



**CHRYSLER**

# Q2 2012 Results Review

(U.S. GAAP – Preliminary)

July 31, 2012

**Next Chapter Now Starting  
with the Dart**



**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, particularly in light of the economic crisis currently affecting several European countries. 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.

July 31, 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**

July 31, 2012

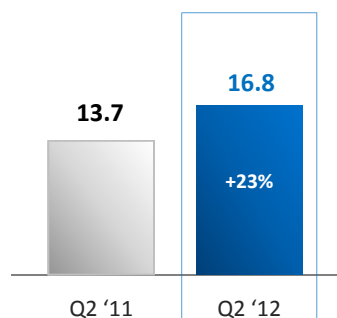
(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

# Q2 2012 Financial Highlights



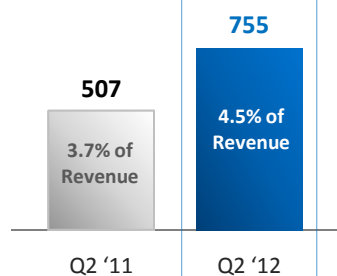
## Net Revenue (\$B)

- Growth primarily driven by increased volumes and positive pricing
- Worldwide shipments up 22% to 630k units (625k shipments adjusted for GDP units)



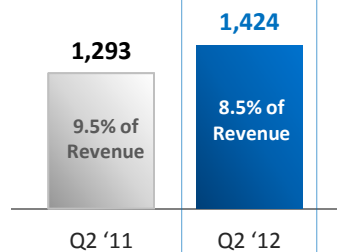
## Modified Operating Profit (\$M)

- Modified Operating Profit increased 49% versus prior year
- Improved performance primarily attributable to increased shipments partially offset by unfavorable mix, increased ER&D spending and content enhancements on new vehicles



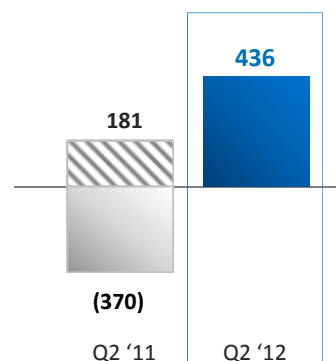
## Modified EBITDA (\$M)

- An increase of 10% versus prior year primarily driven by higher volumes
- Margin reduced due to unfavorable mix, content enhancements and higher ER&D spending



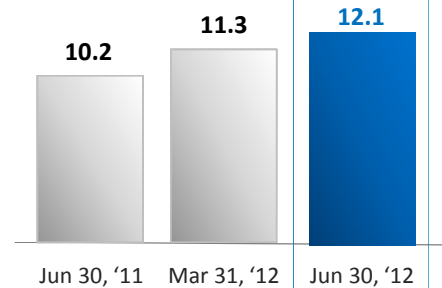
## Net Income (\$M)

- Net income increased \$806M to \$436M from a net loss of \$370M
- Q2 2012 net income increased 141% versus the prior year's Adjusted Net Income of \$181M (which excludes a loss on extinguishment of debt of \$551M in Q2 2011)



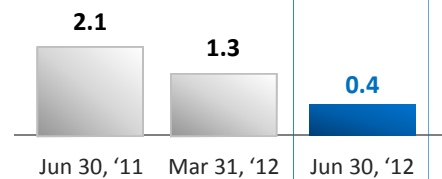
## Cash (\$B)

- Free Cash Flow of \$0.9B in Q2 2012 drove the cash balance to \$12.1B, primarily from EBITDA and working capital, partially offset by capital expenditures
- Liquidity totals \$13.4B including \$1.3B available under a revolving credit facility



## Net Industrial Debt (\$B)

- Net Industrial Debt reduced to \$0.4B primarily due to free cash flow in the quarter



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## Q2 2012 Commercial Performance



- **Worldwide vehicle sales increased 20% to 582k vs. Q2 2011**, reflecting continued success of product line-up; up 26% to 1,105k vehicles in H1 2012 vs. H1 2011
- **U.S. sales**
  - Vehicle sales **increased 24% to 436k** in the quarter; up 30% to 834k in H1 2012 vs. H1 2011
  - Market share at **11.2%**, up 60 bps vs. Q2 2011 (same as Q1 2012); 11.2% for H1 2012, up 130 bps vs. H1 2011
  - Retail sales up 32% (retail of retail market share<sup>1</sup> up 110 bps vs. Q2 2011); up 35% in H1 2012 vs. H1 2011 (retail of retail market share<sup>1</sup> up 150 bps vs. H1 2011)
  - Fleet sales mix of total sales was **27%** vs. 32% in Q2 2011; 29% in H1 2012 vs. 31% in H1 2011
- **U.S. dealers' inventory at 358k vehicles at June 30, 2012, or 67 days of supply vs. 68 days at the end of Q2 2011 and 59 days at the end of Q1 2012**
- **Canada sales**
  - Vehicle sales **increased 4% to 75k** vs. Q2 2011; up 7% to 131k in H1 2012 vs. H1 2011
  - Market share at **14.5%**, down 40 bps vs. Q2 2011; 14.7% in H1 2012, down 10 bps vs. H1 2011
- **International sales (outside NAFTA) increased 58% to 70k<sup>2</sup> vehicles for Q2 2012; up 68% to 137k<sup>2</sup> vehicles in H1 2012 vs. H1 2011**

<sup>1</sup> Company calculation; retail sales (excluding fleet) versus industry retail sales (excluding fleet)

<sup>2</sup> Includes 19k vehicles in Q2 2012 and 37k vehicles in H1 2012 manufactured by Chrysler Group and sold by Fiat as Lancia and Fiat branded vehicles

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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)

# Q2 2012 Financial Results



*\$ Millions*

	Q2 2012	Q2 2011	Q2 2012 B/(W) Q2 2011	H1 2012	H1 2011	H1 2012 B/(W) H1 2011
Worldwide Shipments - Units (000) <sup>1</sup>	630	514	116	1,237	999	238
Net Revenue	16,795	13,661	3,134	33,154	26,785	6,369
<b>Modified Operating Profit</b>	<b>755</b>	<b>507</b>	<b>248</b>	<b>1,495</b>	<b>984</b>	<b>511</b>
% of Net Revenues	4.5%	3.7%	0.8 ppt	4.5%	3.7%	0.8 ppt
Modified EBITDA	1,424	1,293	131	2,808	2,464	344
% of Net Revenues	8.5%	9.5%	(1.0) ppt	8.5%	9.2%	(0.7) ppt
<b>Net Income (Loss)</b>	<b>436</b>	<b>(370)</b>	<b>806</b>	<b>909</b>	<b>(254)</b>	<b>1,163</b>
<b>Adjusted Net Income <sup>2</sup></b>	<b>436</b>	<b>181</b>	<b>255</b>	<b>909</b>	<b>297</b>	<b>612</b>
<b>Free Cash Flow</b>	<b>866</b>	<b>174</b>	<b>692</b>	<b>2,566</b>	<b>2,700</b>	<b>(134)</b>
<b>Cash</b>	<b>12,075</b>	<b>10,175</b>	<b>1,900</b>			
Gross Industrial Debt	(12,507)	(12,287)	(220)			
Net Industrial Debt	(432)	(2,112)	1,680			

<sup>1</sup> Before GDP adjustments (see details in Appendix)

<sup>2</sup> Excludes loss on extinguishment of debt of \$551 million in Q2 2011

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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)

# Reconciliation of Net Income (Loss) to Adjusted Net Income, Modified Operating Profit and Modified EBITDA



<i>\$ Millions</i>	Q2 2012	Q2 2011	Q2 2012 B/(W) Q2 2011	H1 2012	H1 2011	H1 2012 B/(W) H1 2011
<b>Net Income (Loss)</b>	<b>436</b>	<b>(370)</b>	<b>806</b>	<b>909</b>	<b>(254)</b>	<b>1,163</b>
Loss on Extinguishment of Debt	-	551	(551)	-	551	(551)
<b>Adjusted Net Income</b>	<b>436</b>	<b>181</b>	<b>255</b>	<b>909</b>	<b>297</b>	<b>612</b>
Income Tax Expense	105	57	48	138	101	37
Net Interest Expense	266	317	(51)	533	654	(121)
Other Employee Benefit Gains <sup>1</sup>	(21)	(51)	30	(42)	(88)	46
Restructuring (Income) Expenses, Net & Other	(31)	3	(34)	(43)	20	(63)
<b>Modified Operating Profit</b>	<b>755</b>	<b>507</b>	<b>248</b>	<b>1,495</b>	<b>984</b>	<b>511</b>
Depreciation and Amortization Expense <sup>2</sup>	669	786	(117)	1,313	1,480	(167)
<b>Modified EBITDA</b>	<b>1,424</b>	<b>1,293</b>	<b>131</b>	<b>2,808</b>	<b>2,464</b>	<b>344</b>

<sup>1</sup> Includes interest cost and expected return on plan assets

<sup>2</sup> Excludes depreciation and amortization expense for vehicles held for lease

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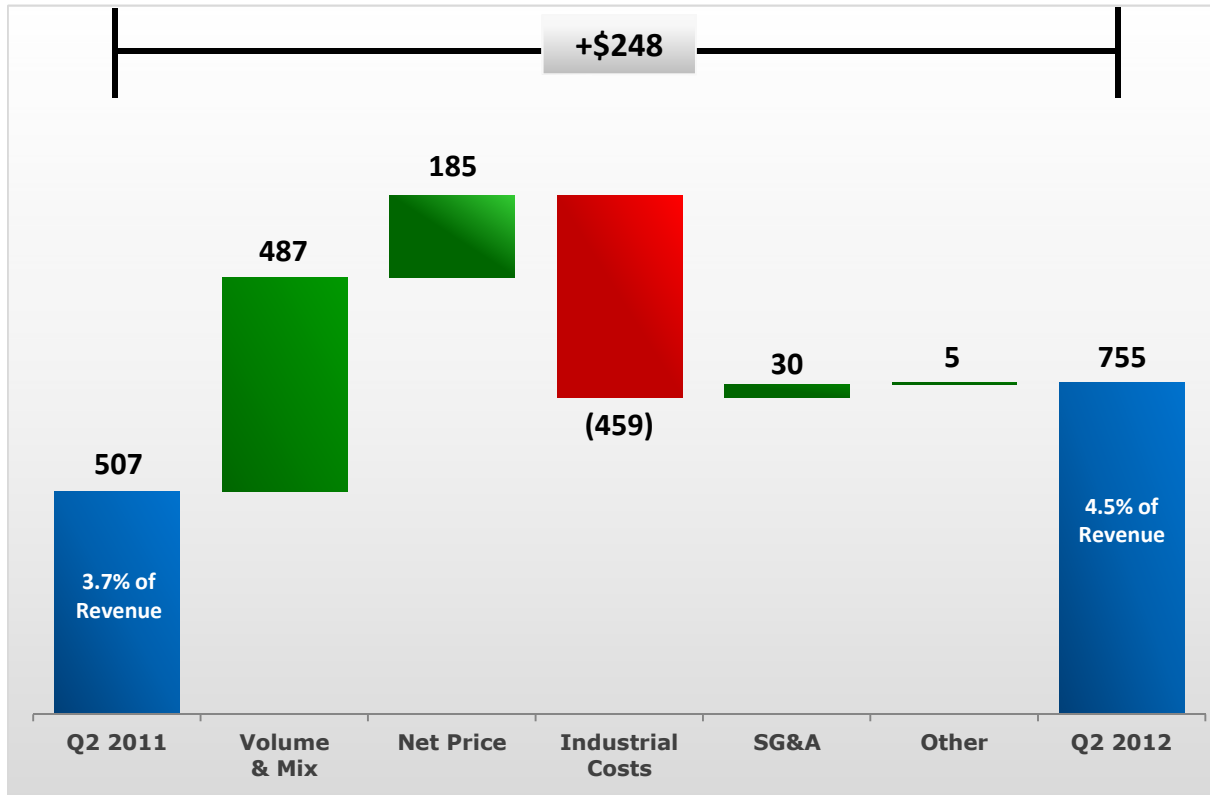
(Preliminary results prepared in accordance with U.S. GAAP - Refer to Appendix for definitions of non-U.S. GAAP financial measures)

# Modified Operating Profit Walk

Q2 2011 to Q2 2012



\$ Millions



- Volume increase of 116k vehicle shipments (137k shipments adjusted for GDP – see Appendix) related to continued success of product line-up
- Volume increase was partially offset by negative mix primarily due to unfavorable carline mix (higher growth in car sales vs. trucks and SUVs) and shipments to build international sales
- Positive net price reflects pricing actions in late 2011 and early 2012 driven by product content enhancements of new launches
- Industrial costs impacted by vehicle content enhancements and increased ER&D, partially offset by purchasing efficiencies and reduced depreciation and amortization expense

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

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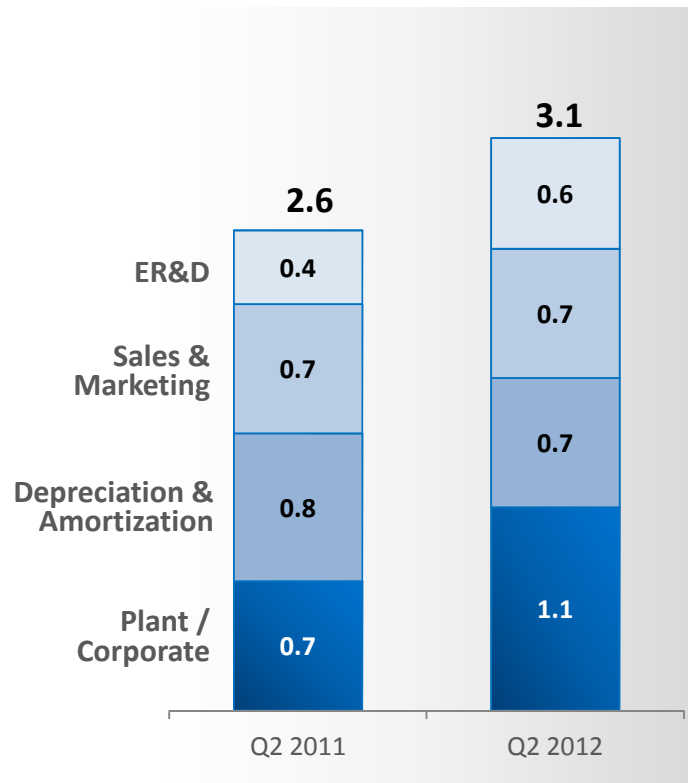


# Structural Costs and Capital Expenditures



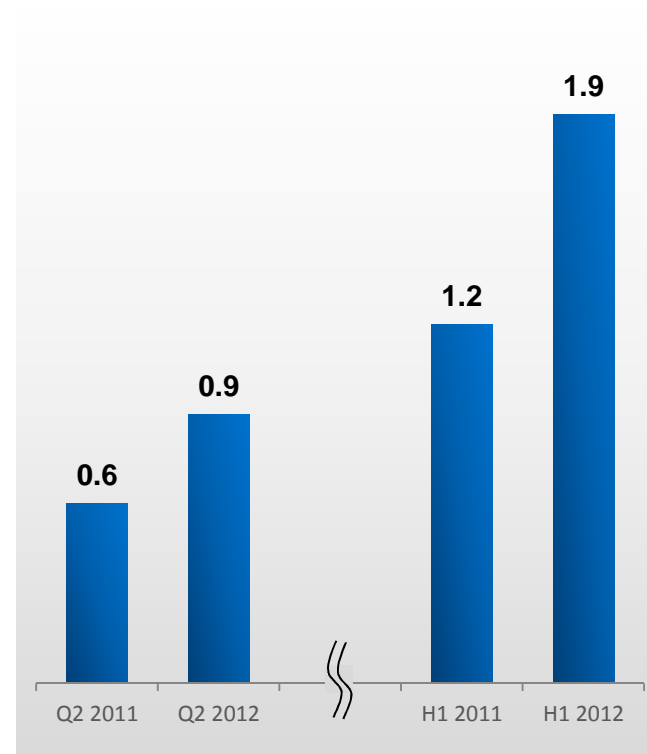
\$ Billions

## Structural Costs



Structural cost increases primarily attributable to plant volume increases and continued 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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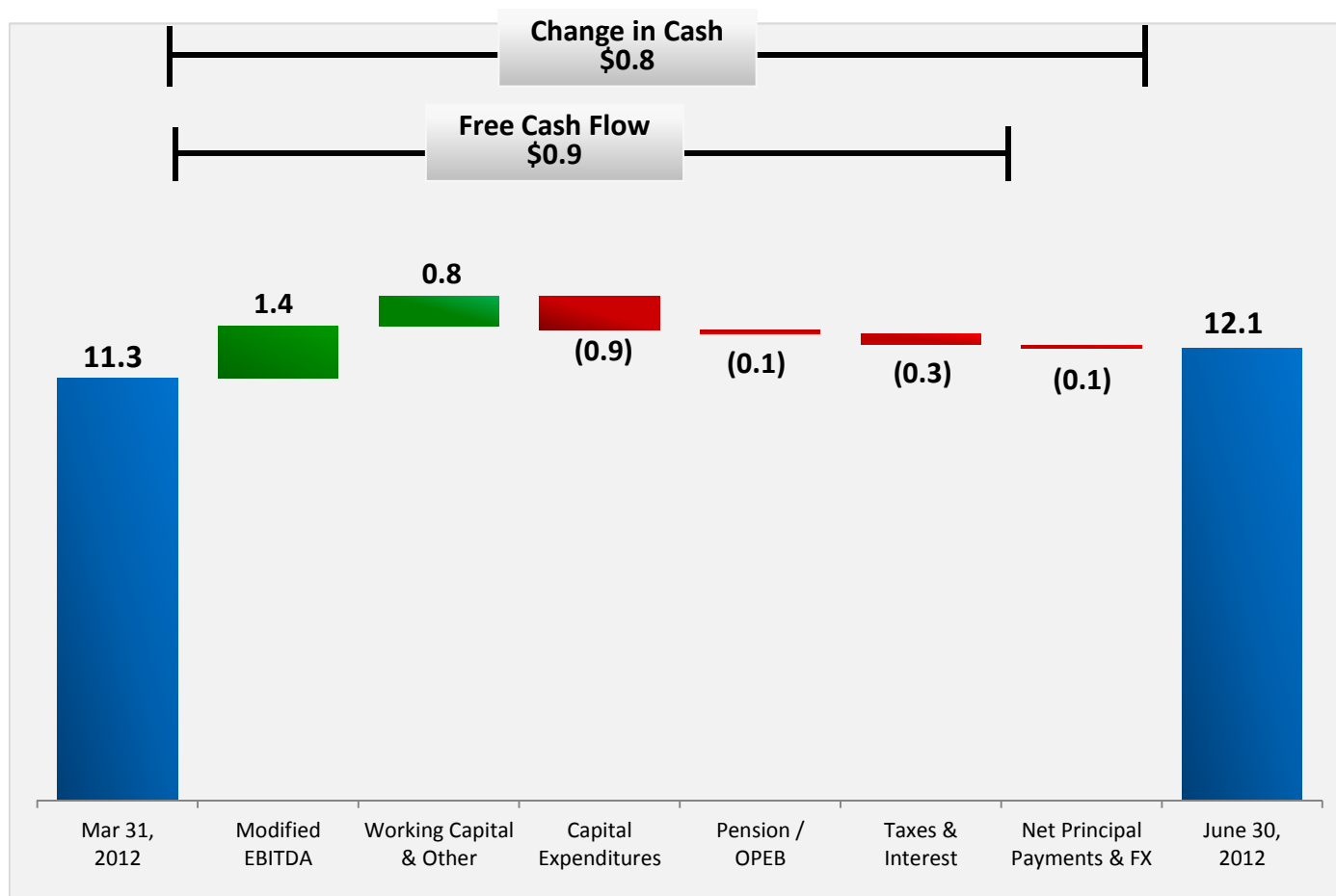
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# Cash Walk

March 31, 2012 to June 30, 2012



\$ Billions



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

Note: Numbers may not add due to rounding

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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)

# Net Industrial Debt



<i>\$ Billions</i>	Carrying Value as of June 30, 2012	Carrying Value as of Mar 31, 2012	June 30, 2012 B/(W) Mar 31, 2012	Carrying Value as of June 30, 2011	June 30, 2012 B/(W) June 30, 2011
<b>Cash</b>	<b>12.1</b>	<b>11.3</b>	<b>0.8</b>	<b>10.2</b>	<b>1.9</b>
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	-	0.4	(0.2)
Other Financial Liabilities <sup>1</sup>	0.6	0.6	-	0.7	0.1
<b>Gross Industrial Debt</b>	<b>12.5</b>	<b>12.6</b>	<b>0.1</b>	<b>12.3</b>	<b>(0.2)</b>
<b>Net Industrial Debt <sup>2</sup></b>	<b>0.4</b>	<b>1.3</b>	<b>0.9</b>	<b>2.1</b>	<b>1.7</b>

<sup>1</sup> Excludes Gold Key Lease (GKL) self-liquidating debt

<sup>2</sup> Excludes pension and OPEB underfunding

**Note: Numbers may not add due to rounding**

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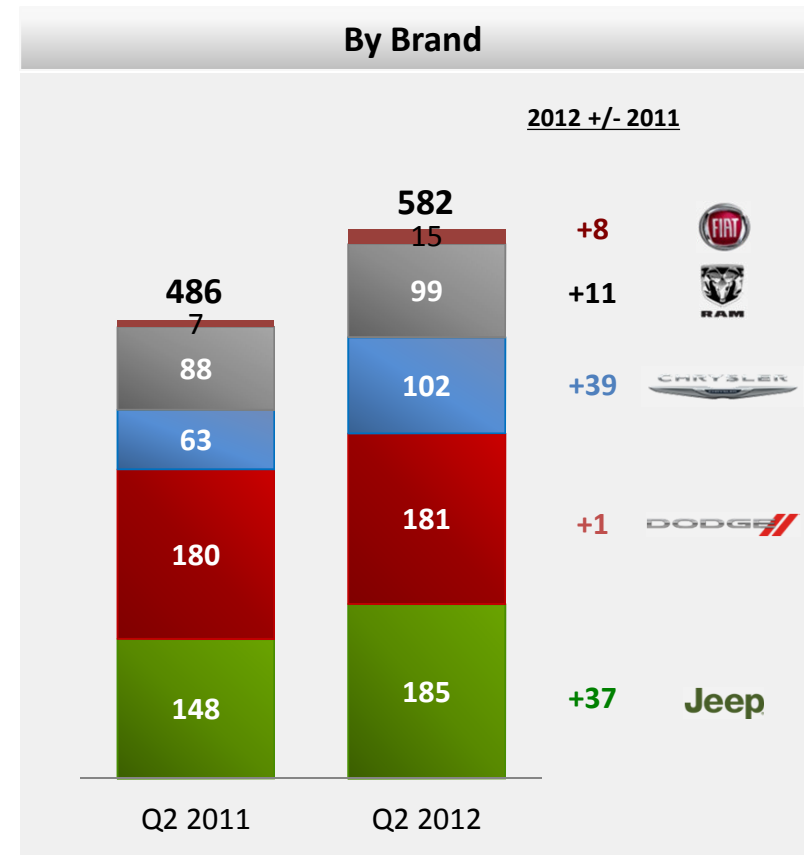
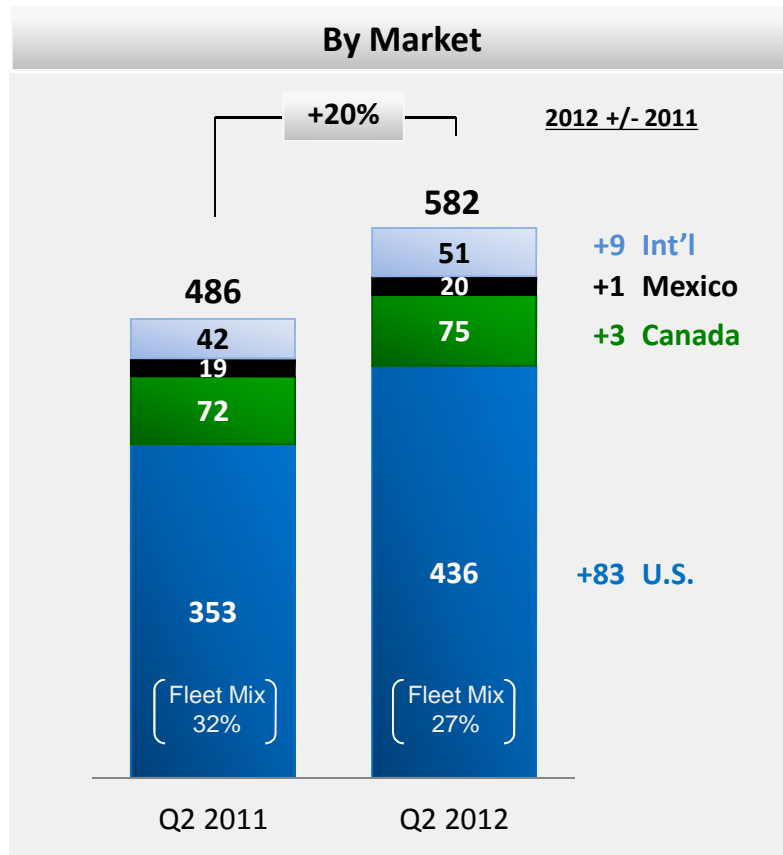
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# Worldwide Vehicle Sales

## Q2 2011 versus Q2 2012



Vehicles (000s)



**Worldwide vehicle sales totaled 1,105k units in H1 2012 (versus 880k vehicles in H1 2011) representing an increase of 26%**

Note: Previously reported 2011 Dodge and Ram brand vehicle sales restated to be consistent with 2012 vehicle classifications


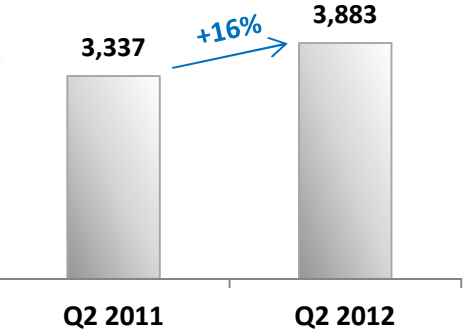

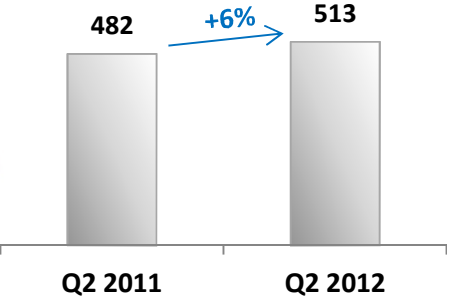
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# Vehicle Sales in U.S. & Canada

Industry and Chrysler Group vehicle sales continue to improve



Industry Vehicles (mils)	Chrysler Group performance (Q2 2012 vs. Q2 2011)		
	Sales	Market share	Key Messages (period-over-period)
 	+24%	11.2% (up 60 bps)	<ul style="list-style-type: none"> <li>• Retail sales (excluding fleet) increased 32%</li> <li>• Retail of retail market share* increased to 10.3%, up 110 bps</li> <li>• Fleet mix at 27% vs. 32% in the prior year</li> <li>• Key performers included:                             <ul style="list-style-type: none"> <li>• Fiat 500 +7k (+167%)</li> <li>• Chrysler 300 +13k vehicles (+151%)</li> <li>• Chrysler 200 +15k vehicles (+66%)</li> <li>• Dodge Journey +6k vehicles (+44%)</li> <li>• Jeep Wrangler +11k vehicles (+35%)</li> <li>• Jeep Grand Cherokee +9k vehicles (+33%)</li> </ul> </li> </ul>
 	+4%	14.5% (dn 40 bps)	<ul style="list-style-type: none"> <li>• Retail sales (excluding fleet) increased 4%</li> <li>• Retail of retail market share* was 12.2% versus 12.6% in the prior year</li> <li>• Key performers included:                             <ul style="list-style-type: none"> <li>• Chrysler 300 +1.4k vehicles (+134%)</li> <li>• Chrysler 200 +2.5k vehicles (+82%)</li> <li>• Ram Pickup +2.3k vehicles (+14%)</li> </ul> </li> </ul>

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

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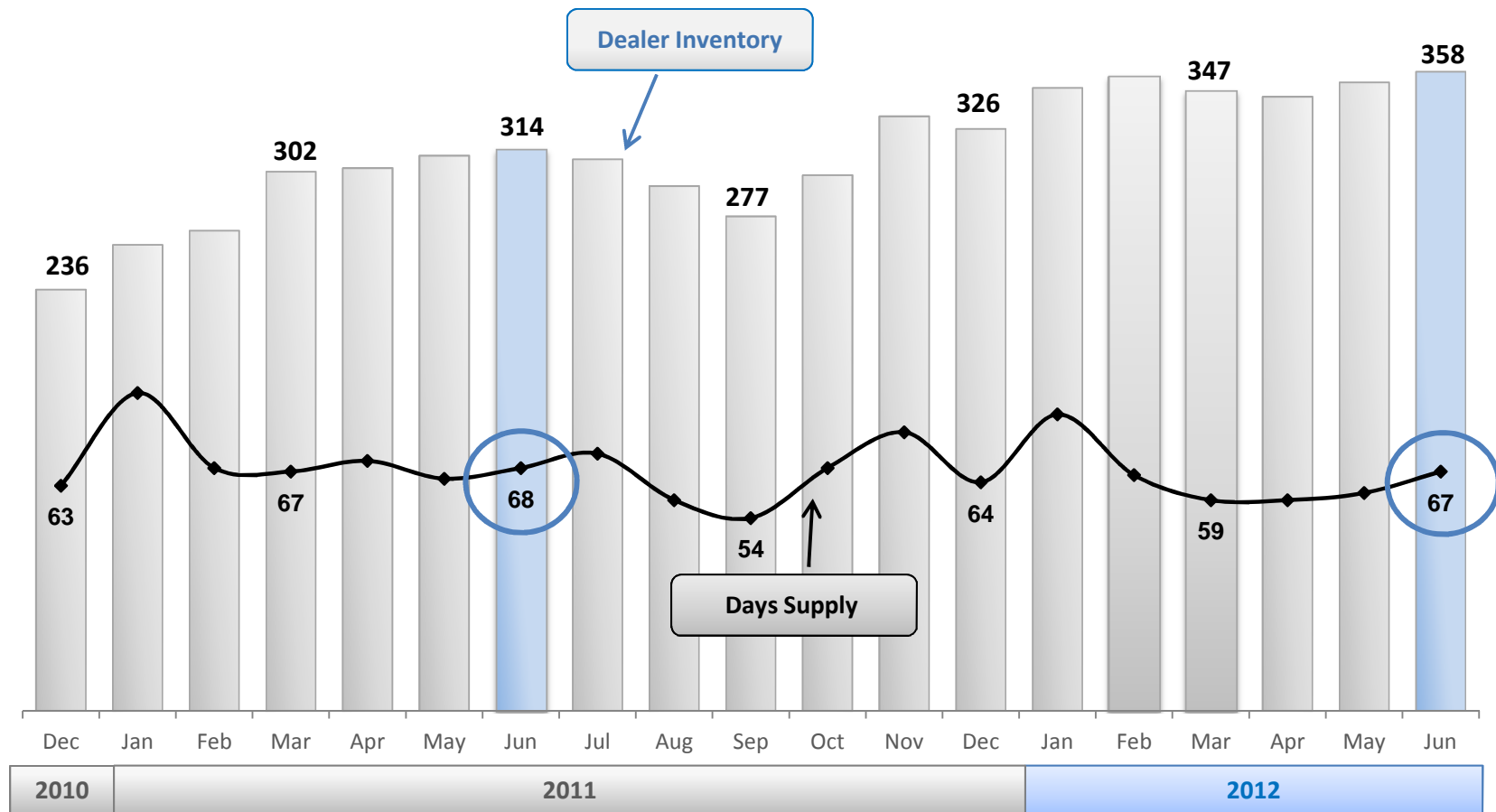
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# U.S. Dealer Inventory and Days Supply



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Vehicles (000s)



Days supply at U.S. dealers still reflects increased sales run rate

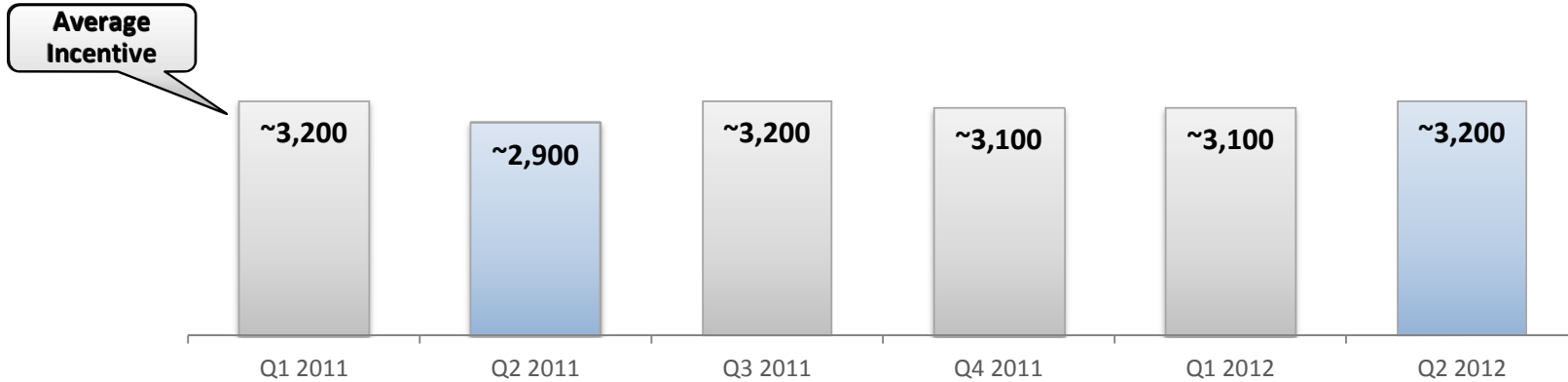
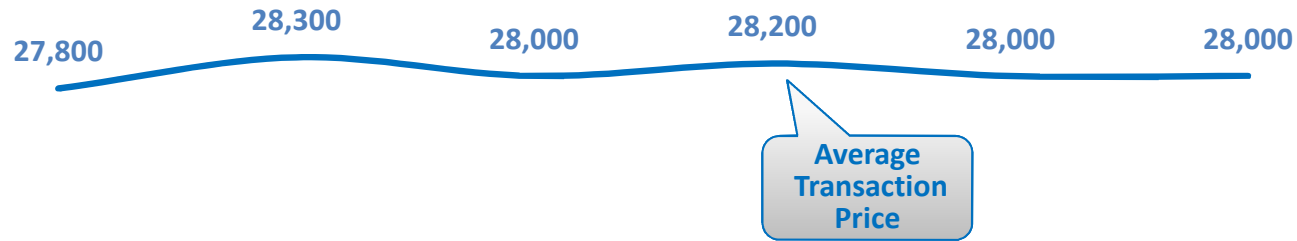
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# U.S. Retail Average Transaction Price



\$ Per Unit



**Maintaining strong transaction prices year-over-year;  
incentives slightly higher due to traditional 2013 MY timing versus late 2012 MY launch**

Source: Company calculation based on J.D. Power and Associates data (at constant Q2 2012 sales nameplate mix)

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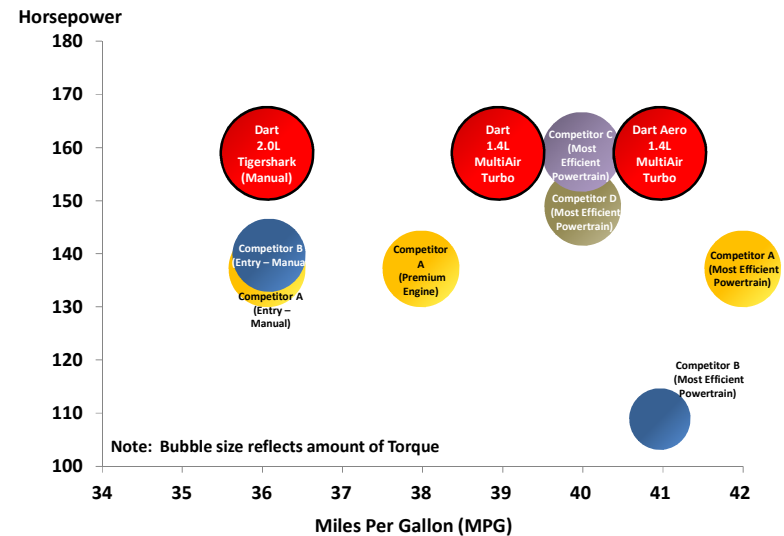
# Dodge Dart

A world-class groundbreaking all-new compact car



## Dart delivers on Horsepower and Torque without sacrificing MPG

- // Dodge Dart arriving at dealerships now
- // Levels of style, customization, roominess, technology and safety not typically found in a compact car
- // Most diverse powertrain lineup in the class
  - Including a 1.4L MultiAir® Turbo – 160 hp & 184 lb-ft torque
  - Fuel economy >40 MPG highway
- // Class-leading 60 safety & security features
- // Named to both *Kelley Blue Book's* kbb.com and *Consumer Guide Automotive* lists of "10 Coolest Cars Under \$18,000"; also named "Compact Car of Texas" by the Texas Auto Writers Association



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## Fiat 500



- U.S. sales of Fiat 500 products totaled over 4,000 units each in May and June
- U.S. Fiat 500 Abarth sales began in May, 2012; dealer orders exceeded number of units scheduled for 2012 MY production
- Fiat U.S. network exceeding 160 dealers; anticipate expanding to over 200 by end of year
- Consumer awareness continues to build momentum; company data shows that almost 80% of Fiat 500 owners would recommend the brand to family and friends
  - Named to lists of “10 Coolest New Cars Under \$18,000” by both *Kelley Blue Book’s* kbb.com and *Consumer Guide Automotive*

## Jeep Wrangler



- Set all-time U.S. monthly sales record in June 2012 with over 14,000 vehicles sold (third time in last 12 months)
  - Y-T-D June 2012 Wrangler sales in the U.S. up 33% year-over-year
- Features new 3.6L V-6 Pentastar engine
- New Freedom Edition debuts
- Awards include:
  - *Autobytel* – “2012 SUV of the Year”
  - *U.S. News and World Report* – “Best Cars for the Money: Off-Road SUV”
  - *Four Wheeler Magazine* – “Four Wheeler of the Year”
  - *Petersen’s 4-Wheel and Off-Road Magazine* - “4x4 of the Year”

## U.S. SUV / Truck Markets



- Y-T-D June 2012, Large Pickup and SUV markets growing 13% and 14%, respectively, year-over-year
  - Expected housing starts and age of pickup fleet driving sales of new pickups
  - Mid-Size SUV y-o-y growth of 30% in June 2012
- New 2013 Ram 1500 Pickup launching into marketplace in H2 2012
  - Best-in-class fuel economy, including 3.6L V-6 Pentastar engine and 8-speed automatic transmission
- New Jeep D-SUV launching into marketplace in H2 2013

# World Class Manufacturing Update

Enablers / flexibility to manage growth

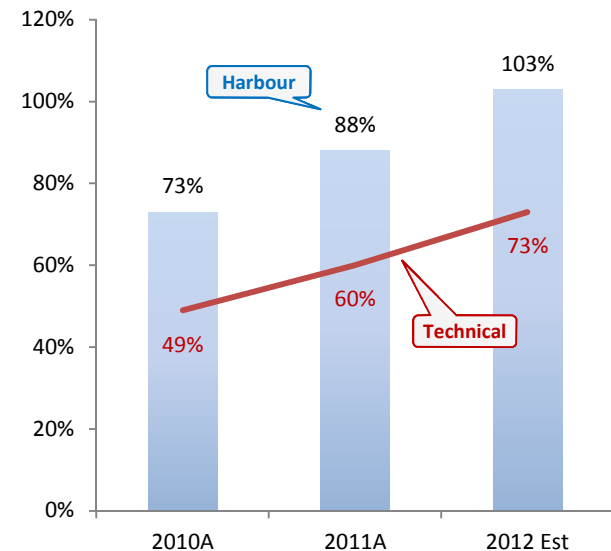


## World Class Manufacturing Improvement Actions

- WCM multi-skilled operators, Logistics and Workplace Organization activities have increased plant flexibility
  - Synchronization of supplier and plant material flow (parts within vehicle) minimizing material handling near the assembly line
- Flexible body-in-white line implemented in Belvidere Assembly Plant; to be implemented in Toledo and Sterling Heights Assembly Plants
  - Allows for multiple body lengths and widths enabling different models to be built on same line
- Working patterns
  - 4-day, 10-hour shifts (vs. 5-day, 8-hour shifts) in Toledo; results in energy savings and increased efficiencies
  - 3-crew operations by end of year for Belvidere and Jefferson North to add to the 3-shift operation at Windsor Assembly Plant
- Improved maintenance results in higher availability of equipment
- Number of skilled trade classifications reduced significantly enabling greater flexibility and utilization of resources

## Assembly Capacity Utilization

% Utilization



CG Production (excludes Purchased vehicles)	1.6M	2.0M	2.4M

*Harbour = Two 8-hour shifts for available working days  
 Technical = 3 shifts in all plants (except Saltillo) @ 285 days*

**Capacity being increased through added plant flexibility, overtime and additional shifts/crews**

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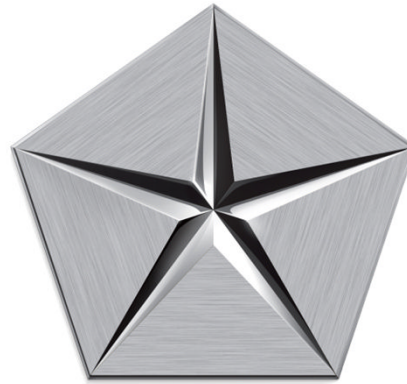
## 2012 Guidance Confirmed



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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A grayscale, semi-transparent image of the front of a Chrysler vehicle, showing the grille, headlights, and front wheel. The image is centered on the page and serves as a background for the title.

# Appendix

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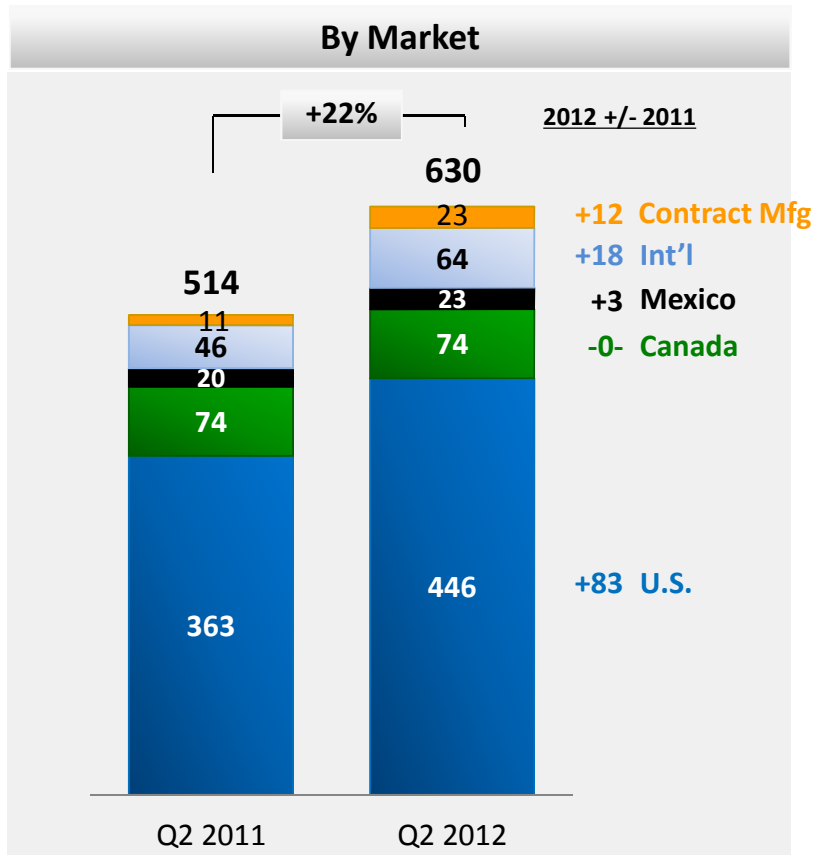
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# Worldwide Vehicle Shipments

Q2 2011 versus Q2 2012



Vehicles (000s)



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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)

## Guaranteed Depreciation Program Adjusted Shipments



<i>Vehicles (000s)</i>	Q2 2012	Q2 2011	Q2 2012 B/(W) Q2 2011	H1 2012	H1 2011	H1 2012 B/(W) H1 2011
<b>Worldwide Shipments</b>	<b>630</b>	<b>514</b>	<b>116</b>	<b>1,237</b>	<b>999</b>	<b>238</b>
<u>Guaranteed Depreciation Program (GDP)</u>						
<i>Subtract:</i> Shipments during period	(25)	(37)	12	(42)	(62)	20
<i>Add:</i> Returns/auctions during period	20	11	9	49	29	20
Net (shipments) / returns	(5)	(26)	21	7	(33)	40
<b>GDP Adjusted Worldwide Shipments</b>	<b>625</b>	<b>488</b>	<b>137</b>	<b>1,244</b>	<b>966</b>	<b>278</b>

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## Reconciliation of Worldwide Vehicle Sales to Shipments



<i>Vehicles (000s)</i>	Q2 2012	Q2 2011	H1 2012	H1 2011
<b>Worldwide Sales</b>	<b>582</b>	<b>486</b>	<b>1,105</b>	<b>880</b>
Change in U.S. dealer inventory	11	12	32	78
Change in Canada dealer inventory	(1)	3	19	20
Contract manufacturing shipments	23	11	56	18
Change in Int'l dealer inventory & other	15	2	25	3
<b>Worldwide Shipments</b>	<b>630</b>	<b>514</b>	<b>1,237</b>	<b>999</b>

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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)



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



<i>\$ Millions</i>	Q2 2012	Q2 2011	Q2 2012 B/(W) Q2 2011	H1 2012	H1 2011	H1 2012 B/(W) H1 2011
Net Cash Provided By Operating Activities	1,738	591	1,147	4,342	3,708	634
Net Cash Used In Investing Activities	(850)	(239)	(611)	(1,734)	(393)	(1,341)
<i>Investing activities excluded from Free Cash Flow:</i>						
Change in Loans and Notes Receivables	(1)	(1)	-	(1)	(4)	3
Proceeds from USDART <sup>1</sup>	-	(96)	96	-	(96)	96
<i>Financing activities included in Free Cash Flow:</i>						
Repayments of Gold Key Lease Financing	(21)	(81)	60	(41)	(515)	474
<b>Free Cash Flow</b>	<b>866</b>	<b>174</b>	<b>692</b>	<b>2,566</b>	<b>2,700</b>	<b>(134)</b>

<sup>1</sup> U.S. Dealer Automotive Receivables Transition LLC

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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)

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



*\$ Millions*

	June 30, 2012	Mar 31, 2012	Dec 31, 2011
<b>Financial Liabilities</b> (Carrying Value)	<b>12,507</b>	<b>12,613</b>	<b>12,574</b>
<i>Less:</i> Gold Key Lease obligations	-	(21)	(41)
<b>Gross Industrial Debt</b>	<b>12,507</b>	<b>12,592</b>	<b>12,533</b>
<i>Less:</i> Cash	(12,075)	(11,256)	(9,601)
<b>Net Industrial Debt</b>	<b>432</b>	<b>1,336</b>	<b>2,932</b>

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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)

# Gross Industrial Debt



<i>\$ Billions</i>	As of June 30, 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 <sup>1</sup>	0.6	0.7
<b>Gross Industrial Debt</b>	<b>12.5</b>	<b>13.3</b>

<sup>1</sup>Excluding GKL self-liquidating debt  
 Note: Numbers may not add due to rounding

July 31, 2012

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

# Pension Disclosure



CHRYSLER

\$ Millions

	Q2 2012	Q2 2011	H1 2012	H1 2011
<b><u>NET PERIODIC PENSION COST</u></b>				
Service Cost	76	65	155	132
Interest Cost Net of Expected Return	(78)	(74)	(156)	(148)
Amortization of Unrecognized Loss	20	-	39	-
Special Early Retirement Costs	1	27	1	27
<b>Total Net Periodic Pension Cost</b>	<b>19</b>	<b>18</b>	<b>39</b>	<b>11</b>
<b>WORLDWIDE PENSION FUND CONTRIBUTIONS</b>	<b>39</b>	<b>245</b>	<b>84</b>	<b>290</b>

<b><u>WORLDWIDE WEIGHTED AVERAGE ASSUMPTIONS</u></b>	<b><u>2011</u></b>	<b><u>2010</u></b>
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



CHRYSLER

\$ Millions

	Q2 2012	Q2 2011	H1 2012	H1 2011
<b><u>NET PERIODIC BENEFIT COST</u></b>				
Service Cost	6	5	12	10
Interest Cost	33	35	66	69
Amortization of Unrecognized Loss	5	2	10	5
Amortization of Prior Service Cost	(10)	-	(20)	-
Gain on VEBA Claims Adjustment	-	(15)	-	(15)
Other	-	-	(1)	-
<b>Total Net Periodic Benefit Cost</b>	<b>34</b>	<b>27</b>	<b>67</b>	<b>69</b>
<b>BENEFITS PAID</b>	<b>46</b>	<b>48</b>	<b>97</b>	<b>124</b>

<b><u>WORLDWIDE WEIGHTED AVERAGE ASSUMPTIONS</u></b>	<b><u>2011</u></b>	<b><u>2010</u></b>
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	-	-

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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)

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



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

- (a) **Adjusted Net Income (Loss)** is defined as net income (loss) excluding the impact of infrequent charges, which includes losses on extinguishment of debt. The reconciliation of net income (loss) to Adjusted Net Income, Modified Operating Profit (defined below) and Modified EBITDA (defined below) for the three and six months ended June 30, 2012 and 2011 is detailed on Page 6
- (b) **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 all pension, other postretirement benefit obligations ("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, which include the charges factored into the calculation of Adjusted Net Income (Loss). The reconciliation of net income (loss) to Adjusted Net Income, Modified Operating Profit and Modified EBITDA (defined below) for the three and six months ended June 30, 2012 and 2011 is detailed on Page 6
- (c) **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 (loss) to Adjusted Net Income, Modified Operating Profit and Modified EBITDA for the three and six months ended June 30, 2012 and 2011 is detailed on Page 6
- (d) **Cash** is defined as cash and cash equivalents
- (e) **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 and six months ended June 30, 2012 and 2011 is detailed on Page 24
- (f) A reconciliation of financial liabilities to **Gross Industrial Debt** and **Net Industrial Debt** at June 30, 2012, March 31, 2012 and December 31, 2011 is detailed on Page 25

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