

FCA Canada Sales New Methodology vs. Previously Reported

Unit Sales 2011 - 2016 CYTD (June)

		New Methodology			% Change vs. Prior Year	Previously Reported	
Year		Retail Sales	Fleet Sales	Total Sales		Total Sales	New Methodology Higher/(Lower) vs. Previously Reported
Summary	2011	173,635	57,891	231,526	13%	230,992	534
	2012	182,572	60,022	242,594	5%	243,845	(1,251)
	2013	194,664	66,142	260,806	8%	260,015	791
	2014	217,105	71,927	289,032	11%	290,004	(972)
	2015	216,026	75,140	291,166	1%	293,061	(1,895)
	2016 YTD	105,142	49,074	154,216	5%	152,439	1,777
Total		1,089,144	380,196	1,469,340		1,470,356	(1,016)
Year	Month						
2011	Jan	11,566	3,017	14,583	22%	13,587	996
	Feb	11,166	4,174	15,340	9%	15,238	102
	Mar	15,858	6,871	22,729	17%	20,971	1,758
	Apr	15,781	7,906	23,687	15%	23,837	(150)
	May	16,166	8,836	25,002	20%	24,406	596
	Jun	16,120	5,317	21,437	16%	23,576	(2,139)
	Jul	18,346	4,181	22,527	1%	23,385	(858)
	Aug	14,928	4,552	19,480	21%	18,816	664
	Sep	15,405	3,811	19,216	19%	19,255	(39)
	Oct	12,881	3,520	16,401	8%	17,049	(648)
	Nov	13,350	2,851	16,201	6%	16,244	(43)
	Dec	12,068	2,855	14,923	4%	14,628	295
Total		173,635	57,891	231,526	13%	230,992	534
2012	Jan	12,672	5,474	18,146	24%	16,584	1,562
	Feb	12,124	4,829	16,953	11%	16,536	417
	Mar	16,637	8,337	24,974	10%	22,703	2,271
	Apr	15,858	6,959	22,817	-4%	24,540	(1,723)
	May	16,960	7,766	24,726	-1%	26,218	(1,492)
	Jun	16,505	5,035	21,540	0%	23,705	(2,165)
	Jul	20,029	4,970	24,999	11%	24,162	837
	Aug	16,762	3,013	19,775	2%	20,569	(794)
	Sep	15,764	3,263	19,027	-1%	19,555	(528)
	Oct	14,148	3,746	17,894	9%	17,504	390
	Nov	13,411	3,693	17,104	6%	17,013	91
	Dec	11,702	2,937	14,639	-2%	14,756	(117)
Total		182,572	60,022	242,594	5%	243,845	(1,251)
2013	Jan	13,782	3,942	17,724	-2%	17,013	711
	Feb	11,977	4,996	16,973	0%	16,832	141
	Mar	17,201	8,178	25,379	2%	24,173	1,206
	Apr	17,907	8,631	26,538	16%	25,745	793
	May	18,790	11,776	30,566	24%	29,249	1,317
	Jun	18,287	6,421	24,708	15%	26,222	(1,514)
	Jul	22,368	2,776	25,144	1%	26,209	(1,065)
	Aug	17,518	4,982	22,500	14%	21,932	568
	Sep	15,267	2,676	17,943	-6%	19,858	(1,915)
	Oct	14,241	4,605	18,846	5%	18,131	715
	Nov	14,903	4,399	19,302	13%	19,206	96
	Dec	12,423	2,760	15,183	4%	15,445	(262)
Total		194,664	66,142	260,806	8%	260,015	791
2014	Jan	15,806	5,082	20,888	18%	17,698	3,190
	Feb	11,851	6,709	18,560	9%	18,522	38
	Mar	17,048	6,869	23,917	-6%	24,649	(732)
	Apr	19,038	7,825	26,863	1%	27,212	(349)
	May	20,768	9,807	30,575	0%	31,498	(923)
	Jun	19,075	7,040	26,115	6%	27,013	(898)
	Jul	24,538	4,191	28,729	14%	28,007	722
	Aug	20,855	4,477	25,332	13%	26,825	(1,493)
	Sep	19,018	4,624	23,642	32%	23,742	(100)
	Oct	17,793	5,081	22,874	21%	22,303	571
	Nov	15,734	4,697	20,431	6%	20,922	(491)
	Dec	15,581	5,525	21,106	39%	21,613	(507)
Total		217,105	71,927	289,032	11%	290,004	(972)
2015	Jan	13,897	4,419	18,316	-12%	18,054	262
	Feb	12,386	6,282	18,668	1%	18,711	(43)
	Mar	17,711	7,160	24,871	4%	25,060	(189)
	Apr	18,026	9,206	27,232	1%	27,473	(241)
	May	20,068	10,057	30,125	-1%	31,617	(1,492)
	Jun	19,690	7,487	27,177	4%	27,217	(40)
	Jul	25,499	3,671	29,170	2%	28,611	559
	Aug	22,278	4,675	26,953	6%	26,928	25
	Sep	19,343	4,636	23,979	1%	24,007	(28)
	Oct	16,556	5,475	22,031	-4%	22,384	(353)
	Nov	15,019	6,344	21,363	5%	21,038	325
	Dec	15,553	5,728	21,281	1%	21,961	(680)
Total		216,026	75,140	291,166	1%	293,061	(1,895)
2016	Jan	13,979	4,089	18,068	-1%	18,156	(88)
	Feb	12,780	6,047	18,827	1%	18,813	14
	Mar	18,311	8,158	26,469	6%	25,862	607
	Apr	19,933	10,131	30,064	10%	30,108	(44)
	May	19,966	11,739	31,705	5%	31,724	(19)
	Jun	20,173	8,910	29,083	7%	27,776	1,307
Total		105,142	49,074	154,216	5%	152,439	1,777