

# Q4 2014 SALES UP 7.9%

# 2014 SALES TOTAL €692.1 MILLION

## Consolidated sales (1 January to 31 December)

In € m – unaudited	2014	2013	Growth
4th quarter	172.9	160.3	+7.9%
Full year	692.1	663.8	+4.3%

#### STRONG Q4 SALES TOTALLING €172.9 MILLION

Fourth quarter sales totalled €172.9 million, up 7.9% unadjusted and down 3.5% on a like-for-like basis. Currency translation effects (US dollar, Argentinian peso, Turkish lira and Swedish krona) had a positive impact of €1.9 million during the period.

The Group's performance during the period, however, suffered from weak sales in tooling and discontinued products, which were not fully offset by the start-up of new activities.

Sales of Products & Functions during the fourth quarter totalled €166.4 million, up 10.3% unadjusted, with contrasting levels of performance depending on the scope. Avon Automotive posted growth of 8% while the historical scope contracted by 7.7%.

# POSITIVE GROWTH IN 2014 WITH SALES TOTALLING €692.1 MILLION

Over all of 2014, the Group achieved sales of  $\in$ 692.1 million, up 4.3% unadjusted and down 0.2% on a like-for-like basis. Currency translation effects had a significant negative impact of  $\in$ 18.3 million, having already had a negative impact of  $\in$ 17.2 million in 2013.

For the first time, the Group's historical scope represented just under half of the Group's consolidated sales, contributing €341.2 million.

Sales of Products & Functions totalled €662.5 million, up 5.1% unadjusted and up 0.4% on a like-for-like basis.

Sales of AdBlue reservoirs for SCR exceeded their objectives, totalling €15.4 million.

The historical scope posted sales of €324.9 million, down 5.4% unadjusted and down 3.2% on a like-for-like basis.

Avon Automotive delivered sales of €287.4 million, up 0.3% unadjusted.

Autotube AB, consolidated since 1 April 2014, contributed €50.2 million to sales during the period.

From a geographical perspective, several countries including China, Romania, Turkey and the Czech Republic, posted record levels of activity.

Over all of 2014, sales by geographical region broke down as follows: Europe (excl. France) 41.5%, North America 23.3%, France 20.3% and the Rest of the World 14.9%.

French automotive manufacturers now represent 34% of sales, and PSA remains the Group's largest customer. Ford's contribution to the top line has increased to 19%. Two new major customers, Volvo Car-Geely and Scania, now rank among the Group's top 10 customers following the acquisition of Autotube AB.

# GOOD LEVEL OF PROFITABILITY MAINTAINED

The Group's overall performance is expected to give rise to operating profitability of approximately 7.5% in respect of FY 2014, even after accounting for the considerable investment in AdBlue reservoirs for SCR.

### FINANCIAL STRUCTURE UNDER CONTROL

The Group's debt increased by  $\in$ 24.4 million during the financial year as the net result of positive cash flow generation over the year and an outflow to acquire Autotube AB. As a reminder, net financial debt totalled  $\notin$ 40.1 million on 31 December 2013.

### OUTLOOK

In 2015, MGI Coutier will continue to implement its development plan with the ambitious objective of achieving sales of over €800 million. We will achieve this objective by progressively ramping up SCR, still in its start-up phase, and accelerating the launch of new business activities.

Double-digit sales growth in 2015 will enable MGI Coutier to generate operating profitability of 7-8%.

Next press release: Full-year 2014 earnings on 22 April 2015 after the market close

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

Euronext Paris - Segment C - ISIN: FR0000053027 - Reuters: MGIP.PA - Bloomberg: MGIC

#### Contacts: MGI Coutier

Jean-Louis Thomasset - Vice-Chairman of the Executive Board/CFO - Tel.: +33 (0)4 50 56 99 25

#### Actus Lyon

Amalia Naveira – Marie-Claude Triquet – Analysts/Investors/Press relations – Tel.: +33 (0)4 72 18 04 93 – <u>anaveira@actus.fr</u> – <u>mctriquet@actus.fr</u>