

LEVALLOIS, JULY 19, 2012



PLASTIC OMNIUM

First-Half 2012 Financial Results

Laurent Burelle

Chairman and Chief Executive Officer

Paul Henry Lemarié

Director, Chief Operating Officer

Jean-Michel Szczerba

Director, Chief Operating Officer



PLASTIC OMNIUM

OVERVIEW

First-Half 2012 overview

First-Half 2012 Financial Results

2012 Outlook

FIRST-HALF 2012 OVERVIEW

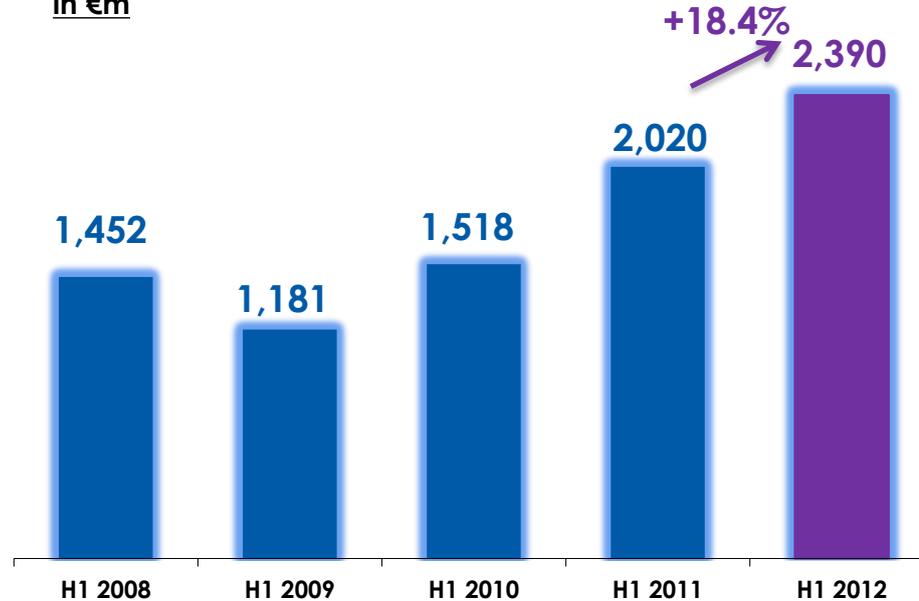
HIGH PERFORMANCE CONFIRMED

Revenue	:	€2,390m	+18.4%
Operating margin	:	€169m	7.1%
EBITDA	:	€264m	11.1%
Free Cash Flow	:	€73m	3.1%
ROCE	:	27%	

FIRST-HALF 2012 OVERVIEW

STRONG REVENUE GROWTH

in €m

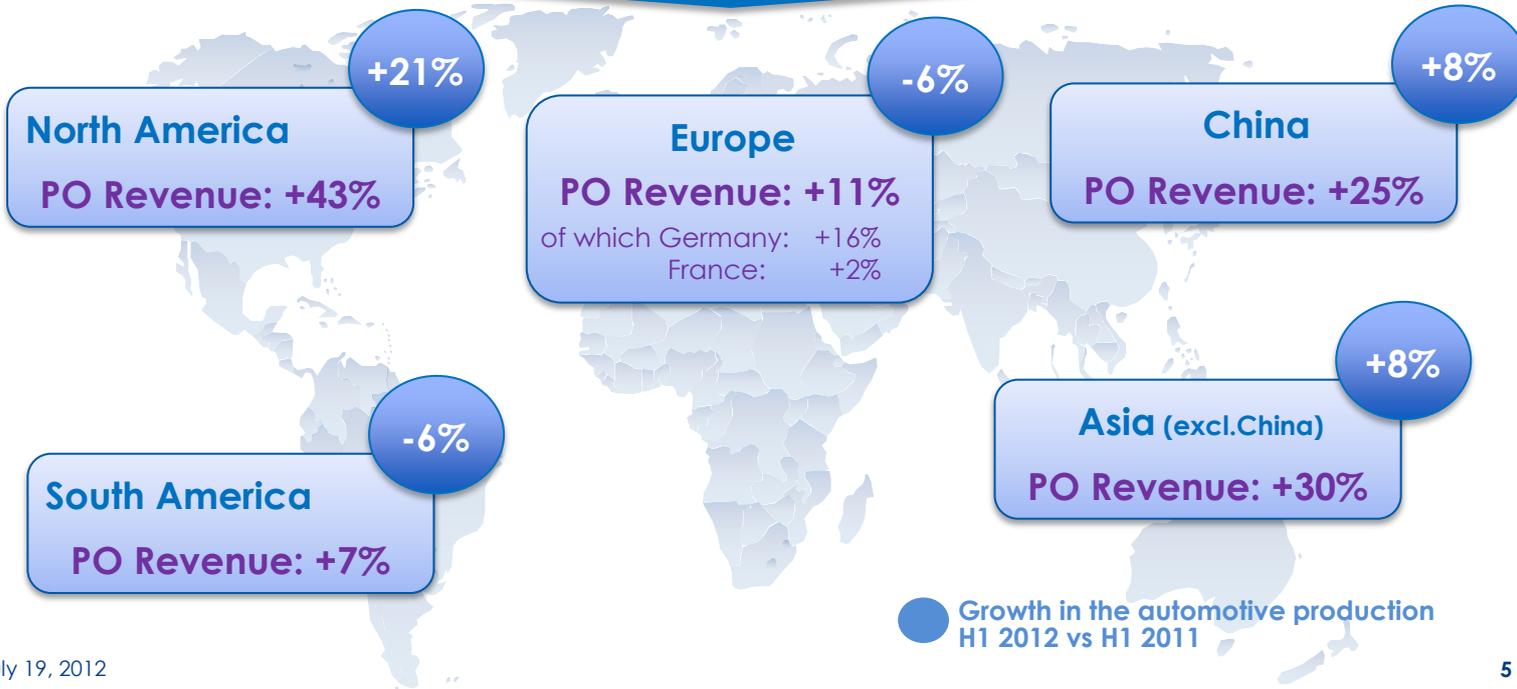


FIRST-HALF 2012 OVERVIEW

PO Automotive revenue: up 22% / Global automotive production up 9%

H1 2012 : **40.3** millions of vehicles
H1 2011 : **37.0** millions of vehicles

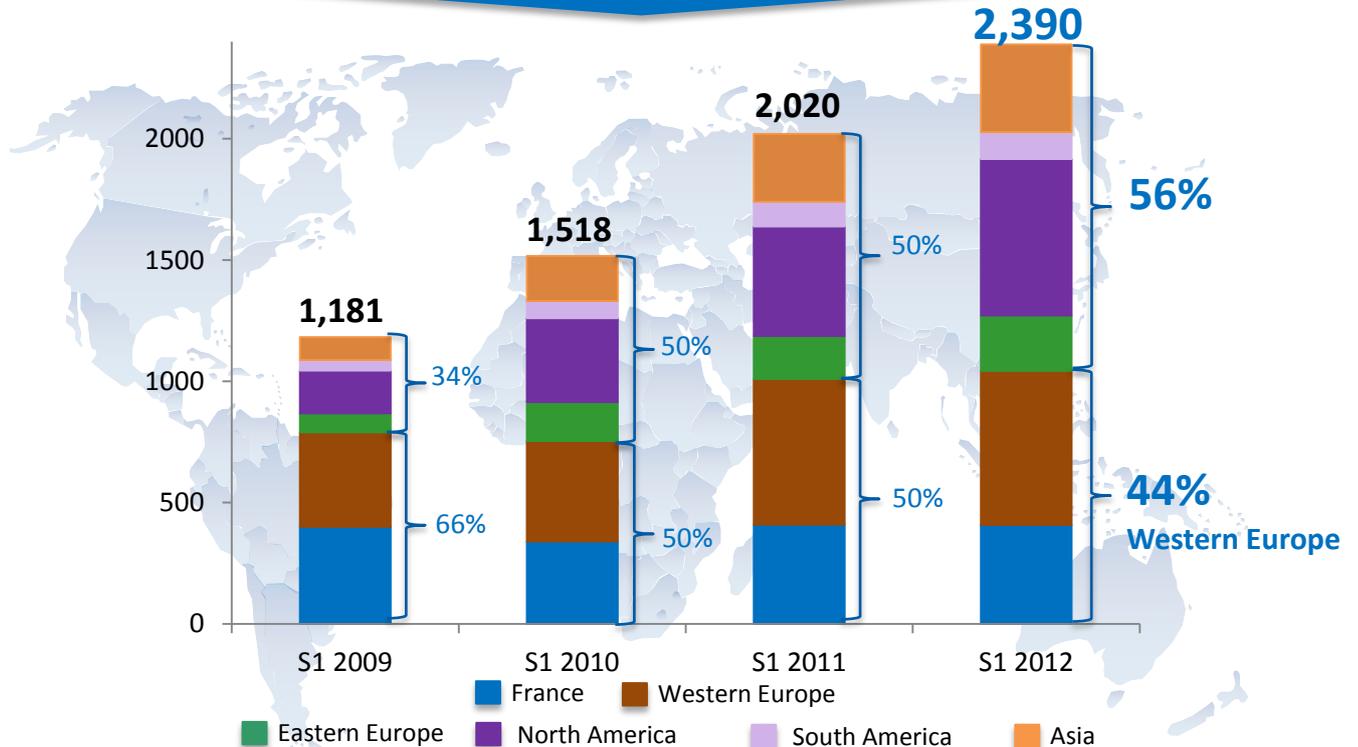
OUTPERFORMANCE IN ALL REGIONS



FIRST-HALF 2012 OVERVIEW

Revenue by region

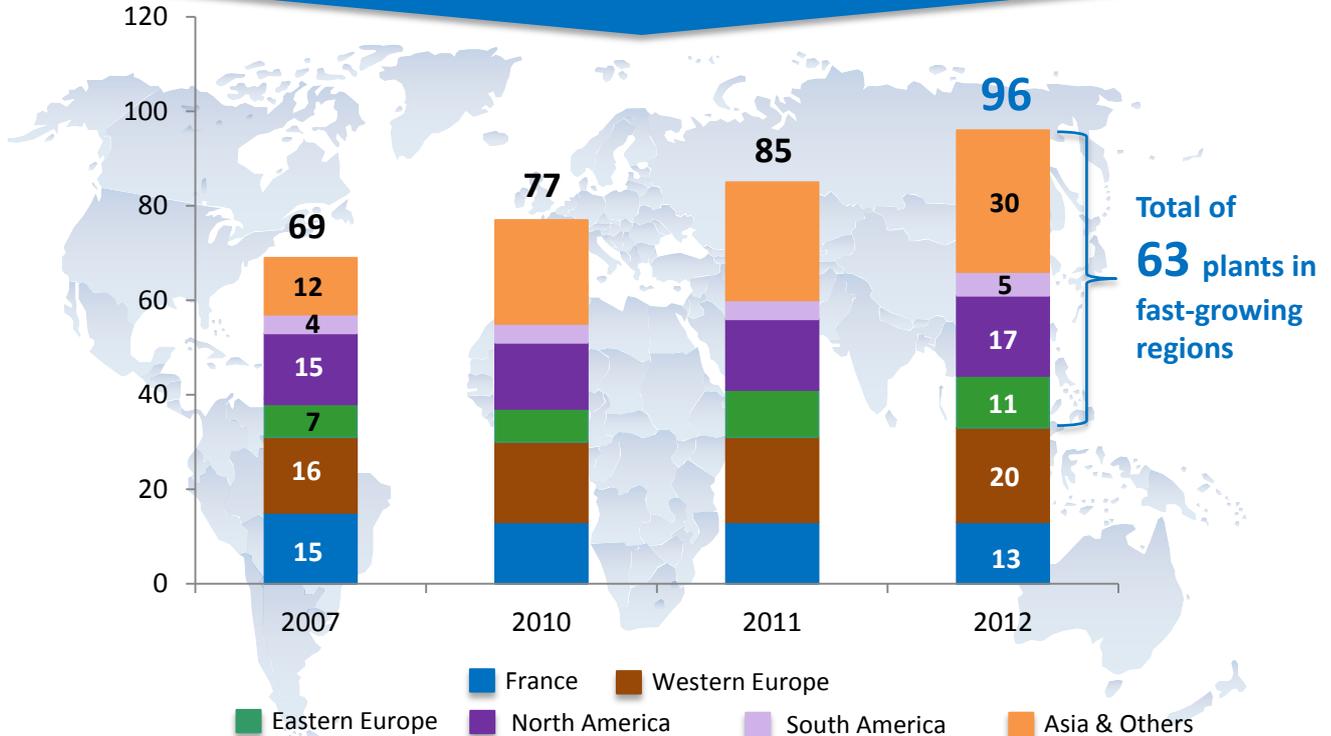
CONTINUED INTERNATIONAL EXPANSION



FIRST-HALF 2012 OVERVIEW

Number of automotive plants

SUSTAINED CAPITAL SPENDING IN FAST-GROWING REGIONS



FIRST-HALF 2012 OVERVIEW

INCREASED INVESTMENT IN RESEARCH & DEVELOPMENT

1

Plastic Omnium Auto Exterior

Creation of the **1st Composites R&D Center** at Σ -Sigmatech (France)

2 new plants in England and Spain for composite plastic tailgates

2015 revenue from Composites, carbon fiber: **+€100m**



2

Plastic Omnium Auto Inergy

New worldwide Research & Development center in Compiègne (France) in 2014

2015 revenue from SCR diesel emissions control systems: **+ €200m**



FIRST-HALF 2012 OVERVIEW

INCREASED INVESTMENT IN RESEARCH & DEVELOPMENT

Plastic Omnium Environment

1



Market launch of the first bin made from plant-based materials (non-food grade sugarcane) in Rio de Janeiro



2

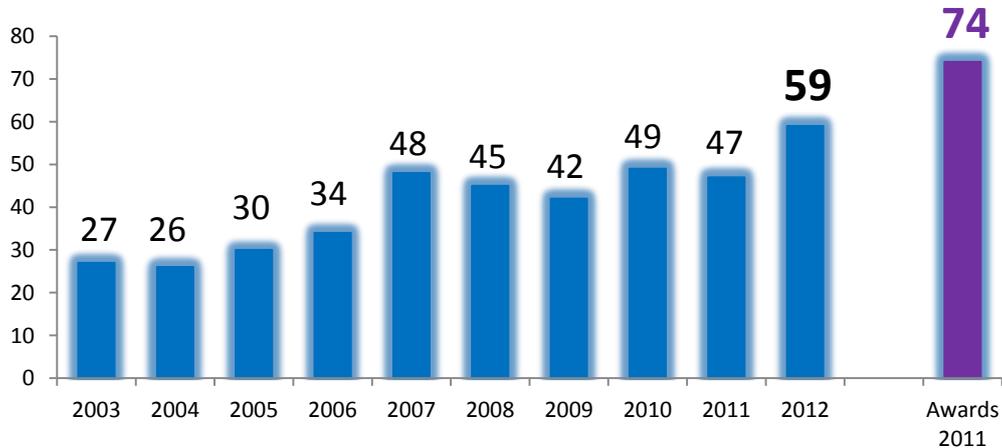
Production start-up of the four-wheel bin made entirely from recycled resin



FIRST-HALF 2012 OVERVIEW

A VERY EVENTFUL YEAR FOR PRODUCT LAUNCHES AND DEVELOPMENTS

VEHICLES LAUNCHES



59 LAUNCHES IN 2012

Major exterior components and fuel tanks launches

NORTH AMERICA

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

EUROPE

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

SOUTH AMERICA

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

ASIA

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

FIRST-HALF 2012 OVERVIEW

Major contracts for Plastic Omnium Environment

A VERY EVENTFUL YEAR FOR PRODUCT LAUNCHES AND DEVELOPMENTS

Underground containers:

- Versailles (France)
- Aix-en-Provence (France)
- Shandong (China)
- Alcobendas (Spain)
- Sultanat de Brunei



Pay As You Throw (PAYT) system:

- La Réunion (France)
- Le Grand Besançon (France)
- Pays de Gex (France)
- IDM (Belgium)



Green Made bins:

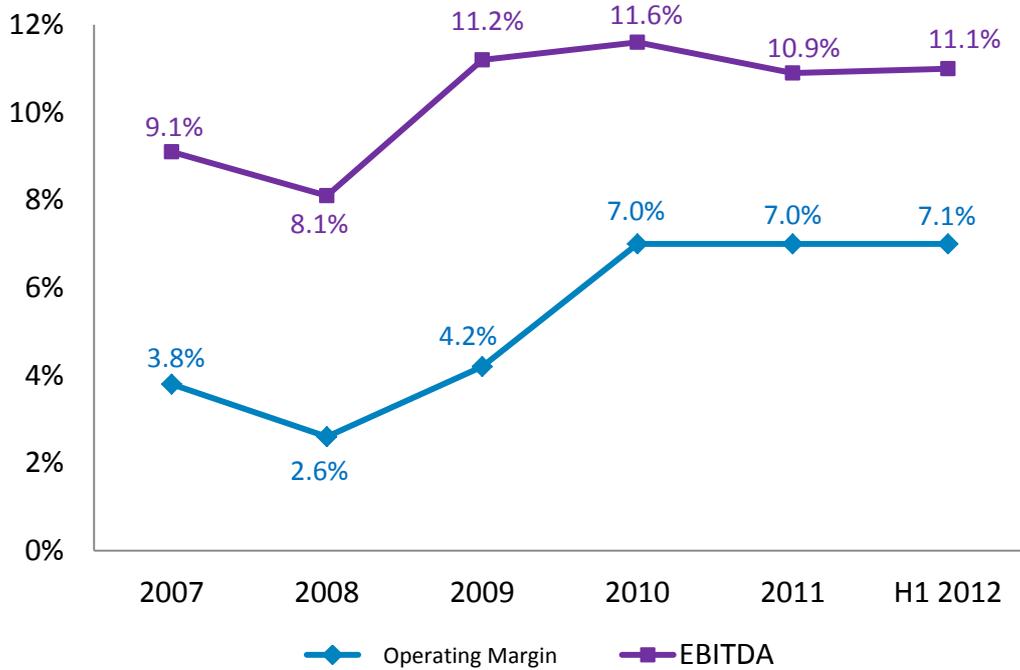
- Rio de Janeiro (Brazil)
- Lima (Peru)
- Buenos Aires (Argentina)
- Toulouse (France)
- Amstelveen (Netherlands)



FIRST-HALF 2012 OVERVIEW

HIGH PROFITABILITY

As a % of revenue





OVERVIEW

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REVENUE

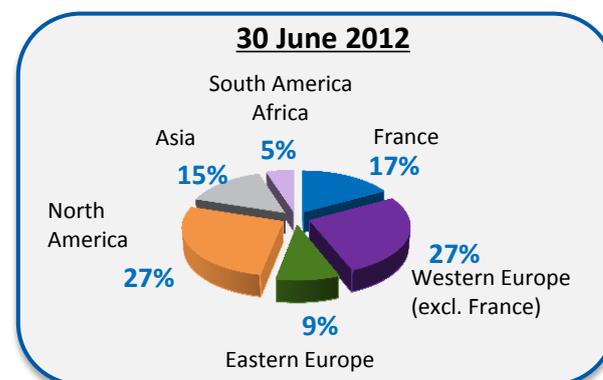
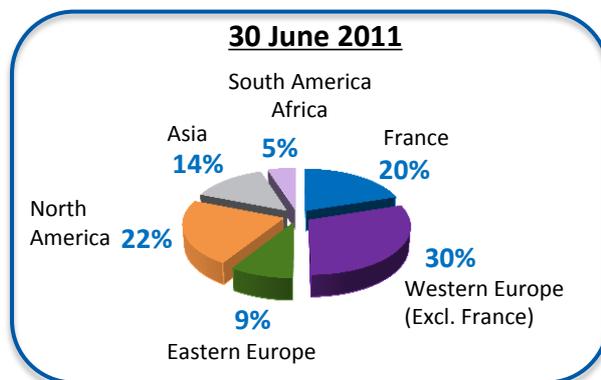
By business

in €m	06.30.2011	06.30.2012	Change	constant perimeter and exchange rates
Plastic Omnium Automotive	1,776.6	2,161.5	+21.7%	+1.3%
<i>As a % of revenue</i>	88%	90%		
Plastic Omnium Environment	242.8	228.9	-5.7%	+1.6%
<i>As a % of revenue</i>	12%	10%		
Consolidated revenue	2,019.5	2,390.4	+18.4%	+11.1%

REVENUE

By region

in €m	06.30.2011	06.30.2012	Change
France	408.7	408.1	- 0.2%
Western Europe (excl. France)	600.0	635.3	+ 5.9%
Eastern Europe	178.2	228.8	+ 28.5%
North America	450.5	644.6	+ 43.1%
Asia	279.8	362.2	+ 29.4%
South America, Africa	102.3	111.4	+ 8.9%
Consolidated revenue	2,019.5	2,390.4	+ 18.4%



AUTOMOTIVE REVENUE

By customer

30 June 2012 revenue: €2,161m

Asian

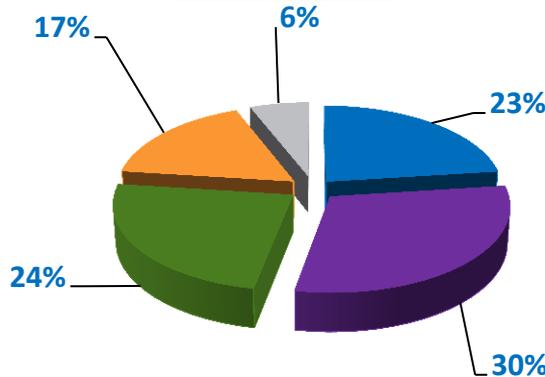
Hyundai	5%
Toyota	3%
Tata	3%
Nissan	2%
Geely/Volvo	2%
Others	2%

American

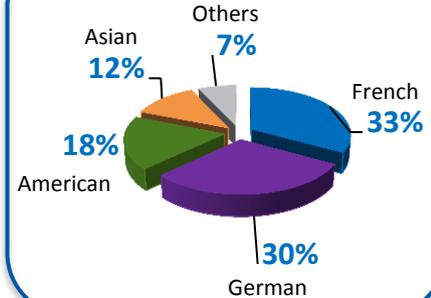
GM	11%
Chrysler	6%
Ford	7%

Others

Trucks	3%
Others	3%



2007 Revenue: €2,250m



French

PSA	14%
Renault	9%

German

VW/Porsche	14%
BMW	10%
Opel	4%
Daimler	2%

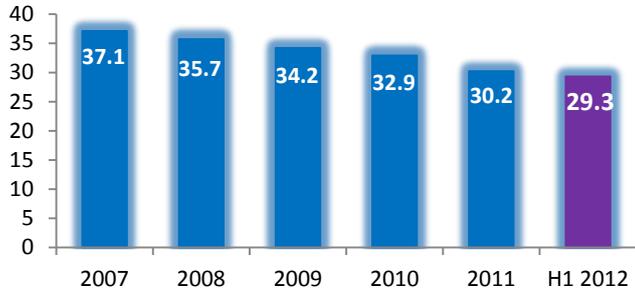
STATEMENT OF INCOME

In €m	06.30.2011	% revenue	06.30.2012	% CA
Revenue	2,019.5	100%	2,390.4	100%
<i>Automotive</i>	1,776.6	88%	2,161.5	90%
<i>Environment</i>	242.8	12%	228.9	10%
Gross margin	309.2	15.3%	345.9	14.5%
Operating margin	150.4	7.4%	169.3	7.1%
<i>Automotive</i>	142.4	8.0%	159.0	7.4%
<i>Environment</i>	8.0	3.3%	10.3	4.5%

STATEMENT OF INCOME

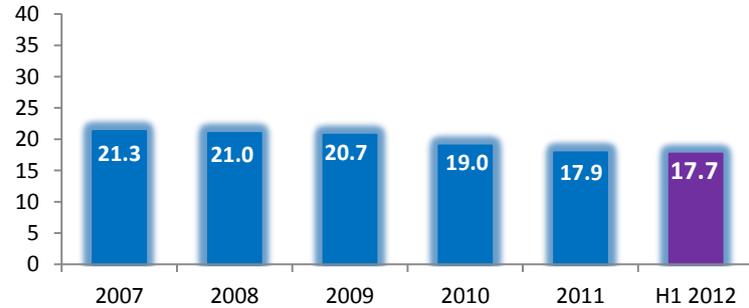
Production costs and overheads

As a % of revenue



of which Payroll

As a % of revenue



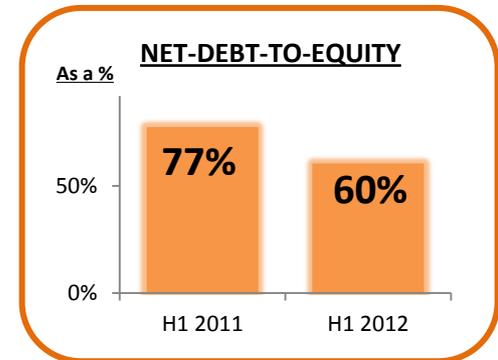
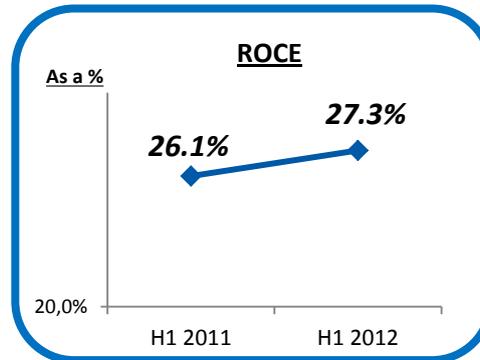
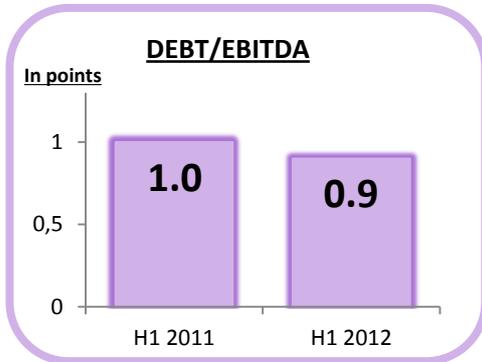
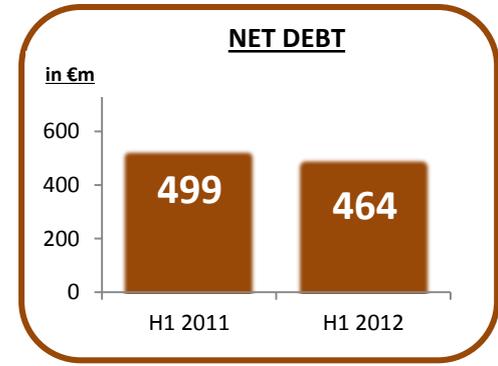
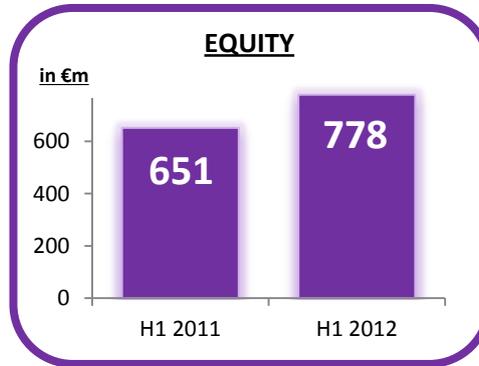
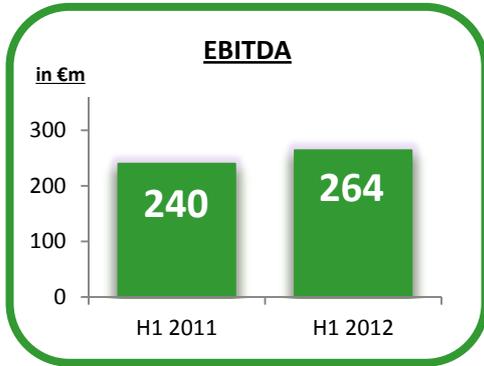
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Revenue	2,019.5	100%	2,390.4	100%
Operating margin	150.4	7.4%	169.3	7.1%
EBITDA	239.9	11.9%	264.2	11.1%
Finance cost and other financial income and expense	-17.7	-0.9%	-22.0	-0.9%
Other income and expenses	-3.2	-0.2%	-5.6	-0.2%
PPA amortization	-7.9	-0.4%	-9.1	-0.4%
Profit from continuing operations before income tax	121.5	6.0%	132.6	5.5%
Share of profit of associates	-0.2	-	-0.1	-
Income tax	-29.1	-1.4%	-34.5	-1.4%
Net profit	91.4	4.5%	98.0	4.1%
Net profit - group share	88.0	4.4%	94.7	4.0%
Funds from operations	211.7	10.5%	243.7	10.2%

BALANCE SHEET

in €m	06.30.2011	2011	06.30.2012
Debt at the beginning of the period	-538	-538	-471
Funds from operations	+212	+421	+244
Taxes and interest paid	-49	-93	-62
Capital expenditure	-83	-228	-129
Change in working capital requirement	-4	+53	+20
Free cash flow	+76	+153	+73
Dividends/Treasury stock	-37	-44	-41
Change in scope of consolidation, exchange rates and others	-	-42	-25
Debt at the end of the period	-499	-471	-464

FINANCIAL STRENGTH





OVERVIEW

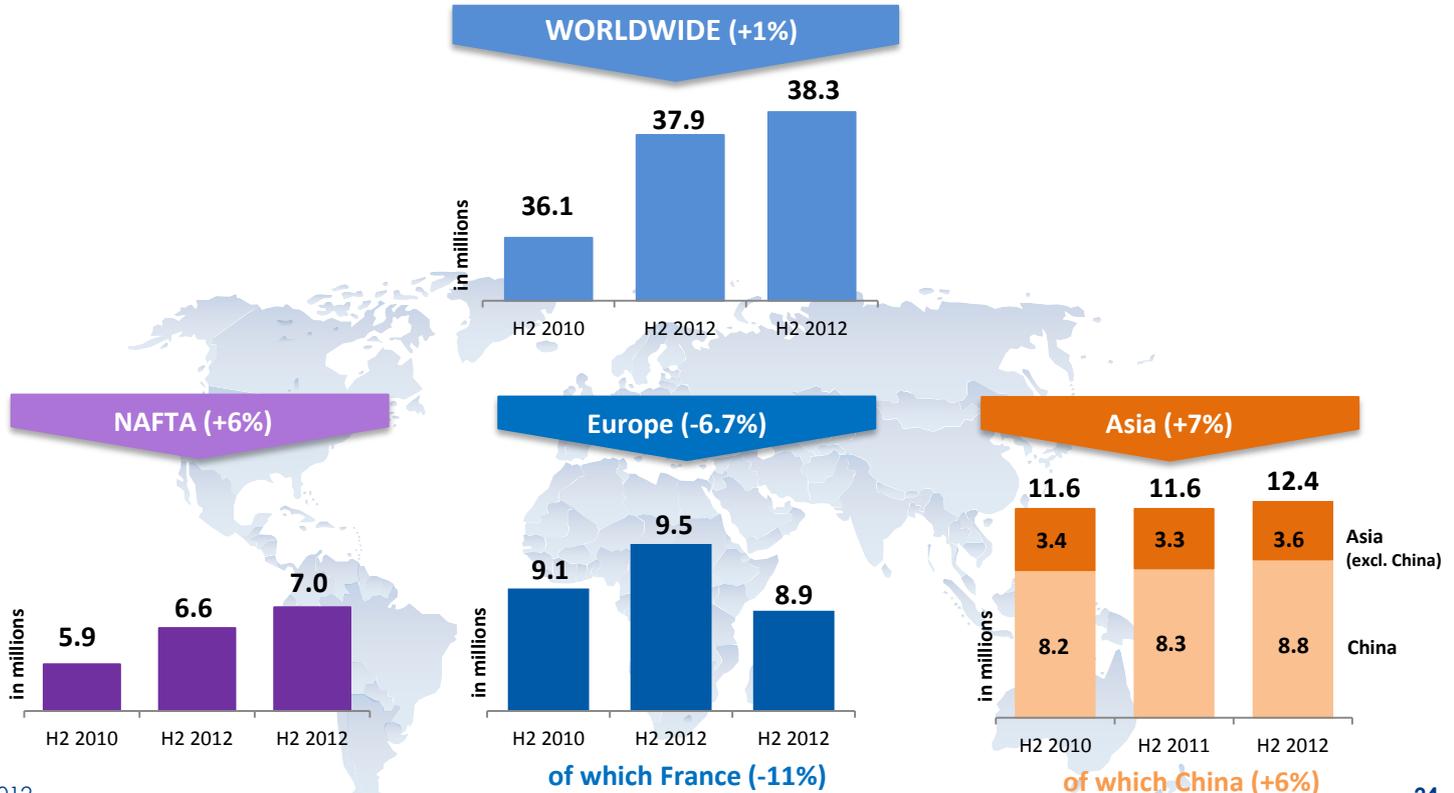
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2012 OUTLOOK

Global automotive production at second-half 2012



2012 OUTLOOK

SUSTAINED FUNDAMENTALS

- **Positive free cash flow** in the second half
- **Continued market outperformance:**
 - International expansion in North America and Asia
 - Faster deployment of new technologies
 - Vehicle weight reduction
 - Emissions control

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