



FIAT CHRYSLER AUTOMOBILES

In May, FCA sales in Europe were up 11.9% year-over-year, compared with a 7.7% industry average. Market share was 30 basis points higher at 7.7%, making FCA fourth overall in the European rankings. Alfa Romeo posted a 47.8% sales increase for the month, while Fiat brand sales were up 15.6%. The Fiat Panda and Fiat 500 dominated the A-segment with a combined 32.2% share. The Fiat 500L was the best selling vehicle in the Small MPV segment with a 30.2% share. The Fiat 500X and Jeep Renegade continued among the top ten in the Small SUV segment and the Fiat Tipo continued to climb the European rankings. Alfa Romeo's latest models, the Stelvio and Giulia, continued to post significant increases at the European level and already lead their respective segments in Italy.

In May, **FCA** significantly outperformed the market in Europe (EU28+EFTA) with sales up 11.9% year-over-year versus an industry average of 7.7%. FCA sold a total of 109,800 vehicles for the month (share up +30 bps to 7.7%) making it fourth overall in the European rankings.

In the major markets, FCA outperformed the industry average in Germany (+31.6% versus +12.9% for the industry), France (+18.5% versus +8.9% for the industry) and Spain (+34.9% versus +11.1% for the industry).

FCA also outperformed the industry average for the five months year-to-date. In fact, Group sales were up 11.1% for the period (versus +5.1% for the industry) to 502,300 vehicles, with share 40 basis points higher at 7.3%.

Fiat brand posted European sales of 86,200 vehicles, an increase of 15.6%, with market share 40 basis points higher at 6.0%.

In addition to Italy, where sales were up 10.8%, the brand also posted increases of 36.4% in Germany, 18.9% in France and 39.6% in Spain. Excluding Italy, the brand's European sales were up 21.4% for the month.

Year-to-date, Fiat brand sales were up 11.6% to more than 383,100 vehicles and market share was 30 basis points higher at 5.5%.

The Panda and 500 continued as the two best-selling vehicles in the A segment with a combined share of 32.2%. The 500 was overall leader with 20,000 units sold (+22.5%) followed closely by the Panda with more than 19,000 units sold (+4.6%). The Tipo, already C-segment leader in Italy, closed the month among the top ten in its segment in Europe with nearly 16,000 vehicles sold. The 500L was also best-seller in its segment in May, with a 30.2% share, and the 500X ranked among the top five Small SUVs with more than 9,500 vehicles sold and a segment share of nearly 7.0%.

Lancia/Chrysler posted May sales of more than 5,300 vehicles with share at 0.4%.

Year-to-date, brand sales totaled 32,800 vehicles with a European share of 0.5%.

In Italy, the ever-popular Lancia Ypsilon closed the month among the top five.

Alfa Romeo posted May sales of nearly 8,200 vehicles, an increase of 47.8% year-over-year, with market share 20 basis points higher at 0.6%. The brand outperformed the industry in nearly all major markets with May sales up 31.9% in Italy, 42.3% in Germany, 121.1% in Spain and 58.4% in France. Year-to-date, sales were up 40.5% to 37,000 vehicles with market share at 0.5% (+10 bps).

Driving this result were the Alfa Romeo Stelvio and Giulia. The Stelvio, the brand's first-ever SUV, is already segment leader in Italy and continues to climb the rankings across Europe with nearly 1,800 vehicles sold during the month (nearly 50% outside Italy). With more than 2,500 vehicles sold, the Giulia



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is also first in its segment in Italy and rapidly positioning itself among the European leaders, even without a station wagon version as offered by its premium competitors.

Jeep brand sales in Europe totaled nearly 9,200 vehicles and market share was 0.6%.

Year-to-date, sales totaled nearly 44,600 vehicles with share at 0.6%.

In May, Jeep posted a 3.6% sales increase in Italy and a 19.8% increase in Spain.

The Jeep Renegade continued among the top ten in its segment with sales up 5.0% for the year-to-date.

For **Maserati**, the Group's luxury brand, European sales totaled 818 vehicles in May and 4,663 for the year-to-date.

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