Latin America
Brazil
### FIAT GROUP IN BRAZIL – 2010 RESULTS

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue</td>
<td>R$ 36.6 BI</td>
</tr>
<tr>
<td>Companies</td>
<td>16</td>
</tr>
<tr>
<td>Direct Jobs</td>
<td>~40,000</td>
</tr>
<tr>
<td>Factories</td>
<td>16</td>
</tr>
<tr>
<td>R&amp;D Centers</td>
<td>8</td>
</tr>
</tbody>
</table>
R$ 10 BILLION
2011-2014

INVESTMENT IN BRAZIL
Fiat Automóveis
<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Area</td>
<td>2,250,000 m²</td>
</tr>
<tr>
<td>Indoor Area</td>
<td>701,696 m²</td>
</tr>
<tr>
<td>Annual Capacity</td>
<td>790,000 VEHICLES/YEAR</td>
</tr>
<tr>
<td>Production</td>
<td>746,472 UNITS IN 2010 = 1 VEHICLE EVERY 20”</td>
</tr>
<tr>
<td>Jobs (direct e indirect)</td>
<td>~30,000</td>
</tr>
</tbody>
</table>
2011 BRAZILIAN MARKET – AUTO + LCV

- FIAT: 22.0%
- VW: 20.4%
- GM: 18.5%
- FORD: 9.2%
- FRENCH: 10.8%
- JAPANESE: 9.2%
- KOREAN: 5.6%
- OTHERS: 4.4%

754,276 vehicles sold
Image of a young, lively and innovative automotive company:

- Fiat is recognized as an expert in small, light, compact and economical cars as well as in Light Commercial Vehicles. This position is modern and absolutely in line with environmental trends;

- 10th YEAR LEADERSHIP in passenger cars and light commercial vehicles;

- Communication strategy - smart / fun / intelligent advertising;

- Fiat is recognized as a Brazilian Brand with an Italian Design.
15 Models

More than 270 versions

Fiat Automóveis – Range of Products

- Compact Sedan
- Compact Hatch
- Medium Hatch
- Multivan
- Station wagon
- Sport hatch
- Light Commercial Vehicles
- Minivan
- Large Van
- Large Sedan
- SUV
- Imported
- Cult

Imported
LATEST LAUNCHES

FREEMONT

PUNTO e:torQ

PALIO

BRAVO
AWARDS 2012

BRAZILIAN CAR OF THE YEAR
FIAT PALIO

BEST ENGINE UP TO 2,000 cm³
1.4 MULTIAIR (FIAT 500)

BEST AUTOMOTIVE ADVERTISING
FIAT 500
R&D CENTER

~1,000 engineers
DESIGN

Fiat DNA
Projects developed
100% in Brazil
TECHNOLOGY AND DESIGN

FIAT CONCEPT CAR

FCC I

FCC II
FIAT CONCEPT CAR III

A new way of making a concept car

1.5 million web visits

More than 17,000 ideas about propulsion, materials, safety, ergonomics and design

http://www.fiatmio.cc
Suppliers and dealers
DEALERSHIP

572

Dealers in Brazil
Supplier Park
2nd Industrial Center of Brazil

Just in Time
150km

1990
Purchasing/Year

80%

20%

1990
Purchasing/Year

Outside Minas Gerais state
Inside Minas Gerais state

2010
Purchasing/Year

30%

70%
Scenarios

The Future

NEXT EXIT
Competitive scenario:

- Open market since 1992
- Increased competition

<table>
<thead>
<tr>
<th></th>
<th>1992</th>
<th>2000</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local manufacturers</td>
<td>5</td>
<td>9</td>
<td>14</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>1992</th>
<th>2000</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nº of models offered</td>
<td>14</td>
<td>103</td>
<td>225</td>
</tr>
<tr>
<td>Country</td>
<td>Total number of vehicles (million)</td>
<td>inhabitant / vehicles</td>
<td></td>
</tr>
<tr>
<td>-----------</td>
<td>-----------------------------------</td>
<td>-----------------------</td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>247,3</td>
<td>1,2</td>
<td></td>
</tr>
<tr>
<td>Japan</td>
<td>75,7</td>
<td>1,7</td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>44,0</td>
<td>1,9</td>
<td></td>
</tr>
<tr>
<td>United Kingdom</td>
<td>35,4</td>
<td>1,7</td>
<td></td>
</tr>
<tr>
<td>Italy</td>
<td>40,4</td>
<td>1,5</td>
<td></td>
</tr>
<tr>
<td>France</td>
<td>37,0</td>
<td>1,7</td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td>27,2</td>
<td>1,6</td>
<td></td>
</tr>
<tr>
<td>Canada</td>
<td>20,5</td>
<td>1,6</td>
<td></td>
</tr>
<tr>
<td>Argentina</td>
<td>8,3</td>
<td>4,8</td>
<td></td>
</tr>
<tr>
<td>Brazil</td>
<td>27,5</td>
<td>6,9</td>
<td></td>
</tr>
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</table>

Large potential for market growth
There is a little bit of Fiat in the life of every Brazilian.