FIAT CHRYSLER AUTOMOBILES

The Path Forward

FCA & Group Purchasing Update

Brett Schauber
Head of Risk Management & Supplier Relations

4/2/2015

NAFTA
REGION

2014: A Momentous Year

Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec

Chrysler Acquisition
(January 1)

Fiat S.p.A. reaches agreement with VEBA to acquire remaining stake in Chrysler Group

Corporate Reorganization Approval
(January 29)

Fiat's BoD approves corporate reorganization of "FCA" as a Dutch-incorporated, British-domiciled LLC with principal executive offices in the UK

5-Year Business Plan
(May 6)

Combined company presents detailed business plan including product plans and financial targets for 2014 - 2018

START 2014-2018

Shareholder Approval of Merger
(August 1)

Merger plan approved during Fiat S.p.A. shareholders' meeting

Merger Effective and Dual-Listing
(October 12-13)

- Merger of Fiat S.p.A. with and into Fiat Investment N.V. becomes effective October 12
- Surviving entity renamed Fiat Chrysler Automobiles N.V. (FCA)
- October 13, FCA listed for trading on New York Stock exchange (NYSE)

Announced Planned Transactions
(October 29)

- Issue common shares
- Issue mandatory convertible securities
- Separate Ferrari through an IPO and subsequent spin-off

U.S. Capital Markets Transactions
(December 16)

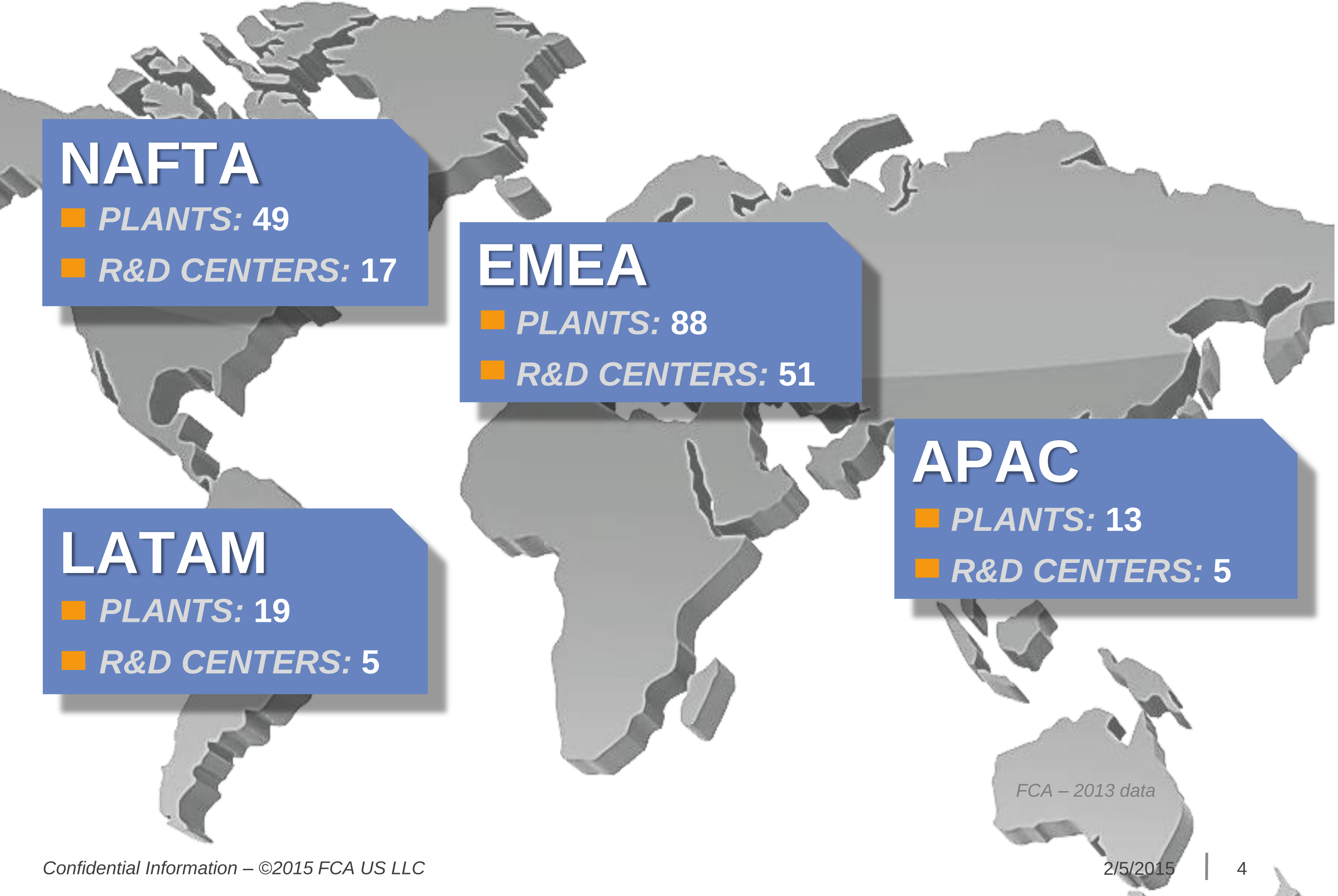
- $4B raised
  - 100M shares of common stock issued on NYSE
  - $2.875B of mandatory convertible securities issued

FY 2014 Results

Global Brands

Global Footprint at a Glance

FCA
FIAT CHRYSLER AUTOMOBILES



NAFTA
- *PLANTS:* **49**
- *R&D CENTERS:* **17**

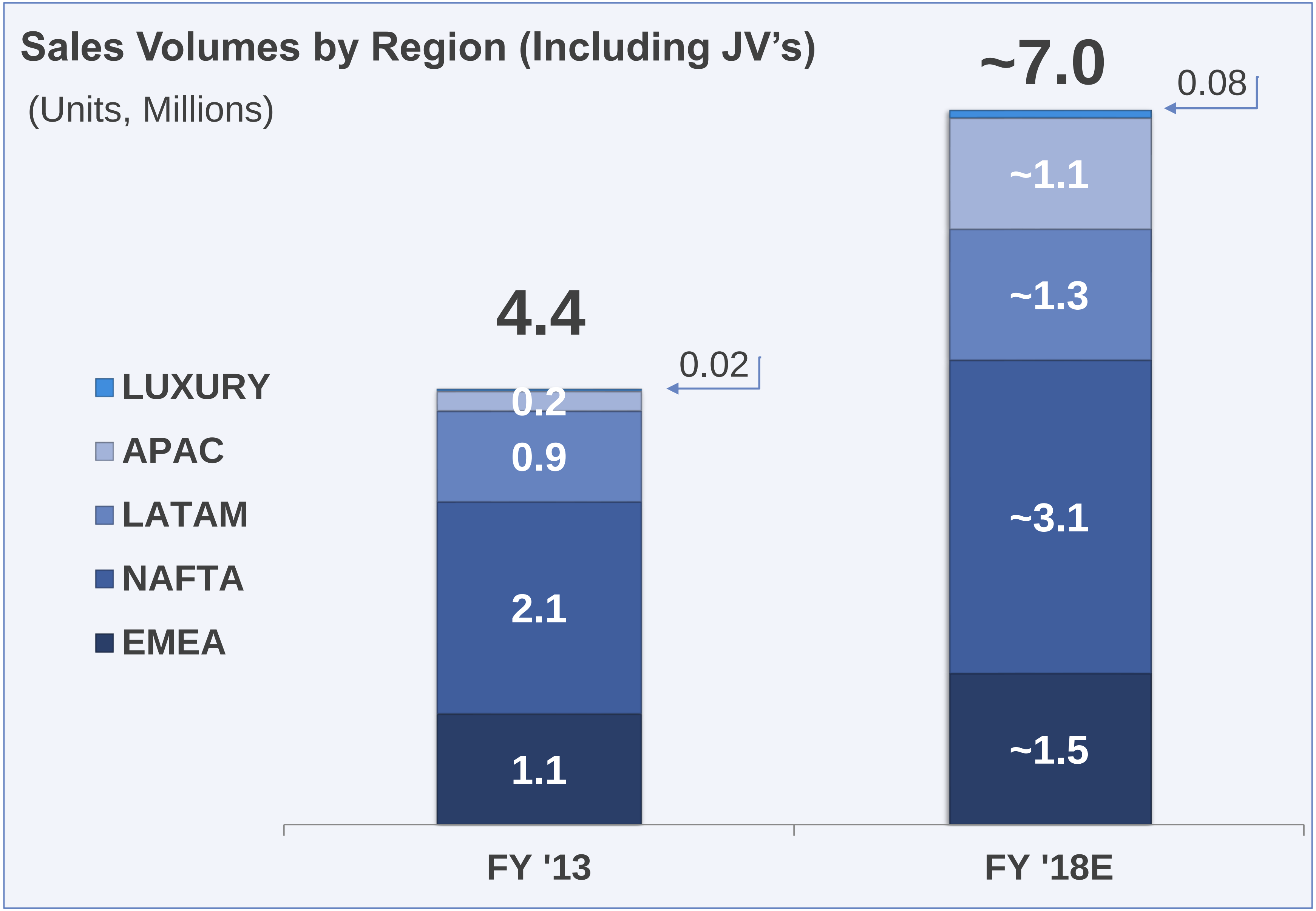
EMEA
- *PLANTS:* **88**
- *R&D CENTERS:* **51**

APAC
- *PLANTS:* **13**
- *R&D CENTERS:* **5**

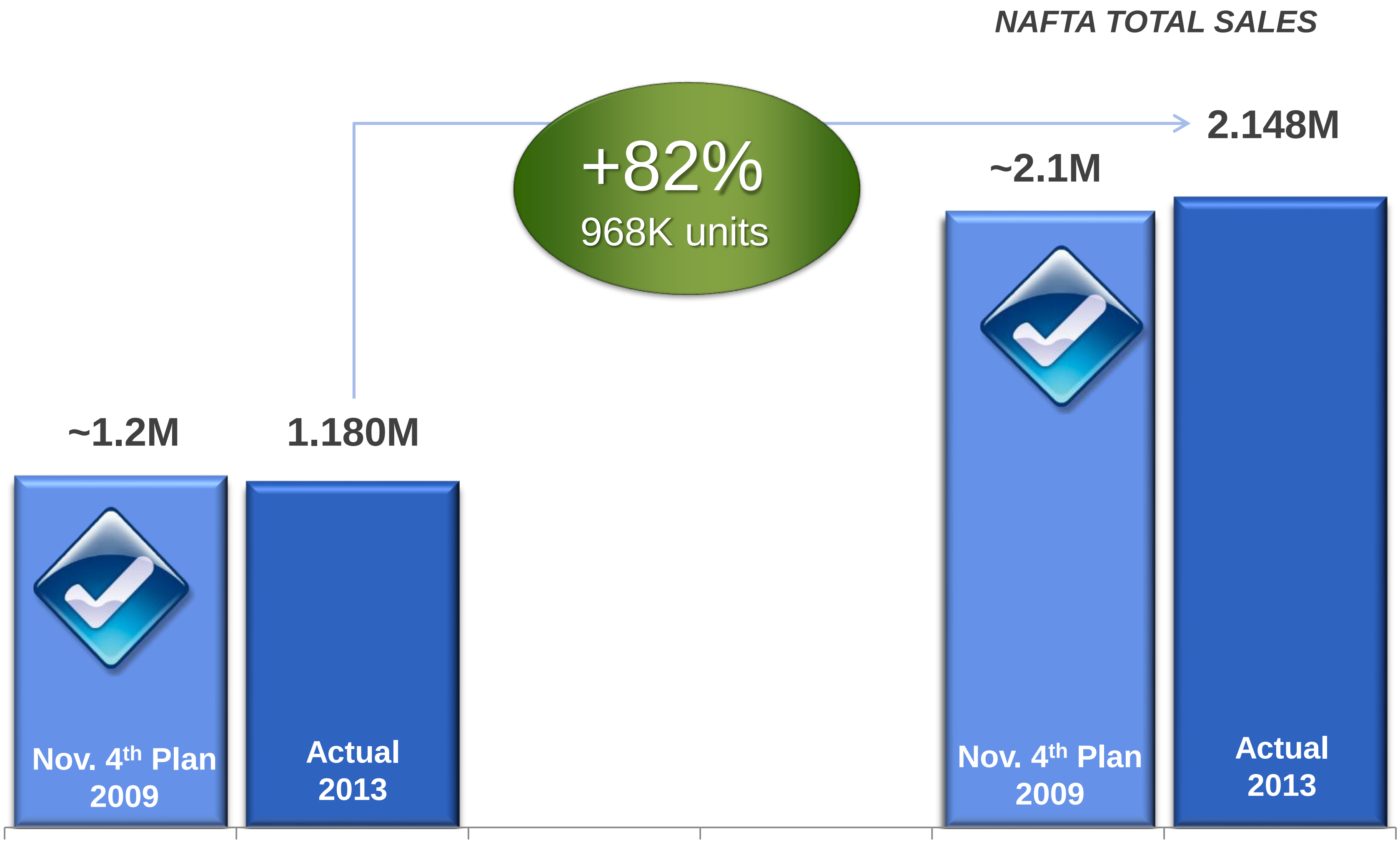
LATAM
- *PLANTS:* **19**
- *R&D CENTERS:* **5**

FCA – 2013 data

FCA Growth Plan



...What We Did

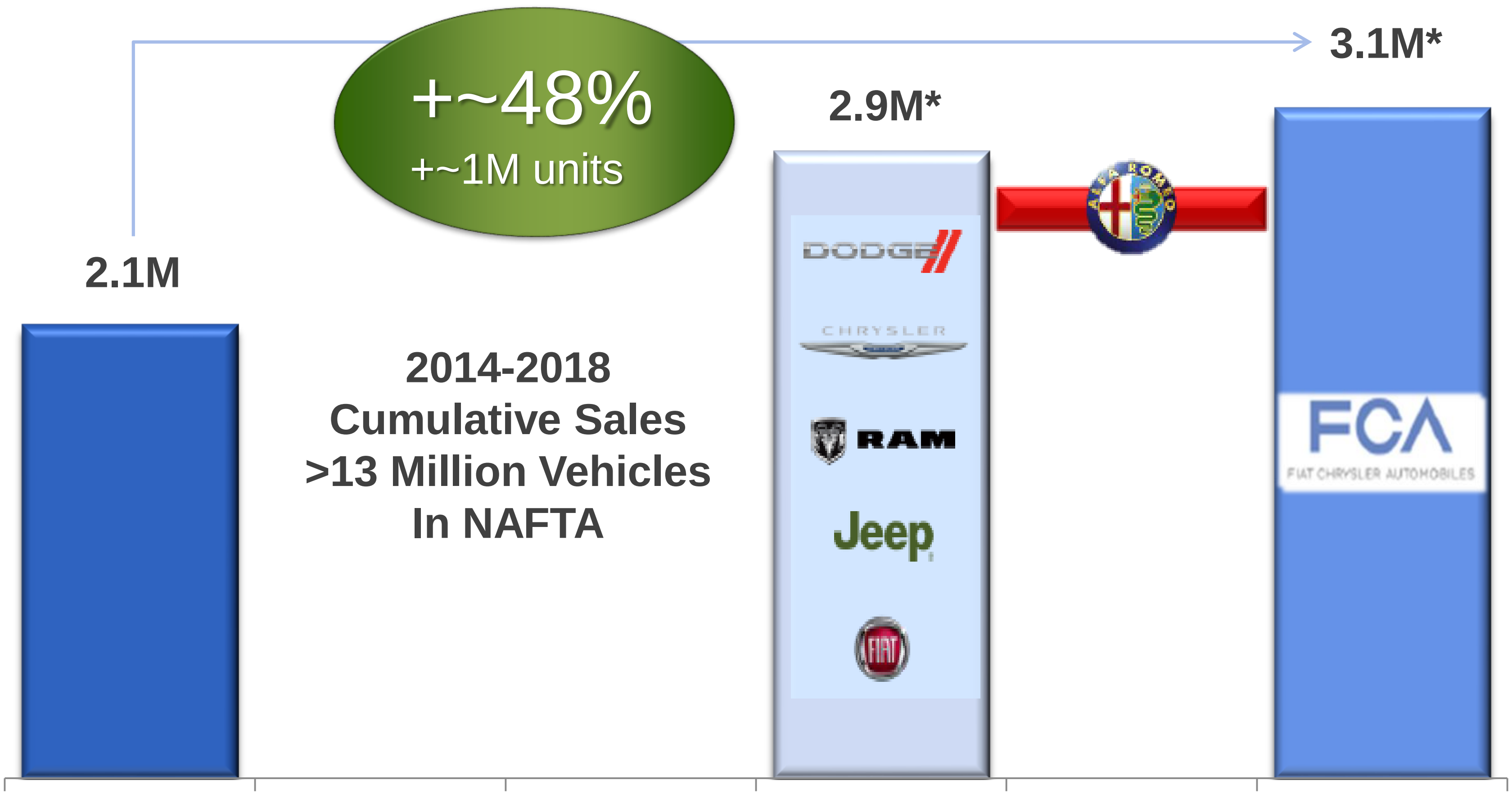

NAFTA TOTAL SALES
+82%
968K units
~1.2M
1.180M
~2.1M
2.148M
Nov. 4th Plan 2009
Actual 2013
Nov. 4th Plan 2009
Actual 2013

NAFTA Growth Plan

May 6, 2014; *2014-2018 Business Plan*

What We Plan to Do…

NAFTA TOTAL SALES



** These are forward-looking statements, not guarantees of future performance and are subject to risk factors described in our SEC filings and the filings of our affiliates.*

FCA US LLC 2014 Results

FCA
FIAT CHRYSLER AUTOMOBILES

- Worldwide shipments were 2.9 million vehicles – up 12% from 2.6 million vehicles in 2013
- Worldwide sales were 2.8 million vehicles – up 15% from 2.4 million vehicles in 2013
- U.S. market share was 12.4% – up from 11.4% in 2013
- Canada market share was 15.4% – up from 14.6% in 2013

2014 Financial Results vs. 2013 Financial Results

	2014 Results	2013 Results
Net Revenues	$83.1B	$72.1B
Modified Operating Profit	$3.5B	$3.2B
Modified EBITDA	$6.4B	$5.9B
Adjusted Net Income	$2.4B	$1.8B
Free Cash Flow	$3.3B	$2.1B

Note - Refer to the Non-U.S. GAAP Financial Measures and Other Items section of this release for information regarding non-GAAP financial measures

February 2015 Sales Results

FCA
FIAT CHRYSLER AUTOMOBILES

United States

163,586

Canada

18,711

Mexico

6,525

International

21,341

Sales Highlights

United States

- ↑ 6% vs. Feb. 2014
- Best February Sales Since 2007
- 59 Consecutive Months of Year-Over-Year Sales Growth
- 9 FCA US vehicles set records in the month of February

Canada

- ↑ 1% vs. Feb. 2014
- 63 Consecutive Months of Year-Over-Year Sales Growth
- Longest Sales Streak in Company's History

Mexico

- ↑ 12% vs. Feb. 2014
- Chrysler brand ↑ 42% vs. Feb 2014
- Ram brand sales ↑ 35% vs. Feb. 2014
- Jeep brand sales ↑ 11% vs. Feb. 2014
- Fiat brand sales ↑ 28% vs. Feb. 2014

International

- ↑ 7% vs. Feb. 2014
- Jeep brand sales ↑ 13% vs. Feb. 2014
- Ram brand sales ↑ 35% vs. Feb. 2014

February 2015 U.S. Industry Total Vehicle Sales

FCA
FIAT CHRYSLER AUTOMOBILES

U.S. Total Sales League Standings

RANK	TEAM	TOTAL UNITS	TOTAL SHARE
1	GM	231 K	18.0%
2	TOYOTA	180.5 K	14.1%
3	Ford	180.4 K	14.0%
4	FCA FIAT CHRYSLER AUTOMOBILES	164 K	12.7 %
5	NISSAN	118 K	9.2%
6		105 K	8.2%
7	HYUNDAI KIA	97 K	7.5%

FCA US LLC

Retail Sales	+6%
Total Sales	+6%
Total Industry	+6%

59 consecutive months of YoY sales growth!

Source: U.S. C2 & Bobit Reports

Group Purchasing Leadership Team

FCA
FIAT CHRYSLER AUTOMOBILES

NAFTA

Tom Finelli
Head of NAFTA Group Purchasing

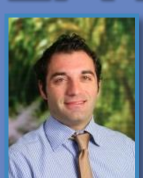
- **CHEMICAL –** Doug Doran
- **SERVICES –** Jay Wilton
- **SUPPLIER RELATIONS –** Sig Huber
- **POWERTRAIN –** Paolo Sasso

EMEA

Scott Garberding
Head of Group Purchasing

- **METALLIC –** Sara Lovera
- **ELECTRICAL –** Marco Dalla Vedova
- **CAPITAL EQUIPMENT & INDIRECT MATERIALS –** Roberto Morè
- **MOPAR –** Monica Genovese

LATAM



Antonio Filosa
Head of LATAM Group Purchasing

APAC

Larry Walker
Head of APAC Group Purchasing

- **GLOBAL COMMODITY HEADS**

NAFTA Group Purchasing Leadership Team

TOM FINELLI
Head of NAFTA Group Purchasing

TONY BRENDERS
Supplier Quality

ANDRES CHAVEZ
Mexico Purchasing & Supplier Quality

DOUG DORAN
Chemical Purchasing

BRET HARDY
Mopar Purchasing & Supplier Quality

SIG HUBER
Supplier Relations & Risk Mgmt

KELLY LYNCH
Purchasing Operations

MIKE MERLO
Product Development & Plant SQ

JOHN TORVINEN
Metallic Purchasing

MARLO VITOUS
Product Development Purchasing

MARVIN WASHINGTON
Electrical Purchasing

JAY WILTON
Indirect Materials & Capital Equip. Purchasing

PAOLO SASSO
Powertrain Purchasing

Our Organization and Processes

Global Teams Leveraging Both Global Volumes and Regional Needs

- Global commodity strategies
- Joint sourcing decisions
- Joint budget development
- Buyer exchange program
- Weekly synergy meetings with management team
- Common criteria for supplier quality bid list

IMPLEMENTING PROCESS AND STRUCTURE IMPROVEMENTS TO SPEED DECISION MAKING

Foundational Principles

Integrity
Trust and be trustworthy. Treat people with dignity and fairness.

Mutual Transparency
Share expectations and information to enable success for both sides of the relationship.

Proactive Collaboration
Work together to effectively and efficiently focus on quality, cost, supply, innovation and sustainability.

Personal Accountability
Take ownership of company and team commitments and accept responsibility for the outcomes.

Empathy & Advocacy
Respect the other party's perspective and provide active support to help them overcome road blocks within your company.

Sense of Urgency
Act quickly and decisively to meet objectives and find solutions to problems.

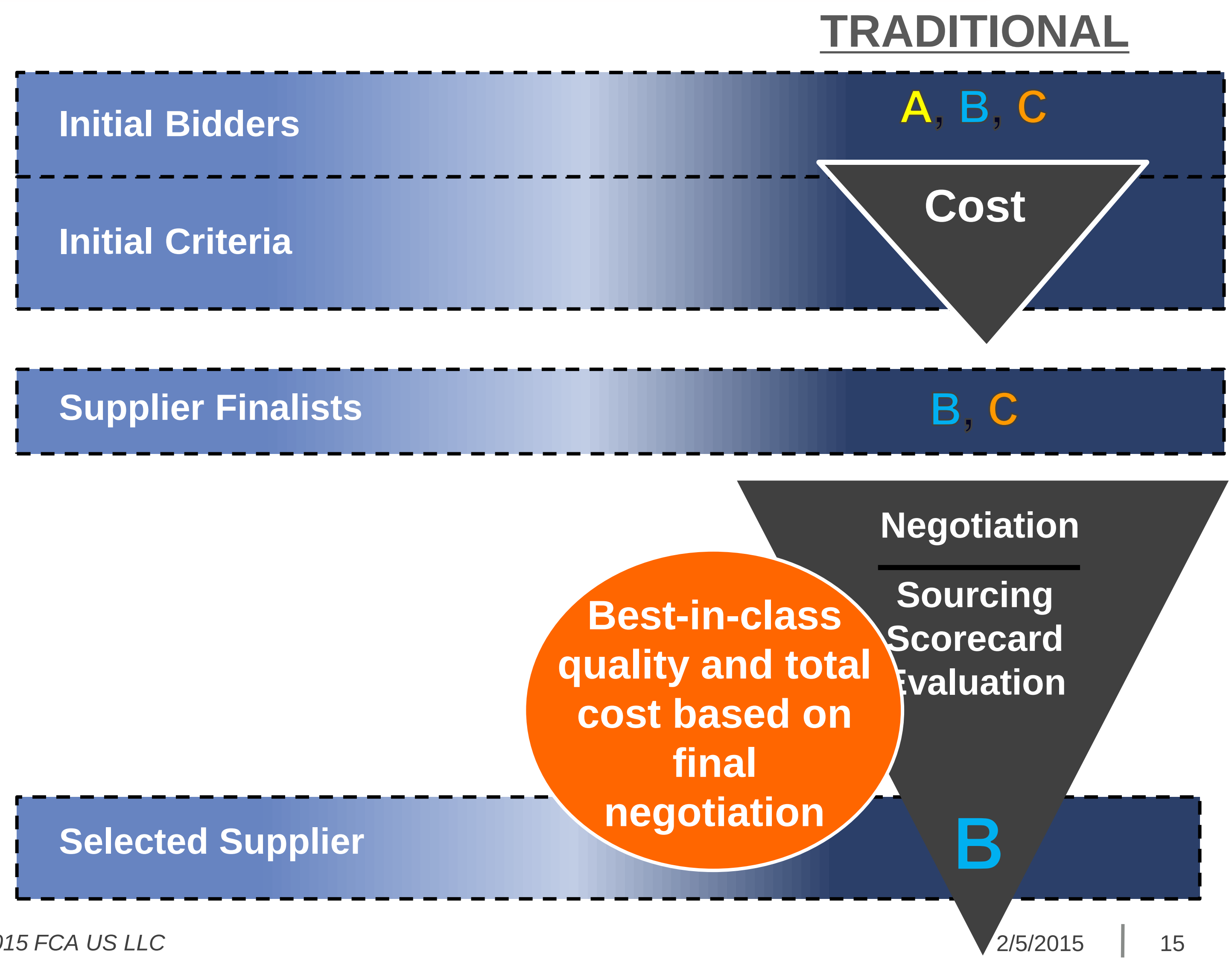
Continuous Improvement
Share best practices and engage in common learning to achieve best-in-class performance and results.

Long-Term Mindset
Make decisions that foster sustainable, mutually beneficial long-term relationships.

Quality: Revised Supplier Selection Process

Changing Perspective for Supplier Selection

Quality Scores:
Supplier A: Best
Supplier B: Better
Supplier C: Good



Efficient Supplier Relationships

IMPROVING SUPPLIER RELATIONSHIPS

Specific projects underway to improve:

- Communication
- Development and training
- Streamlining of our processes
- Adoption of Foundational Principles

BENEFITS OF STRONG RELATIONSHIPS

Third party surveys have shown that better relationships yield stronger supplier performance in:

- Quality
- Innovation
- Cost
- Sense of Urgency / Motivation
- Investment

Supplier Expectations

For Success with FCA:

- Focus on best-in-class quality and flawless execution
- Align structure with FCA – global leads for commercial & technical
- Embrace culture of continuous improvement and waste elimination
- Collaborate to implement world-class innovations
- Act in accordance with the Foundational Principles

Your competition is closer than they appear

FIAT CHRYSLER AUTOMOBILES

Thank You

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