

to our

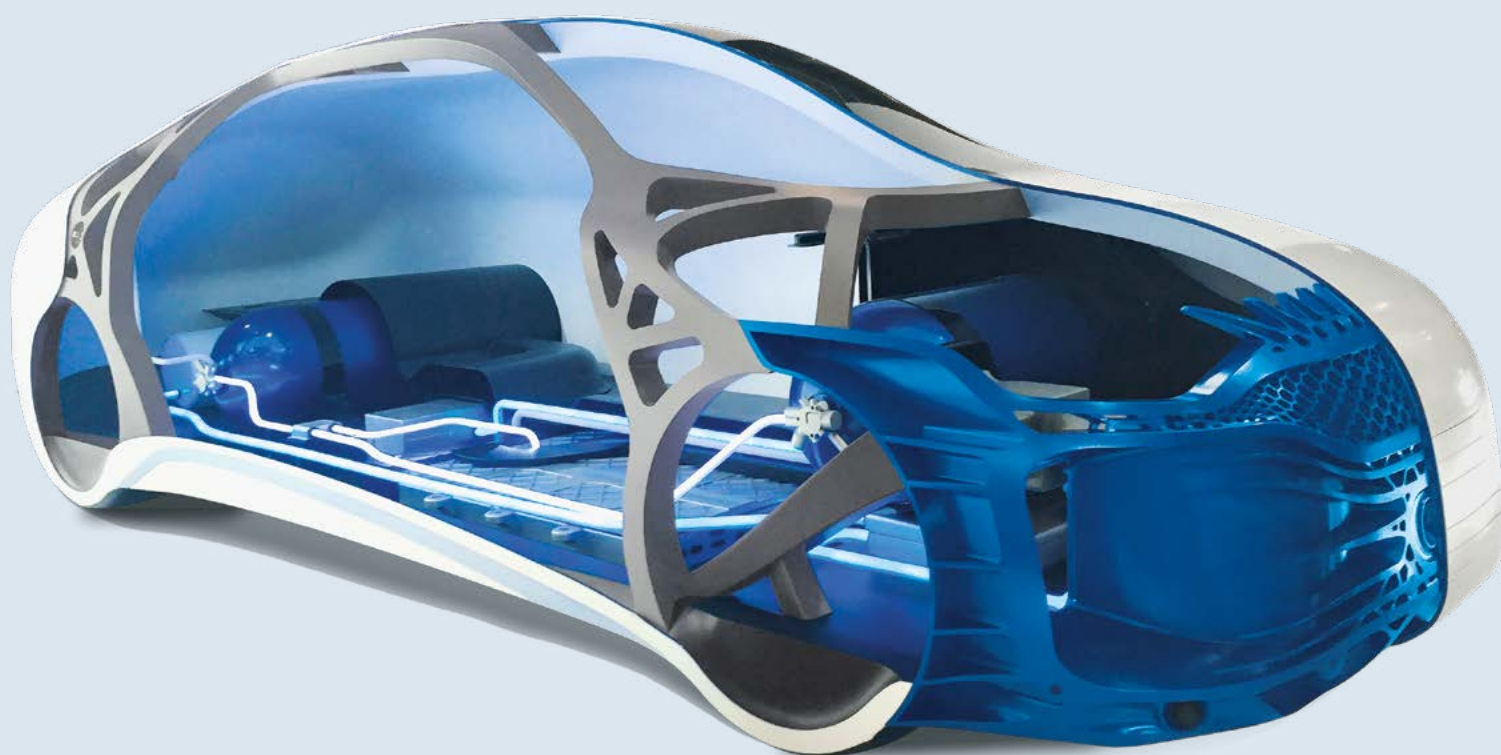
# LETTER SHAREHOLDERS

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SEPTÉMBRE 2018



## MESSAGE

Laurent Burelle,  
Chairman  
and Chief Executive Officer

“The group will allocate 1.2 billion euros in R&D in the next 2 years.”

DEAR OUR SHAREHOLDERS,

**P**lastic Omnium, an innovative company employing more than 3,200 engineers in 24 R&D centers worldwide, dedicates 6.4% of revenue to Research & Development, supplemented by a further 1.5% spent on investment in technologies. Over the next two years, the Group will therefore be allocating 1.2 billion euros in R&D for a safer, more connected and cleaner car.

Now exclusively focused on the development of automotive activity after the expected sale of its Environment business in the second half-year, Plastic Omnium is also underpinning its leadership through structuring acquisitions, the latest in line being the operational controlling stake, in the second half-year, in the German company, HBPO, the world leader in the production of front-end modules posting revenue of over 2 billion euros.

Backed by a wide-ranging client portfolio (83 client brands), worldwide presence (122 plants in 26 countries) and technologies, Plastic Omnium is speeding up its profitable growth strategy for the production of intelligent exterior systems and clean energy systems, together with the assembly of complex modules for the car of the future.

Looking to the future with confidence, the Group can confirm that 2018 results will again show further growth.

Thank you for your trust.

€3.8  
billion  
revenue  
+4.8% (at constant scope  
and exchange)

€324  
million  
operating margin  
10.2% of consolidated  
revenue

€230  
million  
net income,  
Group share  
7.2% of consolidated  
revenue

€457  
million  
EBITDA  
14.3% of consolidated  
revenue

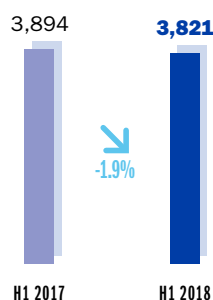
€109  
million  
free cash-flow  
3.4% of consolidated  
revenue

€271  
million  
industrial investments  
and projects  
+33%

# PERFORMANCES

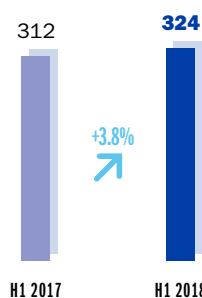
2018 Half-Year Results

## Economic revenue in millions of euros



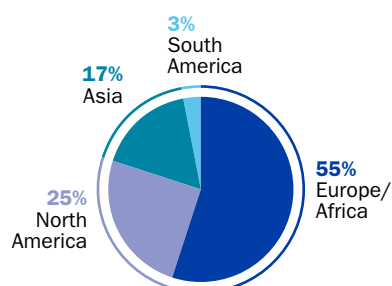
Restated of 283 million euros of negative impact of exchange and scope, **the revenue** increased by 4.8% in a worldwide automotive production up by 1.8%, i.e. outperformance of 3 points.

## Operating margin in millions of euros

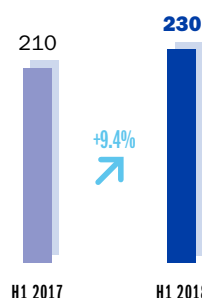


**The operating margin** improved significantly, rising from 9.5% proforma in the first-half 2017 to 10.2% in the first-half 2018 (as a percentage of consolidated revenue).

## Breakdown of revenue by region



## Net income, Group share in millions of euros



**Net income - Group share** was 230.1 million euros, a new historical record.

## Outlook

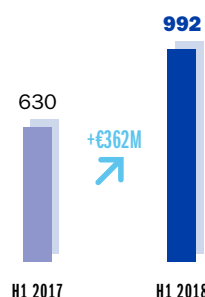
In 2018, worldwide automotive production is expected to grow by around 2%.

In this context together with the integration of HBPO during the second half-year, Plastic Omnium will post growth in revenue to reach around 9 billion euros in proforma figures.

The Group hereby confirms that 2018 results will show growth.

The Group will be pursuing its investment program with some 600 million euros invested in 2018 whilst clearing three-digit free cash-flow.

## Net debt in millions of euros



**The net debt** included an enterprise value of 350 million euros for the takeover of HBPO, the world leader in front-end modules.

**The net debt** represented 54% of equity and 1.1 times the EBITDA.



You can find the presentation of the 2018 half-year results at [www.plasticomnium.com](http://www.plasticomnium.com)



# HIGH-LIGHTS

A close-up look at Group news

Did you know?

26<sup>th</sup>

global automotive supplier  
(Automotive News ranking)

89%

of waste generated were recycled or recovered in 2017

€10M

invested in environment and safety in 2017

## PLASTIC OMNIUM STRENGTHENS ITS POSITION AS WORLD LEADER OF FRONT-END MODULES

On March 1, 2018, Plastic Omnium signed an agreement with Mahle to acquire the German group's 33.33% shareholding in the HBPO joint venture. The acquisition has been finalized end June.



### JANUARY 2018

"INFINITE INNOVATION" IN DETROIT  
Second participation of Plastic Omnium at the NAIAS (North American International Auto Show).

JEAN-PIERRE RAFFARIN APPOINTED AS DIRECTOR OF PLASTIC OMNIUM IN CHINA

### FEBRUARY 2018

A FIRST ORDER FOR COMPOSITE TAILGATES FROM THE VOLKSWAGEN GROUP  
Contract for Seat in Germany.

### MARCH 2018

3 CONTRACTS FOR PHEV FUEL TANKS (PLUG-IN HYBRID VEHICLES) IN CHINA AND IN THE USA

Confirmation of the electric hybrid trend.

### APRIL 2018

AUTO INERGY'S SOROCABA PLANT DISTINGUISHED BY TOYOTA

for its performance in terms of quality "Product" and logistics "Delivery".

## Inaugurations

### Hansalpur plant

Hansalpur is the fourth plant in India of the Group. The new facility is located in the heart of the Suzuki supplier park and will supply the fuel systems of Swift and Baleno models.

### Pune Technical Center in India

This new center is staffed by 54 engineers, a number that is expected to rise to 150 by 2022.



**MAY 2018**

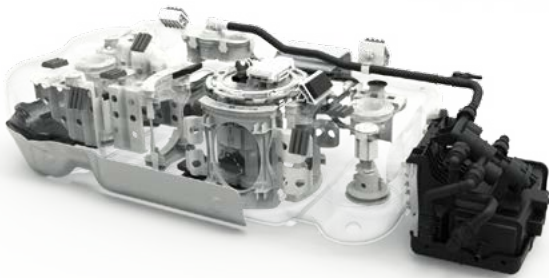
**RACE FOR WATER**

A FOUNDATION TO PRESERVE WATER

**PLASTIC OMNIUM AN OFFICIAL SPONSOR OF RACE FOR WATER**

Plastic Omnium becomes sponsor a ship powered by a combination of renewable energies: solar, wind and hydrogen. Thus, the Group's is committed to the energy transition and the protection of oceans against plastics pollution.

**JUNE 2018**



**PLASTIC OMNIUM WINS TWO AWARDS FOR THE TANKTRONIC® SYSTEM (FUEL SYSTEM FOR PLUG-IN HYBRID VEHICLES)**

- The Innovation Award 2018 in the Environment Category from CLEPA, the European Association of Automotive Suppliers, on June 13, 2018;
- the Superior Technology Supplier Award from Hyundai on May 15, 2018.



**STOCK MARKET CHAMPIONS**

On June 19, 2018, Laurent Burelle received the Stock Market Champions Trophy for the second year running, awarded by the "Investir" newspaper for the best 10-year stock market performance in the SBF 120 index.



**NEXT SHAREHOLDER VISIT THE Σ-SIGMATECH R&D CENTER**

November 15, 2018, Sainte-Julie (France)

Plastic Omnium is organizing a visit for its shareholders on November 15 into the Group's International R&D Center for intelligent exterior systems at Sainte-Julie near the city of Lyon.

Please sign up, as the number of places is limited:

- either by email at the following address: [investor.relations@plasticomnium.com](mailto:investor.relations@plasticomnium.com)
- or by phone at the following number: [+33 \(0\)800 777 889](tel:+330800777889) freephone number



# DECIPHERING THE DATA

These events are making history for the Group

## PLASTIC OMNIUM STEPPING UP THE FUEL CELL

### Hydrogen is a key factor for energy transition

Plastic Omnium has long been committed to the development of clean solutions and has been exploring this new route for several years. The Group has opted for drive units using a hydrogen-powered fuel cell, for a number of reasons:

- the autonomy it gives each vehicle: an average of 700km;
- filling times (a few minutes);
- the system's weight (150kg, or 2 to 3 times lighter than a battery).

This means that the fuel cell has the same advantages as a combustion engine, but without the drawbacks of pollution.

The market for fuel-cell vehicles should reach maturity somewhere between 2025 and 2030. €100 million has already been invested since 2015 in this technology; €100 million follow.

Today, Plastic Omnium New Energies has almost 130 employees throughout France, Israel, Belgium and Switzerland.

Our subsidiary Plastic Omnium New Energies will then develop and control the entire chain, from storing to generating electricity linked to hydrogen propulsion, positioning the Group as a key player in clean mobility.

Additionally, since 2017 the Group has been a member of the Hydrogen Council Steering Committee and Plastic Omnium is now positioned as a player in the field of electric propulsion. A bold challenge which proves once again that innovation is an integral part of Plastic Omnium's DNA.

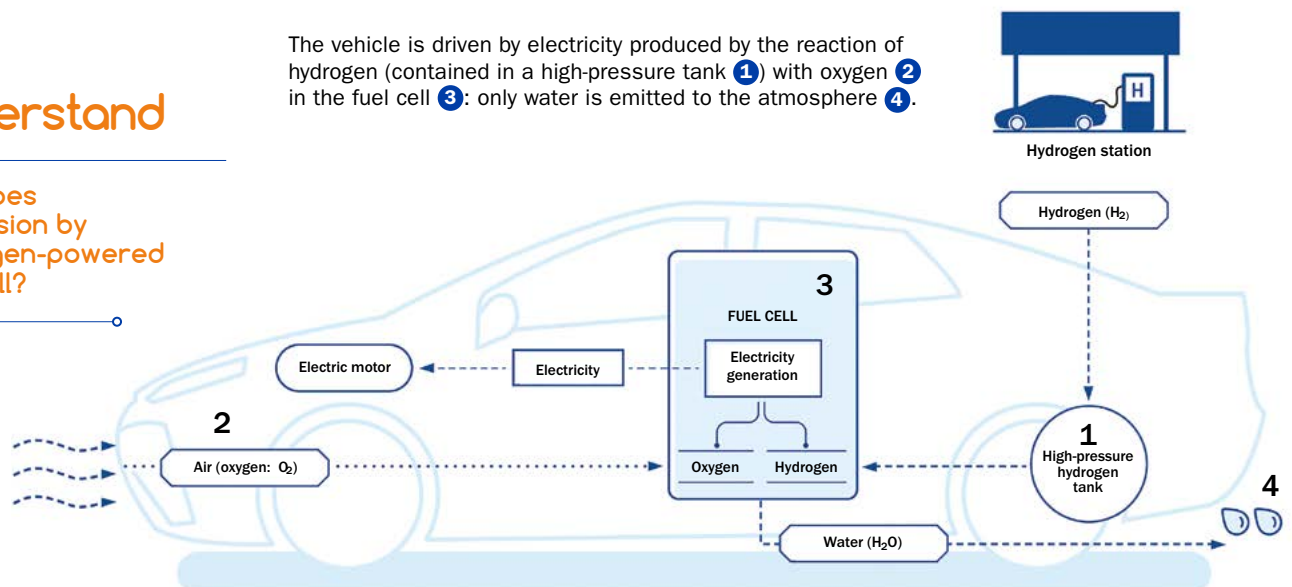
### Projection

By the year 2050, hydrogen could account for almost one fifth of the total energy we consume, resulting in a drop in CO<sub>2</sub> emissions of 6 giga-tonnes per annum. 10 to 15 million vehicles and 500,000 trucks could be powered by the year 2030.

Source: "Hydrogen, Scaling up", a study conducted by the Hydrogen Council with the support of McKinsey & Company (November 2017).

## To understand

How does propulsion by hydrogen-powered fuel cell?



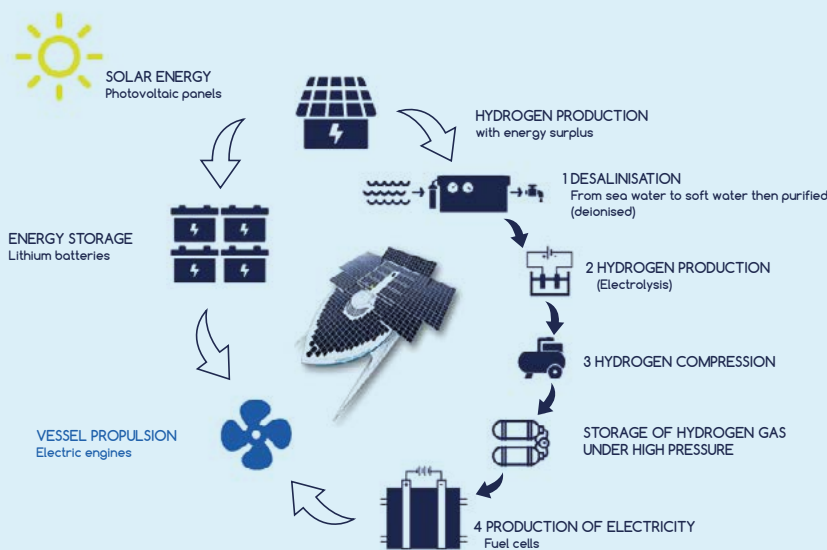
# 100% innov'



As from 2019, a new advanced research center Δ-Deltatech, dedicated to new energies, will employ over 200 engineers in Brussels.



## A 100% CLEAN SHIP THANKS TO 3 TYPES OF RENEWABLE ENERGIES



## RACE FOR WATER

Plastic Omnium is proud to be a sponsor and technological partner of the RACE FOR WATER Foundation. Having set out from Lorient in April 2017 for a 5-year round-the-world trip, this revolutionary boat is powered by a combination of renewable energies (solar, wind and hydrogen) and showcases our commitment to energy transition and the protection of our oceans. In particular, the vessel will stop off in Tokyo during the 2020 Olympic Games.

Through its recently acquired Swiss Hydrogen subsidiary, Plastic Omnium engineered the boat's power system using a fuel cell that converts the hydrogen obtained from sea water into electricity.

The twenty-five 350 bar canisters can store 200 kg of hydrogen, that generate 2,600 kWh of electricity, i.e. 4 times the electrical storage capacity of batteries. Hydrogen helps to gain 6 days of autonomy at a speed of 5 knots.



# SHAREHOLDER INFORMATION

Plastic Omnium & You

## Change in share price in euros



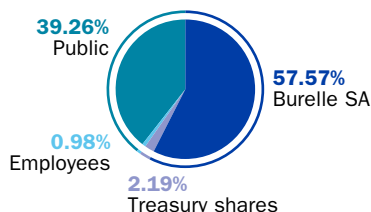
The stock symbol of Plastic Omnium shares is listed on the NYSE and on Euronext Paris (Compartment A) and is a component of the SBF 120, CAC Mid 60 and SRD indices (ISN code: FRO000124570).

At their meeting of July 19, 2018, the Board of Directors voted to cancel 1,110,613 treasury shares as of July 26, 2018. After this cancellation, the percentage of control of Burelle SA will go from 57.57% to 58%.

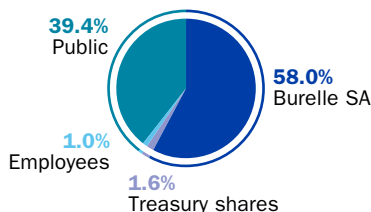
# €5.44

billion  
market  
capitalization  
at July 26, 2018

At June 30, 2018  
Number of shares: 150,976,720



At July 26, 2018  
Number of shares: 149,866,107



## YOUR NEXT RENDEZ-VOUS

### SHAREHOLDERS' MEETING

October 22, 2018  
in Strasbourg (France)  
organized in collaboration  
with Le Revenu

### PARIS MOTOR SHOW



Paris (France)  
Paris Motor Show

**OCTOBER 4 – 14, 2018**  
Hall 1 – Stand 315

## AGENDA

### FINANCIAL AGENDA

**OCTOBER 25, 2018**  
Quarterly information from  
3<sup>rd</sup> quarter 2018

**FEBRUARY 14, 2019**  
Publication of annual results  
for 2018

### SHAREHOLDER AGENDA

**NOVEMBER 15, 2018**  
Visit of the R&D Center  
Σ-Sigmattech, Sainte-Julie  
(France)

**APRIL 25, 2019**  
Shareholders' Meeting 2019  
Pavillon Dauphine in Paris (France)



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