

## Attachements

### Consolidated Income Statement\*

| <i>(in million euros)</i>  | First-half 2017                   |                   |              |        | First-half 2018                   |                   |              |        |
|--|-----------------------------------|-------------------|--------------|--------|-----------------------------------|-------------------|--------------|--------|
|  | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL  | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL  |
| Revenue  | 27,476                            | 87                | (11)         | 27,552 | 38,545                            | 61                | (11)         | 38,595 |
| Recurring operating income (loss)  | 2,022                             | 15                | -            | 2,037  | 3,003                             | 14                | -            | 3,017  |
| Operating income   | 1,910                             | 15                | -            | 1,925  | 2,253                             | 14                | -            | 2,267  |
| Net financial income (expense)   | (121)                             | -                 | -            | (121)  | (222)                             | 4                 | -            | (218)  |
| Income taxes   | (439)                             | (6)               | -            | (445)  | (404)                             | (5)               | -            | (409)  |
| Share in net earnings of companies at equity   | (1)                               | 113               | -            | 112    | (125)                             | 198               | -            | 73     |
| Consolidated profit  | 1,349                             | 122               | -            | 1,471  | 1,502                             | 211               | -            | 1,713  |
| Attributable to owners of the parent   | 1,136                             | 119               | -            | 1,255  | 1,272                             | 209               | -            | 1,481  |
| <i>attributable to non-controlling interests</i>                                       | 213                               | 3                 | -            | 216    | 230                               | 2                 | -            | 232    |
| Basic earnings per €1 par value share attributable to equity holders of the parent     |                                   |                   |              | 1.43   |                                   |                   |              | 1.66   |
| Diluted earnings per €1 par value share – attributable to equity holders of the parent |                                   |                   |              | 1.39   |                                   |                   |              | 1.58   |

\* IFRS15 application with 2017 restated (excluding essentially monoliths)

### Consolidated balance sheet\*

| <i>(in million euros)</i>             | 31 December 2017                  |                   |              |               | 30 June 2018                      |                   |              |               |
|---------------------------------------|-----------------------------------|-------------------|--------------|---------------|-----------------------------------|-------------------|--------------|---------------|
|                                       | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL         | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL         |
| Total non-current assets              | 28,897                            | 2,313             |              | 31,210        | 31,076                            | 2,432             |              | 33,508        |
| Total current assets                  | 25,884                            | 865               | (44)         | 26,705        | 28,385                            | 871               | (30)         | 29,226        |
| <b>TOTAL ASSETS</b>                   | <b>54,781</b>                     | <b>3,178</b>      | <b>(44)</b>  | <b>57,915</b> | <b>59,461</b>                     | <b>3,303</b>      | <b>(30)</b>  | <b>62,734</b> |
| <i>(in million euros)</i>             | 31 December 2017                  |                   |              |               | 30 June 2018                      |                   |              |               |
|                                       | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL         | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL         |
| Total equity                          |                                   |                   |              | 16,706        |                                   |                   |              | 17,942        |
| Total non-current liabilities         | 11,544                            | 7                 |              | 11,551        | 13,236                            | 8                 |              | 13,244        |
| Total current liabilities             | 29,078                            | 624               | (44)         | 29,658        | 31,037                            | 541               | (30)         | 31,548        |
| <b>TOTAL EQUITY &amp; LIABILITIES</b> |                                   |                   |              | <b>57,915</b> |                                   |                   |              | <b>62,734</b> |

\* IFRS15 application with 2017 restated (excluding essentially monoliths)

## Consolidated statement of cash flows\*

| <i>(in million euros)</i>   | First-half 2017                   |                   |              |                | First-half 2018                   |                   |              |                |
|---|-----------------------------------|-------------------|--------------|----------------|-----------------------------------|-------------------|--------------|----------------|
|   | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL          | Manufacturing and sales companies | Finance companies | Eliminations | TOTAL          |
| Consolidated profit from continuing operations  | 1,349                             | 122               | -            | 1,471          | 1,502                             | 211               | -            | 1,713          |
| Funds from operations   | 2,960                             | 56                | -            | 3,016          | 3,715                             | 76                | -            | 3,791          |
| <b>Net cash from (used in) operating activities of continuing operations</b>  | <b>3,047</b>                      | <b>61</b>         | <b>-</b>     | <b>3,108</b>   | <b>4,885</b>                      | <b>127</b>        | <b>(1)</b>   | <b>5,011</b>   |
| <b>Net cash from (used in) investing activities of continuing operations</b>  | <b>(1,931)</b>                    | <b>3</b>          | <b>-</b>     | <b>(1,928)</b> | <b>(2,308)</b>                    | <b>(5)</b>        | <b>-</b>     | <b>(2,313)</b> |
| <b>Net cash from (used in) financing activities of continuing operations</b>  | <b>669</b>                        | <b>-</b>          | <b>(1)</b>   | <b>668</b>     | <b>(572)</b>                      | <b>-</b>          | <b>-</b>     | <b>(572)</b>   |
| <b>Net cash related to the non-transferred debt of finance companies to be continued in partnership</b>                           | <b>-</b>                          | <b>-</b>          | <b>-</b>     | <b>-</b>       | <b>-</b>                          | <b>-</b>          | <b>-</b>     | <b>-</b>       |
| <b>Net cash from the transferred assets and liabilities of operations held for sale or to be continued in partnership</b>         | <b>-</b>                          | <b>-</b>          | <b>-</b>     | <b>-</b>       | <b>-</b>                          | <b>-</b>          | <b>-</b>     | <b>-</b>       |
| Effect of changes in exchange rates   | (58)                              | (1)               | -            | (59)           | (35)                              | (2)               | -            | (37)           |
| <b>Increase (decrease) in cash from continuing operations and from operations held for sale or to be continued in partnership</b> | <b>1,727</b>                      | <b>63</b>         | <b>(1)</b>   | <b>1,789</b>   | <b>1,970</b>                      | <b>120</b>        | <b>(1)</b>   | <b>2,089</b>   |
| Net cash and cash equivalents at beginning of period  | 11,464                            | 530               | (8)          | 11,986         | 11,491                            | 320               | (8)          | 11,803         |
| <b>Net cash and cash equivalents of continuing operations at end of period</b>  | <b>13,191</b>                     | <b>593</b>        | <b>(9)</b>   | <b>13,775</b>  | <b>13,461</b>                     | <b>440</b>        | <b>(9)</b>   | <b>13,892</b>  |

\* IFRS15 application with 2017 restated (excluding essentially monoliths)