



# Combined Shareholders' Meeting

**Jacques Aschenbroich - CEO**

June 9, 2009

# Contents

- **Valeo: a well-known automotive supplier**
- **An unprecedented economic crisis**
- **2008: a highly contrasted year**
- **A quick reaction in the face of the crisis**
- **A sound financial situation**
- **Outlook: taking up the challenges of growth and profitability**

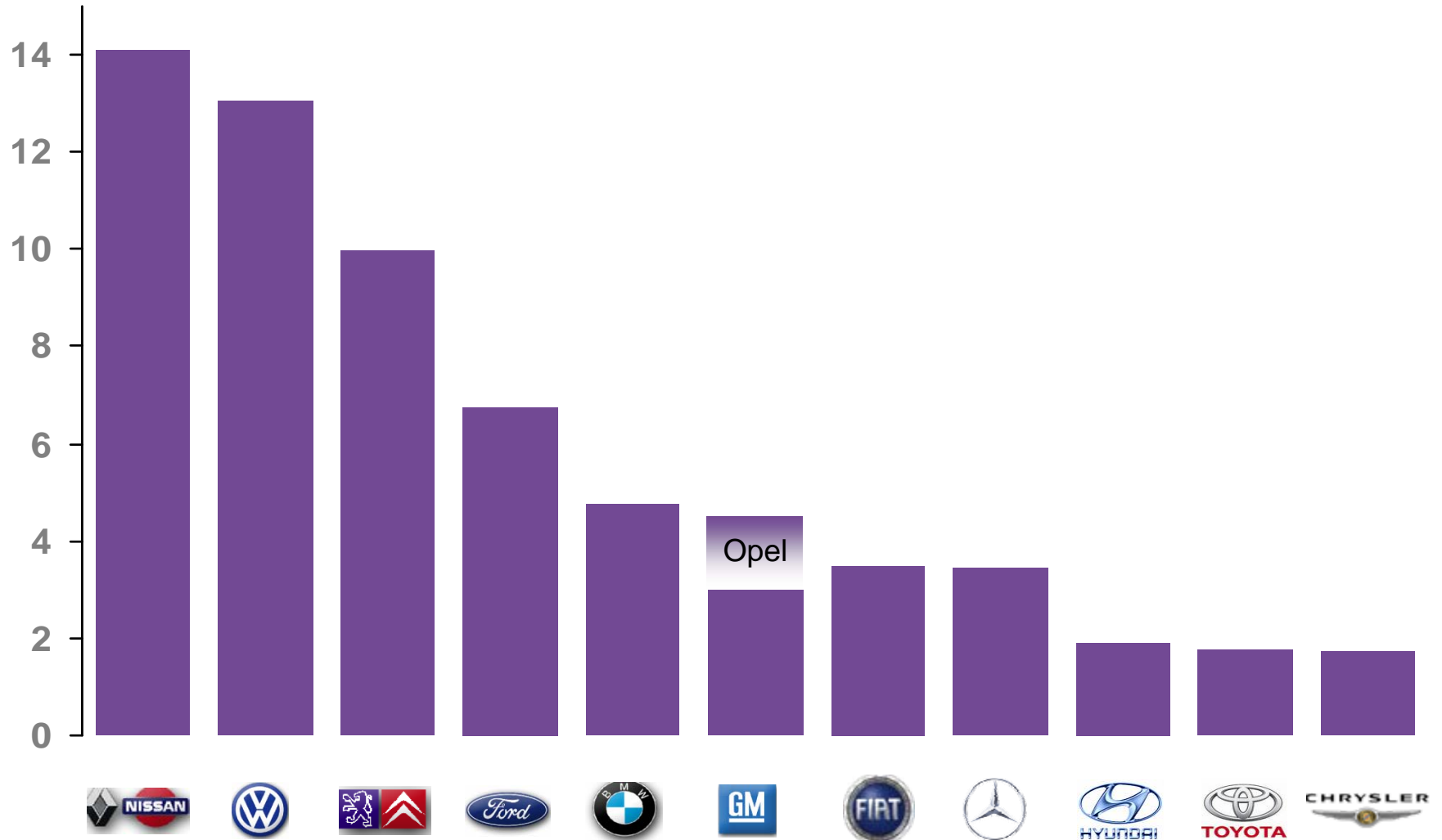
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# A well-balanced customer portfolio

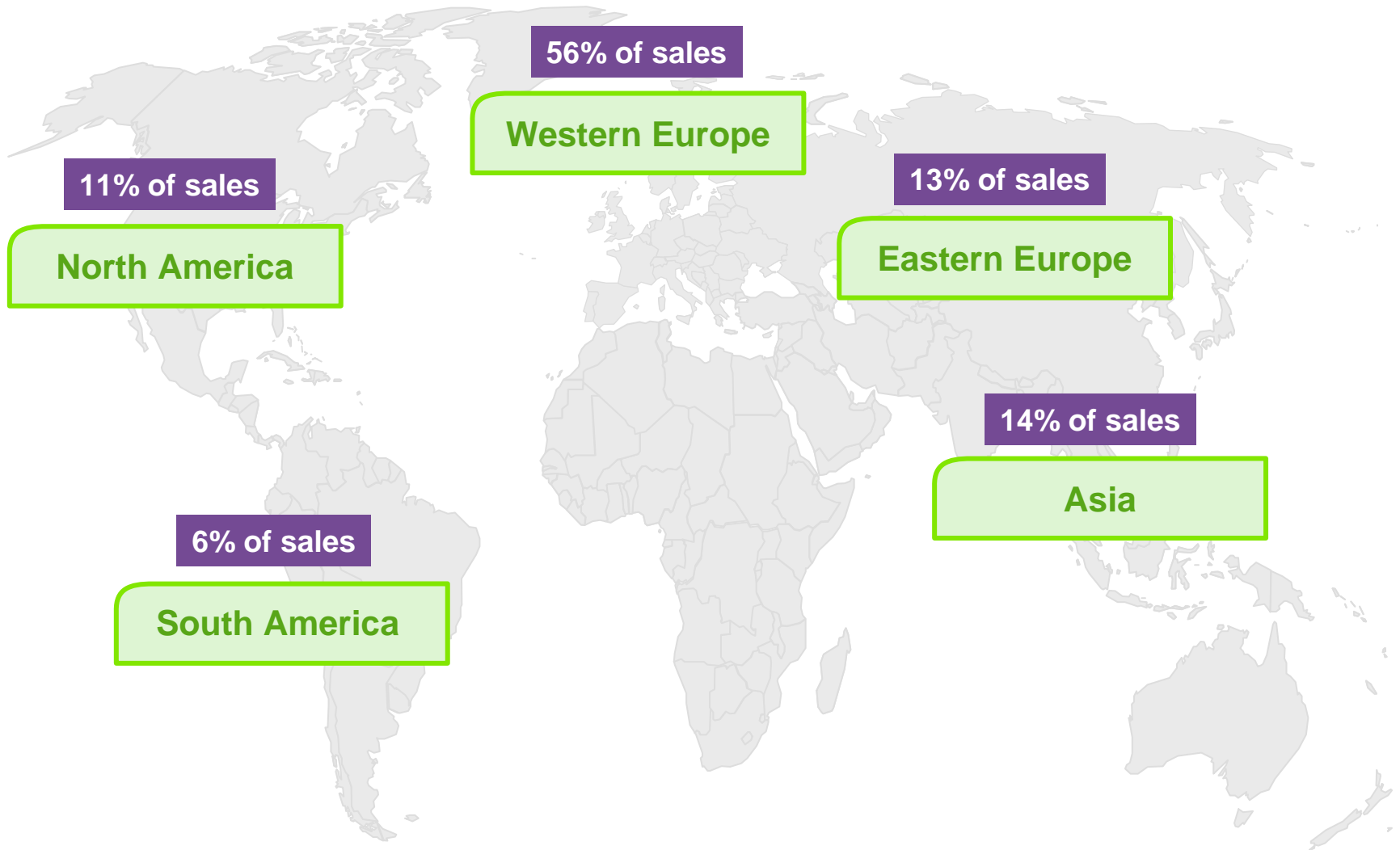
At first quarter 2009

*In % of sales*



# A global Group close to its customers

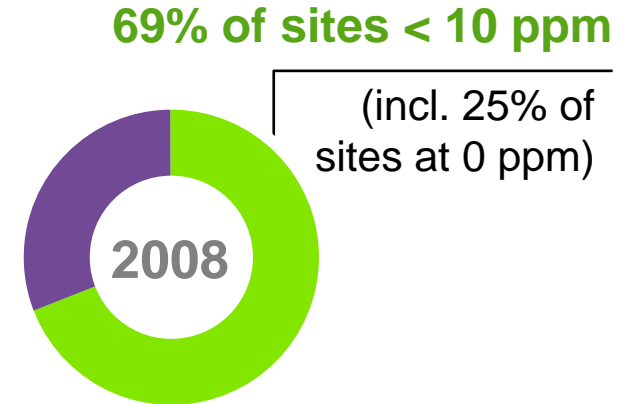
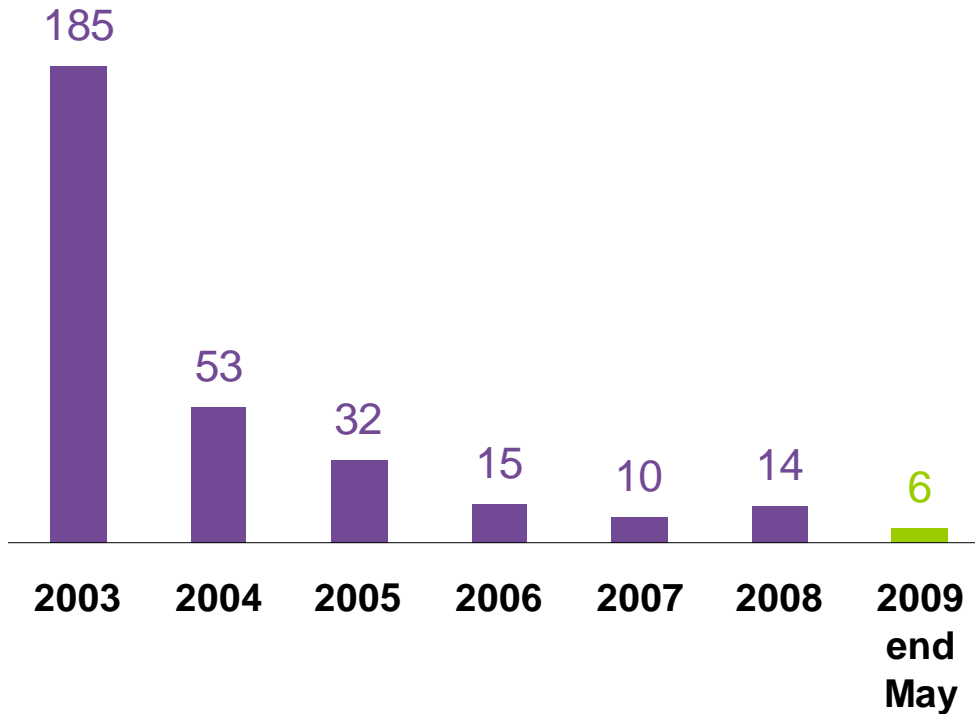
Sales by production region



Figures at December 31, 2008

# Quality performance recognized by customers...

Customer returns  
in defective parts per million



## **... along with operational excellence**

- **Service rate: 99.2%**
- **Accident rate: 5.24%**
- **76% of sites certified ISO 18001**
- **Stocks reduced by 11% in 2008**
- **88% of sites certified ISO 14001**

# Operational excellence recognized by customers

- **Toyota** “Excellent Quality Performance” Award for the Valeo Group
- 27 Divisions in 14 countries recognized by 20 customers



**TOYOTA**



PSA PEUGEOT CITROËN



CHRYSLER



RENAULT NISSAN



TATA



Mercedes-Benz



FAW

CHERY



DAEWOO



SUBARU

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# The most severe economic crisis since the 1930's

- **Subprime crisis starting in early 2007**
- **Banking and liquidity crisis**
- **Full-blown economic crisis**

# The crisis and the automotive sector

## ■ Strong drop in vehicle registrations

- Sudden halt in access to credit
- Loss of consumer confidence (unemployment risk)

## ■ Deterioration in the quality of credit for companies in the sector

- Strict rationing of credit granted to automotive manufacturers

## ■ Weakening of the entire sector

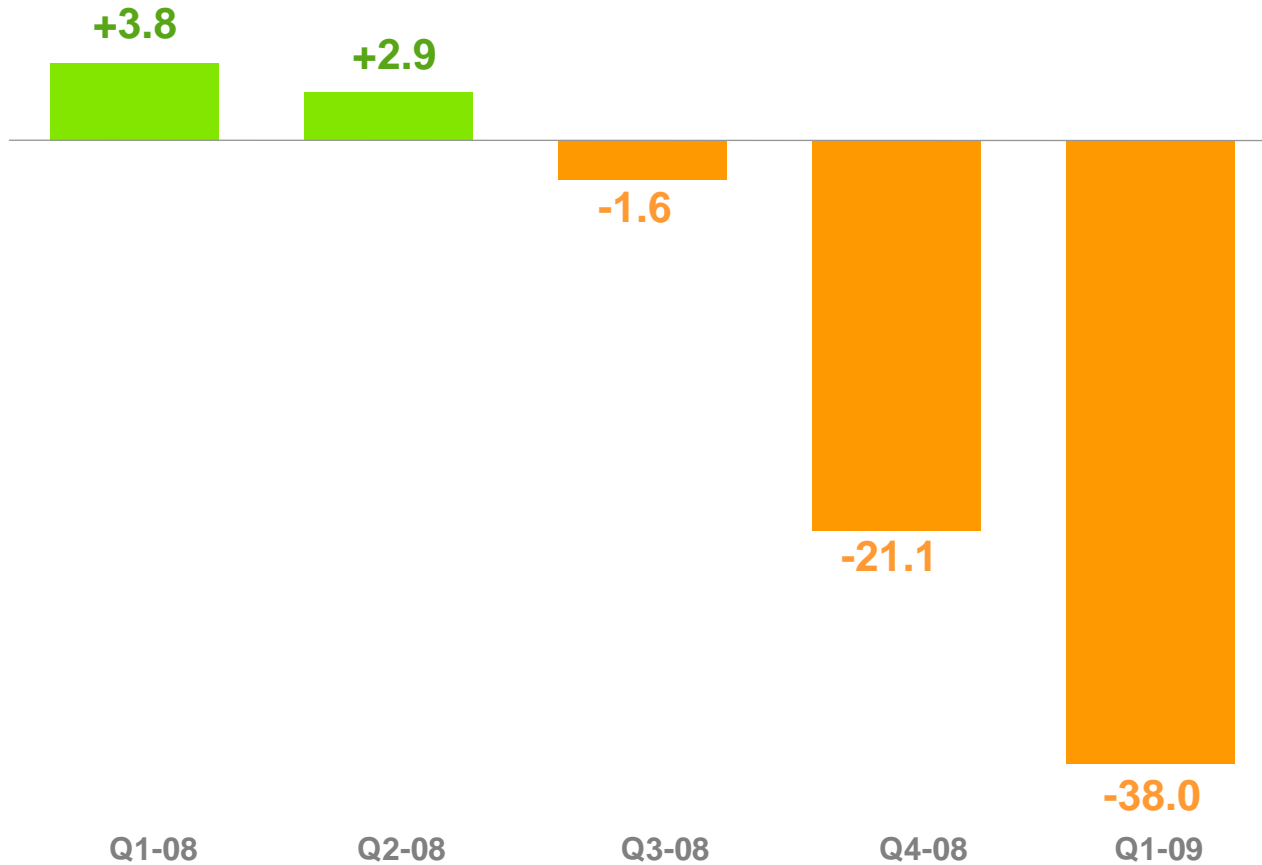
- Failure of certain automakers and suppliers

## ■ Targeted stimulus via vehicle scrapping programs

- Germany, France, Italy, UK

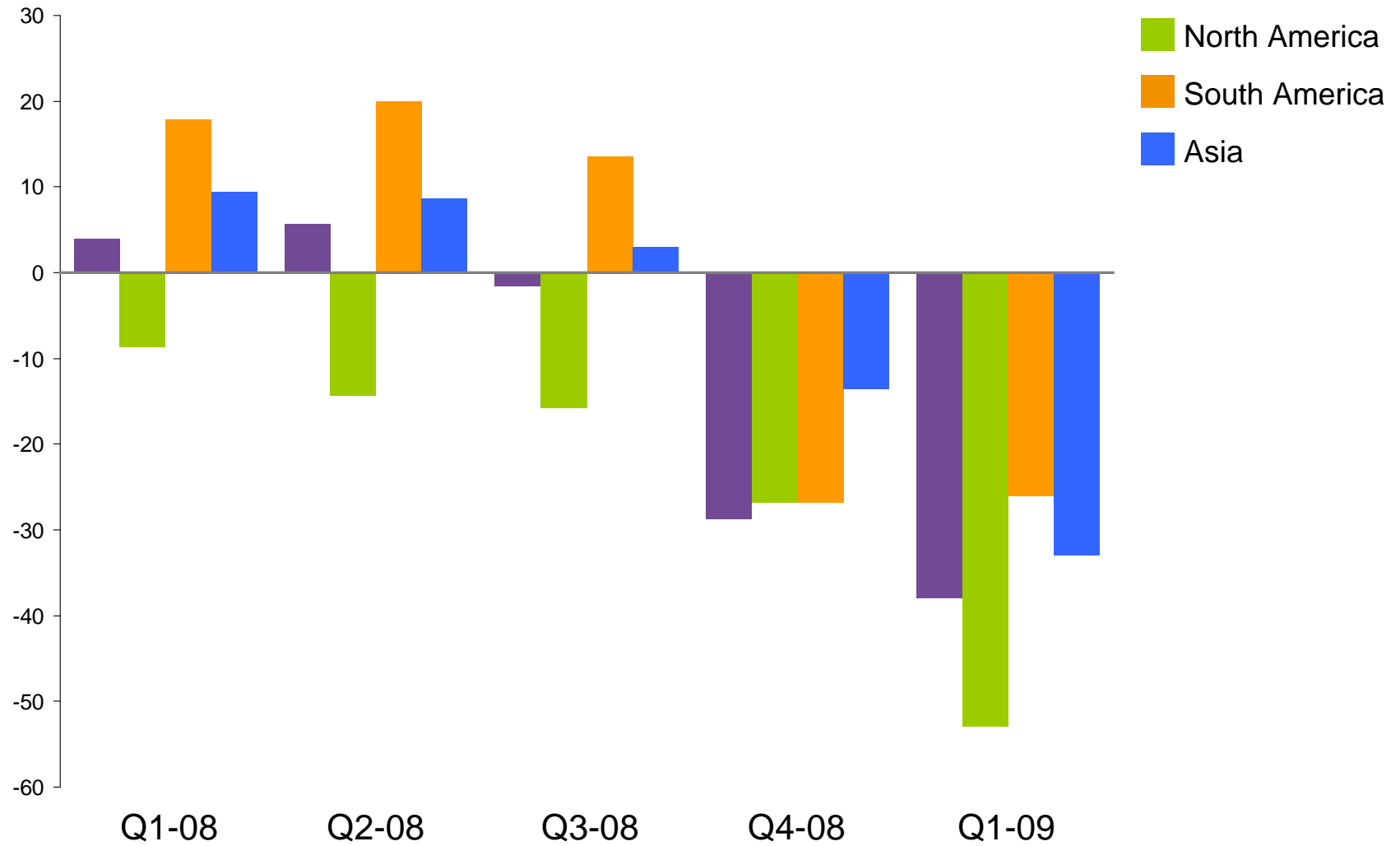
# Collapse of automobile production...

*(in % vs previous year)*



# ... spreading to all regions of the world

% vs previous year



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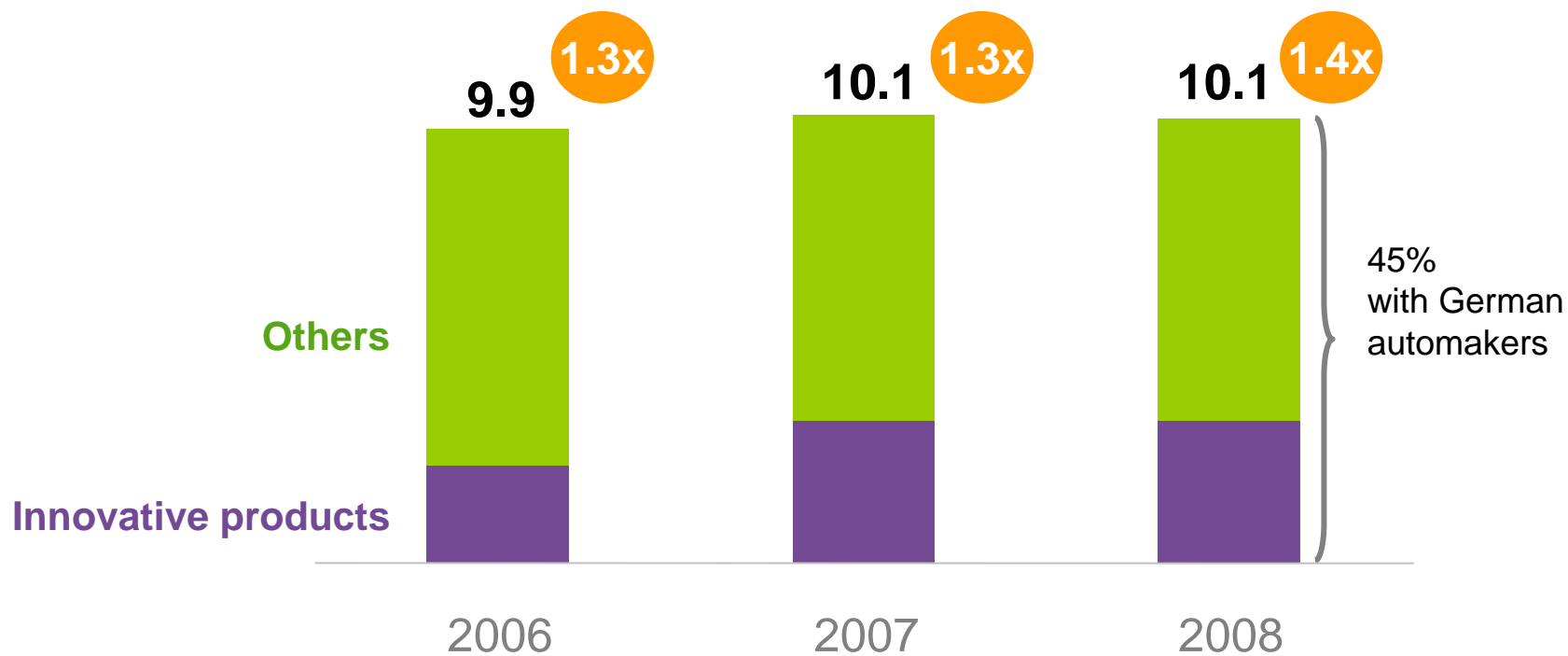
# 2008: a highly contrasted year

- **First nine months: improvement in operating margin and net income**
- **Fourth quarter: collapse of the automotive markets**
- **Adaptation to the crisis and cost reduction**
- **Rigorous cash control**

# Sustained commercial momentum

*In billion euros*

Order intake / x OE sales



# Emergency plan implemented from Q4 2008

## ■ Cost reduction

- Drastic decrease in temporary workforce (-4,800 people)
- Announcement of a headcount adaptation plan affecting 5,000 permanent employees
- Decrease in general production expenses of -30%

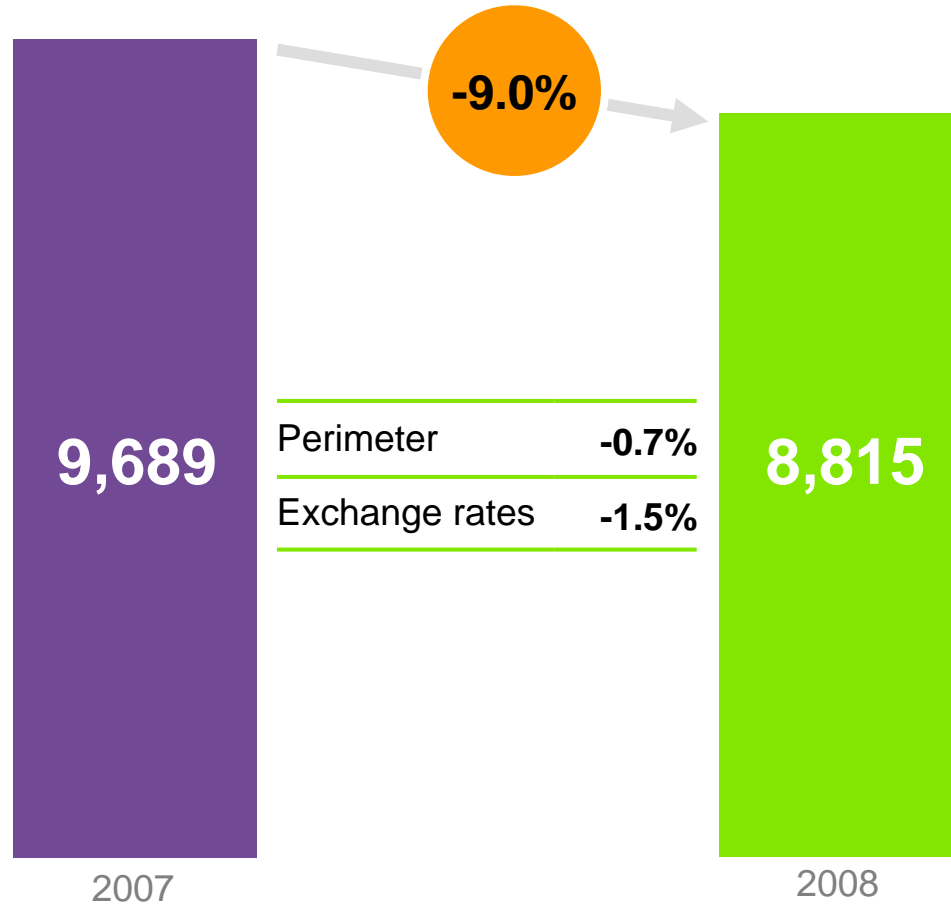
## ■ Reduction in working capital requirements

- Significant reduction of stocks (decrease of 121 million euros)

**140 million euros of savings achieved**

# 2008 sales penalized by volume collapse in Q4

*In million euros*



# Key figures – 2008

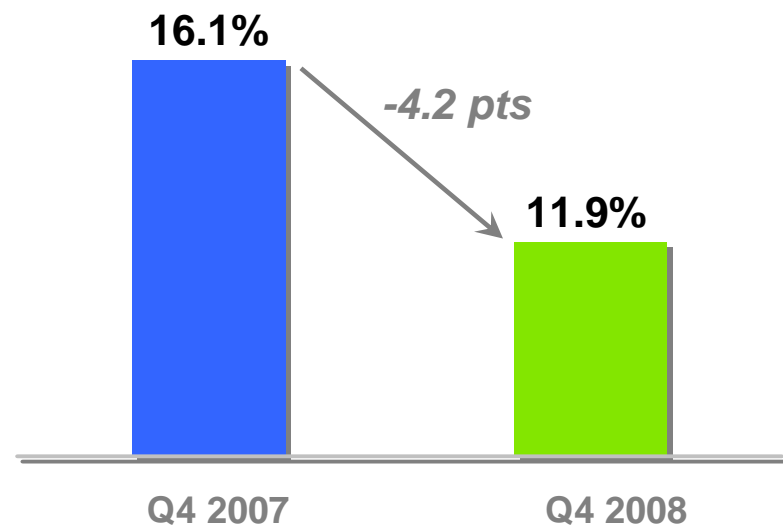
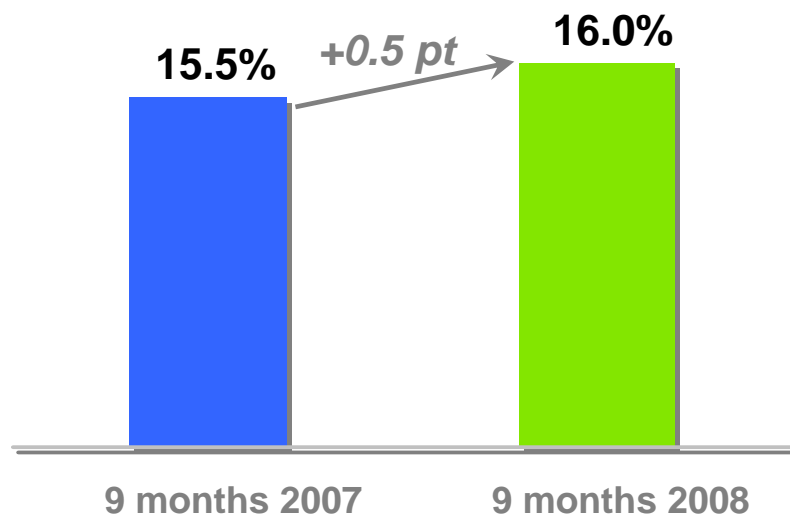
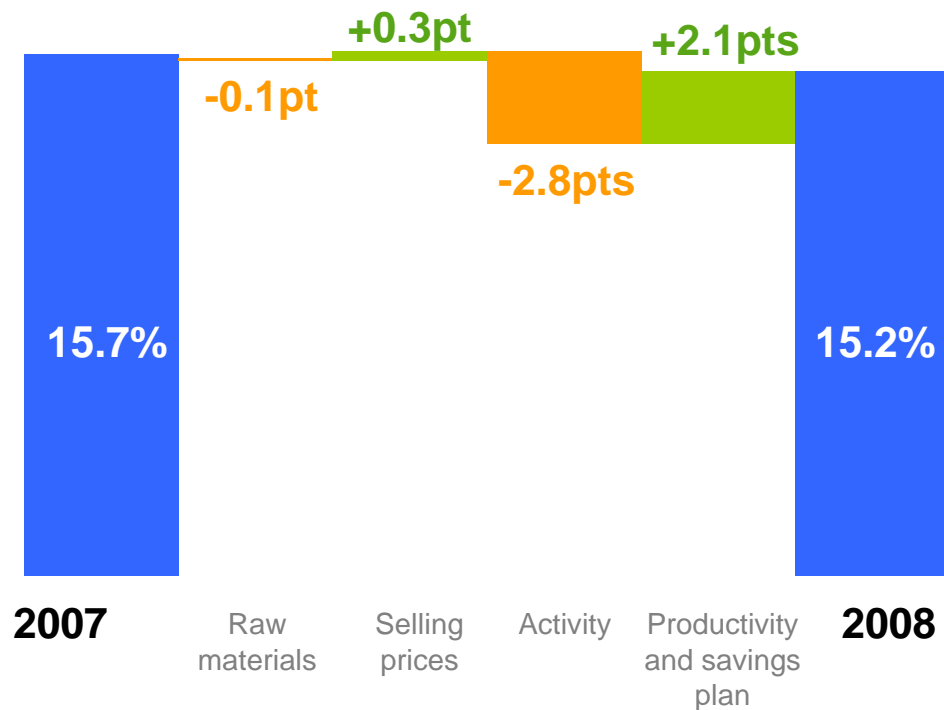
<i>In million euros</i>	<b>2008</b>	<b>2007</b>	<b>Change</b>
<b>Sales</b>	<b>8,815</b>	9,689	-9.0%
<b>Gross margin</b> <i>as % of sales</i>	<b>1,314</b> <b>15.2%</b>	1,497 15.7%	-12.2% - 0.5 pt
<b>Operating margin</b> <i>as % of total oper. revenues</i>	<b>230</b> <b>2.6%</b>	346 3.6%	-33.5% -1.0 pt
<b>Net income</b>	<b>(207)</b>	81	ns
<b>Basic earnings per share (€)</b>	<b>(2.73)</b>	1.06	ns
<b>Free cash flow</b>	<b>83</b>	65	+28%

# A highly contrasted year

	First 9 months			Q4		
	2008	2007	%	2008	2007	%
<b>Sales</b>	<b>7,026</b>	<b>7,251</b>	-3.1%	<b>1,789</b>	<b>2,438</b>	-26.6%
<b>Gross margin</b>	<b>1,106</b>	<b>1,111</b>	-0.5%	<b>208</b>	<b>386</b>	-46.1%
<i>as % of sales</i>	<b>16.0%</b>	<b>15.5%</b>	+0.5 pt	<b>11.9%</b>	<b>16.1%</b>	-4.2 pts
<b>Operating margin</b>	<b>268</b>	<b>250</b>	+7.2%	<b>(38)</b>	<b>96</b>	ns
<i>as % of total op. rev.</i>	<b>3.8%</b>	<b>3.4%</b>	+0.4 pt	<b>-2.1%</b>	<b>3.9%</b>	-6.0 pts
<b>Net income</b>	<b>106</b>	<b>31</b>	+241.9 %	<b>(313)</b>	<b>50</b>	ns
<b>Free cash flow</b>	<b>71</b>	<b>73</b>	-2.7%	<b>12</b>	<b>(8)</b>	ns

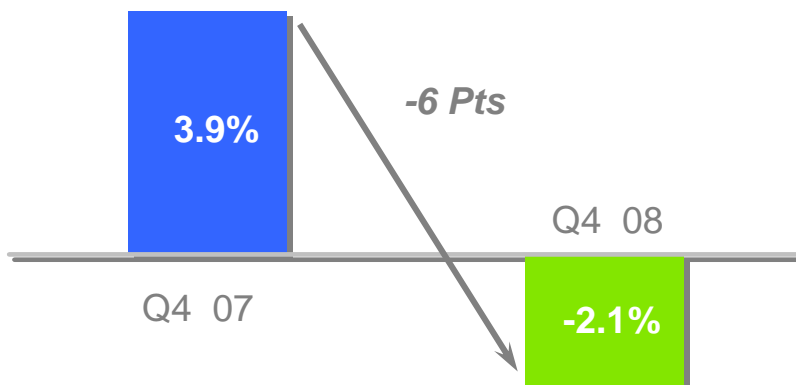
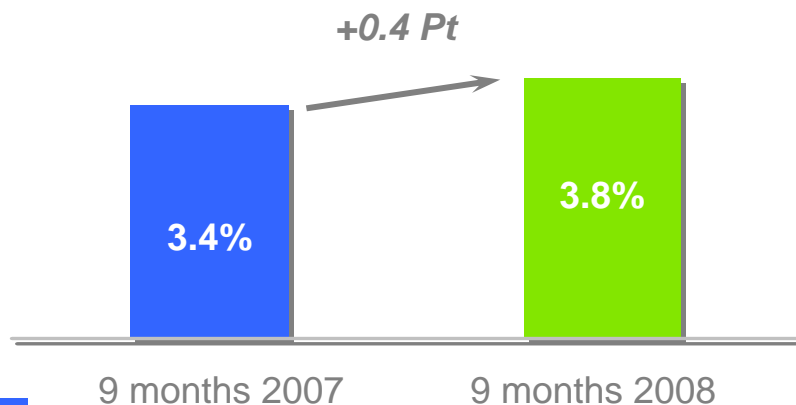
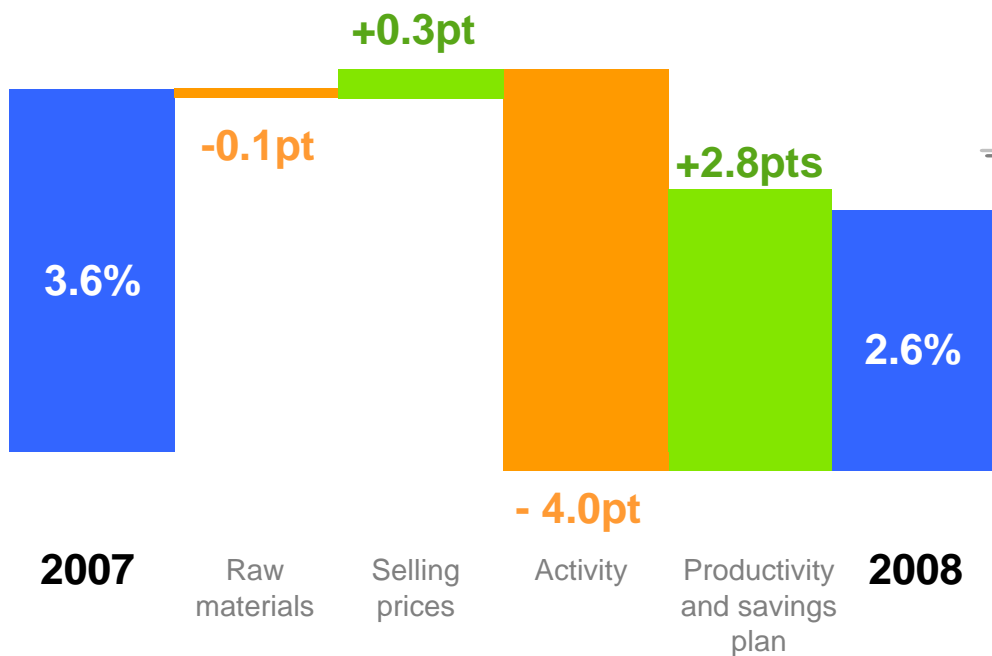
# Evolution of the gross margin

In % of sales



# Evolution of the operating margin

In % of total operating revenues



## Results (cont.)

<i>In million euros</i>	<b>2008</b>	<b>2007</b>	<b>Change</b>
<b>R&amp;D expenses (net)</b> <i>% of total oper. revenues</i>	<b>(488)</b> <b>5.5%</b>	(534) 5.5%	-8.6%
<b>Administrative &amp; selling expenses</b> <i>% of total oper. revenues</i>	<b>(596)</b> <b>6.8%</b>	(617) 6.4%	-3.4%
<b>Total general expenses</b> <i>% of total oper. revenues</i>	<b>(1,084)</b> <b>12.3%</b>	(1,151) 11.9%	-5.8%
<b>Other income (expenses)</b> <i>% of total oper. revenues</i>	<b>(282)</b> <b>3.2%</b>	(27) 0.3%	ns
<b>Operating income</b> <i>% of total oper. revenues</i>	<b>(52)</b> <b>-0.6%</b>	319 3.3%	ns

# Results (cont.)

<i>In million euros</i>	<b>2008</b>	<b>2007</b>	<b>Change</b>
<b>Operating income</b>	<b>(52)</b>	319	<i>ns</i>
Cost of net debt	(45)	(51)	-11.8%
Other financial income & expenses	(59)	(46)	+28.3%
Equity in net earnings of assoc.	9	8	+12.5%
<b>Income before income taxes</b>	<b>(147)</b>	230	<i>ns</i>
Income taxes	(51)	(83)	-38.6%
Non-strategic activities	(1)	(59)	-98.3%
Minority interests	(8)	(7)	+14.3%
<b>Net income</b>	<b>(207)</b>	81	<i>ns</i>

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# Environment: first quarter 2009

- **Decrease of 38% in global automobile production in the first quarter**
  - Europe: -38%
  - USA: -52%
  
- **Slight improvement in March**
  - Vehicle scrapping bonus in Europe
  - More dynamic emerging markets, particularly Brazil and China
  - Nearing the end of destocking

# Key figures of the first quarter 2009

in million euros

	Q1-2009	Q1-2008	Change
<b>Sales</b>	<b>1,624</b>	<b>2,437</b>	<b>-33.4%</b>
<b>Gross margin</b> <i>as % of sales</i>	<b>185</b> <b>11.4%</b>	<b>391</b> <b>16.0%</b>	<b>-52.7%</b> <b>-4.6 pts</b>
<b>Operating margin</b> <i>as % of sales</i>	<b>(66)</b> <b>-4.1%</b>	<b>90</b> <b>3.7%</b>	<i>ns</i> <i>ns</i>
<b>Net income</b>	<b>(159)</b>	<b>43</b>	<i>ns</i>
<b>Net financial debt</b>	<b>933</b>	<b>786</b>	<b>+18.7%</b>
<b>Free cash flow</b>	<b>(116)</b>	<b>43</b>	<i>ns</i>

NB: As of 1 January 2009, the presentation of Group results has been modified, with other operating revenues being reclassified mainly as research and development expenses.

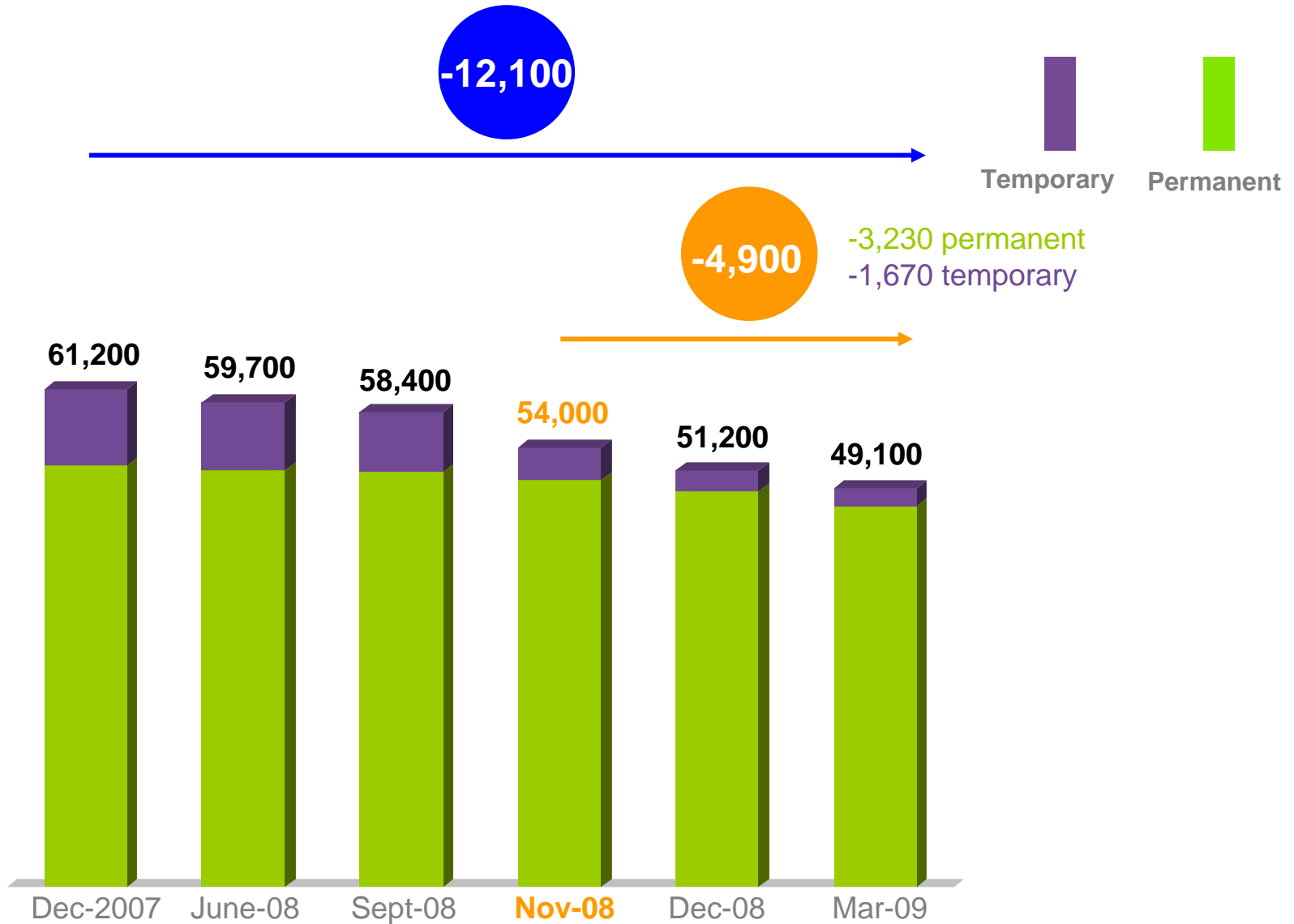
# Publication of quarterly results

- **As from 2010, Valeo will no longer publish quarterly results, but only regulated information concerning sales and the level of activity.**

# Reinforcement of the cost reduction and cash control program

- **Headcount reduction of 5,000 people, including 1,600 in France**
  - 3,230 departures recorded at end March
- **Reduction of investment by one-third in 2009**
- **600 million euros of savings, of which 500 million euros in 2009**
  - 140 million Q4 2008
  - 183 million Q1 2009

# Headcount adaptation plan



# Priority: cash flow management

- **Continued decrease in working capital requirements**

- Stock reduction of 75 million euros in Q1

- **Tightened control of investment**

- **Alignment of managerial objectives with the generation of free cash flow**

# Controlled customer risk

- GM and Chrysler under U.S. bankruptcy protection
- No loss in terms of receivables due

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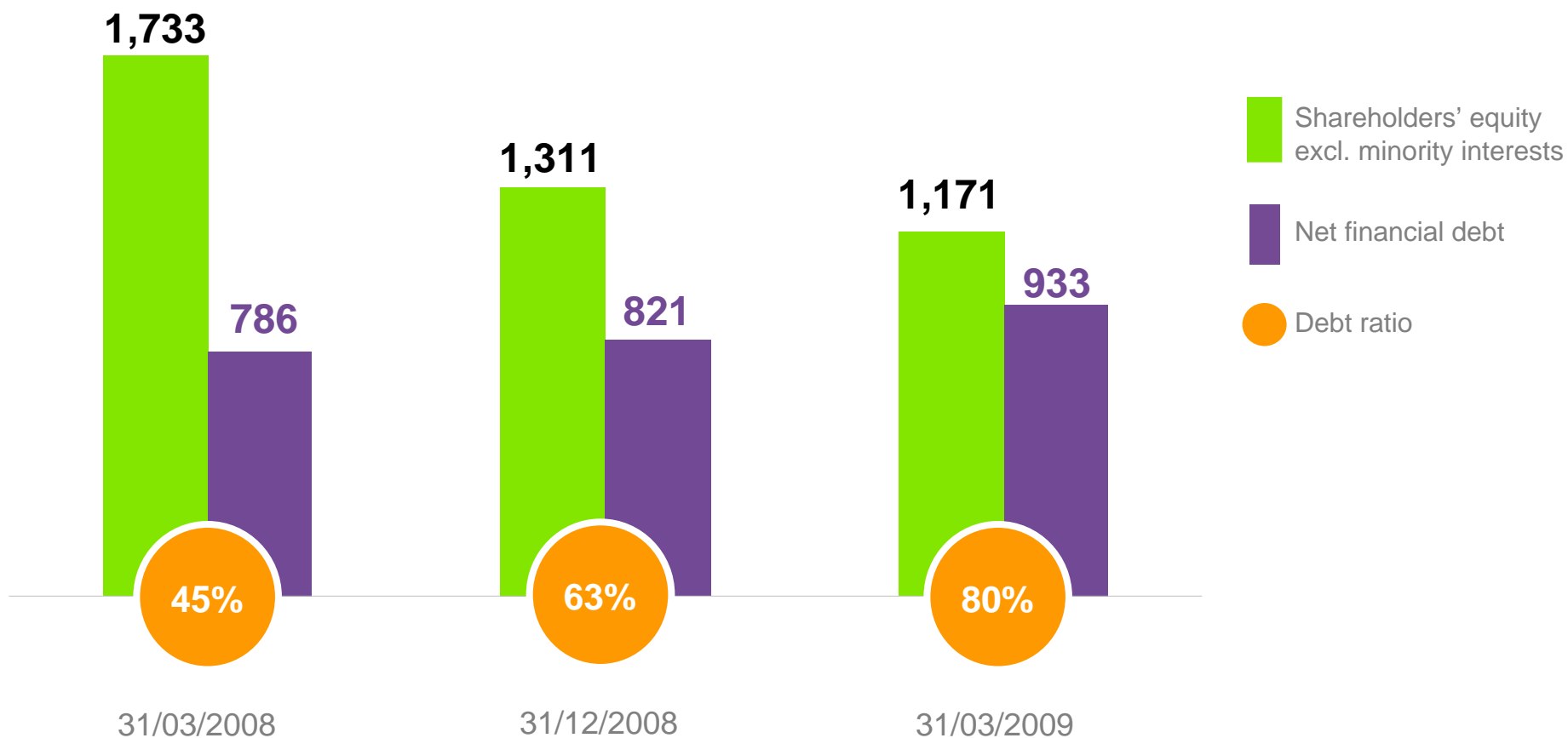
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# Controlled liquidity situation

- **No debt reimbursement due before January 2011**
  - Océane reimbursable in January 2011 for a total of 463 million euros
- **Cash available at 31/03/2009: more than 500 million euros**
- **Liquidity secured via confirmed bilateral credit line program worth 1.2 billion euros**
  - No drawdowns as of June 9, 2009
  - 866 M€ of renegotiated/renewed credit lines
  - New covenant based on net financial debt/EBITDA ratio

# A crisis-proof financial structure

In million euros



# Financial strategy

## ■ Reinforcement of the Group's liquidity

- Change of covenants
- Tight cash control

## ■ Diversification of the Group's resources

## ■ Disposal of certain non-strategic activities when market conditions will permit

## ■ Increased flexibility for refinancing the Group's debt

- Financial authorizations of the 2009 AGM

# Financial authorizations

## ■ Resolution 8: Capital increase with Pref. Subs. Rights

- Will replace the current authorization which expires in July 2009
- Period of validity of the authorization: 26 months
- Maximum aggregate par value: 40M€

## ■ Resolution 9: Capital increase without Pref. Subs. Rights

- Destined notably for the issuance of debt securities giving access to the capital
- Possible pre-financing of the reimbursement of OCEANE 2011
- Period of validity of the authorization: 26 months
- Maximum aggregate par value: 47M€

## ■ Resolution 11: Oversubscription (“green shoe”) clause

- Enables an increase in the number of securities initially issued without having to proceed with a new issuance
- Included in the ceilings with and without Pref. Subs. Rights
- No additional dilution

## ■ Limited potential dilution

# Capital increase reserved for employees

- **Employee shareholders today represent 1.18% of Valeo's capital**
- **Main characteristics**
  - Validity of the authorization: 26 months
  - Maximum discount of 20%, in accordance with the law
  - Maximum aggregate par value: 5 M€ or 2% of the capital

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# Outlook

## ■ Confirmed automobile production forecast

→ -30% in H1

→ -20% in 2009

## ■ Evolution of sales in line with automobile production in H2

# Short-term priorities

## ■ Reinforcement of the savings program

- 600 million euros of annualized savings
  - of which 500 million euros in 2009 and 183 million euros achieved in Q1

## ■ Cash control

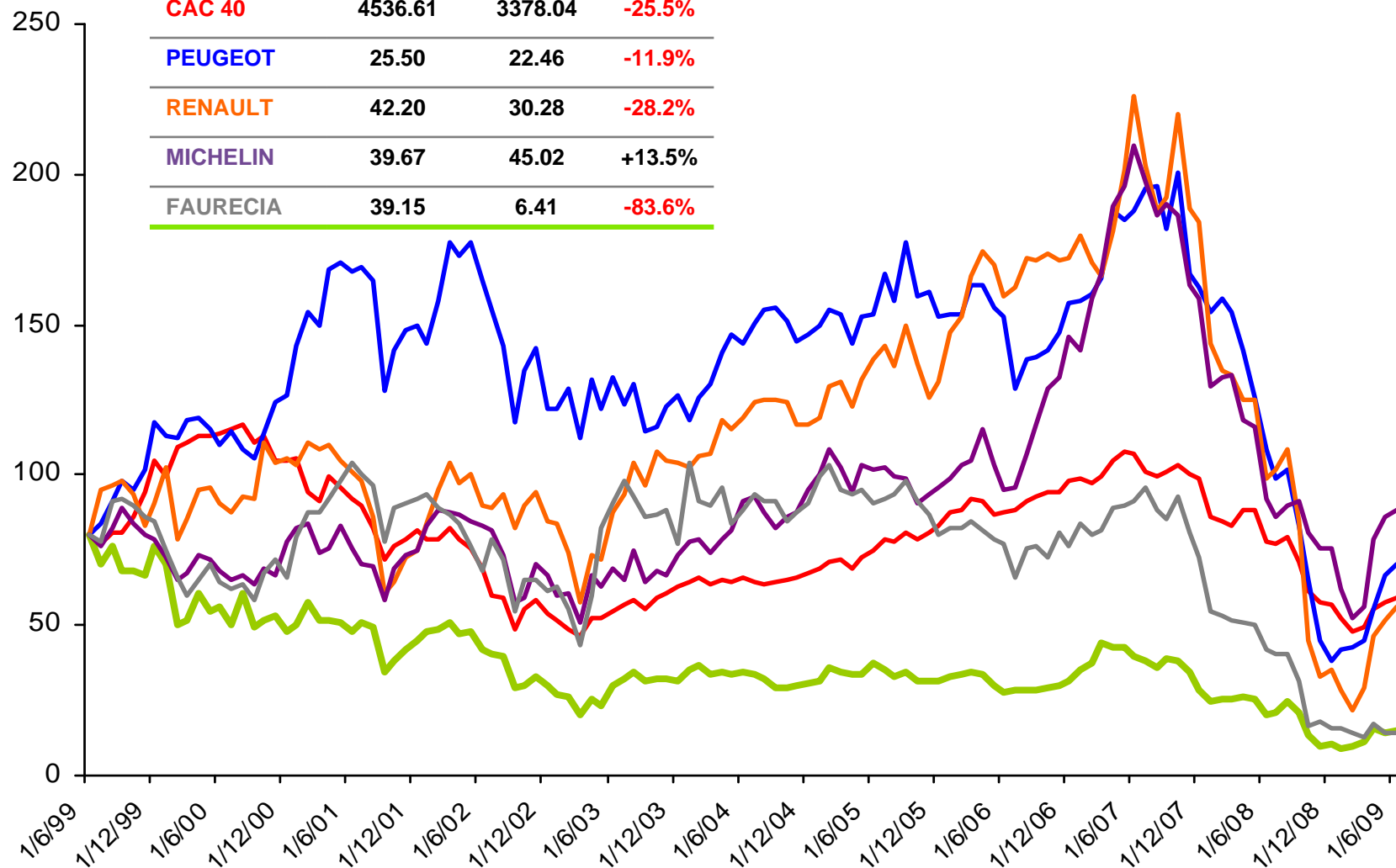
- One-third decrease in investment in 2009
- Positive free cash flow excluding restructuring expenses

## ■ Rigorous management of customer and supplier risks

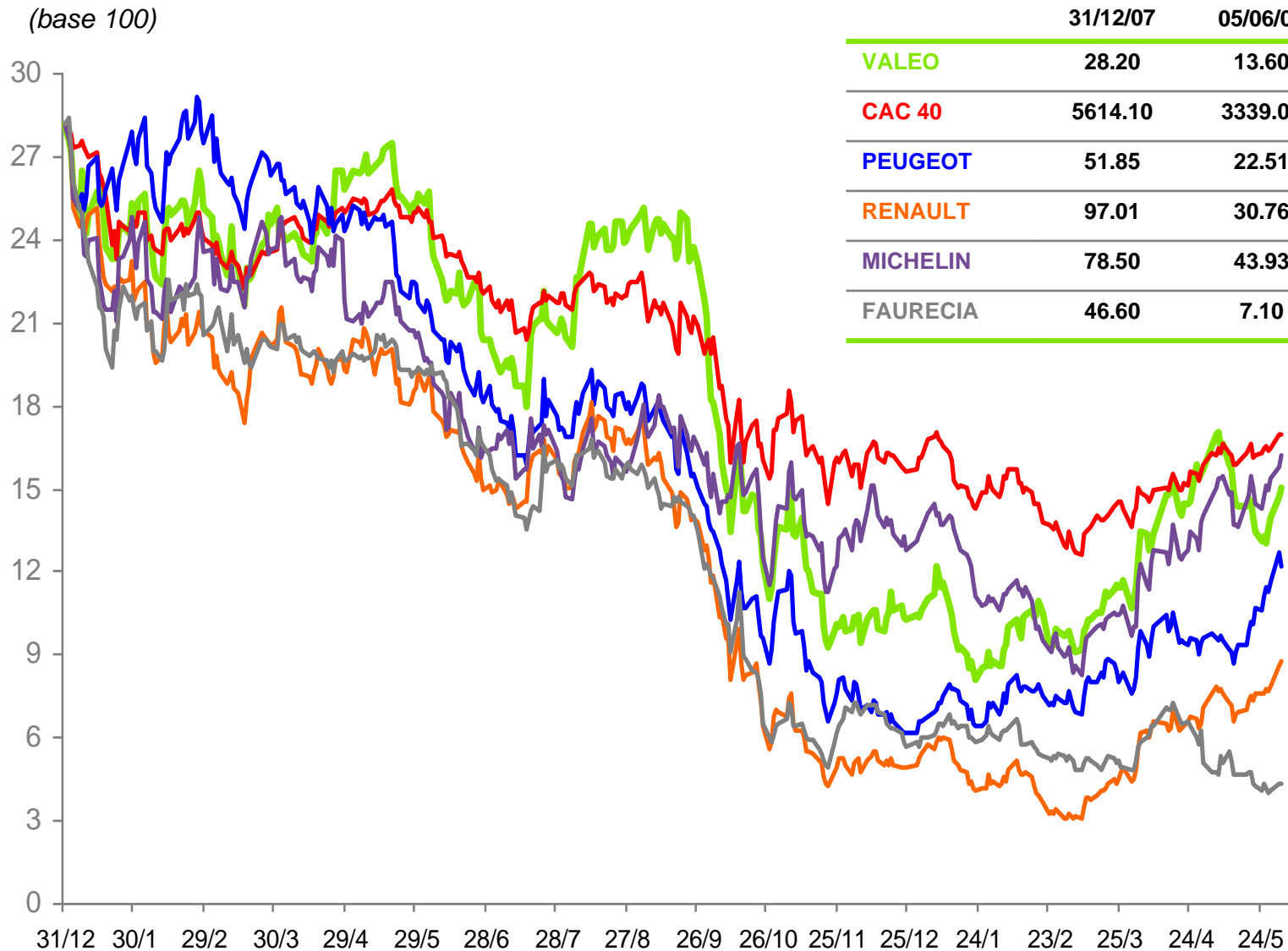
## ■ Analysis of strategic orientations

# Evolution of the Valeo share over 10 years

	30/06/99	02/06/09	Δ
<b>VALEO</b>	80.00	15.02	<b>-81.2%</b>
<b>CAC 40</b>	4536.61	3378.04	<b>-25.5%</b>
<b>PEUGEOT</b>	25.50	22.46	<b>-11.9%</b>
<b>RENAULT</b>	42.20	30.28	<b>-28.2%</b>
<b>MICHELIN</b>	39.67	45.02	<b>+13.5%</b>
<b>FAURECIA</b>	39.15	6.41	<b>-83.6%</b>



# Evolution of the share since the beginning of 2008



# A clear analysis for preparing action plans

- Lack of growth
- Lack of profitability
- Lack of organizational efficiency
- Lack of strategic vision

# **A clear analysis and a strategy to define for taking up the challenges of the automotive industry**

- **The technological challenge**
- **The emerging countries challenge**
- **The “societal” challenge**
- **The industry consolidation challenge**



*Enabling a better automotive world*