

2022 Q3 REVENUE

OCTOBER 25, 2022

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GROUP CFO & CIO



PLASTIC OMNIUM

Q3 2022 Business Highlights

DYNAMIC
order intake
& starts of production

ORDER



**Q3 2022
Executive
Business
Highlights
in a
Challenging
Market**



**DOUBLE-DIGIT
GROWTH**
sales

despite a challenging backdrop
with increasing inflation

CONFIRMED
financial guidances*

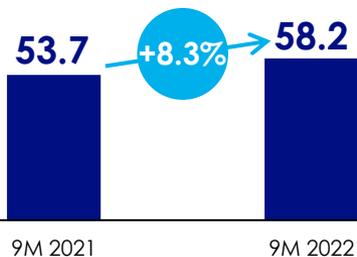


REALIZATION
of external growth strategy
in Lighting, Modules & Electrification

Resilience in a disruptive context

Continued chip shortages, covid impact and production stoppages

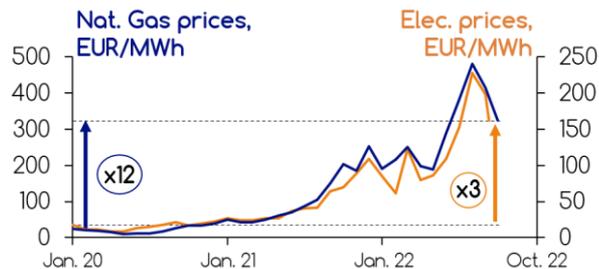
Automotive production⁽¹⁾
(in M vehicles)



4.1M

Lost production of vehicles
in 9M 2022 outside Russia⁽²⁾

Growing worldwide inflation

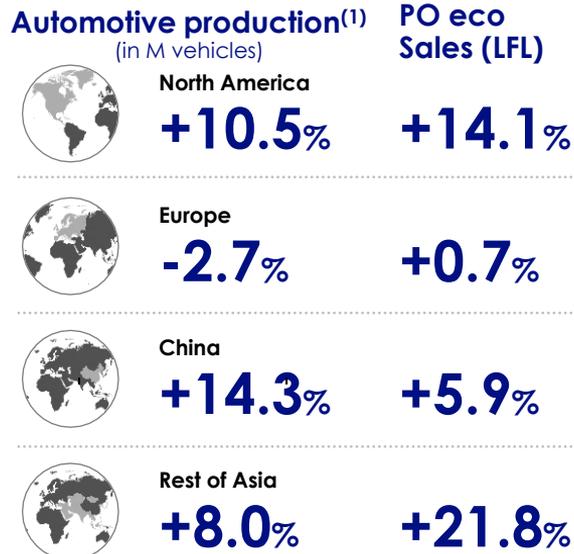


US and EU yearly inflation rates (%)



Differentiated impacts on automotive production⁽¹⁾ per region

9M 2022 vs. 9M 2021





Q3 2022 HIGHLIGHTS

ACCELERATING OUR TRANSFORMATION
TO DRIVE A NEW GENERATION
OF MOBILITY



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Closing of 3 acquisitions in Q3 2022 in Lighting & Electrification

Electrification



Strong expertise
in heavy mobility

EV at
€52.5M

~**€22M**
revenues
in 2021

200
employees

Lighting



An innovation
leader

EV at
€65M

~**€148M**
revenues
in 2021

770
employees



A recognized
lighting player

EV at
€520M

~**€0.8bn**
revenues
in 2021

6,500
employees



25th MARCH

29th APRIL

27th JUNE

1st JULY

1st AUGUST

6th OCTOBER

amrut OSRAM SIGNING



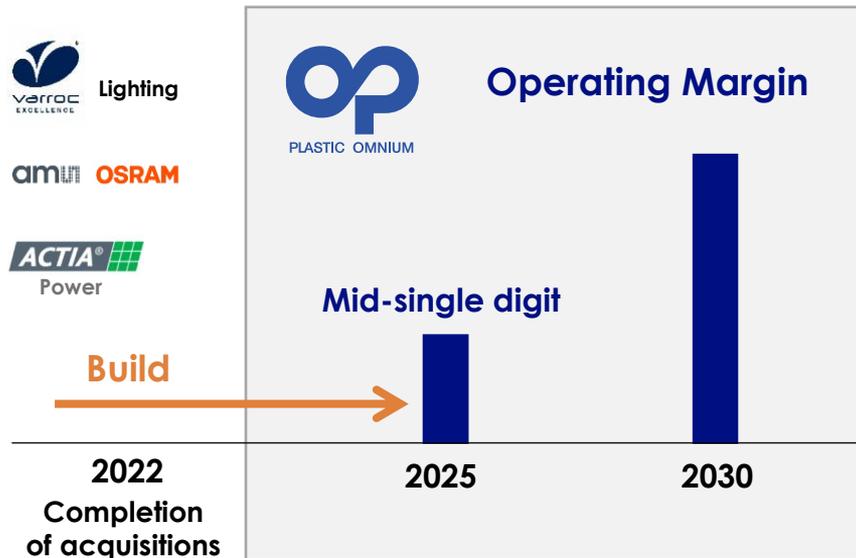
amrut OSRAM CLOSING



Mid-single digit profitability in 24-36 months

(Lighting and Electrification)

A well-defined toolbox to drive value creation in build phase



Accretion through commercial, technical & operational initiatives

- Formation of **dedicated PMI team**
- **Commercial and technical**
 - Secure and maintain customer relationships for the long-term
 - Accomplish commercial synergies “smartface”
 - Increase efficiency in engineering
- **Operational**
 - Improve material margins leveraging procurement
 - Recover inflation impact
 - Deploy PO-Way in manufacturing
 - Achieve cost synergies @ run-rate ~€25m



Leveraging Omega program

Order book: many successes across divisions



Ford F-150 Ice

Fuel Systems
(USA)

Contract secured until the
end of the program



Toyota Hilux

SCR Systems
(Argentina)



Lucid Gravity

Fascias / Front & Rear
Bumpers / Rockers /
Wheel Arch
(Mexico)



Audi Q9

Tailgate/ Front-End module
/ Front-End Carrier
(Slovakia)

First plastic tailgate with
a German premium OEM



Peugeot 208

Rear Bumper
(Spain)



Volkswagen Saic ID.7

Spoilers
(China)



Seat Ateca & Audi Q3

Center Console
(Hungary)



Dodge D-Coupe

Front-End Module
& Front-End Carrier
(Canada)



BMW Sedan

Cockpit Module
(Malaysia)



Porsche Cayenne

Active Grille Shutter
(Slovakia)

Growth: launches in Q3 2022



BMW X7
Front-Rear Bumper /
Rocker Panel /
Wheel Arch
(USA)



Porsche Cayenne
Front-Rear Bumper / Roof
Spoiler
(Slovakia)



Chevrolet Blazer
Front-Rear Bumper
(Mexico)



Shanghai-GM LYRIQ EV
Front-Rear Bumper / Front
Bumper Grille / Tailgate
(China)



100% EV player
Front-Rear Bumper
(China)



NIO ET5 EV
Front-Rear Bumper
(China)



BMW 7 series
Fuel Systems
(Slovakia)



Nissan Serena
Fuel Systems
(Japan)



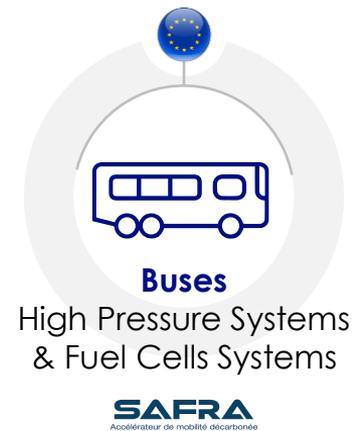
Ssangyong J100 EV
Front-End Module
& Front-End Carrier
(South Korea)



Kia Niro
Front-End Module
& Front-End Carrier
(South Korea)

29 SOP's
Q3 2022
~€85m

New Energies: significant steps towards achieving 2025 targets



Construction of Europe's **largest hydrogen vessels factory** in Compiègne (France)

- Production capacity of **80,000 hydrogen tanks per year**
- Operational in **2025**
- Public funding of **€74m** as part of the IPCEI*

Signing of acquisition of final third of HBPO¹

- **Strong R&D** (safety, aerodynamic management)
- **Supply chain management**
- **Operational excellence** for complex modules
- **Proximity** with strategic global OEMs
- **Speed and agility**



Jeep



HYUNDAI

RIVIAN



Complete ownership to accelerate HBPO's growth and exploit full synergy potential with Group's portfolio

#1
worldwide

18%
market share

>6m
modules/year

31 plants
in 11 countries

3,000
employees

7
R&D centers

137
patents

ESG Roadmap: Focus on energy savings



Audits to identify close to **100 actions** to reduce energy consumption



Continuous deployment of on-site **renewable energy solutions**



7 new sites equipped with Energy Management System to continuously monitor energy consumption of all our assets



Global instruction to **limit building heating at 19°C and air conditioning at 26°C** worldwide



An ambitious carbon neutrality roadmap

**SCOPES 1 & 2:
neutral in 2025**



Reduce

12% reduction
in energy
consumption



Replace

Use
of renewable
energy



Compensate

Carbon
offset
projects

**SCOPE 3:
-30% in 2030**



Collaborate

Action
plan with
stakeholders

SCOPES 1-2-3: neutral in 2050



**9M
achievements**

- Recycled materials transversal project kicked off
- Upgraded EcoVadis rating: 80/100 (vs 75/100 in 2021)
- Merger of the Human Resources and Sustainability functions
- Launch of an internal circular economy platform



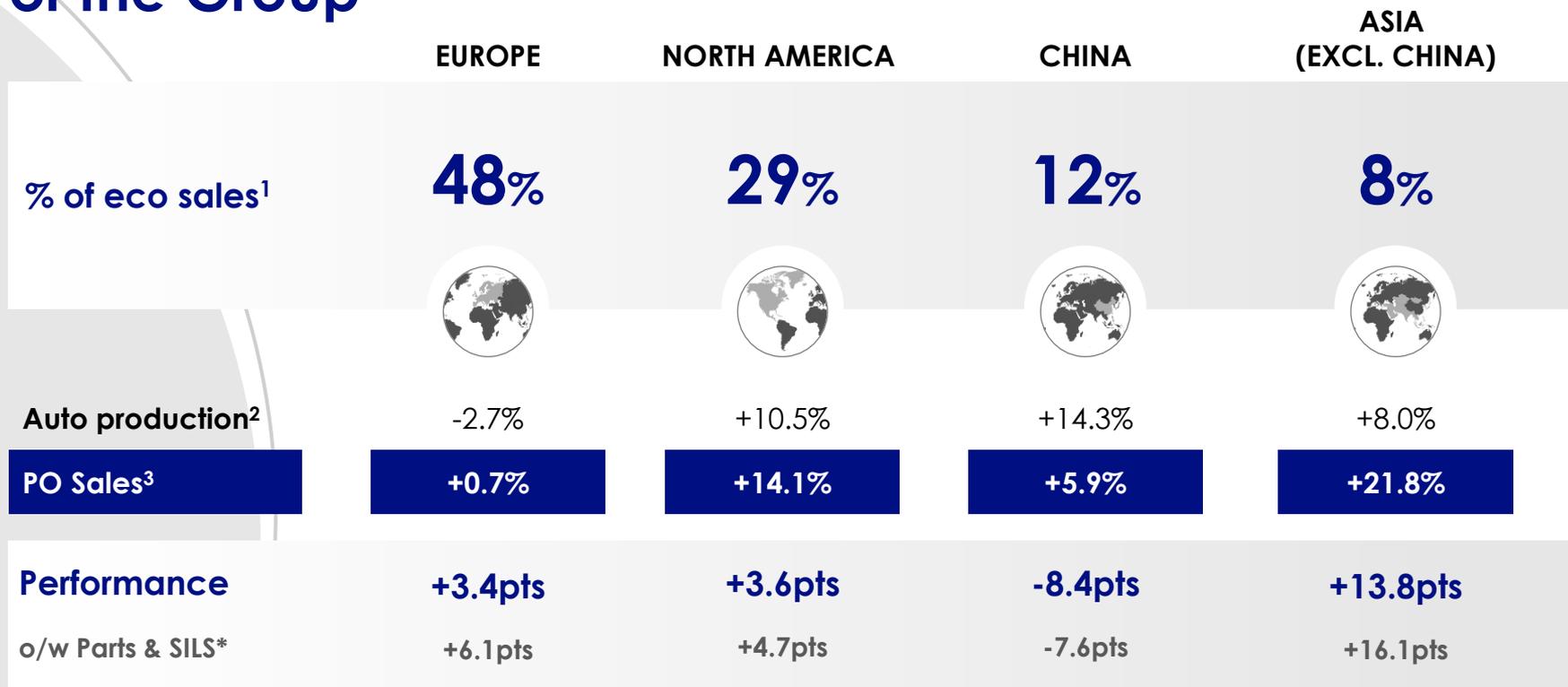
Q3 2022 FINANCIAL RESULTS



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9M growth and outperformance in key geographies of the Group



* Revenues of base business excluding SOPs / Tooling & development

⁽¹⁾ Q3 2022 economic sales

⁽²⁾ Source: S&P Global Mobility automotive production October 2022 by Source plant region - [0:3.5t PC + LCV]

⁽³⁾ 9M 2022 vs. 9M 2021 LFL

Q3 sales per business

Double-digit growth as reported and on a LFL basis across all divisions

Including **€44m** of revenues from the acquisition of AMLS Osram and Actia Power

In €m Per business (incl. Acquisitions)	Q3 2021	Q3 2022	Δ in %	Δ LFL	9M 2021	9M 2022	Δ in %	Δ LFL
Plastic Omnium Industries	1,335	1,722	+28.9%	+17.6%	4,327	4,841	+11.9%	+5.5%
Plastic Omnium Modules	457	655	+43.5%	+36.6%	1,602	1,853	+15.7%	+11.7%
Economic revenue	1,792	2,377	+32.6%	+22.4%	5,930	6,694	+12.9%	+7.2%
JVs	183	254	+39.3%	+29.8%	537	651	+21.4%	+14.2%
Consolidated revenue	1,609	2,122	+31.9%	+21.6%	5,393	6,043	+12.0%	+6.5%

o/w Parts & SILS*

PO economic revenue	1,557	2,251	+44.5%	+32.8%	5,479	6,313	+15.2%	+9.2%
JVs	176	249			519	630		
Consolidated revenue	1,381	2,002	+45.0%	+32.9%	4,960	5,683	+14.6%	+8.7%

* Revenues of base business excluding SOPs / Tooling & development

Estimated impact of acquisitions

In €m Per business	June – December 2022 Impact
On Sales	~€+300m
On Free Cash-flow	~€-130m ⁽¹⁾

Acquisition	Date	Enterprise Value
AMLS Osram	1 st July 2022	€65m
Actia Power	1 st August 2022	€52.5m
Varroc Lighting Systems	7 th October 2022	€520m
HBPO (33.33%)	Q4 2022 ⁽²⁾	€290m

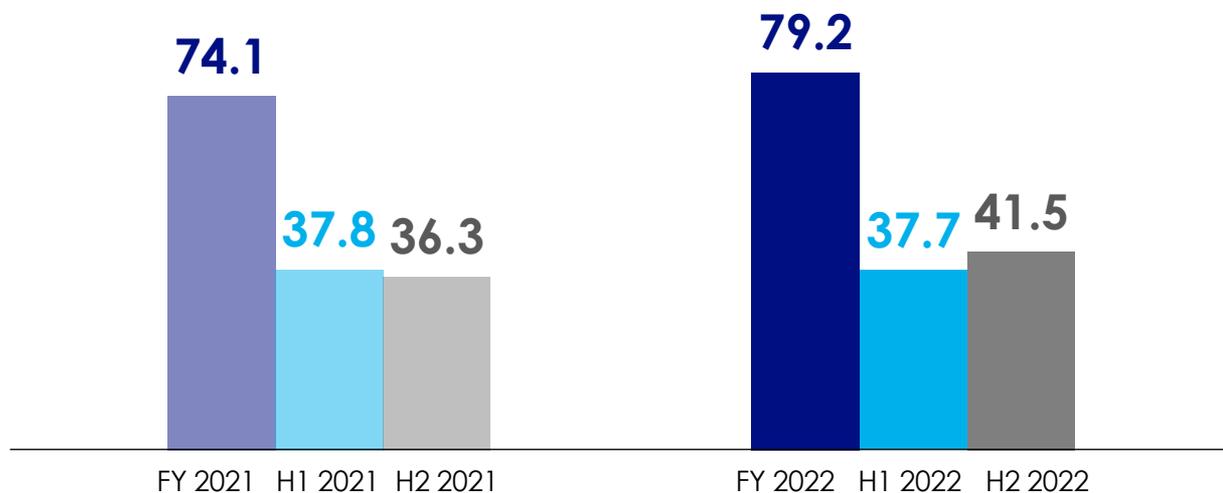
OUTLOOK



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2022 automotive production assumptions

Automotive production⁽¹⁾ – S&P Global Mobility Forecasts
(in million of vehicles)



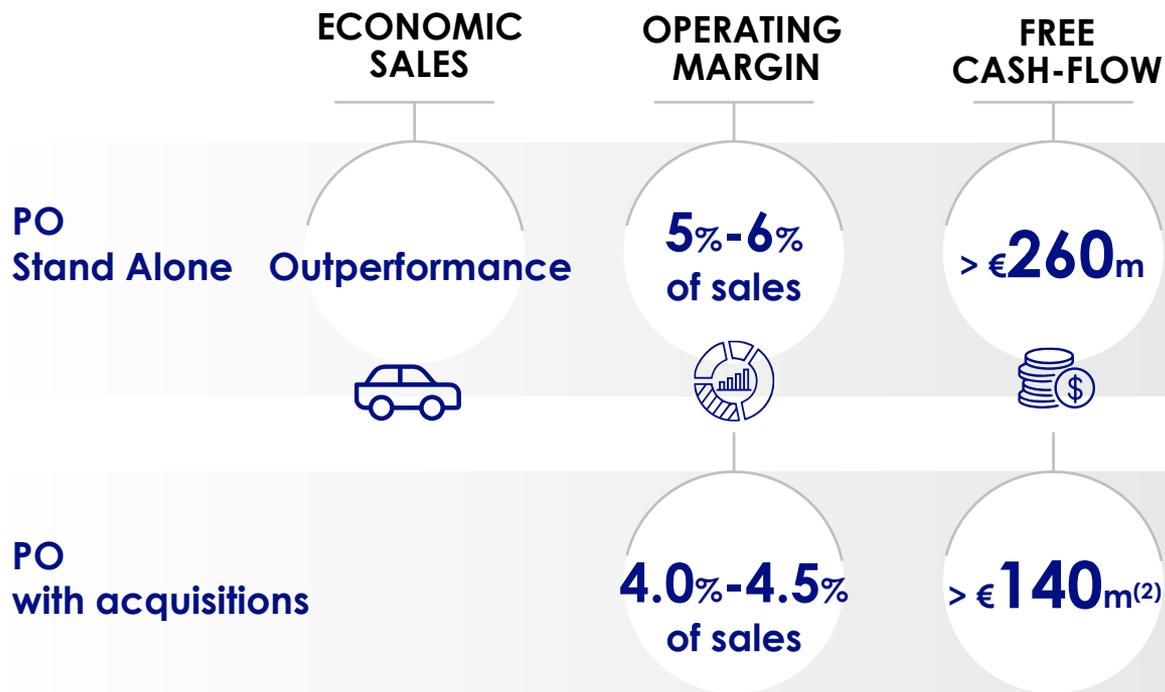
Outlook in-line with management assumptions
for 2022 guidance

PO
ASSUMPTIONS
2022

S&P February⁽²⁾
2022 – 5%

77M vehicles

Confirmed FY 2022 Financial Guidance⁽¹⁾



FEBRUARY 22ND, 2023 – FY 2022 Results

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