FY 2020 RESULTS

Agility

Resilience

NEW RECORD ORDER INTAKE MARKET REBOUND IN 2021

February 22, 2021





# **Agenda**





# **Agenda**





## **2020 Highlights**

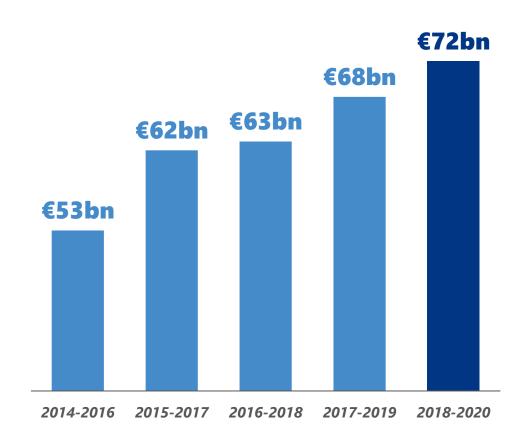
- ➤ Agility & Resilience to face the Covid-19 crisis, supported by best-in-class "Safer and Stronger Together" protocol
- > Strong recovery in H2 with all targets\* overachieved
  - Sales of €8.5bn (vs. target of at least €8bn)
  - ► Operating margin of 6.1% (vs. target of at least 5.5%) and EBITDA margin of 13.8%
  - Net Cash Flow of €1.1bn (vs. target of at least €700m) and significant deleveraging
- > Rigorous management of liquidity with recovered financial flexibility at year-end
- **New record order intake** of **€26bn** in 2020
- **Accelerated momentum for hydrogen** confirms our strategy
- > Deployment of Carbon Neutrality program with ambitious targets



<sup>\*</sup> As upgraded on October 23, 2020 along with the Q3 2020 sales announcement

### Increased customer satisfaction drives new record order intake

**3-year rolling order intake** (lifetime sales)



- > Total Customer Satisfaction program delivering
  - ► 40 Customer Recognition Awards of which GM Supplier of the Year for Interiors North America and Special Recognition Award from Ford
  - 4.2 stars customer perception in 2020 (maximum is 5)
    vs. 3.9 in 2019
- > Record order intake of €26bn, resulting in €72bn cumulated 2018-2020
  - Continued market share gains
  - High profitability of business awards
- > Overachievement of Clarion Electronics at €2.5bn confirms turnaround roadmap
- **> China** represented **20%** of total order intake

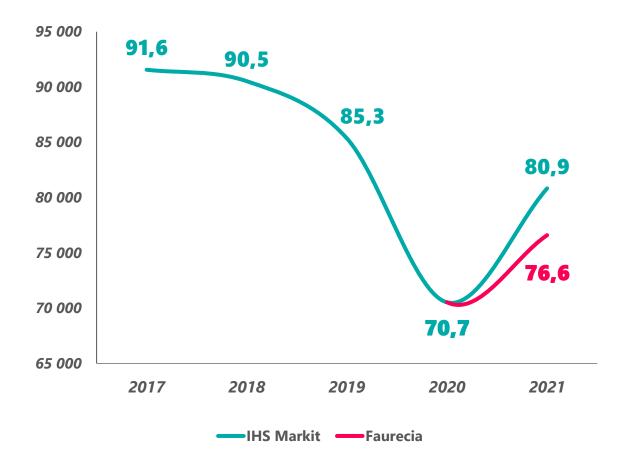


# **Market rebound expected in 2021**

- > Faurecia's current assumption for 2021 automotive production is conservative at 76.6m vehicles
  - ► +8% vs. the 70.7m produced in 2020
  - vs. IHS Markit forecast of 80.9m, +14% vs. 2020
- > Uncertainties in H1 likely to be caught up in H2
  - Covid and variants
  - Electronic components shortage (impact on Q1 production estimated by IHS Markit at c. 900k vehicles, likely to be recovered during the rest of the year)

Upside (+)/Downside (-) risks to Faurecia's current assumption	Q1	Q2	H2
Europe	-	=	+
North America	-	+	++
China	=	+	++

#### **WORLDWIDE AUTOMOTIVE PRODUCTION**





# 2021 guidance reflects strong operating leverage and solid cash flow generation

- > Guidance based on worldwide automotive production estimated at **76.6 million vehicles\*** (+8% vs. 2020)
- > Strong operating leverage thanks to resilience actions lowering breakeven of operations
- Back to solid net cash flow generation and focus on continuous deleveraging



≥ €16.5bn\*\*

**Strong outperformance** > +600bps



c. 7% of sales

close to pre-Covid levels



c. €500m

incl. c. €180m of cash outflow from restructurings

Net-debt-to-EBITDA < 1.5x at year-end



<sup>\*</sup> The estimate of worldwide automotive production assumes no major lockdown impacting production or retail sales in any automotive region during the year \*\* Incl. c. €(610)m negative effect, of which c. €(130)m from scope (1 month of SAS for c. €60m - divestment of AST Acoustics for c. €190m) and c. €(480)m from currencies (main currency assumptions for USD/€ @ 1.18 and CNY/€ @ 8.15 on average)

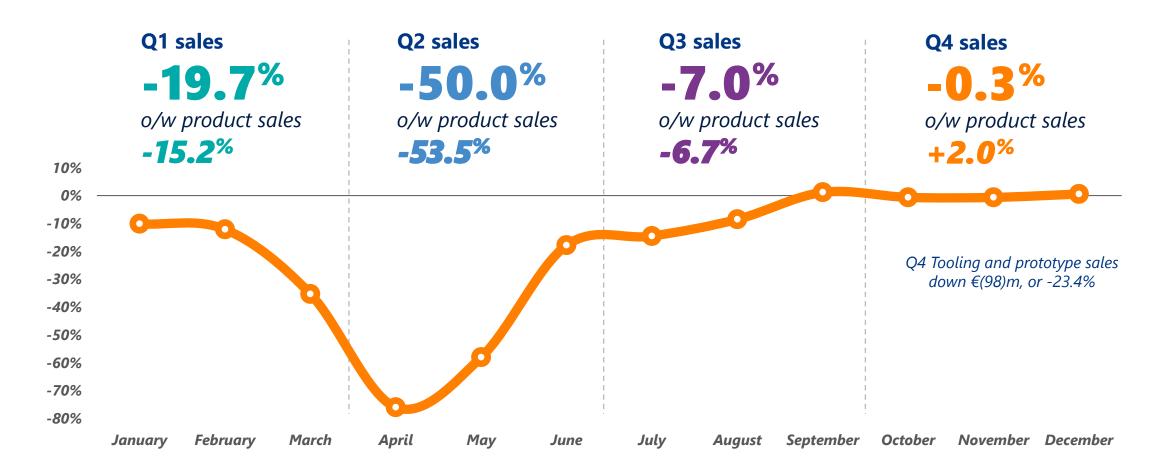
# **Agenda**





## Q4 2020 organic sales almost flat vs. Q4 2019

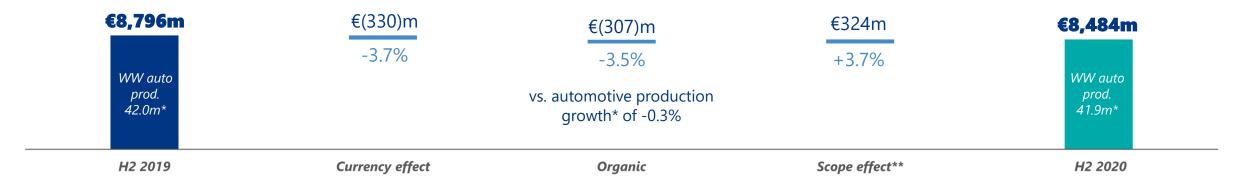
> In Q4, product sales (excluding Tooling & Prototypes) were up 2% on an organic basis



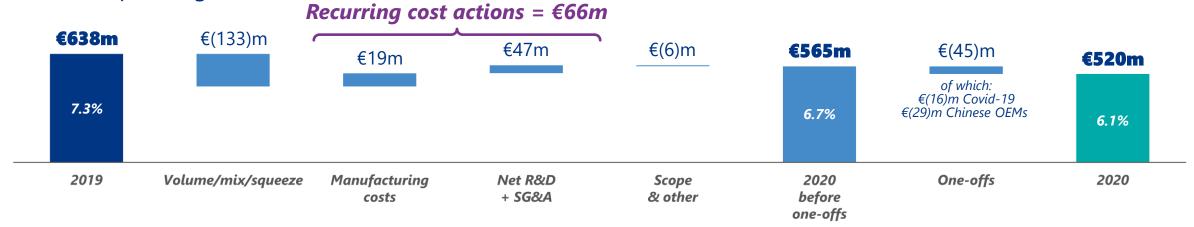


### **Strong recovery in H2 2020**





#### > H2 2020 operating income

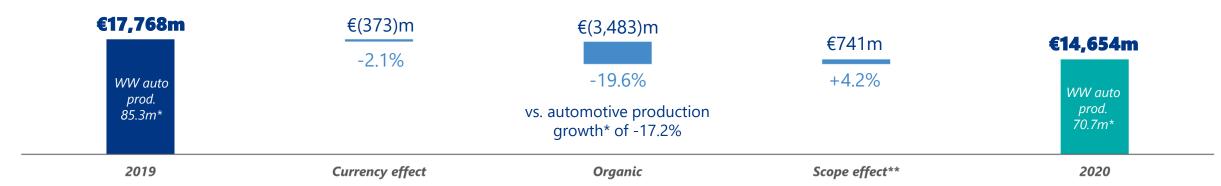


\*Source: IHS Markit forecast dated February 2021 (vehicles segment in line with CAAM for China) / \*\* SAS for  $\leqslant$ 367m (6 months) and Clarion for  $\leqslant$ (43)m, as Clarion was consolidated for 7 months in H2 2019 due to June catch-up

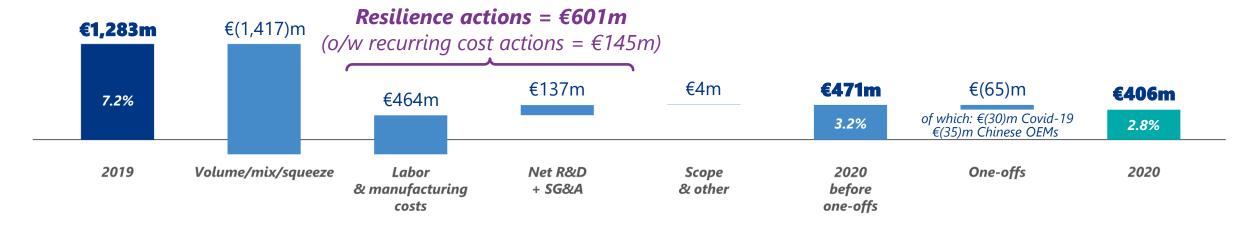


### A highly resilient performance in FY 2020

> FY 2020 sales



#### > FY 2020 operating income



\*Source: IHS Markit forecast dated February 2021 (vehicles segment in line with CAAM for China) / \*\* SAS for €574m (11 months) and Clarion for €167m (3 months)



# **Seating** 38% of Group sales

FY 2019		H1 2020	H2 2020	FY 2020
6,973	Sales (€m)	2,270	3,289	5,560
	YoY reported	-37.6%	-1.3%	-20.3%
	YoY organic	-37.2%	1.2%	-18.9%
453	Operating income (€m)	-23	213	191
6.5%	% of sales	-1.0%	6.5%	3.4%

- **Outperformance of 150bps in H2 2020**, driven by all three of our major regions, with sequential improvement between Q3 and Q4 2020
- > Strong outperformance > 700bps expected in 2021, thanks to significant SoPs as from Q2 2021 (mainly Daimler C-class, BMW X1 & X2, Jeep Grand Wagoneer and Peugeot 308)
- **Operating margin at 6.5% in H2 2020**, already at 2019 full-year profitability

# **Interiors** 31% of Group sales

FY 2019		H1 2020	H2 2020	FY 2020
5,370	Sales (€m)	1,922	2,622	4,544
	YoY reported	-30.0%	-0.1%	-15.4%
	YoY organic	-36.9%	-9.3%	-23.4%
294	Operating income (€m)	-93	112	19
5.5%	% of sales	-4.8%	4.3%	0.4%

- **Underperformance in H2 2020**, impacted by:
  - ▶ Sharp drop of 11.4% in the Acoustics and Decoration activities
  - ► Sharp drop of 26.0% in tooling sales due to delayed programs
- 2021 sales should resume strong outperformance, supported by refocused portfolio and recovering tooling sales
- Operating margin at 4.3% in H2 2020, strongly recovering from H1 2020
- Divestment of Acoustics (AST) and exit from Decoration will be accretive to 2021 performance



# **Clean Mobility** 26% of Group sales

FY 2019		H1 2020	H2 2020	FY 2020
4,654	Sales (€m)	1,647	2,177	3,823
	YoY reported	-30.0%	-5.4%	-17.8%
	YoY organic	-29.5%	-0.8%	-15.3%
525	Operating income (€m)	10	191	201
11.3%	% of sales	0.6%	8.8%	5.3%

#### ➤ Performance broadly in line with the market in H2

- ► Double-digit sales growth in China
- Drop in sales of commercial vehicles in Europe and North America, in line with regional trends for this market segment
- **2021 sales should resume strong outperformance**, supported by rebound in commercial vehicles and increasing share of electrified vehicles
- Operating margin at 8.8% in H2 2020, strongly recovering from H1 2020

### **Clarion Electronics**

5% of Group sales

FY 2019 (9 months		H1 2020	H2 2020	FY 2020
771	Sales (€m)	331	396	727
	YoY reported	41.0%	-26.2%	-5.8%
	YoY organic	-49.4%	-15.7%	-26.0%
12	Operating income (€m)	-9	4	-5
1.5%	% of sales	-2.7%	1.0%	-0.7%

- Underperformance in H2 2020 similar to H1 2020, continuing to be strongly impacted by Nissan, Clarion's major customer
- > Strong sales growth as from 2021, supported by:
  - Focused portfolio on three product lines
  - ► Commercial momentum reflected in 2020 order intake of €2.5bn
- **Back to profit in H2 2020**, already benefiting from aggressive roadmap for cost competitiveness
- ➤ Excluding integration costs of €5m, FY 2020 operating income was at breakeven

### **Europe** 47% of Group sales

FY 2019		H1 2020	H2 2020	FY 2020
8,641	Sales (€m)	3,027	3,945	6,972
	YoY reported	-33.2%	-4.0%	-19.3%
_	YoY organic	-36.1%	-7.5%	-22.5%
558	Operating income (€m)	-113	186	73
6.5%	% of sales	-3.7%	4.7%	1.0%

#### **Sales underperformance in H2 2020** reflected:

- ▶ Underperformance of **Interiors**, already commented
- ▶ Double-digit drop in sales for **Clean Mobility Commercial Vehicles**

#### **Operating margin at 4.7% in H2 2020**

Still impacted by losses in Acoustics and Decoration activities (Interiors)

### **North America** 25% of Group sales

FY 2019		H1 2020	H2 2020	FY 2020
4,483	Sales (€m)	1,475	2,157	3,632
	YoY reported	-35.6%	-1.7%	-19.0%
	YoY organic	-41.7%	-1.8%	-22.2%
283	Operating income (€m)	-84	117	33
6.3%	% of sales	-5.7%	5.4%	0.9%

- > Sales underperformance in H2 2020 (limited to 70bps in Q4) reflected:
  - ► Double-digit drop in sales for **Clean Mobility Commercial Vehicles**
  - ► Double-digit drop in sales for **Clarion Electronics** (Nissan)
- > Operating margin at 5.4% in H2 2020
  - Close to H2 2019 profitability (5.9%)



### Asia 24% of Group sales

FY 2019	)	H1 2020	H2 2020	FY 2020
3,766	Sales (€m)	1,470	2,058	3,528
	YoY reported	-14.3%	0.4%	-6.3%
	YoY organic	-23.2%	2.8%	-9.1%
374	Operating income (€m)	101	208	308
9.9%	% of sales	6.8%	10.1%	8.7%

# > Outperformance of 150bps in Asia and 470bps in China in H2 2020

- Sales of €1.5bn in China in H2 2020, up 11.2% on an organic basis, driven by Seating and Clean Mobility with strong sales to international OEMs, new customers and commercial vehicles
- > Operating margin already back to double-digit figure in H2 2020, at 10.1% of sales

# **South America** 3% of Group sales

FY 2019	)	H1 2020	H2 2020	FY 2020
696	Sales (€m)	157	242	398
	YoY reported	-54.6%	-31.3%	-42.8%
	YoY organic	-42.1%	-6.8%	-24.2%
47.9	Operating income (€m)	-14	8	-6
6.9%	% of sales	-8.8%	3.4%	-1.4%

#### Outperformance of 460bps in H2 2020

- ▶ Brazil (c. 90% of sales in the region) organic sales down 7.4%
- Argentina organic sales down 1.5%

#### > Back to profit in H2 2020

≥ 2019 operating income included a €16m profit from tax recovery in Brazil (PIS-Cofins)



# Gross margin of 12.2% and operating margin of 6.1% in H2

2019	in €m	H1 2020	H2 2020	2020	Change
17,768	Sales	6,170	8,484	14,654	-17.5%
	organic change	-35.4%	-3.5%	-19.6%	
(15,286)	Cost of sales	(5,740)	(7,452)	(13,192)	-13.7%
(86.0%)	% of sales	(93.0%)	(87.8%)	(90.0%)	
2,482	Gross margin	430	1,032	1,462	
14.0%	% of sales	7.0%	12.2%	10.0%	
(1,322)	R&D gross	(595)	(575)	(1,170)	-11.5%
910	Capitalized development costs	413	432	845	
(420)	R&D costs, net	(183)	(142)	(325)	-22.6%
(2.4%)	% of sales	(3.0%)	(1.7%)	(2.2%)	
(778)	Selling and administrative expenses	(361)	(369)	(730)	-6.2%
(4.4%)	% of sales	(5.9%)	(4.3%)	(5.0%)	
1,283	Operating income (before amort. of acquired intangible assets)	(114)	520	406	-68.3%
7.2%	% of sales	(1.8%)	6.1%	2.8%	

- Cost of sales at 87.8% in H2 2020 (vs. 93.0% in H1), close to FY 2019 level of 86%
- > Net R&D reduced by 22.6% in FY 2020 or 24.9% at constant scope effect
- > Selling and administrative expenses down 6.2% in FY 2020 or 10.6% at constant scope effect
- > Operating leverage of 21% in FY 2020 (see calculation in appendix)



# Back to profit in H2 despite increased restructuring expense

2019	in €m	H1 2020	H2 2020	2020	Change
17,768	Sales	6,170	8,484	14,654	-3,114
	organic change	-35.4%	-3.5%	-19.6%	
1,283	Operating income (before amort. of acquired intangible assets)	(114)	520	406	-877
(56)	Amort. of intangible assets acquired in business combinations	(46)	(46)	(92)	
1,227	Operating income (after amort. of acquired intangible assets)	(160)	474	315	-912
(194)	Restructuring	(89)	(197)	(286)	
(20)	Other non-recurring operating income and expense	16	(7)	9	
(219)	Net interest exp. & Other financial income and exp.	(108)	(115)	(223)	
794	Income before tax of fully consolidated companies	(341)	155	(185)	
(167)	Income taxes	(67)	(56)	(123)	
(21.0%)	as % of pre-tax income	n/a	(36.1%)	n/a	
627	Net income of fully consolidated companies	(408)	99	(309)	-936
38	Share of net income of associates	(12)	(1)	(13)	
665	Consolidated net income before minority interest	(420)	99	(321)	
(75)	Minority interest	(13)	(45)	(57)	
590	Consolidated net income, Group share	(433)	54	(379)	-969

- Drop in net income of €969m mainly reflected drop in operating income after GW amortization of €912m
- Increased restructuring expense sinceH2 2019 to face the crisis
  - ► Already €123m in H2 2019
  - ▶ €286m in FY 2020
- > Gradual reduction in restructuring expense to c. €120m in 2021 and a normalized level of €80-100m as from 2022
- Income taxes of €(123)m, included €(55)m due to taxation of strong results in China



# Strong cash flow generation in H2 offsets H1 cash consumption

2019	in €m	H1 2020	H2 2020	2020	Change
1,283	Operating income	(114)	520	406	-877
1,121	Depreciation and amortization, of which:	623	650	1,273	
438	- Amortization of R&D intangible assets	243	267	509	
683	- Other depreciation and amortization	380	383	763	
2,404	EBITDA	509	1,170	1,679	-725
13.5%	% of sales	8.3%	13.8%	11.5%	
(685)	Capex	(235)	(244)	(479)	
(681)	Capitalized R&D	(305)	(315)	(619)	
166	Change in WCR	(647)	552	(95)	
(57)	Change in factoring	(96)	134	38	
(166)	Restructuring	(54)	(71)	(125)	
(197)	Financial expenses	(94)	(116)	(210)	
(296)	Taxes	(109)	(88)	(197)	
99	Other (operational)	(14)	29	15	
587	Net cash flow	(1,045)	1,051	6	-581

- **EBITDA** at 13.8% in H2 2020 > FY 2019
- Capex contained to €479m in 2020
  vs. €685m in 2019
  - Targeted 2021 capex ≤ €600m
- Capitalized R&D reduced from €681m in 2019 to €619m in 2020, despite scope effect
- > WCR inflow of €552m in H2 largely offset the €647m outflow in H1
- Factoring of receivables back to a normalized level of c. €1bn
  - ► €972m at Dec. 31,2020
- > Limited restructuring cash outflow in H2
  - Cash outflow from measures decided in H2 2020 will mostly impact H1 2021



# Significant deleveraging in H2 driven by strong cash generation

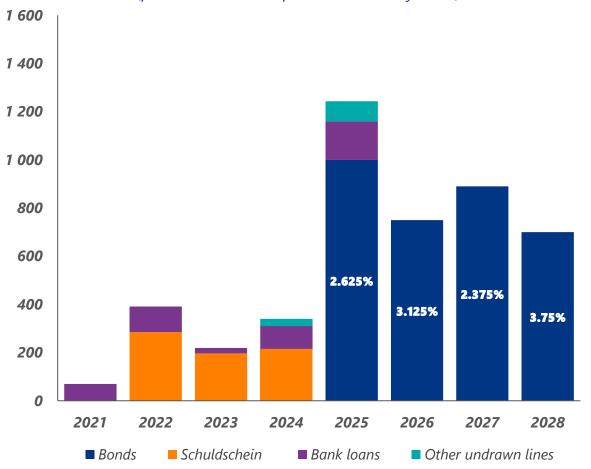
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2,404	EBITDA	509	1,170	1,679	-725
13.5%	% of sales	8.3%	13.8%	11.5%	
587	Net cash flow	(1,045)	1,051	6	-581
(212)	Dividends paid (incl. mino.)	(5)	(30)	(35)	
(29)	Share purchase	0	1	1	
(1,486)	Net financial investment & Other	(369)	5	(364)	
(906)	IFRS16 impact	(91)	(121)	(211)	
(2,046)	Change in net debt	(1,510)	906	(604)	
(478)	Net debt at the beginning of the period	(2,524)	(4,034)	(2,524)	
(2,524)	Net debt at the end of the period	(4,034)	(3,128)	(3,128)	
1.1x	Net-debt-to-EBITDA ratio	2.3x	1.9x	1.9x	

- No dividend paid in 2020 due to the extraordinary context of the Covid-19 crisis (vs. a dividend of €1.25 per share paid in 2019)
- Net debt reduced by €906m in H2 (including a negative impact of €121m from IFRS16)
- Net-debt-to-EBITDA ratio reduced to 1.9x at December 31, 2020
  - ► At June 30, it stood at 2.3x
- > Further deleveraging in 2021
  - ► Targeting < 1.5x at December 31, 2021



## Tight management of liquidity and financial flexibility while protecting a sound financial structure

#### Long-term liquidity resources by maturity at Dec 31, 2020 (proforma €190m tap issue of January 2021)



#### > Financial flexibility highly restored

- Issuance of €1bn new bonds in July 2020 to refinance the €800m Club Deal signed in April
  - €700m 2028 bonds @ 3.75% + €300m 2025 bonds @ 3.18%
- Additional issuance of €190m 2027 bonds in January 2021 @2.25%
- Extension of receivables factoring to include SAS
- Average cost of long-term debt < 2.8%</p> (excl. IFRS16 debt)
- Available cash of €3.1bn at Dec. 31, 2020 + €1.2bn from fully undrawn Syndicated Credit Facility = €4.3bn
  - vs. €2.5bn + €0.6bn at June 30, 2020 and €2.3bn + **€1.2bn at December 31, 2019**



# Proposed dividend of €1 reflects confidence in new perspectives

- > Return to paying a dividend in 2021 resumes Faurecia's sustainable and progressive dividend path, consistent with historical practices
- ➤ Proposed dividend of €1 per share\* to be paid in June 2021
- This reflects:
  - Faurecia's confidence in profitable growth prospects to be detailed at today's CMD
  - Faurecia's strategy to offer an attractive remuneration to shareholders, especially in the context of an increased diversified shareholder base





<sup>\*</sup> Subject to approval at the Annual Shareholders' Meeting to be held on May 31, 2021

# **Agenda**





## **Key Takeaways**

- In 2020, Faurecia continued to deploy its strategy
  - New record intake of €26bn
  - Acceleration of our hydrogen mobility solution activities
  - Strong ESG commitment focused on CO<sub>2</sub> neutrality and Gender diversity
- > While achieving a very resilient performance
  - ▶ Profitability recovery in H2 with operating margin @ 6.1% (6.7% excl. one-offs) and EBITDA margin @ 13.8%
  - Strong cash generation in H2 exceeding €1bn and offsetting cash consumption in H1
  - Restored strong liquidity at year-end and significant debt reduction vs. June 30
- > 2021 is a special year for Faurecia
  - Strong sales outperformance, improved profitability and solid cash generation
  - Independent shareholding structure, with c. 85% free-float post spin-off
  - On track for 2022 targets and 2025 ambition



# Appendices





### **Financial calendar**

> February 22

**>** April 19

> May 31

**>** July 26

> October 26

**Capital Markets Day**, at 1:30pm CET

**Q1 2021 Sales**, before market hours

**Annual Shareholders' Meeting** 

**H1 2021 Results**, before market hours

**Q3 2021 sales**, before market hours



# **Operating leverage**

Sales (in €m)		Operating income (in €m)	
2019	17,768	2019	1,283
Currency effect	-373 (a)	Volume impact	-1,476 (c)
Organic	-3,483 (b)	Resilience actions	661 (d)
Scope effect	741	Scope & other	3
		2020 before one-offs	471
		One-offs	-65
2020	14, 654	2020	406

Operating leverage in 2020 (c+d)/(a+b)	21%
Drop in operating income excl. Scope & other and one-offs	-815
Drop in sales excluding Scope effect	-3,856



# **Research & Development costs**

#### FY 2020

In €m	FY 2019	FY 2020
Operating income	1,283	406
Depreciation and amortization	1,121	1,273
o/w amortization of R&D intangible assets	438	509
o/w change in impairment of R&D assets	4	15
EBITDA	2,404	1,679
Capex	-685	-479
Capitalized R&D	-681	-619
Change in WCR	110	-57
o/w R&D stock decrease	216	196
o/w R&D stock increase	-229	-225
Restructuring	-166	-125
Finance expenses	-197	-210
Taxes	-296	-197
Other (operational)	99	14
Net cash flow	587	6
Dividends paid (incl. mino.)	-212	-35
Share purchase	-29	1
Net financial investments and Other	-2,392	-576
Change in net debt	-2,046	-604

**CASH FLOW STATEMENT** 

In €m	FY 2019	FY 2020
<b>Depreciation and stock decrease</b>	-658	-721
Capitalized costs	910	845
Capitalization net impact	251	124

P&L		
In €m	FY 2019	FY 202
R&D Sales	712	60
Inventory decrease	-216	-19
Amort. of capitalized development costs	-438	-50
Charges to and reversals of prov. for impairment	-4	
R&D amortization and stock decrease (A)	-658	-70
R&D Gross Margin	54	-10
Research and development Gross costs	-1,330	-1,18
o/w depreciation of assets in development (B)	0	- 1
Capitalized development costs (C)	910	84
o/w inventory increase	229	22
o/w capitalized in intangible assets	681	61
Net R&D costs	-420	-34
Capitalization net impact (A + B + C)	251	12



#### **Definitions of terms**

#### used in this document

#### > Sales growth

Faurecia's year-on-year sales evolution is made of three components:

- ► A "Currency effect", calculated by applying average currency rates for the period to the sales of the prior year,
- A "Scope effect" (acquisition/divestment),
- And "Growth at constant currencies".
- > As scope effect, Faurecia presents all acquisitions/divestments, whose sales on an annual basis amount to more than €250 million.
- > Other acquisitions below this threshold are considered as "bolt-on acquisitions" and are included in "Growth at constant currencies".
- ➤ In 2020, there was no effect from "bolt-on acquisitions"; as a result, "Growth at constant currencies" is equivalent to sales growth at constant scope and currencies also presented as organic growth.



### **Definitions of terms**

#### used in this document

#### **Operating income**

Operating income is the Faurecia group's principal performance indicator. It corresponds to net income of fully consolidated companies before:

- Amortization of intangible assets acquired in business combinations;
- Other non-recurring operating income and expense, corresponding to material, unusual and non-recurring items including reorganization expenses
  - and early retirement costs, the impact of exceptional events such as the discontinuation of a business, the closure or sale of an industrial site, disposals of non-operating buildings, impairment losses recorded for property, plant and equipment or intangible assets, as well as other material
  - and unusual losses:
- Income on loans, cash investments and marketable securities; Finance costs;
- Other financial income and expense, which include the impact of discounting the pension benefit obligation and the return on related plan assets,
  - the ineffective portion of interest rate and currency hedges, changes in value of interest rate and currency instruments for which the hedging relationship does not satisfy the criteria set forth in relationship cannot be demonstrated under IFRS 9, and gains and losses on sales of shares in subsidiaries;
- Taxes.

#### **Net cash-flow**

Net cash-flow is defined as follow: Net cash from (used in) operating and investing activities less (acquisitions)/disposal of equity interests and businesses

(net of cash and cash equivalents), other changes and proceeds from disposal of financial assets. Repayment of IFRS 16 debt is not included.

#### **Net financial debt**

Net financial debt is defined as follow: Gross financial debt less cash and cash equivalents and derivatives classified under non-current and current assets.

It includes the lease liabilities (IFRS 16 debt).



### **INVESTOR RELATIONS**

#### **Marc MAILLET**

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Web site: www.faurecia.com

#### **Share Data**

Bloomberg Ticker: EO:FP

Reuters Ticker: EPED.PA

Datastream: F:BERT

ISIN Code: FR0000121147

#### **Bonds ISIN Codes**

2025 bonds: XS1785467751

2026 bonds: XS1963830002

2027 bonds: XS2081474046

Additional 2027 bonds: XS2290556666\*

2028 bonds: XS2209344543

\*Consolidated into 2027 bonds ISIN XS2081474046 from 15 March 2021



#### **Disclaimer**

#### Important information concerning forward looking statements

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