



FIAT CHRYSLER AUTOMOBILES

Comment on FCA's November Sales in Europe

- *Fiat Chrysler Automobiles closed November with European sales totaling 68,700 vehicles for the month and nearly 960,900 for the year-to-date. November market share was in line with the prior year at 5.9%.*
- *Jeep brand posted another strong monthly performance with November sales up 29.1% year-over-year to nearly 13,800 vehicles. For the eleven months year-to-date, Jeep sales were up 57.4% over the prior year to 156,000 vehicles. For both the month and the year-to-date, the brand significantly outperformed the average for the segments in which it is present.*
- *The Fiat Panda and Fiat 500 led the European A segment once again in November with a combined share of 28.3%. Year-over-year sales results were also strongly positive for the Alfa Romeo Stelvio (+78.75% year-to-date), Jeep Compass (+71.85% in November), Jeep Renegade (+11.0% in November) and Fiat 500X (+6.55% year-to-date). Also making positive contributions were the Jeep Wrangler (+41.8% in November and +69.5% year-to-date) and the Fiat 124 Spider (+32.5% in November). Lancia posted a 13.8% increase in November sales with the Ypsilon once again the best-selling B-segment model in Italy.*
- *Pietro Gorlier, Chief Operating Officer for EMEA, commented: "FCA's European market share remained stable while we keep a strong focus on the more profitable retail, true fleet and long-term rental channels. For example, from August to October our mix of retail sales in the ten largest European markets increased by nearly 20 percentage points and that mix is continuing to improve."*

In November, with the European market registering an 8.1% year-over-year decline in sales, **Fiat Chrysler Automobiles** (FCA) sold more than 68,700 vehicles and market share was in line with the prior year at 5.9%.

For the eleven months year-to-date, Group sales totaled nearly 960,900 vehicles with share at 6.6%.

In the UK, FCA significantly outperformed the industry average with sales increasing 16.5% (versus a 3.0% decline for the market) and share 0.4 percentage points higher at 2.3%.

Jeep posted another strong monthly performance with European sales up 29.1% year-over-year, compared with a decline for the European market overall, to nearly 13,800 vehicles. The brand posted a 0.4 percentage point increase in European share to 1.2%.

Year-to-date, Jeep brand sales were up 57.4% to more than 156,000 vehicles. This was once again the highest gain of any brand in Europe. Market share was up 0.4 percentage points for the period to 1.1%.

The brand's sales performance was particularly significant in direct comparison to the segments in which it is present. In November, brand sales were up 29.1% year-over-year, compared with just 2.5% for its market segments. For the year-to-date, brand sales were up 57.4%, compared with 16.0% for its market segments.

Jeep significantly outperformed the industry average in Italy (up 34.3% in November and 71.7% year-to-date), Germany (up 9.5% in November and 29.9% year-to-date), and the UK (up 34.6% in November). The brand achieved another outstanding result in Spain with sales up 87.5% for the month and 100% for the year-to-date.

The Renegade and Compass continued to drive the brand's European results. The Renegade was among the top ten in its segment with November sales up 11.0% year-over-year to more than 6,400 vehicles. For the Compass, November sales were up 71.85% to more than 5,700 vehicles.



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The iconic Jeep Wrangler also made a positive contribution with sales up 41.8% in November and 69.5% year-to-date.

Alfa Romeo posted November sales of nearly 4,000 vehicles with European market share at 0.3%. Year-to-date, brand sales totaled nearly 78,900 vehicles with share at 0.5%.

The brand posted a particularly positive result in Spain with sales up 17.4% for the year-to-date.

The Stelvio was the brand's top performer with sales increasing 78.75% for the year-to-date to more than 27,500 vehicles.

Fiat brand posted November sales of nearly 45,900 vehicles, with European market share at 4.0%. Year-to-date, brand sales totaled 672,600 vehicles and market share was 4.6%.

Of particular note in November was the brand's 26.1% sales increase in the UK market.

Fiat continued to dominate the European A segment with the Panda and 500 holding a combined 28.3% segment share in November. The Panda was segment leader, with sales up 10.9% year-over-year to more than 15,900 vehicles, followed by the 500, with sales 2.5% higher at more than 12,600 vehicles.

Year-to-date, the two models held a combined 27.8% segment share. The 500 was segment leader, with sales up 1.8% to nearly 184,200 vehicles, followed by the Panda in second place.

Several Fiat brand models ranked among the leaders in their respective segments. The 500X continued among the top ten in its segment and for the year-to-date sales were up 6.55% year-over-year to 90,500 vehicles. The 500L was the third best-selling vehicles in its segment for both the month and year-to-date with a 16.8% share for the year-to-date. The 124 Spider was also one of the most popular vehicles in its segment in November with sales up 32.5% over the prior year.

For **Lancia/Chrysler**, November sales were up 13.8% to nearly 4,500 vehicles and market share was 0.1 percentage points higher at 0.4%.

Year-to-date, brand sales totaled nearly 44,500 vehicles with share at 0.3%.

In Italy (the only market where the brand is sold), the Lancia Ypsilon was the best-selling vehicle in the B segment in November and sales increased 14.05% year-over-year.

For **Maserati**, the Group's luxury brand, European sales totaled 576 vehicles in November and 7,581 for the year-to-date.

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