

# Investors meeting

## Fiscal year 2014/2015

Alain DI CRESCENZO

28 October 2015



Shaping the Future  
of the Electrical PLM,  
CAD and Simulation

## Agenda

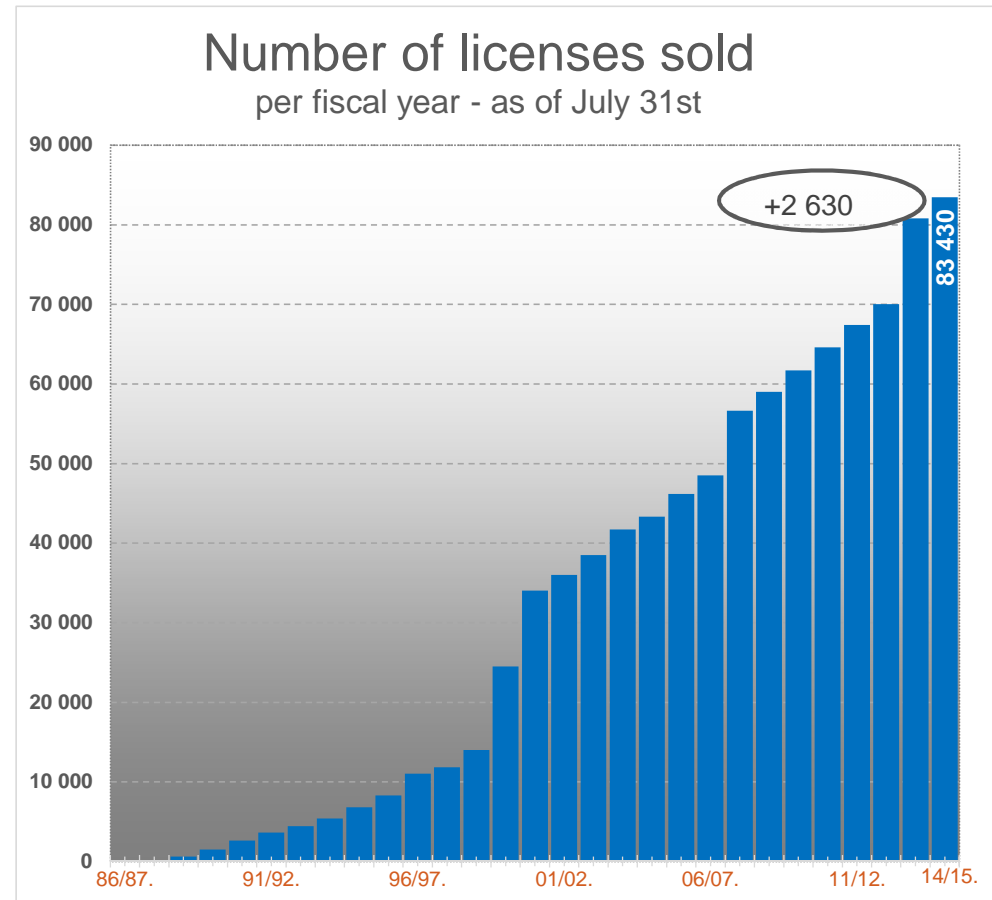
- I. IGE+XAO's highlights for 2014/2015
  
- II. IGE+XAO's 6 key points

## Agenda

- I. **IGE+XAO's highlights for 2014/2015**
  
- II. **IGE+XAO's 6 key points**

# Number of licenses sold

Licenses sold as of 31/07/2015: **83 430**



# New key accounts won in 2014/2015 (1/3)

**Spain** **INDUSTRIAS ELECTROMECANICAS G.H., S.A.** – Is a industrial business group which the main activity is manufacturing hoists, gantry crane and components for the cranes, although in its manufacturing range can be found gantry cranes, jib cranes, transfer carts, cantilever cranes and other types of lifting elements.  
**IMF, S.A.** – The company focusses its activity on the design, sales and maintenance of the majority of the railway construction and maintenance machinery as also the sale of repaired second hand machinery. They also develop and distribute measurement technology.  
**DGH ROBOTICA, AUTOMATIZACIÓN Y MANTENIMIENTO INDUSTRIAL, S.A.** – In a first time, they were specialist in automotive sector, later expanding their activity in sectors such as food, aerospace, construction and new technologies, among others. Today they have a staff of over 250 professionals with skills and competitive experience in industrial engineering, industrial maintenance and process consulting..

**Turkey** **SIEMENS SANAYI VE TICARET A.S.** – Türkiye branch of Siemens.  
**THY TEKNİK A.Ş** – R&D department of THY Airlines. **ULUSOY ELEKTRİK İMALAT TAAHHÜT TİCARET A.Ş.** – One of the biggest MV panels manufacturer of Türkiye.  
**HERİS SERAMİK VE TURİZM SAN. AS.** – Biggest porcelain goods manufacturer of Türkiye.  
**ÜNTES İSİTMA VE KLİMA A.S** – One of the biggest manufacturer of industrial climatization systems in Türkiye.  
**MEDEL ELEKTRİK ELEKTRONİK SANAYİ LIMITED ŞİRKETİ** – One of biggest railway electronics manufacturer of Türkiye.  
**ELİMSAN ŞALT CİHAZLARI VE ELEKTROMEKANİK SAN. VE TIC. A.Ş.** – One of the biggest automation systems manufacturer of Türkiye.  
**OYAK-RENAULT OTOMOBİL FABRİKALARI A.Ş** – Joint venture of Renault in Türkiye. One of the biggest car manufacturers in Türkiye.  
**TÜRK DEMİR DÖKÜM FABRİKALARI A.Ş.** – One of the leading manufacturer brand on heating, water heating, and air conditioning sectors.  
**KORTEKS MENSUCAT SANAYİ VE TİCARET ANONİM ŞİRKETİ** – The biggest European fully-integrated polyester continuous filament yarn manufacturer.

**Greece** **KAFKAS SA** – Leading company in Electrical Equipment (35 stores all over Hellas), and Panel Builder.  
**SIAFARAS SA** – Leading Panel Builder in Hellas.  
**THEODOROU AUTOMATION** – One of the biggest companies in Automation Systems.  
**CHARALAMBIDIS CABLES** – One of the 3 cable industries in Hellas.  
**Cyprus Confederation of Electrical Installers** – Established contact to enter Cyprus Construction Market.  
**Tinos EICC** – Tinos Elec. Installers Company.

**France** **ABB** – Producer of electrical equipment realisation of a specific module for the terminal block management DS.  
**CRISTAL UNION** - Cristal Union Group is a cooperative representing about 40% of beet production in France and operates four main businesses : Sugar used for industry and the food sector (Daddy and Erstein)  
**BCA (BUSINESS AND COMMUTER AIRCRAFT)** - BCA offers a range of services tailored to the sector of Business Aviation such as Line Maintenance and Base, Support Equipment, Development and Installation, Changes (avionics, structural, cabin), Special Mission Aircraft and Technical Expertise of aircraft.  
**CHANTIER NAVAL COUACH** - specialist yacht builder  
**SAGEMCOM** - Sagemcom is a leading European group on the high added-value communicating terminals market (set top boxes, internet boxes, electricity meters, etc.)  
**SACEM** - SACEM SERVICES ARE INTENDED FOR Authors, composers, publishers... SACEM represents and defends 153.000 members in France and worldwide and plays a crucial economic role to preserve musical creation. SACEM's repertoire is the largest in the world.  
**TITAN AVIATION** - Since its beginning more than 60 years ago, Titan Aviation has delivered  
**BLEDNA** - Blédina is the French leader in infant nutrition, with about 50% market share. It is a company of the Danone group.  
**TISSEO** - Toulouse metropolitan transport system can ease your movements around the city and surrounding area

**Italy** **Siemens Postal, Parcel & Airport Logistic SRL** – solutions for the port, airport and postal logistics.  
**Mecaer Aviation Group** – integrated solutions for systems and equipment  
**BMB SPA** – Injection moulding machines.  
**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)  
**SELT** – Electromechanical Engineering and Aerospace Test Equipment

## New key accounts won in 2014/2015 (2/3)

**Denmark** **Aarhus Vand A/S** – Public water supply and water cleaning company for Denmark 2. largest city. They focus on technologic and sustainable solutions of the water supply for the future.  
**Wärtsilä Svanehøj A/S** – Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets.  
**San Elektro Heat A/S** – international company with more than 60 years of experience within technical electrical heating solutions.  
**Scansteel Production A/S** – Designing, selling, installing, commissioning, servicing of machinery, equipment, and complete processing lines and solutions..  
**Oscar A/S** – Making of bouillons for the professional market, supermarkets worldwide.  
**Kopenhagen Fur** – Kopenhagen Fur is the world's largest fur auction house.

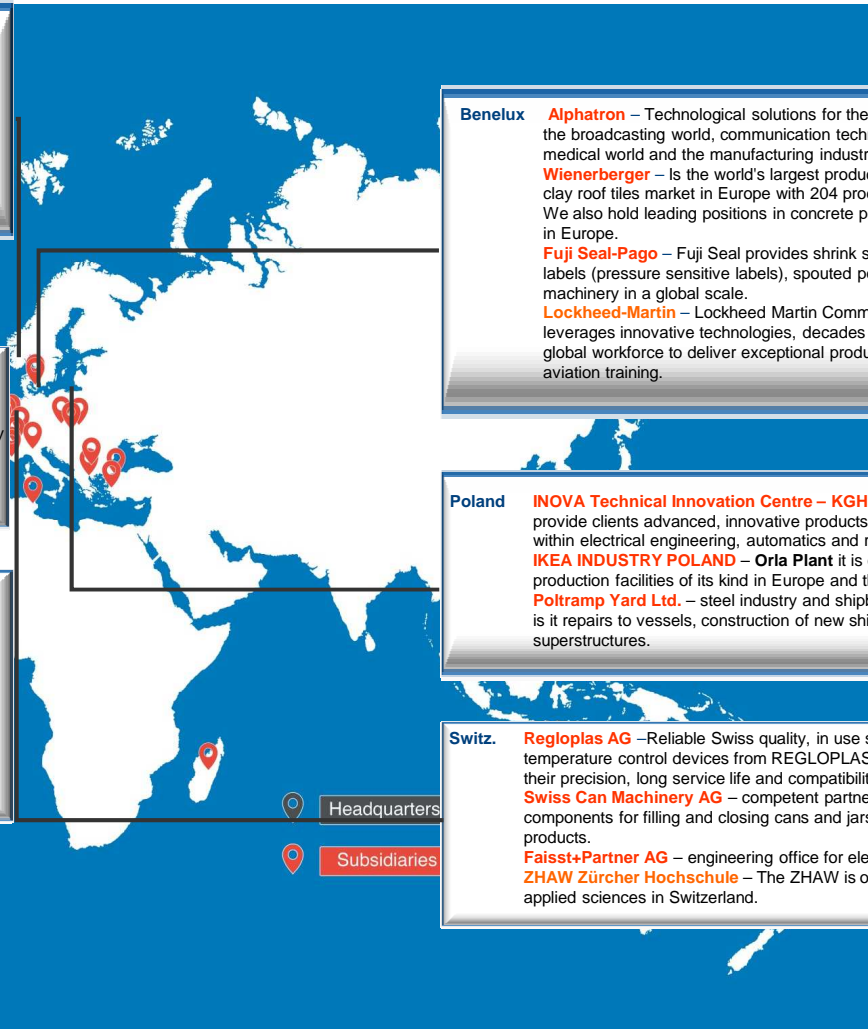
**UK** **Chivas Brother** – Whisky distillery and part of Pernod Ricard group. Pernod Ricard is the world's leader in the Premium spirits industry.  
**Dorman Smith** – provides high quality equipment for low-voltage electrical distribution and circuit protection. IGE+XAO supplied a new quotation tool based on SEE Electrical and replaced their legacy ECAD system  
**Integra Control Solutions** – a leading supplier of control panels to the HVAC industry. IGE+XAO replaced their legacy ECAD solution with SEE Electrical and our auto schematic generation tool.

**Germany** **Saint Gobain Rigips** – market leader of system solutions including all components required for this purpose for the modern, design-oriented and dry interior construction.  
**TFC-Simulatoren** – world leader in designing and constructing high quality cabin trainers in the Aviation industry.  
**Intocast AG** – A wide range of products gives INTOCAST the ability to support the process of melting, refining, firing and heat treatment of the customer's products.  
**Riva GmbH** – For more than half a century, market leader for economy, transparency and reliability in metal construction and Engineering.  
**Actemium BEA GmbH** – has been providing energy-related services along the entire life cycle of electrical facilities..  
**Christof Fischer GmbH** – The complete Technology for Refrigeration and Air Conditioning.

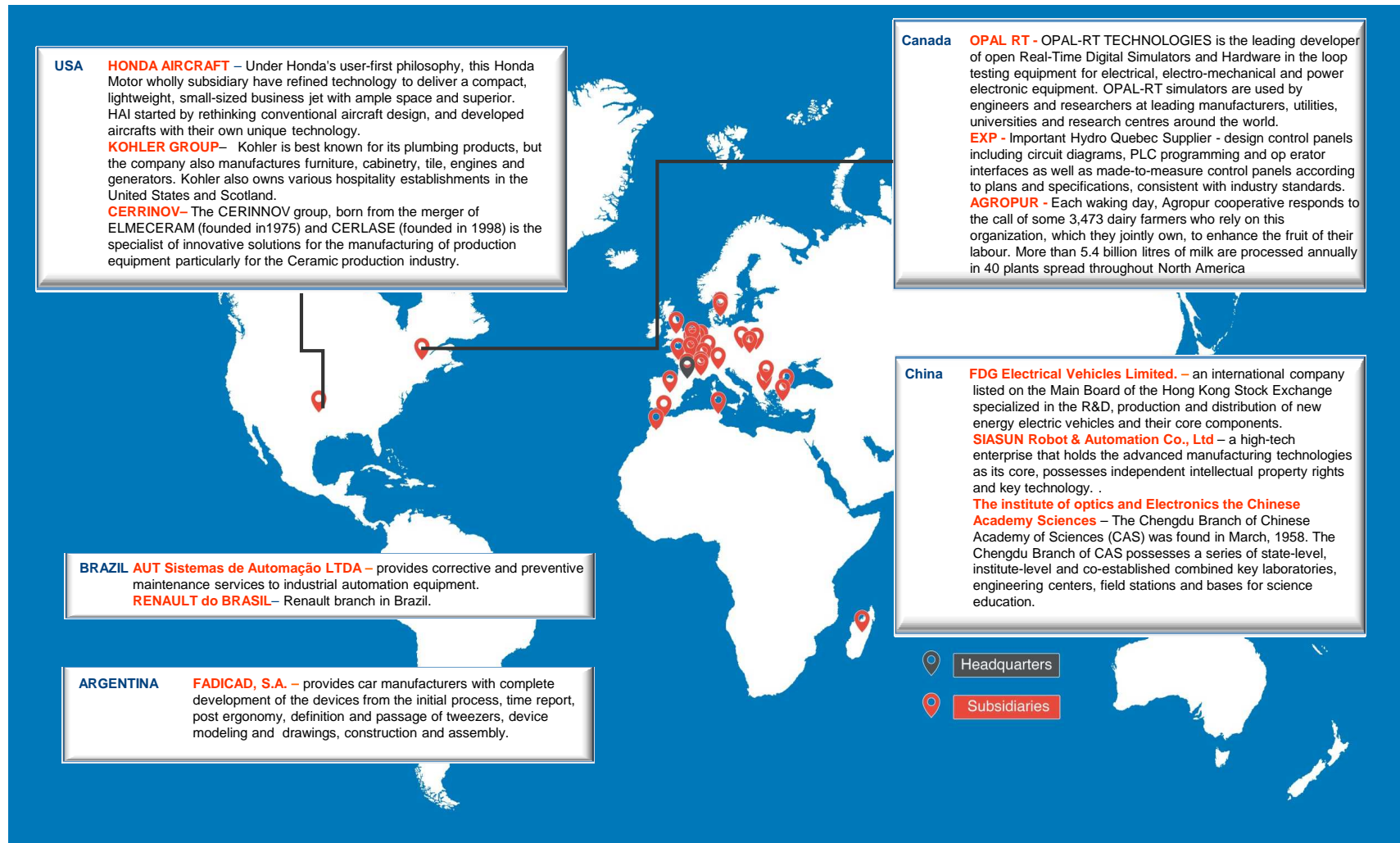
**Benelux** **Alphatron** – Technological solutions for the shipping and fishing industries, the broadcasting world, communication technology, the security sector, the medical world and the manufacturing industry.  
**Wienerberger** – Is the world's largest producer of bricks and No. 1 on the clay roof tiles market in Europe with 204 production sites in 30 countries. We also hold leading positions in concrete pavers in CEE and pipe systems in Europe.  
**Fuji Seal-Pago** – Fuji Seal provides shrink sleeve labels, self-adhesive labels (pressure sensitive labels), spouted pouches, and packaging machinery in a global scale.  
**Lockheed-Martin** – Lockheed Martin Commercial Flight Training (LMCFT) leverages innovative technologies, decades of expertise and a diverse global workforce to deliver exceptional products and services for commercial aviation training.

**Poland** **INOVA Technical Innovation Centre – KGHM GROUP** Their mission is to provide clients advanced, innovative products and high quality services within electrical engineering, automatics and radio communication.  
**IKEA INDUSTRY POLAND – Orla Plant** it is one of the most innovative production facilities of its kind in Europe and the world.  
**Poltramp Yard Ltd.** – steel industry and shipbuilding. Profile of companies is it repairs to vessels, construction of new ships, repair the hull and superstructures.

**Switz.** **Regloplas AG** –Reliable Swiss quality, in use successfully for 50 years. The temperature control devices from REGLOPLAS are convincing because of their precision, long service life and compatibility  
**Swiss Can Machinery AG** – competent partner for innovative machines and components for filling and closing cans and jars with powder and dry products.  
**Faisst+Partner AG** – engineering office for electrical and lighting designs.  
**ZHAW Zürcher Hochschule** – The ZHAW is one of the leading universities of applied sciences in Switzerland.



## New key accounts won in 2014/2015 (3/3)



## New products and releases

- **New products / modules in 2014/2015:**
  - SEE Web Catalogue for SEE Electrical (over 500.000 equipments)
  - SEE Project Manager LT
  - Jigboard for SEE Electrical Expert
  
- **New major releases in 2014/2015:**
  - SEE Electrical V8R1
  - SEE Electrical Expert V4R2
  - SEE Project Manager V8R1, V8R2
  - SEE Electrical Building V4R3
  - SEE Electrical PLM V4R6, V4R7
  - SEE Electrical Harness Manufacturing V4R6, V4R7

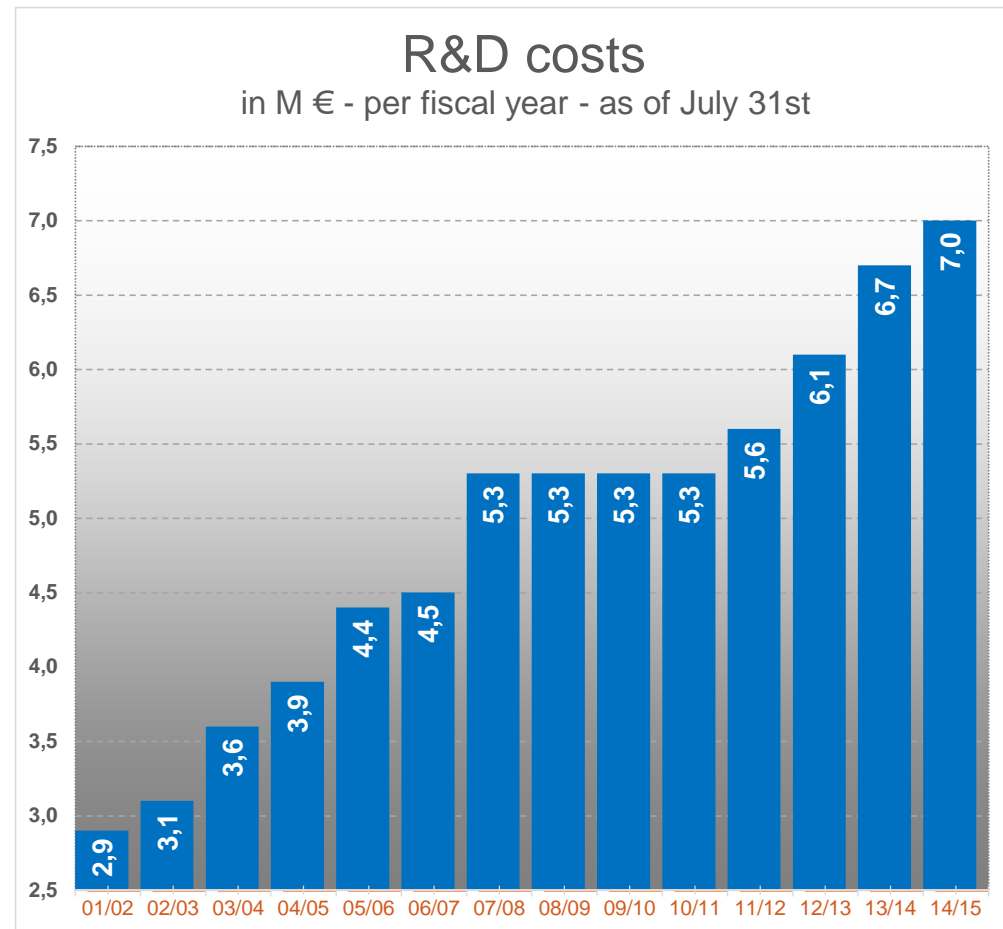


# Innovation

## 2015 Programs

(3 examples)

- 3D Panel
- 3D Cabling
- Odil integration



## New implantations



### Le Groupe IGE+XAO annonce : la creation de sa filiale brésilienne

Toulouse, le 20 Mai 2015,

Le Groupe IGE+XAO annonce la création de **I.G.E.+X.A.O. DO BRASIL**, filiale de distribution et de services au Brésil.

Cette nouvelle société est basée près de Sao Jose dos Campos dans l'état de Sao Paulo, site majeur pour l'industrie l'aéronautique, l'automobile et les nouvelles technologies en Amérique latine.

I.G.E.+X.A.O. DO BRASIL aura pour mission la distribution des logiciels du Groupe et sera un centre d'excellence PLM Electrique (gestion du cycle de vie des Installations électriques) pour les Amériques, le Groupe étant d'ores et déjà implanté à Montréal et Dallas.

« Cette nouvelle filiale marque la première implantation directe du Groupe en Amérique du Sud, zone qui était préalablement gérée depuis la France, l'Espagne et via des partenariats. Le Brésil représente un marché potentiel important pour le Groupe, notamment au niveau des secteurs de la production manufacturière et des transports. I.G.E.+X.A.O. DO BRASIL devra entre autres répondre à la forte évolution des besoins de la société Embraer, qui a choisi d'implémenter les logiciels PLM Electrique du Groupe, ainsi qu'aux demandes de ses sous-traitants » a déclaré Alain Di Crescenzo.

## New implantations



### Le Groupe IGE+XAO annonce : la creation de sa filiale belge

Toulouse, le 19 Juin 2015,

Le Groupe IGE+XAO annonce la création de **I.G.E.+X.A.O. Belgium**, filiale de distribution en Belgique.

La mission de cette nouvelle société basée à Bruxelles est de développer la base clients initialement construite depuis la France et les Pays Bas, de renforcer la position d'IGE+XAO en Belgique (à la fois francophone et flamande) et de donner à nos clients Belges une vision plus claire et valorisante des activités commerciales d'IGE+XAO en privilégiant les relations locales.

# Press release

## Comptes annuels consolidés de l'exercice 2014/2015 (en normes IFRS)\*

Toulouse, le 22/10/2015, le Groupe IGE+XAO annonce :

### Une année dynamique - Rentabilité opérationnelle: 25%

En euros	2014/2015	2013/2014	Evolution
Chiffre d'affaires	27 337 110	26 260 418	4,1 %
Résultat opérationnel courant	6 831 949	6 562 541	4,1 %
Résultat de l'ensemble consolidé avant impôts	7 314 815	6 961 670	5,1 %
Résultat net – Part du Groupe	5 289 604	5 071 106	4,3 %

Sur l'exercice 2014/2015, le chiffre d'affaires consolidé du Groupe atteint **27 377 089 €** contre 26 260 418 € un an plus tôt.

Le résultat opérationnel courant, en progression de **4,1%**, s'établit à 6 831 949 € conduisant à une rentabilité opérationnelle\*\* de 25%. Le résultat net qui s'élève, quant à lui, à 5 289 604 €, croît de 4,3% et porte la rentabilité nette\*\*\* à 19,3%.

Outre ces résultats, IGE+XAO a connu une année très dense avec :

- la consolidation opérationnelle des sociétés IGE+XAO Nordic et Prosyst, acquises respectivement en octobre 2013 et avril 2014,
- la création de deux nouvelles filiales commerciales au Brésil et en Belgique,
- la diffusion de nouvelles versions de ses logiciels phares,
- et le lancement de son portail internet dédié au téléchargement des catalogues de matériels électriques.

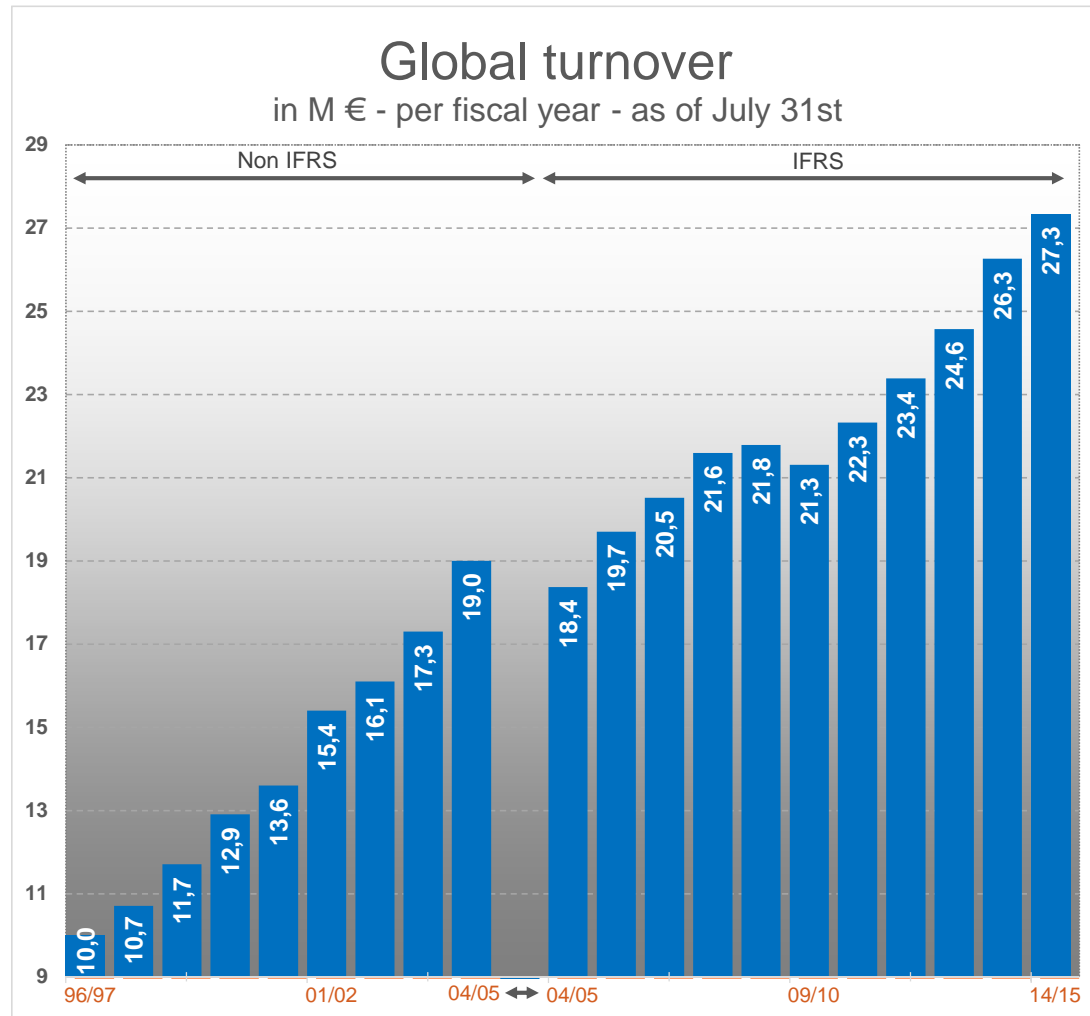
Sur l'exercice en cours, fort de ces solides résultats et de sa capacité financière, le Groupe IGE+XAO entend poursuivre son plan d'action visant l'accélération du développement international et le maintien d'un fort investissement R&D, tout en préservant un haut niveau de rentabilité.

\* Les comptes consolidés ont été arrêtés par le Conseil d'administration du 21 octobre 2015 et seront soumis à l'approbation de l'Assemblée Générale Annuelle.

\*\* Rentabilité opérationnelle : résultat opérationnel / chiffre d'affaires

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

# Turnover evolution



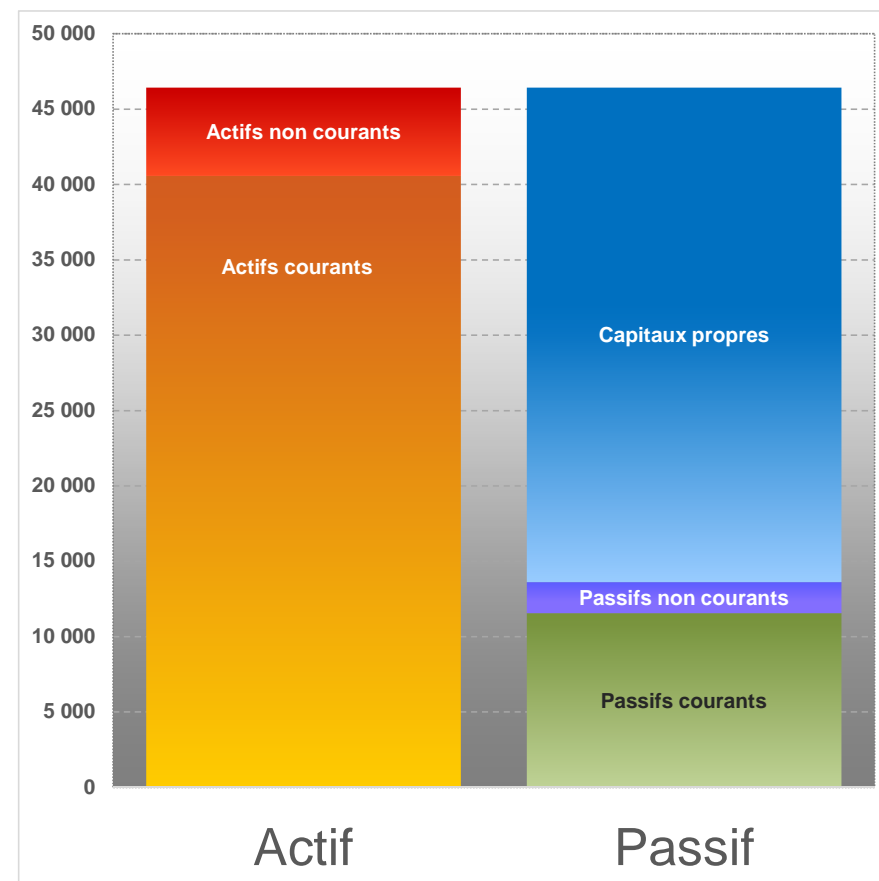
## Profit & loss (IFRS)

En milliers €	31/07/2015	31/07/2014	Evolution
Chiffre d'affaires	27 337	26 260	4,1%
Total produits d'exploitation	28 334	27 200	4,2%
<i>Dont Crédit Impôt Recherche</i>	890	868	2,6%
Achats et charges externes	-6 093	-5 843	4,3%
Charges de personnel	-14 175	-13 650	3,8%
Impôts et taxes	-523	-520	0,6%
Dotations amortissements et provisions	-631	-547	15,4%
Autres charges opérationnelles	-79	-77	2,6%
Total Charges d'exploitation	-21 501	-20 637	4,2%
Résultat opérationnel courant	6 833	6 563	4,1%
Résultat opérationnel	6 833	6 603	3,5%
Résultat financier	483	359	34,5%
Résultat de l'ensemble consolidé avant impôt	7 315	6 962	5,1%
Résultat net de l'ensemble consolidé	5 370	5 117	4,9%
Résultat net part du Groupe	5 290	5 071	4,3%

## Balance sheet (IFRS)

Actif en milliers €	31/07/2015	31/07/2014
Actifs non courants	5 853	5 669
Actifs courants	40 574	36 834
<i>Dont Disponibilités</i>	30 355	27 321
<b>TOTAL</b>	<b>46 427</b>	<b>42 503</b>

Passif en milliers €	31/07/2015	31/07/2014
Capitaux propres	32 808	28 827
Passifs non courants	2 064	2 319
Passifs courants	11 555	11 357
<i>Dont PCA</i>	5 967	5 982
<b>TOTAL</b>	<b>46 427</b>	<b>42 503</b>



## Cash Flow (IFRS)

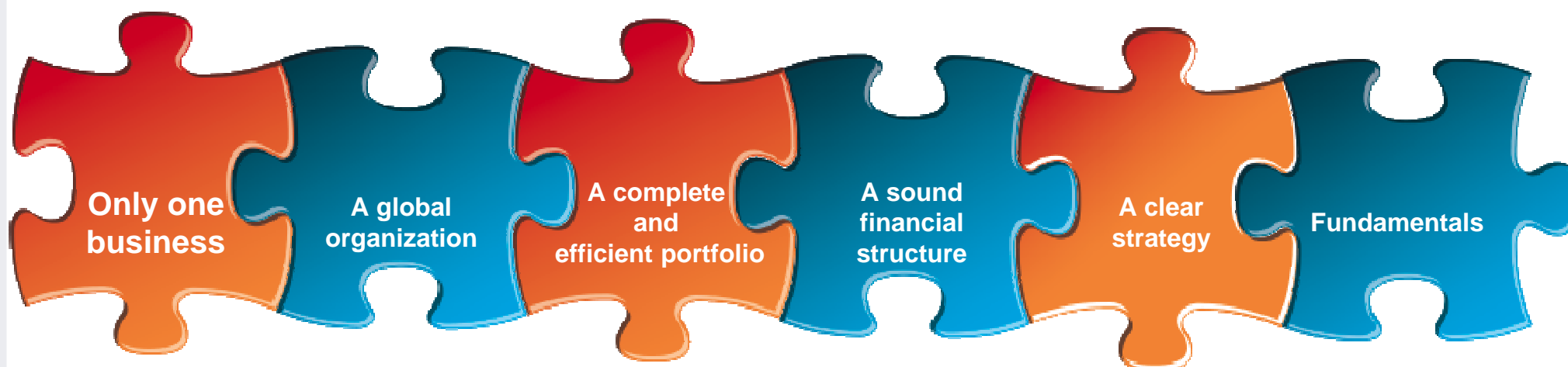
En milliers €	31/07/2015	31/07/2014
Résultat net - porteurs de CP de la Société	5 290	5 071
Flux net de trésorerie généré par l'activité	4 725	5 056
Flux net de trésorerie généré par les opérations d'investissement	-329	-820
Flux net de trésorerie généré par les opérations de financement	-1 426	-1 328
Variation de trésorerie brute	2 970	2 908
Incidences des variations du taux de change	64	11
Augmentation (diminution) de la trésorerie	3 034	2 919
Trésorerie en début d'exercice	27 321	24 402
Trésorerie en fin de période	30 355	27 321
Variation de trésorerie nette	3 034	2 919



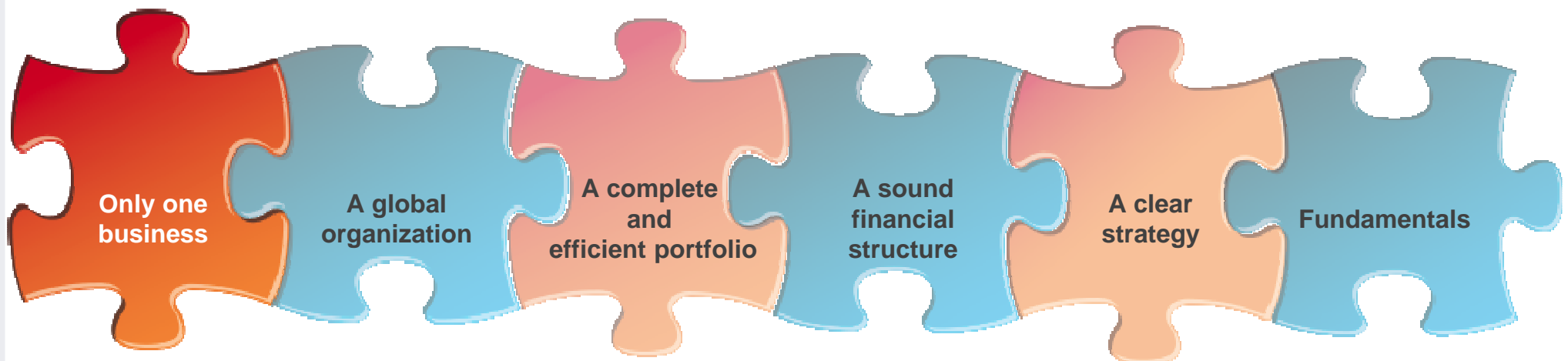
## Agenda

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- II. IGE+XAO's 6 key points**

# IGE+XAO's 6 Key points

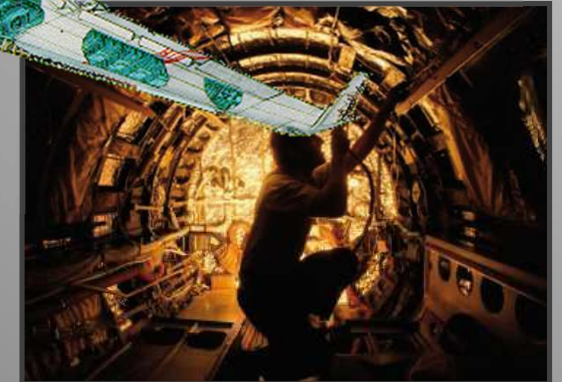
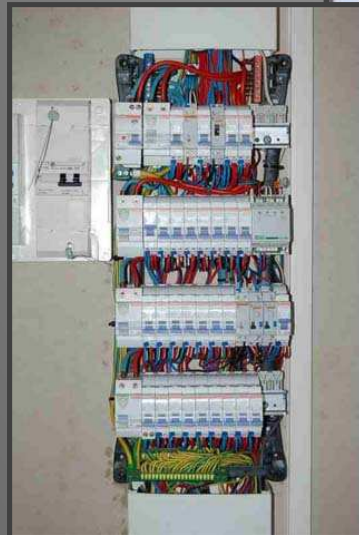


# Only one business

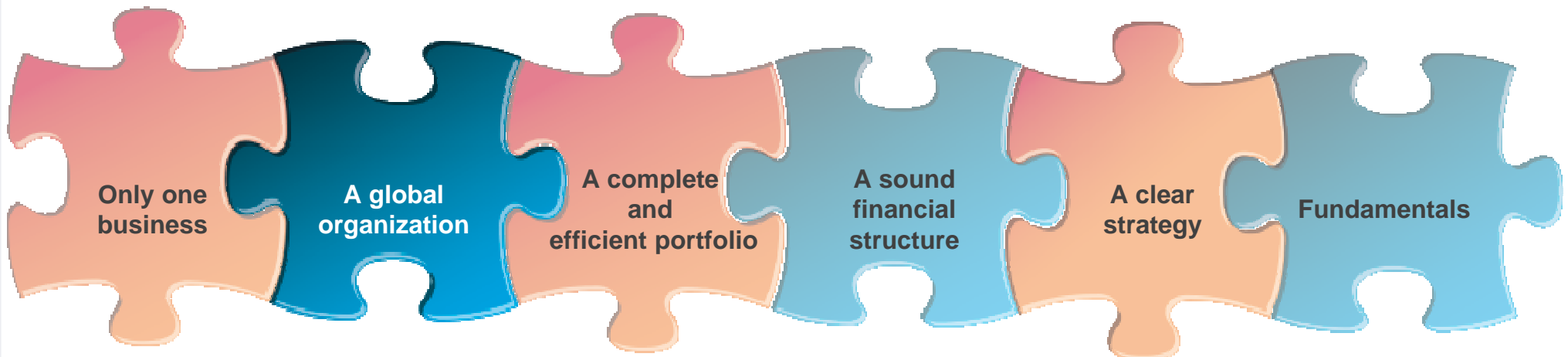


# Only one business since 1986: software editor

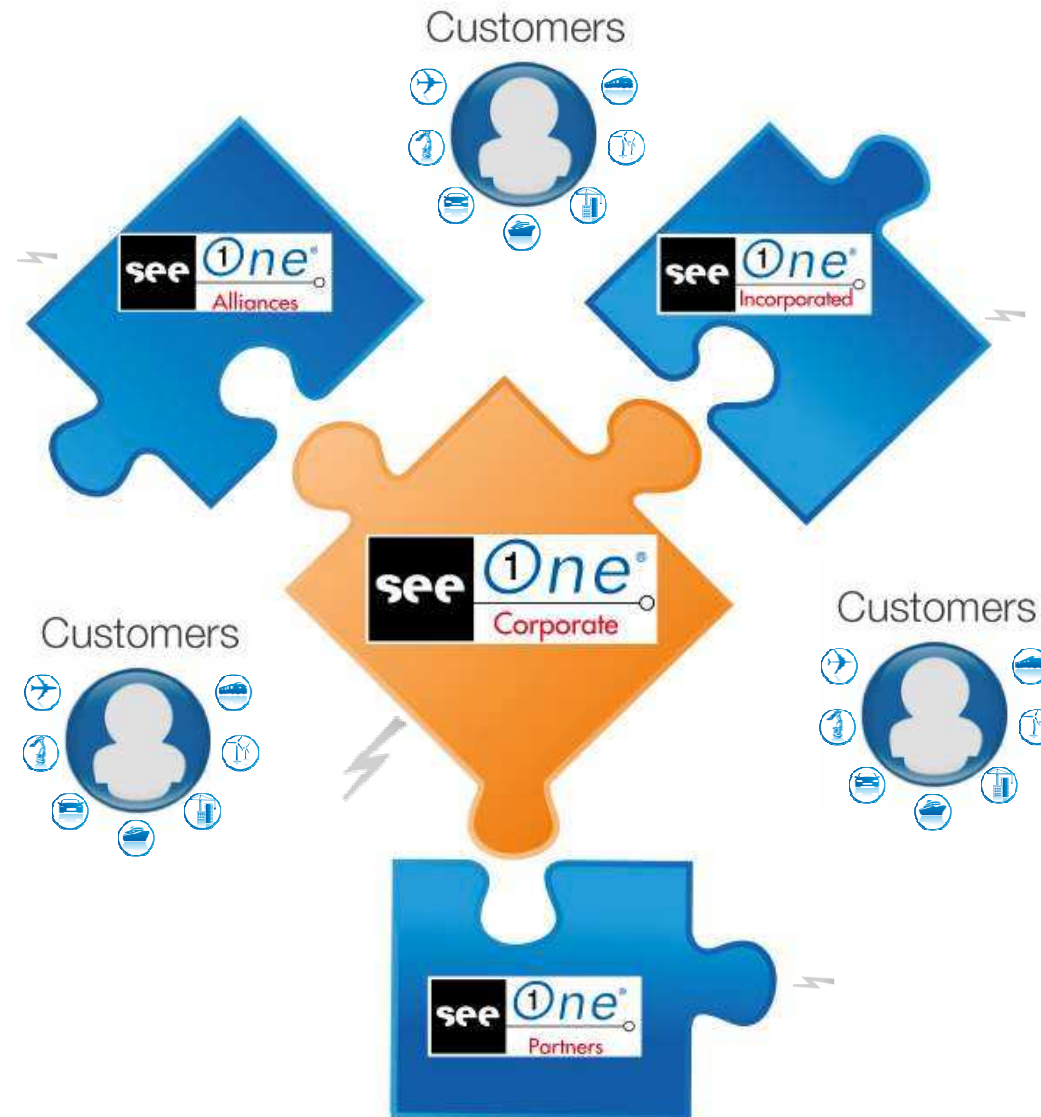
- **In:**
  - Conception Aided Design (CAD),
  - Product Lifecycle Management (PLM).
  - Simulation
- **Dedicated to:**
  - Electrical installations,
  - System design.
- **For:**
  - All type of industries.



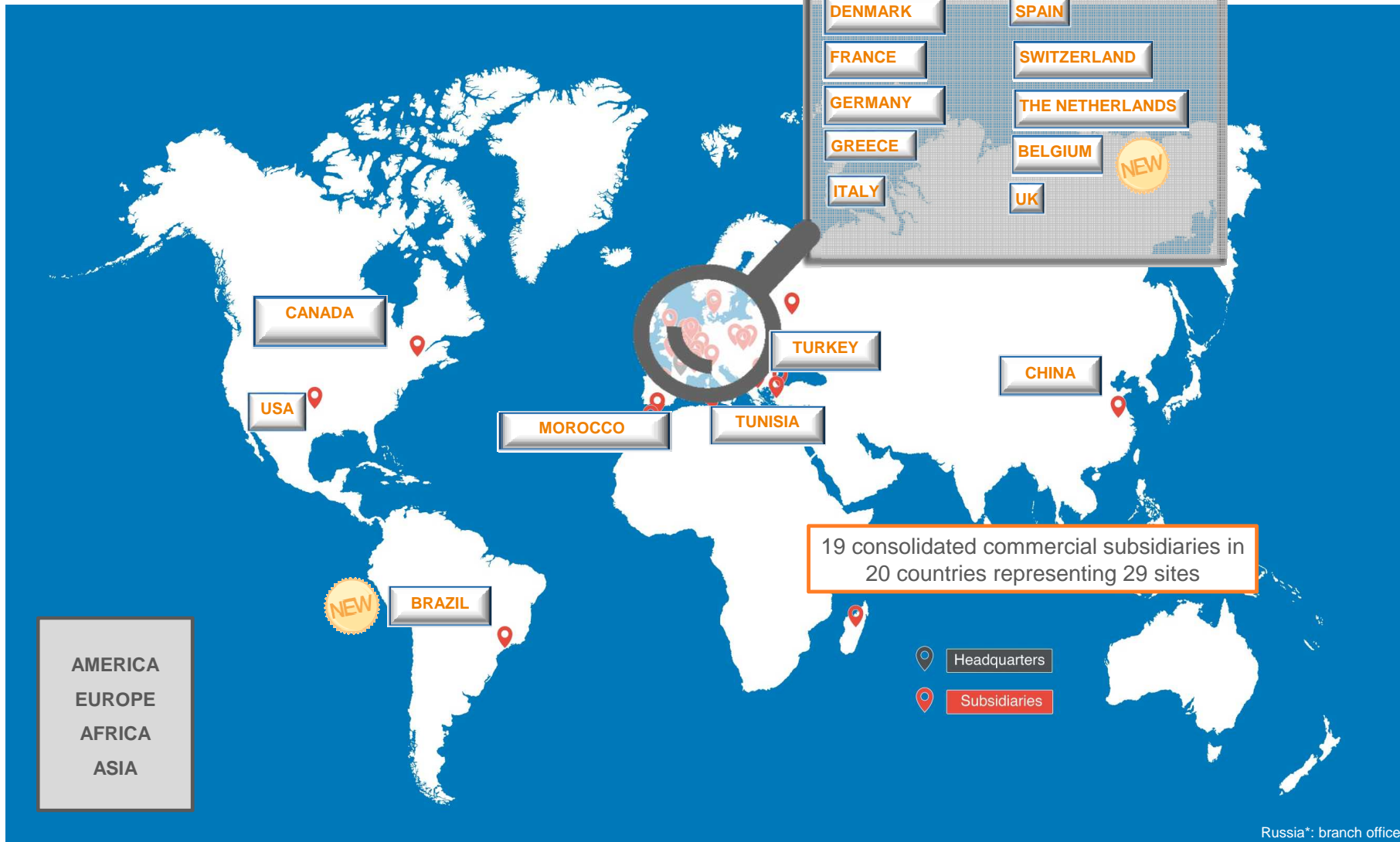
# A global organization



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



# SEE One Incorporated (1/2)



# SEE One Alliances

3 joint companies



50%



/ 50%



50%



/ 50%

SOGECLAIR



80%



/ 20% A. Asse & F. Grzesiak



# SEE One Partners

11 technology partners

33 business partners in 29 countries

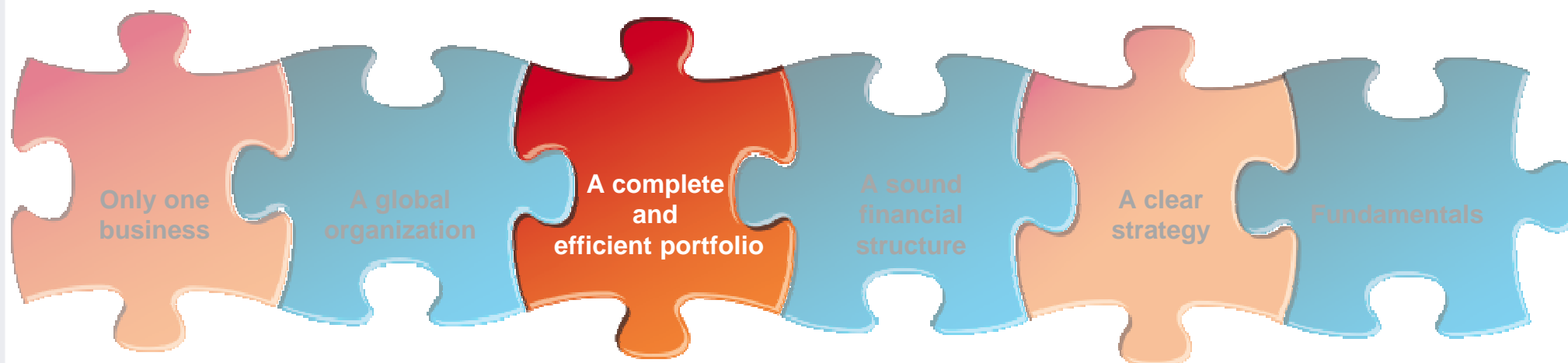


- |                              |                                |   |                                  |                               |                                      |
|------------------------------|--------------------------------|---|----------------------------------|-------------------------------|--------------------------------------|
| Croatia<br>ib-CADdy d.o.o    | Macedonia<br>ib-CADdy d.o.o    | Austria<br>MAY Computer<br>Lebanon<br>Progress Engineering<br>& Tradina Enterprises | Byelorussia<br>Dipaul <b>NEW</b> | Colombia<br>ENERSA Ltda       | Australia<br>Desktop EDA             |
| Bosnia-H<br>ib-CADdy d.o.o   | Romania<br>PRO Electric        | Syria<br>ZAHABI CO  | Kazakhstan<br>Dipaul <b>NEW</b>  | Brasil<br>EGV Software<br>Lda | New Zealand<br>Desktop EDA           |
| Serbia<br>ib-CADdy d.o.o     | Hungary<br>PRO Electric        | Tunisia<br>H2M<br>Technologies  | Russia<br>Dipaul <b>NEW</b>      | Paraguay<br>Gliston S.A.      | India<br>Universal Solutions         |
| Montenegro<br>ib-CADdy d.o.o | Czech Rep.<br>Softmarket s.r.o | Portugal<br>SA - Soluções<br>em Automação S.A.                                      | Russia<br>Bee Pitron             | Argentina<br>Gliston S.A.     | Singapore<br>GiMSolutions<br>Pte Ltd |
| Slovenia<br>ib-CADdy d.o.o   | Slovakia<br>Softmarket s.r.o   | Mexico<br>Mediatec  | Uruguay<br>Gliston S.A.          |                               |                                      |
- China  
16 distributors
- CASS Software Corporation, Shanghai Bluebird, Shanghai Jiangua Technology, Shenyang Ruixin (TESA), Chengdu Hengrui Info Technology, LuoYang Fei Xiang, ChongQingYaoZheng, ShenYang HanGuang, ShangDongQiRuiSheng, BeijingXinGongCheng, Beijing WanWei Huitong, WuHan YaoZheng, ChangShaBoXin, ShangHaiWeiLing, Beijing Real Winner Control Technology, HangZhou WeiShi.

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

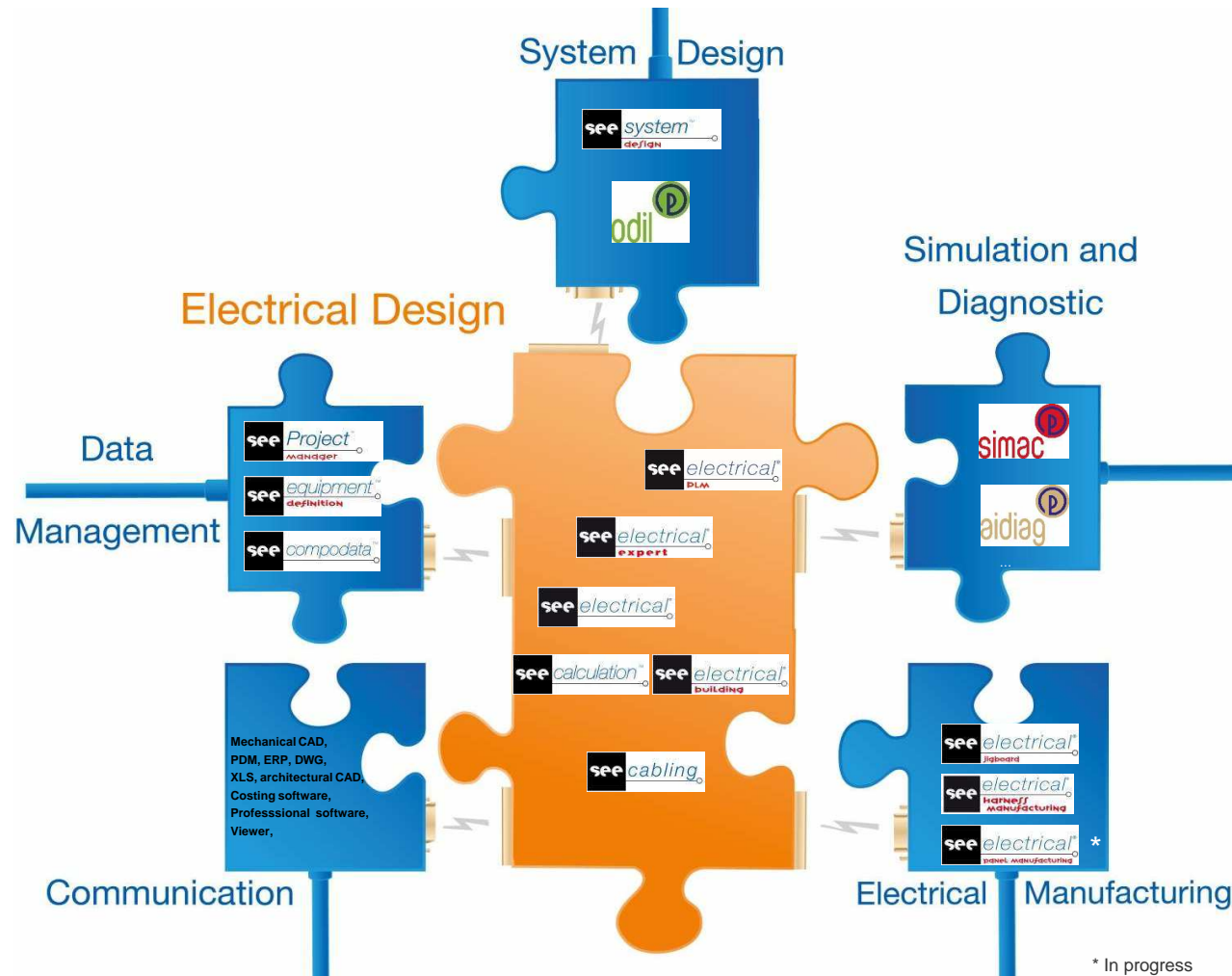










# A complete and efficient portfolio



# IGE+XAO software portfolio

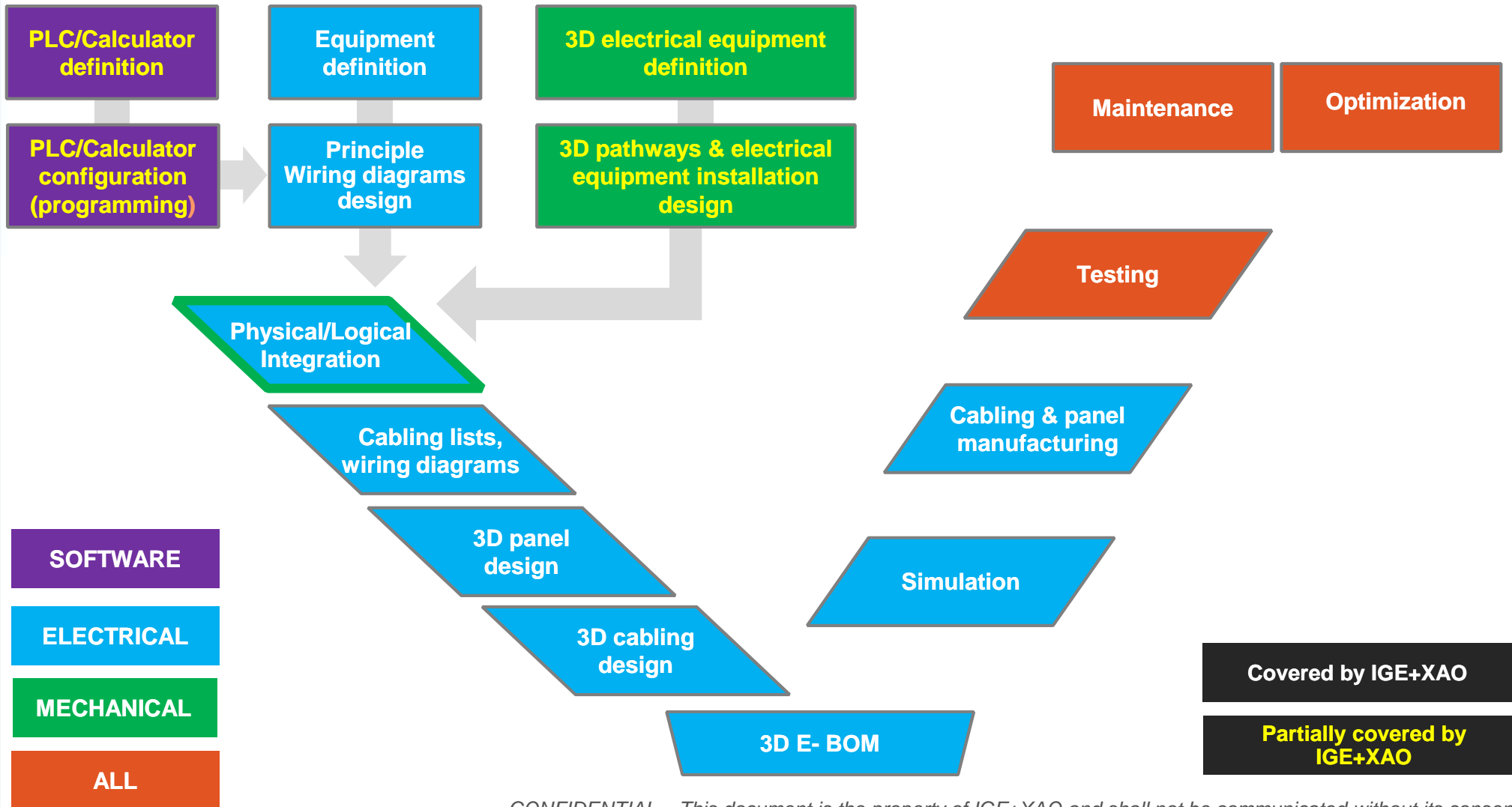
16 products, 6 domains & 8 strategic industries



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

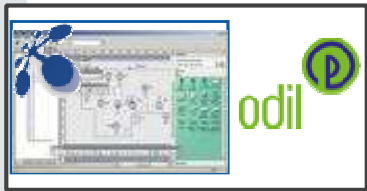
# IGE+XAO PLM vision: business viewpoint

## Electrical PLM "W" Cycle / IGE+XAO coverage

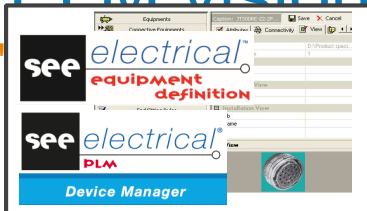


# IGE+XAO PLM vision: business viewpoint

Electrical PLM "see electrical" XAO coverage



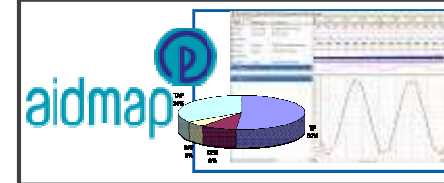
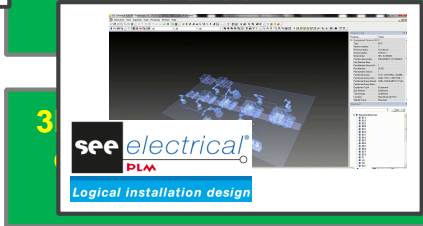
PLC/Calculator  
configuration  
(programming)



3D electrical equipment



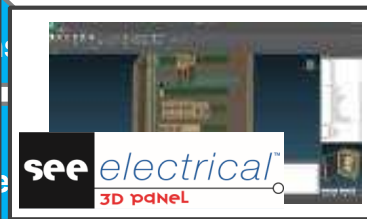
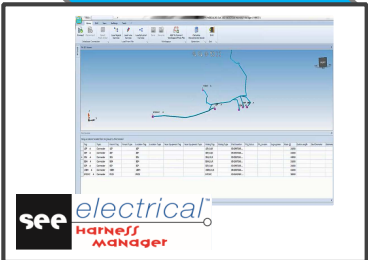
3



panel  
ing



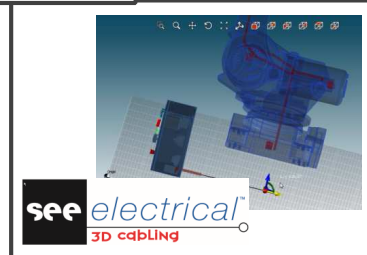
SOFTWARE



ELECTRICAL

MECHANICAL

ALL

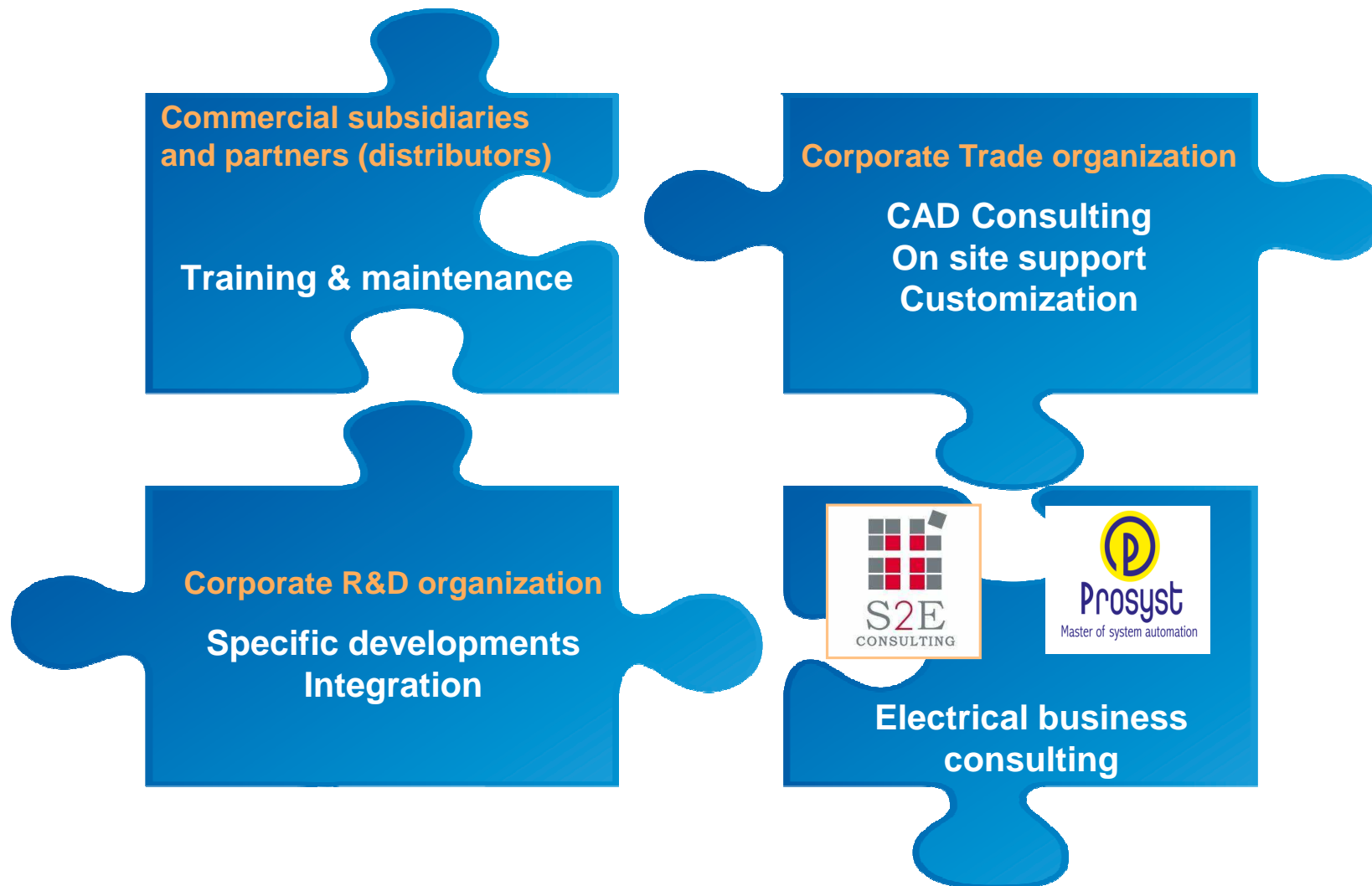


3D E- BOM

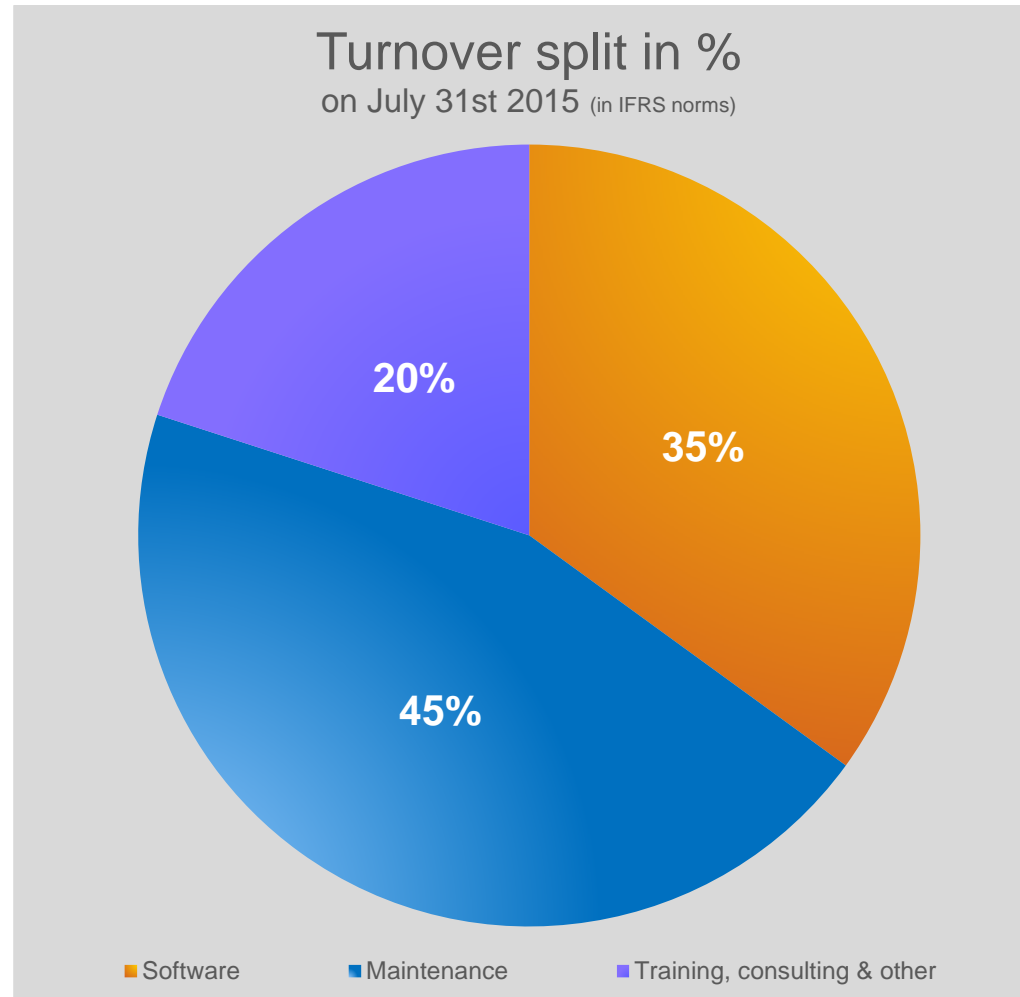
Covered by IGE+XAO

Partially covered by  
IGE+XAO

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

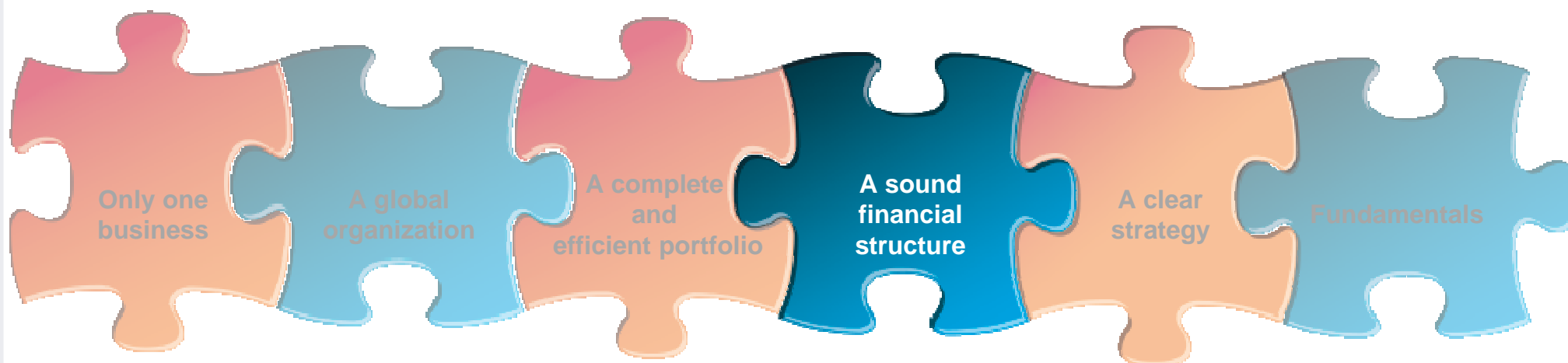


## Software versus services turnover





# A sound financial structure

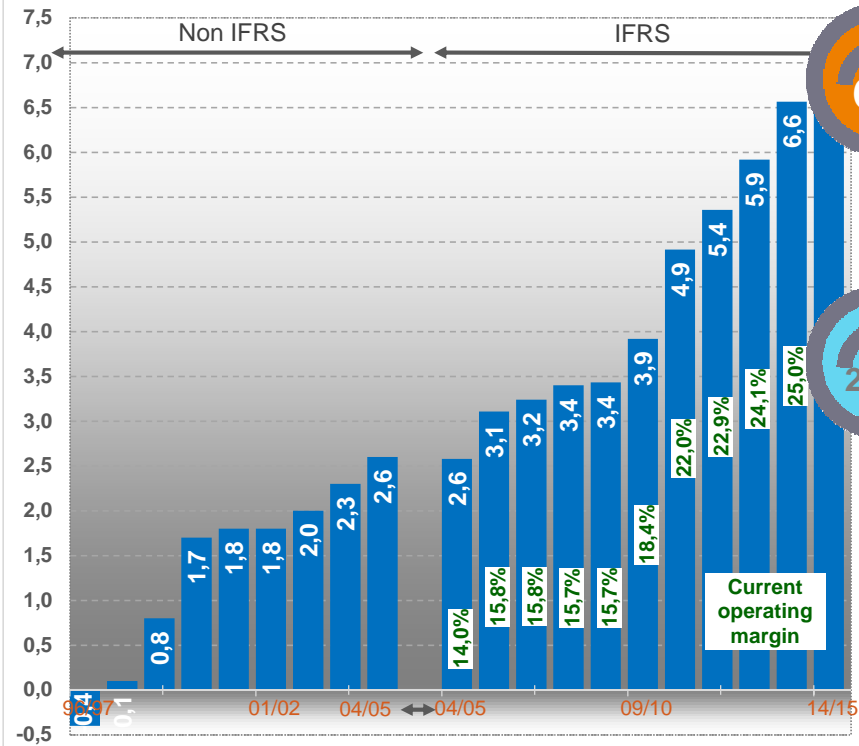


# Yearly evolution



# Yearly evolution

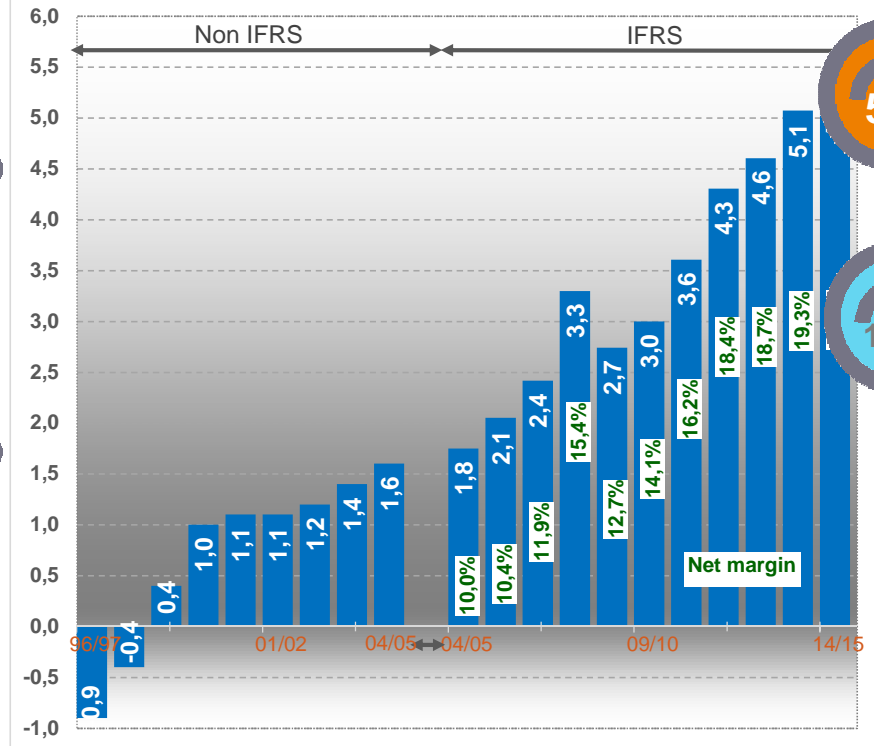
**Current operating income**  
in M € - per fiscal year - as of July 31st



+ 4.1 %

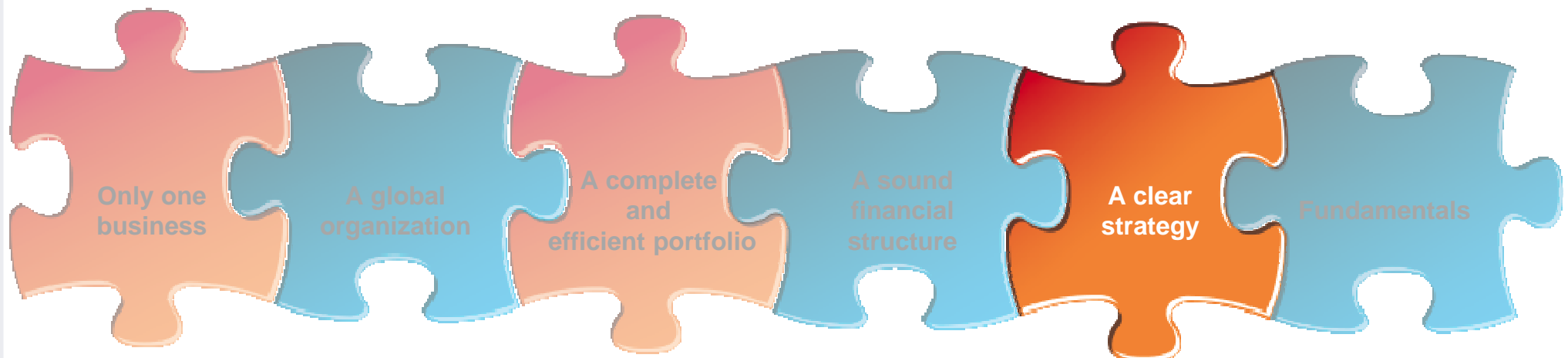
**Net income**

in M € - per fiscal year - as of July 31st

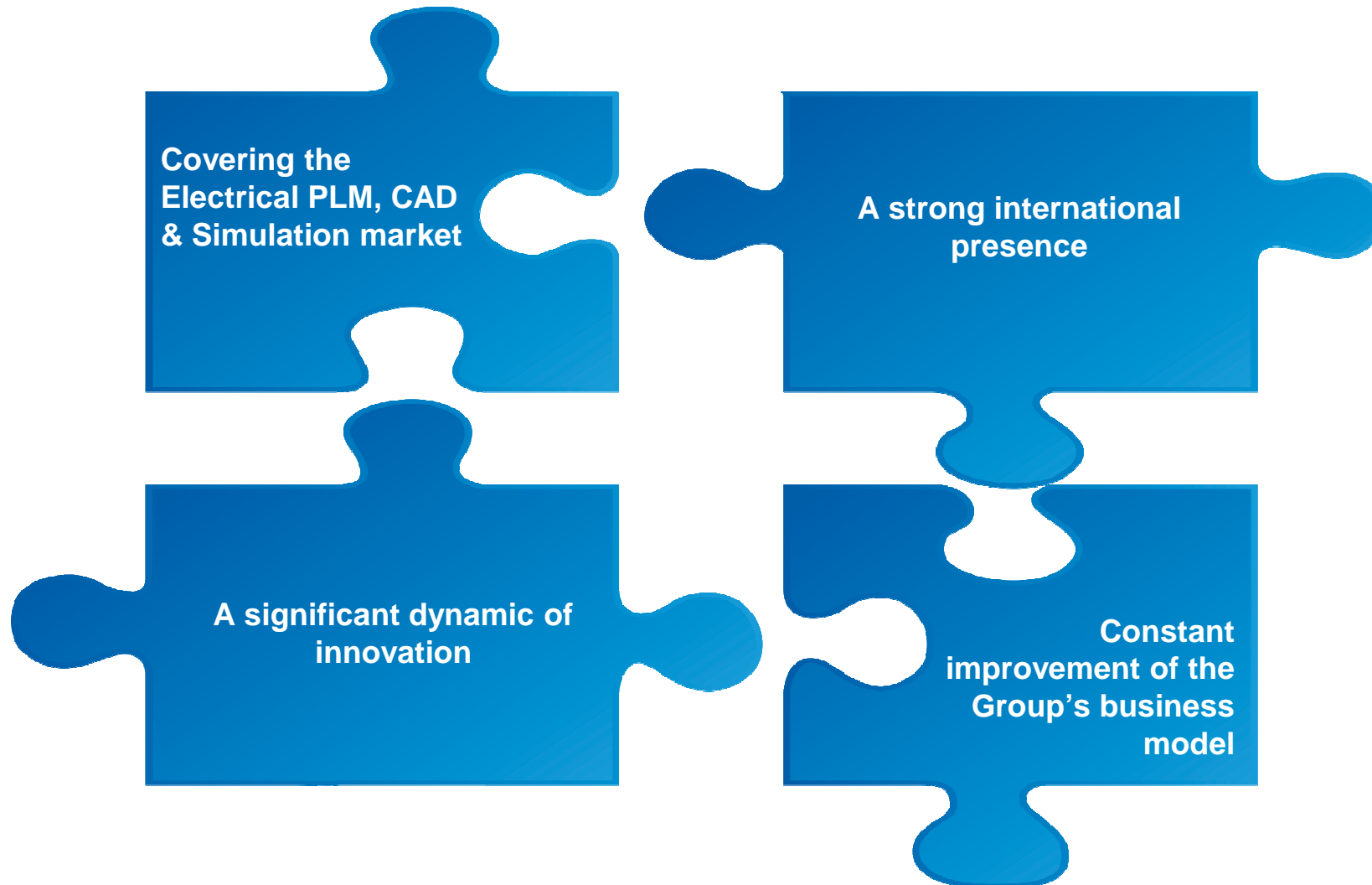


+ 4,3 %

# A clear strategy



## A corporate strategy based on 4 points:



# Covering all the Electrical PLM, CAD & Simulation market:

16 products, 8 strategic industries, 6 domains and 3 levels of offers



Aerospace



Railway



Equipment & Machinery



Power generation & Energy



Automotive



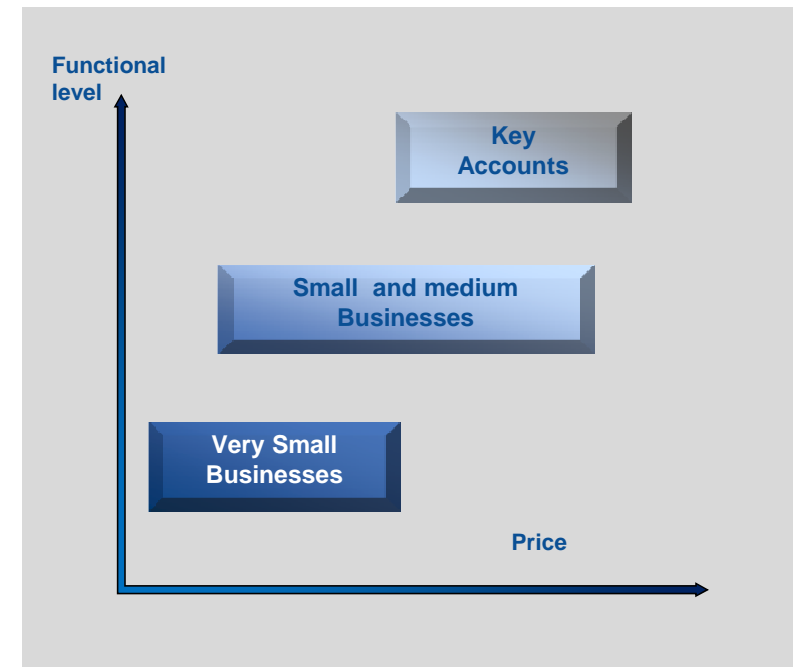
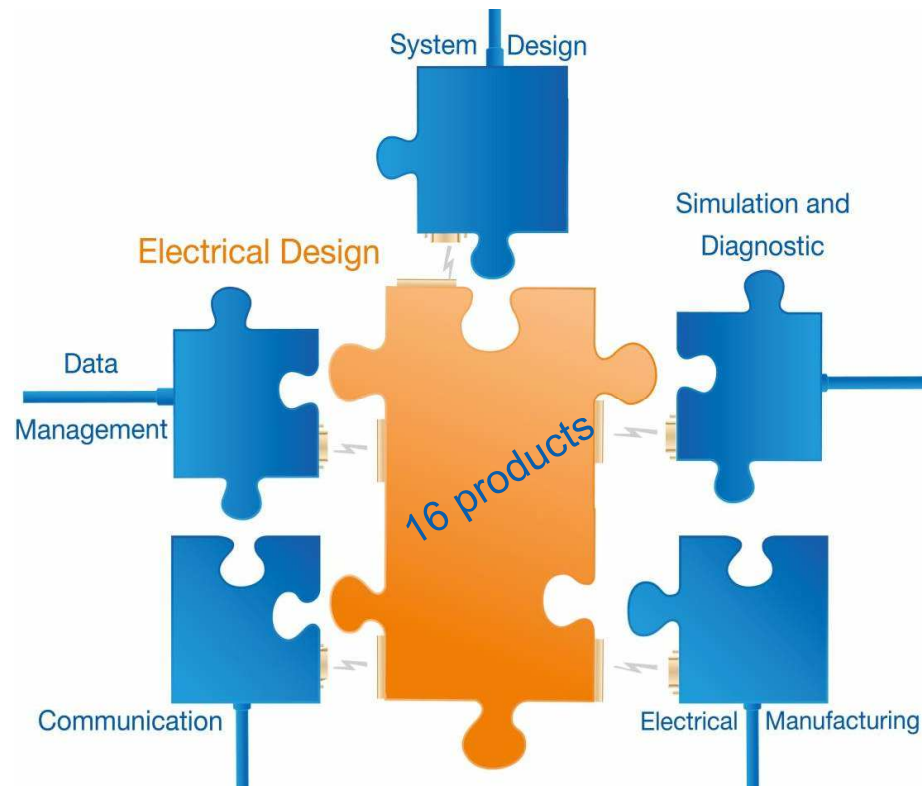
Shipbuilding



Automation & Plant



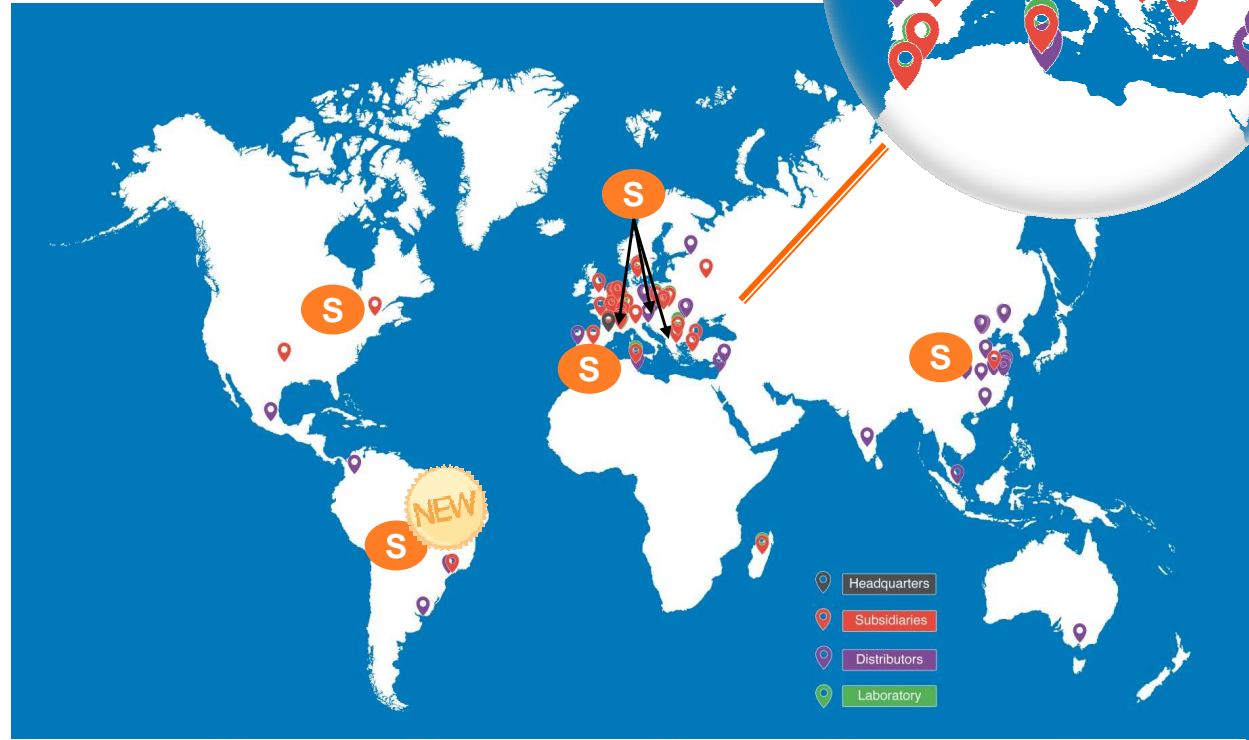
Construction



# A strong international presence



- Head office in Colomiers
- 7 sites dedicated to international support in 7 countries (S)
- 29 sites dedicated to sales & customer support in 20 countries
- 33 business partners in 29 countries
- 7 countries involved in R&D

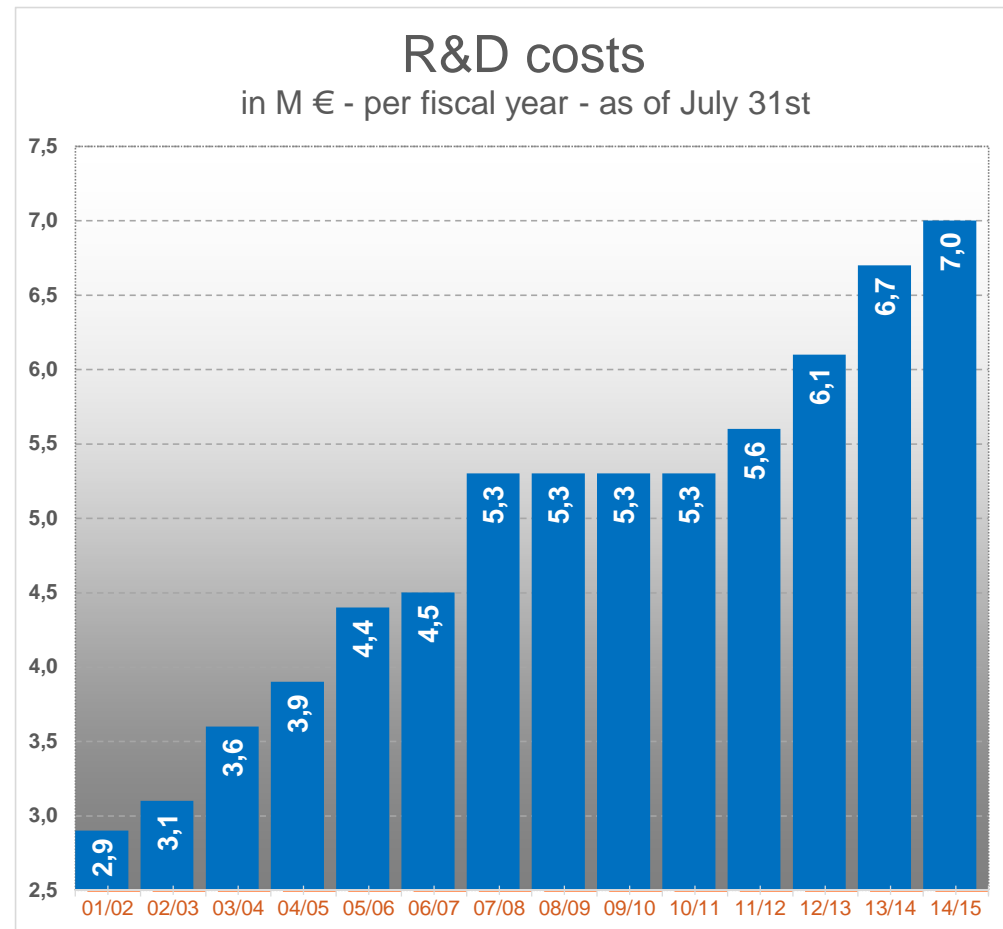


Croatia ib-CADdy d.o.o	Macedonia ib-CADdy d.o.o	Austria MAY Computer	Byelorussia Dipaul	Colombia ENERSA Ltda	Australia Desktop EDA
Bosnia-H ib-CADdy d.o.o	Romania PRO Electric	Lebanon Progress Engineering & Trading Enterprises	Kazakhstan Dipaul	Brasil EGV Software Ltda	New Zeland Desktop EDA
Serbia ib-CADdy d.o.o	Hungary PRO Electric	Syria ZAHABI CO	Russia Dipaul	Paraguay Gliston S.A.	India Universal Solutions
Montenegro ib-CADdy d.o.o	Czech Rep. Softmarket s.r.o	Tunisia H2M	Russia Bee Pitron	Argentina Gliston S.A.	Singapore GIMSolutions Pte Ltd
Slovenia ib-CADdy d.o.o	Slovakia Softmarket s.r.o	Portugal SA - Soluções em Automação S.A.	Mexico Mediatec	Uruguay Gliston S.A.	
China <b>16 distributors</b>	<small>CASS Software Corporation, Shanghai Bluebird, Shanghai Jiangda Technology, Shenyang Ruixin (TESAI), Chengdu Hengrui Info Technology, LuoYang Fei Xiang, ChongQingYaoZheng, ShenYang HanGuang, ShangDongQiRuiSheng, BeijingXinGongCheng, Beijing WanWei Huitong, WuHan YaoZheng, ChangShaBoXin, ShangHaiWeiLing, Beijing Real Winner Control Technology, HangZhou WeiShi.</small>				

# A significant dynamic of innovation (1/3) - R&D

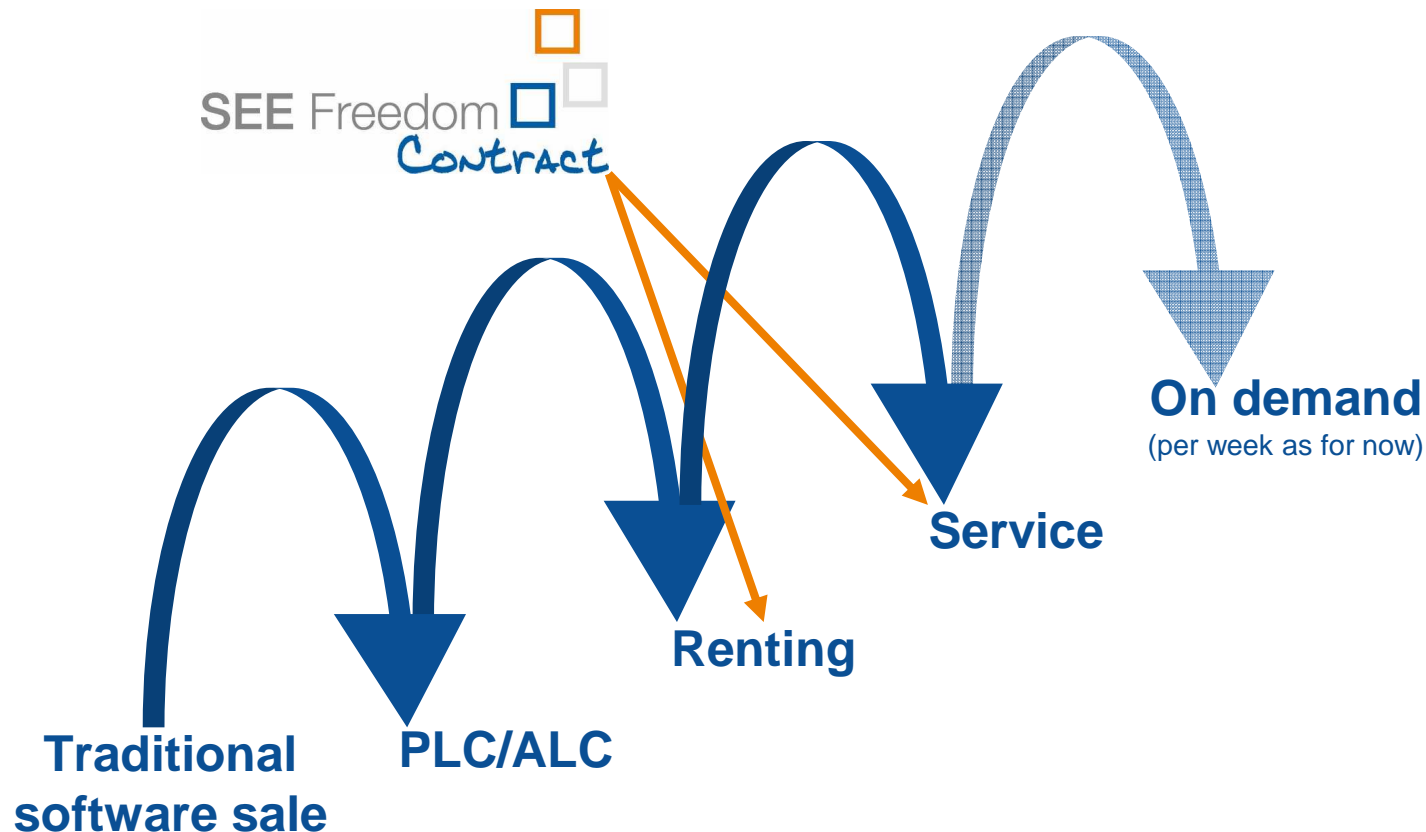
R&D investments representing  
26% of the turnover

CAD  
PLM  
Simulation  
3D  
Collaborative  
Manufacturing  
...



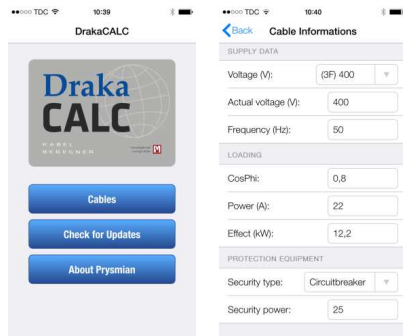


## A significant dynamic of innovation (2/3) - ex. sales models

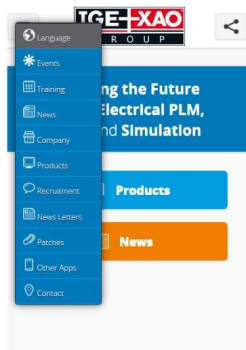


## A significant dynamic of innovation (3/3) - ex. marketing

- SEE Electrical Calculator Pro App (Android,i Phone, Windows Phone)



- IGE+XAO News App (Android,i Phone, Windows Phone)

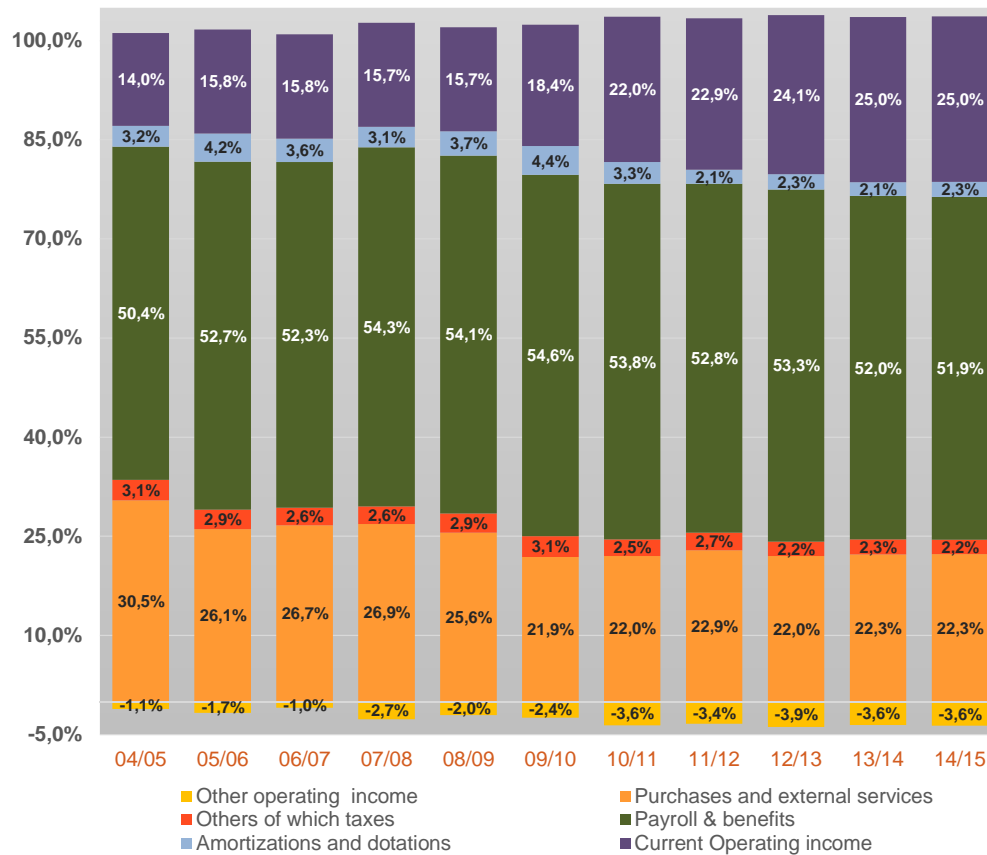


- Video recording studio and tools

# A constant improvement of the Group's business model

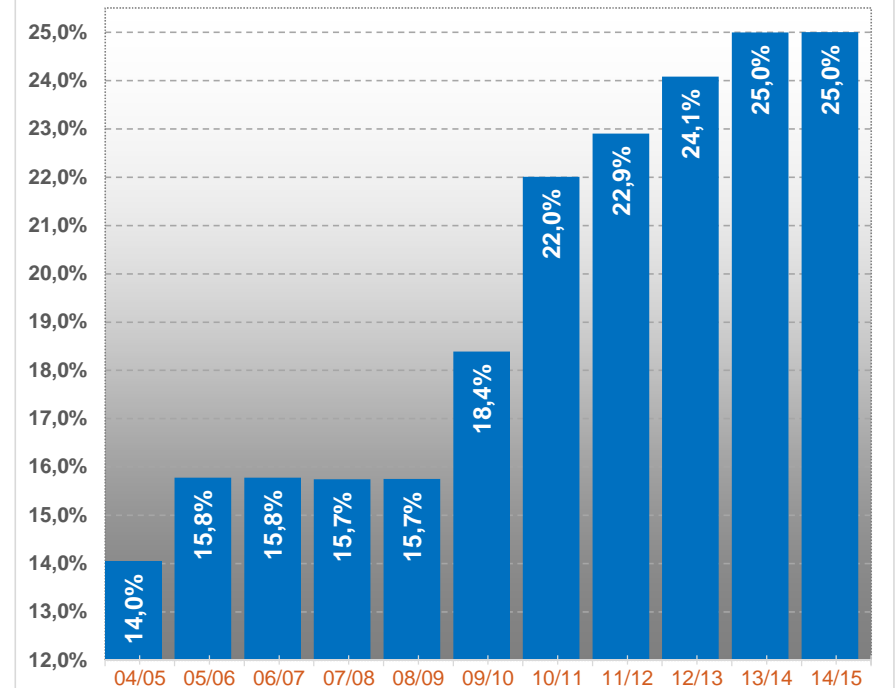
## Turnover use in %

per fiscal year - as of July 31st (in IFRS norms)

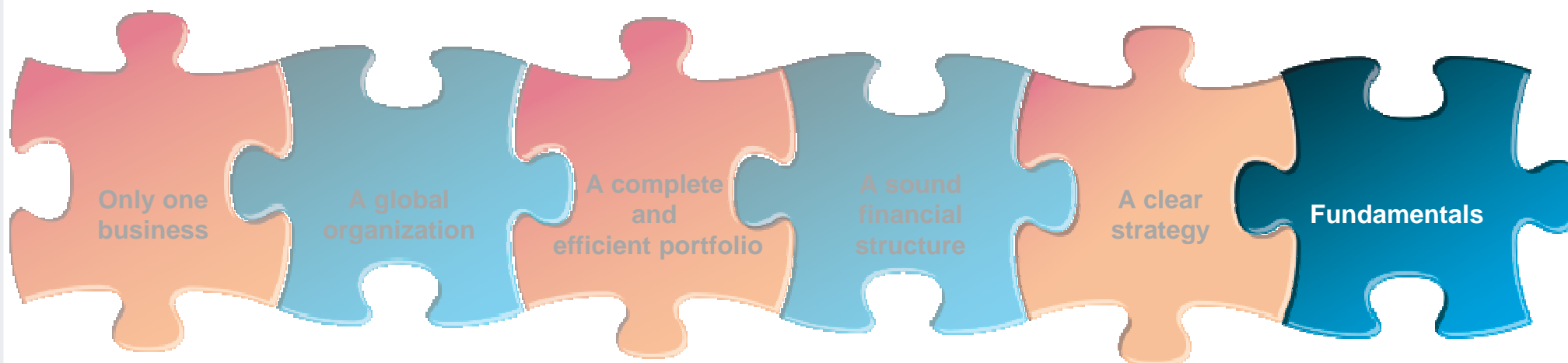


## Current operating margin

per fiscal year - as of July 31st (in IFRS norms)



# Fundamentals



## IGE+XAO in one chart

