



FIAT CHRYSLER AUTOMOBILES

Comment on FCA's May Sales in Italy

- Fiat Chrysler Automobiles (FCA) reported May sales in Italy of 51,800 vehicles with market share at 26.3%
- This continued the positive trend for 2019, with market share at 24.1% in January, 24.8% in February and March and 25.3% in April
- Jeep posted sales of 38,600 vehicles for the five months year-to-date, ranking as leader in the SUV market with an 11.1% segment share, and a 4.3% market share overall. Year-to-date, sales were up 50.0% for the new Cherokee and 82.0% for the new Wrangler
- Lancia posted another strong performance with sales up 20.1% for the month and 31.0% for the year-to-date. The Lancia Ypsilon continued as leader in the B segment
- The Fiat Panda continued as the best-selling vehicle in Italy with a 37.7% share of the A segment (56.6% share combined with the Fiat 500)
- Fiat Panda, Fiat 500X, Fiat 500L and Fiat Qubo were the best-selling vehicles in their segments in May, while the Fiat Panda, Lancia Ypsilon, Fiat Tipo, Fiat 500X, Fiat 500L, Alfa Romeo Stelvio and Fiat Qubo were leaders for the year-to-date
- The Alfa Romeo Stelvio was leader in its segment for the year-to-date with a 13.3% share, while the Giulia was the best-selling sedan in its segment for the same period
- Six FCA models ranked in the top ten. These included the Fiat Panda and 500 (first and second), Lancia Ypsilon, Fiat 500X, Jeep Renegade and Fiat 500L

FCA posted May sales in Italy totaling 51,800 vehicles with market share at 26.3%. This continued the positive trend for 2019, with market share at 24.1% in January, 24.8% in February and March and 25.3% in April.

Results were positive for Fiat (month-over-month share increase), Jeep (leader in the SUV segment) and Lancia, with solid year-over-year increases in volumes and market share for both May and the year-to-date.

In addition, the Fiat Panda, Lancia Ypsilon, Fiat Tipo, Fiat 500X, Fiat 500L, Alfa Romeo Stelvio and Fiat Qubo continued as leaders in their respective segments for the year-to-date.

A total of six FCA models ranked in the top ten in May, including the Fiat Panda and 500 (first and second), Lancia Ypsilon, Fiat 500X, Jeep Renegade and Fiat 500L.

Results by Brand

Jeep posted May sales of nearly 8,500 vehicles with market share at 4.3%. For the five months year-to-date, brand sales totaled 38,600 vehicles and market share was 4.3%. Sales were up 50.0% year-over-year for the new Cherokee and 82.0% for the new Wrangler.

Lancia continued its strong performance in May with sales up 20.1% to 6,100 Ypsilons and market share 0.6 percentage points higher at 3.1%.



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PRESS RELEASE

Year-to-date, brand sales totaled 30,300 vehicles (+31.0% year-over-year) and market share was 0.9 percentage points higher at 3.3%.

The Ypsilon continued as B-segment leader for the year-to-date with a significant gap over the nearest competitor.

Fiat brand sales totaled 34,900 vehicles in May and market share was substantially in line with the prior year at 17.7%.

Year-to-date, sales totaled 147,300 vehicles and market share was 16.2%.

The Fiat Panda continued to dominate the overall rankings with a total of 13,600 vehicles sold and it was leader in the A segment with a 37.7% share. The Panda and 500 held a combined 56.6% segment share.

In addition, the Fiat Panda, Fiat 500X, Fiat 500L and Fiat Qubo led their respective segments for both May and the year-to-date, while the Fiat Tipo was segment leader for the year-to-date.

A total of four Fiat models ranked in the Italian top ten for the month. These included the Panda and 500 (first and second), as well as the 500X and 500L.

Strong results also for **Abarth** which posted an 11.0% year-over-year increase in May with 530 vehicles sold. With the approach of Summer, May sales of the 124 Spider (Fiat and Abarth) doubled year-over-year.

Alfa Romeo posted May sales of more than 2,300 vehicles with market share at 1.2%.

Year-to-date, brand sales totaled 11,800 vehicles and market share was 1.3%.

The Stelvio was leader in its segment for the year-to-date, while the Giulia was the best-selling sedan in its segment.

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