

SOGECLAIR

Ingénierie de haute technologie

Organised in 2 business units: “**Engineering & Consulting**” and “**Simulation**”, SOGECLAIR has specialist expertise in 3 markets: “**Aeronautics and Air Traffic**” – “**Automobile and Rail**” – “**Defence and Industry**”.

Half-yearly turnover: €35.1 million
Growth +2.5%

Consolidated turnover in €million	2010	2009	Variation
1 st quarter	17.10	16.76	+2.0%
2 nd quarter	17.99	17.47	+3.0%
1 st half	35.09	34.23	+2.5%

Engineering & Consulting unit	28.62	28.83	-0.7%
Simulation unit	6.47	5.40	+19.8%

International	12.78	13.87	-7.9%
France	22.31	20.36	+9.6%

Activity

On 30 June 2010 in a still fiercely competitive environment, SOGECLAIR's turnover stood at €35.1 million, with 2.5% growth compared to the first half of 2009. The second quarter thus confirms 5 successive quarters of a recovery trend.

The **Engineering & Consulting** unit's activity, currently experiencing pressure in Germany, the start of an upturn in Spain, and a positive trend in the United Kingdom, was affected by:

- ❑ the renewal of the “EADS E2S preferred supplier for engineering services” rating, confirming its strong position in the Aeronautics and Space sector,
- ❑ a drop in deliveries in the defence sector,
- ❑ the start-up of a subsidiary in Tunisia.

With strong growth of 19.8%, the **Simulation** unit's activity was buoyed by contracts for automobile and rail simulators in Asia and France. Virtual reality products found new commercial success in Germany.

Market growth compared to first half of 2009

The **Aeronautics & Air Traffic** market, representing 78% of group activity, experienced distinct growth of more than 5%, driven by the markets in France and Asia.

The **Automobile & Rail** market, 11% of group activity, has risen by 9.3% under the combined effects of a downturn in Germany and positive trends in France and Asia.

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The **Defence & Industry** market, 11% of group activity, has fallen 17.4%, taking into account a base effect linked to the strong first half growth of 2009 of 16.4%. This market is on hold due to delays in client decisions and the wait for European states' budget policies.

The **International** market, 36% of group activity, fell due to the low market share achieved in Europe: the non-Europe market share was still buoyed up by the healthy performance of activity in Asia. The **France** market improved for the 2nd consecutive quarter and was valued at +9.6% in the first half.

Perspectives

Intra-group co-operation opened up new prospects for SOGECLAIR. Activity in the second half of the year is expected to increase slightly compared to the first half and should confirm gradual growth in 2010.

A new organisation will soon be put in place within SOGECLAIR to harmonise and simplify its structure. This restructuring will contribute to raising awareness of services and will spearhead a new strategic dynamism.

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Philippe ROBARDEY, *President & CEO* - philippe.robardey@sogclair.fr

Marc DAROLLES, *Executive Vice President* - marc.darolles@sogclair.fr - Tél. : +33 (0) 5 61 71 71 71

