



BACK
IN THE **RACE**

Q3 2014 Revenues

October, 22nd



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This presentation may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding the Company’s results or any other performance indicator, but rather trends or targets, as the case may be. These statements are by their nature subject to risks and uncertainties as described in the registration document filed with the French *Autorité des Marchés Financiers* (AMF). These statements do not reflect future performance of the Company, which may materially differ.

The Company does not undertake to provide updates of these statements.

More comprehensive information about PSA PEUGEOT CITROËN may be obtained on group website (www.psa-peugeot-citroen.com), under Regulated Information.



BACK IN THE RACE



Back in the Race Q3 2014 Highlights

Jean-Baptiste de Chatillon
CFO and Member of the Managing Board



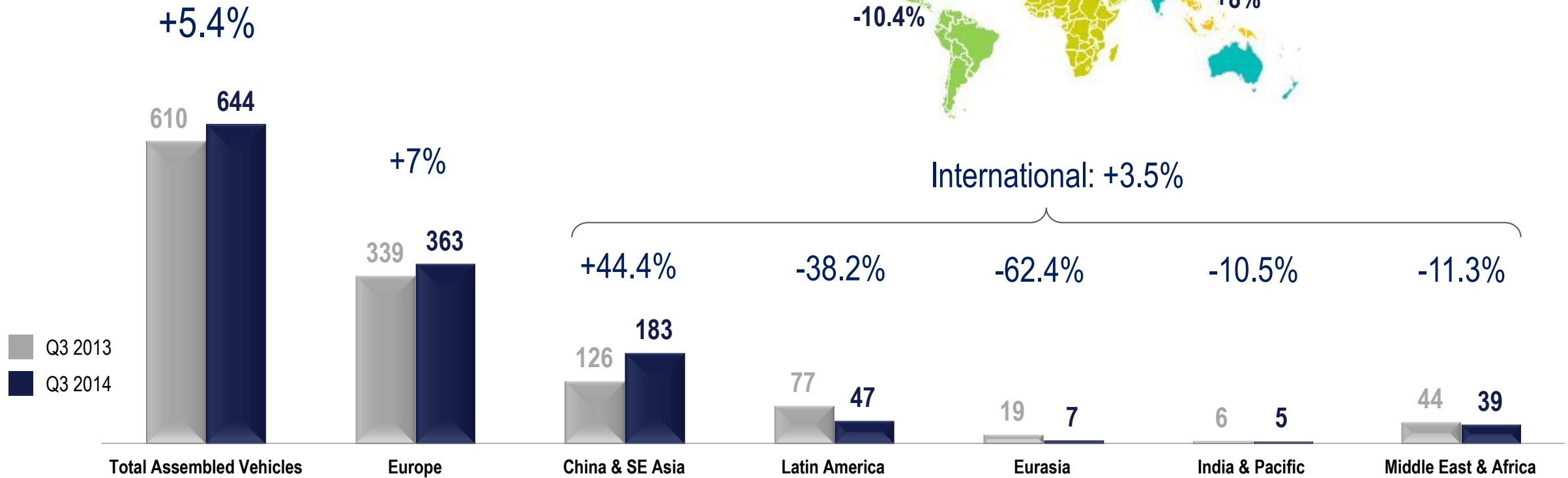
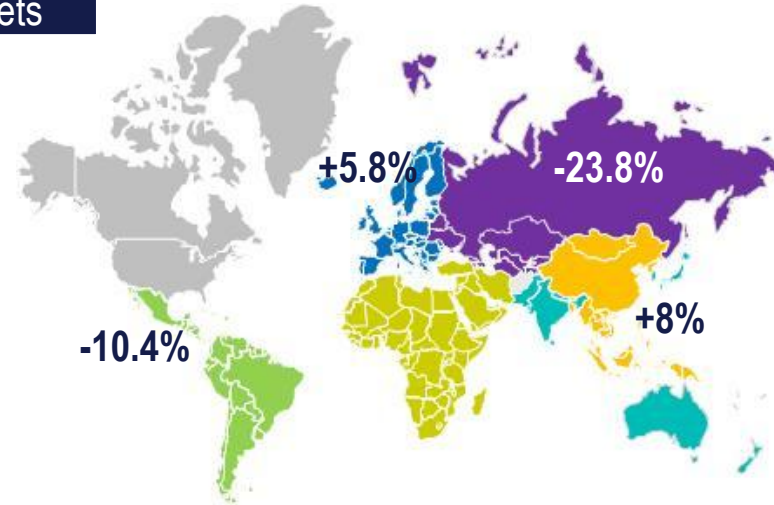
Highlights

- “Back in the Race” action plans well on track
- Growth in Europe and China and economic slowdown in other regions
- Success of recent launches and young range of products
- Volatility of exchange rates

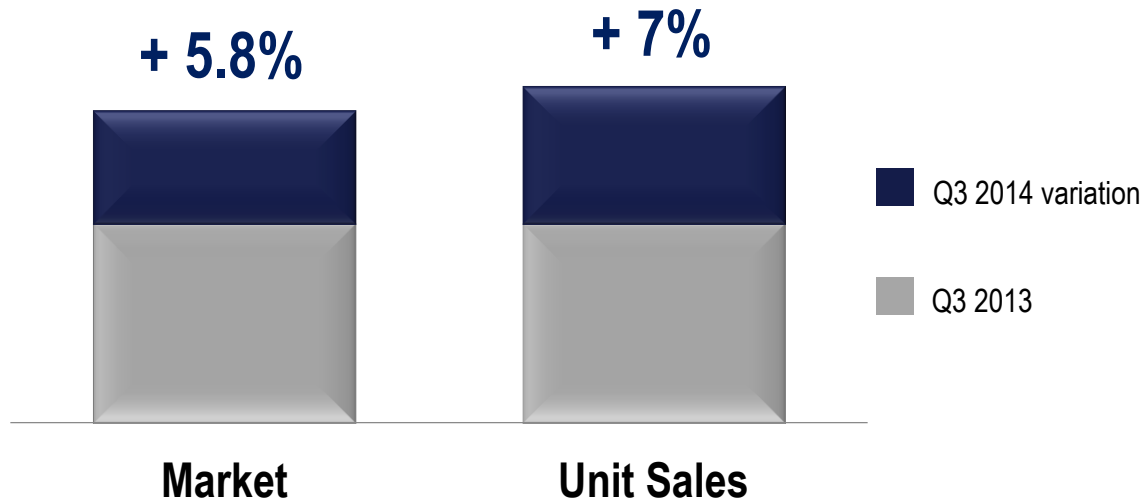
Automotive: worldwide unit sales* in Q3 2014

Markets

Worldwide unit sales*
In thousands of units



Europe: Unit sales up 7% on a market up 5.8%



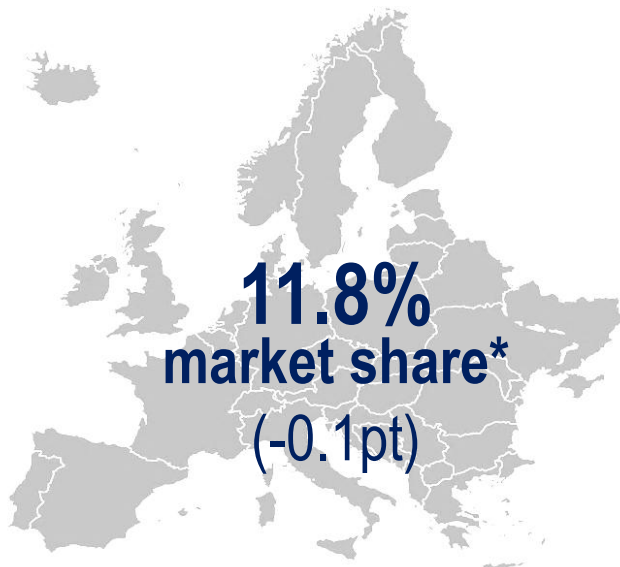
#1 of C segment in France



Launched end of June
22,000 units since launch

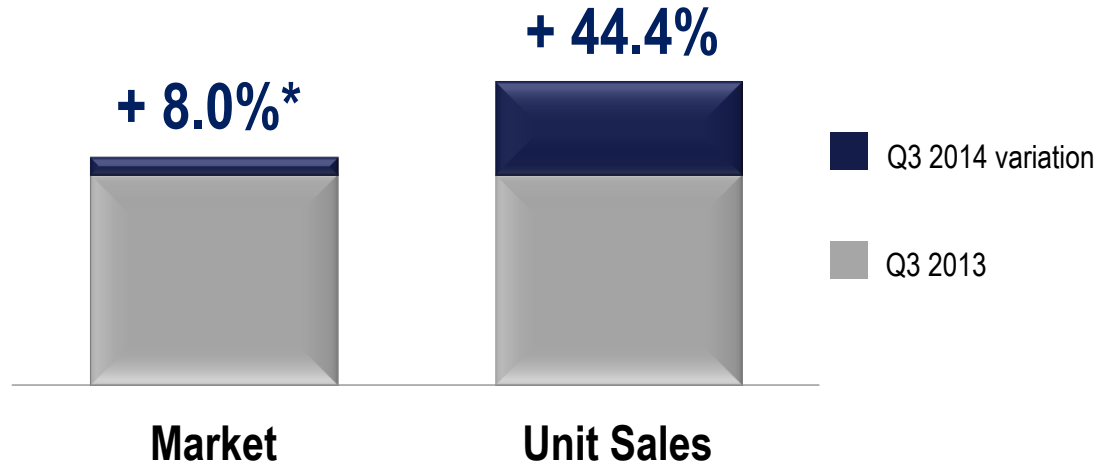


LCV: European Leader



China & SE Asia:

Unit sales strongly up 44.4 % on a market up 8%*



Peugeot 2008

> 27,000 units sold since Launch (April)



Citroën C-Elysée

Dongfeng Citroën best seller
> 71,000 units sold in 9 months



DS 6

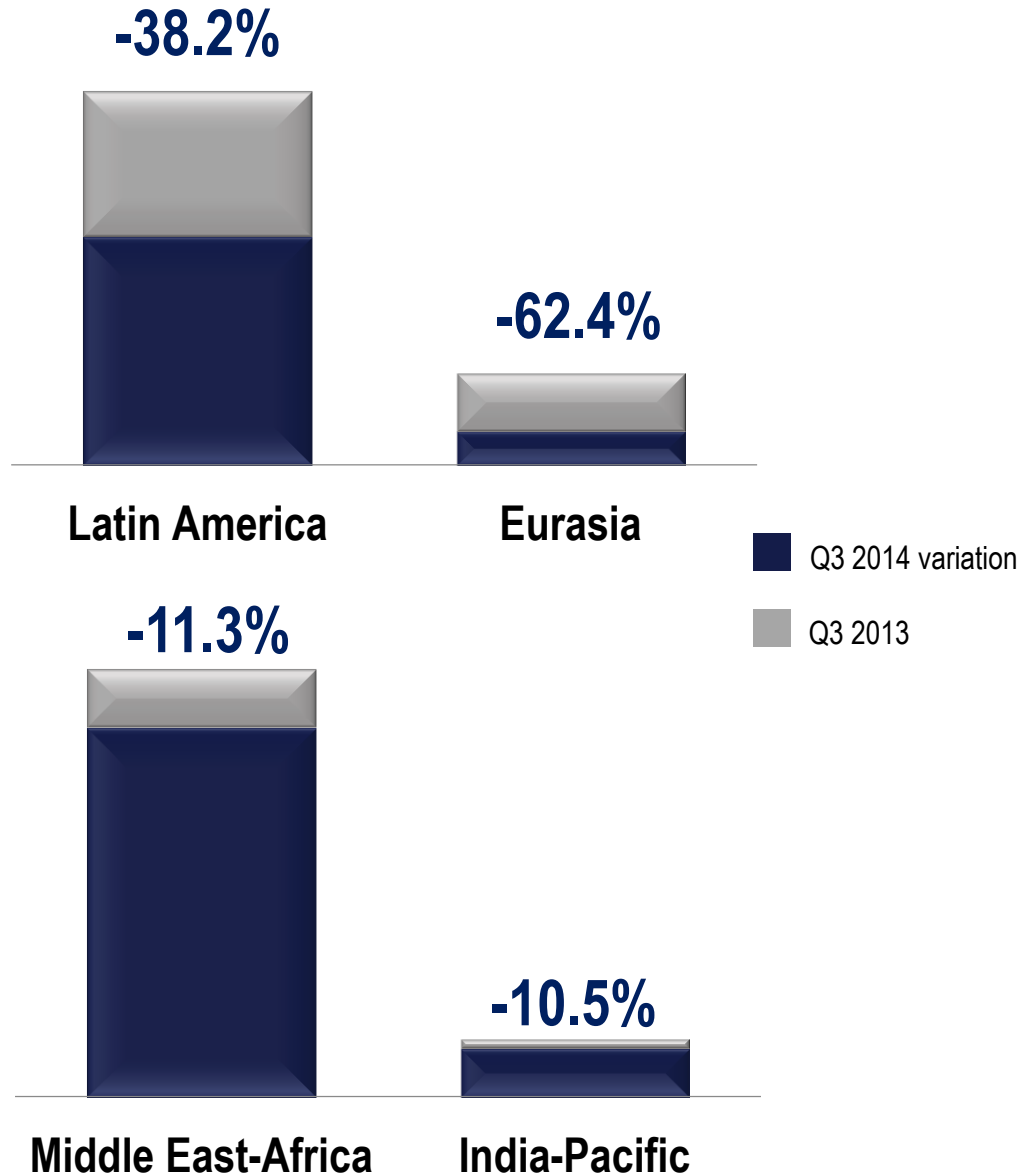
Launched in September



4.4%
market share**
in China
(+0.7 pt)

* Chinese Market
** YTD September 2014

Other regions: Unit sales down

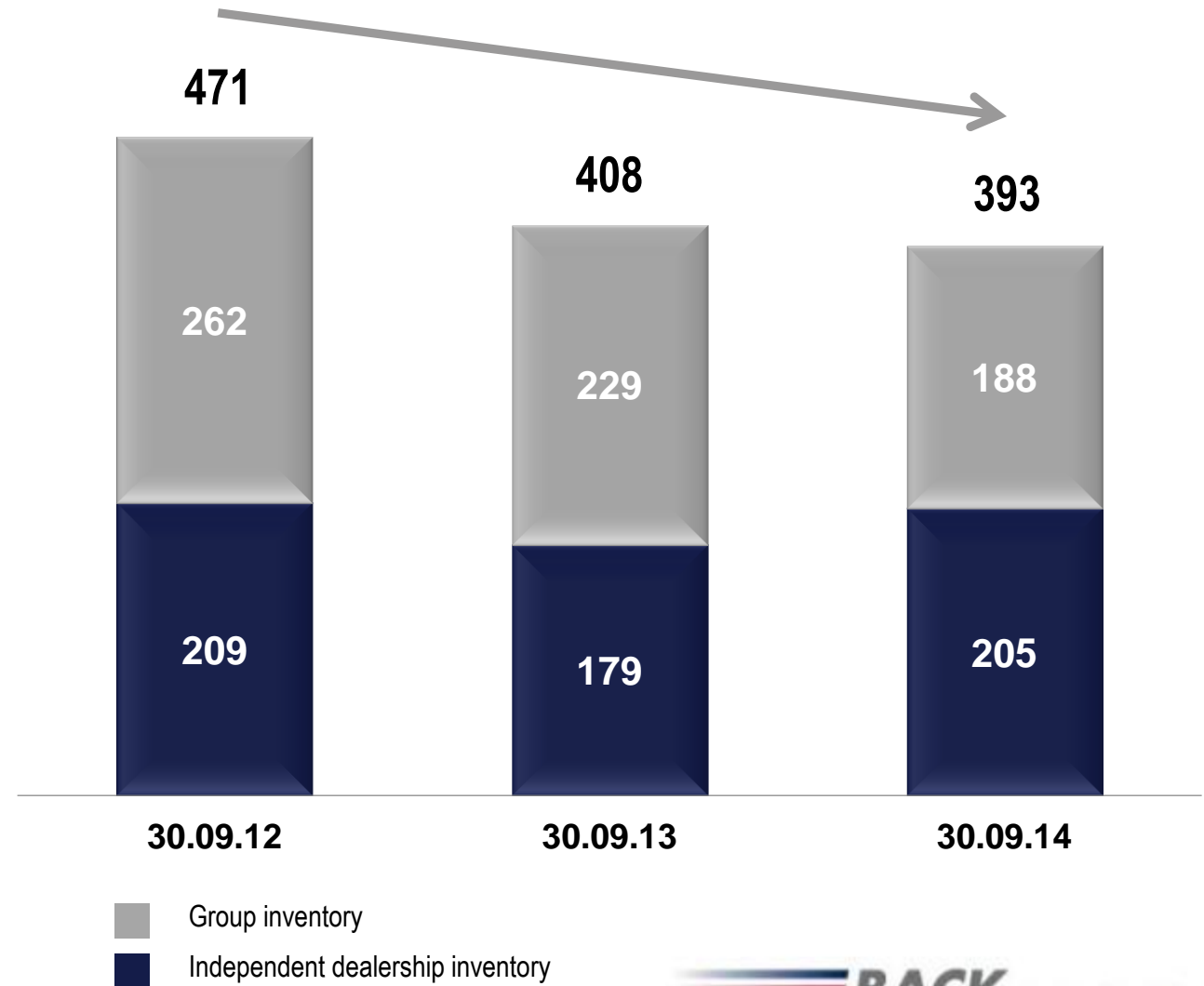


■ Breakeven target confirmed in 2017

■ Strong growth potential

Inventories down 15k vehicles vs Sept. 2013

In thousands of new vehicles*



Fixed costs and competitiveness

Utilization rate 83%*

+11 pts in 2014**

Improving product costs

>600€* 2012- 2014**

Wage cost

**<14.5% of revenues
in 2014**

- The New Social Contract supports our competitiveness
- -500€ reduction in total product costs 2015-2018 (including €6 regulation impact)***
- Acceleration of plans launched in H1 to reduce fixed costs in Latin America and Russia

* YTD 2014 period, in Europe

** Versus 2013 FY

*** Per vehicle

Attractive products and technologies



Attractive products and technologies

PSA PEUGEOT CITROËN



Leader in CO₂ emissions in Europe

PSA PEUGEOT CITROËN

**111.4g/km
CO₂ emission**

Hybridization

**Hybrid 4 Diesel
Stop & Start**



**NEW Range of €6
Engines**

EAT6



3 cyl. EB Pure Tech

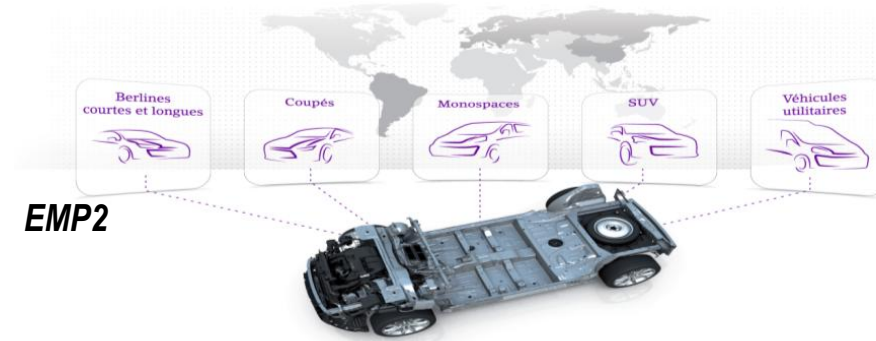


Euro 6 BlueHDi



**Modular platform
in Europe
and in China**

EMP2



BACK IN THE RACE



BACKRACE
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Q3 Financial revenues

Jean-Baptiste de Chatillon
CFO and Member of the Managing Board

Group Revenues

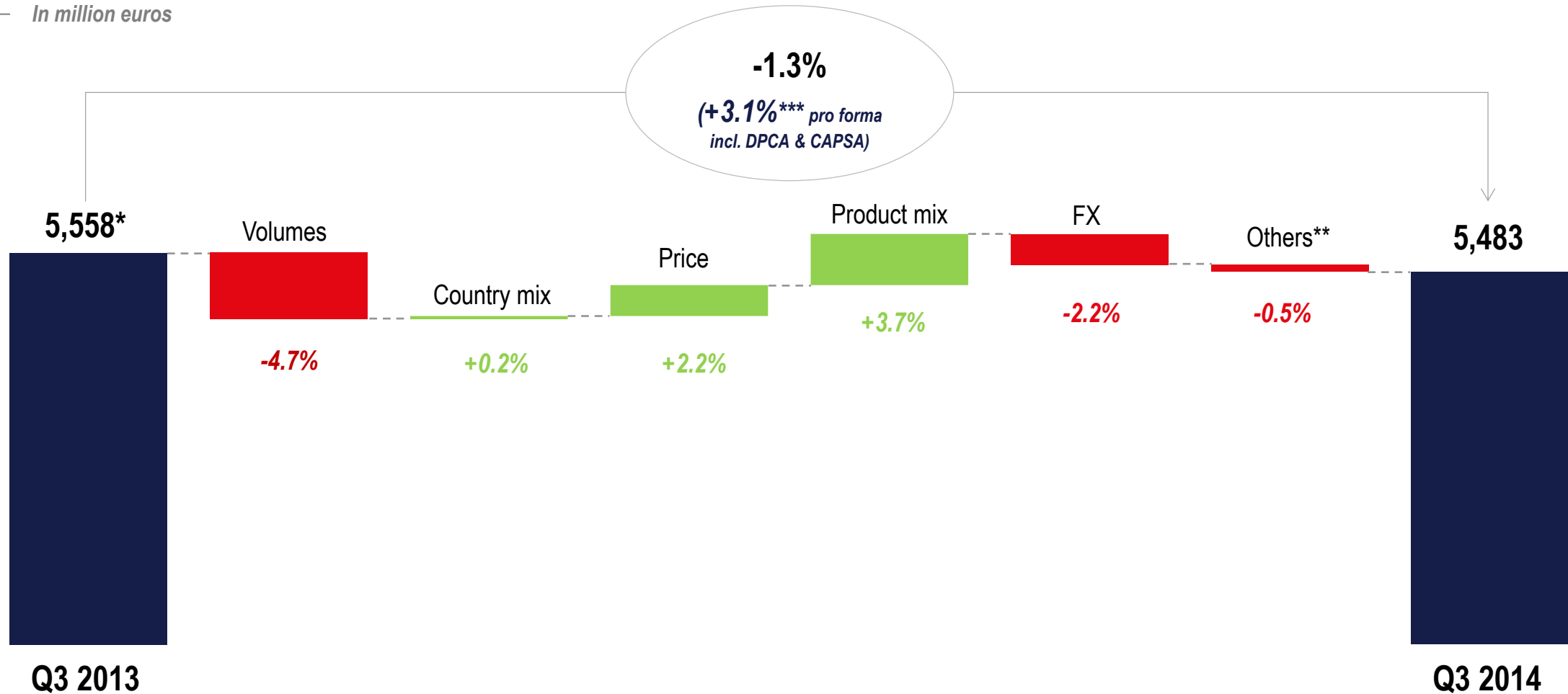
<i>In million euros</i>	Q3 2013*	Q3 2014	Change
Automotive	8,037	7,971	-0.8%
<i>o/w Automotive new car revenues</i>	5,558	5,483	-1.3%
<i>DPCA & CAPSA Revenues**</i>	811	1,123	+38.4%
<i>Pro forma Automotive Revenues incl. DPCA & CAPSA**</i>	8,849	9,094	+2.7%
Faurecia	4,117	4,386	+6.5%
Banque PSA Finance	447	438	-2.0%
Other businesses and eliminations	(493)	(499)	-1.2%
PSA Peugeot Citroën	12,108	12,296	+1.6%

* Restated according to IFRS 10, IFRS 11

** 50% of DPCA & CAPSA revenues

Automotive: new car revenue analysis

In million euros



* IFRS11: 2013 restated on Group revenues and on Automotive division revenues in Appendix

** CKD, accounting treatment of buy back commitment, short term rental

*** Contribution of 50% of DPCA and CAPSA new car revenues – see Appendix



<i>In million euros</i>	Q3 2013	Q3 2014	Change
Revenues	447	438	-2.0%
Total outstanding loans	21.4bn	21.2bn	-0.2bn
Number of new contracts (lease and financing)	174,000	167,058	-6,942

<i>In million euros</i>	Q3 2013	Q3 2014	Change
Automotive Seating	1,095	1,164	+6.3%
Interior Systems	856	949	+10.9%
Emissions Control Technologies Systems	806	824	+2.2%
Automotive Exteriors	373	399	+7.0%
Total product revenues	3,130	3,336	+6.6%
Monolith revenues	674	752	+11.6%
Development, Tooling & Prototype revenues	313	298	-4.8%
Total revenues	4,117	4,386	+6.5%



2014 market assumptions*: Europe: +4% to 5%, China: +10%, Latin America: -10%, Russia: -15%

Positive Group operational free cash flow** by 2016 at the latest

€2bn cumulated Group operational free cash flow over 2016-2018

Reach 2% operating margin*** in 2018 for the automotive business, targeting 5% within the timing of the next mid-term plan 2019-2023

* Vs 2014 market assumptions at 3% in Europe, -7% in Latin America and -10% in Russia estimated according to H1 2014

** Free cash flow without restructuring and exceptional

*** ROI relating to revenues

PSA PEUGEOT CITROËN



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Q&A



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Appendices

Worldwide unit sales

units*		Q3 2013	Q3 2014	Change
Europe**	Peugeot	178,857	197,858	+10.6%
	Citroën	137,904	145,846	+5.8%
	DS	22,221	18,903	-14.9%
	Total PSA	338,982	362,607	+7.0%
China & South East Asia	Peugeot	63,986	99,200	+55.0%
	Citroën	61,679	78,415	+27.1%
	DS	0,747	4,945	++
	Total PSA	126,412	182,560	+44.4%
Latin America	Peugeot	48,457	28,899	-40.4%
	Citroën	27,494	18,349	-33.3%
	DS	0,653	0,117	-82.1%
	Total PSA	76,604	47,365	-38.2%
Eurasia	Peugeot	10,290	3,704	-64.0%
	Citroën	8,128	3,244	-60.1%
	DS	0,436	0,138	-68.3%
	Total PSA	18,854	7,086	-62.4%
India-Pacific	Peugeot	4,119	3,905	-5.2%
	Citroën	0,776	0,802	+3.4%
	DS	0,675	0,278	-58.8%
	Total PSA	5,570	4,985	-10.5%
Middle East - Africa	Peugeot	29,037	25,357	-12.7%
	Citroën	14,375	13,132	-8.6%
	DS	0,544	0,506	-7.0%
	Total PSA	43,956	38,995	-11.3%
Total Assembled vehicles	Peugeot	334,746	358,923	+7.2%
	Citroën	250,356	259,788	+3.8%
	DS	25,276	24,887	-1.5%
	Total PSA	610,378	643,598	+5.4%

* Assembled vehicles, CKD units

** Europe = EU + EFTA + Albania + Bosnia + Croatia + Kosovo + Macedonia + Montenegro + Serbia

Reconciliation table – Revenues

Impacts of IFRS 10 & 11

<i>In million euros</i>	Q3 2013	IFRS10&11 impact	Q3 2013 Incl. IFRS10&11
Group revenues	12,107	1	12,108
Automotive revenues	8,030	7	8,037
New vehicles revenues	5,518	40	5,558

Automotive – new car revenues

<i>In million euros</i>	Q3 2013	Q3 2014	Change
Automotive*	8,037	7,971	-0.8%
<i>o/w Automotive New car revenues*</i>	5,558	5,483	-1.3%
DPCA & CAPSA Automotive revenues**	811	1,123	+38.4%
<i>o/w DPCA & CAPSA Automotive New car revenues**</i>	703	975	+38.6%
Proforma Automotive new car revenues incl. DPCA & CAPSA**	6,261	6,458	+3.1%