# G R O U P

### **PRESS RELEASE**

Toulouse, 31<sup>st</sup> March 2010. The IGE+XAO Group announces:

Consolidated Accounts for the first half of 2009/2010 (in IFRS norms) Period from 1<sup>st</sup> August 2009 to 31<sup>st</sup> January 2010

## First half results under control in a tight economic situation

In Euros	31 <sup>st</sup> January 2010 (6 months)	31 <sup>st</sup> January 2009 (6 months)	Evolution
Turnover	10,369,899	10,964,826	(5.4)%
Operating expenses	8,614,142	9,346,121	(7.8)%
Operational result	1,995,158	1,845,691	+8,1%
Net result	1,444,282	1,486,433	(2.9)%

Against the background of an economic crisis marked by business falling considerably in the electrical equipment and Computer Aided Design (CAD) software markets, IGE+XAO achieved a turnover of 10,369,899 euros in the 2009/2010 first half, representing a drop of 5.1% at constant exchange rates (or -5.4% at actual exchange rates) compared to the same period of the previous year.

In terms of its business activity, IGE+XAO has continued to pursue its mapped out route, which aims to optimize its costs structure whilst retaining an unchanged capacity for innovation and market capture, in order to become a leading player once the recovery starts. In this period the Group, therefore, continued to launch its SaaS (Software As A Service) and Construction offers for SMEs/SMIs. Alongside this activity, IGE+XAO continued to invest in the development of its Electrical PLM (project life cycle management) offer targeted at the Aeronautics market and subsequently at the Automotive market.

In terms of profitability, the Group have posted an operating income of 1,995,158 euros which was 8.1% up on 2008/2009 first half, representing an operating margin\* of 19.4%. This growth was achieved by a combination of good operating cost control - reduction of 7.8% - together with the quality of the "Business Model", which IGE+XAO is improving year on year. Net income, primarily impacted by lower interest rates, was 1,444,282 euros, representing a net margin\*\* of 14.2%.

On a financial side, IGE+XAO has a solid basis, having, at 31<sup>st</sup> January 2010, 17.7 million euros of equity capital, virtually no banking debt, and available cash of over 13.5 million euros.

In this current financial year, supported by its strong base, the IGE+XAO Group intends to continue its mapped out route, whilst remaining cautious with a view to preserving our high profitability level.

#### **ABOUT THE IGE+XAO GROUP:**

For over 23 years, the IGE+XAO Group has been a software publisher designing, producing, selling and ensuring the maintenance of a range of Computer-Aided Design (CAD) software. These Electrical CAD software applications have been designed to help manufacturers design and maintain the electrical section of any installation. IGE+XAO has built a complete range of Electrical CAD software applications designed for all industry fields. The IGE+XAO Group has more than 350 employees spread out in 22 locations and 16 countries. With more than 59,000 licenses sold throughout the world, IGE+XAO is a reference in its domain. For more information, visit http://www.ige-xao.com

<sup>\*</sup> operating income from sales turnover

<sup>\*\*</sup> net income from sales turnover



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#### **IGE+XAO GROUP CONTACTS:**

IGE+XAO Group, 25 Boulevard Victor Hugo - BP 90312 - 31773 Colomiers cedex - France Phone: +33 (0)5 62 74 36 36 - Fax: +33 (0)5 62 74 36 37 - <a href="www.ige-xao.com">www.ige-xao.com</a>
Listed on Euronext Paris - NYSE Euronext - Compartment C - ISIN FR 0000030827

Analysts/ Investors contact: Alain Di Crescenzo (Chairman of the Group): +33 (0)5 62 74 36 36

Press contact: Rozenn Nerrand-Destouches: +33 (0)5 62 74 36 02