

FCA U.S. Sales New Methodology vs. Previously Reported

Unit Sales 2011 - 2016 CYTD (June)

		New Methodology				Previously reported	
Year		Retail Sales	Fleet Sales	Total Sales	% Change vs Prior Year	Total Sales	New Methodology Higher/(Lower) vs. Previously Reported
Summary	2011	992,289	392,110	1,384,399	28%	1,369,114	15,285
	2012	1,220,968	422,906	1,643,874	19%	1,651,787	(7,913)
	2013	1,396,177	403,463	1,799,640	9%	1,800,368	(728)
	2014	1,650,108	456,239	2,106,347	17%	2,090,639	15,708
	2015	1,743,298	509,579	2,252,877	7%	2,243,907	8,970
	2016 YTD	832,088	312,195	1,144,283	5%	1,152,259	(7,976)
Total		7,834,928	2,496,492	10,331,420		10,308,074	23,346
Year	Month						
2011	Jan	52,038	21,637	73,675	29%	70,118	3,557
	Feb	64,237	30,192	94,429	12%	95,102	(673)
	Mar	79,023	51,833	130,856	41%	121,730	9,126
	Apr	77,282	34,930	112,212	17%	117,225	(5,013)
	May	80,424	36,621	117,045	12%	115,363	1,682
	Jun	84,661	31,131	115,792	25%	120,394	(4,602)
	Jul	93,922	24,056	117,978	26%	112,026	5,952
	Aug	90,284	39,077	129,361	30%	130,119	(758)
	Sep	90,596	35,085	125,681	26%	127,334	(1,653)
	Oct	84,589	31,540	116,129	29%	114,512	1,617
	Nov	85,140	33,347	118,487	60%	107,172	11,315
	Dec	110,093	22,661	132,754	32%	138,019	(5,265)
	Total	992,289	392,110	1,384,399	28%	1,369,114	15,285
2012	Jan	71,954	34,322	106,276	44%	101,149	5,127
	Feb	89,796	47,085	136,881	45%	133,521	3,360
	Mar	114,293	49,197	163,490	25%	163,381	109
	Apr	98,399	39,877	138,276	23%	141,165	(2,889)
	May	110,305	47,226	157,531	35%	150,041	7,490
	Jun	108,657	34,025	142,682	23%	144,811	(2,129)
	Jul	103,503	16,714	120,217	2%	126,089	(5,872)
	Aug	108,975	34,091	143,066	11%	148,472	(5,406)
	Sep	104,935	31,611	136,546	9%	142,041	(5,495)
	Oct	94,550	34,652	129,202	11%	126,185	3,017
	Nov	99,181	27,545	126,726	7%	122,565	4,161
	Dec	116,420	26,561	142,981	8%	152,367	(9,386)
	Total	1,220,968	422,906	1,643,874	19%	1,651,787	(7,913)
2013	Jan	88,625	30,296	118,921	12%	117,731	1,190
	Feb	95,181	47,198	142,379	4%	139,015	3,364
	Mar	126,560	48,466	175,026	7%	171,606	3,420
	Apr	118,492	40,867	159,359	15%	156,698	2,661
	May	131,578	39,208	170,786	8%	166,596	4,190
	Jun	124,575	28,006	152,581	7%	156,686	(4,105)
	Jul	126,459	10,646	137,105	14%	140,102	(2,997)
	Aug	136,133	28,747	164,880	15%	165,552	(672)
	Sep	100,854	33,826	134,680	-1%	143,017	(8,337)
	Oct	106,818	33,726	140,544	9%	140,083	461
	Nov	114,831	30,948	145,779	15%	142,275	3,504
	Dec	126,071	31,529	157,600	10%	161,007	(3,407)
	Total	1,396,177	403,463	1,799,640	9%	1,800,368	(728)
2014	Jan	101,162	35,202	136,364	15%	127,183	9,181
	Feb	117,550	44,213	161,763	14%	154,866	6,897
	Mar	150,613	42,652	193,265	10%	193,915	(650)
	Apr	135,741	34,530	170,271	7%	178,652	(8,381)
	May	158,478	43,162	201,640	18%	194,421	7,219
	Jun	137,841	38,499	176,340	16%	171,086	5,254
	Jul	150,043	26,917	176,960	29%	167,667	9,293
	Aug	166,519	23,947	190,466	16%	198,379	(7,913)
	Sep	124,510	42,898	167,408	24%	169,890	(2,482)
	Oct	130,125	41,019	171,144	22%	170,480	664
	Nov	134,535	34,516	169,051	16%	170,839	(1,788)
	Dec	142,991	48,684	191,675	22%	193,261	(1,586)
	Total	1,650,108	456,239	2,106,347	17%	2,090,639	15,708
2015	Jan	111,988	33,257	145,245	7%	145,007	238
	Feb	122,549	42,981	165,530	2%	163,586	1,944
	Mar	151,093	47,670	198,763	3%	197,261	1,502
	Apr	147,003	36,528	183,531	8%	189,027	(5,496)
	May	165,734	40,092	205,826	2%	202,227	3,599
	Jun	144,102	46,229	190,331	8%	185,035	5,296
	Jul	159,530	20,325	179,855	2%	178,027	1,828
	Aug	162,989	27,588	190,577	0%	201,672	(11,095)
	Sep	146,357	48,309	194,666	16%	193,019	1,647
	Oct	144,196	52,702	196,898	15%	195,545	1,353
	Nov	129,292	58,439	187,731	11%	175,974	11,757
	Dec	158,465	55,459	213,924	12%	217,527	(3,603)
	Total	1,743,298	509,579	2,252,877	7%	2,243,907	8,970
2016	Jan	109,384	61,968	171,352	18%	155,037	16,315
	Feb	126,775	60,543	187,318	13%	182,879	4,439
	Mar	147,922	51,545	199,467	0%	213,187	(13,720)
	Apr	150,450	38,555	189,005	3%	199,631	(10,626)
	May	150,691	44,029	194,720	-5%	204,452	(9,732)
	Jun	146,866	55,555	202,421	6%	197,073	5,348
Total		832,088	312,195	1,144,283	5%	1,152,259	(7,976)