

# PRESS RELEASE

## ABOUT ACTIA

ACTIA Group is a mid-market company (ETI) founded in 1986. It is at once a family and an international business whose head office is located in France. This family aspect guarantees the long term future of the Group and its independence with an ever present entrepreneurial spirit. ACTIA's business is to design and produce the electronics that control systems in the particularly demanding fields of the automotive industry, rail, aeronautics, the aerospace industry, defence, energy and telecommunications.

The commitments made by ACTIA can be seen in the Group's ambitious contributions to tackling challenges that currently face society: mobility, connectivity, safety and the environment. Control over the design and production of products bearing the ACTIA signature is a true guarantee of quality. All Group employees share this demanding approach to quality in an environment that is fully certified.

### Key figures:

- Consolidated 2016 turnover: €431.6 million.
- Over 3,000 employees around the world, including 750 engineers and technicians.
- 21 companies in 15 countries.
- 12 to 14% of turnover invested every year in R&D.

### Stock markets:

- Euronext B
- ISIN FR0000076655 – Mnemonic: ATI
- Reuters: MRSP.PA – Bloomberg: AIELF:FP
- Indices: ENT PEA-PME150 – CAC PME – CAC Small – CAC Mid & Small – CAC Industrials – CAC EL.&EL.EQ.



## 2016 Annual Turnover

Toulouse, 15 February 2017 at 7 am

In € millions	2016*	2015	Var.
<b>Q1</b>	<b>105.5</b>	<b>86.8</b>	<b>+21.6%</b>
<b>Q2</b>	<b>116.2</b>	<b>96.3</b>	<b>+20.7%</b>
<b>Q3</b>	<b>94.4</b>	<b>89.1</b>	<b>+6.0%</b>
<b>Q4</b>	<b>115.5</b>	<b>109.1</b>	<b>+5.8%</b>
Of which: Automotive	105.7	99.2	+6.5%
Telecommunications	9.8	9.8	(0.8%)
<b>Annual total</b>	<b>431.6</b>	<b>381.2</b>	<b>+13.2%</b>
Of which: Automotive	392.3	347.8	+12.8%
Telecommunications	39.2	33.3	+17.7%

\* Figures pending audit

**Turnover for the fourth quarter reached €115.5 million, an improvement of 5.8% in comparison to the same period 2015, and in line with expectations.**

Growth in Q4 remained robust and in line with that enjoyed in the previous quarter, but with a slightly less favourable basis for comparison than in the first half. Turnover for the French companies dipped by 15.1% to €44.4 million, without the beneficial effect this year of the sales of garage equipment achieved at the Equip Auto Trade Fair. Furthermore, the very high level of activity in the field of Technical Inspection in the first half, due to changes in the regulations, caused sales over the period to be unevenly distributed.

On the other hand, sales in the foreign subsidiaries jumped by 25.1% in Q4 to reach €71.0 million. Across the full financial year, international customers represented 67.7% of total turnover. Europe continued to show strong progress (+€32.7 million), especially in the United Kingdom and Sweden. However, the market for agricultural and heavy goods vehicles suffered a slight decrease this year. Mexico also showed strong sales growth (+79.3%), following on from three years of decline.

The **Automotive Division** generated 91.5% of the Group's fourth quarter turnover, enjoying growth of 6.5%. It should be noted that sales are now expected to be more evenly spread across the year with production cycles being adjusted to the levels of demand of the end customers. For the whole of 2016, the Automotive Division progressed by 12.8% to €392.3 million, after achieving +15.7% in 2015.

The **Telecommunications Division** represented 9.1% of the Group's annual turnover and stabilised over the period following several quarters of strong growth. All parts of the division made progress this year, with the rail business doing particularly well on the back of its recent commercial successes. 2017 is expected to be a year of consolidation for the Telecommunications Division, before once more forging ahead in the following year, as new rail contracts come into effect.

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In line with the Group's ongoing diversification strategy, the "Aeronautics, Space & Defence" segment progressed by 19.7%, thereby reaching the watershed of 10% of consolidated turnover.

Since 27 January 2017, ACTIA's shares have been quoted on Compartment B of the Paris Euronext, a consequence of the growth in the Group's market capitalisation, itself the result of 3 years of regular and profitable growth.

The overall rate of growth for the 2016 financial year reached 13.2%, driving turnover to €431.6 million. Having slightly overachieved against its annual growth targets, ACTIA confirms its previously stated objective for the rate of operating profit to be at least equal to that achieved in 2015.

In view of the current sales cycle and the unstable international climate, the Group has set itself the objective in 2017 of consolidating the levels already achieved. The Group also plans to continue to closely monitor the market for electronic components particularly batteries for connected objects, whose fluctuations could disturb purchasing patterns.

## NEXT PRESS RELEASE

- **2016 Annual Results:** 29 March 2017

## CONTACTS

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Find out more about ACTIA Group at [www.actia.com](http://www.actia.com)

