



## Q3 2014 SALES UP 6%

### Consolidated sales (1 January to 30 September)

In € m – unaudited	2014	2013	Growth
9 mos. to 30 Sept.	519.2	503.5	+3.1%

### NINE-MONTH 2014 SALES INCREASED 3.1% TO €519.2 MILLION.

Third-quarter 2014 sales totalled €164.7 million, down 1.1% on a like-for-like basis, but up 6.0% unadjusted. Currency translation effects (US dollar, Argentinian peso, Turkish lira and Swedish krona) were not as significant during the third quarter, having a negative impact of €3.9 million compared to €16.7 million in H1 2014 (of which €8.7 million in Q2 2014).

Sales of Products & Functions during the third quarter totalled €158.6 million, up 7.0% unadjusted.

Over the first nine months of 2014, Group revenues stood at €519.2 million, up 1.1% on a like-for-like basis, and up 3.1% unadjusted.

Sales of Products & Functions for the first nine months totalled €496.2 million, up 3.5% unadjusted.

- Swedish group Autotube AB, consolidated since 1 April 2014, contributed €33.6 million.
- Sales from MGI Coutier's historical scope were down 4.7% at €248.9 million, and although the production start-up of AdBlue reservoirs for SCR was ramped up, it has not yet offset the decrease in activity in Western Europe.
- Avon Automotive's activity over the first nine months of the year totalled €213.7 million, affected by the strength of the US dollar. Currency fluctuations are expected to have less of an impact in the fourth quarter.

By geographical region, India, China and Romania saw the strongest growth (+31% to +8%), whereas Brazil, Argentina and part of Mexico experienced the sharpest contraction (-38% to -13%) including the effects of currency translation.

MGI Coutier is still fully focused on integrating Autotube AB and has launched several previously announced projects including:

- Ramp-up of AdBlue reservoirs for SCR, with annual sales to exceed €10 million.
- Construction of new production facilities in Juarez, Mexico, in Chongqing, China and in Morocco. These new locations will be fully operational in 2015.
- The historical site in Cixi, China, is being reorganised, modernised and expanded.

Furthermore, in response to current market trends, MGI Coutier will step up its long-term plans to set up a manufacturing plant in Thailand.

## **DEBT REDUCTION**

In Q3 2014, MGI Coutier reduced its indebtedness by €3.9 million from its level as of 30 June 2014.

## **OUTLOOK**

During the rest of the financial year, MGI Coutier will continue to implement its development plan in order to achieve sales over €800 million and an operating margin of 7-8% in 2015.

In addition, the Group will continue, as it has in the past, to create structured growth and carry out its policy of prudent management to retain its economic and financial balance.

*Next press release: FY 2014 sales, 11 February 2015 after the market close.*

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Automotive component manufacturer MGI Coutier is active in two main product lines:  
fluid transfer and mechanisms.  
The Group has 7,800 employees worldwide.

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