

PSA PEUGEOT CITROËN

2014 Q1 Revenues April 25th



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

More comprehensive information about PSA PEUGEOT CITROËN may be obtained on group website (www.psa-peugeot-citroen.com), under Regulated Information.



Q1 2014 Highlights



- Q1 Group revenues up 1.9% YoY, Automotive Division revenues up 2.0%
- Higher sales volumes (+7.7% vs. 2013), including China
- Good product momentum
- Restructuring plan enhancing competitiveness in Europe
- Success of the €3bn RCF (Revolving Credit Facility)







| In million euros | Q1 2013* | Q1 2014 | Change |
|---|----------|---------|--------|
| Automotive | 8,747 | 8,925 | 2.0% |
| Faurecia | 4,369 | 4,518 | 3.4% |
| Banque PSA Finance | 451 | 418 | -7.4% |
| Other businesses and intra-company eliminations | (524) | (574) | -9.5% |
| Total revenues | 13,043 | 13,287 | 1.9% |

^{*} IFRS11: 2013 restated €18m on Group revenues o/w €25m on Automotive division revenues







Cars and light commercial vehicles – Market evolution

 Δ vs. previous year

| | Q1 2014 |
|-----------|---------|
| Europe 30 | +8% |
| Italy | +6% |
| France | +2% |
| Spain | +14% |
| UK | +14% |
| Germany | +6% |

| * Passengers vehicles | on invoices | market w/o imports |
|-----------------------|-------------|--------------------|
|-----------------------|-------------|--------------------|

^{**} Brazil, Argentina, Chile, Mexico

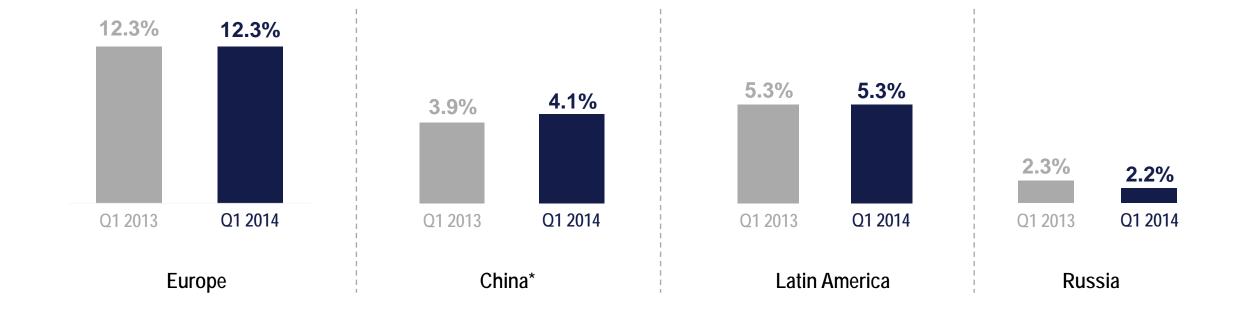
| | Q1 2014 |
|-----------------|---------|
| China* | +13% |
| Latin America** | -3% |
| Russia | -2% |



Automotive: market share



Cars and light commercial vehicles – Market share



LCV: European leader with 22.2% market share +0.2 pt vs. Q1 2013



^{*} Passengers vehicles on invoices market w/o imports

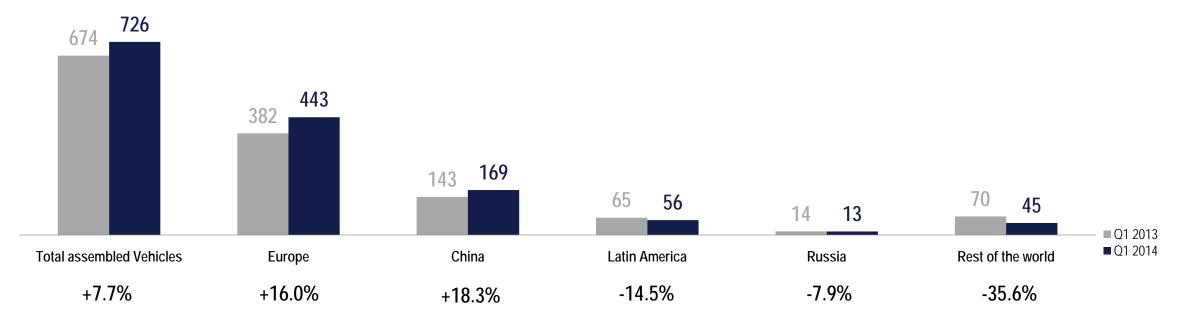
Automotive: worldwide unit sales* in Q1 2014



- Total sales increase by 7.7%
- European sales +16.0%
- International sales impacted by market evolution and Forex

Worlwide unit sales*

In thousands of units



^{*} Assembled vehicles, excluding CKD's

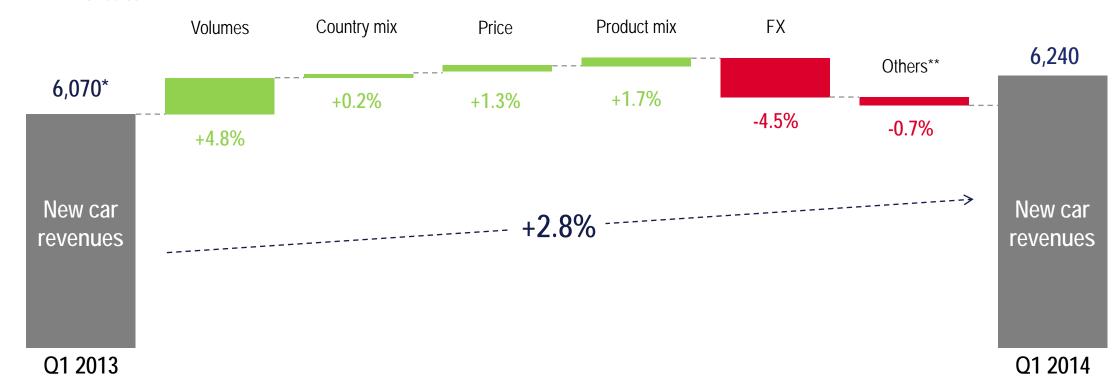






- Favorable impact of increasing volumes, pricing policy and product mix
- Strong negative impact of exchange rate





^{*} IFRS11: 2013 restated €18m on Group revenues o/w €25m on Automotive division revenues



^{* *}CKD, accounting treatment of buy back commitment, short term rental

Inventories

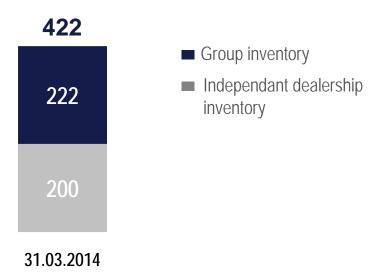


- Total inventories **62 days*** of sales
- Group inventories stable

In thousands of new vehicles*



^{*} World figures, based on forward 3 months delivery expectations, excluding China









- Penetration rate maintained at a high level at 27,9%
- Launch of a "term deposit account" in France in a context of a confirmed success of "Distingo" online retail savings after 12 months activity
- **Exclusive negotiation with Santander** in order to reach a competitive partnership within Europe

| In million euros | Q1 2013 | Q1 2014 | Change |
|---|---------|---------|---------|
| Revenues | 451 | 418 | (33) |
| Total outstanding loans (end of period) | 22.4bn | 21.1bn | (1.3) |
| Number of new contracts (lease and financing) | 189,000 | 186,000 | (3,000) |







- **Q1 Sales** +3.4% or +7% like for like*
- Strong growth in Europe, Asia and South America

| In million euros | Q1 2013 | Q1 2014 | Change |
|---|---------|---------|--------|
| Automotive Seating | 1,206 | 1,209 | +0.2% |
| Interior Systems | 968 | 996 | +2.9% |
| Emissions Control Technologies Systems | 828 | 846 | +2.2% |
| Automotive Exteriors | 416 | 437 | +5.0 % |
| Total Product revenues | 3,417 | 3,487 | +2% |
| Monolith revenues | 687 | 751 | +9.3% |
| Development, Tooling & Prototype revenues | 265 | 280 | +5.7% |
| Total revenues | 4,369 | 4,518 | +3.4% |

^{*} At constant exchange rates and scope



Product momentum

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DS

- DS 5LS Launched in China in March '14
- Acceleration of development in China with 56 dealers by end of Q1 2014
- Reveal of SUV DS 6WR Launch in November '14 in China



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Peugeot 308
 with results beyond
 expectations, leading
 C segment in France





- Peugeot 2008
 Confirmed success after one year.
 68% of mix on upper versions
 To be launched in China O2
- Peugeot 108
 June '14
- New Peugeot 408 in China first EPM2 vehicle in China To be launched in H2 2014

CITROËN

- Citroën C4 Picasso confirms its success with 91,000 units sold since the launch. 70% of mix are on upper versions
- Citroën Renewal with reveal of C4 Cactus
 Warm press welcome / launch in June '14
- Citroën C1 in June '14







Restructuring plan On track

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Restructuring plan

and

New Social contract

- In line with target
- **Restructuring**: On going finalization of our commitments with employees
 - > 7,730 signed end March 2014 vs. objective 8,000
- New Social contract
 - Flexibility measures
 - Bonuses and wage restraint
 - CICE
 - Move to one production line in Poissy, and one production line in Mulhouse during modernization in 2015
 - Extension of employment adequacy plan



Reduction of fixed costs to lower the group break-even point, targeting a break-even position at c. 2 Million cars (excl. China)







Success of the €3bn RCF (Revolving Credit Facility) extension



Signature of a €3.0 billion syndicated credit facility

- €2.0 billion five-year tranche
- €1.0 billion three-year tranche with two optional one-year extensions

Operation subject to the completion of capital increase

Commitment of 23 banks demonstrating confidence on PSA's strategy





Strengthened balance sheet

A strategic €3.0bn capital increase

Reserved Capital Increase

€1.05bn

Rights Issue

€1.95bn

Warrants

- To be equally subscribed by Dongfeng and the French State, on 29 April 2014, with subscription price at €7.5
- Proforma ownership of 14% for each of Dongfeng and the French State
- €0.6bn: firm commitment from Dongfeng and the French State to subscribe their prorata share
- €1.4 bn: right issue fully underwritten by a syndicate of bank
 - > FFP/ EPF to invest so that proforma holding equals Dongfeng and the French State (c.14%)

- Free distribution of warrants to PSA's current shareholders on 29 April 2014 (excluding Dongfeng and the French State): 1 warrant for 1 share
- Exercise proceeds of c.€0.8bn for PSA

Transaction subject to shareholders' approval at General Meeting.







- Transform PSA business model in Latin America and Russia to go back to profit
- Develop best-in-class CO₂ and Advanced Driver Assistance System (ADAS) technologies
- Invest for a competitive European footprint
- Reduce net debt



Outlook



2014 market assumptions: Europe: c.+3%, China: c.+10%, Latin America: -7%, Russia: -5%

Positive Group operational free cash flow* by 2016 at the latest.

€2bn cumulated Group operational free cash flow over 2016-2018

Reach 2% operating margin** in 2018 for the automotive business, targeting 5% within the timing of the next mid-term plan 2019-2023



^{*} Free cash flow without restructuring and exceptional

^{**} ROI relating to revenues



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Appendices





| in thousand of units* | | Q1 2013 | Q1 2014 | Change |
|---|--|--------------------------------------|--------------------------------------|-----------------------------|
| Europe** | Peugeot | 202,479 | 239,161 | 18.1% |
| | Citroën | 179,342 | 203,758 | 13.6% |
| | Total PSA | 381,821 | 442,919 | 16.0% |
| China | Peugeot | 72,427 | 85,922 | 18.6% |
| | Citroën | 70,600 | 83,275 | 18.0% |
| | Total PSA | 143,027 | 169,197 | 18.3% |
| Latin America | Peugeot | 38,427 | 34,201 | -11.0% |
| | Citroën | 26,480 | 21,306 | -19.5% |
| | Total PSA | 64,907 | 55,507 | - 14.5% |
| Russia | Peugeot | 8,286 | 7,133 | -13.9% |
| | Citroën | 5,709 | 5,754 | 0.8% |
| | Total PSA | 13,995 | 12,887 | - 7.9% |
| Rest of the world | Peugeot | 50,579 | 33,220 | -34.3% |
| | Citroën | 19,823 | 12,115 | -38.9% |
| | Total PSA | 70,402 | 45,335 | - 35.6% |
| Total Assembled vehicles | Peugeot | 372,198 | 399,637 | 7.4% |
| | Citroën | 301,954 | 326,208 | 8.0% |
| | Total PSA | 674,152 | 725,845 | 7.7% |
| CKD | Peugeot Citroën Total PSA | 432 0 432 | 72 0 72 | - |
| Total Assembled vehicles + CKD units | Peugeot Citroën Total PSA | 372,600 301,954 674,600 | 399,709 326,208 725,917 | 7.3% 8.0% 7.6% |



^{*} Assembled vehicles, CKD units ** Europe = EU + EFTA + Albania + Bosnia + Croatia + Kosovo + Macedonia + Montenegro + Serbia



European utilization rate



| | 2009 | 2011 | 2012 | 2013 | Q1 2014 |
|-------------------|------|------|------|------|---------|
| Utilization rate* | 80% | 86% | 75% | 72% | 83% |
| o/w A&B | 87% | 76% | 72% | 65% | 91% |



^{* 100% = 2} shifts working 8 hours / day, 235 days / year





| In million euros | 2013 | IFRS11 impact | 2013 Incl. IFRS11 |
|---------------------|--------|---------------|----------------------|
| Group revenues | 13,025 | 0,018 | 13,043 |
| Automotive revenues | 8,722 | 0,025 | 8,747 |

