



## First quarter 2016 sales Confirmed outperformance

For the 1<sup>st</sup> quarter of 2016, economic sales<sup>1</sup> reported by Compagnie Plastic Omnium reached €1,536.2 million, up by 6.0% over the 1<sup>st</sup> quarter of 2015 (up 7.8% at constant exchange rates).

Consolidated sales<sup>2</sup> came to €1,300.8 million at constant exchange rates over the period (up by 6.7%).

In millions of euros, by business segment	1 <sup>st</sup> quarter		Change	Change - constant exchange rates
	2015	2016		
Automotive	1,352.9	1,445.7	+6.9%	+8.8%
Environment	96.9	90.5	-6.6%	-6.0%
<b>Economic sales<sup>1</sup></b>	<b>1,449.8</b>	<b>1,536.2</b>	<b>+6.0%</b>	<b>+7.8%</b>
Joint ventures	231.2	255.3	+10.4%	+13.4%
<b>Consolidated sales<sup>2</sup></b>	<b>1,218.6</b>	<b>1,280.9</b>	<b>+5.1%</b>	<b>+6.7%</b>

In € millions and % of sales, by region	1 <sup>st</sup> quarter		Change	Change - constant exchange rates
	2015	2016		
Europe/Africa	770.5 53%	841.4 55%	+9.2%	+10.4%
North America	394.1 27%	405.1 26%	+2.8%	+1.2%
South America	40.5 3%	33.4 2%	-17.5%	+15.8%
Asia	244.8 17%	256.2 17%	+4.7%	+8.8%
<b>Economic sales<sup>1</sup></b>	<b>1,449.8</b> 100%	<b>1,536.2</b> 100%	<b>+6.0%</b>	<b>+7.8%</b>
Joint ventures	231.2 100%	255.3 100%	+10.4%	+13.4%
<b>Consolidated sales<sup>2</sup></b>	<b>1,218.6</b> 100%	<b>1,280.9</b> 100%	<b>+5.1%</b>	<b>+6.7%</b>

1. Economic sales are the consolidated sales plus a proportional share of sales from the Group's consolidated joint ventures. The figure reflects the operational and managerial realities of the Group.
2. Consolidated sales, pursuant to standards IFRS 10-11-12, do not include the proportional shares of joint ventures, which are consolidated using the equity method.

## Sustained growth for the Automotive Division in the 1<sup>st</sup> quarter

Over the 1<sup>st</sup> quarter of 2016, Automotive sales<sup>1</sup> for Plastic Omnium amounted to €1,445.7 million. This is a rise of 6.9% and **8.8%** at constant exchange rates while worldwide automotive production was up by 1.2%.

Business has been very buoyant in Europe, which accounts for 51% of total sales<sup>1</sup> in the automotive division. In a dynamic business environment (production up by 2.8%), Plastic Omnium is reporting growth of 13.2% at constant exchange rates.

Growth has been driven specifically by:

- new product launches from Jaguar Land Rover in England (bumpers for the new Jaguar XE and XJ models in 2015 and bumpers and tailgate for the new F-Pace SUV in early 2016)
- the speed-up in the development of SCR emission-control systems for diesel vehicles. After the launch of the Ford Transit in January, Plastic Omnium is now delivering SCR systems to 6 carmakers (Audi, Porsche, Chrysler, Ford, General Motors and Toyota). 7 more carmakers will be fitting the Plastic Omnium SCR system by 2019.

In North America, business is up by 1.3% at constant exchange rates. Business was penalized intermittently in Mexico by production downtimes scheduled by carmakers for reasons of model turn-around. These stoppages have occurred prior to the launch of new programs that will sustain Plastic Omnium's growth in this zone as from the 2<sup>nd</sup> half of 2016.

Growth is speeding up in China with business growth of 16% at constant exchange rates with automotive production up by 5%. The Group has benefited from high investment made over the past 3 years to strengthen the country's industrial footprint and win market share. The 25 plants now run by the Group in China (of which 13 plants built between 2013 and 2015) are seeing their plant loadings gradually swell with the numerous new orders now reaching the production line.

In the rest of Asia, business is steady while automotive production has dropped by 3%. In all, business in Asia has grown by 8.5% at constant exchange rates.

## An enhanced product range to boost the growth of Plastic Omnium Environment

In the 1<sup>st</sup> quarter of 2016, sales<sup>1</sup> for the Group's Environment business came to €90.5 million. This figure is down by 6% at constant exchange rates in a persistently difficult European market.

The Environment Division should see an upturn in business with the launch of new voluntary waste disposal products (underground and semi-underground containers) and a good order book.

## Confirmed growth objective for 2016

Like-for-like in 2016, Plastic Omnium is confirming an outperformance target of around 5 points over global automotive production, which is expected to rise by 2% to 3%.

## The acquisition of Faurecia's Exterior Systems business

On April 18, 2016, Plastic Omnium signed the SPA (sales & purchase agreement) for the acquisition of Faurecia's Exterior Systems. The transaction, with sales worth some €2 billion of which one half in Germany, should be finalized during the 2<sup>nd</sup> half of 2016 after clearance from the European competition authorities.

## **Timetable**

April 28, 2016 – Shareholders' Meeting

July 27, 2016 – Half-year results for 2016

October 20, 2016 - Quarterly sales for the 3<sup>rd</sup> quarter of 2016