



2017 Q3 REVENUE

October 25th, 2017



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More comprehensive information about PSA Group may be obtained on group website (www.groupe-psa.com), under Regulated Information.

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 **
Peugeot 3008	Oct 2016	270 ku
Peugeot 5008	Jun 2017	56 ku
Citroën C3 Aircross	Oct 2017	15 ku
Citroën C5 Aircross	Sep 2017	11,5 ku
DS 7 CROSSBACK	Q1 2018	

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

DS 7 CROSSBACK

LCV: SUCCESSFUL GLOBAL ROLL-OUT *



Citroën SpaceTourer Rip Curl Concept

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

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

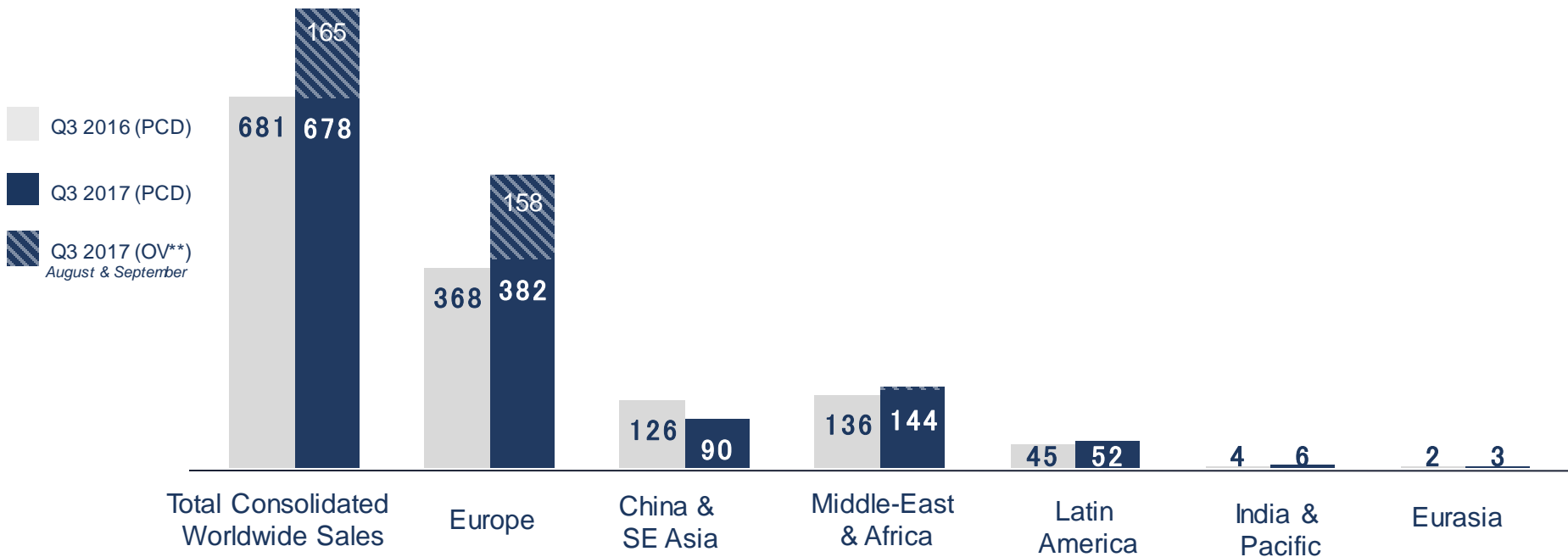
-28.8 %

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

+16.9 %

+46.0 %

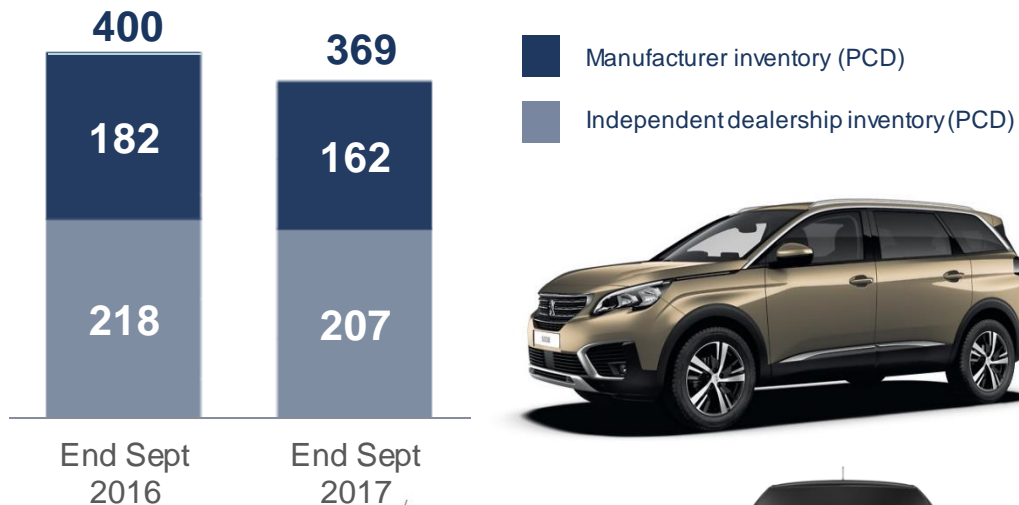
+50.9 % w/o OV
+55.3 % with OV



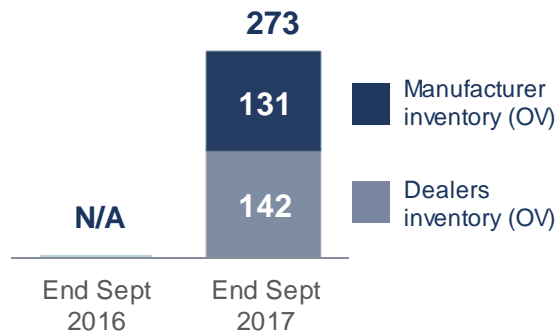
RIGHTSIZED PCD INVENTORIES

In thousands of new vehicles*

PEUGEOT CITROËN DS INVENTORIES

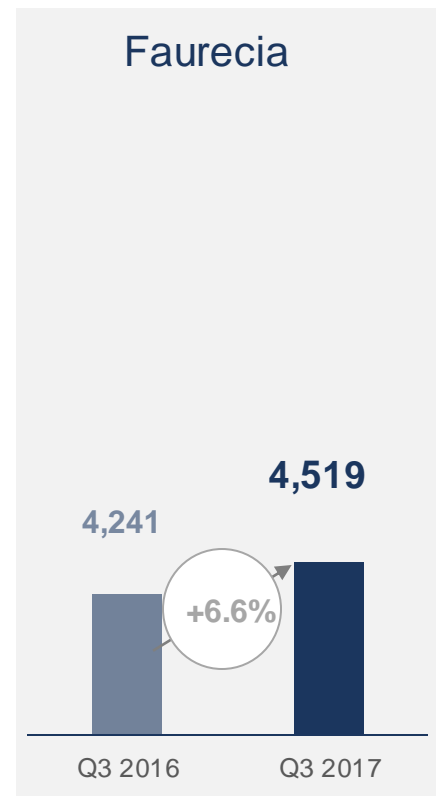
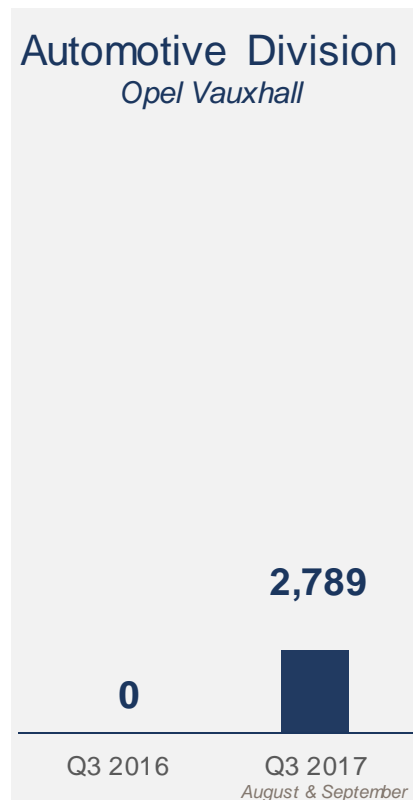
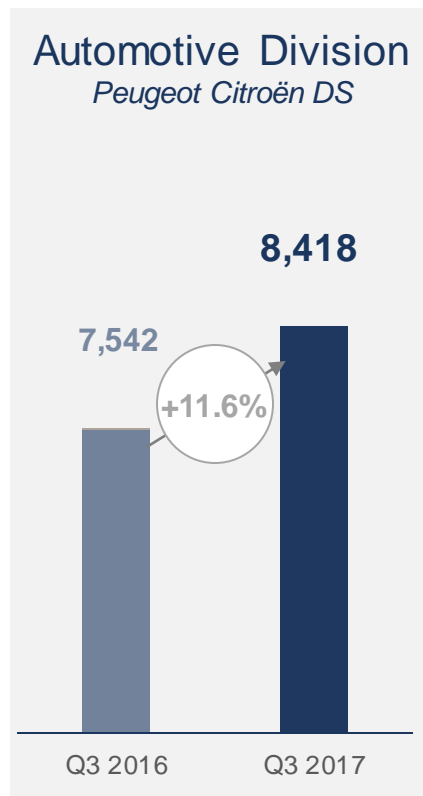
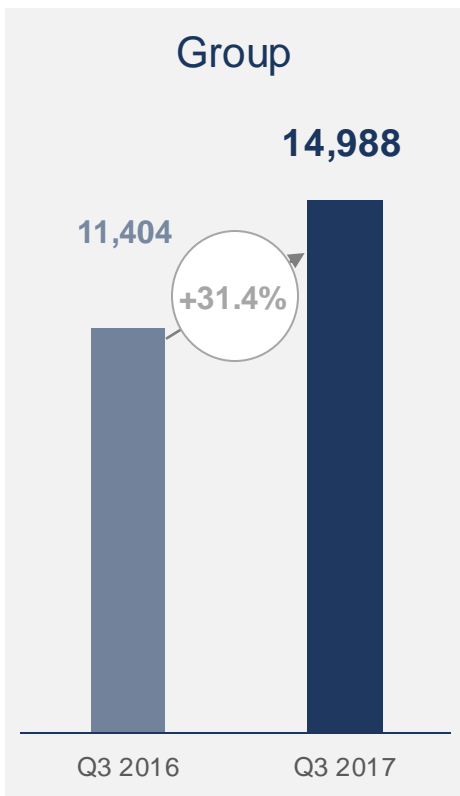


OPEL VAUXHALL INVENTORIES



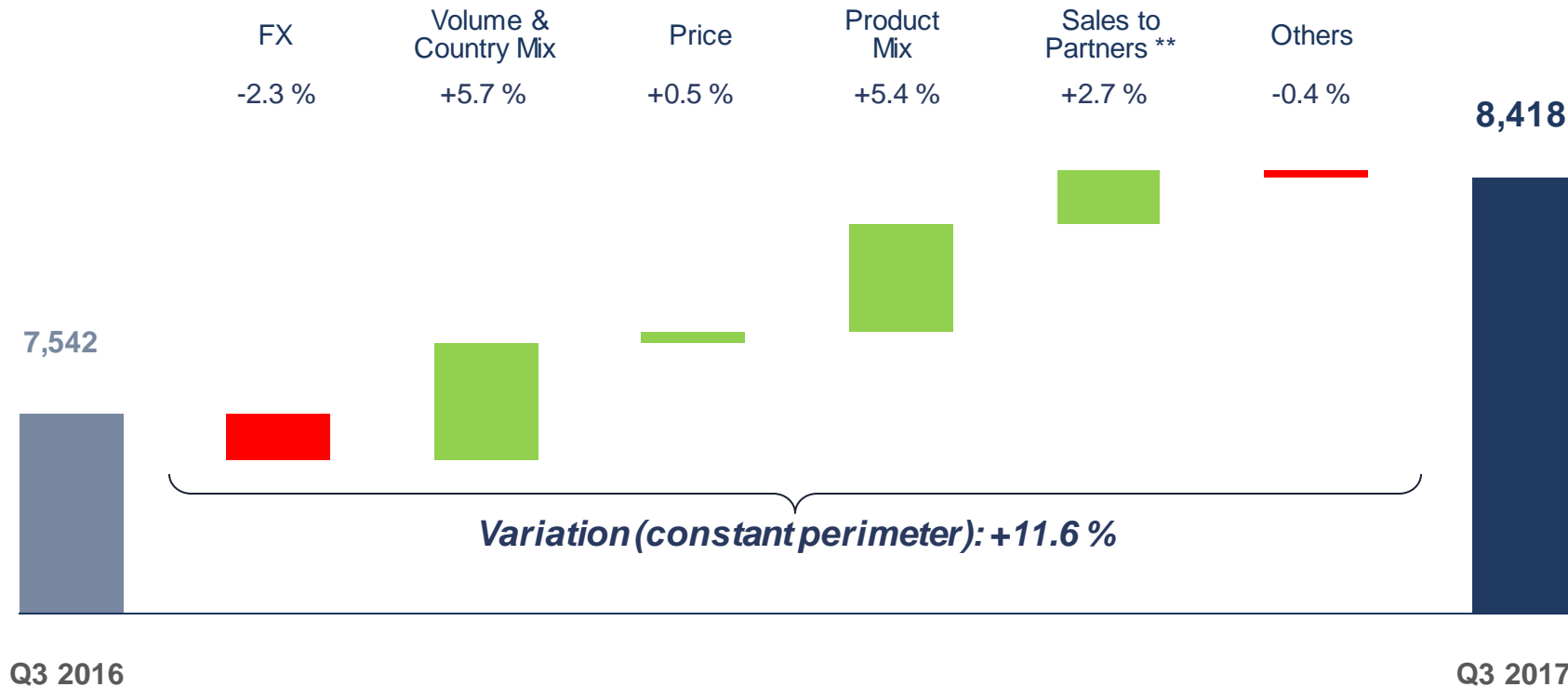
Q3 GROUP REVENUE UP 31.4% *

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** ⁽¹⁾ on average in **2016-2018**, and target over 6% by 2021

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

(1) Recurring Operating Income related to Revenue

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

Q&A

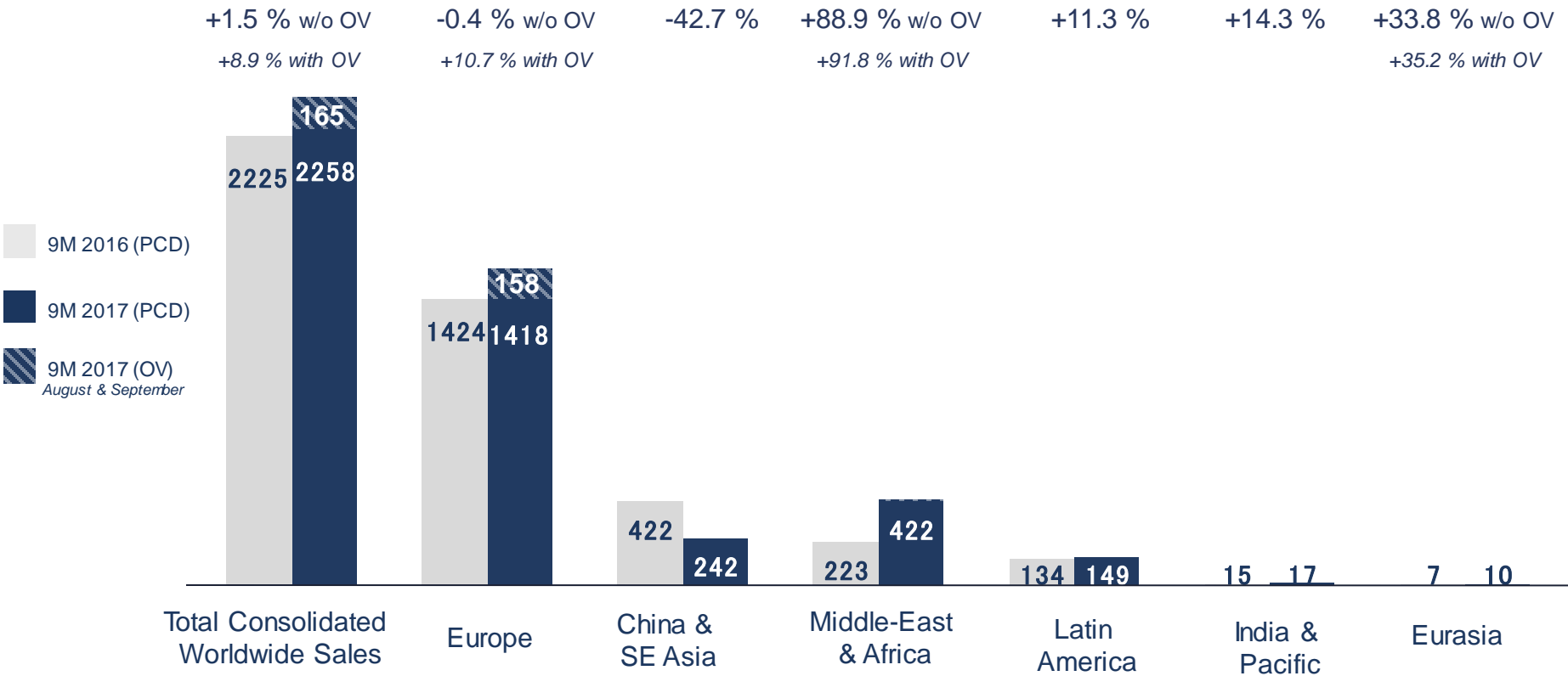


APPENDICES



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%
	PCD	125,859	89,622	-28.8%
	O.V		150	
	PCD+OV	125,859	89,772	-28.7%
Eurasia (Russia / Ukraine / CIS)	Peugeot	1,229	1,863	51.6%
	Citroën	997	1,523	52.8%
	DS	33	23	-30.3%
	PCD	2,259	3,409	50.9%
	O.V		100	
	PCD+OV	2,259	3,509	55.3%
Europe ⁽²⁾	Peugeot	212,951	225,517	5.9%
	Citroën	144,198	147,780	2.5%
	DS	11,007	9,038	-17.9%
	PCD	368,156	382,335	3.9%
	O.V		158,419	
	PCD+OV	368,156	540,754	46.9%
India - Pacific	Peugeot	2,740	4,249	55.1%
	Citroën	1,069	1,557	45.7%
	DS	270	149	-44.8%
	PCD	4,079	5,955	46.0%
	O.V		0	
	PCD+OV	4,079	5,955	46.0%
Latin America	Peugeot	30,148	34,991	16.1%
	Citroën	14,377	17,050	18.6%
	DS	307	381	24.1%
	PCD	44,832	52,422	16.9%
	O.V		0	
	PCD+OV	44,832	52,422	16.9%
Middle East - Africa ⁽³⁾	Peugeot	124,199	131,030	5.5%
	Citroën	11,413	12,752	11.7%
	DS	338	321	-5.0%
	PCD	135,950	144,103	6.0%
	O.V		6,415	
	PCD+OV	135,950	150,518	10.7%
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%
	PCD	681,135	677,846	-0.5%
	O.V		165,084	
	PCD+OV	681,135	842,930	23.8%

(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%
	PCD	422,366	242,002	-42.7%
	O.V		150	
	PCD+OV	422,366	242,152	-42.7%
Eurasia (Russia / Ukraine / CIS)	Peugeot	3,942	5,691	44.4%
	Citroën	3,387	4,163	22.9%
	DS	83	66	-20.5%
	PCD	7,412	9,920	33.8%
	O.V		100	
	PCD+OV	7,412	10,020	35.2%
Europe ⁽²⁾	Peugeot	814,264	825,363	1.4%
	Citroën	557,818	561,375	0.6%
	DS	51,949	31,687	-39.0%
	PCD	1,424,031	1,418,425	-0.4%
	O.V		158,419	
	PCD+OV	1,424,031	1,576,844	10.7%
India - Pacific	Peugeot	10,723	11,881	10.8%
	Citroën	2,739	4,108	50.0%
	DS	1,075	631	-41.3%
	PCD	14,537	16,620	14.3%
	O.V		0	
	PCD+OV	14,537	16,620	14.3%
Latin America	Peugeot	89,499	97,433	8.9%
	Citroën	43,371	50,302	16.0%
	DS	753	1,044	38.6%
	PCD	133,623	148,779	11.3%
	O.V		0	
	PCD+OV	133,623	148,779	11.3%
Middle East - Africa ⁽³⁾	Peugeot	181,581	379,428	109.0%
	Citroën	40,528	41,413	2.2%
	DS	1,261	1,193	-5.4%
	PCD	223,370	422,034	88.9%
	O.V		6,415	
	PCD+OV	223,370	428,449	91.8%
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%
	PCD	2,225,339	2,257,780	1.5%
	O.V		165,084	
	PCD+OV	2,225,339	2,422,864	8.9%

Q3 GROUP REVENUE BY DIVISION

<i>In million euros</i>	Q3 2016	Q3 2017	Change
Automotive – PCD	7,542	8,418	+876
Automotive – OV *	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

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
Group revenue	39,183	44,153	4,971

YTD PCD AUTOMOTIVE REVENUE ANALYSIS*

In million Euros

