



ACTIA® press release

Toulouse, 13 September 2012, 7:00 am



**PRESS  
RELEASE**

## H1 2012 operating profit: € 3.4 million

In € millions	H1 2012	H1 2011	Change
Revenue	145.7	143.4	+ 1.6 %
EBITDA (1)	7.0	11.3	- 38.5 %
Operating profit	3.4	7.2	- 53.4 %
Borrowing costs	(2.4)	(1.7)	NA
Net income	0.2	3.6	NA
Net income attributable to the Group	0.2	3.4	NM
Debt-to-equity ratio	124 %	114 %	

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

### Mixed revenue trends in H1 2012

In H1 2012, **ACTIA GROUP** posted revenue of € 145.7 million, up 1.6 % from the last year's same period, with international markets accounting for 52.6 % of the total.

This limited revenue growth reflects mixed trends for the Group's two divisions:

- ✓ The **Automotive Division**, 90.4 % of Group revenue, had sales of € 131.7 million in the first half, up 3.2 % from the success of new generations of products. Restated to eliminate exceptional items (the Tunisian crisis and sourcing of supplies for a customer without a mark-up), revenue grew 4.9 % in the 2012 first half.
- ✓ The **Telecommunications Division** registered a 11.6 % decline in revenue to € 14.0 million in response to downturns in most of its segments.

### Key figures

2011 revenue: € 300.4 million  
€ 278.5 million excl. exceptional items

2,750 employees  
of which 520 engineers & technicians

15 countries

55% of revenue from international markets

### ABOUT ACTIA®

*ACTIA® is an international Group based in Toulouse that specialises in high added value, electronic on-board systems for the automotive and telecommunications markets.*

*Thanks to a strategy that is based on quality and innovation and that puts the customer first, the Group is now a leader in its core business for vehicles manufactured in small and medium sized production runs. From components to systems and from systems to networks, ACTIA GROUP takes an integrated and differentiated approach to rise to the new challenges in terms of mobility that concern security, the environment and connectivity.*

## Market conditions weigh on operating results

**ACTIA GROUP** in H1 2012 reported EBITDA of € 7.0 million, down from € 11.3 million in H1 2011, and operating profit of € 3.4 million compared with € 7.2 million, for the same period last year. In a deteriorating economic environment, this trend for operating results was impacted both the Group's businesses:

- ✓ The **Automotive Division** registered a decline in operating profit to € 4.8 million (from € 7.6 million in H1 2011) reflecting pressure on margins and the US dollar's strength.
- ✓ With a 11.6 % decline in revenue, the **Telecommunications Division** moved further away from break-even to an operating loss of € (1.3) million compared with € (0.1) million in H1 2011.

After taking into account for the interim reporting period borrowing costs of € (2.4) million plus a € (0.8) million charge on Euribor hedging instruments and a € (0.8) million tax expense, net income for H1 2012 amounted to € 0.2 million compared with € 3.6 million in H1 2011.

## Outlook

Despite persistent weakness in the economic environment, **ACTIA GROUP** maintains its guidance for annual sales in 2012 of € 290 million compared with normalised sales<sup>(1)</sup> of € 278.5 million in 2011.

In the 2012 second half, in light of efforts that will focus on improving margins, the Group expects profits to exceed those of the first half though at year-end, still below 2011's level.

*(1) Revenue restated to eliminate exceptional sales from the delivery of supplies on behalf of a Group customer under the terms of a service agreement having no impact on its results.*

**Next press release:**

**Q3 2012 revenue**

**Wednesday 14 November 2012**

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

# PRESS CONTACTS

## ACTIA GROUP

Catherine Mallet

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

contact@actiagroup.com

## CAP VALUE

Financial communications

Gilles Broquelet

Tel.: +33 (0)1 80 81 50 00

gbroquelet@capvalue.fr

Find and receive any information you may need about the Group by registering at:

[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