



**Q1 2009**  
Sales and Revenues

*April 22, 2009*

# KEY HIGHLIGHTS

- **Q1 revenues drop 24.9% in line with markets and inventory reduction policy**
- **Substantial decrease in inventories (-21.4% vs Q1-08 )**
- **Market share of 13.8% in Western Europe due to leadership in low emission cars & LCVs**
- **€3bn French government & €0.4bn EIB loan contracts signed**

# FIRST QUARTER REVENUES DECLINE IN LINE WITH MARKET TRENDS AND DESTOCKING

*In million euros*

	<b>Q1-08</b>	<b>Q1-09</b>	<b>Change 09/08</b>
Automotive	11,269	8,678	-23.0%
Faurecia	3,245	2,008	-38.1%
Gefco	925	664	-28.2%
Banque PSA Finance	524	462	-11.8%
Other businesses and intra-company eliminations	(1,346)	(839)	-
<b>Total revenues</b>	<b>14,615</b>	<b>10,973</b>	<b>-24.9%</b>

# SCRAPPAGE INCENTIVES TRIGGER CHANGE IN MARKET DYNAMICS

- Move towards small & low emission passenger cars

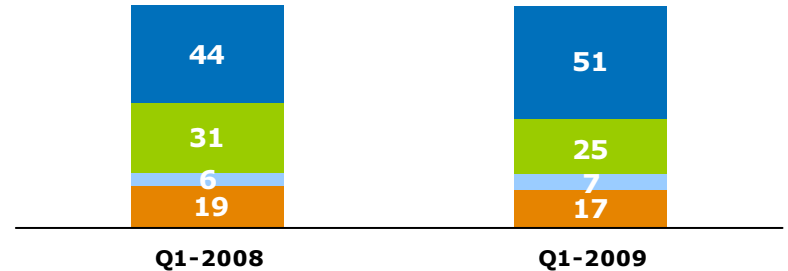
*In % of Western European market*

**A & B segment**

**C segment**

**D&E segment**

**LCV**



- German weighting increases in European car market

*In % of Western European market*

**Germany**

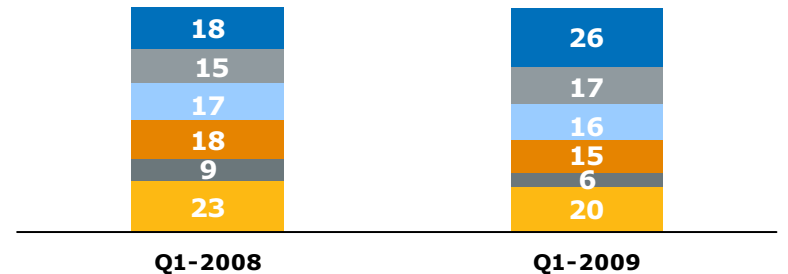
**France**

**Italy**

**UK**

**Spain**

**Others**

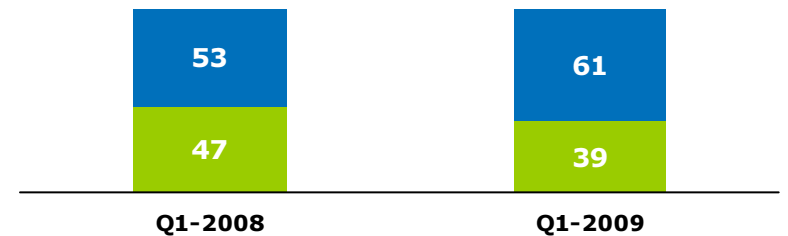


- Retail resilience

*In % weight of retail & commercial market in Western Europe*

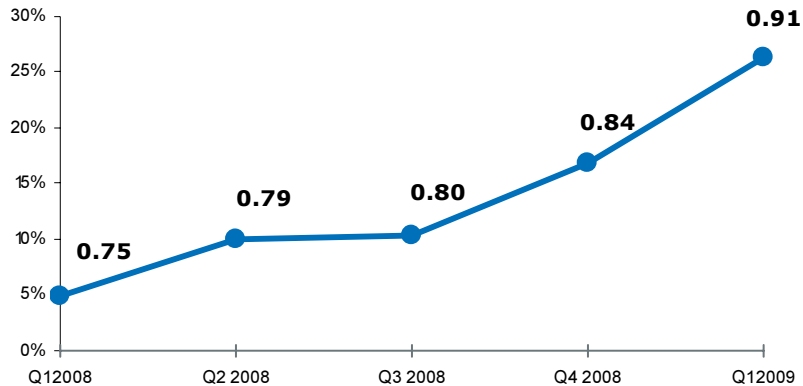
**Retail market**

**Commercial market**

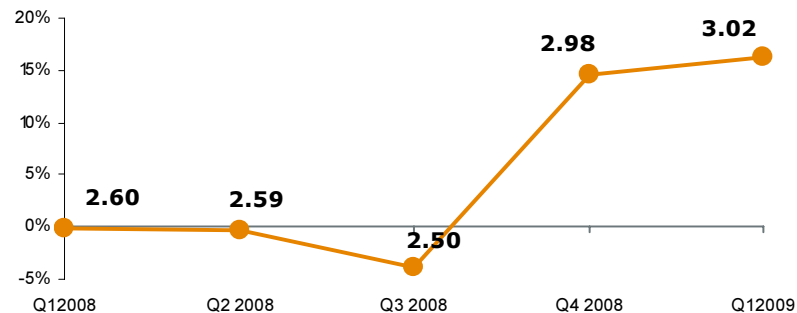


# STRONG EURO INCREASES NEGATIVE FX IMPACT

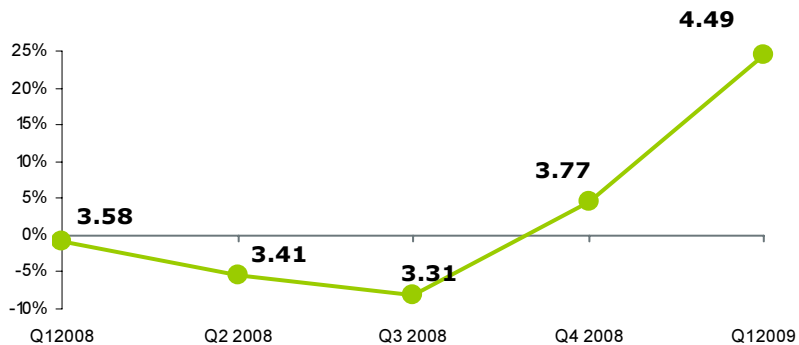
## Exchange rate € / £



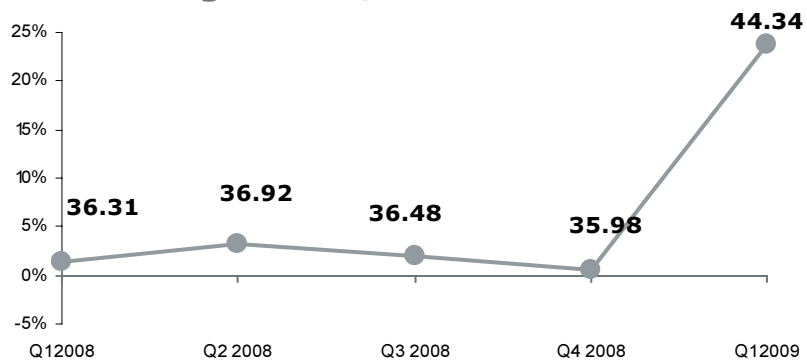
## Exchange rate € / BRL



## Exchange rate € / PLN



## Exchange rate € / RUB



# AUTOMOTIVE: WORLDWIDE UNIT SALES DOWN 18.7%

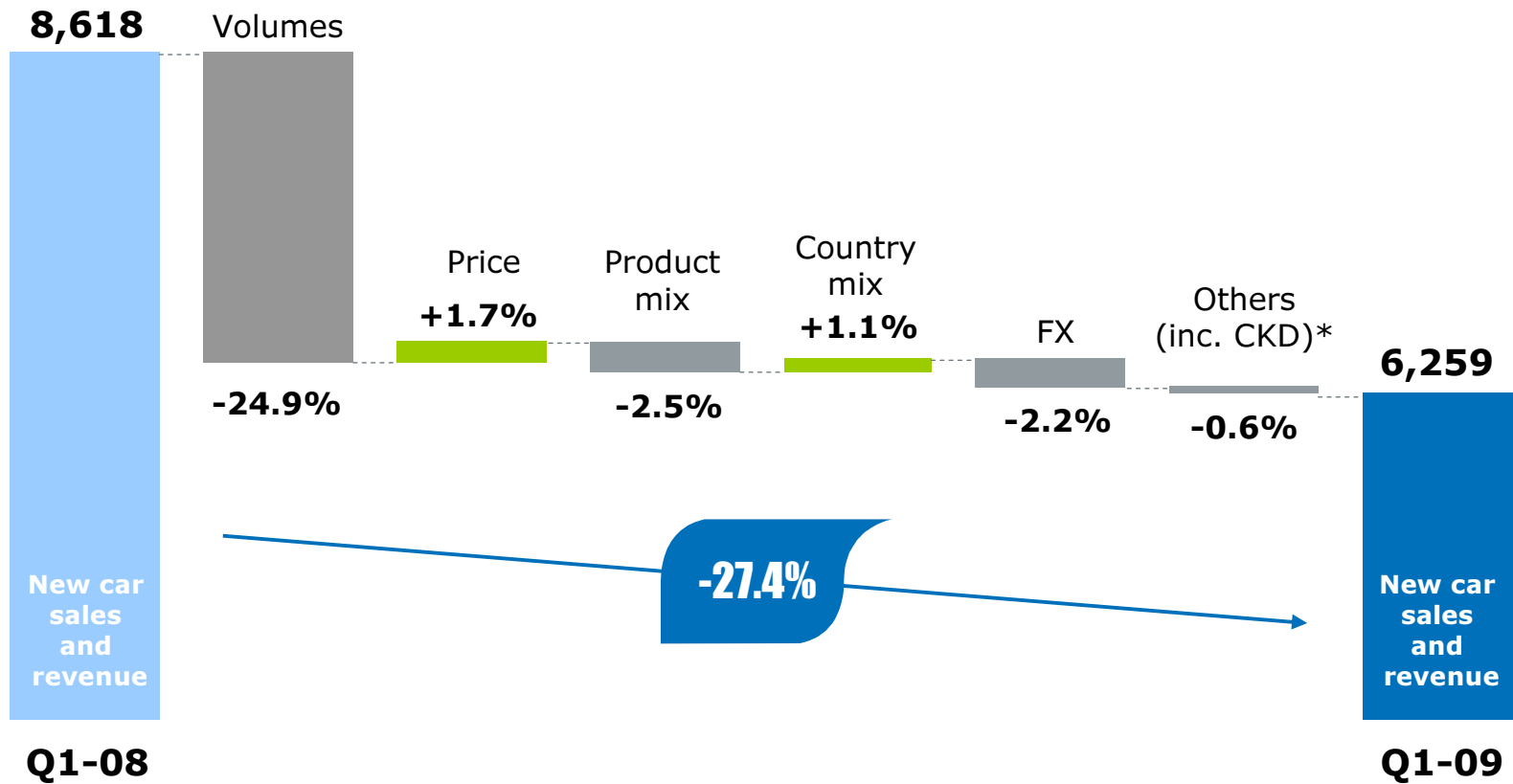
## Assembled vehicles and CKD units

<i>In K units</i>	Q1-08	Q1-09	Change 09/08
Western Europe (18)	591	452	-23.5%
Central & Oriental Europe*	52	30	-41.9%
Russia	10	13	+32.7%
Latin America	68	50	-26.5%
Rest of the World	34	22	-35.3%
<b>Assembled vehicles (excluding China)</b>	<b>755</b>	<b>567</b>	<b>-24.9%</b>
China	55	52	-3.9%
<b>Total Assembled vehicles</b>	<b>810</b>	<b>619</b>	<b>-23.5%</b>
Total CKD	67	93	+40.1%
<b>TOTAL Assembled vehicles + CKD units</b>	<b>876</b>	<b>713</b>	<b>-18.7%</b>

\* 25 countries of which Poland, Turkey, Croatia, Hungary, Czech Republic, Slovakia, Slovenia...

# NEW CAR REVENUES HIT BY VOLUME DECLINE

In million euros



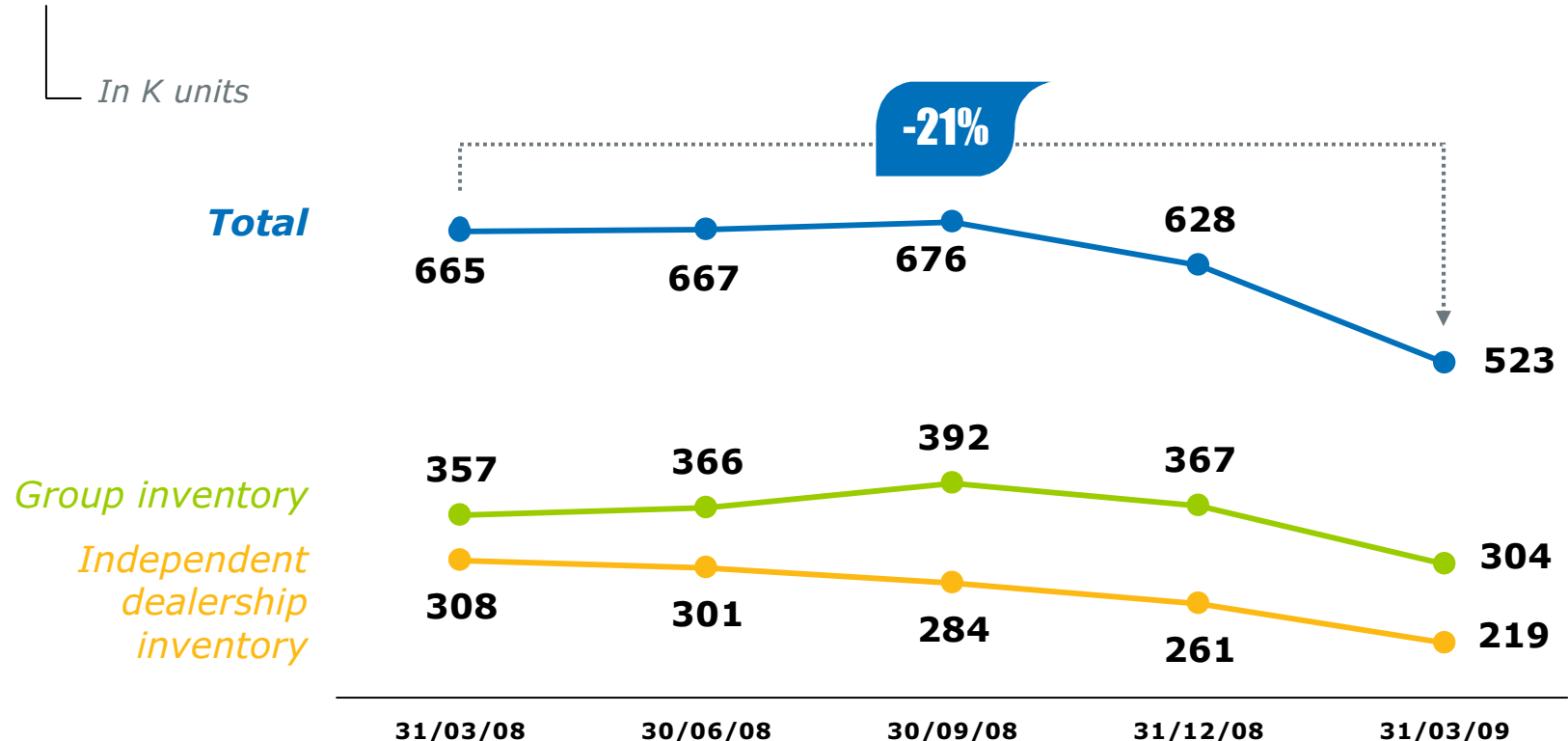
# PRODUCTION < SALES < REGISTRATIONS\*

- **Vehicle production cut by 39% vs Q1-08**
- **Sales to dealer network -24.9% vs Q1-08**
- **End customer sales -21% in line with market trends**



# INVENTORY REDUCTION ACTION PLAN ON TRACK

- Q1 vehicle production reduced by 39% vs Q1-08
- Continuous & significant de-stocking as announced
- Further independent dealership inventory reduction



# OUR STRENGTHS IN WESTERN EUROPE

- **Leadership in low consumption, low emission vehicles**
  - Well positioned to benefit fully from Government incentive programmes
  - Strong sales of Peugeot 107, 206 & 207, Citroën C1, C3
- **LCV leadership and up to date model range helps resist market decline**
  - Market share grows 3 points to 22.4% from 19.4% at the end of Q1 2008
- **Commercial Momentum: new products and brand offensive**
  - Successful launch of new Citroën brand image “Creative Technologie”
  - Overwhelming success of Citroën DS distinctive range announcement
  - Promising start to well positioned new models C3 Picasso and 206 +
  - Citroën C5 excellence confirmed

# 2009: MOMENTUM OF PRODUCT DEVELOPMENT CONTINUES

- Expand market coverage with new customer solutions

Q1

Citroën C3 Picasso



Peugeot 308 CC



C Elysée Bicorps China

Q2

Peugeot 3008 Crossover



Peugeot 206 +



Peugeot 207  
China



C4 Tricorps  
China



# FAURECIA: REVENUES DECLINE BY 38% DUE TO EXTENSIVE OEM PRODUCTION CUTS IN Q1

- Deployment of “Challenge 2009” plan and cost reduction in line with targets
- First phase in securing Faurecia’s financing completed in April 2009

<i>In million euros</i>	Q1-08	<b>Q1-09</b>	Change 09/08
<i>Automotive Seating</i>	1,349	<b>873</b>	-35.3%
<i>Vehicle Interiors</i>	897	<b>567</b>	-36.7%
<i>Exhaust Systems</i>	740	<b>381</b>	-48.5%
<i>Front Ends</i>	259	<b>187</b>	-27.8%
<b>Total revenues</b>	<b>3,245</b>	<b>2,008</b>	<b>-38.1%</b>
• <i>Excluding monoliths and at constant scope and exchange rate</i>			<b>-35.1%</b>
<i>PSA Peugeot Citroën</i>	697	<b>403</b>	-42%
<i>Third parties</i>	2,548	<b>1,590</b>	-37.6%

# GEFCO: IN LINE WITH MARKET TRENDS

- Revenues in line with the evolution of the automotive production and other industries
- Negative foreign exchange impact

<i>In million euros</i>	Q1-08	<b>Q1-09</b>	Change 09/08
<i>PSA Peugeot Citroën</i>	574	<b>402</b>	-30%
<i>Third parties</i>	351	<b>262</b>	-25.4%
<b><i>Total revenues</i></b>	<b>925</b>	<b>664</b>	<b>-28.2%</b>

# BANQUE PSA FINANCE: REINFORCED COMMERCIAL PERFORMANCE

- Q1 revenues decrease 11.8%
- Continue to reinforce commercial performance and to consolidate market share

<i>In million euros</i>	Q1-08	<b>Q1-09</b>	Change 09/08
<i>Revenues</i>	€524 mn	<b>€462 mn</b>	-11.8%
<i>Total outstanding loans (end of period)</i>	€23.4 bn	<b>€22.2 bn</b>	-5.1%
<i>Number of new contracts (lease and financing)</i>	215,300	<b>216,000</b>	+0,3%
<i>Penetration rate</i>	24.7%	<b>28.3%</b>	+3.6 pts

# 2009 OUTLOOK

- **CAP 2010 and CASH 2009 on track**
- **Market scenario and financial expectations for the full year remain unchanged**





# WESTERN EUROPE: PSA MARKET SHARE EVOLUTION BY COUNTRY

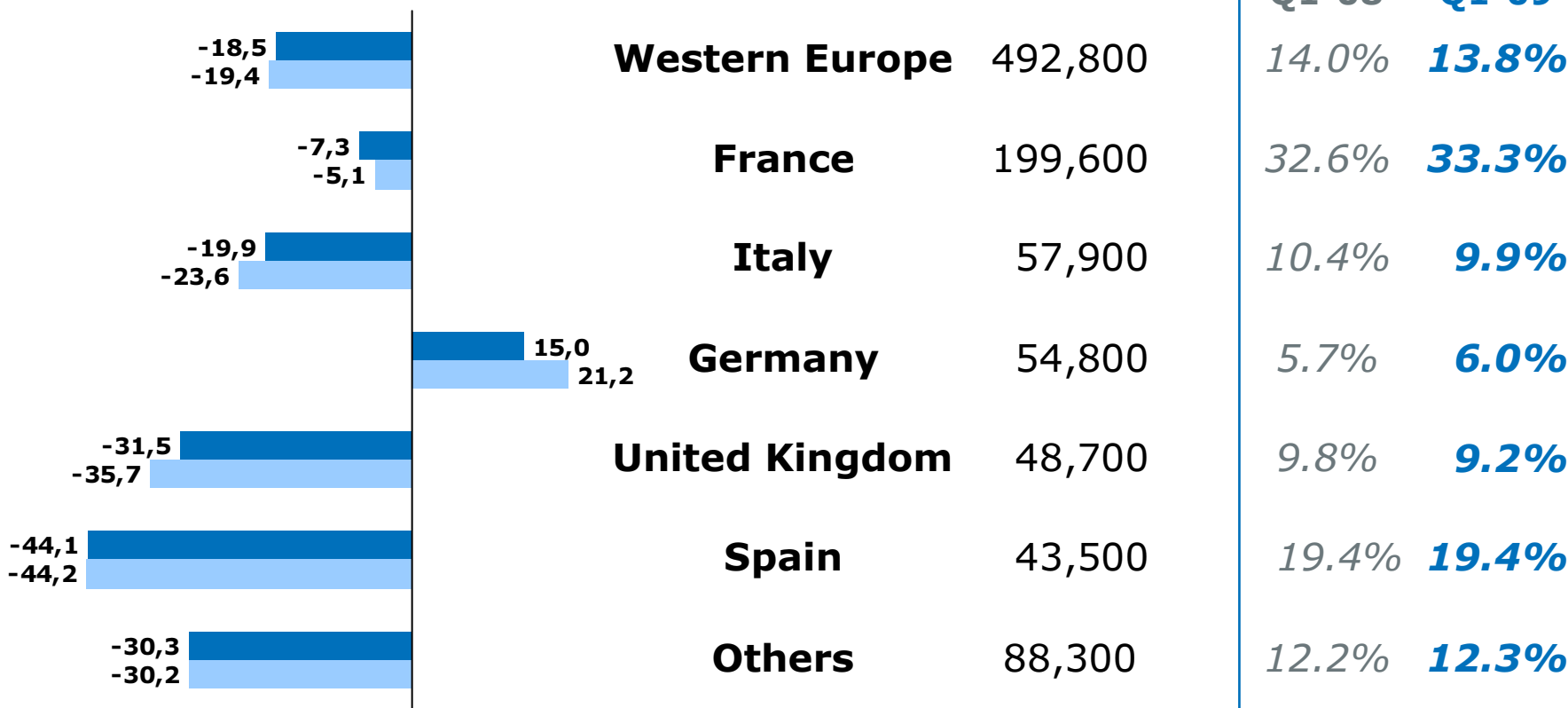
*cars and light commercial vehicles*

— Q1-09/Q1-08 change in %

**Registrations**

**Market Share**

**Q1-08    Q1-09**



# REGISTRATIONS IN PSA PRIORITY REGIONS

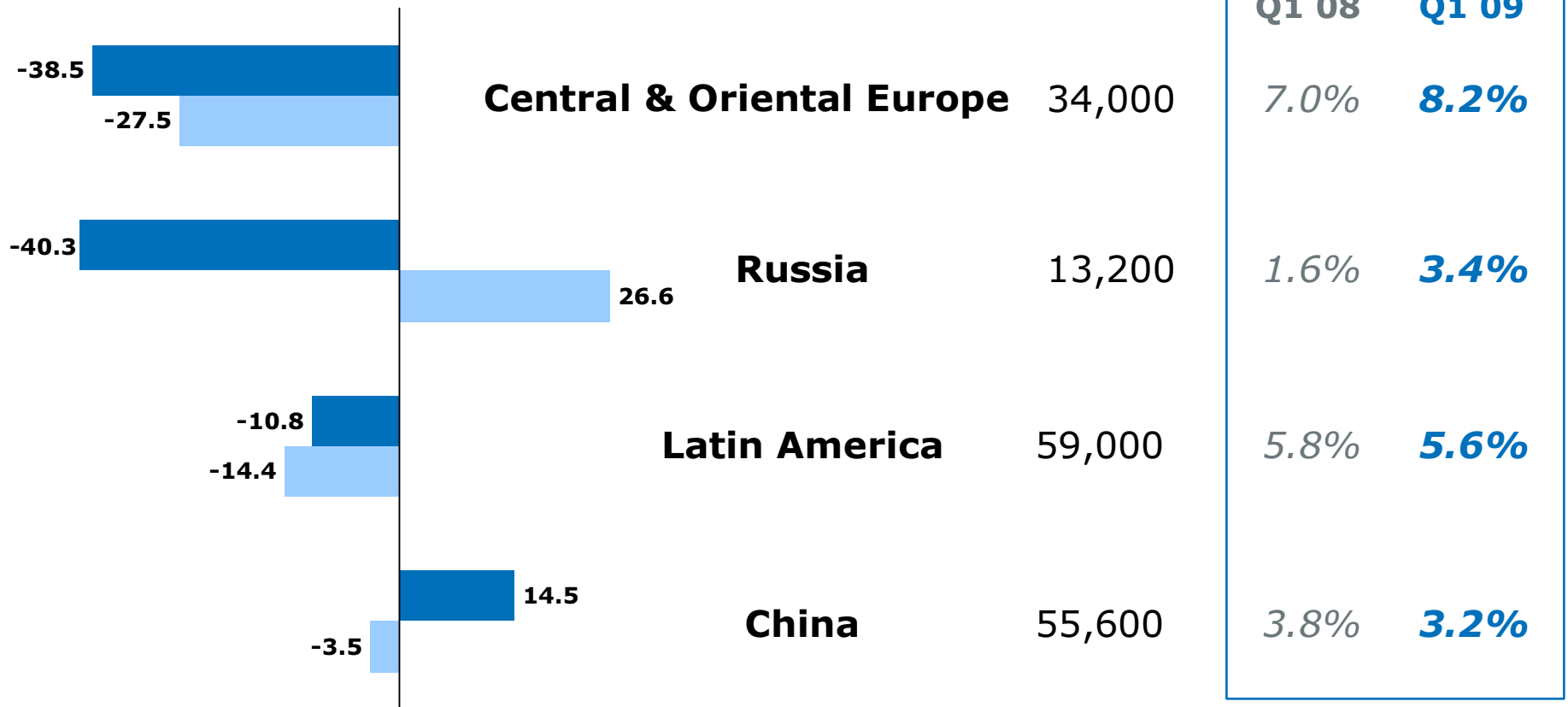
*cars and light commercial vehicles*

— Q1 09/Q1 08 change in %

— Registrations

**Market Share**

**Q1 08    Q1 09**





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