



BACK IN THE RACE



**Q1 2015
REVENUES**

April, 29th 2015

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



PSA PEUGEOT CITROËN 

BACK
IN THE RACE



**Jean-Baptiste
de Chatillon**

CFO and Member of the Managing Board



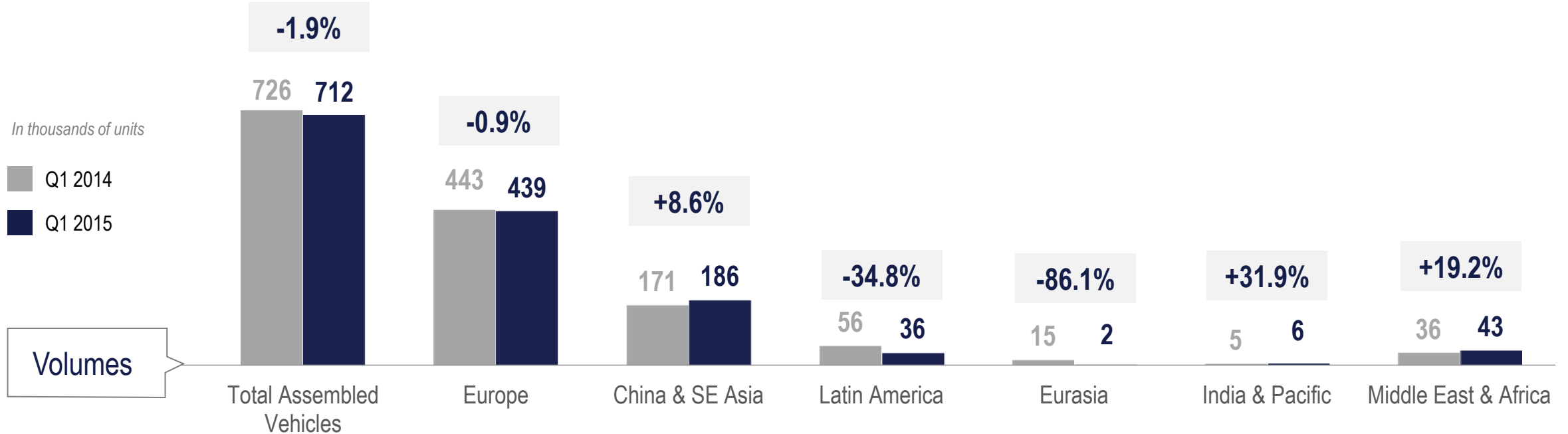
Highlights

- Ahead of our roadmap
- Group revenues up 4.6%
- New car revenues, including China, up 5.5%*
- Focus on profitable sales in every region
- Favorable economic context in Europe (FX, interest rate, markets...)

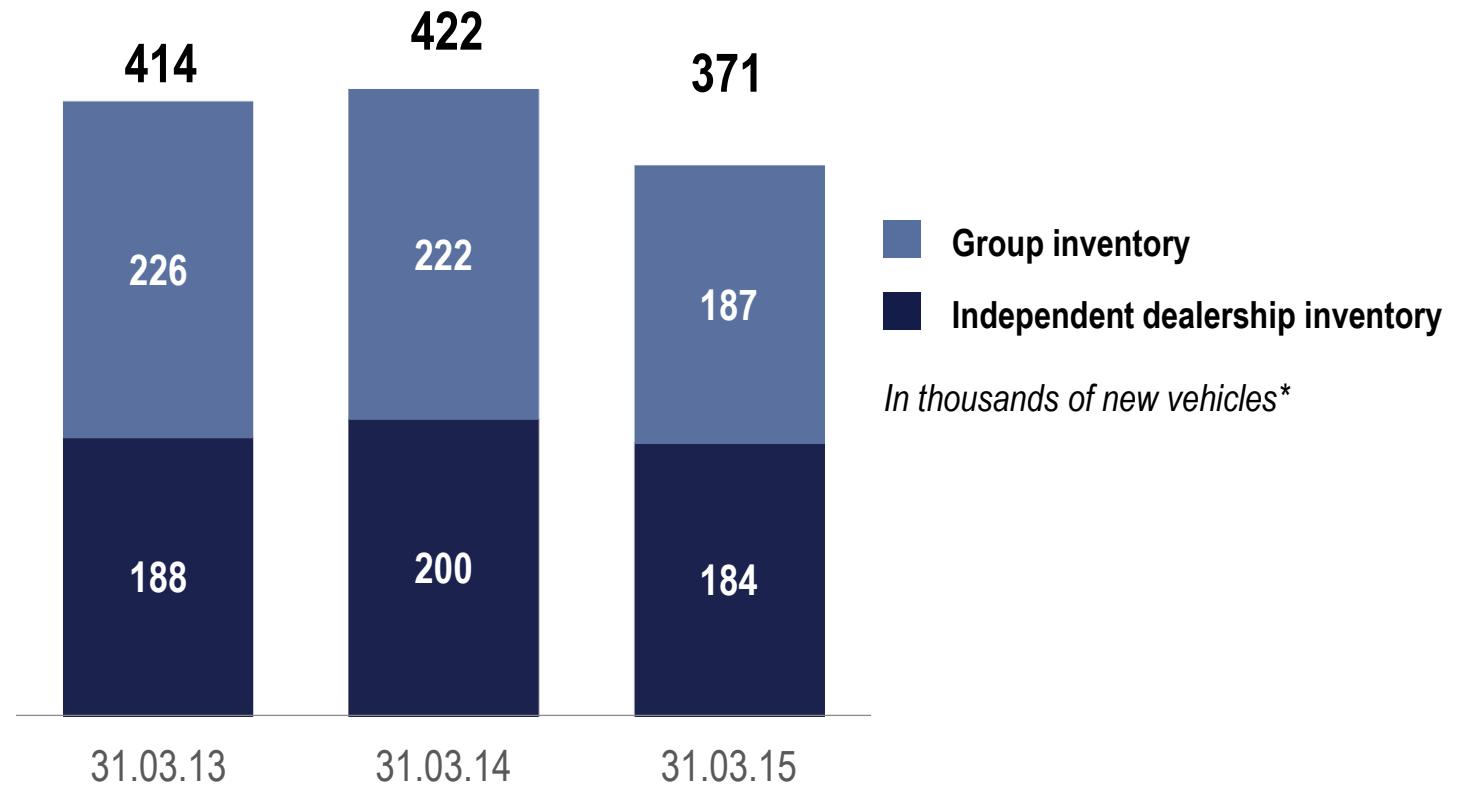
And still accelerating “Back in the Race” action plans

Ensure profitable growth worldwide

Consolidated worldwide unit sales*



Structural improvement



Increase in automotive revenues including China +3.3%

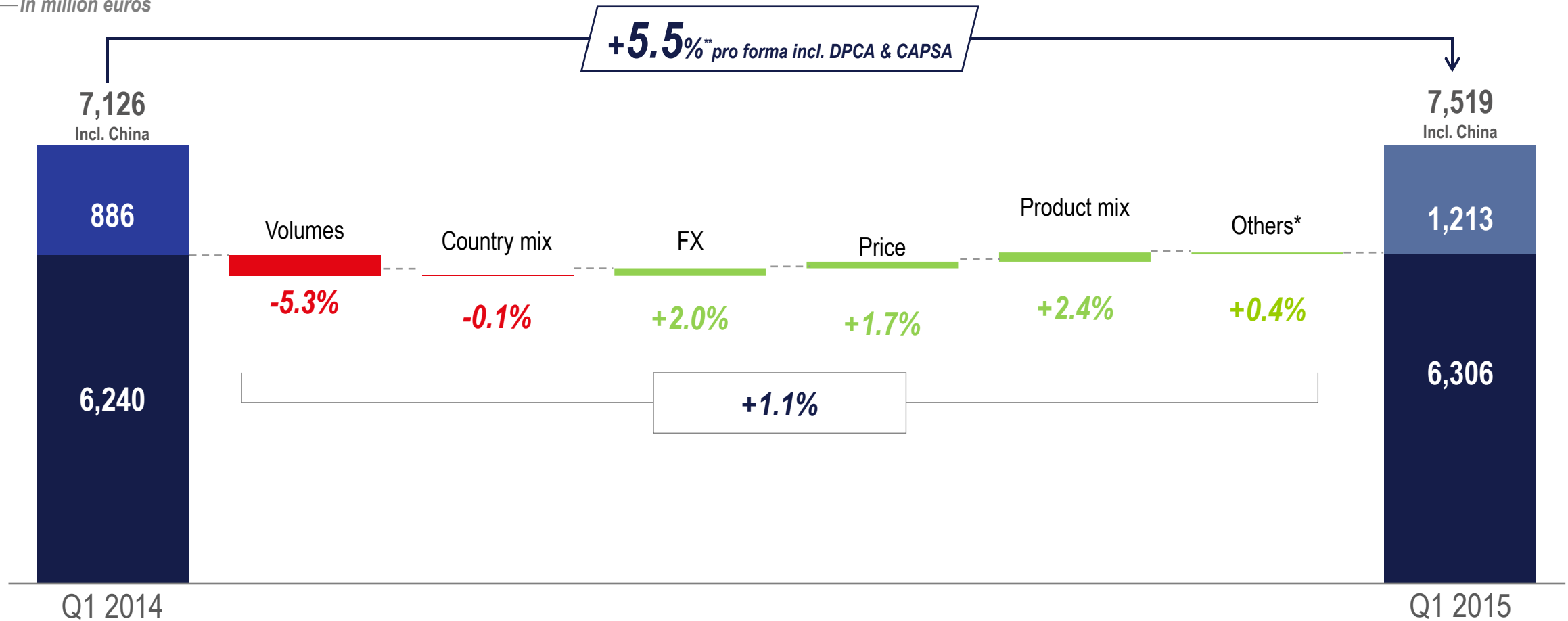
<i>In million euros</i>	Q1 2014 IFRS 5	Q1 2015 IFRS 5	Change
Automotive	8,925	8,950	25
<i>DPCA & CAPSA Revenues*</i>	961	1,267	306
<i>Pro forma Automotive Revenues incl. DPCA & CAPSA*</i>	9,886	10,217	331
Faurecia	4,518	5,140	622
Other businesses and eliminations**	(367)	(416)	48
Group Revenues	13,076	13,674	598
→ <i>o/w Automotive new car revenues, including China*</i>	7,126	7,519	393

* 50% of DPCA & CAPSA revenues

** Including remaining activities of Banque PSA Finance

Price & product mix: positive impact

— In million euros



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

** Including 50% of DPCA and CAPSA new car revenues

Reaching best-in-class refinancing conditions

<i>In million euros</i>	Q1 2014*	Q1 2015*	Change
Revenues	418	424	+1.4%
Total outstanding loans	21.1 bn	21.1 bn	+0.0 bn
Penetration rate	27.9%	28.4%	+0.5 pt
Number of new contracts (new vehicles - lease and financing)	144,645	142,827	-1,818

Strong growth

<i>In million euros</i>	Q1 2014	Q1 2015	Change
Automotive Seating	1,209	1,386	+14.6%
Interior Systems	996	1,130	+13.4%
Emissions Control Technologies Systems	846	965	+14.0%
Automotive Exteriors	437	475	+8.7%
Total product revenues	3,487	3,957	+13.5%
Monolith revenues	751	922	+22.8%
Development, Tooling & Prototype revenues	280	261	-6.7%
Total revenues	4,518	5,140	+13.8%



PSA PEUGEOT CITROËN

BACK
IN THE RACE

**BACK IN THE
RACE**



**Jean-Baptiste
de Chatillon**

CFO and Member of the Managing Board



Back in the Race: 4 business objectives

- Differentiate Brands and improve net pricing
- Implement a global core model strategy
- Ensure profitable growth worldwide
- Enhance core competitiveness

**Share resources
R&D Center with DFG**



**Share development
CMP (ex-EMP1)
with DFG**



**Share development
B-LCV with GM**



**More technologies
Traffic Jam Assist 2018**



**More technologies
Connected services
with IBM**



2015 Market outlook

Europe: +4%

China: +7%

Latin America: -10%

Russia: -30%

Operational outlook (unchanged)

€2bn cumulated Group operational free cash flow*
over **2015 – 2017**

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



PSA PEUGEOT CITROËN 

BACK
IN THE RACE



Q&A



PSA PEUGEOT CITROËN 

BACK
IN THE RACE



APPENDICES

Worldwide unit sales

units*		Q1 2014	Q1 2015	Change
Europe**	Peugeot	239,161	245,760	+2.8%
	Citroën	179,455	174,273	-2.9%
	DS	24,303	18,921	-22.2%
	Total PSA	442,919	438,954	-0.9%
China & South East Asia	Peugeot	87,803	107,901	+22.9%
	Citroën	80,360	73,813	-8.1%
	DS	3,127	4,268	+36.0%
	Total PSA	171,290	185,982	+8.6%
Latin America	Peugeot	34,201	22,439	-34.4%
	Citroën	20,887	13,177	-36.9%
	DS	419	327	-22.0%
	Total PSA	55,507	35,943	-35.2%
Eurasia	Peugeot	8,997	1,191	-86.8%
	Citroën	6,108	940	-84.6%
	DS	320	17	-94.7%
	Total PSA	15,425	2,148	-86.1%
India-Pacific	Peugeot	3,553	5,163	+45.3%
	Citroën	845	1,014	+20.0%
	DS	522	301	-42.3%
	Total PSA	4,920	6,478	+31.7%
Middle East - Africa	Peugeot	25,922	26,790	+3.3%
	Citroën	9,490	15,571	+64.1%
	DS	372	351	-5.6%
	Total PSA	35,784	42,712	+19.4%
Total Assembled vehicles	Peugeot	399,637	409,244	+2.4%
	Citroën	297,145	278,788	-6.2%
	DS	29,063	24,185	-16.8%
	Total PSA	725,845	712,217	-1.9%

* Assembled vehicles, CKD units

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