



Q3 2016 Revenue

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PRESS RELEASE

In € millions	2016*	2015	Var.
Q1	105.5	86.8	+21.6%
Q2	116.2	96.3	+20.7%
Q3	94.4	89.1	+6.0%
Of which: Automotive	86.5	82.4	+5.0%
Telecommunications	7.9	6.6	+18.6%
9 month total	316.2	272.1	+16.2%
Of which: Automotive	286.7	248.6	+15.3%
Telecommunications	29.4	23.5	+25.4%

* Unaudited data

Revenue for Q3 reached €94.4 million, an increase of 6.0% in comparison to the same quarter in 2015. Growth for the first 9 months, at 16.2%, is in line with the annual growth target of at least 10%.

After a record breaking first half, Q3 has continued to see sustained growth, particularly in the Telecoms Division. This positive trend is in evidence not only in France (+7.4% to reach €42.6 million, equivalent to 45.1% of revenue) but also in the international markets (+4.9% at €51.8 million, equivalent to 54.9% of revenue). The international customers represented 66.1% of the consolidated revenue on 30/09/16.

The **Automotive Division** represented 91.7% of Group revenue and enjoyed growth of 5.0%. Sales of telematic portals for premium lightweight vehicles continued to benefit from the increase in production volumes for the most recent contracts. Elsewhere, fleet management equipment showed strong growth in the international markets, especially in Mexico.

The **Telecommunications Division** represented 8.3% of Group revenue and delivered growth of 18.6%, due in particular to the dynamism of the ground stations segment. This division's business, which is normally concentrated in the fourth quarter, appears to be more evenly spread this year.

During the quarter, ACTIA was selected for the second year running in the Gaïa Index: this index includes the 70 best medium sized companies in terms of their performance in the field of Corporate Social Responsibility.

During the first 9 months of 2016, the business delivered total revenue of €316.2 million, up by 16.2%. ACTIA still expects the business to stabilise during the fourth quarter in line with the seasonality of the orders received this year and the effect of the Q4 2015 basis of comparison with growth of 17.6% and therefore maintains its annual growth target of a minimum of 10%, with operating income to be at least equal, in percentage terms, to that of 2015.

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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 space 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 2015 turnover: €381.2 million.
- Over 3,000 employees around the world, including 750 engineers and technicians.
- 21 companies in 15 countries.
- 12 to 14% of revenue reinvested every year in R&D.

Stock markets:

- Euronext C
- 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 – GAÏA Index.