

## **FCA US Reports 2018 January Sales**

- FCA January retail sales rise 2 percent to second highest level in 17 years
- Fleet sales reduced 50 percent year-over-year
- Total sales decline 13 percent year-over-year

February 1, 2018, Auburn Hills, Mich. - FCA US LLC today reported sales of 132,803 vehicles, a 13 percent decrease compared with sales in January 2017 of 152,218.

Retail sales rose 2 percent to 111,577, making it the second highest level since 2001. FCA maintained its strategy of reducing fleet sales, which decreased by 50 percent compared with January 2017. Fleet accounted for 16 percent of total January sales.

### **Jeep® Brand**

Jeep brand total sales increased 2 percent in January to 59,703. Retail sales increased 11 percent to 57,017, setting a record for January. The Jeep Compass generated total sales of 10,192 – also a record for January. Jeep Cherokee total sales for January rose 16 percent to 14,621. Dealerships began receiving deliveries of the all-new [2018 Jeep Wrangler](#) in January, which is being produced in Toledo, Ohio.

### **Chrysler Brand**

Chrysler brand total sales declined 21 percent in January to 10,584 compared with the same month a year ago. The Chrysler Pacifica minivan posted a 20 percent sales increase to 8,011 marking its best January ever. The 2018 Pacifica was also named “[Family Car of the Year](#)” by Cars.com in January.

### **Dodge Brand**

Dodge brand total sales declined 31 percent to 27,600. The Dodge Durango full-size SUV continued generating strong results by posting a 9 percent increase in sales compared with the same month a year earlier. The Dodge Challenger received an [Automotive Loyalty Award](#) from IHS Markit in January. It had the highest model loyalty in the non-luxury mid-size sport segment.

### **Ram Truck Brand**

Ram Truck brand sales were down 16 percent to 32,039 compared with the previous year. Ram unveiled the new [2019 1500 pickup truck](#) at the North American International Auto Show in Detroit in January. The truck is slated to start production by the end of the first quarter in Sterling Heights, Michigan.

### **FIAT Brand**

Sales of Fiat brand declined 43 percent to 1,229 vehicles.

### **Alfa Romeo Brand**

Alfa Romeo brand sales of 1,648 vehicles were up significantly compared with the same month a year ago. Giulia led the brand with 948 sales, followed by Stelvio at 688.

**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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