

STRONG Q1 2021 SALES

ORGANIC SALES UP 12.2%

**STRONG OUTPERFORMANCE
IN ALL REGIONS**

FY TARGETS CONFIRMED

April 19, 2021



IFRS 5 - Discontinued Operations

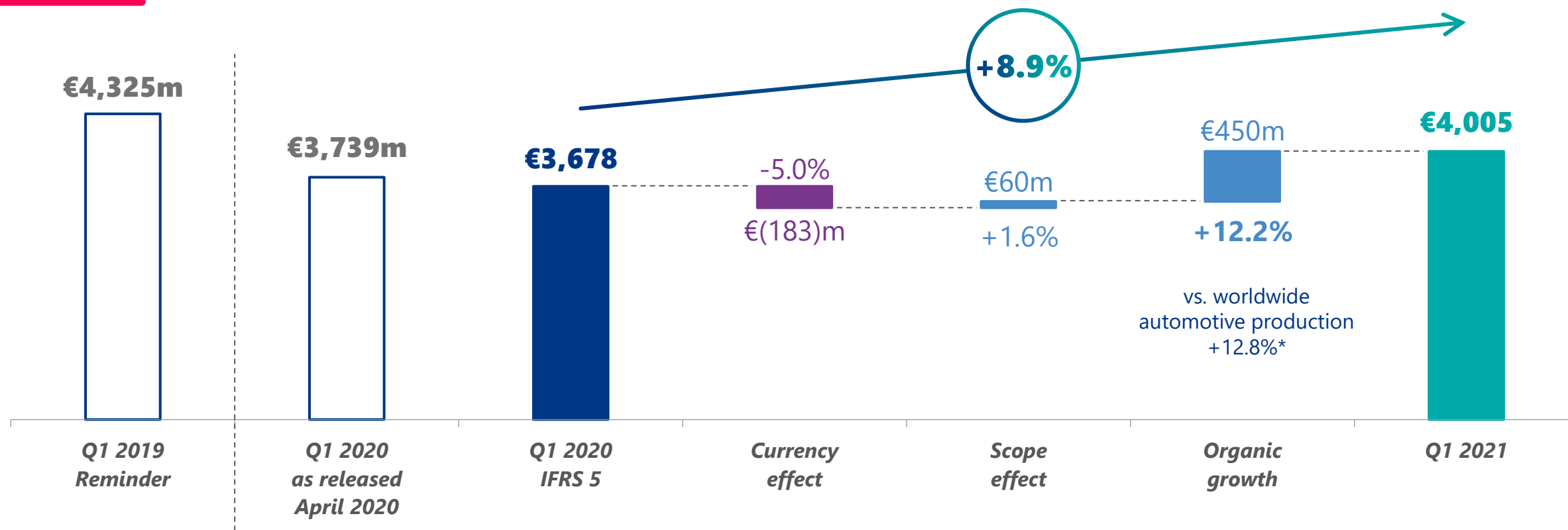
- *On February 18, Faurecia announced that it had signed a Memorandum of Understanding for the sale of its AST (Acoustics and Soft Trim) division and all conditions are met to qualify this activity as discontinued, in compliance with IFRS 5*
- *Therefore, Group sales in 2021 exclude the AST sales and previous periods are restated and presented accordingly*
- *This restatement impacts only:*
 - ▶ **Interiors**, as regards Business Groups
 - ▶ **Europe**, as regards regions

(in €m)	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
As previously released	3,739	2,431	3,874	4,610	14,654
Restated for IFRS 5	3,678	2,406	3,823	4,538	14,445

Q1 2021 Highlights

- **Strong organic growth of +12.2%**
 - ▶ **Double-digit organic growth for Seating (+13.6%), Interiors (+11.7%) and Clean Mobility (+12.3%)**
 - ▶ **Organic growth of +5.7% for Clarion Electronics, despite shortage of electronic components**
 - ▶ **Organic growth of +88.4% in China, where sales even exceeded those of Q1 2019 (pre-Covid)**
- **In all regions, strong outperformance**
- **Acceleration of outperformance as from Q2, on track to reach at least 600bps in FY 2021:**
 - ▶ **Turnaround of geographic mix in Q2, after a strong unfavorable geographic mix effect of c. -900bps in Q1**
 - ▶ **Contribution from ramp up of new Seating programs**
- **Acquisition of a majority stake in CLD in China to accelerate zero emissions hydrogen strategy**
- **Successful issuance of €400m Senior Green Notes due 2029 @ 2.375%**

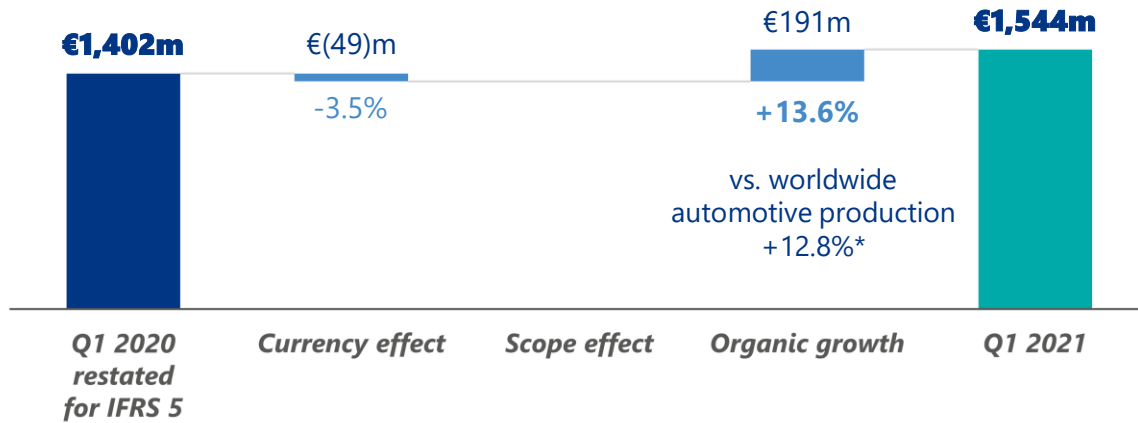
Q1 2021 Group Sales up 12.2% on an organic basis, with strong outperformance in all regions



- **Negative currency effect of €(183) million or -5.0% of sales**, mainly attributable to USD and BRL vs. €
- **Positive scope effect of €60 million or +1.6% of sales**, due to one month of consolidation of SAS (January), whose consolidation started in February 2020
- At Group level, **Q1 sales performance was impacted by a strong unfavorable geographic mix effect of c. -900bps**

Seating

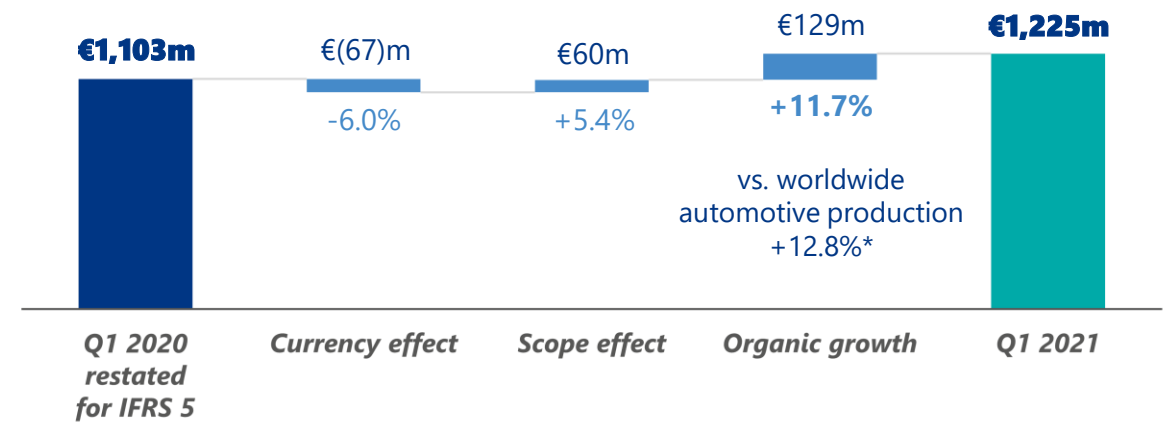
39% of Group sales



- > **Double-digit organic growth of +13.6%**
- > **Organic growth was mostly driven by China** (both with international and Chinese OEMs)
- > **All other regions recorded organic growth in the mid-single digits**
- > **Significant SoPs will start as from Q2 and boost Seating outperformance in the coming quarters**

Interiors

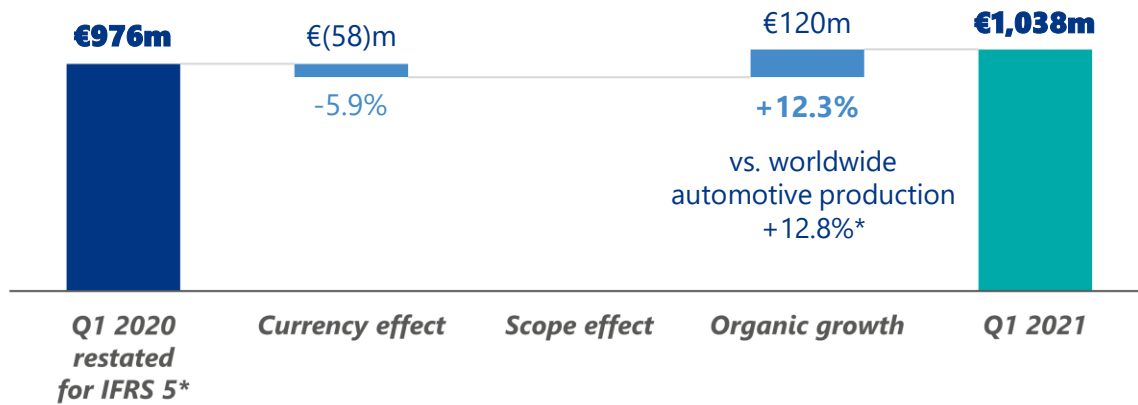
30% of Group sales



- > **Double-digit organic growth of +11.7%**
- > **Positive scope effect of €60 million or +5.4% of sales** (due to one month of consolidation of SAS) **did not fully offset the negative currency effect of €(67) million or -6.0% of sales**
- > **Organic growth was driven by China and Europe, as well as strong growth of SAS** (+30% on an organic basis)

Clean Mobility

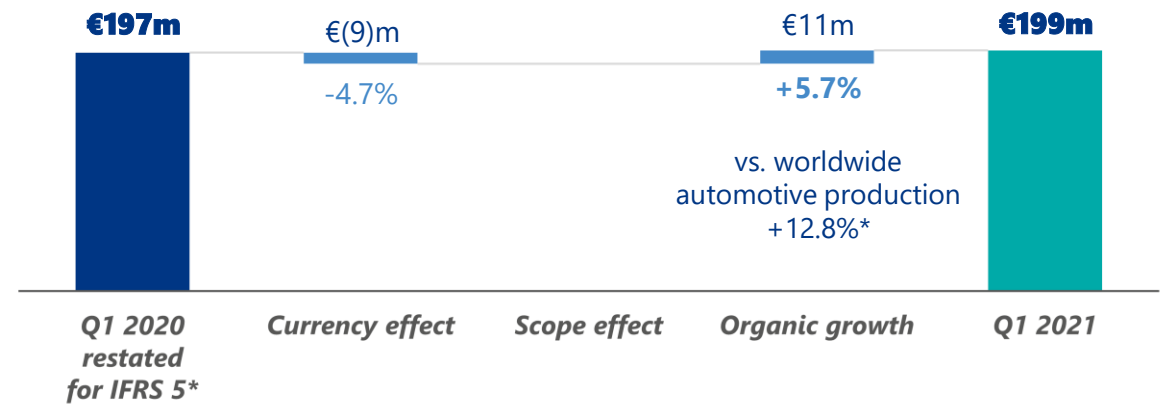
26% of Group sales



- > **Double-digit organic growth of +12.3%**
- > **Organic growth was driven by :**
 - ▶ **China (+84%)**
 - ▶ **Commercial vehicles (+22%)**

Clarion Electronics

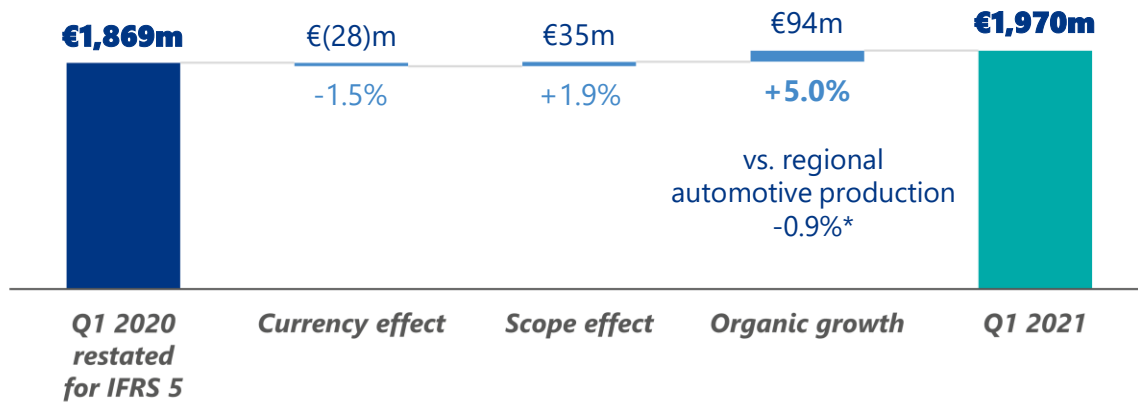
5% of Group sales



- > **Organic growth of +5.7%**
- > **Organic growth was:**
 - ▶ **Driven by China (3x)**
 - ▶ **But impacted by shortage of electronic components**

Europe

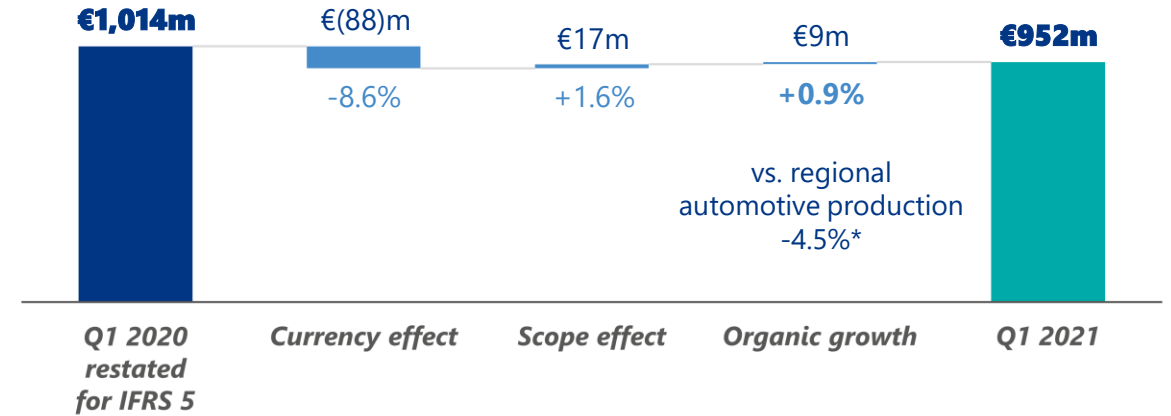
51% of Group sales



- > **Organic growth of +5.0% and outperformance of 590bps**
- > **Positive scope effect** of €35 million or +1.9% of sales **slightly exceeded negative currency effect** of €(28) million or -1.5% of sales
- > **Organic growth was mainly driven by Seating and Interiors** (including SAS)

North America

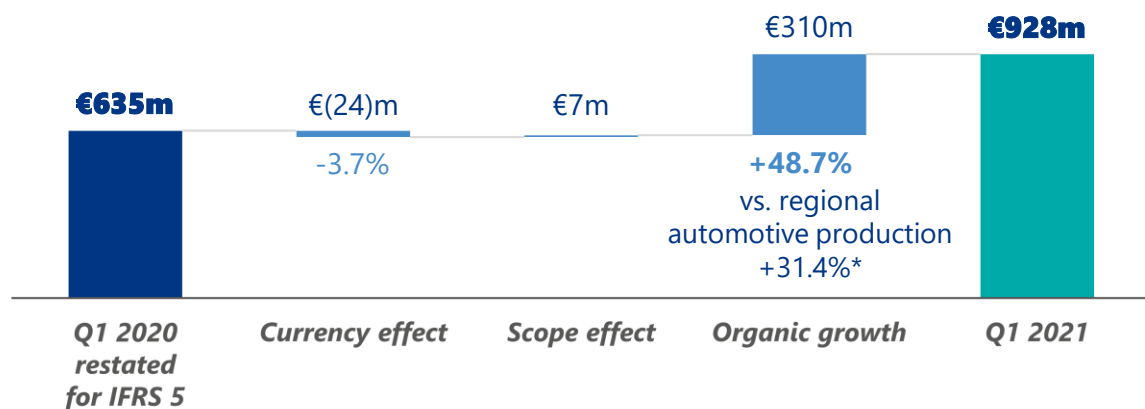
23% of Group sales



- > **Organic growth of +0.9% and outperformance of 540bps**
- > **Strong negative currency effect** of €(88) million or -8.6% of sales
- > **Organic growth was mainly driven by Seating**

Asia

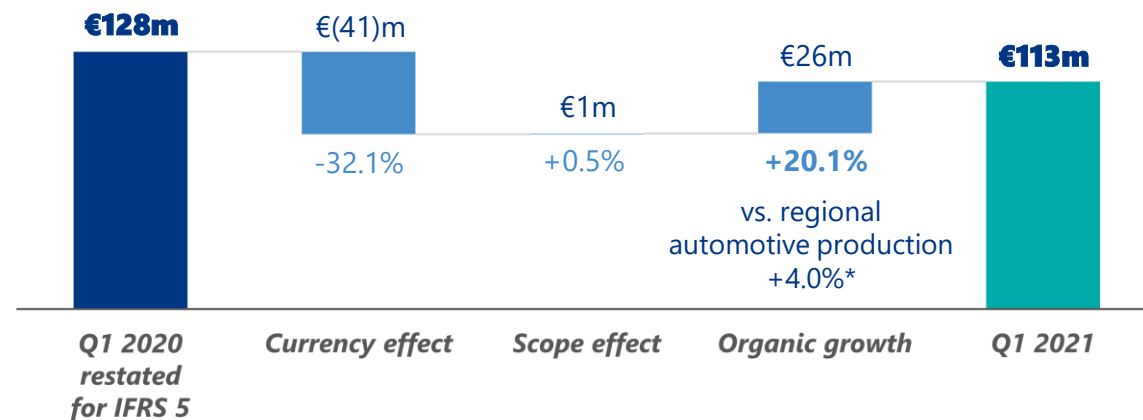
23% of Group sales



- > **Organic growth of +48.7% in Asia and outperformance of 1,730bps**
- > **Strong double-digit growth in Asia was mainly driven by China**
- > **Organic growth of +88.4% in China and outperformance of 480bps**
- > **All Business Groups posted very strong double-digit growth**
- > **Faurecia's sales in Asia and China significantly exceeded pre-Covid sales of Q1 2019**

South America

3% of Group sales



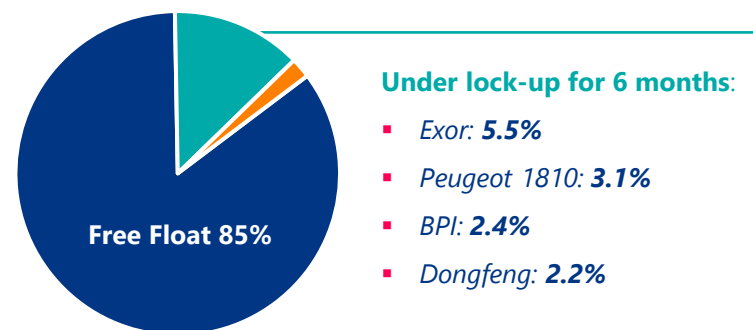
- > **Organic growth of +20.1% and outperformance of 1,610bps**
- > **Strong negative currency effect of €(41) million or -32.1% of sales**
- > **Organic growth was mainly driven by Interiors and Clean Mobility**

Successful completion of the “spin-off” process

- Since the effective distribution by Stellantis of its 39% stake, Faurecia is now an independent company with 85% free float and significantly increased share liquidity
- Reflecting this enhanced capital market profile, Faurecia was included into the CAC® Next 20 Index, effective March 22
- At the close of Friday April 16, Faurecia share price was up 15.94% YTD and outperformed SBF120® Index by more than 300bps, reflecting the successful “spin-off” process
- The upcoming non-dilutive Employee Shareholding Plan, with shares delivery on July 28, should give total employee shareholding of up to 2.6%

faur'ESO
Faurecia Employee Share Ownership

FAURECIA SHAREHOLDING STRUCTURE AT MARCH 31, 2021



FY 2021 financial targets confirmed

- Our guidance announced on February 22 was based on a prudent assumption of **76.6 million vehicles*** produced in the world in 2021, up 8% vs. 2020 (*IHS Markit forecast dated April stands at 79.7million vehicles*)
- Our assumption remains valid, even taking into consideration recent shortage of electronic components; as a result, all our financial targets for 2021 are confirmed



≥ €16.5bn**

**Strong outperformance
> +600bps**



OPERATING MARGIN

c. 7% of sales
close to pre-Covid levels



NET CASH FLOW

c. €500m
incl. c. €180m of cash outflow from restructurings

**Net-debt-to-EBITDA
< 1.5x at year-end**

* The estimate of worldwide automotive production assumes no major lockdown impacting production or retail sales in any automotive region during the year

** Main currency assumptions for USD/€ @ 1.18 and CNY/€ @ 8.15 on average

Appendices



Definitions of terms

used in this document

> Sales growth

Faurecia's year-on-year sales evolution is made of three components:

- ▶ A "**Currency effect**", calculated by applying average currency rates for the period to the sales of the prior year,
 - ▶ A "**Scope effect**" (acquisition/divestment),
 - ▶ And "**Growth at constant currencies**".
- > As scope effect, Faurecia presents **all acquisitions/divestments**, whose sales on an annual basis amount to **more than €250 million**.
- > **Other acquisitions** below this threshold are considered as "**bolt-on acquisitions**" and are included in "**Growth at constant currencies**".
- > In 2021, there is no effect from "bolt-on acquisitions"; as a result, "Growth at constant currencies" is equivalent to **sales growth at constant scope and currencies** also presented as **organic growth**.

Financial calendar

➤ *May 31*

Annual Shareholders' Meeting, *virtual event*

➤ *July 26*

H1 2021 Results, *before market hours*

➤ *October 26*

Q3 2021 sales, *before market hours*

Disclaimer

Important information concerning forward looking statements

This presentation contains certain forward-looking statements concerning Faurecia. Such forward-looking statements represent trends or objectives and cannot be construed as constituting forecasts regarding the future Faurecia's results or any other performance indicator. In some cases, you can identify these forward-looking statements by forward-looking words, such as "estimate," "expect," "anticipate," "project," "plan," "intend," "objective", "believe," "forecast," "foresee," "likely," "may," "should," "goal," "target," "might," "would," "will", "could," "predict," "continue," "convinced," and "confident," the negative or plural of these words and other comparable terminology. Forward looking statements in this document include, but are not limited to, financial projections and estimates and their underlying assumptions, expectations and statements regarding Faurecia's operation of its business, and the future operation, direction and success of Faurecia's business.

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INVESTOR RELATIONS

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Share Data

Bloomberg Ticker: EO:FP

Reuters Ticker: EPED.PA

Datastream: F:BERT

ISIN Code: FR0000121147

Bonds ISIN Codes

2025 bonds: XS1785467751

2026 bonds: XS1963830002

2027 bonds: XS2081474046

2028 bonds: XS2209344543

2029 Green bonds: XS2312733871

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