

Investors meeting - Fiscal 2006/2007



Alain Di Crescenzo - Chairman & CEO
November 13th, 2007

The Electrical Computer-Aided Design Specialist dedicated to
Electrical Engineering, Systems and Industrial Fluids.



Agenda



- I. Company profile
- II. Organization
- III. Fiscal year 2006/2007
 - Highlights
 - Financials
- IV. The fundamentals of IGE+XAO's strategy
 - 3 markets / 3 levels of commercial offer
 - International presence
 - Innovation
 - An efficient and cost-optimized organization
 - Mixed growth model
- V. Future and Prospects
- VI. Conclusion

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Overview

- 21 years of experience,
- Listed since march 1997,
- 336 employees,
- 20 branches in 13 countries
- Only one business since IGE+XAO creation,
CAD Editor dedicated to:
 - Electrical engineering,
 - System design.



Market Context

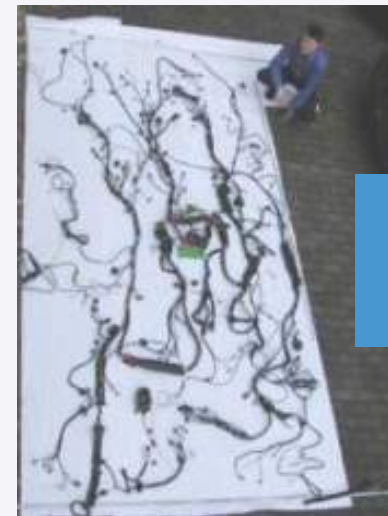
- **Building & Residential context**

- Market size
 - More than 350 billion € turnover worldwide,
- French market information:
 - 28% of installations don't meet safety standards,
 - 8% are dangerous



- **Automotive**

- A modern luxury car has about **30 to 100 control units** networking together,
- Although bus-systems are used there are **2 to 4 kilometers of wires** needed,
- And this results in **35 to 70 kilos** of weight.



High-end car assembly
Weight : 64kg
Numbers wires : 2110
Length of wires : 3860 m

Market Context

• Aerospace

- Electricity is the end of the production line...Wiring takes place after:
 - Structure,
 - Assembly of the equipments and mounting brackets.

=> Any delay in one of these operations means delay in wiring.
- Electricity: different wiring for each plane (depending on the options offered).
- Inflation of the number of electrical equipments, then of the wiring:
 - Evolution: within less than 20 years, the electrical power available in planes has been multiplied by 4.
 - A long range airliner contains:
 - ➔ more than 250 km of cables, representing more than 2.5 tons,
 - ➔ more than 10 000 connectors,
 - ➔ ...
 - A regional jet contains 60 different types of cables measuring > 70 km,
 - Small helicopter have approx. 20 000 wires measuring around 30 km.

=> Electricity = Quality of service on board (air-conditioning, entertainment systems, seat regulation...).
- Important security constraints.



Market Segmentation



- Industrial machinery,
- Equipment & automation,
- Power generation,
- Shipbuilding.



- Aircraft,
- Automotive,
- Railway equipments,
- Consumer goods.



- Building,
- Chemistry.

Market Segmentation

IGE+XAO software portfolio



- Industrial machinery,
- Equipment & automation,
- Power generation,
- Shipbuilding.



- Aircraft,
- Automotive,
- Railway equipments,
- Consumer goods.



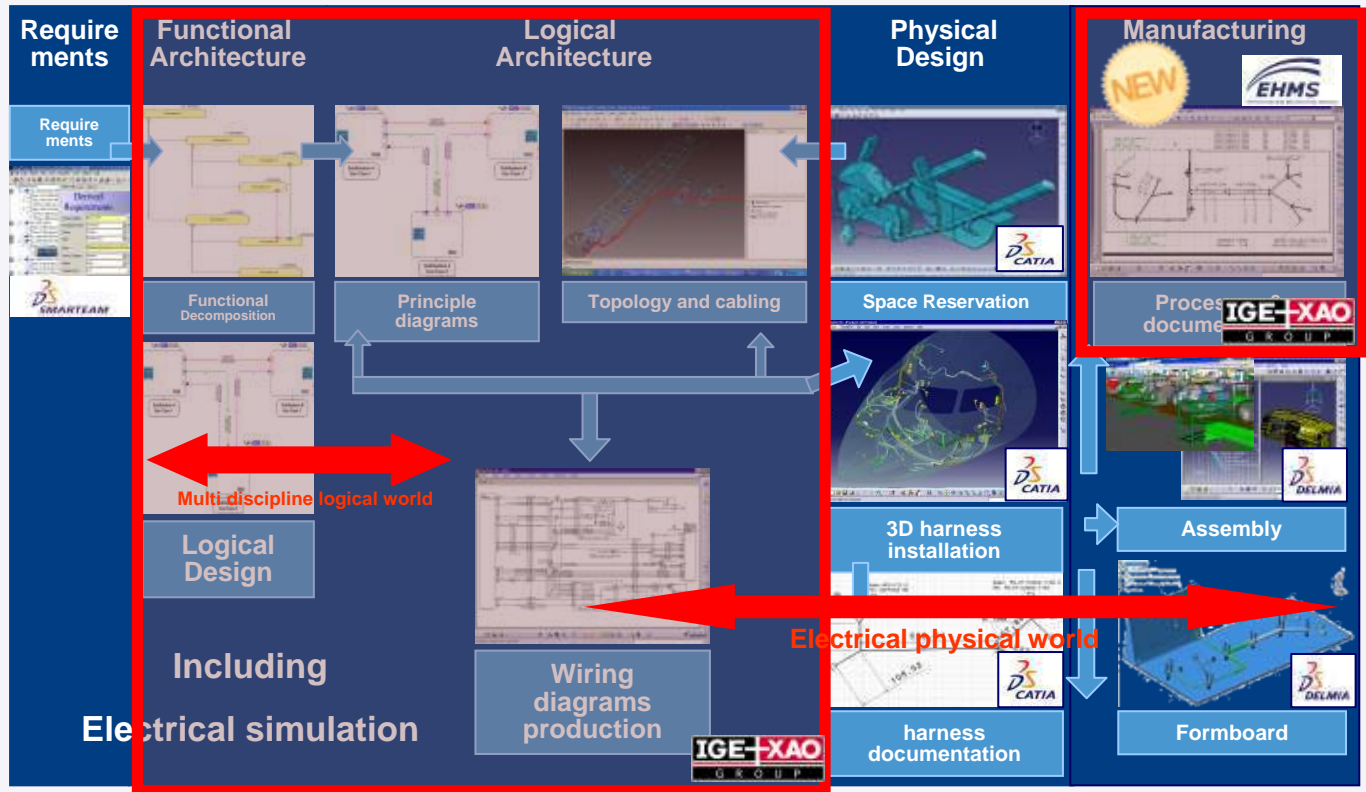
- Building,
- Chemistry.



IGE+XAO Software portfolio:



Customer savings target:
40% of the design time



IGE+XAO Software portfolio:



Configurator



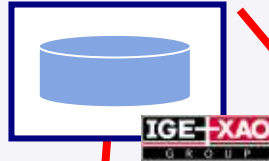
Design



Definition
Plans Creation



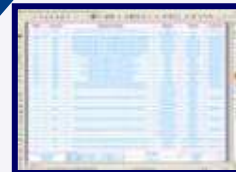
Equipment
Catalogue
management
& e-catalogue



Maintenance
Plans modification



Test
Simulation



Implementation
Carrying out
Commissioning



Re-use of Harness
design software
components and
expertise

IGE+XAO Software portfolio:



Configurator

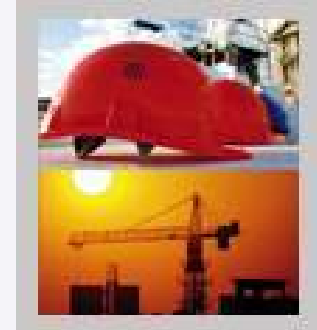
NEW

**One-line
Diagrams**

**Electrical
Dimensioning**

Panel layout

**Electrical Equipment
Installation
Plans**



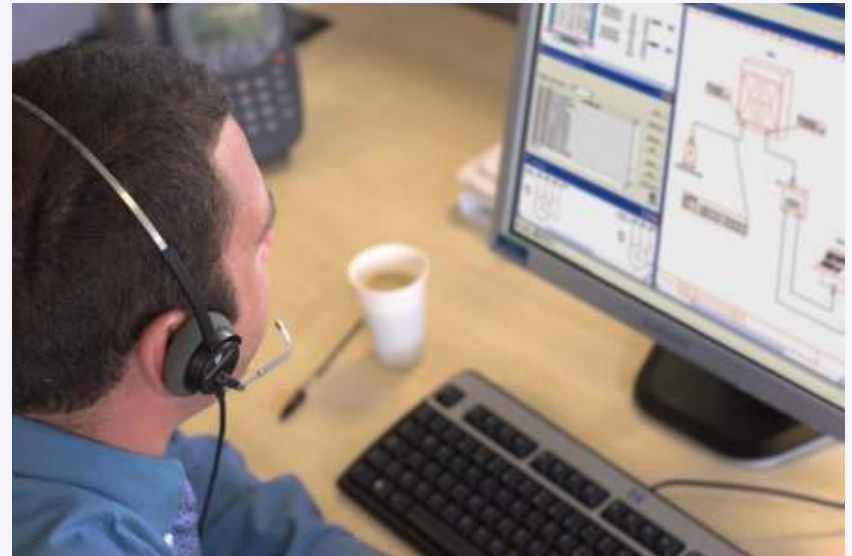
**Equipment Catalogue management
& e-catalogue**

NEW

IGE+XAO service portfolio: offering more than traditional training & support



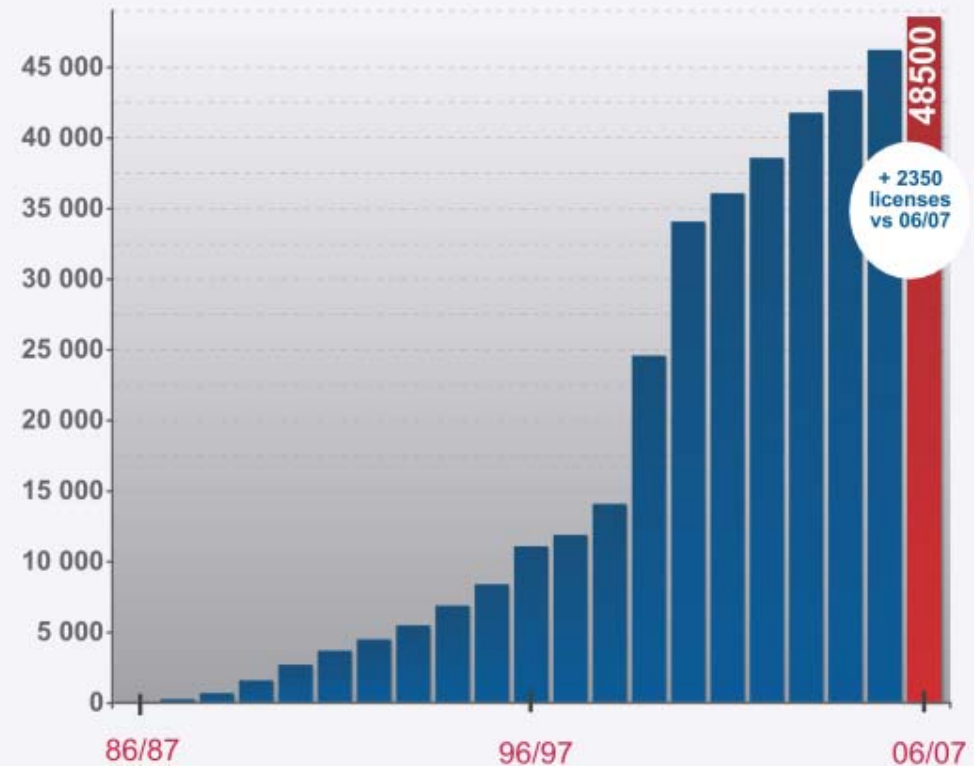
- Integration,
- Specific developments,
- On site support,
- Consulting services,
- ...



Number of licenses and of customers

- Nb. Customers as of July 31st 2007
 - 15 000 in France
 - 11 000 out of France
 - 2 000 Education

Number of licenses sold
per fiscal year - on July, 31st



Customers

- Over 48,500 seats and numerous key accounts.

Automotive industry



PSA Peugeot Citroën, Renault, Volkswagen, Heuliez, Michelin, Valeo, Renault Trucks, COMAU (Fiat), Dunlop, Faurecia, Bombardier RP ...

Transportation



Airbus, Eurocopter, Embraer, Thales, Northrop Grumman, Socata, Air France-KLM, Safran, Latélec, MBDA, ADP, SAGEM, Alstom, DCNS, RATP, STM, SNCF, Matra Transport, Galileo Avionica, Sagem Défense, Honda Jet, Shanghai Electric ...

Power generation



CEA, Areva, Hydro Quebec, EDF, GDF ...



Electrical and electronic equipments

Schneider Electric, Moëller Electric, ABB, Motorola, Sagem, Philips, Siemens, Legrand, Bosch, Kodak, Schlumberger, Carrier, CAE, Mechtronix Systems...



Food, chemical, steel industries

Pechiney, Arcelor, Vallourec Talc de Luzenac, Beghin-Say, Boursin, Danone, Nestlé, Lindt, Perrier, Haribo, LVMH ...



Building and public works

Bouygues, CGE, Suez, Saur ...

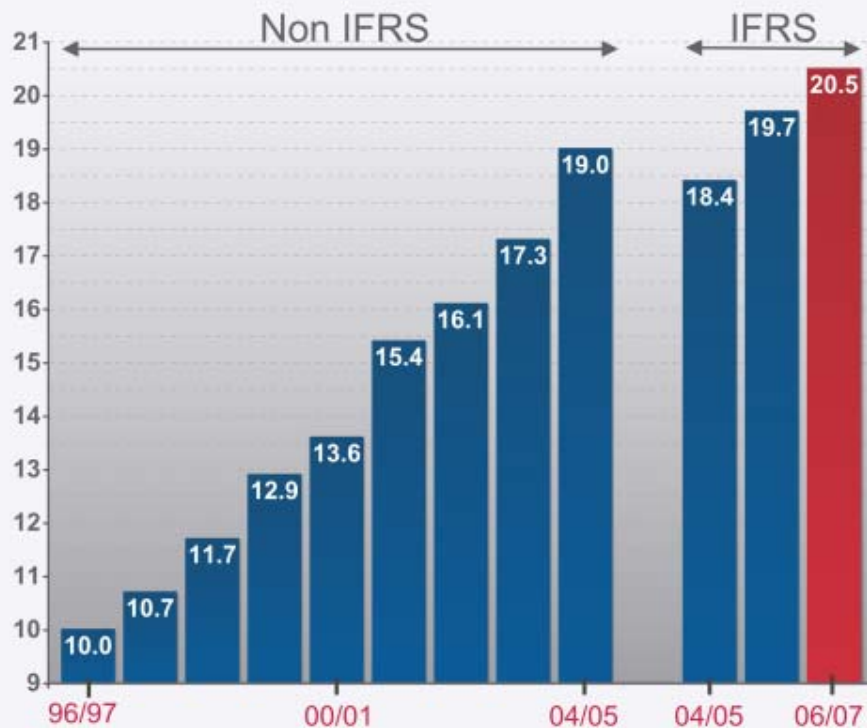


Engineering companies

Labinal, Fokker Elmo, Latelec, Cegelec, Ineo, Forclum, Vinci Energies, Amec-Spie ...

Turnover and Operating Income

Global turnover (in M €)
per fiscal year - on July, 31st

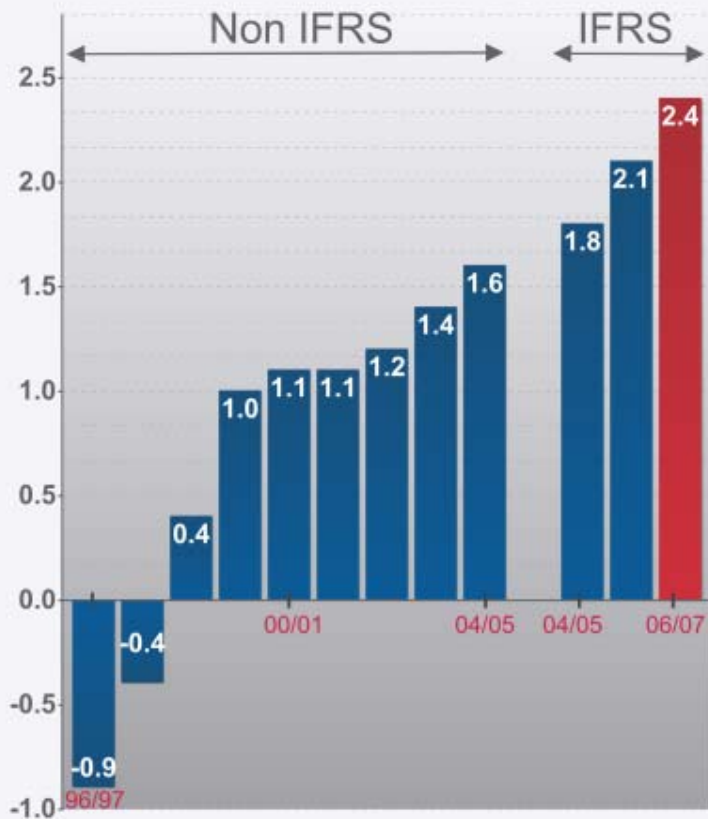


Operating income (in M €)
per fiscal year - on July, 31st

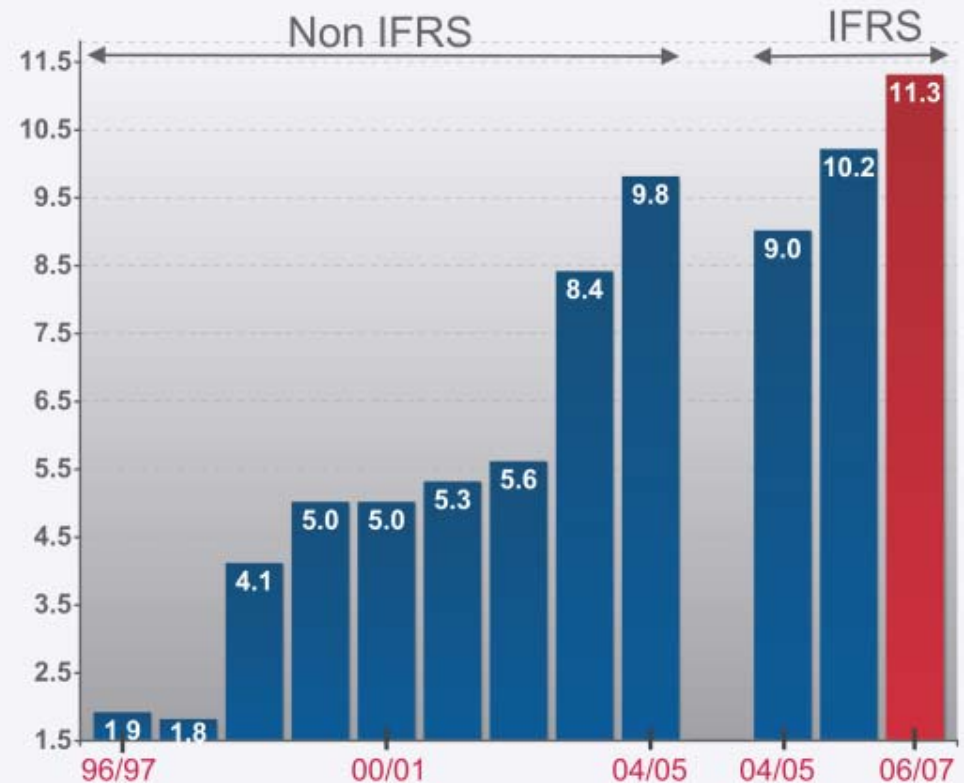


Net income and Cash

Net income (in M €)
per fiscal year - on July, 31st



Cash (in M €)
per fiscal year - on July, 31st

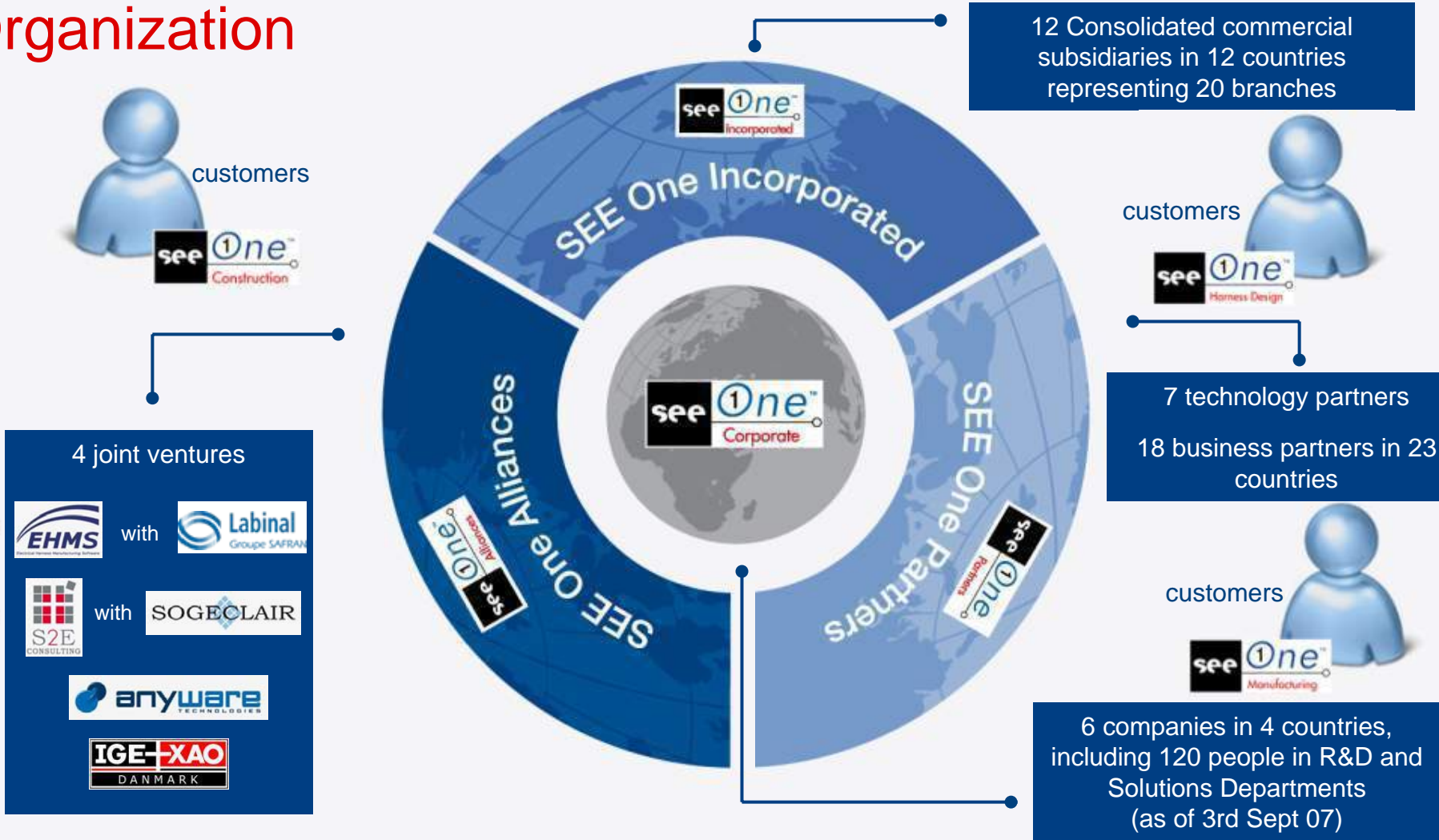


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Organization



SEE One Corporate



Incorporated organization



AMERICA

CANADA

USA

EUROPE

BULGARIA

FRANCE

GERMANY

ITALY

POLAND

SPAIN

SWITZERLAND

THE NETHERLANDS

UK

ASIA

CHINA

SEE One Alliance



with



with



SEE One Partners

DASSAULT SYSTEMES
SolidWorks
SOGECLAIR
Labinal
 Groupe SAFRAN
SOCOTEC
 Wer alles gibt, gibt nie zu wenig
Waldmüller
MOELLER
Schneider Electric

Austria: MAY Computer
Croatia: ib-CADdy d.o.o.
Bosnia-H.: ib-CADdy d.o.o.
Serbia & M.: ib-CADdy d.o.o.
Slovenia: ib-CADdy d.o.o.
Romania: PRO Electric
Hungary: PRO Electric
Czech Rep.: Softmarket s.r.o.
Slovakia: Softmarket s.r.o.
Faroe Isl.: KJ Eiráð
Iceland: Naust Marine hf.
Ireland: Naust Marine hf.
Colombia: ENERSA Ltda.
Bolivia: EXIM SRL
Brazil: L&R Software Para Engenharia Ltda.
Portugal: SA - Soluções em Automação, S.A.
Tunisia: H2M Technologies
South africa: CMW Automation (EC) (PTY) Ltd.
Greece: ARC Engineering Ltd.
Russia: POINT Ltd.
Turkey: CPVision Bilgi Teknolojileri Ltd. Şti.
Lebanon: Progress Engineering & Trading Enterprises
Syria: ZAHABI CO.
Cyprus: ARC Engineering Ltd.

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Highlights



Labinal and the IGE+XAO Group, launching a joint venture to develop and market software applications dedicated to electrical harness manufacturing.

Paris, September 5th 2006

Labinal, World leader in the field of electrical wiring systems, and IGE+XAO Group, specialists in publishing and deploying innovative CAD software solutions for electrical processes, are proud to announce the launch of a joint venture aiming to develop and market software solutions dedicated to the manufacturing of electrical harnesses.

By combining the skills and resources of Labinal and IGE+XAO, the new JV will develop and sell pioneering software programs which interface seamlessly with the proprietary design environments of customers (aircraft manufacturers, automotive manufacturers, etc.) or software publisher architectures.

Working from the harness design plans, the new commercial offer, called SEE Electrical Harness Manufacturing, will determine the appropriate fabrication range, and pilot the cutting and marking machine tools. SEE Electrical Harness Manufacturing will also integrate other functions, such as electrical tests definition.

« This is a strategic alliance launched in an encouraging market context, 'the all-electric aircraft'. It will enable Labinal and IGE+XAO to consolidate their positions by offering aircraft constructors a high added value software concept that's both innovative and unique", commented Philippe Petitcolin, Labinal CEO. He added, "We'll be pooling the special skills of our two companies. Labinal brings its industrial expertise in the fields of aircraft wiring design and production, and IGE+XAO its talent and technical competence in software design, marketing and support."

"This promising partnership confirms IGE+XAO's ambition to bring innovative software to market, with solutions that cover the entire design and fabrication processes of electrical harnesses. Bringing together two of the most prestigious names in their respective sectors guarantees our customers a truly high performance offer", declared IGE+XAO's CEO, Alain Di Crescenzo.

Highlights



Embraer selects the IGE+XAO Group software packages.

Toulouse (France) and São José dos Campos (Brazil) - October 19th, 2006 - 18h30.

The IGE+XAO Group announces that Embraer, the world's leading manufacturer of commercial jets of up to 110 seats, has selected their "SEE Electrical Harness Collaborative / SEE Electrical Expert" software packages in order to design the electrical installations of the aircrafts. Firstly, Embraer will use the IGE+XAO Group's software packages for its new programs. Subsequently, their use could be extended to other programs.

The implementation of IGE+XAO's solutions deployment has been achieved in record time. In less than eight months, the software packages have been adapted to Embraer's requirements, integrated into its hardware and software environment, then implemented. They are now in use. Both companies have worked extensively on this customization.

"The Embraer contract confirms the strong position that the IGE+XAO Group holds in the aeronautics market. The joint Embraer/IGE+XAO project team has demonstrated strong professionalism and reactivity by achieving in only a few months, the integration of the IGE+XAO solution into the Embraer working methods and information system. This performance emphasizes the relevance and maturity of the IGE+XAO Group offering. This new contract, along with its commercial spin-offs and public image, will lead the Group to the creation of an office in South America", declared Alain Di Crescenzo, IGE+XAO Group CEO and Chairman.

Embraer is an addition to the prestigious list of aeronautics companies that are already using the IGE+XAO Group's software packages. Not only does this new partnership reinforce the Group's position in the field of electrical harness design (particularly in the aeronautics field), but it also confirms the competitive advantage of the Group's solutions and the high level of expertise of its teams.

Highlights

SOGECLAIR



IGE+XAO
GROUP
www.ige-xao.com

The SOGECLAIR and IGE+XAO Groups create **S2E CONSULTING**, a company dedicated to systems and electrical engineering consultancy.

Toulouse, November 15th, 2006

The SOGECLAIR (Eurolist - ISIN FR0000065864) and IGE+XAO Group (Eurolist - ISIN FR 0000030827) announce that they have created a joint venture with the objective of selling diagnostic, consulting and assistance services dedicated to systems and electrical engineering processes. This company, called S2E CONSULTING (Systems and Electrical Engineering Consulting), is equally owned by the IGE+XAO and SOGECLAIR Groups. S2E CONSULTING targets, in particular, major worldwide accounts in the aeronautics, automotive, ship building and automation industries. With the use of an increasing number of electromechanical and electronics equipments, the complexity of the interconnections is now becoming more complex. That is to say, systems and electrical engineering processes become extremely critical and therefore strategic.

The respective expertises of the two companies, software design for IGE+XAO and consulting and assistance for SOGECLAIR, will allow S2E CONSULTING clients to benefit from strong added-value services. This joint venture will entitle them to get support, from the requirements analysis to the implementation of corrective actions or new processes.

For Alain Ribet, S2E Consulting CEO, "through its team, S2E Consulting will help industrial customers, from the tools-methods choice and process definition (design and engineering) to the quality assurance organisation. Right from the beginning, the strong professional expertise of S2E Consulting ensues from the long experience and perfect product knowledge of the new team".

For Alain Di Crescenzo, IGE+XAO Group CEO, "the creation of this company underlines our strategic willingness to provide our customers with global solutions meeting both their short term and medium term challenges".

For Philippe Robardey, SOGECLAIR CEO, "by offering an independent expertise in the electrical engineering, installation and integration fields, we allow industrial companies to benefit from a recognised know-how."

Highlights

The IGE+XAO Group takes control of [COMPODATA](#), a publisher specialized in online catalogues and configurators.

Toulouse, February 5th, 2007

The IGE+XAO Group announces that it has just taken control of COMPODATA, a software publisher specialized in online catalogues generation and implementation as well as complex systems configurators. The CompoData solution offers high level functionalities such as: choice selector, dimensioning, configuration, quote, modeling, documentation, etc.

COMPODATA has been one of the first companies to offer a software solution based on a client-server running under JAVA, then Web 2.0. Customers references include significant companies such as Snecma, Moteurs Leroy-Somer, Pompes Salmson, PCM Pompes, Prud'homme Transmissions, Garlock, etc.

Managing catalogues of electro-technical, hydraulic, pneumatic and system components, as well as quotation generation and complex assembly configuration has become a major issue today. To answer these new needs, using the COMPODATA technology, the IGE+XAO Group will complement its software range by developing and selling innovative software and services.

"This investment will allow us to benefit from an innovative technology which, applied to our software solutions, will contribute to the IGE+XAO Group development and growth" declared Alain Di Crescenzo, IGE+XAO Group CEO.

As for Jacques-Marie Moranne, COMPODATA CEO, he stated "IGE+XAO size and evident complementarity with our activities will perpetuate our clients investment, give our employees the chance to demonstrate their capabilities in a wider context and provide our technology with interesting development opportunities, in particular at the international level."

Highlights

Moëller Electric and IGE+XAO partners to launch an innovative software package dedicated to launch an innovative software package dedicated to tertiary electrical installation.

Paris, July 5th, 2007

Aiming to reinforce their development strategy on the power distribution market and broaden their product offer for panel builders, MOELLER ELECTRIC, a specialist in low voltage components, launches a new software application for designing electrical panels dedicated to power distribution: M@x.

Developed with IGE+XAO, the specialist in Computer Aided Design, which announced having taken control of COMPODATA in February 2007, M@x includes the latest technological innovations in order to offer a tool both efficient and fast, capable of a real-time Internet update of its data.

A SOFTWARE PACKAGE INCLUDING THE LATEST TECHNOLOGIES

Subject to increasingly tight deadlines, panel builders need new tools adapted to extremely demanding requirements. Using the CompoData technology, IGE+XAO developed in partnership with MOELLER ELECTRIC an advanced software application. It gives the professional looking for efficiency the quick quotation of an electrical installation, the panel mounting schematics and the list of components of any installation up to 4,000 amps. Benefiting from both an electrical and software expertise, M@x has an advantage unique on the market: the automatic product data update. Designed to evolve with the user, M@x is updated for each new project. An automatic Internet connection activated by the access of the catalogue allows all the ranges of products to be updated. Therefore, it ensures:

- a valid offer always providing the latest innovations,
- a price list constantly updated.

With almost 10,000 part numbers available 24h/24 and 7d/7; the new application M@x is the tool essential for the quick and appropriate design of an electrical panel board. Fast and easy-to-use, it targets all users!

AN "INTELLIGENT" PACKAGE FOR A SIMPLIFIED USE

In order to facilitate entering data and save time, M@x includes an "intelligent" selection which takes into account user-defined parameters such as short-circuit rating, reserve percentages and layout calculation method. Component choices are made through technical criteria. Remembering the exact Moeller part numbers is no longer necessary. Each choice matches a given accessory selection. Selecting a piece of equipment narrows down the choice of secondary components so that the user only gets technically relevant products. The professional then chooses securely the piece of equipment which fits his needs. This process enables the electrical installer to select his equipment in a very short time

Once this step is completed, the user, if he wishes so, re-arranges the products on his screen so as to get an electrical schematic generated automatically. Once the schematic is approved, the installer selects the panel type (floor, wall mounting, with or without door, etc.) Electrical equipment can then be sorted by type (default) or according to the schematics drawn previously. The user can then visualize the panel defined automatically by the application. He can also arrange "bus bars" to manage at best the power repartition. The electrical installation project is then finalized and can now be quoted to be integrated to the installer's or panel builder's overall quotation. M@x, as new generation application, allows the panel builder to deliver a panel quotation in a few minutes.

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Press Release

Consolidated accounts for 2006/2007 (in IFRS norms)

Sharp Increase In Group net Income: +17.6%.

Toulouse, October 26th 2007 - The IGE+XAO Group announces that:

Euros	2006/2007	2005/2006	Change
Turnover	20,517,214	19,698,405	+4.2%
Ordinary operating income	3,237,271	3,106,919	+4.2%
General consolidated income before tax	3,531,798	3,035,919	+16.3%
Group net income	2,415,019	2,052,946	+17.6%
Net return (Income / Turnover)	11.8%	10.4%	+12.9%

Over the financial year 2006/2007 the Group's performance was significant with an ordinary operating income of €3,237,271, an increase of 4.2% and a group net income of €2,415,019, up by 17.6%. Net return was 11.8% of the turnover compared with 10.4% in 2005/2006.

At the same time, IGE+XAO is consolidating its financial situation with the absence of a long-term bank debt, cash-at-bank of 11.3 million euros and shareholder's equities of 13.8 million euros.

This healthy financial structure gives the Group the ability to pursue its strategy for development. So, over the financial year IGE+XAO was especially dynamic in the following axes of development:

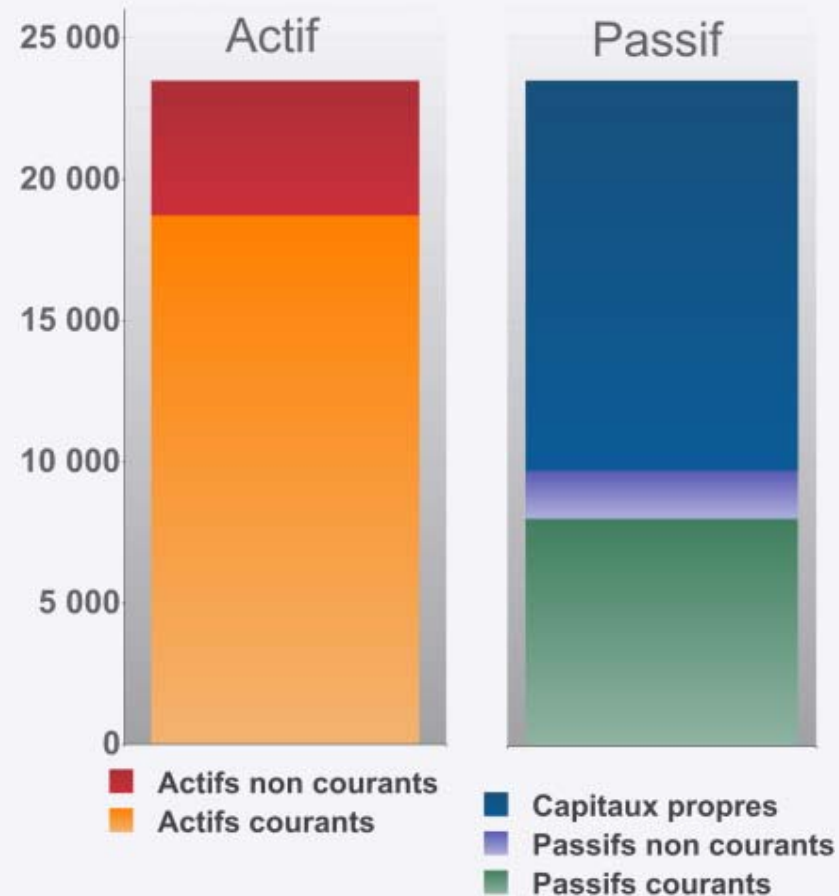
- Expansion of the product portfolio with the creation of the company EHMS in a joint-venture with Labinal (creation and marketing of a software suite for the manufacture of electrical harnesses) and the take over of Compodata (publisher of complex system configurator software).
- Development of new services with creation of the company S2E CONSULTING (diagnostic, consulting and support services dedicated to systems engineering and to electrical design processes) in a joint-venture with the Sogéclair Group.
- Improvement of the Group's international commercial coverage with the opening of a subsidiary in China.

Over the financial year 2006/2007, in view of the Group's thresholds, the contribution of these new companies to the Income from ordinary activities and to the net consolidated income is not significant.

Finally and in accordance with the policy put in place by IGE+XAO the board of directors will propose to the Annual General Meeting the payment of a dividend of €0.22 per share compared with €0.20 in 2005/2006.

Balance sheet (IFRS)

Actif en milliers €	31/07/07
Actifs non courants	4 773
Actifs courants	18 697
Dont Disponibilités	11 257
TOTAL	23 470
Passif en milliers €	31/07/07
Capitaux propres	13 774
Passifs non courants	1 689
Passifs courants	8 007
TOTAL	23 470



Profit & loss (IFRS)

En milliers €	31/07/07 12 mois	31/07/06 12 mois	Évolution
Chiffre d'affaires	20 517	19 698	4,2 %
Total produits d'exploitation	20 715	20 032	n/s
<i>Dont Crédit Impôt Recherche</i>	191	297	-35,7%
Achats et charges externes	(5 475)	(5 142)	6,5%
Charges de personnel	(10 730)	(10 372)	3,5%
Impôts et taxes	(541)	(437)	23,8%
Dotations amortissements et provisions	(731)	(833)	-12,2%
Autres charges opérationnelles	(1)	(141)	N/S
Total Charges d'exploitation	17 478	16 925	3,3%
Résultat opérationnel courant	3 247	3 107	4,2%
Résultat net consolidé	2 442	2 045	19,4%
Résultat net part du Groupe	2 415	2 053	17,6%

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3 markets / 3 levels of commercial offer



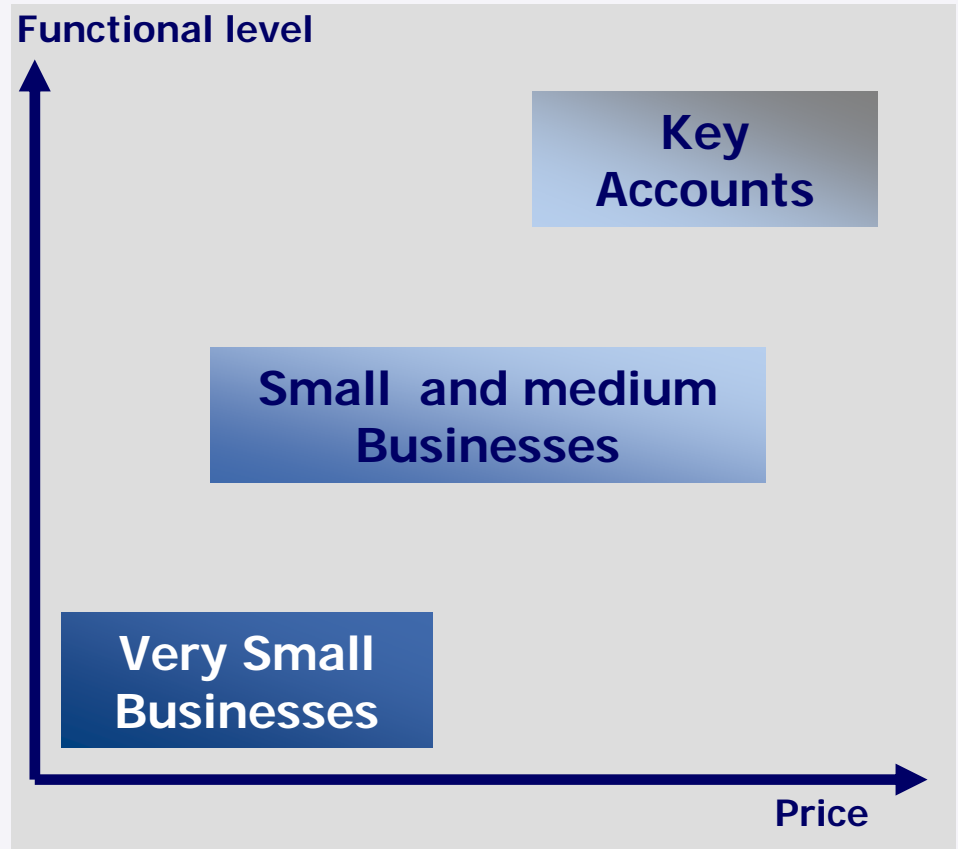
IGE+XAO's historical market



Launched by the end of the 90's



Launched in 2005



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A strong international presence (as well for sales than for R&D and Solutions)



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Innovation

R&D investments represent 21,76% of the turnover.



**Collaborative & PLM processes,
CATIA V5 integration,
Full generative process for
schematics production,
Dimensioning & simulation,
Harness manufacturing,
Configuration management,
Generative documentation for
construction,**

...

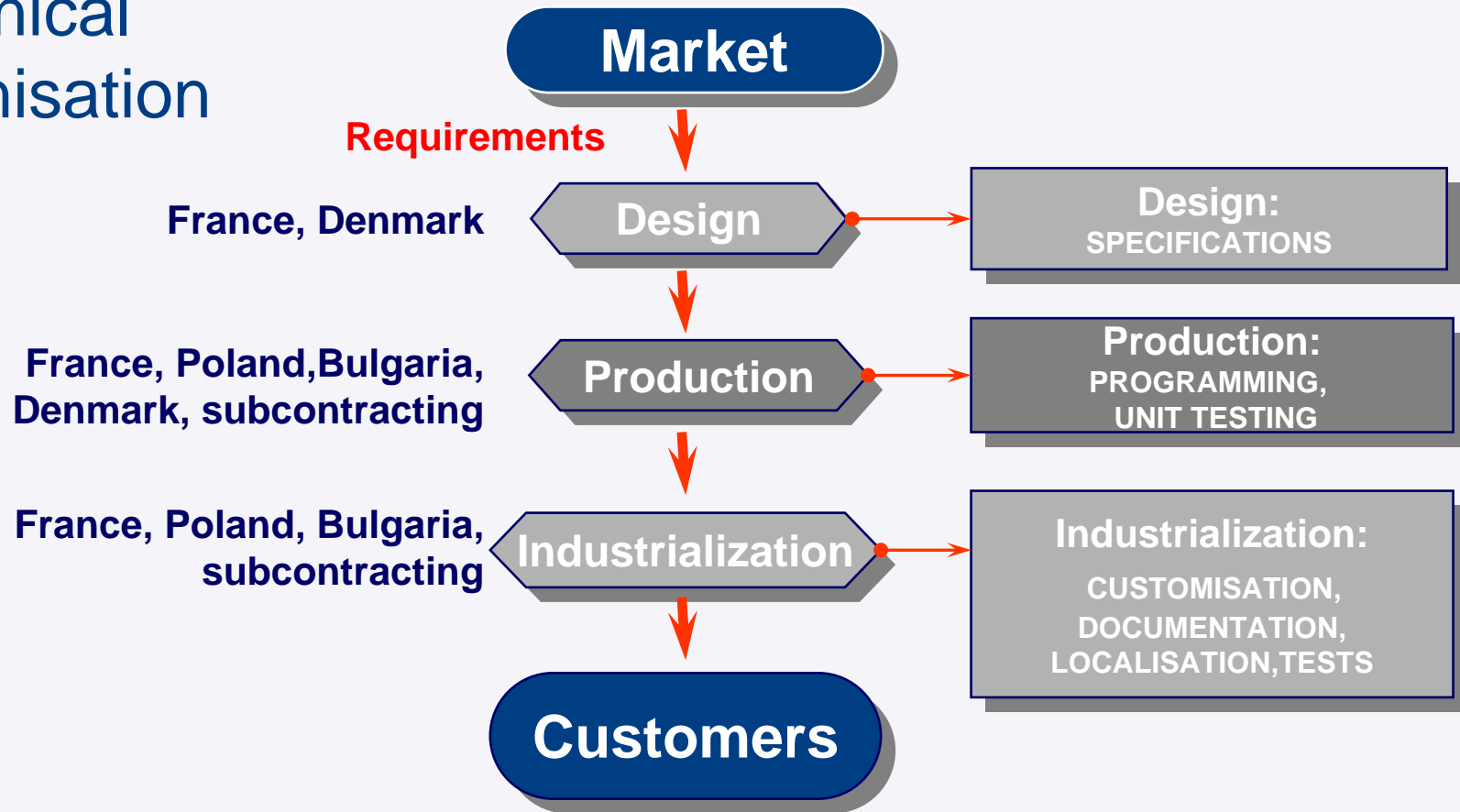
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An efficient and cost-optimized organization

- Technical organisation



An efficient and cost-optimized organization

- Customer support organisation

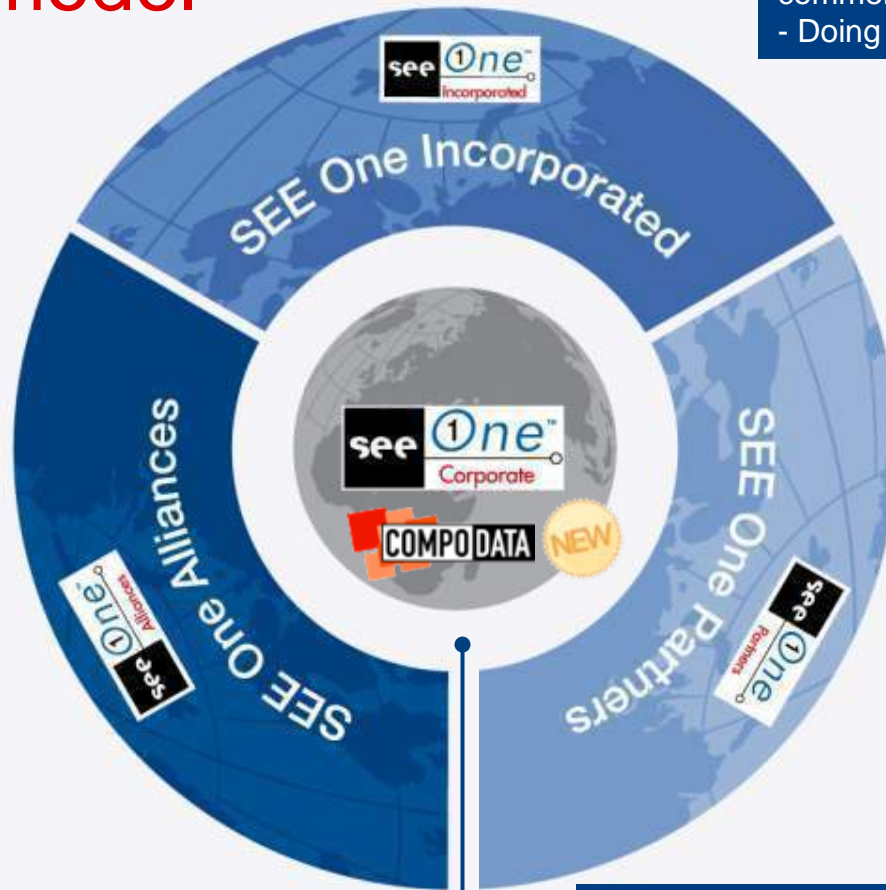


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Mixed growth model



- Creating new consolidated commercial subsidiaries
- Doing acquisitions

Having new partners:

- Technology
- Business

- Creating new joint-ventures
- Having minority interests



- Developing new products and new services
- Doing acquisitions

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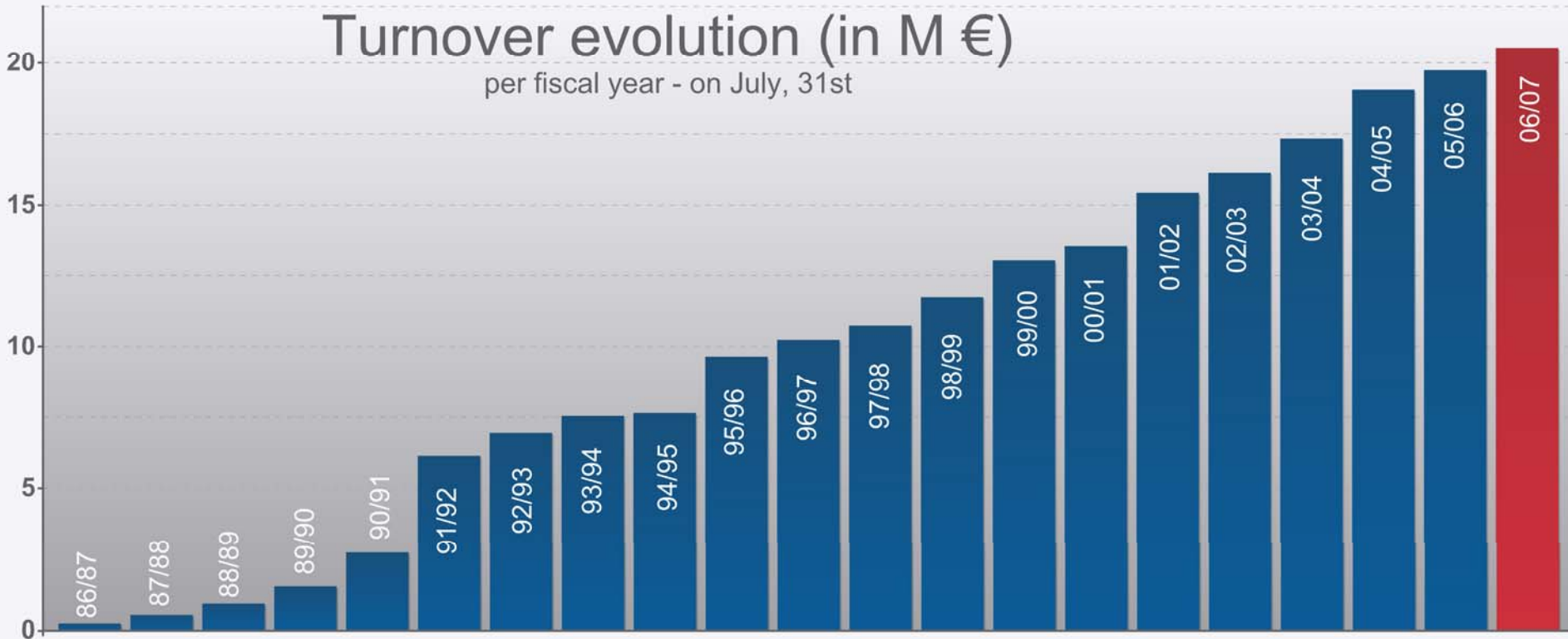


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Growth model

High Level of net margin

Turnover evolution (in M €)
per fiscal year - on July, 31st



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 - 3 markets / 3 levels of commercial offer
 - International presence
 - Innovation
 - An efficient and cost-optimized organization
 - Mixed growth model
- V. Future and Prospects
- VI. Conclusion

Conclusion (1/2)

– The Market

– Electrical market

- Electrical energy is essential to all goods & services produced,
- Investments planned for the next 20 years are more important than during the XX,
- Technology convergence between Electrical, Automation & IT words (transparent factory, intelligent buildings, cars... & new embedded services,...).

– Electrical CAD market

- An open market (70% free of Electrical CAD),
- A market more & more mature,
- New opportunities: PLM, construction.

Conclusion (2/2)

– The Company

- IGE+XAO key position:
 - + 70% of the French market shares,
 - + 48 500 users throughout the world.
- IGE+XAO portfolio:
 - 3 powerful ranges of software,
 - A complete offer of services.
- And:
 - 21 years of experience,
 - International network: 20 implantations in 13 countries and a network of partner,
 - An advantageous business model,
 - A strong financial structure, a high level of profitability & a dividend paid every year,
 - A full success of the business plan announced in February 1998,
 - Share evolution: +200 % from the listing (share value 21 Euros),
 - Out of cash valorisation (share value 21 euros): 11 x net income, 1.15 x turnover
 - A nice future prospects.

Thank you !