



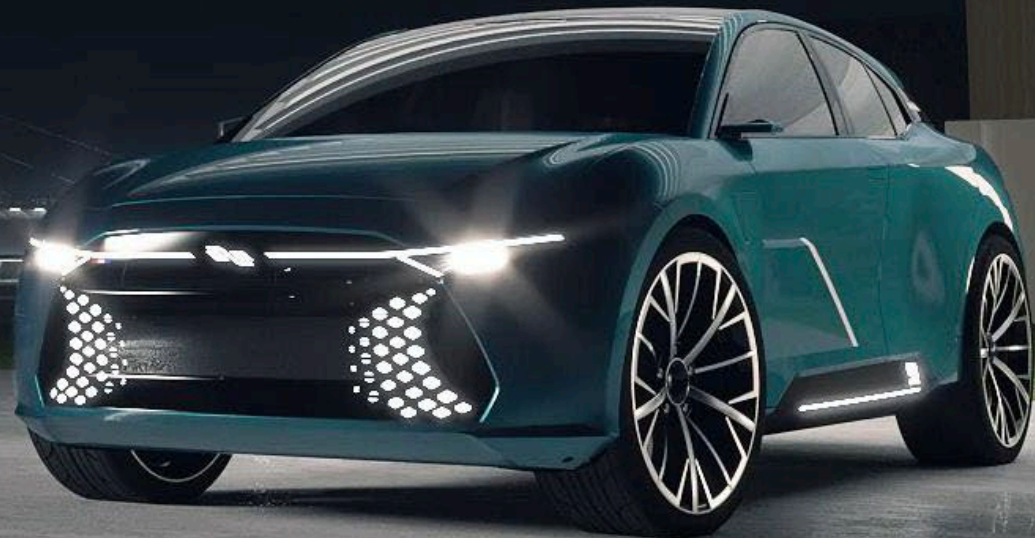
PLASTIC OMNIUM

Q3 2023 REVENUE

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Executive Summary

Resilient performance in a challenging context



SOLID REVENUE GROWTH

+11.5% vs. Q3 2022
+26.5% vs. 9M 2022



OUTPERFORMING THE MARKET*

+2.7 PTS in Q3 2023
+6.4 PTS in 9M 2023

Business Highlights



STRONG LEVEL OF NEW ORDERS

FOR ALL ACTIVITIES



OUTLOOK 2023

REVENUE GROWTH CONFIRMED
OPERATING MARGIN ADJUSTED
FREE CASH-FLOW ADJUSTED

* Source: S&P Global Mobility automotive production published in October 2023 by Source plant region - [0;3.5t PC + LCV]

A more challenging context in Q3 compared to H1 2023

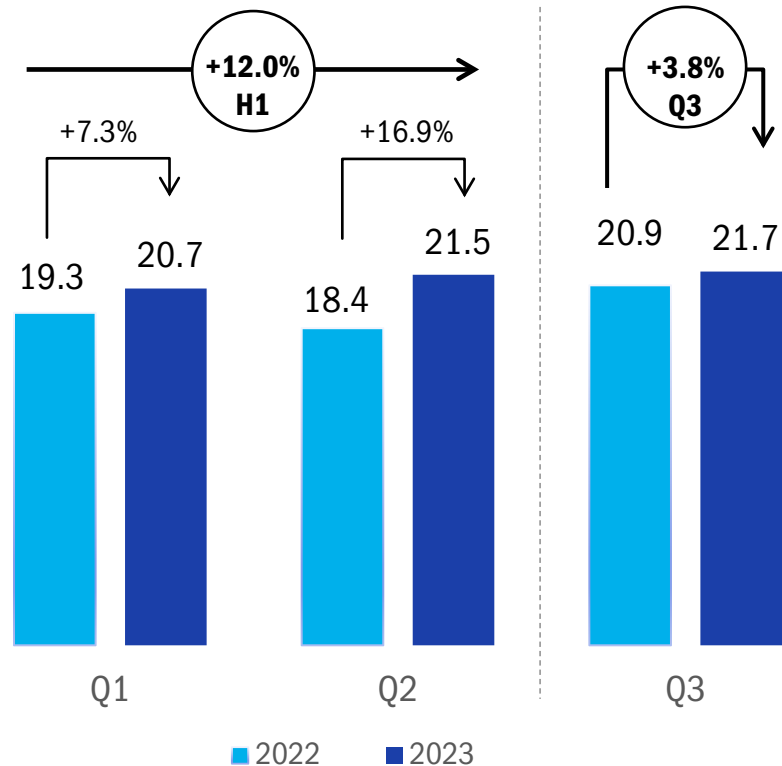
Slowdown in automotive production growth and high inflation

/ **Worldwide automotive production* at +3.8% in Q3 2023, following +12.0% in H1 2023**

/ **Challenging environment**

- ✓ Slowdown in market* growth in Q3 following a H1 2023 combining growth and recovery vs. H1 2022
- ✓ Inflation remaining at a high level
- ✓ Slowdowns in traditional OEM volumes mainly for BEV, frequent stop-and-go's and impact of the flooding in Slovenia
- ✓ UAW strike starting mid-September in North America
- ✓ High interest rates impacting financial costs

in millions of vehicles



* Source: S&P Global Mobility automotive production published in October 2023 by Source plant region - [0;3.5t PC + LCV]

01

Q3 2023 REVENUE

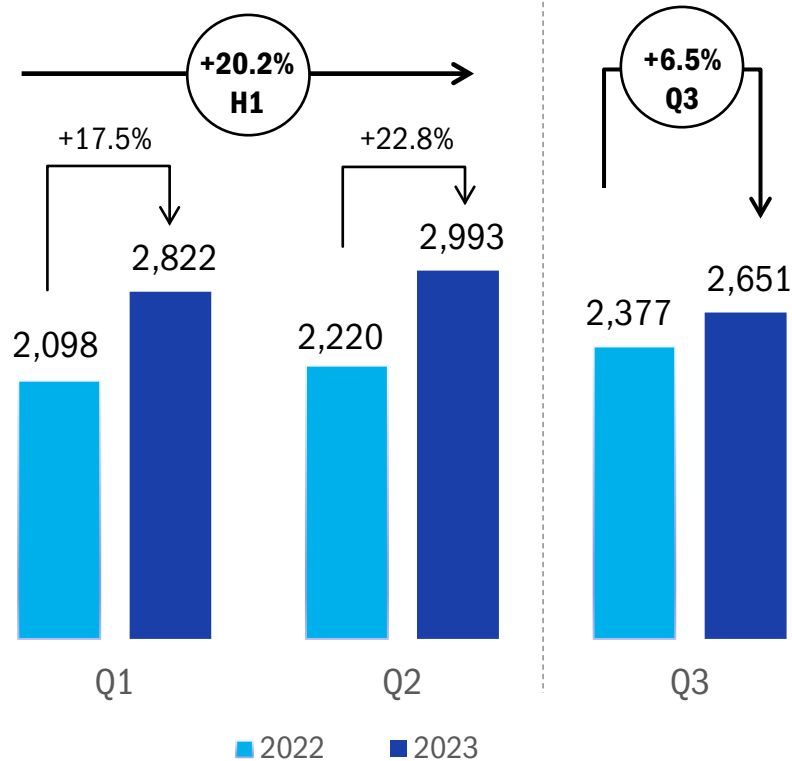


Group organic growth of +6.5% in Q3 2023

Following strong organic growth of +20.2% in H1

/ Plastic Omnium's economic revenue

in €m and organic growth*



/ Reported growth of +11.5% in Q3 2023 vs. Q3 2022

- ✓ FX effect of -€124m, due to currency devaluation (USD, CNY and ARS)
- ✓ Impact of acquisitions of €253m, mainly Varroc Lighting Systems consolidated since October 2022

/ Organic growth* of +6.5% in Q3 2023 vs. Q3 2022

Industries

+5.8%

- ✓ Strong momentum of Intelligent Exterior Systems with 11 starts of production in Q3 2023 vs. 8 in Q3 2022
- ✓ Clean Energy Systems continues to consolidate its leading position in a declining ICE market

Modules

+8.1%

- ✓ Solid activity in Germany, thanks to higher volumes from German OEMs
- ✓ 1st modules assembled in Austin plant
- ✓ Q3 performance impacted by more frequent disruptions in assembly lines than in H1

*At constant scope and foreign exchange differences

Plastic Omnium outperforms the market by +2.7pts in Q3 2023

+6.4pts in the first nine months of 2023

Q3 2023
vs. Q3 2022



EUROPE



NORTH
AMERICA



CHINA



ASIA
(EXCL. CHINA)

	EUROPE	NORTH AMERICA	CHINA	ASIA (EXCL. CHINA)
% OF PLASTIC OMNIUM ECONOMIC REVENUE	48.4%	29.6%	9.3%	8.2%
AUTOMOTIVE PRODUCTION*	+5.1%	+9.4%	0.0%	+4.5%
PLASTIC OMNIUM REVENUE LFL**	+9.5%	+8.4%	-16.8%	+10.6%
PERFORMANCE Q3 2023 vs. market	+4.4pts	-1.0pt	-16.8pts	+6.1pts
PERFORMANCE YTD 2023 vs. market	+5.2pts	-3.0pts	-1.6pt	+12.0pts

Europe

- ✓ Strong outperformance of the market by +4.4pts mainly driven by sales and launches for Intelligent Exterior Systems, and Modules

North America

- ✓ 3 production launches for Intelligent Exterior Systems
- ✓ Clean Energy Systems remains strong, with lower volumes in SCR and higher volumes in fuel tanks
- ✓ Limited impact of UAW strike in Q3

China

- ✓ YFPO continues to deploy its strategy to have a more balanced exposure to local electric players leading the domestic market
- ✓ Fuel tanks business facing acceleration of electrification
- ✓ Modules impacted by customer mix

Asia (excl. China)

- ✓ Good performance driven by Modules (SHB) and fuel tanks production activity

* Source: S&P Global Mobility automotive production published in October 2023 by Source plant region - [0;3.5t PC + LCV]

** Economic revenue at constant scope and foreign exchange differences

02

BUSINESS HIGHLIGHTS



Major launches contributing to Q3 2023 growth

50 launches in Q3 2023 vs. 29 in Q3 2022

BEV



Chevrolet – Equinox EV
Front & rear bumpers



BMW – iX1
Front & rear bumpers, spoiler,
rocker panel & wheel arch



Major US EV Player
Cockpit module

ICE



HYBRID



Audi – A6 & A7
Front & rear bumpers



BMW – 5-series
Fuel system

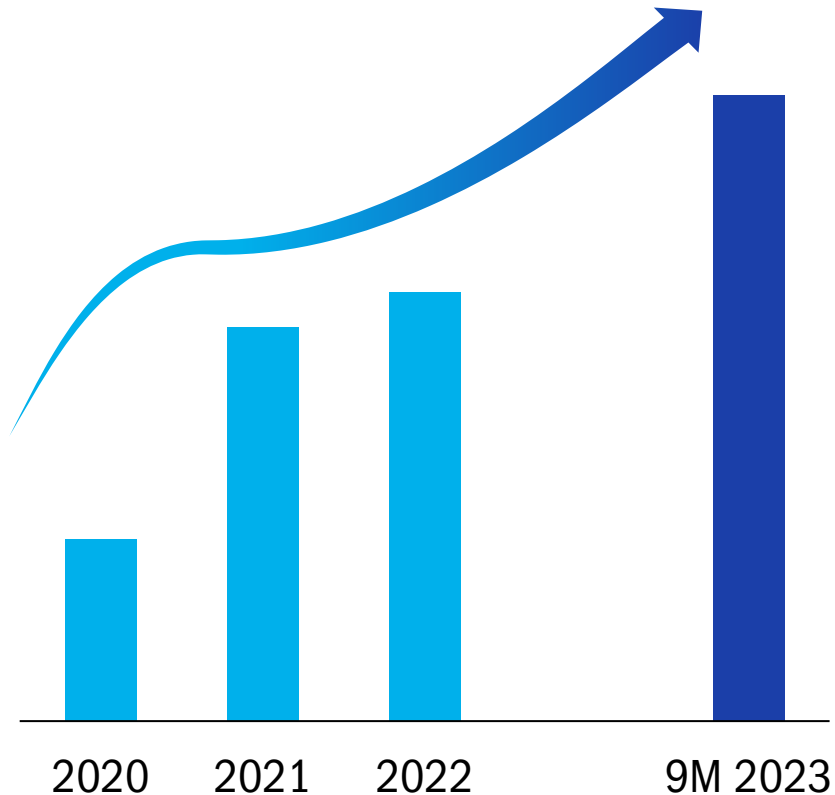


Mercedes-Benz – GLB
Front end module

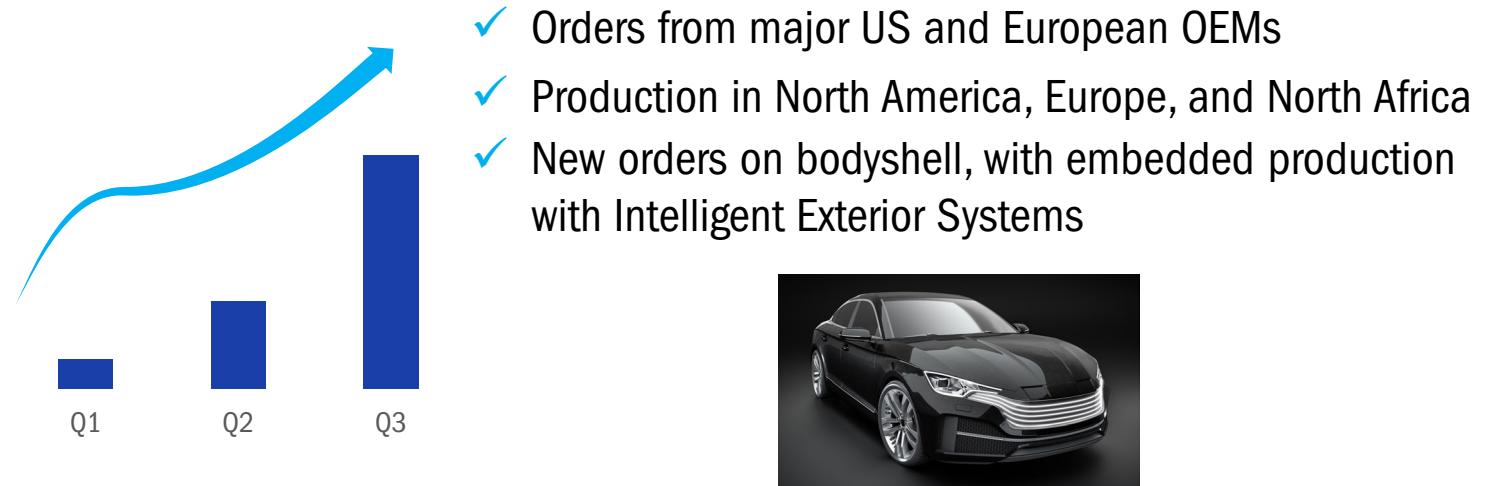
Strong momentum in commercial successes

Record order book and key milestone for Lighting activity

/ Plastic Omnium's 9M 2023 order book



ORDER Lighting YTD 2023 order book > €1bn



- ✓ Emphasizing customers' trust in Plastic Omnium Lighting offer
- ✓ Order intake securing future revenue, on track to reach €1.5bn revenue by 2027

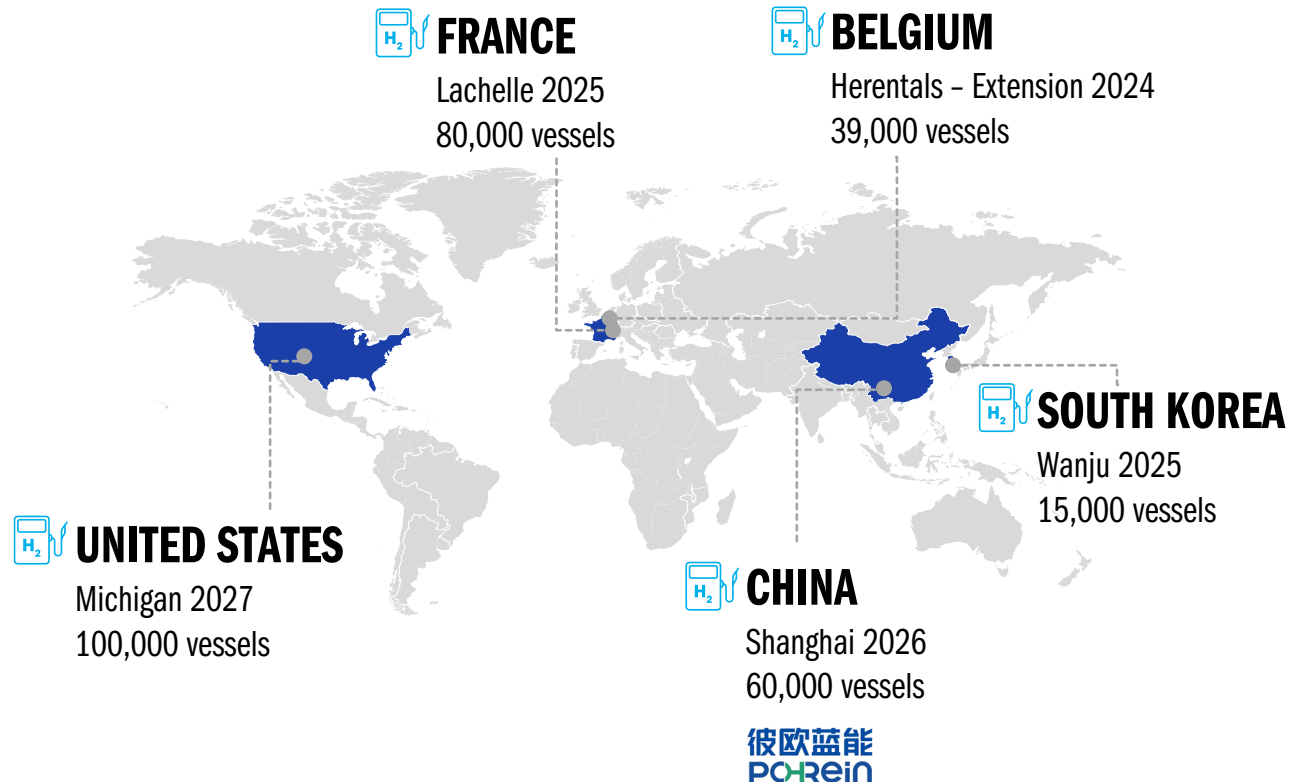
Acceleration in Hydrogen development

Investing in future growth in the Group's main regions

/ New production capacities under construction

Year of launch of activity

Maximum planned annual capacities



/ Addressing current strong order book of c.€4bn

/ Accelerating development of new production capacities

/ Investments challenged and aligned with the volume's ramp up

/ Benefiting from local incentives (subsidies/grants and tax credits)



New milestone to carbon neutrality

Accelerating in energy transition

/ Ramping up the **share of renewables** in Plastic Omnium's energy mix



- ✓ **20-year power purchase agreement** signed with EDF Renewables, to better contain energy costs
- ✓ **50% of electricity needs in France** covered with low-carbon electricity by 2025
- ✓ **14 Plastic Omnium's sites** in France to be powered by renewable energy from 5 new photovoltaic power plants
- ✓ Contributing to reach carbon neutrality in scopes 1 and 2 by 2025

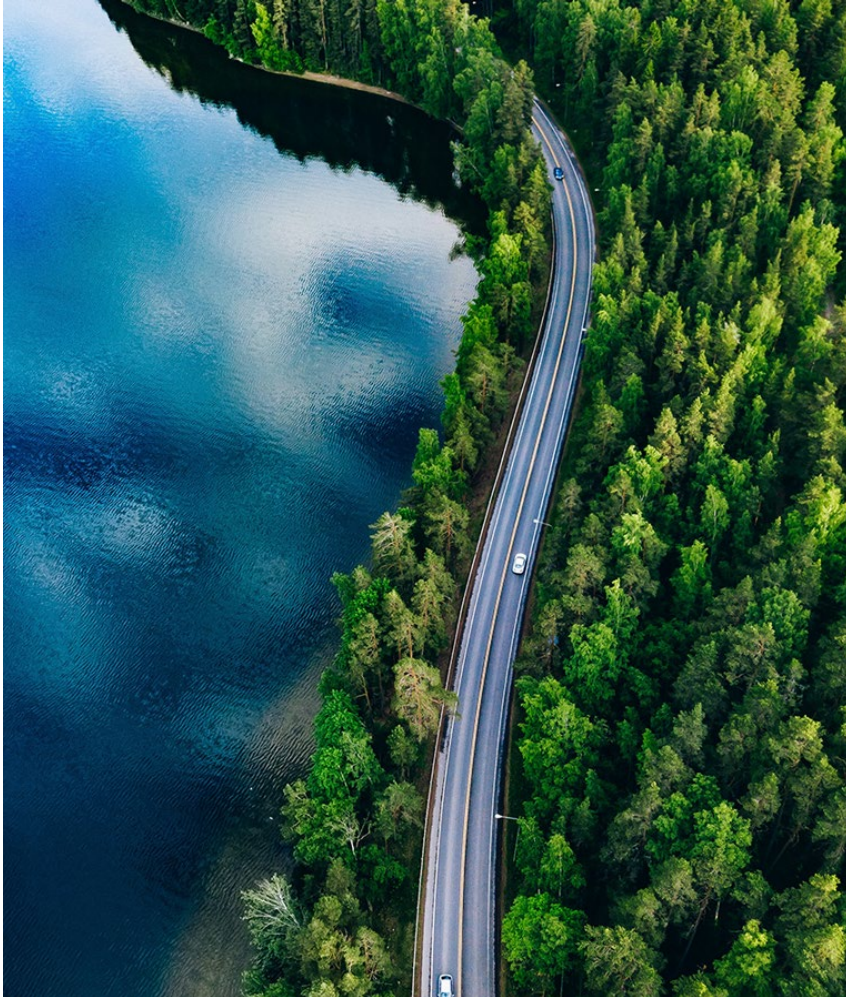
/ Confirmed EcoVadis rating: **80/100**



- ✓ **Platinum Status** for the 2nd time in a row
- ✓ Plastic Omnium in Top 1% of companies assessed by EcoVadis

03

PERSPECTIVES & CONCLUSION



Plastic Omnium moving toward its ambition for future growth

While adapting to the environment



PLASTIC OMNIUM ON TRACK FOR ITS LONG-TERM AMBITION

- Group's strategy remaining a key pillar for its long-term growth
- Historical businesses ensuring profitability and cash generation
- Developing the product portfolio with 3 new activities: lighting, electrification and hydrogen
- Robust order intake for future growth highlighting customer's trust



CURRENT CONTEXT

- ✓ Slowdown in traditional OEMs volumes, mainly for EV
- ✓ UAW strike intensifying with increasing impact
- ✓ Ongoing high inflation driving costs up
- ✓ Higher interest rates impacting financial costs
- ✓ Additional investments to develop new capacities

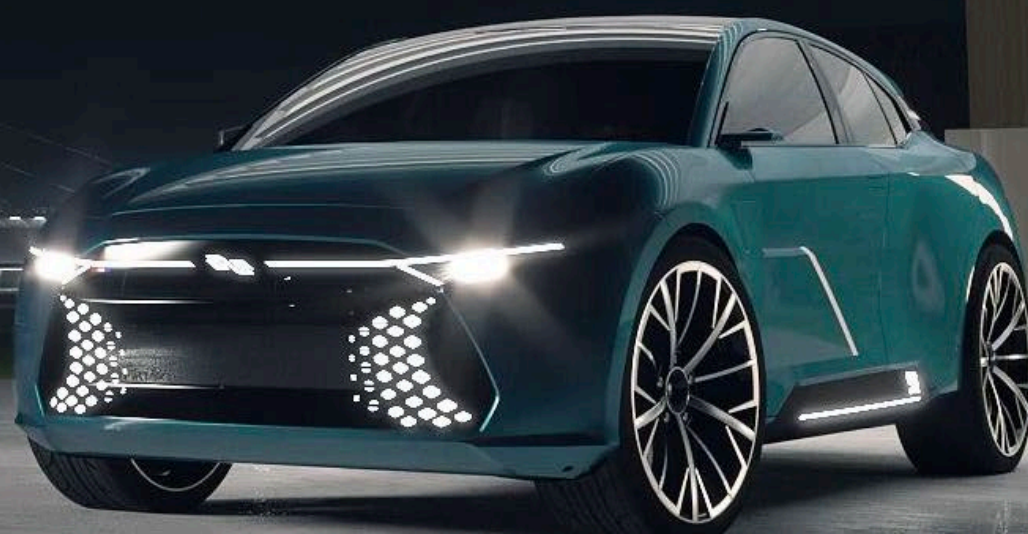


NEW 2023 OBJECTIVES

- ✓ Confirmed strong growth in economic revenue vs. 2022 and outperformance vs. market*
- ✓ Operating margin between €370m and €390m
- ✓ Free Cash-Flow between €190m and €210m

* Source: S&P Global Mobility automotive production published in October 2023 by Source plant region - [0;3.5t PC + LCV]

Conclusion



- / **Q3 organic growth of +6.5%** outperforming the market
- / **Adjusted 2023 outlook** for operating margin and Free Cash-Flow
- / **Strong momentum of the order intake** for future growth highlighting customer's trust
- / **Acceleration of the Group's strategy**, through its new businesses: electrification, hydrogen and lighting
- / **Solid and sound financial structure**

QUESTIONS & ANSWERS



04

APPENDICES



9 months 2023 revenue

In €m	9M 2022	9M 2023	Change	LFL* change
Plastic Omnium Industries	4,841	6,145	+26.9%	+13.0%
Plastic Omnium Modules	1,853	2,320	+25.2%	+21.8%
Economic revenue	6,694	8,466	+26.5%	+15.5%
<i>Joint Ventures</i>	<i>651</i>	<i>784</i>	<i>+20.3%</i>	<i>+15.4%</i>
Plastic Omnium Industries	4,351	5,631	+29.4%	+12.7%
Plastic Omnium Modules	1,692	2,051	+21.2%	+22.3%
Consolidated revenue	6,043	7,682	+27.1%	+15.5%

* LFL at constant scope and foreign exchange differences

Q3 2023 revenue

In €m	Q3 2022	Q3 2023	Change	LFL* change
Plastic Omnium Industries	1,722	1,937	+12.5%	+5.8%
Plastic Omnium Modules	655	714	+9.0%	+8.1%
Economic revenue	2,377	2,651	+11.5%	+6.5%
<i>Joint Ventures</i>	254	262	+3.2%	+3.1%
Plastic Omnium Industries	1,521	1,758	+15.6%	+6.4%
Plastic Omnium Modules	601	630	+4.8%	+7.9%
Consolidated revenue	2,122	2,389	+12.5%	+6.8%

* LFL at constant scope and foreign exchange differences

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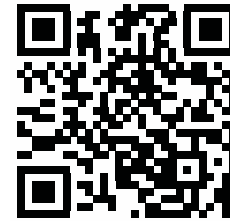
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