



FIAT CHRYSLER AUTOMOBILES

Comment on FCA's July Sales in Italy

In July, FCA sales in Italy were up 3.25% year-over-year to more than 40,600 vehicles. For the seven months year-to-date, FCA sales totaled nearly 373,700 vehicles, representing an 8.95% increase over the same period in 2016. Alfa Romeo and Jeep posted strong results with July sales up 26.8% and 27.05% respectively. FCA models completely dominated the top five for the month and a total of six Group models (Fiat Panda, Fiat 500, Fiat Punto, Lancia Ypsilon, Fiat Tipo and Fiat 500X) ranked in the top ten.

FCA posted a 3.25% increase in July sales in Italy with more than 40,600 vehicles sold. Market share was 28.0%.

The market increase in new vehicle registrations in July, which was lower than for the first six months of the year, was potentially impacted by technical issues experienced toward the end of the month in the Ministry of Transport's registration system.

For the seven months year-to-date, Group sales totaled nearly 373,700 vehicles, a year-over-year increase of 8.95% (versus 8.6% for the industry). Market share for the period was 10 basis points higher at 29.1%.

FCA had the five best-selling models in July, with a total of six (the Fiat Panda, Fiat 500, Fiat Punto, Lancia Ypsilon, Fiat Tipo and Fiat 500X) ranking among the Italian top ten.

Fiat posted July sales of more than 29,400 vehicles (+0.2% year-over-year) with market share at 20.25%.

Year-to-date, brand sales totaled nearly 276,300 vehicles (+9.4% year-over-year). Market share was 15 basis points higher at 21.5%.

The brand registered another strong monthly sales performance with a total of five models ranking in the top ten. The Panda was market leader once again with more than 9,300 vehicles sold. The Panda and the 500, which ranked second overall, also accounted for a combined 60.9% share of the A segment. The Punto ranked third overall, with more than 4,300 units sold, and retained its leadership in the Italian B segment with an 11.3% share. The Tipo was the most popular model in the C segment with more than 3,500 vehicles sold and a 19.9% share. Also leaders in their respective segments were the 500X (more than 3,200 units sold and an 18.7% share), the 124 Spider (28.7% share) and the 500L (33.0% share).

Lancia posted July sales of 4,250 vehicles, accounting for a 2.9% share of the market.

Year-to-date, brand sales totaled nearly 41,300 vehicles with share at 3.2%.

The Ypsilon ranked fourth overall for the month and placed just behind the Fiat Punto in the B segment with an 11.0% share.



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PRESS RELEASE

Alfa Romeo closed July with sales up 26.8% year-over-year to nearly 3,400 vehicles and market share 40 basis points higher at 2.3%.

Year-to-date, sales were up 31.9% to more than 28,600 vehicles with market share 40 basis points higher at 2.2%.

The Giulia and Stelvio continued to drive the brand's strong performance, registering shares of 11.8% and 13.7% in their respective segments. The Giulietta was one of the top performers in the C segment with a 7.8% share.

Jeep posted July sales of nearly 3,600 vehicles (+27.05%) with market share 40 basis points higher at 2.45%.

Year-to-date, the brand's Italian sales were up 10.1%, to nearly 27,500 vehicles, with market share at 2.1%.

The Jeep Renegade continued to drive brand performance in Italy, ranking second in its segment (just behind the Fiat 500X) with a 14.8% share. The Compass also performed well during its debut month in Italy with order volumes strong.

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For further information:

+39.011.0063088

mediarelations@fcagroup.com

www.fcagroup.com