

## **FCA US Reports May 2017 Sales**

- Ram Truck brand sales up 18 percent; pickup sales increase 16 percent versus same month a year ago
- Dodge brand sales up 8 percent; five Dodge vehicles post year-over-year sales gains
- Jeep® Grand Cherokee records 14 percent increase
- All-new Chrysler Pacifica minivan posts best sales month since launch last year

June 1, 2017, Auburn Hills, Mich. - FCA US LLC today reported sales of 193,040 units, a 1 percent decrease compared with sales in May 2016 (194,720 units).

In May, retail sales of 152,227 units were up 1 percent compared with the same month in 2016, and represented 79 percent of total sales. Fleet sales of 40,813 units were down 7 percent year over year as FCA US continues its strategy of reducing sales to the daily rental segment. Fleet sales represented 21 percent of total May sales.

The Ram Truck and Dodge brands each posted year-over-year sales increases in May, compared with the same month in 2016. Ram Truck brand sales were up 18 percent driven by the 16 percent increase in Ram pickup truck sales. Dodge brand sales were up 8 percent in May as five Dodge vehicles posted year-over-year sales gains, led by the Dodge Grand Caravan's 58 percent increase. Jeep® Grand Cherokee sales increased 14 percent, while sales of the Jeep Wrangler were up 2 percent as well. Sales of the all-new Chrysler Pacifica minivan – the most awarded minivan of 2016 and 2017 – posted a 325 percent increase in May, compared with the same month a year ago.

### **Ram Truck Brand**

Ram pickup truck sales increased 16 percent in May, compared with the same month a year ago. The Ram 1500 pickup won accolades as the Best Family Pickup Truck – the second year in a row it has received this honor – at the annual Family Car Challenge hosted by the Greater Atlanta Automotive Media Association (GAAMA). Ram Truck brand sales – which also include the Ram ProMaster and Ram ProMaster City vans – were up 18 percent for the month. Sales of the ProMaster full-size van increased 50 percent in May, while the Ram ProMaster City van posted a 10 percent sales gain.

### **Jeep® Brand**

Sales of the Jeep Grand Cherokee – the most awarded SUV ever – were up 14 percent in May, compared with the same month a year ago. Jeep Wrangler sales increased 2 percent in the month as well. Jeep brand sales were down 15 percent in May as the brand continues its planned reduction of fleet sales to the daily rental segment. Through May this year, the Jeep brand has reduced its fleet sales by 60 percent, compared with fleet sales during the same five-month period last year.

Sales of the all-new 2017 Jeep Compass more than doubled from the previous month of April as Jeep dealers continue to build their new Compass inventories. The new Compass was named winner of the Compact Utility Vehicle category at the annual Mudfest competition hosted by the Northwest Automotive Press Association (NWAPA) in May. The new Compass also was crowned Activity Vehicle of Texas at the Texas Auto Roundup hosted by the Texas Auto Writers Association (TAWA).

In May, the 2017 Jeep Grand Cherokee SRT won Performance Utility Vehicle of Texas at the Texas Auto Roundup, and the 2017 Jeep Grand Cherokee Trailhawk won the Premium Utility Vehicle segment in the Mudfest challenge.

### **Dodge Brand**

Five Dodge brand vehicles posted year-over-year sales increases in May, led by the Dodge Grand Caravan's 58

percent sales gain. Sales of the Dodge Journey full-size crossover were up 23 percent, while the Dodge Durango and Dodge Viper each turned in double-digit percentage increases as well during the month. The Dodge Challenger muscle car turned in a 2 percent increase in May. Dodge brand sales were up 8 percent in May, compared with the same month a year ago.

### **Chrysler Brand**

Sales of the all-new 2017 Chrysler Pacifica – the most awarded minivan of 2016 and 2017 – were up 325 percent in May, compared with the same month a year ago. May was the minivan's best sales month since it was launched last year. The Pacifica continues to accumulate awards and accolades in 2017, including Best Three-row Family Car honors at the Family Car Challenge hosted by the Greater Atlanta Automotive Media Association in May. In addition, the all-new Chrysler Pacifica Hybrid – now on sale in Chrysler dealerships – was honored with overall Best Family Car and Best Technology Family Car at the GAAMA competition.

### **FIAT Brand**

Fiat 124 Spider sales were up 21 percent compared with the previous month of April. May was the 124 Spider's best sales month since its launch in July 2016. The FIAT brand announced in May that it is offering new looks for its iconic, Italian-designed, fun-to-drive Fiat 500. Customers may give their Cinquecentos even more style by adding the new optional appearance packages: Sport Black Trim; Two-Tone; and Abarth Roof, Mirror Cap and Body Stripe. Additional options include an automatic transmission, sunroof and Cabrio.

### **Alfa Romeo Brand**

Alfa Romeo brand sales of 919 units were up significantly compared with the same month a year ago.

### **FCA US LLC Sales Summary May 2017**

	Month Sales		Vol %	CYTD Sales		Vol %
Model	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	5,363	9,492	-43%	17,435	41,608	-58%
Patriot	4,978	10,494	-53%	26,097	50,109	-48%
Wrangler	19,931	19,558	2%	80,083	80,320	0%
Cherokee	14,635	19,206	-24%	69,473	84,610	-18%
Grand Cherokee	20,726	18,205	14%	96,203	83,631	15%
Renegade	9,883	11,616	-15%	43,847	43,200	1%
<b>JEEP BRAND</b>	<b>75,516</b>	<b>88,571</b>	<b>-15%</b>	<b>333,138</b>	<b>383,478</b>	<b>-13%</b>
200	2,300	6,020	-62%	11,777	28,138	-58%
300	3,907	4,838	-19%	22,918	27,296	-16%
Town & Country	42	4,681	-99%	460	47,938	-99%
Pacifica	11,720	2,760	325%	47,199	3,242	New
<b>CHRYSLER BRAND</b>	<b>17,969</b>	<b>18,299</b>	<b>-2%</b>	<b>82,354</b>	<b>106,614</b>	<b>-23%</b>
Dart	1,195	4,790	-75%	7,139	25,387	-72%
Avenger	0	6	-100%	0	37	-100%
Charger	7,518	8,384	-10%	36,774	41,957	-12%
Challenger	6,989	6,833	2%	29,305	29,264	0%
Viper	85	47	81%	319	245	30%
Journey	8,003	6,487	23%	50,804	35,261	44%
Caravan	13,786	8,733	58%	63,657	59,029	8%
Durango	7,346	6,173	19%	30,432	31,677	-4%
<b>DODGE BRAND</b>	<b>44,922</b>	<b>41,453</b>	<b>8%</b>	<b>218,430</b>	<b>222,857</b>	<b>-2%</b>
Ram P/U	44,850	38,569	16%	207,370	192,131	8%
Cargo Van	0	1	-100%	0	20	-100%
ProMaster Van	4,233	2,831	50%	16,981	13,952	22%
ProMaster City	1,961	1,782	10%	6,599	8,166	-19%
<b>RAM BRAND</b>	<b>51,044</b>	<b>43,183</b>	<b>18%</b>	<b>230,950</b>	<b>214,269</b>	<b>8%</b>
500	1,240	1,573	-21%	6,461	6,672	-3%

500L	163	335	-51%	562	2,063	-73%
500X	703	1,262	-44%	3,427	5,648	-39%
Spider	564	0	New	1,990	0	New
<b>FIAT BRAND</b>	<b>2,670</b>	<b>3,170</b>	<b>-16%</b>	<b>12,440</b>	<b>14,383</b>	<b>-14%</b>
Giulia	883	0	New	2,482	0	New
Alfa 4C	36	44	-18%	220	261	-16%
<b>ALFA ROMEO</b>	<b>919</b>	<b>44</b>	<b>1989%</b>	<b>2,702</b>	<b>261</b>	<b>935%</b>
<b>FCA US LLC</b>	<b>193,040</b>	<b>194,720</b>	<b>-1%</b>	<b>880,014</b>	<b>941,862</b>	<b>-7%</b>

**Method of Determining FCA US LLC'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).

#### 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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