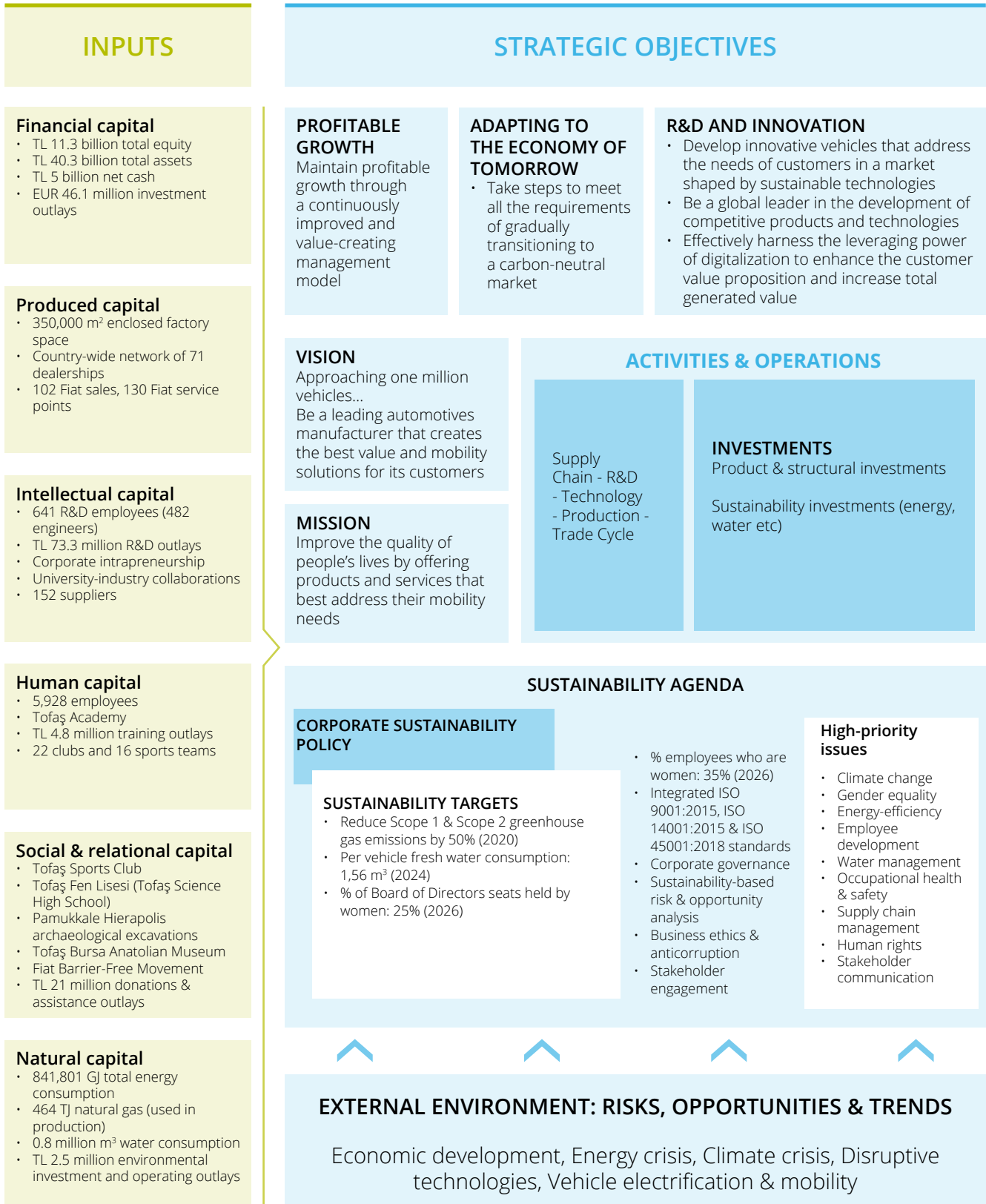


Business Model



OUTPUT	RESULTS	STAKEHOLDERS	SDG ALIGNMENTS
<p>Products & services</p> <ul style="list-style-type: none"> Total 263,747 passenger & light commercial vehicle Sales & after-sales services <p>Brands</p> <ul style="list-style-type: none"> FIAT <ul style="list-style-type: none"> Egea 500 500L 500X Panda FIAT PROFESSIONAL <ul style="list-style-type: none"> Doblò Fiorino Pratico Ducato ALFA ROMEO <ul style="list-style-type: none"> Tonale Stelvio Giulia JEEP® <ul style="list-style-type: none"> Compass Wrangler Renegade LANCIA (After-sales services only) <p>Environmental footprint & waste</p> <ul style="list-style-type: none"> 38,313 tCO₂e direct greenhouse gas emissions (Scope 1) 46,558 tCO₂e direct greenhouse gas emissions (Scope 2) 26.84 kg/waste generation (Excluding pressed sheet metal waste and non-production waste) 0.322 tCO₂e/vehicle produced 2.74 m³ water/vehicle produced 	<p>Financial capital</p> <ul style="list-style-type: none"> TL 113 billion EBITDA TL 8 billion net profit TL 3 billion in dividend payments 9.26 corporate governance rating 138 share-price increase <p>Produced capital</p> <ul style="list-style-type: none"> İzmir Institute of Technology Techno Park Software Center Product Development & Software branch <p>Intellectual capital</p> <ul style="list-style-type: none"> 16 new patents 364 digitalization projects completed <p>Human capital</p> <ul style="list-style-type: none"> 15.61 hrs training / employee 3,134 hrs ethical principles training 36,948 hrs OHS training 164,128 hrs total training 1.21 Lost Time Injury (LTI) rate <p>Social & relational capital</p> <ul style="list-style-type: none"> Social responsibility projects Aid and support delivered to earthquake-stricken regions <p>Natural capital</p> <ul style="list-style-type: none"> 64 m³ water recovery 29% reduction in Scope 1 emissions 100% waste recycling Single-use plastic elimination 	<ul style="list-style-type: none"> Public agencies & organizations Shareholders & investors Financial institutions Customers Employees Labor unions Business partners & suppliers <ul style="list-style-type: none"> Employees Business partners & suppliers Labor unions <ul style="list-style-type: none"> Customers Business partners & suppliers <ul style="list-style-type: none"> Educational institutions Business partners & suppliers Public agencies & organizations <ul style="list-style-type: none"> NGOs Educational institutions Business partners & suppliers Media <ul style="list-style-type: none"> All stakeholders 	<p>SDG ALIGNMENTS</p> <p>8 DECENT WORK AND ECONOMIC GROWTH</p> <p>8 DECENT WORK AND ECONOMIC GROWTH, 12 RESPONSIBLE CONSUMPTION AND PRODUCTION, 17 PARTNERSHIPS FOR THE GOALS</p> <p>8 DECENT WORK AND ECONOMIC GROWTH, 12 RESPONSIBLE CONSUMPTION AND PRODUCTION, 17 PARTNERSHIPS FOR THE GOALS</p> <p>1 NO POVERTY, 3 GOOD HEALTH AND WELL-BEING, 5 GENDER EQUALITY, 8 DECENT WORK AND ECONOMIC GROWTH, 10 REDUCED INEQUALITIES, 17 PARTNERSHIPS FOR THE GOALS</p> <p>17 PARTNERSHIPS FOR THE GOALS</p> <p>7 AFFORDABLE AND CLEAN ENERGY, 13 CLIMATE ACTION, 14 LIFE BELOW WATER, 17 PARTNERSHIPS FOR THE GOALS</p>