



FIAT CHRYSLER AUTOMOBILES

*In October, FCA sales in Europe totaled 76,300 vehicles (+1.5% year-over-year). For the ten months year-to-date, sales totaled nearly 907,800 vehicles, an increase of 7.6% year-over-year (+3.8% for the industry). By brand, sales were particularly strong for Alfa Romeo (+20.3% in October, +34.4% year-to-date), Jeep (+20.4% in October, +0.3% year-to-date) and Fiat, which posted a 7.5% increase for the year-to-date. The Fiat Panda and Fiat 500 continued to dominate the European A segment, with a combined share of more than 29.5% for both October and the year-to-date. Panda sales were up 9.7% for the month, while the 500 posted a 5.7% increase for the year-to-date. The Lancia Ypsilon continued to lead the B segment in Italy. Jeep posted a further increase in sales, driven by the Renegade and the recently launched Compass, which continues to climb the European rankings. Alfa Romeo posted the largest increase of any brand in Europe for the year-to-date, driven by the success of the Giulia and Stelvio.*

**FCA** closed October with sales in Europe (EU28+EFTA) up 1.5% year-over-year to 76,300 vehicles.

For the year-to-date, sales were up 7.6% (versus 3.8% for the industry) to nearly 907,800 vehicles. Market share was up 30 basis points over the same period in 2016 to 6.9%.

For both October and the year-to-date, FCA outperformed the industry average in France (+14.6% in October, +12.3% year-to-date) and Spain (+19.5% in October, +15.8% year-to-date).

**Fiat** brand posted October sales of 54,750 vehicles, with European market share at 4.5%.

For the year-to-date, sales totaled more than 684,300 vehicles. The brand outperformed the industry with sales up 7.5% over the prior year and share increasing 20 basis points to 5.2%.

The brand significantly outperformed industry averages for the year-to-date in Germany (sales up 12.4%), France (+11.6%) and Spain (+14.5%). Fiat brand sales in Spain were also very strong in October, with the brand posting a 15.8% increase versus an industry average of 13.7%.

Fiat continued to dominate the European A segment with the Panda and 500 ranking first and second for both October and the year-to-date. The two models held a combined segment share of 29.8% for the month and 29.5% for the year-to-date. Panda sales were up 9.7% for the month, while the 500 posted a 5.7% increase for the year-to-date. The Fiat 500X was once again among the top five in its segment. For the Fiat Tipo, October sales were up 18.1%. For the Fiat 124 Spider, sales were up 144.2% for the year-to-date to more than 7,300 vehicles.

**Lancia/Chrysler** posted October sales of more than 4,500 vehicles, with European share at 0.4%.

Year-to-date, brand sales totaled 53,700 vehicles and share was 0.4%.

In Italy, the Lancia Ypsilon was the second most popular model overall in October and first in the B segment with a 12.0% share.

**Alfa Romeo** sales were up 20.3% in October to nearly 6,500 vehicles, with European share at 0.5%.

Year-to-date, sales were up 34.4% to nearly 72,500 vehicles, representing the largest year-over-year increase of any brand in Europe. As a result, market share was 10 basis points higher at 0.5%.

The brand significantly outperformed the industry average in nearly every major market, with October sales up 10.3% in Italy, 27.9% in France, 29.1% in the UK and 46.6% in Spain. For the



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year-to-date, brand sales were up 27.7% in Italy, 49.3% in Germany, 32.4% in France and 35.7% in Spain.

Driving these results were the Alfa Romeo Stelvio and Giulia. Year-to-date sales totaled nearly 12,800 vehicles for the Stelvio (not available in 2016) and more than 20,100 vehicles for the Giulia (+200.9% year-over-year).

**Jeep** posted another strong monthly sales performance, with more than 9,700 vehicles sold (+20.4%) and market share 10 basis points higher at 0.8%.

Year-to-date, sales were up 0.3% to nearly 88,700 vehicles and market share was in line with the prior year at 0.7%.

In October, the brand outperformed the industry average in France (sales up 26.2%), Spain (+35.9%) and Italy (47.2%). Year-to-date, brand sales grew 18.2% in Italy, 4.5% in France and 24.0% in Spain.

Those results were driven by the continued strong performance of the Jeep Renegade, which consistently ranks among the top ten in its segment in Europe. Sales of the Renegade totaled more than 5,400 vehicles in October and nearly 62,200 for the year-to-date. Two other models will soon be making a significant contribution to brand sales: the new Compass – already among the best-sellers in its segment just a few months after launch – and the all-new iconic Jeep Wrangler, to be unveiled at the Los Angeles Auto Show on November 29.

For **Maserati**, the Group's luxury brand, European sales totaled 810 vehicles in October and 8,337 for the year-to-date.

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