Contact: Ralph Kisiel

# FCA US LLC Reports April 2016 U.S. Sales Increased 6 Percent; Best April Sales Since 2005

- Jeep® brand sales up 17 percent; best April sales ever
- Jeep Renegade and Jeep Compass each record best monthly sales ever
- Ram pickup truck, Ram ProMaster and Ram ProMaster City each record their best April sales ever
- Deliveries of the 2017 all-new Chrysler Pacifica minivan begin arriving in dealerships nationwide

May 3, 2016, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 199,631 units, a 6 percent increase compared with sales in April 2015 (189,027 units), and the group's best April sales in 11 years.

The Jeep® and Ram Truck brands each posted year-over-year sales gains in April compared with the same month a year ago. The Jeep brand's 17 percent increase was the largest sales gain of any FCA US brand during the month.

"Consumer preference for SUVs and pickup trucks continued unabated in April and helped to propel us to our strongest April sales in 11 years," said Reid Bigland, Senior Vice President - Sales, FCA - North America. "Both our Jeep and Ram Truck brands recorded strong year-over-year sales gains last month."

Seven FCA US vehicles set records in the month of April, including the Jeep Renegade and Jeep Compass, each posting their best monthly sales ever. In addition, the Jeep Wrangler, Jeep Patriot, Ram pickup truck, Ram ProMaster and Ram ProMaster City each recorded their best April sales ever. On the brand side, the Jeep brand continues to set records with its best April sales ever.

FCA US finished the month of April with an 84-day supply of inventory (619,800 units). U.S. industry sales figures for April are internally projected at an estimated 17.9 million units Seasonally Adjusted Annual Rate (SAAR).

**Jeep® Brand**

Jeep brand sales were up 17 percent in April, the brand's best April sales ever and its 31st-consecutive month of year-over-year sales gains. The Jeep brand has set a sales record in every month dating back to November 2013. Sales of the Jeep Renegade, the newest entry to the Jeep product lineup, were up 131 percent, its best monthly sales performance since the small SUV was launched in March 2015. The Jeep Compass was equal to the task, also turning in its best sales month ever. In addition, the Jeep Wrangler and Jeep Patriot each recorded their best April sales ever. Sales of the Jeep Grand Cherokee were up 12 percent for its best April sales in 11 years. The 2016 Jeep Grand Cherokee 75th Anniversary Edition was named "Northwest Outdoor Activity Vehicle of the Year" by automotive journalist at last month's 22nd-annual "Mudfest" competition hosted by the Northwest Automotive Press Association (NWAPA). In addition to taking the top honor, the Grand Cherokee 75th Anniversary Edition also was named winner of the Family Utility class. The 2016 Jeep Wrangler 75th Anniversary Edition won the Extreme Capability class.

**Ram Truck Brand**

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster and Ram ProMaster City, were up 12 percent in April, the brand's best April sales since 2005. Sales of the Ram pickup truck were up 8 percent in April, the pickup's best April sales performance ever. In addition, the Ram ProMaster and Ram ProMaster City vans each turned in their best April sales ever. The 2016 Ram Rebel was named winner in the Pickups category at NWAPA's "Mudfest" competition in April. In addition, Popular Mechanics magazine last month recognized the 2016 Ram Truck brand product line with its Automotive Excellence Award. Compared to all other full-size pickups, the Ram 1500, 2500 and 3500 offerings had the best combination of technology, performance and value.

**Dodge Brand**

Sales of the Dodge Grand Caravan were up 116 percent in April, the minivan's best April sales performance since 2014. The Dodge Durango posted a 17 percent year-over-year sales gain for its best April since 2005. Dodge brand sales were down 3 percent in April compared with the same month a year ago. The Dodge brand announced in April that it is simplifying the 2016 Dodge Dart model lineup with three new models packed with the features small-car customers want at a value every consumer will appreciate. The Dart SXT Sport, Dart Turbo and Dart GT Sport will comprise the Dodge Dart lineup for the remainder of the 2016 calendar year. Available Chrome, Rallye and Blacktop appearance packages give drivers the option to have an exterior style that will stand out from the crowd in the small-car segment.

**Chrysler Brand**

Sales of the Chrysler Town & Country minivan were up 82 percent in April compared with the same month a year ago. Meanwhile, the all-new 2017 Chrysler Pacifica minivans are arriving at Chrysler brand dealerships with increased excitement as the Pacifica in April made the prestigious Wards 10 Best Interiors List for 2016. With the introduction of the all-new Pacifica, FCA US adds 37 minivan firsts to its portfolio for an unprecedented total of 115 innovations in the segment. Chrysler 300 sales were up 47 percent, the full-size sedan's best April sales since 2012. Chrysler brand sales were down 18 percent in April, compared with the same month a year ago.

**FIAT Brand**

FIAT brand sales, which include the Fiat 500, Fiat 500L and 500X, were down 19 percent in April, compared with the same month a year ago. The FIAT brand announced in April that pricing for its all-new 2017 124 Spider lineup will start at $24,995 U.S. Manufacturer's Suggested Retail Price (MSRP), not including destination. FIAT's all-new roadster is the lowest-priced turbocharged convertible in America. The revival of the roadster continues the expansion of the FIAT brand in North America. The 124 Spider lineup includes the Classica, $24,995; Lusso, $27,495; and Abarth, $28,195 (MSRP). The 124 Spider returns nearly 50 years after its original introduction.

**FCA US LLC Sales Summary April 2016**

| | **Month Sales** | | **Vol %** | **CYTD Sales** | | **Vol %** |
|---|---|---|---|---|---|---|
| **Model** | **Curr Yr** | **Pr Yr** | **Change** | **Curr Yr** | **Pr Yr** | **Change** |
| Compass | 9,421 | 4,124 | 128% | 29,995 | 18,530 | 62% |
| Patriot | 10,456 | 9,470 | 10% | 39,203 | 39,162 | 0% |
| Wrangler | 19,003 | 18,849 | 1% | 60,744 | 60,967 | 0% |
| Cherokee | 17,667 | 19,072 | -7% | 67,201 | 67,285 | 0% |
| Grand Cherokee | 18,021 | 16,030 | 12% | 65,071 | 59,407 | 10% |
| Renegade | 9,730 | 4,214 | 131% | 31,681 | 5,157 | 514% |
| **JEEP BRAND** | **84,298** | **71,759** | **17%** | **293,895** | **250,508** | **17%** |
| 200 | 7,591 | 18,850 | -60% | 25,564 | 68,002 | -62% |
| 300 | 5,570 | 3,801 | 47% | 21,487 | 16,708 | 29% |
| Town & Country | 9,195 | 5,053 | 82% | 40,811 | 24,927 | 64% |
| Pacifica | 487 | 0 | New | 487 | 0 | New |
| **CHRYSLER BRAND** | **22,843** | **27,704** | **-18%** | **88,349** | **109,637** | **-19%** |
| Dart | 4,392 | 8,571 | -49% | 21,260 | 33,686 | -37% |
| Avenger | 0 | 140 | -100% | 0 | 787 | -100% |

| | | | | | | |
|---|---|---|---|---|---|---|
| Charger | 8,213 | 9,063 | -9% | 35,959 | 35,281 | 2% |
| Challenger | 6,412 | 6,771 | -5% | 22,451 | 22,728 | -1% |
| Viper | 56 | 56 | 0% | 194 | 231 | -16% |
| Journey | 4,865 | 8,661 | -44% | 31,286 | 32,643 | -4% |
| Caravan | 13,203 | 6,126 | 116% | 46,915 | 23,044 | 104% |
| Durango | 6,434 | 5,518 | 17% | 26,019 | 20,017 | 30% |
| **DODGE BRAND** | **43,575** | **44,906** | **-3%** | **184,084** | **168,417** | **9%** |
| Ram P/U | 41,079 | 37,921 | 8% | 154,446 | 139,432 | 11% |
| Cargo Van | 16 | 182 | -91% | 1 | 2,805 | -100% |
| ProMaster Van | 2,835 | 1,764 | 61% | 11,229 | 7,313 | 54% |
| ProMaster City | 1,880 | 997 | 89% | 6,431 | 1,720 | 274% |
| **RAM BRAND** | **45,810** | **40,864** | **12%** | **172,123** | **151,270** | **14%** |
| Alfa 4C | 60 | 38 | 58% | 229 | 255 | -10% |
| **ALFA BRAND** | **60** | **38** | **58%** | **229** | **255** | **-10%** |
| 500 | 1,488 | 2,498 | -40% | 5,266 | 10,493 | -50% |
| 500L | 463 | 1,258 | -63% | 1,730 | 4,301 | -60% |
| 500X | 1,094 | 0 | New | 5,058 | 0 | New |
| **FIAT BRAND** | **3,045** | **3,756** | **-19%** | **12,054** | **14,794** | **-19%** |
| **TOTAL FCA US LLC** | **199,631** | **189,027** | **6%** | **750,734** | **694,881** | **8%** |
| **Total Car & MPV** | **57,130** | **62,225** | **-8%** | **222,353** | **240,443** | **-8%** |
| **Total UV's** | **96,691** | **85,938** | **13%** | **356,258** | **303,168** | **18%** |
| **Total Truck & LCV** | **45,810** | **40,864** | **12%** | **172,123** | **151,270** | **14%** |

**Method of Determining Monthly Sales.** FCA US reported vehicle sales represent sales of its vehicles to retail and fleet customers, as well as limited deliveries of vehicles to its officers, directors, employees and retirees. Sales from dealers to customers are reported to FCA US by dealers as sales are made on an ongoing basis through a new vehicle delivery reporting system that then compiles the reported data as of the end of each month. Sales through dealers do not necessarily correspond to reported revenues, which are based on the sale and delivery of vehicles to the dealers. In certain limited circumstances where sales are made directly by FCA US, such sales are reported through its management reporting system.

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This press release contains forward-looking statements. These statements may include terms such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, “intend”, or similar terms.

Forward-looking statements are not guarantees of future performance. Rather, they are based on the 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: the Group's ability to reach certain minimum vehicle sales volumes; developments in global financial markets and general economic and other conditions; changes in demand for automotive products, which is highly cyclical; the Group's ability to enrich the product portfolio and offer innovative products; the high level of competition in the automotive industry; the Group's ability to expand certain of the Group's brands internationally; changes in the Group's credit ratings; the Group's ability to realize anticipated benefits from any acquisitions, joint venture arrangements and other strategic alliances; potential shortfalls in the Group's defined benefit pension plans; the Group's ability to provide or arrange for adequate access to financing for the Group's dealers and retail customers; the Group's ability to access funding to execute the Group's business plan and improve the Group's business, financial condition and results of operations; various types of claims, lawsuits and other contingent obligations against the Group; disruptions arising from political, social and economic instability; material operating expenditures and other effects from and in relation to compliance with environmental, health and safety regulation; developments in labor and industrial relations and developments in applicable labor laws; increases in costs, disruptions of supply or shortages of raw materials; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters and other risks and uncertainties. "The Group" as used herein refers to Fiat Chrysler Automobiles N.V. (the "Company") together with its subsidiaries, or any one or more of them, as the context may require.

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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