

## Growth in annual revenue across all core businesses, a solid backlog for 2016

Revenue for the fiscal year in €M	2015 <sup>(1)</sup>	2014	Var. (%)
Robotics and Integrated Systems	63.8	54.7	+16.6%
Aeronautics	27.1	27.0	+0.4%
Simulation	14.4	12.4	+16.4%
<i>Structure and revenue between core businesses</i>	<i>(0.1)</i>	<i>(0.2)</i>	<i>NA</i>
<b>Consolidated revenue</b>	<b>105.2</b>	<b>93.9</b>	<b>+12.1%</b>

Revenue from Q4 in €M	2015 <sup>(1)</sup>	2014	Var. (%)
Robotics and Integrated Systems	24.1	21.4	+12.7%
Aeronautics	9.4	6.3	+48.9%
Simulation	5.7	6.7	-15.4%
<i>Structure and revenue between core businesses</i>	<i>(0.1)</i>	<i>0.0</i>	<i>NA</i>
<b>Consolidated revenue</b>	<b>39.1</b>	<b>34.4</b>	<b>+13.7%</b>

<sup>(1)</sup>Unaudited figures



As in 2014, the 4<sup>th</sup> quarter represented the best quarter for the year for the ECA group (+13.7% vs. 4Q 2014) which continued along the positive trend recorded over the first nine months of the year (+11.1%).

Annual revenue is at a very good level, with growth across all of the core businesses in comparison to 2014, and in particular in the [Robotics and Integrated Systems](#) core businesses (+16.6%) and [Simulation](#) (+16.4%).

The strong sales dynamic that the group has been able to generate over the course of the past year made it possible for it to exceed the objective of €100M in revenue announced at the beginning of 2015, posting €105.2M.

## Outlook

Orders are up sharply at €105M in 2015 (+6.4% vs. 2014), which has made it possible to maintain a stable order book despite the growth of revenue.

The group's outlooks are positive in the three core businesses.

The *Robotics and Integrated Systems* business is particularly dynamic in terms of R&D. After the development of the [AUV A18](#) in 2014, which was cemented by the first commercial success and the first sale of the A18D ([see press release of March 5, 2015](#)), the group enlarged its range of land robots with the [launch of the IGUANA](#), a compact and very modular robot, which meets the most recent requirements expressed by the Defense and Security clients.

In parallel, competence in "[airborne drones](#)" was highly structured during the course of the fiscal year. From a technological point of view, the group reinforced its product offer with the launching during the MILIPOL salon ([see press release of November 12, 2015](#)) of the captive version of the IT180, which supplemented the already constituted range of rotary-wing electric and/or thermal UAVs (Unmanned Aerial Vehicles). From a commercial point of view, the group announced the creation of a service company dedicated to airborne drones, [ECA DRONE](#). The purpose of this structure is to provide services to support the range of [UAV IT180](#) drones and to handle their maintenance. It constitutes a key element for the development of the IT180 in civil applications, which represent a strong commercial potential for the group.

Also, the group [announced](#) at the start of the year 2016 that it had sold eleven UAV IT180 airborne drones for an amount exceeding €3M, all deliverable in 2016.

Thus, given the numerous developments of this core business, the year 2016 should be particularly rich in responses to complex calls to tender, with the objective of furnishing robot systems which cooperate with each other, and which possess an ever-growing autonomy.

The [Simulation](#) business posted growth for the year 2015 of +16.4%. Like the *Robotics and Integrated Systems* business, the year 2015 was rich in terms of R&D. The group did in fact unveil, during the course of the MILIPOL salon, its upmarket latest-generation [military simulators](#), designed to meet training requirements in the operation of modern light military land vehicles. The business thus continues its expansion into the market for tactical or mission simulators, a market in which the group has already been rewarded with some significant successes.

The [Aerospace](#) business, which experienced a disappointing 1<sup>st</sup> half for 2015 (-20.0%), because of a 1<sup>st</sup> half in 2014 which was particularly successful, delivered a good performance over the second half (+23.0% vs. H2 2014). It should continue along this positive trend over the next quarters, owing to the revenue generated by a contract for more than €10 million awarded by Airbus in April 2015 ([see press release of April 22, 2015](#)). The order book experienced net growth of 32% in comparison to early 2015.

The group considers itself to be well-positioned to win numerous major calls to tender over all of its markets, and, in this context, is aiming a revenue of over €110M for 2016.

### Next report

Full-year results released on April 4, 2016

#### Disclaimer

This press release could contain statements on past events and forward-looking statements including statements regarding future goals or targets. Forward-looking statements reflect current expectations for results and future events.

Such forward-looking statements and targets depend on known and unknown risks, uncertainties and other factors that may cause actual results, performance or events to differ materially from those anticipated herein. All these risks and uncertainties could affect the Group's future ability to achieve its targets. Risks, uncertainties and other factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements and targets include, among other things: the risks and uncertainties possibly mentioned in this press release; the strength of competition; the growth of the market; currency fluctuations; interest rate fluctuations; raw materials and freight price fluctuations; armed conflicts or political instability; obtaining the export authorizations that may be required for certain activities; control of costs and expenses; changes in tax legislation, rules, regulation or enforcement; our ability to successfully keep pace with technology changes; our ability to attract and retain qualified personnel and key-men; the evolution, interpretation and uniform application and enforcement of International Financial Reporting Standards (IFRS), according to which we prepare our financial statements; supply chain bottlenecks; the performance of our business partners (subcontractors, agents, suppliers, etc.).

Some of these risk factors are set forth and detailed in our Document de Référence (Registration Document including the annual financial report filed with the French Autorité des Marchés Financiers). This list of risks, uncertainties and other factors is not limitative. Other non-anticipated, unknown or unforeseeable factors could also have material adverse effect on our targets. The Group expressly disclaims any obligation or undertaking to update or revise any forward-looking statements or targets potentially contained in this press release to reflect any change in events, conditions, assumptions or circumstances on which any such statements are based.

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## ECA Group

The ECA Group is renowned for its expertise in robotics, automated systems, simulation and industrial processes. Ever since 1936 it has been developing complete innovative technological solutions to perform complex missions in hostile or restrictive environments.

Its products are used by a demanding international clientèle requiring the highest levels of safety and efficiency, mainly in the sectors of defence, maritime, aerospace, simulation, energy and industrial equipment.

In 2015, the Group reported revenue of 105.2 M€ for its three Departments: Robotics, Aerospace and Simulation.

ECA Group is a Groupe Gorgé company.

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