

Q3 2021 SALES

Strong
outperformance

Confirmed
2021 guidance

Hella acquisition
on track

October 26, 2021



Q3 2021 Highlights

- **Strong organic sales outperformance of 780bps with Q3 2021 at €3.4bn, in a market that continued to be severely impacted by semiconductor shortage and consequent Stop-and-Gos:**
 - ▶ **All Business Groups and Regions posted significant outperformance**
 - ▶ **Organic growth of +7.3% for Clarion Electronics, despite shortage of semiconductors**
 - ▶ **Organic growth of +6.5% in Asia, where sales exceeded those of Q3 2019 (pre-Covid)**
- **Confirmed FY 2021 guidance, as recently updated**
- **Hella acquisition process on track:**
 - ▶ **Takeover Offer launched on Sept. 27 to end on Nov. 11**
 - ▶ **Antitrust clearances underway, expected closing early 2022 confirmed**
 - ▶ **Faurecia and Hella launched the project “One” to be ready at closing**

Agenda

1

Review of Q3 2021 sales

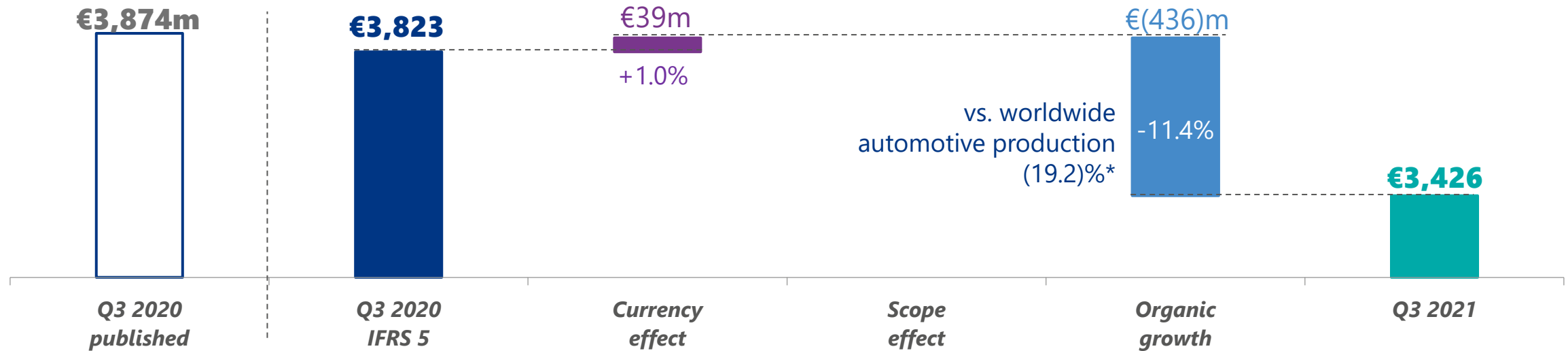
2

FY 2021 **guidance**

3

Update on **Hella acquisition**

Strong organic sales outperformance of 780bps in Q3 2021, despite ongoing severe impact from semiconductor shortage



➤ Reported sales down 10.4%, of which:

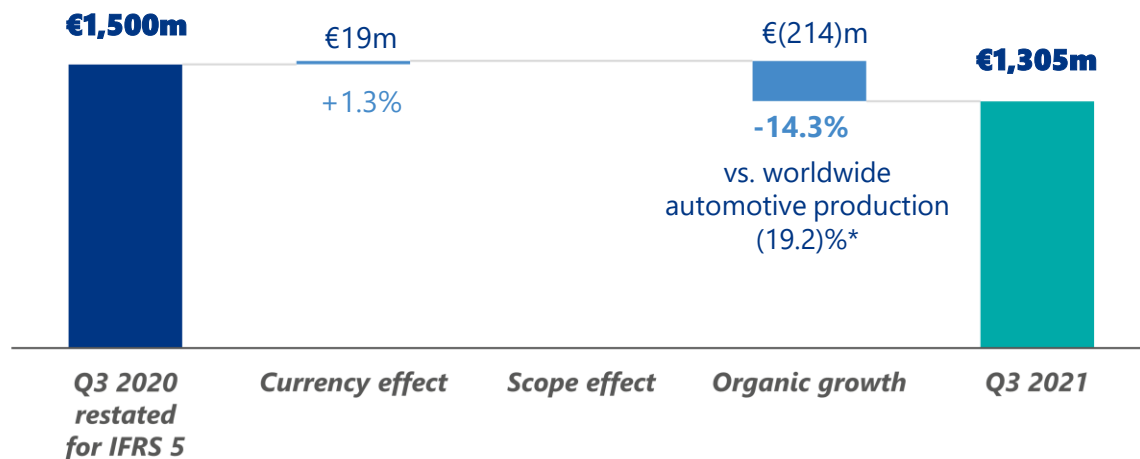
- ▶ Positive currency effect of €39 million or +1.0% of sales, mainly attributable to the Chinese yuan vs. the euro
- ▶ No scope effect
- ▶ Organic sales down 11.4%, with sales continuing to be severely impacted by semiconductor shortage and consequent stop-and-gos

➤ All Business Groups and Regions posted significant outperformance:

- ▶ All Business Groups posted strong outperformance close to or exceeding 500bps, with Clarion Electronics outperforming by 2,650bps
- ▶ All Regions posted strong outperformance of at least 790bps, with Asia outperforming by 2,030bps

Seating

38% of Group sales

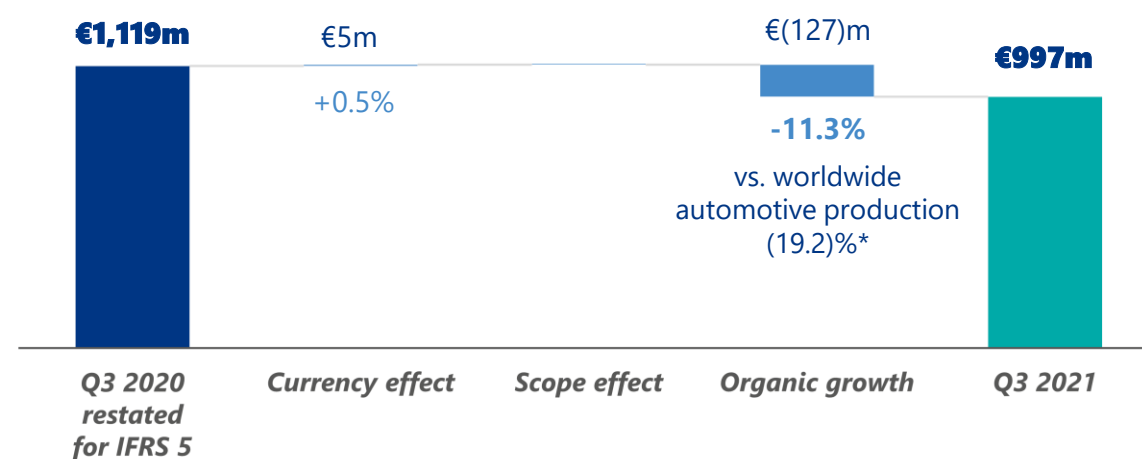


> Organic sales down 14.3% in Q3 2021, an outperformance of 490bps

- ▶ Double-digit organic drop in **Europe** and **North America**, strongly impacted by semiconductor shortage
- ▶ **Strong organic growth in Asia of 16.3%**, driven by sales with Chinese and international OEMs, including new entrants in China
- ▶ Lower contribution to sales from SOPs, due to tough environment and reduced customer volumes, and operational challenges (due to headcount instability) faced in the launching phase of a greenfield operation in Michigan; these difficulties will be fixed before end 2021 and will impact H2 profitability, expected below H1

Interiors

29% of Group sales

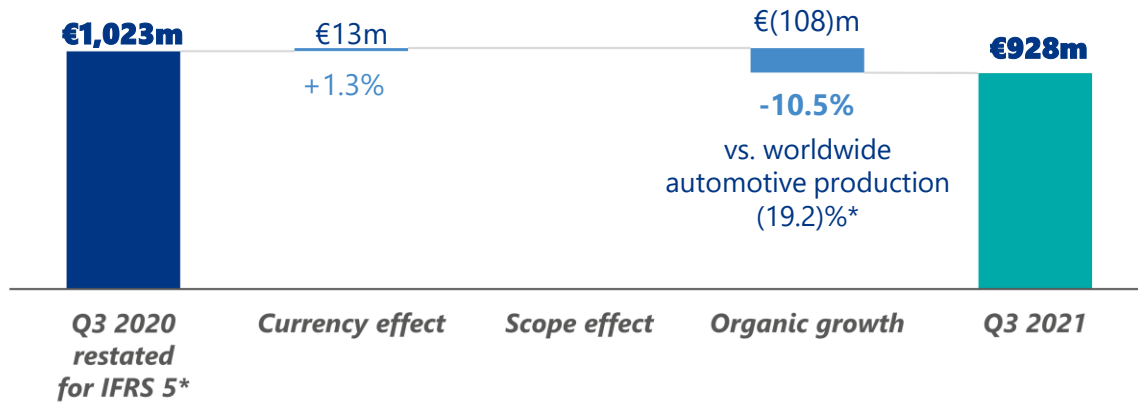


> Organic sales down 11.3% in Q3 2021, an outperformance of 790bps

- ▶ Mostly reflecting **outperformance in Asia**, driven by sales to Ford, a major American EV carmaker and new entrants in the Chinese market
- ▶ Double-digit organic drop in **Europe** and **North America**, strongly impacted by semiconductor shortage

Clean Mobility

27% of Group sales

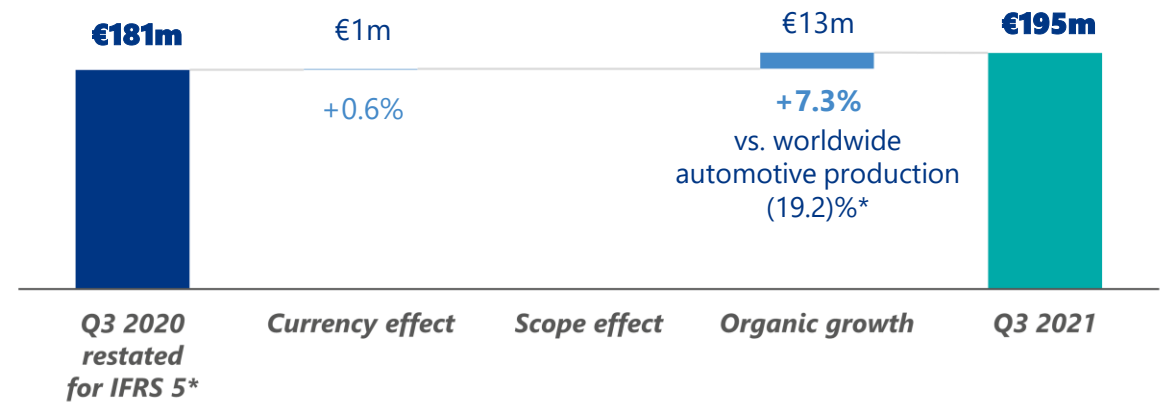


> Organic sales down 10.5% in Q3 2021, a strong outperformance of 870bps

- ▶ **Asia** and **Europe** were down in the high-single-digits, while **North America** was down in the double-digits,
- ▶ **All three regions outperformed regional automotive production by at least 500bps**

Clarion Electronics

6% of Group sales

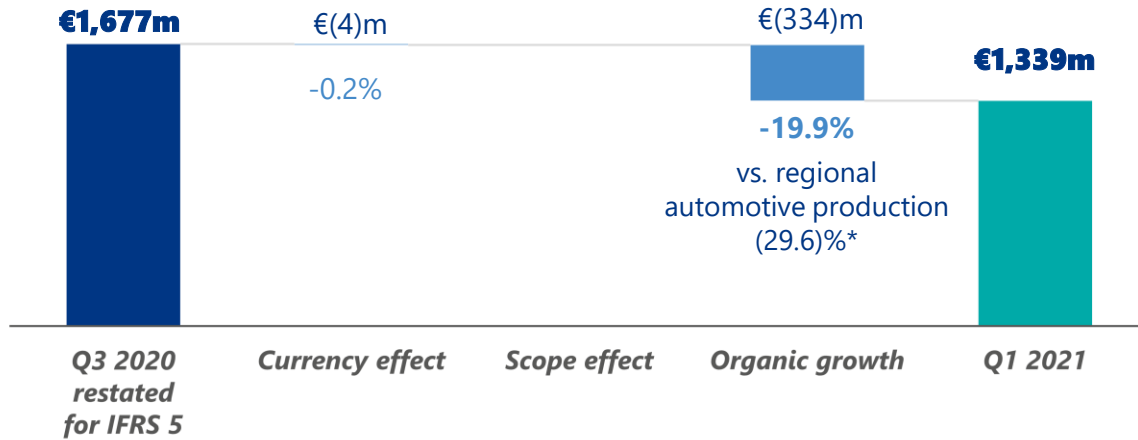


> Strong organic growth of 7.3% in Q3 2021, a strong outperformance of 2,650bps

- ▶ Strong organic growth reflected positive sales momentum for Clarion Electronics, despite significant impact from semiconductor shortage
- ▶ Clarion Electronics succeeded in avoiding any stoppage of production at its customers' plants during the period
- ▶ All regions posted organic growth, in particular Asia thanks to strong sales with Chinese OEMs

Europe

39% of Group sales

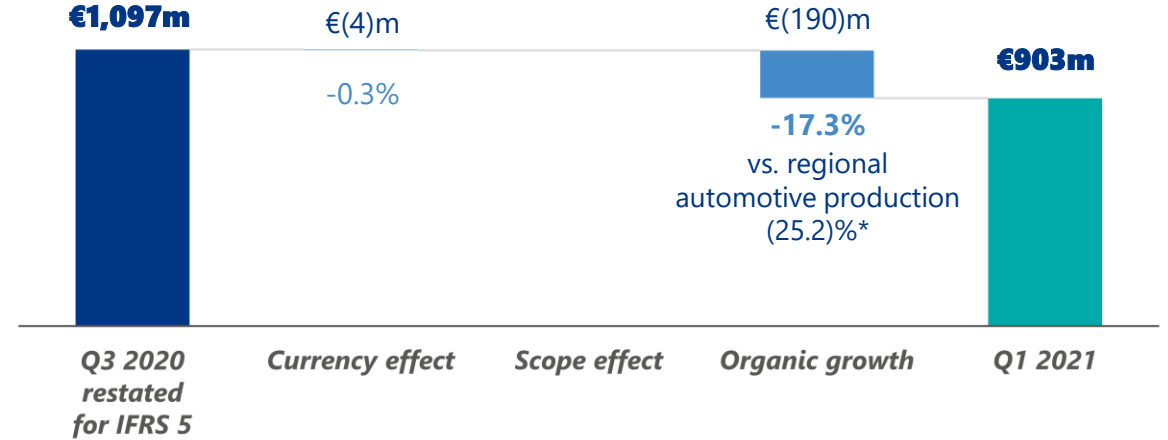


> Organic sales down 19.9% in Q3 2021, a strong outperformance of 970bps

- ▶ Mostly reflecting the strong impact of semiconductor shortage on almost all OEMs, with the exception of Daimler and Commercial vehicles

North America

26% of Group sales



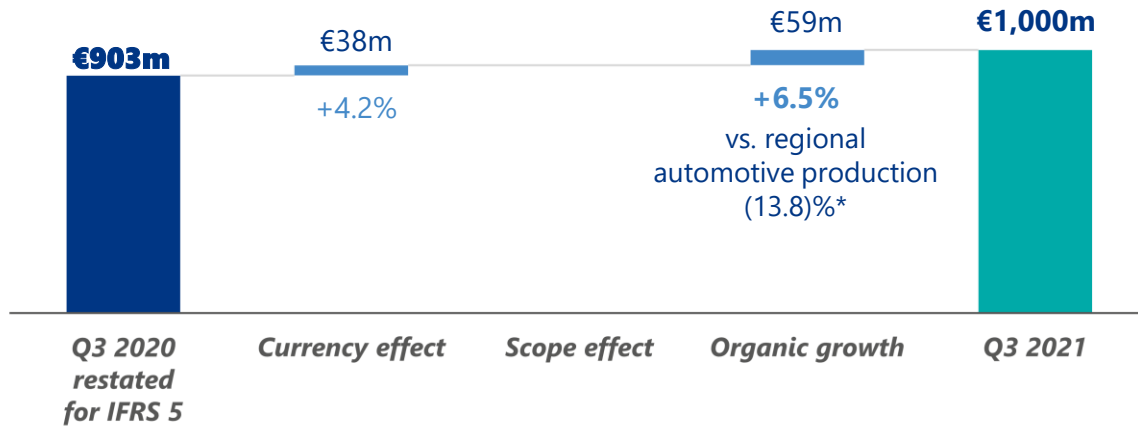
> Organic sales down 17.3% in Q3 2021, a solid outperformance of 790bps

- ▶ Mostly reflecting the strong impact of semiconductor shortage on almost all OEMs, except for a major American EV carmaker and Commercial vehicles

Europe and North America were the two regions that were the most impacted by **semiconductor shortage**, as reflected in the combined reduction by 400k units of IHS Markit production estimate for Q3 2021, between September and October

Asia

29% of Group sales

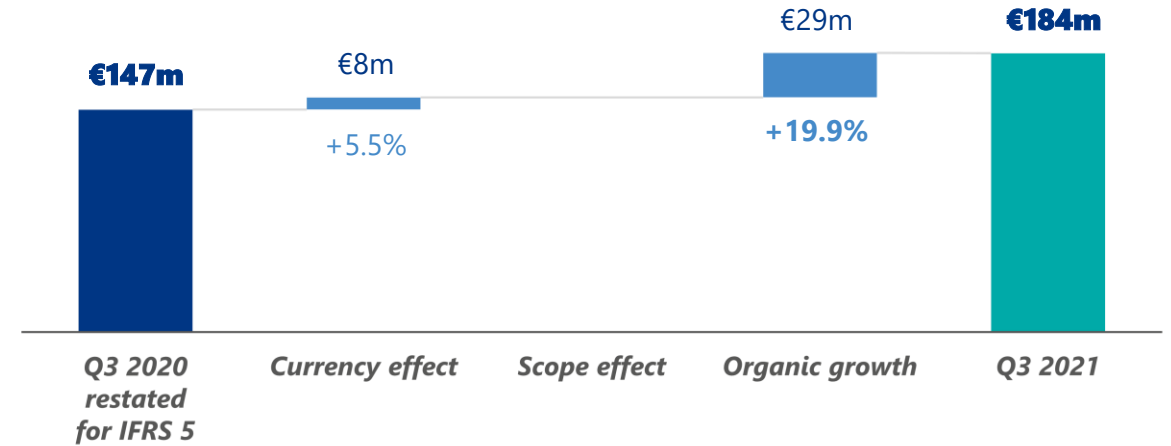


> In Q3 2021, sales exceeded pre-Covid level of Q3 2019 both in Asia & China

- ▶ Organic sales up 6.5% in Asia, a strong outperformance of 2,030bps
- ▶ Organic sales up 5.0% in China, a strong outperformance of 1,950bps
- ▶ Solid growth in Asia was driven by Seating, Interiors and Clarion Electronics and by most OEMs, except the VW and GM groups

Rest of the World

6% of Group sales



> Organic sales up 19.9% vs Q3 2021

- ▶ In **South America**, which represented c. 2/3 of the total, organic sales were up 28.0% in Q3, a very strong outperformance of 3,900bps driven by sales to the Stellantis group (mainly Jeep and the Fiat Toro)

Agenda

1

Review of Q3 2020 sales

(2)

FY 2021 **guidance**

3

Update on **Hella acquisition**

Confirmed FY 2021 guidance, as recently updated

- On September 23, Faurecia adjusted its FY 2021 guidance to reflect the strong reset released by IHS Markit of worldwide automotive production forecast from 77 million to 72 million units for the full-year 2021*
- Based on this forecast, Faurecia confirms its 2021 financial targets as adjusted on September 23:



SALES

c. €15.5bn**

Strong outperformance
> +600bps



OPERATING MARGIN

Between
6% and 6.2%
of sales



NET CASH FLOW

c. €500m

Net-debt-to-EBITDA
≤ 1.5x at year-end

- This guidance confirms Faurecia's strong operating leverage and effectiveness of resilience actions

* The estimate of worldwide automotive production assumes no major lockdown impacting production or retail sales in any automotive region during the year

** Main currency assumptions for USD/€ @ 1.20 and CNY/€ @ 7.73 on average

Agenda

1

Review of Q3 2020 sales

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FY 2021 **guidance**

3

Update on **Hella acquisition**

Hella acquisition process on track

- Takeover Offer launched on Sept. 27 to end on Nov. 11
- Faurecia and Hella launched project “One” in order to be ready at closing. The two main objectives are:
 - ▶ Ensure the combined group is ready to operate efficiently from Day 1 post-closing (Governance and Organization, supported by the right systems and processes)
 - ▶ Prepare synergy plans in detail to be ready to kick off implementation on Day 1
- Antitrust clearances are underway and expected closing confirmed early 2022



Appendices



IFRS 5 - Discontinued Operations

- On February 18, Faurecia announced that it had signed a Memorandum of Understanding for the sale of its AST (Acoustics and Soft Trim) division and all conditions are met to qualify this activity as discontinued, in compliance with IFRS 5
- Therefore, Group sales in 2021 exclude the AST sales and previous periods are restated and presented accordingly
- This restatement impacts only:
 - ▶ **Interiors**, as regards Business Groups
 - ▶ **Europe**, as regards regions

(in €m)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
As previously released	3,739	2,431	3,874	4,610	14,654
Restated for IFRS 5	3,678	2,406	3,823	4,538	14,445

9m sales

by Business Group

Sales (in €m)	RESTATED FOR IFRS 5	CURRENCY EFFECT		GROWTH EX-CURRENCIES		SCOPE EFFECT*		REPORTED	
	9M 2020	value	%	value	%	value	%	9M 2021	%
Seating	3,771	-59	-1.6%	560	+14.9%	-	-	4,272	+13.3%
Interiors	2,956	-101	-3.4%	459	+15.5%	60	+2.0%	3,373	+14.1%
Clean Mobility	2,669	-78	-2.9%	377	+14.1%	-	-	2,968	+11.2%
Faurecia Clarion Electronics	512	-20	-3.9%	103	+20.2%	-	-	595	+16.3%
GROUP	9,907	-257	-2.6%	1,499	+15.1%	60	+0.6%	11,208	+13.1%

* Scope effect included one month of consolidation of SAS (January), whose consolidation started in February 2020

9m sales

by region

Sales (in €m)

	RESTATED FOR IFRS 5	CURRENCY EFFECT		GROWTH EX-CURRENCIES		SCOPE EFFECT*		REPORTED	
	9M 2020	value	%	value	%	value	%	9M 2021	%
Europe	4,618	-45	-1.0%	536	+11.6%	35	0.8%	5,144	+11.4%
North America	2,571	-168	-6.5%	264	+10.3%	17	0.6%	2,683	+4.4%
Asia	2,373	2	+0.1%	475	+20.0%	7	0.3%	2,857	+20.4%
<i>of which China</i>	1,703	33	+1.9%	365	+21.4%	7	0.4%	2,107	+23.8%
Rest of the World	344	-45	-13.1%	224	+67.4%	1	0.2%	524	52.1%
GROUP	9,907	-257	-2.6%	1,499	+15.1%	60	0.6%	11,208	+13.1%

* Scope effect included one month of consolidation of SAS (January), whose consolidation started in February 2020

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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
Additional 2027 bonds: XS2290556666*
2028 bonds: XS2209344543

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

FINANCIAL CALENDAR

February 21, 2022 - FY 2021 sales, before market hours

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 2021, there is 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**.

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