

October 26, 2006

**Nine-Month Consolidated Sales and Revenue Stable  
Third-Quarter Consolidated Sales and Revenue Down  
1.8%**

**Consolidated sales and revenue for the nine months ended September 30, 2006 amounted to €41,631 million, down 0.3% from the €41,771 million reported in the first nine months of 2005. Third-quarter consolidated sales and revenue declined by 1.8% from the year-earlier period, to €12,538 million.**

Automobile Division sales and revenue decreased by 2.3% in the first nine months, to €32,755 million from €33,541 million, and by 3.9% in the third quarter.

**In Western Europe**, unit sales (as measured by vehicles invoiced to dealers) fell 3.6% to 1,698,900 units in the first nine months, with a 10.5% decrease in the third quarter alone. At September 30, 2006, registrations of Peugeot and Citroën cars and light commercial vehicles were down 3.1% in a market up 0.4%. Group registrations edged back 5.4% in the third quarter, while the market contracted by 2.4%.

PSA Peugeot Citroën ended the first nine months with 13.8% of the market compared with 14.4% the year before.

The larger decline in unit sales compared with registrations, particularly noticeable in the third quarter, reflects careful inventory management in the dealership network. Inventories shrank by 62,000 units between December 31, 2005 and September 30, 2006.

**Outside Western Europe**, sales of assembled vehicles rose 14.5% to 600,600 units at September 30.

Sales in Central and Eastern Europe and Turkey were up 8.4%, at 161,800 units.

Sales in Latin America surged 17.3% to 155,500 units in a fast growing market. In Argentina, sales increased by 20.6% to 47,500 units in a market up 15.9%, while in Brazil, sales rose 25.1% to 73,800 units in a market up 11.3%.

Sales in China climbed 37.6% to 146,000 units for a market share of 4.8%. This reflects the positive impact of models launched since the beginning of the year (Peugeot 206, Citroën C-Triomphe and Citroën C2).

Sales of the Peugeot 207 were on target, at 177,500 units. This performance, combined with that of the 206, helped the Peugeot marque gain ground in the compact segment. Worldwide sales of the Citroën C4 rose to 181,100 units from 178,800 in the first nine months of 2005, lifted by the growing popularity of the C-Triomphe launched in China last May.

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**Banque PSA Finance** reported revenue of €1,304 million, versus €1,231 million in the year-earlier period. The loan book amounted to €22.3 billion at end-September, up 3.2% from the year before. Originations declined by 2.9% (620,600 new loans) and the penetration rate narrowed to 25.8% from 26.2% at September 30, 2005.

**Gefco** revenue was up 8.5% at €2,399 million versus €2,212 million in the first nine months of 2005. Business with PSA Peugeot Citroën rose by 6.7% during the period, reflecting growth in the Group's international sales. Revenue from non-Group customers increased by 11.3%, led by Gefco's effective marketing drive.

**Faurecia** reported nine-month sales of €8,569 million, versus €8,109 million in the year-earlier period, an increase of 5.7% as reported and a decline of 0.2% excluding monolith sales and the currency effect. Sales to non-Group customers were up 8.2%, driven by business growth in Asia and North America.

## **OUTLOOK**

Due to the level of third-quarter sales in Western Europe, second-half operating margin will not match the 2.4% recorded in first-half 2006.

The second-half figure will depend very much on Western European sales in the fourth quarter, which will be shaped by the deployment of the new Peugeot Boxer and Citroën Relay ranges, the initial impact of the Citroën C4 Picasso's launch, and the addition of new engine versions for the Peugeot 207 sedan. The action plans announced on September 26 to improve efficiency and reduce costs are being implemented according to schedule.

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## CONSOLIDATED SALES AND REVENUE

(in millions of euros)	September 30, 2006	September 30, 2005	% change
Automobile Division	32,755	33,541	-2.3%
Banque PSA Finance	1,304	1,231	+5.9%
Gefco	2,399	2,212	+8.5%
Faurecia	8,569	8,109	+5.7%
Other businesses	494	542	-8.9%
Intra-company sales	<u>(3,890)</u>	<u>(3,864)</u>	
<b>Total PSA Peugeot Citroën</b>	<b>41,631</b>	<b>41,771</b>	<b>-0.3%</b>

## WORLDWIDE AUTOMOBILE SALES

(in units) *		9 month 2006	9 month 2005	% change
<i>Western Europe</i>		<b>1,698,900</b>	1,762,500	-3.6%
	Peugeot	894,500	936,300	-4.5%
	Citroën	804,400	826,200	-2.7%
Of which France		<b>545,500</b>	567,800	-3.9%
	Peugeot	308,400	315,900	-2.4%
	Citroën	237,100	251,900	-5.9%
<i>Rest of World</i>		<b>765,600</b>	741,500	+3.3%
	Peugeot	521,400	526,800	-1.0%
	Citroën	244,200	214,700	+13.8%
<b>Total Sales</b>		<b>2,464,500</b>	2,504,000	-1.6%
	Peugeot	1,415,900	1,463,100	-3.2%
	Citroën	1,048,600	1,040,900	+0.7%
Of which passenger cars		<b>2,177,100</b>	2,204,600	-1.3%
	Peugeot	1,271,900	1,312,900	-3.1%
	Citroën	905,200	891,700	+1.5%
light commercial vehicles		<b>287,400</b>	299,400	-4.0%
	Peugeot	144,000	150,200	-4.1%
	Citroën	143,400	149,200	-3.9%

\* Assembled vehicles, disassembled components and CKD units

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