

PRESS RELEASE

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ACTIA GROUP: Q2 2021 TURNOVER

IFRS, in € millions	2021*	2020	Var.
Q1	113.2	117.1	(3.3 %)
Q2	112.2	84.9	+32.2%
o/w Automotive	98.3	76.6	+28.3%
Telecoms	13.9	8.3	+68.1%
H1	225.4	202.0	+11.6%
o/w Automotive	198.3	185.1	+7.2%
Telecoms	27.1	16.9	+60.1%

*Unaudited figures.

ACTIA Group's turnover for the second quarter 2021 rose by 32.2% to €112.2 million. The growth is a reflection of the Group's ability to adapt to the health crisis, but has nevertheless been significantly hindered by the shortage of electronic components. Over the period the shortage has particularly adversely affected the long production runs of the Automotive Division and the international customers against a background of the unavoidable global slowdown. However, the Group has managed to return to normal working despite the health-related constraints and continues to mobilise its teams and production sites to manage the components shortage. Given the situation, consolidated revenue for the first half 2021 reached €225.4 million, up by 11.6% compared to the same period 2020. On the sales front, the winning of new, multi-year contracts with major global manufacturers in the heavy vehicles and Off-highway segments makes the objective of exceeding sales of €800 million in 4 to 5 years' time seem increasingly realistic. These contracts are in addition to the major contract won in the first quarter in the area of satellites, which benefits both divisions, for more than €150 million over 5 years.

In the second quarter, the sales of the foreign subsidiaries reached €58.1 million, a rise of 13.7%. At €54.1 million, the 60.1% increase in the sales of the French companies is the result of a favourable basis for comparison, as the health crisis had particularly badly affected shipments in France in the second quarter 2020. International customers represented 69.0% of sales in the second quarter, compared to 73.0% for the same period 2020. Over the first half, the revenue generated by the French companies rose by 29.4% to €104.4 million International customers (<0.2%>) represent 70.4% of consolidated revenue, an evolution testifying to the impact of the pandemic which is slowing down international exports from China and the economic recovery in South America, while all other regions (Europe, North America, Africa, Oceania) are growing compared to the first half of 2020.

The **Automotive Division** generated 87.6% of the Group's quarterly turnover, a total of €98.3 million. However, the rate of growth of 28.3% remained lower than it could have been due to the components crisis. The pragmatic approach taken by the crisis management unit and the flexibility built into its production planning enabled ACTIA to limit the effects on its customers and still achieve growth of 26.5% in the Original Equipment Manufacturer (OEM) business, which was 77.1% of Automotive Division sales. The Aftermarket business, at 11.4% of Automotive Division sales, grew by 25.3%, benefiting from a favourable basis of comparison and renewed investment by players in the segment. The Manufacturing, Design & Services (MDS) business, at 11.5% of Automotive Division sales, rose by 46.3%, reflecting the effectiveness of the commercial activities and operational measures undertaken by the Group since the start of the health crisis in order to ensure the fullest possible utilisation of its production facilities.

The **Telecoms Division** represented 12.4% of the Group's quarterly turnover. The growth of 68.1% was considerably below the Group's expectations due to delays in the acceptance of export shipments. However, this positive trend was related to the effect of a favourable basis of comparison for the SatCom business and the ramping up of solutions for the Rail and Power markets, the latter also remaining affected by the lack of components.

2021 OUTLOOK

For the time being, with the need to adapt to the pace of delivery of electronic components, the rate of growth of the business remains below the Group's expectations. Faced with successive lockdowns and the subsequent lifting of measures, the Group continues to adapt by maintaining operations at its production facilities in an attempt to limit the repercussions for its customers. Thanks to the commitment of its teams, ACTIA Group has been able to preserve the continuity of its shipments, even if adapting their frequency has affected productivity. The difficulties continue and the lack of information from components manufacturers still limits visibility for the second half.

From a financial point of view, the cost structure, which is leaner than in the first half 2020, will be able to offset some of the additional costs caused by disruptions to supplies and the price increases of certain raw materials. Some of the extra costs have been passed on to customers. The Group also continues to strictly control expenditure and, in early 2021, put in place short-time working measures (10% short-time working for automotive in France). In addition to being eligible for several recovery plan programmes, with more than €9 million of financing granted over 2 to 4 years (2/3 in subsidies and 1/3 in repayable advances), the Group has requested the activation of the balance of its available State guaranteed loans, a total of €50 million, to secure its financial position in preparation for the recovery and the ongoing improvement in its order book.

ACTIA chooses to continue to pursue long-term growth and develop its ability to serve the market for leading edge technologies, driven by the digital and energy transition. With modern industrial facilities that meet the highest quality and safety standards, ACTIA continues to deploy latest generation industrial management tools (PLM, ERP), sources of operational and financial efficiency. Beyond the uncertainties that currently handicap the global economy, the Group, well diversified and international, continues, as it always has done, to pursue its long-term development, driven by cutting edge expertise in major markets. Its customer portfolio and its future order book underpin the solid growth projected for the coming years and will enable it, within the next 4 to 5 years, to exceed revenue of €800 million.

ABOUT ACTIA

ACTIA Group is a mid-market company (ETI) founded in 1986. It is at once family-owned and international and its head office is located in France. The 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 electronics to control systems in the particularly demanding fields of the automotive, rail, aeronautics, space, defence, power and telecommunications industries.

The commitments made by ACTIA are reflected in the Group's ambitious contributions to addressing societal issues: mobility, connectivity, safety and the environment. Control over the design and production of products bearing the ACTIA signature is a true guarantee of quality. Without exception, all Group employees share this belief in quality in a fully certified environment

KEY FIGURES

- 2020 turnover: €438.6 million.
- Nearly 3,720 employees around the world, of whom more than 1,000 engineers and technicians working in R&D.
- Present in 16 countries.
- 14 to 18% of revenue reinvested every year in R&D.

STOCK MARKETS

- Euronext C
- ISIN FR0000076655 – Mnemonic: ATI Reuters: MRSP.PA – Bloomberg: AIELF: FP
- Indices: CAC ALL SHARES – CAC ALL-TRADABLE – CAC INDUSTRIALS – CAC MID&SMALL – CAC SMALL – EN TECH CROISSANCE – GAÏA INDEX

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UPCOMING DATES

H1 2021 results: Tuesday 21 September 2021 (7 am)
Q3 2021 turnover: Tuesday 16 November 2021 (7 am)

