



## 2012 turnover: €94.33 million +23% organic growth

(in millions of euro)	2012	2011	Variation
Q4	27.27	20.49	33.1%
12 months (31 December)	94.33	76.67	23.0%
France	57.00	48.40	17.8%
International	37.33	28.27	32.0%

### 2012: record year and sound growth

Consolidated turnover for 2012 amounted to €94.33 million, up 23%. Growth was organic and strong, all divisions taken into account. Unprecedented levels were achieved for the financial year and the 4<sup>th</sup> quarter.

France accelerated its growth in Q4 to +39%.

International sales represented 40% of turnover, achieving an excellent performance drawn by Europe, Asia and, as expected, North America.

At the end of 2012, SOGECLAIR had a workforce of 1,060, up by 10.9% with respect to 2011.

### Activity in the divisions for the year

(in millions of euro)	2012	2011	Variation
T4			
Aerospace	23.13	18.03	28.3%
Vehicle	0.58	0.55	5.4%
Simulation	3.56	1.91	86.4%
12 months (31 December)			
Aerospace	80.52	66.24	21.6%
Vehicle	2.67	2.25	18.7%
Simulation	11.14	8.18	36.2%

**Aerospace Division:** 85.4% of group activity at €80.52 million, up by 21.6%

The 2012 context was favourable for aeronautics with a large number of aircraft programmes under development – business, military, civil – and ever-buoyant worldwide production. SOGECLAIR benefitted fully from its positioning as a specialist on all the Airbus and Dassault programmes and on two Bombardier programmes. The recruitment drive launched at the end of 2011 has continued with nearly 130 net hirings in one year.

The activities in France, Germany and Spain contributed significantly to this division's growth.

**Vehicle Division:** 2.8% of group activity at €2.67 million, showing strong growth at +18.7%

The year 2012 was marked by a general downturn for mass-market vehicles, but the segment remains buoyant for mission vehicles, prototypes and small series. SOGECLAIR benefitted from its strategy on this segment with, in particular, its countermine vehicles and a breakthrough into the nuclear industry which is contributing to diversifying its order book.

**Simulation Division:** 11.8% of group activity at €11.14 million, up by nearly 36.2%

Thanks to a favourable base effect and in a buoyant international context on the rail and defence sectors, SOGECLAIR confirms this division's turnaround. This strong growth concerns the French and foreign markets alike, and more particularly Asia and North America.

The year-end was once again marked by major commercial successes, particularly participation in the "cockpit of the future" project launched by the DGAC (French Airworthiness Authorities).

## Perspectives

Boosted by the success of its international recruitment drive and a diversified order book, SOGECLAIR is extremely well equipped for pursuing its development and in 2013 will strengthen its commercial initiatives, notably with its project to set up a subsidiary in North America.

## Next announcements

2012 annual results: 20 March 2013 after the close of the Stock Market

Turnover for the 1<sup>st</sup> quarter 2013: 25 April 2013 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 nearly 1,000 staff, one third of whom work outside France.

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

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