

## **FCA US Reports 2016 December and Full-year U.S. Sales**

- Ram Truck brand sales increase 10 percent compared with same month last year
- Sales of the all-new Chrysler Pacifica up 18 percent compared with previous month of November; the minivan's best sales month of 2016
- Four Jeep® brand vehicles record sales increases in December; Jeep Renegade sales up 39 percent
- Ram Truck and Jeep brands both record full-year sales increases in 2016 versus 2015

January 4, 2017, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 192,519 units, a 10 percent decrease compared with sales in December 2015 (213,923 units).

For the full year, the Ram Truck and Jeep® brands each recorded year-over-year sales gains versus sales in 2015. FCA US full-year sales were flat in 2016 compared with sales in 2015.

In December, fleet sales of 36,532 units were down 34 percent year over year as FCA US continues its strategy of reducing its sales to the daily rental segment. Fleet sales represented 19 percent of total FCA US sales in the month. FCA US retail sales of 155,987 units were down 2 percent year over year in December, and represented 81 percent of total sales for the month.

Ram Truck brand sales were up 10 percent in December as the Ram pickup truck and the Ram ProMaster van posted year-over-year increases. Four Jeep brand models recorded increases in December, led by a 39 percent increase in Jeep Renegade sales. With its 13 percent increase, the Jeep Grand Cherokee turned in its best sales month of the year. The all-new 2017 Chrysler Pacifica minivan posted an 18 percent sales gain compared with the previous month of November.

### **Ram Truck Brand**

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster and Ram ProMaster City, were up 10 percent in December versus the same month in 2015. The pickup truck posted a 15 percent year-over-year sales gain while the ProMaster recorded a 13 percent increase in December, the large van's second best sales month of 2016.

For the full year, Ram Truck brand sales were up 11 percent compared with sales in 2015. The pickup truck turned in a 9 percent year-over-year increase in 2016, while the ProMaster and ProMaster City vans each posted a 45 percent increase in 2016 versus 2015.

### **Jeep Brand**

Jeep brand sales were down 6 percent in December compared with the same month a year ago. However, four Jeep brand models posted sales increases in the month, led by the Jeep Renegade and its 39 percent year-over-year sales gain. The Jeep Grand Cherokee, with its 13 percent increase, turned in its best sales month of 2016. The Jeep Wrangler and Jeep Compass posted December increases as well.

For the full year, Jeep brand sales were up 6 percent compared with sales in 2015. Four Jeep brand vehicles – the Jeep Grand Cherokee, Jeep Compass, Jeep Patriot, and Jeep Renegade – posted year-over-year increases for the full year. With sales of 212,273 units, the Grand Cherokee was the volume leader of the Jeep brand in 2016.

### **Dodge Brand**

Dodge brand sales were down 21 percent in December compared with the same month a year ago. However, Dodge Challenger sales increased 15 percent in December versus the same month in 2015, while Dodge Journey sales were up 25 percent. The Dodge brand last month unveiled the new [2017 Dodge Challenger GT](#), the world's first and

only all-wheel-drive American muscle coupe. The Challenger GT joins the Dodge Charger AWD to complete the Dodge lineup of all-wheel-drive muscle cars, delivering unparalleled year-round performance.

For the full year, the Dodge Grand Caravan minivan and the Dodge Durango full-size SUV each posted sales increases compared with sales in 2015.

### **Chrysler Brand**

Chrysler brand sales were down 32 percent in December compared with the same month a year ago. However, sales of the all-new 2017 Chrysler Pacifica minivan posted an 18 percent sales increase compared with the previous month of November. It was the Pacifica's best sales month of the year. In addition, the Pacifica in December landed on the *Car and Driver* "10Best" list and earned a 2017 [Top Safety Pick+](#) rating from the Insurance Institute for Highway Safety (IIHS). In its first year on sale, the Pacifica posted sales of 62,366 units. Also, the new 3.6-liter Pentastar V-6 hybrid propulsion system used in the [Chrysler Pacifica Hybrid](#) last month made the Wards 10 Best Engines list for 2017.

### **FIAT Brand**

FIAT brand sales, which include the Fiat 500, Fiat 500L, Fiat 500X and Fiat 124 Spider, were down 54 percent in December. For the full year, the 500X posted a 3 percent sales increase compared with sales in 2015. The 500X delivers the Italian design and engaging driving dynamics that are synonymous with the FIAT brand. The 500X offers an advanced all-wheel-drive system, functionality, and a full array of safety, comfort and convenience features.

## **FCA US LLC Sales Summary December 2016**

### **Reflects New Methodology**

|                       | Month Sales   |               | Vol %       | CYTD Sales     |                | Vol %       |
|-----------------------|---------------|---------------|-------------|----------------|----------------|-------------|
| Model                 | Curr Yr       | Pr Yr         | Change      | Curr Yr        | Pr Yr          | Change      |
| Compass               | 7,954         | 7,260         | 10%         | 94,061         | 71,448         | 32%         |
| Patriot               | 7,809         | 12,306        | -37%        | 121,926        | 121,274        | 1%          |
| Wrangler              | 15,721        | 15,431        | 2%          | 191,774        | 202,266        | -5%         |
| Cherokee              | 16,380        | 24,652        | -34%        | 199,736        | 220,744        | -10%        |
| Grand Cherokee        | 23,250        | 20,566        | 13%         | 212,273        | 196,312        | 8%          |
| Renegade              | 12,045        | 8,653         | 39%         | 106,606        | 60,864         | 75%         |
| <b>JEEP BRAND</b>     | <b>83,159</b> | <b>88,868</b> | <b>-6%</b>  | <b>926,376</b> | <b>872,908</b> | <b>6%</b>   |
| 200                   | 2,643         | 9,663         | -73%        | 57,294         | 167,368        | -66%        |
| 300                   | 3,584         | 4,269         | -16%        | 53,241         | 53,025         | 0%          |
| Town & Country        | 266           | 10,622        | -97%        | 59,071         | 97,530         | -39%        |
| Pacifica              | 10,283        | 0             | New         | 62,366         | 0              | New         |
| <b>CHRYSLER BRAND</b> | <b>16,776</b> | <b>24,554</b> | <b>-32%</b> | <b>231,972</b> | <b>317,923</b> | <b>-27%</b> |
| Dart                  | 1,525         | 5,867         | -74%        | 43,402         | 87,908         | -51%        |
| Avenger               | 0             | 32            | -100%       | 45             | 1,326          | -97%        |
| Charger               | 7,237         | 8,309         | -13%        | 95,437         | 96,633         | -1%         |

|                              |                |                |             |                  |                  |             |
|------------------------------|----------------|----------------|-------------|------------------|------------------|-------------|
| Challenger                   | 5,257          | 4,564          | 15%         | 64,433           | 66,377           | -3%         |
| Viper                        | 59             | 63             | -6%         | 630              | 690              | -9%         |
| Journey                      | 9,768          | 7,829          | 25%         | 106,759          | 108,085          | -1%         |
| Caravan                      | 6,687          | 11,720         | -43%        | 127,678          | 101,553          | 26%         |
| Durango                      | 5,796          | 7,826          | -26%        | 68,474           | 64,723           | 6%          |
| <b>DODGE BRAND</b>           | <b>36,329</b>  | <b>46,210</b>  | <b>-21%</b> | <b>506,858</b>   | <b>527,295</b>   | <b>-4%</b>  |
| Ram P/U                      | 47,556         | 41,398         | 15%         | 489,418          | 450,122          | 9%          |
| Cargo Van                    | 0              | 26             | -100%       | 21               | 2,183            | -99%        |
| ProMaster Van                | 4,694          | 4,154          | 13%         | 40,440           | 27,812           | 45%         |
| ProMaster City               | 1,347          | 3,038          | -56%        | 15,972           | 11,053           | 45%         |
| <b>RAM BRAND</b>             | <b>53,597</b>  | <b>48,616</b>  | <b>10%</b>  | <b>545,851</b>   | <b>491,170</b>   | <b>11%</b>  |
| Giulia                       | 29             | 0              | New         | 36               | 0                | New         |
| Alfa 4C                      | 23             | 56             | -59%        | 480              | 659              | -27%        |
| <b>ALFA BRAND</b>            | <b>52</b>      | <b>56</b>      | <b>-7%</b>  | <b>516</b>       | <b>659</b>       | <b>-22%</b> |
| 500                          | 1,411          | 1,737          | -19%        | 15,437           | 23,980           | -36%        |
| 500L                         | 102            | 310            | -67%        | 3,118            | 7,585            | -59%        |
| 500X                         | 843            | 3,572          | -76%        | 11,712           | 11,357           | 3%          |
| Spider                       | 250            | 0              | New         | 2,475            | 0                | New         |
| <b>FIAT BRAND</b>            | <b>2,606</b>   | <b>5,619</b>   | <b>-54%</b> | <b>32,742</b>    | <b>42,922</b>    | <b>-24%</b> |
| <b>TOTAL FCA US LLC</b>      | <b>192,519</b> | <b>213,923</b> | <b>-10%</b> | <b>2,244,315</b> | <b>252,877</b>   | <b>0%</b>   |
| <b>Total Car &amp; MPV</b>   | <b>39,356</b>  | <b>57,212</b>  | <b>-31%</b> | <b>585,143</b>   | <b>704,634</b>   | <b>-17%</b> |
| <b>Total UV's</b>            | <b>99,566</b>  | <b>108,095</b> | <b>-8%</b>  | <b>1,113,321</b> | <b>1,057,073</b> | <b>5%</b>   |
| <b>Total Truck &amp; LCV</b> | <b>53,597</b>  | <b>48,616</b>  | <b>10%</b>  | <b>545,851</b>   | <b>491,170</b>   | <b>11%</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).

#### **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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