

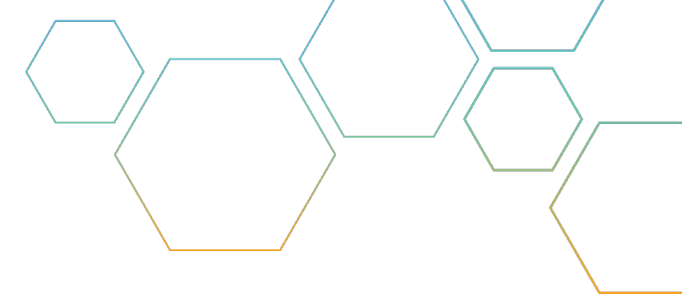


# **STELLANTIS: U.S. MARKET PERFORMANCE FOR FIRST QUARTER 2023**

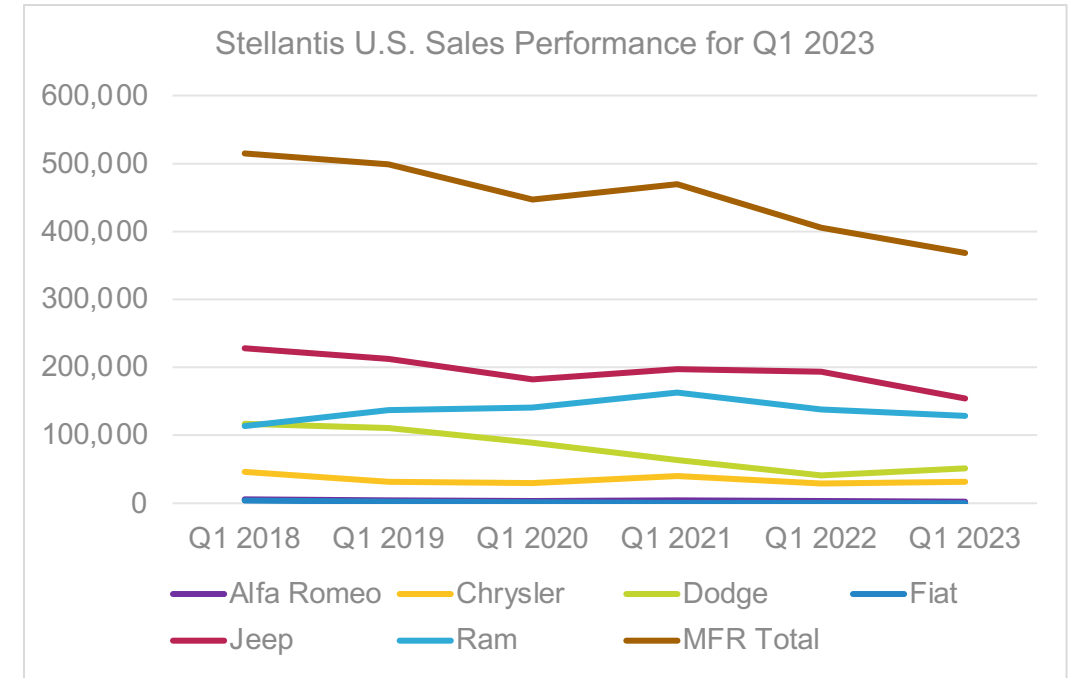


COX AUTOMOTIVE

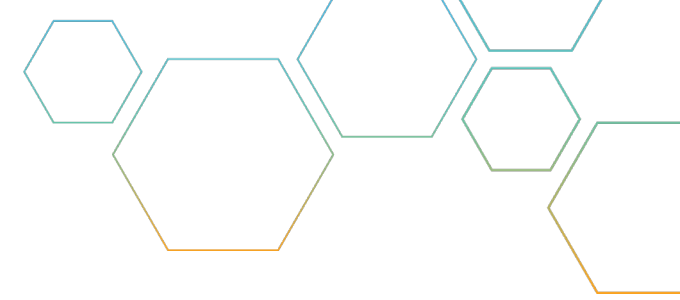
# STELLANTIS U.S. SALES PERFORMANCE FOR FIRST QUARTER 2023



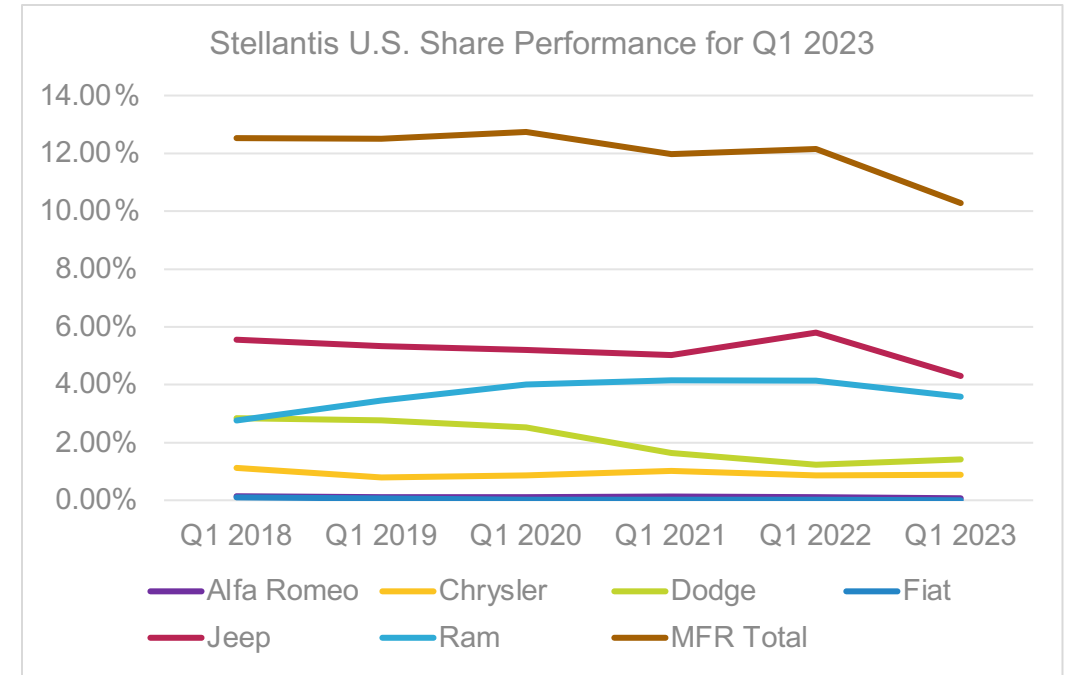
	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
<b>Q1 2018</b>	5,792	46,233	116,971	4,014	228,105	113,654	514,769
<b>Q1 2019</b>	4,286	31,591	110,517	2,214	212,734	137,013	498,355
<b>Q1 2020</b>	3,703	30,124	88,657	1,128	182,670	140,486	446,768
<b>Q1 2021</b>	4,646	39,737	63,988	815	197,545	162,920	469,651
<b>Q1 2022</b>	3,291	29,113	41,043	340	193,281	138,153	405,221
<b>Q1 2023</b>	2,390	31,899	50,975	138	154,203	128,722	368,327
<b>YOY Change</b>	-27.4%	9.6%	24.2%	-59.4%	-20.2%	-6.8%	-9.1%



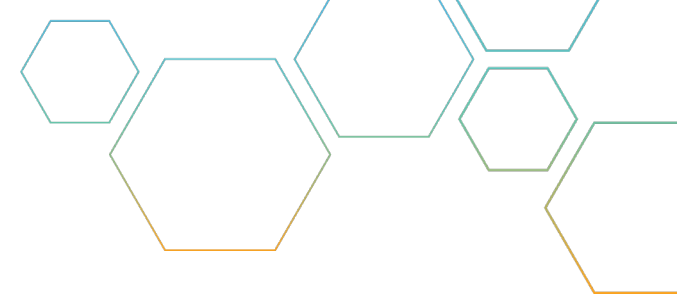
# STELLANTIS U.S. SHARE PERFORMANCE FOR FIRST QUARTER 2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
<b>Q1 2018</b>	0.14%	1.1%	2.8%	0.10%	5.6%	2.8%	12.5%
<b>Q1 2019</b>	0.11%	0.8%	2.8%	0.06%	5.3%	3.4%	12.5%
<b>Q1 2020</b>	0.11%	0.9%	2.5%	0.03%	5.2%	4.0%	12.7%
<b>Q1 2021</b>	0.12%	1.0%	1.6%	0.02%	5.0%	4.2%	12.0%
<b>Q1 2022</b>	0.10%	0.9%	1.2%	0.01%	5.8%	4.1%	12.2%
<b>Q1 2023</b>	0.07%	0.9%	1.4%	0.00%	4.3%	3.6%	10.3%
<b>Point Change</b>	-0.03%	0.02%	0.2%	-0.01%	-1.5%	-0.6%	-1.9%



# HIGHLIGHTS OF CHRYSLER'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023



	Q1 Sales	YOY Change
<b>Pacifica</b>	28,910	9.6%

	Q1 ATP	YOY Change
<b>Pacifica</b>	\$47,516	-0.2%



# HIGHLIGHTS OF DODGE'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023



	Q1 Sales	YOY Change
<b>Charger</b>	22,128	43.3%
<b>Challenger</b>	11,371	2.2%
<b>Durango</b>	17,467	21.7%

	Q1 ATP	YOY Change
<b>Charger</b>	\$47,015	14.3%
<b>Challenger</b>	\$54,751	13.4%
<b>Durango</b>	\$53,646	1.5%



# HIGHLIGHTS OF JEEP'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023



	Q1 Sales	YOY Change
<b>Grand Cherokee</b>	54,502	-27.4%
<b>Wrangler</b>	37,971	-16.6%
<b>Gladiator</b>	13,575	-24.2%
<b>Wagoneer</b>	5,560	-21.20%
<b>Grand Wagoneer</b>	2,044	-35.50%

	Q1 ATP	YOY Change
<b>Grand Cherokee</b>	\$57,279	10.0%
<b>Wrangler</b>	\$58,579	9.6%
<b>Gladiator</b>	\$56,746	4.4%
<b>Wagoneer</b>	\$74,048	-8.9%
<b>Grand Wagoneer</b>	\$103,419	6.6%



# HIGHLIGHTS OF RAM'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023

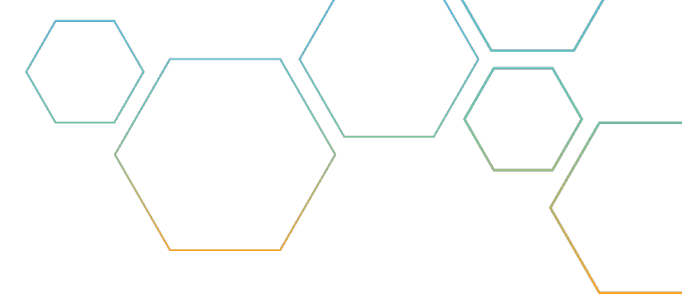


	Q1 Sales	YOY Change
<b>Ram 1500</b>	105,350	-17.1%
<b>Promaster</b>	17,694	89.7%

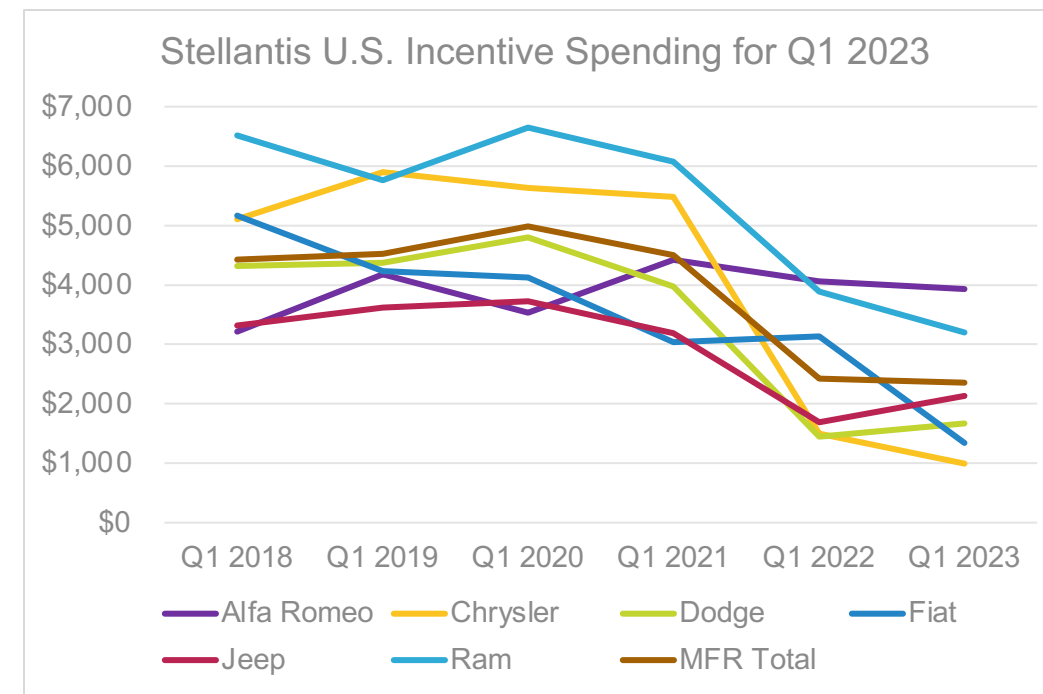
	Q1 ATP	YOY Change
<b>Ram 1500</b>	\$64,897	4.1%
<b>Promaster</b>	\$53,848	19.3%



# STELLANTIS U.S. INCENTIVE SPENDING FOR FIRST QUARTER 2023

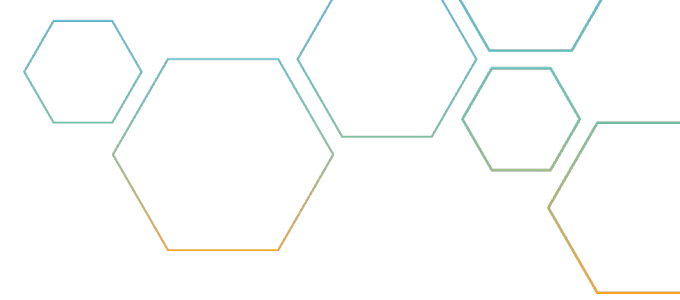


	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
<b>Q1 2018</b>	\$3,214	\$5,109	\$4,321	\$5,166	\$3,320	\$6,512	\$4,426
<b>Q1 2019</b>	\$4,183	\$5,898	\$4,368	\$4,229	\$3,621	\$5,759	\$4,526
<b>Q1 2020</b>	\$3,528	\$5,630	\$4,800	\$4,124	\$3,725	\$6,648	\$4,985
<b>Q1 2021</b>	\$4,422	\$5,487	\$3,973	\$3,039	\$3,188	\$6,078	\$4,504
<b>Q1 2022</b>	\$4,057	\$1,492	\$1,447	\$3,139	\$1,689	\$3,887	\$2,420
<b>Q1 2023</b>	\$3,928	\$993	\$1,667	\$1,341	\$2,136	\$3,200	\$2,355
<b>YOY Change</b>	-3.19%	-33.5%	15.2%	-57.3%	26.5%	-17.7%	-2.7%





# STELLANTIS OVERALL U.S. AVERAGE TRANSACTION PRICES FOR FIRST QUARTER 2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
<b>Q1 2018</b>	\$47,554	\$37,292	\$33,501	\$24,649	\$35,134	\$45,965	\$37,406
<b>Q1 2019</b>	\$46,706	\$38,480	\$33,536	\$25,214	\$36,849	\$47,326	\$39,131
<b>Q1 2020</b>	\$45,701	\$38,755	\$34,503	\$25,204	\$38,270	\$49,101	\$40,989
<b>Q1 2021</b>	\$45,692	\$42,030	\$41,126	\$29,900	\$41,095	\$53,442	\$45,488
<b>Q1 2022</b>	\$52,337	\$47,030	\$47,036	\$30,488	\$50,365	\$60,759	\$53,331
<b>Q1 2023</b>	\$52,425	\$47,019	\$51,007	\$32,615	\$53,516	\$62,058	\$55,577
<b>YOY Change</b>	0.2%	0.0%	8.4%	7.0%	6.3%	2.1%	4.2%

