



Systèmes Intelligents de Sûreté

Protection en Milieux Nucléaires

Projets &amp; Services Industriels

#### About Groupe Gorgé

Established in 1990, Group Gorgé is an industrial group operating in different areas of expertise:

**Smart Safety Systems** – Using technology to work in risk environments. Group Gorgé holds 63.88% of the share capital of ECA, a company listed on NYSE Euronext Paris – Compartment C;

**Protection in Nuclear Environments** – Protecting people and securing buildings operating with radioactive materials;

**Industrial Projects & Services** Conducting Robotics and Fire protection systems projects for industry and service-sector player;

**3D Printing** – Enabling major industry players to find new routes to successful innovation and production processes by providing systems, 3D printers and new premium material.

In 2013, the Group reported revenue of €214.5 million. It is backed by 1,300 employees and operations in over ten countries.

More information available on [www.groupe-gorge.com](http://www.groupe-gorge.com)

Group Gorgé is listed on NYSE Euronext Paris and on the US OTC market in the form of ADR

NYSE Euronext Paris:  
Compartment C.  
ISIN code: FR0000062671  
Ticker code: GOE

US OTC market:  
CUSIP NUMBER: 399451 103  
ISIN NUMBER: US3994511034  
Ticker Code: GGRGY

## 2013 Annual Revenue : €214,5 M (+2.9%)

Revenue Q4 in €M	2013 <sup>(1)</sup>	2012	Var. (%)
Smart Safety Systems	30.2	31.8	-4.7%
Industrial Projects & Services	23.3	24.5	-4.7%
Protection in Nuclear Environments	12.1	9.0	+34.4%
Revenue between the 3 divisions and structure	(0.3)	(0.0)	-
<b>Consolidated revenue</b>	<b>66.0</b>	<b>65.2</b>	<b>+1.2%</b>

Revenue FY in €M	2013 <sup>(1)</sup>	2012 <sup>(2)</sup>	Var. (%)
Smart Safety Systems	93.2	98.8	-5.7%
Industrial Projects & Services	80.4	76.3	+5.3%
Protection in Nuclear Environments	40.9	33.5	+21.9%
Revenue between the 3 divisions and structure	(0.0)	(0.2)	-
<b>Consolidated revenue</b>	<b>214.5</b>	<b>208.4</b>	<b>+2.9%</b>

(1) Unaudited figures

(2) 2012 column readjusted (cf note 1.3 from half year report 2013)

#### Contact

Groupe Gorgé - Raphaël GORGÉ – Chairman & CEO - Tél. : 01 44 77 94 77 - E-mail : [contact@groupe-gorge.com](mailto:contact@groupe-gorge.com)

Actus Finance - Anne-Pauline PÉTUREAUX – Investor Relations - Phone. : (0033)1 53 67 35 74 - mail : [apetureauux@actus.fr](mailto:apetureauux@actus.fr)

Actus Finance – Jean-Michel MARMILLON – Press Relations - Phone : (0033)1 53 67 07 80 - mail : [jmmarmillon@actus.fr](mailto:jmmarmillon@actus.fr)



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During the fourth quarter, the Group recorded a revenue of €66.0M compared with €65.2M for the previous fiscal year, an increase of 1.2%. The growth of PNE's turnover (+34.4%) offset the decline recorded by SSS (-4.7%) and IPS (down by 4.7% due to strong comparables).

Over the year, **Smart Safety Systems'** revenues amounted to €93.2M (-5.7%). Sales volumes were lower this year on Aerospace's area<sup>(1)</sup> (end of A350XWB contract) and Simulation's area despite a strong rebound in the last quarter. The activity Robotics & Embedded Systems grew by 11.7% over the year, driven by significant contracts.

Throughout the year, the business activity **Industrial Projects & Services** recorded an increase of 5.3% of its turnover reaching €80.4M. This performance is linked to the contribution, for the first year, of Van Dam (12% of total turnover of IPS division), which fully compensates the decline of 7.4% at constant perimeter, caused solely by Cimlec. The proportion of the Fire Protection's activity in IPS's turnover increased this year to 68% (compared to 60% last year).

Turnover for **Protection in Nuclear Environments** reached €40.9M versus €33.5M, a growth of 21.9% (+18.6% at constant perimeter), a new record for this activity, with notably the contribution of the €12.5M AP 1000 contract (delivered over 2013 and 2014) won by the Group last June.

In the end, Group Gorgé generated a turnover of €214.5M, an increase of 2.9%.

### **Positive outlook on 2014 for the three divisions**

**SSS** is in a dynamic sales period on its 3 core businesses: in Aerospace's area (new contract ATR with a delivery planned by mid-2014); in Simulation (press release dated January 16 regarding land-based defence simulation), and in Robotics & Embedded Systems, where SSS continues to establish itself as an international key player (press release dated February 6 regarding a dronization for the Australian Navy).

(1) ECA has decided to present going forward its businesses in three areas : Robotics & Embedded Systems, Aerospace and Simulation (cf Press release ECA 2014/02/24)



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The division is also discussing the terms of a strategic partnership with PROMINVEST (whose conditions will be decided during summer 2014) to deploy its underwater drones in Russia. Finally, the announcement of the signature of a settlement agreement with BAE Systems in 2013 relaunches the K-Ster C commercialization, a niche product which should bring new business opportunities.

**SSS'** backlog grew by 4.4% at end 2013, to €89M.

The two other areas **IPS** and **PNE** should continue their momentum.

IPS's backlog amounts to €37M versus €32M last year, an increase of almost 15%. CIMLEC, which had been a point of extra vigilance over 2013, will benefit from the acquisition of Air Liquide Welding France robotics business (estimated annual turnover of €7M).

With €50M, the backlog of PNE remains at a high level, while the business activity is still very dynamic with many pending offers, notably in China.

Backlog for the three divisions totaled €175M at 31 December 2013.

The **3D printing activity**, integrated in **IPS** division, will contribute to Group Gorgé's turnover in 2014 for the first time. This activity, new flagship for the Group, generates an international very strong interest in many sectors, notably the dental market for which the Group has realized sales recently. Group Gorgé sold a 3D printer "D35 producer" which will be delivered in 2014 (press release dated December 9, 2013) and a "K20 producer" for the production of technical ceramics parts (press release dated February 13, 2014). These orders confirm the promising dynamic of this niche technology.

### **Medium-term outlook**

Group Gorgé believes that it has been successful in refocusing on promising technologies and markets. Among them: robotics, 3D printing and drones, businesses in which the group has key assets, represent a significant growth potential for the coming years.



## Next appointment

Publication of 2013 annual results on April 7, 2014 before the stock market opening  
Information meeting on April 7, 2014

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### Disclaimer

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