



STELLANTIS: U.S. MARKET PERFORMANCE FOR THIRD QUARTER FY2023

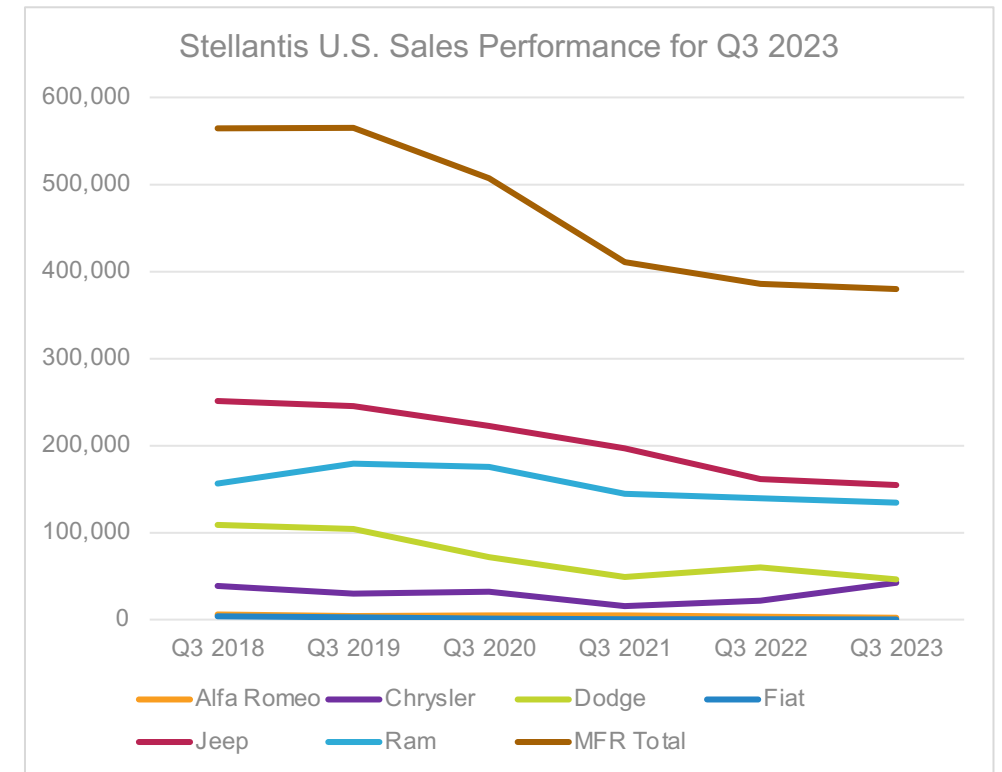


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STELLANTIS U.S. SALES PERFORMANCE FOR THIRD QUARTER FY2023



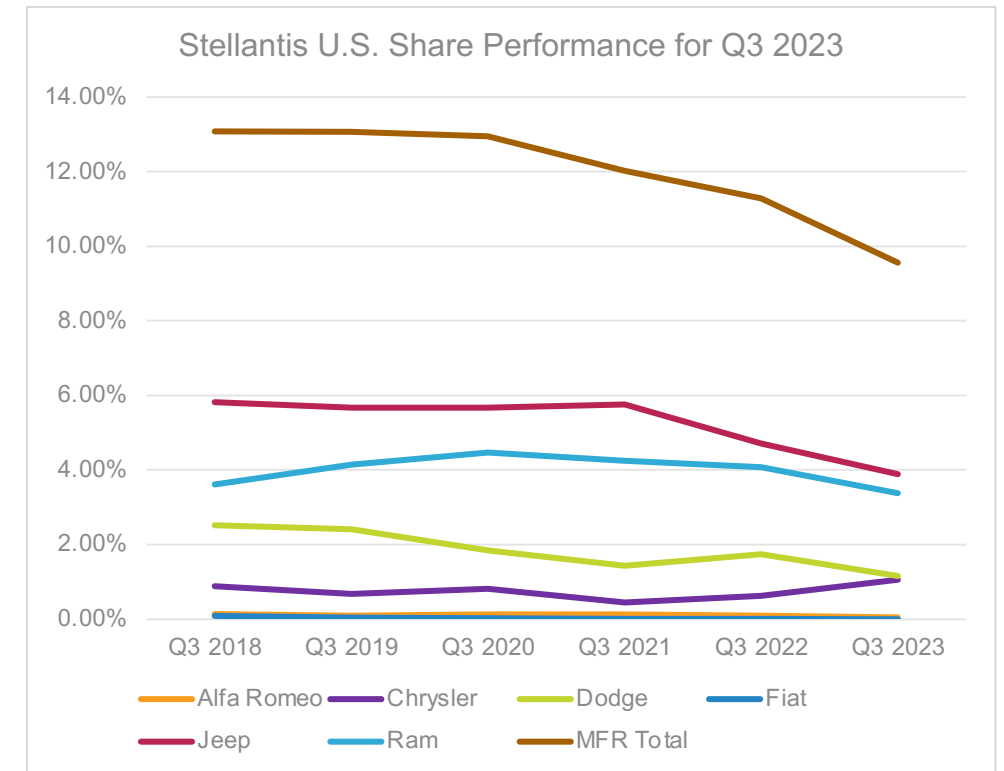
	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q3 2018	5,895	38,526	108,795	3,799	251,172	156,320	564,507
Q3 2019	4,310	29,544	104,146	2,360	245,474	179,200	565,034
Q3 2020	5,056	31,870	71,936	1,102	222,212	175,175	507,351
Q3 2021	4,529	15,502	49,059	401	196,686	144,740	410,917
Q3 2022	3,440	21,614	59,756	208	161,351	139,296	385,665
Q3 2023	2,143	42,315	46,217	145	154,619	134,378	379,817
YOY Change	-38%	96%	-23%	-30%	-4%	-4%	-2%



STELLANTIS U.S. SHARE PERFORMANCE FOR THIRD QUARTER FY2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q3 2018	0.14%	0.89%	2.5%	0.09%	5.82%	3.62%	13.08%
Q3 2019	0.10%	0.68%	2.4%	0.05%	5.67%	4.14%	13.06%
Q3 2020	0.13%	0.81%	1.8%	0.03%	5.67%	4.47%	12.95%
Q3 2021	0.13%	0.45%	1.4%	0.01%	5.76%	4.24%	12.03%
Q3 2022	0.10%	0.63%	1.8%	0.01%	4.72%	4.07%	11.28%
Q3 2023	0.05%	1.06%	1.2%	0.00%	3.89%	3.38%	9.56%
Point Change	-0.05%	0.43%	-0.59%	0.00%	-0.83%	-0.69%	-1.72%



HIGHLIGHTS OF CHRYSLER U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Pacifica	38,353	120%
300	3,962	-5%

	Q3 ATP	YOY Change
Pacifica	\$49,931	2%
300	\$45,656	8%
Chrysler Brand Overall	\$49,531	4%

HIGHLIGHTS OF DODGE U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Charger	16,915	-30%
Challenger	11,075	-33%
Durango	16,473	-14%
Hornet	1,753	-

	Q3 ATP	YOY Change
Charger	\$48,794	6%
Challenger	\$53,653	13%
Durango	\$58,407	9%
Dodge Hornet	\$38,241	-
Dodge Brand Overall	\$52,983	8%

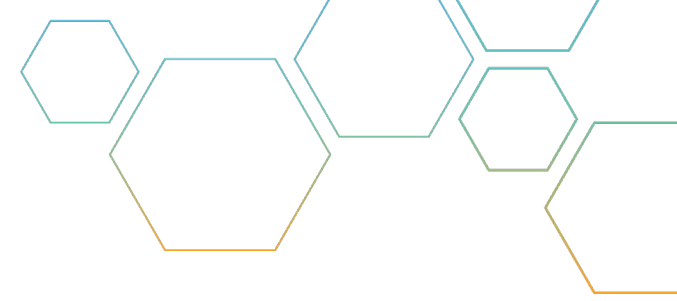
HIGHLIGHTS OF JEEP U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Grand Cherokee	57,915	52%
Wrangler	41,909	-12%
Gladiator	14,202	-34%
Wagoneer	7,248	-44%
Grand Wagoneer	2,867	22%

	Q3 ATP	YOY Change
Grand Cherokee	\$56,447	3%
Wrangler	\$58,410	4%
Gladiator	\$56,068	1%
Wagoneer	\$76,342	0%
Grand Wagoneer	\$104,567	3%
Jeep Brand Overall	\$54,848	3%

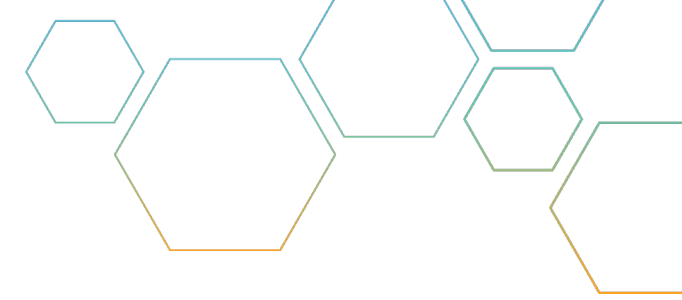
HIGHLIGHTS OF RAM U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



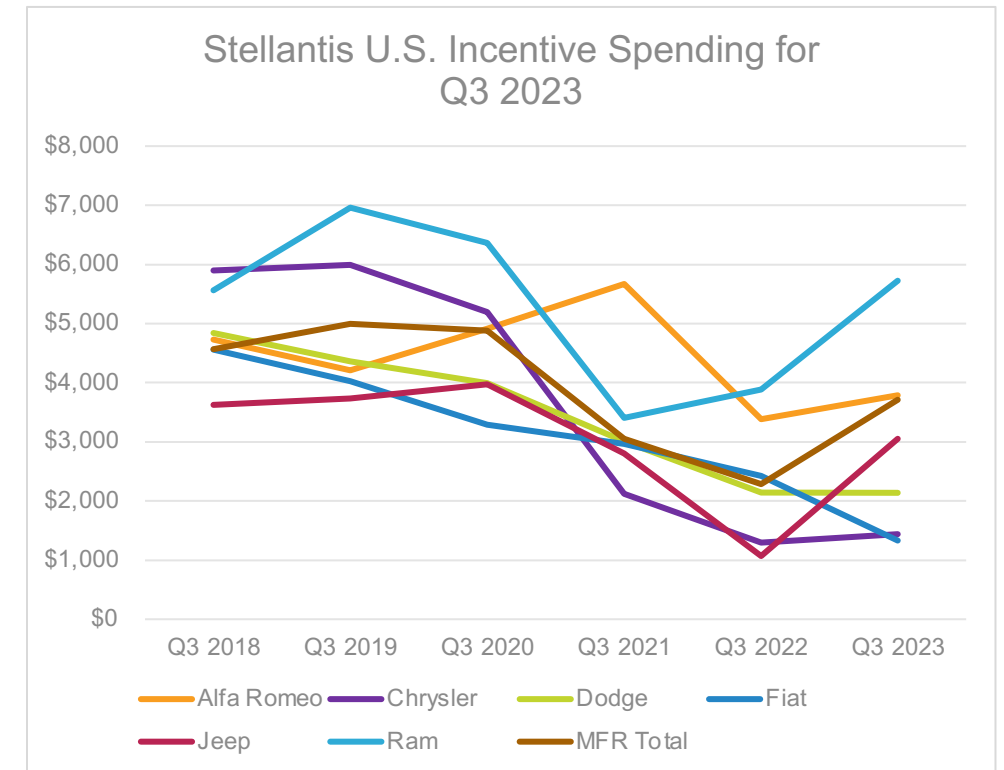
	Q3 Sales	YOY Change
Ram 1500	109,391	-7%
Promaster	22,446	34%

	Q3 ATP	YOY Change
Ram 1500	\$67,076	5%
Promaster	\$60,894	24%
Ram Brand Overall	\$63,473	7%

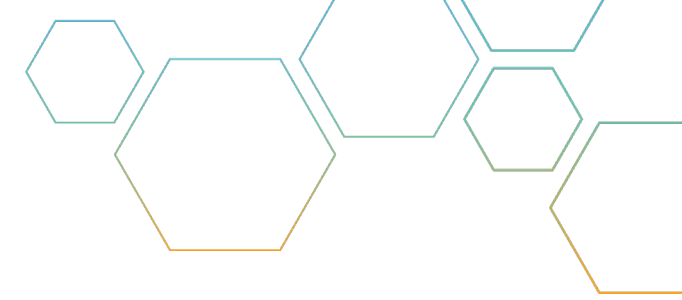
STELLANTIS U.S. INCENTIVE SPENDING FOR THIRD QUARTER FY2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q3 2018	\$4,730	\$5,900	\$4,840	\$4,559	\$3,623	\$5,559	\$4,567
Q3 2019	\$4,213	\$5,992	\$4,366	\$4,028	\$3,731	\$6,960	\$4,995
Q3 2020	\$4,913	\$5,191	\$3,989	\$3,290	\$3,973	\$6,361	\$4,884
Q3 2021	\$5,669	\$2,118	\$3,009	\$2,962	\$2,804	\$3,405	\$3,046
Q3 2022	\$3,383	\$1,296	\$2,141	\$2,429	\$1,069	\$3,881	\$2,285
Q3 2023	\$3,785	\$1,444	\$2,138	\$1,331	\$3,048	\$5,724	\$3,709
YOY Change	12%	11%	0%	-45%	185%	47%	62%



STELLANTIS OVERALL U.S. AVERAGE TRANSACTION PRICES FOR THIRD QUARTER FY2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q3 2018	\$46,977	\$37,242	\$33,522	\$25,335	\$35,350	\$47,449	\$38,531
Q3 2019	\$46,376	\$38,113	\$34,967	\$25,401	\$37,872	\$48,998	\$40,891
Q3 2020	\$45,522	\$39,954	\$38,797	\$28,230	\$39,868	\$51,517	\$43,775
Q3 2021	\$48,661	\$44,509	\$45,230	\$27,991	\$46,622	\$55,314	\$49,442
Q3 2022	\$53,326	\$47,772	\$48,877	\$27,168	\$53,462	\$61,373	\$55,275
Q3 2023	\$53,425	\$49,531	\$52,983	\$31,017	\$54,848	\$65,472	\$57,771
YOY Change	0%	4%	8%	14%	3%	7%	5%

