



# 2017 Q3 REVENUE

October 25<sup>th</sup>, 2017



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# ***HIGHLIGHTS***



*Jean-Baptiste de Chatillon*

*CFO and member of the Managing Board*

# EUROPE: MARKET SHARE REBOUND CONFIRMED IN Q3 \*

## INCREASING MARKET SHARE IN Q3, +0.5 pt \*

- ✓ Peugeot: +0.4 pt – Citroën: +0.2 pt
- ✓ PC: +0.2 pt – LCV: +2.3 pts

## VOLUME GROWTH ON PROFITABLE CHANNELS

## GROWING ORDER BOOK

- ✓ Peugeot (+72%) – Citroën (+38%) \*\*
- ✓ Portfolio boosted by new models

## MANUFACTURING AT FULL SPEED



New Peugeot 308

# SUV – CORE MODEL STRATEGY SUCCESS \*

## 5 NEW GLOBAL SUV MODELS LAUNCHED IN 15 MONTHS

	Launch	Worldwide orders **
<b>Peugeot 3008</b>	Oct 2016	270 ku
<b>Peugeot 5008</b>	Jun 2017	56 ku
<b>Citroën C3 Aircross</b>	Oct 2017	15 ku
<b>Citroën C5 Aircross</b>	Sep 2017	11,5 ku
<b>DS 7 CROSSBACK</b>	Q1 2018	

( >80% of highest levels )  
( 54% of highest level )

DS 7 CROSSBACK

# LCV: SUCCESSFUL GLOBAL ROLL-OUT \*

## REINFORCED EUROPEAN LEADERSHIP

- ✓ Leader market share +2.3 pts at 20.2% \*\*
- ✓ Leader on small vans, TOP 3 on mid-size & large vans

## ENLARGED MARKET COVERAGE with passenger versions on mid-size vans

- ✓ Market share 9.2% in 2017 vs 1.8% in 2016 \*\*\*

## ACCELERATION OUTSIDE EUROPE

- ✓ Extended manufacturing footprint for mid-size vans
- ✓ Peugeot returns to the Pick-up market

Citroën SpaceTourer Rip Curl Concept

# **Q3 REVENUE**



*Jean-Baptiste de Chatillon*

*CFO and member of the Managing Board*

# Q3 CONSOLIDATED WORLDWIDE SALES

In thousands of units \*

-0.5 % w/o OV  
+23.8 % with OV

+3.9 % w/o OV  
+46.9 % with OV

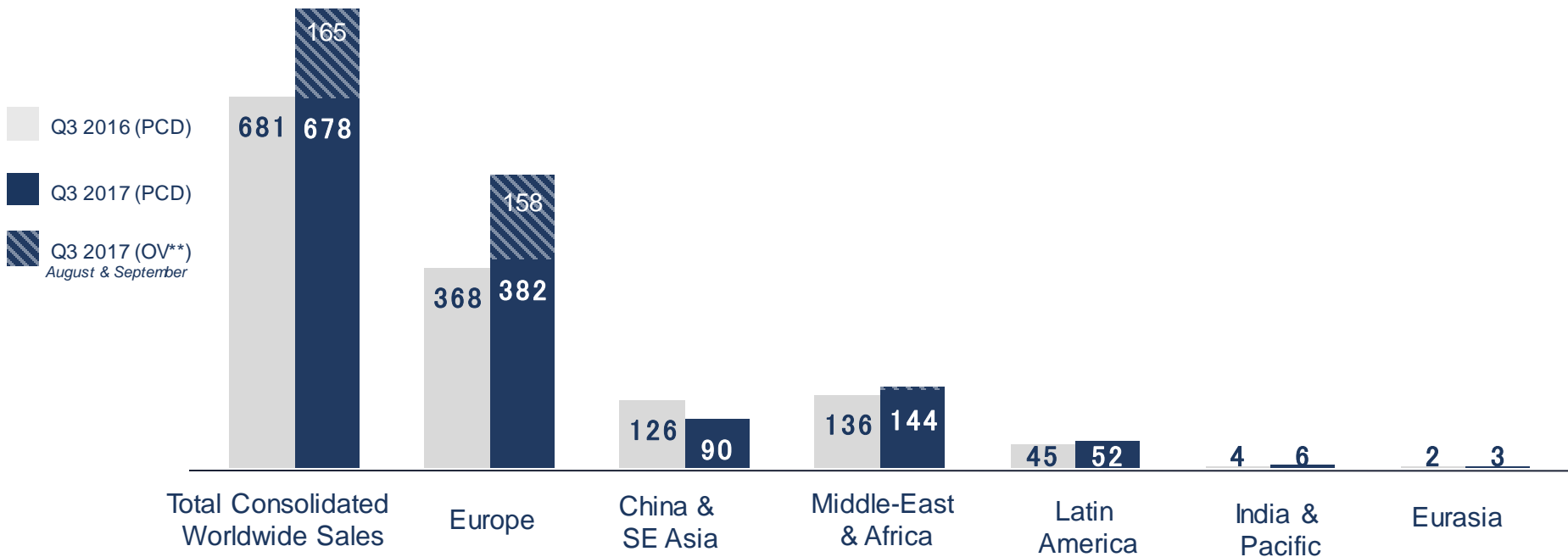
-28.8 %

+6.0 % w/o OV  
+10.7 % with OV

+16.9 %

+46.0 %

+50.9 % w/o OV  
+55.3 % with OV

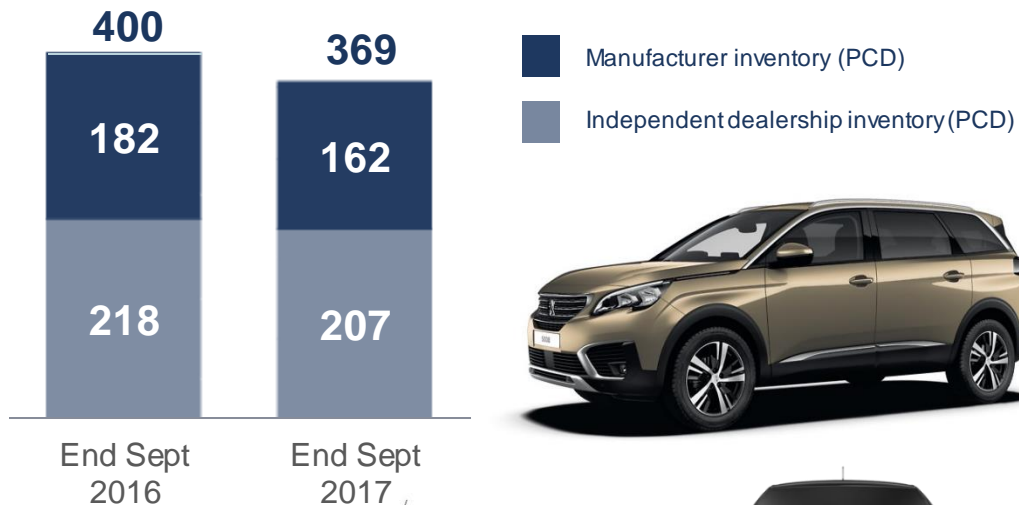




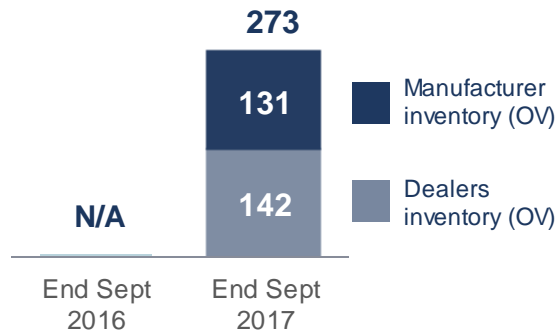
# RIGHTSIZED PCD INVENTORIES

In thousands of new vehicles\*

## PEUGEOT CITROËN DS INVENTORIES

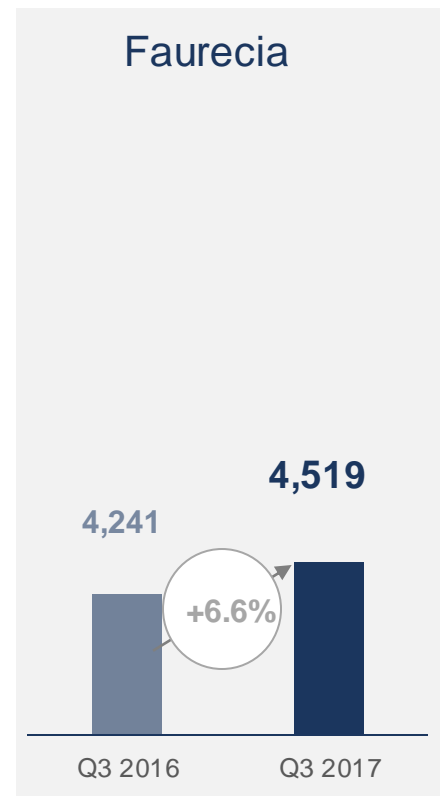
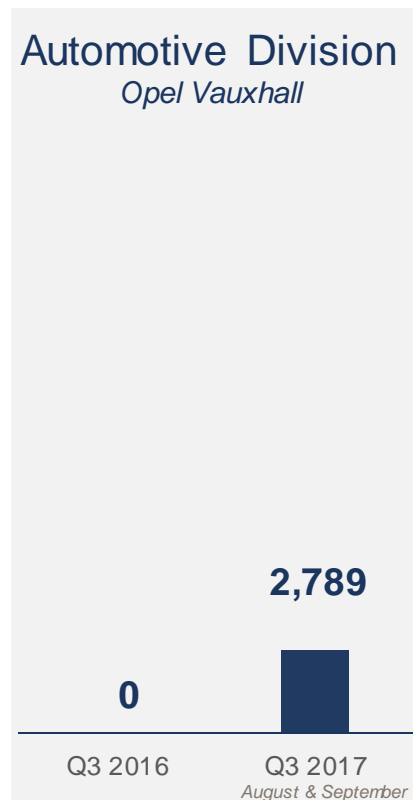
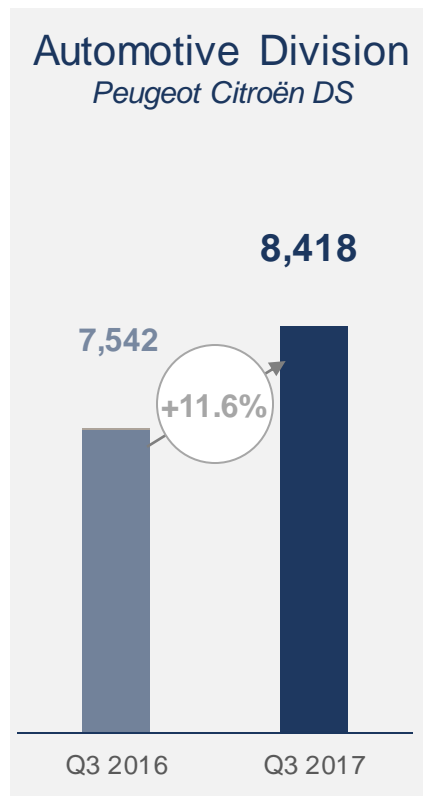
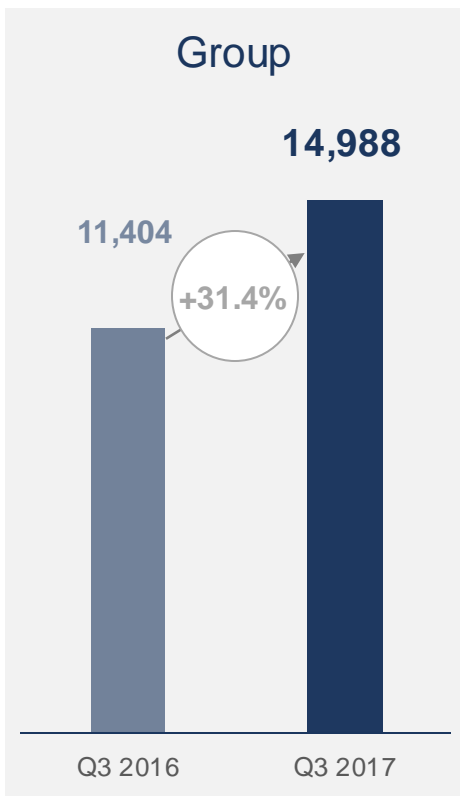


## OPEL VAUXHALL INVENTORIES



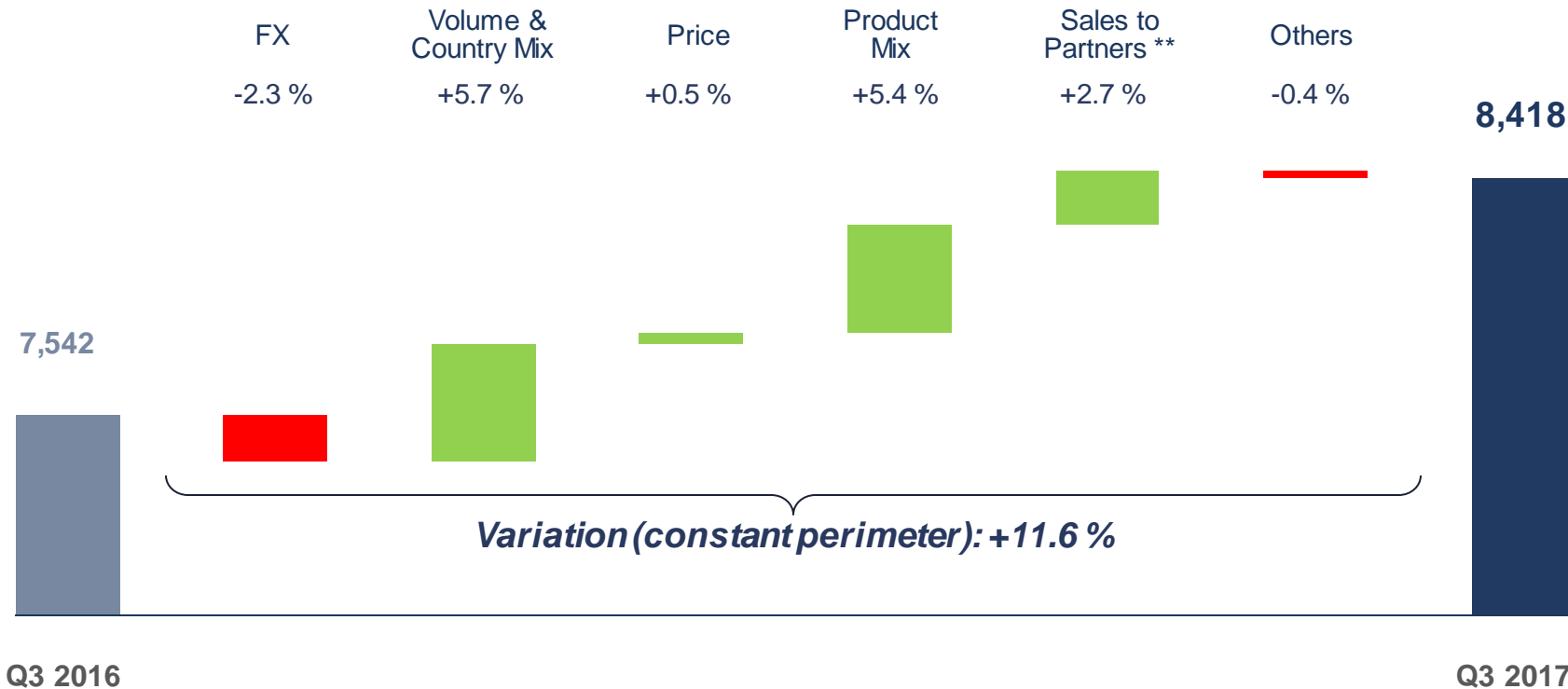
# Q3 GROUP REVENUE UP 31.4% \*

In million Euros



# Q3 PCD AUTOMOTIVE REVENUE ANALYSIS \*

In million Euros



# YTD GROUP REVENUE: +9.0% CUMULATED GROWTH SINCE 2015

(AT CONSTANT 2015 EXCHANGE RATES AND PERIMETER \*)

In million Euros

## Group

39,183  
44,153

+12.7%

+9.0%

vs 9M 2015  
@ constant  
exchange rates  
and perimeter\*

9M 2016

9M 2017

## Automotive Division

Peugeot Citroën DS

26,732

28,305

+5.9%

9M 2016

9M 2017

## Automotive Division

Opel Vauxhall

0

2,789

9M 2016

9M 2017  
August & September

## Faurecia

13,773

14,814

+7.6%

9M 2016

9M 2017

## 2017 Market Outlook

EUROPE

**+3%**

CHINA

**+5%**

LATIN AMERICA

**+7%**

RUSSIA

**+8%**

## Operational Outlook

*(PSA excluding OV)*

Deliver **over 4.5% Automotive Recurring Operating Margin** <sup>(1)</sup> on average in **2016-2018**, and target over 6% by 2021

Deliver **10% Group Revenue growth by 2018** <sup>(2)</sup> vs 2015, and target additional 15% by 2021 <sup>(2)</sup>

*(1) Recurring Operating Income related to Revenue*

*(2) At constant (2015) exchange rates and perimeter*

# Q&A

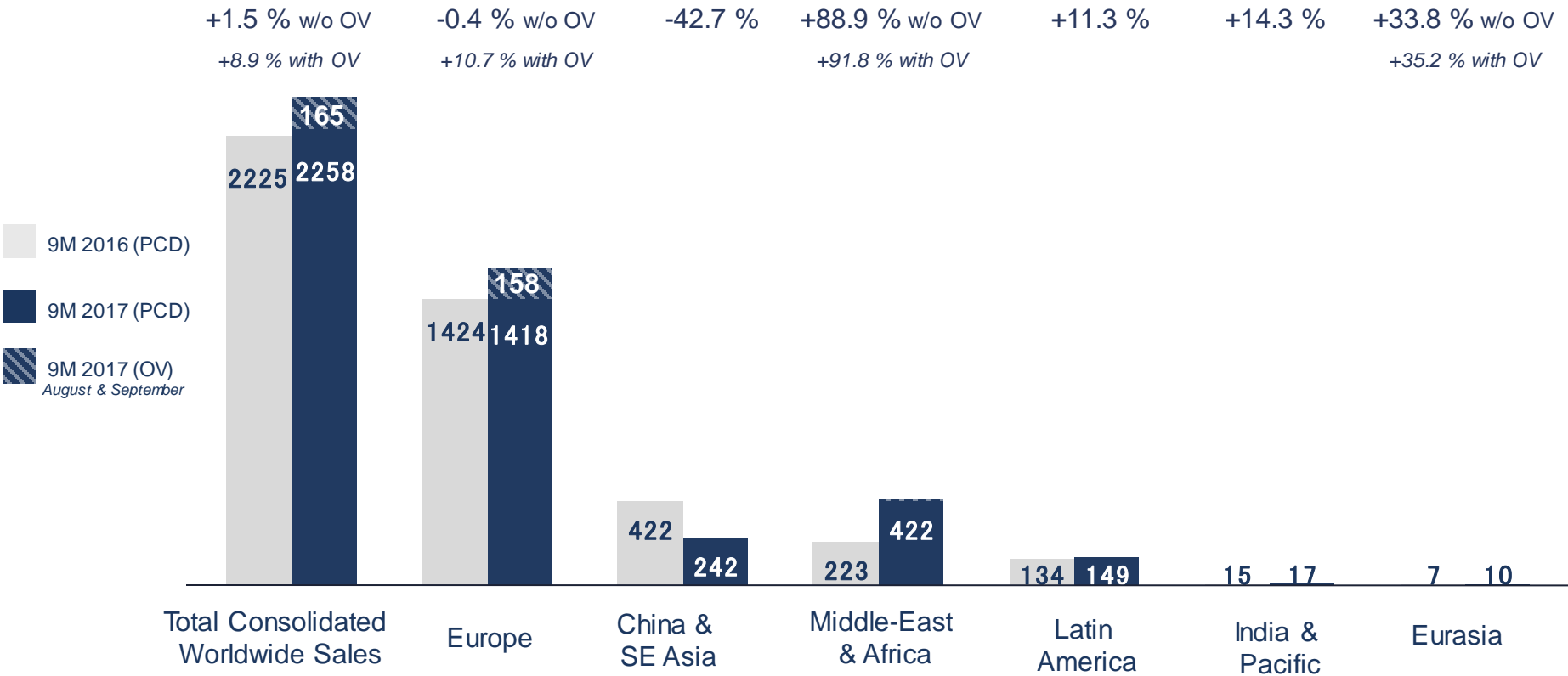


# ***APPENDICES***



# YTD CONSOLIDATED WORLDWIDE SALES

In thousands of units \*





# Q3 WORLDWIDE UNIT SALES (1)

Units		Q3 16	Q3 17	
China - South East Asia	Peugeot	70,052	58,123	-17.0%
	Citroën	52,515	30,213	-42.5%
	DS	3,292	1,286	-60.9%
	<b>PCD</b>	<b>125,859</b>	<b>89,622</b>	<b>-28.8%</b>
	O.V		150	
	<b>PCD+OV</b>	<b>125,859</b>	<b>89,772</b>	<b>-28.7%</b>
Eurasia (Russia / Ukraine / CIS)	Peugeot	1,229	1,863	51.6%
	Citroën	997	1,523	52.8%
	DS	33	23	-30.3%
	<b>PCD</b>	<b>2,259</b>	<b>3,409</b>	<b>50.9%</b>
	O.V		100	
	<b>PCD+OV</b>	<b>2,259</b>	<b>3,509</b>	<b>55.3%</b>
Europe <sup>(2)</sup>	Peugeot	212,951	225,517	5.9%
	Citroën	144,198	147,780	2.5%
	DS	11,007	9,038	-17.9%
	<b>PCD</b>	<b>368,156</b>	<b>382,335</b>	<b>3.9%</b>
	O.V		158,419	
	<b>PCD+OV</b>	<b>368,156</b>	<b>540,754</b>	<b>46.9%</b>
India - Pacific	Peugeot	2,740	4,249	55.1%
	Citroën	1,069	1,557	45.7%
	DS	270	149	-44.8%
	<b>PCD</b>	<b>4,079</b>	<b>5,955</b>	<b>46.0%</b>
	O.V		0	
	<b>PCD+OV</b>	<b>4,079</b>	<b>5,955</b>	<b>46.0%</b>
Latin America	Peugeot	30,148	34,991	16.1%
	Citroën	14,377	17,050	18.6%
	DS	307	381	24.1%
	<b>PCD</b>	<b>44,832</b>	<b>52,422</b>	<b>16.9%</b>
	O.V		0	
	<b>PCD+OV</b>	<b>44,832</b>	<b>52,422</b>	<b>16.9%</b>
Middle East - Africa <sup>(3)</sup>	Peugeot	124,199	131,030	5.5%
	Citroën	11,413	12,752	11.7%
	DS	338	321	-5.0%
	<b>PCD</b>	<b>135,950</b>	<b>144,103</b>	<b>6.0%</b>
	O.V		6,415	
	<b>PCD+OV</b>	<b>135,950</b>	<b>150,518</b>	<b>10.7%</b>
Total CWS (AV+CKD)	Peugeot	441,319	455,773	3.3%
	Citroën	224,569	210,875	-6.1%
	DS	15,247	11,198	-26.6%
	<b>PCD</b>	<b>681,135</b>	<b>677,846</b>	<b>-0.5%</b>
	O.V		165,084	
	<b>PCD+OV</b>	<b>681,135</b>	<b>842,930</b>	<b>23.8%</b>

(1) Assembled Vehicles, CKDs and vehicles under license

(2) Europe = EU + EFTA + Albania + Croatia + Kosovo + Macedonia + Serbia 17

(3) o/w 112 kunits sold in Iran under Peugeot license in 2017 following the final JV agreement signed with Iran Khodro on 21 June 2016

# YTD WORLDWIDE UNIT SALES (1)

Units		9m 16	9m 17	
China - South East Asia	Peugeot	232,645	161,284	-30.7%
	Citroën	177,689	76,275	-57.1%
	DS	12,032	4,443	-63.1%
	<b>PCD</b>	<b>422,366</b>	<b>242,002</b>	<b>-42.7%</b>
	O.V		150	
	<b>PCD+OV</b>	<b>422,366</b>	<b>242,152</b>	<b>-42.7%</b>
Eurasia (Russia / Ukraine / CIS)	Peugeot	3,942	5,691	44.4%
	Citroën	3,387	4,163	22.9%
	DS	83	66	-20.5%
	<b>PCD</b>	<b>7,412</b>	<b>9,920</b>	<b>33.8%</b>
	O.V		100	
	<b>PCD+OV</b>	<b>7,412</b>	<b>10,020</b>	<b>35.2%</b>
Europe <sup>(2)</sup>	Peugeot	814,264	825,363	1.4%
	Citroën	557,818	561,375	0.6%
	DS	51,949	31,687	-39.0%
	<b>PCD</b>	<b>1,424,031</b>	<b>1,418,425</b>	<b>-0.4%</b>
	O.V		158,419	
	<b>PCD+OV</b>	<b>1,424,031</b>	<b>1,576,844</b>	<b>10.7%</b>
India - Pacific	Peugeot	10,723	11,881	10.8%
	Citroën	2,739	4,108	50.0%
	DS	1,075	631	-41.3%
	<b>PCD</b>	<b>14,537</b>	<b>16,620</b>	<b>14.3%</b>
	O.V		0	
	<b>PCD+OV</b>	<b>14,537</b>	<b>16,620</b>	<b>14.3%</b>
Latin America	Peugeot	89,499	97,433	8.9%
	Citroën	43,371	50,302	16.0%
	DS	753	1,044	38.6%
	<b>PCD</b>	<b>133,623</b>	<b>148,779</b>	<b>11.3%</b>
	O.V		0	
	<b>PCD+OV</b>	<b>133,623</b>	<b>148,779</b>	<b>11.3%</b>
Middle East - Africa <sup>(3)</sup>	Peugeot	181,581	379,428	109.0%
	Citroën	40,528	41,413	2.2%
	DS	1,261	1,193	-5.4%
	<b>PCD</b>	<b>223,370</b>	<b>422,034</b>	<b>88.9%</b>
	O.V		6,415	
	<b>PCD+OV</b>	<b>223,370</b>	<b>428,449</b>	<b>91.8%</b>
Total CWS (AV+CKD)	Peugeot	1,332,654	1,481,080	11.1%
	Citroën	825,532	737,636	-10.6%
	DS	67,153	39,064	-41.8%
	<b>PCD</b>	<b>2,225,339</b>	<b>2,257,780</b>	<b>1.5%</b>
	O.V		165,084	
	<b>PCD+OV</b>	<b>2,225,339</b>	<b>2,422,864</b>	<b>8.9%</b>

## Q3 GROUP REVENUE BY DIVISION

<i>In million euros</i>	<b>Q3 2016</b>	<b>Q3 2017</b>	Change
Automotive – PCD	<b>7,542</b>	<b>8,418</b>	+876
Automotive – OV *	0	<b>2,789</b>	+2,789
Faurecia	<b>4,241</b>	<b>4,519</b>	+278
Other businesses and eliminations **	<b>(379)</b>	<b>(738)</b>	-359
<b>Group revenue</b>	<b>11,404</b>	<b>14,988</b>	<b>+3,584</b>

## YTD GROUP REVENUE BY DIVISION

<i>In million euros</i>	9M 2016	9M 2017	Change
Automotive – PCD	26,732	28,305	+1,573
Automotive – OV *	0	2,789	+2,789
Faurecia	13,773	14,814	+1,041
Other businesses and eliminations **	(1,322)	(1,754)	-432
<b>Group revenue</b>	<b>39,183</b>	<b>44,153</b>	<b>4,971</b>

# YTD PCD AUTOMOTIVE REVENUE ANALYSIS\*

In million Euros

