### Q3 highlights

**Sales of €4bn**

**+16% as reported**  
**+12% like-for-like**

**OEM sales of €3.5bn**

| Region               | Growth  
|---------------------|---------
| World               | +12%    
| Europe              | +9%     
| China               | +39%    
| Asia (excluding China) | +7%   
| North America       | +7%     
| South America       | +10%    

**Outperformance**

**+7pts**  
**+10pts**  
**+16pts**  
**+7pts**  
**+4pts**  
**+25pts**

**Aftermarket sales of €0.4bn**

**+8% as reported**  
**+5% like-for-like**

---

(1) Constant Group structure and exchange rates.  
(2) Versus automotive production
YTD sales figures

Sales of €12.1bn

Sales of €10.6bn

<table>
<thead>
<tr>
<th>Region</th>
<th>Growth (1)</th>
<th>Outperformance (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>World</td>
<td>+12%</td>
<td>+9pts</td>
</tr>
<tr>
<td>Europe</td>
<td>+12%</td>
<td>+9pts</td>
</tr>
<tr>
<td>China</td>
<td>+20%</td>
<td>+9pts</td>
</tr>
<tr>
<td>Asia (excluding China)</td>
<td>+10%</td>
<td>+11pts</td>
</tr>
<tr>
<td>North America</td>
<td>+9%</td>
<td>+6pts</td>
</tr>
<tr>
<td>South America</td>
<td>-1%</td>
<td>+16pts</td>
</tr>
</tbody>
</table>

Aftermarket sales of €1.3bn

+13% as reported
+11% like-for-like(1)

+14% as reported
+12% like-for-like(1)

+5% as reported
+6% like-for-like(1)

October 20, 2016

(1) Constant Group structure and exchange rates.
(2) Versus automotive production
2016 outlook

Based on a revision from 2.5% to 3% of the growth forecast for global automotive production in 2016:

- We are raising our full-year 2016 target operating margin to around 8% (as a percentage of sales), despite the increase in net R&D expenditure to fuel the Group's future growth, and are also confirming our objective of achieving strong sales growth, outperforming the market in the main production regions, including China.
Sustained sales growth
with, in Q3

Sales of €4bn, up 16% as reported
up 12% like-for-like

OEM sales up 16% as reported
7-point outperformance, up 12% like-for-like

Aftermarket sales up 8% as reported
up 5% like-for-like
Sustained Q3 sales up 16% as reported, up 12% like-for-like
YTD sales up 13% as reported, up 11% like-for-like
Sustained Q3 OEM sales up 16% as reported, up 12% like-for-like
Aftermarket sales up 8% as reported, up 5% like-for-like

**OEM sales**

<table>
<thead>
<tr>
<th>Period</th>
<th>€m</th>
<th>Like-for-like increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 16</td>
<td>7,106</td>
<td>+12%*</td>
</tr>
<tr>
<td>Q3 16</td>
<td>3,472</td>
<td>+12%*</td>
</tr>
<tr>
<td>YTD 16</td>
<td>10,578</td>
<td>+12%*</td>
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**Aftermarket sales**

<table>
<thead>
<tr>
<th>Period</th>
<th>€m</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 16</td>
<td>845</td>
<td>+6%*</td>
</tr>
<tr>
<td>Q3 16</td>
<td>417</td>
<td>+5%*</td>
</tr>
<tr>
<td>YTD 16</td>
<td>1,262</td>
<td>+6%*</td>
</tr>
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</table>

**Miscellaneous**

<table>
<thead>
<tr>
<th>Period</th>
<th>€m</th>
<th>Increase</th>
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<tbody>
<tr>
<td>H1 16</td>
<td>179</td>
<td>+6%*</td>
</tr>
<tr>
<td>Q3 16</td>
<td>105</td>
<td>+43%*</td>
</tr>
<tr>
<td>YTD 16</td>
<td>284</td>
<td>+17%*</td>
</tr>
</tbody>
</table>
Sustained OEM sales growth in Q3 leading to a strong outperformance in all production regions

**Q3** Like-for-like

- **22% of Valeo sales**
  - North America
    - Production*** +3%
    - Outperf. +4pts
  - OEM sales** +7%

- **48% of Valeo sales**
  - Europe*
    - Production*** -1%
    - Outperf. +10pts
  - OEM sales** +9%

- **13% of Valeo sales**
  - Asia* excl. China
    - Production*** 0%
    - Outperf. +7pts
  - OEM sales** +7%

- **2% of Valeo sales**
  - South America
    - Production*** -15%
    - Outperf. +25pts
  - OEM sales** +10%

- **15% of Valeo sales**
  - China
    - Production*** +23%
    - Outperf. +16pts
  - OEM sales** +39%

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

October 20, 2016
13-point outperformance in Asia

Q3
Like-for-like

28% of total sales
Asia*
Production*** +10%

Outperf. +13pts

OEM Sales** +23%

4% of Asian sales
India
Production*** +13%

Outperf. +6pts

22% of Asian sales
Japan
Production*** 0%

18% of Asian sales
Korea
Production*** -18%

Outperf. +33pts

52% of Asian sales
China
Production*** +23%

OEM Sales** +39%

OEM Sales** +15%

28% of total sales

*Asia including Middle East and Oceania
**Valeo OEM sales by destination
***LMC estimates – light vehicle production
Sustained OEM sales growth leading to a 9-point outperformance

- **North America**: 22% of Valeo sales, OEM sales** +9%, Outperf. +6pts
- **Europe***: 50% of Valeo sales, Production*** +3%, Outperf. +9pts
- **Asia* excl. China**: 13% of Valeo sales, OEM sales** +10%, Outperf. +11pts
- **South America**: 2% of Valeo sales, Production***-17%, Outperf. +16pts
- **World**: OEM sales** +12%, Outperf. +9pts
- **China**: 13% of Valeo sales, Production***+11%, Outperf. +9pts

* Europe including Africa; Asia including Middle East & Oceania
** Valeo OEM sales by destination
***LMC estimates – light vehicle production
Outperformance in all Asian countries

- **Asia***
  - 26% of total sales
  - OEM Sales** +15%
  - Outperf. +10pts

- **China***
  - 23% of Asian sales
  - OEM Sales** +20%
  - Outperf. +31pts

- **Korea***
  - 18% of Asian sales
  - OEM Sales** +22%
  - Outperf. +1pt

- **Japan***
  - 15% of Asian sales
  - OEM Sales** -2%
  - Outperf. +1pt

- **India***
  - 4% of Asian sales
  - OEM sales* +33%
  - Outperf. +24pts

- **Outperformance in all Asian countries**

*Asia including Middle East and Oceania
**Valeo OEM sales by destination
***LMC estimates – light vehicle production

October 20, 2016
Balanced geographic positioning

OEM sales by production region

2015

- Eastern Europe & Africa: 15%
- Asia excl. China: 13%
- China: 13%
- SA: 2%
- Mexico: 11%
- US: 11%

54% in Asia & emerging countries

2016

- Eastern Europe & Africa: 16%
- Asia excl. China: 13%
- China: 13%
- SA: 1%
- Mexico: 10%
- US: 12%

53% in Asia & emerging countries

YTD end-September

- Eastern Europe & Africa: 35%
- Asia excl. China: 13%
- China: 13%
- SA: 2%
- Mexico: 11%
- US: 11%

54% in Asia & emerging countries

October 20, 2016
Balanced customer portfolio

% of OEM sales

2015
- American: 24%
- Asian**: 25%
- French*: 15%
- German: 30%
- Other: 6%

YTD end-September
- American: 22%
- Asian**: 26%
- French*: 15%
- German: 31%
- Other: 6%

2016
- American: 24%
- Asian**: 25%
- French*: 15%
- German: 30%
- Other: 6%

* Excluding Nissan
** Including Nissan
Sustained Q3 growth in the 4 Business Groups

<table>
<thead>
<tr>
<th></th>
<th>YTD sales growth (year-on-year)</th>
<th>OEM sales growth (like-for-like)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>H1</td>
<td>Q3</td>
</tr>
<tr>
<td>CDA*</td>
<td>+24%</td>
<td>+16%</td>
</tr>
<tr>
<td>Powertrain</td>
<td>+6%</td>
<td>+8%</td>
</tr>
<tr>
<td>Thermal</td>
<td>+12%</td>
<td>+9%</td>
</tr>
<tr>
<td>Visibility</td>
<td>+11%</td>
<td>+14%</td>
</tr>
<tr>
<td>Group</td>
<td>+13%</td>
<td>+12%</td>
</tr>
</tbody>
</table>

* Comfort & Driving Assistance

Group €12.1bn

% YTD 2016 sales
2016 outlook
2016 outlook

Based on a revision from 2.5% to 3% of the growth forecast for global automotive production in 2016:

- We are raising our full-year 2016 target operating margin to around 8% (as a percentage of sales), despite the increase in net R&D expenditure to fuel the Group's future growth, and are also confirming our objective of achieving strong sales growth, outperforming the market in the main production regions, including China.
Contact

Investor Relations

Thierry Lacorre

43, rue Bayen
F-75848 Paris Cedex 17
France

Tel.: +33 (0) 1.40.55.37.93

E-mail: thierry.lacorre@valeo.com
Website: www.valeo.com
Share Information

Share Data

- Bloomberg Ticker: FR FP
- Reuters Ticker: VLOF.PA
- ISIN Number: FR 0013176526
- Shares outstanding as of September 30, 2016: 238,387,620

ADR Data

- Ticker/trading symbol: VLEEEY
- CUSIP Number: 919134304
- Exchange: OTC
- Ratio (ADR: ord): 1:2
- Depositary Bank: J.P. Morgan
- Contact at J.P. Morgan – ADR broker relationship desk: Jim Reeves +1 212-622-2710
Back-up
Comfort & Driving Assistance Systems

Sales performance

<table>
<thead>
<tr>
<th>Total sales (€m)</th>
<th>H1 16</th>
<th>Q3 16</th>
<th>YTD 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>OEM sales like-for-like</td>
<td>1,660</td>
<td>825</td>
<td>2,485</td>
</tr>
</tbody>
</table>

Total sales as reported

<table>
<thead>
<tr>
<th>Total sales as reported</th>
<th>H1 16</th>
<th>Q3 16</th>
<th>YTD 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>+24%</td>
<td>+16%</td>
<td>+12%</td>
<td>+15%</td>
</tr>
</tbody>
</table>

H1 2016 key figures:
- Sales: €1.7bn (20% of Group sales)
- EBITDA: 14.5% (23% of Group EBITDA)

2015 key figures:
- 15,300 employees
- 26 production units
- 8 development centers
- 9 research centers

Market share* and competitors:
- Driving Assistance: Valeo no.1
  Valeo + Bosch + Continental ~ 55%*
- Interior Controls: Valeo no.2
  Visteon + Valeo + Continental > 35%*

Key growth drivers:
- Expansion, particularly in emerging countries
- Increasingly stringent regulatory and certification environment (Euro NCAP in Europe and NTHSA in the US)
- Innovation driven market: active safety, interface between drive and vehicle controls, telematics

Latest business developments:
- Acquisition of peiker, a tech leader in connected vehicle solutions
- First contracts in 2016 with European and American OEMs, with Valeo Front Cameras powered by MobilEye EyeQ processors
- A number of new orders worldwide for the 360Vue 3D “bowl view” system
- Preliminary contact with a leading global automakers for the Sightstream (camera system that replaces the traditional rear-view mirror)
- First order for the Head-up Display from a European automaker

* Valeo estimate
Powertrain Systems

Sales performance

<table>
<thead>
<tr>
<th>Total sales (€m)</th>
<th>H1 16</th>
<th>Q3 16</th>
<th>YTD 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>OEM sales like-for-like</td>
<td>2,011</td>
<td>966</td>
<td>2,977</td>
</tr>
<tr>
<td>Total sales (€m) as reported</td>
<td>+4%</td>
<td>+10%</td>
<td>+6%</td>
</tr>
</tbody>
</table>

Key growth drivers:

Objective of reducing CO₂ emissions and fossil fuel consumption based on 3 priorities for engines:

- Powertrain electrification and development of 12V, 48V and 300V+ hybrid solutions
- Downsizing/Downspeeding
- Gearbox automation

Latest business developments:

- Antitrust clearance obtained and creation of the JV with Siemens planned on Dec 1st.
- The acquisition of FTE is expected to be closed in Q4 2016 or Q1 2017.
- Several new orders for i-StARS (India) and 48V in Europe and China.
- Significant orders for the dual clutch in Asia (wet) and Europe.

H1 2016 key figures:

- Sales: €2.0bn (25% of Group sales)
- EBITDA: 12.7% (25% of Group EBITDA)

2015 key figures:

- 19,400 employees
- 36 production units
- 15 development centers
- 6 research centers

Market share* and competitors:

- Transmission Systems: Valeo no.2
  Luk + Valeo + ZF Sachs = 45%*
- Electrical Systems: Valeo no.1
  Valeo + Denso + Bosch = 76%*

*Valeo estimate
Thermal Systems

Sales performance

<table>
<thead>
<tr>
<th></th>
<th>H1 16</th>
<th>Q3 16</th>
<th>YTD 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total sales (€m)</td>
<td>2,249</td>
<td>1,140</td>
<td>3,389</td>
</tr>
<tr>
<td>OEM sales like-for-like</td>
<td>+9%</td>
<td>+10%</td>
<td>+9%</td>
</tr>
<tr>
<td>Total sales as reported</td>
<td>+10%</td>
<td>+15%</td>
<td>+12%</td>
</tr>
</tbody>
</table>

H1 2016 key figures:
- Sales: €2.2bn (27% of Group sales)
- EBITDA: 10.1% (22% of Group EBITDA)

2015 key figures:
- 20,100 employees
- 48 production units
- 10 development centers
- 3 research centers

Market share* and competitors:
Thermal Systems: Valeo joint no.2
Denso + Valeo + Mahle + Hanon = 56%*

Key growth drivers:
- Innovative solutions to comply with new regulations on gas pollutants and fuel consumption
- Thermal solutions for electrified vehicles (PHEV/EV)

Latest business developments:
- Acquisition of Spheros: a market leader in the fast-growing air conditioning market for buses
- Record order intake particularly in China and in North America
- Engine cooling module: big orders with new generation of high-performing radiators and condensers
- Battery thermal management: start of production of new generation chiller and a significant order from an American automaker
- New generation of air intake modules sold to a German customer
- First electrical compressor and first heat pump awards

*Valeo estimate
Visibility Systems

Sales performance

OEM sales like-for-like
+14%
+16%
+9%

Total sales (€m)

H1 16: 2,295
Q3 16: 1,102
YTD 16: 3,397

Total sales as reported
+10%
+14%
+11%

H1 2016 key figures:
• Sales: €2.3bn (28% of Group sales)
• EBITDA: 13.9% (30% of Group EBITDA)

2015 key figures:
• 26,300 employees
• 35 production units
• 15 development centers
• 5 research centers

Market share* and competitors:
- Lighting Systems: Valeo no.2
  Koito + Valeo-Ichikoh + Magnetti Marelli > 55%*
- Wiper Systems: Valeo no.1
  Valeo + Bosch + Denso = 71%*

Key growth drivers in H1 2016:
● Increasing LED take rate, in particular in the B&C Segment with VW (Passat), Renault (Megane), Infiniti (Q30), Audi (A3/Q2)
● Increasing LED content on premium vehicles with Volvo (XC90) and Jaguar (XJ)
● Increasing Wiper market share in China, with Ford and VW

Latest business developments:
● Continuous order intake increase on LED with Matrix/ Pixel Front Lighting in Europe (VW Passat, Opel Adam, LR Evoque, Ford Kuga), North America (GM Sierra, Silverado HD, Ford Edge, Toyota Rav 4) and China (Passat CC, FCA Jeep, Nissan Sylphy)
● Re-entered Mercedes Panel in Europe in Front and Rear Lighting
● Further development in Interior Lighting business with BMW and Renault
● Development of Electronic transversal drivers (ZKW, Ichikoh)
● Valeo AquaBlade Wiper technology selected for premium vehicles, Wet Arm technology awarded at 2 new customers
● 4 poles electronised Motors technology introduced for 3 new customers in Europe, North America and China
● Growing interest in sensor cleaning activity

*Valeo estimate

October 20, 2016
# Quarterly information

In €m (2014 restated in accordance with IFRIC 21)

## Sales by segment

<table>
<thead>
<tr>
<th></th>
<th>Q1-13</th>
<th>Q2-13</th>
<th>Q3-13</th>
<th>Q4-13</th>
<th>Q1-14</th>
<th>Q2-14</th>
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<th>Q2-15</th>
<th>Q3-15</th>
<th>Q4-15</th>
<th>Q1-16</th>
<th>Q2-16</th>
<th>Q3-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comfort &amp; Driving Assistance Systems</td>
<td>623</td>
<td>569</td>
<td>515</td>
<td>531</td>
<td>552</td>
<td>572</td>
<td>573</td>
<td>614</td>
<td>657</td>
<td>679</td>
<td>663</td>
<td>721</td>
<td>794</td>
<td>866</td>
<td>825</td>
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<tr>
<td>Powertrain Systems</td>
<td>774</td>
<td>817</td>
<td>752</td>
<td>818</td>
<td>848</td>
<td>848</td>
<td>798</td>
<td>843</td>
<td>948</td>
<td>978</td>
<td>877</td>
<td>959</td>
<td>983</td>
<td>1,028</td>
<td>966</td>
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<tr>
<td>Thermal Systems</td>
<td>818</td>
<td>885</td>
<td>832</td>
<td>837</td>
<td>880</td>
<td>934</td>
<td>889</td>
<td>934</td>
<td>1,007</td>
<td>1,039</td>
<td>992</td>
<td>1,036</td>
<td>1,063</td>
<td>1,186</td>
<td>1,140</td>
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<tr>
<td>Visibility Systems</td>
<td>733</td>
<td>762</td>
<td>711</td>
<td>764</td>
<td>876</td>
<td>925</td>
<td>856</td>
<td>957</td>
<td>1,022</td>
<td>1,072</td>
<td>967</td>
<td>1,124</td>
<td>1,119</td>
<td>1,176</td>
<td>1,102</td>
</tr>
<tr>
<td>Total sales</td>
<td>2,927</td>
<td>3,017</td>
<td>2,792</td>
<td>2,926</td>
<td>3,112</td>
<td>3,235</td>
<td>3,069</td>
<td>3,309</td>
<td>3,581</td>
<td>3,717</td>
<td>3,449</td>
<td>3,797</td>
<td>3,917</td>
<td>4,213</td>
<td>3,994</td>
</tr>
</tbody>
</table>

## Sales by type

<table>
<thead>
<tr>
<th></th>
<th>Q1-13</th>
<th>Q2-13</th>
<th>Q3-13</th>
<th>Q4-13</th>
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<th>Q2-14</th>
<th>Q3-14</th>
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<th>Q4-15</th>
<th>Q1-16</th>
<th>Q2-16</th>
<th>Q3-16</th>
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</thead>
<tbody>
<tr>
<td>Aftermarket</td>
<td>375</td>
<td>374</td>
<td>361</td>
<td>377</td>
<td>376</td>
<td>366</td>
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<td>413</td>
<td>387</td>
<td>399</td>
<td>411</td>
<td>434</td>
<td>417</td>
<td></td>
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<tr>
<td>Miscellaneous</td>
<td>82</td>
<td>76</td>
<td>83</td>
<td>100</td>
<td>59</td>
<td>103</td>
<td>59</td>
<td>119</td>
<td>68</td>
<td>101</td>
<td>72</td>
<td>104</td>
<td>69</td>
<td>110</td>
<td>105</td>
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<tr>
<td>Total sales</td>
<td>2,927</td>
<td>3,017</td>
<td>2,792</td>
<td>2,926</td>
<td>3,112</td>
<td>3,235</td>
<td>3,069</td>
<td>3,309</td>
<td>3,581</td>
<td>3,717</td>
<td>3,449</td>
<td>3,797</td>
<td>3,917</td>
<td>4,213</td>
<td>3,994</td>
</tr>
</tbody>
</table>
Safe Harbor Statement

Statements contained in this press release, which are not historical fact, constitute "Forward-Looking Statements". These statements include projections and estimates and their underlying assumptions, statements regarding projects, objectives, intentions and expectations with respect to future financial results, events, operations, services, product development and potential, and statements regarding future performance. Even though Valeo’s management feels that the Forward-Looking Statements are reasonable as at the date of this press release, investors are put on notice that the Forward-Looking Statements are subject to numerous factors, risks and uncertainties that are difficult to predict and generally beyond Valeo’s control, which could cause actual results and events to differ materially from those expressed or projected in the Forward-Looking Statements. Such factors include, among others, the Company’s ability to generate cost savings or manufacturing efficiencies to offset or exceed contractually or competitively required price reductions. The risks and uncertainties to which Valeo is exposed mainly comprise the risks resulting from the investigations currently being carried out by the anti-trust authorities as identified in the Registration Document and risks relating to legal action resulting from such investigations, risks which relate to being a supplier in the automotive industry and to the development of new products and risks due to certain global and regional economic conditions. Also included are environmental and industrial risks as well as risks and uncertainties described or identified in the public documents submitted by Valeo to the French financial markets authority (Autorité des marchés financiers – AMF), including those set out in the “Risk Factors” section of Valeo’s Registration Document registered with the AMF on March 25, 2016 (under no. D.16-0211). With respect to risks relating to legal actions resulting from antitrust investigations, Valeo has set aside USD 8,750,000 to pay for settlement agreements entered into with automotive end users and automotive dealers. If approved by the court, these settlements will terminate the two U.S. air conditioning systems class action lawsuits brought by end users and automotive dealers against Valeo. Valeo has not admitted to any wrong-doing or liability in connection with these settlements.

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