

## FCA Canada Reports Third-quarter 2019 Sales

- Total sales up 19 per cent
- Ram brand sales up 43 per cent
- Jeep® brand sales up 19 per cent
- Q3 sales records set for Ram brand, Ram pickup trucks and Jeep Grand Cherokee

October 1, 2019, Windsor, Ontario - FCA Canada today reported third-quarter 2019 sales of 60,928, an increase of 19 per cent from third-quarter 2018 sales.

"Double-digit increases from both the Jeep® and Ram brands demonstrate that we are delivering trucks and SUVs throughout the country that hit the sweet spot of the Canadian market," said FCA Canada President and CEO Reid Bigland.

### Sales Highlights

Ram Q3 2019 sales were up 43 per cent with 29,618 trucks sold, compared with sales of 20,760 from Q3 of 2018. Within the brand, Ram pickup trucks saw the largest increase with 28,609 sales, an increase of 47 per cent over the same quarter of the prior year. Q3 represented a sales record for both the Ram brand and Ram pickup truck.

For the year, Ram brand, as well as Ram light- and heavy-duty pickup trucks, are each up 11 per cent compared with the same time last year, with 79,519 and 75,324 sales, respectively.

Jeep brand sales were up 19 per cent this quarter compared with the year prior, with 20,506 vehicles sold. Jeep Grand Cherokee sales of 5,705 were up 118 per cent for the quarter and marked a Q3 sales record. Jeep Wrangler sales of 6,904 were boosted 41 per cent compared with the same quarter in 2018.

Calendar year-to-date, Jeep Grand Cherokee has maintained a record pace in 2019 with 15,367 sales, up 51 per cent compared with this time, one year ago.

### Sales Chart:

### Canada Sales Summary JULY-SEPTEMBER 2019

| Model                 | Q3 Sales      |               | Vol %       | CYTD Sales    |               | Vol %       |
|-----------------------|---------------|---------------|-------------|---------------|---------------|-------------|
|                       | Curr Yr       | Pr Yr         | Change      | Curr Yr       | Pr Yr         | Change      |
| Compass               | 1,930         | 2,080         | -7%         | 6,434         | 7,950         | -19%        |
| Patriot               | 0             | 2             | -100%       | 0             | 2             | -100%       |
| Wrangler              | 6,904         | 4,913         | 41%         | 20,454        | 21,309        | -4%         |
| Gladiator             | 727           | 0             | New         | 1,180         | 0             | New         |
| Cherokee              | 5,021         | 7,397         | -32%        | 12,312        | 18,631        | -34%        |
| Grand Cherokee        | 5,705         | 2,619         | 118%        | 15,367        | 10,162        | 51%         |
| Renegade              | 219           | 150           | 46%         | 557           | 1,000         | -44%        |
| <b>JEEP BRAND</b>     | <b>20,506</b> | <b>17,161</b> | <b>19%</b>  | <b>56,304</b> | <b>59,054</b> | <b>-5%</b>  |
| 300                   | 77            | 368           | -79%        | 1,826         | 3,250         | -44%        |
| 200                   | 0             | 0             | NA          | 1             | 0             | NA          |
| Pacifica              | 906           | 987           | -8%         | 3,122         | 5,327         | -41%        |
| <b>CHRYSLER BRAND</b> | <b>983</b>    | <b>1,355</b>  | <b>-27%</b> | <b>4,949</b>  | <b>8,577</b>  | <b>-42%</b> |

|                         |               |               |             |                |                |             |
|-------------------------|---------------|---------------|-------------|----------------|----------------|-------------|
| Dart                    | 0             | 2             | -100%       | 1              | 4              | -75%        |
| Charger                 | 306           | 916           | -67%        | 3,261          | 4,358          | -25%        |
| Challenger              | 496           | 402           | 23%         | 1,859          | 1,966          | -5%         |
| Viper                   | 0             | 3             | -100%       | 1              | 6              | -83%        |
| Journey                 | 326           | 1,569         | -79%        | 1,983          | 5,013          | -60%        |
| Caravan                 | 6,273         | 6,831         | -8%         | 22,216         | 27,464         | -19%        |
| Durango                 | 2,105         | 1,634         | 29%         | 7,682          | 5,868          | 31%         |
| <b>DODGE BRAND</b>      | <b>9,506</b>  | <b>11,357</b> | <b>-16%</b> | <b>37,003</b>  | <b>44,679</b>  | <b>-17%</b> |
| Ram P/U                 | 28,609        | 19,462        | 47%         | 75,324         | 68,121         | 11%         |
| ProMaster Van           | 845           | 1,192         | -29%        | 3,514          | 3,360          | 5%          |
| ProMaster City          | 164           | 106           | 55%         | 681            | 401            | 70%         |
| <b>RAM BRAND</b>        | <b>29,618</b> | <b>20,760</b> | <b>43%</b>  | <b>79,519</b>  | <b>71,882</b>  | <b>11%</b>  |
| Giulia                  | 57            | 115           | -50%        | 198            | 433            | -54%        |
| Alfa 4C                 | 6             | 11            | -45%        | 36             | 43             | -16%        |
| Alfa Stelvio            | 140           | 182           | -23%        | 344            | 716            | -52%        |
| <b>ALFA BRAND</b>       | <b>203</b>    | <b>308</b>    | <b>-34%</b> | <b>578</b>     | <b>1,192</b>   | <b>-52%</b> |
| 500                     | 28            | 70            | -60%        | 97             | 232            | -58%        |
| 500L                    | 2             | 4             | -50%        | 12             | 12             | 0%          |
| 500X                    | 14            | 28            | -50%        | 37             | 69             | -46%        |
| Spider                  | 68            | 78            | -13%        | 175            | 235            | -26%        |
| <b>FIAT BRAND</b>       | <b>112</b>    | <b>180</b>    | <b>-38%</b> | <b>321</b>     | <b>548</b>     | <b>-41%</b> |
| <b>TOTAL FCA CANADA</b> | <b>60,928</b> | <b>51,121</b> | <b>19%</b>  | <b>178,674</b> | <b>185,932</b> | <b>-4%</b>  |

#### About FCA Canada

Founded as the Chrysler Corporation in 1925, FCA Canada Inc. is based in Windsor, Ontario, and celebrates its 95th anniversary in 2020. FCA Canada is a wholly owned subsidiary of FCA US LLC, a North American automaker based in Auburn Hills, Michigan and member of the Fiat Chrysler Automobiles N.V. (FCA) family of companies. FCA Canada has approximately 440 dealers and sells 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. In addition to its assembly facilities, which produce the Chrysler Pacifica, Chrysler Pacifica Hybrid and Dodge Grand Caravan (Windsor), Chrysler 300, Dodge Charger and Dodge Challenger (Brampton), FCA Canada operates an aluminum casting plant in Etobicoke, a research and development centre in Windsor, and has sales offices and parts distribution centers throughout the country.

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