

Valeo SA - Company Strategy & Performance Analysis

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Abstracts

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SUMMARY

Valeo SA is engaged in the design, production and sale of components, integrated systems and modules for the automotive industry. The company's products and services portfolio includes wiper systems, engine cooling equipment, electrical systems, electrical accessories, brakes, engine management solutions, switches, security systems, climate control compressors, training services, and repair and maintenance services. The company has manufacturing and research facilities in Europe, North America, South America, Asia and Africa. Its main customers include BMW, Chery, DAF, Daimler, Fiat, Ford, General Motors, Volvo, Tata and Honda. Valeo is headquartered in Paris, France.

MarketLine Premium's company strategy reports provide in-depth coverage of the performance and strategies of the world's leading automotive companies. The report details company operations in key geographies and offers a comprehensive analysis of each firm's growth strategy and financial performance. It benchmarks company performance against key indicators, including sales units, production units, operating income, net income, and total revenue.

Key highlights

Strong performance of innovative products and acquisition of key companies drive the segment revenue

Valeo's comfort and driving assistance systems segment includes driving assistance products, intuitive interior controls and connected cars. It offers smart sensors and

features that focus on intuitive driving, ergonomics, safety and visibility. The segment posted an annual growth rate of 7.7%, rising from US\$3.7bn in 2016 to US\$4.0bn in 2017. In local currency terms, this represented a growth rate of 6.6%. The company's focus on autonomous, and connected products was a major contributor to revenue growth. In addition, the adoption of cameras, displays, and sensors supported revenue growth.

Powertrain systems posted an increase in revenue

Powertrain systems includes electrical, electronic, transmission, combustion engine and active hydraulic actuator systems. In FY2017, the segment's revenue increased at an annual rate of 7.2%, from US\$4.4bn in 2016 to US\$4.7bn in 2017. In local currency terms, it reported an annual growth rate of 6.2% in 2017. The November 2017 acquisition of FTE automotive (a leading manufacturer of hydraulic actuators) enabled the company to report growth.

Increase in original equipment sales supported the revenue growth

Valeo's thermal systems segment categorizes its products under the thermal climate control, powertrain, compressors, front-end and bus systems categories. The segment reported revenues of US\$5.5bn in 2017, in comparison to US\$5.1bn in 2016, a growth of 8.2%. A 9% rise in original equipment sales in 2017 enabled the company to record strong growth. In 2017, the company received new orders from automakers in Europe and China for innovative thermal solutions for electrified vehicles, and in-vehicle air quality management systems.

SCOPE

Company Snapshot: Details key indicators and rankings of Valeo in terms of revenue, sales and production units.

Company SWOT Analysis: Outlines Valeo's strengths, weaknesses, and opportunities and threats facing the company.

Growth Strategies: Provides an overview of Valeo's corporate goals and strategic initiatives and evaluates their outcomes.

Company Performance and Competitive Landscape: Analyses the company's performance by geographical segment and provides a peer comparison on

parameters such as revenue and market share.

Key Developments: Showcases Valeo's recent corporate events and initiatives.

ICT Spending Prediction: Details how the company allocates its ICT budget across the core areas of its business, specifically hardware, software, IT services, communications and consulting.

REASONS TO BUY

How does Valeo ranks among its peers in terms of revenue and market share?

What are Valeo's main growth strategies and how successful has the company been at implementing them?

How has the company performed since 2014?

How has Valeo performed in comparison to its main competitors?

What are Valeo's strengths and weaknesses and what are the opportunities and threats it faces?

Contents

Company Snapshot
Company SWOT Analysis
Growth Strategies
Company Performance
Competitive Landscape
Deals
Key Developments
ICT Spending Predictions
Financial Summary
Appendix

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