



**PRESS
RELEASE**

Key figures

Turnover: € 303.7 million
2,680 employees
15 countries
62 % of sales generated outside France

Strong rise in 2013 profits

Improvements to the Group balance sheet

Audited figures

In € millions	2013	2012	Var.
Turnover	303.7	289.1	+ 5.0 %
EBITDA (1)	27.3	17.6	+ 55.1 %
Operating profit	16.4	10.4	+ 58.4 %
Cost of debt	(2.5)	(5.3)	÷ 2
Taxation	(3.1)	(0.6)	x 5.6
Net profit	10.9	4.1	x 2.6
Group share of net profit	10.6	4.4	x 2.4
Gearing	101 %	126 %	- 25 pts

(1) EBITDA: net profit + taxation + variations in the value of goodwill + interest and cost of debt + provisions for depreciation

The Board of ACTIA Group, which met on 24 March 2014 under the Chairmanship of Christian Desmoulins, voted to adopt the annual and consolidated Group accounts as at 31 December 2013 and submitted them to the Supervisory Board.

Accelerated growth in the international business

In 2013, ACTIA Group generated turnover of € 303.7 million, up by 5.0 % thanks to the new momentum shown by the new generation of products and the rise of international sales (+ 14.8 %). Customers located outside France now represent 62.2 % of turnover as opposed to 56.4 % in 2012.

The **Automotive Division** (89.0 % of sales) registered turnover growth of 4.2 % to reach € 270.2 million. This performance was driven by the increased production of on-board systems (telematic portal for vehicles, powertrain for electric vehicles), which are becoming more and more successful. Sales were particularly dynamic in the markets of North America and China, while results in Europe were satisfactory after allowing for a slight decline in sales to French customers.

After hitting a low point in 2012, the **Telecommunications Division** (11.0 % of sales) produced turnover of € 33.3 million, an increase of 12.0 %, driven mainly by the success of ground stations and renewed investment by mobile telephone operators in 4G infrastructure.

ABOUT ACTIA®

ACTIA®, an international group based in Toulouse, is one of the leading players in the field of innovative electronic on-board systems, manufactured in small and medium sized production runs, for the transport (on and off-road, railways and airlines) and telecommunications industries.

From components to systems and systems to networks, ACTIA Group takes an integrated and differentiated approach to meeting the emerging challenges for travel, which are safety, protection of the environment and connectivity.

Profitability up and a stronger balance sheet

In 2013, the progress made by Group sales, combined with the reduction in external costs (less outsourcing) and the optimisation of productivity figures, enabled ACTIA Group to improve Operating Profit by 58.4 % to reach € 16.4 million, as compared to € 10.4 million in 2012.

Thanks to the improved competitiveness of the organisation, the volume of R&D, of which 52.4 % remained at the cost of the customer, was € 45.4 million, a slight decrease compared to 2012. As a percentage of turnover, it represented 14.9 %, as opposed to 16.0 % in 2012.

After taking into account the lower cost of debt of € 2.5 million (as compared to € 5.3 million in 2012), and taxation of € 3.1 million, Net Profit for 2013 was € 10.9 million, which compares very favourably with € 4.1 million in 2012.

As at 31 December 2013, thanks to a reduction of € 9.1 million in its net debt, ACTIA Group's gearing fell by 25 points to 101 %, as opposed to 126 % as at 31 December 2012. Thanks to further improvements in working capital requirements and the optimisation of its investments, at end 2013 the Group had free cash flow of € 16.9 million, as compared to € 9.2 million at end 2012.

The strong improvement to ACTIA Group's financial ratios enabled it to respect all bank covenants and loan repayments.

Favourable outlook

In 2014, the objective for ACTIA Group is to achieve similar levels of growth to the 2013 financial year, while consolidating profitability and continuing to reduce debt.

To achieve this, against a global backdrop that remains fragile, the Group intends to make the most of the new momentum being shown by its innovative products, which will go hand in hand with increases in production capacity at existing sites.

Finally, ACTIA Group will maintain its cost reduction efforts and continue to optimise working capital requirements.

Supervisory Board

The Supervisory Board has appointed Jean-Louis Pech as Member of the Board and intends to propose to the next Annual General Meeting the distribution of the same dividend as in 2013, namely € 0.07 per share.

ACTIA Group is eligible for PEA PME

Next press release:

Q1 2014 turnover

Wednesday 14 May 2014

To be released prior to opening of the Paris Stock Exchange at 7 am

Annual General Meeting

Wednesday 28 May 2014

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Find and receive further
information about the Group
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www.actiagroup.com

Number of shares: 20,099,941
NYSE Euronext C
ISIN FR0000076655
Mnemonic: ATI
Reuters: MRSP.PA
Bloomberg: AIELF:FP