

FCA U.S. Sales New methodology vs. Previously reported Unit Sales 2011 - 2016 CYTD (June)

| | Year | New Methodology | | | %Change vs prior year | Previously reported | |
|----------------|-----------------|------------------|------------------|-------------------|-----------------------|---------------------|--|
| | | Retail Sales | Fleet Sales | Total Sales | | Total Sales | New Methodology Higher/(Lower) vs. Previously Reported |
| Summary | 2011 | 989,633 | 386,949 | 1,376,582 | 27% | 1,369,114 | 7,468 |
| | 2012 | 1,221,098 | 421,698 | 1,642,796 | 19% | 1,651,787 | (8,991) |
| | 2013 | 1,396,960 | 402,677 | 1,799,637 | 10% | 1,800,368 | (731) |
| | 2014 | 1,649,130 | 456,475 | 2,105,605 | 17% | 2,090,639 | 14,966 |
| | 2015 | 1,744,700 | 512,941 | 2,257,641 | 7% | 2,243,907 | 13,734 |
| | 2016 YTD | 832,157 | 312,652 | 1,144,809 | 5% | 1,152,259 | (7,450) |
| | Total | 7,833,678 | 2,493,392 | 10,327,070 | | 10,308,074 | 18,996 |
| Year | Month | | | | | | |
| 2011 | Jan | 53,006 | 18,666 | 71,672 | 25% | 70,118 | 1,554 |
| | Feb | 63,947 | 28,951 | 92,898 | 10% | 95,102 | (2,204) |
| | Mar | 79,589 | 51,124 | 130,713 | 41% | 121,730 | 8,983 |
| | Apr | 76,684 | 36,786 | 113,470 | 19% | 117,225 | (3,755) |
| | May | 79,188 | 34,012 | 113,200 | 8% | 115,363 | (2,163) |
| | Jun | 84,269 | 30,920 | 115,189 | 25% | 120,394 | (5,205) |
| | Jul | 93,452 | 24,476 | 117,928 | 26% | 112,026 | 5,902 |
| | Aug | 89,826 | 38,098 | 127,924 | 28% | 130,119 | (2,195) |
| | Sep | 90,520 | 35,168 | 125,688 | 26% | 127,334 | (1,646) |
| | Oct | 84,431 | 31,344 | 115,775 | 28% | 114,512 | 1,263 |
| | Nov | 84,651 | 33,338 | 117,989 | 59% | 107,172 | 10,817 |
| | Dec | 110,070 | 24,066 | 134,136 | 33% | 138,019 | (3,883) |
| | | Total | 989,633 | 386,949 | 1,376,582 | 27% | 1,369,114 |
| 2012 | Jan | 71,753 | 32,900 | 104,653 | 46% | 101,149 | 3,504 |
| | Feb | 89,558 | 47,053 | 136,611 | 47% | 133,521 | 3,090 |
| | Mar | 114,345 | 51,100 | 165,445 | 27% | 163,381 | 2,064 |
| | Apr | 98,063 | 37,910 | 135,973 | 20% | 141,165 | (5,192) |
| | May | 110,399 | 47,258 | 157,657 | 39% | 150,041 | 7,616 |
| | Jun | 108,540 | 34,823 | 143,363 | 24% | 144,811 | (1,448) |
| | Jul | 103,553 | 15,829 | 119,382 | 1% | 126,089 | (6,707) |
| | Aug | 109,231 | 34,056 | 143,287 | 12% | 148,472 | (5,185) |
| | Sep | 104,768 | 32,905 | 137,673 | 10% | 142,041 | (4,368) |
| | Oct | 95,492 | 33,341 | 128,833 | 11% | 126,185 | 2,648 |
| | Nov | 98,983 | 27,521 | 126,504 | 7% | 122,565 | 3,939 |
| | Dec | 116,413 | 27,002 | 143,415 | 7% | 152,367 | (8,952) |
| | | Total | 1,221,098 | 421,698 | 1,642,796 | 19% | 1,651,787 |
| 2013 | Jan | 88,337 | 29,823 | 118,160 | 13% | 117,731 | 429 |
| | Feb | 95,054 | 47,209 | 142,263 | 4% | 139,015 | 3,248 |
| | Mar | 126,428 | 49,226 | 175,654 | 6% | 171,606 | 4,048 |
| | Apr | 118,560 | 40,010 | 158,570 | 17% | 156,698 | 1,872 |
| | May | 131,798 | 39,155 | 170,953 | 8% | 166,596 | 4,357 |
| | Jun | 124,641 | 28,486 | 153,127 | 7% | 156,686 | (3,559) |
| | Jul | 126,461 | 10,108 | 136,569 | 14% | 140,102 | (3,533) |
| | Aug | 136,211 | 30,393 | 166,604 | 16% | 165,552 | 1,052 |
| | Sep | 101,669 | 32,071 | 133,740 | -3% | 143,017 | (9,277) |
| | Oct | 107,315 | 33,713 | 141,028 | 9% | 140,083 | 945 |
| | Nov | 114,545 | 33,109 | 147,654 | 17% | 142,275 | 5,379 |
| | Dec | 125,941 | 29,374 | 155,315 | 8% | 161,007 | (5,692) |
| | | Total | 1,396,960 | 402,677 | 1,799,637 | 10% | 1,800,368 |
| 2014 | Jan | 100,948 | 35,175 | 136,123 | 15% | 127,183 | 8,940 |
| | Feb | 117,371 | 44,234 | 161,605 | 14% | 154,866 | 6,739 |
| | Mar | 150,706 | 42,570 | 193,276 | 10% | 193,915 | (639) |
| | Apr | 135,843 | 34,481 | 170,324 | 7% | 178,652 | (8,328) |
| | May | 158,378 | 45,674 | 204,052 | 19% | 194,421 | 9,631 |
| | Jun | 137,890 | 36,082 | 173,972 | 14% | 171,086 | 2,886 |
| | Jul | 149,983 | 26,998 | 176,981 | 30% | 167,667 | 9,314 |
| | Aug | 167,024 | 25,204 | 192,228 | 15% | 198,379 | (6,151) |
| | Sep | 124,736 | 41,486 | 166,222 | 24% | 169,890 | (3,668) |
| | Oct | 129,491 | 41,017 | 170,508 | 21% | 170,480 | 28 |
| | Nov | 133,852 | 36,653 | 170,505 | 15% | 170,839 | (334) |
| | Dec | 142,908 | 46,901 | 189,809 | 22% | 193,261 | (3,452) |
| | | Total | 1,649,130 | 456,475 | 2,105,605 | 17% | 2,090,639 |
| 2015 | Jan | 111,722 | 34,426 | 146,148 | 7% | 145,007 | 1,141 |
| | Feb | 122,546 | 43,972 | 166,518 | 3% | 163,586 | 2,932 |
| | Mar | 151,090 | 45,639 | 196,729 | 2% | 197,261 | (532) |
| | Apr | 147,261 | 36,560 | 183,821 | 8% | 189,027 | (5,206) |
| | May | 165,259 | 42,244 | 207,503 | 2% | 202,227 | 5,276 |
| | Jun | 144,228 | 44,206 | 188,434 | 8% | 185,035 | 3,399 |
| | Jul | 159,803 | 20,321 | 180,124 | 2% | 178,027 | 2,097 |
| | Aug | 163,209 | 27,678 | 190,887 | -1% | 201,672 | (10,785) |
| | Sep | 146,620 | 48,484 | 195,104 | 17% | 193,019 | 2,085 |
| | Oct | 144,515 | 54,870 | 199,385 | 17% | 195,545 | 3,840 |
| | Nov | 129,484 | 56,424 | 185,908 | 9% | 175,974 | 9,934 |
| | Dec | 158,963 | 58,117 | 217,080 | 14% | 217,527 | (447) |
| | | Total | 1,744,700 | 512,941 | 2,257,641 | 7% | 2,243,907 |
| 2016 | Jan | 109,364 | 61,927 | 171,291 | 17% | 155,037 | 16,254 |
| | Feb | 126,705 | 58,302 | 185,007 | 11% | 182,879 | 2,128 |
| | Mar | 148,008 | 51,756 | 199,764 | 2% | 213,187 | (13,423) |
| | Apr | 150,220 | 41,339 | 191,559 | 4% | 199,631 | (8,072) |
| | May | 150,824 | 42,295 | 193,119 | -7% | 204,452 | (11,333) |
| | Jun | 147,036 | 57,033 | 204,069 | 8% | 197,073 | 6,996 |
| | Total | 832,157 | 312,652 | 1,144,809 | 5% | 1,152,259 | (7,450) |