



FIAT CHRYSLER AUTOMOBILES

Comment on FCA's February Sales in Italy

In Italy, FCA outperformed the industry average for the fourteenth consecutive month, with February sales up 32.2% (vs. 27.3% for the industry) to more than 50,000 vehicles. This also represented the Group's highest percentage sales increase in Italy since May 2006. All brands contributed to the increase, with sales up 47.7% for Jeep, 33.8% for Fiat, 30.0% for Lancia and 7.8% for Alfa Romeo. FCA continued to dominate the rankings with six models in the top ten. These included the Fiat Panda, Lancia Ypsilon, Fiat 500L and Fiat 500, which took the top four positions.

FCA posted another strong monthly sales performance in Italy, outperforming the industry for the fourteenth consecutive month. Group sales were up 32.2% year-over-year, to more than 50,000 vehicles, compared with an average increase of 27.3% for the industry. This represented the highest percentage monthly increase since May 2006.

For the two months year-to-date, FCA sales were up 26.1% year-over-year to nearly 95,000 vehicles. This was also significantly higher than the industry average of 22.6%. All of the Group's leading models contributed to the increase, including the all-new Fiat Tipo, which has posted particularly positive results in Italy since launch.

FCA models dominated the rankings once again with a total of six models in the top ten. These included the Fiat Panda, Lancia Ypsilon, Fiat 500L and Fiat 500 which took the top four positions. In addition, the Fiat 500X ranked sixth and the Fiat Punto was tenth overall.

Fiat brand posted a strong February performance, with sales up 33.8% year-over-year to more than 36,000 vehicles and share 100 basis points higher at 21.2%.

Year-to-date, brand sales totaled more than 69,000 vehicles (+26.8%) with share up 70 basis points to 21.1%.

All of the brand's leading models contributed positively. The Panda held its number one ranking, with more than 14,700 units sold and a 45.1% share of the A segment. The 500L ranked third overall and first in the Small MPV segment with a 58.0% share. The 500 was fourth overall, with more than 5,000 vehicles sold, and second in the A segment. The 500X also posted another strong monthly performance, ranking sixth overall and first in the Small SUV segment with a 22.2% share.

Lancia also posted strong growth in February. Brand sales increased 30.0% over the prior year to 6,800 vehicles and share was 10 basis points higher at 3.9%. Year-to-date, brand sales were up 20.4% to more than 12,000 vehicles, with market share stable at 3.8%.

The Ypsilon continued to generate strong demand. With nearly 6,800 units sold during the month, it was the second most popular car in Italy overall and leader in the B segment.



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PRESS RELEASE

Alfa Romeo posted February sales of more than 3,000 vehicles (+7.8% year-over-year), accounting for a 1.8% share of the market. Year-to-date, brand sales totaled more than 5,800 vehicles (+9.7% year-over-year) and market share was 1.8%.

The Giulietta continued as one of the best selling C-segment vehicles with a 10.6% segment share.

Jeep continued its strong sales momentum with sales jumping 47.7% over February a year ago to more than 3,600 units. Market share was 30 basis points higher at 2.1%. For the year-to-date, brand sales in Italy totaled 7,400 vehicles (+47.7% over the same period in 2015), with market share up 40 basis points to 2.3%.

The Jeep Renegade continued to drive the brand's overall performance and ranked second in the Small SUV segment (just behind the Fiat 500X) with a 14.6% share.

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