



**CIE** *Automotive*

MANAGING HIGH VALUE ADDED PROCESSES GLOBALLY

**EARNINGS RELEASE  
MARCH 31<sup>st</sup> 2017**



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# 1.

## Group Results March 2017

# HIGHLIGHTS MARCH 2017

	31/03/2016	%	31/03/2017
Turnover (€ Mio)	657.9	+31%	863.4
EBITDA (*) (€ Mio)	96.3	+35%	130.0
Net Income (*) (€ Mio)	37.3	+47%	54.9
Equity (€ Mio)	914.2	+46%	1,334.6
Income per share (€)	0.29	+47%	0.43
31.03 Share Price (€ per share)	15.84	+17%	18.48

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





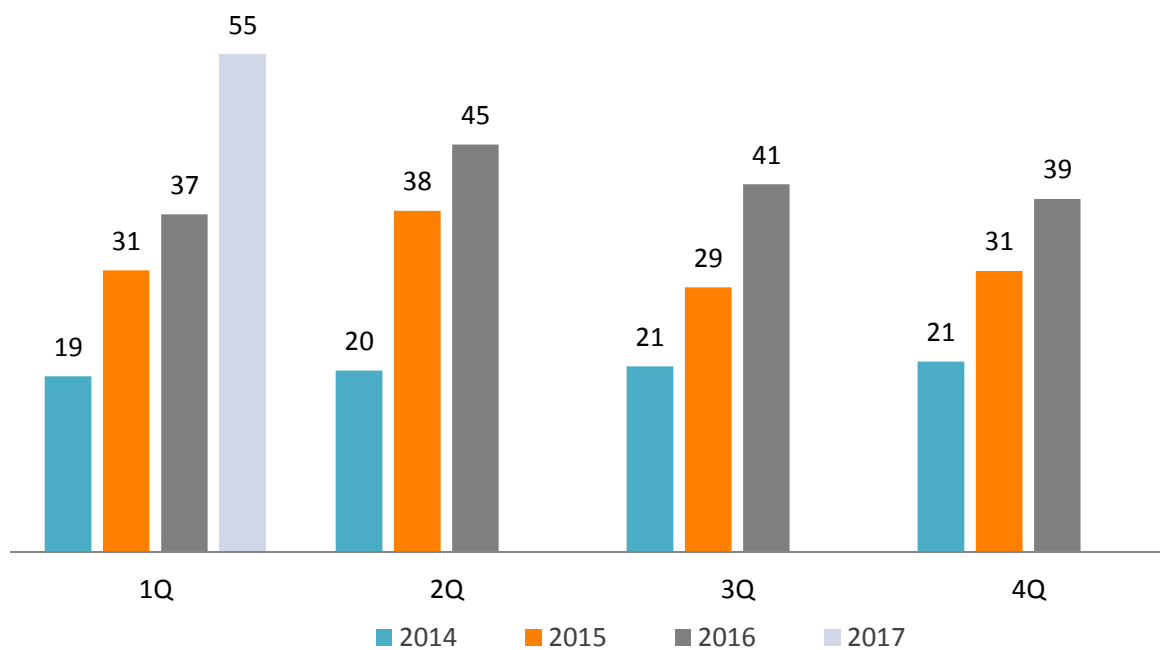
# MARCH 2017 CIE GROUP RESULTS

(€ Mio)	31/03/2016	%	31/03/2017
Turnover	657.9	+31%	863.4
EBITDA (*)	96.3	+35%	130.0
% EBITDA on turnover	14.6%		15.1%
EBIT (*)	65.6	+41%	92.2
% EBIT on turnover	10.0%		10.7%
Profit for the year	43.0	+51%	64.9
Net Income (*)	37.3	+47%	54.9

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

# QUARTERLY EVOLUTION 2014/2015/2016/2017

## Net Income (€ Mio)



- Growing profit quarter after quarter



# MARCH 2017 AUTOMOTIVE RESULTS

(€ Mio)	31/03/2016	%	31/03/2017
Turnover	534.6	+32%	703.1
EBITDA (*)	87.0	+37%	118.9
% EBITDA on turnover	16.3%		16.9%
EBIT (*)	59.4	+44%	85.2
% EBIT on turnover	11.1%		12.1%

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

- Significant increase in turnover with organic growth in all geographical areas.
- Excellent performance of margins in all regions, with a particularly significant EBIT growth reaching a 12.1% margin, in line with the Strategic Plan.



# MARCH 2017 DOMINION RESULTS

(€ Mio)	31/03/2016	%	31/03/2017
Turnover	123.3	+30%	160.3
EBITDA (*)	9.3	+19%	11.1
% EBITDA on turnover	7.5%		6.9%
EBIT (*)	6.2	+13%	7.0
% EBIT on turnover	5.0%		4.4%

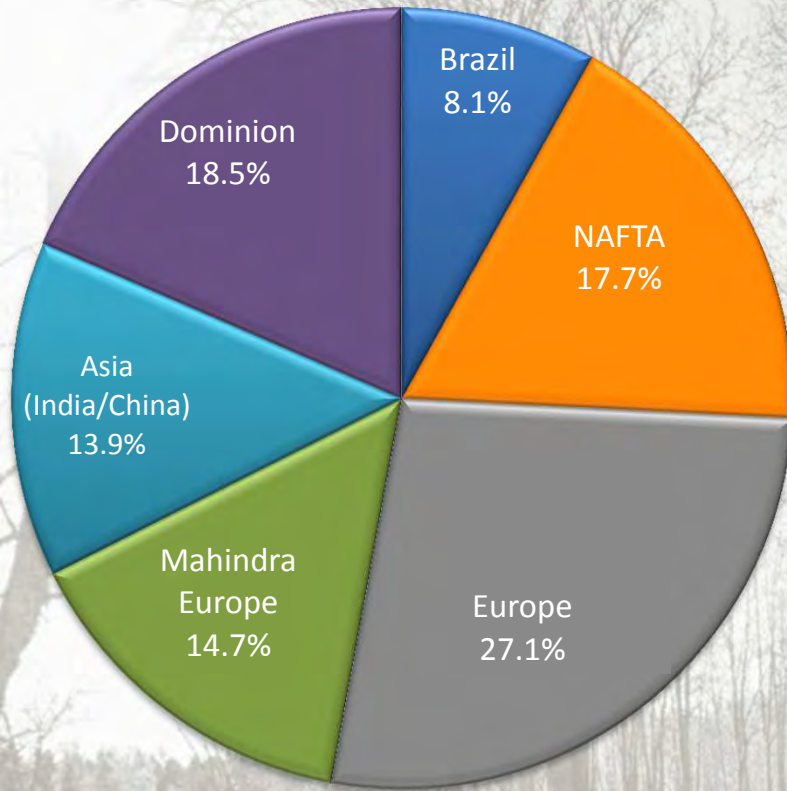
(\*) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income.

(\*\*) EBITA: Net Operating Income + PPA Depreciation.

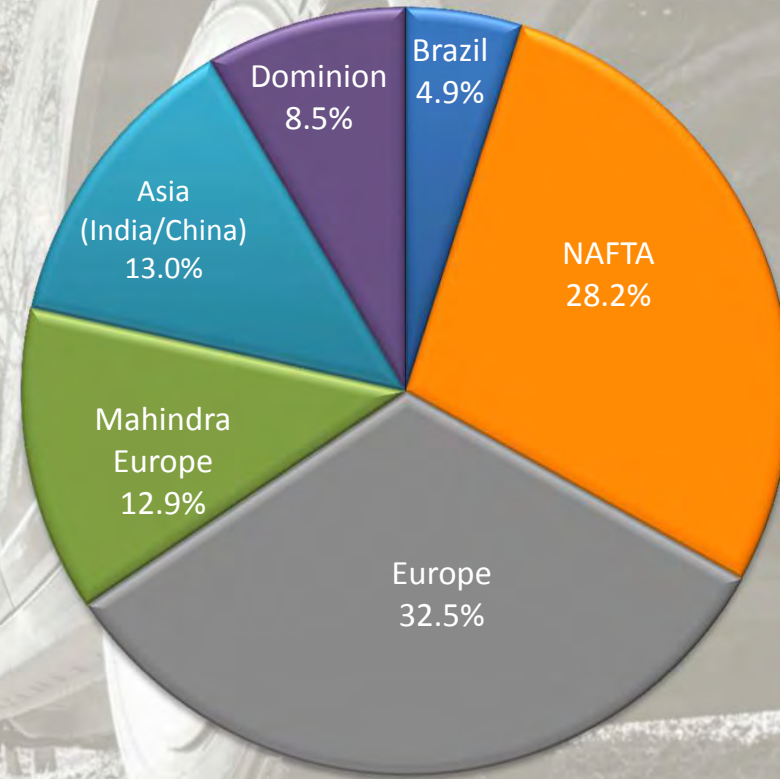
- Organic growth of 9.9%, above the strategic guidance of 7%.
- Increase of +19% and +23% in EBITDA and EBITA (\*\*) respectively, once normalized in EBIT 1.1 Vs 0.4 million of depreciation in PPAs of the acquisitions, supported by operating leverage and in our digital model of Dominion Smart Innovation.

# MARCH 2017 DIVISIONS CONTRIBUTION

## Turnover



## EBITDA (\*)



(\*) EBITDA: Net Operating Income + Depreciation.

# MARCH 2017 DIVISIONS PROFITABILITY

	EUROPE		MAHINDRA EUROPE		NAFTA		BRAZIL		ASIA (INDIA & CHINA)		DOMINION	
	03/16	03/17	03/16	03/17	03/16	03/17	03/16	03/17	03/16	03/17	03/16	03/17
EBITDA	17.6%	18.1%	13.0%	13.2%	23.0%	24.0%	8.5%	9.1%	12.3%	14,0%	7.5%	6.9%
EBIT	10.9%	12.2%	8.7%	9.0%	18.6%	19.7%	3.8%	5.2%	7.8%	9,8%	5.0%	4.4%

Sustainable margins far above market's average that continue improving thanks to new volumes

Stable gradual growth in margins, in its way to achieve CIE Group standards

Margins significantly higher than CIE Group average that continue growing thanks partially to excellent performance of new greenfields

Margins improvement derived from the operational improvements carried out and supported by market increase

Margins beginning to show the fruits of integration of Indian plants in CIE and of new projects industrialization in China

In line to achieve Strategic Plan Goals





# MARCH 2017 GROWTH

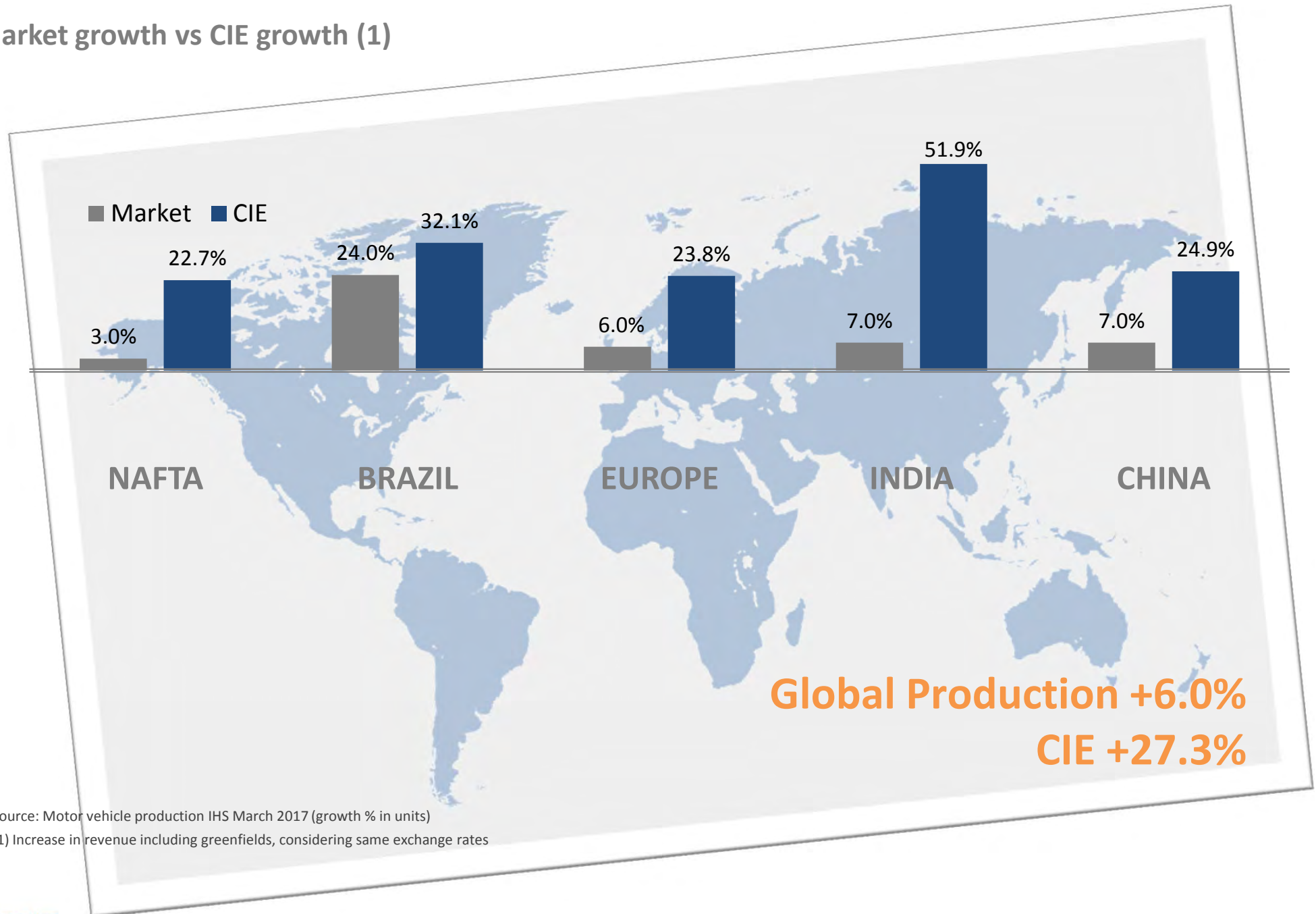
	Developed Countries <sup>(1)</sup>	Emerging Countries <sup>(2)</sup>	AUTOMOTIVE TOTAL	DOMINION TOTAL	CIE TOTAL
Organic Growth	17.1%	17.2%	17.4%	9.9%	15.6%
Inorganic Growth	6.3%	21.7%	9.9%	18.7%	11.9%
<i>2017 Growth at same exchange rates</i>	<b>23.4%</b>	<b>38.9%</b>	<b>27.3%</b>	<b>28.5%</b>	<b>27.5%</b>
Forex	1.3%	15.2%	4.2%	1.5%	3.7%
<b>2017 Total Growth</b>	<b>24.7%</b>	<b>54.1%</b>	<b>31.5%</b>	<b>30.0%</b>	<b>31.2%</b>

(1) Europe and Nafta

(2) Asia and Brazil

# AUTOMOTIVE GROWTH 2016-2017(%)

## Market growth vs CIE growth (1)



Source: Motor vehicle production IHS March 2017 (growth % in units)

(1) Increase in revenue including greenfields, considering same exchange rates

# 2. Balance Sheet





# BALANCE SHEET

<b>€ Mio</b>	<b>31/12/2016</b>	<b>31/03/2017</b>
Fixed Assets	2,480.5	2,615.3
Net Working Capital	(248.9)	(215.0)
<b>Total Net Assets</b>	<b>2,231.6</b>	<b>2,400.3</b>
Equity	1,263.3	1,334.6
Net Financial Debt (*)	816.2	904.2
Others (Net)	152.1	161.5
<b>Total Equity and Liabilities</b>	<b>2,231.6</b>	<b>2,400.3</b>
<p>(*) Net Financial Debt = Debt with banks and other financial institutions – Cash and equivalents</p> <p style="text-align: right;"><i>The amount of the non-recourse factoring to 31.03.2017 is 223€ Mio (224€ Mio in 2016)</i></p>		
<b>NFD/Equity</b>	<b>0.65x</b>	<b>0.68x</b>

# CASH FLOW

<b>Net Financial Debt Movements</b>	<b>€ Mio</b>
<b>EBITDA</b>	<b>130.0</b>
Financial Expenses	(10.1)
Maintenance CAPEX <sup>(1)</sup>	(37.9)
Tax Payments	(7.7)
<b>OPERATING CASH FLOW:</b>	<b>74.3</b>
<i>% OPERATING CASH FLOW / EBITDA</i>	<i>57.1%</i>
Greenfields and Growing Capex	(21.3)
Net Operating Working Capital Variation	(7.9)
Payment of Dividends	(26.2)
Newcor Acquisition	(101.4)
Acquisitions to minority shareholders <sup>(2)</sup>	(5.8)
Previous years acquisition payments <sup>(3)</sup>	(6.2)
Exchange rate effect	4.0
Other Movements	2.2
<b>FINANCIAL CASH FLOW</b>	<b>(88.2)</b>
Net Financial Debt 31.12.2016	816.0
Net Financial Debt 31.03.2017	904.2
<b>NFD/EBITDA <sup>(4)</sup></b>	<b>1.98x</b>

(1) Maintenance CAPEX: The one related to the renovation of the facilities to face market growth.

(2) Acquisition of an additional 34.9% of the capital of the Brazilian subsidiary Durametal, S.A. reaching a percentage share of 84.9%.

(3) Dominion Group's pending acquisitions payments: International Chimney Corporation (ICC) and Dominion Energy, S.L.

(4) Last annualized 12 months EBITDA from new companies integrated during the period.





# 3. Strategic Commitments



# STRATEGIC COMMITMENTS

Strategic Targets 2016-2020:

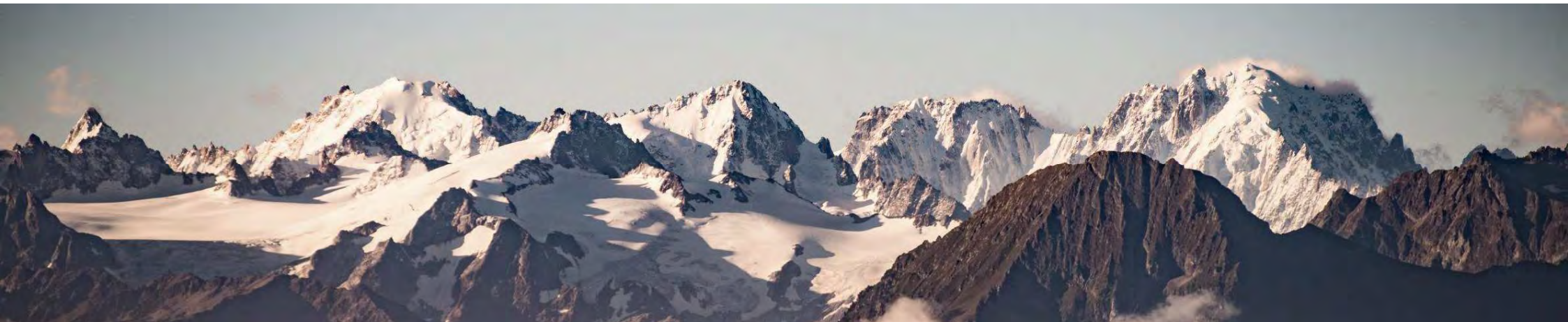
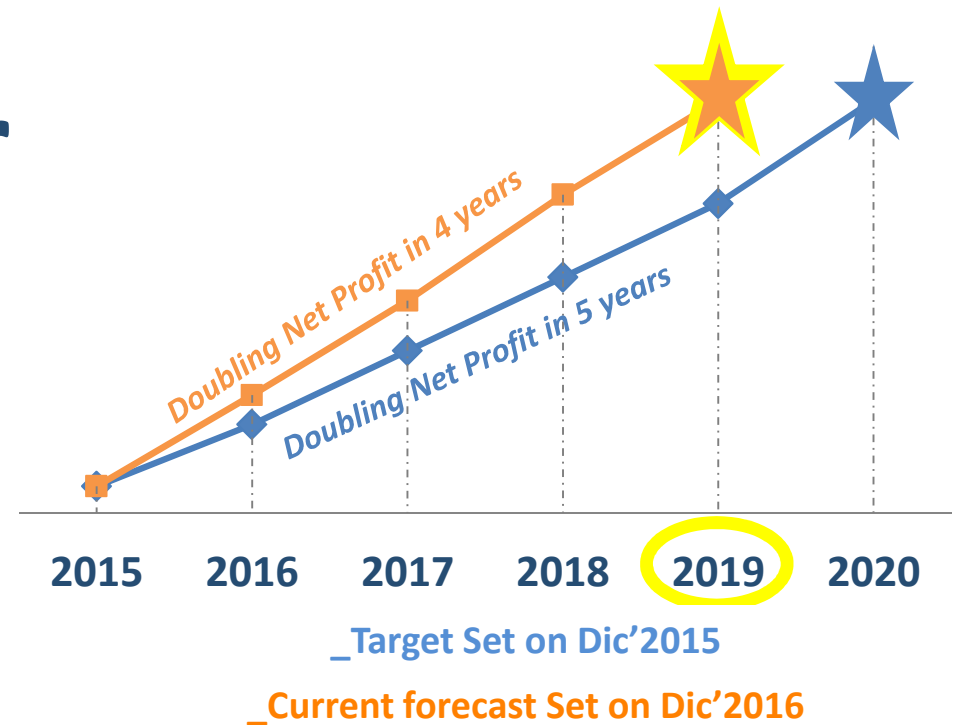


# STRATEGIC COMMITMENTS

As of today we can say that:

# We will achieve our Strategic Target a year in advance

## NET PROFIT EVOLUTION







# 4. CIE in Stock Exchange



# CIE IN STOCK EXCHANGE

## CIE share price performance vs Ibex 35





# CIE IN STOCK EXCHANGE

	2017 Until 03/05	2016	2015	2014	2013
Market Cap (€ Mio)	2,539	2,388	1,993	1,453	951
Number of shares (Mio)	129	129	129	129	119
Last price of period (euros)	19.69	18.52	15.45	11.27	8.00
Maximum price of period (euros)	19.94	18.98	15.46	12.29	8.35
Minimum price of period (euros)	17.15	11.99	10.65	7.21	5.00
Volume (thousand shares)	20,667	59,065	60,619	62,970	44,953
Effective (€ Mio)	375	940	814	600	277

Source: Madrid Stock Exchange



***Further information at  
[www.cieautomotive.com](http://www.cieautomotive.com)***

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***CIE Automotive***

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