

## Q3 2018 Group revenue +7.8% growth

- **Groupe PSA Q3 revenue at €15.4 billion<sup>1</sup> and YTD revenue up 29.1% at €54 billion;**
- **Peugeot Citroën DS (PCD) Automotive division revenue up 0.8%:**
  - Strong market share increase in Europe: +0.7 pt<sup>2</sup>;
  - Negative impact of exchange rates especially in Argentina, Brazil and Turkey;
- **Opel Vauxhall (OV) Automotive division revenue amounted to €3.9 billion;**
- **Consolidated worldwide sales down 16.7% mainly because of the suspension of the group's activities in Iran. In Europe, sales up 8.1%.**

**Group Q3 2018 revenue** amounted to €15,428 million, compared with €14,309 million in Q3 2017. At constant 2015 exchange rate and perimeter, 2018 Group revenue was up 21.6%<sup>3</sup>.

**PCD Automotive division revenue** amounted to €8,485 million up by 0.8% compared to Q3 2017. The positive impact of product mix (+2.2%), sales to partners (+1.4%), price (+1.5%) and others (+0.9%) more than compensated the negative impact of exchange rates (-2.3%) and volumes (-2.9%).

**OV Automotive division revenue** amounted to €3,877 million in Q3 2018, compared with €2,789 million in Q3 2017<sup>1</sup>.

**With a total of 703,000 cars sold**, Q3 2018 consolidated worldwide sales were up in Europe but down outside of Europe mainly because of the suspension of the group's activities in Iran from May.

Total PCD inventory, including independent dealers, stood at 402,000 vehicles<sup>4</sup> at the end of September 2018, up 33,000 units compared to end of September 2017. OV inventory, including independent dealers, totalled 173,000 vehicles at the end of September 2018 down 64,000 units compared to end of September 2017.

Philippe de Rovira, Chief Financial Officer of Groupe PSA and member of the Executive Committee, said: « The execution of [Push to Pass](#) strategic plan and [PACE!](#) Opel Vauxhall turnaround plan is again proving to be a strong lever to deliver a sustainable performance despite an adverse environment. »

**Market outlook:** in 2018, the Group anticipates a growth of 2% of the automotive market in Europe, 3% in Latin America, 10% in Russia and 1% in China.

### Operational targets

The Push to Pass plan sets the following targets for Groupe PSA (excluding Opel Vauxhall):

- Deliver over 4.5% Automotive recurring operating margin<sup>5</sup> on average in 2016-2018, and target over 6% by 2021;
- Deliver 10% Group revenue growth by 2018<sup>6</sup> vs 2015, and target additional 15% by 2021<sup>6</sup>.

[Link](#) to the presentation of Q3 2018 revenue.

<sup>1</sup> Groupe PSA revenue includes Opel Vauxhall (OV) since August 1<sup>st</sup> 2017; It does not include the impact of hyperinflation in Argentina following IAS29. The estimation of this impact is in progress.

<sup>2</sup> PCD market share, Q3 2018 vs Q3 2017

<sup>3</sup> As of 30 September 2018, growth at constant exchange rates (2015) and perimeter (excluding OV) versus revenue as of 30 September 2015.

<sup>4</sup> Excluding JV in China and Iran, including independent dealers

<sup>5</sup> Recurring operating income related to revenue

<sup>6</sup> At constant (2015) exchange rates and perimeter (excluding OV)

## Financial Calendar

26 February 2019: 2018 Annual Results

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### About Groupe PSA

[Groupe PSA](#) designs unique automotive experiences and delivers mobility solutions to meet all customer expectations. The Group has five car brands, Peugeot, Citroën, DS, Opel and Vauxhall and provides a wide array of mobility and smart services under the Free2Move brand. Its 'Push to Pass' strategic plan represents a first step towards the achievement of the Group's vision to be "a global carmaker with cutting-edge efficiency and a leading mobility provider sustaining lifetime customer relationships". An early innovator in the field of [autonomous and connected cars](#), Groupe PSA is also involved in financing activities through Banque PSA Finance and in automotive equipment via Faurecia.-

Media library: [medialibrary.groupe-psa.com](http://medialibrary.groupe-psa.com) / [@GroupePSA\\_EN](https://twitter.com/GroupePSA_EN)

### Attachments

#### Revenue YTD September 2018 versus YTD September 2017

<i>In million Euros</i>	9M 2017	9M 2018	Change
Automotive – Peugeot Citroen DS	28,306	30,634	+2,328
Automotive – Opel Vauxhall *	2,789	13,823	+11,034
Faurecia **	12,334	13,005	+671
Other businesses and eliminations ***	(1,568)	(3,439)	-1,871
<b>Group Revenue</b>	<b>41,861</b>	<b>54,023</b>	<b>+12,162</b>

#### Revenue Q3 2018 versus Q3 2017

<i>In million Euros</i>	Q3 2017	Q3 2018	Change
Automotive – Peugeot Citroen DS	8,419	8,485	+66
Automotive – Opel Vauxhall *	2,789	3,877	+1,088
Faurecia **	3,789	4,014	+225
Other businesses and eliminations ***	(688)	(948)	-260
<b>Group Revenue</b>	<b>14,309</b>	<b>15,428</b>	<b>+1,119</b>

\* Since Opel Vauxhall acquisition on 1<sup>st</sup> August 2017

\*\* IFRS15 application with 2017 restated (excluding essentially monoliths)

\*\*\* Including remaining activities of Banque PSA Finance

### Q3 2018 Consolidated Worldwide Sales

Consolidated World Sales		Q3 2017	9M 2017	Q3 2018	9M 2018	Δ 18/17 Q3	Δ 18/17 9M
Estimates (in thousands) *							
<b>Europe **</b>	Peugeot	225,5	825,4	228,9	879,0	1,5%	6,5%
	Citroën	147,8	561,4	146,8	591,1	-0,6%	5,3%
	DS	9,0	31,7	6,4	34,8	-28,8%	9,7%
	PCD	382,3	1 418,4	382,2	1 504,9	0,0%	6,1%
	Opel Vauxhall	158,4	158,4	202,4	753,4	27,8%	375,5%
	PCD+OV	540,8	1 576,8	584,6	2 258,3	8,1%	43,2%
<b>Middle East - Africa ***</b>	Peugeot	131,0	379,4	12,7	198,4	-90,3%	-47,7%
	Citroën	12,8	41,4	6,5	26,4	-49,2%	-36,2%
	DS	0,3	1,2	0,4	1,0	32,1%	-14,8%
	PCD	144,1	422,0	19,6	225,8	-86,4%	-46,5%
	Opel Vauxhall	6,4	6,4	4,3	24,2	-33,0%	277,0%
	PCD+OV	150,5	428,4	23,9	250,0	-84,1%	-41,6%
<b>China - South East Asia</b>	Peugeot	58,1	161,3	25,1	116,2	-56,8%	-28,0%
	Citroën	30,2	76,3	22,6	91,9	-25,3%	20,5%
	DS	1,3	4,4	1,4	3,4	6,6%	-23,0%
	PCD	89,6	242,0	49,0	211,5	-45,3%	-12,6%
	Opel Vauxhall	0,2	0,2	0,0	0,5	-98,7%	226,0%
	PCD+OV	89,8	242,2	49,0	212,0	-45,4%	-12,5%
<b>Latin America</b>	Peugeot	35,0	97,4	23,4	87,8	-33,0%	-9,9%
	Citroën	17,1	50,3	11,7	44,4	-31,6%	-11,7%
	DS	0,4	1,0	0,2	0,7	-50,4%	-36,5%
	PCD	52,4	148,8	35,3	132,9	-32,7%	-10,7%
	Opel Vauxhall	0,0	0,0	0,3	0,7	NS	NS
	PCD+OV	52,4	148,8	35,6	133,6	-32,1%	-10,2%
<b>India - Pacific</b>	Peugeot	4,2	11,9	4,4	14,4	4,4%	21,5%
	Citroën	1,6	4,1	1,2	4,2	-25,3%	2,6%
	DS	0,1	0,6	0,2	0,5	40,3%	-22,0%
	PCD	6,0	16,6	5,8	19,1	-2,5%	15,2%
	Opel Vauxhall	0,0	0,0	0,0	0,0	NS	NS
	PCD+OV	6,0	16,6	5,8	19,1	-2,5%	15,2%
<b>Eurasia</b>	Peugeot	1,9	5,7	1,9	6,3	0,9%	10,6%
	Citroën	1,5	4,2	1,4	4,5	-8,2%	8,5%
	DS	0,0	0,1	0,0	0,0	-82,6%	-50,0%
	PCD	3,4	9,9	3,3	10,9	-3,7%	9,3%
	Opel Vauxhall	0,1	0,1	0,1	0,2	-48,0%	58,0%
	PCD+OV	3,5	10,0	3,3	11,0	-5,0%	10,0%
<b>Total Consolidated World Sales</b>	Peugeot	455,8	1 481,1	296,5	1 302,2	-34,9%	-12,1%
	Citroën	210,9	737,6	190,1	762,6	-9,9%	3,4%
	DS	11,2	39,1	8,6	40,4	-22,9%	3,4%
	PCD	677,8	2 257,8	495,2	2 105,2	-26,9%	-6,8%
	Opel Vauxhall	165,1	165,1	207,1	778,9	25,4%	371,8%
	PCD+OV	842,9	2 422,9	702,3	2 884,1	-16,7%	19,0%

\* Assembled vehicles, CKDs and vehicles under License

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

\*\*\* including 141 units sold in 2018 under Peugeot license by Iran Khodro until 30th of April 2018.