

Q3 2018 SALES

*Strong sales growth
and robust outperformance
Confirmed FY 2018 guidance*

October 11, 2018



Agenda

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| 2 | Update on IFRS 15 - Clarification about R&D capitalization | p. 13 |
| 3 | Outlook: Confirmed FY 2018 guidance | p. 16 |

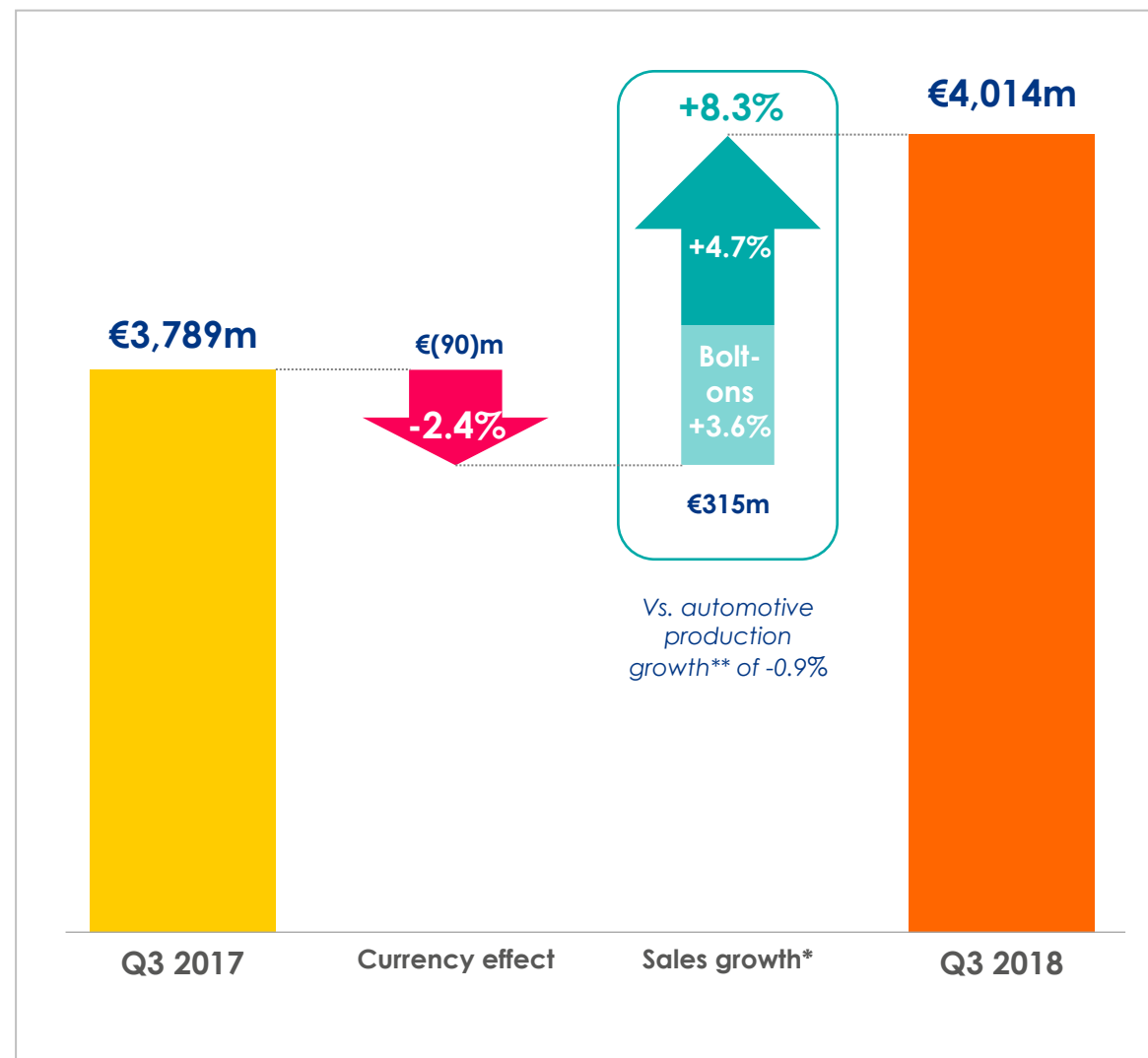
Q3 2018 - Key Messages

- **Despite market headwinds that impacted the quarter ...**
 - *Worldwide automotive production was down 0.9%** in the quarter*
 - *Lower production volumes in Western Europe, mainly due to the effect of WLTP*
 - *Lower production volumes in China*
 - *Devaluation of Turkish Lira, Brazilian Real and Argentinean Peso*
- **...we posted strong sales growth of 8.3%** and robust outperformance of 920bps, supported by the following tailwinds:**
 - *Acceleration in commercial vehicles and HHP segments in Clean Mobility*
 - *Continued solid growth fueled by higher content per vehicle in Seating and Interiors*
 - *Continued strong development of sales in China, through Chinese OEMs and increased access to market*
 - *Ramp-up of new programs (DT-RAM, complete seats for VW Group, Tesla Model 3...)*
- **Bolt-on contribution in the quarter represented €135m or +3.6%**
 - *Excluding bolt-ons, sales growth and outperformance were solid, respectively 4.7%* and 560bps*

Strong sales growth* and robust outperformance

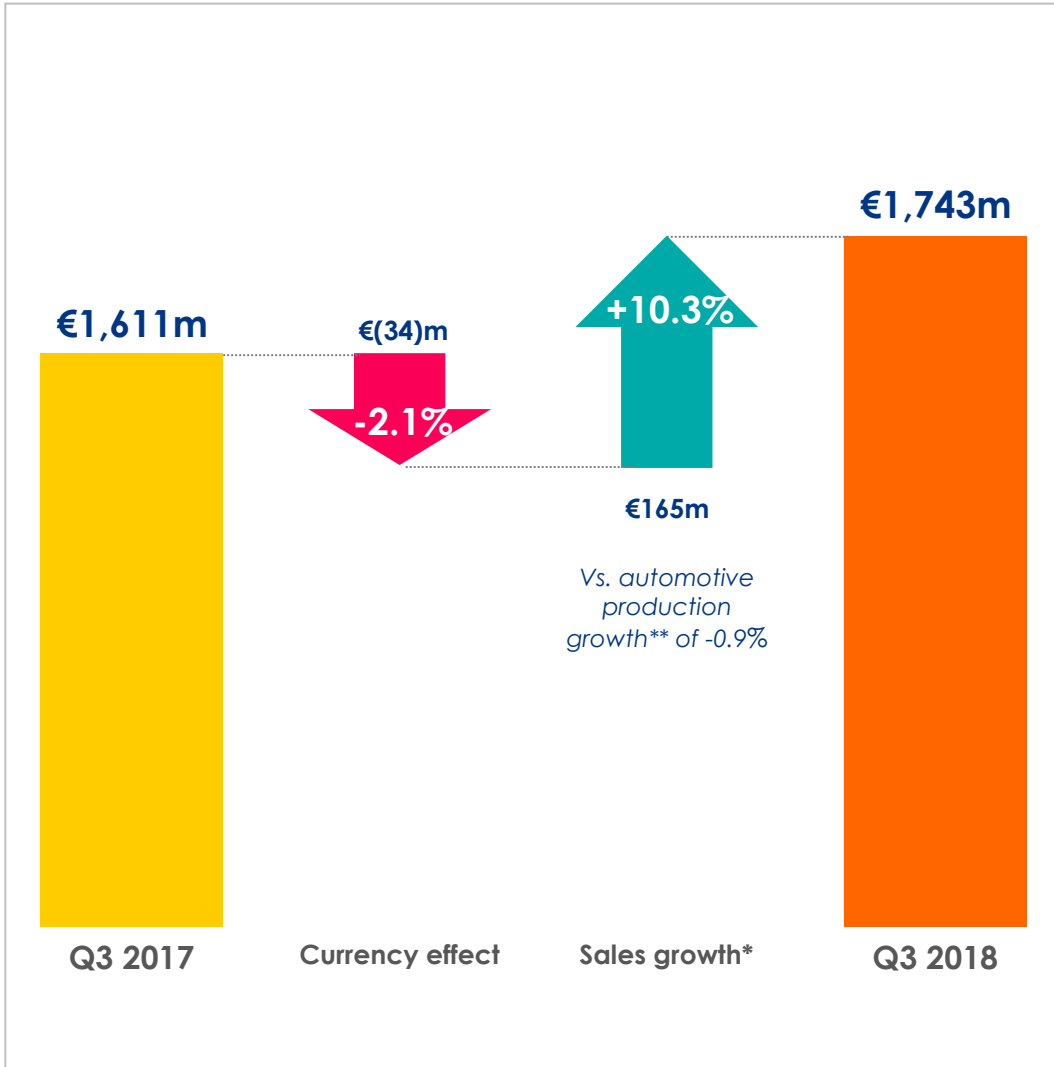
FY 2018 guidance confirmed

- **Q3 2018 sales up 8.3%*, 920bps above worldwide automotive production growth****
 - Excluding a negative currency effect of €(90)m or -2.4%
 - Including a positive effect of €135m or +3.6% from bolt-ons
 - Including a negative effect of €11m due to the wind-down of Iran
- **All three Business Groups posted strong growth***
 - Seating +10.3%
 - Interiors +6.2%
 - Clean Mob. +7.6%
- **All regions posted significant outperformance**
 - Europe +2.8% vs. IHS@ -2.6% → +540bps
 - North Am. +11.3% vs. IHS@ +3.2% → +810bps
 - Asia +16.7% vs. IHS@ -2.1% → +1,880bps
 - South Am. +27.1% vs. IHS@ +8.1% → +1,900bps
- **FY 2018 guidance confirmed**



Seating

Double-digit growth of 10.3%*



Q3 2018

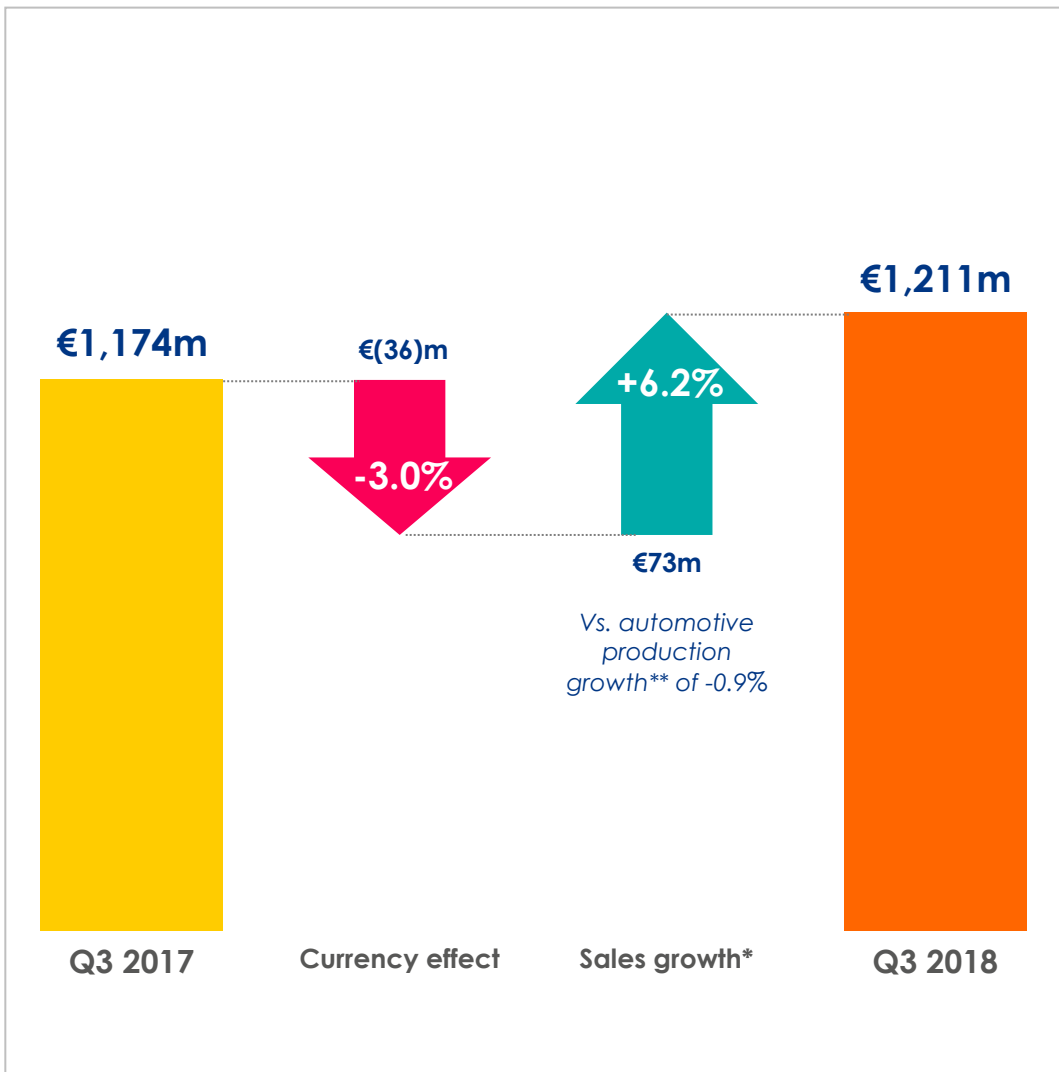
- **Sales of €1,742.7m, up 10.3%***
 - Excluding a negative currency effect of €34m or -2.1%
 - Including €78m (or +4.9%) from bolt-ons (JVs with Wuling and BYD)
- **Outperformance of 1,120bps vs. worldwide automotive production growth (-0.9%**)**
- **Europe, Asia and South America posted growth at constant currencies:**
 - Europe: +3.0%*, mostly supported by sales to the VW Group (new complete seats business)
 - Asia: +50.3%*, boosted by Chinese OEMs and new JVs
 - South America: +48.2%*, mostly supported by sales to VW
- **North America posted slight decline at constant currencies (-0.9%*):**
 - Growth in sales to Nissan (Altima) and Ford (Super Duty) was offset by ramp down in sales to Daimler (M-Class)

9m 2018

- **Sales amounted to €5,524.1m, up 9.3%***
 - Excluding a negative currency effect of €210m or -4.0%
 - Including €128m (or +2.4%) from bolt-ons (JVs with Wuling and BYD)

Interiors

Robust growth of 6.2%*, despite lower sales to international OEMs in Asia



Q3 2018

- **Sales of €1,210.6m, up 6.2%***
 - Excluding a negative currency effect of €36m or -3.0%
 - Including €40m (or +3.4%) from bolt-ons (JVs with Wuling and Coagent)
- **Outperformance of 710bps vs. worldwide automotive production growth (-0.9%**)**
- **Europe posted growth of 1.8%*, mostly supported by sales to Ford, JLR and Volvo that more than offset decline to Daimler (A-Class)**
- **North America posted growth of 32.6%*, boosted by sales to FCA (RAM new models) and Tesla (Model 3 ramp-up)**
- **Sales in Asia were down 3.0%*, mostly due to the decline in sales to Ford and PSA that more than offset growth in sales to Chinese OEMs, boosted by bolt-on contribution**
- **Sales in South America were down 1.1%*, mainly due to lower sales to FCA**

9m 2018

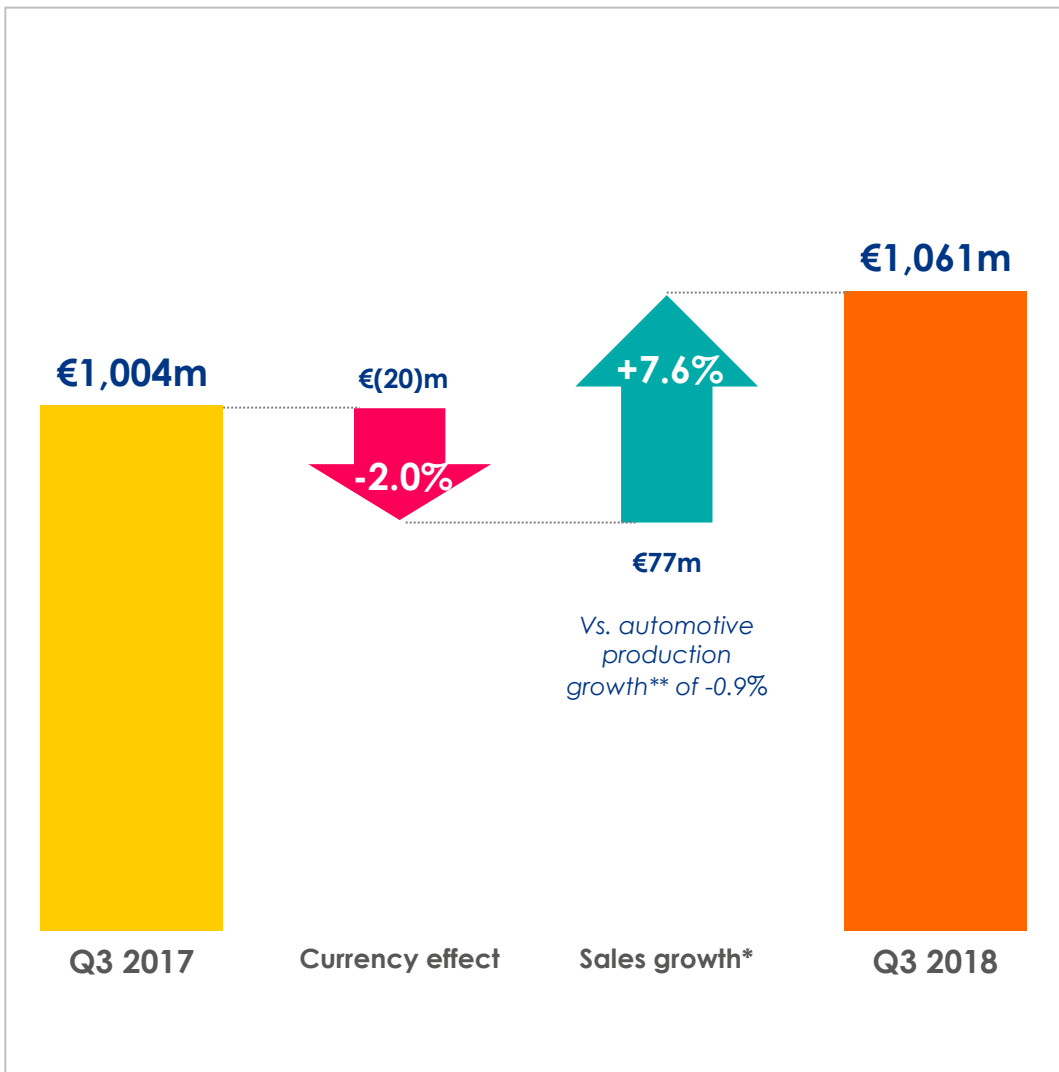
- **Sales amounted to €4,060.1m, up 12.1%***
 - Excluding a negative currency effect of €199m or -5.2%
 - Including €115m (or +3.0%) from bolt-ons (JVs with Wuling and Coagent)

* At constant currencies

** Source: IHS forecast September 2018
(vehicles segment in line with CAAM for China)

Clean Mobility

Strong growth of 7.6%*, with double-digits in North and South Americas



Q3 2018

- **Sales of €1,060.5m, up 7.6%***
 - Excluding a negative currency effect of €20m or -2.0%
 - Including €17m (or +1.7%) from bolt-ons (Hug Engineering)
- **Outperformance of 850bps vs. worldwide automotive production growth (-0.9%**)**
- **Europe posted growth of 5.2%*, driven by Hug Engineering**
- **North and South Americas posted respective growth of 11.6%* and 52.1%***
 - North America was mainly boosted by sales to FCA (RAM new models) and Cummins
 - South America was mainly boosted by sales to VW (Polo)
- **Asia was broadly stable (-0.5%*), as growth in sales to Chinese OEMs and Hyundai did not fully offset declines in sales to international OEMs**

9m 2018

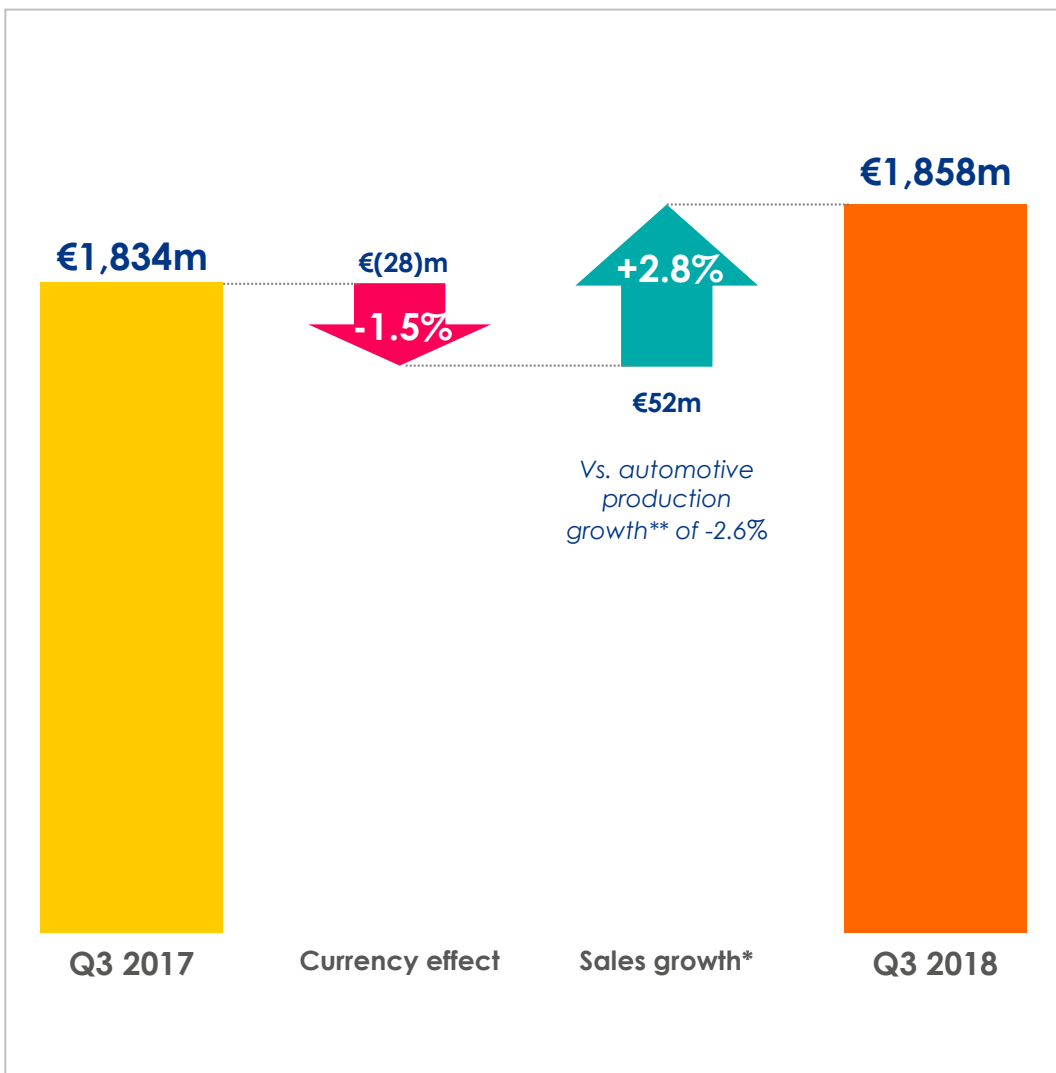
- **Sales amounted to €3,420.8m, up 9.1%***
 - Excluding a negative currency effect of €164m or -5.0%
 - Including €36m (or +1.1%) from bolt-ons (Hug Engineering)

* At constant currencies

** Source: IHS forecast September 2018
(vehicles segment in line with CAAM for China)

Europe

Robust outperformance in a tougher environment



Q3 2018

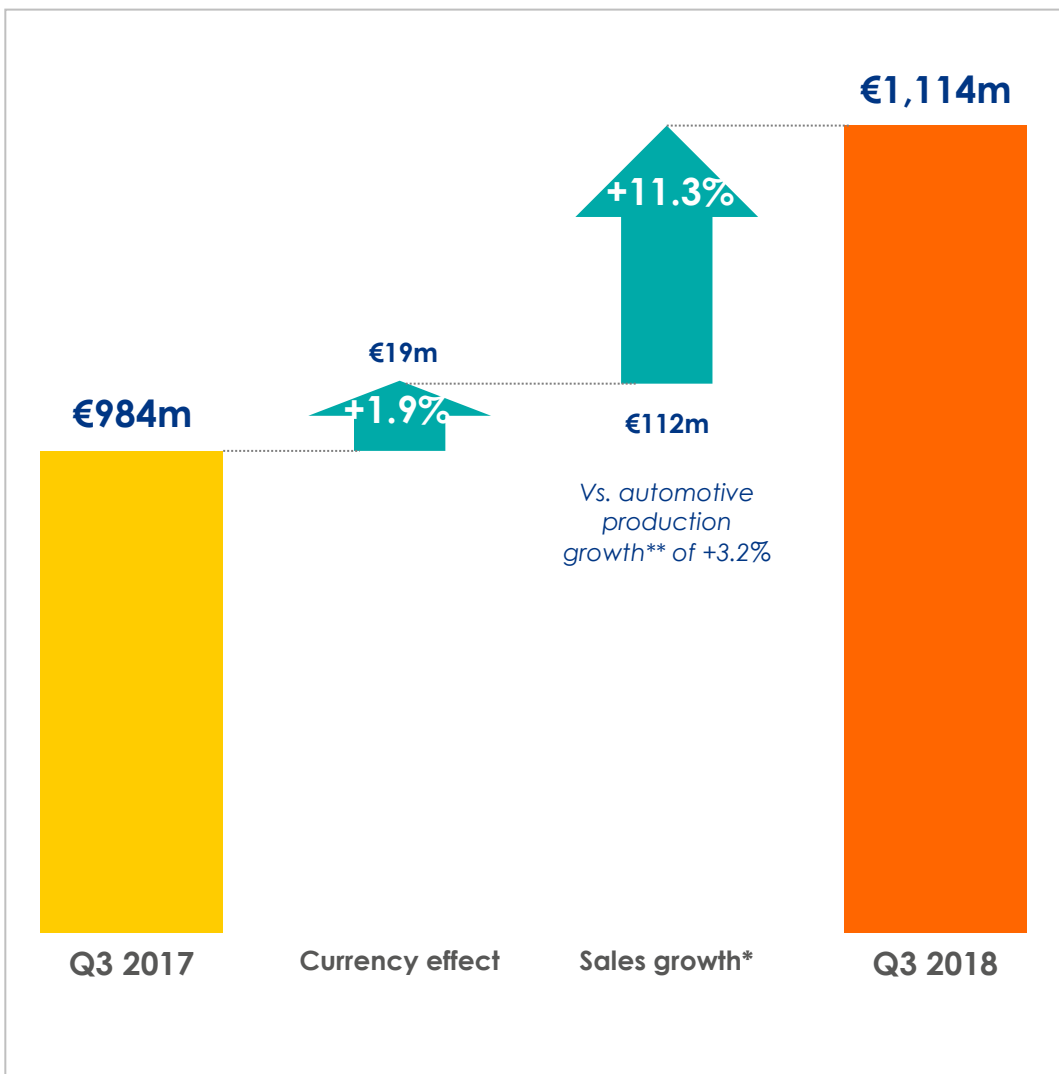
- **Sales of €1,857.9m, up 2.8%***
 - Excluding a negative currency effect of €28m or -1.5%
 - Including €17m (or +0.9%) from bolt-ons (Hug Engineering)
- **Outperformance of 540bps vs. regional automotive production growth (-2.6%**)**
- **All three Business Groups contributed to sales growth**
- **Sales were mainly boosted by strong growth in sales to Ford, VW (new complete seats business) and Tata that more than offset declines in sales to PSA, Daimler, Renault-Nissan-Mitsubishi and FCA**

9m 2018

- **Sales amounted to €6,588.0m, up 8.5%***
 - Excluding a negative currency effect of €79m or -1.3%
 - Including €35m (or +0.6%) from bolt-ons (Hug Engineering)

North America

Strong growth thanks to SUVs, Light trucks and Commercial vehicles



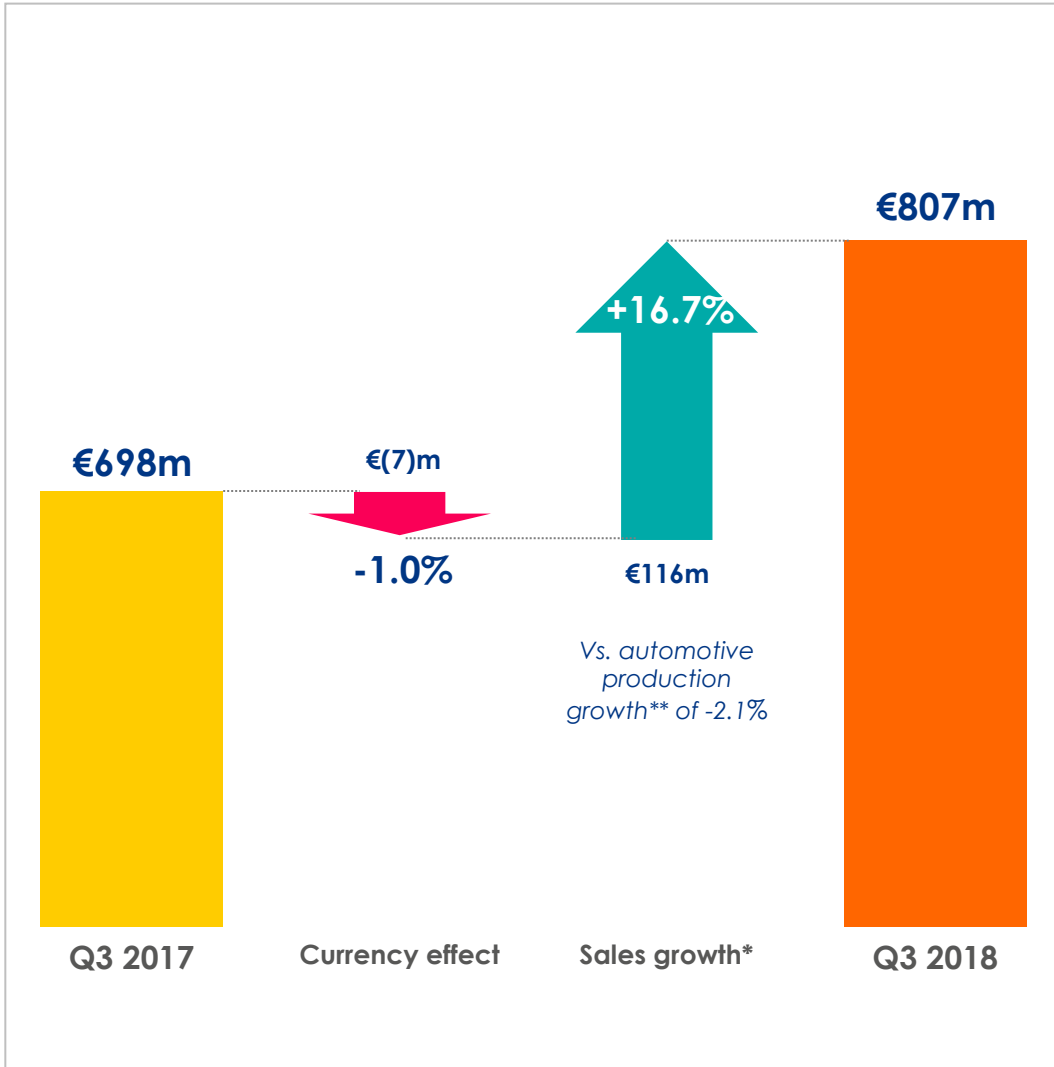
Q3 2018

- Sales of €1,114.5m, up 11.3%*
 - Excluding a positive currency effect of €19m or +1.9% (in H1, it was a negative currency effect of €264m or -11.3%)
- Outperformance of 810bps vs. regional automotive production growth (+3.2%**)
- Interiors and Clean Mobility were the main contributors to sales growth
- Sales were mainly boosted by strong growth in sales to FCA, Renault-Nissan-Mitsubishi, Tesla, Ford and Cummins

9m 2018

- Sales amounted to €3,346.5m, up 7.7%*
 - Excluding a negative currency effect of €246m or -7.4%

Strong growth driven by Chinese OEMs and market share gain through bolt-ons



Q3 2018

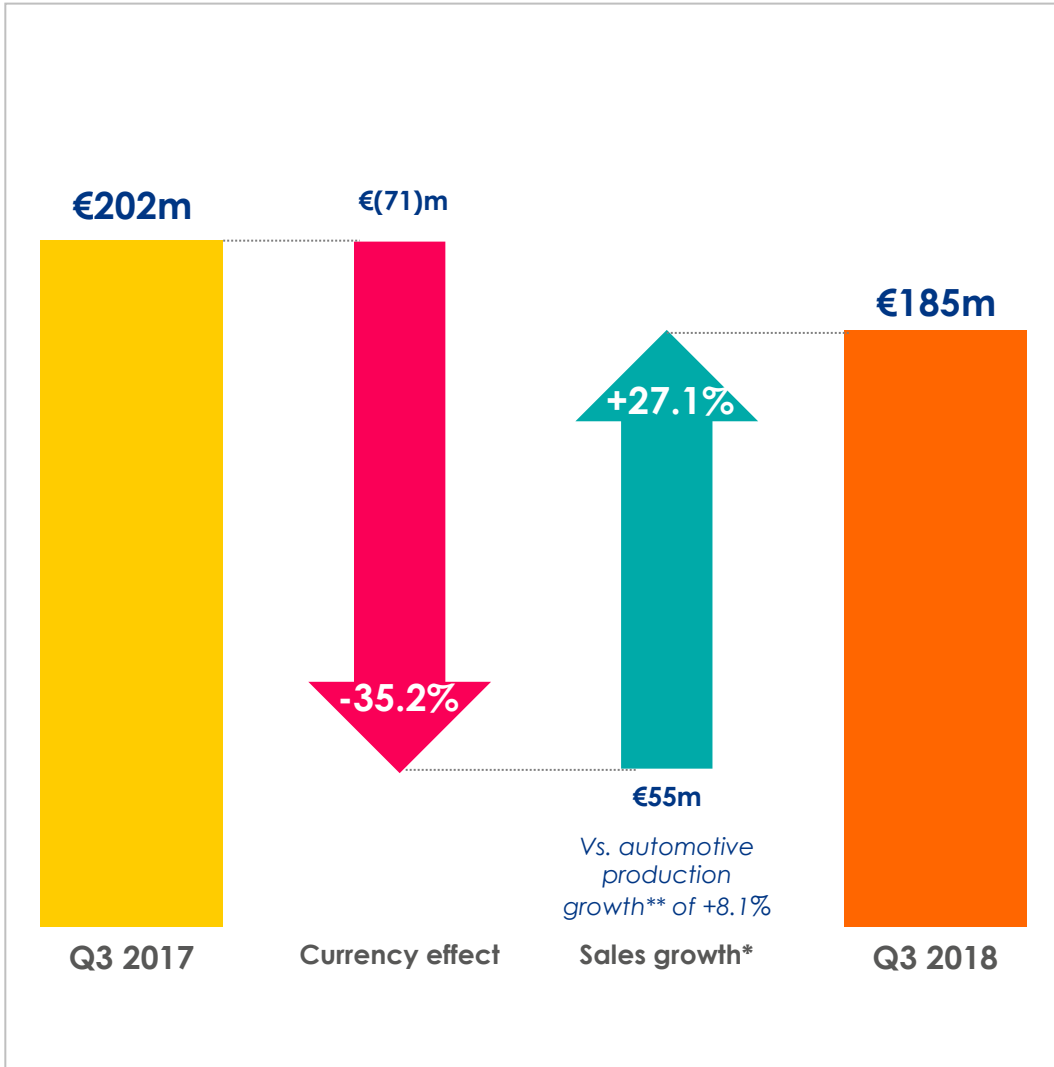
- **Sales of €807.2m, up 16.7%***
 - Excluding a negative currency effect of €7m or -1.0%
 - Including €118m (or +17.0%) from bolt-ons (JVs with Wuling for Seating and Interiors, BYD for Seating and Coagent for Interiors)
- **Outperformance of 1,880bps vs. regional automotive production growth (-2.1%**)**
- **Sales growth was mainly driven by sales to Chinese OEMs and contribution from bolt-ons**
- **Sales in China amounted to €628.5m, representing 78% of sales in Asia**
 - Sales growth in China was +19.5%* (vs. Chinese automotive production growth of -5.4%**)
 - They continued to be driven by sales to Chinese OEMs, which amounted to €202m (2.7x sales in Q3 2017) and represented 32% of sales in China

9m 2018

- **Sales amounted to €2,350.0m, up 16.9%***
 - Excluding a negative currency effect of €73m or -3.5%
 - Including €244m (or +11.8%) from bolt-ons (JVs with Wuling for Seating and Interiors, BYD for Seating and Coagent for Interiors)

South America

Strong negative currency effect offset strong double-digit growth* in sales



Q3 2018

- Sales of €185.3 m, up 27.1%*
 - Excluding a strong negative currency effect of €71m or -35.2%
 - BRL represented c. 60% of this effect and ARS the remaining 40%
- Outperformance of 1,900bps vs. regional automotive production growth (+8.1%**)
- Seating and Clean Mobility contributed to sales growth*
- Continued sales growth* momentum driven by market recovery and increased sales to VW and Ford

9m 2018

- Sales amounted to €548.7m, up 20.5%*
 - Excluding a negative currency effect of €162m or -27.4%

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Update on IFRS 15 - Clarification about R&D capitalization

- **IFRS 15 was adopted as of January 1, 2018**
- **Our accounting principles:**
 - Only development costs specifically sold to customers are capitalized.
 - Capitalized amounts are amortized as costs of sales along related revenue recognition; duration of amortization not to exceed 5 years.
- **Our rules:**
 - No capitalization related to low profitability businesses.
 - Increase in R&D net capitalization not to exceed average increase in sales of the next 3 years.
- **IFRS 15 had a limited impact on P&L statement**
- **IFRS15 mainly impacted the financial presentation of R&D:**
 - Before IFRS 15, development costs were classified as “Inventories” if sold before SOP (Start of Production) and as “Intangible assets” if sold along model serial life.
 - Under IFRS 15, both are classified as “Intangible assets” and the line “Net R&D costs” (as presented in note 5.3 of our H1 2018 Financial statements) regroups both categories as “Capitalized development costs”. The H1 2017 restatement between “Inventories” and “Intangible assets” impacted only the balance sheet (no reclassification in cash-flow).
 - Margin on R&D sales is now reflected in “Gross Margin” instead of “Net R&D expenses”.
- **Our H1 2018 financial statements did not provide enough details to allow comparison between H1 2017 and H1 2018**
- **Next slide provides with all details and demonstrates that the net effect from R&D capitalization was lower in H1 2018 than in H1 2017**

Update on IFRS 15 - Clarification about R&D capitalization

CASH FLOW STATEMENT

| (in € millions) | H1 2017 | H1 2018 |
|--|---------------|----------------|
| Operating income | 582,7 | 647,2 |
| Depreciation and amortization | 388,4 | 413,6 |
| o/w amortization of R&D intangible assets (A1) | 168,8 | 184,3 |
| o/w change in impairment of R&D assets (A2) | 1,6 | 2,3 |
| EBITDA | 971,1 | 1,060,8 |
| Change in WCR | 40,5 | (18,7) |
| o/w R&D stock decrease (A3) | 146,5 | 142,1 |
| o/w R&D stock increase (B1) | (221,3) | (99,2) |
| Capex | (292,4) | (278,3) |
| Capitalized R&D (B2) | (215,9) | (305,7) |
| Restructuring | (56,3) | (31,1) |
| Finance expenses | (65,0) | (52,4) |
| Taxes | (117,4) | (105,7) |
| Other (operational) | (54,1) | (22,0) |
| Net cash flow | 210,5 | 247,0 |
| Dividends paid (incl. mino.) | (143,9) | (164,0) |
| Share purchase | (40,0) | (4,6) |
| Net financial investments and Other | (98,9) | (92,1) |
| Change in net debt | (72,3) | (13,7) |
| Net debt at the beginning of the period | 341,5 | 451,5 |
| Net debt at the end of the period | 413,8 | 465,2 |

P&L STATEMENT

| (in € millions) | H1 2017 | H1 2018 |
|--|----------------|----------------|
| Cost of sales (A = A1+A2+A3) | (316,9) | (328,7) |
| Capitalized costs (B = B1+B2) | 437,2 | 404,9 |
| Capitalization net impact (A) + (B) | 120,3 | 76,2 |

| (in € millions) | H1 2017 restated | H1 2018 |
|--|------------------|----------------|
| R&D sales | 327,1 | 332,5 |
| Inventory decrease | (146,5) | (142,1) |
| Amort. of capitalized development costs | (168,8) | (184,3) |
| Charges to and reversals of prov. for impairment | (1,6) | (2,3) |
| R&D cost of sales (A) | (316,9) | (328,7) |
| R&D gross Margin | 10,2 | 3,8 |
| Research and development costs, gross | (583,9) | (558,3) |
| Capitalized development costs (B) | 437,2 | 404,9 |
| o/w inventory increase | 221,3 | 99,2 |
| o/w capitalized in intangible assets | 215,9 | 305,7 |
| Net R&D costs | (146,7) | (153,4) |
| Capitalization net impact (A) + (B) | 120,3 | 76,2 |

Net effect from R&D capitalization/amortization was lower in H1 2018 (€76.2m) than in H1 2017 (€120.3m)

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Confirmed FY 2018 guidance, as upgraded in July

■ Our FY 2018 guidance takes into account:

- Softer expectations for worldwide automotive production growth for the year (+1.3%** , of which +0.6% in H2)
- The impact on Q4 2018 of the challenging base of comparison of Q4 2017, which was boosted by record high "Tooling and Prototypes" sales of €502m in Q4 2017 (vs. €230m on average in the three previous quarters - cf. appendix on slide 19)
- USD/€ @ 1.20 on average and CNY/€ @ 7.80 on average for the full-year 2018

CONFIRMED FULL-YEAR 2018 GUIDANCE

| Sales | Operating margin | Net cash flow | Earnings per share |
|---|------------------------|---------------|--------------------|
| At least +8%* or at least 600bps above worldwide automotive production | At least 7.2% of sales | Above €500m | Above €5.00 |

Q3 2018 SALES
Appendices



Q3 2018 Sales - Key Facts

IMPACT FROM IFRS15 IMPLEMENTATION

- In 2017, Faurecia had already partly anticipated IFRS15 through the presentation of sales as "Value-added sales", i.e. "Total sales" minus "Monoliths", for which Faurecia operates as an agent
- In addition, as from January 1, 2018, with the implementation of IFRS15:
 - Revenue from Tooling is recognized at the transfer of control to the customer (PPAP = Production Part Approval Process), shortly before serial production
 - Development costs are recognized as set-up costs for the serial parts production and the corresponding revenue is included in product sales
- A table in appendix indicates 2017:
 - Sales figures by quarter/region/business group restated for the IFRS15 implementation
 - Operating income by half/region/business group restated for the IFRS15 implementation
 - Impacts are not material

IMPACT FROM RECENT INVESTMENTS (cf. slide 26)

- In 9m 2018, sales contribution from bolt-ons amounted to €279m or 2.3% of 9m 2017 sales, including:
 - JV with Wuling for €65m in Seating (since Q1)
 - Coagent for €80m in Interiors (since Q1)
 - JV with Wuling for €26m in Interiors (since Q2)
 - Hug for €35m in Clean Mobility (since Q2)
 - BYD for €63m in Seating (since Q3)

2017 sales restated for IFRS15 implementation (1/2)

2017 SALES RESTATED FOR IFRS15 IMPLEMENTATION AT GROUP LEVEL

| As reported during the fiscal year 2017 (in €m) | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | FY 2017 |
|---|----------------|----------------|----------------|----------------|-----------------|
| Product sales | 3,917.7 | 3,893.3 | 3,474.9 | 3,986.5 | 15,272.4 |
| R&D and Tooling | 308.1 | 465.5 | 315.4 | 600.8 | 1,689.9 |
| Value-added sales | 4,225.8 | 4,358.8 | 3,790.3 | 4,587.3 | 16,962.2 |
| Monoliths | 865.9 | 844.1 | 728.9 | 780.4 | 3,219.4 |
| Total sales | 5,091.7 | 5,203.0 | 4,519.2 | 5,367.7 | 20,181.7 |

| IFRS15 proforma (in €m) | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | FY 2017 |
|-------------------------|----------------|----------------|----------------|----------------|-----------------|
| Product sales | 4,028.6 | 4,031.5 | 3,585.2 | 4,125.9 | 15,771.3 |
| Tooling and Prototypes | 174.6 | 310.5 | 203.7 | 502.1 | 1,190.9 |
| Sales | 4,203.2 | 4,342.0 | 3,788.9 | 4,628.0 | 16,962.1 |

| Restatements by quarter (in €m) | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | FY 2017 |
|---|---------|---------|---------|---------|---------|
| Sales ex-Monoliths (previously named "Value-added sales") | (22.7) | (16.8) | (1.4) | 40.7 | (0.1) |

2017 sales restated for IFRS15 implementation (2/2)

2017 SALES RESTATED FOR IFRS15 IMPLEMENTATION BY REGION & BUSINESS GROUP

| IFRS15 proforma (in €m) | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | FY 2017 |
|-------------------------|----------------|----------------|----------------|----------------|-----------------|
| Seating | 1,786.6 | 1,850.1 | 1,611.5 | 1,881.0 | 7,129.2 |
| Interiors | 1,297.9 | 1,327.7 | 1,173.6 | 1,568.1 | 5,367.4 |
| Clean Mobility | 1,118.7 | 1,164.1 | 1,003.8 | 1,178.9 | 4,465.5 |
| Sales | 4,203.2 | 4,342.0 | 3,788.9 | 4,628.0 | 16,962.1 |

| IFRS15 proforma (in €m) | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | FY 2017 |
|-------------------------|----------------|----------------|----------------|----------------|-----------------|
| Europe | 2,108.0 | 2,202.3 | 1,833.9 | 2,358.6 | 8,502.8 |
| North America | 1,177.2 | 1,173.9 | 984.1 | 1,137.9 | 4,473.2 |
| Asia | 688.5 | 686.4 | 697.6 | 860.4 | 2,932.9 |
| <i>of which China</i> | 537.8 | 519.1 | 532.0 | 653.7 | 2,242.6 |
| South America | 169.1 | 219.0 | 201.7 | 203.9 | 793.7 |
| Rest of World | 60.3 | 60.4 | 71.7 | 67.2 | 259.6 |
| Sales | 4,203.2 | 4,342.0 | 3,788.9 | 4,628.0 | 16,962.1 |

2017 operating income restated for IFRS15 implementation

2017 OPERATING INCOME RESTATED FOR IFRS15 IMPLEMENTATION BY REGION & BUSINESS GROUP

| Operating income (in €m) | As initially reported | | | IFRS 15 proforma | | |
|--------------------------|-----------------------|--------------|----------------|------------------|--------------|----------------|
| | H1 2017 | H2 2017 | FY 2017 | H1 2017 | H2 2017 | FY 2017 |
| Seating | 202.7 | 208.2 | 410.9 | 199.9 | 204.5 | 404.4 |
| Interiors | 152.4 | 147.4 | 299.7 | 151.5 | 148.3 | 299.8 |
| Clean Mobility | 231.6 | 228.1 | 459.7 | 231.2 | 222.2 | 453.4 |
| Group | 586.7 | 583.6 | 1,170.3 | 582.7 | 574.9 | 1,157.6 |

| Operating income (in €m) | As initially reported | | | IFRS 15 proforma | | |
|--------------------------|-----------------------|--------------|----------------|------------------|--------------|----------------|
| | H1 2017 | H2 2017 | FY 2017 | H1 2017 | H2 2017 | FY 2017 |
| Europe | 266.0 | 261.1 | 527.0 | 270.6 | 253.4 | 524.0 |
| North America | 141.1 | 116.5 | 257.6 | 133.1 | 116.5 | 249.6 |
| Asia | 159.8 | 182.0 | 341.8 | 159.3 | 179.8 | 339.1 |
| South America | 5.9 | 5.7 | 11.6 | 6.0 | 6.8 | 12.8 |
| Rest of World | 13.9 | 18.3 | 32.2 | 13.7 | 18.3 | 32.0 |
| Group | 586.7 | 583.6 | 1,170.3 | 582.7 | 574.9 | 1,157.6 |

Q3 2018 sales by Business Group

| Sales (in €m) | Restated Q3 2017 | Currency effect | | Growth ex-currencies | | Reported | |
|---|---------------------|-----------------|--------------|----------------------|-------------|----------------|-------------|
| | | value | % | value | % | Q3 2018 | % |
| Seating <i>of which bolt-ons</i> | 1,611.5 | -34.1 | -2.1% | 165.3 | 10.3% | 1,742.7 | 8.1% |
| Interiors <i>of which bolt-ons</i> | 1,173.6 | -35.8 | -3.0% | 72.8 | 6.2% | 1,210.6 | 3.2% |
| Clean Mobility <i>of which bolt-ons</i> | 1,003.8 | -19.9 | -2.0% | 76.6 | 7.6% | 1,060.5 | 5.6% |
| Group <i>of which bolt-ons</i> | 3,788.9 | -89.8 | -2.4% | 314.7 | 8.3% | 4,013.8 | 5.9% |
| | | | | 135.2 | 3.6% | | |

Q3 2018 sales by region

| Sales (in €m) | Restated Q3 2017 | Currency effect | | Growth ex-currencies | | Reported | |
|--------------------------|---------------------|-----------------|--------------|----------------------|-------------|----------------|-------------|
| | | value | % | value | % | Q3 2018 | % |
| Europe | 1,833.9 | -27.7 | -1.5% | 51.7 | 2.8% | 1,857.9 | 1.3% |
| <i>of which bolt-ons</i> | | | | 16.7 | 0.9% | | |
| North America | 984.1 | 18.7 | 1.9% | 111.7 | 11.3% | 1,114.5 | 13.2% |
| Asia | 697.6 | -6.9 | -1.0% | 116.5 | 16.7% | 807.2 | 15.7% |
| <i>of which China</i> | 532.0 | -7.0 | -1.3% | 103.5 | 19.5% | 628.5 | 18.1% |
| <i>of which bolt-ons</i> | | | | 118.5 | 17.0% | | |
| South America | 201.7 | -71.0 | -35.2% | 54.6 | 27.1% | 185.3 | -8.1% |
| RoW | 71.7 | -2.9 | -4.0% | -19.9 | -27.7% | 48.9 | -31.8% |
| Group | 3,788.9 | -89.8 | -2.4% | 314.7 | 8.3% | 4,013.8 | 5.9% |
| <i>of which bolt-ons</i> | | | | 135.2 | 3.6% | | |

9m 2018 sales by Business Group

| Sales (in €m) | Restated 9m 2017 | Currency effect | | Growth ex-currencies | | Reported | |
|---|---------------------|-----------------|--------------|----------------------|--------------|-----------------|-------------|
| | | value | % | value | % | 9m 2018 | % |
| Seating <i>of which bolt-ons</i> | 5,248.2 | -210.0 | -4.0% | 485.9 | 9.3% | 5,524.1 | 5.3% |
| Interiors <i>of which bolt-ons</i> | 3,799.3 | -198.5 | -5.2% | 459.3 | 12.1% | 4,060.1 | 6.9% |
| Clean Mobility <i>of which bolt-ons</i> | 3,286.6 | -164.0 | -5.0% | 298.2 | 9.1% | 3,420.8 | 4.1% |
| Group <i>of which bolt-ons</i> | 12,334.1 | -572.5 | -4.6% | 1,243.5 | 10.1% | 13,005.1 | 5.4% |

9m 2018 sales by region

| Sales (in €m) | Restated 9m 2017 | Currency effect | | Growth ex-currencies | | Reported | |
|--------------------------|---------------------|-----------------|--------------|----------------------|--------------|-----------------|-------------|
| | | value | % | value | % | 9m 2018 | % |
| Europe | 6,144.2 | -79.0 | -1.3% | 522.8 | 8.5% | 6,588.0 | 7.2% |
| <i>of which bolt-ons</i> | | | | 35.5 | 0.6% | | |
| North America | 3,335.3 | -245.8 | -7.4% | 257.0 | 7.7% | 3,346.5 | 0.3% |
| Asia | 2,072.5 | -73.2 | -3.5% | 350.7 | 16.9% | 2,350.0 | 13.4% |
| <i>of which China</i> | 1,588.9 | -49.2 | -3.1% | 257.8 | 16.2% | 1,797.5 | 13.1% |
| <i>of which bolt-ons</i> | | | | 243.6 | 11.8% | | |
| South America | 589.8 | -161.7 | -27.4% | 120.6 | 20.5% | 548.7 | -7.0% |
| RoW | 192.3 | -12.8 | -6.7% | -7.6 | -4.0% | 171.9 | -10.6% |
| Group | 12,334.1 | -572.5 | -4.6% | 1,243.5 | 10.1% | 13,005.1 | 5.4% |
| <i>of which bolt-ons</i> | | | | 279.1 | 2.3% | | |

Q3 & 9m 2018 bolt-on contribution to sales

| Sales (in €m) | Business Group | Region | Q1 2018 | Q2 2018 | H1 2018 | Q3 2018 | 9m 2018 |
|--|----------------|--------|-------------|-------------|--------------|--------------|--------------|
| JV with Wuling | Seating | Asia | 23.1 | 27.0 | 50.1 | 14.5 | 64.6 |
| BYD | Seating | Asia | | | | 63.8 | 63.8 |
| JV with Wuling | Interiors | Asia | | 13.7 | 13.7 | 12.6 | 26.3 |
| Coagent | Interiors | Asia | 33.7 | 20.2 | 53.9 | 25.6 | 79.5 |
| Hug Engineering | Clean Mobility | Europe | | 18.8 | 18.8 | 16.7 | 35.5 |
| Other | Interiors | Asia | | 7.3 | 7.3 | 2.0 | 9.3 |
| TOTAL | | | 56.8 | 87.0 | 143.8 | 135.2 | 279.1 |
| Total Group sales 2017 | | | 4,203.2 | 4,342 | 8,545.2 | 3,788.9 | 12,334.1 |
| % of 2018 contribution from bolt-ons vs. 2017 | | | 1.4% | 2.0% | 1.7% | 3.6% | 2.3% |

Until October 14, 2018

Presence at the Paris Mondial de l'Auto

January 2019

**Presence at the CES (Consumer Electronics Show)
Las Vegas**

February 18, 2019

**FY 2018 Results 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 |

Bonds ISIN Codes

2023 bonds : XS1384278203
2025 bonds : XS1785467751

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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