



# PRESS RELEASE

ACTIA® Press Release

Toulouse, 28 March 2013, 7 am

## 2012 Annual Results

**Turnover: € 289.1 million      Net profit: € 4.1 million**

Audited figures

In € millions	2012	2011	Var.
Turnover	289.1	300.4	- 3.8 %
EBITDA (1)	17.6	26.4	- 33.3 %
Operating profit	10.4	17.8	- 41.8 %
Cost of debt	(5.3)	(3.2)	+ 64.9 %
Net profit	4.1	8.1	- 49.3 %
Group share of net profit	4.4	7.9	- 43.9 %
Debt to equity ratio	126 %	114 %	

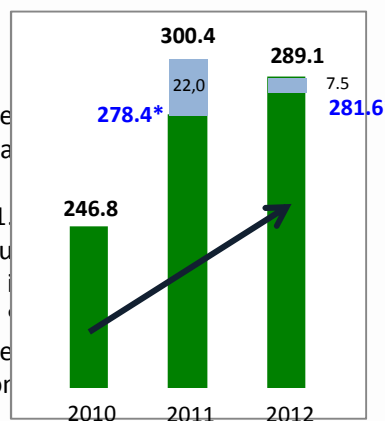
(1) EBITDA: net profit + taxation + impairment of goodwills + financial costs and interest + provisions for depreciation

The ACTIA Group Board of Directors met on 25 March 2013 under the Chairmanship of Christian Desmoulin to approve the annual consolidated Group accounts as at 31 December 2012 and submit them to the Supervisory Board.

### Growth of 1.2 % excluding exceptional items

In 2012, ACTIA Group generated consolidated revenues of € 289.1 million. Excluding an exceptional delivery of supplies on behalf of customer without margin, the figure was € 281.6 million as compared to € 278.4 million in 2011, up by 1.2 %. This performance was driven by growth in the Automotive Division, which represents 89.7 % of turnover, thus compensating for the steady decline in the business of the Telecommunication Division.

Sales in the Automotive Division, excluding exceptional items, reached € 251.8 million, progressing by 3.9 % as compared to 2011 thanks to a number of commercial successes and the continued expansion of the production of new generations of products.



■ Exceptional items

\* Turnover adjusted for exceptional items

### Key figures

Turnover: € 289.1 million  
2,750 employees  
15 countries  
57 % of turnover outside France

### ABOUT ACTIA®

ACTIA® is an international group based in Toulouse, specialising in high added value, electronic equipment for the transport and telecommunications markets.

Today, due to a strategy based on innovation, quality and competitiveness, the Group is the leader in automotive diagnostics, on-board systems for the niche markets for vehicles manufactured in small and medium sized production runs (buses, coaches, HGVs, specialist vehicles...) and terrestrial broadcasting.

As at 31/12/12, ACTIA GROUP employed more than 2,750 people across 15 countries, including nearly 520 in R&D and generated 57 % of its revenues outside France.

The Telecommunications Division achieved turnover of € 29.8 million, down by 17.4 %, with the business being adversely affected by a decline in military procurement linked to the global economic environment. However, the order book showed strong recovery at year end with the success of the COMCEPT programme.

### Results influenced by the dollar and the Telecommunications Division

In 2012, ACTIA Group produced EBITDA of € 17.6 million, down by 33.3 % as compared to 2011. This decrease was the result of difficulties in the Telecommunications business, strong pressure on margins in the Automotive business, whose overall profitability nevertheless showed resilience in a particularly difficult business environment, and unfavourable movement in the EUR/USD exchange rate affecting the purchasing of components.

Despite controlling operating costs and the cost of R&D, the reduction in EBITDA has resulted in Group Operating Profit declining to € 10.4 million as opposed to € 17.8 million in 2011.

The Automotive Division produced an Operating Profit of € 10.9 million, which compares to € 0.4 million for the Telecommunications Division.

After taking into account an increase in the cost of debt of € 2.1 million due to accrual entries for interest rate and FOREX hedging (IAS 39: € - 2.8 million), Net Profit comes in at € 4.1 million as opposed to € 8.1 million in 2011.

### Balance Sheet

As at 31 December 2012, the ACTIA Group balance sheet had been strengthened with shareholders' funds of € 72.2 million, up by 6.1 %. Overall debt remained stable in contrast to non-current assets that rose by 11.1 %, including increases in the capitalisation of the output of R&D. Working capital requirements were covered by free cash flow, which diminished as a result during the period.

Throughout the financial year, the Group enjoyed the support of its partner banks who were content to remain as partners of one of the leading manufacturers in terms of R&D in France.

### Outlook for 2013

Against a business background that remains fragile, ACTIA Group foresees the overall business remaining stable in 2013 as compared to the 2012 financial year. The Group intends to pursue its R&D strategy, especially for the development of new generation telematic portals, for which the transportation market has high expectations.

*"In 2012, in an economic situation that continued to deteriorate, we have once again succeeded in delivering robust results driven by progress in the Automotive Division. At the same time, we continue with our efforts to both make savings and invest in R&D for markets that demand innovation and quality, and in which we are making daily market share gains while seeking out new niches such as medical equipment"* declared Christian Desmoulins, Chairman of the Board.

**Next press release**

**Q1 2013 Turnover**

**Tuesday 14 May 2013**

Before opening of the Paris Stock Exchange at 7 am

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

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