

Investors meeting Fiscal year 2017-2018

Alain DI CRESCENZO

19 February 2019

IGE+XAO

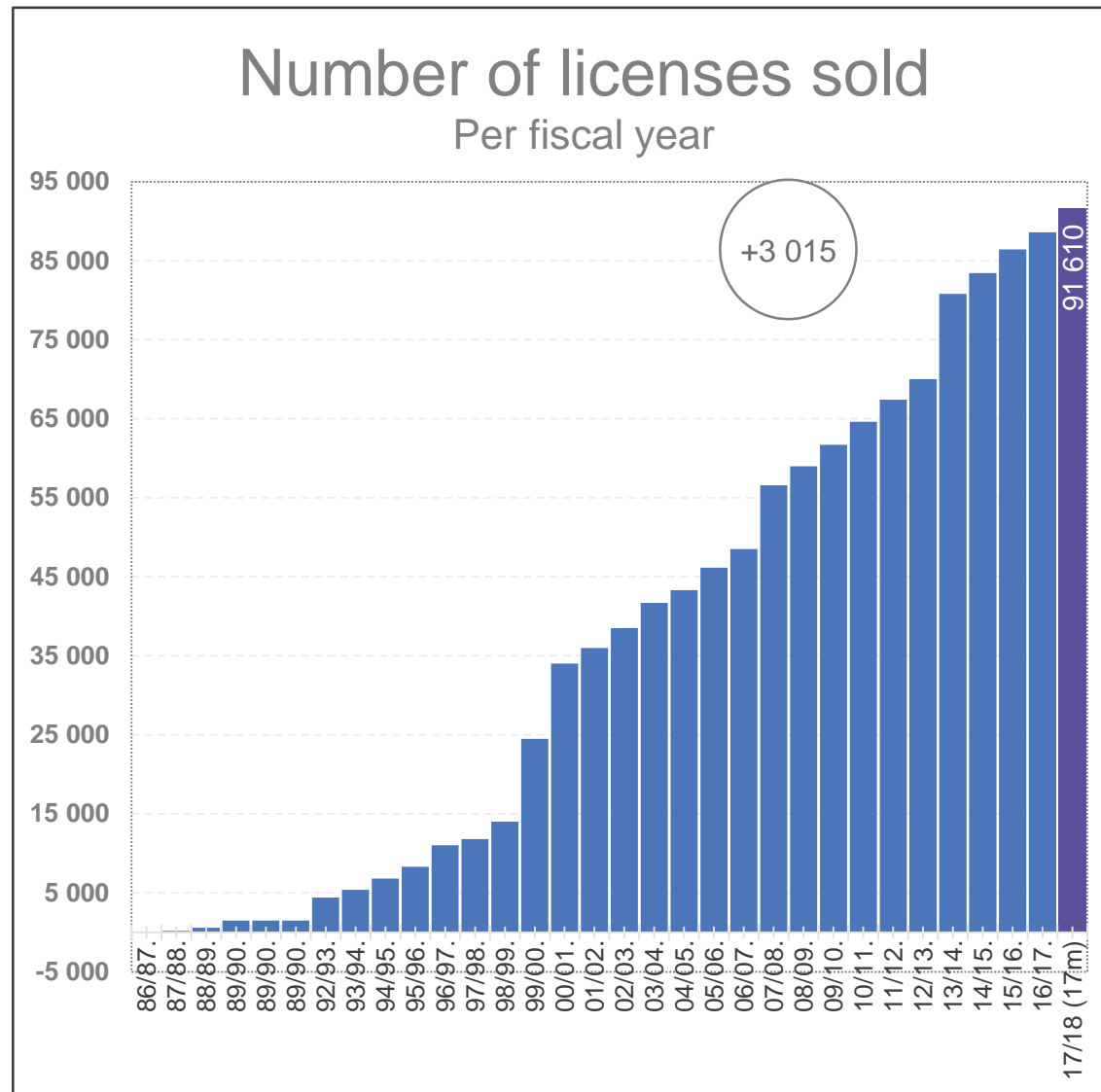
GROUP

Shaping the Future
of the Electrical PLM,
CAD and Simulation

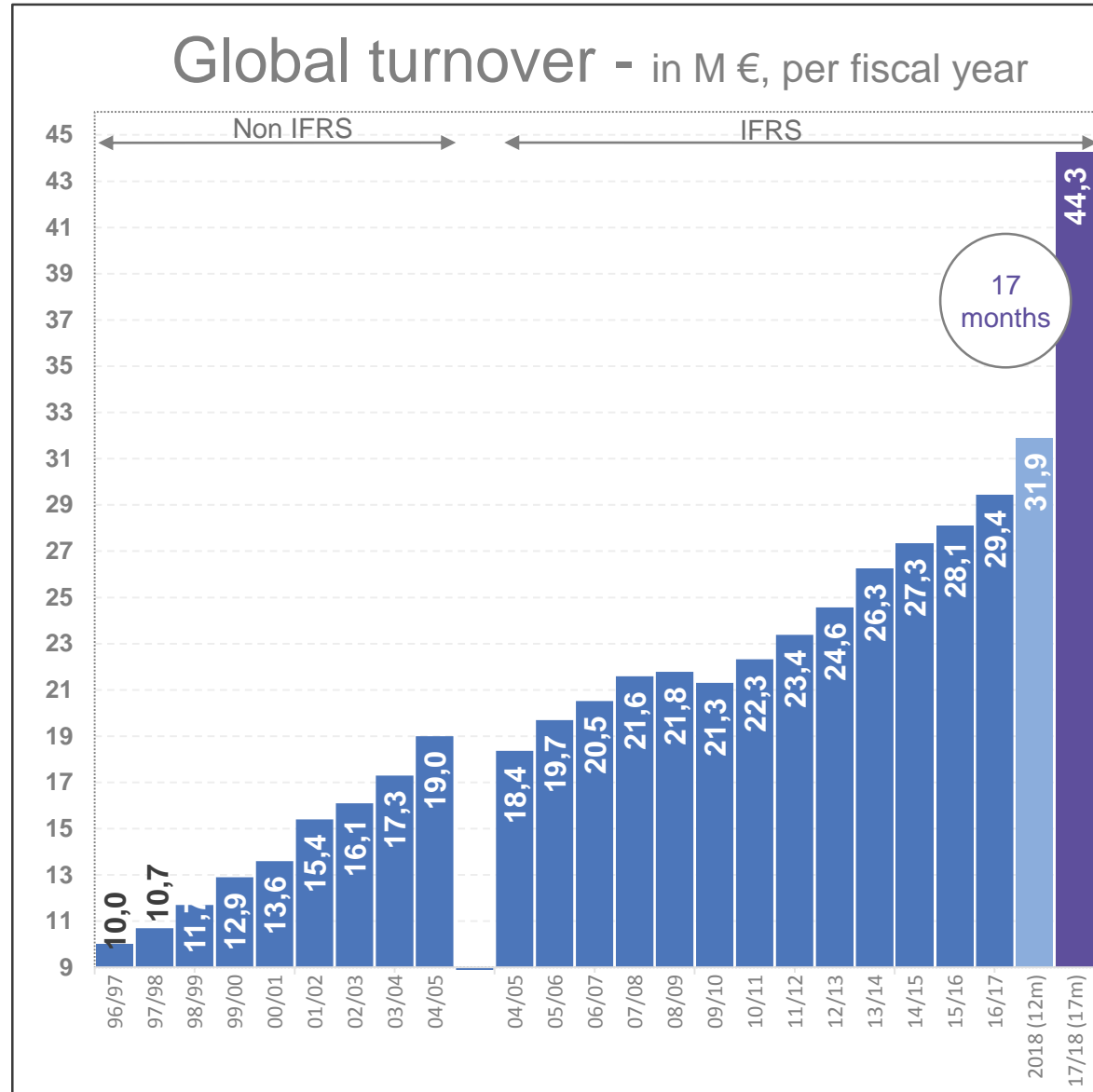
- IGE+XAO's highlights for 2017/2018
- IGE+XAO's 6 key points

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Licenses sold as of 31/12/2018: **91 610**



2017/2018 (17 months) 31/07/2017 -> 31/12/2018



44,3

17 months

2017/2018 (17 months) 31/07/2017 -> 31/12/2018

• South Europe

France

Zodiac Aerospace (now SAFRAN Aerosystems) in Loches – Specialised in landing gear harnesses
Kubota France – Manufacturer of agricultural vehicles.
SIEMENS PLM France – PLM Software developer.
Hôpital Saint Jacques (Nantes) – University Hospital of Nantes.
INEO Systrans – Branch of INEO specialized in the design and production of embedded equipments in the field of transports (railway, automotive) .
Champagne MOET & CHANDON – A Champagne house founded in 1743 and owned today by the LVMH luxury group.
LATESYS – Aircraft subcontractor.
TEC System – Specialized in the field of soil investigations (grouting, tunnels, drilling rig).
THALES Avionics Electrical Systems – Prime contractor, systems architect, and supplier of equipment and services in the field of avionics systems.
EOVA – High quality products and services dedicated to the management of high voltage networks.
RAZEL-BEC – Earthworks, civil engineering, underground works, road works.
SPIE Nucleaire – Subsidiary of the SPIE group dedicated to the nuclear market, specializing in the field of electrical for nuclear.

Spain

HARIBO – World-famous company manufacturer of gums & jellies.
HUTCHINSON, INDUSTRIAS DEL CAUCHO – Manufacture of rubber and plastic products for the automotive industry.
ALTRAN INNOVACION – World leader in engineering and I+D services.
GORATU MÁQUINA HERRAMIENTA – Under the trademark of the prestigious market leader GEMINIS, they develop horizontal and multiprocess lathes of the highest technology.
YKK ESPAÑA – YKK is the largest and most respected developer, manufacturer and supplier of zippers, fasteners and accessories in all shapes, sizes and materials.

Italy

MAXA – Environmental comfort, designing and distributing products for air conditioning. more than 40 agencies and in 34 countries , with more than 350 service centres.
SAUTER – Building management and room automation sector.
MITSUBISHI ELECTRIC HYDRONICS & IT COOLING SYSTEMS - Company specialized in hydronic systems for air conditioning and heating and in IT cooling solutions.
REDA SPA – Designs and builds for the food industry a wide range of plants and machinery, process groups and complete lines

Greece

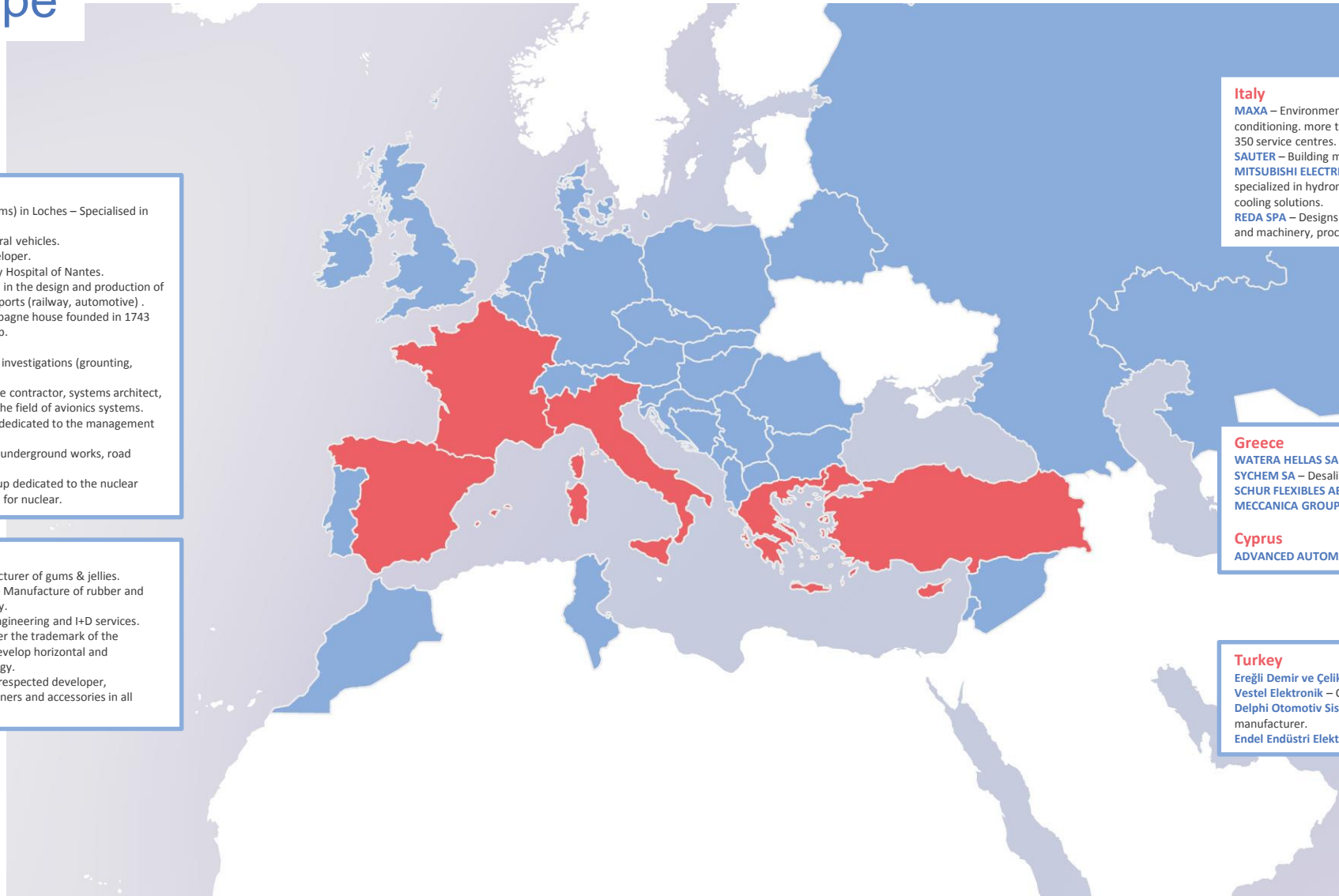
WATERA HELLAS SA – Water treatment systems.
SYCHEM SA – Desalination systems.
SCHUR FLEXIBLES ABR SA – Packaging materials.
MECCANICA GROUP SA – Electrical contractors.

Cyprus

ADVANCED AUTOMATION SYSTEMS – Automation & electrical projects.

Turkey

Ereğli Demir ve Çelik – Biggest steel manufacturer factory in Türkiye.
Vestel Elektronik – One of the biggest television manufacturers in Türkiye.
Delphi Otomotiv Sis. – Turkish branch of worldwide automotive parts manufacturer.
Endel Endüstri Elektrik – Harness manufacturer for white good industry.



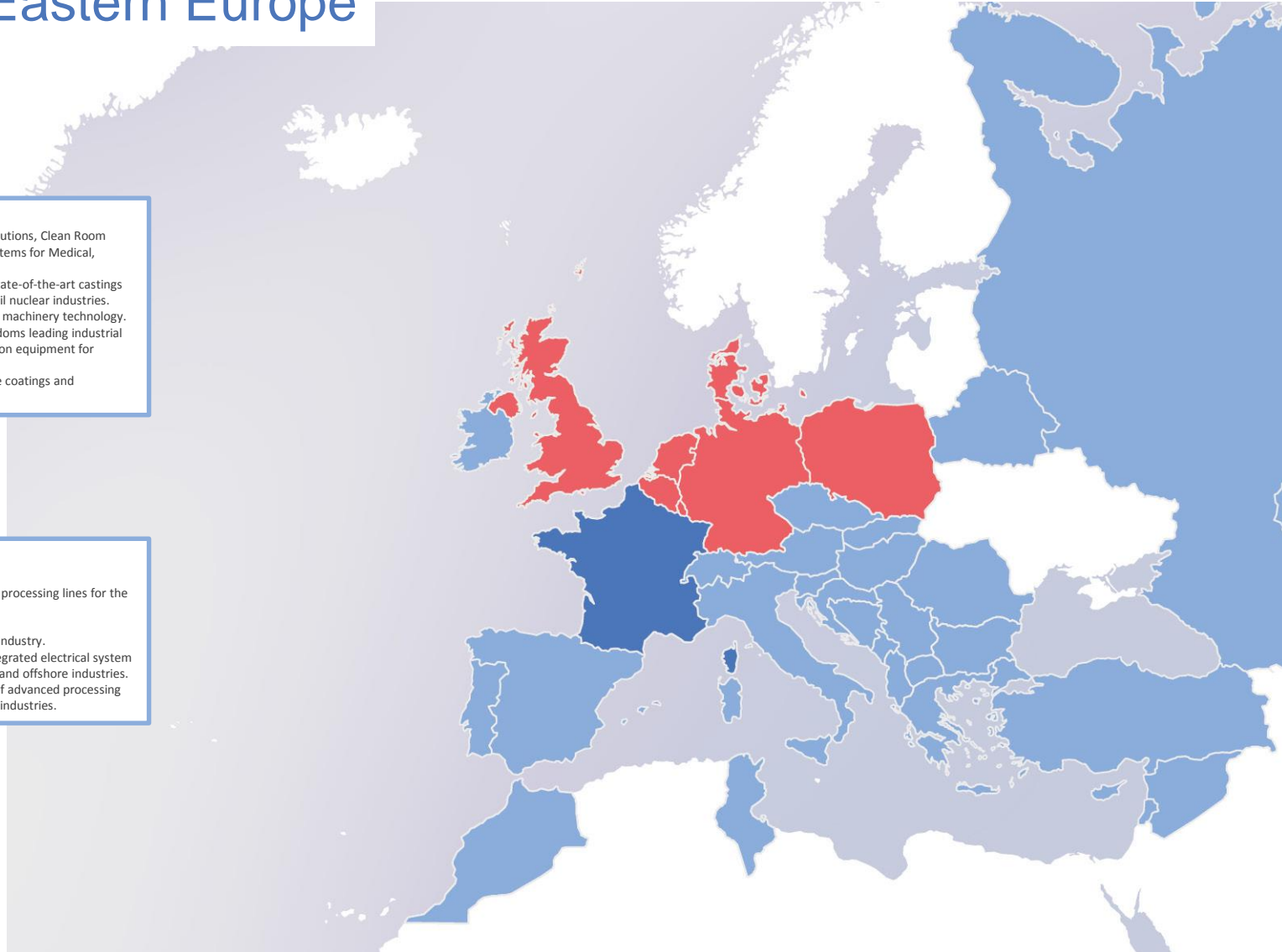
• North and Eastern Europe

UK

Howorth Air Technology – Create Containment Solutions, Clean Room Facilities & Ultra Clean Air Filtration Ventilation Systems for Medical, Pharmaceutical and Wider Industries.
Sheffield Forgemasters – Manufactures bespoke state-of-the-art castings and forgings for power generation, defence and civil nuclear industries.
Boston Matthews – Is at the forefront of extrusion machinery technology.
The Generator Company – One of the United Kingdoms leading industrial generator specialists manufacture Power Generation equipment for applications across the globe.
Norman Hay – A global chemicals, sealants, surface coatings and engineering group.

Benelux

Hortimax – Horticulture automation.
Sormac – Manufacturer of machines and complete processing lines for the vegetable-processing industry.
SIM – Flight simulators.
UTC Aerospace Systems – Supplier for the aircraft industry.
Van der Leun – Designs and installs innovative, integrated electrical system solutions for the maritime, construction, dredging, and offshore industries.
Marel Meat Processing – Leading global provider of advanced processing systems and services to the Poultry, Meat and Fish industries.



Denmark

Aarsleff Rail A/S – Vest – a leading Danish contracting company. Expert in devising, planning and implementing large-scale projects within infrastructure, climate change adaptation, environment, energy etc.
Scape Technologies A/S – develops and sells highly flexible automated bin-picking system.
Biogen Manufacturing ApS – manufacture innovative therapies and biosimilars for clinical and commercial use.
M&E Engineering A/S – working for a wide range of customers. These range from public and private builders to contractors, engineering installers and operating organizations to suppliers of components and systems.
Mark & Wedell A/S – Experts in technical solutions, including development of special machinery.
Kælitækni ehf – Many of the main fishing vessels of the Icelandic fleet are available from Kælitækni.
Attention Design ApS – Offers full-service product development and product design.
SINTROL OY – SINTROL GROUP. Industry-leading service and expertise, one of the world's best manufacturers of measurement equipments.
CL-Electric A/S – Distributors and installers of Nilan ventilation systems.
Tyréns A/S – One of Scandinavia leading consulting engineering companies.
ECO Techniq ApS – Performs all types of electrical field tasks, from oversight and repairs to new installations and Enterprise tasks.
LUND Engineers & Contractors A/S – Fastest Growing Engineering Company of the Year 2016 & Most Innovative Electrical Engineering & Instrumentation.
Robco Engineering A/S – Produces twine machines, twistors and winders. The company's history goes back more than 60 years, where the company produced ropes for the local fishing industry.
Svelvik Maskin AS – Leading supplier of machinery and equipment for waste management.
Flexmatic ApS – Design and delivery of peripheral equipment in connection with integration into larger production plants.
IBA System – Provides integrated systems within Intelligent Building Automation CTS and IBI for heat, ventilation and light management.
ÅF Buildings Denmark – delivers consultancy services within construction, infrastructure, building technology, HVAC, energy, project management, acoustics, fire, commissioning and sustainability.
ALLSET Industries A/S – Marine Offshore Renewables Defence Engineering Esbjerg.
AIRFORCE ApS – Advisory supplier of ventilation equipment for the Danish ventilation market.

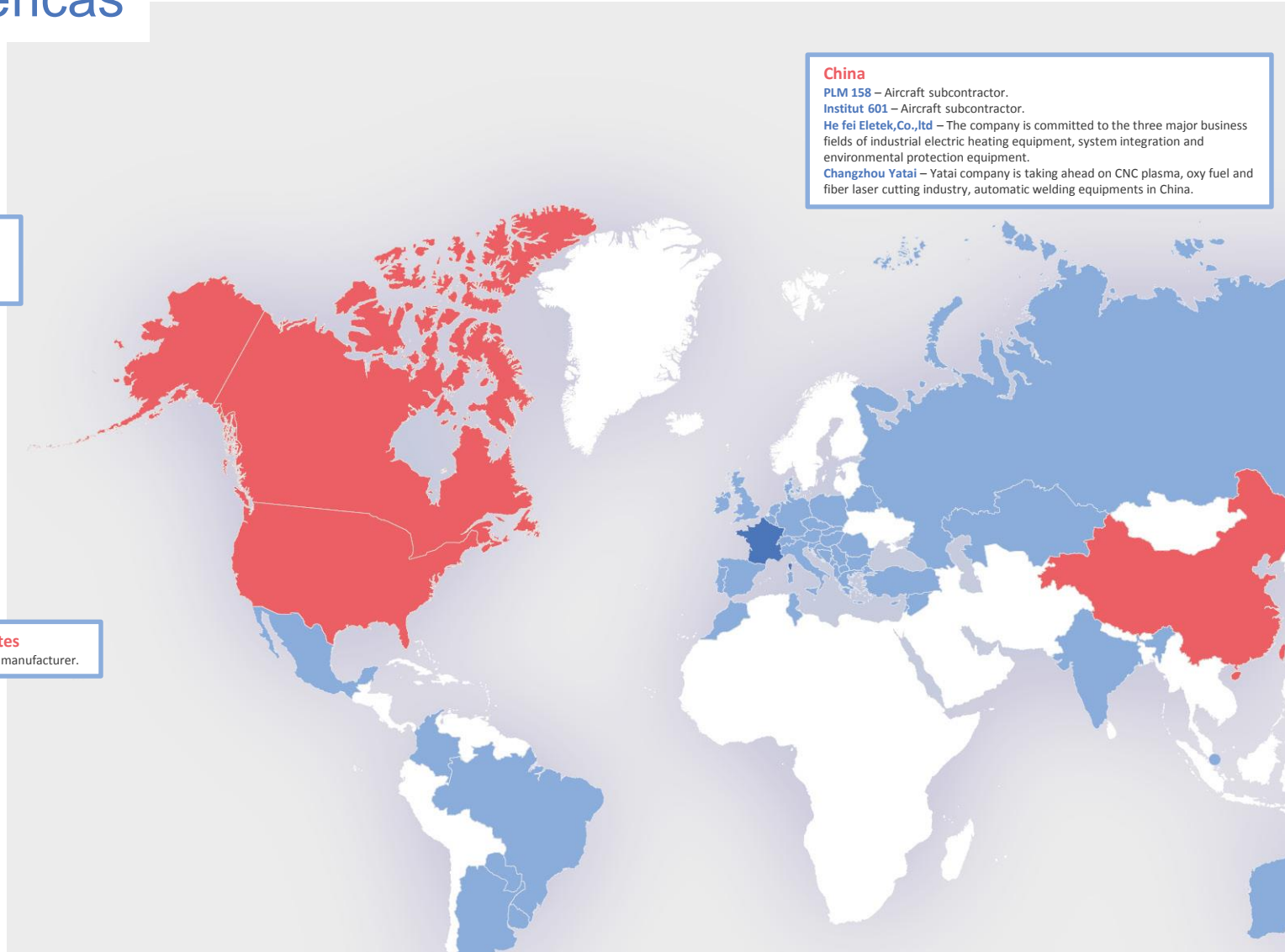
Poland

ENERGA - INVEST – Project supervisors and contract engineers for the Energa Group.
UMC Poland sp. z o.o. – One of the most renowned factories of LCD TV in Europe
Institute of Aviation – The Transport Systems Department focuses on transport system research associated with aircraft design.
Ekoenergetyka-Polska Sp. z o.o. – Develop and produce high power charging solutions for electric passenger cars, buses and HD vehicles to reduce transport emissions

Germany

Rheinmetall Technical Publications GmbH – A worldwide specialist in technical documentations for the aerospace, naval- and land systems, renewable energies, etc.
E.I.S. Aircraft Products and Services GmbH - is a well-established product and service provider focused on the aerospace market.
Voestalpine BWG GmbH – An international recognized specialist for mainline traffic (highspeed railways and mixed traffic).
BIA Kunststoff- und Galvanotechnik GmbH & Co. KG – Innovative and high-quality metallic surfaces for the international car industry.
Windtest grevenbroich GmbH – Offers a wide range of accredited service for renewable energies on the international market.

• Asia & Americas



Canada
Olymel – Food Machine Manufacturer.
Logic Systems Engineering – Shipping System Integrator
Bridgestone – Tire and rubber Manufacturer

United Arab Emirates
Calidus-E.A.U. – Aircrafts manufacturer.

China
PLM 158 – Aircraft subcontractor.
Institut 601 – Aircraft subcontractor.
He fei Eletek, Co., Ltd – The company is committed to the three major business fields of industrial electric heating equipment, system integration and environmental protection equipment.
Changzhou Yatai – Yatai company is taking ahead on CNC plasma, oxy fuel and fiber laser cutting industry, automatic welding equipments in China.

India
Marine Electricals India Pvt Ltd – Integrated technical services provider in the fields of electrical automation and information and communication technology solutions.
Emerson Automation Pvt Ltd – Offer a wide range of products and services in the areas of network power, process management, industrial automation, climate technologies, and tools and storage businesses.
Synergy Systems & Solutions – Offering for industrial automation and process control requirements.
ASMI Controls Systems Pvt Ltd – An Industrial Automation Systems Integrator providing Turnkey Solutions in Design, New Build, Refurbishments, Retrofits in processes pertaining to Textile Industry, Food & Non-Food FMCG, Packaging, Automobile & Ancillaries, Water Management, Component Manufacturing.
Spheros Motherson Thermal Systems – One of the global market leaders in the development and manufacture of engine-independent heating systems, water pumps, air conditioners and roof hatches, accompanied by comprehensive service.
Niyam Engineering – offers Electrical CAD services for Construction domain projects.
Faraday Ozone Products Ltd – Manufactures Corona Discharge Ozone Generators, Air Sterilizers, Oxygen Concentrators, Ozone Monitors, Controllers for Air, Water and Waste water treatment. R&D engineers focus on continuous improvement to develop application oriented end-to-end solutions by understanding the ever changing customer needs and by implementing latest technologies.
ZENTRON LABS Pvt Ltd – Offers innovative and custom Machine-Vision solutions in Manufacturing, Food, Agriculture or e-Commerce.
IPAC Automation Pvt Ltd – A provider of end to end engineering services to plant automation, the company serves the end users of process industry, the EPC companies as well as the control systems OEM's.
ARKEL Electronic India Pvt Ltd – Manufactures lift control cards, control panels, emergency rescue systems, inspection and alarm sets and designs other electronic equipments needed in sector. ARKEL continues R&D works with its own staff on customers' demands using modern technologies means.
SwitchGears Controls and Technics- In Partnership with M/s. Schneider Electric India Private Limited. Switchgear and Control Technics Pvt Ltd (SCTPL) is in the business of Manufacturing of Low & Medium Voltage Switchboards, Distribution boards, Enclosures, Sheet metal Parts and Accessories. and Channel Partners for Schneider make of Busway systems.
Indutch Composites Technologies Pvt Ltd:- Analysis and Manufacturing of composite parts with international standards. With these capabilities our company can undertake Design, Development, Testing and Production of different types of composite products for different Industries.
Bauer Corporate Services Private Limited -Bauer Corporate Services Private Limited was established in August 2005 to serve as a Engineering Design Center and provide IT Enabled Services in areas such as Mechanical Engineering Design, Information Technology Support, System Administration, Software Development, Accounting Services, Document Management, Translation from German to English and other areas of Business Process Outsourcing.
Saint Gobain, Gyproc:- Gyproc developed a sustainable approach to its business which helps its partners in the construction industry deliver innovative solutions and services to their customers and clients. Gyproc has initiated to monitor the environmental impact of the products during production and their whole life cycle. This requires transparency and the vigorous use of widely accepted Life Cycle Assessment (LCA) techniques to produce meaningful data. Data which customers can compare to ensure an optimised approach is taken in line with future requirements, as per Green Building Organisations like IGBC and GRIHA.



Schneider Electric takes control of IGE+XAO after the successful tender offer which will be re-opened from February 1st to February 14th, 2018

January 25th, 2018
Press release

Paris - The Autorité des marchés financiers (the "AMF") published today the results of the public tender offer for the shares of IGE-XAO initiated by Schneider Electric Industries SAS.

Following the delivery of the shares tendered to the offer which is expected to occur on January 30th, 2018, Schneider Electric Industries SAS will receive 882,194 IGE+XAO shares representing 61.79 percent of the share capital and at least 61.44 percent of the voting rights of IGE+XAO¹. Schneider Electric Industries SAS will therefore own directly or indirectly a total of 1,007,625 IGE-XAO shares² representing 70.57% of the share capital of the company.

« We are delighted with the success of this offer and look forward to welcoming IGE+XAO's teams within the Schneider Electric group where they will maintain their operational autonomy », said Philippe Delorme, Executive Vice President for Building (Low Voltage) and IT (Secure Power) activities at Schneider Electric.

On his part, Alain Di Crescenzo, CEO of IGE+XAO, said *« The closing of the transaction allows for closer collaboration with Schneider Electric, which will be beneficial for all the IGE+XAO customers, partners and employees ».*

According to the General Regulation of the AMF, the public tender offer initiated by Schneider Electric will be re-opened from February 1st to February 14th, 2018, in order to allow shareholders who have not yet disposed of their shares to do so under the same terms.

The document relating to the offer is available on the websites of the AMF (www.amf-france.org) and Schneider Electric (www.schneider-electric.com), and is also available free of charge upon request at the offices of Schneider Electric (35 rue Joseph Monier, 92500 Rueil Malmaison) and BNP Paribas (16 boulevard des Italiens, 75009 Paris).

Alstom, IGE+XAO et Safran créent un Centre d'Excellence dédié aux systèmes électriques ferroviaires à Toulouse

12 octobre 2018 – Alstom, IGE+XAO et Safran renforcent leur collaboration en créant à Toulouse un Centre d'Excellence d'Ingénierie des systèmes électriques ferroviaires embarqués. Implanté sur le site de l'équipementier aéronautique Safran Electrical & Power, ce Centre d'Excellence international pourra accueillir jusqu'à une centaine d'ingénieurs. S'appuyant sur les logiciels de l'éditeur IGE+XAO et sur son soutien technique, le Centre d'Excellence développera des systèmes électriques ferroviaires, de la conception jusqu'à l'industrialisation et le maintien en conditions opérationnelles des produits électriques d'Alstom. Son activité portera aussi sur l'innovation.

Dans le cadre de cet accord, IGE+XAO apporte son expertise tant sur ses logiciels que sur les services associés. Partenaires depuis 2011, Alstom et IGE+XAO franchissent une étape significative en signant un contrat technique et commercial sur une durée de 5 ans. IGE+XAO fournira ses suites logicielles dédiées à la gestion du cycle de vie des systèmes électriques, ainsi qu'une prestation de service allant de la validation logicielle à l'assistance à l'utilisation, en passant par la formation et la gestion de la plate-forme hardware.

En parallèle, Alstom et Safran signent ce jour un accord portant sur la conception des systèmes électriques, faisant suite au partenariat entre les deux groupes annoncé en 2017. Cette nouvelle étape de la collaboration entre Alstom et Safran répond à un besoin croissant de partage des meilleures pratiques entre les industries aéronautiques et ferroviaires. Safran Electrical & Power, leader mondial dans le domaine du câblage aéronautique, met à la disposition d'Alstom une équipe d'experts de la conception et de l'industrialisation des systèmes électriques.

« Le Centre d'Excellence, grâce à ses nouveaux moyens de développement, va contribuer à renforcer les compétences et la réactivité d'Alstom dans le domaine des systèmes électriques embarqués, en bénéficiant des meilleures pratiques du secteur aéronautique et de la proximité des équipes d'IGE+XAO expertes sur la filière électrique ferroviaire. Il sera l'un des atouts d'Alstom pour relever les défis de la mobilité de demain », a déclaré Thierry Best, Directeur des Opérations d'Alstom. Ainsi ce Centre d'Excellence va contribuer au développement des projets tels que le tramway d'Athènes, le RER nouvelle génération ou encore le TGV du futur. »

« La création de ce Centre d'Excellence est une première pour IGE+XAO. C'est l'aboutissement d'un partenariat fructueux avec deux clients de référence, Alstom et Safran, et de la maturité de notre suite logicielle PLM dédiée à la conception, à la simulation et à la fabrication des systèmes électriques. Le Centre d'Excellence que nous créons aujourd'hui, dans sa philosophie et sa composition, est une première mondiale et nos équipes sont fières de faire partie des acteurs de la mobilité d'aujourd'hui et de demain », a déclaré Alain Di Crescenzo, Président Directeur Général du Groupe IGE+XAO.

« C'est à travers notre filiale Safran Engineering Services que nous apporterons à Alstom notre double compétence dans les services en ingénierie et dans le domaine de l'électrique. Nos équipes ont, ces dernières années, participé au développement des programmes aéronautiques majeurs et sont enthousiastes à l'idée d'essaimer les bonnes pratiques du secteur vers le ferroviaire. La gestion de la complexité, le 'concurrent engineering', la dimension mondiale des équipes et des clients sont autant de passerelles entre ces deux secteurs », a déclaré Alain Sauret, Président de Safran Electrical & Power.

Les solutions de mobilité ferroviaire font face à une transformation des usages et des services. Elles doivent désormais être modulaires pour faciliter l'exploitation, adaptables pour répondre aux spécificités locales ou individuelles, et évolutives pour intégrer de nouvelles technologies (Wifi, confort passager, gestion de flux passager, sécurité accrue des biens et des personnes, nouveaux produits connectés, maintenance prédictive...). Le Centre d'Excellence va ainsi rendre possible l'étude anticipée des besoins des passagers et des exploitants et bénéficiera d'un environnement collaboratif, le « Trinity LAB », propice à la réflexion sur les besoins dans le domaine de la mobilité.

Comptes annuels consolidés de l'exercice 2017/2018

(en normes IFRS)* et comptes consolidés pro-forma de l'année calendaire 2018

Rentabilité opérationnelle 2017/2018 (17 mois) : 29,2%

Suite au changement de date de clôture des comptes décidé par l'Assemblée Générale Mixte du 25 juin 2018, l'exercice 2017/2018, clos au 31 décembre 2018, a une durée exceptionnelle de 17 mois. Le chiffre d'affaires consolidé s'y rapportant s'élève à 44 266 861 euros ; les rentabilités opérationnelle et nette atteignent 29,2% et 20,4% contre respectivement 27,9% et 19,6% au 31 juillet 2017, date de clôture des derniers comptes annuels publiés.

Afin de mieux appréhender l'évolution de l'activité, des comptes pro-forma ont été établis sur la base des douze mois de l'année calendaire. Ainsi, sur l'année 2018, le chiffre d'affaires consolidé qui s'élève à 31 886 483 euros est en croissance de 3,3% par rapport à 2017, croissance portée à 3,7% à périmètre constant (hors impact de l'application de l'IFRS 15** sur cette période). Le quatrième trimestre a été particulièrement dynamique avec un chiffre d'affaires consolidé qui atteint 8 388 894 euros contre 7 665 355 euros un an plus tôt, soit une hausse de 9,4%.

La croissance de l'activité, combinée à une bonne maîtrise des charges s'accompagne d'une évolution sensible de la rentabilité avec un résultat opérationnel sur l'année 2018 qui atteint 9 277 177 euros, soit une rentabilité opérationnelle de 29,7%***, et un résultat net de l'ensemble consolidé de 6 762 098 euros portant ainsi la rentabilité nette à 20,7%****.

Concernant la Recherche et Développement, la période a été dynamique avec un effort particulier porté sur ses logiciels de conception et de fabrication d'armoires et de câblages électriques, de maintenance et de recherche de pannes ainsi que de gestion avancée des catalogues de matériels électriques.

Fort de ces résultats et de ses solides fondamentaux, IGE+XAO, désormais société du Groupe Schneider Electric, entend poursuivre son plan d'action, ayant comme objectifs l'accélération du développement international, un fort investissement R&D et un haut niveau de rentabilité.

Compte de résultat consolidé En EUR	31/12/2018 audités 17 mois	31/12/2018 audités 12 mois	31/12/2017 non audités 12 mois	Evolution	31/07/2017 audités 12 mois
Chiffre d'affaires	44 266 861	31 886 483	30 871 415	3,3%	29 439 230
Produits d'exploitation	1 199 956	827 743	874 572	-5,4%	907 746
Charges d'exploitation	-32 801 829	-23 437 049	-22 886 177	2,4%	-22 401 426
Résultat opérationnel	12 664 988	9 277 177	8 859 811	4,7%	7 945 550
Résultat de l'ensemble consolidé avant impôt	12 915 967	9 463 158	9 037 944	4,7%	8 223 769
Impôt sur les sociétés	-3 659 926	-2 631 245	-2 456 187	7,1%	-2 314 893
Résultat net de l'ensemble consolidé	9 203 955	6 762 098	6 547 988	3,3%	5 857 121
Résultat net part du Groupe	9 044 891	6 606 543	6 469 090	2,1%	5 781 563

Chiffre d'affaires consolidé en EUR		31/12/2018 audités 12 mois	31/12/2017 non audités 12 mois	Evolution
1 ^{er} trimestre	du 1 ^{er} janvier au 31 mars	7 937 004	7 578 089	4,70%
2 ^e trimestre	du 1 ^{er} avril au 30 juin	8 076 291	8 418 785	-4,10%
3 ^e trimestre	du 1 ^{er} juillet au 30 septembre	7 484 294	7 209 186	3,80%
4 ^e trimestre	du 1 ^{er} octobre au 31 décembre	8 388 894	7 665 355	9,40%
du 1 ^{er} janvier au 31 décembre		31 886 483	30 871 415	3,30%

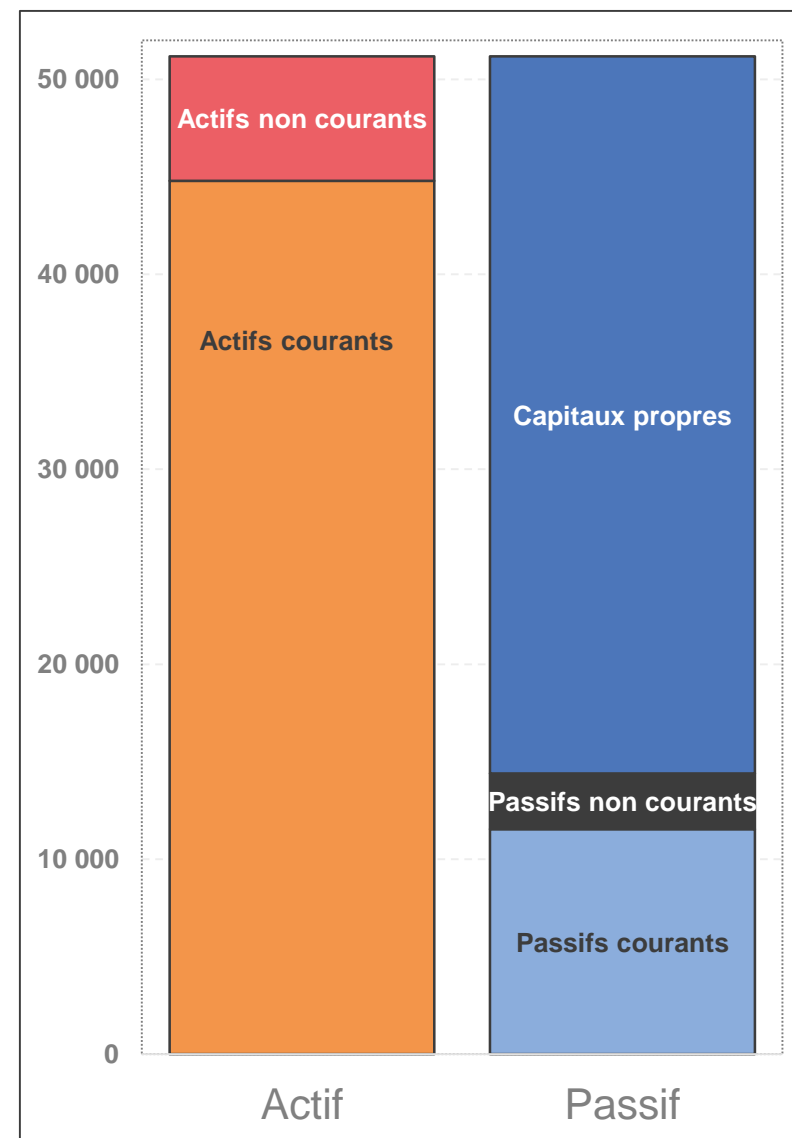
* Les comptes consolidés ont été arrêtés par le Conseil d'administration du 11 février 2019 et seront soumis à l'approbation de l'Assemblée Générale Annuelle.
 ** L'application de la norme IFRS 15 n'a pas d'impact significatif sur les comptes consolidés du Groupe au 31 décembre 2018
 *** Rentabilité opérationnelle : résultat opérationnel / chiffre d'affaires
 **** rentabilité nette : résultat net / chiffre d'affaires

- Profit & loss
- Balance sheet
- Cash Flow

En milliers €	31/12/2018	31/12/2018	31/12/2017	Evolution	31/07/2017
	audités 17 mois	audités 12 mois	non audités 12 mois		audités 12 mois
Chiffre d'affaires	44 267	31 886	30 871	3,3%	29 439
Autres produits d'exploitation	1 200	828	876	-5,5%	909
Total produits d'exploitation	45 467	32 714	31 747		30 348
<i>Dont Crédit Impôt Recherche</i>	1200	828	876		897
Achats et charges externes	-10 085	-7 166	-6 852	4,6%	-6 559
Charges de personnel	-21 424	-15 342	-15 162	1,2%	-14 940
Impôts et taxes	-653	-473	-441	7,2%	-468
Dotations amortissements et provisions	-640	-456	-461	-1,0%	-434
Total Charges d'exploitation	-32 802	-23 437	-22 917		-22 401
Résultat opérationnel courant	12 665	9 277	8 831	5,1%	7 947
Résultat opérationnel	12 665	9 277	8 831	5,1%	7 947
Résultat financier	251	186	187	-0,6%	278
Résultat de l'ensemble consolidé avant	12 916	9 463	9 018	4,9%	8 225
Impôt sur les sociétés	-3 660	-2 631	-2 608	0,9%	-2 315
Résultat net de l'ensemble consolidé	9 204	6 762	6 398	5,7%	5 858
Résultat net part du Groupe	9 045	6 607	6 317	4,6%	5 783

Actif en milliers €	31/12/2018	31/07/2017
Actifs non courants	6 382	5 725
Actifs courants	44 804	43 323
<i>Dont</i>	32 769	30 906
<i>Disponibilités</i>		
TOTAL	51 186	49 048

Passif en milliers €	31/12/2018	31/07/2017
Capitaux propres	36 792	32 743
Passifs non courants	2 855	2 685
Passifs courants	11 539	13 620
<i>Dont PCA</i>	6 498	7 327
TOTAL	51 186	49 048



En milliers €	31/12/2018	31/07/2017
Résultat net - porteurs de CP de la Société	9 045	5 783
Flux net de trésorerie généré par l'activité	8 249	6 679
Flux net de trésorerie généré par les opérations d'investissement	-1 264	-398
Flux net de trésorerie généré par les opérations de financement	-5 008	-9 294
Variation de trésorerie brute	1 977	-3 014
Incidences des variations du taux de change	-113	-24
Augmentation (diminution) de la trésorerie	1 864	-3 038
Trésorerie en début d'exercice	30 905	33 944
Trésorerie en fin de période	32 769	30 906
Variation de trésorerie nette	1 864	-3 038

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Our business

Our organization

Our portfolio

Our financials

Our strategy

Our fundamentals

Our business

Our organization

Our portfolio

Our financials

Our strategy

Our fundamentals

• **In:**

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

• **Dedicated to:**

- Electrical installations,
- System design.

• **For:**

- All type of industries.



Aerospace



Automotive



Railway



Shipbuilding



Equipment
& Machinery



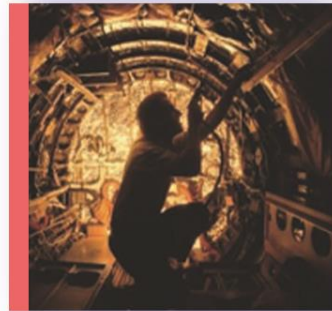
Automation
& Plant



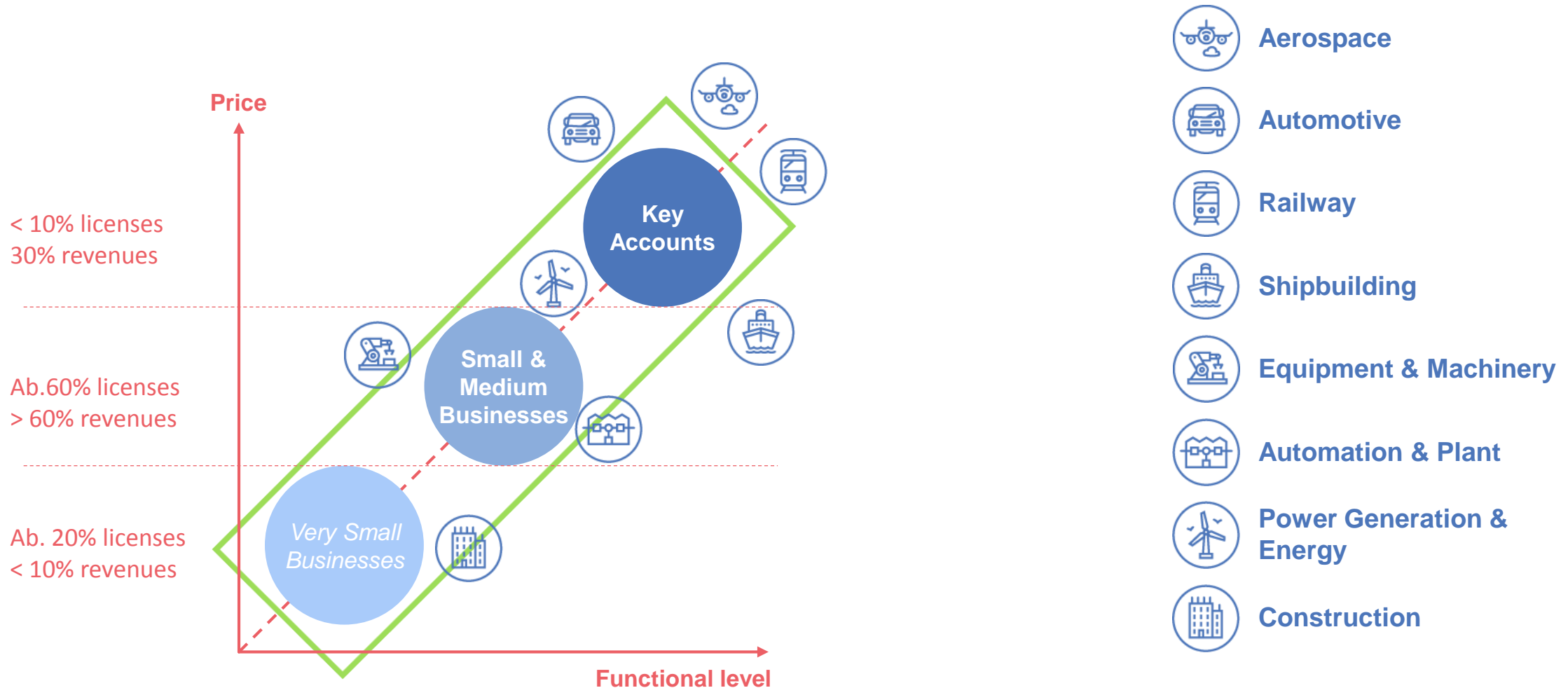
Power Generation
& Energy



Construction



• IGE+XAO's licenses & revenues breakthrough per customer size



Our business

Our organization

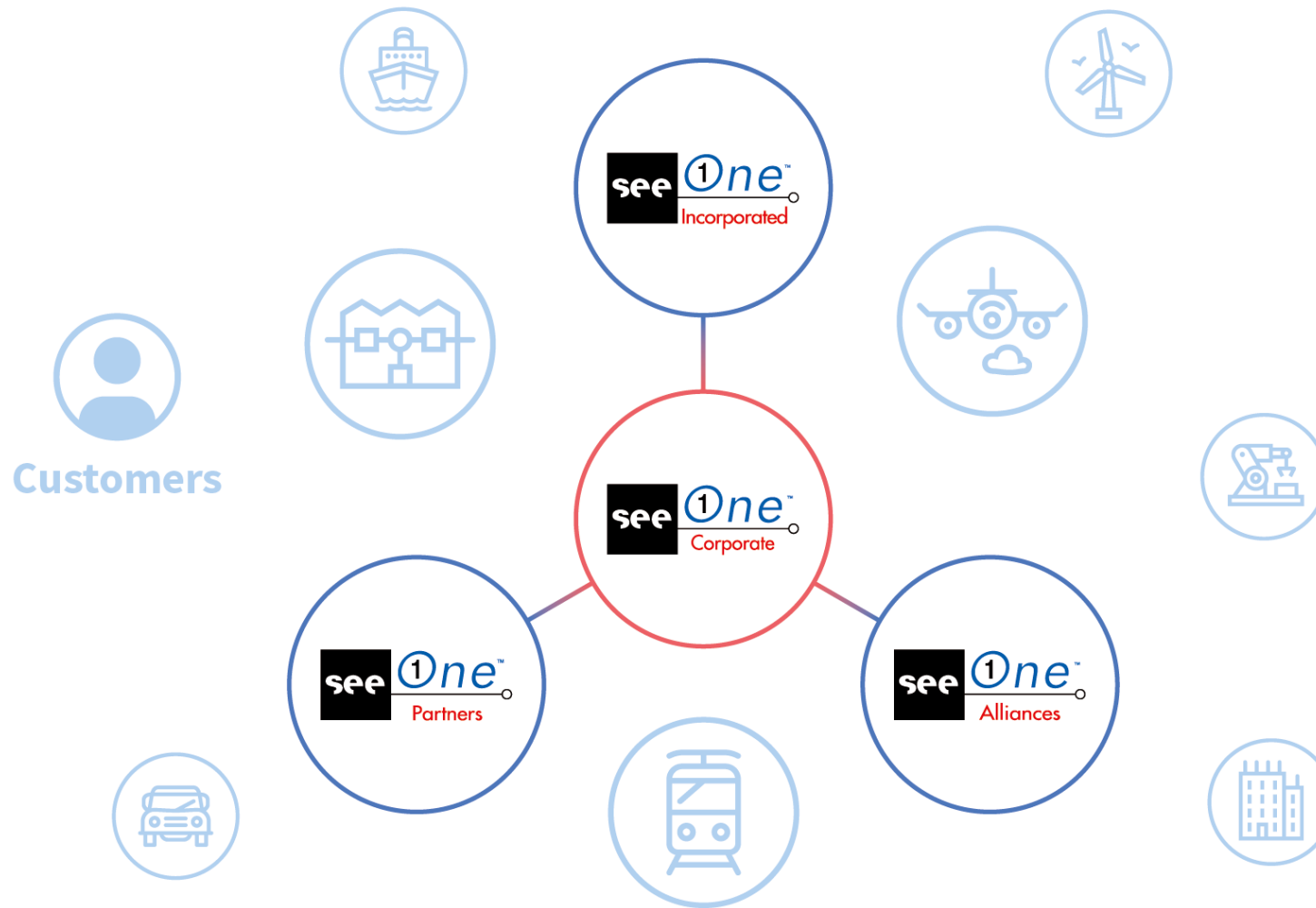
Our portfolio

Our financials

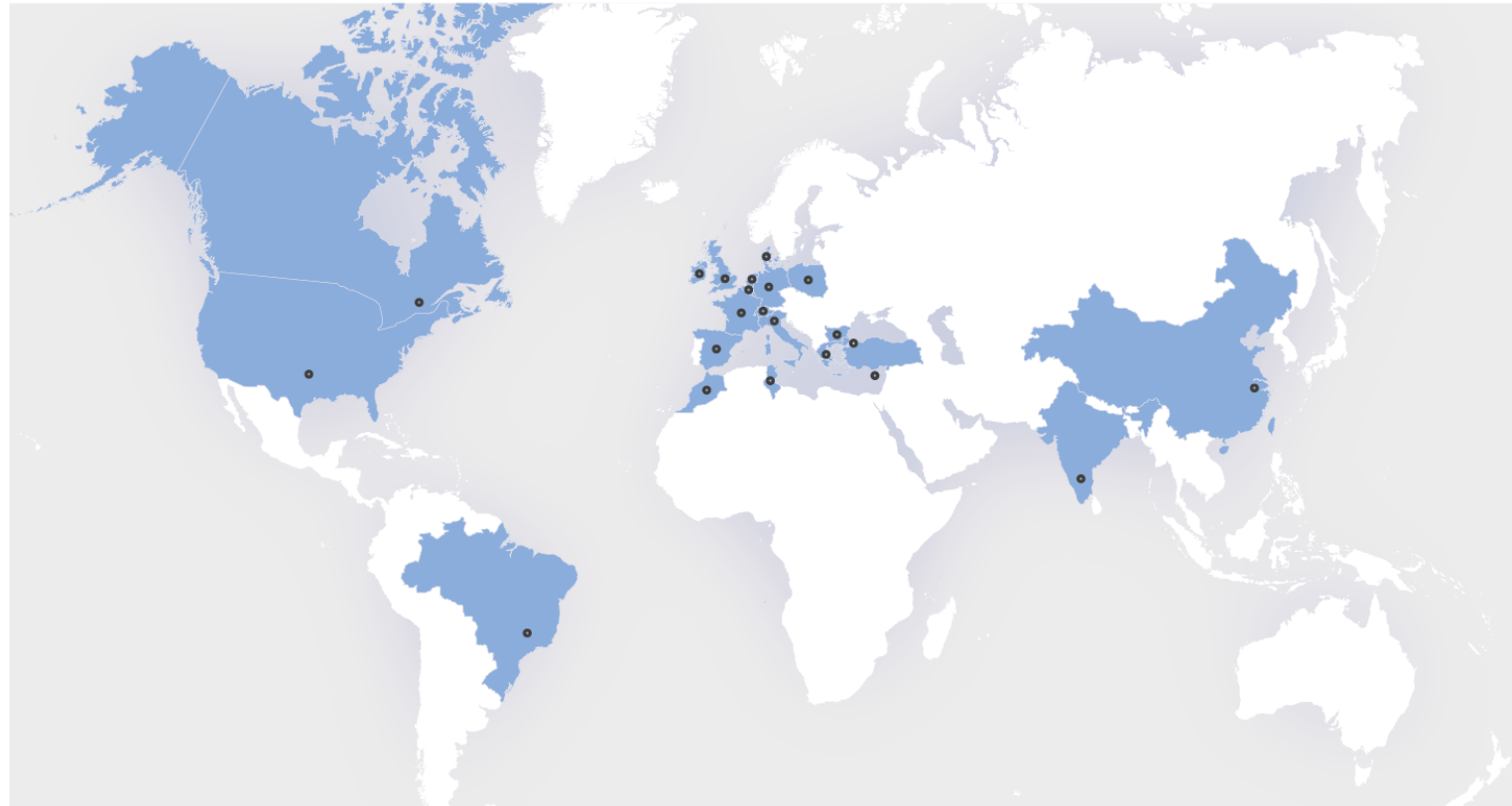
Our strategy

Our fundamentals

A global extended enterprise organization based on 4 business units



20 consolidated
commercial
subsidiaries in 20
countries
representing 28
sites



● SALES & CUSTOMER SUPPORT 28 sites in 20 countries						
<ul style="list-style-type: none"> CANADA — Montréal USA — Lewisville BRAZIL — Taubaté 	<ul style="list-style-type: none"> FRANCE — Colomiers – Headquarters — Châtillon — La-Chapelle-Sur-Erdre — Marseille — Seyssins — Templemars — Valenciennes SPAIN — Madrid 	<ul style="list-style-type: none"> UK — Nuneaton BELGIUM — Brussel DENMARK — Birkerød NETHERLANDS — Heerlen 	<ul style="list-style-type: none"> GERMANY — Mönchengladbach — Rastatt SWITZERLAND — Biel / Bienn ITALY — Bergamo 	<ul style="list-style-type: none"> GREECE — Thessaloniki BULGARIA — Sofia POLAND — Kraków 	<ul style="list-style-type: none"> MOROCCO — Casablanca — Tangers TUNISIA — Ariana TURKEY — Istanbul 	<ul style="list-style-type: none"> INDIA** — Bangalore CHINA — Nanjing

3 joint companies

 **50%** **IGE+XAO** GROUP + **50%**  **SAFRAN**

 **50%** **IGE+XAO** GROUP + **50%**  **SOGECCLAIR**

 **80%** **IGE+XAO** GROUP + **20%** **& A. Asse & F. Grzesiak**

12 technology partners

NEW **NEW**

Ingénierie de haute technologie

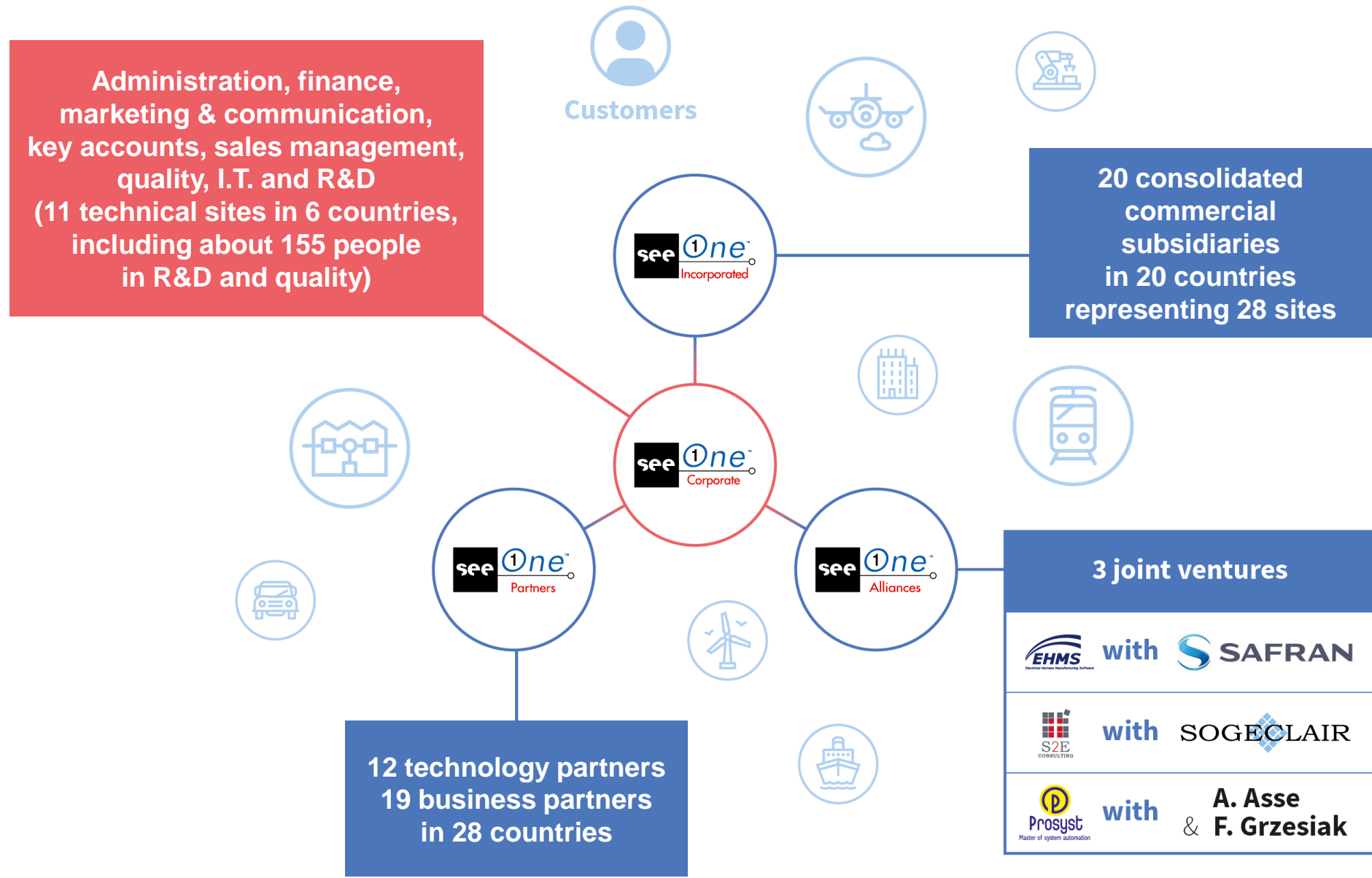
Master of system automation

SIEMENS PLM SOFTWARE

19 business partners in 28 countries



- ✘ 19 BUSINESS PARTNERS in 28 countries**
- | | | | | | |
|--|--------------------------------|--|--|---|-------------------------------------|
| COLOMBIA
— ENERSA Ltda | AUSTRIA
— X KEY GmbH | CROATIA | KAZAKHSTAN
— Dipaul | CHINA
— Beijing Pushiwanyou
— Beijing Real Winner Control Technology Co Ltd
— Beijing Shuohe
— BeijingXinGongCheng
— HangZHou WeiShi
— Nanjing Bite
— Nanjing Glaway Software
— ShangDongQiRuiSheng
— ShangHaiWeiLing | SOUTH KOREA
— CITopia Co |
| PORTUGAL
— SA – Soluções em Automação S.A. | CZECH REPUBLIC | BOSNIA & HERZEGOVINA | ARMENIA | AUSTRALIA | NEW ZEALAND
— Desktop EDA |
| SLOVAKIA
— Softmarket s.r.o. | SLOVENIA | SERBIA | MOLDOVA | | |
| ROMANIA | MACEDONIA | MONTENEGRO | AZERBAIJAN | | |
| HUNGARY
— PRO Electric | KOSOVO | ALBANIA
— ib-CADdy d.o.o | KYRGYZSTAN | | |
| | BELARUS | RUSSIA
— Dipaul
— Etalon-Automation LLC | UZBEKISTAN | | |
| | | | TAJIKISTAN
— Etalon-Automation LLC | | |



Our business

Our organization

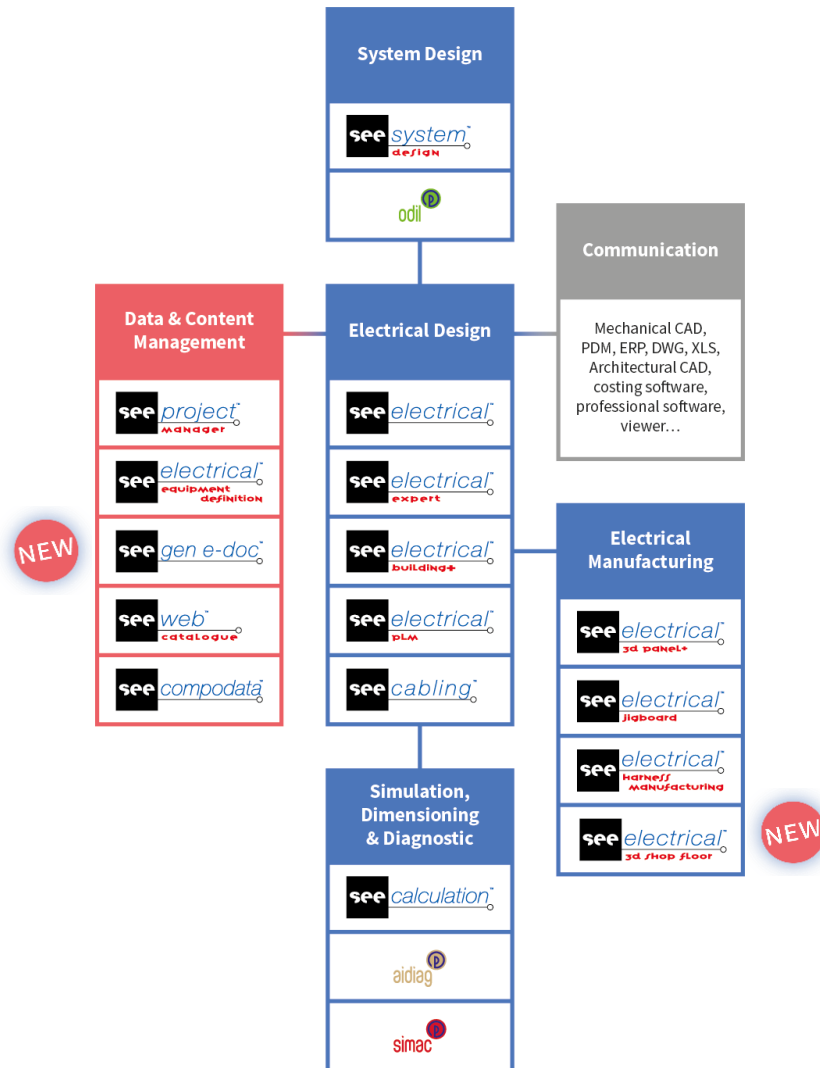
Our portfolio








Our financials

Our strategy

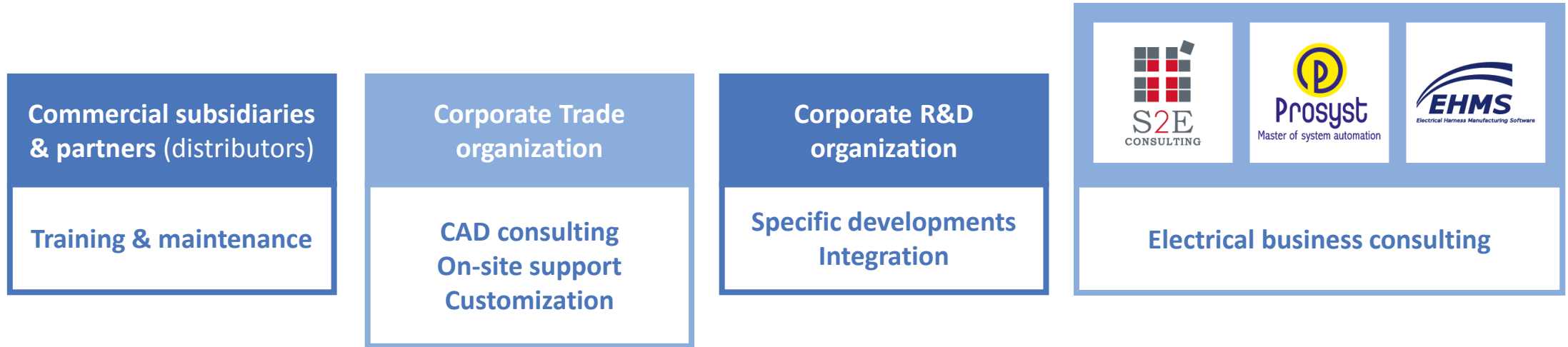
Our fundamentals

- 19 products, 6 domains & 8 strategic markets



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

- 4 levels of added-value services



Our business

Our organization

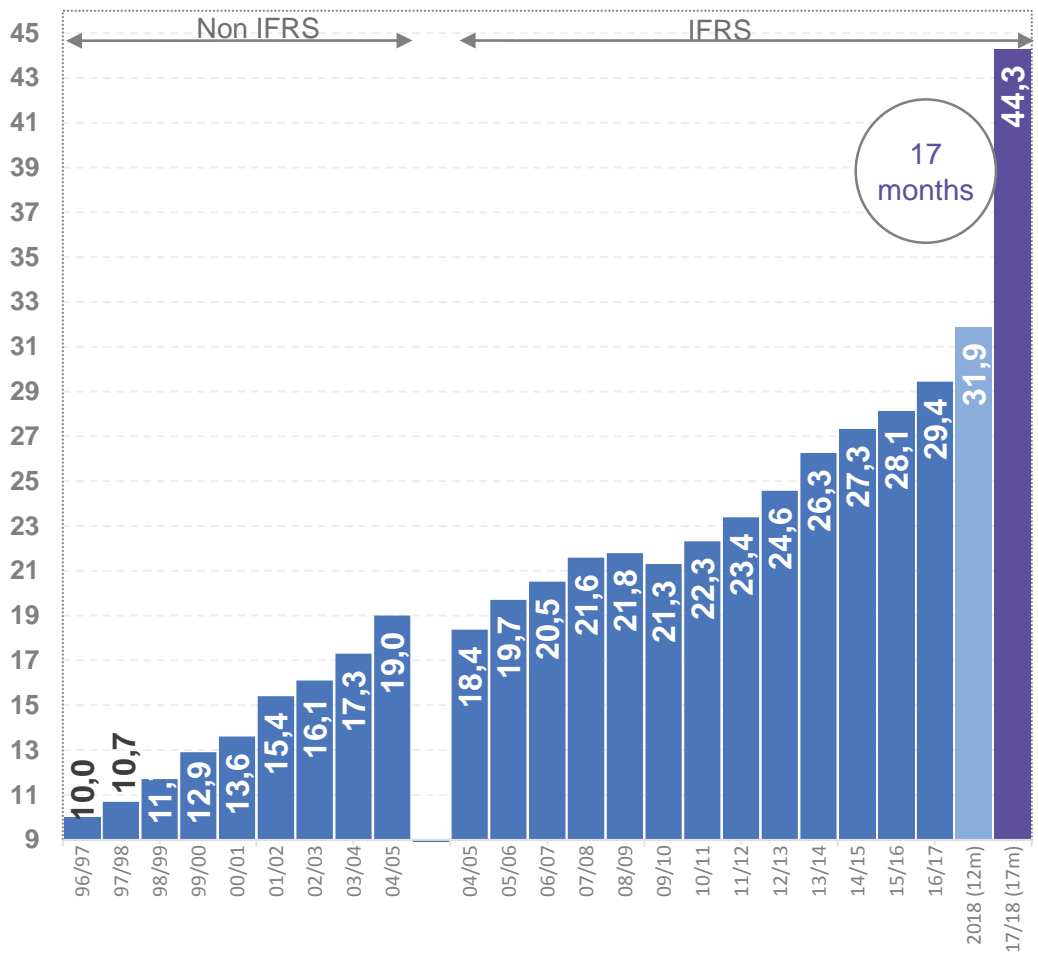
Our portfolio

Our financials

Our strategy

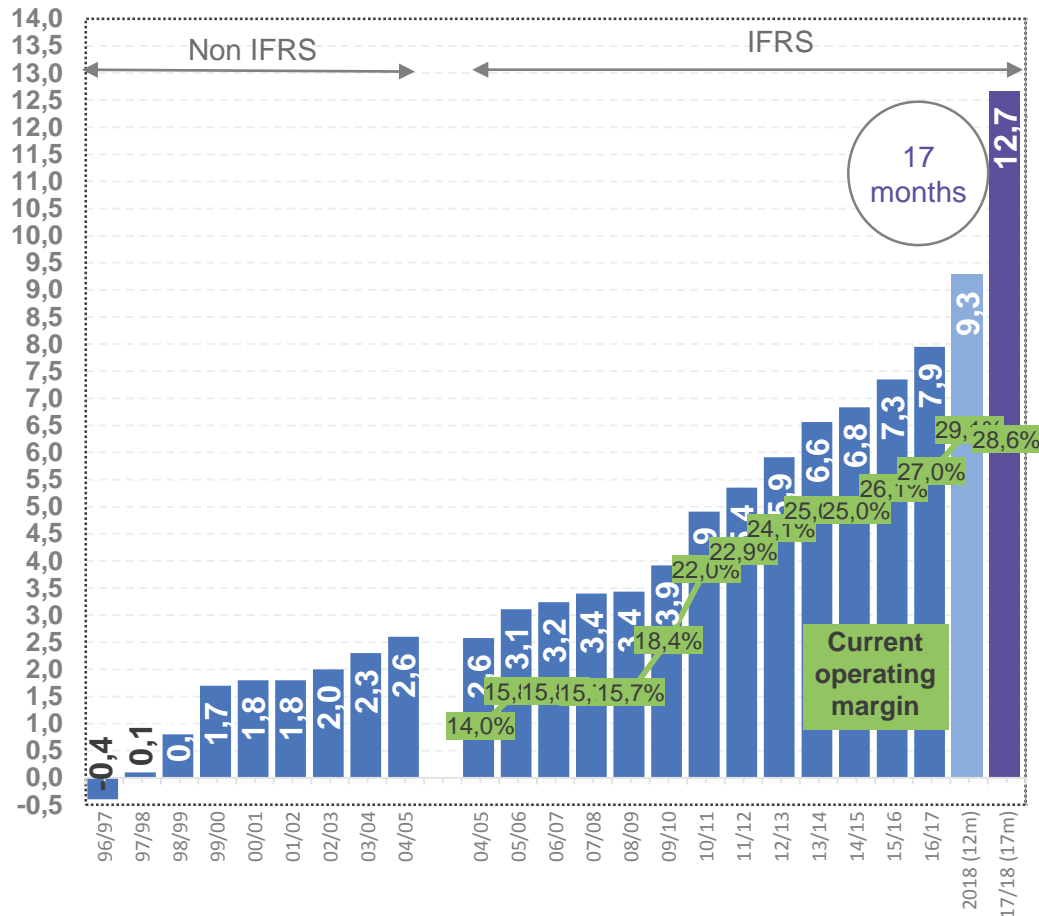
Our fundamentals

Global turnover - in M €, per fiscal year



44.3

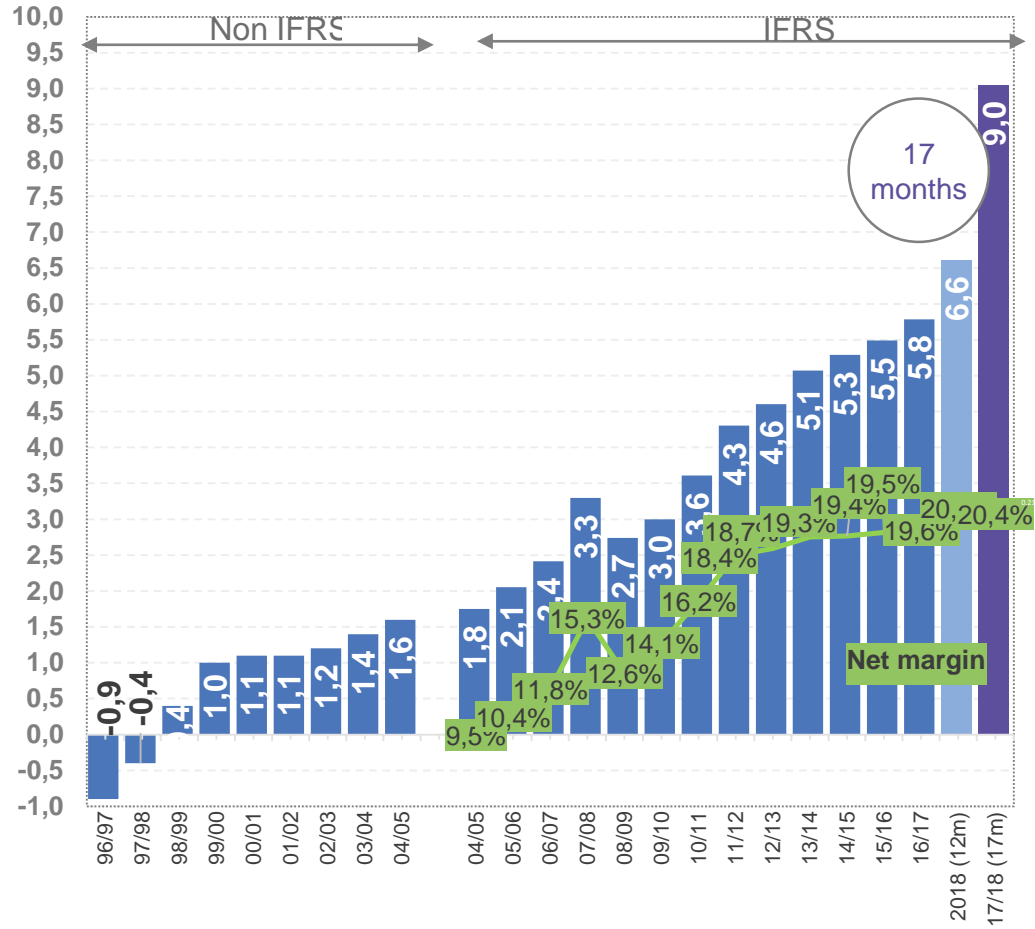
Curent operating income in M €, per fiscal year



12.7

28.6 %

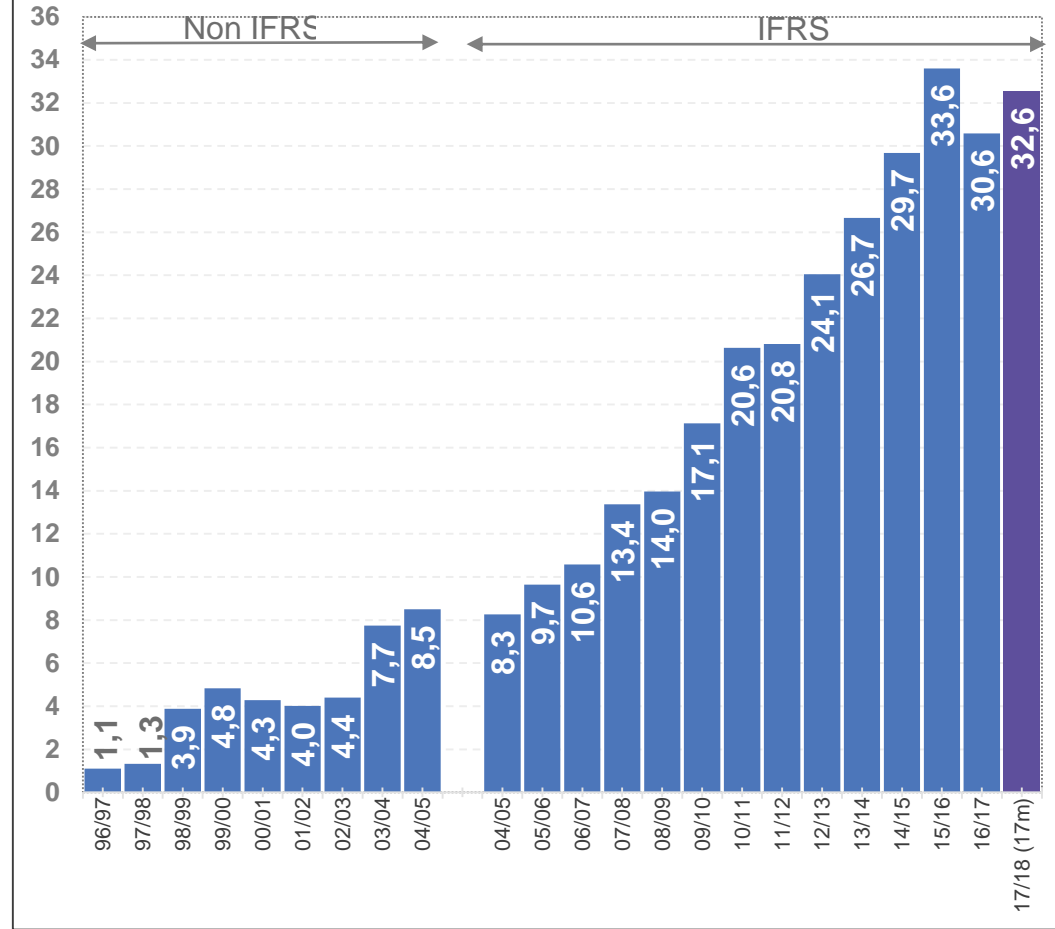
Net income - in M €, per fiscal year



9.0

20.4 %

Net cash - in M € - per fiscal year



32,6

Our business

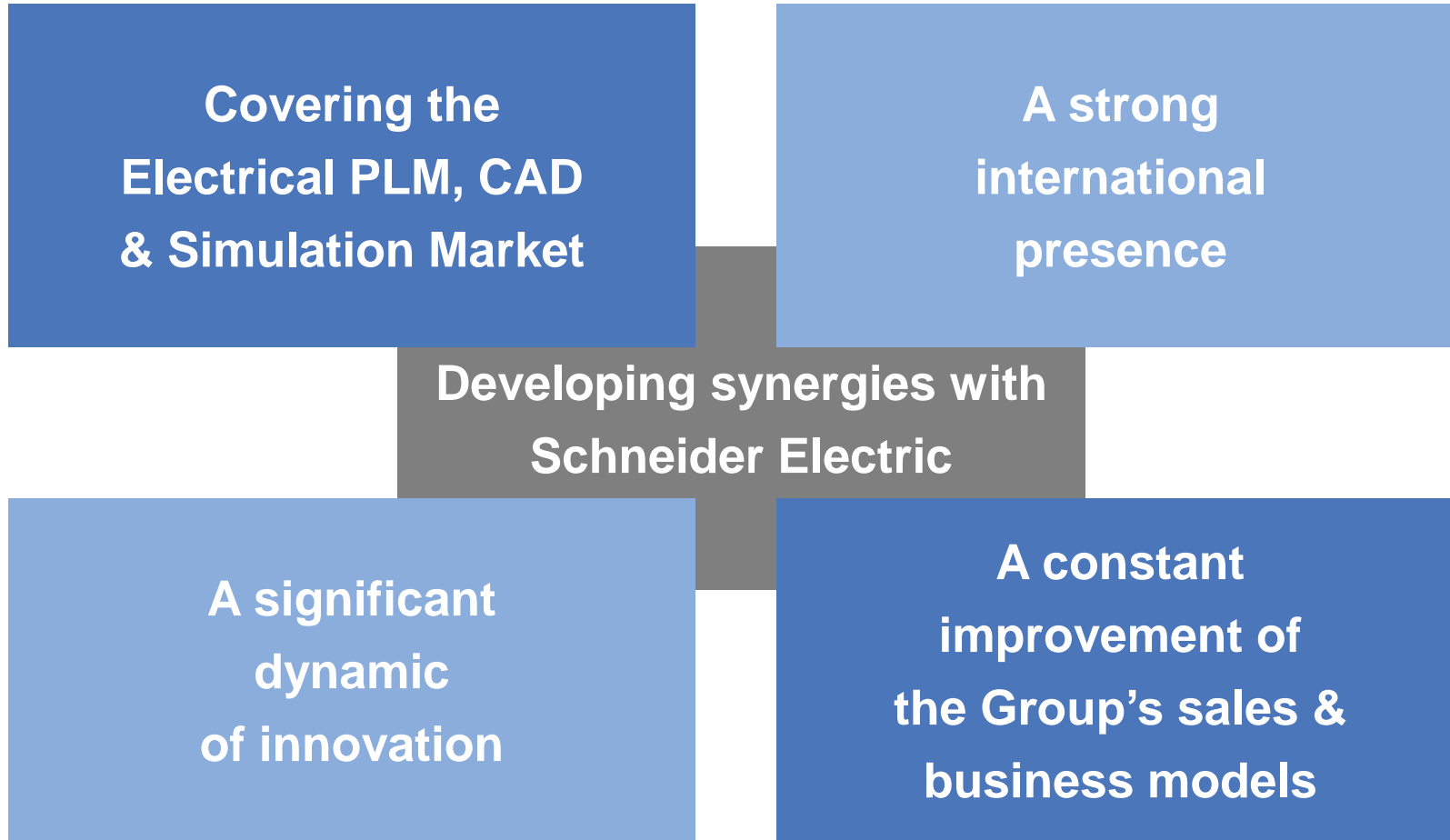
Our organization

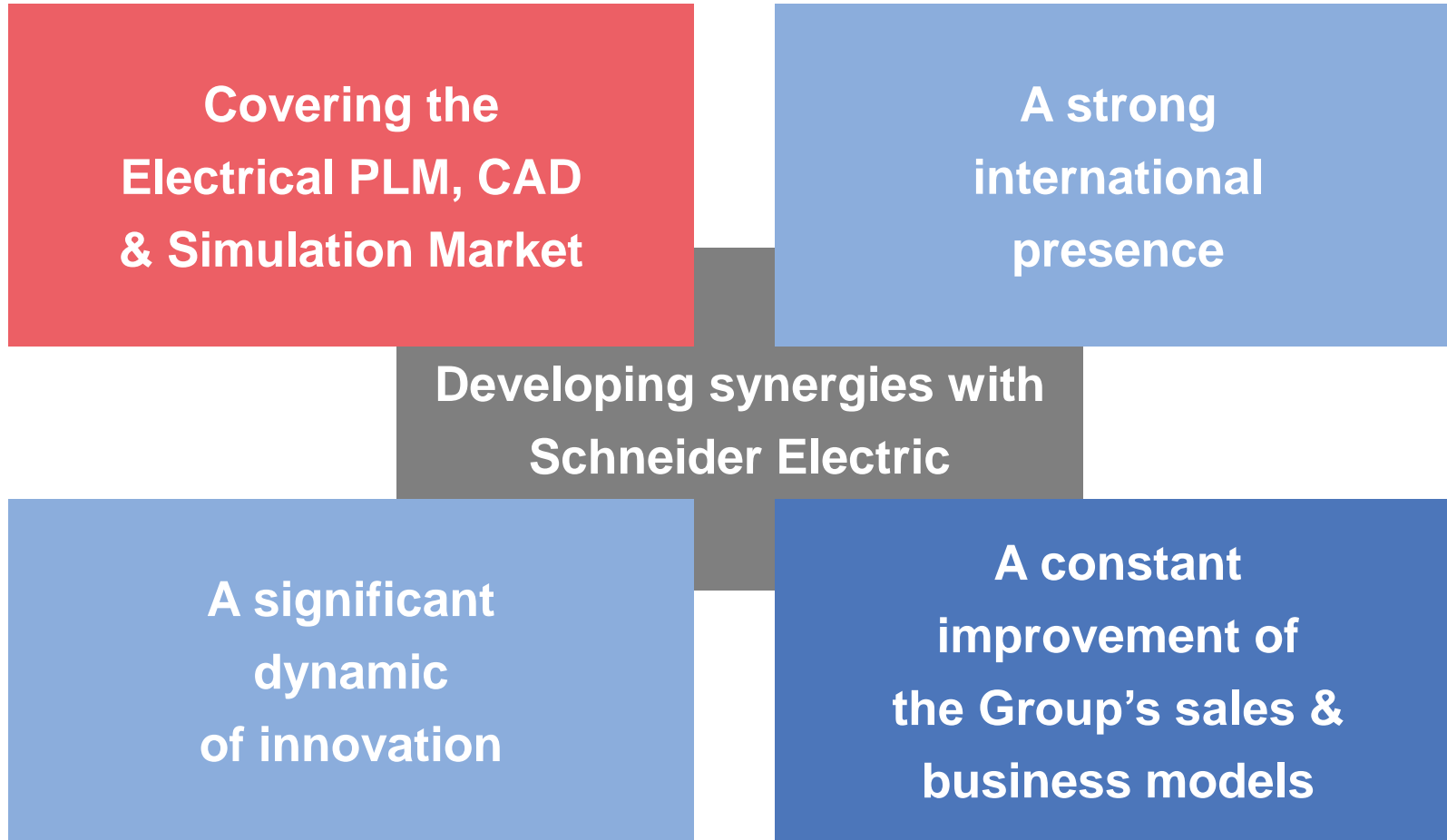
Our portfolio

Our financials



Our strategy

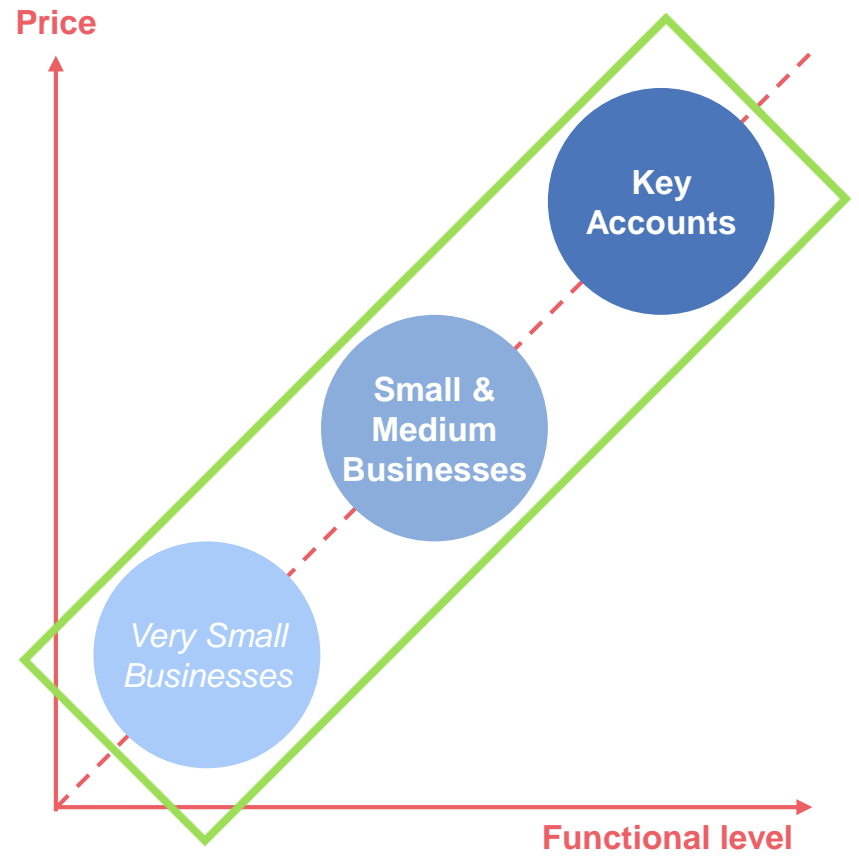
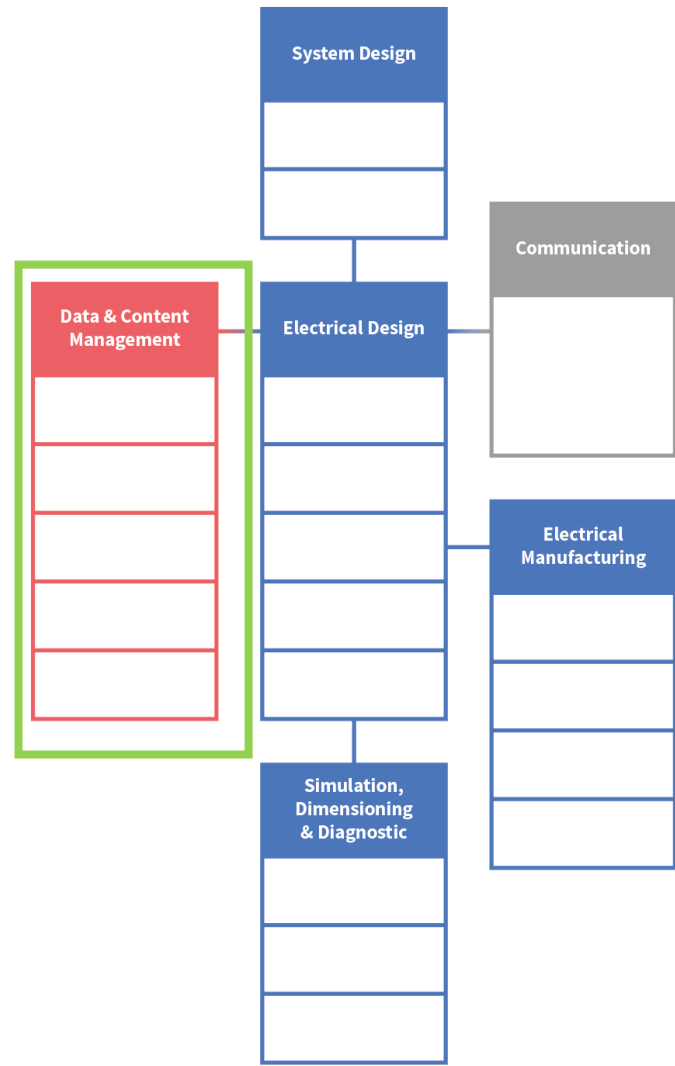
Our fundamentals



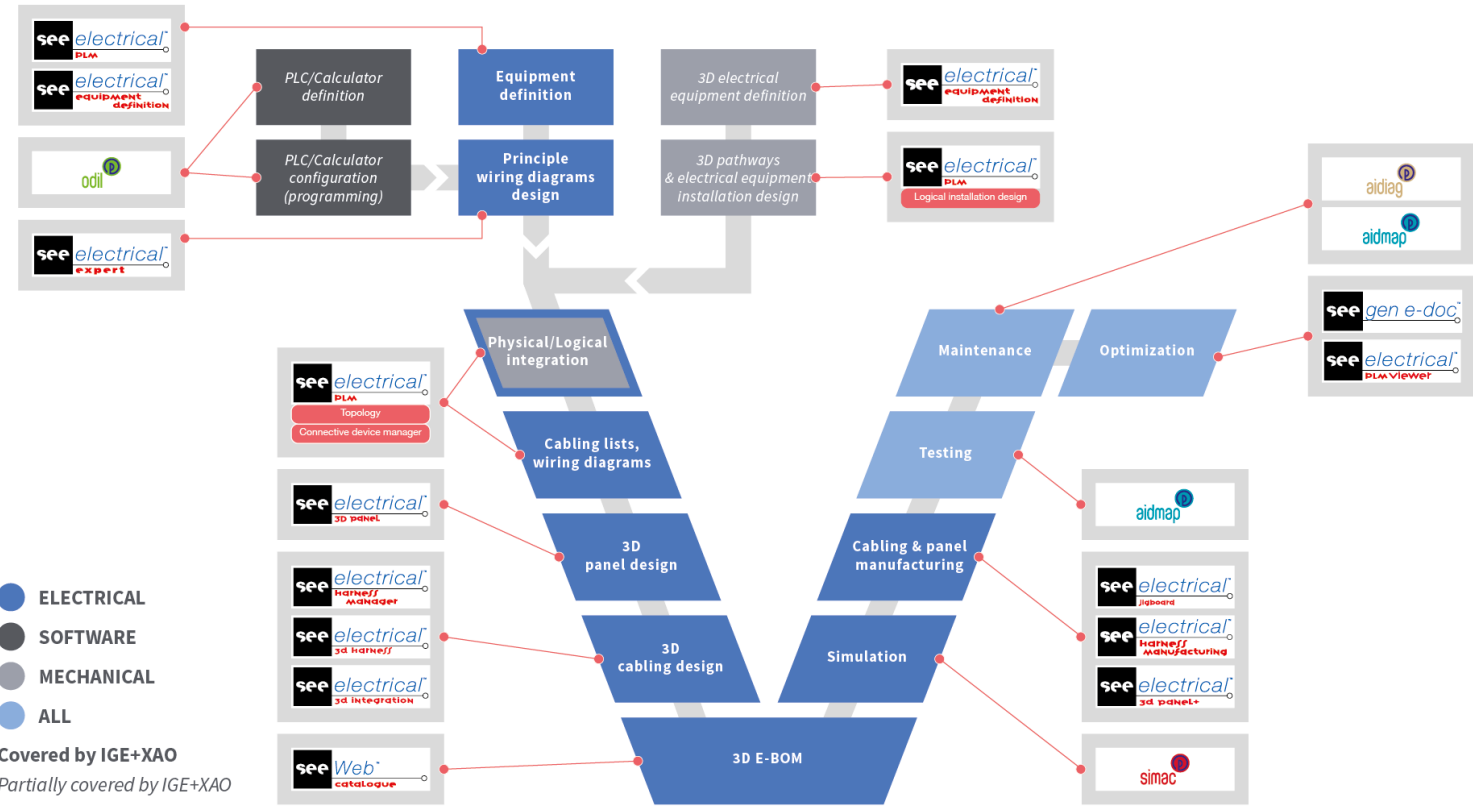


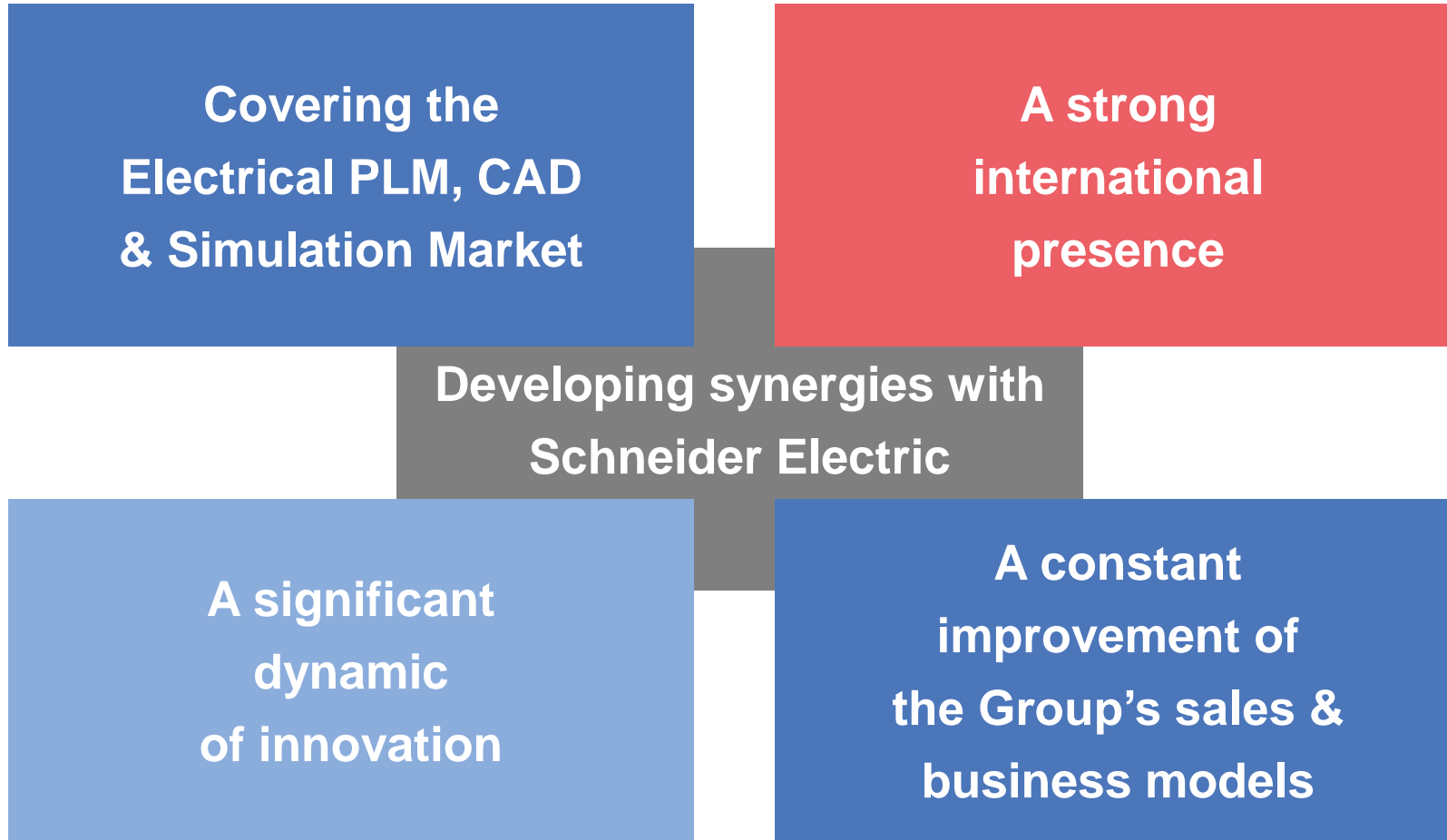
- 19 products, 6 domains & 8 strategic industries and 3 levels of offers

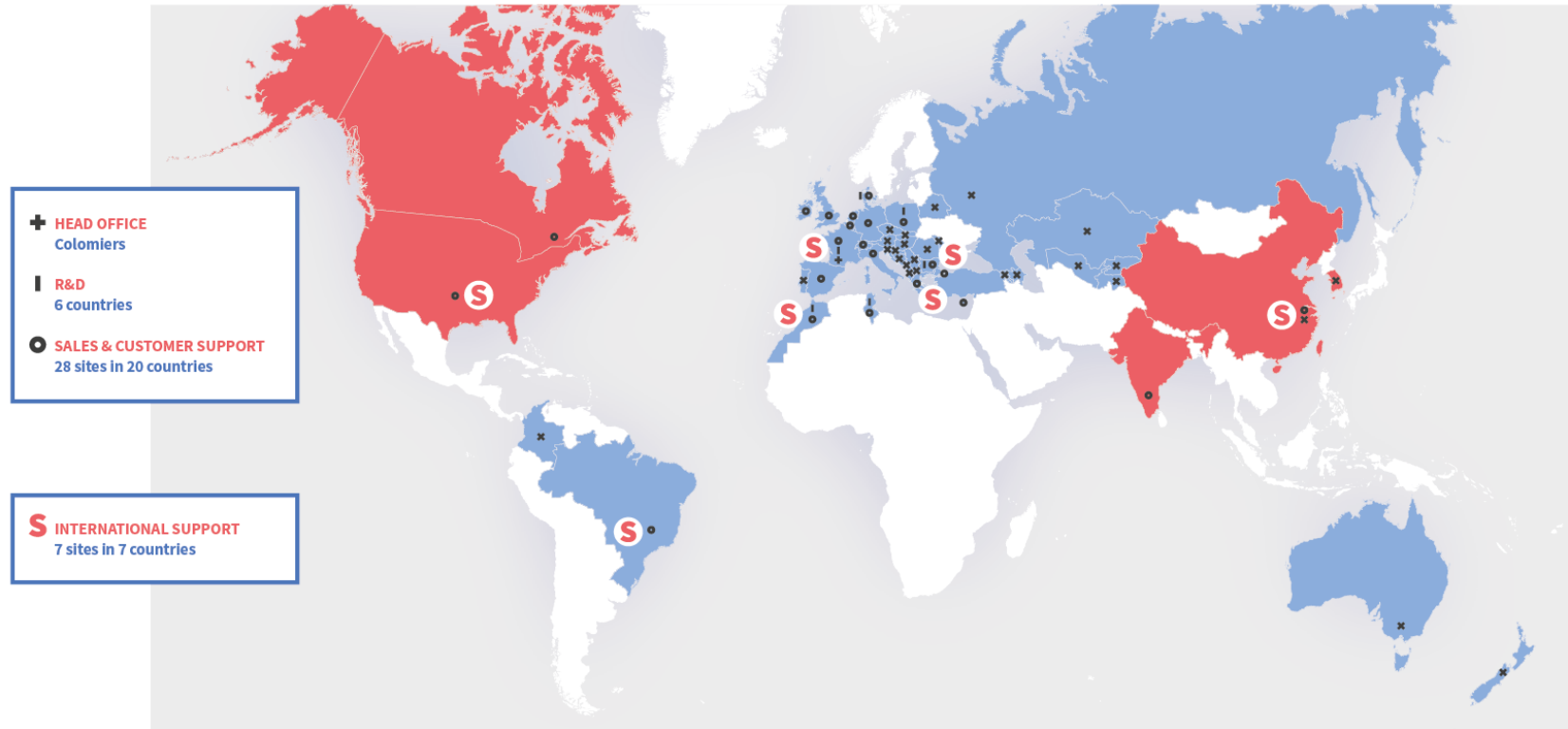
-  Aerospace
-  Automotive
-  Railway
-  Shipbuilding
-  Equipment & Machinery
-  Automation & Plant
-  Power Generation & Energy
-  Construction



3D	PDM integration	Process coverage
Large scale coverage	Concurrent engineering	Configuration
Lifecycle management	Change management	Business integration







+ HEAD OFFICE
Colomers

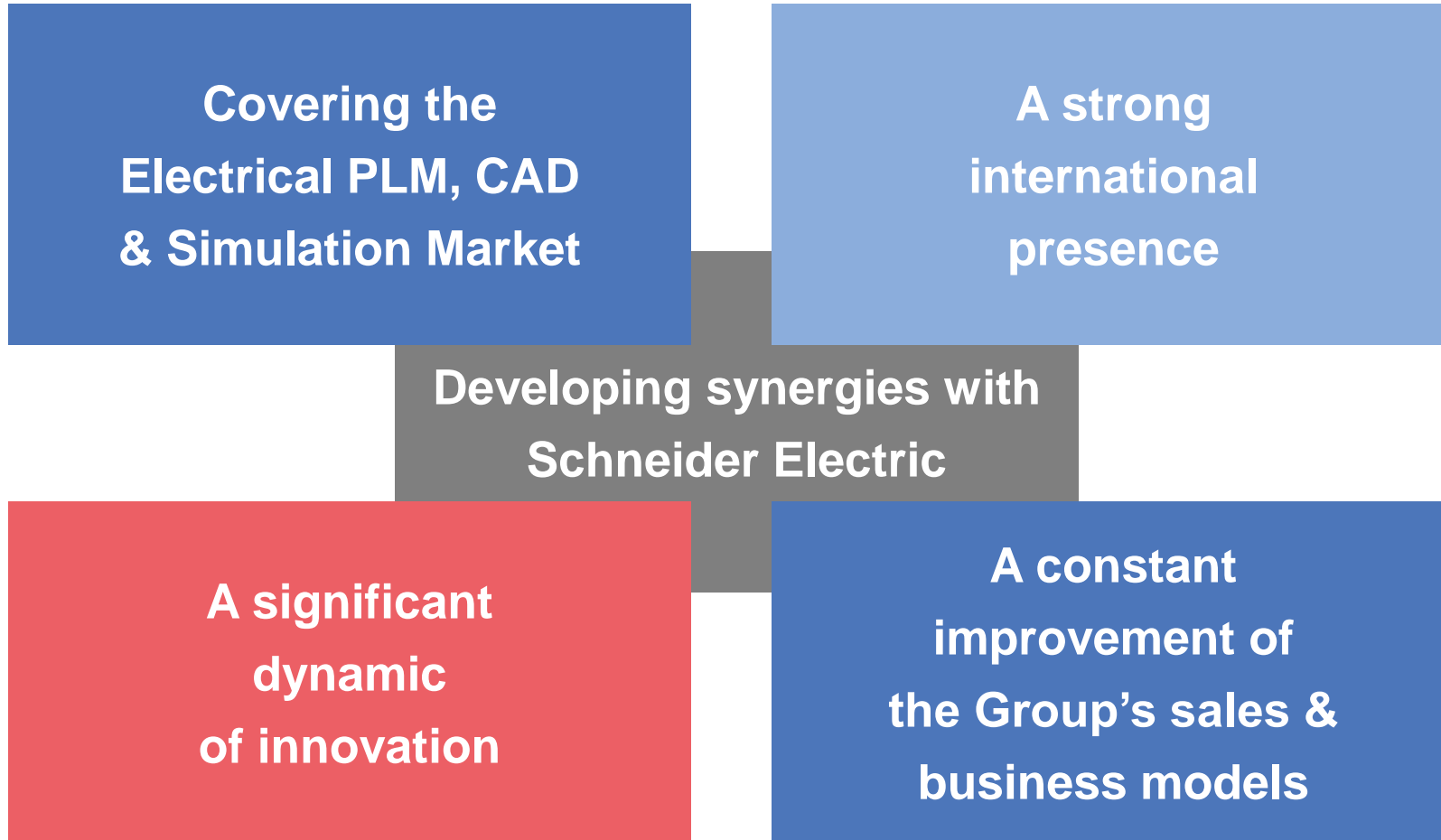
I R&D
6 countries

● SALES & CUSTOMER SUPPORT
28 sites in 20 countries

S INTERNATIONAL SUPPORT
7 sites in 7 countries

✕ 19 BUSINESS PARTNERS in 28 countries

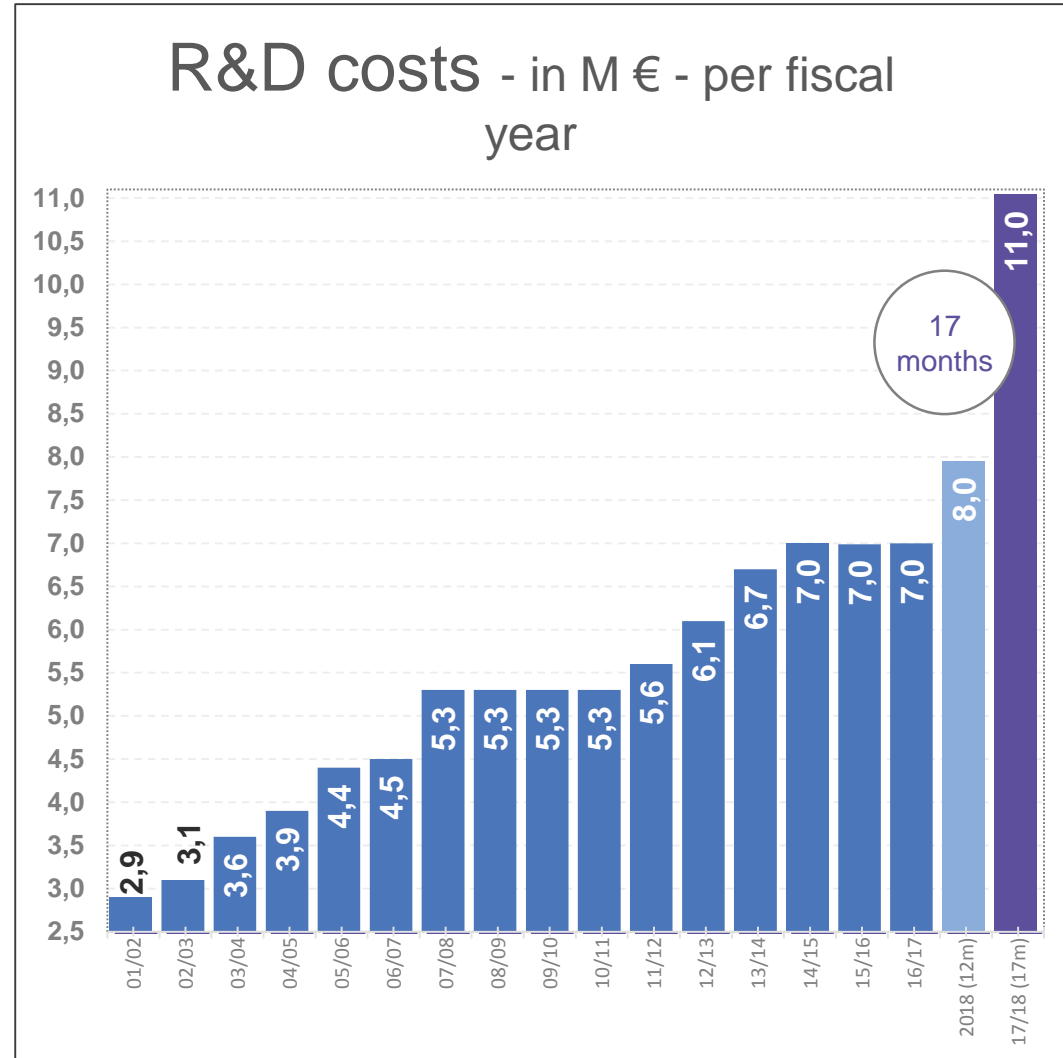
COLOMBIA — ENERSA Ltda	AUSTRIA — X KEY GmbH	CROATIA	KAZAKHSTAN — Dipaul	CHINA	SOUTH KOREA — CITopia Co
PORTUGAL — SA - Soluções em Automação S.A.	CZECH REPUBLIC	BOSNIA & HERZEGOVINA	ARMENIA	— Beijing Pushiwanyou	AUSTRALIA
SLOVAKIA — Softmarket s.r.o.	SLOVENIA	SERBIA	MOLDOVA	— Beijing Real Winner Control Technology Co Ltd	NEW ZEALAND — Desktop EDA
ROMANIA	MACEDONIA	MONTENEGRO	AZERBAIJAN	— Beijing Shuohe	
HUNGARY — PRO Electric	KOSOVO	SLOVENIA	KYRGYZSTAN	— BeijingXinGongCheng	
	ALBANIA — ib-CADdy d.o.o	MACEDONIA	UZBEKISTAN	— HangZhou WeiShi	
	BELARUS	KOSOVO	TAJIKISTAN — Etalon-Automation LLC	— Nanjing Bite	
	RUSSIA — Dipaul	ALBANIA — ib-CADdy d.o.o		— Nanjing Glaway Software	
		BELARUS — Etalon-Automation LLC		— ShangDongQiRuiSheng	
				— ShangHaiWeiLing	



- R&D investments representing about 25% of the turnover

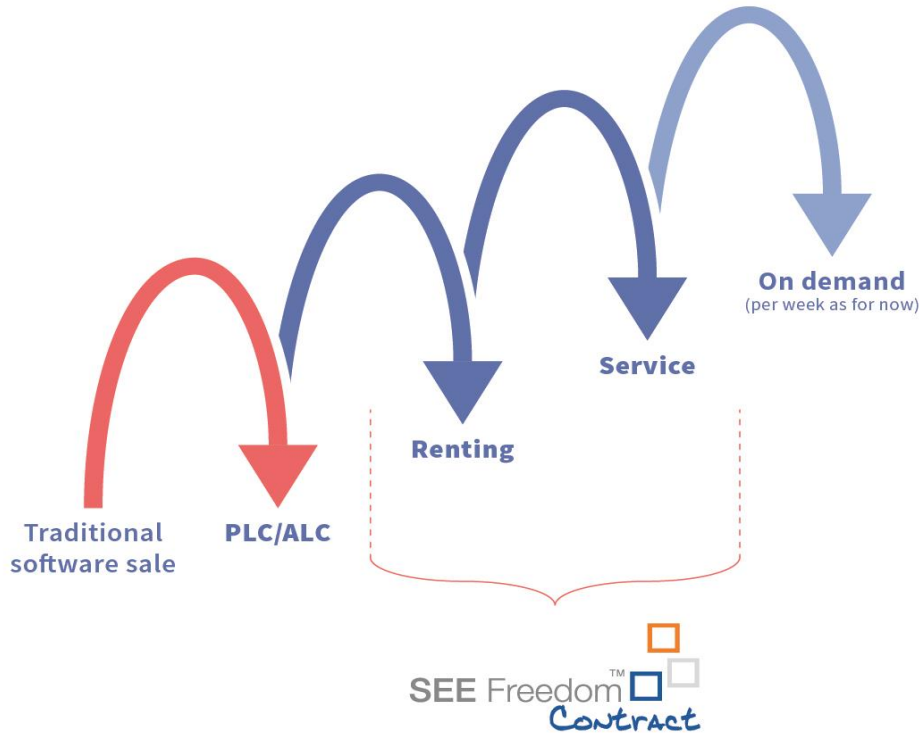
- E-CAD
- E-PLM
- E-Simulation
- E-Manufacturing
- E-Content

- Integration
- Collaborative
- 3D
- Web



2017/2018 (17 months) 31/07/2017 -> 31/12/2018

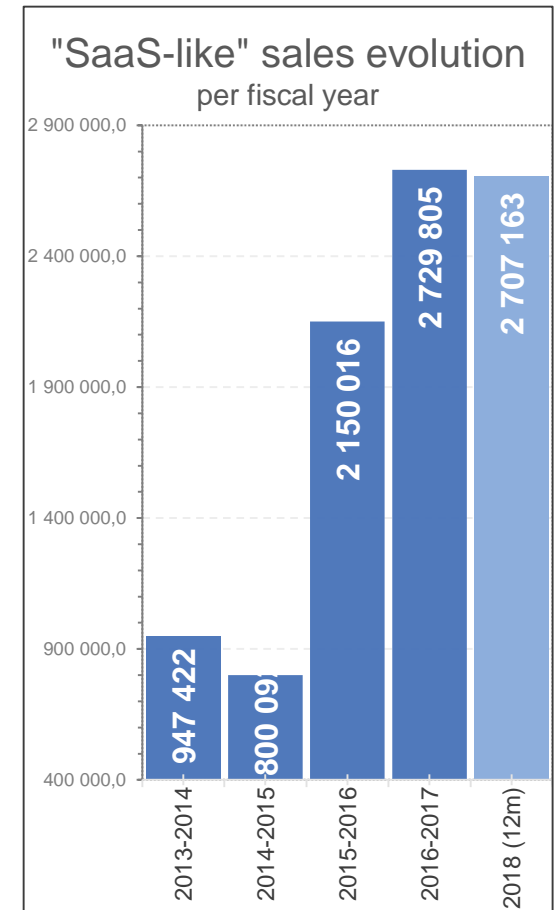
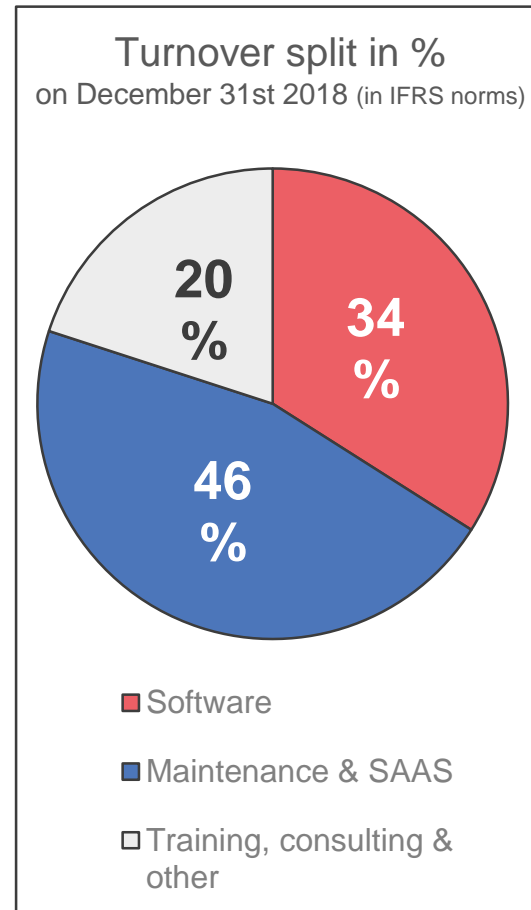
• New sales models



New products more and more exclusively PLC/ALC, Freedom and FREE for 1st functional level



• New revenues models

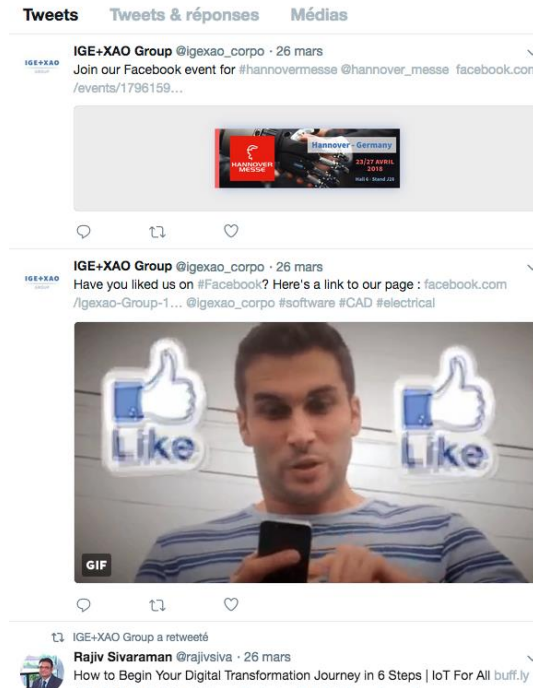
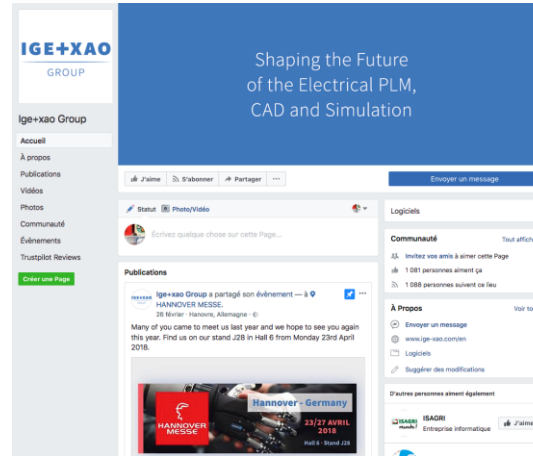


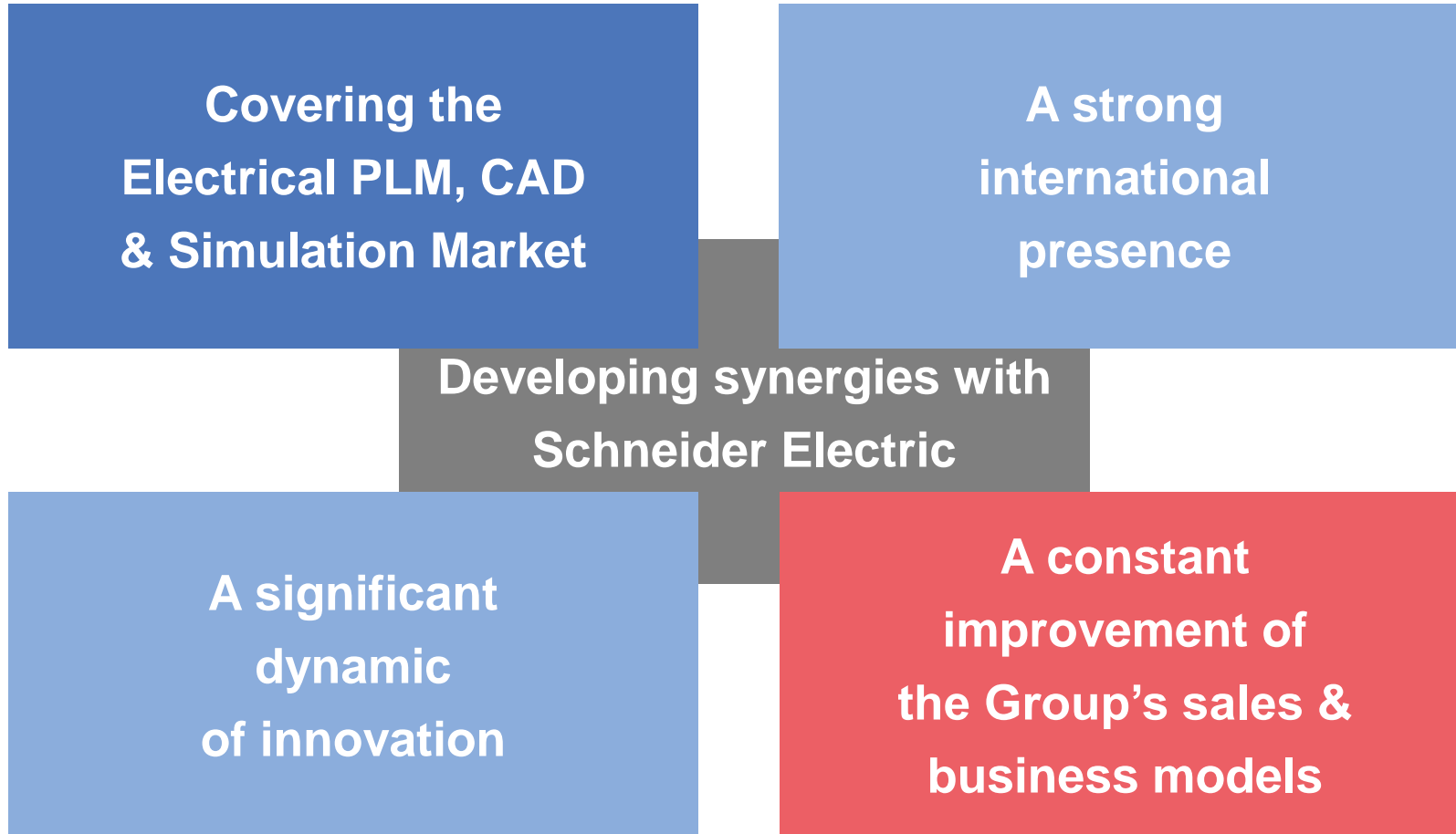
4 key words:

- Digital (web & communication)
- Social networks
- Connected software
- User interface



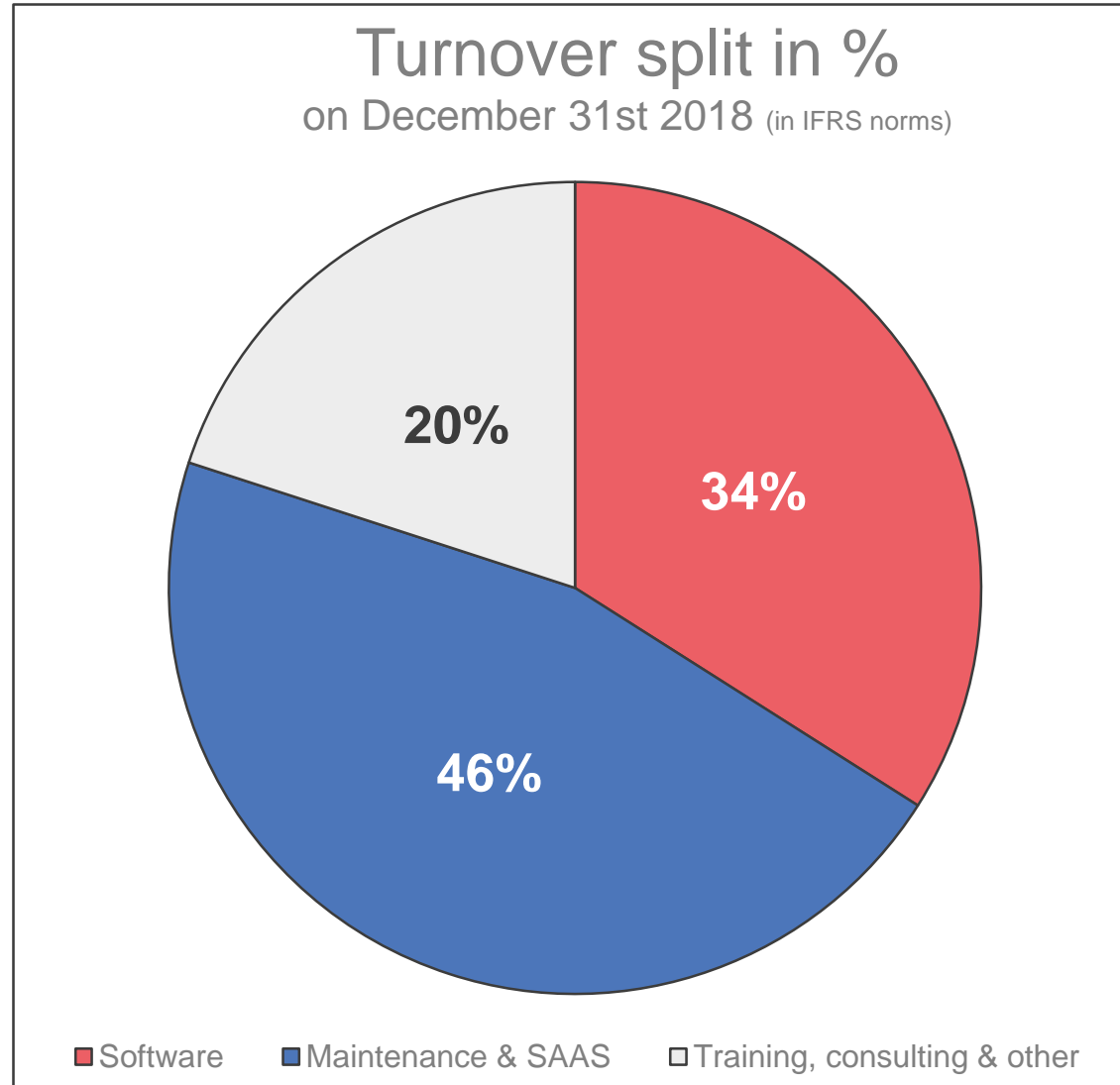
Being connected 24/7 with our customers & prospects using digital and SEE “Connected”



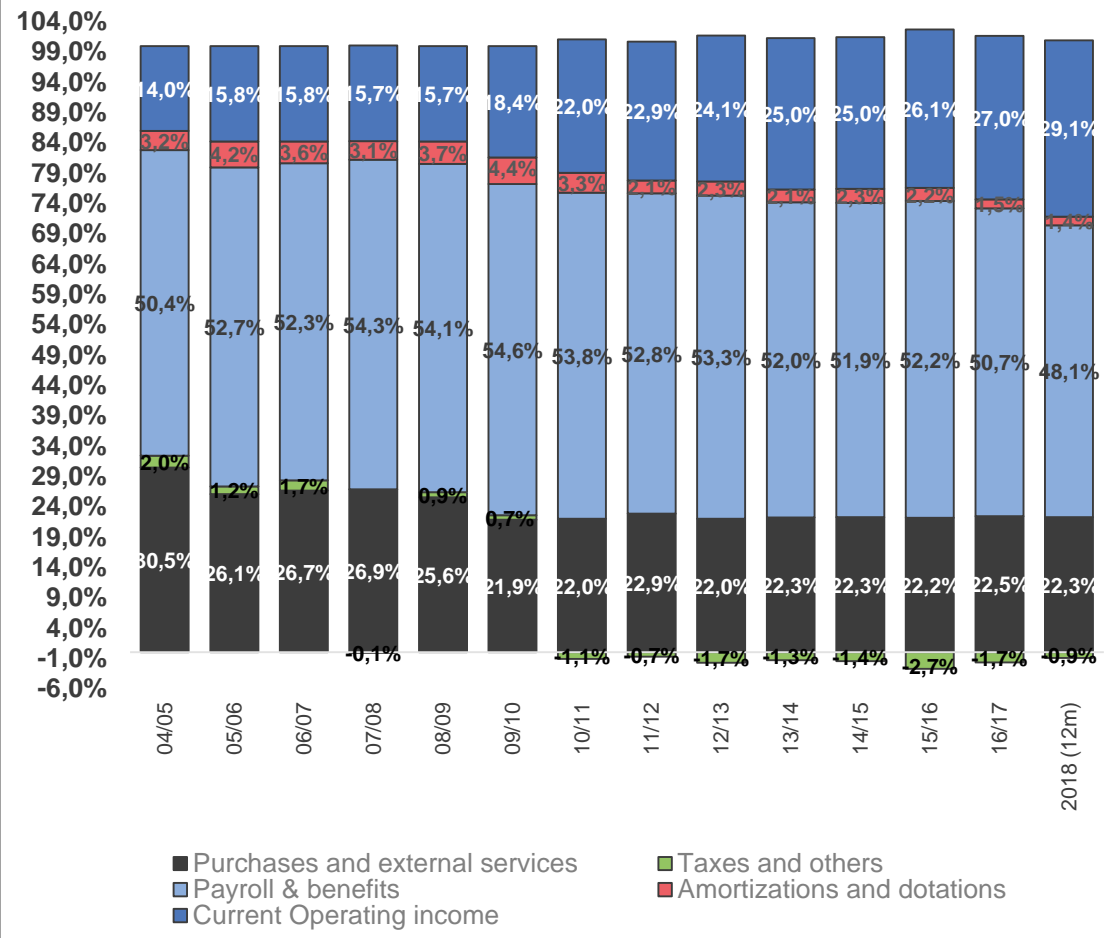




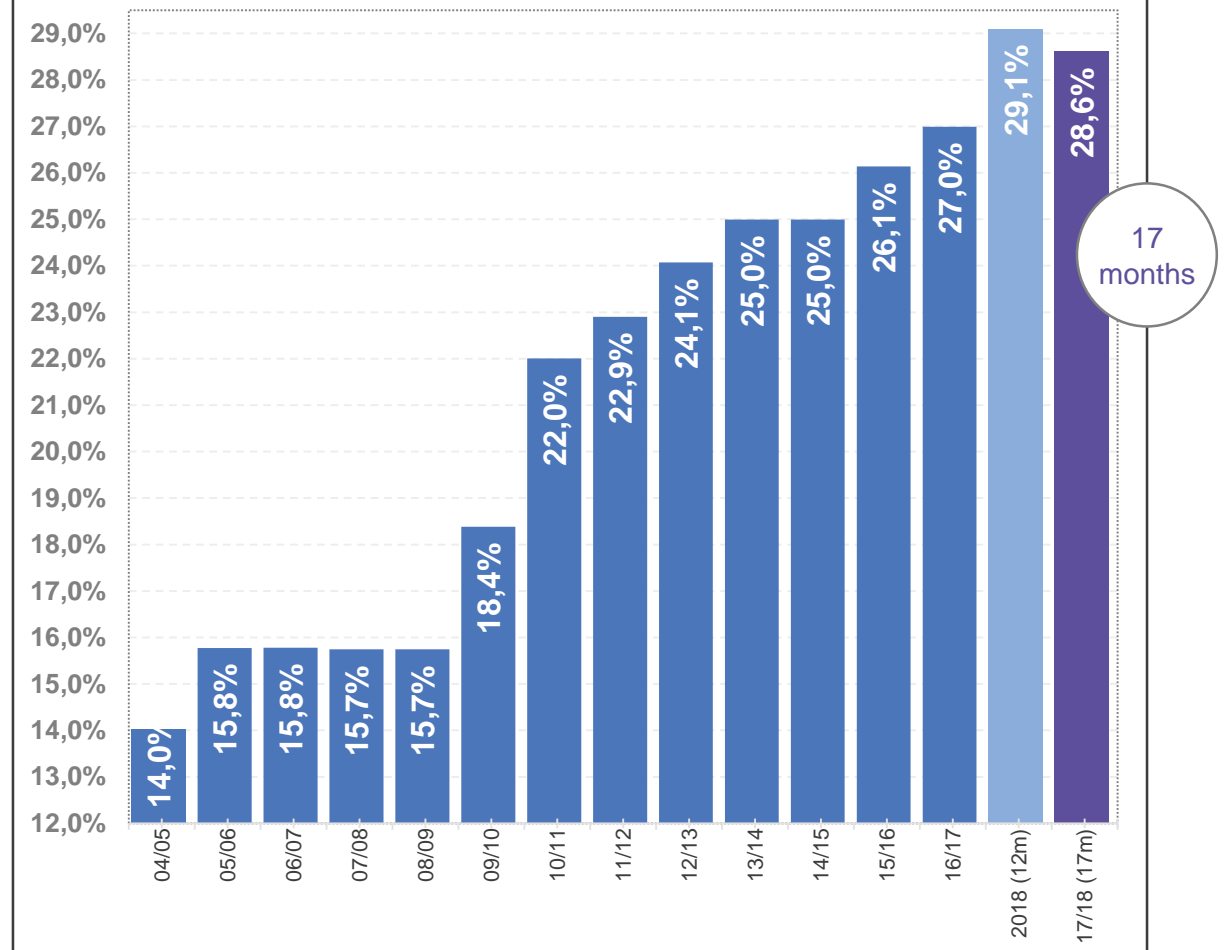
- Increasing Maintenance & “SaaS like” revenues

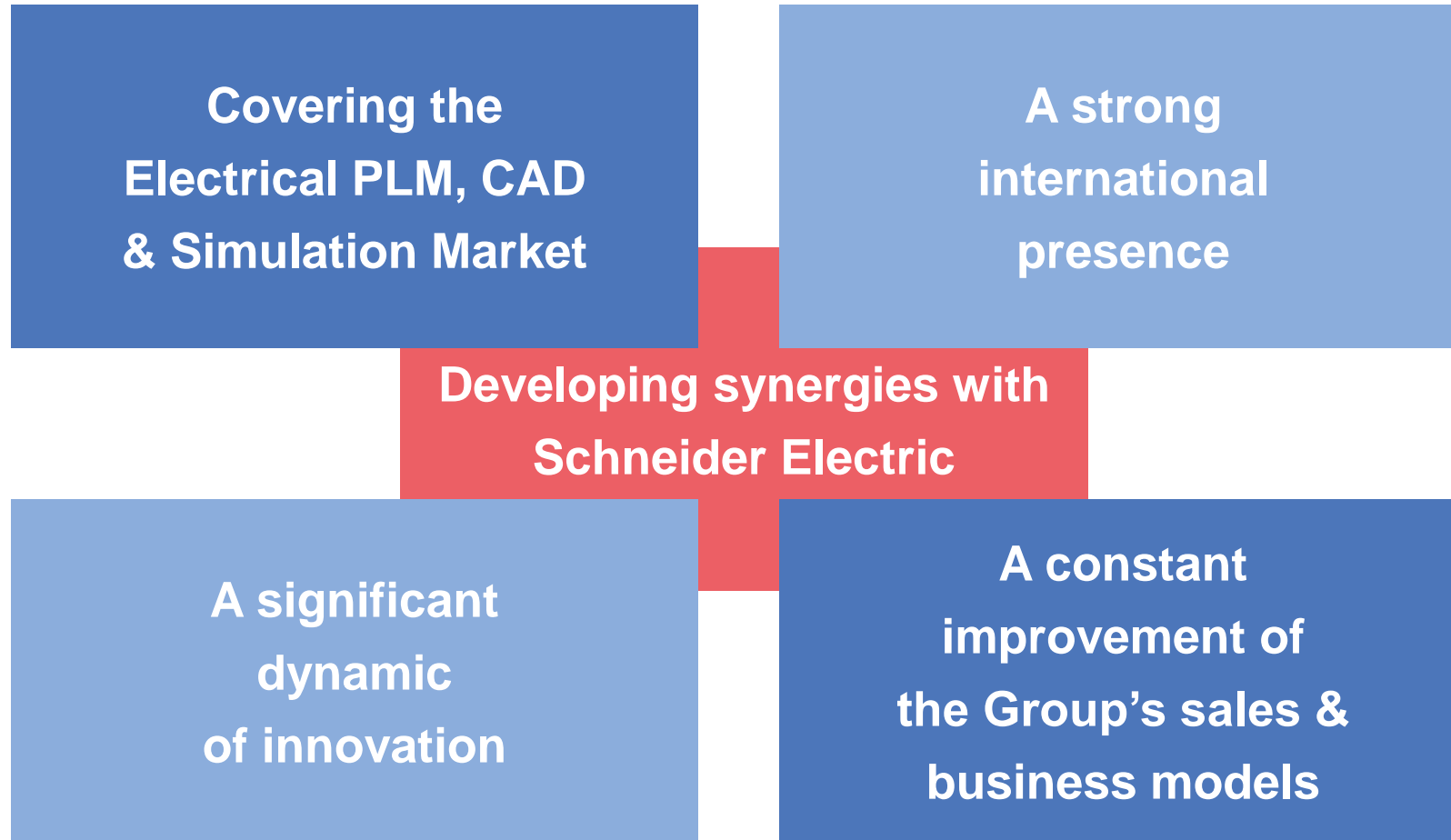


Turnover use in % per fiscal year (in IFRS norms)



Current operating margin per fiscal year







ECAD platforming in SE



Universal enclosures



Technology / DCES



Commercial



New Business Model



...

Our business

Our organization

Our portfolio

Our financials

Our strategy

Our fundamentals

32 years of experience

32 years of expertise in Electrical CAD/PLM/Simulation

22 years of stock exchange listing

360 people dedicated to Electrical PLM, CAD & Simulation

91,610 licences sold for 42,540 customers

30 sites in 20 countries & 27 additional countries via partners

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

Solid financial structure

Part of the Schneider Electric Group since February 2018



Retrouvez toutes nos informations sur <http://www.ige-xao.com/fr/societe/investisseurs>



 **Agenda**

 **Assemblées Générales**

 **Présentations et rapports investisseurs**

 **Rapports financiers Annuels**

[»](#) [Société](#) [»](#) [Investisseurs](#)

INVESTISSEURS

Bienvenue dans la rubrique investisseurs du Groupe IGE+XAO

Nous sommes heureux de dédier cette rubrique à tout actionnaire et futur actionnaire, analyste

Investisseurs

- Investisseurs
- Agenda de l'actionnaire
- Assemblées générales
- Information réglementée