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FCA US Reports January 2017 U.S. Sales

- Ram Truck brand up 5 percent; pickup truck posts 4 percent increase
- Three Jeep® brand vehicles record sales increases in January; Jeep Renegade sales up 52 percent
- Jeep Grand Cherokee sales up 24 percent in January
- Fiat 500 sales up 24 percent compared with same month a year ago

February 1, 2017, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 152,218 units, an 11 percent decrease compared with sales in January 2016 (171,352 units).

In January, fleet sales of 42,868 units were down 31 percent year over year as FCA US continues its strategy of reducing its sales to the daily rental segment. Fleet sales represented 28 percent of total FCA US sales in January. FCA US retail sales of 109,350 units were flat for the month, and represented 72 percent of total January sales.

Ram Truck brand sales increased 5 percent in January, compared with the same month a year ago, as the pickup truck posted a 4 percent sales gain. Three Jeep® brand models recorded increases in January, led by a 52 percent increase in Jeep Renegade sales. Sales of the Jeep Grand Cherokee, the brand's volume leader in January, were up 24 percent for the month. Sales of the Dodge Journey mid-size crossover were up 9 percent, while Fiat 500 sales grew 24 percent year over year.

Ram Truck Brand

Sales of the Ram pickup truck increased 4 percent in January, compared with the same month in 2016. In addition, the Ram ProMaster van turned in a strong 43 percent sales gain. Ram Truck brand sales were up 5 percent year over year in January. At the 2017 North American International Auto Show in January, the brand introduced a special edition of the popular Ram 1500 Rebel – the Rebel Black. The Ram Rebel Black special edition traces its origin to one of the truck brand's fastest-selling off-road powerhouses, adapting dark features as a design component. The package is offered with all available Rebel colors, adding black wheels, brush guard and theme-matched all-black interior.

Jeep Brand

Three Jeep brand models posted sales increases in January, led by the Jeep Renegade and its 52 percent year-over-year sales gain. The Jeep Grand Cherokee – the brand's volume leader for the month – recorded a 24 percent sales increase in January. The Jeep Wrangler logged a January increase as well. Last month, FCA US confirmed the addition of new models to the award-winning Jeep lineup – an all-new Jeep pickup truck and the storied Jeep Wagoneer and Jeep Grand Wagoneer. These actions are planned to be completed by 2020.

FIAT Brand

The Fiat 500 recorded a 24 percent sales increase in January compared with the same month a year ago. The Fiat 124 Spider was named " Best New Convertible" of 2017 by the experts at Cars.com. The all-new Spider delivers the ultimate Italian roadster experience with driving excitement, technology and safety combined with iconic Italian design.

Dodge Brand

Two Dodge brand vehicles recorded sales gains in January. The Dodge Journey mid-size crossover turned in a 9 percent increase, while Dodge Viper sales were up 89 percent. The Dodge brand announced in January that its new ultimate performance halo – the 2018 Dodge Challenger SRT Demon – will be unveiled during the New York International Auto Show week in April.

Chrysler Brand

Sales of the all-new 2017 Chrysler Pacifica – the most awarded minivan in 2016 – were up in its first month of year-over-year comparisons. Cars.com editors named the Pacifica the " Best of 2017" at their annual 2017 Best of Awards show hosted in Detroit during the North American International Auto Show. The Pacifica also was named the 2017 North American Utility Vehicle of the Year by a panel of automotive experts last month at the auto show. The award is unique and considered by many to be one of the world's most prestigious based on its diverse mix of automotive journalists from the U.S. and Canada who serve as the voting jurors.

Alfa Romeo Brand

Alfa Romeo brand sales of 108 units were up 59 percent compared with the same month in 2016.

Maserati Brand[1]

Maserati brand sales of 889 units were up 69 percent compared with the same month a year ago.

U.S. Sales Summary January 2017

	Month Sales		Vol %	CYTD Sales		Vol %
Model	**Curr Yr**	**Pr Yr**	**Change**	**Curr Yr**	**Pr Yr**	**Change**
Compass	3,164	6,271	-50%	3,164	6,271	-50%
Patriot	4,700	8,584	-45%	4,700	8,584	-45%
Wrangler	11,334	10,987	3%	11,334	10,987	3%
Cherokee	12,551	16,783	-25%	12,551	16,783	-25%
Grand Cherokee	17,301	13,975	24%	17,301	13,975	24%
Renegade	9,365	6,167	52%	9,365	6,167	52%
JEEP BRAND	**58,415**	**62,767**	**-7%**	**58,415**	**62,767**	**-7%**
200	1,861	4,685	-60%	1,861	4,685	-60%
300	4,708	5,665	-17%	4,708	5,665	-17%
Town & Country	138	11,383	-99%	138	11,383	-99%
Pacifica	6,670	39	New	6,670	39	New
CHRYSLER BRAND	**13,377**	**21,772**	**-39%**	**13,377**	**21,772**	**-39%**
Dart	1,397	5,280	-74%	1,397	5,280	-74%
Avenger	0	9	-100%	0	9	-100%
Charger	7,153	8,782	-19%	7,153	8,782	-19%
Challenger	3,393	5,661	-40%	3,393	5,661	-40%
Viper	53	28	89%	53	28	89%
Journey	12,636	11,586	9%	12,636	11,586	9%
Caravan	10,770	10,955	-2%	10,770	10,955	-2%
Durango	4,707	6,001	-22%	4,707	6,001	-22%

DODGE BRAND	**40,109**	**48,302**	**-17%**	**40,109**	**48,302**	**-17%**
Ram P/U	33,769	32,564	4%	33,769	32,564	4%
Cargo Van	0	2	-100%	0	2	-100%
ProMaster Van	3,351	2,342	43%	3,351	2,342	43%
ProMaster City	925	1,156	-20%	925	1,156	-20%
RAM BRAND	**38,045**	**36,064**	**5%**	**38,045**	**36,064**	**5%**
Giulia	70	0	New	70	0	New
Alfa 4C	38	68	-44%	38	68	-44%
ALFA BRAND	**108**	**68**	**59%**	**108**	**68**	**59%**
500	1,218	981	24%	1,218	981	24%
500L	106	357	-70%	106	357	-70%
500X	600	1,041	-42%	600	1,041	-42%
Spider	240	0	New	240	0	New
FIAT BRAND	**2,164**	**2,379**	**-9%**	**2,164**	**2,379**	**-9%**
TOTAL FCA US LLC	**152,218**	**171,352**	**-11%**	**152,218**	**171,352**	**-11%**
Total Car & MPV	**37,815**	**53,893**	**-30%**	**37,815**	**53,893**	**-30%**
Total UV's	**76,358**	**81,395**	**-6%**	**76,358**	**81,395**	**-6%**
Total Truck & LCV	**38,045**	**36,064**	**5%**	**38,045**	**36,064**	**5%**
MASERATI BRAND	**889**	**525**	**69%**	**889**	**525**	**69%**

[1] The Maserati Brand is distributed in the United States by Maserati North America, Inc., an indirect wholly owned subsidiary of Fiat Chrysler Automobiles N.V. All other brands listed in this release are distributed by FCA US LLC.

Method of Determining FCA US'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).

Method of Determining Maserati North America's U.S. Monthly Sales. Maserati North America Inc.'s (MNA) reported U.S. vehicle sales represent unit sales of vehicles made by dealers out of inventory to retail customers and deliveries of vehicles to fleet customers. Sales to retail customers by dealers in the U.S. are determined as the sum of all sales recorded by dealers in MNA's notification system during the month. Only the first such recorded sale of a vehicle is reported and any subsequent sale of a vehicle previously reported as sold is not counted as a sale by MNA for sales reporting purposes.

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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