

Q1 2017 Sales

April 11, 2017



Q1 2017 – Key facts

■ IFRS 15: Revenue recognition

- Since January 1, 2017, Faurecia is reporting value-added sales only, giving the reconciliation with total sales in appendix

■ JV consolidation

- Chang'An (China, Interiors): Fully consolidated (vs Equity accounted) since January 1, 2017, Q1-2017 sales of €38m
- FCA-Pernambuco plant (Brazil, Interiors & Exteriors): Call option exercised increasing Faurecia's stake from 35% to 51%, now fully consolidated (vs Equity accounted) since February 1, 2017, Q1-2017 sales of €28m

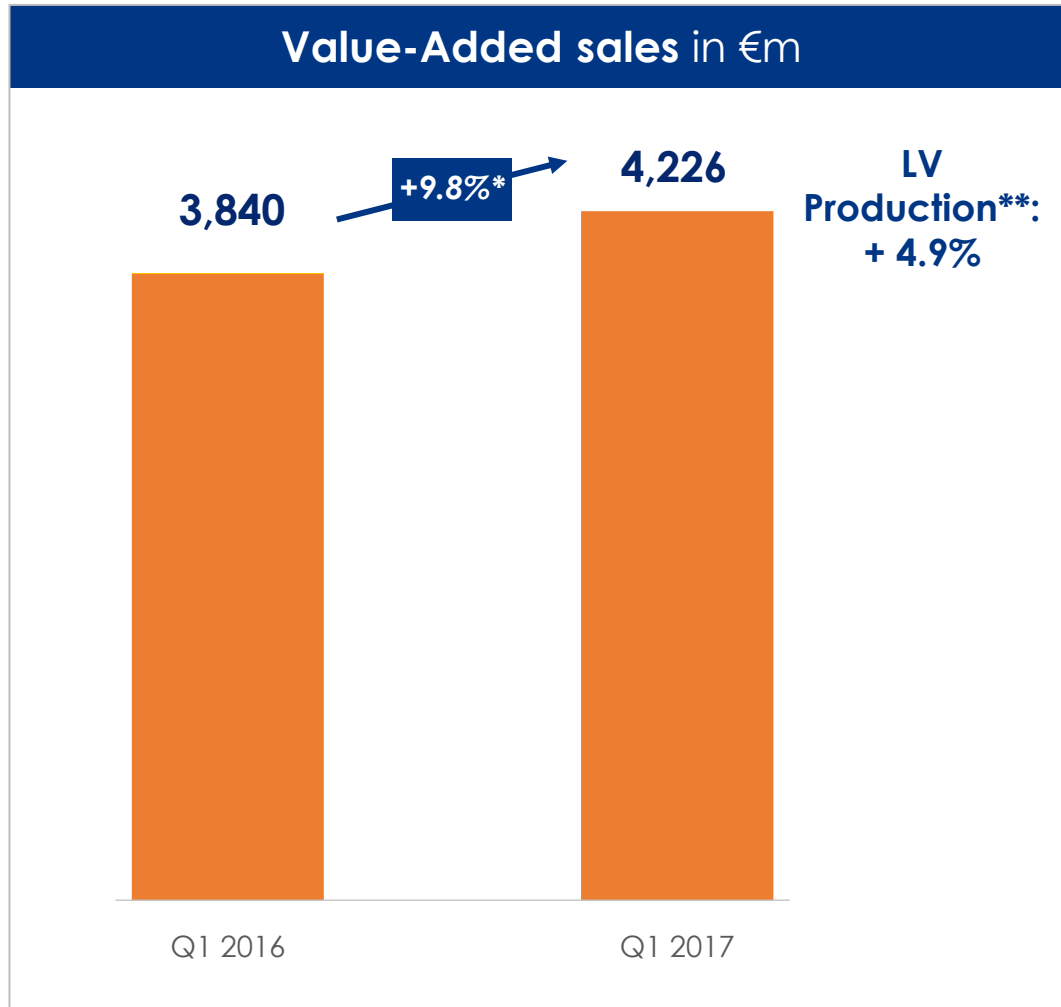
■ Parrot Automotive

- 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 2019

Q 2017 – Strong performance with sales up 9.8%*

- **Strong value-added sales growth + 9.8%***
 - Above light vehicle production^{**}: +4.9%
- **All 3 Business Group performing very well and gaining market share**
 - Seating +11.5%*
 - Interiors +11.4%*
 - Clean Mobility +5.5%* with CVE sales +28%*
- **Most regions growing above LV production**
 - North America +12.9%*
 - China +22.5%* and sales to Chinese OEMs +89%*
 - South America +44.7%*

Strong growth in Q1 2017 with value-added sales up 9.8%*



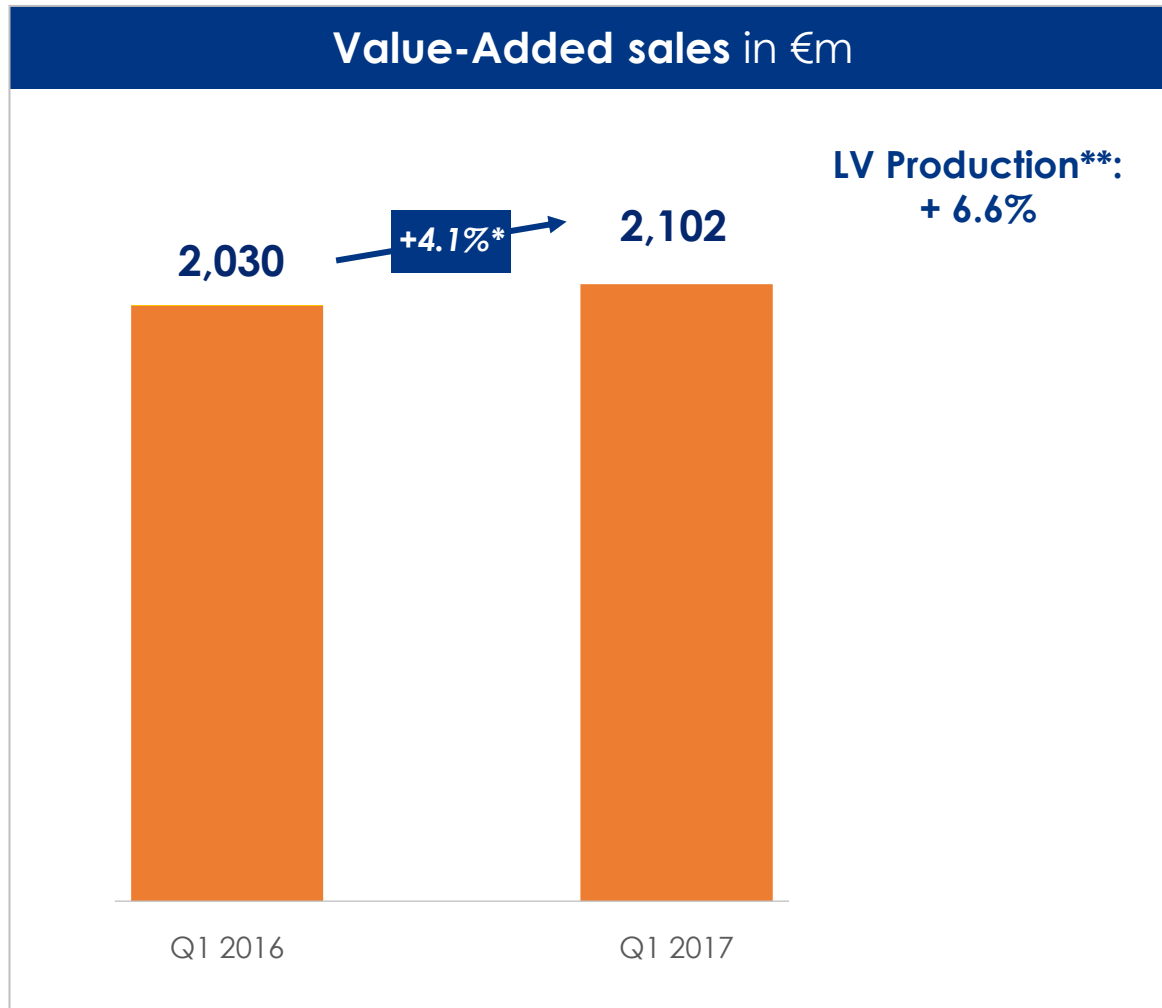
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	Scope	JV consolidation	Organic*
Value-added Sales	+10.0%	1.7%	(1.5%)	1.7%	9.8%

- Group sales outpaced light vehicle production which rose 4.9% (source IHS March 2017)
- Currencies had an overall positive impact of €66m on value-added sales
- Scope impact was negative €58m with the disposal of the Fountain Inn plant (USA) and end June 2016
- The consolidation of 2 JVs (one in China and one in Brazil) had a positive impact of €65m

Europe

Solid growth in Q1 2017 with value-added sales up 4.1%*



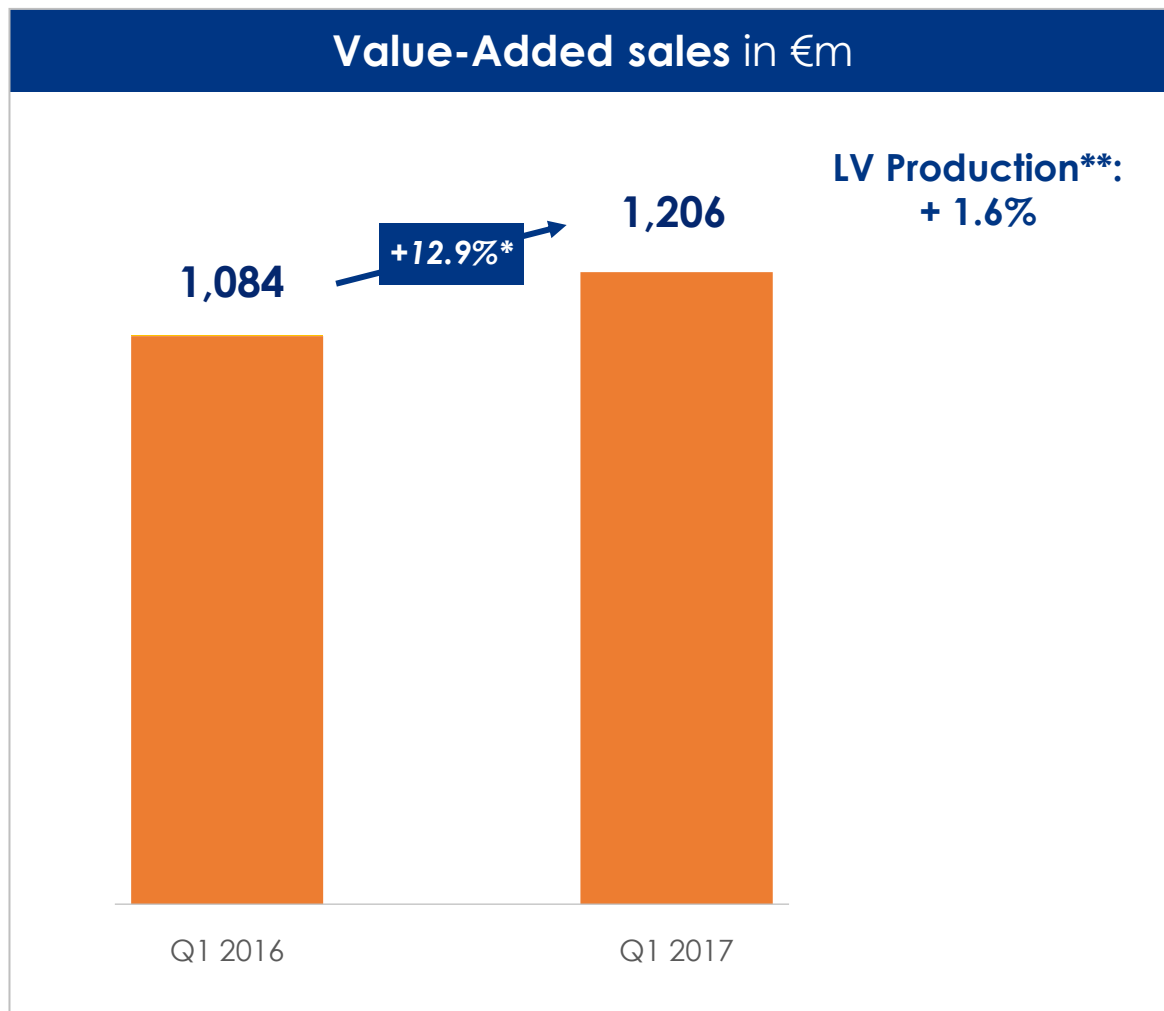
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	Organic*
Value-added Sales	+3.5%	(0.6%)	+4.1%

- Currencies had an overall negative impact of €11m on value-added sales
- Production disruption for 2 OEMs due to fire disaster in a supplier plant reduced sales by around €50m (250bp) to be recovered by year end
- Sales were driven by strong performance with Renault-Nissan (+9%*), BMW (+10%*) and Ford (+5%*)
- H2 2017 sales to be boosted by complete seat delivery to VW Group large SUVs

North America

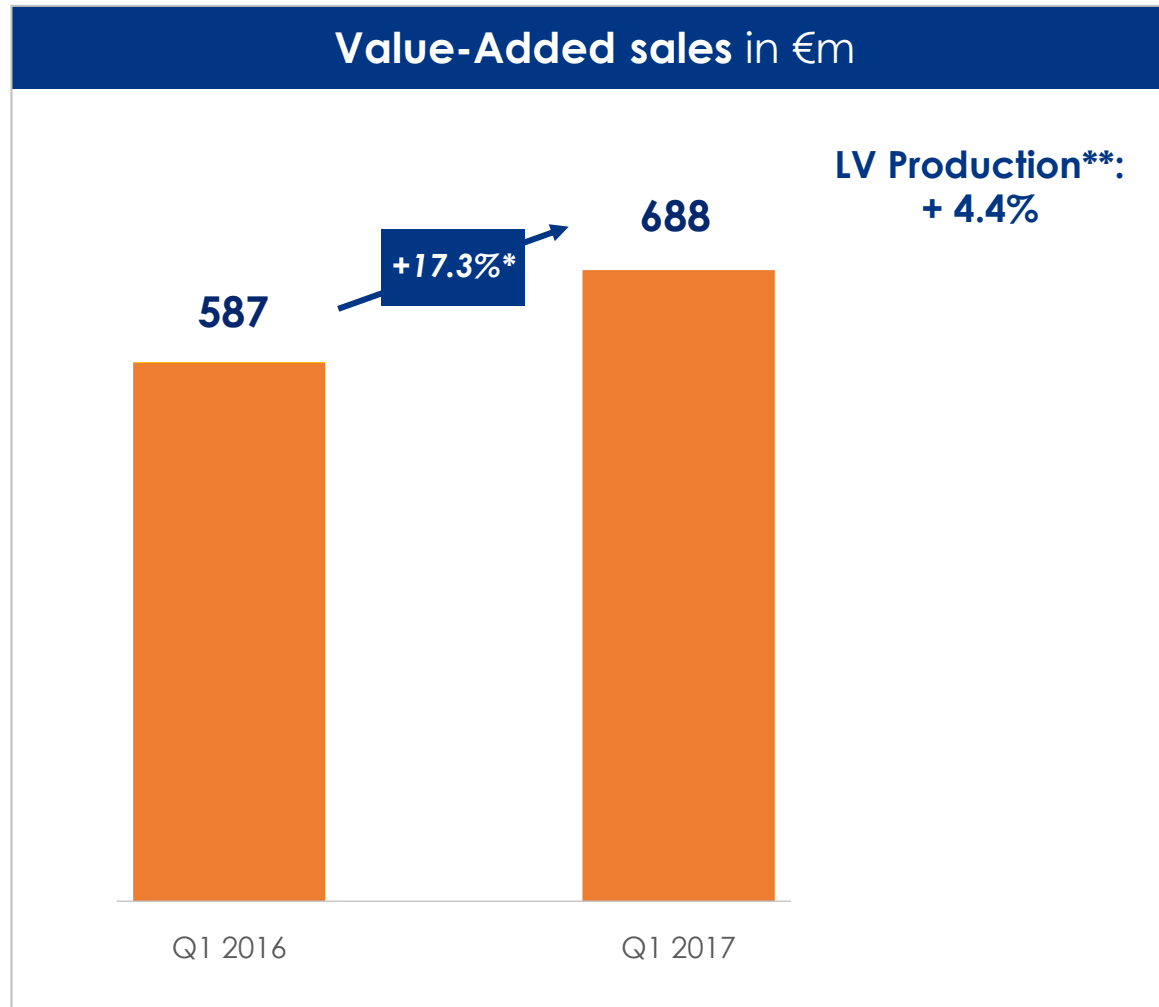
Very strong growth in Q1 2017 with value-added sales up 12.9%*



Q1 2017 vs Q1 2016

Variation	Reported	Currencies	Scope	Organic*
Value-added Sales	+11.3%	3.7%	(5.3%)	+12.9%

- Currencies had an overall positive impact of €41m on value-added sales
- Scope impact was negative €58m related to the disposal of the Fountain Inn plant (USA) and end June 2016
- Growth was driven by Ford (F-250 complete seat) up 25%* and Cummins (+45%*)
- New “Nitro” technology (single module for on-highway) started for Cummins in January 2017



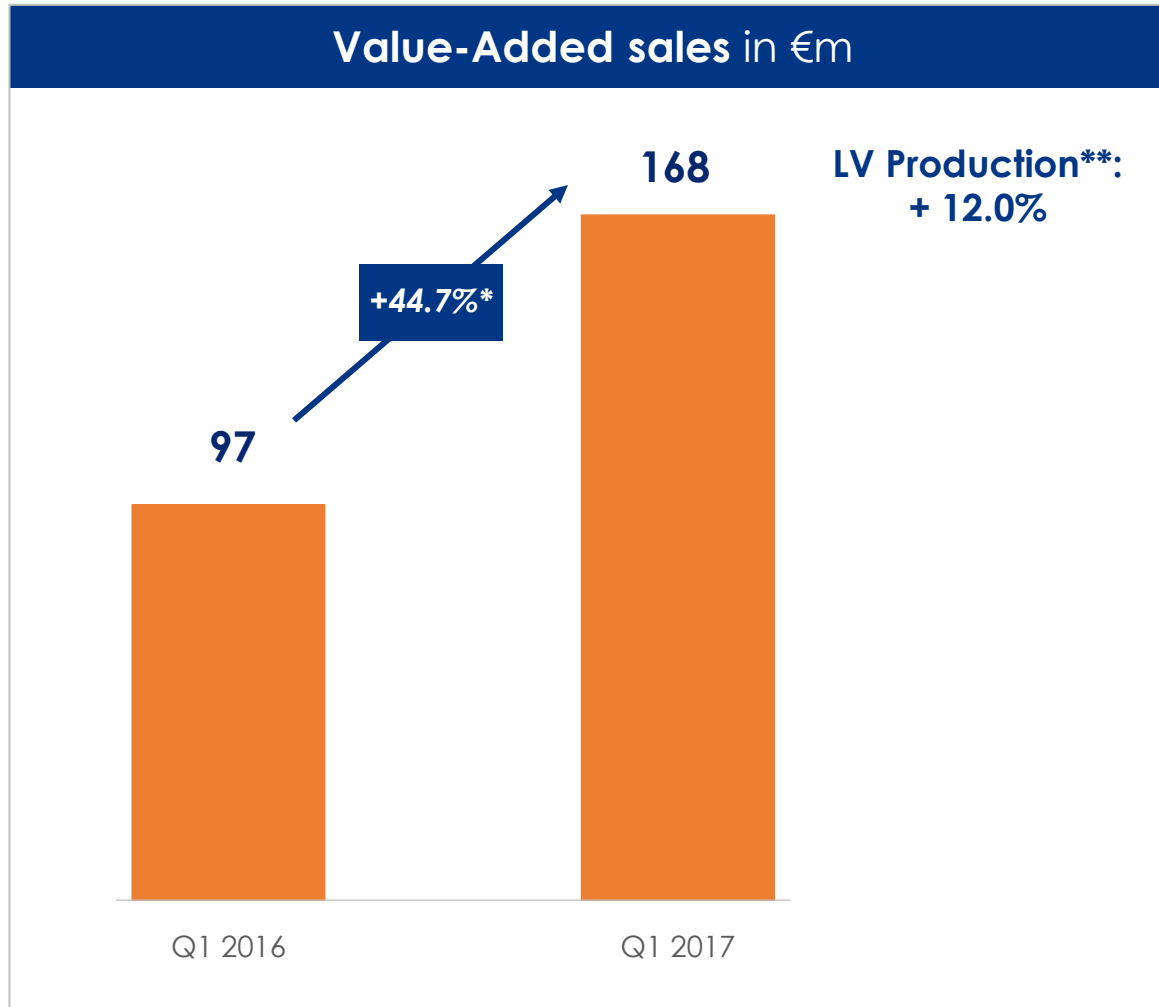
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	JV consolidation	Organic*
Value-added Sales	+17.3%		6.4%	+17.3%

- JV consolidation was positive €38m coming from the consolidation of the JV with Chang'An in China for Interiors
- In China, value-added sales rose 22.5% at constant currencies from €449m to €540m. Sales largely outpaced LV production which rose 5.6%**
- In China, sales to Chinese OEMs rose 89%* and now represent 17.5% of our sales in China on track to reach at least 20% by 2018

South America

Nearly 50% growth in Q1 2017 with value-added sales up 44.7%*



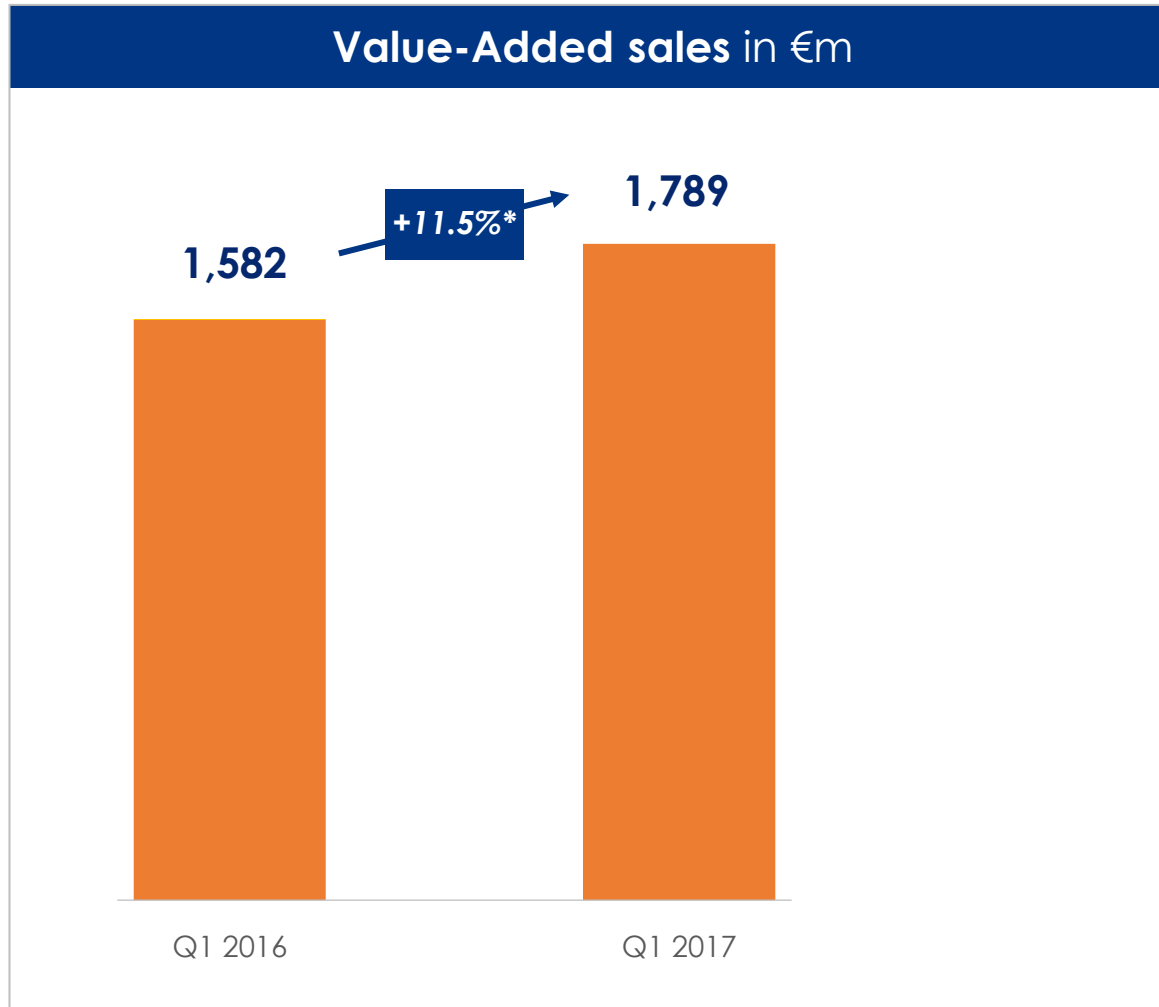
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	JV consolidation	Organic*
Value-added Sales	+73.3%	28.6%	28.5%	+44.7%

- Currencies had a strong positive impact of €28m on value-added sales
- JV consolidation was positive €28m coming from the consolidation since February 1, 2017 of the JV for FCA-Pernambuco plant in Brazil for Interiors & Exteriors
- Faurecia outperformed light vehicle production growth with organic* sales up 45% versus +12%** for LV production

Seating

Strong growth in Q1 2017 in line with past 2 years trend at 11.5%*



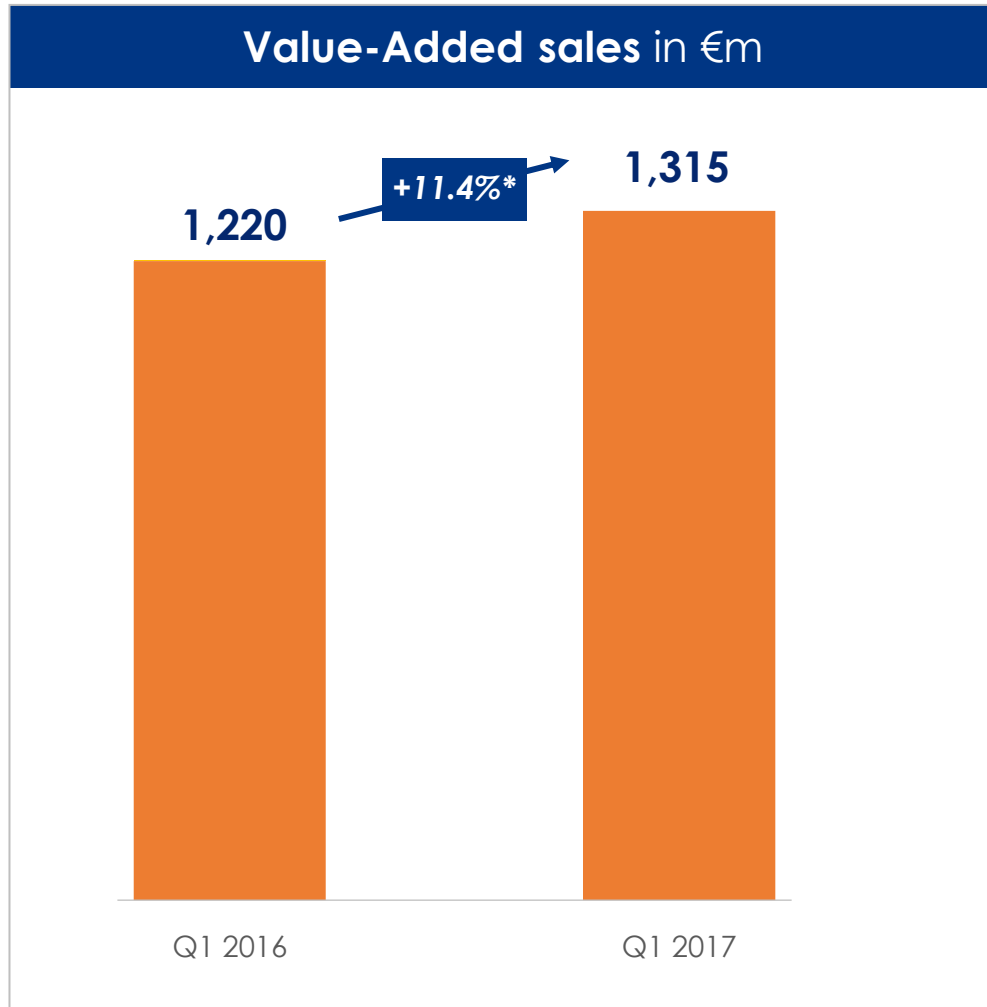
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	Organic*
Value-added Sales	+13.1%	1.6%	+11.5%

- Currencies had a positive impact of €26m on value-added sales
- Eighth quarter in a row of organic growth at double digit rate
- Seating is clearly gaining market share as worldwide light vehicle production grew 4.9%** versus +11.5%* for Seating
- Growth was driven by Ford (F-250 complete seat) with an increase over 130%* while sales to BMW rose by over 20%*
- Growth will continue at a roughly similar level in the coming quarters

Interiors

Solid growth in Q1 2017 at 11.4%*



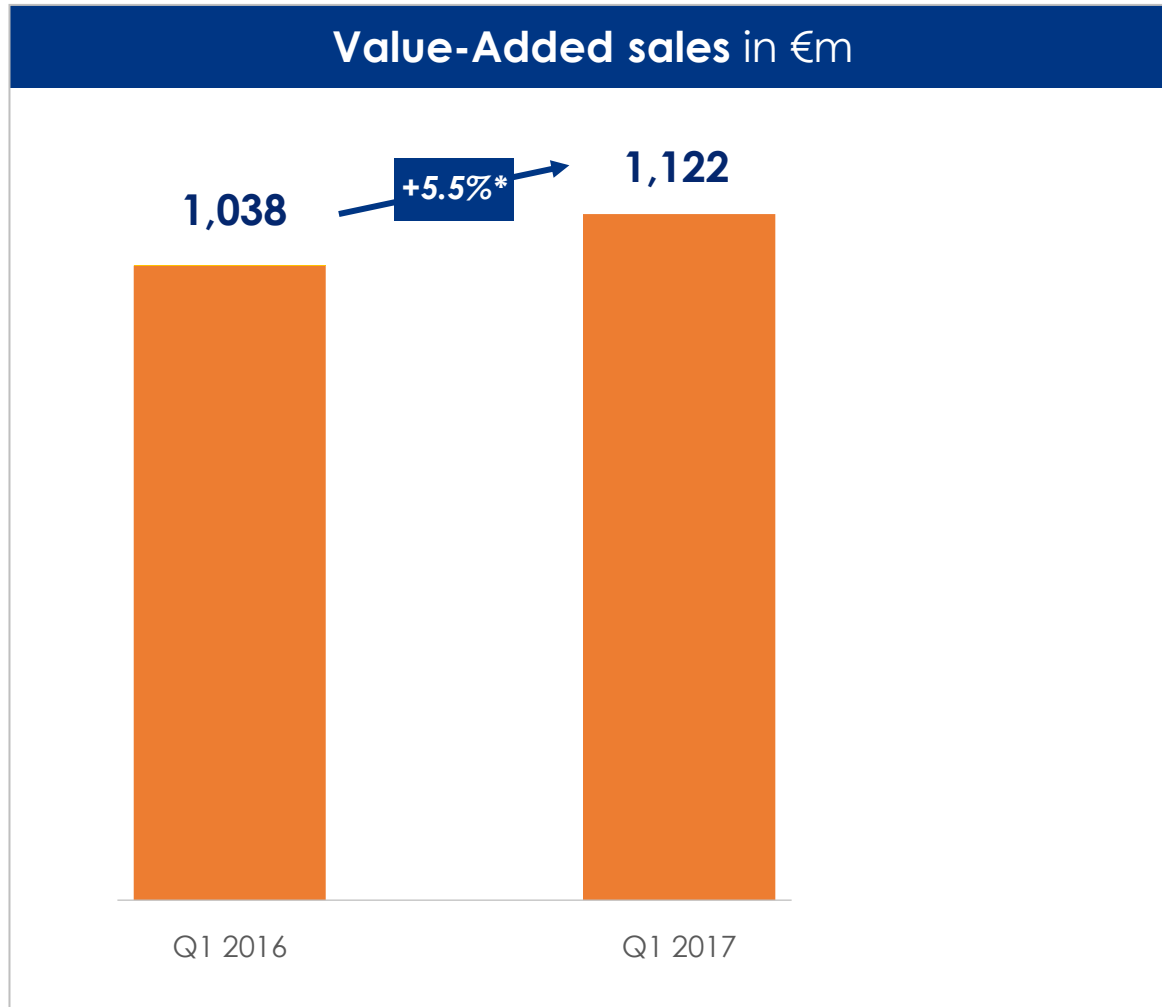
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	Scope	JV consolidation	Organic*
Value-added Sales	+7.8%	1.2%	(4.7%)	5.4%	+11.4%

- Currencies had a positive impact of €14m on value-added sales
- Scope impact was negative €58m with the disposal of the Fountain Inn plant (USA) and end June 2016
- Market share gain through partnerships with FCA, Dongfeng, and Chang'An
- JV consolidation was positive €65m coming from the consolidation of 2 JVs (one in China and one in Brazil)
- Strong growth in China (+122%*), Interiors will overtake €500m sales in 2017 and will have tripled in 3 years.
- Growth was driven by Ford +15%* and Geely-Volvo +18%*

Clean Mobility

Solid growth in Q1 2017 at 5.5%*



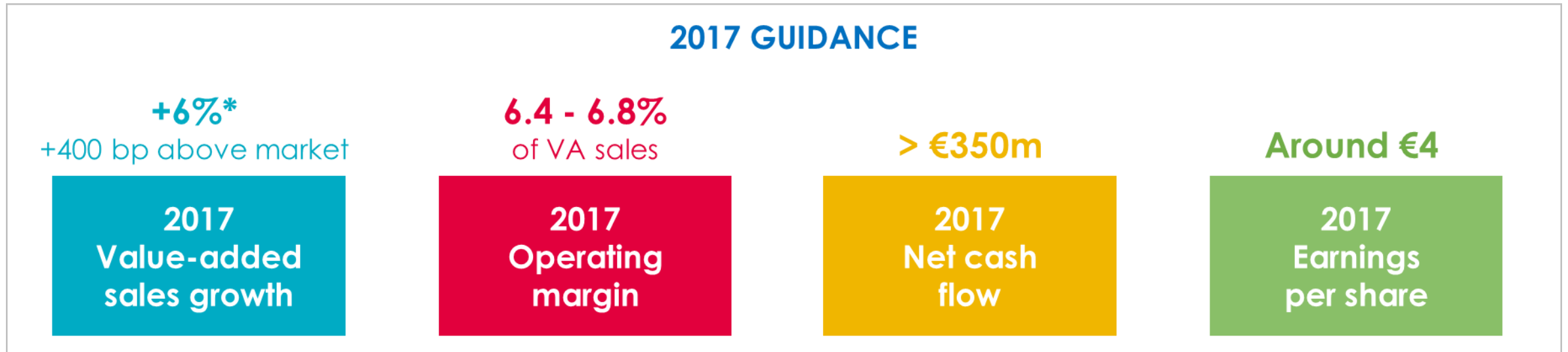
Q1 2017 vs Q1 2016

Variation	Reported	Currencies	Organic*
Value-added Sales	+8.1%	2.6%	+5.5%

- Currencies had a positive impact of €27m on sales
- Clean Mobility grew 5.5%*, above worldwide LV production (4.9%**). Growth will accelerate in H2 2017
- Growth was driven by Cummins +36%*, VW Group +12%* and by Geely-Volvo +66%*
- CVE sales rose 28%* to €133m mostly driven sales to Cummins. CVE sales reached 12% of Clean Mobility's sales. CVE's sales growth will accelerate in the foreseeable future

Conclusion – Strong performance in Q1 and 2017 guidance fully confirmed

- Strong value-added sales growth in Q1 (+ 9.8%**), slightly above Group expectations
- Positive momentum to continue in Q2 2017 (with 1 working day less)
- 2017 guidance fully confirmed



Next events & 2017 Assumptions

- **“Sustainable Mobility” Investor Day, Tuesday June 27 in London**
 - “Sustainable Mobility” is one of the two pillars of Faurecia’s strategy combining very attractive growth and profitability prospects;
- **AGM, Tuesday May 30 in Paris**
- **H1 2017 Results, Friday July 21 (webcast)**
- **Light vehicle (PC + LCV <3.5 tons) production to grow globally by 2%**
 - Europe: 1.0% to 1.5%
 - North America: 0%
 - China: 3.0% to 5.0%
- **Currencies**
 - USD/€ at 1.12; CNY/€ at 7.40

Back-up



IFRS 15 application – Revenue recognition

- Value-added sales, best representation of Group activity, are defined as total sales less monolith sales
- Monolith sales: Faurecia has a "pass through" role (no role on specification, on system validation and has no economic interest)
- According to our studies, Faurecia should be qualified as an agent for monolith
- Revenue recognition: Monolith sales will be excluded from IFRS sales from January 1, 2018. This will have no impact on Seating or Interiors, only Clean Mobility will be adjusted
- Status: Review in progress of all Monolith sales contracts and confirmation should take place in April 2017
- Since January 1, 2017, Faurecia is reporting value-added sales only, giving the reconciliation with total sales in appendix

Sales impact by type

Value-added sales in €m	Q1 2016	Currencies	Scope	JV consolidation	Organic*	Q1 2017
Seating	1 582.3	25.5			181.4	1 789.2
<i>Var in %</i>		1.6%			11.5%	13.1%
Interiors	1 219.7	14.3	-57.8	65.4	138.5	1 314.7
<i>Var in %</i>		1.2%	-4.7%	5.4%	11.4%	7.8%
Clean Mobility	1 038.1	26.5			57.4	1 122.0
<i>Var in %</i>		2.6%			5.5%	8.1%
Total	3 840.2	66.4	-57.8	65.4	377.1	4 225.9
<i>Var in %</i>		1.7%	-1.5%	1.7%	9.8%	10.0%

Sales impact by type

Value-added sales in €m	Q1 2016	Currencies	Scope	JV Consolidation	Organic*	Q1 2017	LV Production**
Europe	2 029.9	-11.2			83.0	2 101.7	
Var in %		-0.6%			4.1%	3.5%	6.6%
North America	1 083.6	40.5	-57.8		139.4	1 205.7	
Var in %		3.7%	-5.3%		12.9%	11.3%	1.6%
Asia	586.6	-0.1		37.7	101.3	687.8	
o/w China	448.6					540.2	
Var in % (Asia)		0.0%		6.4%	17.3%	17.3%	4.4%
South America	97.2	27.8		27.7	43.4	168.4	
Var in %		28.6%		28.5%	44.7%	73.3%	12.0%
RoW	42.8	9.4			10.0	62.2	
Var in %		22.0%			23.4%	45.3%	
Total	3 840.2	66.4	-57.8	65.4	377.1	4 225.9	
Var in %		1.7%	-1.5%	1.7%	9.8%	10.0%	4.9%

Sales by type

in €m	Q1 2017	Q1 2016	Growth in%
Value-added sales	4 225.9	3 840.2	10.0%
Monolith sales	865.9	816.5	6.1%
Total sales	5 091.8	4 656.7	9.3%

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

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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