

## 9 month 2006 Sales and Revenue

October 26, 2006





#### Nine month sales and revenue

Tillillolis of Edios	9 month 2005	9 month 2006	% Change
Automobile	33,541	32,755	-2.3%
Banque PSA Finance	1,231	1,304	+5.9%
Gefco	2,212	2,399	+8.5%
Faurecia	8,109	8,569	+5.7%
Other businesses	542	494	-8.9%
Intra-company eliminations	(3,864)	(3,890)	n.m.
Total PSA Peugeot Citroën	41,771	41,631	-0.3%

## Q3 sales and revenue

	Q3-05	Q3-06	% Change
Automobile	10,166	9,768	-3.9%
Banque PSA Finance	414	444	+7.2%
Gefco	694	741	+6.8%
Faurecia	2,496	2,589	+3.7%
Other businesses	170	160	-5.9%
Intra-company eliminations	(1,175)	(1,164)	n.m.
Total PSA Peugeot Citroën	12,765	12,538	-1.8%

## Banque PSA Finance

	9 month 2005	9 month 2006	Change in %
Revenues	€1,231 mn	€1,304 mn	+5.9%
Total outstanding loans (end of period)	€21.6 bn	€22.3 bn	+3.2%
Number of vehicles financed	639,200	620,600	-2.9%
Penetration rate	26.2%	25.8%	

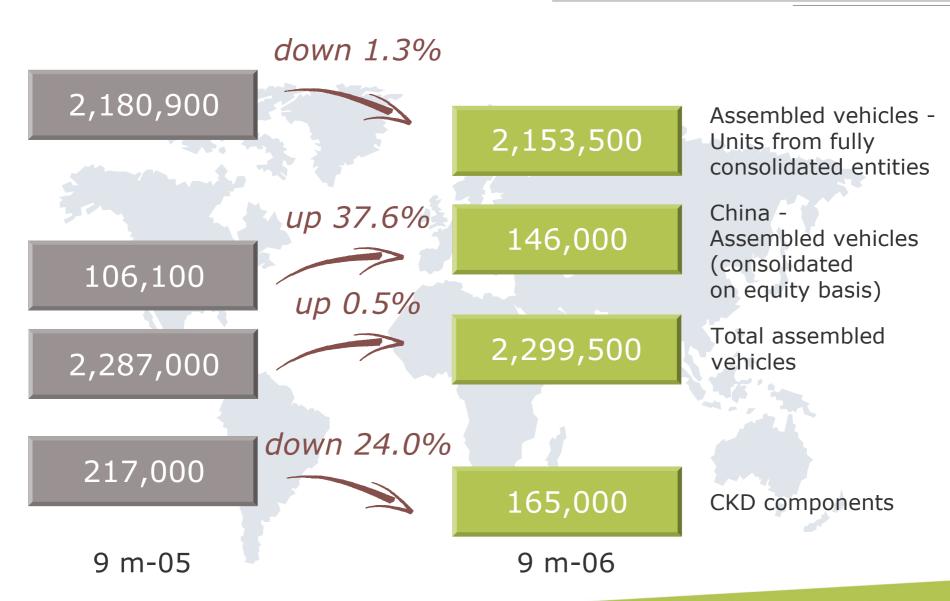
## Gefco

	9 month 2005	9 month 2006	Change in %
PSA Peugeot Citroën	1,367	1,458	+6.7%
Third parties	845	941	+11.3%
Total revenues	2,212	2,399	+8.5%

## Faurecia

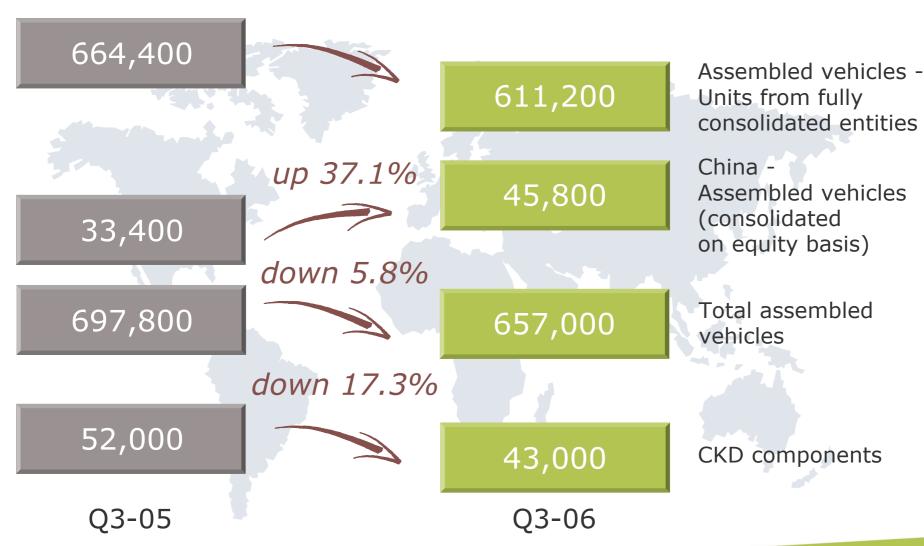
	9 month 2005	9 month 2006	Change in %
Automotive Seating	3,606	3,561	-1.3%
Vehicle Interiors	2,539	2,538	0.0%
Exhaust Systems	1,408	1,940	+37.8%
Front Ends	556	530	-4.7%
Total • excluding monoliths and at constant exchange rate	8,109	8,569	+5.7% -0.2%
PSA Peugeot Citroën	1,863	1,809	-2.9%
Third parties	6,246	6,760	+8.2%

#### Worldwide unit sales



#### Worldwide unit sales

down 8.0%

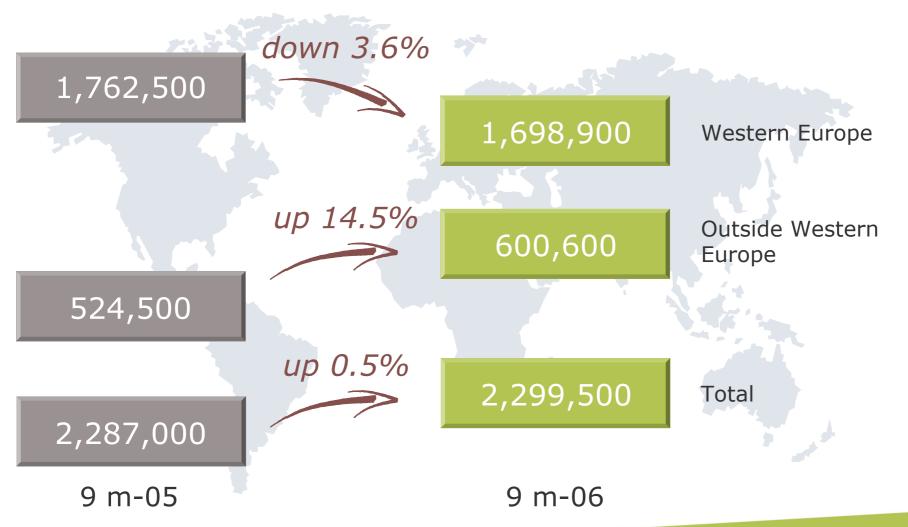


#### Growth in new car sales and revenue

	9 month 2005	9 month 2006	Change in %
New car revenues	25,142	24,220	-3.7%
Volume (assembled vehicle	-1.3%		
Pricing			+1.1%
Currency			+0.3%
Product mix	-2.8%		
Geographical mix			-0.6%
Other (including CKDs)			-0.4%

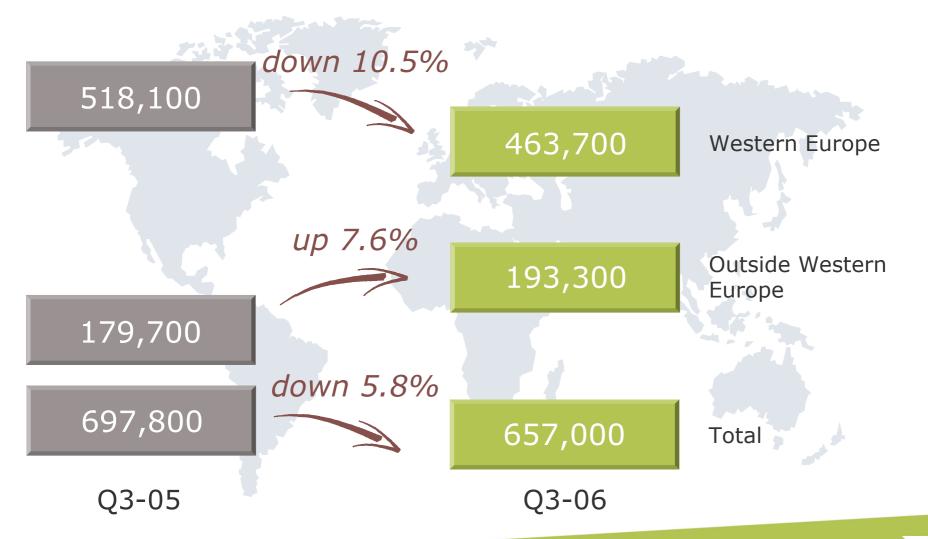
#### Worldwide unit sales

(assembled vehicles)



#### Worldwide unit sales

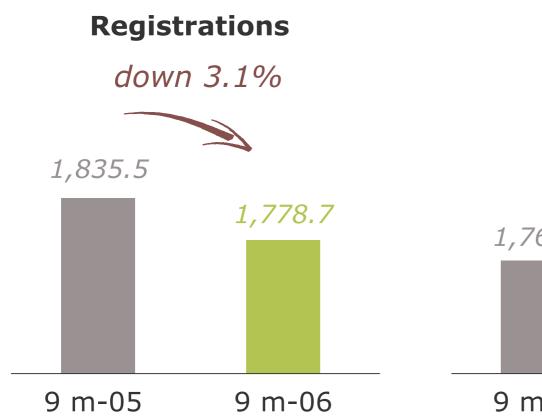
(assembled vehicles)

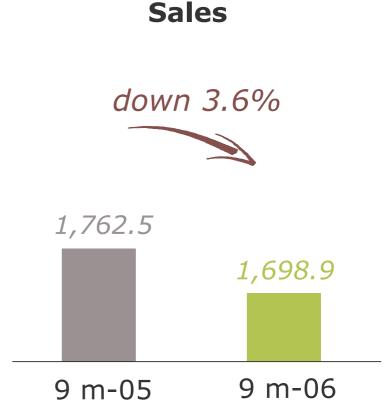


### Western Europe

(cars and light commercial vehicles)

#### In thousands of units

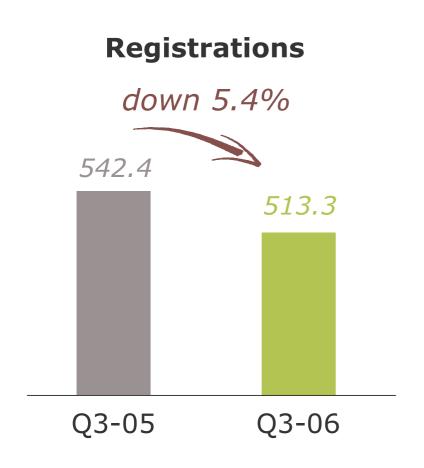


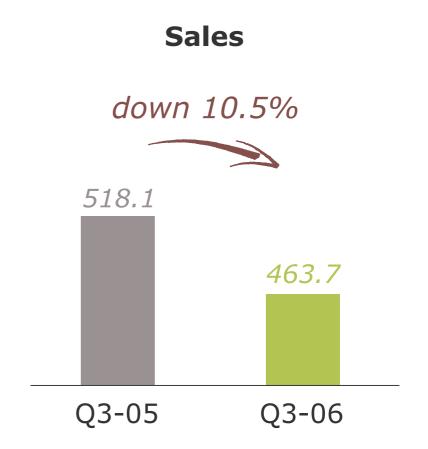


#### Western Europe

(cars and light commercial vehicles)

#### In thousands of units

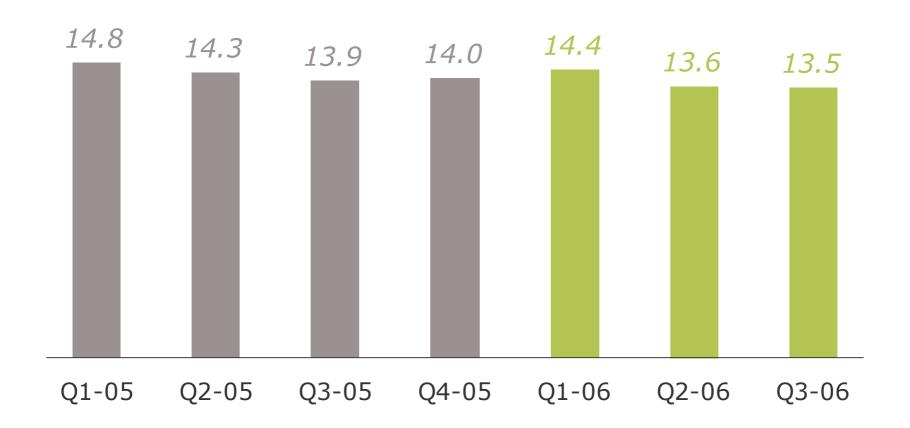




## Market share in Western Europe per quarter

(cars and light commercial vehicles)

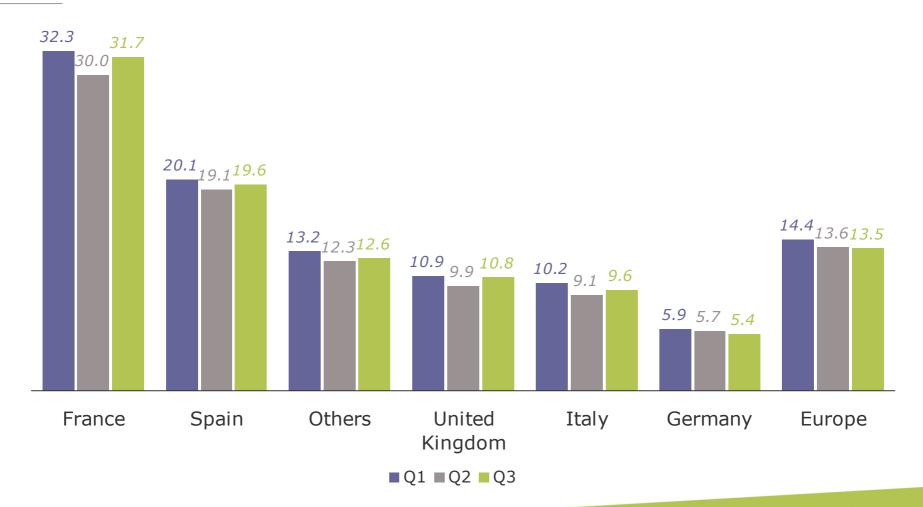
In %



# 2006 market share in Western Europe per quarter



(cars and light commercial vehicles)



(9 month 2006)

- > Total market up 37.5% (up 24.3% in Q3-06)
- 146,000 units sold (up 37.6%), of which 45,800 units sold in Q3-06 (up 37.4%)
  - Citroën: 87,600 units sold (up 13.9%), of which 27,400 units sold in Q3-06 (up 19.1%)
  - Peugeot: 58,400 units sold (up 100.5%), of which 18,400 units sold in Q3-06 (up 78.5%)
- Market share: 4.8%

### Unit sales in Central and Eastern Europe

(including Turkey) - (9 month 2006)

Central and Eastern Europe (incl.Turkey): 161,800 units sold (up 8.4%), of which 50,000 units sold in Q3-06 (down 1.3%)

#### > Of which:

- Central Europe:
  - Total market up 0.5% (down 1.7% in Q3-06)
  - 75,200 units sold (up 4.4%)
  - 22,300 units sold in Q3-06 (down 0.5%)
  - Market share: 11.3%
- Turkey:
  - Total market down 8.2% (down 32.5% in Q3-06)
  - 30,100 units sold (down 13.4%)
  - 7,800 units sold in Q3-06 (down 43.9%)
  - Market share: 7.0%

#### Unit sales in Latin America

(9 month 2006)

Latin America: 155,500 units sold (up 17.3%), of which 51,100 units sold in Q3-06 (up 4.5%)

#### > Of which:

- Argentina:
  - Total market up 15.9% (up 11.2% in Q3-06)
  - 47,500 units sold (up 20.6%)
  - 14,900 units sold in Q3-06 (up 11.0%)
  - Market share: 14.4%
- Brazil:
  - Total market up 11.3% (up 16.5% in Q3-06)
  - 73,800 units sold (up 25.1%)
  - 24,300 units sold in Q3-06 (up 6.4%)
  - Market share: 5.3%

## Peugeot unit sales

	9 month 2005	9 month 2006	Change in %	Q3-05	Q3-06	Change in %
107	14,100	71,900	-	9,100	21,200	-
206	488,000	376,500	-22.9%	148,000	83,300	-43.7%
207	-	177,500	-	_	89,900	-
206 + 207	488,000	554,000	+13.5%	148,000	173,200	+17.0%
307	382,500	331,600	-13.3%	122,000	92,000	-24.6%
407	186,100	137,100	-26.3%	50,700	37,000	-26.9%

## Citroën unit sales

	9 month 2005	9 month 2006	Change in %	Q3-05	Q3-06	Change in %
C1	12,900	66,000	-	8,200	18,800	-
C2/C3/ C3 Pluriel	323,600	296,700	-8.3%	100,200	76,100	-24.1%
C4	178,800	181,100	+1.3%	50,100	53,500	+6.7%
Picasso	141,000	145,000	+2.8%	45,000	42,000	-6.7%
C5	69,000	56,400	-18.2%	18,600	14,800	-20.3%

## Unit sales

	9 month 2005	9 month 2006	Change in %	Q3-05	Q3-06	Change in %
Partner/Berlingo	232,800	251,300	+7.9%	70,300	70,500	+0.3%
Boxer/Jumper	66,200	65,800	-0.6%	21,700	19,600	-9.7%
Expert/Jumpy	48,300	50,400	+4.3%	13,500	13,800	+2.2%



## **Appendices**

## New vehicle inventories

(assembled vehicles)

#### *In units*

	Dec. 31, 2004	June 30, 2005	Sept. 30, 2005	Dec. 31, 2005	June 30, 2006	Sept. 30, 2006
Manufacturer inventory	237,000	287,000	259,000	250,000	254,000	251,000
Proprietary dealership inventory	54,000	61,000	59,000	55,000	61,000	58,000
Group inventory	291,000	348,000	318,000	305,000	315,000	309,000
Independant dealership inventory	285,000	243,000	215,000	291,000	277,000	226,000
Total	576,000	592,000	534,000	596,000	592,000	535,000

#### Nine month sales and revenue

(net of intra-company sales)

	9 month 2005	9 month 2006
Automobile Division	33,442	32,664
Banque PSA Finance	1,026	1,043
Gefco	845	941
Faurecia	6,246	6,760
Other businesses	212	222
Total PSA Peugeot Citroën	41,771	41,631

## Q3 sales and revenue

(net of intra-company sales)

	Q3-05	Q3-06
Automobile Division	10,136	9,738
Banque PSA Finance	345	355
Gefco	274	295
Faurecia	1,948	2,077
Other businesses	62	72
Total PSA Peugeot Citroën	12,765	12,538



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