



*La presente traduzione è predisposta a titolo di cortesia. Per i dettagli si prega di consultare la versione integrale del comunicato stampa in inglese in allegato.*

## **Stellantis registra una crescita del 7% dei ricavi netti nel terzo trimestre 2023 grazie alle consegne in continuo progresso su base annua**

- **Ricavi netti per 45,1 miliardi di euro, con un aumento del 7% rispetto al terzo trimestre 2022, principalmente per maggiori volumi con prezzi stabili, in parte compensati dall'impatto dei cambi**
- **Consegne consolidate<sup>(1)</sup> di 1.427 mila unità, in crescita dell'11% rispetto al terzo trimestre 2022, con miglioramenti anno su anno in Europa Allargata, Medio Oriente & Africa, Nord America e Sud America**
- **Stock complessivo di nuovi veicoli di 1.387 mila unità al 30 settembre 2023. Stock di proprietà di 388 mila unità, in aumento di 158 mila unità rispetto al 31 dicembre 2022 per il ritorno a livelli maggiormente nella norma, dopo un periodo pluriennale di limitazioni nelle forniture di materiali**
- **Accordo provvisorio raggiunto sia con l'UAW che con l'Unifor. Le interruzioni dell'attività hanno inciso negativamente sui ricavi netti per circa tre miliardi di euro a tutto ottobre, rispetto ai piani produttivi**
- **Vendite globali di BEV in aumento del 37% rispetto al terzo trimestre 2022 principalmente grazie a Jeep® Avenger e alla crescita delle vendite di veicoli commerciali BEV trainate da Citroën ë-Berlingo**
- **Nel terzo trimestre del 2023 l'azienda ha riacquistato azioni proprie per 0,5 miliardi di euro. Nei nove mesi conclusi al 30 settembre 2023 sono state riacquistate azioni proprie per 1,2 miliardi di euro. Si prevede di completare l'annunciato programma di riacquisto di azioni proprie da 1,5 miliardi di euro nel corso del quarto trimestre del 2023**

*"Nella prima metà di quest'anno, Stellantis è emersa come leader nel settore per AOI, margine AOI e flusso di cassa industriale netto rispetto ai concorrenti equiparabili. Oggi, la nostra priorità è mantenere questo slancio raggiungendo valori di redditività e flussi di cassa ai vertici del settore, affrontando le sfide cruciali dell'industria a breve termine e proseguendo con l'elettrificazione e la trasformazione tecnologica. Questa crescita sta dando impulso all'attuazione della nostra strategia Dare Forward 2030."*

**Natalie Knight, CFO**



Nuova Peugeot E-3008

I dati riportati non sono stati sottoposti a revisione contabile. Fare riferimento alla sezione "Safe Harbor Statement" inclusa nella versione integrale in Inglese del presente documento.



AMSTERDAM, 31 ottobre 2023 - Stellantis N.V. rafforza il proprio slancio nel terzo trimestre del 2023, registrando un incremento dei ricavi netti del 7% anno su anno trainato dall'andamento vigoroso delle consegne anno su anno. Il "terzo motore"<sup>(5)</sup> dell'Azienda ha registrato una crescita dei ricavi del 25% anno su anno. Le vendite globali di BEV sono aumentate del 37% rispetto al terzo trimestre 2022, grazie principalmente ai seguenti modelli: Jeep® Avenger, Citroën Ami, Peugeot E-208, nuova Fiat 500e e Citroën ë-Berlingo. Le principali attività compiute per realizzare il piano strategico Dare Forward 2030 includono:

**Etica:** In un settore tuttora caratterizzato da instabilità e trasformazioni senza precedenti, Stellantis e la sua rete di concessionarie in Europa hanno rafforzato la loro partnership per migliorare l'esperienza dei clienti e ottimizzare l'esperienza cliente nel suo insieme. Con la firma di oltre 8.000 contratti di vendita e 25.000 contratti post-vendita in dieci paesi europei strategici, è evidente che Stellantis e i suoi partner commerciali condividono i medesimi obiettivi in termini di semplificazione, approccio multi-brand, centralità del cliente e garanzia di qualità. Austria, Belgio, Lussemburgo e Olanda hanno già adottato il nuovo modello di contratto, mentre gli altri paesi europei inizieranno ad applicarlo a partire dal 2024.

**Tecnologia:** Peugeot ha annunciato la prima applicazione di STLA Medium - una delle quattro piattaforme BEV-by-design globali di Stellantis - con la nuova E-3008, che offre caratteristiche ai vertici della categoria per autonomia (fino a 700 km), tempo di ricarica, prestazioni, efficienza e piacere di guida. Fiat è tornata al segmento B aprendo la strada alla mobilità urbana sostenibile con la nuova 600e, che vanta caratteristiche di sicurezza all'avanguardia e un'autonomia elettrica di oltre 400 km (ciclo combinato WLTP<sup>(6)</sup>) e di oltre 600 km (ciclo urbano WLTP<sup>(6)</sup>) in città. Fiat ha inoltre annunciato la nuova offerta di micromobilità Topolino, con autonomia di 75 km e velocità massima in sicurezza di 45 km/h. In aggiunta, l'Azienda ha confermato l'avvio della produzione di veicoli commerciali leggeri full-electric a Ellesmere Port, il primo stabilimento del Regno Unito in cui ha luogo la produzione in serie di soli BEV, nonché il primo stabilimento Stellantis a livello globale dedicato ai veicoli elettrici.

Prossimamente sarà introdotta sul mercato la Citroën ë-C3 full-electric. Prima vettura elettrica di costo contenuto offerta in Europa, la ë-C3 vanta caratteristiche di comfort ai vertici della categoria e assicura un'esperienza elettrica semplificata grazie a una batteria da 44 kWh, che offre un'autonomia fino a 320 km (199 miglia) nel ciclo WLTP<sup>(6)</sup>. Il tutto a prezzi netti e accessibili in molti mercati europei, a partire da 23.300 euro.

Stellantis ha inaugurato il suo primo Battery Technology Center nel complesso industriale di Mirafiori, a Torino. Questo centro innovativo accresce la capacità dell'Azienda di progettare, sviluppare e testare i pacchi batteria, i moduli, le celle ad alta tensione e i software che andranno ad alimentare i futuri veicoli dei brand Stellantis.

L'Azienda ha ulteriormente rafforzato il suo ecosistema globale per l'elettrificazione e il supporto alle sue ambizioni di carbon neutrality: (i) conclusi i test con Aramco sulla compatibilità di 24 famiglie di motori con l'utilizzo di eFuel "drop-in" avanzati, potenzialmente in grado di ridurre le emissioni di CO<sub>2</sub> di 28 milioni di veicoli Stellantis attualmente in circolazione; (ii) presentato insieme a Saft il sistema integrato di batterie intelligenti, che il team incaricato del progetto intende rendere disponibile in commercio sui veicoli Stellantis entro la fine del decennio; (iii) annunciato un piano per realizzare una sesta gigafactory a livello mondiale a sostegno dell'ambizioso piano di elettrificazione dell'Azienda, volto ad assicurarle circa 400 GWh di capacità di batterie; sarà il secondo impianto a essere realizzato negli Stati Uniti in collaborazione con Samsung SDI; (iv) effettuato un investimento nel progetto Hell's Kitchen di Controlled Thermal Resources Holdings Inc. per produrre fino a 300.000 tonnellate di carbonato di litio equivalente all'anno; (v) completato l'acquisto del 33,3% di Symbio, leader nel settore della mobilità a idrogeno a zero emissioni, per rafforzare ulteriormente la posizione di vertice di Stellantis nel segmento dei veicoli alimentati a idrogeno.

**Valore:** Per accelerare la transizione ai veicoli elettrici in Nord America, Stellantis e sei grandi case automobilistiche mondiali creeranno una rete di ricarica senza precedenti, con l'installazione di almeno 30.000 punti di ricarica ad alta potenza.

Stellantis sta inoltre attuando una strategia diversificata per gestire e garantire la fornitura a lungo termine di microchip, componenti essenziali nel settore automotive, al fine di raggiungere gli obiettivi definiti nel piano strategico Dare Forward 2030. La strategia di Stellantis combina accordi con produttori di chip per i semiconduttori strategici, l'acquisto di componenti mission critical e la piena visibilità delle future esigenze di chip.

Nel terzo trimestre del 2023 l'Azienda ha riacquisito azioni proprie per 0,5 miliardi di euro. Nei nove mesi conclusi al 30 settembre 2023 sono state riacquistate azioni proprie per 1,2 miliardi di euro. L'Azienda prevede di completare l'annunciato programma di riacquisto di azioni da 1,5 miliardi di euro nel corso del quarto trimestre del 2023.

Nel mese di ottobre 2023, l'Azienda ha annunciato l'intenzione di acquisire all'incirca il 20% di Leapmotor per circa 1,5 miliardi di euro e di costituire Leapmotor International, una joint venture guidata da Stellantis al 51:49 con i diritti esclusivi per l'esportazione e la vendita, nonché la fabbricazione, dei prodotti Leapmotor al di fuori della Cina.

A ottobre 2023, l'Azienda ha presentato Pro One come offensiva strategica per la divisione veicoli commerciali per rafforzare la leadership globale, comprendendo le offerte professionali di sei brand iconici di Stellantis: Citroën, FIAT Professional, Opel, Peugeot, Ram e Vauxhall, e per sostenere il raggiungimento degli obiettivi del piano strategico Dare Forward 2030.

Il 31 ottobre 2023, alle 14:00 CET/09:00 EDT, si terranno un webcast audio e una conference call in cui saranno presentati Consegne e Ricavi registrati da Stellantis nel terzo trimestre 2023. Il webcast e il replay del meeting saranno disponibili nella sezione Investors del sito web di Stellantis all'indirizzo [www.stellantis.com](http://www.stellantis.com). Il materiale della presentazione sarà pubblicato nella sezione Investors del sito web di Stellantis alle 8:00 CET/3:00 EDT circa del 31 ottobre 2023.



**Prossimi eventi:**

- Risultati dell'esercizio 2023 - 15 febbraio 2024
- Investor Day 2024, Auburn Hills, Michigan, USA - 13 giugno 2024

***Stellantis***

Stellantis N.V. (NYSE: STLA / Euronext Milano: STLAM / Euronext Parigi: STLAP) è leader a livello mondiale nella produzione di veicoli e fornitore di mobilità. I suoi brand iconici e storici incarnano la passione dei fondatori visionari e dei clienti di oggi nei loro prodotti e servizi innovativi, tra cui Abarth, Alfa Romeo, Chrysler, Citroën, Dodge, DS Automobiles, Fiat, Jeep®, Lancia, Maserati, Opel, Peugeot, Ram, Vauxhall, Free2move e Leasys. Grazie alla diversità che ci alimenta, guidiamo il modo in cui il mondo si muove, aspirando a diventare la migliore azienda tecnologica di mobilità sostenibile, non la più grande, creando al contempo valore aggiunto per tutti gli stakeholder nonché per le community in cui opera. Per maggiori informazioni, visitare [www.stellantis.com](http://www.stellantis.com)

Contatti: [communications@stellantis.com](mailto:communications@stellantis.com) o [investor.relations@stellantis.com](mailto:investor.relations@stellantis.com)



## Stellantis Reports 7% Growth in Q3 2023 Net Revenues, Driven by Continued Strength in Shipments Year-Over-Year

- Net revenues of €45.1 billion, up 7% compared to Q3 2022, mainly reflecting improved volume and consistent pricing, partially offset by foreign exchange impacts
- Consolidated shipments<sup>(1)</sup> of 1,427 thousand units, up 11% versus Q3 2022, with Enlarged Europe, Middle East & Africa, North America and South America reporting year-over-year improvements
- Total new vehicle inventory of 1,387 thousand units at September 30, 2023. Company inventory of 388 thousand units, up 158 thousand units from December 31, 2022 reflecting a return to more normal levels after a multi-year period of materially-constrained supplies
- Tentative agreement reached with both UAW and Unifor. Work stoppages negatively impacted Net revenues by approximately €3 billion, compared to planned production, through October
- Global BEV sales up 37% versus Q3 2022 mainly driven by the Jeep® Avenger and growing commercial BEV vehicles sales led by the Citroën ë-Berlingo
- The Company repurchased €0.5 billion in shares during Q3 2023. During the nine months ended September 30, 2023, €1.2 billion in shares were repurchased. The Company expects to complete the announced €1.5 billion 2023 Share Buyback Program during Q4 2023

"In the first half of this year, Stellantis emerged as the industry leader for AOI, AOI margin, and Industrial Free Cash Flows among its comparable peers. Today, we are focused on maintaining our momentum by delivering industry-leading profitability and cash flows, addressing critical near-term industry challenges, and continuing our electrification and technology transformation. This growth is propelling the execution of our Dare Forward 2030 strategy."

**Natalie Knight, CFO**



All-New Peugeot E-3008

	Q3 2023	Q3 2022	Change	<b>FY 2023 GUIDANCE - CONFIRMED</b>	
Combined shipments (000 units)	1,478	1,334	+11%	Adjusted Operating Income Margin <sup>(2)</sup>	Double-Digit
Consolidated shipments (000 units)	1,427	1,281	+11%	Industrial Free Cash Flows <sup>(3)</sup>	Positive
Net revenues (€ billion)	45.1	42.1	+7%	€1.5 billion Share Buyback Program	On-Track
	YTD 2023	YTD 2022	Change	<b>2023 INDUSTRY OUTLOOK<sup>(4)*</sup></b>	
Combined shipments (000 units)	4,805	4,367	+10%	North America	+8% (from 5%)
Consolidated shipments (000 units)	4,629	4,215	+10%	Enlarged Europe	+10% (from 7%)
Net revenues (€ billion)	143.5	130.1	+10%	Middle East & Africa	+10% (from 7%)
				South America	Stable (from 3%)
				India & Asia Pacific	+5% (unchanged)
				China	+2% (unchanged)

\*2023 Industry Outlook changed for NA, EE, MEA and SA compared to outlook provided on Jul 26 '23

All reported data is unaudited. Reference should be made to the section "Safe Harbor Statement" included elsewhere within this document.



AMSTERDAM, October 31, 2023 - Stellantis N.V. continued to build momentum in Q3 2023, delivering a 7% year-over-year increase of Net revenues driven by continued strength in shipments. The Company's "Third Engine"<sup>(5)</sup> achieved 25% revenue growth year-over-year. Global BEV sales were up 37% versus third quarter 2022, led by the following vehicles: Jeep® Avenger, Citroën Ami, Peugeot E-208, Fiat New 500e, and Citroën ë-Berlingo. Key activities executed to achieve the Dare Forward 2030 strategic plan include:

**Care:** In an industry still affected by unprecedented disruptions and transformations, Stellantis and its dealer network in Europe have strengthened their partnership to improve customer experience and streamline the overall customer journey. With the signing of over 8,000 sales and 25,000 aftersales contracts across 10 strategic European countries, it is clear that Stellantis and its business partners share the same goals when it comes to simplification, multi-brand approach, customer centricity, and quality assurance. Austria, Belgium, Luxembourg, and Netherlands have already adopted the new contracts, with the rest of Europe to begin adopting the new model starting in 2024.

**Tech:** Peugeot revealed the first application of STLA Medium - the first of Stellantis' four global BEV-by-design platforms - with the new E-3008, offering a best-in-class range of up to 700 km, charging time, performance, efficiency, and driving pleasure. Fiat returned to the B-segment, leading the way for sustainable urban mobility, with the new 600e, which boasts state-of-the-art safety features and an electric range of more than 400km (WLTP<sup>(6)</sup> combined cycle) and more than 600 km (WLTP<sup>(6)</sup> urban cycle) in the city. Fiat also unveiled the new Topolino micro-mobility offer with a 75km range and a safe top speed of 45 km/h. The Company also announced the start of all-electric van production at Ellesmere Port - the UK's first EV-only volume manufacturing plant - and the first Stellantis plant globally dedicated to electric vehicles.

Coming to the market soon is the all-electric Citroën ë-C3. The first affordable European electric car, the ë-C3 delivers best-in-class comfort, and easy electric life thanks to a 44kWh battery pack providing up to 320km (199 miles) WLTP<sup>(6)</sup> driving range, at fair and net prices in many European markets, starting at €23,300.

Stellantis celebrated the opening of its state-of-the-art Battery Technology Center at the Mirafiori complex in Turin, Italy. The center enhances the Company's capabilities to design, develop and test battery packs, modules, high-voltage cells, and software to power upcoming Stellantis brand vehicles.

The Company continued to strengthen its global electrification ecosystem and support its carbon neutrality ambitions: (i) concluding testing with Aramco on the compatibility of 24 engine families to use advanced drop-in eFuels, which will lower CO<sub>2</sub> emissions of a potential 28 million Stellantis vehicles currently on the road; (ii) unveiling with Saft the Intelligent Battery Integrated System, which the project team intends to make commercially available on Stellantis vehicles before the end of this decade; (iii) announcing plans for a sixth gigafactory globally to support its bold electrification plan of securing approximately 400 GWh of battery capacity; it will be the second facility to be built in the U.S. with Samsung SDI; (iv) investing in Controlled Thermal Resources Holdings Inc.'s Hell's Kitchen project to produce up to 300,000 metric tons of lithium carbonate equivalent each year; and (v) completing its 33.3% purchase of Symbio, a leader in zero-emission hydrogen mobility to help secure Stellantis' leadership position in hydrogen-powered vehicles.

**Value:** To accelerate the transition to electric vehicles in North America, Stellantis and six major global automakers will create an unprecedented charging network installing at least 30,000 high-powered charge points.

Stellantis is also implementing a multifaceted strategy designed to manage and secure the long-term supply of vital microchips, delivering the objectives laid out in Dare Forward 2030. Stellantis' strategy combines agreements with chip makers for critical semiconductors, purchase of mission-critical parts, and full visibility of future chip needs.

The Company repurchased €0.5 billion in shares during Q3 2023. During the nine months ended September 30, 2023, €1.2 billion in shares were repurchased. The Company expects to complete the announced €1.5 billion 2023 Share Buyback Program during Q4 2023.

In October 2023, the Company announced its plans to acquire approximately 20% of Leapmotor for approximately €1.5 billion and to form Leapmotor International, a 51/49 Stellantis-led joint venture with exclusive rights for the export and sale, as well as manufacturing, of Leapmotor products outside Greater China.

In October 2023, the Company introduced Pro One as the enhanced strategic offensive of its commercial vehicles business to achieve global leadership, encompassing the professional offerings of six iconic brands of Stellantis – Citroën, FIAT Professional, Opel, Peugeot, Ram and Vauxhall, and to support achievement of the Dare Forward 2030 strategic plan targets.

On October 31, 2023 at 2:00 p.m. CET / 9:00 a.m. EDT, a live audio webcast and conference call will be held to present Stellantis' Third Quarter 2023 Shipments and Revenues. The audio webcast and recorded replay will be accessible under the Investors section of the Stellantis corporate website at [www.stellantis.com](http://www.stellantis.com). The presentation material is expected to be posted under the Investors section of the Stellantis corporate website at approximately 8:00 a.m. CET / 3:00 a.m. EDT on October 31, 2023.

#### Upcoming events:

- Full Year 2023 Results - February 15, 2024
- Investor Day 2024, Auburn Hills, Michigan, USA - June 13, 2024

#### About Stellantis

Stellantis N.V. (NYSE: STLA/ Euronext Milan: STLAM/ Euronext Paris: STLAP) is one of the world's leading automakers and a mobility provider. Its storied and iconic brands embody the passion of their visionary founders and today's customers in their innovative products and services, including Abarth, Alfa Romeo, Chrysler, Citroën, Dodge, DS Automobiles, Fiat, Jeep®, Lancia, Maserati, Opel, Peugeot, Ram, Vauxhall, Free2move and Leasys. Powered by our diversity, we lead the way the world moves – aspiring to become the greatest sustainable mobility tech company, not the biggest, while creating added value for all stakeholders as well as the communities in which it operates. For more information, visit [www.stellantis.com](http://www.stellantis.com).

Contacts: [communications@stellantis.com](mailto:communications@stellantis.com) or [investor.relations@stellantis.com](mailto:investor.relations@stellantis.com)



## SEGMENT PERFORMANCE

### NORTH AMERICA

	Q3 2023	Q3 2022	Change		YTD 2023	YTD 2022
				<ul style="list-style-type: none"> <li><b>Shipments</b> up 7%, led by Chrysler (in particular Pacifica PHEV) which more than doubled y-o-y; Dodge and Ram also improved; Jeep shipments down due to the discontinued current generation Cherokee and scheduled downtime of the Compass, partially offset by Grand Cherokee which nearly doubled</li> </ul>		
Shipments (000s)	470	441	+29	<ul style="list-style-type: none"> <li><b>Net revenues</b> up 2%, primarily due to higher volumes, positive net pricing and positive mix, mostly offset by unfavorable FX translation effects</li> </ul>	1,493	1,400
Net revenues (€ million)	21,523	21,071	+452		67,439	63,514

### ENLARGED EUROPE

	Q3 2023	Q3 2022	Change		YTD 2023	YTD 2022
				<ul style="list-style-type: none"> <li><b>Shipments</b> up 11%, driven by increased shipments of Opel/Vauxhall (in particular Astra), Fiat Professional (led by Ducato) and Peugeot (led by 208), as well as increased demand for BEVs, led by Jeep Avenger</li> </ul>		
Shipments (000s)	599	538	+61	<ul style="list-style-type: none"> <li><b>Net revenues</b> up 5%, mainly due to increased volumes and stable net pricing</li> </ul>	2,077	1,900
Net revenues (€ million)	14,124	13,486	+638		48,985	44,805

### MIDDLE EAST & AFRICA

	Q3 2023	Q3 2022	Change		YTD 2023	YTD 2022
				<ul style="list-style-type: none"> <li><b>Consolidated shipments</b> up 102%, led by robust growth in Fiat shipments; Opel, Peugeot and Citroën models also grew significantly, partially offset by a decrease in Jeep brand shipments</li> </ul>		
Combined shipments (000s) <sup>(1)</sup>	139	87	+52	<ul style="list-style-type: none"> <li><b>Net revenues</b> up 128%, primarily due to increased volumes and positive net pricing, partially offset by negative FX translation effects, mainly from Turkish lira</li> </ul>	440	286
Consolidated shipments (000s) <sup>(1)</sup>	105	52	+53		313	190
Net revenues (€ million)	3,021	1,324	+1,697		7,719	4,363

### SOUTH AMERICA

	Q3 2023	Q3 2022	Change		YTD 2023	YTD 2022
				<ul style="list-style-type: none"> <li><b>Shipments</b> up 7%, due to higher Fiat volumes (led by Fastback), Fiat Professional, Peugeot and Ram shipments</li> </ul>		
Shipments (000s)	227	213	+14	<ul style="list-style-type: none"> <li><b>Net revenues</b> up 8%, mainly due to increased volumes and favorable net pricing, partially offset by negative FX translation effects, mostly Argentinian peso</li> </ul>	647	616
Net revenues (€ million)	4,285	3,965	+320		11,848	11,198

### CHINA AND INDIA & ASIA PACIFIC

	Q3 2023	Q3 2022	Change		YTD 2023	YTD 2022
				<ul style="list-style-type: none"> <li><b>Consolidated shipments</b> down 33%, due to decreased shipments of Jeep and Peugeot; mitigated by increased Alfa Romeo (due to all-new Tonale)</li> </ul>		
Combined shipments (000s) <sup>(1)</sup>	37	48	(11)	<ul style="list-style-type: none"> <li><b>Net revenues</b> down 38%, mainly due to decreased volumes and negative FX translation effects</li> </ul>	127	148
Consolidated shipments (000s) <sup>(1)</sup>	20	30	(10)		78	92
Net revenues (€ million)	705	1,138	(433)		2,691	3,290

### MASERATI

	Q3 2023	Q3 2022	Change		YTD 2023	YTD 2022
				<ul style="list-style-type: none"> <li><b>Shipments</b> down 20%, due to lower volumes in China; Levante and Ghibli shipments down, partially offset by higher Grecale volumes</li> </ul>		
Shipments (000s)	5.3	6.6	(1.3)	<ul style="list-style-type: none"> <li><b>Net revenues</b> down 21%, primarily due to decreased volumes and unfavorable FX translation effects</li> </ul>	20.6	16.8
Net revenues (€ million)	496	630	(134)		1,805	1,571



## Reconciliations

Net revenues from external customers to Net revenues

Q3 2023	(€ million)	NORTH AMERICA	ENLARGED EUROPE	MIDDLE EAST & AFRICA	SOUTH AMERICA	CHINA AND INDIA & ASIA PACIFIC	MASERATI	OTHER <sup>(*)</sup>	STELLANTIS
Net revenues from external customers		21,522	14,077	3,022	4,320	705	495	995	45,136
Net revenues from transactions with other segments		1	47	(1)	(35)	—	1	(13)	—
<b>Net revenues</b>		<b>21,523</b>	<b>14,124</b>	<b>3,021</b>	<b>4,285</b>	<b>705</b>	<b>496</b>	<b>982</b>	<b>45,136</b>

(\*) Other activities, unallocated items and eliminations

Q3 2022	(€ million)	NORTH AMERICA	ENLARGED EUROPE	MIDDLE EAST & AFRICA	SOUTH AMERICA	CHINA AND INDIA & ASIA PACIFIC	MASERATI	OTHER <sup>(*)</sup>	STELLANTIS
Net revenues from external customers		21,070	13,467	1,324	3,978	1,136	631	495	42,101
Net revenues from transactions with other segments		1	19	—	(13)	2	(1)	(8)	—
<b>Net revenues</b>		<b>21,071</b>	<b>13,486</b>	<b>1,324</b>	<b>3,965</b>	<b>1,138</b>	<b>630</b>	<b>487</b>	<b>42,101</b>

(\*) Other activities, unallocated items and eliminations

YTD 2023	(€ million)	NORTH AMERICA	ENLARGED EUROPE	MIDDLE EAST & AFRICA	SOUTH AMERICA	CHINA AND INDIA & ASIA PACIFIC	MASERATI	OTHER <sup>(*)</sup>	STELLANTIS
Net revenues from external customers		67,438	48,888	7,720	11,929	2,690	1,805	3,034	143,504
Net revenues from transactions with other segments		1	97	(1)	(81)	1	—	(17)	—
<b>Net revenues</b>		<b>67,439</b>	<b>48,985</b>	<b>7,719</b>	<b>11,848</b>	<b>2,691</b>	<b>1,805</b>	<b>3,017</b>	<b>143,504</b>

(\*) Other activities, unallocated items and eliminations

YTD 2022	(€ million)	NORTH AMERICA	ENLARGED EUROPE	MIDDLE EAST & AFRICA	SOUTH AMERICA	CHINA AND INDIA & ASIA PACIFIC	MASERATI	OTHER <sup>(*)</sup>	STELLANTIS
Net revenues from external customers		63,512	44,742	4,363	11,211	3,286	1,574	1,412	130,100
Net revenues from transactions with other segments		2	63	—	(13)	4	(3)	(53)	—
<b>Net revenues</b>		<b>63,514</b>	<b>44,805</b>	<b>4,363</b>	<b>11,198</b>	<b>3,290</b>	<b>1,571</b>	<b>1,359</b>	<b>130,100</b>

(\*) Other activities, unallocated items and eliminations



## NOTES

- (1) Combined shipments include shipments by Company's consolidated subsidiaries and unconsolidated joint ventures, whereas Consolidated shipments only include shipments by Company's consolidated subsidiaries. Figures by segments may not add up due to rounding.
- (2) Adjusted operating income/(loss) excludes from Net profit/(loss) adjustments comprising restructuring, impairments, asset write-offs, disposals of investments and unusual operating income/(expense) that are considered rare or discrete events and are infrequent in nature, as inclusion of such items is not considered to be indicative of the Company's ongoing operating performance, and also excludes Net financial expenses/(income) and Tax expense/(benefit). Effective from January 1, 2023, our Adjusted operating income/(loss) includes Share of the profit/(loss) of equity method investees. The comparatives for the respective periods for 2022 have been adjusted accordingly. This change was implemented as management believes these results are becoming increasingly relevant due to the number of partnerships Stellantis has recently engaged in, and will continue to engage in in the future, around electrification and other areas critical to the future of mobility. Unusual operating income/(expense) are impacts from strategic decisions, as well as events considered rare or discrete and infrequent in nature, as inclusion of such items is not considered to be indicative of the Company's ongoing operating performance. Unusual operating income/(expense) includes, but may not be limited to: impacts from strategic decisions to rationalize Stellantis' core operations; facility-related costs stemming from Stellantis' plans to match production capacity and cost structure to market demand, and convergence and integration costs directly related to significant acquisitions or mergers.
- (3) Industrial free cash flows is calculated as Cash flows from operating activities less: cash flows from operating activities from discontinued operations; cash flows from operating activities related to financial services, net of eliminations; investments in property, plant and equipment and intangible assets for industrial activities; contributions of equity to joint ventures and minor acquisitions of consolidated subsidiaries and equity method and other investments; and adjusted for: net intercompany payments between continuing operations and discontinued operations; proceeds from disposal of assets and contributions to defined benefit pension plans, net of tax. The timing of Industrial free cash flows may be affected by the timing of monetization of receivables, factoring and the payment of accounts payables, as well as changes in other components of working capital, which can vary from period to period due to, among other things, cash management initiatives and other factors, some of which may be outside of the Company's control.
- (4) Source: IHS Global Insight, Wards, China Passenger Car Association and Company estimates
- (5) Refers to the aggregation of the South America, Middle East & Africa and China and India & Asia Pacific segments for presentation purposes only
- (6) Worldwide Harmonized Light Vehicles Test Cycle

Rankings, market share and other industry information are derived from third-party industry sources (e.g. Agence Nationale des Titres Sécurisés (ANTS), Associação Nacional dos Fabricantes de Veículos Automotores (ANFAVEA), Ministry of Infrastructure and Sustainable Mobility (MIMS), Ward's Automotive) and internal information unless otherwise stated.

For purposes of this document, and unless otherwise stated industry and market share information are for passenger cars (PC) plus light commercial vehicles (LCV), except as noted below:

- Middle East & Africa exclude Iran, Sudan and Syria;
- South America excludes Cuba;
- India & Asia Pacific reflects aggregate for major markets where Stellantis competes (Japan (PC), India (PC), South Korea (PC + Pickups), Australia, New Zealand and South East Asia);
- China represents PC only; and
- Maserati reflects aggregate for 17 major markets where Maserati competes and is derived from S&P Global data, Maserati competitive segment and internal information.

Prior period figures have been updated to reflect current information provided by third-party industry sources.

Commercial Vehicles include vans, light and heavy-duty trucks and passenger vehicles registered or converted for commercial use.

EU30 = EU 27 (excluding Malta), Iceland, Norway, Switzerland and UK.

Low emission vehicles (LEV) = battery electric (BEV), plug-in hybrid (PHEV) and fuel cell electric (FCEV) vehicles.

All Stellantis reported BEV and LEV sales include Citroën Ami and Opel Rocks-e; in countries where these vehicles are classified as quadricycles, they are excluded from Stellantis reported combined sales, industry sales and market share figures.





## SAFE HARBOR STATEMENT

This document, in particular references to “FY 2023 Guidance”, contains forward looking statements. In particular, statements regarding future financial performance and the Company’s expectations as to the achievement of certain targeted metrics, including revenues, industrial free cash flows, vehicle shipments, capital investments, research and development costs and other expenses at any future date or for any future period are 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”, or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Company’s current state of knowledge, future expectations and projections about future events and are by their nature, 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 forward-looking statements as a result of a variety of factors, including: the Company’s ability to launch new products successfully and to maintain vehicle shipment volumes; changes in the global financial markets, general economic environment and changes in demand for automotive products, which is subject to cyclicalities; the Company’s ability to realize the anticipated benefits of the merger; the Company’s ability to offer innovative, attractive products and to develop, manufacture and sell vehicles with advanced features including enhanced electrification, connectivity and autonomous-driving characteristics; the continued impact of unfilled semiconductor orders; the Company’s ability to successfully manage the industry-wide transition from internal combustion engines to full electrification; the Company’s ability to produce or procure electric batteries with competitive performance, cost and at required volumes; a significant malfunction, disruption or security breach compromising information technology systems or the electronic control systems contained in the Company’s vehicles; exchange rate fluctuations, interest rate changes, credit risk and other market risks; increases in costs, disruptions of supply or shortages of raw materials, parts, components and systems used in the Company’s vehicles; changes in local economic and political conditions; changes in trade policy, the imposition of global and regional tariffs or tariffs targeted to the automotive industry, the enactment of tax reforms or other changes in tax laws and regulations; the level of government economic incentives available to support the adoption of battery electric vehicles; various types of claims, lawsuits, governmental investigations and other contingencies, including product liability and warranty claims and environmental claims, investigations and lawsuits; material operating expenditures in relation to compliance with environmental, health and safety regulations; the level of competition in the automotive industry, which may increase due to consolidation and new entrants; the Company’s ability to attract and retain experienced management and employees; exposure to shortfalls in the funding of the Company’s defined benefit pension plans; the Company’s ability to provide or arrange for access to adequate financing for dealers and retail customers and associated risks related to the establishment and operations of financial services companies; the Company’s ability to access funding to execute its business plan; the Company’s ability to realize anticipated benefits from joint venture arrangements; disruptions arising from political, social and economic instability; risks associated with the Company’s relationships with employees, dealers and suppliers; the Company’s ability to maintain effective internal controls over financial reporting; developments in labor and industrial relations and developments in applicable labor laws; earthquakes or other 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 disclaims any obligation to update or revise publicly forward-looking statements. Further information concerning the Company 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 and AFM.