



## Turnover for 9 months Strong organic growth: + 14%

| <i>(in € million)</i>   | <b>2013</b>  | 2012  | Variation |
|-------------------------|--------------|-------|-----------|
| 9 months (30 September) | <b>76.56</b> | 67.06 | +14.2%    |
| Aerospace               | <b>68.28</b> | 57.39 | +19.0%    |
| Vehicle                 | <b>1.37</b>  | 2.09  | -34.4%    |
| Simulation              | <b>6.91</b>  | 7.58  | -8.8%     |
| France                  | <b>51.35</b> | 39.40 | +30.3%    |
| International           | <b>25.21</b> | 27.66 | -8.8%     |

### Growth

The activity for the first nine months of the year stands at €76.56 million, up significantly by 14.2%, drawn by the Aerospace division.

Growth for the 3<sup>rd</sup> quarter stands at 8.7%, with international sales representing 33% and France progressing strongly at +30.3%.

### Activity of the divisions for the first 9 months of the year

#### Aerospace Division (89.2% of the activity)

Thanks to the winning of new engineering contracts and the broadening of its offering (Manufacturing Engineering), the division is pursuing its growth and development.

The commercial actions have been strengthened and the Canadian subsidiary has started its operations.

The deliveries of the first composite subassemblies for the Airbus A350 and for the Bombardier CSeries and Learjet 85 programmes are continuing and will see their volume grow significantly over the coming years.

#### Simulation Division (9% of the activity)

The fall in the activity is the result of a very low number of orders being placed for systems during the first half, whereas the software activities are proving to be a great success, particularly on the international marketplace. The beginning of the second half has been marked by an acceleration in the number of orders won.

### **Vehicle Division (1.8% of the activity)**

The cuts in the Italian countermine contract have impacted the activity for Q3. The development of a terrestrial military drone, called ROBBOX (a SOGECLAIR proprietary product) – for which the first commercial contacts have been made over the last few months – is paving the way for the future.

### **Perspectives**

SOGECLAIR confirms its growth policy and its specialist strategy, the basis of its customers' technical recognition.

SOGECLAIR is pursuing its commercial and technical investments, while increasing its international presence to capture promising markets for the future.

### **Next announcements**

Turnover for the 4<sup>th</sup> quarter 2013: 12 February 2014 after the close of the Stock Market.

### **About SOGECLAIR**

Singular player in the innovation sector, SOGECLAIR provides specialist services (80%) and products (20%) in the areas of Aerospace, Simulation and Mission Vehicles, and counts more than 1,100 staff, one third of whom works outside France.

SOGECLAIR is listed on NYSE Euronext Paris – Compartment C – Code ISIN: FR0000065864.  
(Reuters SCLR.PA – Bloomberg SOG.FP)

### **Contacts**

Philippe ROBARDEY, President & CEO – [philippe.robarday@sogclair.com](mailto:philippe.robarday@sogclair.com)  
Marc DAROLLES, Executive Vice President – [marc.darolles@sogclair.com](mailto:marc.darolles@sogclair.com) – Tel: +33 (0) 5.61.71.71.71  
Find out more at [www.sogclair.com](http://www.sogclair.com)