

2018 Q3 REVENUE

24 October 2018

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CFO and member of the
Executive Committee



DISCLAIMER

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

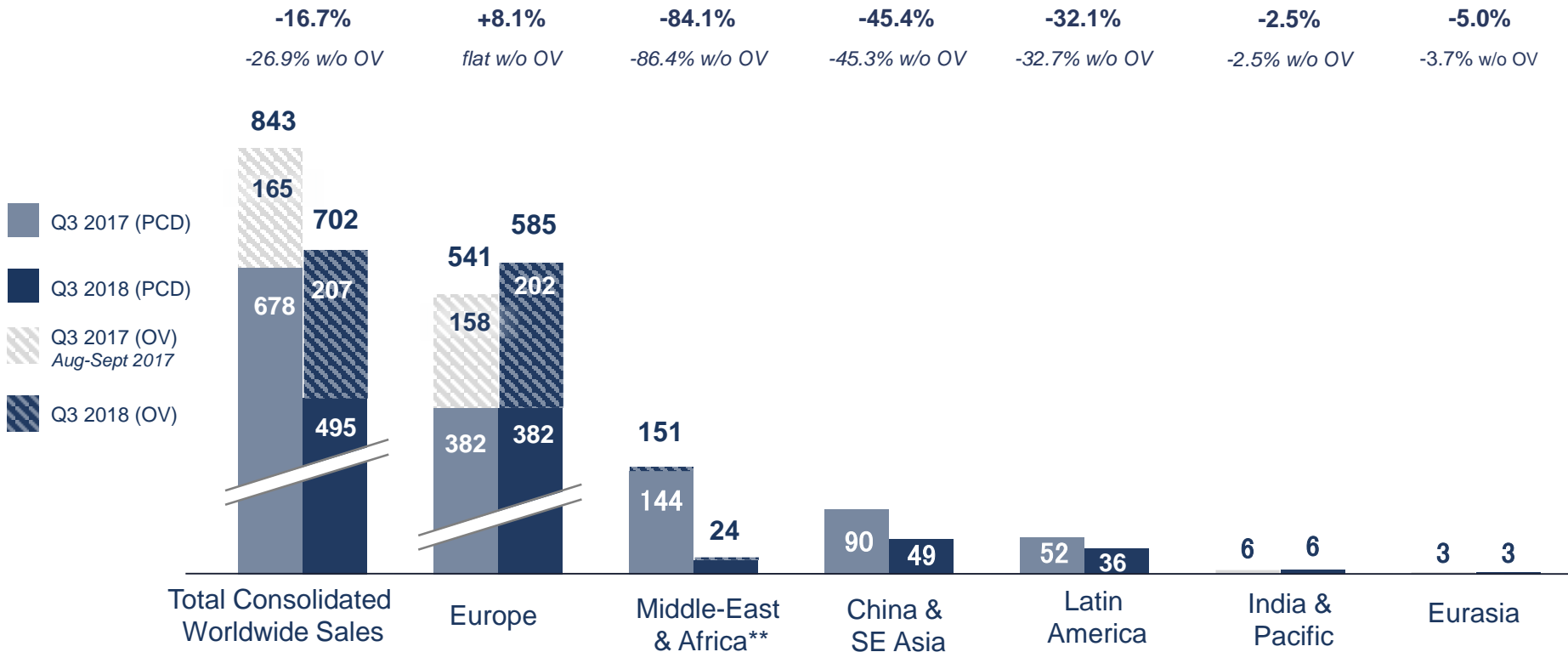
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The Company does not undertake to provide updates of these statements.

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

+8.1% EUROPEAN SALES, IMPACT OF IRAN WIND-DOWN

In thousands units*

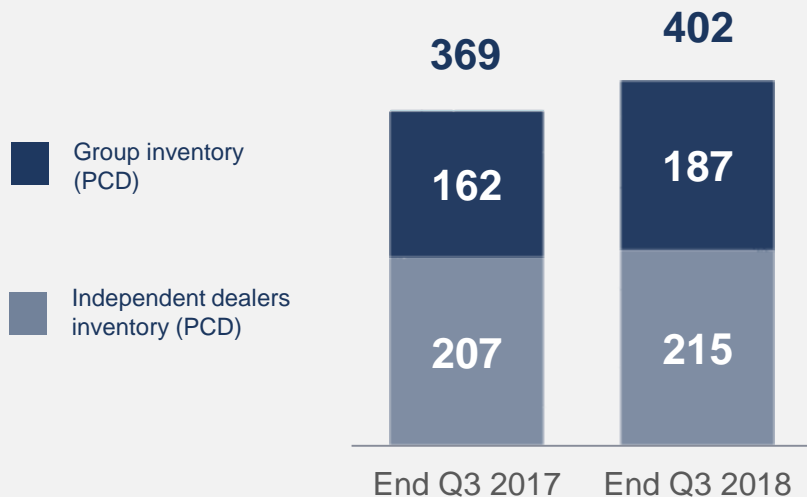


* Assembled Vehicles, CKDs and vehicles under license
 ** Including 112 units sold in Q3 2017 under Peugeot License by Iran Khodro

OV INVENTORIES TOWARDS PCD BEST PRACTICE

In thousands of new vehicles*

Peugeot Citroën DS inventories

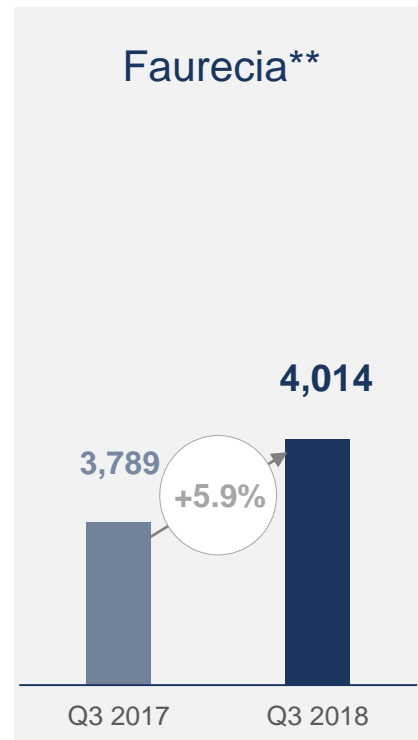
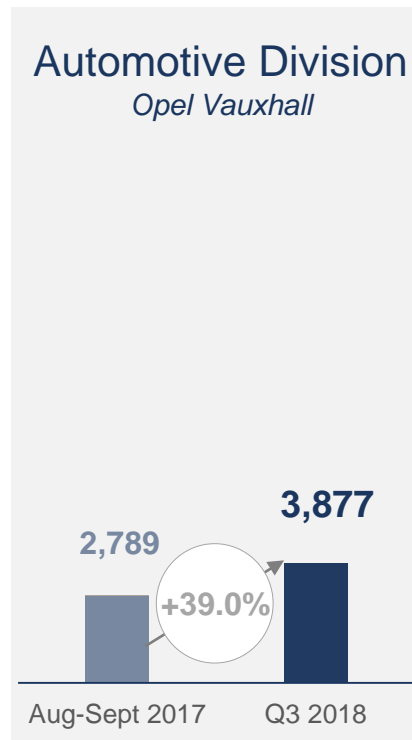
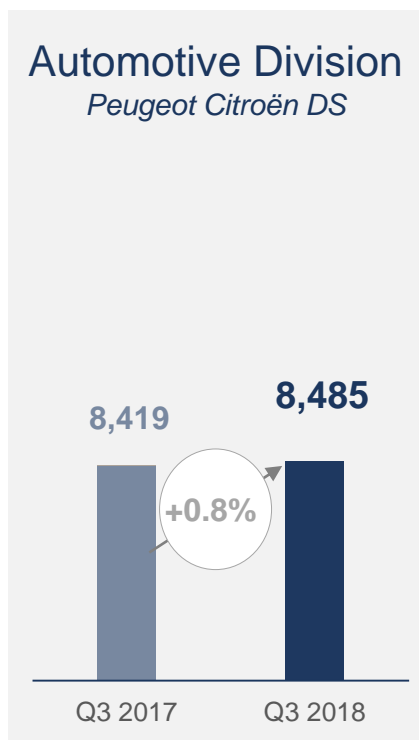
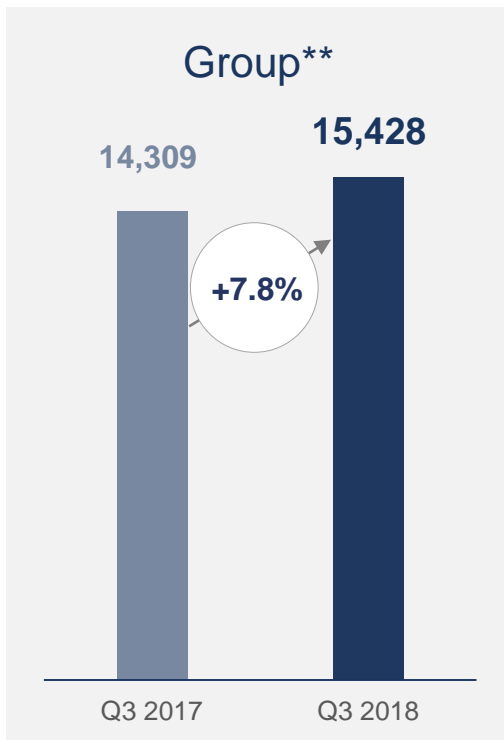


Opel Vauxhall inventories



+7.8% : STEADY GROUP REVENUE GROWTH

In million Euros

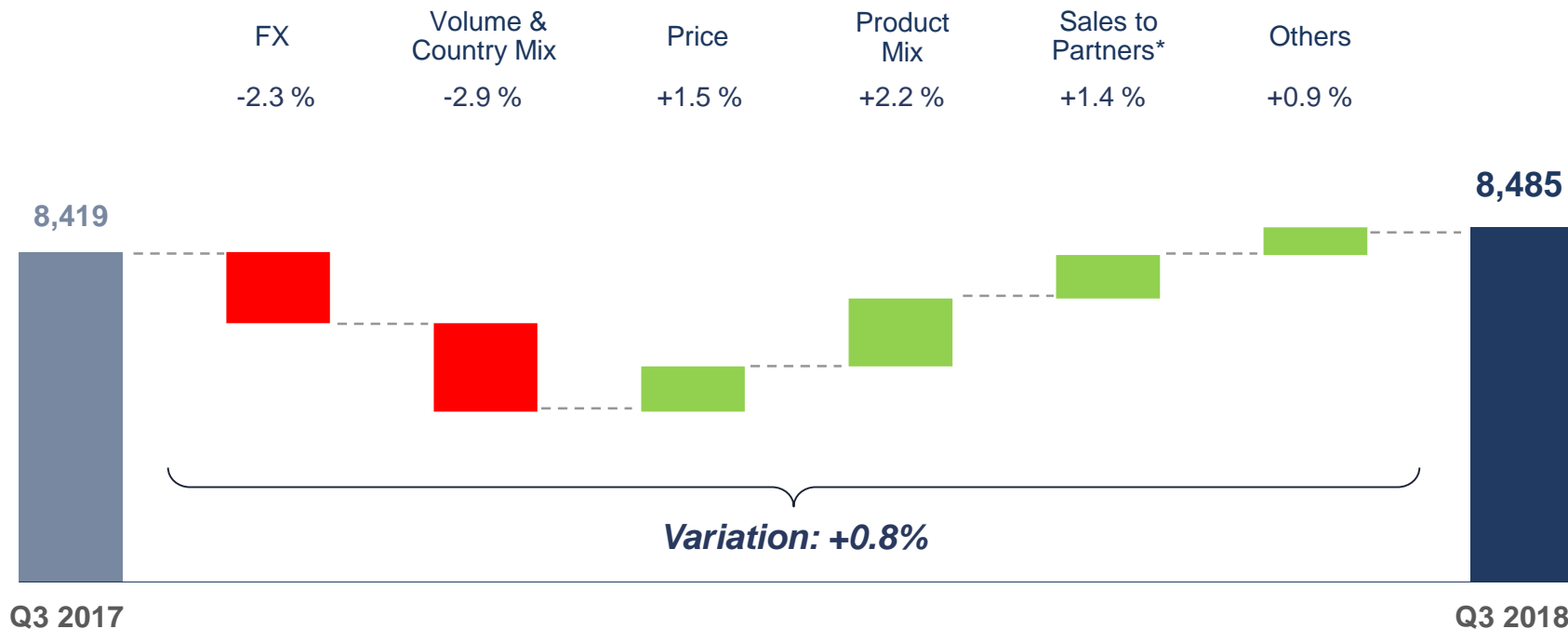


* Group revenue does not include the impact of hyperinflation in Argentina following IAS29. The estimation of this impact is in progress.

** IFRS15 application with 2017 restated (excluding essentially monoliths)

+0.8% : PCD AUTOMOTIVE REVENUE GROWTH

In million Euros



+29.1% : SHARP GROWTH

In million Euros

Group**

41,861

54,023

+29.1%

9M 2017

9M 2018

+21.6%

vs 9M 2015
@ constant
exchange rates
and perimeter

Automotive Division

Peugeot Citroën DS

28,306

30,634

+8.2%

9M 2017

9M 2018

Automotive Division

Opel Vauxhall

2,789

13,823

+396%

Aug-Sept 2017

9M 2018

Faurecia**

12,334

13,005

+5.4%

9M 2017

9M 2018

MARKET AND OPERATIONAL OUTLOOK

2018 Market Outlook

EUROPE

+2%

CHINA

+1%

LATIN AMERICA

+3%

RUSSIA

+10%

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

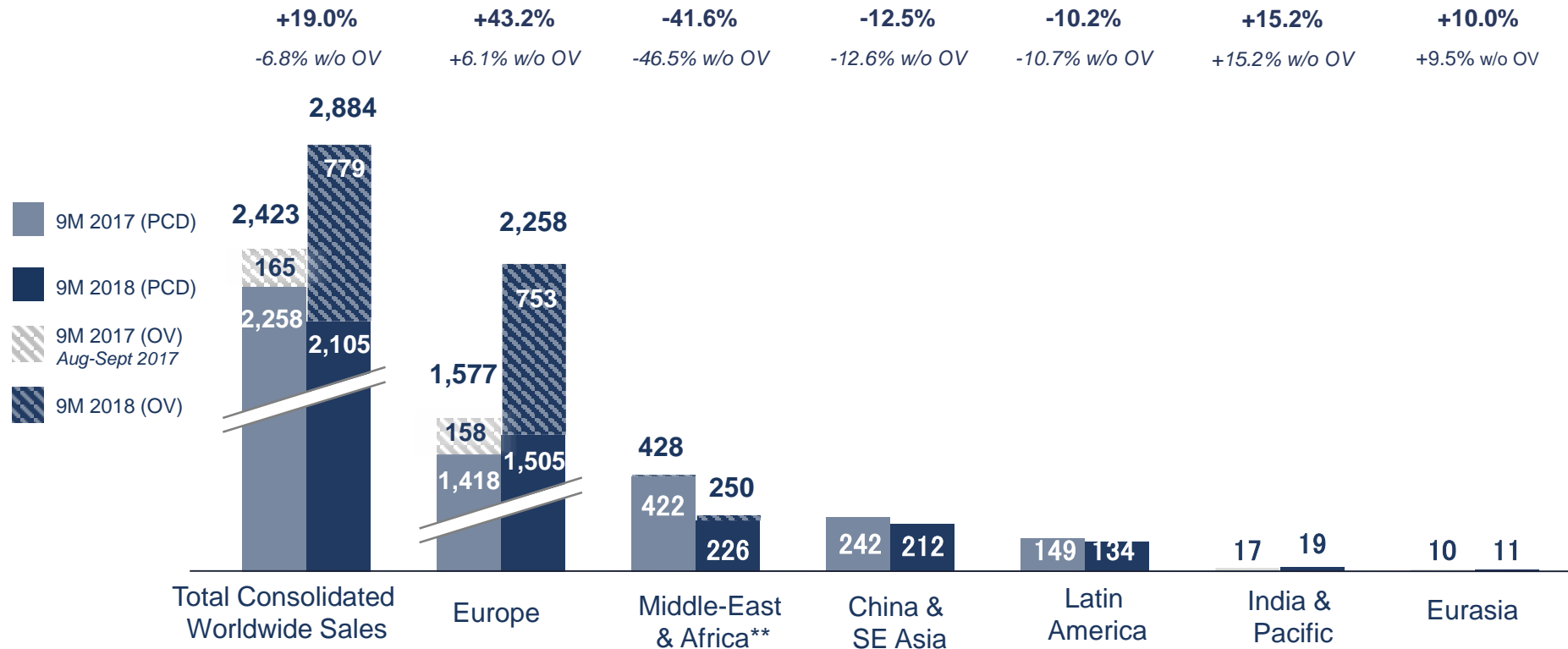


APPENDICES



YTD (9M) CONSOLIDATED WORLDWIDE SALES*

In thousands units*



Q3 CONSOLIDATED WOLDWIDE SALES

Units*		Q3 2017	Q3 2018	Change
Europe**	Peugeot	225,517	228,916	+1.5%
	Citroën	147,780	146,825	-0.6%
	DS	9,038	6,439	-28.8%
	Opel Vauxhall	158,419	202,397	+27.8%
	Total PSA	540,754	584,577	+8.1%
Middle East & Africa***	Peugeot	131,030	12,696	-90.3%
	Citroën	12,752	6,474	-49.2%
	DS	321	424	+32.1%
	Opel Vauxhall	6,415	4,297	-33.0%
	Total PSA	150,518	23,891	-84.1%
China & South East Asia	Peugeot	58,123	25,112	-56.8%
	Citroën	30,213	22,557	-25.3%
	DS	1,286	1,373	+6.8%
	Opel Vauxhall	150	2	-98.7%
	Total PSA	89,772	49,044	-45.4%
Latin America	Peugeot	34,991	23,448	-33.0%
	Citroën	17,050	11,658	-31.6%
	DS	381	189	-50.4%
	Opel Vauxhall	0	315	NA
	Total PSA	52,422	35,610	-32.1%
India-Pacific	Peugeot	4,249	4,434	+4.4%
	Citroën	1,557	1,163	-25.3%
	DS	149	209	+40.3%
	Opel Vauxhall	0	0	NA
	Total PSA	5,955	5,806	-2.5%
Eurasia	Peugeot	1,863	1,880	+0.9%
	Citroën	1,523	1,398	-8.2%
	DS	23	4	-82.6%
	Opel Vauxhall	100	52	-48.0%
	Total PSA	3,509	3,334	-5.0%

Total consolidated worldwide sales (AV+CKD)

	Q3 2017	Q3 2018	Change
Peugeot	455,773	296,486	-34.9%
Citroën	210,875	190,075	-9.9%
DS	11,198	8,638	-22.9%
Opel Vauxhall	165,084	207,063	+25.4%
Total PSA	842,930	702,262	-16.7%

YTD CONSOLIDATED WORLDWIDE SALES

Units*		9M 2017	9M 2018	Change
Europe**	Peugeot	825,363	879,020	+6.5%
	Citroën	561,375	591,120	+5.3%
	DS	31,687	34,765	+9.7%
	Opel Vauxhall	158,419	753,353	+375.5%
	Total PSA	1,576,844	2,258,258	+43.2%
Middle East & Africa***	Peugeot	379,428	198,387	-47.7%
	Citroën	41,413	26,437	-36.2%
	DS	1,193	1,017	-14.8%
	Opel Vauxhall	6,415	24,183	+277.0%
	Total PSA	428,449	250,024	-41.6%
China & South East Asia	Peugeot	161,284	116,189	-28.0%
	Citroën	76,275	91,890	+20.5%
	DS	4,443	3,422	-23.0%
	Opel Vauxhall	150	489	+226.0%
	Total PSA	242,152	211,990	-12.5%
Latin America	Peugeot	97,433	87,834	-9.9%
	Citroën	50,302	44,434	-11.7%
	DS	1,044	663	-36.5%
	Opel Vauxhall	0	712	NA
	Total PSA	148,779	133,643	-10.2%
India-Pacific	Peugeot	11,881	14,440	+21.5%
	Citroën	4,108	4,215	+2.6%
	DS	631	492	-22.0%
	Opel Vauxhall	0	0	NA
	Total PSA	16,620	19,147	+15.2%
Eurasia	Peugeot	5,691	6,292	+10.6%
	Citroën	4,163	4,540	+9.1%
	DS	66	33	-50.0%
	Opel Vauxhall	100	158	+58.0%
	Total PSA	10,020	11,023	+10.0%

Total consolidated worldwide sales (AV+CKD)

	9M 2017	9M 2018	Change
Peugeot	1,481,080	1,302,162	-12.1%
Citroën	737,636	762,636	+3.4%
DS	39,064	40,392	+3.4%
Opel Vauxhall	165,084	778,895	+371.8%
Total PSA	2,422,864	2,884,085	+19.0%

GROUP REVENUE BY DIVISION

<i>In million euros</i>	Q3 2017	Q3 2018	Change
Automotive PCD	8,419	8,485	+66
Automotive OV *	2,789	3,877	+1,088
Faurecia **	3,789	4,014	+225
Other businesses and eliminations	(688)	(948)	-260
Group Revenue	14,309	15,428	+1,119

<i>In million euros</i>	9M 2017	9M 2018	Change
Automotive PCD	28,306	30,634	+2,328
Automotive OV *	2,789	13,823	+11,034
Faurecia **	12,334	13,005	+671
Other businesses and eliminations	(1,568)	(3,439)	-1,871
Group Revenue	41,861	54,023	+12,162

YTD PCD AUTOMOTIVE REVENUE ANALYSIS

In million Euros

FX	Volume & Country Mix	Price	Product Mix	Sales to Partners*	Others
-2.7 %	+2.9 %	+0.9 %	+4.0 %	+2.7 %	+0.4 %

