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# Award-winning Month Drives Chrysler Group LLC's December U.S. Sales

- U.S. sales increase 36 percent compared with November 2009
- Chrysler Group increases month-over-month market share again
- Eleven Chrysler Group vehicles increase sales compared with December 2008
- Twenty of 24 Chrysler Group vehicles see December sales increase versus November 2009
- 2010 Ram Heavy Duty Pick Up Truck named Motor Trend's Truck of the Year
- · Chrysler Group vehicles win eight awards in the month of December
- Jeep named "Top Domestic Brand" in Kelley Blue Book's kbb.com® 2010 Residual Value Study
- 2010 Dodge Caliber has an all-new interior, arriving in dealer showrooms soon

January 4, 2010, Auburn Hills, Mich. -

Awards and accolades for Chrysler, Jeep®, Dodge and Ram vehicles drove customers to dealer showrooms resulting in improved sales and market share in December. Chrysler Group today reported December sales increased 36 percent compared with November 2009 and 20 of 24 vehicles posted sales increases for the same time period.

Chrysler Group received multiple accolades in December, including Motor Trend's Truck of the Year award for the all-new 2010 Ram Heavy Duty pickup truck that is arriving in dealer showrooms now. In addition:

- Jeep Wrangler Unlimited Rubicon hailed as "Most Significant 4x4 of the Decade" and Jeep Wrangler Rubicon named "Best 4x4 of the Decade" by editors at Four Wheeler Magazine
- Jeep named "Top Domestic Brand" in Kelley Blue Book's kbb.com® 2010 Residual Value Study
- 2010 Ram Power Wagon was named Four Wheeler Magazine's "Pickup Truck of the Year"
- 2010 Ram 1500 was named a "2010 All Star" by Automobile Magazine
- Dodge Challenger was named "Most Satisfying Car" by readers of a prominent consumer magazine
- Jeep Liberty and Dodge Challenger R/T chosen as "Best of 2009" by Gaywheels.com editors
- 2010 Dodge Grand Caravan identified as one of the "Safest Vehicles under \$30,000" by NADAguides.com

"As we kick off the new year, Chrysler Group continues to build momentum with some of the best products in the marketplace, and we are enthusiastic about the new products coming this year" said Fred Diaz, President and Chief Executive Officer–Ram Brand and Lead Executive for the Sales Organization, Chrysler Group LLC. "Our great Chrysler, Jeep, Dodge and Ram products are being recognized by opinion leaders in the industry, and consumers are responding in a positive way. In 2010 the company will continue to earn the trust of consumers with exciting, high-quality vehicles that are priced right."

Chrysler Group reported total U.S. sales for December of 86,523 units. Sales increased 36 percent month-over-month and declined 4 percent year-over-year. The company finished the year with 931,402 units sold, a decline of 36 percent compared with 2008. Inventory is down 55 percent compared with December 2008, with 178,538 units in inventory, representing a 58-day supply. Overall industry figures for November are projected to come in at an estimated 11.3 million SAAR.

# December Brand U.S. Sales Highlights

• Eleven Chrysler Group Vehicles saw year-over-year sales increases in December:

- Dodge car brand sales increased 25 percent compared with December 2008
- Dodge Caliber (up 83 percent, 5,389 units), Avenger (up 85 percent, 3,799 units), Charger (up 16 percent, 6,273 units), Journey (up 61 percent, 6,872 units) and Grand Caravan (up 24 percent, 8,563 units) all increased sales compared with December 2008
- Chrysler 300 (up 20 percent, 4,452 units), Sebring Sedan (up 19 percent, 3,500 units),
  Sebring Convertible (up 47 percent, 937 units) and Town & Country minivan (up four percent, 8,465 units) increased versus December 2008
- Jeep Patriot (up six percent, 2,759 units) and Liberty (up two percent, 4,609 units) sales increased year-over-year
- 20 of 24 Chrysler Group vehicles posted December sales increases versus November 2009:
  - Jeep brand sales increased 36 percent compared with the previous month
  - Jeep: The entire Jeep lineup posted month-over-month increases. Wrangler, Liberty, Compass, Patriot, Grand Cherokee and Commander improved sales compared with November
  - Chrysler brand sales increased 79 percent compared with November 2009
  - Chrysler Sebring Sedan, Sebring Convertible, 300, PT Cruiser and Town & Country had month-over-month sales increases
  - Dodge car brand sales increased 43 percent compared with November 2009
  - Dodge: Caliber, with an all-new interior for 2010, Avenger, Charger, Challenger, Viper,
    Journey, Caravan and Nitro posted month-over-month increases
  - Ram Brand sales increased 14 percent and the award-winning Ram pickup sales increased 23 percent versus November 2009
- In December, overall Mopar U.S. net sales increased 8 percent compared with November 2009.
  Compared to the same time period last year, service contracts per new unit sold increased nine percent.
  Last month, in conjunction with the dealership network, Mopar officially opened its eStore for business at <a href="https://www.mopar.com.offering">www.mopar.com.offering</a> customers more than 100,000 parts and accessories on-line

#### Incentives

Chrysler Group today announced "Zero Percent Financing" for almost all 2010 model year vehicles and the expansion of its "Invest in America" partnership with more than 90 million Credit Union members in the United States. The Credit Union member-preferred pricing program has been expanded to include all 2010 model year vehicles. The incentives announced today are valid through March 1, 2010.

"Your local Chrysler, Jeep, Dodge and Ram dealer has award-winning cars and trucks in stock that just became more affordable," said Steven G. Beahm, Vice President, Sales Operations – Chrysler Group LLC. "Most consumers will qualify for 0 percent financing available through GMAC Financial Services, and we also are offering attractive lease rates on some of our best-selling vehicles."

# Chrysler Brand

Beginning today, consumers purchasing Chrysler brand vehicles can choose 0 percent financing for up to 60 months or 1.9 percent financing for 72 months through GMAC Financial Services, or consumer cash of up \$3,000. In addition, consumers who purchase a Chrysler 300 can receive "no charge" all-wheel drive. Also, consumers who purchase a Chrysler 300 can choose a "no charge" HEMI engine in lieu of consumer cash or 0 percent financing.

## Jeep Brand

Starting today, consumers who purchase a Jeep brand vehicle can choose 0 percent financing for up to 60 months or 1.9 percent financing for 72 months through GMAC Financial Services or consumer cash of up \$4,000. Current Jeep owners who purchase a Jeep Liberty, Commander or Grand Cherokee also qualify for \$500 owner loyalty bonus cash.

### Dodge Car Brand

Beginning today, consumers purchasing Dodge brand vehicles can choose 0 percent financing for up to 60 months or 1.9 percent financing for 72 months through GMAC Financial Services or consumer cash of up \$3,000. In addition, consumers who purchase a Dodge Charger can receive "no charge" all-wheel drive. Also, consumers who purchase a Charger can choose a "no charge" HEMI engine in lieu of consumer cash or 0 percent financing.

## Ram Truck Brand

Starting today, consumers who purchase a Ram truck can choose 0 percent financing for up to 60 months or financing as low as 1.9 percent for 72 months through GMAC Financial Services or consumer cash of up \$3,500.

#### Leasing

Chrysler Group is offering attractive lease rates on several products, including:

- Jeep Wrangler Sport two-door 4x4 for \$229 per month with approximately \$2,800 due at signing
- Dodge Journey SE for \$249 per month with approximately \$2,800 due at signing
- Chrysler Town & Country LX for \$289 per month with approximately \$2,900 due at signing
- Ram 1500 Quad Cab ST 4x4 for \$299 per month with approximately \$2,900 due at signing

#### **About Chrysler Group LLC**

Chrysler Group LLC, formed in 2009 from a global strategic alliance with Fiat Group, produces Chrysler, Jeep®, Dodge, Ram Truck, Mopar® and Global Electric Motorcars (GEM) brand vehicles and products. With the resources, technology and worldwide distribution network required to compete on a global scale, the alliance builds on Chrysler's culture of innovation – first established by Walter P. Chrysler in 1925 – and Fiat's complementary technology – from a company whose heritage dates back to 1899.

Headquartered in Auburn Hills, Mich., Chrysler Group LLC's product lineup features some of the world's most recognizable vehicles, including the Chrysler 300, Jeep Wrangler and Ram Truck. Fiat will contribute world-class technology, platforms and powertrains for small- and medium-sized cars, allowing Chrysler Group to offer an expanded product line including environmentally friendly vehicles.

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## Sales Chart

### Chrysler Group LLC U.S. Sales Summary Thru December 2009

	Month Sales		Vol %	Sales	CYTD	Vol %	
Model	Curr Yr	<u>Pr Yr</u>	<u>Change</u>	Curr Yr	Pr Yr	<u>Change</u>	
Sebring	4,437	7 3,57	2 24%	6 27,460	71,663	-62%	
300	4,452	3,70	7 20%	6 38,606	62,352	-38%	
Crossfire	C	) 11	0 -100%	6 499	2,021	-75%	
PT Cruiser	736	5 1,82	3 -60%	6 17,941	50,910	-65%	
Aspen	32	2 1,51	5 -98%	6 5,996	22,254	-73%	
Pacifica	(	57	4 -100%	6 1,955	7,345	-73%	
Town & Country	8,465	8,15	2 49	% 84,558	118,563	-29%	
CHRYSLER BRAND	18,122	19,45	3 -7%	<b>6 177,015</b>	335,108	-47%	
Compass	913	3 1,22	5 -25%	6 11,739	25,349	-54%	
Patriot	2,759	2,59	7 69	% 31,432	55,654	-44%	
Wrangler	6,798	3 7,04	8 -4%	% 82,044	84,615	-3%	
Liberty	4,609	9 4,52	9 29	% 43,503	66,911	-35%	
Grand Cherokee	4,097	7 5,50	4 -26%	6 50,328	73,678	-32%	
Commander	1,634	1 2,18	8 -25%	6 12,655	27,694	-54%	

JEEP BRAND	20,810	23,091	-10%	231,701	333,901	-31%
Caliber	5,289	2,896	83%	36,098	84,158	-57%
Avenger	3,799	2,050	85%	38,922	61,963	-37%
Charger	6,273	5,414	16%	60,651	97,367	-38%
Challenger	2,536	2,602	-3%	25,852	17,423	48%
Viper	44	152	-71%	482	1,172	-59%
Magnum	0	31	-100%	113	6,912	-98%
Journey	6,872	4,275	61%	53,826	47,097	14%
Caravan	8,563	6,927	24%	90,666	123,749	-27%
Nitro	1,208	2,036	-41%	17,443	36,368	-52%
Durango	29	1,435	-98%	3,521	21,420	-84%
DODGE BRAND	34,613	27,818	24%	327,574	497,629	-34%
Dakota	618	1,701	-64%	10,690	26,044	-59%
Ram P/U	12,014	16,618	-28%	177,268	245,840	-28%
Sprinter	346	1,132	-69%	7,154	14,600	-51%
RAM BRAND	12,978	19,451	-33%	195,112	286,484	-32%
TOTAL DODGE	47,591	47,269	1%	522,686	784,113	-33%
TOTAL CHRYSLER GROUP LLC	86,523	89,813	-4%	931,402	1,453,122	-36%
TOTAL CAR	26,830	20,535	31%	228,685	406,125	-44%
TOTAL TRUCK	59,693	69,278	-14%	702,717	1,046,997	-33%
Selling Days	28	26		308	308	

Global Sales Reporting & Analysis

January 5, 2010