Press release

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Peugeot Citroën Retail: More than 500,000 vehicles sold in 2015

Peugeot Citroën Retail, the PSA Peugeot Citroën unit that manages the proprietary dealership network, sold more than 500,000 new and used vehicles in 2015.

More than 301,500 new vehicles sold in 2015

Peugeot Citroën Retail sold more than 301,500 new vehicles in 2015, up 1.8% from 296,200 units in 2014, thereby contributing to the aggregate sales performance of the Group's three brands in Europe. By brand, unit sales amounted to 153,790 for Peugeot, 135,555 for Citroën and 12,155 for DS. France accounted for 51% of the total and the rest of Europe 49%.

211,000 used vehicles sold and a sustained growth plan

Peugeot Citroën Retail recorded used vehicle sales of 211,000 units in 2015, up 1% on the previous year. This trend is expected to grow in 2016 thanks to a strategic focus on used vehicles, which play a key role in the automotive market, notably through their contribution to retailers' unit sales.

Peugeot Citroën Retail intends to assertively develop and structure its digital offering in the used vehicle market to achieve leadership in volumes and profitability over the 2016-2020 period.

A stronger network and an expansion policy based on profitability

In 2015, Peugeot Citroën Retail pursued the plan launched two years earlier to optimise the network's sales and cost performance. At 1 January 2016, the Peugeot Citroën Retail network comprised 300 dealerships in 13 countries, including Austria, Belgium, Croatia, France, Germany, Hungary, Italy, the Netherlands, Poland, Portugal, Spain, Switzerland and the UK.

With these results, Peugeot Citroën Retail strengthened its position as Europe's second-ranked automotive retailer in 2015 and demonstrated that it is more than ever a major player in the region.

Jean-Philippe Imparato, Vice-President of Peugeot Citroën Retail, said: "Our 2015 results and our significant optimisation drive over the last two years lay the groundwork for Peugeot Citroën Retail's future growth, supported by very disciplined management."

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PEUGEOT CITROËN RETAIL (PCR), PSA Peugeot Citroën's automotive retailing arm, ranks second in Europe and employs 10,900 people. In 2015, PCR sold more than 500,000 new and used vehicles in 13 countries and 300 dealerships, generating revenue of more than €7 billion; completed more than 5.1 million Aftersales hours; and sold €1.3 billion-worth of spare parts.