

# 2020 Q3 REVENUE

28 October 2020

Philippe de Rovira  
Chief Financial Officer



New Opel Mokka-e



This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, PEUGEOT SA (“Company”) shares.

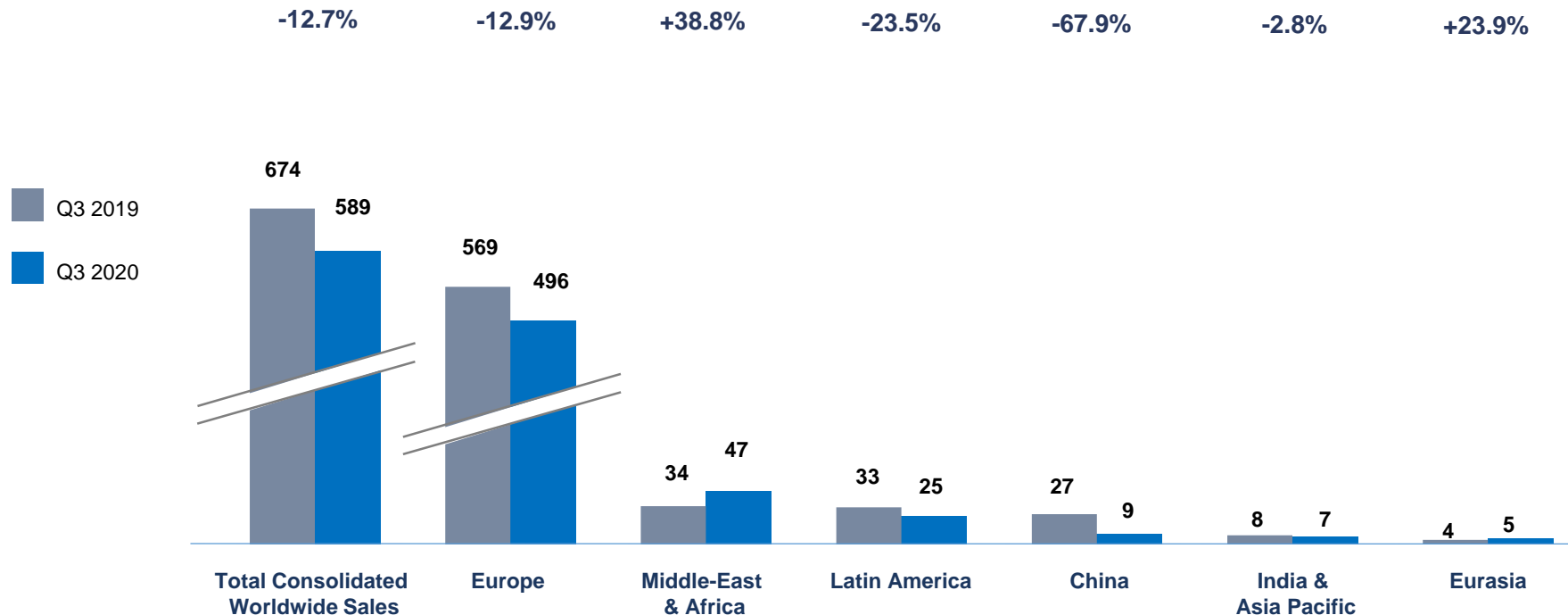
This presentation may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding the Company’s results or any other performance indicator, but rather trends or targets, as the case may be. These statements are by their nature subject to risks and uncertainties 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 Groupe PSA may be obtained on the Group website ([www.groupe-psa.com](http://www.groupe-psa.com)), under Regulated Information.

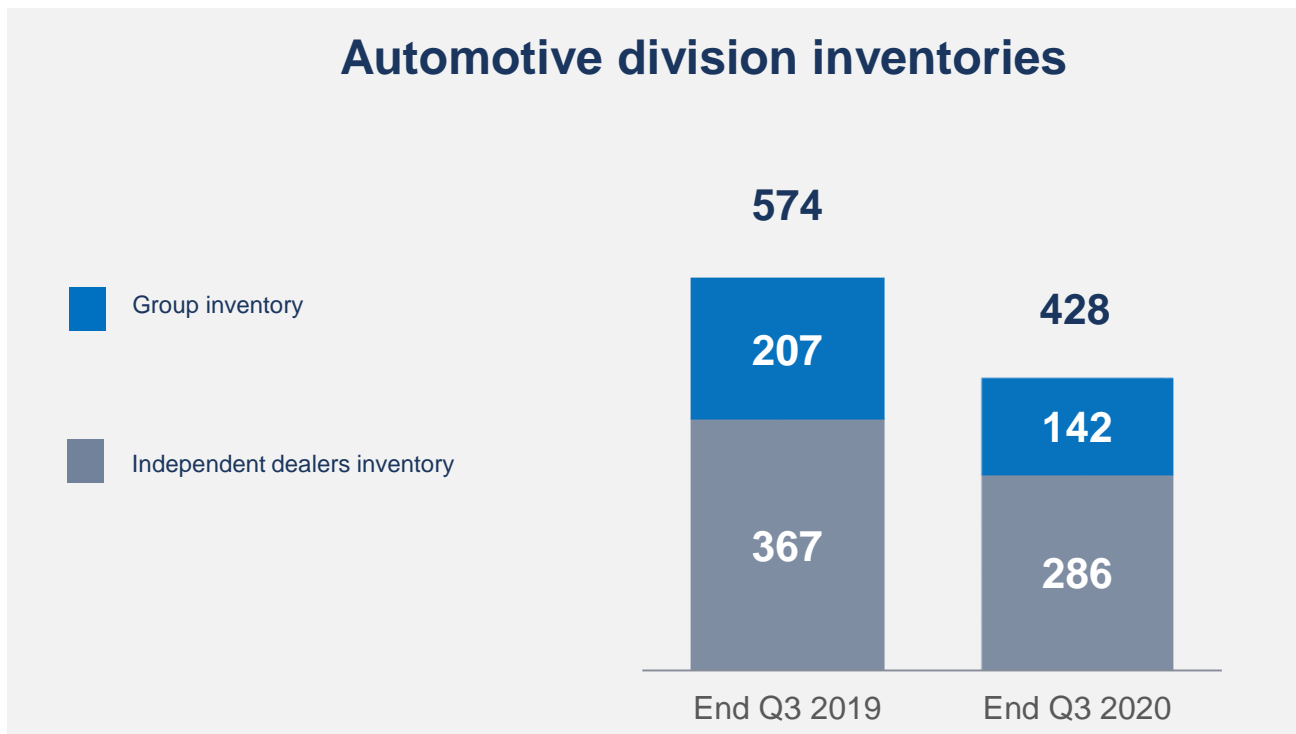
# Q3 CONSOLIDATED SALES AT 589,000 UNITS

*In thousands units\**



\* Assembled Vehicles and CKDs

In thousands of new vehicles(\*)

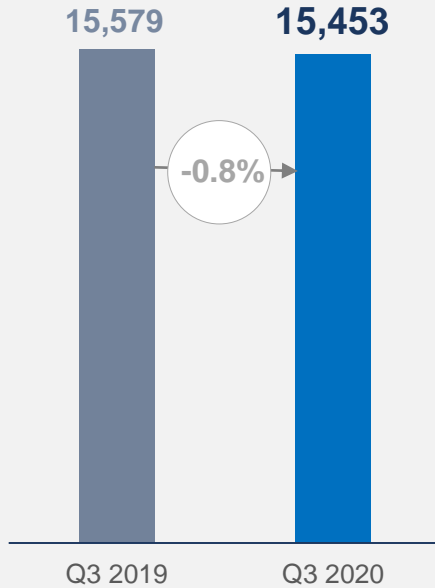


(\*) World figures excluding JV China

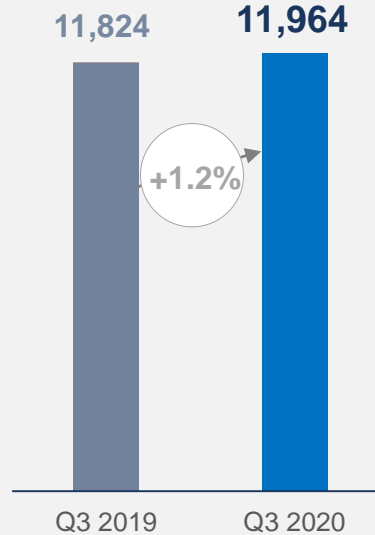
# AUTOMOTIVE: BACK TO GROWTH

*In million Euros*

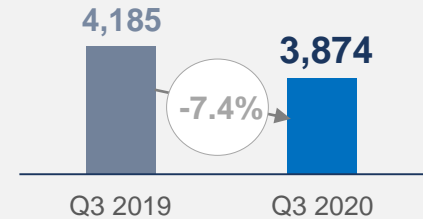
## Group



## Automotive division



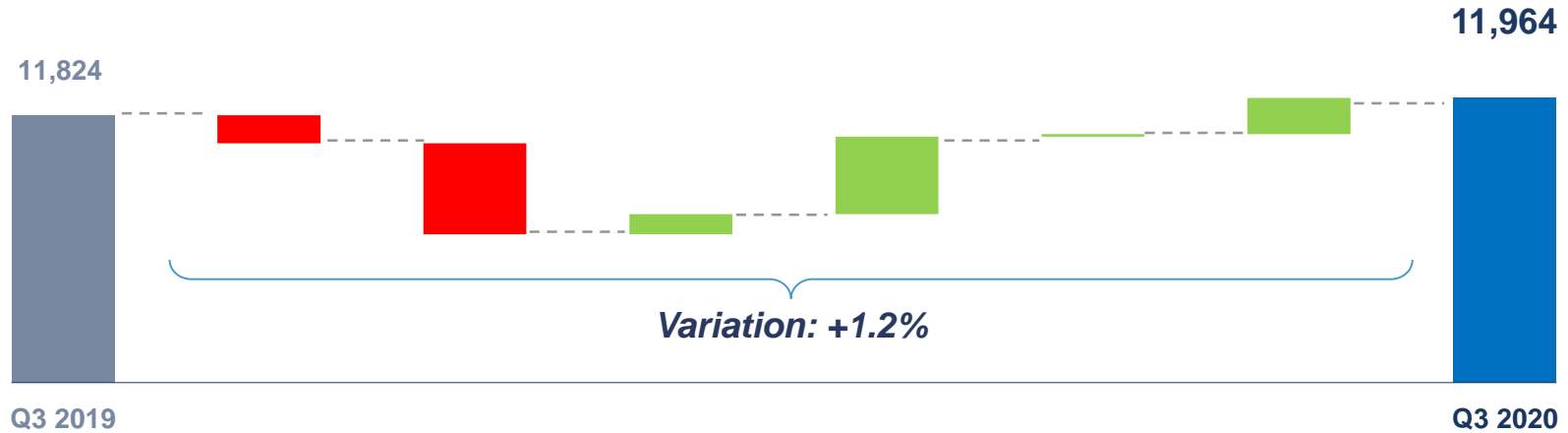
## Faurecia



# RECURRING STRONG PRODUCT MIX

In million Euros

FX	Volume & Country Mix	Price	Product Mix	Sales to Partners	Others
-2.1 %	-6.8 %	+1.5 %	+5.8 %	+0.1%	+2.7 %



## 2020 Market Outlook<sup>(1)</sup>

EUROPE

**-25%**

CHINA

**-10%**

LATIN AMERICA

**-30%**

RUSSIA

**-20%**

## Operational Outlook

Deliver **over 4.5% Automotive Adjusted Operating Margin** <sup>(2)</sup> on average in 2019-2021

- (1) Market forecasts based on internal sources (PC+LCV) ; for China, passenger cars only and excluding imports ; Latin America = Argentina + Brazil + Chile + Mexico
- (2) Automotive division Adjusted Operating Income related to Revenue

# ***APPENDICES***





# Q3 CONSOLIDATED WORLDWIDE SALES

Units*		Q3 2019	Q3 2020	Change
Europe**	Peugeot	214,891	216,062	0.5%
	Citroën	158,344	137,110	-13.4%
	DS	10,068	7,015	-30.3%
	Opel Vauxhall	185,566	135,394	-27.0%
	<b>Total PSA</b>	<b>568,869</b>	<b>495,581</b>	<b>-12.9%</b>
Middle East & Africa	Peugeot	15,602	19,236	23.3%
	Citroën	9,615	12,478	29.8%
	DS	428	485	13.3%
	Opel Vauxhall	8,081	14,625	81.0%
	<b>Total PSA</b>	<b>33,726</b>	<b>46,824</b>	<b>38.8%</b>
Latin America	Peugeot	20,007	17,069	-14.7%
	Citroën	12,464	7,823	-37.2%
	DS	226	91	-59.7%
	Opel Vauxhall	355	316	-11.0%
	<b>Total PSA</b>	<b>33,052</b>	<b>25,299</b>	<b>-23.5%</b>
China	Peugeot	14,214	5,406	-62.0%
	Citroën	12,944	3,311	-74.4%
	DS	311	110	-64.6%
	<b>Total PSA</b>	<b>27,469</b>	<b>8,827</b>	<b>-67.9%</b>
	India & Asia Pacific	Peugeot	5,263	4,884
Citroën		1,820	1,779	-2.3%
DS		443	432	-2.5%
Opel Vauxhall		11	230	1990.9%
<b>Total PSA</b>		<b>7,537</b>	<b>7,325</b>	<b>-2.8%</b>
Eurasia	Peugeot	2,036	2,275	11.7%
	Citroën	1,586	2,023	27.6%
	DS	11	54	390.9%
	Opel Vauxhall	177	368	107.9%
	<b>Total PSA</b>	<b>3,810</b>	<b>4,720</b>	<b>23.9%</b>

## Total consolidated worldwide sales (AV+CKD)

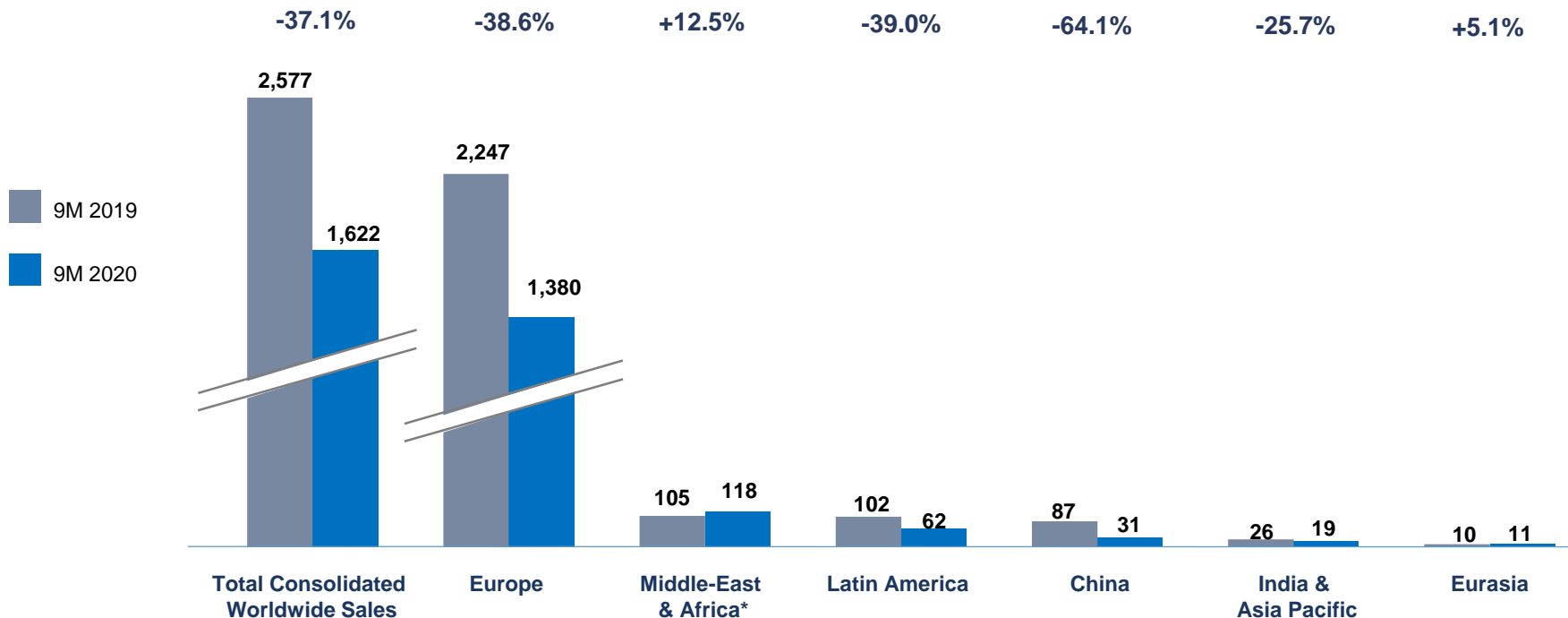
	Q3 2019	Q3 2020	Change
Peugeot	272,013	264,932	-2.6%
Citroën	196,773	164,524	-16.4%
DS	11,487	8,187	-28.7%
Opel Vauxhall	194,190	150,933	-22.3%
<b>Total PSA</b>	<b>674,463</b>	<b>588,576</b>	<b>-12.7%</b>

\* Assembled Vehicles and CKDs.

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

# GROUPE PSA SALES AT 1.6 M UNITS YTD 2020

In thousands units\*



\* Assembled Vehicles and CKDs

# 9M CONSOLIDATED WORLDWIDE SALES

Units*		9M 2019	9M 2020	Change
Europe**	Peugeot	854,276	583,655	-31.7%
	Citroën	614,199	389,802	-36.5%
	DS	38,869	24,403	-37.2%
	Opel Vauxhall	739,651	382,245	-48.3%
	<b>Total PSA</b>	<b>2,246,995</b>	<b>1,380,105</b>	<b>-38.6%</b>
Middle East & Africa	Peugeot	55,532	51,284	-7.6%
	Citroën	27,536	32,754	18.9%
	DS	1,197	1,065	-11.0%
	Opel Vauxhall	20,744	33,006	+59.1%
	<b>Total PSA</b>	<b>105,009</b>	<b>118,109</b>	<b>+12.5%</b>
Latin America	Peugeot	61,525	40,231	-34.6%
	Citroën	39,434	21,236	-46.1%
	DS	569	317	-44.3%
	Opel Vauxhall	860	669	-22.2%
	<b>Total PSA</b>	<b>102,388</b>	<b>62,453</b>	<b>-39.0%</b>
China	Peugeot	43,271	15,868	-63.3%
	Citroën	41,701	15,148	-63.7%
	DS	2,031	223	-89.0%
	<b>Total PSA</b>	<b>87,003</b>	<b>31,239</b>	<b>-64.1%</b>
	India & Asia Pacific	Peugeot	18,737	13,624
Citroën		5,829	4,365	-25.1%
DS		1,018	904	-11.2%
Opel Vauxhall		232	296	27.6%
<b>Total PSA</b>		<b>25,816</b>	<b>19,189</b>	<b>-25.7%</b>
Eurasia	Peugeot	5,734	5,491	-4.2%
	Citroën	4,108	4,320	+5.2%
	DS	20	88	+340.0%
	Opel Vauxhall	352	835	137.2%
	<b>Total PSA</b>	<b>10,214</b>	<b>10,734</b>	<b>+5.1%</b>

## Total consolidated worldwide sales (AV+CKD)

	9M 2019	9M 2020	Change
Peugeot	1,039,075	710,153	-31.7%
Citroën	732,807	467,625	-36.2%
DS	43,704	27,000	-38.2%
Opel Vauxhall	761,839	417,051	-45.3%
<b>Total PSA</b>	<b>2,577,425</b>	<b>1,621,829</b>	<b>-37.1%</b>

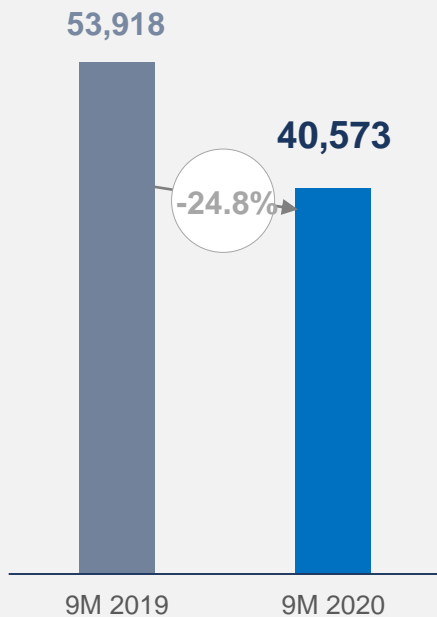
\* Assembled Vehicles and CKDs.

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

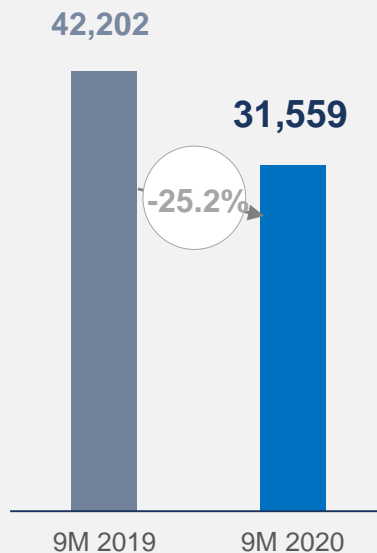
# -24.8% : 9M 2020 GROUP REVENUE

*In million Euros*

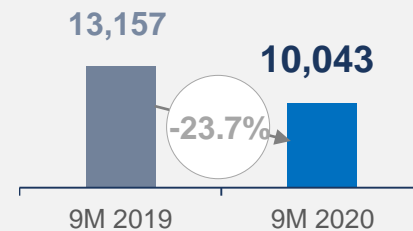
## Group



## Automotive division



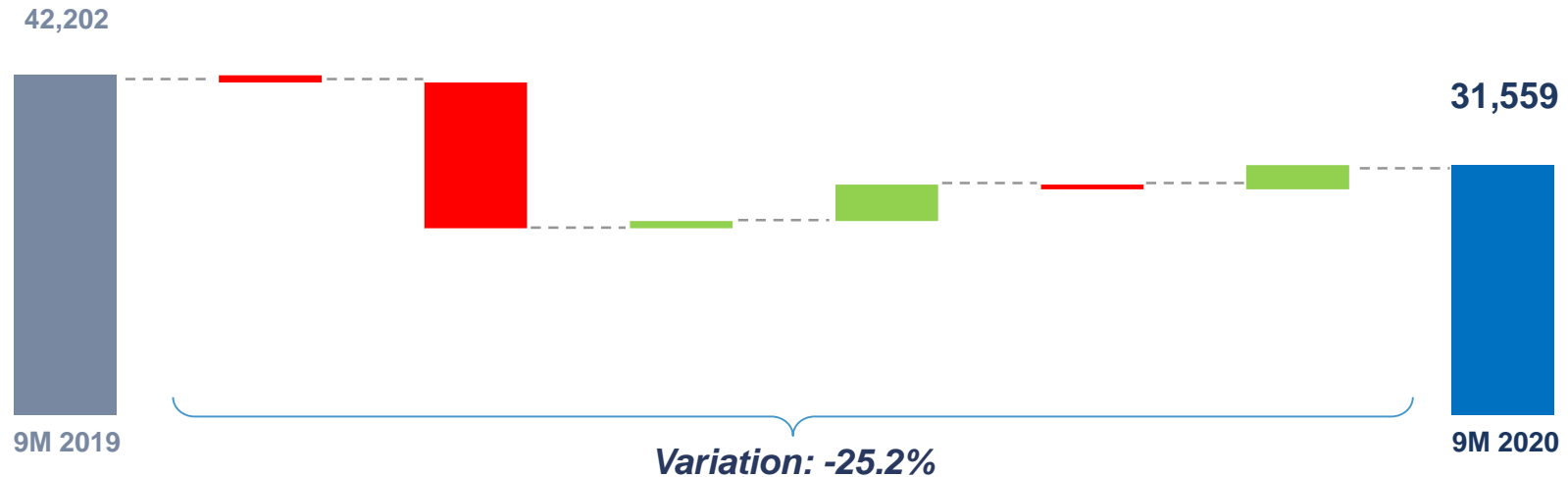
## Faurecia



# SHARP VOLUME DROP DUE TO COVID-19

*In million Euros*

FX	Volume & Country Mix	Price	Product Mix	Sales to Partners	Others
-1.0 %	-31.1 %	+0.7 %	+4.1 %	-0.3 %	+2.4 %



# GROUP REVENUE BY DIVISION

<i>In million euros</i>	Q3 2019	Q3 2020	Change
Automotive division	11,824	11,964	140
Faurecia	4,185	3,874	(311)
Other businesses and eliminations	(430)	(385)	45
<b>Group Revenue</b>	<b>15,579</b>	<b>15,453</b>	<b>(126)</b>

<i>In million euros</i>	9M 2019	9M 2020	Change
Automotive division	42,202	31,559	(10,643)
Faurecia	13,157	10,043	(3,114)
Other businesses and eliminations	(1,441)	(1,029)	412
<b>Group Revenue</b>	<b>53,918</b>	<b>40,573</b>	<b>(13,345)</b>