



ACTIA® Press release

Toulouse, 29 March 2012, 7 am

**PRESS
RELEASE**

2011 results show strong growth

Operating profit: x 5 Net profit: € 8.1 million

In € millions	2011	2010	Var.
Turnover	300.4	246.8	+ 21.7 %
EBITDA (1)	26.4	11.8	+ 123.1 %
Operating profit	17.8	3.6	+ 397.9 %
Financing costs	(3.2)	(3.0)	+ 8.9 %
Earnings	8.1	(3.5)	-
Group share of net profit	7.9	(3.2)	-
Debt to equity ratio	114 %	122 %	

(1) EBITDA: earnings before interest, taxes, depreciation and amortisation.

“The strong profit growth in 2011, driven by the dynamic development of all our businesses, bears witness to the relevance of our positioning in growing market niches. In 2012 we will continue to base our activities on the quality of our products and the strength of our R&D to achieve even greater market share”, declared Christian Desmoulins, Chairman of the Board of Directors.

Growth of 21.7 %

In 2011, **ACTIA GROUP** achieved turnover of € 300.4 million, a significant increase of 21.7 % as compared to 2010 thanks to the performance of the Automotive Division, which now represents 88.0 % of total turnover, and the return to growth of the Telecommunications Division.

Sales in the Automotive Division finished the year at € 264.3 million, up by 23.8 % as compared to 2010, thanks mainly to commercial successes and the increased production of the new generations of products.

Turnover in the Telecommunications Division, at € 36.0 million, was up by 8.4 % as compared to 2010.

Key figures

Turnover: € 300 million
2,735 employees
15 countries
55 % of turnover is
International

About ACTIA®

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, in on-board systems for the niche markets for vehicles with small and medium sized production runs (buses, coaches, HGV's and specialist vehicles...) as well as in hertzian transmission.

As at 31/12/11, ACTIA GROUP employed more than 2,735 people across 15 countries, of whom 520 in R&D and generates 55 % of its revenues outside France.

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Contribution of the 2 business divisions to the improved results

ACTIA GROUP recorded EBITDA of € 26.4 million, up by 123.1 % as compared to 2010, or 8.8 % of turnover up by 4 points as compared to 2010. The Group has thus confirmed its ability to return to delivering solid levels of profitability.

In 2011, the rigorous management of operating costs against a background of strong business growth enabled ACTIA GROUP to deliver greatly improved operating profit of € 17.8 million, equivalent to a fivefold increase over 2010. The operating margin thus came in at 5.9 %, a gain of 4.5 points over 2010.

Net profit (earnings) jumped to € 8.1 million in 2011 as opposed to € (3.5) million in 2010.

Both of the Group's business divisions contributed to the improved performance:

The Automotive Division, which relies on a strategy of innovation and cost optimisation to deliver growth and profitability, recorded an operating profit of € 16.6 million; an increase of 75.1 %.

The 2011 year saw the Telecommunications Division return to profitability. It achieved an operating profit of € 1.5 million, as opposed to € (5.6) million in 2010, thanks to the success of the industrial optimisation plan and the refocusing of the business on more buoyant sectors.

Balance sheet

As at 31 December 2011, the ACTIA GROUP balance sheet had strengthened with Shareholders' Equity of € 68.0 million, up by 15.2 % and free cash flow of € 21.3 million, representing growth of 17.7 % as compared to the figures as at 31 December 2010. Debt had improved thanks to progress made on accounts receivable (+ 42.6 %), whereas long term financing costs are down.

2012 Outlook

Against a market background that is still fragile and providing there is no deterioration in the current environment, ACTIA GROUP maintains its turnover growth objective of between 5 % and 8 % based on the adjusted 2011 turnover figure of € 278.5 million.

Strategy

With the business heading in the right direction, ACTIA GROUP intends to pursue its strategy of differentiation in its areas of expertise - namely on-board systems for vehicles with medium sized production runs - and of developing niche positions in new and profitable segments.

In the circumstances the Group intends to maintain its dynamic investment policy in R&D and to further strengthen its production capacity.

Next press release:

Q1 2012 turnover figures

Thursday 10th May 2012

To be released prior to the opening of the Paris Stock Exchange at 7 am

Find and receive any information about the Group by registering at:
www.actiagroup.com

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