FIAT CHRYSLER AUTOMOBILES

FY 2015 Results

January 27, 2016

Safe Harbor Statement

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This document, and in particular the section entitled "2016 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; 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 and other effects from and 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; 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.

FCA

FIAT CHRYSLER AUTOMOBILES

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

FY '15 executive summary *

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2015 Financial Results Well In Excess of Guidance

Worldwide shipments were 4.6 Million units

- Jeep strong global performance continued with 1.3M worldwide shipments up 21% y-o-y

Financial Results Highlights

- Net revenues at €113.2B
- Adjusted EBIT at €5.3B (EBIT at €3.1B) with all segments profitable in Q4 '15
- NAFTA Adjusted EBIT margin 7.1% in Q4 '15 (6.4% for FY '15), up 290bps from Q4 '14
- Adjusted net profit of €2,026M and net profit of €377M
- After giving effect to the January '16 Ferrari spin-off, Net industrial debt stood at €5.0B and total available liquidity at €24.6B

Key Products Launched in the Year

- Jeep Renegade introduced in US, China and Brazil
- Jeep Cherokee local production started in China
- New Fiat Tipo compact sedan launched in EMEA
- New Fiat Toro mid-size pickup truck began production at the new Pernambuco plant

Prepayment of the FCA US 8¼% Secured Senior Notes in December

- Major step towards plan to remove US ring-fencing in Q1 '16 (redemption price totaled $3.3B)

Realignment of U.S. Production Portfolio Resulting in One-off charge of €834M (~€580M net of taxes) of which >70% Non-Cash

2016 Guidance

- Net revenues >€110B (compared to FY '15 excluding Ferrari of €111B)
- Adjusted EBIT >€5.0B (compared to FY '15 excluding Ferrari of €4.8B)
- Adjusted net profit >€1.9B (compared to FY '15 excluding Ferrari of €1.7B)
- Net industrial debt <€5.0B

** Group results include Ferrari to promote comparability with prior periods and with previously provided guidance*
Refer to the Appendix for definitions of supplemental financial measures

FY '15 highlights *

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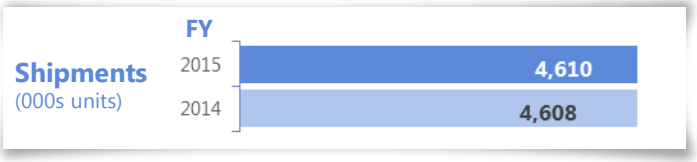
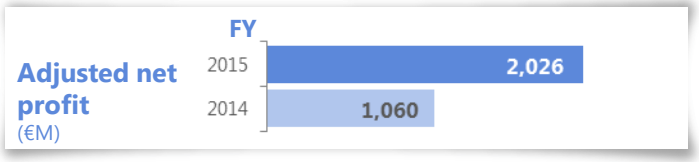


Shipments flat overall, with NAFTA & EMEA offsetting LATAM

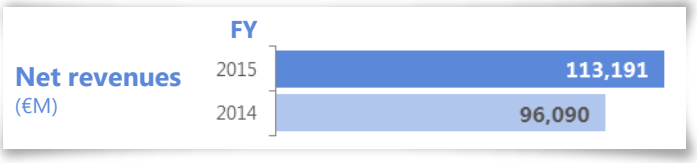
- NAFTA: 2,726k (+9%)
- LATAM: 553k (-33%)
- APAC: 149k (-32%)
- EMEA: 1,142k (+12%)
- Maserati: 32,474 (-11%)



Adjusted net profit up 91%

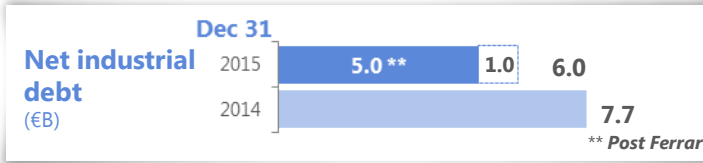
- Included €2,377M of net financial expense

Net profit at €377M (vs. €632M in FY '14)



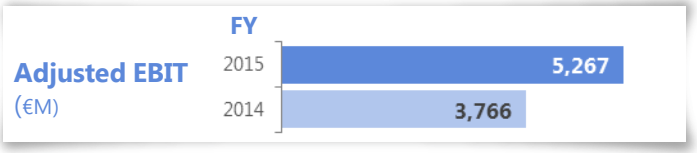
Net revenues up 18% (+6% at constant exchange rates - CER)

- NAFTA: €69,992M +33% (+13% CER)
- LATAM: €6,431M -25% (-18%)
- APAC: €4,885M -22% (-31%)
- EMEA: €20,350M +13% (+11%)
- Maserati: €2,411M -13% (-22%)
- Components: €9,770M +13% (+11%)



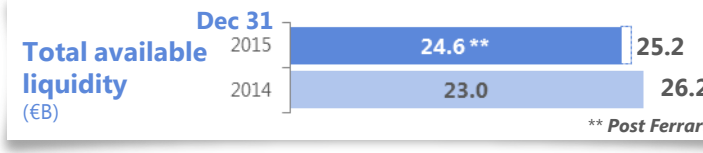
Net industrial debt stood at €5.0B **, €2.6B lower than year-end '14 reflecting

- €1.5B of net impact of Ferrari IPO and spin-off
- Capital expenditures of €9.2B
- Positive cash flows from operating activities of €9.7B



Adjusted EBIT up 40% (4.7% margin vs. 3.9% in FY '14)

- NAFTA: €4,450M 6.4% margin
- LATAM: €(87)M (1.4)%
- APAC: €52M 1.1%
- EMEA: €213M 1.0%
- Maserati: €105M 4.4%
- Components: €395M 4.0%



Total available liquidity was €24.6B **, €1.7B lower than year-end '14

- €3.0B negative impact related to financing activities partially offset by cash generation
- Includes €2.5B of syndicated RCF which will increase to €5.0B after removal of ring-fencing

** Group results include Ferrari to promote comparability with prior periods and with previously provided guidance*

Refer to the Appendix for definitions of supplemental financial measures. Figures may not add due to rounding.

FY '15 Adjusted EBIT walk

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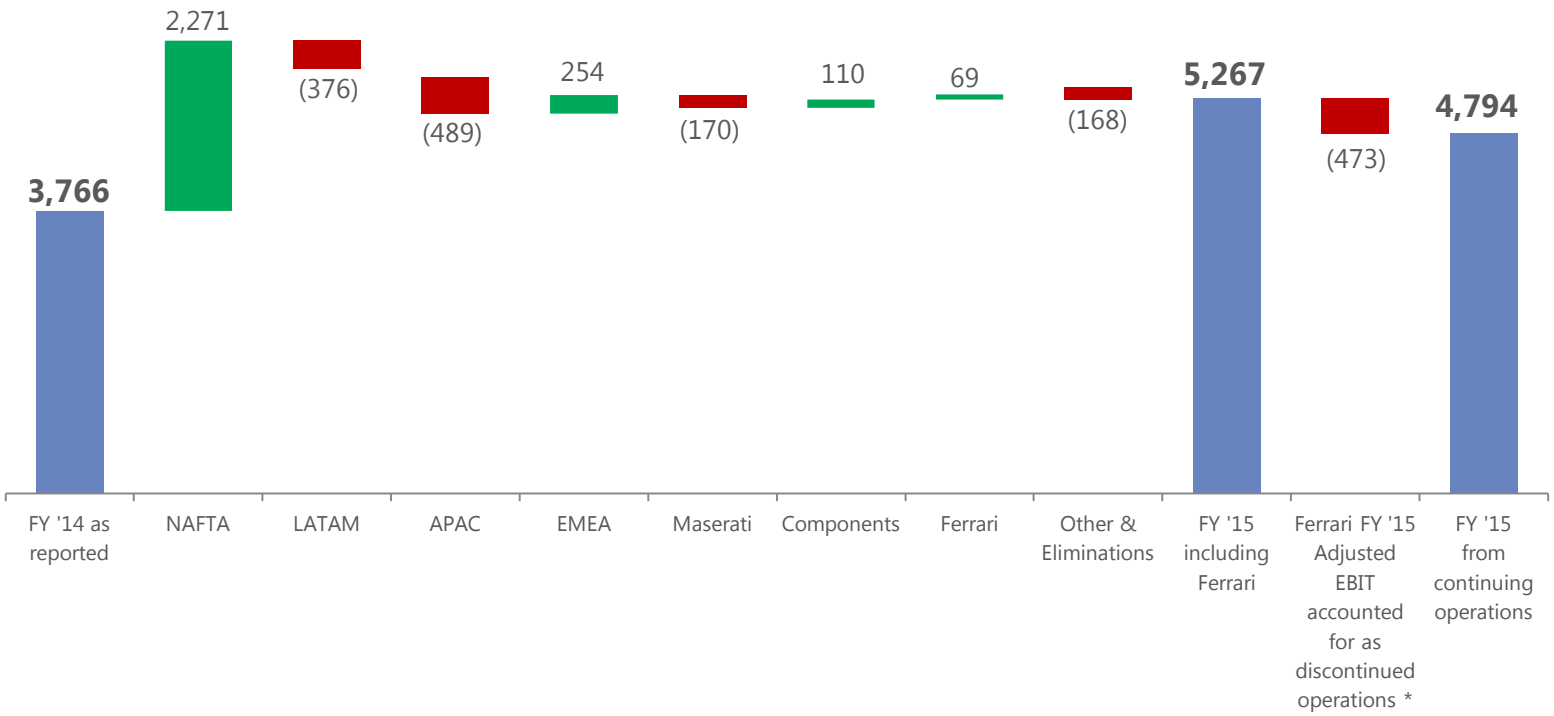
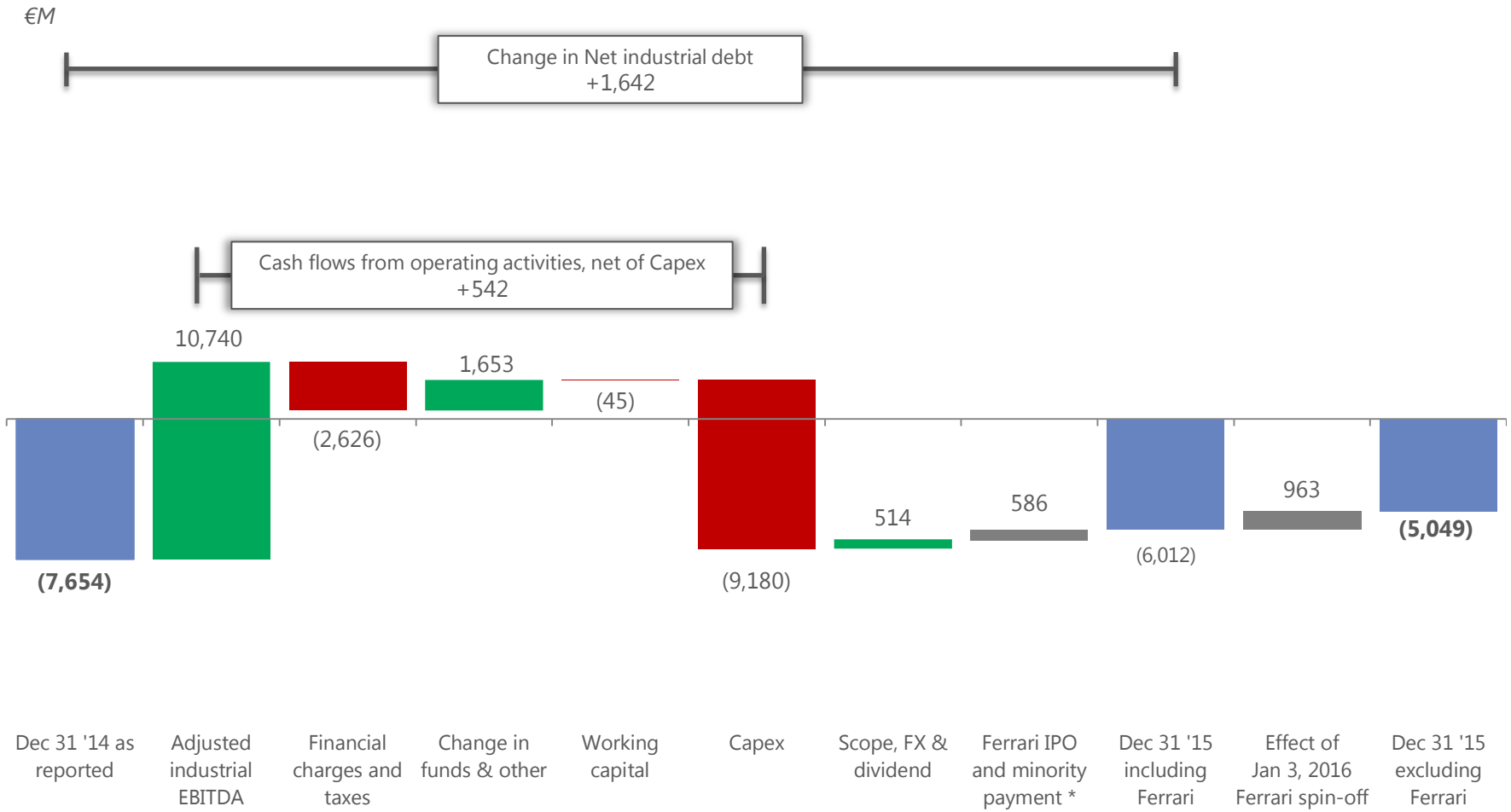
€M



** Net of eliminations*

FY '15 Net industrial debt walk



** Includes €0.9B of net cash proceeds from the IPO of 10% of Ferrari less €0.3B cash payment to the non-controlling interest*

NAFTA
Commercial highlights

FCA
FIAT CHRYSLER AUTOMOBILES

	FY '15	FY '14
Sales (k units)	2,624	2,459
Market share	12.4%	12.4%
U.S.	*12.6%*	*12.4%*
Canada	*15.2%*	*15.4%*
Mexico	*6.3%*	*6.6%*

Los Angeles Auto Show introductions

All-new Fiat 124 Spider

- *Revival of original roadster*
- *Supports expansion of Fiat brand in North America*
- *Available in Q2 '16*

Wrangler Backcountry Special Edition

- *Winter capability theme with hardtop and unique bumpers*
- *Available in Q1 '16*

Commercial Performance

- Record U.S. & Canada industry sales at 17.8M (+6% y-o-y) and 1.9M (+2%), respectively, with Group sales up 7%
- **U.S.**
  - Sales up 7% to 2.2M vehicles with market share up 20 bps
    - Jeep brand posted record sales of 865k units (+25%)
      - Grand Cherokee best sales since 2005 with all other models reporting all-time records
    - Ram brand sales of 494k units (+5%), best since 2005
    - Chrysler brand sold 325k vehicles (+5%)
    - Dodge brand sold 517k vehicles (-10%) due to discontinuance of Avenger model
  - Fleet mix at 22% consistent with prior year
  - Dealer inventory increased to 81 days supply vs. 76 days at the end of Q3 '15 due to product changeovers
- **Canada**
  - Market leader for 2015 with record sales of 293k vehicles (+1%)
    - Jeep and Ram brands posted record sales of 80k vehicles (+13%) and 97k vehicles (+3%), respectively
    - Chrysler and Dodge brands down 1% and 7%, respectively
    - Market share down 20 bps to 15.2%
- **Mexico**
  - Sales up 13% to 87k vehicles; best annual sales since 2013
    - Jeep Wrangler and Fiat brand recorded best ever annual sales

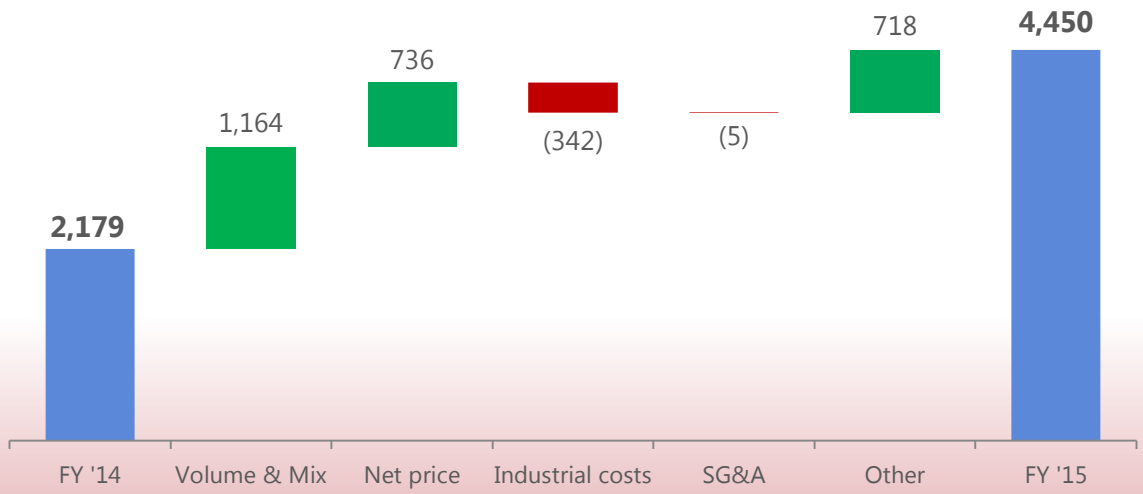
NAFTA
Financial highlights

FIAT CHRYSLER AUTOMOBILES

	FY '15	FY '14	Δ	Q4 '15	Q4 '14	Δ
Shipments (k units)	2,726	2,493	+9%	731	668	+9%
Net revenues (€M)	69,992	52,452	+33%	18,925	15,328	+23%
Adjusted EBIT (€M)	4,450	2,179	+104%	1,336	650	+106%
Adjusted EBIT margin	6.4%	4.2%	+220bps	7.1%	4.2%	+290bps

- FY '15 Shipments +9% with US +218K (+10%) and Canada +4k (+1%)
- FY '15 Net revenues +33% y-o-y (+13% CER) on higher shipments, positive net pricing and favorable FX translation
- FY '15 and Q4 '15 Adjusted EBIT margin exceeding previously provided guidance

Full Year Adjusted EBIT walk
€M



- Volume improvement primarily driven by Jeep Renegade, Jeep Cherokee and Ram pickup
- Positive net pricing offsetting CAD/MXN FX impact
- Industrial costs reflect increases in recall and warranty costs and product costs for vehicle content enhancements, partially offset by purchasing efficiencies
- Other mainly reflects FX translation
- Strong improvement in margins continued in Q4 '15 up +290bps over last year

LATAM
Commercial highlights

	FY'15	FY '14
Sales (k units)	584	830
Market Share	14.2%	16.0%
Brazil	*19.5%*	*21.2%*
Argentina	*11.9%*	*13.4%*

Renegade is Brazil's "Car of the Year"

Awarded in November by Autoesporte magazine

Renegade also earned the "Safest Brazilian-made vehicle for adults and children" by Latin NCAP achieving five-star rating

Commercial Performance

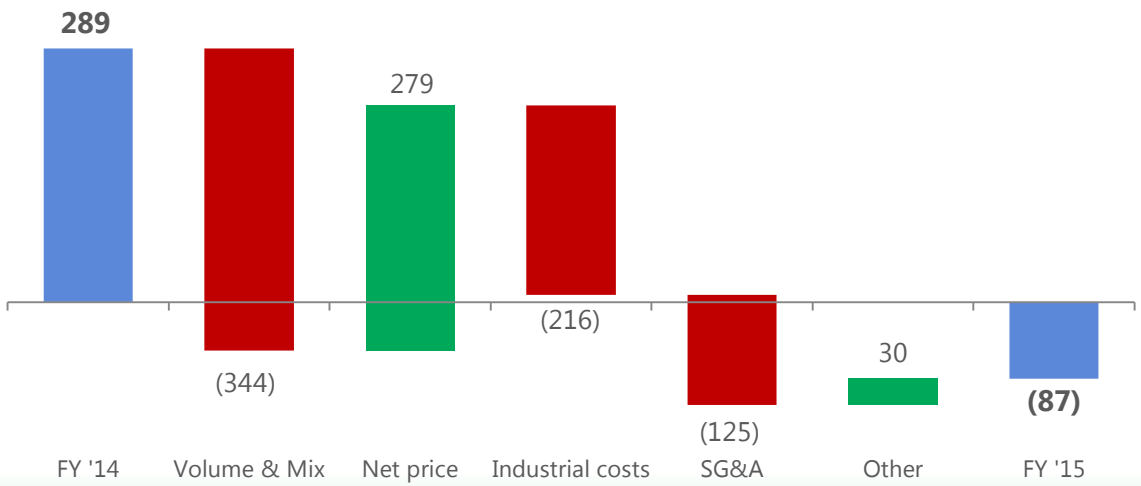
- Industry down 21% y-o-y consistent with macroeconomic weakness
  - Brazil industry down 26% y-o-y, Argentina down 5%
- Group sales down more than industry (-30%) due to pricing actions to protect margins
- **Brazil**
  - Market share down 170 bps due to strong competition and pricing pressure with market leader position widened to 380 bps lead over nearest competitor (+30 bps from FY '14)
    - Leader in A/B segment with market share of 21.7%
    - Fiat Strada and Fiorino confirmed their leadership with segment share at 54.1% and 70.1%, respectively
    - Jeep Renegade continues its growth trend with a Q4 '15 segment share of 29.7%
- **Argentina**
  - Market share at 11.9%, down 150 bps mainly due to continued import restrictions
    - Combined Siena Family segment share at 22.1%, up 60 bps vs. FY '14
- Stock levels at 39 days of supply same as end of Q3 '15

LATAM
Financial highlights

	FY '15	FY '14	Δ	Q4 '15	Q4 '14	Δ
Shipments (k units)	553	827	(33)%	140	217	(35)%
Net revenues (€M)	6,431	8,629	(25)%	1,514	2,314	(35)%
Adjusted EBIT (€M)	(87)	289	n.m.	29	120	(76)%
Adjusted EBIT margin	(1.4%)	3.3%	(470)bps	1.9%	5.2%	(330)bps

- FY '15 Shipments -33% with Brazil -35% and Argentina -18%
- FY '15 Net revenues -25% y-o-y (-18% CER)

Full Year Adjusted EBIT walk
€M



- Overall volume down reflecting poor trading conditions in Brazil and Argentina
- Positive pricing actions more than offset the higher industrial costs from the Pernambuco start-up and input cost inflation
- SG&A increase due to Jeep Renegade launch

APAC
Commercial highlights

	FY '15	FY '14
Sales – incl. JVs (k units)	215	257
Market share		
China	*0.8%*	*1.0%*
Australia	*3.1%*	*4.0%*
India	*0.3%*	*0.5%*
Japan	*0.4%*	*0.4%*
South Korea	*0.4%*	*0.5%*

Locally produced Jeep Cherokee

Production began in October at GAC-FCA JV plant in Changsha (China)

Commercial Performance

- Industry demand up 5% with China +8%, India +8%, South Korea +11%, Australia +4% offsetting a 10% decline in Japan
- Group sales decreased 16% compared with prior year
  - China -19% due to strong competitive pressure from local producers, transition to local production and interruption of supply due to Tianjin port explosion
  - Australia -21% due to price increases required to offset the AUD weakness
  - South Korea +6%, India -28%, Japan -4%
  - Jeep continues to represent more than 50% of Group sales in the region
- Regional market share declined 20 bps vs. last year
  - China -20 bps, Australia -90 bps, India -20 bps and South Korea -10 bps with Japan flat
- Inventories at 84k units vs. 99k at end of Q3 '15

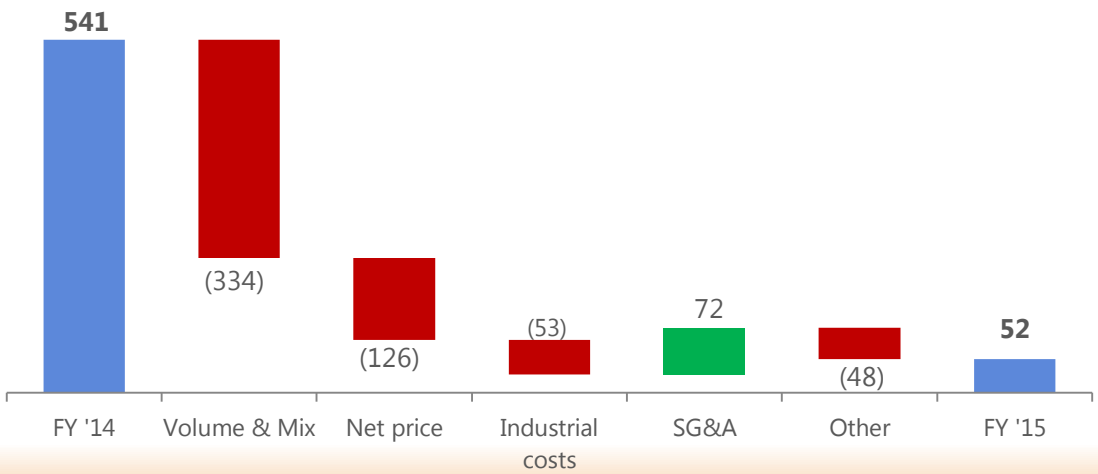
Note: Group sales reflect retail deliveries. APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea, and India). Market share is based on retail registrations except in India where market share is based on wholesales.

APAC
Financial highlights

	FY '15	FY '14	Δ	Q4 '15	Q4 '14	Δ
Shipments (k units)	149	220	(32)%	26	57	(54)%
Net revenues (€M)	4,885	6,259	(22)%	1,008	1,662	(39)%
Adjusted EBIT (€M)	52	541	(90)%	23	127	(82)%
Adjusted EBIT margin	1.1%	8.6%	(750)bps	2.3%	7.6%	(530)bps

- FY '15 Shipments -32% with Jeep -32%, Dodge -38% and Fiat -39%
- FY '15 Net revenues -22% y-o-y (-31% CER)

Full Year Adjusted EBIT walk
€M



- Volume decline in China driven by strong competition from local producers, Tianjin (China) port explosion and transition to local production. Price increases negatively impacted volumes in Australia
- Negative net price principally due to FX impacts and increased incentives in China
- SG&A improved primarily due to lower advertising expense
- Other primarily due to FX impacts

EMEA
Commercial highlights

	FY '15	FY '14
Sales (k units)		
Cars	988	886
LCVs	294	265
Market share (EU28+EFTA)		
Cars	*6.1%*	*5.8%*
*LCVs **	*11.3%*	*11.5%*

Fiat Tipo Sedan

Marks the return of Fiat in the compact sedan segment, targeting value oriented consumers

Launched in Turkey and Italy in Q4

Available in the rest of Europe in Q1 '16

Record Sales for Jeep brand

Jeep brand set an all-time sales record in 2015 by selling 118K units, up 56% y-o-y

Jeep sales have tripled in EMEA since 2009

Commercial Performance

Passenger Cars

- EU28+EFTA (EU) industry up 9% y-o-y to 14.2M units
  - Growth in all major markets: Spain (+21%), Italy (+16%), France (+7%), UK (+6%) and Germany (+6%)
- Sales up 11% to 988k units with sales in EU up 14%
  - EU share up 30 bps driven by growth in Italy (+60 bps), France (+20 bps) and Spain (+30 bps) with Germany and UK flat
  - Maintained leadership in mini car & small MPV segments with a combined market share of 27.7%
  - Fiat 500X achieved the leadership in its segment in Italy with market share at 18.1%
- Inventory at 62 days supply vs. 64 at end of Q3 '15

LCVs

- EU industry up 11% y-o-y to 1.9M units
  - Growth in all major markets: Spain (+36%), UK (+15%), Italy (+8%), Germany (+6%) and France (+2%)
- Sales up 11% to 294k units
  - Group share at 11.3% in EU (-20 bps) with growth in Italy (+80 bps), Germany (+20 bps) and France (+10 bps) compensating for declines in UK (-90 bps) with Spain flat
  - Ducato confirmed its segment leadership with 13% growth

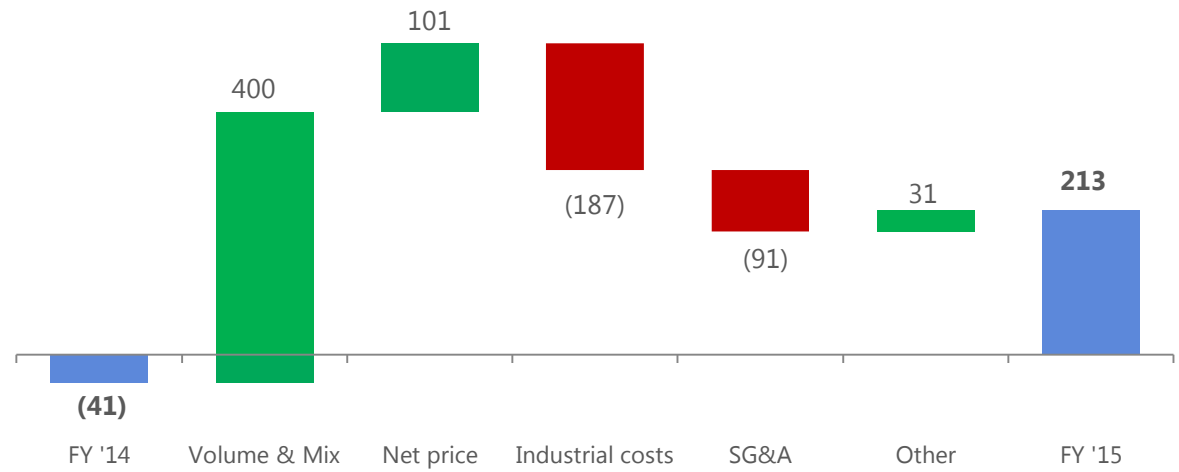
** Due to unavailability of market data for Italy, the figures reported are an extrapolation and discrepancies with actual data could exist*

EMEA
Financial highlights

	FY '15	FY '14	Δ	Q4 '15	Q4 '14	Δ
Shipments (k units)	1,142	1,024	+12%	299	261	+15%
Net revenues (€M)	20,350	18,020	+13%	5,585	4,989	+12%
Adjusted EBIT (€M)	213	(41)	n.m.	111	90	+23%
Adjusted EBIT margin	1.0%	(0.2)%	+120bps	2.0%	1.8%	+20bps

- FY '15 Shipments +12% with passenger cars at 899k (+12%) and LCV at 243k (+10%)
- FY '15 Net revenues +13% y-o-y (+11% CER)
- Q4 '15 was 5th consecutive quarter of positive results

Full Year Adjusted EBIT walk
€M



- Better volumes and mix driven by Jeep Renegade and Fiat 500X
- Improved net price mainly driven by pricing actions in non-EU markets and FX in the UK
- Industrial costs impacted by stronger USD for imported vehicles, partially offset by cost efficiencies
- SG&A increase driven by Fiat 500X and Jeep Renegade launches

Luxury brand
Maserati

	FY '15	FY '14	Δ
Shipments	32,474	36,448	(11%)
Net revenues (€M)	2,411	2,767	(13%)
Adjusted EBIT (€M)	105	275	(62%)

Commercial Performance

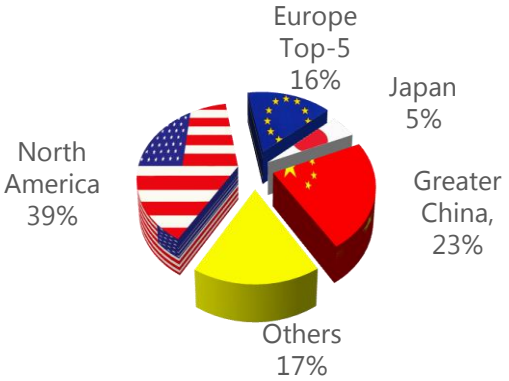
- Shipments down 11%
  - North America: -14%; remains #1 market for the brand
  - Greater China: -28%
  - Europe: +3%

Ghibli

Financial Performance

- Net revenues down 13% (-22% at CER), primarily due to decreased Quattroporte volumes resulting from weaker segment demand in the U.S. and China
- Adjusted EBIT decreased to €105M primarily due to lower volumes, unfavorable mix and an increase in industrial costs related to the Levante start-up
  - Adjusted EBIT margin at 4.4% vs. 9.9% in FY '14

FY '15 Shipments By Market



Components

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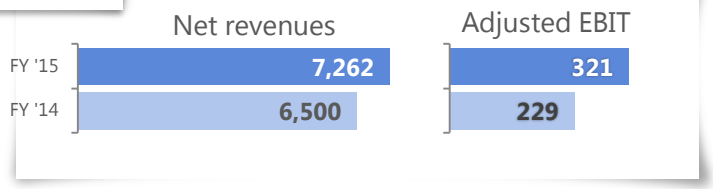
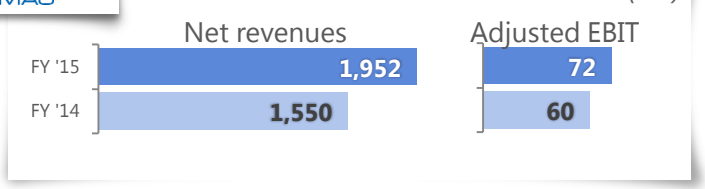
MAGNETI MARELLI



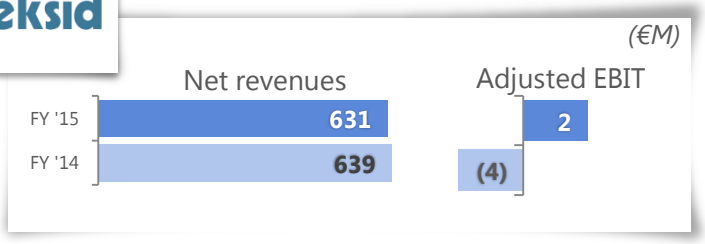
- Net revenues were up 12% reflecting positive performance in the lighting and electronic systems businesses
- Adjusted EBIT was €321M up 40% from 2014 primarily related to higher volumes, cost containment actions and efficiencies
  - Adjusted EBIT margin improved to 4.4% in 2015 from 3.5% in 2014 and reached 5.7% in Q4 '15 up from 4.8% Q4 '14
- Order intake was €2.3B, of which €1.5B, or 66%, for non-captive business

COMAU



- Net revenues were up 26% due to body assembly, powertrain and robotics businesses
- Adjusted EBIT increased by €12M from 2014 to €72M primarily due to increased volumes
- Order backlog stood at €972M at year-end

Teksid



- Net revenues were down 1% due to lower cast iron business volumes, partially offset by an increase in aluminum business volumes
- Adjusted EBIT was €2M compared to a loss of €4M in 2014

Note: graphs not to scale

Product & other information

FCA
FIAT CHRYSLER AUTOMOBILES

Ferrari spin-off successfully completed in January '16

- *Ferrari common shares began trading on the Mercato Telematico Azionario ("MTA") in Milan (Italy) on January 4, 2016*
- *Ferrari shares distributed to FCA shareholders and MCS holders*

All-new Chrysler Pacifica

CHRYSLER

Hybrid version

- *Revealed at the North American International Auto Show in January*
- *All-new platform with class-leading powertrains*
- *Industry's first hybrid minivan which is expected to deliver up to 80 MPGe in city driving*
- *Many new safety and security features including 360 degree surround view camera, parallel/perpendicular park assist, adaptive cruise control, and forward collision warning*
- *New innovative features include handsfree sliding doors and liftgate, Uconnect Theater rear-seat entertainment system and redesigned Stow 'n Go seating*
- *Production to start at the Windsor Assembly Plant in Q1 '16 with hybrid production to start in summer '16*

All-new Fiat 124 Spider European introduction

- *European premier at upcoming Geneva Motor Show*
- *Available in dealerships from Q2 '16*

Removal of FCA US ring-fencing planned for Q1 '16

- *Allows free flow of capital within the Group*
- *Enables unified Group financing platform and a significant reduction in targeted liquidity*

Industry outlook

M units

NAFTA
(passenger cars, SUV, pick-up trucks & LCVs)

FY '16E	21.0 – 21.5
FY '15	21.1

LATAM
(passenger cars & LCVs)

FY '16E	3.6 - 4.1
FY '15	4.1

APAC
(passenger cars only)

FY '16E	28.9 - 29.4
FY '15	28.2

EMEA (EU28+EFTA)
(passenger cars & LCVs)

FY '16E	16.1 – 16.6
FY '15	16.1

2016 guidance

FIAT CHRYSLER AUTOMOBILES

	2016 Guidance	2015A (Excl. Ferrari)
Net revenues	>€110B	€111B
Adjusted EBIT	>€5.0B	€4.8B
Adjusted net profit	>€1.9B	€1.7B
Net industrial debt	<€5.0B	€5.0B

- NAFTA and EMEA continue trend of improving margin performance
- LATAM returns to modest profitability with Pernambuco reaching full model production in H2
- APAC profitability improving in H2 as Jeep manufacturing localization in China completed
- Maserati performance improving in H2 following Levante launch
- Capex spending in line with 2015

FIAT CHRYSLER AUTOMOBILES

APPENDIX

Supplemental financial measures

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

FCA - Highlights including Ferrari	FY '15	FY '14
Total shipments (000s)	4,610	4,608
Net revenues	113,191	96,090
Adjusted EBIT [1]	5,267	3,766
Net industrial debt	6,012	7,654
Total available liquidity	25,239	26,221

FCA - Highlights (amounts exclude Ferrari unless otherwise noted)	FY '15	FY '14
Net revenues	110,595	93,640
EBIT	2,625	2,834
Adjusted EBIT [1]	4,794	3,362
Net profit - continuing operations	93	359
Net profit from discontinued operations (Ferrari)	284	273
Net profit	377	632
Adjusted net profit - continuing operations [1]	1,708	772
Adjusted net profit - (including Ferrari) [1]	2,026	1,060

[1] *Refer to the following page for reconciliations.*

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

FCA
FIAT CHRYSLER AUTOMOBILES

€M	FY '15	FY '14
EBIT to Adjusted EBIT reconciliation		
EBIT – excluding Ferrari	**2,625**	**2,834**
Change in estimate for future recall campaign costs	761	-
NHTSA Consent Order and Amendment	144	-
Currency devaluations – LATAM	163	98
Tianjin (China) port explosion	142	-
NAFTA capacity realignment	834	-
Other impairments and asset write-offs	118	115
Other	7	315[1]
Total adjustments - excluding Ferrari	**2,169**	**528**
Adjusted EBIT - excluding Ferrari	**4,794**	**3,362**
Adjusted EBIT – Ferrari	473	404
Adjusted EBIT - including Ferrari	**5,267**	**3,766**
Adjusted net profit – continuing operations (i.e. excluding Ferrari)		
Net profit from continuing operations	**93**	**359**
Adjustments (as above) – excluding Ferrari adjustments	2,169	528
Tax impact of adjustments	(554)	(115)
Total adjustments, net of tax – excluding Ferrari	**1,615**	**413**
Adjusted net profit – continuing operations	**1,708**	**772**
Adjusted net profit – including Ferrari		
Net profit	377	632
Adjustments (as above) - including Ferrari adjustments	2,203	543
Tax impact on adjustments	(554)	(115)
Total adjustments, net of taxes	**1,649**	**428**
Adjusted net profit	**2,026**	**1,060**

[1] Primarily includes the €495M charge in Q1 '14 recognized in connection with the UAW Memorandum of Understanding entered into by FCA US in January 2014 partly offset by the €223M gain on the re-measurement to fair value of the previously exercised options on ~10% of FCA US' equity interest in connection with FCA's acquisition of the remaining 41.5% ownership interest in FCA US that was not previously owned

Reconciliation tables reflecting Ferrari separation

FIAT CHRYSLER AUTOMOBILES

€M

FY '14				FY '15		
Results including Ferrari	Ferrari - discontinued operations, net of inter-company	Results excluding Ferrari		Results including Ferrari	Ferrari - discontinued operations, net of inter-company	Results excluding Ferrari
96,090	2,450	93,640	Net revenues	113,191	2,596	110,595
3,766	404	3,362	Adjusted EBIT	5,267	473	4,794

Q4 '14				Q4 '15		
Results including Ferrari	Ferrari - discontinued operations, net of inter-company	Results excluding Ferrari		Results including Ferrari	Ferrari - discontinued operations, net of inter-company	Results excluding Ferrari
27,084	664	26,420	Net revenues	30,099	685	29,414
1,175	115	1,060	Adjusted EBIT	1,639	109	1,530

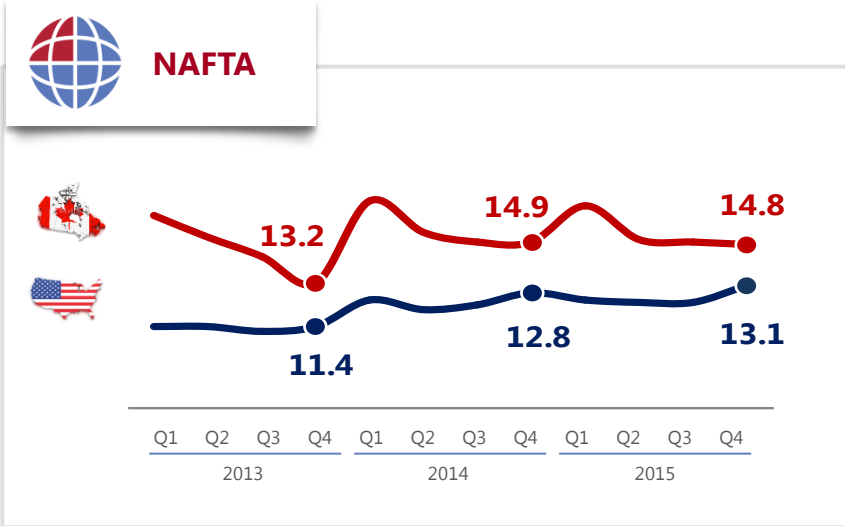
	At December 31, 2015		
	Net industrial debt as reported	Ferrari Spin-off	Net industrial debt excluding Ferrari
Net industrial debt	(6,012)	(963)	(5,049)

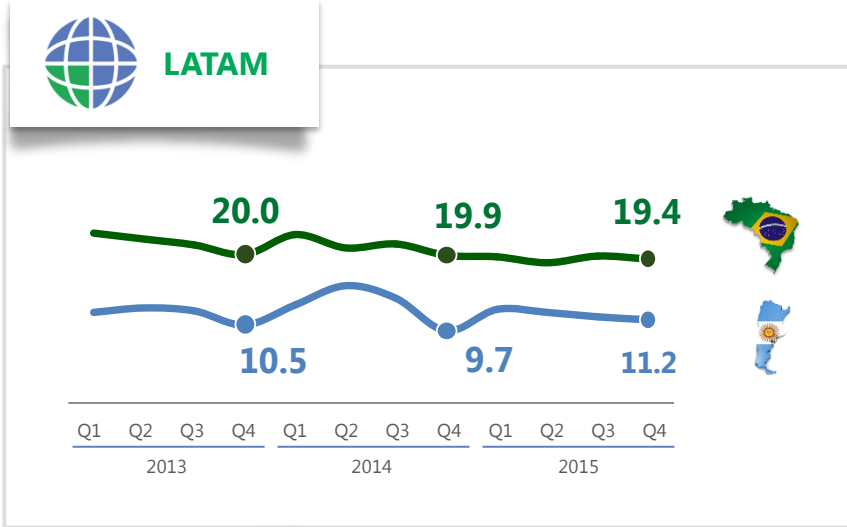
Note: Ferrari's results on a stand-alone basis may differ from their results within the Group due to consolidation adjustments for the elimination of inter-company transactions and differences in definitions of net debt and net industrial debt measures.

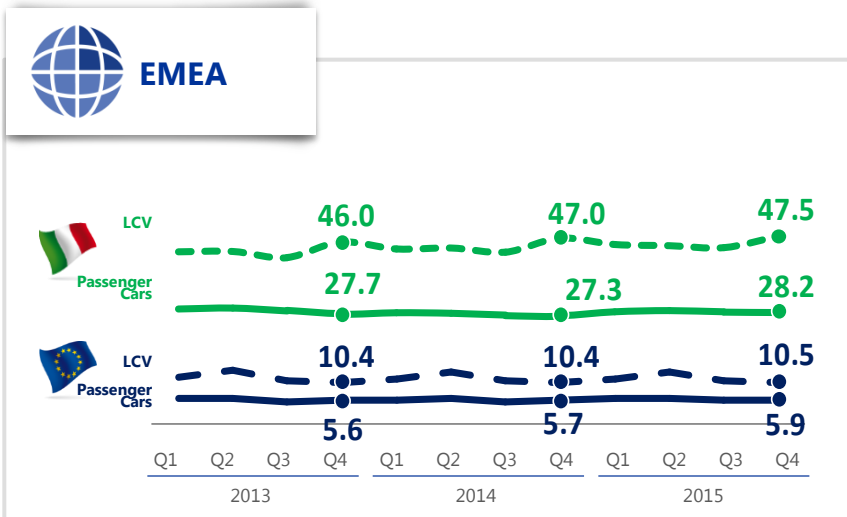
Mass-market brands

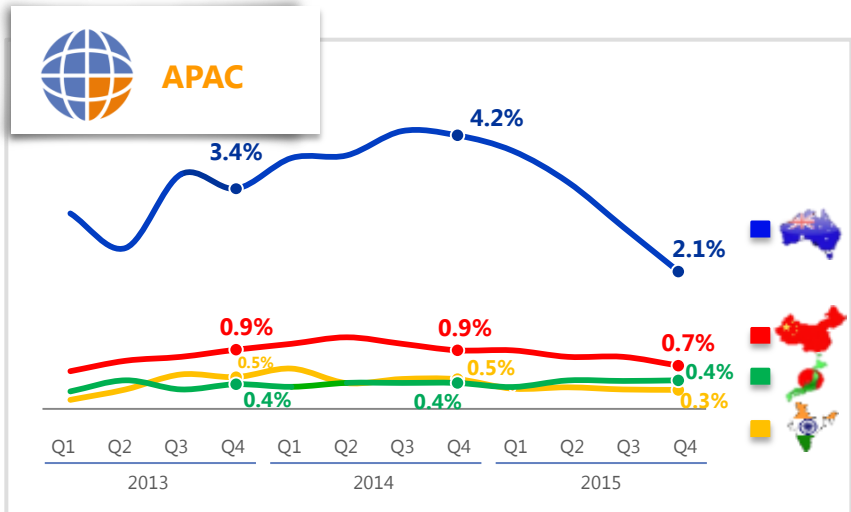
Market share by key market

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.

FCA Pension and OPEB plans funded status

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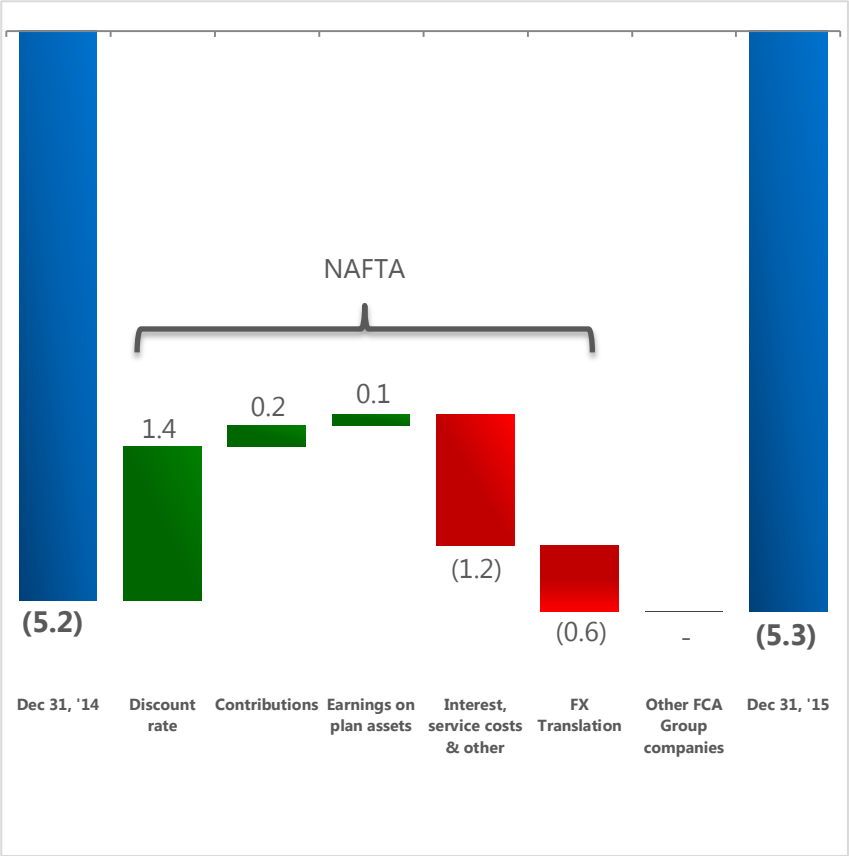
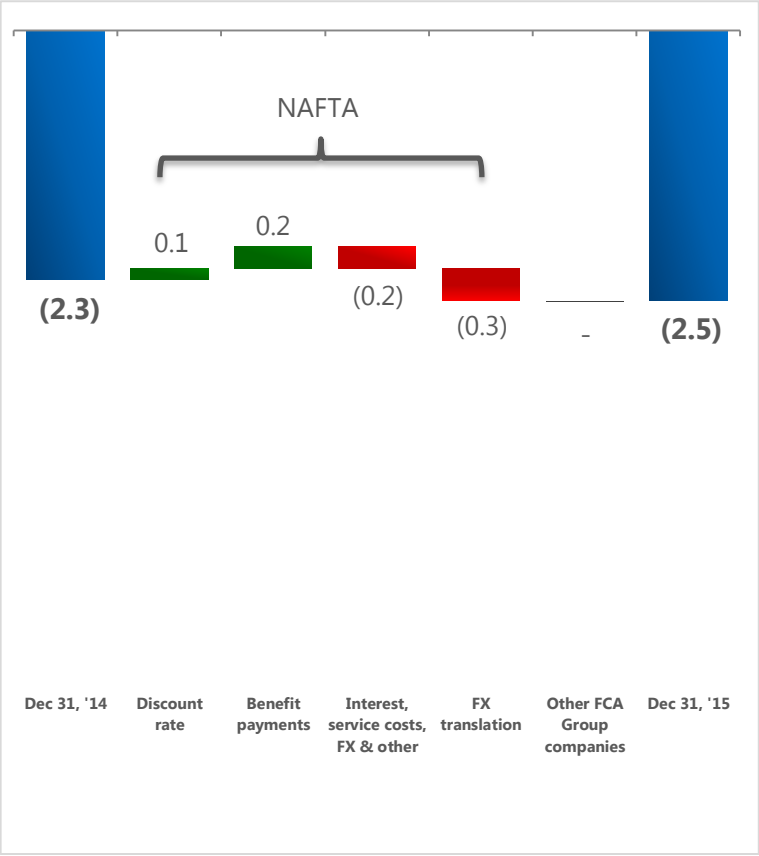
€B

Pension plan funded status [1]



OPEB funded status [2]



A ±100 basis point change in the discount rate would impact pension and OPEB obligations by ~€3.3 billion

1 Balances do not include prepaid pension plans of €0.2B at Dec 31, '15 and €0.1 at Dec 31, '14

2 Includes health care and life insurance plans only

FCA Group – ex Ferrari
Debt maturity schedule (€/B)

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Outstanding Dec. 31 '15	FCA GROUP ex Ferrari	2016	2017	2018	2019	2020	Beyond
12.3	Bank Debt	3.7	3.9	3.1	0.5	0.3	0.8
13.6	Capital Market	2.8	2.4	1.9	1.5	1.4	3.7
1.6	Other Debt	0.6	0.2	0.1	0.2	0.1	0.3
27.5	**Total Cash Maturities**	**7.1**	**6.4**	**5.1**	**2.1**	**1.9**	**4.9**
21.1	**Cash & Mktable Securities**						
3.4	Undrawn Committed Revolving Facilities						
24.6	**Total Available Liquidity**						
5.0	Sale of Receivables (IFRS de-recognition compliant)						
3.0	*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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