



NINE-MONTH 2017 SALES TOTALLED €763.6 MILLION, UP 6.2%

Consolidated sales (1 January to 30 September)

In € m – unaudited	2017	2016	Chg. in %
1 st half	534.7	496.2	+7.8%
3 rd quarter	228.9	222.7	+2.8%
9-month total	763.6	718.9	+6.2%

Q3 2017: LIKE-FOR-LIKE SALES UP 6.5%

MGI Coutier achieved sales of €228.9 million in Q3 2017, up 2.8% unadjusted. The currency impact during the quarter was negative, at €8.1 million, principally as a result of fluctuations in the Turkish lira and to a lesser extent, in the US dollar. Like-for-like growth was substantially higher, at 6.5%.

Sales of Products & Functions during the quarter totalled €220.4 million, up 2.4% unadjusted. Tooling sales declined, as they did in the first half.

Several sites posted record levels of business. Deliveries of AdBlue® tanks for SCR systems remained high, and in September they reached an historic high, both in volume and in value.

FIRST NINE MONTHS OF 2017: UP 8.2% LIKE-FOR-LIKE

In a worldwide automotive market up 2.7% since the start of the year, MGI Coutier achieved sales of €763.6 million for the nine months to 30 September 2017, up 6.2% unadjusted. On a like-for-like basis, nine-month sales increased by 8.2% (impact of the Turkish lira, the US dollar and the Swedish krona).

Nine-month sales of Products & Functions totalled €736.1 million, up 6.5% unadjusted. Tooling sales totalled €22.4 million, down 5.9%.

Trends remained favourable over the nine months, driven in particular by the Group's worldwide presence. The breakdown of total sales for the period by production region was as follows:

- France: -4.6% at €272.4 million
- Rest of Europe, Russia & Africa: +23.9%, at €223.4 million
- North America: +2.1% at €176.3 million
- Asia and the Middle East (incl. Turkey): +12.7% at €78.2 million
- South America: +23.2% at €13.3 million

NET DEBT AS OF 30 SEPTEMBER 2017

As of 30 September 2017, the Group's net financial debt totalled €16.0 million, up €8.3 million. This increase resulted from the payment of dividends (€8 million) and increased capital expenditure. As announced, the MGI Coutier Group is pursuing a policy of high capital expenditure in 2017 so as to strengthen its international presence, increase productivity and support future developments in the automotive sector. In 2018, capital expenditure should decline significantly.

As previously reported, production runs at the two new sites in Wuhan, China and Ixtaczoquitlan, Mexico will begin in early 2018. The Rayong, Thailand site is expected to become operational during the first half of 2018.

2017 OBJECTIVES

For the full year, the MGI Coutier 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.

The flow of new orders remains robust, in line with the Group's medium-term ambition.

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 and/or complement its technological expertise.

Next press release: FY 2017 sales, 8 February 2018 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 10,500 employees worldwide.

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

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