

Nanterre, April 24, 2012

## Consolidated sales increased 8.4% in first quarter 2012

- Faurecia's consolidated sales for the first quarter of 2012 rose 8.4% to €4,297 million, or +6% at constant exchange rates and on a comparable basis.
- Product sales reflected:
  - A slight decline in Europe of 2.0% despite a significant drop in production;
  - Rapid growth in North America: up 26% like-for-like;
  - Ongoing expansion in Asia: up 16% like-for-like.

### GROUP SALES FOR THE FIRST QUARTER OF 2012

Faurecia sales totaled €4,296.6 million in the first quarter of 2012, up 8.4%. This figure includes sales for the Madison plant (Mississippi, USA), consolidated since April 4, 2011 (€43.8 million).

**At constant exchange rates and on a comparable basis**, sales were up 6.0% in the first quarter of 2012

### Sales by type:

- **Product sales** (deliveries of parts and components to automakers) totaled €3,353.1 million in the first quarter of 2012, an increase of 8.0% representing a growth of 5.3% at constant exchange rates and on a comparable basis. This figure includes €43.8 million in product sales from the Madison plant.
- **Monolith sales**, included in exhaust catalytic converters, were up 12.1% at €723.3 million, an increase of 10.7% at constant exchange rates.
- **R&D, tooling, and prototype sales** grew by 2.7% in the first quarter of 2012 to €220.2 million, an increase of 2.3% at constant exchange rates.

## SALES

<i>In €m</i>	Q1 2012	Q1 2011	Change	Change (*)
<b>Consolidated sales</b>	<b>4,296.6</b>	<b>3,963.0</b>	<b>8.4%</b>	<b>6.0%</b>
of which Product sales	3,353.1	3,103.6	8.0%	5.3%
of which Monolith sales	723.3	644.9	12.1%	10.7%
of which Development, tooling & prototypes for third parties	220.2	214.5	2.7%	2.3%

(\*) at constant exchange rates and on a comparable basis

### Breakdown of Q1 product sales by region:

(Change is shown at constant exchange rates and on a comparable basis).

- **Europe:** €2,053.0 million, down 2.0%, whilst light vehicle production declined by 4.6%;
- **North America:** €793.5 million, up 25.5%, whereas light vehicle production rose 16.3% over the quarter;
- **South America:** €148.8 million, up 3.5% despite light vehicle production down 6.1% over the quarter;
- **Asia:** €308.6 million, up 15.7% (including an increase of 11.1% in China). In Asia light vehicle production rose 10.8% in Q1-2012 (including a 2.4% drop in China).

### PRODUCT SALES BY REGION

<i>In €m</i>	Q1 2012	Q1 2011	Change	Change (*)
<b>Product sales</b>	<b>3,353.1</b>	<b>3,103.6</b>	<b>8.0%</b>	<b>13.3%</b>
of which Europe	2,053.0	2,094.5	(2.0%)	(2.0%)
of which North America	793.5	568.7	39.5%	25.5%
of which South America	148.8	146.8	1.4%	3.5%
of which Asia	308.6	249.7	23.6%	15.7%
<i>of which China</i>	<i>238.6</i>	<i>197.5</i>	<i>20.8%</i>	<i>11.1%</i>

(\*) at constant exchange rates and on a comparable basis

## PRODUCT SALES BY BUSINESS GROUP

(Change is shown at constant exchange rates and on a comparable basis).

### **Automotive Seating**

Product sales totaled €1,273.2 million (of which € 43.8m from the Madison plant), an increase of 1.8%:

### **Interior Systems**

Product sales totaled €845.0 million, up 8.0%:

### **Emissions Control Technologies**

Product sales totaled €823.1 million, an increase of 13.3%:

### **Automotive Exteriors**

Product sales totaled €411.8 million, a decrease of 3.2%. Europe represented 96% of product sales.

## PERSPECTIVES

The good sales momentum in Q1 is indicative of an improving geographical mix of Faurecia's sales and of an enlarged client portfolio.

In Q2-2012, light vehicle production in Europe is expected to decline more than in Q1 whilst other markets are expected to continue growing at a steady pace.

Against this backdrop, Faurecia confirms the 2012 objectives announced on February 8, 2012.

## APPENDIX

### PRODUCT SALES

<i>In €m</i>	Q1 2012	Q1 2011	Change	Change (*)
<b>Product sales</b>	<b>3,353.1</b>	<b>3,103.6</b>	<b>8.0%</b>	<b>5.3%</b>
Automotive Seating	1,273.2	1,188.0	7.2%	1.8%
Interior Systems	845.0	775.4	9.0%	8.0%
<b>Total Interior Modules</b>	<b>2,118.2</b>	<b>1,963.4</b>	<b>7.9%</b>	<b>4.2%</b>
Emissions Control Technologies	823.1	715.7	15.0%	13.3%
Automotive Exteriors	411.8	424.5	(3.0%)	(3.2%)
<b>Total Other Modules</b>	<b>1,234.9</b>	<b>1,140.2</b>	<b>8.3%</b>	<b>7.2%</b>

(\*) at constant exchange rates and on a comparable basis

### CONSOLIDATED SALES

<i>In €m</i>	Q1 2012	Q1 2011	Change	Change (*)
<b>Consolidated sales</b>	<b>4,296.6</b>	<b>3,963.0</b>	<b>8.4%</b>	<b>6.0%</b>
Automotive Seating	1,321.3	1,233.6	7.1%	1.9%
Interior Systems	964.7	875.9	10.1%	9.3%
<b>Total Interior Modules</b>	<b>2,286.0</b>	<b>2,109.5</b>	<b>8.4%</b>	<b>4.9%</b>
Emissions Control Technologies	1,579.0	1,387.5	13.8%	12.2%
Automotive Exteriors	431.6	466.0	(7.4%)	(7.6%)
<b>Total Other Modules</b>	<b>2,010.6</b>	<b>1,853.5</b>	<b>8.5%</b>	<b>7.3%</b>

(\*) at constant exchange rates and on a comparable basis

### 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 84,000 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.com](http://www.faurecia.com)

### Contacts

Media  
 Olivier Le Fricc  
 Manager Media Relations  
 Tel: +33 (0)1 72 36 72 58  
 Mob: +33 (0)6 76 87 30 17  
[olivier.lefricc@faurecia.com](mailto:olivier.lefricc@faurecia.com)

Analysts/Investors  
 Eric-Alain Michelis  
 Director Investor Relations  
 Tel: +33 (0)1 72 36 75 70  
 Mob: +33 (0)6 64 64 61 29  
[eric-alain.michelis@faurecia.com](mailto:eric-alain.michelis@faurecia.com)