



PLASTIC OMNIUM

# 15TH ANNUAL AUTO CONFERENCE GOLDMAN SACHS

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VP INVESTOR RELATIONS



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# GROUP OVERVIEW

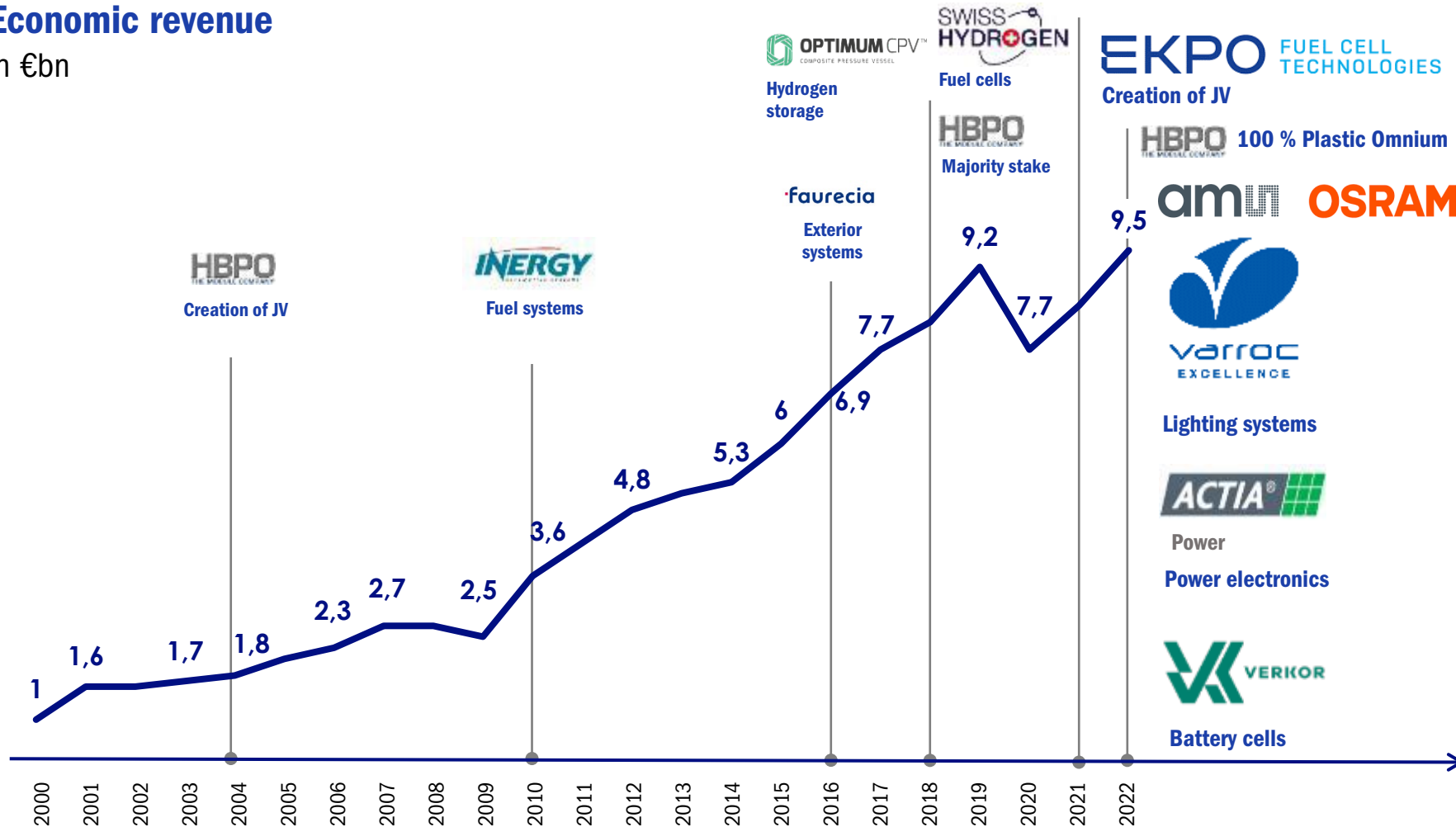


# Proven track record of organic growth and successful acquisitions

Paving the way for future growth

## Economic revenue

in €bn



Revenue

x9.5

since 2000

50%

Organic growth

50%

M&A + partnerships

# A strengthened company profile

A more diversified and complementary product portfolio

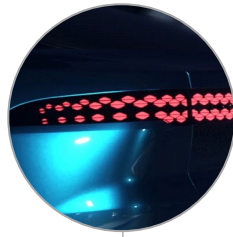
## EXTERIOR SYSTEMS



INTELLIGENT EXTERIOR  
SYSTEMS

**#1**

WORLDWIDE



LIGHTING

**#2**

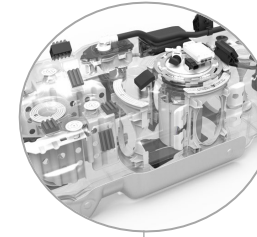
WORLDWIDE FOR ELECTRIC  
VEHICLES



MODULES

**#1**

WORLDWIDE



CLEAN ENERGY  
SYSTEMS

**#1**

WORLDWIDE



NEW  
ENERGIES

Objective **#1**

WORLDWIDE

WITH :



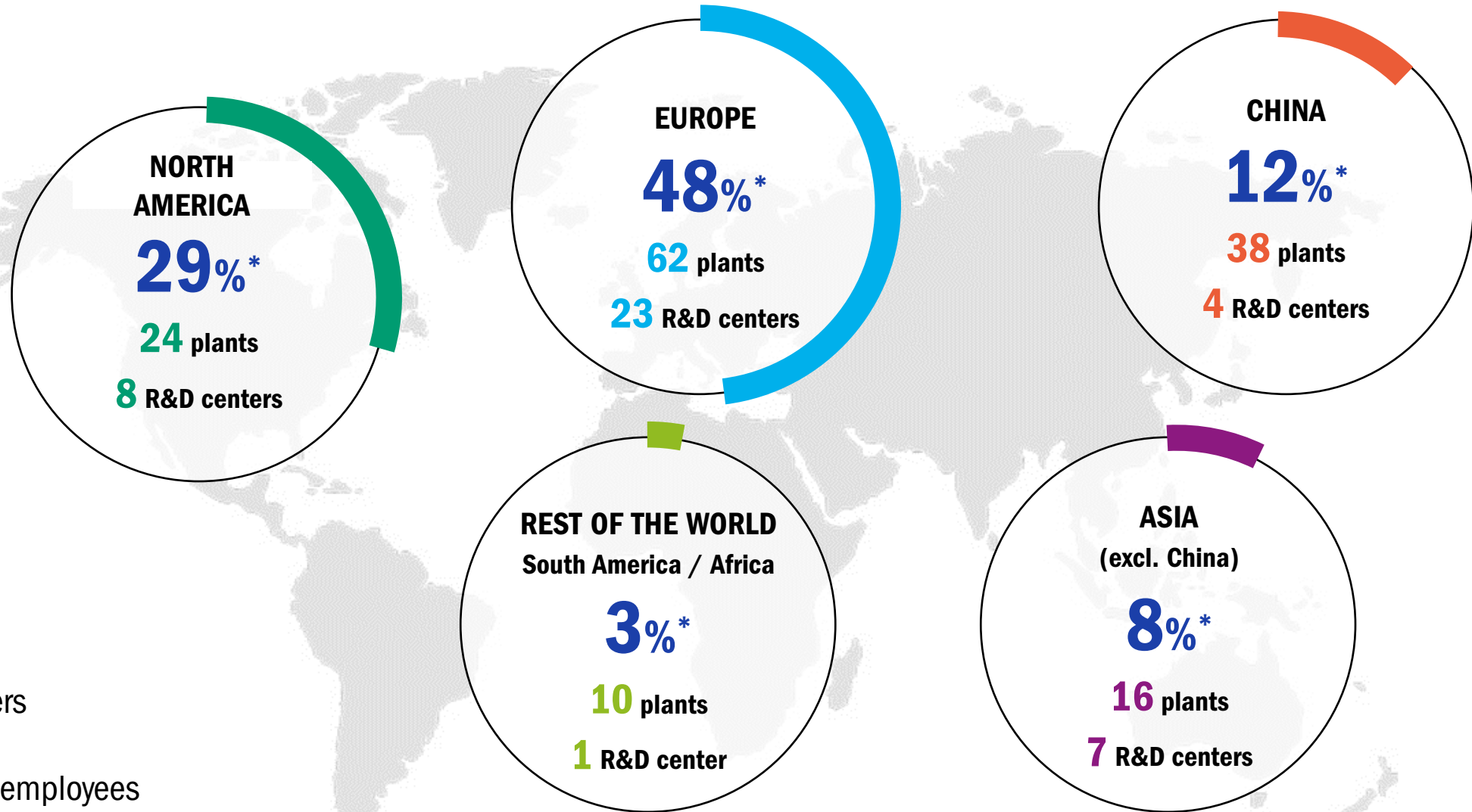
PLASTIC OMNIUM'S SOFTWARE HOUSE



# Towards a more balanced geographical presence

Comforting Plastic Omnium's offer

**28** countries  
**150** plants  
**43** R&D centers  
**40,500** employees



\* Of 2022 economic revenue

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# Q3 2023 REVENUE

# 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 [€370M - €390M]**  
**FREE CASH-FLOW [€190M - €210M]**

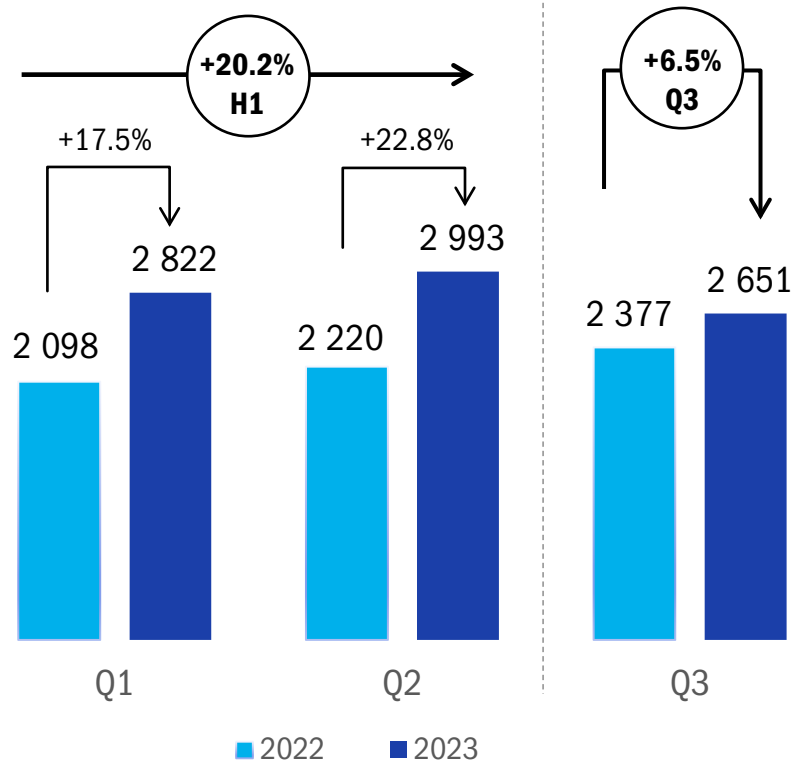
\* Source: S&P Global Mobility automotive production published in October 2023 by Source plant region - [0;3.5t PC + LCV]

# 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
- ✓ 1<sup>st</sup> 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



03

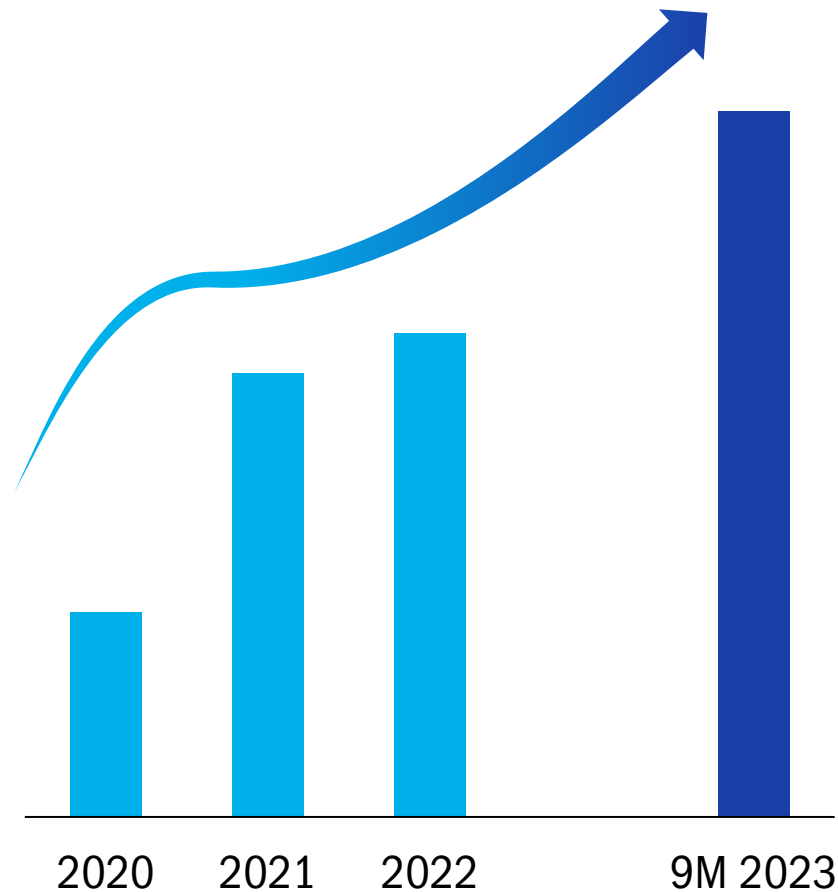
# BUSINESS HIGHLIGHTS



# Strong momentum in commercial successes

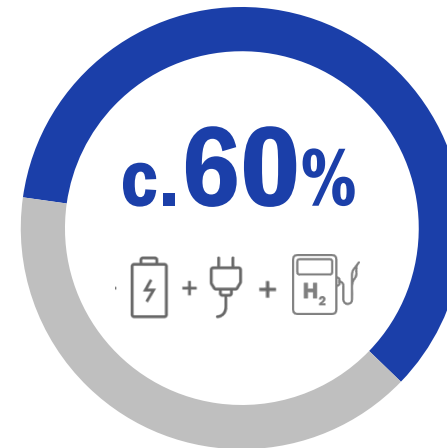
Addressing all types of powertrain

/ Plastic Omnium's 9M 2023 order book

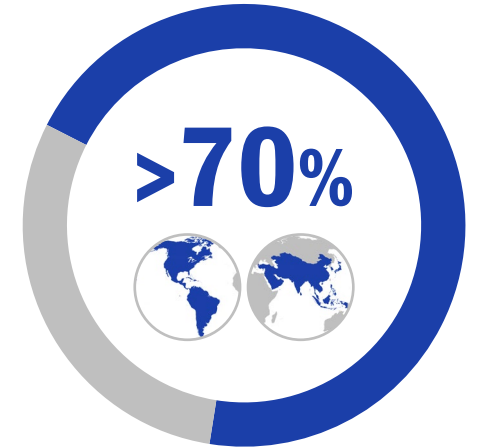


\*ZEV = Zero Emission Vehicles

% Order book  
for ZEV\*



% Order book  
in Americas & Asia



**Strengthening  
our geographical  
& powertrain diversification**

# Historical activities ensuring profitability and cash generation

Thanks to Plastic Omnium's relevant offer and customers' trust

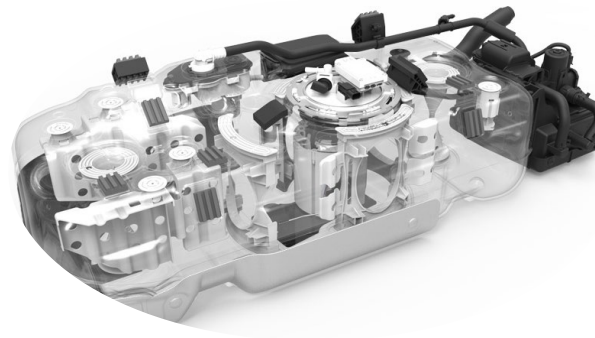
## INTELLIGENT EXTERIOR SYSTEMS

- / Balance geographies and win new customers
- / Reinforce lightweighting & aerodynamics in the BEV segment
- / Develop complete integrated solutions in collaboration with Lighting & Modules activities



## CLEAN ENERGY SYSTEMS

- / Consolidate leadership in a mature market
- / Increase addressable market share
- / Limit incremental investments, maximize Free Cash-Flow



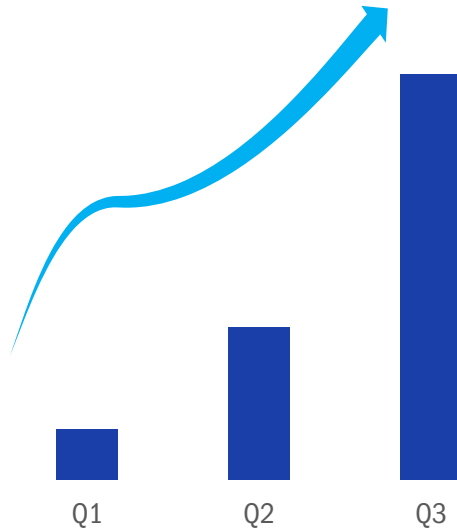
## MODULES

- / Accelerate activity in North America with significant order intake for a major EV US Player
- / Develop new modules to increase content per vehicle
- / Leverage electrification to further enhance growth & profitability



# Plastic Omnium's relevant offer in Lighting

Securing the order book for the coming years



## **Lighting YTD 2023 order book > €1bn**

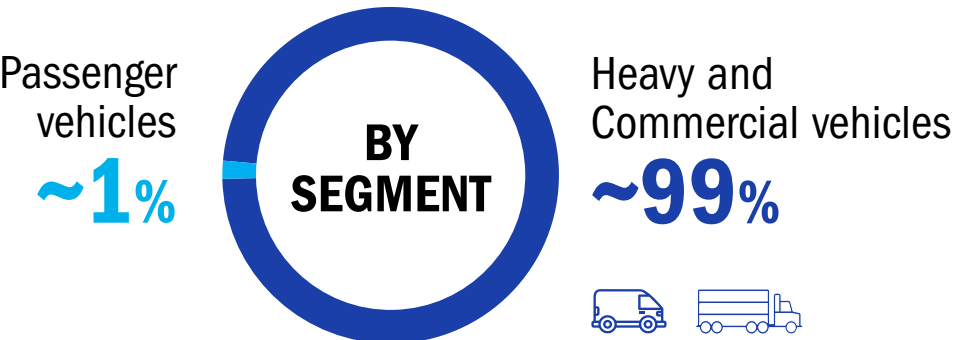
- ✓ Orders from major US and European OEMs
- ✓ Production in North America, Europe, and North Africa
- ✓ New orders on bodyshell, with embedded production with Intelligent Exterior Systems



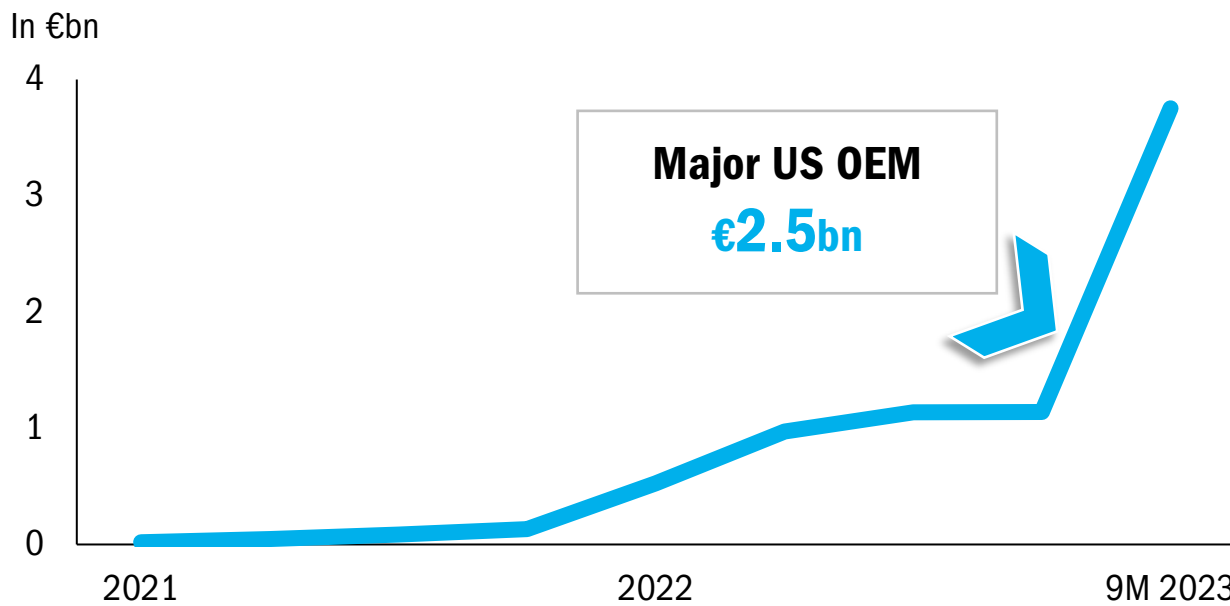
- ✓ Emphasizing customers' trust in Plastic Omnium Lighting offer
- ✓ Order intake securing future revenue, on track to reach €1.5bn revenue by 2027

# Solid order intake supports the Group's Hydrogen objectives

Diversified customer portfolio targeting heavy and commercial vehicles



/ Order book of c.€4bn, on track to deliver our target of €3.0bn revenue in 2030







[www.plasticomnium.com](https://www.plasticomnium.com)

