

# 2016 Q3 REVENUE

October 26<sup>th</sup>, 2016



## DISCLAIMER

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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.

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More comprehensive information about PSA Group may be obtained on group website ([www.groupe-psa.com](http://www.groupe-psa.com)), under Regulated Information.

# ***HIGHLIGHTS***



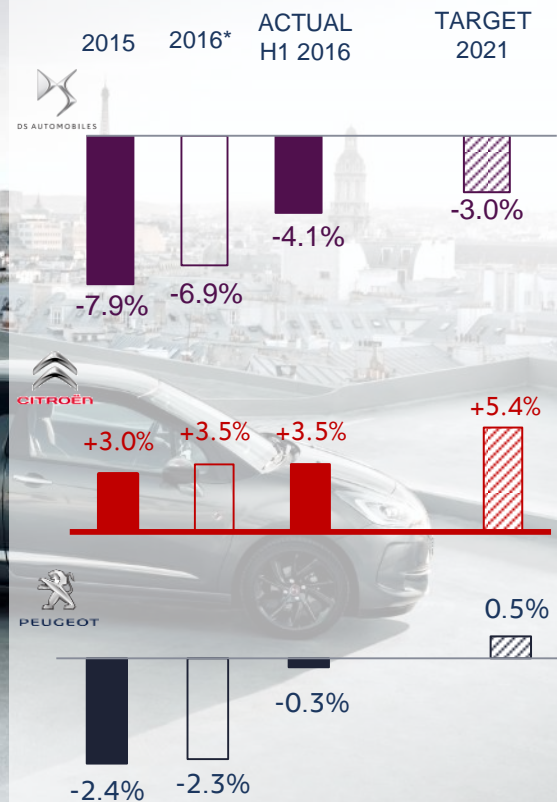
*Jean-Baptiste de Chatillon*

*CFO and member of the Managing Board*

# STRONG PRICING POWER AHEAD OF PRODUCT OFFENSIVE



## Pricing Power in Europe vs Benchmark



\*Initial Roadmap

# CORE MODEL STRATEGY – LCVs, GROWTH DRIVER



**COMPACT VAN:**  
**32% SEGMENT SHARE\***

**MIDSIZE VAN : 9% SEGMENT SHARE\***  
**2 NEW LAUNCHES**













**LARGE VAN:**  
**15% SEGMENT SHARE\***



# MIDSIZE LCV LAUNCHES : AN EXTENDED RANGE TO CONQUER NEW CUSTOMERS

## JUMPY / EXPERT

## SPACETOURER TRAVELLER

LENGTH	JUMPY / EXPERT				SPACETOURER TRAVELLER
	VAN	CREW CAB	PLATFORM CAB	COMBI	PASSENGER
L1					
L2					
L3					

**NEW OFFER**

✓ Already launched (End Sept)

# CORE MODEL STRATEGY - PRODUCT OFFENSIVE LAUNCHED

NEW SUV PEUGEOT 3008



Commercial Launch

■ From Q4 2016

■ From H1 2017

## CORE MODEL STRATEGY - PRODUCT OFFENSIVE LAUNCHED

### New Citroën C3



Commercial Launch

■ From Q4 2016

■ From H1 2017



## CORE MODEL STRATEGY – PRODUCT OFFENSIVE LAUNCHED

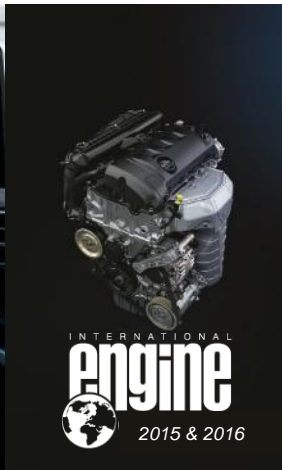
NEW SUV PEUGEOT 5008



Commercial Launch

■ From H1 2017

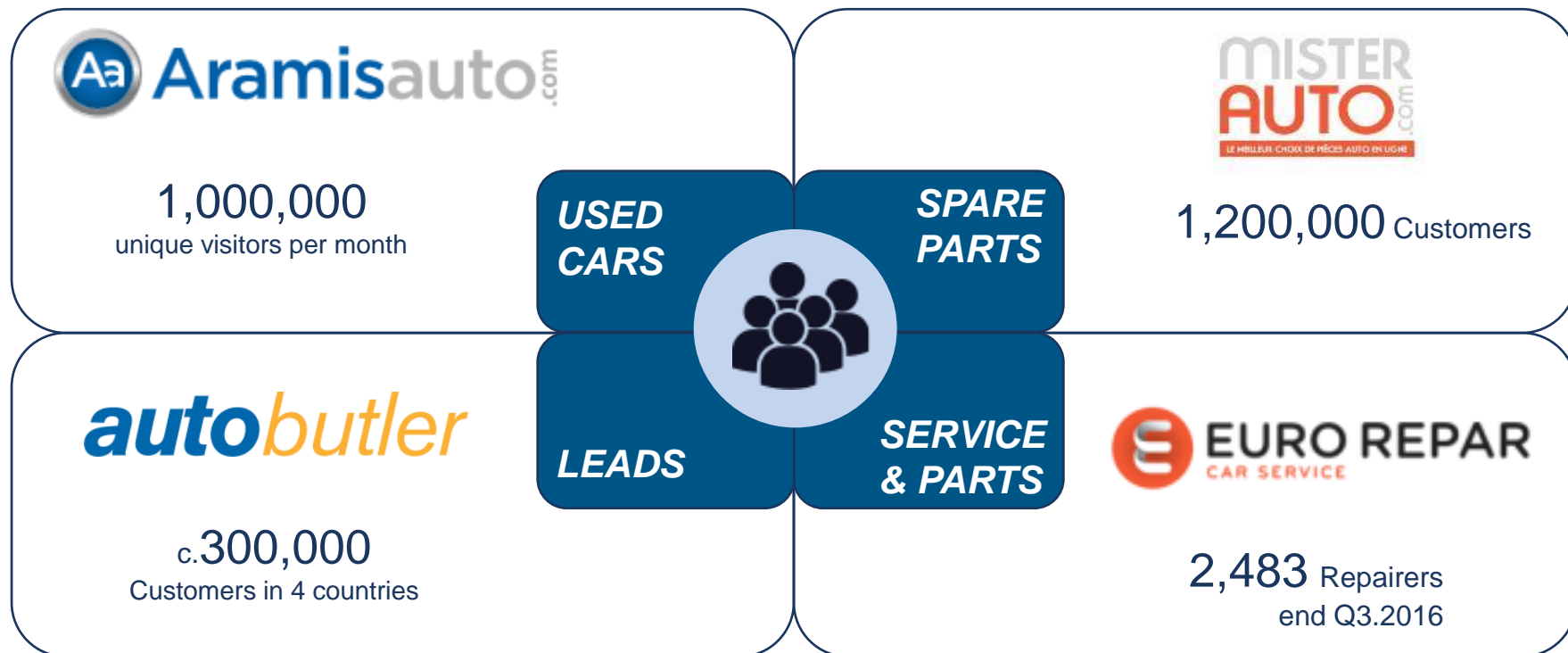
## CORE TECHNOLOGIES ROLLING OUT



## ADVANCED DRIVER ASSISTANCE SYSTEMS

Active Safety Brake & Distance Alert - Active Lane Departure Warning - Driver Attention Alert - High Beam Assist - Speed Limit Sign Recognition and Recommendation - Adaptive Cruise Control With Stop Function - Active Blind-spot Monitoring...

## ENLARGE OUR CUSTOMER BASE



# FREE2 MOVE

CAR SHARING  LEASE  FLEET MANAGEMENT  FLEET SHARING  SMART SERVICES

# NEW FRONTIERS: PEUGEOT, CITROËN & DS IN IRAN



PEUGEOT PARTNERSHIP WITH IRAN KHODRO



CITROËN PARTNERSHIP WITH SAIPA

# **Q3 REVENUE**

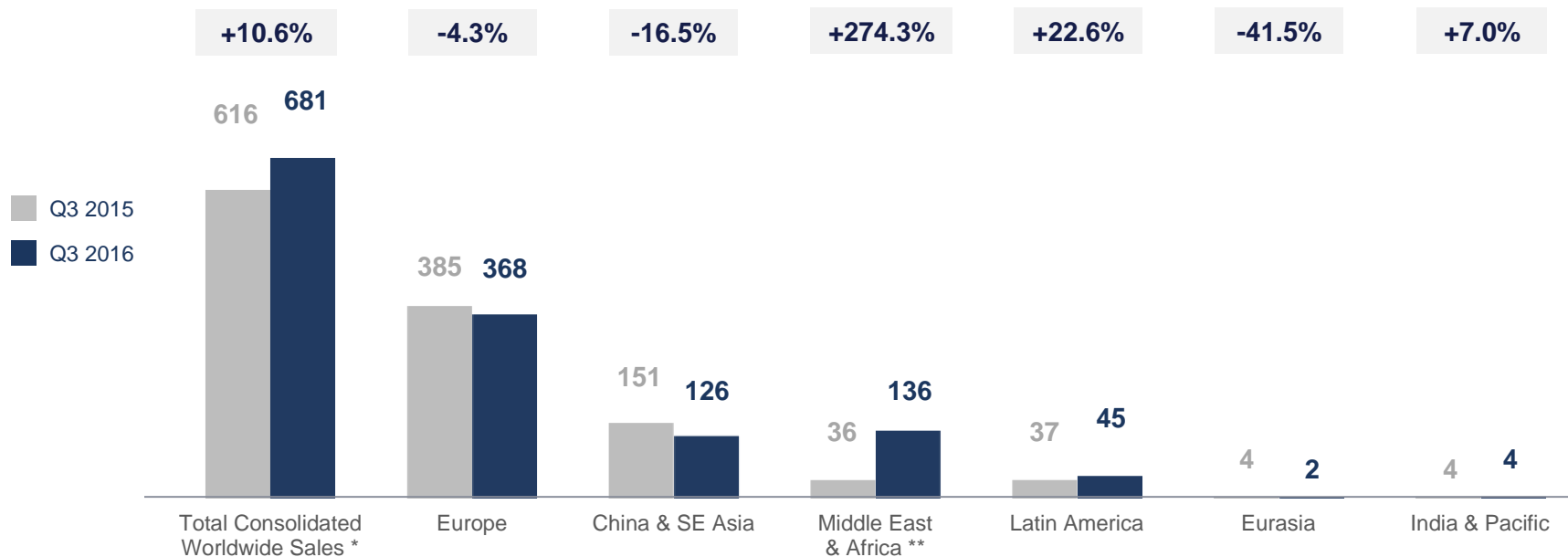


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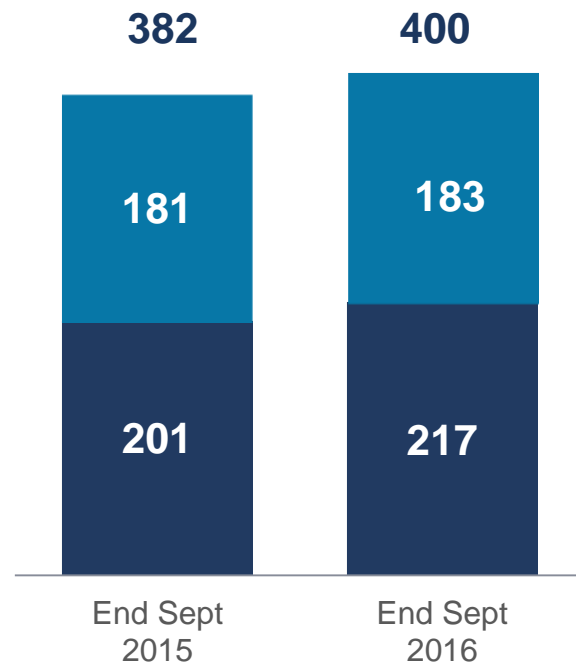
## Q3 CONSOLIDATED WORLDWIDE SALES\*

In thousands of units



# RIGHTSIZED INVENTORIES

In thousands of new vehicles\*



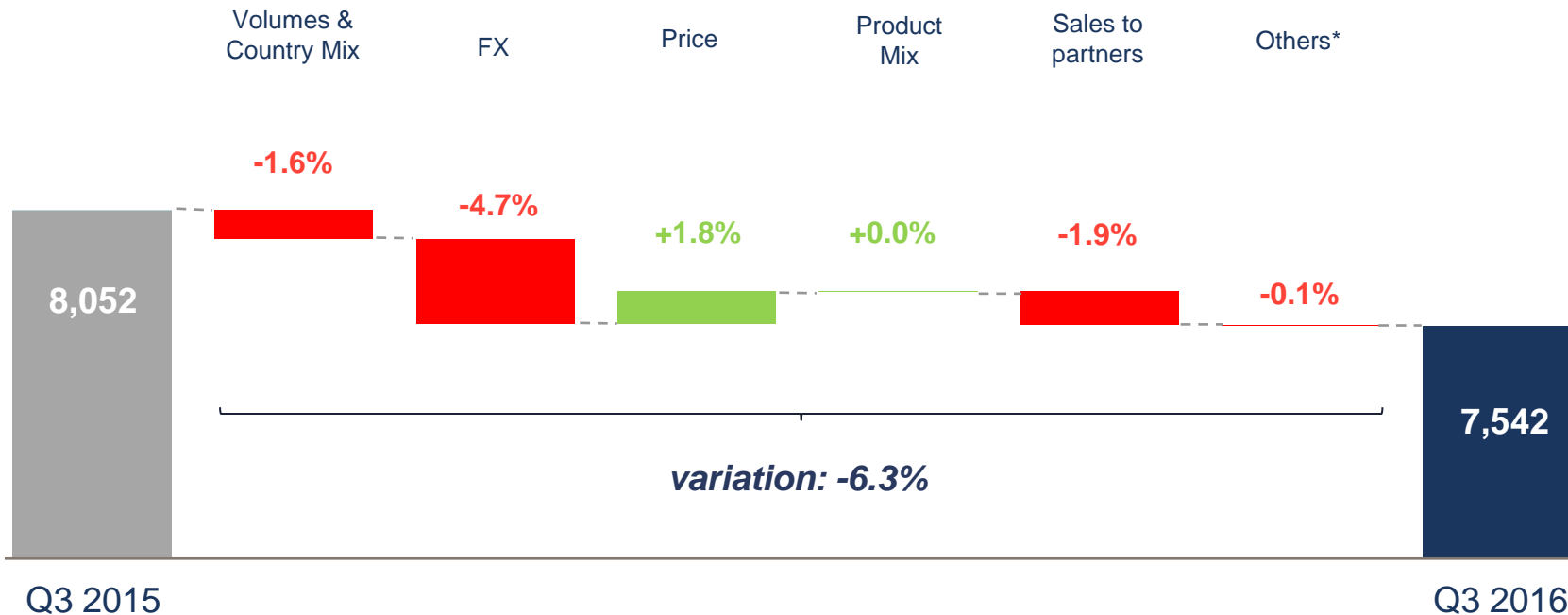
 Group inventory

 Independent dealership inventory



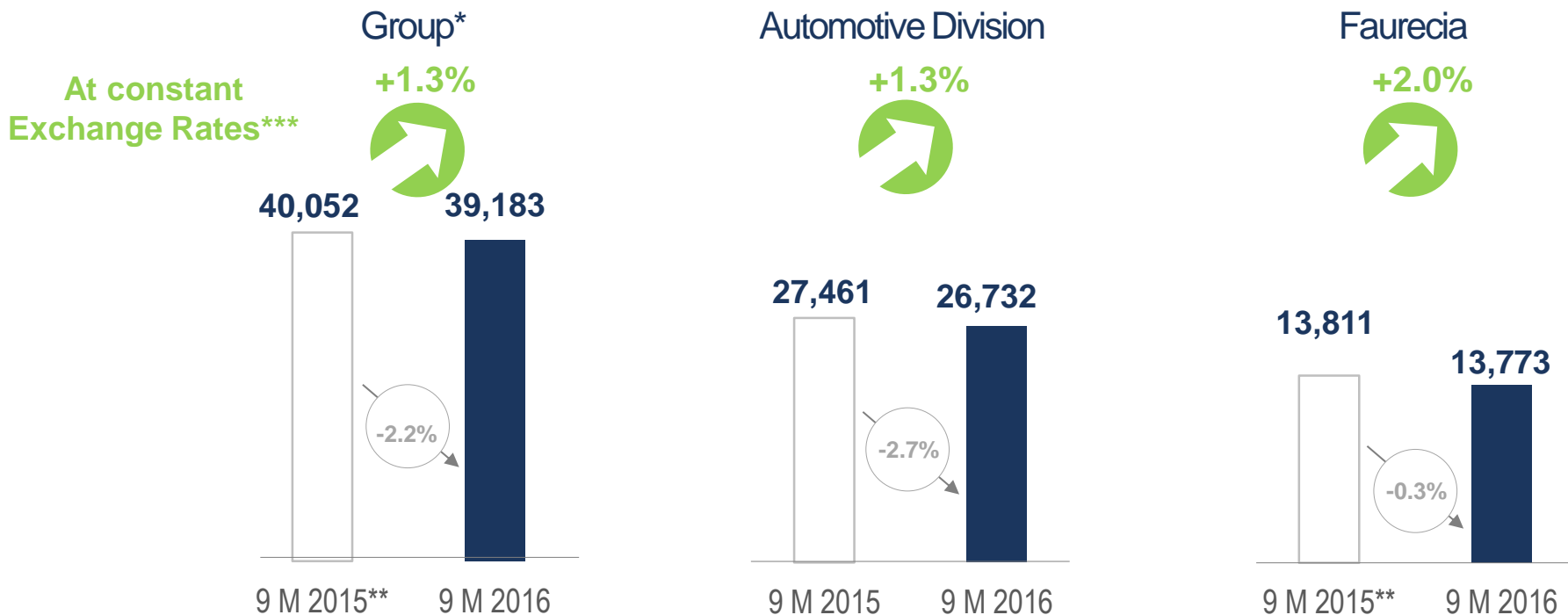
# Q3 AUTOMOTIVE REVENUE ANALYSIS

In million Euros



# YTD GROUP REVENUE : +1.3% AT CONSTANT EXCHANGE RATES

In million Euros



## 2016 Market Outlook

EUROPE

+6%

CHINA

+15%

LATIN AMERICA

-6%

RUSSIA

-15%

## Operational Outlook

Reach an average **4% Automotive Recurring Operating Margin in 2016-2018**, and target 6% by 2021

Deliver **10% Group Revenue Growth by 2018\*** vs 2015, and target additional 15% by 2021\*

*\*at constant (2015) exchange rates*

# Q&A



# ***APPENDICES***



# Q3 WORLDWIDE UNIT SALES\*

Units*		Q3 2015	Q3 2016	Change
Europe**	Peugeot	214,440	212,951	-0.7%
	Citroën	154,923	144,198	-6.9%
	DS	15,236	11,007	-27.8%
	<b>Total PSA</b>	<b>384,599</b>	<b>368,156</b>	<b>-4.3%</b>
China & South East Asia	Peugeot	84,149	70,052	-16.8%
	Citroën	60,836	52,515	-13.7%
	DS	5,672	3,292	-42.0%
	<b>Total PSA</b>	<b>150,657</b>	<b>125,859</b>	<b>-16.5%</b>
Latin America	Peugeot	23,636	30,148	+27.6%
	Citroën	12,645	14,377	+13.7%
	DS	287	307	+7.0%
	<b>Total PSA</b>	<b>36,568</b>	<b>44,832</b>	<b>+22.6%</b>
Eurasia	Peugeot	2,137	1,229	-42.5%
	Citroën	1,711	997	-41.7%
	DS	15	33	+120.0%
	<b>Total PSA</b>	<b>3,863</b>	<b>2,259</b>	<b>-41.5%</b>
India-Pacific	Peugeot	2,599	2,740	+5.4%
	Citroën	984	1,069	+8.6%
	DS	255	270	+5.9%
	<b>Total PSA</b>	<b>3,838</b>	<b>4,079</b>	<b>+6.3%</b>
Middle East & Africa ***	Peugeot	24,408	124,199	408.8%
	Citroën	11,503	11,413	-0.8%
	DS	409	338	-17.4%
	<b>Total PSA</b>	<b>36,320</b>	<b>135,950</b>	<b>+274.3%</b>
Total Assembled vehicles and CKD's	Peugeot	351,369	441,319	+25.6%
	Citroën	242,602	224,569	-7.4%
	DS	21,874	15,247	-30.3%
	<b>Total PSA</b>	<b>615,845</b>	<b>681,135</b>	<b>+10.6%</b>

\* Assembled vehicles , CKDs and Vehicles sold under licence

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

\*\*\* o/w 105 kunits sold under Peugeot licence by Iran Khodro in Q3 2016

## Q3 GROUP REVENUE BY DIVISION

<i>In million euros</i>	<b>Q3 2015*</b>	<b>Q3 2016</b>	Change
Automotive	<b>8,052</b>	<b>7,542</b>	-510
Faurecia	<b>4,323</b>	<b>4,241</b>	-82
Other businesses and eliminations**	<b>(359)</b>	<b>(379)</b>	-20
<b>Group revenue</b>	<b>12,016</b>	<b>11,404</b>	<b>-612</b>

# YTD WORLDWIDE UNIT SALES\*

Units*		9M 2015	9M 2016	Change
Europe**	Peugeot	771,627	814,264	+5.5%
	Citroën	540,626	557,818	+3.2%
	DS	55,890	51,949	-7.1%
	<b>Total PSA</b>	<b>1,368,143</b>	<b>1,424,031</b>	<b>+4.1%</b>
China & South East Asia	Peugeot	291,661	232,645	-20.2%
	Citroën	210,620	177,689	-15.6%
	DS	16,446	12,032	-26.8%
	<b>Total PSA</b>	<b>518,727</b>	<b>422,366</b>	<b>-18.6%</b>
Latin America	Peugeot	70,621	89,499	+26.7%
	Citroën	41,280	43,371	+5.1%
	DS	946	753	-20.4%
	<b>Total PSA</b>	<b>112,847</b>	<b>133,623</b>	<b>+18.4%</b>
Eurasia	Peugeot	4,953	3,942	-20.4%
	Citroën	4,010	3,387	-15.5%
	DS	56	83	+48.2%
	<b>Total PSA</b>	<b>9,019</b>	<b>7,412</b>	<b>-17.8%</b>
India-Pacific	Peugeot	13,037	10,723	-17.8%
	Citroën	3,006	2,739	-8.9%
	DS	779	1,075	+38.0%
	<b>Total PSA</b>	<b>16,822</b>	<b>14,537</b>	<b>-13.6%</b>
Middle East & Africa ***	Peugeot	86,108	181,581	+110.9%
	Citroën	49,863	40,528	-18.7%
	DS	1,205	1,261	+4.7%
	<b>Total PSA</b>	<b>137,176</b>	<b>223,370</b>	<b>+62.8%</b>
Total Assembled vehicles and CKD's	Peugeot	1,238,007	1,332,654	+7.7%
	Citroën	849,405	825,532	-2.8%
	DS	75,322	67,153	-10.8%
	<b>Total PSA</b>	<b>2,162,734</b>	<b>2,225,339</b>	<b>+2.9%</b>

\* Assembled vehicles , CKDs and Vehicles sold under licence

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

\*\*\* o/w 115.5 kunits sold under Peugeot licence by Iran Khodro YTD



## YTD GROUP REVENUE BY DIVISION

<i>In million euros</i>	9M 2015*	9M 2016	Change
Automotive	27,461	26,732	-729
Faurecia	13,811	13,773	-38
Other businesses and eliminations**	(1,220)	(1,322)	-102
<b>Group revenue</b>	<b>40,052</b>	<b>39,183</b>	<b>-869</b>

# YTD AUTOMOTIVE REVENUE ANALYSIS

In million Euros

