



PLASTIC OMNIUM

2014 Annual Results

February 25th, 2015

IFRS 10, 11, 12

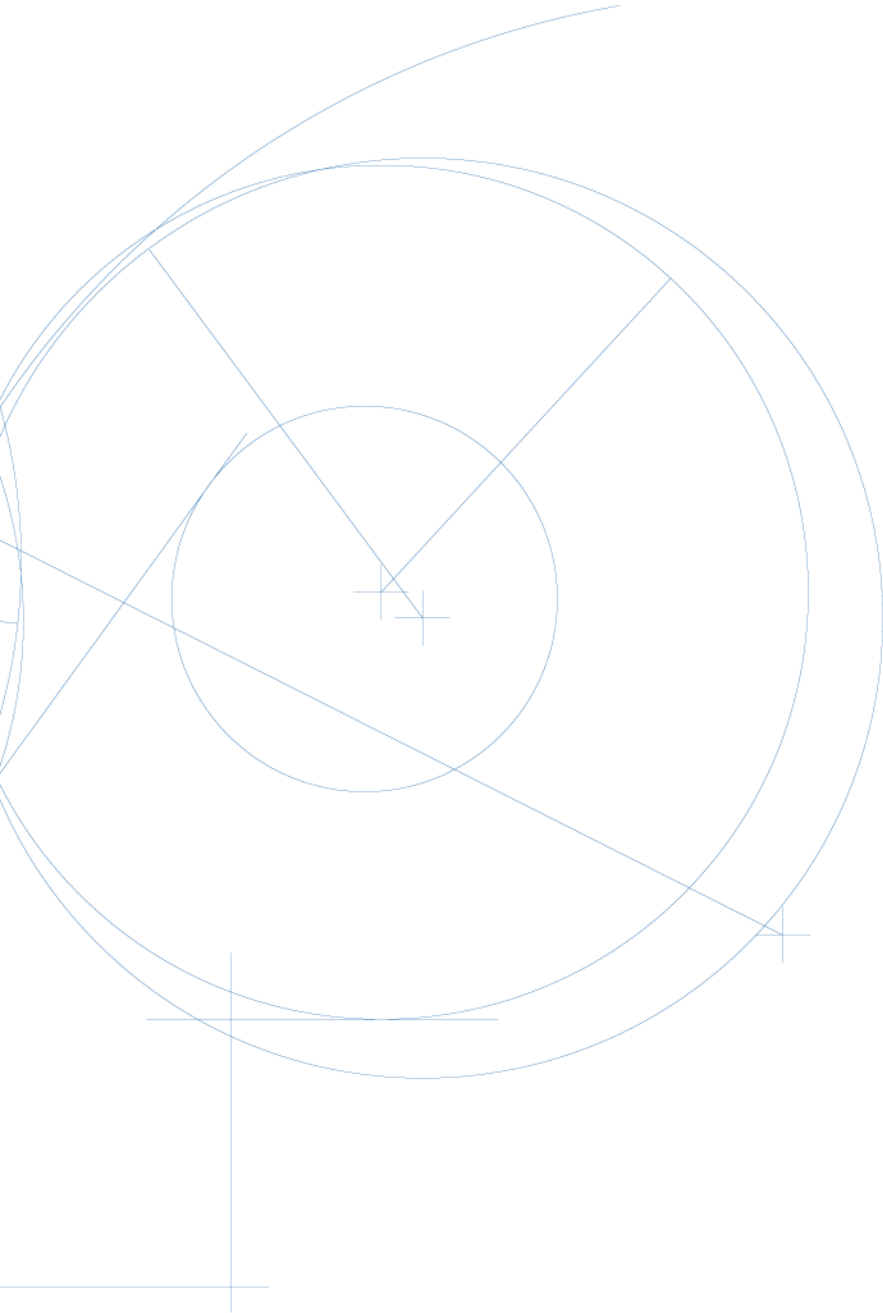
In order to give the accurate picture of the Group's business and operational position, the 2014 financial statements were prepared using the same accounting methods as the 2013 audited consolidated financial statements.

These financial statements, which have been reviewed by the statutory auditors, are used for all the Group's external financial communications and form the basis for the comments in this presentation.

The IFRS financial statements can be found at www.plasticomnium.com

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- 2014 Highlights
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2014 Highlights



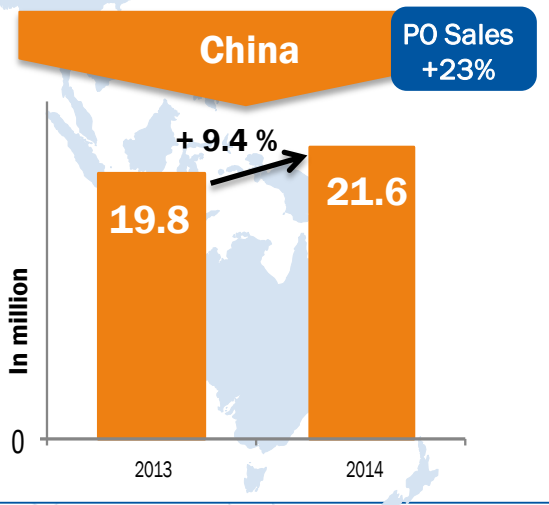
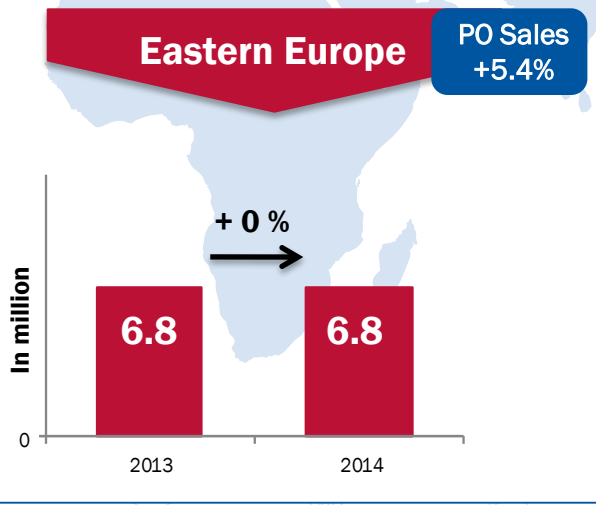
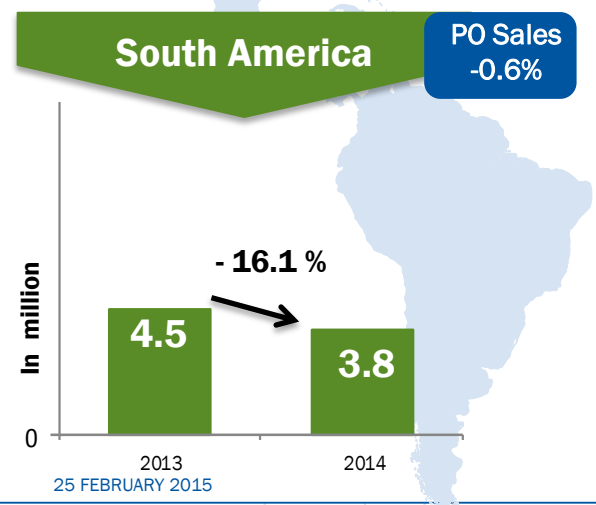
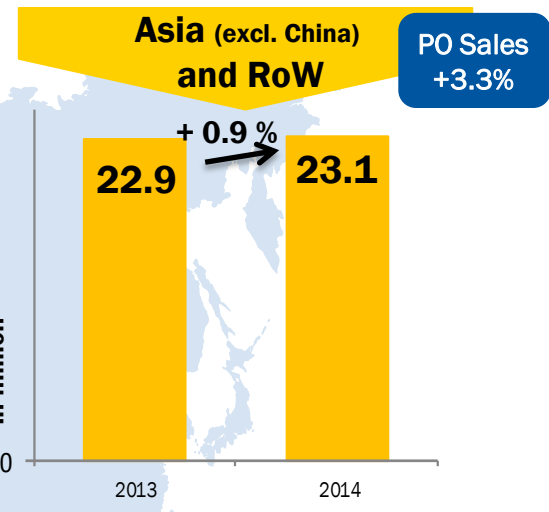
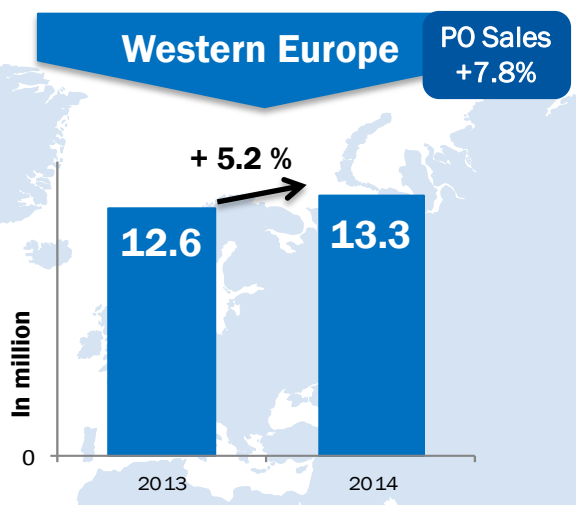
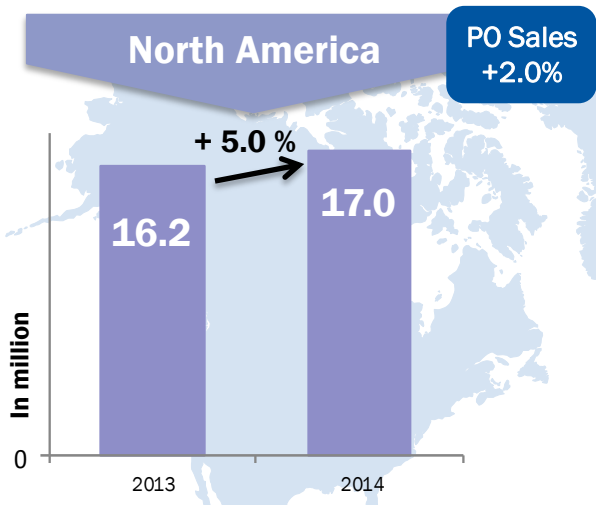
2014 Key metrics

Sales	:	€5,314 m	+3.7%
Operating Margin	:	8.1% of sales	+9.4%
EBITDA	:	12.2% of sales	+8.9%
Net Profit, group share	:	€220 m	+14.1%
Recurring Free Cash Flow	:	€143 m	2.7% of sales
Net Debt	:	€330 m	€ -25m

Outperformance maintained

2014 Auto Production : +2.8 M (+3.3%), PO Auto Sales **+6.1%***

2014 : **85.6** million of vehicles
2013 : **82.8** million of vehicles



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North Am. 12 Launches

o/w :



Western Europe 21 Launches

o/w :



Eastern Europe 7 Launches

o/w :



Asia 58 Launches

o/w :



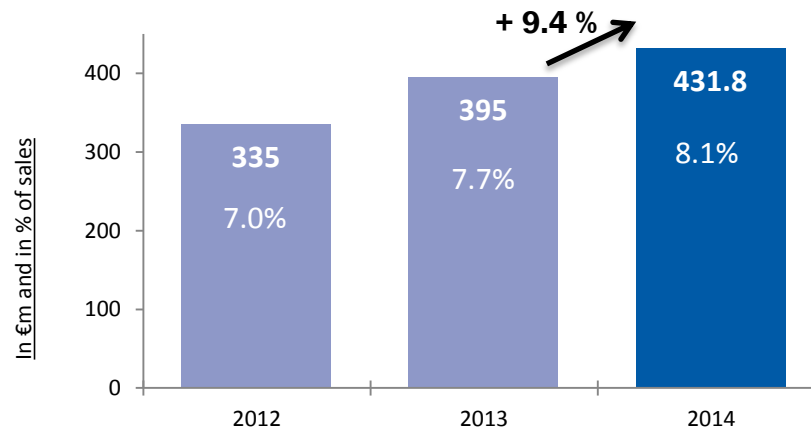
South Am. 4 Launches

o/w :

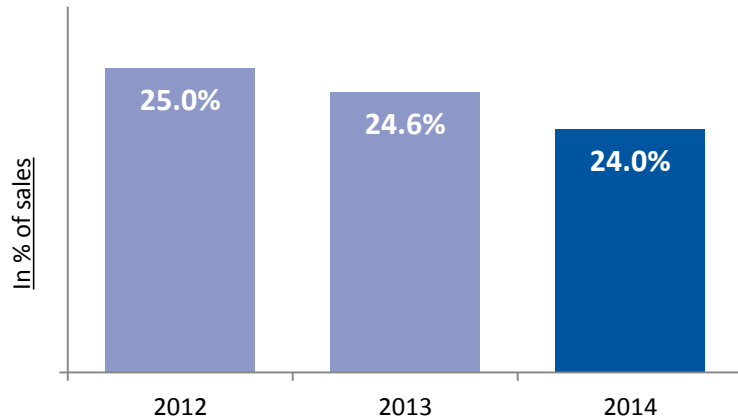


Operational performance driven by high loading and tight cost control

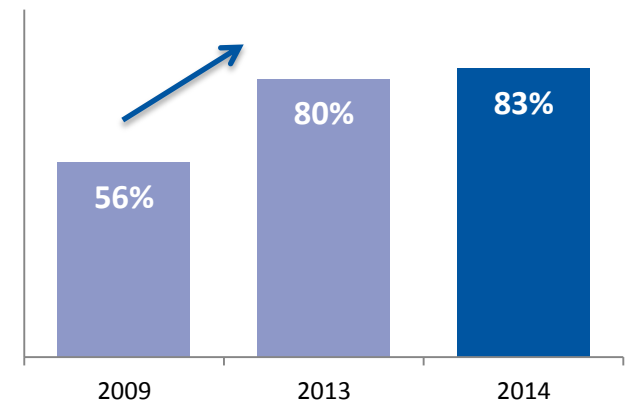
OPERATING MARGIN



PRODUCTION & OVERHEAD COSTS



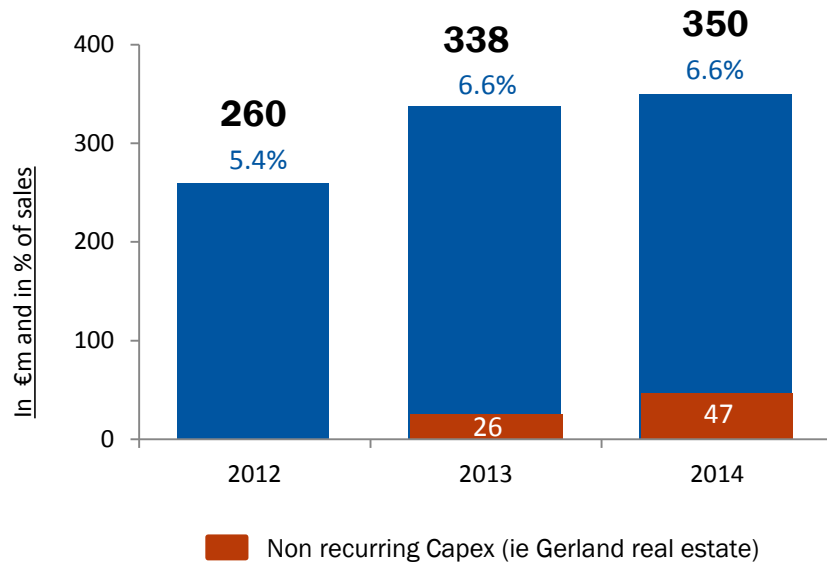
PLANT LOADING %



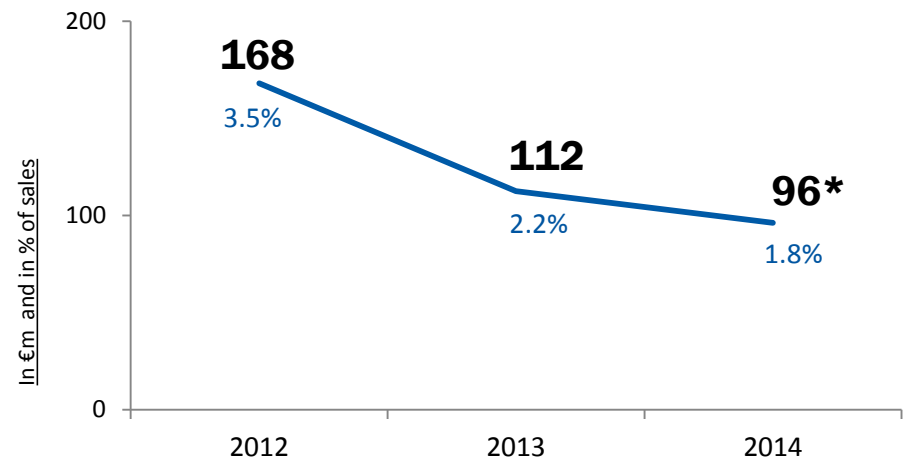
100% = 3 shifts x 5 days a week

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CAPEX AND CAPITALIZED R&D



FREE CASH FLOW



*Recurring FREE CASH FLOW of €143m in 2014
ie excluding Gerland real estate

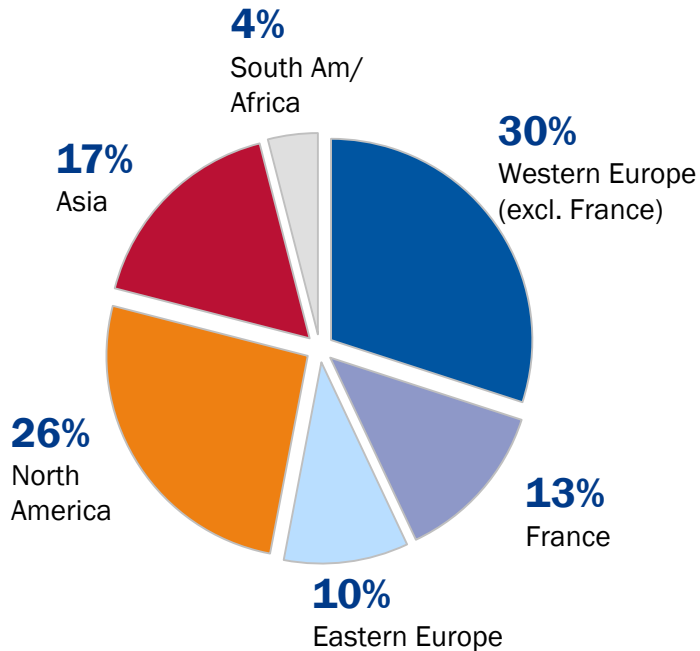
2014 Results



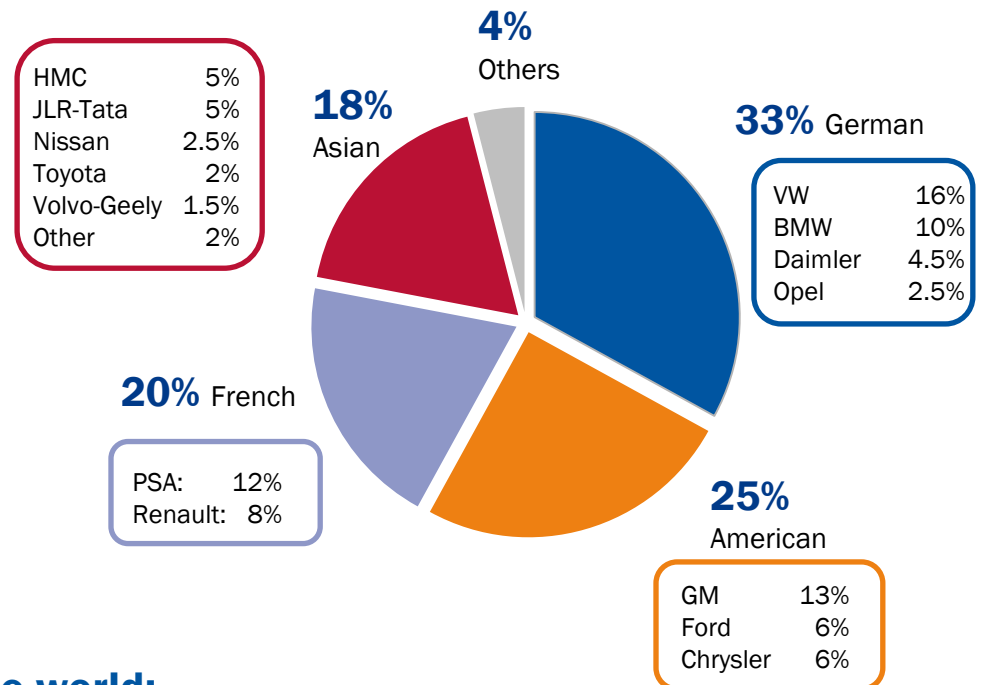
2014 Full Year Sales by business

In €m	2013	2014	Δ in %	Δ at constant exchange rate
Automotive	4,655.2	4,882.4	+4.9%	+6.1%
<i>In % of sales</i>	91%	92%		
Environment	469.3	431.7	-8.0%	-8.1%
<i>In % of sales</i>	9%	8%		
Sales	5,124.5	5,314.1	+3.7%	+4.8%

By region



By customer



• 43 carmakers delivered around the world:



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2014 Profitability by Division

In €m	2013	% sales	2014	% sales	Δ in %
Sales	5,124.5	100%	5,314.1	100%	+3.7%
<i>Automotive</i>	4,655.2	91%	4,882.4	92%	+4.9%
<i>Environment</i>	469.3	9%	431.7	8%	-8.0%
EBITDA	596.1	11.6%	649.1	12.2%	+8.9%
<i>Automotive</i>	552.0	11.9%	603.0	12.4%	+9.2%
<i>Environment</i>	44.1	9.4%	46.1	10.7%	+4.5%
Operating Margin	394.6	7.7%	431.8	8.1%	+9,4%
<i>Automotive</i>	369.9	7.9%	401.7	8.2%	+8.6%
<i>Environment</i>	24.7	5.3%	30.1	7.0%	+21.9%

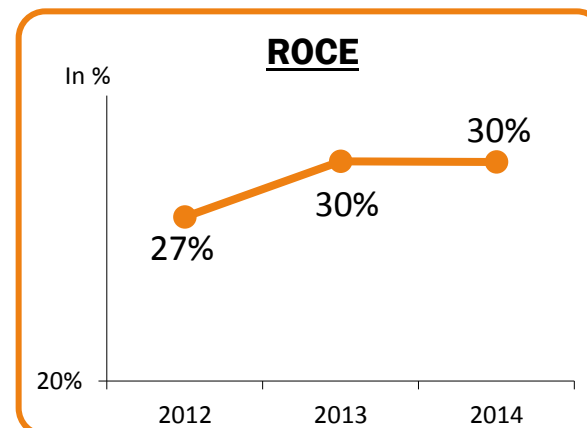
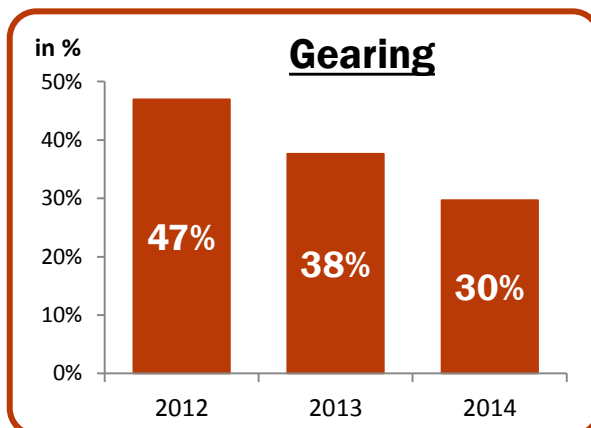
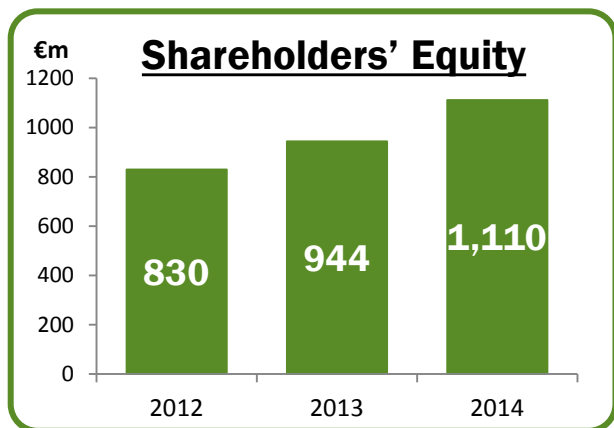
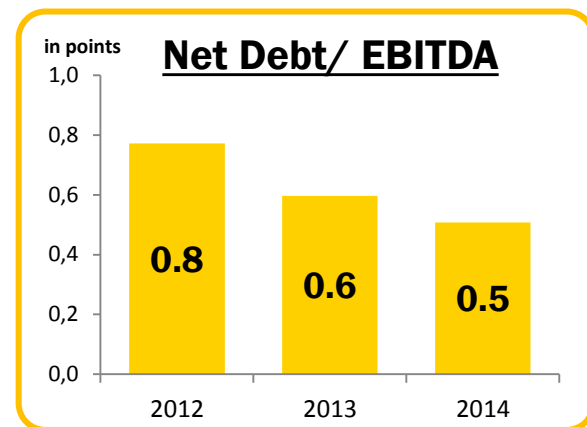
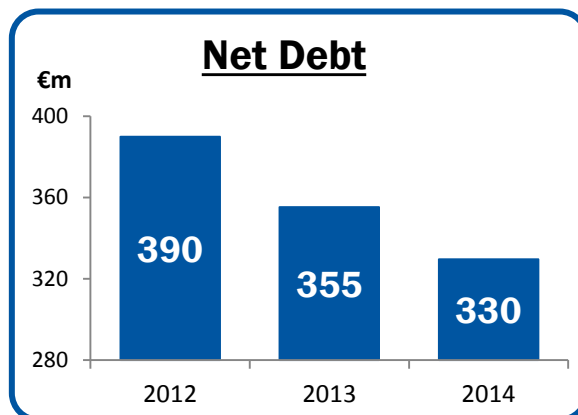
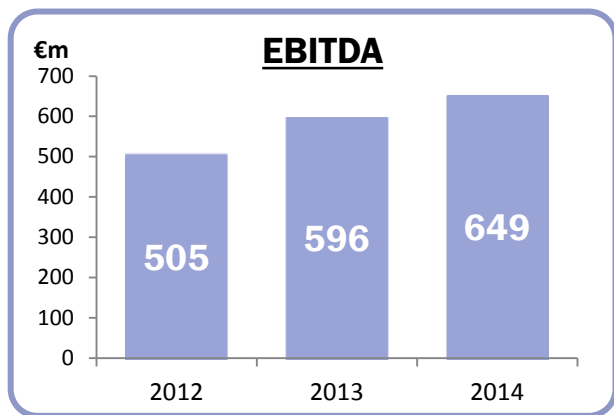
2014 Profit & Loss account

in €m	2013	2014	Δ in %
Sales	5,124.5	5,314.1	+3.7%
Operating Margin	394.6	431.8	+9.4%
<i>In % of sales</i>	7.7%	8.1%	
Other operating income (expenses), PPA, Associates,...	-59.7	-58.3	
Financial expenses	-57.7	-62.2	
<i>In % of sales</i>	-1.1%	-1.2%	
Income Tax	-69.2	-73.9	
Net Result	208.0	237.4	+14.1%
<i>In % of sales</i>	4.1%	4.5%	
Net Result - Group Share	193.2	220.4	+14.1%
<i>In % of sales</i>	3.8%	4.1%	

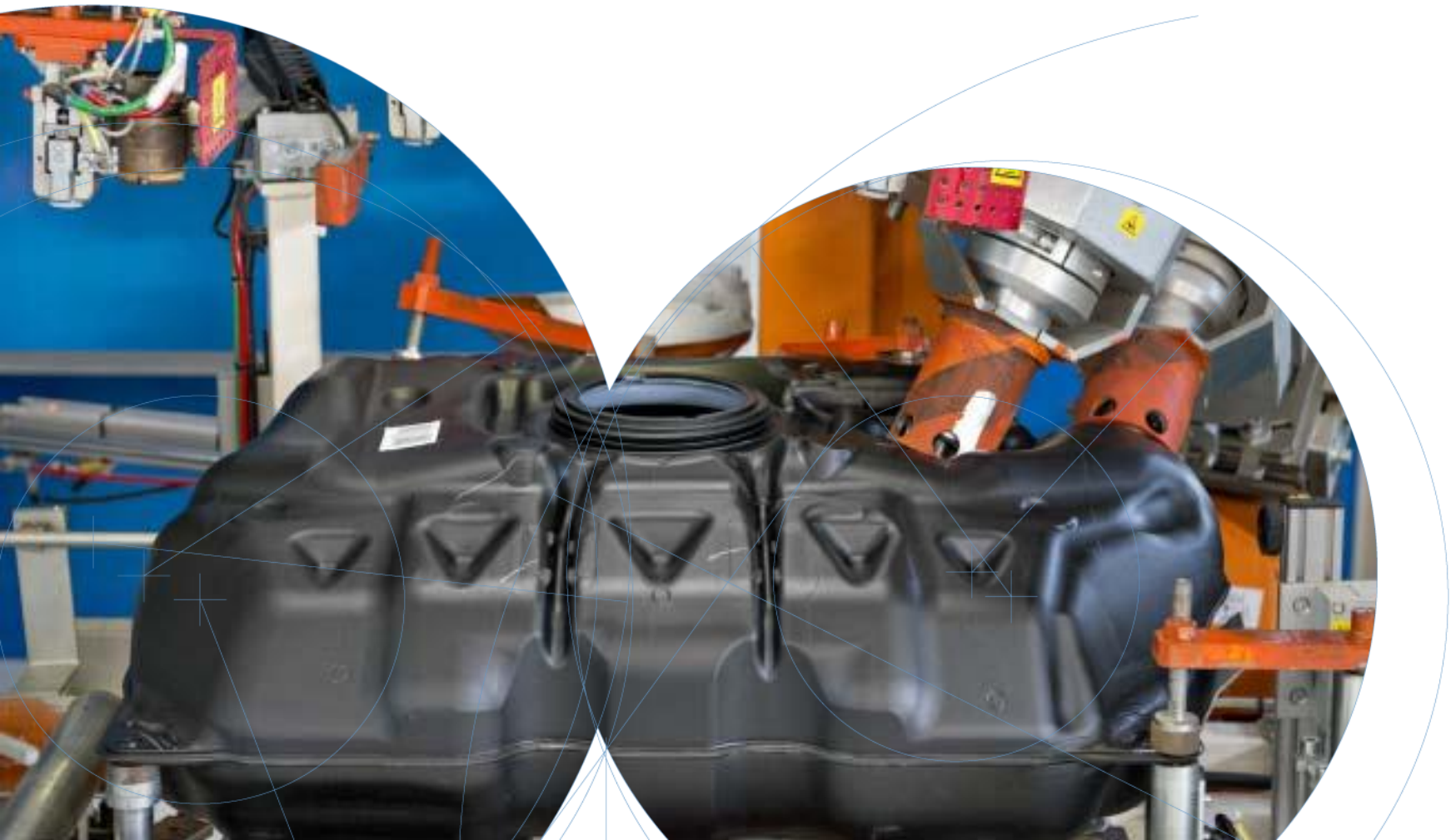
2014 Cash Flow statement

in €m	2013	2014
Sales	5,125	5,314
Net Debt (beginning of the period)	-390	-355
Net Operating Cash Flow	537	607
<i>in % of sales</i>	10.5%	11.4%
Taxes & Net Financial Interest paid	-115	-140
Capex and R&D capitalized*	-338	-350
<i>in % of sales</i>	-6.6%	-6.6%
Change in WCR	28	-21
Free Cash Flow	112	96
Dividends	-42	-58
(Acquisition)/Disposal of Treasury Shares	-15	-14
Perimeter/Currency/Other	-20	1
Net Debt (end of the period)	-355	-330
* including Gerland real estate	-26	-47

2014 Key Financial metrics



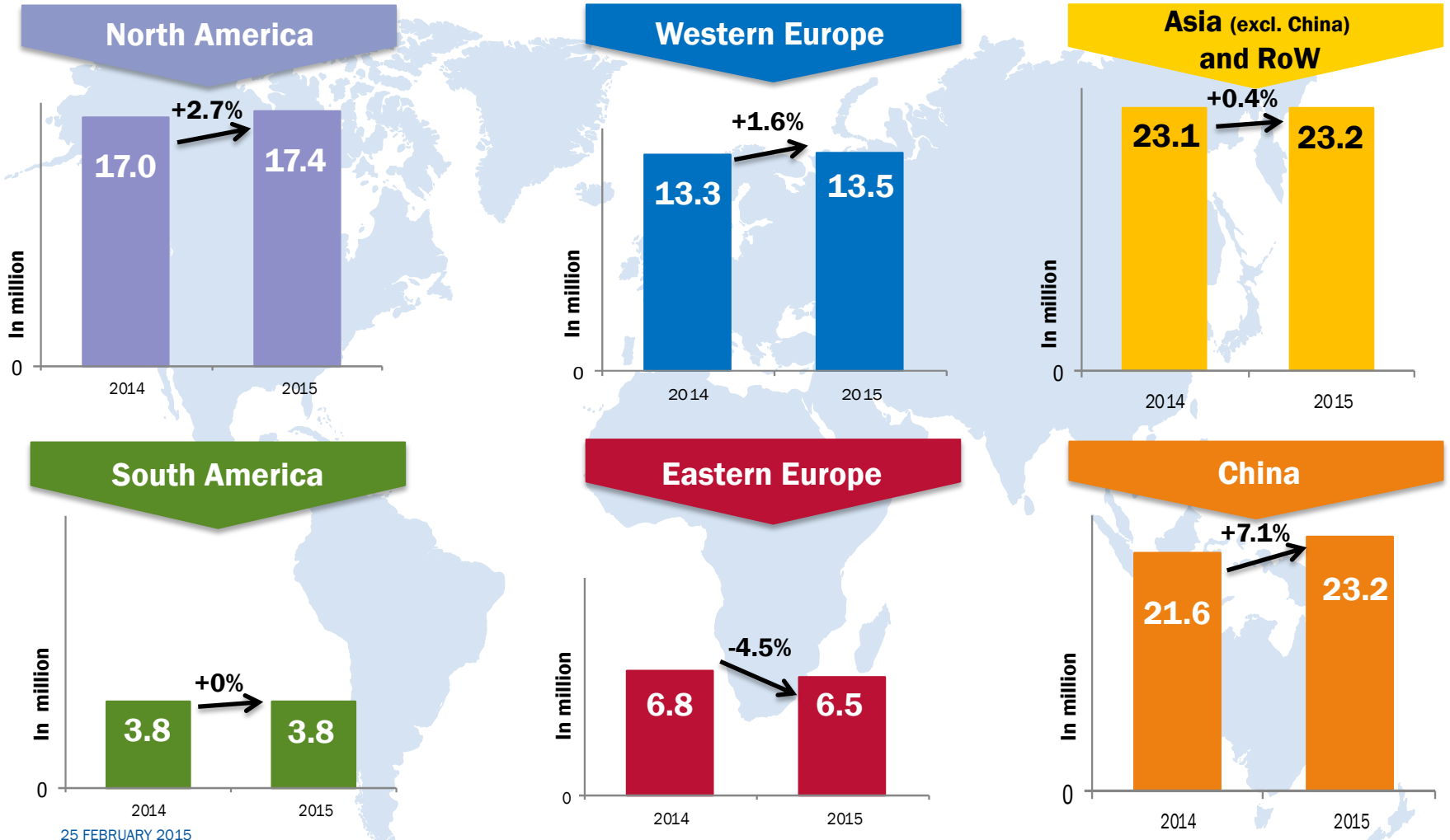
Outlook



Market growth in 2015

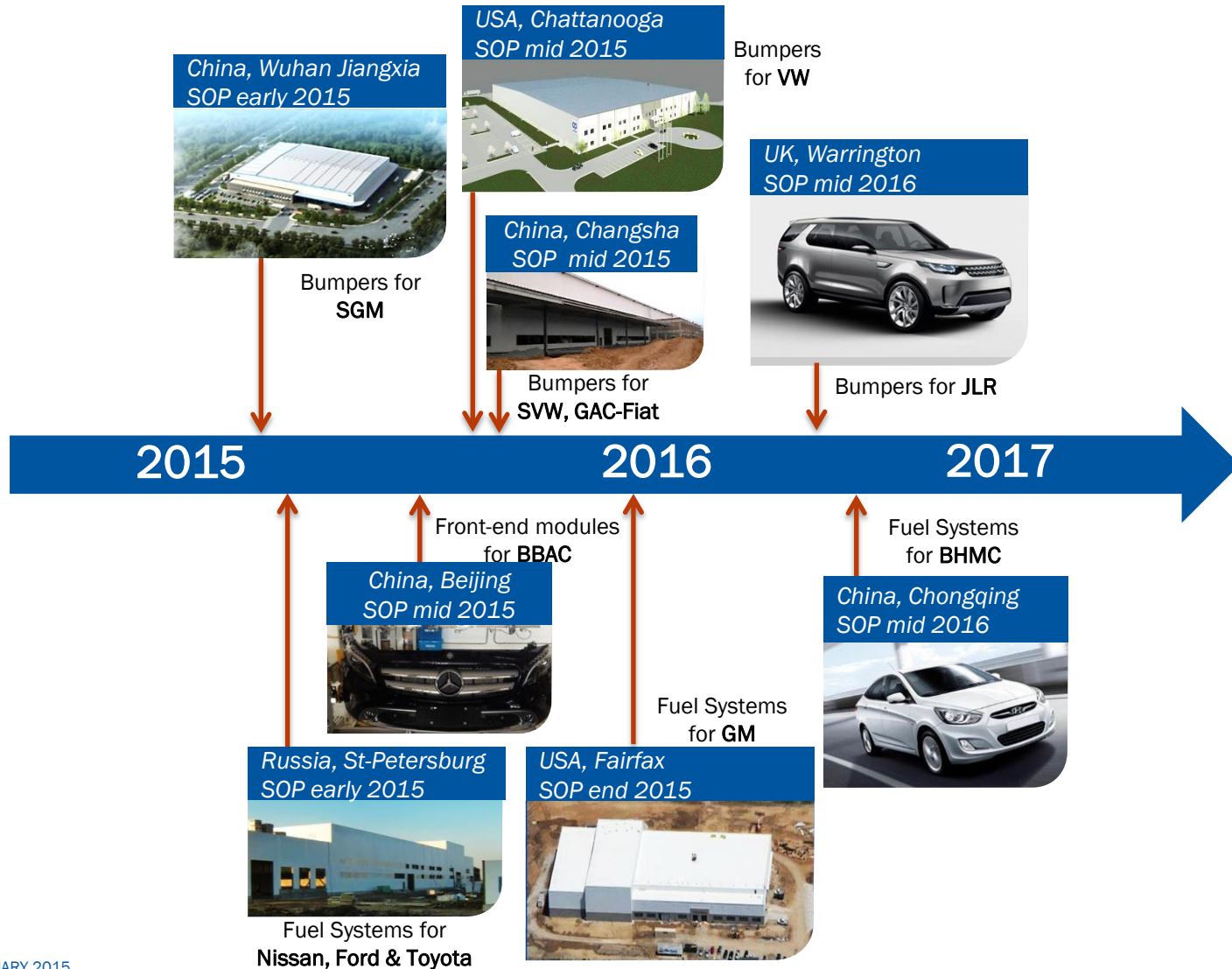
2015 Auto Production : + 2.0 M (+ 2.4%)

2015 : **87.6** million of vehicles
2014 : **85.6** million of vehicles



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6 Plants will be launched in 2015 : China (3), Europe (1), NA (2)



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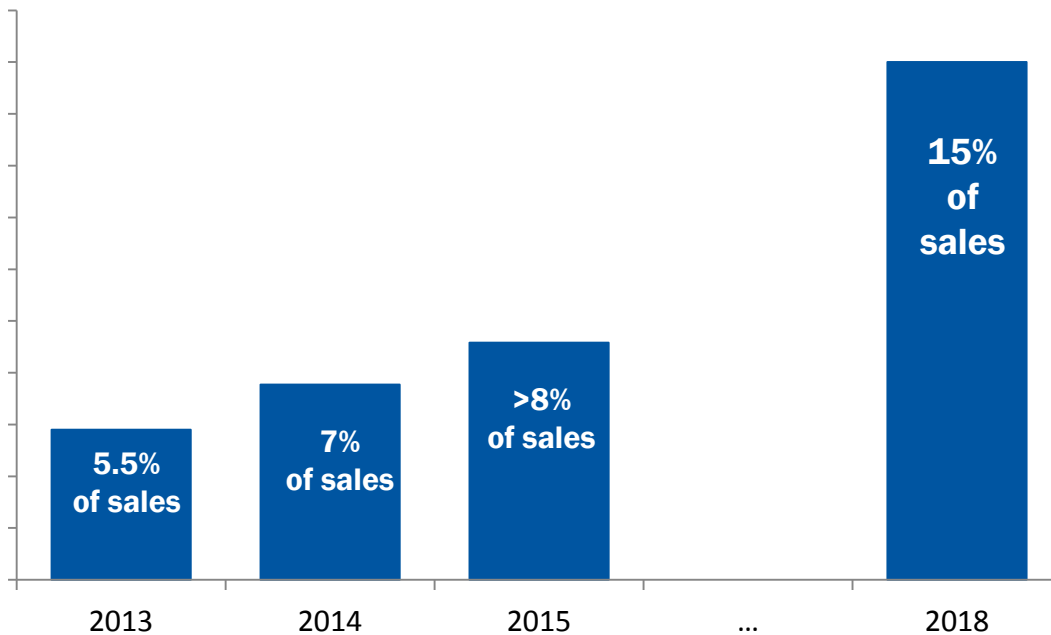
Key launches in 2015

133 in total



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- **€1 bn of sales in 2018 with new product lines is confirmed**



Full-TP Tailgate



Fuel Systems for Hybrid vehicles



SCR systems



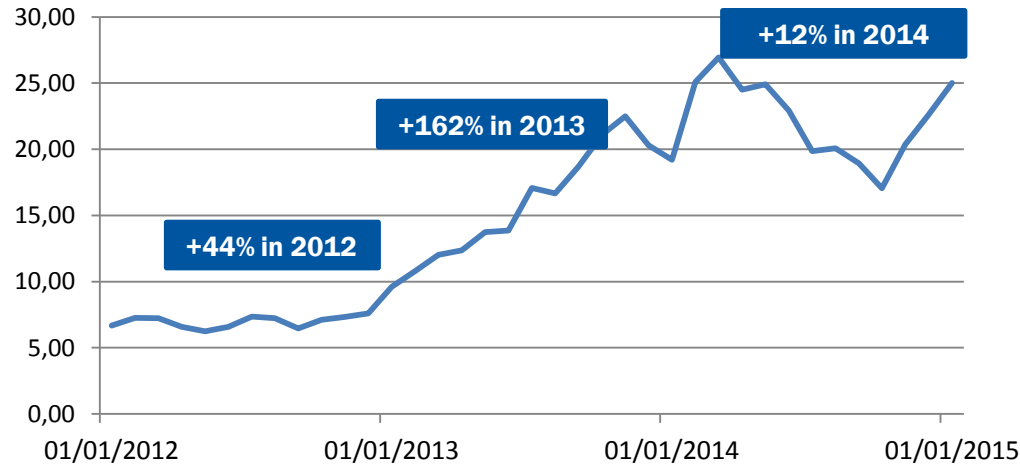
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2015 : ANOTHER INCREASE IN SALES & RESULTS

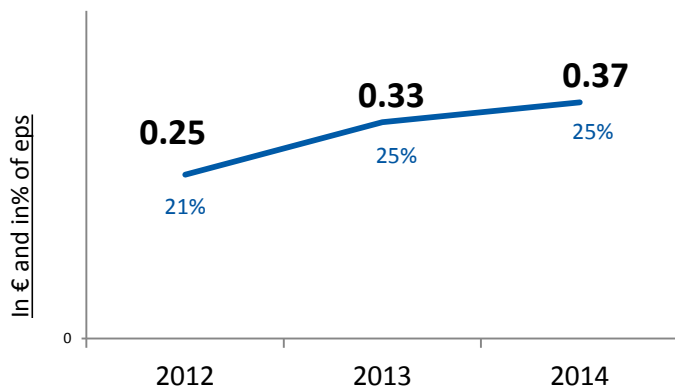
- **A new step up in globalisation**
 - 3 plants in China
 - 2 in North America
 - 1 in Russia
- **A ramp up phase in innovation**
 - 5 tailgates & floor to be launched
 - 7 SCR & 6 TSBM systems to be launched
 - 2 high-pressure tanks for hybrid vehicles in development
- **« Profitability benchmark » reiterated**
 - High utilisation rate
 - Strict cost control

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Share Price



Dividend per share and Payout (%)



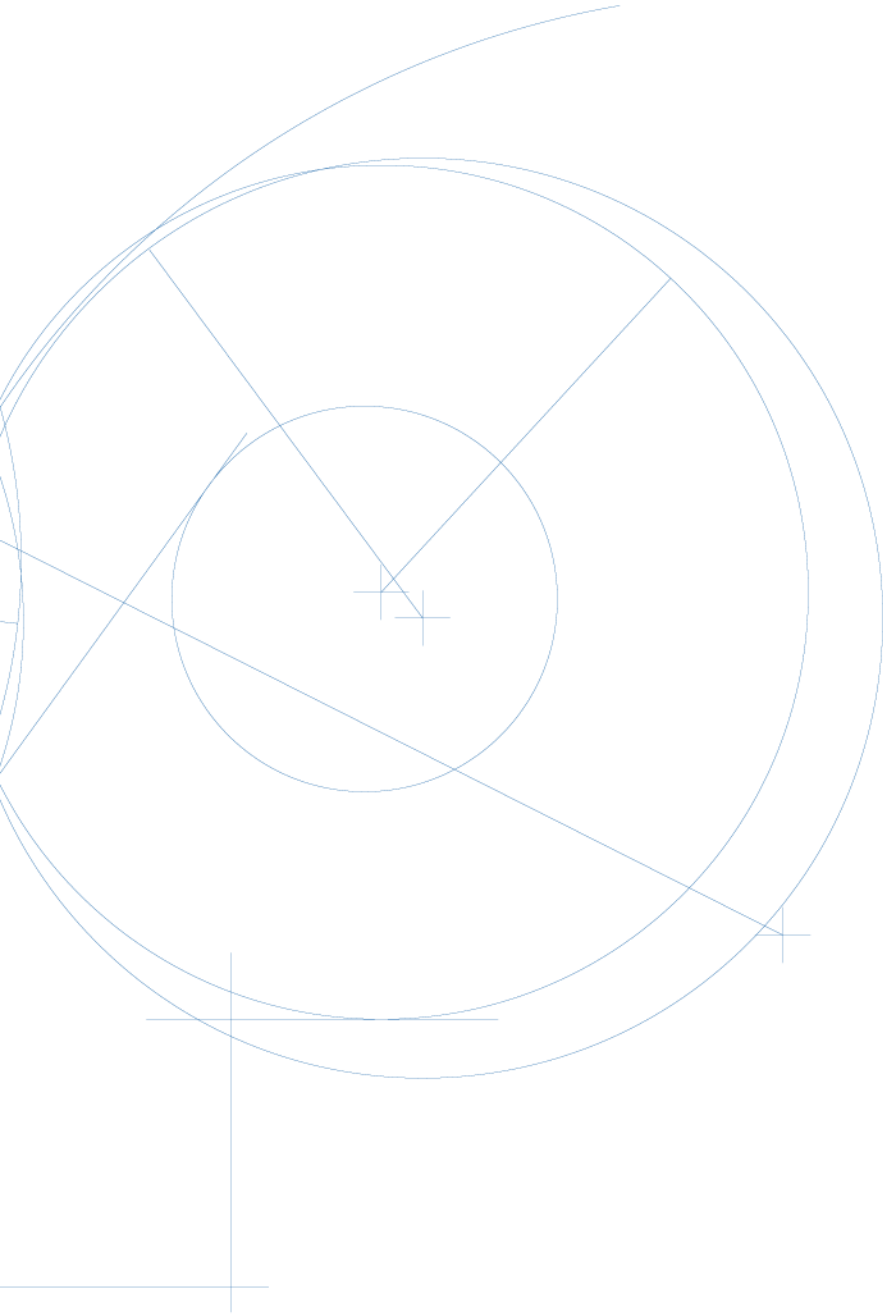
Shareholders' meeting on April 30, 2015

- Proposed dividend of **€0.37** per share (+12%)
- Payable on **May 12, 2015**

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APPENDICES

- 2014 IFRS reconciliation



2014 Profit & Loss account (IFRS reconciliation)

en M€	Management 2013	Bridge	IFRS 2013	Management 2014	Bridge	IFRS 2014
Sales	5 124,5	789,4	4 335,2	5 314,1	876,9	4 437,2
Operating Margin	394,6	56,1	338,6	431,8	60,3	371,6
<i>% of sales</i>	7,7%	7,1%	7,8%	8,1%	6,9%	8,4%
EBITDA	596,1	74,9	521,2	649,1	78,7	570,4
<i>% of sales</i>	11,6%	9,5%	12,0%	12,2%	9,0%	12,9%
PPA	-18,7	0,0	-18,7	-18,3	0,0	-18,3
Other operating income (expenses)	-41,9	-4,2	-37,8	-43,5	-8,8	-34,6
Financial expenses	-57,7	1,2	-58,8	-62,2	2,1	-64,3
<i>% of sales</i>	-1,1%	0,1%	-1,4%	-1,2%	0,2%	-1,4%
Associates	0,9	-30,3	31,2	3,5	-35,8	39,3
Income taxes	-69,2	-12,3	-56,9	-73,9	-9,8	-64,2
Net Result	208,0	10,5	197,5	237,4	7,9	229,5
<i>% of sales</i>	4,1%	1,3%	4,6%	4,5%	0,9%	5,2%
Minority interests	14,8	10,5	4,3	17,0	12,1	4,9
Net Result - Group Share	193,2	0,0	193,2	220,4	-4,2	224,6
<i>% of sales</i>	3,8%	0,0%	4,5%	4,1%		5,1%
Net Debt - end of the period	-355	54	-410	-330	60	-390
Gearing	38%	-8%	46%	30%	-6%	36%