

Nanterre (France), October 22, 2013

## Faurecia consolidated sales up 5.2% in third quarter of 2013

Faurecia consolidated sales stood at €4,116.9 million in the third quarter of 2013, up 5.2% at constant exchange rates and on a comparable basis. Reported sales were up 0.8%. Over the quarter, exchange rate variations weighed 4% on the business activity.

Per type of sales the breakdown is as follows:

- **Product sales** (parts and components delivered to automakers) totaled €3,129.9 million during the third quarter of 2013, up 1.9% (like-for-like) and down 2.7% on a reported basis;
- **Monolith sales**<sup>1</sup> were up 10.8% at €673.7 million;
- **Development, tooling and prototype sales** grew by 20.2% in the third quarter of 2013 to €313.3 million, as a result of the continued high development activities on new contracts.

### SALES PER REGION

- In **Europe**, product sales declined 1.4% to €1,651.1 million, against €1,675.2 million during the third quarter of 2012. Like-for-like, the decrease stood at 1.0%. European light vehicle production has stabilized at a very low level and is expected to grow slightly during the fourth quarter then continue to grow at a very low pace in 2014, given the modest economic growth expected in Europe.
- In **North America**, product sales reached €834.8 million, down 13.4%. Like-for-like, the fall was 5.3% over the period. The decrease is mainly due to an unfavorable sales mix and to additional customer plant shutdowns to prepare for new vehicle launches. After a period of very strong growth since 2009, the Group's sales should continue to grow at more moderate pace, which will allow Faurecia to consolidate its operational performance and recent acquisitions.
- In **Asia**, Faurecia continues demonstrating strong growth with product sales rising 21.4% to €422.9 million, mainly led by a 23.2% growth in China, which represents over 80% of the business in the region. Like-for-like, the increase is 24.9% in Asia and 25.6% in China, where Faurecia outperformed the market and continued to gain market share. Our model of profitable growth is thus confirmed in China and Korea.
- In **South America**, product sales were up 4.4% to €190.3 million. Like-for-like, the growth stood at 26.9%. This strong growth is expected to continue due to the ramp-up of new industrial sites. However, the Group remains concerned by the high inflation, the exchange rate deterioration and the slowdown in economic growth expected both in Brazil and in Argentina.
- In the **rest of the world**, product sales decreased 34.6% to €30.7 million. Like-for-like, the drop was 15.4%.

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<sup>1</sup> Monoliths: precious metals and ceramics used in emissions control systems.

## PRODUCT SALES BY BUSINESS GROUP

### **Automotive Seating**

Product sales reached €1,094.8 million, down 7.0%. Like-for-like, the decline was 3.5%, due to the unfavorable customer mix in North America.

### **Interior Systems**

Product sales reached €856.1 million, down 3.8%. Like-for-like, the increase was 3.6%, with a negative perimeter effect of €24.5 million, due to the transfer of cockpit assembly from the Faurecia Louisville (Kentucky, USA) site to SAS, a non-consolidated joint-venture of Faurecia and Continental.

### **Emissions Control Technologies**

Product sales reached €806.2 million, up 4.9%. Like-for-like, growth stood at 10.4%, driven mainly by Asia (+25%), North America and the commercial vehicles business (+28.4%).

### **Automotive Exteriors**

Product sales reached €372.8 million, down 2.3%. Like-for-like, the decrease was 2.7%.

## OUTLOOK FOR 2013

Faurecia confirms its targets for 2013:

- An increase in sales to reach between €17.8 and 18.0 billion;
- Operating income improvement, particularly due to an accelerated recovery in North America, a €50 million reduction in fixed costs in Europe and sustained high profitability in Asia;
- For the year, positive net cash flow before restructuring (estimated at €120 million).

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A conference call with Michel Favre (CFO) will take place today at 6:00pm (Paris time).

**Dial-in numbers:** France: +33 1 76 77 22 26 / GB: +44 20 3427 1902 / USA: +1 646 254 3363

Confirmation code: 5807721

You can also follow this conference call on our website at: [www.faurecia.fr](http://www.faurecia.fr) or [www.faurecia.com](http://www.faurecia.com). For more details, a financial presentation is available for download on Faurecia's website.

An Investor Day will be held in Paris, at Pavillon Gabriel, on Monday, November 25, 2013.

### **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 2012, the Group posted total sales of €17.4 billion. At December 31, 2012, Faurecia employed 94,000 people in 34 countries at 320 sites, including 30 R&D centers. Faurecia is listed on the NYSE Euronext Paris stock exchange and trades in the U.S. over-the-counter (OTC) market. For more information, visit: [www.faurecia.com](http://www.faurecia.com)

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**APPENDIX**

## Sales by category, Q3-2013

Q3-2013, in € million	Product sales	Monolith sales	Development, tooling, prototypes and other services	Total sales
Automotive Seating	1,094.8		60.3	1,155.1
Interior Systems	856.1		160.9	1,017.0
<b>Total Interior Modules</b>	<b>1,950.9</b>		<b>221.2</b>	<b>2,172.1</b>
Emissions Control Technologies	806.2	673.7	41.2	1,521.1
Automotive Exteriors	372.8		50.9	423.7
<b>Total Other Modules</b>	<b>1,179.0</b>	<b>673.7</b>	<b>92.1</b>	<b>1,944.8</b>
<b>TOTAL</b>	<b>3,129.9</b>	<b>673.7</b>	<b>313.3</b>	<b>4,116.9</b>

## Sales by category, 9 months 2013

9M-2013, in € million	Product sales	Monolith sales	Development, tooling, prototypes and other services	Total sales
Automotive Seating	3,686.4		184.8	3,871.2
Interior Systems	2,841.2		547.3	3,388.5
<b>Total Interior Modules</b>	<b>6,527.6</b>		<b>732.1</b>	<b>7,259.7</b>
Emissions Control Technologies	2,506.9	2,061.1	144.6	4,712.6
Automotive Exteriors	1,233.1		176.7	1,409.7
<b>Total Other Modules</b>	<b>3,740.0</b>	<b>2,061.1</b>	<b>321.2</b>	<b>6,122.3</b>
<b>TOTAL</b>	<b>10,267.6</b>	<b>2,061.1</b>	<b>1,053.3</b>	<b>13,382.0</b>

## Consolidated sales, per type of sales

Type of sales (in € million)	Q3-13	Q3-12	Change (%)	Org.* (%)	9M-13	9M-12	Change (%)	Org.* (%)
Product sales	3,129.9	3,217.1	(2.7)	1.9	10,267.6	9,970.0	3.0	2.8
Monolith sales	673.7	607.9	10.8	15.0	2,061.1	2,018.2	2.1	4.0
Development, tooling, prototyping and other services	313.3	260.7	20.2	23.5	1,053.3	862.1	22.2	23.0
<b>TOTAL DES VENTES</b>	<b>4,116.9</b>	<b>4,085.7</b>	<b>0.8</b>	<b>5.2</b>	<b>13,382.0</b>	<b>12,850.3</b>	<b>4.1</b>	<b>4.3</b>

## Consolidated sales, per business group

Consolidated sales (in € million)	Q3-13	Q3-12	Change (%)	Org.* (%)	9M-13	9M-12	Change (%)	Org.* (%)
Automotive Seating	1,155.1	1,224.4	(5.7)	(2.1)	3,871.2	3,889.2	(0.5)	1.4
Interior Systems	1,017.0	1,031.9	(1.4)	5.5	3,388.5	3,107.9	9.0	5.7
<b>Total Interior Modules</b>	<b>2,172.1</b>	<b>2,256.2</b>	<b>(3.7)</b>	<b>1.4</b>	<b>7,259.7</b>	<b>6,997.2</b>	<b>3.8</b>	<b>3.3</b>
Emissions Control Technologies	1,521.1	1,414.0	7.6	12.4	4,712.6	4,558.7	3.4	5.8
Automotive Exteriors	423.7	415.5	2.0	1.2	1,409.7	1,294.4	8.9	4.4
<b>Total Other Modules</b>	<b>1,944.8</b>	<b>1,829.5</b>	<b>6.3</b>	<b>9.9</b>	<b>6,122.3</b>	<b>5,853.1</b>	<b>4.6</b>	<b>5.5</b>
<b>TOTAL</b>	<b>4,116.9</b>	<b>4,085.7</b>	<b>0.8</b>	<b>5.2</b>	<b>13,382.0</b>	<b>12,850.3</b>	<b>4.1</b>	<b>4.3</b>

## Product sales, per region

Product sales (in € million)	Q3-13	Q3-12	Change (%)	Org.* (%)	9M-13	9M-12	Change (%)	Org.* (%)
Europe	1,651.1	1,675.2	(1.4)	(1.0)	5,535.4	5,670.5	(2.4)	(3.1)
North America	834.8	964.3	(13.4)	(5.3)	2,830.3	2,658.6	6.5	3.0
South America	190.3	182.3	4.4	26.9	560.9	499.1	12.4	29.7
Asia	422.9	348.3	21.4	24.9	1,222.1	999.0	22.3	23.0
Other	30.7	46.9	(34.6)	(15.4)	118.9	142.8	(16.8)	(1.3)
<b>TOTAL</b>	<b>3,129.9</b>	<b>3,217.1</b>	<b>(2.7)</b>	<b>1.9</b>	<b>10,267.6</b>	<b>9,970.0</b>	<b>3.0</b>	<b>2.8</b>

## Product sales, per business group

Product sales (in € million)	Q3-13	Q3-12	Change (%)	Org.* (%)	9M-13	9M-12	Change (%)	Org.* (%)
Automotive Seating	1,094.8	1,177.2	(7.0)	(3.5)	3,686.4	3,735.2	(1.3)	0.5
Interior Systems	856.1	889.7	(3.8)	3.6	2,841.2	2,623.4	8.3	4.3
<b>Total Interior Modules</b>	<b>1,950.9</b>	<b>2,066.9</b>	<b>(5.6)</b>	<b>(0.4)</b>	<b>6,527.6</b>	<b>6,358.6</b>	<b>2.7</b>	<b>2.1</b>
Emissions Control Technologies	806.2	768.8	4.9	10.4	2,506.9	2,428.6	3.2	6.2
Automotive Exteriors	372.8	381.4	(2.3)	(2.7)	1,233.1	1,182.8	4.3	(0.2)
<b>Total Other Modules</b>	<b>1,179.0</b>	<b>1,150.2</b>	<b>2.5</b>	<b>6.1</b>	<b>3,740.0</b>	<b>3,611.4</b>	<b>3.6</b>	<b>4.1</b>
<b>TOTAL</b>	<b>3,129.9</b>	<b>3,217.1</b>	<b>(2.7)</b>	<b>1.9</b>	<b>10,267.6</b>	<b>9,970.0</b>	<b>3.0</b>	<b>2.8</b>

\* Like-for-like