









#### DISCLAIMER

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

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





# **HIGHLIGHTS**

Jean-Baptiste de Chatillon CFO and member of the management board



































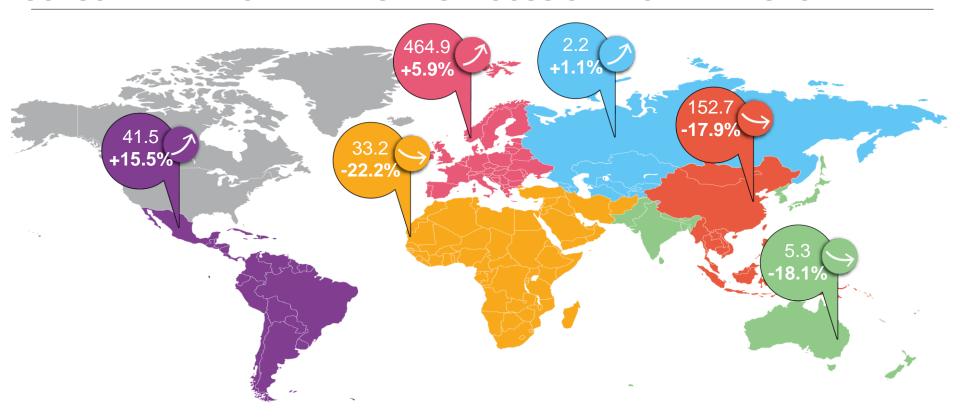


# **2016 Q1 REVENUE**





## CONSOLIDATED WORLDWIDE SALES: FOCUS ON PROFITABLE GROWTH









### RIGHTSIZED INVENTORIES

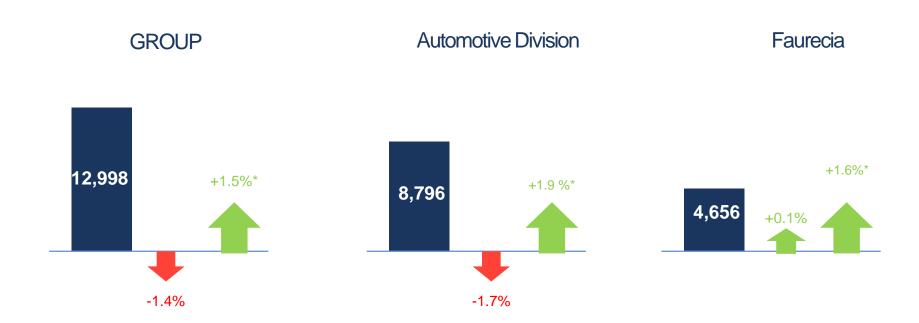
— In thousands of new vehicles







#### GROUP REVENUE: +1.5% AT CONSTANT EXCHANGE RATE



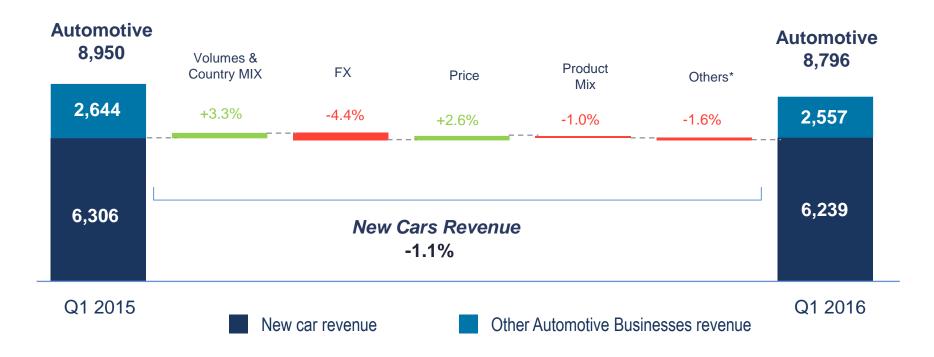
<sup>\*</sup> At constant (2015) exchange rate





#### **AUTOMOTIVE REVENUE**

— In million euros



<sup>\*</sup> CKD, accounting treatment of buy back commitment, short term rental





#### **OUTLOOK**

#### **2016 Market Outlook**

**Operational Outlook** 

**EUROPE** 

+4%

**CHINA** 

+5%

LATIN AMERICA

-10%

**RUSSIA** 

-15%

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**





## WORLDWIDE UNIT SALES

Units*	Q1 2015	Q1 2016	Change
Europe** Cit	ugeot 245,760	264,072	+7.45%
	roën 174,273	181,782	+4.31%
	18,921	19,050	+0.68%
	<b>tal PSA 438,954</b>	<b>464,904</b>	<b>+5.91%</b>
China & South East Asia Cit	ugeot 107,901	85,109	-21.14%
	roën 73,813	62,549	-15.26%
	4,268	5,004	+17.24%
	tal PSA 185,982	<b>152,662</b>	<b>-17.92%</b>
Latin America Cit	ugeot 22,439	27,223	+21.32%
	roën 13,177	14,016	+6.37%
	327	287	-12.23%
	tal PSA 35,943	<b>41,526</b>	<b>+15.53%</b>
Eurasia Cit DS	ugeot 1,191 roën 940 17 <b>tal PSA 2,148</b>	1,191 957 24 <b>2,172</b>	+1.81% +41.18% <b>+1.12%</b>
India-Pacific Cit	ugeot 5,163	4,208	-18.5%
	roën 1,014	733	-27.7%
	301	363	+20.6%
	<b>tal PSA 6,478</b>	<b>5,304</b>	<b>-18.1%</b>
Middle East & Africa Cit	ugeot 26,790	21,274	-20.59%
	roën 15,571	11,619	-25.38%
	351	341	-2.85%
	<b>tal PSA 42,712</b>	<b>33,234</b>	<b>-22.19%</b>
Total Assembled vehicles Cit	ugeot 409,244	403,077	-1.51%
	roën 278,788	271,656	-2.56%
	24,185	25,069	+3.66%
	tal PSA <b>712,217</b>	<b>699,802</b>	<b>-1.74%</b>





### **GROUP REVENUE BY DIVISION**

In million euros	Q1 2015*	Q1 2016	Change
Automotive	8,950	8,796	-154
Faurecia	4,652	4,656	+4
Other businesses and eliminations**	(417)	(454)	-37
Group revenue	13,185	12,998	-187

<sup>\*</sup> Restated according to IFRS5\*\* Including remaining activities of PSA Finance



