

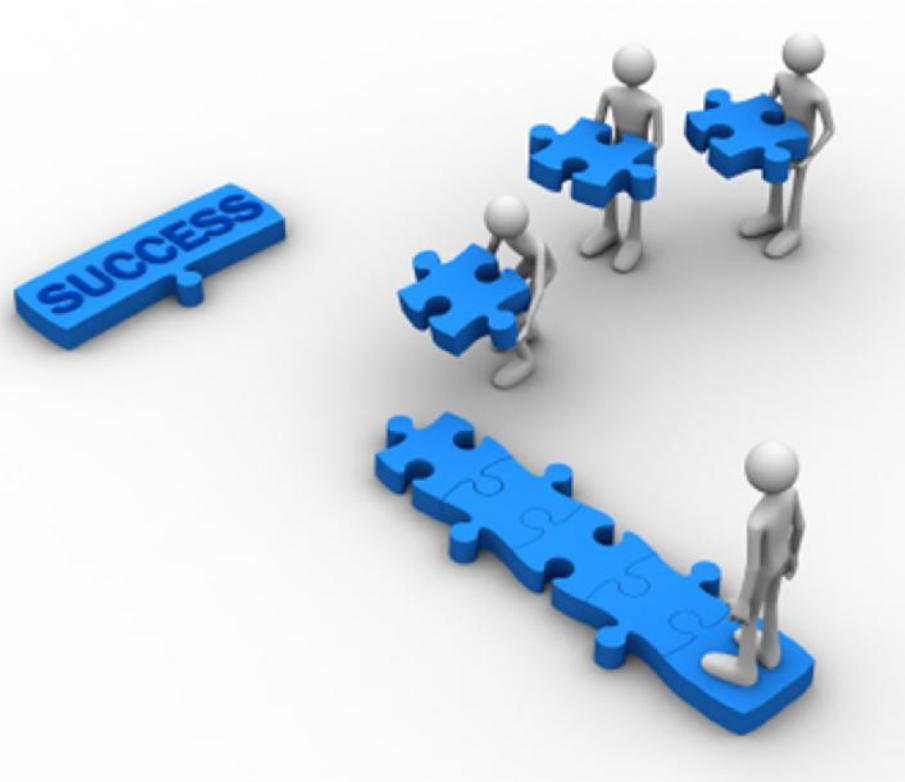
Shaping the Future  
of the **Electrical**  
**PLM** and **CAD**



*Investors meeting – fiscal year 2012/2013*

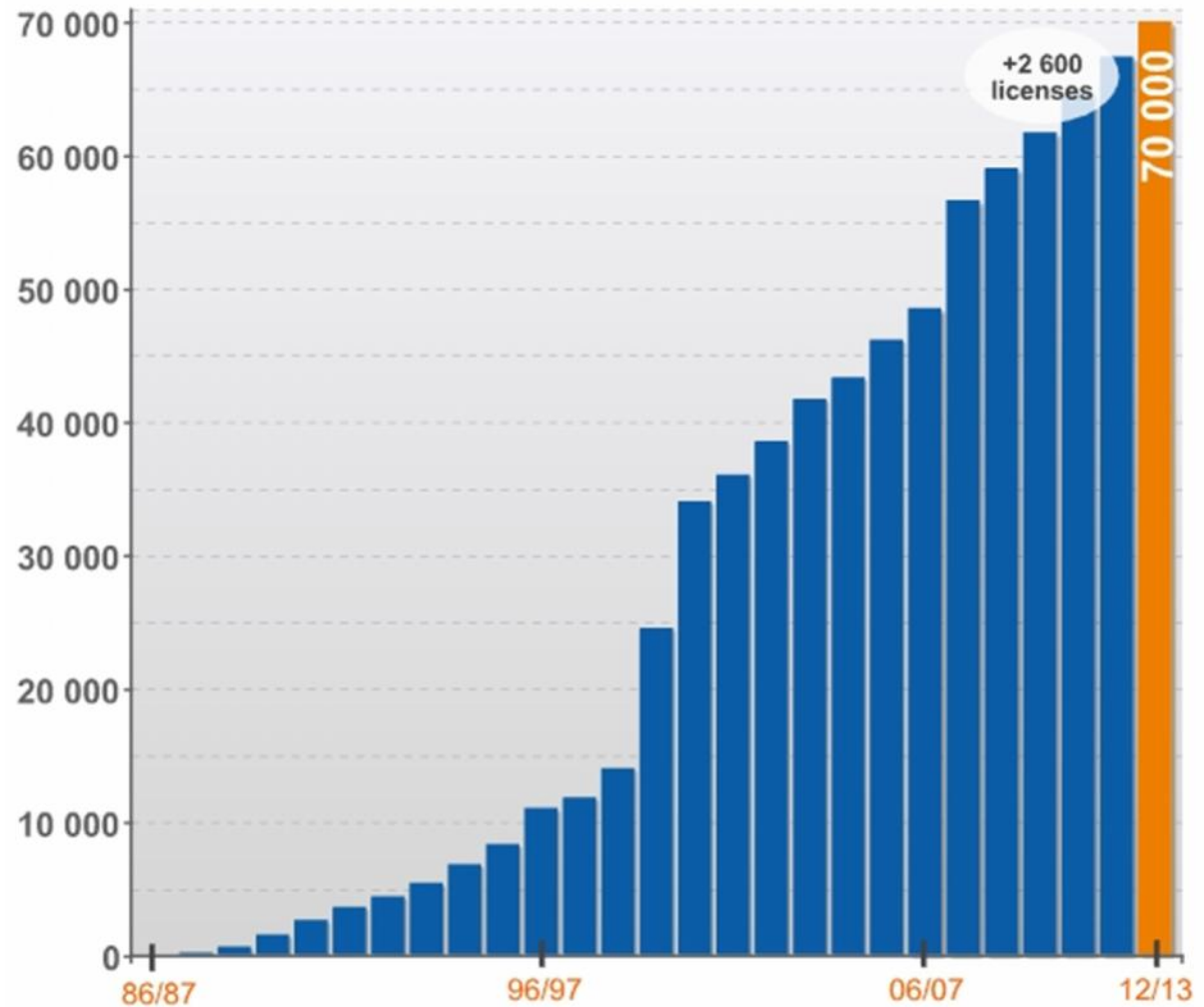
Alain Di Crescenzo  
Chairman and CEO  
*29 October 2013*

# Fiscal year 2012/2013: a good year



# Number of licenses sold

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

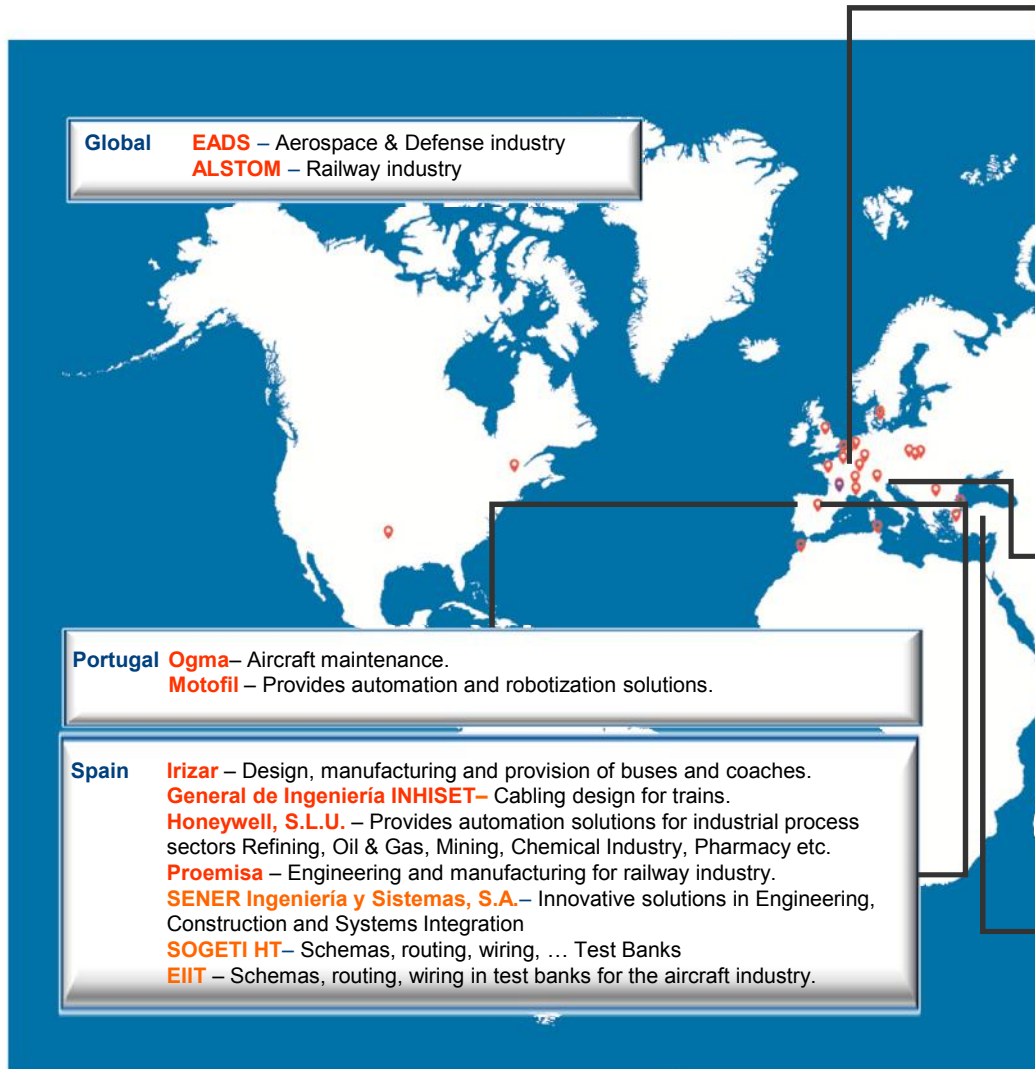


# Turnover evolution

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



# New key accounts won (1/3)



**Global** **EADS** – Aerospace & Defense industry  
**ALSTOM** – Railway industry

**Portugal** **Ogma**– Aircraft maintenance.  
**Motofil** – Provides automation and robotization solutions.

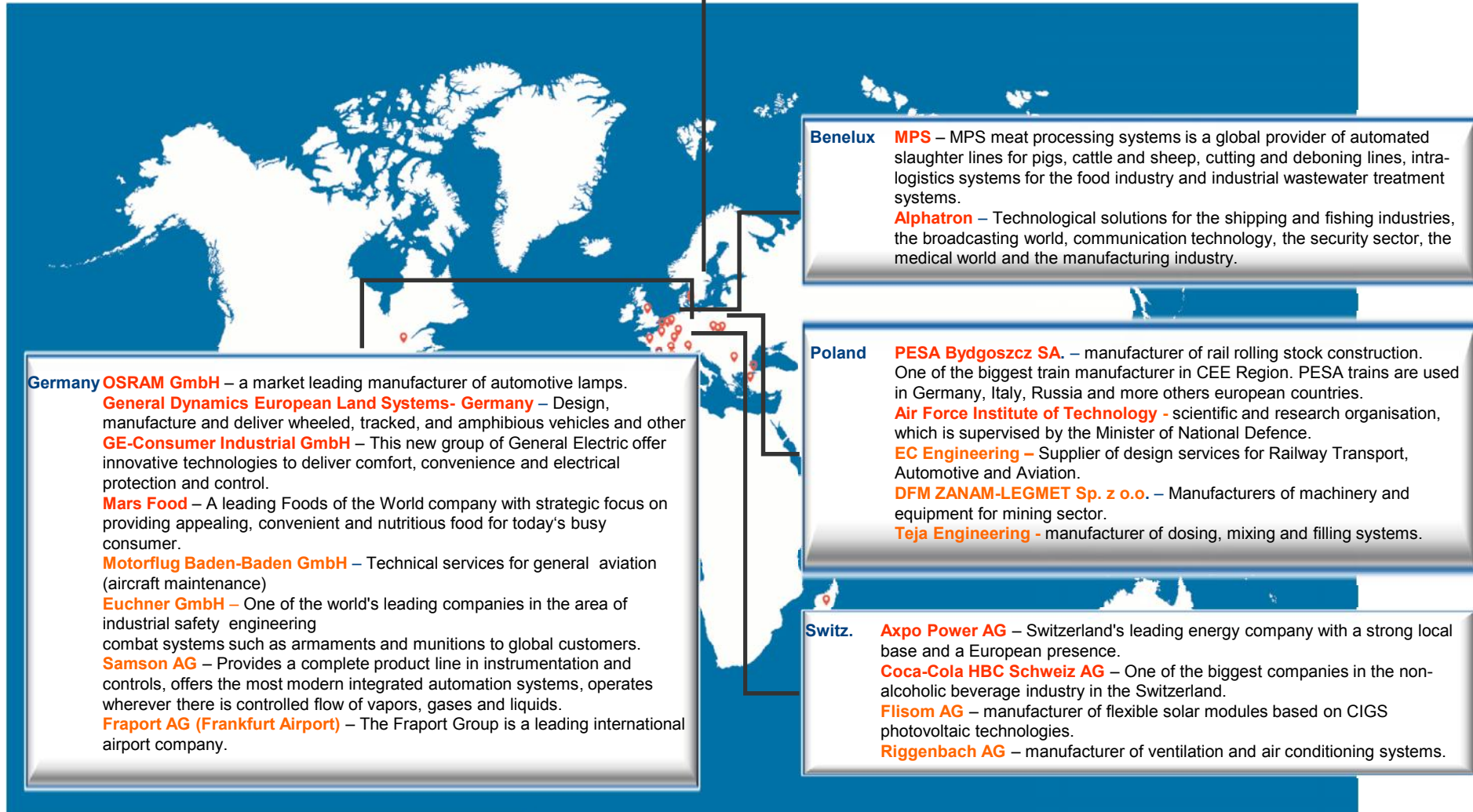
**Spain** **Irizar** – Design, manufacturing and provision of buses and coaches.  
**General de Ingenieria INHISET**– Cabling design for trains.  
**Honeywell, S.L.U.** – Provides automation solutions for industrial process sectors Refining, Oil & Gas, Mining, Chemical Industry, Pharmacy etc.  
**Proemisa** – Engineering and manufacturing for railway industry.  
**SENER Ingeniería y Sistemas, S.A.**– Innovative solutions in Engineering, Construction and Systems Integration  
**SOGETI HT**– Schemas, routing, wiring, ... Test Banks  
**EIIT** – Schemas, routing, wiring in test banks for the aircraft industry.

**France** **Liebherr Aerospace SAS** – One of Europe's leading manufacturers of air systems for aircraft..  
**DCNS** – Functional, system, cabling & fluids design for naval defence (surface combatant, submarine and torpedos) & for civil nuclear engineering.  
**Microturbo (Groupe Safran)** – Microturbo specializes in the design, development, production and support of small turbojet engines for purely military applications: missiles, target drones, UAV and UCAV.  
**Eaton Leonard Europe** – Global technology leader in diversified power management solutions that make electrical, hydraulic and mechanical power operate more efficiently, effectively, safely and sustainably.  
**Champagnes P. & C. Heidsieck** – Machinery for the production of wines and spirits.  
**Mairie de Paris** – Operation of the city of Paris' heating plants (for town halls, schools, museums...).  
**Guinault** – Design and manufacturing of Aircraft Ground Support Equipment for electrical power supply, thermal heating power and pneumatic power maintenance .  
**GPI** – designing, manufacturing, installing and maintaining industrial electrical, electronic and automation equipment.  
**Potez Aeronautique** – The POTEZ Group, the offspring of a long-standing tradition of aircraft manufacturers, operates in both the domestic and the international market.  
**Steriflow** – Stainless steel for autoclave.

**Italy** **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)

**Turkey** **Oztiryakiler** – One of the biggest industrial kitchen equipments manufacturers in Turkey.  
**Turkish Central Money Bank** – Central Money Bank of Turkiye. Use See Electrical Advanced to design and maintain the special machines for production of money.  
**SPHEROS TERMO SISTEMLERİ A.Ş.**– One of the world's leading developers and manufacturers of heating systems,air conditioners and roof hatches. Use See Electrical to draw and modify electrical schemas of the systems.  
**Ametal Elevator** – One of the most well known elevators and parts manufacturers in Turkey.

## New key accounts won (2/3)



# New key accounts won (3/3)

**USA**

- Vesuvius** – World leader in the design, engineering, manufacture and delivery of refractory products, systems and services for high-technology industrial applications
- Viking Range Corporation** – An appliance company that manufactures high-end professional kitchen appliances for residential and commercial use.
- Embraer USA** – Aircraft manufacturer.
- U.S. Cotton** – The leading manufacturer of cotton products in the Americas and the only major national manufacturer of organic cotton.
- Composite Engineering Inc** – Design high performance aerial target systems and drones for the US Department of Defense.
- Kestrel Aerospace** – Aircraft manufacturer of a six to eight seat turbo-prop airplane used for business and pleasure.
- Brismet** – An industry leader in stainless, duplex, super duplex, 6 moly, nickel alloy and titanium welded steel pipe manufacturing
- IBA Industrial** – IBA Industrial offers world-class expertise in the production of high-power electron accelerators supporting a wide range of industrial applications. With more than 250 Dynamitron and Rhodotron electron accelerators installed worldwide, IBA is the global leader in the electron accelerator industry. Over the last 10 years, more than 50% of the power installed worldwide has been supplied by IBA

**Canada**

- Olymel** - Canadian leader in the field of slaughter, processing and distribution of pork and poultry, with facilities in Quebec, Ontario and Alberta.
- Bombardier Recreational Products.** – World leader in the design, development and marketing of motorized recreational vehicles.
- IMAC inc.** – Engineering firm specializing in Integration, Automation and Control.
- Endurance Wind Power**– Manufacturer of advanced wind turbines designed specifically for distributed wind power applications.
- Mechtronix** - specialized in the manufacture of flight simulation training devices (FSTD) for commercial, general and business aviation. The company founded in 1987 is based out of Montreal in Canada's aviation hub with a customer base in the Americas, Europe, the Middle-East and Asia.

**Brazil**

- Brazilian Navy** – in the context of Prosub submarine development and construction program, IGE+XAO Group has provided Functional, System, Fluids and Cabling authoring software based on a customization of SEE System Design .

**China**



- Beijing zhong xin xing ye keji .** – Engineering firm specializing in industrial production lines.
- Northern Heavy Industries Group Co. Ltd** –listed among Top 500 Chinese Enterprises. The major products is shield tunneling machine.
- Boer Power Holdings Ltd** – a leading one-stop designer, manufacturer and seller of high-quality integrated electrical distribution systems and solutions in China with over 20 years of industry experience.
- China National Nuclear Corporation** – Chinese national nuclear company, the biggest state-owned enterprise for nuclear industry in China.
- GuangDong Shenling**–Established in 1988, one of the largest professional central air conditioning equipment manufacturers in China with a wide selection of product specifications.

**Argentina** **FAdE SA** – Aircraft manufacturer.

**Singapour** **ST Aerospace** – Aircraft Maintenance

# Innovation



- SEE Electrical PLM  ,
- SEE Electrical Harness Manufacturing,
- Automatic generation,
- SEE Project Manager «on the cloud».



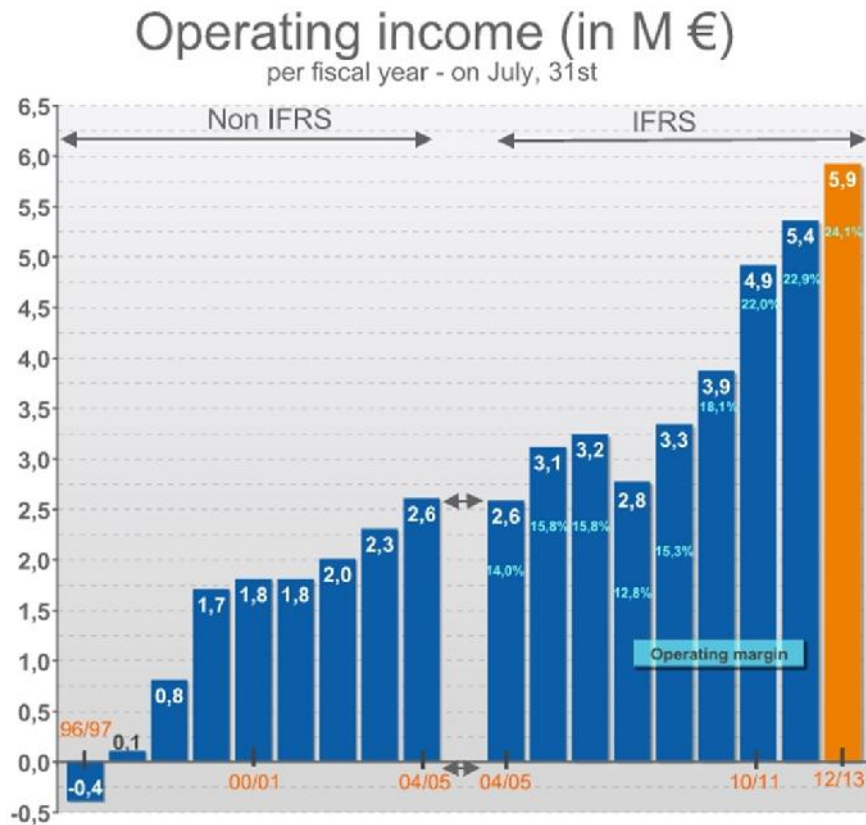
# Share value evolution

## IGE+XAO's share value in €

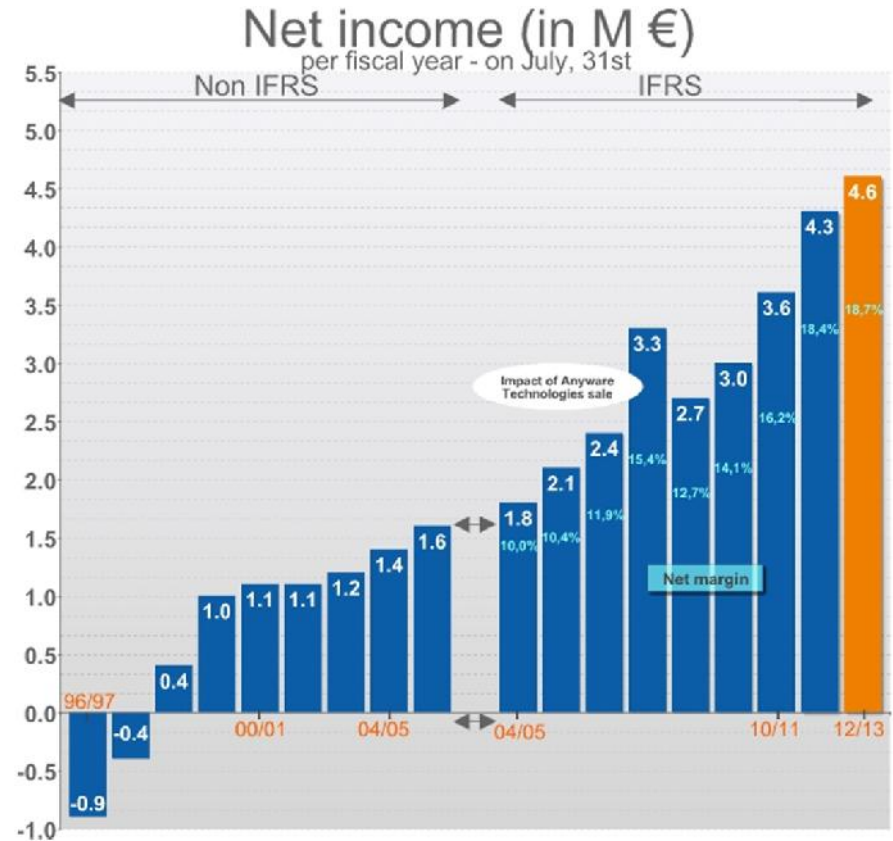
Monthly average closing price



# Profit evolution



**+ 10,5%**



**+ 6,9%**

# Focus on 2012/2013 financial statements



# Press release

## Comptes annuels consolidés de l'exercice 2012/2013 (en normes IFRS)\*

Toulouse, le 24 octobre 2013, le Groupe IGE+XAO annonce :

### Une année 2012/2013 réussie

| En euros                                      | 2012/2013  | 2011/2012  | Evolution |
|---|------------|------------|-----------|
| Chiffre d'affaires                            | 24 568 160 | 23 385 942 | 5,1%      |
| Résultat opérationnel                         | 5 914 864  | 5 355 127  | 10,5%     |
| Résultat de l'ensemble consolidé avant impôts | 6 223 866  | 5 704 753  | 9,1%      |
| Résultat net – Part du Groupe                 | 4 603 863  | 4 304 874  | 6,9%      |

Sur l'exercice 2012/2013, le chiffre d'affaires consolidé du Groupe IGE+XAO atteint **24 568 160 €**, soit une progression de **5,1%**, supérieure à celle de l'exercice précédent (4,9%). Cet accroissement de l'activité s'inscrit dans la tendance observée au premier semestre de la période, soit une forte dynamique au niveau des Grands Comptes, couplée à la bonne tenue de l'activité à l'international, notamment en Europe du Nord.

Le résultat opérationnel, en hausse de 10,5%, s'établit à 5 914 864 €. Cette augmentation résulte à la fois de l'accroissement de l'activité et de la bonne maîtrise des charges d'exploitation. La rentabilité opérationnelle bénéficie de ces bons résultats et passe de 22,9% à 24,1%. Le résultat net s'élève quant à lui à 4 603 863 € pour 4 304 874 € un an plus tôt, soit une progression de 6,9%, générant une marge nette\*\* de 18,7% (18,4% sur l'exercice précédent).

Fort de cette dynamique, le Groupe entend poursuivre son développement avec la création à court terme d'une filiale au Mexique et le maintien de ses efforts en matière de recherche et développement. Enfin, conformément à son «Business Plan», IGE+XAO prévoit de réaliser ces opérations tout en préservant un niveau élevé de rentabilité

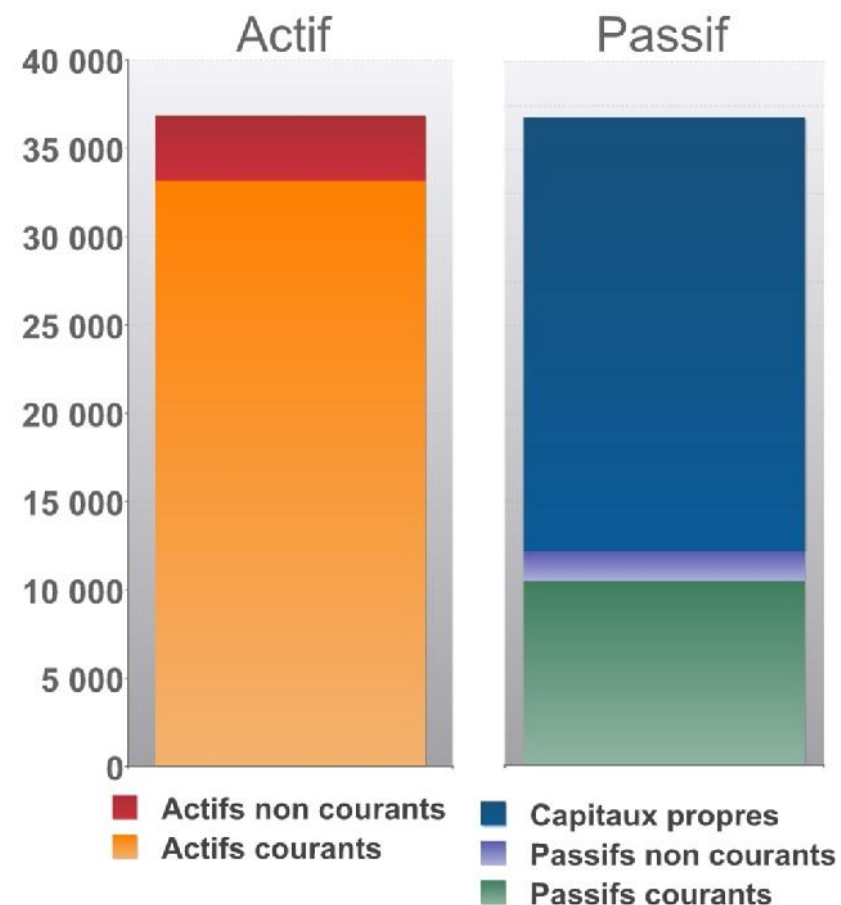
\* Les comptes consolidés ont été arrêtés par le Conseil d'administration du 18 octobre 2013 et seront soumis à l'approbation de l'Assemblée Générale Annuelle.

\*\* Marge nette : résultat net / chiffre d'affaires

## Balance sheet (IFRS)

| Actif en milliers €        | 31/07/2013    | 31/07/2012    |
|----------------------------|---------------|---------------|
| Actifs non courants        | 3 664         | 3 346         |
| Actifs courants            | 33 130        | 29 468        |
| <i>Dont Disponibilités</i> | 24 402        | 21 197        |
| <b>TOTAL</b>               | <b>36 794</b> | <b>32 814</b> |

| Passif en milliers € | 31/07/2013    | 31/07/2012    |
|----------------------|---------------|---------------|
| Capitaux propres     | 24 672        | 21 270        |
| Passifs non courants | 1 689         | 1 611         |
| Passifs courants     | 10 433        | 9 933         |
| <i>Dont PCA</i>      | 4 965         | 4 879         |
| <b>TOTAL</b>         | <b>36 794</b> | <b>32 814</b> |



## Profit & loss (IFRS)

| En milliers €                          | 31/07/2013 | 31/07/2012 | Evolution |
|--|------------|------------|-----------|
| Chiffre d'affaires                     | 24 569     | 23 386     | 5,1%      |
| Total produits d'exploitation          | 25 519     | 24 177     | 5,6%      |
| <i>Dont Crédit Impôt Recherche</i>     | 915        | 694        | 31,8%     |
| Achats et charges externes             | -5 410     | -5 348     | 1,2%      |
| Charges de personnel                   | -13 092    | -12 349    | 6,0%      |
| Impôts et taxes                        | -460       | -494       | -6,9%     |
| Dotations amortissements et provisions | -570       | -500       | 14,0%     |
| Autres charges opérationnelles         | -72        | -131       | -45,0%    |
| Total Charges d'exploitation           | -19 604    | -18 822    | 4,2%      |
| Résultat opérationnel                  | 5 915      | 5 355      | 10,5%     |
| Résultat financier                     | 309        | 349        | -11,5%    |
| Résultat net part du Groupe            | 4 604      | 4 305      | 6,9%      |

## Cash Flow (IFRS)

| En milliers €   | 31/07/2013 | 31/07/2012 |
|---|------------|------------|
| Résultat net - porteurs de CP de la Société                       | 4 604      | 4 305      |
| Flux net de trésorerie généré par l'activité                      | 4 876      | 5 153      |
| Flux net de trésorerie généré par les opérations d'investissement | -373       | -244       |
| Flux net de trésorerie généré par les opérations de financement   | -1 221     | -4 845     |
| Variation de trésorerie brute                                     | 3 282      | 64         |
| Incidences des variations du taux de change                       | -77        | 15         |
| Augmentation (diminution) de la trésorerie                        | 3 205      | 79         |
| Trésorerie en début d'exercice                                    | 21 197     | 21 118     |
| Trésorerie en fin de période                                      | 24 402     | 21 197     |
| Variation de trésorerie nette                                     | 3 205      | 79         |

# Focus on 5 significant topics





# IGE+XAO's DNA



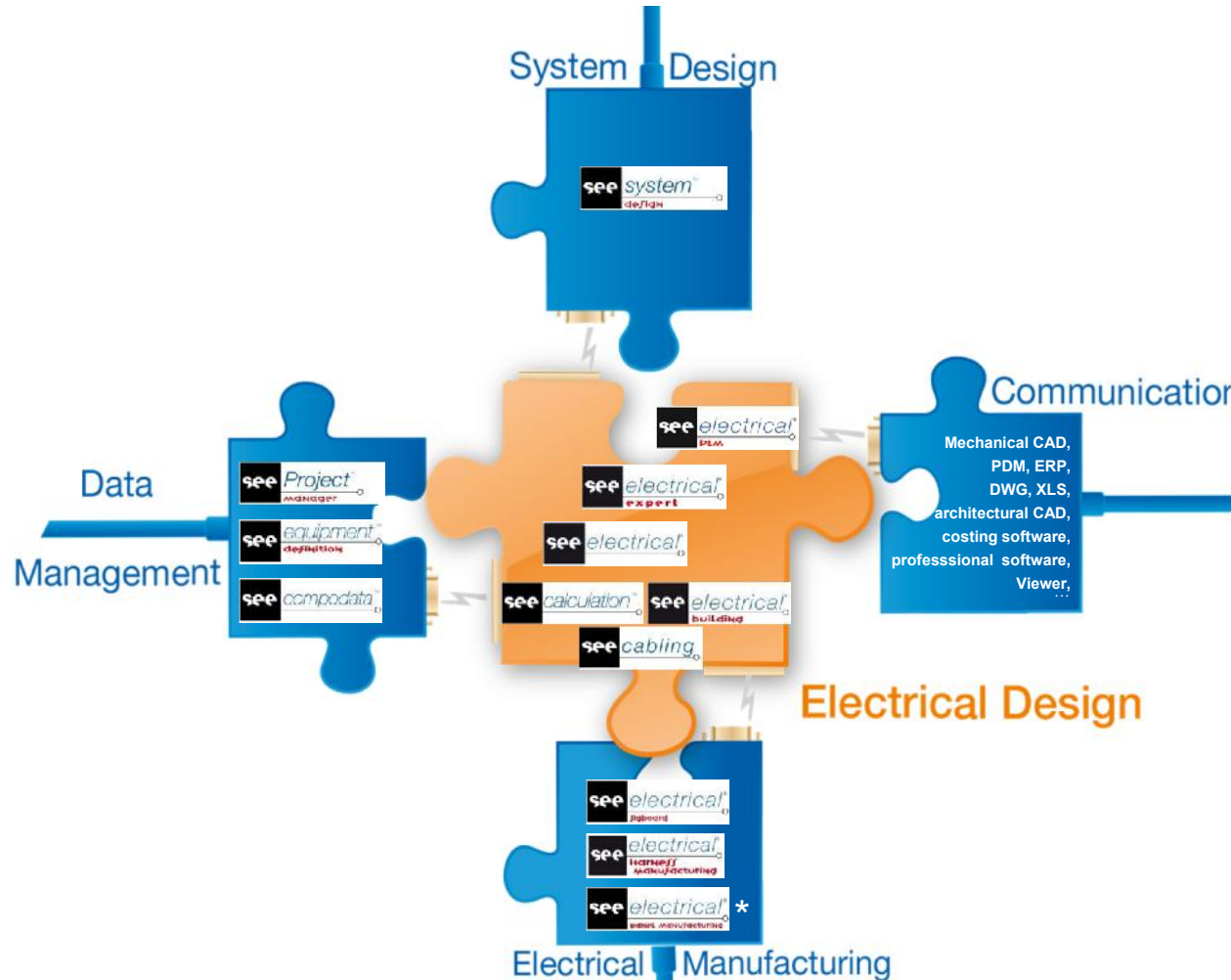
- Experience:** 27 years.
- Expertise:**
- Only one business since 27 years: software Editor dedicated to Electrical.
  - 259 people (on 373) focused on development, services, customization, support and training.
- Company size:** 373 people dedicated to Electrical CAD and PLM market.
- Customer base:** 35 000 customers, 70 000 licenses.
- International presence:**
- Direct sales network: 26 sites in 17 countries.
  - Indirect sales network: 34 business partners in 30 countries.
- Innovation:** R&D investments representing about 25% of the turnover.
- Transparency & corporate social responsibility:**
- Governance (audit committee, compensation committee, independent administrators), sustainable development.
  - Operations (listed since march 1997).
- Financial strength:** 1 year turnover in cash and high profitability level.

# Focus on 5 significant topics



# IGE+XAO software portfolio

14 products, 5 domains & 8 strategic industries



Aerospace



Automotive



Railway



Shipbuilding



Equipment & Machinery



Automation & Plant

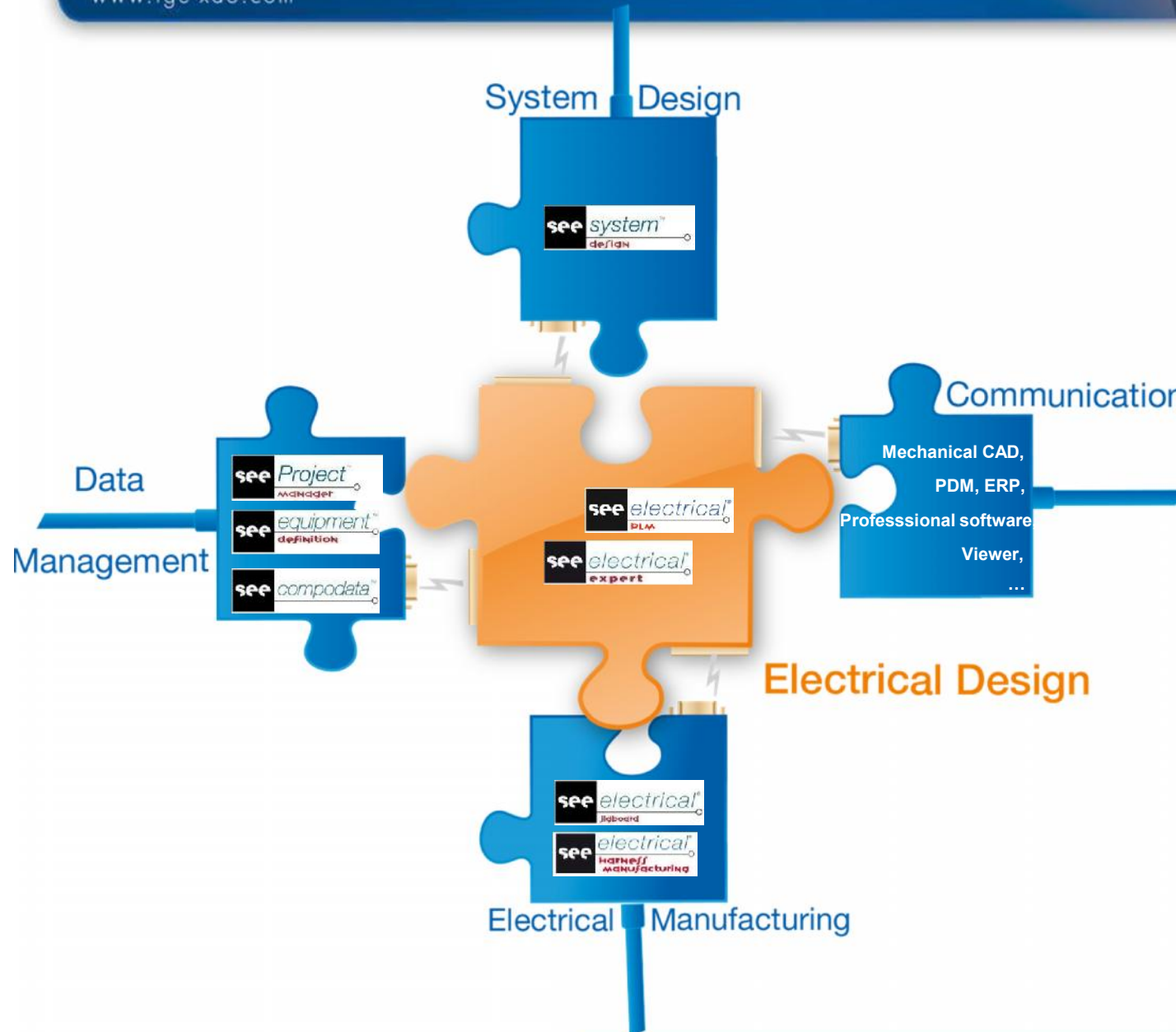


Power generation & Energy



Construction

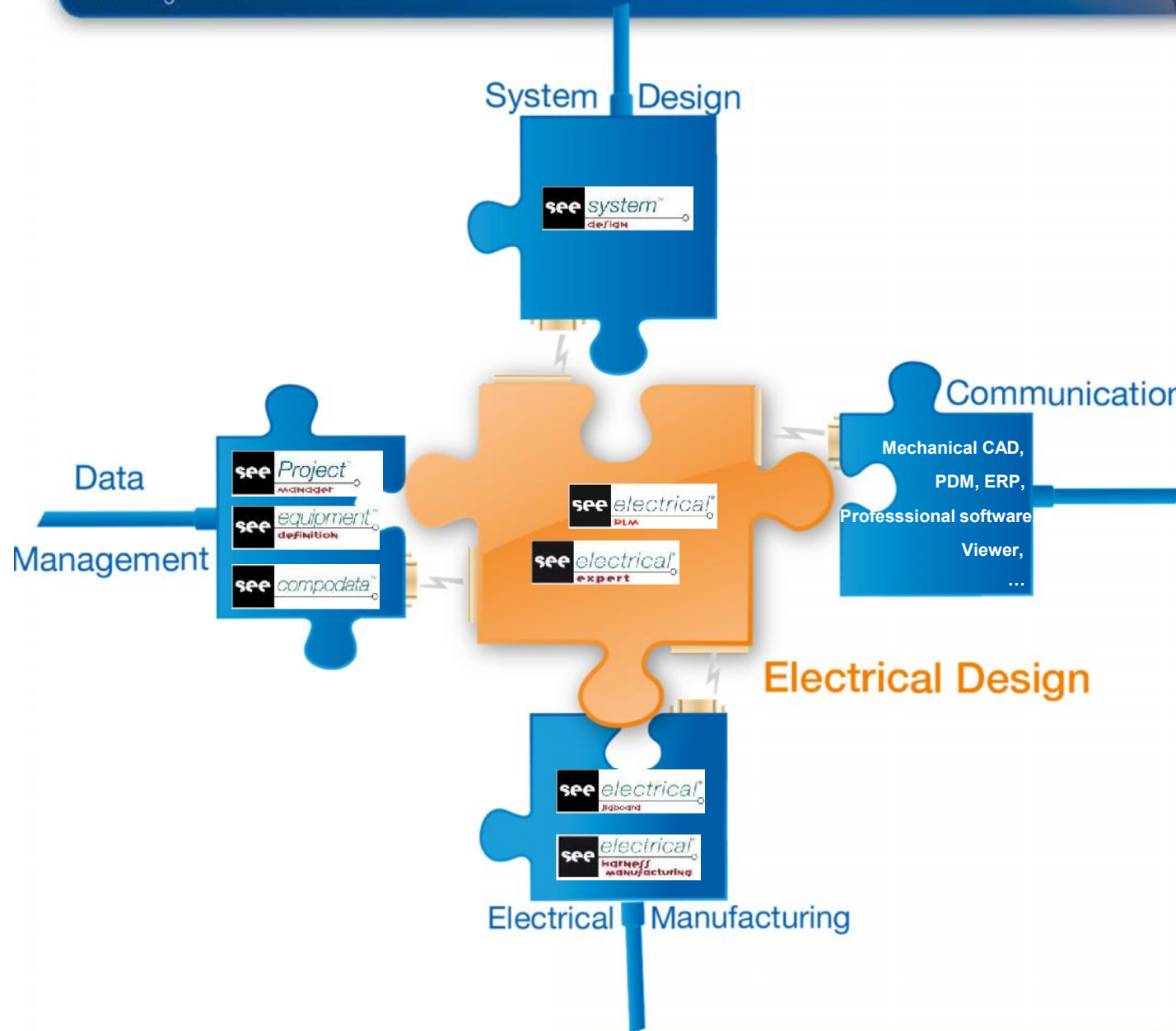
\* In progress



**Includes:** civil and military aircraft - space equipments...

**Industry driver:** "all electrical" aircraft / more & more equipment / increased cabling complexity / advanced materials / eco efficiency / heterogeneous tools

**IGE+XAO competitive advantage:** a powerful PLM suite / a complete offer from design to manufacturing / strong information system integration / expertise gained from customer collaboration / scalable (from stand alone to PLM) / 2D-3D approach / prestigious customers / automatic schematic generation

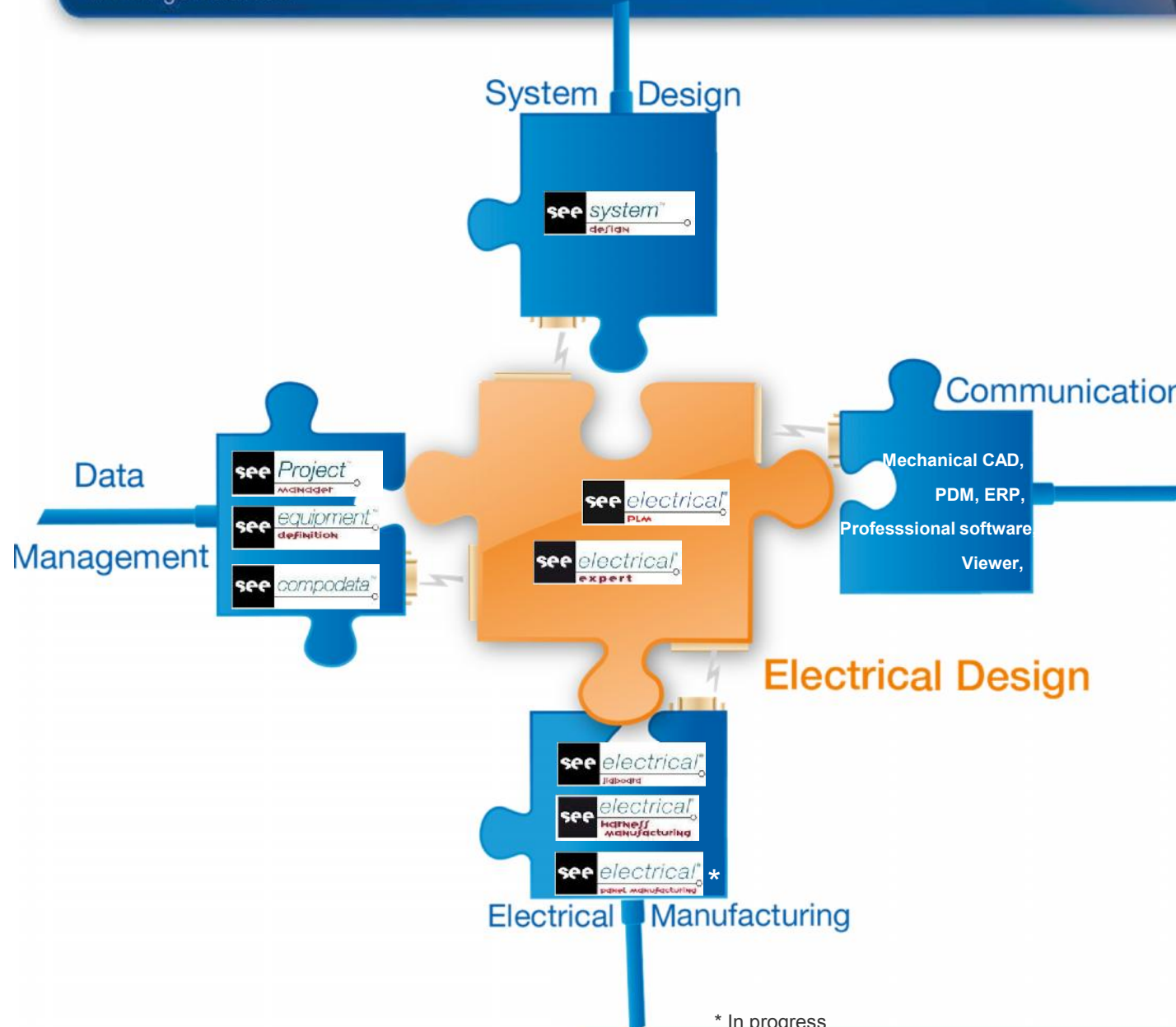


**Includes:** commercial vehicles - industrial vehicles - trucks - buses...

**Industry driver:** CO<sup>2</sup> reduction - green energy / shorter development time / option management / increasingly complex electronic content

**IGE+XAO competitive advantage:** a powerful PLM suite / automotive specific functions / strong information system integration / configuration (options & variants) management / traceability / re-usability / from functional design to wire harness manufacturing & after sales documentation / automatic schematic generation

# Our solutions for Railway

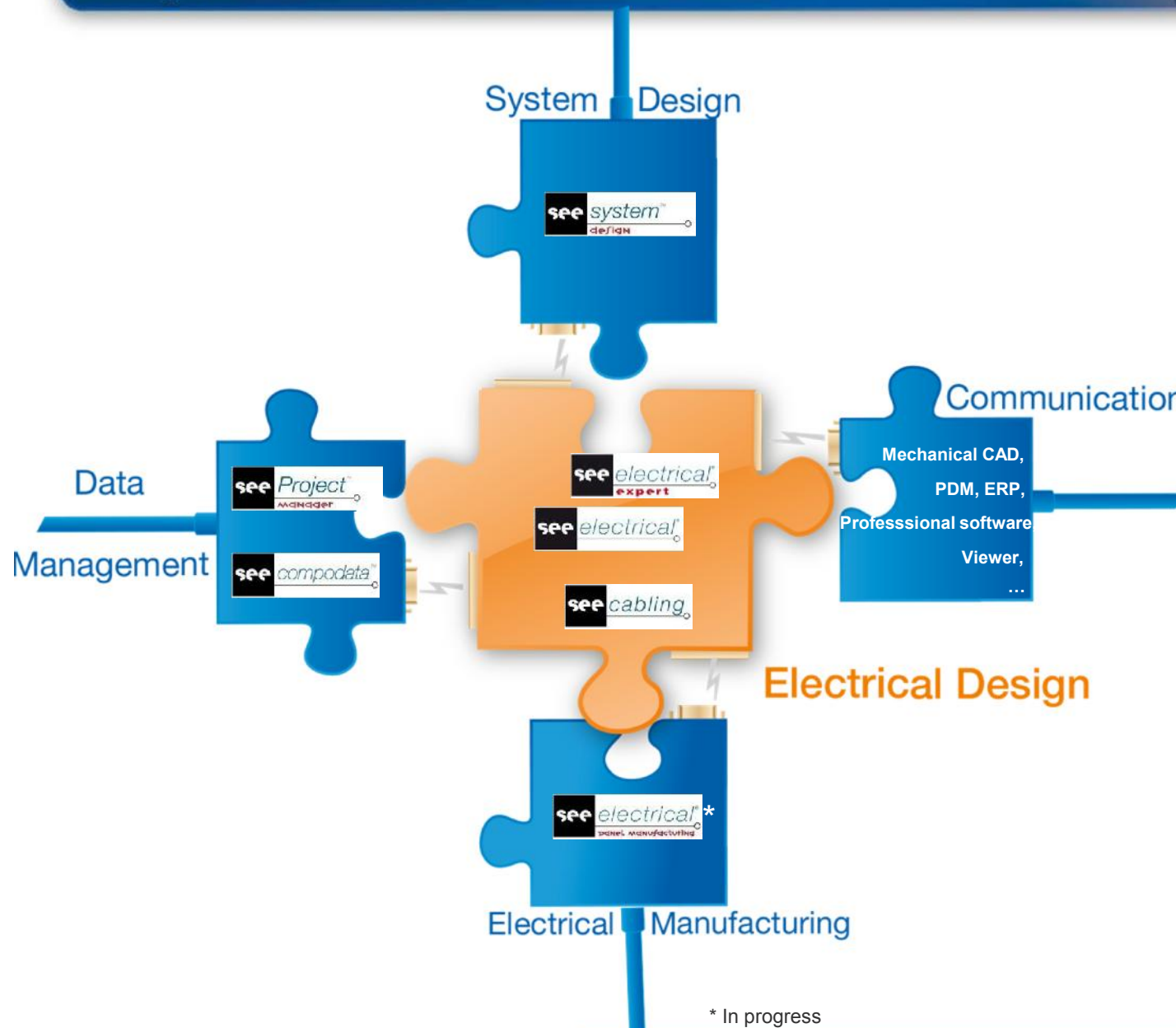


**Includes:** railway equipment  
...

**Industry driver:** "intelligent train" / equipment reliability / safety / eco efficiency / more & more comfort and services

**IGE+XAO competitive advantage:** a powerful PLM suite / railway specific functions / strong information system integration / traceability / re-usability

\* In progress

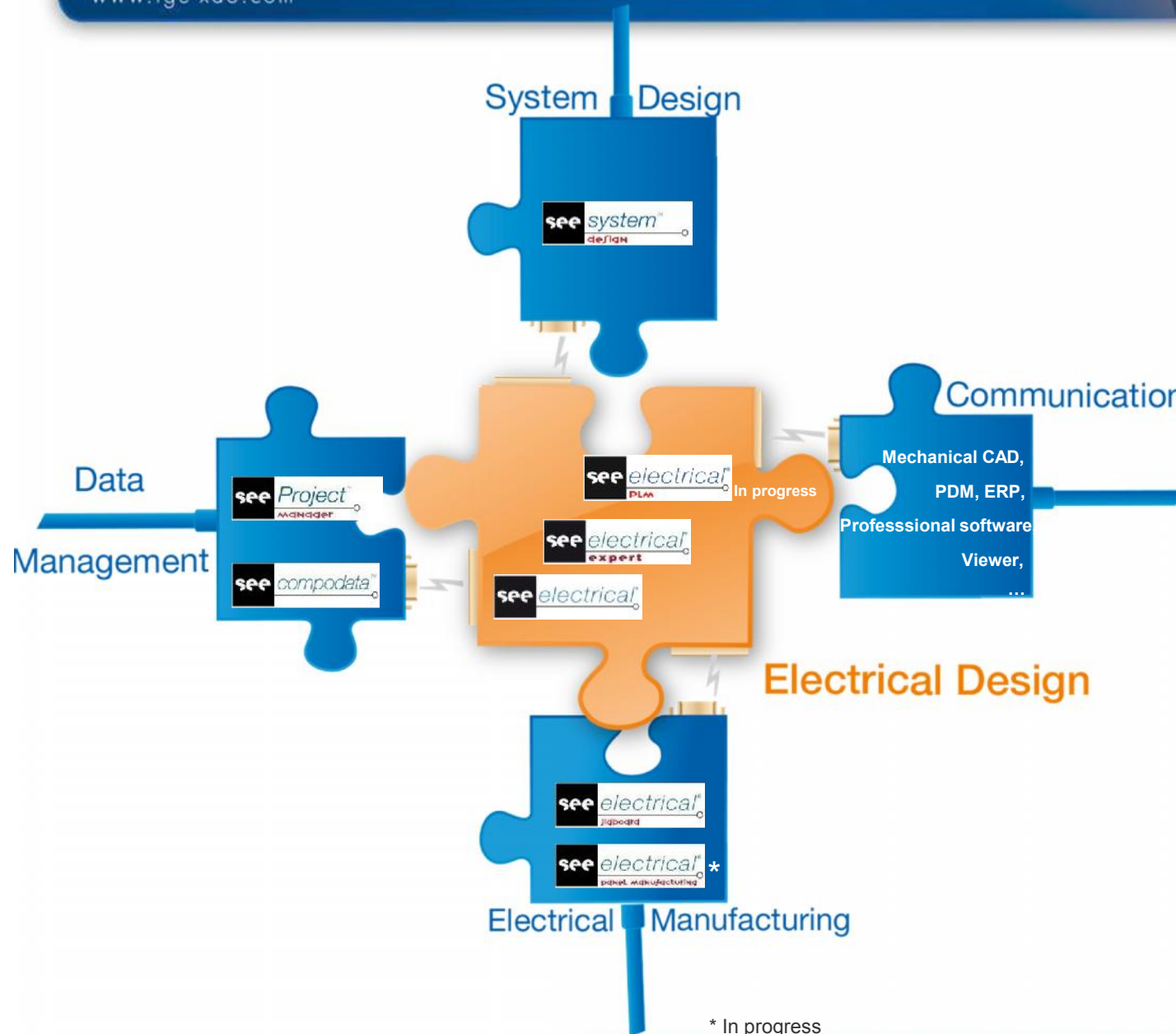


**Includes:** civil and military ship construction - boat construction...

**Industry driver:** "smart" ship / increasing number of equipment / Operational condition guarantee / ship lifelong evolutions / cost optimization

**IGE+XAO competitive advantage:** a complete Visio-based offer that goes from functional design to schematics & cabling generation / communication capabilities (PLM & CAD integration) / collaborative design / multi function (hydraulics, ...) / configuration management (options & variants, versioning/maturity)

\* In progress



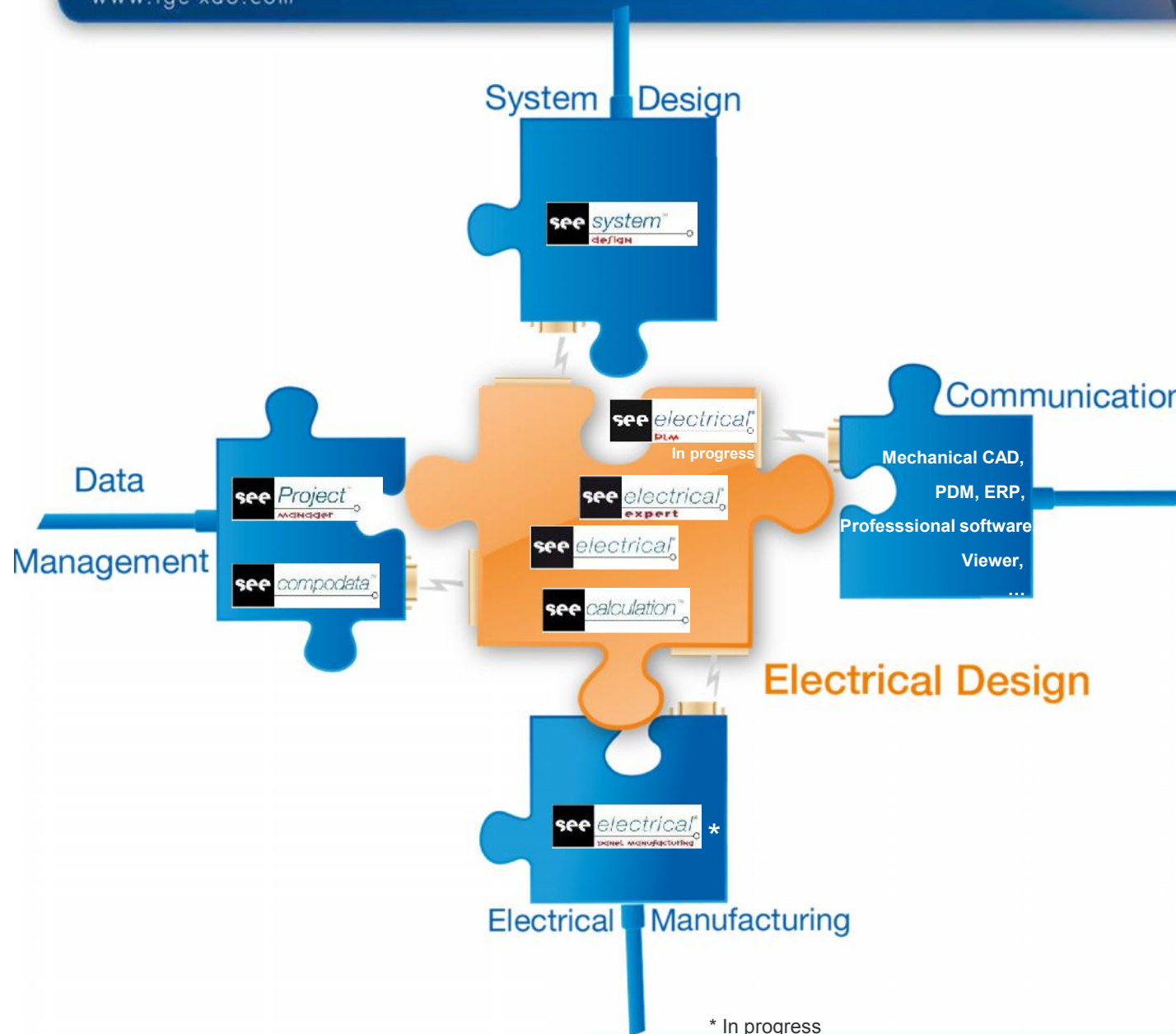
**Includes:** various equipment manufacturing (industrial equipment, household appliances, high tech...) as well as machinery for various industries

**Industry driver:** more and more complex equipment / customization / reliability / more & more wire harnesses

**IGE+XAO competitive advantage:** a solution for every company size / one of the most complete offers on the market / communication capabilities / customizable and scalable solutions / expertise from large customer base / strong partnership with key electrical equipment players / wire harnesses expertise / automatic schematic generation

\* In progress



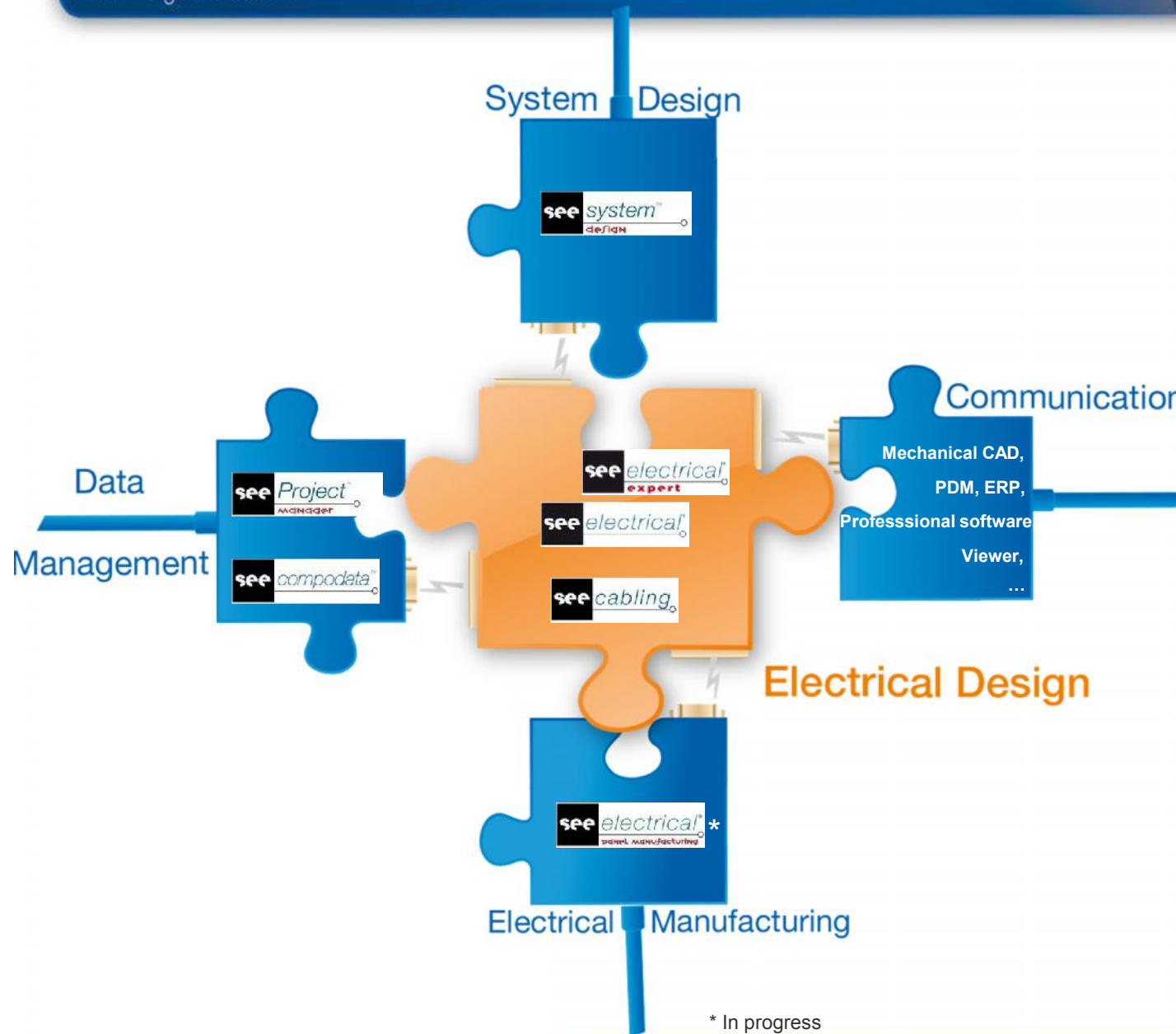


**Includes:** industrial premises & plant service providers (maintenance...)

**Industry driver:** tight capital / lifetime cost optimization / reliability / predictive maintenance / flexibility / higher production frequencies / production line retrofit

**IGE+XAO competitive advantage:** a solution for every company size / one of the most complete offers on the market/ communication capabilities / customizable and scalable solutions / complete environment (CEI, IEC, symbols,...) / "easy to use" packages / IGE+XAO's historical market / large customer base / quality verification functions

\* In progress

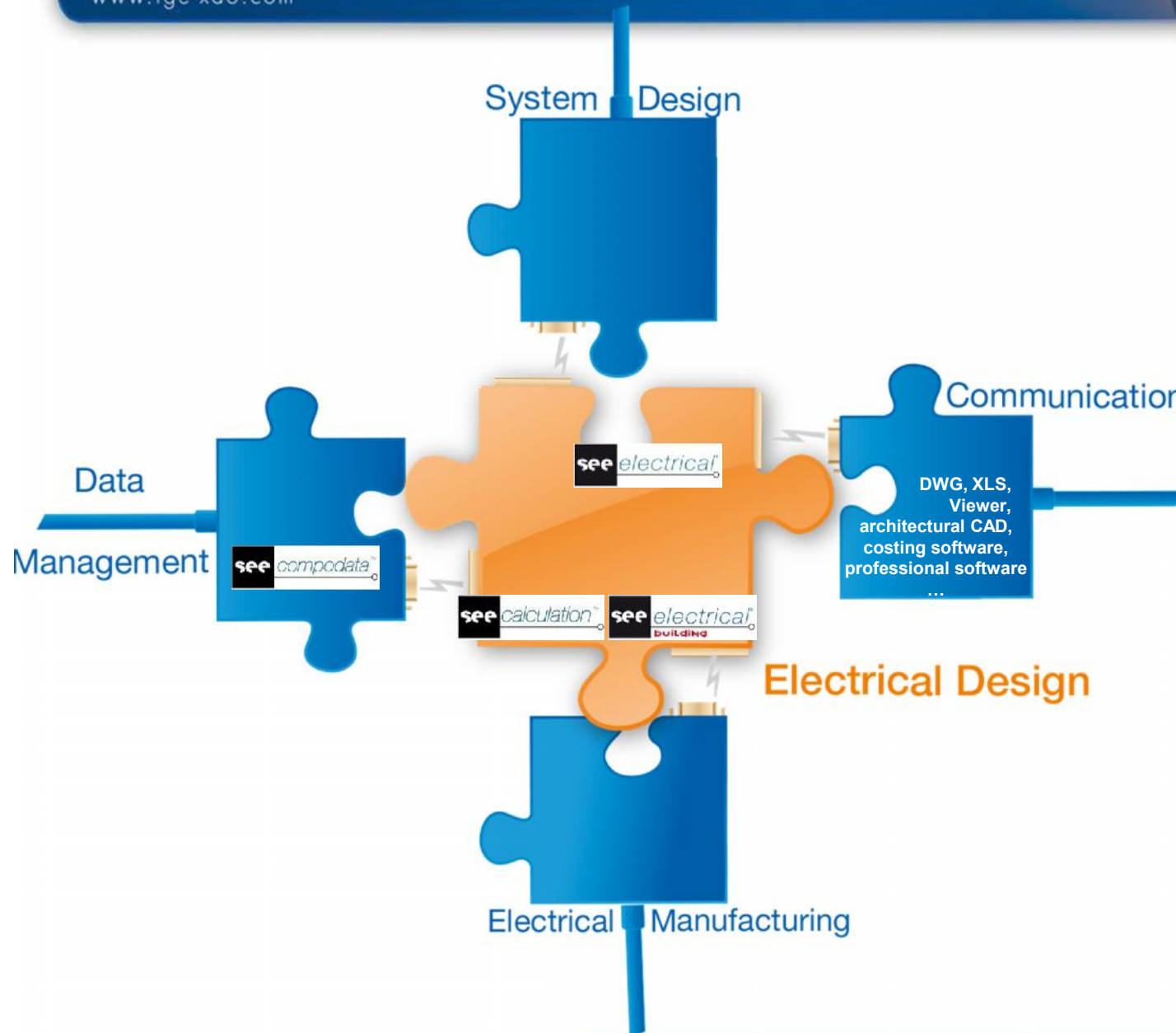


**Includes:** hydraulic, nuclear, solar, thermal, wind, energy equipment

**Industry driver:** safety / alternative & sustainable energies / smart supply and demand / smart grid / 24-7 operations / environmental regulations

**IGE+XAO competitive advantage:** a complete offer from a powerful Visio-based offer to "on-the-shelf" easy-to-use packages / communication capabilities / very large project management / collaborative solution / customizable and scalable solutions

\* In progress

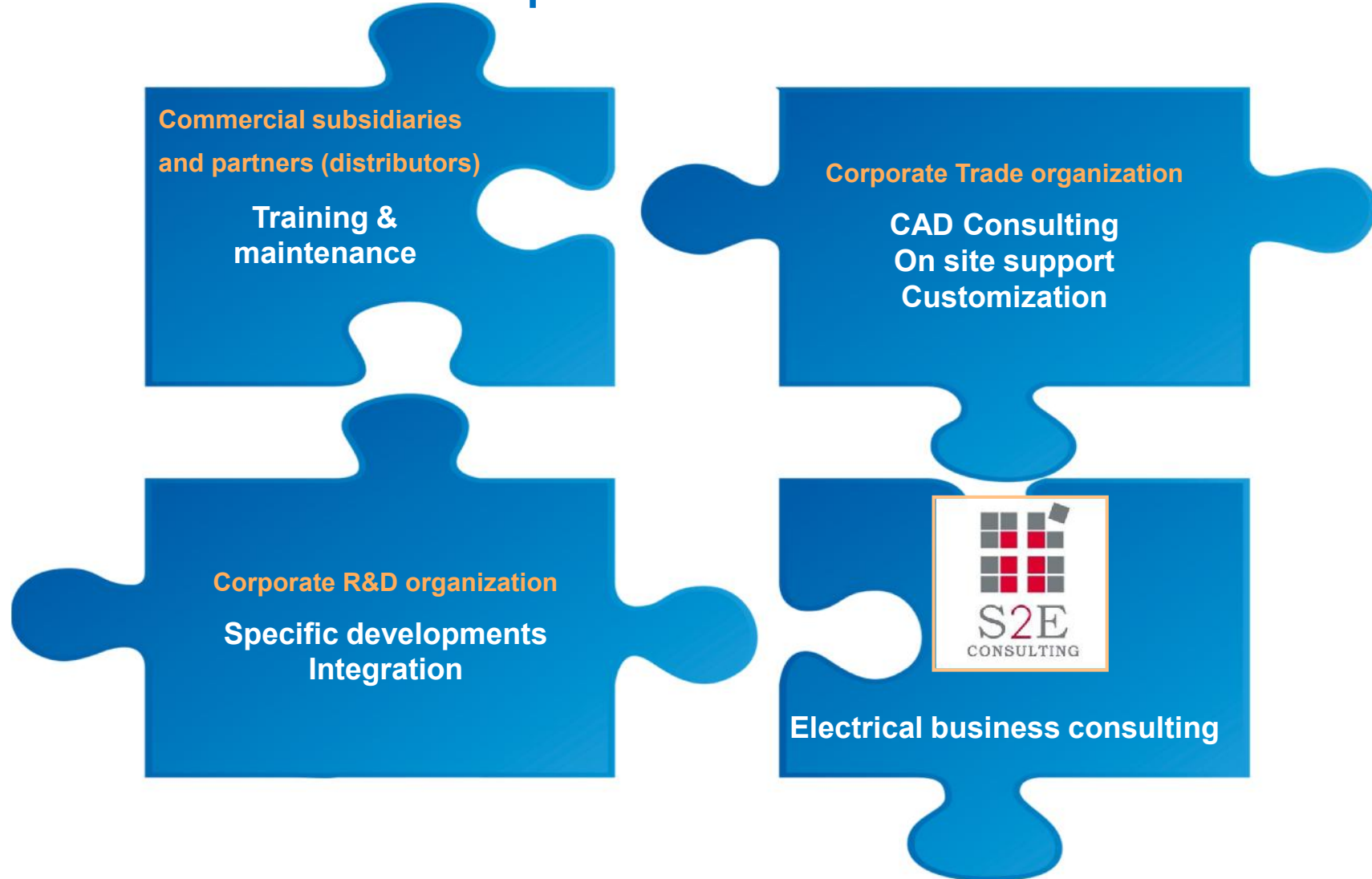


**Includes:** building construction (residential - non-residential) - heavy and civil engineering...

**Industry driver:** smart buildings / increasing number of equipment (datacom) / importance of standards / regulations

**IGE+XAO competitive advantage:** automatic schematic generation / an 'all in one' & 'easy to use' product / integrated calculation package/ communication capabilities

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



# Focus on 5 significant topics



## A corporate strategy based on 4 points:

- Covering all the Electrical PLM&CAD market
- A strong international presence
- A significant dynamic of innovation
- Constant improvement of the Group's business model

# Covering all the Electrical PLM&CAD market:

14 products, 8 strategic industries, 5 domains and 3 levels of offers



Aerospace



Railway



Equipment & Machinery



Power generation & Energy



Automotive



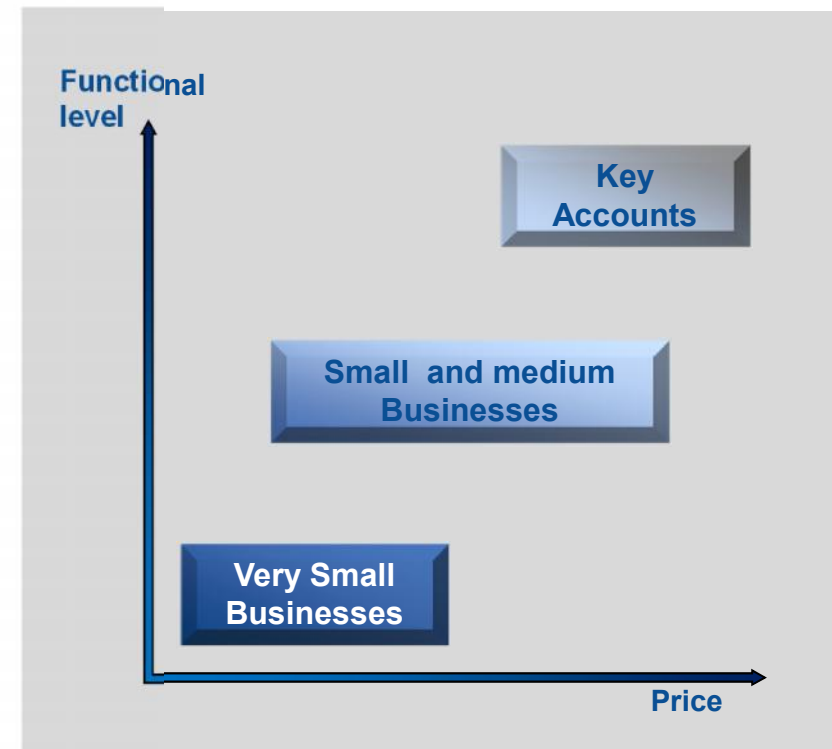
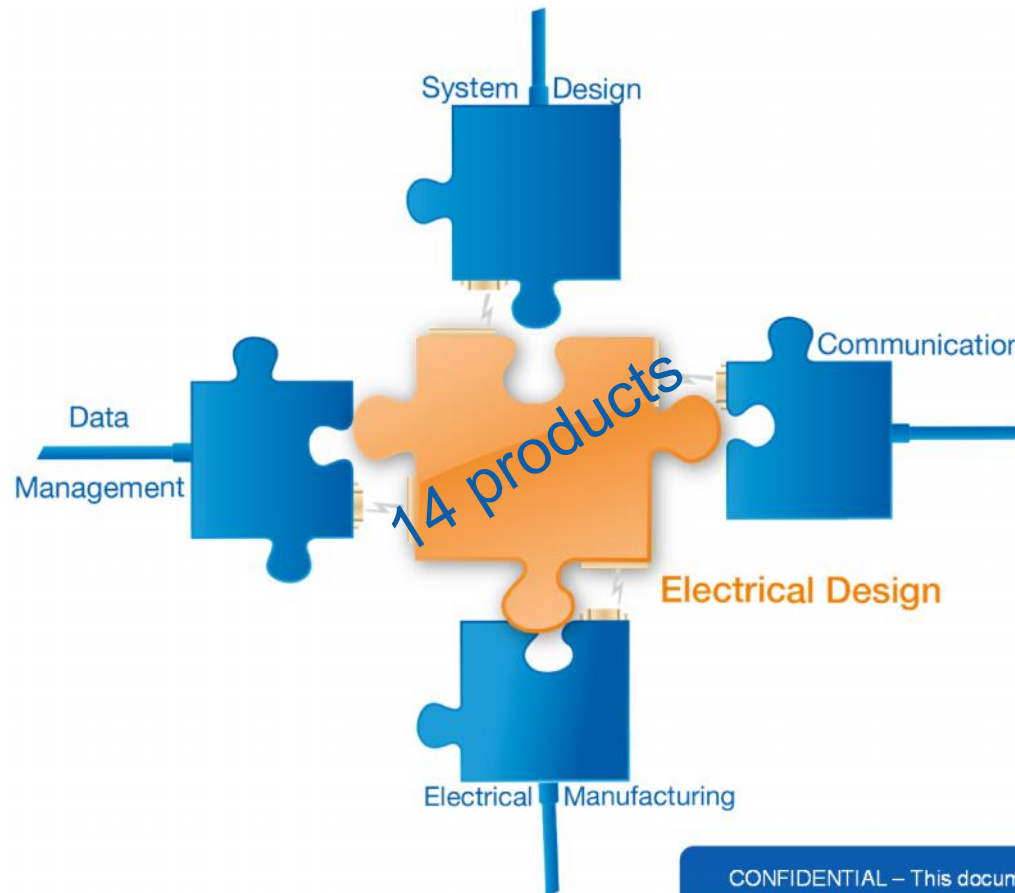
Shipbuilding



Automation & Plant



Construction



# A strong international presence

Head office in Colomiers

6 sites dedicated to international support in 6 countries (S)

22 sites dedicated to sales & customer support in 15 countries

34 business partners in 30 countries

7 countries involved in R&D



Forecasted commercial subsidiaries:

- Mexico (ongoing),
- Brazil,
- Russia,
- North Europe.

|                               |                                 |   |   |                             |                                   |
|-------------------------------|---------------------------------|---|---|-----------------------------|-----------------------------------|
| Croatia<br>ib-CADdy d.o.o.    | Macedonia<br>ib-CADdy d.o.o.    | Austria<br>MAY Computer                               | Tunisia<br>H2M Technologies                 | Colombia<br>ENERSA Ltda     | Australia<br>Desktop EDA          |
| Bosnia-H<br>ib-CADdy d.o.o.   | Romania<br>PRO Electric         | Cyprus<br>ARC Engineering Ltd.                        | Portugal<br>SA - Soluções em Automação S.A. | Brasil<br>EGV Software Ltda | New Zealand<br>Desktop EDA        |
| Serbia<br>ib-CADdy d.o.o.     | Hungary<br>PRO Electric         | Greece<br>ARC Engineering Ltd.                        | Iceland<br>Naust Marine hf                  | Paraguay<br>Gliston S.A.    | India<br>Universal Solutions      |
| Montenegro<br>ib-CADdy d.o.o. | Czech Rep.<br>Softmarket s.r.o. | Lebanon<br>Progress Engineering & Trading Enterprises | Russia<br>Bee Pitron                        | Argentina<br>Gliston S.A.   | Singapore<br>GIMSolutions Pte Ltd |
| Slovenia<br>ib-CADdy d.o.o.   | Slovakia<br>Softmarket s.r.o.   | Syria<br>ZAHABI CO                                    | Mexico<br>Mediatec                          | Uruguay<br>Gliston S.A.     |                                   |

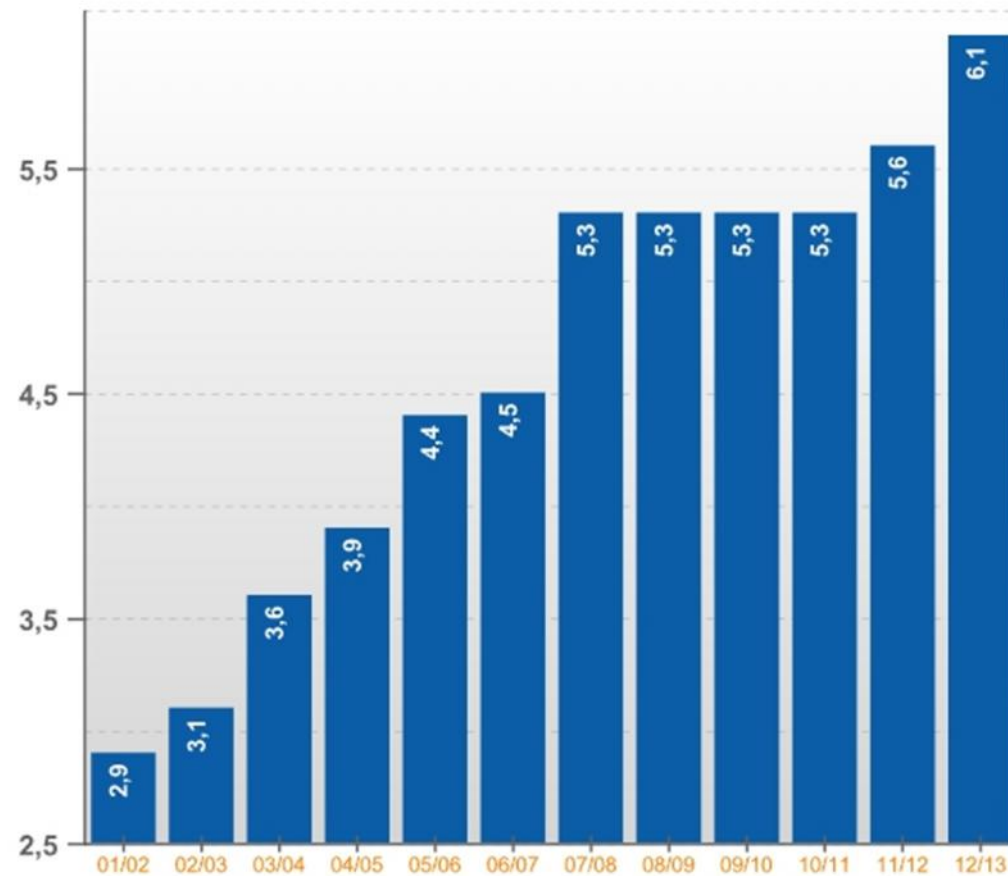
China  
16 distributors CASS Software Corporation, Shanghai Bluebird, Shanghai Jianguo Technology, Shenyang Rubin (TESAI), Chengdu Hengrui Info Technology, LuoYang Fei Xiang, ChongQing YaoZheng, ShenYang HanGuang, ShangDongQiRuSheng, BeijingXinGongCheng, Beijing WanWei Hutong, WuHan YaoZheng, ChangShaBoXin, ShangHaiWeiLing, Beijing Reel Winner Control Technology, HangZhou WeiShi.



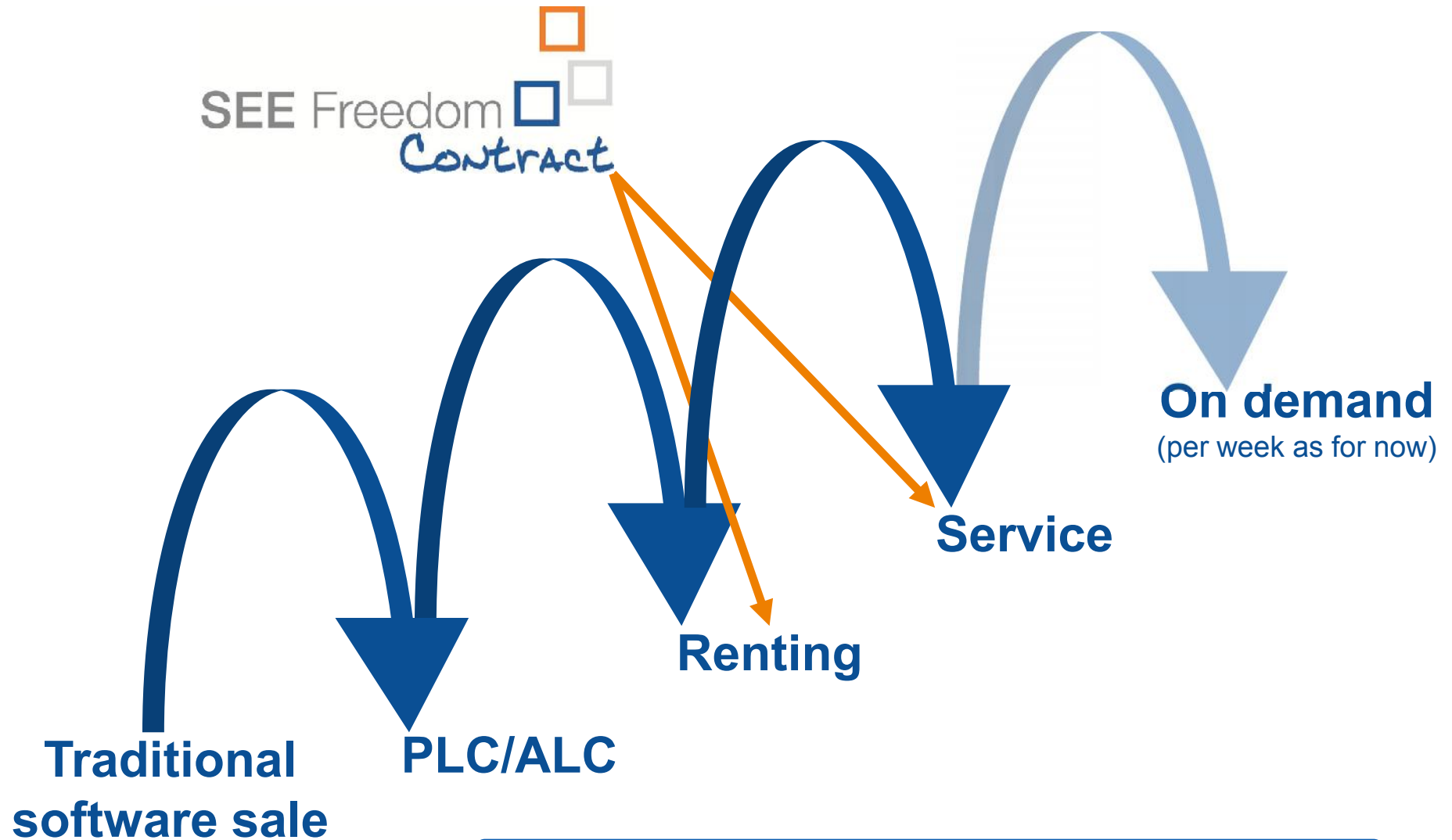
# A significant dynamic of innovation - R&D

R&D investments representing 25% of the turnover.

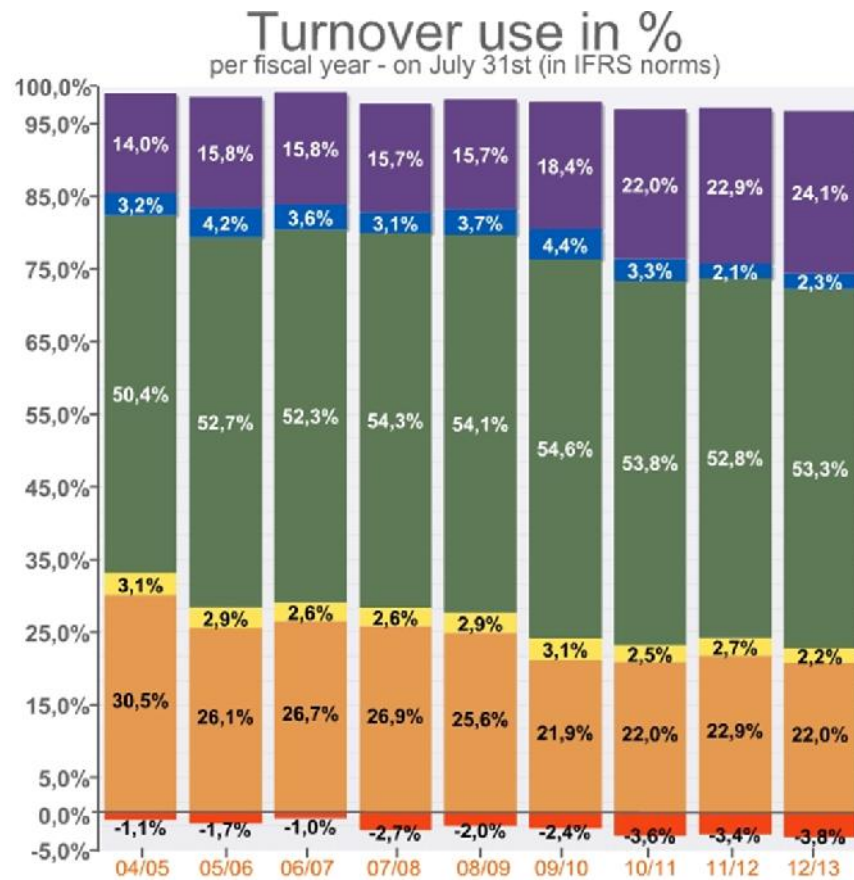
R&D costs (in M €)  
per fiscal year - as of July, 31st



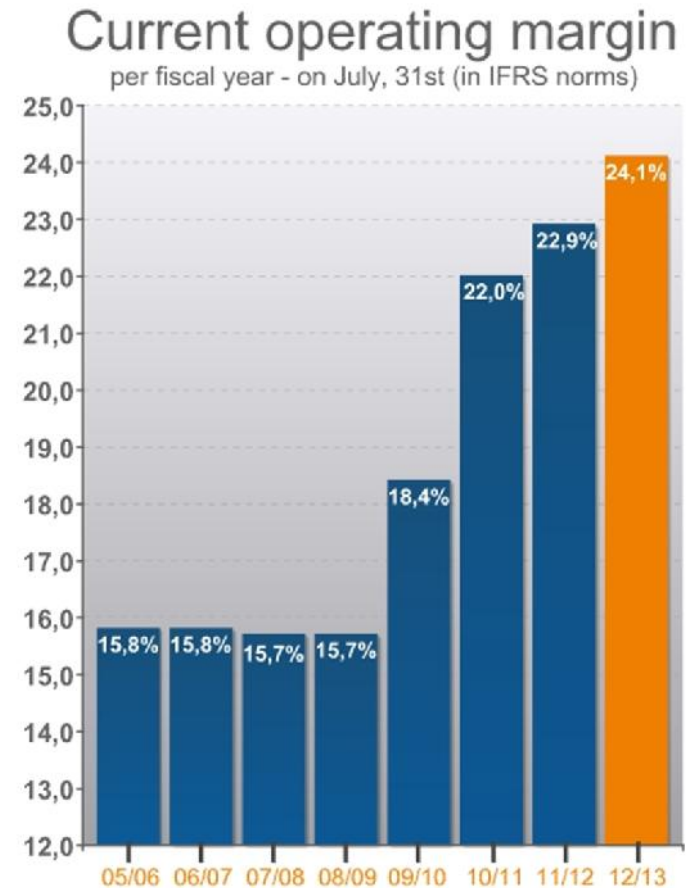
# A significant dynamic of innovation – ex. sales models



# Constant improvement of the Group's business model



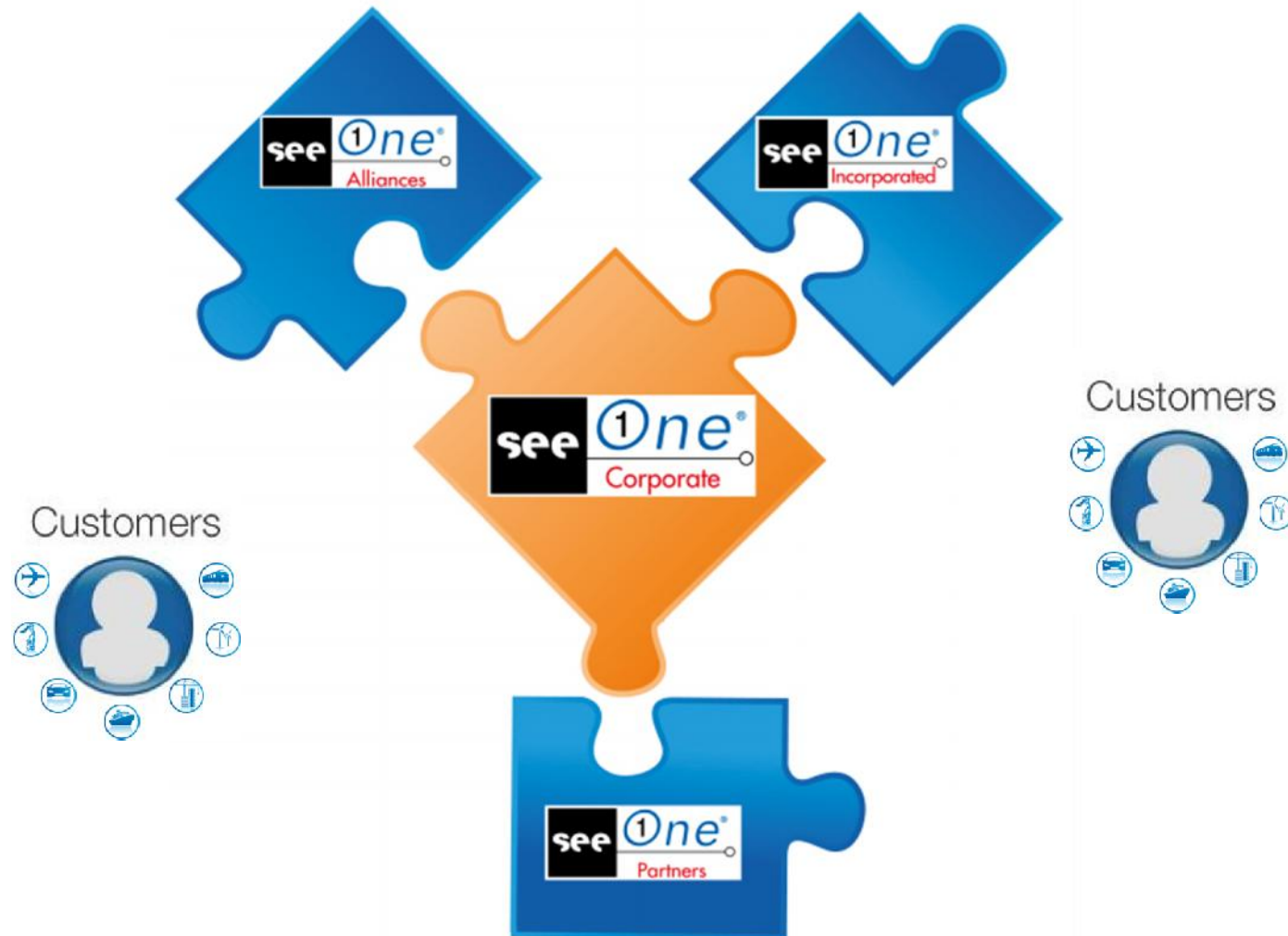
- Current Operating income
- Amortizations and dotations
- Payroll & benefits
- Others of which taxes
- Purchases and external services
- Other operating income



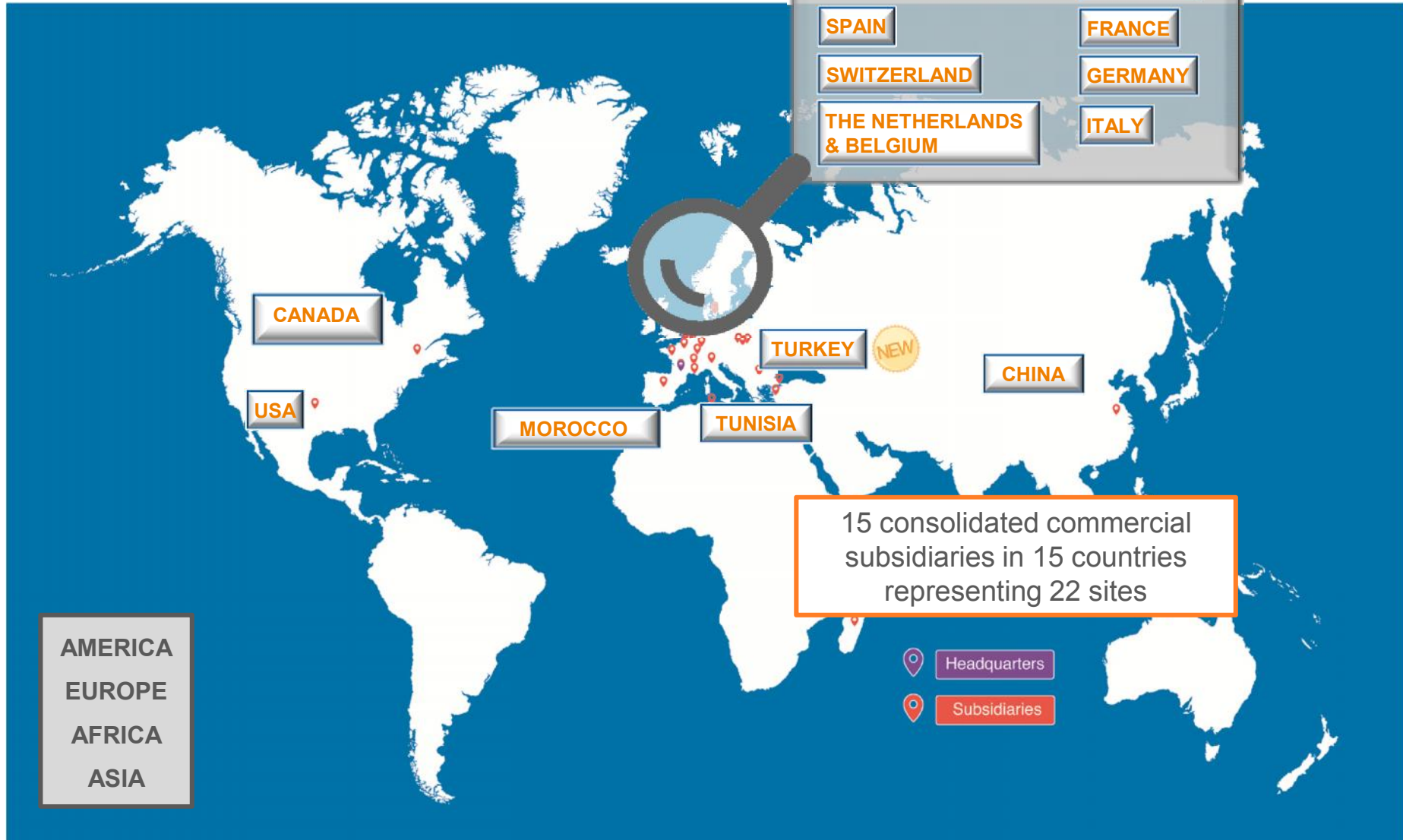
# Focus on 5 significant topics



# A global extended enterprise organization at the service of our customers



# SEE One Incorporated

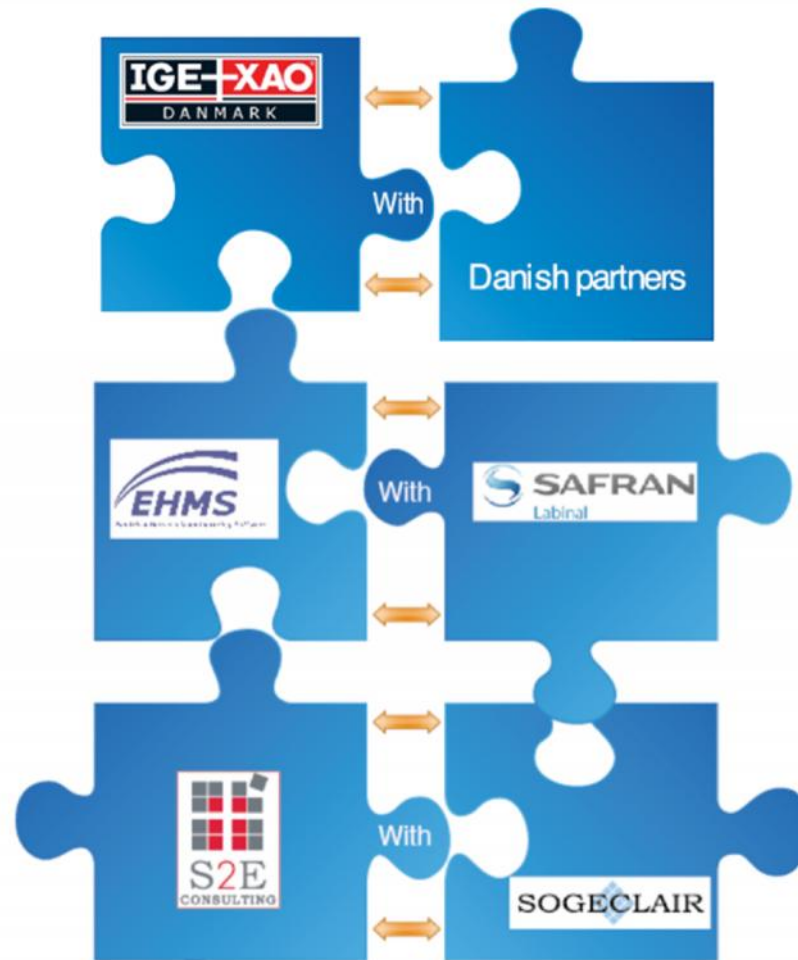


# SEE One Incorporated



# SEE One Alliances

## 3 joint ventures





# SEE One Partners

8 technology partners

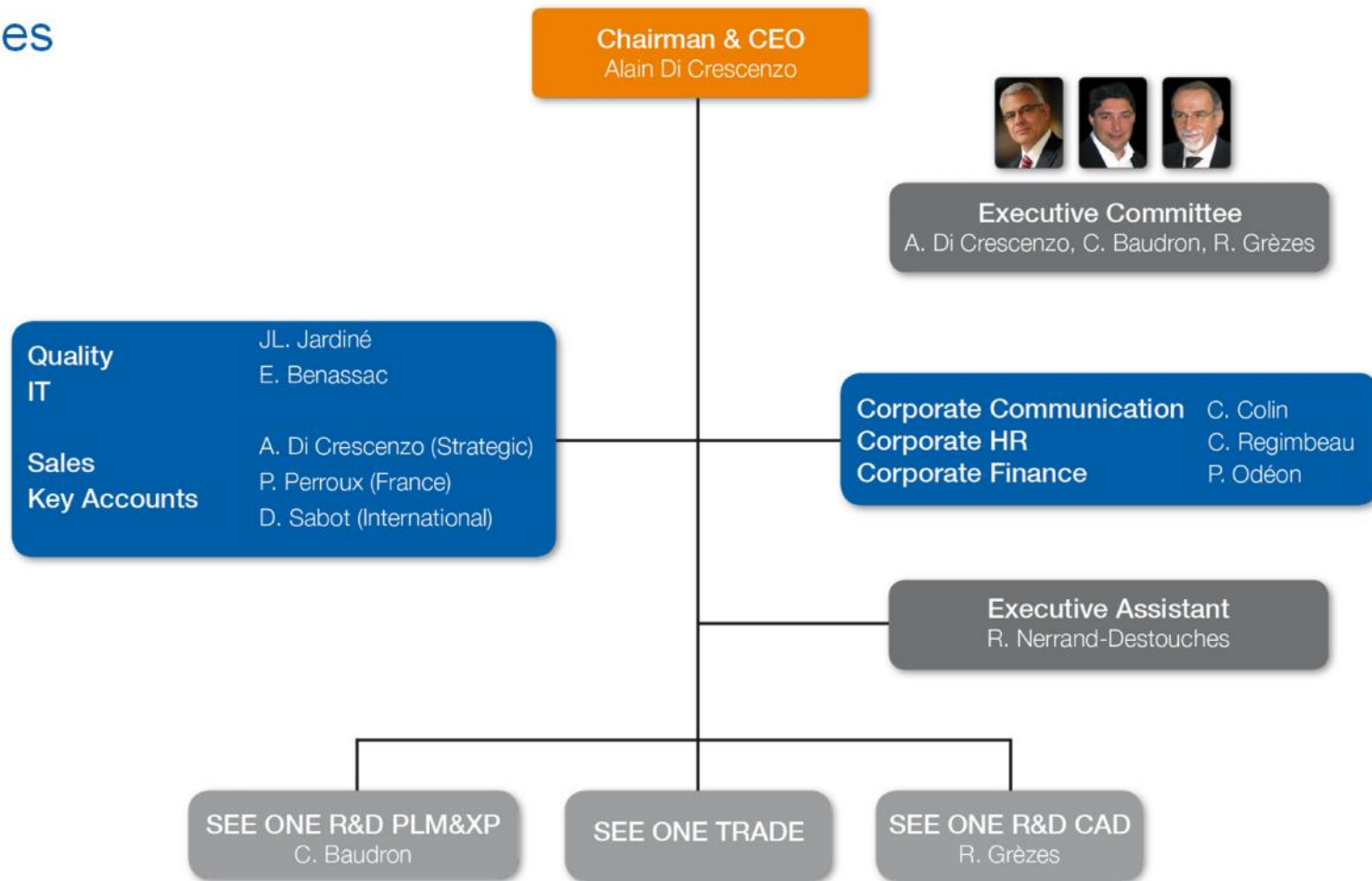
34 business partners in 30 countries

|                              |                                |   |   |                             |                                    |
|------------------------------|--------------------------------|---|---|-----------------------------|------------------------------------|
| Croatia<br>ib-CADdy d.o.o    | Macedonia<br>ib-CADdy d.o.o    | Austria<br>MAY Computer                               | Tunisia<br>H2M Technologies                 | Colombia<br>ENERSA Ltda     | Australia<br>Desktop EDA           |
| Bosnia-H<br>ib-CADdy d.o.o   | Romania<br>PRO Electric        | Cyprus<br>ARC Engineering Ltd.                        | Portugal<br>SA - Soluções em Automação S.A. | Brasil<br>EGV Software Ltda | New Zealand<br>Desktop EDA         |
| Serbia<br>ib-CADdy d.o.o     | Hungary<br>PRO Electric        | Greece<br>ARC Engineering Ltd.                        | Iceland<br>Naust Marine hf                  | Paraguay<br>Gliston S.A.    | India<br>Universal Solutions       |
| Montenegro<br>ib-CADdy d.o.o | Czech Rep.<br>Softmarket s.r.o | Lebanon<br>Progress Engineering & Trading Enterprises | Russia<br>Bee Pitron                        | Argentina<br>Gliston S.A.   | Singapore<br>GIM Solutions Pte Ltd |
| Slovenia<br>ib-CADdy d.o.o   | Slovakia<br>Softmarket s.r.o   | Syria<br>ZAHABI CO                                    | Mexico<br>Mediatec                          | Uruguay<br>Gliston S.A.     |                                    |
| China<br>16 distributors     |                                |   |   |                             |                                    |

China: CABS Software Corporation, Shanghai Bluebird, Shanghai Jiangta Technology, Shenyang Ruixin (TESA), Chengdu Hengrui Info Technology, Luoyang Fei Xiang, Chongqing Yaozheng, Shenyang HanGuang, Shanghai QIRuSheng, Beijing XinGongCheng, Beijing WanWei Huibang, Wuxian YaoZheng, ChangShaBoXin, Shanghai WeiTing, Beijing Real Winner Control Technology, HangZhou WeiShi.

# SEE One Group

- 3 branches



# A global extended enterprise organization at the service of our customers



# Focus on 5 significant topics



## Conclusion: IGE+XAO fundamentals '2.5.7' (1/3)

2 shared challenges, 5 shared values & 7 strong points

- 2 shared challenges
  - Customer and staff satisfaction,
  - Be the number one in term of number of licenses and revenues in the Electrical CAD & PLM market.
- 5 shared values



## Conclusion: IGE+XAO fundamentals '2.5.7' (2/3)

- 7 company's strong points (1/2)
  - A leadership position on the market
    - 70 000 users throughout the world with significant global key accounts.
    - 27 years of experience,
    - 373 employees 100% focused on the development and the sales of Electrical CAD & PLM software (no other activities e.g. mechanical, PCB,...),
    - An efficient international network composed of 26 direct implantations in 17 countries and 34 business partners in 30 countries,
    - 165 people dedicated to R&D, testing & quality (R&D about 25% of the annual revenue),
  - A complete and strong software & services portfolio
    - A complete range of software covering all the Electrical CAD & PLM market and organized in 5 domains, 8 strategic industries & 3 levels of offers,
    - A large scope of services.

## Conclusion: IGE+XAO fundamentals '2.5.7' (3/3)

- 7 company's strong points (2/2)
  - A diversified customer portfolio with a significant position on the market.
  - A strong financial situation with high level of profitability, no debt and one year revenues in cash.
  - Financial fundamentals
    - A strong financial structure, a high level of profitability & a dividend paid every year,
    - Share evolution: multiplied by 6.82 since the listening (share value 53.00 Euros on 25 October 2013).
  - A nice future thanks to a strong dynamics of innovation and international deployment.
  - And...

# ... an efficient team







# Thank you !