



## Press Release

### 2009 Results: return to profit in H2 2009 Business expected to pick up in 2010

#### About the ACTIA GROUP

A Toulouse based group with global presence, ACTIA is specialised in high added value electronic equipment destined for the vehicle and telecommunications markets. With a strategy based on innovation, quality and competitiveness, the Group is today a leader in automobile diagnostics and in on-board systems for the niche markets for vehicles with small or medium sized production runs (buses, coaches, HGV's and specialist vehicles...) as well as in hertzian transmission. As at 31/12/09, ACTIA GROUP had more than 2,500 employees across 15 countries, of whom more than 520 in R&D. More than 50 % of its revenues are earned outside France.

To find and receive any information about the Group register at:

[www.actiagroup.com](http://www.actiagroup.com)

Shares : 20,099,941  
NYSE Euronext C  
ISIN FR0000076655  
Mnemonic : ATI  
Reuters : MRSP.PA  
Bloomberg : AIELF:FP

(In € millions)	31/12/2009	31/12/2008
Turnover	223.7	261.3
EBITDA <sup>(1)</sup>	8.4	19.4
Operating profit	0.4	11.8
Financing costs	(3.6)	(5.0)
Net profit	(2.9)	4.6
Group share of net profit	(2.4)	4.6

(1) EBITDA: net profit for the period + corporate tax + financing costs – other interest and income from securities + provisions for depreciation

Audited figures

#### Trend reversed in H2 2009

With turnover down by 14.4 % at € 223.7 million, the 2009 financial year was memorable for two very contrasting halves. Following a first half, which was down by 20.3 % with net losses of € 3.7 million, the Group bounced back in the second half with a recovery of sales in the Automotive Division and a return to profit.

In a market environment that was particularly adversely affected by the economic crisis, ACTIA GROUP has reaped the benefits of its commercial policy and cost reduction plan.

#### Cost optimisation strategy already producing results

In 2009, the Group continued to pursue the optimisation of its cost base, both in R&D, with the acceleration of its activities in Tunisia, and in terms of purchasing (-18.2 %) and its external costs (-16.9 %).

These actions enabled ACTIA GROUP to limit group share of the net loss to € 2.4 million for the year, as compared to a loss of € 3.4 million in the first half.

### **Automotive Division: operating profit before tax and exceptional items + €5.5 million in H2 2009**

In 2009, the Automotive Division achieved turnover of € 188.6 million, down by 13.9 % as compared to 2008, thus demonstrating its resilience when confronted with certain markets that were down by as much as 50 %. There are three underlying factors:

- The further strengthening of close commercial ties with major customers wishing to cement their relationships with key suppliers,
- the roll-out of new products,
- the upturn in the garage equipment business in the final quarter.

The combination of the cost reduction strategy pursued by the Group and an upturn in sales enabled the Automotive Division to register an operating profit before tax and exceptional items of + € 5.5 million in the second half of 2009, as opposed to a loss of € 1.4 million in the first half.

### **Telecommunications Division: break-even point not reached for the full year**

In 2009, the Telecommunications Division suffered from the impact of a difficult market for broadcasting. In spite of the commercial success of the earth stations, the divisions business finished down by 16.9 % with turnover of € 35.1 million. The level of activity in the second half allowed it to reach break-even in terms of the operating profit before tax and exceptional items, but did not compensate for the loss of € 2.0 million in the first half.

### **Balance sheet optimised**

The ratio for net debt to shareholders funds improved to 109 % as at 31st December 2009, compared to 111 % at end 2008. Thanks to the optimal management of working capital requirements, free cash flow remains stable at € 19.4 million.

### **Return to a favourable outlook**

In 2010, ACTIA GROUP is aiming at growth of 6 to 8 % with:

- a return to profit driven by the full benefits of the changes made to its structure,
- cash generation from reductions in inventory and the focusing of investment in the most strategic segments.

The Group intends to pursue its strategy of innovation in order to further penetrate existing markets and to become more diversified.

The 2010 financial year should see a clear cut improvement for business at the Telecommunications Division. Finally, the Group is expecting a strong upturn in the sales of on-board systems where its ability to innovate enables it to make daily gains in market share around the world.

#### **Contacts :**

#### **ACTIA GROUP**

Catherine Mallet

Tel. : +33 (0)5 61 17 61 98

[contact@actiagroup.com](mailto:contact@actiagroup.com)

#### **CAP VALUE**

Financial Communications

Edouard Miffre / Gilles Broquelet

Tel. : - +33 (0)1 80 81 5000

[emiffre@capvalue.fr](mailto:emiffre@capvalue.fr)

[gbroquelet@capvalue.fr](mailto:gbroquelet@capvalue.fr)

#### **Next Press Release:**

**Q1 2010 turnover: 12<sup>th</sup> May 2010**

To be released before the opening of the Paris stock exchange at 7 am