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inspiring mobility

FY 2017 Results
Strong Performance and Record Order Intake

February 16, 2018

The 2017 consolidated financial statements have been approved by the Board of Directors at its meeting held on February 15, 2018, under the chairmanship of Michel de Rosen. These financial statements have been audited.

Agenda

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Agenda

1	**2017 Highlights**	Patrick Koller *Chief Executive Officer*
2	**Review of 2017 Results**	Michel Favre *Chief Financial Officer*
3	**2018 Guidance**	Patrick Koller *Chief Executive Officer*

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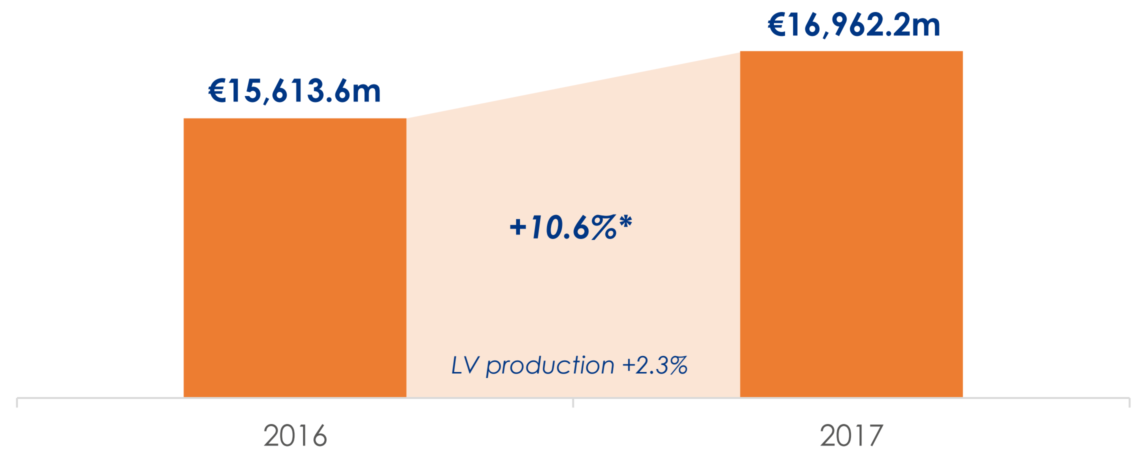
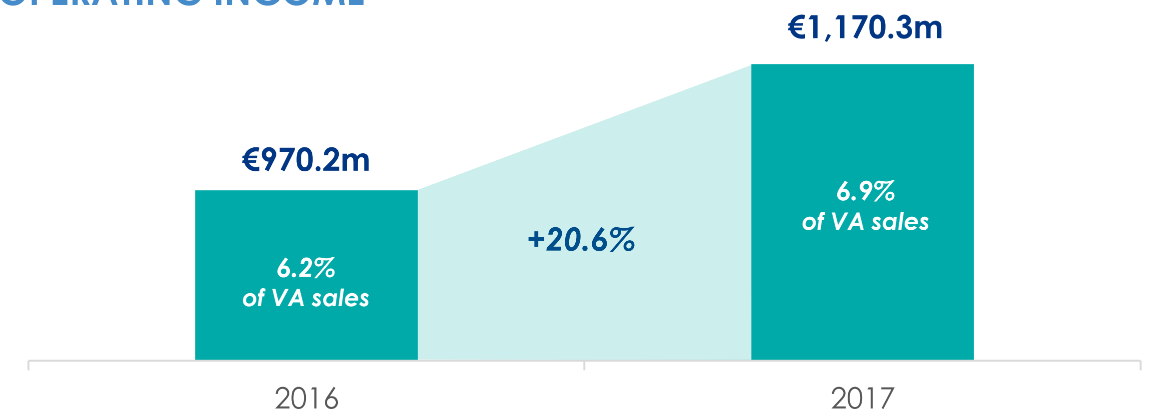
Strong performance in 2017 and all financial targets achieved or exceeded

- Strong organic* sales growth of +10.6% to €17.0bn, 830bps above worldwide automotive production growth
  Above guidance of 7% organic growth and c. 500bps outperformance*
- Significant improvement in profitability to 6.9% of sales (+70bps yoy), with an operating margin at 7.0% in H2
  In the upper half of the 6.6% to 7.0% guidance
- Net cash flow of €435m
  Guidance was above €350m
- EPS of €4.42
  Guidance was above €4.00
- Net income from continued operations up 34% to €714m
- Proposed dividend of €1.1, up 22%

VALUE-ADDED SALES



OPERATING INCOME



* At constant currencies & scope, incl. JVs consolidation

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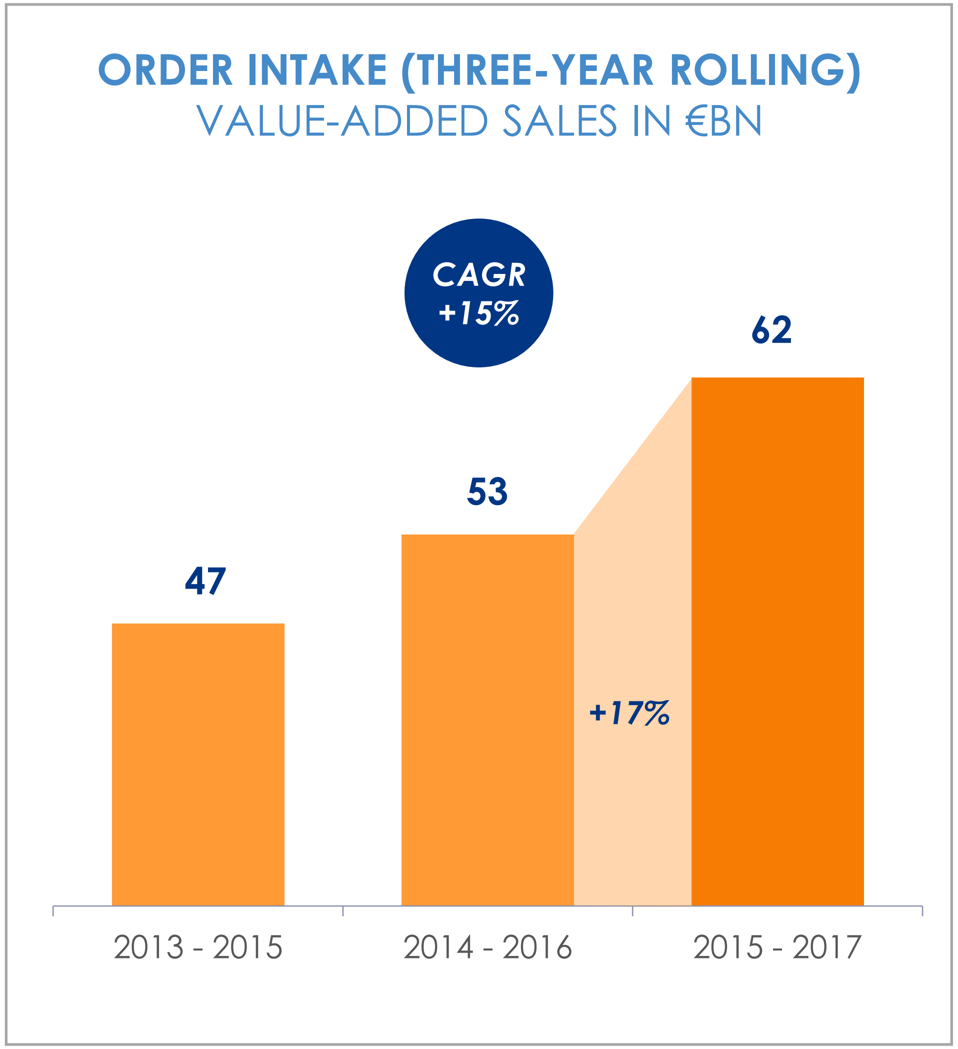
Strong financial performance achieved whilst managing growth and innovation investment

- **All Business Groups in all regions posted strong organic* sales growth and strongly outperformed worldwide automotive production growth**
  - All BGs posted organic growth above 8%, with Interiors in the double-digits (+14.8%)
  - All regions outperformed regional market by more than 500bps, with North America outperforming by 960bps (+5.6% vs. -4.0%) and Asia by 1,540bps (+18.1% vs. +2.7%)
- **All Business Groups posted double-digit growth in operating income**
- **All regions posted strong growth in operating income, with Europe up 20% to 6.2% of sales and South America back to profitability**
- **Over 200 programs launched and increased investment in innovation**

** At constant currencies & scope, incl. JVs consolidation*

Customer confidence and operational excellence lead to record order intake

- **Over 40 customer recognition awards in all regions, including Hyundai 5 Star quality certification**
- **Over 200 program launches successfully managed in 2017 including major Seating launch for VW SUV platform**
- **Growth objectives secured with three-year order intake up €9bn, to €62bn**
  - Strong order intake for German premium customers
  - Order intake in China represented €6.7bn, of which almost 40% with Chinese customers
  - 15 new customers represented in order intake
  - First orders for Cockpit of the Future systems from new OEMs
- **On target for over 40% of sales in China with Chinese OEMs from 2020**
  - Four new joint ventures signed in China for all Business Groups



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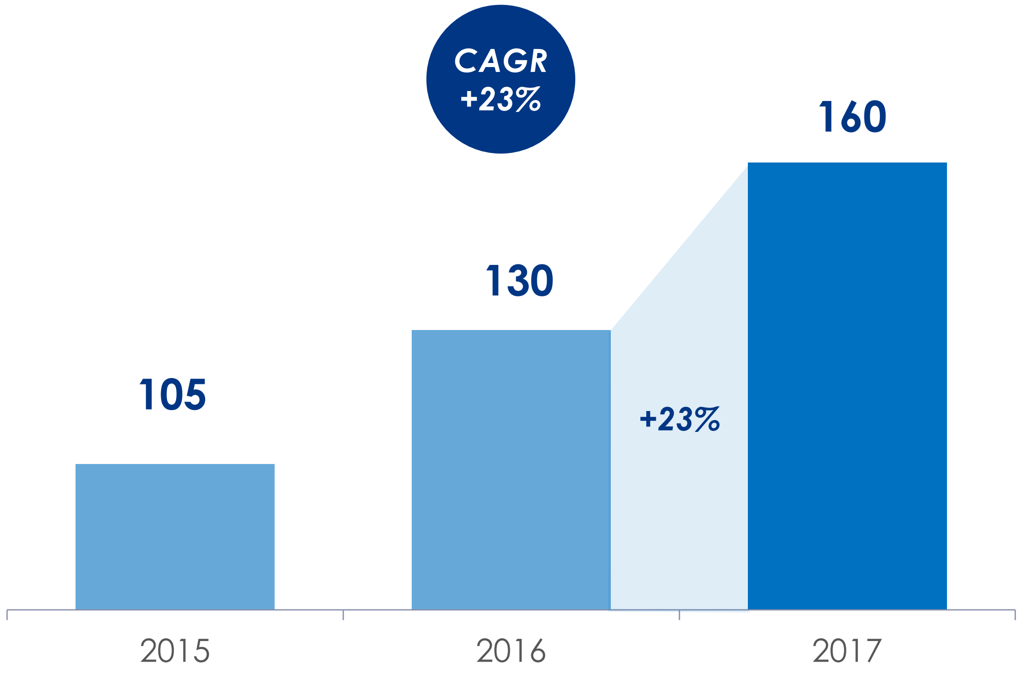
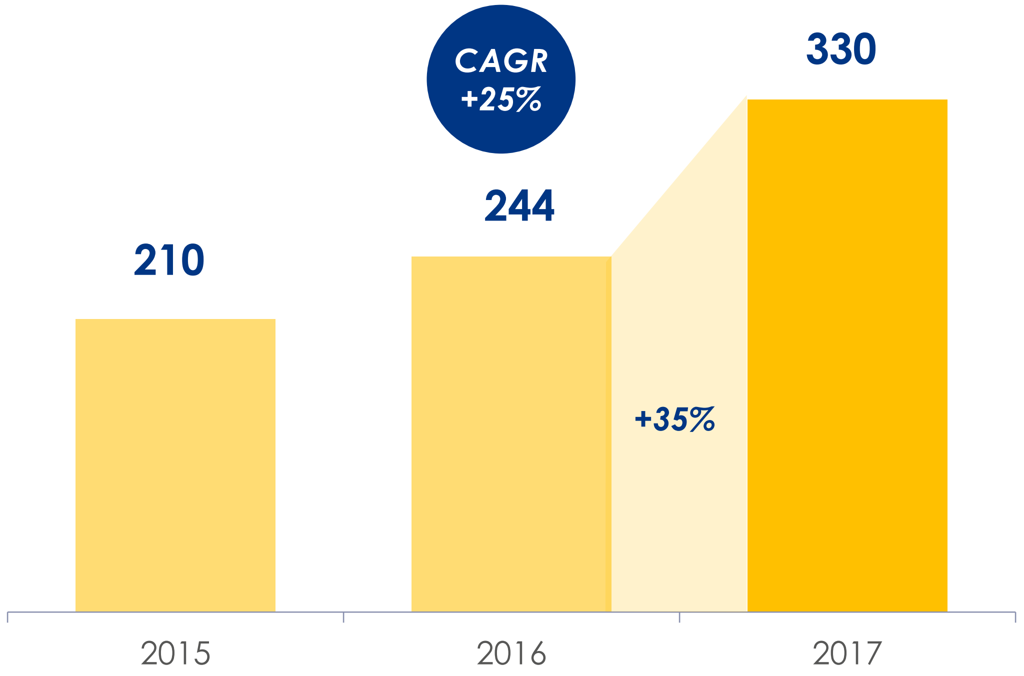
Acceleration of investment in innovation

INVESTMENT IN INNOVATION (€M)



Objective: innovation spend > €200m

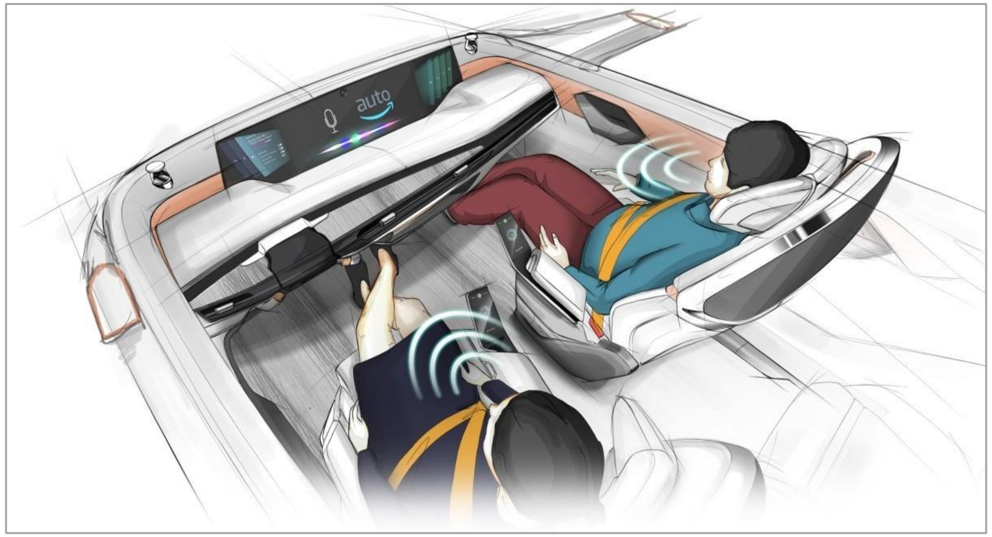
PATENT FIRST FILINGS (units)

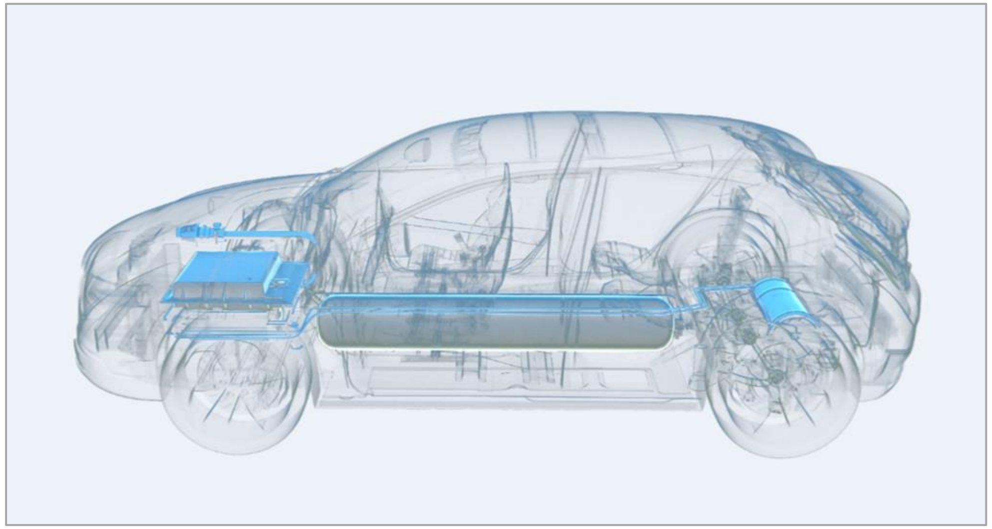


Including extensions, 577 patents filed in 2017

Partnerships and investments to integrate new competences and accelerate growth

- **Acquisitions in adjacent value spaces**
  - Parrot Automotive for connectivity and infotainment
  - Coagent for displays, connectivity and infotainment
  - Hug Engineering for High Horsepower engines
- **Strategic technology partnerships**
  - ZF for Advanced Safety
  - Mahle for Thermal Comfort
  - Stelia Composites for Fuel cell tanks
  - Accenture for Data analytics and Artificial Intelligence
- **Investment in seven start-ups**
- **Four new joint ventures with Chinese OEMs**
  - Wuling Industry and BYD for Seating
  - Wuling Industry for Interiors
  - Dongfeng Motors for Clean Mobility





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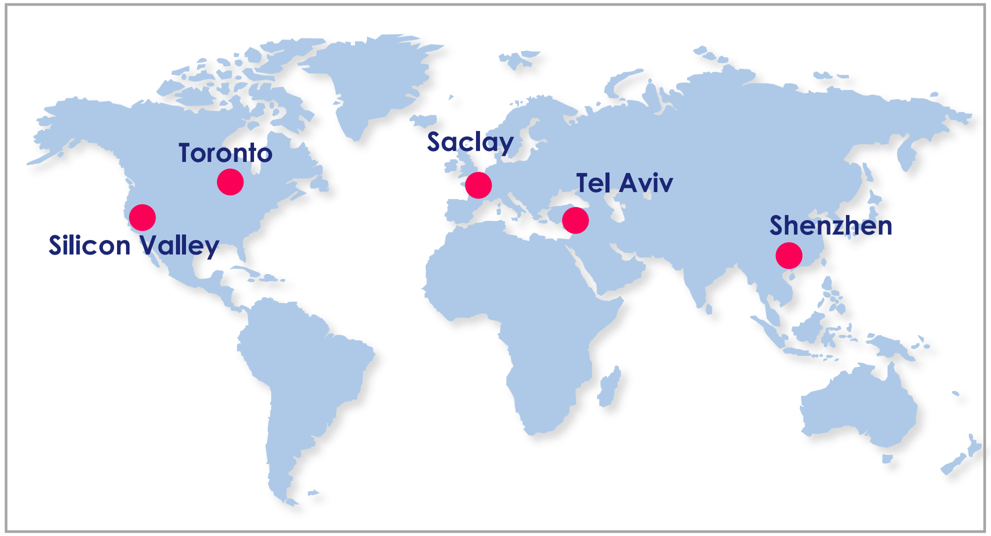
Faurecia Tech: our global innovation organization to accelerate time-to-market for new Value Spaces

- **Incubator divisions** for pre-development working with **open innovation network** of academic establishments and Research institutes
  - Cockpit of the Future in Meru (France)
  - Fuel Cell systems underway in France
  - Indian Institute of Science, CEA and College de France joined open innovation network in 2017
- **Technology platforms** for scouting, access to new technologies and proof of concept
  - Silicon Valley & Toronto: Artificial Intelligence Hub
  - Tel Aviv: Cyber Security Hub
  - Saclay: Zero emissions hub
  - Shenzhen
- **Digital Services Factory** will support data analytics, artificial intelligence and digital transformation



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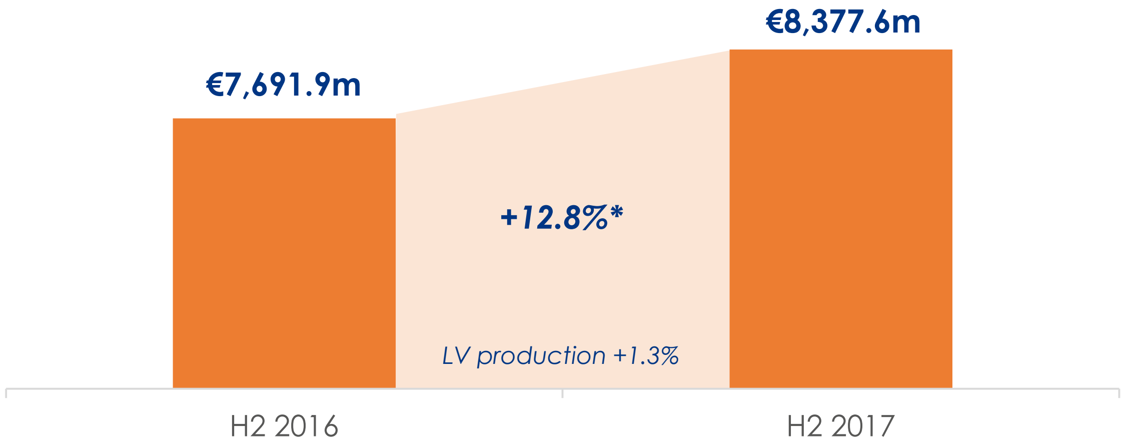
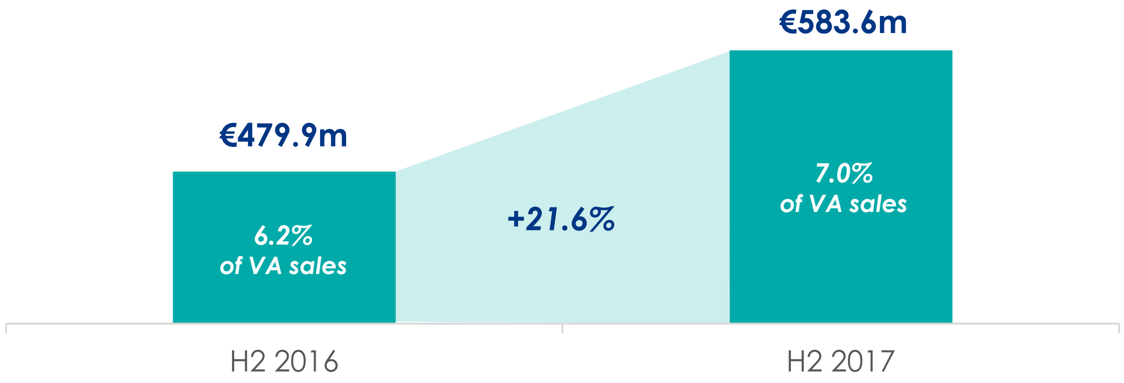
Strong performance in H2 2017
Accelerated sales growth and operating margin reaching 7.0%

VALUE-ADDED SALES



OPERATING INCOME



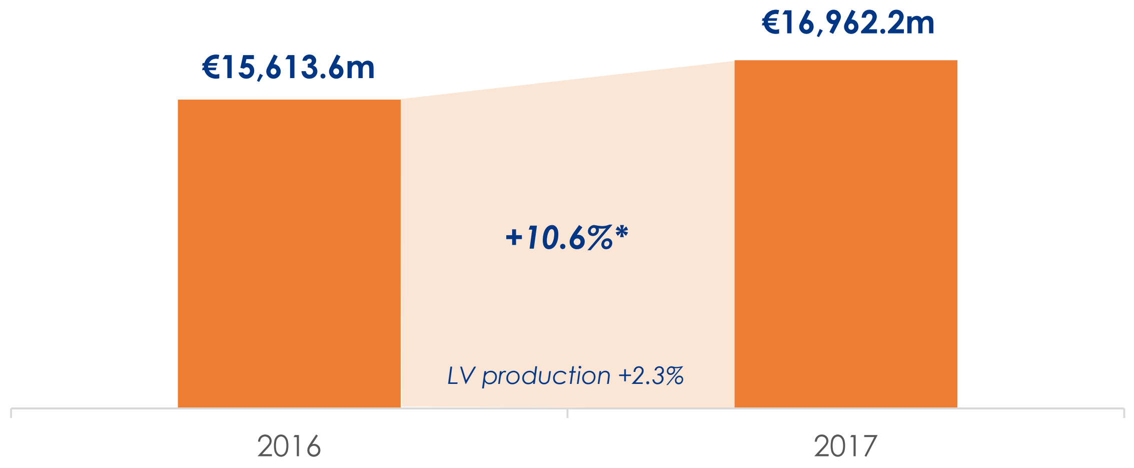
€m	H2 2016	Currencies	Scope	Organic*	H2 2017
VA sales	**7,691.9**	(300.2)	0.0	**985.9**	**8,377.6**
vs. H2 2016		-3.9%	0.0%	**+12.8%**	+8.9%

- **Accelerated organic growth in H2: +12.8% after +8.5% in H1**
  - **All three BGs posted strong organic growth, in line or above H1**
  - **Europe, Asia and South America posted double-digit organic growth, while North America continued to prove resilient with a 1.1% organic growth in a market that dropped by 7.3%**
- **Organic growth in H2 outpaced by 1,150bps worldwide automotive production** (+1.3%, source: IHS January 2018), **after an outperformance of 550bps in H1**
- **The consolidation of 2 JVs** (one in China and one in Brazil) **had a positive impact of €234m in H2** (i.e. 3.0% of H2 2016 sales), **which is included in organic growth**
- **Currencies had a negative effect of €300m (-3.9%) in H2, mainly attributable to the USD and CNY vs. the Euro**
- **Operating income rose 21.6% to €584m and operating margin improved by 80bps to 7.0% of VA sales**

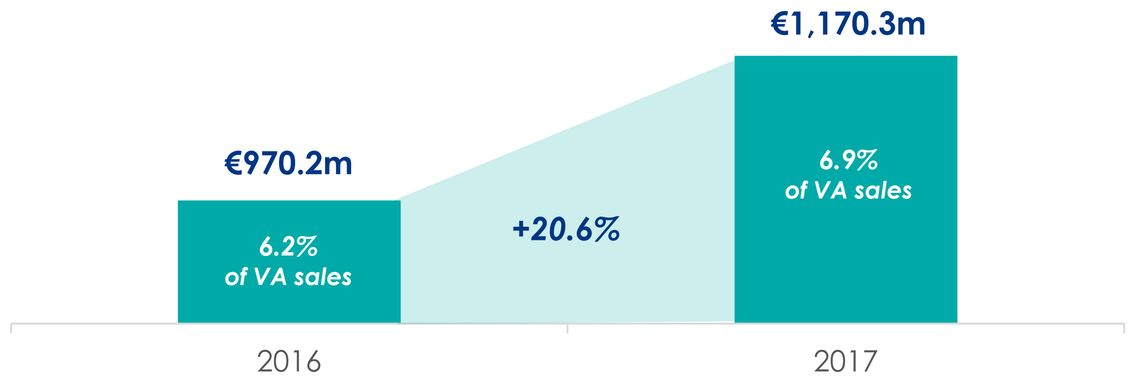
** At constant currencies & scope, incl. JVs consolidation*

Record sales and profitability in FY 2017
Delivering on targets and on track for continuous improvement

VALUE-ADDED SALES



OPERATING INCOME



€m	FY 2016	Currencies	Scope	Organic*	FY 2017
VA sales	15,613.6	(191.0)	(117.2)	1,656.8	16,962.2
vs. FY 2016		-1.2%	-0.8%	+10.6%	+8.6%

- **FY organic growth of +10.6%, 830bps above worldwide automotive production** (+2.3%, source: IHS January 2018)
  - **All three BGs posted strong organic growth above 8%**
  - **All regions posted solid organic growth, outperforming regional automotive production**
- **The consolidation of 2 JVs** (one in China and one in Brazil) **had a positive impact of €425m in the FY** (i.e. 2.7% of 2016 sales), **which is included in organic growth**
- **Scope had a net negative impact of €117m (-0.8%), due to the disposal of the Fountain Inn (USA) plant at the end of June 2016**
- **Currencies had a negative effect of €191m (-1.2%), mainly attributable to the USD and CNY vs. the Euro**
- **Operating income rose 20.6% to €1,170m and operating margin hit a record high of 6.9% of VA sales, up 70bps year-on-year**

** At constant currencies & scope, incl. JVs consolidation*

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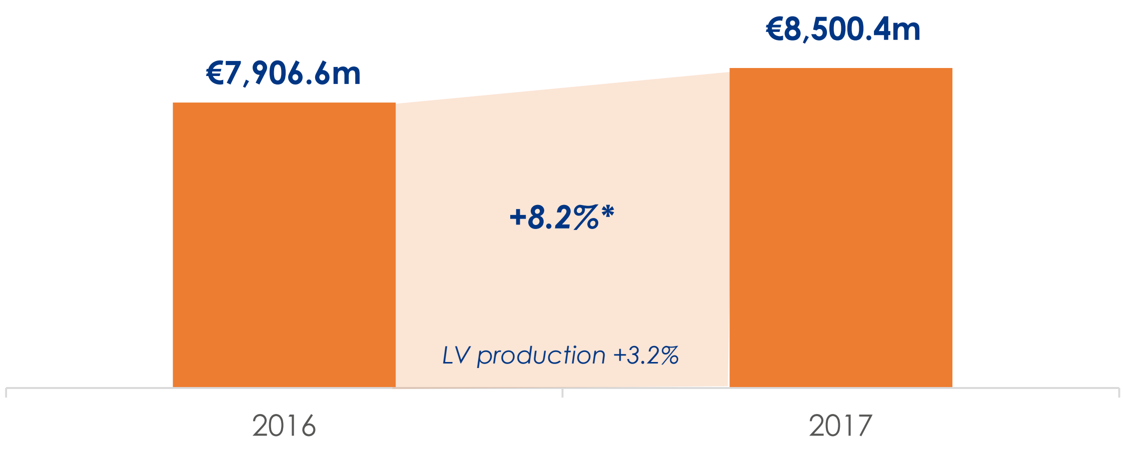
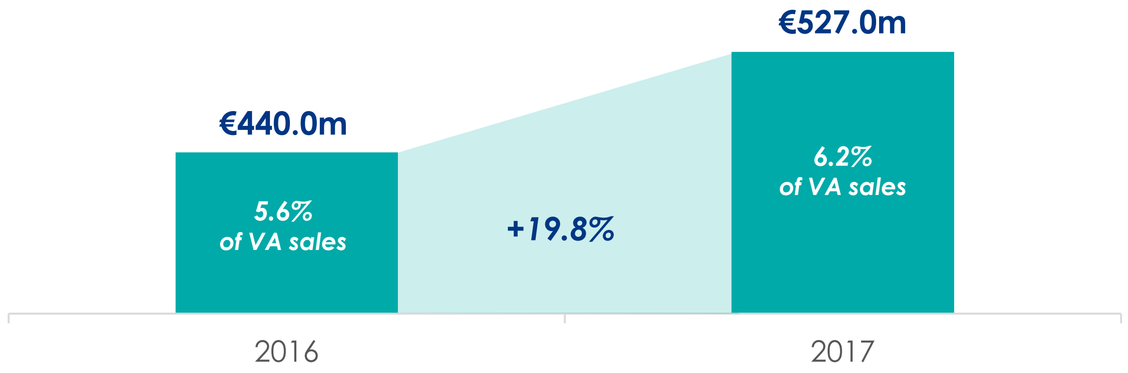
Europe (50% of Group sales)
Profitability up 60bps to 6.2%, leveraging operational efficiency

VALUE-ADDED SALES



OPERATING INCOME



VALUE-ADDED SALES

- **Value-added sales up 8.2% on an organic* basis (up 7.5% reported), outperforming European LV production growth by 500bps** (+ 3.2%, source: IHS January 2018)
- **Organic* growth accelerated in H2, sustained by major launches such as:**
  - **Complete seats for PSA (new 3008 and 5008 models),**
  - **Complete seats for VW (Audi Q8, VW Touareg and Porsche Cayenne)**
  - **Tooling in the Interiors business group**
- **In 2018, sales will be boosted by the ramp-up of the complete seats for both PSA and VW**

PROFITABILITY

- **Operating margin on value-added sales increased by 60bps to 6.2%, leveraging operational efficiency**

** At constant currencies & scope, incl. JVs consolidation*

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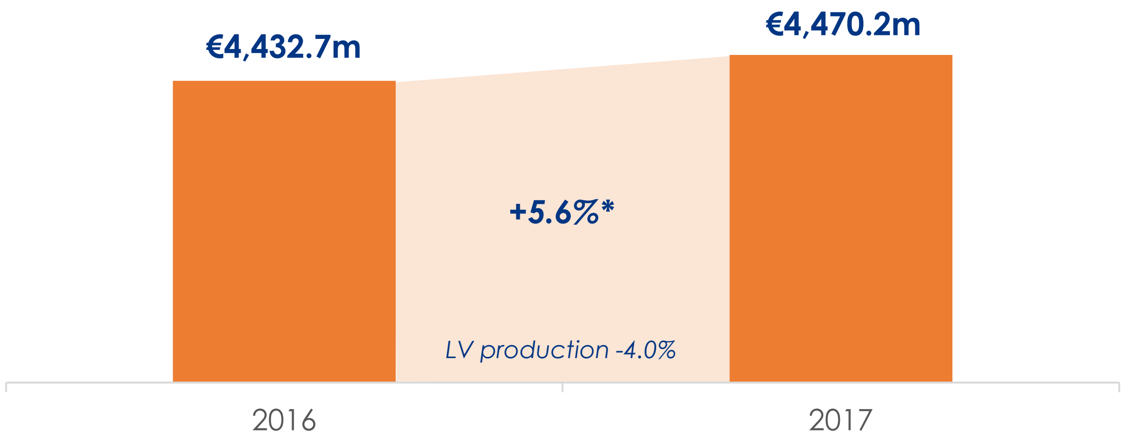
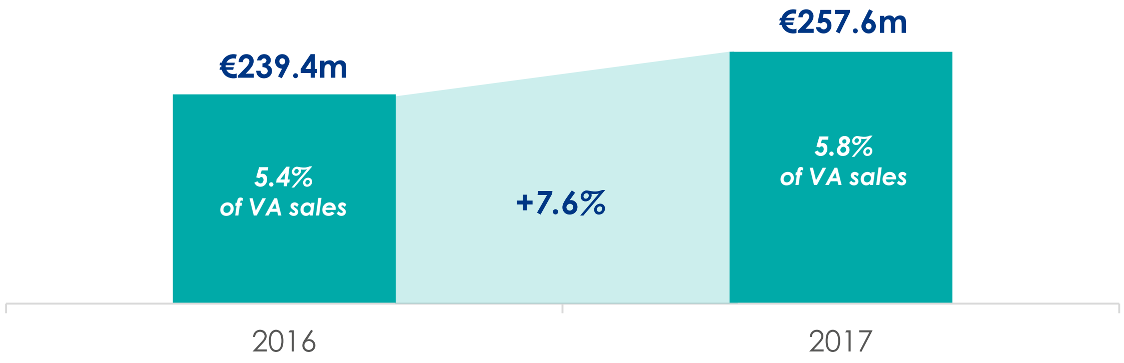
North America (26% of Group sales)
Profitability up 40bps to 5.8%, thanks to improved industrial efficiency

VALUE-ADDED SALES



OPERATING INCOME



VALUE-ADDED SALES

- **Value-added sales up 5.6% on an organic* basis (up 0.8% reported), significantly outperforming North American LV production, which dropped by 4.0%** (source: IHS January 2018)
- **Currencies had a net negative impact of €92m on VA sales (-2.1%) in the full-year: positive in H1 (€71m) and negative in H2 (€163m)**
- **Scope had a net negative impact of €117m (-2.6%), due to the disposal of the Fountain Inn (USA) plant at end June 2016**
- **Organic* growth was mainly driven by:**
  - **Ford (F-250 complete seat) up 14%,**
  - **VW up 54%,**
  - **Cummins up 33%, due to the launch of the new "Nitro" technology (single module for on-highway) that started in January 2017**
- **In 2018, sales will be boosted by the launch of Interiors for the new RAM as well as expected volumes for Tesla Model 3**

PROFITABILITY

- **Operating margin on value-added sales increased by 40bps to 5.8%, thanks to improved industrial efficiency**

** At constant currencies & scope, incl. JVs consolidation*

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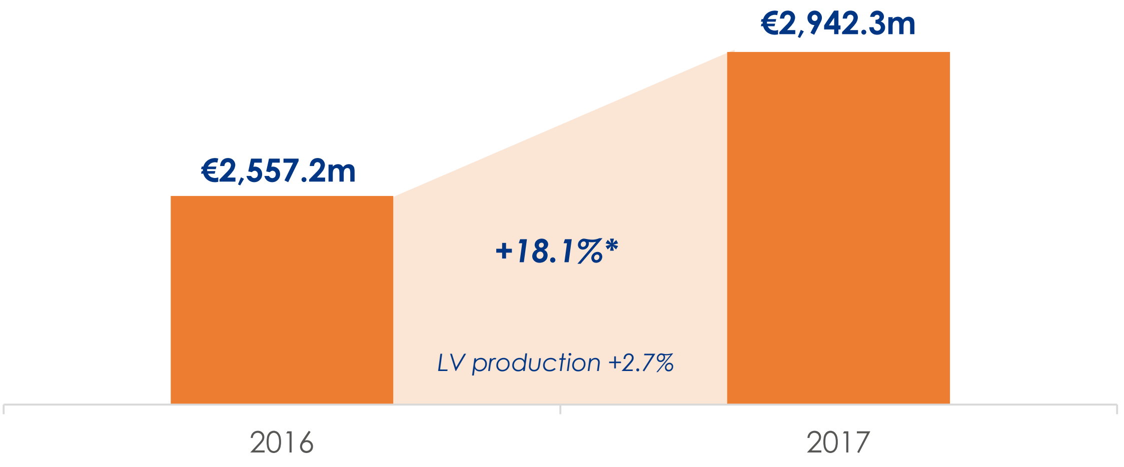
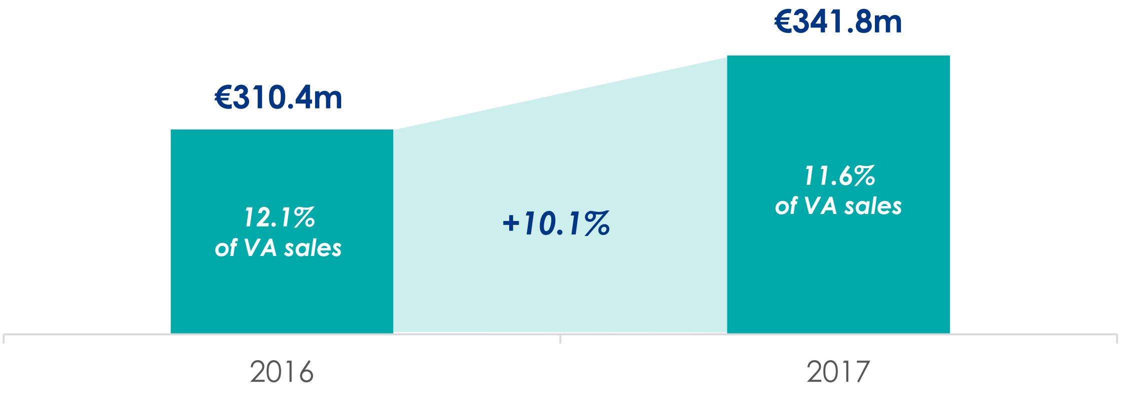
Asia (17% of Group sales)
Strong sales growth with Chinese OEMs and double-digit profitability

VALUE-ADDED SALES



OPERATING INCOME



VALUE-ADDED SALES

- **Value-added sales up 18.1% on an organic* basis (up15.1% reported), outperforming Asian LV production growth** (+2.7%, source: IHS January 2018)
- **Currencies had a net negative impact of €78m on VA sales (-3.1%) in the full-year, mostly in H2, attributable to the CNY vs. the Euro**
- **In China, VA sales rose by 19.7% on an organic basis, strongly outperforming the Chinese LV production market** (+2.6%, source: IHS January 2018)**:**
  - **Chinese sales at €2,251m represented 77% of the region's sales and 13% of Group sales**
  - **Sales to Chinese OEMs represented 16% of sales in China and they grew by 69% on an organic basis**
- **In 2018, sales will be boosted by the new JVs and Coagent**

PROFITABILITY

- **Double-digit operating margin at 11.6%, a slight decrease year-on-year attributable to new JVs with Chinese partners that are slightly dilutive at the region's level**
- **Operating income up 10.1% year-on-year**

** At constant currencies & scope, incl. JVs consolidation*

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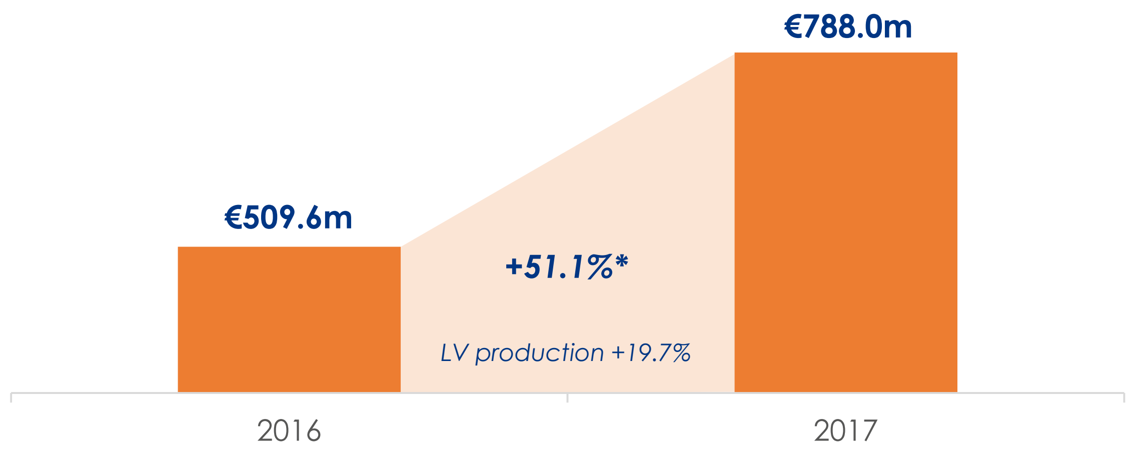
South America (5% of Group sales)
Sales turnaround and return to profitability confirmed

VALUE-ADDED SALES



OPERATING INCOME

VALUE- ADDED SALES

- **Value-added sales up 51.1% on an organic* basis (up 54.6% reported), strongly outperforming South American LV production growth** (+19.7%, source: IHS January 2018)
- **Currencies had a net positive impact of €18m on VA sales (+3.6%) in the full-year: positive in H1 (€46m) and negative in H2 (€28m)**
- **Strong organic growth benefited from market recovery, mainly in Brazil, and from sales to FCA and Ford**
- **In 2018, sales will be boosted by volume growth, while continuous commitment to improved performance could imply increased selectivity in business**

PROFITABILITY

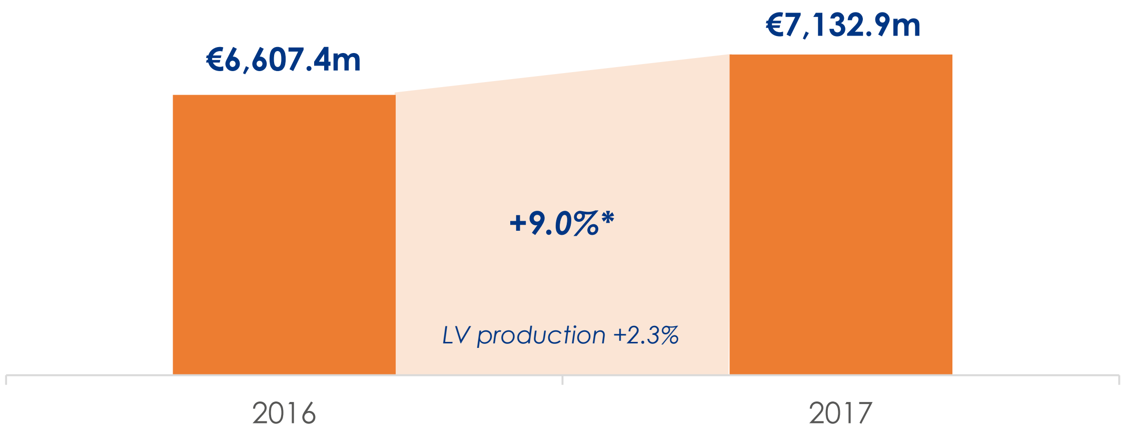
- **2017 marked a return to profit with an operating income of €11.6m vs. a loss of (€23.2m) in 2016**
- **This upturn reflects the effects of restructurings and disciplined inflation management and the consolidation of the JV with FCA in Pernambuco**

** At constant currencies & scope, incl. JVs consolidation*

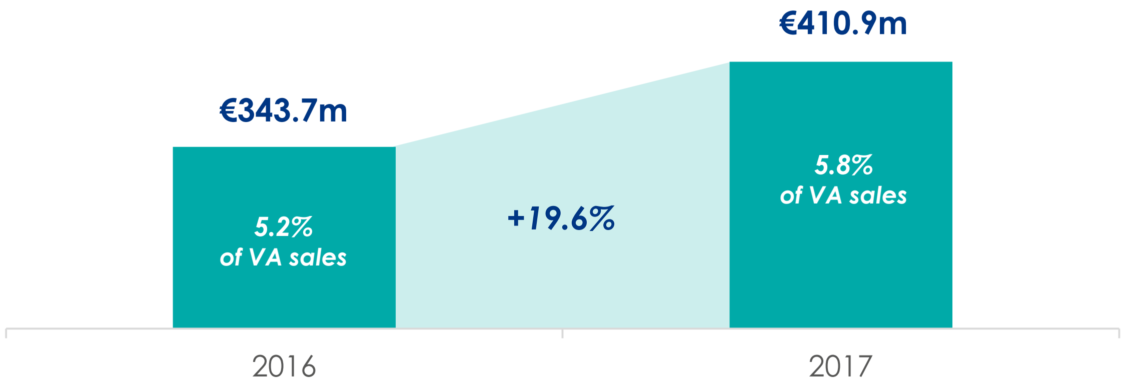
Faurecia Seating (42% of Group sales)

Solid organic* growth of 9.0% and profitability up 60bps to 5.8%

VALUE-ADDED SALES



OPERATING INCOME



VALUE-ADDED SALES

- **Value-added sales up 9.0% on an organic* basis (up 8.0% reported), outperforming worldwide automotive production by 670bps** (+2.3%, source: IHS January 2018)
- **Main contributors to organic growth were sales to PSA in Europe and to Ford in North America**
- **In 2017, the number of launches remained sustained, including 10 launches of complete seats**
- **Ramp-up of the new assembly site of Lozorno (Slovakia) for the VW Group's SUVs and crossovers**
- **Sales in China were up 6% on an organic basis**
- **In 2017, two new JVs in China signed with Chinese OEMs, with Wuling and BYD**

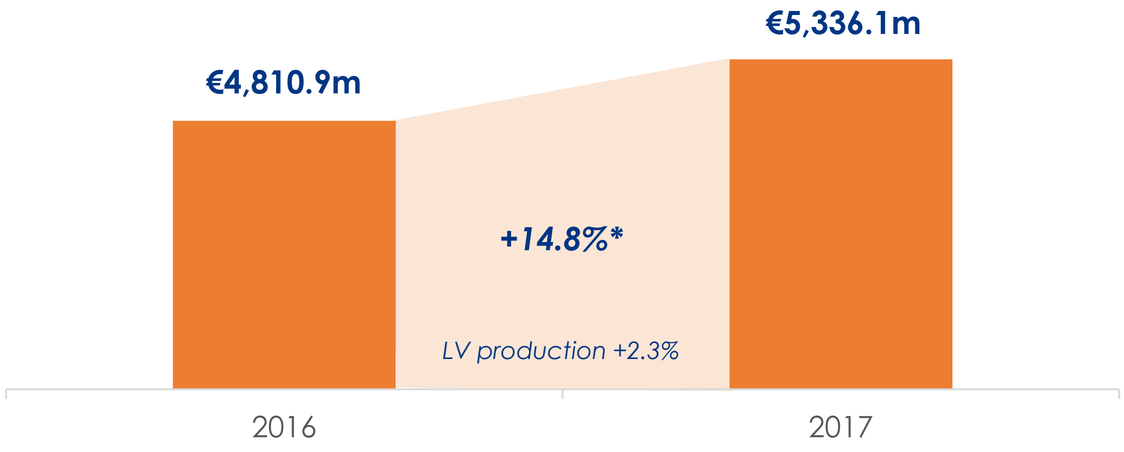
PROFITABILITY

- **Operating income up 19.6% to €411m**
- **Operating margin improved by 60bps to 5.8%**

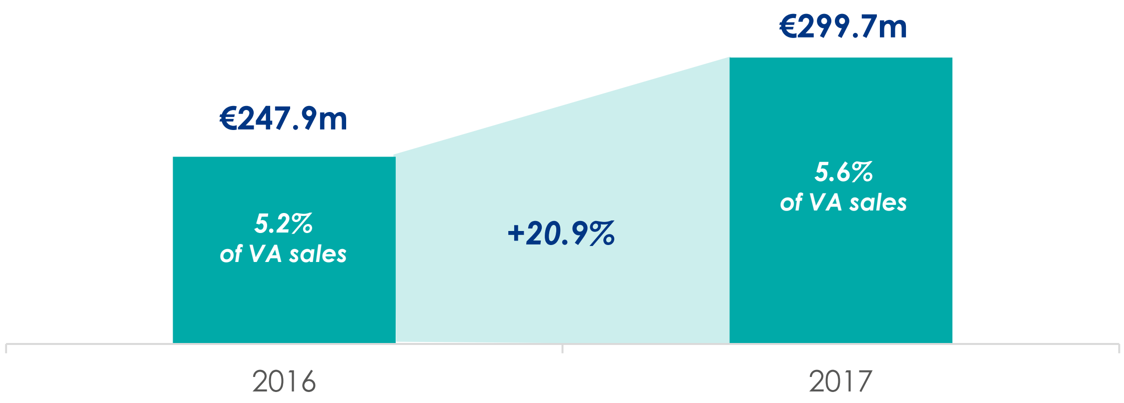
** At constant currencies & scope, incl. JVs consolidation*

Faurecia Interiors (31% of Group sales)
Strong organic* growth of 14.8% and profitability up 40bps to 5.6%

VALUE-ADDED SALES



OPERATING INCOME



VALUE-ADDED SALES

- Value-added sales up 14.8% on an organic* basis (up 10.9% reported), strongly outperforming worldwide automotive production (+2.3%, source: IHS January 2018)
- Scope had a net negative impact of €117m (-2.4%), due to the disposal of the Fountain Inn (USA) plant at the end of June 2016
- The consolidation of 2 JVs (one in China and one in Brazil) had a positive impact of €425m in the FY, which is included in organic growth
- Organic growth was driven by Europe, Asia and South America, sustained by partnerships with FCA, Dongfeng and Chang'An
- Sales in China more than doubled on an organic basis (+104%)
- In 2017, a majority stake was acquired in Coagent (infotainment and interior electronic solutions) and a JV was signed with Wuling

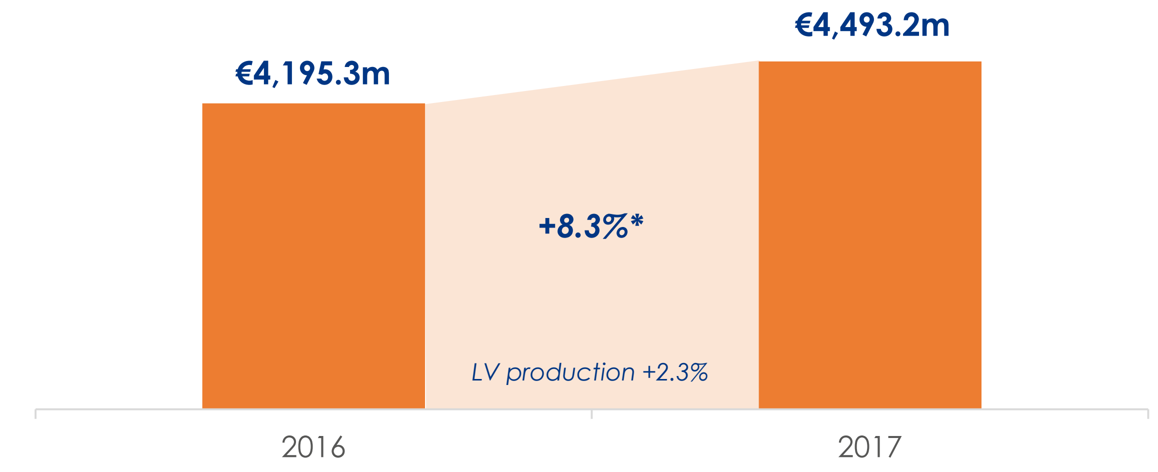
PROFITABILITY

- Operating income up 20.9% to €300m
- Operating margin improved by 40bps to 5.6%

* At constant currencies & scope, incl. JVs consolidation

Faurecia Clean Mobility (27% of Group sales)
Strong organic* growth of 8.3% and profitability up 80bps to 10.2%

VALUE-ADDED SALES



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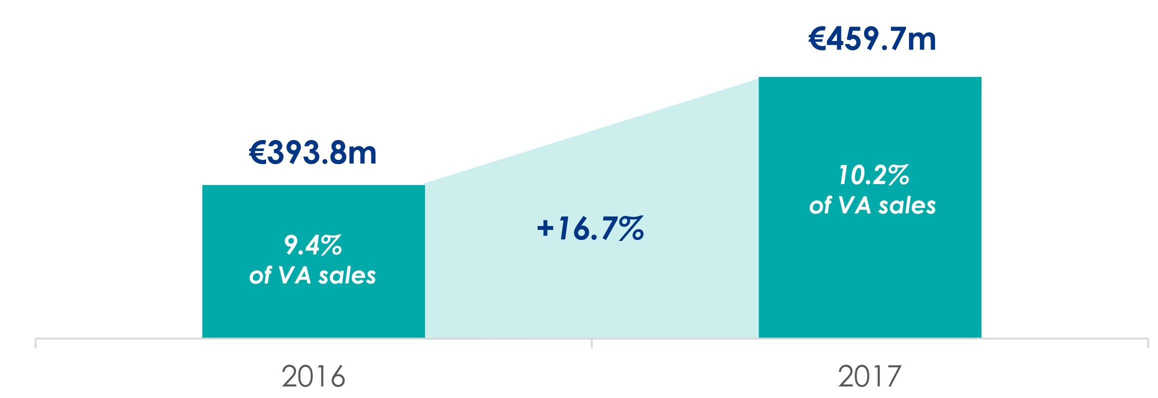

VALUE-ADDED SALES

- **Value-added sales up 8.3% on an organic* basis (up 7.1% reported), outperforming worldwide automotive production by 600bps** (+2.3%, source: IHS January 2018)
- **Organic growth was driven by sales to Cummins (+39%), due to the launch of the new "Nitro" technology (single module for on-highway) that started in January 2017; commercial vehicle sales rose 41%, now representing 11% of the BG sales.**
- **In 2017, the number of launches remained sustained, of which 54% in Europe and 25% in Asia**
- **Sales in China were up 6% on an organic basis**

PROFITABILITY

- **Operating income up 16.7% to €460m**
- **Operating margin improved by 80bps to 10.2%**

** At constant currencies & scope, incl. JVs consolidation*

Net income from continued operations up 34%, to €714m

In €m	2016	2017	Change
Value-added sales	**15,613.6**	**16,962.2**	**+8.6%**
Operating income ***as % of VA sales***	**970.2** ***6.2%***	**1,170.3** ***6.9%***	**+20.6%** ***+70bps***
Restructuring & other non-recurring operating inc. and exp.	(105.8)	(97.3)	
Net interest expense & other financial income and expenses	(162.4)	(131.3)	
Income before tax of fully consolidated companies	**702.0**	**941.7**	**+34.1%**
Corporate income taxes *as % of pre-tax income*	(189.2) *(26.9%)*	(261.8) *(27.8%)*	
Net income before tax of fully consolidated companies	**512.8**	**679.9**	**+32.6%**
Share of net income of associates	19.7	34.6	
Net income from continued operations	**532.5**	**714.5**	**+34.2%**
Net income from discontinued operations	188.3	(7.4)	
Consolidated net income, before minority interest	**720.8**	**707.1**	**-1.9%**
Minority interest	(83.0)	(96.9)	
Consolidated net income, Group share	**637.8**	**610.2**	**-4.3%**

- **Operating leverage: 15% on VA sales**
- **Of which restructurings for €85.0m** (€86.3m in 2016) **and amort. of intangible assets** (€1.2m in 2017)
- **Continued reduction in interest expenses thanks to past refinancing operations**
- **Increase in corporate income taxes mainly reflecting increase in income before tax**
- **Increased contribution from JVs**
- **2016 accounts included the disposal of the Automotive Exteriors business**

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On track to continuously enhance cash flow generation

In €m	2016	2017	Change
Operating income	**970.2**	**1,170.3**	**+20.6%**
Depreciation and amortization	669.1	719.0	
EBITDA	**1,639.3**	**1,889.3**	**+15.3%**
Change in WCR	162.5	213.0	
Capex and Capitalized R&D	(1,044.9)	(1,207.5)	+15.6%
Restructuring	(63.5)	(88.3)	
Finance expenses	(132.0)	(124.5)	
Taxes	(257.7)	(286.5)	
Other (operational)	154.8	39.8	
Net cash flow	**458.5**	**435.3**	**-5.1%**
Recurring net cash flow	**332.5**	**435.3**	**+30.9%**
% of VA sales	***2.1%***	***2.6%***	↗
% of EBITDA	***20%***	***23%***	↗

- **EBITDA up €250m or +15%, reflecting improved profitability**
- **Positive WCR change thanks to tight control of all items**
- **Capex of €738m in 2017** (vs. €638m in 2016) **and Capitalized R&D of €469m in 2017** (vs. €407m in 2016), **reflecting a higher number of projects starting in 2017**
- **Significant reduction in cash out from financial expenses**
- **2016 included an inflow of €126.0m related to the disposal of the Automotive Exteriors business**
- **Continuous improvement in cash conversion rates**

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Sound financial structure with indebtedness ratio stable at 0.2x EBITDA

In €m	2016	2017	Change
EBITDA	**1,639.3**	**1,889.3**	**+15.3%**
Net cash flow	**458.5**	**435.3**	**-5.1%**
Dividends paid (incl. minorities)	(165.0)	(186.1)	
Share purchase	(24.8)	(40.0)	
Net financial investments and Other	335.6	(319.2)	
Change in net debt	**604.3**	**(110.0)**	
Net debt at the beginning of the period	945.8	341.5	
Net debt at the end of the period	341.5	451.5	
Net debt / EBITDA	**0.2x**	**0.2x**	**=**

- **Of which €123m to Faurecia shareholders (€0.90 per share)**
- **Net financial investments mainly included:**
  - **2016:** the disposal of the Automotive Exteriors business
  - **2017:** the initial investment in Parrot Automotive, the increase from 35% to 51% in the JV for the FCA-Pernambuco plant and the 50.1% stake in Coagent

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Strong financial flexibility and improved credit ratings

- **Over 70% of gross debt is financed through the financial markets:**
  - €700m bonds issued in 2015, maturity June 2022 (callable June 2018) @ 3.125%
  - €700m bonds issued in June 2016, maturity June 2023 (callable June 2019) @ 3.625%

- **As anticipated by financial markets, Faurecia remains attentive to opportunities to further enhance its financial structure**

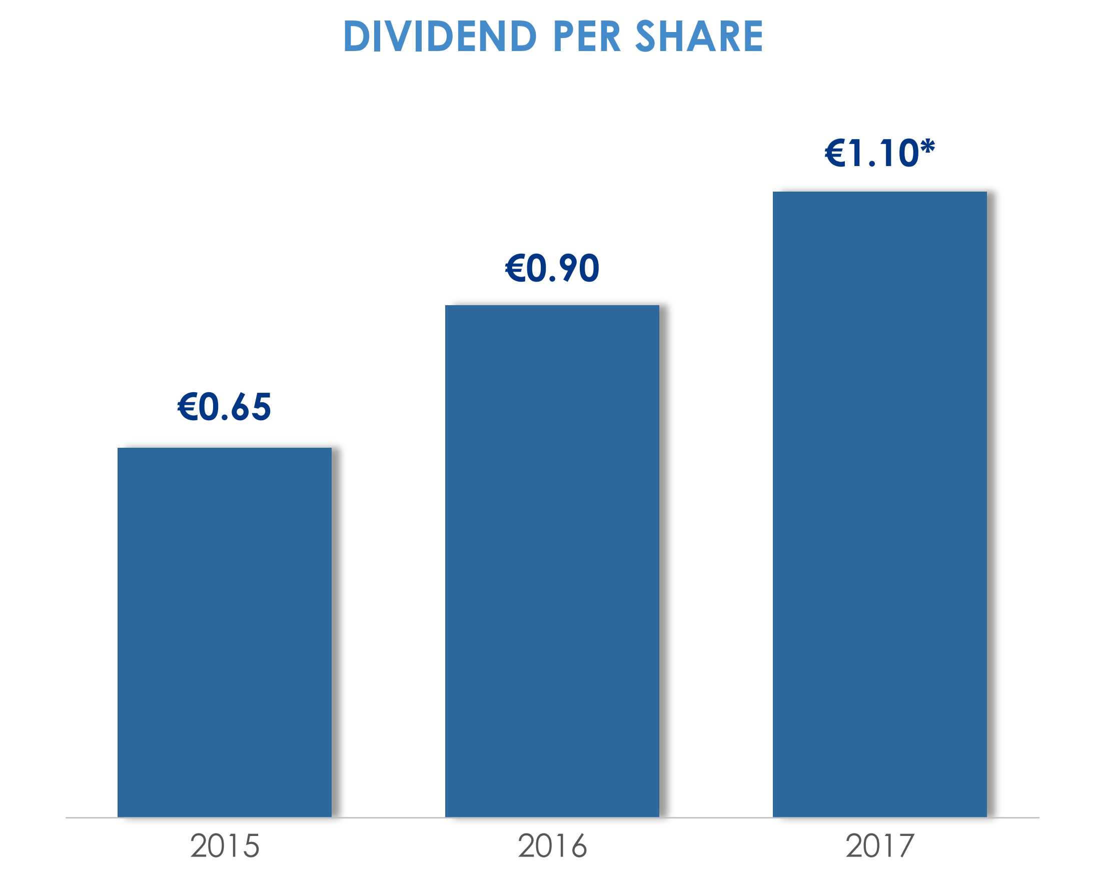
- **No significant long-term debt repayment before 2022**

- **Strong financial flexibility through an undrawn €1.2bn syndicated credit facility, maturity June 2021**

- **Improved credit ratings:**
  - October 2017: **Moody's raised the outlook to Positive** (Ba2 rating affirmed)
  - January 2018: **Standard & Poor's assigned BB+ rating** with Stable outlook

Proposed dividend of €1.10 per share, up 22% year-on-year

- **Faurecia will propose to shareholders a dividend of €1.10 per share**
- **It will be payable in cash early June 2018, subject to approval at the Annual Shareholders' Meeting to be held in Paris on May 29, 2018**
- **This dividend represents a pay-out ratio of 25% of net income Group share, reflecting:**
  - The Group's confidence in its capability to generate profitable growth and enhanced cash flow
  - Its commitment to create shareholder value



** Subject to approval at the Annual Shareholders' Meeting to be held on May 29*

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Agenda

1	**2017 highlights**	Patrick Koller *Chief Executive Officer*
2	**Review of 2017 Results**	Michel Favre *Chief Financial Officer*
3	**2018 Guidance**	Patrick Koller *Chief Executive Officer*

Worldwide automotive production should continue to grow in 2018

- **In the current environment, Faurecia's expectation for worldwide automotive production growth is of around +2%**

- **By region, Faurecia's growth expectations are:**
  - **Europe: at least +2%,**
  - **North America: below +1%,**
  - **China: at least +2%.**

- *Currency assumptions:*
  - *USD/€ @ 1.20 average*
  - *CNY/€ @ 7.80 average*

The 2017 record performance and solid growth prospects put Faurecia ahead of its 2016-2018 roadmap

2018 GUIDANCE

(based on the previously mentioned assumptions)

Sales	Operating margin	Net cash flow	Earnings per share
At least +7%* or at least 500bps above worldwide automotive production *resulting in 2016-2018 CAGR of >+8%* and average outperformance of >600bps*	**Above 7% of sales**	**Above €500m**	**€5.00**
Initial ambition** was: 2016-2018 CAGR of +6%* and average outperformance of 400bps	Initial ambition** was: 7% of sales	Initial ambition** was: Above €500m	Initial ambition** was: €5.00

** At constant currencies*
*** As announced at April 2016 Capital Markets Day*

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Conclusion

- **2017 marked a further step in confirming our capability to:**
  - Accelerate value creation through profitable growth
  - Deliver on targets

- **Our financial structure is sound and offers strong flexibility**

- **Our 2018 targets exceed the 2016-2018 roadmap presented in April 2016**

- **We are accelerating the transformation of Faurecia into an innovative "Tech company" to:**
  - Capture new opportunities from breakthrough changes in the automotive industry
  - Offer advanced products and solutions to our customers

Next Capital Markets Day on May 15 in Paris

FOCUSING ON SMART LIFE ON BOARD

UPDATING ON SUSTAINABLE MOBILITY

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General Appendices

Calendar

April 20, 2018

Q1 sales announcement
(before market hours)

May 15, 2018

Capital Markets Day in Paris
Smart Life on Board

May 29, 2018

Annual Shareholders' Meeting
(Paris)

July 20, 2018

H1 results announcement
(before market hours)

October 4-14, 2018

Presence at the Paris
Mondial de l'Auto 2018

October 11, 2018

Q3 sales announcement
(before market hours)

Contact & share data

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Share Data

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

ADR Data

Ticker:	FURCY
Ratio:	2 ADRs for 1 share
Agent:	Citi Group

Bonds ISIN Codes

2022 bonds : XS1204116088

2023 bonds : XS1384278203

Definitions of terms frequently used

1. ***Organic***
   Variation at constant exchange rates and consolidation scope, including JVs consolidation.
2. ***Value-added sales***
   Total sales less monoliths sales.
3. ***Order intake***
   Sum of 3 year order intake.
4. ***Monolith sales***
   Monolith are components used in catalytic converters for exhaust systems. Monoliths are directly managed by automakers. They are purchased from suppliers designated by them and invoiced to automakers on a pass-through basis. They accordingly generate no industrial value-added.
5. ***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 IAS 39, and gains and losses on sales of shares in subsidiaries;*
   - *Taxes.*
6. ***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.
7. ***Recurring net cash-flow***
   Net cash-flow restated for exceptional elements related to the disposal of Automotive Exteriors (mainly receivables factoring) in 2016.
8. ***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.

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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.

Except for our ongoing obligation to disclose information under law, we undertake no obligation to update publicity any forward-looking statements whether as a result of new information or future events.

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FY 2017 Appendices

2017 Key Facts

- **Sales**
  - Since January 1, 2017, Faurecia reports on value-added (VA) sales, which are total sales, as reported in the consolidated financial statements, less monolith sales *(a table in appendix details the reconciliation between total sales and VA sales)*
  - As from 2018, VA sales will become "Sales" according to IFRS15 enforcement; other minor impacts are currently under review and will be communicated along with the Q1 2018 sales announcement
- **JV consolidation**
  - Chang'An (China, Interiors): Fully consolidated (vs. Equity accounted) since January 1, 2017; sales of €128m in H1 2017 and €139m in H2 2017 = €267m in the FY 2017
  - 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; sales of €63m in H1 2017 and €95m in H2 2017 = €158m in the FY 2017
  - Both JVs are included in organic growth figures
- **Parrot Automotive**
  - Strategic partnership finalized on March 23, 2017, with Faurecia taking a 20% stake
  - Faurecia has subscribed to a convertible bond allowing the Group to increase its stake to 50.01% from January 1, 2019
- **Acquisition of Coagent**
  - Acquisition of a 50.01% stake in Jiangxi Coagent, a Chinese leading company in infotainment and interior electronic solutions (consolidated as from January 1, 2018)

Reconciliation between "Value-added sales" and "Total sales" FY 2017

in €m	2016	2017	YoY organic*	YoY reported
Product sales	14,247.1	**15,272.4**	**+9.2%**	+7.2%
R&D and Tooling	1,366.5	**1,689.9**	**+24.9%**	+23.7%
Value-added sales	15,613.6	**16,962.2**	**+10.6%**	+8.6%
Monolith sales	3,096.9	**3,219.4**	**+5.0%**	+4.0%
Total sales	18,710.5	**20,181.7**	**+9.7%**	+7.9%

** At constant currencies & scope, incl. JVs consolidation for €424.9m*

Value-added sales by region FY 2017

VA sales in €m	Reported 2016	Currencies		Scope		Organic*		Reported	
		value	%	value	%	value	%	2017	%
Europe	**7,906.6**	(51.2)	-0.6%	0.0	0.0%	645.0	+8.2%	**8,500.4**	+7.5%
North America	**4,432.7**	(91.6)	-2.1%	(117.2)	-2.6%	246.3	+5.6%	**4,470.2**	+0.8%
Asia	**2,557.2**	(78.1)	-3.1%	0.0	0.0%	463.2	+18.1%	**2,942.3**	+15.1%
of which China	***1,951.6***	*(84.8)*	*-4.3%*	*0.0*	*0.0%*	384.2	+19.7%	***2,251.1***	*+15.3%*
South America	**509.6**	18.2	+3.6%	0.0	0.0%	260.2	+51.1%	**788.0**	+54.6%
RoW	**207.5**	11.9	+5.7%	0.0	0.0%	42.0	+20.2%	**261.4**	+25.9%
Group	**15,613.6**	**(191.0)**	**-1.2%**	**(117.2)**	**-0.8%**	**1,656.8**	**+10.6%**	**16,962.2**	**+8.6%**

** At constant currencies & scope, incl. JVs consolidation for €424.9m: €266.8m in Asia (China) and €158.1m in South America*

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Value-added sales by Business Group FY 2017

VA sales in €m	Reported 2016	Currencies		Scope		Organic*		Reported	
		value	%	value	%	value	%	2017	%
Seating	**6,607.4**	(71.6)	-1.1%	0.0	0.0%	597.1	+9.0%	**7,132.9**	+8.0%
Interiors	**4,810.9**	(67.7)	-1.4%	(117.2)	-2.4%	710.1	+14.8%	**5,336.1**	+10.9%
Clean Mobility	**4,195.3**	(51.6)	-1.2%	0.0	0.0%	349.5	+8.3%	**4,493.2**	+7.1%
Group	**15.613.6**	**(191.0)**	**-1.2%**	**(117.2)**	**-0.8%**	**1.656.8**	**+10.6%**	**16.962.2**	**+8.6%**

** At constant currencies & scope, incl. JVs consolidation for €424.9m (100% Interiors)*

Profitability by region FY 2017

Operating income	2016 €m	2017 €m	Change
Europe	440.0	**527.0**	+19.8%
% of VA sales	*5.6%*	***6.2%***	
North America	239.4	**257.6**	+7.6%
% of VA sales	*5.4%*	***5.8%***	
Asia	310.4	**341.8**	+10.1%
% of VA sales	12.1%	**11.6%**	
South America	(23.2)	**11.6**	n/s
% of VA sales	-4.6%	***1.5%***	
RoW	18.8	**32.2**	+71.3%
% of VA sales	*9.1%*	***12.3%***	
IFRS5 adjustment	(15.2)	**0.0**	
Group	**970.2**	**1,170.3**	**+20.6%**
% of VA sales	***6.2%***	***6.9%***	

Profitability by Business Group FY 2017

Operating income	2016 €m	2017 €m	Change
Seating	343.7	**410.9**	+19.6%
% of VA sales	*5.2%*	***5.8%***	
Interiors	247.9	**299.7**	+20.9%
% of VA sales	*5.2%*	***5.6%***	
Clean Mobility	393.8	**459.7**	+16.7%
% of VA sales	*9.4%*	***10.2%***	
IFRS5 adjustment	(15.2)	**0.0**	
Group	**970.2**	**1,170.3**	**+20.6%**
% of VA sales	***6.2%***	***6.9%***	

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Cash-flow reconciliation FY 2017

in €m	2016	2017	Change
Recurring net cash-flow	**332.5**	**435.3**	**+30.9%**
Factoring transferred from discontinued to continued	119.0	0.0	
Other changes	7.0	0.0	
Net cash-flow	**458.5**	**435.3**	**-5.1%**
Sales/Acquisitions of investments and businesses (net of cash)	532.5	(218.0)	
Proceeds from disposal of financial assets	0.0	0.0	
Other changes from continued operations	20.8	(52.9)	
Net cash flow from discontinued operations	(175.0)	0.0	
Cash provided (used) by operating and investing activities	**836.8**	**164.4**	**-80.4%**

H2 2017 Appendices

Reconciliation between "Value-added sales" and "Total sales" in H2 2017

in €m	H2 2016	H2 2017	YoY organic*	YoY reported
Product sales	6,952.4	**7,461.4**	**+11.3%**	+7.3%
R&D and Tooling	739.5	**916.2**	**+27.5%**	+23.9%
Value-added sales	7,691.9	**8,377.6**	**+12.8%**	+8.9%
Monolith sales	1,486.9	**1,509.4**	**+4.6%**	+1.5%
Total sales	9,178.8	**9,886.9**	**+11.5%**	+7.7%

** At constant currencies & scope, incl. JVs consolidation for €234.2m*

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Value-added sales by region in H2 2017

VA sales in €m	Reported H2 2016	Currencies		Scope		Organic*		Reported	
		value	%	value	%	value	%	H2 2017	%
Europe	**3,703.2**	(29.8)	-0.8%	0.0	0.0%	531.8	+14.4%	**4,205.2**	+13.6%
North America	**2,207.4**	(162.7)	-7.4%	0.0	0.0%	24.4	+1.1%	**2,069.1**	-6.3%
Asia	**1,375.9**	(74.9)	-5.4%	0.0	0.0%	263.7	+19.2%	**1,564.7**	+13.7%
of which China	***1,063.0***	*(63.3)*	*-6.0%*	*0.0*	*0.0%*	*192.3*	*+18.1%*	***1,192.0***	*+12.1%*
South America	**291.4**	(28.4)	-9.7%	0.0	0.0%	136.7	+46.9%	**399.7**	+37.2%
RoW	**114.0**	(4.5)	-3.9%	0.0	0.0%	29.3	+25.7%	**138.8**	+21.8%
Group	**7,691.9**	**(300.2)**	**-3.9%**	**0.0**	**0.0%**	**985.9**	**+12.8%**	**8,377.6**	**+8.9%**

** At constant currencies & scope, incl. JVs consolidation for €234.2m: €138.9m in Asia (China) and €95.3m in South America*

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Value-added sales by Business Group in H2 2017

VA sales in €m	Reported 2016	Currencies		Scope		Organic*		Reported	
		value	%	value	%	value	%	2017	%
Seating	**3,308.1**	(113.0)	-3.4%	0.0	0.0%	304.8	+9.2%	**3,499.9**	+5.8%
Interiors	**2,293.0**	(91.5)	-4.0%	0.0	0.0%	470.2	+20.5%	**2,671.7**	+16.5%
Clean Mobility	**2,090.8**	(95.7)	-4.6%	0.0	0.0%	210.9	+10.1%	**2,206.0**	+5.5%
Group	**7,691.9**	**(300.2)**	**-3.9%**	**0.0**	**0.0%**	**985.9**	**+12.8%**	**8,377.6**	**+8.9%**

** At constant currencies & scope, incl. JVs consolidation for €234.2m (100% Interiors)*

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Profitability by region in H2 2017

Operating income	H2 2016 €m	H2 2017 €m	Change
Europe	185.9	**261.1**	+40.5%
% of VA sales	*5.0%*	***6.2%***	
North America	119.4	**116.5**	-2.4%
% of VA sales	*5.4%*	***5.6%***	
Asia	170.9	**182.0**	+6.5%
% of VA sales	*12.4%*	***11.6%***	
South America	(7.0)	**5.7**	n/s
% of VA sales	*-2.4%*	***1.4%***	
RoW	13.5	**18.3**	+35.6%
% of VA sales	*11.8%*	***13.2%***	
IFRS5 adjustment	(2.8)	**0.0**	
Group	**479.9**	**583.6**	**+21.6%**
% of VA sales	***6.2%***	***7.0%***	

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Profitability by Business Group in H2 2017

Operating income	H2 2016 €m	H2 2017 €m	Change
Seating	168.1	**208.2**	+23.9%
% of VA sales	*5.1%*	***5.9%***	
Interiors	119.2	**147.4**	+23.7%
% of VA sales	*5.2%*	***5.5%***	
Clean Mobility	195.4	**228.1**	+16.7%
% of VA sales	*9.3%*	***10.3%***	
IFRS5 adjustment	(2.8)	**0.0**	
Group	**479.9**	**583.6**	**+21.6%**
% of VA sales	***6.2%***	***7.0%***	

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