



## NINE-MONTH 2016 SALES TOTALLED €718.9 MILLION, UP 12.5%

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

In € m – unaudited	2016	2015	Chg. in %
1 <sup>st</sup> half	496.2	430.3	+15.3%
3 <sup>rd</sup> quarter	222.7	208.9	+6.6%
9-month total	718.9	639.2	+12.5%

### Q3 2016 LIKE-FOR LIKE SALES UP 8.0%

In Q3 2016, sales totalled €222.7 million, up 6.6% unadjusted and up 8.0% on a like-for-like basis. Currency fluctuations had a negative impact of €3.0 million. In September, sales reached a record high. Deliveries of AdBlue tanks for SCR systems represented sales of €38.2 million, up 29.4% over the period, and have now almost reached the maximum initially envisaged and have a lesser impact on sales growth.

Sales of Products & Functions amounted to €215.3 million, up 7.5% unadjusted from €200.2 million in the year-earlier period.

### SALES INCREASED BY 14.1% LIKE-FOR-LIKE IN THE FIRST NINE MONTHS OF 2016

Nine-month sales totalled €718.9 million, up 12.5% unadjusted and up 14.1% on a like-for-like basis (overall currency effect of €-11.5 million). Sales of Products & Functions increased by 12.7% unadjusted to €691.5 million, vs. €613.4 million in the year-earlier period. Deliveries of AdBlue tanks for SCR systems represented sales of €119.7 million, up 80.8% from €66.2 million in the year-earlier period.

MGI Coutier's historical scope and Avon Automotive both returned strong growth, increasing respectively by 18.4% to €379.6 million and 9.7% to €291.4 million unadjusted. Autotube's sales totalled €47.9 million, vs. €52.9 million in the year-earlier period.

By geographical area, all production sites posted growth, except Asia and South America, whose combined sales declined by 10.8% to €27.6 million. Sales increased in France by 25.8% to €285.8 million, North America by 7.7% to €172.6 million, Europe excluding France by 1.6% to €179.2 million and the Rest of the World by 20.5% to €53.7 million.

### FURTHER DEBT REDUCTION

MGI Coutier once again generated significant cash during the quarter and thus further reduced its debt. During the first nine months of 2016, MGI Coutier reduced its net indebtedness by €38.4 million from its level of €56.6 million as of 31 December 2015.

## 2016 AND 2018 OBJECTIVES

Management confirms that sales of the MGI Coutier Group will well exceed €900 million in 2016, and income from ordinary activities is expected to rise, in value terms, from its 2015 level.

The Group aims to achieve annual sales of €1 billion by 2018 with an operating margin in excess of 8%.

***Next press release:*** FY 2016 sales, 8 February 2017 after the market close.

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Automotive component manufacturer MGI Coutier is active in two main product lines:  
Fluids management and mechanisms.  
The Group has more than 9,500 employees worldwide.

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