

Paris - 19 July 2012

### **FIRST-HALF 2012 RESULTS**

Plastic Omnium reported further increases in sales and earnings in first-half 2012:

- €2.39 billion in revenue, an increase of 18.4% over 2011
- Operating margin of €169 million, representing 7.1% of revenue
- Net profit of €98 million, or 4.1% of revenue
- €73 million in free cash flow
- Net debt representing less than one year of EBITDA

# First-half 2012 results

The Board of Directors of Compagnie Plastic Omnium met on 17 July 2012 under the chairmanship of Laurent Burelle to approve the consolidated financial statements for the six months ended 30 June 2012.

(in € millions)	First-Half	First-Half
	2011	2012
Revenue	2,019.5	2,390.4
of which international revenue	80%	83%
Operating Margin	150.4	169.3
as a % of revenue	7.4%	7.1%
Net profit	91.4	98.0
Net profit - Group share	88.0	94.7
EBITDA*	240.0	264.2
as a % of revenue	11.9%	11.1 %

<sup>(\*)</sup> Earnings Before Interest, Tax, Depreciation and Amortization

	30 June 2011	30 June 2012
Net debt at period-end	499	464
Gearing	77%	60%

### Automotive

Revenue from the Automotive businesses rose by 21.7% to €2.16 billion. At constant scope of consolidation and exchange rates, the increase came to 12.3%.

In the first half, global automobile production rose 9%, led by increases of 21% in North America and 8% in Asia.

In North America (United States, Canada and Mexico), Plastic Omnium's production base, comprising 15 plants, was strengthened in 2011 with the acquisition of Ford Motor Company's fuel tank manufacturing assets and with the construction, currently underway, of two new production facilities, one in the United States and the other in Mexico. Automotive revenue in North America rose by 43% and represented 30% of the Division total.



Plastic Omnium has 23 plants in Asia and operates in Japan, South Korea, Thailand, India and China, where five new plants will be added to the Company's production base in 2012. Automotive revenue in Asia rose by 28% and represented 16% of the Division total.

In a Western European contracted market, revenue rose by 7% in the first six months of 2012 and accounted for 39% of the Division total, compared with 44% in the prior-year period.

In Eastern Europe, revenue increased 29%, led by growth drivers, thanks to the acquisition of Plastal Poland, and by new market share gains.

Plastic Omnium also reaffirmed its commitment to automobile emissions-control solutions by recently announcing the construction – in France in 2014 – of a new global research and development center for its fuel systems business.

In this sustained business environment, the Division reported operating margin of  $\in$ 159 million, representing 7.4% of revenue, an increase over the  $\in$ 142.4 million reported last year.

### Environment

The Environment Division generated €228.9 million in revenue. At constant scope of consolidation and exchange rates (adjusted to take into account the sale of certain road signage assets to Vinci), revenue rose by 1.6%.

Operating margin increased to €10.3 million, representing 4.5% of revenue, compared with €8 million and 3.3% of revenue in first-half 2011.

# Free cash flow of €73 million: 3.1% of revenue

The Company's accelerated expansion in fast-growing regions, with 11 new plants opening this year, and its sales successes, with 74 major contracts signed in 2011, resulted in sustained capital spending. Project development and capital expenditure amounted to €129 million in first-half 2012 and represented 5.4% of revenue.

These investments were covered by €244 million in funds from operations, which corresponded to 10.2% of revenue. Investments are expected to continue at a sustained level over the next few half-year period, ensuring the Company's self-financed future growth.

Net debt stood at €464 million, compared with €499 million at 30 June 2011 and €471 million at 31 December 2011.

Compagnie Plastic Omnium's available medium-term facilities were strengthened during the first half, thereby covering its financing needs through year-end 2016.

### **Outlook**

In a still uncertain economic environment, Plastic Omnium's global positioning will enable it to outpace growth in worldwide automobile production in the second half.

Barring any change in market conditions, the Company will continue to generate positive free cash flow and fund its growth from operations in the last six months of the year.

More detailed financial information is available at www.plasticomnium.com