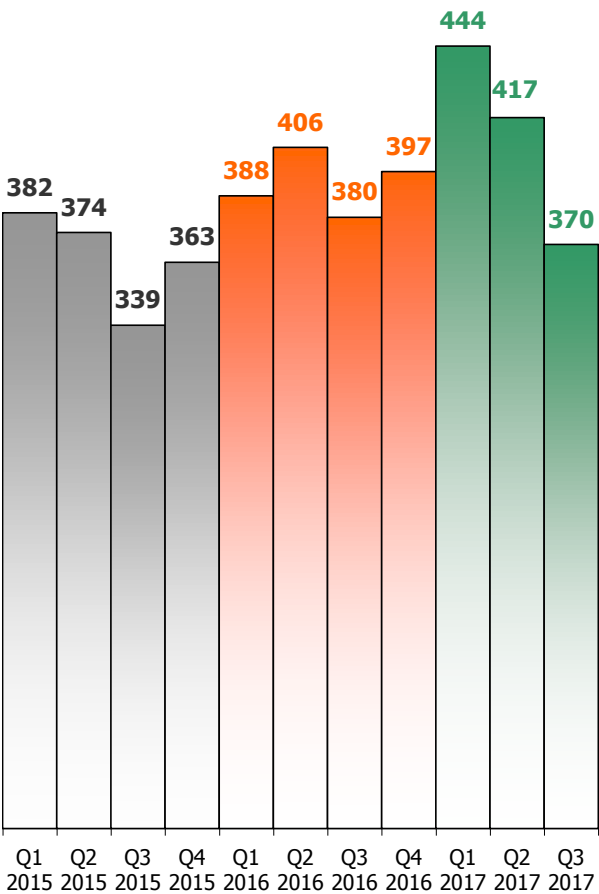


lisi

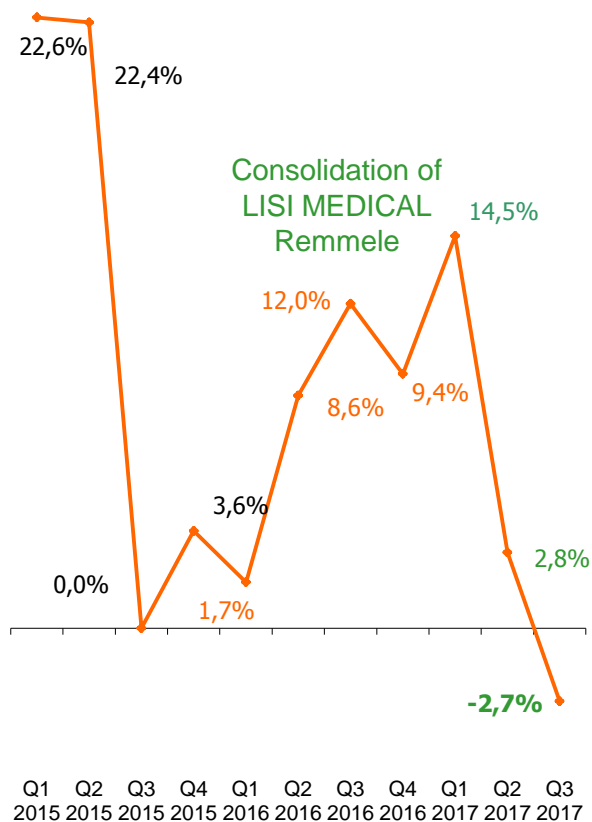
LINK SOLUTIONS FOR INDUSTRY

Q3 2017

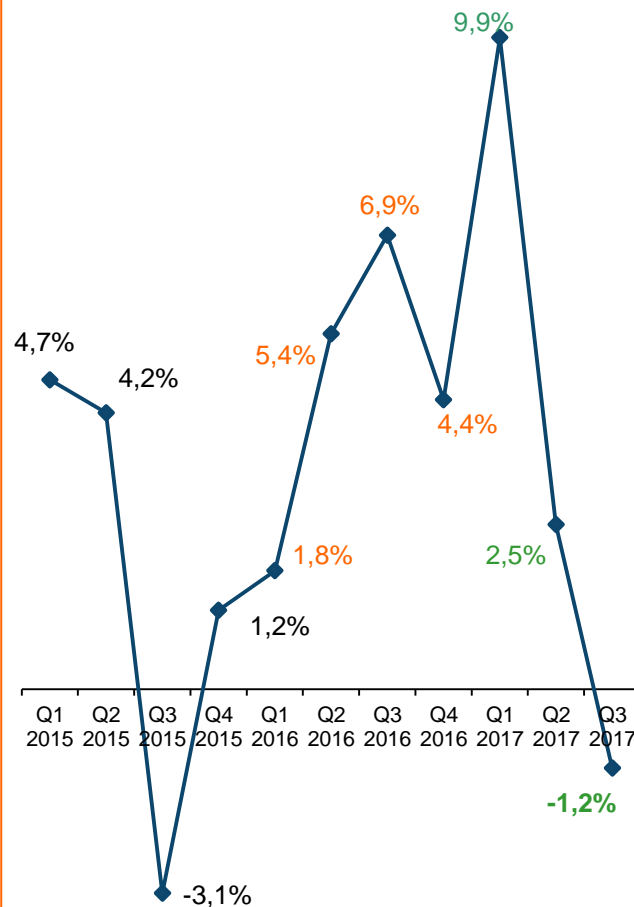
## Quarterly Consolidated sales (€M)



## Change quarter N / quarter N-1



## Organic growth quarter N / quarter N-1



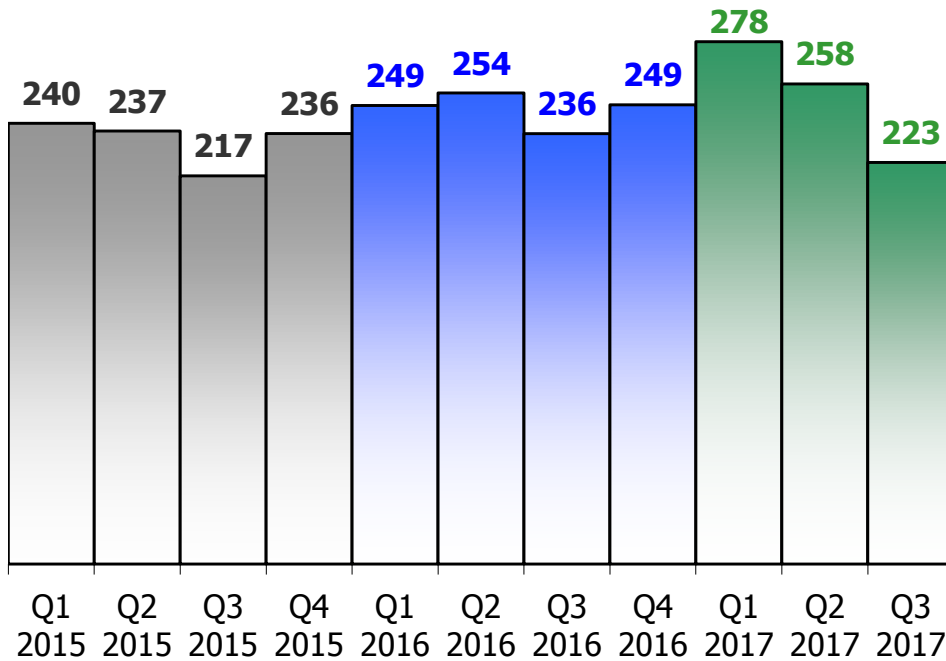
Ce document est la propriété exclusive de LISI. Il est strictement confidentiel et ne peut être communiqué à des tiers ni reproduit sans autorisation écrite préalable de LISI. The information disclosed herein is LISI's exclusive property. It is strictly confidential and cannot be reproduced, used or disclosed to anyone without prior written permission of LISI.

- First material impact of destocking on the Airbus A350 program
- Sustained pace of new program ramp-ups (Structural Components)
- Unfavorable effect related to the decline of the US dollar

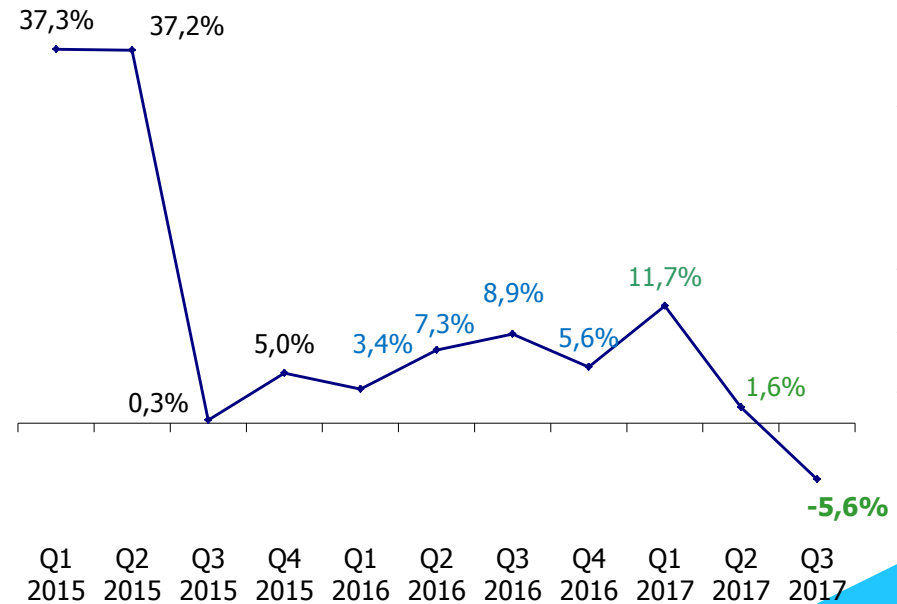


Ce document est la propriété exclusive de LISI AEROSPACE. Il est strictement confidentiel et ne peut être communiqué à des tiers ni reproduit sans l'autorisation écrite préalable de LISI AEROSPACE. Toute information divulguée herein is LISI AEROSPACE's exclusive property. It is strictly confidential and cannot be reproduced, used or disclosed to anyone without prior written permission of LISI AEROSPACE.

Quarterly consolidated sales (€M)



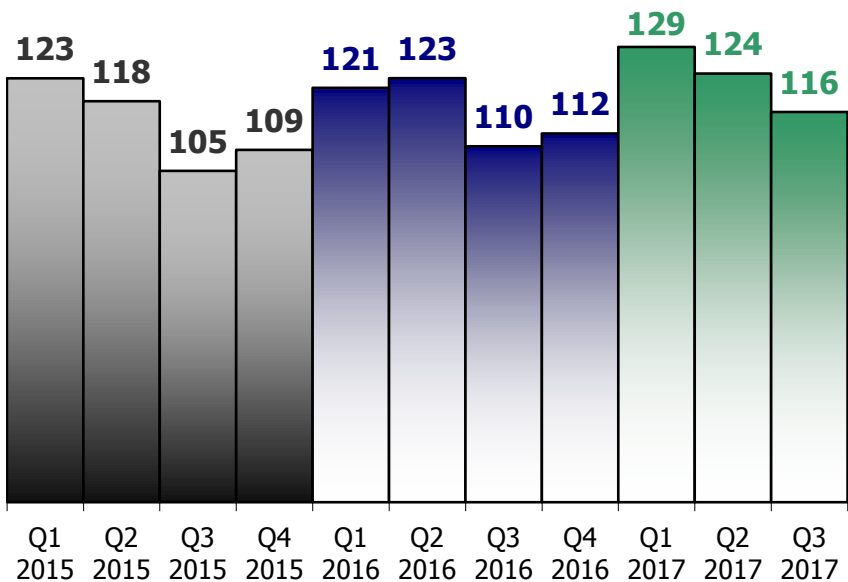
Change quarter N / quarter N-1



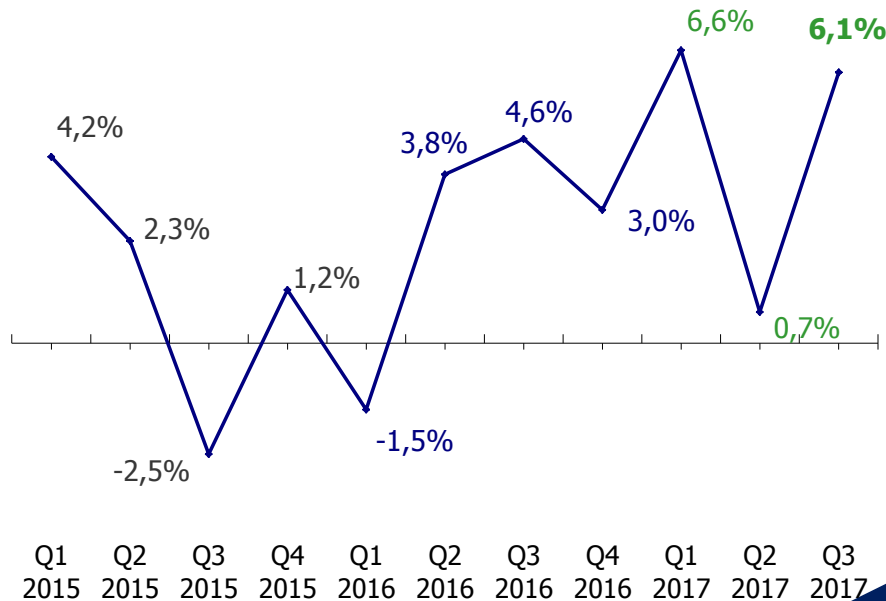
- Positive trend of the 1<sup>st</sup> half confirmed
- Organic growth outperforming the European market
- Good momentum maintained in the Safety Mechanical Components and Clipped Solutions segments
- Closing of the acquisition of Termax scheduled for Q4 2017



Quarterly consolidated sales (€M)



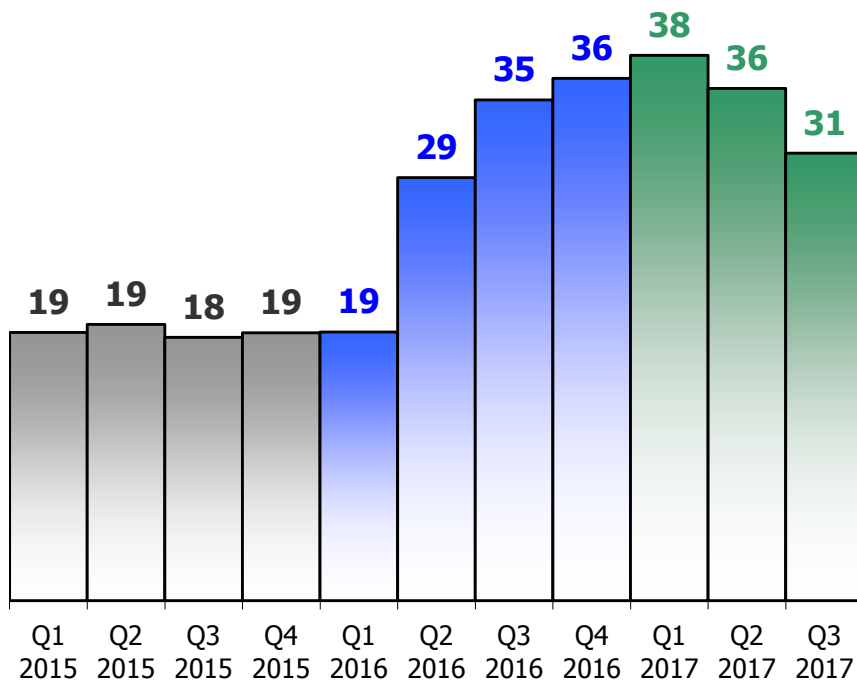
Change quarter N / quarter N-1



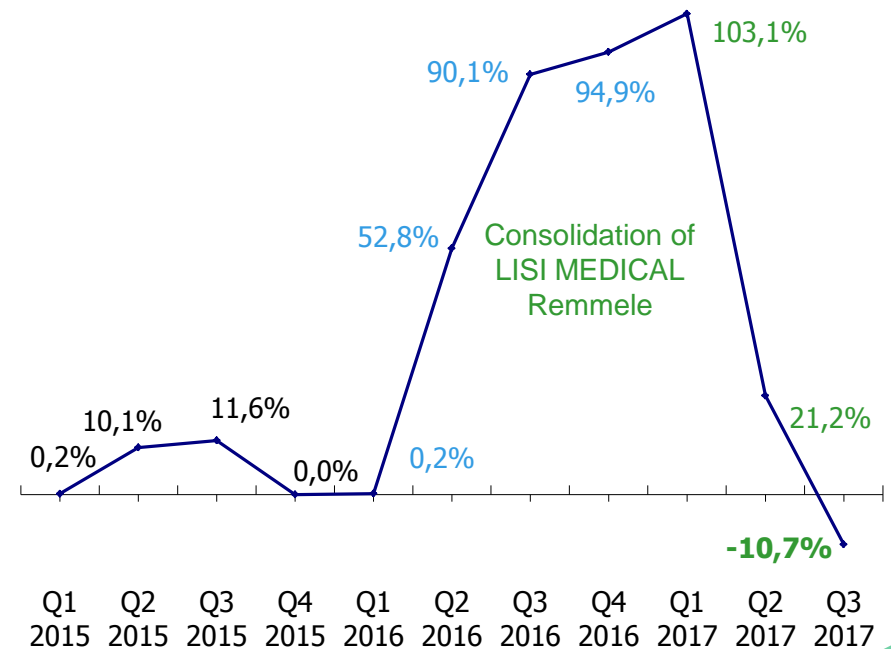
- Delayed allocation of certain products not impacting long-term development plans
- Full year effect of LISI MEDICAL Remmele



Quarterly consolidated sales (€M)



Change quarter N / quarter N-1



## → LISI AEROSPACE

- Long-term trends of the aeronautical market remain strong
- Focus on the temporary adjustments of the production capacity of the “Fasteners” activity following the inventory production of the Airbus A350 program
- Ongoing efforts to reduce the production costs in the “Structural Components” segment on a steady ramp-up phase of new programs



## → LISI AUTOMOTIVE

- Continuous improvement of manufacturing processes focused on productivity
- Order intake for new products in the “Clipped Solutions” and “Safety Mechanical Components” segment remains strong
- International strengthening (acquisition of Termax – USA – to confirm at Q4)



## → LISI MEDICAL

- Reinforcement of fundamentals and positioning as a reference supplier to the customers
- Integration of LISI MEDICAL Remmele opens up new prospects for organic growth once the product portfolio will be stabilized



## → Objectives maintained

Confirmation of growth in business despite the one-off slowdown in the LISI AEROSPACE division and a rise in value of its current operating income. Free Cash Flow<sup>1</sup> will remain positive despite unfavorable exchange rates



**lisi**

LINK SOLUTIONS FOR INDUSTRY

---

# APPENDICES



# Sales revenue by business sector

2017.09		2016.09	
€M	%	€M	%

NP	PC & \$C
----	----------

LISI AERO FASTENERS EUROPE	326,1	26	305,0	26
LISI AERO FASTENERS USA	178,1	14	181,0	15
LIS AEROSPACE STRUCTURAL COMPONENT	276,8	22	269,3	23
<b>LISI AEROSPACE</b>	<b>758,4</b>	<b>62</b>	<b>738,4</b>	<b>63</b>

6,9%	6,5%
-1,6%	-1,1%
2,8%	6,6%
<b>2,7%</b>	<b>4,1%</b>

<b>LISI MEDICAL</b>	<b>104,6</b>	<b>8</b>	<b>82,8</b>	<b>7</b>
---------------------	--------------	----------	-------------	----------

<b>26,3%</b>	<b>0,4%</b>
--------------	-------------

<b>LISI AUTOMOTIVE</b>	<b>368,7</b>	<b>30</b>	<b>353,2</b>	<b>30</b>
------------------------	--------------	-----------	--------------	-----------

<b>4,4%</b>	<b>4,5%</b>
-------------	-------------

<b>LISI</b>	<b>7,3</b>	<b>1</b>	<b>6,8</b>	<b>1</b>
-------------	------------	----------	------------	----------

-	-
---	---

<b>ELIMINATIONS</b>	<b>-7,6</b>	<b>-1</b>	<b>-7,2</b>	<b>-1</b>
---------------------	-------------	-----------	-------------	-----------

-	-
---	---

<b>LISI CONSOLIDATED</b>	<b>1 231,4</b>	<b>100</b>	<b>1 174,0</b>	<b>100</b>
<b>FRANCE</b>	<b>434,0</b>	<b>35</b>	<b>427,2</b>	<b>36</b>
<b>OUT OF FRANCE</b>	<b>797,4</b>	<b>65</b>	<b>746,8</b>	<b>64</b>

<b>4,9%</b>	<b>3,7%</b>
1,6%	1,5%
6,8%	5,0%