

## **FCA US Reports June 2018 Sales**

- FCA reports best June retail sales in 14 years
- Jeep® brand reports its best month of June sales ever, up 19 percent
- Ram Truck brand posts best June sales ever, up 6 percent
- Jeep Cherokee reports best month of sales ever, up 89 percent

July 3, 2018, Auburn Hills, Mich. - FCA US LLC today reported June 2018 sales of 202,264 vehicles, an 8 percent increase compared with sales in June 2017 of 187,348 vehicles.

Overall sales were bolstered by both the Jeep® and Ram Truck brands, which reported significant increases for the month. FCA retail sales came in at 155,208, marking the best June sales since 2004 when sales reached 155,663 vehicles. Fleet accounted for 23 percent of total sales, a 1 percent decline from the previous year.

### **Jeep Brand**

Jeep brand notched its best month of June sales ever with 86,989 vehicles sold compared with 73,153 in June 2017. Driving the results were the Cherokee, Compass and Wrangler nameplates. Cherokee and Compass sales nearly doubled, with Cherokee reporting 22,433 vehicle sales compared with 11,895 in June 2017. Compass sales were 15,142 compared with 8,311 in June 2017. Wrangler sales increased to 23,110 vehicles compared with 18,839 in June 2017.

### **Ram Truck Brand**

Ram Truck brand scored a variety of records as sales increased 6 percent to 51,729 vehicles, making it the best June sales ever. Ram brand retail sales also had their best June ever, rising 4 percent to 36,750. Driving the increase was Light-Duty pickup truck retail sales, which rose 11 percent to 24,036 vehicles. Total sales of the Ram ProMaster van nearly doubled to 6,996 vehicles.

### **Chrysler Brand**

Chrysler brand total sales declined 32 percent in June to 13,484 vehicles compared with June of the previous year.

### **Dodge Brand**

Dodge brand total sales rose 9 percent to 46,387 as Charger sales rose 4 percent to 6,640 vehicles compared with 6,379 vehicles in June 2017.

### **FIAT Brand**

Sales of Fiat declined 36 percent to 1,426 vehicles.

### **Alfa Romeo Brand**

Alfa Romeo brand sales of 2,249 vehicles were up significantly compared with the same month a year ago. Stelvio led the brand with 1,231 vehicle sales, followed by Giulia at 979 vehicles.

**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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