

## **FCA US Reports June 2017 Sales**

- Ram pickup truck sales up 5 percent; best June sales ever
- Jeep® Grand Cherokee posts best June sales since 2005
- Chrysler Pacifica minivan sales up 59 percent; best sales month since launch last year

July 3, 2017, Auburn Hills, Mich. - FCA US LLC today reported sales of 187,348 units, a 7 percent decrease compared with sales in June 2016 (202,421 units).

In June, retail sales of 139,947 units were down 5 percent compared with the same month in 2016, and represented 75 percent of total sales. In line with FCA's strategy to reduce sales to the daily rental segment, fleet sales of 47,401 units were down as expected 15 percent year over year. The largest planned volume reduction in June fleet sales came from the Jeep brand which reduced its fleet sales number by 49 percent year over year. Fleet sales represented 25 percent of total June sales.

The Ram pickup truck, Ram ProMaster and Ram ProMaster City each posted their best June sales ever. Sales of the Jeep® Grand Cherokee were up 21 percent for its best June sales since 2005. The Jeep Renegade recorded its best June sales ever. Sales of the all-new Chrysler Pacifica were up 59 percent, the minivan's best sales month since launch last year.

### **Ram Truck Brand**

Sales of the Ram pickup truck were up 5 percent year over year for its best June sales ever. The Ram ProMaster full-size van and Ram ProMaster City van also posted their best June sales ever. The Ram Truck brand ended the month with its best June sales since 2004. Ram Truck is the industry's most improved truck brand with more than a 24 percent improvement in the brand's initial quality score from last year's J.D. Power U.S. Initial Quality Study<sup>SM</sup> (IQS). The annual IQS results for 2017 were announced in June.

The Ram Truck brand in June introduced the new 2018 Ram Limited Tungsten Edition, the most luxurious Ram pickup truck ever. The enhanced interior and exterior trim aligns with Ram's leadership in design and luxury. The Limited Tungsten Edition MSRP starts at \$55,120 (not including \$1,395 destination).

### **Jeep® Brand**

Sales of the Jeep Grand Cherokee – the most awarded SUV ever – were up 21 percent in June for its best June sales since 2005. In addition, the Jeep Renegade recorded its best June sales ever. The Jeep Compass posted its best sales month so far this year.

### **Dodge Brand**

Three Dodge brand vehicles posted year-over-year sales increases in June, led by the Dodge Challenger muscle car with its 24 percent year-over-year sales gain. Dodge Grand Caravan sales were up 9 percent for its best June sales since 2006. Dodge Viper sales increased 46 percent, compared with the same month a year ago. The Challenger and Grand Caravan ranked second in initial quality in their respective segments in the J.D. Power IQS.

### **Chrysler Brand**

Sales of the all-new Chrysler Pacifica and Chrysler 300 full-size sedan were up year-over-year in June. Sales of the Pacifica – the most awarded minivan of 2016 and 2017 – were up 59 percent in June, compared with the same month a year ago. June was the minivan's best sales month since it was launched last year. The Pacifica continues to accumulate awards and accolades in 2017, including highest-ranking minivan in its maiden year in the J.D. Power IQS. Chrysler 300 sales were up 47 percent in June, compared with the same month a year ago. It was the full-size

sedan's best June sales since 2012. June was the Chrysler brand's best sales month so far this year.

### **FIAT Brand**

The all-new 2017 Fiat 124 Spider Abarth took the top award in the "Small Convertible" category at last month's Topless in Miami Presented by Haartz competitive car event hosted by the Southern Automotive Media Association (SAMA). More than 40 journalists attended the event and drove more than 25 vehicles from various manufacturers. Journalists voted for their favorite vehicles after driving scenic routes in Key Biscayne, Fla.

### **Alfa Romeo Brand**

Alfa Romeo brand sales of 1,017 units were up significantly compared with the same month a year ago.

**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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