

H1 2020 RESULTS

Agility & Resilience

July 27, 2020

The 2020 half-year consolidated financial statements have been approved by the Board of Directors at its meeting held on July 24, 2020, under the chairmanship of Michel de Rosen. These financial statements have been subject to a limited review and the external auditors have issued their report.

Operating income presented as Faurecia's main performance indicator is Operating income before amortization of intangible assets acquired in business combinations.

faurecia
inspiring mobility

Key messages

Agility & Resilience

- > **In H1, Faurecia quickly reacted to the Covid-19 crisis whilst continuing to deploy strategy**
 - Focus on 3 priorities: safe restart, liquidity and resilience
 - Increased customer satisfaction with strong order intake and customer awards
 - Successful integration of SAS and selective investments and partnerships
- > **In H2, Faurecia will be back to solid profit and cash generation thanks to further resilience actions**
 - Targeting around 4.5% operating margin
 - Targeting around €600m net cash flow
- > **For 2022, Faurecia confirms its ambition of 8% profitability and 4% cash generation, despite lower sales**

Agenda

1

QUICK REACTION TO THE CRISIS IN H1 WHILST CONTINUING TO DEPLOY STRATEGY

2

H2 TURNAROUND MEASURES AND GUIDANCE

3

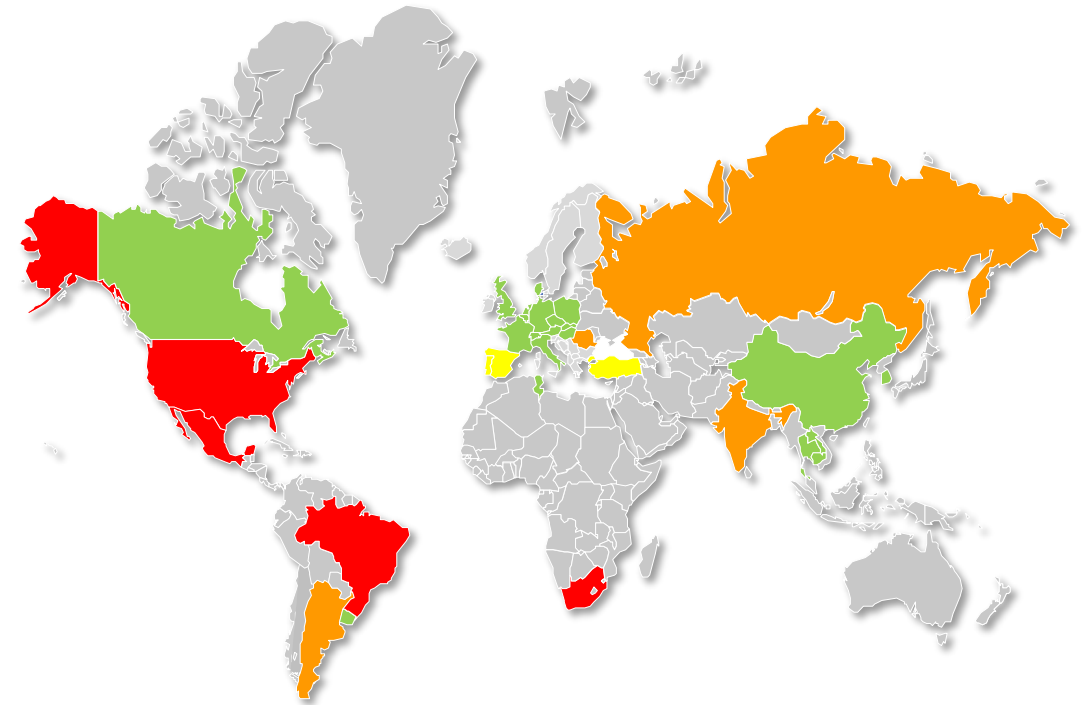
STRUCTURAL INITIATIVES TO CONSOLIDATE MEDIUM-TERM AMBITION IN A NEW ENVIRONMENT

Safe restart of production with strong governance and vigilance

- > All sites successfully restarted with strong protocol for protection of employees
- > Preparing for return from summer break with increased protection for 14 days
- > All sites capable of returning to maximum protection level within 48 hours



Safety protocol adapted to country Covid risk level



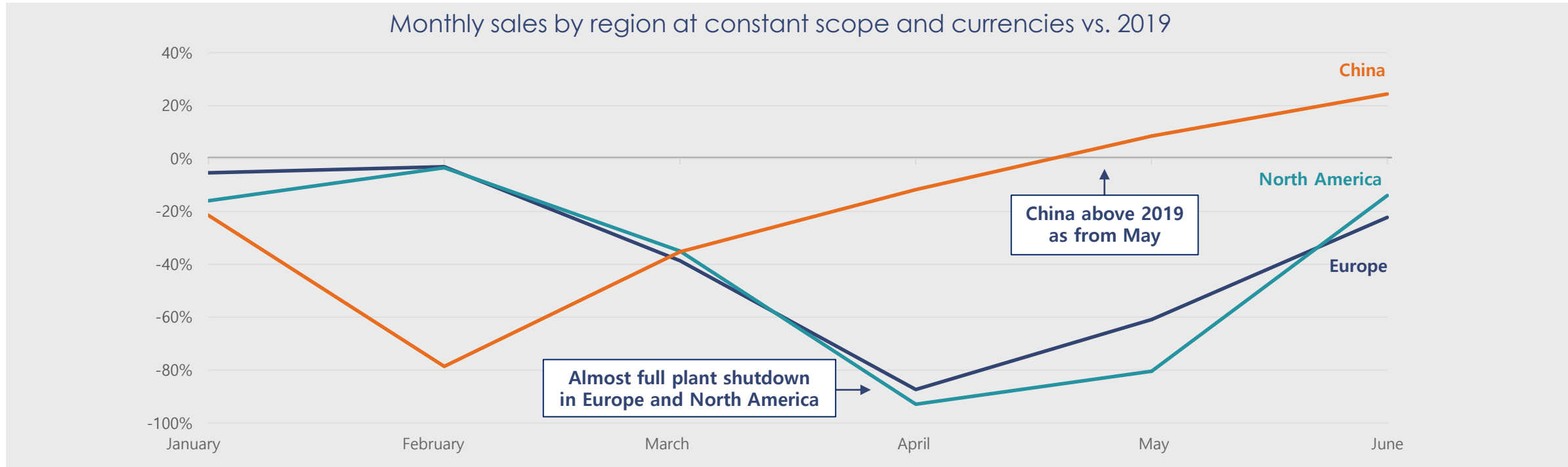
Strongest impact of the Covid-19 crisis in Q2 with ongoing recovery

Q1 sales: -19.7%* (vs. IHS @ -21.8%**)

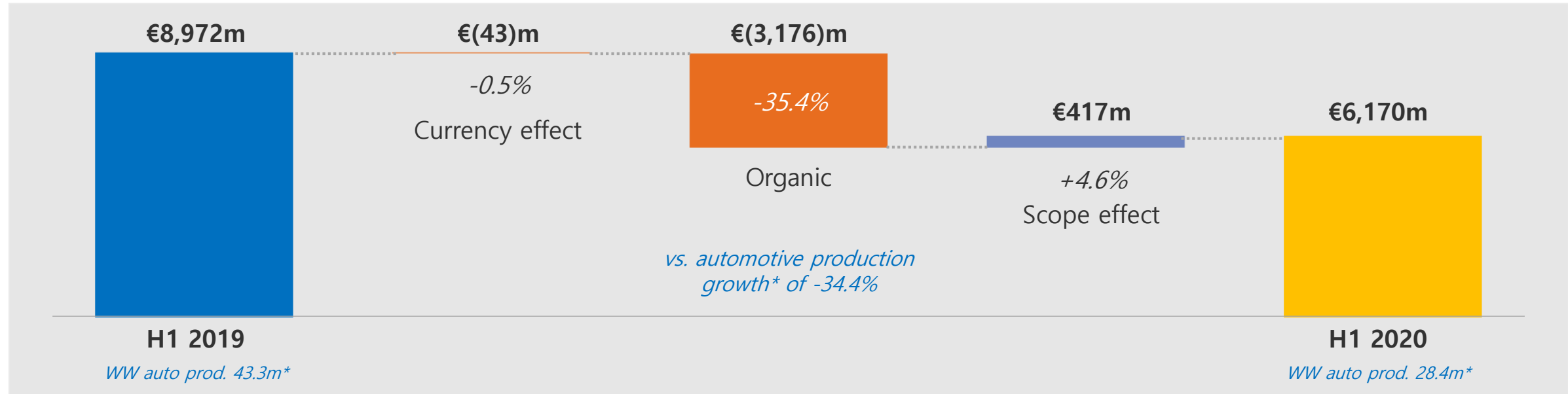
- Mostly impacted by China (13% of H1 2019 Group sales)
- **Group outperformance of 210bps**

Q2 sales: -50.0%* (vs. IHS @ -47.4%**)

- Mostly impacted by Europe and North America (76% of H1 2019 Group sales)
- **Strong outperformance in each region**

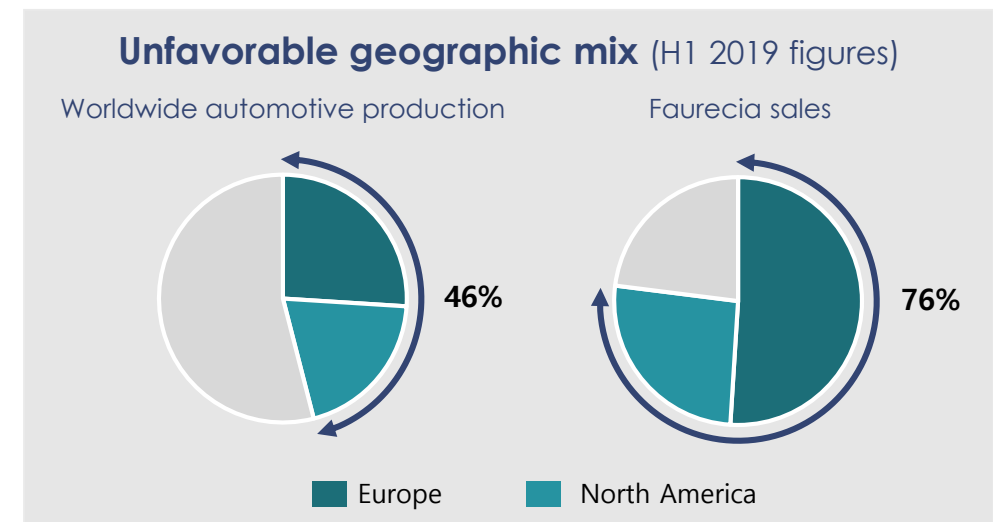


Sales outperformance of 250bps in H1, excluding unfavorable geographic mix impact

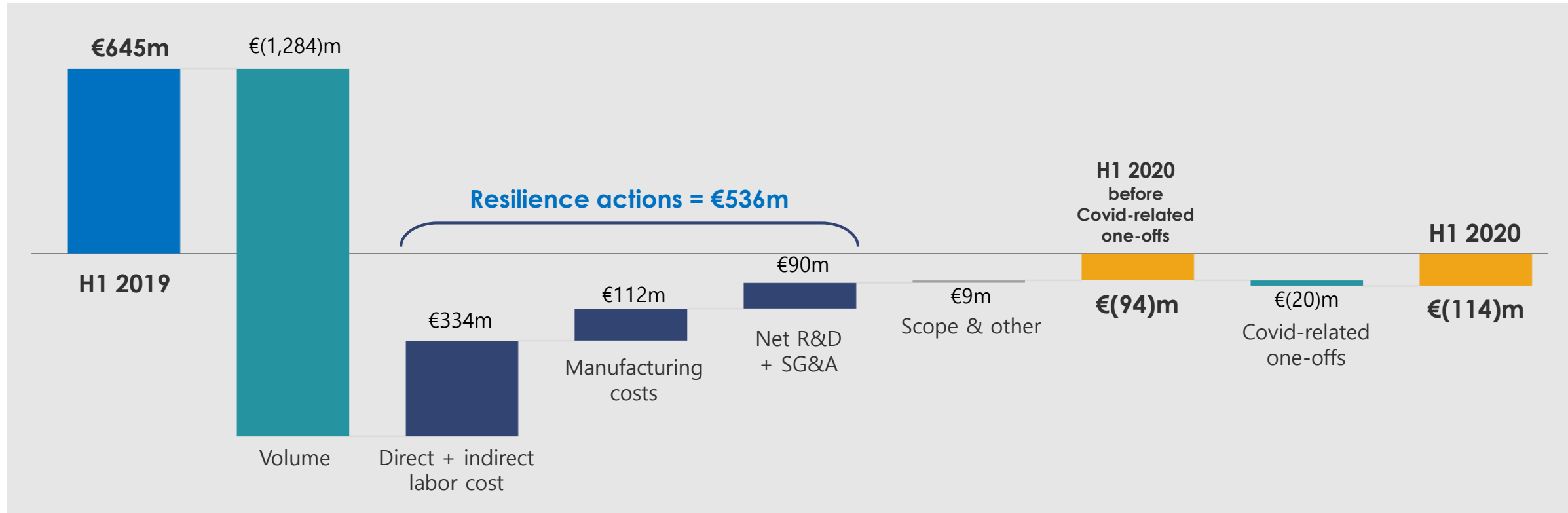


> Reported sales down 31.2%, of which:

- Positive scope effect due to SAS for €207m and Clarion for €210m
- Organic drop of 35.4%, including an unfavorable geographic mix impact of -350bps



Quick resilience actions generated €536m savings, resulting in solid operating leverage* of 23%

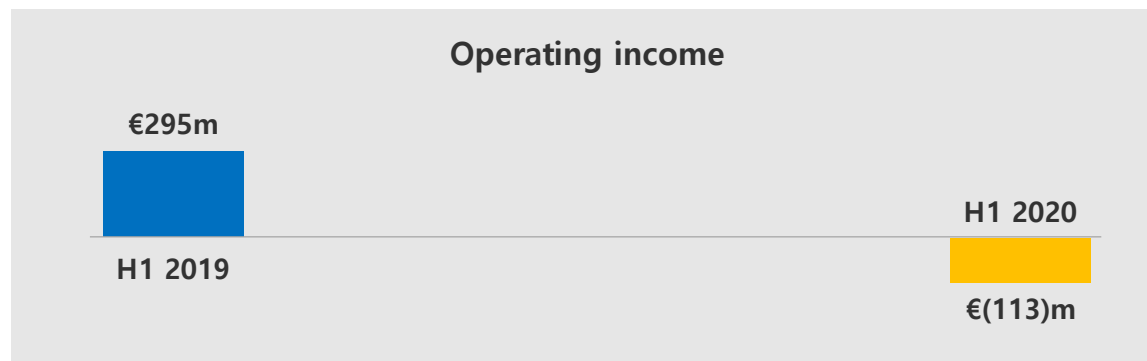
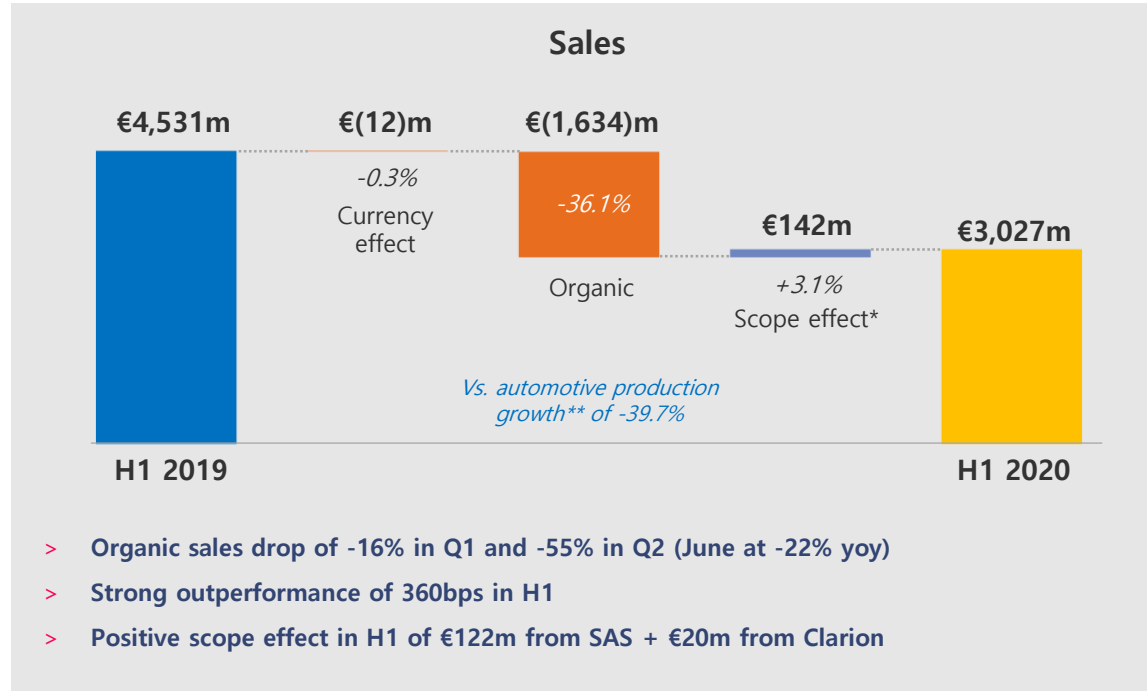


> Resilience actions significantly mitigated volume impact on operating income

- Flexibilization of direct and indirect labor cost
- Flexibilization of manufacturing costs
- Reduction of R&D net expenses
- Strict control of SG&A

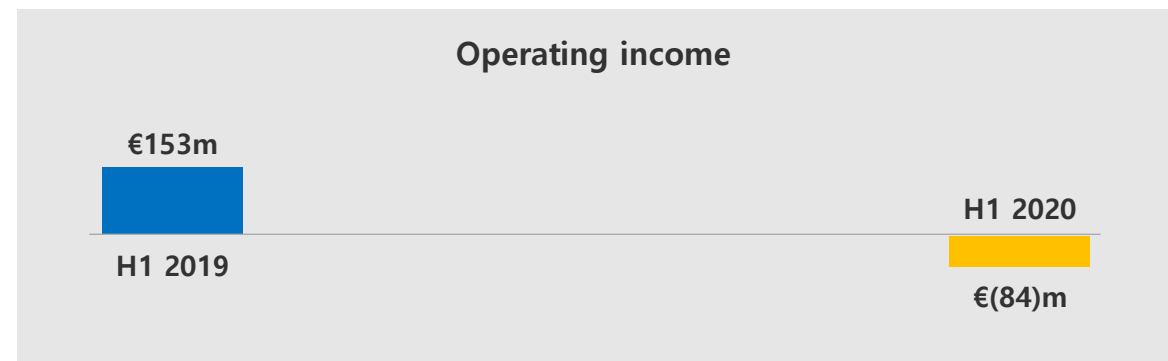
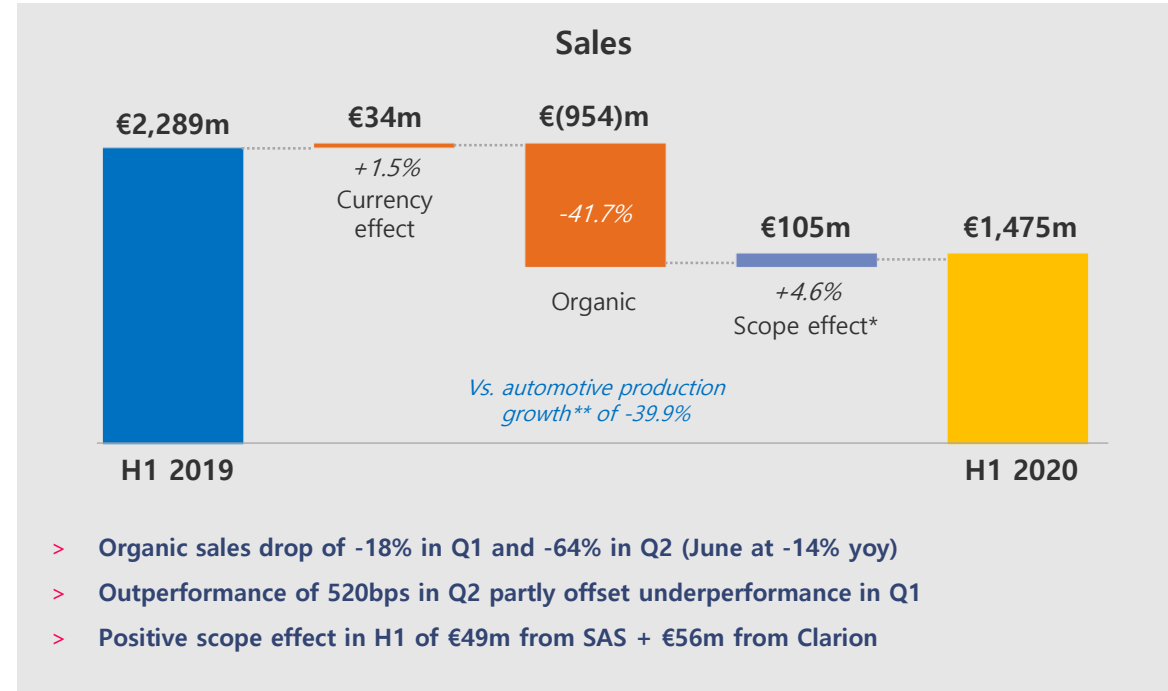
Europe 49% of Group sales

Low point in April and continuous volume recovery since May, but at a lower pace than in other regions



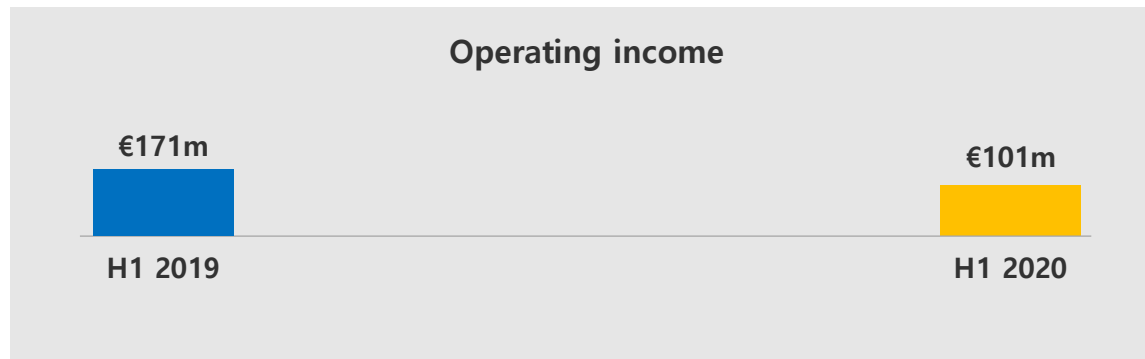
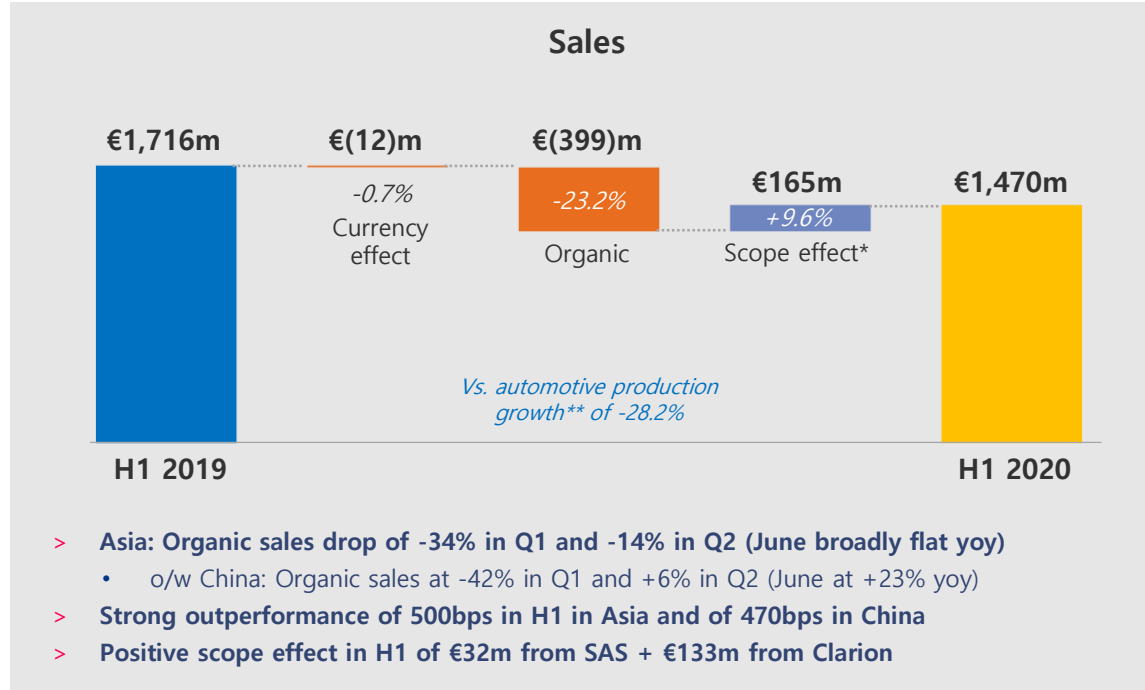
North America 24% of Group sales

Low point in April and continuous volume recovery since May



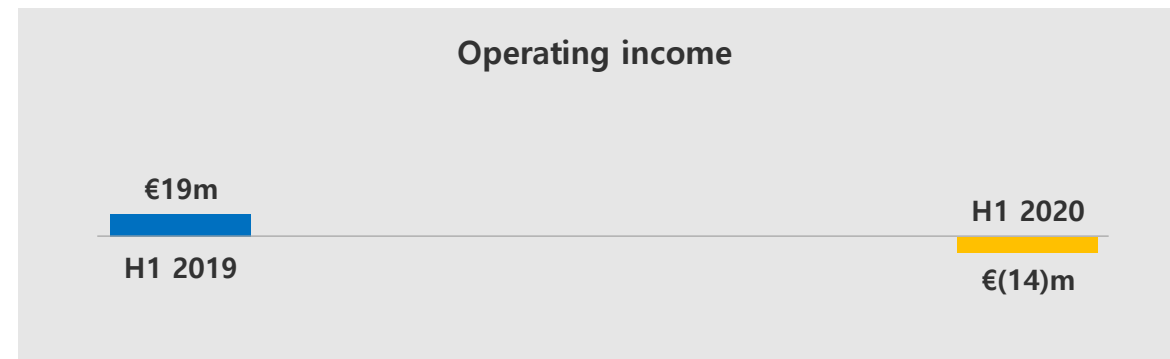
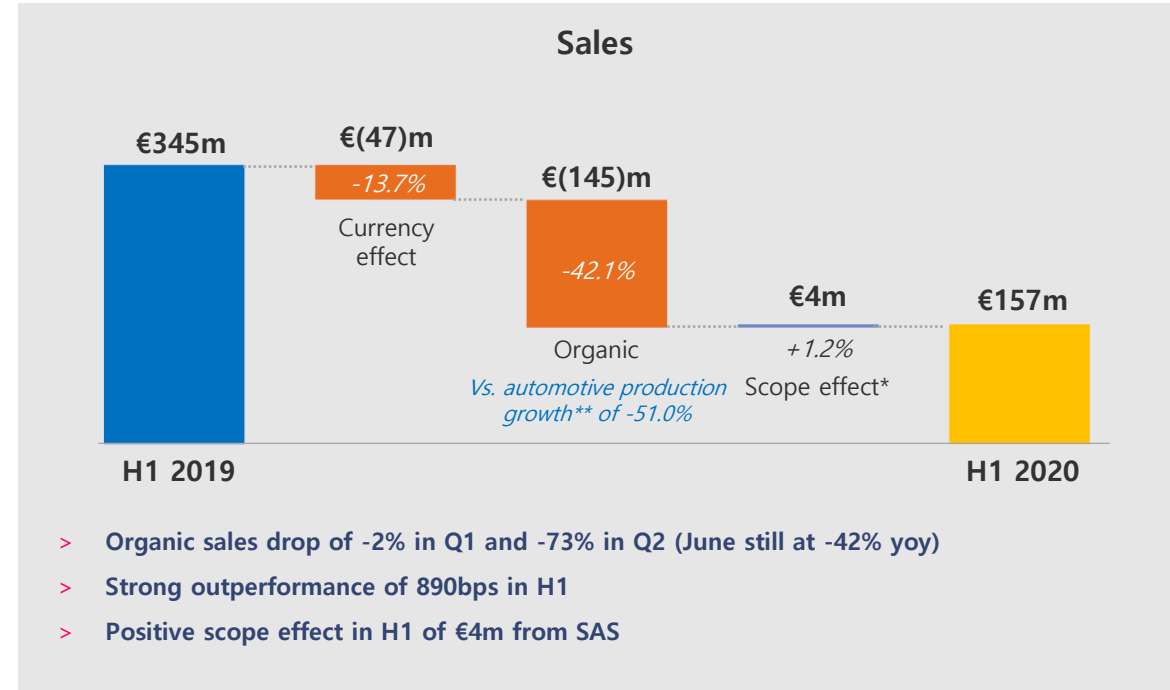
Asia 24% of Group sales

First region to be impacted with low point in February;
China above 2019 level since May



South America 2% of Group sales

Low point in April/May and slow recovery since then



H1 2020 performance by Business Group reflected the Covid-19 impact

	Seating	Interiors	Clean Mobility	Clarion Electronics
H1 2019 sales	€3,640m	€2,746m	€2,351m	€235m
Currency effect	€(15)m	€(19)m	€(11)m	€2m
	-0.4%	-0.7%	-0.5%	+0.9%
Organic	€(1,355)m	€(1,012)m	€(693)m	€(116)m
	-37.2%	-36.9%	-29.5%	-49.4%
Scope effect		€207m (SAS)		€210m (Clarion)
		+7,5%		+89.6%
H1 2020 sales	€2,270m	€1,922m	€1,646m	€331m
<i>Reported change in %</i>	<i>-37.6%</i>	<i>-30.0%</i>	<i>-30.0%</i>	<i>+41.0%</i>
<i>Reported change in value</i>	<i>€(1,370)m</i>	<i>€(824)m</i>	<i>€(705)m</i>	<i>€96m</i>
Operating income				
H1 2019	€219m	€171m	€255m	€0m
H1 2020	€(23)m	€(93)m	€10m	€(9)m

Operating margin contained to (1.8)% of sales through resilience actions

in €m	H1 2019	H1 2020	Change
Sales	8,972	6,170	-31.2%
<i>ex-currency growth*</i>			<i>-35.4%</i>
Cost of sales	(7,747)	(5,740)	-25.9%
<i>% of sales</i>	<i>(86.3%)</i>	<i>(93.0%)</i>	
Gross margin	1,225	430	
<i>% of sales</i>	<i>13.7%</i>	<i>7.0%</i>	
R&D gross	(638)	(595)	-6.7%
Capitalized development costs	440	413	
<i>as % of R&D gross</i>	<i>(68.9%)</i>	<i>(69.3%)</i>	
R&D costs, net	(198)	(183)	-7.7%
<i>% of sales</i>	<i>(2.2%)</i>	<i>(3.0%)</i>	
Selling and administrative expenses	(382)	(361)	-5.5%
<i>% of sales</i>	<i>(4.3%)</i>	<i>(5.9%)</i>	
Operating income (before amort. of acquired intangible assets)	645	(114)	n/a
<i>% of sales</i>	<i>7.2%</i>	<i>(1.8%)</i>	

- > **Cost of sales down 25.9% vs. sales down 31.2%**
 - Savings of €446m generated through flexibilization of labor and manufacturing costs did not fully offset the impact of volume drop

- > **Net R&D reduced by 7.7%, or 19.4% at constant scope effect**

- > **Selling and administrative expenses down 5.5%, or 12.6% at constant scope effect**

Net income mostly reflected the drop in operating income

in €m	H1 2019	H1 2020	Change
Operating income (before amort. of acquired intangible assets)	645	(114)	-759
Amort. of intangible assets acquired in business combinations	(11)	(46)	
Operating income (after amort. of acquired intangible assets)	634	(159)	-793
Restructuring	(71)	(89)	
Other non-recurring operating income and expense	(22)	16	
Net interest exp. & Other financial income and exp.	(94)	(108)	
Income before tax of fully consolidated companies	447	(341)	
Income taxes	(93)	(67)	
<i>as % of pre-tax income</i>	<i>(20.8%)</i>	<i>n/a</i>	
Net income of fully consolidated companies	353	(408)	-761
Share of net income of associates	25	(12)	
Consolidated net income before minority interest	378	(420)	
Minority interest	(33)	(13)	
Consolidated net income, Group share	346	(433)	-778

- > **Amortization of intangible assets** in H1 2020 mainly included €(31)m for Clarion Electronics and €(12)m for SAS
- > **Restructuring expenses** increased in H1 2020 to adapt to new environment
 - FY 2020 expected at c. €230m (vs. €132m in FY 2019 excl. Clarion)
- > **Other non-recurring operating income and expenses** in H1 2020 included:
 - €178m from the reevaluation of the initial 50% stake held in SAS
 - €(150)m from goodwill impairment of Clarion Electronics
- > **Net financial expenses** slightly increased in H1 2020 due to increase in gross debt
- > **Income taxes** in H1 2020 included net changes in deferred tax assets for €(21)m (mainly France and Germany)
- > **Share of net income of associates** included €13m from SAS in H1 2019 and €(7)m from Symbio in H1 2020

EBITDA of €509m at 8.3% of sales

Net cash flow reflected operating income drop and WCR temporary impact

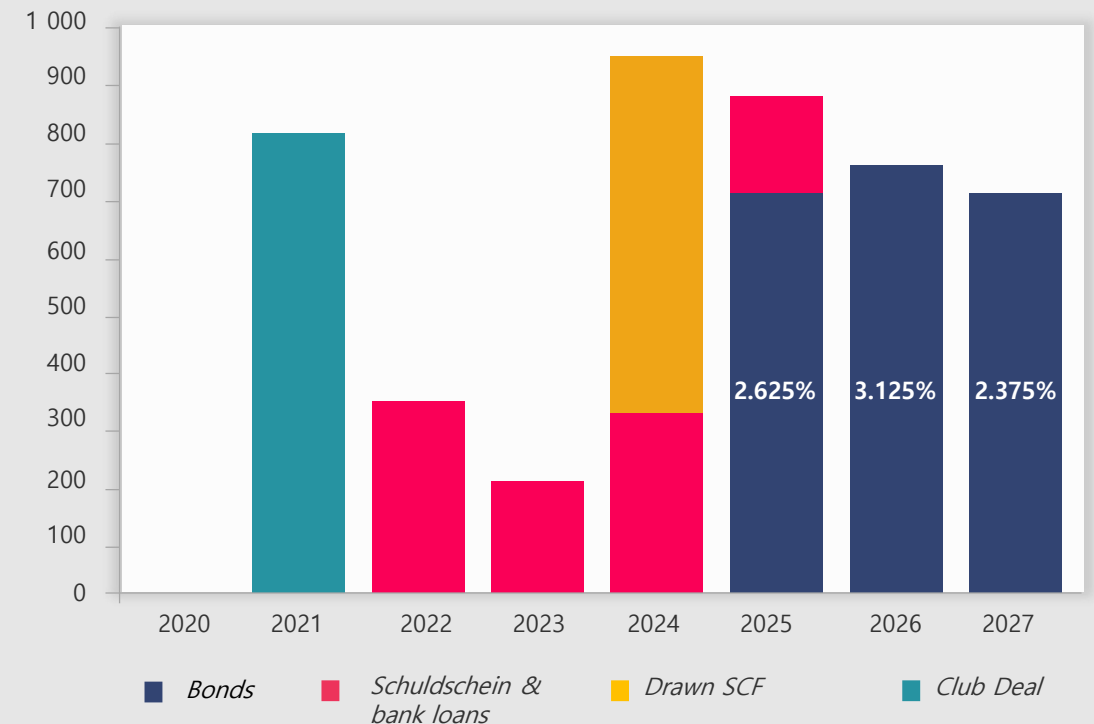
in €m	H1 2019	H1 2020	Change
Operating income	645	(114)	
Depreciation and amortization, of which:	526	623	
- Amortization of R&D intangible assets	207	243	
- Other depreciation and amortization	319	380	
EBITDA	1,171	509	-662
<i>% of sales</i>	<i>13.1%</i>	<i>8.3%</i>	
Capex	(286)	(235)	
Capitalized R&D	(322)	(305)	
Change in WCR	(17)	(647)	-630
Change in factoring	20	(96)	-116
Restructuring	(61)	(54)	
Financial expenses	(85)	(94)	
Taxes	(152)	(109)	
Other (operational)	(11)	(14)	
Net cash flow	257	(1,045)	-1,302
Dividends paid (incl. mino.)	(190)	(5)	
Share purchase	(30)	-	
Net financial investment & Other	(1,276)	(369)	
IFRS16 impact	(748)	(91)	
Change in net debt	(1,987)	(1,510)	
Net debt at the beginning of the period	478	2,524	
Net debt at the end of the period	2,465	4,034	

- > **EBITDA at 8.3% of sales**, down €(662) mostly reflecting the drop in operating income, partly mitigated by higher depreciation and amortization including scope effect
- > **Capex** reduced by 17.9% and **capitalized R&D** reduced by 5.3%, reflecting lower activity in H1 and flexibilization actions
- > **Change in WCR** mainly reflected the timing impact of the sharp drop in activity due to the crisis
 - This impact should be largely reversed in H2 2020
- > **Net factoring** reduction of €(96)m, including the program extension to SAS (+115m€)
- > **Financial expenses** reflected the debt increase and one-offs due to actions taken during the crisis to protect liquidity
- > **Net financial investments** mainly included in H1 2020 the investment in SAS (50%), while it included in H1 2019 the acquisition of Clarion
- > **Net debt-to-EBITDA ratio** at 2.3x at June 30, 2020 and should stand at c. 2.5x at year-end

Tight management of liquidity and protection of a sound financial structure







- > Sound financial structure at the end of 2019
- > Actions to manage liquidity in H1
 - €600m drawn out of the €1.2bn Syndicated Credit Facility (March)
 - €800m new Club Deal (April)
 - Board decision to cancel 2020 dividend, approved at the Shareholders' Meeting (June)
 - Extension of receivables factoring to include SAS
- > Cash available of €2.5bn at June 30 + €600m undrawn Syndicated Credit Facility
- > Average cost of long-term debt* < 2.5%

Long-term debt* maturities (€m) as of June 30, 2020



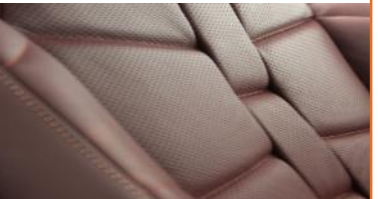








Focus investment on 14 product lines with strong profitable growth potential

SUSTAINABLE MOBILITY

LOW EMISSION SOLUTIONS 	ZERO EMISSION SOLUTIONS 
COMMERCIAL VEHICLES AND INDUSTRY 	SUSTAINABLE MATERIALS 
DRIVER ASSISTANCE SYSTEMS  	

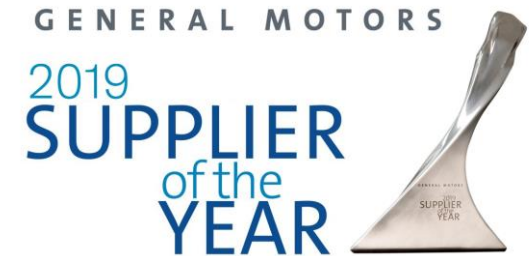
COCKPIT OF THE FUTURE

COMPLETE SEATS 	SEAT STRUCTURE SYSTEMS 	COVERS AND FOAM SOLUTIONS 
SMART SURFACES & CENTER CONSOLES 	INSTRUMENT PANELS 	DOOR PANELS 
COCKPIT ELECTRONICS 	DISPLAY TECHNOLOGIES 	INTERIOR MODULES 

Strong order intake and improved customer satisfaction

> Strong order intake of €12bn in H1 2020

- €1.4bn for Clarion Electronics:
 - Including major displays award in North America
 - On track to achieve FY 2020 target of €2.1bn
- €2.7bn complete seats for two German OEMs
- €0.7bn for Tesla in China (Interiors and Seating)











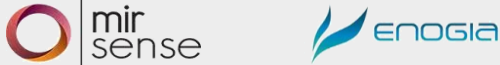
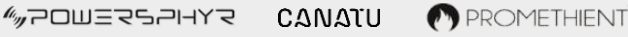

> 31 customer recognition awards

- Including GM's Supplier of the Year for Interiors North America and 9 Supplier Quality Excellence awards

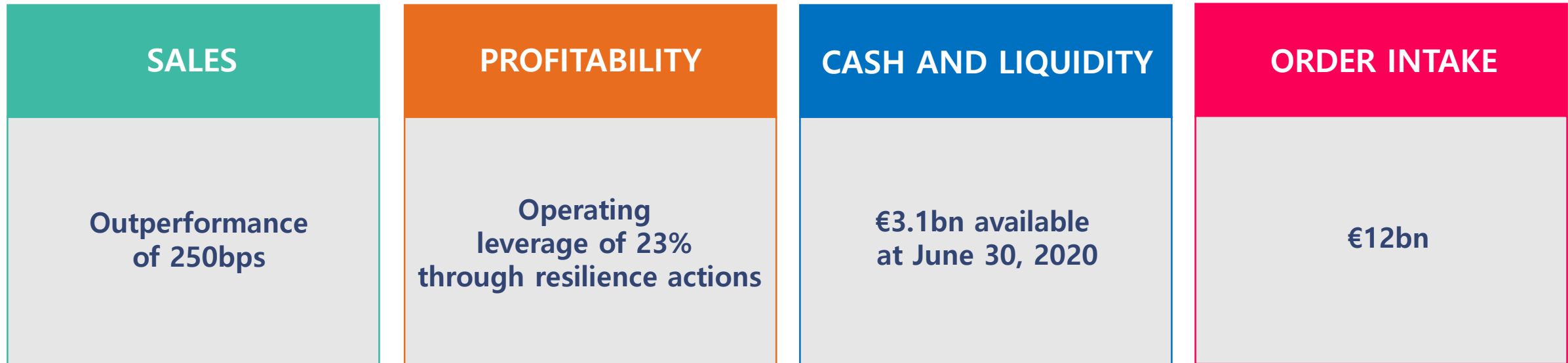


> 434 customer feedbacks (up 40% year-on-year) with an average of 4.2 stars, up from 3.8 stars in H1 2019

Continued deployment of strategy with successful integration of SAS, acquisition of IRYStec and partnership with Schneider Electric

	SUSTAINABLE MOBILITY	COCKPIT OF THE FUTURE	DIGITAL TRANSFORMATION & CARBON NEUTRALITY
ACQUISITIONS	2018 		
	2019 - 2020  <i>The innovative tank expert Pioneering full composite Cylinders since 1983</i>		
PARTNERSHIPS	2018 		
	2019 - 2020 		
START-UPS	2018 		
	2019 - 2020 		

Resilient performance in H1 whilst further enhancing customer relationships



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QUICK REACTION TO THE CRISIS IN H1 WHILST CONTINUING TO DEPLOY STRATEGY

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H2 TURNAROUND MEASURES AND GUIDANCE

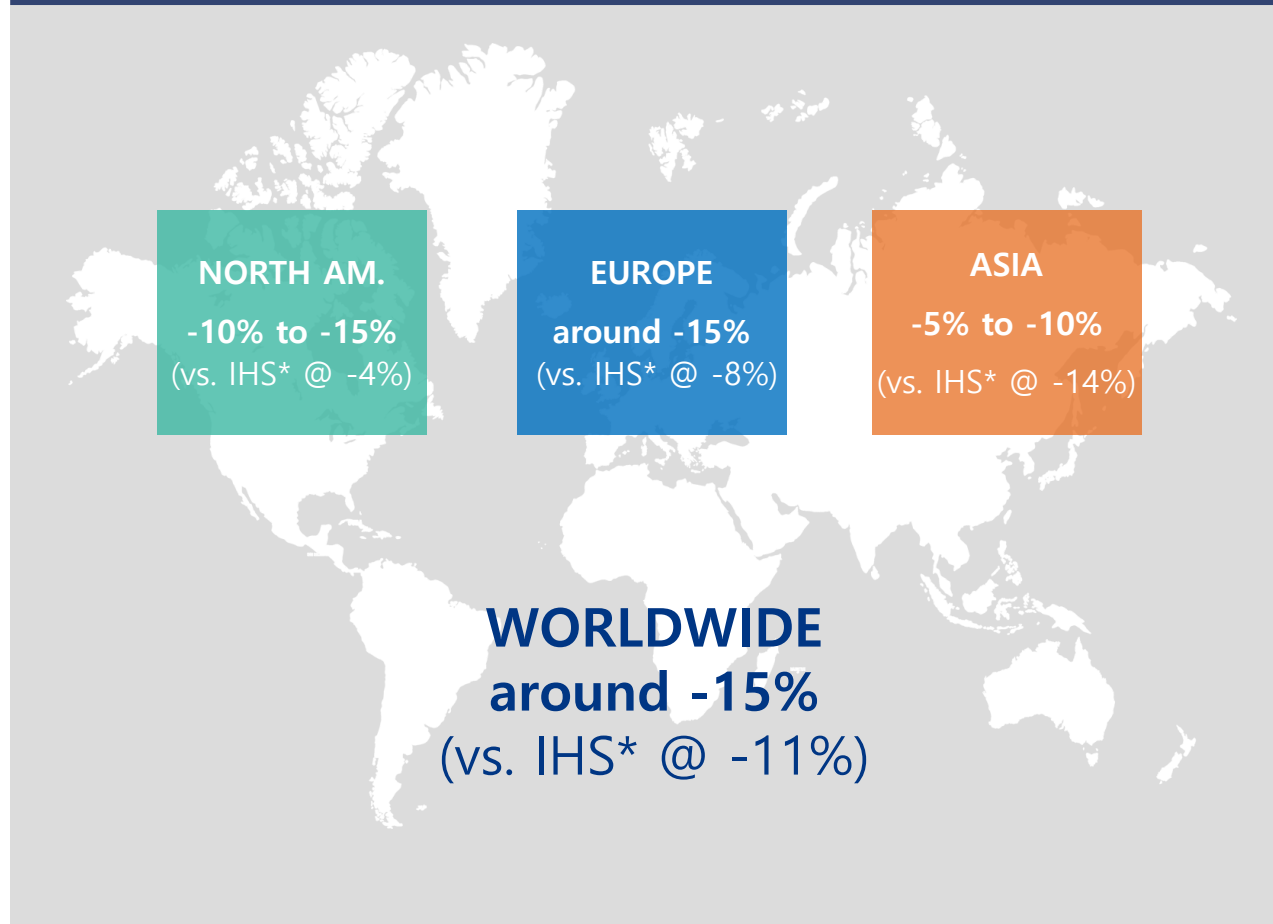
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STRUCTURAL INITIATIVES TO CONSOLIDATE MEDIUM-TERM AMBITION IN A NEW ENVIRONMENT

H2 2020

Conservative assumptions in an environment with low visibility

FAURECIA ASSUMPTIONS FOR AUTOMOTIVE PRODUCTION H2 2020 vs. H2 2019



Faurecia's conservative assumptions reflect current low visibility for Q4

> **Europe**

- Uncertainty about inventories and consumer demand

> **North America**

- Several US and Mexican states still under the threat of local lockdowns
- Uncertainty related to US election context

These assumptions do not include the risk of major new lockdowns in automotive regions

Specific measures implemented for resilience, cash and financial structure

> **Strengthening resilience actions**

- Continued optimization of industrial footprint with increased restructuring budget of c. €230m in FY 2020
- Maintain flexibilization of labor, manufacturing and R&D costs and strict control of SG&A
- Accelerate global cost-optimization programs

> **Enhancing cash generation**

- Capex reduction of c. 40% in FY 2020
- R&D gross cost reduction of 10% to 15%
- Strong recovery in WCR with both inventories and overdues below pre-Covid levels at year-end
- Factoring level (including SAS) restored to c. €1bn by year-end

> **Maintaining a sound financial structure**

- New undrawn bilateral 12-month line of €100m, signed in July
- Refinancing of Club Deal envisaged during H2 2020 to extend long-term debt maturity

H2 2020 guidance

Return to solid profitability and cash generation

- > With the assumption of worldwide automotive production down c. 15% in H2 2020 vs. H2 2019, our guidance is as follows:



- > This targeted performance in H2 puts us back on track with our mid-term strategy
 - Resilience increased through lower breakeven and return to cash generation
 - Strengthened financial structure through significant debt reduction over the period

These assumptions do not include the risk of major new lockdowns in automotive regions

Agenda

1

QUICK REACTION TO THE CRISIS IN H1 WHILST CONTINUING TO DEPLOY STRATEGY

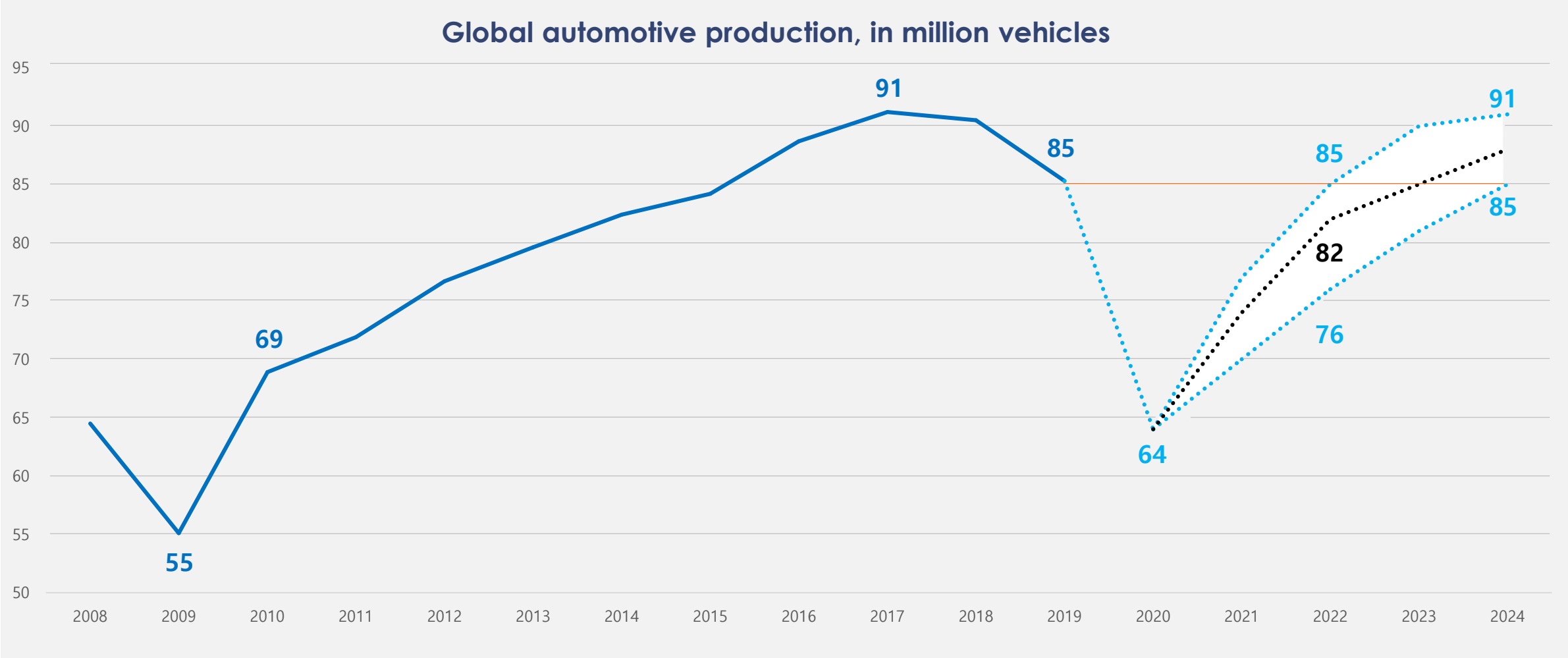
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H2 TURNAROUND MEASURES AND GUIDANCE

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STRUCTURAL INITIATIVES TO CONSOLIDATE MEDIUM-TERM AMBITION IN A NEW ENVIRONMENT

New market volume assumptions anticipate return to 2019 level between 2022 and 2024



> For 2022, our base scenario now assumes worldwide automotive production of 82m vehicles

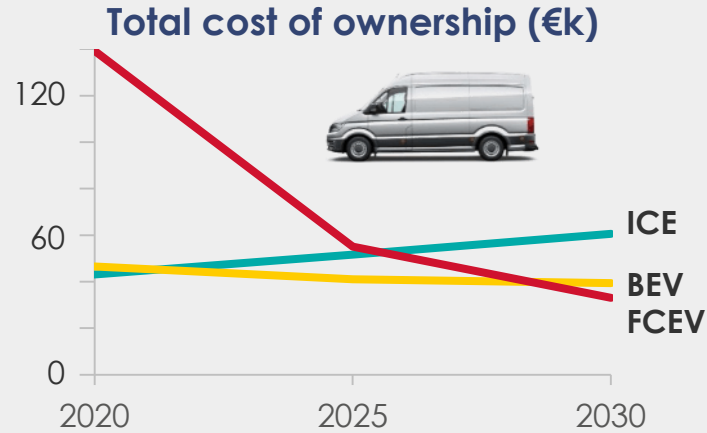
Three trends emerging from the crisis

- > Acceleration of electrification, driven by CO₂ emission regulation, incentives and increasing environment concerns, leads to increased focus on **hydrogen solutions**
- > Strong momentum for **CO₂ neutrality**
- > Reduced investment in **autonomous driving** with focus on L2 / L2+

FAURECIA IS PREPARED FOR THIS NEW ENVIRONMENT THROUGH STRUCTURAL INITIATIVES

Accelerated momentum for FCEV through improved cost competitiveness and higher range & refueling speed

FCEV TCO ON PAR WITH BEV FROM 2027

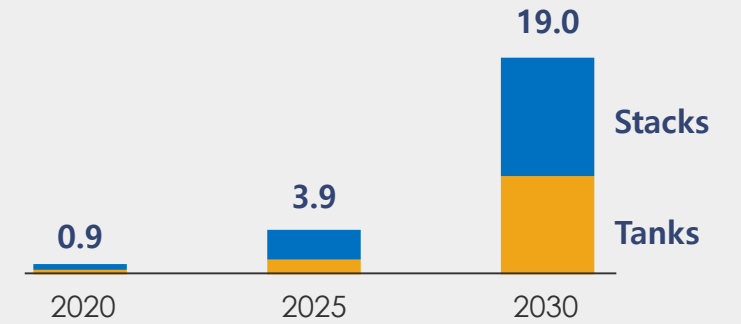


Assumptions

- > Light-duty vehicles
- > EU region
- > Max range 500 km
- > 80,000 km/year
- > 3 years ownership

A FAST-GROWING MARKET

Total market size (€bn)



PRODUCT INNOVATION FOR COST REDUCTION

Tanks



**Product Price
(CV segment)**

1,300€/kgH₂ in 2020
315€/kgH₂ in 2030

Stacks



900€/kW* in 2020
90€/kW* in 2030

Building a leadership position in hydrogen technologies through innovation and commercial relationships

COMPETITIVE ADVANTAGE IN TANKS

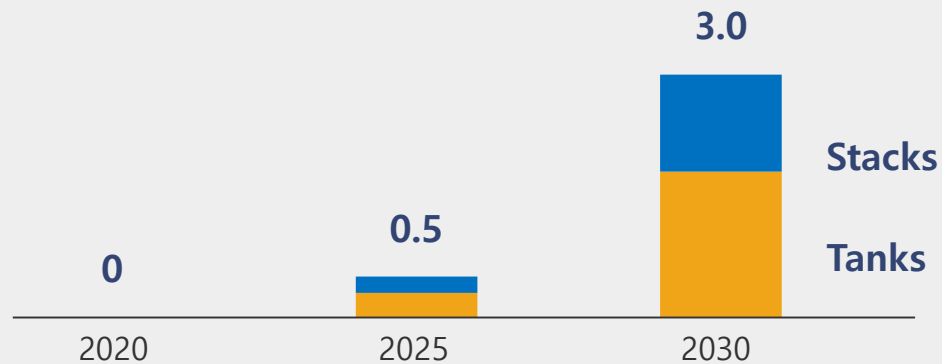
- > H₂ weight efficiency
- > System design and packaging capabilities
- > Awards with European and Asian OEMs
- > Strong customer intimacy with all OEMs

COMPETITIVE ADVANTAGE IN STACKS

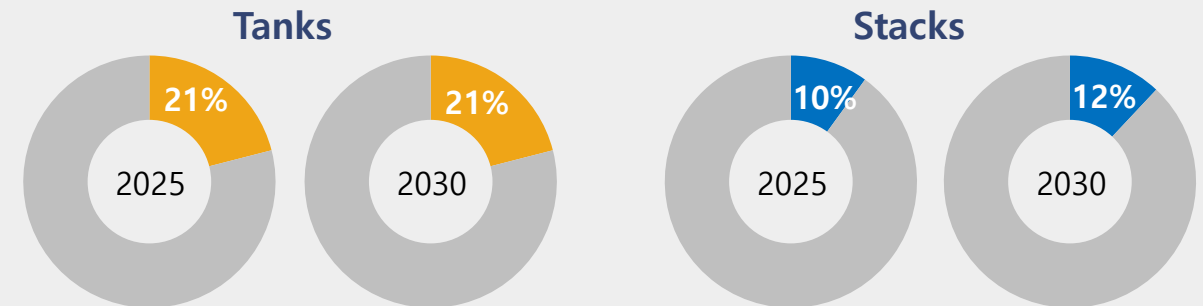
- > Partnership with Michelin
- > Power density
- > Full system competency
- > Existing fleet of vehicles
- > Awards with European OEMs



TARGETED SALES (€bn)



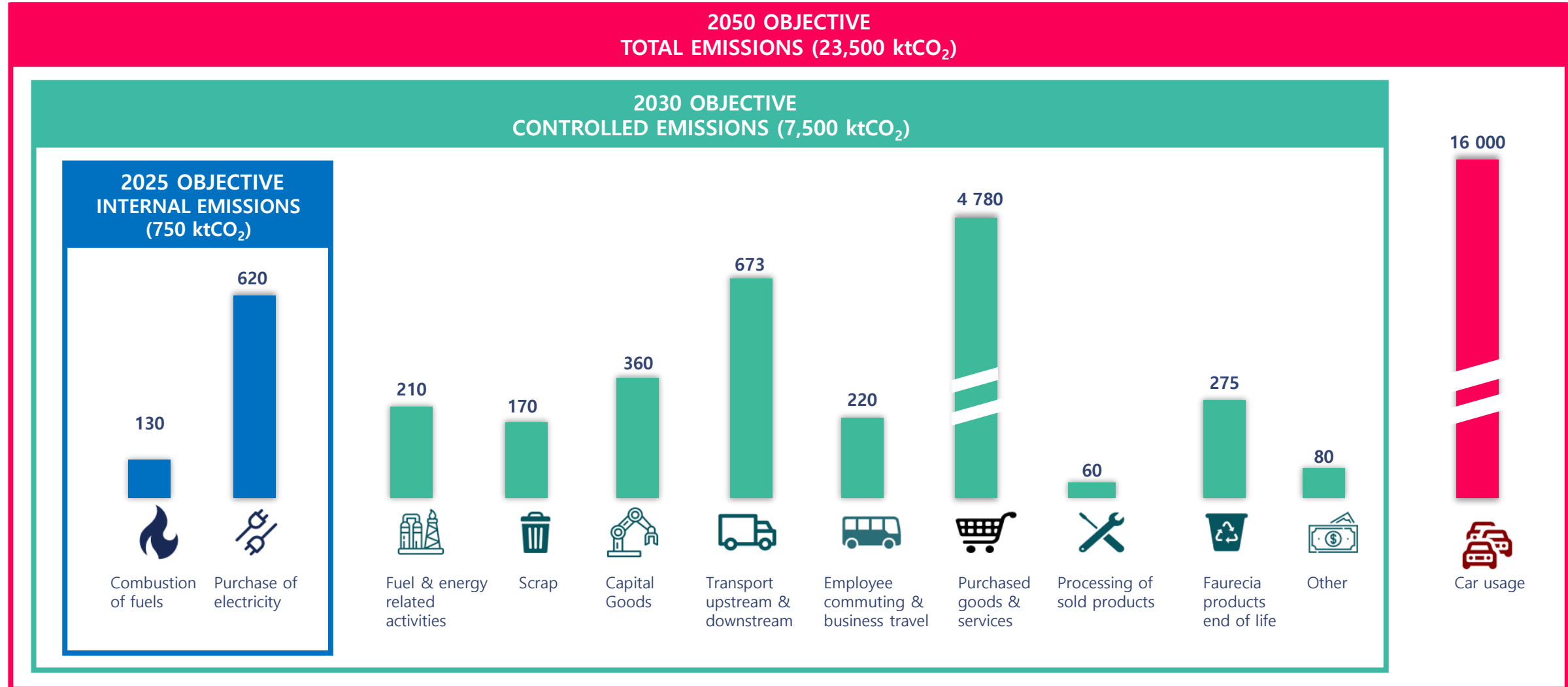
MARKET SHARE TARGETS



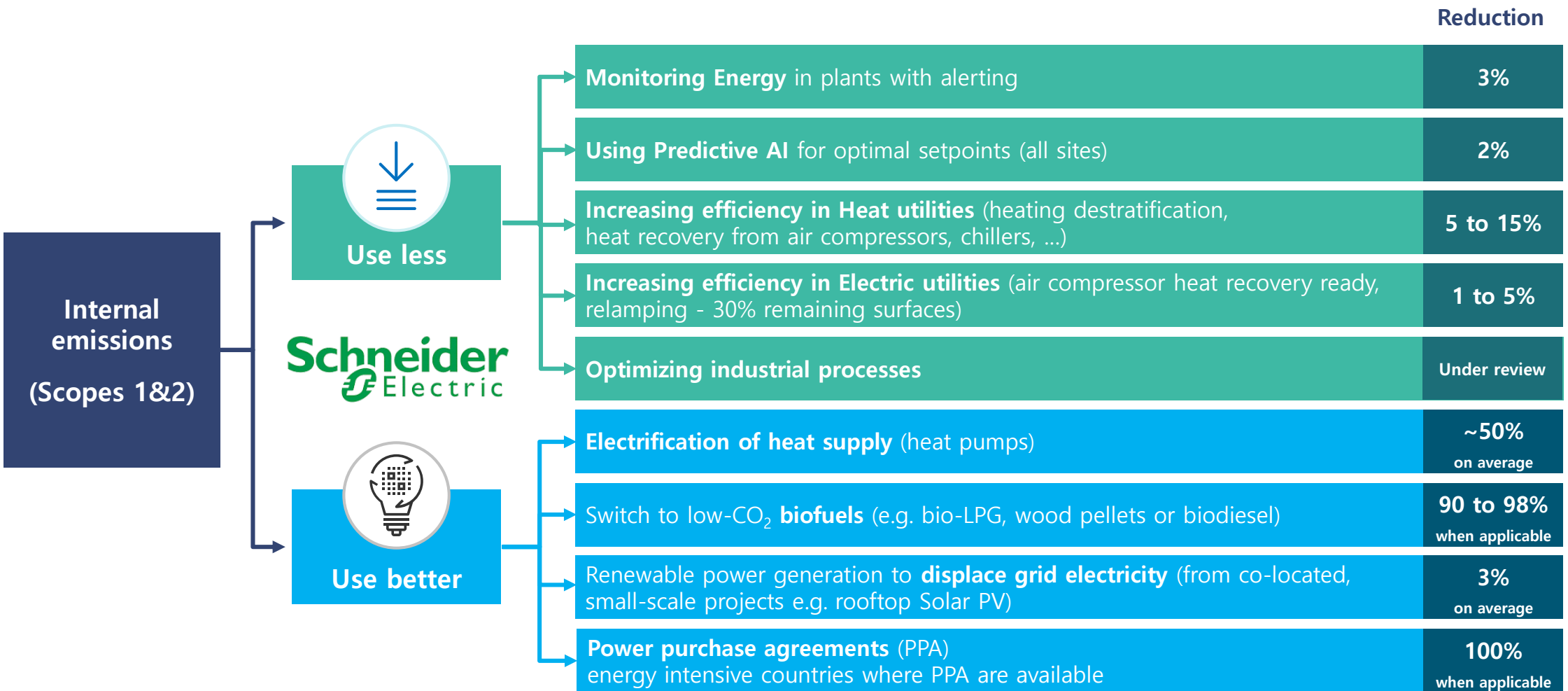
Ambitious roadmap for CO₂ neutrality with strong action plan in three stages



Faurecia FY 19 Emissions (in kilo tons CO₂ equivalent)



Partnership with Schneider Electric to accelerate reduction of internal emissions (scopes 1 & 2)



Confirm medium-term profitable growth drivers by Business Group

SEATING

- > Start of major new programs in 2021, representing lifetime sales of c. €7bn, will contribute to strong market outperformance of c. 700bps

INTERIORS

- > Strong potential from SAS, leveraging JIT capabilities
- > Management review of two loss-making product lines

CLEAN MOBILITY

- > Low-emissions: Increased content per vehicles through innovative products with high profitability and growth
- > Building a leadership position in hydrogen technologies through innovation and commercial relationships

CLARION ELECTRONICS

- > Ahead of roadmap for cost reduction with annualized recurring savings exceeding 10% of sales by 2022
- > Strong order intake momentum confirming sales target of €1.6bn in 2022
- > Product & Innovation focus sharpened, with consolidation around 3 global product lines

Maintain 2022 ambition despite lower sales prospects through resilience and structural initiatives

> Breakeven point reduced by 10% vs. initial 2022 roadmap

- > €200m recurrent fixed cost savings generated in 2020
- > €200m additional recurrent fixed cost savings generated by 2022
 - Full year effect of restructuring actions initiated in 2020
 - R&D and program management efficiency
 - Synergies from SAS acquisition
 - Clarion Electronics turnaround
- While allowing strong investment in innovation

> Cash generation enhanced

- Inventory reduction to 8 days by 2022
- Systematic make-or-buy review
- Capex capped at €600m in 2022
- R&D activation reduced by more than €100m



**BREAKEVEN
from €15bn
to €13.5bn**

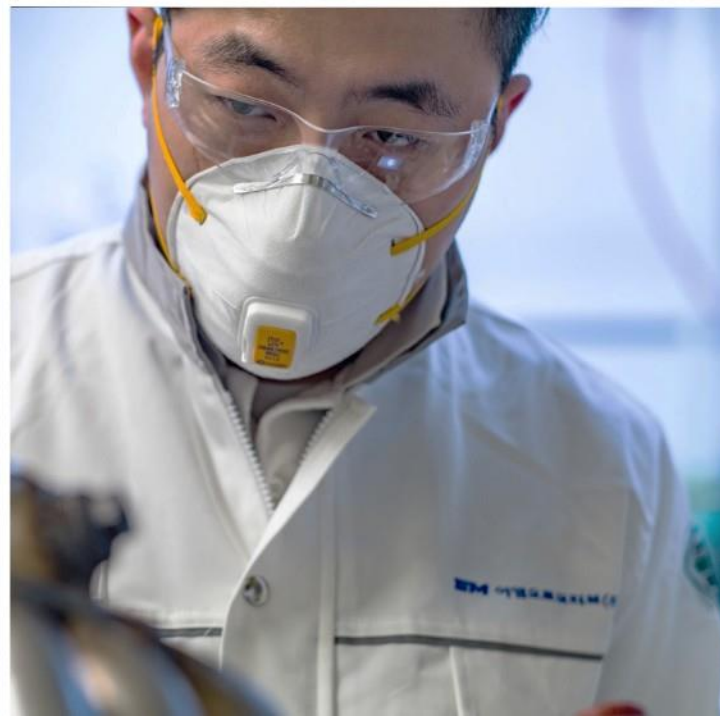


**c. €750m
CASH
GENERATION**

Confirm 2022 profitability and cash generation ambition in a new environment



> Target to recover BB+/Ba1 rating by the end of 2022



H1 2020 RESULTS

Appendices

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 H1 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.

> 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).

Operating leverage calculation

Sales (in €m)		Operating income (in €m)	
H1 2019	8,972	H1 2019	645
Currency effect	-43(a)	Volume impact	-1,284(c)
Organic	-3,176(b)	Resilience actions	536(d)
Scope effect	417	Scope & other	9
H1 2020	6,170	<i>H1 2020 before Covid-related one-offs</i>	<i>-94</i>
		Covid-related one-offs	-20
		H1 2020	-114
Operating leverage in H1 2020 (a+b)/(c+d)			23%
Drop in operating income excl. Scope & other and Covid-related one-offs			-748
Drop in sales excluding Scope effect			-3,219

Financial calendar

> **October 23, 2020**

Q3 2020 sales announcement

Contact & share data

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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

Disclaimer

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