



Q3 2017 turnover

Toulouse, 15 November 2017 at 7 am

In € millions	2017 ⁽¹⁾	2016	Var.
Q1	112.7	105.5	+6.8%
Q2	105.5	116.2	(9.3%)
Q3	99.9	94.4	+5.8%
incl: Automotive	92.1 ⁽²⁾	86.5	+6.5%
Telecommunications	7.7	7.9	(2.0%)
9 month total	318.0	316.2	+0.6%
incl: Automotive	291.1	286.7	+1.5%
Telecommunications	26.9	29.4	(8.6%)

⁽¹⁾ Unaudited data.

⁽²⁾ Incl. €0.6 million related to the acquisition of Market IP (July 2017)

Turnover for the third quarter reached €99.9 million, an increase of 5.8% over the same period in 2016. Sales trends were in line with the Group's annual objectives, as total turnover for 9 months was almost flat (+0.6%) at €318.0 million.

Over the quarter, sales for the foreign subsidiaries amounted to €56.9 million, representing growth of 9.7%. Revenue for the French companies reached €43.0 million, up by 1.0%. Over the full period, international customers represented 74.9% of turnover and geographic fluctuations were in line with expectations.

The **Automotive Division** generated 92.3% of the Group's quarterly turnover and achieved an increase of 6.5%. As expected, it has been possible to make up for a large part of the delays experienced in the first half due to supply difficulties in the components market, and non-recurrent transport costs gradually returned to normal as of the month of July.

Sales of telematic boxes continued to grow with a gradual adjustment in favour of new contracts, especially for heavy vehicles. In the Technical Inspection and Garage Equipment markets, where ACTIA has a strong presence, sales are expected to be bolstered by positive feedback from the October 2017 Salon Equip'Auto trade fair.

Finally, the electric vehicles business, which has been held back by the high costs of batteries, remained below our objectives.

The **Telecommunications Division** represented 7.7% of the Group's quarterly turnover, with the seasonal pattern of sales being in line with the business plan with a lower decrease (-2.0%) in this quarter, pending higher sales in Q4.

The **rail segment**, which benefits from synergies between the two divisions, is once again showing significant growth, driven by a multi-year indirect sales contract that is now starting to be executed.

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PRESS RELEASE

ABOUT ACTIA

ACTIA Group is a mid-market company (ETI) founded in 1986. It is at once a family and an international business whose head office is located in France. This family aspect guarantees the long term future of the Group and its independence with an ever present entrepreneurial spirit. ACTIA's business is to design and produce the electronics that control systems in the particularly demanding fields of the automotive industry, rail, aeronautics, the aerospace industry, defence, energy and telecommunications.

The commitments made by ACTIA can be seen in the Group's ambitious contributions to tackling challenges that currently face society: mobility, connectivity, safety and the environment. Control over the design and production of products bearing the ACTIA signature is a true guarantee of quality. All Group employees share this demanding approach to quality in an environment that is fully certified.

Key figures:

- Consolidated 2016 turnover: €431.6 million.
- More than 3,200 employees globally including 800 engineers and technicians.
- 28 companies in 15 countries.
- 12 to 14% of turnover invested every year in R&D.

Stock Markets:

- Euronext B
- ISIN FR0000076655 – Mnemonic: ATI
- Reuters : MRSP.PA – Bloomberg: AIELF: FP
- Indices: ENT PEA-PME150 – CAC PME – CAC Small – CAC Mid & Small – CAC Industrials – CAC EL.&EL.EQ – TECH 40 – Gaia Index

Altogether, total turnover for the 9 months to end September reached €318.0 million, a slight increase of 0.6% (+€1.9 million including +€0.6 million related to the acquisition of the company Market IP). At constant exchange rates and scope, growth would have been 1.2%. ACTIA reconfirms its objective of consolidating the business for 2017 and plans to restore its profitability in the second half, with the supply difficulties for certain components having been almost completely resolved. However, the strong and sudden rally of the Euro against the Dollar, if it continues until 31/12/2017, could impact the mark to market valuation of the hedging instruments that guarantee 2018 purchase at current rates.

During the quarter, ACTIA was selected for the third year running in the Gaïa Index, which includes the 70 best performing mid-market companies in terms of Corporate Social Responsibility, with an improved ranking:

- In the overall ranking, climbing from 43rd to 30th place (out of 237),
- In the ranking by category of turnover, improving from 9th out of 81 to 7th out of 67.

IMPORTANT DATES

- Q4 turnover 2017: Wednesday 14 February 2018
- 2017 Annual Results (and SFAF meeting): Wednesday 28 March 2018

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