



FIAT CHRYSLER AUTOMOBILES

Comment on FCA's March Sales in Europe

In March, FCA sales in Europe totaled 120,600 vehicles and market share was 6.6%. Sales were particularly strong for Jeep (+42.3% in March and 52.6% year-to-date) and Alfa Romeo (+8.6% and 15.6%, respectively). Sales of the Fiat 500 were up 5.9% in March to over 27,700 vehicles, with the Fiat 500 and Fiat Panda accounting for a combined share of the European A segment of nearly 29.0%. For the Fiat 500X, sales were 3.9% higher for the year-to-date, while the Fiat 500L posted a segment share of nearly 20.0%. Significant results also for the Jeep Compass and Alfa Romeo Stelvio.

Fiat Chrysler Automobiles posted March sales in Europe (EU28 + EFTA) of more than 120,600 vehicles, with market share at 6.6%.

For the three months year-to-date, Group sales totaled more than 290,000 vehicles and market share was 6.8%.

For the major markets, Group sales were up 2.8% in Germany (-3.4% for the industry), 10.7% in France (+2.2% for the industry) and 24.2% in Spain (+1.9% for the industry).

Fiat brand posted European sales of nearly 87,800 vehicles in March and market share was 4.8%. Year-to-date, brand sales totaled nearly 208,000 vehicles with market share at 4.9%.

In March, the brand outperformed the industry average in Germany, with sales up 1.7%, as well as in France (+9.5%) and Spain (+21.2%).

The brand confirmed its leadership in the A segment once again in March with sales totaling 27,700 vehicles for the Fiat 500 (+5.9%) and more than 18,000 for the Fiat Panda. The two models were the best-selling vehicles in their segment with a combined share of nearly 29.0%.

The Fiat 500X was among the leaders in its segment, with sales up 3.9% for the year-to-date, while the 500L had a segment share of nearly 20.0% with more than 17,000 vehicles sold for the year-to-date. For the Fiat 124 Spider, March sales were up 5.6% over the prior year.

Lancia/Chrysler sales totaled nearly 5,300 vehicles for the month (0.3% share) and 13,700 for the year-to-date (0.3% share).

The Lancia Ypsilon continued as one of the best-selling vehicles in Italy, the only market where the brand is sold, ranking sixth overall and among the leaders in the B segment.

Alfa Romeo brand sales in Europe were up 8.6% in March to 10,000 vehicles. Market share was stable at 0.5%.

Year-to-date, sales were up 15.6% to more than 24,800 vehicles with market share at 0.6% (+10 bps).

By major market, March sales were particularly positive in Italy (+17.0%, market share up 50 bps to 2.5%), Germany (+13.4%) and France (+4.8%).

These results were driven by the Stelvio and Giulia. Sales of the Stelvio totaled more than 8,100 vehicles for the year-to-date and it was leader in its segment in Italy once again in March with a 20.1% share. The Giulia continued as one of the most popular D segment vehicles in Europe overall and in Italy it posted a 14.5% segment share.



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PRESS RELEASE

Jeep brand sales in Europe were up 42.3% in March to more than 16,600 vehicles, with share up 30 basis points to 0.9%.

Year-to-date, brand sales totaled more than 41,400 vehicles, an increase of 52.6% year-over-year. Market share was up 40 basis points to 1.0%.

These results were driven by the new Jeep Compass, which is rapidly climbing the rankings with nearly 18,500 vehicles sold year-to-date, while the Renegade continued as one of the top ten in its segment in Europe and second only to the Fiat 500X in Italy, with a 13.9% share.

For **Maserati**, the Group's luxury brand, European sales totaled 933 vehicles in March and 2,335 for the year-to-date.

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