

# Q1 2025 SHIPMENTS AND REVENUES



Ram HD 3500

This document, in particular references to “FY 2025 Guidance”, contains forward looking statements. In particular, statements regarding future financial performance and the Company’s expectations as to the achievement of certain targeted metrics, including revenues, industrial free cash flows, vehicle shipments, capital investments, research and development costs and other expenses at any future date or for any future period are 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”, or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Company’s current state of knowledge, future expectations and projections about future events and are by their nature, 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 forward-looking statements as a result of a variety of factors, including: the Company’s ability to launch new products successfully and to maintain vehicle shipment volumes; the Company’s ability to attract and retain experienced management and employees; changes in trade policy, the imposition of global and regional tariffs or tariffs targeted to the automobile industry; changes in the global financial markets, general economic environment and changes in demand for automotive products, which is subject to cyclicality; the Company’s ability to successfully manage the industry-wide transition from internal combustion engines to full electrification and accurately predict the market demand for electrified vehicles; the Company’s ability to offer innovative, attractive products and to develop, manufacture and sell vehicles with advanced features including enhanced electrification, connectivity and autonomous-driving characteristics; the Company’s ability to produce or procure electric batteries with competitive performance, cost and at required volumes; the Company’s ability to successfully launch new businesses and integrate acquisitions; a significant malfunction, disruption or security breach compromising information technology systems or the electronic control systems contained in the Company’s vehicles; exchange rate fluctuations, interest rate changes, credit risk and other market risks; increases in costs, disruptions of supply or shortages of raw materials, parts, components and systems used in the Company’s vehicles; changes in local economic and political conditions; the enactment of tax reforms or other changes in tax laws and regulations; the level of governmental economic incentives available to support the adoption of battery electric vehicles; the impact of increasingly stringent regulations regarding fuel efficiency and greenhouse gas and tailpipe emissions; various types of claims, lawsuits, governmental investigations and other contingencies, including product liability and warranty claims and environmental claims, investigations and lawsuits; material operating expenditures in relation to compliance with environmental, health and safety regulations; the level of competition in the automotive industry, which may increase due to consolidation and new entrants; exposure to shortfalls in the funding of the Company’s defined benefit pension plans; the Company’s ability to provide or arrange for access to adequate financing for dealers and retail customers and associated risks related to the operations of financial services companies; the Company’s ability to access funding to execute its business plan; the Company’s ability to realize anticipated benefits from joint venture arrangements; disruptions arising from political, social and economic instability; risks associated with the Company’s relationships with employees, dealers and suppliers; the Company’s ability to maintain effective internal controls over financial reporting; developments in labor and industrial relations and developments in applicable labor laws; 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 disclaims any obligation to update or revise publicly forward-looking statements. Further information concerning the Company 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 and AFM.

# FOCUSED ON EXECUTION



Citroën C3 Aircross

**Early Stage of  
Commercial Recovery**

**2025 New Product  
Launches Ongoing**

**Responding to  
Tariff Challenges**



## Early Stage of Commercial Recovery

**Shipments of 1.2M, Net Revenues of €35.8B** with y-o-y declines of 9% and 14% respectively, reflect certain product transition impacts, lower market share and re-calibrated pricing

### Progress on Commercial Recovery

EU30 market share increased 190bps from Q4 '24; U.S. retail sales showed improvement in key products, while orders ended Q1 '25 at recent highs

## 2025 New Product Launches Ongoing

### Strong Q1 Execution of Product Launches

including three all-new products: Fiat Grande Panda, Citroen C3 Aircross, and Opel/Vauxhall Frontera, as well as refreshed Ram 2500 & 3500, Opel Mokka

### Increasing Benefit from '24-'25 Product Wave

with 20 all-new or significantly upgraded products launched in '24, half in the second half, and 10 nameplates planned to begin production in '25

## Responding to Tariff Challenges

### Safeguarding the Business

to protect profitability, progressing scenario planning and engaging continuously with relevant North American governments

### Suspending 2025 Financial Guidance

due to tariff-related uncertainties including policy, market impacts, and the company's evolving response.

# STRONG Q1 START TO 2025 PRODUCT WAVE

**Closing  
Coverage  
Gaps**



**Fiat Grande Panda**



**Citroën C3 Aircross**



**Opel/Vauxhall Frontera**

**Refreshing  
Popular  
Products**



**Ram 2500 HD**



**Ram 3500 HD**



**Opel/Vauxhall Mokka**

# Tracking Commercial Recovery Initiatives

## Europe

**+190**  
Basis Points

EU30 market share sequential increase to 17.3% from Q4 '24

**#1 Share**  
Hybrid

New leader in EU30 market share in hybrids, climbed to #2 in BEVs

## United States

**>10%**  
Key Nameplates

U.S. retail sales rose >10% y-o-y for Jeep® Grand Cherokee & Compass and Ram 1500 & 2500 trucks

**+82%**  
Retail Order Intake

U.S. retail order intake for Mar '25 +82% y-o-y, highest month since Jun '23



**Encouraging  
Signs of  
Early Progress**

- **Consolidated Shipments down 9%** y-o-y, primarily reflecting lower NA production due to extended holiday downtime in Jan '25, product transition impacts, and lower European industry demand for LCVs
- **Net Revenues down 14%** y-o-y, primarily due to lower volume, adverse regional mix and price normalization

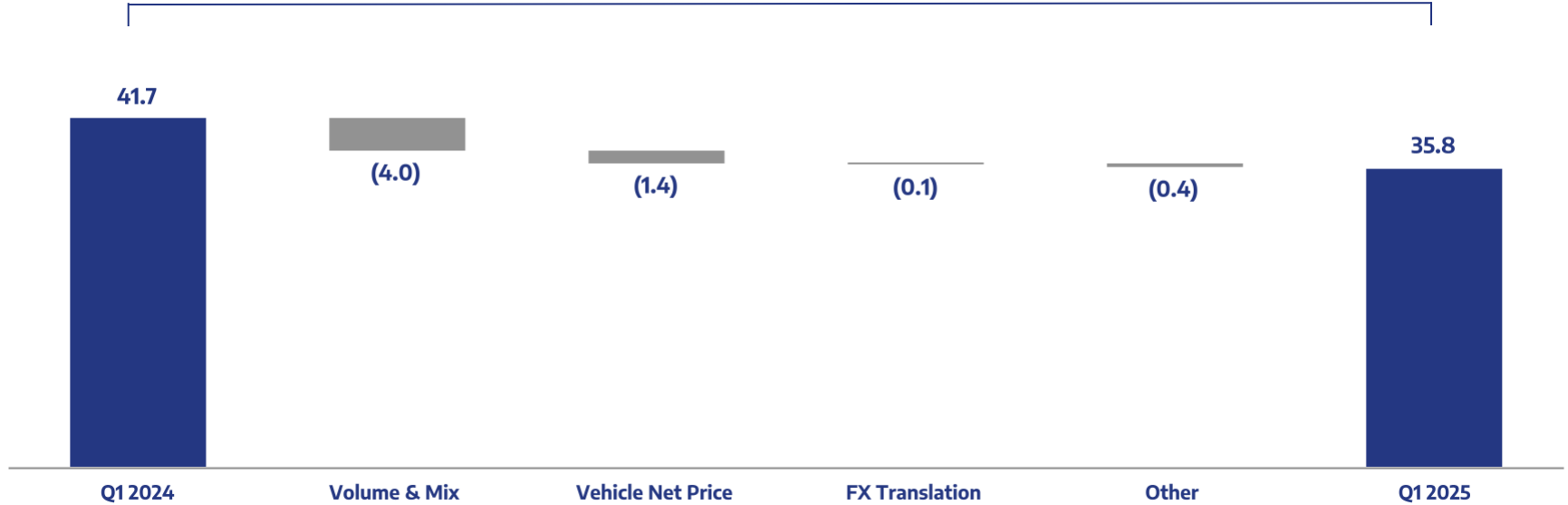
|   | Q1 2025      | Q1 2024 | % Change     |
|---|--------------|---------|--------------|
| Combined Shipments <sup>(1)</sup> (000 units)     | <b>1,233</b> | 1,371   | <b>(10)%</b> |
| Consolidated Shipments <sup>(1)</sup> (000 units) | <b>1,217</b> | 1,335   | <b>(9)%</b>  |
| Net Revenues (€ billion)                          | <b>35.8</b>  | 41.7    | <b>(14)%</b> |

1. Combined Shipments include shipments by the Company's consolidated subsidiaries and unconsolidated JVs, whereas Consolidated Shipments only include shipments by the Company's consolidated subsidiaries. This includes the vehicles produced by our joint ventures and associates (including Leapmotor) which are distributed by our consolidated subsidiaries. In addition to the volumes included in consolidated shipments, combined shipments also includes the vehicles distributed by our JVs (such as Tofas)

## NET REVENUES

€ billion

(14.1)%



Figures may not add due to rounding



# Q1 '25 Highlighted by Sequential Improvement in EE, SA Market Share

## NORTH AMERICA

**Shipments: 325k**   **Net Revenues: €14.4B**  
**Market Share: 7.1%**

Retail stabilizing,  
pull-back in fleet  
participation

Impact of extended  
holiday shut down  
on U.S. production

## ENLARGED EUROPE

**Shipments: 567k**   **Net Revenues: €13.6B**  
**EU30 Market Share: 17.3%**

Increased  
market share  
+190bps vs. Q4 '24

Closing product  
transition gaps

## SOUTH AMERICA

**Shipments: 211k**   **Net Revenues: €3.7B**  
**Market Share: 23.8%**

Increased  
market share  
+150bps vs. Q4 '24

Regional leadership  
maximized benefit of  
higher industry volumes

## MIDDLE EAST & AFRICA

**Shipments: 100k**   **Net Revenues: €2.3B**  
**Market Share: 11.0%**

Continued import  
restrictions in some  
countries

Ramp up of  
Algerian local  
production

## CHINA AND INDIA & ASIA PACIFIC

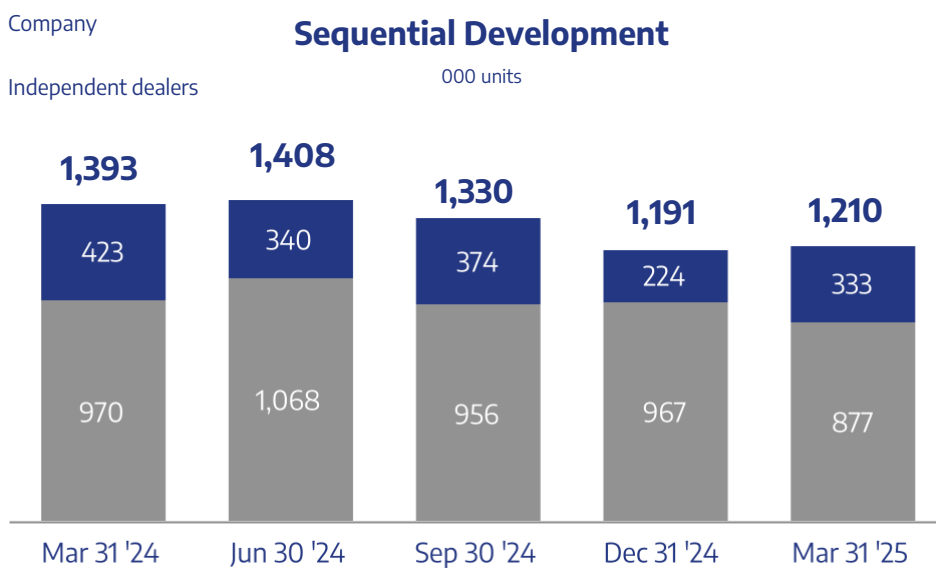
**Shipments: 12k**   **Net Revenues: €0.4B**

Lower volumes  
and market share

IAP actions on aged  
inventory ahead of  
Q2 '25 product refresh

## Sequential Development

000 units



- **Company inventory rose vs. Q4 '24**, with majority of increase in EE, where production levels were increased to address Q2 '25 demand, driven largely by B and C-segment vehicles
- **Independent dealer stock contracted vs. Q4 '24**, with majority of decrease in EE, where dealer inventory levels were higher in Q4 '24 to support early '25 deliveries

# LOOKING FORWARD & 2025 CONSIDERATIONS



Jeep® Wrangler and Gladiator

# Stellantis NA Key Facts

## U.S. Assembled Vehicles

- Represented **58%** of the 1.2 million total vehicles shipped for sale in the U.S. in 2024, **limiting tariff exposure** to certain imported components
- **Predominantly domestic content** with overwhelming majority of imported components USMCA compliant

## Imported Vehicles

- **95%** of the vehicles imported for U.S. sale in 2024 were made in Canada or Mexico, all of which are USMCA compliant
- **Light Duty pickup assembly** in both U.S. and Mexico, with majority of production in U.S.

## Powerful Stellantis Differentiator - Exceptional Geographic Balance

>50%<sup>(1)</sup> of Group AOI generated outside of North American Region in 2023-2024

(1) Excludes amounts for other activities, unallocated items and eliminations

\* Refer to Appendix for definitions of supplemental financial measures and reconciliations to applicable IFRS metrics

# Near-Term NA Actions to Safeguard Business

## Q1 '25:

- Announced U.S. investment and production commitments
- Communication with suppliers and dealers to manage inventories
- U.S. dealer inventory of imported products ended Q1 '25 at healthy levels

## April '25:

- Launched responsive campaign to bolster near-term engagement
- Reduced shipments of imported vehicles while operating from solid inventories
- Temporarily suspended European vehicle imports to U.S.

## May-June '25 Focus:

- Calibrating production and employment to reduce impacts on profitability
- Monitoring market pricing trends
- Maximize offensive opportunities
- Re-assessing capital spending plans

## Managing Business Impacts While Engaging Constructively

### Tariff Mitigation Responses Actioned

Expected to progressively reduce monthly tariff impacts

### Highly Engaged with North American Governments

To facilitate well-informed policy implementation & evolution



# Suspending 2025 Financial Guidance

Due to tariff-related uncertainties

- Difficult to define impacts of evolving tariff policies
- Elevated uncertainties in the competitive environment
- Response and mitigation actions will continue to be refined as appropriate

# FOCUSED ON EXECUTION



Fiat Grande Panda Hybrid



**Early Stage of  
Commercial Recovery**

**2025 New Product  
Launches Ongoing**

**Responding to  
Tariff Challenges**

# APPENDIX



Jeep® Grand Cherokee

For purposes of this presentation, and unless otherwise stated:

**LEV** = Low emission vehicles, which include battery electric (BEV), plug-in hybrid (PHEV), range-extender electric vehicle (REEV), and fuel cell electric (FCEV) vehicles

**EU30** = EU 27 (excluding Malta), Iceland, Norway, Switzerland and UK

**Rankings, market share and other industry information are for passenger cars (PC) plus light commercial vehicles (LCV) and for the full year unless otherwise stated.** Information is derived from third-party industry sources (e.g. Agence Nationale des Titres Sécurisés (ANTS), Associação Nacional dos Fabricantes de Veículos Automotores (ANFAVEA), Ministry of Infrastructure and Sustainable Mobility (MIMS), S&P Global, Ward's Automotive) and internal information unless otherwise stated

**All Stellantis reported BEV and LEV sales** include Citroën Ami, Opel Rocks-e and Fiat Topolino; in countries where these vehicles are classified as quadricycles, they are excluded from Stellantis reported combined sales, industry sales and market share figures

**U.S. PHEV and LEV rankings** are per S&P Global 2024 vehicle registrations (most current data available); PC + light-duty trucks

**NA** = North America, **U.S.** = United States, **EE** = Enlarged Europe, **SA** = South America, **MEA** = Middle East & Africa, **IAP** = India & Asia Pacific

**Other activities** = primarily consists of our pre-owned car business, mobility businesses through the brands Free2move and Share Now, the Company's software and data businesses, and other investments, including Archer, as well as the financial services activities of dealer and customer financing primarily in North America, Enlarged Europe, South America and China and until December 2024, the Company's industrial automation systems design and production business, operating under the Comau brand name. Also included are our companies that provide services, including accounting, payroll, tax, insurance, purchasing, information technology, facility management and security for the Company and management of central treasury activities.

## NON-GAAP FINANCIAL MEASURES



Stellantis monitors its operations through the use of several non-generally accepted accounting principles (non-GAAP) financial measures. Company management believes that these non-GAAP financial measures provide useful and relevant information regarding our operating results and enhance the overall ability to assess our financial performance and financial position. These measures provide comparable measures which facilitate management's ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions. The non-GAAP measure, Adjusted diluted EPS is also presented, which is not used to monitor our operations but which we believe provides investors with a more meaningful comparison of the Company's ongoing quality of earnings. These and similar measures are widely used in the industry in which the Company operates, however, these financial measures may not be comparable to other similarly titled measures of other companies and are not intended to be substitutes for measures of financial performance as prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), as well as IFRS as adopted by the European Union.

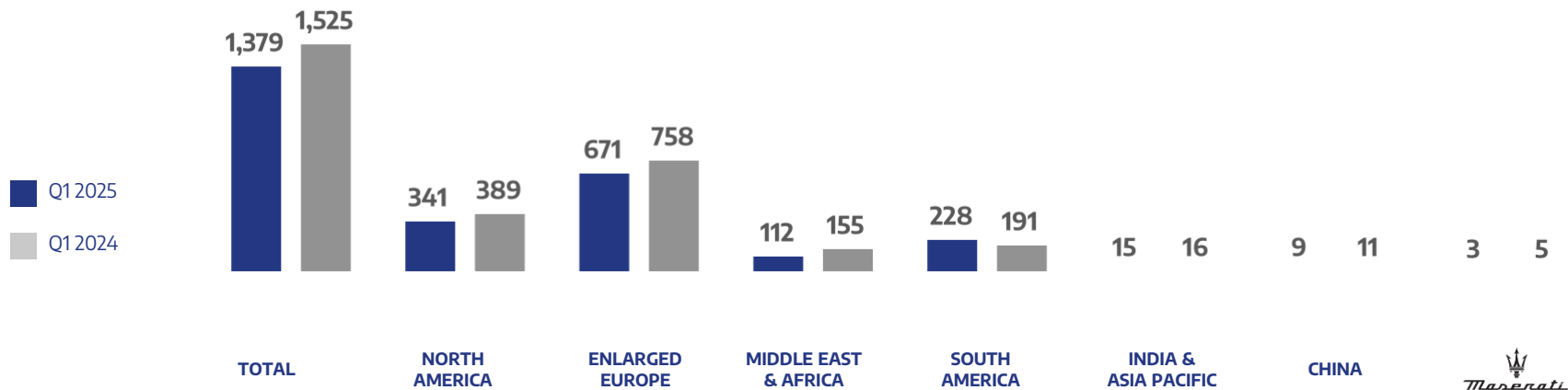
Stellantis' non-GAAP financial measures are defined as follows:

- **Adjusted Operating Income/(Loss)** excludes from Net profit/(loss) adjustments comprising restructuring and other termination costs, impairments, asset write-offs, disposals of investments and unusual operating income/(expense) that are considered rare or discrete events and are infrequent in nature, as inclusion of such items is not considered to be indicative of the Company's ongoing operating performance, and also excludes Net financial expenses/(income) and Tax expense/(benefit).  
Unusual operating income/(expense) are impacts from strategic decisions, as well as events considered rare or discrete and infrequent in nature, as inclusion of such items is not considered to be indicative of the Company's ongoing operating performance. Unusual operating income/(expense) includes, but may not be limited to: impacts from strategic decisions to rationalize Stellantis' core operations; facility-related costs stemming from Stellantis' plans to match production capacity and cost structure to market demand, and convergence and integration costs directly related to significant acquisitions or mergers.
- **Adjusted Operating Income/(Loss) Margin** is calculated as Adjusted operating income/(loss) divided by Net revenues
- **Industrial Free Cash Flows** is our key cash flow metric and is calculated as Cash flows from operating activities less: (i) cash flows from operating activities from discontinued operations; (ii) cash flows from operating activities related to financial services, net of eliminations; (iii) investments in property, plant and equipment and intangible assets for industrial activities, (iv) contributions of equity to joint ventures and minor acquisitions of consolidated subsidiaries and equity method and other investments; and adjusted for: (i) net intercompany payments between continuing operations and discontinued operations; (ii) proceeds from disposal of assets and (iii) contributions to defined benefit pension plans, net of tax. The timing of Industrial free cash flows may be affected by the timing of monetization of receivables, factoring and the payment of accounts payables, as well as changes in other components of working capital, which can vary from period to period due to, among other things, cash management initiatives and other factors, some of which may be outside of the Company's control. In addition Industrial free cash flows is one of the metrics used in the determination of the annual performance for eligible employees, including members of the Senior Management.
- **Adjusted Diluted Earnings Per Share ("EPS")** is calculated by adjusting Diluted earnings per share for the post-tax impact per share of the same items excluded from Adjusted operating income as well as tax expense/(benefit) items that are considered rare or infrequent, or whose nature would distort the presentation of the ongoing tax charge of the Company. We believe this non-GAAP measure is useful because it also excludes items that we do not believe are indicative of the Company's ongoing operating performance and provides investors with a more meaningful comparison of the Company's ongoing quality of earnings. Adjusted diluted EPS should not be considered as a substitute for Basic earnings per share, Diluted earnings per share from operations or other methods of analyzing our quality of earnings as reported under IFRS.
- **Industrial Net Financial Position** is calculated as Debt plus derivative financial liabilities related to industrial activities less (i) cash and cash equivalents; (ii) financial securities that are considered liquid; (iii) current financial receivables from the Company or its jointly controlled financial services entities and (iv) derivative financial assets and collateral deposits. Therefore, debt, cash and cash equivalents and other financial assets/liabilities pertaining to Stellantis' financial services entities are excluded from the computation of the Industrial net financial position. Industrial net financial position includes the Industrial net financial position classified as held for sale.



## COMBINED SALES

000 units



### MARKET SHARE <sup>(1)</sup>

|      |      |       |       |       |       |       |       |      |      |      |      |      |      |
|------|------|-------|-------|-------|-------|-------|-------|------|------|------|------|------|------|
| 7.1% | 8.4% | 16.4% | 18.6% | 11.0% | 14.5% | 23.8% | 23.1% | 0.4% | 0.4% | 0.2% | 0.2% | 1.5% | 1.8% |
|------|------|-------|-------|-------|-------|-------|-------|------|------|------|------|------|------|

### Q1 INDUSTRY <sup>(1)</sup>

(2025 vs. 2024)

|     |       |      |      |     |     |       |
|-----|-------|------|------|-----|-----|-------|
| +4% | +0.0% | (6)% | +16% | +5% | +5% | (17)% |
|-----|-------|------|------|-----|-----|-------|

1. Industry and market share information is derived from third-party industry sources (e.g. Agence Nationale des Titres Sécurisés (ANTS), Associação Nacional dos Fabricantes de Veículos Automotores (ANFAVEA), Ministry of Infrastructure and Sustainable Mobility (MIMS), Ward's Automotive) and internal information. Represents PC and LCVs, except as noted below:

- Enlarged Europe excludes Russia and Belarus. From 2025, this includes Israel and Palestine (prior periods have not been restated);
- Middle East & Africa exclude Iran, Sudan and Syria. From 2025, this excludes Israel and Palestine (prior periods have not been restated);
- South America excludes Cuba;
- India & Asia Pacific reflects aggregate for major markets where Stellantis competes (Japan (PC), India (PC), South Korea (PC + Pickups), Australia, New Zealand and South East Asia);
- China represents PC only and includes licensed sales from DPCA; and
- Maserati reflects aggregate for 17 major markets where Maserati competes and is derived from S&P Global data, Maserati competitive segment and internal information

Figures may not add due to rounding. Prior period figures have been updated to reflect current information provided by third party industry sources.

## RECONCILIATION OF NET REVENUES FROM EXTERNAL CUSTOMERS TO NET REVENUES



| Q1 2025  |               |                 |                      |               |                                |            |                      |               |
|--|---------------|-----------------|----------------------|---------------|--------------------------------|------------|----------------------|---------------|
| € million  | North America | Enlarged Europe | Middle East & Africa | South America | China and India & Asia Pacific | Maserati   | Other <sup>(1)</sup> | Stellantis    |
| Net Revenues from External Customers               | 14,416        | 13,522          | 2,274                | 3,667         | 446                            | 157        | 1,331                | <b>35,813</b> |
| Net Revenues from Transactions with Other Segments | —             | 43              | 6                    | 11            | 1                              | —          | (61)                 | —             |
| <b>Net Revenues</b>                                | <b>14,416</b> | <b>13,565</b>   | <b>2,280</b>         | <b>3,678</b>  | <b>447</b>                     | <b>157</b> | <b>1,270</b>         | <b>35,813</b> |

| Q1 2024  |               |                 |                      |               |                                |            |                      |               |
|--|---------------|-----------------|----------------------|---------------|--------------------------------|------------|----------------------|---------------|
| € million  | North America | Enlarged Europe | Middle East & Africa | South America | China and India & Asia Pacific | Maserati   | Other <sup>(1)</sup> | Stellantis    |
| Net Revenues from External Customers               | 19,290        | 13,985          | 2,687                | 3,476         | 524                            | 312        | 1,423                | <b>41,697</b> |
| Net Revenues from Transactions with Other Segments | 1             | 66              | —                    | (10)          | 1                              | 1          | (59)                 | —             |
| <b>Net Revenues</b>                                | <b>19,291</b> | <b>14,051</b>   | <b>2,687</b>         | <b>3,466</b>  | <b>525</b>                     | <b>313</b> | <b>1,364</b>         | <b>41,697</b> |

1. Other activities, unallocated items and eliminations

**NORTH AMERICA**

**Shipments**

(000 units)

325 407

**Net Revenues**

(€ billion)

14.4 19.3

Q1 '25

Q1 '24

Q1 '25

Q1 '24

**Shipments -20%**, reflecting lower Jan production, a consequence of extended holiday downtime, initial ramp up of updated 2025 Ram HD trucks and continued gaps from discontinued models

**Net Revenues -25%**, primarily due to lower volumes and mix, as well as the negative net pricing from increased incentives

**ENLARGED EUROPE**

**Shipments**

(000 units)

567 615

**Net Revenues**

(€ billion)

13.6 14.1

Q1 '25

Q1 '24

Q1 '25

Q1 '24

**Shipments -8%**, mostly due to transition gaps in certain A and B-segment vehicles replacing prior-generation products discontinued at the end of H1 2024, as well as a decline in LCV volumes

**Net Revenues -3%**, due to lower shipment volumes and increased incentives, partially offset by positive nameplate and energy mix impacts

**MIDDLE EAST & AFRICA**

**Combined Shipments**

(000 units) ■ JV ■ Consolidated

116 154  
16 36  
100 118

**Net Revenues**

(€ billion)

2.3 2.7

Q1 '25

Q1 '24

Q1 '25

Q1 '24

**Consolidated Shipments -15%**, mostly driven by the impact of import restrictions in some countries

**Net Revenues -15%**, due to lower volumes and translation effects mainly related to the Turkish Lira, partially offset by positive pricing and market mix impacts

**SOUTH AMERICA**

**CHINA AND INDIA & ASIA PACIFIC**

**MASERATI**

**Shipments**

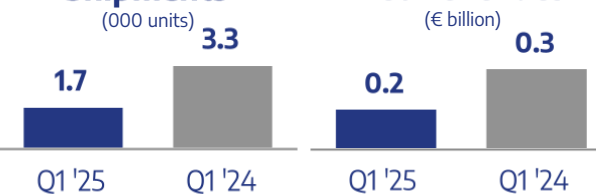
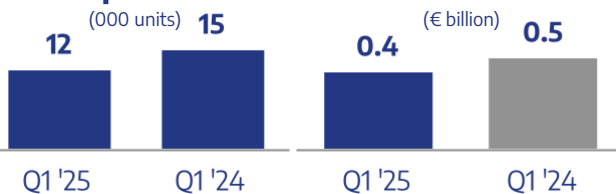
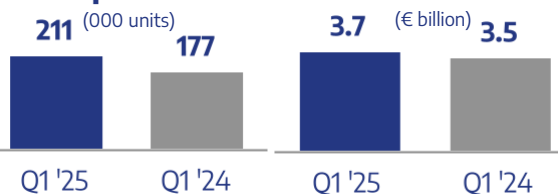
**Net Revenues**

**Shipments**

**Net Revenues**

**Shipments**

**Net Revenues**



**Shipments +19%**, maintained >23% market share in South America while benefiting from higher industry volumes, especially in Brazil and Argentina

**Shipments -20%**, driven by continued pressure in the region and an increased focus on reducing current inventory stock levels in China

**Shipments -48%**, mainly due to reduced demand as well as a significantly reduced product portfolio

**Net Revenues +6%**, primarily due to increased volumes and positive mix, partially offset by negative translation effects from Brazilian Real and Argentine Peso

**Net Revenues -15%**, due to lower shipment volumes, partially offset by higher market mix in Australia, New Zealand and South Korea

**Net Revenues -50%**, primarily due to lower volumes as well as pricing actions to help reduce and reposition North America inventory

# STELLANTIS



DODGE



FIAT

Jeep



LEASYS

