

PRESS RELEASE

First quarter turnover 2017

Toulouse, 10 May 2017 at 7 am

€ millions	2017	2016	Var.
Q1	112.7	105.5	+6.8%
Of which: Automotive	102.6	94.3	+8.8%
Telecommunications	10.1	11.2	(10.3%)

* Unaudited figures

Turnover for the first quarter reached €112.7 million, an improvement of 6.8% compared to the same period in 2016.

Sales by international subsidiaries were €64.2 million, up by 19.8% and still benefit from a favourable basis of comparison. Revenue generated by the companies in France was down by 6.7% to €48.5 million, with the technical inspection and earth station sectors, exceptional performers in the first quarter 2016, having returned to a more normal level. Sales of telematic boxes for light vehicles remained at a good level, despite difficulties obtaining supplies in the components market, particularly batteries, which causes production delays, resulting in late sales, and higher transport costs. Turnover, although up on the first quarter 2016, appears to support the previously announced trend towards a consolidation of annual sales.

Altogether, over the period, international customers represented 71.3% of turnover. It should be noted that Mexico continues its impressive rate of growth driven by the presidential elections period, generally favourable for investment.

The **Automotive Division** generated 91.1% of the Group's quarterly sales and produced growth of 8.8%. The division benefits from a favourable basis of comparison for the telematic boxes segment, which reached a plateau in the second half of 2016. In the segment for telematics for industrial vehicles, new generation products now in production have helped to maintain a good level of activity.

The **Bus & Coach** segment also recorded growth after an indifferent 2016, and this was due to the business in Mexico.

In the **Aftermarket Business Unit**, technical inspection, which had benefited from changes to the regulations in France that boosted sales in the first quarter 2016, was down in comparison to the same period last year.

Concerning the electric vehicle segment (power trains and batteries), it suffered a slight drop pending new commercial successes by our customers.

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.
- +3,000 employees globally including 750 engineers and technicians.
- 28 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 – TECH 40



The **Telecommunications Division** represented 8.9% of the Group's quarterly turnover, down by 10.3% due to the high sales of earth stations in the first quarter 2016. As expected, the exceptional level achieved in the first quarter 2016 was not repeated, with the business in 2017 set to be more evenly spread across the full year, particularly for earth stations and network infrastructure.

The railways segment, which bears witness to the synergies between the two divisions, saw significant progress in terms of sales, responding to the ambitious goals set by the Group for this source of growth. This trend is expected to become firmer still over the coming months. Similarly, it should be noted that the aeronautics segment also performed well.

During this first quarter, ACTIA also confirmed the eligibility of its shares being listed with the PEA-PME share-based savings scheme for SMEs and joined the Tech 40 Enternext Label that covers companies that are emblematic of the tech sector and are listed on Euronext. They are selected by a committee of independent European experts on the basis of their economic, financial and stock market performance.

You will recall that for 2017 ACTIA foresees a consolidation of the record levels of business reached in 2016, in line with current cycles, and intends to maintain its profitability.

IMPORTANT DATES

- **Ordinary General Meeting:** 30 May 2017
- **Q 2 turnover 2017:** 2 August 2017
- **Half-yearly results 2017:** 20 September 2017

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Further information about ACTIA Group on www.actia.com

