



# Q1 2021 CONF CALL

Levallois, April 20<sup>th</sup>, 2021



## Key messages

### Fragmented & volatile market in Q1

- China: **+79.2%**; RoW: **-0.4%**
- Supply chain disruptions

### Solid Q1 sales

- **5%** organic growth on economic sales
- Strong **outperformance** in Europe and Asia excluding China; strong growth in China (+79%)
- Growth drivers with **Premium** and **EV cars**

### Strategic developments in Q1

- Strong commercial activity with new strategic orders especially on EV
- Hydrogen acceleration with EKPO Fuel Cell technologies closing
- Push on carbon neutrality

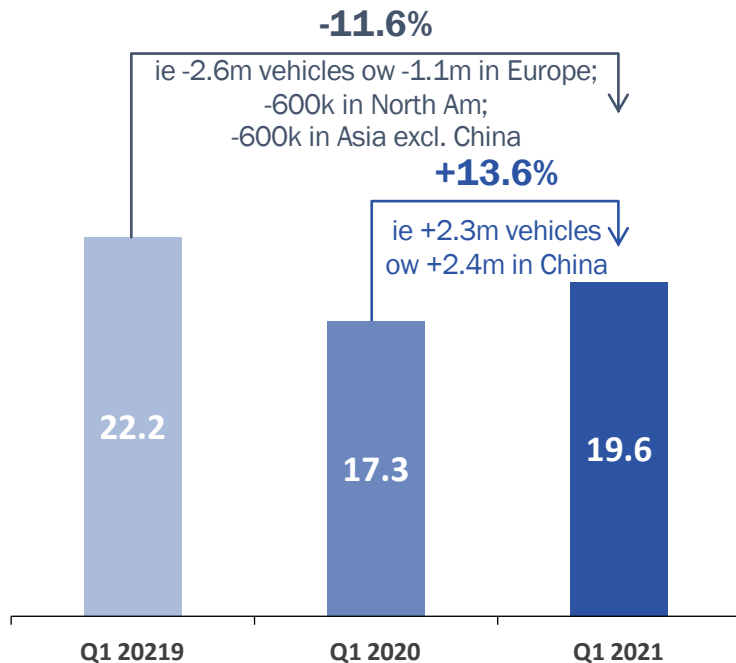
### FY 2021 financial guidance confirmed

- H1 2021 will reflect the same trajectory

# Strong resilience of PO sales

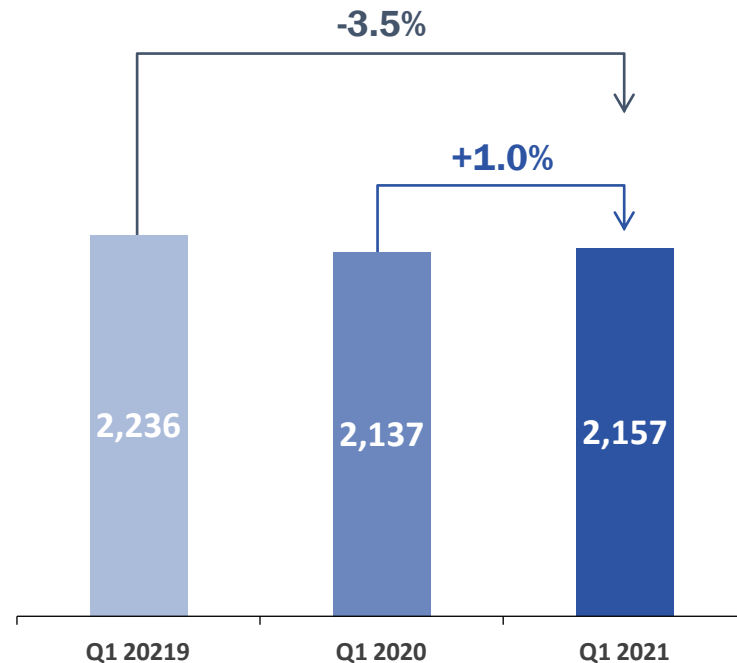
## Q1 automotive production

(In million of vehicles)



## PO Q1 economic sales

(In m€)



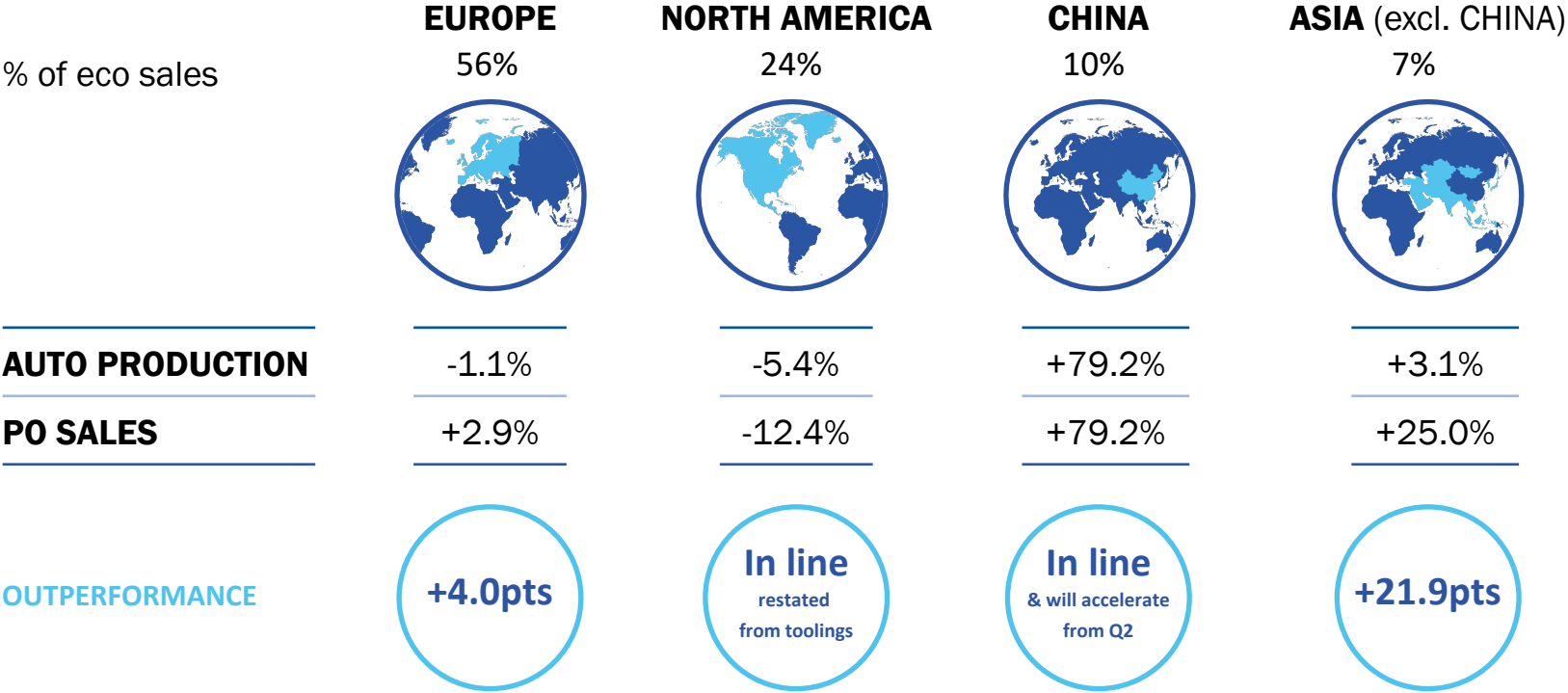
## Q1 revenue per business

In €m Per business	Q1 2020	Q1 2021	Change	Change like-for-like
Plastic Omnium Industries	1,598	1,567	-1.9%	+2.1%
Plastic Omnium Modules	539	590	+9.5%	+12.5%
<b>Economic sales</b>	<b>2,137</b>	<b>2,157</b>	<b>+1.0%</b>	<b>+4.8%</b>
JVs	108	172	+59.9%	+65.4%
Plastic Omnium Industries	1,525	1,445	-5.3%	-1.4%
Plastic Omnium Modules	504	541	+7.3%	+10.3%
<b>Consolidated sales</b>	<b>2,029</b>	<b>1,985</b>	<b>-2.2%</b>	<b>+1.5%</b>

Strong activity in **March**

Growth drivers with **Premium** and **EV cars**

# Q1 revenue per geography



\* Plastic Omnium economic sales like-for-like variation  
Source: IHS April 2021

# Strong commercial activity in Q1

## New growth drivers, especially on BEV platforms



**Ford - new EV SUV**  
Front and rear  
bumpers (Germany)



**Volkswagen  
ID-buzz EV combi**  
Cockpit modules  
(Germany)



**100% EV player**  
Front-end modules  
(USA)



**Volkswagen - Jetta**  
Front and rear  
bumpers (Mexico)



**General Motors new  
EV SUV**  
Front and rear  
bumpers (Mexico)



**Audi - EV Q4 e-tron**  
Active grille shutters  
(China)

## Market shares gains with metal to plastic substitution



**Mitsubishi Triton**  
Fuel systems (Thailand)

# Recent developments in hydrogen

Launch of **EKPO** FUEL CELL TECHNOLOGIES



**PLASTIC OMNIUM (40%) & ELRINGKLINGER (60%) JV**  
leader in fuel cell stacks for a wide range of mobility applications



Acquisition of ElringKlinger Fuelcell Systems Austria GmbH (EKAT)  
dedicated to integrated hydrogen systems

Closing  
March 1<sup>st</sup>  
2021  
€115m

Global offer on the full hydrogen value chain  
with hydrogen vessels, fuel cell stacks and integrated hydrogen systems

Available industrial capacities allowing Plastic Omnium to answer to the multiplication of calls for tenders in hydrogen mobility and to confirm its ambitions of €3Bn in sales by 2030



## 2021 Market outlook

### Shortage update

- OEMs continue to shutdown some production lines / sites **due to supply chain disruptions** particularly on semiconductors
- PLASTIC OMNIUM, which is not directly impacted, **manages the situation** on a daily basis in its 135 plants

**REINFORCED FLEXIBILITY AND CONTINUATION OF COST REDUCTION  
AND TRANSFORMATION PROGRAMS**

### PLASTIC OMNIUM market assumptions

- In this context, PO continues to manage its operations with a **5%** discount of the volumes expected for global automotive production, ie **77 million vehicles**



# 2021 Financial Guidance confirmed

**STRONG  
GROWTH**



**SALES**

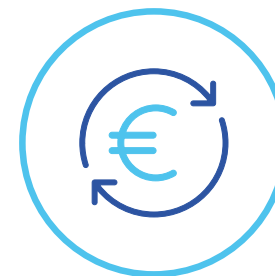
**BACK TO 2019  
LEVELS**



**OPERATING  
MARGIN**

**6% of sales**

**SUPERIOR TO 2019  
LEVELS**



**FREE  
CASH FLOW**

**>€220m**

**H1 RESULTS WILL REFLECT THIS TRAJECTORY**



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