PLASTIC OMNIUM

Levallois, February 22, 2023, 7:00 AM CET

2022 Full-year results

Strong profitable growth, generating free cash flow
Major acquisitions and strategic investments towards clean and connected mobility

In € millions	2021	2022	*Change*
Economic revenue[a)]	8,017	9,477	*+18.2%*
Consolidated revenue[b)]	7,233	8,538	*+18.0%*
EBITDA[f)] *(as a % of consolidated revenue [b)])*	771 *10.7%*	864 *10.1%*	*+12.0%*
Operating margin *(as a % of consolidated revenue [b)])*	303 *4.2%*	364 *4.3%*	*+20.2%*
Net result, Group share	126	168	*+32.6%*
Investments	294	351	*+19.5%*
Free cash flow[e)]	251	243	

- **The Group achieved all financial targets** for 2022 and **revises its revenue target for 2025 upwards**
- Strong growth in economic revenue (+18.2% at €9,477 million), of which +9.7%[c)] organic, **outperforming** global automotive production[i)] by +2.2 points
- Operating margin up significantly by +20.2% at €364 million, equating to 4.3% of published consolidated revenue (**5.1%** excluding acquisitions of which 5.5% in 2nd semester), reflecting **excellence in industrial performance** and a **dynamic and agile management of operations**
- **Robust growth** in **Net result,** Group share (+32.6% at €168 million as published), proposed dividend of €0.39 per share, up +39%
- **Offensive approach to innovation** (e.g. launch of OP'nSoft, embedded software solutions) and targeted management of industrial capex (i.e. 4.1% of revenue)
- Ramp-up of **momentum in order intake** in the highly promising hydrogen market, **signature of major contracts** (Safra, Stellantis, Hyvia, Ford) and future construction of the largest hydrogen vessels factory in Europe
- Further year of **strong free cash flow generation** of €289 million excluding acquisitions (€243 million including acquisitions), well above target
- Major acquisitions, diversification and strengthening of the **growth** and **value creation profile** with €1.3 billion invested**,** sustained **robust financial structure** (leverage ratio of 1.9x EBITDA)
- Implementation of the carbon neutrality roadmap, with a **9% decrease in CO_2 emissions** (scopes 1 & 2) **compared to 2021** and 26% compared to the 2019 baseline for our commitments. CDP Climate A- rating.

2023 Targets

The Group sets the following targets for 2023, supported by a dynamic commercial and operating momentum:

- Strong revenue[a)] growth, outperforming global automotive production[i)]
- Operating margin above €400 million, up over +10%
- Free cash flow in excess of €260 million, with continued strong investment in growth drivers

2025 Targets

- The Group revises its revenue target upwards in view of its dynamic commercial momentum, boosted by its investments in the future, with revenue now expected to exceed €11.5 billion by 2025 compared to c. €11 billion initially communicated during the May 2022 Capital Markets Day
- Average annual growth in operating margin in euros in excess of 15% between 2022 and 2025
- Free cash flow of between 3% and 4% of revenue

Laurent Favre – Chief Executive Officer of Compagnie Plastic Omnium SE stated:

"We are satisfied with what we have accomplished in 2022 in an unprecedented economic and geopolitical context. Thanks to Plastic Omnium's operating and financial profile, we were able to successfully implement our strategic roadmap, make a number of technological shifts and secure strong growth drivers and significant future value creation. The performance and leadership of our traditional activities remain the cornerstone enabling the diversification of Plastic Omnium's portfolio. Supported by its historical position in exterior automotive parts and fuel systems, the Group now has three new activities (lighting, electrification and hydrogen), enabling it to meet the sector's challenges, both in individual and heavy mobility. Some of this new expertise has come from the major acquisitions completed by our Group during the year. We have considerable experience in integrating new activities and will invest the necessary efforts to ensure these activities achieve profitability levels in line with those of the Group. Finally, with our new software entity (OP'nSoft) we are well positioned at the center of the challenges facing embedded software. All this would not have been possible without competent and committed teams and I would like to take this opportunity to warmly thank them."

PLASTIC OMNIUM

2022 Full-year results

The Board of Directors of Compagnie Plastic Omnium SE, chaired by Mr. Laurent Burelle, met on February 21, 2023, and approved the consolidated financial statements for the year ended December 31, 2022.

Strong sales momentum and significant outperformance compared to the automotive market

Plastic Omnium reported strong growth in 2022, with economic revenue of €9,477 million, up +18.2% on 2021 (+9.7% at constant scope and exchange rates). The Group outperformed global automotive production[i] by 2.2 points, in line with targets.

In € million by business	2021	2022	Change	LfL Change
Plastic Omnium Industries	5,826	6,897	+18.4%	+8.1%
Plastic Omnium Modules	2,191	2,580	+17.8%	+14.0%
Economic revenue[a)]	**8,017**	**9,477**	**+18.2%**	**+9.7%**
Joint ventures	784	939	+19.8%	+14.5%
Plastic Omnium Industries	5,240	6,191	+18.2%	+7.5%
Plastic Omnium Modules	1,994	2,347	+17.7%	+13.5%
Consolidated revenue[b)]	**7,233**	**8,538**	**+18.0%**	**+9.2%**

The booming electric vehicle segment accounts for 11% of 2022 economic revenue, compared to 10% in 2021. Excluding fuel systems, this increases to 16% (6 point outperformance) against 14% in 2021, demonstrating Plastic Omnium's significant success in winning market share and the resulting reduction in its exposure to the combustion segment.

Plastic Omnium Industries' strong growth in economic revenue (+8.1% lfl versus 2021) was driven by robust order intake and benefited from lower volatility caused by the Stop & Go phenomena that marked 2021 during the semiconductor crisis (c. -30% versus 2021). The Group's exterior vehicle offer helping to reduce the weight of electric vehicles and increase their autonomy responds perfectly to the electric boom in several geographies. Volumes manufactured by the fuel systems activity (CES) increased around 3% on 2021, confirming its resistance in a combustion vehicle market facing the ramp-up of the electric segment. In 2022, despite a deteriorating environment, order intake reached a remarkable level across the Group's historical scope and in all geographies, almost fully securing production up to 2025.

The **new lighting and electrification activities** have been included in the Industries business segment pro rata to their acquisition dates, contributing revenue of €309 million. The lighting activity made a good start with, on the technology front, the receipt of two awards at the CES in Las Vegas and, on the commercial front, 20 new programs won in 2022. The customer portfolio includes leading manufacturers, from the consumer segment to the high-end and luxury market, from combustion to electric vehicles. In addition, the Group acquired Actia Power in July 2022, strengthening its exposure to battery packs.

The Group's good sales performance was also boosted by **Plastic Omnium Modules** (+14% lfl versus 2021), whose strong growth reflects the relevance of our offer and its alignment with our customers' industrial strategy. 2022 was marked by new customer wins (Lotus in Asia and Lucid in North America), helping to improve regional balance, and a record order intake. Product volumes increased by +12% versus 2021, mainly driven by strong growth in North America and Asia. The order book increased by more than 30% compared to 2021, boosted primarily by Europe.

In € million by region	2021	2022	Change	LfL change[c]	Automotive production[i]	Performance vs. Automotive Prod
Europe	4,210	4,594	+9.1%	+5.5%	+0.2%	+5.3,pts
North America	2,048	2,714	+32.5%	+13.8%	+9.2%	+4.6,pts
China	939	1,097	+16.8%	+4.7%	+9.1%	-4.4,pts
Asia excl. China	571	728	+27.5%	+26.7%	+10.0%	+16.7,pts
South America	131	178	+36.2%	+29.9%	+8.5%	+21.4,pts
Africa	118	165	+39.4%	+13.8%	+11%	+2.8,pts
Economic revenue[a]	**8,017**	**9,477**	**+18.2%**	**+9.7%**	**+7.5%**	**+2.2,pts**
Joint ventures	784	939	+19.8%			
Consolidated revenue[b]	**7,233**	**8,538**	**+18.0%**	**+9.2%**		

- In **Europe**, Plastic Omnium reported economic revenue[a] of €4,594 million in 2022, up 9.1% (+5,5% lfl[c]) and considerably outperforming (5.3 points) automotive production (up +0.2%). This growth was notably driven by Eastern Europe (including the Czech Republic, Slovakia and Poland) with revenue up +20.9% (+9.3% lfl[c]) compared to a -6.4% fall in automotive production. Volume production remained stable in the fuel systems activity, demonstrating strong resilience in a declining market.

- In **North America,** revenue[a] amounted to €2,714 million, a substantial increase of 32.5% (+13.8% lfl[c]). In a market up +9,2%, Plastic Omnium's clear outperformance was driven by its good positioning in Mexico and the United States and a robust order book. After closures related to the pandemic and the semiconductor crisis, activity in the region recovered significantly, particularly in Mexico (General Motors) and in the United States (production start-ups with GM, BMW and Volkswagen).

- In **China**, which accounts for 12% of Group activity, Plastic Omnium posted revenue[a] of €1,097 million, up 16.8% (+4.7% lfl[c]). With its unique positioning, the YFPO joint venture recorded strong growth of +18.7% (+10.1% lfl[c]), driven by the momentum of new customers in the electric vehicle segment and 66 SOPs during the year. In addition, the fuel systems business reported a 16% decline in production volumes (-16% in revenue lfl[c]), due to the ramp-up of electrification in the domestic market and an unfavorable customer mix. PO Modules (HBPO) revenue increased considerably (> +24% lfl[c]), driven mainly by the good momentum of foreign manufacturers in the electric vehicle segment.

- In **Asia excluding China**, revenue[a] totaled €728 million, a surge of 27.5% (+26.7% lfl[c]) and a remarkable outperformance of 16.7 points compared to the market. The Clean Energy Systems division enjoyed strong momentum in its "tanks" business, particularly in Thailand. The strong growth in this activity was also driven by the opening of a new plant in Indonesia to supply Hyundai, Mitsubishi and Suzuki (transition from steel to plastic tanks).

Dynamic and agile cost management for a strong increase in operating margin

In € million and as a % of revenue	2021	2022	Change
Consolidated revenue[b)]	**7,233**	**8,538**	**+18.0%**
Plastic Omnium Industries	5,240	6,191	+18.2%
Plastic Omnium Modules	1,994	2,347	+17.7%
Operating margin *(as a % of consolidated revenue[b)])*	303 *4.2%*	*364* *4.3%*	**+20.2%**
Plastic Omnium Industries *(as a % of consolidated revenue[b)])*	271 *5.2%*	316 *5.1%*	+16.6%
Plastic Omnium Modules *(as a % of consolidated revenue[b)])*	32 *1.6%*	48 *2.0%*	+50.8%

In 2022, the **operating margin** increased considerably by +20.2% versus 2021 to €364 million and represented 4.3% of consolidated revenue[b)]. Dynamic and agile cost management ensured a strong operating margin rate excluding acquisitions (5.1% of revenue), thus holding the margin rate stable at Group level (post acquisitions).

Plastic Omnium Industries posted an operating margin of €316 million in 2022, a solid increase of +16.6% versus 2021, representing 5.1% of revenue. **Plastic Omnium Modules**, a low capital intensive activity, posted an operating margin of €48 million in 2022, a surge of +50.8% versus 2021, representing 2.0% of revenue.

A number of adjustments and measures to increase agility helped absorb the impacts of inflation, production stoppages due to semiconductor supply problems at vehicle manufacturers, the war in Ukraine and the lock-down in China.

Measures deployed reduced the impact of these additional costs on the net result to €62 million, reflecting the Group's agility and operational excellence in adverse circumstances.

In addition, Plastic Omnium continued to roll out its **OMEGA** transformation plan**,** launched in 2020 and designed to greatly simplify processes, facilitate a more cross-functional approach and promote digitalization. A number of initiatives were deployed in 2022, structured around 3 main pillars: **purchasing** (e.g. deployment of an open supplier data platform shared by all divisions for indirect purchases); **transparency** (e.g. Data Office tasked with gathering and improving the uniformity and quality of Group data); **process improvement** (e.g. optimization of the "make or buy" strategy and redistribution of regional activities with initial transfers of certain tasks to cost-competitive countries). All these initiatives helped generate €113 million in cumulative cost savings in 2022 compared to the 2019 baseline.

Very strong increase in net result

The Group recorded **other operating expenses** of €64 million in 2022, compared to €56 million in 2021.

Net financial expenses totaled -€62 million in 2022 (0.7% of revenue), compared to -€51 million in 2021.

The **income tax expense** is -€60 million in 2022 (25.3% of pre-tax net profit), stable on 2021.

Net result, Group share is €168 million (2.0% of consolidated revenue[b)]), a sharp increase of +32.6% year-on-year.

Another year of free cash flow generation, well above targets

In € million	2021	2022	
		Excl. acquisitions	Incl. acquisitions
Operating margin	303	416	364
EBITDA	771	884	864
Operating cash flow	+616	+713	+666
Investments	(294)	(333)	(351)
Change in WCR	(71)	(91)	(72)
Free cash flow	**+251**	**289**	**243**

EBITDA[f)] amounted to €864 million in 2022, representing 10.1% of consolidated revenue[b)] compared to €771 million and 10.7% of consolidated revenue[b)] in 2021 (12.2% of consolidated revenue[b)] for Plastic Omnium Industries and 4.7% for PO Modules).

Firmly focused on the future, Plastic Omnium continued to invest in its value proposition in 2022 to drive tomorrow's growth. With this in mind, Plastic Omnium's **investments** totaled €351 million or 4.1% of consolidated revenue (€294 million and 4.1% in 2021), prioritizing its development platform (e.g. hydrogen) and innovation (e.g. new generation radars in collaboration with Greenerwave, modules for electric vehicles).

Working capital requirements amounted to -€428 million in 2022, compared to -€498 million at end-2021, due to higher inventory (+€77 million excluding acquisitions) against a backdrop of supply difficulties in logistics chains. Elsewhere, the Group successfully limited the impact of acquisitions on WCR to €10 million.

As demonstrated consistently in the past, Plastic Omnium generated positive **free cash flow**[e)] of €243 million, or 2.8% of its consolidated revenue[b)] (compared to €251 million in 2021, or 3.5% of consolidated revenue[b)]). Excluding acquisitions, free cash flow totaled €289 million, or 3.5% of consolidated revenue[b)].

Leverage of 1.9x, reflecting a robust financial structure

At December 31, 2022, Group **net debt**[g] totaled €1,669 million compared to €854 million at December 2021, following a series of acquisitions in 2022 (AMLS OSRAM, Varroc Lighting Systems, ACTIA Power, investment in Verkor and buyout of HBPO minority interests), totaling approximately €900 million and fully financed from Group liquidity. After these investments in future growth, the Group's leverage remains contained (1.9x EBITDA and 0.9x equity), enabling Plastic Omnium to manage debt reduction and implement its revenue growth strategy.

At December 31, 2022, the Group has liquidities of €2.3 billion, comprising €410 million in available cash and €1.9 billion in confirmed, undrawn credit facilities, with an average maturity of 3 years and no covenants. A new Schuldschein Darlehen private placement was successfully completed in May 2022. This issuance was partly used for the early refinancing of the €300 million Schuldschein Darlehen facility expiring in June 2023. The net impact on the Group's liquidities was €259 million.

Dividend proposal of €0.39 per share, up significantly by +39%

The Board of Directors will propose a dividend of €0.39 per share at the General Meeting of Shareholders of April 26, 2023. The dividend will be paid on May 4, 2023, after approval by the General Meeting.

Continuation of the strategic roadmap in 2022

The Group's independence, strong free cash flow generation and debt (net financial debt / EBITDA of 1.9x at the end of December 2022), combined with its flawless M&A execution, enable Plastic Omnium to properly anticipate technological shifts with conviction, ensuring solid growth drivers.

This transformation is built on two pillars:

- Strengthening the Group's leadership by increasing the embedded value per vehicle and enriching activities and making them more complementary, providing Plastic Omnium with a unique offering for its customers;
- Targeted and strategic diversification, aligning with key changes in the market, into businesses areas that have strong potential synergies with existing activities.

Value creation profile boosted by major acquisitions

Plastic Omnium Lighting (AMLS Osram and VLS): With the acquisition of AMLS Osram (2021 revenue of €148 million) and VLS (2021 revenue of c. €0.8 billion), Plastic Omnium strengthened its presence across the entire lighting value chain.

Clean Energy Systems: With the acquisition of ACTIA Power, Plastic Omnium benefits from a new technological platform and state-of-the-art R&D capabilities in the design of electronic components and electric power storage and management systems.

Plastic Omnium Modules (HBPO): With full ownership of HBPO, Plastic Omnium furthers its strategy of increasing added-value per vehicle and developing new modules and systems, while taking advantage of the growing demand for electric vehicles.

Clear action plan to rapidly improve the profitability of lighting activities

Plastic Omnium is committed to a fast and efficient transformation. The Group therefore expects the gradual turnaround of the acquired assets (VLS, AMLS), with the aim of converging profitability towards the Group's historical levels in 24 to 36 months. To this end, and with a robust integration track-record, the Group will focus its efforts on four main levers:

- Improving industrial performance, in line with Group standards
- Commercial measures to secure revenue
- Cost synergies
- Optimizing free cash flow generation

Escalating Group momentum in the buoyant hydrogen market

2022 was marked by the launch of **New Energies**, Plastic Omnium's new hydrogen division with an order book in excess of €1 billion at end-2022, strengthening the Group's position in an exponentially growing market (potential of €20 to 25 billion by 2030).

After ramping up in 2021 (implementation of annual production capacity for 10,000 high-pressure vessels in Belgium and 10,000 fuel cells in Germany, signature of commercial contracts with Hyundai and Alstom in particular), industrial and commercial momentum intensified in 2022 with:

- The signature of a commercial contract with the French company Safra to equip its new Hycity bus fleet with high-pressure hydrogen vessels and supply fuel cells for the retrofit of coaches for local authorities;
- The signature with Stellantis & Hyvia of two major contracts to supply high-pressure hydrogen vessel modules for commercial vehicles;
- The announcement of the construction in Compiègne of a high-pressure hydrogen vessels factory with a capacity of 80,000 vessels per year, with €74 million in public funding under the IPCEI (Important Project of Common European Interest) framework;
- the association with Ford as part of the U.S. Department of Energy's "Supertruck 3" program for the production of high-pressure hydrogen vessels at a production line located in the United States.

New Energies' international activities were strengthened by the launch in early 2023 of a joint venture with Shenergy Group and its subsidiary Rein to manufacture and market high- pressure hydrogen storage systems for the Chinese commercial vehicle market. These successes reinforce Plastic Omnium's medium-term ambitions of revenue of €300 million and operating break even for the New Energies division by 2025.

Significant progress in the Group's carbon neutrality roadmap

In 2022, Plastic Omnium rolled-out its roadmap to achieve ambitious goals:

- Carbon neutrality for scopes 1 & 2 by 2025 (for emissions relating to operating activities, e.g. gas and electricity consumption),
- 30% reduction in scope 3 upstream and downstream emissions by 2030 versus 2019,
- Neutrality for all scopes by 2050.

To achieve this roadmap, the Group launched an energy efficiency awareness campaign and is working to reduce its electricity consumption through a structured internal program (roll-out of around 100 best practices), supplemented by a partnership with Schneider Electric. In **2022**, these actions **improved our energy**

efficiency by 13%. Continuing the program should generate additional efficiency gains of 3,5% annually until 2025 and make it possible to achieve the 12% reduction target in absolute value *versus* 2019, taking into account volume growth.

In addition, Plastic Omnium is strengthening its renewable energy purchases. 13 sites are already equipped with solar panels or wind turbines, while the implementation of renewable electricity purchase contracts (physical PPAs) will enable the Group to cover 7% of its global electricity consumption in 2025. Plastic Omnium is also continuing its virtual PPP program to decarbonize a large part of its requirements in Europe and North America (>50% of the Group's requirements). In 2022, the **Group's energy carbon footprint reduced by -8%.**

In total, CO_2 scope 1 & 2 emissions decreased by 9% compared to 2021 and 26% compared to the 2019 baseline for our commitments.

Thanks to the low-carbon mobility growth strategy, scope 3 emissions have fallen 5% compared to 2021 and 29% compared to 2019. In addition, action has been taken to assess the maturity of the Group's suppliers and to build emission reduction plans with them.

These commitments were recognized by the Group's stakeholders, with an improvement in the Group's CDP Climate rating from B to A- and its Ecovadis score from 75% to 80% (Platinum status) in 2022.

Finally, in 2022, the Group unveiled its Purpose, "**Driving a New Generation of Mobility**", and the associated values, skills and behaviors. The roll-out of this leadership model was launched in the second-half of the year with the Group's "Top 100" and will continue in 2023.

Group Outlook

Plastic Omnium has set its 2023 targets based the S&P Global Mobility global automotive production[h)] forecast of 82.1 million vehicles |0 ;3.5t PC + LCV|, i.e. 3.1% growth in 2023.

2023 Targets

The Group sets the following targets, supported by good commercial and operating momentum:

- Strong economic revenue[a] growth, outperforming global automotive production
- Operating result above €400 million, up over +10%
- Free cash flow in excess of €260 million, with strong investment in growth drivers

2025 Targets

- The Group revises its revenue target upwards in view of its dynamic commercial momentum, boosted by its investments in the future, with economic revenue now expected to exceed €11.5 billion by 2025 compared to c. €11 billion initially communicated during the May 2022 Capital Markets Day
- Average annual growth in operating margin in euros in excess of +15% between 2022 and 2025
- Free cash flow of between 3% and 4% of revenue

Webcast of the 2022 full-year results presentation

Compagnie Plastic Omnium SE's 2022 full-year results will be presented during a webcast on Wednesday, February 22, 2023, at 9:00 am (CET).

To follow the Webcast, please click on the following link:
https://channel.royalcast.com/landingpage/plastic-omnium-en/20230222_1/
If you wish to access the conference call, simply dial one of the following access numbers:

English language only:

- France: +33 (0) 1 7037 7166
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Then provide the operator with the code: Plastic Omnium.

This press release should be read in conjunction with the consolidated financial statements for more detailed information. These are available at www.plasticomnium.com

Calendar

- April 25, 2023 – 2023 Q1 revenue
- April 26, 2023 – Shareholders' General Meeting
- July 24, 2023 – 2023 first-half results
- October 26, 2023 – 2023 Q3 revenue

Glossary

a) **Economic revenue** corresponds to consolidated revenue plus revenue from investments, by controlled subsidiaries, in joint ventures and associates consolidated at their percentage holding: BPO (50%), YFPO (50%), EKPO (40%) for Plastic Omnium Industries and SHB (50%) for PO Modules since December 2022..

This definition was modified on January 1, 2022, to take account of the shift in the Group's growth model towards a model where partnerships will contribute more to its activity. This modification results in the inclusion of the revenue of the associate EKPO, acquired on March 1, 2021; the impact on revenue is not material.

b) **Consolidated revenue** does not include the Group's share of revenue from joint ventures, consolidated using the equity method, in accordance with IFRS 10-11-12.

c) Like-for-like (LFL): at constant scope and exchange rates

i. The currency effect is calculated by applying the exchange rate of the current period to the revenue of the previous period. In 2022, currency effects had a €341 million positive impact on economic revenue and a €304 million positive impact on consolidated revenue.

ii. The scope effect includes the consolidation of AMLS Osram since July 1, 2022, Actia Power since August 1, 2022 and Varroc Lighting Systems since October 7, 2022 for total revenue of €309 million over the period.

d) **Operating margin** includes the Group's share of income from companies consolidated using the equity method and amortization of intangible assets acquired, before other operating income and expense.

e) **Free cash flow** corresponds to operating cash flow less expenditure on property, plant and equipment and intangible assets net of disposals, taxes and net interest paid, plus or minus the change in the working capital requirement.

f) **EBITDA** corresponds to operating income, which includes the Group's share of income from associates and joint ventures, before depreciation, amortization, and operating provisions.

g) **Net debt** includes all long-term borrowings, short-term loans, and bank overdrafts less loans, marketable debt instruments and other non-current financial assets, and cash and cash equivalents.

h) **Assumption for global automotive production in 2023**: S&P Global Mobility (formerly IHS Markit) February 2023 - |0;3.5t PC + LCV| 82.1 million vehicles.

i) **Global or regional automotive production data** refer to the February 2023 S&P Global Mobility (formerly IHS Markit) forecast (<3.5-ton passenger car segment and commercial light vehicles).

j) **Operating cash flow** is presented restated for cash outflows for interest and taxes, as well as other outflows relating to non-current items.

This press release is published in English and French. In the event of any discrepancy between these versions, the original version written in French shall prevail.

About Plastic Omnium

Plastic Omnium is a world-leading provider of innovative solutions for a unique, safer and more sustainable mobility experience. Innovation-driven since its creation, the Group develops and produces intelligent exterior systems, customized complex modules, lighting systems, clean energy systems and electrification solutions for all mobility players.

With €9.5 billion economic revenue in 2022 and a global network of 150 plants and 43 R&D centers, Plastic Omnium relies on its 40,500 employees to meet the challenges of transforming mobility.

Plastic Omnium is listed on Euronext Paris, compartment A. It is eligible for the Deferred Settlement Service (SRD) and is part of the SBF 120 and CAC Mid 60 indices (ISIN code: FR0000124570). www.plasticomnium.com

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This presentation contains certain projections and forward-looking statements. These forward-looking statements are based on a series of assumptions, both general and specific, in particular the application of accounting principles and methods in accordance with IFRS (International Financial Reporting Standards) as adopted in the European Union. These forward-looking statements have also been developed from scenarios based on a number of economic assumptions in the context of a given competitive and regulatory environment. The Company believes these statements to be based on reasonable assumptions. These forward-looking statements are subject to various risks and uncertainties, including matters not yet known to the Company or its management or not currently considered material, and there can be no assurance that anticipated events will occur or that the objectives setout will actually be achieved. Important factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among others, the geopolitical environment (including the ongoing Russo-Ukrainian military conflict), overall trends in general economic activity and in the Company's markets in particular, regulatory and prudential changes, and the success of the Company's strategic, operating and financial initiatives.

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Appendices

Income statement – detailed (excluding acquisitions and impact of acquisitions)

In € million	2021 published	2022 excl. acquisitions	Impact Acquisitions	2022 published
Economic revenue	8,017	9,168	309	9,477
Consolidated revenue	7,233	8,229	309	8,538
Cost of goods and services sold	(4,941)	(5,773)	-316	(6,089)
Production cost	(1,462)	(1,511)	20	(1,491)
Research and development costs	(258)	(241)	-36	(277)
Selling and administrative costs	(293)	(318)	-28	(346)
Amortization of intangible assets acquired	(20)	(17)	-1	(18)
Share of profit (loss) of associates and joint ventures	43	47	0	47
Operating margin *(as a % of consolidated revenue)*	303 *4.2%*	416 *5.1%*	-52 *0.6%*	364 *4.3%*
Other operating expenses	(56)	(45)	-19	(64)
Other financial income and expenses	(51)	(58)	-4	(62)
Income tax	(60)	(58)	-2	(60)
Net result	136	256	-78	178
Net result, Group share *(as a % of consolidated revenue)*	126 *1.7%*	246 *3.0%*	-78 *0.9%*	168 *2.0%*

Income statement – 2022 vs. 2021 variation analysis

In € million	2021	2022	*Change*	2022 excl. acquisitions	*Change vs. 2021 published*
Economic revenue[a)]	**8,017**	**9,477**	***+18.2%***	**9,168**	***+14.4%***
Consolidated revenue[b)]	7,233	8,538	*+18.0%*	8,229	*+13.8%*
EBITDA[f)] *(as a % of consolidated revenue[b)])*	771 *10.7%*	864 *10.1%*	*+12.0%* *-0.6 point*	884 *10.7%*	*+14.6%* *stable*
Operating margin *(as a % of consolidated revenue[b)])*	**303** *4.2%*	**364** *4.3%*	***+20.2%*** *+0.1 point*	**416** *5.1%*	***+37.5%*** *+0.9 point*
Net result, Group share	126	168	*+32.6%*	246	x1.9
Investments	294	351	*+19.5%*	333	*+13.2%*
Free cash flow	**251**	**243**	***-3.3%***	**289**	***+15.3%***

Operating margin (published and excluding acquisitions)

In € million and as a % of revenue	2021	2022	
		Published	Excl. acquisitions
Operating margin	**303** ***4.2%***	**364** ***4.3%***	**416** ***5.1%***
Plastic Omnium Industries	271 *5.2%*	316 *5.1%*	368 *6.3%*
Plastic Omnium Modules	32 *1.6%*	48 *2.0%*	48 *2.0%*
EBITDA	**771** ***10.7%***	**864** ***10.1%***	**884** ***10.7%***
Plastic Omnium Industries	677 *12.9%*	754 *12.2%*	774 *13.2%*
Plastic Omnium Modules	95 *4.8%*	110 *4.7%*	110 *4.7%*

Summary of acquisitions completed in 2022

Acquisition	Date	Enterprise value	
		In Euros	Revenue* multiple
AMLS Osram	July 1, 2022	€65 million	0.44
ACTIA Power	August 1, 2022	€52.5 million	2.39
Varroc Lighting Systems	October 7, 2022	€520 million	0.65
HBPO (33.33%)	December 12, 2022	€290 million	0.40
Total		€927.5 million	

*Estimated 2021 economic revenue