



## 6.8% growth in 2013 annual sales

Consolidated sales (€ millions)	2013	2012	% change
1 <sup>st</sup> quarter	53.9	54.5	-1.1%
2 <sup>nd</sup> quarter	59.0	55.4	+6.5%
3 <sup>rd</sup> quarter	58.5	56.4	+3.7%
4 <sup>th</sup> quarter	63.7	53.8	+18.4%
Total	235.1	220.1	+6.8%

2012 figures include the 100% consolidation of the Raydiall automotive subsidiary in the first half year, compared to 50% from the 3<sup>rd</sup> quarter of 2012 resulting in an unfavourable 2013 group structure effect of € 2.2 million at the end of December 2013.

### Strong sales growth in the 4<sup>th</sup> quarter 2013: up 18.4%

Radiall concluded its 2013 financial year with an excellent fourth quarter, with particularly strong sales of € 63.7 million, which was an increase of 18.4% compared with the 4<sup>th</sup> quarter of 2012 and 9.0% compared with the 3<sup>rd</sup> quarter of 2013. On a like-for-like basis, growth over the period was 22.1% compared with 2012, reflecting an acceleration in sales over a quarter traditionally undermined by a weak December.

Over 2013 as a whole, sales totalled € 235.1 million, an increase of 6.8% on a reported basis compared to 2012, and of 7.8% at constant scope. At constant perimeter and exchange rate, growth was 10.2% due to the proportional consolidation of the automotive subsidiary Raydiall and unfavourable foreign exchange rates in 2013.

International operations, which represented 85.3% of the Group's full-year sales, were buoyed by strong growth in Telecom sales in the Asia Region, particularly in the 4<sup>th</sup> quarter, and continued strong Aeronautics sales in the US. Civil Aeronautics and Telecoms were the most dynamic sectors. The Defence and Space markets, despite their growth in the 4<sup>th</sup> quarter, reported a slight annual decline. The Industrial and Automotive sectors saw a decline.

### Outlook

In view of very healthy sales in the 4<sup>th</sup> quarter, the Group confirms that it expects its full-year profit from recurring operations to exceed that recorded in the 1<sup>st</sup> half of 2013.

Due to a buoyant and robust Aeronautics market, the recovery in the Telecoms business and a healthy order book, Radiall looks forward to 2014 with confidence and targets continued growth during the year, even though certain other market segments may continue to be subject to a less dynamic business environment.

### Shareholders' agenda: 2013 Annual Results on 27 March 2014.

#### About Radiall

RADIALL designs, develops and manufactures electronic components dedicated to wireless communication, automotive telematics and military and aeronautic equipment applications.

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