

Q3 2017 Revenue: strong growth

- **Groupe PSA revenue up 31.4% at €15.0 billion¹**
- **Peugeot Citroën DS (PCD) Automotive division revenue up 11.6%**
 - **Growth of PCD volumes and market share increase** in Europe, Middle East Africa, Latin America, Eurasia and India Pacific
 - **PCD successful new model launches in all regions**
- **First time consolidation of Opel Vauxhall (OV) Automotive division whose revenue amounted to €2.8 billion².**

Group Q3 2017 revenue amounted to €14,988 million, compared with €11,404 million in Q3 2016. In the first nine months of the year, **2017 Group revenue** reached €44,153 million, compared with €39,183 million in 2016, up 12.7%. At constant 2015 exchange rate and perimeter, 2017 Group cumulated revenue was up 9.0%³.

PCD Automotive division revenue amounted to €8,418 million up by 11.6% compared to Q3 2016. This increase was mainly driven by the product mix (+5.4%) and the volume and country mix (+5.7%) improvement linked to the worldwide success of the Group's new models (Peugeot 3008, 5008, Expert and Traveller, Citroën C3, C3 Aircross, C5 Aircross, Jumpy and SpaceTourer), as well as sales to partners (+2.7%), that more than compensated the negative impact of exchange rates (-2.3%).

OV Automotive division revenue amounted to €2,789 million for the two months of August and September².

Q3 consolidated worldwide sales as well as market share were up in all regions (Europe, Middle East Africa, Latin America, Eurasia and India Pacific) except in China. Including volumes of Opel Vauxhall², sales were up by 23.8% in Q3 2017 versus Q3 2016.

Total PCD inventory, including independent dealers, stood at 369,000 vehicles⁴ at the end of September 2017, down 31,000 units compared to end of September 2016. OV inventory totalled 273,000 vehicles at the end of September 2017.

Jean-Baptiste de Chatillon, Chief Financial Officer of Groupe PSA and member of the Managing Board, said: « *The Groupe PSA and more specifically PCD is now combining strong growth with its price and cost discipline. This is key for achieving the challenges ahead of us in an ever so uncertain economic environment.* »

Market outlook: for 2017, the Group expects the automotive market to grow by approximately 3% in Europe, 5% in China, 7% in Latin America and 8% in Russia.

Operational targets

The Push to Pass plan sets the following targets for Groupe PSA (excluding Opel Vauxhall):

- Deliver over 4.5% Automotive recurring operating margin⁵ on average in 2016-2018, and target over 6% by 2021;
- Deliver 10% Group revenue growth by 2018⁶ vs 2015, and target additional 15% by 2021⁶.

[Link](#) to the presentation of Q3 2017 revenue.

¹ Groupe PSA revenue includes Opel Vauxhall (OV) since August 1st 2017

² Opel Vauxhall is consolidated since August, 1st 2017, date of the closing.

³ As of 30 September 2017, growth at constant exchange rates (2015) and perimeter (excluding OV) versus cumulated revenue as of 30 September 2015.

⁴ Excluding China and Iran, including independent dealers

⁵ Recurring operating income related to revenue

⁶ At constant (2015) exchange rates and perimeter (excluding OV)

Financial Calendar – 1st March 2018: 2017 Annual Results

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About Groupe PSA

The Groupe PSA designs unique automotive experiences and delivers mobility solutions to meet all client expectations. The Group has five car brands, Peugeot, Citroën, DS, Opel and Vauxhall, as well as a wide array of mobility and smart services under its Free2Move brand, aiming to become a great carmaker and the preferred mobility provider. It is an early innovator in the field of autonomous and connected cars. It is also involved in financing activities through Banque PSA Finance and in automotive equipment via Faurecia. Find out more at groupe-psa.com/en.

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Attachments

Revenue YTD September 2017 versus YTD September 2016

<i>In million Euros</i>	9M 2016	9M 2017	Change
Automotive – Peugeot Citroen DS	26,732	28,305	+1,573
Automotive – Opel Vauxhall *	0	2,789	+2,789
Faurecia	13,773	14,814	+1,041
Other businesses and eliminations **	(1,322)	(1,754)	(432)
Group Revenue	39,183	44,153	+4,971

Revenue Q3 2017 versus Q3 2016

<i>In million Euros</i>	Q3 2016	Q3 2017	Change
Automotive – Peugeot Citroen DS	7,542	8,418	+876
Automotive – Opel Vauxhall *	0	2,789	+2,789
Faurecia	4,241	4,519	+278
Other businesses and eliminations **	(379)	(738)	(359)
Group Revenue	11,404	14,988	+3,584

* Since Opel Vauxhall acquisition on 1st August 2017

** Including remaining activities of Banque PSA Finance

Consolidated Worldwide Sales

Consolidated World Sales Estimates (in thousands) *		Q3 2016	9M 2016	Q3 2017	9M 2017	Δ 17/16 Q3	Δ 17/16 9M
China - South East Asia	Peugeot	70,1	232,6	58,1	161,3	-17,0%	-30,7%
	Citroën	52,5	177,7	30,2	76,3	-42,5%	-57,1%
	DS	3,3	12,0	1,3	4,4	-60,9%	-63,1%
	PCD	125,9	422,4	89,6	242,0	-28,8%	-42,7%
	Opel Vauxhall			0,2	0,2	NS	NS
	PCD+OV	125,9	422,4	89,8	242,0	-28,7%	-42,7%
Eurasia	Peugeot	1,2	3,9	1,9	5,7	51,6%	44,4%
	Citroën	1,0	3,4	1,5	4,2	52,8%	22,9%
	DS	0,0	0,1	0,0	0,1	-30,3%	-20,5%
	PCD	2,3	7,4	3,4	9,9	50,9%	33,8%
	Opel Vauxhall			0,1	0,1	NS	NS
	PCD+OV	2,3	7,4	3,5	10,0	55,3%	35,2%
Europe**	Peugeot	213,0	814,3	225,5	825,4	5,9%	1,4%
	Citroën	144,2	557,8	147,8	561,4	2,5%	0,6%
	DS	11,0	51,9	9,0	31,7	-17,9%	-39,0%
	PCD	368,2	1 424,0	382,3	1 418,4	3,9%	-0,4%
	Opel Vauxhall			158,4	158,4	NS	NS
	PCD+OV	368,2	1 424,0	540,8	1 576,8	46,9%	10,7%
India - Pacific	Peugeot	2,7	10,7	4,2	11,9	55,1%	10,8%
	Citroën	1,1	2,7	1,6	4,1	45,7%	50,0%
	DS	0,3	1,1	0,1	0,6	-44,8%	-41,3%
	PCD	4,1	14,5	6,0	16,6	46,0%	14,3%
	Opel Vauxhall			0,0	0,0	NS	NS
	PCD+OV	4,1	14,5	6,0	16,6	46,0%	14,3%
Latin America	Peugeot	30,1	89,5	35,0	97,4	16,1%	8,9%
	Citroën	14,4	43,4	17,1	50,3	18,6%	16,0%
	DS	0,3	0,8	0,4	1,0	24,1%	38,6%
	PCD	44,8	133,6	52,4	148,8	16,9%	11,3%
	Opel Vauxhall			0,0	0,0	NS	NS
	PCD+OV	44,8	133,6	52,4	148,8	16,9%	11,3%
Middle East - Africa***	Peugeot	124,2	181,6	131,0	379,4	5,5%	109,0%
	Citroën	11,4	40,5	12,8	41,4	11,7%	2,2%
	DS	0,3	1,3	0,3	1,2	-5,0%	-5,4%
	PCD	136,0	223,4	144,1	422,0	6,0%	88,9%
	Opel Vauxhall			6,4	6,4	NS	NS
	PCD+OV	136,0	223,4	150,5	428,4	10,7%	91,8%
Total Consolidated World Sales	Peugeot	441,3	1 332,7	455,8	1 481,1	3,3%	11,1%
	Citroën	224,6	825,5	210,9	737,6	-6,1%	-10,6%
	DS	15,2	67,2	11,2	39,1	-26,6%	-41,8%
	PCD	681,1	2 225,3	677,8	2 257,8	-0,5%	1,5%
	Opel Vauxhall			165,1	165,1	NS	NS
	PCD+OV	681,1	2 225,3	842,9	2 422,9	23,8%	8,9%

* Assembled vehicles, CKDs and vehicles under License

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

*** o/w 320 units sold under Peugeot license by Iran Khodro in 2017 following the final JV agreement signed with Iran Khodro on 21 June 2016