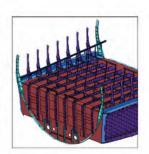
# Annual report



































# Key figures 2015

#### **Message from the President**



SOGECLAIR is a leading high-quality engineering and manufacturing company working for cutting edge industries in the aeronautics, space and transport sectors. Our group counts nearly 1,400 staff spread all round the world in order to offer all its customers close support of the highest standard.

The solutions we design and the products

we manufacture or help to have manufactured all have something in common: they are innovative and have high added-value.

These skills, which have been ours for more than 40 years, this know-how that we enhance day by day thanks to the specialisation of our teams, allows us to support our customers and partners from

the design and simulation stages through to the end of our products' lifetimes, all along the manufacturing chain and at the time of entry into service.

From aircraft subassemblies to terrestrial drones, from on-board equipment to driving simulators, from structural architecture to component certification, from synthetic environment software to the finished product, we bring our expertise through a made-to-measure offering that is always best suited to our customers' needs.

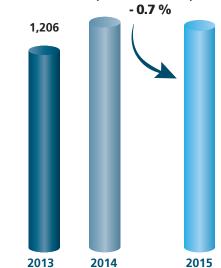
On the strength of its history, its values and the satisfaction of its customers, SOGECLAIR is a player with a unique positioning that provides an answer, in its market segments, to today's technological and economic challenges... and to those of tomorrow.

Philippe Robardey
President and CEO



# 1,377 1,367

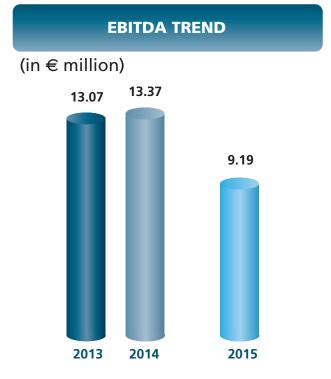
**HEADCOUNT TREND** 



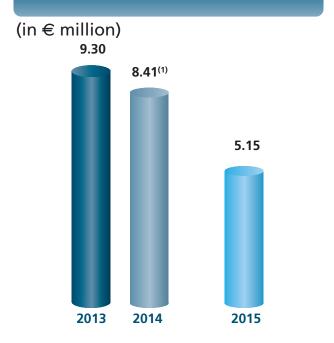
#### **DISTRIBUTION OF ACTIVITY PER COUNTRY**



# Key figures 2015

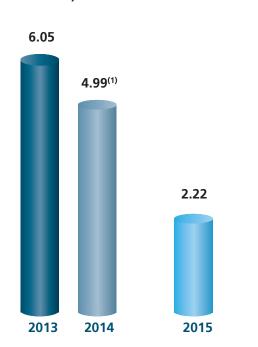


#### **OPERATING RESULT TREND**

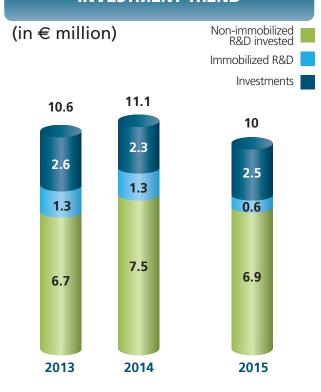




(in € million)



#### **INVESTMENT TREND**



(1) Costs of learning curve of serial production of the activity "access covers" immediately included into the cost.

## Reference document 2015

## including the annual financial report





This reference document was registered with the Autorité des Marchés Financiers (AMF) (Financial Markets Authority) on 27 April 2016, in accordance with article 212-13 of its General Regulations. It may be used to support a financial operation only if it is completed by a transaction note signed by the AMF. This document was drawn up by the issuer and engages the responsibility of its signatories.

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# 1 PERSONS RESPONSIBLE

## 1.1. Persons responsible for the information

Mr Philippe ROBARDEY

**President and Chief Executive Officer** 

Phone: 33 (0)5.61.71.71.71

Email: philippe.robardey@sogeclair.com

Mr Marc DAROLLES

**Executive Vice President** 

Phone: 33 (0)5.61.71.71.71

Email: marc.darolles@sogeclair.com

## . Declaration of the person responsible for the reference document

I certify, after having taken every reasonable step to that effect, that the information contained in this reference document provides, to my knowledge, a true and fair picture of the existing situation and that there are no omissions that could affect its significance.

I certify that, to my knowledge, the accounts have been established in accordance with the applicable accounting standards and give a true and faithful picture of the asset base, financial situation and results of the company and of all the companies included in the consolidation, and that the management report, given in Chapter 26, presents a true and faithful picture of the business trends, results and financial situation of the company and of all the companies included in the consolidation as well as a description of the main risks and uncertainties with which they are faced.

I have obtained from the statutory auditors, MOREREAU AUDIT and EXCO FIDUCIAIRE DU SUD OUEST, an end-of-mission letter in which they state that they have verified the information concerning the financial situation and the accounts given in this reference document and have read the complete reference document.

The financial information presented in this reference document is the subject of a report drawn up by the auditors on the consolidated accounts and on the annual accounts. This report is included in § 20.4.1 of this document.

Pursuant to Article 28 of European regulation 809/2004, the following information is contained by reference in this reference document:

- Consolidated accounts and company accounts to 31 December 2014 and the reports of our auditors relative to them, presented respectively on pages 29 to 66 of reference document No. D.15.0369 registered with the Autorité des Marchés Financiers on 17 April 2015.
- Consolidated accounts and company accounts to 31 December 2013 and the reports of our auditors relative to them, presented respectively on pages 28 to 64 of reference document No. D.14-0380 registered with the Autorité des Marchés Financiers on 17 April 2014.

Blagnac. 27 Aril 2016 Mr Philippe ROBARDEY

**President and Chief Executive Officerl** 

# 2 AUDITORS

### 2.1. Contact details

#### **Statutory Co-Auditor**

## **EXCO FIDUCIAIRE DU SUD OUEST represented by Mr Jean- Marie FERRANDO**

2 rue des Feuillants 31000 TOULOUSE

Renewed in this position by the Ordinary General Meeting held on 28 May 2010, for a period of 6 years, that is until the Ordinary General Meeting held to approve the accounts for the year ending on 31 December 2015.

It will be proposed at the next General Meeting to renew the latter for a further a period of 6 years, that is to say through until the annual General Meeting to be held in 2022, called to vote on the accounts for the year ending 31 December 2021.

#### **Statutory Co-Auditor**

## MOREREAU AUDIT SAS represented by Mr Robert MOREREAU

10 rue Reyer 31200 TOULOUSE

Renewed in this position by the Ordinary General Meeting held on 20 May 2015, for a period of 6 years, that is until the Ordinary General Meeting held to approve the accounts for the year ending on 31 December 2020.

#### Substitute co-auditor

#### Mr André DAIDE

2 rue des Feuillants 31076 TOULOUSE

Appointed by the Ordinary General Meeting held on 28 May 2010, to replace Mr Christian DUBOSC, for a period of 6 years, that is until the Ordinary General Meeting held to approve the accounts for the year ending on 31 December 2015.

It will be proposed at the next General Meeting to renew the latter for a further a period of 6 years, that is to say through until the annual General Meeting to be held in 2022, called to vote on the accounts for the year ending 31 December 2021.

#### **Substitute co-auditor**

#### **CABINET JEAN BONNET - CJB AUDIT**

3 allée Van Dyck 87000 LIMOGES

Renewed in this position by the Ordinary General Meeting held on 20 May 2015, for a period of 6 years, that is until the Ordinary General Meeting held to approve the accounts for the year ending on 31 December 2020.

## 2.2. Auditors who verified the annual accounts presented in the reference document

First name and surname	Date of renewal or of first appointment	Mandate expiring at the General Meeting held to approve the accounts for the year ending:
Statutory Co-Auditor EXCO FIDUCIAIRE DU SUD OUEST represented by Mr Jean-Marie FERRANDO 2 rue des Feuillants - 31000 TOULOUSE	General Meeting held on 28 May 2010	31 December 2015
Statutory Co-Auditor MOREREAU AUDIT SAS represented by Mr Robert MOREREAU 10 rue Reyer - 31200 TOULOUSE	General Meeting held on 20 May 2015	31 December 2020

# SELECTED FINANCIAL INFORMATION

## 3.1. Information relative to accounting periods

#### 3.1.1. Main items on the income statement

(in € million)	2015	2014	2013
Sales	127.78	114.42	104.75
EBITDA(1)	9.19	13.37	13.07
Current Operating Income	5.15	8.41	9.30
Other operating income and expenses	-0.01	-1.51	-0.19
Operating income	5.09	6.89	9.15
Income before taxes	3.42	6.76	9.08
Net profit	2.20	4.71	6.08
Net profit, group share	2.22	4.99	6.05

<sup>(1)</sup> Operating income – Other operating income and expenses + operating amortisation and provisions

#### 3.1.2. Financial structure

(in € million)	2015	2014	2013
Equity capital	39.68	37.89	32.49
Qualified pre-payments (QPP)	3.27	3.72	4.05
Net debt (excluding QPP)	-10.81	-4.84	9.29
Net gearing (excluding QPP)	0.27	0.13	-0.29

#### 3.1.3. Activity trends

Per country (in € million)	2015	2014	2013
France	65.3	77.2	70.4
Germany	13.6	16.1	20.3
United Kingdom	12.6	7.4	4.2
Spain	8.8	4.7	3.8
North America	21.8	3.6	2.1
Other countries	5.7	5.4	6.0

# 3 SELECTED FINANCIAL INFORMATION

#### Per division and subsidiary (contribution to consolidated sales after elimination of intra-group operations)<sup>(1)</sup>

	20	15	20	14	20	)13
(in € million)	Value	As %	Value	As %	Value	As %
Aerospace Division	114.44	89.6	101.04	88.3	93.16	88.94
Sogeclair Aerospace Sas	61.95		71.84		65.52	
SOGECLAIR AEROSPACE GmbH	12.34		15.65		20.18	
Sogeclair Aerospace sa	3.81		2.41		1.77	
Sogeclair Aerospace Ltd	9.47		4.77		1.40	
Sogeclair Aerospace Sarl	0		0		0.01	
SOGECLAIR AEROSPACE Inc	0		0.24		0.03	
AVIACOMP SAS	6.99		4.31		3.93	
S2E CONSULTING SAS	0		0		0.32	
CHECKAERO BV	0		0.07		0.00	
RESSOURCES GLOBALES Inc(2)	10.34		0.64			
MSB DESIGN Inc(2)	8.79		1.02			
MSB GLOBAL RESOURCES Corp(2))	0.75		0.09			
Vehicle Division	2.03	1.6	2.29	2	1.73	1.66
SERA INGENIERIE SAS	2.03		2.29		1.73	
Simulation Division	11.29	8.8	11.08	9.7	9.85	9.40
OKTAL SAS	8.57		8.42		7.12	
OKTAL SE SAS	2.72		2.66		2.73	

(1) Excluding holding

(2) Subsidiaries acquired in mid-November 2014

#### 3.1.4. Human resources

(full-time equivalence)	2015	2014	2013
Engineers, managers and senior technicians	1,048	1,078	993
Technicians and employees	306	100	110
TOTAL	1,354	1,178	1,103

Additional information is given in paragraph 1.1 of Appendix 1 of the Board of Directors' report to the AGM.

#### **Working hours**

Additional information is given in paragraph 1.3 of Appendix 1 of the Board of Directors' report to the AGM.

#### **Training policy (French subsidiaries)**

Additional information is given in paragraph 1.7 of Appendix 1 of the Board of Directors' report to the AGM.

#### **Recruitment policy**

The company deploys a large number of means to satisfy its recruitment needs (head-hunters, websites, taking part in specialist trade shows, organising events, etc.).

#### 3.1.5. The SOGECLAIR customer base

The major French and international industrial accounts addressed by SOGECLAIR are essentially the following: Acetronix Co., Agency for Defence Development, Airbus (De, Es, Fr, UK), Airbus Defence & Space, Airbus Helicopters, Agusta Westland, Arianespace, Associated Air Center, ATR, Autosoft Asia, Bombardier (Aerospace, Transportation), CAE, C&D Aerospace Canada, Cnes, Daher, Dassault, DCN, DGA, Egis Avia, Embraer, Etienne Lacroix, Flying Colors, Gulfstream, HR Consultants, Honda, IARD Sensing solutions, IBM France, Icsa, Indra, Innosimulation Inc., Jet Aviation, L3 Link Simulation and Training, MAC Systems Corporation, MBDA, Mécachrome, Mitsubishi, MT Aerospace, Nissan Motor, Onera, Pacific Co Ltd, Peugeot Citroën Automobiles, PFW Engineering, Pratt & Witney, Premium Aerotec, Ratp, Renault,

Renault Trucks, Regional Transport District, SABCA, Sagem Défense Sécurité, Sefee, Sncf, Snecma Moteurs, Société de Transport de Montréal, StreetlabThales, The City of Calgary, Tongji University, Valeo, Zodiac Aerospace.

All sectors taken into account, over the financial year SOGECLAIR totalled 240 active customers.

SOGECLAIR intervenes in its national and export markets from its installations in France, Germany, Benelux, Canada, Spain, United Kingdom, USA and Tunisia. Sales outside France represented 49% of consolidated turnover for the financial year.

In terms of work recurrence, analysis of the customer portfolio in 2015 once again shows that our customers are very loyal. Detailed information on the risk of dependence with respect to our customers is given in paragraph 1.6 of the Board of Directors' report to the AGM, in chapter 26 of this reference document.

The projects accomplished for our customers may last between a few days for expertise work (that is to say some  $\in$ k) and several years (and several  $\in$  million). The specific commercial nature of our contracts is not covered by our corporate communications in order to preserve SOGECLAIRS's interests with respect to the competition.

## 3.2. Interim financial reporting

The interim financial information published by the issuer is available on our website www.sogeclair.com in the "investors" section.



The risk factors are given in paragraph 1.6 of the Board of Directors' report to the AGM, in chapter 26 of this reference document.

# 5

## INFORMATION CONCERNING THE ISSUER

## 5.1. Company history and development

#### 5.1.1. Corporate name

SOGECLAIR SA

5.1.2. Issuer's registration details

**Corporate and Trade Register number:** 

335 218 269 RCS Toulouse

**SIRET Company ID number:** 335 218 269 00025

APE business activity code: 6420Z

#### 5.1.3. Date of creation and duration

Date of creation: 1st February 1986

#### 5.1.5. Important events

1960.	companies.		
1989:	Diversification in the directions of engineering, consultancy and multimedia.		
From			
1992:	Strengthening of its skills and refocusing on high-tech professions; broadening of the customer base.		
1998:	Listing of SOGECLAIR on the Paris Stock Exchange (Alternative Investment Market).		
2000:	Takeover of OKTAL SA, an engineering company specialising in simulation and virtual reality. Takeover of THARSYS, an electronics engineering company.		
2001:	Setting up in Spain with the creation of a joint venture with MASA.		
2002:	Setting up in Germany with the acquisition of a majority holding in HIGH-END ENGINEERING (HEE) in Germany, an engineering company.  Creation of a subsidiary in Spain.  Creation of the ADM company in France with MECACHROME (SOGECLAIR has a 35% holding).		
2005:	Setting up in the United Kingdom with the creation of a subsidiary.		

1986: Creation of SOGECLAIR to lead the development of

**Duration:** 60 years to run from the date of registration on the corporate and trade register, that is until 16 April 2046.

Financial year: 1 January to 31 December.

## 5.1.4. Issuer's corporate headquarters and legal form

Corporate headquarters: 7, avenue Albert Durand - CS 20069 -

31703 BLAGNAC CEDEX (France)

**Phone:** 33 (0)5.61.71.71.71 - Fax: 33 (0)5.61.71.71.00

Website: www.sogeclair.com

**Legal form:** Société Anonyme (Joint Stock Company) with a Board of Directors, subject to the provisions of Book II of French Commercial Law.

2006:	Creation, with IGE+XAO, of S2E Consulting, a consulting com-
	nany specialised in systems and electrical engineering

**2007:** Creation of SERA INGENIERIE, specialised in special vehicle engineering.

2008: Creation with MECAHERS of AVIACOMP, a company specialised in the design, manufacture and assembly of

complex composite subassemblies; SOGECLAIR owns 55% of the shares.

Sale of the THARSYS subsidiary.

2009: Creation of a subsidiary in Tunisia; SOGECLAIR owns nearly 100% of the shares.

Buyout of minority holdings in the German subsidiary; SOGECLAIR owns more than 99% of the shares.

2010: Splitting of the Engineering & Consulting unit into two divisions: Aerospace and Vehicles.

Announcement of a new operational organisation within the Aerospace Division's engineering subsidiaries and adoption of the name: SOGECLAIR AEROSPACE.

Transfer of OKTAL SE shares to the minority shareholders; SOGECLAIR now owns nearly 65 % of the shares.

# 5 INFORMATION CONCERNING THE ISSUER

2013:

2014

2015:

#### 2011: Creation of CHECKAERO BV.

SOGECLAIR deployed its new organisation in 3 strategic divisions:

#### ■ Aerospace:

- a) for the engineering activities: Aerostructure, Systems Installation, Configuration and Product Data Management, Equipment – from consulting through to the product.
- b) for the joint ventures:
  - Design and production of composite and metallic aerostructure subassemblies,
  - Consulting in the area of systems architecture,
  - Verification of stress dossiers.
- **Vehicles:** *light industrial and military special vehicles engineering.*

■ **Simulation**: Design and training simulators, software workshops for simulation (environment, atmosphere, thermal, electromagnetism).

Creation of SOGECLAIR AEROSPACE Inc in Canada. Sale of OKTAL SE shares to the minority shareholders; SOGECLAIR holds 56.06% of the shares.

Acquisition of 80% of the MSB group in Canada and the USA and integration of these entities.

## 5.2. Main investments

#### 5.2.1. Completed

The most significant investments in 2015 consisted of immobilising development expenses amounting to more than  $\leq$ 0.5 million, in IT resources and production networks for  $\leq$  2.5 million.

The information relative to issuer's development expenses are given in chapter 11.1 of this reference document.

#### 5.2.2. Planned

Development expenses will continue to be incurred over the coming years in line with the programmes already initiated and for the development of new products and processes, in relation with our product and service lines.

#### 5.2.3. In progress

Industrial investments are currently being made to support the series production of the "wing access door" activity.

# 6 OVERVIEW OF ACTIVITIES

## 6.1. Main activities

#### 6.1.1. Operations and main activities

SOGECLAIR accomplishes large-scale design and co-development projects through to delivery for major industrial accounts and develops innovative simulation and virtual reality solutions.

#### a) Acknowledged know-how in the areas of:

- aeronautical and space engineering that can include the production of aerostructure subassemblies and aircraft interiors,
- special vehicles engineering and production (from light vehicles to industrial and military vehicles),
- simulation of software workbenches and industrial product simulators (development of innovative simulation and virtual reality solutions used for design and training purposes).

# b) The SOGECLAIR offer is organised around three types of contract according to the problems faced by its customers:

#### **Technological Assistance**

This type of intervention consists of calling on specialists who join the customers' teams for projects that take the form of a commitment of resources.

#### **Work-Packages**

This speciality allows our customers to outsource the design of all or part of their products. SOGECLAIR provides its knowledge of its customers' processes, methods and tools. These contracts provide medium-term visibility (3 to 5 years). For this type of development, SOGECLAIR is the project director and provides its know-how in the area of project management, means and methods, quality and management of subcontracting in general. This concerns contracts that take the form of a commitment to achieve a given result.

#### **Products and Systems**

This consists of taking charge of complete subassemblies or products, from their design phases through to production and series support. SOGECLAIR combines its own skills with those of its industrial partners.

This activity relies on R&D and project management skills and on programme management. This is based on a performance commitment.

These contracts may offer long-term visibility.

#### c) Activity of the division

#### Aerospace division: 89.6% of the activity

In this division, SOGECLAIR deploys its expertise in the areas of architecture and integration (process, methods, structures, installation of systems), design (primary and secondary structure, metallic and composite materials, mechanical and electrical systems, fittings), simulation and stress (finite element modelling, static, fatigue, damage tolerance, etc.), and lastly tests and qualifications.

Furthermore, throughout the life of the industrial product SOGECLAIR develops configuration management, operational quality and process and tools consulting and support activities.

Some examples of developments:

<u>design and stress calculation</u>: Airbus A350 centre section and belly beam, structural subassemblies for Dassault Aviation SMS programme, support for series follow-up on all of Dassault Aviation's civil and military programmes, aeronautical equipment wiring, payloads, antennas and test equipment for satellites,

- <u>design and production:</u> Airbus A400M and Beluga XL (for Stelia) nose landing gear compartment, electrical racks, composite subassemblies for Airbus A350 and Bombardier CSeries,
- <u>supply</u>: replicas of real equipment for simulation purposes, aircraft interior furnishings.
- <u>engineering</u> <u>support</u>: quality assurance, configuration management, methods and processes,
- manufacturing engineering: industrialisation support and optimisation.

#### Vehicle division: 1.6% of the activity

In this division, SOGECLAIR deploys its expertise in the area of engineering for the design and production of special civilian and military vehicles.

Some examples of developments:

- <u>design and stress calculation:</u> special light and industrial vehicles, electrically powered in particular,
- <u>design and production:</u> special military vehicles, terrestrial drones, multi-mission platform.

#### Simulation division: 8.8% of the activity

SOGECLAIR provides and develops solutions in the area of research, design and training simulators and of simulation workshops and software. The purpose of these resources is to design, train and communicate better.

The development of these simulation technologies concerns the design of new systems, validation of these systems' suitability for their environment, the training of users and studying in a risk-free and economical way, the impact of accidents or aggressions.

These technologies are commercialised in the aeronautical, automobile, rail and defence sectors.

Some examples of developments:

- design, production and putting into service of simulators:
  - automobiles for studying human factors, driving and ecodriving, development of ADAS (Advanced Driver Assistance Systems), development of light systems (car, truck, special vehicles, etc.),
  - railways for instruction, study and training purposes (train, metro, freight, tram, etc.),
  - civil aeronautics for study and training purposes (airport management, air traffic control, etc.),

#### ■ <u>synthetic environment software:</u>

- military for designing weapons systems and mission training purposes,
- for studying physical phenomena in the telecoms, vision and radio-navigation sectors.

#### 6.1.2. New products

AVIACOMP designs and manufactures structural assemblies for aircraft using highly innovative thermoplastic composite material technologies. The company relies on advanced industrial resources to control and command these high-performance processes automatically. AVIACOMP develops and supplies wing access doors for commercial aircraft programmes on commercial aircraft programmes and remains the sole-source on its main long-term contracts.

The MSB Group, acquired by SOGECLAIR at the end of 2014, designs and makes aircraft interior subassemblies, in parallel with its engineering speciality. These highly technical products are essentially designed for the business aviation sector on the North American markets.

# 6 OVERVIEW OF ACTIVITIES

### 6.2. Main markets

SOGECLAIR supplies high added value solutions and products to the aeronautical, space, and civil and military transport industries.

There is not much data available concerning these sectors. Although we can refer in a general way to the technologies consulting market which represents around €20 billion in Europe, this covers a very wide range of activities going from product engineering to documentation, taking in processes, technical and/or embedded IT. The markets addressed are also highly varied: going from aerospace to chemicals/pharmaceuticals, and including telecommunications and energy...

Its knowledge of its market and its position as specialist have for many years enabled SOGECLAIR to innovate, anticipate the major changes in the sector, and notably accomplish a geographical diversification in 2014. SOGECLAIR's activity in 2015, up by 11.7% allowing for its change of scope, but down by 3.5% like for like, attests to the relevance of the internationalisation strategy it implements.

In response to its customers' needs, SOGECLAIR today provides (i) comprehensive services at the European and worldwide levels. Thanks to its 15 years of international experience with more than 39% of its workforce and 48 % of its sales, SOGECLAIR has based its international development model on sharing its experience beginning either with startups or acquisitions; (ii) offshore which brings together, on the one hand, work in low-cost zones to reduce production costs and, on the other hand, offset to partially meet the compensation targets and make it possible to reduce the impact of strong currency variations. In this perspective, SOGECLAIR set up a subsidiary in Tunisia in 2009.

In order to advance further in its approach to customer satisfaction, SOGECLAIR also has a comprehensive offering going from design, and production support through to follow-up of the product in service. This support for the players in the area of the in-service life of aircraft, is made possible thanks to the structuring of SOGECLAIR's know-how and experience in engineering and production.

## 6.3. Exceptional events

To date, no exceptional events have impacted the issuer's main activities

## 6.4. Risk of dependency

The risk factors are given in paragraph 1.6 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

### 6.5. Competition

SOGECLAIR is an acknowledged player in the engineering sectors intended for the aeronautical and space markets, special vehicles engineering and simulation markets where it is involved in the design of new products, providing a partial or overall service, or even as project manager for its customers.

Given the barriers to entry linked to each type of intervention, none of SOGECLAIR's competitors has an offer that is as comprehensive, going from support to Products and Systems.

The Aerospace division's main competitors should be analysed more in terms of geographic area:

- all countries taken into account: AKKA, ALTEN, ALTRAN, ASSYSTEM, SAFRAN ENGINEERING, P3 VOITH,
- in France: LATECOERE,
- in Germany: BERTRANDT, FERCHAU, RÜCKER AEROSPACE,
- in Spain: CT INGENIEROS, INHISET, ITD, ATOS,
- in the UK: HYDE GROUP ENGINEERING,
- in Canada : AIR CABIN, BERLETEX, AEROTEK, CABIN INNOVATIONS, CCF SOLUTIONS, ENFLITE, NORAMTECH, STEECON, TECH MAHINDRA, GAL Aviation.

The Vehicle division's main competitors are:

- For vehicle engineering: MATRA SEGULA and the vehicle departments of ALTEN, ALTRAN, AKKA...
- For countermine / counter IED vehicles: PEARSON (UK) and CSI (USA)
- For tactical robots: IAI (ISRAEL), TAROS (CZ) and in the future, robot developers specialised in mini-robots (ECA, ROBOSOFT...).

The Simulation division's main competitors are present worldwide and should be analysed more in terms of product type:

- Simulator manufacturers: ADACEL, CORYS-TESS, CS, CRUDEN, DRIVE-SAFETY, ECA-FAROS, EADS-DCS, FAAC, FORUM 8, INDRA, LANDER, KRAUSS-MAFFEI, MICRONAV, OPERANTIS, REALFUSION, RUAG, SYDAC, SOGITEC, THALES TRAINING SIMULATION, TRANSURB, VIRES, XPRIMARY IMAGE;
- Synthetic environments: comparable international software houses: BOHEMIA INTERACTIVE, CAE/PRESAGIS, JRM, SAIC, VT MAK; service companies in France: DIGINEXT, OPTIS.

SOGECLAIR actively monitors its markets and competitors by collecting and analysing data and information.

#### **SOGECLAIR's strengths**

SOGECLAIR benefits from key advantages that set it apart on its markets:

- A specialist strategy that makes SOGECLAIR a benchmark player capable of providing its customers with high added value;
- A great capability in innovation and R&D both on its proprietary products and its customer's programmes;
- Control of the product cycle, and supporting it from the specification stage to entry into service, through to the end-of-life;
- Synergy between its service and product offerings;
- Services and products capable of meeting its customers' needs on a variety of international markets, whether in Europe, North America or Asia;
- Legitimacy based on more than 40 years' experience.

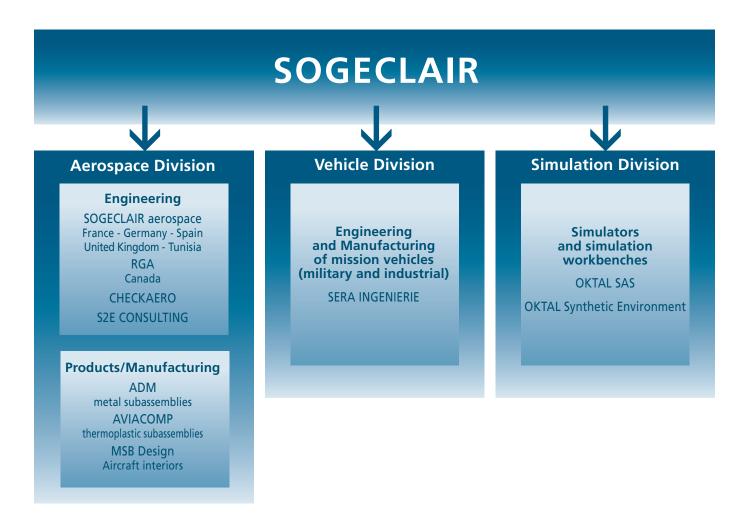
# 7 ORGANISATION CHART

The breakdown of the issuer's capital is given in paragraph 18.3 of this reference document.

The list of subsidiaries integrated in the consolidation perimeter is available in paragraph 2 of the consolidated appendix given in chapter 20.3.2 of this reference document.

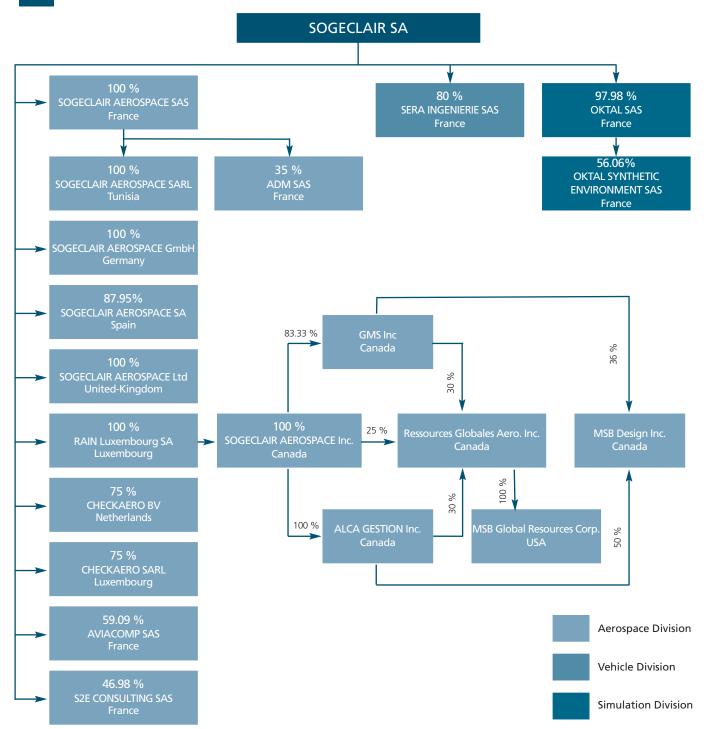
The financial information regarding the shareholdings is given in paragraph 2.2 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

## 7.1. Functional organisation chart



# 7 ORGANISATION CHART

## 7.2. Legal organisation chart



# 7.3. The issuer's role with respect to its subsidiaries

SOGECLAIR's General Management assumes responsibility for the following functions throughout the group:

- management and steering of strategic planning,
- growth by acquisition and resource allocation priorities,
- internal control and risk management, control of commitments, insurance policies,
- coordination of operational reporting, control of corporate accounts, establishing the consolidated accounts, interface with the auditors,
- long-term financing policy, optimisation of the financial structure,
- coherence, efficiency and reliability of the management information system,
- institutional and financial communication.

In parallel SOGECLAIR assumes responsibility, on behalf of its fully consolidated French subsidiaries, for their requirements in the areas of:

- cashflow and currency exchange management and third-party accounts follow-up,
- corporate accounts and regulatory declarations,
- financing of the working capital and investment requirements,
- pay, regulatory declarations and administration in general,
- legal secretariat.

Between 2013 and 2014, SOGECLAIR extended its perimeter and now takes charge for its subsidiaries in Germany, Benelux, the United Kingdom and Tunisia of their requirements in the areas of:

- cashflow and currency exchange management and third-party accounts follow-up,
- financing of the working capital and investment requirements,
- legal secretariat.

SOGECLAIR's subsidiaries have general and/or operational directorates that have responsibility for their business and staff; these directorates report to SOGECLAIR's Senior Management.

Different types of meetings and committees are put in place according to the specific needs of each organisation:

- "Strategy & Budget" meetings with the group's Management Committee: at year-end to prepare the budgets and at the beginning of each quarter to note any drift and provide solutions where necessary,
- monthly meetings with each Director to analyse each entity's indicators, economic performance and commercial and operational activity.
- twice-yearly Management Reviews linked to Quality management,
- Operational Management Committee meetings, held monthly depending on the subsidiaries, with the managers to examine workloads, sales and quality actions,
- Sales Directorate meetings with sales managers and sales engineers to examine quotes, order books and specific sales actions to be undertaken,
- monthly production meetings with the managers to analyse production,
- monthly Quality meetings;
- forecast management and career reviews where we examine changes in the distribution of skills and competences.

# 8

## PROPERTY, PLANT AND EQUIPMENT

## 8.1. Investment policy

(in € million)	2015	2014	2013
Tangible and intangible immobilisations, excluding current and development costs	2,517	2,300	2,630

The investments mainly concern the renewal of our pool of software applications, servers, IT workstations, office hardware (PC, printers, etc.), and our industrial equipment. The main type of financing consists of financial leasing, purchase-leasing contracts, own funds and exceptionally medium-term loans.

At present, the future investments will concern the same types of equipment with a strengthening of the industrial equipment expected for 2016.

## 8.2. Development costs

The issuer's policy in the area of development costs is given in chapter 11.1 of this reference document.

The information relative to the issuer's development costs is provided in paragraph 1.3.3 of the consolidated appendix given in chapter 20.3.2 of this reference document.

# 8.3. Leases and rentals for operating sites

The company rents the premises it needs for its activities from various property companies.

One of these companies, SCI SOLAIR, has a link with the directors of SOGECLAIR and one of its shareholders who has voting rights greater than 10% (see special report of the Auditors).

On 31 December 2015, SOGECLAIR had 25 sites operating sites representing a total surface area of 17,400 sq.m that is nearly 13 sq.m per employee, for a total annual cost of €1,784 k excl. VAT:

- France: in the Toulouse region (5), Paris region (3), PACA region (2), Aquitaine region (1), Pays de Loire region (2),
- International: Benelux (2), Hamburg (2), Bremen, Donauwörth, Munich, Stade, Getafe (Madrid), Seville, Bristol, Tunis, Montreal, USA.

## 9

# EXAMINATION OF THE FINANCIAL SITUATION AND OF THE CONSOLIDATED RESULTS

The issuer's financial situation and consolidated results are examined in paragraph 1 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

# 10 CASHFLOW AND CAPITAL

## 10.1. Capital and cashflow

The information relative to the issuer's capital and cashflow is given in chapter 20.3 of this reference document.

# 10.2. Financing conditions and restrictive conditions

The information relative to the issuer's financing conditions and restrictive conditions is provided in paragraph 4.11 of the consolidated appendix provided in chapter 20.3.2 and in chapter 21.3 of this reference document.

### 10.3. Sources of financing

The information relative to the issuer's financing conditions is given in paragraph 4.11 of the consolidated appendix provided in chapter 20.3.2 and in chapter 8.1 of this reference document.

# 11 R&D, PATENTS AND LICENSES

## 11.1. Research and Development

The great majority of SOGECLAIR's work concerns development activities relative to the execution of contracts for its customers.

Furthermore, SOGECLAIR carries out certain self-financed development works on its own behalf, in which the group accepts to invest insofar as it has:

- clear commercial perspectives: confirmed market, existing direct and indirect distribution channels,
- sufficient forecast profitability: including the cost of financing and taking into account a degraded scenario,
- sufficient financing: partners, whether institutions or banks.

By default, the expenses are included on the balance sheet gradually as they are incurred. As an exception and in application of the international accounting standards (IAS 38), the expenses relative to certain long-duration development works are immobilised as an asset provided they satisfy the assetisation criteria set by those standards.

The information relative to the projects eligible for research tax credit is given in paragraph 1.4 of chapter 26 of this reference document.

### 11.2. Patents and licenses

Initiated in 2006, the steps taken to create an Industrial Property asset base have continued with the publication and registration of new patents between 2011 and 2015.

The brands and domain names are subject to regular renewal.

In 2010, SOGECLAIR streamlined the brands and organisation of the Aerospace Division's engineering subsidiaries. These subsidiaries have thus adopted SOGECLAIR AEROSPACE as their brand name in Germany, Canada, Spain, France, the United Kingdom and Tunisia. The subsidiaries concerned pay a brand fee to SOGECLAIR based on their Sales.

# 12 INFORMATION REGARDING TRENDS

Several years ago SOGECLAIR launched an initiative to adapt to the changes in its sectors of activity and implemented a strategy allowing it to anticipate its customers' new needs and build up its know-how in order to meet theMr

This is marked by the strengthening of its Product activities and its international growth, with a greater presence in North America.

# PROFIT FORECASTS AND ESTIMATES

SOGECLAIR does not provide any quantified forecasts in the area of sales and results.

# ADMINISTRATIVE, MANAGEMENT, SUPERVISORY AND GENERAL MANAGEMENT BODIES

### 14.1. Information concerning the members of the company's administrative and management **bodies**

#### 14.1.1. Role and functioning of the Board of Directors

The company is managed by a Board of Directors with three members at least and eighteen at the most; however, in the case of a merger, this number of eighteen may be exceeded under the conditions and within the limits set by the provisions of Commercial Law.

Except where Commercial Law releases him/her from this obligation, each director must own a number of shares set at one.

The directors' term of office is six years. The number of directors who have reached the age of seventy-two may not exceed one third of the members of the Board of Directors. When the age limit is reached, the oldest Director is deemed automatically to have resigned.

The Board of Directors is convened by the President on his own initiative and, if he does not serve as Chief Executive Officer, at the request of the Chief Executive Officer or, if the board has not met for more than two months, at the request of at least one third of the Directors. Except in those cases where the agenda is set by the person(s) who requested the meeting, the agenda is set by the President. The meetings must be held at headquarters or on any other premises or in any other place indicated in the convocation but that is agreed to by at least half of the Directors in office.

The Board deliberates and makes its decisions under the conditions stipulated by Commercial Law.

The Board only validly deliberates if at least half its members are present. The internal regulations may stipulate that people are deemed to be present for the calculation of the quorum and of the majority of the Directors who take part in the meeting using videoconferencing or telecommunication means within the limits and under the conditions set by law and the regulations in force.

The Board of Directors determines the orientations of the company's activity and ensures they are implemented. Subject to the powers expressly granted to the shareholders' meetings and within the limit of the corporate object, it may examine any question relative to the correct functioning of the company and, through its deliberations, it settles the affairs concerning it. It carries out the controls and verifications it considers timely.

The company's President or Chief Executive Officer is obliged to submit to each Director all the documents and information required for the accomplishment of their mission.

The Board of Directors elects its President from amongst its members. It determines his/her remuneration. The age limit for exercising the office of President is set at seventy-two years.

The President of the Board of Directors organises and directs the latter's work. He/she ensures the satisfactory functioning of the company's bodies. He/she submits a report indicating the conditions under which the work of the Board of Directors is prepared and organised as well as the internal control procedures put in place in the company.

Internal regulations have been drawn up for the Board of Directors as of 16 March 2007, and they were last updated on 16 March 2012. They are available in the "investors" section on the company's website (www.sogeclair.fr).

#### 14.1.2. Members of the Board of Directors on 31 December 2015

The information concerning the composition of the Board of Directors is provided in paragraphs 5.1 and 5.2 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

#### 14.1.3. Expertise and experience of the members of the board of directors in the area of management

#### **Chantal BOUCHER**

Former Director of Banque de France, Midi Pyrénées region (Toulouse) Former Director of major fiduciary projects at the Banque de France – head office in Paris

Former Deputy Director General at the Directorate General of Fiduciary and Investment Activities.

#### **Gérard BLANC**

Former Executive Vice President of Operations at Airbus and member of the Airbus Executive Committee. Director of Valéo.

#### Henri-Paul BROCHET

Thalès Alenia Space: former Director of integration at the time of the merger between Alcatel Space and Alenia Spazio,

Deputy Director General France: Advisor to the President and Director of the Toulouse Site,

Representative of Thalès Alenia Space on the Board of Directors of

Director of Thalès Alenia Space Belgium & España,

Member of the supervisory board of Group Actia.

#### Alberto FERNANDEZ

Former President of EADS Casa and Airbus Military Company. Former President of Afarmade (Spanish armament, defence and security equipment association).

#### Michel GRINDES (Censor)

Former President of Airbus North America. Has ensured management control, assistant financial director and procurement manager functions.

# 14 ADMINISTRATIVE, MANAGEMENT, SUPERVISORY AND GENERAL MANAGEMENT BODIES

#### Jacques RIBA (Censor)

Entrepreneur. Founder of the Chipie Junior company, then President of Chipie. Has exercised the functions of director in several listed companies.

#### Alain RIBET

More than 40 years' experience in the aeronautical sector. In the framework of his activities in the Airbus France Design Office, responsible for the management and associated budget control for aircraft sections.

#### **Martine ROBARDEY**

Legal training, Entrepreneur.

#### Philippe ROBARDEY

Managerial training. Chief Executive Officer of SOGECLAIR for 9 years before becoming President in 2003. Led SOGECLAIR's floatation and international development.

#### 14.1.4. Specific information relative to the directors

On 31 December 2015, the company had three independent directors, chosen for their skills and the mastery they have of the company's strategic and/or financial challenges.

They are Ms Chantal Boucher, as well as Messrs Gérard Blanc and Henri-Paul Brochet.

Mrs Martine ROBARDEY, director, is the spouse of Mr Philippe ROBARDEY, President & CEO.

The criteria adopted are those recommended by the Middlenext Code on corporate governance for medium and small listed companies in December 2009. The Board of Directors does not include any directors elected by the employees.

The Annual General Meeting on 28 May 2009, in its fifteenth resolution decided to grant the Board of Directors the possibility of setting up a Board of Censors and therefore to complete the company's articles of association with Article 13 bis, termed as follows:

#### « Article 13 bis - Censors

The Board of Directors may appoint one or more censors, physical people or legal entities chosen amongst the shareholders or elsewhere. There may not be more than three censors.

Their term of office is six years. The censors' functions come to an end at the end of the Annual General Meeting that voted on the accounts for the past financial year held during the year in which

their term of office expires.

The censors may be re-appointed indefinitely, they may be removed from office at any moment by a decision of the Board of Directors. The censors take part in the sessions of the Board of Directors and serve in an advisory capacity. Their right to information and communication is identical to that of the members of the Board of Directors.

They may receive a remuneration taken from the amount of the directors' fees allocated to the members of the Board of Directors. The censors are responsible for ensuring the articles of association are applied. They may give an opinion on any point on the agenda of the board and ask its President to bring their remarks to the knowledge of the Annual General Meeting when they consider that appropriate.»

Mr Jacques Riba, was appointed at the time of the Board meeting held on 27 May 2011 to the position of censor for a period of six years that will come to an end at the end of the AGM of the shareholders that will be held in 2017 to approve the accounts of the previous financial year.

Mr Michel Grindes was appointed at the time of the Board meeting held on 16 May 2014, to the position of censor for a period of six years that will come to an end at the end of the AGM of the shareholders that will be held in 2020 to approve the accounts of the previous financial year.

For the needs of their directorships, the members of Board of Directors are domiciled at company headquarters.

To the knowledge of the company and on the day that this document was established, none of the members of the board of directors or of general management has over the last five years been:

- convicted for fraud,
- associated with a bankruptcy, or a receiving order,
- the subject of an indictment or official public sanction pronounced by a statutory or regulatory authority,
- banned by a court from acting in their capacity as member of a managerial, directorial or supervisory board or from being involved in the management or conducting the business of an issuer.

#### 14.1.5. General Management function

The information concerning the exercising of General Management is given in paragraph 5.3 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

#### 14.1.6. Composition of the Management Committee on 31 December 2015

The issuer's Management Committee is made up as follows:

Committee Members	Functions	Name of the company
Mr Philippe ROBARDEY	President & CEO	Sogeclair SA
	President	Sogeclair Aerospace Limited
	President	Sogeclair Aerospace Inc
	Director (Co)	Sogeclair Aerospace SARL Checkaero BV
	Director (Co) Director (Co)	Checkaero SARL
Mr Marc DAROLLES	Executive Vice President	Sogeclair SA
WII Ware DANGEES	President	Sogeclair SA Sogeclair Aerospace SAS
	President	ADM SAS
	President	MSB Design Inc
	President	Ressources Globales Aéro Inc
	CEO	Sogeclair Aerospace Limited
	CEO	Sogeclair Aerospace GmbH
	Director (Co)	Sogeclair Aerospace SARL
	Director (Co)	Checkaero BV
	Director (Co)	Checkaero SARL
Mr Jean-Marie HUET	President	Aviacomp SAS
Mr Javier FERNANDEZ	CEO	Sogeclair Aerospace SA
Mr Mario SEVIGNY	Vice-President	MSB Design Inc
		Ressources Globales Aero Inc
Mr Cylvain CDOCNIED	CEO	MSB Global Resources Inc Sera Ingénierie SAS
Mr Sylvain CROSNIER Mr Laurent SALANQUEDA	CEO	Oktal SAS
Mr Jean LATGER	President	Oktal Synthetic Environnement SAS
IVII JEAN LAIGLIN	riesiueni	Oktai synthetic Environnement sas

As of 31 December 2015, the gross annual remuneration paid to the members of the Management Committee represented a total amount of €1,390,564 breaking down as follows:

- gross basic salary (including non-cash benefits): €947,837
- variable pay: €442,726

# 14.2. Conflicts of interest at the level of the administrative, management and general management bodies

To the knowledge of the company and on the day that this document was established, no conflicts of interest have been identified between the duties of each of the members of the Board of Directors with

respect to the company in their capacity as director and their private interests and other duties.

To the knowledge of the company and on the day that this document was established, no arrangements or agreements have been reached with the main shareholders, customers or suppliers under the terms of which one of the members of the Board of Directors has been selected in that capacity.

To the knowledge of the company and on the day that this document was established, there are no restrictions accepted by the members of the Board of Directors concerning the transfer of their holding in the company's capital.

# 15

## REMUNERATION AND NON-CASH BENEFITS

The information concerning the remuneration of the company's administrative and management bodies is given in paragraph 5.4 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

# FUNCTIONING OF THE ADMINISTRATIVE AND MANAGEMENT BODIES

## 16.1. Positions occupied by the directors

The information concerning the positions occupied in the administrative and management bodies is given in paragraphs 5.1 and 5.2 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

# 16.2. Directors' service contracts with the issuer

16.2.1. Holdings of the directors in the capital of the issuer, in that of a company that has control of the issuer, in that of a subsidiary of the issuer or in that of a customer or supplier of the issuer

Mr Alberto FERNANDEZ: service contract with SOGECLAIR (invoicing: €20,000 in 2015)

16.2.2. Assets belonging directly or indirectly to the directors or to the members of their families

Life annuity for the benefit of Mr and Mrs Jean-Louis ROBARDEY as payment for a fully amortised business.

The agreements mentioned in paragraphs 16.2.1 and 16.2.2 are described in the auditors' special report given in paragraph 20.4.1.

16.2.3. Loans and sureties granted or made in favour of the members of the administrative, management or supervisory boards

None.

## 16.3. Committees

There is a Remunerations Committee that includes three directors and a censor. Once a year, the Committee analyses the remuneration of the members of the Management Committee. It decides on the revision of the fixed remuneration of the President & CEO and proposes a revision framework for the other members of the Management Committee.

# 16 FUNCTIONING OF THE ADMINISTRATIVE AND MANAGEMENT BODIES

The following method has been put in place to fix the remunerations and their revision for each of the members of the Management Committee.

Person concerned	Proposition of the President & CEO	Directors consulted	Frequency
President & CEO	NO	All except President & CEO	Once a year
Other Board Members	YES	All	Once a year

The Board decided at its meeting held on 12 March 2009, to extend the mission of the Remunerations Committee to the examination of the appointment of the directors and board members.

Further to the deliberations on 14 December 2010, the Board of Directors has decided, pursuant to the provisions of articles L. 823-20 and L. 823-19 of Commercial Law, to accomplish the missions assigned to the audit committee itself.

Additional information is provided in paragraph 1.2 of the President's report to the AGM in chapter 27.1 of this reference document.

# 17 EMPLOYEES

## 17.1. Distribution of the workforce

The information concerning the employees is given in appendix 1 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

## 17.2. Participation and stock-options

#### 17.2.1. Employee participation

The proportion of capital represented by the shares held by the

company's personnel and by the personnel of the companies associated with it in the framework of a Company Savings Scheme or of an Employees' Mutual Fund is zero.

#### 17.2.2. Stock-options and share purchase plans

None.

# 17.3. Agreement on participation in the capital

To date, there is no agreement relative to employee participation in the capital at SOGECLAIR.

# 18 MAIN SHAREHOLDERS

### 18.1. Exceeding of thresholds

There are no provisions in the articles of association concerning the exceeding of thresholds. Consequently, it is the legal provisions that apply.

## 18.2. Multiple voting rights

The AGM held on 22 June 1998 modified the articles of association as follows:

(Article 15 of the articles of association)

Each shareholder at the meeting is entitled to as many votes as the number of votes he/she holds or represents, without limitation, subject to the legal or statutory provisions that could restrict the exercising of this right.

A double voting right is, however, granted to holders of fully paid-up

nominal shares, if these shares have been registered for at least two years in the name of the same shareholder. Double voting rights are also granted, as soon as they are issued, to nominal shares allocated free of charge to a shareholder on the basis of former shares for which the shareholder already has double voting rights. The double voting right automatically ceases for any share that has been converted to bearer status or undergone a transfer of ownership, subject to any exceptions provided for by law.

### 18.3. Control of the issuer

The company does not belong to a group. The company is controlled as shown below.

Distribution of the capital

As of 31 December 2015, the shareholdings and voting rights broke down as follows for the last three years:

# 18 MAIN SHAREHOLDERS

Situation on 31/12/2015			Situati	Situation on 31/12/2014			Situation on 31/12/2013		
Shareholders	Number of shares	% of capital	% voting rights <sup>(1)</sup>	Number of shares	% of capital	% voting rights	Number of shares	% of capital	% voting rights
Mr Philippe Robardey	996,704	34.37	41.09	996,704	34.37	41.17	996,704	34.37	41.17
Mrs Anne Robardey	269,376	9.29	11.10	269,376	9.29	11.13	269,376	9.29	11.16
Mr Jean-Louis Robardey	224,780	7.75	9.27	224,780	7.75	9.28	224,780	7.75	9.31
Mrs Huguette Robardey	213,508	7.36	8.80	213,508	7.36	8.82	213,508	7.36	8.85
Other members of	246,100	8.49	10.15	246,100	8.49	9.97	246,100	8.49	9.42
the Robardey family									
Robardey									
family total	1,950,468	67.26	80.41	1,950,468	67.26	80.37	1,950,468	67.26	79.91
Miscellaneous (registered)	138,820	4.79	2.88	137,419	4.74	2.86	1,171	0.04	1.07
Public	666,372	22.98	13.74	656,226	22.61	13.54	790,659	27.26	15.27
Own shares	144,340	4.94	-	155,887	5.39	-	157,702	5.44	-
TOTAL	2,900,000			2,900,000			2,900,000		

(1) On 31 December 2015, the total number of voting rights that can be exercised at the General Meetings amounted to 4,707,175.

The difference between the number of shares and the voting rights can be explained by the provisions of article 15 of the articles of association (see above section 18.2).

To the company's knowledge, there has not been any significant variation in the distribution of the capital or of the voting rights since the end of the year 2015, nor during the 2014 and 2015 financial years.

To the company's knowledge, there are no other shareholders who own directly, indirectly or together in agreement 5 % or more of the capital or voting rights.

By letter received on 27 July 2012, completed by a letter received on 30 July 2012, the Financial Markets Authority (AMF) received the declaration regarding the passing of the following threshold, on 25 July 2012, further to donations being made (AMF notification No. 212C0981):

- Mr Philippe Robardey declared he had individually exceeded the threshold of 1/3 of SOGECLAIR's capital and individually holds 249,176 SOGECLAIR shares representing 496,814 voting rights, that is to say 34.37% of the capital and 41.17% of this company's voting rights,
- Ms Anne Robardey declared she had individually exceeded the threshold of 10% of SOGECLAIR's voting rights and individually holds 67,344 SOGECLAIR shares representing 134,688 voting rights, that is to say 9.29% of the capital and 11.16% of this company's voting rights,
- Mr Jean-Louis Robardey declared he had individually fallen below the threshold of 10% of SOGECLAIR's voting rights and individually holds

56,195 SOGECLAIR shares representing 112,390 voting rights, that is to say 7.75% of the capital and 9.31% of this company's voting rights,

■ Mrs Huguette Robardey declared she had individually fallen below the threshold of 10% of SOGECLAIR's voting rights and individually holds 53,377 SOGECLAIR shares representing 106,754 voting rights, that is to say 7.36% of the capital and 8.85% of this company's voting rights.

On that same date, the Robardey family as a whole had not passed any thresholds and indicates it held 487,617 SOGECLAIR shares representing 67.26% of the capital and 79.91% of this company's voting rights.

The following measures have been taken with a view to ensuring that control is not exercised wrongly:

Philippe ROBARDEY is the President of the group and ensures its general management.

The functions of Martine ROBARDEY, wife of Philippe ROBARDEY, are indicated in the table of directors' functions (refer to paragraphs 5.1 and 5.2 of the Board of Directors' report to the AGM).

The other members of the ROBARDEY family do not exercise any other functions than those indicated above.

Furthermore, in 2015 the Board of Directors included three independent directors, which is in line with the recommendations of the Middlenext code.

### 18.4. Shareholders' pact and agreements

There are no shareholders' pacts. However, as of 23 December 2013, some members of the Robardey family made various commitments regarding the conservation of the SOGECLAIR shares they hold, as summarised in the table below:

	'Dutreil' pacts 2013
Rules	art. 885 I bis of CGI General Tax Law
Date of signing	20 and 23/12/2013
Length of the collective commitment	2 years
Contractual length of the pact	2 years
Renewal method	tacit renewal year on year
% of the capital covered by the pact on the date the pact was signed	20%
% of the voting rights covered by the pact on the date the pact was signed	20%
Names of the signatories who are directors	Mr Philippe ROBARDEY
	Mr Marc DAROLLES
Names of the signatories who have close ties with the directors	Ms Anne ROBARDEY
	Mr Jean-Louis ROBARDEY
	Mrs Huguette ROBARDEY
	Mr Alexandre ROBARDEY
	Mr Antoine ROBARDEY
Names of the signatories who hold at least 5% of the company's capital and/or voting rights	Mr Philippe ROBARDEY
	Ms Anne ROBARDEY
	Mr Jean-Louis ROBARDEY
	Mrs Huguette ROBARDEY

# 18 MAIN SHAREHOLDERS

### 18.5. Key stock market data

#### 18.5.1. Change in stock market price and of the transaction volumes since 1 January 2015

	Highest price,in €	Lowest price,in €	Transactions in shares	Transactions in €
January 2015	28.1000	25.2100	16,621	440,404.16
February 2015	31.0000	25.3600	43,407	1,247,656.83
March 2015	33.1000	26.9400	38,104	1,174,749.73
April 2015	29.2400	26.5000	23,425	660,699.62
May 2015	32.0000	26.3100	48,083	1,418,784.23
June 2015	28.9600	25.6200	46,957	1,271,852.71
July 2015	28.4800	26.0500	31,154	834,579.65
August 2015	27.0900	24.1100	32,707	824,529.37
September 2015	24.5000	14.9500	41,090	826,283.73
October 2015	19.2500	16.2200	34,729	614,115.93
November 2015	20.0000	17.5000	37,801	731,122.63
December 2015	18.8000	17.9500	17.061	313.137.97

Market capitalisation on 31/12/2015: €52,200,000

	Highest price in €	Lowest price in €	Transactions in shares	Transactions in €
January 2016	19.3000	17.7500	14,719	263,466.63
February 2016	19.3000	19.3000	10,183	179,802.08
March 2016	20.2800	18.1500	16,276	316,196.76

#### **Identification sheet**

Euronext Paris – Compartiment C – Code ISIN : FR0000065864 – PEA PME 150 (Reuters SCLR.PA – Bloomberg SOG.FP)

#### 18.5.2. Stock market trends

SOGECLAIR share price over 2 years

**32 EUR** 



# 19 OPERATIONS WITH ASSOCIATED COMPANIES

The information relative to the operations with associated companies is given in paragraph 6 of the consolidated appendix provided in chapter 20.3.2 of this reference document.

### 20.1. Historical financial information

The historical financial information is included in the financial statements presented hereinafter.

### 20.2. Pro-forma financial information

Not applicable.

### 20.3. Financial statements (year ending 31 December 2015)

#### 20.3.1. Consolidated accounts

#### 1. CONSOLIDATED FINANCIAL SITUATION

Goodwill Intangible assets Property, plant and equipment Equity investments Investments in associates  Non-current assets Inventories Inventories Index and other receivables Other current debtors Deferred income tax Cash and cash equivalents Current assets  INABILITIES in thousands of Euros Share capital Share premium account Own shares Reserves and accumulated results Equity capital, group share Minority interest A.10 Payables and other financial liabilities Borrowings Other long-term liabilities Short-term pre-payments Current part of borrowings and financial debt Short-term provisions Intal All Intal Equity Interest Intal	2015	2014	2013
Property, plant and equipment Equity investments Investments in associates  Non-current assets Inventories Invento	12,063	12,142	3,913
Equity investments Investments in associates  Non-current assets Inventories I	8,883	9,808	8,540
Investments in associates  Non-current assets  Inventories  Inventories  A.4  Trade and other receivables  Other current debtors  Deferred income tax  Cash and cash equivalents  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Share premium account  Own shares  Reserves and accumulated results  Equity capital, group share  Minority interest  4.9  Total consolidated equity  Provisions for other liabilities and charges  A.10  Payables and other financial liabilities  Non-current liabilities  Non-current liabilities  Non-term pre-payments  Current part of borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities  Other current liabilities  Other current liabilities  Other current liabilities	4,940	5,023	4,394
Inventories 4.4  Trade and other receivables 4.5  Other current debtors  Deferred income tax 4.6  Cash and cash equivalents 4.7  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital 4.8  Share premium account  Own shares 4.8  Reserves and accumulated results  Equity capital, group share  Minority interest 4.9  Total consolidated equity  Provisions for other liabilities and charges 4.11  Borrowings 4.11  Borrowings 4.11  Current part of borrowings and financial debt 4.11  Short-term pre-payments 4.11  Short-term provisions 1.12  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities  Other current liabilities  A.13	17	65	
Inventories 4.4  Trade and other receivables 4.5  Other current debtors  Deferred income tax 4.6  Cash and cash equivalents 4.7  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros Notes  Share capital 4.8  Share premium account  Own shares 4.8  Reserves and accumulated results  Equity capital, group share  Minority interest 4.9  Total consolidated equity  Provisions for other liabilities and charges 4.10  Payables and other financial liabilities 4.11  Borrowings 4.11  Other long-term liabilities  Non-current liabilities  Short-term pre-payments 4.11  Current part of borrowings and financial debt 4.11  Short-term borrowings and financial debt 4.11  Short-term provisions 7.12  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  Other current liabilities  Other current liabilities	1,213	1,041	905
Trade and other receivables  Other current debtors  Deferred income tax  Cash and cash equivalents  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Share premium account  Own shares  Reserves and accumulated results  Equity capital, group share  Minority interest  A.9  Total consolidated equity  Provisions for other liabilities and charges  A.10  Payables and other financial liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	27,117	28,079	17,752
Other current debtors  Deferred income tax  Cash and cash equivalents  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Share premium account  Own shares  Reserves and accumulated results  Equity capital, group share  Minority interest  4.9  Total consolidated equity  Provisions for other liabilities and charges  A.10  Payables and other financial liabilities  Borrowings  Other long-term liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	7,293	4,754	1,902
Deferred income tax  Cash and cash equivalents  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Share premium account  Own shares  Reserves and accumulated results  Equity capital, group share  Minority interest  4.9  Total consolidated equity  Provisions for other liabilities and charges  A.10  Payables and other financial liabilities  A.11  Borrowings  Other long-term liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities  Other current liabilities	43,231	46,239	42,609
Cash and cash equivalents  Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Share premium account  Own shares  Reserves and accumulated results  Equity capital, group share  Minority interest  4.9  Total consolidated equity  Provisions for other liabilities and charges  A.10  Payables and other financial liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	13,488	11,507	8,093
Current assets  TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Share premium account  Own shares  Reserves and accumulated results  Equity capital, group share  Minority interest  4.9  Total consolidated equity  Provisions for other liabilities and charges  A.10  Payables and other financial liabilities  Non-current liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	4,162	3,834	2,656
TOTAL ASSETS  LIABILITIES in thousands of Euros  Share capital  Cown shares  Reserves and accumulated results  Equity capital, group share  Minority interest  Total consolidated equity  Provisions for other liabilities and charges  Payables and other financial liabilities  Non-current liabilities  Non-current part of borrowings and financial debt  Short-term pre-payments  Current part of borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	11,074	17,553	22,482
Share capital 4.8  Share premium account  Own shares 4.8  Reserves and accumulated results  Equity capital, group share  Minority interest 4.9  Total consolidated equity  Provisions for other liabilities and charges 4.10  Payables and other financial liabilities 4.11  Borrowings 4.11  Other long-term liabilities  Non-current liabilities  Short-term pre-payments 4.11  Current part of borrowings and financial debt 4.11  Short-term borrowings and financial debt 4.11  Short-term provisions 4.12  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  Deferred tax liabilities	79,248	83,886	77,742
Share capital Share premium account Own shares Reserves and accumulated results  Equity capital, group share Minority interest 4.9  Total consolidated equity Provisions for other liabilities and charges 4.10  Payables and other financial liabilities 4.11  Borrowings 4.11  Other long-term liabilities Short-term pre-payments 4.11  Current part of borrowings and financial debt 4.11  Short-term borrowings and financial debt 4.11  Short-term provisions Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  4.13  Other current liabilities	106,365	111,965	95,495
Share capital Share premium account Own shares Reserves and accumulated results  Equity capital, group share Minority interest 4.9  Total consolidated equity Provisions for other liabilities and charges 4.10  Payables and other financial liabilities 4.11  Borrowings 4.11  Other long-term liabilities Short-term pre-payments 4.11  Current part of borrowings and financial debt 4.11  Short-term borrowings and financial debt 4.11  Short-term provisions Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  4.13  Other current liabilities	2015	2014	2013
Share premium account Own shares Reserves and accumulated results  Equity capital, group share Minority interest 4.9  Total consolidated equity Provisions for other liabilities and charges 4.10  Payables and other financial liabilities Borrowings 4.11  Other long-term liabilities  Non-current liabilities  Short-term pre-payments 4.11  Current part of borrowings and financial debt 4.11  Short-term borrowings and financial debt 4.11  Short-term provisions Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	2,900	2,900	2,900
Own shares Reserves and accumulated results  Equity capital, group share Minority interest 4.9  Total consolidated equity Provisions for other liabilities and charges 4.10  Payables and other financial liabilities 4.11  Borrowings 4.11  Other long-term liabilities  Non-current liabilities  Short-term pre-payments 4.11  Current part of borrowings and financial debt 4.11  Short-term borrowings and financial debt 4.11  Short-term provisions 4.12  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  4.13  Other current liabilities	2,630	2,630	2,630
Reserves and accumulated results  Equity capital, group share  Minority interest  Total consolidated equity  Provisions for other liabilities and charges  4.10  Payables and other financial liabilities  4.11  Borrowings  4.11  Other long-term liabilities  Non-current liabilities  Short-term pre-payments  4.11  Current part of borrowings and financial debt  4.11  Short-term borrowings and financial debt  4.11  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities	-712	-734	-713
Equity capital, group share  Minority interest  7 total consolidated equity  Provisions for other liabilities and charges  Payables and other financial liabilities  Borrowings  Other long-term liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term borrowings and financial debt  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  A.13  Other current liabilities	28,817	28,427	25,118
Minority interest  Total consolidated equity Provisions for other liabilities and charges  4.10 Payables and other financial liabilities  Borrowings  4.11 Other long-term liabilities  Non-current liabilities  Short-term pre-payments  4.11 Current part of borrowings and financial debt  4.11 Short-term borrowings and financial debt  4.11 Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities	33,635	33,223	29,935
Total consolidated equity Provisions for other liabilities and charges 4.10 Payables and other financial liabilities 4.11 Borrowings 4.11 Other long-term liabilities Non-current liabilities Short-term pre-payments 4.11 Current part of borrowings and financial debt 4.11 Short-term borrowings and financial debt 4.11 Short-term provisions 4.12 Trade and other payables Tax and social liabilities Deferred tax liabilities 4.13 Other current liabilities	6,044	4,666	2,552
Provisions for other liabilities and charges  Payables and other financial liabilities  Other long-term liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term borrowings and financial debt  4.11  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities	39,679	37,889	32,488
Payables and other financial liabilities  Borrowings  4.11  Other long-term liabilities  Non-current liabilities  Short-term pre-payments  4.11  Current part of borrowings and financial debt  4.11  Short-term borrowings and financial debt  4.11  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities	2,594	2,402	2,072
Borrowings 4.11 Other long-term liabilities  Non-current liabilities Short-term pre-payments 4.11 Current part of borrowings and financial debt 4.11 Short-term borrowings and financial debt 4.11 Short-term provisions 4.12 Trade and other payables Tax and social liabilities Deferred tax liabilities 4.13 Other current liabilities	3,055	3,109	3,525
Other long-term liabilities  Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  Short-term borrowings and financial debt  4.11  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities	10,746	13,399	8,201
Non-current liabilities  Short-term pre-payments  Current part of borrowings and financial debt  4.11  Short-term borrowings and financial debt  4.11  Short-term provisions  Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities	97	118	14
Short-term pre-payments 4.11 Current part of borrowings and financial debt 4.11 Short-term borrowings and financial debt 4.11 Short-term provisions 4.12 Trade and other payables Tax and social liabilities Deferred tax liabilities 4.13 Other current liabilities	16 492	19 029	13 812
Short-term borrowings and financial debt 4.11 Short-term provisions 4.12 Trade and other payables Tax and social liabilities Deferred tax liabilities 4.13 Other current liabilities	216	605	525
Short-term borrowings and financial debt 4.11 Short-term provisions 4.12 Trade and other payables Tax and social liabilities Deferred tax liabilities 4.13 Other current liabilities	4,583	4,337	3,279
Short-term provisions 4.12  Trade and other payables  Tax and social liabilities  Deferred tax liabilities 4.13  Other current liabilities	6,551	4,654	1,716
Trade and other payables  Tax and social liabilities  Deferred tax liabilities  Other current liabilities  4.13	·		42
Tax and social liabilities  Deferred tax liabilities  Other current liabilities  4.13	12,933	15,448	14,547
Deferred tax liabilities 4.13 Other current liabilities	19,991	22,461	21,981
Other current liabilities	171	179	263
	5,750	7,363	6,843
Current liabilities	50,195	55,047	49,195
TOTAL LIABILITIES	106,365	111,965	95,495

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

#### 2. GENERAL INCOME STATEMENT

INCOME STATEMENT (in thousands of Euros)	Notes	2015	2014	2013
Sales	4.14	127,782	114,421	104,746
Other income from the activity	4.15	3,565	7,528	8,775
Cost of goods sold		-46,670	-40,710	-35,495
Personnel charges		-74,096	-66,526	-63,697
Taxes and duties		-1,081	-1,121	-973
Amortisation and provisions		-4,044	-4,968	-3,771
Other charges		-305	-219	-286
Current operating profit		5,151	8,405	9,301
Result of the sale of consolidated holdings	4.16			37
Other operating income and charges	4.17	-13	-1,514	-191
Operating profit before result of equity investments		5,138	6,891	9,146
Share in profit from equity share affiliates		-47	-2	
Operating profit		5,091	6,889	9,146
Income from cash flow and cash flow equivalents		-1,075	279	204
Gross finance costs		-630	-401	-356
Net finance costs	4.18	-1,706	-122	-152
Other financial income and charges	4.19	32	-8	87
Pre-tax profit		3,417	6,760	9,082
Income tax expenses	4.20	-1,220	-2,051	-3,000
Net profit		2,197	4,708	6,082
Group share		2,216	4,986	6,050
Minority share		-19	-278	32
(in euros)		2015	2014	2013
Profit per share		0.76	1.72	2.09
Diluted profit per share		0.76	1.72	2.09
NET INCOME AND GAINS AND LOSSES RECORDED				
DIRECTLY IN EQUITY CAPITAL (in thousands of Euros)	Notes	2015	2014	2013
Net profit		2,197	4,708	6,082
Elements that will be reclassified as Net result at a later time:		-708	158	-6
Conversion rate adjustment		-670	180	-24
Re-statement of derivative coverage instruments		-38	-22	17
Elements that will not be reclassified as Net result at a later time:		-79	-125	-170
Actuarial gains and losses on defined benefit schemes		-120	-191	-259
Linked taxes		41	66	89
Total gains and losses booked directly as equity capital		-787	33	-176
Overall profit				
·		1,410	4,748	5,906
Share of the owners of the parent company		1,661	5,018	5,882
Holdings not giving control		-251	-270	24

#### 3. CASHFLOW

#### 3.1. CONSOLIDATED CASHFLOW STATEMENT

CONSOLIDATED CASHFLOW (in thousands of Euros)	2015	2014	2013
Consolidated net result (including minority interests)	2 197	4 708	6 082
+/- Amortisation and provisions (excluding those linked to current assets)	3,955	3,741	2,421
-/+ Latent gains and losses linked to fair value variations	17	37	46
-/+ Other calculated income and expenses		-36	
-/+ Transfer capital gains and losses	-3	2	-61
-/+ Dilution profits and losses			
+/- Share in the result linked to equity method affiliates	47	2	
- Dividends (non-consolidated securities)			
Self-financing capacity after net finance costs and tax	6,214	8,453	8,488
+ Net finance costs	634	214	183
+/- Tax charge (including deferred tax)	1 220	2 051	3,000
Self-financing capacity before net finance costs and tax (A)	8,067	10,718	11,671
- Tax paid (B)	-3,854	-5,868	-3,884
+/- Variation in working capital requirement linked to the activity (including debt related to personnel benefits) (C)	-4,986	-1,477	4,886
= CASHFLOWS FROM OPERATING ACTIVITIES (D) = (A + B + C)	-772	3,373	12,672
- Outflows linked to the acquisition of tangible and intangible assets	-1,843	-2,345	-2,503
+ Inflows linked to the sale of tangible and intangible assets	47	158	24
- Outflows linked to the acquisition of financial assets (non-consolidated securities)	-42		-9
+ Inflows linked to the sale of financial assets (non-consolidated securities)	9		
+/- Impact of variations in scope	-55	-10 063	68
+ Dividends received (equity method affiliates, non-consolidated securities) * see alternative processing 7.2			
+/- Variation in loans and advances granted	-158	-116	-81
+ Investment subsidies received			
+/- Other flows linked to investment operations			
= CASHFLOWS FROM INVESTMENT ACTIVITIES (E)	-2,041	-12,366	-2,501
+ Sums received from shareholders at time of capital increases			
- Paid by the parent company's shareholders			
- Paid by the integrated company minority interests		283	
-/+ Buyback and sale of own shares	143	43	615
- Dividends allocated for payment during the year			
- Dividends paid to the parent company shareholders	-1,372	-1,371	-1,089
- Dividends paid to the integrated company minority interests	-261	-244	-186
+ Revenue from loan issues	1,200	6,602	6,616
- Loan reimbursements (including leasing contracts)	-4,854	-4,082	-2,398
- Net finance costs (including leasing contracts)	-568	-147	-100
+/- Other flows linked to financing operations			
= NET CASHFLOWS FROM FINANCING ACTIVITIES (F)	-5,711	1,082	3,459
+/- Impact of changes in currency exchange rates (G)	149	43	-12
= NET CASH VARIATION (D + E + F + G)	-8,376	-7,868	13,618

#### 3.2. NET FINANCE COSTS VARIATION

NET FINANCE COSTS (in thousands of euros)	OPENING	VARIATION	VARIATIONS OF SCOPE	VARIATION IN FAIR VALUE	EXCHANGE RATE DIFFERENCES	RECLAS- SIFICATION	CLOSING
Gross cashflow (a)	17,553	-6,423			-56		11,074
Debit balance and cash credit(b)	4,654	2,102			-205		6,551
Net cashflow (c) = (a) - (b)	12,899	-8,525			149		4,523
Gross finance costs (d)	21,451	-2,755		38	-78	-56	18,601
Net finance costs (d) - (c)	8,552	5,770		38	-227	-56	14,077

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

The debt ratios are given in chapter 3 of the 2015 reference document. The sources of investment financing are detailed in chapters 8 and 10 of the 2015 reference document. During the year SOGECLAIR had recourse to customer and tax credit claims in a subsidiary for a balance of €1,576 k on 31 December 2015.

SOGECLAIR also has self-owned shares whose off-balance sheet market value (excluding liquidity contract), based on the stock market price on 31 December 2015, amounted to €2,61 million, not included in the cashflow.

#### 4. CONSOLIDATED EQUITY CAPITAL

			Grou	p share				
(in thousands of Euros)	Capital	Reserves linked to the capital	Self- owned- shares	Consolidated reserves and profits	Gains and losses recorded directly in capital	Equity capital - group share	Equity capital - Minority interests	Total equity capital
Closing equity capital N-2 (31 December 2013)	2,900	2,630	-713	25,275	-156	29,935	2,552	32,487
Capital operations							283	283
Share-based payments								
Operations on self-owned shares			-21	41		20		20
Dividends				-1,371		-1,371	-244	-1,615
Result for the period				4,986		4,986	-278	4,708
Gains and losses recorded directly in equity capital					33	33	8	41
Net result and gains and losses recorded directly in equity capital				4,986	33	5,019	-270	4,749
Variation of scope				-379		-379	381	2
Other movements							1 964	1 964
Closing equity capital N-1 (31 December 2014)	2,900	2,630	-734	28,552	-124	33,223	4,666	37,889
Capital operations							1,445	1,445
Share-based payments								
Operations on self-owned shares			22	80		101		101
Dividends				-1,372		-1,372	-261	-1,633
Result for the period				2,216		2,216	-19	2,197
Gains and losses recorded directly in equity capital					-555	-555	-232	-787
Net result and gains and losses recorded directly in equity capital				2,216	-555	1,661	-251	1,410
Variation of scope					29	29	-37	-9
Other movements					-7	-7	482	475
Closing equity capital N (31 December 2015)	2,900	2,630	-712	29,476	-657	33,635	6,044	39,679

#### 20.3.2. Appendixes to the consolidated accounts

# 1- INFORMATION RELATIVE TO THE ACCOUNTING BASELINE, THE CONSOLIDATION PROCEDURES AND THE VALUATION METHODS AND RULES

#### 1.1. STANDARDS APPLIED

Pursuant to regulation  $N^{\circ}1606/2002$  adopted on 19 July 2002 by the European Parliament and Council, the accounts of the SOGECLAIR group have been established in accordance with the IFRS baseline such as adopted in the European Union and presented in accordance with recommendation  $N^{\circ}2013-03$  dated 7 November 2013 issued by the Conseil National de la Comptabilité (National Accounting Council).

Standards, amendments and interpretations of the IFRS standards applicable as from 1st January 2015

The new standards and amendments applicable as of 1<sup>st</sup> January 2015 do not have any significant impact on the accounts to 31 December 2015.

#### Standards not applied by SOGECLAIR

- Standards, amendments and interpretations of the IRFS standards, already published by IASB and adopted by the European Union, but whose application was not yet obligatory on 31 December 2015 and that have not been applied in advance by the SOGECLAIR Group when they apply to it.
- New standards, revisions of the IFRS standards and interpretations published by IASB not yet adopted by the European Commission. These standards are not applied by the SOGECLAIR Group.

#### 1.2. CONSOLIDATION PROCEDURES

The companies of significant size, controlled exclusively and in which the group exercises direct or indirect control over more than 50% of their capital have been consolidated by overall integration.

Subsidiaries are companies controlled by the group. Control means that power is exercised over relevant activities, and exposure to variable yields as well as the capacity to use power to have an influence over these yields.

The applicable consolidation methods come under the IFRS 11 standard regarding the partnerships.

The shares in non-consolidated shareholdings are posted in the "Investments in associates" item for their cost of acquisition.

Furthermore, companies are excluded from the scope of consolidation when they only represent a negligible interest and their exclusion cannot negatively impact the faithful image principle.

Here, this concerns:

ADM (subsidiary 35%-owned by SOGECLAIR AEROSPACE SAS).

On 31/12/2015, SOGECLAIR sold a shareholding (equity method affiliate, excluded from the scope consolidation) and acquired another shareholding (equity method affiliate), also excluded from the scope of consolidation, given its non-significant nature.

#### 1.3. Valuation methods and rules

#### 1.3.1. Goodwill and assimilated

In compliance with the IFRS standards, goodwill – frozen in 2004 – is no longer amortised, but depreciation tests are performed annually, however tests may be performed half-yearly should signs of losses of value appear.

Depreciation is recorded once the recoverable value of the CGU to which the goodwill is assigned is lower than its net book value.

A Cash Generating Unit (CGU) is the smallest identifiable group of assets whose continuous utilisation generates cash inflows that are largely independent from the cash inflows generated by other assets or groups of assets.

Thus, the CGUs identified in the group are the legal entities, it being stated that when the legal entities have strong economic ties several entities are groupd together within one CGU.

Furthermore, a CGU necessarily and exclusively belongs to one of the operational sectors chosen by Sogeclair by way of application of IFRS 8.

In this respect, the legal entities named Sogeclair Aerospace (GmbH in Germany, Ltd in the UK, SA in Spain, SARL in Tunisia, SAS in France) have been grouped together in a single CGU given their indivision as transactional economic assets and their strong ties with the aeronautical industry.

The Oktal SAS and Oktal Synthetic Environnement SAS entities are grouped together in a single CGU due to their technical synergy.

Sogeclair's other legal entities are considered to be independent CGUs.

The recoverable values are determined per legal entity, but their appreciation is analysed within the CGU to which they are attached.

The recoverable value is the highest value between the net fair value of the cost of disposal, when that can be determined, and the going concern value

The net fair value of the costs of disposal corresponds to the best estimate of the net value that could result from a transaction made under the conditions of normal competition between well-informed and consenting parties. This estimate is determined on the basis of the market information available taking any special situations in to account.

The going concern value adopted by Sogeclair corresponds to the present value of the cash-flows from the identified CGUs. These flows are determined in the framework of the following economic assumptions and forecast operating conditions:

- the cashflows used are derived from three-year "Medium-Term Plans" for the entities concerned available on the valuation date and are extended to a five-year horizon,
- beyond that horizon, the terminal value corresponds to the capitalisation to infinity of the last flow within the horizon, on the basis of a rate to infinity of 2%,
- the actualisation rate stood at 7.06%, at the end of 2015, based on:
- of the 10-year risk-free loan rate of 1.01%,
- and of a market premium of 6.5% to which an average over five years of the Beta coefficient specific to Sogeclair is assigned, confirmed by other sources (Bloomberg, Thomson, Infinancials), of 0.93.

Sensitivity tests on the actualisation rate and the growth rate to infinity in a range of +/-1 point have not made it possible to identify any risks of depreciation.

A "shock" called "mathematical shock" is applied to the most sensitive underlying parameters (growth of the activity, level of the operating margin, investments) to test the sensitivity of the estimation to an unfavourable change in the CGU's economic environment; the hypotheses adopted for the mathematical shock consist of halving the activity's growth rate and reducing the level of the operating margin (EBITDA) by 30%, and halving the amount of the investments, with respect to the values of the basic business plan.

The recoverable values, based on the going-concern values, are then compared with the net book values of the goodwill for determining any depreciation.

On 31 December 2015, the recoverable values calculated in that way exceeded the net book values for all the CGUs. The tests performed were therefore conclusive and lead us to maintain the value of the goodwill.

#### 1.3.2. Conversion of the foreign companies' accounts

The group's presentation currency is the euro, the foreign companies' operating currency is their local currency (pound sterling for SOGECLAIR Aerospace Ltd, Tunisian dinar for SOGECLAIR Aerospace Sarl, Canadian dollar for SOGECLAIR Aerospace Inc, MSB Design Inc and Ressources Globales Aéro Inc, US dollar for MSB Global Resources Corp.)

The accounts for the group's foreign companies are drawn up in their operating currency, their accounts then being converted into the group's presentation currency as follows:

- The balance sheet items, with the exception of the equity capital maintained at its historical cost, are converted at their closing rate.
- The income statement accounts are converted at the average rate for the period.

The income statement conversion difference is included in the other elements of the overall result and therefore does not impact the net result (it will be recycled in the income statement when control of the subsidiary is lost).

The goodwill shown at the time of the grouping together with foreign companies is treated as the acquired entity's assets and liabilities: it is therefore integrated in their operating currency and converted into euros at its closing rate. This therefore results in variations in the value of the assets explained in the general income statement.

#### 1.3.3. Intangible assets – development expenses

Concerning the work immobilised as development expenses, the amounts posted as assets include all of the development expenses through to completion of the work in accordance with IAS 38 along with the related financial costs in accordance with IAS 23.

The amounts immobilised are straight-line amortised over a period of 3 to 10 years depending on the programmes, according to the most probable perspectives of the economic return on the results of the work.

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

There are seven main programmes leading to development expenses and the related financial expenses being posted as assets:

(in thousands of Euros)	Assetisation period	Length of amortisation	Gross amount	Amount still to be amortised
Aerospace Division				
Thermo-compression aeronautical subassemblies	Since 2009	10 years running from series deliveries	7,397	5,717
Modular aeronautical training platform	Since 2014	4 years running from commercialisation of the modules	56	56
Aircraft interior monuments	Since 2009	7 years running from series deliveries	929	655
Aircraft modification authorisation label	Since 2014	3 years running from assetisation	91	75
Vehicle Division				
Multi-mission terrestrial drone	Since 2013	5 years running from assetisation	173	111
Simulation Division				
Terrain modellers (Agetim, Ray and Fast products) for simulators	Since 2003	3 years running from assetisation	1,896	257
Simulation motors for the following sectors:				
<ul><li>- automobile (ScanNer product),</li><li>- rail (OkSimRail product)</li><li>- air traffic (ScanAds product)</li></ul>	Since 2005	3 years running from assetisation	2,292	307

#### 1.3.4. Financial instruments

In respect of IFRS 7, it should be noted that the loans contracted by the group are fixed-rate loans and that there are no off-balance sheet financial instruments, nor any securitisation of the customer posting.

In the framework of its exposure to exchange rate risks, since 2012 SOGECLAIR has been hedging some of its contracts in US and Canadian dollars. These instruments have a guaranteed rate and do not involve any restatement in respecting of hedging accounting. The hedging losses and profits are posted as a result at the time the exchange operation is carried out and for their fair value at each half-yearly/annual closing of the accounts.

On 31 December 2015 the hedging taken out by SOGECLAIR amounted to USD 2.1 million with due date December 2016.

To date there are no commitments within SOGECLAIR SA or the group involving complex financial instruments.

#### 1.3.5. Current assets

In accordance with the IAS 1 standard (Presentation of financial statements), an asset is classified current if you are intending to realise or sell it in the framework of the normal operating cycle, or realise it within the twelve months following the balance sheet date, or lastly if it is a cash asset.

The following assets are therefore classified as being current:

- linventory,
- payments in advance,
- trade and other receivables,
- deferred tax assets,
- cash and cash equivalents,
- prepaid expenses,
- other receivables.

#### 1.3.6. Utilisation of estimates

The drawing up of the financial statements per the IFRS baseline requires the utilisation of estimates and assumptions that may have an impact on the book value of certain balance sheet and income statement items.

These estimates and assessments are updated by Management on a going concern basis according to the information available on the date the accounts are closed. They may vary according to events or to information that may put into question the circumstances under which they are made. These estimates mainly concern:

■ Sales recognition (Note 1.3.8)

- Deferred tax assets (Note 4.6)
- End-of-career indemnities and provisions (Note 4.10)
- Valuation of goodwill (Note 1.3.1)

#### 1.3.7. Current and non-current liabilities

In accordance with the IAS 1 standard (Presentation of financial statements) liabilities are classified current and non-current.

A liability is classified current if it must be settled in the framework of its normal operating cycle, or settled within the twelve months following the balance sheet date.

The following contingent liabilities are therefore classified current:

- the part of finance costs and qualified prepayments that are reimbursable within less than one year following the balance sheet date.
- trade and other payables,
- tax and social liabilities,
- short-term provisions,
- deferred tax liabilities,
- other liabilities.

The other contingent liabilities are classified non-current.

#### 1.3.8. Sales recognition

Sales correspond to the amount of work performed for customers by all of the companies that enter into the scope of consolidation. The sales and costs recognition method depends on the type of intervention.

#### Consulting and support activities

These contracts are subject to an obligation regarding the means. Sales for the consulting and support activities are posted gradually as the works are performed.

## All-in development contracts and the associated systems, products and services

These contracts are subject to an obligation to achieve a given result and a performance-related commitment. Sales and the result are recorded in application of the IAS 18 standard using the percentage of completion method defined by the IAS 11 standard. Completion is calculated as a percentage of the costs borne for the works performed with respect to the total costs re-adjusted each month. When it is probable that the total of the re-adjusted costs of the contract will be higher than the total sales generated by the contract, the expected loss on completion is posted as a liability in the financial situation statement.

#### 1.3.9. Dividends paid

The distribution of dividends paid out to the parent company's shareholders during the year ending 31 December 2014 in respect of the year ending 2015 is as follows:

single voting right
double voting right
€396 k
€976 k

#### 1.3.10. Events after the balance sheet date

None

#### 2- SCOPE OF CONSOLIDATION

#### List of consolidated companies

#### 1.3.11. Other information

SOGECLAIR has posted the fair value of the exchange rate hedging instruments as permitted by the IAS39 standard.

It should be noted that, in an economic logic, only non-interest bearing financial commitments given or received are subject to IAS 39. SOGECLAIR has posted income to be received for the period, as a deduction from the personnel expenses in respect of the CICE (Corporate Competitiveness Tax Credit) totaling €1,193 k.

NAME	COUNTRY	ACTIVITY	% OF CONTROL 2015	% OF CONTROL 2014		
Companies consolidated by full consolidation*						
Aviacomp SAS	France	Aeronautical and defence structural subassemblies	59.09%	55.00%		
Checkaero BV	Netherlands	Stress calculation expertise	75.00%	75.00%		
Checkaero SARL	Luxembourg	Stress calculation expertise	75.00%	75.00%		
MSB Design Inc	Canada	Aircraft interior subassemblies	80.00%	80.00%		
MSB Global Resources Corp	USA	Aerostructure, Systems installation, Configuration management, Equipment	80.00%	80.00%		
Oktal SAS	France	Simulators	97.98%	97.98%		
Oktal Synthetic Environment SAS	France	Virtual environments	54.94%	54.94%		
Ressources Globales Aéro Inc	Canada	Aerostructure, Systems installation, Configuration management, Equipment	80.00%	80.00%		
Rain Luxembourg SA	Luxembourg	Sub-holding	100.00%	100.00%		
Séra Ingénierie SAS	France	Vehicle	80.00%	80.00%		
Sogeclair SA	France	Holding	Parent	Parent		
Sogeclair Aerospace GmbH	Germany	Aerostructure, Systems installation, Configuration management, Equipment	100.00%	100.00%		
Sogeclair Aerospace Inc	Canada	Sub-holding	100.00%	100.00%		
Sogeclair Aerospace Ltd	United Kingdom	-	100.00%	100.00%		
Sogeclair Aerospace SA	Spain	Aerostructure, Systems installation,	87.95%	86.34%		
Sogeclair Aerospace Sarl	Tunisia	Configuration management, Equipment	100.00%	100.00%		
Sogeclair Aerospace SAS	France	Equipment	100.00%	100.00%		
Equity method affiliates			•			
S2E Consulting SAS	France	Systems engineering and electricity	46.98%	46.98%		

<sup>\*</sup> excluding two companies in Canada without any operational activities

#### 3 - 3 INFORMATION MAKING IT POSSIBLE TO COMPARE THE ACCOUNTS

#### Presentation of the accounts

For the first time, and in compliance with the IAS 1 standard, in 2015 the production immobilised (€542 k on 31 December 2015), production in stock (€1,773 k on 31 December 2015), and the write-back of provisions (€1,325 k on 31 December 2015) have been entered as decreased corresponding expenses, previously posted as 'other operating income'.

This change in the presentation lowers the 'other operating income' by €3,640 k.

#### Inclusion within the perimeter

On 13 November 2014, SOGECLAIR acquired 80% of the Canadian aeronautical group MSB comprising three operational companies (MSB Design Inc, Ressources Globales Aéro Inc and MSB Global Resources Corp), via two holding companies that do not have any operational activities (ALCA Gestion Inc and Mario Sévigny Inc). This group is specialised in fitting out aircraft cabins; it is based in Montreal and has a subsidiary in the United States

The MSB group counts nearly 260 employees and, for 2015, generated sales of CAD 29.1 million and a net result of CAD 1.6 million. Its net debt stood at CAD 4.7 million on 31 December 2015.

MSB includes an engineering activity and a manufacturing activity, and counts the following among its customers in particular: the BOMBARDIER group (with "Preferred Supplier" status), EMBRAER, GULFSTREAM, HONDA, INNOTECH, ZODIAC...

he complementarity of SOGECLAIR's and MSB's activities strengthen their respective offerings:

- in America thanks to SOGECLAIR's know-how regarding structures (composite and metallic), configuration management, manufacturing engineering, development, equipment, etc.
- in Europe thanks to MSB's skills in the area of aircraft cabin furnishing.

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

This rapprochement represents a significant accelerator for the group's growth in North America.

With this operation, SOGECLAIR is adopting an offensive strategy allowing it to broaden its customer panel and skills, and support sales growth with its historical customers.

The goodwill, calculated using the complete goodwill method, amounted to €8,1 million on 31 December 2015 (refer to table 4.1).

From an accounting viewpoint, the acquisition has been analysed as a firm acquisition with deferred payment for the 20% minority holdings by 2017. This deferred payment has been posted for its discounted amount such as stipulated contractually (fair valuation on the basis of business plans) as minority interests. In order preserve the company's interests, SOGECLAIR does not wish to communicate further on the price of the operation and, consequently, on how debts noted with respect to minority holdings are taken into account.

#### 4 - EXPLANATIONS ON THE ITEMS ON THE CONSOLIDATED BALANCE SHEET AND INCOME STATEMENT

#### 4.1. Intangible assets

GROSS VALUES (in thousands of Euros)	AT BEGINNING OF YEAR	INCREASES	ASSETS GENERATED INTERNALLY	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	EXCHANGE RATE DIFFERENCES	OTHER VARIATIONS	RECLASSIFICATION	AT YEAR- END
Goodwill	13,181			46		-576	452		13 102
Research & development expens	24,409 ses		578			-67			24 920
Software and brand	ds 7,103	626		-12	-2	-27		5	7 693
Current assets	5				-5				
Total	44,698	626	578	34	-7	-701	452	5	45,716

AMORTISATION & PROVISIONS (in thousands of Euros)	AT BEGINNING OF YEAR	PROVISIONS FOR AMORTISATION AND DECREASES OF VALUE	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR- END
Goodwill	-1,039						-1,039
Research & development expenses	-16,612	-1,151			20		-17,743
Software and brands	-5,097	-922	10		22		-5,988
Total	-22,748	-2,073	10		42		-24,769
Net value	21,950						20,946

The detail of the immobilised expenses is given in paragraph 1.3.3 of the consolidated appendix.

#### 4.2. Tangible assets

GROSS VALUES (in thousands of Euros)	AT BEGINNING OF YEAR	INCREASES	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR- END
Technical installations, plant & equipment	2,882	105		-9	-67	6	2,918
Installations & fittings	2,319	172		-2	-49	8	2,448
IT & office hardware	7,658	756		-264	-28	62	8,184
Current assets	203	691				-82	812
Other	1,177	167		-71	-1		1,271
Total	14,240	1,891		-347	-145	-7	15,632

AMORTISATION & PROVISIONS (in thousands of Euros)		PROVISIONS FOR MORTISATION AND CREASES OF VALUE	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR- END
Technical installations, plant & equipment	-1,123	-362		2	30		-1,453
Installations & fittings	-1,267	-206		1	15		-1,457
IT & office hardware	-5,887	-1,060		255	18		-6,674
Other	-940	-216		46	1		-1,108
Total	-9,217	-1,844		304	64		-10,692
Net value	5 023						4,940

The exchange rate differences concern the British, Canadian and Tunisian subsidiaries: MSB Design Inc., MSB Global Resources Inc., Ressources Globales Aero Inc., Sogeclair Aerospace Ltd, Sogeclair Aerospace Inc. and Sogeclair Aerospace Sarl.

#### Additional information concerning the financial leasing contracts (IAS 17):

Net book value of the current financial leasing contracts:

(in thousands of Euros)	GROSS AMOUNT	AMORTISATION	NET BOOK VALUE
Intangible assets	1,884	-1,111	772
Tangible assets	5,668	-4,224	1,444
Total	7,552	-5,335	2,217

#### Current leasing contract schedule:

(in thousands of Euros)	< 1 YEAR	1 TO 2 YEARS	3 TO 5 YEARS
Total	1,048	553	616

#### 4.3. Investments in associates

GROSS VALUES (in thousands of Euros)	AT BEGINNING OF YEAR	INCREASES	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	VARIATION IN FAIR VALUE	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION END	AT YEAR-
Shareholdings	118	42		-9	-47			103
Other investments								
Loans, guarantees and other receivables	1,019	212		-54	-17	-1		1,158
Total	1,136	254		-63	-64	-1		1,261

AMORTISATION & PROVISIONS (in thousands of Euros)	AT BEGINNING OF YEAR	PROVISIONS FOR AMORTISATION	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	Variation In Fair Value	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR- END
Shareholdings	-30							-30
Other investments								
Loans								
Total	-30							-30
Net value	1,106							1,231

#### 4.4. Inventory and work in process

GROSS VALUES (in thousands of Euros)	AT Beginning Of Year	INCREASES	CHANGES IN THE SCOPE OF CONSOLIDATION	SALES AND DISPOSALS	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR- END
Raw materials, supplies inventory	2,024	1,073			-131		2,966
Production work in process inventory	2,077	279			-17		2,339
Finished and intermediate product inventory	1,556	1,494			-25		3,025
Total	5,658	2,846			-173		8,330

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

The gross value of the goods and supplies is evaluated at the purchase price (including ancillary expenses less any reductions, discounts, refunds, etc.).

Manufactured products are evaluated at the standard cost of production including:

- consumption of goods and supplies,
- consumption of subcontracting according to the cost generally observed,
- consumption of the standard machine-hours and man-hours indicated in the manufacturing procedures.

The incorporable structure costs are assigned to the work in process and finished product inventory as from the 2014 financial year, proportionally to the production plan updated at the time of each budget forecast.

The provisions for stock depreciation mainly concern manufactured products whose cost price is greater than the sale price, owing to the learning curve.

#### 4.5. Trade and other receivables

The customer payment times have lengthened over the year and are the subject of close monitoring.

#### 4.6. Deferred tax assets

DEFERRED TAX ASSETS (in thousands of Euros)	2015	2014	2013
Temporary differences	1,252	1,263	1,066
Tax deficits	2,659	2,394	1,393
Restatement	252	177	197
Total	4,162	3,834	2,656

A deferred tax asset is constituted on the tax losses and temporary differences if it is probable that the company will dispose of future tax profits to which they may be charged.

SOGECLAIR limits the amount of its deferred taxes on the tax deficits of its subsidiaries concerned to 10% of the sales for the year, at year-end, or to 10% of the annual budget at the time of the half-year accounts.

Only the deferred tax of the tax deficits of newly created companies is posted in its entirety.

The accumulated amount of the non-assetised deficits on 31 December 2015 stood at €4.8, million, representing non-posted deferred tax of €1.6 million.

#### 4.7. Cash and cash equivalents

(in thousands of Euros)	2015	2014	2013
Cash	4,204	4,796	4,186
Cash equivalents	6,870	12,756	18,297
Total	11,074	17,553	22,482

On 31 December 2015, the cash equivalents concerned liquid short-term investments on:

- deposit account for a length of one month renewable,
- interest-bearing account,
- European fund with guaranteed capital and minimum rate with the possibility of annual buy-back of a proportion without any significant penalty.

#### 4.8. Equity capital, group share

Equity capital, set at €2,900k, now consists of 2,900,000 shares with a nominal value of €1 each.

It must be remembered that in accordance with notification 2002-D of the Emergency Committee of the CNC on 18 December 2002 and according to the deliberation of the Board of Directors of SOGECLAIR held on 23 December 2002, the self-owned shares are deducted from the consolidated shareholders' equity.

During the year the company sold 8,113 self-held shares (0.28% of group capital) off-market.

On 31 December 2015, the balance of these shares on the company's books amounted to 144,340 shares (4.98% of the capital) compared with 152,453 shares (5.26% of the capital) twelve months earlier. This restatement leads to an accumulated reduction in the consolidated share capital of  $\leq$ 712 k compared with  $\leq$ 734 k on 31 December 2014.

#### 4.9. Minority interests

(in thousands of Euros)	2015	2014	2013
At beginning of year	4,666	2,552	1,527
Variation of reserves	1,397	2,392	993
Total income and expenditure entered during the period	-19	-278	32
At year-end	6,044	4,666	2,552

#### 4.10. Long-term provisions

LONG-TERM PROVISIONS (in thousands of Euros)	AT BEGINNING OF YEAR		CHANGES OF SCOPE	WRITE BACKS	ACTUARIAL GAINS & LOSSES	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR END
Provisions for retirement benefits	1,581	188		-13	120			1,876
Provisions for restructuring op	erations							
Other provisions for charges	28	57				-3		83
Provisions for losses on contract	s 139	119		-139				119
Other provisions for risks	653	143		-286			6	516
Total	2,402	507		-439	120	-3	6	2,594

The other provisions for risks mainly concern fiscal and social risks.

There is no event later than 31 December 2015 liable to put into question the notion of going concern, nor any non-measurable risk and loss. The impact of reclassifying the actuarial gains and losses (IAS19R) to the reserves amounts to  $\leq$ 120 k.

The discount rate used concerning the pension commitments corresponds to the TEC 10 which stood at 1.01% on 31 December 2015.

#### 4.11. Current and non-current financial debts

NON-CURRENT FINANCIAL DEBTS (in thousands of Euros)	AT Beginning Of Year	INCREASE	CHANGES OF SCOPE	REDUCTION	VARIATION IN FAIR VALUE	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR END
Qualified prepayments (+ 1 year)	3,109				26		-81	3,055
Borrowings and debts with credit institutions (+ 1 year)	12,148	582			13	-64	-3,400	9,278
Sundry loans and financial liabilities	1,251	268				5	-56	1,468
Total	16,509	850			38	-59	-3,536	13,801

CURRENT FINANCIAL DEBTS (in thousands of Euros) Bi	AT EGINNING OF YEAR	INCREASE	CHANGES OF SCOPE	REDUCTION	VARIATION IN FAIR VALUE	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR END
Current qualified prepayments (-1 year)	605			-469			81	216
Current borrowings and debts with credit institutions (-1 year)	3,819			-3,850		-19	3,400	3,350
Bank loans and overdrafts	4,654	2,102				-205		6,551
Sundry current loans and financial liabilities	518	1,000		-284				1,233
Total	9,596	3,102		-4,604		-224	3,481	11,351

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

The medium/long term bank loans trend (excluding leases) is detailed below:

MEDIUM/LONG TERM LOANS (excluding leases) (in thousands of Euros)	2015
Contracted during the year	
Repaid during the year	2,528

The gross financial debts schedule is given below:

GROSS FINANCIAL DEBT SCHEDULE (in thousands of Euros)	TOTAL	< 1 year	1 to 2 years	2 to 3 years	3 to 4 years	Longer
Qualified prepayments (+ 1 year)	3,055		932	1 071	1,030	22
Borrowings and debts with credit institutions (+ 1 year)	9,278		2,627	2,176	1,897	2,579
Sundry non-current loans and financial liabilities	1,468		285	317	330	535
Non-current financial debt	13,801		3,845	3,563	3,257	3,136
Current qualified prepayments	216	216				
Current borrowings and debts with credit institutions	3,350	3,350				
Bank loans and overdrafts	6,551	6,551				
Sundry current loans and financial liabilities	1,233	1,233				
Current financial debt	11,351	11,351				

Characteristics of the loans contracted	Financial debts with due date(1)	Conditions	Due dates	Coverage	Covenants
Fixed rate depreciable	9,332	1.7 to 3.4%	2009-2020	N/A	None
Fixed rate depreciable in Canadian do	ollars 1,546	7.75 to 10%	2012-2021	N/A	Yes <sup>(2)</sup>

<sup>(1)</sup> Overall amount to be reimbursed on 31 December 2015

Besides the funding in place in the acquired companies that is currently being renegotiated, there are no early payment clauses, except for the usual clause included in loan contracts in the event of a transfer of financial assets or of a modification in the capital.

#### 4.12. Short-term provisions

	NNING YEAR	CONTRIBUTIONS	VARIATIONS OF SCOPE	WRITE-BACKS	EXCHANGE RATE DIFFERENCES	RECLASSIFICATION	AT YEAR- END
Provisions for restructuring operations	s -	-	-	-	-	-	-
Other provisions for charges	-	-	-	-	-	-	-
Other provisions for risks	-	-	-	-	-	-	-
Total	-	-	-	-	-	-	-

#### 4.13. Deferred tax liability

DEFERRED TAX LIABILITIES (in thousands of Euros)	2015	2014	2013
Temporary differences			8
Restatement	171	179	255
Total	171	179	263

#### 4.14. Income

In accordance with IFRS 8, income is presented division by division in paragraph 5 of this appendix.

<sup>(2)</sup> Loans already taken out in the acquired companies at the time of acquisition

#### 4.15. Other operating income

OTHER OPERATING INCOME (in thousands of Euros)	2015	2014	2013
Production in stock		1,050	1,001
Production immobilised		1,324	1,301
Operating and investment subsidies	806	1,231	1,689
Write-back of provisions, transfers of charges		871	1,577
Other income	2,759	3,052	3,207
Total	3,565	7,528	8,775

The production in stock, the production immobilised and the write-backs on provisions have been the subject of a reclassification in compliance with IAS 1 as explained above in paragraph 3 of this appendix.

The operating subsidies mainly concern innovation projects. They have been posted at their allocation date and are attached to the financial year according to the programmes' degree of advancement.

The other income mainly includes the research tax credit.

#### 4.16. Result on sale of consolidated shareholdings

RESULT ON SALE OF CONSOLIDATED SHAREHOLDINGS (in thousands of Euros)	2015	2014	2013
Sale of 8.49% of the shares held in Oktal Synthetic Environment SAS			37
Total			37

#### 4.17. Other operating income and charges

The other operating income and charges correspond to the result of other non-current operations during the year.

OTHER OPERATING INCOME AND CHARGES (in thousands of Euros)	2015	2014	2013
Tax risks (provisions, write-backs, charges and income for the year)			
Social risks (provisions, write-backs, charges and income for the year)			-198
Reimbursement on write-downs			
Profit or loss on sale of tangible assets	5	-2	24
Gains or losses on goodwill		36	
Other income and charges	-18	-1,548	-17
Total	-13	-1,514	-191

In 2014, the other income and charges include the costs of restructuring in Germany further to the interruption of a major contract and the cost of acquiring the Canadian subsidiaries.

#### 4.18. Cost of net financial debt - Other financial charges and income

The cost of net financial debt includes:

- the income from cash and cash equivalents, that is to say:
  - the interest generated by the cash and cash equivalents
  - the result of the transfer of cash equivalents
- the cost of the gross financial debt, which essentially corresponds to the interest charges on financing operations and exchange rate differences. The net exchange rate losses amount to -€1,072 k on 31 December 2015.

#### 4.19. Other financial charges and income

The other financial income and charges amounted to €32 for the year, and include the income and charges linked to the other financial assets such as income from shareholdings, provisions and write-backs on financial provisions and conversion rate adjustments.

### 4.20. Income tax

The SOGECLAIR SA company has opted for the tax consolidation scheme for the following companies: SOGECLAIR SA and SOGECLAIR AEROSPACE SAS, OKTAL SAS.

TAX CHARGE (in thousands of Euros)	2015	2014	2013
Deferred tax	243	1,159	324
Tax payable (1)	-1,836	-3,179	-3,418
Income or charge linked to tax consolidation	512	80	76
Carry-back			105
Contributions on dividend distributions	-139	-111	-129
Sponsorship tax credit			42
Total	-1,220	-2,051	-3,000

<sup>(1)</sup> including the CVAE (Corporate Value Added Contribution)

Tax proof is presented below:

TAX PROOF (in thousands of Euros)	2015	2014	2013
Pre-tax profit (loss)	3,417	6,760	9,082
Parent company's tax rate	34.43%	34.43%	34.43%
Theoretical income (charge) on tax on profits	-1,177	-2,327	-3,127
Permanent differences and others	-197	-163	-89
Tax-exempted revenue and non-fiscally deductible charges	509	75	61
Impact of foreign tax rate differences	8	52	106
Income taxed at reduced rate(1)	-703	-672	-610
Impact of deferred tax deficits and amortisations	-929	-426	-617
Tax credit	1,268	1,410	1,276
Income tax benefit (charge) posted	-1,220	-2,051	-3,000

<sup>(1)</sup> Impact of the CVAE in France and of the Trade Tax in Germany

### 4.21. Average workforce

WORKFORCE (full-time equivalence)	2015	2014	2013
Engineers, managers and senior technicians	1,048	1,078	993
Technicians and other non-managerial	306	100	110
Total	1,354	1,178	1,103

### 4.22. Financial commitments

OFF-BALANCE SHEET COMMITMENTS (in thousands of Euros)	2015	2014	2013
Commitments made:			
Relative to financing the company			
Pledged shareholdings			
Securitised receivables			
Counter-guarantee on overdraft line			55
Relative to the issuer's operating activities			
Acquisition of tangible assets			
Counter-guarantee on securities	13	13	13
Counter-guarantee securities on markets	50	1,553	1,714
Counter-guarantee securities on calls for tenders			98
Sub-total	63	1,566	1,880

OFF-BALANCE SHEET COMMITMENTS (in thousands of Euros)	2015	2014	2013
Commitments received:			
Relative to the issuer's operating activities			
Acquisition of tangible assets			
Counter-guarantee securities on markets			
From customers in long-term programmes <sup>(1)</sup>	123,600	113,000	118,584
Linked to company's financing operations			916
Sub-total	123,600	113,000	119,499

(1) we draw your attention to the fact that SOGECLAIR has received commitments from its customers on its long-term contracts dependent on their sales and on the basis of firm orders received by those customers. The updated value of this future income, on the basis of a TEC 20 (20-year constant rate) of 1.76% on 31 December 2015, was €114,000 k.

Additional information on the programmes subject to risk-sharing is provided in paragraph 1.6 of chapter 26 of the 2015 reference document.

### **5 - SECTOR-BASED INFORMATION**

In accordance with IFRS 8, the issuer has chosen to present the group's activity in 3 operational sectors corresponding to the sectors reviewed by the main operational decision-maker. It is stated that no grouping of sectors is carried out.

NAME	COUNTRY	ACTIVITY
Aerospace Division*		
Aviacomp SAS	France	Aeronautical and defence structural subassemblies
Checkaero BV	Netherlands	Stress calculation expertise
Checkaero SARL	Luxembourg	Stress calculation expertise
MSB Design Inc	Canada	Aircraft interior subassemblies
MSB Global Resources Corp	USA	
Ressources Globales Aéro Inc	Canada	
Sogeclair Aerospace GmbH	Germany	
Sogeclair Aerospace Ltd	United Kingdom	Assesting the use Contains installation. Configuration responses to Fourier sent
Sogeclair Aerospace SA	Spain	Aerostructure, Systems installation, Configuration management, Equipment
Sogeclair Aerospace Sarl	Tunisia	
Sogeclair Aerospace SAS	France	
S2E Consulting SAS	France	Systems engineering and electricity
Simulation Division		
Oktal SAS	France	Simulators
Oktal Synthetic Environment SAS	France	Virtual Environments
Vehicle Division		
Séra Ingénierie SAS	France	Vehicule
Holding		
Sogeclair SA	France	Holding
Rain Luxembourg (Holding Am Du Nord)	Luxembourg	Sub-holding
Sogeclair Aerospace Inc	Canada	Sub-holding

<sup>\*</sup> excluding 2 holding companies in Canada that do not have any operational activities or commitments

SOGECLAIR's main customers are listed in the reference document available on the company's website (www.sogeclair.com).

SOGECLAIR has facilities in France, Germany, Spain, Canada, Luxembourg, the Netherlands, the UK, Tunisia and the USA.

Besides the countries where it has facilities, the following countries were addressed by SOGECLAIR in 2015: Australia, Belgium, Brazil, China, Colombia, Denmark, Ireland, Israel, Italy, Japan, Namibia, Norway, New-Zealand, Poland, Portugal, Singapore, South Korea, Sweden and Turkey.

# FINANCIAL INFORMATION CONCERNING THE COMPANY'S ASSETS, FINANCIAL SITUATION AND RESULTS

### 5.1 Consolidated financial situation per division

ASSETS	AERO	SPACE	VEHICLE		SIMULATION		HOLDING		GROUP	
(in thousands of Euros)	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Goodwill	10,366	10,444			1,694	1,694	3	3	12,063	12,142
Intangible assets	8,046	8,994	116	154	629	573	91	87	8,883	9,808
Property, plant and equipment	3,887	3,999	499	360	297	333	258	330	4,940	5,023
Equity method affiliates	17	65							17	65
Investments in associates	780	661	6	6	215	198	212	176	1,213	1,041
Share eliminations	-20,224	-17,127	-200	-200	-2,823	-2,823	23,247	20,150		
Non-current assets	2,872	7,037	421	320	13	-25	23,812	20,747	27,117	28,079
Inventory and work in-process	7,231	4,684			62	70			7,293	4,754
Trade and other receivables	37,611	38,951	1,379	3,807	4,237	3,478	3	3	43,231	46,239
Other circulating assets	3,531	3,482	250	222	3,623	3,382	6,084	4,420	13,488	11,507
Deferred income tax	3,239	2,656	32	29	659	921	232	227	4,162	3,834
Cash and cash equivalents	3,286	3,210	341	2	428	1,286	7,021	13,054	11,075	17,553
<b>Current assets</b>	54,898	52,983	2,003	4,060	9,009	9,138	13,340	17,705	79,250	83,886
TOTAL ASSETS	57,769	60,020	2,423	4,380	9,022	9,113	37,151	38,452	106,365	111,965

LIABILITIES	AEROS	PACE	VEH	VEHICLE		ATION	HOLI	DING	GRO	DUP
(in thousands of Euros)	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Equity capital							2,900	2,900	2,900	2,900
Capital contribution							2,630	2 630	2,630	2,630
Own shares							-712	-734	-712	-734
Reserves and consolidated result	9,180	12,122	1,557	1,343	5,494	4,811	12,585	10,151	28,817	28,427
Equity capital, group share	9,180	12,122	1,557	1,343	5,494	4,811	17,403	14,947	33,635	33,223
Minority interests	4,326	3,133	439	386	1,278	1,147			6,044	4,666
Consolidated equity capital	13,506	15,256	1,997	1,728	6,773	5,958	17,403	14,947	39,679	37,889
Long-term provisions	1,261	1,079	90	77	925	992	318	254	2,594	2,402
Long-term qualified pre-payments	2,752	2,614			303	495			3,055	3,109
Long-term borrowings and financial debts	3,700	4,799	32	1	48	62	6 966	8 538	10,746	13,399
Other long-term liabilities	97	116		2					97	118
Non-current liabilities	7,809	8,608	122	80	1,276	1,550	7,284	8,792	16,492	19,029
Short-term qualified pre-payments	66	448			150	157			216	605
Current part of provisions for other liabilities and charges	2,923	2,607	21	4	36	68	1,605	1,658	4,583	4,337
Short-term borrowings and financial debts	6,315	4,651			1	2	235	1	6,551	4,654
Short-term provisions										
Trade and other payables	11,968	12,956	87	1,387	596	732	283	372	12,933	15,448
Tax and social liabilities	15,928	17,598	531	1,059	2,563	2,412	969	1 392	19,991	22,461
Deferred tax liabilities	170	178	1	1	1	1			171	179
Other liabilities	3,810	5,146	133	102	1,807	2,115			5,750	7,363
Intra-group eliminations	-4,725	-7,428	-467	20	-4,181	-3,882	9,373	11,290		
Current liabilities	36,454	36,156	304	2,572	973	1,606	12,463	14,713	50,195	55,047
TOTAL LIABILITIES	57,769	60,020	2,423	4,380	9,022	9,113	37,151	38,452	106,365	111,965

### 5.2 Consolidated operating income statement per division

INCOME	COME AEROSPACE		VEH	VEHICLE		.ATION	HOL	DING	GR	OUP
STATEMENT (in thousands of Euros)	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Sales	114,449	101,040	2,025	2,288	11,294	11,080	15	13	127,782	114,421
Other income from the activity	1,606	4,857	144	473	1,772	2,091	43	107	3,565	7,528
Cost of goods sold	-41,237	-34,715	-373	-875	-3,081	-3,499	-1,979	-1,621	-46,670	-40,710
Personnel charges	-64,783	-57,382	-861	-853	-6,607	-6,298	-1,845	-1,993	-74,096	-66,526
Taxes and duties	-677	-707	-37	-46	-153	-159	-214	-209	-1,081	-1,121
Amortisation and provision	-3,399	-4,063	-94	-85	-388	-695	-162	-125	-4,044	-4,968
Other charges	-224	-127	-1		-9	-1	-72	-90	-305	-219
Intra-Group operations	-4,467	-4,196	-375	-320	-378	-449	5,220	4,965		
Current operating income	1,268	4,708	428	583	2,451	2,069	1,005	1,046	5,151	8,405
Income from sale of consolidated shareholdings										
Other operating income and charges	-11	-1,297	-7		6	-27	-2	-191	-13	-1,514
Operating income before income from equity method affiliates	1,257	3,411	421	583	2,457	2,043	1,003	855	5,138	6,891
Share of income from equity method affiliates										
Operating income	-47	-2							-47	-2
Sales	1,210	3,409	421	583	2,457	2,043	1,003	855	5,091	6,889

### **6 - RELATED COMPANIES**

### **6.1 Commercial lease**

SCI SOLAIR, has a link with the directors of SOGECLAIR and there are shareholders who have voting rights greater than 10% (refer to chapter 8.3 of the 2015 reference document).

The contractual terms and conditions have been drawn up according to the rules of the market.

To 31 December 2015, the contractual relations with SCI SOLAIR have been exercised correctly and do not lead us to anticipate any risk for SOGECLAIR. There were no debts with respect to SCI SOLAIR on 31 December 2015.

The future payments will concern the payments of the rentals and charges relative to the rental contracts.

### **6.2 Board of Directors**

The number of independent directors exceeds the minimum threshold recommended by the Middlenext Code.

The remuneration paid to the members of the Board of Directors is shown in paragraph 5.4 of the Board of Directors' report to the AGM in chapter 26 of the 2015 reference document.

You are also reminded that there is a life annuity paid for the benefit of Mr Jean-Louis ROBARDEY, further to the purchase of a business completed on 27 December 1985 (Refer to chapter 16.2.2 of the 2015 reference document).

### **6.3 Directors**

No changes have been made during the year regarding the main directors' short- or long-term benefits.

### 7 – AUDITORS' FEES

(Refer to chapter 27.3 of the 2015 reference document).

### 8 – DESCRIPTION OF THE DIFFERENT RISK FACTORS

(Refer to chapter 26.1.6 of the 2015 reference document).

### 20.3.3. Annual accounts

### I - BALANCE SHEET (in Euros)

ASSETS	31/12/2015	31/12/2014	31/12/2013
Intangible assets	90,305	84,550	46,357
Property, plant and equipment	257,550	320,087	355,372
Investments in associates	24,960,428	21,848,831	14,798,834
IMMOBILISED ASSETS	25,308,284	22,253,469	15,200,564
Advances and payments on account		1,912	1,381
Trade and other receivables	2,179,039	2,260,586	953,920
Other debts	13,085,807	10,478,487	4,236,231
Cash and cash equivalents	7,015,317	13,035,825	16,171,586
Prepayments	21,522	340,796	64,544
CIRCULATING ASSETS	22,301,685	26,117,606	21,427,662
TOTAL ASSETS	47,609,969	48,371,074	36,628,226
LIABILITIES	31/12/2015	31/12/2014	31/12/2013
Share capital	2,900,000	2,900,000	2,900,000
Share premium account	2,629,849	2,629,849	2,629,849
Other reserves	1,442,551	1,442,551	1,442,551
Retained earnings	7,750,913	6,308,045	4,107,940
Profit for the financial year	4,073,996	2,814,704	3,571,451
EQUITY	18,797,309	16,095,149	14,651,791
Provisions	317,981	254,096	215,921
Borrowings and debts with credit institutions	8,803,447	10,180,520	5,011,953
Sundry loans and financial liabilities	18,454,010	20,026,580	14,952,735
Payment in advance on orders			
Trade and other payables	288,461	361,865	466,266
Tax and social liabilities	947,849	1,374,984	1,315,408
Liabilities on fixed assets and related accounts			1,872
Other debts			9,906
Unearned income	913	77,881	2,375
DEBTS	28,494,679	32,021,830	21,760,515
TOTAL LIABILITIES	47,609,969	48,371,074	36,628,226

### II - INCOME STATEMENT (in Euros)

	31/12/2015	31/12/2014	31/12/2013
SALES	5,263,037	5,009,570	5,078,400
Write-back on provisions, transfers of charges	18,230	4,432	4,693
Other income	43,049	107,034	69,178
OPERATING INCOME	5,324,316	5,121,036	5,152,272
Purchases and external expenses	2,005,207	1,635,139	1,742,894
Taxes, duties and assimilated	265,374	264,512	220,021
Payroll expenses	1,827,671	2,132,273	2,292,291
Amortisations	100,165	95,736	95,542
Provisions on current assets			
Provisions for risks and charges	76,896	38,175	57,940
Other operating expenses	72,087	90,354	66,554
OPERATING PROFIT	976,917	864,847	677,030
Financial income	3,286,980	2,487,816	3,107,970
Financial expenses	425,098	307,608	276,364
FINANCIAL EARNINGS	2,861,883	2,180,208	2,831,606
CURRENT INCOME BEFORE TAX	3,838,800	3,045,054	3,508,636
EXTRAORDINARY INCOME	130,718	101,429	476,022
EXTRAORDINARY EXPENSES	11,379	31,259	6,557
EXTRAORDINARY PROFIT	119,339	70,171	469,465
Income tax	(115,857)	300,521	406,650
Net result	4,073,996	2,814,704	3,571,451

### 20.3.4. Appendixes to the annual accounts

Sogeclair is a Joint Stock Company with a Board of Directors. It is listed on EURONEXT Paris – compartment C.

The year ending 31/12/2015 shows a total balance before distribution of €47,609,969, total income for the year presented in list form of €8,742,014 and a profit of €4,073,996.

The financial year runs for 12 months from 1st January 2015 to 31 December 2015.

Notes (or tables) No. 1 to 14 hereinafter are an integral part of the annual financial statements.

These annual accounts were closed by the Board of Directors on 18 March 2016.

### **CONTENT**

lt	APPENDIX TO THE DALANCE CHEET AND INCOME	INFORMATIONS					
Item No.	APPENDIX TO THE BALANCE SHEET AND INCOME STATEMENT FROM 01/01/2015 TO 31/12/2015	PRO	DUCED	NOT PRODUCED			
INO.	STATEMENT PROMI 01/01/2013 TO 31/12/2013	note n°	Tax status	not significant	not applicable		
	I – FACTS RELEVENT TO THE FINANCIAL YEAR						
1	II – ACCOUNTING RULES AND METHODS						
	Valuation methods	1					
	Calculation of amortisation and provisions	1					
	Dispensations				Х		
	Additional information to provide a true reflection				Х		
	III – ADDITIONAL INFORMATION RELATIVE TO THE BALANCE SHEET AND INCOME STATEMENT						
2	Immobilised assets statement	2					
3	Amortisation statement	2					
4	Provisions statement	3					
5	Debt and liabilities due dates statement	4					
6	Additional information on:						
	Elements relevant to several items in the balance sheet				X		
	Revaluation				X		
	Setting up charges				X		
	Applied research and development expenses				Χ		
	Goodwill				X		
	Immobilised interests				X		
	Interest on elements of the current assets				X		
	Difference of valuation on fungible elements of the current assets				X		
	Advances to directors				X		
	Prepaid charges and income	5					
	Composition of the equity capital	6					
	Shares participating in profits	7					
	Extraordinary result	8					
	Apportionment of net sales			X			
	Apportionment of income tax	9					
	IV – FINANCIAL COMMITMENTS AND OTHER INFORMATION						
7	Lease			X			
8	Financial commitments	10					
9	Debts guaranteed by real sureties				Х		
10	Impact of dispensary tax valuations				Х		
11	Increasing and lightening of the future tax debt	11					
12	Remuneration of the directors	12					
13	Average workforce	12 13					
14	Identity of the parent companies consolidating the company's accounts	13					
15	List of subsidiaries and participations	14					
	V OTHER SIGNIFICANT INFORMATION	14			v		
	V – OTHER SIGNIFICANT INFORMATION				X		

### **APPENDIX NOTE N° 1**

### **ACCOUNTING RULES AND METHODS**

### **VALUATION METHODS**

### **GENERAL PRINCIPLES AND CONVENTIONS**

The accounting rules have been applied in accordance with the principle of due diligence in compliance with the underlying assumptions of going concern, independence of accounting periods and consistent accounting methods.

The basic method adopted for the valuation of the items posted in the accounts is the historical costs method.

The accounting conventions have been applied in compliance with the provisions of Commercial Law (Art. 123-12 to 123-23), with the decree dated 29 November 1983, and with the ANC 2014-03 regulation.

SOGECLAIR SA has posted a tax credit for the year to reduce its personnel charges, in respect of the CICE (Employment Competitiveness Tax Credit) amounting to €18,881.

### **CONSISTENCY OF METHODS**

No changes have been made to the valuation methods with respect to the previous financial year.

### MAIN ACCOUNTING METHODS USED

#### Intangible assets

Patents, concessions and other immobilised intangible assets have been valued at their cost of acquisition, but excluding the expenses incurred for their acquisition. These items are amortised over the duration of their utilisation by the company (that is to say between 3 and 10 years).

### Tangible assets

The gross value of the property, plant and equipment in the immobilised assets corresponds to the value of the articles' entry in the asset base taking into account the expenses required to put those articles into utilisation condition but excluding the expenses incurred for their acquisition.

### Amortisation method

The company applies the ANC 2014-03 regulations.

The amortisations applied, both on the accounting and tax levels, are representative of the economic amortisation; as a consequence, no dispensatory amortisation has been posted to the liabilities on the balance sheet.

The amortisation times – identical in the individual accounts and in the consolidated accounts – are given below:

CATEGORY	MODE	DURATION
Software	Straight-line	3 years
Patents	Straight-line	5 to 10 years
Other fixtures, and fittings, installations	Straight-line	10 years
Transport equipment	Straight-line	3 years
Computer hardware	Straight-line	3 to 5 years
Office furniture	Straight-line	5 to 10 years

### Fixed investments

The shareholdings and other fixed investments have been valued at their cost of acquisition, but excluding the expenses incurred for their acquisition.

The depreciation tests, carried out annually, consist of checking that the fair value of the subsidiary's equity capital is higher than its book value, that is:

■ For the holding company's accounts, the book value of the shares

in associated companies.

The recoverable value is the highest value between the net fair value of the cost of disposal, when that can be determined, and the going concern value.

The net fair value of the costs of disposal corresponds to the best estimate of the net value that could result from a transaction made under the conditions of normal competition between well-informed and consenting parties. This estimate is determined on the basis of the market information available taking any special situations in to account.

The going concern value adopted by Sogeclair corresponds to the present value of the cash-flows from the subsidiaries. These flows are determined in the framework of the following economic assumptions and forecast operating conditions:

- the cashflows used are derived from three-year "Medium-Term Plans" for the entities concerned available on the valuation date and are extended to a five-year horizon,
- beyond that horizon, the terminal value corresponds to the capitalisation to infinity of the last flow within the horizon, on the basis of a rate to infinity of 2%,
- the actualisation rate calculated at 7.06% on the basis of:
  - the 10-year risk-free rate of 1.01%,
  - and a market premium of 6.5% to which an average over five years of the Beta coefficient specific to Sogeclair is assigned, confirmed by other sources (Bloomberg, Thomson, Infinancials), of 0.9.

A "shock" called "mathematical shock" is applied to the most sensitive underlying parameters (growth of activity, level of operating margin, investments) to test the sensitivity of the estimation to an unfavourable change in the economic environment; the hypotheses adopted for the mathematical shock consist of halving the activity's growth rate and reducing the level of the operating margin (EBITDA) by 30%, and halving the amount of the investments, with respect to the values of the basic business plan.

The recoverable values, based on the going-concern values, are then compared with the net book values of the shares for determining any depreciation.

On 31 December 2015, the recoverable values calculated in that way exceeded the net book values for all the shares. The tests performed were therefore conclusive and lead us to maintain the value of the shares.

### Own shares

In accordance with notification 2002-D of the Emergency Committee of the CNC on 18 December 2002, the own-shares owned by the company have been posted as other fixed investments. As from 1st July 2013 the number of shares has been multiplied by 4 further to the division by 4 of the nominal value. On 31 December 2015, SOGECLAIR held 144,340 of its own shares for a value of €712,118. 10,000 shares were sold during the year and 1,887 shares were purchased. Given the shares' latest quoted price (€18.06 on 31 December 2015) no depreciation has been posted.

### Valuation of receivables and debts

The receivables and debts have been evaluated at their nominal value.

### Depreciation of receivables

The receivables have, where applicable, been depreciated through the creation of provisions to take into account the recovery difficulties that they are liable to give rise to.

### Cash equivalents

On 31 December 2015, the cash equivalents concerned liquid short-term investments on:

- deposit account for a length of one month renewable,
- interest-bearing account,
- European fund with guaranteed capital and minimum rate with the possibility of immediate buy-back of a significant proportion without any penalty.

### Valuation of investments

The investments have been valuated at their cost of acquisition excluding the expenses incurred for their acquisition.

In the case of sale of a set of securities of the same nature and providing the same rights, the value of the securities has been estimated using the "First-In First-Out" method.

### Depreciation of investments

The investments have, where applicable, been depreciated through the creation of provisions to take into account:

- for listed securities, the average price for the last month of the financial year;
- for unlisted securities, their probable negotiable value at year-end.

A depreciation of €1,495 has been posted for 2015.

### Tax consolidation accounting method

SOGECLAIR has opted for the tax consolidation scheme. The scope of this consolidation includes the following companies: SOGECLAIR SA, SOGECLAIR AEROSPACE SAS and OKTAL SAS.

The tax charge is recorded in the subsidiaries on the basis of their own tax result. The parent company records the balance with respect to the overall result.

For the 2015 financial year, SOGECLAIR posted a tax saving of €511,851 in respect of tax consolidation.

### **APPENDIX NOTE N° 2**

### STATEMENT OF FIXED ASSETS

The transactions for the financial year were as follows:

GROSS VALUES	At the beginning of the year	Increase	Decrease	At year end
Intangible assets	€611,891	€38,254	€2,246	€647,899
Property, plant and equipment	€745,758	€7,169		€752,926
Investments in associates	€21,879,321	€3,174 329	€62,733	€24,990,918
	€23,236,970	€3,219,751	€64,979	€26,391,743

AMORTISATION AND PROVISIONS	At the beginning of the year	Increase	Decrease	At year end
Intangible assets	€527,341	€30,460	€207	€557,594
Property, plant and equipment	€425,671	€69,705		€495,376
Investments in associates	€30,489			€30,489
	€983,501 €	€100,165	€207	€1,083,459

### **APPENDIX NOTE N° 3**

### STATEMENT OF PROVISIONS

NATURE OF THE PROVISIONS	At the beginning of the year	Contributions for the year	Write-backs for the year(1)	At year end
Retirement benefit obligations and similar (2)	€254,096	€28,867	€13,011	€269,951
Provisions for bad debt	€603		€603	
Provisions for risks and charges		€48,029		€48,029
Provisions for financial depreciation	€30,490	€1,495		€31,984
	€285,188	€78,390	€13,614	€349,965

The company posts a provision whenever a risk creates an obligation with respect to a third party and for which the probable liability can be estimated with sufficient precision.

 $<sup>^{(1)}</sup>$  including provisions used:  $0 \in$ 

<sup>(2)</sup> the accounting of the retirement benefit obligations has taken into account the changes introduced by law No. 2010-1330 dated 9 November 2010 relative to pension reform. The company has modified the calculation parameters impacted by the reform, materialised in particular by a gradual increase in the legal age of retirement, and of the minimum age required in order to benefit from the full pension rate.

The lengthening of the period of activity resulting from this reform has an impact on the amount of the end-of-career indemnities, the probability of being present in the company and the number of years on which the discounting of the commitments bears.

### **APPENDIX NOTE N° 4**

### STATEMENT OF MATURITY OF RECEIVABLES AND DEBTS

CCOUNTS RECEIVABLE GROSS		LIQUIDI	TY OF ASSETS
, iccoonto receivable	AMOUNT	LESS THAN 1 YEAR	MORE THAN 1 YEAR
Fixed asset debts			
• Loans	€915		€915
• Others	€881,278		€881,278
Current asset debts			
Trade notes and accounts receivable	€2,179,039	€2,179,039	
• Taxes	€5,615,370	€5,615,370	
• Others			
• Subsidiaries' current accounts	€7,470,436	€7,470,436	
Prepaid expenses	€21,522	€21,522	
TOTAL	€16,168,560	€15,286,368	€882,193

DEBTS	GROSS		OF LIABILITY REAL	ISATION
52513	AMOUNT	LESS THAN 1 YEAR	MORE THAN 1 YEAR	MORE THAN 5 YEARS
Borrowings and debts with credit institutions				
<ul><li>One year at most initially</li><li>More than one year initially</li></ul>	€267,732 €8,535,714	€267,732 €1,571,429	€6,107,143	€857,143
Sundry loans and financial liabilities	€158,730		€158,730	
Trade notes and accounts payable	€288,461	€288,461		
Social and tax debts	€947,849	€947,849		
Group and associates	€18,295,280	€18,295,280		
Other debt	€0	€0		
Unearned income	€913	€913		
TOTAL	€28,494,679 €	€21,371,663	€6,265,873	€857,143

DETAIL OF CHARGES PAYABLE	AMOUNT
Borrowings and debts with credit institutions	
Interest paid on borrowings	€33,100
Accrued interest payable	€450
Trade notes and accounts payable	€163,045
Social and tax debts	
Debt provisions/Paid Leave and Time Savings Account	€56,001
Charges payable on salaries	€279,000
Charges/ Paid Leave and Time Savings Account	€26,880
Social charges payable	€133,689
Tax charges payable	€26,163
Other debts	€0
TOTAL	€718,328

RECEIVABLES AND DEBTS WITH RESPECT TO RELATED COMPANIES (excluding current accounts, detailed in the table of subsidiaries and participations)			
	RECEIVABLES	DEBTS	
SOGECLAIR AEROSPACE SAS	€1,207,238	€6,505	
SOGECLAIR AEROSPACE GmbH	€477,169		
SOGECLAIR AEROSPACE SA	€70,412		
SOGECLAIR AEROSPACE SARL	€95,608		
AVIACOMP SAS	€84,000		
OKTAL SAS	€90,572		
OKTAL SYNTHETIC ENVIRONMENT SAS	€29,796		
SERA INGENIERIE SAS	€27,196		
S2E CONSULTING SAS	€2,928		
MSB DESIGN	€11,500		
SOGECLAIR AEROSPACE LTD	€82,620		
TOTAL	€2,179,039	€6,505	

### **APPENDIX NOTE N° 5**

### PREPAID CHARGES AND INCOME

	CHARGES	INCOME
Operating charges or income	€21,522	€913
Financial charges or income		
Extraordinary charges or income		
TOTAL	€21,522	€913

### **APPENDIX NOTE N° 6**

### **BREAKDOWN OF SHARE CAPITAL**

_	NUMBER	NOMINAL VALUE
Shares or partnership shares comprising the capital at the beginning of the financial year	2,900,000	€1
Shares or partnership shares issued during the financial year		
Shares or partnership shares cancelled during the financial year		
Shares or partnership shares comprising the capital at year-end	2,900,000	€1

The number and value of the shares making up the share capital are detailed in chapter 18 of the reference document.

### **APPENDIX NOTE N° 7**

### FINANCIAL CHARGES AND INCOME WITH RESPECT TO RELATED COMPANIES

	CHARGES	INCOME
SOGECLAIR AEROSPACE LTD		€722
SOGECLAIR AEROSPACE SAS	€1,909	€1,964,313
S2E CONSULTING SAS		820
SERA INGENIERIE SAS		€40,168
OKTAL SAS	€141	€846,540
OKTAL SYNTHETIC ENVIRONMENT SAS	€236	€5
AVIACOMP SAS	€59,653	€53,468
SOGECLAIR AEROSPACE GmbH		€12,859
SOGECLAIR AEROSPACE SA		€6,239
CHECKAERO SARL		€195,000
RAIN Luxembourg SA		€22,806
TOTAL	€61,939	€3,142,941

### APPENDIX NOTE N° 8

### **EXTRAORDINARY RESULT**

The extraordinary result breaks down as follows for 2015.

■ Bonuses on own shares	€121,378
■ Loss on disposal of intangible assets	€-2,039
	<b>€</b> 119 339

### **APPENDIX NOTE N° 9**

### **BREAKDOWN OF CORPORATE INCOME TAX**

	Before tax	Corresponding tax	After tax
OPERATING PROFIT	€3,838,800	€356,214	€3,482,585
EXTRAORDINARY PROFIT	€119,339	€39,780	€79,559
TAX SAVING LINKED TO TAX CONSOLIDATION		€-511,851	€511,851
Total	€3,958,139	€-115,857	€4,073,996

There is a tax consolidation agreement between SOGECLAIR and its two subsidiaries SOGECLAIR AEROSPACE SAS and OKTAL SAS:

According to the terms of the agreement, the tax saving that may be made on the companies remains acquired to SOGECLAIR, the parent company. Simultaneously, any tax surcharge is borne by SOGECLAIR.

For the year 2015, a tax saving of €511,851 was posted relative to tax consolidation.

### **APPENDIX NOTE N° 10**

### **FINANCIAL COMMITMENTS**

COMMITMENTS MADE	AMOUNT
Notes receivable discounted	None
Guarantees and other security	None
Collateral	None
Other commitments made	
Outstanding financial leasing payments	€5,691
Outstanding real estate leasing payments	None
• Others	None

The financial commitments concerning subsidiaries and other related companies are detailed in the reference document.

### **APPENDIX NOTE N° 11**

### **INCREASE AND DECREASE IN THE FUTURE TAX DEBT**

VARIATION IN DEFERRED OR LATENT TAXES	BEGINNING OF YEAR		VARI	ATION	YEAR-END	
	Asset	Liability	Asset	Liability	Asset	Liability
CHARGES TEMPORARILY NON DEDUCTIBLE						
TO BE DEDUCTED NEXT YEAR						
Organic	€6,376		€-3,206 €		€3,170	
Unrealised gains			€1,680		€1,680	
TO BE DEDUCTED LATER						
Provisions for risks						
<ul> <li>Provisions for own shares</li> </ul>						
<ul> <li>Provisions for pensions</li> </ul>	€254,096		€15,856		€269,952	
	€260,472		€14,330		€274,802	

The decrease in the future tax debt amounted to €91,592 on 31/12/2015.

### APPENDIX NOTE N° 12 REMUNERATION OF THE DIRECTORS

This includes the remuneration of the President & CEO, Executive Vice-President and the directors (fixed and variable remuneration, directors' fees and non-cash benefits), giving a total amount of €785,955.

### **APPENDIX NOTE N° 13 AVERAGE WORKFORCE**

Managerial and Senior Technician: 19

### **APPENDIX NOTE N° 14**

### TABLE OF SUBSIDIARIES AND SHAREHOLDINGS

Financial information	Capital	equity Capital	SHARE OF CAPITAL	BOOK OF SECUR	VALUE ITIES HELD	ADVANCES	AMOUNT OF GUARANTEES	EXCL.VAT	PROFIT/LOSS AT LAST	DIVIDENDS RECEIVED	REMARKS
		AFTER RESULT	HELD	GROSS	NET	GRANTED NOT YET PAID BACK	And Security Granted	AT LAST YEAR-END	YEAR-END	FOR 2013	
Subsidiaries and shareholding	s										
<ul> <li>A) Detailed information conc subsidiaries and sharehold</li> </ul>											
1 - Subsidiaries											
• SOGECLAIR AEROSPACE LTD	€1,363	€370,954	100.00%	€1,458	€1,458	€88,426		€9,759,355	€-310,025		
• SOGECLAIR AEROSPACE SAS	€2,012,517	€16,214,001	100.00%	€4,162,655	€4,162,655	€-13,501,888		€62,963,055	€1,437,782	€1,964,313	
• SOGECLAIR AEROSPACE SA	€560,000	€1,088,138	87.95%	€640,748	€640,748	€599,644		€4,233,000	€272,250		
• SOGECLAIR AEROSPACE GmbH	€26,000	€0	100.00%	€4,772,264	€4,772,264	€1,362,978		€13,464,652	€-1,521,784		
RAIN Luxembourg SA	€7,410,000	€7,155,613	100.00%	€7,410,000	€7,410,000	€2,925,424			€-273,505		
<ul> <li>AVIACOMP SAS</li> </ul>	€3,533,200	€1,641,843	59.09%	€3,942,400	€3,942,400	€1,895,805		€6,991,868	€-1,840,829		
• CHECKAERO BV	€20,000	€28,513	75.00%	€15,000	€15,000				€-1,296		
• CHECKAERO SARL	€40,000	€176,947	75.00%	€30,000	€30,000	€42		€307,530	€-19,580	€195,000	
• OKTAL SAS	€1,000,000	€5,188,719	97.98%	€2,814,375	€2,814,375	€-2,724,804		€8,595,935	€1,699,959	€846,540	
• SERA INGENIERIE SAS	€250,000	€2,163,433	80.00%	€200,000	€200,000	€-494,948		€2,025,092	€315,774	€40,000	
2 - Shareholdings											
B) General information conce other subsidiaries and shar				€89,335	€89,335	€-1,134,253					

### 20.4. Verification of the annual historical financial information

### 20.4.1. Déclarations

### **AUDITORS' REPORT ON THE CONSOLIDATED ACCOUNTS**

MOREREAU AUDIT SAS 10. rue Reyer 31200 – TOULOUSE

### **EXCO FIDUCIAIRE DU SUD-OUEST**

2. rue des Feuillants 31076 – TOULOUSE CEDEX 3

Auditors

Members of the «Compagnie Régionale de Toulouse"

S.A. SOGECLAIR
7. avenue Albert Durand
31700 - BLAGNAC

AUDITORS' REPORT
ON THE CONSOLIDATED ACCOUNTS

### **FINANCIAL YEAR ENDING 31 DECEMBER 2015**

In performing the duty entrusted to us by your general meeting, we hereby present our report relative to the financial year ending 31 December 2015, on:

- the verification of SOGECLAIR SA's consolidated accounts, such as they are appended to this report;
- the substantiation of our assessments;
- the specific verification stipulated by law.

The consolidated accounts were prepared by your Board of Directors. It is our duty to express an opinion on these financial statements based on our audit.

### I. OPINION ON THE CONSOLIDATED ACCOUNTS

We conducted our audit in accordance with the professional auditing standards in France; these standards require that we conduct proceedings with due care to give reasonable assurance that the annual accounts are free from significant irregularities. An audit entails examining, on a test basis, evidence supporting the amounts and disclosures these financial statements contain. An audit also involves assessing the accounting principles used and significant estimates made in preparing the accounts, as well as evaluating the overall presentation. We believe that our audit provides a reasonable basis for the opinion expressed below.

We certify that the consolidated accounts are, in view of the IFRS baseline such as adopted in the European Union, regular and sincere and provide a faithful image of the assets and financial situation, as well as of the result of the operations performed by all of the people and entities comprised in the consolidation.

### **II. SUBSTANTIATION OF THE ASSESSMENTS**

Pursuant to the provisions of article L.823.9 of Commercial Law, we have proceeded with our own assessments and we draw your attention to the following points:

■ Note 1.3.1 of the "goodwill and assimilated" appendix describes the procedures for implementing the loss-of-value tests on the goodwill.

On the basis of the information submitted to us, our work consisted of examining the way these loss-of-value tests are implemented and, in particular, the cashflow forecasts used, as well as the overall coherence of the assumptions adopted. Furthermore, we have made sure that the above-mentioned note provides appropriate information.

■ Note 1.3.3. of the "intangible assets – development expenses" appendix explains the accounting rules and methods relative to the way development expenses are recorded.

In the framework of our assessment of the accounting principles applied by your company, we have examined the procedures used to enter the development expenses in the assets, and those adopted for their amortisation and for the verification of their current value. Furthermore, we have made sure that the above-mentioned note provides appropriate information.

■ Note 1.3.8. of the "Sales recognition" appendix explains the methods used to recognise sales and, where applicable, losses on completion.

In this framework, our work consisted of assessing, by testing, the reasonable nature of the assumptions adopted as well as their effective approval by general management.

The assessments thus made enter into our approach to auditing the consolidated accounts, taken in their entirety, and have therefore contributed to forming our opinion which is expressed in the first part of this report.

### **III. SPECIFIC VERIFICATION**

We have also proceeded, in accordance with the applicable professional standards in France, with the specific verification stipulated by law on the information given in the report on group management.

We have no special comment to make regarding their fairness and conformity with the consolidated financial statements.

In application of the law, we inform you that your company has not appointed an independent third-party organisation to verify the social, environmental and societal information presented in the management report as stipulated by article L.225-102-1 of Commercial Law.

Toulouse, 19 April 2016 The Auditors,

MOREREAU AUDIT SAS Robert MOREREAU EXCO FIDUCIAIRE DU SUD-OUEST Jean-Marie FERRANDO

### **AUDITORS' GENERAL REPORT ON THE ANNUAL FINANCIAL STATEMENTS**

### **MOREREAU AUDIT SAS**

10, rue Reyer 31200 – TOULOUSE

### **EXCO FIDUCIAIRE DU SUD-OUEST**

2, rue des Feuillants 31076 – TOULOUSE CEDEX 3

### **Auditors**

Members of the «Compagnie Régionale de Toulouse"

S.A. SOGECLAIR
7. avenue Albert Durand
31700 - BLAGNAC

AUDITORS' REPORT
ON THE ANNUAL ACCOUNTS

**FINANCIAL YEAR ENDING 31 DECEMBER 2015** 

In performing the duty entrusted to us by your general meeting, we hereby present our report relative to the financial year ending 31 December 2015, on:

- the verification of SOGECLAIR SA's consolidated accounts, such as they are appended to this report;
- the substantiation of our assessments;
- the specific verifications and the information stipulated by law.

The annual accounts were prepared by your Board of Directors.

It is our duty to express an opinion on these financial statements based on our audit.

### I. OPINION ON THE ANNUAL ACCOUNTS

We conducted our audit in accordance with the professional auditing standards in France; these standards require that we conduct proceedings with due care to give reasonable assurance that the annual accounts are free from significant irregularities. An audit entails examining, on a test basis, evidence supporting the amounts and disclosures these financial statements contain. An audit also involves assessing the accounting principles used and significant estimates made in preparing the accounts, as well as evaluating the overall presentation. We believe that our audit provides a reasonable basis for the opinion expressed below.

We certify that the annual accounts are, in view of the French accounting rules and principles, honest and sincere and give a true view of the result of the operations of the past year and of the company's assets and financial situation at year-end.

### **II. SUBSTANTIATION OF THE ASSESSMENTS**

Pursuant to the provisions of article L.823.9 of Commercial Law, we have proceeded with our own assessments and we draw your attention to the following point:

The shares are valuated at their cost of acquisition and depreciated, where applicable, on the basis of their going concern value according to the procedures described in the "main accounting methods used" note

On the basis of the information submitted to us, our work consisted of examining the data on which the going concern values are based and, in particular, of examining the cashflow forecasts and the coherence of all the assumptions used. Furthermore, we have made sure that the above-mentioned note provides appropriate information

The assessments thus made enter into our approach to auditing the consolidated accounts, taken in their entirety, and have therefore contributed to forming our opinion which is expressed in the first part of this report.

### III. SPECIFIC VERIFICATIONS AND INFORMATION

We have also proceeded, in accordance with the applicable professional standards in France, with the specific verifications stipulated by law.

We have no special comment to make regarding their fairness and conformity with the annual financial statements of the information provided in the Board of Directors' management report and in the documents sent to the shareholders on the financial situation and the annual financial statements.

Concerning the information provided pursuant to the provisions of article L. 225-102-1 of Commercial Law on the remunerations and non-cash benefits granted to the directors and on the commitments made in their favour, we have checked their consistency with the accounts or with the data that was used to establish those accounts and, where applicable, with the information obtained by your company from the companies controlling it or controlled by it. On the basis of these verifications, we certify the exactness and sincerity of this information.

In application of the law, we inform you that your company has not appointed an independent third-party organisation to verify the social, environmental and societal information presented in the management report as stipulated by article L.225-102-1 of Commercial Law.

In application of the law, we have verified that the various items of information relative to the shareholdings and control, as well as to the identity of the shareholders or holders of voting rights, have been provided to you in the management report.

Toulouse, 19 April 2016 The Auditors,

MOREREAU AUDIT SAS Robert MOREREAU EXCO FIDUCIAIRE DU SUD-OUEST Jean-Marie FERRANDO

### SPECIAL REPORT OF THE AUDITORS ON THE REGULATED AGREEMENTS AND COMMITMENTS

MOREREAU AUDIT SAS

10, rue Reyer 31200 – TOULOUSE **EXCO FIDUCIAIRE DU SUD-OUEST** 

2, rue des Feuillants 31076 – TOULOUSE CEDEX 3

**Auditors** 

Members of the «Compagnie Régionale de Toulouse"

S.A. SOGECLAIR
7. avenue Albert Durand
31700 - BLAGNAC

#### **YEAR ENDING 31 DECEMBER 2015**

SPECIAL REPORT OF THE AUDITORS ON THE REGULATED AGREEMENTS AND COMMITMENTS

ANNUAL GENERAL MEETING HELD TO APPROVE
THE ACCOUNTS FOR THE FINANCIAL YEAR ENDING 31/12/2015

To the shareholders,

In our capacity as Auditors of your company we hereby present you with our report on the regulated agreements and commitments.

It is our task to inform you, on the basis of the information that we have been given, of the characteristics and essential features of the agreements and commitments that have been notified to us or that we discovered at the time of our mission, without having to express an opinion on their usefulness or merits nor to seek the existence of other agreements and commitments. It is your duty, pursuant to article 225-31 of Commercial Law, to assess the advantages of concluding these agreements and commitments with a view to approving them.

Furthermore, it is our responsibility, where applicable, to notify to you the information stipulated in article R. 225-31 of Commercial Law relative to the execution, during the past financial year, of the agreements and commitments already approved by the AGM.

We have exercised all the due diligence that we considered necessary with respect to the professional standards of the "Compagnie nationale des commissaires aux comptes" (National Company of Auditors) relative to this mission. This due diligence consisted of verifying the agreement of the information that we have been given with the basic documents from which it was taken.

### AGREEMENTS AND COMMITMENTS SUBJECT TO THE APPROVAL OF THE ANNUAL GENERAL MEETING

### Agreements and commitments authorised during the past financial year

We hereby inform you that we have not been informed of any agreements or commitments authorised during the past year to be submitted to the approval of the AGM pursuant to the provisions of article L. 225-38 of Commercial Law.

### Agreements and commitments authorised since year-end

We have been informed of the following agreements, authorised since year-end, which have been the subject of a prior authorisation of your Board of Directors.

1. With SOCIETE CIVILE IMMOBILIERE SOLAIR with capital of €1,524.49 and headquartered in BLAGNAC - 31700-7, Avenue Albert Durand.

### ■ Director concerned:

- Philippe ROBARDEY. Partner in this company.

### Nature of the agreement:

- Commercial leases concluded with that company concerning the rental of premises located at 7 avenue Albert Durand in Blagnac, breaking down as follows:
- Amendment No. 7 to commercial lease No. 2 relative to a surface area of 65 sq.m:
  - Annual rent excl. VAT. applicable as from 01/11/2016

€7,475

### Reasons explaining its interest for the company:

■ This amendment is due to a need for additional surface areas for the teams.

### Autorisation:

■ Board of Directors' meeting on 18/03/2016

### AGREEMENTS AND COMMITMENTS ALREADY APPROVED BY THE ANNUAL GENERAL MEETING

Agreements and commitments approved during previous financial years

### a) That have continued to be executed during the past financial year:

Pursuant to article R. 225-30 of Commercial Law, we have been informed that the execution of the following agreements and commitments, already approved by the AGM during previous fiscal years, has continued during the last financial year.

1. With Jean-Louis ROBARDEY, shareholder directly or indirectly holding fraction of the voting rights greater than 10%.

### Nature of the agreement:

■ Life annuity:

Under the terms of an act under private writing drawn up in TOULOUSE dated 27/12/1985, Jean-Louis ROBARDEY transferred to S.A. "ECLAIR-INTERIM", which became "E.D.T.", and has been taken over by S.A.S. SOGECLAIR AEROSPACE on 31/10/2010, a temporary employment agency business, run from 39, Rue de Metz in TOULOUSE against payment of the sum of  $\leqslant$  304,998,  $\leqslant$  45,734 has been paid, the balance of  $\leqslant$  259,204 having been converted into a life annuity of  $\leqslant$  18,294 to his benefit for the rest of his life, and transferable after his death to his spouse, Huguette ROBARDEY, for the rest of her life.

This annuity being indexed on the cost of living throughout the time that it is due.

In 1994, subsequent to the moth-balling of "ECLAIR INTERIM" your company has continued to assume responsibility for the commitments contracted by its subsidiary.

The restated sum paid for the fiscal year to Jean-Louis ROBARDEY amounts to €31,024

2. With the SOCIÉTÉ CIVILE IMMOBILIÈRE SOLAIR, real estate company with capital of € 1,524.49 headquartered at BLAGNAC - 31700 - 7, Avenue Albert Durand.

### Nature of the agreement:

■ Commercial leases concluded with that company concerning the rental of premises located at

7 avenue Albert Durand in Blagnac, breaking down as follows:

- amendment No. 6 to lease No. 2 relative to a surface area of 1,091 sq.m and parking spaces.
- lease No. 3 relative to a surface area of 100 sg.m and parking spaces
- lease No. °4 relative to a surface area of 200 sq.m and parking spaces
- lease No. 5 relative to a surface area of 2,868 sg.m and parking spaces
- lease No. 6 relative to a surface area of 76 sq.Mr
- lease No. 7 relative to a surface area of 39 sq.m

- Amount covered:	€818,582
- Rent	€517,574
- Rental charges	€159,329
- Insurance	. €6,342
- Property taxes	€135,337

### b) That have not been executed during the past financial year

Furthermore, we have been informed that the following commitment, already approved by the AGM at the time of a previous financial year, has been pursued but not executed during the past financial year.

1. With Philippe ROBARDEY, taken in his capacity as a private individual.

### Nature of the commitment:

- The Board of Directors has authorised a commitment made to the benefit of Philippe ROBARDEY, pursuant to the provisions of article L. 225-42-1 of Commercial Law, whereby Philippe ROBARDEY will receive, in the event of termination of his term of office as the company's Chief Executive Officer, except in the case of failure such as defined in the paragraph below or of voluntary departure, an indemnity representing 24 months' remuneration (fixed and proportional calculated on the basis of the last annual period preceding the termination of his term of office).

The payment of this indemnity will be subject to the condition that the group has achieved, in respect of the last five financial years whose consolidated accounts have been ratified by the Board before termination, an average Operating Profit, increased by the contributions to amortisation and provisions, at least equal to 7.5 % of the sales for the corresponding years.

Toulouse, 19 April 2016 The Auditors,

MOREREAU AUDIT SAS Robert MOREREAU EXCO FIDUCIAIRE DU SUD-OUEST Jean-Marie FERRANDO

20.4.2. Other information verified

None.

20.4.3. Other information not verified

None.

### 20.5. Latest financial information publication dates

The latest financial information audited dates back to 31 December r 2015.

### 20.6. Interim financial and other information

SOGECLAIR meets its obligations with regard to regulated information. The press releases for the first and third quarters and the financial report for the first half are available at www.sogeclair.com in the 'investors' section.

### 20.7. Dividend policy and distribution

### 20.7.1. Distribution of dividends with respect to the last three financial years

The dividend for 2015 proposed to the AGM is €0.40 per share, giving a total amount of €1,160,000.

The dividends and other income distributed for the last three years are given below:

	_	2015	2014	2013	2012
Total amount *	€1,1	60,000 **	€1,450,000	€1,450,000	€1,160 000
Overall gross dividend /	share	€0.40	€0.50	€0.40	€0.40
Percentage of the consc overall net result	olidated	52.79%	30.80%	23.84%	19.08%

<sup>\*</sup> Including the amount of the dividend corresponding to the self-owned shares not paid out and carried forward.

### 20.7.2. Dividend limitation period

The dividend limitation period is five years from the time it becomes payable. After this period, the dividends that have not been claimed will be paid to the State.

### 20.7.3. Future dividend policy

The company intends to pursue its dividend distribution policy and adapt it, if necessary, to the market requirements and constraints.

### 20.8. Legal and arbitration procedures

The risk factors are given in paragraph 1.6 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

### 20.9. Significant change in the financial and commercial situation

There have not been any events since the end of the 2015 financial year of a nature to change significantly the issuer's financial and commercial situation.

<sup>\*\*</sup> Proposed to the AGM on 19 May 2016

## 21 ADDITIONAL INFORMATION

### 21.1. Share capital

### 21.1.1. Allotted capital

As of 31 December 2015, the capital of SOGECLAIR amounted to  $\in$ 2,900,000, divided into 2,900,000 shares with a nominal value of  $\in$ 1 each

As of 31 March 2016, the number of shares making up the share capital still amounts to 2,900,000. It represents 4,851,588 theoretical voting rights (gross) and 4,707,175 real voting rights (net). The difference between the number of theoretical and real voting rights corresponds to the number of self-owned shares and the difference between the number of shares and of voting rights is linked to the fact that a double voting right exists.

The table of current delegations in the area of capital increases is appended to the Board of Directors' report.

### 21.1.2. Other shares

None.

### 21.1.3. Self-owned shares

The information relative to self-owned shares is given in paragraph 4.3 of the Board of Directors' report to the AGM in chapter 26 of this reference document

### 21.1.4. Investments in securities

As of 31 December 2015, the company has not issued any securities giving access to the capital.

The information relative to investments in securities is given in note 4.7 of the consolidated appendix provided in chapter 20.3.2 of this reference document.

### 21.1.5. Acquisition conditions

None

### 21.1.6. Options or agreements

None.

### 21.1.7. Capital history

Date	Type of operation	Amount of the operation	Share premium or contribution	Number of shares created	Total number of shares	Capital after operation
01/02/1986	Creation of the Société Anonyme (joint stock company)	F 250,000	0	2,500	2,500	F 250,000
EGM on 01/12/1988	Capitalisation of reserves and creation of 12,500 new shares	F 1,250,000	0	12,500	15,000	F 1,500,000
EGM on 11/12/1989	Investment in kind	F 675,000	F 2,025,000	6,750	21,750	F 2,175,000
EGM on 28/12/1989	Capitalisation of the share premium	F 2,025,000	0	20,250	42,000	F 4,200,000
28/03/1997	Cash contribution made by SOFICLAIR	F 1,200,000	0	12,000	54,000	F 5,400,000
EGM on 30/04/1998	Capital increase by issuing 5,400 new shares	F 540,000	F 5,459,400	5,400	59,400	F 5,940,000
EGM on 30/04/1998	Capital increase by capitalisation of part of the share premium and raising of the share's par value from FRF 100 to 190.	F 5,346,000	-	-	59,400	F 11,286,000
EGM on 30/04/1998	Reduction of the share's per value from FRF 190 to 20 by exchanging 2 old shares valued at FRF 190 for 19 new shares valued at FRF 20	-	-	504,900	564,300	F 11,286,000
Board Meeting on 08/09/1998 delegated by EGM on 22/06/1998	Issue in cash of shares proposed to the public	F 2,000,000	F 11,137,296	100,000	664,300	F 13,286,000
Combined General Meeting on 09/04/2001	Capital increase by capitalisation of the issue premium and revaluation differentials and conversion into euros.	F 4,144,089.40	F 807,978 + revaluation differences F 3,336,111.40	-	664,300	F 17,430,089 that is €2 657,200
Combined General Meeting on 07/06/2004	Capital increase by issue of new shares subsequent to merger by takeover of LPPI	€ 1,641,808	-	410,452	1,074,752	€4,299,008
Combined General Meeting on 07/06/2004	Reduction of the capital by cancellation of 349,752 shares	€ 1,399,008	-	349,752	725,000	€2,900,000
A.G.M on 17/05/2013	Division by 4 of the nominal value of the share	-		-	€2,900,000	€2,900,000

## 21.2. Memorandum and articles of association

### 21.2.1. Corporate object

(Article 3 of the articles of association): The object of the company is directly or indirectly to:

- create a group by acquiring stakes in any companies whose main activity involves technical engineering in the areas of simulation/design, design quality, training multimedia, documentation engineering, configuration management and all related or connected products or services,
- acquire stakes in any companies, acquire any securities and perform all operations related to portfolio management and to exercise all the rights resulting from the ownership of those shares,
- administer, manage, control and develop those shareholdings,
- provide all services, rental of equipment essentially for the benefit of the companies in the group and, in particular, to carry out coordination, direction, management and control functions,
- lastly, the direct or indirect participation of the company in any civil or commercial operations, under any form whatsoever, provided that these operations can be attached directly or indirectly to the management of the assets and cash or the corporate object or any similar connected or complementary objects.

It may carry out any operations that are compatible with this object, that relate to it and contribute to achieving it.

### 21.2.2. Provisions concerning the members of the administrative, managerial and supervisory bodies

The provisions concerning the members of administrative, managerial and supervisory bodies are given in paragraph 14.1.1 of this reference document.

### 21.2.3. Rights and privileges relative to the shares

The information regarding the rights and privileges relative to the shares is given in paragraph 18.2 of this reference document.

### 21.2.4. Modifications of the shareholders' rights

The information relative to the modifications of the shareholders' rights is given in paragraph 18.2 of this reference document.

### 21.2.5. Shareholders' meetings

### (Article 15 of the articles of association)

Shareholders' meetings are convened and hold their debates under the conditions provided for by the law and regulations. They are held at company headquarters or at any other place in the same département.

Any shareholder has the right to take part in the general meetings or to have him/herself represented, however many shares he/she owns, provided that those shares have been fully paid up. However, the right to take part in the general meetings is subject to registration of the shares in the name of the shareholder or of the intermediary registered on his/her behalf, on the third working day preceding the meeting at midnight, Paris time, or in the nominative securities account held by the approved intermediary.

Any shareholder who owns shares of a given class may take part in the special shareholders' meetings for that class under the conditions stipulated above.

Shareholders taking part in the meeting by means of videoconference or telecommunications systems within the limits and under the conditions stipulated by the legislation and regulations in force are considered to be present for the calculation of the quorum and of the majority.

Voting shall be by a show of hands or by a nominal call. A secret ballot, whose procedures shall be set by the General Meeting, may only be held at the request of members representing, either themselves or in the capacity of representatives, the majority required to vote the resolution concerned.

### (Article 18 of the articles of association)

The difference between the revenues and expenses for the fiscal year, after deduction of amortisation and provisions, represents the profit or loss for the fiscal year.

Five percent is taken from the profit, less any earlier losses if applicable, to form the legal reserve. This deduction ceases to be compulsory when the reserve fund reaches a sum equal to one tenth of the company's share capital. It is resumed if, for any reason whatsoever, the legal reserve falls below this amount.

The profit available for distribution is made up of the profit for the fiscal year, less any earlier losses and less the deduction stipulated above, plus any retained earnings. This profit is placed at the disposal of the General Meeting which, upon the recommendation of the Board of Directors, can carry forward all or part of it, allocate it to general or special reserve funds or distribute it to the shareholders as dividends.

Furthermore, the General Meeting may decide to distribute sums taken from the reserves that are at its disposal; in which case, the decision must expressly state the reserve items from which the sums are to be deducted. However, as a priority the dividend must be taken from the distributable profit for the year.

The General Meeting called to approve the annual accounts may, for all or part of the dividend or interim dividend to be distributed, offer each shareholder the option between payment of the dividend or of interim dividends in cash or in shares.

Concerning the liquidation surplus, the net assets after reimbursement of the share par value, are shared out equally between all the shares.

### 21.2.6. Change of control data

Besides the information given in paragraphs 18.2 and 18.3 of this reference document, there are no provisions in the articles of association liable to delay, defer or prevent any change of control.

## 21 ADDITIONAL INFORMATION

### 21.2.7. Shareholding thresholds

The information relative to shareholding thresholds is given in paragraph 18.1 of this reference document. None of the thresholds set by the articles of association have been exceeded.

### 21.2.8. Conditions governing modifications to the capital

The table summarising the delegations in the area of capital increases is given in appendix 2 of the Board of Directors' report to the AGM in chapter 26 of this reference document. Any modifications to the capital are made in compliance with the law and regulations.

### 21.2.9. Bearer securities identifiable in accordance with article L.228-2 of Commercial Law

### (Article 9 of the articles of association)

The company is authorised at any moment to ask the organisation responsible for the clearing of securities, for the information provided for by law, relative to the identification of the holders of shares giving, either immediately or in the longer term, voting rights at the shareholders' meeting (from the moment of listing).

### 21.2.10. Share registration

### (Article 9 of the articles of association)

At the holders' option, all shares are pure nominal shares or bearer shares. They may only take the form of bearer shares after they have been fully paid up (from the moment of listing).

CM CIC Market Solutions provides the securities and pure registered nominal administration service. You may obtain all information at Company Headquarters.

### 21.3. Pledging, guarantees and securities

The guarantees and other securities are given in paragraph 4.22 of the consolidated appendix in chapter 20.3.2 of this reference document.

## 22 IMPORTANT CONTRACTS

To date, SOGECLAIR has not concluded any important contracts outside the normal framework of its business. Examples of works accomplished are given in paragraph 6 of this reference document.

# THIRD PARTY INFORMATION, DECLARATIONS OF EXPERTS AND DECLARATIONS OF INTEREST

23.1. Experts' declaration

None.

23.2. Other declarations

None.

## 24 DOCUMENTS ACCESSIBLE TO THE PUBLIC

## 24.1. Documents accessible to the public

The articles of association, minutes of the general meetings and other corporate documents can be consulted at Company Headquarters.

This reference document is available on-line on the company's website, www.sogeclair.com, and on that of the AMF, www.amf-France.org. Copies of this reference document may be obtained free of charge from the company.

## 24.2. Information for the shareholders and analysts

Since being listed on the stockmarket, SOGECLAIR has maintained a regular communication programme with a view to keeping all of its shareholders, and the financial community informed.

These communication actions have been materialised by a reference document including the annual financial report for the financial year,

financial press releases and notifications, one SFAF information meeting (23 March 2016 for the annual results for 2015) and other information meetings with analysts, journalists and investors.

In order to meet the obligations on the effective and complete distribution of the regulated information, SOGECLAIR transmits the regulated information by electronic means via a professional distributor included on the list published by the AMF. This information is on-line on the www.sogeclair.fr website, in the 'investors' section.

### Forecast publications timetable for 2016

Turnover for the first quarter 2016 11 May 2016
Turnover for the second quarter 2016 27 July 2016
Results for the first half 2016 14 September 2016
Turnover for the third quarter 2016 9 November 2016

This timetable is given as an indication; the dates given may be subject to change.

# 25 FINANCIAL INFORMATION ON THE SHAREHOLDINGS

The financial information on the shareholdings is given in paragraph 2.2 of the Board of Directors' report to the AGM in chapter 26 of this reference document.

The table of subsidiaries and shareholdings is available in the appendix to the annual accounts to 31 December 2015 presented in chapter 20 of this document.

## 26

# THE BOARD OF DIRECTORS' REPORT TO THE COMBINED GENERAL MEETING HELD ON 19 MAY 2016

### (Financial year ending on 31 December 2015)

Dear Shareholders,

We have called this General Meeting pursuant to the law and the provisions of our articles of association with a view, in particular, to submitting the accounts (individual and consolidated) for the financial year ending 31 December 2015 to you for your approval.

The invitations to this Meeting have been regularly issued. The documents stipulated by the regulations in force have been sent to you or have been held at your disposal within the stipulated deadlines.

The purpose of this report is, in particular, to present to you the situation of our company and of our group.

## 1. Group situation – Progress made

The list of subsidiaries integrated in the scope of consolidation is available in paragraph 2 of the consolidated appendix given in chapter 20.3.2 of this reference document.

### 1.1. Activity statement

Turnover amounted to €127.78 million up by 11.7 % with respect to 2014. This growth was driven by the diversification of the Group's international activities, particularly the acquisition in Canada. This progression in international turnover – which represents nearly 50 % of the Group's consolidated turnover – has made it possible to make up for the significant and brutal fall in the development of new aeronautical programmes.

The non-current charges represent €0.06 million compared with €1.52 million in 2014, whereas the current operating result stands at 4% of turnover.

The net result group share, that we are submitting to you for your approval, stands at  $\[ \in \] 2.2$  million, and represents 1.7 % of turnover. It was affected by a lower workload regarding the development activities (workforce currently being redeployed to other activities in the Company) as well as by a fall in the financial result owing to unfavourable exchange rate coverage. Equity capital for the consolidated whole reached nearly  $\[ \in \] 39.7$  million. Cash stands at nearly  $\[ \in \] 11$  million with gearing at 27 %.

### **Activity of the divisions**

### Aerospace Division (Turnover : €114.45 million - EBITDA\* €4.7 million)

The activity was marked by the following in particular:

- A significant fall in our engineering works, resulting from a sharp downturn particularly sensitive for our Toulouse site in the development of new aeronautical programmes, as well as in the amounts of work on contracts won, very much lower than initially indicated by the customers,
- A gradual transformation of our development activities towards production support (Finalisation or "MAP"), and a sustained level with our equipment activities,
- Success of the facilities in Loire Atlantique and in PACA region. Thus, in addition to its activities in Saint-Nazaire, the Company is strengthening its presence in the aeronautical fabric of Loire-Atlantique region; likewise, the Company won a large contract in PACA region.

### Simulation Division (Turnover: €11.3 million - EBITDA\* €2.8 million)

The Simulation Division saw growth of 1.93% in its turnover with respect to 2014, thanks in particular to the effects of an upturn in its synthetic environment software activities.

The year was marked by the cooperation with Thales Air Systems through the Simulavia consortium in the area of air traffic simulation, as well as by the conclusion of a number of partnerships and research projects (e.g.: Fenics and Fumseck, SVA).

### Vehicle Division (Turnover: $\in$ 2 million - EBITDA\* $\in$ 0.5 million)

The Vehicle Division saw a slight fall in its turnover owing to contracts being completed quite normally during the year.

The development of the "ROBBOX" programme continued, as did the strengthening of relations with prime contractors in the Defence sector.

\* operating result – other operating income and charges + operating amortisations and provisions

### 1.2. Foreseeable changes - Future perspectives

During the year, the Company has managed to re-balance its offering in a lasting context of a significant downturn in the development of new aeronautical programmes. It will therefore continue its diversification by intensifying its product and service offerings linked to the production rates and in-service aircraft support, while preserving its historic and unique know-how regarding development activities

### 1.3. Outstanding events since year-end

Since year-end, SOGECLAIR SA has increased its holding in Aviacomp SAS, which it now owns 100%.

### 1.4. Research & development activities

The major part of the projects accomplished by the company are based on R&D works in the area of engineering (stress, design, development) for the aeronautics & space, automobile & rail, and defence & industry markets.

We draw your attention to the fact that we have immobilised on the assets side of the balance sheet (Development expenditure) the development expenses and related financial expenses for a certain number of projects, in compliance with and according to the principles fixed by the applicable accounting standards (IAS 23 and 38)

### Development works that gave rise to new immobilisations in 2015

$(in \in k)$	Aerospace	Simulation
Immobilised development		
works	283	294

The development works that gave rise to amortisation in 2015 concern all the Simulation division's programmes, a Vehicle division programme, and the Aerospace division's thermo-compression aeronautical subassembly programme and its aircraft modification authority label.

Detailed information is given in paragraph 1.3.3 of the consolidated appendix in chapter 20.3.2 of this reference document.

Furthermore, non-immobilised Development activities have been carried out in the area of software for simulators and synthetic environments, aircraft environments and electric and military vehicles.

The company has also carried out works eligible for research tax credit in the following areas in particular:

- aircraft of the future: Corac project demonstrator (Dassault/Onera),
- development of new architectures (engine pylon composite spars, new floor structures and seat attachments, landing gear compartment),
- development of new engineering processes,
- development of a new concept for an engine pylon made by ALM,
- development of stress calculations enabling topological optimisation and the reconstruction of CAD models,
- research in the area of new composite material consolidation processes,
- research in the area of road safety and training for driving urban transport vehicles,
- synthetic environments: thermal, electromagnetic, infrared and 3D,
- Counter-IED vehicles and civil electric vehicles.

### 1.5. Analysis of the consolidated accounts

The group's consolidated accounts have been notified to you in IFRS format, and are commented on below. We request that you approve these accounts.

### 1.5.1. Consolidated income statement

The consolidated income statement is presented below:

INCOME STATEMENT (in thousands of Euros)	2015	2014	2013
Sales	127,782	114,421	104,746
Other income from the activity	3,565	7,528	8,775
Cost of goods sold	-46,670	-40,710	-35,495
Personnel charges	-74,096	-66,526	-63,697
Taxes and duties	-1,081	-1,121	-973
Amortisation and provisions	-4,044	-4,968	-3,771
Other charges	-305	-219	-286
Current operating profit	5,151	8,405	9,301
Result of the sale of consolidated shareholdings			37
Other operating income and charges	-13	-1 514	-191
Operating profit before result of equity investments	5,138	6,891	9,146
Share in profit from equity share affiliates	-47	-2	
Operating profit	5,091	6,889	9,146
Income from cash flow and cash flow equivalents *	-1 075	279	204
Gross finance costs	-630	-401	-356
Net finance costs	-1,706	-122	-152
Other financial income and charges	32	-8	87
Profit before tax	3,417	6,760	9,082
Income tax expense	-1 220	-2,051	-3,000
Net profit	2,197	4,708	6,082
Group share	2,216	4,986	6,050
Minority interest	-19	-278	32
(in Euros)	2015	2014	2013
Profit per share	0.76	1.72	2.09
Diluted profit per share	0.76	1.72	2.09

Analysis of the income statement shows:

- increase in turnover thanks to international activities,
- reduction in current operating profitability affected by the brutal downturn in the development of new aeronautical programmes, by the end of the restructuring costs in Germany and the learning curve costs for the series production of the "wing access door" activity,
- deterioration in the cost regarding net financial debts and a deterioration in the other financial income and charges owing to the effect of exchange rate losses,
- reduction in the tax charge,
- all in the net result, group share.

It should be noted that a change has been made in the accounting method in compliance with IAS 1. The write-backs of provisions are no longer posted as "other income from the activity" but as a reduction in the corresponding expense items (purchasing, personnel charges, amortisations, etc.).

### 1.5.2. Consolidated financial statement

The financial situation is presented below:

ASSETS (in thousands of Euros)	2015	2014	2013
Goodwill	12,063	12,142	3,913
Intangible assets	8,883	9,808	8,540
Property, plant and equipment	4,940	5,023	4,394
Equity method affiliates	17	65	
Investments in associates	1,213	1,041	905
Non-current assets	27,117	28,079	17,752
Inventories	7,293	4,754	1,902
Trade and other receivables	43,231	46,239	42,609
Available-for-sale financial assets	13,488	11,507	8,093
Current tax asset	4,162	3,834	2,656
Cash and cash equivalents	11,074	17,553	22,482
Current assets	79,248	83,886	77,742
TOTAL ASSETS	106,365	111,965	95,495
HARMITIES (C. d d. of E )	2015	2014	2012
LIABILITIES (in thousands of Euros)	2015	2014	2013
Share capital	2,900	2,900	2,900
Share premium account	2,630	2,630	2,630
Own shares	-712	-734	-713
Reserves and accumulated results	28,817	28,427	25,118
Equity capital, group share	33,635	33,223	29,935
Minority interest	6,044	4,666	2,552
Total equity	39,679	37,889	32,488
Provisions for other liabilities and charges	2,594	2,402	2,072
Long-term payables and other financial liabilities	3,055	3,109	3,525
Borrowings	10,746	13,399	8,201
Sundry long-term liabilities	97	118	14
Non-current liabilities	16,492	19,029	13,812
Short-term payables and other financial liabilities	216	605	525
Current part of long-term borrowings	4,583	4,337	3,279
Borrowings	6,551	4,654	1,716
Short-term provisions			42
Trade and other payables	12,933	15,448	14,547
Tax and social liabilities	19,991	22,461	21,981
Deferred tax liabilities	171	179	263
Short-term provisions	5,750	7,363	6,843
Current liabilities	50,195	55,047	49,195
TOTAL LIABILITIES	106,365	111,965	95,495

### Analysis of the financial statement shows:

### On the asset side:

- goodwill down slightly under the effect of the updates in the scope during the year, and exchange rate variations on the foreign companies,
- intangible immobilisations down under the effect of the amortisation of the research & development expenses,
- stable tangible immobilisations,

- inventory up strongly, mainly further to the increased production in the Aerospace division's industrial activities,
- trade debts down further to improved settlement times,
- other current assets up due to the increased fiscal receivables,

### On the liability side:

- equity capital, Group share, up slightly given the results for 2015 and commitments to minority shareholders, and after distribution of dividends to the SOGECLAIR SA shareholders and to the subsidiaries' minority shareholders totalling €1,633 k,
- increase in provisions,
- qualified pre-payments up slightly given the reimbursements made during the period,
- financial debts up under the effect of the reimbursements made during the period,
- supplier and other debts down, along with tax and social debts further to lower levels of purchasing,
- other current liabilities down given the decrease in the unearned income.

### 1.5.3. Consolidated income statement per division

The consolidated income statement per division shows the following after elimination of the intra-group operations and of the holding's operating expenses:

INCOME STATEMENT	AEROS	SPACE	VEHI	CLE	SIMUL	ATION	HOL	DING	GRO	DUP
(in thousands of Euros)	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Turnover	114,449	101,040	2,025	2,288	11,294	11,080	15	13	127,782	114,421
Other income from the activity	1,606	4,857	144	473	1,772	2,091	43	107	3,565	7,528
Cost of goods sold	-41,237	-34,715	-373	-875	-3,081	-3,499	-1,979	-1,621	-46,670	-40,710
Personnel charges	-64,783	-57,382	-861	-853	-6,607	-6,298	-1,845	-1,993	-74,096	-66,526
Taxes and duties	-677	-707	-37	-46	-153	-159	-214	-209	-1,081	-1,121
Amortisation and provisions	-3,399	-4,063	-94	-85	-388	-695	-162	-125	-4,044	-4,968
Other charges	-224	-127	-1		-9	-1	-72	-90	-305	-219
Intra-Group operations	-4,467	-4,196	-375	-320	-378	-449	5,220	4,965		
Current operating profit	1,268	4,708	428	583	2,451	2,069	1,005	1,046	5,151	8,405
Income from the sale of consolidated holdings										
Other operating income and charges	-11	-1,297	-7		6	-27	-2	-191	-13	-1 514
Operating profit before result of equity investments	1,257	3,411	421	583	2,457	2,043	1,003	855	5,138	6,891
Share in profit from equity share affiliates	-47	-2							-47	-2
Operating profit	1,210	3,409	421	583	2,457	2,043	1,003	855	5,091	6,889

### 1.6. Risk factors

The company has reviewed the risks that could have a significant unfavourable effect on its activity, financial situation or results, and considers that that there are no significant risks other than those presented below, except in cases of Force Majeure.

### **Execution risks**

SOGECLAIR intervenes with its customers according to three different types of contract:

- Technological assistance projects account for 23% of the activity: this concerns virtually all of the contracts with an obligation regarding the means. They have a length situated within a time bracket of 3 months to 1 year.
- Work packages account for 50% of the activity: this concerns contracts with an obligation to achieve a given result. They have a term of between 1 month and 5 years.
- Products and systems account for 27% of the activity: this concerns contracts:
  - for the development and supply of equipment under the responsibility of SOGECLAIR as the only source. Their length depends on the type of equipment,
  - comprising an offer associated with that of SOGECLAIR (for

example manufacturing on a partner's site). These are long-term contracts with obligations to achieve a given result for periods that may be as long as 15 years.

The technological assistance contracts do not comprise any great execution risk, as SOGECLAIR only has an obligation regarding the means.

The work package contracts inherently include execution risks whose root causes are, in chronological order:

- a) initial underestimate in the offer,
- b) unclear technical specifications and very extensive contractual
- c) requests for additional works during the development phase without any prior formal commercial agreement,
- d) particular technical difficulties,
- e) final acceptance conditions subject to interpretation.

The control of these risks, especially those of origin b) and c) require a very particular type of organisation, both in commercial and programme management terms, that represents the difficulty of this type of contract but, in return, creates a great barrier to entry with respect to the traditional players in the area of outsourced R&D.

Regarding the supply of equipment, the risks are reduced due to the control over the definition of the product to be made; however, there is the added risk of works inherent to the warranty period.

# THE BOARD OF DIRECTORS' REPORT TO THE COMBINED GENERAL MEETING HELD ON 19 MAY 2016

### Rependence risks

### Customers

In 2015 all markets taken into account, the company counted 240 active customers, that is to say customers who were invoiced during the financial year distributed over every sector of activity. This represents a sufficient degree of diversity, both in terms of customer base and of the number of contracts, to ensure we do not suffer from any unhealthy dependence.

Reciprocally, the quality and loyalty of the group's customers limit the risk of volatility and solvability with respect to debts, and the size and quality of these customers represents a source of markets to be developed for SOGECLAIR.

In terms of figures:

- the first 50 account for 95% of consolidated sales; amongst which, 2 were new customers in 2015,
- the first 20 account for 85% of consolidated sales; amongst which, 1 was a new customer in 2015,
- the first 10 account for 75% of consolidated sales and all of them were already customers in 2014,
- the first 5 account for 61% of consolidated sales, compared with 67% in 2014,

The group's No. 1 customer, AIRBUS France, represents 24% of consolidated sales, compared with 37% in 2014. The European company Airbus represents 44% of consolidated sales, compared with 55% in 2014. Our contractual relations concern around one hundred distinct contracts spread between the five entities that make up AIRBUS: France, Deutschland, España, United Kingdom and Central Entity.

### **Partners**

The group has continued to strengthen its existing international network of partners, integrators and distributors. Its historical partnerships continued satisfactorily and do not lead us to anticipate any risk with respect to the group's business.

### Suppliers and subcontractors

Independence from our suppliers and subcontractors is ensured by the application of the following guidelines:

- retaining control over the customer relationship and project management (specification, preliminary design and validation, production of the critical elements, quality), making it possible to keep the essential distinguishing factors,
- selection of companies that have neither the capacity or the possibility to handle SOGECLAIR's contracts directly,
- sufficient number making it possible to spread the industrial and financial risk,
- small number to make it possible to weigh sufficiently on the commercial and technical conditions.

The group as a whole works with several tens of suppliers and subcontractors who provide it with their support in the areas of mechanics, electronics and simulation.

### **Commercial risks**

### **Customer programmes**

SOGECLAIR is engaged in three "risk-sharing" contracts, in the framework of the Airbus A380 programmes in 2001, Airbus A350 in 2009 and Bombardier CSeries in 2011. To date, these are the only contracts involving financing by SOGECLAIR and a commercial risk for it shared with its customer.

The contract relative to the A380 concerns the design and manufacture of floor structures for the aircraft nose section, in co-

development with the ADM company. At the end of December 2015, the order book for the A380 announced by Airbus amounted to 319 firm orders and had suffered from the announcement of the delays in the programme. But this does not in our view put into question the commercial viability of the programme.

Our total deliveries at the end of 2015 stood at 219 (including 28 for the year). This programme has been the subject of an immobilisation of the development expenses engaged. This immobilisation has been fully amortised since the end of 2012.

The contracts relative to the Airbus A350 and Bombardier CSeries concern the design and production of composite parts for the aircraft via the AVIACOMP subsidiary created in 2008 with the MECAHERS group, which came under the control of the MECACHROME group in 2011.

On 31 December 2015, the overall economics of these contracts was considered positive.

At the end of December 2015, the order book for the A350 announced by Airbus counted 792 firm orders. The order book for the CSeries announced by Bombardier counted 243 firm orders. The deliveries of the first shipsets began in 2013.

Detailed information is given in paragraph 1.3.3 of the consolidated appendix provided in chapter 20.3.2 of this reference document. Moreover, analysis of the group's contracts has made it possible to identify and make a provision for risks of loss on completion amounting to €119 k.

### **Proprietary sales**

The goal for all of the group's divisions in 2016 is to strengthen its product range and its customer portfolio. This applies to the equipment for flight simulators, (particularly for the products designed to meet the needs of the Full Flight Simulator and Helicopters) and to the Aviacomp products (wing access doors).

SOGECLAIR is completing and continuing to develop its simulation motors product range (SCANeR for automobiles, ScanSIM for aeronautics, and OKSimRail for rail), now including an ADAS module (Advanced Driver Assistance System) for the automotive part, a new AI engine for the Railway part and by adding compact simulators including the software and hardware parts: automobile compact simulator CDS 650 (Compact Driving Simulator), tramway simulator, metro simulator, rail transport simulator and airport operations simulator.

The SE-Workbench product (simulation of electro-optical and radiofrequency sensors), already well anchored in the defence sector in France, Europe and Asia, is opening up to the civil market thanks to several commercial successes with major French aircraft manufacturers and with the support of the DGAC. The SE-Workbench offer is also developing strongly to address Man-in-the-Loop simulation, whether in the area of studies or training.

### **Market risks**

To allow it to monitor its interest and exchange rate and liquidity risks, SOGECLAIR's Management is organised with:

- cashflow follow-up,
- monitoring of medium/long-term debt,
- monitoring of exchange rate exposure,
- frequent exchanges with the financial partners to discuss rate changes in the short or medium term,
- participation in various forums, discussion groups, presentations.

### Share risk

As SOGECLAIR has not made any guarantees linked directly or indirectly to the share price trends, its share risk is limited to the impact of a change in the share price on its self-owned shares.

In respect of its share in the market-making contract, SOGECLAIR owned 4,665 of its own shares on 31 December 2015.

On 31 December 2015, besides the market-making contract, SOGECLAIR held 144,340 shares as detailed below:

Reasons / Events outside the market making contract	Number of shares concerned
Merger/takeover of the LPPI company	72,268
Share buy-back programme between December 2008 and February 2009	19,192
Share buy-back programme between March and June 2009	17,528
Share buy-back programme between December 2009 and January 2010	27,588
Share buy-back programme between August and September 2011	4,360
Share buy-back programme between September and October 2014	1,517
Share buy-back programme between September and October 2015	1,887
Total	144,340

The variation in the price of these shares does not have any impact on the group's consolidated accounts because they have been cancelled in the equity capital, in accordance with the accounting rules.

### **Financial risks**

### Interest rates

Our variable rate exposure at the end of December 2015 was limited to current short-term loans.

Additional information is given in paragraph 1.3.4 of the consolidated appendix given in chapter 20.3.2 of this reference document.

Given the structure of the financial debt, we do not think it is necessary to present an analysis of our sensitivity to interest rate risks.

### Exchange rates

During the 2015 financial year, the group's exposure to this risk increased. The impact on the accounts for 2015 was negative for €1,072 k compared with €92 k in 2014.

The year 2015 includes losses on the sales made in Euros by our UK subsidiary amounting to  $\leqslant$ 118 k and the losses on the sales made in US and dollars on the French subsidiaries amounting to  $\leqslant$ 906 k, as well as a loss linked to the positive fair value restatement of the assets concerned (customer debts and foreign currency in the bank) amounting to  $\leqslant$ 48 k given the hedging products contracted on 31 December 2015, compared with a loss of  $\leqslant$ 118 k in 2014.

Several design contracts include partial or complete payment in US dollars, which has meant that coverage of the forward sale type has had to be put in place for a balance at the end of 2015 of \$2.1 million. We must also remind you that some of these contracts have led us to put in place a policy of subcontracting in USD and CAD.

The negative variation of the conversion differential for the subsidiaries' accounts in foreign currencies, posted in the consolidated accounts, stood at nearly €670 k in 2015, compared with a positive

variation of nearly €208 k in 2014.

### Liquidity / Cashflow

The 2015 financial year did not see any liquidity risk; and the utilisation of our bank lending facilities remains far lower than the maximum credit authorised by our banking partners.

The company has reviewed its liquidity risk and it considers it is in a position to face up to its future commitments.

Cashflow net of debt excluding qualified pre-payments was negative at €10.8 million in 2015, compared with €4.8 million in 2014, under the effect of deterioration in the WCR and despite a decrease in investments.

The sources of financing used by the company are spread between several financial establishments and are not the subject of any covenants, with the exception of the loans in place in the companies acquired in mid-November 2014 at the time of the acquisition.

### Legal risks

With the exception of industrial and environmental risks, SOGECLAIR is not subject to any particular regulations and the exercising of its activity is not subject to any legal, regulatory or administrative authorisation.

The general and aeronautical product-related professional civil liability risks are covered by international insurance programmes.

To the knowledge of SOGECLAIR, there are no governmental, legal or arbitration procedures, including any procedure that the company is aware of, that is in abeyance or that it is threatened with, that would be liable to have or have had during the last 12 months any significant impact on the financial situation or profitability of the company and group, over and above the amounts provisioned.

However, in the event of disputes arising, they are subject to analysis as soon as the fact has been ascertained. The priority is to reach a quick and amicable solution. In the event of litigation and after having failed to reach an amicable settlement, a provision may be made according to the technical and contractual analysis and, if applicable, to the legal analysis. These elements make up the basis for creating the provision.

It is stated that the amount provisioned for current disputes stands at eq 516 k.

The legal proceedings in progress are continuing and do not lead us to anticipate any risks other than those already posted in the accounts for 2015

### **Operational risks**

Refer to the President's report to the AGM.

### Industrial and environmental risks

In 2015, the industrial and environmental risks concern the Vehicle Division, its equipment has been declared and is conform to the Afnor 35009 and 35010 standards and regulation 97/23/CE. Furthermore, the equipment is subject to waste recycling and elimination contracts.

### **Insurance policies**

The main risks of the companies in the group are covered by insurance policies such as described below:

- the risks linked to equipment and trading loss (industrial comprehensive, machinery breakdown),
- the risks linked to their activities (general civil liability and aeronautical products).

The civil liability policies, covering all types of damage, cover the maximum contractual risk stipulated in our commercial contracts.

### 1.7. Off-balance sheet commitments

The presentation, made according to the accounting standards in force, does not omit any significant off-balance sheet commitment.

Detailed information is given in paragraph 4.22 of the consolidated appendix in chapter 20.3.2 of this reference document.

## 2. Situation of the Companies in the Group

The financial year was marked by:

- Integration of the Canadian subsidiary which completes the Group's offering with the "Cabin Interior" activity and the strengthening in the business aviation sector;
- Decrease in turnover caused by the French and German activities, confirming the downward trend regarding the new programme development activities;
- Cooperation, in particular with Thales Air Systems through the Simulavia joint venture in the area of air traffic simulation;
- Continuation with numerous research projects;
- Official selection of our "SE-NAV" GPS simulation products by ESA (European Space Agency).

### 2.1. Activities and results of SOGECLAIR SA – Progress made

During the year ending 31 December 2015 SOGECLAIR SA achieved:

■ turnover of €5,263 k (compared with €5,010 k for the previous year), ■ profit of €4.074 k€ (compared with a profit of €2,815 k for the previous year).

We request that you approve these individual accounts.

In compliance with article R.225-102 of Commercial Law, a table is appended to this report showing the company's financial results for the last five years.

### **Forecast trends**

The 2015 financial year will be marked by the pursued management and support activities for the benefit of all the subsidiaries.

### Important events since year-end

Since year-end, SOGECLAIR SA has increased its holding in Aviacomp SAS, and now owns 100% of the shares.

### **Research & Development activities**

The Research & Development-related activities concerning SOGECLAIR's subsidiaries are detailed in paragraph 1.4 of this report.

### Role of the parent company

In this context, SOGECLAIR SA has exercised all of its missions to steer and coordinate the group's activities.

In parallel SOGECLAIR SA has continued to meet the requirements of:

- its French subsidiaries in the areas of administration, management, pay, accounting, cashflow and legal secretariat,
- its foreign subsidiaries in the areas of cashflow management and legal secretariat.

### Information on the terms of payment

The table below summarises the information required in succinct form for the suppliers:

Non-due debts	Due debts					Due debts		
	Less than 30 days 30 to 60 days Less than 60 days							
	On 31/12/2014	On 31/12/2015	On 31/12/2014	On 31/12/2015	On 31/12/2014	On 31/12/2015	On 31/12/2014	On 31/12/2015
Total supplier debts	50	44	22	33	None	None	125 <sup>(1)</sup>	47(2)

(1) settled in January 2015 (2) settled in January 2016

On 31 December 2015, the balance owed by customers, intra-group as a whole, amounted to €946,907 compared with €1,148,190 the previous year.

### Acquisition of shareholdings and takeovers

Detailed information is given in paragraph 2 of the consolidated appendix provided in chapter 20.3.2 of this reference document.

### **Sanctions for anti-competitive practices**

None.

### Social and environmental consequences of the activity

This information is presented in appendix 1 to this report.

### Financial information on the shareholdings

None.

### 2.2 Activities and results of the subsidiaries Activities and results of the Aerospace Division

### French subsidiaries

### **AVIACOMP SAS**

Set up in mid-2008, this subsidiary – a supplier of equipment for Airbus and Bombardier – has won three major contracts between 2009 and 2011 for the design, manufacture and assembly of composite parts.

Since the end of 2009, the company has been immobilising its development expenses in the framework of risk-sharing programmes. These development expenses are described in paragraph 1.3.3 of the consolidated appendix provided in chapter 20.3.2 of this reference document.

The company was recapitalised in 2010, 2013 and 2015, and is supporting the costs relative to the learning curve for series production in its results. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 59.09 %	2015 (€k)	2014 (€k)	Trend
Turnover	6,992	4,305	+62.4%
Operating result	-1,052	-1,805	ns
Net result	-1,841	-1,852	ns
Equity capital	1,642	26	x 63
Cash net of financial debt <sup>(1)</sup>	-5,869	-4,186	-40.2%
Avg. workforce (Full-Time Equivalence)	40	41	-2 .4%

(1) Excluding qualified pre-payments

### SOGECLAIR AEROSPACE SAS

In the past the company immobilised its development expenses in the framework of risk-sharing programmes. These development expenses, totally amortised since the end of 2012, are described in paragraph 1.3.3. of the consolidated appendix provided in chapter 20.3.2 of this reference document.

The year 2015 was marked by a downturn in the activity. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding			
on 31/12/2015 100 %	2015 (€k)	2014 (€k)	Trend
Turnover	62,963	73,450	-14.3%
Operating result	1,460	7,347	-80.1%
Net result	1,438	5,329	-73%
Equity capital	16,214	16,741	-3.1%
Cash net of financial debt <sup>(1)</sup>	12,086	15,011	-19.5%
Avg. workforce (Full-Time Equivalence)	645	650	-0.8%

(1) Excluding qualified pre-payments

### **S2E CONSULTING SAS**

The year 2015 was marked by a fall in the company's activity and profitability. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 46.98 %	2015 (€k)	2014 (€k)	Trend
Turnover	290	543	-46.6%
Operating result	-250	-29	x 8.6
Net result	-187	-8	X 23.3
Equity capital	-41	146	ns
Cash net of financial debt	-205	0	ns
Avg. workforce (Full-Time Equivalence)	7	8	-12.5%

### Foreign subsidiaries

### SOGECLAIR AEROSPACE LIMITED (UNITED KINGDOM

The activity was up for the year whereas profitability remained negative under the effect of increased purchases. Its main quantified indicators, such as they appear in the individual financial statements, restated to the French standards, are presented below in local currency:

SOGECLAIR holding on 31/12/2015 100.00 %	2015 (k£) <sup>(1)</sup>	2014 (k£) <sup>(2)</sup>	Trend
Turnover	7,085	4,104	x1.7
Operating result	-139	-128	ns
Net result	-225	-183	ns
Equity capital	272	497	-45.3%
Cash net of financial debt	100	179	-44.1%
Avg. workforce (Full-Time Equivalence)	28	39	-28.2%

(1) Conversion rate used for establishing the consolidated accounts: closing rate 0.7339, average rate 0.7260

(2) Conversion rate used for establishing the consolidated accounts: closing rate 0.7789, average rate 0.8064

### THE BOARD OF DIRECTORS' REPORT TO THE COMBINED GENERAL MEETING HELD ON 19 MAY 2016

### SOGECLAIR AEROSPACE SARL (TUNISIA)

The year 2015 was marked by a downturn in the activity and profitability of this company which was set up in 2009. Its main quantified indicators, such as they appear in the individual financial statements, restated to the French standards, are presented below in local currency:

SOGECLAIR holding on 31/12/2015 100.00 %	2015 (k TND) <sup>(1)</sup>	2014 (k TND) <sup>(2)</sup>	Trend
Turnover	1,170	1,782	-34.3%
Operating result	-791	147	ns
Net result	-755	221	ns
Equity capital	-454	389	ns
Cash net of financial debt	-83	1	ns
Avg. workforce (Full-Time Equivalence)	39	34	+14.7%

(1) Conversion rate used for establishing the consolidated accounts: closing rate 2.2085, average rate 2.1748

(2) Conversion rate used for establishing the consolidated accounts: closing rate 2.2600, average rate 2.2474

### SOGECLAIR AEROSPACE GmbH (GERMANY)

The year 2015 was marked by a fall in the activity. The end of the restructuring costs and of a loss-making contract continue to impact profitability. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding			
on 31/12/2015 100.00 %	2015 (€k)	2014 (€k)	Trend
Turnover	13,465	16,664	-19.2%
Operating result	-1,485	-2,696	ns
Net result	-1,522	- 2,730	ns
Equity capital	-328	194	ns
Cash net of financial debt	- 1,623	- 1,635	ns
Avg. workforce (Full-Time Equivalence)	144	191	-24.6%

### SOGECLAIR AEROSPACE GmbH (GERMANY)

The year 2015 was marked by a fall in the activity. The end of the restructuring costs and of a loss-making contract continue to impact profitability. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 87.95 %	2015 (€k)	2014 (€k)	Trend
Turnover	4,233	3,464	+ 22.2%
Operating result	358	160	x 2.2
Net result	272	116	X 2.3
Equity capital	1,088	816	+33.3%
Cash net of financial debt	-433	-394	-9.9%
Avg. workforce (Full-Time Equivalence)	60	60	ns

### SOGECLAIR AEROSPACE INC (CANADA)

Set up in the summer of 2013, the company acquired the Canadian MSB group in mid-November 2014. The company now only bears the management costs. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding			
on 31/12/2015 100 %	2015 (k CAD) <sup>(1)</sup>	2014 (k CAD) <sup>(2)</sup>	Trend
Turnover	0	365	ns
Operating result	-35	-834	ns
Net result	-50	-842	ns
Equity capital	9,335	9,385	ns
Cash net of financial debt	-3,655	-3,220	ns
Avg. workforce (Full-Time Equivalence)	0	8	ns

(1) Conversion rate used for establishing the consolidated accounts: closing rate 1.5116, average rate 1.4176
(2) Conversion rate used for establishing the consolidated accounts: closing

rate 1.4063, average rate 1.4669

### MSB DESIGN INC (CANADA)

Subsidiary of the Canadian MSB group acquired in mid-November 2014, the company's main quantified indicators for 2015, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 80.00 %	2015 (k CAD) <sup>(1)</sup>	2014 (k CAD) <sup>(2)</sup>	Trend
Turnover	12,253	1,411	ns
Operating result	559	126	ns
Net result	202	-9	ns
Equity capital	1,551	1,349	+15%
Cash net of financial debt	-6,034	-5,405	-11.6%
Avg. workforce (Full-Time Equivalence)	80	12	ns

1) Conversion rate used for establishing the consolidated accounts: closing rate 1.5116, average rate 1.4176 (2) Conversion rate used for establishing the consolidated accounts: closing rate 1.4063, average rate 1.4669

### RESSOURCES GLOBALES AERO INC (CANADA)

Subsidiary of the Canadian MSB group acquired in mid-November 2014, the company's main quantified indicators for 2015, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 80.00 %	2015 (k CAD) <sup>(1)</sup>	2014 (k CAD) <sup>(2)</sup>	Trend
Turnover	15,241	1,082	ns
Operating result	1,969	14	ns
Net result	1,462	8	ns
Equity capital	4,701	3,239	+45.1%
Cash net of financial debt	1,883	1,130	+66.6%
Avg. workforce (Full-Time Equivalence)	174	10	ns

(1) Conversion rate used for establishing the consolidated accounts:

closing rate 1.5116, average rate 1.4176 (2) Conversion rate used for establishing the consolidated accounts: closing rate 1.4063, average rate 1.4669

### MSB GLOBAL RESOURCES AERO CORP (USA)

Subsidiary of the Canadian MSB group acquired in mid-November 2014, the company's main quantified indicators for 2015, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 80.00 %	2015 (k USD) <sup>(1)</sup>	2014 (k USD) <sup>(2)</sup>	Trend
Turnover	834	113	ns
Operating result	-56	-2	ns
Net result	-72	7	ns
Equity capital	-45	27	ns
Cash net of financial debt	155	-194	ns
Avg. workforce (Full-Time Equivalence)	9	0	ns

(1) Conversion rate used for establishing the consolidated accounts:

closing rate 1.0887, average rate 1.1096 (2) Conversion rate used for establishing the consolidated accounts: closing rate 1.2141, average rate 1.3288

### **Activities and results of the Vehicle Division SERA INGENIERIE SAS**

The year 2015 was marked by a downturn in the activity and continued development of the ROBBOX multi-mission terrestrial drone which is affecting profitability. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding			
on 31/12/2015 80.00 %	2015 (€k)	2014 (€k)	Trend
Turnover	2,025	2,338	-13.4%
Operating result	420	570	-26.3%
Net result	316	406	-22.2%
Equity capital	2,163	1,898	+14%
Cash net of financial debt	804	1	ns
Avg. workforce (Full-Time Equivalence)	14	12	+16.7%

### **Activities and results of the Simulation Division**

### **OKTAL SAS**

The company's activity and profitability were up for the year. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 97.98 %	2015 (€k)	2014 (€k)	Trend
Turnover	8,596	8,450	+1.73%
Operating result	1,513	1,108	+36.5%
Net result	1,700	1,399	21.5%
Equity capital	5,189	4,353	+19.2%
Cash net of financial debt(1)	3,087	3,064	+0.8%
Avg. workforce (Full-Time Equivalence)	68	69	-1.4%

#### (1) Excluding qualified pre-payments

### **OKTAL SYNTHETIC ENVIRONMENT SAS**

The company's profitability was down slightly for the year, whereas its activity grew. The main quantified indicators, such as they appear in the individual financial statements, are presented below:

SOGECLAIR holding on 31/12/2015 54.94 %	2015 (€k)	2014 (€k)	Trend
Turnover	2,726	2,659	+2.5%
Operating result	806	817	-1.3%
Net result	646	621	+4%
Equity capital	3,360	3,099	+8.4%
Cash net of financial debt	1,579	2,138	-26.1%
Avg. workforce (Full-Time Equivalence)	27	26	+3.8%

### **B** Appropriation of the result

### 3.1. Proposed appropriation of the result

The appropriation of our company's results that we are proposing conforms to law and our articles of association.

We propose to assign the profit for the year, which amounts to €4,073,995.59 as follows:

### Origin

- Balance carried forward	€7,750,913.39
- Profit for the financial year	€4,073,995.59
Giving a distributable profit of	.€11,824,908.98

### **Appropriation**

- As dividends.	 €1,	160,000.00

- Balance carried forward ......€10,664,908.98

The gross dividend payable for each share will therefore amount to €0.40. The distribution is eligible, for physical people fiscally domiciled in France, for the 40% rebate provided for in article 158-3 2° of General Tax Law.

Coupon detachment will take place on 25 May 2016. This dividend will be payable as from 27 May 2016.

In the case where, at the time of coupon detachment, the company holds certain of its own shares, the sums corresponding to the unpaid dividends relative to those shares shall be carried forward.

### 3.2. Prior distributions of dividends

Pursuant to the provisions of article 243 bis of General Tax Law, we remind you that for the last three financial years the dividends and other revenue\* paid out were as follows:

For the financial year	Revenue eligible for the rebate		Revenue not eligible
	Dividends	Other revenues distributed	for the rebate
2012	€1,160,000* that is €1.60 per share**	None	None
2013	€1,450,000* that is €0.50 per share	None	None
2014	€1,450,000* that is €0.50 per share	None	None

<sup>\*</sup> including the sums corresponding to the dividends relative to self-owned shares not distributed and carried forward

### 3.3. Non tax-deductible charges

We note that the non-tax deductible expenses and charges mentioned by articles 39-4 of General Tax Law engaged during the past financial year amounted to €19,125.

We request that you approve them.

### 4. Company capital

### 4.1. Composition of the company shareholdings

We remind you below of the identity of the people who, on 31 December 2015, held directly or indirectly more than 5%, 10%, 15%, 20%, 25%, 30%, 33,33%, 50%, 66,66%, 90% or 95% of the company's capital or voting rights at the General Meeting:

<sup>\*\*</sup> amount per share before the division by 4 of the nominal value decided by the General Meeting held on 17 May 2013

# THE BOARD OF DIRECTORS' REPORT TO THE COMBINED GENERAL MEETING HELD ON 19 MAY 2016

Shareholders	In capital	In voting rights
With more than 5%	Ms Anne ROBARDEY	Ms Anne ROBARDEY
	Ms Huguette ROBARDEY	Ms Huguette ROBARDEY
	Mr Jean-Louis ROBARDEY	Mr Jean-Louis ROBARDEY
	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
With more than 10%	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
		Ms Anne ROBARDEY
With more than 15%	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
With more than 20%	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
With more than 25%	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
With more than 30%	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
With more than one third	Mr Philippe ROBARDEY	Mr Philippe ROBARDEY
With more than 50%	None	None
With more than 2/3	The Robardey family as a whole	The Robardey family as a whole
With more than 90%	None	None
With more than 95%	None	None

There have not been any changes to the shareholding composition in 2015.

### 4.2. Employee shareholding

At year-end there was no employee holding in the company's equity capital as defined in article 225-102 of Commercial Law.

### 4.3. Own-shares holding

### Main characteristics of the current own-shares buyback programme

The General Meeting held on 20 May 2015 authorised the Board, for a period of eighteen months, to proceed with the buyback of the Company's shares within the limit of 10% of the number of shares making up its capital with a view to pursuing the goals accepted by the regulations (market-making, growth through acquisitions, employee shareholding, coverage of securities providing access to the capital and cancellation). The maximum purchase price per share has been set at €64, giving an overall maximum amount for the programme of €18,560,000.

### Operations carried out in the framework of the buyback programme

In the framework of a share buyback programme, the Company proceeded between the beginning and end of the financial year, with the following own-share purchasing and selling operations:

### Liquidity contract

- Number of shares purchased: 64,837 Average purchase price: €25.5804
- Number of shares sold: 63,606 Average sale price: €25.2478
- Total amount of the negotiation fees: €0 excl. VAT\*

  \*The liquidity contract does not include any transaction expenses but is born by other expenses (market-making, marketing, financial analysis)

### Outside the liquidity contract

- Number of shares purchased: 1,887 Average purchase price: €16.3541
- Number of shares sold: 10,000 Average sale price: €17.41
- Total amount of the negotiation fees: not significant

Reasons for the acquisitions	%
Market making	97.18%
Employee shareholding	/
Securities giving the right to the allocation of shares	/
Growth through acquisition operations	2.82%
Cancellation	/

No operations on shares other than those listed above were accomplished during the financial year.

### Year-end situation

The own-shares situation was therefore as follows at year-end:

Year-end situation	Outside of market making contrat			Total
Number of shares h	neld	144,340	4,665	149,005
Book value		€712,118	-	€712,118
Nominal value				€149,005

At year-end, the number of shares registered in the company's name represented 5.14~% of its capital.

The company did not proceed with any reallocation of shares to any other purpose during the financial year.

### 4.4. Share buyback programme

We propose that you should authorise the Board of Directors for a period of eighteen months, pursuant to articles L. 225-209 et seq. of Commercial Law, and of the articles of the general regulations of the AMF (Financial Markets Authority) or any provision replacing them, with the possibility of sub-delegation under the conditions stipulated by law and the company's articles of association, to proceed with the purchase, sale and transfer by the company of its own shares representing up to 10% of the number of shares making up the equity capital at any moment whatsoever, possibly adjusted to take into account any increases or reductions of capital that may be made during the term of the programme.

The purchase, sale or transfer of these shares may be carried out in one or more times, in particular by interventions on or off the market, including by means of transactions on blocks of shares or by using derivative financial instruments, such as options or bonds, or any other means enabling a conditional term transfer of the ownership of said shares, and at any moment, in compliance with the applicable regulations, particularly in compliance with the European regulations and the AMF regulations relative to the buyback of shares. Moreover, the shares may be the subject of loans, in compliance with the provisions of articles L. 211-22 et seq. of Monetary and Financial Law. The part of the buyback programme that can be accomplished through block transactions is not limited.

- These operations may be carried out at any moment, including at the time of public offerings, in compliance with the applicable regulations:
- The maximum price is set at €40 per share with a nominal value of €1.
- The purchase price for the shares will be adjusted by the Board of Directors in the case of financial operations on the company under the conditions stipulated by the applicable regulations;
- In the case of operations on the capital, notably an increase of capital by incorporation of reserves and allocation of free shares, as well as in the case of division or grouping of shares, the prices indicated above will be adjusted by a multiplication coefficient equal to the ratio between the number of shares making up the capital before the operation and to this number after the operation;
- Shares may be acquired with a view to any allocation that the company is permitted to make in the framework of the AMF's recommendations and regulations, that is to say:
- comply with the share issue obligations contracted at the time of (a) the issue of equity instruments or securities providing access to the company's capital, (b) programmes and/or decisions to grant purchase options for the company's shares to the employees and

directors of the company and/or of its group or to propose to allow them to purchase shares under the conditions stipulated by Labour Law and by Commercial Law, (c) any possible allocation of free shares to the group's employees and directors, (d) allocation of company shares in the framework of employee profit-sharing in the fruit of the company's expansion, and (e) any other commitment of this type imposing an obligation on the company to issue shares in the company,

- keep, sell or generally transfer the shares, in all or part, by handing over shares as a means of payment or of exchange in the possible framework of growth through acquisition operations in compliance with the stockmarket regulations;
- ensure the share's market liquidity, regulate the stockmarket price of its shares by implementing a liquidity contract in compliance with the code of ethics acknowledged by the regulations and concluded with an investment service provider;
- proceed with the possible cancellation of the shares purchased in compliance with the authorisation given by the AGM on 20 May 2015.

The general meeting shall give all powers to the Board of Directors, with the possibility of delegation, to place orders, reach any agreements, sign any purchase, sale or transfer documents, keep the share purchase and sale registers, accomplish all formalities and make all declarations to organisations and generally do everything necessary in the framework of the implementation of this authorisation.

This authorisation shall be given for a period of 18 months as from the day of this meeting. It shall supersede the previous authorisation given by the general meeting held on 20 May 2015.

### 5. Administration and control of the company

### 5.1. Composition of the Board of Directors

On 31 December 2015, SOGECLAIR was administered by a Board of Directors made up of seven members. The directors' and censors' term of office is set at six years.

### 5.1.1. Members of the Board of Directors during the past year

Name (Age)	Date of appointment	Date of end of term of office	Function Remarks (nationality, family ties)
Mr Philippe Robardey (56)	AGM on 17 May 2013 (renewal)	GM voting on the accounts for 2019	President a CEO Director French nationality
Mr Gérard Blanc (72)	AGM on 17 May 2013 (renewal)	GM voting on the accounts for 2019	Director, member of the remuneration committee French nationality
Mr Alain Ribet (71)	AGM on 17 May 2013 (renewal)	GM voting on the accounts for 2019	Director French nationality
Ms Martine Robardey (56)	OGM on 31 May 2012	GM voting on the accounts for 2018	Director French nationality Spouse de Mr Philippe Robardey
Mr Alberto Fernandez (66)	OGM on 31 May 2012 (renewal)	GM voting on the accounts for 2018	Director. member of the remuneration committee Nationalité espagnole
Madame Chantal Boucher (65 ans)	AGM on 20 May 2015 (appointment)	GM to be held in 2021 voting on the accounts for the previous year	Director French nationality
Mr Henri-Paul Brochet (70)	AGM on 20 May 2015	GM to be held in 2021 voting on the accounts for the previous year	Director, member of the remuneration committee French nationality
Mr Jean-Louis Robardey (84)	AGM on 28 May 2009 (renewal)	AGM on 20 May 2015	Director French nationality father of Philippe Robardey

The Board Members' experience is indicated in chapter 14.1.3 of this reference document.

In view of the criteria adopted regarding independence, the Board of Directors judges that Ms Chantal Boucher and Mr Henri-Paul Brochet can be considered to be independent, it being recalled that Mr Gérard Blanc is also considered to be independent.

### 5.1.2. Appointment of a new director

Current mandates and functions

Member of the SOGECLAIR remuneration committee

Within the group:

We propose, pursuant to the provisions of articles L. 225-18 of Commercial Law, that you appoint Ms Aurélie Picart as a new member of the Board of Directors with effect from the date of the general meeting on 19 May 2016 and for a period of six years expiring at the end of the annual ordinary annual general meeting called to vote on the accounts for the year ending 31 December 2021. In view of the criteria adopted regarding independence, Ms Picart is regarded as being an independent director.

### 5.2. Mandates and functions exercised by the directors in all companies other than the issuer over the last five years

Mr Philippe ROBARDEY, President & CEO, Director	
Current mandates and functions	Mandates and functions exercised during the last five years and expired
Within the group:	Within the group:
President of Sogeclair Aerospace Limited	Director of Edt SA (Universal Transfer of Assets to Sogeclair Aerospace SAS)
President of Sera Ingénierie SAS	Director of Clairis Technologies SA (now Sogeclair Aerospace SAS)
President of Oktal SAS	
President of Sogeclair Aerospace Inc.	
President of ALCA Gestion Inc.	
Co-Managing Director of Sogeclair Aerospace SARL	
Co-Managing Director of Checkaero BV	
Co-Managing Director of Checkaero SARL	
Director of RAIN SA	
Director of Sogeclair Aerospace SA	
Director of S2E Consulting SAS	
Director of GMS Inc.	
Director of MSB Design Inc.	
Director of Ressources Globales Aéro Inc.	
Member of the Aviacomp SAS Board of Directors	
Member of the Sogeclair Aerospace SAS Board of Directors	
Outside the group:	Outside the group
Director of IRDI	President of the Haute-Garonne MEDEF (employers' association)
President of the Midi-Pyrénées MEDEF (employers' association)	
Member of the Medef Executive Board	
Technical adviser to the Toulouse Chamber of Commerce and Industry	

Technical adviser to the Toulouse Chamber of Commerce and Industry	
Mr Gérard BLANC, Director	
Current mandates and functions	Mandates and functions exercised during the last five years and expired
Within the group: Member of the SOGECLAIR remuneration committee	
Outside the group: Director of Valeo	Outside the group: President of Marignac Gestion SAS
Ms Chantal BOUCHER, Director	
Current mandates and functions	Mandates and functions exercised during the last five years and expired
Within the group: None	Outside the group: Director of Banque de France Midi Pyrénées region (Toulouse) Director of major fiduciary projects at the Banque de France – head office in Paris Deputy Director General at the Directorate General of Fiduciary and Investment Activities
Mr Henri-Paul BROCHET, Director	

Mandates and functions exercised during the last five years and expired

### Outside the group:

Alternate Executive Director of Aerospace Valley President of Aliage

President of Cancéropole Grand Sud-Ouest Member of the Actia Group Supervisory Board

Technical adviser to the Toulouse Chamber of Commerce and Industry

President of HBIC

Managing Director of TAS (Toulouse Air Spares)

and of the MBBCS holding

### Outside the group:

Advisor to the President of Thales Alenia Space

Executive Vice-President of Thales Alenia Space Director of the Toulouse site of Thales Alenia Space Permanent representative of Thales Alenia Space on Intespace's **Board of Directors CESER** advisor

### Mr Alberto FERNANDEZ, Director

### Current mandates and functions Mandates and functions exercised during the last five years and expired

Within the group:

Member of the SOGECLAIR remuneration committee

Outside the group:

Member of the Asco Strategy Committee

President of Jefe Jeronimo SL

### Outside the group:

Director of Aries Industrial y Naval

### Mr Alain RIBET, Director

#### Current mandates and functions Mandates and functions exercised during the last five years and expired

### Within the group:

Member of the Sogeclair Aerospace SAS Executive Committee President of SE2 Consulting SAS

### Outside the group:

Director of Formidias

Member of the Sémidias Supervisory Board

Within the group:

Director of Edt SA (Universal Transfer of Assets to Sogeclair Aerospace SAS)

Director of Clairis Technologies SA (now Sogeclair Aerospace SAS) Director-Expert of Sogeclair Aerospace SAS

### Ms Martine ROBARDEY, Director

Current mandates and functions	Mandates and functions exercised during the last five years and expired
Within the group:	Outside the group:
None	None

### Mr Jean-Louis ROBARDEY, Director until 20 May 2015

Current mandates and functions	Mandates and functions exercised during the last five years and expired
Outside the group: Managing Director of SCI Solair	Within the group: Director of Clairis Technologies SA (now Sogeclair Aerospace SAS Director and President of Edt SA (Universal Transfer of Assets to Sogeclair Aerospace SAS)

### Mr Jacques RIBA, Censor (director until 27 May 2011)

Current mandates and functions	Mandates and functions exercised during the last five years and expired
Within the group:	
Member of the SOGECLAIR remuneration committee	
Outside the group:	Outside the group:
Managing Director of Pagestri SARL Managing Director of Jari Conseil SARL	Director of Courtois SA (listed company)

### Mr Michel GRINDES, Censor (director until 16 May 2014)

Current mandates and functions	Mandates and functions exercised during the last five years and expired
Within the group:	Outside the group:
None	None

### 5.3. General management

Since 23 May 2003, General Management of the company has been ensured by Mr Philippe ROBARDEY, President of the Board of Directors. The Board has thus decided not to separate the functions of President of the Board of Directors from that of Chief Executive Officer of the company.

### 5.4. Directors' remunerations

Below, we indicate the total remuneration and all the benefits of any nature whatsoever paid by the company or by the companies under its control to each Director during the financial year ending 31 December 2015:

### Table 1

#### 

### Table 2

Table summarising the remuneration, options and shares granted to each Director (in €)						
Mr Philippe Robardey	2015 fina	ncial year	2014 financial year			
	Amount due	Amount paid	Amount due	Amount paid		
- Fixed gross remuneration	215,000	215,000	215,000	215,000		
- Variable annual remuneration	165,808	270,048	265,048	314,917		
- Multi-year variable remuneration	-	-	-	-		
- Extraordinary remuneration	-	-	-	-		
- Director's fees	18,356	18,356	20,012	20,012		
- Non-cash benefits (company car)	-	-	-	-		
TOTAL	399,164	503,404	500,060	549,929		

The variable part of the remuneration paid to Mr Philippe Robardey in 2015 corresponds to the 2014 financial year.

At the time of its session on 15 March 2013, the SOGECLAIR Board of Directors placed a ceiling on the variable part of Mr Philippe ROBARDEY's remuneration (4 % of the current result before tax, consolidated and calculated on the results of the last year closed) paid in 2014 in respect of the year 2013 limiting it to the amount in Euros of that paid in 2013 in respect of the year ending on 31 December 2012.

At its meeting held on 17 March 2014, the SOGECLAIR board of directors adopted new terms for the variable remuneration paid to Mr Philippe ROBARDEY, with qualitative and quantitative targets. These terms have not been modified in 2015. Given the strategic and therefore confidential nature of these points, SOGECLAIR has decided not to make the qualitative targets known. The quantitative targets have been defined according to the following three criteria: operating cash, operating income and orders won. The expected level of accomplishment regarding these quantitative targets is not being made public for reasons of confidentiality. These terms have not been modified in 2015.

Table 3

lable of director's fees and other remuneration received by the non-executive Board Members (in $\in$ )				
Non-executive Board Members	Amounts paid in 2015	Amounts paid in 2014		
Mr Gérard Blanc Director's fees Other remuneration	7,178 -	8,006		
Mme Chantal Boucher Director's fees Other remuneration	-	-		
Mr Henri - Paul Brochet Director's fees Other remuneration	7,178 -	8,006 -		
Mr Alberto Fernandez Director's fees Other remuneration <sup>(1)</sup>	7,178 20,000	8,006 20,000		
Mr Michel Grindes Director's fees Other remuneration	7,178 -	8,006 -		

Non-executive Board Members	Amounts paid in 2015	Amounts paid in 2014
Mr Jacques Riba Director's fees Other remuneration	7,178 -	8,006 -
Mr Alain Ribet Director's fees Other gross remuneration <sup>(2)</sup>	7,178 66,000	19,006 65,000
Mr Jean-Louis Robardey Director's fees Other remuneration	7,178 -	8,006 -
Mme Martine Robardey Director's fees Other remuneration	7,178	8,006 -
TOTAL	143,424	160,048

<sup>(1)</sup> Remuneration in the form of fees amounting to €20,000 per financial year

### Rule for the distribution of Directors' Fees

The calculation and distribution method for the directors' fees were set for SOGECLAIR SA by the Board of Directors on 5 March 1999 as follows:

« The directors' fees allocated in respect of a financial year to the members of the board of directors are set in application of the rules concerning tax deductibility and each year represent in all 5% of the average remuneration assigned to the 5 highest paid employees in the company multiplied by the number of members on the board of directors rounded off to the nearest hundred Euros. For the forthcoming financial years, the allocation of directors' fees within the board of directors will be determined as follows: double share for the President and for the CEO directors, single share for the other directors. »

There are no allocation criteria such as the rate of attendance at the Board Meetings.

The directors' fees will be maintained for the forthcoming financial years, until notice to the contrary is given.

### Table 4

Subscription or purchase options for shares granted during the financial year to each Director by	the issuer and by any
company in the group	

Name of the Director	Plan No. and date	9	Number of options granted during the financial year	Exercise price	Exercise period
		None			

### Table 5

Subscription or purchase	options for share	es taken up during	the financial <b>y</b>	vear by each Director	

| Name of the Director |
|----------------------|----------------------|----------------------|----------------------|
|                      | N                    | lone                 |                      |

### Table 6 and 7

### Performance-related shares granted to each Director

Performance-related shares granted by the General Meeting of Shareholders during the financial year to each Director by the Issuer and by any company in the group (nominative list)	Plan No. and date	Number of shares granted during the financial year	Valuation of the shares according to the method adopted for the consolidated accounts	Date of availability	Performance related conditions
			None		

Performance-related shares that have become available for each Director	Plan No. and date	Number of shares that have become available during the financial year	Acquisition conditions
	None		

<sup>(2)</sup> Fixed gross remuneration

#### Table 8

# HISTORY OF SHARE SUBSCRIPTION OR PURCHASE ALLOCATIONS HISTORY OF SHARE SUBSCRIPTION OR PURCHASE ALLOCATIONS TO 31 DECEMBER 2014 None None

#### Table 9

Share subscription or purchase options granted to the top ten non-director employees and options taken up by the latter	Total number of options granted / of shares subscribed to or purchased	Weighted average price	Plan 1	Plan 2
		None		

#### Table 10

#### **HISTORY OF THE FREE GRANTING OF SHARES**

INFORMATION ON THE SHARES GRANTED FOR FREE TO 31 DECEMBER 2015

None

#### Table 11

Directors	Contract of	employment	Supplement pension sche		Indemnities or be or liable to be or termination or of functions	wed due to a	Indemnities r non-competit	
	Yes	No	Yes	No	Yes	No	Yes	No
Mr Philippe Robardey President & CEO Date of entry into office: May 2013 Expiry date: 2019 AGM		X		×	×			Х

Commitments of any nature corresponding to elements of remuneration, indemnities or benefits owing or liable to be owed because of the taking up, termination or change of the director's functions or subsequent to it:

At the time of its session held on 15 March 2013, the Board of Directors authorised an undertaking for the benefit of Mr Philippe Robardey, pursuant to the provisions of article L.225-42-1 of Commercial Law, under the terms of which Mr Philippe Robardey shall receive, in the event of termination of his mandate as the company's Chief Executive Officer, except in the case of termination due to failure such as defined in the paragraph below or of voluntary departure, an indemnity corresponding to 24 months' remuneration (fixed and proportional calculated on the basis of the last annual period preceding termination of his mandate). This commitment was approved by the AGM held on 17 May 2013.

Payment of this indemnity shall be subject to the condition that the group has achieved, in respect of the past five years whose consolidated accounts have been approved by the Board before the termination, an average Operating Profit, increased by the amortisations and provisions, at least equal to 7.5% of the turnover for the corresponding financial years.

Remunerations and non-cash benefits paid in the form of the allocation of capital securities, debt securities or securities giving access to the capital or giving the right to the allocation of debt securities of the company or of the controlled or controlling companies:

None.

### 6. The Auditors

The terms of office of the auditors and substitute auditors named below expire at the end of this Meeting:

- Joint Auditors: Exco Fiduciaire Sud-Ouest
- Substitute Auditors: Mr André Daide

We propose that you renew their terms of office for 6 years, that is to say until the end of the ordinary annual general meeting to be held in the year 2022, called to vote on the accounts for the year ending 31 December 2021.

Detailed information is provided in Chapter 2 of this reference document.

#### 7. Regulated conventions

We inform you that the conventions covered by article L 225-38 et seq. of Commercial Law have been regularly authorised by your Board of Directors during the past financial year. We request that you approve them.

We have provided your auditors with the useful indications to allow them to present to you their special report indicating these conventions and which is included in paragraph 20.4.1 of the reference document.

## 8. Information that has an impact in terms of public offerings

The capital structure (taking into account the holdings that the company is aware of further to the declarations regarding the thresholds exceeded) is defined in paragraph 4.1 of this report and in paragraph 18.3 of the reference document.

There are no shareholders' pacts with respect to SOGECLAIR SA. However, a commitment was made on 23 December 2013 to keep Company shares in the framework of the preferential tax provisions put in place by the so-called "Dutreil Law". This commitment concerns the Robardey family and Mr. Marc Darolles and concerns 20% of the shares and the related voting rights (see paragraph 18.4 of the reference document).

The voting rights are exercised in accordance with article 15 of our articles of association. There are no shares with special rights of control. However, we inform you that all registered shares have double voting rights that have been held for two years.

There are no control mechanisms provided for in any possible personnel shareholding scheme with control rights that are not exercised by the latter.

The rules for appointing and removing members of the Board are the statutory legal rules, except for the age limit of 72 (that applies to 1/3 of the directors and to the President) provided for in article 13 of the articles of association

Concerning the powers of the Board of Directors, the current delegations are described in the delegation table given in Appendix 2 of this report. Furthermore, the powers of the Board regarding the buyback of shares are described in chapter 4.3 of this report.

Modifications of our company's articles of association are made in compliance with the legal and regulatory provisions.

The following agreements concluded by the company are liable to be modified or to come to an end in the event of a change of corporate control: AIRBUS E2S preferred supplier for engineering services referencing and bank loans.

The agreements providing for the indemnities in the case of a director relinquishing his/her functions are described in paragraph 5.4 of this report.

## 9. Delegations relative to capital increases

The table summarising the currently valid delegations in the area of capital increases is attached in Appendix 2 of this report.

# 10 Operations on the securities of the directors, top management and their next of kin carried out during the last financial year

Refer to Appendix 3 of this report.

Your Board invites you to approve, through your vote, the text of the resolutions that it is submitting to you.

#### The Board of Directors

#### **APPENDIX 1**

#### CORPORATE RESPONSIBILITY WITH RESPECT TO SOCIETY

Below we give the relevant and significant social, societal and environmental information concerning the group.

The group and its directors have numerous commitments in the economic world and in joint representation organisations (MEDEF (employers' organisation); professional branches; CPH (Industrial Tribunal); URSSAF (Social Security); Clusters; Corporate Clubs, etc.).

To date no report has been specifically drafted and/or audited. Furthermore, the following chapters detail certain aspects comparable with Corporate Responsibility with respect to Society.

#### 1. Social and societal information

#### 1.1. Employment

The group's total consolidated workforce, as an average over the year 2015 expressed as a full-time equivalence, breaks down as follows:

TOTAL	1,354	1,178	1,103
Technicians and employees	306	100	110
Engineers, managers and senior technicians	1,048	1,078	993
_	2015	2014	2013

726 people are employed in Midi-Pyrénées, Aquitaine, Loire Atlantique and PACA regions; and 89 in Ile-de-France.

The average age is 37.6 and the turnover rate was 6.04 %.

The fixed-term contracts represent approximately 2.3% of the workforce. The proportion of temporary staff with respect to the total workforce is not significant.

The recruitments have mainly concerned senior technicians, engineers and experts in the areas of Aerostructures and Systems Installation.

The activity perspectives in the framework of our development are leading us to maintain a high level of expertise.

#### 1.2. Subcontracting

SOGECLAIR regularly calls on the services of external companies (subcontracting).

The flexibility rate represents nearly 23% and this level results from the group's on-going efforts to adapt in order to meet the requirements in terms of:

- capacities in its professions, to make it possible to absorb any shortterm additional workloads or workloads that are too sudden to be coped with immediately through the allocation of company resources, and to preserve a sufficient degree of flexibility to make it possible to confront changes in the economic factors,
- specialities to make it possible to meet our customers' requirements and quickly obtain know-how before we have capitalised this internally.

To achieve this, SOGECLAIR maintains a network of relations with loyal, specialist partners:

- mainly in the euro zone, recognised for their skills, experience and competitiveness.
- and some from outside the euro zone with tried and tested skills, that provide greater competitiveness and satisfy our quality criteria.

#### 1.3. Working hours / Absenteeism

The French-law companies are subject to compliance with the legal working hours. The 35 working hour agreements were negotiated between 2000 and 2002. Full-time employees work 35 hours a week, or on the basis of 218 days a year. The part-time staff work between 14 and 31 hours a week.

The rate of absenteeism stands at 1.83 %. The main reasons for absence are (in increasing order) paternity, maternity and sick leave.

#### 1.4. Remuneration policy

For the French subsidiaries, the pay rises are subject to annual negotiations within each structure. In 2015, the remunerations increased on average by 2%, all staff categories taken into account.

For the French subsidiaries, there is a participation agreement, which did not generate any gross participation in 2015.

## 1.5. Professional relations / Result of the collective bargaining agreements / Accompanying seniors

Each French subsidiary has its own staff representation bodies (staff council, single delegation, staff representatives). Meetings are held regularly with them by the directors of the subsidiaries, or by the human resources managers in compliance with the provisions of law. The collective and/or branch bargaining agreements are followed up in the framework of these meetings.

In 2013, triennial action plans relative to the inter-generation contracts were signed within the main French subsidiaries.

#### 1.6. Health & Safety conditions

Given the company's activities, which are carried out almost entirely in "office" areas, the health and safety conditions do not require any particular remarks. The working areas are subject to continual maintenance and upkeep.

#### 1.7. Skills development / Training (French subsidiaries)

In 2014, a total of €358 k was devoted to training expenses, representing 1.14% of payroll for the perimeter concerned. The training expenses, mainly technical, are intended to maintain a high technical level and multiple skills for all the staff. The legal provisions in the DIF (individual right to training) framework were implemented on 1 January 2005.

#### 1.8. Equal opportunities / People with disabilities

In the area of equal opportunities, the company takes care to ensure the legal provisions are applied and does not make any difference based on criteria other than skills and working conditions.

In particular no distinction is made between men and women, and the company seeks to promote the employment and rehabilitation of disabled workers through internships and hiring or by calling on the services of specialist service providers (Sheltered Workshops, etc.).

An agreement on equal opportunities for men and women was signed on 6 November 2014 for the French subsidiary SOGECLAIR AEROSPACE SAS

## 1.9. Report on the compared men/women professional situation

A compared situation report was drawn up in 2015 for the French subsidiary, SOGECLAIR Aerospace SAS.

This made it possible to appreciate, for each of the company's professional categories, the respective situation of women and men concerning hiring, training, professional promotion, qualification, classification, working conditions, effective remuneration and the balance between professional activity and exercising family responsibilities (article L. 2323-57 of Labour Law).

It also includes an action plan covering four areas: remuneration, recruitment, training and work/life balance.

This action plan sets the goals for progression, the actions making it possible to achieve them, the quantified indicators for following them up, along with the assessed costs and deadlines.

The members of the Staff Council came out in favour of this report.

Pursuant to the law dated 27 January 2011, the Board of Directors examines the issue of men/women professional equality each year.

#### 1.10. Social works (French subsidiaries)

Social works come within the scope of the staff councils and concern the benefits granted to the staff: company restaurant, organisation of travel and sports outings, cut-rate plane/cinema/theatre tickets, holiday rentals. In 2015, the social works budget totalled about 380k€.

#### 2. environmental information

The environmental impact of the companies in the SOGECLAIR group concerns two levels:

- Impact of the products they have designed and/or manufactured when in operation or when withdrawn from service,
- Impact of the companies' operations themselves when accomplishing their activity.

The companies in the SOGECLAIR group have integrated an environmental policy and a management system based on ISO 14001 coupled with the quality system, making it possible to identify the necessary resources and actions.

#### Impact of products designed and/or manufactured

The products designed and/or manufactured satisfy the regulations in force. ISO 14062 and the REACH and ROHS directives are the main applicable requirements and are integrated in the products designed. The staff's awareness has been raised regarding the integration of the environmental requirements in the design and manufacture of their products. The suppliers are an integral part of this system.

### <u>Impact of operations / Utilisation of resources / Raising staff</u> awareness

As the main intervention area is engineering, the companies in the SOGECLAIR group do not have many activities liable to have an impact on the environment.

Steps have been taken for all the companies to reduce power consumption, particularly the consumption of electricity and water, essentially sanitary. The introduction of "green IT" is now widespread. The staff's awareness has been raised regarding a responsible attitude concerning their consumption.

Remote means of communication are currently being deployed to reduce the number of trips and CO2 emissions. In France, with the exception of Top Management, the staff's new company cars must have CO2 emissions lower than 120 g/km.

The companies in the SOGECLAIR group responsible for manufacturing have the material and human resources required for processing waste and discharges.

This year the carbon footprint assessment will be carried out again and the energy statement put in place.

Measures taken to limit breaches against biological equilibrium, natural environments, protected animal and plant species

Non applicable

<u>Company assessment or certification initiatives taken</u> regarding the environment

For the moment, the company has not launched any such initiative, given its activity.

Measures taken to ensure compliance of the company's activity with the applicable legal and regulatory provisions in this area

Not applicable

Expenses incurred to avert the consequences of the company's activity on the environment

Not isolated

Existence within the company of in-house environment management services, employee training and information with respect to the environment, the means devoted to reducing risks for the environment as well as the organisation put in place to cope with pollution accidents that have consequences outside the company's sites

Non applicable

Amount of the provisions and guarantees for environmental-related risks

None

Amount of the indemnities paid out during the year in execution of a decision of the courts regarding the environment and the actions taken to repair damage caused to the environment

None

#### **APPENDIX 2**

#### Table summarising the currently valid delegations relative to capital increases

Dat	e of the E.G.M	Delegation expiry date	Authorised amount	Increase(s) made in the previous years	Increase(s) made during the financial years	Residual amount on the day this table was established
Authorisation to increase the capital by incorporating reserves, profits or premiums	20/05/2015	19/07/2017	1000 K€	-	-	1000 K €
Authorisation to increase the capital with upholding of PSR	20/05/2015	19/07/2017	1000 K€ <sup>(1)</sup>	-	-	1000 K€
Authorisation to increase the capital with cancellation of PSR by public offering	20/05/2015	19/07/2017	1000 K€ <sup>(1)</sup>	-	-	1000 K€
Authorisation to increase the capital with cancellation of PSR by offering covered by article L.411-2 (II) of Monetary and Financial Law	20/05/2015	19/07/2017	1000 K€ <sup>(2)(1)</sup>	-	-	1000 K€
Authorisation to increase the capital as remuneration for a contribution of shares or securities	20/05/2015	19/07/2017	10 % of capital <sup>(1)</sup>	-	-	10 % of capital
Authorisation to increase the amount of the issues in the case of excess demand	e 20/05/2015	19/07/2017	NA	-	-	NA
Authorisation to increase the capital with cancellation of PSR for the benefit of members of a Company Savings Scheme (PEE		19/07/2017	3 % of capital	-	-	3 % of capital

<sup>(1): (1)</sup> The maximum nominal ceiling of the shares that may be issued is deducted from an overall ceiling of €1,000,000 (concerning the capital increases). (2) The maximum nominal ceiling of the shares that may be issued is limited to 20% of the capital per year.

#### **APPENDIX 3**

## TABLE SUMMARISING THE SHARE OPERATIONS ACCOMPLISHED BY THE DIRECTORS, TOP MANAGEMENT AND THEIR NEXT OF KIN DURING THE PAST FINANCIAL YEAR

urname and first name
apacity
perations performed by a person related to the above person
escription of the financial instrument
otal number of financial instruments transferred
Veighted average price
otal amount of the transfers
otal number of financial instruments purchased
Veighted average price
otal amount of the purchases
otal number of the financial instruments subscribed to/
xchanged
Veighted average price
otal amount of the operation

#### **APPENDIX 4**

#### TABLE SUMMARISING THE RESULTS OVER THE LAST FIVE FINANCIAL YEARS

NATURE OF THE INDICATIONS (in €)	2011 FINANCIAL YEAR	2012 FINANCIAL YEAR	2013 FINANCIAL YEAR	2014 FINANCIAL YEAR	2015 FINANCIAL YEAR
Capital at year-end					
Equity capital	2,900,000	2,900,000	2,900,000	2,900,000	2,900,000
Number of existing ordinary shares	725,000	725,000	2,900,000(1)	2,900,000	2,900,000
Number of existing shares with priority dividend (without voting rights)					
Maximum number of future shares to be created: . by conversion of obligations . by exercising subscription rights					
Operations and earnings for the financial year					
Sales ex VAT	4,560,476	4,625,164	5,078,400	5,009,570	5,263,037
Earnings before taxes, employee shareholding, amortisation and provisions	689,389	982,059	4,131,581	3,249,135	4,121,586
Income tax	904,476	245,682	406,650	300,521	(115,867)
Employee participation for the financial year	0	0	0	0	0
Earnings after taxes, employee shareholding, amortisation and provisions	(297,700)	567,274	3,571,451	2,814,704	4,073,996
Distributed earnings	616,250	1,160,000	1,450,000	1,450,000	1,160,000 <sup>(2)</sup>
Earnings per share					
Earnings after taxes, employee shareholding but before amortisation and provisions	(0.39)	1.02	1.28	1.02	1.46
Earnings after taxes, employee shareholding, amortisation and provisions	(0.41)	0.78	1.23	0.97	1.40
Dividend distributed per share (a)	0.85	1.60	0.50	0.50	0.40(2)
Personnel					
Average headcount for the year	15	16	17	18	19
Payroll for the year	1,285,511	1,424,559	1,647,669	1,463,127	1,271,591
Sum paid in respect of social benefits for the year (social security, social works, etc.)	613,665	672,314	644,622	669,146	556,080

(1) division by 4 of the nominal value of the share on 1st July 2013 (2) project

#### DESCRIPTION OF THE SHARE BUY-BACK PROGRAMME

Pursuant to the provisions of article 241-2 of the AMF's general regulations and of European regulation No. 2273/2003 dated 22 December 2003, the purpose of this description is to describe the end-purpose of the company's own-share buy-back programme and the procedures used. This programme will be subject to the authorisation of the AGM on 19 May 2016.

#### 1) Distribution by objective of the shares held determined on 31 March 2016

Number of shares held directly and indirectly: 148.680 representing 5.13% of the company's capital.

Number of shares held, distributed by objective:

Market making by means of an AMAFI market-making contract:	4,340
Growth through acquisition operations:	144,340
Coverage of share purchase options or other employee shareholding schemes:	none
Coverage of securities giving the right to the allocation of shares:	none

#### 2) New share buyback programme

Programme authorisation: AGM on 19 May 2016

**Shares concerned:** ordinary shares

Maximum proportion of the capital for which buyback is authorised: 10% of the capital (that is 290,000 shares at the present time), it being said that this limit is assessed on the day of the buybacks so as to take into account any capital increases or decreases that may have been made during the term of the programme. The number of shares taken into account for the calculation of this limit corresponds to the number of shares purchased, minus the number of shares resold during the term of the programme in the framework of the liquidity objective.

As the company may not hold more than 10% of its own capital, taking into account the number of shares already held, amounting to 141,230 (that is to say 5.13% of the capital), the maximum number of shares that may be purchased will be 141,230 shares (that is to say 4.87% of the capital) unless the shares already held are sold or cancelled.

#### Maximum purchase price: €40 per share

**Buyback methods:** the purchases, sales and transfers may be made by all means on the market or over the counter, including operations on blocks of shares, it being said that the resolution submitted to the vote of the shareholders does not limit the proportion of the programme that may be accomplished through the purchase of blocks of shares.

#### **Objectives:**

- comply with the share issue obligations contracted at the time of (a) the issue of equity instruments or securities providing access to the company's capital, (b) programmes and /or decisions to grant purchase options for the company's shares to the employees and directors of the company and/or of its group or to propose to allow them to purchase shares under the conditions stipulated by Labour Law and by Commercial Law, (c) any possible allocation of free shares to the group's employees and directors, (d) allocation of company shares in the framework of employee profit-sharing in the fruit of the company's expansion, and (e) any other commitment of this type imposing an obligation on the company to issue shares in the company,
- keep, sell or generally transfer the shares, in all or part, by handing over shares as a means of payment or of exchange in the possible framework of growth through acquisition operations in the framework of the stockmarket regulations;
- ensure the share's market liquidity, regulate the stockmarket price of its shares by implementing a liquidity contract in compliance with the code of ethics acknowledged by the regulations and concluded with an investment service provider;
- proceed with the possible cancellation of the shares purchased in compliance with the authorisation given by the AGM on 20 May 2015

**Term of the programme:** 18 months as from the AGM held on 19 May 2016, that is to say until 18 November 2017.

# 27 COMBINED GENERAL MEETING HELD ON 19 MAY 2016

## 27.1. President's Report to the Annual General Meeting

Dear Shareholders,

Pursuant to the provisions of article L. 225-37 of Commercial Law, the President of the Board of Directors must to indicate the following in a report attached to the Board's report:

- references made to a code of corporate governance,
- composition of the Board and application of the principle of balanced representation of women and men on said Board, conditions under which the Board prepares and organises its work,
- special conditions relative to the shareholders' participation in the General Meeting,
- any limitations imposed on the powers of the CEO, principles and rules put in place to determine the remuneration and non-cash benefits granted to the directors, elements likely to have an impact in the case of a public offering,
- internal control and risk management procedures put in place by the company.

This report was prepared by the President & CEO in cooperation with the company's specialist lawyers and the person in charge of the legal secretariat and establishing the annual reference document. It has been submitted to the approval of the Board of Directors on 18 March 2016 and transmitted to the auditors.

#### CORPORATE GOVERNANCE

Concerning the code of corporate governance, our company now refers to the Middlenext Code on corporate governance for medium and small listed companies dated December 2009, available on request from Middlenext (www.middlenext.com), hereinafter the Reference Code. The Board declares it has familiarised itself with the data presented in the "points of vigilance" section of that Code.

However, the provisions of that Code concerning directors' fees are not applied.

Indeed, given the Board Members' good level of attendance, it was not deemed necessary to modify current practices, recalled below, when distributing the Directors' fees between the Board Members, to base that on attendance and the time devoted to the function.

#### 1. Board of Directors and Committees

#### 1.1. Board of Directors

#### 1.1.1. Composition of the Board

The board has seven members:

- Mr Gérard Blanc, appointed in 2013 for six years, that is to say until the end of the general meeting held in 2019 to approve the accounts of the previous financial year,
- Ms Chantal Boucher, appointed in 2015 for six years, that is to say until the end of the general meeting held in 2021 to approve the accounts of the previous financial year,
- Mr Henri-Paul Brochet, appointed in 2015 for six years, that is to say until the end of the general meeting held in 2021 to approve the accounts of the previous financial year.
- Mr Alberto Fernandez, appointed in 2012 for six years, that is to say until the end of the general meeting held in 2018 to approve the accounts of the previous financial year,
- Mr Alain Ribet, appointed in 2013 for six years, that is to say until the end of the general meeting held in 2019 to approve the accounts of the previous financial year,
- Ms Martine Robardey, appointed in 2012 for six years, that is to say until the end of the general meeting held in n 2018 to approve the accounts of the previous financial year.
- Mr Philippe Robardey, appointed in 2013 for six years, that is to say until the end of the general meeting held in 2019 to approve the accounts of the previous financial year,

The directors' term of office is six years. The number of directors that have reached the age of seventy-two may not exceed one third of the members of the Board of Directors. When the age limit is reached, the eldest director is deemed to have resigned automatically from office.

The Board also includes two censors, Mr Jacques Riba, appointed in 2011 for a period of six years that is to say until the end of the Ordinary General Meeting of the shareholders to be held in 2017 to approve the accounts of the previous financial year, and Mr Michel Grindes appointed in 2014, for a period of six years that is to say until the end of the Ordinary General Meeting of the shareholders to be held in 2020 to approve the accounts of the previous financial year.

## COMBINED GENERAL MEETING HELD ON 19 MAY 2016

Philippe ROBARDEY, President of the Board of Directors, serves as the company's Chief Executive Officer in his capacity as a director.

Ms Huguette Robardey, former Director, has been appointed Secretary of the Board.

The number and nature of the other mandates and functions exercised by the directors are given in the Board of Directors' annual report.

The table below shows the changes that were made to the composition of the Board in 2015:

Name of the Board member	Nature of the change	Effective date
Mr Jean-Louis Robardey	Expiry of the term of office	20/05/2015
Mr Henri-Paul Brochet	Renewal	20/05/2015
MS Chantal Boucher	Appointment	20/05/2015

Three board members – Ms Chantal Boucher and Messrs Gérard Blanc and Henri-Paul Brochet – are considered to be independent in line with the definition given by the reference law whose criteria are indicated in the table below.

Independence criteria	Ms Boucher	Mr Blanc	Mr Brochet
Not an employee or executive officer of the Company or of a company belonging to the same Group and not to have been during the past three years	<b>V</b>	<b>V</b>	V
Not be a significant customer, supplier or banker of the Company or of its Group or for which the Company or its Group represents a significant share of its activity	<b>V</b>	<b>V</b>	Ø
Not be a reference shareholder in the Company		<b>V</b>	$\overline{\checkmark}$
Not have any close family ties with a corporate officer or a reference shareholder	<b></b>	<b>V</b>	
Not to have been an auditor of the Company during the past three years	<b></b>	<b>V</b>	

Furthermore, generally speaking and to the knowledge of the company, on the date this report was established, there were no conflicts of interest between the duties of each of the Board Members with respect to the company and their private interests or other duties. The means for revealing any conflicts of interest are defined in the internal regulations (see paragraph 1.1.4 of this document).

Pursuant to the provisions of the Law dated 27 January 2011 relative to a balanced representation of men and women on company boards and equal opportunities, the Board of Directors has 2 women members out of the board's total of 7 members, giving a proportion of women higher than 20%.

#### 1.1.2. Conditions under which the Board prepares its work

To allow the members of the board to prepare the meetings effectively, the President makes every effort to provide them with all the necessary information or documents beforehand.

Whenever a member of the Board so requests, the President provides him, insofar as possible, with the additional information and documents that he/she wishes to receive.

#### 1.1.3. Holding of Board Meetings

The convocations to the meetings of the Board of Directors are issued by the President of the Board in writing. The meetings in 2015 were held at headquarters.

Furthermore, the directors receive the documents exchanged at the time of meetings of the Board of Directors (five held in 2015).

Before any communication of financial information, the data and documents are sent in advance to all the directors. At the time of each meeting of the Board of Directors, the President presents the key points and various issues examined in the form of documents issued to the directors. Twice yearly, for the half-yearly and annual accounts, the President presents the draft documents to the board for the results presentation meetings.

The Board of Directors examines and/or orients and then authorises negotiations in the area of changes of scope and of growth through acquisitions.

In the framework of the strengthening of the role of the Board of Directors, since the end of 2004 it comments on the budgets and plans of each subsidiary prior to approval by the President and Chief Executive Officer.

Lastly, the Board of Directors examines and authorises the company's commitments to projects requiring significant financing or guarantees, securities or sureties that could be associated with them.

Besides the regular meetings held between general management and the directors, the Board of Directors met five times during the year 2015. The members' attendance rate was very good. The average rate of the directors' and censors' presence was 87%. No meetings were held in the absence of the President and Chief Executive Officer. No meetings of the Board were called on the initiative of the directors.

The Auditors were invited to the meetings of the Board of Directors that voted on the annual accounts, the half-yearly accounts and the provisional management documents. They effectively took part.

#### 1.1.4. Board of Directors' internal regulations

Internal regulations have been drawn up for the Board as of 16 March 2007 the purpose of which is to remind the members of the Board of Directors of their various duties and to complete the legal, regulatory and statutory rules in order to detail the Board of Directors' operating conditions. The internal regulations define the role and composition of the Board of Directors and of the committees. They stipulate the duties of the directors in a general way and also their obligations relative to having privileged information in their possession.

The internal regulations stipulate the frequency of the meetings and the means to be implemented to take part in them. Regarding the prevention of conflicts of interest, the Board's internal regulations stipulate that: « "In order to prevent any risks of conflicts of interest and to allow the Board of Directors to provide the shareholders and the markets with high-quality information, each director is obliged to declare to the Board of Directors, as soon as he/she becomes aware of it, any situation where there is or could be a conflict of interest between the corporate interest and his/her own direct or indirect personal interest or the interest of the shareholder or group of shareholders that he/she represents, it being stated that the absence of information is equivalent to acknowledging that there is no existing conflict of interest." »

The internal regulations were updated on 16 March 2012 regarding the creation of closed periods for people who have access to privileged information. It is available in the "investors" section of the company's website (www.sogeclair.com).

### 1.1.5. Subjects debated at the time of the Board meetings and activity report

During the year 2015, the Board of Directors deliberated on the following topics in particular:

- establishing the annual and half-yearly individual and consolidated accounts;
- examining the budgets for the financial year 2016 and the trends for 2017;
- company's strategic challenges discussed and debated at each meeting;
- examining expansion by acquisition projects and other changes of scope:
- securities and guarantees; Board of Director's composition and remuneration;
- following up reference listings and progress made with the contracts of major importance;
- innovative projects developed or currently being developed;
- relations with third parties;
- the situation regarding the directors' terms of office.

#### 1.1.6. ASSESSMENT OF THE BOARD'S WORK

In accordance with the Middlenext reference code and the recommendations of the AMF, the Board has been informed that it would be appropriate to put in place a Board assessment procedure, in a regular way, with a view in particular to (i) reviewing its operating procedures, (ii) verifying that the important questions are suitably prepared and debated and (iii) measuring the effective contribution of each Director to its work by way of his/her competence and involvement in its discussions.

This assessment was implemented for the first time in 2011. In December 2015, at the time of its annual assessment, the Board of Directors – considering that overall the functioning of the Board was satisfactory – wanted to see an increase in the number of women directors.

#### 1.2. Organisation and operation of the specialist committees

#### 1.2.1. The Board in the form of an audit committee

Further to the discussions held on 14 December 2010, the Board of Directors decided, in accordance with the provisions of articles L. 823-20 and 823-19 of Commercial Law, to ensure itself the missions assigned to the audit committee.

The Board also decided to follow the recommendations of the Poupart Lafarge working group made on 14 June 2010 that had been presented to it concerning the missions assigned to the audit committee as well as the recommendations specific to medium and small listed companies whose board meets in the form of an audit committee. However, it was decided that the President & CEO would take part in the Board meetings held taking the form of an audit committee.

#### 1.2.2. Remunerations Committee

At its session held on 17 December 2014, the Board decided that the remunerations committee would now consist of three directors: Messrs Gérard Blanc, Henri-Paul Brochet and Alberto Fernandez; and one censor: Mr Jacques Riba.

This committee's missions consist in particular of making proposals concerning the remuneration of the President & CEO and the orientation of the group's salary policy. The committee submits its proposals to the Board which alone decides. Once a year, the Committee analyses the remunerations of the Board of Directors. This committee had a 100% attendance level in 2015.

Further to adhering to the Middlenext code of governance at the time of the Board Meeting on 10 March 2010, the mission of the Remunerations Committee remains unchanged. The Board decided, at its meeting on 12 March 2009, to extend the Remuneration Committee's mission to the examination of the appointment of directors and board members.

#### 2. Limit on the powers of the CEO

No specific limitations have been imposed on the powers of the CEO by the Board of Directors.

However, in compliance with article 2 of the Board's internal regulations, all significant operations situated outside of the strategy announced must be authorised beforehand by the Board of Directors.

### 3. Principles and rules for determining the remuneration of the directors

## 3.1. Remuneration of the Board Members – Rule for the distribution of Directors' fees

The calculation and distribution method for the directors' fees were set for SOGECLAIR SA by the Board of Directors on 5 March 1999 as follows:

"The directors' fees allocated in respect of a financial year to the members of the board of directors are set in application of the rules concerning tax deductibility and each year represent in all 5% of the average remuneration assigned to the 5 highest paid employees in the company multiplied by the number of members on the board of directors rounded off to the nearest thousand francs. For the forthcoming financial years, the allocation of directors' fees within the board of directors will be determined as follows: double share for the President and for the CEO directors, single share for the other directors."

## 3.2. Remuneration of the Directors – Calculation criteria or circumstances for establishing the elements making up the remunerations and non-cash benefits

Concerning the remuneration of the Directors, the Board refers to the Middlenext code of corporate governance for listed companies, dated December 2009. The variable part of the remuneration paid to Mr Philippe ROBARDEY in 2015 corresponds to the 2014 financial year.

At the time of its session held on 15 March 2013, the SOGECLAIR Board of Directors imposed a ceiling on the variable part of Mr Philippe ROBARDEY's remuneration (4 % of the current result before tax, consolidated and calculated on the results for the last year closed), paid in 2014 in respect of 2013 equal to the amount in euros of that paid in 2013 in respect of the year ending on 31 December 2012.

At its session held on 17 March 2014, the SOGECLAIR board of directors adopted new terms for the variable remuneration paid to Mr Philippe ROBARDEY, with qualitative and quantitative targets. Given the strategic and therefore confidential nature of these points, SOGECLAIR has decided not to make the qualitative targets known. The quantitative targets have been defined according to the following three criteria: operating cash, operating income and orders won. The expected level of accomplishment regarding these quantitative targets is not being made public for reasons of confidentiality.

You are reminded that the company has undertaken to pay Mr Philippe Robardey, in case of termination of his mandate as the company's Chief Executive Officer, except in the case of failure or voluntary departure, an indemnity according to his fixed and proportional remuneration calculated on the basis of the last annual period preceding the termination of his mandate, subject to the performance of the company's operating result.

Mr Philippe Robardey has not benefited from any stock purchase of subscription options, shares granted free or from any fixed-benefits pension scheme.

#### 4. Shareholders' participation at the General Meeting

The conditions relative to the shareholders' participation at the General Meetings are given in article 15 of the company's articles of association.

## 5. Elements likely to have an impact in the case of a public offering

These elements are detailed in the Board's Report.

## INTERNAL CONTROL PROCEDURES AND RISK MANAGEMENT PROCEDURES

#### Allocation of responsibilities

General management defines the objectives relative to internal control and distributes the responsibilities for ensuring the regular evaluation of the activities of all the companies in the group.

In the framework of internal control, the following responsibilities have been assigned to the various management bodies:

#### ■ Group General Management

General Management is responsible for putting in place accounting and operational reporting systems, their structures, the choice of consistent indicators and setting reasonable deadlines for information reporting. It sets the goals of the Finance Department and facilitates the auditors' mission.

It is also responsible for providing feedback to the subsidiaries on the consolidated level at the time of the quarterly meetings.

#### ■ Finance department

This department is organised in two units:

- Consolidation, accounts, cashflow, management control and tax,
- Mergers & acquisitions, financial communication and publications, legal, insurance and finance.

This department is responsible for collecting the accounting and operational data from the subsidiaries, for their consolidation as group data, interfacing with the subsidiaries' and group's auditors, internal auditing and compliance with the group's procedures, and the internal reporting system and its updating.

It detects and analyses any drift, informs Group General Management and validates the corrective and/or preventive action plans with the subsidiaries.

It has the authority, competence and tools required to accomplish these control missions. This department is responsible for group financial publications and ensures coordination for the legal and insurance aspects.

#### ■ The subsidiaries' General Management bodies

These are responsible for collecting information from the operational units, and for providing the Financial and Planning Directorate with their reporting indicators.

They establish the action plans in the event of a confirmed or probable risk of drift, inform their Board of Directors and Group General Management and implement the validated measures.

Lastly, they regularly inform their operational units of any changes in the group's control procedures, of any drift detected and of the measures taken.

#### ■ The subsidiaries' Operational Directorates

They are responsible for the reliability of the accounting and operational data relative to their activity and for the lowest level application of the group's control procedures.

In this respect, they are responsible for selecting and implementing the most appropriate rules for preventing errors and/or misconduct, detecting deviations at the earliest possible time, limiting their effect and reporting without delay to General Management.

#### **Objectives pursued**

The objectives of internal control are to put in place tools and organisations making it possible to guarantee the reliability of the financial information provided, identify the risks and prevent their occurrence, detect any malfunctioning and secure the value of the company's assets.

The main risks identified are financial and commercial risks linked to problems of:

- initial estimation and execution of contracts,
- project financing,
- commercial or technical dependence,
- sensitivity to economic factors: interest and exchange rates, market growth.

In the face of these risks, the accent has been placed in particular on the following instruments applied to all of the subsidiaries.

#### Quarterly accounts

The quarterly accounting statements are established under the responsibility of each subsidiary and are recorded according to procedures and a harmonised plan with the group in order to conform to the national legal obligations and facilitate their presentation in IFRS format.

These data are, for the joint stock companies in the group, subject to examination by the auditors (limited for the half-year, complete for the year), and for all the companies subject to a likelihood verification by the group Finance Department (on reception of the statements, and an on-site examination of the subsidiaries in turn).

#### Operational Reporting dashboard

There is an operational and financial reporting system aiming to provide a frequent and prospective vision of the performance of the group's various operational units and subsidiaries in France and abroad, and satisfy a process of continuous improvement.

This system is based on a monthly Reporting Dashboard, deployed in a unified format providing the following information:

- winning of orders and order book,
- invoicing and level of work in process,
- headcount, payroll and subcontracting,
- average salary,
- productivity indicators,
- cashflow and investments.

The goal of the continuous improvement actions is to:

- increase the group's visibility of the data from the subsidiaries and procure multi-dimensional analysis capacities (subsidiaries, products, markets),
- offer top management indicators suited to their management needs,
- business control.

The main projects are followed up while being executed:

- during execution, all the expenses and invoicing relative to each project are recorded immediately in an IT tool that has been tried and tested for several years and offering real-time visibility of production, the costs engaged, the remaining work and any drift with respect to the initial budget,
- the data provided by this tool are used directly to establish the monthly follow-up of the critical projects included in the Reporting Dashboard.

Monthly meetings have been put in place with each Director in order to analyse each entity's indicators, economic performance and commercial activity.

#### **Current limits**

Internal control does all it can to prevent, detect and correct all errors, problems, and even fraud, particularly those resulting from any collusion or malfunctioning that would escape the normal and continuous vigilance of the personnel and the company's management at all levels. However, like any system of internal control, the system put in place cannot provide an absolute guarantee that the risks have been eliminated.

Internal control also relies on the reliability and pertinence of the indicators chosen, on the performance of the tools and methods used to draw up and consolidate the data and on the organisational rules put in place at every level to guarantee its independence.

It has not yet been formalised by means of a procedures manual, no more than the control instruments described above are the subject of a systematic internal audit, prior to the intervention of our auditors.

The internal control process did not, during the year 2015, detect any major failures or shortcomings.

#### The President of the Board of Directors

REPORT OF THE AUDITORS, ESTABLISHED
IN APPLICATION OF ARTICLE L. 225-235
OF COMMERCIAL LAW, ON THE REPORT
OF THE PRESIDENT OF SOGECLAIR' SA'S BOARD
OF DIRECTORS

### MOREREAU AUDIT SAS

10, rue Reyer 31200 TOULOUSE

#### **EXCO FIDUCIAIRE DU SUD-OUEST**

2, rue des Feuillants 31076 TOULOUSE CEDEX 3

#### **Auditors**

Members of the "Compagnie Régionale de Toulouse"
S.A. SOGECLAIR
7, avenue Albert Durand
31700 - BLAGNAC

FINANCIAL YEAR ENDING 31 DECEMBER 2015

REPORT OF THE AUDITORS,
ESTABLISHED IN APPLICATION OF ARTICLE L. 225-235
OF COMMERCIAL LAW,
ON THE REPORT OF THE PRESIDENT OF SOGECLAIR SA'S
BOARD OF DIRECTORS

To the shareholders,

In our capacity as the Auditors of SOGECLAIR SA and in application of the provisions of article L. 225-235 of Commercial Law, we are presenting our report on the report established by the President of your company pursuant to the provisions of article L. 225-37 of Commercial Law with respect to the year ending 31 December 2014.

It is the responsibility of the President to draw up and submit to the board for approval a report on the internal control and risk management procedures put in place within the company that provides the other information stipulated by articles L.225-37 of Commercial Law relative in particular to corporate governance.

It is our task to:

- notify to you any remarks we may have concerning the information and declarations given in the President's report concerning the internal control procedures relative to the drawing up and processing of the accounting and financial information, and
- certify that the report includes all the other information required by articles L. 225-37 of Commercial Law, it being stated that it is not our mission to verify the sincerity of this other information.

We have carried out our work according to the professional standards that apply in France.

## 27 COMBINED GENERAL MEETING HELD ON 19 MAY 2016

# Information concerning the internal control procedures relative to the elaboration and processing of accounting and financial information

The professional standards require the implementation of due diligence for assessing the sincerity of the information given and the declarations made in the President's report concerning the internal control procedures relative to the drawing up and processing of the accounting and financial information. This due diligence concerns the following in particular:

- taking cognizance of the internal control procedures relative to the drawing up and processing of the accounting and financial information underlying the information presented in the President's report and the existing documentation;
- taking cognizance of the work that made it possible to elaborate this information and the existing documentation;
- determining whether any major internal control deficiencies relative to the elaboration and processing of the accounting and financial information that we may have observed in the framework of our mission have been the subject of appropriate information in the President's report.

On the basis of this work we do not have any remarks to make on the information concerning the company's internal control procedures relative to the drawing up and processing of the accounting and financial information, contained in the President of the Board's report, established in application of the provisions of article L. 225-37 of Commercial Law.

#### Other information

We certify that the President of the Board's report includes the other information required in article L. 225-37 of Commercial Law.

Toulouse, 19 April 2016
The Auditors,

MOREREAU AUDIT SAS Robert MOREREAU EXCO FIDUCIAIRE DU SUD-OUEST Jean-Marie FERRANDO

#### **OTHER DOCUMENTS**

The following documents are included in the reference document so that they can benefit from the separate publication exemptions provided for by the general regulations of the AMF.

### <mark>27.2.</mark> Annual financial report

#### 27.2.1. Annual accounts

The annual accounts for the year ending 31 December 2015 are given in chapter 20.3.3, page 38 of this reference document.

#### 27.2.2. Consolidated accounts

The consolidated accounts for the year ending 31 December 2015 are given in chapter 20.3.1, page 21 of this reference document.

### 27.2.3. Management report relative to article 222-3-3° of the general regulations of the AMF

Objective and exhaustive analysis of the business trends, result and financial situation of the company and those of the group that it consolidates, as well as a description of the main risks and uncertainties

This information is given in Chapter 26, page 53 of this reference document.

■ Information likely to have an impact in the event of a public offering

This information is given in Chapter 26, page 71 of this reference document.

■ Information relative to the accomplishment of the share buy-back programme during the financial year

This information is given in Chapter 26, page 64 of this reference document.

■ Declaration of the physical persons who assume responsibility for the annual financial report

This information is given in Chapter 1, page 4 of this reference document.

### 27.2.4. Reports of the auditors on the consolidated and annual accounts

This information is given in Chapter 20.4, pages 44 to 46 of this reference document.

## 27.3. Description of the own-share buyback programme

This information is given in Chapter 26 of this reference document.

## Table of the fees paid by the group to the auditors and to the members of their networks

	Cabir	et Mor	Cabinet Morereau Audit		EXCO f	duciaire	EXCO fiduciaire du Sud Ouest	Onest	Gab Cab	Cabinet Rosenkrantz Cabinet Basedow	enkrant: sedow			Cabinet FBBL	FBBL		Inter	International Chartered Accountants (ICA)	Charte ots (ICA	red
In Euros A	Amount (ex VAT)	ex VAT)	%		Amount (ex VAT)	(ex VAT)	%		Amount (exVAT)	exVAT)	%	A	Amount (ex VAT)	× VAT)	%		Amount (ex VAT)	(ex VAT)	%	
	Z	N-1	2	N-1	Z	N-1	Z	N-1	Z	N-1	Z	N-1	Z	N-1	Z	N-1	Z	N-1	Z	N-1
Audit																				
*Auditors, Certification, examination of the individual and consolidated accounts	vidual																			
- Issuer	18,750	18,525	30%	31%	18,750	18,525	32%	32%												
- Fully integrated subsidiaries	42,798	40,564	%0/	%69	39,582	38,884	%89	98%	17,000	29,250	100%	100%	33,860	I	100%	I	1,418	1,385	100%	100%
*Other duties and services directly linked to the auditor's mission																				
- Issuer																				
- Fully integrated subsidiaries																				
Sub-total 6	61,548	59,089			58,332	57,409			17,000 2	29,250		m	33,860				1,418	1,385		
Other services rendered by the networks to the fully integrated subsidiaries																				
*Legal, fiscal, social																				
*Other (to be detailed if > 10% of audit fees)																				
Sub-total																				
TOTAL 6	61,548 59,089	59,089			58,332 57,409	57,409			17,000 29,250	29,250		m	33,860				1,418 1,385	1,385		