

## Q3 2020 Auto revenue: back to growth

- **Automotive division<sup>1</sup> revenue up 1.2% at €12 billion driven by a recurring strong product mix and pricing policy;**
- **Group revenue down 0.8% at €15.5 billion;**
- **Success of recent launches with an increasing mix of electrified versions contributing to CO<sub>2</sub> leadership;**
- **Significant sales growth in Middle East & Africa**

**Groupe PSA revenue** amounted to €15,453 million in Q3 2020 compared to €15,579 million in Q3 2019.

**Automotive division revenue** amounted to €11,964 million up by 1.2% compared to Q3 2019. A strong product mix (+5.8%) as well as positive price actions (+1.5%), other effects (+2.7%) and an increase of sales to partners (+0.1%) more than offset the decrease of volumes and country mix (-6.8%) and the negative impact of exchange rates (-2.1%) mainly driven by the Turkish lira and Argentinean peso.

The strong product mix stems from the success of the Group's last launches in particular Peugeot 208, Peugeot 2008, Opel Vauxhall Corsa, all available with a BEV and ICE version, and Citroën C5 Aircross PHEV.

**The Group has sold 589,000 cars** in the world in Q3 2020 while continuing to prioritize profitability and cash generation.

**Total inventory**, including independent dealers and importers, stood at 428,000 vehicles at the end of September 2020, down 26% compared to end of September 2019.

**Faurecia revenue** was down 7.4% at €3,874 million.

**Market outlook:** in 2020, the Group anticipates a decrease by 25% of the automotive market in Europe, by 30% in Latin America, by 20% in Russia and by 10% in China.

### **Operational outlook (unchanged):**

Groupe PSA has set the target to deliver over 4.5% Automotive adjusted operating margin<sup>2</sup> on average for the period 2019-2021.

[Link](#) to the presentation of Q3 2020.

### **Financial Calendar**

24 February 2021: 2020 Annual Results

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<sup>1</sup> Automotive Division (PCDOV)

<sup>2</sup> Automotive Division (PCDOV) adjusted operating income related to revenue

### About Groupe PSA

[Groupe PSA](#) designs unique automotive experiences and delivers mobility solutions to meet all customer expectations. The Group has five car brands, Peugeot, Citroën, DS, Opel and Vauxhall and provides a wide array of mobility and smart services under the Free2Move brand. Its 'Push to Pass' strategic plan represents a first step towards the achievement of the Group's vision to be "a global carmaker with cutting-edge efficiency and a leading mobility provider sustaining lifetime customer relationships". An early innovator in the field of [autonomous and connected cars](#), Groupe PSA is also involved in financing activities through Banque PSA Finance and in automotive equipment via Faurecia.

Media library: [medialibrary.groupe-psa.com](http://medialibrary.groupe-psa.com) / [@GroupePSA\\_EN](https://twitter.com/GroupePSA_EN)

### Attachments

#### Revenue YTD September 2020 versus YTD September 2019

In million Euros	9M 2019	9M 2020	Change
Automotive	42,202	31,559	(10,643)
Faurecia	13,157	10,043	(3,114)
Other businesses and eliminations *	(1,441)	(1,029)	412
<b>Group Revenue</b>	<b>53,918</b>	<b>40,573</b>	<b>(13,345)</b>

\* Including remaining activities of Banque PSA Finance

#### Revenue Q3 2020 versus Q3 2019

In million Euros	Q3 2019	Q3 2020	Change
Automotive	11,824	11,964	140
Faurecia	4,185	3,874	(311)
Other businesses and eliminations *	(430)	(385)	45
<b>Group Revenue</b>	<b>15,579</b>	<b>15,453</b>	<b>(126)</b>

\* Including remaining activities of Banque PSA Finance

### Q3 2020 Consolidated Worldwide Sales

Consolidated World Sales Estimates	Q3 2019	Q3 2020	Δ Q3	YTD 2019	YTD 2020	Δ YTD
<b>EUROPE *</b>	568 869	495 581	- 12,9%	2 246 995	1 380 105	- 38,6%
PEUGEOT	214 891	216 062	+ 0,5%	854 276	583 655	- 31,7%
CITROEN	158 344	137 110	- 13,4%	614 199	389 802	- 36,5%
DS	10 068	7 015	- 30,3%	38 869	24 403	- 37,2%
OPEL VAUXHALL	185 566	135 394	- 27,0%	739 651	382 245	- 48,3%
<b>MIDDLE EAST &amp; AFRICA</b>	33 726	46 824	+ 38,8%	105 009	118 109	+ 12,5%
PEUGEOT	15 602	19 236	+ 23,3%	55 532	51 284	- 7,6%
CITROEN	9 615	12 478	+ 29,8%	27 536	32 754	+ 18,9%
DS	428	485	+ 13,3%	1 197	1 065	- 11,0%
OPEL VAUXHALL	8 081	14 625	+ 81,0%	20 744	33 006	+ 59,1%
<b>LATIN AMERICA</b>	33 052	25 299	- 23,5%	102 388	62 453	- 39,0%
PEUGEOT	20 007	17 069	- 14,7%	61 525	40 231	- 34,6%
CITROEN	12 464	7 823	- 37,2%	39 434	21 236	- 46,1%
DS	226	91	- 59,7%	569	317	- 44,3%
OPEL VAUXHALL	355	316	- 11,0%	860	669	- 22,2%
<b>CHINA</b>	27 469	8 827	- 67,9%	87 003	31 239	- 64,1%
PEUGEOT	14 214	5 406	- 62,0%	43 271	15 868	- 63,3%
CITROEN	12 944	3 311	- 74,4%	41 701	15 148	- 63,7%
DS	311	110	- 64,6%	2 031	223	- 89,0%
<b>INDIA &amp; ASIA PACIFIC</b>	7 537	7 325	- 2,8%	25 816	19 189	- 25,7%
PEUGEOT	5 263	4 884	- 7,2%	18 737	13 624	- 27,3%
CITROEN	1 820	1 779	- 2,3%	5 829	4 365	- 25,1%
DS	443	432	- 2,5%	1 018	904	- 11,2%
OPEL VAUXHALL	11	230	+ 1990,9%	232	296	+ 27,6%
<b>EURASIA</b>	3 810	4 720	+ 23,9%	10 214	10 734	+ 5,1%
PEUGEOT	2 036	2 275	+ 11,7%	5 734	5 491	- 4,2%
CITROEN	1 586	2 023	+ 27,6%	4 108	4 320	+ 5,2%
DS	11	54	+ 390,9%	20	88	+ 340,0%
OPEL VAUXHALL	177	368	+ 107,9%	352	835	+ 137,2%
<b>Total Consolidated World Sales</b>	<b>674 463</b>	<b>588 576</b>	<b>- 12,7%</b>	<b>2 577 425</b>	<b>1 621 829</b>	<b>- 37,1%</b>
PEUGEOT	272 013	264 932	- 2,6%	1 039 075	710 153	- 31,7%
CITROEN	196 773	164 524	- 16,4%	732 807	467 625	- 36,2%
DS	11 487	8 187	- 28,7%	43 704	27 000	- 38,2%
OPEL VAUXHALL	194 190	150 933	- 22,3%	761 839	417 051	- 45,3%

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