



INCREASE IN SALES AND IMPROVED FINANCIAL PERFORMANCE

SALES UP 8% AT €534.7 MILLION INCOME FROM ORDINARY ACTIVITIES UP 17% AT €67.4 MILLION

Consolidated first-half sales (1 January to 30 June)

In € m – unaudited	H1 2017	H1 2016	Chg. in %
Sales	534.7	496.2	+8%
Income from ordinary activities	67.4	57.6	+17%
<i>Operating margin</i>	<i>12.6%</i>	<i>11.6%</i>	<i>+1.0 pt.</i>
Operating income	67.5	58.9	+15%
Financial income/(expense)	(1.0)	(1.8)	-
Profit before tax and non-recurring items	66.5	57.1	+15%
Group share of consolidated net income	48.5	43.8	+11%
<i>Net margin</i>	<i>9.1%</i>	<i>8.8%</i>	

As previously indicated, the first half generally contributes more to full-year earnings than the second half.

SIGNIFICANT RISE IN OPERATING MARGIN

In H1 2017, sales of the MGI Coutier Group totalled €534.7 million, up 7.8% unadjusted and up 8.9% on a like-for-like basis. The impact of exchange rate fluctuations on sales during the period was €+5.7 million. Sales of Products & Functions totalled €515.7 million, up 8.3%.

The “Fluids Management” and “Mechanisms” product lines represented 86% and 14% of sales, respectively, and rose by 8% and 10% during the half-year period.

The MGI Coutier Group achieved an increase in results against a background of a significant rise in raw materials prices.

EBITDA rose by 6.6% to €84.5 million.

Income from ordinary activities increased by 17.0% to €67.4 million. The margin on ordinary activities was 12.6% of sales, its highest level in five years.

The €9.8 million increase in income from ordinary activities derived essentially from improved performance in two regions, France and North America. The impact of sites under construction or in a start-up phase (4 sites during the period) was €-2.6 million.

R&D and design study costs totalled €29.6 million during the period, vs. €53.9 million over all of 2016.

After net financial expense of €1.0 million and tax expense of €17.8 million, vs. €13.2 million last year, net income, Group share, rose 10.7% to €48.5 million. Net margin was up slightly at 9.1% of H1 2017 sales, vs. 8.8% in H1 2016.

Cash flow totalled €66.2 million.

The MGI Coutier Group's financial structure is very sound, with net financial debt of €7.7 million as of 30 June 2017, down €5.7 million compared with year-end 2016. Group equity stood at €387.8 million as of 30 June 2017.

As planned, non-financial capital expenditure increased sharply during the first half of the year to €45.5 million, a level nearly equivalent to capital expenditure in all of 2016.

TARGETS CONFIRMED

For 2017, the MGI Coutier Group will continue its policy of high capital expenditure so as to:

- strengthen its international presence. In this regard, three sites are currently under construction in China, Thailand and Mexico and a future project is planned for Bulgaria;
- increase productivity;
- support future developments in the automotive sector.

In addition, in light of its very sound financial condition, the MGI Coutier Group will be attentive to acquisition opportunities that could accelerate its growth and increase its technological expertise.

For the full year, the Group confirms its target of sales greater than or equal to €1 billion and income from ordinary activities close in value terms to that of 2016.

TENTATIVE 2017/18 PUBLICATIONS AGENDA

	Press releases*	Meetings
Full-year 2017 sales	8 February 2018	
Full-year 2017 earnings	11 April 2018	12 April 2018 10:00 a.m. – Paris
First-quarter 2018 sales	14 May 2018	
Second-quarter 2018 sales	26 July 2018	
First-half 2018 earnings	27 September 2018	9 October 2018 10:00 a.m. – Paris
Third-quarter 2018 sales	15 November 2018	

* Publication after the market close

Information meeting: 22 September 2017 at 10.00 a.m. at the Hotel Bedford, 17 rue de l'Arcade, 75008 Paris.

Next press release: Third-quarter 2017 sales on 15 November 2017 after the market close

Automotive component manufacturer MGI Coutier is active in two main product lines:
Fluids management and mechanisms.
The Group has more than 10,300 employees worldwide.

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

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