

Breakdown of economic revenue by business segment

In €M, by segment	nine months		Change	Change at constant scope and exchange rates ³
	2015	2016		
Automotive	4,080	4,613	+13.1%	+12.6%
Environment	283	277	-2.1%	+0.1%
Economic revenue¹	4,363	4,889	+12.1%	+11.8%
Joint ventures	699	776	+11.0%	+14.8%
Consolidated revenue²	3,664	4,114	+12.3%	+11.2%

Over the first nine months of the year 2016, economic revenue¹ of Plastic Omnium totaled €4,889.3 million, an increase of +12.1% in reported data, in comparison with the first nine months of the year 2015. Growth was +11.8% at constant scope and exchange rates (-€129.9 million due to currency effects and +€142.3 million due to scope).

On July 29, 2016, Plastic Omnium acquired the Faurecia Automotive Exterior Systems business from Faurecia. This acquisition strengthened the Group's footprint both in industrial terms and in Research and Development, particularly in Germany and Spain, as well as the commercial portfolio of this division with new clients (Audi, Daimler and Ford). With this acquisition, Plastic Omnium confirmed its position as a world leader in the production of bumpers and plastic body parts, with a 15% market share.

In the 3rd quarter of 2016, economic revenue¹ of Plastic Omnium totaled €1,709.8 million, an increase of +20.6%, in reported data, in comparison with the 3rd quarter of 2015, and by +13.4%, at constant scope and exchange rates.

Consolidated revenue² in the 3rd quarter of 2016 came to €1,453.5 million, an increase of 22.2% in comparison with the 3rd quarter of 2015 (+12.6% at constant scope and exchange rates).

For informational purposes, economic revenue in September 2016, following the acquisition of the Faurecia Exterior Systems business, came to €695 million, an increase of 31%.

Breakdown of economic revenue by region

In €M and as a % of revenue, by region Automotive and Environment	nine months		Change	Change at constant scope and exchange rates ³
	2015	2016		
Europe	2,292 53%	2,648 54%	+15.6%	+12.0%
North America	1,232 28%	1,300 27%	+5.5%	+5.9%
South America	126 3%	131 3%	+3.4%	+27.9%
Asia, including China	712 16%	811 17%	+13.8%	+18.5%
Economic revenue¹	4,363 100%	4,889 100%	+12.1%	+11.8%
Joint ventures	699	776	+11.0%	+14.8%
Consolidated revenue²	3,664	4,114	12.3%	+11.2%

Automotive Division: very sustained growth over the first nine months of the year

Over the first nine months of the year 2016, revenue¹ of Plastic Omnium Automotive was €4,612.5 million. It grew by 13.1% and 12.6%, at constant scope and exchange rates³, in a context of worldwide automotive production that was up by 3.4%, thus representing market outperformance of 9.2 points. This shows the solidity of the order book, with the confirmation of gains in market share, new capacities put into production (Mexico, England), and the success of the portfolio of innovative products.

Business was very sustained in Europe, representing 49% of total automotive revenue¹. In a dynamic context of a 3.2% production increase, Plastic Omnium grew by 13.1%, at constant scope and exchange rates.

Business was particularly strong in the 3rd quarter of 2016 in England (+40.7%), particularly owing to the commissioning and production of the Jaguar-Land Rover exterior parts plant of Warrington-Liverpool in June 2016. Moreover, development of SCR for reducing diesel vehicles emissions continued worldwide, with a 37% increase in the first nine months of the year, reaching revenue of €200 million, two-thirds of which was achieved in Europe.

Business in North America grew by 5.9%, at constant scope and exchange rates, over the first nine months of the year, after having suffered, during the 1st quarter of 2016, from scheduled production outages by manufacturers in Mexico, for model changes. In the 3rd quarter of 2016, business in North America grew by 9.3%, at constant scope and exchange rates, representing therefore outperformance of 7.1 points, confirming that this region will be a major growth area for the Group, with the startup of new capacities in Mexico.

Business in Asia, including China, increased by 18.1%, at constant scope and exchange rates. In China, which represents revenue of €417 million, or 9% of total revenue, the increase in business at constant exchange rates, came to +24.5% over the first nine months of the year, for a 11.6% increase in automotive production. The Group benefited from the high investments made over the last three years to develop the industrial footprint and increase market share.

The 25 plants now run by the Group in China (including 13 plants built between 2013 and 2015) are seeing their loading progressively swell with many new orders entering into production. In the rest of Asia, growth in business increased by +11.9%, carried by South Korea, Japan, and India.

Environmental Division: an enriched product range to relaunch the growth of a refocused division

Over the first nine months of the year 2016, revenue from the Environmental business came to €276.9 million. It was stable, at constant scope and exchange rates, in comparison with the first nine months of 2015.

To concentrate its waste-containerization business, Plastic Omnium Environment disposed of the following during the year:

- Signature Limited, its UK subsidiary, specialized in highway signage,
- Its resin toy manufacturing plant in Montauban,
- PO Emballagen GmbH, its German subsidiary, specialized in the development, production, and marketing of metal drums for the chemical industry.

These three disposals represent annual revenue of approximately €60 million.

A European leader in waste containerization, which is both profitable and generates free cash-flow, the Environmental division created a new growth dynamic, with a product offering that includes intelligent solutions, waste streamlining and carbon footprint reduction of local and regional communities.

Performance evaluation over the period

- Acquisition of the Faurecia Exterior Systems business

The process of dynamic consolidation of acquired plants has already begun, and confirms the objective of €70 million in Group contributive synergies by 2019.

Also, pursuant to the decision of the European Commission, the process for the disposal of the French sites and a Spanish site for the bumper business, and of the front-end assembly business in Germany, which represents revenue on the order of €700 million, is ongoing. This revenue has not been recorded in the Group's revenue.

- Optimized industrial tooling and growth driver

During the first nine months of the year, the Group put two new plants into production (San Jose Chiapa in Mexico and Warrington - Liverpool in the United Kingdom). A 3rd plant will be commissioned in the 4th quarter in Mexico (Leon).

The construction of three new plants has begun (one in Mexico, one in China and one in India), to be commissioned in 2017 and 2018.

Also, the Group is continuing its ongoing effort to optimize its industrial footprint, putting operational excellence and cost control at the core of its strategy. Owing to a lack of incoming orders, the Group had to close its French fuel systems plant in Laval, on July 31, 2016.

In the United States, the front-end module assembly site of Belvedere (Illinois) was also closed. Plastic Omnium also announced, on October 19, 2016, the closing of its exterior body parts production site in Norcross (Georgia), with transfer of production to the Chattanooga (Tennessee) site, opened in August 2015 and to the Anderson site (South Carolina).

- [Innovation as a lever of growth and performance](#)

Aware of the need to prepare for changes in the automotive industry, Plastic Omnium is positioning itself as a player in vehicle propulsion by hydrogen and fuel cells. In September 2016, Plastic Omnium announced the formation, with the Israeli company ELBIT Systems, of a fuel cell and super-condensator startup called POCeITech. Plastic Omnium's know-how combines very low precious-metal content fuel cell technology with the developments already achieved by ELBIT Systems, and a new range of super-condensators.

At the *Mondial de l'Automobile* trade fair in Paris, the Group also presented a prototype for high-pressure hydrogen storage, capable of ensuring great autonomy, with a recharge time of three minutes, compared to several hours for electric vehicles.

The Group also announced the construction of an Advanced Center for Research and Innovation in new energies, Δ-Deltatech. Based in Brussels, it will require an investment of €50 million, and will employ 200 engineers, for a projected opening in early 2019.

[2016 growth objective confirmed](#)

The Plastic Omnium Group will achieve pro forma economic revenue around €7.5 billion in 2016, thus confirming the strong outperformance of its business compared with expected automotive production, up from 2 to 3%.

In summary, all of the 2016 financial aggregates will show a strong increase.

[Calendar](#)

February 23, 2017 – 2016 annual results

April 27, 2017 – Shareholders' Meeting

[Glossary](#)

1. Economic revenue corresponds to consolidated revenue, plus revenue from the Group's joint ventures, consolidated at their percentage of ownership. This metric reflects the operating and managerial realities of the Group.
2. The consolidated revenue, in implementation of IFRS Standards 10-11-12, does not include the share of joint ventures, which are consolidated by using the equity method.
3. Scope effects exclude the Faurecia Exterior Systems business, that was restated in 2016, and restate the disposal of Signature Limited in August and September 2015.
4. The revenue breakdown by region is as follows: Europe (including Africa), North America, South America, and Asia.

Appendix – 3rd quarter 2016 revenue

In €M, by segment	3 rd quarter		Change	Change at constant scope and exchange rates ³
	2015	2016		
Automotive	1,327	1,620	+22.1%	+13.9%
Environment	91	90	-0.4%	+4.9%
Economic revenue¹	1,417	1,710	+20.6%	+13.4%
Joint ventures	228	256	+12.3%	+15.7%
Consolidated revenue²	1,189	1,454	+22.2%	+12.6%

In €M and as a % of revenue, by region Automotive and Environment	3 rd quarter		Change	Change at constant scope and exchange rates ³
	2015	2016		
Europe	733 52%	905 53%	+23.5%	+8.3%
North America	428 30%	467 27%	+9.3%	+9.1%
South America	43 3%	55 3%	+27.9%	+38.9%
Asia, including China	213 15%	282 16%	+32.1%	+34.3%
Economic revenue¹	1,417 100%	1,710 100%	+20.6%	+13.4%
Joint ventures	228	256	+12.3%	+15.7%
Consolidated revenue²	1,189	1,454	+22.2%	+12.6%