



NINE-MONTH 2013 SALES TOTALLED €503.5 MILLION

STRONG GROWTH MAINTAINED AT AVON AUTOMOTIVE GROWTH INVESTMENTS IN THE US AND EUROPE

Consolidated sales (1 January to 30 September)

In € m – unaudited	2013	2012
3 rd quarter	155.4	156.9
9 mos. to 30 Sept.	503.5	509.6

LIKE-FOR-LIKE SALES INCREASED 3.2% in Q3

Q3 2013 sales totalled €155.4 million, down 1% unadjusted, but up 3.2% on a like-for-like basis. Sales of products and functions during the third quarter totalled €148.3 million (down 0.7%).

The Group continued to enjoy strong international growth, with China, Turkey and Romania posting record highs. Two French sites, including Aftermarket, also achieved record performance levels. Avon Automotive's business grew significantly and made a particularly strong contribution to the top line. All sites in India and Europe, excluding Spain, posted double-digit growth.

SALES FOR THE FIRST NINE MONTHS OF 2013 TOTALLED €503.5

Nine-month 2013 sales decreased 1.2% to €503.5 million. Sales from Products and Functions totalled €479.4 million, vs. €481.2 million in the year-earlier period. Avon Automotive contributed €218.3 million to the nine-month 2013 figure, a rise of 4%. Business activity on the historical scope declined by 4.1% as it continued to suffer from the difficult economic environment in Western Europe.

ACCELERATED DEBT REDUCTION

In Q3 2013 alone, MGI Coutier reduced its indebtedness by €6.2 million, vs. €4.9 million over the whole of the first half.

CAPITAL ASSETS STRENGTHENED AND OPTIMISED IN THE US AND EUROPE

To support the growth of Avon Automotive in the US, MGI Coutier has decided to invest several million euros to equip the Cadillac site with a new mixing unit. Avon Automotive USA produces rubbers and polymers from start to finish. This vertical integration runs from the internal chemists' formulation expertise to the industrial equipment necessary for producing special rubbers. With the opening of this new unit, MGI Coutier intends to build on this expertise, a key factor in the success of Avon Automotive's products. In parallel, a programme has been launched to modernise and reconfigure the main US site in Cadillac, MI. This investment will allow for the corporate staff at Avon Automotive's head office, currently occupying rented offices elsewhere, to be brought on site at Cadillac.

In Europe, MGI Coutier has invested in the industrial resources necessary to house the machines and assembly lines to launch mass production of the AdBlue system. The AdBlue system will be used to treat

nitrogen oxides by Selective Catalytic Reduction (SCR). Eight sites are involved in manufacturing the storage and distribution tanks (dosage, reheating) – four in France and one each in Spain, Portugal, Romania and Tunisia.

To this end, and with a view to specialising and optimising the manufacturing units, metal products, until now manufactured in Vigo, Spain, will be manufactured at the French sites in Condé (Calvados) and Les Mureaux (Yvelines). The first SCR deliveries were made in September, and production will be progressively ramped up, increasing sharply in July and October 2014 to reach full capacity in 2015.

INTERNATIONAL GROWTH REMAINS STRONG

For the full year, the Group is on target to post a slight increase in consolidated sales at constant exchange rates, with favourable momentum outside Western Europe and at Avon Automotive.

MGI Coutier's full-year earnings will also continue to rise, and significant capital expenditure and R&D will be maintained.

Next press release: 12 February 2014 after the market close.

Automotive equipment manufacturer MGI Coutier is active in two main product families:
fluid transfer and mechanisms.
The Group has 8,000 employees worldwide.

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