



STELLANTIS: U.S. MARKET PERFORMANCE FOR FOURTH QUARTER 2023

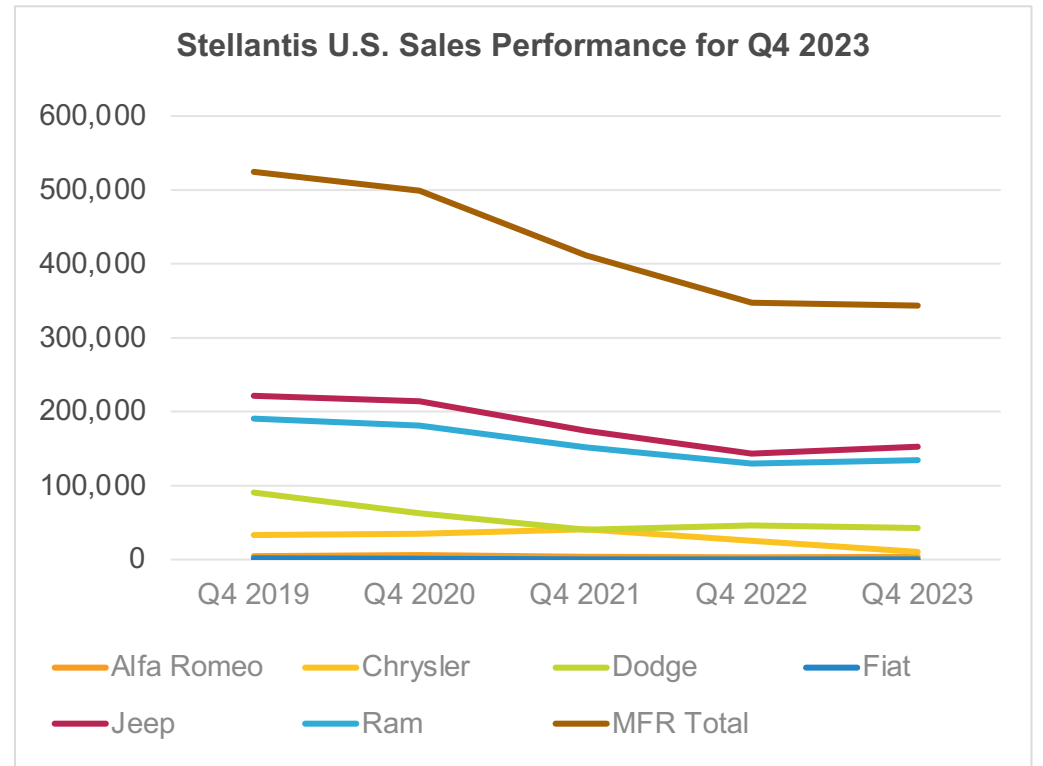


COX AUTOMOTIVE

STELLANTIS U.S. SALES PERFORMANCE FOR FOURTH QUARTER 2023



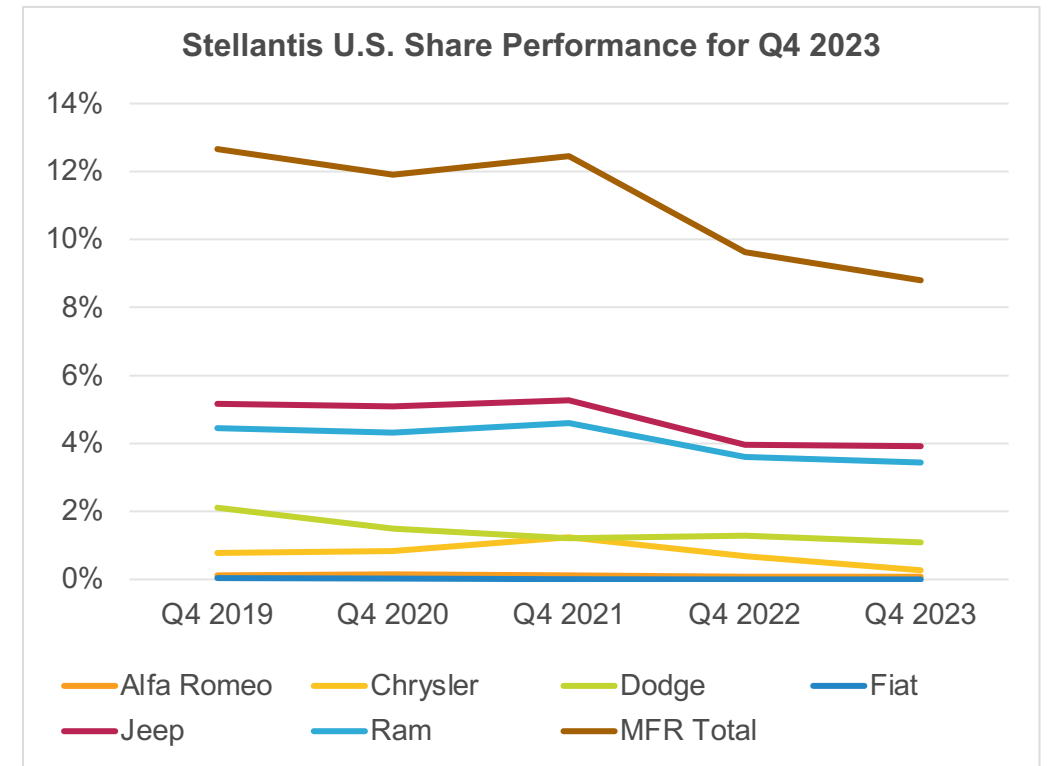
	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q4 2019	4,945	33,005	90,641	1,737	221,536	190,655	524,519
Q4 2020	6,093	34,614	62,978	734	213,715	181,297	499,431
Q4 2021	4,047	40,865	40,363	267	174,040	151,921	411,513
Q4 2022	3,031	25,052	46,278	118	143,317	129,873	347,669
Q4 2023	3,308	10,371	42,514	178	152,818	134,363	343,552
YOY Change	9%	-59%	-8%	-51%	7%	-4%	-1%



STELLANTIS U.S. SHARE PERFORMANCE FOR FOURTH QUARTER 2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q4 2019	0.12%	0.77%	2.11%	0.04%	5.17%	4.45%	12.66%
Q4 2020	0.15%	0.83%	1.50%	0.02%	5.09%	4.32%	11.90%
Q4 2021	0.12%	1.24%	1.22%	0.01%	5.27%	4.60%	12.46%
Q4 2022	0.08%	0.69%	1.28%	0.00%	3.97%	3.60%	9.63%
Q4 2023	0.08%	0.27%	1.09%	0.00%	3.92%	3.44%	8.80%
Point Change	0.00	-0.43	-0.19	0.00	-0.05	-0.15	-0.82



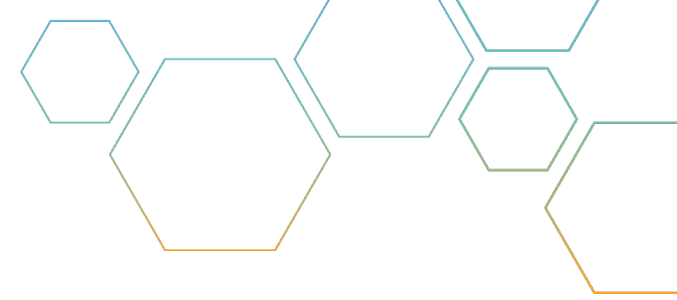
HIGHLIGHTS OF CHRYSLER U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER 2023



	Q4 Sales	YOY Change
Pacifica	8,356	-14%
300	2,010	-63%

	Q4 ATP	YOY Change
Pacifica	\$51,413	2%
300	\$47,455	13%
Chrysler Brand Overall	\$50,621	2%

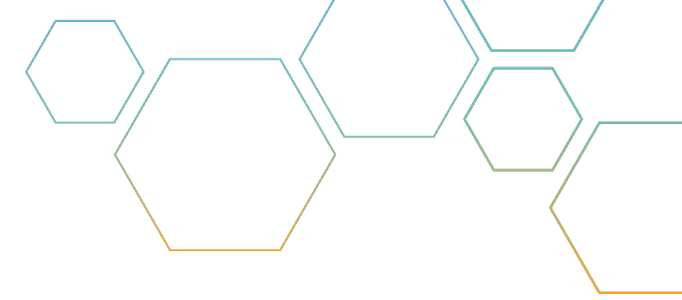
HIGHLIGHTS OF DODGE U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER 2023



	Q4 Sales	YOY Change
Durango	15,614	-2%
Charger	12,273	-30%
Challenger	9,610	-26%
Hornet	4,964	-

	Q4 ATP	YOY Change
Challenger	\$62,651	21%
Durango	\$59,737	10%
Charger	\$49,614	3%
Hornet	\$41,455	-
Dodge Brand Overall	\$55,264	8%

HIGHLIGHTS OF JEEP U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER 2023



	Q4 Sales	YOY Change
Grand Cherokee	61,723	22%
Wrangler	30,030	-12%
Renegade*	10,450	177%
Gladiator	13,660	-22%
Wagoneer	7,248	-39%
Grand Wagoneer	2,483	9%
Cherokee*	1,592	-83%

*Discontinued

	Q4 ATP	YOY Change
Grand Cherokee	\$57,291	-0.4%
Wrangler	\$59,761	3%
Renegade*	\$32,211	-1%
Gladiator	\$56,841	1%
Wagoneer	\$76,965	4%
Grand Wagoneer	\$102,669	2%
Cherokee*	\$39,394	-2%
Jeep Brand Overall	\$54,434	0.6%

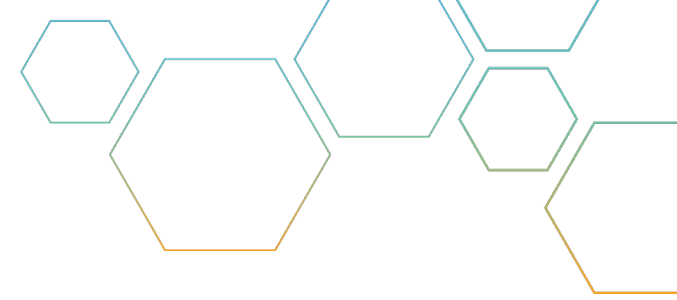
HIGHLIGHTS OF RAM U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER 2023



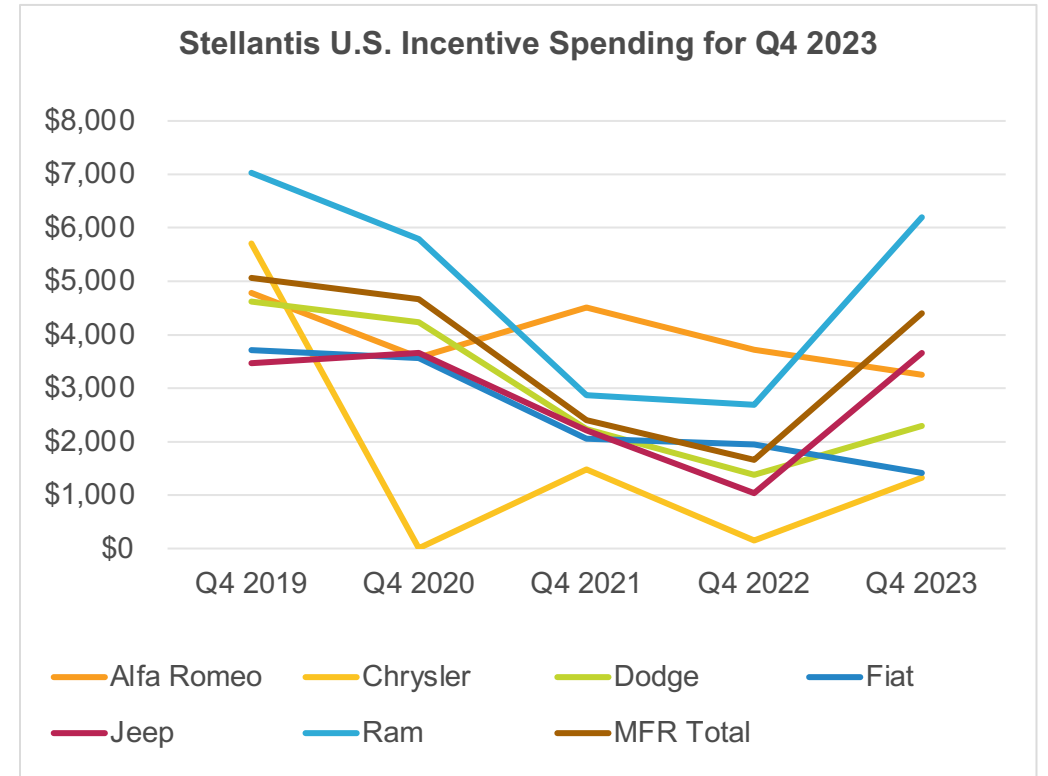
	Q4 Sales	YOY Change
Ram 1500	112,486	-7%
Promaster	21,323	13%

	Q4 ATP	YOY Change
Ram 1500	\$69,369	8%
Promaster	\$55,182	13%
Ram Brand Overall	\$59,292	6%

STELLANTIS U.S. INCENTIVE SPENDING FOR FOURTH QUARTER 2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q4 2019	\$4,782	\$5,707	\$4,620	\$3,712	\$3,473	\$7,029	\$5,063
Q4 2020	\$3,575	\$6,005	\$4,230	\$3,569	\$3,660	\$5,790	\$4,663
Q4 2021	\$4,514	\$1,475	\$2,239	\$2,060	\$2,210	\$2,864	\$2,404
Q4 2022	\$3,714	\$145	\$1,379	\$1,948	\$1,036	\$2,689	\$1,659
Q4 2023	\$3,251	\$1,320	\$2,293	\$1,414	\$3,657	\$6,192	\$4,404
YOY Change	12%	811%	66%	-37%	253%	130%	166%



STELLANTIS OVERALL U.S. AVERAGE TRANSACTION PRICES FOR FOURTH QUARTER 2023



	Alfa Romeo	Chrysler	Dodge	Fiat	Jeep	Ram	MFR Total
Q4 2019	\$45,432	\$38,446	\$35,204	\$24,139	\$38,040	\$50,751	\$41,578
Q4 2020	\$45,662	\$40,433	\$39,183	\$28,837	\$40,061	\$54,943	\$44,707
Q4 2021	\$50,431	\$46,734	\$47,547	\$23,421	\$50,628	\$61,395	\$53,062
Q4 2022	\$52,920	\$49,461	\$51,262	\$33,830	\$54,088	\$64,494	\$55,919
Q4 2023	\$51,997	\$50,621	\$55,264	\$23,701	\$54,434	\$69,369	\$59,292
YOY Change	-2%	2%	8%	-30%	0.6%	10%	6%

