



## Sales for the 2<sup>nd</sup> quarter of 2013: up 6.5%

(€ millions) – IFRS – to 30 June	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%
1 <sup>st</sup> half-year	112.9*	109.9*	+2.7%

\* For the 1<sup>st</sup> half of 2013, this figure includes the proportional IFRS consolidation of the 50%-owned subsidiary Raydiall, which contributed €2.5 million, compared to the consolidation of 100% of this subsidiary's external sales for the first half of 2012, which contributed €4.2 million.

### A first half of 2013 driven by good aeronautics and telecoms performance

For the second quarter of 2013, Radiall reports sales of €59.0 million, an increase of 6.5% compared to the second quarter of 2012, and of 9.5% compared to the first quarter of 2013. On a like-for-like basis, the increase amounted to 10.3% in comparison to the second quarter of 2012.

Sales for the full first half of 2013 totalled €112.9 million, an increase of 2.7% compared to sales for the period ended 30 June 2012. On a like-for-like basis, growth was 5.9%. Over the six-month period, this performance was driven by an aeronautics market that remained very buoyant and a telecoms division undergoing significant recovery, while the space and military markets performed more modestly.

The share of business made with clients based outside France, which grew during the half year, made up 84.4% of the Group's half-year sales, mainly benefitting from the momentum of North America and Asia.

### Outlook

Healthy sales in the first six months of the year, which are founded on a more favourable business portfolio, further optimised industrial and sales implementation, and better pricing of raw materials, should enable Radiall to significantly improve its first half-year current operational result compared to the first six months of 2012.

Against this backdrop, the Group is confident for the financial year as a whole and over the second half of 2013 aims to achieve sales at least equivalent to those posted for the first six months.

This outlook remains subject to the continuation of the current economic conditions, and to a similar Euro/Dollar exchange rate and similar raw materials prices to those prevailing in the first half of 2013.

### Governance

On 3 July 2013, Pierre Gattaz, Chairman of the Executive Board of Radiall, was elected President of the Mouvement des Entreprises de France (Medef – French Business Confederation). During the term of such office, he will remain Chairman of the Executive Board of Radiall, composed of himself, Dominique Buttin and Guy de Royer, and President of the Executive and Strategic Committee, of which André Hartmann and Dominique Pellizzari are also members. However, given the new tenure of Pierre Gattaz, the position of Chief Operating Officer has been created and assigned to Dominique Buttin who will hereafter oversee the Group's operational management.

*“Dominique Buttin, 53 years old, joined Radiall in 1995 as Marketing Director for multi-contact connectors, subsequently holding the position of VP Sales & Marketing for aeronautical markets between 1998 and 2002. In 2003, he took over the management of the Aeronautics, Defence and Instrumentation Division, and was then appointed Executive VP - Operations and member of the Executive Board of Radiall on 1 January 2013. He resided in the US on two occasions: from 1999 to 2002 to develop Radiall’s presence within Boeing and from 2008 to 2010 to oversee Radiall’s North American operations.”*

### Shareholders’ agenda:

- 2013 half-year results: Tuesday, September, 3<sup>rd</sup> 2013.

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### About Radiall

*Radiall designs, develops and manufactures electronic components dedicated to wireless communication, automotive telematics and military and aeronautic equipment applications. ISIN Code: FR0000050320 – Eurolist B – NYSE Euronext.*

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