

# 2019 Q3 REVENUE

23 October 2019

Philippe de Rovira  
Chief Financial Officer



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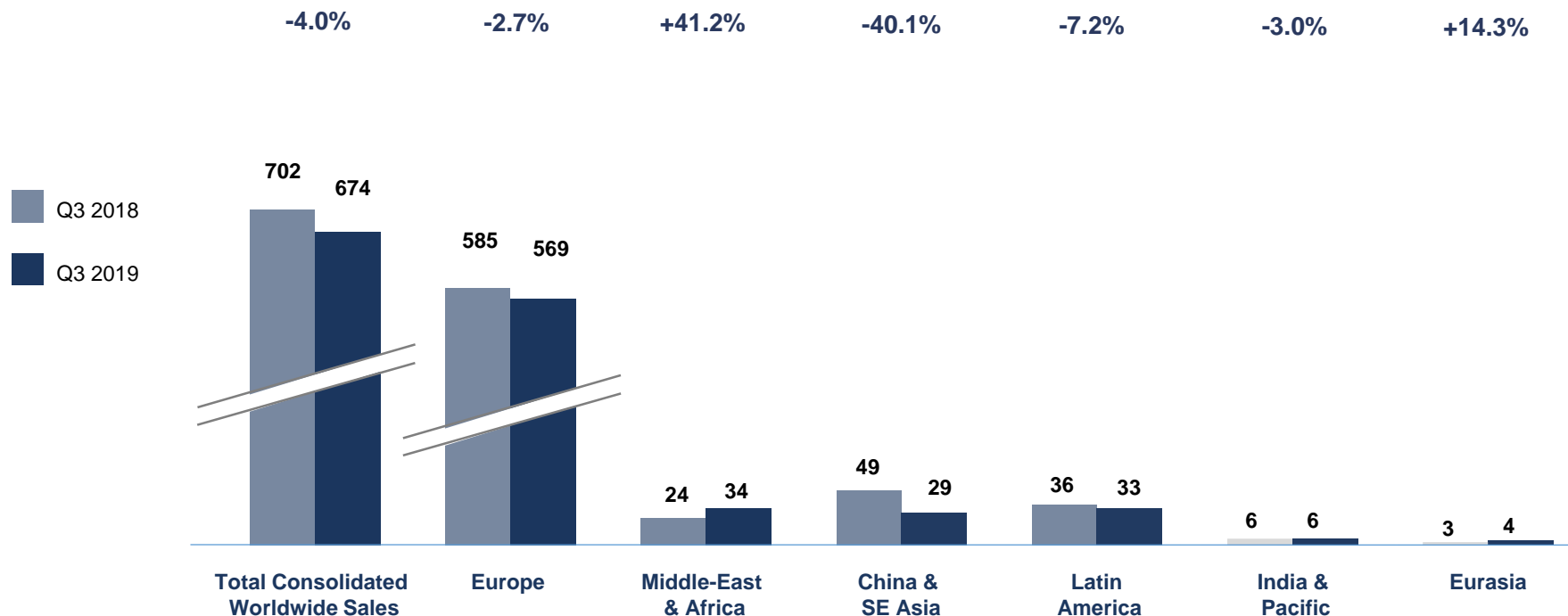
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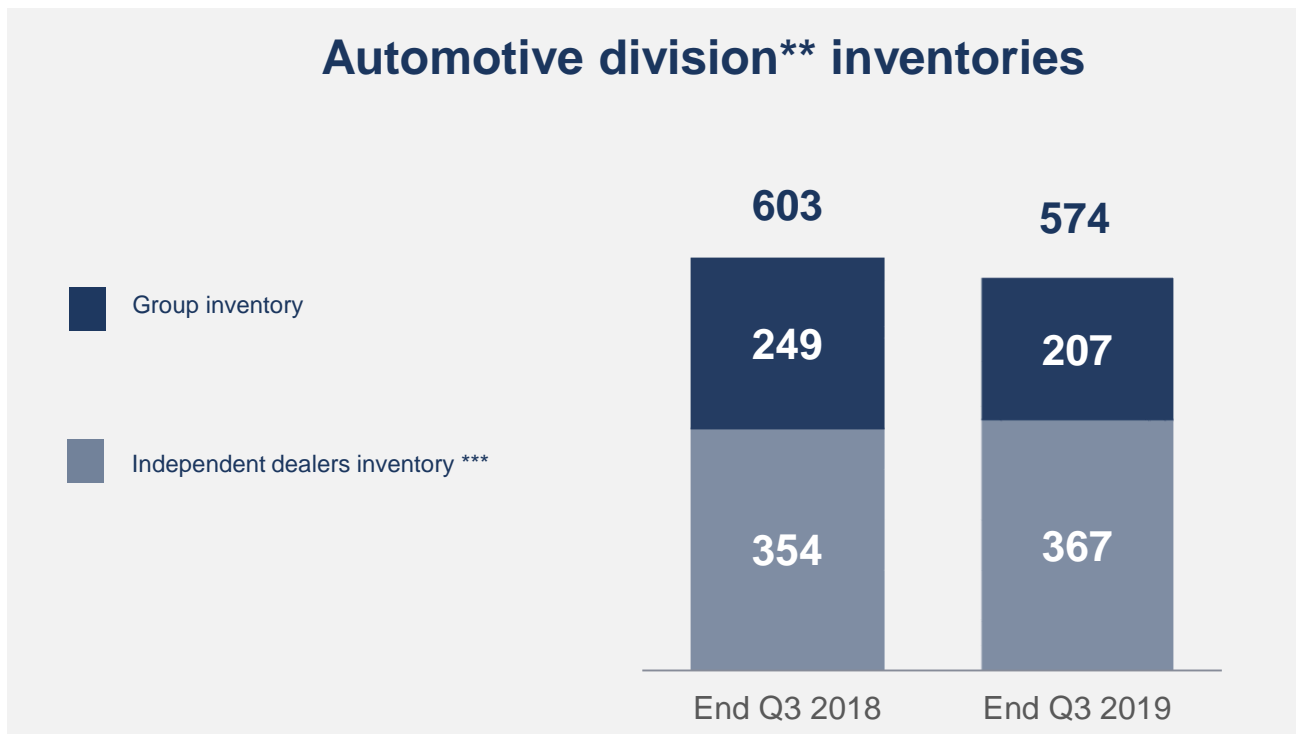
# Q3 CONSOLIDATED SALES AT 674,000 UNITS

*In thousands units\**



\* Assembled Vehicles, CKDs and vehicles under license

*In thousands of new vehicles\**



\* World figures excluding JV China

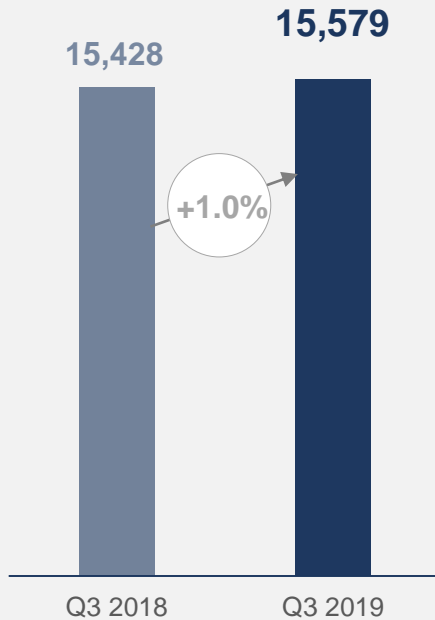
\*\* Automotive division (PCDOV)

\*\*\* Including Peugeot importers inventory outside Europe

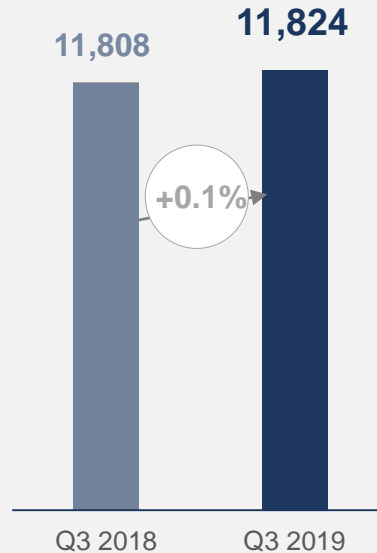
# Q3 GROUP REVENUE GROWTH

*In million Euros*

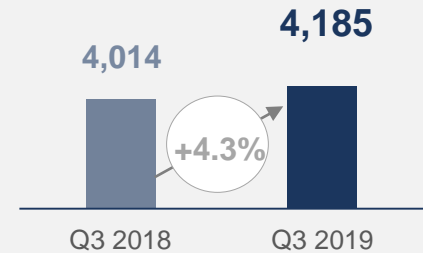
## Group



## Automotive division

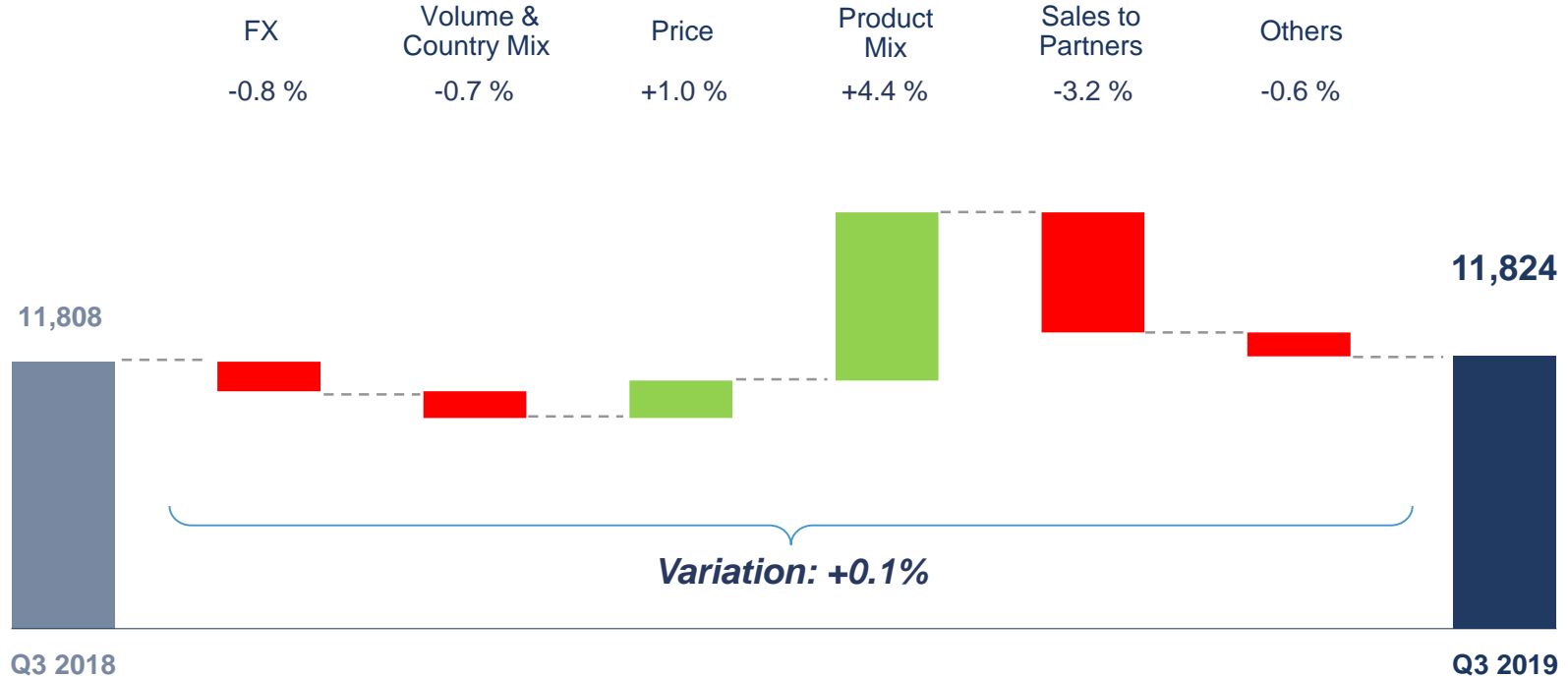


## Faurecia



# STRONG PRODUCT MIX

*In million Euros*



## 2019 Market Outlook\*

EUROPE

**-1%**

CHINA

**-7%**

LATIN AMERICA

**-5%**

RUSSIA

**-2%**

## Operational Outlook

Deliver **over 4.5% Automotive Recurring Operating Margin\*\*** on average in 2019-2021

\*\* Automotive division Recurring Operating Income related to Revenue

\* Market forecasts based on internal sources (PC+LCV) ; for China, passenger cars only and excluding imports ; Latin America = Argentina + Brazil + Chile + Mexico

# ***APPENDICES***





# Q3 CONSOLIDATED WORLDWIDE SALES

Units*		Q3 2018	Q3 2019	Change
Europe**	Peugeot	228,916	214,891	-6.1%
	Citroën	146,825	158,344	7.8%
	DS	6,439	10,068	56.4%
	Opel Vauxhall	202,397	185,566	-8.3%
	<b>Total PSA</b>	<b>584,577</b>	<b>568,869</b>	<b>-2.7%</b>
Middle East & Africa	Peugeot	12,696	15,602	22.9%
	Citroën	6,474	9,615	48.5%
	DS	424	428	0.9%
	Opel Vauxhall	4,297	8,081	88.1%
	<b>Total PSA</b>	<b>23,891</b>	<b>33,726</b>	<b>41.2%</b>
China & South East Asia	Peugeot	25,112	15,724	-37.4%
	Citroën	22,557	13,328	-40.9%
	DS	1,373	311	-77.3%
	Opel Vauxhall	2	11	450.0%
	<b>Total PSA</b>	<b>49,044</b>	<b>29,374</b>	<b>-40.1%</b>
Latin America	Peugeot	23,448	20,007	-14.7%
	Citroën	11,658	12,464	6.9%
	DS	189	226	19.6%
	Opel Vauxhall	315	355	12.7%
	<b>Total PSA</b>	<b>35,610</b>	<b>33,052</b>	<b>-7.2%</b>
India-Pacific	Peugeot	4,434	3,753	-15.4%
	Citroën	1,163	1,436	23.5%
	DS	209	443	112.0%
	Opel Vauxhall	0	0	NS
	<b>Total PSA</b>	<b>5,806</b>	<b>5,632</b>	<b>-3.0%</b>
Eurasia	Peugeot	1,880	2,036	8.3%
	Citroën	1,398	1,586	13.4%
	DS	4	11	175.0%
	Opel Vauxhall	52	177	240.4%
	<b>Total PSA</b>	<b>3,334</b>	<b>3,810</b>	<b>14.3%</b>

## Total consolidated worldwide sales (AV+CKD)

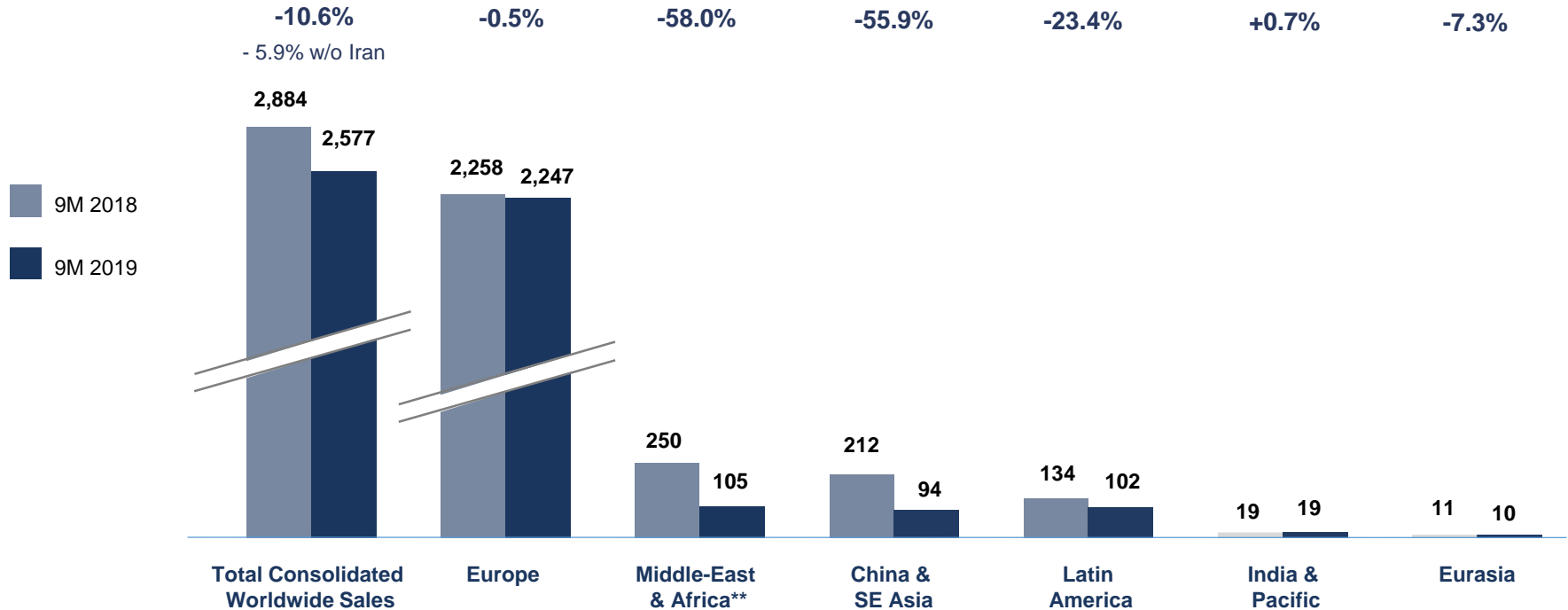
	Q3 2018	Q3 2019	Change
Peugeot	296,486	272,013	-8.3%
Citroën	190,075	196,773	3.5%
DS	8,638	11,487	33.0%
Opel Vauxhall	207,063	194,190	-6.2%
<b>Total PSA</b>	<b>702,262</b>	<b>674,463</b>	<b>-4.0%</b>

\* Assembled Vehicles, CKDs and vehicles under license.

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

# GROUPE PSA SALES AT 2.6 M UNITS YTD 9M 2019

In thousands units\*



\* Assembled Vehicles, CKDs and vehicles under license

\*\* Including 144 kunits sold in 2018 under Peugeot License by Iran Khodro

# 9M CONSOLIDATED WORLDWIDE SALES

Units*		9M 2018	9M 2019	Change
Europe**	Peugeot	879,020	854,276	-2.8%
	Citroën	591,120	614,199	3.9%
	DS	34,765	38,869	11.8%
	Opel Vauxhall	753,353	739,651	-1.8%
	<b>Total PSA</b>	<b>2,258,258</b>	<b>2 246,995</b>	<b>-0.5%</b>
Middle East & Africa***	Peugeot	198,387	55,532	-72.0%
	Citroën	26,437	27,536	4.2%
	DS	1,017	1,197	17.7%
	Opel Vauxhall	24,183	20,744	-14.2%
	<b>Total PSA</b>	<b>250,024</b>	<b>105,009</b>	<b>-58.0%</b>
China & South East Asia	Peugeot	116,189	48,792	-58.0%
	Citroën	91,890	42,451	-53.8%
	DS	3,422	2,068	-39.6%
	Opel Vauxhall	489	232	-52.6%
	<b>Total PSA</b>	<b>211,990</b>	<b>93,543</b>	<b>-55.9%</b>
Latin America	Peugeot	87,834	61,525	-30.0%
	Citroën	44,434	39,434	-11.3%
	DS	663	569	-14.2%
	Opel Vauxhall	712	860	20.8%
	<b>Total PSA</b>	<b>133,643</b>	<b>102,388</b>	<b>-23.4%</b>
India-Pacific	Peugeot	14,440	13,216	-8.5%
	Citroën	4,215	5,079	20.5%
	DS	492	981	99.4%
	Opel Vauxhall	0	0	NS
	<b>Total PSA</b>	<b>19,147</b>	<b>19,276</b>	<b>0.7%</b>
Eurasia	Peugeot	6,292	5,734	-8.9%
	Citroën	4,540	4,108	-9.5%
	DS	33	20	-39.4%
	Opel Vauxhall	158	352	122.8%
	<b>Total PSA</b>	<b>11,023</b>	<b>10,214</b>	<b>-7.3%</b>

\* Assembled Vehicles, CKDs and vehicles under license.

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

\*\*\* o/w 144 kunits sold under Peugeot license in 9M 2018

## Total consolidated worldwide sales (AV+CKD)

	9M 2018	9M 2019	Change
Peugeot	1,302,162	1 039,075	-20.2%
Citroën	762,636	732,807	-3.9%
DS	40,392	43,704	8.2%
Opel Vauxhall	778,895	761,839	-2.2%
<b>Total PSA</b>	<b>2,884,085</b>	<b>2 577,425</b>	<b>-10.6%</b>

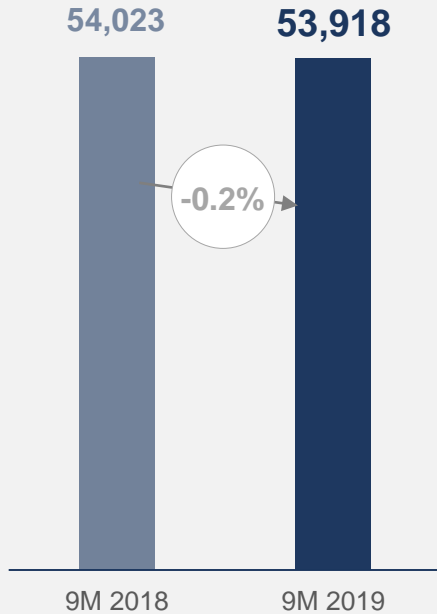
## Total consolidated worldwide sales excluding Iran:

	9M 2018	9M 2019	Change
Peugeot	1 158,045	1 039,075	-10.3%
Citroën	762,636	732,807	-3.9%
DS	40,167	43,704	8.8%
Opel Vauxhall	778,895	761,839	-2.2%
<b>Total PSA</b>	<b>2 739,743</b>	<b>2 577,425</b>	<b>-5.9%</b>

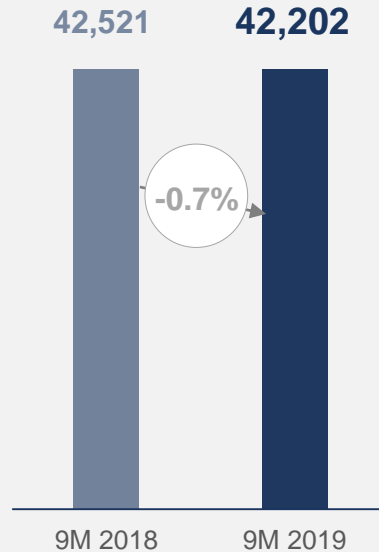
# -0.2% : 9M 2019 GROUP REVENUE

*In million Euros*

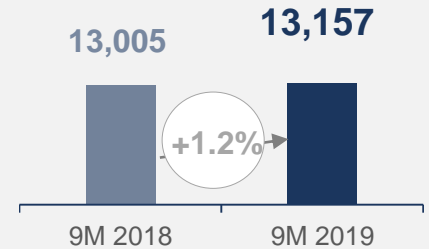
## Group



## Automotive division

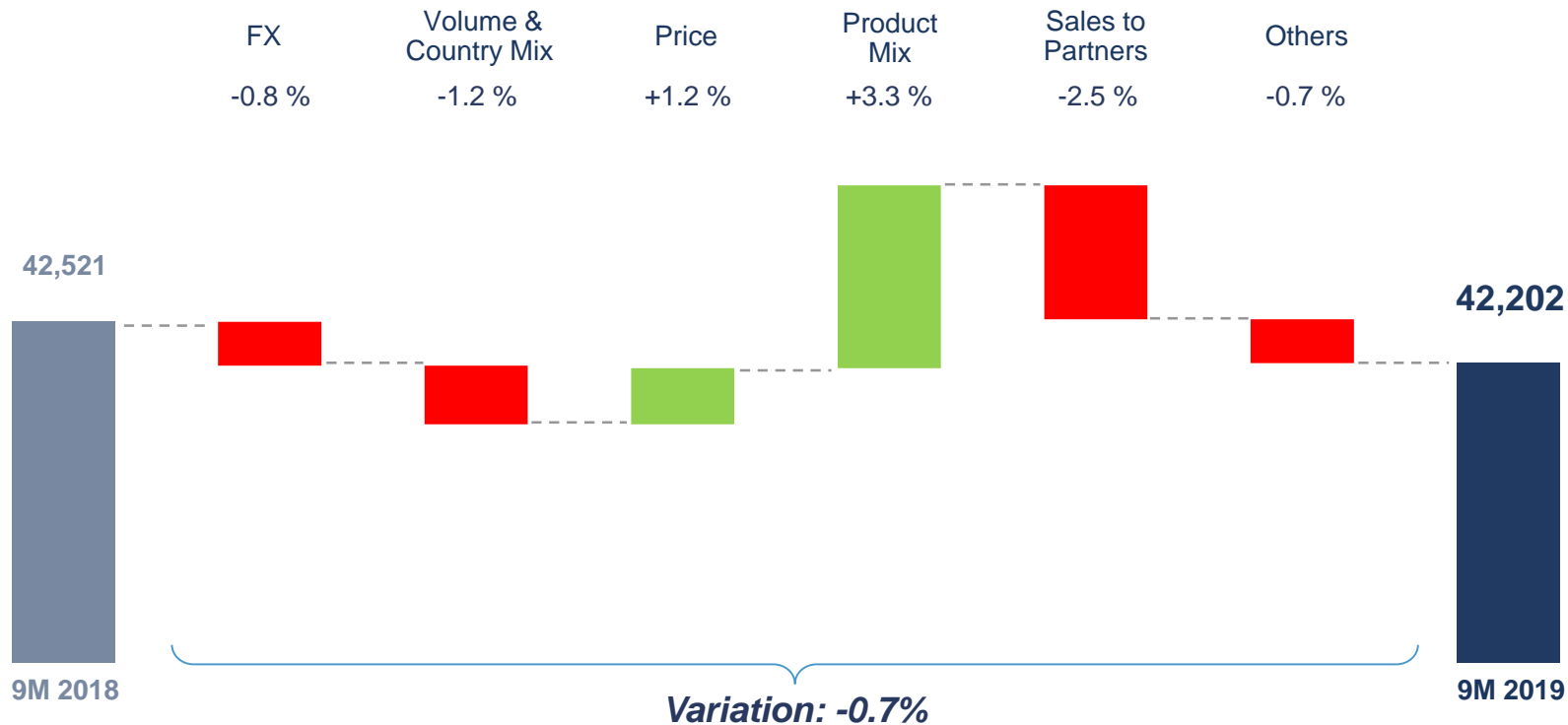


## Faurecia



# STRONG PRODUCT MIX

*In million Euros*



# GROUP REVENUE BY DIVISION

<i>In million euros</i>	Q3 2018	Q3 2019	Change
Automotive division	11,808	11,824	16
Faurecia	4,014	4,185	171
Other businesses and eliminations	(394)	(430)	(36)
<b>Group Revenue</b>	15,428	15,579	151

<i>In million euros</i>	9M 2018	9M 2019	Change
Automotive division	42,521	42,202	(319)
Faurecia	13,005	13,157	152
Other businesses and eliminations	(1,503)	(1,441)	62
<b>Group Revenue</b>	54,023	53,918	(105)