

FCA US Reports October 2017 Sales

- Ram pickup truck posts best October sales ever
- Jeep® brand retail sales up 3 percent year over year in October
- Jeep Compass posts best October sales ever
- A 43 percent year-over-year decline in fleet sales is in line with the FCA US strategy to reduce sales to the daily rental segment
- ®FCA US brands take home the most awards of any manufacturer at last month's annual Texas Truck Rodeo competition and at the annual Active Lifestyle Vehicle event

November 1, 2017, Auburn Hills, Mich. - FCA US LLC today reported sales of 153,373 units, a 13 percent decrease compared with sales in October 2016 (176,609 units).

In October, retail sales of 130,153 units were down 4 percent compared with the same month in 2016 and represented 85 percent of total sales. In line with FCA's strategy to reduce sales to the daily rental segment, fleet sales of 23,220 units were down, as expected, 43 percent year over year. Fleet sales represented 15 percent of total FCA US October sales.

The Ram pickup truck and the all-new Jeep® Compass each posted their best October sales ever. Sales of the Compass were up 81 percent year over year in the month. Other FCA US vehicles posting year-over-year sales increases in the month were the Jeep Cherokee, Jeep Renegade, Ram pickup truck, Dodge Charger, Dodge Durango and Fiat 500L.

Jeep Brand

The all-new Jeep Compass recorded its best October sales ever. Compass sales were up 81 percent, compared with the same month a year ago. The Jeep Cherokee turned in a 19 percent increase and its best sales month so far this year. Jeep brand retail sales increased 3 percent year over year in October, compared with the same month a year ago. In October, the Jeep Grand Cherokee beat its competition for the seventh consecutive year at the Texas Truck Rodeo, hosted by the Texas Automotive Writers Association (TAWA). The Grand Cherokee Trailhawk topped the Mid-size SUV category, while the Jeep Wrangler Rubicon Recon won the Off-road SUV category. The Jeep Renegade took the Subcompact SUV category. Additionally, the Jeep Compass Trailhawk took home the Best Value Off-Road award at the [Active Lifestyle Vehicle](#) (AVL) competition.

Ram Truck Brand

Ram pickup truck sales were up 1 percent in October, compared with the same month a year ago. It was the pickup truck's best October sales ever. The Ram Truck brand won two pickup truck categories during TAWA's [Texas Truck Rodeo](#) in October. The 2018 Ram 1500 Laramie Longhorn Southfork won the Luxury Pickup Truck category and grabbed the highest overall interior score. The 2018 Ram 2500 Limited Tungsten topped the Heavy Duty Pickup Truck category. Additionally, the 2018 Ram 1500 Laramie Longhorn Southfork took home the top award in the High Luxury Off-Road category at the AVL competition.

Dodge Brand

Sales of the Dodge Charger were up 19 percent while Dodge Durango SUV sales increased 11 percent in October, compared with the same month a year ago. It was the Durango's best October sales since 2006. The Durango SRT won the Full-size SUV category and received the highest overall performance score during last month's TAWA competition in Texas. Additionally, the Dodge Durango SRT took home the Luxury Family award at the AVL competition.

FIAT Brand

Sales of the Fiat 500L increased 34 percent last month for its best October sales since 2015. A redesigned exterior gives the 2018 500L an updated look, with new front and rear fascia design, bodyside molding design, wheel designs, daytime running light lens and rear side reflector design.

Chrysler Brand

The Chrysler brand last month announced that the 2018 Chrysler Pacifica is now available with a customized, athletic look with the new [S Appearance Package](#). With the S Appearance Package, the 2018 Pacifica gets a sporty look featuring black accents inside and out. Additionally, the Chrysler Pacifica Hybrid took home the top award in the Best Value Family category at the AVL competition.

Alfa Romeo Brand

Alfa Romeo brand sales of 1,205 units were up significantly compared with the same month a year ago as the launch of the all-new Alfa Romeo Stelvio SUV continues in U.S. dealerships. The [Stelvio](#) was crowned Crossover of Texas and also took home honors for Luxury Crossover of Texas and Most Drives at TAWA's annual Texas Truck Rodeo in October.

FCA US LLC Sales Summary October 2017

Model	Month Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	11,207	6,207	81%	65,142	79,123	-18%
Patriot	1,235	9,510	-87%	40,111	105,549	-62%
Wrangler	13,391	14,469	-7%	163,533	163,096	0%
Cherokee	16,138	13,531	19%	133,973	171,877	-22%
Grand Cherokee	17,215	17,867	-4%	198,460	171,793	16%
Renegade	7,888	7,242	9%	88,097	84,494	4%
JEEP BRAND	67,074	68,826	-3%	689,316	775,932	-11%
200	499	2,843	-82%	17,766	51,802	-66%
300	2,917	3,051	-4%	42,560	47,091	-10%
Town & Country	9	529	-98%	566	58,455	-99%
Pacifica	7,593	7,758	-2%	93,935	43,330	New
CHRYSLER BRAND	11,018	14,181	-22%	154,827	200,678	-23%
Dart	172	2,407	-93%	9,815	39,674	-75%
Avenger	0	0	100%	12	44	-73%
Charger	8,096	6,792	19%	75,474	79,062	-5%
Challenger	3,893	4,127	-6%	56,169	55,268	2%
Viper	17	62	-73%	569	509	12%
Journey	4,719	11,912	-60%	80,375	89,858	-11%

Caravan	2,431	11,563	-79%	110,023	114,295	-4%
Durango	5,148	4,651	11%	57,829	57,744	0%
DODGE BRAND	24,476	41,514	-41%	390,266	436,454	-11%
Ram P/U	44,201	43,891	1%	419,102	404,977	3%
Cargo Van	0	0	0%	0	21	-100%
ProMaster Van	2,638	4,500	-41%	34,576	31,044	11%
ProMaster City	992	1,052	-6%	12,846	13,701	-6%
RAM BRAND	47,831	49,443	-3%	466,524	449,743	4%
500	801	1,276	-37%	11,236	12,879	-13%
500L	159	119	34%	1,426	2,920	-51%
500X	561	783	-28%	6,436	10,047	-36%
Spider	248	444	New	3,923	1,875	New
FIAT BRAND	1,769	2,622	-33%	23,021	27,721	-17%
Giulia	726	0	New	7,136	7	New
Alfa 4C	45	23	96%	354	434	-18%
Stelvio	434	0	New	1,067	0	New
ALFA ROMEO	1,205	23	5139%	8,557	441	1840%
FCA US LLC	153,373	176,609	-13%	1,732,511	1,890,969	-8%

Method of Determining FCA US LLC's Monthly Sales. FCA US's reported vehicle sales represent unit sales of vehicles to retail customers, deliveries of vehicles to fleet customers and to others such as FCA US's employees and retirees as well as vehicles used for marketing. Most of these reported sales reflect retail sales made by dealers out of their own inventory of vehicles previously purchased by them from FCA US. Reported vehicle units sales do not correspond to FCA US's reported revenues, which are based on FCA US's sale and delivery of vehicles, and typically recognized upon shipment to the dealer or end customer. As announced on July 26, 2016, FCA US has modified its methodology for monthly sales reporting as follows:

- Sales to retail customers by dealers in the U.S. are derived from the New Vehicle Delivery Report ("NVDR") system and are determined as the sum of (A) all sales recorded by dealers during the month net of all unwound transactions recorded to the end of that month (whether the original sale was recorded in the current month or any prior month); plus (B) all sales of vehicles during that month attributable to past unwinds that had previously been reversed in determining monthly sales (in the current or prior months).
- Fleet sales are recorded upon the shipment of the vehicle by FCA US to the customer or end user.
- Other retail sales are recorded either (A) when the sale is recorded in the NVDR system (for sales by dealers in Puerto Rico and limited sales made through distributors that submit NVDRs in the same manner as for sales by U.S. dealers) or (B) upon receipt of a similar delivery notification (for vehicles for which NVDRs are not entered such as vehicles for FCA employees).

About FCA US LLC

FCA US LLC is a North American automaker based in Auburn Hills, Michigan. It designs, manufactures, and sells or distributes vehicles under the Chrysler, Dodge, Jeep®, Ram, FIAT and Alfa Romeo brands, as well as the SRT performance designation. The Company also distributes Mopar and Alfa Romeo parts and accessories. FCA US is

building upon the historic foundations of Chrysler Corp., established in 1925 by industry visionary Walter P. Chrysler and Fabbrica Italiana Automobili Torino (F.I.A.T.), founded in Italy in 1899 by pioneering entrepreneurs, including Giovanni Agnelli. FCA US is a member of the Fiat Chrysler Automobiles N.V. (FCA) family of companies. (NYSE: FCAU/ MTA: FCA).

FCA is an international automotive group listed on the New York Stock Exchange under the symbol "FCAU" and on the Mercato Telematico Azionario under the symbol "FCA."

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