



## Press release

Paris, 8 December 2011 – 8am

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### **AKKA TECHNOLOGIES ACQUIRES MBTECH AND TURNS INTO THE EUROPEAN CHAMPION**

- **900 M€ PRO FORMA REVENUE CAP TO BE EXCEEDED**
- **AKKA ACQUIRES 65% OF MBTECH AND DAIMLER REMAINS PARTNER WITH 35%**
- **AKKA BECOMES A LEADER IN EUROPE WITH HALF OF ITS REVENUE GENERATED OUTSIDE OF FRANCE**

#### **1. MBtech - a profitable company and a major player in engineering services in Germany**

Created by Daimler in 1993, MBtech has rapidly become one of the Top 5 engineering companies in the German market. MBtech is specialized in high technology in the automotive industry. It has a specific expertise that covers the entire value chain: vehicle engineering, powertrain solutions, electronics solutions and consulting.

Daimler wants to keep a stake of 35% because of the strategic importance of MBtech, and guarantees a high recurrence of the revenue over the 5 years to come. This will help AKKA to make MBtech autonomous and to diversify its clients.

MBtech employs 3504 experts and generated a revenue of 300 M€ in 2010 and 350 M€ is expected in 2011. 91% of the revenue derives from the automotive industry in Germany. MBtech is a profitable company at 4% operational margin but there are rooms for improvement to rapidly reach the AKKA Technologies group profitability. The integration of MBtech will be eased by the AKKA Technologies proven track record in integrating large companies and upturning their profitability (Coframi in 2007, Ekis in 2009 ...).

#### **2. Creation of the European Champion - a group well positioned in Germany and France**

When AKKA became public, it announced it wishes to reach a critical size, to be a major player in the embedded IT and to generate more than 1/3 of its revenue outside of France because it permits the group to deliver the best services to manufacturers that are diminishing the number of their suppliers, want to increase the productivity of their engineers and to keep high added value engineering in Europe.

Through MBtech acquisition, AKKA Technologies accelerates the rolling over of its strategic plan and fulfills its commitment to grow in Germany. In less than one year the group will double its size exceeding 900 M€ proforma revenue.

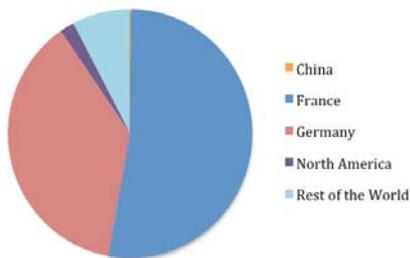
Following the acquisition of Aeroconseil in September 2011 that has turned AKKA into the leader in the Aeronautics engineering, the acquisition of MBtech permits AKKA Technologies to gain a foothold in the German market, one of the most prosperous in Europe.

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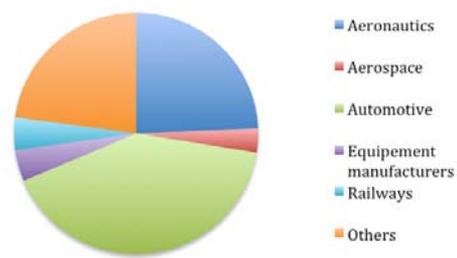
### AKKA Technologies – New step of the strategy of balances

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Worldwide presence



Revenue by sectors



The acquisition of MBtech by AKKA Technologies will create the impetus :

- To diversify in the German car industry.
- To pace up the expansion of the group in the Aeronautics and Aerospace. AKKA wants to rapidly diversify with other automotive german customers and increase dramatically the revenue with the EADS group in Germany.
- To offer best career opportunities for engineers and experts, benefiting from a truly complementarity geographical, sector and expertise coverage.

Both MBtech and Daimler will benefit from the AKKA Technologies deep knowledge in diversifying through cross fertilisation and confidentiality management and in expanding while increasing profitability.

The price will be paid in cash. The financing will only be made through a syndicated loan. The gearing for 2012 of AKKA Technologies will remain below 1.

### 3. AKKA Technologies – a new leader with 900M€ revenue expected

The acquisition of Aeroconseil and MBtech Groups is the achievement of the Strategy of Balances pursued by AKKA Technologies since its very creation:

- Balance in sectors: AKKA Technologies is a global leader of the Engineering and High Technologies in Europe in the aeronautics and automotive industry and will strengthen its positioning in other industries such as energy, aerospace, defense, railway, etc.
- Balance in clients: AKKA Technologies is accelerating the diversification of its clients in the automotive industry.
- Geographical balance: AKKA Technologies is with 2 solid axes of growth in France and Germany.

With the acquisition of MBtech, AKKA Technologies:

- Strengthens its global development in order to serve its customers with a worldwide workforce of more than 10 000.
- Will generate 50% of its revenue internationally and have over 50 locations worldwide to support its customers in transnational projects.
- Will focus on its organic growth and will open new opportunities for growth in Germany on sectors such as aeronautic and aerospace.

## Signing of the MBtech acquisition protocol

The closing will occur after obtaining permission from the Competition Authorities which is expected at the end of the first quarter 2012.

An information meeting will present more details on this acquisition on 13 December 2011.

### About AKKA Technologies

“The best way to predict the future is to invent it.  
Let’s share our passion for technology.”

AKKA Technologies, a European Engineering and Technology Consultancy Group, supports major industrial and service sector clients throughout the various phases of their projects, from R&D and design studies to industrial production. Expertise in a range of complementary fields means that AKKA Technologies can offer real added value to its clients in every market segment, including aviation, automotive, space/defence, consumer electronics, telecommunications, chemicals, pharmaceuticals, iron and steel, energy, rail, marine and the service industry.

The mobility of its teams and its international position mean that AKKA Technologies works on projects at the cutting edge of technology all over the world.

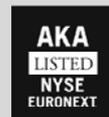
Following the takeover of Aeroconseil, the AKKA Technologies Group now has 7,000 employees working at 50 sites throughout the world, including Belgium, France, Germany, India, Italy, Morocco, the Netherlands, North America, Romania, Spain, Switzerland, Tunisia, the UAE and the United Kingdom. The pro forma, unaudited Group revenue for 2011 is expected to be 545 million Euros, over 16% of which comes from international activity.

AKKA Technologies is listed on Euronext<sup>TM</sup> Paris – Compartment B – ISIN Code: FR0004180537.

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More information at [www.akka.eu](http://www.akka.eu), investor area <http://investisseurs.akka.eu/>



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Paris, 8<sup>th</sup> December 2011 – 8am

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# AKKA Technologies and Daimler to create the European Champion of the Engineering and Technologies Industry

- **AKKA Technologies and Daimler today announced AKKA Technologies' acquisition of a 65% stake in German company, the MBtech.**
- **Daimler remains a partner in MBtech with 35% of the shares.**
- **Daimler entrusts its engineering subsidiary, the MBtech, to AKKA Technologies to accelerate its development and innovation potential.**

**By gaining a foothold in the German market, one of the most prosperous in Europe, this deal is a major step forward in AKKA Technologies' strategy, the aim of which is to become the market leader in Europe.**

### 1. **MBtech - a major player in engineering services in Germany**

The MBtech is a leading international engineering and consulting company, created by Daimler and focusing on the automotive industry. Based in Sindelfingen (Stuttgart – Germany), the company has 3,504 experts at locations in Europe, North America and Asia. In 2010, the MBtech generated a turnover of 300 M€.

MBtech distinguishes itself from its competitors thanks to the close bonds between its development and consulting services, covering the entire value chain. The MBtech brand combines all of its products and services into four segments: vehicle engineering, powertrain solutions, electronics solutions and consulting.

Whether clients need components, systems or modules, new development, integration or testing, MBtech supports automotive manufacturers and suppliers, starting with detailed specifications, and working closely with them on the design, calculation and testing stages, as well as right through to the production line.

MBtech generates unique added value by uniting engineering and consulting services with highly qualified employees whom experience comes from every corner of the international automotive industry.

## 2. AKKA Technologies and Daimler – reinforcing their commitment to innovation

The deal between AKKA Technologies and Daimler reinforces their commitment to innovation and added value solutions that they have both pursued since their very creation.

“With Akka Technologies, we have found a strong partner whose range of products and services is an excellent complement to MBtech’s activities. In the new partnership, MBtech will enhance its skills profile and will be able to make the most of market opportunities for development services even more effectively than before, meaning that it will be able to work even more closely on this sector’s worldwide growth in the future,” explains **Professor Dr. Thomas Weber, a member of Daimler’s Board of Management for Group Research and Mercedes-Benz Cars Development.**

“AKKA Technologies was born out of a vision I once had, which I continue to pursue: ‘How we can turn the passion that our talented team has for technology into innovative solutions for our industrial customers’. This partnership will turn that vision into a reality: with MBtech and Daimler we are embracing a whole new world of new business and career opportunities. Together, we will develop new products and services and strengthen our power to innovate,” promises **Maurice Ricci, Chairman and CEO of AKKA Technologies.**

## 3. AKKA Technologies - The European champion of the Engineering and Technology Industry

AKKA Technologies is already the European leader in the aviation engineering industry, and with the acquisition of MBtech, it becomes the European leader in automotive engineering as well. Together, Daimler and AKKA Technologies will continue to develop the company and consolidate its long-term competitiveness.

AKKA Technologies will take advantage of its German market experience it has since 2009. The Group is settled in Hamburg and Munich in the aerospace and automotive sectors and has rapidly reached 200 experts. Its profitability is above the average group profitability.

The pattern of European industrial development, together with the importance of retaining strategic product design in Europe, means that our profession has to increase its value added. Akka Technologies is firmly committed to this approach to achieving sustained, long-term growth.

The two companies will pursue this development by strengthening and broadening their position in other manufacturing sectors, starting with automotive, aerospace, rail and energy. They will then be uniquely placed to provide blue chip customers around the world with innovative breakthroughs and improved productivity.

AKKA Technologies, together with MBtech, has a unique position in the industry thanks to its success in both Germany and France, thereby becoming the new European champion of the Engineering and Technology industry with a network of 10,000 experts throughout Europe.

*The MBtech Group takeover is due to be finalised in April 2012, after permission has been granted by the Competition Authorities.*

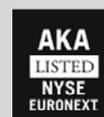
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## **About the Daimler Group**

The company’s founders, Gottlieb Daimler and Carl Benz, made history with the invention of the automobile in the year 1886. 125 years later, in its anniversary year, 2011, Daimler AG is one of the world’s most successful automotive companies. With its Mercedes-Benz Cars, Daimler Trucks, Mercedes-Benz Vans, Daimler Buses and Daimler Financial Services divisions, the Daimler Group is one of the biggest producers of premium cars and the world’s biggest manufacturer of commercial vehicles. Daimler Financial Services provides its customers with a full range of automotive financial services including financing, leasing, insurance and fleet management. As an automotive pioneer, Daimler continues to shape the future of mobility. The Group applies innovative and green technologies to produce safe and superior vehicles, which fascinate and delight its customers. With the development of alternative drive systems, Daimler is the only vehicle producer investing in all three technologies of hybrid drive, electric motors and fuel cells, with the long-term goal of achieving emission-free mobility. This is just one example of how Daimler willingly accepts the challenge of meeting its responsibilities towards society and the environment. Daimler sells its vehicles and services in almost every country in the world and has production facilities on five continents. In addition to Mercedes-Benz, the world’s most valuable automotive brand, Daimler’s brand portfolio includes smart, Maybach, Freightliner, Western Star, BharatBenz, Fuso, Setra, Orion and Thomas Built Buses. The company is listed on the Frankfurt and Stuttgart stock exchanges (stock exchange symbol DAI). In 2010, the Daimler Group sold 1.9 million vehicles and employed a workforce of more than 260,000 people; revenue totaled €97.8 billion and EBIT amounted to €7.3 billion.

Further information from Daimler is available at: [www.media.daimler.com](http://www.media.daimler.com) and [www.daimler.com](http://www.daimler.com)