

Q3 2017 SALES

*Strong organic growth,
confirmed momentum*

October 12, 2017



Q3 2017 Sales

Key facts

■ Sales

- Since January 1, 2017, Faurecia reports on value-added sales, which are total sales less monolith sales (a table in appendix details the reconciliation between total sales and VA sales)

■ JV consolidation

- Chang'An (China, Interiors): Fully consolidated (vs. Equity accounted) since January 1, 2017; Q3 2017 sales of €66.8m and 9m 2017 sales of €192.2m
- FCA-Pernambuco plant (Brazil, Interiors): Call option exercised increasing Faurecia's stake from 35% to 51%, now fully consolidated (vs. Equity accounted) since February 1, 2017; Q3 2017 sales of €51.7m and 9m 2017 sales of €127.1m
- Both JVs are included in organic growth figures (they accounted for 3.4 percentage points out of the 10.7% organic growth posted in Q3 and 2.7 percentage points out of the 9.1% organic growth recorded in 9m)

■ Update on the acquisition of Jiangxi Coagent Electronics

- By the end of October, Faurecia should close the acquisition of the Chinese infotainment leader Jiangxi Coagent Electronics, now renamed Jiangxi Faurecia Coagent Electronics.
- It should be consolidated into Faurecia's accounts as from November 1, 2017 (sales amounted to €148 million in 2016 and should rise to €270 million by 2019).

Key messages from Q3 sales

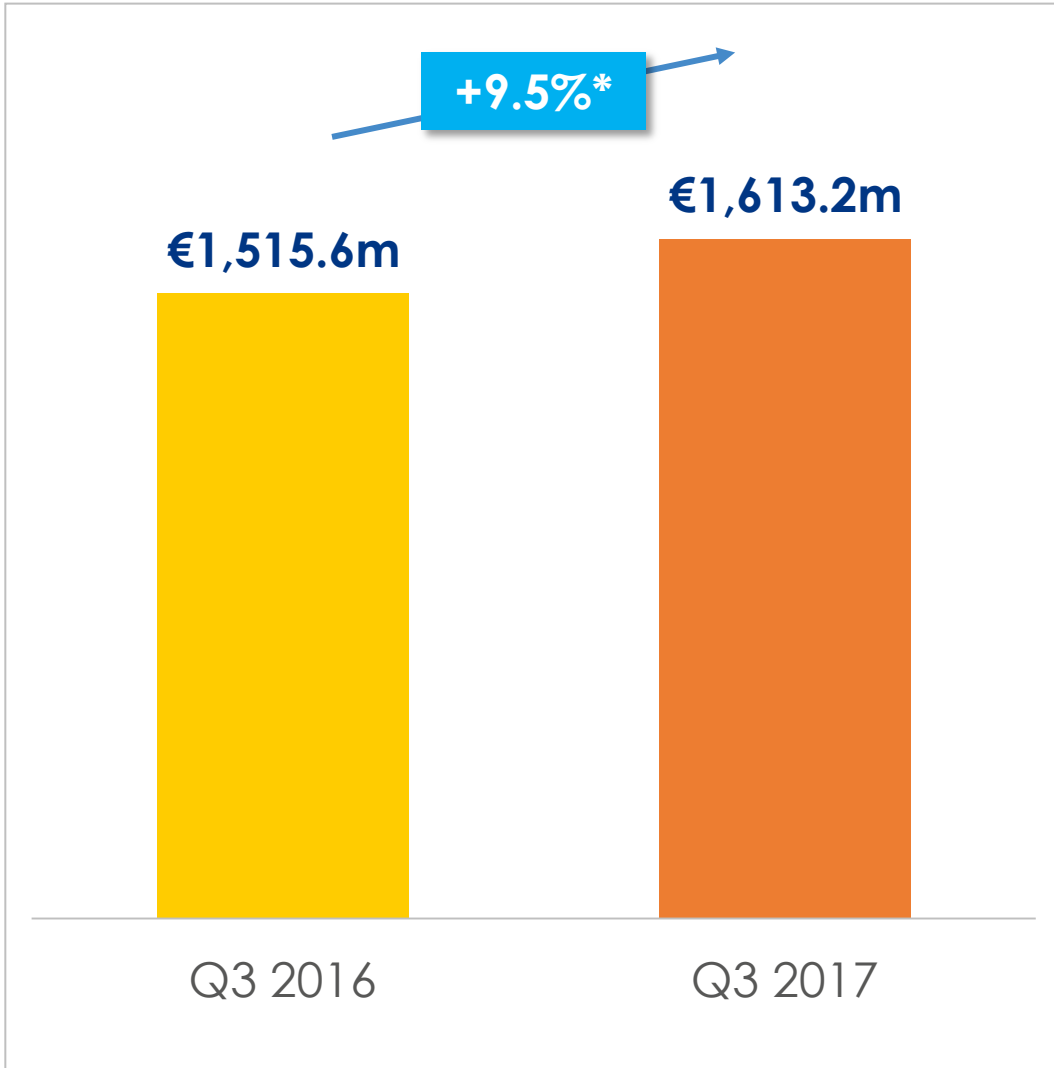
- **Strong organic* growth in Q3 2017: VA sales at €3,790.3m**
 - **+10.7% on an organic* basis**, improving after the +8.5% recorded in H1
 - **870bps above worldwide automotive production****, improving after the 550bp outperformance recorded in H1
 - **+7.3% on a reported basis**, impacted by a negative currency effect of €117.5m (vs. a positive currency effect of €109.2m in H1)
- **All three Business Groups posted strong organic* growth**
 - Seating: +9.5%, Clean Mobility: +10.1% and Interiors: +13.0%
- **All regions posted strong organic* performance**
 - Europe: +8.7%, Asia: +25.1% and South America: +47.5%
 - North America was broadly stable but strongly outperformed automotive production**
- **FY 2017 guidance confirmed**

Confirmed momentum in organic* sales growth

In €m	2016 reported	Currencies	Scope	Organic*	2017 reported	Automotive production**	Organic vs. auto. prod.
H1 YoY change	7,921.7	109.2	(117.2)	671.0 +8.5%	8,584.7 +8.4%	+3.0%	+550bps
Q3 YoY change	3,531.2	(117.5)	0	376.6 +10.7%	3,790.3 +7.3%	+2.0%	+870bps
9m YoY change	11,452.9	(8.2)	(117.2)	1,047.5 +9.1%	12,375.0 +8.1%		

- In H1, the positive currency effect of €109.2m almost offset the negative scope effect of €117.2m
- In Q3, the currency effect reversed and impacted negatively sales by €117.5m (-3.3%)
- Organic* sales growth of +10.7% in Q3 improved after the +8.5% posted in H1 (while, on a reported basis, sales were up 7.3% in Q3 vs. 8.4% in H1)

Seating posted strong organic growth in all regions



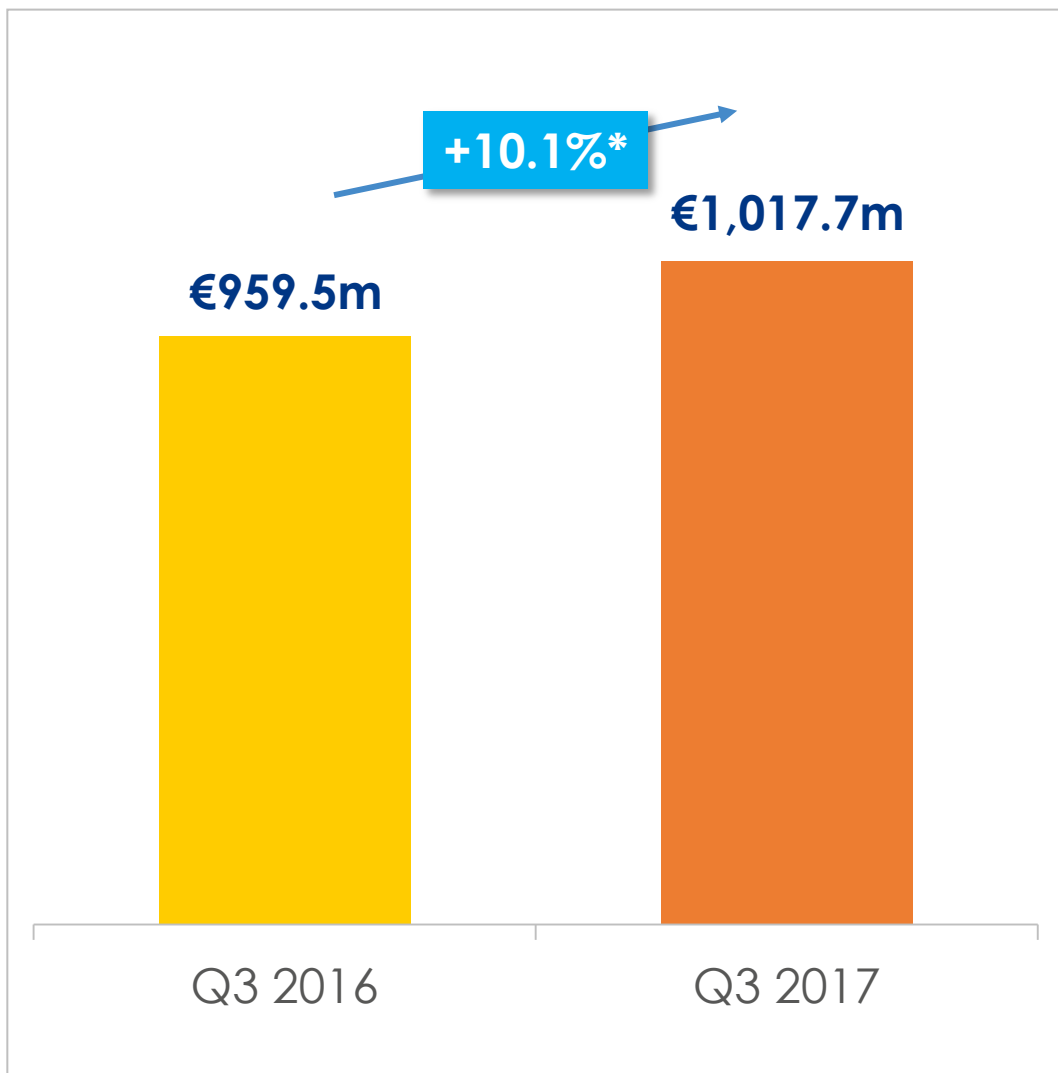
Q3 2017

- VA sales amounted to €1,613.2m
- They were up 9.5% on an organic* basis (up 6.4% reported), significantly outperforming worldwide automotive production growth (+2.0%**)
- Strong organic growth in all regions: Europe +9.4%, North America +7.7%, Asia +11.2% and South America +11.1%
- Organic sales growth continued to be driven by Ford (but at a less sustained pace than in H1, as the ramp-up of the Ford F-250 already started in July 2016) and VW in North America and by PSA in Europe

9m 2017

- VA sales amounted to €5,246.2m
- They were up 9.0% on an organic* basis (up 9.0% reported), significantly outperforming worldwide automotive production growth (+2.7%**)

Clean Mobility continued to be boosted by CVEs and Chinese OEMs



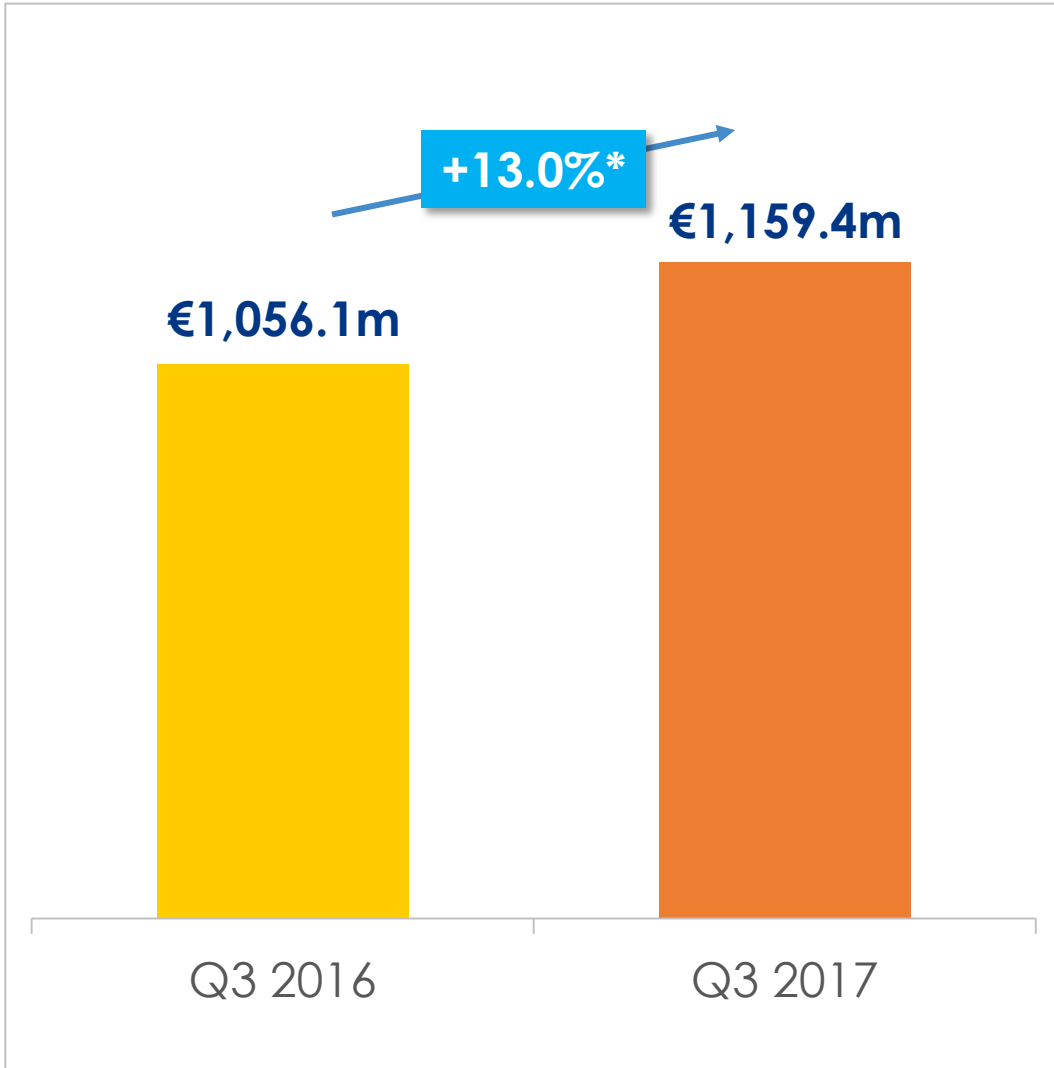
Q3 2017

- VA sales amounted to €1,017.7m
- They were up 10.1% on an organic* basis (up 6.1% reported), significantly outperforming worldwide automotive production growth (+2.0%**)
- Strong organic growth in Europe +12.8%, Asia +9.0% and South America +26.1%, while organic growth in North America was +6.6%
- Commercial vehicle sales rose 48%*, representing 11% of the Clean Mobility Business Group's VA sales in the quarter
- Sales to Chinese OEMs were another significant growth driver (+27% in the quarter)

9m 2017

- VA sales amounted to €3,305.0m
- They were up 7.7% on an organic* basis (up 7.9% reported), significantly outperforming worldwide automotive production growth (+2.7%**)

Interiors was mainly boosted by Asia and South America



Q3 2017

- VA sales amounted to €1,159.4m
- They were up 13.0% on an organic* basis (up 9.8% reported), significantly outperforming worldwide automotive production growth (+2.0%**)
- Organic growth included €118.4m (11.2%) resulting from the consolidation of two JVs (with Chang'An in China and FCA in Brazil)
- Organic sales more than doubled in Asia (+108%) and South America (+129%)

9m 2017

- VA sales amounted to €3,823.8m
- They were up 10.5% on an organic* basis (up 7.0% reported), significantly outperforming worldwide automotive production growth (+2.7%**)
- The two JVs contributed for €319.3m

Europe

Sales momentum in a solid market



Q3 2017

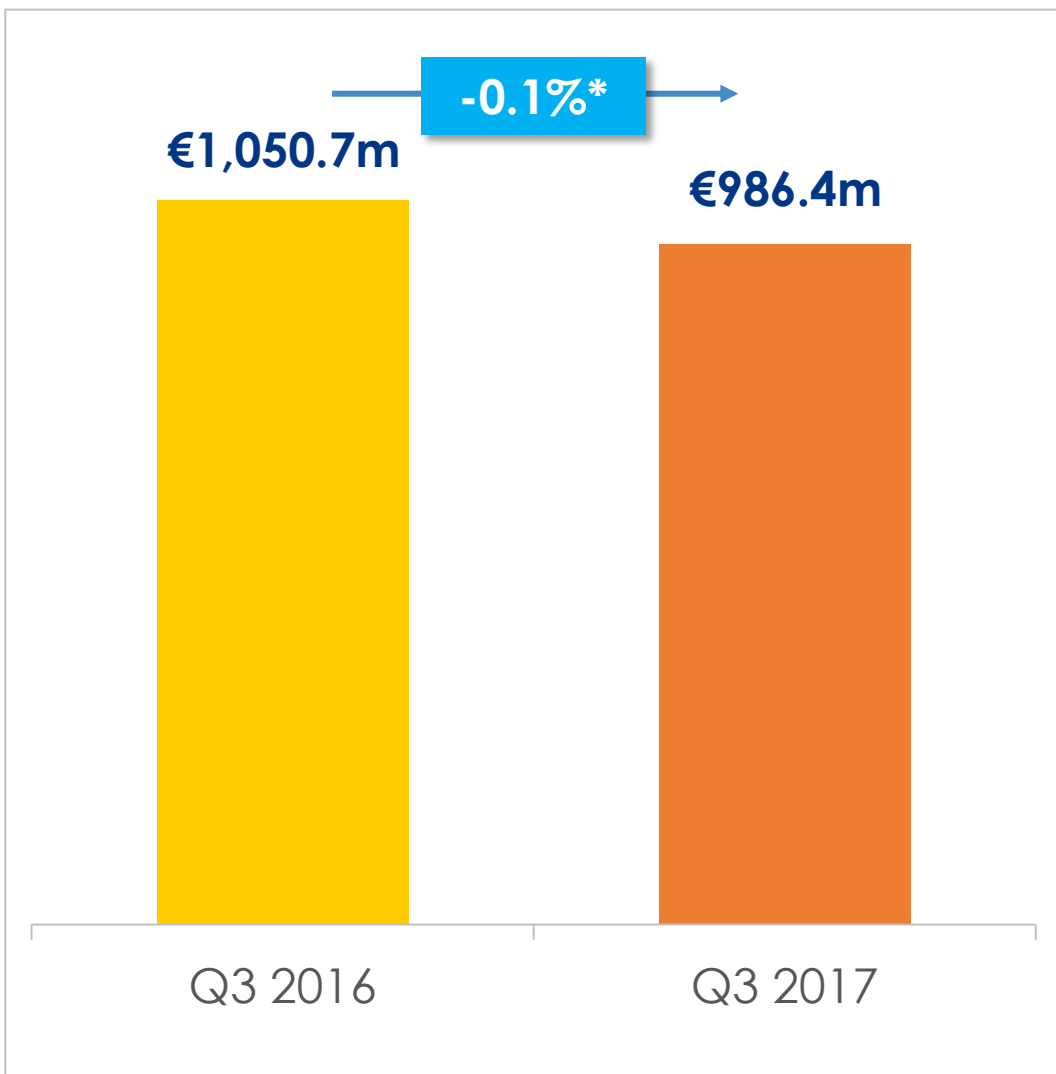
- VA sales amounted to €1,830.2m
- They were up 8.7% on an organic* basis (up 8.0% reported), outperforming European (incl. Russia) automotive production growth (+5.4%**)
- Limited negative currency impact of €12m, mainly attributable to the GBP and TRY vs. the euro
- Around half of the organic growth in the quarter was related to the ramp-up of the new PSA models

9m 2017

- VA sales amounted to €6,125.4m
- They were up 4.4% on an organic* basis (up 3.9% reported), outperforming European (incl. Russia) automotive production growth (+2.6%**)
- Limited negative currency impact of €33m

North America

Stable organic sales thanks to CVEs, SUVs and Light trucks



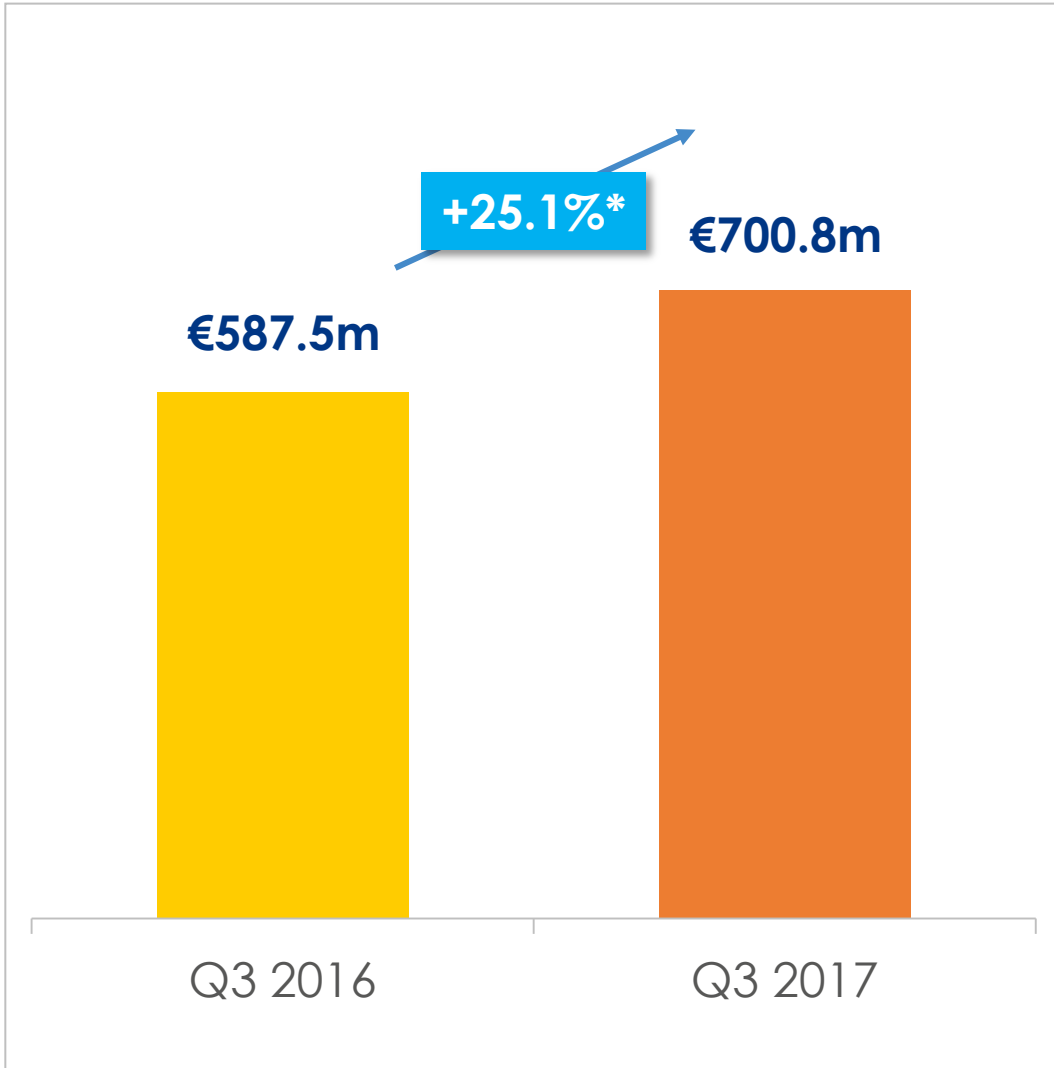
Q3 2017

- VA sales amounted to €986.4m
- They were stable (-0.1%) on an organic* basis (down 6.1% reported), outperforming North American automotive production growth that dropped by 8.1% in the quarter
- Significant negative currency impact of €62.9m, mainly attributable to the USD vs. the euro
- The outperformance vs. the market was mainly driven by VW (CrossBlue SUV), FCA (Jeep Wrangler) and Cummins (CVEs)

9m 2017

- VA sales amounted to €3,387.5m
- They were up 6.7% on an organic* basis (up 3.4% reported), outperforming North American automotive production growth (-3.2%**)
- Negative scope impact of €117m (Fountain Inn divested at end June 2016) and positive currency effect of €8m

Strong growth in China, driven by market share gain and Chinese OEMs



Q3 2017

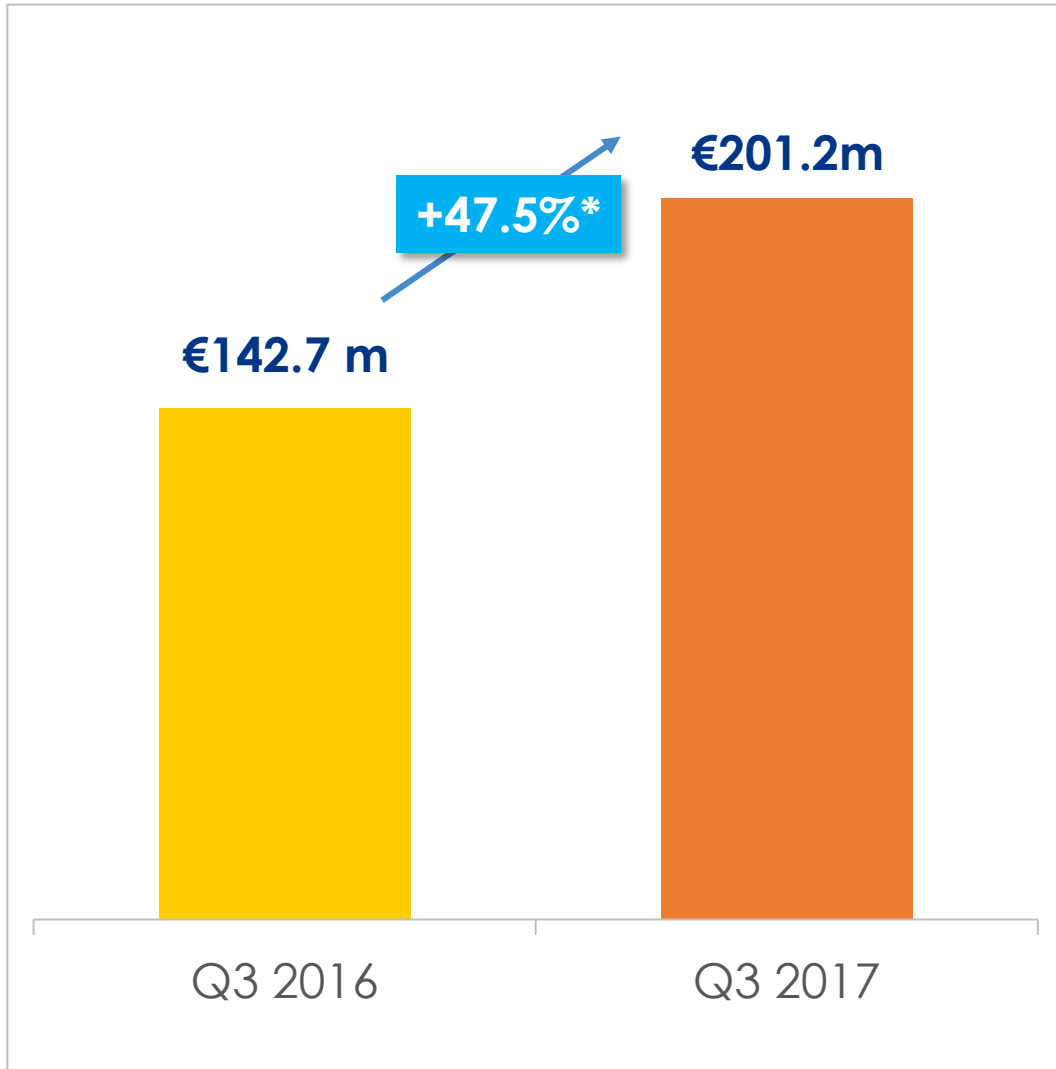
- VA sales amounted to €700.8m
- They were up 25.1% on an organic* basis (up 19.3% reported), outperforming Asian automotive production growth (+2.9%**)
- Negative currency impact of €34m, mainly attributable to the CNY vs. the euro
- Organic growth included €66.8m resulting from the consolidation the JV with Chang'An in China
- Continued strong organic growth in China (+25.7%), notably with Chinese OEMs (+58%)

9m 2017

- VA sales amounted to €2,078.4m
- They were up 19.6% on an organic* basis (up 17.5% reported), outperforming Asian automotive production growth (+3.8%**)
- Negative currency impact of €37m
- The JV with Chang'An contributed for €192.2m

South America

Sales turnaround supported by gradual market recovery



Q3 2017

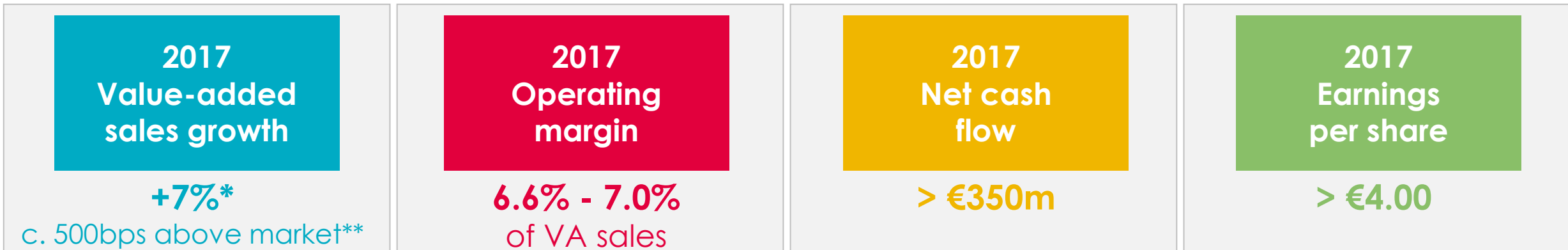
- VA sales amounted to €201.2m
- They were up 47.5% on an organic* basis (up 41.0% reported), outperforming South American automotive production growth (+25.0%**)
- Negative currency impact of €9.3m, mostly attributable to the ARS vs. the euro
- Organic growth included €51.7m resulting from the consolidation the JV with FCA-Pernambuco in Brazil

9m 2017

- VA sales amounted to €589.4m
- They were up 53.0% on an organic* basis (up 63.4% reported), outperforming South American automotive production growth (+20.4%**)
- Positive currency impact of €37.3m
- The JV with FCA-Pernambuco contributed for €127.1m

FY 2017 guidance confirmed

- Our performance in the first nine months of the year and the expected performance in Q4 strengthen our strong confidence in achieving our full-year financial targets, as recently upgraded on July 21



- This guidance was based on the assumption that worldwide automotive production growth should grow by around 2% in 2017 vs. 2016, which is confirmed by the latest IHS forecast**
- FY 2018 financial targets will be announced on February 16, 2018, when Faurecia will release its FY 2017 results. Faurecia remains strongly committed to its profitable growth trajectory (as presented, 18 months ago, at its Investor Day of April 19, 2016)

Calendar

January 7-12, 2018

**First participation
at CES Las Vegas**

February 16, 2018

**FY 2017 results announcement
(before market hours)**

Second Quarter 2018

**Capital Markets Day
"Smart Life on Board"**

Q3 2017 SALES
Appendices



Value-added sales by business group and region Q3

Value-added sales (in €m)	Q3 2016	Q3 2017	YoY organic*	YoY reported
Seating	1,515.6	1,613.2	9.5%	6.4%
Clean Mobility	959.5	1,017.7	10.1%	6.1%
Interiors	1,056.1	1,159.4	13.0%	9.8%
Europe	1,694.6	1,830.2	8.7%	8.0%
North America	1,050.7	986.4	-0.1%	-6.1%
Asia	587.5	700.8	25.1%	19.3%
<i>of which China</i>	448.0	535.1	25.7%	19.4%
South America	142.7	201.2	47.5%	41.0%
Rest of World	55.7	71.6	27.0%	28.7%
GROUP	3,531.2	3,790.3	10.7%	7.3%

Value-added sales by business group and region 9m

Value-added sales (in €m)	9m 2016	9m 2017	YoY organic*	YoY reported
Seating	4,815.0	5,246.2	9.0%	9.0%
Clean Mobility	3,063.9	3,305.0	7.7%	7.9%
Interiors	3,574.0	3,823.8	10.5%	7.0%
Europe	5,898.0	6,125.4	4.4%	3.9%
North America	3,276.0	3,387.5	6.7%	3.4%
Asia	1,768.8	2,078.4	19.6%	17.5%
<i>of which China</i>	1,336.6	1,594.1	23.0%	19.3%
South America	360.8	589.4	53.0%	63.4%
Rest of World	149.2	194.2	18.6%	30.1%
GROUP	11,452.9	12,375.0	9.1%	8.1%

Sales reconciliation Q3 & 9m

in €m	Q3 2016	Q3 2017	YoY organic*	YoY reported	9m 2016	9m 2017	YoY organic*	YoY reported
Product sales	3,250.9	3,474.9	10.2%	6.9%	10,545.6	11,285.9	8.2%	7.0%
R&D and Tooling	280.3	315.4	15.6%	12.5%	907.3	1,089.1	20.0%	20.0%
Value-added sales	3,531.2	3,790.3	10.7%	7.3%	11,452.9	12,375.0	9.1%	8.1%
Monolith sales	710.0	728.9	5.3%	2.7%	2,320.0	2,439.0	5.3%	5.1%
Total sales	4,241.3	4,519.2	9.8%	6.6%	13,772.9	14,813.9	8.5%	7.6%

Detailed currency and scope effects by business group Q3

VA sales in €m	Reported	Currencies		Scope		Organic*		Reported	
	Q3 2016	Value	%	Value	%	Value	%	Q3 2017	%
Seating	1,515.6	-45.7	-3.0%	0.0	0.0%	143.3	9.5%	1,613.2	6.4%
Clean Mobility	959.5	-38.3	-4.0%	0.0	0.0%	96.5	10.1%	1,017.7	6.1%
Interiors	1,056.1	-33.5	-3.2%	0.0	0.0%	136.8	13.0%	1,159.4	9.8%
Group	3,531.2	-117.5	-3.3%	0.0	0.0%	376.6	10.7%	3,790.3	7.3%

Detailed currency and scope effects by business group 9m

VA sales in €m	Reported	Currencies		Scope		Organic*		Reported	
	9m 2016	Value	%	Value	%	Value	%	9m 2016	%
Seating	4,815.0	-4.3	-0.1%	0.0	0.0%	435.5	9.0%	5,246.2	9.0%
Clean Mobility	3,063.9	5.8	0.2%	0.0	0.0%	235.3	7.7%	3,305.0	7.9%
Interiors	3,574.0	-9.8	-0.3%	-117.2	-3.3%	376.8	10.5%	3,823.8	7.0%
Group	11,452.9	-8.2	-0.1%	-117.2	-1.0%	1,047.5	9.1%	12,375.0	8.1%

Detailed currency and scope effects by region Q3

VA sales in €m	Reported	Currencies		Scope		Organic*		Reported	
	Q3 2016	Value	%	Value	%	Value	%	Q3 2017	%
Europe	1,694.6	-12.0	-0.7%	0.0	0.0%	147.6	8.7%	1,830.2	8.0%
North America	1,050.7	-62.9	-6.0%	0.0	0.0%	-1.4	-0.1%	986.4	-6.1%
Asia	587.5	-34.2	-5.8%	0.0	0.0%	147.5	25.1%	700.8	19.3%
<i>of which China</i>	448.0	-28.2	-6.3%	0.0	0.0%	115.3	25.7%	535.1	19.4%
South America	142.7	-9.3	-6.5%	0.0	0.0%	67.8	47.5%	201.2	41.0%
RoW	55.7	0.9	1.6%	0.0	0.0%	15.0	27.0%	71.6	28.7%
Group	3,531.2	-117.5	-3.3%	0.0	0.0%	376.6	10.7%	3,790.3	7.3%

Detailed currency and scope effects by region 9m

VA sales in €m	Reported	Currencies		Scope		Organic*		Reported	
	9m 2016	value	%	value	%	value	%	9m 2017	%
Europe	5,898.0	-33.4	-0.6%	0.0	0.0%	260.8	4.4%	6,125.4	3.9%
North America	3,276.0	8.1	0.2%	-117.2	-3.6%	220.6	6.7%	3,387.5	3.4%
Asia	1,768.8	-37.4	-2.1%	0.0	0.0%	347.0	19.6%	2,078.4	17.5%
<i>of which China</i>	1,336.6	-49.7	-3.7%	0.0	0.0%	307.2	23.0%	1,594.1	19.3%
South America	360.8	37.3	10.3%	0.0	0.0%	191.3	53.0%	589.4	63.4%
RoW	149.2	17.2	11.5%	0.0	0.0%	27.8	18.6%	194.2	30.1%
Group	11,452.9	-8.2	-0.1%	-117.2	-1.0%	1,047.5	9.1%	12,375.0	8.1%

2018 ambitions (as presented at Faurecia's Investor Day held on April 19, 2016)

■ Faurecia's profitable growth trajectory:

- Growing at a sustained pace, outperforming the market
- Improving profitability
- Generating more cash-flow
- Increasing earnings per share



- **FY 2018 financial targets will be announced on February 16, 2018, when Faurecia will release its FY 2017 results.**

Contact & share data

Investor Relations Marc MAILLET

2, rue Hennape
92735 Nanterre
France

Tel: +33 1 72 36 75 70
Fax: +33 1 72 36 70 30
E-mail: marc.maillet@faurecia.com
Web site: www.faurecia.com

Share Data

Bloomberg Ticker:	EO:FP
Reuters Ticker:	EPED.PA
Datastream:	F:BERT
ISIN Code:	FR0000121147

Bonds ISIN Codes

2022 bonds : XS1204116088
2023 bonds : XS1384278203

Safe Harbor Statement

This report contains statements that are not historical facts but rather forward-looking statements. The words "will," "may," "designed to," "outlook," "believes," "should," "anticipates," "plans," "expects," "intends," "estimates" and similar expressions identify these forward-looking statements. All such statements are based upon our current expectations and various assumptions, and apply only as of the date of this report.

Our expectations and beliefs are expressed in good faith and we believe there is a reasonable basis for them.

However, there can be no assurance that forward-looking statements will materialize or prove to be correct. Because such statements involve risks and uncertainties such as automotive vehicle production levels, mix and schedules, financial distress of key customers, energy prices, raw material prices, the strength of the European or other economies, currency exchange rates, cancellation of or changes to commercial contracts, liquidity, the ability to execute on restructuring actions according to anticipated timelines and costs, the outcome could differ materially from those set out in the statements.

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