

2011

*2011
Key
figures*

641
Employees

152 M€
Revenue

8,8 M€
Ebitda

X 4

Increase of Ebit between
2008 and 2011

26,3 M€
Shareholders' equity

Group **Profile**

Leading European group in the integration and operation of audiovisual systems.

IEC Professionnel Média employs nearly 600 people, based mainly in Europe but also in the French Overseas Departments, China and the USA. Its business is to design, integrate, distribute and operate complex audiovisual systems in situ.

Thanks to the expertise of its brands and service offering, the IEC Professionnel Média Group meets all the communication challenges of both public and private corporate sector companies, contributes to the value chain of the Broadcasting sector and the appeal of the world of cruising (Cruise sector).

In mastering the convergence of very innovative technologies and the interoperability of systems, the Group is presented with wide opportunities for development ranging, for example, from collaborative communication to media facades, dynamic display to archiving and referencing media content.

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A **service-** oriented **Group**

Each company within the Group is an expert in their field and provides clients with the most adapted offer in terms of advice, engineering, solutions and operations.

IEC Group's information systems managers

We know what our clients want because we make the same demands of our partners.



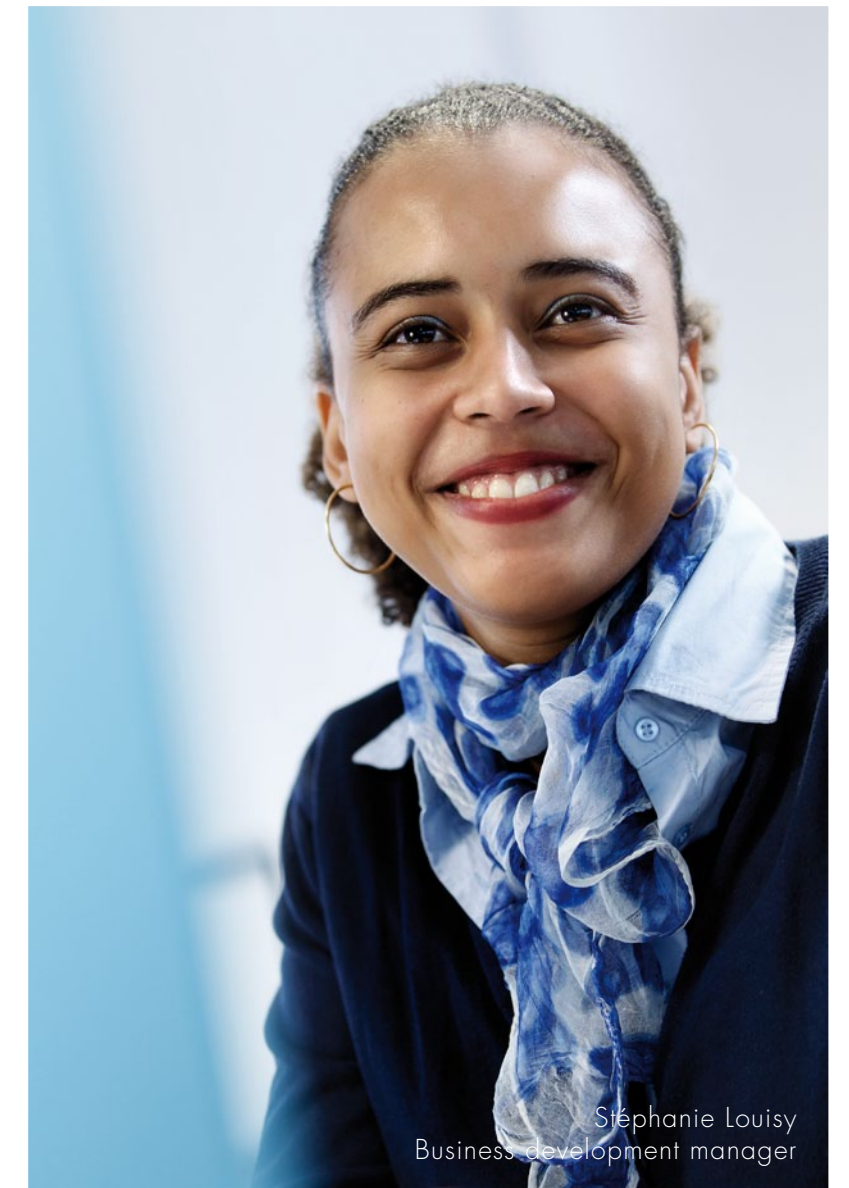
Olivier Rousselière



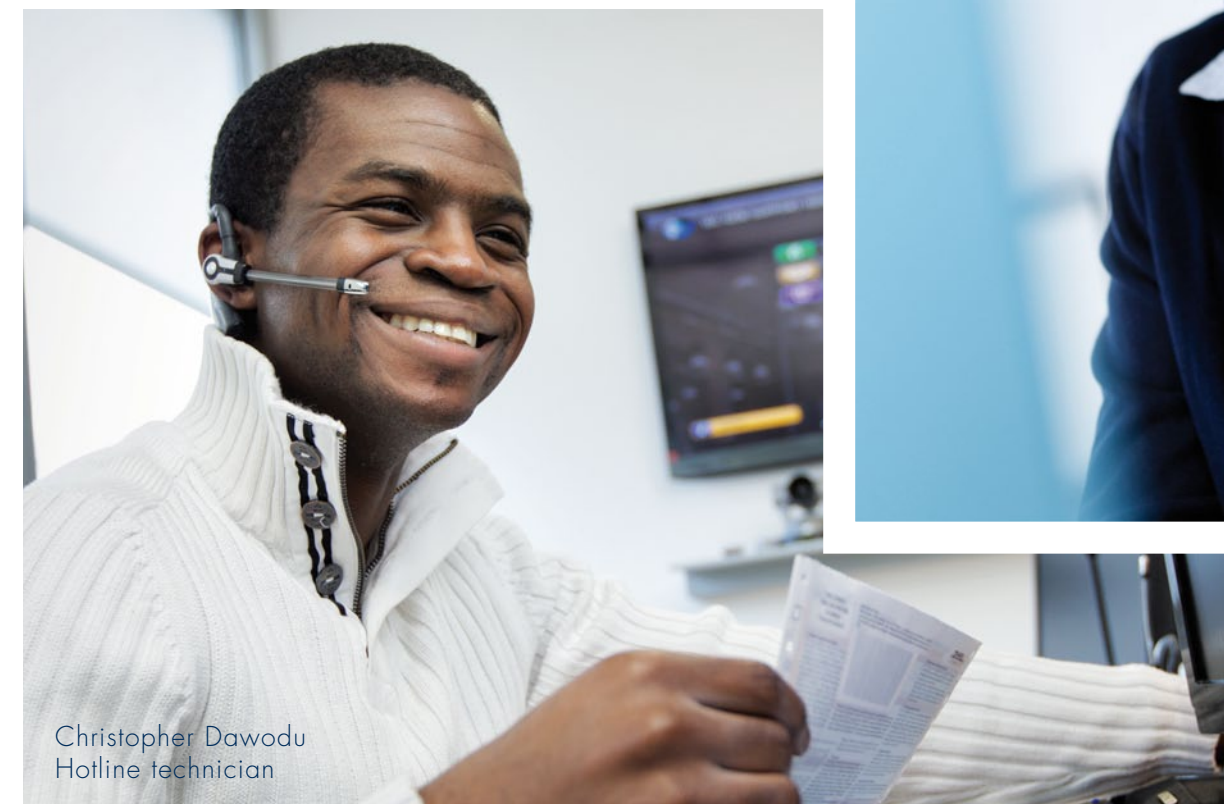
Yvan Ragot, Benoît Moret, Ruggard Rubens, Jérôme Bourgois



Sébastien Romao
Network engineer



Stéphanie Louisy
Business development manager



Christopher Dawodu
Hotline technician

Behind the Service, there are also the names, the faces and the smiles.

G2J expert in collaborative communication

On February 15, 2012 IEC Professionnel Média enhanced its service offering through the acquisition of G2J. The Group's clients now benefit from the exceptional technical skill and know-how of the G2J teams and the technological advances of the services platform that comprises the company's offering in the very promising field of collaborative communications.

Established in 1994, G2J is the only French videoconferencing expert to offer a simple and comprehensive range of services for secure remote meetings throughout the world, regardless of the means of access and type of equipment available to their clients.

Public organizations (G8, FMI, French Department of Justice), SMEs (Boursorama, Somfy), large corporate groups (Auchan, Arcelor, EDF) in all

sectors of activity call upon G2J to set up and oversee the smooth running of their videoconferences that require the highest level of security and quality.

G2J key figures: 3,500 managed codecs, 300,000 users per year, 4,500 videoconference and telepresence rooms throughout the world, an annual reduction of 253,000 metric tons of carbon emissions and a 24/7 multilingual video concierge service.

They have placed their trust in us

- ▶ Danone
- ▶ FMI
- ▶ Auchan
- ▶ EDF
- ▶ G8
- ▶ French Department of Justice
- ▶ Essec
- ▶ Arcelor Mittal
- ▶ GDF Suez



José Jacques-Gustave
Founding Chairman of G2J

"At this time when remote collaboration is becoming a massive and global market, we firmly believe that by joining forces with IEC we will be able to reach our strategic objectives by 2015" states José Jacques-Gustave, Founding Chairman of G2J.

"We see this alliance as being mutually rewarding and one that enables us to develop strategic offerings as well as a totally integrated and customized service. The alliance with IEC will raise G2J's credibility in the international market. In fact, this new association will truly boost our reciprocal performances in a market estimated to be worth 16 billion dollars in 2014."

Innovation, A strategic challenge

The creation of value for our clients
is a daily challenge.



Herminio Gaspar
Technical director of the company Preview GM System

“At Preview, our know-how goes well beyond the purely technical knowledge required for permanent and mobile control rooms..., we work a great deal on the optimization of equipment integration in a dedicated space that is increasingly reduced in size, as well as on the ergonomics of the workstations that we set up. We have developed our own range of furniture for this very purpose.”



Philippe Tassery
Manager of
the Markets unit
at IEC

“IEC has developed cutting-edge knowledge and skills to match the advanced technologies that it uses every day in order to create value for its clients. This is manifested, for example, in intelligent buildings with centrally-controlled rooms to optimize the operating of audiovisual equipment, troubleshoot any potential breakdowns and make substantial energy savings.”



Olivier Chaminade
R&D Manager at IEC

“Today, every manufacturer of audiovisual material is independent and designs equipment whose communication protocols are different from those used by other manufacturers. The added value of an integrator therefore lies in his capacity to manage and remotely control all the audiovisual equipment set up in a single place, to make the machines communicate between themselves and connect them to other systems to optimize their use and thus reach interoperability of the audiovisual devices. The Group’s R&D units are working on a certain number of subjects such as this and are obtaining conclusive results that benefit all their clients. The networking of our skills within the Group is crucial for the value that we bring to our clients.”

Each company in the Group is **unique**

We believe in the autonomy of
operational units within a group.

“At Cap’Ciné, as in each company within the Group, the operational autonomy enjoyed by the teams is manifested daily in their initiatives and their responsibilities.”

“From a personal point of view, I am a shareholder in the Group, like many other employees, and this has a determinative impact on my actions and way of thinking.”

David Fontaine
CEO of Cap’Ciné



IEC Professionnel Média, a responsible group



Jean-Pierre Hémon
Manufacturing Manager

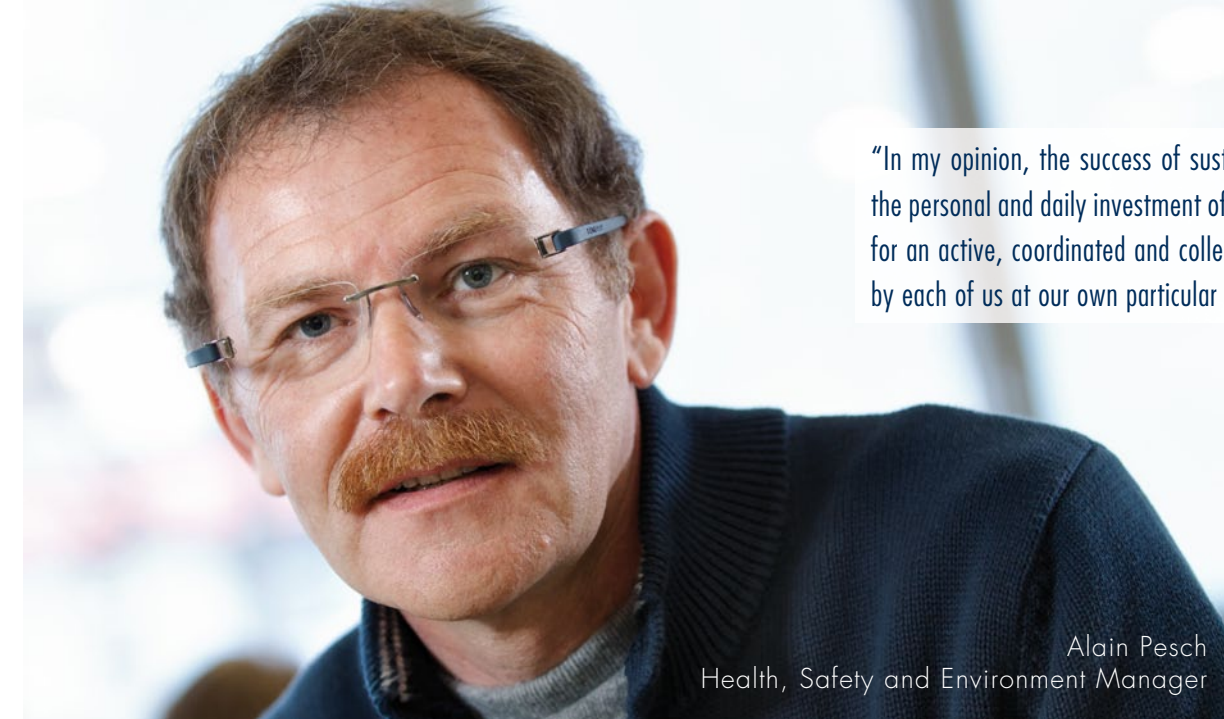
Being a responsible group means that each person participates at their own particular level over the long term.



Patrick Fortuné

William Hasselvander

“Passing knowledge on to the next generation is an integral part of our mission and contributes to our fulfillment within the company. Welcoming people from outside the company brings fresh perspective and sometimes compels you to take stock of yourself.”



“In my opinion, the success of sustainable development is achieved through the personal and daily investment of each employee. The Group paves the way for an active, coordinated and collective approach that will then be conveyed by each of us at our own particular level.”

Alain Pesch
Health, Safety and Environment Manager

Environment

As an integrator, the Group is very concerned by environmental issues and is committed to sustainable development. It has, therefore, formed its own recycling system by entering into partnership with two service providers specialized in recycling operational and site waste. In 2011, the Group recycled close to 5,000 metric tons of waste.

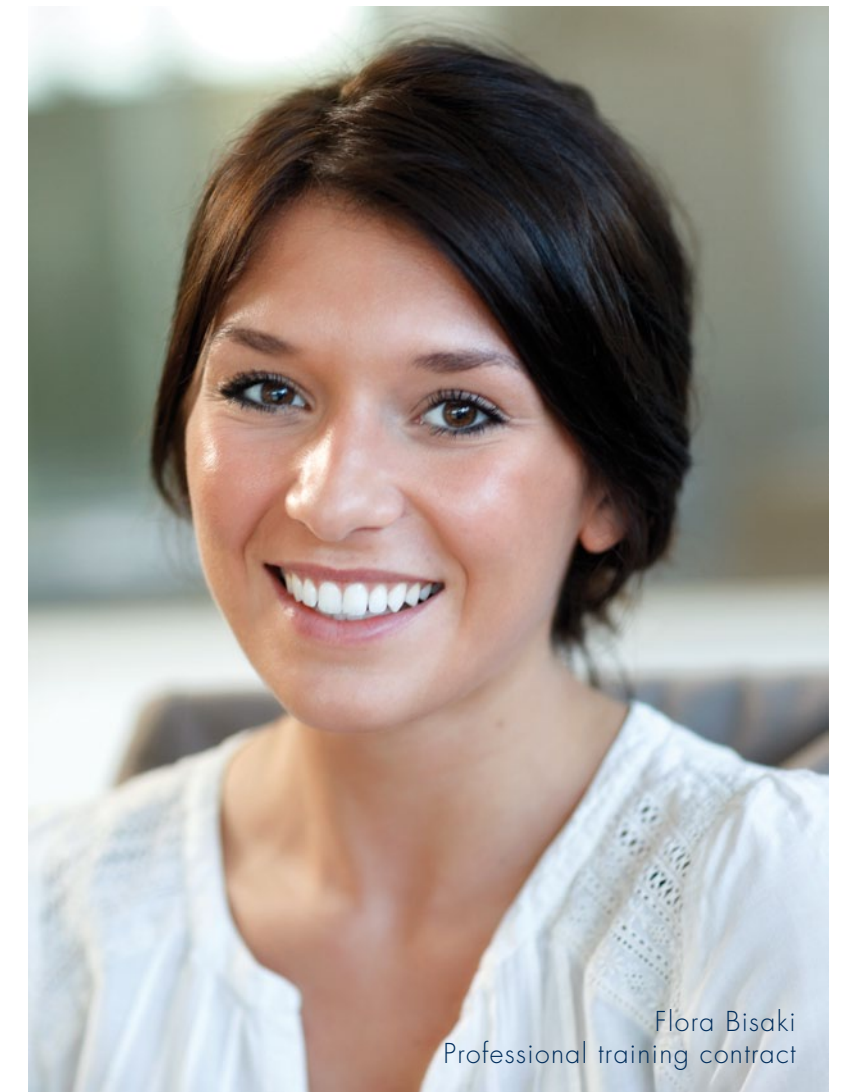
All the Group’s office premises are gradually being equipped in order to meet the increasing demand for energy savings. The Group has provided all its geographical locations with videoconference systems and has thus enabled the number of trips made by its associates to be halved. Renovation of IEC’s operational headquarters in Gennevilliers is also another example that illustrates the Group’s involvement. The works resulted from a High Quality Environment process and particularly included controlled access ensuring security and management of door and window openings and automation of lighting by presence and photocell sensors.

This process also includes a system for controlling air-conditioning with temperatures adapted to the different seasons with the possibility of varying the temperature of each particular area by +/- 3°C.

The Group has increased in-house communication drives to raise the personnel’s awareness of best practices to protect the environment. For example, between 2009 and 2011, consumption of paper decreased by 27%.

Safety

The Group’s policy with regard to security aims not only to protect its employees with the adoption and adherence to the Group Charter, but also clients’ personnel and those of service providers, such as freight operators with whom a safety protocol relating to loading and unloading was signed. Each sub-contractor signs a “Supplier Charter”, through which it especially undertakes to abide by health, security and recycling regulations. At the end of 2011, the Group undertook M.A.S.E. certification (Manuel d’Amélioration de la Sécurité des Entreprises – Improvement Manual for Company Security), which should be finished in the next few months.



Flora Bisaki
Professional training contract

Integration of Young People

Every year, the Group welcomes nearly 100 youngsters for work placements or sandwich courses in order to be able to accompany them during their apprenticeship.

Message

from the Chairman and Chief Executive Officer
Alain Cotte



... the Group continued to make significant investments in order to pursue its unification strategy for trades with strong added value and services.

For the IEC PM Group, 2011 has been in keeping with our forecasts for the year.

With an increase in our earnings from operations and a net improvement in our liquidity, 2011 has confirmed the solidity of our model even though we must continue our efforts. With the exception of the Cruise sector which, as a delayed but direct consequence of the 2009 crisis, saw a decline in activity, the two other sectors, Corporate and Broadcast, saw an increase in their orders at the end of 2011, which were up by 49% in relation to 2010.

This represents record visibility for the Group which enabled us to begin 2012 with confidence.

The year 2011 was marked by a string of successes in terms of constructions and provision of services confirming the Group's technical know-how and leadership. Known and appreciated for their expertise and reliability, the Group's companies go from strength to strength in consolidating their professional excellence and increasingly find themselves tackling production issues and the roll out of their activities in the international market. With regard to the European context, the Group preferred to advance cautiously down this road and has, for the moment, encouraged the organic growth of its activities abroad; this approach is beginning to bear fruit.

The Corporate hub has continued to develop its sales strategy by targeting new clients thus enabling the progressive roll-out of all our offerings (engineering, operation, event services). New and prestigious companies have joined our client portfolio, such as Ernst & Young, Scor, the French National Assembly, Cma Cgm, Schlumberger, the Roche Laboratories, and Hotel Mandarin, to name but a few.

In parallel, better control of our audiovisual engineering trades has enabled the margins for this business activity to significantly improve.

As far as the Broadcast hub is concerned, the past year confirmed the potential of our integrated offering (systems and solutions), whether in the national or international markets. Our new positioning on much larger projects should see this progress expressed as revenue in 2012. Service activities have also progressed and include new offerings for the coming year.

The Cruise sector has also continued its transformation towards service trades in order to anticipate the business fluctuations to come in this segment of activity. Broadening of the client portfolio is the major priority in order to consolidate our market share in this sector.

The Group otherwise continued to make significant investments in order to pursue its unification strategy for trades with strong added value and services.

The recent arrival of G2J within the Group allows IEC Professionnel Média to complete its service offering and enable its clients to benefit from advanced technology and exceptional technological know-how in the field of collaborative communication. G2J, present in China, the USA and the French Overseas Departments, also provides us with the possibility of seizing certain opportunities for our activities in new regions around the world.

Our efforts in terms of research and development continue and have already culminated in concrete results in mastering the convergence of innovative technologies and the interoperability of systems. The scope of our offering is continual increasing in order to respond efficiently and pragmatically to economic challenges and our clients' communication requirements. The Group has thus created broad opportunities for development ranging from collaborative communication to media façades, and dynamic displays to archiving and indexing media content, to mention just a few.

These client needs will be the challenges for the years to come and we will be ready to seize these opportunities in order to continue expanding.

Governance

IEC Professionnel Média is a public corporation with a board of directors. This board is composed of 6 members, 3 of whom are independent. An auditing committee comprising 2 directors has also been established.

Alain Cotte Chairman of the board of directors and CEO of IEC Professionnel Média

Alain Cotte, born in 1962, graduated from the French engineering school Ecole Nationale Supérieure des Arts et Métiers.

He began his career in 1988 as a consultant and then manager at Bossard Consultants, a management consulting firm bought out by Gemini Consulting.

In 1993, he joined Finon-Sofecom, an acknowledged company in the field of third-party stock management, acquired the following year by Messrs. Coste, de Galbert and Léon, future associates of Qualis. He took over the management of Finon-Sofecom which, having refocused on after-sale service logistics and strengthened by the acquisition of its sole competitor and a financial turnaround was sold to UPS at the end of 1999.

Always very involved in the operational side of things, Alain Cotte then took over the chairmanship of other Qualis subsidiaries, including IEC at the end of 2003 and then Exalead at the beginning of 2008. The latter company, which supplies research software and access to information for the company and on the Web, was sold to Dassault Systèmes in 2010 after achieving very strong activity growth, setting up an independent management team and carving out a place as leader in its market.

He is also CEO of Talis, Qualis' parent company, an industrial holdings group that has been gradually built up through acquisitions and in-house development of areas of activity in various sectors: finance, real estate, equipment & services and technologies.

Emmanuel André Administrative shareholder of the company SOCHRSTEM and member of the auditing committee

Emmanuel André, born in 1974 graduated from the ESC Amiens Picardie business school. He began his career in 1996 in management control at L'Oréal Morocco. In 1999, he joined the SCA Group (Svenka Cellulosa Aktiefbolaget) Hygiene Products where he occupied several positions in management control and in the Sales & Marketing department. He left SCA in 2006 to join the family-run company Sochrastem where he works as financial officer.

Paul Rivier Independent director

Paul Rivier, born in 1940, is self-taught. He has received many awards and decorations, especially the titles of Knight of the Order of the Legion of Honor, Knight of the Order of Merit and Knight of the Order of Academic Palms.

He joined Téfal in 1970 and became that company's chairman and CEO in 1979. In 1988, he also took up the presidency of the executive board of Calor. Between 1994 and 1999, he was CEO of the SEB group, of which he was also director.

During his career, he has held positions as director at the French national research association, Agence Nationale de Recherche Technologique (ANRT), chairman of the economic development agency, Agence Economique, in the Haute-Savoie region, chairman of the engineering school, INSA Lyon and the French national employment agency, ANPE, in the Rhône-Alpes region, and director of the departmental organization for the employment of disabled people. From 2002 to 2005, he was member of the Brandt Group supervisory board. Between 2006 and 2009, he was chairman and CEO of the company Eurocave, and he is still a director of this company.

In 2000, he participated in the creation of TV8 Mont-Blanc and became the chairman and CEO, a position he still holds today.

Michel Charles Director and founder of HMS

Michel Charles, born in 1946, graduated as an electronics engineer from the French electrical engineering school, Ecole Centrale d'Electronique; he also holds a diploma as a commercial engineer from the CCI of Paris, and a diploma in management from the CCI of Versailles. He has been awarded the title of Knight of the Order of the Legion of Honor.

Having spent almost 10 years at Philips where he held several different positions, he went on to create HMS in 1983. He gradually developed this company over the years with the opening of subsidiaries and branches in the United States of America (Miami, Florida), in Italy (Genoa, Montfalcone and Venice), in Finland and in Monaco. Then in 1998, with the backing of financial investors, he formed the holding company, Avest, which acquired Audio Equipement in 2005. After Avest was bought out by IEC Professionnel Média and Fin Cap in July 2006, he continued to occupy the position of President and Chief Executive Officer at Avest, HMS and Audio Equipement up until June 2007.

Geneviève Giard Independent director

Geneviève Giard graduated with a master's and postgraduate degree in law.

She began her career in 1967 as teaching assistant at the Law Faculty in Paris before joining the French national institute for research in computer science and control, Institut de Recherche en Informatique et Automatique, as legal advisor in 1969. From 1970 to 1973, she was head of the work unit at ORTF, the French radio and television broadcasting authority. Between 1978 and 1981, she was in charge of missions at the Economic and Social Council in Brittany, before spending a year at the university, IUT in Lyon 1 where she taught law.

In 1983, she joined the France Télévisions Group as production manager then as director at France 3, where she remained until 1992. From 1992 to 1997, she was director of production at France 3, then France 2 from 1997 to 2000. Between 2000 and 2005, she was broadcasting director and then deputy general director of France 5. In August 2005, she returned to France 3 where she took up the position of general director until the end of 2009. In January 2010, she became the deputy general director of France Television Networks, where she remained until December 2010.

She has also held the chair of the executive committee of the French-speaking Television Community (Communauté des Télévisions Francophones) from 2005 to 2010, and has been member of the executive committees governing advertising, France Television Publicité and France Télévisions Publicité Région, during the same period, as well as the Méditerranée Film Production, a subsidiary of France Télévisions from 1998 to 2005.

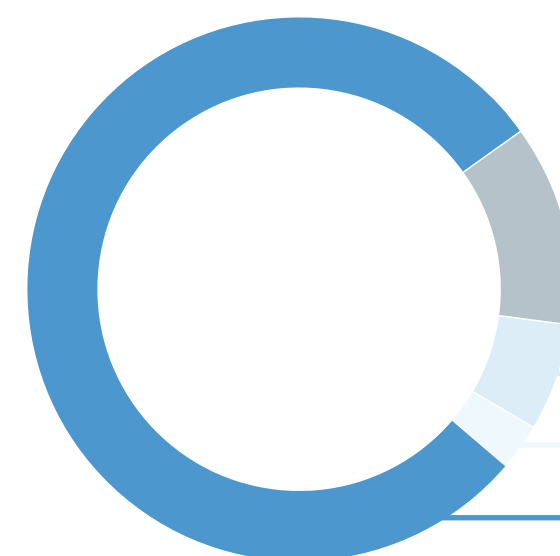
Loïc de La Cochetière Independent director and chairman of the auditing committee

Loïc Lenoir de la Cochetière, born in 1951, graduated from the institute of political studies, IEP, in Paris and the business school, HEC-CPA. Having begun his career at different finance institutions, Crédit Hôtelier, Commercial et Industriel then at Crédit d'Equipement for SMEs, he occupied different posts within the Inter-ministerial Industrial Restructuring Committee (CIRI) then in the cabinet of Mr. Alain Madelin, then French Minister for Industry, the Post Office and Telecommunications and Tourism.

In 1988, he joined the Oberthur group, which specializes in very high security fiduciary printing, as advisor to the company Chairman. In 1990, he integrated the JLSA group, 2nd largest offset printing group in France, as administrative and financial director before becoming CEO. He left in 1996 to found Euro Edipro, which provides large groups with budget reductions for the purchase of printed products.

From 2003 to 2009, he was President and Chief Executive Officer of the French National Printing Department. He has been working at the French General Council of Industry, Energy and Technologies (formerly the General Council of Mines) at the Ministry of Finance since September 2009.

Shareholding



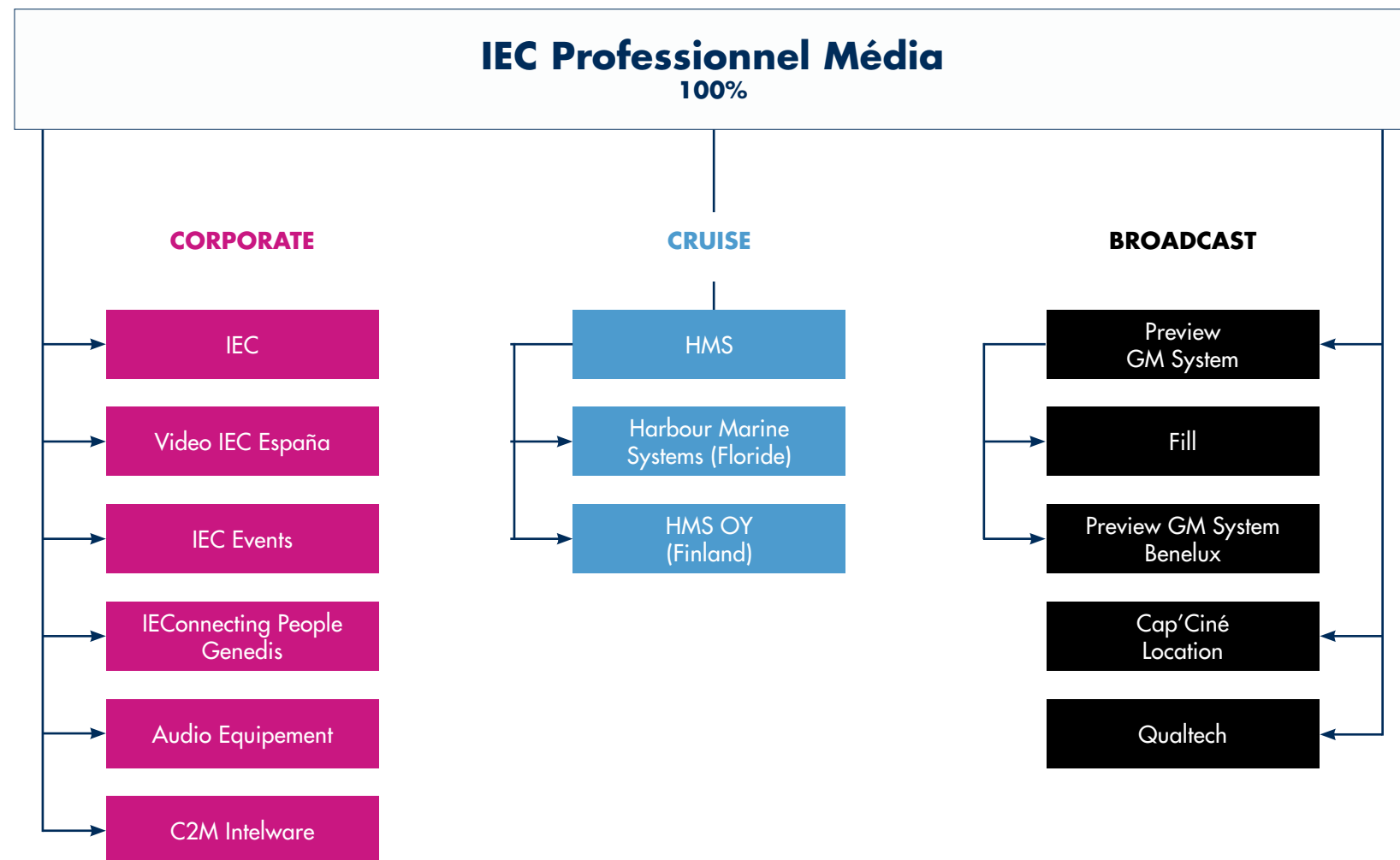
11.95% Public
6.34% Treasury stock
3.08% Senior executives and registered employees
78.63% Alliance of shareholders

% of capital as at March 31, 2012

Main characteristics of alliance members

Member	FIN CAP	CROZALOC	SOCHRSTEM	GONSET HOLDING	SALIM INVESTMENT LTD	PORT-NOIR INVESTMENT
Corporate entity	Simplified joint stock company	Simplified joint stock company	Public corporation	Public corporation	Company under Swiss law	Limited liability company under Luxembourg law
Head Office	73, bd Haussmann 75008 Paris – France	73, bd Haussmann 75008 Paris – France	33, avenue du Maine 75015 Paris – France	21, route de Prilly CP 218 6 1023 Crissier – Switzerland	c/o Crédit Agricole Indosuez (Switzerland) 4 Quai Général Guisan, CH 1211 Geneva, Switzerland	20, rue Eugène Ruppert L-2453 Luxembourg
Activity	EQUITY PLACEMENTS					
Main shareholders	Crozaloc (49.81%) Sochrastem (20.29%) Gonset Holding (23.40%) Port-Noir Investment Sarl (1.75%) Salim Investment Ltd (4.74%)	SCA Qualis (partnership limited by shares – 73, bd Haussmann, 75008 Paris), itself controlled by Talis SA, which is not controlled	André family	Mr. Pierre Gonset	Investment company whose management is ensured by Crédit Agricole (Switzerland)	Mr. Claude Berda
Number of shares	14,401,851	4,698,342	710,000	325,192	–	61,000
% capital	56.07%	18.29%	2.76%	1.27%	–	0.24%
% voting rights	63.97%	16.59%	1.77%	1.38%	–	0.15%

Presentation of the Group and corporate background



1989-2002

The IEC Professionnel Média Group started as a new and used audiovisual equipment distribution group. The Group experienced severe financial difficulties in 2002. IEC Professionnel Média changed majority shareholding in 2002.

- ▶ 1989: creation in Rennes of the company IEC, specialized in the purchase, reconditioning and sale of used audiovisual equipment.
- ▶ Between 1990 and 1996: construction of group through organic growth and acquisitions. Creation of a network of agencies in France and Spain.
- ▶ In 1998: creation of the Group holding company (IEC Professionnel Média) and listing on the secondary market of the Bourse in Paris.
- ▶ In 2002: the Group faced severe financial difficulties. Qualis, industrial investments company, negotiated a moratorium of 13 million Euros with creditors and took control of the Group. The new shareholder defined a strategy based on the leadership of the Group, the transformation in its distribution activities to businesses with greater added value and visibility.

2003-2008

IEC Professionnel Média became market leader in audiovisual integration. Over these 6 years, the Group tripled its sales and increased the number of its establishments, especially in Europe, diversified its activities and consolidated its expertise through external growth. The positioning on service activities began to bear fruit.

- ▶ 2003-2005: IEC progressively abandoned distribution and became an audiovisual integrator. IEC Professionnel Média took control of the companies:
 - Cap' Ciné Location, specialized in the hiring and sale of audiovisual systems and solutions for professionals working in post-production.
 - Auvi One, integrator specialized in sound.
- ▶ 2006: Acquisition:
 - Of Alsace Audio Visuel, company specialized in audiovisual engineering and integration for Corporate clients.
 - Of the AVEST group, including the company HMS and its subsidiaries, leader in audiovisual integration in the cruise ship sector and Audio Equipement, audiovisual integrator specialized in staging, cultural and museographic technologies.
- ▶ 2007: IEC was chosen by the CNES and ARIANESPACE to operate the audiovisual equipment at the space center in Kourou for 5 years. This service contract was renewed in 2012.
- ▶ 2008: Acquisition of Preview GM System, specialized in the engineering and integration of audiovisual systems in permanent and mobile production control rooms.

2009-2012

IEC Professionnel Média organized its activities in 3 sectors: Corporate, Cruise and Broadcast. The Group placed emphasis on the development of its high added value activities and especially those associated with services, which have experienced strong organic growth in all of its branches and which have been consolidated by 2 acquisitions in the collaborative communication sector.

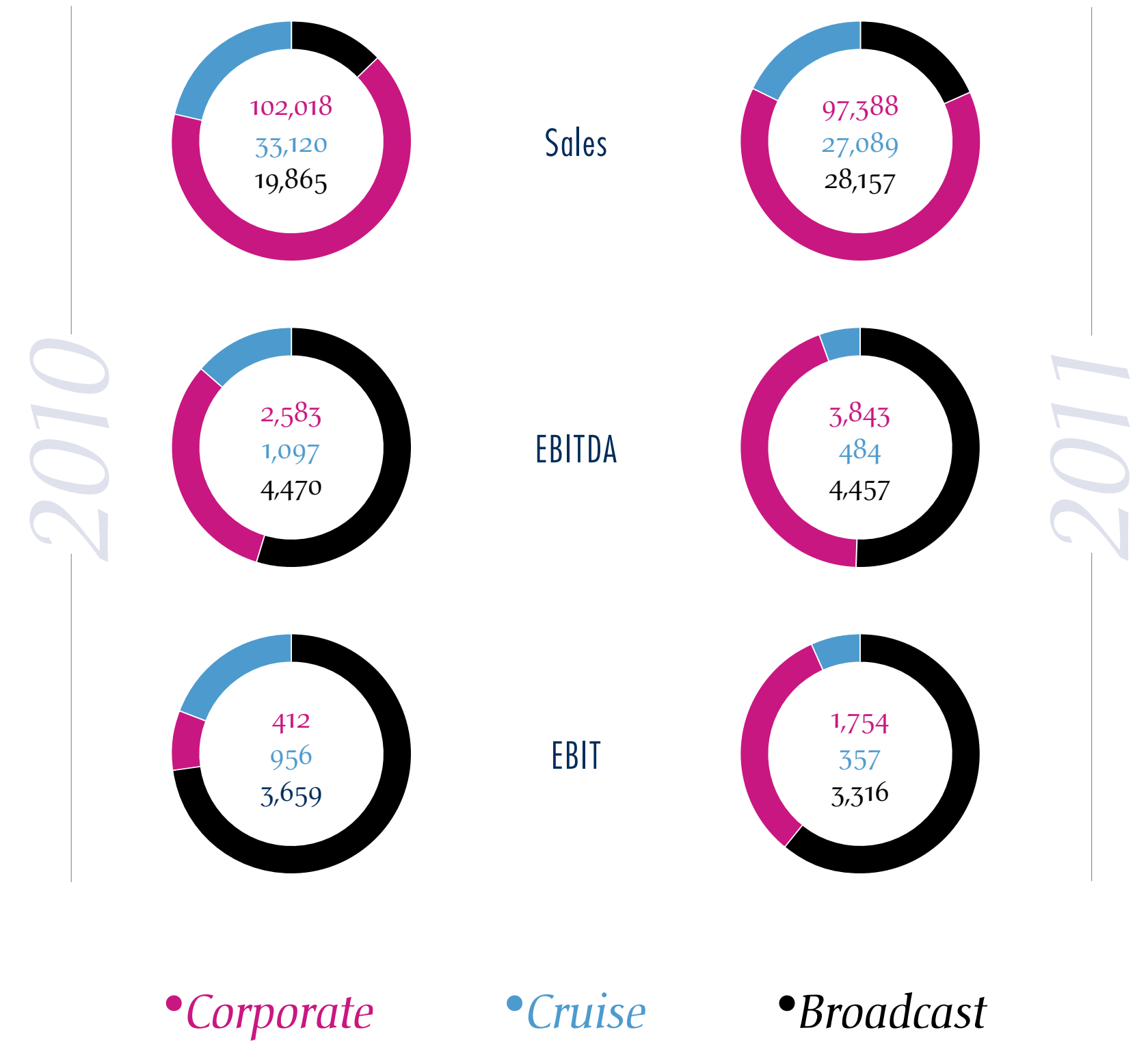
- ▶ 2009: Creation of IEC Events, specialized in the hiring of human and technical resources in the events sector. Preview GM System diversified its activities by creating a "solutions" division specialized in the archiving and indexing of media content.
- ▶ 2010: Acquisition of Genedis iSi, company specialized in integration and services for collaborative communication.
- ▶ 2011: Merger of Avest by IEC Professionnel Média and Alsace Audiovisuel by IEC.
- ▶ 2012: Acquisition of G2J.com expert and leading company in France and the French Overseas Departments providing services in the collaborative communication market. IEC operates audiovisual facilities of about twenty key accounts and employs around one hundred people for this activity.

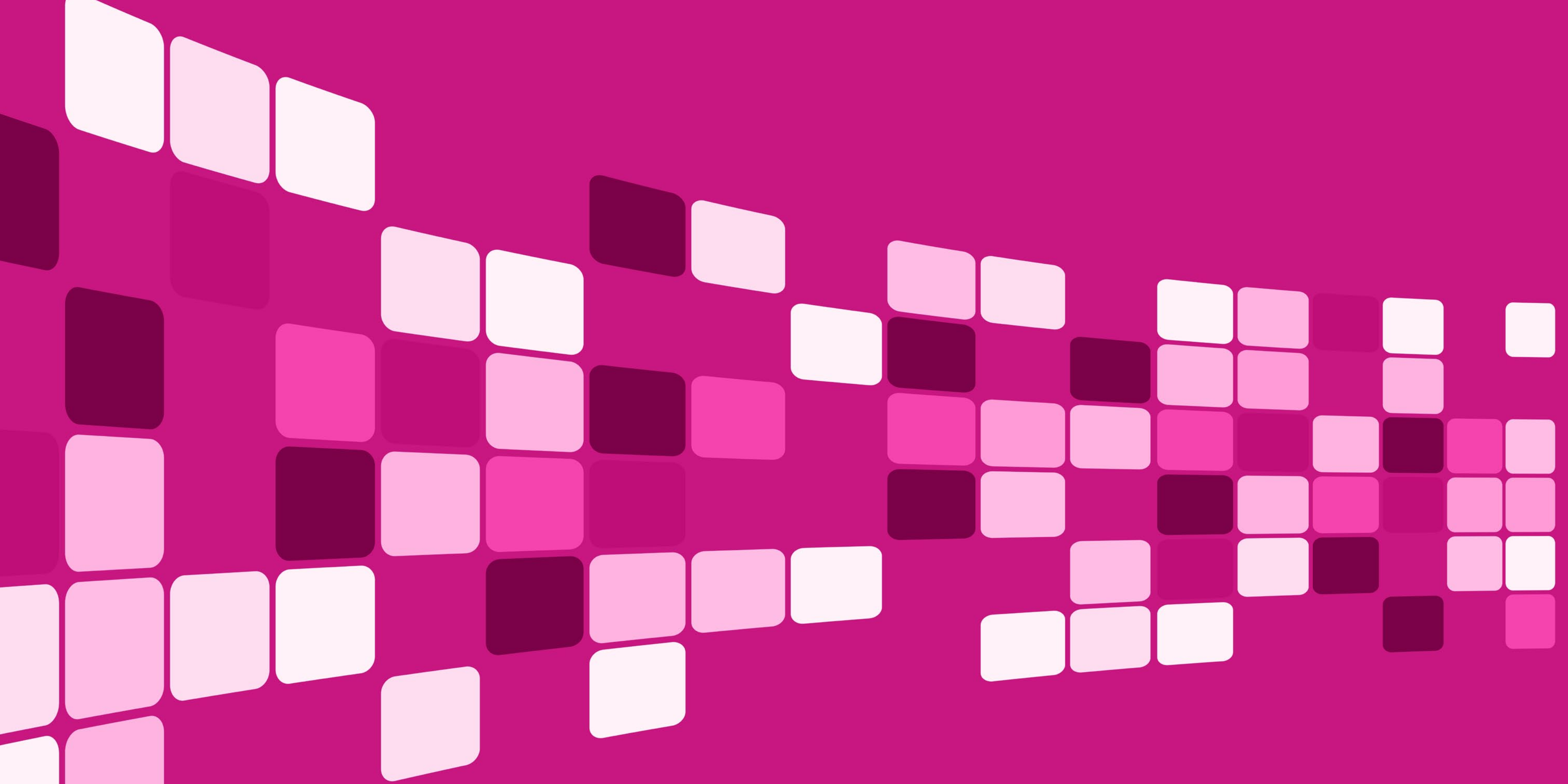
2011
2010

Sales	152,634 155,003	-1.5%
EBITDA	8,784 8,150	+7.8%
EBIT	5,427 5,027	+8.0%
Net income	5,687 3,672	+54.9%
Equity	26,266 20,407	+28.7%
Net indebtedness	- 7,658 7,904	-197%
Factor	24,087 19,329	+24.6%
Net indebtedness	641 591	+8.5%

These figures are expressed in thousands of Euros, except for the annual average of employees.

Key figures





CORPORATE

Interview

Guillaume Durieux

In Gennevilliers, January 10, 2012.

Mr. Durieux, you are in charge of the Corporate hub within the IEC Group, can you remind us of your background in the “audiovisual” world?

Having spent several years in the Ineo group, I joined a subsidiary of the Vinci group, Sdel Vidéo Prestations, firstly to develop digital technologies used in audiovisual and then, secondly, to direct the company and position it in the integration and services market. In a logical “voice given image” strategy and because of IP convergence, the company was integrated in Vinci Energies’ Axians brand. Thanks to this positioning as specialist in the business of integration and services, the company completed some outstanding projects. After an initial meeting with Alain Cotte in 2004, I followed and observed the change in the IEC Group’s strategy. The vision, ambition and attitude of the company led to my decision to join this business adventure at the beginning of 2006.

What does IEC’s Corporate sector comprise, and what type of clients does the company address?

All private, public and cultural organizations that need to communicate and share using audiovisual technologies. The meeting room, whatever size it may be, is the common denominator, but this sector also includes collaborative communication, promoting assets and heritage through image, sound and lighting, dynamic displays, showrooms... the list goes on.

Are you subject to fierce competition and what is your position in relation to it?

Competition varies in relation to activities and is more or less dynamic according to the different regions. IEC is the only French player able to address a comprehensive offering to a client and consequently has a great scope for standing apart from the others.

The integration of our systems is complex and requires ever-exacting skills and expertise. The IEC Group has at its disposal unrivaled expertise. Nevertheless, each project has its own competitor, often with new companies entering the scene whose strategy is occasionally somewhat “vague”...

What were the issues faced in 2011 and how would you assess the year?

We strived to continue improving our profitability by optimizing return on our contracts, pursuing the development of the different trades in the services we provide, maintenance services, operating services, information management services, and finally, to increase our technological advances by encouraging innovation. Overall, in terms of our previous structure, our objectives were reached. IEC improved its profitability, highlighted its services positioning in the broad sense and completed complex projects that demonstrated the company’s ability to innovate. On the other hand, in stagecraft businesses and in Spain, performance was poor!

In this context of weak economic growth, how are your clients dealing with this situation and what is on the horizon for 2012?

Our clients change and adapt to the economic context. Budgets are tightened and investment has become useful investment. And what can be a more useful investment than one that enables general expenses to be reduced! We do the same through a specialized business model that is increasingly vertical.

Our solutions must touch our clients’ core business so that they can improve the profitability of their production tool. Some sectors, like industry, are more affected than others, but generally speaking we operate in an industry that is perceived by companies as being necessary. Video has become and will be the daily tool used by all of us!

In this context, but excluding Spain, we remain optimistic for 2012 and our visibility is very adequate, we have a significant number of ongoing orders and there are numerous projects in the pipeline.



Guillaume Durieux
Director of the Corporate sector

At the **service** of the most **exacting clients**

Today, over 100 employees working in the Corporate cluster work on clients' premises on a daily basis, contributing actively to their performance.

They are the guarantors of perfectly functioning audiovisual equipment in all the control stations, crisis rooms, conference and meeting rooms, auditoriums and other boardrooms for major corporate clients.

They have placed their trust in us

- ▶ French National Assembly
- ▶ ASTRIUM
- ▶ ATOS
- ▶ AXA
- ▶ BNP Paribas
- ▶ Bouygues Telecom
- ▶ Cité des Sciences
- ▶ CNES
- ▶ Arianespace
- ▶ Dassault
- ▶ INSEAD
- ▶ French Ministry of Finance
- ▶ European Parliament
- ▶ Philips
- ▶ Total



IEC

Our mission with clients is over the long term and looks to the future. It is the quite natural outcome of an often ambitious and original project put forward by the client and the knowledge and expertise provided by IEC.



Pascal Nicolas
Regional Director Île-de-France



Patrick Baderspach
Regional Director North-East France

With sales of 63 million Euros and 290 employees in 5 regions and Overseas Territories of France, IEC is the acknowledged leader in providing engineered audiovisual solutions and associated services for companies and public and private sector organizations.

“Our work firstly consists in design and project engineering to offer the client the best audiovisual solution that is both esthetically pleasing and functional. It then continues by supplying turnkey audiovisual systems and solutions and the handing over of the equipment and operations of the whole building to our clients.

In order to optimize the performance of the facilities sold, we like to accompany our clients over the long term and so we systematically propose our services in the maintenance, assistance and operations of the equipment on site. We are therefore able to guarantee optimal and smooth functioning of the rooms and systems. In this way we become a participant in the daily overall performance of our clients.”

IEC

Images for 2011

IEC has transformed and modernized its operational headquarters in Gennevilliers.

All the premises (over 3,000m²) situated in Gennevilliers were fully renovated in 2011. This is where the companies IEC, IEC Events, C2M and IEConnecting People – Genedis have their administrative or operational centers. The renovation works contributed to the environmental quality of the Group's employees and show our visitors the high caliber of our achievements and IEC's technical and esthetic know-how.



IEC Images for 2011

Montpellier City Hall

Montpellier is among the 45 places to visit in 2012 listed by the New York Times in its January 6, 2012 edition. It is the only French city to appear in this selection. Situated in the list entitled "The 45 Places to Go in 2012", along with Tokyo, London and Costa Rica, Montpellier attracted particular attention for its architectural innovation.

The American journalist, Seth Sherwood, appreciated the "blue cube" City Hall designed by Jean Nouvel, one of the most celebrated French architects, who worked on this project with François Fontès.



A few key figures:

- ▶ 1,430 hours study and technology engineering
- ▶ 2,460 hours integration
- ▶ 70 set-up boxes
- ▶ 100 screens and video projectors
- ▶ 10 multi-touch screens
- ▶ 160 conference stations
- ▶ 2,500 HD photos
- ▶ 12 video clips

The people of Montpellier discovered their new City Hall in 2011: it is welcoming, open, prioritizes the thermal quality of the building and the use of renewable energies. The project, designed by architect Jean Nouvel, opens out on to the town from its 4-hectare landscaped grounds.

IEC was chosen to equip all the offices in the City Hall with the particular task of providing collaborative communication solutions, in partnership with Cisco, and interactive dynamic display systems. IEC also participated in compiling a picture library that includes current and historical photographs and videos.

IEC Images for 2011

CM-CIC

IEC installed the audiovisual fittings in the amphitheater, training rooms, meeting rooms, catering facilities, underground car park, relaxation areas and accommodation area for the Crédit Mutuel CIC group's training center. For the amphitheater, IEC met the client's demands by carrying out implementation studies, by interfacing with all the technical and architectural work packages and by providing guaranteed results in terms of performance and acoustics.



CM-CIC Group's training center – SASU les Gâtines



Thomas Villote
Business manager

"For the amphitheater, IEC was able to meet the client's requirements by providing guaranteed results in terms of performance and acoustics."



IEC Images for 2011 *Credit foncier*

The 5-story building situated at 43 Boulevard des Capucines in Paris is Crédit Foncier's "flagship". The bank welcomes its clients and promotes its products in this place. IEC provided a wide range of services that called upon the full scope of the company's expertise. A giant animated screen, an illuminated curtain and announcement display wall embellish the entrance lobby. A sound system has been installed with music players controlled by touch tablet; the lobby extends into client areas with 42 consultation stations and RFID reader network. Information dissemination screens and fully equipped conference rooms are situated on the upper floors. Installation work lasted 4 months and IEC was able to provide a pertinent and creative solution in partnership with the constructor.



IEC Images for 2011 *Ernst & Young*

On bringing together all its teams in its head office at the First Tower in La Défense, Ernst & Young gave priority to the use of specific audiovisual and multimedia technologies for its local activities and its image as a large worldwide group. The company occupies 37,500m² spread over 19 floors and welcomes its employees, general management, the main Ernst & Young executive board and their visitors.

IEC assisted the client in the dimensioning and design of the audiovisual solutions and their functionalities. The company equipped the 110 meeting rooms, 20 of which were fitted with Cisco videoconference facilities, the Boardroom and an auditorium. IEC also integrated the dynamic display, IP/TV and room reservation system in a record time of just 6 months.

“The challenge of this project was the deadline which called upon all the know-how and skills of the different teams and their coordination with other work packages.”



Anne-Sophie Boyer, Business Manager
With Sébastien Nitraud, Site Manager
and Matéo Sule, Assistant Business Manager.





IEC Images for 2011 *L'Oréal*

L'Oréal Hair Research invested in new premises at Saint-Ouen in 2011 and wanted "hardware and software solutions for the implementation of developing, solid, simple and enduring facilities". The company chose IEC to engineer the Center's conference room, the 22 meeting rooms some of which are equipped with video-projectors and video-conference facilities, 50 confidential bays equipped with a digital screen and dynamic display system.





IEC Images for 2011 *Regional Council Headquarters in Lyon*

Since May 2011, the Regional Council has had its headquarters in the heart of the Confluence quarter of Lyon (2nd district). The building, the work of the internationally renowned architect Christian de Portzamparc, is impressive both for its dimensions and its originality. IEC and Audio Equipement pooled their skills and experience to provide the Regional Council with a highly technical service of irreproachable quality.

- ▶ Photo shoots of the elected representatives
- ▶ Control room video equipment
- ▶ Video broadcasting equipment
- ▶ Supervision of conference management system
- ▶ Conference lecterns
- ▶ Control room audio equipment
- ▶ Audio broadcasting equipment
- ▶ Conference management system
- ▶ Connection boxes
- ▶ Stage lighting



IEC Images for 2011

Sciences Po

Institute in Paris

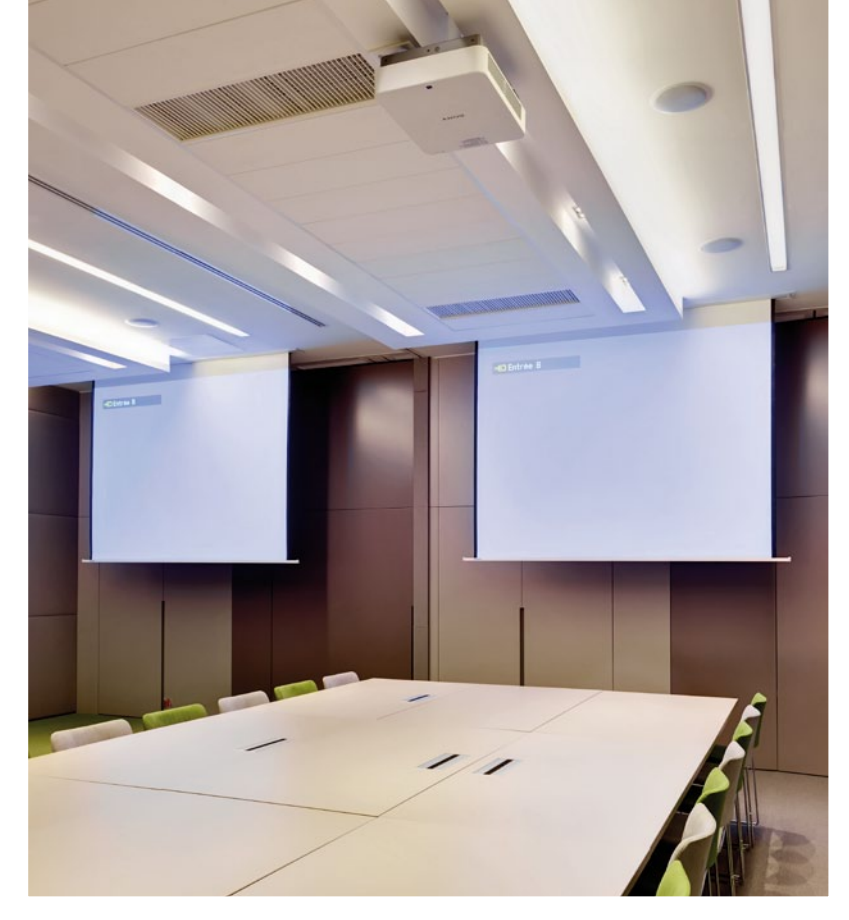
IEC and Sciences Po in Paris have a long-standing partnership. In its quest for excellence, the training and research institute chose to equip itself with high-performance audiovisual systems to offer its students and teachers a cutting-edge environment oriented towards communication and world affairs.



IEC Images for 2011

Sofiprotéol

Sofiprotéol (sales of 5.6 billion Euros and 6,400 employees in 2010) chose IEC to equip its head office in Rue Monceau in Paris. IEC's services were called upon for all 11 floors of the building including the reception area, the Boardroom, multi-purpose meeting and conference rooms and the catering area.





IEC Images for 2011

Sony

Based on its expertise in the management of collaborative spaces, IEC won the tender called by Sony for the audiovisual integration of the company's new premises. To do this, IEC actively assisted the manufacturer in the design of its rooms and the automation of its equipment.



IECentinel

Integrator of unified security.

IECentinel, integrator of unified security, is a division of IEC. Unified security consists in the recording, use and administration within the same, single platform environment blending all systems dealing with video surveillance, intrusion detection and access control. Security management can then be concentrated in central security stations or even physically distributed, as is appropriate for the client's internal organization.

Analysis of the digital data acquired will bring about pre-parameterized actions and enable the client to take advantage of the proactive processing of the solution in order to anticipate any malfunction, to optimize reactivity and effectiveness, should an incident arise. Moreover, this approach not only enables global and unified management of the physical security policy to be implemented simply, it also facilitates the integration and coupling of this with the information system. This offer is intended for private and public sector stakeholders who may be particularly sensitive to the consequences of any breakdowns (public interest mission) or vandalism. IECentinel comprises a 4-person team led by Mickaël Lafois, former employee of Genedis iSi, whose asset base was bought up by the Group in December 2010. While at Genedis iSi this activity remained rather marginal. The environment at IEC is conducive to development, so much so that it is now a distinct and autonomous division within the company.

The SANEF project

As part of its public service mission and to offer a better quality service to its users, SANEF, the Northern and Eastern French Highways Corporation, has been investing heavily for several years in the modernization of its toll stations. This project falls within the restrictive framework of a large-scale public service mission: over 2,000 video points and 140 client stations are spread out over more than 2,100km of highways.

IECentinel was chosen to participate in this major project by providing a global and turnkey solution including both "hardware" and "software" solutions for the entire video surveillance architecture and the different uses made by the SANEF group.

Video surveillance is coupled with interphony and specific applications reporting to three operating sites in the SANEF network in order to optimize user tele-assistance. To achieve this, IECentinel had to develop functional software gateways between the different systems, particularly including business application integration.

Video-surveillance is also required for user safety by monitoring the highway routes and connection with the GTC (Centralized Technical Management) and the DAI (Automatic Incident Detection). IECentinel had to interface with critical third party systems in order to offer the high quality service and reliability expected by its client, essential to this type of requirement.

Finally IECentinel rolled out solutions and more classic site security video surveillance for the SANEF Group's own use.

This project demonstrated the multiple uses that can be made of video surveillance and safety systems in general, as well as the capacity of the IECentinel solution to meet the challenges set by its clients.



Mickaël Lafois
Director of the IECentinel Division

LE Centinel SANEF



Reims Assistance and Supervision Center, controls all the traffic and assists users on the A4 and A26 highways.



Barrier across the Ormes section of the A4 highway (the bypass south of Reims) inaugurated on November 18, 2010.



Audio Equipement

What is our craft? Adding heart and soul ...

When the light, image and sound make your projects our finest achievements...

Audio Equipement is the IEC Group's specialist in architectural lighting and media façades, stage and cultural and museographic technologies. The company is based in Lyon and works with the most renowned scenic artists, rolling out services in France and around the world.

A master in the art of staging techniques

Having achieved countless sound and stage lighting productions, Audio Equipement is the benchmark company in the world of culture and the arts. Its expertise in this field enables it to roll out projects both in France and worldwide.

Scope of expertise

- ▶ Sound engineering, electro-acoustic systems, sound recording
- ▶ Video projection and central control
- ▶ Stage and architectural lighting
- ▶ Giant LED screens and media façade
- ▶ Supervisory control equipment and command networks
- ▶ Stage equipment, structures, curtains, screens, etc.

A major asset: the expertise of networks

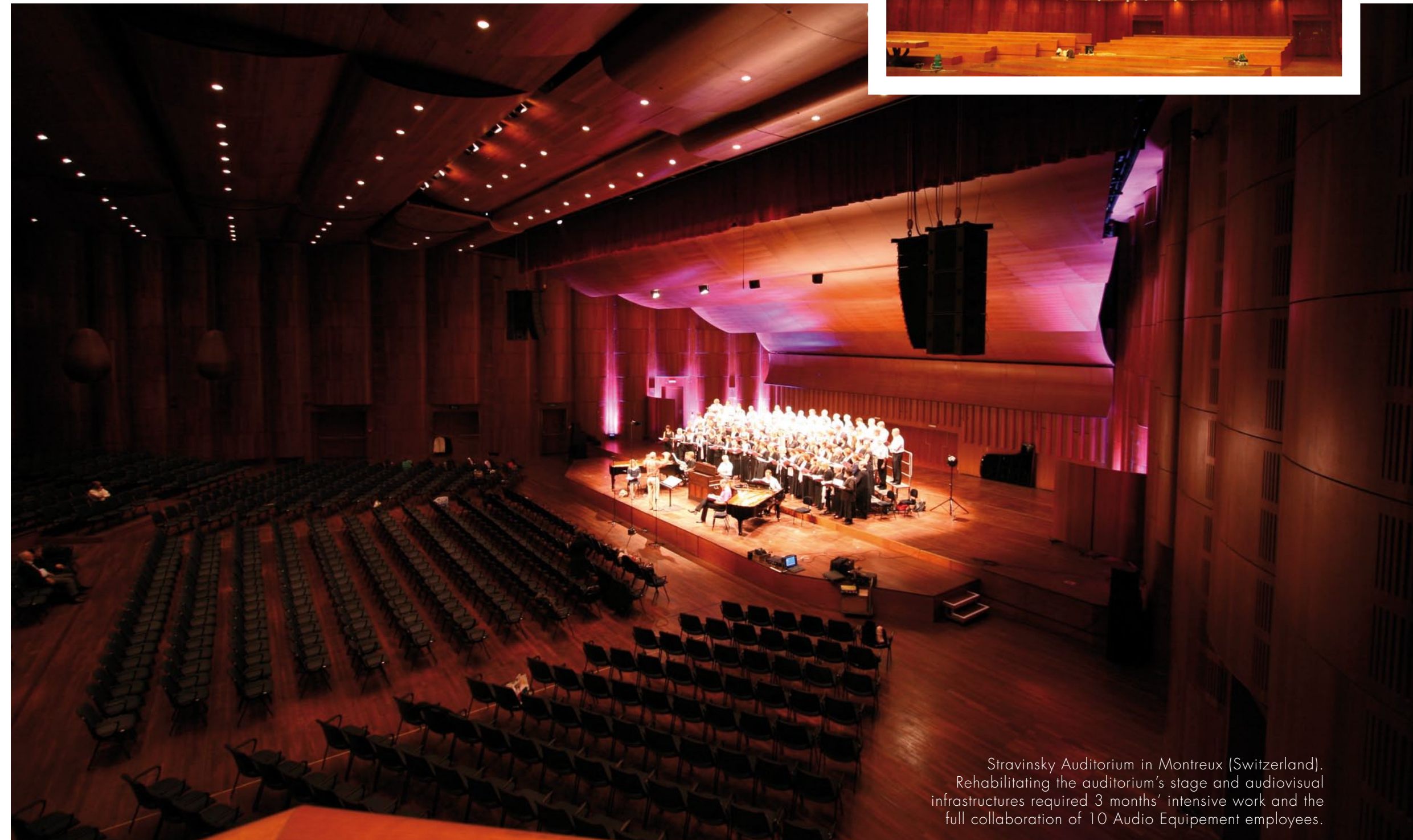
The ease of use and reliability of the equipment depends on the design and quality of the accomplished networks.

We implement different networks:

- ▶ sound and lighting
- ▶ data and DMX
- ▶ digital audio (fiber and copper)
- ▶ talk-back and intercom
- ▶ analog and digital video (HDTV)

State approved company

In order to be an efficient player, Audio Equipement has acquired a very large stock of site and control equipment. The company strictly applies the standards and regulations required by our Qualifelec certifications. Audio Equipement is Qualifelec certified: low current level CF2 DAV2 and electro-technical level E2-2.



Stravinsky Auditorium in Montreux (Switzerland). Rehabilitating the auditorium's stage and audiovisual infrastructures required 3 months' intensive work and the full collaboration of 10 Audio Equipement employees.

Audio Equipement

Le capitole

Audio Equipement constructed the audiovisual systems for the auditorium at the "Le Capitole" building in Nanterre on behalf of the Bouygues group and EPLS. Le Capitole is an office building and the auditorium is used for events held by the companies on site.



Audio Equipement

Palais des Arts et du Festival

Arts and Festival Hall

Having completed the renovation works of the town's Arts and Festival Hall, Dinard wanted to highlight the building's architecture and to extend communication through façade lighting. This retrofit lighting behind the cut metal façade has been achieved with the use of high power LED strips. The system is fully autonomous and switches on daily with different programming (special events, daily programs, etc.)



Audio Equipement *College des Bernardins*

On behalf of IEC, Audio Equipement supplied the stage lighting for the grand auditorium. All the equipment (projectors) is LED at the specific request of the client who wanted to have easily maintained facilities. This auditorium is especially used for filming various television programs broadcast on the KTO channel.



Audio Equipement *Foch Hospital in Suresnes*



Audio Equipement designed the audiovisual systems for the IFSI amphitheater at Foch Hospital in Suresnes. This space is used by professors for lectures and conferences. The auditorium is fully automated via a touch control panel.

Genedis

is a leading company in the field of collaborative communication.

Collaborative communication has become an important issue in public and private sector companies due to the mobility of their employees and the widespread geographic location of operational sites. Genedis carries out the engineering, integration, operation and maintenance of video communication systems such as video-conferencing, telepresence and remote collaboration solutions like web conference systems with document sharing and management. Genedis' added value particularly lies in its capacity to guarantee interoperability of systems and solutions provided by different constructors. Genedis, one of the very first companies to provide these services in France, has built a very strong reputation based on its expertise. Through its various partners, Cisco, Polycom, Lifesize and Radvision, the company has obtained numerous certifications and trophies in recognition of its performances. It has been able to promote its technical expertise and demonstrate its efficiency to its clients and currently handles over 1,500 maintenance contracts. Genedis employs 28 people. Its commercial center has 5 account managers and its clients come from all business sectors. Groupama, EDF, Thales, SNCF, to name but a few...



Laurent Dulac
Key account manager

Genedis

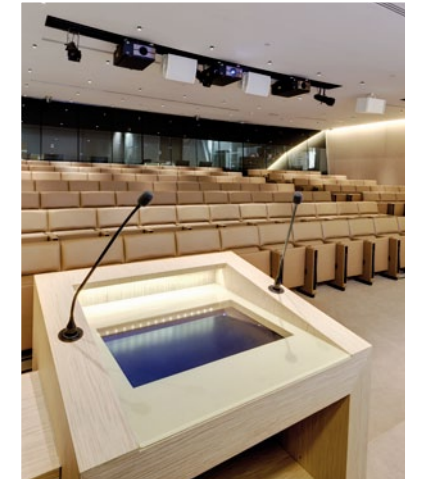
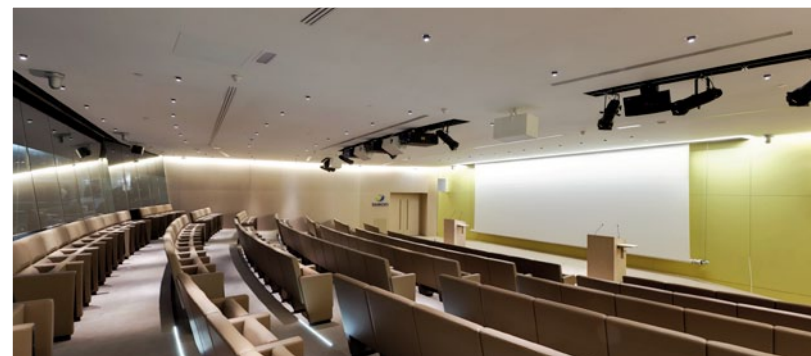
Genedis integrated collaborative communication tools in the IEC premises in Gennevilliers and consequently played an active role in its modernization. Numerous meeting and videoconference rooms were designed and equipped by Genedis.



Genedis pour IEC

Sanofi

This year Sanofi-Aventis brought all its world management teams to Paris. The Group placed emphasis on the use of audiovisual and multimedia technologies specific to the service of its local business activities and its image as a large international group. These premises are used by the personnel, the presidential offices, the executive board, the main Sanofi-Aventis management departments, and their visitors. Audiovisual integration included the reception lobby and reception rooms, areas in the presidential and executive board offices, the courtyard and atrium, the auditorium, meeting rooms, Boardroom, catering area, a television studio and signage for both interior and exterior areas. Work on the site lasted 10 months. IEC's added value consisted in the automation of audiovisual equipment and the combination of technical knowledge shared between IEConnecting People-Genedis and IEC for the videoconference facilities.





For us, too, the cases are treasured objects. They each have a story to tell.

IEC Events, *20 years' experience in events organization*

Every year, the company invests 2 to 3 million Euros in audiovisual facilities in order to provide its clients with perfect quality services.

From the very beginning of video, analog sound and stage and set lighting, IEC has been using cutting-edge technology for events. IEC has passed on to IEC Events 20 years of experience and the culture of the different trades involved in events organization.

The experienced and permanent members of staff at IEC Events are experts in all the technical skills and know-how. This makes IEC Events a reliable partner for events organized in France and abroad, whatever the scope, complexity and duration of the project.

Every year, IEC Events makes substantial investments which enable the company to provide its clients with the latest technologies in event organization.

Frédéric Redondo
Director IEC Events Paris

IEC Events

An obligation to achieve a specific result

Interview with Catherine Ruadel,
IEC Events Marketing Communications department, March 8, 2012.

Catherine, can you tell us what your counterparts and clients expect from IEC Events when they organize events?

For our clients, an event is part of their marketing and communications strategy and is often allocated a budget all of its own. It is an important and unique moment that should be memorable for the guests. The client's image is therefore at stake and nothing must disrupt the planned scenario or interfere with the anticipated results.

IEC Events teams are therefore subject to an obligation of immediate and necessary success, without having the possibility of any remedial course of action.

This obligation on the part of IEC Events also applies to the communication agencies who call upon the company for assistance in finding and setting up technical solutions to achieve their creative and original projects. IEC Events is an expert providing advice to its client for the success of their project. The events business takes place "live" and everything must run smoothly and with perfect timing.

What is more, an event is no longer disseminated only on the site itself, or pre-recorded for later broadcast on the television. Today, events are broadcast live on all types of media, whether on Internet or the television.

Why can IEC Events be considered THE service provider to choose?

Thanks to its 20 years' experience and in addition to its proven technical know-how, IEC Events offers its clients the reassuring ability of being able to resist stress during live broadcasting and a capacity to react quickly in all types of situations, constraints and contingencies, whatever nature they may be – technical, architectural, meteorological ...

Moreover, the selection of services that we have chosen to present in the following pages will demonstrate the scope and scale of the events in which IEC Events participated and how we are able to meet very varied requests and broadcast live events, such as sports meetings, events with VIPs, cultural events, tele-reality programs and even conferences and general assemblies.



Catherine Ruadel
Marketing communications department

IEC Events

Swatch girls

Women's surfing competition on the Basque Coast.

The Swatch Girls Pro France competition at Hossegor-Seignosse attracts the best women surfers on the ASP world circuit. Radical surfing, precise techniques, the competition is always tight among the most talented and beautiful athletes riding the mythical waves at Hossegor Seignosse. An incredible 100% female show! IEC Events filmed the event, and also handled the editing and broadcasting of images on a giant screen and streaming.



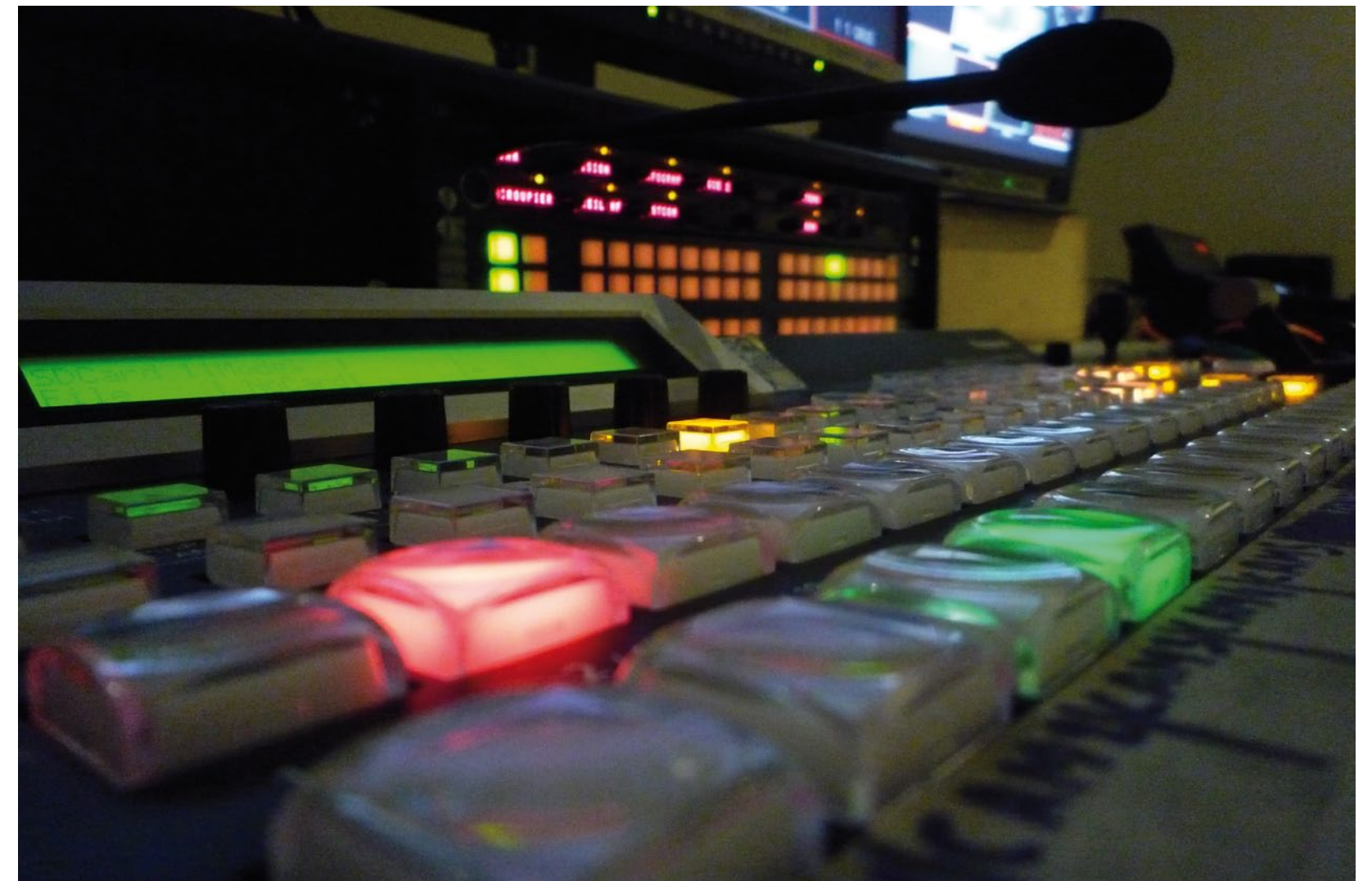
IEC Events

Maison du bluff

tele-reality show

IEC Events has been Kawa Production's partner for the last two seasons filming the program broadcast on the NRJ 12 television channel. Last year filming of the tele-reality program took place in Marbella: for over 2 months, 8 girls and 8 boys lived together and confronted one another around the poker table.

IEC Events provided a comprehensive service by making available a 4-person team and rolling out a set and control room, 6 cameras, 7 editing rooms to provide daily and weekly best moments. The house was equipped with 24 turret cameras which provided images for rebroadcasting on the web.



IEC Events *City of Toulouse*

IEC Events places filming resources at the disposal of the city of Toulouse for the shooting of their Culture and Arts magazine program, "Toulouse Buissonnière".



Here the program is being filmed in the Château de la Reynerie.

IEC Events *International Show Jumping in Bordeaux*



IEC Events *Metro*

S'CAPE Evènements organized Halle Freyssinet for its client Metro in Paris, an event that brought together 1,500 people.



IEC Events *in Marseille*

The agency Diola called upon IEC Events for its audiovisual requirements for the event organized by its client EDF on October 4 and 5, 2011 at Palais du Pharo in Marseille. IEC Events rolled out a giant Spyder screen measuring 14 meters x 4 meters, a 5-camera filming unit and all the necessary sound and lighting logistics.

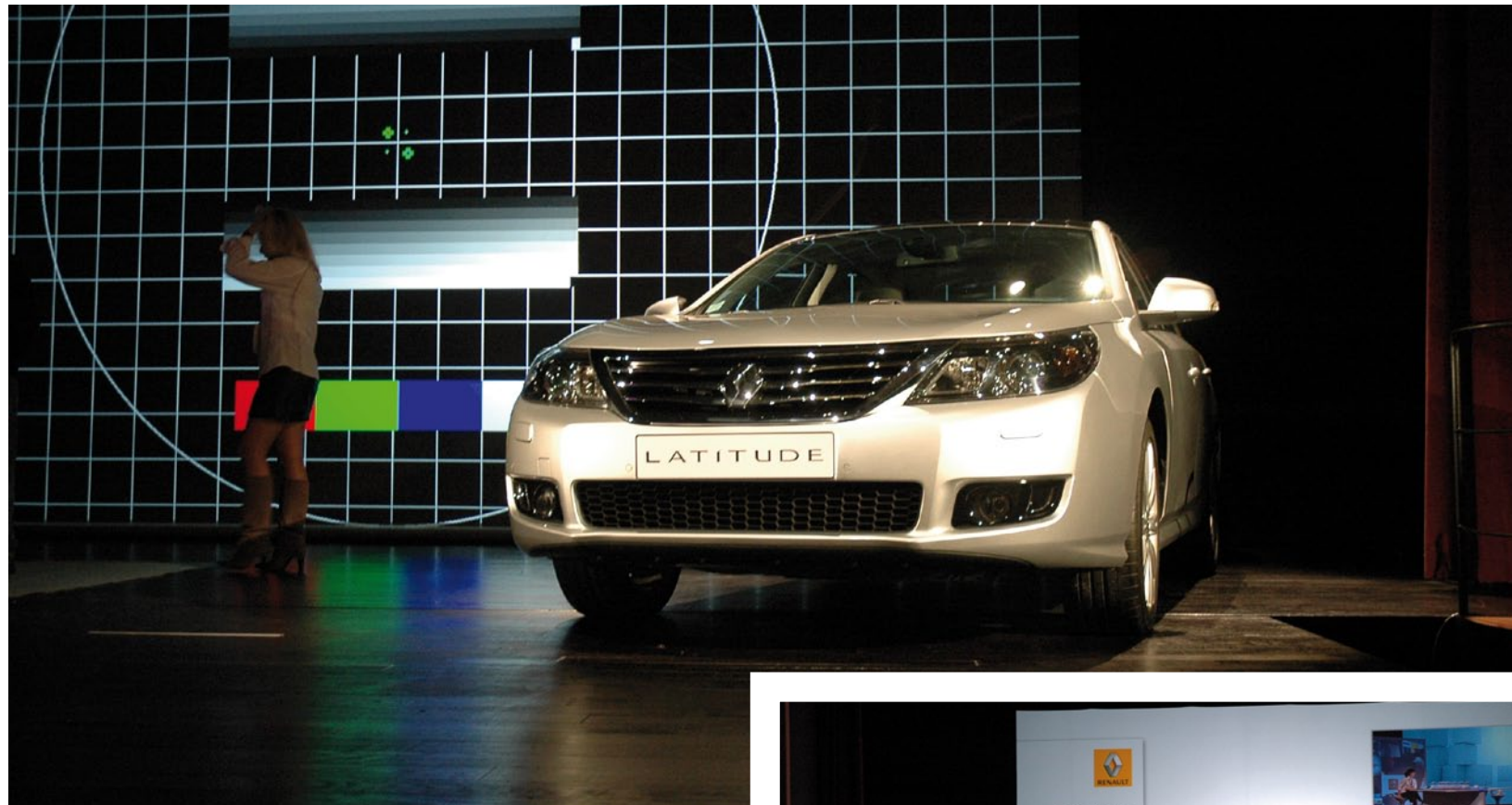


IEC Events *IFB Convention Akerys Group*



IEC Events *In Cité*

IEC Events provided audiovisual services for the communications group In Cité for the presentation of the new Renault to concessionaires and garages. This event took place in the Palais du Grand Large in Saint-Malo.



IEC Events *in Lille*

Commemoration of the 30-year anniversary of the election of François Mitterrand.

The 30-year commemoration of the election of François Mitterrand took place in the presence of Martine Aubry, Pierre Mauroy, Edith Cresson and Daniel Percheron at the party's Nord-Pas-de-Calais regional headquarters on May 21, 2011.



IEC Events *Valparaiso*

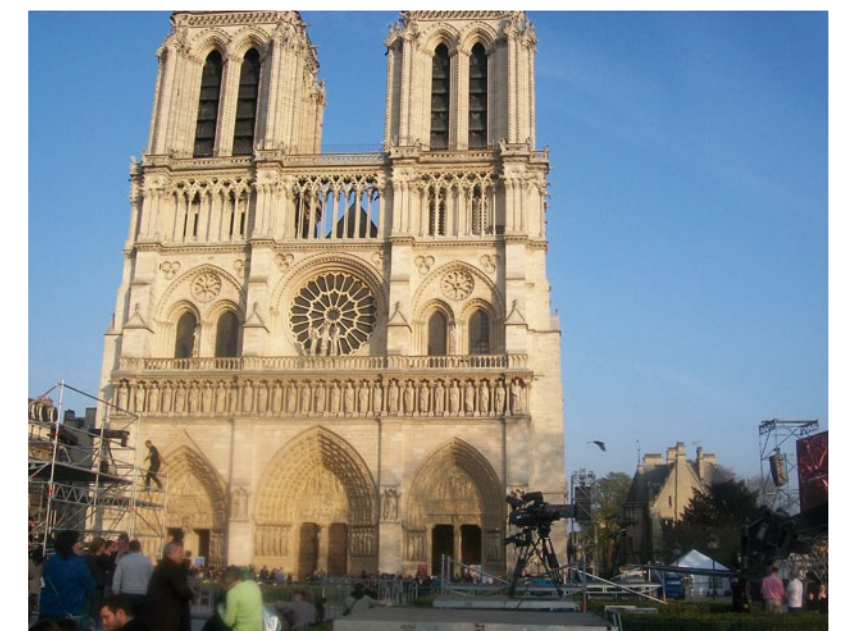
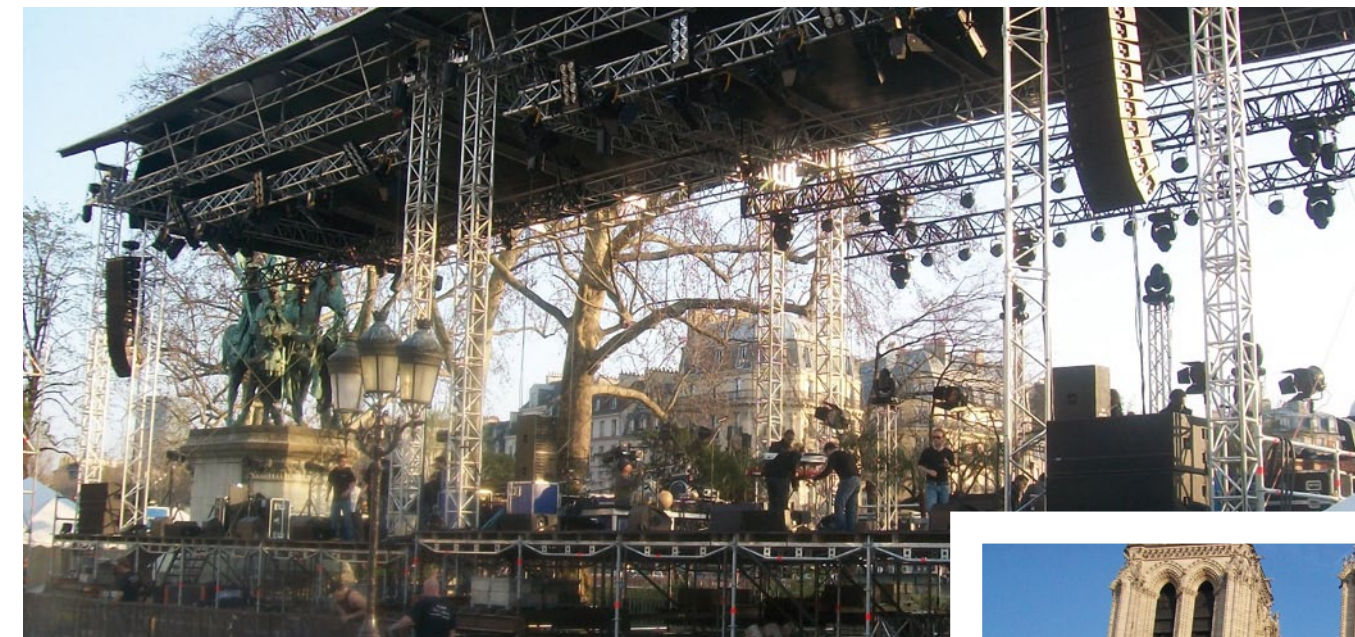
The basketball match which took place at Nanterre's Palais des Sports between Nanterre and Dijon was broadcast on a giant screen.

In addition to the audiovisual facilities, IEC Events also provided a 10-person team to ensure the smooth running of this operation.



IEC Events *KTO*

KTO broadcast the meetings organized in Paris by the Vatican between believers and non-believers.



Several prestigious locations provided the setting for these meetings, such as UNESCO, the Académie Française, the Collège des Bernardins and the Sorbonne.

IEC Events participated in the Sorbonne meeting by ensuring the filming and broadcasting of the debates with a unit of 3 SD cameras set up on site from 6.30am for live broadcasting at 9am.

A concert was given on the forecourt of Notre-Dame Cathedral to close the meeting. IEC Events deployed an HD video truck with 7 cameras and a Litecam (for fluid shots). This set-up enabled a triple project to be carried out: filming in the Cathedral with live broadcasting on KTO Television, broadcasting on giant screens near the scene and, finally, recording in the production truck. A 14-person team working over 2 days enabled the equipment to be installed and this event to be filmed and broadcast.

IEC Events *Pacific Games*

IEC Events Paris rolled out major technical means and human resources for its client France Télévision (Nouméa Première) for a one-month total immersion mission.



A 20-strong team: 6 cameramen, 2 directors, 4 sound engineers, 2 equipment chiefs, 2 production managers, 3 slow motion operators and 1 IT network manager assisted the France Télévision teams in Nouméa. IEC Events provided and deployed 3 mobile production units each with 6 cameras:

- one for basketball,
- one for athletics,
- one final control room to regroup signals from remote sites and ensure the continuity of the program.

IEC Events Cannes Film Festival

During the Cannes Film Festival, IEC Events made teams and filming units available to various French and foreign television channels (France 2, RAI, Gale Force TV, CFRT). Moreover, IEC Events equipped and operated the multi-camera TV set for BFM TV (3 cameras, lighting, set decoration).



IEC Events Mionnay Golf Club

IEC Events Lyon assisted in the inauguration of GolFlower™ in Mionnay (Ain): a new and world-first concept in training centers (170 covered practice stations, fitness training room, mini amphitheater, seminar room, children's nursery, pro-shop, two of the latest simulators).



The event was filmed and broadcast on a giant screen thanks to the technical means rolled out by the IEC Events Lyon technical team.

IEC Events *Reims Cathedral*

Reims celebrated the 800-year anniversary of its Cathedral.

Listed as a world heritage site by UNESCO, Reims Cathedral celebrated its 800th anniversary in 2011. During the ceremony that brought together numerous VIPs inside the Cathedral, IEC Events recorded and broadcast the images live on giant screens set up in the ambulatory and on the square.



C2M Intelware

A benchmark audiovisual wholesaler

A team, a site, a guide, audiovisual for the professionals.

- ▶ A team of specialists available and ready to act quickly in providing answers to issues faced by audiovisual professionals.
- ▶ The comfort of an on-going relationship with clearly identified contacts who share an appetite for service and enthusiasm for their trade.
- ▶ A network of sales engineers in the region to assist and inform our clients.
- ▶ Logisys Quiétude and Logisys hotline: an enhanced Intelware offer for after-sales service and support hotline.
- ▶ Several thousand, continually renewed products to be viewed and ordered 24/7 on the website intelware.fr

Intelware only provides its expertise to audiovisual integration professionals and those working in hospitality management and education.

Intelware is the acknowledged partner of major worldwide manufacturers of audiovisual equipment. With over 35 brands, 13 product families (TV screens, monitors, video-projectors, visualizers, video-conference systems, etc.) and over 2,000 references, Intelware pledges to anticipate and satisfy its clients' needs.



Yvick de Fouchier
CEO

C2M Intelware



Marc Ampola
Sales Director

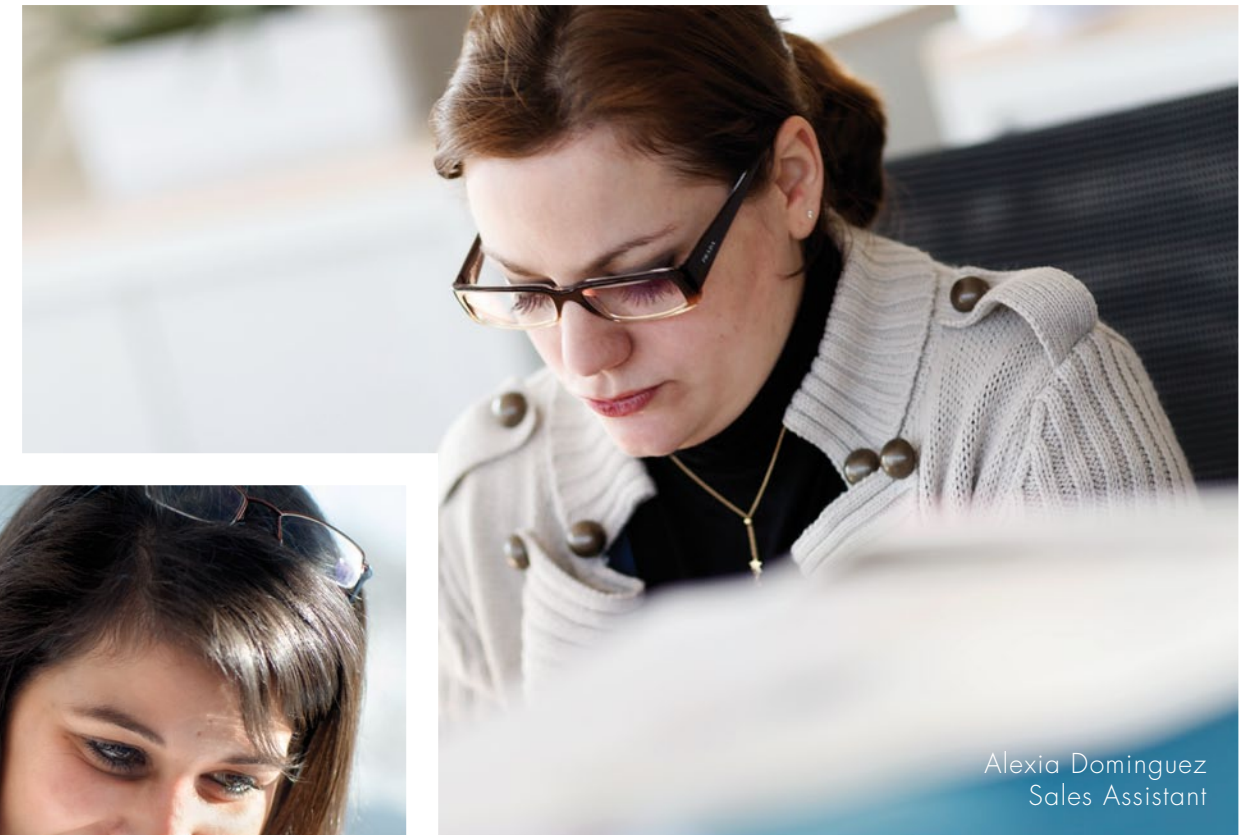
"The Intelware advantage? Being able to combine tradition with modernity".

Tradition: through the presence of experienced and reliable sales engineers in the field; through the maintaining of a paper catalog with selection tables and multiple illustrations; through a regular "What's new"; through participation in professional trade fairs (Educatec 2011); organization of "Kick Off" events in different regions ; open days and product promotions.

Modernity: through major drives on the web, a single link for detailed information on all the products in the range; through regular sending

of informative and promotional e-mails (over 400,000 e-mails sent in 2011); through strict clientele segmentation thanks to efficient management tools.

Intelware maintains local and multi-skilled services, qualities which are essential to assist the development of the company's clients. In 2011, Intelware unveiled its new head office: a modern and bright building with large open-plan offices that facilitate exchange, circulation and welcoming all comers.



Alexia Dominguez
Sales Assistant



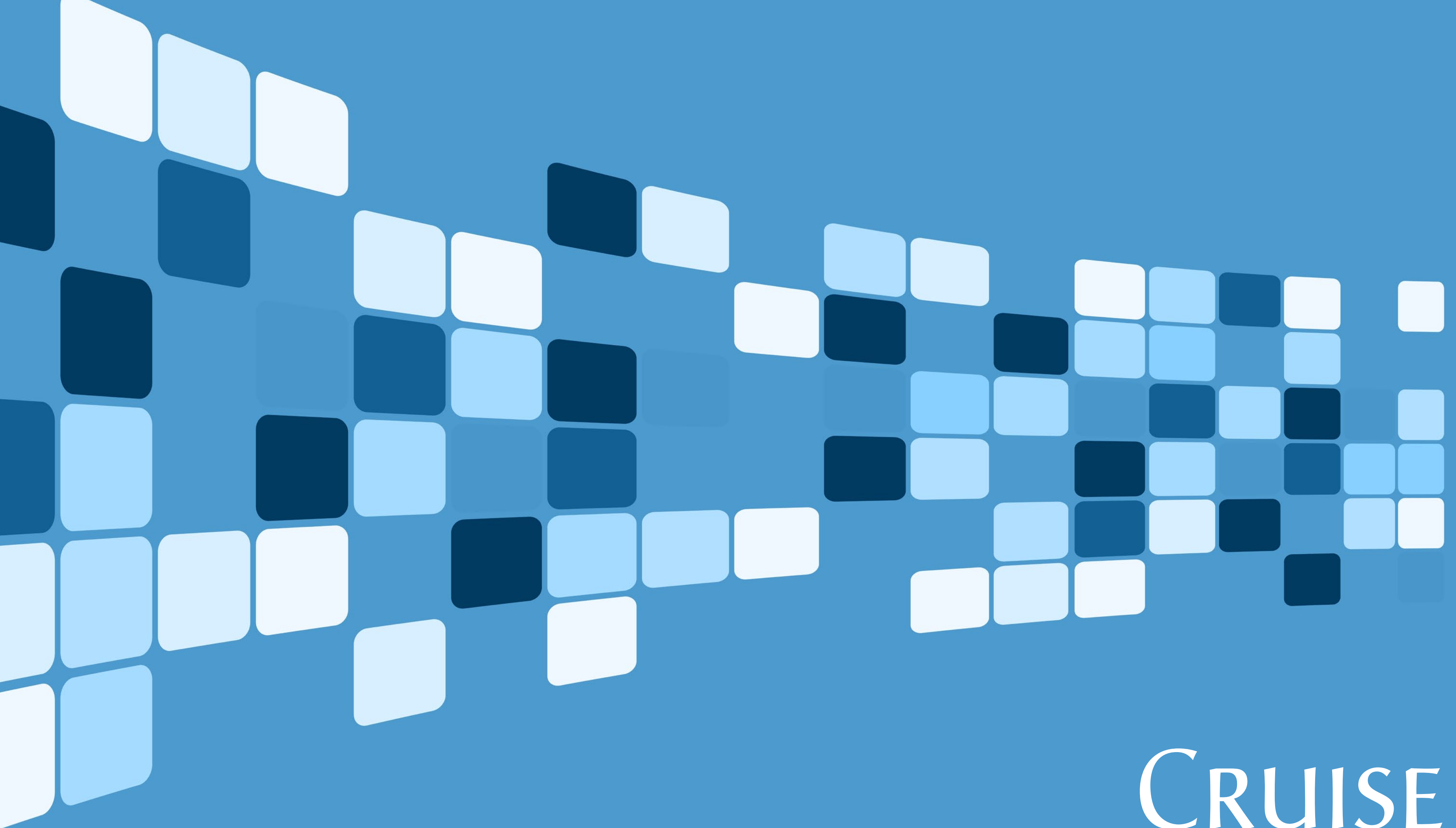
Virginie Da Costa
Sales Assistant



Thierry Mestre
Database Manager



Samar Guedouar
Sales Administration



CRUISE

HMS

HMS designs and rolls out audiovisual systems on board cruise ships. In order to accommodate the numerous technical constraints imposed by shipbuilding and navigation, HMS has, over the past 30 years, been able to develop technical expertise beyond compare in this niche business.



Franco Zini
Director Europe

Bruno Amaro
Financial director

Alain Cotte
Chairman

Christophe Grignon
Director U.S.A.

HMS *Costa Favolosa*

General features

GT: 114,500 t

Length: 247.7m

Molded breadth: 35.5m

N. cabins: 1,500

Capacity: 3,780 pax

Crew: 1,110



The COSTA Favolosa, the 15th ship in the Costa fleet, was handed over on June 30 by Fincantieri to Marghera and launched in Trieste on July 2, 2011. According to Costa: "... The new ship is a magical place, truly a contemporary enchanted floating castle that combines to perfection the atmosphere of a fairy tale with high-tech amusements."



HMS *Costa Favolosa*



HMS rolled out its technical know-how and creativity in the integration of audiovisual facilities and LED architectural lighting systems in all the entertainment areas.

List of areas equipped by HMS:

- ▶ Main show Lounge
- ▶ Restaurants
- ▶ Card room
- ▶ Library
- ▶ Disco
- ▶ Piano bar
- ▶ Dance Lounge
- ▶ AFT Lounge
- ▶ Magrodome
- ▶ Children's Room
- ▶ SPA
- ▶ Casino
- ▶ Chapel
- ▶ Grand bar
- ▶ Tavernetta
- ▶ Multifunctional & Meeting room
- ▶ Cigar
- ▶ Bar
- ▶ Atrium
- ▶ Video Games
- ▶ Chocolate bars
- ▶ Crew mess rooms
- ▶ Race car bar
- ▶ Golf Simulator...

Carnival Magic ^{HMS}

April 27, 2011

... is the date that the latest in the Fun Ship series was handed over. The Carnival Magic is the sister-ship of the Carnival Dream cruise liner. Placing the spotlight on the highest standards of technology and passenger comfort, the new ship combines the majesty of its impressive size with an ultra-modern and attractive design thanks to the integration of cutting-edge technical solutions.

Carnival Magic offers its passengers a large range of entertainment and shows that bring together singers and dancers and sophisticated special effects. HMS is very proud to have contributed to the success of this project through the design, installation and integration of entertainment and local radio-broadcasting systems throughout the ship.

The architectural lighting system was also part of the services provided by HMS. This project is the result of collaboration between HMS and Traxon and uses LED RVB technology. Low energy consumption, high durability and the ability to generate a spectrum of different color effects are just some of the advantages offered by this new LED technology.

General features

Class and type: DREAM CLASS

GT: 128,500 †

Length: 306.02m

Beam: 37.19m

Decks: 14

Speed: 22.5 knots

Capacity: 3,646 passengers + 1,367 crew

N° cabins: 1,845



Carnival Magic ^{HMS}



Areas equipped by HMS

1. Main Show Lounge
2. Forward Dining Room
3. AFT Dining Room
4. Library
5. Dance Club
6. Gran Bar Piazza
7. Piano Bar
8. AFT Lounge
9. Lido pool
10. Upper Lido Restaurant
11. AFT pool bar
12. Children's room
13. Health Club
14. Sport Square
15. Casino & Walkway
16. Crew bar
17. Crew Training Rooms
18. Crew Mess Room
19. Conference Rooms
20. Club 02
21. Supper club/ SKYlight
22. The Cigar bar – Quiet bar
23. Atrium
24. Circle C
25. Irish Pub

HMS *Seabourn Quest*

On May 28, 2011 in Genoa, the naval shipyard, T. Mariotti, handed over the "Quest Seabourn" to the shipowners, Seabourn, (the upmarket brand of the Carnival Corporation Group). This is the 3rd ship to have been built for this client, the first two being the Seabourn Odyssey (June 2009) and the Sojourn Seabourn (June 2010).

The official launching ceremony was held in Barcelona on June 20, 2011 and then the ship set off on a 14-day voyage to Athens.

Like her sisterships, Seabourn Quest combines the most advanced cruise liner technologies with the finishings and elegance of a yacht. These ships have four dining rooms and 6 bars and lounges. The Grand Salon is an adaptable space that may also be used as a theater, ballroom, discotheque and a day-time conference room.

HMS participated in the design and integration of entertainment systems including the lighting, audio, video and stage machinery systems on board the ship. The areas equipped are the main lounge, a second lounge, an observation room, bars, restaurants, a spa/gymnasium, the swimming pool deck, discotheque, atrium, cabins and the crew and officers dining rooms.

Entertainment is everywhere!

Furthermore, HMS designed and integrated background music broadcasting via Cobra Net. To guarantee onboard safety and network functionality, 2 HP switches were installed, one in the theater, the other in the broadcasting control room; they were interconnected using fiber optics.



Harbour Marine Systems *Maasdam*

The *Maasdam* in the Holland America Line underwent a complete makeover in April 2011 in Freeport.

The 1,258 guests on board the *Maasdam* will now be able to enjoy all the new high-tech equipment, the furniture and bathrooms installed in the cabins. Twenty-nine new cabins have also been added to the *Maasdam* during the refit and 16 cabins have been converted into Spa cabins. The casino was redesigned, as was the main show room. Harbour Marine Systems was chosen to provide all the audiovisual services while the ship was in dry dock.

General features

Class Type: S class
Built: 1993
GRT: 55,000 t
Length: 220m
Beam: 30.8m
Decks: 10
Capacity: 1,258 pax
Crew: 580

Harbour Marine Systems *MS Volendam*

The general themes on board the *Volendam* are flowers and floral displays. The passengers can use a huge library, an impressive atrium on three floors with an elegant sculpture by Luciano Vistosi, inspired by the myriad of atmospheres and in all the colors of a kaleidoscope. The numerous places used for daily entertainment include a preparation and tasting kitchen (wine included). Microsoft digital workshops will show you how to make a DVD of your cruise and to create your own web page and blog. Evening entertainment includes eight bars, a discotheque, two cabaret rooms, Broadway productions in the Show Lounge. A wide variety of onshore excursions can be reserved at reasonable cost. Sports facilities include two swimming pools, two hot tubs, tennis courts, a jogging track and Spa area with beauty parlor. The HAL Club is on hand to entertain the 3 to 12 year-olds, and the Loft and Oasis Clubs are reserved for teenagers.

In service since 1999, refitted in 2006, the *MS Volendam* was in dry dock between March 31 and April 14, 2011. HMS was called upon to integrate the audio systems, stage machinery, lighting and a motorized fiber optic curtain in the main lounge.

General features

Class and type: R class
Built: 1999
GRT: 60,890 t
Length: 237.7m
Beam: 32.2m
Decks: 10
Capacity: 1,432 pax
Crew: 647

Harbour Marine Systems *Amnesia*



Miami Beach, FL – October 21- 22, 2011

This is the day on which the legendary night club “Amnesia” reopened its doors at South Beach. Over 2,500 people joined in the night-time inauguration party. The fully renovated Amnesia is situated in the same place as the original nightclub that closed in 1993.

“Amnesia Miami” highlight:

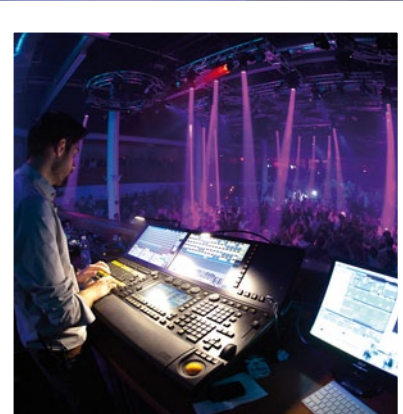
“The all-new Amnesia Miami introduces the unimaginable. With over 26,000 square feet of multi- leveled internal space, the venue’s all-white interior delivers an avant-garde dimension of technology never seen before. Over 150 intelligent lighting fixtures and a full Funktion-One sound system trigger the ambiance for Amnesia’s main stage, composed of five grand-format LED screens with programed moving capabilities. For those seeking luxury, the space offers 70 VIP tables, 2 private VIP sections, and the 2nd floor mezzanine, all systematically placed around Miami’s most organic dance floor. Amnesia Miami is the first-ever realization of the dreams living inside the mind of the music artist, his fans, and the elite society. An additional feature available for the artists performing at Amnesia will be a custom-designed recording studio underneath the stage, available at all times before and after the shows.” Source: Clubvibes for full events list please check out the Amnesia Miami website: www.amnesiamiami.com

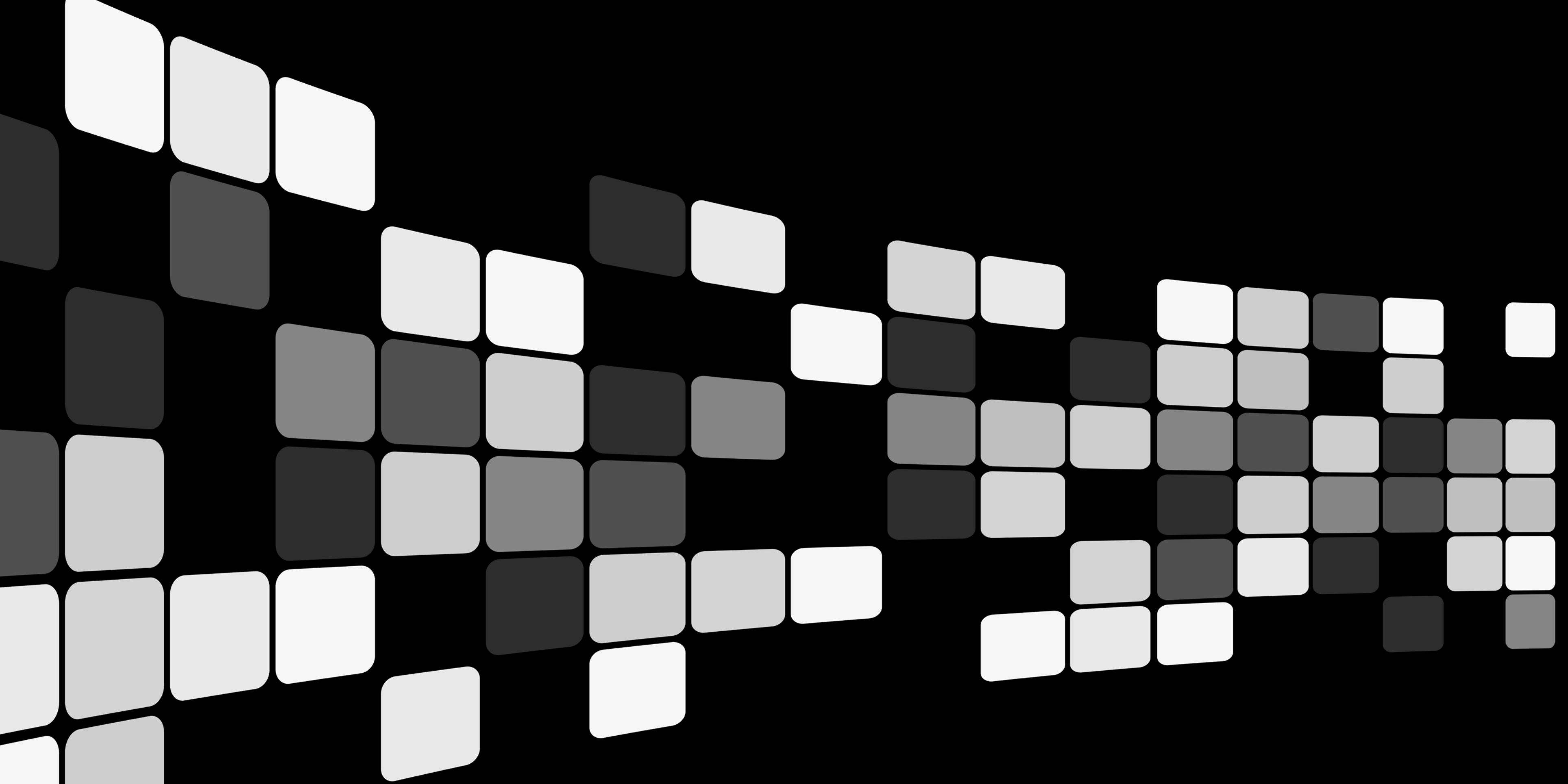
HMS *Amnesia*

First operation
in the corporate
world.

HMS was chosen to develop all the public address, lighting and security systems. The objective was to control the mechanical, electrical and lighting effects from a single station to create a magical and benchmark venue in Miami Beach.

Harbour Marine Systems was behind the roll out of the different Group professions in Miami for its first Corporate "operation".





BROADCAST

Interview Thierry Pouget

At Épinay-sur-Seine, January 10, 2012.

What is behind the creation of the "Broadcast" sector within the IEC Professionnel Média Group?

As far as Group companies that have an identical type of clientele are concerned, it is a question of producing a new and totally integrated offering based on the pooling of skills and expertise.

In this case, nothing has changed on a daily basis for companies in the sector as each company retains its offering and business. On the other hand, we have offered our clients a supplementary layer with broader offerings and services and thus meet the demands of the current market.

This hub has just been given a name and will be officially launched at our next trade show. It is called "PREVIEW GLOBAL MEDIA" and forms a hub of pooled skills and expertise from the following companies:

- ▶ Cap'Ciné: specialized in the rental and sale of technical resources and services for post-production.
- ▶ Qualtech: after-sales service provider for constructor clients and professionals in the field of broadcasting who seek to optimize their operations and track repairs to their stock of equipment.
- ▶ Finally, there is Preview GM System, integrator of audiovisual systems and solutions in the construction of permanent and mobile production control rooms.

I recall that in 2008 you sold your company Preview GM System to the IEC Professionnel Média Group. What is your assessment, having now spent a few years within the group?

From a personal point of view, it has been very positive. I gain intellectually from being in contact with other people within the Group. They give me another insight into Preview and my job that is extremely interesting. I also share common values with the other Group employees and that is very important for me.

As far as Preview is concerned, belonging to a group has enabled the company to broaden its horizons, to be more robust and to reassure clients who entrust us with contracts worth several million Euros.

On that subject, how has Preview developed since 2008?

It's difficult to reply in a single sentence. I am more inclined to qualify my answer in relation to different aspects:

From the point of view of "image", it remains excellent. I even hear sometimes that the company is a model, but I remain cautious and humble on this subject. Things can change very quickly and nothing should ever be taken for granted.

From the point of view of "quality" (organization, method, finished products, etc.), Preview has always been a service provider with very high quality standards.

This pursuit of Quality continues, even though it is sometimes difficult to promote its fair value among clients.

From the point of view of "strategy", the company has leapt forward! Since joining the Group, along with Alain Cotte, we have totally rethought Preview's strategy and the company is undergoing great changes. In 2008, we chose to develop a new offering called "solutions" that addresses Broadcasting professionals and provides them with archiving solutions and the interoperability of their equipment. Preview's success lies for the most part in its strength of innovation and its ability to offer its clients the best technology, entirely independently from the manufacturers.

From the "financial" point of view, the figures speak for themselves. Preview has pursued its development, and has done so intensively despite the economic crisis of the last few years.

To sum up, I would say that Preview is becoming increasingly robust, undergoing transformation and experiencing a transitional period in its history.

How do companies in the "Broadcast" hub differ in relation to the competition? What are your strengths?

Quality, Innovation and Service. Clients in the broadcasting sector are very demanding, but also very loyal professionals. We are not allowed to make any mistakes in the services we provide, of any nature whatsoever, and our strength lies in providing our clients with round-the-clock services 7 days a week. We must also convince other clients to choose our offering and this requires a great deal of energy and perseverance.

What is the outlook for 2012?

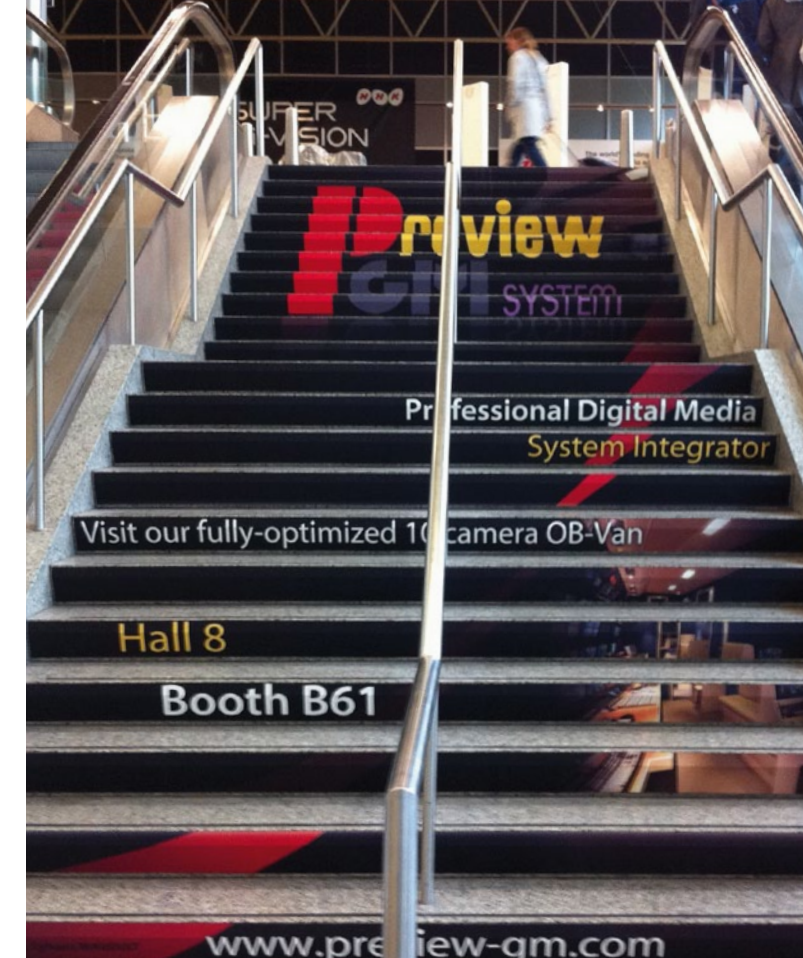
Good, I would even go as far as saying very good. Our visibility is rather good in the 3 companies, 2012 has started well and as for permanent and mobile production control rooms, we are responding to very large tenders for completion in 2012.



Preview GM System *Ability and liberty*



Virginie Barre
Administrative and financial manager
Preview GM System



Preview GM System is an engineering and construction company providing permanent and mobile professional television systems.

The company deals with:

- ▶ The design
- ▶ The manufacture
- ▶ The integration of turnkey professional systems

Design and engineering is carried out by 18 engineers and technicians who have substantial CAD resources at their disposal.

The manufacturing division employs the best specialized cable layers in the field, some of whom are part of the permanent staff (10 assemblers/cable layers); others are from sub-contracting cable laying companies or temporary personnel. The personnel are supervised by a manufacturing manager, site manager and team managers. Integration is handled by 3 mechanics and 3 joiners.

The association of highly skilled teams and modern design resources has enabled Preview to gain a solid reputation and to benefit from a reliable corporate image in the eyes of the major names in the world of professional television that form the company's list of references.

The bedrock of Preview lies on two closely linked concepts:

- ▶ Ability
- ▶ Liberty

These are the hallmarks of Preview and the company's "approach to life".

Any engineering involves ability; any design implies a liberty of choice.



Rudy Touraine
Cabinet maker

GM Preview System Profile

Strategy

In contrast to its competition, rather than being an equipment manufacturers' integration department, Preview is a full-fledged engineering company. Freedom is at the core of Preview's expertise.

With skills to match those of the manufacturers, Preview endeavors to select the best products on the market with the best quality price ratio whilst meeting the client's specific needs.

Over the years, Preview has trained new employees in order to be able to call upon all the trades necessary for the design and manufacture of systems within the company.

Research and development

The development of tools, products and software adapted to the professional audiovisual sector, not already existing on the market (special monitoring, signage, control and alarm display, rackable mechanics, etc.).

In 2006, Preview designed a range of technical furniture and provided multi-purpose and customizable consoles. Highly refined design, ergonomic features and innovative solutions have been found in order to facilitate wiring, equipment integration, maintenance and modularity.

Made using laminated wood, solid wood and aluminum, the particularity of these consoles is the combination of standard structures with modular metal legs and racks and adjustable, customized features thanks to their wooden work surfaces and metallic racks to house specific equipment.



Preview GM System

A 2,000m² integration platform for client acceptance of works in actual size.

Our integration platform includes:

- ▶ a cabling and general integration workshop covering 1,500m²
- ▶ a 300m² mechanical workshop
- ▶ a 250m² joinery workshop
- ▶ a 50m² painting booth

The size of the platform enables chosen solutions to be rolled out for systems to be integrated in actual size before proceeding with site installation.

In order to ensure that the broadcasting systems are rolled out within the briefest possible lead times, it is necessary to anticipate the implementation and precise configuration of control elements.

It is with this in mind that our integration platform was designed, in order to provide the best support for essential operations for implementing broadcasting projects:

- ▶ Integration of chosen system on scale 1
- ▶ Preparation of cable strands in compliance with site surveys
- ▶ Preparation of networking
- ▶ Preparation of roll-out material (assignment log, labeling, etc.)
- ▶ Carrying out all interfunctioning tests between the different systems
- ▶ Checking that functional compliance of the chosen solution meets market requirements. With regards to this aspect, an acceptance operation (functional validation) is carried out on this platform in the presence of the client and the project manager. This enables final acceptance operations to be planned that will only relate to the technical validation of the solution's smooth functioning.



Herminio Gaspard
Technical Director

Jean-Pierre Hémon
Manufacturing Director

Preview **GM System**

FGC

For its representative in Saudi Arabia, FGC, Preview designed and developed a mobile television truck production unit to satisfy the requirement of the Ministry of Culture and Information.



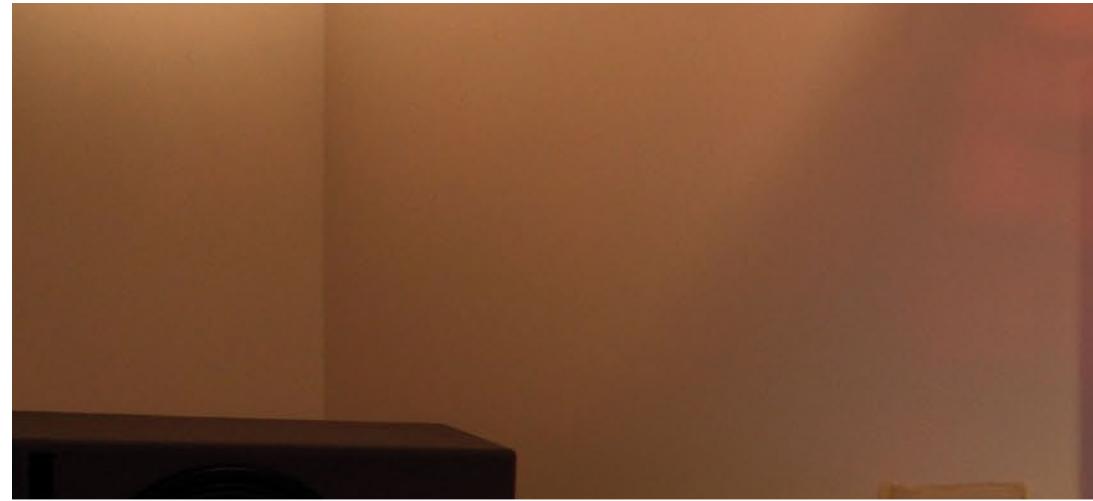
Preview **GM System** *RFO*

Preview won the tender put out by RFO for the design and manufacture of a DSNG (digital satellite news gathering) vehicle for use in French Guiana.



Preview **GM System**

Preview developed control room 1 for ITV in their premises in the Montparnasse quarter.



Cap'Ciné

Leader in services for post-production professionals.

The company is the French leader in the rental and sales of non-linear editing systems, special effect stations and audio mixers, as well as many video and audio broadcasting materials. These digital post-production systems are used in cinema, television, communication, advertising and institutions. Cap'Ciné is positioned as a key player in "Flow" programs. Post-production is part of the audiovisual production process of motion pictures, television programs, radio programs, advertising, videos, sound recordings... Performed after the actual end of shooting and/or recording of the completed work, it brings to completion all stages of production.

It is, in fact, many different processes grouped under one name. These typically include editing images, recording the soundtrack, adding visual special effects, data transfer and storage, etc.



Cap'Ciné

Rental of postproduction technical tools relies on an array of system solutions adapted to professional broadcasters' needs (TV channels, Service suppliers and Institutions).

This mainly includes AVID editing and mixing systems and peripherals such as video recorders, monitors and equipment reserved for centralized storage.

Distribution and integration of postproduction video and audio solutions as well as their associated services (workflow design, support plans...) is another of the company's lines of business. The installation and configuration of editing solutions are very advanced with Workflow and Media Asset Management systems.

With the recent acquisition of Timecode Services, Cap'Ciné has consolidated its business activity renting top-of-the-range digital video-players and has broadened its client base to include digital cinema by offering a comprehensive range of services. Cap'Ciné is developing a new service offering including user training, workshops and a test platform for constructors.



Cap' Ciné

A highly specialized and demanding environment.

Advice

Cap' Ciné sales and technical teams are acknowledged specialists trained by the constructors to meet the most precise needs of new post-production workflows. Its "Avid Elite Reseller" and "Sony Specialist Dealer" approvals guarantee the highest professional level of project management and implementation.

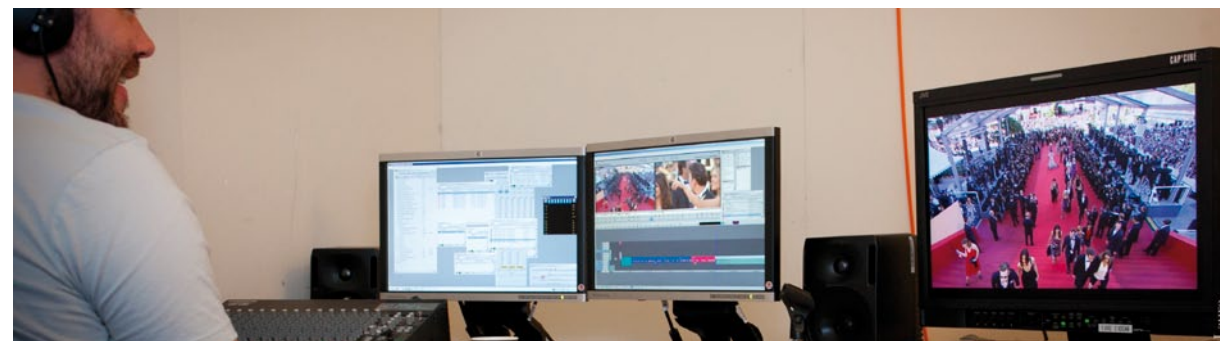
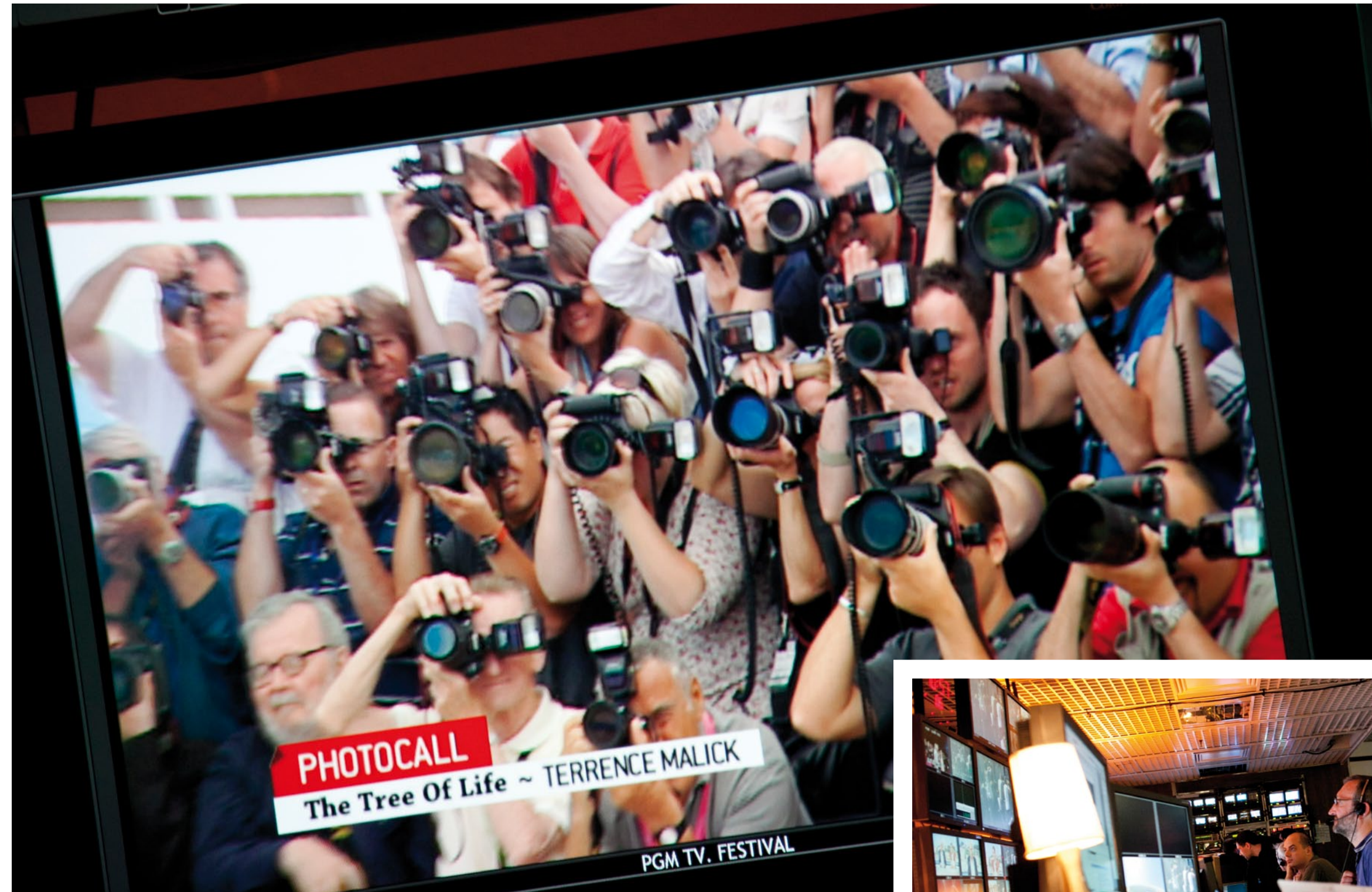
Service quality

All the systems in the Cap' Ciné rental pool, including material and software, benefit from priority support. Assistance and equipment exchanges mean that its clients' production line need never stop.

Assistance and hotline

Cap' Ciné also provides a unique assistance service which is available 24/7.

The team of approved technicians providing this service is capable of operating day and night with remote assistance or, if required, on the client's premises and is able to set up replacement solutions for defective material.



Cap' Ciné Cannes Film Festival



This year, on the occasion of the 64th Film Festival, Cap' Ciné rolled out an exceptional array of 35 Avid MediaComposer systems spread over 7 sites.

For the Grand Journal (KM Prod), the Cap' Ciné teams handled the workflow installation of 8 Avid MediaComposer systems interconnected on a Unity MediaNetwork.

The official Festival de Cannes TV Festival channel had a workflow of 8 Avid MediaComposer systems and 3 Avid Interplay Assist Stations sharing the new 32TB capacity ISIS 5000 storage system. This system was managed with an Avid Interplay software layer that enabled interconnection with the EVS dissemination system and also enabled round-the-clock continuity to be ensured during the 12-day festival.

The 2P2L producer that made the programs "Cinéma, Series and Cies" for Orange Cinémax, also entrusted Cap' Ciné with the installation of a 4 Avid MediaComposer systems sharing an Avid Unity MediaNetwork.

Arte and its magazine program Metropolis were equipped with 5 Avid MediaComposer devices and an Avid Protocols mixing system sharing all the media in an Avid Unity MediaNetwork system.

Morgane Production called upon the services of Cap' Ciné to make a 52-minute film of behind the scenes at the Festival for France Télévisions and used 2 MediaComposer systems and a Unity MediaNetwork.

For L'Oréal, long-time and symbolic partner of the Cannes Film Festival, StoryBox Press produced the content that was uploaded daily to the site "Inside Cannes", providing a veritable audiovisual showcase for the cosmetics group.

Finally M6 set up on the Croisette with 1 Avid MediaComposer for the program "Cinéquin spéciale Cannes" aired on Paris Première and 3 Avid NewsCutters for the 12:45pm and 7:45pm news programs.



Pascal Bisaki & Frédéric Lohner
Directors

QualTech *An appetite for service*

Qualtech provides after-sales service in the audio and visual field. With a team made up of seasoned experts in the latest technologies and state-of-the-art equipment, this structure takes care of all logistical constraints, lead time and repairs of sold equipment on behalf of its constructor clients. Preferred partner of the major audiovisual manufacturers, Qualtech excels in order to guarantee clients optimal use of their facilities.

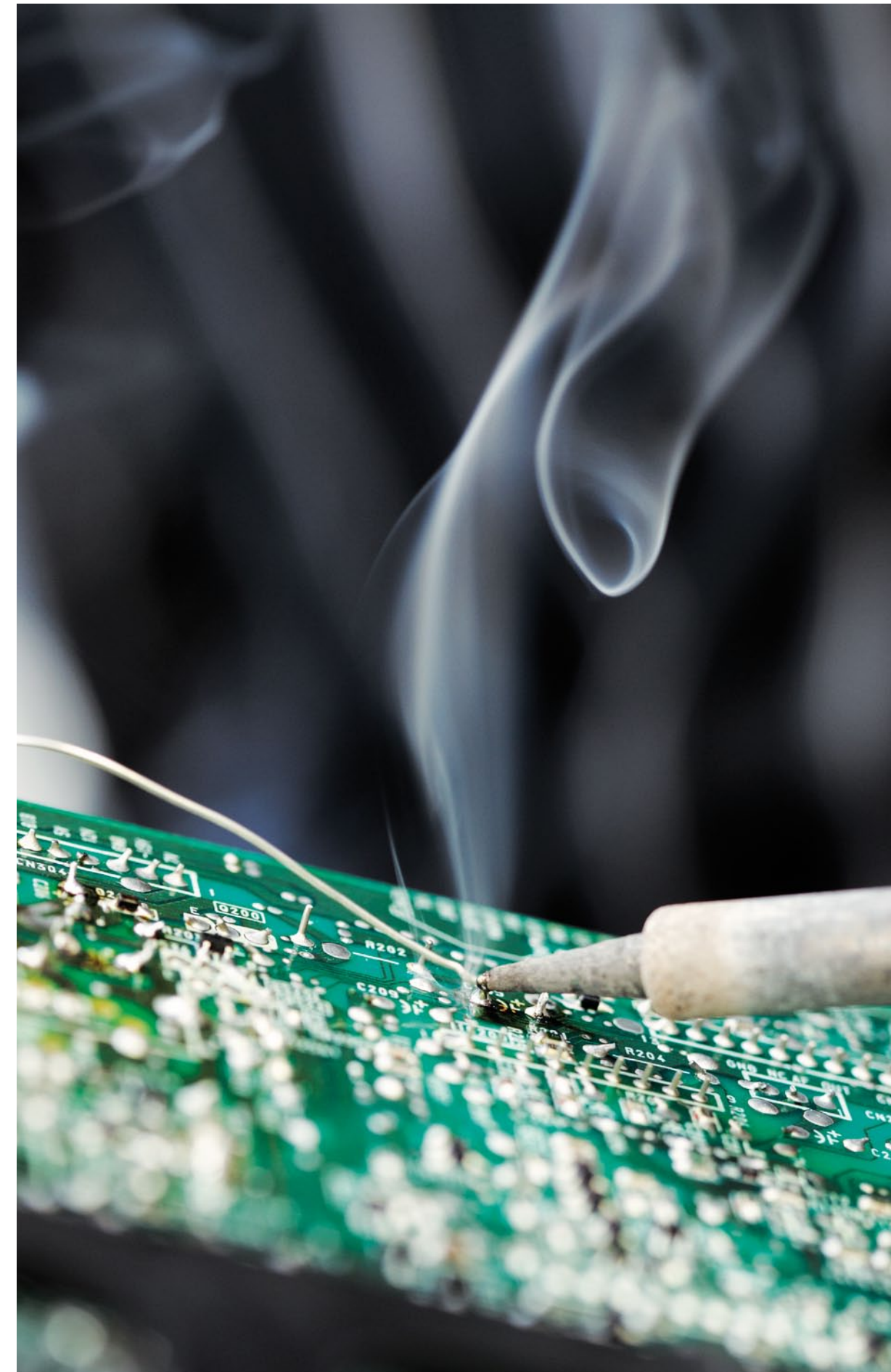
- ▶ Equipment repair and maintenance workshop
- ▶ Equipment update workshop
- ▶ Instrument and facilities maintenance
- ▶ Management and standard exchange monitoring (RMA) with constructors
- ▶ Equipment grading and standardization
- ▶ Preventive and curative actions
- ▶ Audit of facilities and equipment
- ▶ Technology monitoring
- ▶ On-site support
- ▶ Remote control of workstations and servers
- ▶ Management of spare parts stock
- ▶ Hotline service (French / English) 24/7
 - Level 1 for constructors
 - Level 2 for constructors under certification
- ▶ Retail service for spare parts
- ▶ Training

QualTech

An appetite for service

Performance & innovation

Qualtech especially differs from other stakeholders in the sector thanks to the availability of its real time monitoring tool (equipment being repaired, hotline calls and site assistance). This tool, which is accessible via the web, is particularly efficient and innovative; it compels the company to provide a faultless service within particularly short lead times. QualTech commits on a daily basis to the on-going improvement of its services and lead times.



QualTech

An appetite for service



David Peltat
Administrative and technical manager



Emmanuel Poutet
Technical support hotline



Hassan El Aissaoui
Technical support hotline

A proven Quality system:

- ▶ Immediate acknowledgment of call
- ▶ Technical description of the client's request right from the first call
- ▶ SLA management (Service Level Agreement) per client profile and per product type
- ▶ Use of CRM software for call management and monitoring
- ▶ Incident account: an e-mail is sent (if the client is referenced) with ticket number in order to monitor their file
- ▶ Secure server access providing information on the ticket's status and the actions under way to resolve the incident
- ▶ A single contact is appointed to monitor the case
- ▶ Secure internet access (VPN) provides remote support for direct resolution
- ▶ Automatic report (daily, weekly, monthly...) according to the client's requirements per type of product, call, time to resolve the incident, etc.

IEC Professionnel Média

Activity Report 2011

The reference document includes this activity report and the annual financial report for 2011.

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Alexandra Botzke

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