



Q3 & 9 months 2008
Sales and Revenues

October 24, 2008

▶▶▶ Key highlights

- ▶ **Strong balance sheet: a key asset to face the crisis**
 - An unleveraged Group
 - A recurring excess cash position between €4-6bn
 - A robust and prudent Banque PSA Finance
- ▶ **Automotive: top line contraction due to market drop in Q3 2008**
 - Q3 Automotive sales -7.1% with volumes down 8.6%, Western Europe -12.8%
 - Market share maintained in Western Europe at 13.8%
- ▶ **CAP 2010 actions continue to deliver**
- ▶ **Specific action plans launched**
 - Significant production cuts across Europe
 - Non renewal of temporary employees
 - Acceleration of cost reduction initiatives

▶▶▶ Key brand highlights in first 9 months

- ▶ **PSA market position: underlying strengths confirmed**
 - Market share maintained in Europe 18 countries at 13.8%
 - Leadership in low emission vehicles: 23% market share in vehicles <130g CO₂/km
 - LCV: leadership reinforced with market share up to 19.5% vs 18.5%, built on new model range notably Berlingo & Partner
 - Good momentum of new model announcements: Citroën C3 Picasso, Peugeot Prologue
- ▶ **Peugeot & Citroën: success of new models confirmed**
 - Successful launching of C5: worldwide sales up 51%
 - C4 Picasso leader in the compact MPVs segment in Europe
 - 308 & 307 up 10% with record sales in September
 - 207 & 206 remains leader in its segment in Europe
 - 107 & C1: worldwide sales up 6.7%
- ▶ **Emerging markets: contrasted situation**
 - China: registrations down 6%. Market decline in Q3
 - Mercosur: 7.2% of market share. Strong growth in Brazil, registrations +33%
 - Russia: PSA outperformed the market with registrations up 63%

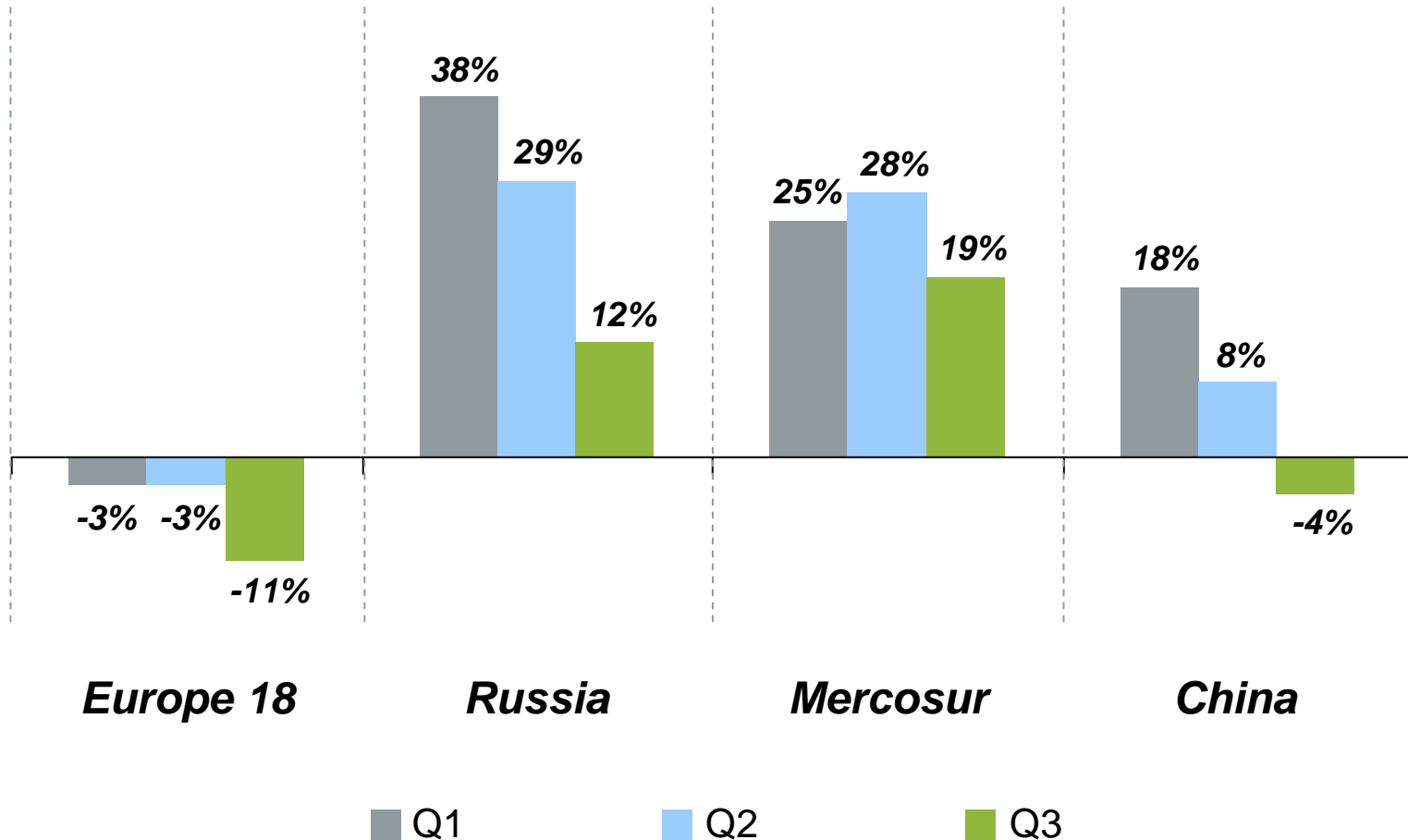
Q3 and 9 months sales and revenues

- ▶ Rapid decline in Q3 markets leads to drop in Q3 Automotive sales
- ▶ Faurecia: slightly up as growth in Latin America more than offsets decline in Europe, stable activity in depressed US market
- ▶ Gefco: international development strategy delivering growth
- ▶ Banque PSA Finance: sustained sales and successful pass through of increased financing costs

<i>In €m</i>	Q3-07	Q3-08	Change Q3-08/Q3-07	9 month 07	9 month 08	Change 9m-08/9m-07
<i>Automotive</i>	10,964	10,184	-7.1%	35,134	34,687	-1.3%
<i>Faurecia</i>	2,815	2,863	1.7%	9,327	9,464	1.5%
<i>Gefco</i>	835	873	4.6%	2,632	2,778	5.5%
<i>Banque PSA Finance</i>	499	534	7.0%	1,473	1,594	8.2%
<i>Other businesses and intra-company eliminations</i>	(1,089)	(1,153)	6.0%	(3,724)	(3,923)	5.3%
<i>Total sales and revenues</i>	14,024	13,301	-5.2%	44,842	44,600	-0.5%

Worldwide slowdown in 2008 market trends

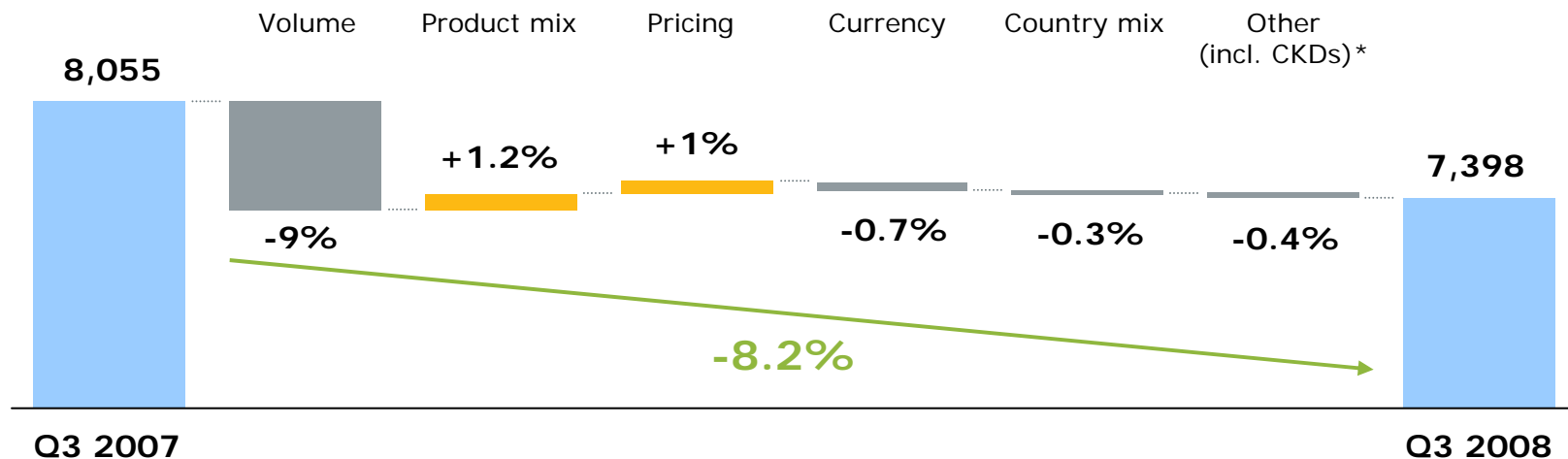
Quarterly market trends 2008 / 2007



New car Q3 sales and revenues down 8.2%

In €m

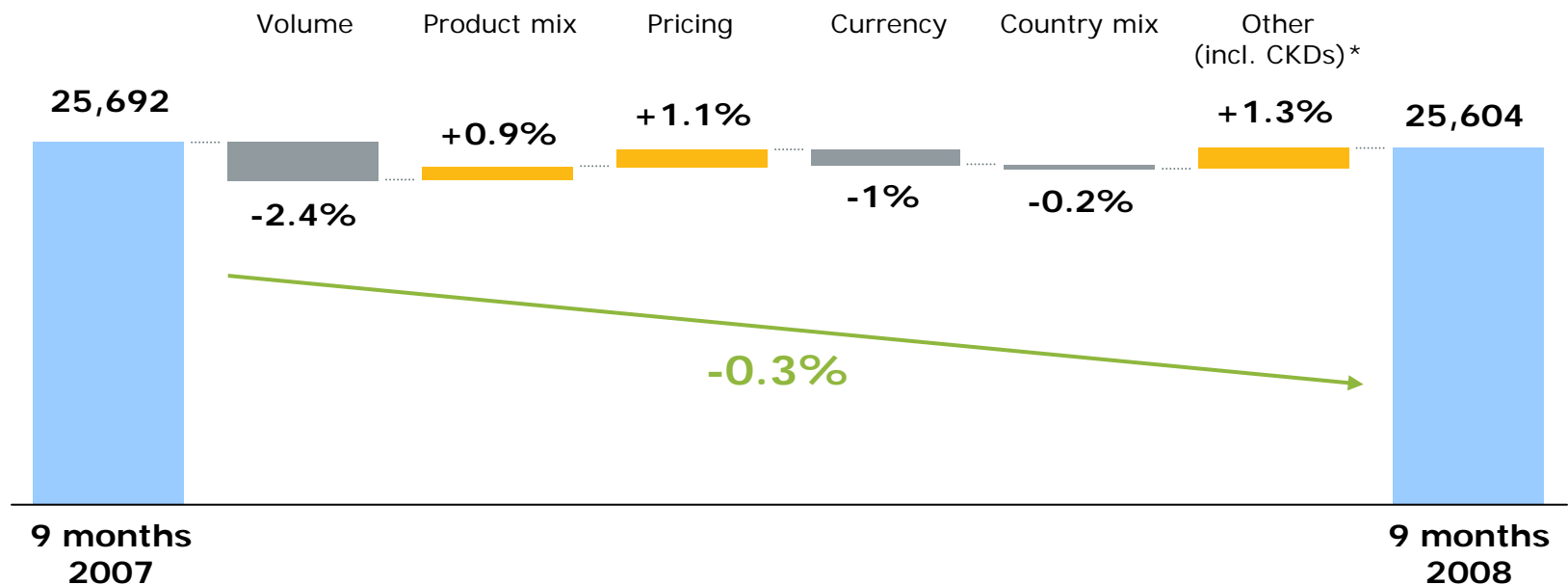
- ▶ Sharp decline in Western European volumes -12.8%
- ▶ Mercosur volumes +11.2%, Russia +66.9%
- ▶ Successful new models support sales in weak environment
- ▶ Price increases continue



New car 9 months sales and revenues down 0.3%

In €m

- ▶ 9 months sales flat following sharp decline in Q3: Western Europe volumes in first 9 months -5.1%
- ▶ Mercosur +24.2%, Russia +60.4%
- ▶ Positive pricing trends continue



Limited Q3 inventories increase since June 2008 despite market drop

- ▶ Immediate actions launched from July to tackle inventory rise
- ▶ Q3 vehicle production reduced by 60,000 vs 2008 plan
- ▶ Independent dealership inventory reduced to Q3 2007 level

<i>In thousand units</i>	31/12 2006	30/06 2007	30/09 2007	31/12 2007	30/06 2008	30/09 2008
<i>Manufacturer inventory</i>	228	267	229	215	296	320
<i>Proprietary dealership inventory</i>	59	62	57	60	70	71
<i>Group inventory</i>	287	329	286	275	366	391
<i>Independent dealership inventory</i>	333	290	280	329	302	286
<i>Total</i>	620	619	566	604	668	677

PSA Peugeot Citroën's strong Balance Sheet is a key asset

- ▶ A recurring excess cash position between €4-6bn
 - €5.3bn at the end June 2008
- ▶ No immediate bond maturities:
 - 2010 €0.3bn, 2011 €1.6bn, 2033 €0.6bn
- ▶ Undrawn credit facilities of €2.4bn
- ▶ €14bn of equity, €6bn of debt

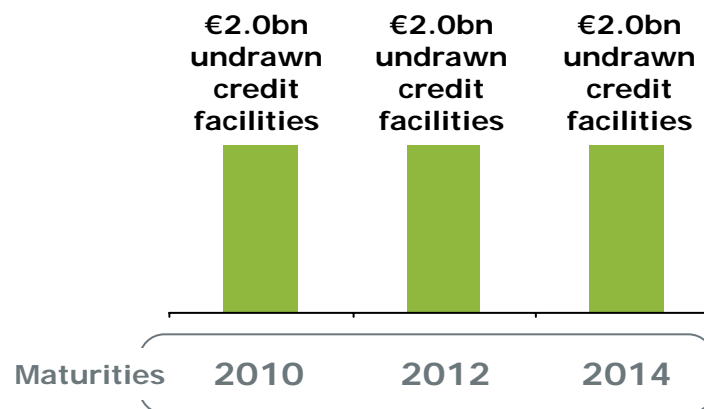


An unleveraged Group

A robust & conservative Banque PSA Finance

- ▶ Successful €1bn securitization by Banque PSA Finance in July 2008
- ▶ Solvability ratio > 10.5% in 2008 vs regulatory requirement of 8% (Cook ratio)
- ▶ Extensive undrawn credit facilities and liquidity reserves, with no immediate maturities
- ▶ Diversified sources of refinancing

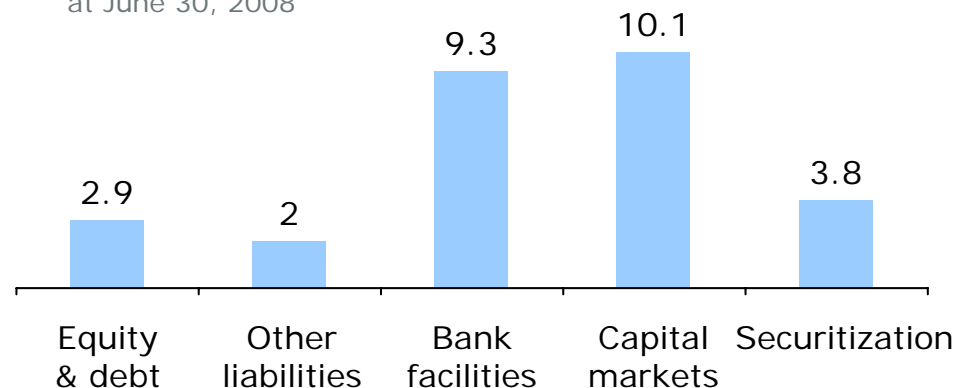
Undrawn credit facilities €6bn



**An independent
& prudent financing
providing adequate
headroom**

Diversified sources of refinancing – in €bn

at June 30, 2008



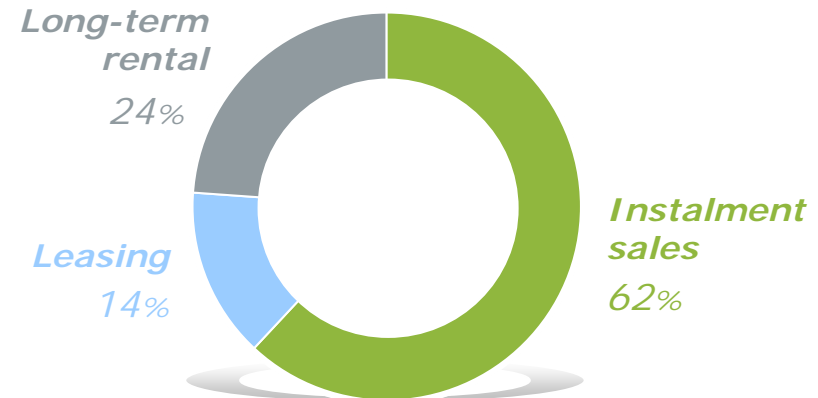
A prudent credit activity

- ▶ **Instalment sales account for majority of credit business**
 - Leasing activity with limited residual value risk
 - BPF has no buyback obligations (Held at PSA Group level €2.9bn*)

- ▶ **A selective approach in risk selection and product development: cost of risk benchmark of the industry**
 - Conservative approach to client financing
 - Centralized and experienced credit evaluation
 - Efficient & reactive credit collection minimises defaults

- ▶ **Specific action plans in the UK & Spain to control and minimise credit risk**

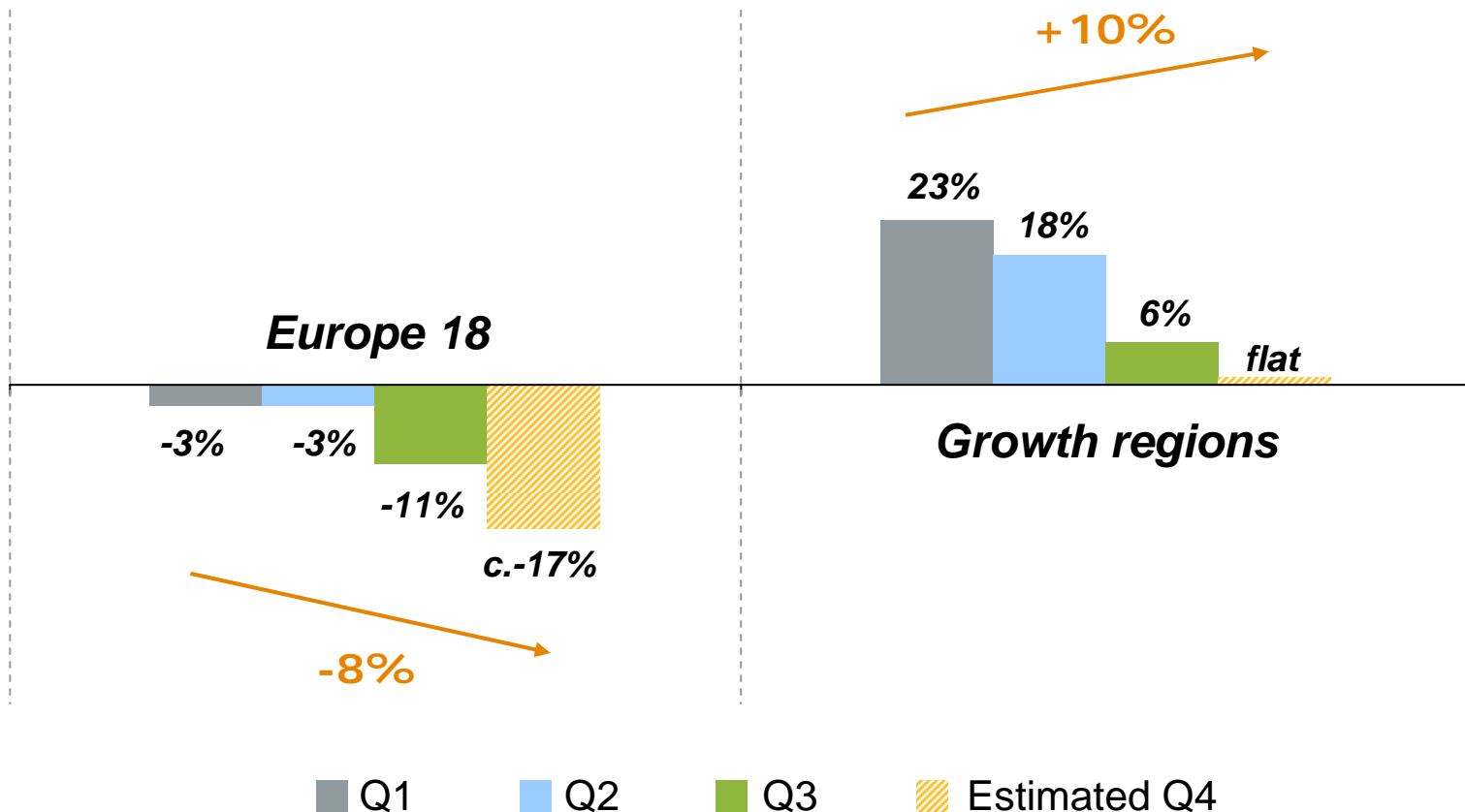
By product* (new + used vehicles)



Ability to sustain the commercial activity at the same pace

Q4 2008 market outlook: significant slowdown in emerging countries with a further sharp drop in Europe

Quarterly market trends 2008 / 2007



Full Year 2008 PSA volumes* expected around -3.5%

▶▶▶ Exceptional action plan in Q4 2008 to prepare for 2009

CAP 2010



Amplify programme & initiatives

Pricing



Continue price increase roll out

Production



Massive cuts concentrated in Q4

**Full Year 2008 Group Recurring Operating Margin
expected at around 1.3%***

* with current market estimates



Appendices

Automotive: worldwide unit sales up 0.5%

(assembled vehicles and CKD units)

<i>In thousand units</i>	Q3-07	Q3-08	Change Q3-08 / Q3-07	9m-07	9m-08	Change 9m-08 / 9m-07
Western Europe (18)	506	442	-12.8%	1,741	1,652	-5.1%
Eastern Europe*	30	29	-5.2%	99	99	-0.2%
Russia	11	19	66.9%	28	45	+60.4%
Mercosur**	57	64	11.2%	151	188	+24.2%
China	49	38	-22.2%	152	142	-6.3%
Rest of the World	82	70	-14.6%	236	216	-8.4%
Total assembled vehicles	735	662	-9.9%	2,406	2,342	-2.7%
Total CKD	48	54	11.8%	142	219	+54.8%
TOTAL AV + CKD units	783	716	-8.6%	2,548	2,561	+0.5%

* Croatia, Hungary, Poland, Czech Republic, Slovakia, Slovenia, Lithuania, Latvia, Estonia, Cyprus, Malta

** Brazil, Argentina

The Group maintains its market share in Western Europe

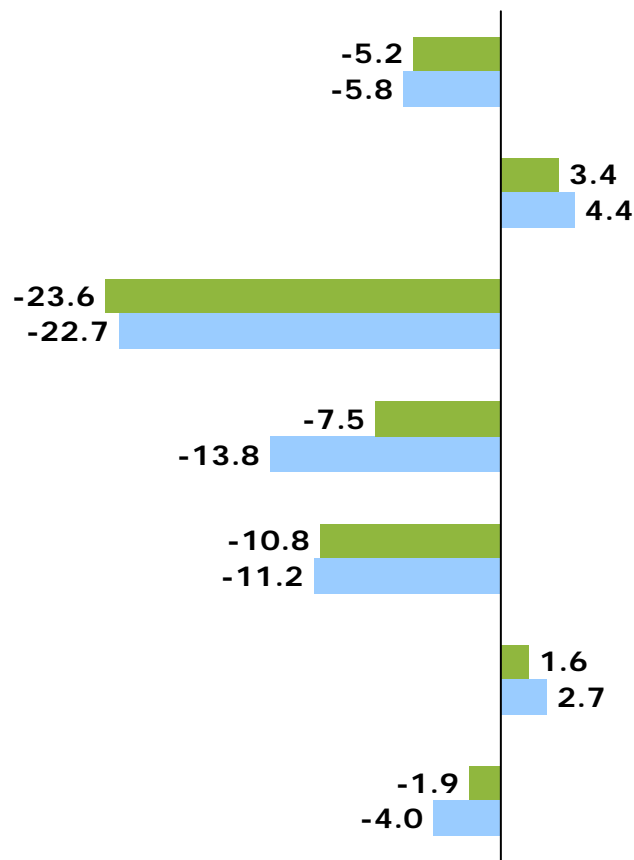
(cars and light commercial vehicles)

9m-08/9m-07 change in %

Registrations

Market Share

9m-07	9m-08
13.9%	13.8%



Western Europe 1,692,100

France 607,800

Spain 214,000

United Kingdom 200,800

Italy 185,900

Germany 143,600

Others 341,000

31.2%	31.5%
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19.5%	19.7%
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10.5%	9.8%
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9.9%	9.9%
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5.6%	5.6%
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12.5%	12.2%
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Around 10% growth in our priority regions

(cars and light commercial vehicles)

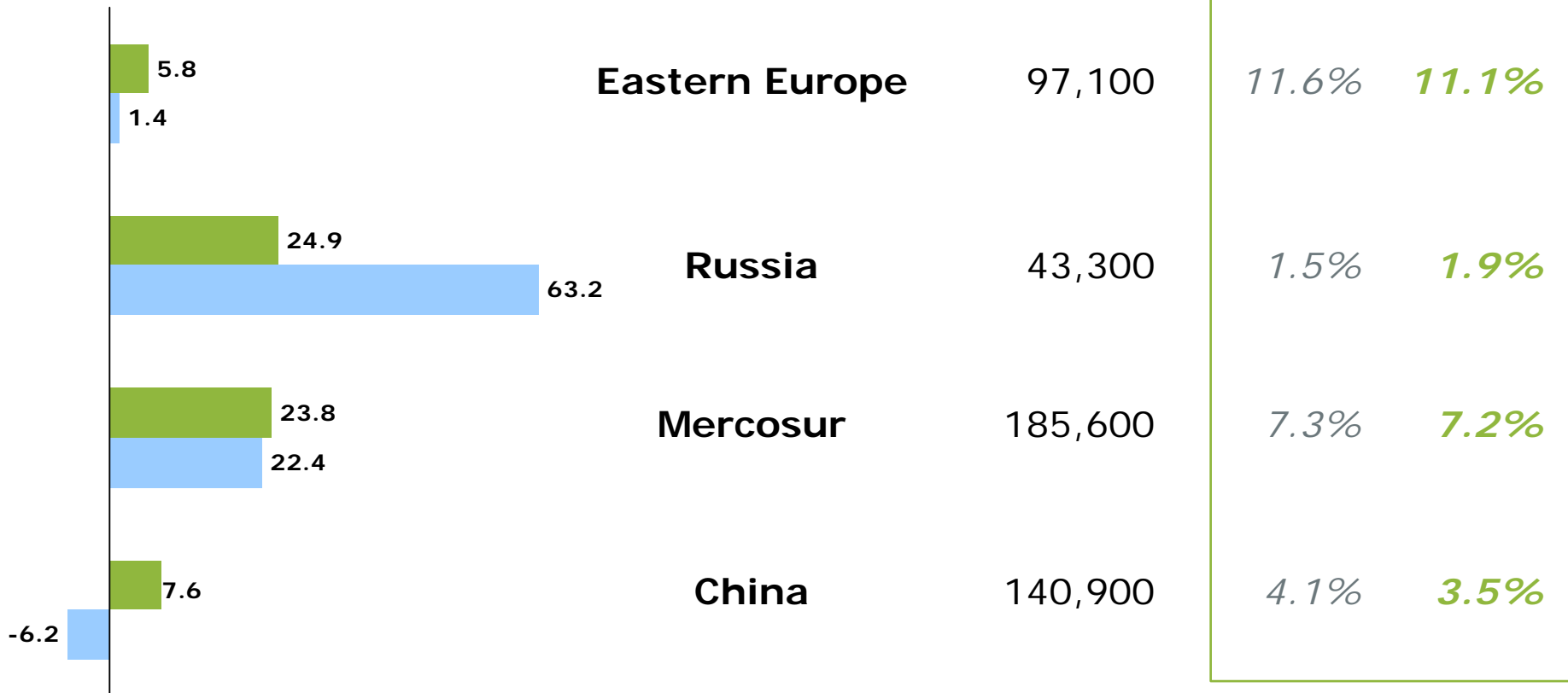
9 month-08/9 month-07 change in %

Registrations

Market Share

9m-07

9m-08



Western Europe

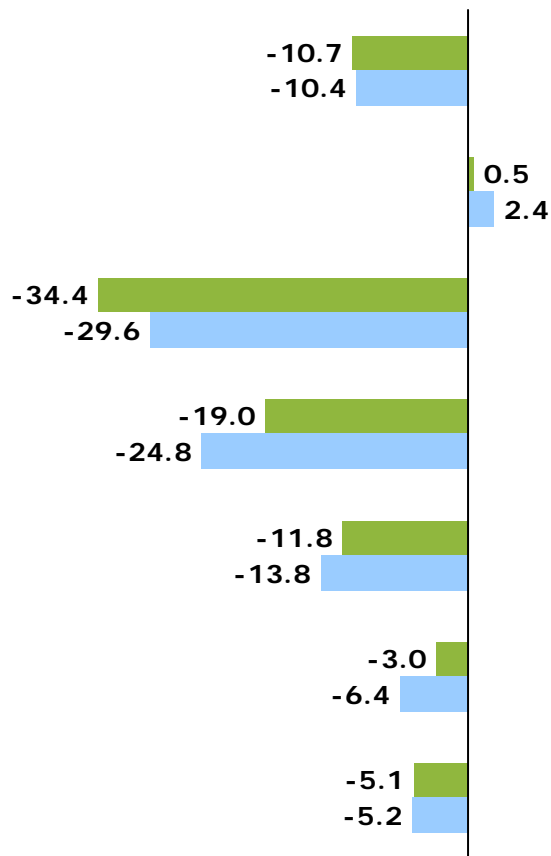
(cars and light commercial vehicles)

Q3-08/Q3-07 change in %

Registrations

Market Share

	Q3-07	Q3-08
Western Europe	13.3%	13.3%
France	30.2%	30.8%
Spain	18.2%	19.5%
United Kingdom	10.6%	9.8%
Italy	9.3%	9.0%
Germany	5.6%	5.4%
Others	12.3%	12.3%



Western Europe

466,000

France

169,000

Spain

54,000

United Kingdom

61,000

Italy

44,000

Germany

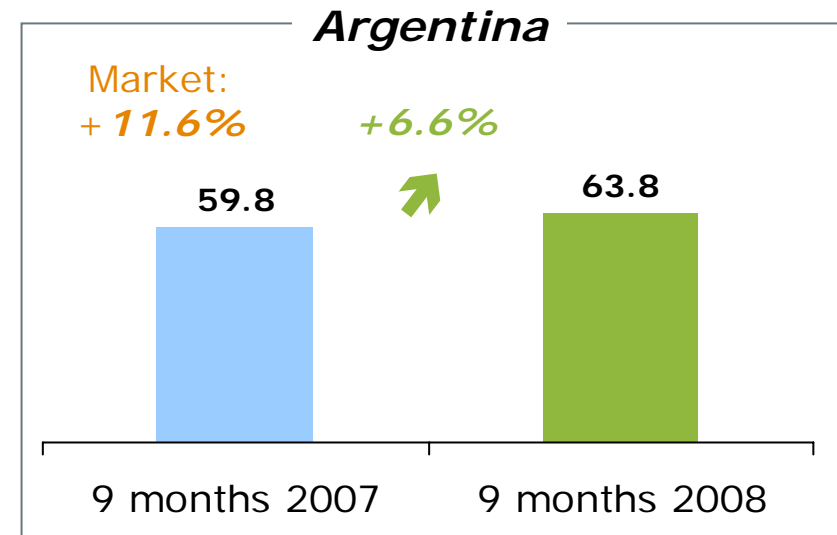
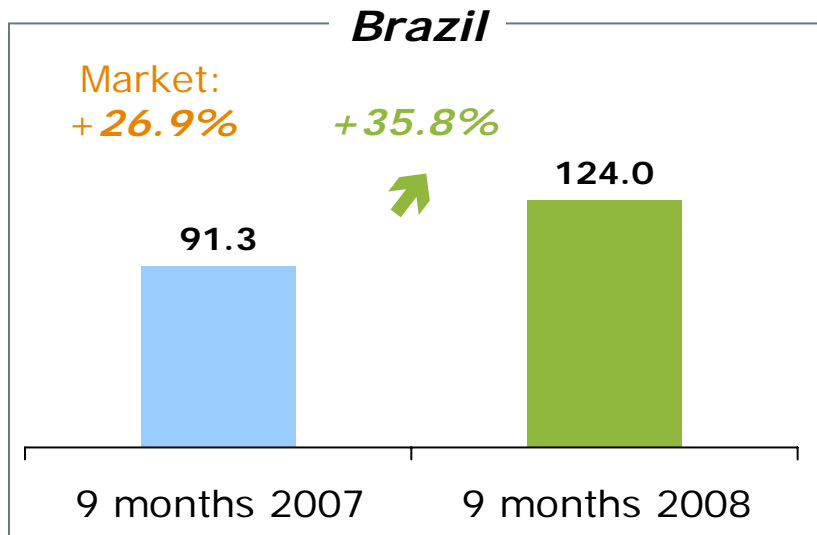
43,000

Others

94,000

Mercosur

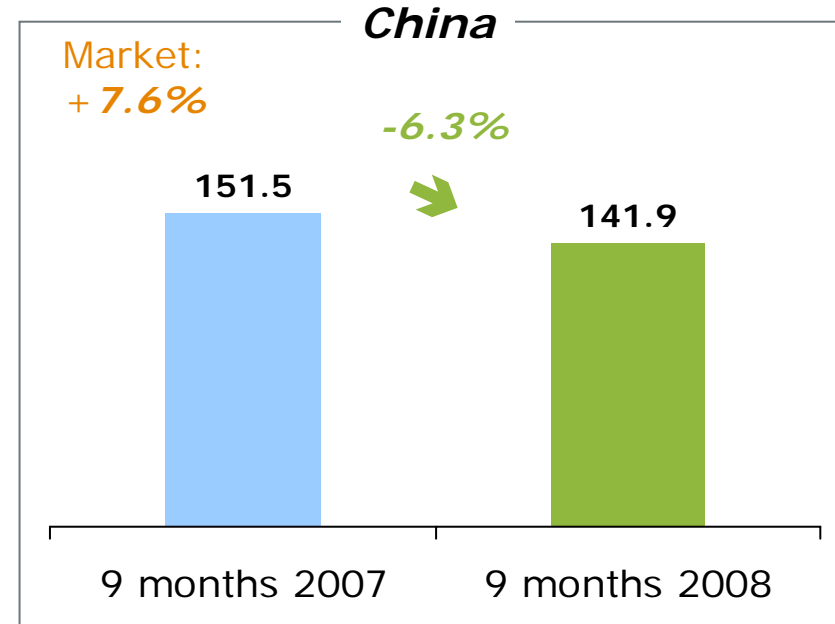
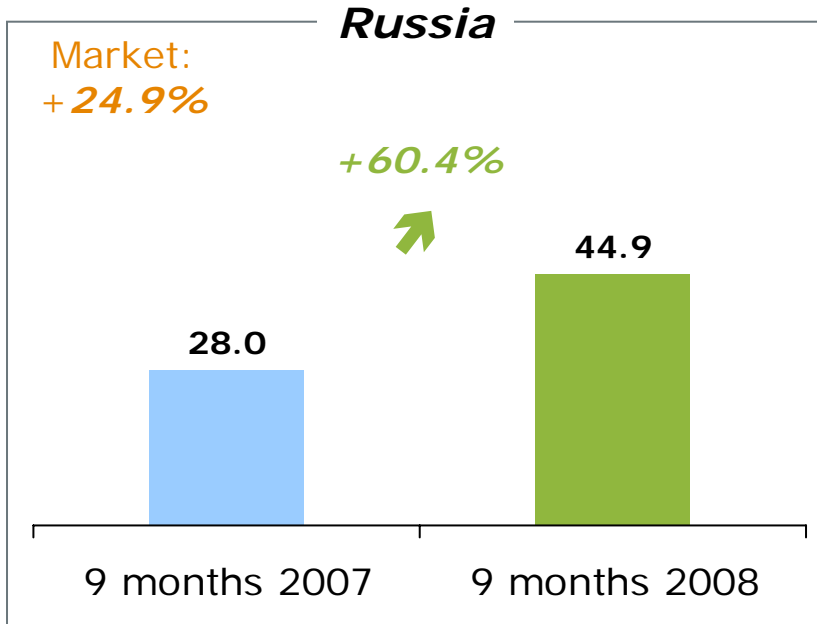
In thousand of units sold



- ▶ **New Citroën C3 launched**
- ▶ **Upcoming launch of Peugeot 207 SW and Passion and Citroën C4 Hatchback**

Russia & China

In thousand of units sold

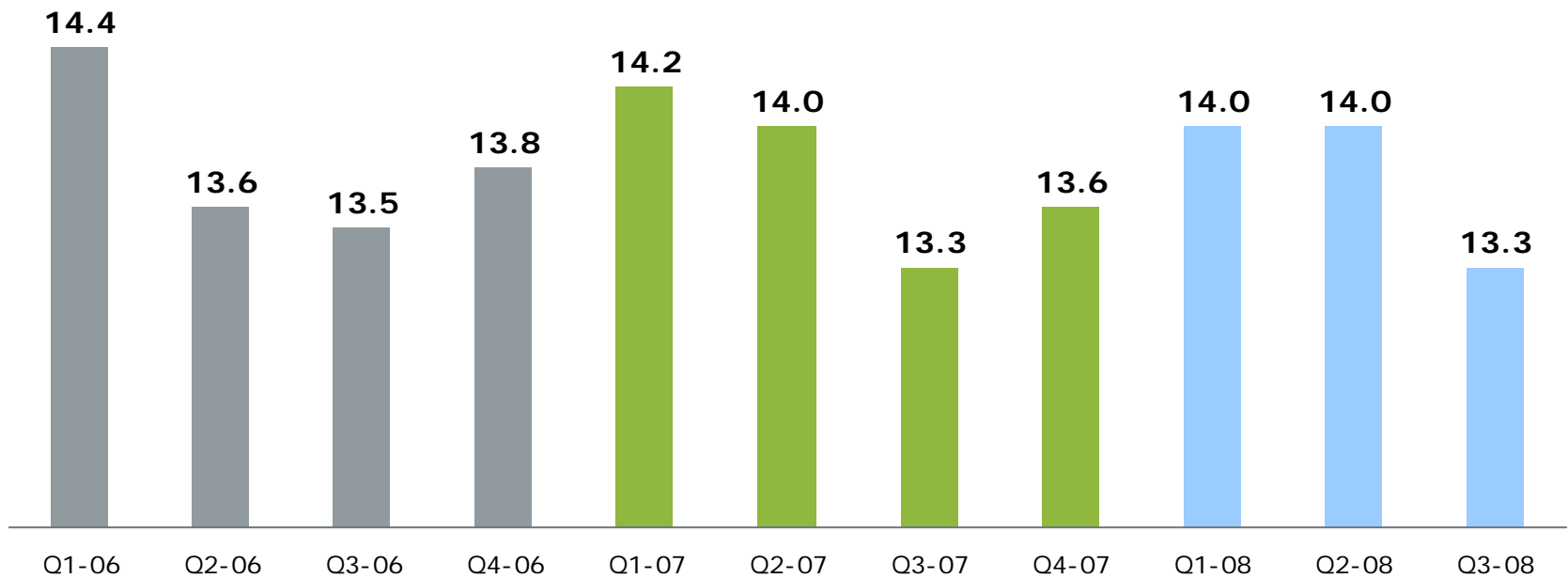


► Launch of Citroën C-Quatre and 2 new models for Peugeot

Market share in Western Europe per quarter

(cars and light commercial vehicles)

In %



Banque PSA Finance: Q3 & 9 months sales and revenues



	Q3-07	Q3-08	Change Q3-08/Q3-07	9m-07	9m-08	Change 9m-08/9m-07
<i>Revenues</i>	€499m	€534m	+7.0%	€1,473m	€1,594m	+8.2%
<i>Total outstanding loans (end of period)</i>	€23.2bn	€23.8bn	+2.6%	€23.2bn	€23.8bn	+2.6%
<i>Number of new contracts (lease and financing)</i>	195,129	196,025	+0.5%	638,810	640,623	+0.3%
<i>Penetration rate</i>	26.2%	27.7%	+1.5%	25.5%	26.1%	+0.6%

Faurecia: Q3 & 9 months sales and revenues

<i>In €m</i>	Q3-07	Q3-08	Change Q3-08/Q3-07	9m-07	9m-08	Change 9m-08/9m-07
<i>Automotive Seating</i>	1,161	1,197	3.0%	3,843	3,958	3.0%
<i>Vehicle Interiors</i>	754	769	2.1%	2,554	2,565	0.4%
<i>Exhaust Systems</i>	687	670	-2.5%	2,235	2,211	-1.1%
<i>Front Ends</i>	213	227	6.4%	695	730	5.0%
Total revenues	2,815	2,863	1.7%	9,327	9,464	1.5%
‣ <i>Excluding monoliths and at constant scope and exchange rate</i>			1.6%			2.4%
<i>PSA Peugeot Citroën</i>	534	560	-1.0%	1,956	1,994	1.9%
<i>Third parties</i>	2,281	2,303	4.9%	7,371	7,470	1.3%

Gefco: Q3 & 9 months sales and revenues

<i>In €m</i>	Q3-07	Q3-08	Change Q3-08/Q3-07	9m-07	9m-08	Change 9m-08/9m-07
<i>PSA Peugeot Citroën</i>	493	536	8.7%	1,589	1,728	8.7%
<i>Third parties</i>	342	337	-1.5%	1,043	1,050	0.7%
<i>Total revenues</i>	835	873	4.6%	2,632	2,778	5.5%