

Q1 2018 RESULTS

24th April 2018



DISCLAIMER

This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, PEUGEOT SA (“Company”) shares.

This presentation may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding the Company’s results or any other performance indicator, but rather trends or targets, as the case may be. These statements are by their nature subject to risks and uncertainties as described in the registration document filed with the French *Autorité des Marchés Financiers* (AMF). These statements do not reflect future performance of the Company, which may materially differ.

The Company does not undertake to provide updates of these statements.

More comprehensive information about Groupe PSA 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

PCD STEADY GROWTH

INCREASING MARKET SHARE +0.7 pt*

- ✓ Peugeot: +0.5 pt Citroën: +0.2 pt
- ✓ PC: +0.6 pt LCV: +1.3 pts
- ✓ Peugeot & Citroën strongest growing brands in Top10

PEUGEOT N°1 SUV BRAND IN EUROPE

SALES VOLUMES +8.7%*

- ✓ Peugeot: +11.9% Citroën: +4.4% DS: +5.6%

MANUFACTURING AT FULL SPEED

New Citroën C4 Cactus

SUCCESSFUL GLOBAL ROLL-OUT

REINFORCED EUROPEAN LEADERSHIP

- ✓ Sharp increase of market share +5.4 pts at 25.7%* (PCD+OV)
- ✓ Leader on compact, mid-size & large vans
- ✓ Ongoing offensive embarking Opel Vauxhall (Combo, Vivaro)

ACCELERATION OUTSIDE EUROPE

- ✓ Progression of sales outside Europe: +16%**
- ✓ Extended manufacturing footprint for mid-size vans (Uruguay, Russia)



Peugeot Expert

FOOTPRINT EXPANSION TO SUPPORT GLOBAL SUSTAINABLE GROWTH



Q1 REVENUE



Jean-Baptiste de Chatillon

CFO and member of the Managing Board

CONSOLIDATED WORLDWIDE SALES*

+44.2% : GROUPE PSA SALES AT 1,05 M UNITS

In thousands of units*

+6.6% w/o OV
+44.2% with OV

+8.7% w/o OV
+65.7% with OV

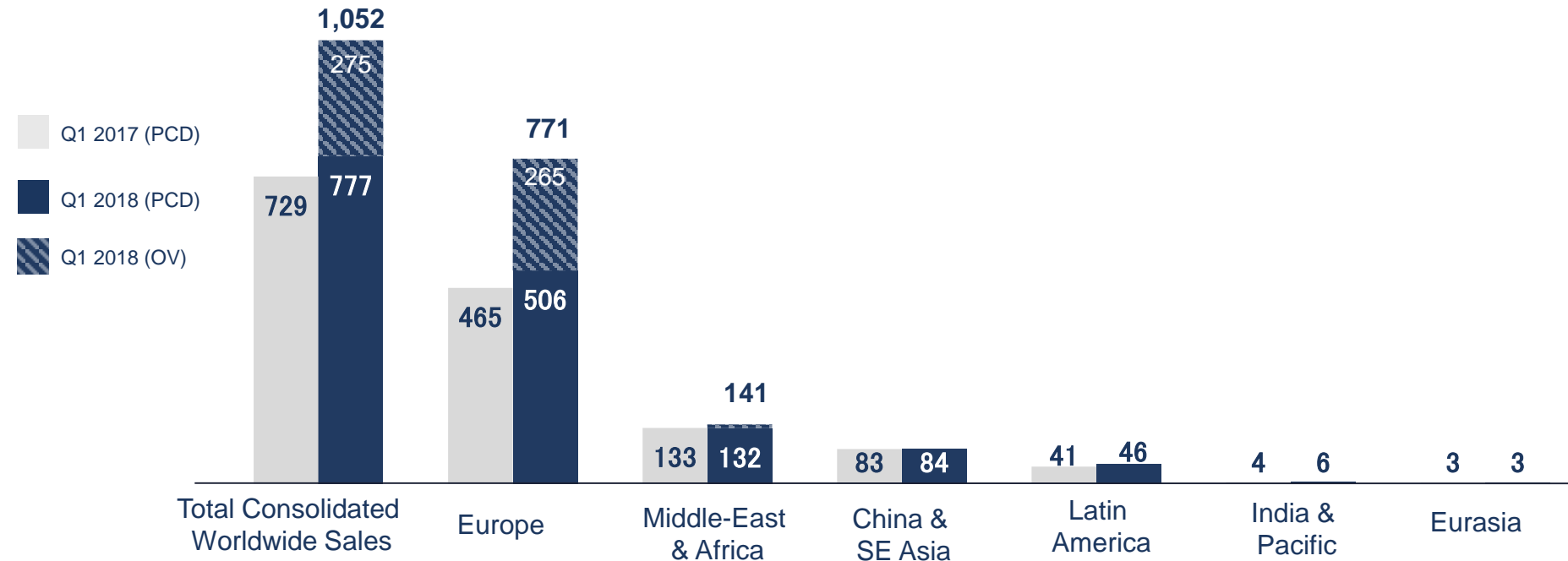
-0.3% w/o OV
+6.4% with OV

+1.2% w/o OV
+1.8% with OV

+11.8% w/o OV
+12.3% with OV

+33.6%

+10.0% w/o OV
+12.6% with OV



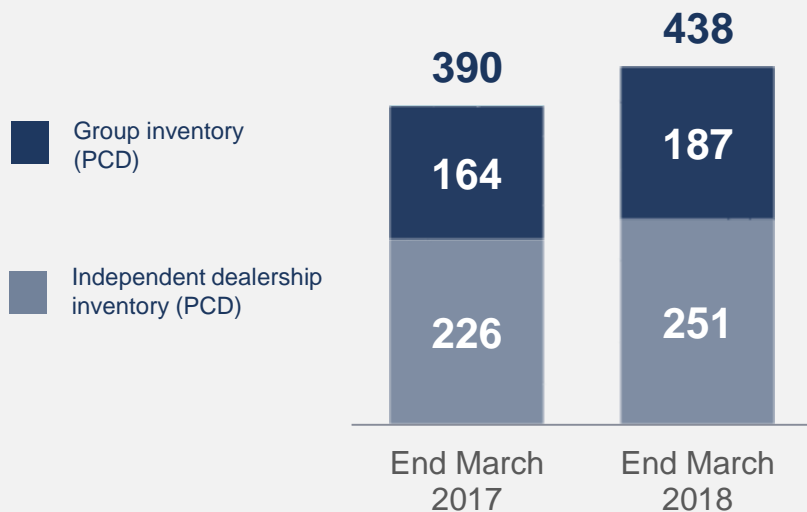
* Assembled Vehicles, CKDs and vehicles under license



IN LINE WITH SALES

In thousands of new vehicles*

Peugeot Citroën DS inventories



Opel Vauxhall inventories**




* World figures excluding JV (China and Iran)

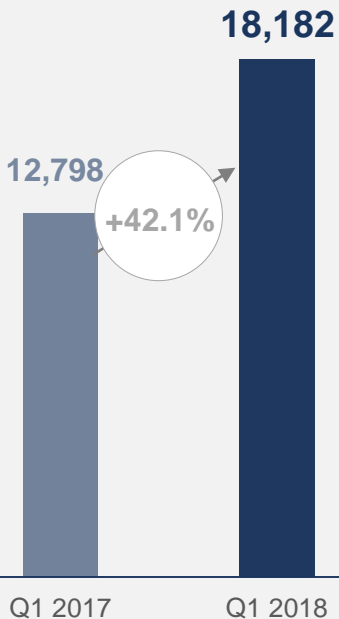
** OV new vehicle inventories at 31/12/2017 included company registered cars ; as of Q1 2018, company registered cars are excluded, according to PSA standards

+42.1% : REVENUE GROWTH

In million Euros

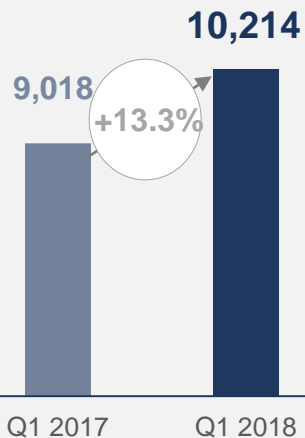

+21.6%
 vs 3M 2015
 @ constant
 exchange rates
 and perimeter

Group*



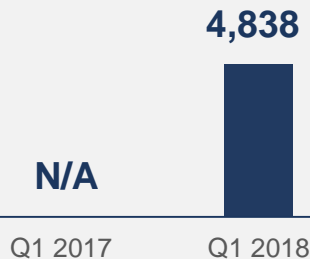
Automotive Division

Peugeot Citroën DS

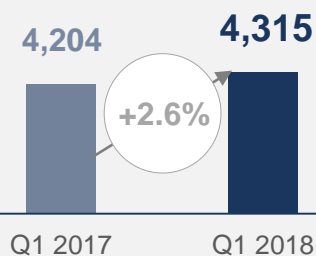


Automotive Division

Opel Vauxhall

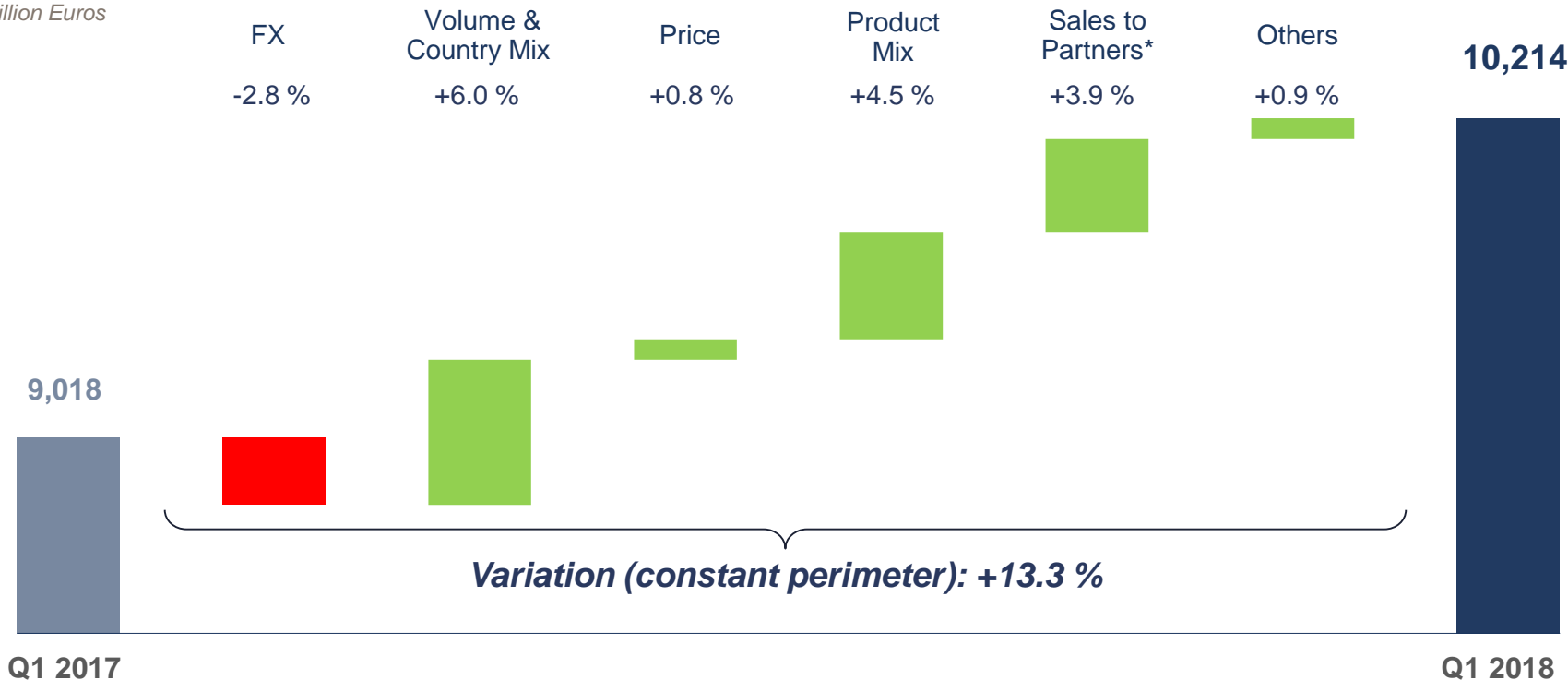


Faurecia*



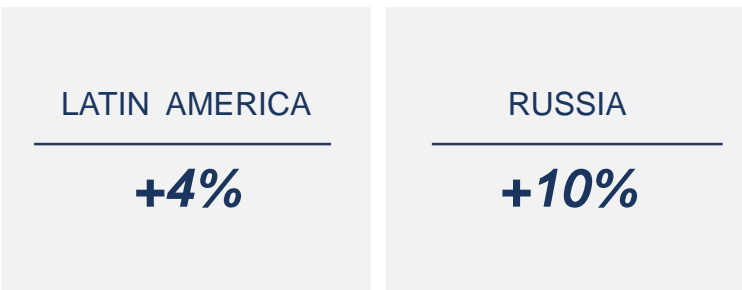
+13.3% : STRONG PCD AUTOMOTIVE REVENUE GROWTH

In million Euros



MARKET AND OPERATIONAL OUTLOOK

2018 Market Outlook



Operational Outlook

PSA
excl. 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** vs 2015 ⁽²⁾, and target additional 15% by 2021 ⁽²⁾

Opel
Vauxhall

Deliver **2% Automotive Recurring Operating Margin** ⁽¹⁾ by 2020, and **6%** by 2026.

Deliver a **positive Operational Free Cash Flow** ⁽³⁾ by 2020

Q&A



APPENDICES



Q1 WORLDWIDE UNIT SALES

| Units [*] | | Q1 2017 | Q1 2018 | Variation |
|---|------------------|----------------|------------------|---------------|
| Europe ^{**} | Peugeot | 267,575 | 299,343 | +11,9% |
| | Citroën | 186,832 | 195,120 | +4,4% |
| | DS | 10,905 | 11,516 | +5,6% |
| | PCD | 465,312 | 505,979 | +8,7% |
| | Opel Vauxhall | -- | 264,979 | NS |
| | Total PSA | 465,312 | 770,958 | +65,7% |
| Middle-East & Africa ^{***} | Peugeot | 120,161 | 124,859 | +3,9% |
| | Citroën | 12,214 | 7,222 | -40,9% |
| | DS | 0,456 | 0,289 | -36,6% |
| | PCD | 132,831 | 132,370 | -0,3% |
| | Opel Vauxhall | -- | 9,000 | NS |
| | Total PSA | 132,831 | 141,370 | +6,4% |
| China & South-East Asia | Peugeot | 56,868 | 49,142 | -13,6% |
| | Citroën | 24,257 | 34,111 | +40,6% |
| | DS | 1,920 | 0,812 | -57,7% |
| | PCD | 83,045 | 84,065 | +1,2% |
| | Opel Vauxhall | -- | 0,439 | NS |
| | Total PSA | 83,045 | 84,504 | +1,8% |
| Latin America | Peugeot | 26,552 | 29,912 | +12,7% |
| | Citroën | 13,985 | 15,611 | +11,6% |
| | DS | 0,370 | 0,209 | -43,5% |
| | PCD | 40,907 | 45,732 | +11,8% |
| | Opel Vauxhall | -- | 0,189 | NS |
| | Total PSA | 40,907 | 45,921 | +12,3% |
| India-Pacific | Peugeot | 3,100 | 4,553 | +46,9% |
| | Citroën | 1,103 | 1,261 | +14,3% |
| | DS | 0,276 | 0,172 | -37,7% |
| | PCD | 4,479 | 5,986 | +33,6% |
| | Opel Vauxhall | -- | 0,000 | NS |
| | Total PSA | 4,479 | 5,986 | +33,6% |
| Eurasia | Peugeot | 1,851 | 1,682 | -9,1% |
| | Citroën | 0,983 | 1,443 | +46,8% |
| | DS | 0,016 | 0,011 | -31,3% |
| | PCD | 2,850 | 3,136 | +10,0% |
| | Opel Vauxhall | -- | 0,072 | NS |
| | Total PSA | 2,850 | 3 208 | +12,6% |
| Total Consolidated Worldwide Sales | Peugeot | 476,107 | 509,491 | +7,0% |
| | Citroën | 239,374 | 254,768 | +6,4% |
| | DS | 13,943 | 13,009 | -6,7% |
| | PCD | 729,424 | 777,268 | +6,6% |
| | Opel Vauxhall | -- | 274,679 | NS |
| | Total PSA | 729,424 | 1,051,947 | +44,2% |

* Assembled Vehicles, CKDs and vehicles under-license

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

*** o/w 106 kunits sold in Iran under Peugeot license in 2018

REVENUE BY DIVISION

| <i>In million euros</i> | Q1 2017 | Q1 2018 | Change |
|--------------------------------------|---------------|---------------|---------------|
| Automotive – PCD | 9,018 | 10,214 | +1,196 |
| Automotive – OV* | -- | 4,838 | +4,838 |
| Faurecia** | 4,204 | 4,315 | +111 |
| Other businesses and eliminations*** | (424) | (1,185) | -761 |
| Group revenue | 12,798 | 18,182 | +5,384 |