

# FCA

FIAT CHRYSLER AUTOMOBILES

**FY 2014 Results**

January 28, 2015



This document, and in particular the section entitled “2015 Guidance”, contains forward-looking statements. These statements may include terms such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, “intend”, or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Group’s current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: the Group’s ability to reach certain minimum vehicle sales volumes; developments in global financial markets and general economic and other conditions; changes in demand for automotive products, which is highly cyclical; the Group’s ability to enrich the product portfolio and offer innovative products; the high level of competition in the automotive industry; the Group’s ability to expand certain of the Group’s brands internationally; changes in the Group’s credit ratings; the Group’s ability to realize anticipated benefits from any acquisitions, joint venture arrangements and other

strategic alliances; the Group’s ability to integrate its operations; potential shortfalls in the Group’s defined benefit pension plans; the Group’s ability to provide or arrange for adequate access to financing for the Group’s dealers and retail customers; the Group’s ability to access funding to execute the Group’s business plan and improve the Group’s business, financial condition and results of operations; various types of claims, lawsuits and other contingent obligations against the Group; material operating expenditures in relation to compliance with environmental, health and safety regulation; developments in labor and industrial relations and developments in applicable labor laws; increases in costs, disruptions of supply or shortages of raw materials; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other natural disasters and other risks and uncertainties.

Any forward-looking statements contained in this document speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company’s financial results, is included in the Company’s reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.



FIAT CHRYSLER AUTOMOBILES



**Group overview**



**Mass-market brands by region**



**Ferrari and Maserati brands**



**Components**

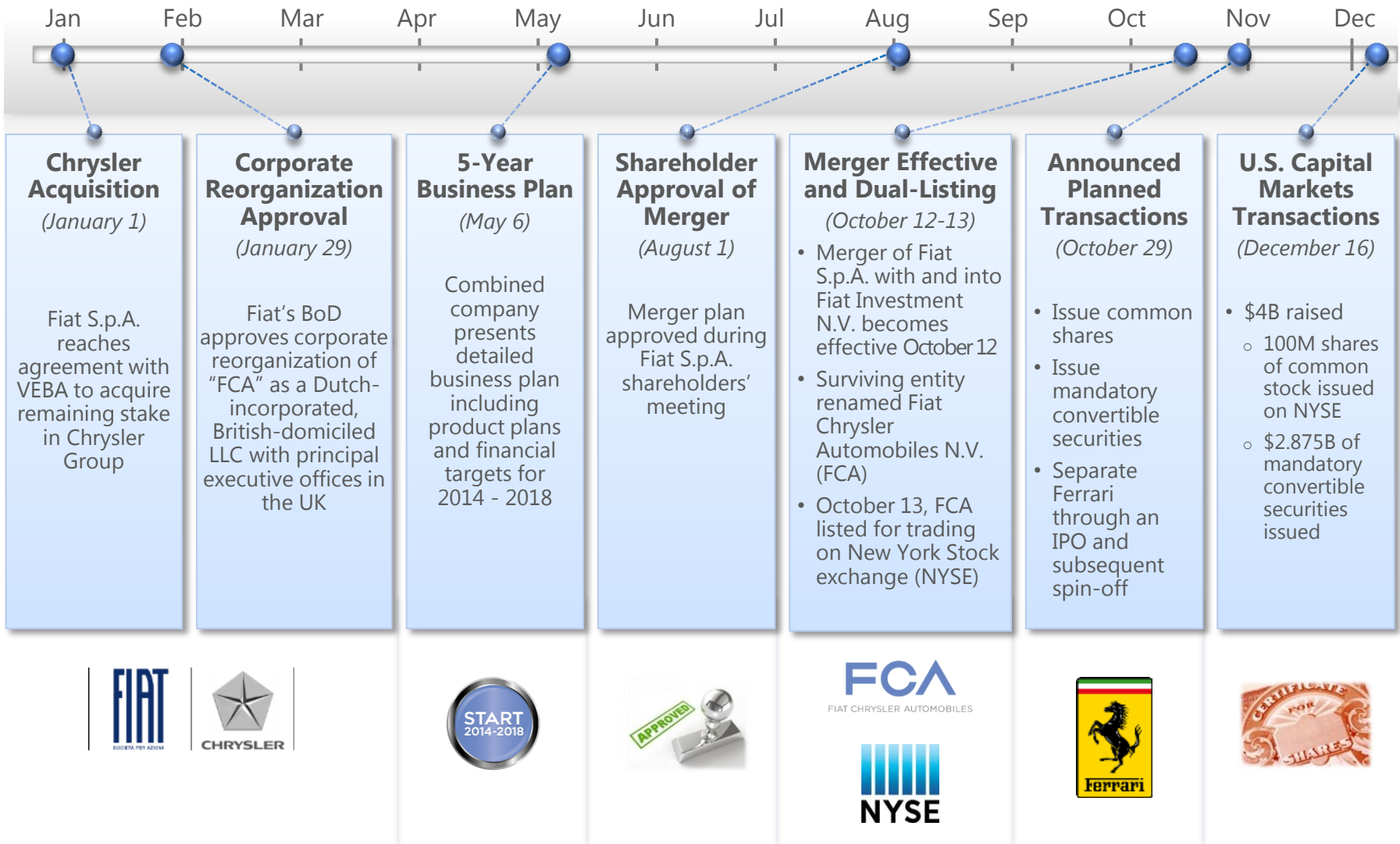


**Product & event information**



**Industry outlook & guidance**

# 2014 was a momentous year



## **WORLDWIDE SHIPMENTS WERE 4.6 MILLIONS UNITS**

- Jeep brand achieved record volumes with global sales of over 1M vehicles

## **FINANCIAL RESULTS IN LINE WITH GUIDANCE**

- Net revenues at €96.1B
- EBIT at €3.2B (€3.7B adjusted for unusuals)
- Net profit of €632M (€1.0B adjusted for unusuals)
- Net industrial debt at €7.7B
- Total available liquidity at €26.2B

## **SUCCESSFULLY ACCESSED THE US CAPITAL MARKETS**

- VEBA note refinanced through placement of various debt instruments totalling \$5B
- Debut of FCA shares traded on NYSE on October 13
- \$2.9B mandatory convertible securities issued and placement of 100M common shares

## **KEY NEW PRODUCTS LAUNCHED**

- Launch of the Jeep Renegade, the brand's first small SUV and first Group vehicle designed in the US and crafted in Italy
- Chrysler launched the all-new 200 mid-size sedan

## **2015 GUIDANCE\***

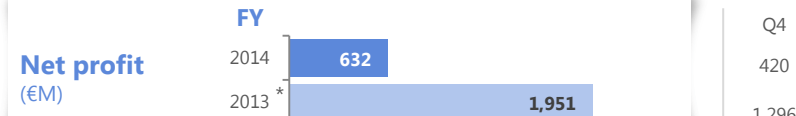
- Worldwide shipments in 4.8 – 5.0M range
- Net revenues ~€108B
- EBIT in €4.1 - 4.5B range
- Net profit of €1.0 - 1.2B
- Net industrial debt in €7.5 - 8.0B range

*\* Figures do not include any impacts from the previously announced capital transactions regarding Ferrari*



### Shipments up 6%

- NAFTA: 2,493k (+11%)
- LATAM: 827k (-13%)
- APAC: 220k (+35%)
- EMEA: 1,024k (+5%)
- Ferrari: 7,255 (+4%)
- Maserati: 36,448 (+137%)



### Net profit includes:

- Net financial expense of €2,047M (€60M higher than 2013)
- Tax expense of €544M
- Net profit of €568M attributable to owners of the parent
- Adjusted for unusual items, net profit was €955M (vs €943M for 2013)

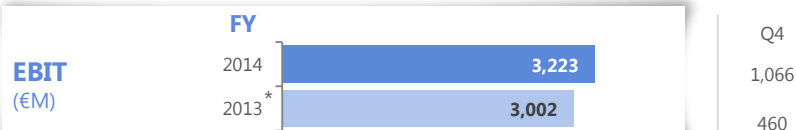


### Net revenues up 11% (+12% at constant exchange rates - CER)

- NAFTA: €52,452M (+15%)
- LATAM: €8,629M (-13%)
- APAC: €6,259M (+34%)
- EMEA: €18,020M (+4%)
- Ferrari: €2,762M (+18%)
- Maserati: €2,767M (+67%)
- Components: €8,619M (+7%)



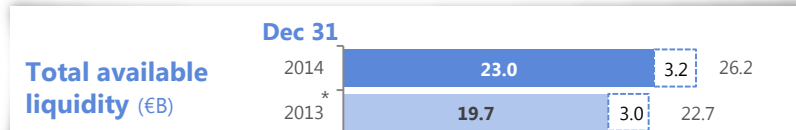
- Net industrial debt was €7.7B
- Excluding the effect of the acquisition of the minority interest in Chrysler and Q4 capital transactions, net industrial debt increased by €0.3B
- Capex of €8.1B almost fully covered by cash flow from operations



### EBIT increased by 7% (+9% - CER)

- NAFTA: €1,647M (3.1% margin)
- LATAM: €177M (2.1% margin)
- APAC: €537M (8.6% margin)
- EMEA: -€109M (-0.6% margin)
- Ferrari: €389M (14.1% margin)
- Maserati: €275M (9.9% margin)
- Components: €260M (3.0% margin)

Adjusted for unusual items, EBIT was €3,651M (vs €3,521 for 2013)



■ Cash & Mktble Securities    □ Undrawn committed credit lines

Total available liquidity was €3.5B higher than at year-end 2013 reflecting:

- €3.1B cash proceeds from capital transactions in December 2014
- Positive currency translation effect of €1.3B
- €2.7B paid for the acquisition of the minority interest in Chrysler

(\*) Recasted for the retrospective application of IFRS 11. Net revenues -€192M, EBIT +€30M, Profit Before Taxes +€7M, Net Profit unchanged.

Net Industrial Debt +€365M, Total Available Liquidity +€16M  
Note: Graphs not to scale. Numbers may not add due to rounding

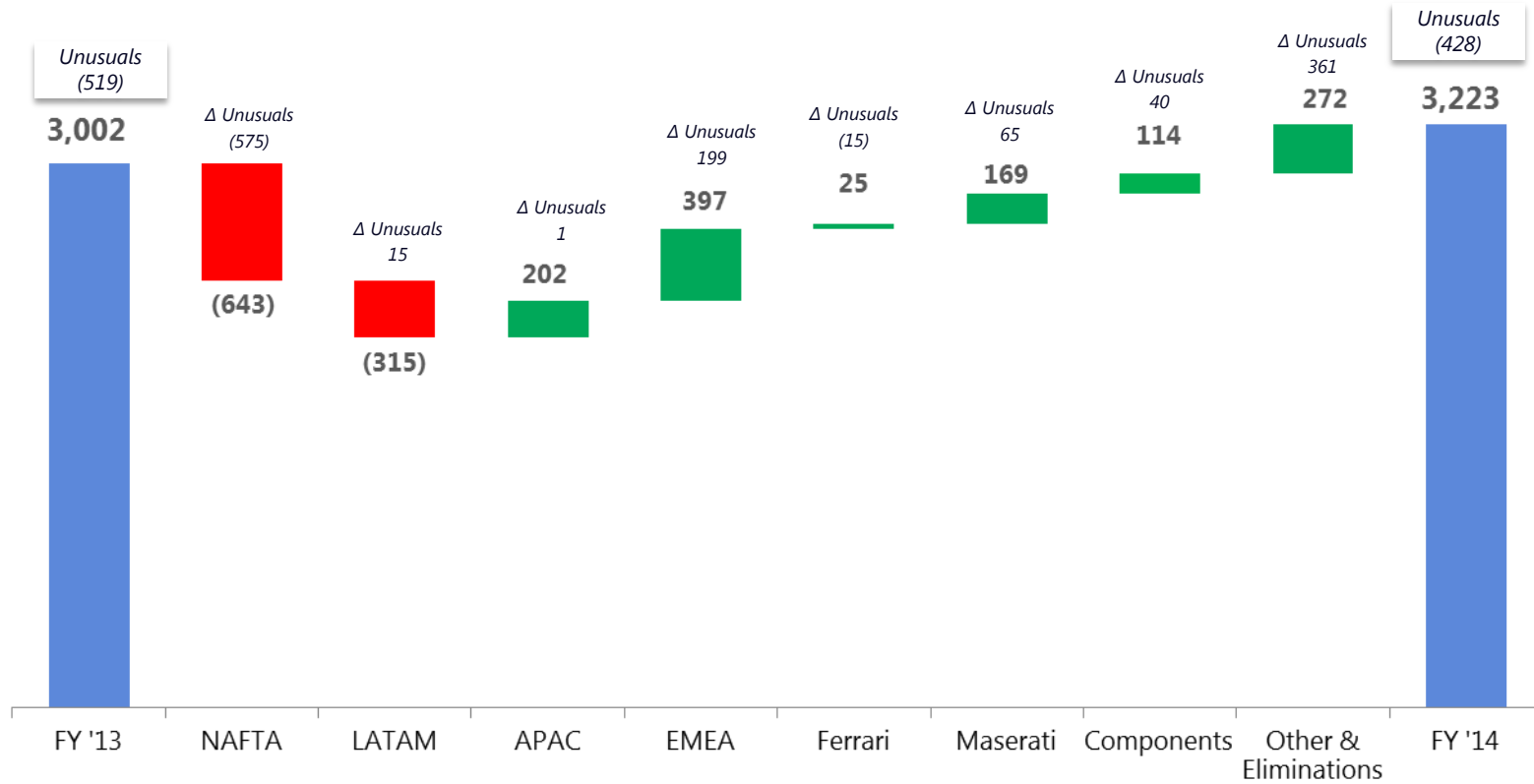


# FY '14 EBIT walk



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€M

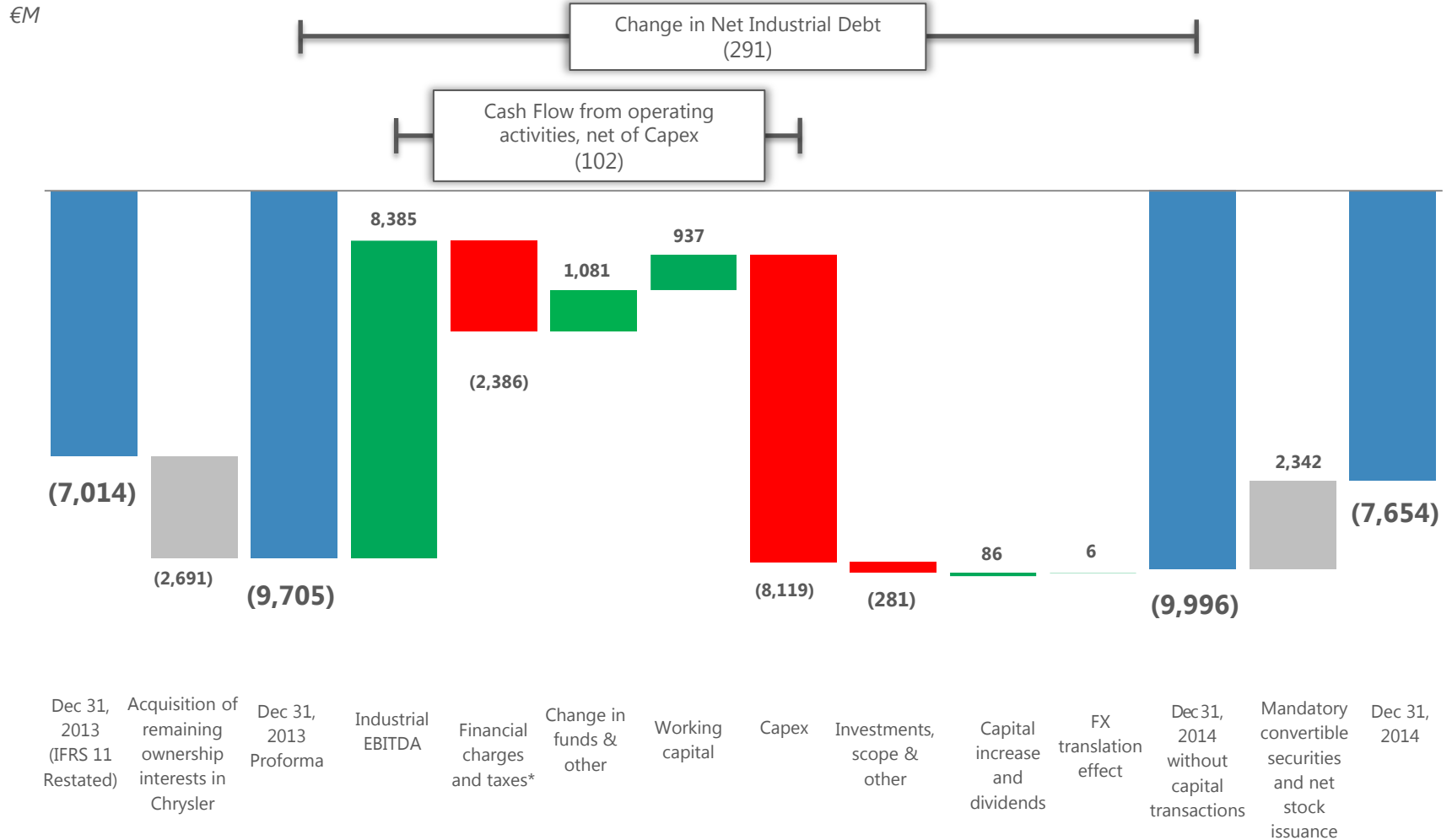




# FY '14 net industrial debt walk



FIAT CHRYSLER AUTOMOBILES



\* Net of IAS 19



	FY '14	FY '13
Sales (k units)	2,459	2,147
Market Share	12.4%	11.5%
U.S.	12.4%	11.4%
Canada	15.4%	14.6%



### 2015 Dodge Charger

- Refreshed styling with nearly every body panel re-sculpted
- New models added: SRT Hellcat, SRT 392 and R/T Scat Pack
- 8-speed ATX and full range of fuel-efficient and powerful engine options



### 2015 Chrysler 300

- New exterior and interior design elements
- Revealed at Los Angeles Auto Show in November
- Best-in-class V-6 highway fuel economy and driving range

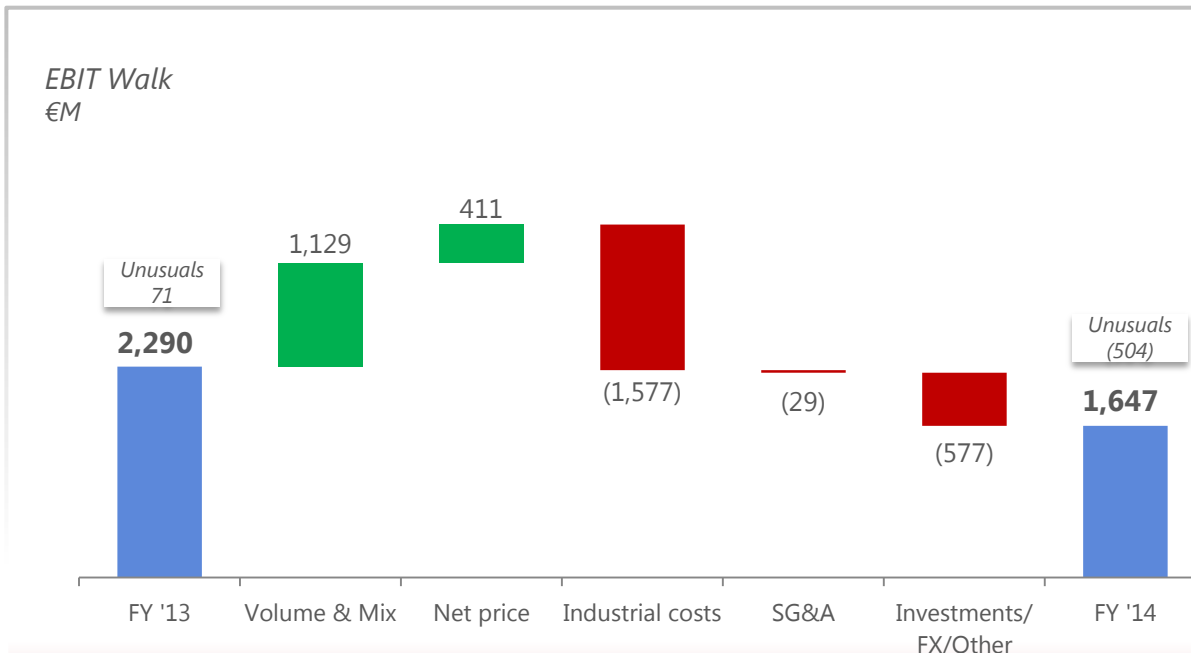
## Commercial Performance

- Industry remained strong with U.S. and Canada both up 6%
- Group sales up 15% outpacing the industry in both markets
- U.S.
  - Vehicle sales up 16% to 2.1M vs 1.8M last year
    - Jeep brand posted best FY sales ever, up 41% from prior year to 692k vehicles; all Jeep models increased sales
    - Ram truck brand sold 469k units up 28% in 2014, best year since 2005 and best pickup truck sales since 2003
    - Fiat posted best annual sales since brand was re-introduced in the U.S. in 2011 with 46k units up 7%
    - Market share up 100 bps vs prior year, driven by 18% increase in retail sales; highest OEM share growth for 2014
  - Fleet mix of 21% improved from 22% in prior year
  - Dealer inventory at 72 days supply vs 79 days at end of 2013
- Canada
  - Vehicle sales up 12% to 290k vehicles
    - Highest annual sales in Company's history
    - Market leader in Q4 2014
  - Market share at 15.4%, up 80 bps vs prior year

	FY '14	FY '13	% chg
Shipments (k units)	2,493	2,238	11%
Net revenues (€M)	52,452	45,777	15%

- Shipments up 11% y-o-y
  - U.S.: 2,112k (+13%)
  - Canada: 295k (+10%)
  - Mexico: 86k (-6%)

- Net revenues +15% y-o-y (+15% CER) on higher shipments



- Volume & mix improved primarily due to higher shipments
- Higher net price due to positive pricing actions partially offset by higher incentives on certain vehicles and FX transaction impact of the Canadian Dollar and Mexican Peso
- Industrial costs reflect higher base material costs for vehicle content enhancements and increased warranty and recall costs, partially offset by purchasing savings
- Other items mainly include negative charge connected with the UAW MoU entered into by Chrysler on January 21, 2014 related to acquisition of the minority interest in Chrysler

	FY '14	FY '13
Sales (k units)	830	933
Market Share	16.0%	15.7%
<i>Brazil</i>	21.2%	21.5%
<i>Argentina</i>	13.4%	12.0%

***Strada "Hard Working"***



***Special Series launched in October***

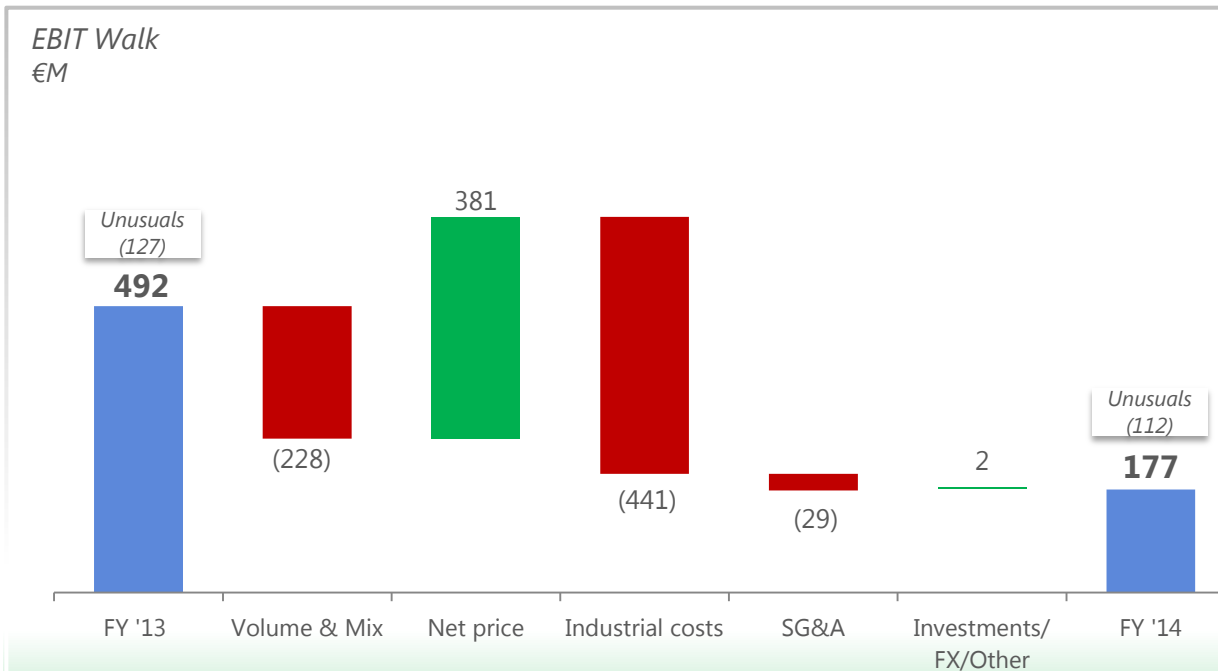
Enhanced appearance package including new wheels, tires and badging as well as modified headlamps and interior upgrades

**Commercial Performance**

- Industry down 13% y-o-y reflecting weaker trading conditions and record FY '13
  - Brazil industry down 7% y-o-y
  - Argentina industry down 29%, due to import restrictions and additional tax on high end segments
- Sales down 103k reflecting poor trading conditions
- Market share up 30 bps vs prior year
  - Brazil market leadership upheld with share down 30 bps while lead over nearest competitor increased to 350 bps (+80 bps)
    - Palio was best selling model in 2014, ending 27 years of VW Gol leadership
    - Strada achieved 56% segment share and remained segment leader for 15<sup>th</sup> consecutive year
  - In Argentina, share up 140 bps
    - Combined A/B segment share at 16.7% with strong performance for new Palio (up 29% y-o-y)
- Stock levels in line with last year (at ~1 month of supply)

	FY '14	FY '13	% chg
Shipments (k units)	827	950	(13%)
Net revenues (€M)	8,629	9,973	(13%)

- Shipments down 13%
  - Brazil: declined by 10% vs FY '13 due to market weakness
  - Argentina: down 22% reflecting overall market deterioration partially offset by market share increase
- Net revenues: down 13% (-7% CER)



- Overall shipments down 123k units, (Brazil and Argentina down 81k and 24k, respectively) reflecting worse trading conditions partially offset by better mix
- Positive pricing actions in Brazil and Argentina
- Increased industrial costs and SG&A were impacted by higher input cost inflation and Pernambuco startup costs

	FY '14	FY '13
Sales – incl. JVs (k units)	267	199
<b>Market Share</b>		
<i>China</i>	1.0%	0.8%
<i>Australia</i>	4.0%	3.1%
<i>India</i>	0.5%	0.4%
<i>Japan</i>	0.4%	0.4%
<i>South Korea</i>	0.5%	0.4%

**Fiat Avventura**



**Launched in India in Q4**

- Small cross over with high ground clearance
- 60:40 Folding seats - High terrain gauges
- Stylish mounted spare wheel
- Functional roof rails - 16" alloy wheels

**Commercial Performance**

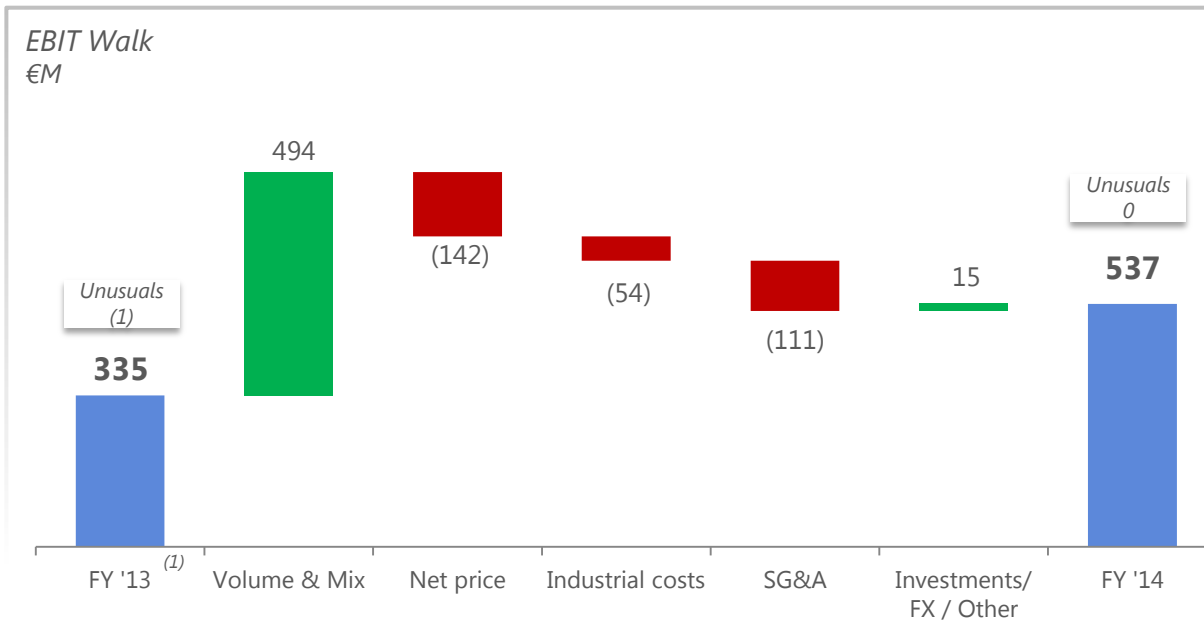
- Industry demand up 8%, with growth in China (+10%), South Korea (+9%), India (+3%) and Japan (+3%) partially offset by slight decline in Australia (-2%)
- Group sales were 267k vehicles, up 34% outperforming the industry in each major market
  - China +41%, South Korea +36%, Australia +28%, Japan +11% and India +27%
  - Jeep (50% of regional group sales) up 42% y-o-y driven by Grand Cherokee and Cherokee
  - Fiat brand up 35% y-o-y driven by Viaggio and Ottimo
  - Dodge brand up 42% driven by Journey
- Share gains in all major markets lead by Australia 90 bps improvement

*Note: APAC industry reflects aggregate for major markets where Group competes (China, Australia, Japan, South Korea, and India.) India-reports wholesale volume on industry and market share.*

	FY '14	FY '13*	% chg
Shipments (k units)	220	163	35%
Net revenues (€M)	6,259	4,668	34%

- Shipments up 35%
  - Jeep: +47%
  - Fiat: +23%
  - Dodge: +30%
- Net revenues up 34% (+35% CER) driven by higher volumes and better product mix

\* Adjusted for retrospective application of IFRS 11. Revenues increased by €47M



- Positive contribution from both volume & mix
- Net price reduction due to higher incentives in response to the increasingly competitive trading environment, particularly in China
- Industrial costs increase due to higher ER&D and fixed manufacturing cost related to higher volume
- Increase in SG&A to support volume growth

<sup>(1)</sup> Adjusted for retrospective application of IFRS11 (EBIT increased by €17M)

	FY '14	FY '13
<b>Sales (k units)</b>		
Cars	886	875
LCVs	265	250
<b>Market Share (EU28+EFTA)</b>		
Cars	5.8%	6.0%
LCVs*	11.5%	11.6%



### Jeep Renegade

Launched in September in Italy and in 13 other European countries in Q4

Awarded 5 star Euro NCAP safety rating

In December, Renegade 1# in Italy in its segment and in the top 10 among all SUVs

## Commercial Performance

### Passenger Cars

- EU28+EFTA (EU) industry up 5% to 13.0M units
  - Recovery in Italy (+4%), Germany (+3%), UK (+9%) and Spain (+18%), with France flat
- Sales up 1% to 886k units (760k sales in EU)
  - Group share down slightly (-20 bps) in EU, driven by share loss in Italy (-100 bps) on the back of run-out models, share stable in EU ex-Italy at 3.3%
  - Continued market leadership for 500 family in A & L0 segments

### LCVs

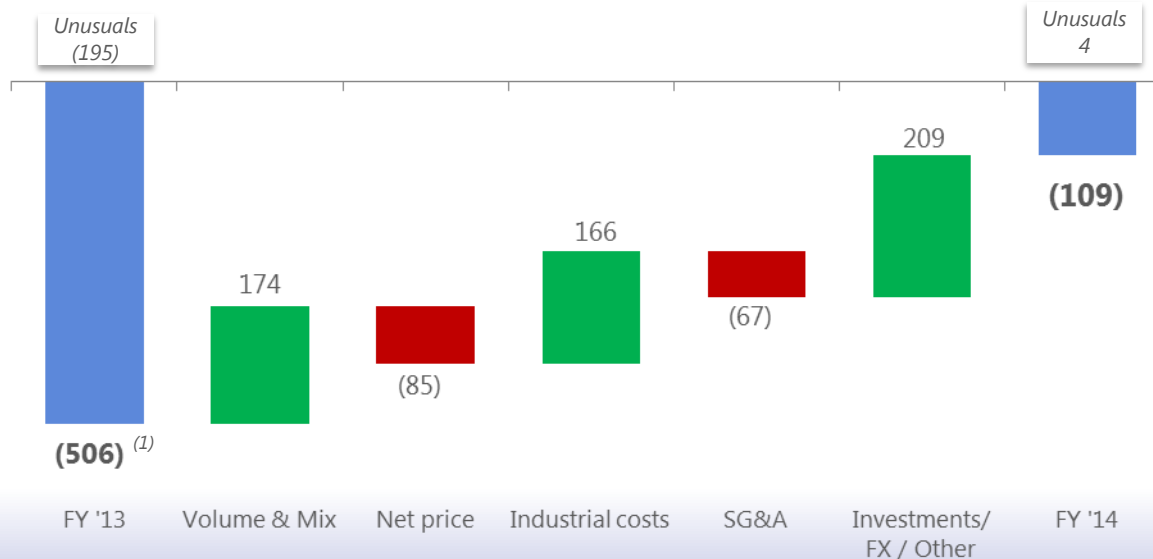
- EU industry up 10% to 1.7M units driven by recovery in all major markets
  - Italy +16%, Spain +33%, UK +18%, Germany +5% and France +1%
- Sales up 6% with growth in every major market, except France
  - Ducato ranked top in its segment with a 21% share (180 bps over the nearest competitor) with more than 110k units sold
  - Group share in EU down slightly (-10 bps)

	FY '14	FY '13*	% chg
Shipments (k units)	1,024	979	5%
Net revenues (€M)	18,020	17,335	4%

\* Adjusted for retrospective application of IFRS 11. Revenues decreased by €85M

- Overall shipments up 5%
  - Passenger Cars up 4% to 804k
  - LCVs at 220k units, increasing 17k or 8%, driven mainly by the Italian market
- Net revenues up 4% on the back of volume increase and favorable mix driven by LCVs, Fiat 500 family and Jeep

**EBIT Walk**  
€M



- Volume increase and better mix
- Negative pricing driven by continued competitive pressure
- Industrial costs include improved manufacturing and purchasing efficiencies partially offset by start-up costs in Melfi
- SG&A increase driven by Jeep advertising to support brand growth including the launch of all-new Renegade
- Other reflects unusual charge in 2013 to write-off previously capitalized R&D for development of new Alfa products switched to a new platform more appropriate for the brand
- Positive EBIT in Q4

<sup>(1)</sup> Adjusted for retrospective application of IFRS11 (EBIT increased by €14M)





	FY '14	FY '13	% chg
Shipments	7,255	7,000	4%
Net revenues (€M)	2,762	2,335	18%
EBIT (€M)	389	364	7%

### Financial Performance

- Net revenues up 18% y-o-y due to higher volumes and improved mix on the back of LaFerrari
- EBIT up 7%
  - EBIT includes €15M compensation costs related to the resignation of the former chairman. Excluding this item, EBIT was up €40M or 11%

### Commercial Performance

- Street cars shipments up 4% with 12-cyl models up 7% and 8-cyl models up 3%
  - U.S. up 6%, #1 market for the brand
  - APAC volumes up 17%
  - Volume flat in the 5 major European markets

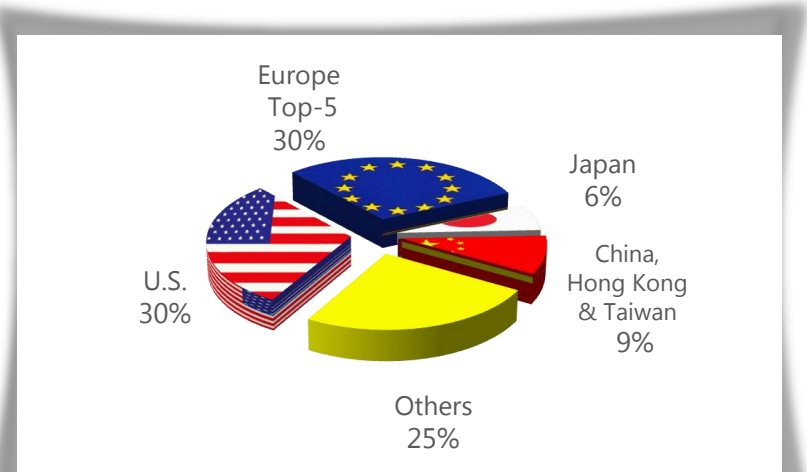
#### FXX K



#### Maranello's first hybrid

The "K" in the car's moniker is a reference to the KERS (kinetic energy recovery system) used to maximize performance

### FY '14 Shipments By Market





	FY '14	FY '13	% chg
Shipments	36,448	15,393	137%
Net revenues (€M)	2,767	1,659	67%
EBIT (€M)	275	106	159%

### Commercial Performance

- Shipments up 137% on the back of continued strong performance for the Quattroporte and Ghibli
  - North America: +111%; #1 market for the brand
  - Greater China: +152%
  - Europe: +154%



**Grancabrio Mc Centennial Edition**

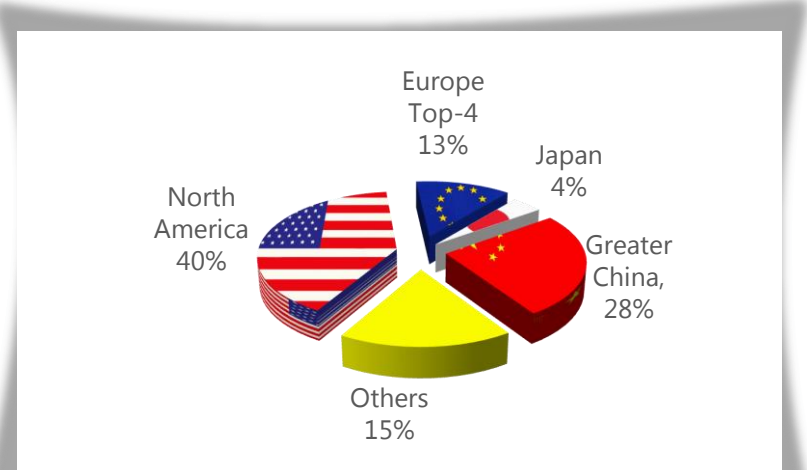


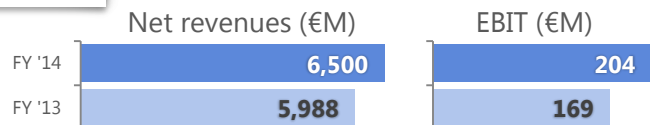
2014  
Maserati's  
100 year  
anniversary

### Financial Performance

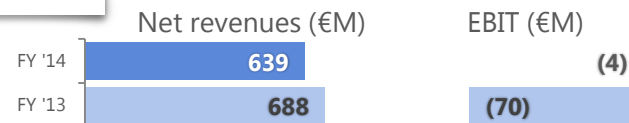
- Net revenues up 67% due to higher shipments
- EBIT was up by 159%, 10% margin
- EBIT up 61% adjusted for unusual items in 2013
  - Unusual charge of €65M in 2013 was related to the write-off of previously capitalized development costs following the decision to switch a future model to a more technically advanced platform

FY '14 Shipments By Market





- Net revenues up 9% (+11% CER)
  - Performance was positive in North America, China and Europe, but down in Brazil
- EBIT increased €35M y-o-y (€56M adjusted for unusals)
  - Growth mainly reflects higher volumes as well as cost containment actions and efficiencies
  - Unusual expenses are mainly related to restructuring actions in Brazil
- Order intake was €2.4B with captive at €1.0B and €1.4B for non-captive. Lighting business up 16%, Electronic division up 15% while Powertrain was mainly flat



- Net revenues down 7% (+3% on constant scope of operations)
  - Volumes were down 4% for the Cast Iron business (on constant scope of operations) and up 24% for the Aluminum business
- EBIT loss of €4M vs a loss of €70M for 2013 which included €60M in unusual charges



- Net revenues were up 6% mainly attributable to the Body Welding business
- EBIT increased 28%
- Order intake totaled €1.8B, +12% y-o-y
- Order backlog totaled €1.6B, +15% y-o-y

Note: graphs not to scale



## Manufacturing Update



### Melfi (Italy)

- Plant revamped with ~€1B investment for the production of the all-new Jeep Renegade (Q4 '14) and Fiat 500X (Q1 '15) to be sold in more than 100 markets globally
- One of the most advanced car assembly plants in the world (according to World Class Manufacturing standards)
- Strong initial performance of Renegade and 500X will enable the hiring of ~1,500 new workers in H1 '15 in addition to the current ~5,400 employees



### Pernambuco (Brazil)

- All-new state of the art greenfield facility with adjacent supplier park
- Production starting in Q1 '15 with Jeep Renegade
- Potential capacity >250k vehicles/year, capable to build three different models
- Subsidized financing from national development banks with certain tax incentives available for vehicle produced



### Windsor (Canada)

- Currently builds Chrysler Town & Country, Dodge Grand Caravan and Ram C/V vans
- Production will be suspended in February for ~3 months to re-tool for the next generation minivan to be launched in Q1 '16 on an all-new architecture
- Modifications will also allow the plant to concurrently build a hybrid electric minivan, potential derivatives products and the current minivan

## Products



### 2015 Alfa Romeo 4C Spider (U.S.)

- Revealed at Detroit Auto Show, to arrive at dealerships in summer 2015
- Continues roll out of Alfa Romeo brand to North America after 4C launch in 2014
- Ultralight carbon fiber body and aluminum chassis structures

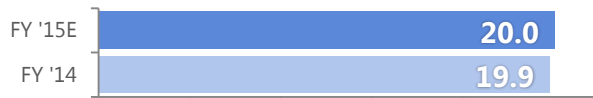


### Refreshed Fiat Bravo (Brazil)

- Expands Bravo segment presence
- Updated external lines, new bumpers and back mist lights
- Sales start in Q1 '15



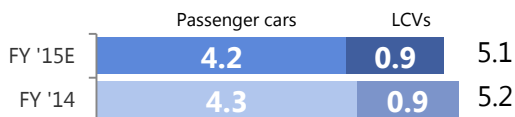
## NAFTA



- US: FY 2015 estimate reflects slight increase in U.S. to ~17M (compared to 16.8M in 2014)
- Canada: FY industry estimate expected to be down slightly from 2014 record level of 1.9M



## LATAM



- LATAM industry seen declining slightly to ~5.1M reflecting economic uncertainties
- Brazil industry expected to be down slightly due to GDP slowdown and full IPI increase in Jan '15
- Argentina industry to decline 8% due to continued restrictions for imports



## APAC

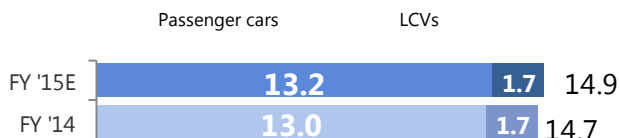


- Industry projected up 6% with improvement driven by China, India, and Australia, partially offset by expected declines in Japan and South Korea

Note: APAC reflects aggregate for key markets where Group competes (China, India, Australia, Japan, South Korea)



## EMEA EU28+EFTA



- Outlook reflects a slight increase for passenger cars with LCVs seen unchanged vs 2014
- Passenger Cars
  - EU28+EFTA: +1.5%
  - Further slight increase for Italy, France & Germany
- LCVs
  - EU28+EFTA confirmed at 1.7M

Note: Graphs not to scale. Numbers may not add due to rounding

World-wide shipments	4.8 - 5.0M units	
Net revenues	~€108B	
EBIT *	€4.1 - 4.5B	
Net profit *	€1.0 - 1.2B	EPS ** €0.64 - €0.77
Net industrial debt	€7.5 - 8.0B	

\* Excludes eventual unusual items

\*\* EPS calculated including the mandatory convertible securities conversion at minimum number of shares at 222 million

Note: Figures do not include any impacts from the previously announced capital transactions regarding Ferrari

# FCA

FIAT CHRYSLER AUTOMOBILES



## APPENDIX

FCA monitors its operations through the use of various supplemental financial measures that may not be comparable to other similarly titled measures of other companies. Accordingly, investors and analysts should exercise appropriate caution in comparing these supplemental financial measures to similarly titled financial measures reported by other companies. Group management believes these supplemental financial measures provide comparable measures of its financial performance which then facilitate management's ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions.

FCA's supplemental financial measures are defined as follows:

- Earnings Before Interest, Taxes ("EBIT") is computed starting from Net profit/(loss) and then adding back Tax (income)/expenses and Net financial expenses
- Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") is computed starting with EBIT and then adding back depreciation and amortization expense
- Net Industrial Debt is computed as debt plus other financial liabilities related to Industrial Activities less (i) cash and cash equivalents, (ii) current securities, (iii) current financial receivables from Group or jointly controlled financial services entities and (iv) other financial assets. Therefore, debt, cash and other financial assets/liabilities pertaining to Financial Services entities are excluded from the computation of Net Industrial Debt



€M

(unless otherwise stated)

	FY '14	FY '13 <sup>(1)</sup>
World-wide shipments (units '000)	4,608	4,352
Net revenues	96,090	86,624
<b>EBIT</b>	<b>3,223</b>	<b>3,002</b>
<i>Of which: Investment income, net</i>	<i>131</i>	<i>84</i>
<i>Unusual items, net</i>	<i>(428)</i>	<i>(519)</i>
Financial charges, net	(2,047)	(1,987)
<b>Pre-tax result</b>	<b>1,176</b>	<b>1,015</b>
Taxes	(544)	936
<b>Net profit</b>	<b>632</b>	<b>1,951</b>
<i>Net profit adjusted for unusual items</i>	<i>955</i>	<i>943</i>
<b>EBITDA</b>	<b>8,120</b>	<b>7,637</b>

<sup>(1)</sup> Recasted for the retrospective application of IFRS 11. Net revenues -€192M, EBIT +€30M, Profit Before Taxes +€7M, Net Profit unchanged

Shipments for both periods adjusted to include Ferrari and Maserati brands

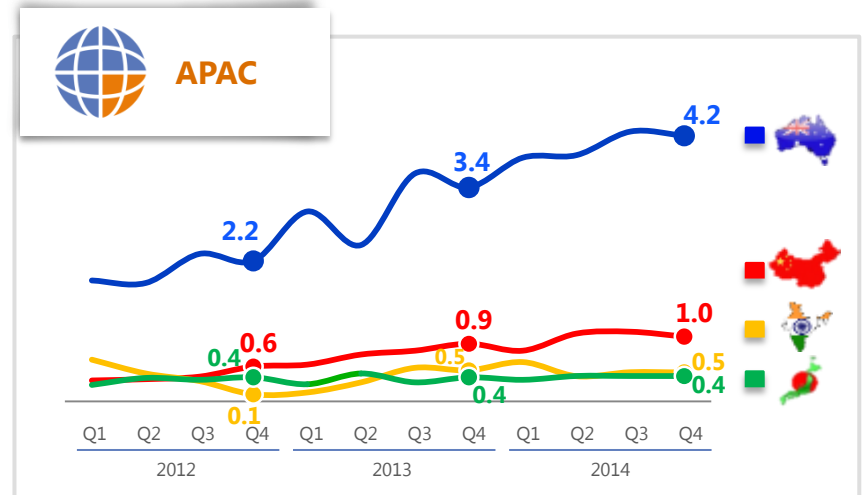
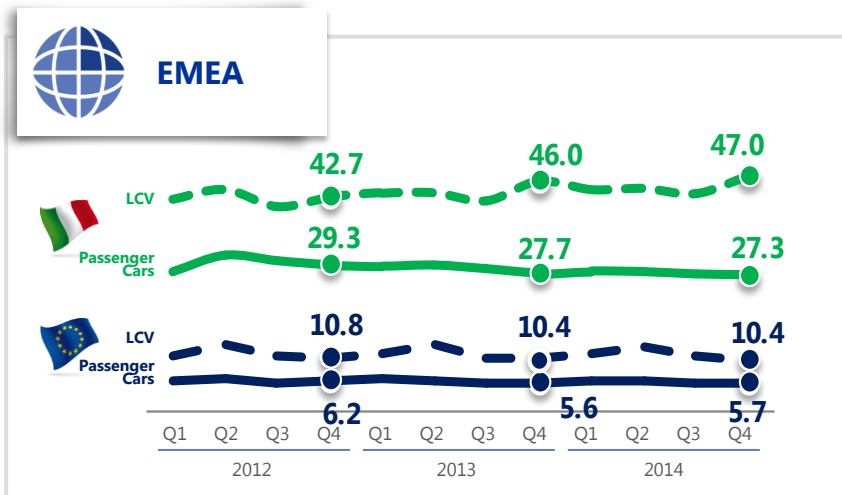
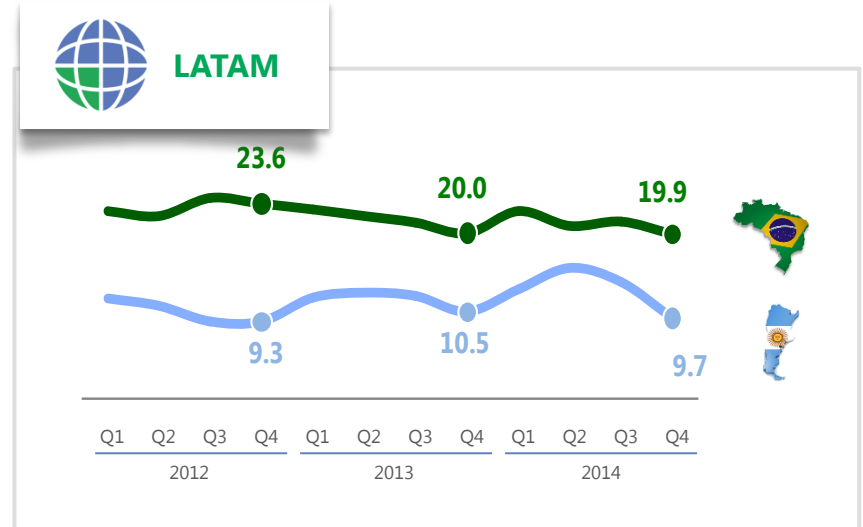
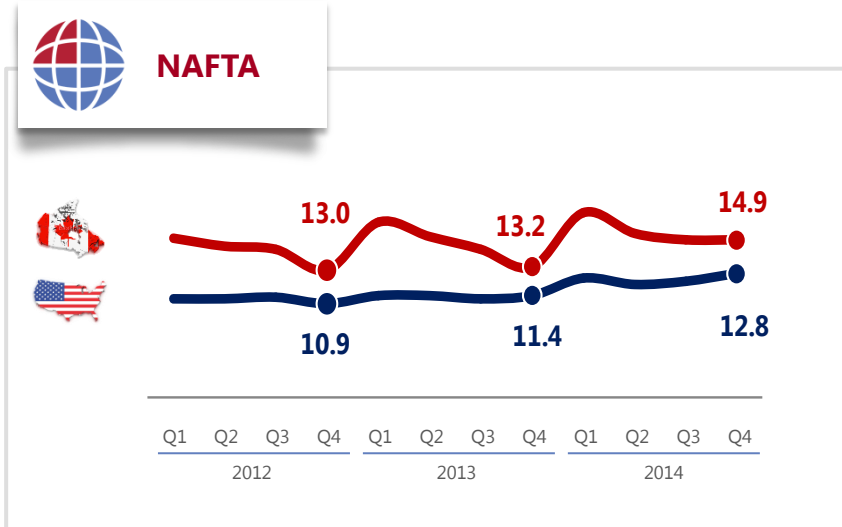
# EBIT adjusted for unusual items

€M	2014			2013 *		
	EBIT	Unusual items	EBIT adjusted for unusual items	EBIT	Unusual items	EBIT adjusted for unusual items
<b>NAFTA</b>	1,647	(504)	2,151	2,290	71	2,219
<b>LATAM</b>	177	(112)	289	492	(127)	619
<b>APAC</b>	537	-	537	335	(1)	336
<b>EMEA</b>	(109)	4	(113)	(506)	(195)	(311)
<b>Ferrari</b>	389	(15)	404	364	-	364
<b>Maserati</b>	275	-	275	106	(65)	171
<b>Components</b>	260	(20)	280	146	(60)	206
<b>Other</b>	(114)	7	(121)	(167)	(87)	(80)
<b>Eliminations and adjustments</b>	161	212	(51)	(58)	(55)	(3)
<b>Total</b>	<b>3,223</b>	<b>(428)</b>	<b>3,651</b>	<b>3,002</b>	<b>(519)</b>	<b>3,521</b>

# Mass-market brands

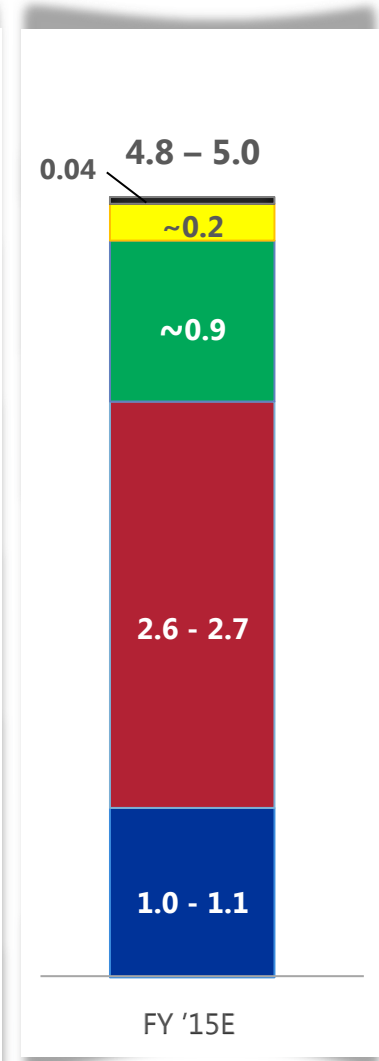
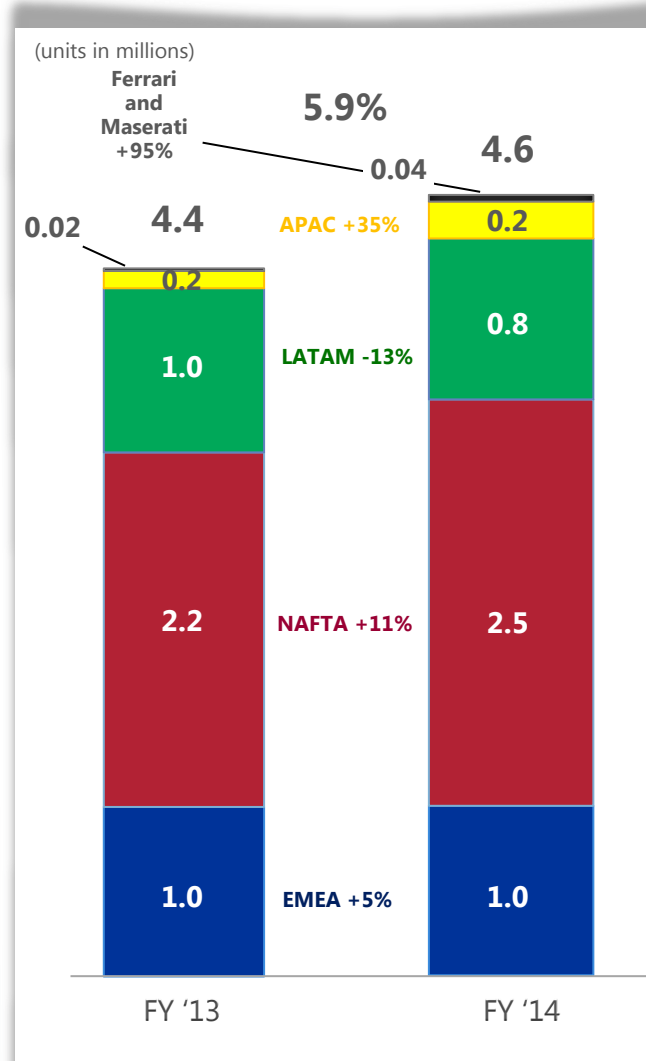
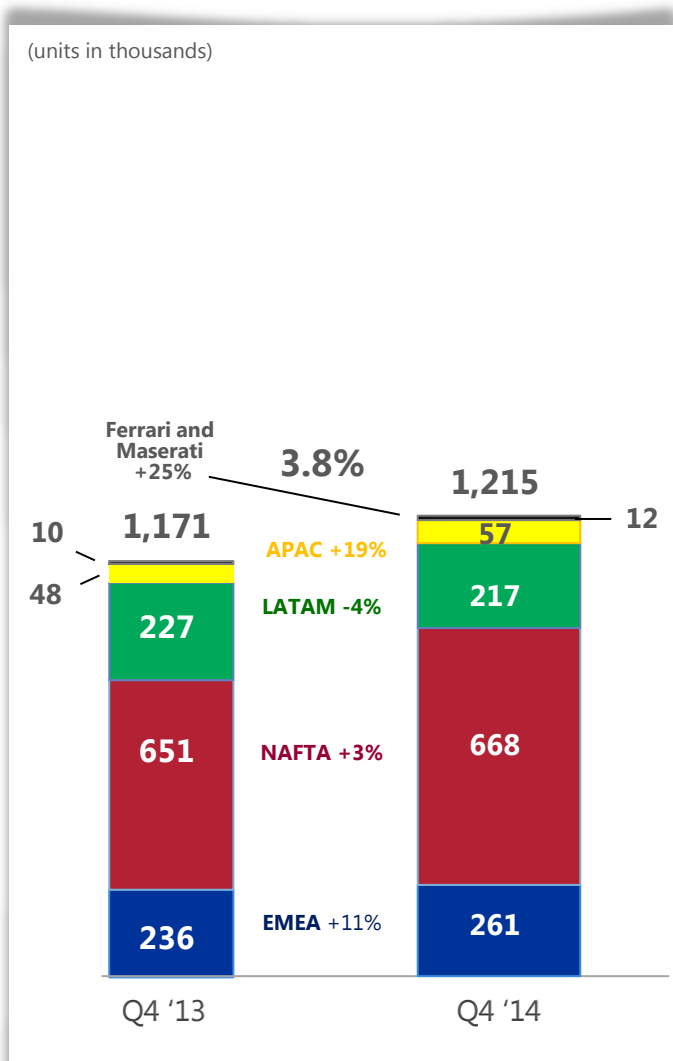
## Market share by key market

Quarterly Market Share (%)



1. Reflects aggregate for key markets where Group is competing (China, Australia, India-reports wholesale volume on industry, Japan, South Korea)

# Group shipments outlook (excl. JVs)



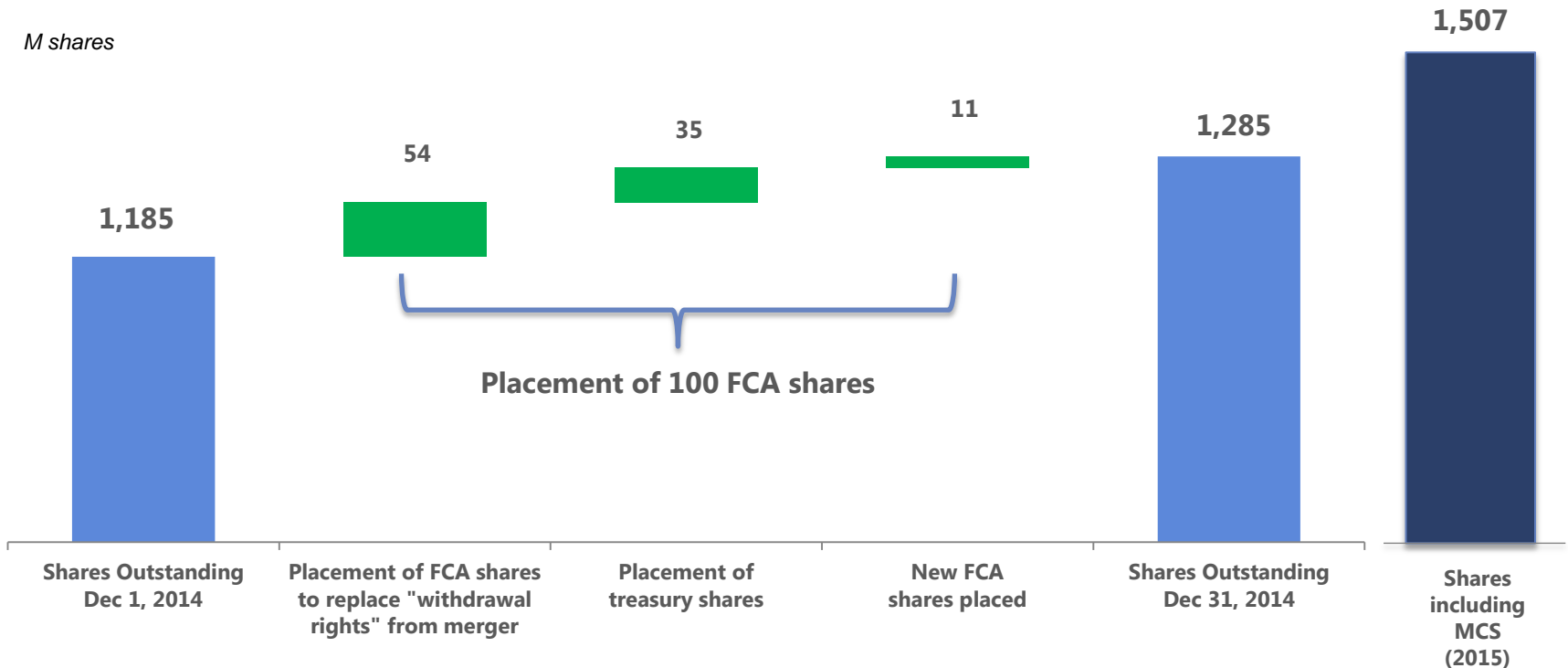
Note: Numbers may not add due to rounding; Graphs not to scale. Ferrari and Maserati results combined for presentation purposes only.

# Debt maturity schedule

€B

Outstanding Dec. 31 '14	FCA	2015	2016	2017	2018	2019	Beyond
13.1	Bank Debt	4.0	1.8	3.9	2.0	0.4	1.0
17.7	Capital Market	2.3	2.6	2.2	1.9	3.8	4.9
2.0	Other Debt	0.8	0.2	0.2	0.1	0.1	0.6
<b>32.9</b>	<b>Total Cash Maturities</b>	<b>7.1</b>	<b>4.6</b>	<b>6.4</b>	<b>4.0</b>	<b>4.3</b>	<b>6.4</b>
<b>23.0</b>	<b>Cash &amp; Mktable Securities</b>						
3.2	Undrawn committed credit lines						
<b>26.2</b>	<b>Total Available Liquidity</b>						
4.5	Sale of Receivables (IFRS de-recognition compliant)						
2.6	<i>of which receivables sold to financial services JVs (FGA Capital)</i>						

Note: Numbers may not add due to rounding; total cash maturities excluding accruals



- **100M FCA common shares placed in December at \$11.00 per share of which:**
  - 35M shares previously held by FCA as Treasury shares
  - 54M FCA shares replacing shares purchased from the "withdrawal rights" from merger
  - 11M newly issued shares
  
- **Shares including mandatory convertible securities (MCS) assume additional 222M shares resulting from the minimum conversion rate of 7.74 shares for each \$100 nominal security (equivalent to a conversion price of \$12.925 per share)**

*Note: Figures above do not include special voting shares which are not listed, cannot be traded and do not participate in dividend distributions*

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