



Mid Term Financial Report

30th September, 2015

*Managing high value
added processes*



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01

*Results
September 2015*

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*Strategic
Thinking
2013-2017*

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*CIE in
Stock Exchange*

A warm-toned photograph of a business meeting. In the foreground, a person's hands are visible; one hand holds a tablet computer while the other holds a pen over a document. The document features a bar chart with several vertical bars of varying heights. To the left, a glass of water is partially visible. The background shows another person in a suit, slightly out of focus. The overall lighting is soft and orange-hued.

01

Results September 2015

SEPTEMBER 2015 CIE GROUP RESULTS

(€ Mio)	30/09/2014	%	30/09/2015
Turnover	1,612.2		1,969.5
Adjusted Turnover (*)	1,571.9	+25%	1,969.5
EBITDA (**)	212.2	+30%	275.0
% EBITDA on Adjusted Turnover	13.5%		14.0%
EBIT (**)	131.8	+41%	185.6
% EBIT on Adjusted Turnover	8.4%		9.4%
Profit for the year	71.5	+68%	120.0
Net Income (**)	60.0	+63%	98.0

(*) Proforma value calculated by deducting turnover of diesel oil used for blending.

(**) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income, Net Income: Profit attributable to the company's shareholders.

3Q 2015 CIE GROUP RESULTS

(€ Mio)	3Q 2014	%	3Q 2015
Turnover	553.8		630.9
Adjusted Turnover (*)	542.2	+16%	630.9
EBITDA (**)	71.8	+23%	88.0
% EBITDA on Adjusted Turnover	13.3%		13.9%
EBIT (**)	44.8	+37%	61.4
% EBIT on Adjusted Turnover	8.3%		9.7%
Profit for the year	21.8	+71%	37.2
Net Income (**)	20.5	+42%	29.2

(*) Proforma value calculated by deducting turnover of diesel oil used for blending.

(**) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income, Net Income: Profit attributable to the company's shareholders.

SEPTEMBER 2015 CIE GROUP RESULTS

- **Complete period** with new consolidation perimeter of the Group
- Once again, **historical Record** in Turnover, EBITDA and Net Income. Turnover increases by 25% comparing same period of previous year, EBITDA by 30% and Net Income reaches €98Mio, 63% higher than September 2014
- This growth is due partially to the increase of our consolidation perimeter, in addition to an excellent evolution of margins in Europe and Nafta, where conversion exchange rate evolution has also been favorable
- **Dominion** results are consolidated **in the high end of the forecast range** reducing, even, the effect of its usual seasonality
- The operative part of profit and loss account is recurrent. In the non operative part there are non recurrent effects that represent **an additional Net Income of €4Mio approximately**

02

Automotive



SEPTEMBER 2015 AUTOMOTIVE RESULTS

(€ Mio)	30/09/2014	%	30/09/2015
Turnover	1,436.6		1,595.9
Adjusted Turnover (*)	1,396.3	+14%	1,595.9
EBITDA (**)	196.7	+26%	247.6
% EBITDA on Adjusted Turnover	14.1%	+1.4pp	15.5%
EBIT (**)	123.4	+35%	167.2
% EBIT on Adjusted Turnover	8.8%	+1.7pp	10.5%

(*) Proforma value calculated by deducting turnover of diesel oil used for blending.

(**) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income.

- The behavior of NAFTA market and the excellent level of operative profitability of the Mexican and European plants, have contributed to compensating the Brazilian bad market situation and the lower margins of Mahindra plants integrated in 2014
- Highlighting the recover of EBIT margin, having reached double digit level

3Q 2015 AUTOMOTIVE RESULTS

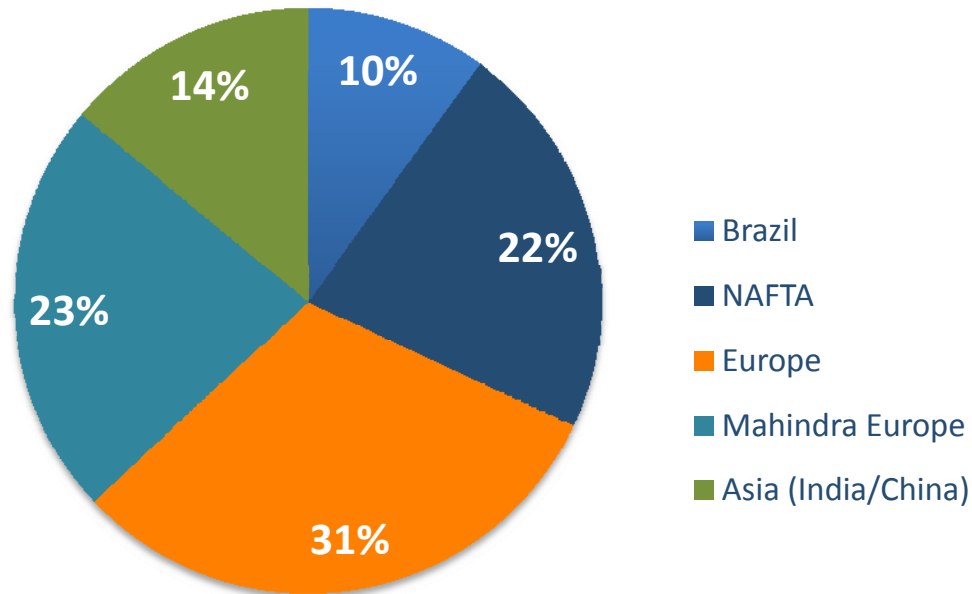
(€ Mio)	3Q 2014	%	3Q 2015
Turnover	457.0		491.5
Adjusted Turnover (*)	445.3	+10%	491.5
EBITDA (**)	62.5	+25%	78.0
% EBITDA on Adjusted Turnover	14.0%	+1.9pp	15.9%
EBIT (**)	39.4	+37%	54.1
% EBIT on Adjusted Turnover	8.8%	+2.2pp	11.0%

(*) Proforma value calculated by deducting turnover of diesel oil used for blending.

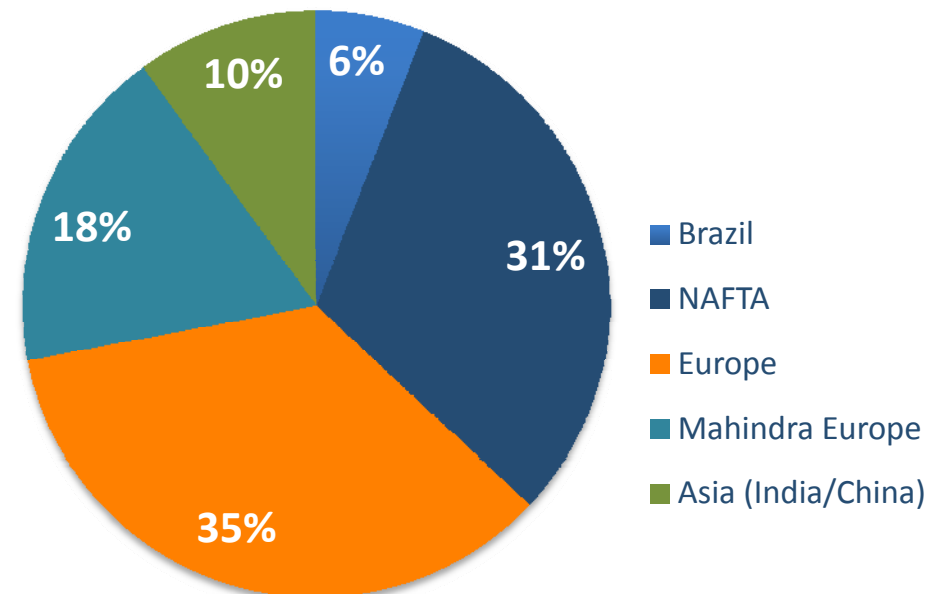
(**) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income.

SEPTEMBER 2015 AUTOMOTIVE GEOGRAPHICAL DISTRIBUTION

Turnover



EBITDA (*)



(*) EBITDA: Net Operating Income + Depreciation.

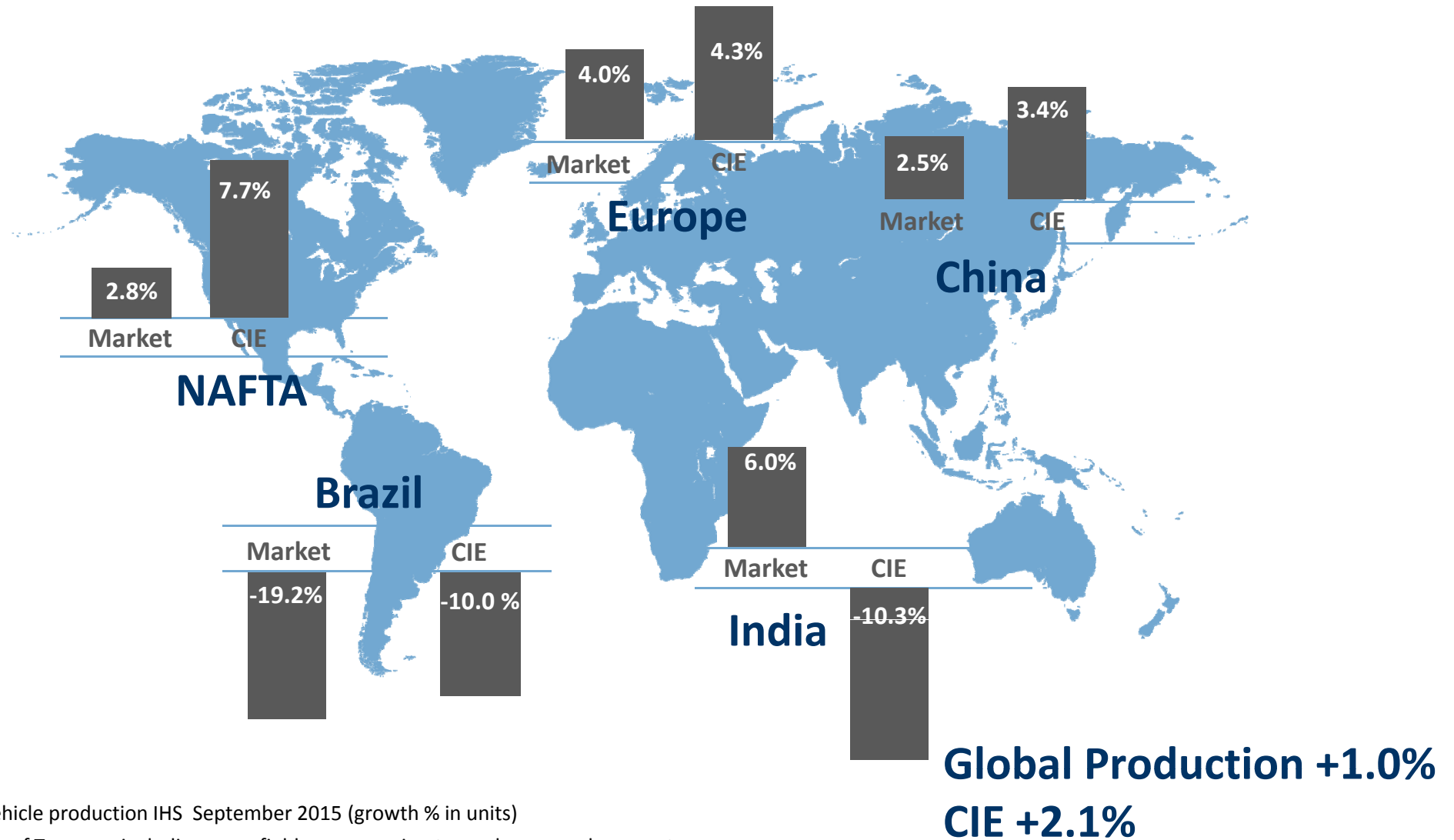
- Evolution towards market diversification
- Solid position in growing markets

SEPTEMBER 2015 AUTOMOTIVE PROFITABILITY BY REGION

	30/09/2014	30/09/2015	
Ex-Mahindra Europe	EBITDA: 16.7% EBIT: 9.4%	EBITDA: 17.1% EBIT: 10.5%	Margins, far above market average, continue growing. EBIT margin is in double digit level
Mahindra Europe	EBITDA: 10.8% EBIT: 6.4%	EBITDA: 12.4% EBIT: 8.2%	Margins improvement supported specially by the evolution of Metalcastello, integrated in December 2014. In its way to achieving CIE Group standards
NAFTA	EBITDA: 16.7% EBIT: 13.4%	EBITDA: 21.8% EBIT: 17.8%	Sustainable margins on sales significantly higher than CIE Group average, continue growing
Brazil	EBITDA: 11.3% EBIT: 6.7%	EBITDA: 10.3% EBIT: 5.0%	Margins severely penalized by the market's bad situation
Asia (India/China)	EBITDA: 11.9% EBIT: 6.9%	EBITDA: 10.5% EBIT: 6.2%	India: Waiting for the new launches of our clients. Margins affected by last integrations. Productive improvements in process, with a lower than expected rhythm China: Facing the challenge of new projects industrialization

GROWTH 2014-2015 (%)

Market growth vs CIE organic growth ⁽¹⁾

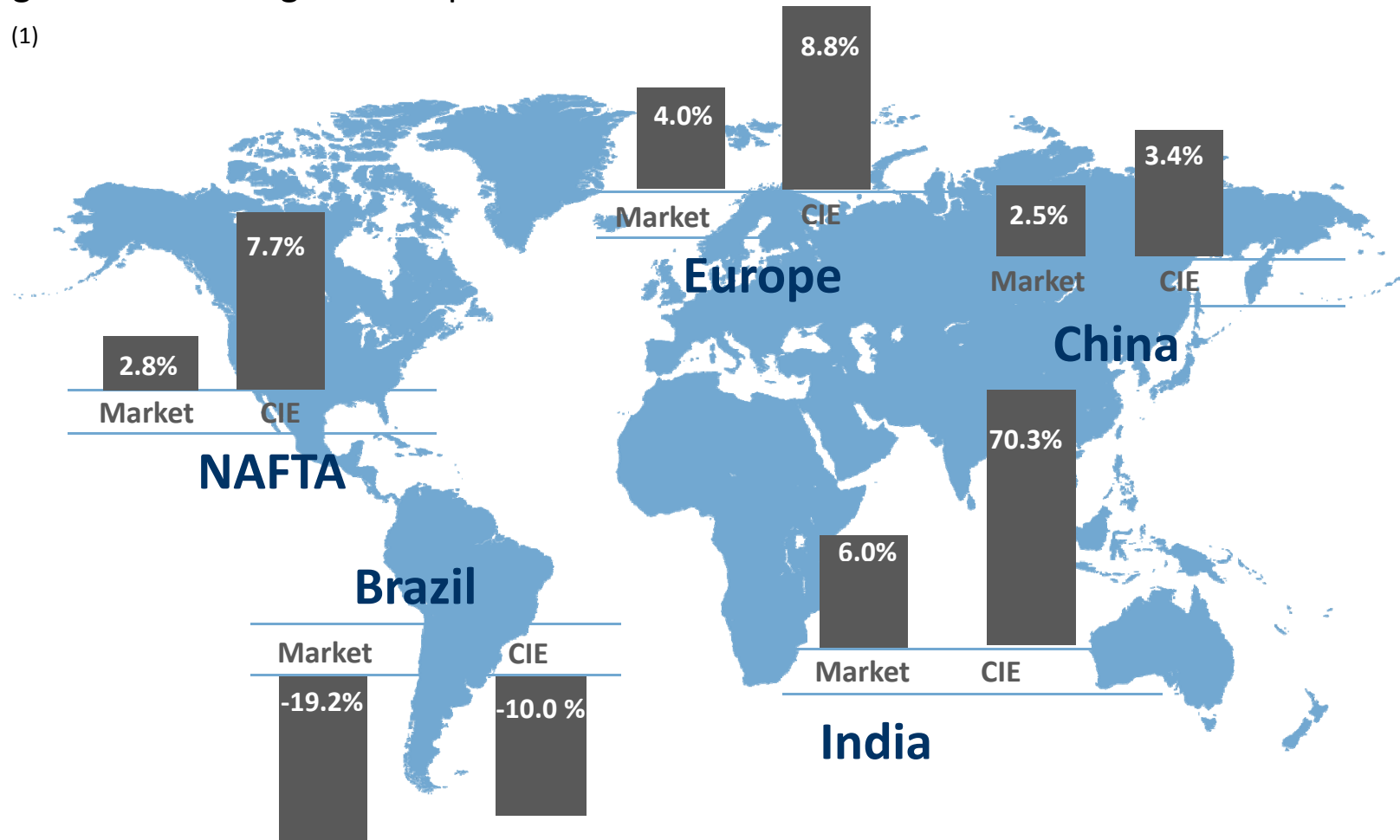


Source: Motor vehicle production IHS September 2015 (growth % in units)

(1) Organic growth of Turnover including greenfields, same perimeter and same exchange rate

GROWTH 2014-2015 (%)

Market growth vs CIE organic and perimeter growth (1)

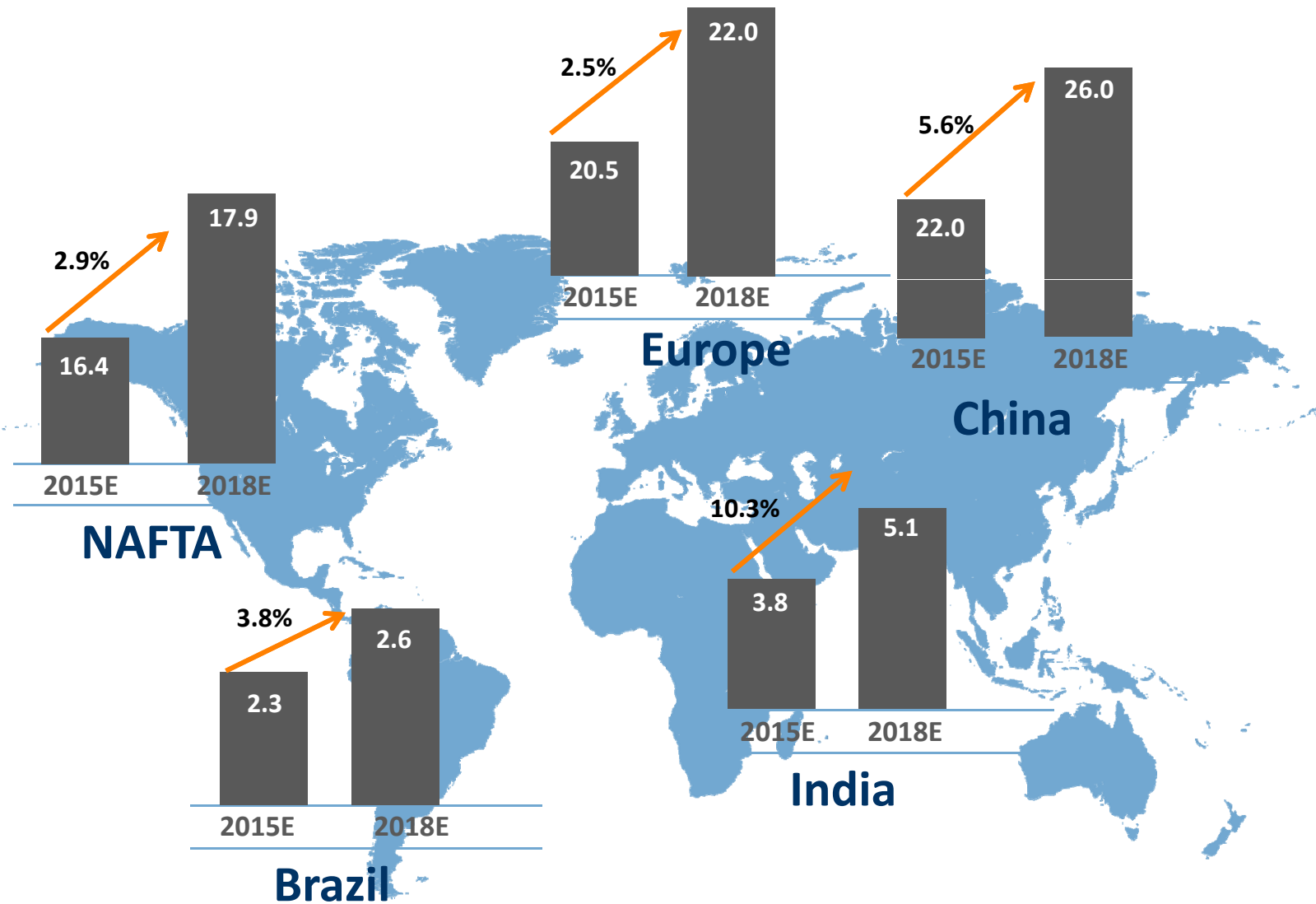


Global Production +1.0%
CIE +10.4%

Source: Motor vehicle production IHS September 2015 (growth % in units)

(1) Organic growth of Turnover including greenfields and growth of perimeter, same exchange rate

EXPECTED GROWTH 2015-2018 (Mio Units)



Source: Motor vehicle production IHS September 2015
% Growth: CAGR (Compound Annual Growth Rate)

Global Production +3.5%

3
0

Dominion



SEPTEMBER 2015 DOMINION RESULTS

(€ Mio)	30/09/2014	%	30/09/2015
Turnover	175.6	+113%	373.5
EBITDA (*)	15.5	+77%	27.4
% EBITDA on Turnover	8.8%		7.3%
EBIT (*)	8.4	+118%	18.3
% EBIT on Turnover	4.8%		4.9%

(*) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income.

- Already consolidated all business acquired along the past year, Dominion's results up to September anticipate a year end closing in line with a guidance exceeding €500Mio Turnover and EBITDA and EBIT of 8% and 6% respectively

3Q 2015 DOMINION RESULTS

(€ Mio)	3Q 2014	%	3Q 2015
Turnover	96.8	+44%	139.4
EBITDA (*)	9.4	+6%	10.0
% EBITDA on Turnover	9.7%		7.2%
EBIT (*)	5.5	+33%	7.3
% EBIT on Turnover	5.7%		5.2%

(*) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income .

- Clear growth in Sales, EBITDA and EBIT
- The decrease in margins results from the inclusion, in contrast to 2014, of BILCAN and NEAR businesses, more affected by seasonality in the third quarter

SEPTEMBER 2015 DOMINION PROFITABILITY BY BUSINESS UNIT

SOLUTIONS

Turnover: €154.4Mio

Contribution Margin (*): 15.2%

SERVICES

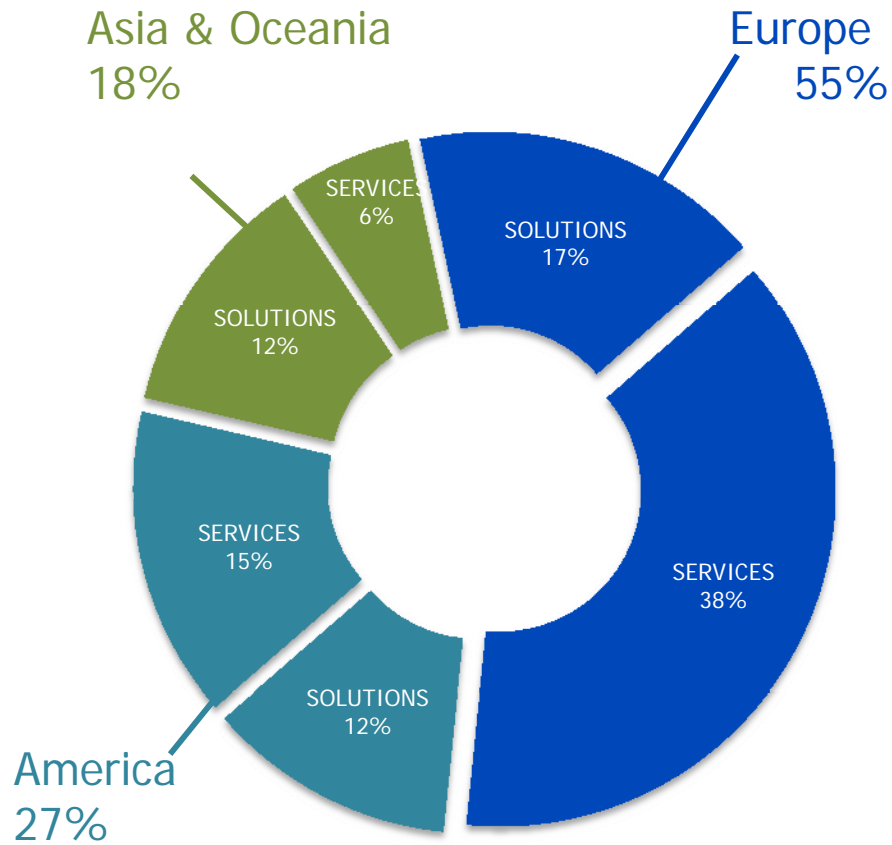
Turnover: €219.1Mio

Contribution Margin (*): 9.5%

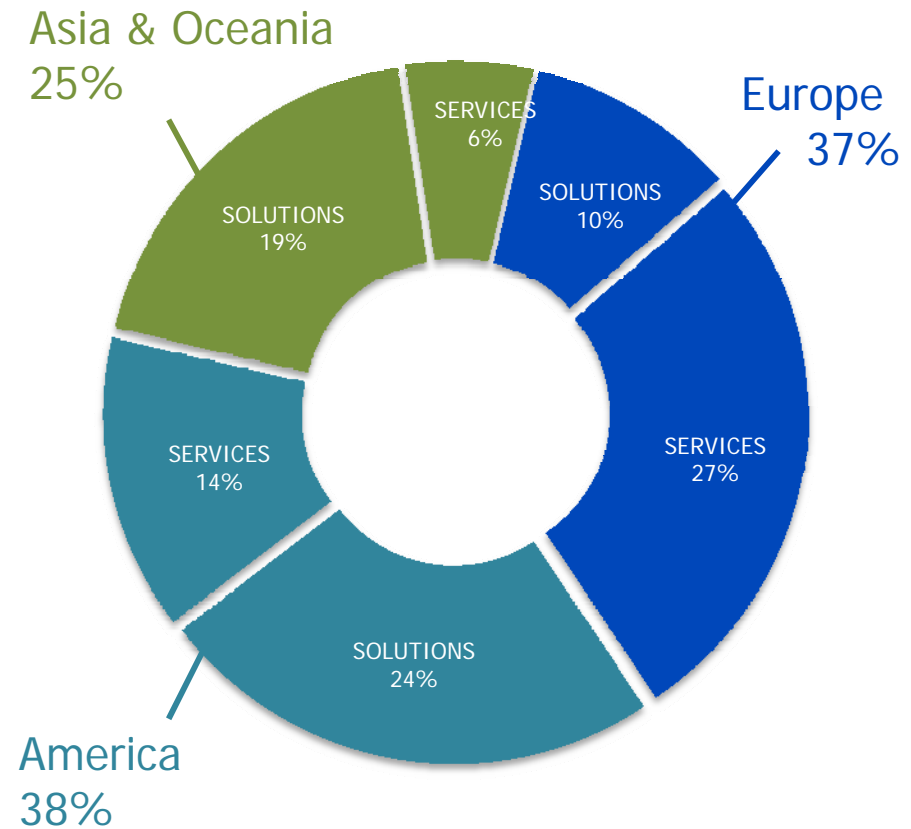
(*): Contribution Margin: EBITDA before structural and central administrative costs, EBITDA: Net Operating Income + Depreciation.

SEPTEMBER 2015 DOMINION GEOGRAPHICAL AND BUSINESS UNITS DISTRIBUTION

TURNOVER
2015



CONTRIBUTION MARGIN
2015 (*)



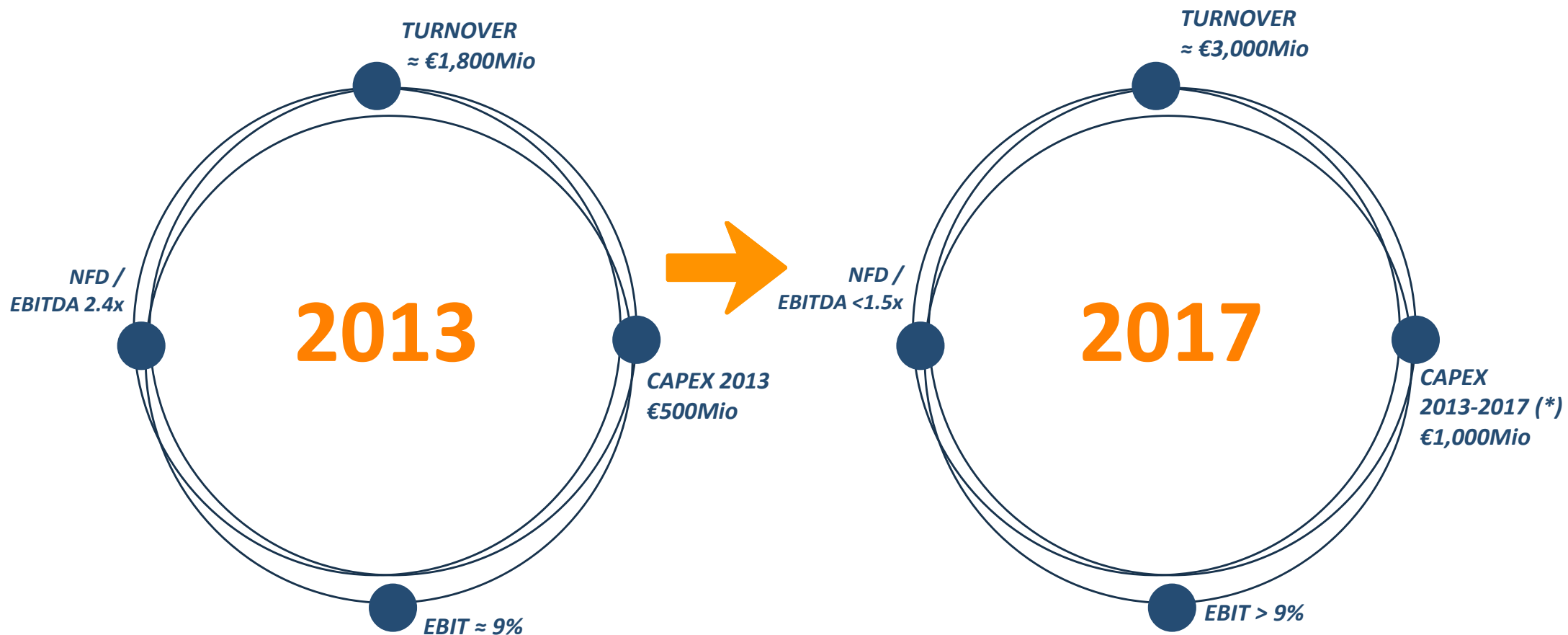
(*) Contribution Margin: EBITDA before structural and central administrative costs, EBITDA: Net Operating Income + Depreciation.

04 Strategic Thinking 2013-2017



STRATEGIC THINKING 2013-2017:

REAFFIRMING OUR STRATEGY



(*) Maintenance investment ≈ € 500 Mio

Greenfields ≈ €250Mio

Inorganic Growth ≈ €250Mio (mainly Mahindra CIE)

Key factors of the project for 2015 are:

**Market share
increase additional
to European market
growth**

**CIE standards
achievement in
Mahindra Europe**

**Strategic products
launch in NAFTA
with higher
margins**

**Productivity
and market
share increase in
Brazil**

**Improvement
rhythm of our
operations in Asia**

**Smart Innovation
division
consolidation**

STRATEGIC COMMITMENT 2013-2017:

REAFFIRMING OUR STRATEGY

*In 2015 we expect to **anticipate**
the guidance for **Net Profit**
expected for 2017*



05

CIE in Stock Exchange



Sales By Month

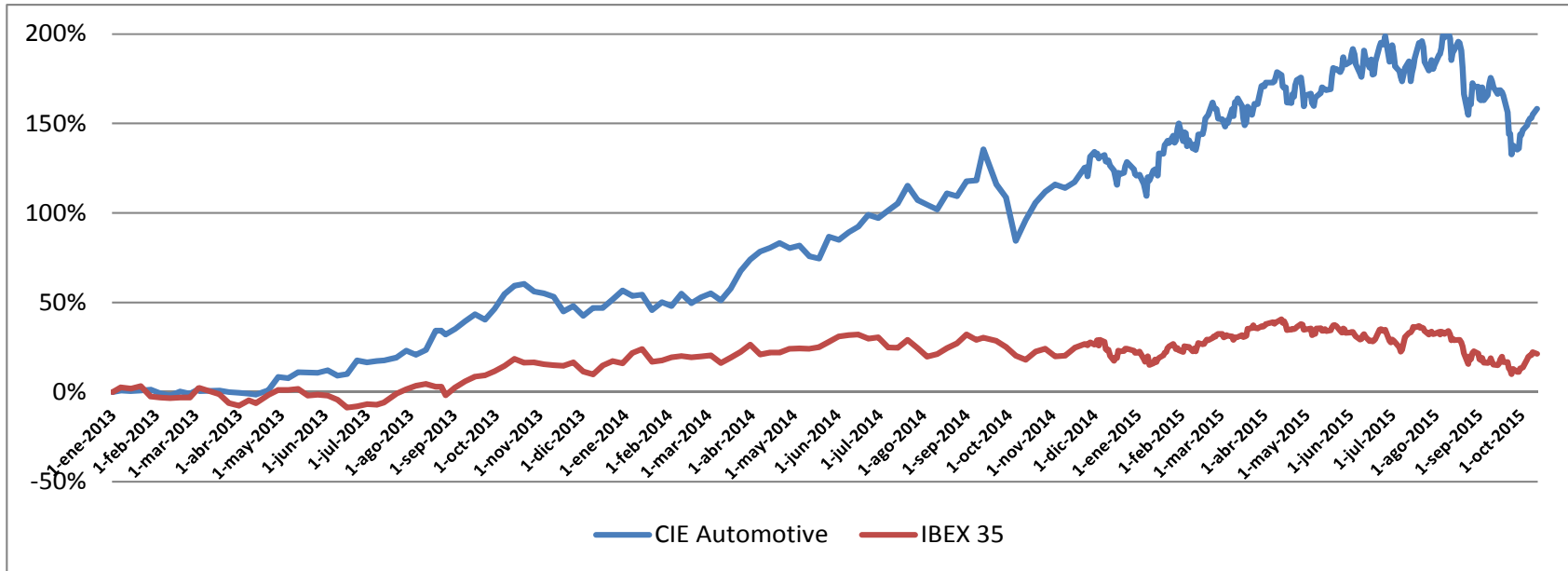


No.	m
1	21
2	62
3	86
4	94
5	84
6	63
7	37
8	56
9	95
10	91

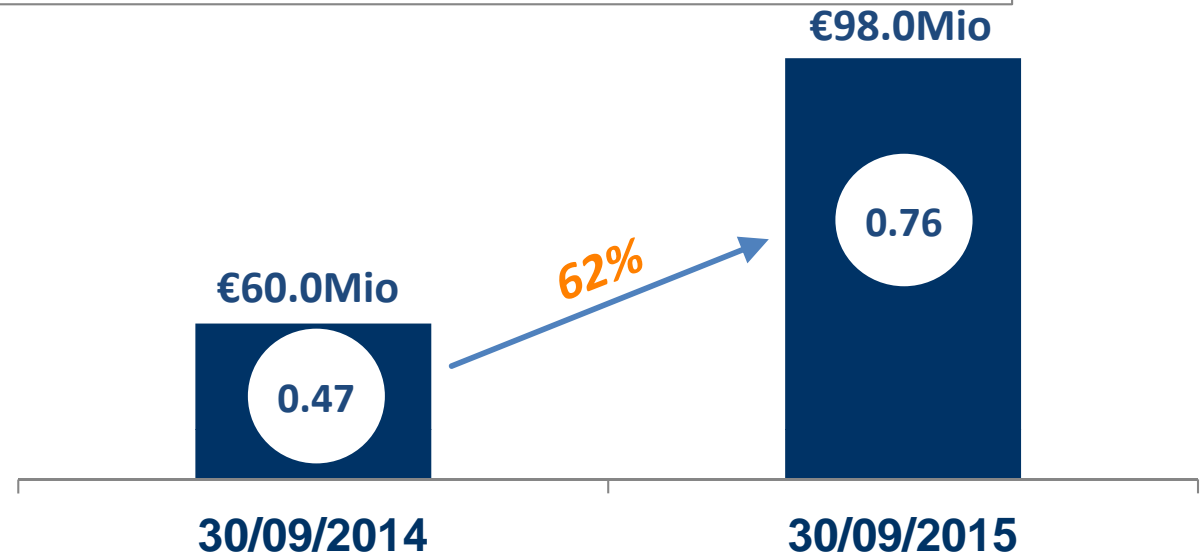
1000
900
800
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CIE IN STOCK EXCHANGE

*CIE share price
Performance vs Ibex 35*



*Net Income (€ Mio) and
Income per share (€)*



CIE IN STOCK EXCHANGE



	2015 Until October 12th	2014	2013	2012
Market Cap (€ Mio)	1,699	1,453	950	593
Number of shares (Mio)	129	129	119	114
Last Price of period (Euros)	13.17	11.26	8.00	5.20
Maximum Price of period (Euros)	15.39	12.29	8.35	5.86
Minimum Price of period (Euros)	10.65	7.21	5.00	5.06
Volume (thousand shares)	50,074	62,970	44,953	13,303
Effective (€ Mio)	662	600	277	72

Source: Madrid Stock Exchange

A scenic view of the Golden Gate Bridge in San Francisco at sunset. The bridge's towers and suspension cables are silhouetted against a warm, orange and yellow sky. In the foreground, dark, jagged rocks line a beach with gentle waves washing onto the sand. A single bird is seen flying in the clear blue sky above the bridge.

Thank You

 **CIE** *Automotive*