

Nanterre, October 24, 2011

## Strong growth of Faurecia

### Consolidated sales increase 16% in third quarter 2011

Consolidated sales in the third quarter of 2011 stood at €3,787 million, up 16% versus the third quarter of 2010, and equally +16% like-for-like<sup>1</sup>.

**Product sales** stood at €2,865 million, up 14% versus the third quarter of 2010, and up 13% like-for-like.

During the third quarter of 2011, Faurecia thus significantly outperformed the world automobile production growth, estimated at 6%.

Compared with the third quarter of 2010, product sales growth reflects:

- continued strong business expansion in **North America**, up 24% (26% like-for-like) and up 17% in **South America** (+23% like-for-like);
- accelerated business development in **Asia**: up 17% (+21% like-for-like);
- sustained growth in **Europe** with an increase of 9% (+5% like-for-like).

The four business groups of Faurecia record strong product sales growth:

- **Automotive Exteriors**: +27% (+16% at like-for-like);
- **Emissions Control Technologies**: +18% (+23% like-for-like);
- **Interior Systems**: +12% (+12% like-for-like);
- **Automotive Seating**: +8% (+7% like-for-like).

### Nine months 2011 consolidated sales up 18%

For the first nine months of 2011, Faurecia consolidated sales reached €11,938 million, versus €10,093 million for the first nine months of 2010, an increase of 18% (16% like-for-like). Product sales for the first nine months of 2011 totaled €9,198 million, up 17% versus the same period of 2010 (14% like-for-like).

### 2011 objectives confirmed

Against this backdrop, Faurecia has confirmed its 2011 objectives.

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<sup>1</sup> Like-for-like: at constant exchange rates and scope.

## GROUP SALES FOR THE THIRD QUARTER

Faurecia's consolidated sales for the third quarter of 2011 stood at €3,787.4 million, up 15.9%. They include Plastal Spain, consolidated since October 1, 2010 (€34.6 million); Angell Demmel, as of January 1, 2011 (€25.0 million) and the Madison, Miss. (USA) seat assembly plant acquired on April 4, 2011 (€36.6 million).

**Like-for-like** (at constant exchange rates and scope, i.e. with 2011 figures excluding Plastal Spain, Angell-Demmel and the Madison plant), sales were **up 15.9%** compared with the third quarter of 2010.

### Sales:

- **Product sales** (deliveries of parts and components to automakers) totaled €2,865.6 million in the third quarter, **up 13.5%** and representing growth of 12.8% like-for-like compared versus the third quarter of 2010. They include €33.3 million product sales from Plastal Spain, €24.6 million product sales from Angell Demmel and €36.0 million product sales from the Madison plant.
- **Sales of monoliths** totaled €667.6 million, **up 26.5%**, an increase of 29.7% like-for-like versus the same period of 2010.
- **R&D, tooling and prototype sales grew by 19.0%** like-for-like in the third quarter of 2011, totaling €254.2 million.

Excluding sales of monoliths, included in Faurecia Emissions Control Technologies, sales stood at €3,119.8 million, up 13.3% like-for-like.

SALES BY TYPE	Q3-11	Q3-10	Change (%)	Lfl (*)	9M-11	9M-10	Change (%)	Lfl (*)
<i>in € millions</i>								
Product Sales	2,865.6	2,523.7	13.5%	12.8%	9,197.8	7,878.1	16.8%	13.5%
Monoliths Sales	667.6	527.7	26.5%	29.7%	1,992.6	1,582.6	25.9%	27.4%
Development, Tooling & Prototype Sales	254.2	215.4	18.0%	19.0%	747.4	632.0	18.3%	13.7%
<b>TOTAL SALES</b>	<b>3,787.4</b>	<b>3,266.7</b>	<b>15.9%</b>	<b>15.9%</b>	<b>11,937.7</b>	<b>10,092.6</b>	<b>18.3%</b>	<b>15.7%</b>

(\*) at constant rates & scope.

## Third-quarter product sales by region:

- In **Europe**, product sales totaled €1,704.4 million, up 8.5% during the third quarter, an increase of 5.2% like-for-like compared with the same period in 2010, while automobile production grew by 5.2% (Source: IHS Automotive) in the third quarter. Sales in Europe represented 59.5% of overall product sales.
- In **North America**, product sales stood at €636.8 million in the third quarter of 2011, an increase of 23.6%, representing 22.2% of overall product sales. Third quarter sales grew by 26.1% like-for-like. Automobile production grew by 5.7% (Source: IHS Automotive) during the third quarter.
- In **South America**, product sales for the third quarter of 2011 totaled €177.2 million, an increase of 17.0%, representing 6.2% of total product sales and growth of 22.5% like-for-like. During the same period, automobile production rose only 3.7% (Source: IHS Automotive).
- In **Asia**, third-quarter product sales grew by 17.1% totaling €282.8 million versus the same period in 2010, an increase of 20.9% like-for-like, for an automobile production up 5.3% (Source: IHS Automotive). They represented 9.9% of total product sales. Sales growth in China stood at 15.5% like-for-like, versus an automobile production up 8.4% (Source: IHS Automotive).
- In **other countries**, product sales totaled €64.3 million euro in the third quarter of 2011, an increase of 50.4% like-for-like.

PRODUCT SALES	Q3-11	Q3-10	Change (%)	Lfl (*)	9M-11	9M-10	Change (%)	Lfl (*)
<i>in € million</i>								
Europe	1,704.4	1,570.7	8.5%	5.2%	5,874.5	5,188.7	13.2%	7.5%
North America	636.8	515.2	23.6%	26.1%	1,860.4	1,466.7	26.8%	28.7%
South America	177.2	151.5	17.0%	22.5%	493.8	404.5	22.1%	23.2%
Asia	282.8	241.5	17.1%	20.9%	790.4	683.8	15.6%	17.8%
Other	64.3	44.8	43.6%	50.4%	178.6	134.4	32.9%	33.2%
<b>TOTAL</b>	<b>2,865.6</b>	<b>2,523.7</b>	<b>13.5%</b>	<b>12.8%</b>	<b>9,197.8</b>	<b>7,878.1</b>	<b>16.8%</b>	<b>13.5%</b>

(\*) at constant rates & scope.

## PRODUCT SALES BY BUSINESS GROUP

### Automotive Seating up 7.9%

Product sales grew by 7.9% (6.7% like-for-like) in the third quarter, totaling €1,101.4 million (of which €36.0 million product sales from the Madison plant).

### Interior Systems up 12.2%

Third-quarter sales increased by 12.2% (11.5% like-for-like), totaling €684.0 million (of which €24.6 million product sales from Angell Demmel).

### Emissions Control Technologies up 18.1%

Third-quarter sales rose by 18.1% (22.9% like-for-like), totaling €711.9 million.

### Automotive Exteriors up 27.1%

2011 third-quarter product sales totaled €368.3 million (+27.1%). Excluding the impact of Plastal Spain operations (which accounted for €33.3 million of product sales), sales showed an increase of 16.1% compared with the same period in 2010.

PRODUCT SALES	Q3-11	Q3-10	Change (%)	Lfl (*)	9M-11	9M-10	Change (%)	Lfl (*)
<i>in € million</i>								
Automotive Seating	1,101.4	1,021.2	7.9%	6.7%	3,551.3	3,223.9	10.2%	9.2%
Interior Systems	684.0	609.8	12.2%	11.5%	2,266.9	1,975.0	14.8%	13.1%
<b>Total Interior Modules</b>	<b>1,785.4</b>	<b>1,631.0</b>	<b>9.5%</b>	<b>8.5%</b>	<b>5,818.2</b>	<b>5,198.9</b>	<b>11.9%</b>	<b>10.7%</b>
Emissions Control Technologies	711.9	603.0	18.1%	22.9%	2,168.3	1,805.2	20.1%	22.7%
Automotive Exteriors	368.3	289.7	27.1%	16.1%	1,211.2	874.0	38.6%	11.3%
<b>Total Other Modules</b>	<b>1,080.2</b>	<b>892.7</b>	<b>21.0%</b>	<b>20.7%</b>	<b>3,379.5</b>	<b>2,679.2</b>	<b>26.1%</b>	<b>18.7%</b>
<b>TOTAL</b>	<b>2,865.6</b>	<b>2,523.7</b>	<b>13.5%</b>	<b>12.8%</b>	<b>9,197.7</b>	<b>7,878.1</b>	<b>16.8%</b>	<b>13.5%</b>

(\*) at constant rates & scope.

## APPENDIX

CONSOLIDATED SALES	Q3-11	Q3-10	Change (%)	Lfl (*)	9M-11	9M-10	Change (%)	Lfl (*)
<i>in € million</i>								
Automotive Seating	1 152.8	1 064.0	8.3%	7.2%	3 700.4	3 377.7	9.6%	8.7%
Interior Systems	808.5	726.5	11.3%	11.0%	2 647.1	2 292.0	15.5%	14.0%
<b>Total Interior Modules</b>	<b>1 961.3</b>	<b>1 790.5</b>	<b>9.5%</b>	<b>8.8%</b>	<b>6 347.5</b>	<b>5 669.7</b>	<b>12.0%</b>	<b>10.9%</b>
Emissions Control Technologies	1 414.5	1 158.5	22.1%	26.2%	4 263.2	3 476.2	22.6%	24.7%
Automotive Exteriors	411.6	317.7	29.6%	19.1%	1 327.0	946.7	40.2%	11.6%
<b>Total Other Modules</b>	<b>1 826.1</b>	<b>1 476.2</b>	<b>23.7%</b>	<b>24.6%</b>	<b>5 590.2</b>	<b>4 422.9</b>	<b>26.4%</b>	<b>21.6%</b>
<b>TOTAL</b>	<b>3 787.4</b>	<b>3 266.7</b>	<b>15.9%</b>	<b>15.9%</b>	<b>11 937.7</b>	<b>10 092.6</b>	<b>18.3%</b>	<b>15.7%</b>

(\*) at constant rates & scope.

Faurecia will hold a conference call with Frank Imbert, CFO, **Monday, October 24, 2011 at 8:00am** (Paris) / 7:00am (London). To join the call dial in at:

France : +33 1 70 77 09 37

UK : +44 203 367 94 59

You can also follow the call on our website: [www.faurecia.com](http://www.faurecia.com).

### About Faurecia

Faurecia is the world's sixth largest automotive equipment supplier with four key Business Groups: Automotive Seating, Emissions Control Technologies, Interior Systems and Automotive Exteriors. In 2010, the Group posted total sales of 13.8 billion euros. It employs 75,000 people in 33 countries at 238 sites and 38 R&D centers. Faurecia is listed on the NYSE Euronext Paris stock exchange. For more information, visit: [www.faurecia.com](http://www.faurecia.com)

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