



## PRESS RELEASE

### 2010 turnover up by 10.0 % at € 246.1 million

### Growth objective in 2011 of 4 to 6 %

#### About 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 31/12/10, ACTIA GROUP employed more than 2,500 people across 15 countries, including more than 550 in R&D. 52 % of its revenues are generated outside France.

You can find and receive any information about the Group by registering 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

Consolidated turnover in € millions	2010	2009	Var.
1 <sup>st</sup> quarter	57.1	52.4	+ 9.0 %
2 <sup>nd</sup> quarter	60.9	53.1	+ 14.7 %
3 <sup>rd</sup> quarter	54.7	52.2	+ 4.9 %
4 <sup>th</sup> quarter	73.4	66.1	+ 11.0 %
<i>Of which: Automotive</i>	59.7	52.8	+ 13.0 %
<i>Telecommunications</i>	13.7	13.3	+ 3.0 %
<b>Annual TOTAL</b>	<b>246.1</b>	<b>223.7</b>	<b>+ 10.0 %</b>
<i>Of which: Automotive</i>	212.8	188.6	+ 12.8 %
<i>Telecommunications</i>	33.2	35.1	(5.3) %

Unaudited figures

With a figure of just over € 246 million, **ACTIA GROUP** has announced a 10.0 % increase in turnover for the full year 2010. This performance was driven by:

- The Automotive Division, which showed renewed growth in 2010 after a 2009 financial year that was adversely affected by the economic crisis,
- The overseas subsidiaries, whose sales rose by 18.1 % in 2010 and now represent 42.7 % of overall turnover as opposed to 39.8 % in 2009. The combined total turnover for the international business (subsidiaries + exports) stands at € 128.5 million, or 52.2 % of the consolidated figure.

As was the case for the previous three quarters, the fourth quarter figure was also up by 11.0 %, thanks to the Automotive business. The Telecommunications business was slightly up over the full year by 3.0 %, following two quarters of sharp decline.

In 2010, sales for the **Automotive Division**, which now represents 86.5 % of the total business, increased by 12.8 % , mainly due to:

- a gradual recovery in most markets,
- the delivery of a new generation of a number of products starting in the second half.

## ACTIA Group *Press info*



In 2010, the **Telecommunications Division**, which represents 13.5 % of the total business, was confronted by persistent difficulties in Broadcasting and by delayed orders in the military procurement sector. As a result, turnover was down by 5.3 % as compared to the full 2009 year, which was itself already lower than the previous year.

The Group wishes to point out that a reorganisation for this division was announced in October 2010, involving both the restructuring of production and a renewed focus on the more buoyant business sectors. The restructuring plan has been in place since 10<sup>th</sup> January 2011 and revolves around 4 Operational Departments. It is designed to ensure the long term prosperity of the Telecommunications business.

In spite of a distinct improvement in the profitability of the Automotive Division, **ACTIA GROUP's** 2010 profits will be adversely affected by the difficulties encountered in the Telecommunications Division and the costs arising from the restructuring, all of which were provisioned in 2010.

#### **Favourable outlook for 2011**

For 2011, **ACTIA GROUP** has set itself a revenue growth target of between 4 and 6 %. This growth is expected to result from the continued recovery of volumes and the delivery of new products in the Automotive division, including the first orders of equipment from the Bolloré Group for its electric car.

The political events that affected the Tunisian economy in January had a limited impact on the Group's business thanks to the efforts of its French and Tunisian employees, but as the situation is not yet completely stable, the Group remains prudent about the possible effects.

*"Our considerable capacity for innovation, our growing success in Automotive and our efforts to secure a long term outlook for our Telecommunications business, give us every cause for confidence in 2011.*

*We would like to congratulate our local teams in Tunisia for their responsible attitude at a difficult time for the country and we know that they will contribute to the growth of the business in 2011"* declared Christian DESMOULINS, Chairman of the Board.

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**Next press release:**

**2010 Annual Results**

**Wednesday 30<sup>th</sup> March 2011**

To be released before

opening of the stock exchange at 7 am