FIAT CHRYSLER AUTOMOBILES

Q3 2015 Results

October 28, 2015

Safe Harbor Statement

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FIAT CHRYSLER AUTOMOBILES

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 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.

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FIAT CHRYSLER AUTOMOBILES

- Group overview
- Mass-market brands by region
- Ferrari and Maserati brands
- Components
- Product & event information
- Industry outlook & guidance

Q3 '15 executive summary

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WORLDWIDE SHIPMENTS WERE 1.1M UNITS

- Jeep strong global performance continued with worldwide shipments up 27% in the quarter and up 22% year to date

FINANCIAL RESULTS HIGHLIGHTS

- Net revenues at €27.5B
- Adjusted EBIT* at €1.3B (EBIT at €0.4B)
- NAFTA Adjusted EBIT margin at 6.7%
- Adjusted net profit* of €303M
- Net loss of €299M driven by €943M of unusual items (€602M after-tax) of which €761M due to recall campaign related costs in NAFTA and €142M incremental incentives and inventory write-downs related to vehicles damaged in Tianjin (China) port explosion (expected to be recovered through insurance)
- Net industrial debt at €7.8B with total available liquidity at €24.9B

NEW MODELS

- Fiat Toro mid-size pickup truck presented in Brazil (to be produced at Pernambuco)
- Jeep Renegade introduced in Japan and South Korea

ON JULY 30, S&P'S RAISED THE OUTLOOK ON THE GROUP TO POSITIVE FROM STABLE AND THE SHORT-TERM RATING WAS CONFIRMED AT "B"

FCA NAMED TO THE DOW JONES SUSTAINABILITY INDEX WORLD

ON OCTOBER 20, PRICED THE IPO OF 10% OF FERRARI WHICH RESULTED IN NET PROCEEDS OF €0.9B

- On schedule to complete the spin-off of the remaining 80% in January 2016

ON OCTOBER 22, NEW UAW LABOR AGREEMENT SIGNED IN U.S.

- 4-year agreement with wage increases for all eligible U.S. hourly and salary represented employees

2015 GUIDANCE CONFIRMED **

- Worldwide shipments of ~4.8M units
- Net revenues over €110B
- Adjusted EBIT equal to or in excess of €4.5B
- Adjusted net profit of ~€1.2B
- Net industrial debt of €6.6 – 7.1B (adjusted from €7.5 – 8.0B to reflect transactions completed in connection with the Ferrari IPO)

* *Refer to the Appendix for definitions of supplemental financial measures*
** *Figures do not reflect impact of the previously announced spin-off of Ferrari planned for January 2016*

Q3 '15 highlights

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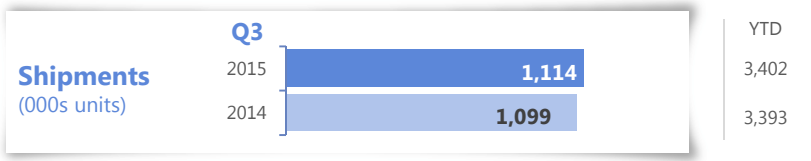
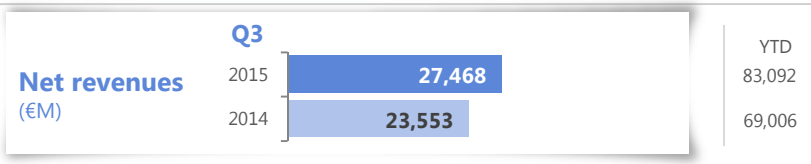


Shipments up 1%

- NAFTA: 685k (+12%)
- LATAM: 140k (-31%)
- APAC: 30k (-45%)
- EMEA: 250k (+15%)
- Ferrari: 1,949 (+21%)
- Maserati: 6,916 (-22%)



Adjusted net profit includes €620M of net financial expense

Net loss of €299M (vs €188M net profit for Q3 '14)

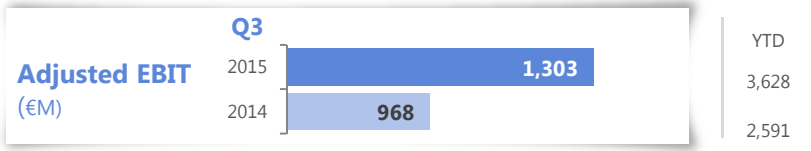
- includes €943M unusual items (€602M after-tax) of which €761M due to recall campaign reserve adjustment in NAFTA and €142M negative impact related to Tianjin port explosion (expected to be recovered through insurance)

Net revenues up 17% (+6% at constant exchange rates - CER)

- NAFTA: €17,704M +35% (+15% CER)
- LATAM: €1,515M -30% (-15%)
- APAC: €842M -47% (-49%)
- EMEA: €4,611M +13% (+11%)
- Ferrari: €723M +9% (+3%)
- Maserati: €516M -21% (-28%)
- Components: €2,348M +13% (+13%)

Net industrial debt decreased by €0.2B reflecting:

- capital expenditures of €2.2B
- positive cash flows from operating activities of €1.4B
- €1B positive FX impact mainly related to the devaluation of the Brazilian Real



Adjusted EBIT up 35% (4.7% margin vs 4.1% in Q3 '14)

- NAFTA: €1,186M 6.7% margin
- LATAM: €28M 1.8%
- APAC: €(83)M (9.9)%
- EMEA: €20M 0.4%
- Ferrari: €140M 19.4%
- Maserati: €12M 2.3%
- Components: €98M 4.2%

EBIT at €360M (vs €926M in Q3 '14)

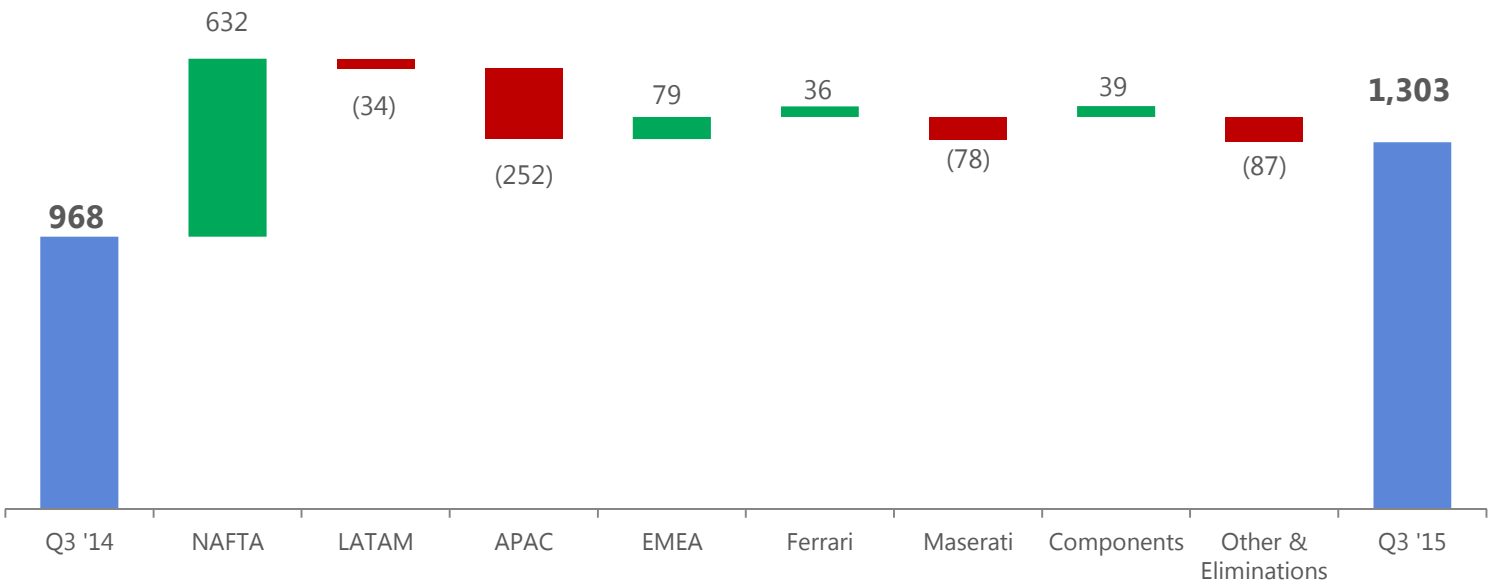
Total available liquidity was down €0.5B from June '15 reflecting:

- €0.7B of operating cash absorption
- €0.3B negative FX translation effects
- €0.5B positive net impact related to financing activities

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

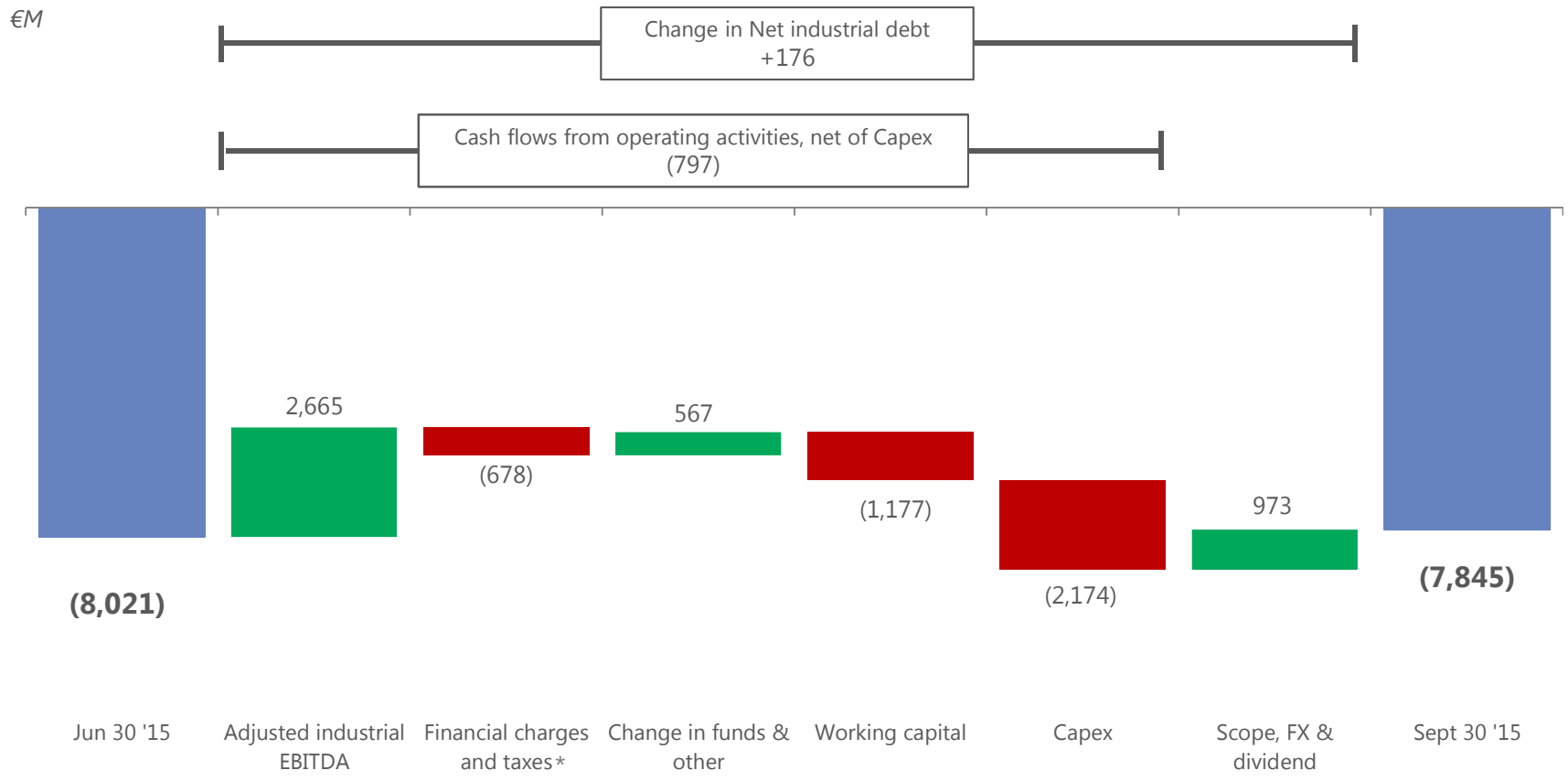
Q3 '15 Adjusted EBIT walk

€M



B/(W) than Q2 '15	*(141)*	*107*	*(130)*	*(37)*	*16*	*(31)*	*2*	*(8)*	*(222)*

Q3 '15 Net industrial debt walk



** Net of IAS 19*

NAFTA
Commercial highlights

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	Q3 '15	Q3 '14
Sales (k units)	674	632
Market share	12.3%	12.2%
U.S.	*12.4%*	*12.3%*
Canada	*14.9%*	*14.9%*

2015 Texas Auto Writers Association Awards

Texas is the largest truck and SUV market in the U.S.

Jeep Grand Cherokee

Mid-size SUV of Texas for the 6th consecutive year

Jeep Cherokee

Compact SUV of Texas for the 3rd consecutive year

Jeep Renegade

Compact Crossover Utility Vehicle of Texas

Ram 1500 / 2500 Heavy Duty

Ram 1500 reclaims Full-size Pickup Truck of Texas; Ram 2500 named the Heavy Duty Pickup Truck of Texas for the 3rd consecutive year

Commercial Performance

- Industry sales continue to strengthen with U.S. and Canada up 6% and 2%, respectively
- Group sales up 7%
- **U.S.**
  - Sales up 7% to 573k vehicles vs 536k last year
    - Jeep brand up 26% to 231k vehicles, the brand's best quarterly performance ever; Jeep has set a sales record every month since November 2013
    - Ram brand increased 4% to 128k vehicles
    - Chrysler and Dodge brands down 4% and 9%, respectively
    - September was the 66th consecutive month of y-o-y sales gains
  - Total market share was 12.4% (up 10 bps); fleet mix at 18%, flat versus prior year
  - Dealer inventory at 76 days supply vs 71 at the end of Q3 '14
- **Canada**
  - Vehicle sales up 1% to 79k vehicles with September being the 70th consecutive month of y-o-y sales gains
    - Ram brand up 10%
    - Jeep brand up 8%
    - Chrysler and Dodge brands down 11% and 8%, respectively
  - Q3 market share at 14.9%, flat y-o-y. Market leader for YTD '15

NAFTA
Financial highlights

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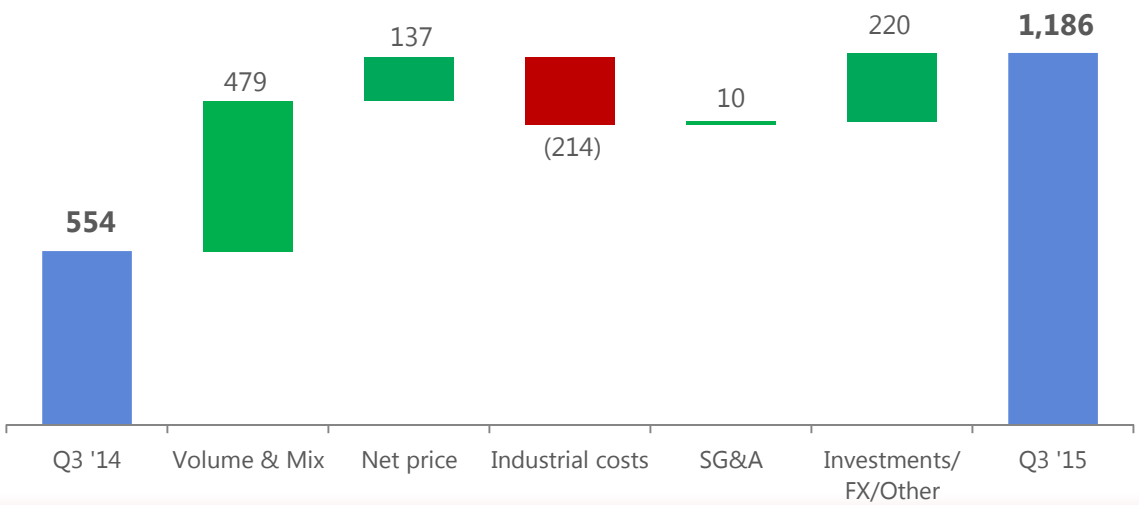
	Q3 '15	Q3 '14	Δ
Shipments (k units)	685	613	12%
Net revenues (€M)	17,704	13,134	35%

- Shipments +12% y-o-y
  - U.S.: +60k (+11%)
  - Canada: +6k (+9%)
  - Mexico: +6k (+33%)
- Net revenues +35% y-o-y (+15% CER) on higher shipments and favorable FX translation

Adjusted EBIT Walk
€M



B/(W) Q2 '15	*154*	*(41)*	*(280)*	*33*	*(7)*	*(141)*

- Volume improvement mainly driven by Jeep brand products, including the all-new Renegade
- Net price increase due to positive pricing actions and dealer discount reduction
- Industrial costs reflects increases in recall accrual rates and product costs for vehicle content enhancements, partially offset by purchasing efficiencies
- Other mainly reflects FX translation
- Adjusted EBIT margin at 6.7% vs 4.2% in Q3 '14

NAFTA Recall Campaign Related Costs

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- The significant increase in recall campaigns in the U.S. and Canada has continued in 2015 and additional factors have arisen in Q3:
  - A more proactive approach to handling safety investigations by NHTSA after an audit by the U.S. Department of Transportation criticized handling of major safety investigations.
  - NHTSA calls on the industry to apply best practices and use proactive data mining and analytical models to identify safety issues and to initiate campaigns sooner as evidenced by the NHTSA Consent Order with FCA US.
  - Enhanced investigation and recall activity as FCA US implements the Consent Order, which will be overseen by an independent monitor appointed by NHTSA.
- FCA believes that the changes in the automotive regulatory environment will result in the heightened frequency and cost of recalls in the U.S. and Canada continuing for the foreseeable future and therefore reviewed its process for assessing campaign reserve adequacy.
- FCA has re-assessed its process and concluded that while the campaign adequacy model is sound, a change in the estimate was warranted in order to give greater weight to the more recent trends in recall campaign activity, resulting in an adjustment of the accrual rates.
- As a result, in Q3 '15, FCA recognized a campaign accrual adjustment of €761M for the U.S. and Canada related to the change in estimate of future recall campaigns costs for vehicles sold in prior periods, which has been excluded in determining Adjusted EBIT. Q3 '15 Adjusted EBIT does include the effect of increased recall accrual rates for vehicles sold during the period, which amounted to ~€65M.
- This environment of increased costs for the industry will likely trigger pricing actions to maintain profitability.

LATAM
Commercial highlights

FCA
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	Q3 '15	Q3 '14
Sales (k units)	149	209
Market share	14.3%	16.1%
Brazil	*19.8%*	*21.4%*
Argentina	*11.6%*	*14.1%*

All-new Fiat Toro

New entry mid-size pickup, with design and capability of larger trucks and drivability of SUV
Production to start at Pernambuco plant in Q4 '15

Commercial Performance

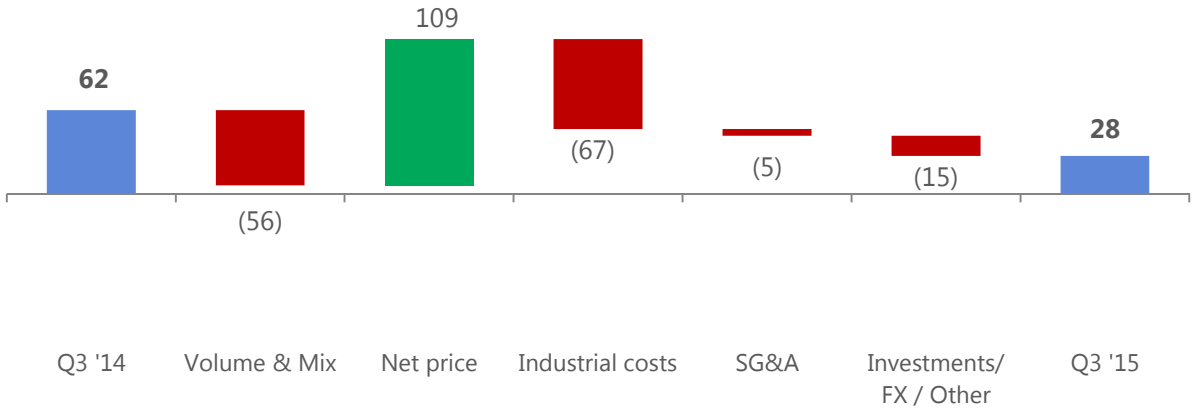
- Industry down 19% due to continued macroeconomic weakness, particularly in Brazil
  - Brazil down 25% reflecting weakness in overall economy
  - Argentina up 4% driven by advanced purchases due to political uncertainties ahead of elections
- Group sales down 28%
- Market share at 14.3%, down 180 bps
  - Brazil market share down 160bps due to strong competitive pressure
    - Market leader position increased with a 500 bps lead over nearest competitor - an increase of 140 bps from Q2 '15
    - Mantained A/B segment leadership with share at 21.2%
    - Fiat Strada and Fiorino confirmed their leadership with segment share at 55.1% and 71.6%, respectively
    - All-new Jeep Renegade continues its growth trend with 25.2% segment share vs 13.2% in Q2'15
    - Argentina market share at 11.6%, down 250 bps due to continued import restrictions
- Stock levels at 39 days of supply at quarter end vs 36 days last year

LATAM
Financial highlights

	Q3 '15	Q3 '14	Δ
Shipments (k units)	140	202	(31%)
Net revenues (€M)	1,515	2,162	(30%)

- Shipments down 31%
  - Brazil: down 35% due to continued difficult market conditions
  - Argentina: down 9% mainly due to import restrictions
- Net revenues: down 30% (-15% CER) primarily due to lower volume

Adjusted EBIT Walk
€M



B/(W) Q2 '15	*26*	*3*	*64*	*8*	*6*	*107*

- Negative volume impact due to poor trading conditions in Brazil and Argentina, partially offset by favorable product mix driven by the Jeep Renegade
- Positive pricing actions substantially offset negative volume and cost inflation impacts
- Industrial costs up due to higher input cost inflation and Pernambuco start-up costs
- Adjusted EBIT margin at 1.8% vs 2.9% for Q3 '14

APAC
Commercial highlights

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	Q3 '15	Q3 '14
Sales – incl. JVs (k units)	48	62
Market share		
China	*0.8%*	*1.0%*
Australia	*2.8%*	*4.3%*
India	*0.3%*	*0.5%*
Japan	*0.4%*	*0.4%*
South Korea	*0.4%*	*0.5%*

All-new Jeep Renegade

Launched in Japan and South Korea in September '15
Imported from Melfi (Italy) plant

Commercial Performance

- Industry demand up 3% in the region with China up 4%, India up 7%, South Korea up 12%, Australia up 4% offsetting a 7% decline in Japan
- Group sales decreased 23% compared with prior year
  - China down 26% due to strong competitive pressures from local producers, interruption of supply due to Tianjin port issue; Group import vehicles out-performing declining import market
  - Australia down 32% due to pricing increases required to offset the AUD weakness
  - Japan up 4% outperforming the market
  - Jeep still represents more than 50% of Group sales in the region
- Regional market share declined 21 bps vs last year
  - China -23 bps, Australia -150 bps, India and South Korea slightly down (-15 bps and -2 bps, respectively). Japan +4 bps.
- Inventories at the end of September at 99k vs 115k at end of Q3 '14
  - 22k units of China inventories are still blocked at Tianjin port as a consequence of the explosion at the port on August 12th

Note: Group sales reflect retail deliveries. APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea, and India). Market share is based on retail registrations except in India where market share is based on wholesales.

APAC
Financial highlights

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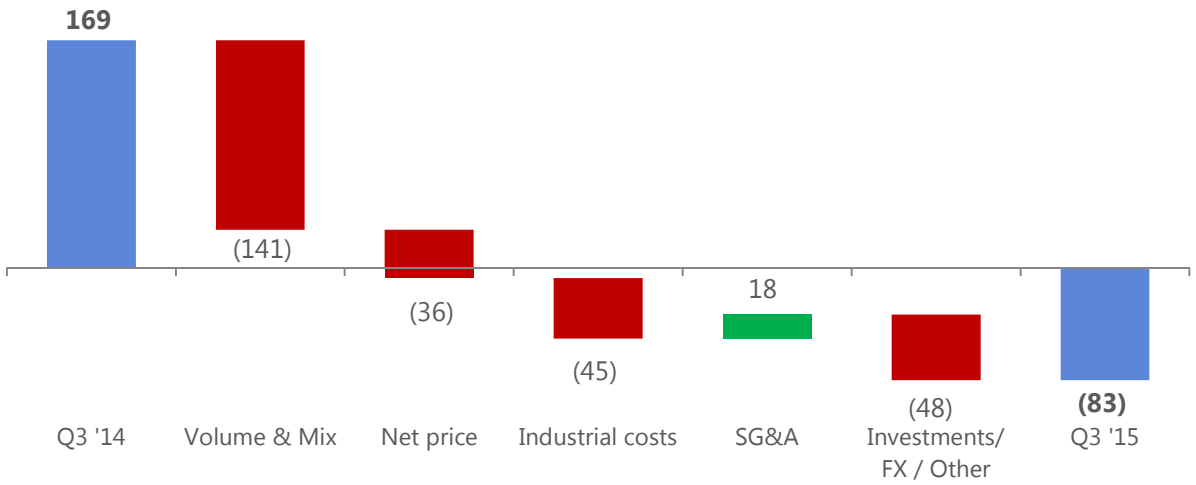
	Q3 '15	Q3 '14	Δ
Shipments (k units)	30	55	(45%)
Net revenues (€M)	842	1,578	(47%)

- Shipments down 45% (half of the shortfall is from the blockage of shipments from the Tianjin port)
  - Jeep: -47%
  - Dodge: -58%
  - Fiat: -40%
- Net revenues declined 47% (-49% CER) due to lower volumes

Adjusted EBIT Walk
€M



B/(W) Q2 '15	*(97)*	*1*	*(1)*	*(1)*	*(32)*	*(130)*

- Volume declines driven by impacts of Tianjin (China) port explosion, strong competition from local producers in China, and reduced shipments in Australia due to pricing actions
- Negative net price principally due to higher incentives in China
- SG&A improved primarily due to lower marketing spending
- Other primarily due to FX impact
- Adjusted EBIT margin at (9.9%) vs 10.7% in Q3 '14

EMEA
Commercial highlights

	Q3 '15	Q3 '14
Sales (k units)		
Cars	222	199
LCVs	64	60
Market share (EU28+EFTA)		
Cars	*5.7%*	*5.5%*
*LCVs**	*10.7%*	*10.9%*

Fiat Professional
"Van Fleet Manufacturer of the Year"

Second consecutive award received at the prestigious annual "Commercial Fleet Awards" ceremony

Also awarded:

"Green Fleet Manufacturer of the Year"

Fiorino "City Van of the Year" (for the 4th year running)

Doblò Cargo awarded "Small Van of the Year"

Commercial Performance

Passenger Cars

- EU28+EFTA (EU) industry up 10% y-o-y to 3.4M units
  - Growth in all major countries: Italy +15%, Spain +23%, UK +7%, France +7% and Germany +6%
- Sales up 12% to 222k units
  - 193k sales in EU up 16%
  - EU share up 20 bps driven by growth in Italy (+90 bps), France (+40 bps), Germany (+10bps) with Spain and UK flat
  - Continued leadership in the A and L0 segments
  - Fiat 500X confirmed its leadership in I0 segment in Italy with market share at 19.6%

LCVs

- EU industry up 10% y-o-y to 446k units
  - Growth driven by Spain (+40%), UK (+14%), Italy (+8%), and France (+2%) offsetting decline in Germany (-2%)
- Sales up 6% to 64k units
  - Group share at 10.7% in EU (-20 bps y-o-y) with growth in Italy (+100 bps) and Germany (+130 bps), compensating for declines in Spain (-140 bps), UK (-130 bps as Q3 '14 benefited from exceptional sales) and France (-40 bps)
  - Ducato confirmed its segment leadership with 12% sales growth over Q3 '14 (despite 20 bps market share decline)

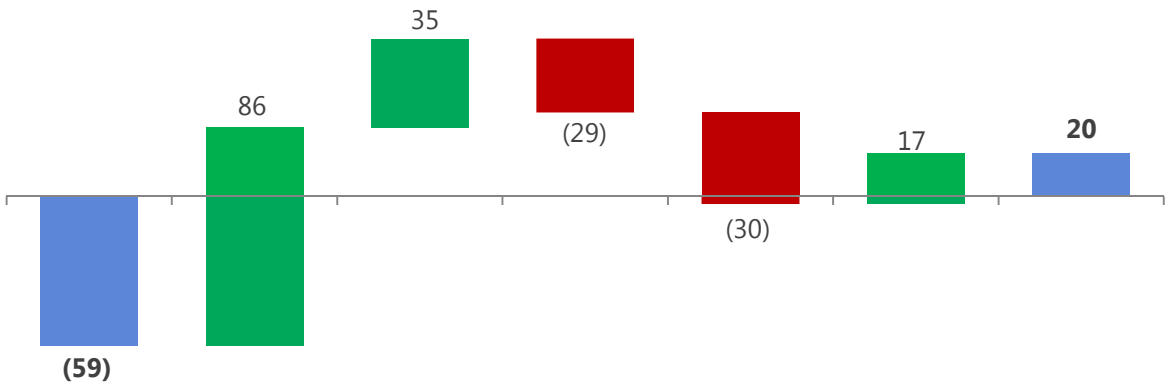
** Due to unavailability of market data for Italy, the figures reported are an extrapolation and discrepancies with actual data could exist*

EMEA
Financial highlights

	Q3 '15	Q3 '14	Δ
Shipments (k units)	250	218	15%
Net revenues (€M)	4,611	4,080	13%

- Shipments up 15%
  - Passenger cars at 197k up 16%
  - LCVs at 53k up 10%
- Net revenues up 13% (+11% CER) on the back of volume increase

Adjusted EBIT Walk
€M



B/(W) Q2 '15	*(61)*	*(1)*	*15*	*28*	*(18)*	*(37)*

- Volume increase and favorable mix driven by Jeep Renegade and Fiat 500X
- Improved net price mainly driven by FX and pricing actions in non-EU markets
- Industrial costs reflect higher costs for U.S. imported vehicles due to stronger USD, partially offset by cost efficiencies
- SG&A increase driven by Fiat 500X and Jeep Renegade advertising
- Fourth consecutive quarter of positive Adjusted EBIT
- Adjusted EBIT margin at 0.4% vs (1.4)% in Q3 '14

Luxury brands
Ferrari

	Q3 '15	Q3 '14	Δ
Shipments	1,949	1,612	21%
Net revenues (€M)	723	662	9%
Adjusted EBIT (€M)	140	104	35%

Financial Performance

- Net revenues were up 9% (+3% at CER) on the back of higher volumes
- Adjusted EBIT up 35%, mainly driven by increased volumes, improved mix and favorable FX transaction impact
  - Adjusted EBIT margin at 19.4% vs 15.7% in Q3 '14

Commercial Performance

- Shipments up 21% with 8-cyl models up 33% more than compensating 12-cyl models down 17%
  - U.S. up 38%
  - APAC volumes up 16%
  - Volume up 29% in the 5 major European markets

VICTORIES IN HUNGARY AND SINGAPORE FOR SCUDERIA FERRARI TEAM

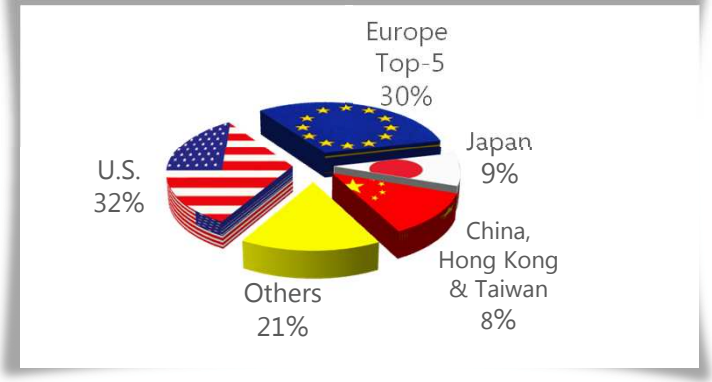
488 Spider

Acceleration:
0 to 100 km/h in 3 seconds flat
0 to 200 km/h in 8.7 seconds

The engine cover features longitudinal ribs which generate a three-dimensional, dynamic effect and are flanked outboard by sculpted mesh grilles

Unveiled at the Frankfurt Motor Show in September

Q3 '15 Shipments By Market



Luxury brands
Maserati

	Q3 '15	Q3 '14	Δ
Shipments	6,916	8,896	(22%)
Net revenues (€M)	516	652	(21%)
Adjusted EBIT (€M)	12	90	(87%)

Commercial Performance

- Shipments down 22%
  - North America: -41%; #1 market for the brand
  - Greater China: -24%
  - Europe: +5%

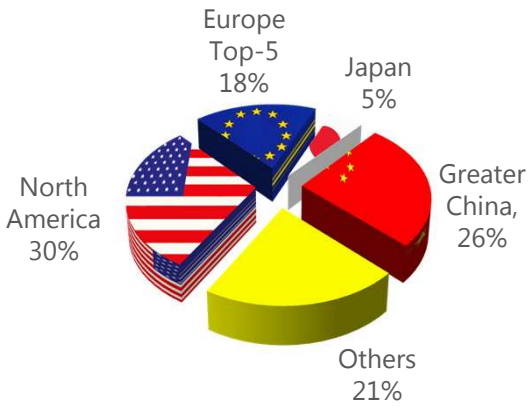
New MY16 Ghibli and Quattroporte

Presented at Frankfurt Motor Show
New Euro6 engines
New interiors by Ermenegildo Zegna

Financial Performance

- Net revenues down 21% (-28% CER) due to decreased volumes substantially in line with weaker segment demand in the U.S. and China
- Adjusted EBIT decreased to €12M primarily due to lower volumes and negative mix along with Levante start-up costs
  - Adjusted EBIT margin at 2.3% vs 13.8% in Q3 '14

Q3 '15 Shipments By Market



Components

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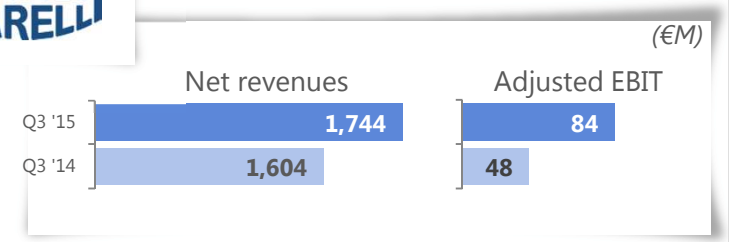
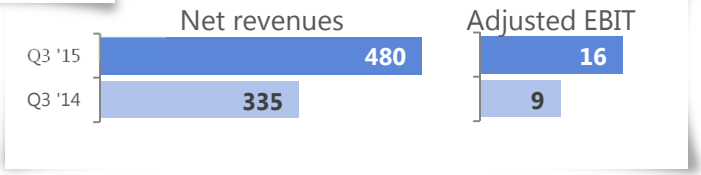
MAGNETI MARELLI



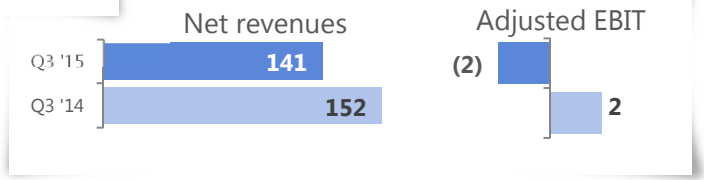
- Net revenues were up 9% reflecting positive performance in the lighting, electronic systems and powertrain businesses
- Adjusted EBIT was up 75% primarily related to higher volumes, cost containment actions and efficiencies
  - Adjusted EBIT margin was 4.8% vs 3.0% last year
- Order intake was €562M with over two-thirds from non-FCA customers

COMAU



- Net revenues were up 43% due to body assembly, powertrain and robotics businesses
- Adjusted EBIT increased by €7M due to increased volumes
- Order intake totaled €392M. Order backlog totaled €1,242M

Teksid



- Net revenues were down by 7% y-o-y mainly due to a 13% decrease in cast iron business volumes, partially offset by an 18% increase in aluminum business volumes
- Adjusted EBIT was negative €2M down from positive €2M last year due to lower volumes from the cast iron business

Note: graphs not to scale

Product & other information

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FERRARI IPO

- *10% of Ferrari shares successfully listed on the NYSE on October 21st at $52 per share, top end of price range*
- *Offer was well over-subscribed*
- *Spin-off of FCA's remaining shares to FCA shareholders to be approved at the EGM on December 3rd and expected to be completed in January 2016*
- *FCA's Net industrial debt is expected to be reduced by ~€1.6B as a result of the net proceeds from the IPO and the impact of the transactions related to the spin-off*

NEW UAW LABOR AGREEMENT

FCA
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- *New agreement signed on October 22nd which spans 4 years with wage increases for all eligible U.S. hourly and salary represented employees*
- *Agreement eliminates the unsustainable "Two-Tier" wage structure via a multi-year wage progression plan*
- *Modified profit sharing formula tied to NAFTA Adjusted EBIT margin*
- *FCA and UAW agreed to study ways to manage rising healthcare costs, while improving quality of service and care*

LOCAL PRODUCTION OF JEEP CHEROKEE IN CHANGSHA (CHINA)

Jeep

- *Production began on October 19th at GAC-FCA JV plant in Changsha (China)*
- *Annual production capacity of ~275k vehicles*
- *Annual engine production capacity of ~150k units*
- *Plant covers 700k square meters*
- *Total investment of ~ €600M (financed by JV)*

Industry outlook (M units)

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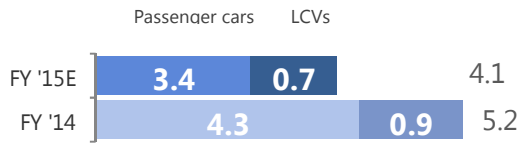
NAFTA

- Estimate for U.S. of 17.8M vehicles (vs 17.3M in Q2'15) reflects on-going industry strength
- Canada industry remains unchanged from Q2 '15 at 1.9M vehicles

LATAM



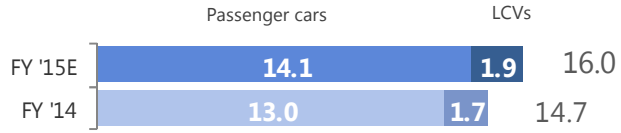
- LATAM industry seen declining to ~4.1M (vs 4.2M in Q2 '15) due to deteriorating trade conditions
- Brazil industry reduced to 2.5M vehicles from 2.6M in Q2 '15
- Argentina industry to decline by 75k due to continued economic uncertainties

APAC

- APAC industry forecasts lowered by 0.5M compared to Q2 '15
- China industry reduced to 18.2M from 18.7M in Q2 '15
- Expectations for industry in India, Australia and South Korea slightly better than Q2 '15

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



- Passenger cars outlook improved by 0.2M vs Q2 '15 due to overall positive trend
- Italian market expected to grow 12% y-o-y (vs Q2 '15 forecast at 10%), outperforming EU average
- LCV's industry improved by 0.1M vs Q2 '15 driven by major markets

2015 guidance - Confirmed

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Worldwide shipments	~4.8M units
Net revenues	Over €110B
Adjusted EBIT	Equal to or in excess of €4.5B
Adjusted net profit	~€1.2B Adjusted basic EPS* ~€0.77
Net industrial debt	€6.6 – 7.1B Adjusted from €7.5 – 8.0B to reflect transactions completed in connection with the Ferrari IPO

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

Note: Figures do not reflect impact of the previously announced spin-off of Ferrari planned for January 2016

FIAT CHRYSLER AUTOMOBILES

APPENDIX

Supplemental financial measures

FIAT CHRYSLER AUTOMOBILES

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

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€M

	Q3 '15	Q3 '14
Worldwide shipments (units '000)	1,114	1,099
Net revenues	27,468	23,553
EBIT	**360**	**926**
Adjustments	(943)	(42)
Adjusted EBIT	**1,303**	**968**
Of which: Investment income, net	*25*	*36*
Financial charges, net	(620)	(511)
Profit before taxes	**(260)**	**415**
Tax expense	(39)	(227)
Net profit/(loss)	**(299)**	**188**
Adjusted net profit	**303**	**230**
EBITDA	*1,783*	*2,166*

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

FIAT CHRYSLER AUTOMOBILES

€M

	Q3 '15	Q3 '14
EBIT	**360**	**926**
Change in estimate for future recall campaign costs	761	-
Venezuela charge resulting from change in exchange rate	-	6
Tianjin (China) port explosion	142	-
Gains on the disposal of investments	-	(3)
Restructuring costs	13	15
Impairment expense	11	6
Other	16	18
Total adjustments	**943**	**42**
Adjusted EBIT	**1,303**	**968**
Net profit/(loss)	**(299)**	**188**
Adjustments (as above)	943	42
Tax impact on adjustments	(341)	-
Total adjustments, net of taxes	**602**	**42**
Adjusted net profit	**303**	**230**

Estimated Net industrial debt reduction from Ferrari IPO and separation

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Separation of FCA's 90% ownership of Ferrari to be executed in two steps:

- IPO of 10% of Ferrari's outstanding shares on October 21, 2015
- Spin-off of the remaining 80% is expected to occur in January 2016

€B	
Ferrari Net Industrial Cash as included in FCA Net Industrial Debt (as of September 30, 2015)	**(1.8)**
Net proceeds from IPO (18.9M shares @ $52 per share, net of transaction fees)	**0.9**
Reorganization in connection with Ferrari spin-off*	**2.5**
Pro-forma expected reduction in FCA Net industrial debt from Ferrari IPO and separation	**1.6**

**Incurrence of intercompany note payable to FCA; anticipated to be settled by Q1 '16, from Ferrari's new third party financing. Proceeds of intercompany note were received by Ferrari shareholders pre-IPO (90% ,or €2.5bn, to FCA)*

Mass-market brands

Market share by key market

FCA
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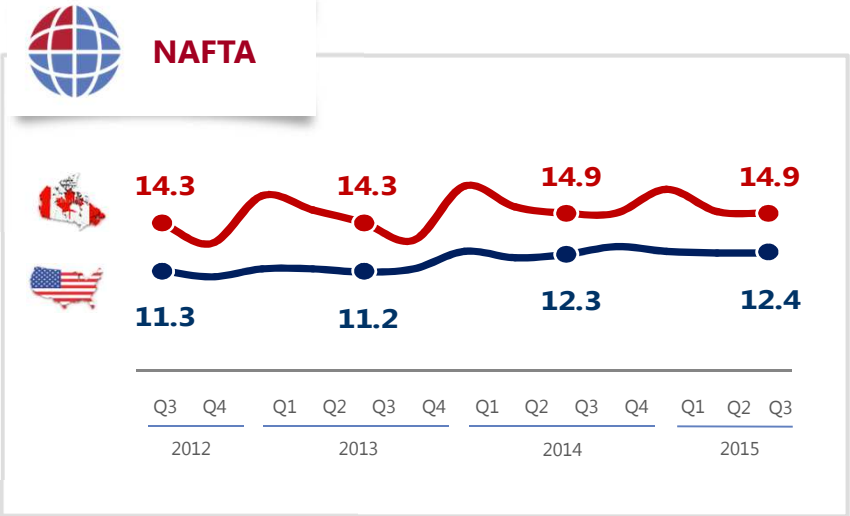
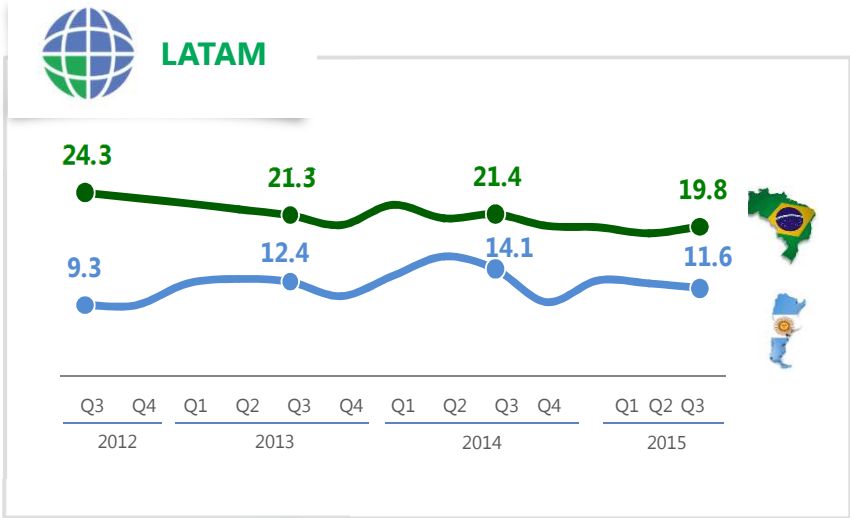
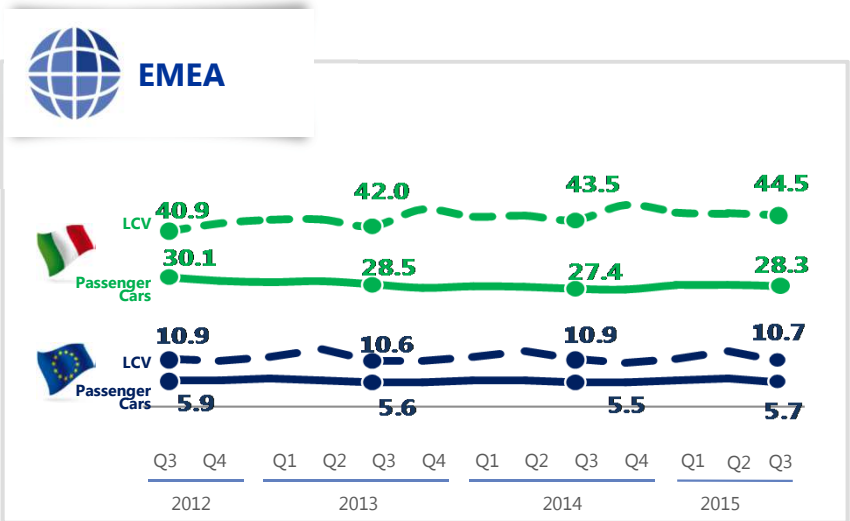
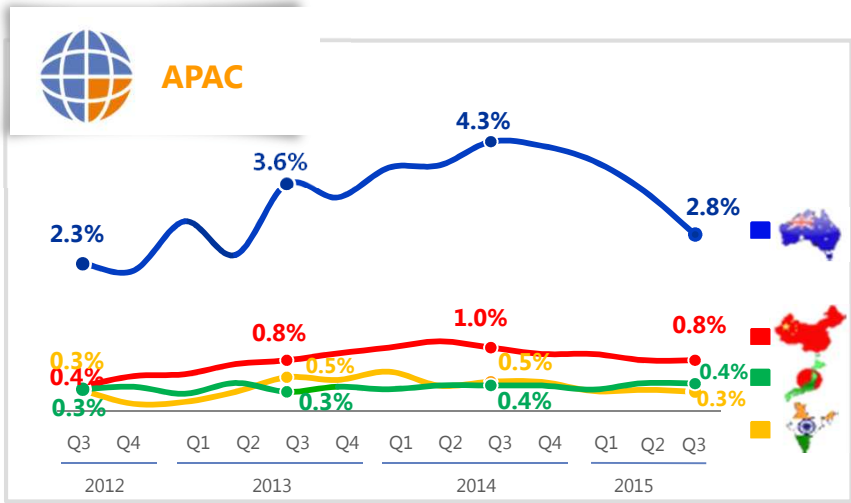
Quarterly Market Share (%)









APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea, and India). Market share is based on retail registrations except in India where market share is based on wholesales.

Group shipments outlook (excl. JVs)

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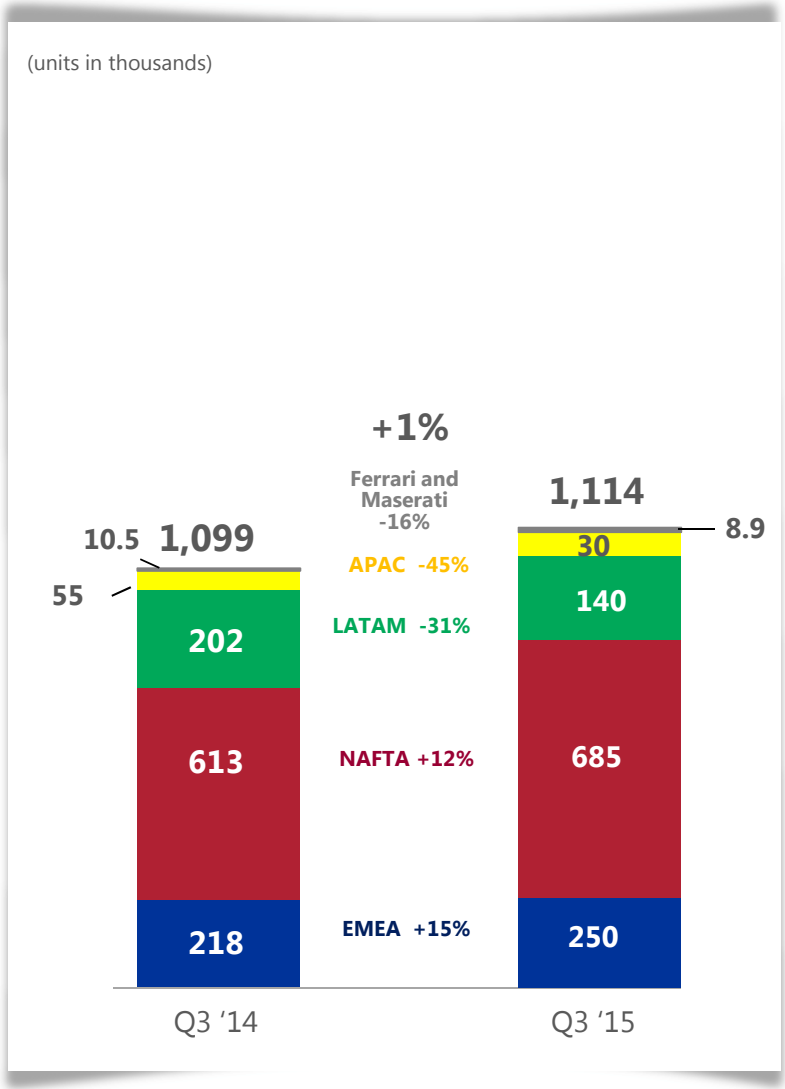

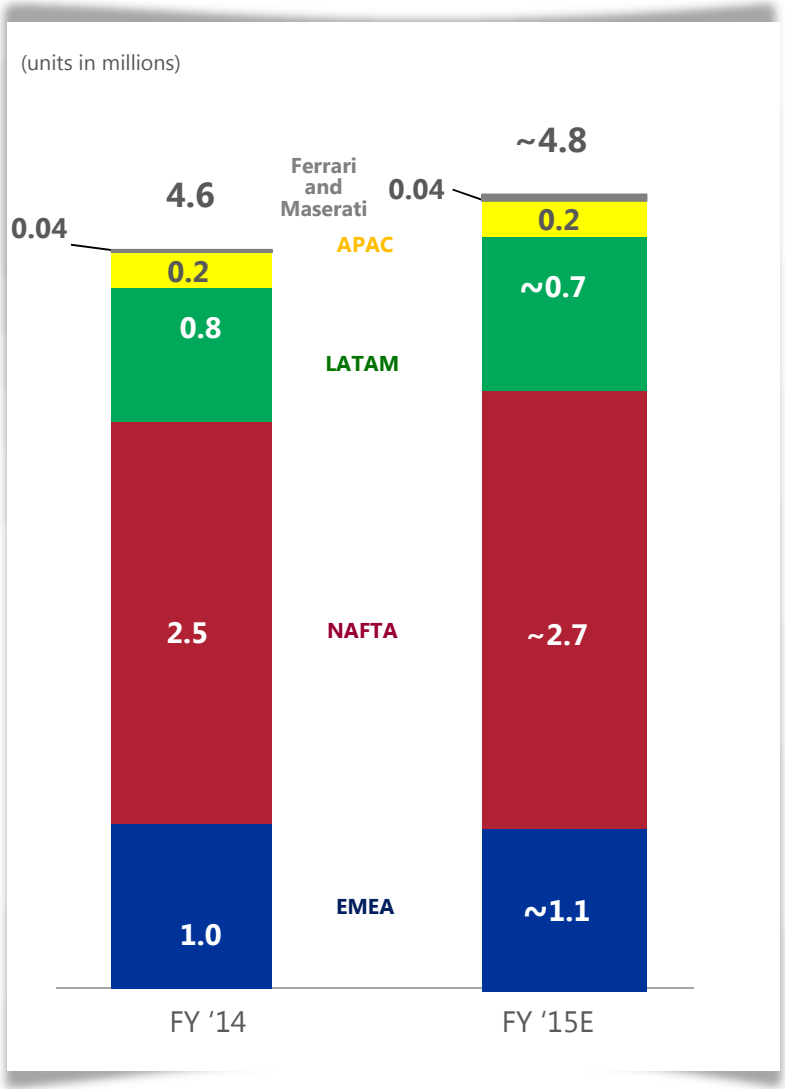

Note: Numbers may not add due to rounding; Graphs not to scale

Debt maturity schedule

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€B

Outstanding Sept. 30 '15	FCA Group	3M 2015	2016	2017	2018	2019	Beyond
12.4	Bank Debt	2.0	2.3	3.8	3.1	0.4	1.0
16.5	Capital Market	0.4	2.7	2.3	1.9	1.5	7.8
1.7	Other Debt	0.4	0.2	0.2	0.1	0.2	0.6
30.6	**Total Cash Maturities**	**2.7**	**5.1**	**6.2**	**5.1**	**2.1**	**9.4**
20.4	**Cash & Mktable Securities**						
4.5	Undrawn Committed Revolving Facilities						
24.9	**Total Available Liquidity**						
4.3	Sale of Receivables (IFRS de-recognition compliant)						
2.7	*of which receivables sold to financial services JVs (FCA Bank)*						

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

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