



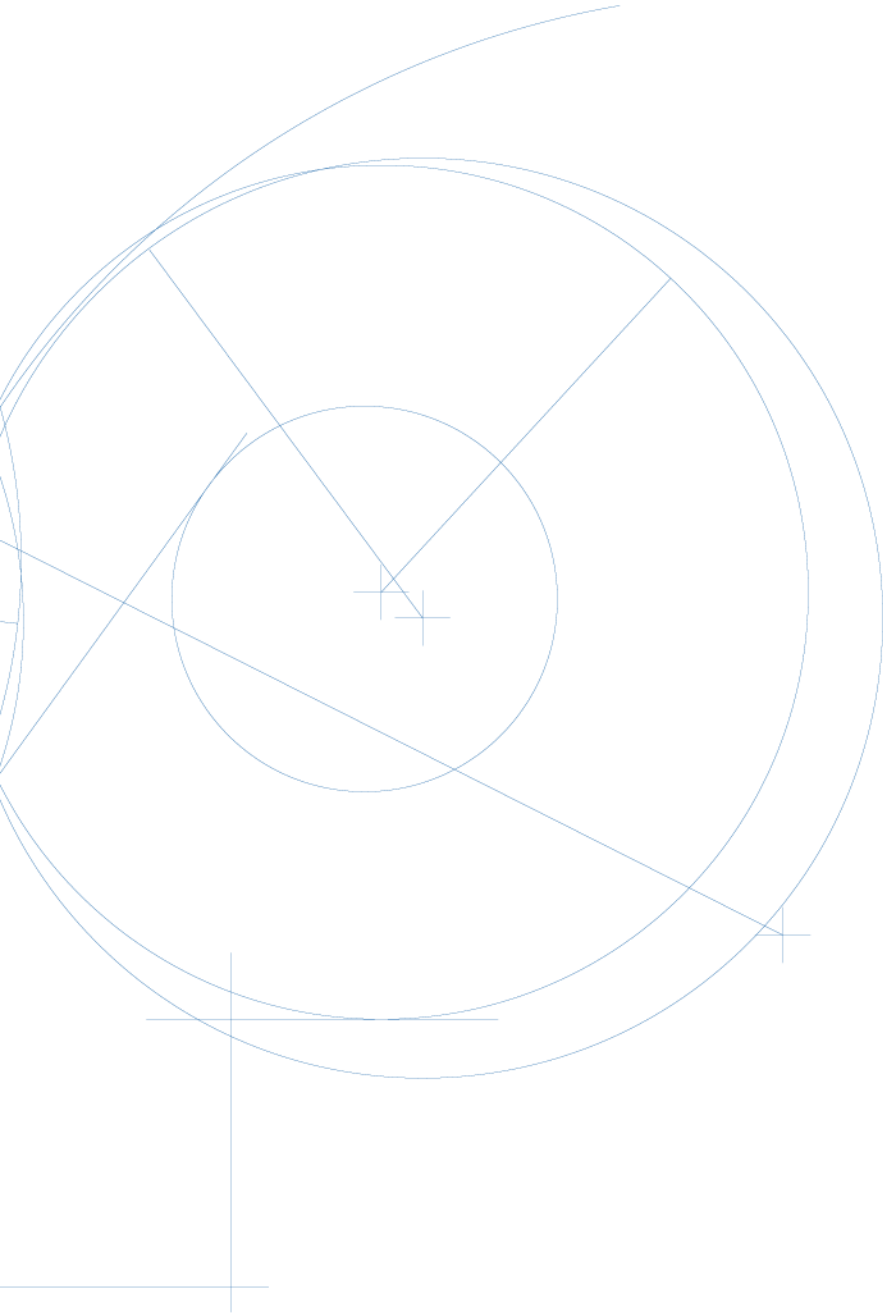
PLASTIC OMNIUM

2015 Interim Results

Levallois, July 23th, 2015

CONTENTS

- H1 2015 Highlights
- 2015 Interim Results
- Outlook



H1 2015 Highlights



DATE

H1 2015 Key metrics

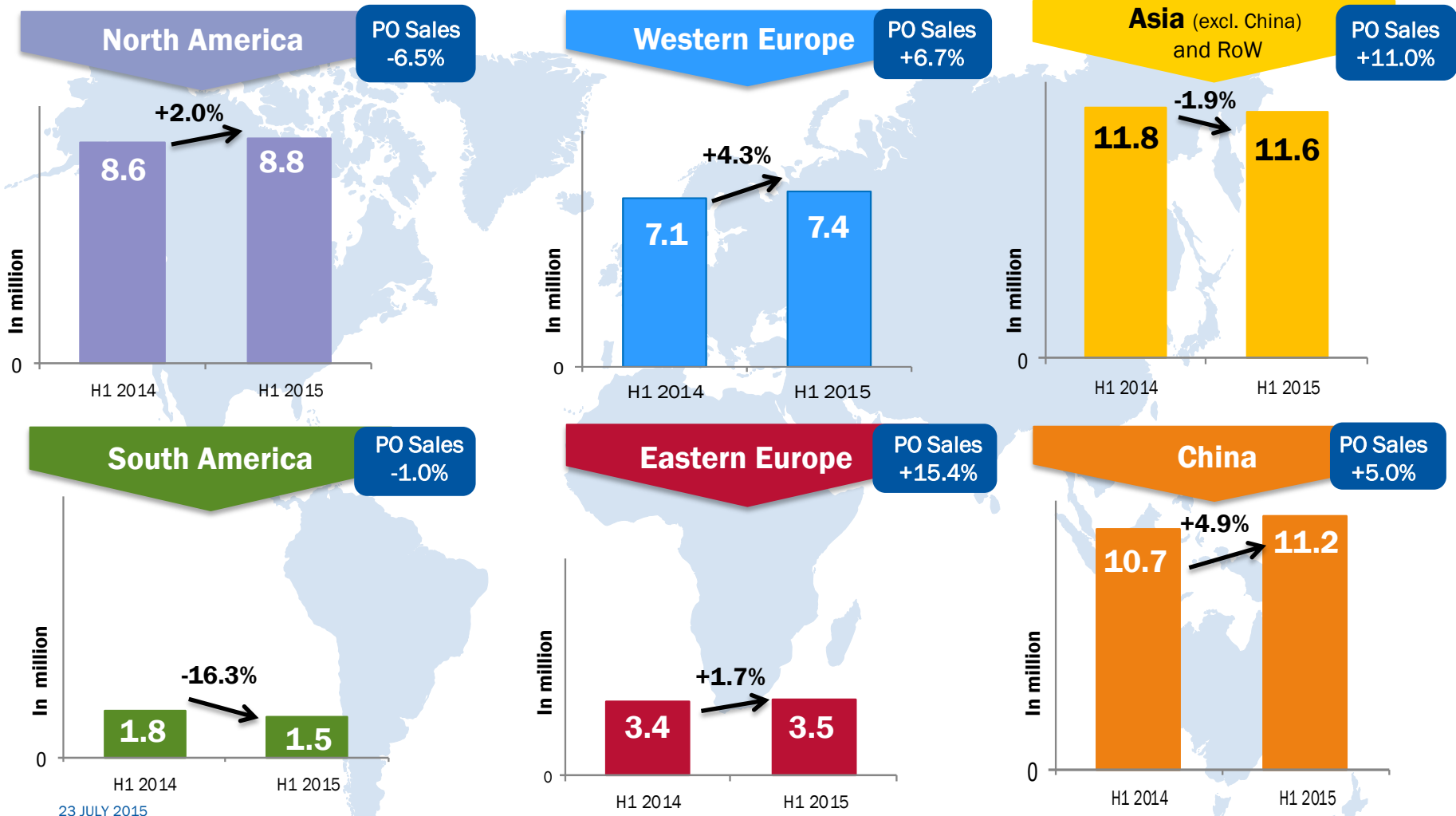
Economic Sales*	:	€2,945 m	+11.8%
Consolidated Sales *	:	€2,474 m	+10.2%
Operating Margin*	:	9.6% of sales	+18.5%
EBITDA*	:	14.0% of sales	+15.1%
Net Profit, group share	:	€142 m	+30.9%
Free Cash Flow	:	€107 m	4.3% of sales
Net Debt	:	€354 m	€-36

* See Glossary p. 34

23 JULY 2015

PO Auto Sales*: +3.5%
 Auto Production: +1.3% → 2.2 points outperformance

H1 2015: 43.9 million of vehicles
 H1 2014: 43.4 million of vehicles → Auto Prod +0.5 M



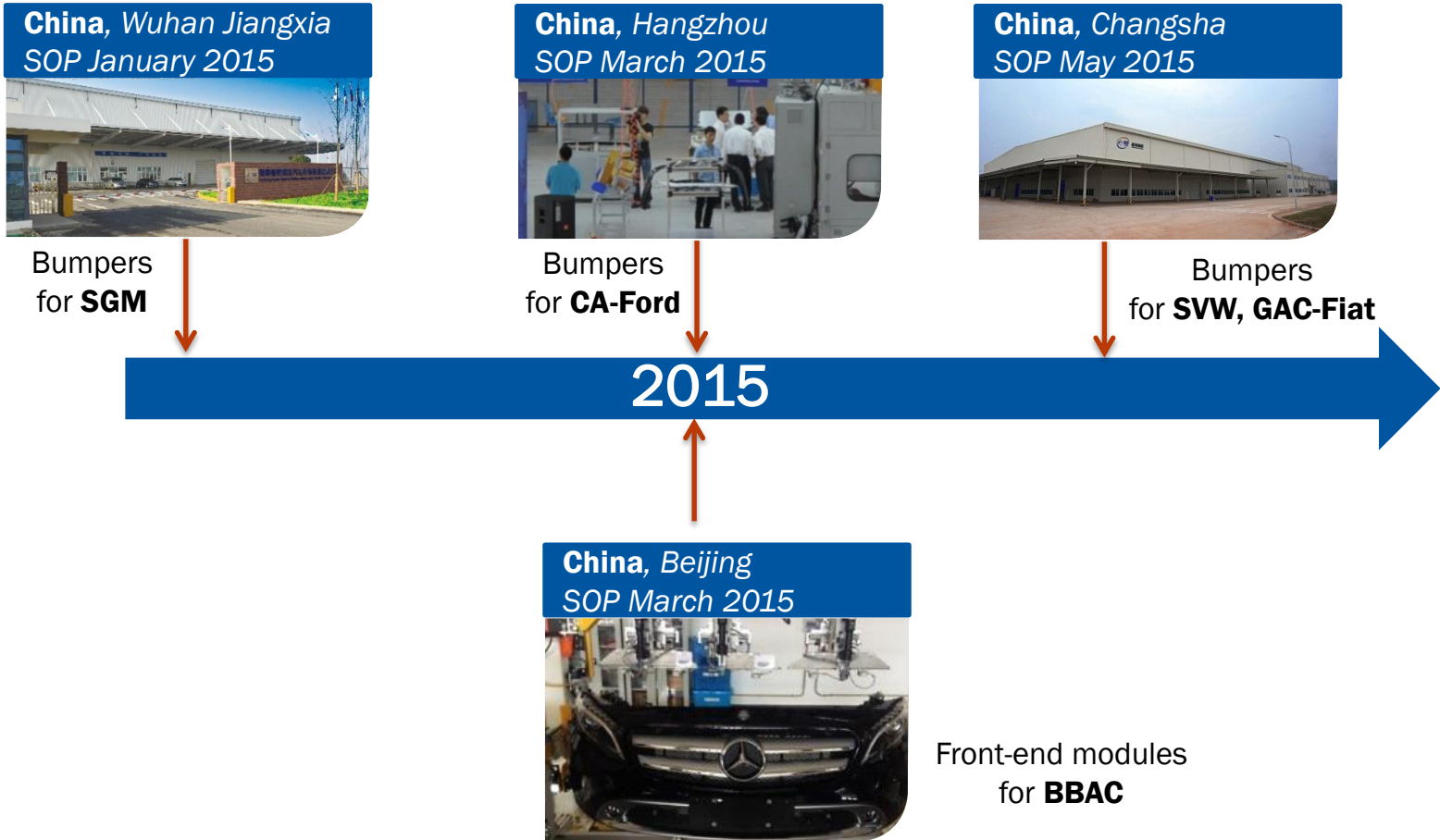
23 JULY 2015

64 Successful Launches during H1 2015



**Half of the launches in Asia
13 launches in innovative products**

4 New plants launched in H1 2015



23 JULY 2015

Operational performance driven by tight cost control, industrial excellence and high plant loading

- An industrial footprint of **115 Plants**, all of them “state of the art”
- **70 new plants built since the year 2000** and **30 divested or closed**



4 Quality Awards

○ TOYOTA

- **“Superior Quality Performance” Award**

- Best quality (fuel systems)



○ VOLKSWAGEN

- **”Global Champion” Award** (exterior parts)



○ PSA

- **“Best Production Plant”:**

- In terms of manufacturing excellence:
Arevalo-Spain, Guichen-France (exterior parts)

- **“Best Plant in Latin America”:**

- In terms of quality logistics and competitive performance: Taubate-Brazil (exterior parts)

PSA PEUGEOT CITROËN



Guichen, France



Arevalo, Spain

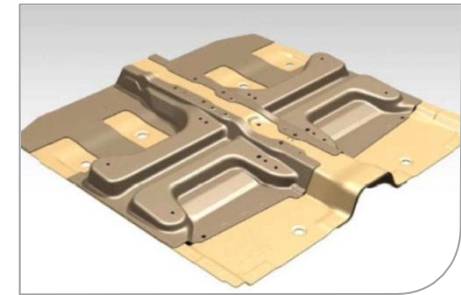


Taubate, Brazil

- TWO INNOVATION AWARDS RECEIVED FROM JEC COMPOSITES

- **Thermosetting resin floor reinforced with fiberglass**

- From 30 to 4 main components, **weight reduction of 8 kg**
- Developed with PSA
- Objective: SOP 2020



- **Front Impact Beam combining fiberglass and carbon fiber**

- **Weight reduction of 4 kg (-43%)**
- Developed with Hyundai
- Objective: SOP 2017



○ GLOBAL AWARDS

● Daimler

- MFA2 platform: fuel systems in **Europe, North America, China** – SOP: 2018

➔ **1 new plant in Mexico in 2016**

- New Sprinter : fuel systems in **Europe, North & South America**
SOP: mid 2018

Mercedes CLA



New Sprinter, Daimler



○ GLOBAL AWARDS

● Volvo

- SPA platform, first vehicle new XC 90:
Composite fender carriers in **Europe, China**
SOP: from 2015 to 2017

XC 90, Volvo



● Volvo-Geely

- CMA platform:
Fuel System in **Europe, China**
SOP: from 2017 to 2019

○ REGIONAL AWARDS

● General Motors

- Bumpers for Chevy Equinox & GMC Terrain in **Mexico**, SOP: mid 2017

● Daimler

- Bumpers & Exterior Trim for two new programs on MFA2 platform in **Mexico**, SOP: mid 2018 & 2019

➔ **1 new plant in Mexico in 2017**

● Suzuki

- Fuel System for a new vehicle in **India** – SOP: 2017

➔ **1 new plant in Gujarat, India in 2017**



○ NEW PRODUCT LINES

● Renault Nissan

- SCR systems

● General Motors

- New SCR systems in US & Mexico



○ FRANCE

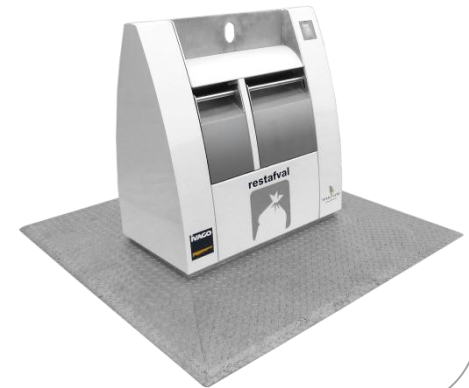
- **Paris: 240 garbage trucks with on-board management system 6-year contract**
- **Bordeaux: 140,000 wheelie bins 4-year contract – supply & maintenance**
- **Orléans: 30,000 wheelie bins 3-year contract**



○ BELGIUM

- **Gent: 225 underground containers with access control & management system**

Underground containers in Belgium

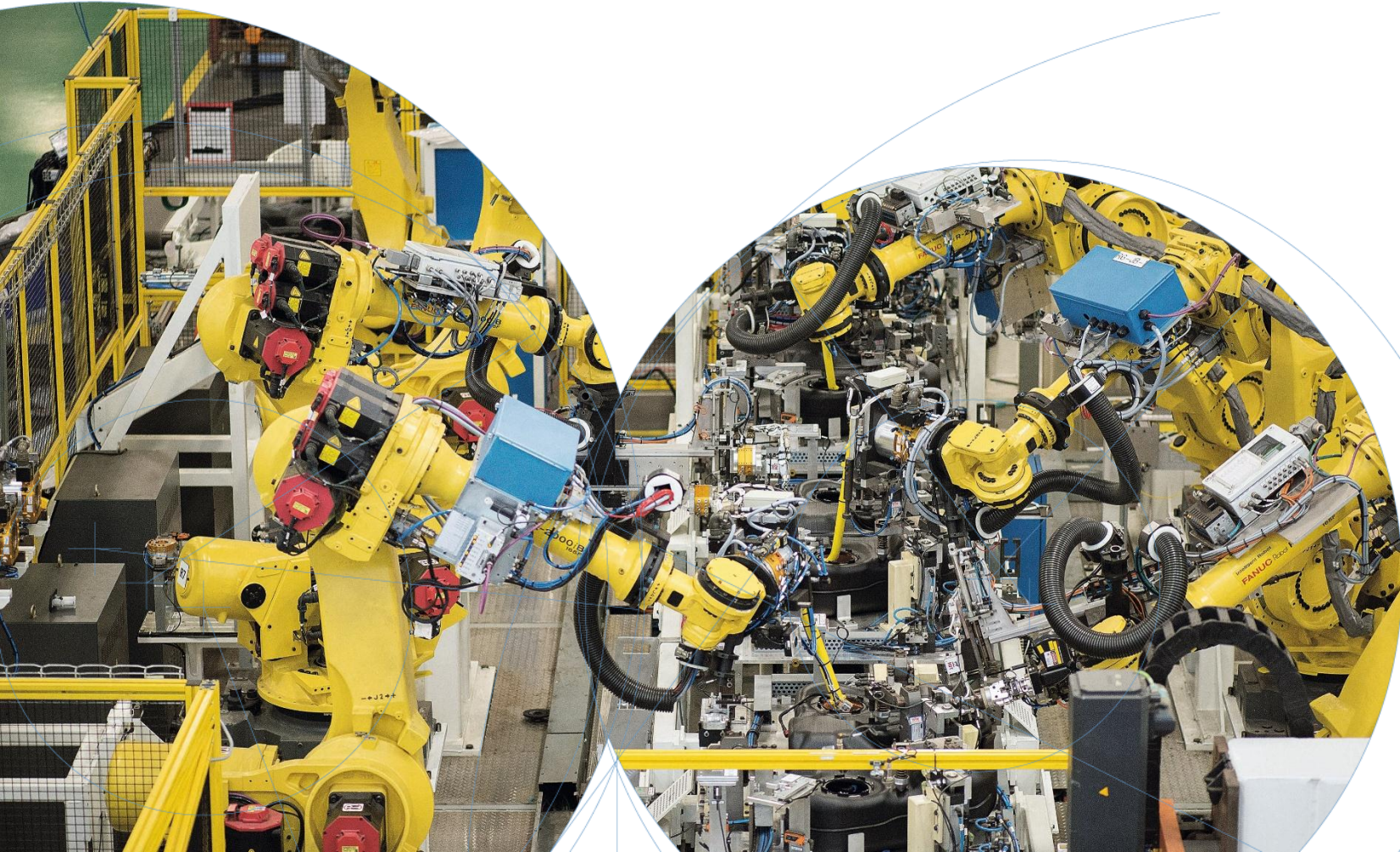


○ GERMANY

- **Ravensburg: 200,000 wheelie bins with RFID chip**

2015 Interim results

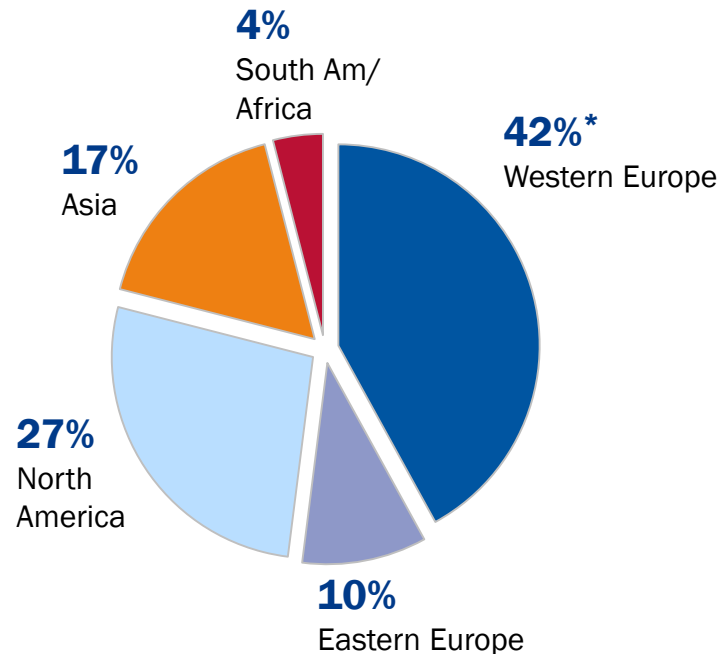
1,075 robots in use worldwide at Plastic Omnium



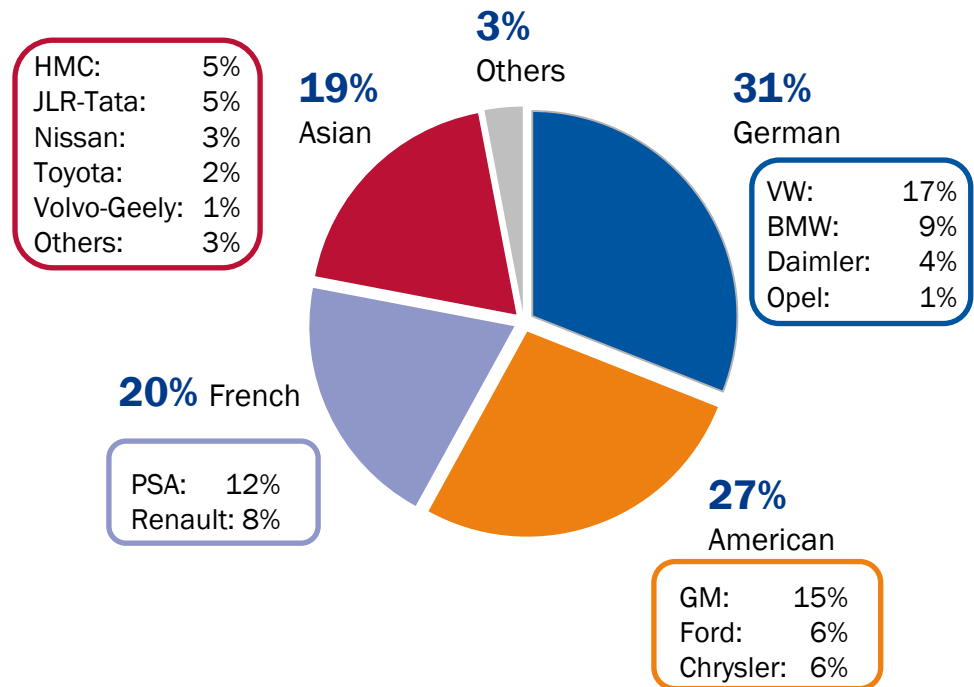
H1 2015 Economic Sales by business

In €m	H1 2014	% sales	H1 2015	% sales	Δ in %	Δ at constant perimeter & exchange rate
Automotive	2,428.8	92%	2,753.0	93%	+13.3%	+3.5%
Environment	206.8	8%	192.3	7%	-7.0%	-3.7%
Economic Sales	2,635.6	100%	2,945.3	100%	+11.8%	+3.0%

By region



By customer



* France : 10.7% for PO Auto

H1 2015 Profitability by division

In €m	H1 2014	% sales	H1 2015	% sales	△ in %
Economic sales	2,635.6		2,945.3		+11.8%
Consolidated sales	2,246.3	100%	2,474.3	100%	+10.2%
<i>Automotive</i>	2,048.6	91%	2,282.0	92%	+11.4%
<i>Environment</i>	197.7	9%	192.3	8%	-2.7%
EBITDA	301.4	13.4%	346.9	14.0%	+15.1%
<i>Automotive</i>	282.0	13.8%	328.6	14.4%	+16.5%
<i>Environment</i>	19.4	9.8%	18.3	9.5%	-5.7%
Operating Margin	200.3	8.9%	237.3	9.6%	+18.5%
<i>Automotive</i>	187.8	9.2%	226.2	9.9%	+20.4%
<i>Environment</i>	12.5	6.3%	11.1	5.8%	-11.2%

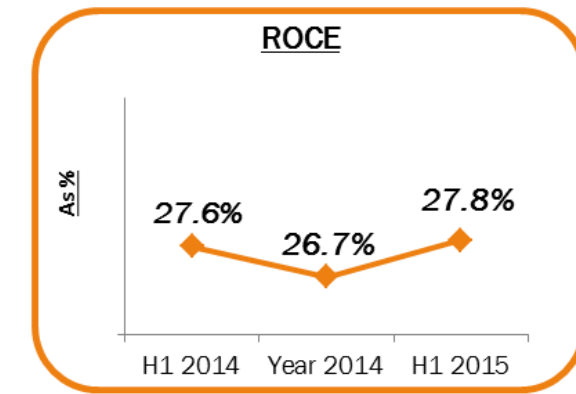
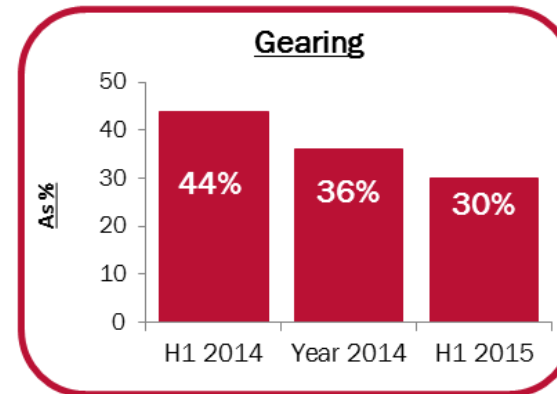
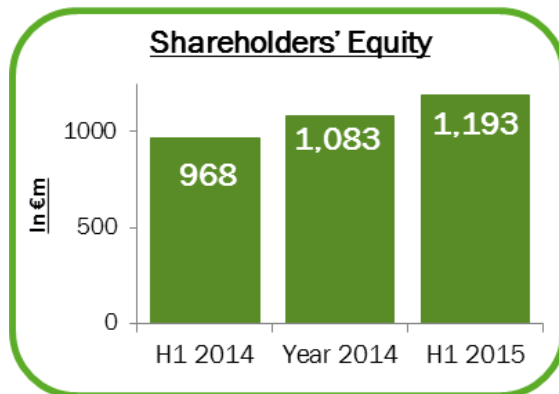
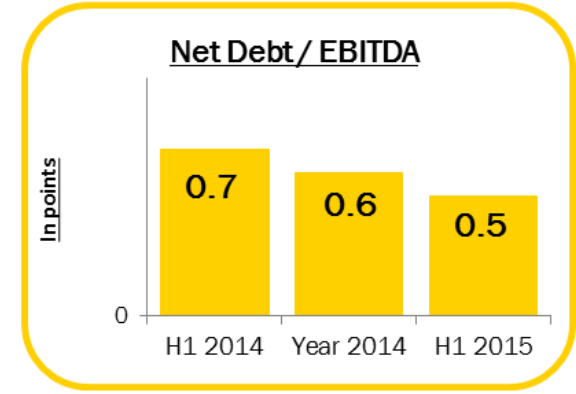
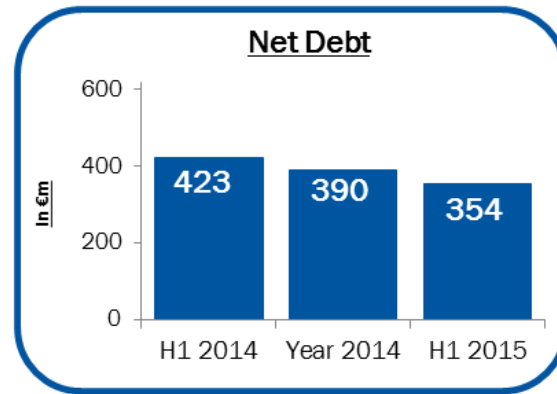
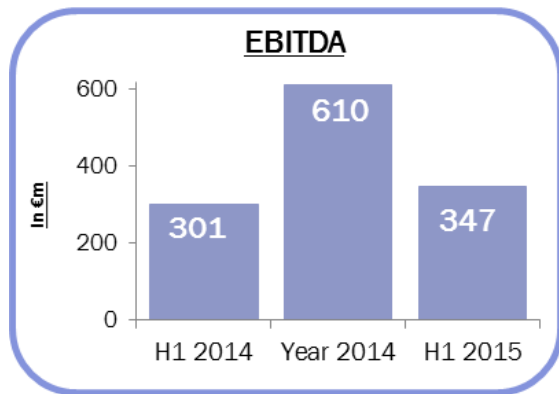
H1 2015 Profit & Loss account

in €m	H1 2014	H1 2015	Δ in %
Consolidated sales	2,246.3	2,474.3	+10.2%
Operating margin	200.3	237.3	+18.5%
<i>In % of sales</i>	8.9%	9.6%	
EBITDA	301.4	346.9	+15.1%
<i>In % of sales</i>	13.4%	14.0%	
Other operating expenses	-22.3	-24.3	
Financial expenses	-32.2	-26.5	
<i>In % of sales</i>	-1.4%	-1.1%	
Income Tax	-33.7	-41.9	
Net Result	112.2	144.6	+28.9%
<i>In % of sales</i>	5.0%	5.8%	
Net Result - Group Share	108.4	141.8	+30.9%
<i>In % of sales</i>	4.8%	5.7%	

H1 2015 Cash Flow statement

in €m	H1 2014	Year 2014	H1 2015
Sales	2,246	4,437	2,474
Net Debt (beginning of the period)	-410	-410	-390
Net Operating Cash Flow	290	555	321
<i>in % of sales</i>	12.9%	12.5%	13.0%
Taxes & Net Financial Interest paid	-63	-129	-61
Capex and R&D capitalized	-170	-326	-164
<i>in % of sales</i>	-7.6%	-7.3%	-6.6%
Change in WCR	-25	-17	10
Free Cash Flow	33	83	107
Dividends/Treasury shares	-44	-65	-74
Perimeter/Currency/Other	-2	1	3
Net Debt (end of the period)	-423	-390	-354

H1 2015 Key Financial metrics



Outlook

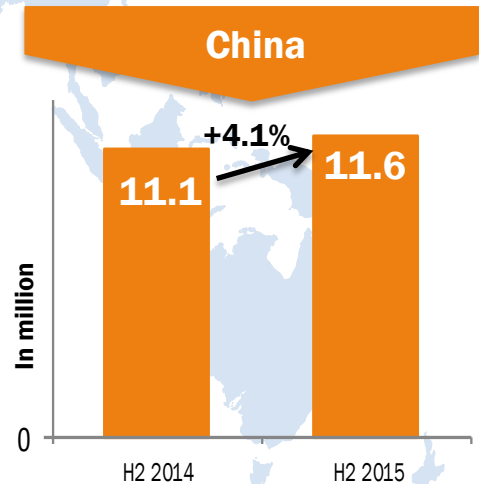
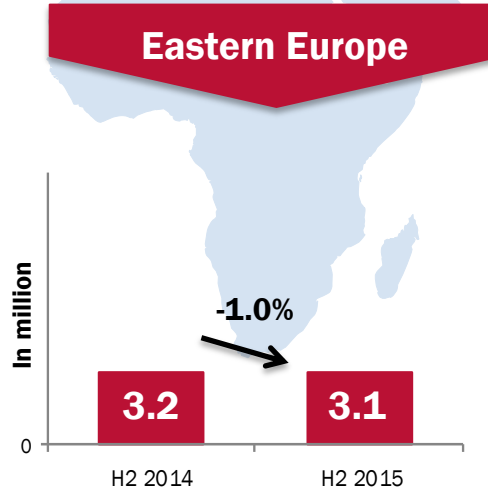
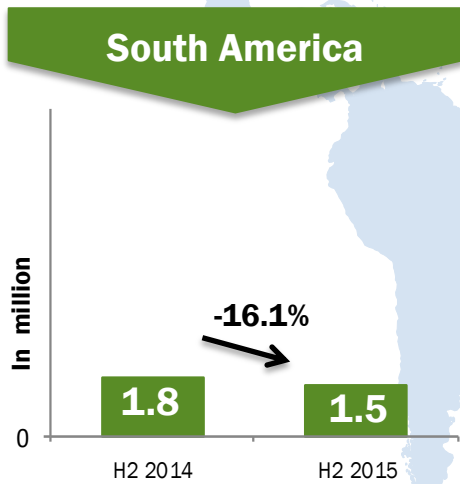
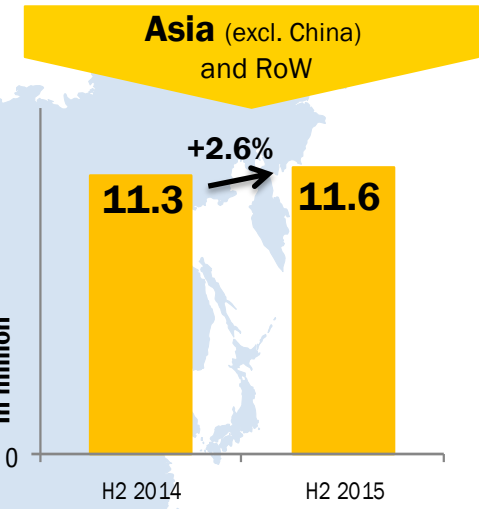
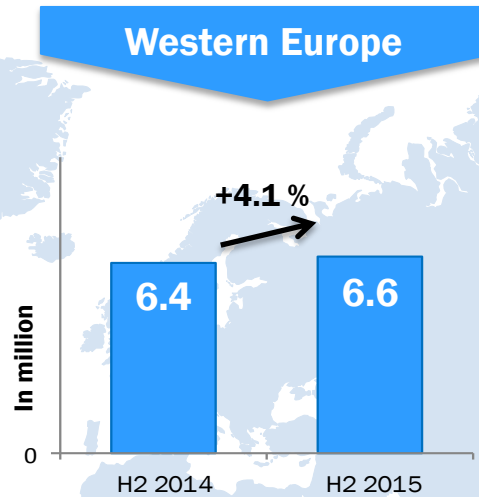
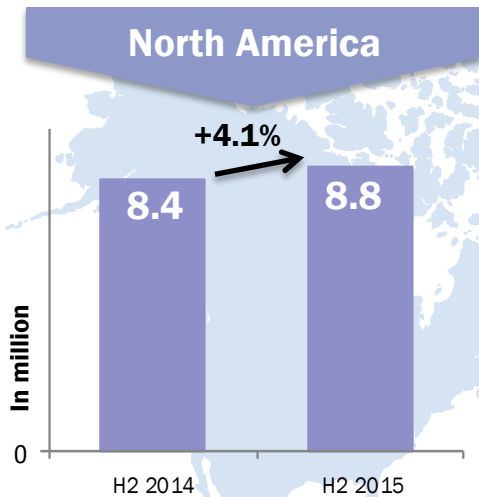


H2 Auto Production: +2.4%

H2 2015: **43.3** million of vehicles

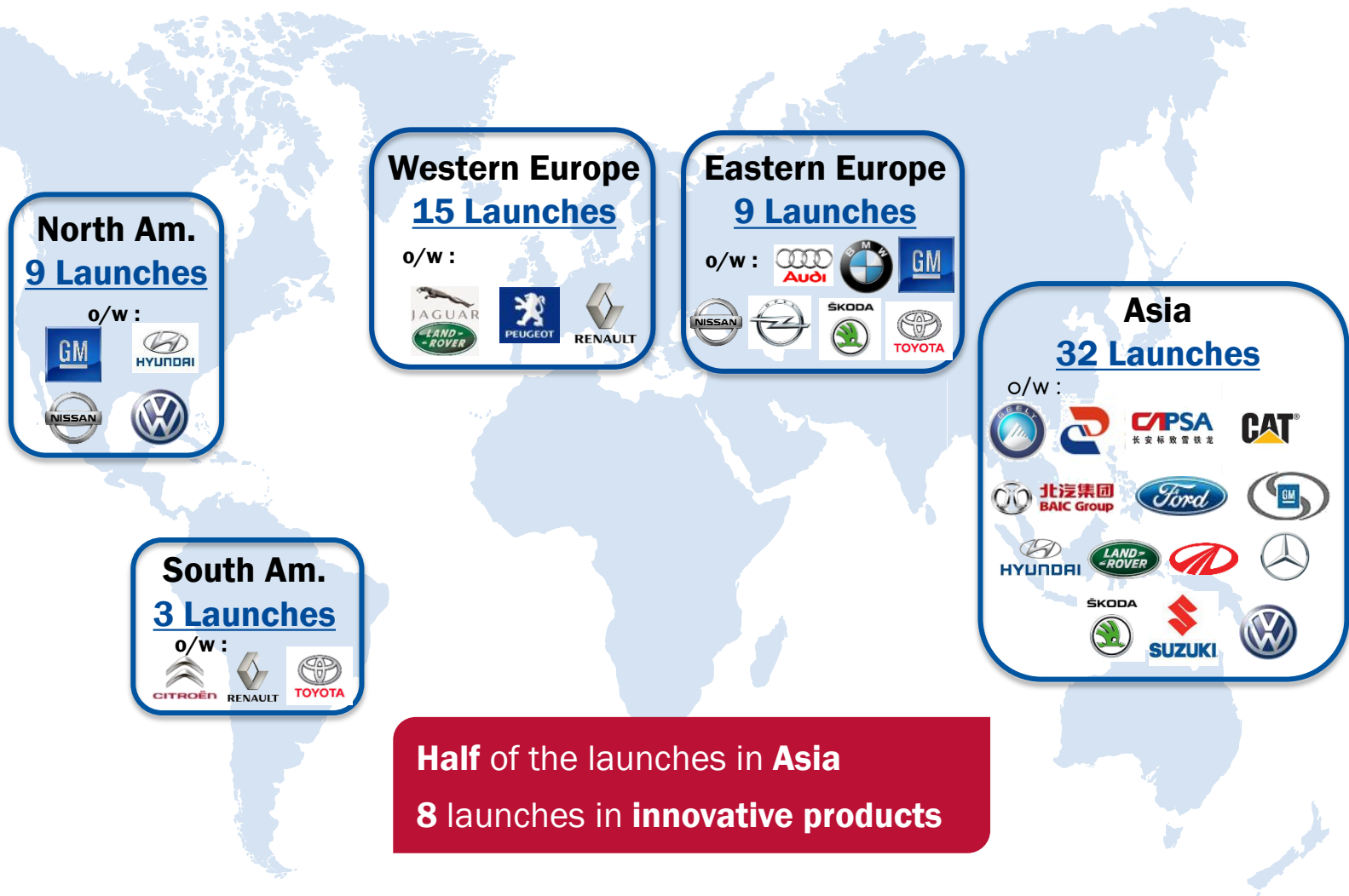
H2 2014: **42.3** million of vehicles

Auto Prod
+1 M

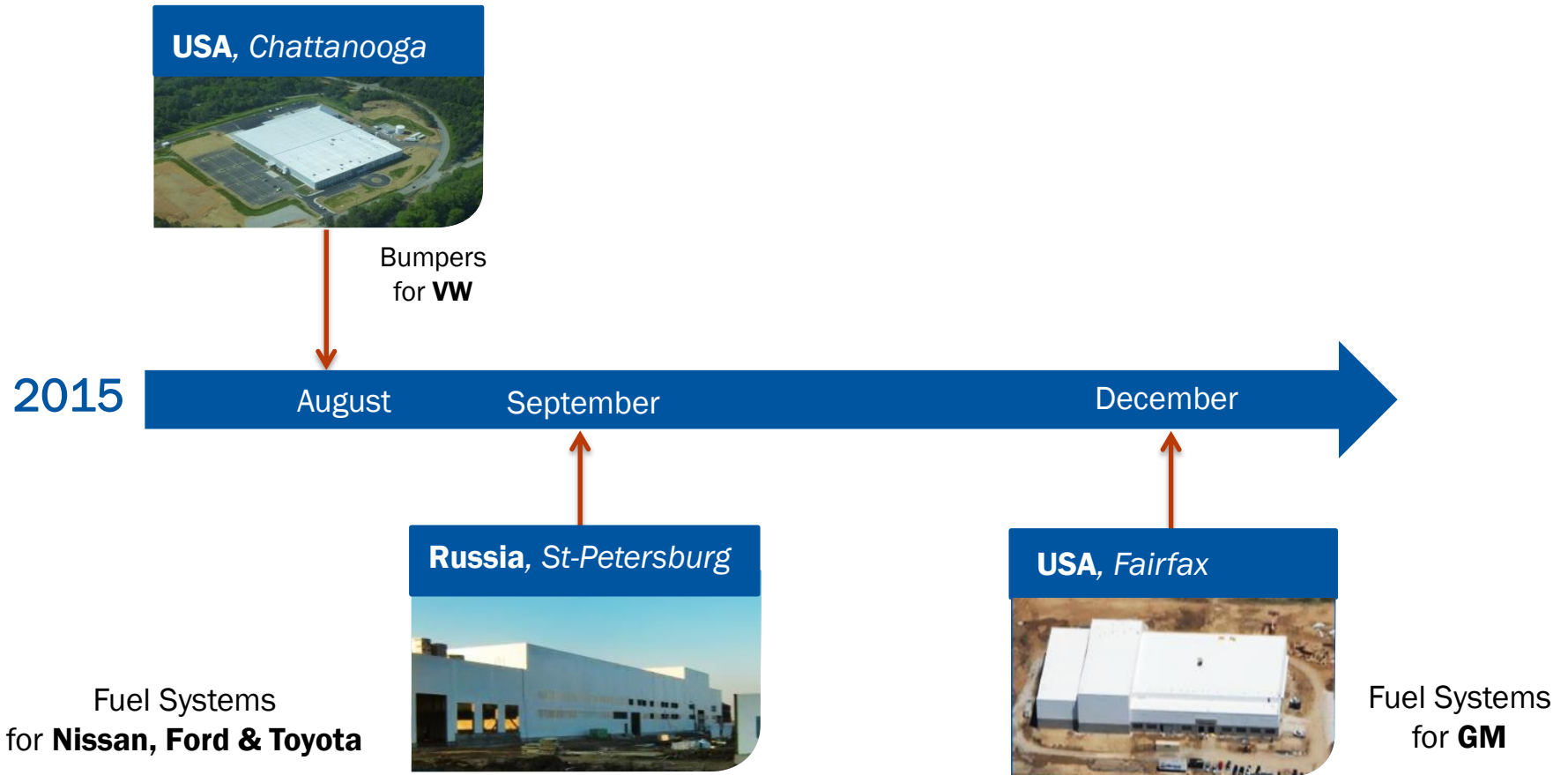


23 JULY 2015

68 Automotive Program launches in H2 2015

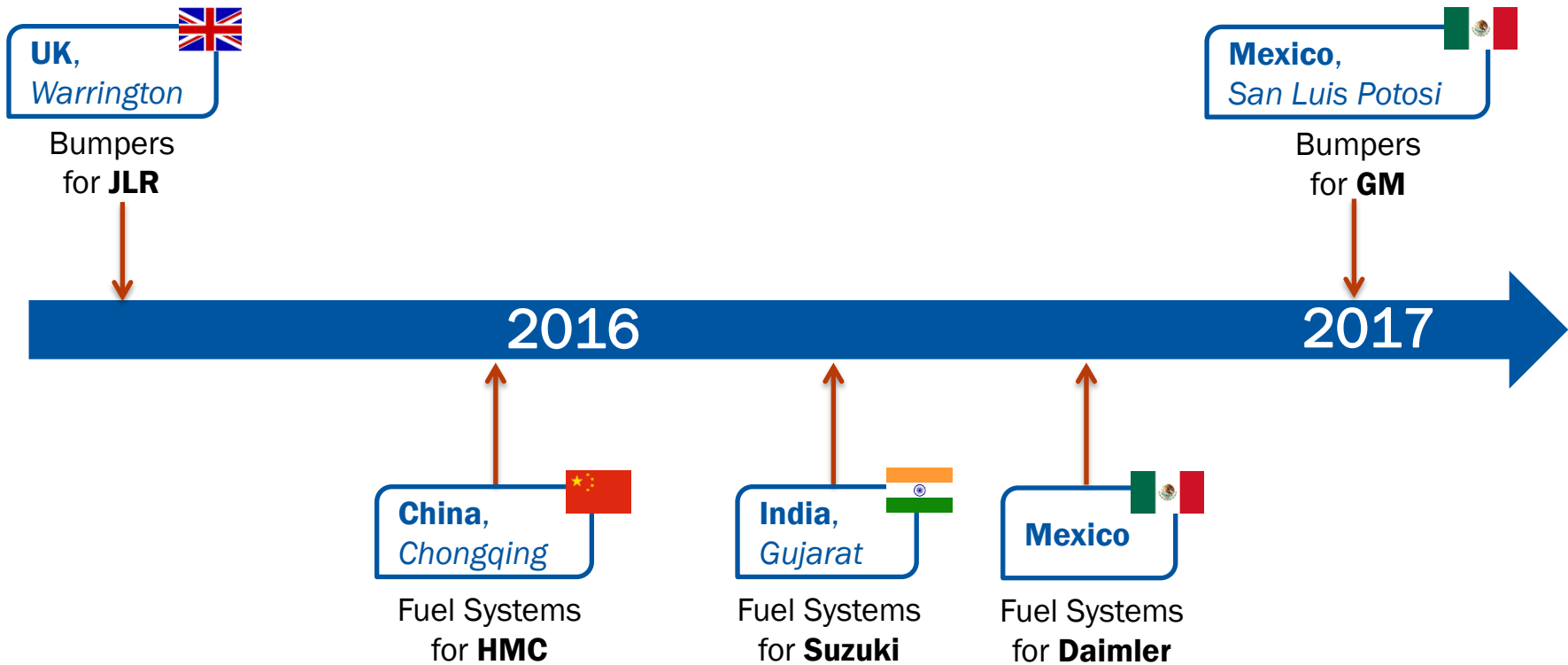


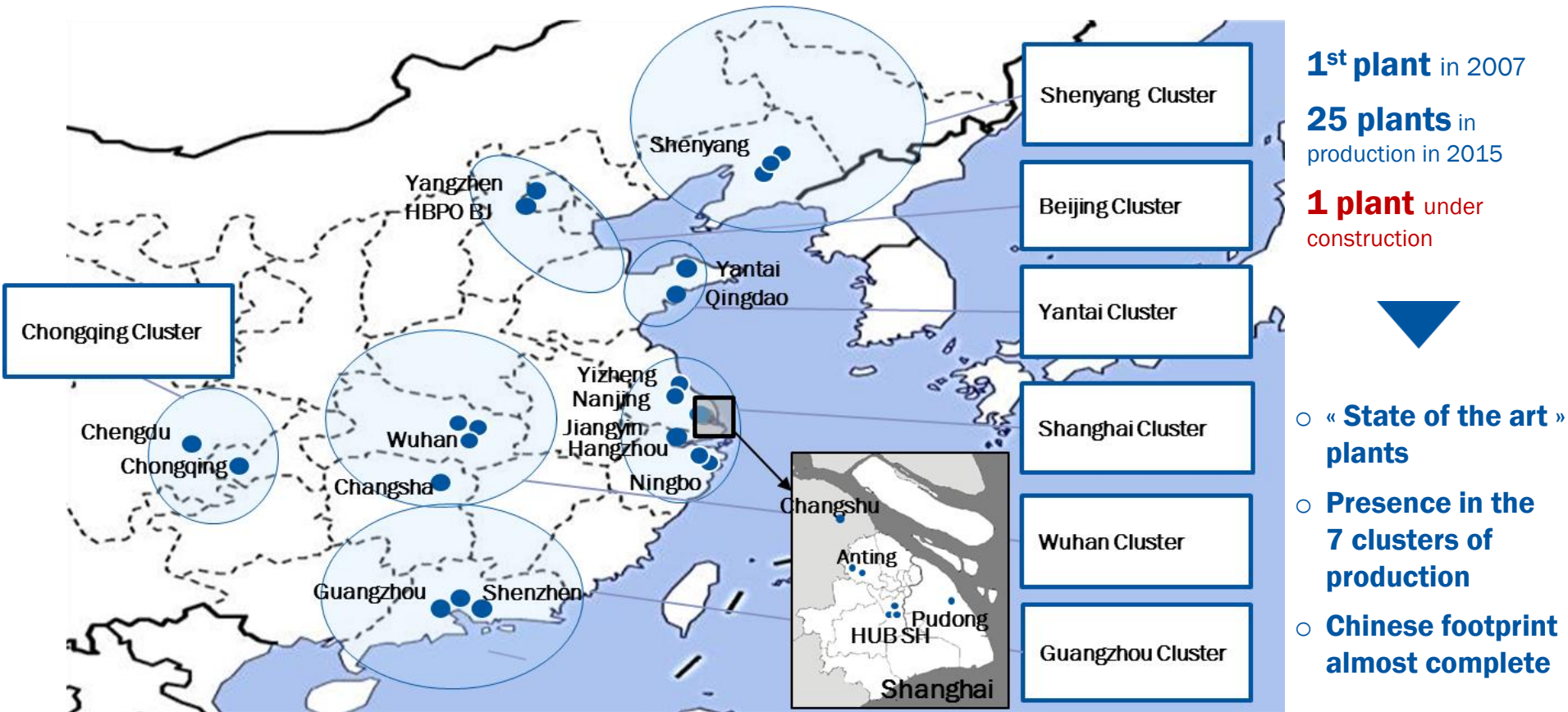
3 New plants will be launched in H2 2015



23 JULY 2015

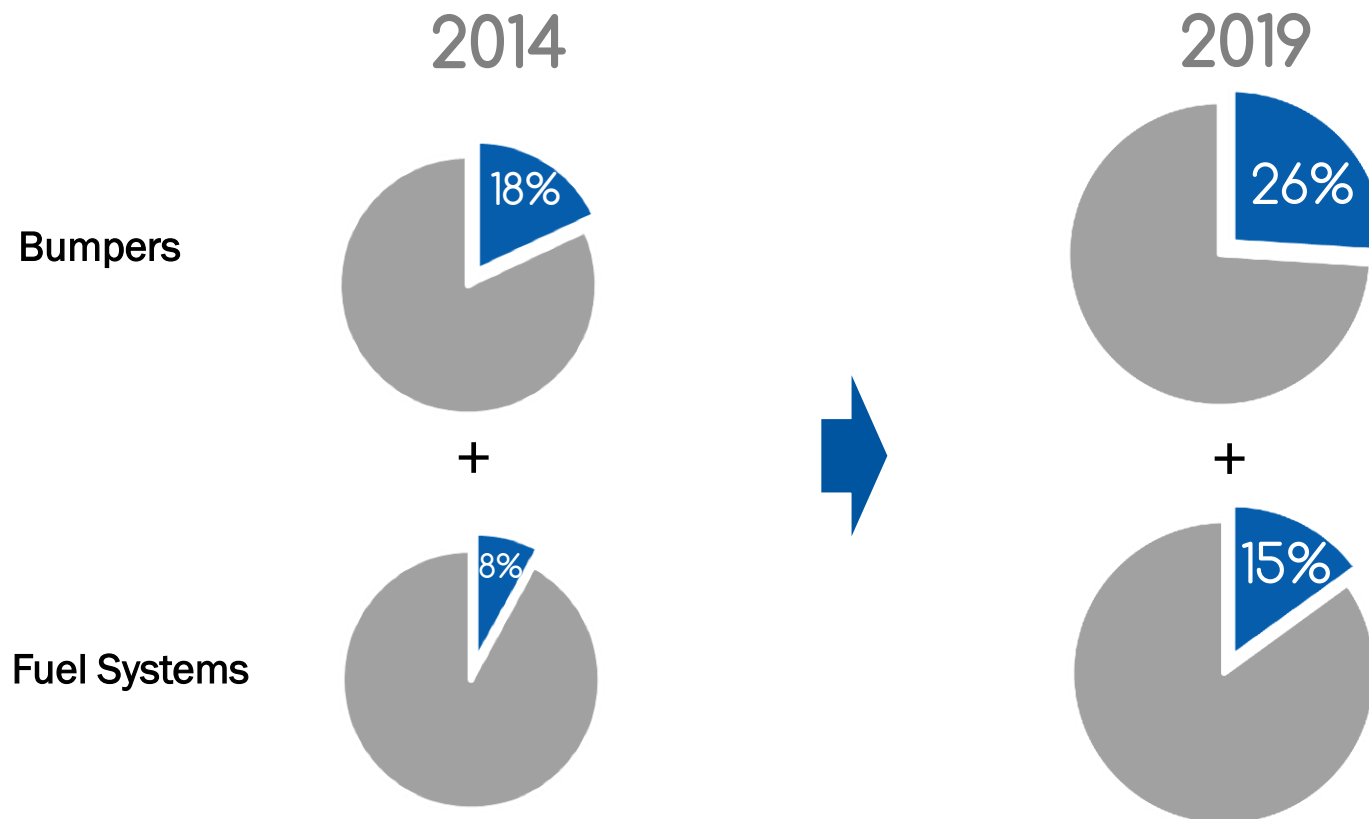
New capacities under construction





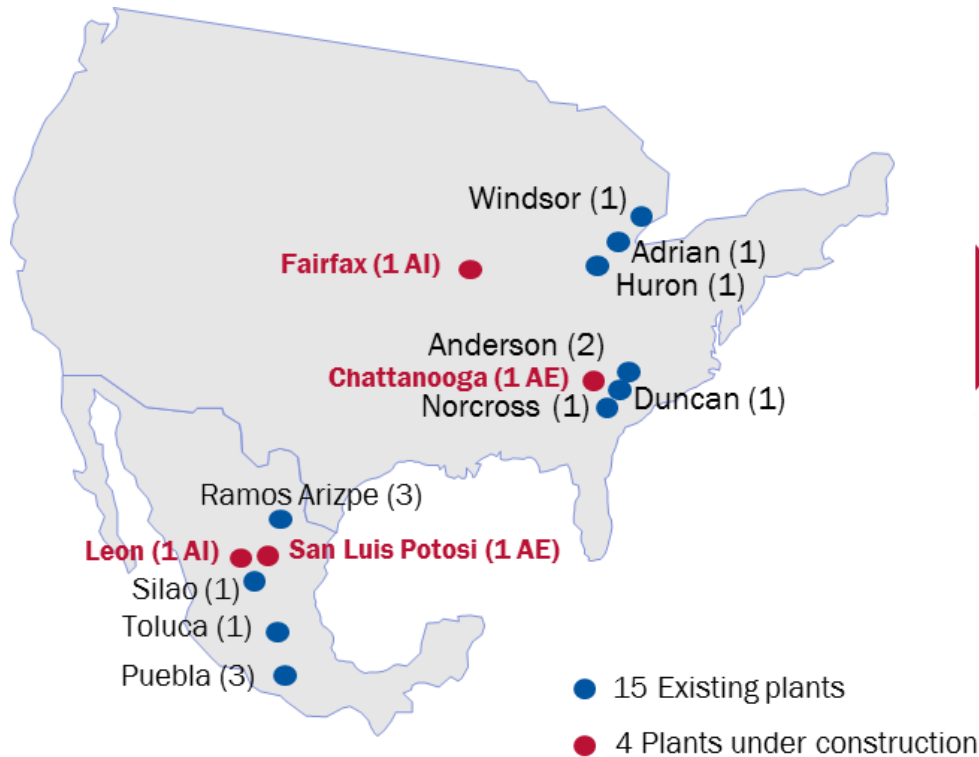
23 JULY 2015

Sharp increase in PO Market share in China



23 JULY 2015

19 automotive plants in North America



4 new plants
Strong outperformance
vs North American production
from **2016 & onwards**

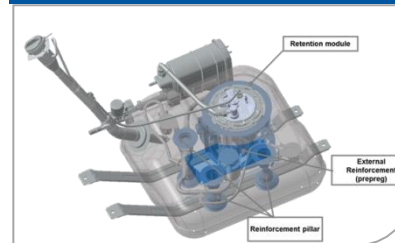
- SCR: from **0.3 M** units in 2014 to **2.3 M** in **2019**

SCR systems



- Hybrid car: **2 orders** for pressurized fuel tanks

INWIN



- Tailgates: **18** programs in **production**, **10** programs in **development**

TAILGATE



- **PO SCR volumes will grow twice as the SCR Market : +€ 500 m in sales**

In €m	2014	2019	
SCR equipped vehicle	1.7	7.1	x 4
PO SCR volume	0.3	2.3	x 8
PO SCR market share	18%	33%	x 2



SCR systems

Orders or Development with **13 carmakers**

SALES GUIDANCE RAISED



€7 Bn in economic sales in 2017, instead of 2018



95% Booked

GLOSSARY

- 1) **Economic sales** corresponds to sales including the share from joint ventures in proportion to the Group's shareholding (BPO, HBPO and YFPO for Plastic Omnium Automotive). It reflects the Group's operational and managerial position.
- 2) In accordance with IFRS 10, 11 and 12, **consolidated sales** does not include the share of revenue from jointly-controlled entities accounted for under the equity method.
- 3) **Operating Margin** corresponds to operating income before other income and expense and includes share in net earnings of equity-accounted companies and amortization of Purchase Price Allocation (PPA)
- 4) **EBITDA** corresponds to Operating Margin before depreciation, amortization and other operating expenses