

Investors meeting Fiscal year 2015/2016

Alain DI CRESCENZO

08 November 2016



www.ige-xao.com



Shaping the Future of the Electrical PLM, CAD and Simulation

Agenda

- I. IGE+XAO's highlights for 2015/2016

- II. IGE+XAO's 6 key points

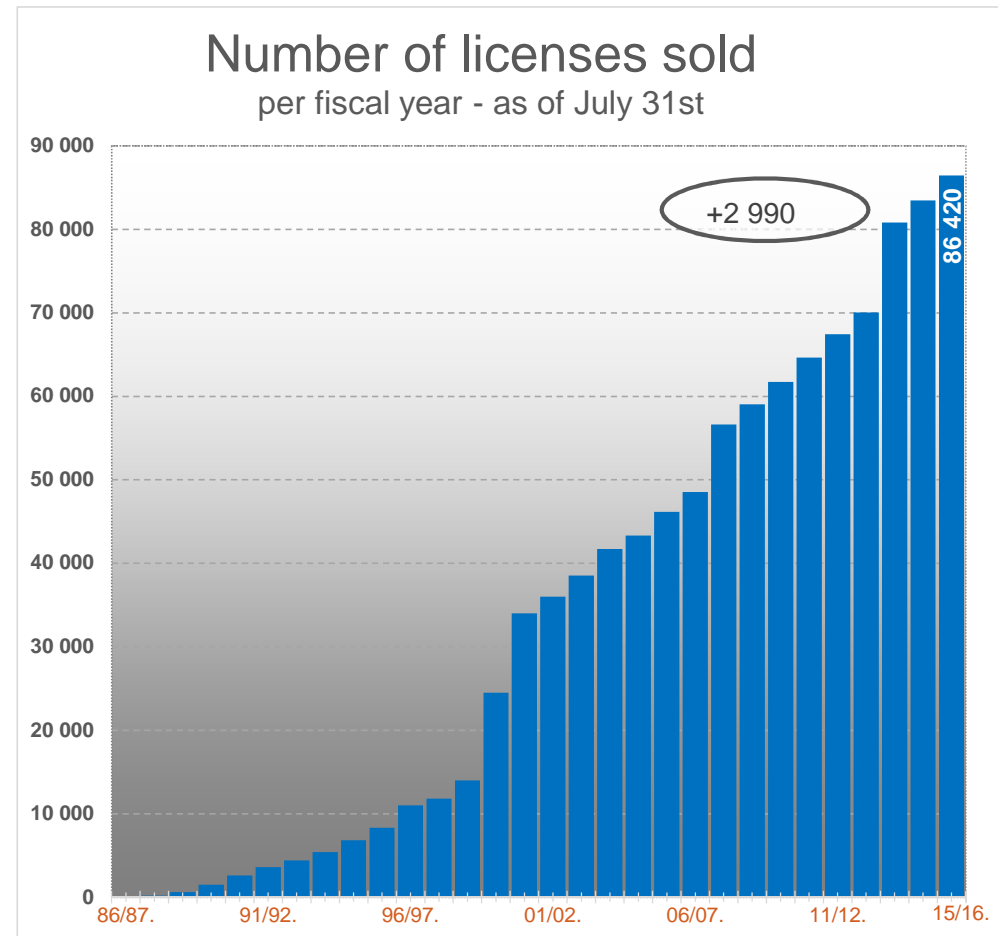
Agenda

- I. **IGE+XAO's highlights for 2015/2016**

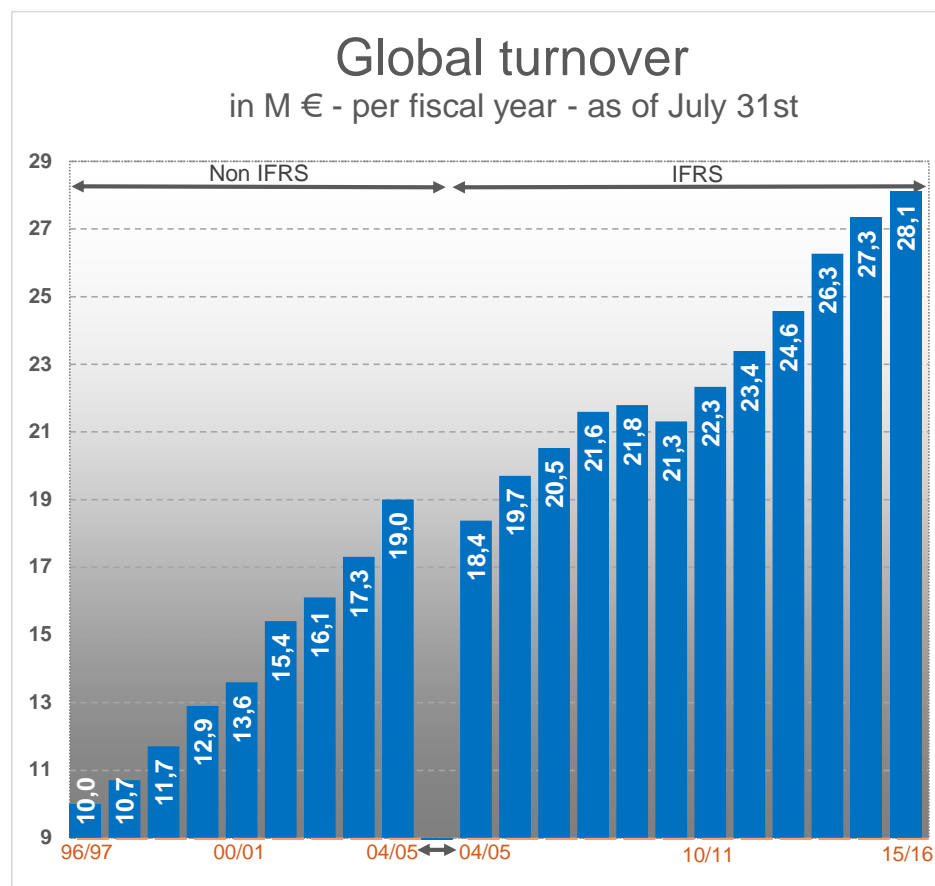
- II. **IGE+XAO's 6 key points**

Number of licenses sold

Licenses sold as of 31/07/2016: 86 420



Turnover evolution



New key accounts won in 2015/2016 (1/3)

Spain

SGI – SOLUCIONES GENERALES DE INGENIERÍA – Engineering dedicated to implement projects, specially oriented to automobile industry. Multiplexing specialists under CAN bus with more than 8,000 vehicles on market.

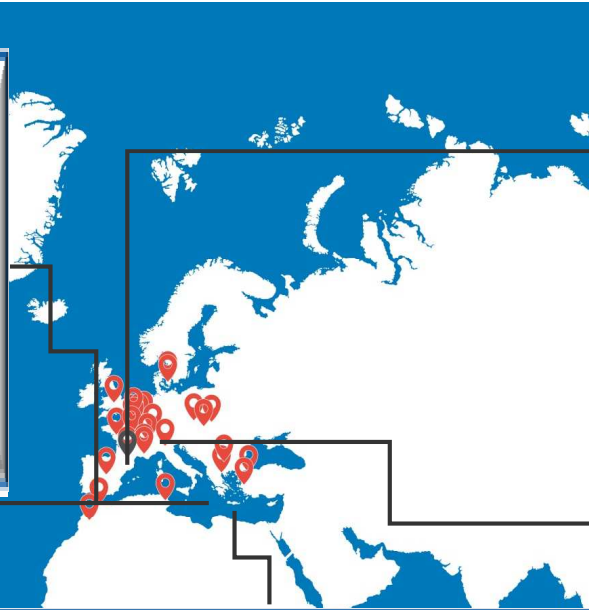
ARDANUY INGENIERÍA, S.A. – Is an engineering consulting firm specialised in studies, designs, works supervision, and Independent Safety Assessments (ISA), Due Diligences; and technical assistance for: Railways (High Speed, Conventional, Freight, Metro, Tramway, Cable Car), roadways (motorways, highways, BRT, roads, etc.) buildings (architecture, installations, etc.), electrical engineering and telecommunications.

INDUSTRIAS MÁXI – Company dedicated to integral solutions in several industries (Automobile, Aerospace, Wind Energy, Rail Sector)

METRO DE MADRID – Madrid metropolitan transport system can ease your movements around the city and surrounding area.

2000 DCLANE – Engineering, consulting of automation projects and industrial process control. CCTV and PCI in automobile industry, electrical design, programming, construction of electrical cabinets, electrical assembly, installation and implement.

FINSA – Company dedicated to transform wood with 22 factories in 5 countries.



Greece

DEVISE SA – Sewage treatment installations.

TOMI SYSTEMS – Large scale Hydraulic installations.

AKTOR GROUP – The no1 construction company in Greece.

PAPAIOANNOU LTD – Rapidly growing panel builder.

ILVIEF LTD – Panel builder in energy sector.

J&P AVAX SA – Construction company, leader in building sector.

Turkey

NUROL MAKİNA – One of the biggest local defence companies in Türkiye.

NORTHEL ELEKTROMEKANİK – Local wind turbine manufacturer

NESTLE WATERS – One of the biggest bottle water company in Türkiye

EKOL LOGISTICS – One of the biggest logistics company in Türkiye

GURES TAVUKCULUK TEKNOLOJİ – H type Battery Cages and equipment with fully automated watering and feeding, fully automated egg collection, fully automated ventilation systems and fully automated manure collecting systems

KAYSERİŞEKER – One of the biggest sugar manufacturer company in Türkiye

France

BAYER – Bayer is a global enterprise with core competencies in the Life Science fields of health care and agriculture.

ARELIS – ARELIS is specialized in design and integration of high tech electronic solutions. Supporting its customer base through long term partnership providing technical and technological expertise and responsiveness.

KOMORI-CHAMBON – Komori Corporation, Japan, and Machines Chambon, France, merged in 1989 to create Komori-Chambon, world experts in printing and converting solutions for packaging.

SAGEM – Producer of equipment for the military aera such as weapon systems, drones,...

CFCA – Harness Manufacturer

TOYOTA INDUSTRIAL EQUIPMENT – Producer of Forklifts

ABB – Producer of electrical equipment realisation of a specific module for the terminal block management DS.

SAGEMCOM – Sagemcom is a leading European group on the high added-value communicating terminals market (set top boxes, internet boxes, electricity meters, etc.)

SACEM – SACEM SERVICES ARE INTENDED FOR Authors, composers, publishers... SACEM represents and defends 153,000 members in France and worldwide and plays a crucial economic role to preserve musical creation. SACEM's repertoire is the largest in the world.

TISSEO – Toulouse metropolitan transport system can ease your movements around the city and surrounding area

Italy

Siemens Postal, Parcel & Airport Logistic SRL – solutions for the port, airport and postal logistics.

Mecaer Aviation Group – integrated solutions for systems and equipment

BMB SPA – Injection moulding machines.

Foton Lovol Group – Agricultural tractor manufacturer.

Vulcanair SPA – Aircraft manufacturer.

Avio Group – Components and systems for aerospace propulsion

ELV SPA – European Launch Vehicles

SCAM SPA – Light tactical vehicles producer

Drass Energy SRL – Worldwide-recognized leader of Saturation Diving Systems design.

Ruag aviation SA – International aerospace and defense technology company.

Selex SPA – Flight Simulators and UAV systems.

Chloride – Emerson Group – UPS (uninterruptible power supplies).

Bellelli Engineering – design and supply process plants and equipments for the oil and gas industry.

Alfa Laval – technological leadership in heat transfer, separation and fluid handling. 28 major production units (15 in Europe, 8 in Asia, 4 in the US and 1 in Latin America)

SELT – Electromechanical Engineering and Aerospace Test Equipment

NIDEC ASI – Is one of the world's leading suppliers of the complete electrical package which includes electric power and control systems, electric motors and generators, LV and MV drives and a precise Power Supply and Power Quality components. Each solution is tailored to client life cycle requirements and guarantees performance, reliability and safety

New key accounts won in 2015/2016 (2/3)

Denmark **Saab Danmark A/S** – Advanced communications services, robust systems solutions, and ongoing system support for a wide range of maritime operations, both military and civil.
GK Danmark – Providing indoor climate solutions for new construction and existing buildings.
Svelvik Maskin AS – Leading supplier of machinery and equipment for waste management: Waste Grinders , presses, conveyors , wind screens and vibrosikter etc.
Döhler Denmark A/S – Döhler is one of the world's leading producers, marketers and suppliers of natural ingredients, ingredient systems and integrated solutions for the food and beverage industry.
DR Byen – Denmark's national broadcasting corporation. Founded in 1925, oldest and largest electronic media enterprise in Denmark.
Storebælt A/S – Formal owner of the Great Belt bridge. Responsible for the technical operation and maintenance of the Great Belt bridge and roads as railway installations. Owner of the four ferry ports in Odden , Ebeltoft, Spodsbjerg and Tars . The company is also the owner of the wind farm next to the bridge.
Holtec Automatic A/S – develops and integrates controls and software, and conducts electro-technical automation projects in a variety of industries.
OWECON ApS – Supplies advanced systems and components for all types of industrial production making use of web tension. Wide range of own products for optimum web tension control.
Nilfisk Advance A/S – Innovative products for industrial and commercial floor cleaning applications, products that deliver high cleaning productivity, multi-tasking capabilities, and easy maintenance. Service and expertise in everything from cleaning program analysis to "how-to" answers for your toughest applications.

UK **Assystem** – Provider to a wide array of industries, from Aerospace and Energy (including nuclear power) to Defence and Transport. Engineering partner of Airbus, EDF, Rolls Royce and Spirit Aerosystems.
Cummins – Design, manufacture, distribute and service diesel and natural gas engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems.
Unilever R&D – products include food, beverages, cleaning agents and personal care products. It is the world's third-largest consumer goods company.

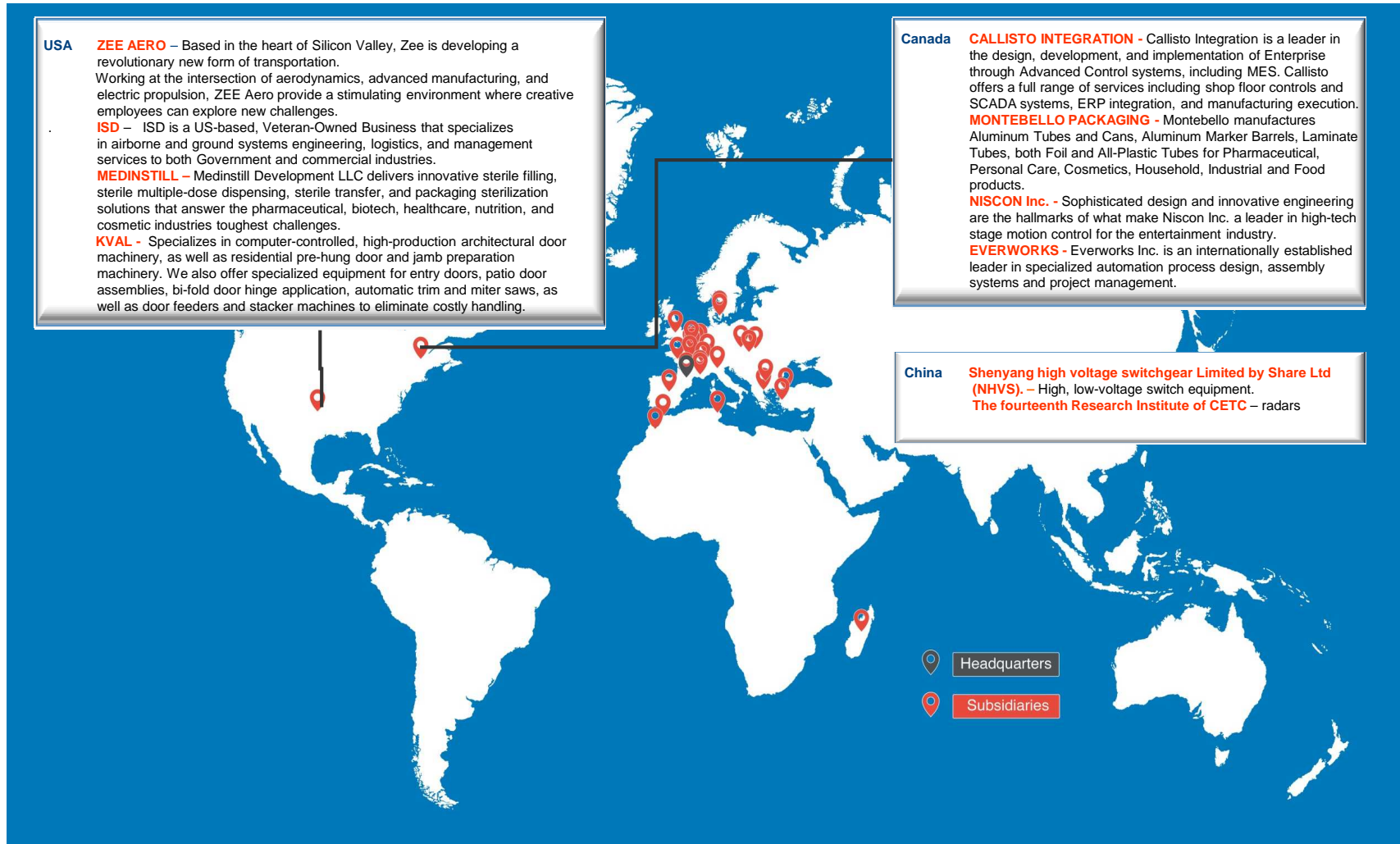
Germany **Nexans Deutschland** – international cable and wire producer for power transmission and distribution, energy resources, transportation and buildings in over 40 countries
Schmitz Cargobull AG – manufacture trailers for transport and logistics utilising a sophisticated a modular system, for any individual need of the customer.
Jowat SE – one of the top adhesive manufacturers around the world with an experience from almost 100 years.
MAPA GmbH – german market leader for baby care products and domestic top position for household articles and condoms.
AbbVie Deutschland GmbH – one of the largest sites of AbbVie worldwide. They discover, develop and produce new specialty medicine for over 60 countries.
OSW GmbH – one of the leading European manufacturers of fire fire-fighting hoses

Benelux **Alphatron** – Technological solutions for the shipping and fishing industries, the broadcasting world, communication technology, the security sector, the medical world and the manufacturing industry.
Wienerberger – Is the world's largest producer of bricks and No. 1 on the clay roof tiles market in Europe with 204 production sites in 30 countries. We also hold leading positions in concrete pavers in CEE and pipe systems in Europe.
Fuji Seal-Pago – Fuji Seal provides shrink sleeve labels, self-adhesive labels (pressure sensitive labels), spouted pouches, and packaging machinery in a global scale.
Lockheed-Martin – Lockheed Martin Commercial Flight Training (LMCFT) leverages innovative technologies, decades of expertise and a diverse global workforce to deliver exceptional products and services for commercial aviation training.
Daikin Europe – Is a leading global manufacturer and supplier of HVAC (heating, ventilation and air conditioning) equipment, including heat pump and refrigeration solutions
Brussels Airport – With nearly 23.5 million passengers in 2015 Brussels Airport is one of the largest airports in Europe and the main airport in Belgium

Poland **ENERGA OPERATOR** - They are one of the four largest power groups in Poland. Their core business entails distribution, generation and sales of electricity and heat.
REMIX – is a leading company manufacturing high quality equipment for heat treatment of metals, as well as equipment for the casting processes.
BREMBO Poland – Production and sale of brake discs for cars and commercial vehicles.
Schumacher Packaging – Europe-wide packaging specialist for corrugated and solid cardboard board



New key accounts won in 2015/2016 (3/3)



Press release

Comptes annuels consolidés de l'exercice 2015/2016 (en normes IFRS)*

Toulouse, le 27/10/2016, le Groupe IGE+XAO annonce :

Dynamisme et rentabilité – Marge opérationnelle: 26,1%

En euros	2015/2016	2014/2015	Evolution
Chiffre d'affaires	28 117 957	27 337 110	2,9 %
Produits d'exploitation	29 378 772	28 333 650	3,7 %
Charges d'exploitation	22 029 530	21 501 701	2,5 %
Résultat opérationnel	7 349 242	6 831 949	7,6 %
Résultat de l'ensemble consolidé avant impôts	7 722 765	7 314 815	5,6 %
Résultat net – Part du Groupe	5 489 257	5 289 604	3,8 %

Sur l'exercice 2015/2016, le chiffre d'affaires consolidé du Groupe atteint 28 117 957 € contre 27 337 110 € un an plus tôt. L'activité commerciale a notamment bénéficié de la forte dynamique, tant sur le plan national qu'international, des activités de ventes et de locations de licences à destination des PME/PMI et des grands comptes. Le résultat opérationnel progresse de 7,6% à 7 349 242 €, induisant une rentabilité opérationnelle** de 26,1%. Dans la même lignée, le résultat net atteint 5 489 257 € en hausse de 3,8%, portant ainsi la rentabilité nette*** à 19,5%.

Parallèlement, IGE+XAO a poursuivi son expansion à l'international, avec notamment, la création d'un bureau commercial à Moscou et les lancements opérationnels des filiales commerciales belge et brésilienne. Sur le plan technique, la période a aussi été très active avec de nombreux travaux réalisés sur l'interopérabilité entre le produit « SEE Electrical Expert » et l'offre PROSYST (« ODIL et SIMAC »), la diffusion du nouveau logiciel « 3D Panel » (conception et fabrication d'armoires électriques en 3 dimensions) et l'intégration des produits du Groupe avec des logiciels PLM "Product Lifecycle Management" (Gestion du cycle de vie des produits) leaders sur le marché international.

Fort de ces résultats et de ses solides fondamentaux, le Groupe IGE+XAO entend poursuivre son plan d'action visant l'accélération du développement international et le maintien d'un fort investissement R&D, tout en préservant un haut niveau de rentabilité.

Les comptes consolidés ont été arrêtés par le Conseil d'administration du 26 octobre 2016 et seront soumis à l'approbation de l'Assemblée Générale Annuelle.

** Rentabilité opérationnelle : résultat opérationnel / chiffre d'affaires

*** Rentabilité nette : résultat net / chiffre d'affaires

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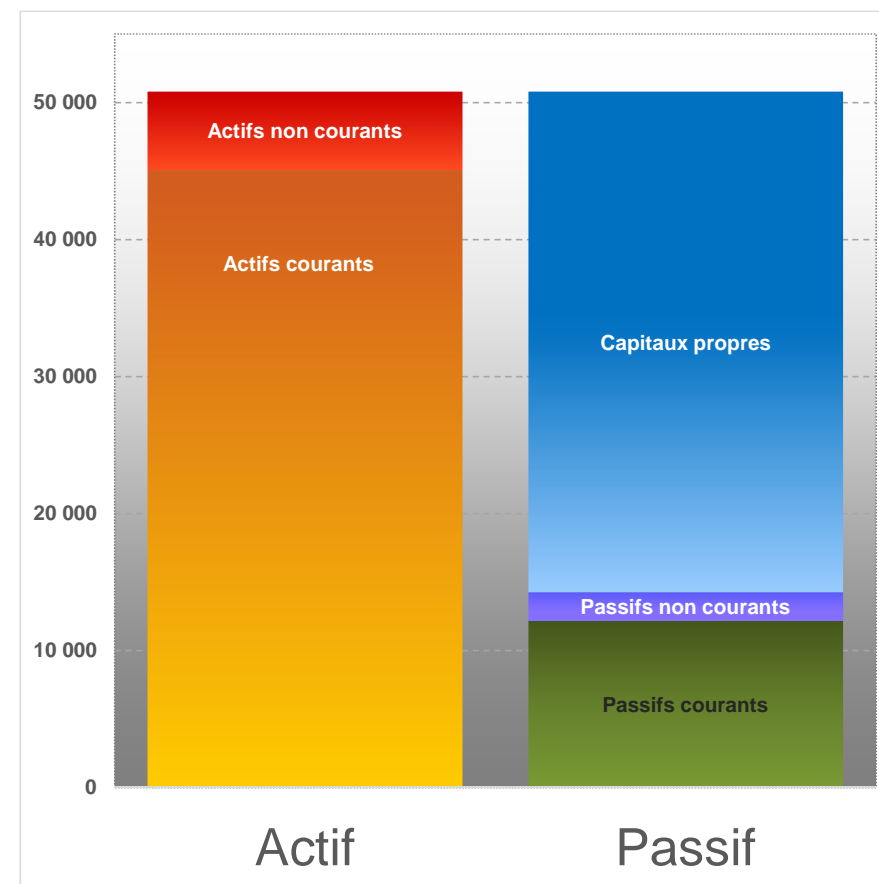
Profit & loss (IFRS)

En milliers €	31/07/2016	31/07/2015	Evolution
Chiffre d'affaires	28 118	27 337	2,9%
Total produits d'exploitation	29 379	28 334	3,7%
<i>Dont Crédit Impôt Recherche</i>	1 205	890	35,4%
Achats et charges externes	-6 237	-6 093	2,4%
Charges de personnel	-14 688	-14 175	3,6%
Impôts et taxes	-443	-523	-15,3%
Dotations amortissements et provisions	-606	-631	-4,0%
Autres charges opérationnelles	-56	-79	-29,1%
Total Charges d'exploitation	-22 030	-21 501	2,5%
Résultat opérationnel courant	7 349	6 833	7,6%
Résultat opérationnel	7 349	6 833	7,6%
Résultat financier	374	483	-22,6%
Résultat de l'ensemble consolidé avant impôt	7 723	7 315	5,6%
Résultat net de l'ensemble consolidé	5 512	5 370	2,6%
Résultat net part du Groupe	5 489	5 290	3,8%

Balance sheet (IFRS)

Actif en milliers €	31/07/2016	31/07/2015
Actifs non courants	5 725	5 853
Actifs courants	45 065	40 574
<i>Dont Disponibilités</i>	33 944	30 355
TOTAL	50 790	46 427

Passif en milliers €	31/07/2016	31/07/2015
Capitaux propres	36 535	32 808
Passifs non courants	2 086	2 064
Passifs courants	12 169	11 555
<i>Dont PCA</i>	6 443	5 967
TOTAL	50 790	46 427



Cash Flow (IFRS)

En milliers €	31/07/2016	31/07/2015
Résultat net - porteurs de CP de la Société	5 489	5 290
Flux net de trésorerie généré par l'activité	6 031	4 725
Flux net de trésorerie généré par les opérations d'investissement	-350	-329
Flux net de trésorerie généré par les opérations de financement	-1 996	-1 426
Variation de trésorerie brute	3 685	2 970
Incidences des variations du taux de change	-96	64
Augmentation (diminution) de la trésorerie	3 589	3 034
Trésorerie en début d'exercice	30 355	27 321
Trésorerie en fin de période	33 944	30 355
Variation de trésorerie nette	3 589	3 034

Agenda

- I. IGE+XAO's highlights for 2015/2016

- II. IGE+XAO's 6 key points

IGE+XAO's 6 Key points



Only one business



Only one business since 1986: software editor

- In:

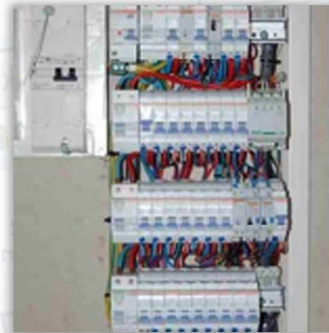
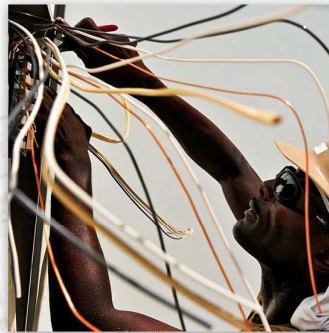
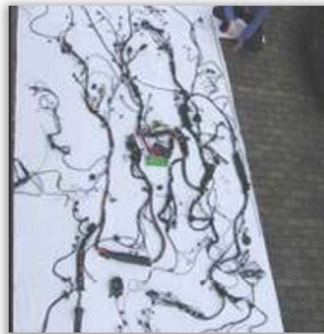
- Conception Aided Design (CAD),
- Product Lifecycle Management (PLM),
- Simulation.

- Dedicated to:

- Electrical installations,
- System design.

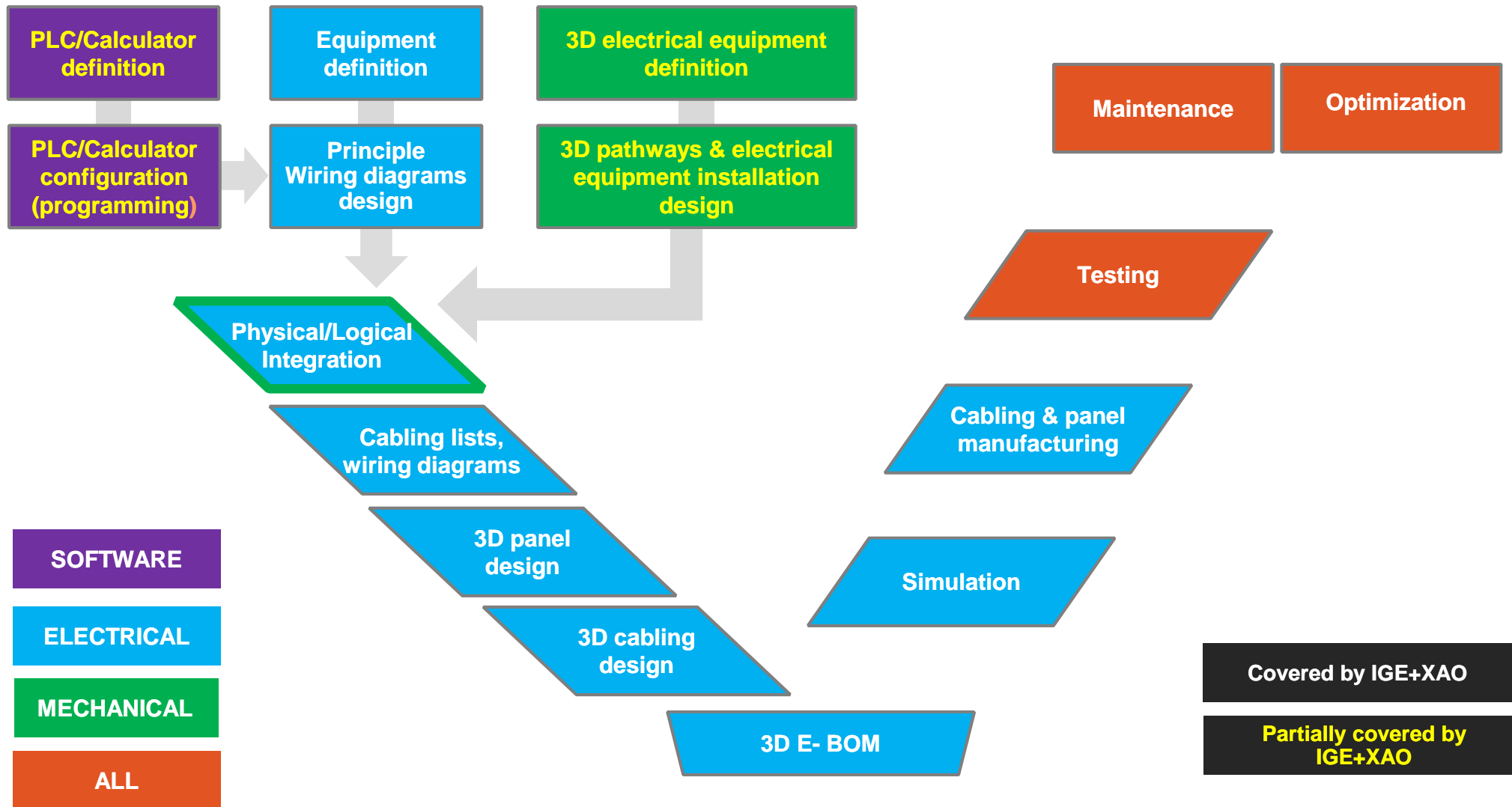
- For:

- All type of industries.



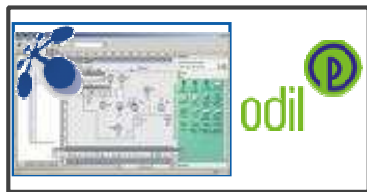
IGE+XAO PLM offer

Electrical PLM "W" Cycle / IGE+XAO coverage

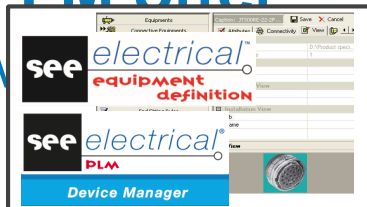


IGE+XAO PLM offer

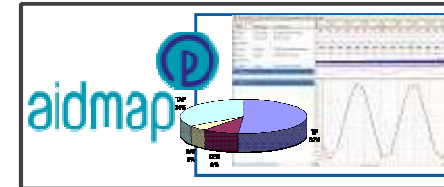
Electrical PLM IGE+XAO coverage



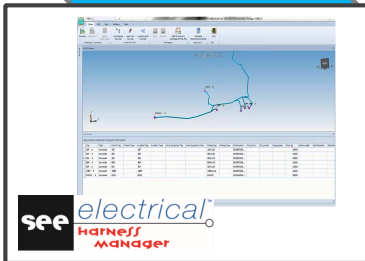
PLC/Calculator configuration (programming)



3D electrical equipment



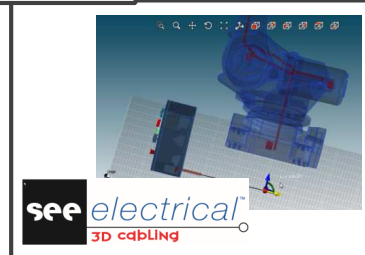
SOFTWARE



ELECTRICAL

MECHANICAL

ALL



3D E-BOM

Covered by IGE+XAO

Partially covered by IGE+XAO

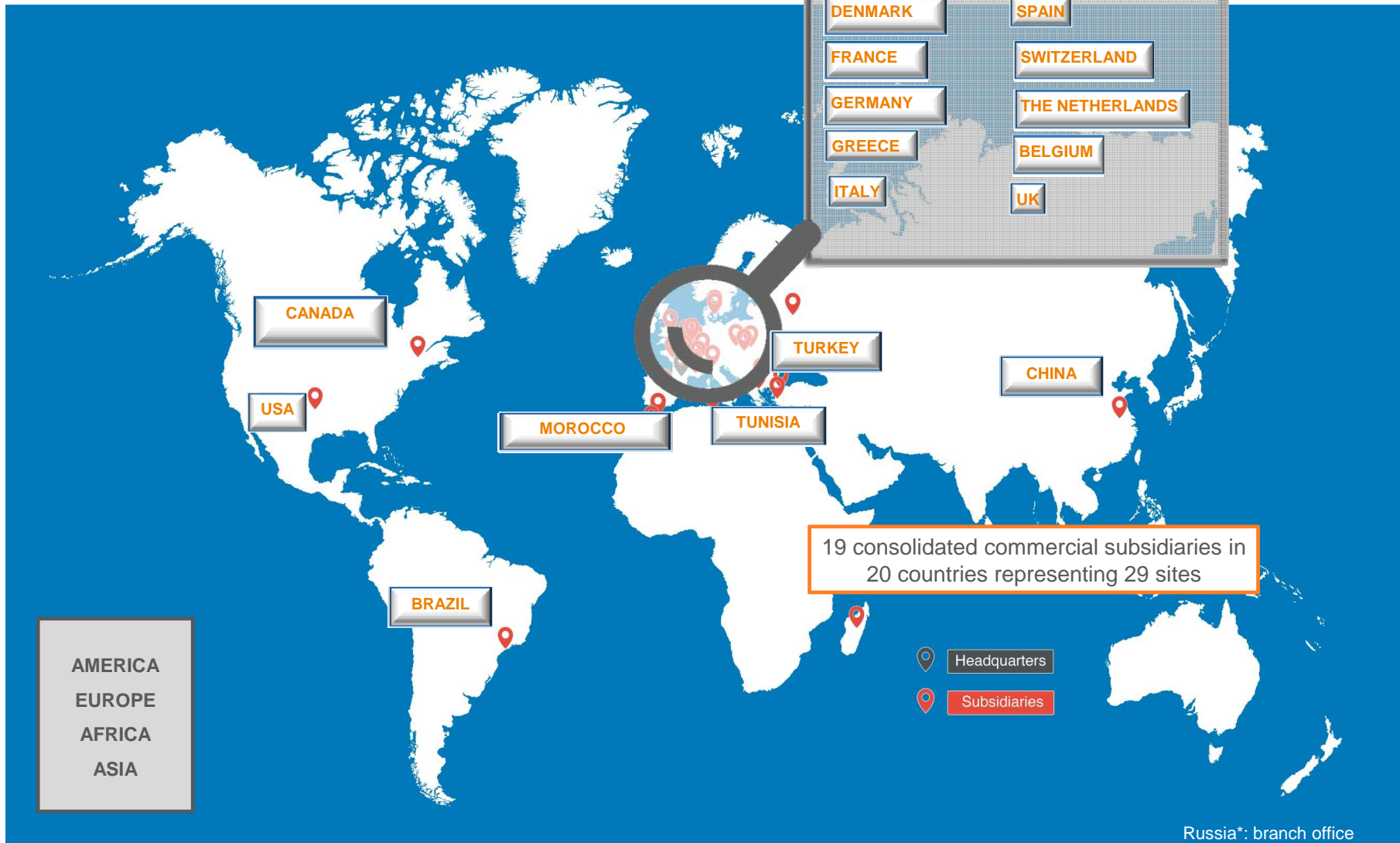
A global organization



A global extended enterprise organization at the service of our customers



SEE One Incorporated



SEE One Alliances

3 joint companies



50%



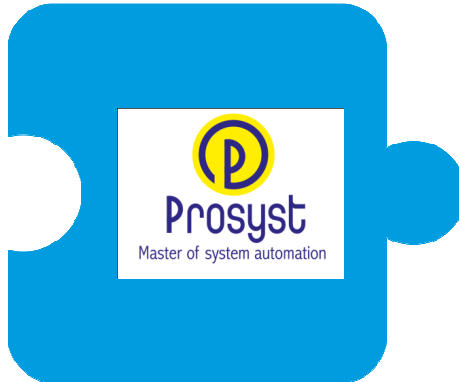
/ 50%



50%



/ 50%



80%

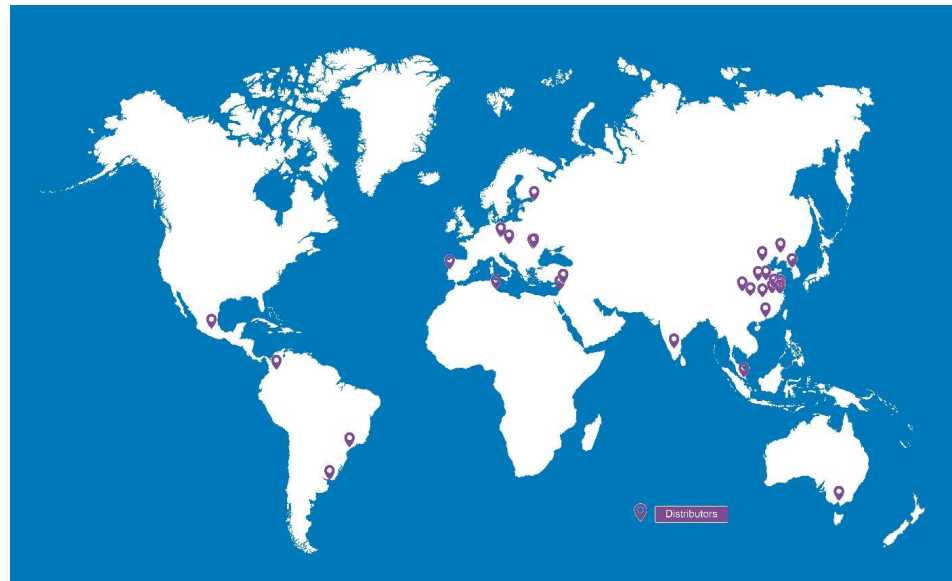


/ 20% A. Asse & F. Grzesiak

SEE One Partners

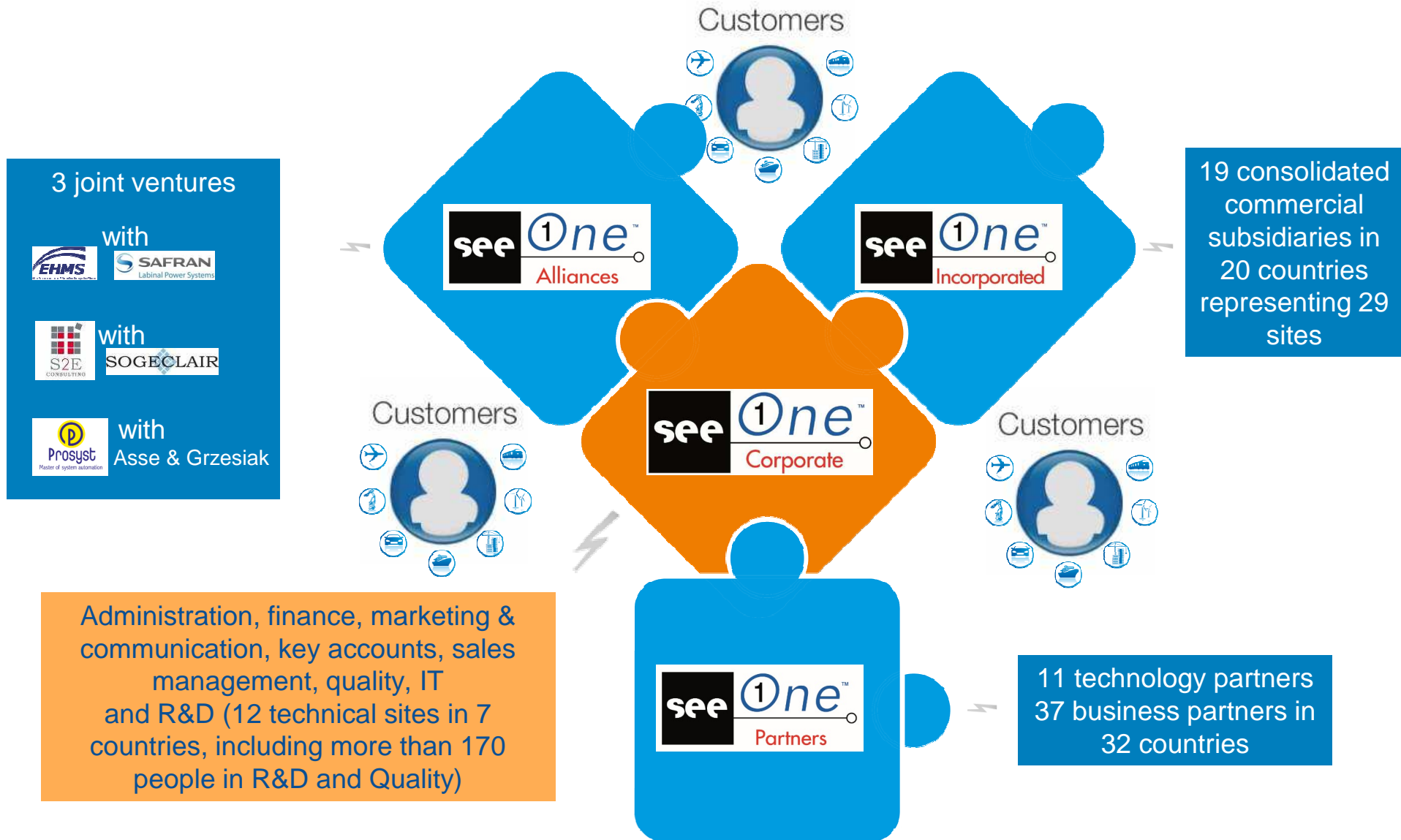
11 technology partners

37 business partners in 32 countries



- | | | | | | | |
|------------------------------|-----------------------------|--------------------------------|---|-----------------------|-----------------------------|------------------------------|
| Croatia
ib-CADdy d.o.o | Macedonia
ib-CADdy d.o.o | Romania
PRO Electric | Austria
X KEY GmbH | Byelorussia
Dipaui | Colombia
ENERSA Ltda | Australia
Desktop EDA |
| Bosnia-H
ib-CADdy d.o.o | Kosovo
ib-CADdy d.o.o | Hungary
PRO Electric | Lebanon
Progress Engineering & Trading Enterprises | Kazakhstan
Dipaui | Brasil
EGV Software Ltda | New Zealand
Desktop EDA |
| Serbia
ib-CADdy d.o.o | Slovenia
ib-CADdy d.o.o | Czech Rep.
Softmarket s.r.o | Syria
ZAHABI CO | Russia
Dipaui | Paraguay
Gliston S.A. | India
Universal Solutions |
| Montenegro
ib-CADdy d.o.o | Albania
ib-CADdy d.o.o | Slovakia
Softmarket s.r.o | Tunisia
H2M Technologies | Mexico
Mediatec | Argentina
Gliston S.A. | Singapore
GIM Solutions |
| China
20 distributors | | | Portugal
SA - Soluções em Automação S.A. | | Uruguay
Gliston S.A. | South Korea
CITopia Co |
- Beijing Pushiwanyou, Beijing Real Winner Control Technology Co Ltd, Beijing Shuohe, Beijing WanWei Hutong, BeijingXinGongCheng, CASS Software Corporation, ChangSha-Bolin, Chengdu Hengrui Info Technology Co., LTD., ChengGingJiaoZheng CO., LTD., HangZhou WeiDi, LuoYang Fu-Kiang CO., LTD., Nanjing Elite, Nanjing GWay Software, ShangDongQiRuiSheng, Shanghai Bluebird, Shanghai Jiangda Technology CO., LTD., ShangHaiWeiLing, ShenYang HanGuang, Shenyang Ruixin (TESAI), WuHan YaoZheng

A global extended enterprise organization at the service of our customers

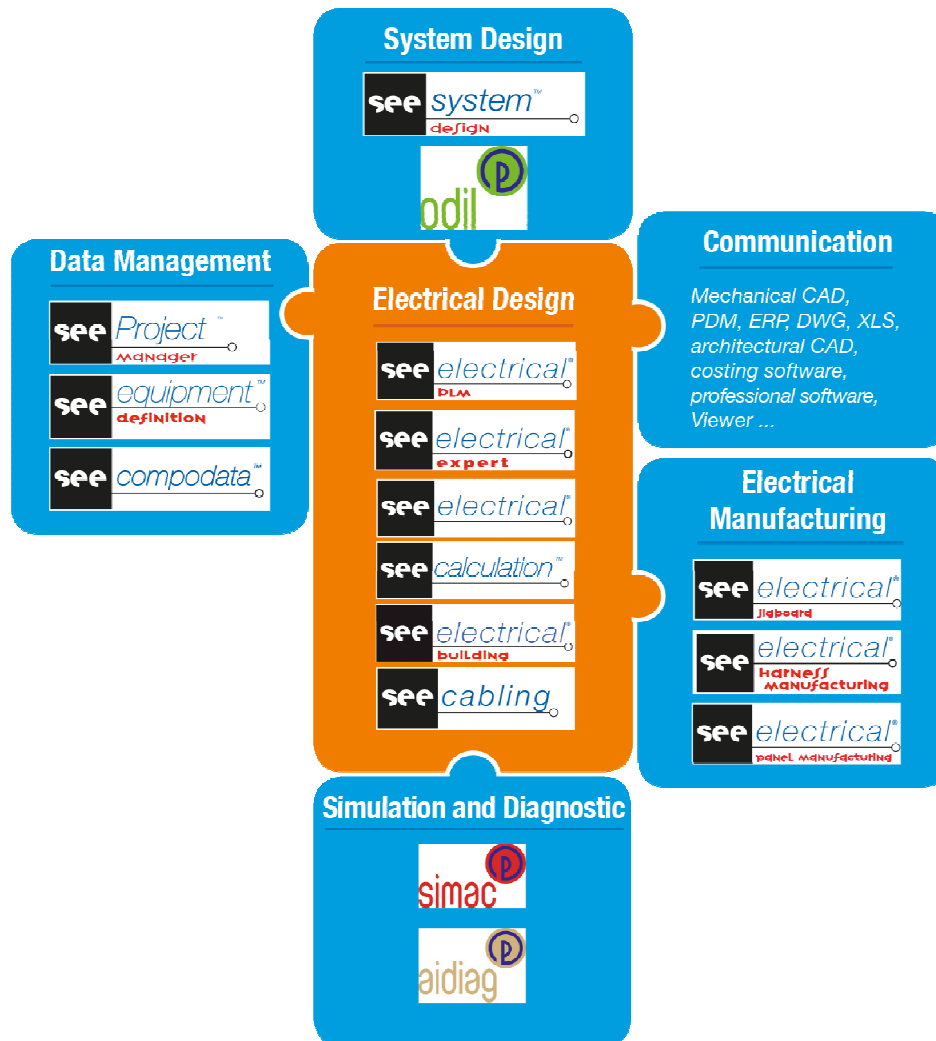







A complete and efficient portfolio



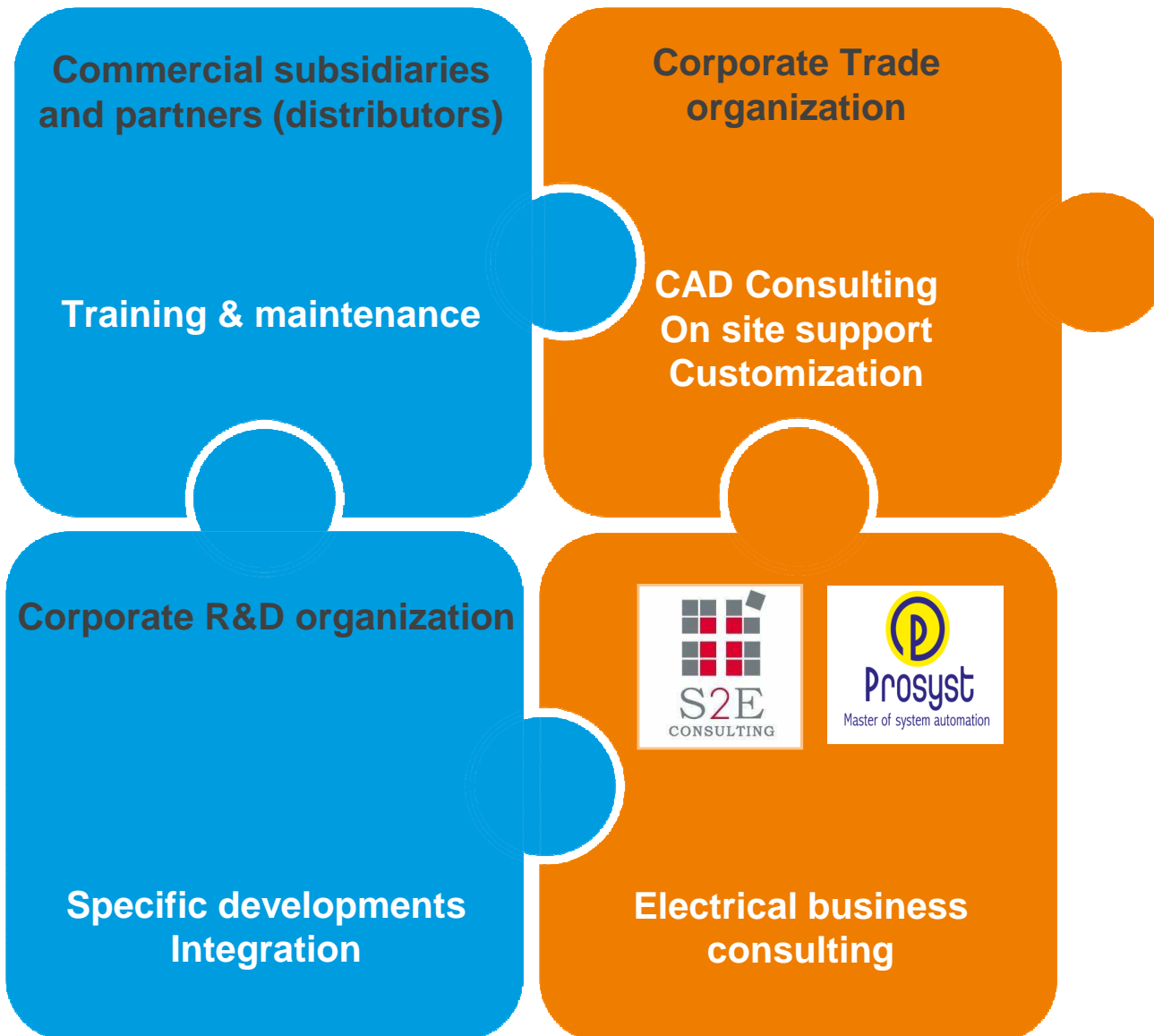
IGE+XAO software portfolio

16 products, 6 domains & 8 strategic industries

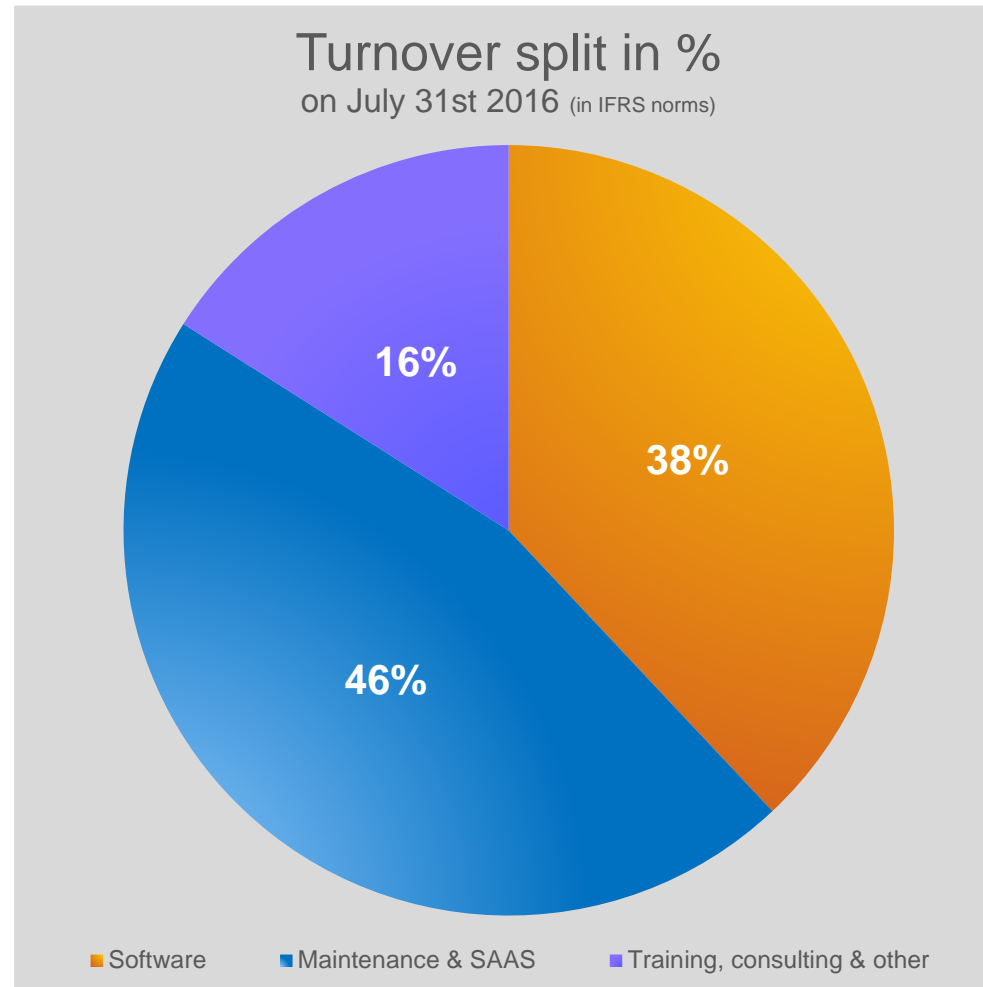


-  **Aerospace**
-  **Automotive**
-  **Railway**
-  **Shipbuilding**
-  **Equipment & Machinery**
-  **Automation & Plant**
-  **Power generation & Energy**
-  **Construction**

IGE+XAO services portfolio - 4 levels of added-value services



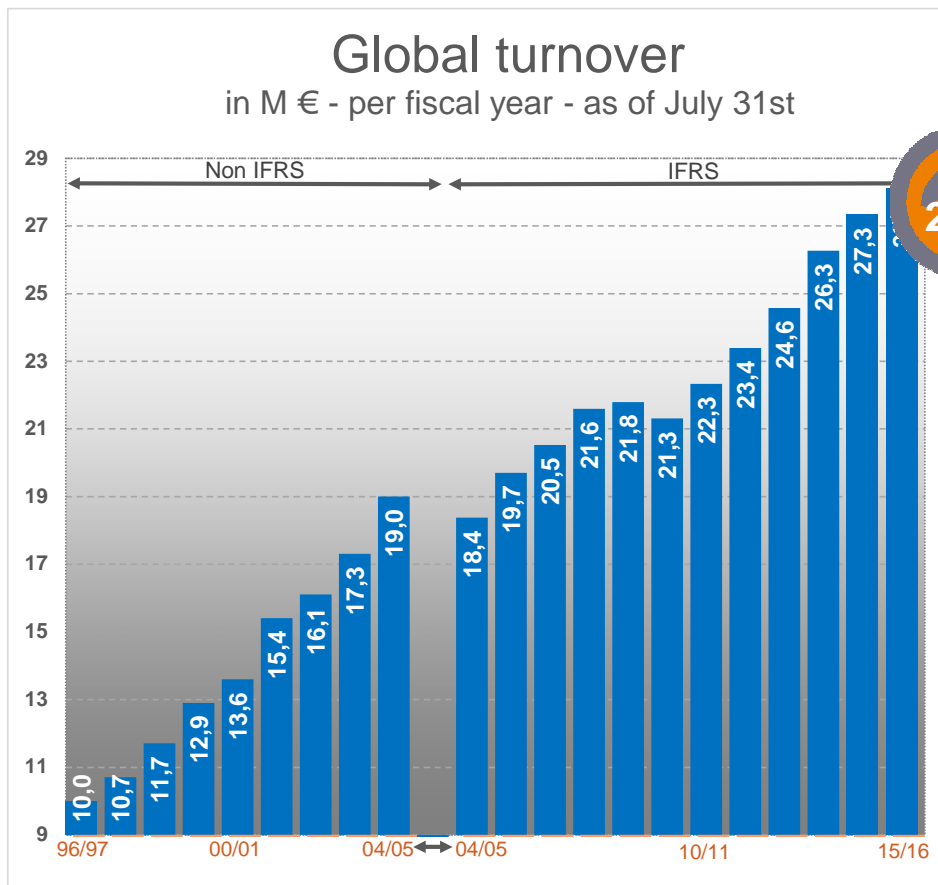
Software versus services turnover



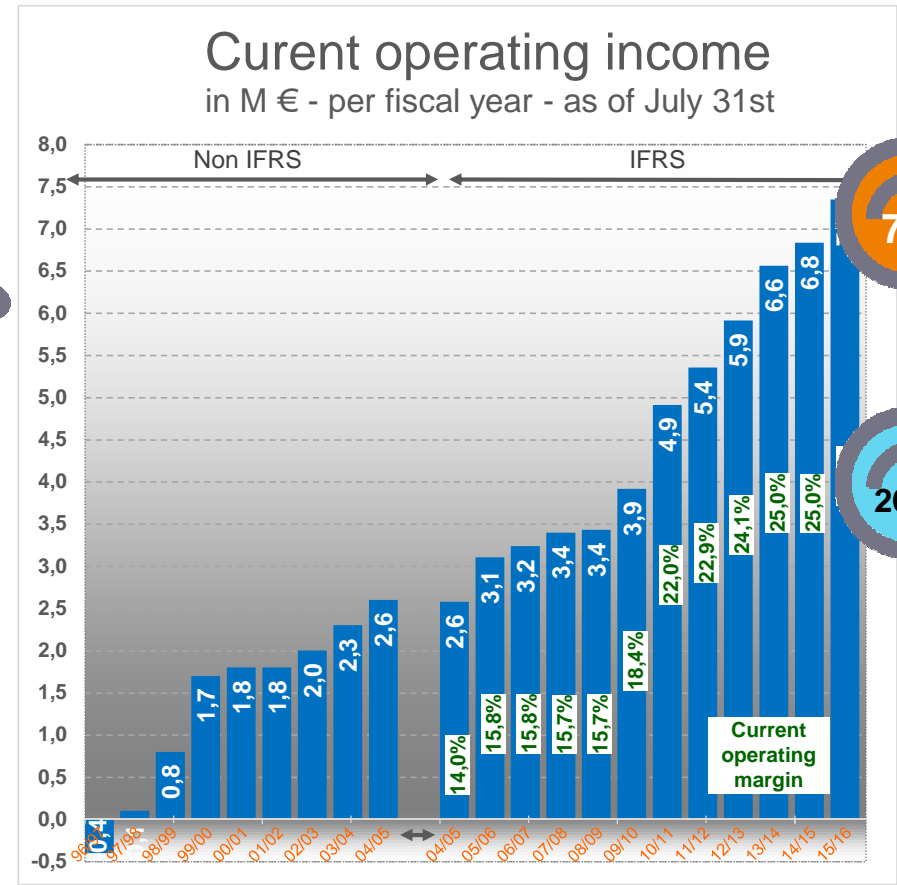
A sound financial structure



Yearly evolution

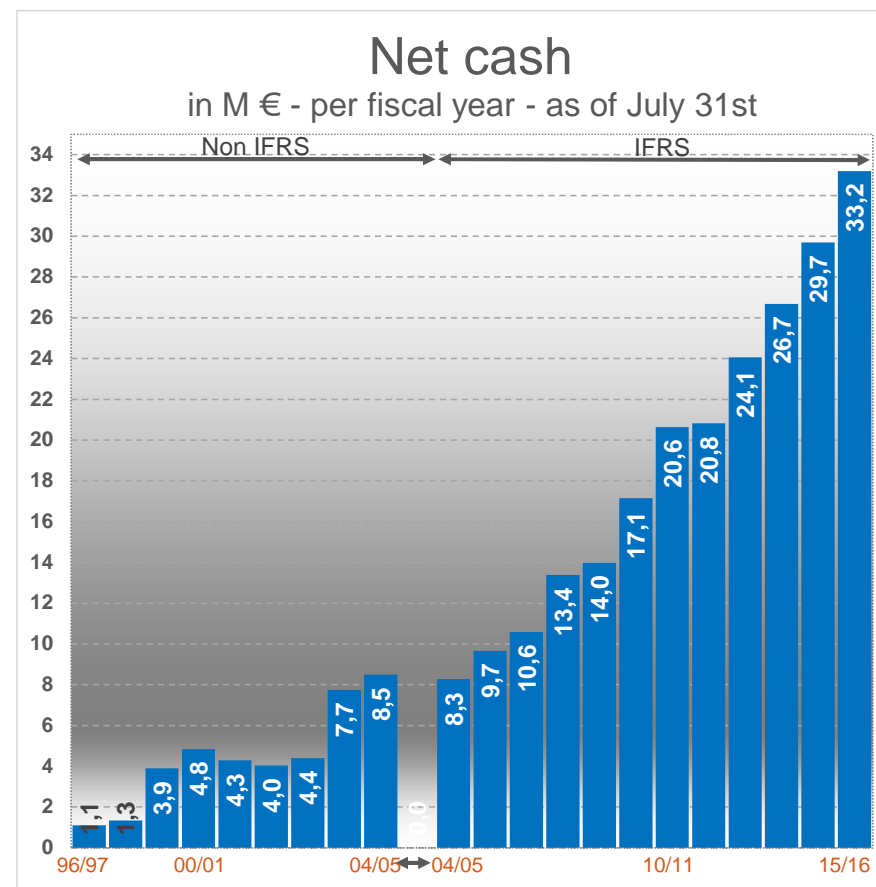
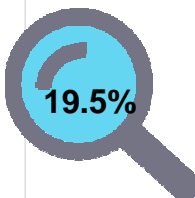
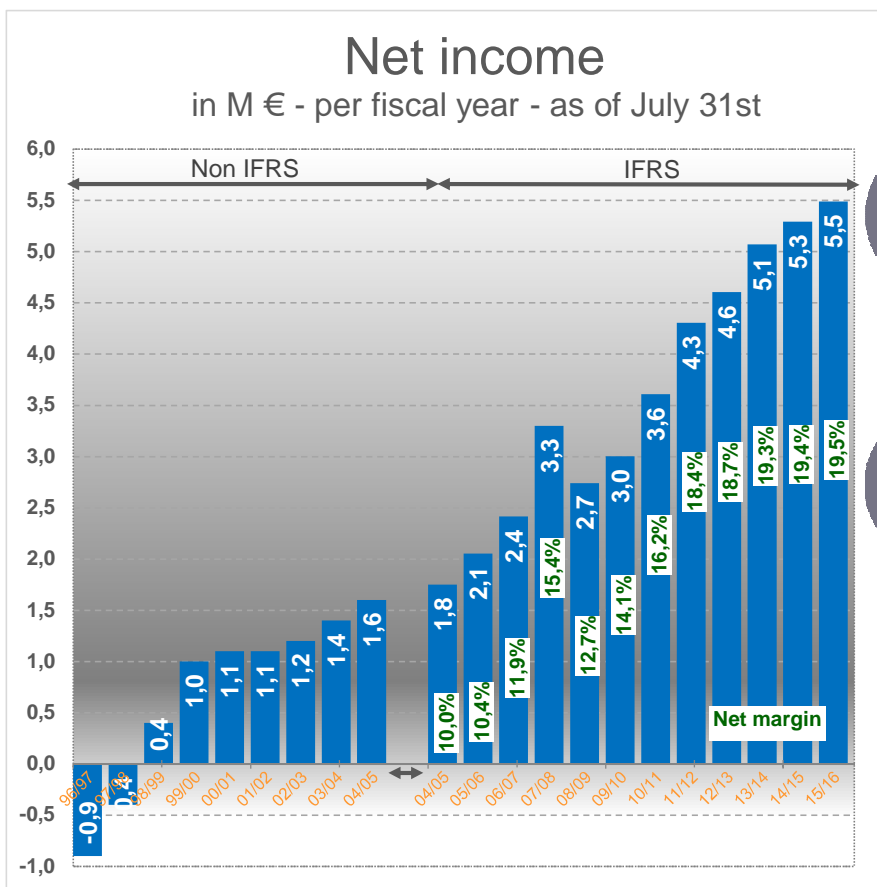


+ 2.9 %



+ 7.6 %

Yearly evolution



+ 3.8 %

+ 11.8 %

A clear strategy



A corporate strategy based on 4 points:

Covering the
Electrical PLM,
CAD & Simulation
market

A strong
international
presence

A significant
dynamic
of innovation

Constant
improvement of the
Group's business
model

Covering all the Electrical PLM, CAD & Simulation market: 16 products, 8 strategic industries, 6 domains and 3 levels of offers



Aerospace



Railway



Equipment & Machinery



Power generation & Energy



Automotive



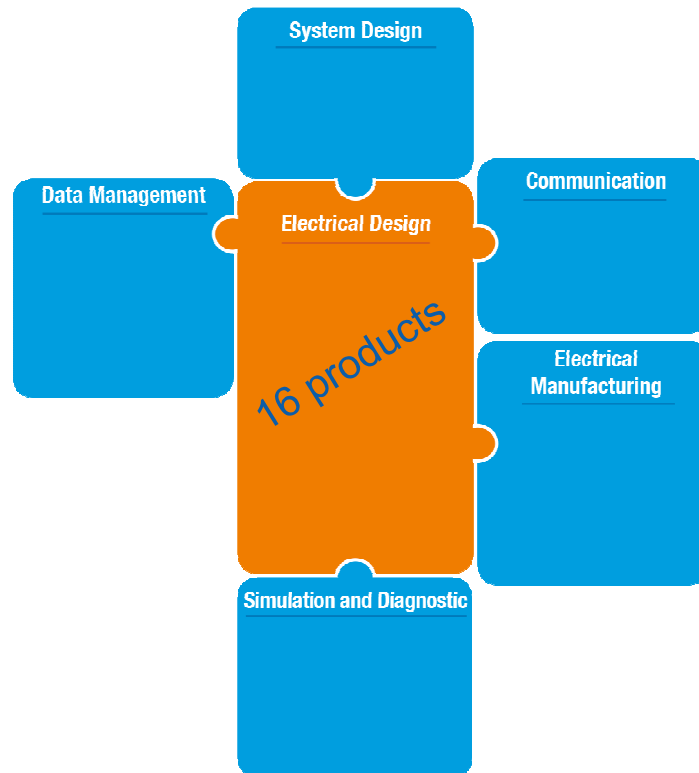
Shipbuilding



Automation & Plant

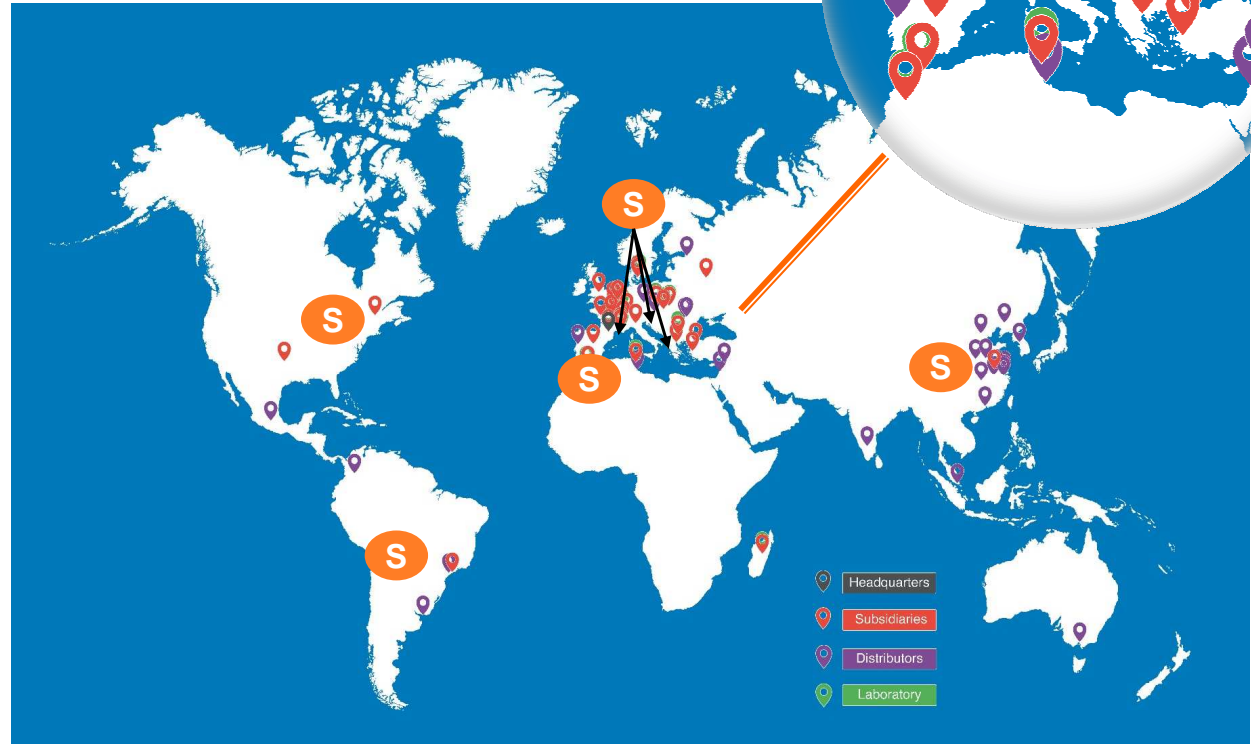


Construction





A strong international presence



- Head office in Colomiers
- 7 sites dedicated to international support in 7 countries (S)
- 29 sites dedicated to sales & customer support in 20 countries
- 37 business partners in 32 countries
- 7 countries involved in R&D

**INDIA
JAPAN
NOTHERN COUNTRIES**

Croatia ib-CADdy d.o.o	Macedonia ib-CADdy d.o.o	Romania PRO Electric	Austria X KEY GmbH	Byelorussia Dipaul	Colombia ENERSA Ltda	Australia Desktop EDA
Bosnia-H ib-CADdy d.o.o	Kosovo ib-CADdy d.o.o	Hungary PRO Electric	Lebanon Progress Engineering & Trading Enterprises	Kazakhstan Dipaul	Brasil EGV Software Ltda	New Zeland Desktop EDA
Serbia ib-CADdy d.o.o		Czech Rep. Softmarket s.r.o	Syria ZAHABI CO	Russia Dipaul	Paraguay Gliston S.A.	India Universal Solutions
Montenegro ib-CADdy d.o.o		Slovakia Softmarket s.r.o	Tunisia H2M		Argentina Gliston S.A.	Singapore GIM Solutions Pte Ltd
Slovenia ib-CADdy d.o.o	Albania ib-CADdy d.o.o		Portugal SA - Soluções em Automação S.A.	Mexico Mediatec	Uruguay Gliston S.A.	South Korea CTopia Co
China 20 distributors	Beijing Pushiwanyou, Beijing Real Winner Control Technology Co Ltd, Beijing Shuচে, Beijing WanWei Huitong, BeijingXinCangCheng, CASS Software Corporation, ChangSha-BoXin, Chengdu Hengrui Info Technology CO., LTD., ChongQingYaoZheng CO., LTD., HangZhou WeiShi, LuoYang Fei Xiang CO., LTD., Nanjing Bite, Nanjing Glaway Software, ShangDongQiRuiSheng, Shanghai Bluebird, Shanghai Jianga Technology CO., LTD., ShanghaiWeiLing, ShenYang HanGuang, Shenyang Ruixin (TESAI), WuHan YaoZheng					

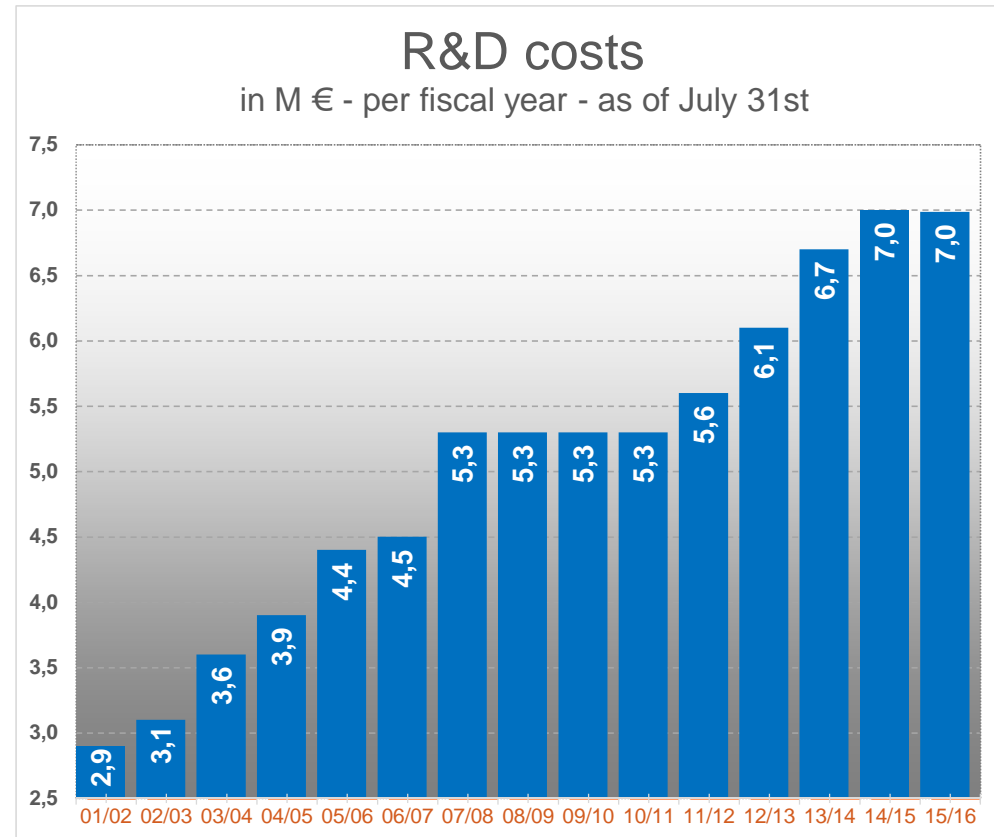
A significant dynamic of innovation (1/3) - R&D

R&D investments representing more than 25% of the turnover

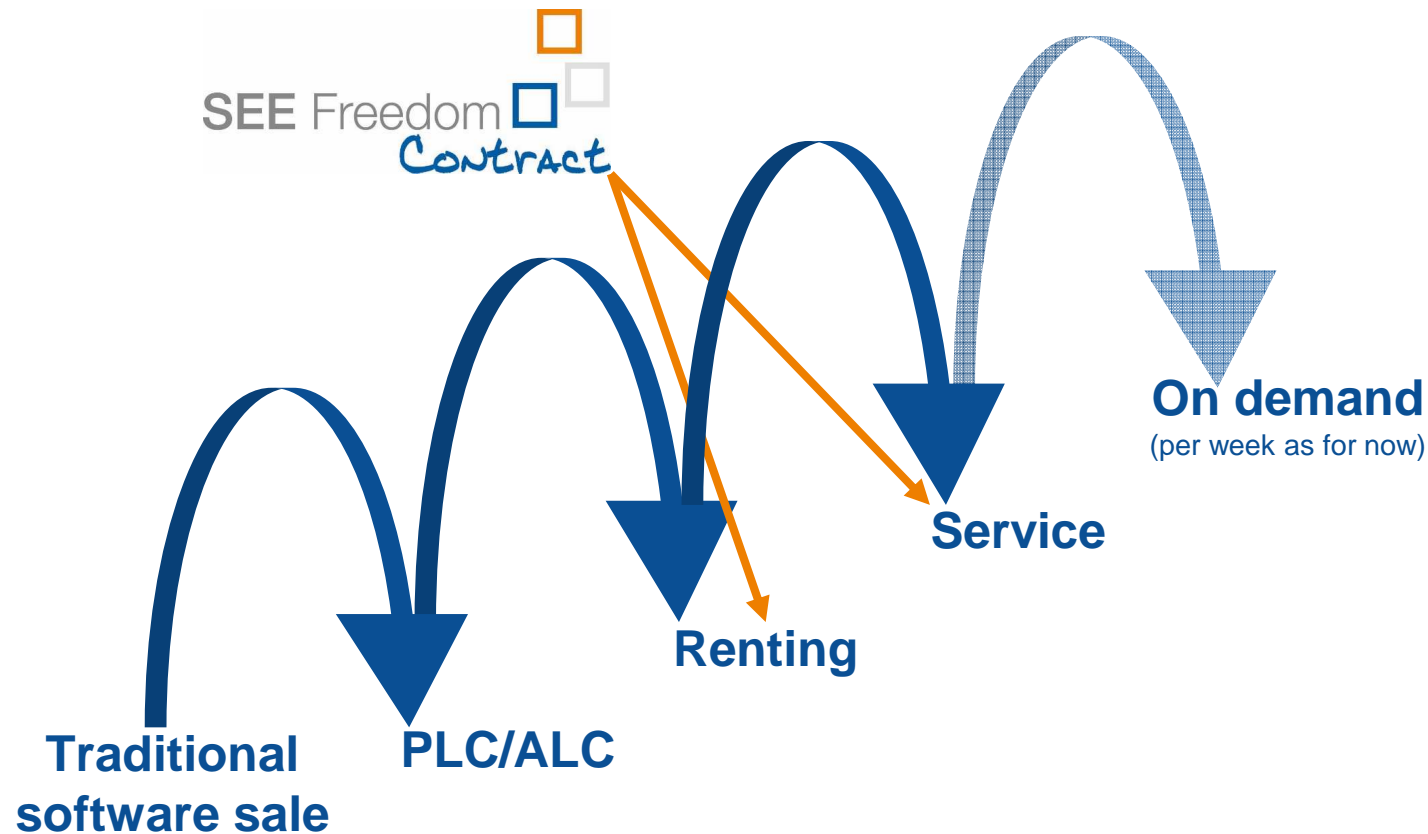
E-CAD
E-PLM
E-Simulation
E-Manufacturing
E-Documentation

3D
Collaborative
PLM integration

...

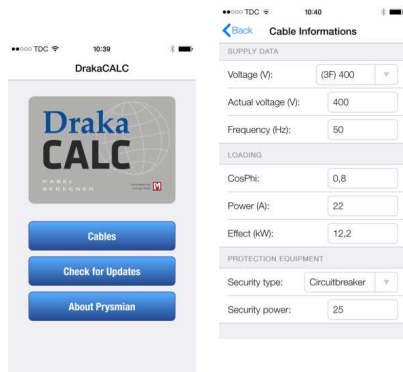


A significant dynamic of innovation (2/3) - ex. sales models

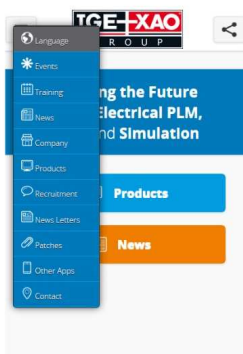


A significant dynamic of innovation (3/3) - ex. marketing

- SEE Electrical Calculator Pro App (Android,i Phone, Windows Phone)



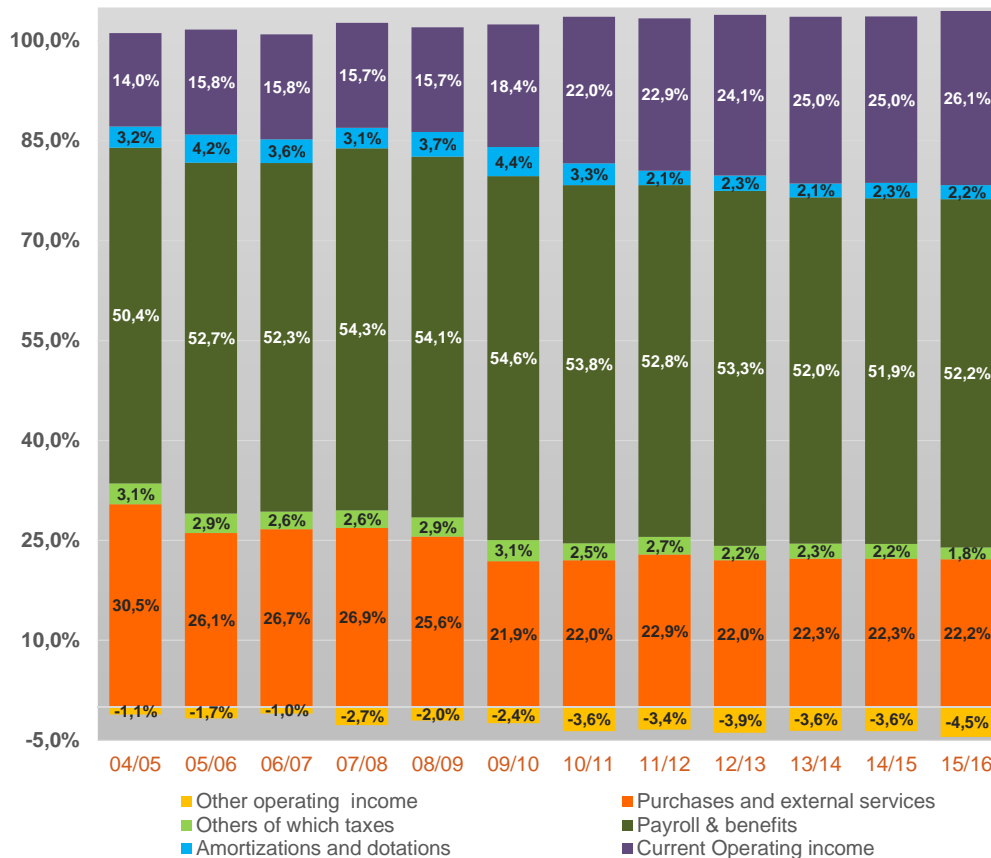
- IGE+XAO News App (Android,i Phone, Windows Phone)



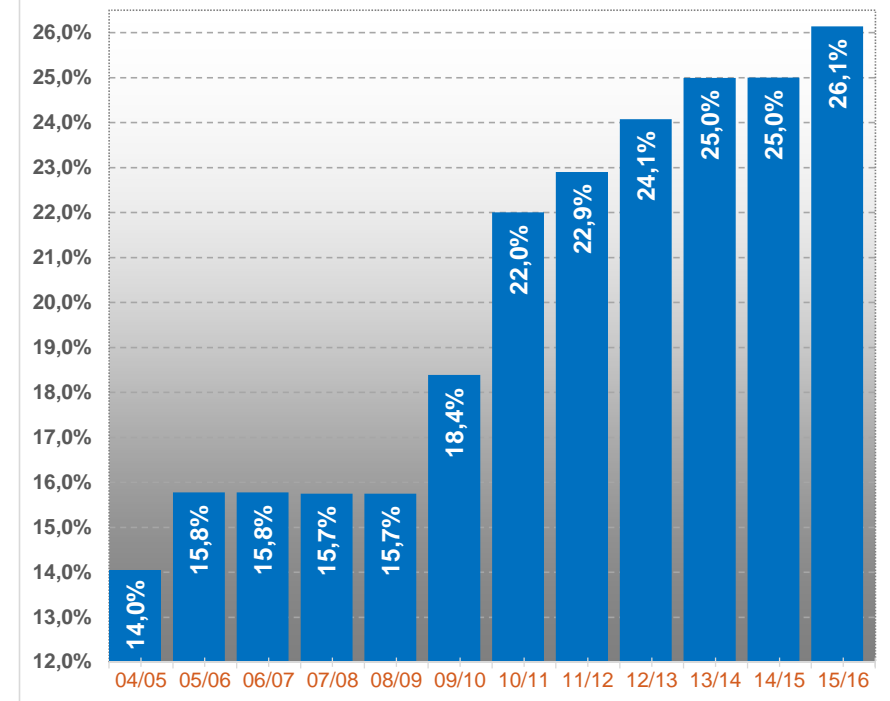
- Video recording studio
- Social networks

A constant improvement of the Group's business model

Turnover use in %
per fiscal year - as of July 31st (in IFRS norms)



Current operating margin
per fiscal year - as of July 31st (in IFRS norms)



Fundamentals

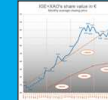


IGE+XAO in one chart

30 years of experience

30 years of expertise in Electrical CAD/PLM/Simulation

19 years of stock exchange listing



390 people dedicated to Electrical PLM, CAD & Simulation

86 420 licenses for 39 995 customers

32 sites in 21 countries & 28 additional countries via partners

25% of the Group's turnover annually invested in R&D

Corporate Social Responsibility program (ISO26000 in progress)

Solid financial structure

