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DOCUMENTATION CHINA
IGE+XAO LESPECIALISTE
DE LA CAO ELECTRIQUE



www.ige-xao.com

IGE+XAO **GROUP** CORPORATE DOCUMENTATION



“ Providing clients with innovative software applications to increase the productivity and quality of electrical installation design, manufacturing and maintenance processes...”

...this is the main mission the IGE+XAO Group set out to achieve through our range of software and services. Since our creation in 1986, the IGE+XAO Group has implemented a vigorous and ambitious strategy focusing on Marketing and Innovation to ensure we meet our clients' needs.

Through our Marketing strategy, we are constantly striving to increase our market share in France, as well as internationally. We have achieved this up to now, not only through our subsidiaries and offices across 15 countries, but also through our network of professional partners. Today, IGE+XAO has sold over 56,000 licences across the globe and our clients range from sole traders to multinational corporations in all industrial and service areas.

Our Innovation strategy has been implemented through a research & development investment representing more than 24% of our annual turnover.

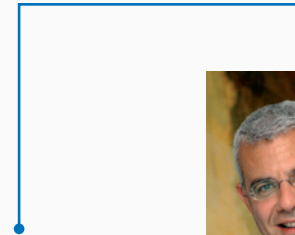
With more than 140 engineers and technicians throughout the world, our development teams are constantly creating and improving our products and technologies.

In 2009, our research and development engineers will be working on the life cycle of electrical installation (electrical PLM), collaborative tools, automated cabling (2D and 3 D) and systems engineering with a view to improving productivity and quality.

Supporting our commercial success, our Group has a strong financial structure with significant cash reserves and minimal liabilities.

I am extremely confident in our Group's capacity to expand within its field and achieve even stronger growth in years to come.

I trust you will enjoy reading about the IGE+XAO Group and finding out more about us and I would like to take this opportunity to thank, most sincerely, our clients and partners who have made us what we are today.”



Alain Di Crescenzo

Chairman and CEO



Since its creation, the Group has allocated an important part of its turnover to the Research and Development activity. At the PLM level, our R&D effort is mainly focused on the life cycle of electrical installation and the automated cabling (2D and 3 D).

Our development teams, located all over the world, allow us to optimize costs, quality and deadlines.

Charles Baudron

Managing Director

PLM R&D Director



At the CAD level, our experts concentrate on ergonomics, productivity optimization and the integration of the IGE+XAO solutions into client information systems.

Robert Grezes

CAD R&D Director

22 years of experience

Over **56,000** licences sold

22 locations in **15** countries

Over **350 employees**

Listed on the **NYSE Euronext Paris**
since **march 1997**



THE IGE+XAO GROUP

The CAD Specialist dedicated to...





...ELECTRICAL ENGINEERING...

Historically, the Group began by developing, selling and maintaining CAD (Computer Aided Design) software dedicated to the electrical industry. Electrical CAD software applications are used to design and maintain the electrical side of manufacturing processes and end products. Electrical CAD is the main business of the Group and represents 70 % of its turnover.





...SYSTEMS...

Systems Computer Aided Design constitutes the Group's second area of development. This activity started in 2001 with the buy-out of INGEDATA. Systems design software applications are used ahead of Electrical and Fluids CAD packages. These applications allow the generic design of any type of installation before a decision is made on the technology to use (mechanical, electrical, fluids, etc.).





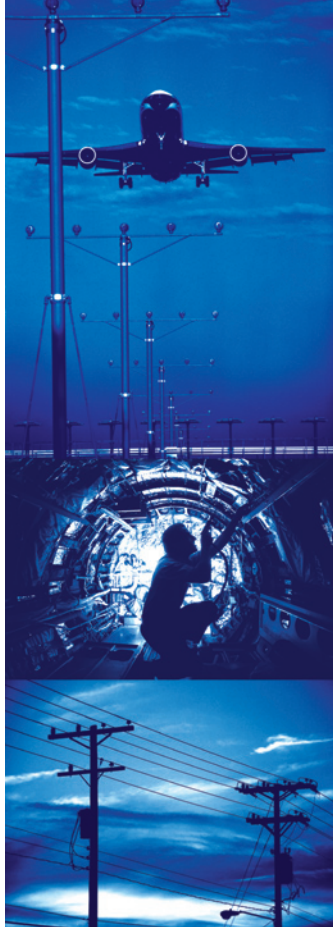
...INDUSTRIAL FLUIDS.

In the mid 90's, the IGE+XAO Group launched its first package dedicated to industrial fluids. Though this activity is marginal compared to the two previous ones, the Group continues to explore this market segment, in particular with a new Microsoft Visio® technology-based software solution.



HISTORY OF THE GROUP

- 1986/87 :** Creation of IGE.
- 1988/89 :** Creation of a development and commercial subsidiary in Poland.
- 1991/92 :** Acquisition of XAO Industrie and Creation of the IGE+XAO Group.
- 1992/93 :** Creation of a commercial subsidiary in Italy.
- 1993/94 :** Creation of a commercial subsidiary in Spain.
- 1994/95 :** Creation of a commercial agency in Germany.
Creation of a development subsidiary in Bulgaria.
- 1997/98 :** Introduction of the IGE+XAO Group on the Paris Stock Exchange.
Creation of a commercial subsidiary in Canada.
Acquisition of Schneider Electric's Electrical CAD operations (called Handel).



- 1998/99 :** Creation of a commercial subsidiary in the United Kingdom.
- 1999/00 :** Creation of a commercial subsidiary in Germany.
- 2000/01 :** Acquisition of Ingedata Développement (France), Tessdata BV (Netherlands), CAE Development ApS (51%) & CADdy Denmark A/S. (Denmark)
- 2001/02 :** Acquisition of a 19% stake of Anyware Technologies.
- 2002/03 :** Creation of a second commercial agency in Germany.
- 2003/04 :** Signature of a partnership with Dassault Systèmes for the design of electrical harnesses.
- 2004/05 :** Acquisition of CAE Development ApS
- 2005/06 :** Creation of a commercial subsidiary in the USA.
Creation of a commercial agency in China.
Buy-out of HIBATEC – Switzerland.
Signature of a partnership agreement with Schneider Electric.
- 2006/07 :** Creation of EHMS with the Labinal Group.
Creation of S2E CONSULTING with the Sogclair Group.
Acquisition of Compodata.
- 2007/08 :** Creation of subsidiaries in China and Tunisia



▶ A strong and constant
growth

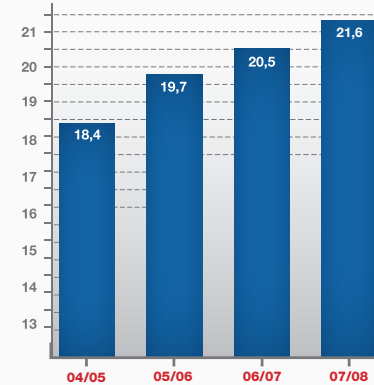
SIGNIFICANT PERFORMANCE GROWTH

From the outset, the IGE+XAO Group has achieved and maintained strong and constant growth.

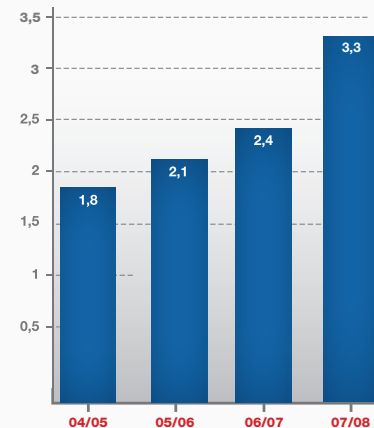
Over the 2007/2008 tax year, the turnover has risen to 21,6 millions euros.

The IGE+XAO Group is the leader on the French market and a key international player with export sales representing 40% of its business. The Group has implemented a clear overseas strategy with renowned clients resulting in a growth in two figures.

«Growing while remaining profitable» is the motto of the Group. For the 2007/2008 tax year, the net profit represented 15.3% of the turnover, or 3.3 million euros.



Turnover in million euros (IFRS)



Net profit in million euros (IFRS)



▶ An international
presence

The IGE+XAO Group is present in 15 countries through its 22 offices.

In Europe:

- France
- Germany
- United Kingdom
- Spain
- Italy
- The Netherlands
- Denmark
- Poland
- Bulgaria
- Switzerland

In America:

- Canada
- USA

In Asia:

- China

In Africa:

- Tunisia
- Morocco

A network of distributors/partners represents the Group in the following countries:

- Austria
- Bolivia
- Bosnia and Herzegovina
- Brazil
- Colombia
- Croatia
- Cyprus
- Czech Republic
- Faroe Islands
- Greece
- Hungary
- Iceland
- India
- Lebanon
- Mexico
- Montenegro
- New Zealand
- Portugal
- Romania
- Russia
- Serbia
- Slovakia
- Slovenia
- Syria
- Tunisia
- Turkey
- Vietnam



• Subsidiaries
• Distributors



▶ A strong investment
in innovation

The IGE+XAO Group invest in innovation as a top priority.

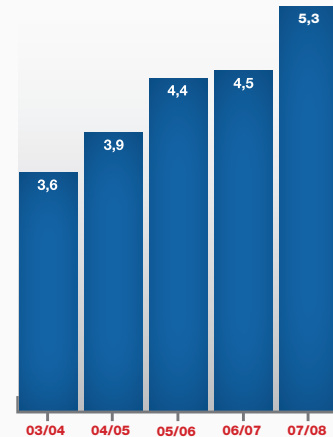
During the 2007/2008 tax year, the Research and Development activity represented 5,3 millions euros, or 25% of the turnover.

Our research and development programme has two main strands:

- > Professional – dealing with, for example, automated cabling (2D and 3D), automatic generation of schematics, cabinet layout, topology and systems engineering
- > Technical – dealing with, for example, concurrent engineering, product lifecycle management (PLM) and product data management (PDM)

Through our acquisition of Compodata,

the IGE+XAO Group now has the know-how on generating and implementing ‘electronic catalogues’ as well as complex systems configurators.



Innovation investment in million euros



▶ An organization built
around our clients

In response to the fast-moving needs of our own markets, we have organized the IGE+XAO Group like an «extended enterprise». The organizational structure consists of the following diverse entities:



> includes all IGE+XAO Group's consolidated commercial subsidiaries.



> includes all IGE+XAO Group's jointly owned companies in which we have a 50% or lower stake.

- EHMS (joint venture with Labinal).
- S2E Consulting (joint venture with Sogclair).



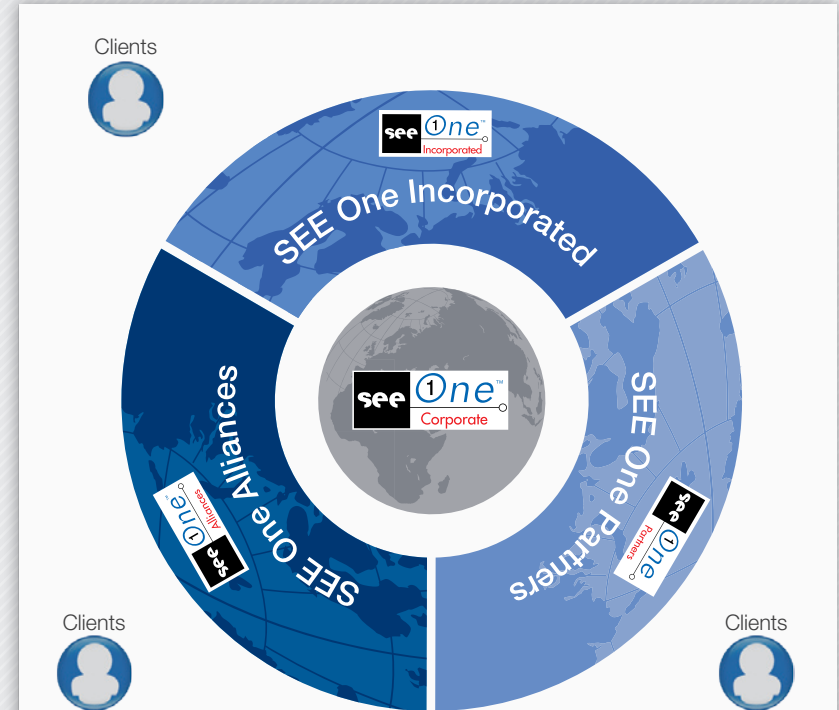
> includes the IGE+XAO Group's technological and commercial partners.

Technological partners: Dassault Systèmes, SolidWorks,...

Commercial partners: Weidmüller, Schneider Electric, Moeller Electric, Labinal, Sogclair, as well as all the companies distributing the Group's products in countries where IGE+XAO is not represented.



> includes the «R&D» and «Solutions» teams, as well as the commercial support (finances, human resources, after-sale support, product marketing, communication, etc.)



An organization built around our clients



A strong presence
on three markets



The IGE+XAO Group's software solutions are divided into three markets:

- > SEE One Manufacturing,
 - > SEE One Harness Design,
 - > SEE One Construction
- These represent the whole set of applications and resources dedicated to the Manufacturing, Harness Design and Construction markets.



MANUFACTURING

From our inception the IGE+XAO Group has been consistently innovative, always striving to develop a complete range of software applications dedicated to the fields of automation and computer-integrated manufacturing.

From the initial client's requirements, the Group's solutions allow the user to optimize the functional design of the installation, the creation of the electrical (or fluids) files and attached instructions, as well as associated maintenance documents.

Over 15,000 clients worldwide are using our solutions on a daily basis and benefiting from reduced costs, more efficient timing and top quality performance.



When good enough just isn't good enough
Weidmüller 



The Software Solutions:

SEE Electrical Expert, CompoData, SEE Electrical, SEE Electrical LT, etc.

Our References:

ABB, Areva, Bosch, CEA, COMAU, Dunlop, EDF, Gaz De France, Faurecia, Heuliez, Hydro Québec, Kodak, Legrand, Michelin, Moeller Electric, Motorola, Philips, PSA Peugeot Citroen, Renault, Renault Trucks, Schlumberger, Schneider Electric, Siemens, Valeo, Volkswagen, etc.

The Partners:





HARNES DESIGN

The IGE+XAO Group has developed a total software solution covering the overall requirements of the “Harness Design”, from the design to the manufacturing of electrical harnesses.

This solution includes:

- the functional design of the systems,
- the definition of the equipment and schematic diagrams,
- the topology design,
- the automatic generation of harnesses and cables,
- the semi-automatic generation of wiring diagrams.

The Group solutions have already attracted numerous global players in aeronautics and transportation.

In partnership with Dassault Systèmes, the IGE+XAO Group is also developing an electrical harness design software solution in the CAA v5-integrated environment.

The Software Solutions:

SEE Electrical Expert Embedded,
SEE Electrical Harness,
SEE Electrical Harness Collaborative,
SEE Electrical Harness PLM,
SEE Electrical Harness PLM for Catia.

Our References:

Airbus, Air France-KLM, Alstom, Bauer Maschinen GMBH, Bombardier RP, DCNS, Eurocopter, Embraer, Faiveley Transport, Galileo Avionica, Honda Jet, Latécoère, Latélec, MBDA, Manitowoc Crane Group, Northrop Grumman, Safran, Shanghai Electric, Siemens Transportation Services, Snecma, Socata, Thales, etc.

The Partners:



With Labinal, the IGE+XAO group has created EHMS. The objective of this joint venture is to develop and market software dedicated to the manufacturing of electrical harnesses.





CONSTRUCTION

Our software range covers all professional requirements for electricity in the building industry, making it possible to create standardized technical documents for the design and maintenance of electrical installations with optimal productivity.

The Software Solutions:

SEE Electrical Building, CompoData, SEE Calculation, SEE Building LT, etc.

Our References:

Bouygues, Cegelec, Forclum, Ineo Suez, Labinal, ONU, Plastic Omnium, Saur, Saint-Gobain, Socotec, Spie, Veolia Eau, Vinci and over 4,000 installers.

The Partners:





▶ **Value-added**
services

Fully aware that our clients needs go far beyond the software package, our Group offers value-added services.

Training sessions adapted to clients' needs:

Up to 20 training experts are available to our clients for on-site assistance and training worldwide.

Worldwide telephone helpline:

A team of more than 30 experts assist clients in more than nine languages throughout the world.

A dedicated team to fit our packages to clients' needs.

This team assists our clients in implementing and installing IGE+XAO solutions.

Value-added consulting.

Created in collaboration with the SOGECLAIR Group, S2E Consulting offers assistance and advice services dedicated to systems engineering and optimization of electrical design processes.



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Electrical Engineering, Systems and Industrial Fluids.