

SOGECLAIR

Ingénierie de haute technologie

2011 Turnover: €76.67 million
International 37%

<i>(in € millions)</i>	2011	2010	Variation
Q4	20.49	19.06	7.5%
12 months (31 December)	76.67	71.97	6.5%
International	28.27	26.90	5.1%
France	48.40	45.07	7.4%

Acceleration of growth

The activity progressed in all the countries where Sogecclair is present (Germany, Spain, France, United Kingdom, and Tunisia). International activity of more than €28 million shows marked acceleration of growth in the 4th quarter at more than 11% as a result of performance in Germany and a promising start in North America.

Activity of the divisions

Growth excluding the effects of Simulation restructuring stood at 16% on the financial year.

<i>(in € million)</i>	2011	2010	Variation
T4			
Aerospace	18.03	15.37	17.3%
Simulation	1.91	3.22	(40.7)%
Vehicles	0.55	0.47	17.0%
12 months (31 December)			
Aerospace	66.24	56.78	16.7%
Simulation	8.18	13.11	(37.6)%
Vehicles	2.25	2.08	8.2%

Aerospace: €66.2 million, up 16.7%

The activity relied on the very buoyant civil aviation sector, supported by numerous ongoing programmes in development, increased production rates and growth of the fleet in service.

Sogecclair, thanks to its specialist positioning, benefits from this situation with:

- new transnational contracts worth several tens of millions of euros over 3 years with Airbus,
- strengthened activity with Aerolia, Dassault with the creation of an agency in Bordeaux, Eurocopter, Premium Aerotec and Thales,

- activities of design, manufacture and assembly of composite parts, under the effect in particular of the first contract with Bombardier Aerospace,
- creation of a new subsidiary to promote an innovative offer in the area of structural stress

Simulation: €8.2 million, down 37.6%

The year 2011 is marked in the accounts by the reconfiguration of activities and the end of difficult contracts. But thanks to strong repositioning, at the end of 2011 the division won major contracts in France, North America, the Middle East and Asia (orders up 75% compared to 2010), enabling a return to growth as of 2012:

- renovation of research and training simulators in the defence sector,
- training simulators in the rail sector,
- synthetic environment software workbenches.

Vehicles: €2.3 million, up 8.2 %

The quarter was marked by accelerated growth of 17% compared to 6.3% in the first 9 months. Sustained sales actions and the positive effects of deploying countermine vehicles, put into operation in Afghanistan, offer the division a technological showcase with a high-profile internationally. The first export contracts are expected in the next few months.

Favourable perspectives

SOGECLAIR has an order book of around 18 months' turnover, growing over the products' whole life cycle (in development, in production and/or in service). Buoyant markets, recent sales successes and positioning on recognised know-how, enable SOGECLAIR to anticipate sustained growth for the coming years.

To prepare for this, SOGECLAIR will launch a European recruitment campaign in early 2012.

Next announcement

Annual 2011 results: 20 March 2012 after trading

Annual information meeting: 21 March 2012 at 4pm – SFAF - 24 rue de Penthièvre – 75008 PARIS

About SOGECLAIR

International high-tech group working in the areas of engineering and simulation, SOGECLAIR is organised in **three divisions**: Aerospace, Vehicles and Simulation. It has a workforce of nearly 900, more than 30% of whom work outside France.

SOGECLAIR is listed on NYSE Euronext Paris – Compartment C – ISIN code: FR0000065854,
(Reuters SCLR.PA – Bloomberg SOG.FP)

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