

## Sales up by 12.2% in the first 9 months of 2015

In the first 9 months of 2015, Plastic Omnium's economic sales<sup>1</sup> reached 4,363 million euros, robust growth of 12.2% compared to the first 9 months of 2014 (+4.2% at constant scope and exchange rates).

Economic sales<sup>1</sup> for the 3<sup>rd</sup> quarter of 2015 were 1,417 million euros, showing strong growth of +13.1%, and +6.8% at constant scope and exchange rates compared to the 3<sup>rd</sup> quarter of 2014.

In millions of euros, by segment	3 <sup>rd</sup> quarter		Change	Change at constant scope and exchange rates	9 months		Change	Change at constant scope and exchange rates
	2014	2015			2014	2015		
Automotive	1,156	1,327	+14.8%	+7.5%	3,585	4,080	+13.8%	+4.8%
Environment	98	91	-7.3%	-1.5%	305	283	-7.1%	-3.0%
<b>Economic sales<sup>1</sup></b>	<b>1,253</b>	<b>1,417</b>	<b>+13.1%</b>	<b>+6.8%</b>	<b>3,889</b>	<b>4,363</b>	<b>+12.2%</b>	<b>+4.2%</b>
Joint ventures	192	228	+19.2%		581	699	+20.4%	
<b>Consolidated sales<sup>2</sup></b>	<b>1,062</b>	<b>1,189</b>	<b>+12.0%</b>	<b>+4.8%</b>	<b>3,308</b>	<b>3,664</b>	<b>+10.7%</b>	<b>+2.3%</b>

In millions of euros and in % of sales, by region	3 <sup>rd</sup> quarter		Change	Change at constant scope and exchange rates	9 months		Change	Change at constant scope and exchange rates
	2014	2015			2014	2015		
Europe	649 52%	719 51%	+10.8%	+10.9%	2,073 53%	2,248 52%	+8.5%	+8.1%
North America	350 28%	428 30%	+22.1%	+3.3%	1,056 27%	1,232 28%	+16.7%	-3.2%
South America/ Africa	65 5%	57 4%	-11.5%	-2.6%	174 4%	170 4%	-2.5%	-0.9%
Asia	190 15%	213 15%	+12.6%	+2.8%	586 15%	712 16%	+21.5%	+5.2%
<b>Economic sales<sup>1</sup></b>	<b>1,253</b> 100%	<b>1,417</b> 100%	<b>+13.1%</b>	<b>+6.8%</b>	<b>3,889</b> 100%	<b>4,363</b> 100%	<b>+12.2%</b>	<b>+4.2%</b>
Joint ventures	192 100%	228 100%	+19.2%		581 100%	699 100%	+20.4%	
<b>Consolidated sales<sup>2</sup></b>	<b>1,062</b> 100%	<b>1,189</b> 100%	<b>+12.0%</b>	<b>+4.8%</b>	<b>3,308</b> 100%	<b>3,664</b> 100%	<b>+10.7%</b>	<b>+2.3%</b>

## Plastic Omnium Automotive

For the first 9 months of 2015, Plastic Omnium Automotive's sales<sup>1</sup> reached 4,080 million euros. They grew by 13.8% (4.8% at constant exchange rates), with global automotive production up by 1.0%.

This outperforming result is supported by strong sales in Europe and Asia over the period.

In the 3<sup>rd</sup> quarter of 2015, Plastic Omnium Automotive's sales<sup>1</sup> accelerated its growth and grew by 7.5% at constant exchange rates, compared to a steady worldwide automotive production (-0.1%).

- sales in Europe grew by 12.9%, driven by 27 new program launches in the first half of the year; 34 additional launches are planned in the second half of the year;
- business has increased again in North America (+3.2%), confirming that this zone will be a strong contributor to Group's growth starting in 2016;
- the Group's automotive business in China was stable over the period, despite Chinese automotive manufacturing down by 6.9%. The Group's automotive business sales in China for the first 9 months of the year reached 338 million euros, i.e. 8% of the Group's overall revenue.

## Plastic Omnium Environment

In the first 9 months of 2015, the Environment division sales<sup>1</sup> reached 283 million euros. They were down by 3.0% at constant scope and exchange rates.

In an economic environment that remains difficult due to budget restrictions in local councils particularly in France, the Environment division will stabilize its sales in the second half of the year and will continue to generate a significant free cash-flow.

## Confirmed growth in earnings for 2015

Results as of end-September confirm that 2015 results will indeed see growth, as anticipated.

Plastic Omnium has a strong order book resulting in significant gains in market shares in automotive body components and fuel systems.

The Group emphasizes once again the strong performance of its innovative and efficient offers in polluting emissions reduction systems (CO<sub>2</sub> and NO<sub>x</sub>), whose development is favored by increasingly strict environmental regulations.

## **Calendar**

February 25, 2016 – 2015 Full-year results

## **Glossary**

- (1) Economic sales are the consolidated sales plus a proportional share of revenue from Group's joint ventures: BPO, HBPO and YFPO for Plastic Omnium Automotive. This metric reflects the operating and managerial realities of the Group.
- (2) Consolidated sales, according to IFRS 10-11-12, do not include proportional shares of joint ventures, which are consolidated using the equity method.