

PRESS RELEASE

Toulouse, 15 November 2023 at 7 am

ACTIA GROUP THIRD QUARTER 2023 TURNOVER

IFRS (in € millions)	2023 ⁽¹⁾	2022	Var.
Q1	138.2	114.4	+20.8 %
Q2	150.5	134.1	+12.2 %
Q3	136.1	110.7	+23.0%
o/w Automotive	120.5	95.1	+26.8%
Telecoms	15.5	15.4	+0.8%
9 months	424.8	359.2	+18.3%
o/w Automotive	367 ;2	308.9	+18.9%
Telecoms	57.5	50.0	+14.9%

(1) Unaudited data.

ACTIA's turnover grew in the third quarter by 23.0% to reach €136.1m. For the first nine months of 2023, the overall increase was 18.3% with turnover of €424.8m, compared to €359.2m for the same period in 2022. The business is performing in line with the usual seasonal pattern and the Group's expectations: the components market has continued to improve and significant shipments are still planned for the Telecoms (SatCom) Division for the end of the year.

For the nine months, international customers accounted for 65.5% of consolidated turnover. The Group enjoyed double-digit growth across all continents with the exception of Africa (2.4% of turnover), pending these SatCom shipments. This trend continued into the third quarter with a sharp upturn in the Americas and Europe Regions.

The **Automotive Division** generated 86.4% of the Group's revenue over the nine months, a total of €367.2m, up by 18.9%. In the third quarter, the gradual improvement in the supply situation produced the expected growth with quarterly sales up by 26.8%. This was driven by the **OEM*** business, which accounted for 78.9% of the division's quarterly sales and rose by 32.0%, with a particularly good technological and commercial performance from the ACTIA solutions for construction machinery, trucks, buses and coaches & cars, and trains. Due to the ongoing effects of the disposal of the Technical Inspection and Garage Equipment businesses in April 2022, the **Aftermarket**** business, which accounted for 5.0% of the division's quarterly sales, saw a decline of 20.3% over the full nine months, dropping to just 4.8% in the third quarter, a negative impact on turnover of €0.3m. The **MDS***** business, which accounted for 10.3% of the division's quarterly sales and whose decline of 4.5% over the quarter (representing a negative impact on turnover of €0.6m), reduced growth over the nine months to just 1.5%. This was due to lower levels of activity in home automation, down by €5.7m, related to the situation in the construction industry. Lastly, "Other", which accounted for 5.7% of the division's quarterly sales, or €6.9m, and is a reflection of ACTIA's significant expertise insofar as it sells studies under the terms of R&D outsourcing contracts, enjoyed further revenue growth of 78.0% over the nine months and 91.8% in the third quarter.

The **Telecoms Division** generated 13.5% of the Group's revenue over the nine months, a total of €57.5m, up by 14.9%. In the third quarter, the business was slightly up by 0.8%, pending more significant SatCom shipments at the end of the year, with the division's Rail business offsetting the delays.

2023 OUTLOOK

ACTIA is maintaining its objective of growth in excess of 15% for 2023. The Group continues to work to facilitate the management of its WCR during a period of sustained growth, counting on further improvements in the supply of components to enable its factories to return to normal operation, while continuing to address inventory levels and setting up factoring within its larger business units in order to make better use of trade receivables.

Reassured by its solid order book and its portfolio of multi-year contracts that continues to grow, ACTIA Group targets revenue in excess of €800m by the end of 2025. This growth will be associated with a new segmentation of the Group's business into 4 Divisions (Mobility, Energy, Aerospace and Engineering) to provide greater clarity and visibility, and, by the same token, a reinforced growth dynamic. These changes will be made over the next 3 years.

ACTIA is closely monitoring any effects that the conflict in the Middle East might have on its business: while these currently remain unknown or unfelt, the conflict could adversely affect the global economy and the electronics industry in particular.

* OEM: Original Equipment Manufacturer

** Aftermarket: including repairs and maintenance

*** MDS: Manufacturing Design & Services

ABOUT ACTIA

ACTIA Group is a mid-market company (ETI) founded in 1986. It is at once family-owned and international and its head office is located in France. The 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 electronics to control systems in the particularly demanding fields of the automotive, rail, aeronautics, space, defence, energy and telecommunications industries.

The commitments made by ACTIA are reflected in the Group's ambitious contributions to addressing societal issues: mobility, connectivity, safety and the environment. Control over the design and production of products bearing the ACTIA signature is a true guarantee of quality. Without exception, all Group employees share this belief in quality in a fully certified environment.

KEY FIGURES

- 2022 turnover: €499.8m.
- More than 3,950 employees around the world, of whom roughly 1,400 engineers and technicians working in R&D.
- Present in 16 countries.
- 14 to 18% of revenue reinvested every year in R&D.

STOCK EXCHANGES

- Euronext Growth Paris
- ISIN FR0000076655 – Mnemonic: ALATI Reuters: MRSP.PA – Bloomberg: AIELF: FP
- Indices: Euronext Growth All Shares – Euronext Tech Croissance – Euronext Helios Space – Enternext PEA-PME 150 – GAÏA index

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DATES FOR THE DIARY

- Q4 and FY 2023 turnover: Wednesday 21 February 2024 (7 am)
- 2023 annual results: Tuesday 26 March 2024 (7 am)
- Investors' meeting: Wednesday 27 March 2024