



FIAT CHRYSLER AUTOMOBILES

FCA continued to post sales gains in Europe during July and August, outperforming the industry average both months with respective increases of 4.3% and 20.4%. For the eight months year-to-date, FCA's European sales were up 15.5% year-over-year, compared with an industry average of 7.8%. All brands contributed to the year-to-date increase. Sales were up 22.2% for Jeep, 16.0% for Fiat, 8.7% for Lancia and 7.9% for Alfa Romeo. The Fiat brand continues to lead the European A segment, with the 500 and Panda holding a combined share of nearly 30.0% for the year-to-date. The Fiat 500L continued to lead its segment with a 26.5% share for the year-to-date. With more than 73,300 vehicles sold so far in 2016, the 500X also remained one of the best-selling vehicles in its segment in Europe. The Tipo family continued to post increases, steadily climbing the European rankings, and will be enlarged in September with the arrival of the station wagon version. Jeep brand sales were up 22.2% for the eight months year-to-date, driven primarily by the Renegade.

FCA closed the summer period with continued year-over-year sales increases in Europe, despite variations in market demand. In August, when sales traditionally decline, particularly in Italy, FCA sales were up 20.4% year-over-year (+9.5% for the industry). July sales were 4.3% higher, compared with an average decline of 1.8% for the industry. The Group's European sales totaled nearly 48,000 vehicles in August, with market share up 50 basis points year-over-year to 5.6%. In July, sales totaled 78,100 vehicles, with market share 40 basis points at 6.7%.

Year-to-date, sales were up 15.5% (vs an industry average of 7.8%) to 677,000 vehicles and market share was 40 basis points higher at 6.7%.

In August, FCA posted sales increases in nearly every major market. Sales were up 24.5% in Italy (+20.1% for the industry), 33.2% in Germany (+8.3% for the industry), 24.3% in France (+6.7% for the industry) and 26.9% in Spain (+14.6% for the industry).

Fiat brand sales in Europe were up 21.1% in August to more than 35,000 vehicles, with market share 40 basis points higher year-over-year at 4.1%. In July, brand sales were up 3.5% to more than 59,400 vehicles, with market share 30 basis points higher at 5.1%.

Year-to-date, the brand outperformed the industry average with sales up 16.0% to 513,500 vehicles. Market share was 40 basis points higher at 5.1%.

The brand posted sales increases both months in nearly all major markets, outperforming the industry average. In Italy, sales were up 4.5% in July and 26.1% in August. In Germany, sales were up 12.9% in July and 33.0% in August. In France, sales were up 17.9% in August. In Spain, Fiat sales were up 32.8% in July and 41.0% in August.

The brand maintained its lead in the European A segment, with the 500 and Panda accounting for a combined 30.0% share for the year-to-date. Sales of the 500 were up 1.9% for the period and the Panda posted a 15.8% increase.

The 500L also had a positive summer, ranking number one in its segment in July and August. For the year-to-date, sales of the 500L totaled nearly 59,000 and segment share was above 26.5%. The 500X also made a positive contribution with more than 73,300 vehicles sold year-to-date. The model also ranked among the leaders in its segment with an 8.5% share and an increase of 270 basis points over the same period in 2015. The Tipo family continued to post increases and is steadily climbing the European rankings. In September, the model range will be expanded further with the addition of a station wagon version.

Lancia/Chrysler posted sales of more than 2,500 vehicles in August and 47,400 for the year-to-date (+8.7% year-over-year), with share stable at 0.5%.

For the Lancia Ypsilon, year-to-date sales were up 13.9% and it continued to lead the B segment in Italy.



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Alfa Romeo posted sales of more than 3,300 vehicles in August (+17.3%) and nearly 5,200 vehicles in July (+9.7%). For both months, European market share was 0.4%.

Brand sales, which included the contribution of the Giulia, increased in Italy (+6.5% in July, +26.1% in August), Germany (+8.7% in July, +32.3% in August), France (+6.7% in July, 23.3% in August), the UK (+41.5% in July, +15.6% in August) and Spain (+15.9% in July).

Year-to-date, the brand's European sales were up 7.9% to more than 41,500 vehicles. Market share was in line with the prior year at 0.4%.

Jeep continued its strong performance with sales up 29.7% in August to more than 6,300 vehicles (market share up 10 basis points to 0.7%) and 12.9% in July to 8,300 vehicles (market share at 0.7%).

The brand posted increases in all major European markets, significantly outperforming the industry average: Italy (+56.7% in August and +19.0% in July), Germany (+26.3% in August and +9.9% in July), France (+82.2% in August and +3.3% in July), the UK (+75.5% in August and +71.1% in July) and Spain (+36.1% in August and +2.9% in July).

Year-to-date, sales were up 22.2% to more than 69,800 vehicles and European market share increased 10 basis points to 0.7%.

Those results were driven by the continued strong performance of the new Jeep Renegade, which has established itself firmly among the leaders in its segment. The Renegade posted sales of more than 9,100 units in July and August and 51,300 units (+47.0%) for the year-to-date.

For **Maserati**, the Group's luxury brand, European sales totaled 609 vehicles in July, 594 in August and 4,530 year-to-date.

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