



FIAT CHRYSLER AUTOMOBILES

*FCA closed 2016 with full-year sales in Europe totaling nearly 993,000 vehicles. This 14.1% year-over-year increase compared with an average of 6.5% for the industry. For the month of December, FCA sales were up 13.7% year-over-year (+3.2% for the industry) to 74,000 units. All Group brands outperformed the industry average, with Jeep sales up 19.0%, Alfa Romeo up 16.5%, Fiat up 13.6% and Lancia up 9.0%. Fiat brand dominated the European A segment with the Panda and 500 achieving a combined 29.4% share for the year. The Fiat 500L led the Small MPV segment with 81,000 units sold and a 25.5% share. The Fiat 500X ranked among the leaders in the Small SUV segment, with sales up more than 42.0% over 2015. The Jeep brand posted another record year in Europe, with sales up 19.0% year-over-year to 105,000 vehicles.*

**FCA** closed 2016 with sales in Europe (EU28+EFTA) totaling nearly 993,000 vehicles (+14.1% year-over-year compared with +6.5% for the industry) and market share 50 basis points higher at 6.6%. All brands outperformed the industry, with Jeep sales up 19.0%, Alfa Romeo up 16.5%, Fiat up 13.6% and Lancia up 9.0%. FCA also outperformed the industry in nearly every major market, with 2016 sales increasing 18.5% in Italy, 8.5% in Germany, 13.2% in France and 26.8% in Spain.

The result for December was also very positive, with full-year sales up 13.7% (+3.2% for the industry) to 74,000 vehicles and market share 60 basis points higher at 6.2%.

Driving these results was the strong performance of the Group's leading models. The Fiat 500X and Jeep Renegade continued among the top ten in the European Small SUV segment. It was a very positive year also for the Fiat 500, Fiat 500L and Fiat Panda (at the top of the rankings in their respective segments). The Fiat Tipo also continued to post increases throughout the year.

For the **Fiat** brand, sales were up 13.6% for the year to more than 746,000 vehicles and market share increased 30 basis points to 4.9%. Brand sales were up 17.1% in Italy, 9.3% in Germany, 14.9% in France, 29.4% in Spain, 6.8% in Belgium, 21.4% in Austria and 25.1% in Poland.

For the month of December, brand sales were up 11.8% to more than 54,000 vehicles and market share was 30 basis points higher at 4.5%.

It was another positive year for the brand's leading models with the Fiat Panda selling nearly 191,000 units and the Fiat 500 selling 185,000 units. The two best-selling models in the European A segment, the Panda and 500 held a combined 29.4% share. The Fiat 500L was leader in the European Small MPV segment with a 25.5% share and more than 81,000 units sold. The Fiat 500X ranked in the top five in the Small SUV segment with sales up 42.0% over the previous year to nearly 107,000 units. The Fiat Tipo continued to gain momentum throughout the year and closed 2016 with more than 61,500 units sold. Finally, despite only being launched in the second half of the year, the Fiat 124 Spider was one of the best-selling models in its segment in 2016.



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**Lancia/Chrysler** posted full-year sales of more than 67,200 units (+9.0% vs. 2015) with market share stable at 0.4%. For the month of December, brand sales totaled nearly 4,500 vehicles and market share was 0.4%.

The Lancia Ypsilon remained popular with full-year sales in Europe up 13.25% over the previous year. In Italy, the Ypsilon was the best-selling B-segment model (13.8% segment share) with sales increasing 17.6% for the year.

**Alfa Romeo** sales totaled 66,200 units (+16.5% year-over-year) and share was 0.4%. Sales were up in almost all major markets, with increases of 19.2% in Italy, 39.3% in Germany, 15.4% in France and 11.9% in Spain.

For the month of December, brand sales were up 43.7% to 6,200 units and share increased 10 basis points to 0.5%.

In addition to nearly 42,000 units of the Giulietta sold in 2016, the full-year result was also driven by the success of the all-new Giulia. The latest addition to the Alfa Romeo family sold 10,500 units, despite its gradual launch in markets across Europe beginning only in the second half of the year.

**Jeep** followed a record 2015 with another all-time best annual sales performance in Europe. In fact, the brand's European sales were up 19.0% for the year to 105,000 vehicles and share increased 10 basis points to 0.7%.

For the major markets, full-year sales were up 35.0% in Italy, 16.3% in France, 30.5% in the UK and 32.9% in Spain.

For the month of December, sales were up 10.2% year-over-year to more than 8,200 vehicles and share was 0.7% (+10 basis points).

2016 was undoubtedly the year of the Renegade, which ranked as one of the most popular vehicles in its segment with sales up 40.4% to 77,000 units.

**Maserati** posted European sales of more than 7,900 vehicles, representing a 29.8% increase over full-year 2015.

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