



CHRYSLER

Q1 2013 Results Review

(U.S. GAAP – Preliminary)

April 29, 2013

**An undesired hiatus in preparation
for a strong second half**



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 and subsequent updates, 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, particularly in light of the economic crisis currently affecting several European countries. In addition, any projections or targets on future performance are based on the assumption that the Company maintains its status as a partnership for U.S. federal and state income tax purposes and do not consider the impact of a potential conversion into a corporation. 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 2012 Annual Report on Form 10-K, and its subsequent periodic reports filed with the U.S. Securities and Exchange Commission.

April 29, 2013

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

Executive Summary

Highlights



- **Q1 2013 Worldwide shipments totaled 572k vehicles (adjusted for GDP – see appendix), down 8% versus Q1 2012, and net revenues totaled \$15.4B, down 6%; both decreases anticipated due to:**
 - 31k fewer Jeep Liberty shipments as production ceased during 2012 in preparation for the all-new 2014 Jeep Cherokee launch in Q2 2013
 - Ongoing launches of the new 2014 Jeep Grand Cherokee and 2013 Ram Heavy Duty pickup
 - Reduced international shipments due to continued economic weakness in Europe and import restrictions in Latin America
- **Modified Operating Profit decreased 41% year-over-year to \$435M; net income decreased 65% year-over-year to \$166M – 7th consecutive quarter of positive net income**
 - Lower shipment volumes as well as industrial costs related to the new vehicle launches, partially offset by strong net pricing in North America
 - Foreign currency exchange loss related to the devaluation of the Venezuelan bolivar *fuerte*
- **Strong Q1 2013 worldwide vehicle sales of 563k, up 8% from Q1 2012; U.S. retail vehicle sales increased 12% with dealer inventories down to 66 days supply**
 - U.S. market share up 20 bps in Q1 2013 to 11.4%
 - Canada market share up 100 bps to 16.0%; Chrysler Group was quarterly market share leader
- **Free Cash Flow was \$449M^[*] in Q1 2013, lowering Net Industrial Debt to \$619M**
- **Product momentum continuing**
 - Revealed new Jeep Cherokee at the New York Auto Show
 - Launches of 2013 Ram Heavy Duty pickup and 2014 Jeep Grand Cherokee ramping up
 - Entered into a private-label financing arrangement with Santander Consumer USA (SCUSA), under which SCUSA will provide a full range of wholesale and retail financing services under the Chrysler Capital brand name

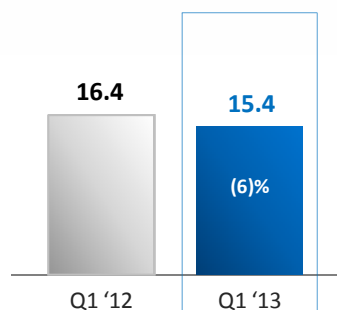
^[*] The Company's first quarter 2013 Form 10-Q reported Net Cash Provided by Operating Activities of \$1,210 million (adjusted from the preliminary amount of \$1,117 million) and Free Cash Flow of \$449 million (adjusted from the preliminary amount of \$356 million). **These adjustments have been reflected in the presentation.** These adjustments did not have an impact on Cash and Cash Equivalents, Net Income or any other financial statement line items, except for the Effect of Exchange Rate Changes on Cash and Cash Equivalents within the Condensed Consolidated Statement of Cash Flows.

Q1 2013 Financial Highlights



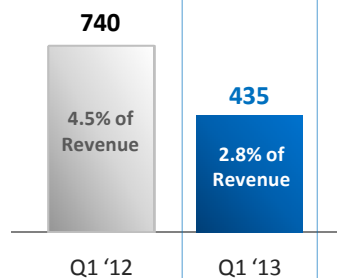
Net Revenue (\$B)

- Reduction of 6% primarily due to lower shipment volumes partially offset by positive net pricing
- Worldwide shipments (adjusted for GDP) down 8% to 572k units (574k shipments unadjusted) due to key product launches and reduced shipments in Europe and Latin America



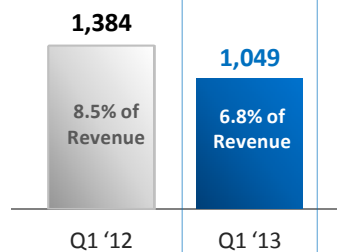
Modified Operating Profit (\$M)

- Modified Operating Profit was 41% lower than prior year
- Lower shipment volumes, industrial costs related to key product launches, and a foreign exchange loss related to the devaluation of the Venezuelan bolivar *fuerte*, were partly offset by continued strong net pricing in North America



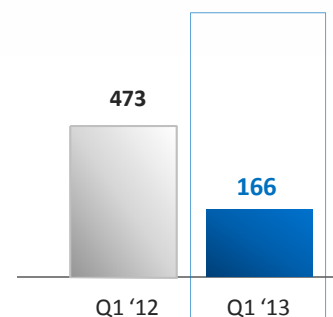
Modified EBITDA (\$M)

- Modified EBITDA decreased \$335M versus prior year, consistent with the decrease in Modified Operating Profit



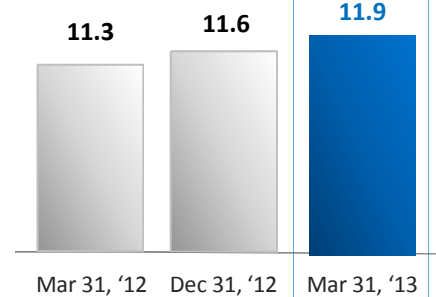
Net Income (\$M)

- Net income decreased \$307M, or 65%, versus the prior year



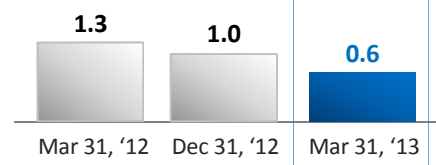
Cash (\$B)

- Positive Free Cash Flow of \$0.4B in Q1 2013, down compared to \$1.7B in prior year, primarily due to reduced working capital impact
- Total liquidity of \$13.2B, including \$1.3B available under a revolving credit facility



Net Industrial Debt (\$B)

- Net Industrial Debt improved to \$619M, primarily due to the positive Free Cash Flow during the quarter



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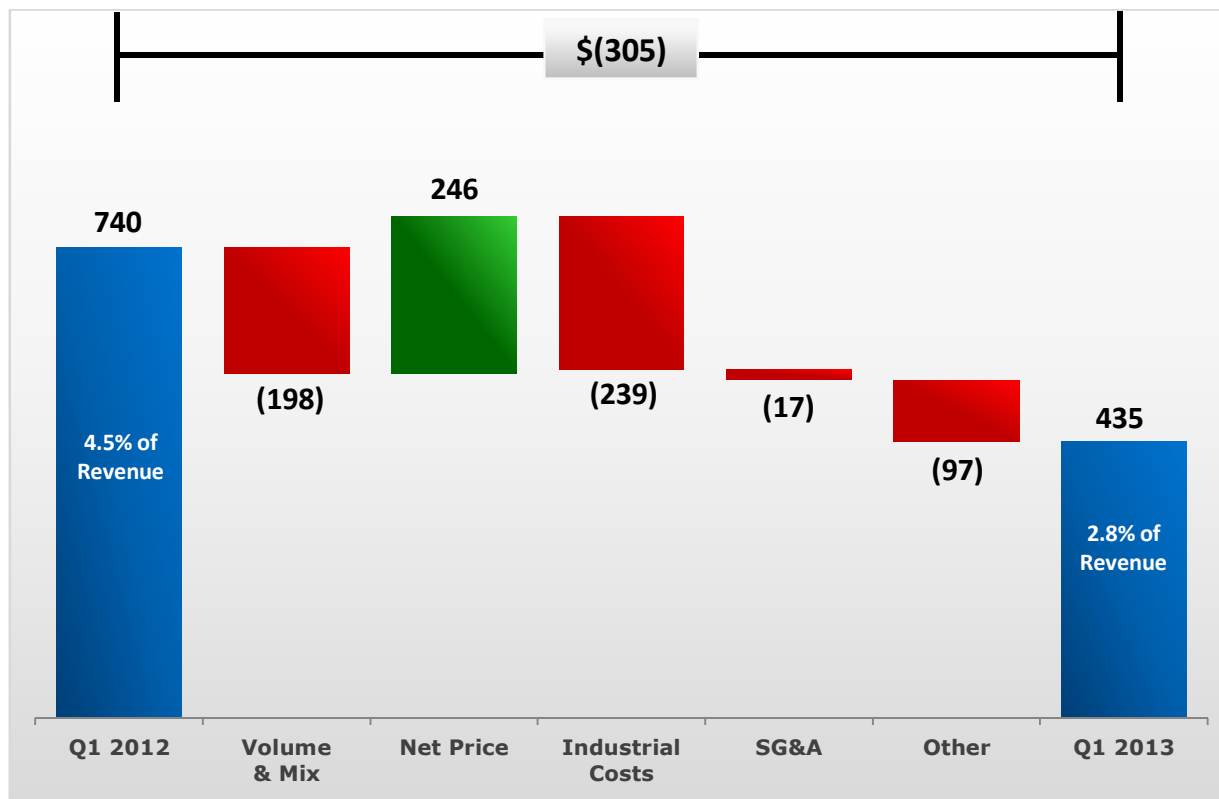
(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

Modified Operating Profit Walk

Q1 2012 to Q1 2013



\$ Millions



- Volume decrease of 47k GDP adjusted vehicle shipments (minus 33k unadjusted) due to the launches of the Jeep Grand Cherokee and Ram Heavy Duty pickups, no production in Toledo North Assembly Plant due to the preparation for the launch of the all-new Jeep Cherokee, and lower volumes to Europe and Latin America.
- Mix was positive reflecting higher retail volumes and less contract manufactured units for Fiat distribution.
- Positive net price reflects pricing actions primarily driven by vehicle content enhancements
- Industrial costs impacted by the key product launches and content enhancements related to the new Jeep Grand Cherokee and Ram Heavy Duty pickups
- SG&A negatively impacted by higher costs to support business growth
- Other primarily reflects a foreign currency exchange loss from the Venezuela bolivar *fuerte* devaluation

Modified Operating Profit decrease primarily driven by reduced volumes and industrial costs related to key product launches

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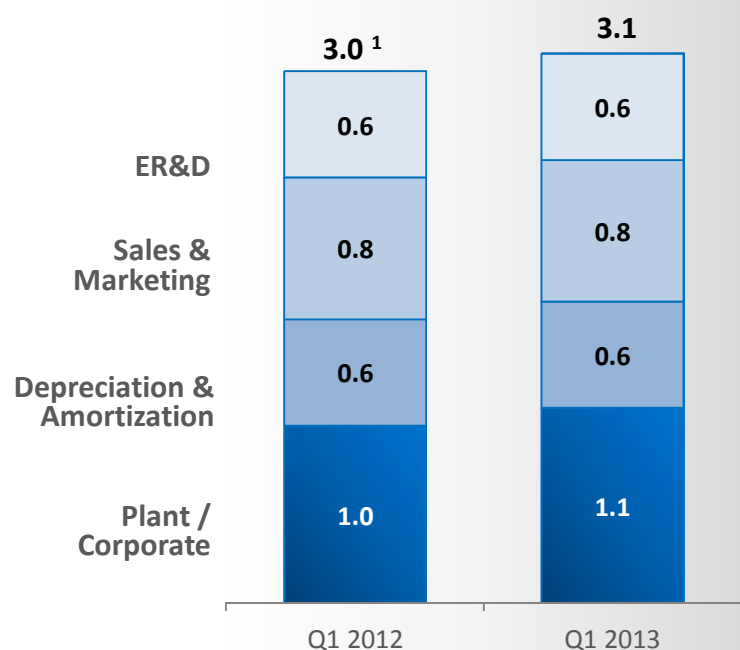
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Structural Costs and Capital Expenditures



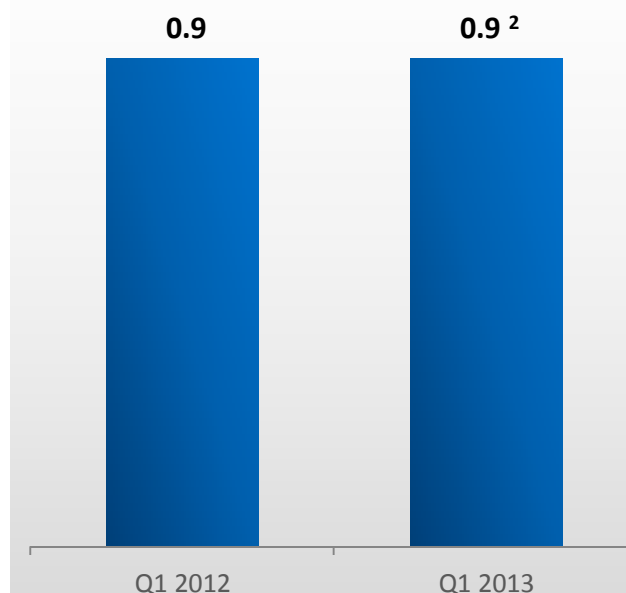
\$ Billions

Structural Costs



Structural cost increase primarily related to the foreign currency exchange loss from the Venezuela devaluation; FY 2013 estimate at ~12.5B

Capital Expenditures



Full year 2013 capital expenditures expected at ~\$4B

¹ Certain prior year amounts have been reclassified to conform to current year presentation

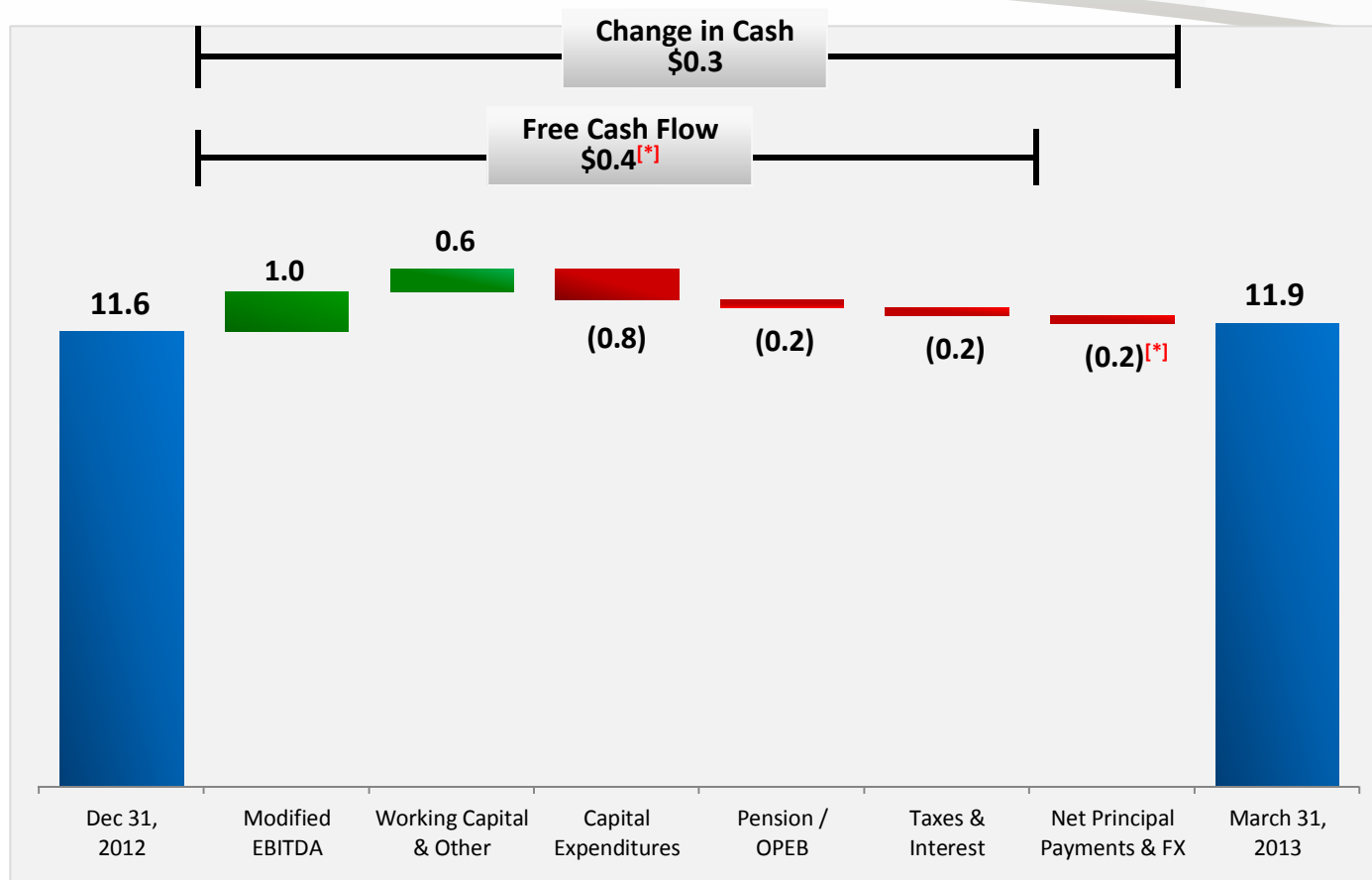
² Includes non-cash expenditures of \$0.1B in 2013

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Cash Walk

December 31, 2012 to March 31, 2013



Positive Free Cash Flow primarily due to working capital impacts

Note: Numbers may not add due to rounding

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Net Industrial Debt



\$ Billions

	Carrying Value as of Mar 31, 2013	Carrying Value as of Dec 31, 2012	Mar 31, 2013 B/(W) Dec 31, 2012	Carrying Value as of Mar 31, 2012	Mar 31, 2013 B/(W) Mar 31, 2012
Cash	11.9	11.6	0.3	11.3	0.6
Term Loan B	2.9	2.9	-	2.9	-
Secured Senior Notes	3.2	3.2	-	3.2	-
VEBA Trust Note	4.3	4.3	-	4.2	(0.1)
Canadian Health Care Trust Notes	1.0	1.1	0.1	1.0	0.1
Mexican Development Banks Credit Facilities	0.6	0.6	-	0.6	-
Other Financial Liabilities ¹	0.5	0.5	-	0.6	0.1
Gross Industrial Debt	12.5	12.6	0.1	12.6	0.1
Net Industrial Debt ²	0.6	1.0	0.4	1.3	0.7

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

² Excludes pension and OPEB underfunding

Note: Numbers may not add due to rounding

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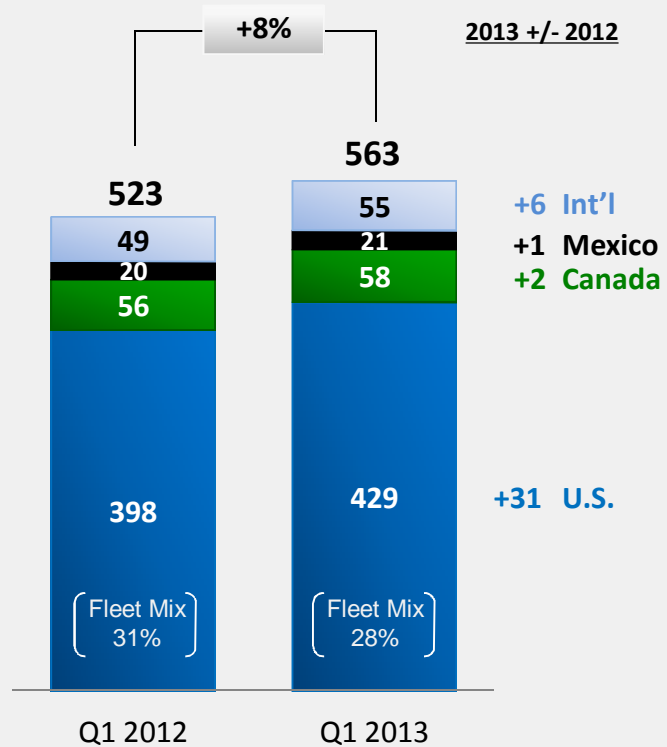
Worldwide Vehicle Sales

Q1 2013 versus Q1 2012

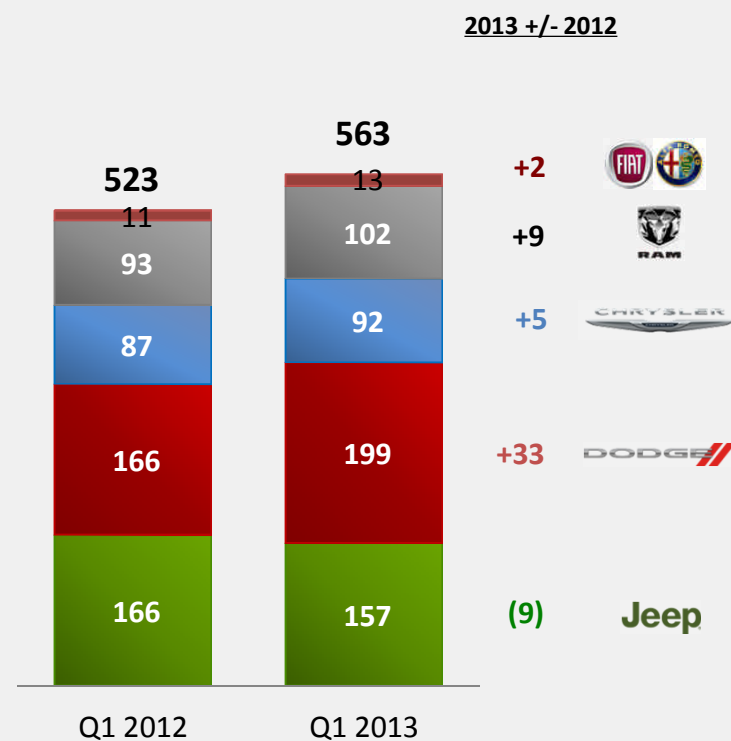


Vehicles (000s)

By Market



By Brand



Note – 2013 includes Fiat and Alfa Romeo vehicle sales in Mexico; prior to 1/1/13, these vehicles were reported by Fiat S.p.A. (1k in Q1 2012)



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Vehicle Sales in U.S. & Canada

Q1 2013 versus Q1 2012



Industry Vehicles (000's)	Chrysler Group performance (Q1 2013 vs. Q1 2012)		
	Sales	Market share	Key Messages (period-over-period)
 <p>3,539 +6% 3,751</p> <p>Q1 2012 Q1 2013</p>	+8%	11.4% (up 20 bps)	<ul style="list-style-type: none"> Retail sales (excluding fleet) increased 12% Retail of retail market share* increased to 10.4%, up 40 bps from the prior year Fleet mix at 28% vs. 31% in the prior year Key performers included: <ul style="list-style-type: none"> Dodge Dart +23k vehicles (new) Dodge Challenger +4k vehicles (+38%) Jeep Compass +3k vehicles (+32%) Dodge Journey +5k vehicles (+27%) Dodge Durango +3k vehicles (+23%)
 <p>371 (2)% 363</p> <p>Q1 2012 Q1 2013</p>	+4%	16.0% (up 100 bps)	<ul style="list-style-type: none"> Chrysler Group was the market leader in Q1 Retail sales (excluding fleet) increased 5% Retail of retail market share* was 14.1% up 90 bps from the prior year Key performers included: <ul style="list-style-type: none"> Dodge Dart +2k vehicles (new) Jeep Compass +1k vehicles (+61%) Ram 1500 Pickup +2k vehicles (+18%)

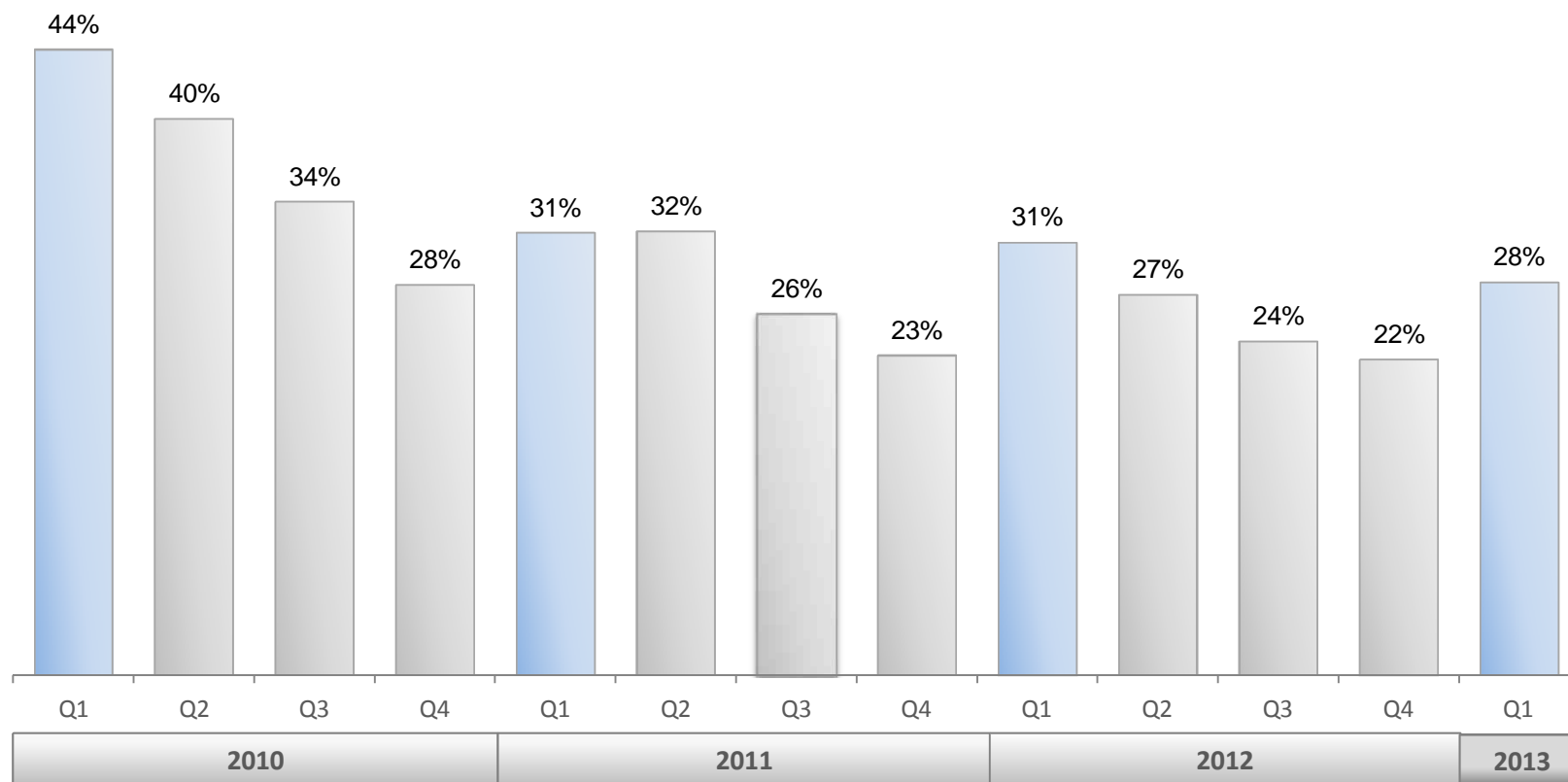
* - Company calculation; retail sales (excluding fleet) versus industry retail sales (excluding fleet)

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U.S. Fleet Mix

Percent of Total U.S. Sales



Seasonal U.S. fleet mix has been declining as retail sales grow

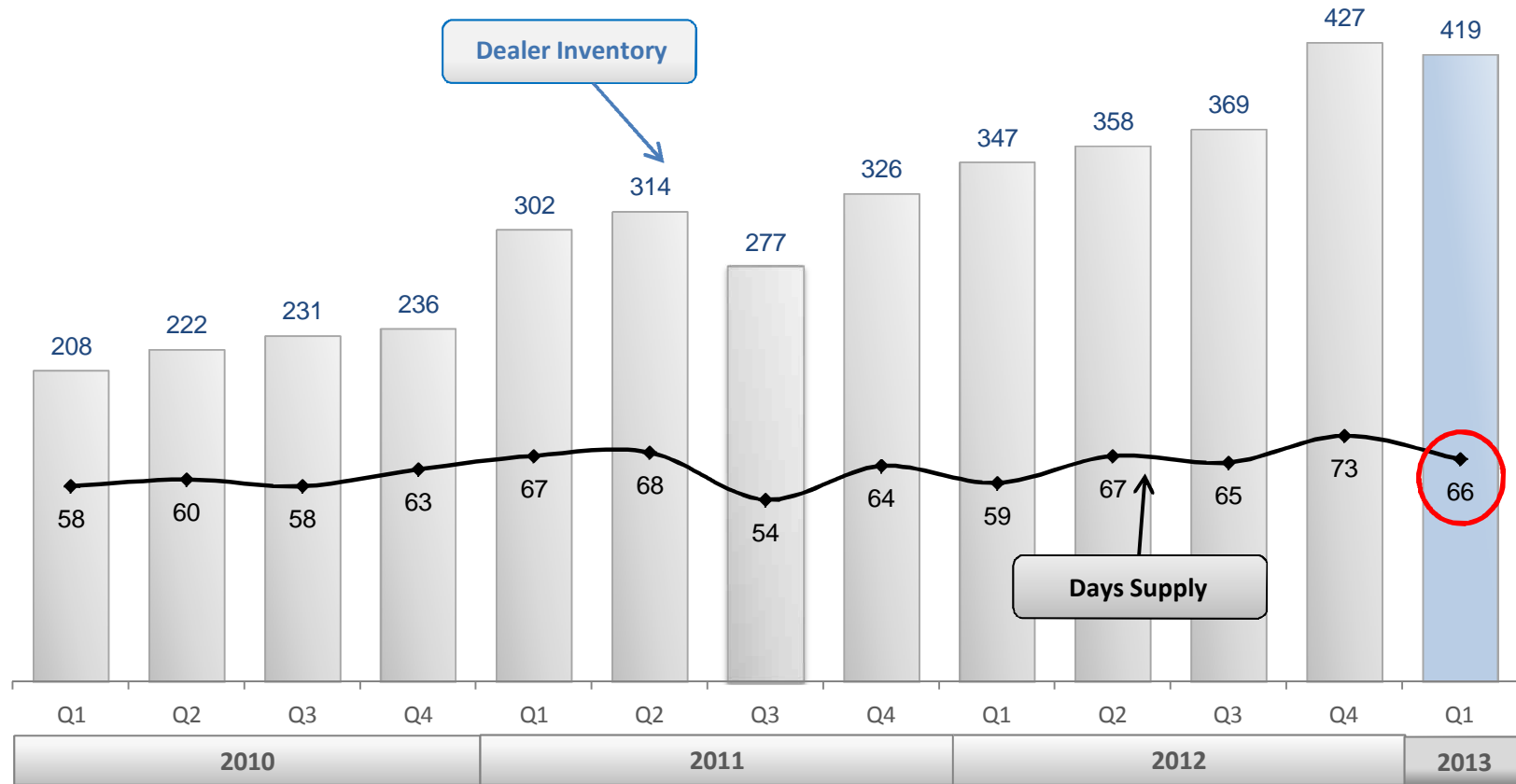
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U.S. Dealer Inventory and Days' Supply



Vehicles (000s)



Days' supply at U.S. dealers decreased due higher vehicle sales and lower shipments in the first quarter

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U.S. Retail Average Transaction Price



\$ Per Unit

27,900 28,000 28,000 28,100 28,000

Average
Transaction
Price

Average
Incentive

~3,100

~3,100

~3,200

~3,300

~3,400

Q1 2012

Q2 2012

Q3 2012

Q4 2012

Q1 2013

Incentive spending up ~\$300 per unit compared to the same period a year ago;
increase in Q1 2013 incentives due to managing mix of constrained powertrain offerings

Source: Based on J.D. Power and Associates data (at constant Q1 2013 sales nameplate mix)

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Private-Label Financing Agreement



On February 6, Chrysler Group announced a comprehensive private-label financing agreement with Santander Consumer USA Inc. (SCUSA)

- **May 1, 2013** launch at all U.S. Chrysler Group dealers
- Leverages funding capabilities and operating strengths of an experienced financial services provider while using Chrysler Group branding
- Provides full range of financial services to customers and dealers under the **Chrysler Capital brand name**

Key Benefits

- Competitive rates and buying depth across all credit tiers
- Chrysler's ability to share in certain of auto lending economics with SCUSA
- Firm commitment to provide wholesale and retail financing in the event of market disruption

About Santander Consumer USA

- Experienced automotive lender in the U.S.
- Majority-owned by Banco Santander of Spain, one of the world's most globally diverse banks (40 auto finance agreements with 10 OEM's worldwide)
- State-of-the-art technology provides both best-in-class customer service and operating efficiencies

CHRYSLER
C A P I T A L

SCUSA

Responsibilities

- Customer and dealership underwriting (customer retail loans & leases, dealer wholesale)
- Customer service
- Dealer sales and account management
- Marketing
- Finance and insurance management

Chrysler Group

Responsibilities

- Manage relationship with SCUSA to ensure competitive and best-in-class service
- Support growth in Chrysler Group vehicle sales along with Chrysler Capital retail/lease penetration through exclusive incentive arrangements
- Promote Chrysler Group service contracts

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Chrysler Group 2013 Key Product Introductions

NAFTA Update



Jeep

Production Launch – Q1



**Jeep Grand Cherokee
Major Refresh**

Production Launch – Q2



Jeep Cherokee



Production Launch - Q1



**Ram 2500-3500 Pickup
Major Refresh**

Production Launch – Q3



**Ram ProMaster
commercial van**

Production Launch - Q1



Fiat 500L

DODGE

Production Launch – Q3



**Dodge Durango
Major Refresh**

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Jeep Grand Cherokee / Ram Heavy Duty Pickup Launches



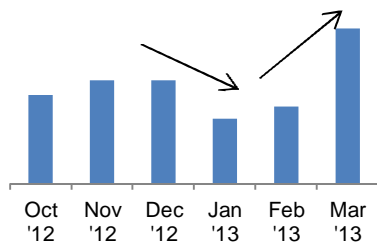
Reduced volumes in January and February due to launch ramp-up

Jeep Grand Cherokee

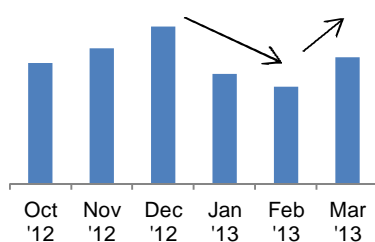
- New 3.0L EcoDiesel V-6 Engine (240 hp; 420 lb-ft torque)
 - Best-in-class 30 highway MPG; driving range > 700 miles
 - Best-in-class towing of 7,400 lbs
- New 8-speed automatic transmission
- New exterior – front and rear



Worldwide Shipment Trend

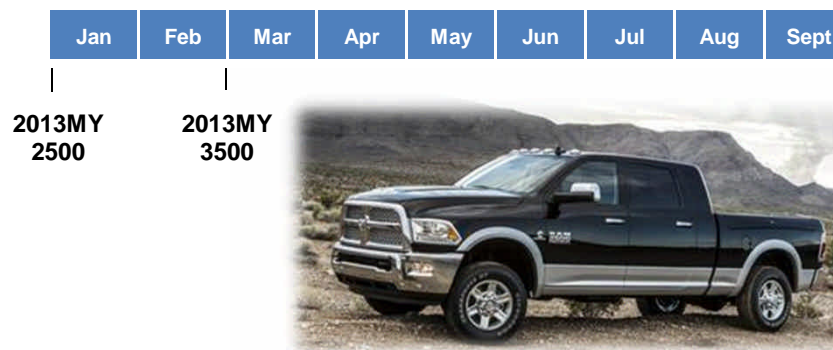


Worldwide Sales Trend

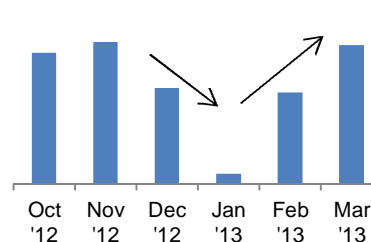


Ram Heavy Duty Pickup

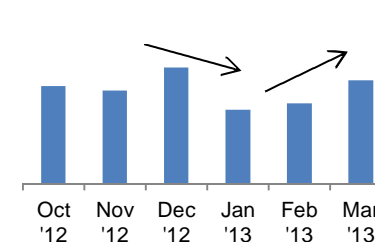
- Ram 3500 – Best-in-class maximum trailer weight of 30,000 lbs and GCWR 37,600 lbs
- Ram 2500 – Best-in-class towing and GCWR of 18,350 lbs and 25,000 lbs, respectively
- 6.7L Cummins Turbo Diesel with best-in-class torque



Worldwide Shipment Trend



Worldwide Sales Trend



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Jeep Cherokee

Revealed at New York Auto Show



Competes in largest SUV segment in NAFTA

- 1.9M units in 2012, up from 1.3M in 2009; 2.0M expected for 2013
- Production launch end of Q2 (Liberty production stopped in 2012)

Best-in-class capability

- Three all-new four-wheel drive systems – Jeep Trail Rated 4x4 capability with new Trailhawk model
- Best-in-class towing 4,500 pounds (V-6)

Vastly improved fuel economy

- First mid-size SUV with a **nine-speed automatic transmission**
- **2.4L Tiger Shark MultiAir I-4 engine** delivers ~45% fuel efficiency improvement versus Jeep Liberty
- New 3.2L Pentastar V-6 engine

Superior on-road ride and handling

- First Jeep to use Fiat-derived Compact U.S. Wide platform
- New independent front and rear suspension

Array of advanced, cutting edge technology features,
including more than 70 advanced safety and security features

Modern Jeep design and interior with world-class craftsmanship

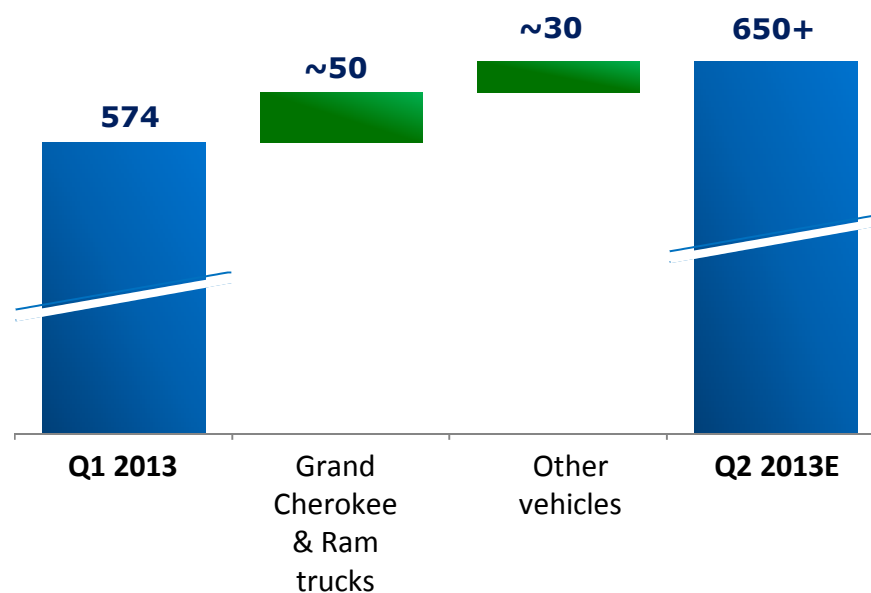
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Q1 2013 to Q2 2013 Shipment Expectations



Vehicles (000's)



Completion of Q1 launches driving increase in shipments in Q2, and together with Q2 Jeep Cherokee launch, positions the Company for a strong second half performance

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FY 2013 Guidance Confirmed



	FY 2013 Guidance
Worldwide Vehicle Shipments	2.6-2.7 M
Net Revenues	\$72-75 B
Modified Operating Profit	~\$3.8 B
Net Income	~\$2.2 B
Free Cash Flow	≥\$1 B

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Appendix

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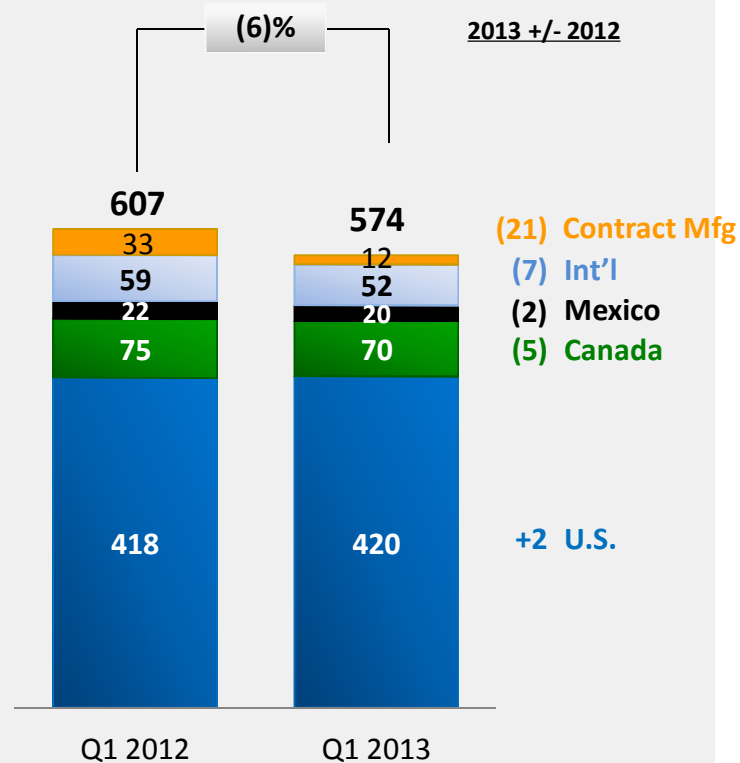
Worldwide Vehicle Shipments

Q1 2013 versus Q1 2012

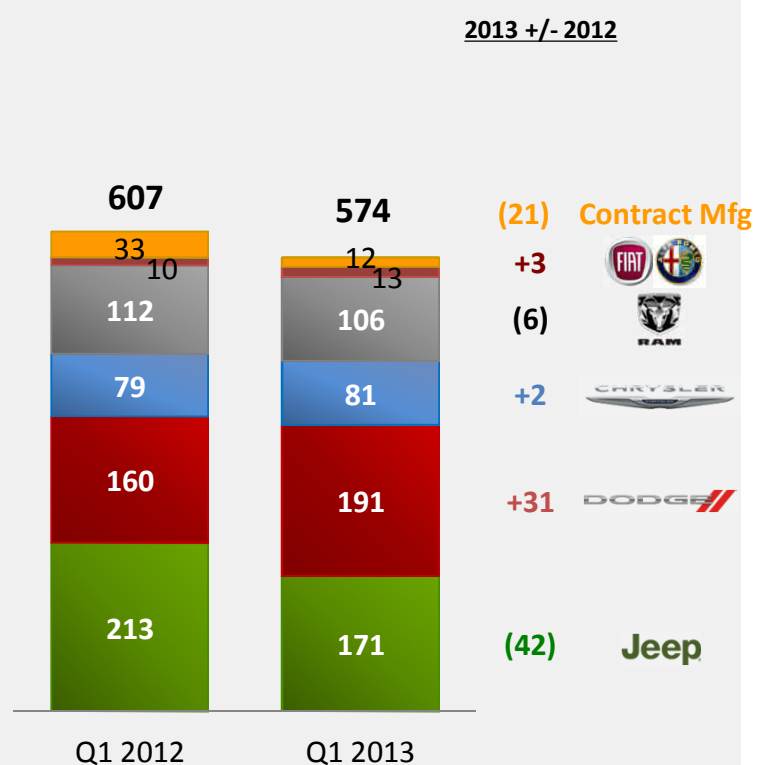


Vehicles (000s)

By Market



By Brand



Note - 2012 Contract manufactured shipments restated to include all vehicle shipments for which the sale is not reflected by Chrysler Group

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Guaranteed Depreciation Program Adjusted Shipments



Vehicles (000s)

	Q1 2013	Q1 2012	Q1 2013 B/(W) Q1 2012
Worldwide Shipments	574	607	(33)
<u>Guaranteed Depreciation Program (GDP)</u>			
<i>Subtract:</i> Shipments during period	(21)	(17)	(4)
<i>Add:</i> Returns/auctions during period	19	29	(10)
Net (shipments) / returns	(2)	12	(14)
GDP Adjusted Worldwide Shipments	572	619	(47)

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Reconciliation of Worldwide Vehicle Sales to Shipments



Vehicles (000s)

	Q1 2013	Q1 2012
Worldwide Sales	563	523
Change in U.S. dealer inventory	(8)	21
Change in Canada dealer inventory	12	20
Contract manufacturing & other	7	43
Worldwide Shipments	574	607

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Q1 2013 Financial Results



<i>\$ Millions</i>	Q1 2013	Q1 2012	Q1 2013 B/(W) Q1 2012
Worldwide Vehicle Shipments (000) ¹	574	607	(33)
Net Revenue	15,385	16,359	(974)
Modified Operating Profit	435	740	(305)
% of Net Revenues	2.8%	4.5%	(1.7) ppt
Modified EBITDA	1,049	1,384	(335)
% of Net Revenues	6.8%	8.5%	(1.7) ppt
Net Income	166	473	(307)
Free Cash Flow	449^[*]	1,700	(1,251)
Cash	11,874	11,256	618
Gross Industrial Debt	(12,493)	(12,592)	99
Net Industrial Debt	(619)	(1,336)	717

¹ Before GDP adjustments

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Reconciliation of Net Income to Modified Operating Profit and Modified EBITDA



<i>\$ Millions</i>	Q1 2013	Q1 2012	Q1 2013 B/(W) Q1 2012
Net Income	166	473	(307)
Income Tax Expense	32	33	(1)
Net Interest Expense	251	267	(16)
Other Employee Benefit Gains ¹	(12)	(21)	9
Restructuring (Income) Expenses, Net & Other	(2)	(12)	10
Modified Operating Profit	435	740	(305)
Depreciation and Amortization Expense ²	614	644	(30)
Modified EBITDA	1,049	1,384	(335)

¹ Includes interest cost, expected return on plan assets and amortization of unrecognized losses

² Excludes depreciation and amortization expense for vehicles held for lease

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



<i>\$ Millions</i>	Q1 2013	Q1 2012	Q1 2013 B/(W) Q1 2012
Net Cash Provided By Operating Activities	1,210 ^[*]	2,604	(1,394)
Net Cash Used In Investing Activities	(761)	(884)	123
<i>Financing activities included in Free Cash Flow:</i>			
Repayments of Gold Key Lease Financing	-	(20)	20
Free Cash Flow	449^[*]	1,700	(1,251)

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



\$ Millions

	Mar 31, 2013	Dec 31, 2012	Mar 31, 2012
Financial Liabilities (Carrying Value)	12,493	12,603	12,613
<i>Less:</i> Gold Key Lease obligations	-	-	(21)
Gross Industrial Debt	12,493	12,603	12,592
<i>Less:</i> Cash	(11,874)	(11,614)	(11,256)
Net Industrial Debt	619	989	1,336

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Gross Industrial Debt



\$ Billions	As of March 31, 2013	
	Carrying Value	Face Value
Term Loan B	2.9	2.9
Secured Senior Notes	3.2	3.2
VEBA Trust Note	4.3	4.9
Canadian Health Care Trust Notes	1.0	1.0
Mexican Development Banks Credit Facilities	0.6	0.6
Other Financial Liabilities	0.5	0.6
Gross Industrial Debt	12.5	13.2

Note: Numbers may not add due to rounding

April 29, 2013

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

Pension Disclosure

\$ Millions



	Q1 2013	Q1 2012
<u>NET PERIODIC PENSION COST</u>		
Service Cost	91	79
Interest Cost Net of Expected Return	(127)	(78)
Amortization of Unrecognized Loss	73	19
Total Net Periodic Pension Cost	37	20

WORLDWIDE PENSION FUND CONTRIBUTIONS	186	49
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<u>WORLDWIDE WEIGHTED AVERAGE ASSUMPTIONS</u>	<u>2012</u>	<u>2011</u>
Benefit Obligations at December 31:		
Discount Rate – Ongoing Benefits	3.98%	4.84%
Periodic Costs:		
Discount Rate – Ongoing Benefits	4.84%	5.33%
Expected Return on Plan Assets	7.41%	7.41%

April 29, 2013

(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 2013	Q1 2012
<u>NET PERIODIC BENEFIT COST</u>		
Service Cost	8	6
Interest Cost	30	33
Amortization of Unrecognized Loss	12	5
Amortization of Prior Service Credit	(10)	(10)
Other	-	(1)
Total Net Periodic Benefit Cost	40	33
BENEFITS PAID	47	51

<u>WORLDWIDE WEIGHTED AVERAGE ASSUMPTIONS</u>	<u>2012</u>	<u>2011</u>
Benefit Obligations at December 31:		
Discount Rate – Ongoing Benefits	4.07%	4.93%
Periodic Costs:		
Discount Rate – Ongoing Benefits	4.93%	5.57%
Expected Return on Plan Assets	-	-

April 29, 2013

(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, 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 the vehicle lease portfolio the Company refers to as Gold Key Lease), (iii) add back (exclude) all pension, other postretirement benefit (OPEB) and other employee benefit costs (gains) 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, 2013 and 2012 is detailed on page 25
- (b) **Modified EBITDA** is computed starting with net income (loss) adjusted to Modified Operating Profit (Loss) as described above, and then adding 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, 2013 and 2012 is detailed on page 25
- (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. A reconciliation of net cash provided by (used in) operating and investing activities to Free Cash Flow for the three months ended March 31, 2013 and 2012 is detailed on page 26
- (e) A reconciliation of financial liabilities to **Gross Industrial Debt** and **Net Industrial Debt** at March 31, 2013, December 31, 2012, and March 31, 2012 is detailed on page 27

Contacts



Chrysler Investor Relations

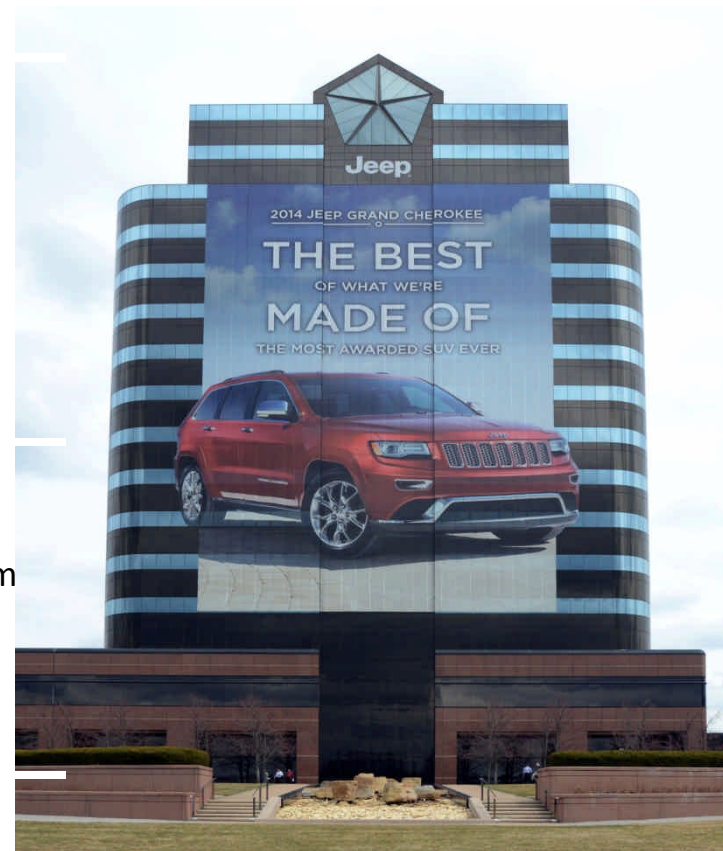
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April 29, 2013

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