



*Si prega di considerare la seguente versione in inglese come riferimento completo*

## Stellantis registra un calo dei ricavi netti nel terzo trimestre del 2024, in un periodo di transizione caratterizzato da aggiornamenti dei prodotti e riduzione delle scorte. Confermata la guidance per l'intero anno

- Ricavi netti per 33 miliardi di euro, in calo del 27% rispetto al terzo trimestre del 2023, principalmente per minori consegne e un mix sfavorevole, oltre all'impatto dei prezzi e dei cambi.
- Consegne consolidate<sup>(1)</sup>, di 1.148 mila unità, diminuite di 279 mila unità, ovvero del 20% su base annua. Il terzo trimestre del 2024 ha scontato la cessata produzione di diversi modelli per l'avvio della transizione del portafoglio prodotti a livello globale, la riduzione pianificata delle scorte in Nord America e gli impatti derivanti da un contesto di mercato europeo difficile.
- Il piano prodotti rimane in linea con l'obiettivo di presentare circa 20 nuovi modelli nel 2024. I vuoti temporanei nella nostra gamma sono dovuti in parte alla trasformazione del portafoglio prodotti, che amplia la copertura del mercato, consolida le piattaforme e offre una flessibilità multi-energy unica.
- Stock complessivo di 1.330 mila unità al 30 settembre 2024, in calo di 129 mila unità nel corso dei nove mesi. Lo stock presso la rete negli Stati Uniti, una priorità focale, è stato ridotto di oltre 80 mila unità dal 30 giugno al 30 ottobre 2024 ed è in linea con l'obiettivo precedentemente comunicato di riduzione di 100 mila unità entro il 30 novembre 2024.
- L'accoglienza per i nuovi prodotti è stata molto positiva, con ordini per più di 50 mila unità per la nuovissima Citroën C3, circa 75 mila unità per la nuovissima Peugeot 3008 e oltre 200 concessionari pronti per il lancio europeo di Leapmotor.
- Il programma di riacquisto di azioni proprie di 3 miliardi di euro si è concluso nel mese di ottobre (di cui 0,9 miliardi nel terzo trimestre), con un ritorno totale di 7,7 miliardi di euro agli azionisti nel 2024. Una politica del capitale coerente sosterrà la calibrazione dei dividendi e il riacquisto di azioni proprie nel 2025.
- Viene confermata la guidance finanziaria per il 2024, che era stata aggiornata lo scorso 30 settembre 2024.

“Sebbene la performance del terzo trimestre del 2024 sia inferiore al nostro potenziale, sono soddisfatto dei progressi nell'indirizzare i problemi operativi, in particolare lo stock negli Stati Uniti, che è stato ridotto in modo significativo ed è in linea con gli obiettivi di fine anno, nonché la stabilizzazione della quota di mercato nello stesso Paese. In Europa, i nostri rigorosi requisiti di qualità hanno ritardato l'avvio di alcuni modelli dagli alti volumi, ma con i progressi compiuti nel risolvere le sfide, beneficeremo presto dell'espansione significativa che l'ondata di prodotti di nuova generazione porterà nel 2025 e oltre.”

**Doug Ostermann, CFO**



Concept Citroën C5 Aircross

Tutti i dati riportati non sono stati sottoposti a revisione contabile. Fare riferimento alla sezione “Safe Harbor Statement” inclusa nella versione originale in inglese del presente documento.

Per una spiegazione delle voci citate in questa pagina e per le informazioni sul mercato e sul settore si rimanda a pagina 5.



AMSTERDAM, 31 ottobre 2024 - Stellantis ha registrato un calo nei ricavi netti nel terzo trimestre 2024, un periodo segnato dalla transizione verso prodotti migliorati e dalle azioni di riduzione dello stock. L'Azienda conferma la guidance per il 2024 che era stata aggiornata il 30 settembre 2024. I ricavi netti sono diminuiti del 27% rispetto all'anno precedente, principalmente a causa delle consegne inferiori e di un mix sfavorevole, nonché degli impatti prezzi e cambi. Le consegne consolidate<sup>(1)</sup> per il trimestre chiuso il 30 settembre 2024 sono state pari a 1.148 mila unità, con un calo del 20% su base annua.

### Offensiva sui prodotti

L'Azienda prevede di lanciare circa 20 nuovi modelli nel 2024. Questo offensiva di prodotti di nuova generazione presenta le prime offerte della famiglia di piattaforme STLA, dotate di una flessibilità multi-energy superiore (motorizzazioni ibride, completamente elettriche e benzina). Tre modelli sono stati lanciati nel terzo trimestre:

- **Alfa Romeo Junior** - La nuova compatta riporta la sportività e la dinamica di guida best-in-class di Alfa Romeo nel combattuto segmento B del mercato europeo e viene offerta con la più ampia gamma di motorizzazioni per soddisfare tutte le esigenze dei clienti. Junior ha già raccolto più di 10.000 ordini.
- **Citroën C3** - La è-C3 completamente elettrica guida la quarta generazione della più popolare vettura di segmento B di Citroën e ha superato i 25.000 ordini dall'apertura. La è-C3 ha un prezzo di 23.300 euro per la versione con un'autonomia elettrica di 320 km e di 19.900 euro per la versione in arrivo con autonomia di 200 km, rendendo la mobilità elettrica più accessibile. L'iconica e nuovissima C3 con la nuova versione Hybrid ha superato i 50.000 ordini.
- **Citroën Basalt** - Già lanciata in India, la Basalt arriva in Sud America (Brasile) a partire da 89.990 R\$, combinando spazio interno e stile Coupé come il SUV più conveniente sul mercato.

La prossima ondata di lanci di prodotti in America prenderà il via a breve con la Dodge Charger Daytona completamente elettrica, la Jeep® Wagoneer S completamente elettrica, il nuovo Ram 1500 REV completamente elettrico e il pickup Ram 1500 Ramcharger, l'EV ad autonomia estesa.

In Europa, Leapmotor International, una joint venture guidata da Stellantis in collaborazione con la casa automobilistica cinese Leapmotor, ha consegnato i primi veicoli supportati da oltre 200 concessionari. Tra questi, il C10, un SUV del segmento D con un'autonomia di 420 km (WLTP) e il T03, una vettura compatta BEV a 5 porte del segmento A con un'autonomia di 265 km e un prezzo inferiore a 20.000 euro. La partnership offre ai clienti europei l'accesso a una tecnologia BEV avanzata e di alto valore, sostenuta dall'esperienza organizzativa e di vendita al dettaglio di Stellantis, distinguendo Leapmotor International dai suoi concorrenti.

Stellantis si è presentata al Salone dell'Auto di Parigi in ottobre con nuovi e migliorati veicoli elettrificati che offrono ai clienti una vasta gamma di opzioni per una mobilità pulita, sicura ed economicamente conveniente:

- È stata presentata la **Peugeot E-408**, che amplia la gamma di veicoli BEV del marchio a 12 veicoli, la più completa di qualsiasi altro produttore europeo mainstream. Lanciata nel primo semestre, la nuovissima Peugeot 3008 ha raccolto circa 75.000 ordini, con un mix di BEV del 25%.
- Il debutto delle rinnovate **Citroën C4** e **C4 X** - entrambe disponibili in versione completamente elettrica - con il nuovissimo concept **C5 Aircross**, basato su STLA Medium, segnano il passo successivo nel rinnovamento della gamma di veicoli del marchio. Il brand ha celebrato anche i quattro anni del veicolo di micromobilità Ami, e ha anche mostrato la futura generazione di Ami, che sarà in vendita nel 2025.
- **Alfa Romeo** ha presentato l'anteprima mondiale della Junior IBRIDA, la compatta con Turbo Ibrido a Geometria Variabile da 136 CV e 48 volt, che si affianca alla batteria da 54 kWh dell'ELETTRICA, disponibile in due varianti di potenza, la 156 CV e la top di gamma, la VELOCE, da 240 CV e 410 km di autonomia. Il marchio ha anche presentato per la prima volta il model year 2025 di Tonale con nuove caratteristiche e interni rinnovati.
- **Leapmotor** ha fatto un'entrata in scena di rilievo al Salone dell'Auto di Parigi con il debutto mondiale dell'attesissimo C-SUV B10, il primo modello della sua serie B costruito sull'avanzata architettura LEAP 3.5.

### Spinta tecnologica

Quest'anno in Europa Stellantis avrà un'offerta di 40 modelli BEV, la maggior parte dei quali costruiti sulle piattaforme innovative e flessibili multi-energy. Queste piattaforme permettono a Stellantis di soddisfare le esigenze in continua evoluzione dei clienti, adattandosi ai bisogni locali e regionali. Le Peugeot E-3008 ed E-5008, basate sulla piattaforma STLA Medium, offrono fino a 700 km di autonomia nel ciclo combinato WLTP, risultando le migliori della categoria nel loro segmento. Negli Stati Uniti, Stellantis ha annunciato un investimento di oltre 406 milioni di dollari in tre stabilimenti del Michigan per supportare la tecnologia multi-energia e la flessibilità produttiva, consentendo l'adattamento a vari scenari di elettrificazione.

Stellantis ha collaborato con la Commissione francese per le energie alternative e l'energia atomica (CEA) per sviluppare celle per batterie di nuova generazione. Questa collaborazione mira a garantire prestazioni più elevate, una durata utile superiore e una minore impronta ambientale, per favorire l'accessibilità e la sostenibilità dei veicoli elettrici a batteria. Stellantis prevede inoltre di incorporare le batterie allo stato solido di Factorial in una flotta di nuovissime Dodge Charger Daytona basate sulla piattaforma STLA Large entro il 2026, un passo fondamentale per arrivare alla produzione di massa della tecnologia delle batterie allo stato solido.



### **Creazione di valore**

Stellantis Pro One ha inaugurato il suo nuovo hub globale per i veicoli commerciali al Mirafiori Automotive Park 2030 di Torino, per migliorare l'efficienza e la velocità decisionale. I veicoli commerciali rappresentano un terzo del fatturato netto di Stellantis. Stellantis Pro One ha chiuso il terzo trimestre al primo posto nel mercato dei veicoli commerciali EU30 con una quota di mercato superiore al 29% nei primi nove mesi del 2024 e un aumento del volume dell'1% rispetto all'anno precedente, e mantiene la leadership del segmento dei BEV al 32,8%.

Il 31 ottobre 2024 alle ore 13:00 CET / 8:00 EDT, si terrà un webcast e una conference call in cui saranno presentati le consegne e i ricavi riportati da Stellantis nel terzo trimestre 2024, con la pubblicazione del materiale attesa per le ore 8:00 circa CET / 3:00 a.m. EDT. Il webcast e il replay saranno disponibili nella sezione Investors del sito web di Stellantis ([www.stellantis.com](http://www.stellantis.com)).



## Stellantis Reports Lower Q3 2024 Net Revenues Amid Transitional Period of Product Upgrades and Inventory Reduction; Confirms Full-Year Guidance

- Net revenues of €33.0 billion, down 27% compared to Q3 2023, primarily due to lower shipments and unfavorable mix as well as pricing and foreign exchange impacts
- Consolidated shipments<sup>(1)</sup> of 1,148 thousand units, were down 279 thousand, or 20% year-over-year. Q3 2024 included production gaps in several models as a global product transition begins, planned North American inventory reductions, and headwinds from a challenging European market environment
- Product blitz remains on track to deliver approximately 20 new models in 2024. Temporary gaps in our line-up are due in part to the transformational upgrade of the product portfolio, which expands market coverage, consolidates platforms, and delivers unique multi-energy flexibility
- Total inventory of 1,330 thousand units at September 30, 2024 was down 129 thousand units year-to-date. The U.S. dealer inventory level, a focus priority, was reduced by over 80 thousand units at October 30, 2024 from June 30, 2024, and is on track to reach our previously communicated 100 thousand unit reduction target in November 30, 2024
- Reception for new products is strong, including orders for more than 50 thousand units for the all-new Citroën C3, approximately 75 thousand units for the all-new Peugeot 3008, and over 200 dealers in place for the European Leapmotor launch
- The Company's €3 billion buyback program was completed in October (Including €0.9B in Q3), returning a total of €7.7 billion to shareholders in 2024. Consistent capital policy will support early 2025 dividend calibration and buybacks
- The Company reiterates its 2024 financial guidance, which was updated on September 30, 2024

"While Q3 2024 performance is below our potential, I'm pleased with our progress addressing operational issues, in particular U.S. inventories, which have been reduced meaningfully and are on track for year-end targets, as well as stabilization of U.S. market share. In Europe, stringent quality requirements delayed the start of certain high-volume products, but with progress resolving challenges we will soon benefit from the significantly expanded reach our generational new product wave brings to 2025 and beyond."

**Doug Ostermann, CFO**



Citroën C5 Aircross Concept

	Q3 2024	Q3 2023	Change	
Combined shipments (000 units)	1,174	1,478	(21)%	<b>FY 2024 GUIDANCE</b>
Consolidated shipments (000 units)	1,148	1,427	(20)%	
Net revenues (€ billion)	33.0	45.1	(27)%	
	YTD 2024	YTD 2023	Change	
Combined shipments (000 units)	4,105	4,805	(15)%	AOI margin <sup>(2)</sup> : 5.5% - 7%
Consolidated shipments (000 units)	4,020	4,629	(13)%	Industrial free cash flows <sup>(3)</sup> : €(5) billion - €(10) billion
Net revenues (€ billion)	118.0	143.5	(18)%	

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



AMSTERDAM, October 31, 2024 - Stellantis reports lower Q3 2024 Net revenues amid transitional period of product upgrades and inventory reduction actions. The Company reiterates its 2024 financial guidance, which was updated on September 30, 2024. Net revenues declined 27% year-over-year, primarily due to lower shipments and unfavorable mix, as well as pricing and foreign exchange impacts. Consolidated shipments<sup>(1)</sup> for the three months ending September 30, 2024, were 1,148 thousand units, representing a 20% decline year-over-year.

### Product Blitz

The Company plans approximately 20 new product launches in 2024. This next-generation product blitz features the initial offerings from the STLA platform family imbued with superior multi-energy flexibility (hybrid, all-electric, and gasoline powertrains). Three products launched in the third quarter:

- **Alfa Romeo Junior** - The new compact car brings Alfa Romeo sportiness and best-in-class driving dynamics back into the hotly contested B-segment in the European market and is offered with the widest powertrain line-up to meet all customer requirements. Junior already has more than 10,000 orders.
- **Citroën C3** - The all-electric ë-C3 leads the fourth-generation line-up of Citroën's most popular B-segment car and has more than 25,000 orders since opening. The ë-C3 is priced at €23,300 for the 320km electric range version and €19,900 for the 200km range option coming soon, making electric mobility more accessible. The iconic, all-new C3 with a new Hybrid version has more than 50,000 orders.
- **Citroën Basalt** - Already launched in India, the Basalt arrived in South America (Brazil) starting at R\$89,990, combining interior space and Coupe style as the most affordable SUV on the market.

The upcoming wave of American product launches kicks off soon with the all-electric Dodge Charger Daytona, the all-electric Jeep® Wagoneer S, the all-new, all-electric Ram 1500 REV; and the Ram 1500 Ramcharger range-extended EV pickup.

In Europe, Leapmotor International, a joint venture led by Stellantis in collaboration with Chinese automaker Leapmotor, distributed the first vehicles supported by over 200 dealers. This includes the C10, a D-segment SUV with a 420 km range (WLTP) and the T03, a 5-door A-segment BEV compact car with a 265 km range and priced below €20,000. The partnership offers European buyers access to advanced, high-value BEV technology, bolstered by Stellantis' organizational and retail expertise, distinguishing Leapmotor International from its competitors.

Stellantis charged into the Paris Motor Show in October with new and upgraded electrified vehicles in the lineup to give customers a wide range of options for clean, safe and affordable mobility:

- The **Peugeot E-408** was unveiled, expanding the brand's lineup of BEVs to 12 vehicles, the most comprehensive of any European mainstream manufacturer. Launched in the first half, the all-new Peugeot 3008 has approximately 75,000 orders, with a 25% BEV mix.
- The debut of the refreshed **Citroën C4** and **C4 X** vehicles – both available in all-electric – along with the all-new **C5 Aircross** concept, based on STLA Medium, mark the next step in the makeover of the brand's vehicle lineup. The brand also celebrates four years of the Ami micromobility vehicle, and showed the next generation Ami, which will go on sale in 2025.
- **Alfa Romeo** staged the world debut of Junior IBRIDA, the compact car with 136-hp, 48-volt Hybrid Variable Geometry Turbo, which complements the ELETTRICA's 54-kWh battery, available in two power variants, the 156hp and the top-of-the-range, VELOCE, at 240hp with 410km of range. The brand also previewed the Tonale MY2025 with new features and a revamped interior.
- **Leapmotor** made an impressive entrance at the Paris Motor Show with the global debut of the highly anticipated B10 C-SUV, the first model in its B-series built on the advanced LEAP 3.5 architecture.

### Technology Push

Stellantis will offer 40 BEV models in Europe this year, the vast majority built on its innovative, flexible multi-energy platforms. These platforms enable Stellantis to meet evolving customer demands, adapting to local and regional needs. The Peugeot E-3008 and E-5008, based on the STLA Medium platform, offer up to 700km of range in the WLTP combined cycle, making them the best-in-class in their segment. In the U.S., Stellantis announced an investment of over \$406 million in three Michigan facilities to support multi-energy technology and manufacturing flexibility, allowing for adaptation to various electrification scenarios.

Stellantis has partnered with the French Alternative Energies and Atomic Energy Commission (CEA) to develop next-generation battery cells. This collaboration aims to create high-performance, longer-lasting cells with a lower carbon footprint, driving future affordability & sustainability in battery electric vehicles. Stellantis also plans to incorporate Factorial's solid-state batteries into a demonstration fleet of all-new Dodge Charger Daytona vehicles based on the STLA Large platform by 2026, a key step in bringing solid-state battery technology to mass production.

### Value Creation

Stellantis Pro One inaugurated its new global commercial vehicles hub at the Mirafiori Automotive Park 2030 in Turin, Italy, enhancing efficiency and decision-making speed. The commercial vehicles business accounts for one-third of Stellantis' Net revenues. Stellantis Pro One closed the third quarter ranked #1 in the EU30 commercial vehicles market with over 29% market share year-to-date September and a 1% year-over-year volume increase, and maintains segment leadership in BEVs at 32.8%.

On October 31, 2024 at 1:00 p.m. CET / 8:00 a.m. EDT, a live webcast and conference call will be held to present Stellantis' Third Quarter 2024 Shipments and Revenues, with the presentation expected to be posted at approximately 8:00 a.m. CET / 3:00 a.m. EDT. The webcast and recorded replay will be accessible under the Investors section of the Stellantis corporate website ([www.stellantis.com](http://www.stellantis.com)).





## SEGMENT PERFORMANCE

### NORTH AMERICA

	Q3 2024	Q3 2023	Change		YTD 2024	YTD 2023
				<ul style="list-style-type: none"> <li><b>Shipments</b> down 36%, due to a combination of strong Q3 '23 production, including 50K units of nameplates on hiatus in '24 pending successor launches, as well as production constraints to lower U.S. dealer inventories by 50k units</li> <li><b>Net revenues</b> down 42%, primarily due to lower volumes, and secondarily due to enlarged incentive spend associated with inventory reduction initiatives</li> </ul>		
Shipments (000s)	299	470	(171)		1,137	1,493
Net revenues (€ million)	12,425	21,523	(9,098)		50,778	67,439

### ENLARGED EUROPE

	Q3 2024	Q3 2023	Change		YTD 2024	YTD 2023
				<ul style="list-style-type: none"> <li><b>Shipments</b> down 17%, driven in particular by delayed launches of new B-segment products, including the Citroën C3 (now launched), and C3 Aircross, and others, as well as 5% lower industry volumes in the region</li> <li><b>Net revenues</b> down 12%, due to lower shipment volumes, continued pricing pressures in the market and higher buyback commitments, partially offset by positive nameplate mix from a shift from B to C segment vehicles</li> </ul>		
Shipments (000s)	496	599	(103)		1,883	2,077
Net revenues (€ million)	12,482	14,124	(1,642)		42,451	48,985

### MIDDLE EAST & AFRICA

	Q3 2024	Q3 2023	Change		YTD 2024	YTD 2023
				<ul style="list-style-type: none"> <li><b>Consolidated shipments</b> down 26%, primarily from decreased shipments to Algeria, where a temporary import restriction is in place, and secondarily in Turkey, where delays in the ramping of a new LCV partially contributed to lower share</li> <li><b>Net revenues</b> down 37%, primarily due to lower volumes and significant translation and foreign exchange impacts, mainly from Turkish lira, partially offset by pricing increases</li> </ul>		
Combined shipments (000s) <sup>(1)</sup>	104	139	(35)		377	440
Consolidated shipments (000s) <sup>(1)</sup>	78	105	(27)		292	313
Net revenues (€ million)	1,892	3,021	(1,129)		6,897	7,719

### SOUTH AMERICA

	Q3 2024	Q3 2023	Change		YTD 2024	YTD 2023
				<ul style="list-style-type: none"> <li><b>Shipments</b> up 14%, mainly due to stronger industry demand in Brazil and Argentina, production recovery after the Rio Grande do Sul flooding and expansion in the product portfolio</li> <li><b>Net revenues</b> down 2%, mainly due to negative FX translation effects due to the Brazilian Real, mostly offset by increased volumes</li> </ul>		
Shipments (000s)	259	227	+32		653	647
Net revenues (€ million)	4,215	4,285	(70)		11,582	11,848

### CHINA AND INDIA & ASIA PACIFIC

	Q3 2024	Q3 2023	Change		YTD 2024	YTD 2023
				<ul style="list-style-type: none"> <li><b>Consolidated shipments</b> down 30%, mainly due to decreases of Peugeot, Jeep and Ram in the context of rising competitive pressures, partly mitigated by introduction of the Citroën Basalt</li> <li><b>Net revenues</b> down 40%, mainly due to decreased volumes and unfavorable pricing</li> </ul>		
Combined shipments (000s) <sup>(1)</sup>	14	37	(23)		46	127
Consolidated shipments (000s) <sup>(1)</sup>	14	20	(6)		46	78
Net revenues (€ million)	426	705	(279)		1,498	2,691

### MASERATI

	Q3 2024	Q3 2023	Change		YTD 2024	YTD 2023
				<ul style="list-style-type: none"> <li><b>Shipments</b> down 60%, driven by lower Grecale volumes in particular, reduced appetite for Western OEM luxury products in China, a reduction in the portfolio as 3 nameplates ended production at the end of 2023, and the impact of inventory reduction initiatives</li> <li><b>Net revenues</b> down 61%, primarily due to significant decrease in volumes</li> </ul>		
Shipments (000s)	2.1	5.3	(3.2)		8.6	20.6
Net revenues (€ million)	195	496	(301)		826	1,805



## Reconciliations

Net revenues from external customers to Net revenues

Q3 2024	(€ 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		12,424	12,458	1,892	4,216	426	193	1,351	32,960
Net revenues from transactions with other segments		1	24	—	(1)	—	2	(26)	—
<b>Net revenues</b>		<b>12,425</b>	<b>12,482</b>	<b>1,892</b>	<b>4,215</b>	<b>426</b>	<b>195</b>	<b>1,325</b>	<b>32,960</b>

(\*) Other activities, unallocated items and eliminations

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

YTD 2024	(€ 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		50,775	42,306	6,897	11,589	1,497	824	4,089	117,977
Net revenues from transactions with other segments		3	145	—	(7)	1	2	(144)	—
<b>Net revenues</b>		<b>50,778</b>	<b>42,451</b>	<b>6,897</b>	<b>11,582</b>	<b>1,498</b>	<b>826</b>	<b>3,945</b>	<b>117,977</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



## 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. This includes the vehicles produced by our joint ventures and associates (including Leapmotor) which are distributed by our consolidated subsidiaries. In addition to the volumes included in consolidated shipments, combined shipments also includes the vehicles distributed by our joint ventures (such as Tofas). Figures by segments may not add up due to rounding. China shipments from DPCA are no longer included in Combined shipments as of November 2023; prior periods have not been restated.

(2) Adjusted operating income/(loss) margin is calculated as Adjusted operating income/(loss) divided by Net revenues.

(3) Industrial free cash flows is our key cash flow metric and is calculated as Cash flows from operating activities less: (i) cash flows from operating activities from discontinued operations; (ii) cash flows from operating activities related to financial services, net of eliminations; (iii) investments in property, plant and equipment and intangible assets for industrial activities; (iv) contributions of equity to joint ventures and minor acquisitions of consolidated subsidiaries and equity method and other investments; and adjusted for: (i) net intercompany payments between continuing operations and discontinued operations; (ii) proceeds from disposal of assets and (iii) contributions to defined benefit pension plans, net of tax. The timing of Industrial free cash flows may be affected by the substantive 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.

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), S&P Global, 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:

- Enlarged Europe excludes Russia and Belarus; Q3 2023 and year to date 2023 figures have been restated;
- 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 includes licensed sales from DPCA; 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.

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

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

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

### About Stellantis

Stellantis N.V. (NYSE: STLA/ Euronext Milan: STLAM/ Euronext Paris: STLAP) is one of the world's leading automakers aiming to provide clean, safe and affordable freedom of mobility to all. It's best known for its unique portfolio of iconic and innovative brands including Abarth, Alfa Romeo, Chrysler, Citroën, Dodge, DS Automobiles, FIAT, Jeep®, Lancia, Maserati, Opel, Peugeot, Ram, Vauxhall, Free2move and Leasys. Stellantis is executing its Dare Forward 2030, a bold strategic plan that paves the way to achieve the ambitious target of becoming a carbon net zero mobility tech company by 2038, with single-digit percentage compensation of the remaining emissions, while creating added value for all stakeholders. 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)





## SAFE HARBOR STATEMENT

This document, in particular references to “FY 2024 Guidance”, contains forward looking statements. 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 cyclicality; the Company’s ability to successfully manage the industry-wide transition from internal combustion engines to full electrification; 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 Company’s ability to produce or procure electric batteries with competitive performance, cost and at required volumes; the Company’s ability to successfully launch new businesses and integrate acquisitions; 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 governmental economic incentives available to support the adoption of battery electric vehicles; the impact of increasingly stringent regulations regarding fuel efficiency requirements and reduced greenhouse gas and tailpipe emissions; 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 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.