


PSA PEUGEOT CITROËN

BACK IN THE RACE



# Q1 2015 REVENUES

April, 29th 2015

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More comprehensive information about PSA PEUGEOT CITROËN may be obtained on group website (www.psa-peugeot-citroen.com), under Regulated Information.

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**Jean-Baptiste de Chatillon**

CFO and Member of the Managing Board

# Highlights

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- Ahead of our roadmap
- Group revenues up 4.6%
- New car revenues, including China, up 5.5%*
- Focus on profitable sales in every region
- Favorable economic context in Europe (FX, interest rate, markets…)

**And still accelerating “Back in the Race” action plans**

* Proforma including 50% of DPCA and CAPSA new car revenues



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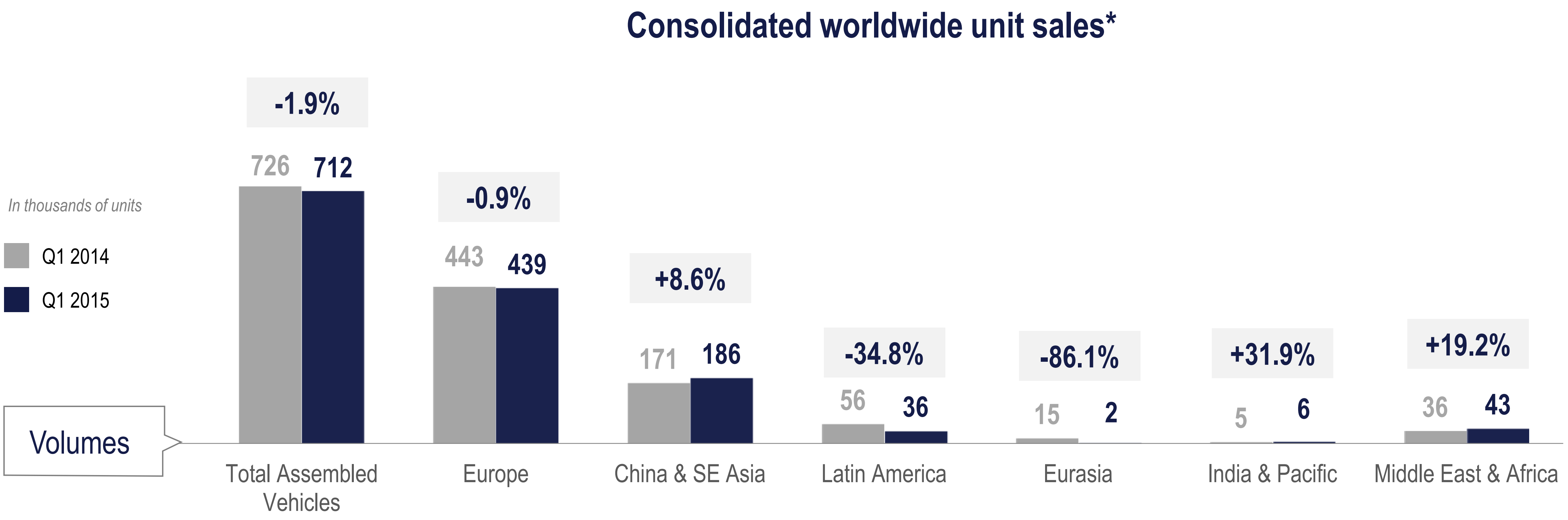
# Consolidated worldwide unit sales

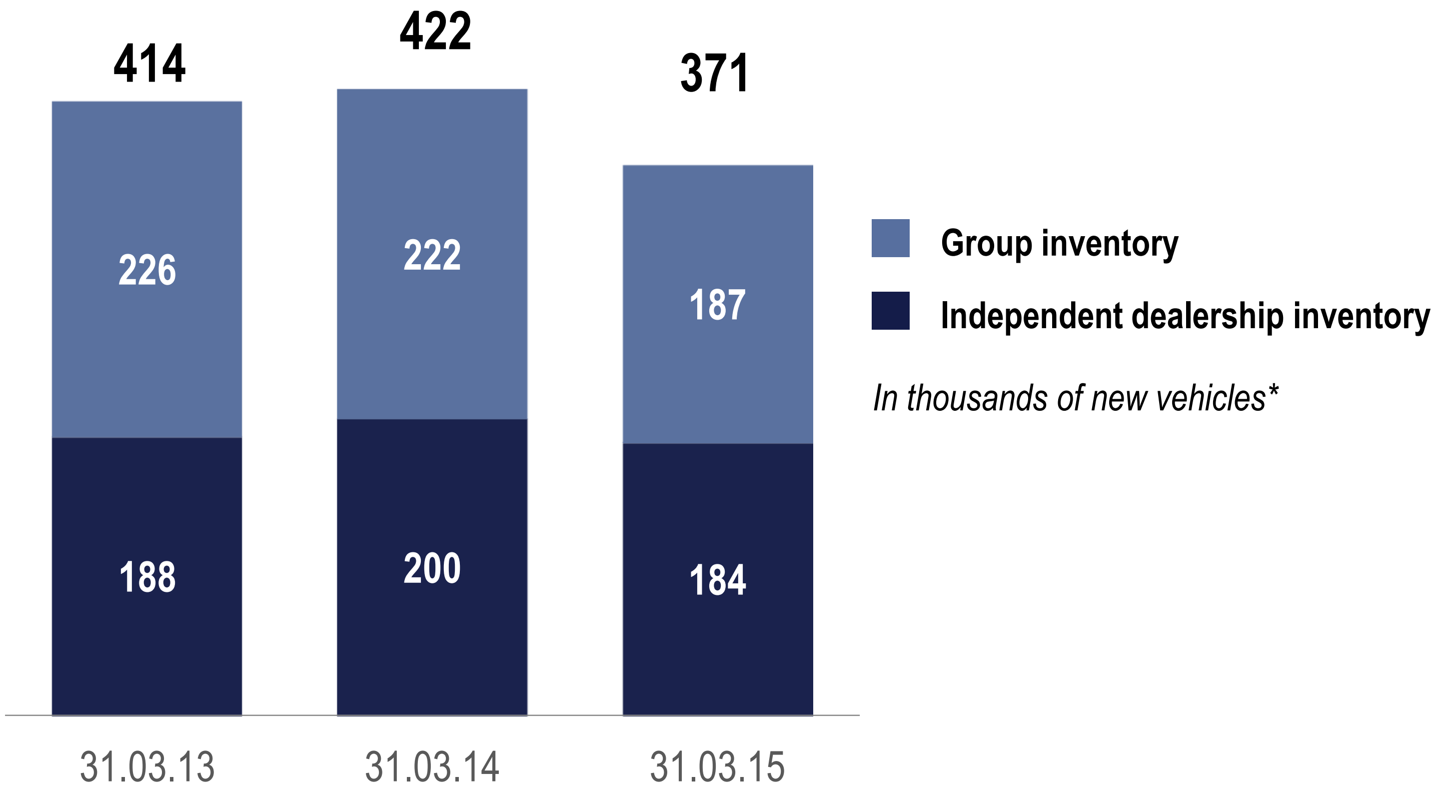
## Ensure profitable growth worldwide




* Assembled vehicles, excluding CKD's

# Inventories

## Structural improvement




* World figures excluding China

# Group Revenues

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**Increase in automotive revenues including China +3.3%**

| *In million euros* | Q1 2014<br>IFRS 5 | Q1 2015<br>IFRS 5 | Change |
|---|---|---|---|
| Automotive | **8,925** | **8,950** | 25 |
| *DPCA & CAPSA Revenues** | *961* | *1,267* | *306* |
| ***Pro forma Automotive Revenues incl. DPCA & CAPSA**** | ***9,886*** | ***10,217*** | ***331*** |
| Faurecia | **4,518** | **5,140** | 622 |
| Other businesses and eliminations** | **(367)** | **(416)** | 48 |
| **Group Revenues** | **13,076** | **13,674** | 598 |

| | | | |
|---|---|---|---|
| *o/w Automotive new car revenues, including China** | ***7,126*** | ***7,519*** | *393* |

*  50% of DPCA & CAPSA revenues

** Including remaining activities of Banque PSA Finance



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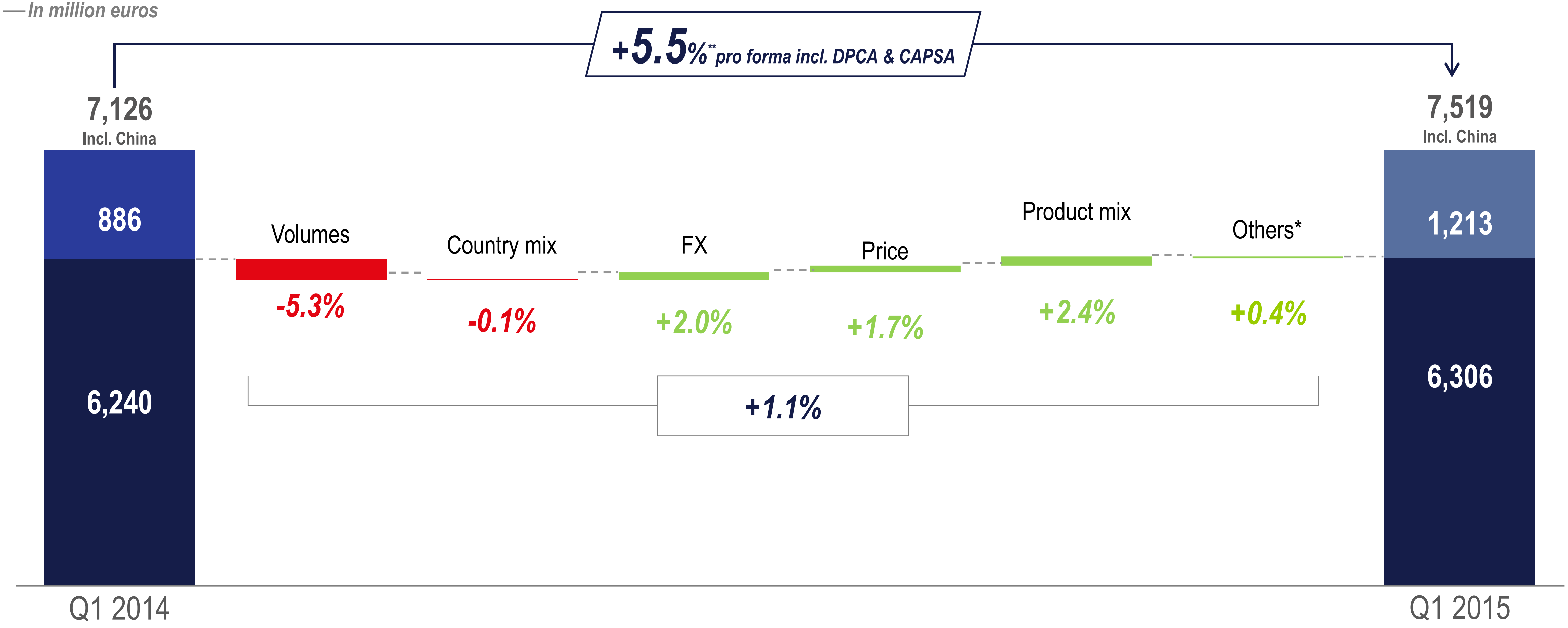
# Automotive: new car revenue analysis

## Price & product mix: positive impact

— In million euros




* CKD, accounting treatment of buy back commitment, short term rental

** Including 50% of DPCA and CAPSA new car revenues

# Banque PSA Finance

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## Reaching best-in-class refinancing conditions

| *In million euros* | Q1 2014* | Q1 2015* | Change |
|---|---|---|---|
| Revenues | **418** | **424** | **+1.4%** |
| Total outstanding loans | **21.1 bn** | **21.1 bn** | **+0.0 bn** |
| **Penetration rate** | **27.9%** | **28.4%** | **+0.5 pt** |
| **Number of new contracts (new vehicles - lease and financing)** | **144,645** | **142,827** | **-1,818** |

** Data in IFRS8 format : 100% basis, before IFRS5*



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# Faurecia

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## Strong growth

| *In million euros* | Q1 2014 | Q1 2015 | Change |
|---|---|---|---|
| Automotive Seating | **1,209** | **1,386** | **+14.6%** |
| Interior Systems | **996** | **1,130** | **+13.4%** |
| Emissions Control Technologies Systems | **846** | **965** | **+14.0%** |
| Automotive Exteriors | **437** | **475** | **+8.7%** |
| **Total product revenues** | **3,487** | **3,957** | **+13.5%** |
| Monolith revenues | **751** | **922** | **+22.8%** |
| Development, Tooling & Prototype revenues | **280** | **261** | **-6.7%** |
| **Total revenues** | **4,518** | **5,140** | **+13.8%** |



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**Jean-Baptiste de Chatillon**

CFO and Member of the Managing Board

# Back in the Race: 4 business objectives

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- Differentiate Brands and improve net pricing
- Implement a global core model strategy
- Ensure profitable growth worldwide
- Enhance core competitiveness

# Global core model strategy – 2015 Q1 Fact Sheet -

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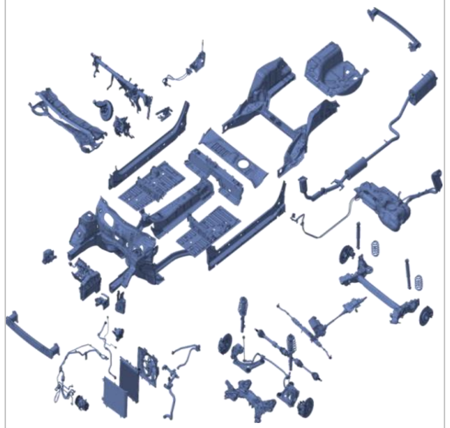
***Share resources***
***R&D Center with DFG***


***Share development***
***CMP** (ex-EMP1)*
***with DFG***



***Share development***
***B-LCV with GM***

***More technologies***
***Traffic Jam Assist 2018***


***More technologies***
***Connected services***
***with IBM***

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# Outlook

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| 2015 Market outlook |
| --- |
| Europe: +4% |
| China: +7% |
| Latin America: -10% |
| Russia: -30% |

| **Operational outlook** (unchanged) |
| --- |
| **€2bn** cumulated Group operational free cash flow* over **2015 – 2017** |
| Reach 2% operating margin** in 2018 for the automotive business, targeting 5% within the timing of the next mid-term plan 2019 – 2023 |

** Free cash flow without restructuring and exceptional*
*** ROI relating to revenues*


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# Q&A

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# APPENDICES

# *Worldwide unit sales*

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| *units** | | Q1 2014 | **Q1 2015** | Change |
|---|---|---|---|---|
| Europe** | Peugeot | 239,161 | 245,760 | +2.8% |
| | Citroën | 179,455 | 174,273 | -2.9% |
| | DS | 24,303 | 18,921 | -22.2% |
| | **Total PSA** | **442,919** | **438,954** | **-0.9%** |
| China & South East Asia | Peugeot | 87,803 | 107,901 | +22.9% |
| | Citroën | 80,360 | 73,813 | -8.1% |
| | DS | 3,127 | 4,268 | +36.0% |
| | **Total PSA** | **171,290** | **185,982** | **+8.6%** |
| Latin America | Peugeot | 34,201 | 22,439 | -34.4% |
| | Citroën | 20,887 | 13,177 | -36.9% |
| | DS | 419 | 327 | -22.0% |
| | **Total PSA** | **55,507** | **35,943** | **-35.2%** |
| Eurasia | Peugeot | 8,997 | 1,191 | -86.8% |
| | Citroën | 6,108 | 940 | -84.6% |
| | DS | 320 | 17 | -94.7% |
| | **Total PSA** | **15,425** | **2,148** | **-86.1%** |
| India-Pacific | Peugeot | 3,553 | 5,163 | +45.3% |
| | Citroën | 845 | 1,014 | +20.0% |
| | DS | 522 | 301 | -42.3% |
| | **Total PSA** | **4,920** | **6,478** | **+31.7%** |
| Middle East - Africa | Peugeot | 25,922 | 26,790 | +3.3% |
| | Citroën | 9,490 | 15,571 | +64.1% |
| | DS | 372 | 351 | -5.6% |
| | **Total PSA** | **35,784** | **42,712** | **+19.4%** |
| Total Assembled vehicles | Peugeot | 399,637 | 409,244 | +2.4% |
| | Citroën | 297,145 | 278,788 | -6.2% |
| | DS | 29,063 | 24,185 | -16.8% |
| | **Total PSA** | **725,845** | **712,217** | **-1.9%** |

** Assembled vehicles, CKD units*

*** Europe = EU + EFTA + Albania + Bosnia + Croatia + Kosovo + Macedonia + Montenegro + Serbia*



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