

# Mid Term Financial Report

31<sup>st</sup> March 2016



**CIE** *Automotive*

*Managing high value added processes globally*

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1. Group Results 1Q 2016
2. Automotive
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4. CIE in Stock Exchange



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# Group Results 1Q 2016



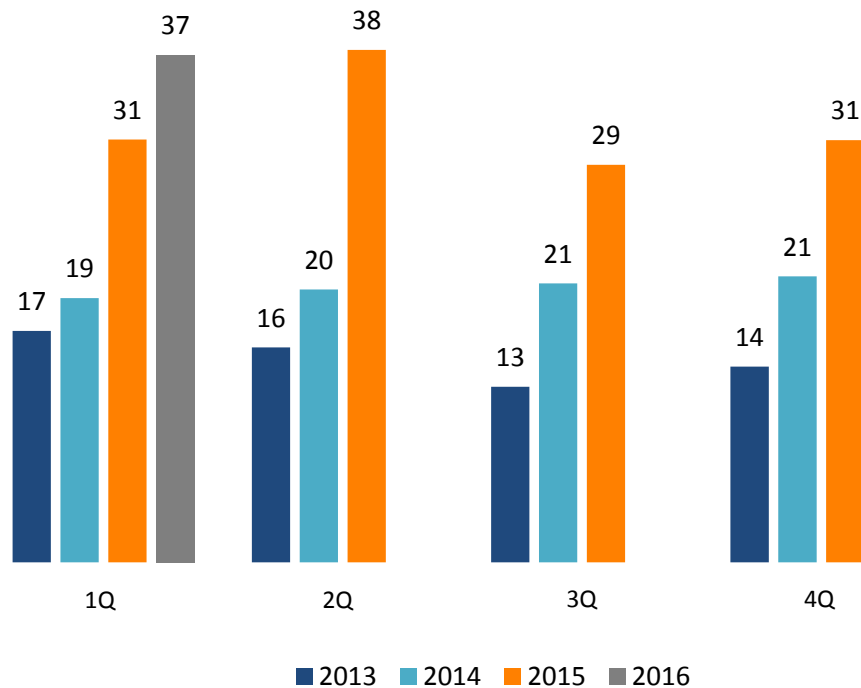
# 1Q 2016 CIE GROUP RESULTS

(€ Mio)	1Q 2015	%	1Q 2016
Turnover	662.5	-1%	657.9
EBITDA (*)	92.0	+5%	96.3
% EBITDA on Turnover	13.9%		14.6%
EBIT (*)	60.3	+9%	65.6
% EBIT on Turnover	9.1%		10.0%
Profit for the year	39.9		43.0
Net Income (*)	31.1	+20%	37.3

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

# QUARTERLY EVOLUTION 2013/2014/2015/2016

## Net Income (€ Mio)



- Growing profit quarter after quarter
- Very significant growth of Net Income +20% vs 1Q 2015, as a result of continuous improvement in operations' margins





# 02 Automotive



# 1Q 2016 AUTOMOTIVE RESULTS

(€ Mio)	1Q 2015	%	1Q 2016
Turnover	548.2	-2%	534.6
EBITDA (*)	84.1	+3%	87.0
% EBITDA on Turnover	15.3%		16.3%
EBIT (*)	55.5	+7%	59.4
% EBIT on Turnover	10.1%		11.1%

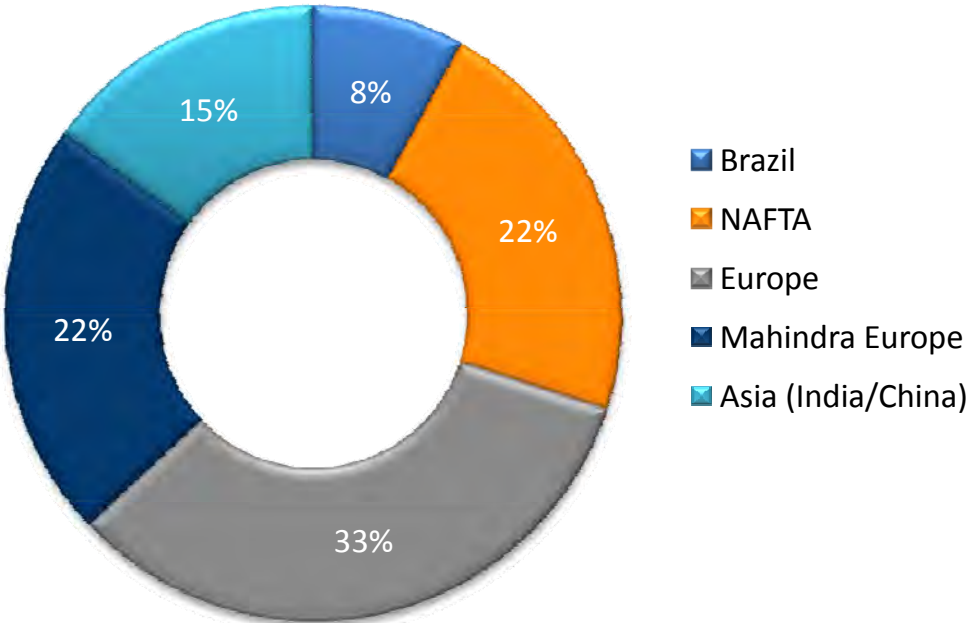
(\*) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income.

- Sales decrease as a result of a -3% exchange rate effect and of a +4% pure organic effect, compensated by the pass through of raw material prices' drop into our selling prices
- Excellent performance of margins in all regions

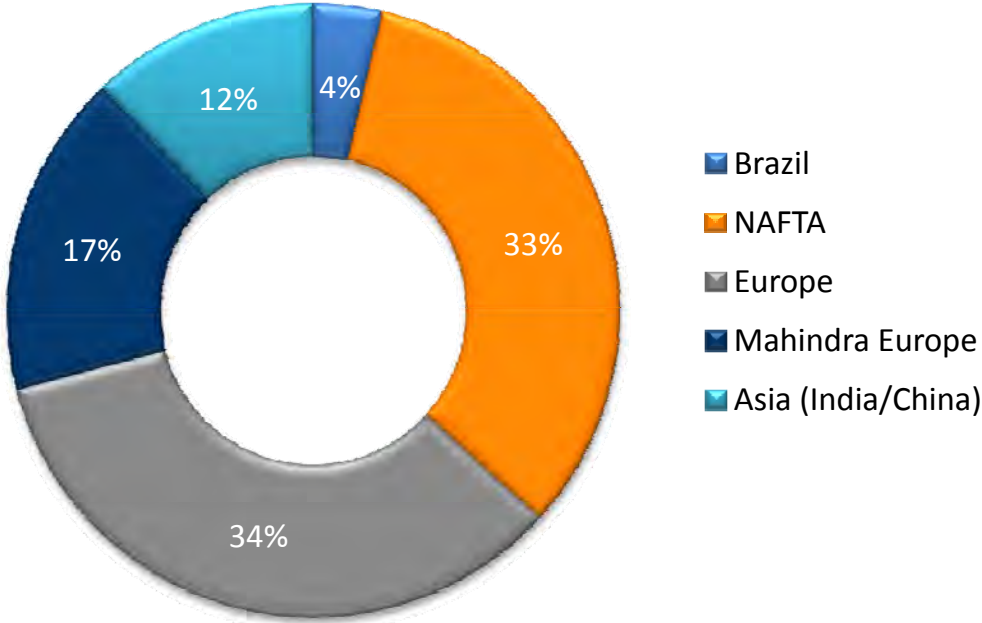


# AUTOMOTIVE GEOGRAPHICAL DISTRIBUTION 1Q 2016

### Turnover



### EBITDA



EBITDA: Net Operating Income + Depreciation

- Group evolution toward market diversification
- Limited exposure to emerging markets: NAFTA and Europa mean almost 80% of turnover and almost 85% of EBITDA in the Automotive division

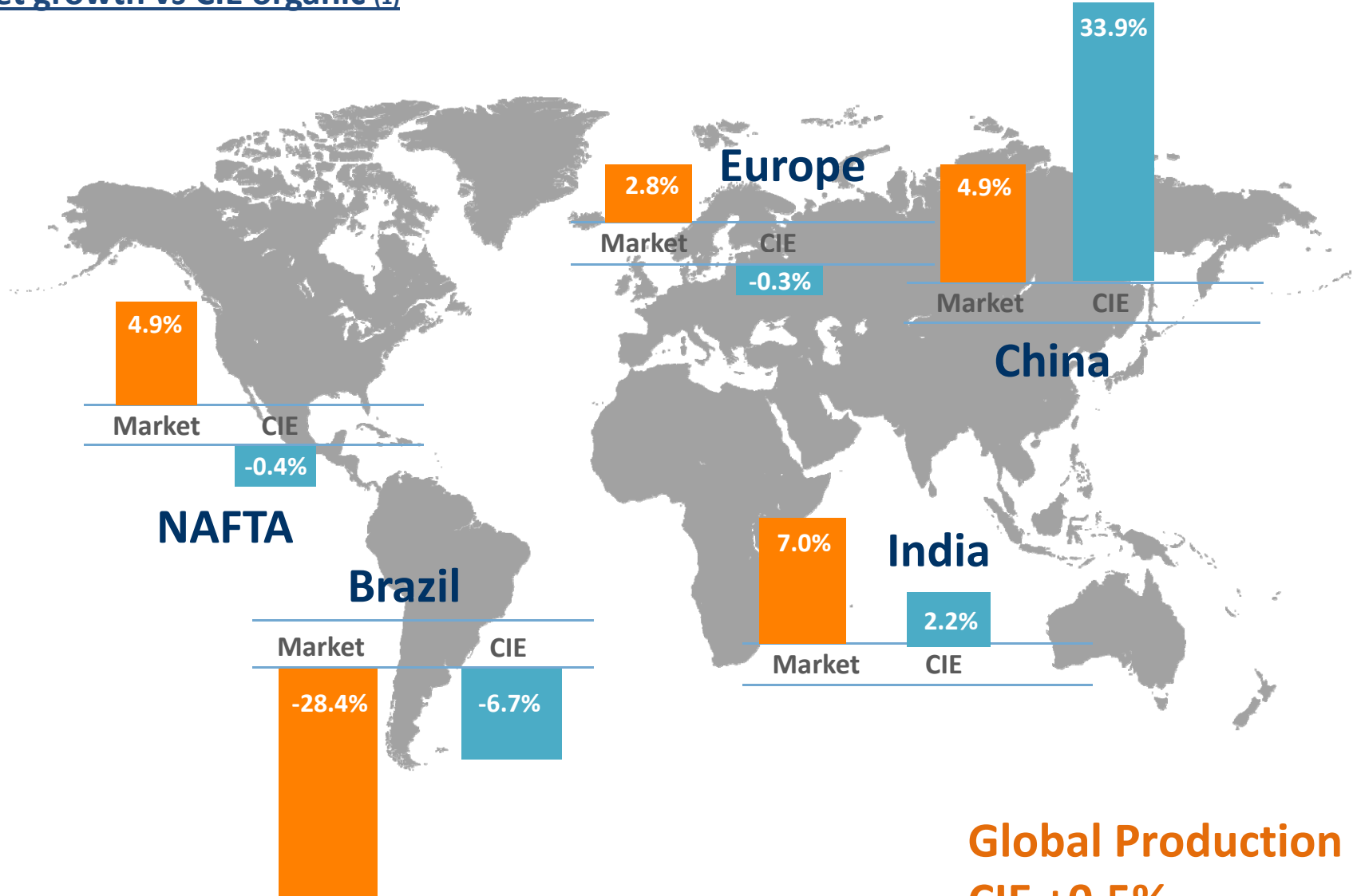
# AUTOMOTIVE PROFITABILITY BY REGION 1Q 2016

	1Q 2015	1Q 2016	
Ex-Mahindra Europe	<b>EBITDA: 17.1%</b> <b>EBIT: 10.0%</b>	<b>EBITDA: 17.6%</b> <b>EBIT: 10.9%</b>	Sustainable margins far above market's average that continue improving thanks to new volumes
Mahindra Europe	<b>EBITDA: 12.1%</b> <b>EBIT: 7.6%</b>	<b>EBITDA: 13.0%</b> <b>EBIT: 8.7%</b>	Margins growing improvement, in its way to achieve CIE Group standards
NAFTA	<b>EBITDA: 20.3%</b> <b>EBIT: 16.5%</b>	<b>EBITDA: 23.0%</b> <b>EBIT: 18.6%</b>	Margins significantly higher than CIE Group average that continue growing thanks partially to good performance of new greenfields
Brazil	<b>EBITDA: 14.1%</b> <b>EBIT: 8.9%</b>	<b>EBITDA: 8.5%</b> <b>EBIT: 3.8%</b>	Despite market drop close to 30%, EBITDA margin excluding restructuring costs effects would reach 10%
Asia (India/China)	<b>EBITDA: 10.0%</b> <b>EBIT: 5.5%</b>	<b>EBITDA: 12.3%</b> <b>EBIT: 7.8%</b>	Margins beginning to show the fruits of integration of Indian plants in CIE and of new projects industrialization in China



# GROWTH 2015-2016(%)

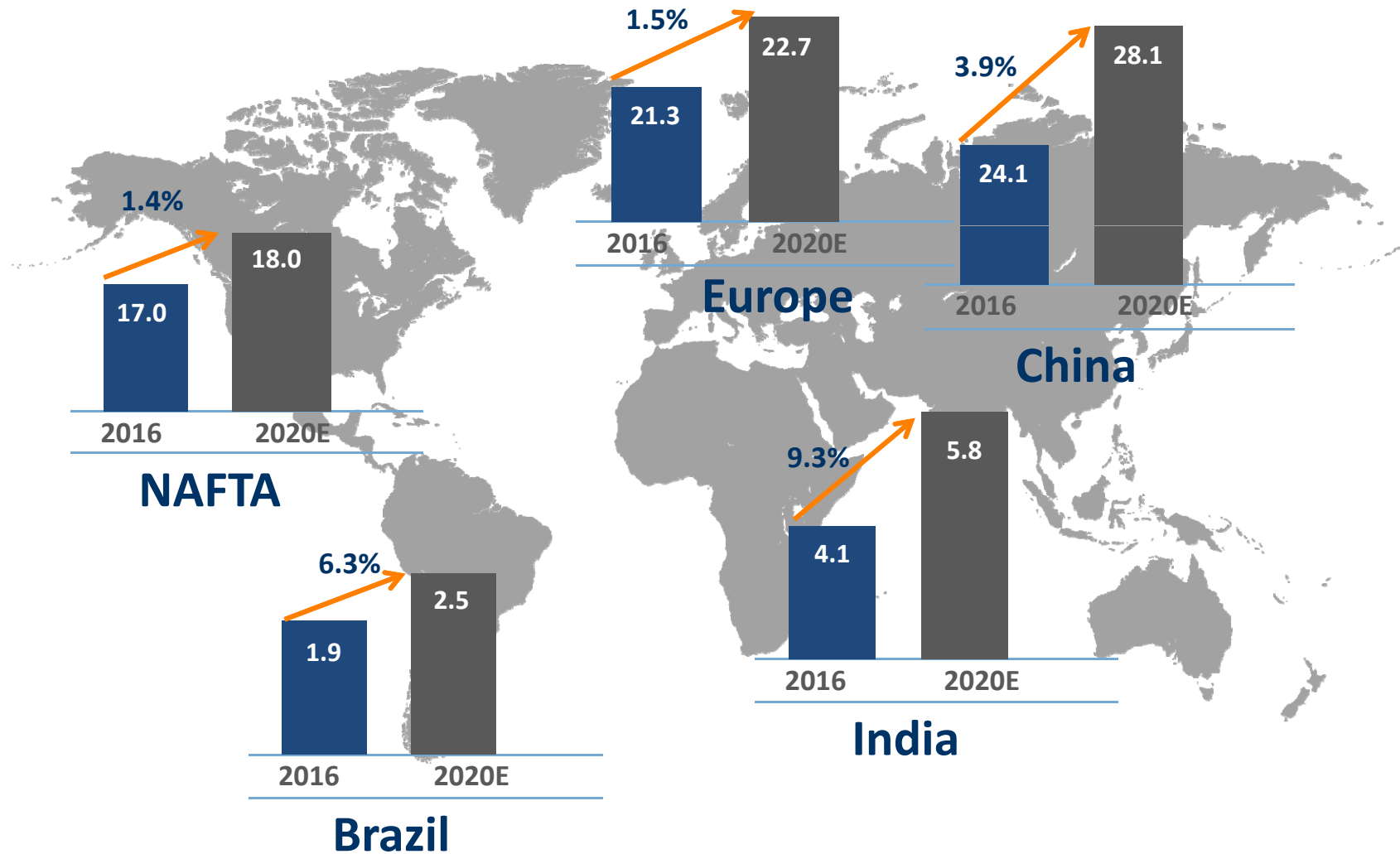
## Market growth vs CIE organic (1)



**Global Production +1.2%**  
**CIE +0.5%**

Source: Motor vehicle production IHS March 2016 (growth % in units)  
 (1) Organic increase in revenue including greenfields, considering same perimeter and exchange rates

# MARKET EXPECTATIONS 2016-2020 (Mio Units)



**Global Production +2.7%**

Source: Motor vehicle production IHS March 2016  
% Growth: CAGR (Compound Annual Growth Rate)



# 03 Dominion



# 1Q 2016 RESULTS

DOMINION

(€ Mio)	1Q 2015		1Q 2016
Turnover	114.3	+8%	123.3
EBITDA (*)	7.9	+17%	9.3
% EBITDA on Turnover	6.9%		7.5%
EBIT (*)	4.8	+30%	6.2
% EBIT s/ cifra negocio	4.2%		5.0%

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

- Double digit growth affected by a negative exchange rate effect -6%
- +17% and +30% increase in EBITDA and EBIT respectively, supported by operating leverage and by last integrations' margins improvement, following Dominion's Smart Innovation business model



# PROFITABILITY BY BUSINESS UNIT

## 1Q 2016

DOMINION

### SOLUTIONS

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Turnover: 43.8 € Mio

Contribution Margin(\*): 17.0%

### SERVICES

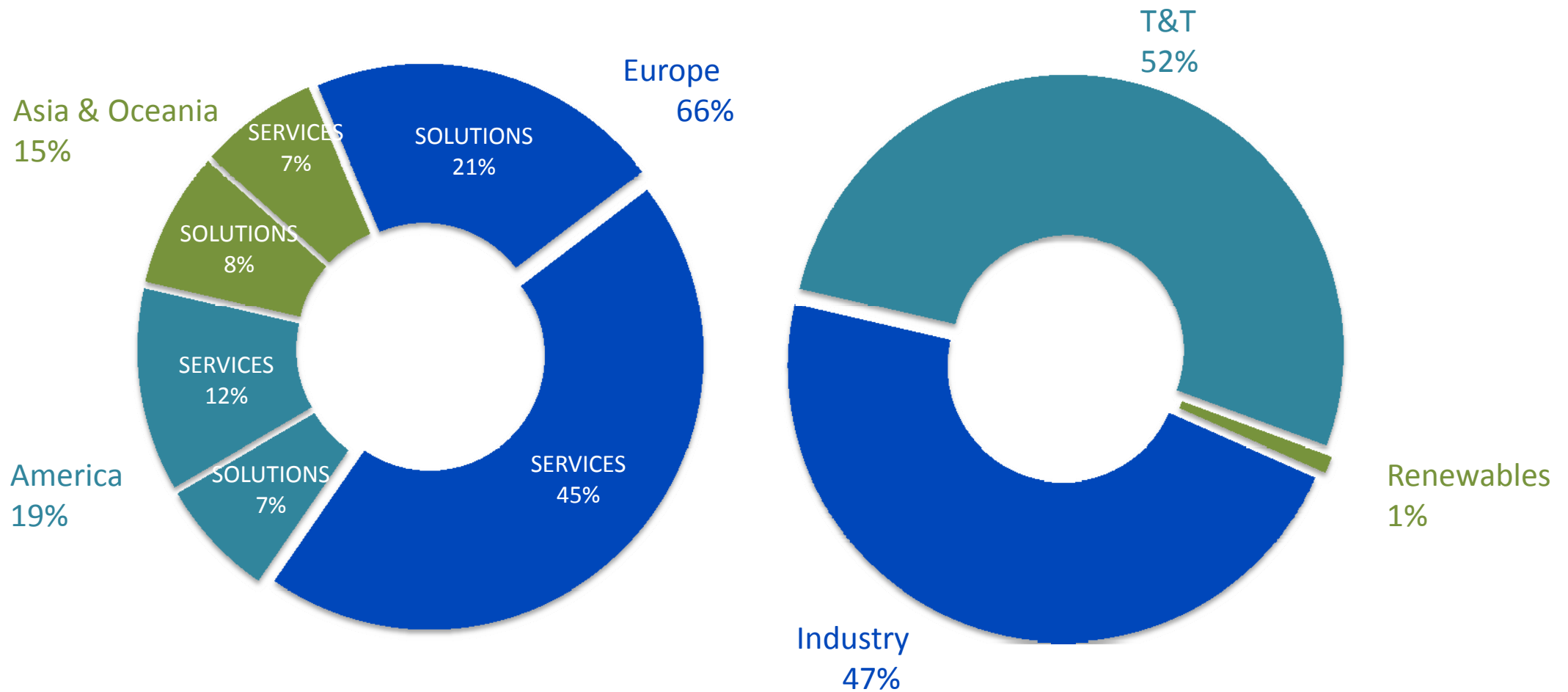
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Turnover: 79.5 € Mio

Contribution Margin(\*): 9.9%

(\*) Contribution Margin: EBITDA before administrative and structural costs

# 1Q 2016 DOMINION GEOGRAPHICAL AND BUSINESS UNITS SALES DISTRIBUTION



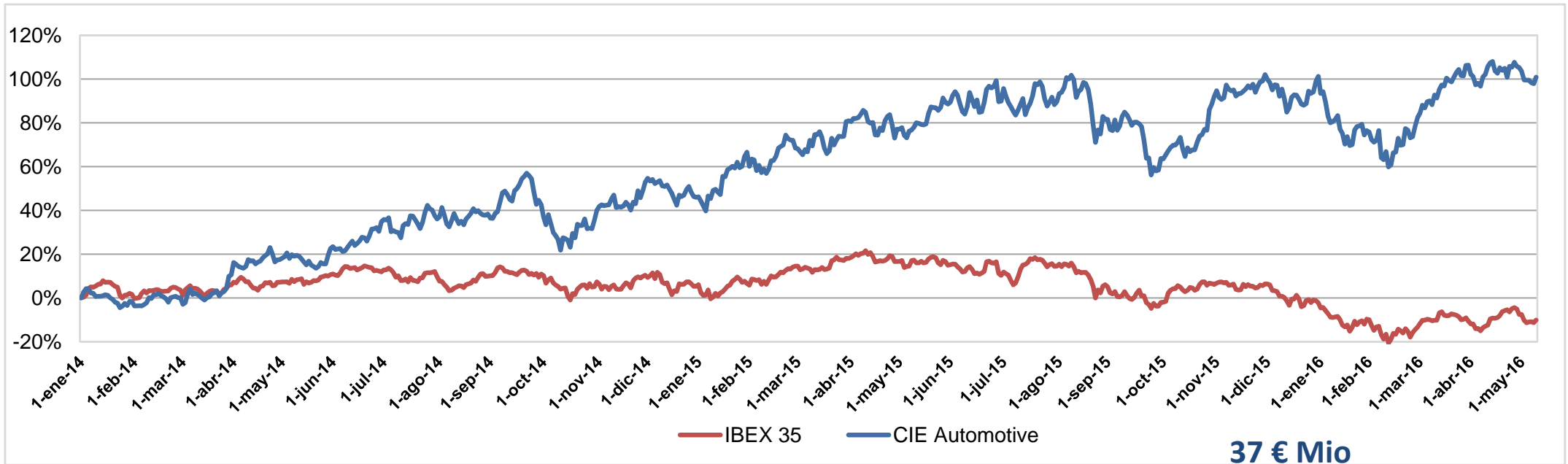
# 04 | CIE in Stock Exchange



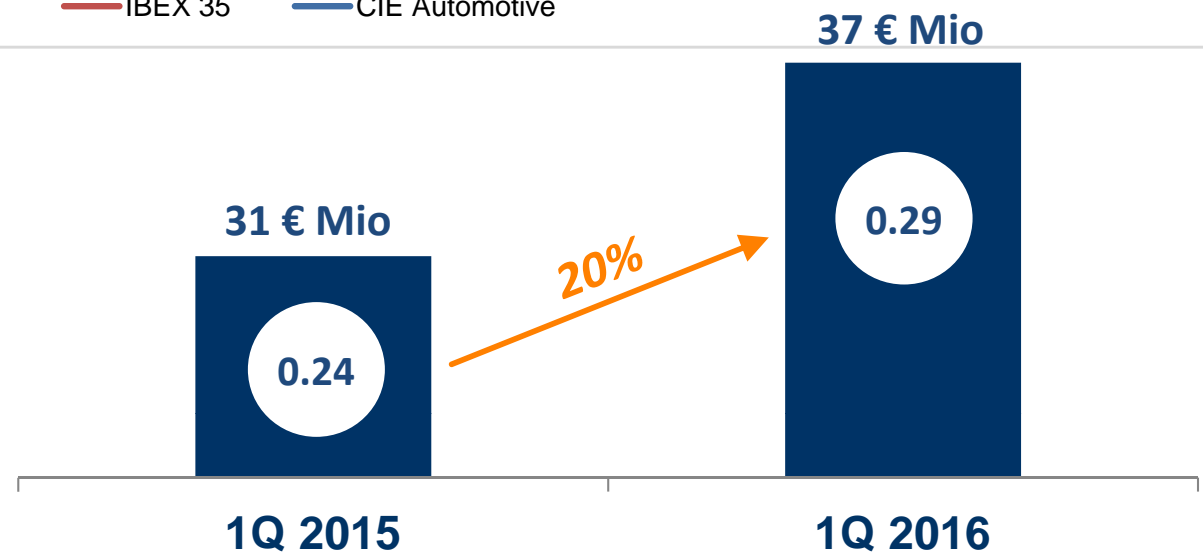


# CIE IN STOCK EXCHANGE

## CIE share price Performance vs Ibex 35



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



# CIE IN STOCK EXCHANGE



	2016 Until 10/05	2015	2014	2013
Market Cap (€ Mio)	2,012	1,993	1,453	951
Number of shares (Mio)	129	129	129	119
Last price of period (euros)	15.60	15.45	11.27	8.00
Maximum price of period (euros)	16.10	15.46	12.29	8.35
Minimum price of period (euros)	11.99	10.65	7.21	5.00
Volume (thousand shares)	21,547	60,619	62,970	44,953
Effective (€ Mio)	312	814	600	277

Source: Madrid Stock Exchange



*Thank you*

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