



CHRYSLER

Q1 2012 Results Review

(U.S. GAAP – Preliminary)

April 26, 2012

**Great Traction on the Road to
\$3 Billion Plus
in Operating Profit**



DODGE



Jeep

SRT



Forward-Looking Statement



This document contains forward-looking statements that reflect management's current views with respect to future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "plan," "project," "should" and similar expressions identify forward-looking statements. Such statements are subject to risks and uncertainties, including, but not limited to: the effective implementation of the Chrysler Group LLC 2010 – 2014 Business Plan outlined on November 4, 2009, including successful vehicle launches; industry SAAR levels; continued economic weakness, especially in North America, including continued high unemployment levels and limited availability of affordably priced financing for our dealers and consumers; introduction of competing products and competitive pressures which may limit our

ability to reduce sales incentives; supply disruptions resulting from natural disasters and other events impacting our supply chain; and our ability to realize benefits from our industrial alliance with Fiat. If any of these or other risks and uncertainties occur, or if the assumptions underlying any of these statements prove incorrect, then actual results may be materially different from those expressed or implied by such statements. We do not intend or assume any obligation to update any forward-looking statement, which speaks only as of the date on which it is made. Further details of potential risks that may affect Chrysler Group are described in Chrysler Group's Annual Report on Form 10-K, and its subsequent periodic reports filed with the U.S. Securities and Exchange Commission.

April 26, 2012

(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

Agenda



Executive Summary - Highlights

Financial and Sales Summaries

Business Update

Appendix

April 26, 2012

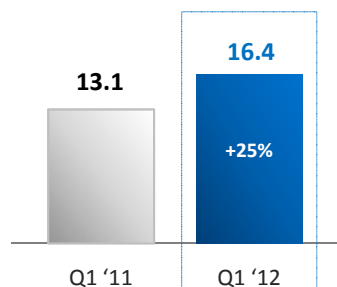
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Q1 2012 Financial Highlights



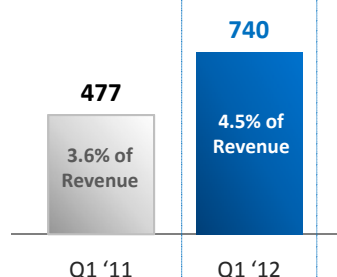
Net Revenue (\$B)

- Growth primarily driven by increased volumes and positive pricing
- Worldwide shipments up 25% to 607k units (619k shipments adjusted for GDP units)



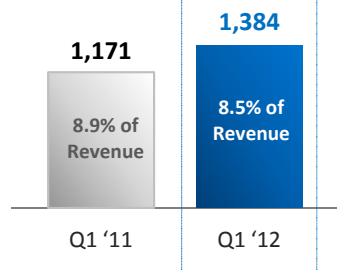
Modified Operating Profit (\$M)

- Modified Operating Profit increased 55% versus prior year
- Improved performance primarily attributable to increased shipments partially offset by increased ER&D spending and content enhancements on new vehicles



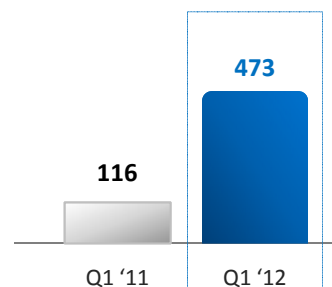
Modified EBITDA (\$M)

- An increase of 18% versus prior year primarily driven by higher volumes
- Margin slightly reduced due principally to increased ER&D spend



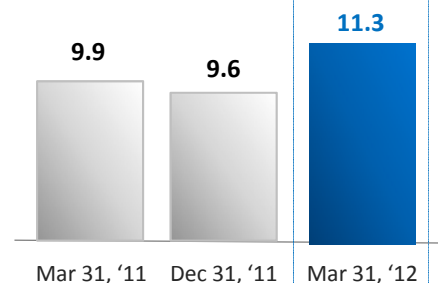
Net Income (\$M)

- More than fourfold increase in net income driven by operating performance and lower interest expense
- Represents the largest quarterly net income since the Company began operations in 2009



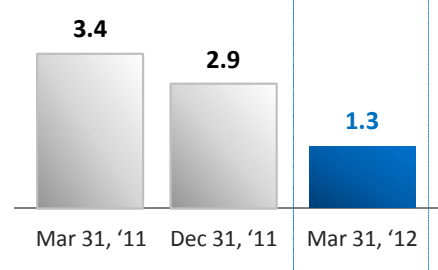
Cash (\$B)

- Free Cash Flow generation of \$1.7B primarily due to improved operating performance and favorable working capital driven by higher payables, partially offset by increased capital expenditures



Net Industrial Debt (\$B)

- Net Industrial Debt improved to \$1.3B due to strong Free Cash Flow



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Q1 2012 Commercial Performance



- **Worldwide vehicle sales increased 33% to 523k vehicles vs. Q1 2011, reflecting continued success of our product line-up**
- **U.S. sales**
 - Vehicle sales increased 39% to 398k vehicles in the quarter
 - Market share at **11.2%**, up 200 bps vs. Q1 2011
 - Retail sales up 40% (retail of retail market share¹ up 210 bps vs. Q1 2011)
 - Fleet sales mix of total sales was **31%**, flat vs. Q1 2011
- **U.S. dealer inventory at 347k vehicles at March 31, 2012, or 59 days of supply** vs. 67 days at the end of Q1 2011 and 64 days at the end of Q4 2011
- **Canada sales**
 - Market share at **15.0%**, up 30 bps vs. Q1 2011
 - Chrysler Group was the top manufacturer in vehicle volume and share in Q1 2012 – first quarter ever
- **International sales** (outside of North America) increased **80% to 67k²** vehicles for Q1 2012

¹ Company calculation; retail sales (excluding fleet) versus industry retail sales (excluding fleet)

² Includes 18k vehicles manufactured by Chrysler Group and sold by Fiat as Lancia and Fiat branded vehicles

Q1 2012 Financial Results



\$ Millions

	Q1 2012	Q1 2011	Q1 2012 B/(W) Q1 2011
Worldwide Shipments - Units (000) ¹	607	485	122
Net Revenue	16,359	13,124	3,235
Modified Operating Profit % of Net Revenues	740 4.5%	477 3.6%	263 0.9 ppt
Modified EBITDA % of Net Revenues	1,384 8.5%	1,171 8.9%	213 (0.4) ppt
Net Income	473	116	357
Free Cash Flow	1,700	2,526	(826)
Cash	11,256	9,877	1,379
Gross Industrial Debt	(12,592)	(13,254)	662
Net Industrial Debt	(1,336)	(3,377)	2,041

¹ Before GDP adjustments (see details in Appendix)

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Reconciliation of Net Income to Modified Operating Profit and Modified EBITDA



<i>\$ Millions</i>	Q1 2012	Q1 2011	Q1 2012 B/(W) Q1 2011
Net Income	473	116	357
Income Tax Expense	33	44	(11)
Net Interest Expense	267	337	(70)
Other Employee Benefit Gains ¹	(21)	(37)	16
Restructuring (Income) Expenses, Net & Other	(12)	17	(29)
Modified Operating Profit	740	477	263
Depreciation and Amortization Expense ²	644	694	(50)
Modified EBITDA	1,384	1,171	213

¹ Includes interest cost and expected return on plan assets

² Excludes depreciation and amortization expense for vehicles held for lease

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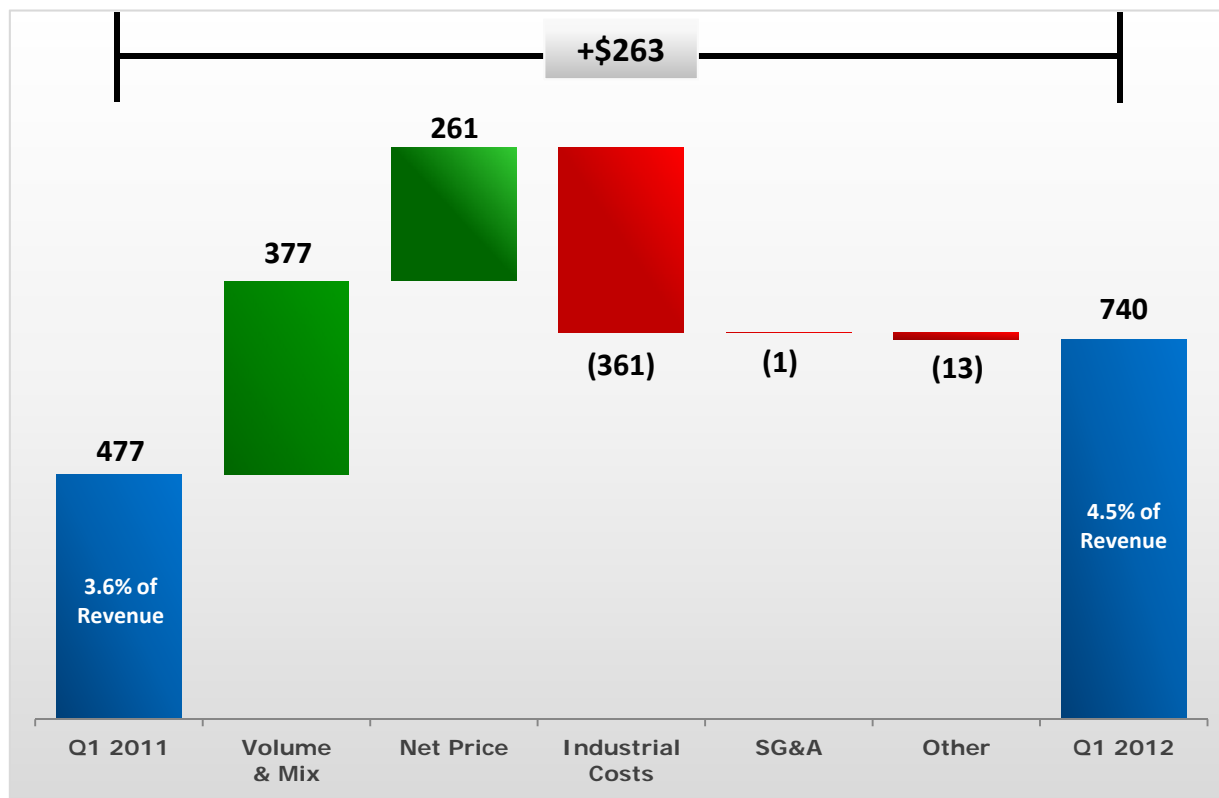
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Modified Operating Profit Walk

Q1 2011 to Q1 2012



\$ Millions



- Volume increase of 122k vehicle shipments (141k shipments adjusted for GDP – see Appendix) related to continued success of product line-up
- Negative mix primarily due to increased fleet shipments, shipments to build International sales and lower growth in retail shipments with consequent reduction in U.S. dealer stock to 59 days
- Positive net price reflects non-repeat of late introduction of 2011 model year and positive pricing actions through 2011
- Industrial costs impacted by new vehicle content and increased ER&D, partially offset by purchasing and manufacturing efficiencies

Modified Operating Profit increase primarily driven by volume growth and positive net price

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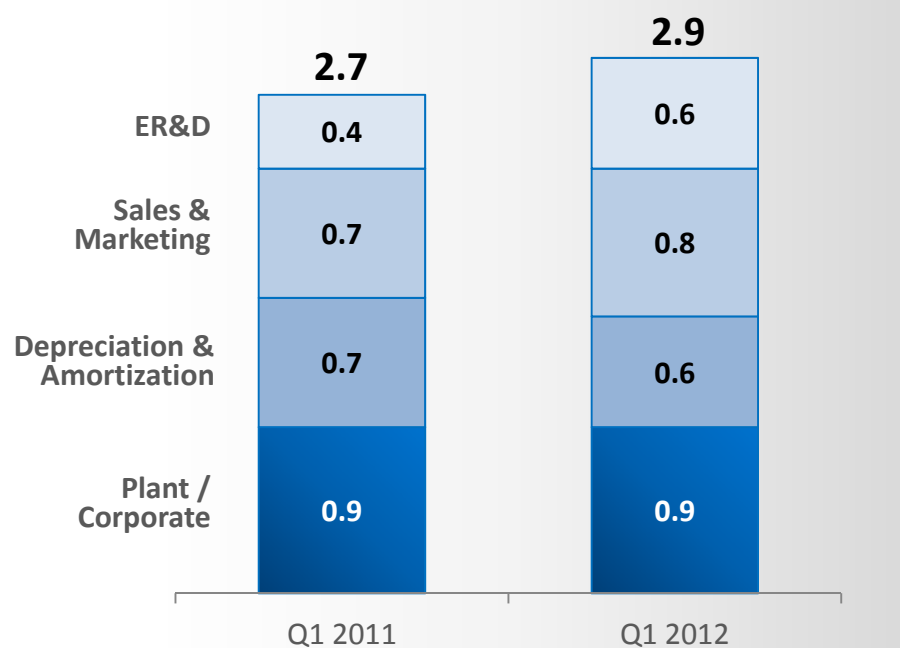
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Structural Costs and Capital Expenditures



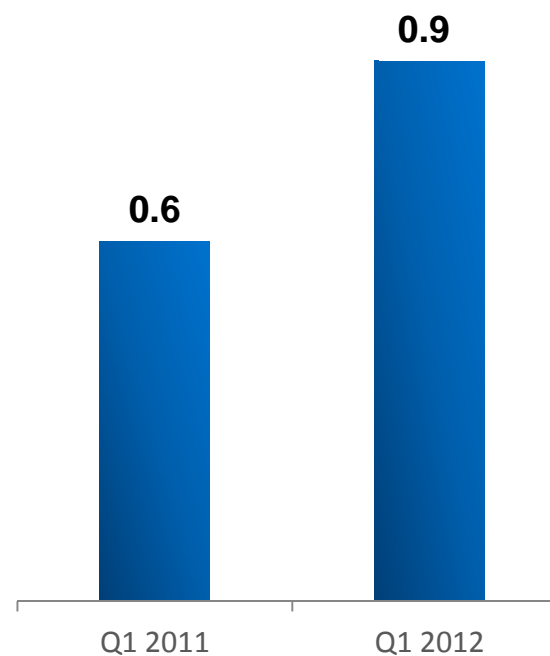
\$ Billions

Structural Costs



Structural cost increases primarily attributable to continued advertising campaigns to build brand equity and ER&D for new vehicles launching in 2013-2014

Capital Expenditures



Continued investment in future products for 2013 and 2014; Full year 2012 capital expenditures expected to be ~\$4B

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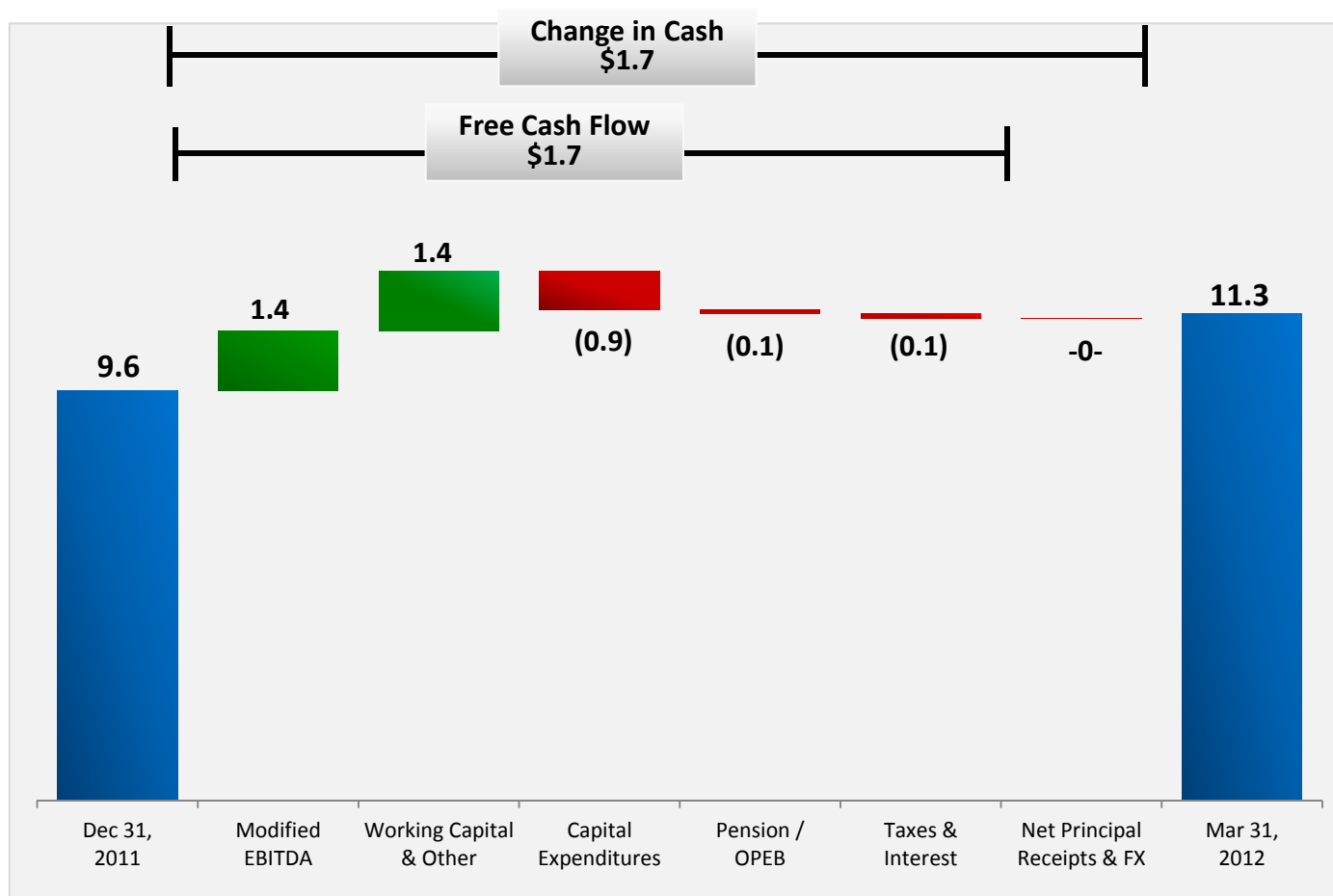
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Cash Walk

December 31, 2011 to March 31, 2012



\$ Billions



- Free Cash Flow driven by strong operating performance and favorable working capital driven by higher payables
- Capital expenditures are in line with expected full year levels.

Note: Numbers may not add due to rounding

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Net Industrial Debt



\$ Billions

	Carrying Value as of Mar 31, 2012	Carrying Value as of Dec 31, 2011	Mar 31, 2012 B/(W) Dec 31, 2011	Carrying Value as of Mar 31, 2011	Mar 31, 2012 B/(W) Mar 31, 2011
Cash	11.3	9.6	1.7	9.9	1.4
UST Loan – Tranche B	-	-	-	2.1	2.1
UST Loan – Tranche C	-	-	-	3.6	3.6
UST Zero Coupon Note	-	-	-	0.1	0.1
Export Development Canada Loan	-	-	-	1.3	1.3
Term Loan B	2.9	2.9	-	-	(2.9)
Senior Secured Notes	3.2	3.2	-	-	(3.2)
UAW VEBA Trust Note	4.2	4.2	-	4.0	(0.2)
CAW Health Care Trust Notes	1.0	1.0	-	1.1	0.1
Mexican Development Banks Loans	0.6	0.6	(0.1)	0.4	(0.2)
Other Financial Liabilities ¹	0.6	0.7	-	0.7	-
Gross Industrial Debt	12.6	12.5	(0.1)	13.3	0.7
Net Industrial Debt ²	1.3	2.9	1.6	3.4	2.0

¹ Excludes Gold Key Lease (GKL) self-liquidating debt

² Excludes pension and OPEB underfunding

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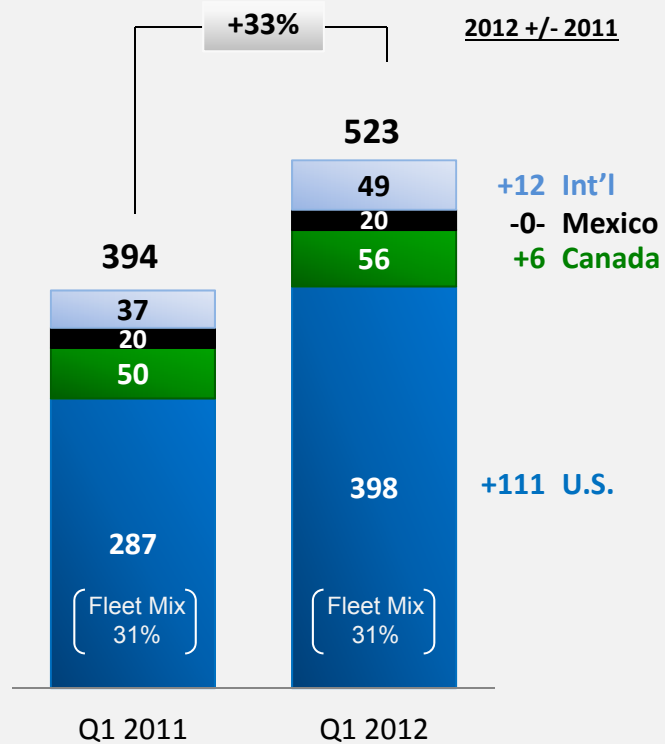
Worldwide Vehicle Sales

Q1 2011 versus Q1 2012

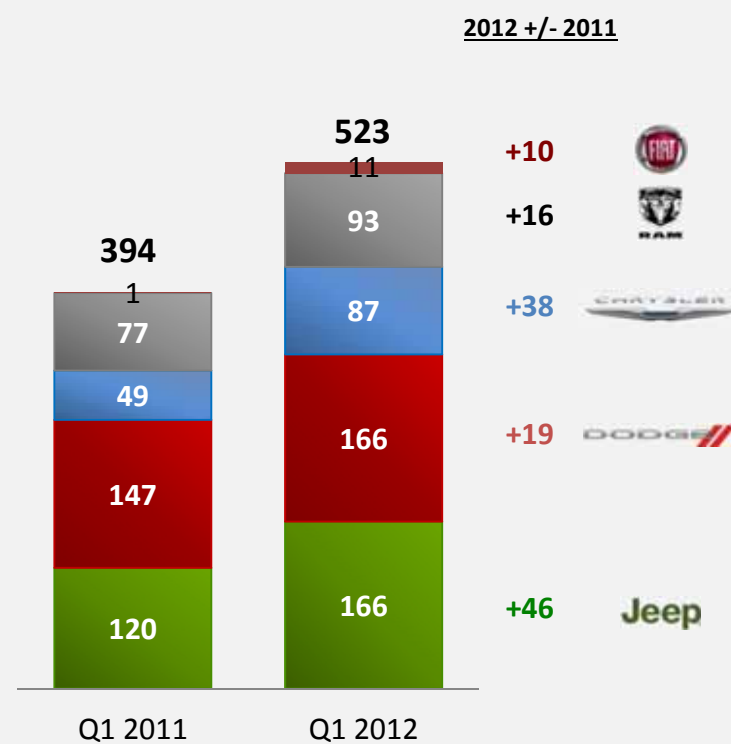


Vehicles (000s)

By Market



By Brand

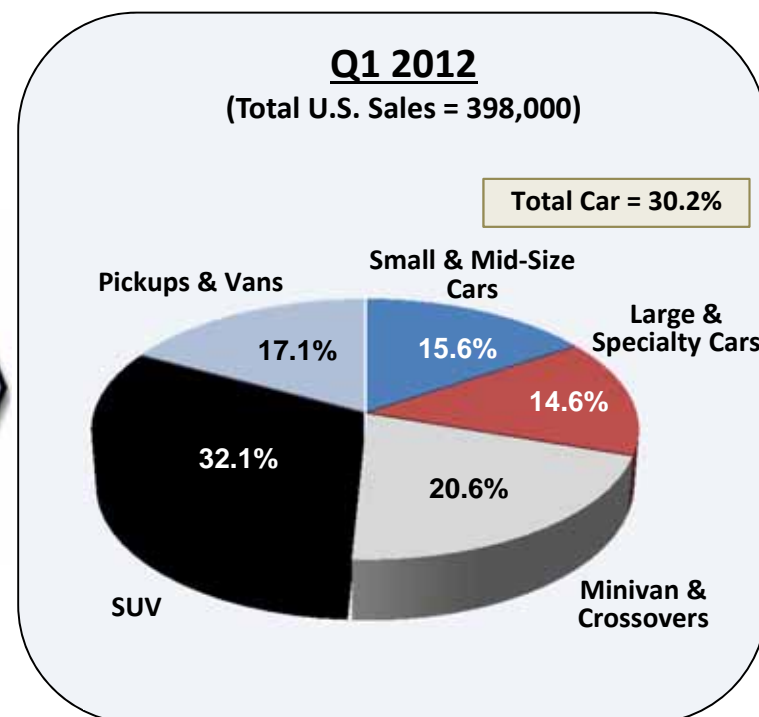
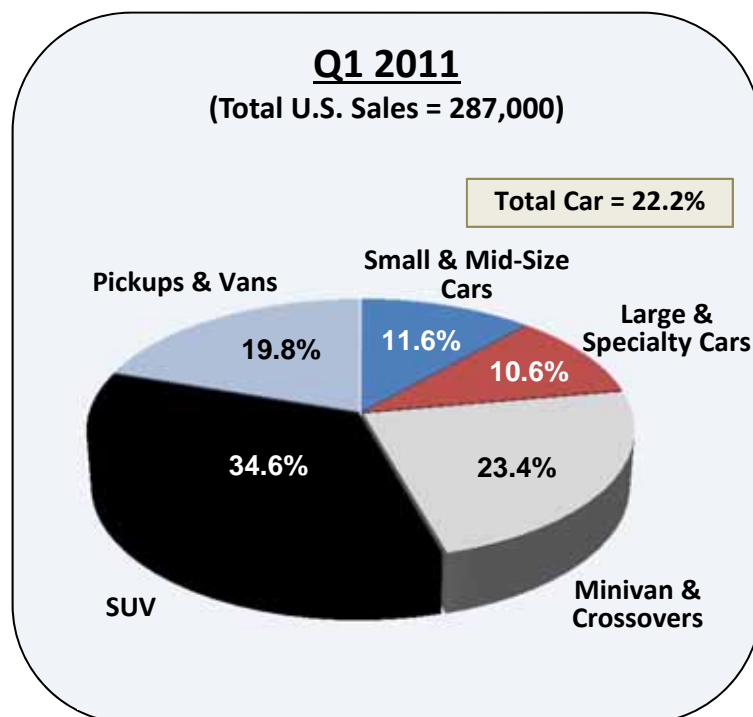


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Chrysler Group U.S. Sales by Vehicle Segment

More competitive entries in the car segments



Chrysler Group's car mix increased from 22% to 30% due to the continuing process of introducing more competitive car offerings



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Sales in U.S. & Canada

Market shares continue to increase



Industry Vehicles (mils)	Chrysler Group performance (Q1 2012 vs. Q1 2011)										
	Sales	Market share	Key Messages (period-over-period)								
 <table><tr><td></td><td>3,112</td><td>+14%</td><td>3,539</td></tr><tr><td>Q1 2011</td><td></td><td></td><td>Q1 2012</td></tr></table>		3,112	+14%	3,539	Q1 2011			Q1 2012	+39%	11.2% (up 200 bps)	<ul style="list-style-type: none">• Retail sales (excluding fleet) increased 40%• Retail of retail market share* increased to 10.0%, up 210 bps• Fleet mix at 31%, flat versus prior year• Key performers included:<ul style="list-style-type: none">• Chrysler 300 +15k vehicles (+271%)• Chrysler 200 +22k vehicles (+220%)• Dodge Charger +8k vehicles (+57%)• Jeep Grand Cherokee +11k vehicles (+44%)• Jeep Wrangler +7k vehicles (+30%)• Ram Pickup +15k vehicles (+28%)
	3,112	+14%	3,539								
Q1 2011			Q1 2012								
 <table><tr><td></td><td>340</td><td>+9%</td><td>371</td></tr><tr><td>Q1 2011</td><td></td><td></td><td>Q1 2012</td></tr></table>		340	+9%	371	Q1 2011			Q1 2012	+12%	15.0% (up 30 bps) Top market share of all OEMs	<ul style="list-style-type: none">• Retail sales (excluding fleet) increased 4.5%• Retail of retail market share* at 13.1%• Key performers included:<ul style="list-style-type: none">• Chrysler 200 +2.2k vehicles (+432%)• Chrysler 300 +1.0k vehicles (+393%)• Dodge Charger +0.9k vehicles (+144%)• Jeep Wrangler +1.3k vehicles (+56%)• Ram Pickup +2.5k vehicles (+19%)
	340	+9%	371								
Q1 2011			Q1 2012								

* - Company calculation; retail sales (excluding fleet) versus industry retail sales (excluding fleet)

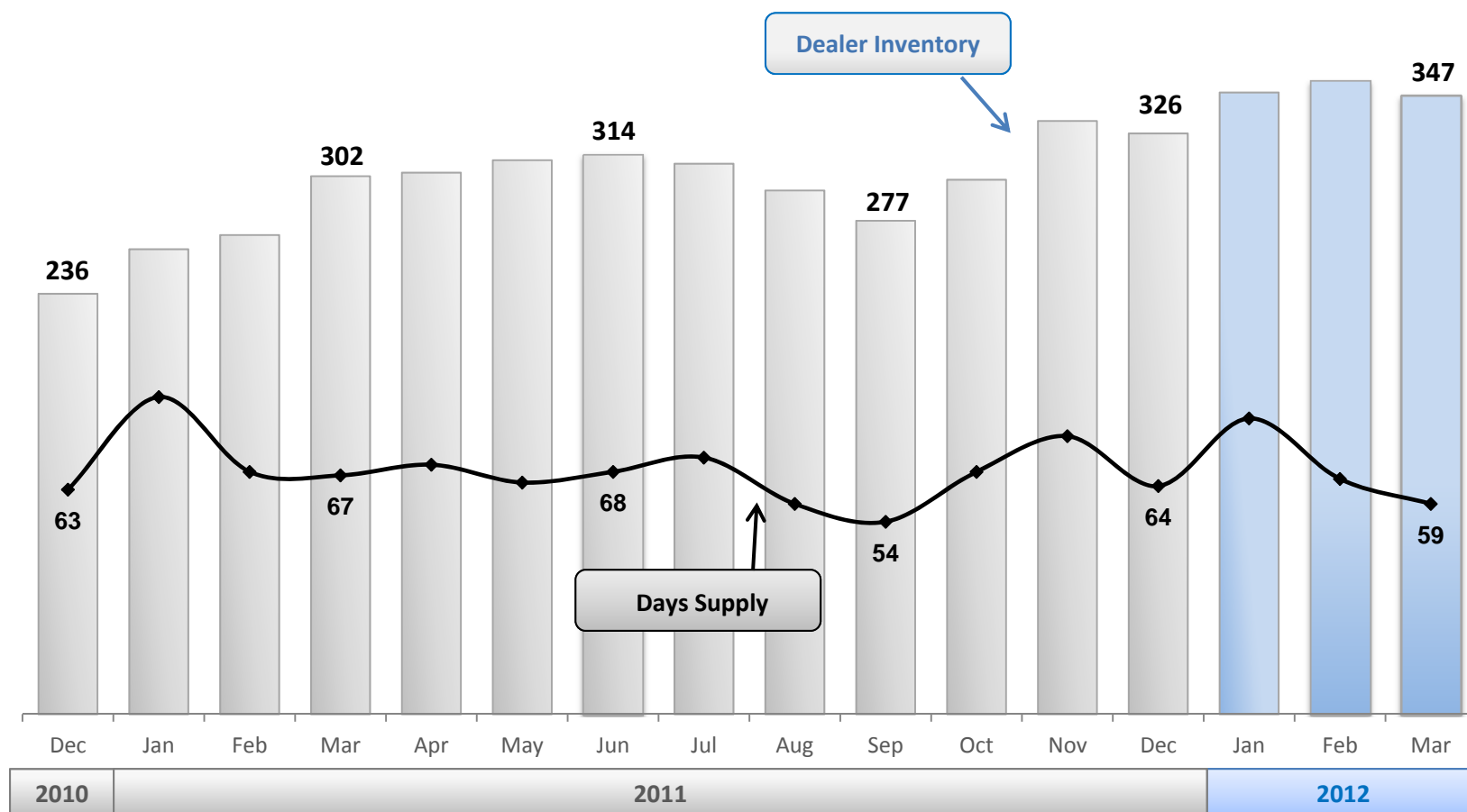
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U.S. Dealer Inventory and Days Supply



Vehicles (000s)



Days supply at U.S. dealers is slightly below the targeted 60-65 days and reflects the continued strong demand for vehicles across all markets

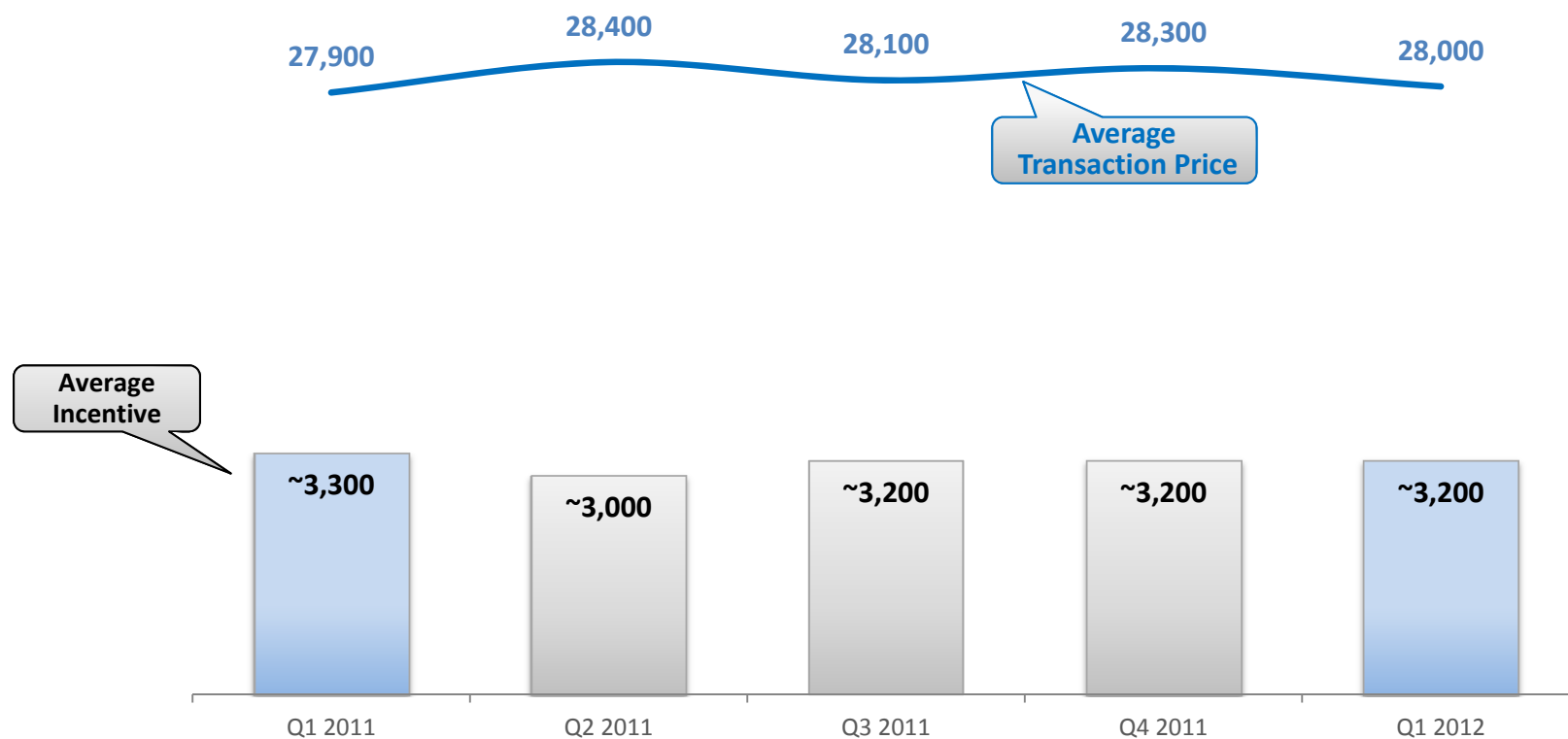
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U.S. Retail Average Transaction Price



\$ Per Unit



Maintaining strong transaction prices (+\$100 per unit compared to the same period a year ago)

Source: Company calculation based on J.D. Power and Associates data (at constant Q1 2012 sales nameplate mix)

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Chrysler has given notice to Ally Financial, Inc. that it will not renew its current Auto Finance Operating Agreement beyond the April 30, 2013 expiration



Chrysler and Ally have a strong relationship and will continue to work together under the agreement until April 2013



Chrysler Group is engaged in discussions with Ally and other financial institutions regarding various options to meet the financing needs of Chrysler Group dealers and customers

Current relationships with financial institutions

- Ally – retail/lease financing and dealer wholesale financing (North America)
- U.S. Bank – retail leasing (U.S.)
- Santander Consumer USA – retail financing for non-prime customers (U.S.)
- TD Financing Services – retail financing (Canada)

New Vehicles Revealed



All-new 2013 Dodge Dart Named "Most Significant Vehicle" at the North American International Auto Show by AutoWeek Editors



Quotes from the NAIAS

"The integration of Fiat and Chrysler is nearly complete and some analysts now say it could become a model for trans-Atlantic cooperation in the auto industry."

New York Times

"The Dart is expected to be Chrysler's first credible small car for any Chrysler brand in years." **Detroit Free Press**

"In terms of style, in terms of amenities, in terms of design and quality, it looked to be really top-notch stuff." **IHS**

"All Dart interiors make extensive use of well-grained, soft-touch materials, and hearty controls that exude a solid feel." **Automobile magazine**



2013 SRT Viper GTS

- Two all-new models:
SRT Viper and SRT Viper GTS
- 8.4L V-10 engine
640 hp and 600 lb.-ft. torque
- Carbon-fiber and aluminum skin – lower drag coefficient
- Safety features including traction control, electronic multistage stability control and new 4-channel anti-lock brake system



2013 Ram 1500

- Best-in-class fuel economy
 - 3.6L V-6 Pentastar engine (42% more hp, 13% more torque, 20% better fuel economy vs. previous 3.7L V-6 engine)
 - Class-exclusive 8-speed automatic transmission
 - Stop-start technology
 - Best-in-class aerodynamics including grille shutters and class-exclusive air suspension (w/ auto load leveling)
- 7-inch information system and Uconnect Access
- New remote central locking RamBox cargo management system

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Belvidere Assembly Plant / Manufacturing Improvements

DODGE // DART



- **All-new bodyshop (including 967 robots)**
- **Total Manufacturing investment for the Dodge Dart (including Body Shop, Stamping and Paint) of ~\$700M**
- **Metrology Center (Company-wide initiative) and Center for Technical Vehicle Validation (CTVV)**
 - Rigorous part qualification processes – improves body-in-white geometry
 - Metrology center allows engineers to find the sources of build variation even when components appear perfect to the naked eye
 - CTVV randomly audits newly built vehicles and measure 437 functional characteristics, including emissions, fit-and-finish, heating and air conditioning performance and ride height

Single stage framing

- 18 robots frame the car in one station
- Allows for increased welds applied resulting in improved geometry and dimensional control (**better fit and finish**)



Paint rotating carrier system (first for Chrysler)

- Rotates vehicle body upside down to completely spray the underbody
- By spraying upside down, all overspray attached to the vehicle and not on the floor for improved application and cleanliness

New A-cart part loading system

- Improved ergonomics
- Efficiently delivers parts to lines for welding
- Reduces workforce required in body shop



Flexible chassis decking

- Plug and Play Cart System – added flexibility
- Flexibility to process two different wheelbases and have multiple engine/transmission combinations

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World Class Manufacturing Update

Bronze status achieved at two facilities



Two plants awarded Bronze status for World Class Manufacturing (WCM) less than 3 years after adopting WCM operating system; the highest ranking of any of Chrysler Group's North American manufacturing facilities



Dundee (Michigan) Engine Plant

- 1.4L 4-cylinder FIRE engine
- 2.0-2.4L 4-cylinder engines



Windsor (Ontario) Assembly Plant

- Chrysler Town & Country and Lancia Voyager
- Dodge Grand Caravan
- Ram Cargo Van
- Volkswagen Routan

World Class Manufacturing

- WCM is an ongoing process which focuses on reducing waste, increasing productivity and improving quality and safety through 10 technical pillars (such as safety, professional maintenance, quality control, people development) and 10 management pillars (such as commitment, clarity of objectives)
- Each plant is audited and given a score/status based on plant's knowledge and implementation of WCM process and improvements

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High Profile Marketing Efforts

Successfully building company and brand equity



"It's Halftime in America"

- Top automotive winner in YouTube's Ad Blitz 2012 Super Bowl contest; #2 overall
- Tied for top automotive advertisement in the USA Today/Facebook Ad Meter; #3 overall
- More than 18 million views on Chrysler Group's YouTube channel to date
- 55% of consumers polled felt the commercial made them more positive about the brand (the highest of all auto commercials during the Super Bowl)
- Social space brand mentions increased almost 800% on Super Bowl Sunday and Monday vs. the day before the Super Bowl
- Post Super Bowl, average daily impression volume on third party auto shopping sites rose by 24%

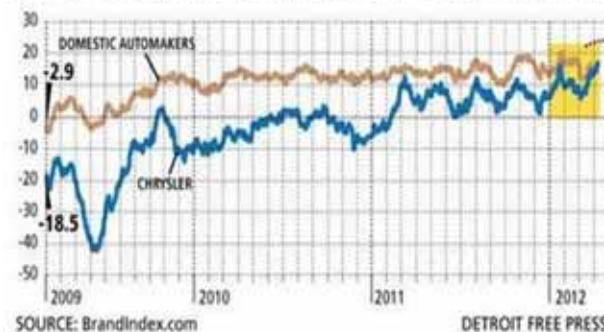
Fiat's advertising campaign with spots by Jennifer Lopez, Charlie Sheen and model Catrinel Menghia has helped increase consumer awareness of the Fiat brand from 8% a year ago to more than 45% now

Viewer comments after "60 Minutes" segment on Fiat-Chrysler

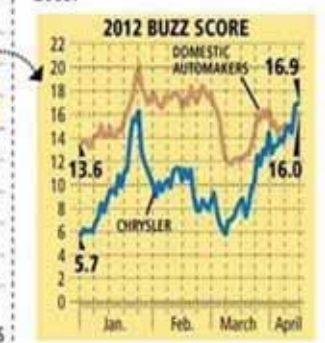
- *"Chrysler was about to shut down and now they paid their loans back and are on the right track reporting good earnings. That for me tells me that something good is happening."*
- *"I really felt that they're heading in the right direction and have a much improved product portfolio."*
- *"Impressed that Chrysler is really trying to improve quality and therefore the company's image."*
- *"The company is now on the right track with things like: getting rid of too much bureaucracy, focusing on quality, fuel efficiency, etc. All these things will help the company better compete with automakers, and regain market share."*

CONSUMERS' PERCEPTION OF CHRYSLER

In the wake of a new marketing campaign, improving sales and positive media coverage in recent weeks and months, consumers' perception of Chrysler is on the rise, according to YouGov BrandIndex.



On Monday, Chrysler's buzz score hit 16.9 — the highest score it has received since at least March 2009.



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2012 Guidance Confirmed



Worldwide Vehicle Shipments	2.3 – 2.4 M
Net Revenues	~ \$65 B
Modified Operating Profit	≥ \$3.0 B
Net Income	~ \$1.5 B
Free Cash Flow	≥ \$1 B

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Appendix

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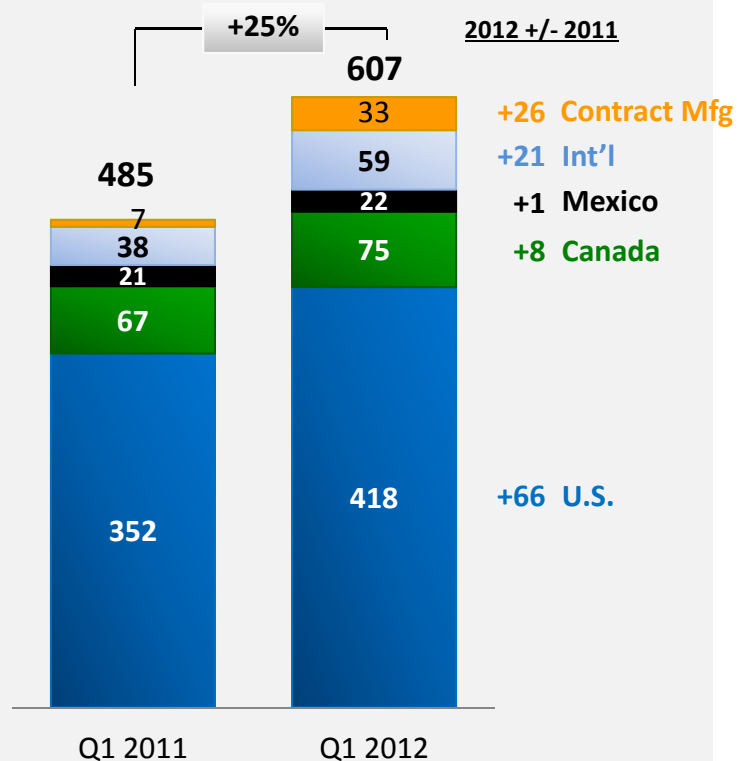
Worldwide Vehicle Shipments

Q1 2011 versus Q1 2012



Vehicles (000s)

By Market



By Brand



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Guaranteed Depreciation Program Adjusted Shipments



<i>Vehicles (000s)</i>	Q1 2012	Q1 2011	Q1 2012 B/(W) Q1 2011
Worldwide Shipments	607	485	122
<u>Guaranteed Depreciation Program (GDP)</u>			
<i>Subtract:</i> Shipments during period	(17)	(25)	8
<i>Add:</i> Returns/auctions during period	29	18	11
Net (shipments) / returns	12	(7)	19
GDP Adjusted Shipments	619	478	141

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Reconciliation of Worldwide Vehicle Sales to Shipments



<i>Vehicles (000s)</i>	Q1 2012	Q1 2011
Worldwide Sales	523	394
Change in U.S. dealer inventory	21	66
Change in Canada dealer inventory	20	17
Contract manufacturing shipments	33	7
Change in Int'l dealer inventory & other	10	1
Worldwide Shipments	607	485

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Reconciliation of Net Cash Provided By (Used In) Operating and Investing Activities to Free Cash Flow



<i>\$ Millions</i>	Q1 2012	Q1 2011	Q1 2012 B/(W) Q1 2011
Net Cash Provided By Operating Activities	2,604	3,117	(513)
Net Cash Used In Investing Activities	(884)	(154)	(730)
<i>Investing activities excluded from Free Cash Flow:</i>			
Change in Loans and Notes Receivable	-	(3)	3
<i>Financing activities included in Free Cash Flow:</i>			
Repayments of Gold Key Lease Financing	(20)	(434)	414
Free Cash Flow	1,700	2,526	(826)

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Reconciliation of Financial Liabilities to Gross Industrial Debt and Net Industrial Debt



<i>\$ Millions</i>	Mar 31, 2012	Dec 31, 2011
Financial Liabilities (Carrying Value)	12,613	12,574
<i>Less:</i> Gold Key Lease obligations	(21)	(41)
Gross Industrial Debt	12,592	12,533
<i>Less:</i> Cash	(11,256)	(9,601)
Net Industrial Debt	1,336	2,932

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Gross Industrial Debt



\$ Billions	As of March 31, 2012	
	Carrying Value	Face Value
Term Loan B	2.9	3.0
Senior Secured Notes	3.2	3.2
VEBA Trust Note	4.2	4.8
Canadian Health Care Trust Notes	1.0	1.0
Mexican Development Banks Loans	0.6	0.6
Other Financial Liabilities ¹	0.6	0.7
Gross Industrial Debt	12.6	13.4

¹ Excluding GKL self-liquidating debt

Note: Numbers may not add due to rounding

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Pension Disclosure

\$ Millions



	Q1 2012	Q1 2011
<u>NET PERIODIC PENSION COST</u>		
Service Cost	79	67
Interest Cost Net of Expected Return	(78)	(74)
Amortization of Unrecognized Loss	19	-
Total Net Periodic Pension Cost	20	(7)

WORLDWIDE PENSION FUND CONTRIBUTIONS	49	45
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<u>WORLDWIDE WEIGHTED AVERAGE ASSUMPTIONS</u>	<u>2011</u>	<u>2010</u>
Benefit Obligations at December 31:		
Discount Rate – Ongoing Benefits	4.84%	5.33%
Periodic Costs:		
Discount Rate – Ongoing Benefits	5.33%	5.54%
Expected Return on Plan Assets	7.41%	7.41%

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(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

OPEB Disclosure

\$ Millions



	Q1 2012	Q1 2011
<u>NET PERIODIC BENEFIT COST</u>		
Service Cost	6	5
Interest Cost	33	34
Amortization of Unrecognized Loss	5	3
Amortization of Prior Service Cost	(10)	-
Other	(1)	-
Total Net Periodic Benefit Cost	33	42
BENEFITS PAID	51	76

<u>WORLDWIDE WEIGHTED AVERAGE ASSUMPTIONS</u>	<u>2011</u>	<u>2010</u>
Benefit Obligations at December 31:		
Discount Rate – Ongoing Benefits	4.93%	5.57%
Periodic Costs:		
Discount Rate – Ongoing Benefits	5.57%	5.38%
Expected Return on Plan Assets	-	-

April 26, 2012

(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

Non-U.S. GAAP Financial Information and Other Items



The following non-U.S. GAAP financial definitions apply when the presentation is referring to Modified Operating Profit (Loss), Modified EBITDA, Cash, Free Cash Flow and Gross and Net Industrial Debt

- (a) **Modified Operating Profit (Loss)** is computed starting with net income (loss) and then adjusting the amount to (i) add back income tax expense and exclude income tax benefits, (ii) add back net interest expense (excluding interest expense related to financing activities associated with a vehicle lease portfolio the Company refers to as Gold Key Lease), (iii) add back all pension, other postretirement benefit obligations ("OPEB") and other employee benefit costs other than service costs, (iv) add back restructuring expense and exclude restructuring income, (v) add back other financial expense, (vi) add back losses and exclude gains due to cumulative change in accounting principles, and (vii) add back certain other costs, charges and expenses. The reconciliation of net income to Modified Operating Profit and Modified EBITDA (defined below) for the three months ended March 31, 2012 and 2011 is detailed on Page 6
- (b) **Modified EBITDA** is computed starting with net income (loss) adjusted to Modified Operating Profit (Loss) as described above, and then add back depreciation and amortization expense (excluding depreciation and amortization expense for vehicles held for lease). The reconciliation of net income to Modified Operating Profit and Modified EBITDA for the three months ended March 31, 2012 and 2011 is detailed on Page 6
- (c) **Cash** is defined as Cash and Cash Equivalents
- (d) **Free Cash Flow** is defined as cash flows from operating and investing activities, excluding any debt related investing activities, adjusted for financing activities related to Gold Key Lease financing. A reconciliation of net cash provided by (used in) operating and investing activities to Free Cash Flow for the three months ended March 31, 2012 and 2011 is detailed on Page 27
- (e) A reconciliation of financial liabilities to **Gross Industrial Debt** and **Net Industrial Debt** at March 31, 2012 and December 31, 2011 is detailed on Page 28

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(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

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April 26, 2012

(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)