



FIAT CHRYSLER AUTOMOBILES

In September, FCA sales in Europe totaled 90,000 vehicles with market share at 6.1%. For the nine months year-to-date, FCA sales in Europe were up 8.2% (versus 3.6% for the industry) to more than 831,200 vehicles. The Alfa Romeo and Jeep brands both outperformed the industry average in September, with respective increases of 15.9% and 3.6%. The Fiat 500 and Fiat Panda continued to dominate the European A segment, with a combined share of nearly 30.0% for the year-to-date. The Fiat 500L was the best-selling vehicle in the European Small MPV segment with a share of nearly 24.0%. The Fiat 500X continued as one of the top five models in the European Small SUV segment, while the Lancia Ypsilon continued as the best-selling B segment vehicle in Italy. Alfa Romeo posted another strong monthly performance driven by demand for the Stelvio and for the Giulia, which closed September with sales up 16.8% year-over-year.

Fiat Chrysler Automobiles sales in Europe (EU28+EFTA) for the month of September totaled 90,000 vehicles and share was stable at 6.1%.

Year-to-date, sales were up 8.2% (versus 3.6% for the industry) to more than 831,200 vehicles, and market share was 30 basis points higher at 6.9%.

The Group registered increases in nearly all major markets for both September and the year-to-date. In Italy, sales were up 5.0% in September and 9.1% year-to-date. In Germany, sales were up 11.7% for the year-to-date (vs. 2.2% for the industry). Growth was also strong in France and Spain, with sales up 9.0% and 30.7% respectively in September, and 12.1% and 15.4% respectively for the year-to-date. The Group outperformed the industry average in both markets.

Fiat brand posted European sales of more than 65,800 vehicles and market share was in line with the prior year at 4.5%.

Year-to-date, brand sales were up 8.3% to nearly 629,400 vehicles, with market share 20 basis points higher at 5.2%.

In its home market, Italy, Fiat brand sales were up 2.7% year-over-year. In France, Fiat sales were up 11.9% in September (+1.1% for the industry) and 11.6% year-to-date (+3.9% for the industry). Brand performance was also strong in Spain, with sales up 17.2% in September (+4.6% for the industry) and 14.4% year-to-date (+6.7% for the industry).

Fiat continued to dominate the European A segment with the 500 and Panda ranking first and second for both September and the year-to-date. The two models hold a combined 29.4% segment share for the year-to-date. Sales of the Fiat 500 were up nearly 6.0% for the year-to-date, while the Fiat Panda posted a 2.3% increase in September. The 500L was the most popular model in its segment for the year-to-date, with more than 52,400 vehicles sold and a segment share of nearly 25.0%. The 500X continued among the top five in its segment with more than 71,000 vehicles sold and a 6.9% share. Sales of the Fiat Tipo were up 59.1% year-over-year in September, while the 124 Spider was among the top five in its segment with a 9.25% share.

Lancia/Chrysler posted September sales of nearly 4,700 vehicles with European share at 0.3%.

Year-to-date, brand sales totaled 49,200 vehicles with share at 0.4%.

In Italy, the Lancia Ypsilon continued as the best-selling B-segment vehicle with a 12.3% share.

Alfa Romeo posted a particularly strong performance in September with European sales up 15.9% year-over-year to more than 8,000 vehicles. Market share was in line with the prior year at 0.5%.

Year-to-date, sales were up 36.0% to 66,000 vehicles with market share at 0.5% (+10 bps).



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PRESS RELEASE

Brand sales were higher in nearly all major markets with results significantly above the industry average: in Italy, +13.9% in September and +29.6% year-to-date; in Germany, +4.8% in September and +26.1% year-to-date; in the UK, +11.8% in September; and in Spain, +51.8% in September and +34.7% year-to-date.

Driving these results were the Alfa Romeo Giulia and Stelvio. September sales for the Giulia were up 16.8% year-over-year, while the Stelvio continued to climb the segment ranking with 11,000 vehicles sold year-to-date.

Jeep brand posted European sales of nearly 10,800 vehicles in September (+3.6%), with market share stable at 0.7%.

Year-to-date, brand sales totaled nearly 79,000 vehicles with share stable at 0.7%.

Sales were up in nearly all major markets: in Italy, +44.3% in September and +15.0% year-to-date; in France, +11.2% in September and +2.4% year-to-date; in Spain, +105.4% in September and +22.8% year-to-date.

For the Jeep Renegade, which is firmly established among the top ten in its segment in Europe, sales totaled nearly 57,000 vehicles year-to-date.

For **Maserati**, the Group's luxury brand, European sales totaled 673 vehicles in September and 7,518 for the year-to-date.

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