

Nanterre, February 8, 2012

Faurecia net income rises 84% to reach €371 million

Fiscal 2011

- Total sales up 17.4% to €16,190 million;
- Operating income up 43% to €651 million, representing 4% of total sales;
- Net income up 84% at €371 million; net income per share (fully diluted) at € 3.11;
- Net financial debt stable at €1,224 million;
- Capital expenditure up 48% at €451 million;
- 40% increase in dividend to €0.35 per share, to be proposed at the next shareholder meeting.

Second half 2011

- Total sales up 15.3% at €8,040 million;
- Operating income up 30% to €311 million, representing 3.9% of total sales;
- Net income up 86% at €185 million.

Yann Delabrière, Chairman and CEO of Faurecia, stated: *"I would like to thank all Faurecia teams for these results, which represent the best performance in the history of our Group. Faurecia has from now restored solid fundamentals on which it can now rely on to develop its profitable growth strategy. The €13.5 billion in new contracts won this year reflects the dynamism of our company and the confidence of our customers. Thanks to them, Faurecia should reach the €20 billion sales mark in 2015."*

2011 ANNUAL RESULTS

In € million	2011	H2-2011	2010	H2-2010
Total sales	16,190	8,040	13,796	6,970
Variation	+17.4%	+15.3%		
Operating income	651	311	456	239
as % of total sales	4.0%	3.9%	3.3%	3.4%
Net income (Group share)	371	185	202	100
Net cash flow	(26)	(20)	222	85
Net financial debt	1,224		1,197	
Capital expenditure	451	275	304	180

Growth above market

Full-year results 2011:

- **Product sales** (parts and components supplied to automakers) stood at €12,391 million, **up 15.8%**, or 12.9% at constant exchange rates and scope¹. Faurecia records growth well above world automobile production which grew only **3%**.
- **Sales of monoliths** (included in exhaust catalytic converters), were **up 23.9%** to €2,687 million, representing growth of 25.4% like-for-like.
- **Development, Tooling and Prototype sales** rose **19.3%** to €1,112 million, up 16.0% like-for-like.
- **Total sales in 2011** reached €16,190 million, an increase of **17.4%**, or 15.0% like-for-like.

Second half 2011:

- **Product sales increased 13.4%** to €6,059 million, up 11.9% like-for-like, versus world automobile production which grew only **3%**.
- **Sales of monoliths** stood at €1,362 million, **up 22.4%**, or 24.6% like-for-like.
- **Development, Tooling and Prototype sales** were **up 20.0%** and 20.1% like-for-like at €619 million.
- **Total sales** reached €8,040 million, **up 15.3%**, or 14.6% like-for-like.

Strong growth and market share gains in all regions

Full-year 2011:

- In **Europe**, product sales grew by **11.0%** (6.2% like-for-like) to €7,815 million. This was achieved against a **6%** increase in automobile production in Europe in fiscal 2011. In 2011, Europe represented 63% of total product sales, versus 66% in 2010.
- In **North America**, where automobile production was up **10%**, product sales increased by **32.6%** (32.6% like-for-like) to €2,579 million. In 2011, the region accounted for 21% of product sales, versus 18% in 2010.
- In **Asia**, product sales grew by **15.4%** (16.1% like-for-like) to €1,117 million. 2011 product sales in **China** increased by **11.6%** (11.8% like-for-like) to €881 million, while automobile production was up 2%. 2011 product sales in **South Korea** rose **34.3%** to €163 million, versus an automobile production up 9%. Asia represented 9% of Faurecia product sales in 2011.
- In **South America**, product sales increased by **14.8%** (17.2% like-for-like) to €639 million, compared with automobile production up **3%**. South America represented 5% of total product sales in 2011.

¹ 2010 restated data includes Plastal Germany for the whole year; 2011 restated data excludes Plastal Spain for January-September, Angell Demmel and the Madison plant for the whole year.

- In the **rest of the world**, product sales were up **30.9%** (34.8% like-for-like) at €241 million, accounting for 2% of total product sales in 2011.

Second half 2011:

- **In Europe**, product sales grew by **6.4%** (3.7% like-for-like) to €3,645 million whilst light vehicles production increased by 4%.
- **In North America**, product sales grew by **36.5%** (35.0% like-for-like) to €1,356 million when light vehicles production increased 11%.
- **In Asia**, product sales grew by **16.0%** (16% like-for-like) to €609 million, with automobile production up 1%. Second-half product sales were up **11.8%** in China, on a light vehicles production up 1%. Second-half product sales were up 40% in **South Korea**, versus automobile production up 7%.
- **In South America**, product sales increased to €322 million, up **6.2%** (11.9% like-for-like) compared with automobile production down 2%.
- In the **rest of the world**, product sales reached €127 million, up **34.1%**, or 44.5% like-for-like.

Sustained growth across all Business Groups

Product sales by Business Group:

Automotive Seating

Product sales stood at €4,770 million, up **8.3%** like-for-like. Growth in the second half totaled 6.1% like-for-like.

Interior Systems

Product sales reached €3,075 million, up **14.1%** like-for-like. In the second half, product sales were up 14.5% like-for-like.

Emissions Control Technologies

Product sales totaled €2,935 million, up **20.7%** like-for-like. In the second half, product sales grew by 18.9% like-for-like.

Automotive Exteriors

Product sales totaled €1,611 million, up **10.9%** like-for-like. In the second half, sales rose 12.5% like-for-like.

Operating income up 43% to €651 million

2011 operating income reached €651 million, representing **4.0% of total sales**, an increase of 43%, up €195 million over 2010. This surge results from the Group's strong growth and the fixed costs reduction in Europe. Outside Europe, the Group continued to expand its industrial footprint and the strengthening of its staff to prepare for its future development.

Operating income of the Automotive Seating and Interior Systems business groups grew €153 million to €408 million, or 4.7% of total sales. This performance is the result of operational progress and better profitability of programs launched into production during the last three years.

The operating income of the business groups Emissions Control Technologies and Automotive Exteriors advanced €43 million to reach €243 million, or 5.0% of total sales excluding monoliths.

In the second half of 2011, operating income rose 30% to €311 million, representing **3.9% of total sales**, versus 3.4% in the second half of 2010.

Net income up 84% to €371 million

Restructuring charges amounted to €56 million (versus €117 million in 2010), of which €24 million occurred in the second half of 2011. The strong decline of these charges stems from the conclusion of the rationalization plan in Europe and of the completion of the integration of Emcon Technologies, acquired in February 2010.

Net interest expenses increased to €99 million (versus €91 million in 2010). In the second half, net interest expenses were €57 million, compared with €43 million one year ago.

Consolidated net income (Group share) reached €371 million, up 84%, versus a net profit of €202 million in 2010. In the second half, it amounted to €185 million. The net income per share stands at €3.11 versus €1.79 in 2010.

Taking into account net income per share and growth prospects, the Board of Directors announced that it would propose a **dividend of €0.35 per share** at the next shareholder meeting, in May 2012. This represents a **40% increase** over last year's dividend of €0.25 per share.

Stability of financial debt and improvement in equity

The year 2011 was marked by strong Faurecia growth and increased capital expenditure (€451 million versus €304 million in 2010) to sustain growth, mainly in emerging countries. Faurecia nearly balanced its net **cash flow at €-26 million**.

Net financial debt at the end of December **stood at €1,224 million**, reflecting a slight increase of €27 million compared with the €1,197 million posted in 2010.

With **equity of €1,267 million** at the end of December 2011, versus €898 million at the end of December 2010, Faurecia's balance sheet ratios substantially improved during 2011. The net debt on equity ratio stood at 0.97 at the end of December 2011.

Global debt refinancing

At the end of 2011, Faurecia successfully achieved a **global debt refinancing of €1.6 billion**, mainly resulting from:

- **Issuance of €350 million in notes** maturing in December 2016, bearing a coupon of 9.375%;
- **A new syndicated credit facility of €1,150 million**, comprising two tranches, A (€690 million) and B (€460 million), maturing respectively in November 2014 and November 2016.

New contracts worth €13.5 billion

Fiscal 2011 marked another record year for **new contracts at €13.5 billion**, leading to a **€35.4 billion order backlog** (for the lifetime of the contracts), equivalent to **almost three years of product sales**.

Priorities for 2012

Faurecia is expecting **2012** worldwide light vehicle production to grow between 3% and 5%, with growth in North America, South America and China and a production decline between 4% and 6% in Europe. On that basis, **Faurecia's objectives** are as follows:

- Total sales of between €16.3 billion and €16.7 billion, an increase of 1% to 3%;
- Operating income of between €610 million and €670 million;
- Balanced net cash flow.

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 2011, the Group posted total sales of €16.2 billion. At December 31, 2011, Faurecia employed 84,200 people in 33 countries at 270 sites and 40 R&D centers. Faurecia is listed on the NYSE Euronext Paris stock exchange. For more information, visit: www.faurecia.fr

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APPENDICES

Fiscal 2011

TOTAL SALES

<i>in € million</i>	2011	2010	Change	Change (*)
Total Sales	16,190.2	13,795.9	17.4%	15.0%
o/w Product Sales	12,391.1	10,695.8	15.8%	12.9%
o/w Monoliths Sales	2,687.3	2,168.1	23.9%	25.4%
o/w Tooling, R&D and Proto Sales	1,111.8	932.0	19.3%	16.0%

(*) like-for-like

PRODUCT SALES BY REGION

<i>in € million</i>	2011	2010	Change	Change (*)
Product Sales	12,391.1	10,695.8	15.8%	12.9%
o/w Europe	7,815.3	7,042.9	11.0%	6.2%
o/w North America	2,579.2	1,944.7	32.6%	32.6%
o/w South America	639.0	556.7	14.8%	17.2%
o/w Asia	1,116.8	967.7	15.4%	16.1%
<i>o/w China</i>	<i>880.7</i>	<i>789.3</i>	<i>11.6%</i>	<i>11.8%</i>
o/w Other	240.7	183.9	30.9%	34.8%

(*) like-for-like

Second half 2011

TOTAL SALES

<i>in € million</i>	H2 2011	H2 2010	Change	Change (*)
Total Sales	8,039.9	6,970.0	15.3%	14.6%
o/w Product Sales	6,058.9	5,341.4	13.4%	11.9%
o/w Monoliths Sales	1,362.4	1,113.2	22.4%	24.6%
o/w Tooling, R&D and Protos Sales	618.6	515.5	20.0%	20.1%

(*) like-for-like

PRODUCT SALES BY REGION

<i>in € million</i>	H2 2011	H2 2010	Change	Change (*)
Product Sales	6,058.9	5,341.4	13.4%	11.9%
o/w Europe	3,645.2	3,424.8	6.4%	3.7%
o/w North America	1,355.6	993.2	36.5%	35.0%
o/w South America	322.4	303.7	6.2%	11.9%
o/w Asia	609.1	525.4	15.9%	16.0%
<i>o/w China</i>	<i>482.5</i>	<i>428.9</i>	<i>12.5%</i>	<i>11.8%</i>
o/w Other	126.6	94.3	34.3%	44.5%

(*) like-for-like