



ACTIA® Press release

Toulouse, 2 August 2012, 7 am



PRESS RELEASE

Key figures

2011 turnover: € 300.4 million

€ 278.5 million excl. exceptional items

2,700 employees
of whom 520 engineers & technicians

15 countries

55 % of revenues generated outside France

1st Half 2012 turnover: € 145.7 million

Consolidated turnover in € millions	2012	2011	Var.
1 st quarter	75.5	62.0	+ 21.8 %
2 nd quarter	70.2	81.4	- 13.8 %
<i>Of which; Automotive</i>	62.3	71.7	- 13.0 %
<i>Telecommunications</i>	7.9	9.7	- 19.2 %
1 st half	145.7	143.4	+ 1.6 %
<i>Of which; Automotive</i>	131.7	127.6	+ 3.2 %
<i>Telecommunications</i>	14.0	15.8	- 11.6 %

Unaudited figures

For the first half of 2012 **ACTIA GROUP** achieved turnover of € 145.7 million, up by 1.6 % as compared to the first half of 2011, thanks to the continued positive performance of the **Automotive Division**, whereas the **Telecommunications Division** suffered due to difficult market conditions.

The geographic split of sales remained stable as compared to the first quarter with the contribution to turnover made by the overseas subsidiaries reaching 40.6 % of the total business.

The **Automotive Division**, which represents 90.4 % of the Group's business, recorded turnover for the half of € 131.7 million, up by 3.2 % and driven by the success of the new generations of products. Whereas for the first quarter 2012 this business benefitted from a relatively low basis of comparison that enabled it to show growth of 21.8 %, during the second quarter 2012, its revenues have to be compared to exceptionally strong second quarter sales in 2011. This was due to the start of a service agreement involving, amongst other things, the delivery of supplies on behalf of a customer, which generated over € 22 million in additional revenues in 2011 that had no impact on the results. The rate of growth of the **Automotive** business, when restated to take into account these exceptional items (crisis in Tunisia and delivery of supplies on behalf of a customer), came in at 4.9 % for the first half of 2012.

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.

Confronted on the one hand by a telephone industry shaken up by the arrival of a fourth operator in France and, on the other, by reduced public spending in the military sector, the **Telecommunications Division** slipped back during the half by 11.6 % with sales that totalled € 14.0 million. In view of this trend the Group remains vigilant concerning the cost base within this division.

Medium term financing secured

During the first half of 2012, **ACTIA GROUP** obtained approval for its requested medium term loans intended to finance Research and Development for the Group's future flagship products, including the telematic portal, which is particularly keenly awaited by the market place. The Group has also been granted a waiver for the breaches of covenant reported on 31 December 2011.

Outlook

In spite of the continued deterioration in the economic situation, **ACTIA GROUP** has announced a revenue of more than € 290 million for 2012 as compared to a restated⁽¹⁾ turnover figure of € 278.5 million for 2011.

(1) Turnover figure restated to take into account the exceptional sales generated by the delivery of supplies on behalf of a Group customer that had no impact on the results, under the terms of a service agreement.

Next press release
2012 Half-yearly results
Thursday 13 September 2012
To be released before the opening of the Paris stock
exchange at 7 am

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information you may need
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