

PRESS

RELEASE

ABOUT ACTIA

Second quarter turnover 2017

Toulouse, 2 August 2017 at 7 am

€ millions	2017	2016	Var.
Q1	112.7	105.5	+6.8%
Q2	105.5	116.2	(9.3%)
Of which: Automotive	96.3	105.8	(9.0%)
Telecommunications	9.2	10.4	(11.8%)
H1	218.2	221.8	(1.6%)
Of which: Automotive	198.9	200.1	(0.6%)
Telecommunications	19.2	21.6	(11.0%)

Unaudited figures

Second quarter turnover reached €105.5 million, down by 9.3% in comparison to the same period in 2016. Sales trends were, however, in line with the Group's expectations and the current business cycle.

Sales in the foreign subsidiaries amounted €57.7 million, a decrease of 6.6%. Total turnover for the companies in France was down by 12.3% at €47.8 million.

Altogether over the period, international customers represented 70.4% of revenue and variances by geographic area were in line with expectations.

The **Automotive Division** generated 91.3% of the Group's quarterly sales and showed a decline of 9.0%. Sales of telematic boxes remained reasonably buoyant, but supply problems in the components market, particularly for batteries, caused some production delays and therefore late deliveries, with related higher transport costs. These late deliveries will have been resolved in the second half, and ACTIA reconfirms the previously announced trend towards the consolidation of annual sales. A major telematics contract for heavy vehicles was also signed during the period: it will contribute to revenues beyond 2020.

The **Telecommunications Division** represented 8.7% of the Group's quarterly turnover and suffered a decrease of 11.8%. Sales trends were in line with the current business cycle with, as you will recall, an exceptionally good first half in 2016, driven by sales of relay stations and sales related to the deployment of 4G networks. In 2017, the business is expected to be more evenly spread across the full financial year, particularly in the areas of ground stations and network infrastructure.

The **rail segment**, which is evidence of the synergies between the two divisions, showed significant progress in terms of sales, corresponding to the goals that the Group has set out for this future source of growth. The progress currently being made is expected to accelerate over the coming months, and will be reinforced in the longer term by a new indirect sales contract signed during the period.

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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.
- +3,200 employees globally including 800 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



Total turnover for the first half 2017 reached €218.2 million, down by 1.6%, or by 0.8% at constant exchange rates, very close to the record levels achieved in 2016. ACTIA therefore reconfirms its objective of overall consolidation at this level for 2017 and plans to continue its efforts to maintain the excellent level of profitability achieved in 2016 despite the non-recurring costs associated with the procurement of certain components.

A Shareholders' General Meeting will be held on 11 September 2017, with compulsory prior notice being published in the French legal gazette (BALO) on 7 August and an invitation issued by the same method in addition to being published in a legal journal in week 34. A proposal to raise a maximum of €30 million by issuing ordinary bonds will be put to the shareholders in order to support the Group's ability to pursue further growth.

In this way, ACTIA will have more room for manoeuvre in terms of transactions delivering external growth, including the acquisition of additional technological building blocks, or to reinforce its presence in buoyant segments and geography, and, in general, to be able to meet the needs of ACTIA Group while extending the maturity of its debt.

FUTURE DATES

- **2017 half-yearly results (and SFAF meeting):** 20 September 2017
- **Third quarter turnover 2017:** 15 November 2017

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Further information about ACTIA Group on www.actia.com

