

LEVALLOIS, 8 MARCH 2012



2011 Financial results

Laurent Burelle

Chairman and Chief Executive Officer

Paul Henry Lemarié

Director and Chief Operating Officer

Jean-Michel Szczerba

Chief Operating Officer



OVERVIEW

2011 Overview

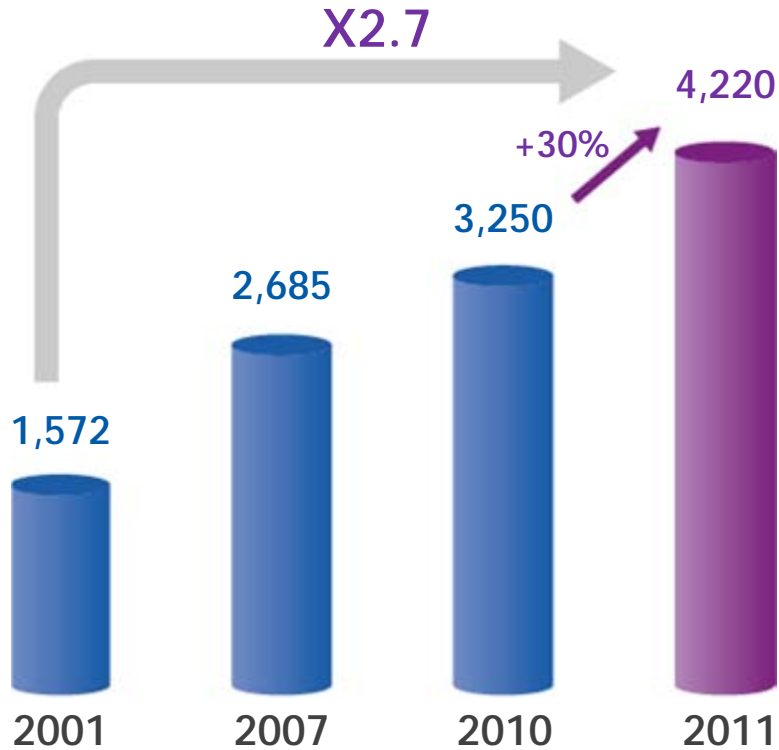
2011 Financial Results

2012 Outlook

PURSUIT OF PROFITABLE GROWTH

Consolidated Revenue

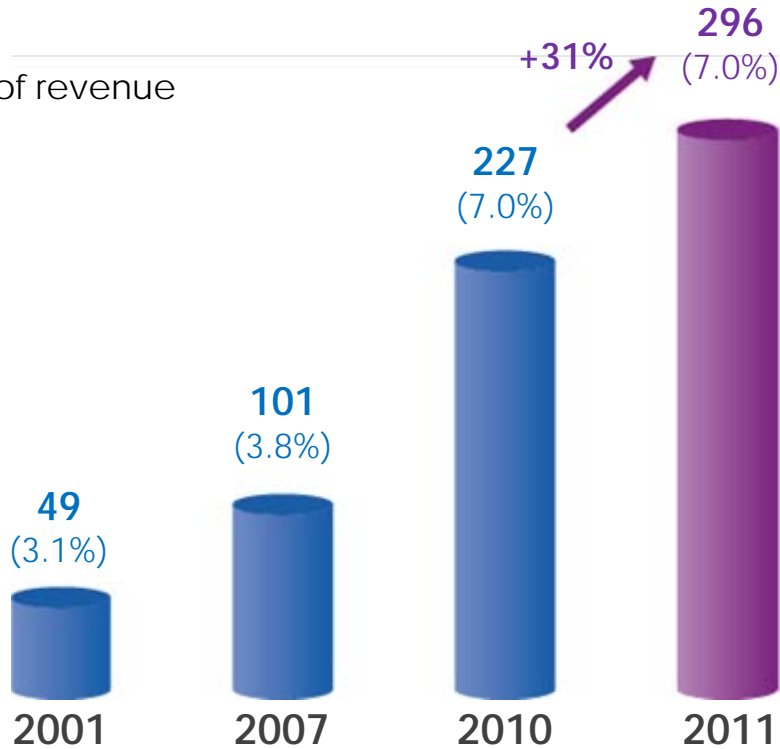
In €m



PURSUIT OF PROFITABLE GROWTH

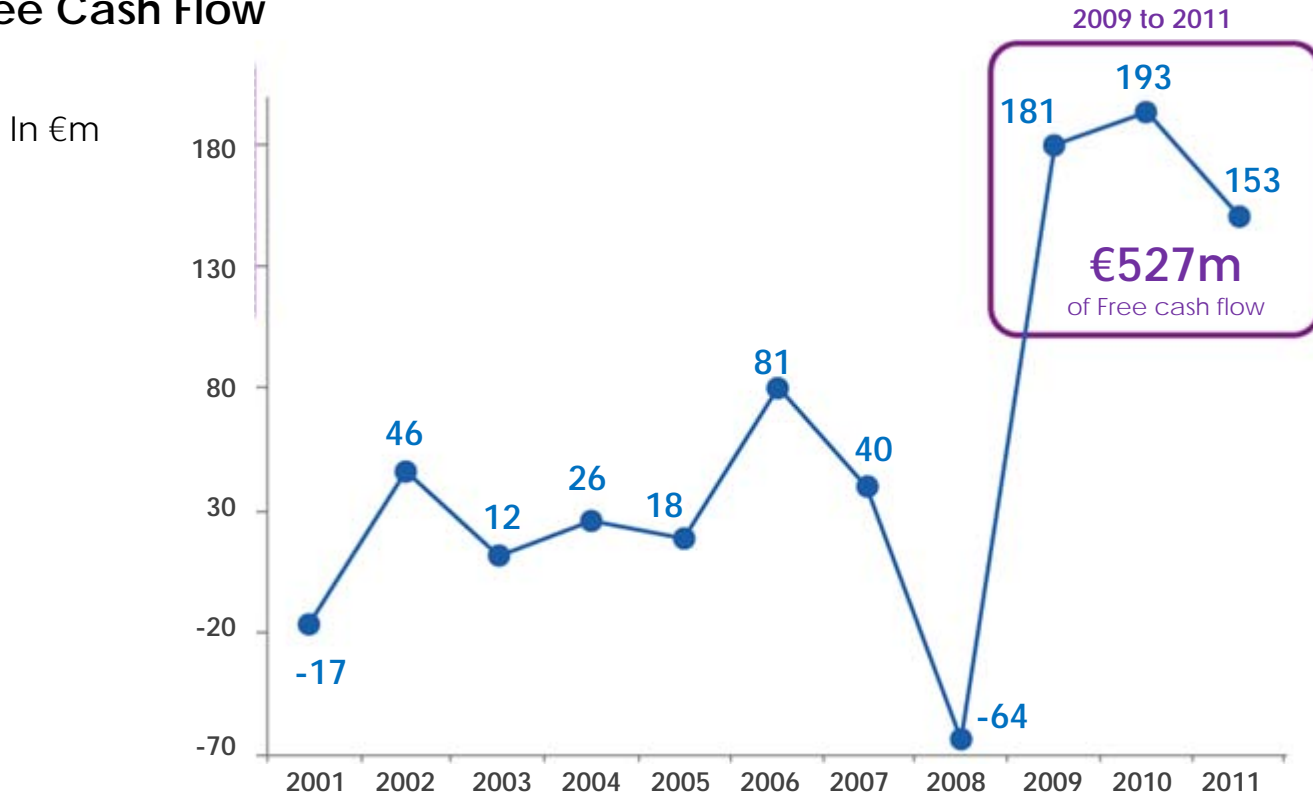
Operating margin

In €m and as a % of revenue



PURSUIT OF PROFITABLE GROWTH

Free Cash Flow



ONGOING DEPLOYMENT OF THE STRATEGY

Investing in fast-growing regions

- Opening of **5 new plants**: two in China and one each in Brazil, Morocco and Poland
- **Creation of two fuel-system joint ventures in which Plastic Omnium holds a majority interest**, one in China with BAIC and the other in Russia with DSK
- **Acquisition of Ford's fuel tank manufacturing assets** in the United States, enabling Plastic Omnium to join the carmaker's preferred global supplier list
- **Acquisition of Plastal Poland**, a manufacturer of exterior automotive components

ONGOING DEPLOYMENT OF THE STRATEGY

Technological leadership

- Creation of the **first Composites R&D Center** at Σ-Sigmatech
- **10 orders for tailgates** made with composites
- **11 orders for fuel tanks** equipped with the SCR system
- Contract awarded to supply **most SCR systems** for **Audi's** diesel vehicles, beginning in 2015
- **22 fuel tank orders for** hybrid vehicles
- **Market launch of the first waste bin** made with plant-based polyethylene derived from sugarcane
- Acquisition of Germany's **Rotherm**, the European leader in **underground containers**



OVERVIEW

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REVENUE

By business

In €m	2010	2011	Change
Plastic Omnium Automotive	2,778.0	3,720.1	+33.9%
<i>As a % of revenue</i>	<i>86%</i>	<i>88%</i>	
Plastic Omnium Environment	471.6	500.3	+6.1%
<i>As a % of revenue</i>	<i>14%</i>	<i>12%</i>	
Consolidated revenue	3,249.6	4,220.4	+29.9%*

(*) +14.7% at constant perimeter and exchange rates

REVENUE

2011 Revenue: €4,220m

Worldwide presence 103 plants

NORTH AMERICA
Revenue: €1,002m
24% of total
15 plants

WESTERN EUROPE
Revenue: €2,037m
48% of total
48 plants

EASTERN EUROPE
Revenue: €362m
9% of total
10 plants

CHINA
Revenue: €225m
5% of total
12 plants

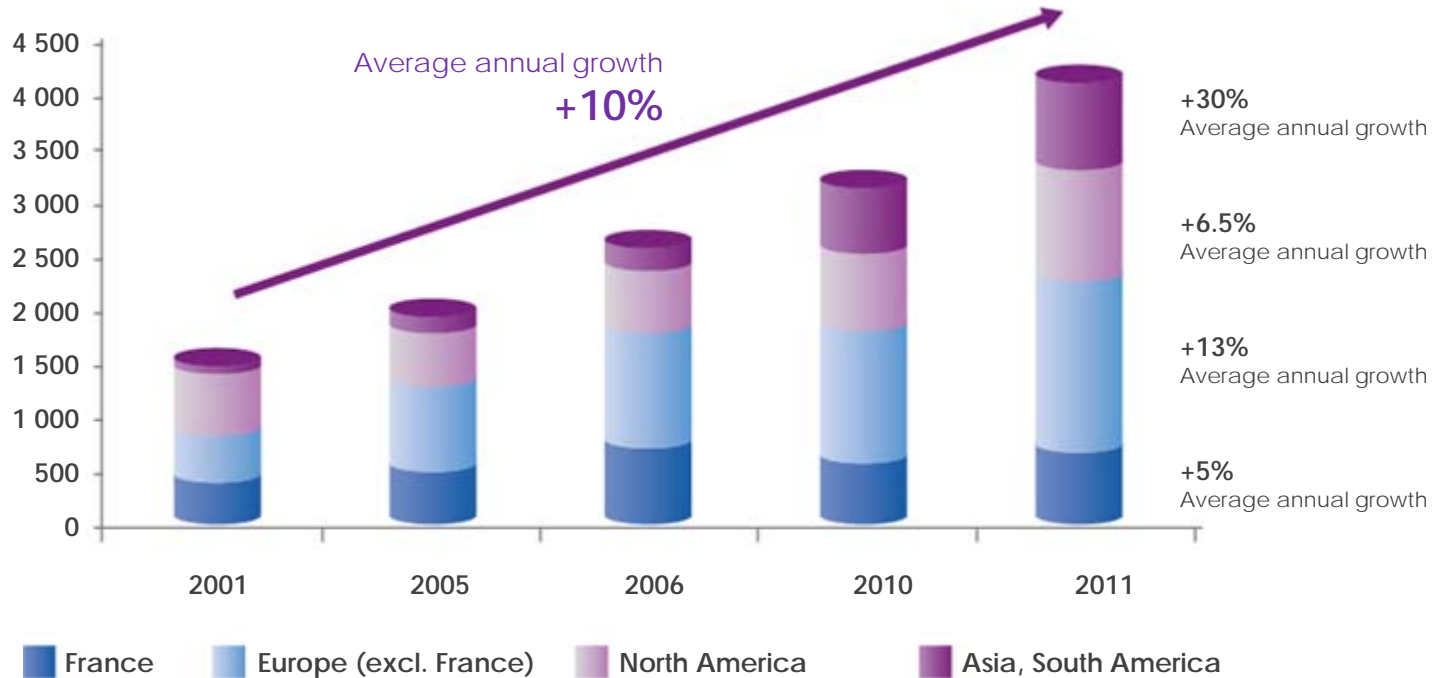
SOUTH AMERICA
Revenue: €182m
4% of total
5 plants

AFRICA
Revenue: €41m
1% of total
2 plants

ASIE (excl. China)
Revenue: €371m
9% of total
11 plants

REVENUE

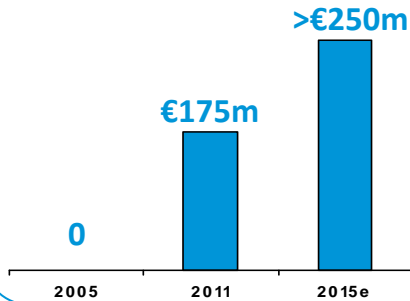
Bu region



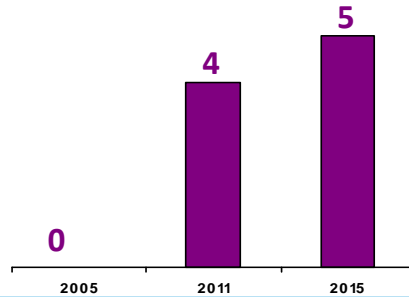
GROWTH THROUGH GEOGRAPHIC EXPANSION: BRAZIL, ARGENTINA

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Revenue



No. of plants



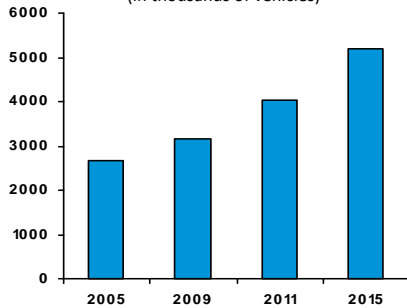
Current facilities



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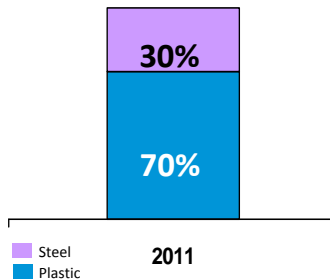
Automobile production

(in thousands of vehicles)



Market share

of plastic used in fuel systems

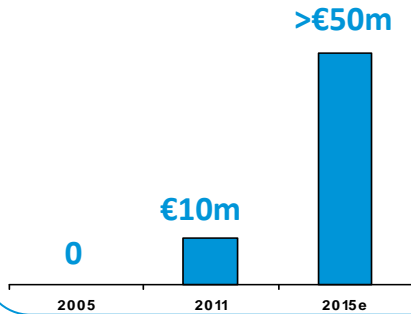


All plants are wholly owned

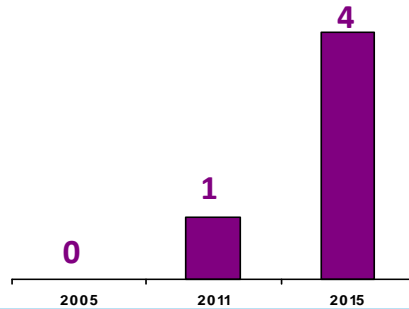
GROWTH THROUGH GEOGRAPHIC EXPANSION: RUSSIA

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Revenue



No. of plants



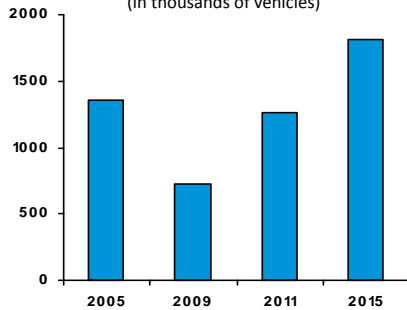
Current facilities



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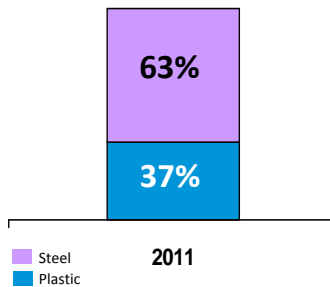
Automobile production

(in thousands of vehicles)



Market share

of plastic used in fuel systems



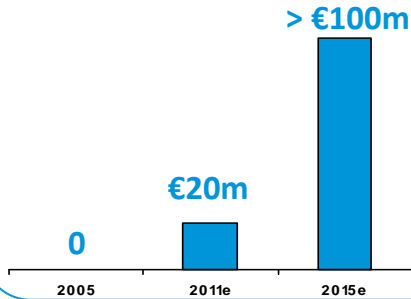
PO partners

- 2011 : signature of a joint venture agreement with DSK, Russian leader in fuel systems, in Togliatti (Avtovaz) – 51% PO-owned

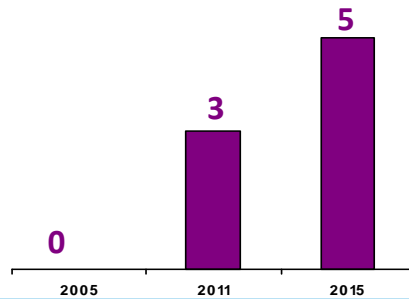
GROWTH THROUGH GEOGRAPHIC EXPANSION: INDIA

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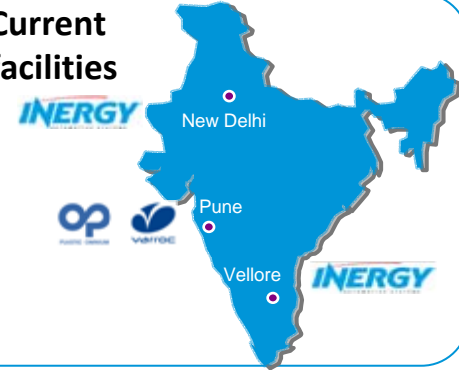
Revenue



No. of plants

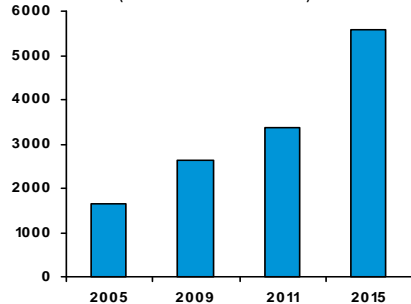


Current facilities

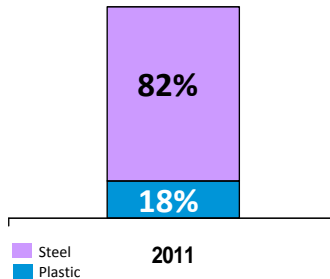


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Automobile production (in thousands of vehicles)



Market share of plastic used in fuel systems



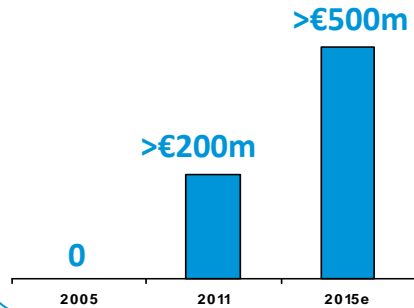
PO partners

- 2007: creation of POV, joint venture with Varroc (exterior parts – 60% PO-owned)
- 2010: Creation of a joint venture with Suzuki-Maruti (fuel systems – 55% PO-owned)

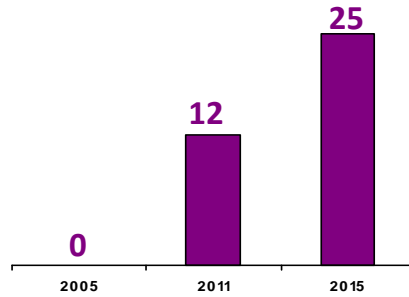
GROWTH THROUGH GEOGRAPHIC EXPANSION: CHINA

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Revenue



No. of plants



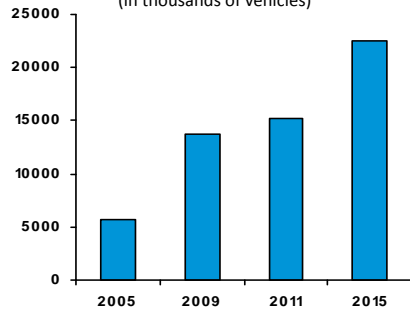
Current facilities



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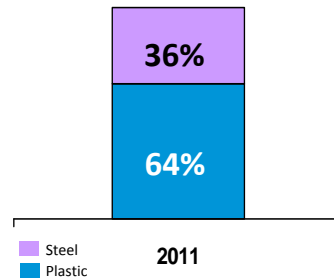
Automobile production

(in thousands of vehicles)



Market share

of plastic used in fuel systems



PO partners

- 2006: Creation of XieNo with Xietong (composite parts - 60% PO-owned)
- 2007: Creation of YFPO, joint venture with SAIC (exterior parts - 50% PO-owned)
- 2011: Creation of a joint venture in Beijing with BAIC (fuel systems - 60% PO-owned). Inergy's Greenfield in Wuhan since 2008.

REVENUE

OUTPERFORMANCE IN THE AUTOMOTIVE BUSINESS

North America

+17%

Production +10%

Europe

+12%

Production +5%

China

+23%

Production +4%

Asia (excl. China)

+23%

Production -3%

South America

+17%

Production +3%

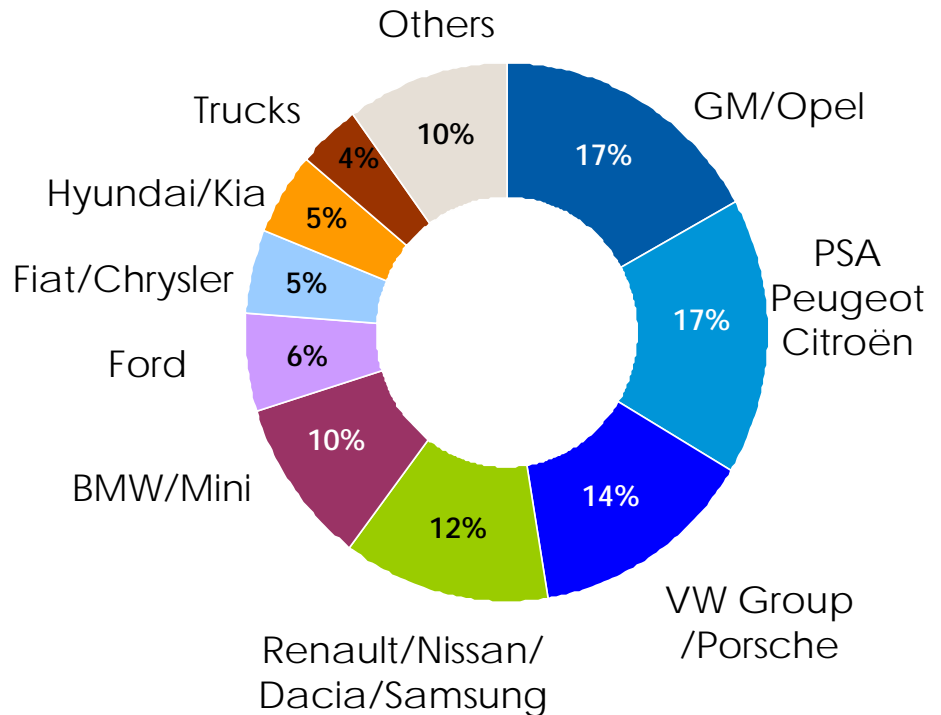
 Growth of Plastic Omnium's revenue at constant perimeter and exchange rates 2011 vs 2010

AUTOMOTIVE REVENUE

2011 Automotive revenue: €3,720m
By carmaker

No.1 worldwide: 10%
of market share
Exterior components
No.2 Magna
No.3 Faurecia

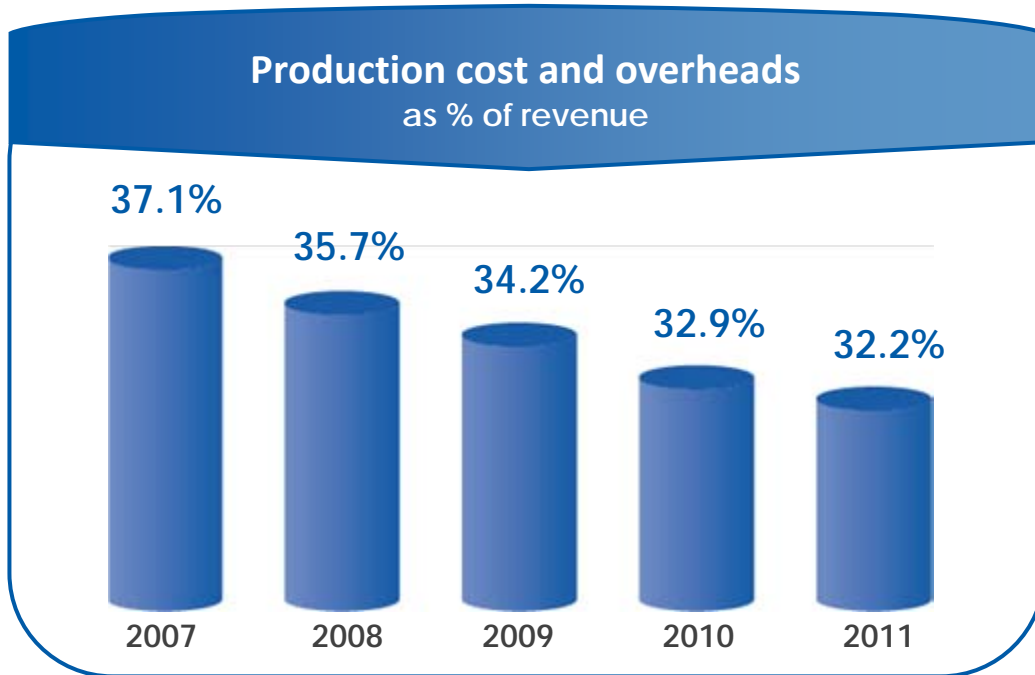
No.1 worldwide: 20%
of market share
Fuel systems
No.2 Kautex
No.3 Ti-Automotive



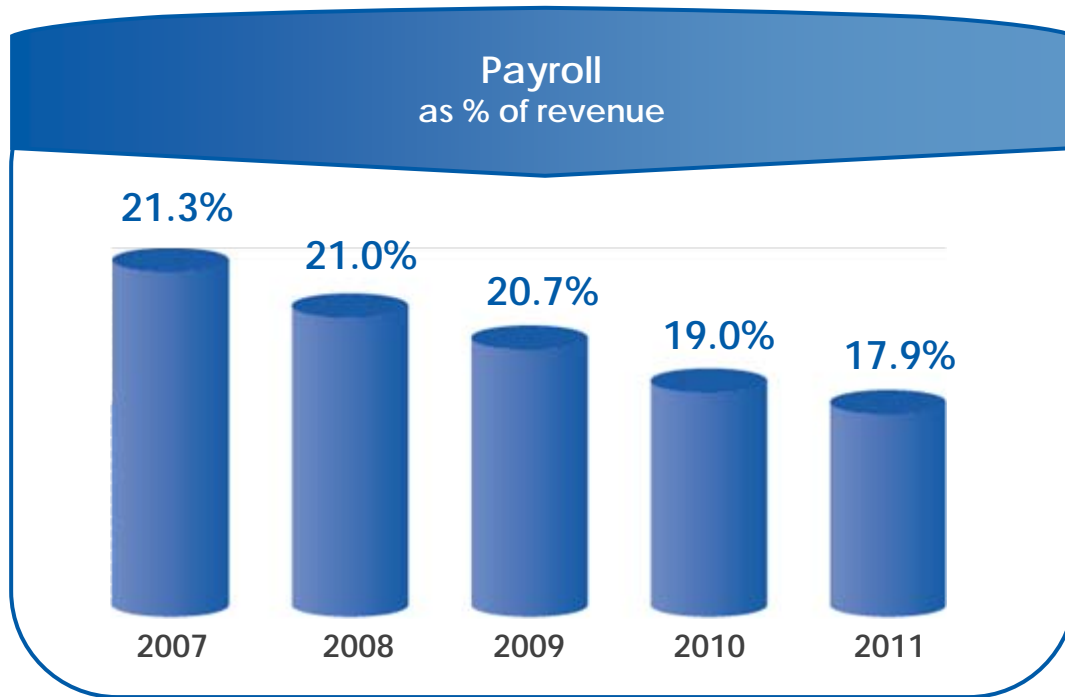
STATEMENT OF INCOME

in €m	2010	% revenue	2011	% revenue
Revenue	3,249.6	100 %	4,220.4	100%
<i>Automotive</i>	2,778.0	86%	3,720.1	88%
<i>Environment</i>	471.6	14%	500.3	12%
Gross margin	494.1	15.2%	614.1	14.6%
Operating margin	227.2	7.0%	296.5	7.0%
<i>Automotive</i>	201.4	7.2%	273.2	7.3%
<i>Environment</i>	25.8	5.5%	23.3	4.7%

STATEMENT OF INCOME



STATEMENT OF INCOME



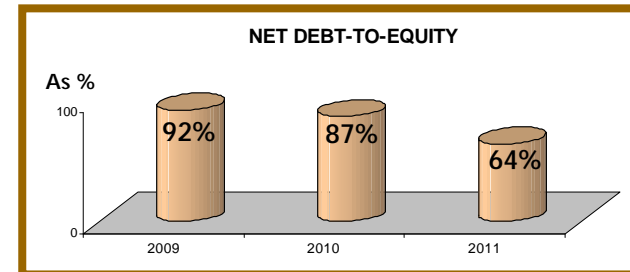
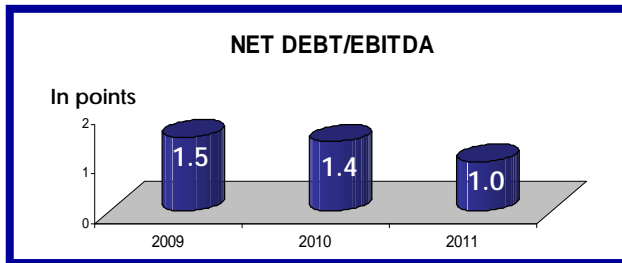
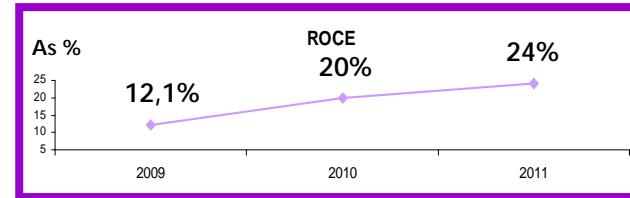
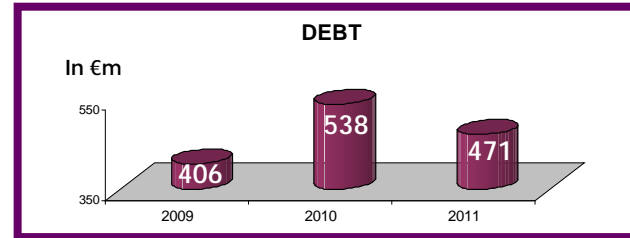
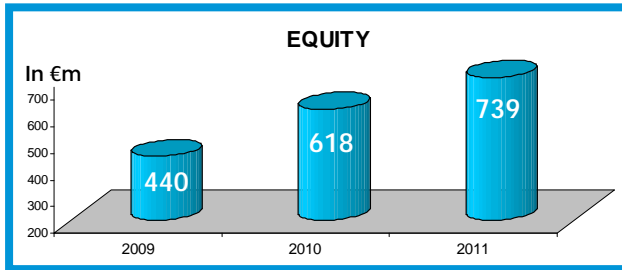
STATEMENT OF INCOME

In €m	2010	% revenue	2011	% revenue
Revenue	3,249.6	100%	4,220.4	100%
Operating margin	227.2	7.0%	296.5	7.0%
Finance cost and other financial income and expense	-27.2	-0.8%	-42.1	-1.0%
Other income and expenses	-24.3	-0.7%	-7.3	-0.2%
Energy PPA capital gain	18.8	0.6%	-	-
Energy PPA amortization	-10.3	-0.3%	-17.0	-0.4%
Profit from continuing operations before income tax	184.2	5.7%	230.0	5.4%
Share of profit of associates	-1.9	-0.1%	-0.6	-
Income tax	-29.7	-0.9%	-58.1	-1.4%
Net Profit	150.7	4.6%	171.4	4.1%
Net profit – group share	139.5	4.3%	164.7	3.9%

BALANCE SHEET

en M€	2010	2011
Debt at the beginning of the period	-406	-538
Funds from operations	+357	+421
Taxes and interest paid	-36	-93
Capital expenditure	-138	-228
Change in working capital requirement	+10	+53
Free cash flow	+193	+153
Dividends/Treasury stock	-16	-44
Change in scope of consolidation, exchange rates and others	-309	-42
Debt at the end of the period	-538	-471

BALANCE SHEET





OVERVIEW

2011 Overview

2011 Financial Results

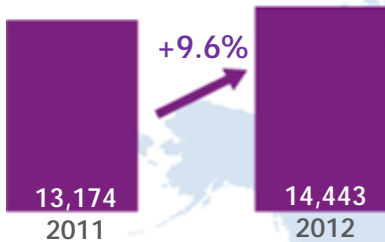
2012 Outlook

2012 OUTLOOK

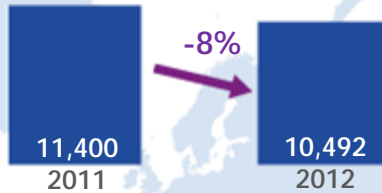
Worldwide automobile production expected to **rise by 5%**

In thousands of vehicles IHS : 2011 production (VL + VU) = 75,145 2012 production (VL + VU) = 78,885 **+3,700**

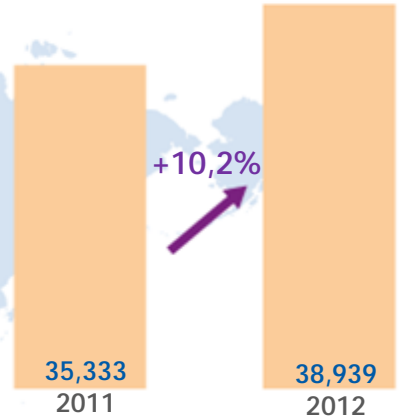
NORTH AMERICA



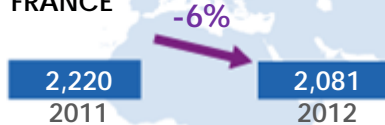
WESTERN EUROPE (excl. France)



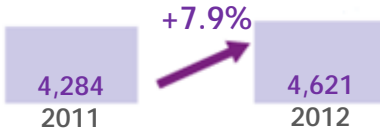
ASIA



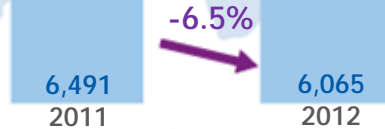
FRANCE



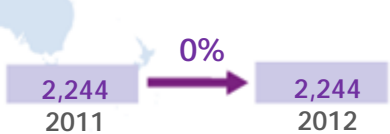
SOUTH AMERICA



EASTERN EUROPE



OTHERS



59 PROJECT LAUNCHES IN 2012

Mainly exterior components and fuel tanks



NORTH AMERICA

-  Altima
-  Cadillac ATS/CTS
Global Small SUV
-  FIAT 500 Abarth
-  GAMMA SUV
-  Jetta

EUROPE

-  Range Rover
-  AMAROK
-  Fluence
-  New Logan
-  Clio
-  Megane/Scenic
-  Astra 5-doors FL
Astra 5W
-  208
-  "Coeur gamme"
-  REN K67-J92
-  Atego 3
-  VOLVO XC60

SOUTH AMERICA

-  Verna
-  208
-  Etios
-  Colorado
-  Fiesta
-  Tucson
-  Ford T6
-  GOLF GP
-  DML NCV3
-  Serie 3

ASIA

-  Geo
Sail
-  Jetta , Lavida, Santana NF
-  Colorado
-  AP12, BP31, EP11
-  Sentra
-  G60, E18
-  Swift
-  Tiida
-  Ford T6
-  Santa Fe, Elantra
-  Global Small SUV
-  BAIC C50
BAIC C71
-  Serie 3

2012 OUTLOOK

11 new facilities in 2012



 POAE : 5 plants
 POAI : 6 plants

CONCLUSION

2012 OUTLOOK

- Based on current economic forecasts, Plastic Omnium expects to once again grow faster than the global automobile market.
- Continued international expansion and technological leadership
- Generation of over €100m in free cash flow

2012 SHAREHOLDER CALENDAR

ON 24 FEBRUARY 2012, PLASTIC OMNIUM REJOINED THE NYSE EURONEXT DEFERRED SETTLEMENT SERVICE

RECOMMENDED DIVIDEND OF €0.69 PER SHARE PAYABLE ON 4 MAY 2012 (PAYOUT: 20%)

ANNUAL SHAREHOLDERS MEETING on 26 APRIL 2012 at Pavillon Gabriel