

## **FCA US Reports 2019 January Sales**

- Ram brand reports record January as sales rise 24 percent
- Jeep® Wrangler sets January record as sales rise 11 percent
- Jeep Compass sets January record as sales rise 1 percent

February 1, 2019, Auburn Hills, Mich. - FCA US LLC said today January U.S. sales rose 2 percent to 136,082 vehicles compared with sales of 132,803 vehicles in January 2018.

Retail sales for the month were 104,290 vehicles while fleet sales totaled 31,792 vehicles and accounted for 23 percent of total sales during the month.

"In spite of some frigid January weather, we remain bullish on 2019 given the continued underlying strength of the US economy," said U.S. Head of Sales Reid Bigland. "We expect a good cadence of new product throughout the year led by our Ram heavy-duty pickup trucks and Jeep® Gladiator midsize truck in the first half of this year."

### **Ram Brand**

Sales rose 24 percent to 39,649 vehicles. Pickup truck sales jumped 19 percent to 34,889. This was the first January the new Ram 1500 was available in dealer showrooms.

### **Jeep® Brand**

Despite extreme weather across the Midwest and Northeast – two key regions for Jeep – brand sales slipped only 2 percent to 58,401 vehicles. The Wrangler set a new record for January as sales finished at 13,024. The Jeep Compass also set a January record with sales of 10,298 vehicles.

### **Dodge Brand**

Sales fell 2 percent to 27,077 vehicles.

### **Chrysler Brand**

Sales fell 14 percent to 9,054 vehicles.

### **Fiat Brand**

Sales fell 39 percent to 751 vehicles.

### **Alfa Romeo Brand**

Sales fell 30 percent to 1,150 vehicles.

### **Sales Spotlight**

The Ram brand was the highlight in what is typically a slow month for the truck industry. Sales climbed 24 percent. It was the highest January ever eclipsing the last record of 38,045 vehicles set in 2017. This is the fifth-straight January of sales above the 30,000 mark for the Ram brand.

The North American International Auto Show helped generate some consumer buzz for the brand as the Ram 1500 took home the title of North American Truck of the Year, beating out the Chevrolet Silverado 1500 and GMC Sierra 1500. Ram also used the show to unveil its redesigned 2019 heavy-duty 2500 and 3500 pickup trucks.

**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).

*This press release contains forward-looking statements. These statements are based on FCA's current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: volatility and deterioration of capital and financial markets, including possibility of new Eurozone sovereign debt crisis, changes in commodity prices, changes in general economic conditions, economic growth and other changes in business conditions, weather, floods, earthquakes or other natural disasters, changes in government regulation, production difficulties, including capacity and supply constraints, and many other risks and uncertainties, most of which are outside of FCA's control.*

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