



**PRESS  
RELEASE**

**Key figures**

2011<sup>(1)</sup> Turnover € 278.5 million

2,700 employees  
of whom 520 engineers & technicians

15 countries

55 % of turnover international

## Automotive proves resistant in Q3 2012

Consolidated turnover in € millions	2012	2011	Var.
1 <sup>st</sup> quarter	75.5	62.0	+ 21.8 %
2 <sup>nd</sup> quarter	70.2	81.4	- 13.8 %
3 <sup>rd</sup> quarter	64.4	71.5	- 9.9 %
<i>Of which; Automotive</i>	58.6	63.5	- 7.7 %
<i>Telecommunications</i>	5.8	7.9	- 27.3 %
9 month TOTAL	210.1	214.9	-2.2%
<i>Of which; Automotive</i>	190.3	191.1	-0.4%
<i>Telecommunications</i>	19.8	23.8	- 16.9 %

Unaudited figures

### An unfavourable basis for comparison

Against a particularly difficult economic backdrop, ACTIA GROUP limited the decline in its business to -9.9 % for the third quarter, even with the very high basis for comparison of the previous financial year, which benefitted from sustained growth in turnover for both the Automotive and the Telecommunications Divisions.

The cumulative sales as at 30 September 2012 stood at € 210.1 million, slightly down by 2.2 % as compared to the same period 2011.

Quarterly turnover for the Automotive Division (91 % of Group turnover), which suffered a decrease of 7.7 %, compares to an exceptionally strong third quarter in 2011 that included:

- the delivery of supplies on behalf of one of the Group's major Automotive customers,
- delayed deliveries following the crisis in Tunisia.

When restated to allow for this distortion, sales in the Automotive Division were up by 2.4 % for the third quarter and by 4.1 % for the first 9 months of the year, evidence of a solid performance for sales in the various markets against a difficult economic background. Over 9 months, the restated turnover at Group level was slightly up by 1.6 % as compared to 2011.

### 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 based on quality and innovation 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 meet the new challenges in terms of mobility that are linked to security, the environment and connectivity.

The Telecommunications Division (9 % of Group turnover), which came in with quarterly turnover of € 5.8 million, bore the brunt of delayed orders for military procurement in France and overseas and the consequences of the arrival of a fourth operator in France.

### **Objective of 2012 turnover of greater than € 290 million reconfirmed**

The last quarter of the financial year should see an upturn for the order book in the Automotive Division in France and internationally. The end of the financial year should also be boosted by the launch of a second order of electric vehicles, which is expected to contribute to turnover in 2013.

The good performance of the Automotive Division means that ACTIA GROUP is in a position to reconfirm that it expects to deliver its turnover objective of greater than € 290 million for 2012, which compares to an adjusted (1) total of € 278.5 million in 2011.

*(1) Turnover restated for exceptional items linked to the delivery of supplies on behalf of a Group customer - that had no impact on the results – executed under the terms of a service agreement.*

**Next press release**  
**Annual turnover 2012**  
**Wednesday 13 February 2013**  
To be released before the opening of the Paris stock  
exchange at 7 am

# **PRESS CONTACTS**

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