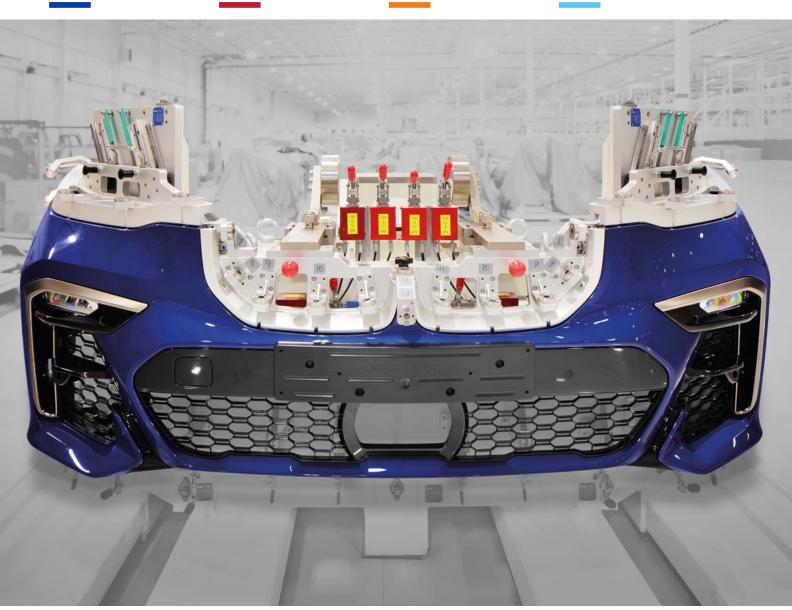


# LETTER SHAREHOLDERS

PERFORMANCES P.3

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**MESSAGE** Laurent Burelle. Chairman and Chief Executive Officer "We are confident in our capacity to make further progress in 2019."

### DEAR OUR SHAREHOLDERS.

n 2018, Plastic Omnium went ahead with two major strategic moves, with the disposal of its Environment Business and the takeover of HBPO, the world leader for front-end modules. Now a pure automotive player, the Group is strengthening its leading positions to contribute to the technological transformations toward clean, connected and autonomous cars.

Our results, once again solid in 2018 despite the first drop in world automotive production since 2009, are giving us the key means we need to be successful with this strategy. Having already taken measures to face a complex market environment, we are confident in our capacity to make further progress in 2019."

Thank you for your trust.

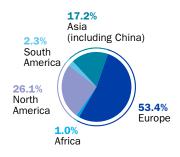
### Economic revenue in millions of euros



Economic revenue is up by +7.6% and +2.4% like-for-like basis. Outperformance is 3.4 points compared to an automobile production down by 1% in 2018.

\* Proforma, i.e. if the takeover of HBPO has occurred on January 1st, 2018, economic revenue amounted to €9Bn.

### Breakdown of 2018 revenue by region



€8.2 revenue +8%

net income. Group share +25%

€533 €218 million Free cash-flow +24%

 $\in () / 4$ Dividend per share +10%

### **PERFORMANCES**

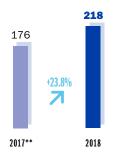
2018 Annual results

### Operating margin in millions of euros



In 2018, the Group's operating margin represented 8.4% of consolidated sales versus 9.6% in 2017. As anticipated, the full consolidation of HBPO (a less capital-intensive assembly business) from July 1, 2018 onward, has had a dilutive impact on the percentage of operating margin.

### Free cash-flow in millions of euros



The Group generated free cash-flow of €218 million (3.0% of consolidated revenue) after investments up 26% to €562 million.

\*\* In accordance with IFRS 5
"Non-current Assets Held for Sale
and Discontinued Operations",
data published in 2017 have been
restated as part of the disposal of the
Environment Division. The amounts
shown in this document for 2017
are the restated data.

### Net profit, group share in millions of euros



Net profit, Group share came to €533.3 million (i.e. 7.4% of consolidated sales), versus 6.6% in 2017.

### Net debt in millions of euros



The Group's net debt represented 32% of equity and 0.8x EBITDA.



#### Outlook

The beginning of 2019 will continue to be marked by macro-political and macro-economic risks, translating to greater uncertainty and volatility, particularly in the automotive industry.

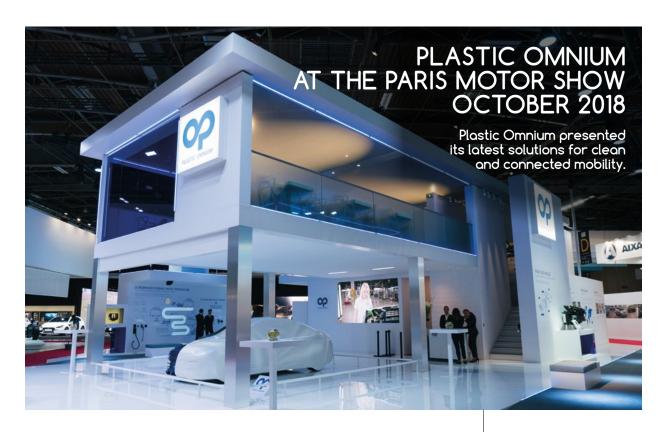
In this market context, Plastic Omnium is working with a hypothesis of flat worldwide automotive production for the whole year.

The Group has strengthened its management fundamentals, with a particular attention paid to free cash-flow generation, a strengthened cost reduction policy and a renewed ambition in terms of industrial excellence. Equally, it has the benefit of a solid backlog.

The financial outlook for 2019 is part of the 2019-2021 strategic plan presented during the Group's Investor Day on December 13, 2018.

In this context, for 2019 Plastic Omnium confirms:

- a 5-point outperformance over worldwide automotive production;
- an operating margin showing growth in value;
- a generation of free cash-flow of at least €200 million after 6% of the Group's consolidated sales for investments.



# HIGH-LIGHTS

A close-up look at Group news

#### **JULY 2018**

Cornerstone marking the start of the construction of  $\omega$ -Omegatech, our new R&D center in Wuhan, China, for Clean Energy Systems.



### **AUGUST 2018**

First contract with Navistar, for the production of SCR depolluting systems for diesel vehicles in the United States.



#### **SEPTEMBER 2018**

First contract for plug-in hybrid vehicles in Europe with the PSA Group.



### **NOVEMBER 2018**

General Motors delivered at the Ramos Arizpe sites, Puebla and León (Mexico) the suppliers awards who have not known no defects and no interruption of their production line in 2017.



### Did you know ?

6,660

CSR supplier charters signed at the end of 2018

3,725
patents of which 117 filed in 2018

#### **DECEMBER 2018**

SALE OF THE ENVIRONMENT BUSINESS TO THE CONSORTIUM LATOUR CAPITAL/BPIFRANCE



PLASTIC OMNIUM AMONG FINALISTS OF THE "2019 AUTOMOTIVE NEWS PACE AWARDS"

For our INWIN technology – fuel tank system for Plug-In Hybrid Vehicles.







PARTNERSHIP BETWEEN
PLASTIC OMNIUM
AND BROSE
ON INNOVATIVE
SIDE-DOOR SYSTEMS



### **NOMINATION**

On January 1st, 2019, Laurent Burelle succeeded to Jean Burelle as Chairman and Chief Executive Officer of Burelle SA, the holding company of Plastic Omnium. Laurent Burelle keeps his functions of Chairman and Chief Executive Officer of Plastic Omnium.



### INVESTOR DAY AT THE R&D CENTER Q-ALPHATECH AT COMPIEGNE (FRANCE)

Plastic Omnium, during its investor day, detailed on December 13, its profitable growth and innovative strategy.



### PLASTIC OMNIUM, PURE AUTOMOBILE PLAYER

Following the takeover, on July 1st, 2018, of HBPO, the world leader in automotive front-end modules, and the disposal of its Environment Division on December 18, 2018, Plastic Omnium is now a pure automotive player organized around two business lines with different business models:



## DECIPHERING THE DATA

06

Did you know?

105

vehicles produced worldwide by 2025 (against 91M in 2018)

These events are making history for the Group



### THE SMART BODY

- (1) SMART BUMPER: a bumper that communicates with its surroundings. With its hidden radars, signature light system, innovative front grille and shockabsorption system, the Plastic Omnium bumper combines stylishness, technology safety and environmental performance to provide more autonomous, safer and cleaner driving.
- 2 SMART TAILGATE: a tailgate that communicates with the driver. With its touch & open system and message display panel, the Plastic Omnium tailgate combines personalization, interactive operation, safety and aerodynamics to provide a more user-friendly, smarter, safer and more efficient vehicle.

### CUSTOMIZED COMPLEX MODULES

### **TECHNICAL FRONT-END MODULES**

The front-end module is a complex assembly located in the front of the vehicle, that includes, based on the technical front panel, the shock-absorption beam lighting and engine cooling systems, controlled grille shutters, radars and driver assistance sensors.



### **CLEAN ENERGY SYSTEMS**

### THE PLUG-IN HYBRID TANK (PHEV)

With its controlled valve, embedded electronics, integrated stiffeners and innovative production processes, Plastic Omnium's high-tech gasoline tank meets the specific requirements of plug-in hybrid vehicle engines.

### THE WATER INJECTION SYSTEM

To reduce gasoline emissions, this system is equipped with a controlled water injection pump capable of delivering a small amount of water to the engine in order to reduce its temperature and therefore its fuel consumption.

### THE HYDROGEN TANK

An outcome of space technologies, composite materials are an ideal solution for storing hydrogen in cars because they are extremely robust and, above all, much lighter than metal equivalents. Plastic Omnium's tanks are made up of a thermoplastic cylinder encased in a mixture of carbon fiber and glass.







### SHAREHOLDER INFORMATION

Plastic Omnium & You

### COMBINED SHAREHOLDERS' MEETING

AT THE PAVILLON DAUPHINE, PARIS, AT 5 P.M. ON APRIL 25, 2019.

All information in relation to the Shareholders' Meeting will be available via the "Shareholders" area of our website from April 3, 2019. Plastic Omnium is setting up VOTACCESS to facilitate your procedures.

- Registered shares, you can connect to the secure VOTACCESS platform, accessible via the Planetshares website https://planetshares.bnpparibas.com, which will be available from April 3, 2019.
- Bearer shares, if the institution in charge of your account is connected to the VOTACCESS site, you will have to identify yourself on its Internet portal with your usual access codes.

For more information, please contact 0 826 109 119.

### Change in share price

Distribution of share capital

Number of shares 148,566,107

at December 31, 2018

38.98%

Public

0.97

1.54%

Treasury shares

**Employees** 

in euros



#### The stock symbol of **Plastic Omnium shares**

Plastic Omnium is listed on the NYSE and on Euronext Paris (Compartment A) and is a component of the SBF 120, CAC Mid 60 and SRD indices (ISN code: FR0000124570).

### Dividend performance per share in euros



Dividend per share proposed to the General Meeting on April 25, 2019.

### SHAREHOLDERS'

AT THE INTERNATIONAL Σ-SIGMATECH R&D CENTER IN LYON (FRANCE)



On November 15, 2018, 21 shareholders had the privilege of being guided by a team of engineers from the R&D Center of  $\Sigma$ -Sigmatech to discover the innovation programs developed for our business of intelligent exterior systems. Built in 2002 and in progress this center of 16,000 m<sup>2</sup> is composed of 3 poles: a pilot line, a laboratory and a benchmark room.

A new site visit will be organized in the second half of 2019.

### **AGENDA**

### FINANCIAL AGENDA

**APRIL 23. 2019** 

**Quarterly information** from 1st quarter 2019

**JULY 19, 2019** 

2019 First-Half results

#### SHAREHOLDER AGENDA

**APRIL 25. 2019** 

Shareholders' Meeting 2019 Pavillon Dauphine in Paris (France)



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Find all our financial news on our application Plastic Omnium