200 years of motion and emotion from Peugeot, along with more than 90 years of creative technology from Citroën, have today been brought together in a single team dedicated to fleet customers: Peugeot Citroën Corporate Solutions.

By combining the expertise of our two brands, we are able to become the new industry benchmark for the corporate customer. We know that customers’ needs are changing, whether in terms of deploying a worldwide fleet or in the mobility solutions that go beyond the vehicle itself. To meet those needs, we invite you to discover our B2B philosophy, and its three main ambitions:

• to offer a range of vehicles that are competitive in TCO, quality and environmental performance. Our commitment to sustainability is reflected in the success of our hybrid diesel technology, Hybrid4. A world first, it has won Germany’s ‘Golden Steering Wheel’ award as the most eco-friendly on the market. In fact, PSA PEUGEOT CITROËN is the European leader for low CO₂ emissions, with an average of 124.5 g/km in 2012.

• to create mobility solutions that are practical and tailored to your needs. Examples include our range of customer services or particular vehicle features, such as the touch-sensitive interface of the new Peugeot 208.

• to support you around the world, thanks to our teams of dedicated International Key Account Managers and National Key Account Managers.

PSA PEUGEOT CITROËN Corporate Solutions has a broad range of products and services – all of these are focused on meeting your needs. Together, we can make those solutions work for you.

Olivier Bodet, B2B Director, PSA PEUGEOT CITROËN
PEUGEOT CITROËN Corporate Solutions:
a new name and a new organization
specially created to meet the evolving
needs of fleet customers.

In a complex, global business environment, today’s fleet customers are looking for solutions that offer simplicity, effectiveness, and, above all, real commercial value.

Having a single point of contact within our team of International Key Account Managers makes communication straightforward and efficient right from the start. Our IKaM are responsible for global support and we provide an International Framework Agreement for customers. Also, a back office team looks after the coordination with PEUGEOT CITROËN subsidiaries and importers.

The customer relationship is not limited to the head office level. The relationship extends to a global network of 150 National Key Account Managers. These arrange regular meetings with customers’ fleet managers at national level, to deliver on the global agreement and to build a solid, day-to-day working relationship.

Our organisation is a team of experts, ready to meet your needs at local level, selected Dealers provide Business Center facilities, with staff fully trained in B2B markets and are able to provide technical advice, road tests and more flexible servicing arrangements. Clearly, the team focuses on developing partnerships with shared, measurable commercial objectives and balanced solutions. The international agreement will set out the discounts provided in each country and some possible specific incentives.

In addition to offering highly competitive conditions for our fleet customers, another key advantage of an international contract is for clients to be able to manage B2B finances internationally, and optimise whole life operating costs, across various markets. To complement this offer, PEUGEOT CITROËN Corporate Solutions also provides a range of products and services that enable fleet customers to maximise their investment and reduce the number of providers. In particular, our expertise and enable customers to optimise their Total Cost of Ownership, reduce CO2 emissions through more fuel-efficient vehicles, improve mobility and operate with an improved sense of Corporate Social Responsibility (CSR).
Building partnerships with Major Operational Leasing Companies

Our International Key Account Managers are experienced in meeting various Customer needs, however a team of Operational Leasing specialists is also dedicated to managing global relationships with International leasing partners.

By signing International Agreements with the major operational leasing providers, PEUGEOT CITROËN Corporate Solutions aims to build a long term partnership with Key Influencers who finance and manage the majority B2B fleets around the world.

This partnership enables our team to keep leasing companies up to date regarding products and aftersales services. Conscious of the need to control the Total Cost of Ownership of its vehicles, PSA PEUGEOT CITROËN deploys a dedicated TCO and Residual Value team at the start of each new project in order to analyse and optimise all the relevant aspects. The Group also involves the Operational Leasing and Automotive Intelligence companies in specific workshops introducing new vehicles – 12 to 18 months prior the launch – in order to identify key criteria that could affect TCO (perceived quality, level of equipment, engine types, CO2 emissions etc.).

The International Key Account Managers dedicated to the leasing also work closely with the IKaM team to ensure connections between both PSA PEUGEOT CITROËN and the Leaser’s Sales IKaMs on common corporate customers, either on Request For Proposal or on the implementation process.

PEUGEOT CITROËN Corporate Solutions offers a harmonised organisation throughout the world, by deploying National Key Account Managers dedicated to the relationship with Local and International Leasing Companies. They arrange regular meetings and events with the Leaser’s local General Managers, Residual Value Managers and sales team members.

Underpinning the PEUGEOT CITROËN Corporate Solutions offers is the strength of the Group at an international level and its increasing penetration of premium car markets, thanks to a strategy of moving upmarket. The variety of associated products and services available has also been expanded.
At the heart of the PEUGEOT CITROËN Corporate Solutions offer are the strengths and values of the PSA PEUGEOT CITROËN Group. Its durability and reputation for quality have helped it become Europe’s second largest carmaker, with revenues of €59.9 billion in 2011 and sales of more than 3.5 million vehicles. Though steeped in history, today’s focus is clearly on the future and a strategic plan – “Vision 2020”. That vision is to become one of the world’s leading volume carmakers by 2020. The Group has outlined four ambitions: to move our model ranges upmarket, to be a global group, to set the industry benchmark in operating efficiency and to ensure responsible development. PSA/PEUGEOT CITROËN is already turning those ambitions into realities.

Where tradition meets the latest technology

e-HDi is the new generation Stop & Start system developed for our core diesel engine line-up. Not only can it reduce emissions in city driving up to 15%, but it also offers smoother handling compared with the previous version. e-HDi is available across the model line-up.
Innovation is a key driver for growth and the launch of advanced hybrid diesel technologies such as e-HDi and Hybrid4, which delivers low fuel consumption and low Co2 emissions. The Stellab group has developed a dedicated R&D facility, its strategy being to continually improve its technology solutions, so that it will be at the forefront of the environmental benefits of its products and services. Furthermore, where already existing sustainable vehicles are in place, we are working to improve them. For example, the e-HDi Stop & Start system is already in the majority of our existing range. But we are also working on new solutions that will bring even greener mobility. We are determined to master this environment.

For PSA Peugeot Citroën, the innovation roadmap for the next five years is clear: Clean technologies, road safety and in-car information systems all have huge potential for improving mobility. We are determined to realise that potential.

Technological innovation, a critical growth driver, is focused on devising effective, affordable responses to current and future mobility needs and environmental challenges. To ensure continuity, innovation is a core value for PSA Peugeot Citroën. Our innovative potential is further enhanced by the strategic technological partnerships we have made with leading players in key fields such as alternative fuels and powertrains. We are also working on new solutions that will bring even greener mobility. We are determined to master this environment.

PSA Peugeot Citroën has been France’s leading patent filer over the past four years, devoting more than 5% of the revenue to R&D each year. In 2011, this technological commitment to vehicle safety and the environment was visible in numerous innovations, including our world premiere Hybrid4 diesel hybrids; our electric vehicle line-up; the deployment of our e-HDi Start & Stop system and the launch of our new family of low-carbon 3-cylinder engines.

Where tradition meets the latest technology

Key figures 2011

- Sales revenue €59.9 billion
- 3,549,416 vehicles sold worldwide
- Sales revenue per vehicle €17,167
- EBIT margin 3.1%
- 209,000 employees worldwide
- Market leader in light commercial vehicles, with a 21% market share
- 2nd largest vehicle manufacturer in Europe, with a market share of 13.3%
- 18% stake in Visteon

With a wealth of history behind it, Peugeot’s roots are very much a combination of authenticity and inspiration. In today’s evolving automobile market, Peugeot stands by its fundamental belief: emotion will always be at the heart of the car experience. That belief runs through the brand’s three traditional values, which continue to shape Peugeot’s vision of the future: confidence, which is reflected in reliability, passion, which is experienced as the sheer pleasure of driving, and inspiration, which is the key to our creativity.

All these ideas are brought together in the international watchwords used by Peugeot: Motion and emotion. "Motion" indicates a modern, dynamic brand, one that provides new responses to the question of mobility, whether in the form of products or services.

"Emotion" conveys that vital aspect of the automobile experience, one that has been so close to Peugeot’s heart from the very beginning.

"Motion and emotion" is an innovative way to express a combination that is so particular to Peugeot – namely, the marriage of practical demands and human emotion. In fact, it’s a combination that has inspired the creative talent at PSA Peugeot Citroën for more than 200 years. It’s also what puts us in the best position to bring together the rational and emotional aspects of motoring. In short, it’s what differentiates PSA Peugeot Citroën from the rest.
## PASSENGER CARS

<table>
<thead>
<tr>
<th>Model</th>
<th>Type</th>
<th>Co2 Emissions</th>
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</thead>
<tbody>
<tr>
<td>PEUGEOT 207</td>
<td>Sedan</td>
<td>104 g/km</td>
</tr>
<tr>
<td>PEUGEOT 207 SW</td>
<td>Hatchback</td>
<td>110 g/km</td>
</tr>
<tr>
<td>PEUGEOT 208</td>
<td>Hatchback</td>
<td>98 g/km</td>
</tr>
<tr>
<td>PEUGEOT 208 CC</td>
<td>Convertible</td>
<td>124 g/km</td>
</tr>
<tr>
<td>PEUGEOT 3008</td>
<td>SUV</td>
<td>117 g/km</td>
</tr>
<tr>
<td>PEUGEOT 308</td>
<td>Hatchback</td>
<td>104 g/km</td>
</tr>
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<td>Hatchback</td>
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<td>108 g/km</td>
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<td>Sedan</td>
<td>107 g/km</td>
</tr>
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<td>PEUGEOT 508 RXH</td>
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<tr>
<td>PEUGEOT 807</td>
<td>Minivan</td>
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<td>PEUGEOT RCZ</td>
<td>Coupe</td>
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<td>PEUGEOT 308 CC</td>
<td>Convertible</td>
<td>123 g/km</td>
</tr>
<tr>
<td>PEUGEOT 207 CC</td>
<td>Convertible</td>
<td>124 g/km</td>
</tr>
</tbody>
</table>

## ELECTRIC VEHICLES

<table>
<thead>
<tr>
<th>Model</th>
<th>Type</th>
<th>Co2 Emissions</th>
</tr>
</thead>
<tbody>
<tr>
<td>PEUGEOT iOn</td>
<td>Electric Car</td>
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</tr>
<tr>
<td>PEUGEOT EXPERT</td>
<td>Light Commercial</td>
<td>988 to 1,200 kg</td>
</tr>
<tr>
<td>PEUGEOT HOGGAR</td>
<td>Minivan</td>
<td>1,075 to 2,400 kg</td>
</tr>
<tr>
<td>PEUGEOT BOXER</td>
<td>Van</td>
<td>8 to 17 m³</td>
</tr>
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</table>

## LIGHT COMMERCIAL VEHICLES*

<table>
<thead>
<tr>
<th>Model</th>
<th>Type</th>
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</tr>
</thead>
<tbody>
<tr>
<td>PEUGEOT 308</td>
<td>Light Commercial</td>
<td>110 g/km</td>
</tr>
<tr>
<td>PEUGEOT PARTNER ELECTRIC**</td>
<td>Light Commercial</td>
<td>92 g/km</td>
</tr>
<tr>
<td>PEUGEOT PARTNER</td>
<td>Light Commercial</td>
<td>110 g/km</td>
</tr>
<tr>
<td>PEUGEOT PARTNER ELECTRIC**</td>
<td>Light Commercial</td>
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<tr>
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<td>Light Commercial</td>
<td>110 g/km</td>
</tr>
<tr>
<td>PEUGEOT PARTNER ELECTRIC</td>
<td>Light Commercial</td>
<td>92 g/km</td>
</tr>
</tbody>
</table>

**these vehicles are also available in passenger car versions. Peugeot also offers converted vehicles.

***available starting from 2013.

## INTERNATIONAL

<table>
<thead>
<tr>
<th>Model</th>
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<tbody>
<tr>
<td>PEUGEOT 301</td>
<td>Hatchback</td>
<td>108 g/km</td>
</tr>
<tr>
<td>PEUGEOT 3008 HYbrid 4</td>
<td>Hatchback</td>
<td>91 g/km</td>
</tr>
<tr>
<td>PEUGEOT 308 +</td>
<td>Sedan</td>
<td>104 g/km</td>
</tr>
<tr>
<td>PEUGEOT 308 SW</td>
<td>Convertible</td>
<td>108 g/km</td>
</tr>
<tr>
<td>PEUGEOT 308 CC</td>
<td>Convertible</td>
<td>123 g/km</td>
</tr>
</tbody>
</table>

## LATIN AMERICA

<table>
<thead>
<tr>
<th>Model</th>
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<th>Co2 Emissions</th>
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</thead>
<tbody>
<tr>
<td>PEUGEOT 207</td>
<td>Sedan</td>
<td>104 g/km</td>
</tr>
<tr>
<td>PEUGEOT 208</td>
<td>Hatchback</td>
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<tr>
<td>PEUGEOT 3008</td>
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</tr>
<tr>
<td>PEUGEOT 308 HYbrid 4</td>
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<tr>
<td>PEUGEOT 308 +</td>
<td>Sedan</td>
<td>104 g/km</td>
</tr>
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<td>PEUGEOT 308 SW</td>
<td>Convertible</td>
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</tr>
<tr>
<td>PEUGEOT 308 CC</td>
<td>Convertible</td>
<td>123 g/km</td>
</tr>
</tbody>
</table>

Our choices, actions, and desires - especially our cars - represent who we really are.

Peugeot is driven by a unique spirit of independence and the quest for originality.

Peugeot dares to imagine, invent and reinterpret the automobile.

Mixing technology and endless innovation, Peugeot’s modern and creative approach to individual mobility is for optimists, non-conformists and those who believe that ideas build better futures.

Peugeot focuses on quality, service, refinement and attention to detail, and always with the strictest standards.

Fully aware of its environmental responsibility, Peugeot finds the right answers to environmental issues. With enthusiasm, Peugeot is opening the door to new horizons.

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**Citroën is driven by a unique spirit of independence and the quest for originality. Citroën dares to imagine, invent and reinterpret the automobile. Mixing technology and endless innovation, Citroën’s modern and creative approach to individual mobility is for optimists, non-conformists and those who believe that ideas build better futures.**

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*The fonts are not supplied with this document according to article L.22-4 of the Intellectual Property Code. You will find on the CD-ROM an art work with one vectorised version and another non-vectorised.

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Citroën is an international company, present on all continents except in the United States.

Landor Associates is a branding consultancy.
CITROËN JumpeR/Relay
Payload: 1,075 to 2,400 kg
Load Volume: 8 to 17 m³

CITROËN BeRlINO eleCTRIC*
Payload: 625 to 890 kg
Load Volume: 3.3 to 4.1 m³

CITROËN BeRlINO + CITROËN JumpeR/DIsPAtCh
Payload: 988 to 1,200 kg
Load Volume: 5 to 7 m³

CITROËN C3 pICassO
CO₂ emissions starting from 109 g/km

CITROËN C3
CO₂ emissions starting from 87 g/km

CITROËN C1
CO₂ emissions starting from 99 g/km

CITROËN C4 pICassO
CO₂ emissions starting from 120 g/km

CITROËN gRaND C4 pICassO
CO₂ emissions starting from 125 g/km

CITROËN C-ZeRO
0 CO₂ emissions

CITROËN Ds5 hybrid4
CO₂ emissions starting from 99 g/km

CITROËN Ds5
CO₂ emissions starting from 114 g/km

CITROËN Ds3 CaBRIO
CO₂ emissions starting from 99 g/km

CITROËN Ds4
CO₂ emissions starting from 110 g/km

CITROËN NemO
Payload: 610 to 660 kg
Load Volume: 2.5 to 2.8 m³

CITROËN C-elysée
CO₂ emissions starting from 108 g/km

CITROËN C4 lCITROËN C6
CO₂ emissions starting from 190 g/km

CITROËN C4 aIRCROSS
CO₂ emissions starting from 117 g/km

CITROËN C8
CO₂ emissions starting from 155 g/km

* These vehicles are also available in passenger car versions. CITROËN also offers converted vehicles.

** Available starting from 2013.
Along with its extensive range of vehicles, PEUGEOT CITROËN Corporate Solutions also offers a portfolio of complementary services for fleet customers that feature connectivity, mobility, innovative after-sales service and contract services.

In-car telematics provides a wealth of new applications for connectivity. More than one million of our vehicles now feature the eCall emergency call system, installed as PEUGEOT Connect and CITROËN e-Touch. Based on an Autonomous Telematics Box and SIM card, the system enables motorists to contact a dedicated assistance centre. In the event of an accident, a short cell phone message — identifying the vehicle, telephone number and exact location — is sent via GMS to the center. In more routine applications, transfers technical data about a car’s performance — including fuel consumption, CO₂ emissions and servicing intervals — and provides driver information, such as traffic alerts.

However, mobility isn’t limited to car use. Both our brands provide a range of services to help customers find alternative means of transport. The service Mu by PEUGEOT makes it possible to hire cars, scooters, bicycles and accessories in PEUGEOT dealerships, while the CITROËN Multicity web portal helps users to plan travel door to door with a wide range of services. For instance, CITROËN Call Car delivers a rental car to any address in less than three hours.

Separate from our brand offerings, we also offer services in association with third parties. These include a corporate mobility study, which delivers an in-depth analysis of the mobility of employees at a company site and then proposes opportunities for optimisation. We also provide eco-driving and eco-consulting services to reduce TCO.
CorPorate SerViCeS

Inspired by its long association with motorsport, CITROËN Service Racing is a new offering styled on the work of engineers in the pit-lane. This after-sales product for B2B customers guarantees that a vehicle is serviced in one hour or less, for the same price as a normal service. A working area is provided for the duration of the servicing, enabling customers to continue their professional activity.

Finally, a number of contract services are available to meet the needs of fleet customers, covering extended warranties, periodic servicing and maintenance. Warranty extensions can be arranged according to customer requirements, by time period or mileage, and cover both parts and labour for any mechanical, electrical or electronic breakdowns. The periodic servicing and maintenance contracts cover the cost of routine servicing and/or maintenance repairs respectively, for both parts and labour. Both also provide 24-hour roadside assistance and include optional vehicle replacement among their other benefits.

Fruit of long and close partnership with PEUGEOT and CITROËN brands, Banque PSA Finance has developed an organisation and a range of solutions perfectly suited to the Corporate Customers.

Dedicated organisation
To address its Corporate Customers and deliver a high level of service on the longer run, Banque PSA Finance has built a network of dedicated international and national teams. Banque PSA Finance can now propose framework agreements to international customers, ensuring consistency of services and competitiveness of financial conditions across countries.

All-inclusive solutions
Among the various financing solutions available, long-term rental offers the maximum control of fleet running costs thanks to a single invoice covering rental and associated services for a fixed amount. Range of services embraces maintenance plans, mobility solutions, insurances and fleet management tools. Complete maintenance plans protect from part and labor rates increase or unexpected expenses. Interventions are exclusively performed by the PEUGEOT and CITROËN repairers with original parts to guarantee the highest level of safety and performance. In case of accident, theft, repair or routine servicing, mobility is preserved thanks to roadside assistance or courtesy vehicles. Car insurance offerings provide comprehensive cover at attractive rates. Financial loss guarantee can be added, avoiding loss or cash shortfall if car is stolen or destroyed. Finally, fuel card and Interp@rc fleet management tool make fleet management even more efficient.

• Fuel card alleviates administrative tasks while bringing major control on expenditures thanks to detailed reports.
• Interp@rc online tool gives customers a complete solution to pilot the fleet and manage TCO thanks to integrated information on contracts, vehicles and associated costs.

International Key Account Manager
Lous To - Banque PSA Finance
E-mail: lous.to@mpsa.com
Phone: +33 7 6 03 82 836

A tailored solution to suit every budget
Key figures
PSA GROUP IN 2011

- PSA represented in 160 countries
- 2.3 billion invested in R&D
- Business Centers: around 1,900
- Repairer agents: more than 10,000
- Dealership network: more than 4,600

Vehicle production sites
Countries where the Group is present with a sales subsidiary
Countries where Group vehicles are sold by an importer
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