



Q3 2014 Sales

Jacques Aschenbroich – CEO

October 21, 2014

Q3 2014 highlights

- Consolidated sales of €3,069 million, up 10% on a reported basis
 - up 6% on a like-for-like basis⁽¹⁾
- OEM sales of €2,644 million, up 13% on a reported basis
 - up 7% on a like-for-like basis⁽¹⁾
- Near 7-pt above-market growth in OEM sales

	OEM sales growth*	Performance**
China	+25.3%	+20.3pts
Europe	+9.0%	+9.2pts
Asia (excl. China) ⁽²⁾	+5.1%	+5.3pts
North America ⁽²⁾	+4.2%	+0.4pt
South America	-21.7%	-2.2pts
World	+7.3%	+6.6pts

*like-for-like **vs automotive production

- Aftermarket sales up 1% on a reported basis
 - down 1% on a like-for-like basis⁽¹⁾

⁽¹⁾ Constant Group structure and exchange rates.

⁽²⁾ Including Valeo Sylvania

2014 outlook

Based on the automotive production assumptions published in the H1 2014 results:

- World: growth of approximately 3%
- Europe: growth of approximately 2%

Valeo confirms its objectives for 2014:

- Sales growth outperformance in the main production regions
- Operating margin* slightly higher than 7% of sales

* Incl. JV and associates in accordance with new IFRS standards



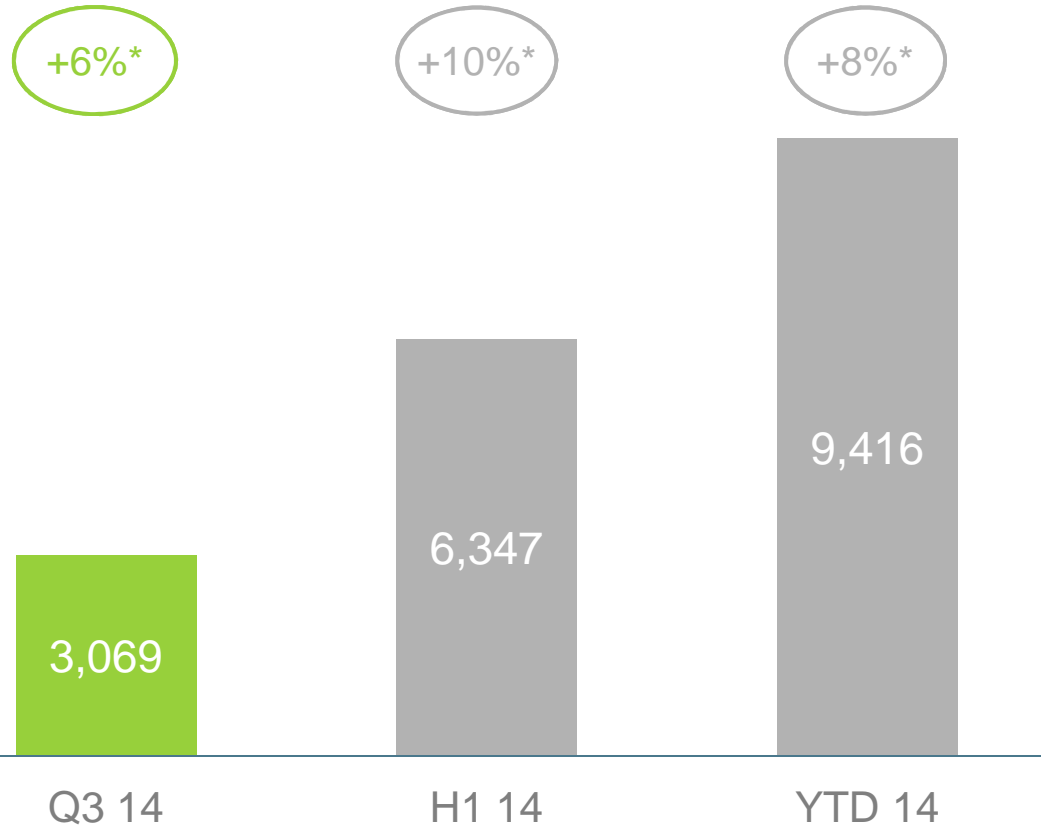
Sales of €3.1bn, up 10% as reported,
up 6% like-for-like

OEM sales, up 13% as reported,
up 7% like-for like, a near 7-point outperformance

Aftermarket sales, up 1% as reported,
down 1% like-for-like

Total sales up 10% as reported, up 6% like-for-like YTD sales up 8% like-for-like

*Like-for-like growth



€m

As reported +10%

Exchange rates 0.0%

Perimeter +4.3%

As reported +7%

Exchange rates -3.1%

Perimeter +0.4%

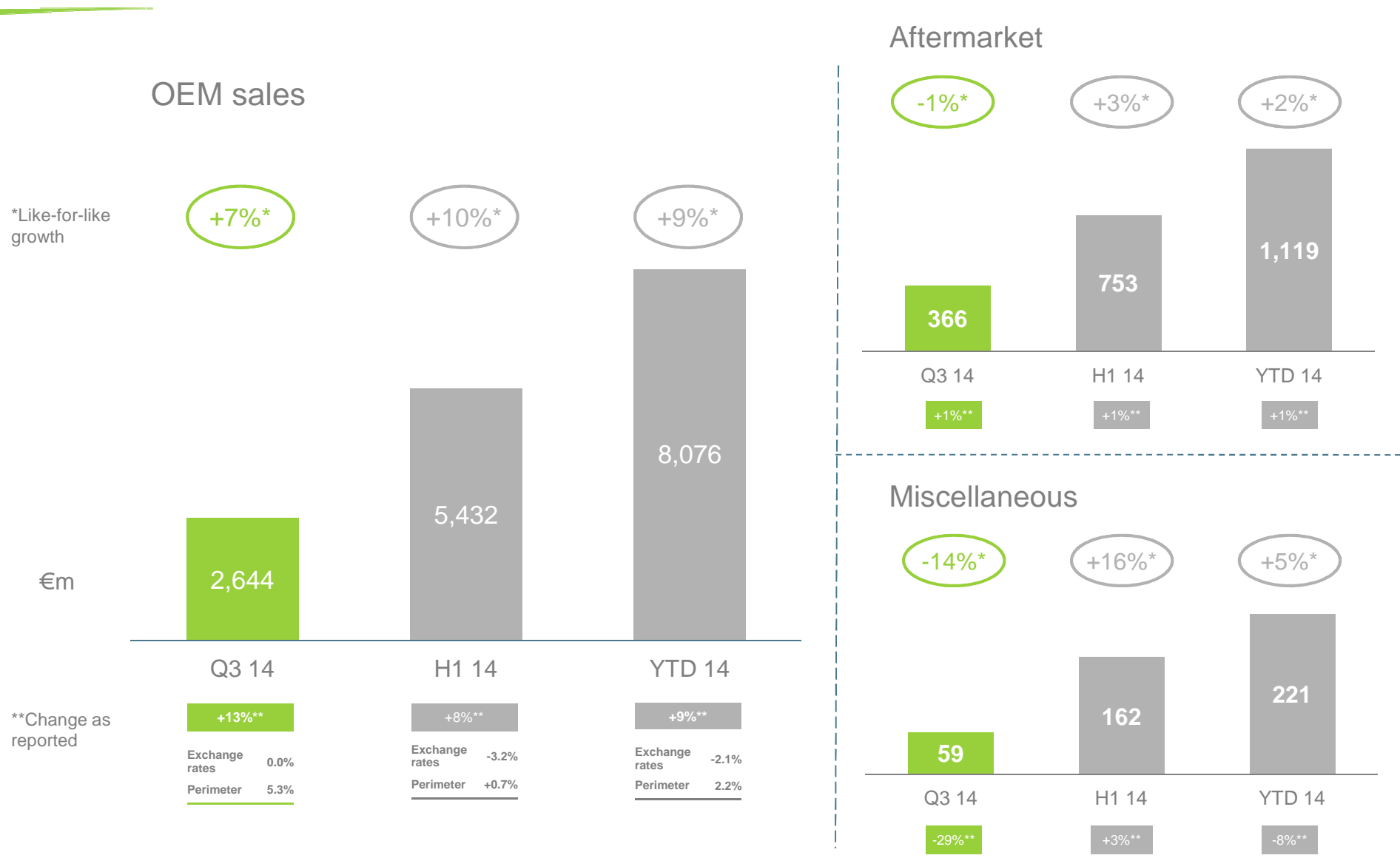
As reported +8%

Exchange rates -2.1%

Perimeter +1.7%

OEM sales up 13% on a reported basis, up 7% like-for-like

Aftermarket up 1% on a reported basis, down 1% like-for-like

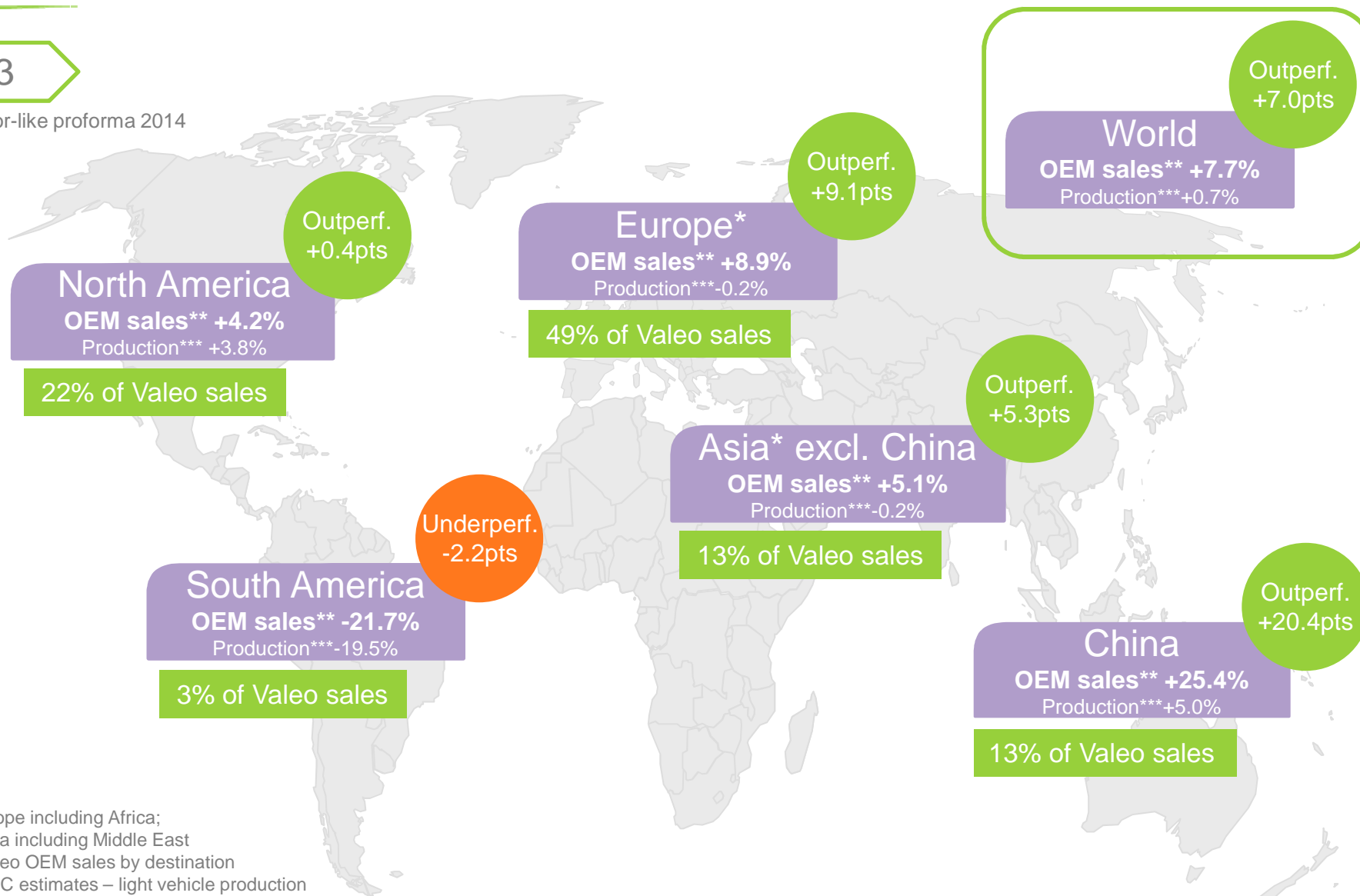


OEM sales outpaced the global market by 7 points

Outperformance in China of more than 20 points and in Europe of more than 9 points

Q3

Like-for-like proforma 2014



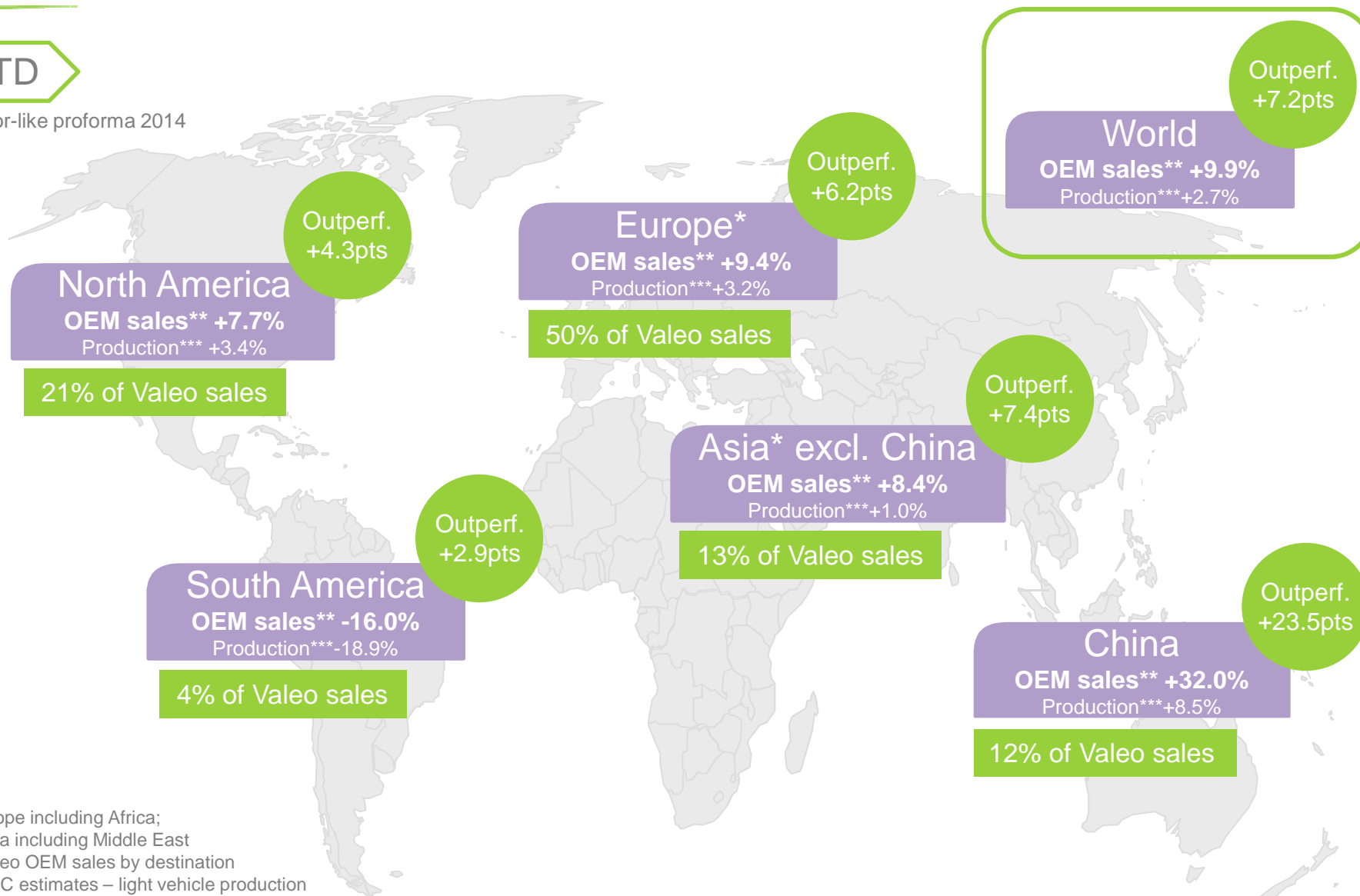
* Europe including Africa;
Asia including Middle East
** Valeo OEM sales by destination
***LMC estimates – light vehicle production

OEM sales outpaced the global market by more than 7 points

Outperformance in all production regions

YTD

Like-for-like proforma 2014



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 Asia including Middle East
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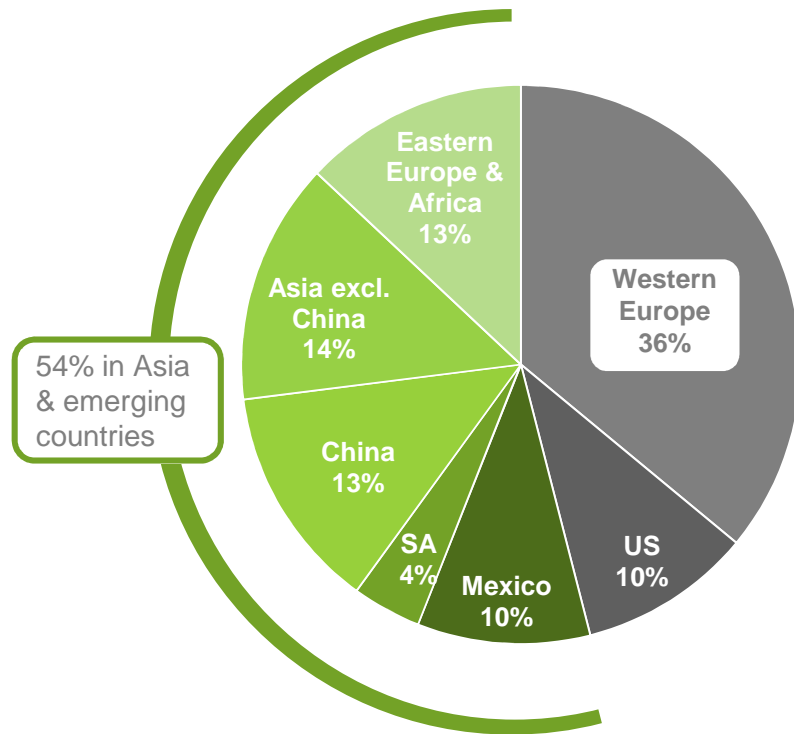
Geographic repositioning

Asia and North America (US & Mexico) both up 1 point

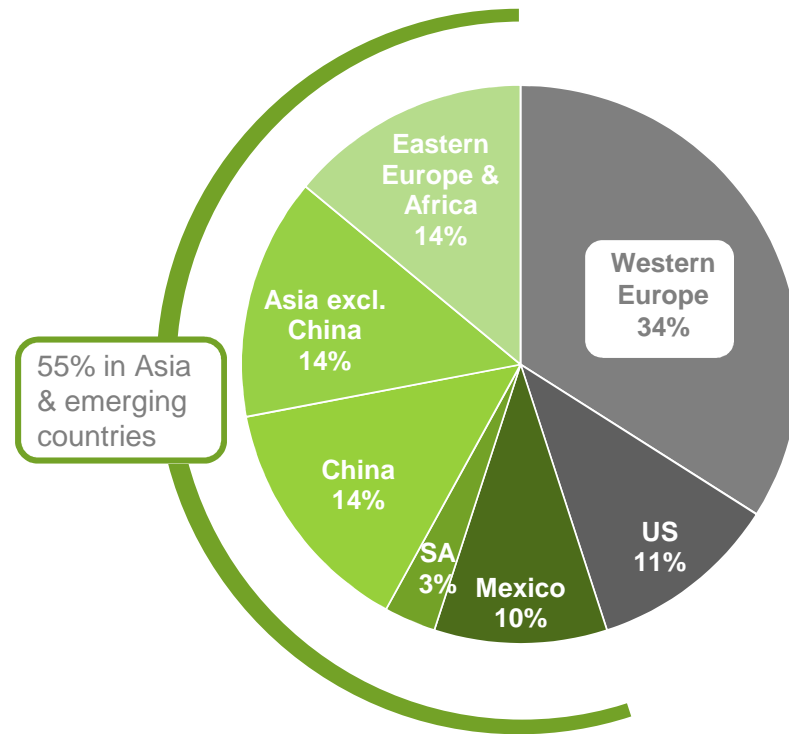
~~Western Europe~~ down 2 points

OEM sales by production region

Sales including joint-ventures consolidated proportionally



Q3 2013



Q3 2014

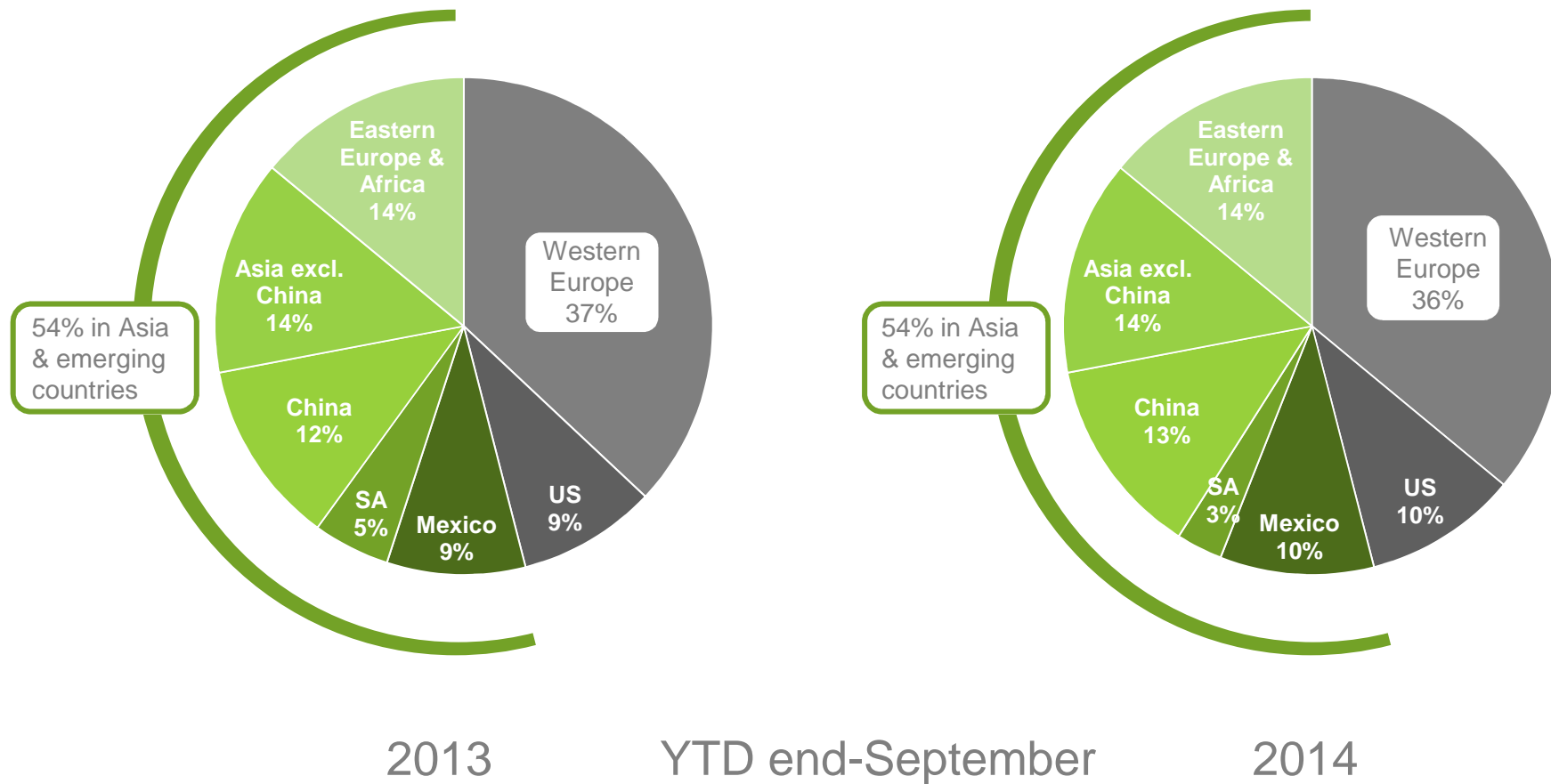
Geographic repositioning

North America (US & Mexico) up 2 points, Asia up 1 point

~~Western Europe~~ down 1 point

OEM sales by production region

Sales including joint-ventures consolidated proportionally

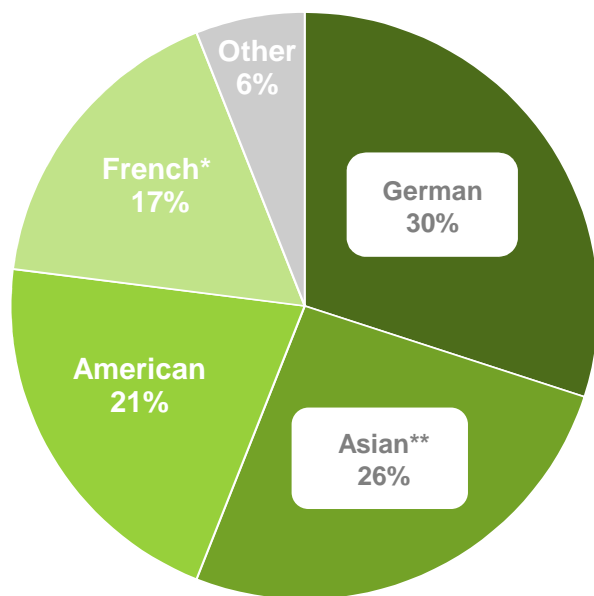


Balanced customer portfolio

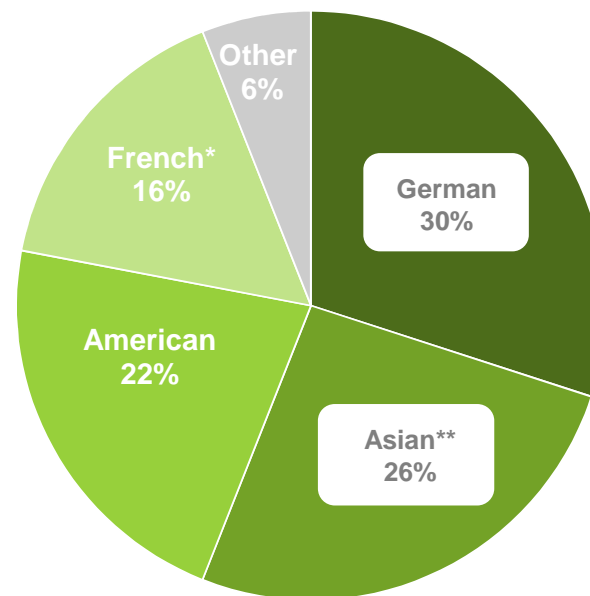
German and Asian customers stable at 30% and 26% respectively, American customers up 1 point, French customers down 1 point

% of OEM sales

Sales including joint-ventures consolidated proportionally



2013



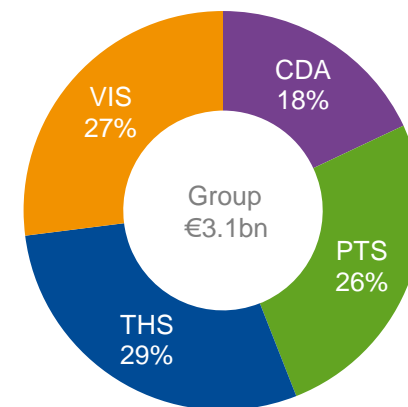
YTD end-September

2014

* Excluding Nissan

** Including Nissan

Above-market growth in all Business Groups



	YTD total sales change (on a reported basis)	OEM sales growth (like-for-like)		
		Q3	H1	YTD
CDA**	-1%	+13%	+16%	+15%
Powertrain	+6%	+3%	+8%	+7%
Thermal	+7%	+6%	+10%	+8%
Visibility	+20%	+9%*	+12%*	+11%*

*2014 perimeter

** Comfort & Driving Assistance



2014 outlook



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2014 outlook

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Share Information

Share Data

• Bloomberg Ticker	FR FP
• Reuters Ticker	VLOF.PA
• ISIN Number	FR 000130338
• Shares outstanding as of September 30, 2014	79,462,540

ADR Data

• Ticker/trading symbol	VLECY
• CUSIP Number	919134304
• Exchange	OTC
• Ratio (ADR: ord)	1:2
• Depository Bank	J.P. Morgan
• Contact at J.P. Morgan – ADR broker relationship desk	Jim Reeves +1 212-622-2710



Back-up

Quarterly information

In €m (2014 as reported and 2013 restated in accordance with IFRS 11)

■ Sales by segment

	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Comfort & Driving Assistance Systems	623	569	515	531	552	572	573
Powertrain Systems	774	817	752	818	848	848	798
Thermal Systems	818	885	832	837	880	934	889
Visibility Systems	733	762	711	764	876	925	856
Total sales	2,927	3,017	2,792	2,926	3,112	3,235	3,069

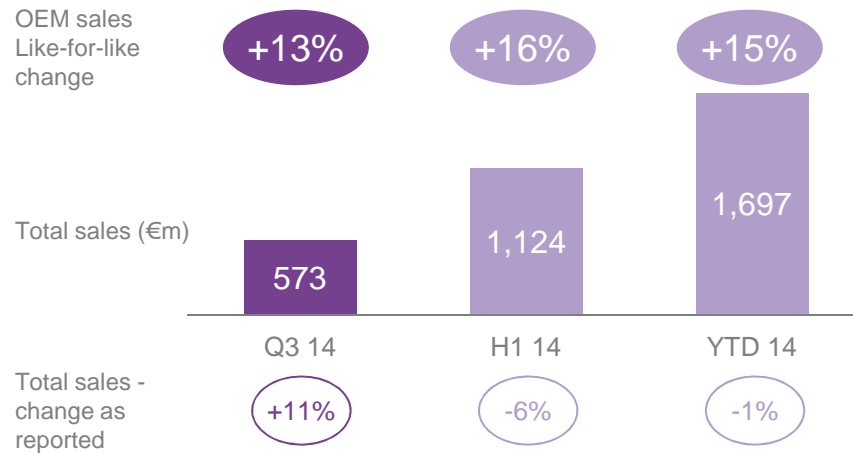
■ OE & aftermarket sales

	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
OE sales	2,470	2,567	2,348	2,449	2,677	2,755	2,644
Aftermarket	375	374	361	377	376	377	366
Miscellaneous	82	76	83	100	59	103	59
Total sales	2,927	3,017	2,792	2,926	3,112	3,235	3,069

Comfort & Driving Assistance Systems

Sales performance

Growth rate on a like-for-like basis



H1 2014 key figures:

- Sales: €1.1bn (18% of Group sales)
- Ebitda: 14.2% (22% of Group Ebitda)

2013 key figures:

- 13,431 employees
- 23 production units
- 9 development centers
- 7 research centers

Market share* and competitors:

- Driving Assistance: Valeo no.1
Valeo+Bosch+Continental > 60%*
- Interior Controls: Valeo no.1
Valeo+Kostal+Tokai Rika > 25%*

Key growth drivers:

- Development of solutions for connected and autonomous vehicles (Valeo first automotive supplier to present a product like the Valet Park4U® driving assistance system)
- Change in regulations: mandatory rear camera in the US as from May 2016 (100% applicable in 2018)

Latest innovations:

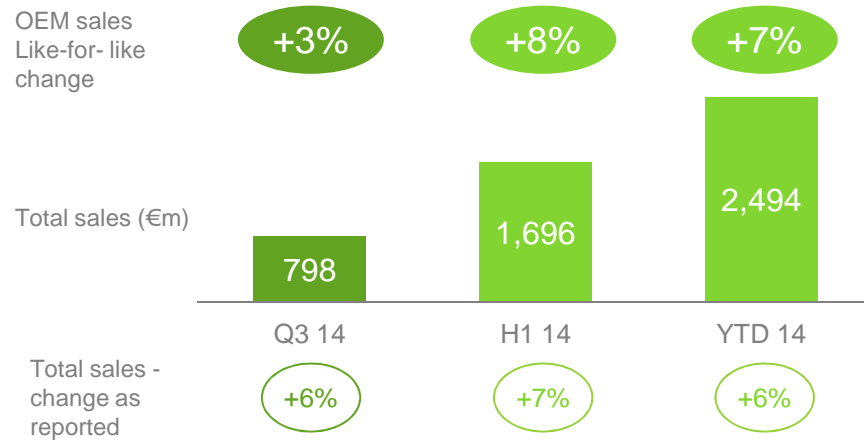
- Park4U® with comfort braking launched in 2013
- 2014 Pace Award for the Back-Over Protection System for reversing maneuvers
- First order intake received for laser scanner technology

* 2013 Valeo estimate

Powertrain Systems

Sales performance

Growth rate on a like-for-like basis



H1 2014 key figures:

- Sales: €1.7bn (26% of Group sales)
- Ebitda: 12.4% (28% of Group Ebitda)

2013 key figures:

- 18,769 employees
- 32 production units
- 16 development centers
- 5 research centers

Market share* and competitors:

- Transmission Systems: Valeo no.2
Luk+Valeo+ZF Sachs = 45%*
- Electrical Systems: Valeo no.1
Valeo+Denso+Bosch = 70%*

Key growth drivers:

Dual objective of reducing CO₂ emissions and fossil fuel consumption, based on 3 priorities for engines:

- Downsizing
- Downspeeding
- Electrification

Latest innovations:

- High efficiency alternators awarded by the European Commission's eco innovation label
- Production of the dual dry-clutch launched in 2014
- First order intake received for the electric supercharger

*2013 Valeo estimate

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Thermal Systems

Sales performance

Growth rate on a like-for-like basis

OEM sales
Like-for-like
change

+6%

+10%

+8%

Total sales (€m)

889

1,814

2,703

Q3 14

H1 14

YTD 14

Total sales -
change as
reported

+7%

+7%

+7%

H1 2014 key figures:

- Sales: €1.8bn (28% of Group sales)
- Ebitda: 11.0% (27% of Group Ebitda)

2013 key figures:

- 18,128 employees
- 45 production units
- 7 development centers
- 2 research centers

Market share* and competitors:

- Thermal Systems: Valeo no.2
- Denso+Valeo+Halla (Visteon) = 50%*

Key growth drivers:

- New technological solutions to respond to air conditioning systems becoming more complex
- Innovative solutions to comply with new regulations on gas pollutants and fuel consumption

Latest business developments:

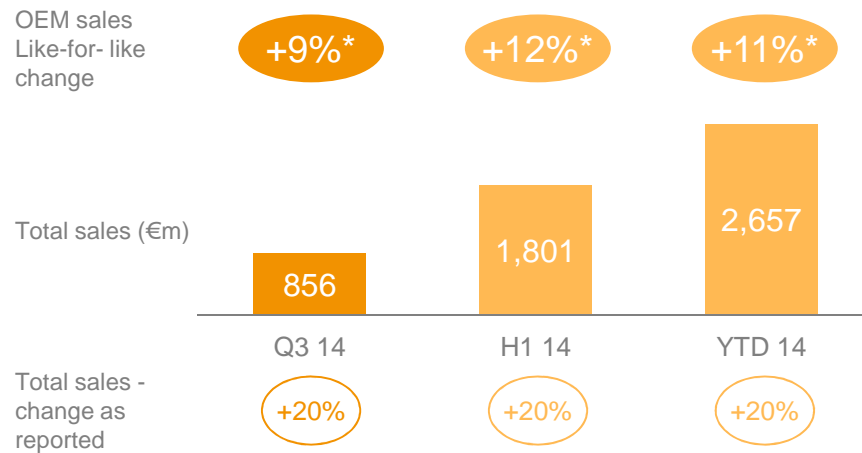
- Air intake module: awarded a PACE Award by Automotive News
- Battery thermal management system

*2013 Valeo estimate

Visibility Systems

Sales performance

Growth rate on a like-for-like basis



H1 2014 key figures:

- Sales: €1.8bn (28% of Group sales)
- Ebitda: 9.3% (23% of Group Ebitda)

2013 key figures:

- 23,012 employees
- 33 production units
- 13 development centers
- 4 research centers

Market share** and competitors:

- Lighting Systems: Valeo no.2
Koito+Valeo+Magnetti Marelli > 50%*
- Wiper Systems: Valeo no.1
Valeo+Bosch+Denso = 75%*

Key growth drivers:

- Automakers' widespread implementation of lighting systems with LED low beam, high beam or daytime running lights
- Growing interest in electronic wiper systems and Aquablade® wiper technology

Latest business developments:

- Valeo BiLED® (100% LED) selected for emblematic models such as the BMWi3 and the new Mini
- Omniblade technology chosen for the front of the new Cadillac Escalade in the US
- Start of production of the electronic wiper systems using direct drive blades for the Ford Kuga

*2014 perimeter
**2013 Valeo estimate

Safe Harbor Statement

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Automotive technology, naturally

