

2020 Q3 REVENUE

28 October 2020

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Chief Financial Officer



New Opel Mokka-e



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

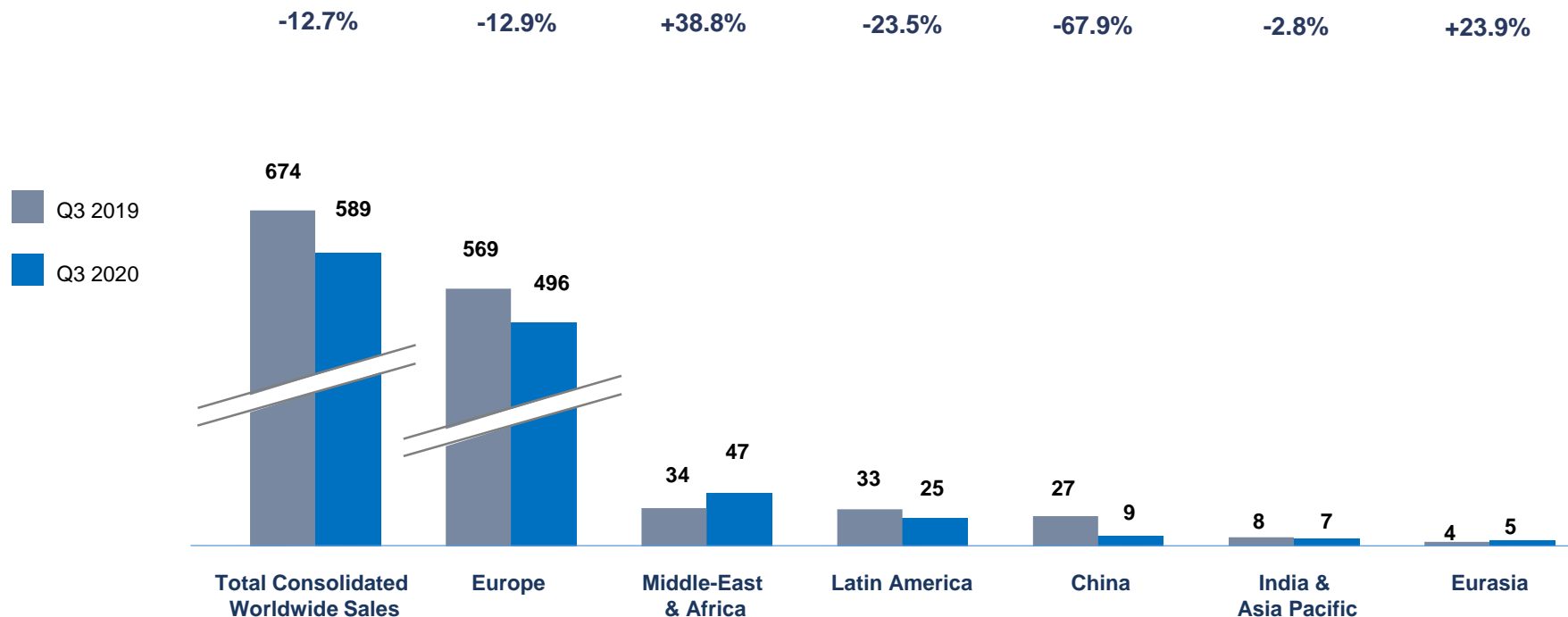
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The Company does not undertake to provide updates of these statements.

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

Q3 CONSOLIDATED SALES AT 589,000 UNITS

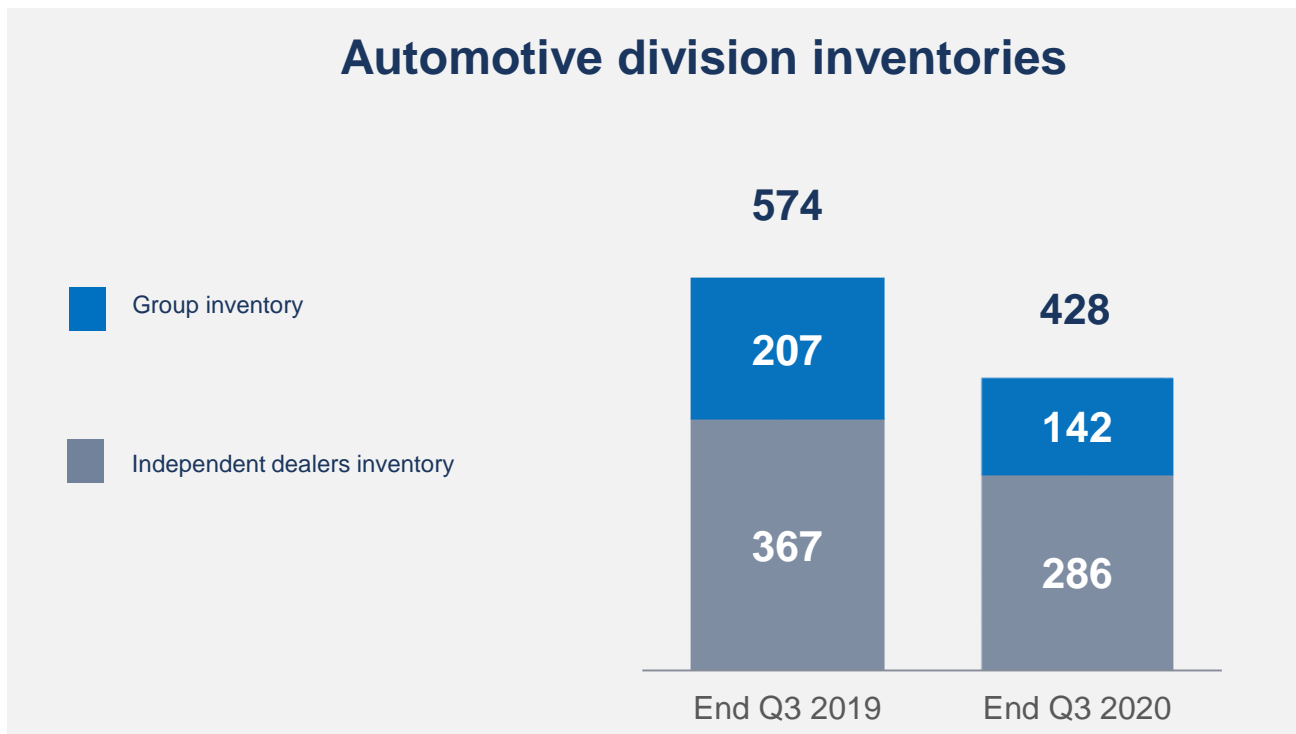
*In thousands units**



* Assembled Vehicles and CKDs

-26%: INVENTORIES SHARP DECREASE

In thousands of new vehicles(*)

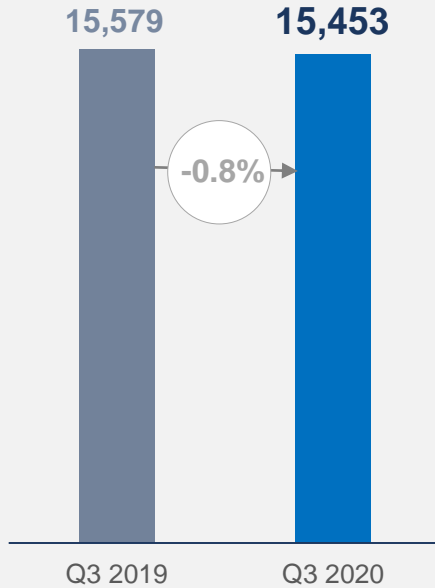


(*) World figures excluding JV China

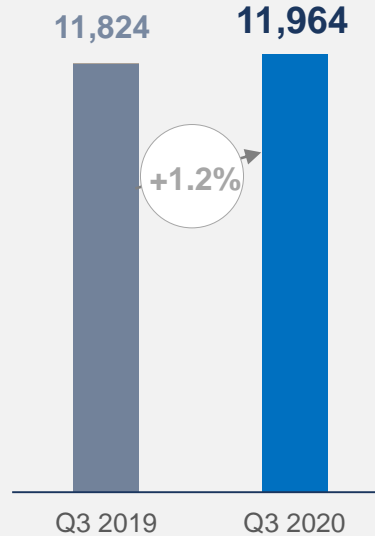
AUTOMOTIVE: BACK TO GROWTH

In million Euros

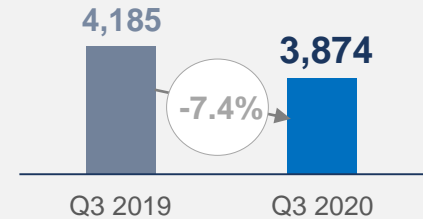
Group



Automotive division



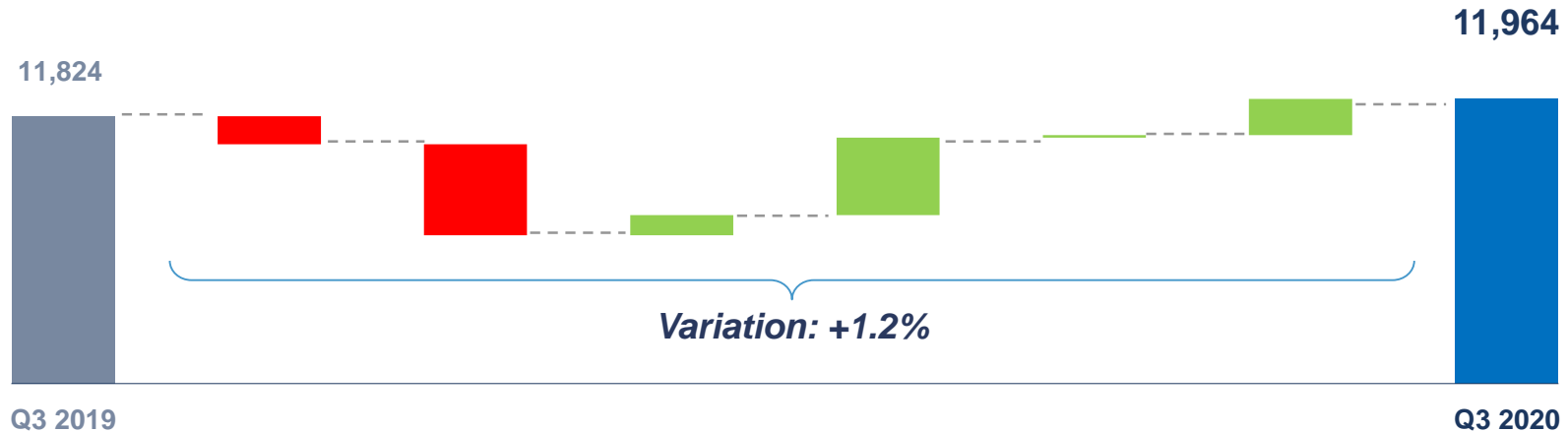
Faurecia



RECURRING STRONG PRODUCT MIX

In million Euros

FX	Volume & Country Mix	Price	Product Mix	Sales to Partners	Others
-2.1 %	-6.8 %	+1.5 %	+5.8 %	+0.1 %	+2.7 %



2020 Market Outlook⁽¹⁾

EUROPE

-25%

CHINA

-10%

LATIN AMERICA

-30%

RUSSIA

-20%

Operational Outlook

Deliver **over 4.5% Automotive Adjusted Operating Margin** ⁽²⁾ on average in 2019-2021

- (1) Market forecasts based on internal sources (PC+LCV) ; for China, passenger cars only and excluding imports ; Latin America = Argentina + Brazil + Chile + Mexico
- (2) Automotive division Adjusted Operating Income related to Revenue

APPENDICES



Q3 CONSOLIDATED WORLDWIDE SALES

Units*		Q3 2019	Q3 2020	Change
Europe**	Peugeot	214,891	216,062	0.5%
	Citroën	158,344	137,110	-13.4%
	DS	10,068	7,015	-30.3%
	Opel Vauxhall	185,566	135,394	-27.0%
	Total PSA	568,869	495,581	-12.9%
Middle East & Africa	Peugeot	15,602	19,236	23.3%
	Citroën	9,615	12,478	29.8%
	DS	428	485	13.3%
	Opel Vauxhall	8,081	14,625	81.0%
	Total PSA	33,726	46,824	38.8%
Latin America	Peugeot	20,007	17,069	-14.7%
	Citroën	12,464	7,823	-37.2%
	DS	226	91	-59.7%
	Opel Vauxhall	355	316	-11.0%
	Total PSA	33,052	25,299	-23.5%
China	Peugeot	14,214	5,406	-62.0%
	Citroën	12,944	3,311	-74.4%
	DS	311	110	-64.6%
	Total PSA	27,469	8,827	-67.9%
	India & Asia Pacific	Peugeot	5,263	4,884
Citroën		1,820	1,779	-2.3%
DS		443	432	-2.5%
Opel Vauxhall		11	230	1990.9%
Total PSA		7,537	7,325	-2.8%
Eurasia	Peugeot	2,036	2,275	11.7%
	Citroën	1,586	2,023	27.6%
	DS	11	54	390.9%
	Opel Vauxhall	177	368	107.9%
	Total PSA	3,810	4,720	23.9%

Total consolidated worldwide sales (AV+CKD)

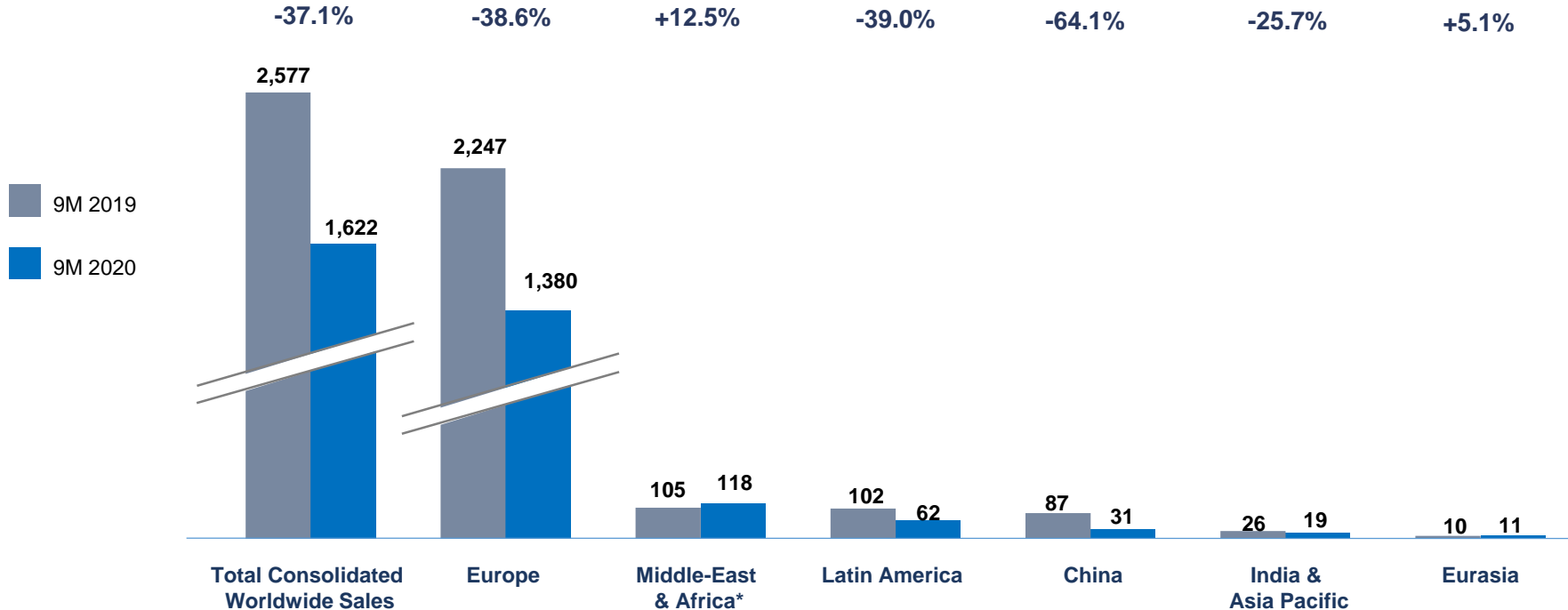
	Q3 2019	Q3 2020	Change
Peugeot	272,013	264,932	-2.6%
Citroën	196,773	164,524	-16.4%
DS	11,487	8,187	-28.7%
Opel Vauxhall	194,190	150,933	-22.3%
Total PSA	674,463	588,576	-12.7%

* Assembled Vehicles and CKDs.

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

GRUPE PSA SALES AT 1.6 M UNITS YTD 2020

*In thousands units**



* Assembled Vehicles and CKDs

9M CONSOLIDATED WORLDWIDE SALES

Units*		9M 2019	9M 2020	Change
Europe**	Peugeot	854,276	583,655	-31.7%
	Citroën	614,199	389,802	-36.5%
	DS	38,869	24,403	-37.2%
	Opel Vauxhall	739,651	382,245	-48.3%
	Total PSA	2,246,995	1,380,105	-38.6%
Middle East & Africa	Peugeot	55,532	51,284	-7.6%
	Citroën	27,536	32,754	18.9%
	DS	1,197	1,065	-11.0%
	Opel Vauxhall	20,744	33,006	+59.1%
	Total PSA	105,009	118,109	+12.5%
Latin America	Peugeot	61,525	40,231	-34.6%
	Citroën	39,434	21,236	-46.1%
	DS	569	317	-44.3%
	Opel Vauxhall	860	669	-22.2%
	Total PSA	102,388	62,453	-39.0%
China	Peugeot	43,271	15,868	-63.3%
	Citroën	41,701	15,148	-63.7%
	DS	2,031	223	-89.0%
	Total PSA	87,003	31,239	-64.1%
India & Asia Pacific	Peugeot	18,737	13,624	-27.3%
	Citroën	5,829	4,365	-25.1%
	DS	1,018	904	-11.2%
	Opel Vauxhall	232	296	27.6%
	Total PSA	25,816	19,189	-25.7%
Eurasia	Peugeot	5,734	5,491	-4.2%
	Citroën	4,108	4,320	+5.2%
	DS	20	88	+340.0%
	Opel Vauxhall	352	835	137.2%
	Total PSA	10,214	10,734	+5.1%

Total consolidated worldwide sales (AV+CKD)

	9M 2019	9M 2020	Change
Peugeot	1,039,075	710,153	-31.7%
Citroën	732,807	467,625	-36.2%
DS	43,704	27,000	-38.2%
Opel Vauxhall	761,839	417,051	-45.3%
Total PSA	2,577,425	1,621,829	-37.1%

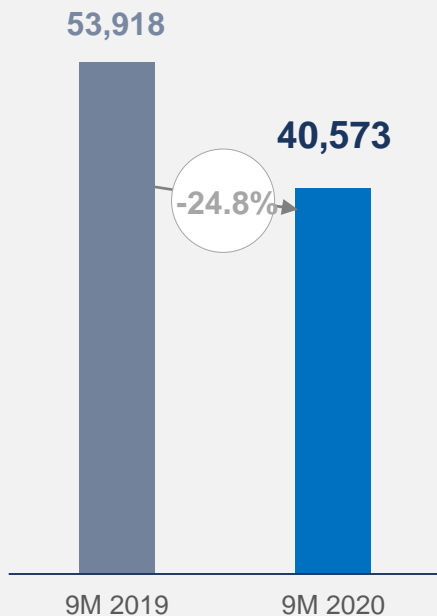
* Assembled Vehicles and CKDs.

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

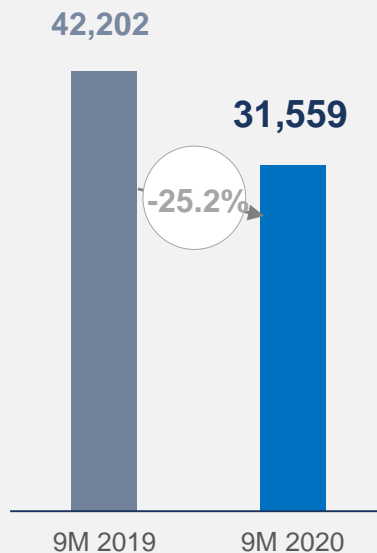
-24.8% : 9M 2020 GROUP REVENUE

In million Euros

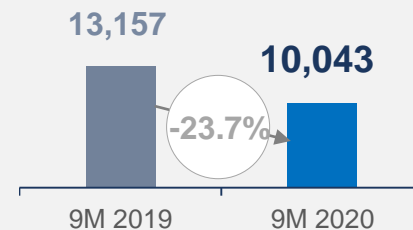
Group



Automotive division



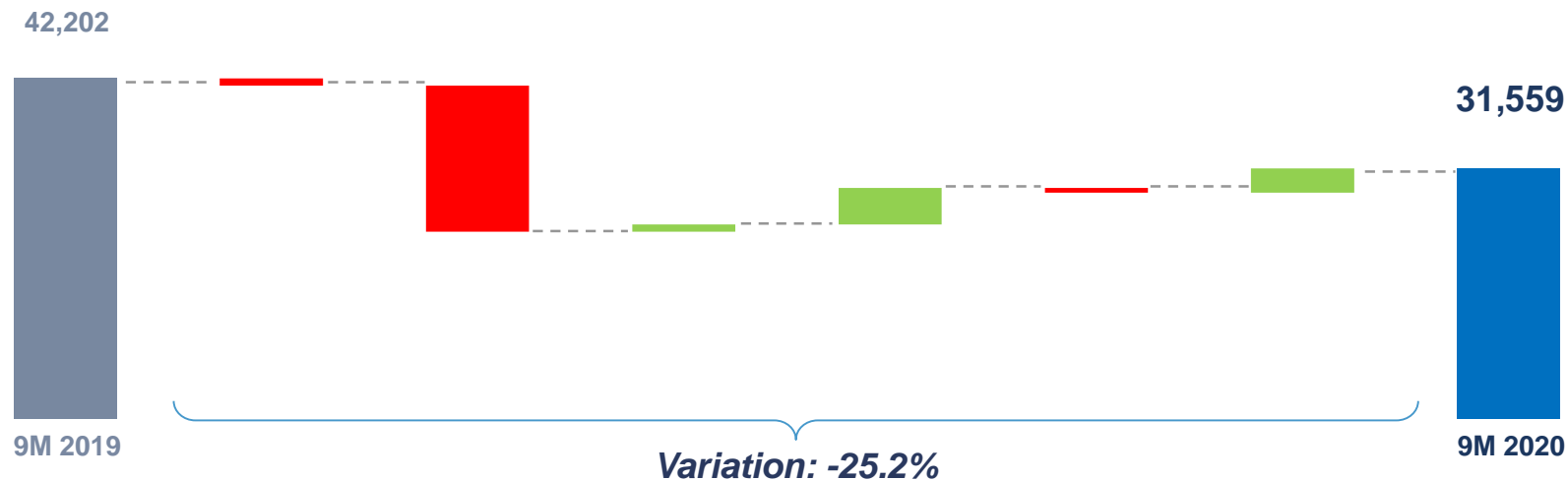
Faurecia



SHARP VOLUME DROP DUE TO COVID-19

In million Euros

FX	Volume & Country Mix	Price	Product Mix	Sales to Partners	Others
-1.0 %	-31.1 %	+0.7 %	+4.1 %	-0.3 %	+2.4 %



GROUP REVENUE BY DIVISION

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

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