NOVEMBER 7, 2019

MILAN - EQUITA
Leverage on Group’s strengths, in four domains of growth, to enhance customers mobility and create value

Michelin strengths

Michelin Brand leadership
Michelin Man sacred* "Icon of the Millennium"

High-tech material leadership
125 years of competencies and innovations in flexible composite materials and transformation processes

Employees engagement
In 2018, 80% of employees say they are proud and happy to work at Michelin

Four domains of growth

EXPERIENCES
SERVICES & SOLUTIONS
TIRES
HIGH-TECH MATERIALS

*By American magazine advertising week
Resilient margin and robust strengths and levers give confidence to sustainably grow FCF

Change in segment operating income 2014 – 2018
(in € millions)

Structural Free Cash Flow 2014 – 2019e
(in € millions)

2019e onwards: Michelin’s strengths and levers for more value creation

- A powerful brand on structurally growing markets
- Innovation for better performance, respectful of Environment
- Tires moving towards more technology
- Business expansion leveraging our customers base and our distinctive competencies
- Competitiveness plan deployment
- Working capital optimization

Milan – November 7, 2019
Recognition for the economic and environmental benefits of Michelin tires’ long-lasting performance

- By offering customers tires that deliver high performance until 1.6mm wear indicators appear

Michelin is improving the tire industry’s environmental footprint
- by avoiding raw material waste
- by reducing carbon emissions

Michelin is improving consumer purchasing power
- by increasing the time between tire changes
- by improving, with worn tires, the fuel efficiency*

* Up to a 20% reduction in rolling resistance

- Michelin’s approach is supported by:
  - The automotive industry
  - The European Parliament

2019
The European Parliament approves worn tire testing

2022
In Europe, long-lasting performance will be a prerequisite for every tire

Milan – November 7, 2019
Innovation leader with Uptis: the airless concept, an essential step towards more sustainable mobility

- From ambition to action -

FOR THE NEW C.A.S.E MOBILITY
(Connected, Autonomous, Shared, Electric)

Benefits for car owner
More serenity during the journeys

Benefits for fleet owners and professionnals
Productivity optimisation

Benefits for all
Material savings and waste reduction

Co-developed with General Motors

AIRLESS TECHNOLOGY « PUNCTURE PROOF »
Michelin’s extra-financial rating: a leading and recognized player in sustainable mobility

- Major Sustainability Rating (As of September 2019)

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<tbody>
<tr>
<td>Water Security</td>
<td>A</td>
<td>GOLD</td>
<td>A1+</td>
<td>OUTPERFORMER</td>
<td>PRIME</td>
<td>AA</td>
</tr>
<tr>
<td>Rating</td>
<td>-</td>
<td>78/100</td>
<td>68/100</td>
<td>77/100</td>
<td>B-</td>
<td>7.3/10</td>
</tr>
<tr>
<td>Ranking / Distribution of ratings</td>
<td>Top 1%(natural rubber)</td>
<td>1er/31 secteur</td>
<td>7ème/54 secteur</td>
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*Milan – November 7, 2019*
November 7, 2019
EQUITA – Milan

Sales for the nine months ended September 30, 2019
In weaker than expected markets, Michelin's volumes declined by 0.8% in the first nine months of 2019, with in particular:

- A contraction in Automotive tire volumes, in line with the markets; sustained growth in the 18-inch and larger segment
- A decline in Truck tire volumes in increasingly difficult markets
- A Growth in the mining tire business, in line with expectations
- A steeper than expected drop in the agricultural and construction tire markets

A 2.1% improvement in the price-mix effect (+2.9% in Q3), attributable to:

- Disciplined price management in every business and region, in particular with price increases in the third quarter
- A strong mix effect, shaped by a favorable business mix and a firm product mix in the Automotive segment

Contribution from acquisitions in line with expectations (+7.1%)

Sustained deployment of the competitiveness plan
Weaker demand in Truck and Off-the-road tires; Passenger car and Mining markets in line with expectations

**PC/LT 9M 2019: -1%**

<table>
<thead>
<tr>
<th></th>
<th>Q1 2018</th>
<th>Q2 2018</th>
<th>Q3 2018</th>
<th>Q4 2018</th>
<th>Q1 2019</th>
<th>Q2 2019</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>OE</td>
<td>-0</td>
<td>+3</td>
<td>-0</td>
<td>-1</td>
<td>-1</td>
<td>-3</td>
<td>+0</td>
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<tr>
<td>RT</td>
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**TRUCK 9M 2019: -3%**

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<thead>
<tr>
<th></th>
<th>Q1 2018</th>
<th>Q2 2018</th>
<th>Q3 2018</th>
<th>Q4 2018</th>
<th>Q1 2019</th>
<th>Q2 2019</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>OE</td>
<td>-0</td>
<td>+2</td>
<td>-4</td>
<td>-3</td>
<td>-1</td>
<td>-4</td>
<td>-3</td>
</tr>
<tr>
<td>RT</td>
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</table>

**SPECIALTIES*: ~ +0%**

- Mining tires: sustained 4% growth in demand, in line with actual tire consumption
- Off-the-road: steeper downturn in the agricultural tire market and strong decline in OE
- Construction tire demand
- Growth in the two-wheel commuting and aircraft segments

* Estimated full-year 2019

● OE: worldwide demand down 7% (-4% on Q3), especially in China, India and Europe
● RT: demand well oriented in North America, still weak in Europe, penalized by slow start of winter
● Chinese RT market still dynamic

● OE: global demand contraction, driven by Europe and India; market downturn in North America in Q3
● RT: steep drop in demand in the Americas, and to a lesser extent in China; growth in Europe, driven by imports

Source: Michelin estimates. Those estimates are regularly adjusted and may be updated following their initial publication.
9M 2019 sales: up 10.4%, lifted by acquisitions, disciplined price management and the sustained improvement in the mix

YoY change in sales
(in € millions and %)

Consolidated growth +6.3%

16,217

+1,159

-134

17,582

9M 2018

9M 2019

17,897

+315

Currency effect (+2.0)

10.4% change in sales

Organic growth Volumes (-0.8%)

Price-mix (+2.1%)

o/w mix +1.0%

External growth

Changes in scope of consolidation* (+7.1%)

9M at constant exchange rate

Fenner, Camso, Multistrada, Masternaut, Tablet and deconsolidation of the TCi tire wholesaling chain

Milan – November 7, 2019
Q3 2019: as falling demand weighed on volumes, a priority focus on margin protection with a robust price-mix

YoY change, by quarter

<table>
<thead>
<tr>
<th>Volumes</th>
<th>Price-mix</th>
<th>Currency effect</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2018</td>
<td>Q1 2018</td>
<td>Q1 2018</td>
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<tr>
<td>Q2 2018</td>
<td>Q2 2018</td>
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<td>Q3 2018</td>
<td>Q3 2018</td>
<td>Q3 2018</td>
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<tr>
<td>Q4 2018</td>
<td>Q4 2018</td>
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<th></th>
<th>Q3 2019</th>
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<th>Q4 2019</th>
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<th>Q1 2019</th>
<th>Q2 2019</th>
<th>Q3 2019</th>
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<tbody>
<tr>
<td>Volumes</td>
<td></td>
<td>Price-mix</td>
<td></td>
<td>Currency effect</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2019</td>
<td>-2,3</td>
<td>3,4</td>
<td>2,0</td>
<td>2,0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2 2019</td>
<td>2,6</td>
<td>2,6</td>
<td>1,4</td>
<td>1,7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3 2019</td>
<td>2,9</td>
<td>0,5</td>
<td>2,9</td>
<td>2,1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4 2019</td>
<td>0,5</td>
<td>1,5</td>
<td>-0,3</td>
<td>-0,3</td>
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</table>

Milan – November 7, 2019
2019 market scenario: PC/LT down for the year, hurt by OE; steeper decline in Truck tire demand; Mining growth offset by fall in Ag and Construction

<table>
<thead>
<tr>
<th>PC/LT: ~ -1%</th>
<th>TRUCK ~ -4%</th>
<th>SPECIALTIES: ~ +0%</th>
</tr>
</thead>
<tbody>
<tr>
<td>OE: sustained decline in demand in every region (-6%)</td>
<td>OE: slowdown in North America; contraction in Europe</td>
<td>Mining tires: sustained 4% growth in demand, in line with actual tire consumption</td>
</tr>
<tr>
<td>RT: markets up slightly in every geography with a slight pick-up in Chinese demand</td>
<td>RT: further decline in demand in North America; slight increase in the European market</td>
<td>Off-the-road: steeper downturn in the agricultural tire market and strong decline in OE construction tire demand</td>
</tr>
<tr>
<td>RT ≥18” demand up by around 10%</td>
<td>Chinese market down</td>
<td>Growth in the Two-Wheel commuting and Aircraft segments</td>
</tr>
</tbody>
</table>
The close fit between the Group’s businesses helps to cushion it from the steep drop in auto markets.

2018 sales by region

- Europe incl. Russia & CIS: 39%
- Asia and rest of the world: 35%
- North America incl. Mexico: 26%

2018 sales by growth driver

- Auto: 13%
- Consumption: 43%
- Manufacturing: 25%
- Commodities: 19%

* PC/LT OE/RT: Passenger Car and Light Truck tires sold as original equipment (TC/LT OE) or in replacement markets (PC/LT RT)
## 2019 guidance confirmed

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
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<tbody>
<tr>
<td>Volumes</td>
<td>Growth in line with the markets</td>
</tr>
<tr>
<td>Segment operating income</td>
<td>&gt; 2018</td>
</tr>
<tr>
<td>at constant exchange rates</td>
<td>before the estimated €150m additional contribution from Camso and Fenner</td>
</tr>
<tr>
<td>Structural FCF</td>
<td>&gt; €1,450m</td>
</tr>
<tr>
<td></td>
<td>including the positive €150m accounting impact from IFRS 16</td>
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</table>
## 2019 scenario*

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
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<tbody>
<tr>
<td>Cost impact of raw materials prices and customs duties</td>
<td>~ - €100m</td>
</tr>
<tr>
<td>Currency effect</td>
<td>Slightly positive **</td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>Standard ETR reduced to 26%***</td>
</tr>
<tr>
<td>Net price-mix/raw materials effect</td>
<td>&gt; €200m</td>
</tr>
<tr>
<td>Competitiveness plan gains vs. inflation</td>
<td>Positive</td>
</tr>
</tbody>
</table>

* Based on the following average prices and exchange rates for 2019: Natural rubber: $1.45/kg; butadiene (US, Europe and Asia): $0.969/t; Brent: $63/bbl; EUR/USD: 1.12

** Based on September 2019 rates. See slide 73

***Based on currently available information
## 2020 market outlook

<table>
<thead>
<tr>
<th>(in units)</th>
<th>2019e</th>
<th>2020e</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SR1</strong> (Car)</td>
<td>~ -1%</td>
<td>Flat to -1%</td>
</tr>
<tr>
<td><strong>SR2</strong> (Truck)</td>
<td>~ -4%</td>
<td>From -1% to -2%</td>
</tr>
<tr>
<td><strong>SR3</strong> (Aircraft and 2W)</td>
<td>~ +0%</td>
<td>Flat to -2%</td>
</tr>
</tbody>
</table>
2018-2020: in adverse market environment, continuing SOI growth with strong price mix and competitiveness plan

2018-2020 SOI growth (in €millions)

- Strong Mix
- Price offsetting Raw Material costs: neutral
- Competitiveness plan beating inflation: +€50m per year
- D&A
- Other
- Acquisitions

Volume dented by low markets

In line with plans

2016: 2,692
2018: 3,141

2017-2018 FX

2020 at 2016 Forex

Milan – November 7, 2019
Levers of growth
Tires

EXPERIENCES

B 2 C

SERVICES & SOLUTIONS

B 2 B

KNOW HOW

HIGH-TECH MATERIALS
### Tire market growth prospects

<table>
<thead>
<tr>
<th>(in units)</th>
<th>Long term trend</th>
<th>Michelin growth ambitions</th>
</tr>
</thead>
<tbody>
<tr>
<td>SR1</td>
<td>~ +2% CAGR</td>
<td>Growth in line with markets</td>
</tr>
<tr>
<td>SR2</td>
<td>0 to +1% CAGR</td>
<td>Value-creating growth</td>
</tr>
<tr>
<td>SR3</td>
<td>~ +3% CAGR</td>
<td>Growth above markets</td>
</tr>
</tbody>
</table>

Milan – November 7, 2019
Recognized brand and technical leadership supporting pricing power

- Recent Tirelines have already been acclaimed by some of the most demanding German car magazines

Manufacturer of the year 2019 with

MICHELIN Alpin 6

MICHELIN Pilot Sport 4 SUV

MICHELIN Pilot Sport Cup2 R

Since 1989, Michelin has won 91 of the 112 awards for OE tire satisfaction

ALMOST 5X MORE THAN THE COMPETITION COMBINED!

Source: 2018 J.D. Power U.S. OE Tire Customer Satisfaction Study

21 Milan – November 7, 2019
Michelin Total Performance: bringing a tire key performances to their best level at the same time

Performance of the MICHELIN Pilot Sport 4 SUV tire compared with competitors

Tier 1 market portfolio by range (in %)**

- Top 6 competitors
  - 1st: 27%
  - 2nd: 17%
  - 3rd: 14%
  - 6th: 9%

*Range whose rolling resistance (RR) rating is A, B or C and wet grip (WG) rating is A
**Source: Lizéo, May 2019

Green RR and A-Wet portfolio*

- EU market average
- Leading competitor in Europe
Michelin is meeting the EV challenge

Increasing range
the major challenge for EVs

Reducing cockpit noise

Coping with torque

Supporting heavy batteries

By reducing rolling resistance, with the right materials, and aerodynamic drag, with the right tire design (Slimline)

By using Michelin Acoustic Technology and adjusting tread design

By improving tread rigidity and contact patch friction

By designing tires capable of both carrying heavier loads and reducing rolling resistance

Consumer and commercial EVs

- Renault Zoé – MICHELIN Energy E-V
- Tesla, the world leader – MICHELIN Pilot Sport
- Renault Kangoo Z.E. and Z.E.H2 – MICHELIN Energy Saver
- GM Bolt/Volt...

Asia

- Certified by a large number of Chinese OEMs*
- Partnership with Hyundai for its EV line

Racing

- Formula E – MICHELIN Pilot Sport

* Xiaopeng, WM Motors, Human Horizons, Iconiq, SAIC, BAIC, Guangzhou Autos, FAW

Milan – November 7, 2019
Michelin’s OE position is unique, ...

<table>
<thead>
<tr>
<th>SPORT PASSION</th>
<th>LUXURY PREMIUM</th>
<th>GENERALISTS</th>
<th>NEW ENTRANTS (OEM &amp; Mobility)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OEM BRANDS</strong> (examples)</td>
<td><img src="image" alt="Sport Passion Logos" /></td>
<td><img src="image" alt="Luxury Premium Logos" /></td>
<td><img src="image" alt="New Entrants Logos" /></td>
</tr>
<tr>
<td>Who are they</td>
<td>Extreme emotions &amp; passionate drivers</td>
<td>Premium brand focus on consumer experience</td>
<td>WW players mass-market oriented</td>
</tr>
<tr>
<td>Market weight (Volumes of tires)</td>
<td>2% &gt; in € and image</td>
<td>13% &gt; in € and image</td>
<td>65% =</td>
</tr>
<tr>
<td>Main competitors</td>
<td>Pirelli</td>
<td>Continental Pirelli</td>
<td>Bridgestone, Goodyear, Continental, Dunlop, Hankook</td>
</tr>
<tr>
<td>Michelin position</td>
<td>Leader</td>
<td>Amongst the Top 3</td>
<td>Amongst the Top 3 Overall &amp; WW presence</td>
</tr>
</tbody>
</table>

... with the overall objectives to achieve

- a reference position in each segment & each geography
- a sales growth at a minimum in line with the market evolution
- a profitability at the level of the best auto suppliers
A strong OE/RT loyalty rate, a guarantee for future replacement growth

- A strong loyalty rate

**40%**

**LOYALTY OE/RT ≥18” WORLDWIDE**

**90%**

▲ Tire selling phase in Europe

OE Volumes Michelin

RT Volumes 19”+ Michelin

65% loyalty rate over the first 4 years, 38% over 20 years

▲ Tire selling phase in US

OE Volumes Michelin

RT Volumes 19”+ Michelin

44% loyalty rate over the first 4 years, 30% over 20 years
Multistrada: a key asset to capture the worldwide rising demand in Tier 2 tires

Rapidly convert PC Tier 3 capacity into PC Tier 2 capacity with very limited investment

- Total production 2023: 11 Mu

- Global Tier 2 market growth: ~+3%
  - In line with projected global growth over 2017-2023: ~+3%
  - Tier 1 market: ~+3% driven by emerging economies

- Capex required for the conversion: USD 13 million in 2019
Mining: a successful product offering for a demanding industry focused on productivity

- The most efficient tire offer in the marketplace
- Digital services improving efficiency
- Comprehensive offer with Conveyor belts

**XDR250 - 57”**

25% *(v)* More productive with no trade-off on tire life

**XDR3 - 63”**

12,6% *(v)* More load on the KOMATSU 930-E4

---

(1) Compared to BRIDGESTONE 46/90 R 57 VRDP and VRPS. Data gathered from 2012 BS databook. And compared to MICHELIN 40.00 R 57 XDR2
(2) Based on comparisons of maximum load capacity of the MICHELIN® XDR® 3 Extra Load to the MICHELIN® XDR® 3, size 53 80 R 63, as set forth in the 2018 Michelin Data Book, taking as a reference the technical data of the Komatsu 930-E4 truck. Actual results may vary, and may be impacted by many factors, to include road conditions, weather, environment, driving habits, tire size, equipment and maintenance.

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Milan – November 7, 2019
Michelin Off-Highway Transportation: to sustainably contribute to build, and feed & protect people

- **OHT customers** operate in
  - Agriculture
  - Construction
  - On-site Logistics
  - Defense

- They face challenges to operate sustainably
  - Lack of productive land
  - Material scarcity, pollution, safety risks

- In demanding, unpredictable conditions and constrained timing

- Benefitting from long term fundamental growth

- **Tires, tracks & related services**: a key asset to improve profitability and sustainability
  - Increasing yields
  - More load
  - Lasting longer
  - Going faster
  - Optimizing uptime
Recent acquisitions delivering on synergies

- Scrap and raw materials
- Financial and insurance costs
- Development of ECS businesses in South America
- On going R&D cross fertilization in technological materials

- Commercial synergies: SwissPort contract gain
- SG&A optimization

- First BFGoodrich tires produced in Q3: transformation of the plant in line with 2021 expected synergies
Services & Solutions: a diverse range of offers adapted to the needs of customer, growing rapidly

**TIRE AS A SERVICE**
Pay-per-use models*

* including tire maintenance for Trucks and Mining

**FLEET SOLUTIONS**
Connected services

For transportation industry and beyond

**DATA-DRIVEN BUSINESS MODELS**
Monetize data analytics

Predictive maintenance

* MORE THAN 1 MILLION
vehicles under contract

Worldwide Presence

Milan – November 7, 2019
Our aim: deeply understand our customers to provide solutions that create greater value for all

- Data collection: a pre-requisite to build predictive capabilities
- We launch on this journey with a data lake that merges unique historical data sets
- We will go much further, ultimately connecting every single asset

---

**100% tires with RFID**

*by end of 2019 for MICHELIN branded Trucks tires*
Maintain our brand leadership and strengthen our B2C consumers link

Nurturing our brand premiumness

8th most reputable company worldwide
1st in automotive sector
“BY 2019 GLOBAL REPTRACK®100 *”

Experiences

Developing selection activities that enable our customer to enjoy unique mobility and becoming a trusted partner

*Reputation Institute

34 Milan – November 7, 2019
High-Technology Materials

EXPERIENCES

SERVICES & SOLUTIONS

B2C

B2B

TIREs

KNOW HOW

HIGH-TECH MATERIALS

CUSTOMERS
Leverage our expertise in high performance materials

Enriching our portfolio offers in reinforced polymers

Seals

Flexible hoses

Belts and elastomeric solutions

Medical

Developing our tire recycling business

Micronized Rubber Powder

January 21, 2019: LeHigh wins Circular economy award in Davos*

* This price is awarded by « The Circulars », an initiative of the World Economic Forum and the Forum of Young Global Leaders, run in collaboration with Accenture Strategy.
Biosourced materials: with its unique expertise in materials and its culture of innovation, Michelin is breaking new ground with BioButterfly and BioImpulse.

Construction of France’s first demonstrator unit capable of producing butadiene using biosourced ethanol

Project in partnership with IFP Energies Nouvelles and Axens

With support from ADEME*

Creation of a new adhesive resin without any Substances of Very High Concern (SVHC)

Collaborative project coordinated by Michelin through ResiCare, that brings together France’s FCBA**, INRA**, INSA** and Leaf, a business unit of Lesaffre.

With support from ADEME*

* ADEME: French Environment & Energy Management Agency
** FCBA: France’s Institute of Technology for Forest-based and Furniture Sectors; INRA: National Institute for Agricultural Research
INSA: National Institute of Applied Sciences
The BioImpulse project is giving new impetus to the use of biotechnology in materials

- Coordinated by Michelin through its ResiCare entity, the project aims to replace Substances of Very High Concern (SVHCs) in resins
  - Development and scale-up to mass production of a biosourced molecule
  - Incremental investments through modularization and ramp-up of processes
  - Design and development of a range of non-toxic glues and resins

- The high-potential worldwide market targeted by the substance replacement project is concentrated in the automotive and construction industries

Wood 
Insulation 
Tires 
Molding compounds 
Laminates
Michelin, IFP Energies nouvelles, and Axens give a new dimension to the BioButterfly project

- The construction of France's first industrial demonstrator capable of producing butadiene from ethanol, aims to replace the oil-based raw materials used in the company's tires with bio-sourced molecules.

* 2nd generation, non-competing with food) made from forest or agricultural residues (straw, woodchips, etc.)
Michelin, a committed and leading player in the Hydrogen sector

- With its expertise in the hydrogen fuel cell, notably with Symbio, Michelin is accelerating the deployment of zero-emission mobility:
  - by partnering with Faurecia to create a leading hydrogen fuel cell system
  - by participating in the Zero Emission Valley project (Hympulsion), in Auvergne Rhône Alpes

### Symbio
An OEM who designs and industrialises, based on Michelin’s production strength, hydrogen fuel cell kits

- 300 Renault Kangoo Z.E. H2, Symbio equipped, circulate in Europe

- H2 fuel cell for trucks, light trucks, buses…

### Renault
Renault completes its offer (end 2019/2020) with Renault KANGOO Z.E.Hydorgen and MASTER Z.E.Hydrogen, Symbio equipped

### Hympulsion
A Joint venture created as part of the Zero Emission Valley project in Auvergne Rhône Alpes, involving public-private partners and including Michelin (22.8%). The objective of first phase is to deploy:

- 20 H2 stations
- 15 electrolyser
- 1000 vehicles

@ Renault
Levers of competitiveness
Improve our competitiveness

- Deploy « Simplexity » program
- Improve our manufacturing efficiency and pursue industrial footprint optimization
- Reduce our SG&A
- Optimize capital employed
Compititiveness plan vs inflation 2019-2020 ambitions: €40m net savings in H1 2019

† €137m cumulated savings in H1 2019*

<table>
<thead>
<tr>
<th></th>
<th>SG&amp;A</th>
<th>Raw materials</th>
<th>Manufacturing - Logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2019</td>
<td>~200</td>
<td>~50</td>
<td>~300</td>
</tr>
<tr>
<td>2019-2020</td>
<td>49</td>
<td>22</td>
<td>67</td>
</tr>
</tbody>
</table>

*Before inflation and including avoided costs.

Net gain, 2019-2020 ambitions
~€100m

Milan – November 7, 2019
Beyond 2020: reinforce our manufacturing efficiency with competitiveness gains boosted

**INDUSTRIAL FOOTPRINT**
- Produce locally and increase flexibility to constantly adapt to local demand
- Optimise low cost plants loading and ramp-up
- Increase the number of large plants and their loading (>100ktons)

**PRODUCTIVITY GAINS**
- Process standardization
- Digital Manufacturing
- Empowerment and Michelin Manufacturing Way deployment
- Simplexity
Footprint evolution to answer tire market geo-mix

Production by region in 2018 (in KT)

- Asia: 35%
- South & Central America: 14%
- Eastern Europe: 6%
- North America: 13%
- Western Europe: 32%

Production by region in 2023 (in KT)

including Camso and Multistrada

- Asia: 26%
- South & Central America: 27%
- Eastern Europe: 6%
- North America: 12%
- Western Europe: 29%

Milan – November 7, 2019
Digital manufacturing: 50 demonstrators launched

**Assets**
- **PREDICTIVE MAINTENANCE**
  - ANALYSIS AND ANTICIPATION
    - Assisted root cause quality control

- **CONDITIONAL MAINTENANCE**
  - STANDARD ANALYSIS
    - Quality data collection (SPC, Vision)

**Quality**
- **INDUSTRIALIZATION**
  - PLANT DIGITAL TWIN
    - End to End integration

**Supply**
- **PLANNING / SCHEDULING**
  - INVENTORY
    - On time inventory / intelligent lots

**People**
- **ASSISTED ACCES TO KNOWLEG**

**Automation**
- **HUMAN/ROBOT COLLABORATION**
  - AGV, ROBOTS, VISION
  1. AUTOMATISATION FACTORY FLOW
  2. WORKSTATION AUTOMATISATION
  3. AUTOMATISATION CONTROL – VISION

**Digital Performance Management**
Beyond 2020: keep on targeting SG&A benchmark levels

2018 SG&A split (in €millions)

- M&S: 31%
- R&D: 14%
- G&A: 16%
- Distribution: 39%

Zoom SG&A excluding distribution (in % of sales)

- Best Tier1 competitor: 14%
- Michelin: 17%

CLOSING THE GAP VS TIER 1 BEST COMPETITOR
Levers to improve our SG&A structure

- Corporate Business Service in Bucarest (Europe), Queretaro (Americas) and in Asia (Shenyang, Bangkok)
- Cultural Transformation: Simplification and Frugality
- Complete the deployment of our business management program (OPE)
- Creation of Michelin Technology and Innovation Center in Pune (India)
- Strengthening of our purchasing organization and processes
- Value stream mapping on large transversal processes
- Digitization of HR and CRM processes
Financial profile
High free cash flow and a robust financial position

- The net debt/EBITDA ratio increased in 2018 due to cash out for acquisitions during the year, and is expected to remain stable until 2020 mainly due to IFRS 16 implementation and to a lesser extent 2019 acquisitions.
- Moody’s, Standard & Poor’s and Fitch all confirmed Michelin’s A-/A3 credit rating
- Two successful bond issues in 2018 totaling €2.9bn (of which a 20-year tranche for €750m)

*See the 2018 Registration Document, notes 3.7.2 and 26 to the consolidated financial statements
**Investing to create value**

- Reducing Capex on historical core-business towards depreciation level
- Reinforcing Michelin footprint where the growth is
- Capex in Specialties businesses (SR3)
- Developing new territories: fleet management solutions & High Tech Materials excluding JVs
- Speeding up a comprehensive digitization plan

**Capital expenditure and depreciation**

(in € billions, at current exchange rates)

<table>
<thead>
<tr>
<th>Year</th>
<th>Capex</th>
<th>Depreciation</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>1.0</td>
<td>1.0</td>
</tr>
<tr>
<td>2017</td>
<td>1.35</td>
<td>1.35</td>
</tr>
<tr>
<td>2018</td>
<td>1.7</td>
<td>~1.7</td>
</tr>
<tr>
<td>2019e</td>
<td>~1.8</td>
<td>~1.6</td>
</tr>
<tr>
<td>2020e</td>
<td>~1.9</td>
<td>~1.7</td>
</tr>
</tbody>
</table>

Including Camso and Fenner and IFRS16 impact
## A robust balance sheet after recent acquisitions, confirmed by the rating agencies

### Gearing
Net debt/equity, in %

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>22</td>
<td>12</td>
<td>7</td>
<td>11</td>
<td>9</td>
<td>6</td>
<td>31</td>
<td></td>
</tr>
</tbody>
</table>

### Long-term ratings confirmed following the Multistrada acquisition

<table>
<thead>
<tr>
<th></th>
<th>S&amp;P</th>
<th>Moody’s</th>
<th>Fitch</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short term</td>
<td>A-2</td>
<td>P-2</td>
<td>F-2</td>
</tr>
<tr>
<td>Long term</td>
<td>A-3</td>
<td>A-</td>
<td></td>
</tr>
<tr>
<td>Outlook</td>
<td>Stable</td>
<td>Stable</td>
<td>Stable</td>
</tr>
</tbody>
</table>

**Milan – November 7, 2019**
Michelin Net Financial Debt bridge

Net Financial Debt - December 31, 2018 – June 30, 2019 (in € millions)

- Including share buy back commitment for 2019
- Including financial leases and translation adjustments

2018 closing NFD: €3,719
Camso PPA: €337
2019 opening NFD: €4,056
IFRS 16: €815
Scope: €265
Dividends & other distribution*: €676
H1 2019 FCF: €592
Other**: €260
June 19 closing NFD: €6,664

* Including share buy back commitment for 2019
** Including financial leases and translation adjustments

+ €2,945m

Operating items impacted by WCR seasonality and acquisitions

Milan – November 7, 2019
A comfortable cash position

Debt maturities at Dec. 31, 2018 (carrying amount, in € millions)

- Loans from financial institutions
- Securitization
- Bond
- CP
- Derivatives and leases
- Cash and cash equivalents
- Cash management Financial Assets
- Confirmed Back-up Facilities

54 Milan – November 7, 2019
Outstanding bond issues (as of June 30, 2019)

<table>
<thead>
<tr>
<th>Issuer</th>
<th>Compagnie Générale des Etablissements MICHELIN</th>
<th>Compagnie Générale des Etablissements MICHELIN</th>
<th>Compagnie Générale des Etablissements MICHELIN</th>
<th>Compagnie Générale des Etablissements MICHELIN</th>
<th>MICHELIN Luxembourg</th>
<th>MICHELIN Luxembourg</th>
<th>MICHELIN Luxembourg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issue Type</td>
<td>Senior Note Bond</td>
<td>Senior Note Bond</td>
<td>Senior Note Bond</td>
<td>Senior Note Convertible</td>
<td>Senior Note Convertible</td>
<td>Senior Note Bond</td>
<td>Senior Note Bond</td>
</tr>
<tr>
<td>Principal Amount</td>
<td>€ 750 mn</td>
<td>€ 1'000 mn</td>
<td>€ 750 mn</td>
<td>$ 600 mn</td>
<td>$ 500 mn + TAP $100 mn</td>
<td>$ 302 mn</td>
<td>$ 300 mn</td>
</tr>
<tr>
<td>Offering price</td>
<td>99.099%</td>
<td>99.262%</td>
<td>99.363%</td>
<td>95.50%</td>
<td>100% &amp; 103.85%</td>
<td>98.926%</td>
<td>99.967%</td>
</tr>
<tr>
<td>Rating corporation at Issuance date</td>
<td>A- (S&amp;P); A3 (Moody’s)</td>
<td>A- (S&amp;P); A3 (Moody’s)</td>
<td>A- (S&amp;P); A3 (Moody’s)</td>
<td>A- (S&amp;P); A3 (Moody’s)</td>
<td>A- (S&amp;P); A3 (Moody’s)</td>
<td>BBB+ (S&amp;P); A3 (Moody’s)</td>
<td>BBB+ (S&amp;P); A3 (Moody’s)</td>
</tr>
</tbody>
</table>

Current corporation rating

- A- (S&P); A3 (Moody’s); A- (Fitch)

<table>
<thead>
<tr>
<th>Coupon</th>
<th>0.875% p.a</th>
<th>1.75% p.a</th>
<th>2.50% p.a</th>
<th>3.25% p.a</th>
<th>1.125% p.a</th>
<th>1.75% p.a</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issue Date</td>
<td>3-sept.-18</td>
<td>3-sept.-18</td>
<td>3-sept.-18</td>
<td>05/jan/2018</td>
<td>05/jan/2017 &amp; 25/apr/2017</td>
<td>21/sep/2015 &amp; 27/sep/2016</td>
</tr>
<tr>
<td>Maturity</td>
<td>3-sept.-25</td>
<td>3-sept.-30</td>
<td>3-sept.-38</td>
<td>10-nov.-23</td>
<td>10-janv.-22</td>
<td>30-sept.-45</td>
</tr>
<tr>
<td>Interest payment</td>
<td>Annual Sept 03</td>
<td>Annual Sept 03</td>
<td>Annual Sept 03</td>
<td>N/A</td>
<td>N/A</td>
<td>Annual Sept 30</td>
</tr>
<tr>
<td>ISIN</td>
<td>FR0013357845</td>
<td>FR0013357852</td>
<td>FR0013357860</td>
<td>FR0013309184</td>
<td>FR0013230745</td>
<td>XS1298728707</td>
</tr>
<tr>
<td>Denomination</td>
<td>€ 100'000 with min. tradable amount € 100'000</td>
<td>€ 100'000 with min. tradable amount € 100'000</td>
<td>€ 200'000 with min. tradable amount € 200'000</td>
<td>$ 200'000 with min. tradable amount $ 200'000</td>
<td>$ 200'000 with min. tradable amount $ 200'000</td>
<td>$ 1'000 with min. tradable amount $ 1'000</td>
</tr>
</tbody>
</table>

Milan – November 7, 2019
Sustained shareholder return policy

- 2018 dividend of €3.70 per share, for a payout ratio of 36.4%*

* Of consolidated net income before non-recurring items

Share buyback programs

- 2015-2016: €750m in buybacks and 4.5% of outstanding shares canceled
- 2017: €101m in buybacks and 0.5% of outstanding shares canceled
- 2018: €75m in buybacks and 0.4% of outstanding shares canceled to offset the dilutive impact of share-based compensation
- 2019-2023: €500m share buyback program over the next five years

* Of consolidated net income before non-recurring items
Appendices
PC/LT: OE demand down sharply in every region; slight growth in the RT market, led by North America, China and East Asia

PC/LT tire market, Q3 2019
(% change YoY, in number of tires)

- North America
  - OE: -2%
  - RT: +1%

- Europe excl. Russia & CIS
  - OE: -2%
  - RT: -2%

- Europe incl. Russia & CIS
  - OE: -0%
  - RT: -2%

- Asia (excl. China and India)
  - OE: -1%
  - RT: +8%

- China
  - OE: -2%
  - RT: +5%

- Africa, India, Middle East
  - OE: -8%
  - RT: -1%

- South America
  - OE: -20%
  - RT: +3%

- Global market
  - OE: -4%
  - RT: +2%

Source: Michelin
* Including Central America
PC/LT: OE demand down sharply in every region; RT market down in Europe, up in North America, China and East Asia

PC/LT tire market, 9M 2019 (% change YoY, in number of tires)

- North America: OE -6%, RT -2%
- Europe excl. Russia & CIS: OE -6%, RT -5%
- Europe incl. Russia & CIS: OE -2%
- Africa, India, Middle East: OE -18%, RT +1%
- South America: OE -1%, RT +1%
- China: OE -7%, RT +4%
- Asia (excl. China and India): OE -0%, RT +4%

Global market: OE -7%, RT +1%

Source: Michelin
* Including Central America
Truck: OE demand down in every region except South America; weak RT demand in North America and China offsets a dynamic market in Europe lifted by Asian imports

Truck tire market, Q3 2019
(% change YoY, in number of tires)

Source: Michelin

OE
RT

North America
-15% / +11%
-2%

Europe excl. Russia & CIS
-15% / -13%

Europe incl. Russia & CIS
+9%

North America
-15% / +11%
-2%

Europe excl. Russia & CIS
-15% / -13%

Europe incl. Russia & CIS
+9%

North America
-15% / +11%
-2%

Europe excl. Russia & CIS
-15% / -13%

Europe incl. Russia & CIS
+9%

Global market
-1%

-8%

Asia (excl. China and India)
+9%

-8%

Source: Michelin

60 Milan – November 7, 2019
Truck: declining OE demand penalized by Indian market and European economic slowdown; weak RT demand mainly due to North America

Truck tire market, 9M 2019
(% change YoY, in number of tires)

Source: Michelin

OE
RT

North America
-12%  +5%

Europe excl. Russia & CIS
-7%  +3%

Europe incl. Russia & CIS
+2%

China
-12%  -2%

South America
-2%  +29%

Africa, India, Middle East
-2%  -27%

Asia (excl. China and India)
-4%  +2%

Global market
-2%  -4%

Source: Michelin

Milan – November 7, 2019
Auto: negative impact of lower volumes partially offset by the move upmarket in the mix and robust price steering

<table>
<thead>
<tr>
<th>(in € millions)</th>
<th>9m 2019</th>
<th>9m 2018 restated</th>
<th>Change</th>
<th>9m 2018 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>RS1 sales</td>
<td>8,634</td>
<td>8,327</td>
<td>+3.7%</td>
<td>8,332</td>
</tr>
</tbody>
</table>

- Sales increase driven by strong product mix with higher proportion of 18”+ tires in the sales mix (43% as at Sept YTD vs. 39% in 2018), led notably by the success of the MICHELIN Pilot Sport 4 SUV
- Discipline pricing management in Replacement businesses more than offset the price reduction in Indexed businesses
- Positions maintained in a market down 1%, impacted by the 7% fall-off in OE demand
  - Strong resilience of the OE business with market share gains in Q3
  - Moving from a sell-in to a sell-out oriented market access resulting in inventory reduction in the distribution
  - Ongoing restructuring of the NTW network, process to be ended by end 2019
Road transportation: in a more challenging environment, solid price-mix and confirmation of Michelin offers’ success

### (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>9m 2019</th>
<th>9m 2018 restated</th>
<th>Change</th>
<th>9m 2018 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>RS2 sales</td>
<td>4,833</td>
<td>4,719</td>
<td>+2.4%</td>
<td>4,324</td>
</tr>
</tbody>
</table>

- Disciplined price management in a very challenging environment
- Declining volumes driven by weaker markets, notably un Europe
- Continued success of the MICHELIN AGILIS CrossClimate global all-season tire range with first homologations by OEMs to answer fleet needs
- Services and Solutions: more than one million vehicles under contract worldwide
  - Providing our customer a 360° solution to its need as Michelin is able to do with Colas, with
    - Tire as a Service
    - DDI: data collection and analysis to help them develop new business models around infrastructure optimization
    - Masternaut: leveraging on this new asset to help our customer better optimizing their own assets and reducing their opex
Specialties: continued growth in mining tires, adverse OHT markets, and focus on margin integrity in every business

<table>
<thead>
<tr>
<th>(in € millions)</th>
<th>9m 2019</th>
<th>9m 2018 restated</th>
<th>Change</th>
<th>9m 2018 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>RS3 sales</td>
<td>4,430</td>
<td>3,171</td>
<td>+39.7%</td>
<td>3,561</td>
</tr>
</tbody>
</table>

- Robust price-mix in every division
- Mining growth still robust with some market share gains.
- Contribution of Fenner in line with plans.
- Strong decline of the OHT businesses, significantly impacted by the collapse of the OE demand in Agriculture and Construction.
H1 2019: Segment operating income up €78m, on the combined impact of acquisitions, a robust price mix and the competitiveness plan

YoY change in SOI (in € millions)

- Scope of consolidation: +101
- Volumes: -49
- Raw materials: -97
- Price-mix o/w mix: +176
- Other: +52
- Competitiveness: +137
- Inflation: -97
- Start-up costs (-31)
- Depreciation and amortization* (-43)
- Other: -20
- Currency effect: +33

H1 2019 at constant exchange rates

1,405

1,438

* Excluding IFRS 16

Milan – November 7, 2019
Michelin demonstrates a capacity to protect its margin in a highly competitive market environment

Net price-mix/raw materials effect
(in € millions)

+264  +1,133  +103  +118  +159  +286

-93  -70
2017  2018

H1 2019  H2 2019e

> €200m

+79  > H1
## Sales and SOI by SR: 2018 reported and restated

<table>
<thead>
<tr>
<th></th>
<th>2018 restated</th>
<th>2018 reported</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SR1 Sales</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating income*</td>
<td>11,332</td>
<td>11,340</td>
<td>- 0 %</td>
</tr>
<tr>
<td>Operating margin*</td>
<td>1,295</td>
<td>1,314</td>
<td>- 1 %</td>
</tr>
<tr>
<td></td>
<td>11.4%</td>
<td>11.6 %</td>
<td>- 0.2 pt</td>
</tr>
<tr>
<td><strong>SR2 Sales</strong></td>
<td>6,378</td>
<td>5,852</td>
<td>+ 9 %</td>
</tr>
<tr>
<td>Operating income*</td>
<td>612</td>
<td>513</td>
<td>+ 19 %</td>
</tr>
<tr>
<td>Operating margin*</td>
<td>9.6 %</td>
<td>8.8 %</td>
<td>+ 0.8 pt</td>
</tr>
<tr>
<td><strong>SR3 Sales</strong></td>
<td>4,318</td>
<td>4,836</td>
<td>- 11 %</td>
</tr>
<tr>
<td>Operating income*</td>
<td>868</td>
<td>948</td>
<td>- 8 %</td>
</tr>
<tr>
<td>Operating margin*</td>
<td>20.1 %</td>
<td>19.6 %</td>
<td>+ 0.5 pt</td>
</tr>
</tbody>
</table>

* For the segment
## Estimated impact of applying IFRS 16 on the 2019 balance sheet, income statement and statement of cash flows

### Income statement (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>(in € millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>~ +170</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>~ -160</td>
</tr>
<tr>
<td>SOI</td>
<td>~ +10</td>
</tr>
<tr>
<td>Net financial income</td>
<td>~ -20</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>~ -10</td>
</tr>
</tbody>
</table>

### Balance sheet (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>(in € millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets</td>
<td>~ +800</td>
</tr>
<tr>
<td>Net debt</td>
<td>~ +800</td>
</tr>
</tbody>
</table>

### Cash flows (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>(in € millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>~ +170</td>
</tr>
<tr>
<td>Net financial income</td>
<td>~ -20</td>
</tr>
<tr>
<td><strong>Impact on structural cash flow</strong></td>
<td>~ +150</td>
</tr>
<tr>
<td>Cash flows used in financing activities (debt repayment)</td>
<td>-150</td>
</tr>
<tr>
<td><strong>Net cash impact</strong></td>
<td>0</td>
</tr>
</tbody>
</table>
Restatement of the cost of sales of services in the dealership networks from SG&A expense to gross income

<table>
<thead>
<tr>
<th>(in € millions)</th>
<th>2018 reported</th>
<th>Restatement</th>
<th>2018 restated</th>
<th>As a % of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>22,028</td>
<td>-</td>
<td>22,028</td>
<td>67.7%</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>(14,912)</td>
<td>(605)</td>
<td>(15,517)</td>
<td>70.4%</td>
</tr>
<tr>
<td>Gross income</td>
<td>7,116</td>
<td>(605)</td>
<td>6,511</td>
<td>32.3%</td>
</tr>
<tr>
<td>Sales and marketing expenses</td>
<td>(1,862)</td>
<td>595</td>
<td>(1,267)</td>
<td>8.5%</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>(648)</td>
<td>10</td>
<td>(638)</td>
<td>2.9%</td>
</tr>
<tr>
<td>General and administrative expenses</td>
<td>(1,826)</td>
<td>-</td>
<td>(1,826)</td>
<td>8.3%</td>
</tr>
<tr>
<td>Other segment income and expenses</td>
<td>(5)</td>
<td>-</td>
<td>(5)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Segment operating income</td>
<td>2,775</td>
<td>-</td>
<td>2,775</td>
<td>12.6%</td>
</tr>
</tbody>
</table>

- The restatements had no impact on the competitiveness plan
China: MICHELIN brand leadership on a structurally growing market driven by ≥ 18” demand

PC ≥ 18” tires in China*

<table>
<thead>
<tr>
<th>Year</th>
<th>OE</th>
<th>RT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>2018</td>
<td>115</td>
<td>113</td>
</tr>
<tr>
<td>2019e</td>
<td>133</td>
<td>128</td>
</tr>
<tr>
<td>2020e</td>
<td>163</td>
<td>156</td>
</tr>
<tr>
<td>2021e</td>
<td>193</td>
<td>171</td>
</tr>
</tbody>
</table>

*Loyalty OE RT: ~85%

CAGR 18-21: 16%

Brand Power Score in China**

<table>
<thead>
<tr>
<th>Brand</th>
<th>2017</th>
<th>2018</th>
<th>2019e</th>
<th>2020e</th>
<th>2021e</th>
</tr>
</thead>
<tbody>
<tr>
<td>OE</td>
<td>100</td>
<td>100</td>
<td>97</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>RT</td>
<td>113</td>
<td>124</td>
<td>113</td>
<td>113</td>
<td>124</td>
</tr>
</tbody>
</table>

**base 100 in 2017, in units

CAGR 18-21: 5%

Loyalty OE RT: ~70%

** BCM study conducted by market research institute Millward Brown, based on the reduced brand list of 8 brands

** Brand Power Score in China** in %, based on total consumers in 2018

<table>
<thead>
<tr>
<th>Brand</th>
<th>2017</th>
<th>2018</th>
<th>2019e</th>
<th>2020e</th>
<th>2021e</th>
</tr>
</thead>
<tbody>
<tr>
<td>OE</td>
<td>100</td>
<td>100</td>
<td>97</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>RT</td>
<td>113</td>
<td>124</td>
<td>113</td>
<td>113</td>
<td>124</td>
</tr>
</tbody>
</table>

** base 100 in 2017, in units

CAGR 18-21: 5%

Loyalty OE RT: ~70%

** BCM study conducted by market research institute Millward Brown, based on the reduced brand list of 8 brands
Michelin, a trusted partner in mobility, is accelerating its expansion in Services & Solutions

**Purpose**
Support customers’ sustainable mobility by facilitating efficiency, productivity, security and safety

**What to do?**
Understand tire and asset usage in real-time to rapidly develop high-value solutions

**How to win?**
Maximize data collection from all types of vehicles and assets to build more insightful offers, leveraging our analytics and ecosystem know-how

**Where to play?**
Worldwide // all vehicles // all businesses focusing on three key pillars…
Renewable natural rubber’s essential role in our sustainable mobility

- Reforestation of 88,000 hectares (o/w ~ 45,000 with hevea’s tree) in Indonesia through a joint venture with Barito Pacific Group

- GPSNR: A Global Platform for Sustainable Natural Rubber, launched in Singapour in October 2018
  - Project initiated by the Tire Industry Project of which Michelin is one of the founding members
  - All the stakeholders in the natural rubber value chain were gathered for the occasion:
  - The ambition is to improve the environmental and socio-economic performance of the natural rubber industry

- Rubberway: an innovative application
  - Designed to map supply chain risks
  - Identify best practices in various regions concerned (Thailand, Indonesia...)
# 2019: Sales by currency and SOI impact

<table>
<thead>
<tr>
<th>Currency</th>
<th>% of sales</th>
<th>9M 2019 change in € vs. currency</th>
<th>Dropthrough sales/SOI*</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARS</td>
<td>0.4%</td>
<td>74%</td>
<td>80% / 85%</td>
</tr>
<tr>
<td>AUD</td>
<td>3%</td>
<td>2%</td>
<td>80% / 85%</td>
</tr>
<tr>
<td>BRL</td>
<td>3%</td>
<td>2%</td>
<td>-20% / -30%</td>
</tr>
<tr>
<td>CAD</td>
<td>3%</td>
<td>-3%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>CHF</td>
<td>1%</td>
<td>-4%</td>
<td>80% / 85%</td>
</tr>
<tr>
<td>CNY</td>
<td>5%</td>
<td>-1%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>EUR</td>
<td>32%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>GBP</td>
<td>3%</td>
<td>0%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>INR</td>
<td>1%</td>
<td>-2%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>JPY</td>
<td>1%</td>
<td>-6%</td>
<td>80% / 85%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Currency</th>
<th>% of sales</th>
<th>9M 2019 change in € vs. currency</th>
<th>Dropthrough sales/SOI*</th>
</tr>
</thead>
<tbody>
<tr>
<td>MXN</td>
<td>1%</td>
<td>-5%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>PLN</td>
<td>1%</td>
<td>+1%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>RUB</td>
<td>1%</td>
<td>0%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>SEK</td>
<td>1%</td>
<td>+3%</td>
<td>80% / 85%</td>
</tr>
<tr>
<td>THB</td>
<td>1%</td>
<td>-8%</td>
<td>-100% / -130%</td>
</tr>
<tr>
<td>TRY</td>
<td>1%</td>
<td>+19%</td>
<td>80% / 85%</td>
</tr>
<tr>
<td>USD</td>
<td>36%</td>
<td>-6%</td>
<td>25% / 30%</td>
</tr>
<tr>
<td>ZAR</td>
<td>1%</td>
<td>+5%</td>
<td>80% / 85%</td>
</tr>
<tr>
<td>Other</td>
<td>4.6%</td>
<td></td>
<td>80% / 85%</td>
</tr>
</tbody>
</table>

*Dropthrough depending on the export/manufacturing/sale base
Raw materials

Raw material purchases in H1 2019 (€2.5bn)

- **Steel cord**: 7%
- **Natural rubber**: 22%
- **Synthetic rubber**: 26%
- **Textiles**: 10%
- **Chemicals**: 15%
- **Filler**: 20%

**Euro/$ exchange rate**:
- Average 9M 2018: 1.21
- Average 9M 2019: 1.12 (-7%)

**Brent, in USD/kg**
- Indexed

**Synthetic rubber**
- Manufacturing BLS

**Synthetic rubber**
- RSS3
- TSR20

Milan – November 7, 2019
Natural rubber price trend

At September 30, 2019 (per kg, base 100 in Q4’16)

Source: SICOM

Milan – November 7, 2019
At September 30, 2019 (per barrel, base 100 in Q4’16)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Brent in $</th>
<th>Quarterly average Brent in $ &amp; quarterly change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4’16</td>
<td>51</td>
<td>-7%</td>
</tr>
<tr>
<td>Q1’17</td>
<td>55</td>
<td>+7%</td>
</tr>
<tr>
<td>Q2’17</td>
<td>51</td>
<td>-7%</td>
</tr>
<tr>
<td>Q3’17</td>
<td>52</td>
<td>+2%</td>
</tr>
<tr>
<td>Q4’17</td>
<td>61</td>
<td>+18%</td>
</tr>
<tr>
<td>Q1’18</td>
<td>67</td>
<td>+9%</td>
</tr>
<tr>
<td>Q2’18</td>
<td>75</td>
<td>+11%</td>
</tr>
<tr>
<td>Q3’18</td>
<td>76</td>
<td>+1%</td>
</tr>
<tr>
<td>Q4’18</td>
<td>68</td>
<td>-10%</td>
</tr>
<tr>
<td>Q1’19</td>
<td>64</td>
<td>-6%</td>
</tr>
<tr>
<td>Q2’19</td>
<td>68</td>
<td>+7%</td>
</tr>
<tr>
<td>Q3’19</td>
<td>64</td>
<td>-9%</td>
</tr>
</tbody>
</table>
Butadiene price trend

At September 30, 2019 (per ton, base 100 au Q4’16)

<table>
<thead>
<tr>
<th>Period</th>
<th>Butadiene Europe</th>
<th>Quarterly average Butadiene in $ &amp; quarterly change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4’16</td>
<td>773</td>
<td>-</td>
</tr>
<tr>
<td>Q1’17</td>
<td>1363</td>
<td>+76%</td>
</tr>
<tr>
<td>Q2’17</td>
<td>1500</td>
<td>+10%</td>
</tr>
<tr>
<td>Q3’17</td>
<td>783</td>
<td>-48%</td>
</tr>
<tr>
<td>Q4’17</td>
<td>800</td>
<td>+2%</td>
</tr>
<tr>
<td>Q1’18</td>
<td>808</td>
<td>+1%</td>
</tr>
<tr>
<td>Q2’18</td>
<td>1037</td>
<td>+28%</td>
</tr>
<tr>
<td>Q3’18</td>
<td>1142</td>
<td>+10%</td>
</tr>
<tr>
<td>Q4’18</td>
<td>1058</td>
<td>-7%</td>
</tr>
<tr>
<td>Q1’19</td>
<td>865</td>
<td>-18%</td>
</tr>
<tr>
<td>Q2’19</td>
<td>900</td>
<td>+4%</td>
</tr>
<tr>
<td>Q3’19</td>
<td>790</td>
<td>-12%</td>
</tr>
</tbody>
</table>

Milan – November 7, 2019
2008 – 2018: robust SOI improvement

Group segment operating income and margin & ROCE*

* With standard taxe rate at 28% for 2017 and 26% for 2018 and excluding goodwill, acquired intangibles, associates and joint ventures for 2017 and 2018
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