

# 2021 **ANNUAL RESULTS**

Presentation for investors | SFAF | 30 March 2022





Founded in **1986**



**Family owned mid-cap  
(ETI)**

*(independent & listed on Euronext  
Paris Compartment C)*



Consolidated 2021 revenue:  
**€462.8 million**



**14 to 18%**  
of revenue reinvested in R&D  
With nearly 1,200 engineers



Close to **3,600**  
employees around the world

# AN INTERNATIONAL GROUP

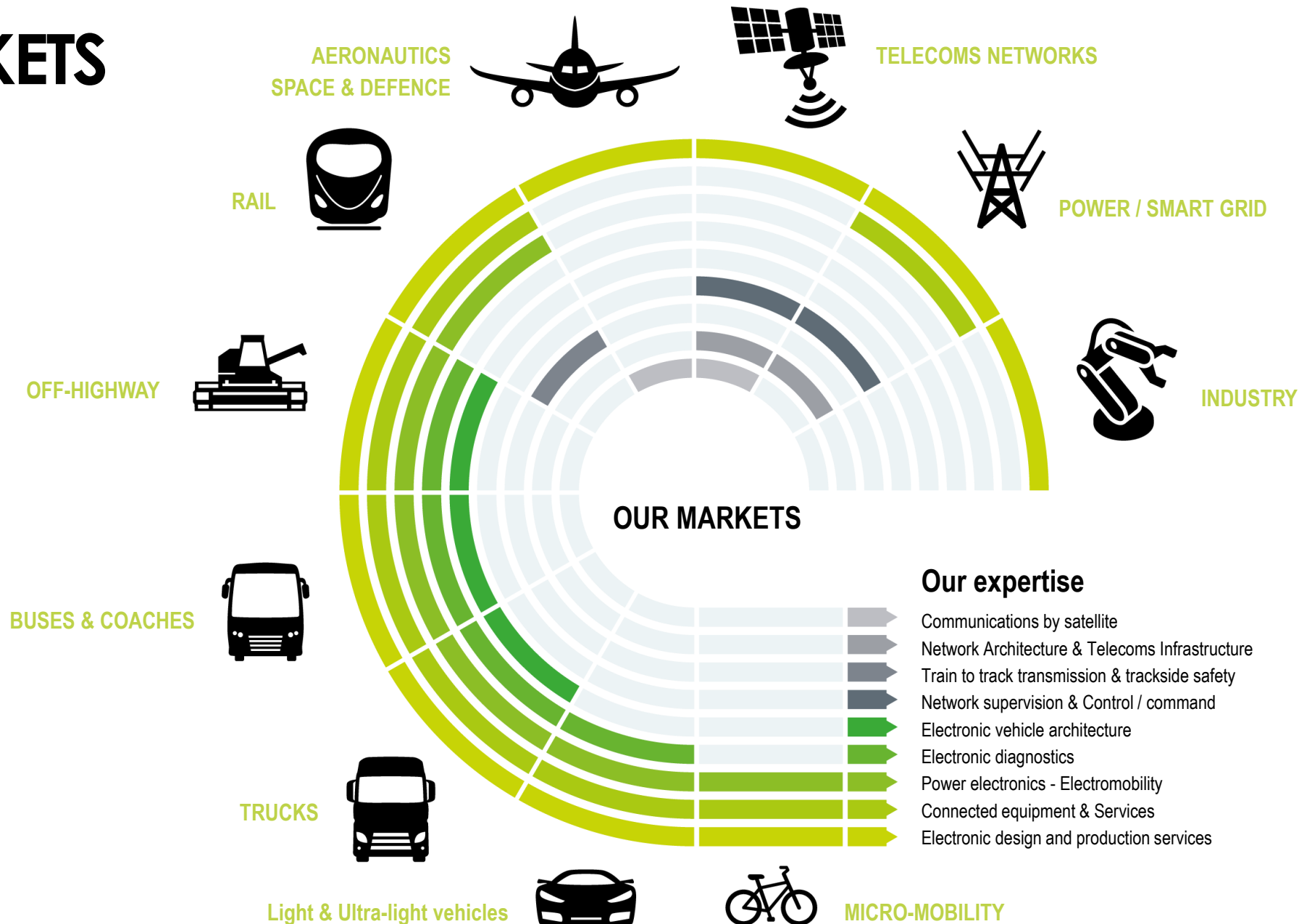
28 sites - 16 countries

France • Germany • Spain • Italy • Poland • Czech Republic • Sweden • United Kingdom • Belgium • Tunisia • India • China • Japan • United States • Mexico • Brazil



# OUR MARKETS

## & Expertise





# BUSINESS OVERVIEW 2021



Revenue  
**€462.8m**  
**+5.5%**  
**+€24.2**

Growth badly affected by the shortage of components: **production delays valued at €28m** and **orders not received or processed estimated at more than €70m**

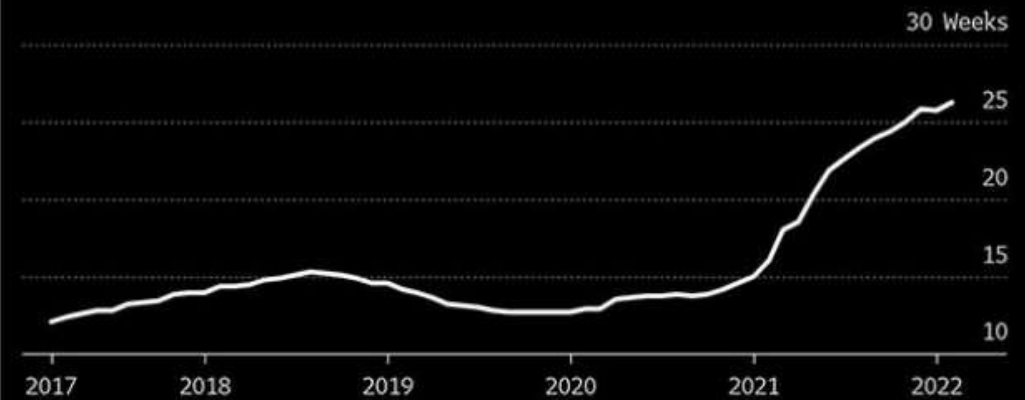
**Intense commercial activity** with major international tenders won

A shortage that hides the progress made in terms of **commercial successes in previous years**

Discussions and agreements with customers for **acceptance of additional costs**

**Specific crisis management unit** including all the required skill sets (purchasing, supply chain, production, R&D, legal, sales) in permanent contact with suppliers and customers

**The Wait for Chips**  
 Lead times on the rise again in February



Source: Susquehanna Financial Group  
 Note: Chart based on revised calculation method

Bloomberg

**THE INDUSTRIES HIT BY THE CHIP SHORTAGE**

The worldwide semiconductor crisis isn't just hurting the automotive and tech sectors — here are the 169 industries affected by the shortage.

MANUFACTURING	AGRICULTURE	CONSTRUCTION	TRANSPORTATION	RETAIL	ENERGY	HEALTHCARE	TELECOMMUNICATIONS	AVIATION	DEFENSE	CONSUMER GOODS	INDUSTRY	TRANSPORTATION	RETAIL	ENERGY	HEALTHCARE	TELECOMMUNICATIONS	AVIATION	DEFENSE	CONSUMER GOODS	INDUSTRY	
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...

SECTOR: MANUFACTURING  
 INDUSTRY: LIGHTING FIXTURE MANUFACTURING  
 ELECTRIC LAMP BULB AND PART MANUFACTURING



AUTOMOTIVE

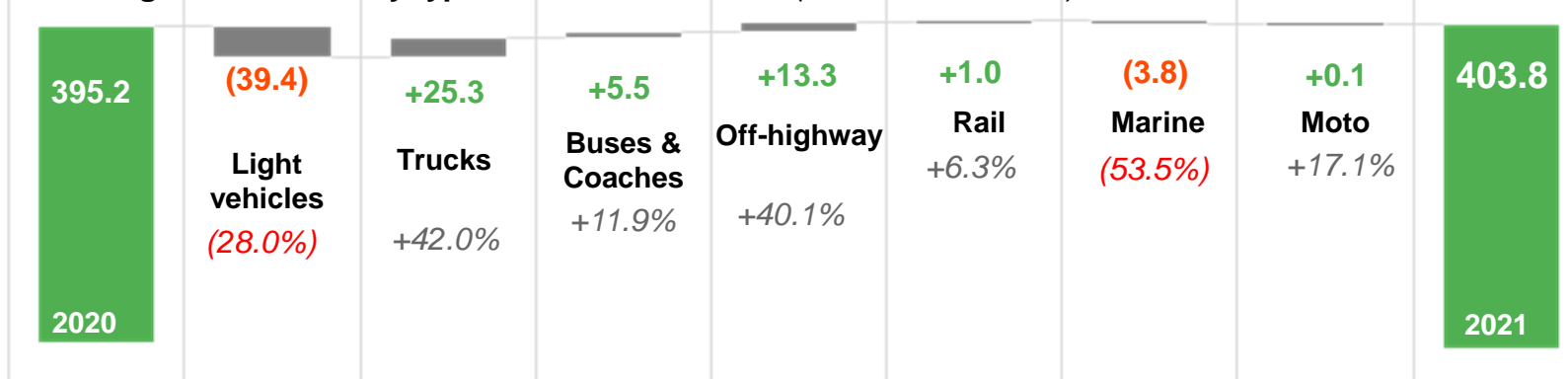
€399.5m

▲ +2.0%

86.3%

of 2021  
revenue

Changes to revenue by type of customer in 2021 (in € millions and %)



- Growth rate excluding Volvo Cars: +15%
- Automotive sector badly affected: ~50% delays in telematics for light vehicles
- New contracts won (Buses & Coaches, Trucks and Off-highway)
- Plan to dispose of the Power business for 2021 annual revenue estimated at €22.3m

OEM



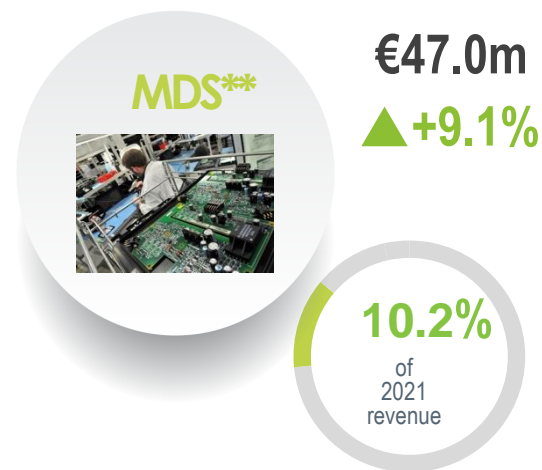
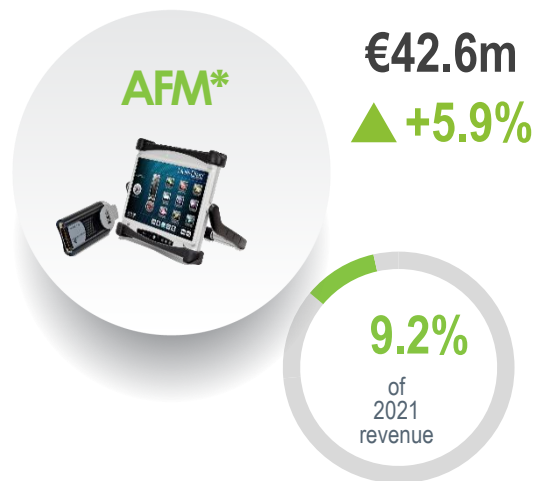
€309.8m

▲ +0.5%

66.9%

of 2021  
revenue

\*Original Equipment Manufacturers

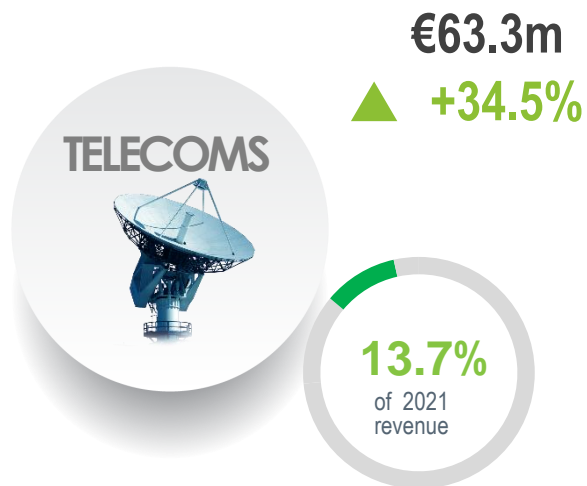


- Slight recovery in France after the health crisis
  - International business still badly affected by travel restrictions due to the health crisis.
  - Plan to dispose of the Technical Inspection & Garage Equipment business representing turnover of €20.8m in 2021
- 
- Commercial strategy reconfirmed by another success for Space
  - Aeronautics sector still affected by the consequences of the health crisis
  - Very good progress in in Home Automation

\*AFM (Aftermarket): including maintenance and repairs

\*\*Manufacturing Design & Services





### Strong growth in line with the chosen diversification strategy

- **SatCom:** +27.0%
  - Good progress despite delays due to then health crisis
  - Launch of the Marine phase (Egypt)
  - Confirmation of SYRACUSE IV contract
- **Power:** +100.3%, good performance from multi-year contracts, deployment of contracts for the digitisation of source sub-stations and start of new contracts for medium voltage metering





# 2021 ANNUAL RESULTS



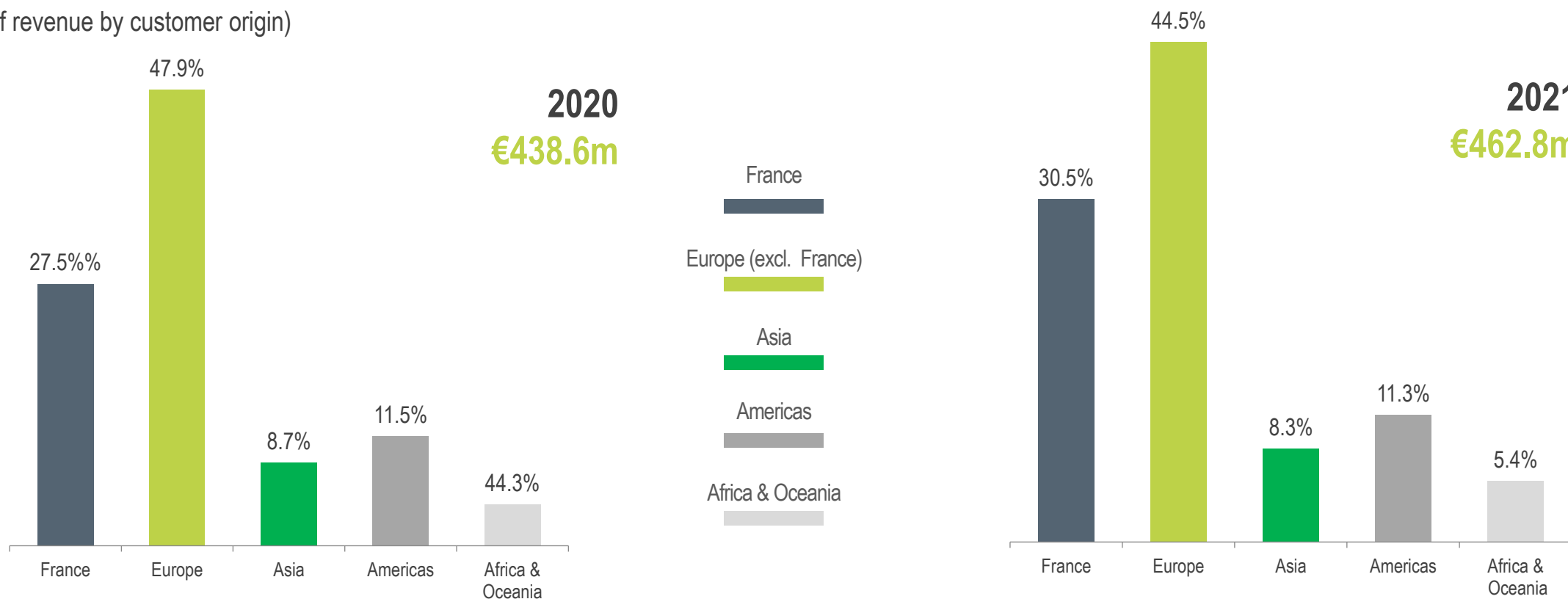
**ACTIA**<sup>®</sup> 

# CUSTOMERS

## Global and diversified base

### 2021 REVENUE BY GEOGRAPHIC REGION

(as a % of revenue by customer origin)



### INTERNATIONAL BUSINESS: +1.3%

Declines in Europe (less revenue from light vehicle telematics contract) and China (transport, components)

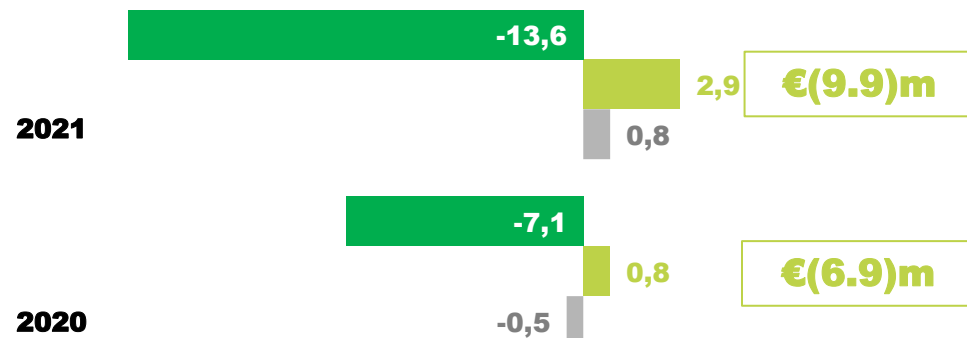
All other regions showing growth.

Maintenance of a full order book (confirmed portion of the contracts at €385.6m at 31 December 2021 vs. €399.3m at 31 December 2020, with 82.4% at less than one year (vs. 64.9%).

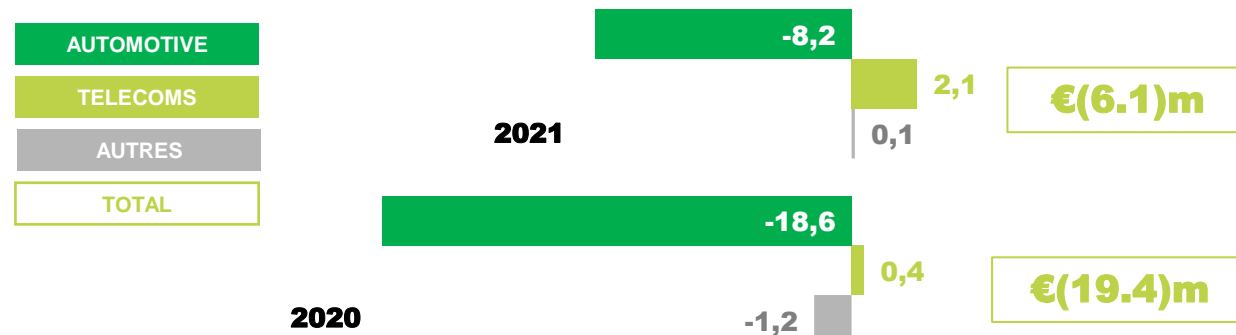
# 2021 Results

in € millions

## OPERATING PROFIT



## NET INCOME



### AUTOMOTIVE

- Operations under pressure from the components crisis, increased costs, lower industrial efficiency
- Work to prepare for absorbing future growth and serving the customers
  - Personnel costs up 9.3%: aid stopped, work resumed, hires
  - External charges up 4.5%: outsourcing, transport, fees (carve-out)
- Price increases partially passed on: Purchasing up 7.2%
- Increases in R&D spending offset by higher re invoicing rate, a sign of the projects progressing:
  - Total R&D spend: €66.3m (vs. €62.5m at 31/12/2020)
- Investment of €12m to support the Power Division
  - Re invoicing rate: 39.5% (vs. 33.3% at 31/12/2020)

### AUTOMOTIVE

- Financial result: €4.7m vs. €(11.4)m in 2020
  - Valuation of hedging instruments of €8.4m
  - Interest and financial charges up 9% in line with government guaranteed loans (PGE)

### TELECOMS

- Revenue growth of 34.5%
  - Purchasing: +28.0%
  - Personnel costs up 15.9%
  - External charges up 14.7%
  - R&D: €8,6m with a re invoicing rate of 88.2% (vs. €13.4m and 54.6% at 31/12/2020)

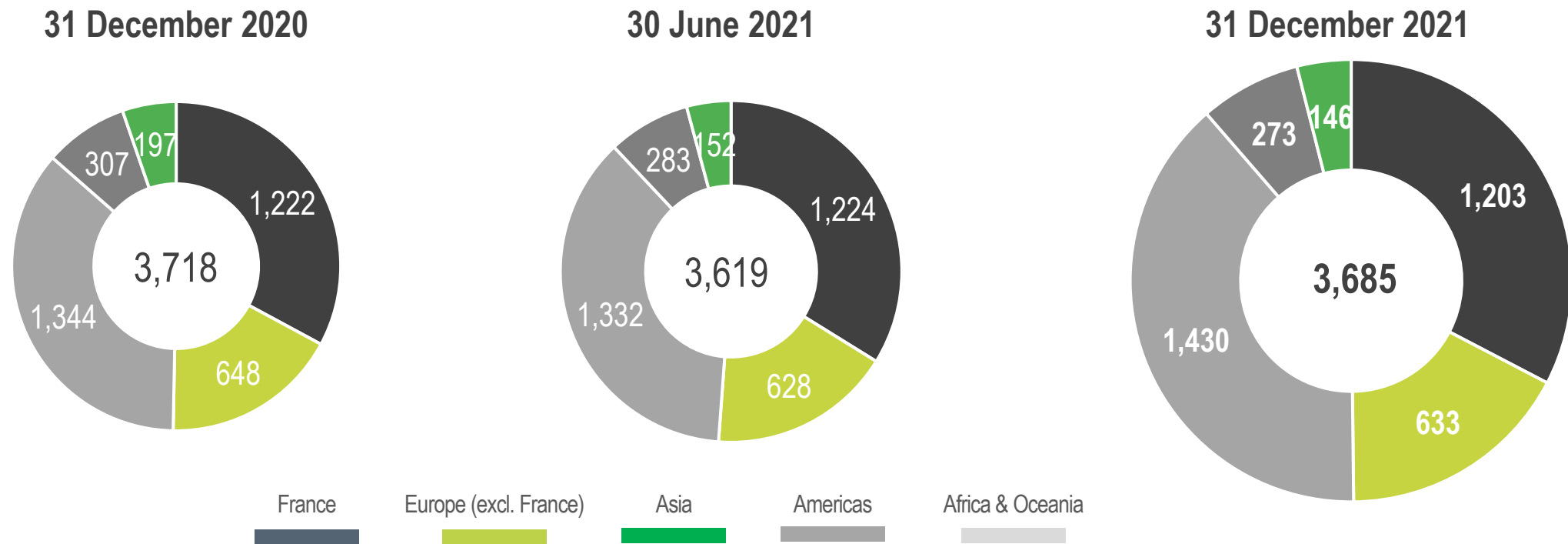
### TELECOMS

- Financial result €(0.3)m

# HEADCOUNT

## Prioritisation and strict HR management

### BREAKDOWN BY GEOGRAPHIC REGION

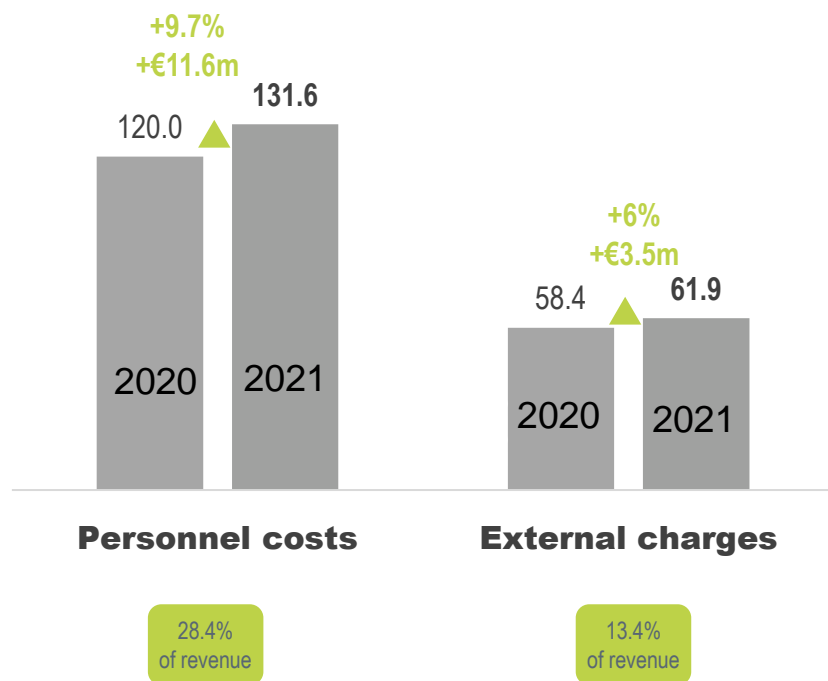


Adaptation to the crisis with the low point in June and recovery in hiring to address the workload and anticipate recruitment needs in a highly competitive labour market

# PRINCIPAL COSTS

## Cost control

### COSTS (in € millions)

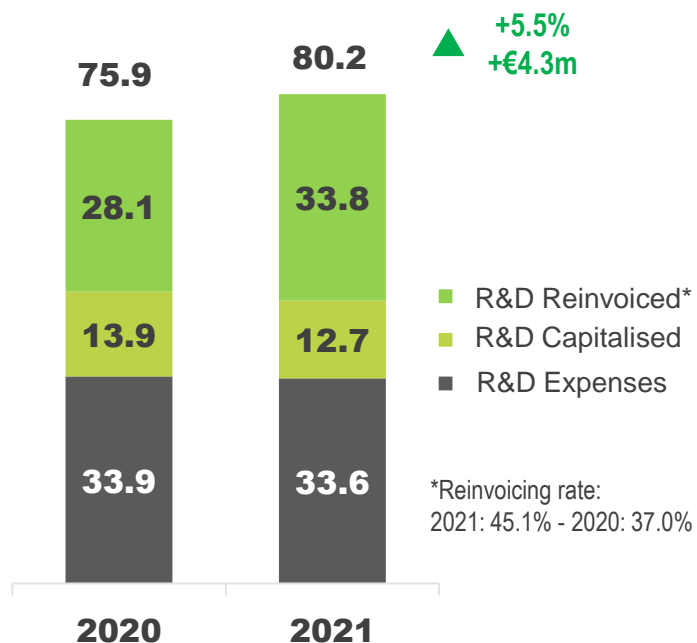


- Less efficient use of the **means of production** linked to the consequences of the components shortage (adaptation of production runs to best deliver customers => shorter production runs / stop & start operating).
- **Personnel costs** (+9.7%)
  - State aid stopped: €4.7m in 2020 vs. €1.8m (APLD France) in 2021
  - Headcount: 3,685 at end 2021 vs. 3,718 at end 2020 (1.0%)
  - Salary increases to combat turnover
  - Paid leave provision increased
  - Lower capitalised production
- **External charges** (+6.0%)
  - Recovery of €2m in charges from the previous year (successful claim)
  - Higher fees (carve-out)
  - Higher transport costs (increased prices + recovery): +48.8%

# PRINCIPAL COSTS

## Priority is the recovery

### BREAKDOWN OF R&D (in € millions)



- Priority to programmes that commit customers and prepare for the future:
  - R&D re-invoiced at 42.2% of expenditure committed vs. 37.0% in 2020
  - Depreciation up 13.3% to €15.9m, higher than capitalisation
- Reinforce high added-value solutions and work financed by customers
- Deploy leading edge technologies to achieve market share gains (new architectures and cybersecurity)
- Pursue efforts in buoyant sectors (energy transition with the electrification of vehicles and Smart Grids, mobility)
- Optimise the use of internal resources (ACTIA Cross Border Engineering)

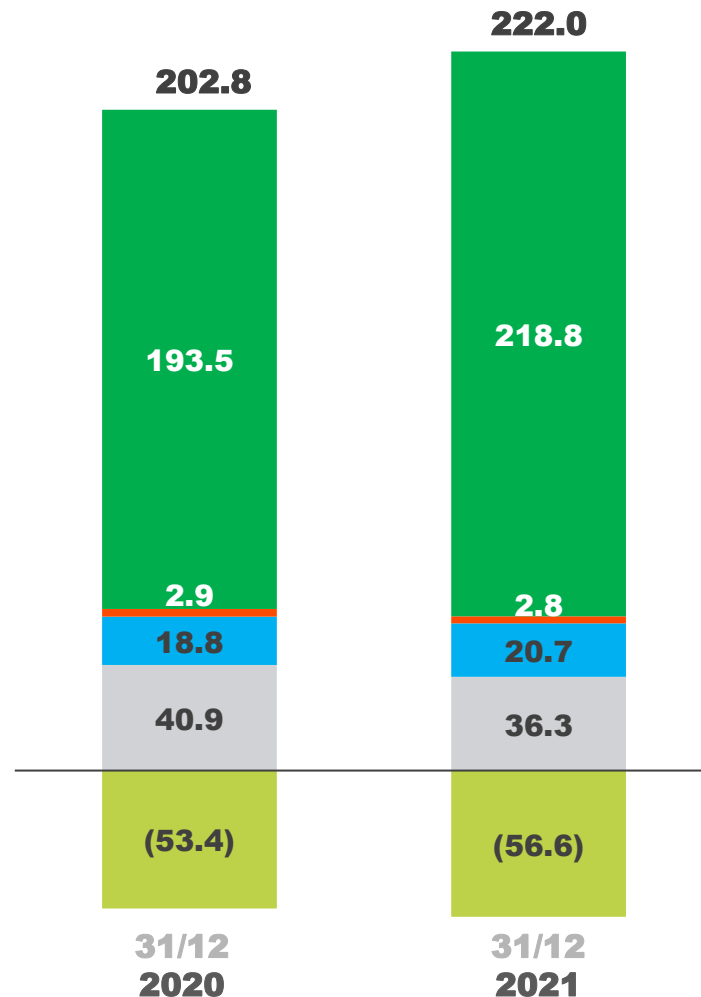
### “France Relance” (recovery) Plan

- 4 files presented > 4 files accepted
- Subsidies / repayable advances / low interest loans > €9m over 2 to 4 years of which €2.9m for the Power business

# KEY FIGURES

## 2021 Net debt

- Bank loans and bonds
- Miscellaneous financial
- Lease liabilities
- Ban borrowings and
- Cash and cash equivalents



- €51.4m in medium-term loans repaid – amortisation over 5 years of the government guaranteed loans put in place in 2020 as of 2021
- MT funds raised
  - €68.6m in loans raised, of which €50.7m in government guaranteed loans (PGE allowance completely used up)
  - +€1.9m in finance leases to finance materials
- €56.6m free cash flow to support WCR
- Average interest rate at 1.41% vs. 1.45% in 2020



# SUMMARY INCOME STATEMENT

In €m	31/12/21	31/12/20	Change		31/12/19
			€m	%	
Revenue	462.8	438.6	24.2	5.5%	520.4
EBITDA <sup>(1)</sup>	22.1	24.2	(2.1)	(8.5%)	45.7
As a % of revenue	4.8%	5.5%			8.8%
<b>Operating income</b>	<b>(9.9)</b>	<b>(6.9)</b>	<b>(3.1)</b>	<b>(44.7%)</b>	<b>16.3</b>
As a % of revenue	(2.1%)	(1.6%)			3.1%
Financial result	3.6	(12.4)	16.0	+129.0%	(3.9)
Tax	0.2	(0.3)	0.5	+152.1%	(3.7)
<b>Net income</b>	<b>(6.1)</b>	<b>(19.4)</b>	<b>13.4</b>	<b>+68.8%</b>	<b>8.7</b>
As a % of revenue	(1.3%)	(4.4%)			1.7%

<sup>(1)</sup> EBITDA: net income + taxes + impairment of goodwill + interest and financial charges + depreciation +/- derivatives

# SUMMARY BALANCE SHEET

ASSETS in €m	31/12/2021	31/12/2020	31/12/2019
<b>Non-current assets</b>	<b>179.9</b>	<b>190.3</b>	<b>194.4</b>
Goodwill	24.1	24.1	24.1
Intangible assets	57.5	61.1	60.9
Tangible assets	70.0	77.4	83.9
Financial assets	2.9	2.5	1.9
Tax	25.4	25.1	23.6
<b>Current assets</b>	<b>404.2</b>	<b>366.4</b>	<b>372.4</b>
Stocks	172.7	149.6	161.1
Trade receivables	144.7	141.4	140.2
Other receivables	30.2	22.1	24.4
Cash & cash equivalents	56.6	53.4	46.6
<b>Assets held for sale</b>	<b>14.2</b>	<b>0</b>	<b>0</b>
<b>TOTAL</b>	<b>598.3</b>	<b>556.7</b>	<b>566.8</b>

LIABILITIES in €m	31/12/2021	31/12/2020	31/12/2019
Shareholders' equity	113.6	116.1	140.4
<b>Non-current liabilities</b>	<b>192.4</b>	<b>174.0</b>	<b>148.9</b>
Financial debt	181.1	158.3	133.9
Provisions	9.7	11.5	11.1
<b>Current liabilities</b>	<b>291.9</b>	<b>266.6</b>	<b>277.5</b>
Other provisions	11.3	10.5	8.1
Financial debt	97.4	105.4	106.6
Payables	92.4	69.9	85.3
Miscellaneous liabilities	90.8	80.8	77.5
<b>Liabilities held for sale</b>	<b>0.4</b>	<b>0</b>	<b>0</b>
<b>TOTAL</b>	<b>598.3</b>	<b>556.7</b>	<b>566.8</b>

- Capitalisation: efforts maintained in R&D without burdening the balance sheet – renewal of production equipment limited to the strict minimum
- Stocks up by €23.1m: increase in stocks for design work by €5.1m in customer programmes, raw materials by €23.2m, and stocks of finished products by €4.0m, offset by lower stocks of goods by (€4.1)m as a consequence of the components shortage
- Cash: reconstitution at the end of the year with the last government guaranteed loans – lines of credit little used (rate of use: 33.0% vs. 30.8% at 31/12/20)

# SUMMARY CASH FLOW STATEMENT

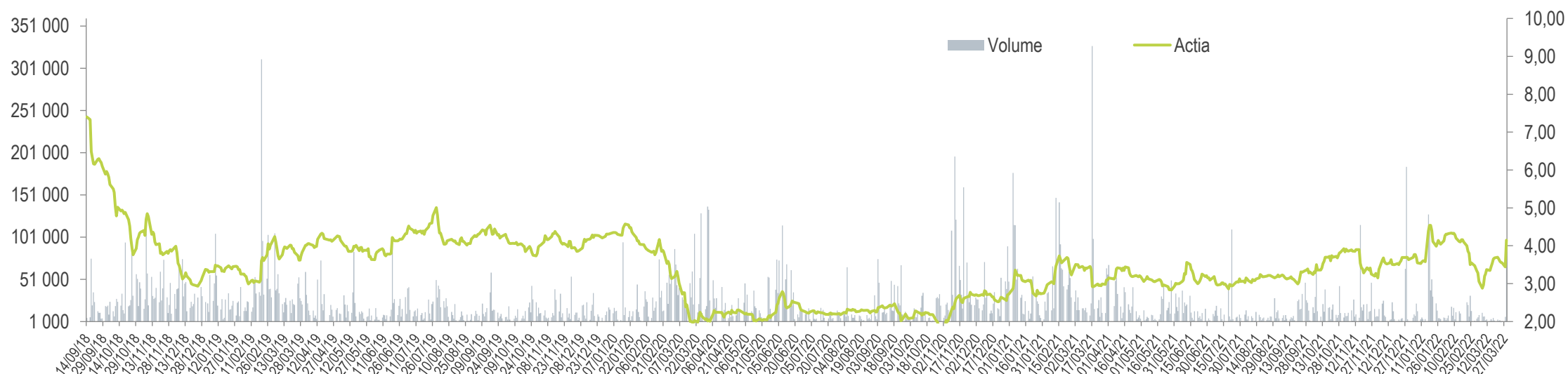
In €m	31/12/2021	30/06/2021	31/12/2020
<b>Operations</b>			
Net income for the period	(6.1)	(1.4)	(19.4)
o.w. depreciation & provisions	33.8	14.8	42.7
Change in WCR	(4.4)	2.7	(1.8)
<b>Net cash flow from operating activities</b>	<b>16.6</b>	<b>12,3</b>	<b>24.6</b>
<b>Investment activities</b>			
o.w. acquisitions of assets	(20.5)	(10.2)	(22.5)
<b>Net cash flow from investment activities</b>	<b>(20.5)</b>	<b>(9.4)</b>	<b>(22.8)</b>
<b>Financing activities</b>			
Issues and repayments of borrowings	17.3	(8.7)	31.2
Interest paid	(3.9)	(1.8)	(3.7)
<b>Net cash flow from financing activities</b>	<b>13.3</b>	<b>(10.6)</b>	<b>24.4</b>
Change in cash flow	9.1	(7.7)	26.3
<b>Cash at closing</b>	<b>21.6</b>	<b>4.7</b>	<b>12.5</b>

- Free cash flow 2021 : €(2.6)m vs. €(0.4)m in 2020
- Impact of shortages on WCR: stocks up by 15.4%, partly offset by higher payables
- CAPEX controlled to limit the impact of the crisis without compromising the future
- Interest stable related to use of government guaranteed loans

# STOCK MARKET INFORMATION

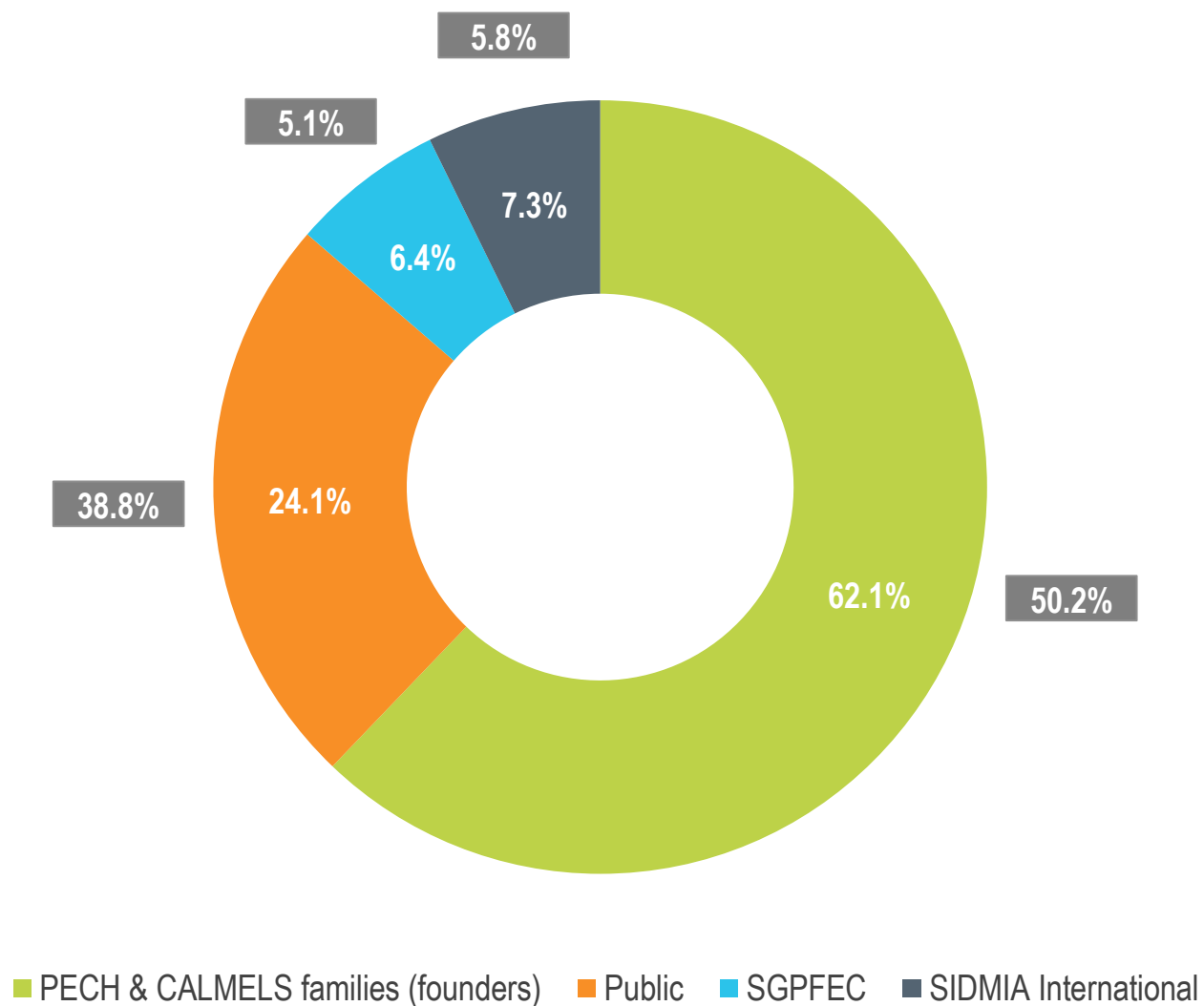
## STOCK MARKET INFORMATION AT 29 MARCH 2022

- Share capital: 20,099,941 shares
- Share price: €4.5
- Market capitalisation: €83.4m
- Euronext Paris compartment C
- ISIN Code: FR0000076655 – ATI
- Eligible for PEA PME
- Indices: CAC All Shares – CAC All-tradable – CAC Industrials - CAC Mid & Small - CAC Small – EN Tech Croissance – Gaïa Index



# AN INDEPENDENT GROUP

## Capital at 31 December 2021



% control	
% holding	
Shareholders' pact	■ + ■

Annual General Meeting  
24 May 2022 at 5 pm at head office  
Appropriation of income to  
Retained Earnings



# OUTLOOK



- A full order book outstripping potential supply capacity
  - Ongoing difficulties with the supply of components, with a change of paradigm
  - Adaptation of ACTIA's organisation: the crisis unit becomes the "Command Centre"
  - Intensification of customer / supplier relations to maintain customer confidence and propose solutions: Re-Design to Delivery (R2D) programme
- 
- Ongoing work on digitisation
  - Reinforcement of factories to handle commercial successes, particularly in the fields of Space, Aeronautics and Power:
    - Colomiers factory
    - Finalisation of ACTIA Tunisia factory
  - Ongoing work to structure R&D and the development of engineering activities within the Group: ACTIA Cross Border Engineering programme
  - Reinforcement of the financial structure

### TECHNICAL INSPECTION & GARAGE EQUIPMENT

Aftermarket (light and ultra-light vehicles)

Revenue of €21m in 2021

5.2% of Automotive revenue

115 employees

Cyclical, low growth activity

Buyer: BASE Group

Including the real estate in Chartres and  
30% of ACTIA Cz

Multi-brand Diagnostics business  
maintained

Diversified customer portfolio

Expertise and performance of the solution

### ACTIA POWER

OEM

- Revenue of €22.3m in 2021

- 4.2% of Automotive revenue

- 200 employees

- Competitive business requiring  
high investment

Buyer: Plastic Omnium

- Synergies with the New Energies  
and Clean Energy businesses

### ACTIA GROUP

Debt reduction by about €70m

Concentration of investments in  
embedded electronics in the service  
of mobility and power management

Growth objective maintained at over  
€800m four years out

Transactions underway pending legal finalisation and signing of the agreements in the second half



Accompany our customers through the change of paradigm, a consequence of the components crisis: promote an agile organisation dedicated to supplies, pass on the resulting direct and indirect costs

Capitalise on the performance of the means of production and the capacity for innovation to serve cutting edge technological markets, driven by digitisation and the energy transformation

Deploy growth enablers, consolidate the order book for 2023, 2024, 2025 and pursue a more predictable organisation for business activities

Prepare for a strong acceleration of growth at the end of the components crisis

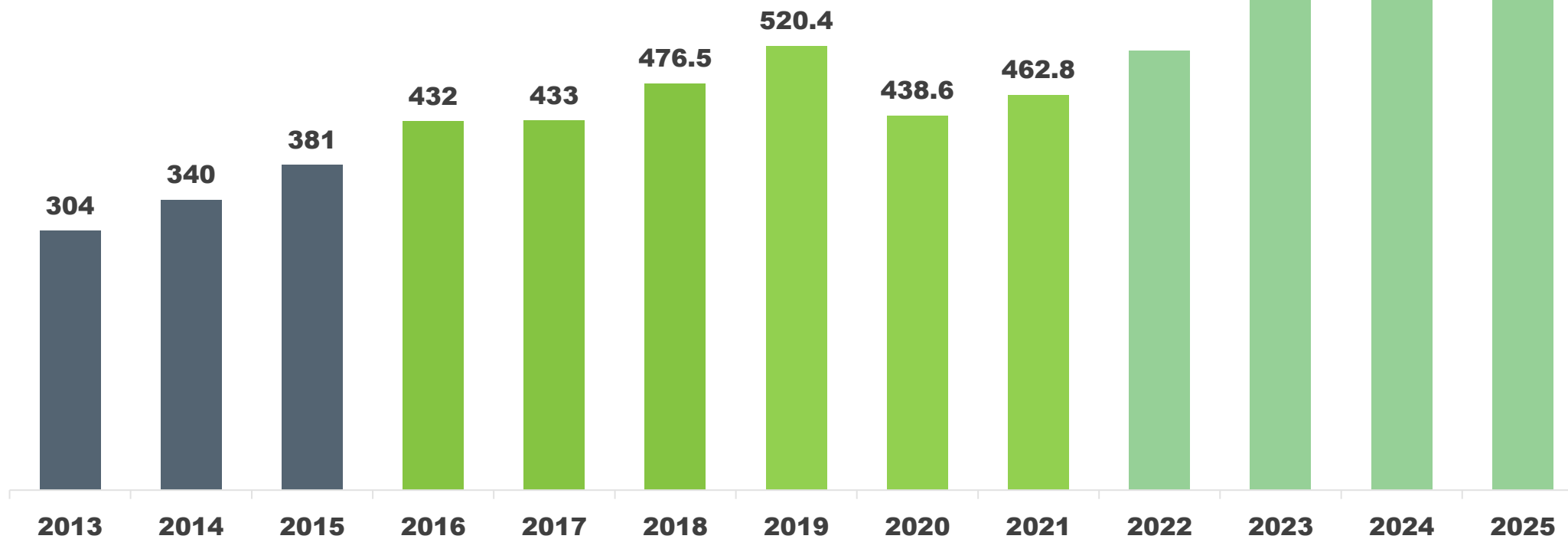
Maintain strict control over expenditure and decide on informed priorities for R&D challenges

Finalise the disposals and control debt levels

Pursue the deployment of latest generation industrial management systems (PLM, ERP, NPI) to drive operational and financial efficiency

**Capacity for acceleration** largely offsetting the end of the historic contract for telematics for light vehicles

ACTIA aims to exceed revenue of €800m 4 to 5 years out despite a reduced scope



# THANK YOU FOR YOUR ATTENTION



## CONTACTS

### ACTIA GROUP

Catherine MALLET  
+33 (0)561 176108  
contact.investisseurs@actia.fr

### CALYPTUS

Marie CALLEUX  
+33 (0)153 656868  
actia@calyptus.net

**Next publication**  
**Q1 2022 turnover: Thursday 19 May 2022 (7 am)**  
**Annual General Meeting: Tuesday 24 May 2022 at 5 pm**

For further information: ACTIA GROUP  
5 rue Jorge Semprun - BP 74215 - 31432 TOULOUSE Cedex 4  
Tel: +33 (0)561 17 61 98 - Fax: +33 (0)561 17 44 04

[www.actia.com](http://www.actia.com)

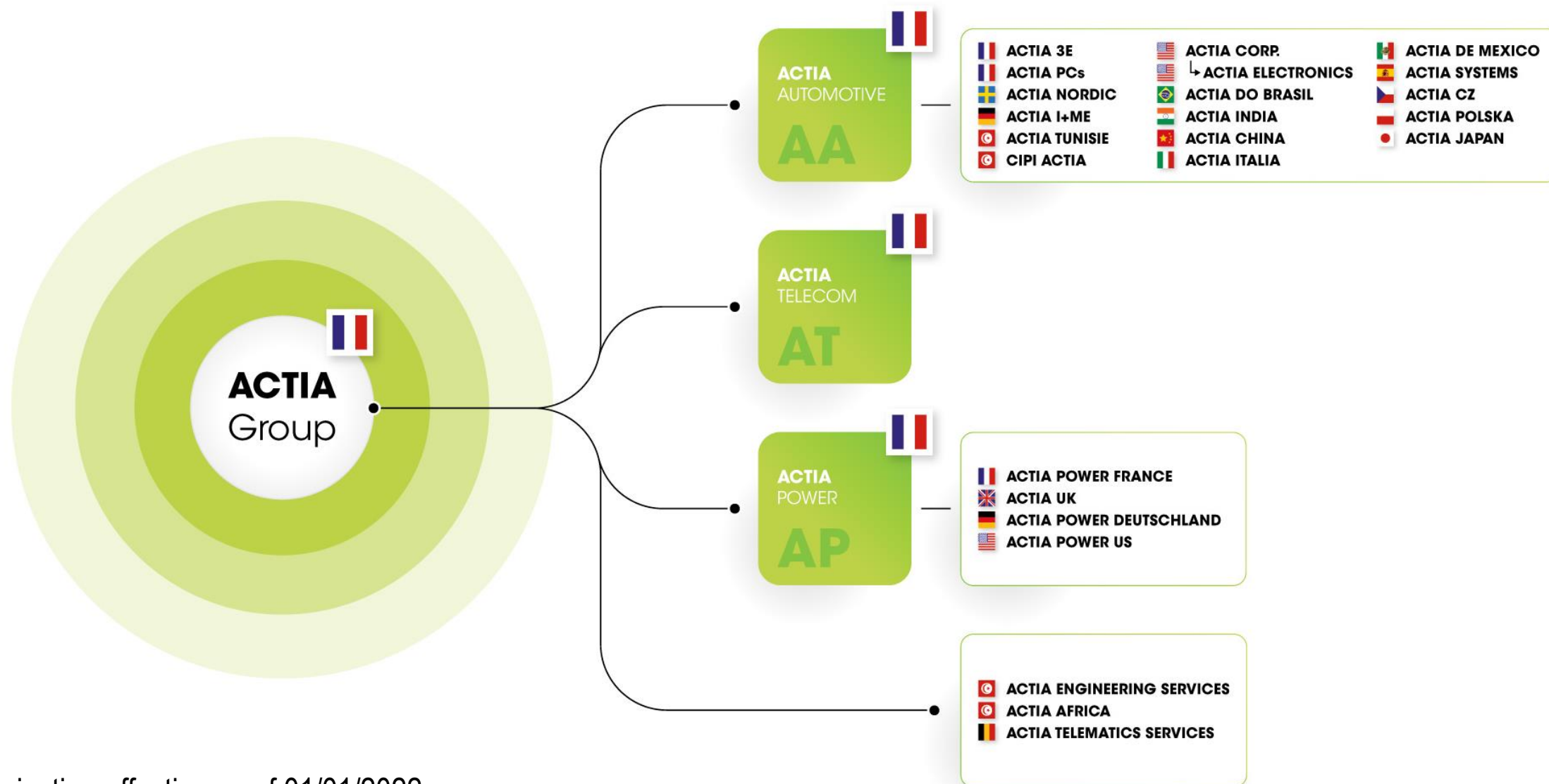


# APPENDICES



# AN INTERNATIONAL

## organisation



Organisation effective as of 01/01/2022

# GOVERNANCE

## Composition of the Board of Directors



**Jean Louis PECH**  
*Chief Executive Officer*



**Marine CANDELON**  
*Deputy Chief Executive Officer*



**Jean-François CALMELS**  
*Deputy Chief Executive Officer*



**Catherine MALLET**  
*Deputy Chief Executive Officer*



**Stanislas BAILLY**  
*Director*



**Catherine CASAMATTA\***  
*Director*



**Carole GARCIA\***  
*Director*



**Laura PECH**  
*Director*



**Frédéric THRUM**  
*Director*



**Véronique VEDRINE**  
*Director*



**Marie-Louise RIBAUT**  
*Director representing employees*



**Martine CHUPIN**  
*Director representing employees*

\*Independents

# CONSOLIDATED ACCOUNTS

## Balance sheet: Assets

Consolidate assets in €k	31/12/2021	31/12/2020	31/12/2019
Goodwill	24,148	24,148	24,148
Development costs	54,971	59,518	59,496
Other intangible assets	2,511	1,585	1,386
<b>Total intangible assets</b>	<b>81,630</b>	<b>85,251</b>	<b>85,030</b>
Land	2,889	3,612	3,690
Buildings	35,556	38,445	37,662
Plant	18,773	20,647	23,241
Other fixed assets	12,793	14,730	19,275
<b>Total fixed assets</b>	<b>70,010</b>	<b>77,434</b>	<b>83,867</b>
Investments consolidated using the equity method	856	774	672
Non-current financial assets	1,999	1,751	1,276
Deferred taxation	11,252	13,163	11,769
Non-current tax credit	14,147	11,910	11,808
<b>TOTAL NON-CURRENT ASSETS</b>	<b>179,894</b>	<b>190,284</b>	<b>194,421</b>
Stocks and work in progress	172,656	149,564	161,135
Accounts receivable	144,739	141,364	140,223
Other operations related current receivables	17,830	10,222	12,407
Current tax credit	11,473	11,855	10,785
Fair value of other financial assets	890	0	1,216
Cash and cash equivalents	56,639	53,414	46,604
<b>TOTAL CURRENT ASSETS</b>	<b>404,227</b>	<b>366,419</b>	<b>372,370</b>
Assets held for sale	14,183	0	0
<b>TOTAL ASSETS</b>	<b>598,304</b>	<b>556,703</b>	<b>566,791</b>

# CONSOLIDATED ACCOUNTS

## Balance sheet: Liabilities

Equity and consolidated liabilities in €k	31/12/2021	31/12/2020	31/12/2019
Capital	15,075	15,075	15,075
Premiums	17,561	17,561	17,561
Reserves	89,568	106,706	101,109
Translation reserve	(2,649)	(4,363)	(2,597)
Treasury shares	(162)	(162)	(162)
Income for the period	(6,379)	(19,043)	8,604
<b>Equity attributable to owners of the Group</b>	<b>113,014</b>	<b>115,773</b>	<b>139,589</b>
<b>Minority interests</b>	<b>562</b>	<b>313</b>	<b>799</b>
<b>EQUITY</b>	<b>113,576</b>	<b>116,087</b>	<b>140,388</b>
Borrowings from credit institutions	164,127	144,047	117,619
Lease financing liabilities	15,966	13,270	14,820
Other financial liabilities	963	986	1,465
<b>Total non-current debt</b>	<b>181,057</b>	<b>158,302</b>	<b>133,904</b>
Deferred tax liability	1,646	4,186	3,931
Provisions for pensions and other long-term benefits	9,721	11,507	11,083
<b>TOTAL NON-CURRENT LAIBILITIES</b>	<b>192,423</b>	<b>173,995</b>	<b>148,918</b>
<b>Provisions</b>	<b>11,273</b>	<b>10,526</b>	<b>8,059</b>
Borrowings from credit institutions – short term	54,713	49,467	38,823
Lease financing liabilities – short term	4,735	5,566	5,574
Other financial liabilities – short term	1,591	1,961	1,829
Current bank overdrafts	36,354	40,925	60,405
Fair value of derivative financial instruments	0	7,486	0
<b>Total current financial liabilities</b>	<b>97,393</b>	<b>105,404</b>	<b>106,632</b>
Accounts payable	92,408	69,893	85,282
Other liabilities	74,171	63,859	62,001
Tax liabilities (corporation tax)	1,267	2,003	1,342
Deferred income	15,381	14,935	14,170
<b>TOTAL CURRENT LIABILITIES</b>	<b>291,893</b>	<b>266,622</b>	<b>277,485</b>
Liabilities held for sale	411	0	0
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>598,304</b>	<b>556,703</b>	<b>566,791</b>

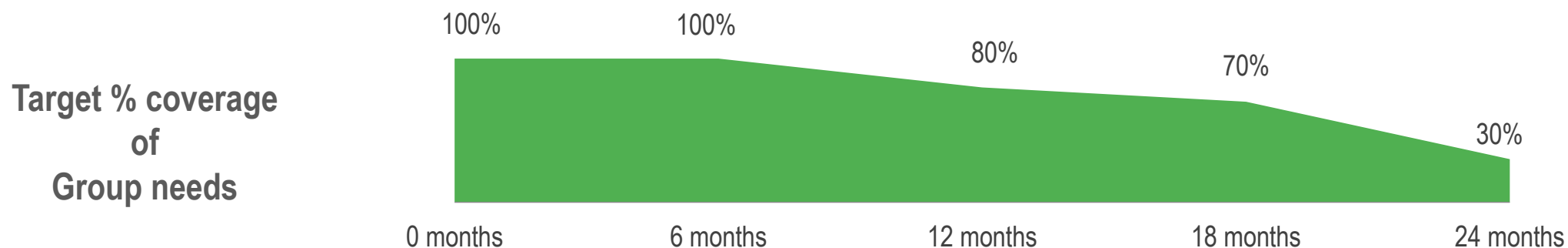


# CONSOLIDATED INCOME STATEMENT

Consolidated income statement in €k	2021	2020	2019
<b>Revenue from operations (Turnover)</b>	<b>462,839</b>	<b>438,593</b>	<b>520,411</b>
- Materials and supplies	(254,640)	(234,617)	(288,105)
- Personnel costs	(131,604)	(119,956)	(123,134)
- External charges	(61,930)	(58,433)	(77,688)
- Taxes	(5,612)	(6,023)	(6,648)
- Provisions for depreciation	(32,826)	(30,928)	(29,375)
+/- Variances in stocks of finished goods and work in progress	4,562	(1,726)	12,085
+/- Exchange gains / losses on operating activities	1,460	291	3,126
+ Research Tax Credit	6,510	5,553	4,734
<b>Current operating income</b>	<b>(11,241)</b>	<b>(7,248)</b>	<b>15,406</b>
+ Other operating income/(expense)	1,320	390	871
- Impairment of goodwill	0	0	0
<b>Operating income</b>	<b>(9,921)</b>	<b>(6,857)</b>	<b>16,276</b>
+ Income from cash and cash equivalents	12	99	12
- Interest and financial charges	(3,921)	(3,706)	(3,940)
+ Other financial income/(charges)	7,501	(8,773)	44
<b>Financial result</b>	<b>3,592</b>	<b>(12,379)</b>	<b>(3,884)</b>
+ Net income, Group share – equity affiliates	95	103	54
+ Taxation	160	(308)	(3,722)
<b>Income for the period</b>	<b>(6,074)</b>	<b>(19,441)</b>	<b>8,724</b>
* attributable to Group shareholders			
Net income for the period	(6,379)	(19,043)	8,604
* Minority interests			
Net income for the period	306	(398)	120
<b>Basic and diluted earnings per share (in €) – Group share</b>	<b>(0.32)</b>	<b>(0.95)</b>	<b>0.43</b>

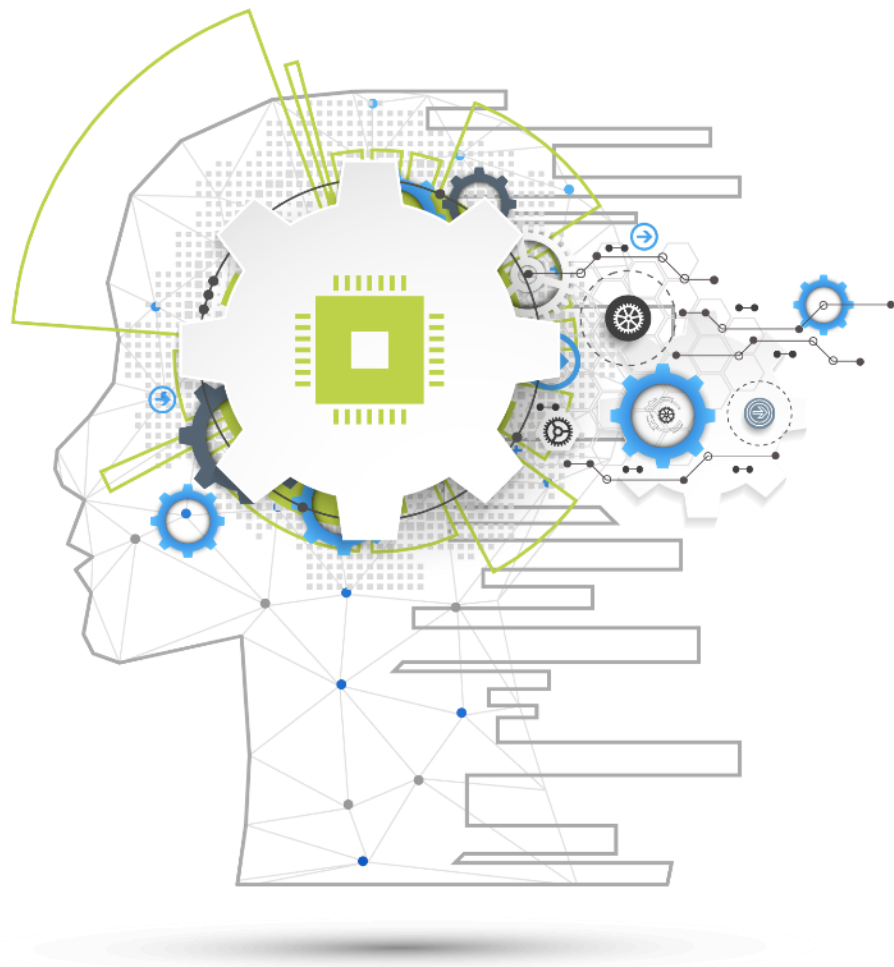
## ONGOING MANAGEMENT OF GROUP NEEDS

- Foreign exchange hedging strategy (plan, cover, do not speculate)
- Process based on a range of tools (futures, options, tunnels, accumulators...)



- Average rate 2021: 1.1792 (vs. 1.1616 in 2020) vs. Average market rate 1.1835 (vs. 1.1413 in 2020).

## LONG TERM BALANCING OF SHORT-TERM VARIANCES



## Electronics **on the Move**

- Design, Produce and Operate.
- Electronics at the service of system management.
- Demanding levels of uncompromising quality.



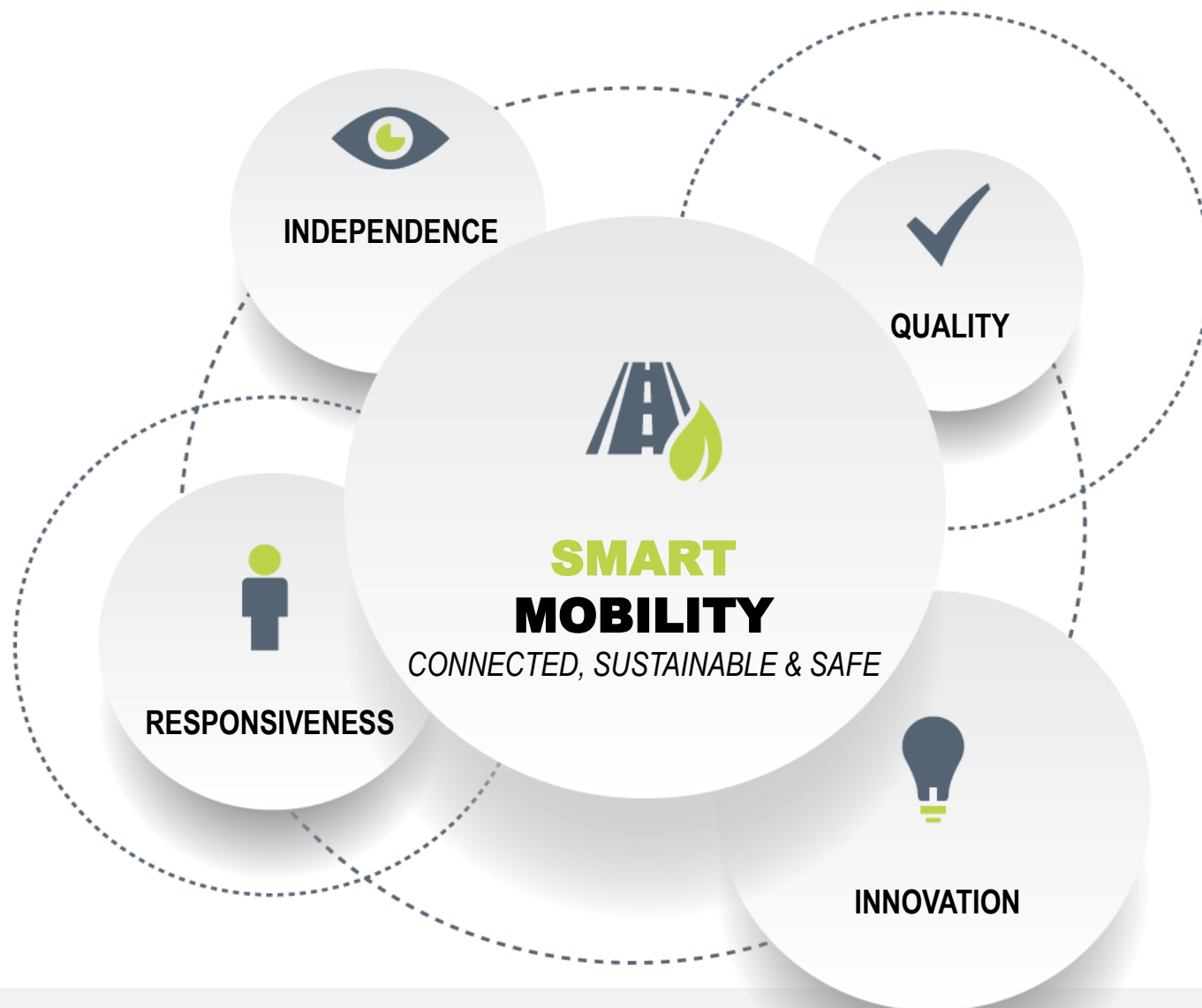
CERTIFICATES OF APPROVAL  
AERONAUTICS MAINTENANCE BODY

**PART 145 / FAA / TCCA**



# OUR COMMITMENTS

& our challenges



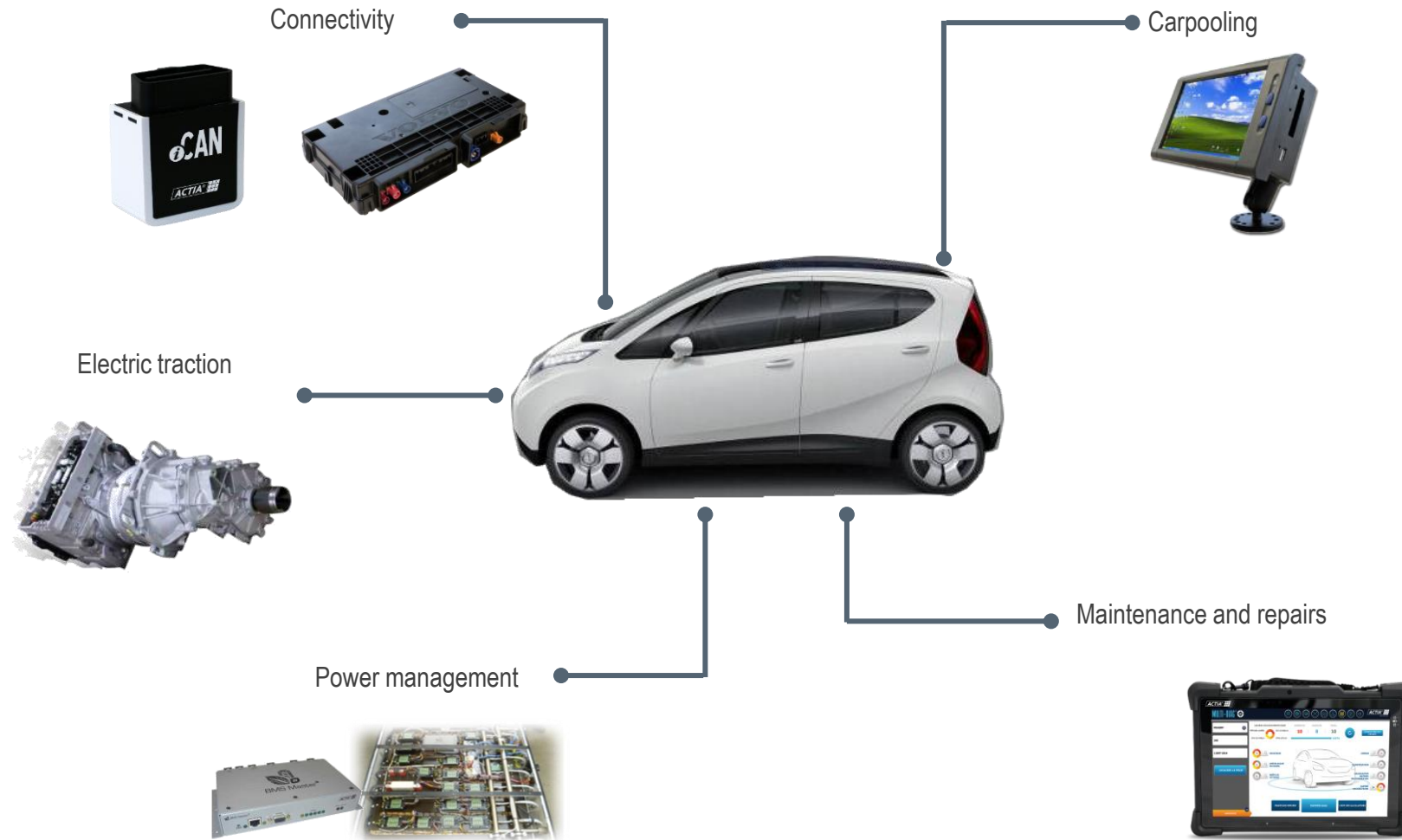
# AT THE SERVICE

of major international customers

- ABB
- AIRBUS
- ALLISSON TRANSMISSION
- ALSTOM
- BMW
- CAF
- CNH INDUSTRIAL
- CUSTOM BUS
- DAIMLER
- DEKRA
- EDF
- FAURECIA
- GEELY
- FAURECIA
- GEELY
- HAULOTTE
- INFRANOR
- IRIZAR
- KING LONG
- KUHN
- MANITOU
- MARCOPOLO
- OSHKOSH
- SIEMENS
- SNCF
- SOLARIS
- SOMFY SAS
- STELLANTIS
- THALES
- TOYOTA
- TRATON
- VAN HOOL
- VOLKSWAGEN
- VOLVO AB
- VOLVO CARS
- YAMAHA
- YUTONG

# EXAMPLES OF APPLICATIONS

## Light vehicles



# EXAMPLES OF APPLICATIONS

## Coaches, buses and trams





# EXAMPLES OF APPLICATIONS

## Trucks and utility vehicles

Electric control and vehicle architecture



Exploitation of social data



Secure connectivity



Maintenance and repairs



Power storage and management

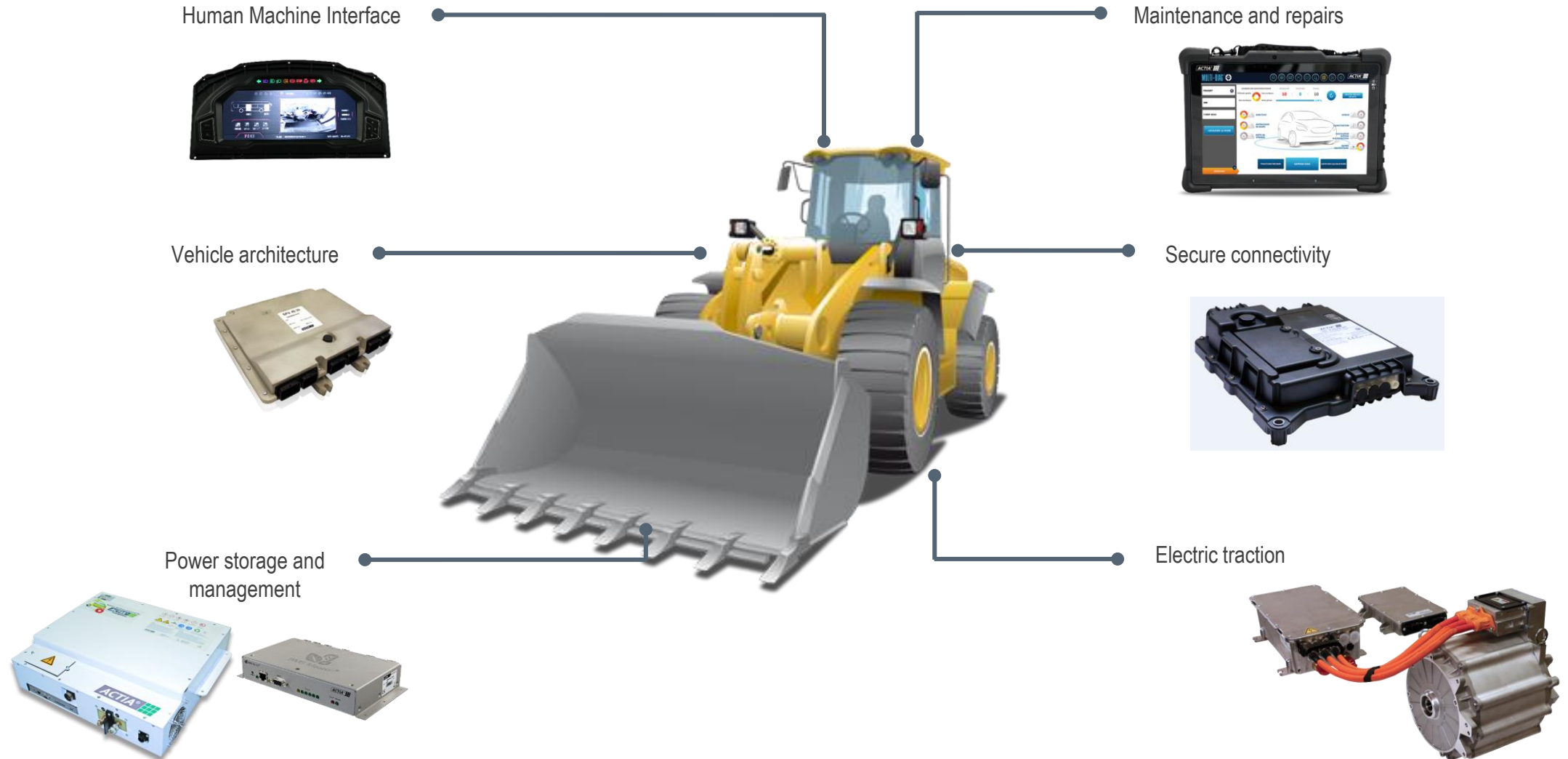


Management and conversion of power



# EXAMPLES OF APPLICATIONS

## Off-highway



# EXAMPLES OF APPLICATIONS

## Trains

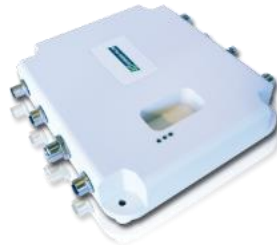
Passenger information and entertainment



Maintenance



Connectivity



Security and video-surveillance



Power conversion



Storage and management of power



### OEM

- **ACTIA, an international player in embedded electronic systems for means of transport: light, industrial and specialist (construction and agriculture) vehicles**
- **ACTIA designs, develops, makes production ready and produces specific products on behalf of its manufacturer customer**
  - Electronic architecture and multiplexing
  - Instrumentation and driver's cab
  - Audio and video systems / Telematics systems
  - Electrically powered vehicles
  - Vehicle diagnostics
- **ACTIA works to embed smart technology onboard vehicles, with three main objectives:**
  - Safety
  - Protection of the environment
  - Connectivity of equipment



**A COMPREHENSIVE RANGE OF HIGH PERFORMANCE SOLUTIONS**

### AFTERMARKET

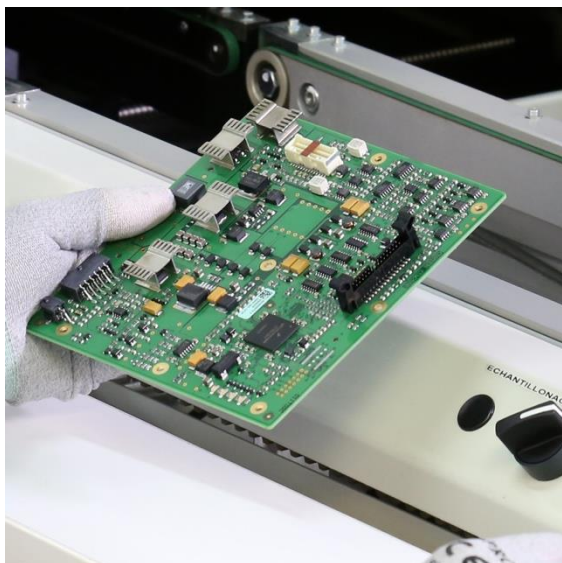
- **Workshop equipment and technical inspection solutions**
  - Complete range of equipment and services
  - Multi-Diag® multi-brand diagnostics tools are a benchmark for automobile repair and maintenance
  - A systems based approach
- **Fleet systems and services**
  - Development of a products and services strategy for fleets
  - Wide range of current and prospective customers:
    - Public transport
    - Freight
    - Rental vehicles
    - Specialist vehicles...



**AN INNOVATIVE OFFER TO MEET CHANGING ENVIRONMENTAL AND SAFETY REGULATIONS AND FINANCIAL NEEDS**

# EXPERTISE

## Automotive



- Standardised means of production across sites.
- Industry 4.0 technologies.
- Multi-sector production capacity: complex, short, medium and long production runs.
- Comprehensive range of industrial services.

### FRANCE (Toulouse)

Finished products: 2.6 million  
Components used: 0.8 billion

### TUNISIA (Tunis)

Finished products: 4.3 million  
Components used: 1.6 billion

### UNITED STATES (Detroit)

Finished products: 30,000  
Components used: 25 million



- **SatCom**
  - Mobile ground stations for civil and military use
- **Power**
  - Data management equipment for energy infrastructure
- **Rail**
  - Equipment for broadcasting digital television and radio, information in public transport and train to trackside communications



**A COMPLEMENTARY BUSINESS ACTIVITY, GENERALLY INCREMENTAL AND WITH INCREASING SYNERGIES WITH AUTOMOTIVE**



# ENTERPRISING SPIRIT



MOVING FORWARD TOGETHER



[www.actia.com](http://www.actia.com)

