

## **FCA US Reports August 2016 U.S. Sales Increased 3 Percent**

- Jeep® brand posts 12 percent sales increase in August compared with same month a year ago
- Five Jeep brand models up in August, led by 41 percent increase in Jeep Cherokee sales
- Dodge brand up 5 percent; six Dodge brand vehicles log year-over-year sales gains in August
- Ram Truck brand up 2 percent; Ram ProMaster and Ram ProMaster City vans each post double-digit percentage sales gains

September 1, 2016, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 196,756 units, a 3 percent increase compared with sales in August 2015 (190,887 units).

FCA US retail sales were 150,153 units in August, while fleet sales were 46,603 units. Retail sales represented 76 percent of total sales, while fleet sales were 24 percent.

The Jeep®, Dodge and Ram Truck brands each posted year-over-year sales gains in August, led by the Jeep brand's 12 percent increase. Five of the six Jeep brand vehicles recorded sales increases in August, with the Jeep Cherokee turning in the largest percentage year-over-year gain.

The Dodge brand delivered higher year-over-year sales as the Dodge Charger, Dodge Challenger, Dodge Journey, Dodge Grand Caravan, Dodge Durango and Dodge Viper all recorded sales gains in August, helping to propel the brand to a 5 percent increase. Likewise, the Ram Truck brand was up with the Ram ProMaster and Ram ProMaster City vans each recording year-over-year sales increases for the month.

### **Jeep Brand**

Jeep brand sales were up 12 percent in August compared with the same month a year ago. The Jeep Cherokee – the most capable mid-size SUV – posted a 41 percent sales gain, the largest percentage increase of any Jeep brand model in August. The Jeep Grand Cherokee, Jeep Patriot and Jeep Compass all turned in double-digit percentage increases for the month.

### **Dodge Brand**

Dodge brand sales were up 5 percent in August compared with the same month a year ago, as Dodge cars and trucks had a strong sales month. The Dodge Charger and Dodge Challenger each posted year-over-year sales gains in August. Charger sales were up 24 percent, while the Challenger turned in a 5 percent sales gain in August. Sales of the Dodge Durango full-size SUV, the Dodge Grand Caravan minivan, the Dodge Journey crossover and the Dodge Viper were all up in August as well. The Dodge brand last month used the famed Woodward Dream Cruise to debut its new [2017 Challenger T/A and Charger Daytona](#) – two performance-upgraded models infused with heritage style. Production for both models will begin this fall with Charger Daytona models available for order in September, followed by Challenger T/A models this October.

### **Ram Truck Brand**

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster and Ram ProMaster City, were up 2 percent in August versus the same month a year ago. Both the ProMaster and ProMaster City vans turned in double-digit percentage sales gains in August, led by the ProMaster City's 32 percent increase. The ProMaster City – America's most efficient work van – is the newest addition to the brand's commercial vehicle lineup and contributes to the expanding, purpose-built van segment with a number of best-in-class, functional elements tied directly to commercial customer demand. Sales of the Ram pickup truck were flat in August.

## FIAT Brand

FIAT brand sales, which include the Fiat 500, Fiat 500L, Fiat 500X and Fiat 124 Spider, were down 21 percent in August. In its second month on sale, the all-new 2017 Fiat 124 Spider logged 460 sales in August. Last sold in the U.S. in 1985, the 124 Spider brings classic Italian styling and proven performance to a new generation of buyers. The all-new 124 Spider delivers the ultimate Italian roadster experience with driving excitement, technology and safety combined with iconic design.

## Chrysler Brand

Chrysler brand sales were down 22 percent in August compared with the same month a year ago. Sales of the Chrysler 300 full-size sedan were up 22 percent compared with the same month a year ago. The all-new Chrysler Pacifica logged 7,459 in sales in August. The Pacifica reinvents the minivan segment with its unprecedented level of functionality, versatility and technology. With nearly 40 innovations not offered by any others in its class, the Pacifica is the new benchmark in the segment that Chrysler invented more than 30 years ago.

### FCA US LLC Sales Summary August 2016

Reflects New Methodology

Model	Month Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr		Curr Yr	Pr Yr	
Compass	8,867	6,891	29%	66,432	40,418	64%
Patriot	11,789	10,690	10%	83,715	80,328	4%
Wrangler	15,290	18,264	-16%	134,332	139,536	-4%
Cherokee	23,932	17,014	41%	140,356	139,582	1%
Grand Cherokee	18,409	16,477	12%	135,259	125,653	8%
Renegade	8,181	7,941	3%	70,088	27,861	152%
<b>JEEP BRAND</b>	<b>86,468</b>	<b>77,277</b>	<b>12%</b>	<b>630,182</b>	<b>553,378</b>	<b>14%</b>
200	4,210	12,538	-66%	45,886	128,673	-64%
300	5,275	4,339	22%	38,429	33,069	16%
Town & Country	1,809	7,255	-75%	56,635	53,469	6%
Pacifica	7,459	0	New	26,201	0	New
<b>CHRYSLER BRAND</b>	<b>18,753</b>	<b>24,132</b>	<b>-22%</b>	<b>167,151</b>	<b>215,211</b>	<b>-22%</b>
Dart	2,898	6,343	-54%	34,500	61,102	-44%
Avenger	0	45	-100%	0	1,197	-100%
Charger	8,614	6,964	24%	66,466	67,802	-2%
Challenger	5,262	5,014	5%	45,260	47,346	-4%
Viper	58	37	57%	408	456	-11%
Journey	11,732	8,351	40%	65,783	70,359	-7%
Caravan	10,572	10,330	2%	94,712	56,218	68%

Durango	5,204	5,111	2%	48,869	41,416	18%
<b>DODGE BRAND</b>	<b>44,340</b>	<b>42,195</b>	<b>5%</b>	<b>355,998</b>	<b>345,896</b>	<b>3%</b>
Ram P/U	40,202	40,341	0%	310,839	295,243	5%
Cargo Van	0	29	-100%	21	2,144	-99%
ProMaster Van	3,234	2,587	25%	23,761	16,812	41%
ProMaster City	990	752	32%	11,887	4,434	168%
<b>RAM BRAND</b>	<b>44,426</b>	<b>43,709</b>	<b>2%</b>	<b>346,508</b>	<b>318,633</b>	<b>9%</b>
Alfa 4C	37	97	-62%	375	451	-17%
<b>ALFA BRAND</b>	<b>37</b>	<b>97</b>	<b>-62%</b>	<b>375</b>	<b>451</b>	<b>-17%</b>
500	1,243	2,102	-41%	10,100	17,982	-44%
500L	131	314	-58%	2,658	6,334	-58%
500X	898	1,061	-15%	8,379	2,279	268%
Spider	460	0	New	941	0	New
<b>FIAT BRAND</b>	<b>2,732</b>	<b>3,477</b>	<b>-21%</b>	<b>22,078</b>	<b>26,595</b>	<b>-17%</b>
<b>TOTAL FCA US LLC</b>	<b>196,756</b>	<b>190,887</b>	<b>3%</b>	<b>1,522,292</b>	<b>1,460,164</b>	<b>4%</b>
<b>Total Car &amp; MPV</b>	<b>48,028</b>	<b>55,378</b>	<b>-13%</b>	<b>422,571</b>	<b>474,099</b>	<b>-11%</b>
<b>Total UV's</b>	<b>104,302</b>	<b>91,800</b>	<b>14%</b>	<b>753,213</b>	<b>667,432</b>	<b>13%</b>
<b>Total Truck &amp; LCV</b>	<b>44,426</b>	<b>43,709</b>	<b>2%</b>	<b>346,508</b>	<b>318,633</b>	<b>9%</b>

**Method of Determining 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 as sales 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).

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This press release contains forward-looking statements. These statements may include terms such as "may", "will",

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Any forward-looking statements contained in this press release speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company’s financial results, is included in the Company’s reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.

#### **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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