Full Year 2017 Results
January 25, 2018
Safe Harbor Statement

This document, and in particular the section entitled “2018 guidance confirms Business Plan key targets”, contains forward-looking statements. These statements may include terms such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Group’s current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: the Group’s ability to maintain vehicle shipment volumes; changes in the global financial markets, general economic environment and changes in demand for automotive products, which is subject to cyclical changes; changes in local economic and political conditions, including with regard to trade policy, the enactment of tax reforms or other changes in tax laws and regulations; the Group’s ability to expand certain of the Group’s brands globally; the Group’s ability to offer innovative, attractive products; various types of claims, lawsuits, governmental investigations and other contingent obligations against the Group, including product liability and warranty claims and environmental claims, governmental investigations and lawsuits; material operating expenditures in relation to compliance with environmental, health and safety regulations; the high level of competition in the automotive industry, which may increase due to consolidation; exposure to shortfalls in the Group’s defined benefit pension plans; the Group’s ability to provide or arrange for access to adequate financing for the Group’s dealers and retail customers and associated risks related to financial services companies; the Group’s ability to access funding to execute the Group’s business plan and improve the Group’s business, financial condition and results of operations; a significant malfunction, disruption or security breach compromising the Group’s information technology systems or the electronic control systems contained in the Group’s vehicles; the Group’s ability to realize anticipated benefits from joint venture arrangements; disruptions arising from political, social and economic instability; risks associated with our relationships with employees, dealers and suppliers; increases in costs, disruptions of supply or shortages of raw materials; developments in labor and industrial relations and developments in applicable labor laws; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters and other risks and uncertainties.

Any forward-looking statements contained in this document speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company’s financial results, is included in the Company’s reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.
Highlights

Achieved or exceeded all key targets for 2017 and in first four years of Business Plan

Record results with Adjusted EBIT at €7.1B and margin up 90 bps to 6.4%

Continued profitability in all segments with y-o-y Adjusted EBIT and margin growth

Cash flows from industrial operating activities of €1.6B contributed to €2.2B reduction in Net industrial debt

Introduction of Alfa Romeo Giulia and Stelvio in major global premium markets – brand announced return to Formula 1 for 2018 season

All-new Jeep Wrangler production started in Q4 ’17; Next-gen Ram 1500 and new Jeep Cherokee on schedule for Q1 ’18

Moody’s and S&P improved outlook on FCA’s ratings to positive from stable; Fitch upgraded FCA and maintained outlook at positive

2018 guidance confirms Business Plan key targets

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net revenues</td>
<td>€125</td>
</tr>
<tr>
<td>Adjusted net profit*</td>
<td>€5.0</td>
</tr>
<tr>
<td>Adjusted EBIT*</td>
<td>≥ €8.7</td>
</tr>
<tr>
<td>Net industrial cash*</td>
<td>€4.0</td>
</tr>
</tbody>
</table>

* Refer to Appendix for definitions of supplemental financial measures and reconciliations to applicable IFRS metrics. Guidance is not provided on the most directly comparable IFRS financial statement line item for Adjusted EBIT and Adjusted net profit as the income or expense excluded from these non-GAAP financial measures in accordance with our policy are, by definition, not predictable and uncertain.
Products

**Jeep**

Next generation of brand icon

All-new Jeep Wrangler production started Dec ‘17
Unmatched off-road capability with a modern design staying true to its heritage
Advanced fuel-efficient powertrains, including all-new 2.0L turbo with eTorque mild hybrid and new 8-speed automatic transmission; V6 EcoDiesel available in 2019
More than 75 available advanced safety and security features

**Ram**

All-new state-of-the-art light duty truck

All-new Ram 1500 revealed at 2018 North American International Auto Show in Detroit, with NAFTA commercial launch in Q1 ‘18
Most technologically advanced pickup in the market, featuring an all-new innovative design
Improved payload and towing while reducing overall weight through the use of high-strength steels
Improved fuel economy with new eTorque mild hybrid powertrain

**Jeep**

New premium styling with all-new advanced 4-cyl turbo

New Jeep Cherokee revealed at 2018 North American International Auto Show, global launch commencing Q1 ‘18
Features more premium design and new powertrain options enhancing performance and fuel efficiency
More than 80 available advanced safety and security features

**Fiat**

All-new compact sedan for LATAM market

All-new Fiat Cronos to be launched in Q1 ‘18; replacement for Fiat Linea
Sedan currently exclusive to the LATAM market and will compete in second largest passenger car segment
Completes renewal of Fiat passenger car line-up
Built at Cordoba, Argentina plant
FY '17 summary

- Combined shipments in line with prior year
- JV shipments up 33%

- Net revenues in line with prior year
- Up 1% at constant exchange rates (CER)

- Record performance, up 16%, with all segments profitable
- Record margin, up 90 bps
- Y-o-y Adjusted EBIT and margin improvement in all segments

- Continued strong operating performance
- Financial charges down 27% to €1.5B primarily as a result of y-o-y debt reduction
- Net profit nearly doubled to €3.5B, including net charges of €0.1B related to U.S. tax reform

- €2.2B improvement from Dec 31 '16
- €1.6B cash flows from industrial operating activities, net of capex of €8.7B

- Liquidity remained strong
- Gross debt reduced by €6.1B in the year
- In Mar ‘17, RCF increased by €1.25B with maturity extended

* Refer to Appendix for definitions of supplemental financial measures and reconciliations to applicable IFRS metrics. Figures may not add due to rounding.
FY ‘17 Adjusted EBIT walk

\[ \frac{\text{EM}}{\%} = \text{Adjusted EBIT margin} \]

By segment

- FY ‘16: 6,056 €M, 5.5% margin
- NAFTA: 94 €M
- LATAM: 146 €M
- APAC: 67 €M
- EMEA: 195 €M
- Maserati: 221 €M
- Components: 91 €M
- Others & Eliminations: 184 €M
- FY ‘17: 7,054 €M, 6.4% margin

By operational driver

- FY ‘16: 6,056 €M, 5.5% margin
- Volume & Mix: 1,158 €M
- Net price: (77) €M
- Industrial costs: (131) €M
- SG&A: 177 €M
- Other: (129) €M
- FY ‘17: 7,054 €M, 6.4% margin

Refer to Appendix for definitions of supplemental financial measures and reconciliations to applicable IFRS metrics. Figures may not add due to rounding.
FY ‘17 Net industrial debt walk

€M

Change in Net industrial debt +2,195

Cash flows from industrial operating activities, net of capex +1,576

<table>
<thead>
<tr>
<th>Dec 31 ‘16</th>
<th>Adjusted industrial EBITDA</th>
<th>Financial charges &amp; Taxes*</th>
<th>Change in provisions &amp; other</th>
<th>Working capital</th>
<th>Capex</th>
<th>FX &amp; Other</th>
<th>Dec 31 ‘17</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>12,681</td>
<td>(1,679)</td>
<td>124</td>
<td>(887)</td>
<td></td>
<td>619</td>
<td>(2,390)</td>
</tr>
</tbody>
</table>

Δ vs. FY ‘16 | 882 | 716 | (423) | (1,500) | 149 | 1,907 |

FY ‘17 cash flows from industrial operating activities, net of capex, 176 lower than FY ‘16

* Net of IAS 19

Refer to Appendix for definitions of supplemental financial measures and reconciliations to applicable IFRS metrics. Figures may not add due to rounding.
**U.S. sales down 8%; Canada down 4%; Mexico down 2%**

- **Sales (k units)**
  - FY '17: 2,412
  - FY '16: 2,611

- **Market share**
  - FY '17: 11.4%
  - FY '16: 12.2%

- **U.S. dealer inventories (days of supply)**
  - Dec '17: 86
  - Dec '16: 82

- **Shipments (k units)**
  - FY '17: 2,401
  - FY '16: 2,587

- **Net revenues (€B)**
  - FY '17: 66.1
  - FY '16: 69.1

- **Adjusted EBIT margin**
  - FY '17: 7.9%
  - FY '16: 7.4%

**Increase driven by reduced fleet sales**

**Decrease mainly due to planned lower fleet volumes, primarily for Jeep, as well as discontinued vehicles**

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**Decrease mainly due to planned lower fleet volumes, primarily for Jeep, as well as discontinued vehicles**

- **Ram sales up 3%; Jeep down 11% mainly due to planned fleet volume reductions; Chrysler and Dodge down 19% and 11%, respectively, due to discontinued products**

- **U.S. share at 11.7%, down 90 bps, retail share flat at 9.5%, U.S. fleet mix reduced to 19% vs. 24%**

- **Ram sales up 3%; Jeep down 11% mainly due to planned fleet volume reductions; Chrysler and Dodge down 19% and 11%, respectively, due to discontinued products**

- **Increase driven by reduced fleet sales**

- **Decrease mainly due to planned lower fleet volumes, primarily for Jeep, as well as discontinued vehicles**

- **Increased shipments for Ram and Alfa Romeo brands, Jeep Grand Cherokee and all-new Jeep Compass**

- **Lower shipments**

- **Favorable vehicle and channel mix**

- **Sales by dealers to customers are reported through a new vehicle delivery system**

- **Calculated using dealer inventories, as well as total sales including fleet.**

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**Adjusted EBIT walk**

<table>
<thead>
<tr>
<th>FY '16</th>
<th>Volume &amp; Mix</th>
<th>Net price</th>
<th>Industrial costs</th>
<th>SG&amp;A</th>
<th>Other</th>
<th>FY '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,133</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5,227</td>
</tr>
<tr>
<td>7.4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>7.9%</td>
</tr>
</tbody>
</table>

- **Positive vehicle and channel mix**
- **Positive pricing, offset by higher incentives**
- **Negative FX impact mainly for CAD**
- **Higher product costs for content enhancements**
- **Increased costs for capacity realignment plan**
- **Lower warranty costs and purchasing efficiencies**
- **Lower advertising**

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(1) Represents sales to retail and fleet customers and limited deliveries to Group-related persons. Sales by dealers to customers are reported through a new vehicle delivery system.

(2) Calculated using dealer inventories, as well as total sales including fleet.
Brazil industry up 9% y-o-y to 2.2M units
Brazil sales at 380k units, up 4%
Argentina sales at 105k units, up 34%
Jeep leader in Brazil SUV segments with combined share of 21.8%, up 180 bps y-o-y
All-new Jeep Compass was top selling SUV in Brazil for the year
Sales of all-new Fiat Argo in Brazil at 28k units, down slightly from end of Q3 ’17 levels
14% increase driven by Fiat Mobi and all-new Fiat Argo and Jeep Compass, partially offset by discontinued Fiat Palio family
Up 24% at CER
Strong volume growth
Improved vehicle mix
Higher net pricing

Adjusted EBIT walk

- Higher volumes
- Positive vehicle mix
- Higher pricing, partially offset by increased incentives
- Input cost inflation
- Higher D&A for new vehicles
- Lower Brazil indirect taxes

(1) Calculated using dealer and Group inventories, as well as total sales.
Continued growth in JV sales from locally produced Jeep vehicles in China
- China share up 10 bps to 0.9%
- Launch of all-new locally produced Jeep Compass in India contributing to growth

Higher inventories driven by launch of all-new Jeep Compass and Alfa Romeo Giulia and Stelvio

Continued ramp-up of localized Jeep production in China
- Planned lower Jeep import volumes, partially offset by launch of Alfa Romeo Giulia and Stelvio, as well as Jeep Compass in India
- Down 9% at CER
- Lower consolidated shipments
- Margin at 2.4% excluding Tianjin (China) insurance recoveries

\[\text{Adjusted EBIT walk} \]

Positive vehicle mix
- Reduced incentives
- Increased costs for Alfa Romeo
- Negative FX transaction impact
- Alfa Romeo commercial launch activities
- Tianjin insurance recoveries
- Improved China JV results

FY '16
- Volume & Mix: 105
- Net price: 37
- Industrial costs: 25
- SG&A: (94)
- Other: (18)

FY '17
- Adjusted EBIT: 117
- Margin: 5.3%
- Adjusted EBIT margin: 2.9%

(1) Reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea and India). Market share is based on retail registrations, except in India where market share is based on wholesale volumes, as well as management’s estimates of industry sales data, which use certain data provided by third party sources.
(2) Calculated using dealer and Group inventories, as well as total combined sales.
(3) Excludes €68M of €161M insurance recoveries recognized relating to the final settlement of claims for the Q3 ’15 Tianjin (China) port explosions, consistent with the classification of the losses to which the insurance recovery relates.
**EMEA**

- **Sales (k units)**
  - EU 28 + EFTA (EU) passenger car (PC) industry up 3%, with major markets up, except U.K. (-6%); share up 10 bps
  - EU LCV industry up 6%, with major markets up, except U.K. (-2%); share down 20 bps due to lower share in Italy
  - PC sales up 5%, primarily due to all-new Alfa Romeo Stelvio and Jeep Compass, as well as Fiat Tipo family
  - LCV sales up 5%, primarily due to Fiat Ducato

- **Inventories**
  - Days of supply in line with prior year

- **Shipments (k units)**
  - Increase from launch of all-new Alfa Romeo Stelvio and Jeep Compass, as well as Fiat Tipo family

- **Net revenues (€B)**
  - Up 4% at CER
  - Higher volumes
  - Favorable vehicle mix
  - Negative net pricing

**Adjusted EBIT walk**

- Higher volumes
- Positive vehicle mix
- Unfavorable GBP FX
- Higher incentives in major markets
- Purchasing and manufacturing efficiencies
- Higher D&A related to new vehicles
- Continued cost containment
- Improved results from financial services JV

<table>
<thead>
<tr>
<th>FY 16</th>
<th>FY 17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume &amp; Mix</td>
<td>Adjusted EBIT margin</td>
</tr>
<tr>
<td>Net price</td>
<td>226</td>
</tr>
<tr>
<td>Industrial costs</td>
<td>(242)</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>149</td>
</tr>
<tr>
<td>Other</td>
<td>28</td>
</tr>
<tr>
<td>FY 17</td>
<td>34</td>
</tr>
<tr>
<td></td>
<td>735</td>
</tr>
</tbody>
</table>

(1) Calculated using dealer and Group inventories, as well as total sales.
**Maserati**

### Sales (k units)
- **FY ’17:** 48.7
- **FY ’16:** 40.0

### Shipments (k units)
- **FY ’17:** 51.5
- **FY ’16:** 42.1

### Net revenues (€M)
- **FY ’17:** 4,058
- **FY ’16:** 3,479

### Adjusted EBIT (€M)
- **FY ’17:** 560
- **FY ’16:** 339

### Adjusted EBIT margin
- **FY ’17:** 13.8%
- **FY ’16:** 9.7%

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**Commercial performance**

- Higher shipments in all markets driven by 131% increase in global Levante sales, partially offset by lower Ghibli and Quattroporte volumes

**Financial performance**

- Net revenues increase primarily due to higher volumes, partially offset by negative FX impact
- Increase in Adjusted EBIT primarily due to higher volumes and industrial cost efficiencies, partially offset unfavorable FX
Components

Operational highlights

- Net revenues increase primarily reflects higher volumes across all three businesses
- Improved Adjusted EBIT mainly due to higher volumes and industrial efficiencies resulting from World Class Manufacturing initiatives at Magneti Marelli, partially offset by unfavorable mix and net pricing
- Strong Adjusted EBIT and margin growth for Magneti Marelli, led by increases in lighting and chassis business lines
Industry outlook

M units

NAFTA
(total vehicle sales including medium/heavy trucks)

LATAM
(passenger cars & LCVs)

APAC (1)
(passenger cars only)

EMEA
(passenger cars & LCVs)

FY '18 U.S. industry forecasted at 17.3M units, down slightly from 17.6M in FY '17

Industry in Canada forecasted at 2.0M units in FY '18, down 0.1M from FY '17

Continued growth expected in Brazil industry, with FY '18 forecasted at 2.4M units, up 0.2M y-o-y

FY '18 China industry expected to remain stable at 23.3M units, compared to 23.2M in FY '17

FY '18 industry expected to grow modestly in Italy and France, while slightly declining in UK and Spain, with Germany expected to be flat

FY '18E FY '17
20.7 21.2
4.4 4.1
34.0 33.5
24.0 23.5

FY '18E FY '17
20.7 21.2
4.4 4.1
34.0 33.5
24.0 23.5

[1] APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea and India)
## Impact from U.S. tax reform

<table>
<thead>
<tr>
<th>2017</th>
<th>2018</th>
<th>Other Considerations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income reduced by €88M due to higher tax expense, primarily related to deemed repatriation tax for transition from U.S. worldwide to territorial tax system</td>
<td>Group effective tax rate, based on guidance, expected to be 10 ppts lower at ~25% as compared to prior regime, resulting in tax savings of ~€800M</td>
<td>Expect to maintain full deductibility of interest expense</td>
</tr>
<tr>
<td>Immaterial benefit from revaluing U.S. net deferred tax liabilities from 35% to new 21% U.S. tax rate</td>
<td></td>
<td>Do not expect to be subject to Base Erosion Minimum Tax</td>
</tr>
</tbody>
</table>

Note: These represent forward looking estimates of the impact of the U.S. tax reform act. These estimates may change, potentially materially, as a result of regulations or regulatory guidance that may be issued, changes in interpretations affecting assumptions underlying the estimate, refinement of our calculations, and actions that may be taken, including actions in response to the U.S. tax reform act.
2018 guidance confirms Business Plan key targets

<table>
<thead>
<tr>
<th>€B</th>
<th>Net revenues</th>
<th>~ €125</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Adjusted EBIT*</td>
<td>≥ €8.7</td>
</tr>
<tr>
<td></td>
<td>Adjusted net profit*</td>
<td>~ €5.0</td>
</tr>
<tr>
<td></td>
<td>Net industrial cash*</td>
<td>~ €4.0</td>
</tr>
</tbody>
</table>

- Top line growth driven by new product launches
- Execution of production ramp-ups for all-new Jeep Wrangler and Ram 1500, as well as new Jeep Cherokee in Q1 ’18 are key, with full impact on financial performance expected in Q2 ’18
- Targeting Net industrial cash position by end of H1 ’18
- 2018 estimated taxes reduced by ~€800M for impact of U.S. tax reform with expected effective tax rate reduced from ~35% to ~25%
- FX headwind due to Euro/USD strengthening

* Refer to Appendix for definitions of supplemental financial measures and reconciliations to applicable IFRS metrics. Guidance is not provided on the most directly comparable IFRS financial statement line item for Adjusted EBIT and Adjusted net profit as the income or expense excluded from these non-GAAP financial measures in accordance with our policy are, by definition, not predictable and uncertain.
FCA monitors its operations through the use of various supplemental financial measures that may not be comparable to other similarly titled measures of other companies. Accordingly, investors and analysts should exercise appropriate caution in comparing these supplemental financial measures to similarly titled financial measures reported by other companies. Group management believes these supplemental financial measures provide comparable measures of its financial performance which then facilitate management’s ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions.

FCA’s supplemental financial measures are defined as follows:

- **Earnings before interest, taxes, depreciation and amortization (“EBITDA”)** is computed starting with Net profit and adding back Net financial expenses, Tax expense/(benefit) and depreciation and amortization expense.

- **Adjusted earnings before interest and taxes (“Adjusted EBIT”)** excludes certain adjustments from Net profit including: gains/(losses) on the disposal of investments, restructuring, impairments, asset write-offs and unusual income/(expenses) that are considered rare or discrete events that are infrequent in nature, and also excludes Net financial expenses and Tax expense/(benefit).

- **Adjusted net profit** is calculated as Net profit excluding post-tax impacts of the same items excluded from Adjusted EBIT, as well as financial income/(expenses) and tax income/(expenses) considered rare or discrete events that are infrequent in nature.

- **Adjusted diluted EPS** is calculated by adjusting Diluted EPS for the post-tax impact of the same items excluded from Adjusted EBIT, as well as financial income/(expenses) and tax income/(expenses) considered rare or discrete events that are infrequent in nature.

- **Net industrial cash/(debt)** is computed as: Debt plus derivative financial liabilities related to industrial activities less (i) cash and cash equivalents, (ii) current available-for-sale and held-for-trading securities, (iii) current financial receivables from Group or jointly controlled financial services entities and (iv) derivative financial assets and collateral deposits; therefore, debt, cash and cash equivalents and other financial assets/liabilities pertaining to financial services entities are excluded from the computation of Net industrial cash/(debt).

Net industrial cash/(debt) should not be considered as a substitute for cash flows or other financial measures under IFRS; in addition, Net industrial cash/(debt) depends on the amount of cash and cash equivalents at each balance sheet date, which may be affected by the timing of monetization of receivables and the payment of accounts payable, as well as changes in other components of working capital, which can vary from period to period due to, among other things, cash management initiatives and other factors, some of which may be outside of the Group’s control. Net industrial cash/(debt) should therefore be evaluated alongside these other measures as reported under IFRS for a more complete view of the Company’s capital structure and liquidity.
Q4 '17 summary

Shipments (k units)
- Q4 '17: 1,247
- Combined JVs: 159
- Consolidated: 1,156
- Q4 '16: 1,233

Net revenues (€B)
- Q4 '17: 28.9
- Q4 '16: 29.7

Adjusted EBIT* (€M)
- Q4 '17: 1,894 (6.6% margin)
- Q4 '16: 1,549 (5.2% margin)

Adjusted net profit* (€M)
- Q4 '17: 1,097
- Q4 '16: 539

* Refer to definitions of supplemental financial measures and reconciliations to applicable IFRS metrics, included herein. Figures may not add due to rounding.
Q4 ’17 Adjusted EBIT walk

By segment

\[ \begin{array}{ccccccccc}
\text{Q4 ’16} & \text{NAFTA} & \text{LATAM} & \text{APAC} & \text{EMEA} & \text{Maserati} & \text{Components} & \text{Others & Eliminations} & \text{Q4 ’17} \\
1,549 & 98 & 42 & (32) & 33 & 4 & 25 & 175 & 1,894 \\
\end{array} \]

\[ \% = \text{Adjusted EBIT margin} \]

By operational driver

\[ \begin{array}{ccccccc}
\text{Q4 ’16} & \text{Volume & Mix} & \text{Net price} & \text{Industrial costs} & \text{SG&A} & \text{Other} & \text{Q4 ’17} \\
1,549 & 162 & 94 & 12 & 157 & (80) & 1,894 \\
\end{array} \]

Refer to definitions of supplemental financial measures and reconciliations to applicable IFRS metrics, included herein. Figures may not add due to rounding.
Q4 ‘17 Net industrial debt walk

€M

Change in Net industrial debt +2,015

Cash flows from industrial operating activities, net of capex +1,594

 Sep 30 ‘17 Adjusted industrial EBITDA Financial charges & Taxes* Change in provisions & other Working capital Capex FX & Other Dec 31 ‘17
3,193 (307) 327 564 421 (2,183) (2,390)

(4,405)

Δ vs. Q4 ‘16 212 245 (355) (1,411) 736 659

Q4 ‘17 cash flows from industrial operating activities, net of capex, 573 lower than Q4 ‘16

* Net of IAS 19

Refer to definitions of supplemental financial measures and reconciliations to applicable IFRS metrics, included herein. Figures may not add due to rounding.
Q4 ’17 results – NAFTA

Sales (1) (k units)

Market share

U.S. dealer inventories (2) (days of supply)

Shipments (k units)

Net revenues (€B)

Adjusted EBIT margin

- Sales (1) (k units): Q4 ’17 = 556, Q4 ’16 = 617
  - Market share: Q4 ’17 = 10.4%, Q4 ’16 = 11.3%
  - U.S. dealer inventories (2) (days of supply): Dec ’17 = 86, Dec ’16 = 82
  - Shipments (k units): Q4 ’17 = 624, Q4 ’16 = 645
  - Net revenues (€B): Q4 ’17 = 16.8, Q4 ’16 = 17.7
  - Adjusted EBIT margin: Q4 ’17 = 8.0%, Q4 ’16 = 7.1%

(1) Represents sales to retail and fleet customers and limited deliveries to Group-related persons. Sales by dealers to customers are reported through a new-vehicle delivery system.

(2) Calculated using dealer inventories, as well as total sales including fleet.

Adjusted EBIT walk

- 1,251
- 113
- 130
- 68
- 1,349

Q4 ’16

Volume & Mix

Net price

Industrial costs

SG&A

Other

Q4 ’17

B/(W) Q3 ’17

205

(50)

(25)

(16)

(51)

63

8.0%
Q4 '17 results – LATAM

Sales (k units)
- Q4 '17: 135
- Q4 '16: 129

Market share
- Q4 '17: 12.4%
- Q4 '16: 13.4%

Inventories (1) (days of supply)
- Dec '17: 33
- Dec '16: 27

Shipments (k units)
- Q4 '17: 148
- Q4 '16: 131

Net revenues (€B)
- Q4 '17: 2.2
- Q4 '16: 1.9

Adjusted EBIT margin
- Q4 '17: 2.4%
- Q4 '16: 0.5%

Adjusted EBIT walk

<table>
<thead>
<tr>
<th>Component</th>
<th>Q4 '16</th>
<th>Volume &amp; Mix</th>
<th>Net price</th>
<th>Industrial costs</th>
<th>SG&amp;A</th>
<th>Other</th>
<th>Q4 '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>B/(W) Q3 '17</td>
<td>48</td>
<td>6</td>
<td>(60)</td>
<td>(5)</td>
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<tr>
<td>€M</td>
<td>10</td>
<td>40</td>
<td>84</td>
<td>(66)</td>
<td>(14)</td>
<td>(2)</td>
<td>52</td>
</tr>
</tbody>
</table>

(1) Calculated using dealer and Group inventories, as well as total sales.
Q4 '17 results – APAC

- **Sales (k units)**
  - Combined: Q4 '17 78, Q4 '16 63
  - JV: Q4 '17 53, Q4 '16 42

- **Market share (1)**
  - Q4 '17: 0.8%, Q4 '16: 0.7%

- **Inventories (2)** (days of supply)
  - Dec '17: 86, Dec '16: 82

- **Shipments (k units)**
  - Combined: Q4 '17 78, Q4 '16 63
  - JV: Q4 '17 54, Q4 '16 42

- **Net revenues (€M)**
  - Q4 '17: 826, Q4 '16: 895

- **Adjusted EBIT margin**
  - Q4 '17: (0.2)%, Q4 '16: 3.4%

---

**Adjusted EBIT walk**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Volume &amp; Mix</th>
<th>Net price</th>
<th>Industrial costs</th>
<th>SG&amp;A</th>
<th>Other</th>
<th>Adjusted EBIT margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 '16</td>
<td>0.0%</td>
<td>3.4%</td>
<td>(60)</td>
<td>(7)</td>
<td>(99)</td>
<td>(0.2)%</td>
</tr>
<tr>
<td>Q3 '17</td>
<td>28</td>
<td>13</td>
<td>(46)</td>
<td></td>
<td>(99)</td>
<td>(111)</td>
</tr>
<tr>
<td>Q4 '17</td>
<td>20</td>
<td>22</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

(1) Reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea and India). Market share is based on retail registrations, except in India where market share is based on wholesale volumes, as well as management’s estimates of industry sales data, which use certain data provided by third party sources.

(2) Calculated using dealer and Group inventories, as well as total combined sales.
Q4 '17 results – EMEA

Sales (k units)
- Q4 '17: 330, Q4 '16: 347

EU 28 + EFTA market share
- PCs: Q4 '17: 5.9%, Q4 '16: 6.3%
- LCVs: Q4 '17: 10.4%, Q4 '16: 11.5%

Inventories (1) (days of supply)
- Q4 '17: 71, Dec '17: 70

Shipments (k units)
- Q4 '17: 345, Q4 '16: 340

Net revenues (€B)
- Q4 '17: 6.1, Q4 '16: 6.0

Adjusted EBIT margin
- Q4 '17: 3.8%, Q4 '16: 3.3%

Adjusted EBIT walk

<table>
<thead>
<tr>
<th>Component</th>
<th>Q4 '16</th>
<th>Volume &amp; Mix</th>
<th>Net price</th>
<th>Industrial costs</th>
<th>SG&amp;A</th>
<th>Other</th>
<th>Q4 '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>€M</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>230</td>
</tr>
<tr>
<td>% Adjusted EBIT margin</td>
<td>3.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>3.8%</td>
</tr>
</tbody>
</table>

| B/(W) Q3 '17 | 178 | (45) | (23) | (17) | 10 | 103 |

(1) Calculated using dealer and Group inventories, as well as total sales.
Q4 ’17 results – Maserati and Components

<table>
<thead>
<tr>
<th>Sales (k units)</th>
<th>Shipments (k units)</th>
<th>Net revenues (€M)</th>
<th>Adjusted EBIT (€M)</th>
<th>Adjusted EBIT margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>13.1 Q4 ’17</td>
<td>15.5 Q4 ’17</td>
<td>1,214 Q4 ’17</td>
<td>188 Q4 ’17</td>
<td>15.5% Q4 ’17</td>
</tr>
<tr>
<td>14.5 Q4 ’16</td>
<td>18.2 Q4 ’16</td>
<td>1,519 Q4 ’16</td>
<td>184 Q4 ’16</td>
<td>12.1% Q4 ’16</td>
</tr>
</tbody>
</table>

Net revenues (€B)

2.5 Q4 ’17

Adjusted EBIT (€M)

161 Q4 ’17

Adjusted EBIT margin

6.4% Q4 ’17

FY 2017 Results

January 25, 2018
### Key performance metrics

**€M, except as otherwise stated**

<table>
<thead>
<tr>
<th>Three months ended Dec 31</th>
<th>Years ended Dec 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Combined shipments (1) (‘000s units)</td>
<td>1,247</td>
</tr>
<tr>
<td>Consolidated shipments (1) (‘000s units)</td>
<td>1,156</td>
</tr>
<tr>
<td>Net revenues</td>
<td>28,876</td>
</tr>
<tr>
<td>Adjusted EBIT*</td>
<td>1,894</td>
</tr>
<tr>
<td>of which Result from investments</td>
<td>105</td>
</tr>
<tr>
<td>Net financial expenses</td>
<td>(343)</td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>1,345</td>
</tr>
<tr>
<td>Tax expense</td>
<td>(541)</td>
</tr>
<tr>
<td>Net profit</td>
<td>804</td>
</tr>
<tr>
<td>Adjusted net profit*</td>
<td>1,097</td>
</tr>
<tr>
<td>Diluted earnings per share (EPS) (€)</td>
<td>0.51</td>
</tr>
<tr>
<td>Adjusted diluted EPS* (€)</td>
<td>0.70</td>
</tr>
</tbody>
</table>

(1) Combined shipments include all shipments by the Group’s unconsolidated joint ventures, whereas consolidated shipments only include shipments from the Group’s consolidated subsidiaries.

* Refer to definitions of supplemental financial measures and reconciliations to applicable IFRS metrics, included herein.
## Reconciliation of Net profit to Adjusted EBIT and Adjusted Net Profit

€M, except as otherwise stated

<table>
<thead>
<tr>
<th>Three months ended Dec 31</th>
<th>Net profit to Adjusted EBIT</th>
<th>Years ended Dec 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit</td>
<td>804</td>
<td>409</td>
</tr>
<tr>
<td>Tax expense (1)</td>
<td>541</td>
<td>520</td>
</tr>
<tr>
<td>Net financial expenses</td>
<td>343</td>
<td>485</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reversal of a Brazilian indirect tax liability (A)</td>
<td>(895)</td>
<td></td>
</tr>
<tr>
<td>Impairment expense (B)</td>
<td>94</td>
<td>209</td>
</tr>
<tr>
<td>Recall campaigns – airbag inflators (C)</td>
<td>102</td>
<td>414</td>
</tr>
<tr>
<td>Restructuring costs (D)</td>
<td>6</td>
<td>22</td>
</tr>
<tr>
<td>Resolution of certain Components legal matters</td>
<td></td>
<td>43</td>
</tr>
<tr>
<td>Deconsolidation of Venezuela (E)</td>
<td>42</td>
<td></td>
</tr>
<tr>
<td>Costs for recall – contested with supplier (25)</td>
<td>(25)</td>
<td>132</td>
</tr>
<tr>
<td>NAFTA capacity realignment (F)</td>
<td>(38)</td>
<td>156</td>
</tr>
<tr>
<td>Tianjin (China) port explosions insurance recoveries (G)</td>
<td>(68)</td>
<td>55</td>
</tr>
<tr>
<td>Gains on disposal of investments (H)</td>
<td>(76)</td>
<td>(13)</td>
</tr>
<tr>
<td>Other (33)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total adjustments</td>
<td>206</td>
<td>135</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>1,894</td>
<td>1,549</td>
</tr>
</tbody>
</table>

---

(1) Includes estimate of €888M related to deemed repatriation of previously untaxed foreign earnings of subsidiaries. This estimate may change, potentially materially, as a result of regulations or regulatory guidance that may be issued, changes in interpretations affecting assumptions underlying the estimate, refinement of our calculations, and actions that may be taken, including actions in response to the U.S. tax reform act.

2017 full year Adjusted EBIT excludes adjustments primarily related to:

(A) Reversal of a liability of €895M for Brazilian indirect taxes during Q2 ’17, reflecting court decisions. As this liability related to the Group’s Brazilian operations in multiple segments and given the significant and unusual nature of the item, it was not attributed to the results of the related segments. Refer to ‘Net profit to Adjusted net profit’ reconciliation for discussion of the corresponding decrease in deferred tax assets.

(B) Asset impairments of €142M in EMEA, primarily resulting from changes in the global product portfolio, as well as €77M in LATAM resulting from product portfolio changes and, prior to deconsolidation, of certain real estate assets in Venezuela.

(C) An expansion of the scope of the Takata airbag inflator recalls announced in May ’16, of which €73M related to LATAM and €29M related to NAFTA.

(D) Restructuring costs primarily included €75M of workforce restructuring costs related to LATAM.

(E) Deconsolidation of our operations in Venezuela resulted in a net loss of €42M.

(F) Income of €38M related to adjustments to reserves for the NAFTA capacity realignment plan.

(G) Insurance recoveries of €68M relating to the final settlement of claims for the Q3 ’15 Tianjin (China) port explosions, consistent with the classification of the losses to which the insurance recovery relates. During 2017, a total of €161M was recognized, of which €93M is included in Adjusted EBIT.

(H) Primarily related to a €49M gain from the disposal of the Group’s publishing business.
Reconciliation of Net profit to Adjusted net profit and Diluted EPS to Adjusted diluted EPS

€M, except as otherwise stated

<table>
<thead>
<tr>
<th>Three months ended Dec 31</th>
<th>Years ended Dec 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit</td>
<td>804</td>
</tr>
<tr>
<td>Total adjustments (per Page 28)</td>
<td>206</td>
</tr>
<tr>
<td>Tax impact on adjustments (l)</td>
<td>(1)</td>
</tr>
<tr>
<td>Brazil deferred tax assets write-off (j)</td>
<td>—</td>
</tr>
<tr>
<td>Reduction of deferred tax assets related to reversal of a Brazilian indirect tax liability (k)</td>
<td>—</td>
</tr>
<tr>
<td>Impact of U.S. tax reform (l)</td>
<td>88</td>
</tr>
<tr>
<td>Total adjustments, net of taxes</td>
<td>293</td>
</tr>
<tr>
<td>Adjusted net profit</td>
<td>1,097</td>
</tr>
</tbody>
</table>

2017 full year Adjusted net profit excludes adjustments primarily related to:

(l) The tax impact of adjustments excluded from Adjusted EBIT noted on Page 28
(j) A write-off of deferred tax assets of €453M in Brazil due to the increased political uncertainty and an anticipated slower pace of economic recovery in Brazil
(k) A €281M decrease in deferred tax assets related to the release of the Brazilian indirect tax liability noted in (A) on Page 28
(l) Estimated impact from Dec ’17 U.S. tax reform of €88M. This estimate may change, potentially materially, as a result of regulations or regulatory guidance that may be issued, changes in interpretations affecting assumptions underlying the estimate, refinement of our calculations, and actions that may be taken, including actions in response to the tax reform act.

<table>
<thead>
<tr>
<th>Three months ended Dec 31</th>
<th>Years ended Dec 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diluted EPS (€/share)</td>
<td>0.51</td>
</tr>
<tr>
<td>Impact of adjustments on Diluted EPS (€/share)</td>
<td>0.19</td>
</tr>
<tr>
<td>Adjusted diluted EPS (€/share)</td>
<td>0.70</td>
</tr>
<tr>
<td>Weighted average number of shares outstanding for Diluted EPS (’000s)</td>
<td>1,562,066</td>
</tr>
</tbody>
</table>
Reconciliation of Debt to Net industrial debt

<table>
<thead>
<tr>
<th></th>
<th>Dec 31 '17</th>
<th>Sep 30 '17</th>
<th>Dec 31 '16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt</td>
<td>(17,971)</td>
<td>(18,640)</td>
<td>(24,048)</td>
</tr>
<tr>
<td>Current financial receivables</td>
<td>285</td>
<td>177</td>
<td>80</td>
</tr>
<tr>
<td>from jointly-controlled financial</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>services companies</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Derivative financial assets</td>
<td>206</td>
<td>200</td>
<td>(150)</td>
</tr>
<tr>
<td>(liabilities), net and collateral</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>deposits</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Available-for-sale and Held-</td>
<td>176</td>
<td>197</td>
<td>241</td>
</tr>
<tr>
<td>for-trading securities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>12,638</td>
<td>11,753</td>
<td>17,318</td>
</tr>
<tr>
<td>Debt classified as held for sale</td>
<td></td>
<td></td>
<td>(9)</td>
</tr>
<tr>
<td>Net debt</td>
<td>(4,666)</td>
<td>(6,313)</td>
<td>(6,568)</td>
</tr>
<tr>
<td>Less: Net financial services debt</td>
<td>2,276</td>
<td>1,908</td>
<td>1,983</td>
</tr>
<tr>
<td>Net industrial debt</td>
<td>(2,390)</td>
<td>(4,405)</td>
<td>(4,585)</td>
</tr>
</tbody>
</table>
## Debt maturity schedule

<table>
<thead>
<tr>
<th>Outstanding Dec 31 ’17</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>Beyond</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.2 Bank debt</td>
<td>4.4</td>
<td>1.0</td>
<td>0.5</td>
<td>0.4</td>
<td>0.3</td>
<td>0.5</td>
</tr>
<tr>
<td>9.8 Capital market debt</td>
<td>2.0</td>
<td>1.6</td>
<td>1.3</td>
<td>1.0</td>
<td>1.4</td>
<td>2.5</td>
</tr>
<tr>
<td>0.7 Other debt</td>
<td>0.5</td>
<td>0.2</td>
<td>0.1</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>17.7 Total cash maturities *</td>
<td>6.9</td>
<td>2.8</td>
<td>1.8</td>
<td>1.4</td>
<td>1.7</td>
<td>3.0</td>
</tr>
<tr>
<td>12.8 Cash and marketable securities</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.6 Undrawn committed revolving facilities</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20.4 Total available liquidity</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.9 Sale of receivables (IFRS de-recognition compliant)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.9 of which receivables sold to financial services JVs (FCA Bank)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding

* Excludes accruals and asset back financing of € 0.3B at Dec 31 ’17
Pension and OPEB plans funded status

**Pension plans (1)**

<table>
<thead>
<tr>
<th>Dec 31 ‘16</th>
<th>Discount rate</th>
<th>Contributions</th>
<th>Earnings on plan assets</th>
<th>Interest, service costs &amp; other</th>
<th>FX translation</th>
<th>Other FCA Group companies</th>
<th>Dec 31 ‘17</th>
</tr>
</thead>
<tbody>
<tr>
<td>(4.7)</td>
<td>(1.6)</td>
<td>0.1</td>
<td>2.5</td>
<td>(1.3)</td>
<td>0.6</td>
<td>0.1</td>
<td>(4.3)</td>
</tr>
</tbody>
</table>

**OPEB plans (2)**

<table>
<thead>
<tr>
<th>Dec 31 ‘16</th>
<th>Discount rate</th>
<th>Benefit payments</th>
<th>Other actuarial gains</th>
<th>Interest, service costs &amp; other</th>
<th>FX translation</th>
<th>Other FCA Group companies</th>
<th>Dec 31 ‘17</th>
</tr>
</thead>
<tbody>
<tr>
<td>(3.5)</td>
<td>(0.2)</td>
<td>0.1</td>
<td>0.1</td>
<td>(0.1)</td>
<td>0.3</td>
<td>-</td>
<td>(3.3)</td>
</tr>
</tbody>
</table>

A ±100 bps change in the discount rate would impact pension and OPEB obligations by ~€3.3B

---

(1) Balances include prepaid pension plans of €0.5B at Dec 31 ‘17 and €0.3B at Dec 31 ‘16

(2) Includes TFR (termination service indemnity) in Italian entities of €0.8B at both Dec 31 ‘17 and Dec 31 ‘16
## Research and development costs and expenditures

<table>
<thead>
<tr>
<th>Three months ended Dec 31</th>
<th>Years ended Dec 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research and development costs</td>
<td></td>
</tr>
<tr>
<td>Research and development expenditures expensed</td>
<td>415</td>
</tr>
<tr>
<td>Amortization of capitalized development expenditures</td>
<td>274</td>
</tr>
<tr>
<td>Impairment and write-off of capitalized development expenditures</td>
<td>60</td>
</tr>
<tr>
<td>Total research and development costs</td>
<td>749</td>
</tr>
</tbody>
</table>

### Research and development expenditures

<table>
<thead>
<tr>
<th>Capitalized development expenditures</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capitalized development expenditures</td>
<td>644</td>
<td>764</td>
</tr>
<tr>
<td>Research and development expenditures expensed</td>
<td>415</td>
<td>410</td>
</tr>
<tr>
<td>Total research and development expenditures</td>
<td>1,059</td>
<td>1,174</td>
</tr>
</tbody>
</table>
Market share – mass market brands

Market share (%)

**NAFTA**

- **LCVs**: 14.8, 13.3, 12.0, 10.8
- **Passenger Cars**: 14.7, 13.3, 11.7, 10.8

**APAC**

- **LCVs**: 4.2, 2.1, 1.4, 1.1
- **Passenger Cars**: 0.9, 0.7, 0.7, 0.6

**LATAM**

- **LCVs**: 19.9, 19.4, 18.9, 16.9
- **Passenger Cars**: 9.7, 11.2, 11.2, 13.4

**EMEA**

- **LCVs**: 47.0, 47.5, 42.4, 39.5
- **Passenger Cars**: 27.3, 28.2, 28.7, 25.8

**Note:** APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea and India). Market share is based on retail registrations except in India where market share is based on wholesales.

FY 2017 Results

January 25, 2018