

# FCA

FIAT CHRYSLER AUTOMOBILES

**Q2 2015 Results**  
July 30, 2015



This document, and in particular the section entitled “2015 Guidance”, contains forward-looking statements. These statements may include terms such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, “intend”, or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Group’s current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: the Group’s ability to reach certain minimum vehicle sales volumes; developments in global financial markets and general economic and other conditions; changes in demand for automotive products, which is highly cyclical; the Group’s ability to enrich the product portfolio and offer innovative products; the high level of competition in the automotive industry; the Group’s ability to expand certain of the Group’s brands internationally; changes in the Group’s credit ratings; the Group’s ability to realize anticipated benefits from any acquisitions, joint venture arrangements and other strategic alliances; the Group’s ability to integrate its operations; potential shortfalls in the

Group’s defined benefit pension plans; the Group’s ability to provide or arrange for adequate access to financing for the Group’s dealers and retail customers; the Group’s ability to access funding to execute the Group’s business plan and improve the Group’s business, financial condition and results of operations; various types of claims, lawsuits and other contingent obligations against the Group; disruptions arising from political, social and economic instability; material operating expenditures in relation to compliance with environmental, health and safety regulation; developments in labor and industrial relations and developments in applicable labor laws; increases in costs, disruptions of supply or shortages of raw materials; exchange rate fluctuations, interest rate changes, credit risk and other market risks; our ability to achieve the benefits expected from the proposed separation of Ferrari; political and civil unrest; earthquakes or other natural disasters and other risks and uncertainties.

Any forward-looking statements contained in this document speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company’s financial results, is included in the Company’s reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.

# FCA

FIAT CHRYSLER AUTOMOBILES



[Group overview](#)



[Mass-market brands by region](#)



[Ferrari and Maserati brands](#)



[Components](#)



[Product & event information](#)



[Industry outlook & guidance](#)

## WORLDWIDE SHIPMENTS WERE 1.2M UNITS

- Jeep's positive performance continued with worldwide shipments up 27%

## FINANCIAL RESULTS HIGHLIGHTS

- Net revenues at €29.2B
- Adjusted EBIT\* at €1.5B (EBIT at €1.3B)
- Adjusted net profit\* of €450M (Net profit of €333M)
- Net industrial debt at €8.0B with total available liquidity at €25.4B
- NAFTA Adjusted EBIT margin at 7.7%

## NEW MODELS

- Jeep Renegade launched in Brazil, locally produced at the new Pernambuco plant
- World debut of the all-new Alfa Romeo Giulia
- Refreshed Fiat 500 revealed

## FCA COMPLETES FINANCING TRANSACTIONS

- In April, FCA issued \$1.5B notes (4.5% coupon) to mature in 2020 and \$1.5B notes (5.25% coupon) to mature in 2023
- In May, FCA US pre-paid its \$2.9B 2019 secured senior notes
- In June, FCA closed a new €5.0B revolving credit facility (RCF) to replace the existing RCFs of FCA (€2.1B) and FCA US (\$1.3B)

## FCA HOSTS ITS FIRST ANNUAL GENERAL MEETING IN AMSTERDAM IN APRIL

- First AGM held outside Italy for Fiat and outside US for Chrysler

## FERRARI IPO PROCESS INITIATED

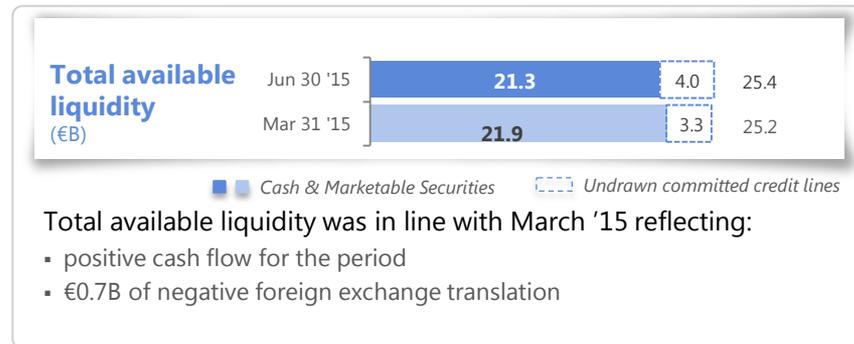
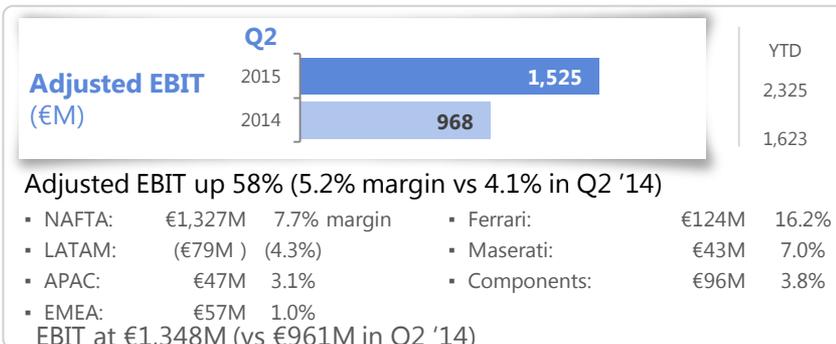
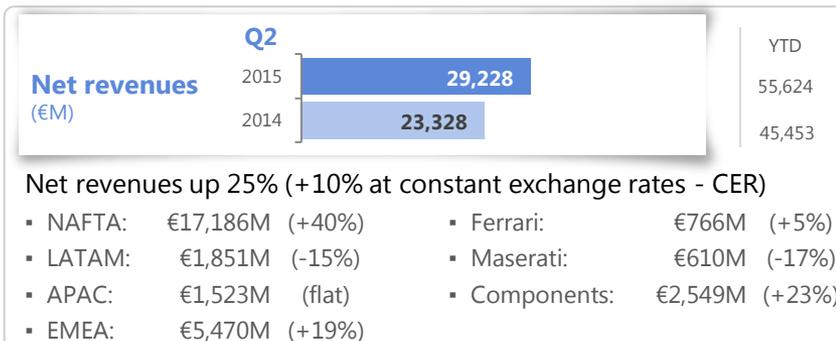
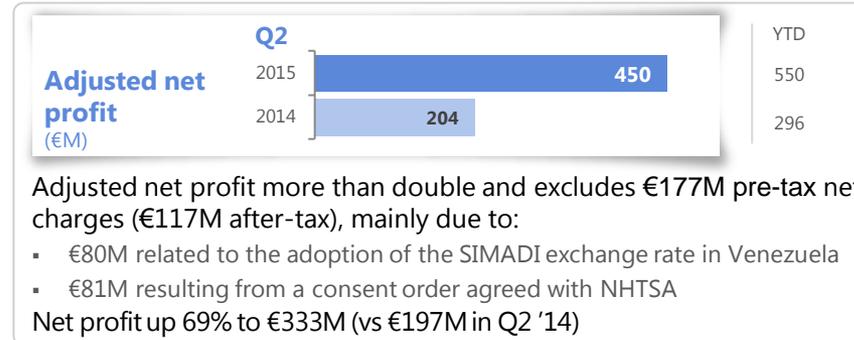
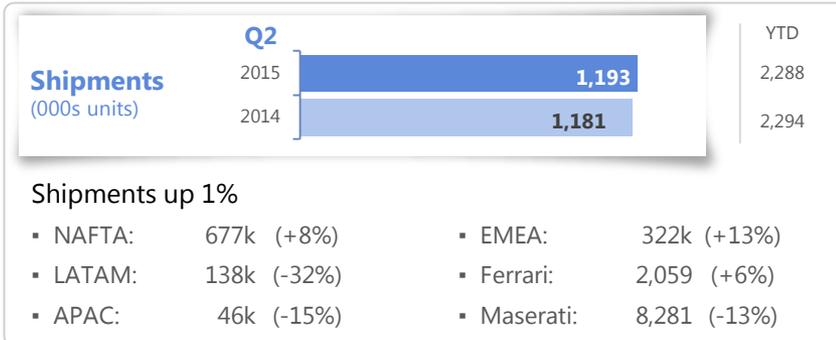
- On July 23, Ferrari filed a registration statement with the US Securities and Exchange Commission

## 2015 GUIDANCE\*\* - REVISED UPWARDS

- Worldwide shipments of ~4.8M units (*from 4.8 – 5.0M units*)
- Net revenues over €110B (*from ~€108B*)
- Adjusted EBIT equal to or in excess of €4.5B (*from €4.1 – 4.5B*)
- Adjusted net profit of €1.0 - 1.2B (*unchanged*)
- Net industrial debt of €7.5 - 8.0B (*unchanged*)

\* Refer to the Appendix for definitions of supplemental financial measures

\*\* Figures do not include any impacts from the previously announced capital transactions regarding Ferrari



Note: Graphs not to scale. Numbers may not add due to rounding

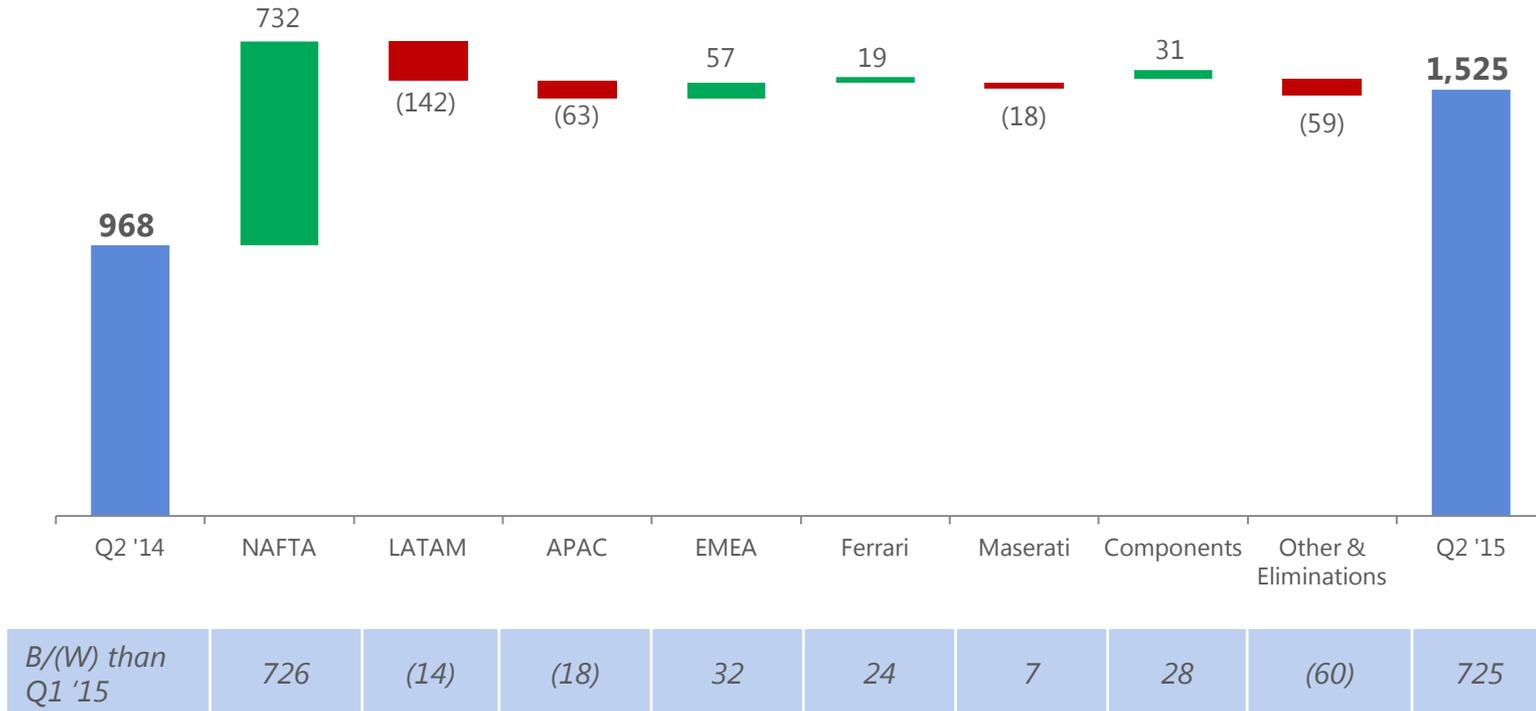


# Q2 '15 Adjusted EBIT walk

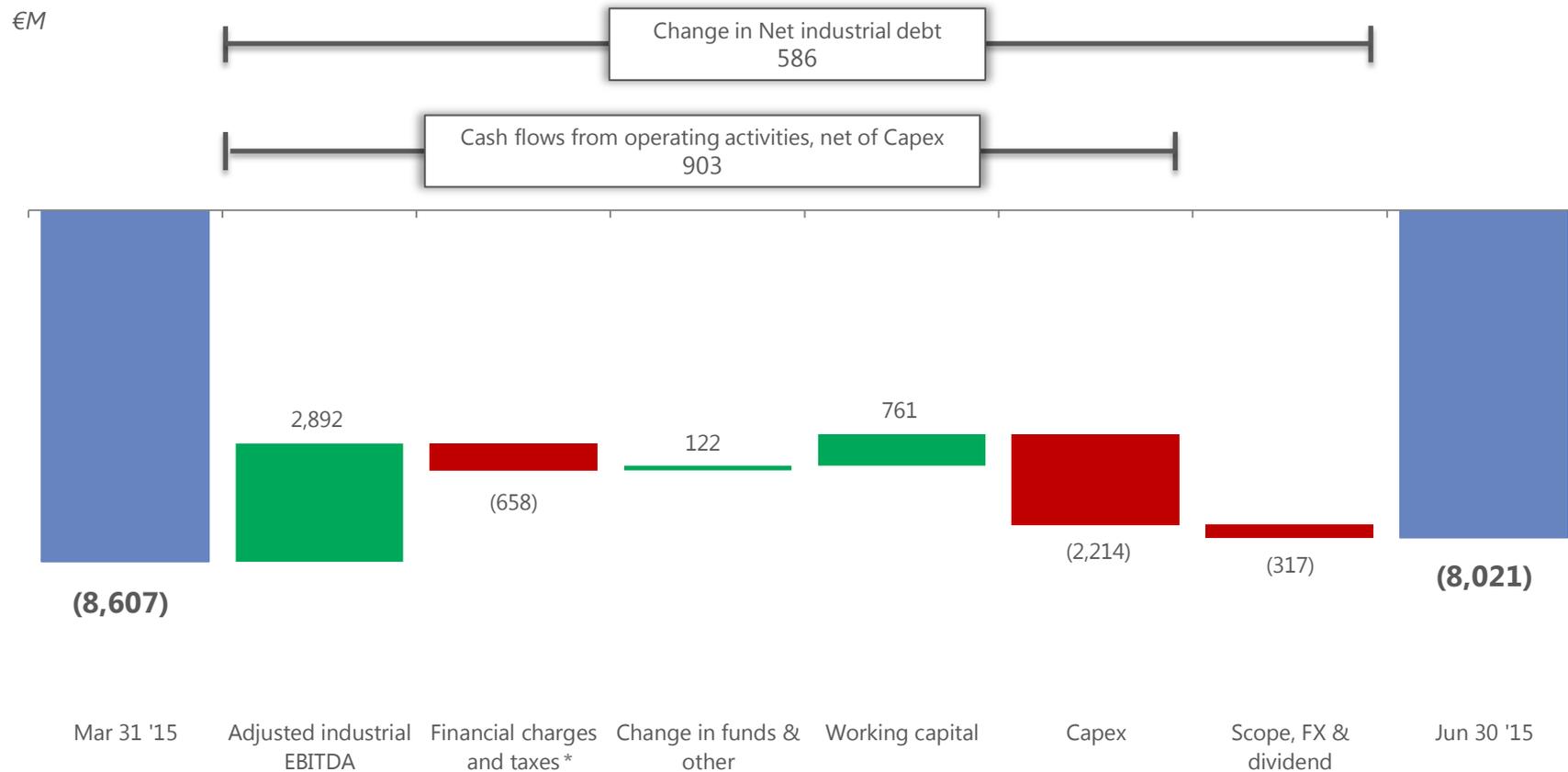


FIAT CHRYSLER AUTOMOBILES

€M



# Q2 '15 Net industrial debt walk



\* Net of IAS 19

	Q2 '15	Q2 '14
Sales (k units)	682	647
Market share	12.3%	12.2%
U.S.	12.4%	12.1%
Canada	15.0%	15.3%

## New Ram pickup models to boost sales



**Ram 1500 Limited**

- "Black-tie" luxury alternative to the Laramie Longhorn pickup
- Features premium materials, including full-leather seating, real wood trim, unique chrome accents and 20" forged multi-surface aluminum wheels



**Ram 1500 Rebel**

- New model with off-road design and new front bumper and grille, large black "RAM" tailgate logo, available skid plates, tow hooks, increased ride height and 17" aluminum wheels

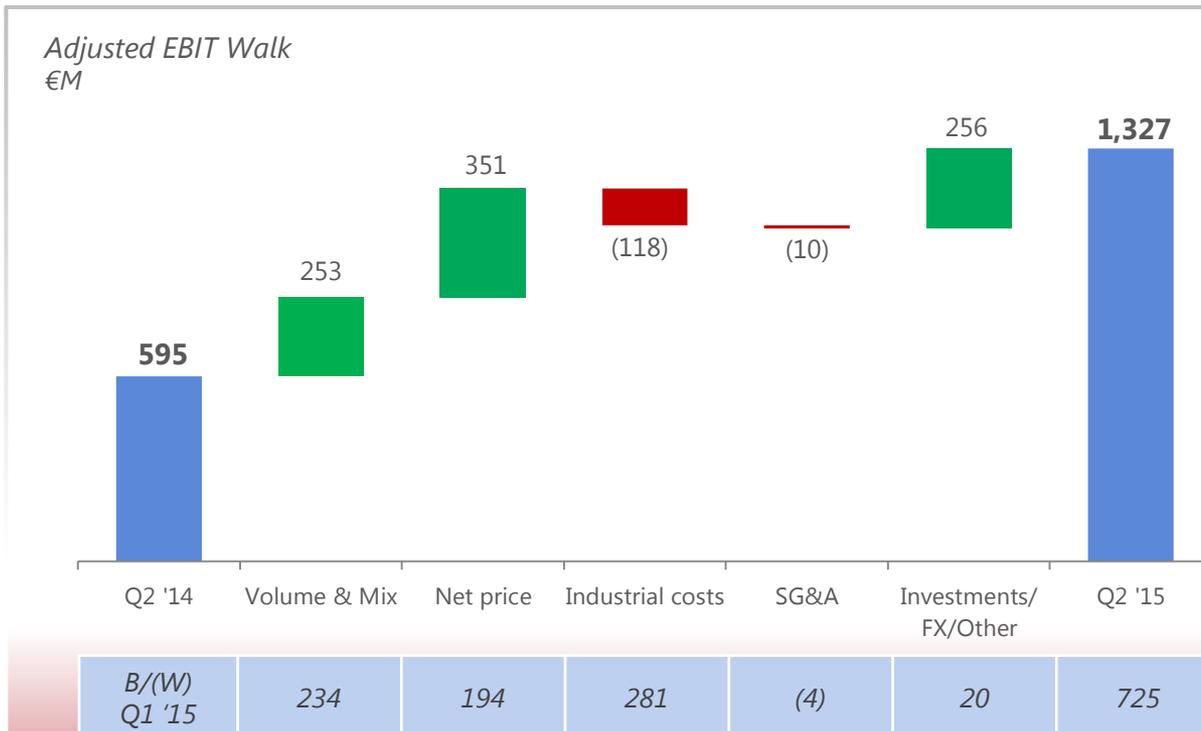
**Both available Q3 2015**

## Commercial Performance

- Industry remained strong with U.S. and Canada up 4% and 3%, respectively
- Group sales up 5%
- **U.S.**
  - Vehicle sales up 6% to 576k vs 544k last year
    - Jeep brand up 19% to 223k vehicles, the brand's best quarterly performance ever. First full quarter of all-new Renegade sales
    - Chrysler brand up 29% to 88k vehicles led by the all-new 200 sedan (up 318% y-o-y)
    - Ram brand increased 6% to 121k vehicles
    - Dodge brand down 17% to 134k vehicles
    - June was the 63<sup>rd</sup> consecutive month of y-o-y sales gains
  - Total market share was 12.4% (up 30 bps); fleet mix at 20% (vs. 21% in the prior year)
  - Dealer inventory at 78 days supply vs 72 at the end of Q2 '14
- **Canada**
  - Vehicle sales up 1% to 86k vehicles
    - Jeep brand up 17%
    - Chrysler brand up 9%
    - Ram brand up 4%
    - Dodge brand down 13% to 24k vehicles
  - Market leader in Q2 and H1 2015; Q2 market share at 15.0% (down 30 bps y-o-y)

	Q2 '15	Q2 '14	Δ
Shipments (k units)	677	627	8%
Net revenues (€M)	17,186	12,258	40%

- Shipments +8% y-o-y
  - U.S.: 576k (+9%)
  - Canada: 79k (-2%)
  - Mexico: 22k (+25%)
- Net revenues +40% y-o-y (+16% CER) on higher shipments, positive net pricing and FX translation



- Volume increase primarily due to all-new Jeep Renegade and Chrysler 200
- Positive net pricing, including dealer discount reduction
- Industrial costs increase reflects higher base material costs for vehicle content enhancements, partially offset by purchasing efficiencies
- Other primarily reflects positive FX translation
- Adjusted EBIT margin at 7.7% vs 4.9% in Q2 '14

	Q2 '15	Q2 '14
Sales (k units)	143	203
Market share	13.9%	16.1%
<i>Brazil</i>	19.0%	20.9%
<i>Argentina</i>	12.2%	15.8%

### Jeep Renegade



*Sales started in April 2015 reaching 13% share in its segment in Q2 with 6k units sold*

*First car produced in Brazil to achieve the maximum rating for Adults and Children*

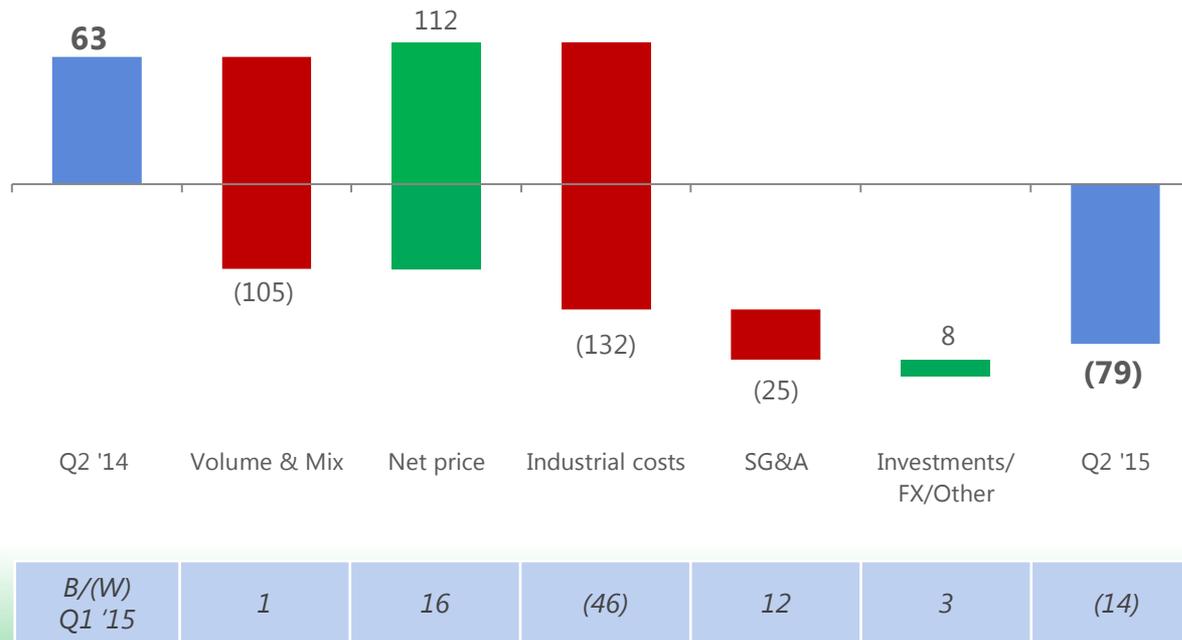
### Commercial Performance

- Industry down 18% in the quarter reflecting continued macroeconomic weakness
  - Brazil market down 23%
  - Argentina market down 3%
- Group sales down 30% reflecting the continued deterioration in key markets
- Market share at 13.9% down 220 bps
  - Brazil market share down 190 bps due to strong competition and pricing pressure; remained market leader with a 360 bps lead over the nearest competitor – an increase of 110 bps over Q1 '15
  - Palio retained its market leader position with 12.0% segment share, with a 125bps lead over nearest competitor
  - Strada and Fiorino confirmed their leadership with segment share at 53.4% and 68.6%, respectively
  - In Argentina, market share declined by 360 bps to 12.2% due mainly to continued import restrictions
    - Combined A/B segments share at 23.4% vs. 21.8% last year
- Stock was at 39 days of supply at quarter-end vs. 40 days last year

	Q2 '15	Q2 '14	Δ
Shipments (k units)	138	203	(32%)
Net revenues (€M)	1,851	2,188	(15%)

- Shipments down 32%
  - Brazil: down 33% due to continued difficult market conditions
  - Argentina: down 28% mainly due to import restrictions
- Net revenues: down 15% (-13% CER) primarily due to lower shipments

Adjusted EBIT Walk  
€M



- Lower volumes impact due to poor trading conditions in Brazil and Argentina, were more than offset by positive pricing actions
- Increased industrial costs primarily due higher input cost inflation and ramp-up of operations at Pernambuco
- SG&A cost increases for the commercial launch of the Jeep Renegade
- Excluding Pernambuco ramp-up costs and Jeep commercial launch, LATAM results would have been at break-even for the quarter
- Adjusted EBIT margin at (4.3%) vs 2.9% in Q2 '14

	Q2 '15	Q2 '14
Sales – incl. JVs (k units)	55	69
Market share		
<i>China</i>	0.9%	1.2%
<i>Australia</i>	3.5%	3.9%
<i>India</i>	0.3%	0.4%
<i>Japan</i>	0.4%	0.4%
<i>South Korea</i>	0.5%	0.5%

**Dodge Journey 2.0L Diesel launched in China in May**



Powered by 2.0L Turbo Diesel Multijet engine, four-wheel drive

Large storage space and rear seat entertainment

**Commercial Performance**

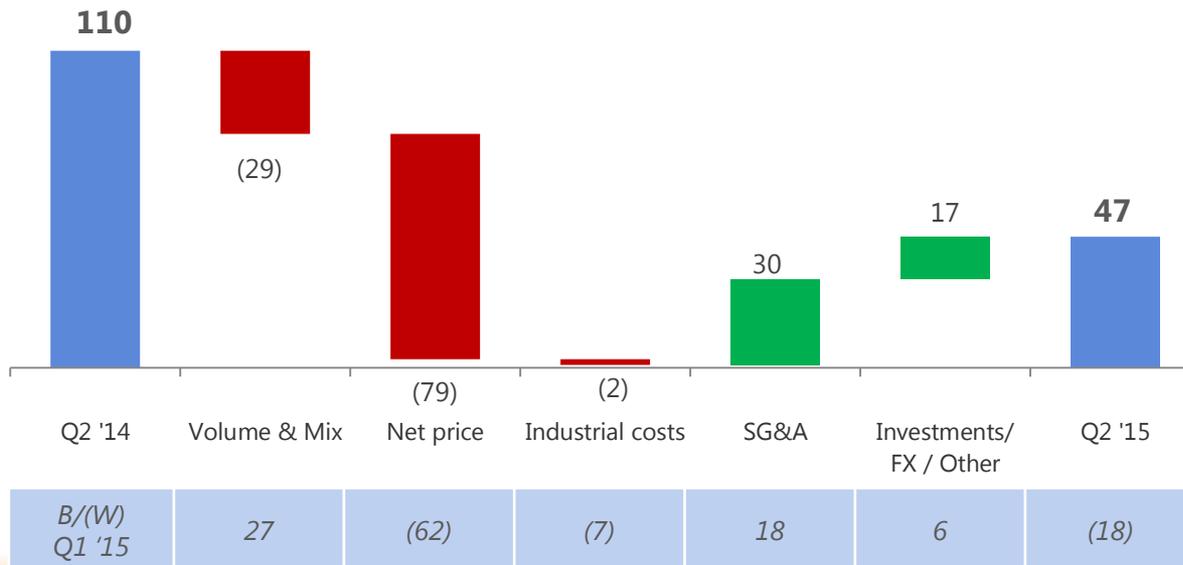
- Industry demand was up 1% in the region with China up 1%, South Korea up 7%, India up 7%, and Australia up 3% offsetting a 7% decline in Japan
- Group sales decreased 20% compared with prior year
  - China -27% mainly due to a shift to local brand demand
  - Australia -9%
  - India (+12%) and Japan (+2%), outperforming the market
  - Jeep down 6%, still representing 55% of regional group sales
- Regional market share declined 20 bps vs last year
  - China -30 bps
  - Australia -40 bps
  - India, Japan and South Korea flat
- Inventories at end of June at 104k vs 109k at end of Q2 '14

*Note: APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea, and India.) India-reports wholesale volume on industry and market share.*

	Q2 '15	Q2 '14	Δ
Shipments (k units)	46	54	(15%)
Net revenues (€M)	1,523	1,522	-

- Shipments down 15%
  - Jeep: -7%
  - Fiat: -36%
  - Dodge: -8%
- Net revenues flat y-o-y (-12% CER due to lower volumes)

Adjusted EBIT Walk  
€M



- Lower volume and mix due to heightened competition especially from local OEMs in China
- Negative net price due to increase in incentive levels in China and unfavorable foreign exchange transaction effects for vehicle sales in Australia
- SG&A improved primarily due to lower marketing spending
- Adjusted EBIT margin at 3.1% vs 7.2% in Q2 '14

	Q2 '15	Q2 '14
<b>Sales (k units)</b>		
Cars	275	246
LCVs	84	72
<b>Market share (EU28+EFTA)</b>		
Cars	6.4%	6.1%
LCVs*	13.0%	13.0%

**Refreshed 500**



*Refreshed exterior and interior design while unmistakably 500*

**Ducato**



*Ducato recorded its best first half sales and share ever, at 72k units and 23.3% respectively*

**Commercial Performance**

**Passenger Cars**

- EU28+EFTA (EU) industry up 8% y-o-y to 3.8M units
  - Growth in all countries: Italy +17%, Spain +14%, UK +7%, France +5% and Germany +4%
- Sales up 12% to 275k units
  - 242k sales in EU up 13.5%
  - EU share up 30 bps driven by strong performance in Italy (+70 bps), Spain and France (+30 bps each); stable share in Germany while down by 20 bps in UK
  - Continued leadership in the A and L0 segments
  - Fiat 500X became the leader in I0 segment in Italy (with a 17.5% market share)

**LCVs**

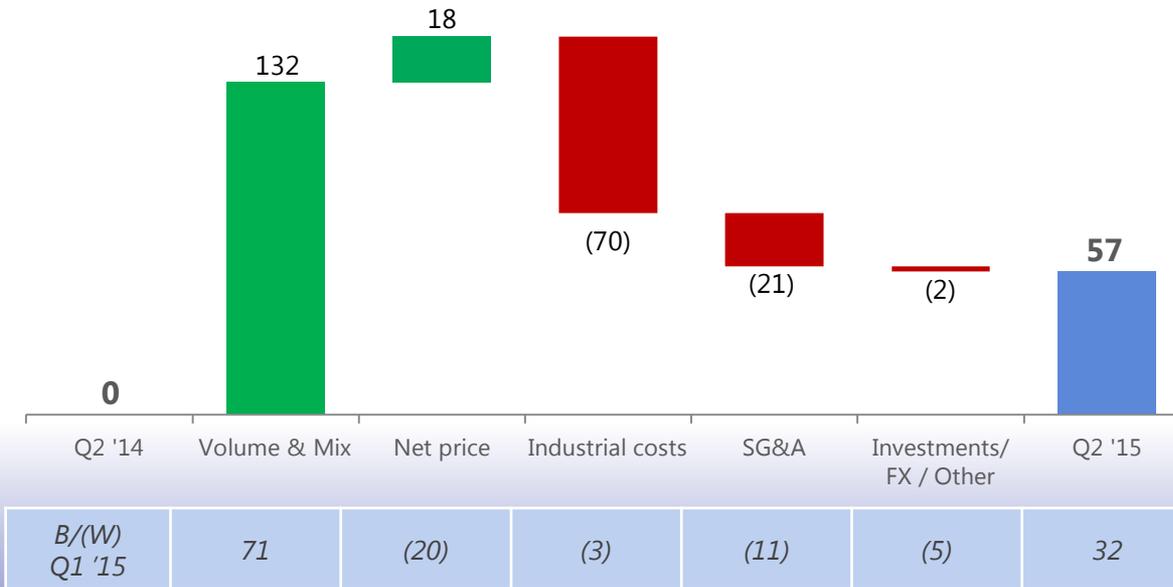
- EU industry up 11% y-o-y to 503k units
  - Growth driven by Spain (+29%), UK (+18%), Italy (+7%), Germany (+5%) and France (+2%)
- Sales up 16% to 84k units
  - Group share flat at 13.0% in EU with growth in Italy (+60 bps), Spain (+60 bps) and France (+80 bps) compensating for share loss in Germany (-60 bps)
  - Ducato confirmed its segment leadership with 10% sales growth over Q2 '14 (despite 60 bps market share decline)

\* Due to unavailability of market data for Italy, the figures reported are an extrapolation and discrepancies with actual data could exist

	Q2 '15	Q2 '14	Δ
Shipments (k units)	322	286	13%
Net revenues (€M)	5,470	4,610	19%

- Shipments up 13%
  - Passenger Cars at 258k up 13%
  - LCVs at 64k up 12%
- Net revenues up 19% (+16% CER) on the back of volume increase and favorable mix

*Adjusted EBIT Walk*  
€M



- Volume increase and favorable mix driven by the all-new Fiat 500X and Jeep Renegade
- Improved net price mainly driven by pricing actions in non-EU markets
- Industrial costs reflect higher costs for US imported vehicles due to weaker Euro, partially offset by cost efficiencies
- SG&A increase driven by Fiat and Jeep brand advertising to support launches
- Adjusted EBIT margin at 1.0% vs break even in Q2 '14



	Q2 '15	Q2 '14	Δ
Shipments	2,059	1,936	6%
Net revenues (€M)	766	729	5%
Adjusted EBIT (€M)	124	105	18%

### Financial Performance

- Net revenues up 5% driven by higher volumes and a favorable product mix partially off-set by lower engine sales to Maserati
- Adjusted EBIT up 18% to €124M
  - Volume increase, improved product mix and favorable foreign currency transaction effects
  - Adjusted EBIT margin at 16.2% vs 14.4% in Q2 '14

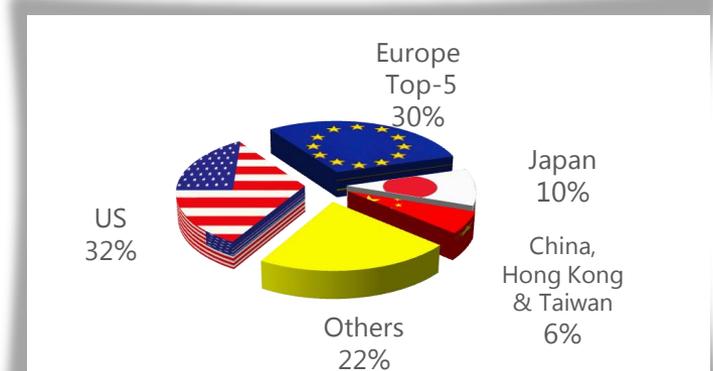
### Commercial Performance

- Shipments up 6% with 8-cyl models up 15% more than compensating 12-cyl models down 16%
  - US up 16%
  - APAC volumes up 26%
  - Volume down 8% in the 5 major European markets



**Deliveries of the new FXX K supercar began in Q2**

Q2 '15 Shipments By Market



### Ferrari IPO Process Initiated

- NYSE listing of 10% of Ferrari shares is expected in Q4 '15
- The distribution of FCA's remaining shares is expected to occur in January '16





	Q2 '15	Q2 '14	Δ
Shipments	8,281	9,491	(13%)
Net revenues (€M)	610	738	(17%)
Adjusted EBIT (€M)	43	61	(30%)

### Commercial Performance

- Shipments down 13% mainly due to lower shipments of Quattroporte
  - North America: -5%; #1 market for the brand
  - Greater China: -35%
  - Europe: +10%

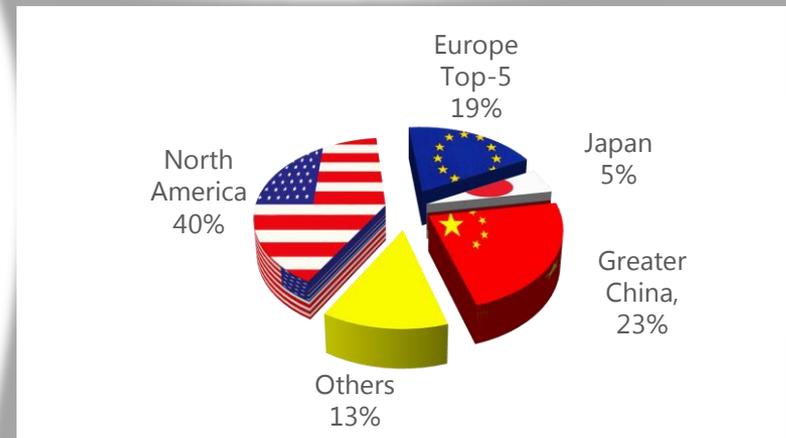


**Gran Turismo**

### Financial Performance

- Net revenues were down 17% (-29% CER) primarily due to decreased volumes resulting from weaker demand in China and unfavorable product mix
- Adjusted EBIT decreased to €43M primarily due to lower volumes, unfavorable mix and net pricing, partially offset by a reduction in selling, general and administrative costs
  - Adjusted EBIT margin at 7.0% vs 8.3% in Q2 '14

### Q2 '15 Shipments By Market






	Net revenues	Adjusted EBIT
Q2 '15	1,868	76
Q2 '14	1,592	55

(€M)

- Net revenues up 17% reflecting positive performance in the lighting and electronic systems businesses
- Adjusted EBIT increased by 38% to €76M
  - Growth was primarily related to higher volumes in addition to cost containment actions and efficiencies, partially offset by start-up costs related to the Pernambuco plant
  - Adjusted EBIT margin was 4.1% vs 3.5% last year
- Order intake was at €611M with captive at €272M and €339M for non-captive



	Net revenues	Adjusted EBIT
Q2 '15	532	20
Q2 '14	336	11

(€M)

- Net revenues up 58% primarily due to body assembly and robotics businesses
- Adjusted EBIT increased by €9M due to volumes and mix
- Order intake totaled €302M, -29% y-o-y
- Order backlog totaled €1.4B, -5% y-o-y



	Net revenues	Adjusted EBIT
Q2 '15	172	0
Q2 '14	166	(1)

(€M)

- Net revenues up 4%
  - Growth is primarily attributable to an 18% increase in aluminum business volumes, offset by a 7% decrease in cast iron business volumes
- Adjusted EBIT was break-even, compared with loss of €1M in Q2 '14 due to increased volumes from the aluminum business and favorable foreign exchange rate effects

Note: graphs not to scale

## REBIRTH OF THE LEGENDARY ALFA ROMEO BRAND



***Giulia, the all-new model of Alfa Romeo, was unveiled to the international press at the newly renovated Alfa Romeo Historic Museum ("La Macchina del Tempo") on June 24<sup>th</sup>, the 105th anniversary date of the founding of Alfa Romeo***

*Its distinctive styling expresses three quintessential features of Italian design: sense of proportions, simplicity and high quality surface finish*

***Production to begin in Q4 '15***

- State-of-the-art, innovative engines including a 510hp V-6 inspired by Ferrari technologies which will be introduced on the Quadrifoglio version
- Perfect weight distribution (50/50 across the two axles)
- Excellent power-to-weight ratio
- Rear and all-wheel drive versions

### RENEWED LOGO UNVEILED



### Labor agreement in Italy

- On July 7, FCA renewed the company-specific collective labor agreement with the trade unions
- New contract applies to over 67,000 employees in Italy
- This 4-year labor agreement includes an innovative performance-based compensation scheme linked to the achievement of certain efficiency and profitability targets
- The agreement was first introduced at FCA's Automobiles sector in April (Ferrari excluded) and is now extended to all FCA companies in Italy



### Jeep increasing its presence in India

- On July 1, FCA announced a \$280M investment in its manufacturing joint venture, Fiat India Automobiles Private Limited, with Tata Motors Limited
- The investment in the manufacturing facility in Ranjangaon (India), will support the production of a new Jeep vehicle
- Production to start in Q2 '17



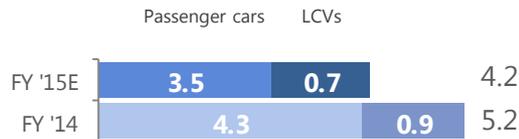
## NAFTA



- Estimate for US reflects slight increase to 17.3M vehicles (vs 17.1M in Q1 '15)
- Canada industry remained unchanged from Q1 '15 at 1.9M vehicles



## LATAM



- LATAM industry reduced to ~4.2M from 4.4M in Q1 '15 due to continued poor trading conditions
- Brazil industry reduced to 2.6M vehicles from 2.8M in Q1 '15
- Argentina industry remained unchanged from Q1 '15 at 0.6M vehicles



## APAC



- APAC industry remained unchanged from Q1 '15
- China industry reduced to 18.7M from 18.9M in Q1 '15
- Industry slightly higher in India, Australia and South Korea

Note: FY '15 and '14 industry amounts have been restated as the basis for the China industry is now retail registrations as opposed to wholesale volumes APAC reflects aggregate for key markets where Group competes (China, India, Australia, Japan, South Korea)



## EMEA EU28+EFTA



- Industry now expected up 7% y-o-y to 15.7M (vs. 15.4M in Q1 '15) reflecting a slight increase in passenger cars
- Italian market expected to grow 10% y-o-y, outperforming EU average
- LCVs outlook unchanged



World-wide shipments	~4.8M units <i>(from 4.8 - 5.0M units)</i>
Net revenues	Over €110B <i>(from ~€108B)</i>
Adjusted EBIT	Equal to or in excess of €4.5B <i>(from €4.1 - 4.5B)</i>
Adjusted net profit	€1.0 - 1.2B    Adjusted basic EPS* €0.64 - €0.77 <i>(unchanged)</i>
Net industrial debt	€7.5 - 8.0B <i>(unchanged)</i>

\* Adjusted basic EPS calculated including the mandatory convertible securities conversion at minimum number of shares at 222 million

Note: Figures do not include any impacts from the previously announced capital transactions regarding Ferrari

# FCA

FIAT CHRYSLER AUTOMOBILES



## APPENDIX

FCA monitors its operations through the use of various supplemental financial measures that may not be comparable to other similarly titled measures of other companies. Accordingly, investors and analysts should exercise appropriate caution in comparing these supplemental financial measures to similarly titled financial measures reported by other companies. Group management believes these supplemental financial measures provide comparable measures of its financial performance which then facilitate management's ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions.

FCA's supplemental financial measures are defined as follows:

- Adjusted Earnings Before Interest and Taxes ("Adjusted EBIT") is computed starting from EBIT and then adjusting to exclude gains and losses on the disposals of investments, restructuring, impairments, asset write-offs and other unusual items that are considered rare or discrete events that are infrequent in nature. These same items, on a tax effected basis, are factored into the calculation of Adjusted net profit and Adjusted basic EPS
- Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") is computed starting with EBIT and then adding back depreciation and amortization expense
- Net Industrial Debt is computed as debt plus other financial liabilities related to Industrial Activities less (i) cash and cash equivalents, (ii) current securities, (iii) current financial receivables from Group or jointly controlled financial services entities and (iv) other financial assets. Therefore, debt, cash and other financial assets/liabilities pertaining to Financial Services entities are excluded from the computation of Net Industrial Debt

# Key performance metrics

€M

	Q2 '15	Q2 '14
World-wide shipments (units '000)	1,193	1,181
Net revenues	29,228	23,328
<b>EBIT</b>	<b>1,348</b>	<b>961</b>
Adjustments	(177)	(7)
<b>Adjusted EBIT</b>	<b>1,525</b>	<b>968</b>
<i>Of which: Investment income, net</i>	45	36
Financial charges, net	(627)	(506)
<b>Profit before taxes</b>	<b>721</b>	<b>455</b>
Tax expense	(388)	(258)
<b>Net profit</b>	<b>333</b>	<b>197</b>
<b>Adjusted net profit</b>	<b>450</b>	<b>204</b>
<i>EBITDA</i>	<i>2,773</i>	<i>2,152</i>

# Reconciliation of EBIT to Adjusted EBIT and Net profit to Adjusted net profit

€M

	Q2 '15	Q2 '14
<b>EBIT</b>	<b>1,348</b>	<b>961</b>
Venezuela charge/(gain) resulting from change in exchange rate	80	(2)
NHTSA consent order	81	-
Restructuring costs/(reversal)	8	(2)
Impairment expenses	4	11
Other	4	-
<b>Total adjustments</b>	<b>177</b>	<b>7</b>
<b>Adjusted EBIT</b>	<b>1,525</b>	<b>968</b>
<b>Net profit</b>	<b>333</b>	<b>197</b>
Adjustments (as above)	177	7
Tax impact on adjustments	(60)	-
<b>Total adjustments, net of taxes</b>	<b>117</b>	<b>7</b>
<b>Adjusted net profit</b>	<b>450</b>	<b>204</b>

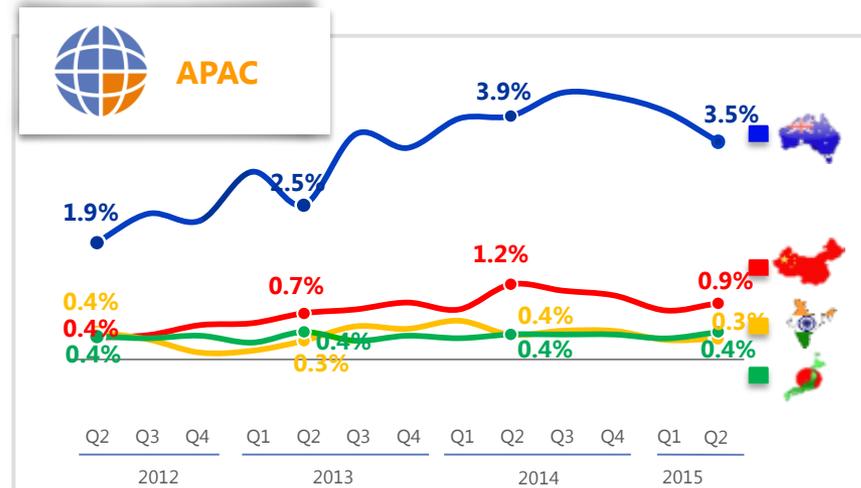
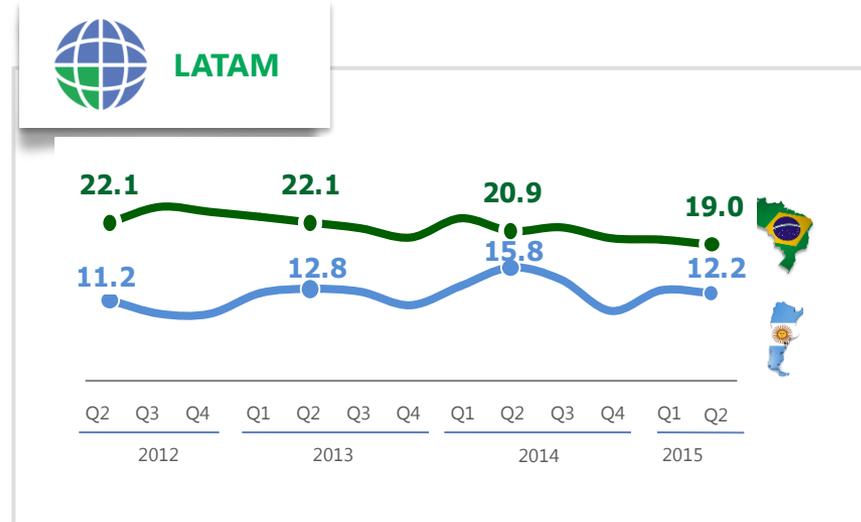
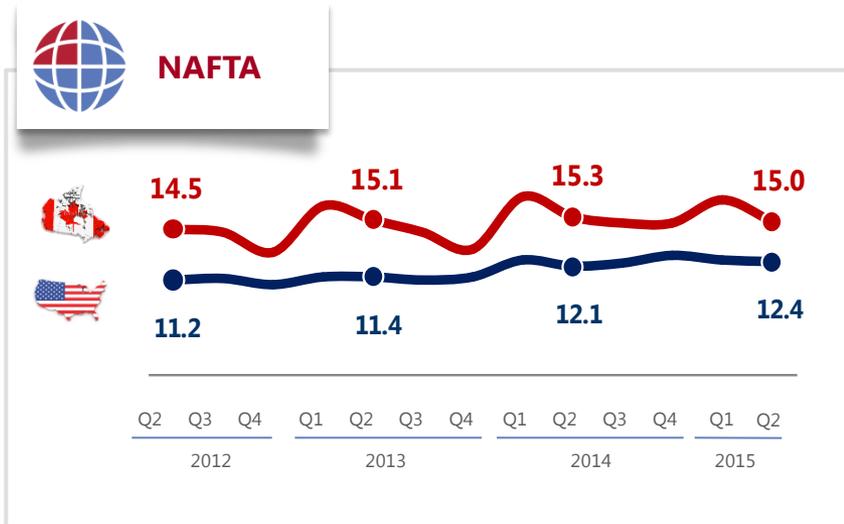
# Mass-market brands

## Market share by key market



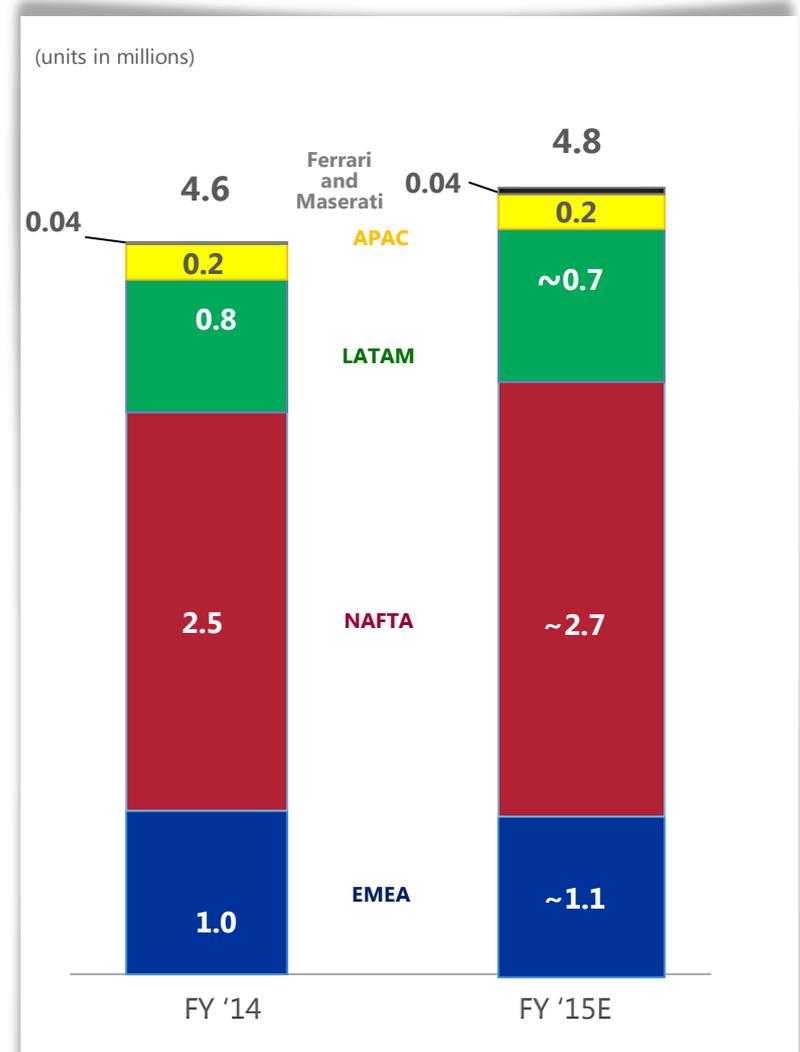
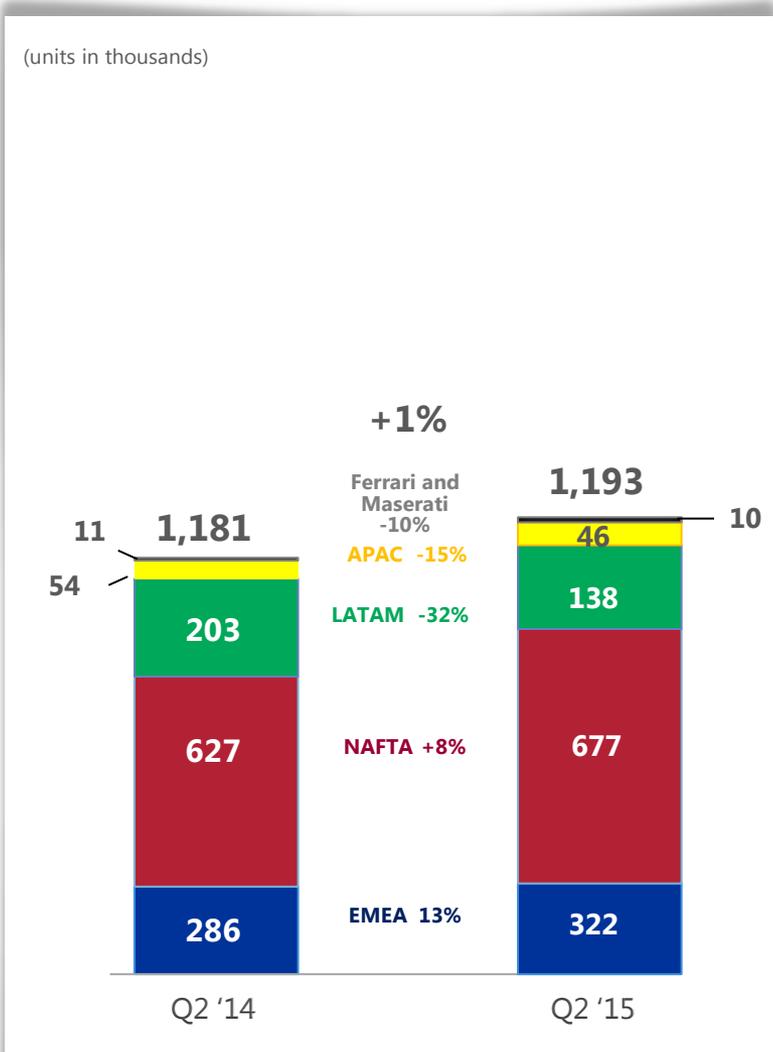
FIAT CHRYSLER AUTOMOBILES

Quarterly Market Share (%)



1. Reflects aggregate for key markets where Group is competing (China, Australia, India-reports wholesale volume on industry, Japan, South Korea)

# Group shipments outlook (excl. JVs)



Note: Numbers may not add due to rounding; Graphs not to scale

# Debt maturity schedule

€B

Outstanding June 30 '15	FCA Group	6M 2015	2016	2017	2018	2019	Beyond
12.8	Bank Debt	2.2	2.5	4.0	2.5	0.5	1.1
17.1	Capital Market	0.9	2.7	2.3	1.9	1.5	7.8
2.0	Other Debt	0.5	0.2	0.3	0.1	0.2	0.6
<b>31.8</b>	<b>Total Cash Maturities</b>	<b>3.6</b>	<b>5.4</b>	<b>6.6</b>	<b>4.5</b>	<b>2.2</b>	<b>9.5</b>
<b>21.3</b>	<b>Cash &amp; Mktable Securities</b>						
4.0	Undrawn committed credit lines						
<b>25.4</b>	<b>Total Available Liquidity</b>						
5.3	Sale of Receivables (IFRS de-recognition compliant)						
3.0	<i>of which receivables sold to financial services JVs (FCA Bank)</i>						

Note: Numbers may not add due to rounding; total cash maturities excluding accruals

## Group Investor Relations Team

**Joe Veltri** ☎ +1-248-576-9257 Vice President

**Erin Banyas** ☎ +1-248-512-3224

**Francesca Ferragina** ☎ +39-011-006-2308

**Tim Krause** ☎ +1-248-512-2923

**Alois Monger** ☎ +1-248-512-1549

**Paolo Mosole** ☎ +39-011-006-1064

fax: +39-011-006-3796

email: [investor.relations@fcagroup.com](mailto:investor.relations@fcagroup.com)

websites: [www.fcagroup.com](http://www.fcagroup.com)  
[www.fcausllc.com](http://www.fcausllc.com)