



FIAT CHRYSLER AUTOMOBILES

Comment on FCA's October Sales in Italy

In October, FCA sales in Italy were in line with the prior year. Jeep posted a strong performance for the month with sales up 47.2% year-over-year, while Alfa Romeo sales were up 10.3%. For the ten months year-to-date, Group sales were 8.0% higher than the same period in 2016. FCA closed the month with a total of five models in the top ten: Fiat Panda, Lancia Ypsilon, Fiat 500X, Fiat 500 and Jeep Renegade. In addition, the recently launched Jeep Compass was among the best-selling vehicles in its segment and continues to climb the rankings, while the Fiat Panda, Lancia Ypsilon, Fiat 500X, Alfa Romeo Stelvio, Fiat 500L and Fiat Qubo were the leaders in their respective segments.

The Group announced the world premiere of the all-new version of the iconic Jeep Wrangler at the Los Angeles Auto Show on November 29.

FCA posted October sales in Italy of nearly 41,200 vehicles, substantially in line with the prior year, with market share at 26.1%.

For the ten months year-to-date, sales totaled nearly 486,100 units (+8.0% year-over-year) and market share was 28.7%.

The October result was also positive in terms of retail unit sales. FCA models were well represented in the top ten. The Fiat Panda and Lancia Ypsilon, which topped the rankings in first and second place, were also joined by the Fiat 500X, Fiat 500 and Jeep Renegade.

Fiat brand posted October sales of nearly 28,400 vehicles and market share was 18.0% for the month.

Year-to-date, brand sales totaled more than 354,300 vehicles (+7.7% versus January-October 2016) and market share was 20.9%.

All major models posted another strong monthly performance. The Fiat Panda continued as market leader, with more than 13,100 vehicles sold and a 45.6% share of the A segment. Other Fiat models in the top ten were the 500X, first in its segment, and the Fiat 500, which contributed to an A-segment share of 57.7% for the month. The 500L was leader in its segment with a 37.8% share. Strong results also for the Tipo, among the most popular vehicles in its segment, and the Qubo, leader in the MPV segment with a 25.1% share.

Lancia posted October sales of nearly 4,500 vehicles with market share at 2.85%.

Year-to-date, brand sales totaled nearly 53,300 vehicles with market share at 3.15%.

The Lancia Ypsilon was the second most popular model in Italy in October and first in the B segment with a 12.1% share.

Alfa Romeo closed October with sales of nearly 3,300 vehicles, representing a 10.3% year-over-year increase. Market share was 10 basis points higher at 2.1%.



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PRESS RELEASE

Year-to-date, brand sales in Italy totaled 38,500 vehicles (+27.7%) and market share was 30 basis points higher at 2.3%.

The brand's market-beating performance in October was driven by the success of the Giulia, one of the leaders in its segment, and the Stelvio, the brand's first-ever SUV and number one in its segment with a 12.6% share.

Jeep posted another strong monthly performance, with sales up 47.2% for the month to more than 5,000 vehicles. Market share was 90 basis points higher at 3.2%.

For the year-to-date, brand sales in Italy totaled nearly 40,100 vehicles (+18.2% over the same period in 2016), with market share up 20 basis points to 2.4%.

Driving this result were the new Jeep Compass, already one of the best-selling vehicles in its segment, and the Jeep Renegade, which entered the Italian top ten in October. Sales of the Renegade (together with the Fiat 500X) give FCA a leading position in the Small SUV segment.

The Group also announced the upcoming world premiere of the all-new version of the iconic Jeep Wrangler at the Los Angeles Auto Show on November 29.

London, 2 November 2017

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