Visibility Systems: Mission and Scope

VISIBILITY
See ahead and be seen, in all conditions, perfectly.
Visibility Systems: Mission and Scope

**VISIBILITY**
See ahead and be seen, in all conditions, perfectly.

**DRIVING SAFETY**
Pass on information to driver, alert road users, and clean cameras.
Visibility Systems: Mission and Scope

- **VISIBILITY**
  See ahead and be seen, in all conditions, perfectly.

- **DRIVING SAFETY**
  Pass on information to driver, alert road users, and clean cameras.

- **USER CARE**
  Offer to drivers and passengers a comfortable journey and adapt to their likes.
Visibility Systems (incl. ICHIKOH)

Exterior & Interior Lighting Systems

#2 Worldwide

- FRONT LIGHTING
- REAR LIGHTING
- INTERIOR LIGHTING
- ELECTRONICS

Wiping & Cleaning Systems

#1 Worldwide

- FRONT WIPING & CLEANING
- REAR WIPING & CLEANING
- WIPER MOTORS
- CAMERA CLEANING

NEW
Visibility Systems: Key figures 2014

- **Total sales**: 3.6 Bn €
  - Growth: +9% compared to 2013*

- **Employees**: 25,000

- **Countries**: 16

- **EBITDA**: 10.6% of sales
  - +0.7 pt compared to 2013

- **Production sites**: 34

- **Research & Development centers**: 16

* OEM sales growth on a like-for-like basis
Visibility Systems Worldwide presence

North America
- 18% turnover
- 16% Headcounts

Europe
- 48% turnover
- 41% Headcounts

China
- 16% turnover
- 22% Headcounts

South America
- 2% turnover
- 4% Headcounts

Asia* exc. China
- 16% turnover
- 17% Headcounts
  * Including ICHIKOH
Visibility Systems: Latest Successes

**BiLED®**
In serial production at 5 brands in US, China and Europe, to date

- **LINCOLN** MKZ
- **FORD** Mondeo
- **MINI** 3&5 Doors
- **BMW** I3&I8
- **FORD** Edge
- **GEELY** GC9
Visibility Systems: Latest Successes

BeamAtic® PremiumLED

Glare-Free High Beam
Driving permanently in High Beam without glaring other drivers

- VOLVO XC90: Sail Beam
- VW Passat: MultiBeam
- FORD S-Max: Dynamic Shadow
AquaBlade®
Chosen by 5 brands to date
produced in Europe
planned in US and China

Visibility Systems:
Latest Successes

MERCEDES SL
MERCEDES S-Klass
EVOBUS CITARO
MERCEDES M-Klass
TESLA Model X
Visibility market growth +7.6% CAGR*

Visibility OE growth +8.9% CAGR

Growth Engines to Outperform the Market

*Valeo estimates
Visibility Systems: Focused on Innovation

Laser Matrix Beam

Remote Defrosting
Visibility Systems: Focused on Innovation

Laser Matrix Beam

Remote Defrosting
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Laser Matrix Beam

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Visibility Systems: Focused on Innovation

Laser Matrix Beam

Remote Defrosting
Visibility Systems: 
Financial Perspective 2020

Sales 2014: 3.6 Bn €
EBITDA 2014: 10.6% of sales

~8.0% CAGR* (Total sales)
2020
~12.5%
SAFE HARBOR STATEMENT

Statements contained in this press release, which are not historical fact, constitute «Forward-Looking Statements». Even though Valeo’s management feels that the Forward-Looking Statements are reasonable, investors are put on notice that actual results may differ materially due to numerous important factors, risks and uncertainties to which Valeo is exposed. 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 they have been 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 at the AMF on March 28, 2014 (under no. D.14-0234).

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