

FCA Canada Reports First-quarter 2020 Sales

April 2, 2020, Windsor, Ontario - FCA Canada sales for the first quarter of 2020 were 44,140 vehicles compared with 54,336 for the same period a year earlier. The decline in first-quarter sales was largely attributed to the negative economic impact of the coronavirus in March and eroded an otherwise strong start in January and February. The majority of the decline can be attributed to a reduction in fleet sales of 28 per cent compared with results from Q1 of 2019.

Quarterly highlights include a spike in Ram Heavy Duty pickup truck sales, up 50 per cent to 3,282. Overall Ram pickup truck sales were flat year over year with 19,179 sold during the quarter. Additionally, Dodge Grand Caravan sales of 8,408 represent a 2 per cent increase from Q1 of 2019.

"We want to thank the dealers who have been able to remain open during these difficult times in order to ensure that all Canadians' transportation needs are met, especially our nation's first responders and health professionals," said FCA Canada President and CEO Dave Buckingham.

FCA is offering no payment for 120 days on all 2019 and 2020 models, across all brands. The Company continues to work with its various financing providers, many of which are offering financial relief to consumers who may need it. Effective today, FCA will ease the purchase process through the ["Drive Forward"](#) initiative, which provides consumers with incentives, as well as online tools to improve their retail experience.

Canada Sales Summary JANUARY-MARCH 2020

Model	Month Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	989	2,414	-59%	989	2,414	-59%
Patriot	0	0	NA	0	0	NA
Wrangler	3,677	6,431	-43%	3,677	6,431	-43%
Gladiator	723	2	NEW	723	2	NEW
Cherokee	1,689	3,500	-52%	1,689	3,500	-52%
Grand Cherokee	4,087	4,777	-14%	4,087	4,777	-14%
Renegade	85	173	-51%	85	173	-51%
JEEP BRAND	11,250	17,297	-35%	11,250	17,297	-35%
300	200	1,128	-82%	200	1,128	-82%
200	0	0	NA	0	0	NA
Pacifica	674	816	-17%	674	816	-17%
CHRYSLER BRAND	874	1,944	-55%	874	1,944	-55%
Dart	0	1	-100%	0	1	-100%
Charger	499	1,941	-74%	499	1,941	-74%
Challenger	283	651	-57%	283	651	-57%
Viper	0	0	NA	0	0	NA
Journey	102	760	-87%	102	760	-87%
Caravan	8,408	8,206	2%	8,408	8,206	2%
Durango	2,015	2,615	-23%	2,015	2,615	-23%
DODGE BRAND	11,307	14,174	-20%	11,307	14,174	-20%
Ram P/U	19,179	19,120	0%	19,179	19,120	0%
ProMaster Van	1,267	1,315	-4%	1,267	1,315	-4%

ProMaster City	84	247	-66%	84	247	-66%
RAM BRAND	20,530	20,682	-1%	20,530	20,682	-1%
Giulia	38	63	-40%	38	63	-40%
Alfa 4C	5	9	-44%	5	9	-44%
Alfa Stelvio	72	82	-12%	72	82	-12%
ALFA BRAND	115	154	-25%	115	154	-25%
500	12	31	-61%	12	31	-61%
500L	5	2	150%	5	2	150%
500X	16	13	23%	16	13	23%
Spider	31	39	-21%	31	39	-21%
FIAT BRAND	64	85	-25%	64	85	-25%
TOTAL FCA CANADA	44,140	54,336	-19%	44,140	54,336	-19%

FCA Canada

Founded as the Chrysler Corporation in 1925, FCA Canada Inc. is based in Windsor, Ontario, and celebrates its 97th anniversary in 2022. FCA Canada is a wholly owned subsidiary of FCA, a North American automaker based in Auburn Hills, Michigan and member of the Fiat Chrysler Automobiles N.V. (FCA) family of companies. FCA Canada has approximately 440 dealers that sell Chrysler, Dodge, Jeep®, Ram, FIAT and Alfa Romeo products, as well as SRT performance products. The company also distributes Mopar and Alfa Romeo parts and accessories. In addition to its assembly facilities, which produce the Chrysler Pacifica, Chrysler Pacifica Hybrid, Chrysler Voyager and Chrysler Grand Caravan (Windsor) and Chrysler 300, Dodge Charger and Dodge Challenger (Brampton), FCA Canada operates an aluminum casting plant in Etobicoke, a research and development centre in Windsor, and has sales offices and parts distribution centers throughout the country.

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