

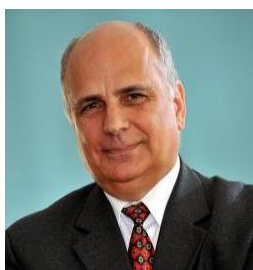
**PRESS  
RELEASE**

**Turnover: € 303.7 million (+ 5.0 %)**

**International sales up by 14.8 %**

<b>Consolidated turnover (€ millions)</b>	<b>2013</b>	<b>2012</b>	<b>Var.</b>
1 <sup>st</sup> quarter	<b>67.0</b>	75.5	- <b>11.3 %</b>
2 <sup>nd</sup> quarter	<b>78.7</b>	70.2	+ <b>12.0 %</b>
3 <sup>rd</sup> quarter	<b>72.0</b>	64.4	+ <b>11.8 %</b>
4 <sup>th</sup> quarter	<b>86.0</b>	79.0	+ <b>8.9 %</b>
<i>Of which: Automotive</i>	74.7	68.9	+ 8.4 %
<i>Telecommunications</i>	11.2	10.0	+ 12.2 %
<b>TOTAL</b>	<b>303.7</b>	<b>289.1</b>	+ <b>5.0 %</b>
<i>Of which: Automotive</i>	270.2	259.3	+ 4.2 %
<i>Telecommunications</i>	33.3	29.8	+ 12.0 %

Unaudited figures



*“The past few years have been notable for our determination to maintain and increase our level of investment in leading edge R&D despite a particularly poor business environment. This strategy is now bearing fruit. We continue to acquire new customers internationally and their demands are becoming more diverse as they remain convinced of the competitive advantage offered by our innovations, such as our new generation of telematic portals.*

*We are fully confident of continued profitable growth in 2014 and of being able to further strengthen the balance sheet.”* declared Christian Desmoulin, Chairman of the Board.

**In line with its business objectives, ACTIA Group, a global specialist in high added value on-board electronic systems, achieved consolidated turnover in 2013 of € 303.7 million, an increase of 5.0 % compared to 2012.**

**Key figures**

2013 TO: € 303.7 million  
2,700 employees  
*of whom 520 engineers  
& technicians*  
15 countries  
62 % of revenues from  
international sales

**ABOUT ACTIA®**

*ACTIA® is an international group based in Toulouse, specialising in high added value, on-board electronic systems for the automobile and telecommunications markets.*

*Due to its strategy, which is based on quality and innovation and is resolutely customer focused, the Group is currently the leader in its core business for vehicles manufactured in small and medium sized production runs. From components to systems and systems to networks, ACTIA GROUP takes an integrated and differentiated approach towards meeting the challenges of mobility, which are safety, the environment and connectivity.*

Both divisions of the Group contributed to the growth of the business:

- **Automotive Division** (89.0 % of sales) whose revenues grew by 4.2 % to reach € 270.2 million, continued its positive trend thanks to the success of its innovations in terms of on-board systems leading to considerable repeat sales. Business was particularly brisk for buses and coaches, specialist vehicles and trucks. At the same time, the sales generated by the Autolib electric car are now becoming more regular.
- **Telecommunications Division** (11.0 % of sales), with turnover growing by 12.0 % to reach € 33.3 million, recovered after hitting a low point in 2012. The Division benefitted from long term projects for ground stations and infrastructure for managing high voltage electrical power supplies.

### International sales

Driven by very good performances in the North American and Chinese markets and satisfactory results in Europe in spite of a difficult trading environment, the sales achieved by international subsidiaries grew by 7.1 % to account for 46.0 % of Group turnover. The share of business conducted with international customers therefore reached 62.2 % - as opposed to 56.4 % in 2012 – an increase of 14.8 %.

In the 4<sup>th</sup> quarter 2013, a traditionally very busy period, ACTIA Group recorded turnover of € 86.0 million, up by 8.9 %.

Over the period, sales for the **Automotive Division** came in at € 74.7 million, up by 8.4 %, and sales in the **Telecommunications Division** reached € 11.2 million, an improvement of 12.2 %.

### Favourable outlook

The further progress made with the business enabled ACTIA Group to continue the considerable improvement in profitability made in the first half across the full 2013 financial year. This performance will contribute to reducing the Group's level of debt and improving the balance sheet and will also mean that nearly all covenants are satisfied.

Thanks to the upward trend in the order book for these long term, recurrent contracts, ACTIA Group aims to pursue further growth in 2014.

# PRESS CONTACTS

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**Next press release:**

**2013 Annual Results**

**Thursday 27 March 2014**

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

*Find and register to receive  
information about the Group  
on:*

[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*