

Investors meeting Fiscal year 2016/2017

Alain DI CRESCENZO

08 November 2017

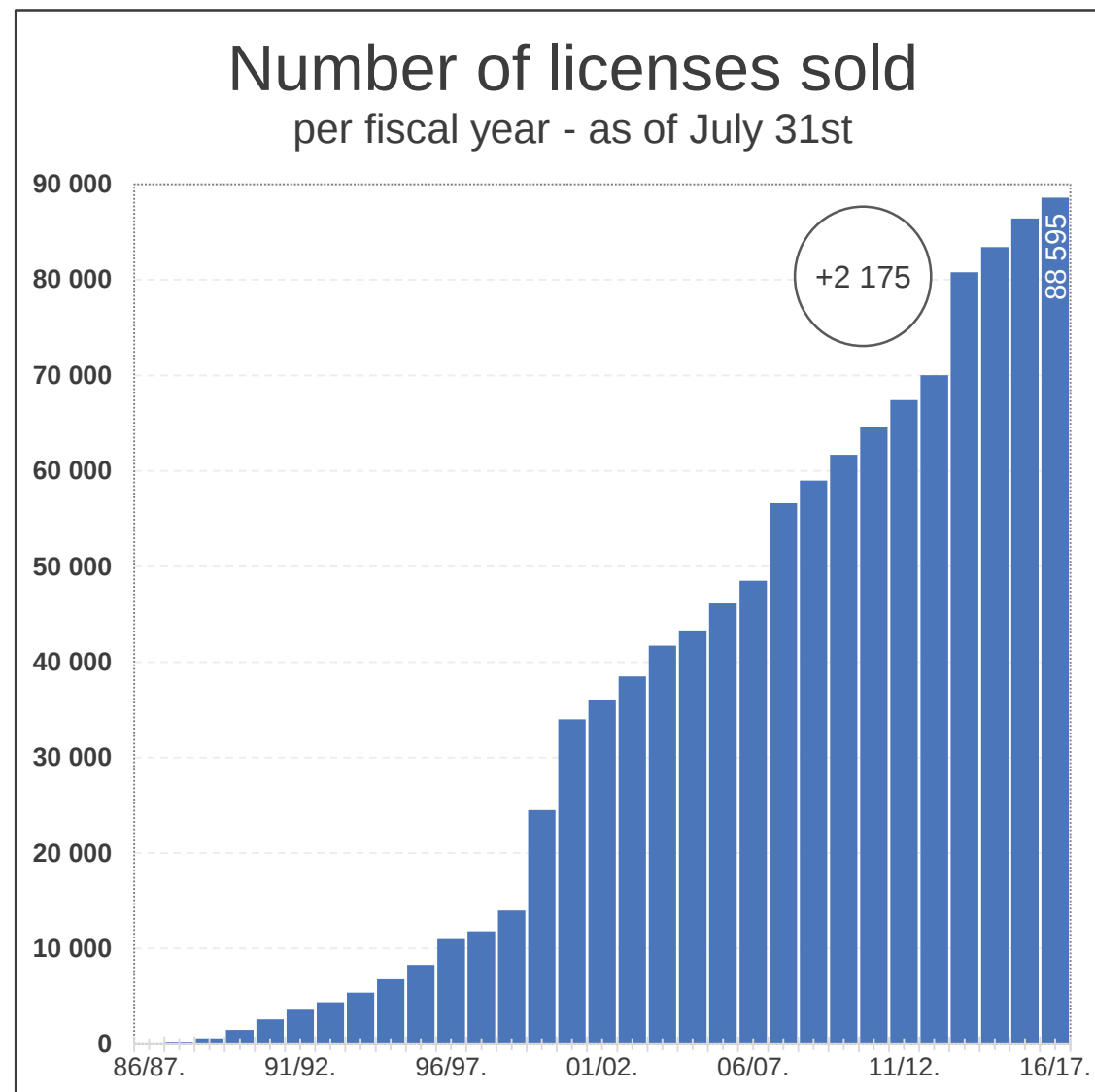
IGE+XAO
GROUP

Shaping the Future
of the Electrical PLM,
CAD and Simulation

- IGE+XAO's highlights for 2016/2017
- IGE+XAO's 6 key points

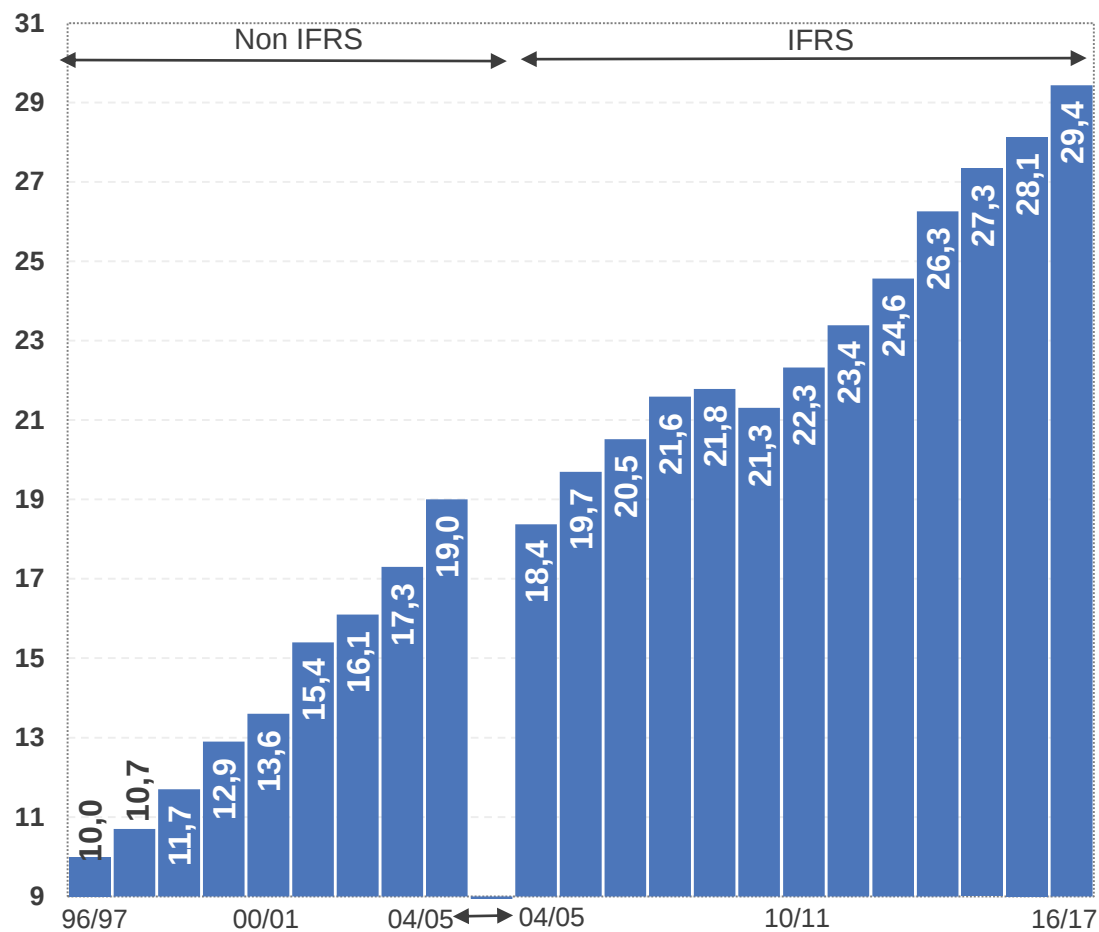
- IGE+XAO's highlights for 2016/2017
- IGE+XAO's 6 key points

Licenses sold as of 31/07/2017: 88 595



Global turnover

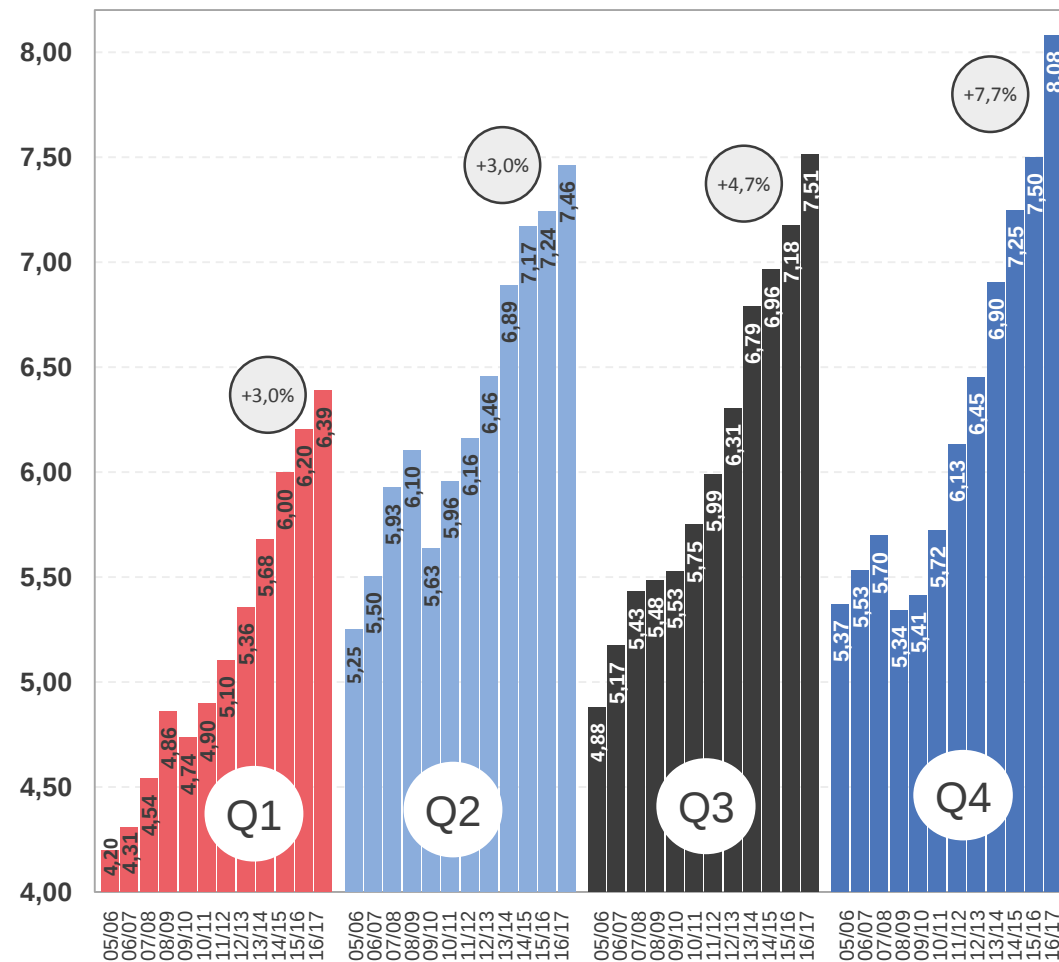
in M € - per fiscal year - as of July 31st



29,4

+4,7%

Turnover by quarter - in M €



• South Europe

FRANCE

ATR – Franco-Italian aircrafts manufacturer, for Harness Design.
NIDEC – Alternators manufacturer, use the Comodata solution.
COMECA – Major actor in the Industry, Energy, Infrastructures, Commercial buildings and Transport sectors. COMECA is one of the European leaders in the electrical equipment industry.
THALES AIR SYSTEMS – Thales Air Systems is a company specializing in defense systems using surface radars (for the navy, the air force and the army) as well as air traffic control systems and Radars.
CREALIS – Supplier to the chemical industry, specializing in custom filling and packing.
RAPIDO CAMPING CAR – RAPIDO has evolved from a quality French brand into a European group, becoming a market leader in motor homes.
SYNERLINK- ARCIL – Synerlink S.A. (ex-Arcil S.A.) designs, manufactures and integrates complete ultra-clean packaging lines for spoonable and spreadable dairy products, as well as fruit-based desserts.
VOIES NAVIGABLES DE FRANCE – Voies navigables de France (VNF) manages, operates, modernizes and develops the largest European network of inland waterways.
LATECOERE SERVICES – LATECOERE Services has partnered the majority of international projects in the aeronautical and space and surrounding area.

SPAIN

SINAP PROYECTOS DESARROLLOS – Engineering dedicated to implement projects, specially oriented to meet the needs of customers, minimizing costs and execution times and trying to maximize the benefits of the project results.
PAYLOAD AEROSPACE – PLD Space is a European startup that is developing space technologies to provide suborbital and orbital commercial launch services, dedicated to small payloads and nanosatellites.
AKYUREK TECHNOLOGY SPAIN – Company manufacturing machineries for post-harvest cereal, pulse, seed and oilseed food processing technology industry since 1973. Akyurek Technology has grown with its partners to International Seed Conditioning Equipment supplier and still leading the way to dominate the world standards for seed commodities in 5 continents.
HARINERA VILAFRANQUINA – Company specialized in the manufacture of wheat flour and meal with 3 factories with more than 190.000 TM of storage capacity.
OXYSER – Company dedicated to design, manufacture and service in oxyfuel, plasma and laser machinery with more than 35 years of experience in sectors such as automotive, ships, railway, eolic energy, etc.
FRANCO DOLFINI – Engineering, consulting of automation projects for systems developments for companies transforming the plastic by blowing, injection or thermoformed.

ITALY

Siemens Postal, Parcel & Airport Logistic SRL – Solutions for the port, airport and postal logistics.
Selex SPA – Flight Simulators and UAV systems.
Avio Group – Components and systems for aerospace propulsion
Mecaer Aviation Group – Integrated solutions for systems and equipment
BMB SPA – Injection moulding machines.
Foton Lovol Group – Agricultural tractor manufacturer.
Vulcanair SPA – Aircraft manufacturer.
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.
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
NIDEC ASI – One of the world's leading suppliers of the complete electrical package which includes electric power and control systems, electric motors and generators, LV and MV drives and a precise Power Supply and Power Quality components. Each solution is tailored to client life cycle requirements and guarantees performance, reliability and safety
FANDIS SPA – One of the most specialised Italian companies in the production of state-of-the-art solutions for screening systems and for environment temperature control and management systems in industrial and professional fields
DAYCO EUROPE SRL – Global leader in the research, design, manufacturing and distribution of essential engine products, drive systems and services for automobiles, trucks, construction, agriculture and industry
COLIGROUP SPA – Offers a full range of customized packaging solutions, to meet the most diverse food and medical industry requirements.

GREECE

TEMAK SA – Water treatment and Desalination systems.
EVIOP TEMPO SA – Venture factory for Siemens.
INNOVATION SYSTEMS – Robotic systems & Machinery.
THERMOTRON – Machinery manufacturer. METKA SA – Big Construction company.
ENAYSIS & MECANICA – Engineering offices

CYPRUS

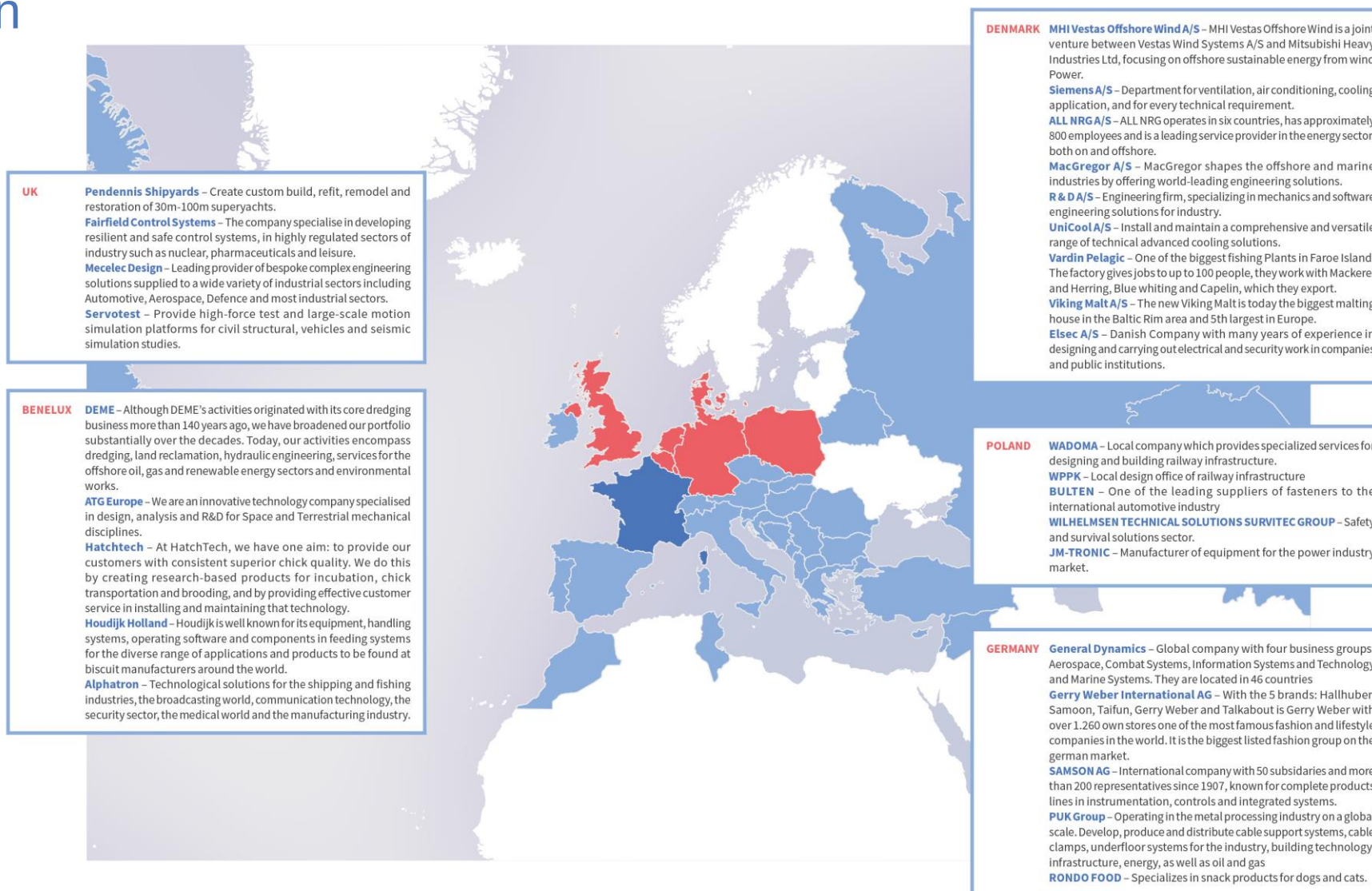
LANITIS (COCA COLA) CYPRUS – Soft drinks & Juices production.

TURKEY

Ektam Makine – Biggest beverage factory manufacturer in Türkiye.
Ereğli Demir Çelik (Erdemir) – Biggest steel manufacturer in Türkiye
Maxion İnci Jant – One of the biggest wheel manufacturers in Türkiye



• North and Eastern Europe



- Asia & Americas

CANADA **OPTEL VISION** – Now a Certified B Corporation, OPTEL is a leading multinational provider of traceability systems, and its mission is to use its innovative technologies to create a better world through responsible capitalism. The company's renowned solutions ensure the quality of consumer health products and help stop counterfeiting of pharmaceuticals and medical devices throughout the world.

BOCCARD CANADA – Since 1918 Boccard has been a major player both in France and throughout the world in the design and construction of increasingly productive and innovative industrial plants. Boccard, Ensemblier Industriel, is a global plant and process solutions leader offering expertise in Engineering, Manufacturing, Construction and Maintenance with over 3500 employees in 34 countries.

SCP AUTOMATION – SCP Automation offers engineering, project management and industrial process automation solutions for a variety of industries. The SCP Automation team uses its know-how and knowledge to optimize and maximize customer's productivity.

USA **US-ITER** – US ITER is a DOE Office of Science project hosted by Oak Ridge National Laboratory in Tennessee. Partner labs are Princeton Plasma National Laboratory and Savannah River National. The US is a partner nation in ITER, an unprecedented international collaboration of scientists and engineers working to design, construct, and assemble a burning plasma experiment that can demonstrate the scientific and technological feasibility of fusion power for the commercial power grid.

LEITNER-POMA – Leitner-Poma of America offers a complete line of cable transport systems, including surface lifts, chairlifts, gondolas, MiniMetro® urban transport, trams, inclined elevators, industrial trams, etc. Poma has installed aerial and surface systems all over the world and has established its position as a market leader.

CHINA **158 Zhong hang guangdian** – Aircraft harnesses.
DFSK – Automotive industry.
Midea – Air conditioners.

Comptes annuels consolidés de l'exercice 2016/2017 (en normes IFRS)*

Un bon exercice 2016/2017

Chiffre d'affaires : + 4,7%

Résultat opérationnel : + 8,1%

Marge opérationnelle : 27%

En EUR	31/07/2017	31/07/2016	Evolution
Chiffre d'affaires	29 439 230	28 117 957	4,7%
Produits d'exploitation	30 346 976	29 378 772	3,3%
<i>dont Crédit Impôt Recherche</i>	896 546	1 205 758	-25,6%
Charges d'exploitation	-22 401 427	-22 029 530	1,7%
Résultat opérationnel	7 945 549	7 349 242	8,1%
Résultat de l'ensemble consolidé avant impôt	8 223 768	7 722 765	6,5%
Impôt sur les sociétés	-2 314 893	-2 213 018	4,6%
Résultat net de l'ensemble consolidé	5 857 121	5 511 854	6,3%
Résultat net part du Groupe	5 781 563	5 489 257	5,3%

Sur l'exercice 2016/2017, le Groupe IGE+XAO affiche une hausse du chiffre d'affaires de 4,7%. Cette croissance s'accompagne d'une évolution sensible de la rentabilité avec un résultat opérationnel qui atteint 7 945 549 euros, soit une marge de 27%** , et un résultat net de l'ensemble consolidé de 5 857 121 euros portant la marge nette à 19,9%***. Cette évolution est d'autant plus remarquable qu'elle intervient dans un contexte de baisse de 25,6% du montant du Crédit Impôt Recherche.

Concernant la Recherche et Développement, l'activité a été dynamique avec un effort particulier porté sur les logiciels de conception et de fabrication des armoires et câblages électriques en trois dimensions, de maintenance et de recherche de pannes sur le Cloud et de gestion avancée des catalogues de matériels électriques.

Sur le début de l'exercice en cours et en ligne avec les deux derniers trimestres de l'exercice 2016/2017, IGE+XAO constate une évolution favorable de l'activité qui devrait se poursuivre sur le 1er trimestre avec une croissance estimée au-dessus de 10%. Compte tenu du modèle économique du Groupe cette bonne tendance s'accompagnera d'un haut niveau de rentabilité.

* Les comptes consolidés ont été arrêtés par le Conseil d'administration du 25 octobre 2017 et seront soumis à l'approbation de l'Assemblée Générale Annuelle.
 ** Marge opérationnelle : résultat opérationnel / chiffre d'affaires
 *** Marge nette : résultat net / chiffre d'affaires

- Profit & loss
- Balance sheet
- Cash Flow

En milliers €	31/07/2017	31/07/2016	Evolution
Chiffre d'affaires	29 439	28 118	4,7%
Total produits d'exploitation	30 347	29 379	3,3%
<i>Dont Crédit Impôt Recherche</i>	897	1 205	-25,6%
Achats et charges externes	-6 559	-6 293	4,2%
Charges de personnel	-14 940	-14 688	1,7%
Impôts et taxes	-468	-443	5,6%
Dotations amortissements et provisions	-434	-606	-28,4%
Total Charges d'exploitation	-22 401	-22 030	1,7%
Résultat opérationnel	7 946	7 349	8,1%
Résultat financier	278	374	-25,7%
Résultat de l'ensemble consolidé avant impôt	8 224	7 723	6,5%
Impôt sur les sociétés	-2 315	-2 213	4,6%
Résultat net de l'ensemble consolidé	5 857	5 512	6,3%
Résultat net part du Groupe	5 782	5 489	5,3%

Actif en milliers €

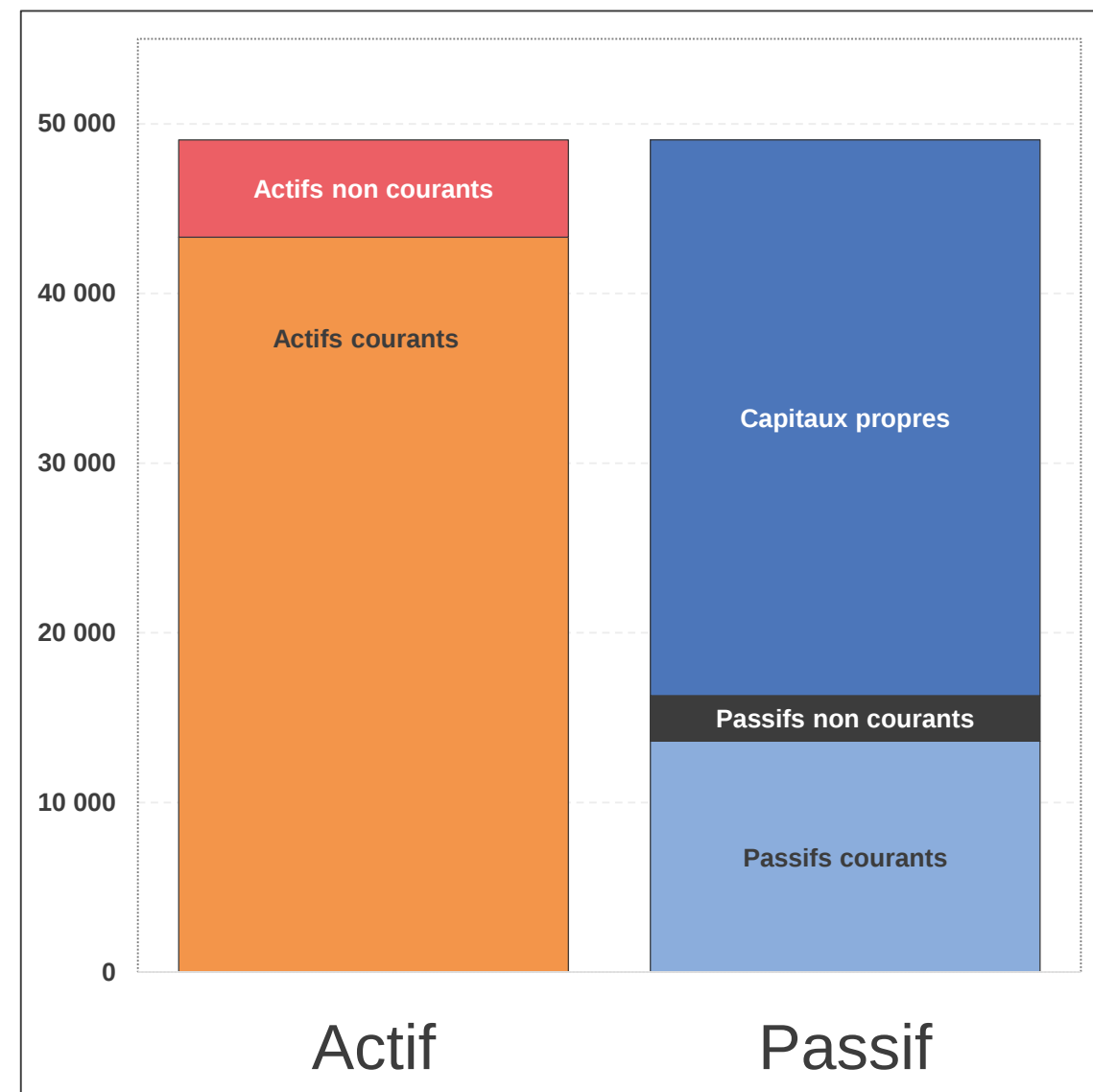
31/07/2017 31/07/2016

Actifs non courants	5 725	5 725
Actifs courants	43 323	45 065
<i>Dont Disponibilités</i>	30 906	33 944
TOTAL	49 048	50 790

Passif en milliers €

31/07/2017 31/07/2016

Capitaux propres	32 743	36 535
Passifs non courants	2 685	2 430
Passifs courants	13 620	11 825
<i>Dont PCA</i>	7 327	6 441
TOTAL	49 048	50 790



En milliers €	31/07/2017	31/07/2016
Résultat net - porteurs de CP de la Société	5 782	5 489
Flux net de trésorerie généré par l'activité	6 679	6 031
Flux net de trésorerie généré par les opérations d'investissement	-398	-350
Flux net de trésorerie généré par les opérations de financement	-9 294	-1 996
Variation de trésorerie brute	-3 014	3 685
Incidences des variations du taux de change	-24	-96
Augmentation (diminution) de la trésorerie	-3 038	3 589
Trésorerie en début d'exercice	33 944	30 355
Trésorerie en fin de période	30 906	33 944
Variation de trésorerie nette	-3 038	3 589

- IGE+XAO's highlights for 2016/2017
- IGE+XAO's 6 key points

Our business

Our organization

Our portfolio

Our financials

Our strategy

Our fundamentals

Our business

Our organization

Our portfolio

Our financials

Our strategy

Our fundamentals

- In:

- Computer Aided Design (CAD),
- Product Lifecycle Management (PLM),
- Simulation.

- Dedicated to:

- Electrical installations,
- System design.

- For:

- All type of industries.



Aerospace



Automotive



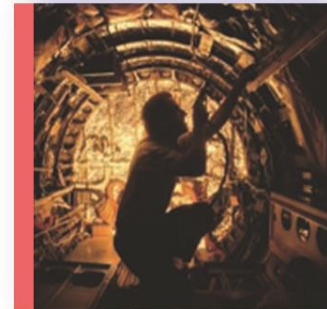
Railway



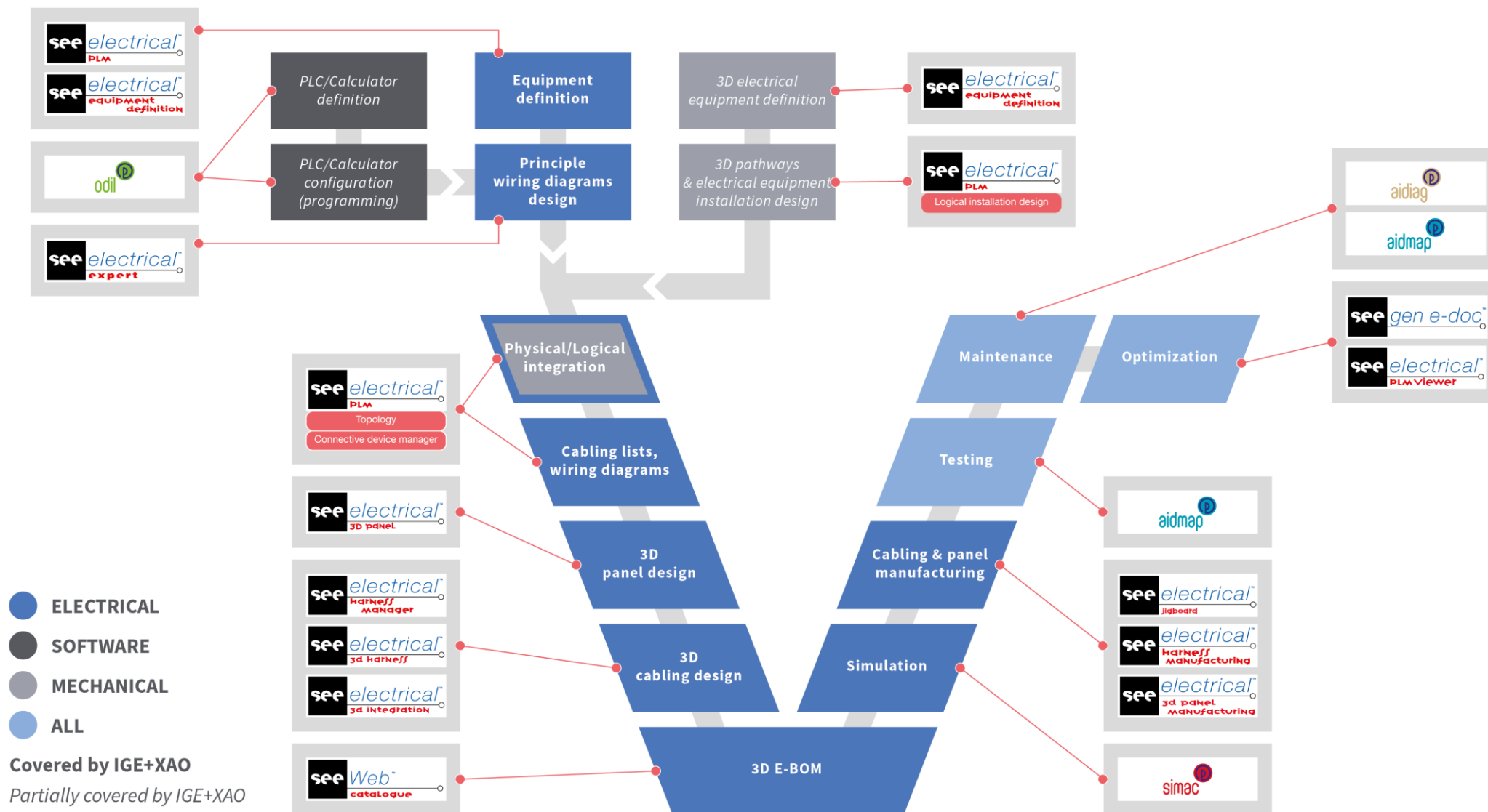
Shipbuilding

Equipment
& MachineryAutomation
& PlantPower Generation
& Energy

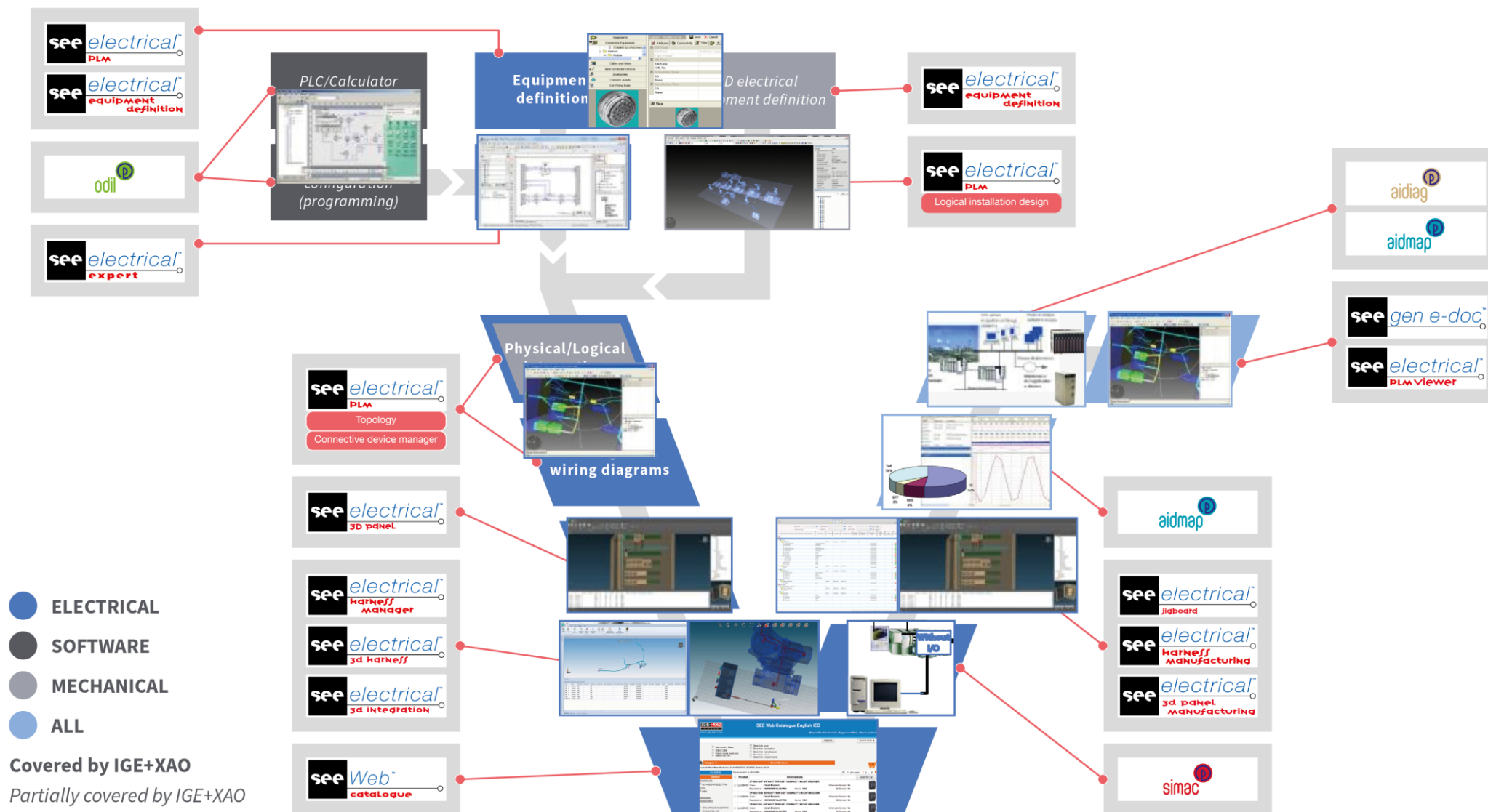
Construction



• Electrical "V" & "W" cycles



• Electrical "V" & "W" cycles



Our business

Our organization

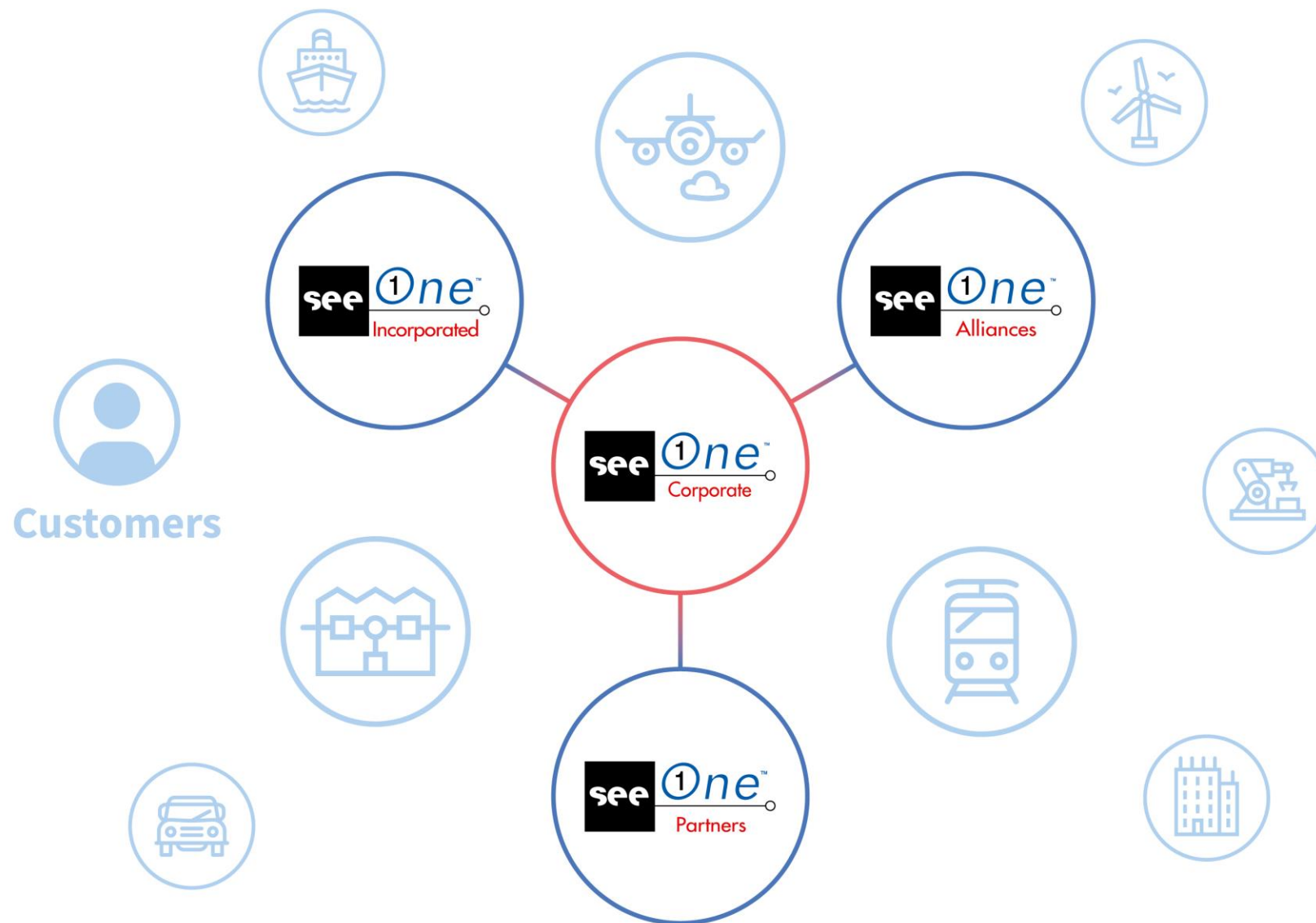
Our portfolio

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Our fundamentals

A global extended enterprise organization based on 4 business units



20 consolidated
commercial
subsidiaries in 21
countries
representing 30
sites



SALES & CUSTOMER SUPPORT
30 sites in 21 countries

CANADA
— Montréal

USA
— Lewisville

BRAZIL
— Taubaté

FRANCE
— Colomiers – Headquarters
— Châtillon
— La-Chapelle-Sur-Erdre
— Marseille
— Seyssins
— Templemars
— Valenciennes

SPAIN
— Madrid

UK
— Nuneaton

BELGIUM
— Brussel

DENMARK
— Birkerød

NETHERLANDS
— Heerlen

GERMANY
— Mönchengladbach
— Rastatt

SWITZERLAND
— Biel / Bienn

ITALY
— Bergamo

GREECE
— Thessaloniki

BULGARIA
— Sofia

POLAND
— Kraków

RUSSIA*
— Moscow

MOROCCO
— Casablanca
— Tangers

TUNISIA
— Ariana

TURKEY
— Istanbul
— Bursa

INDIA**
— Bangalore

CHINA
— Nanjing

*Russia: branch office
**India: created on 19th,
December 2016

3 joint companies



11 technology partners

SOGECCLAIR



CATIA V5

SOLIDWORKS



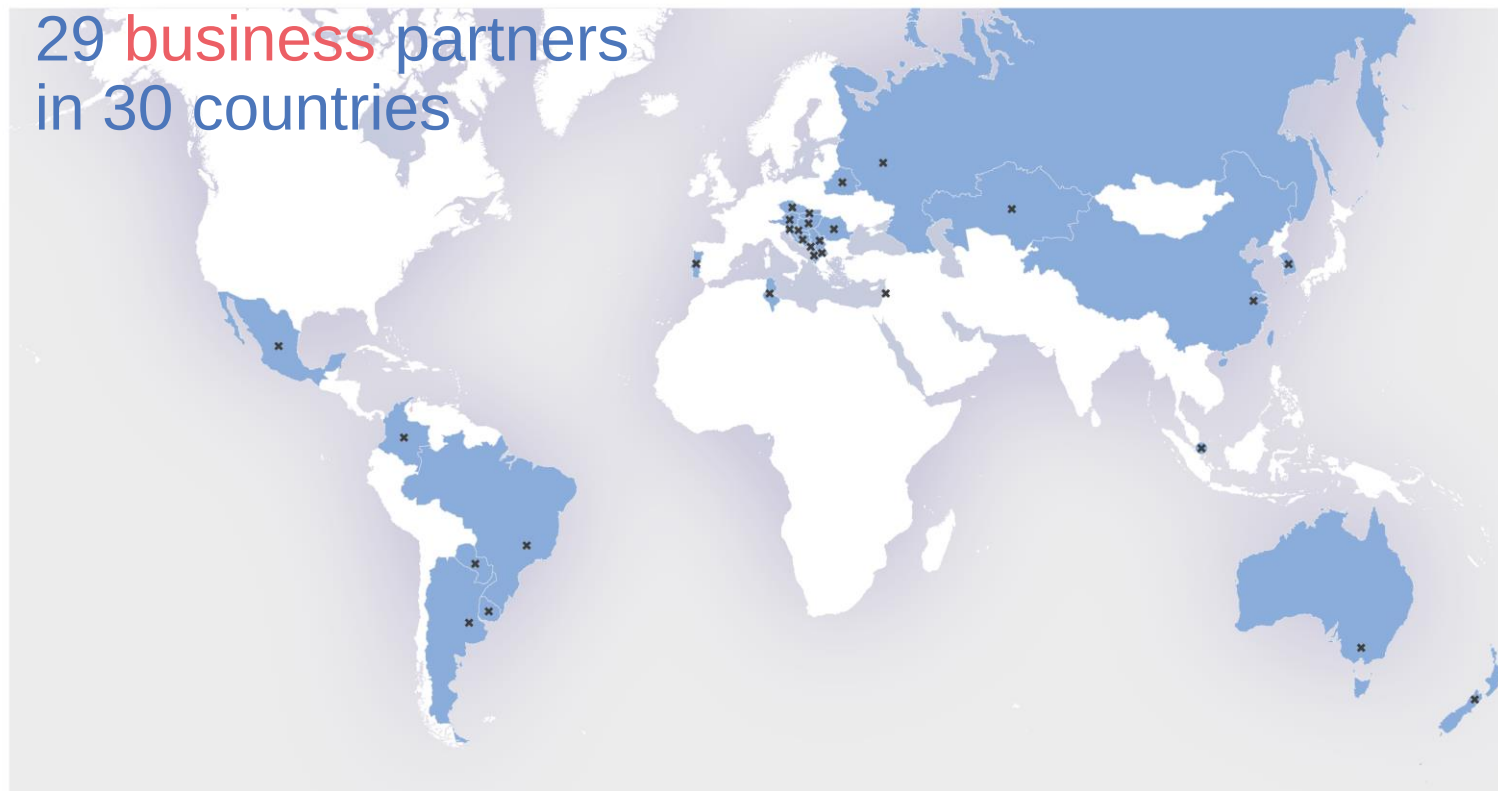
Weidmüller



SIEMENS PLM SOFTWARE



29 business partners in 30 countries



29 BUSINESS PARTNERS in 30 countries

MEXICO
— Mediatec

COLOMBIA
— ENERSA Ltda

BRAZIL
— EGV Software Ltda

PARAGUAY
ARGENTINA
URUGUAY
— Gliston S.A.

PORTUGAL
— SA – Soluções em Automação S.A.

TUNISIA
— H2M Technologies

AUSTRIA
— X KEY GmbH

CZECH REPUBLIC
SLOVAKIA
— Softmarket s.r.o

CROATIA
BOSNIA & HERZEGOVINA
SERBIA
MONTENEGRO
SLOVENIA
MACEDONIA
KOSOVO
ALBANIA
— ib-CADdy d.o.o

ROMANIA
HUNGARY
— PRO Electric

LEBANON
— Progress Engineering & Trading Enterprises

BELARUS
RUSSIA
KAZAKHSTAN
— Dipaul

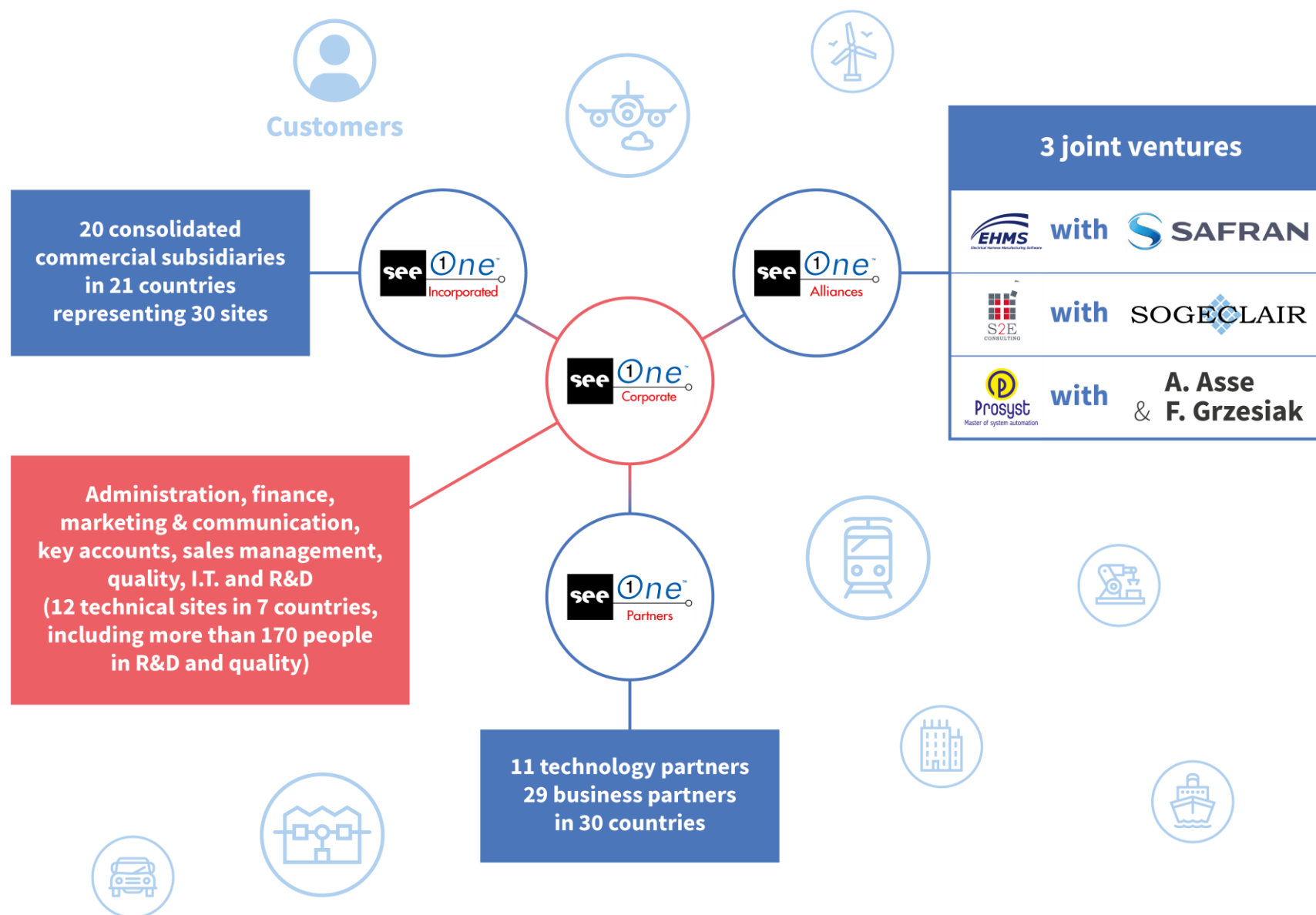
CHINA
— Beijing Pushiwanyou
— Beijing Real Winner Control Technology Co Ltd
— Beijing Shuohe
— BeijingXinGongCheng
— ChangShaBoXin
— ChongQingYaoZheng CO., LTD.

— HangZHou WeiShi
— LuoYang Fei Xiang CO., LTD.
— Nanjing Bite
— Nanjing Glaway Software
— ShangDongQiRuiSheng
— ShangHaiWeiLing
— ShenYang HanGuang
— WuHan YaoZheng

SOUTH KOREA
— CITopia Co

SINGAPORE
— GIM Solutions Pte Ltd

AUSTRALIA
NEW ZEALAND
— Desktop EDA



Our business

Our organization

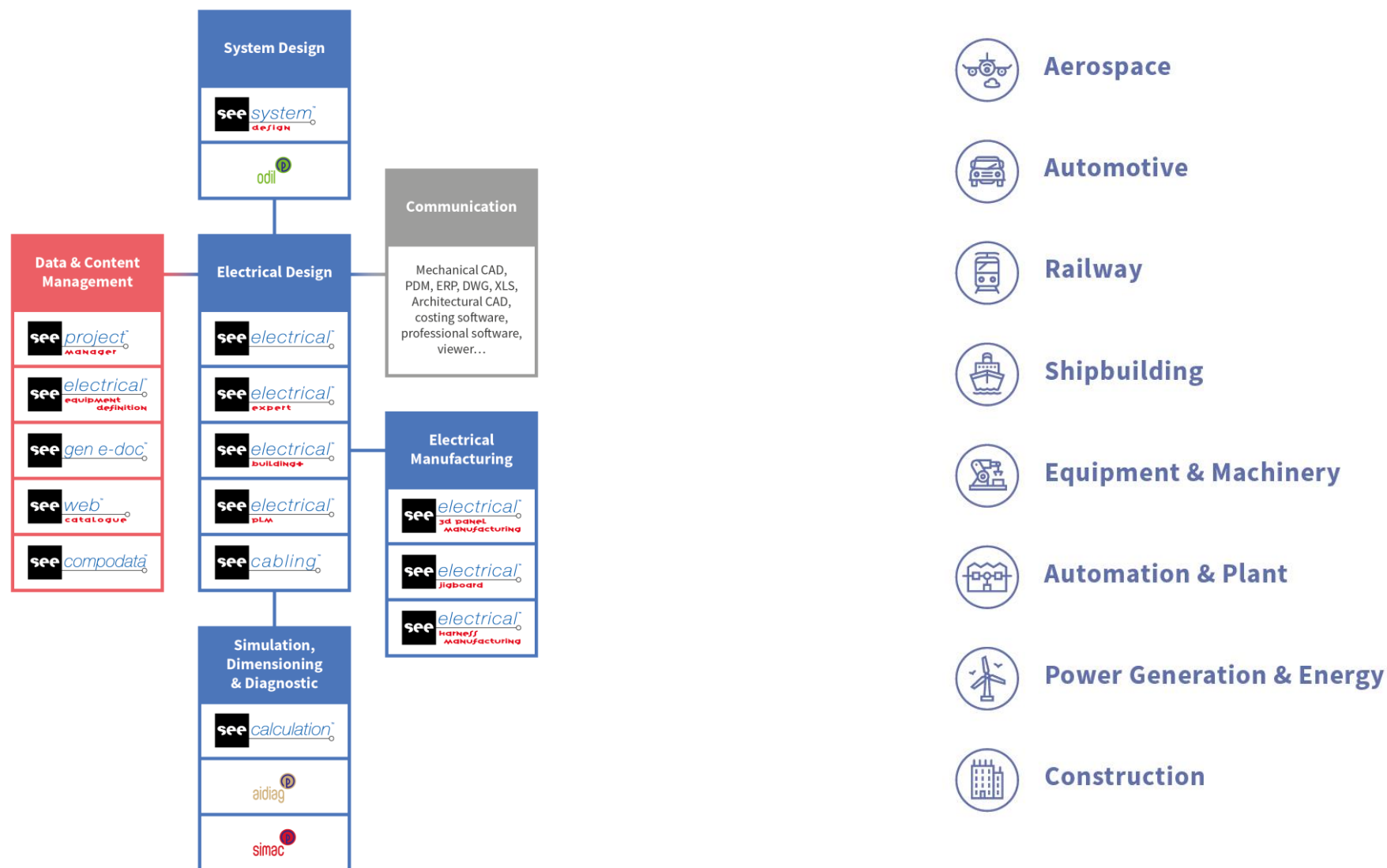
Our portfolio

Our financials

Our strategy

Our fundamentals

- 18 products, 6 domains & 8 strategic markets



- 4 levels of added-value services



Our business

Our organization

Our portfolio

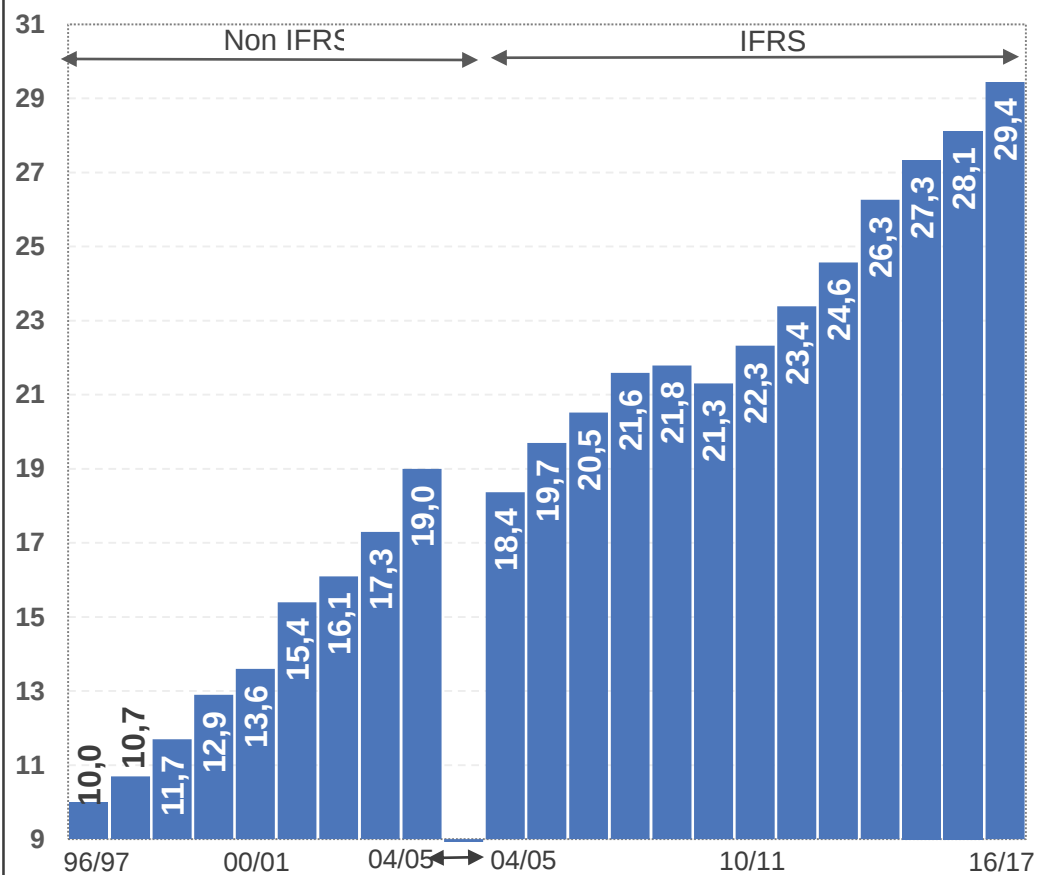
Our financials

Our strategy

Our fundamentals

Global turnover

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

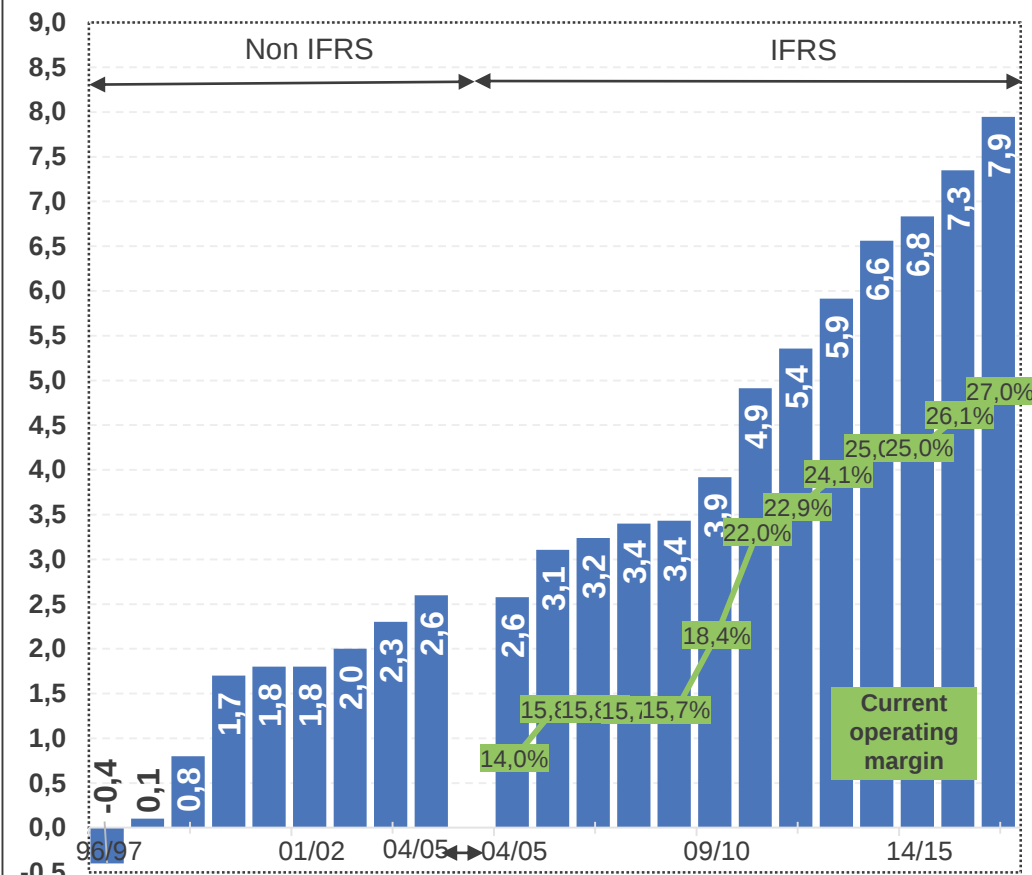


29,4

+4,7%

Current operating income

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



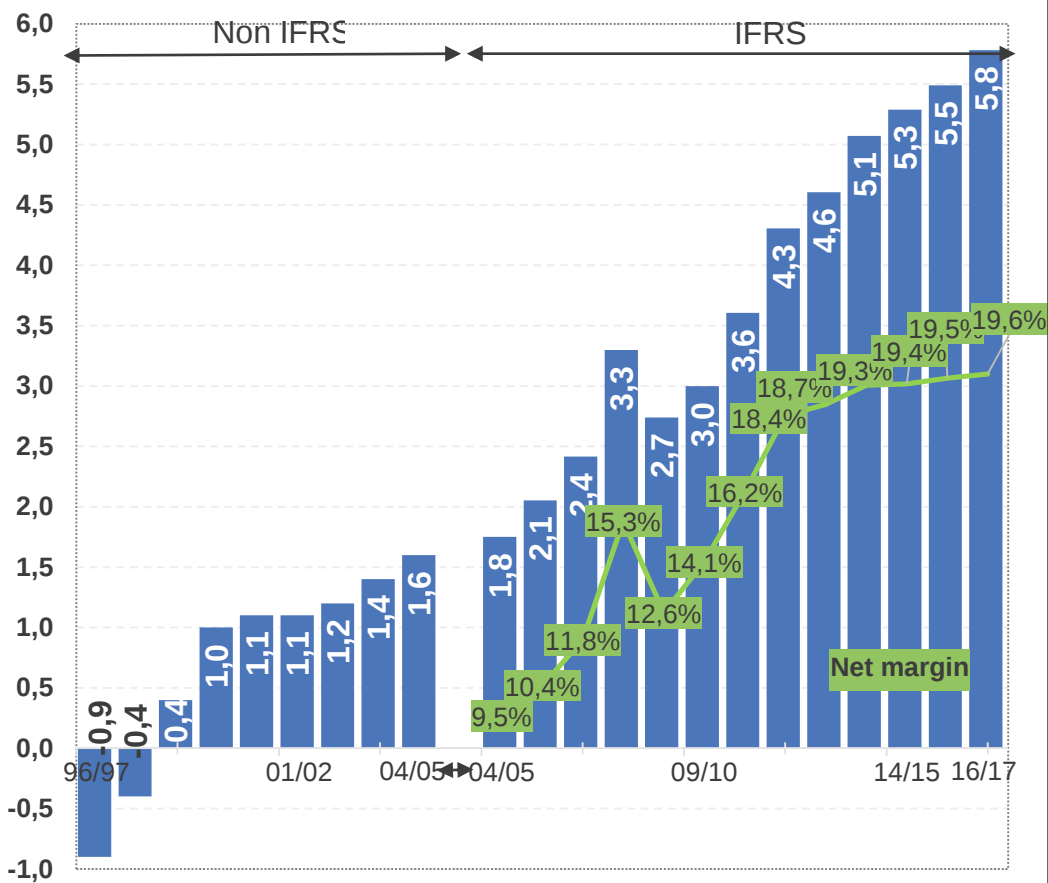
7,9

+8,1%

27,0 %

Net income

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



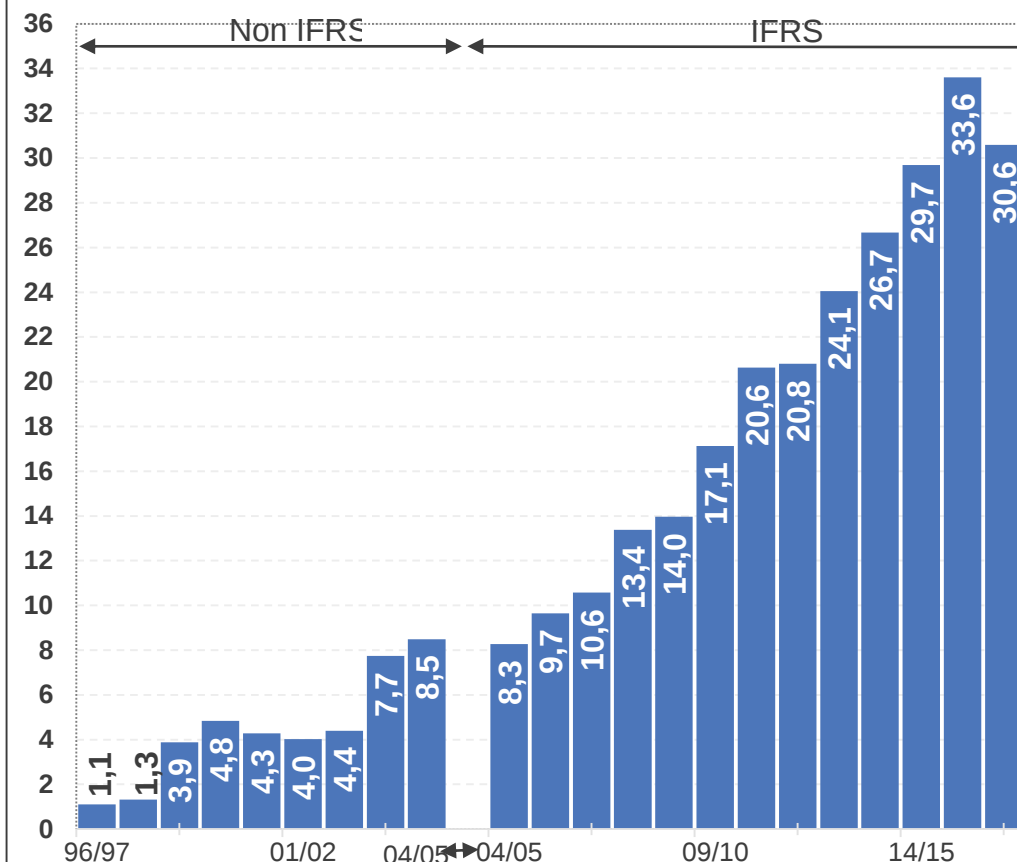
5,8

+5,3%

19,6
%

Net cash

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



30,6

-9,0%

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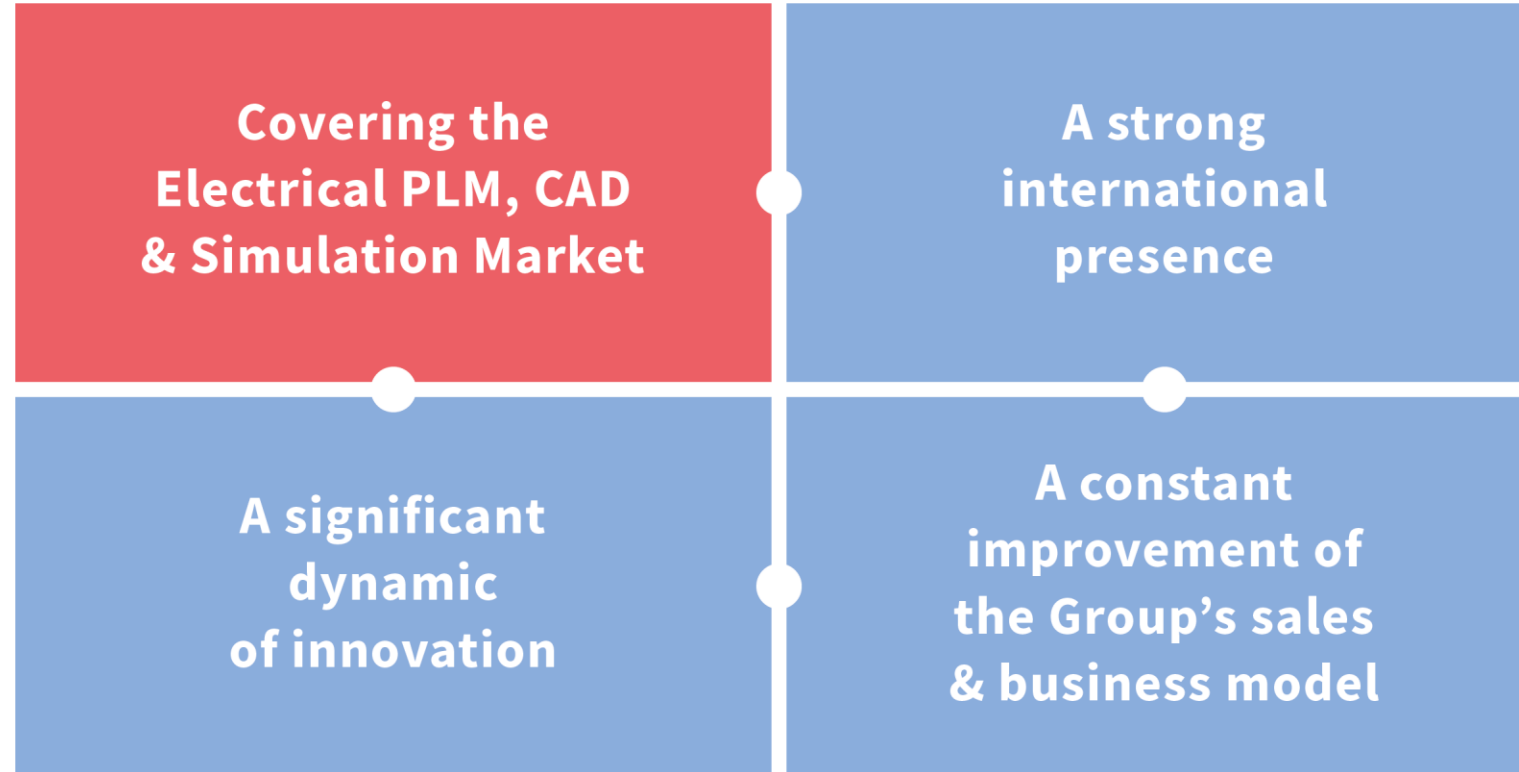
Our strategy

Our fundamentals

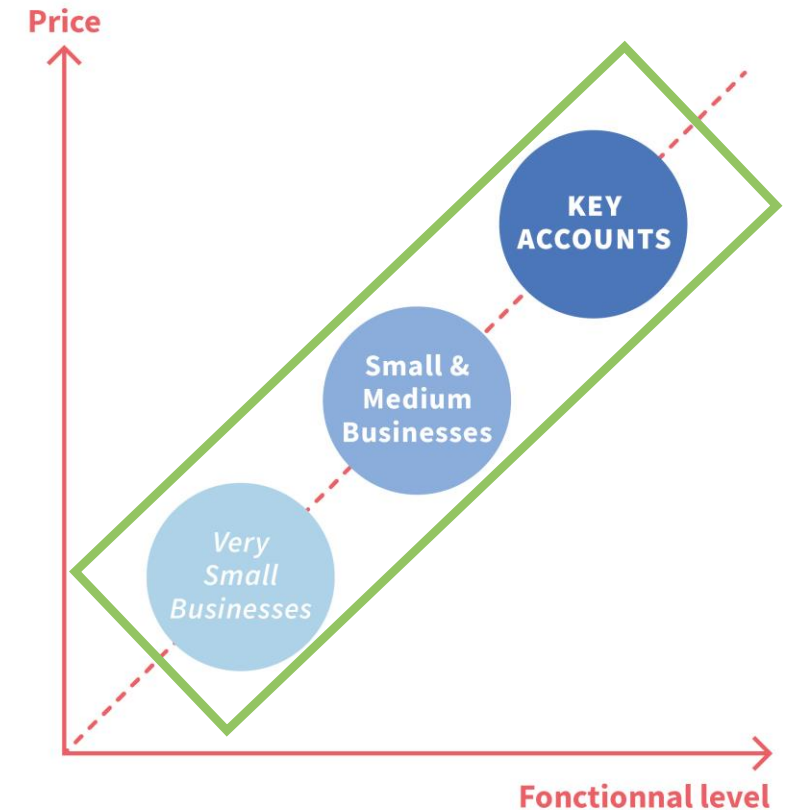
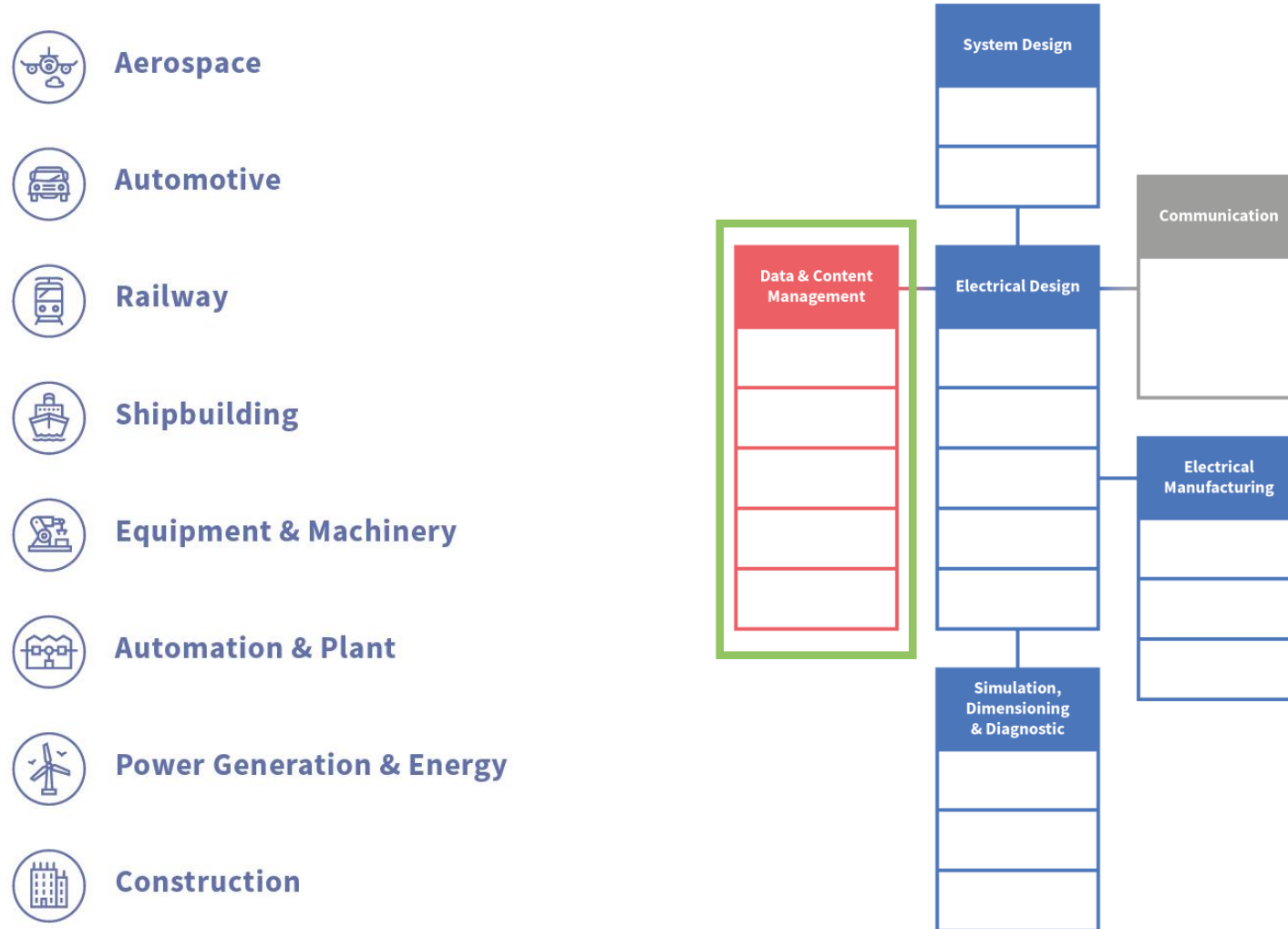
A corporate strategy based on 4 points:



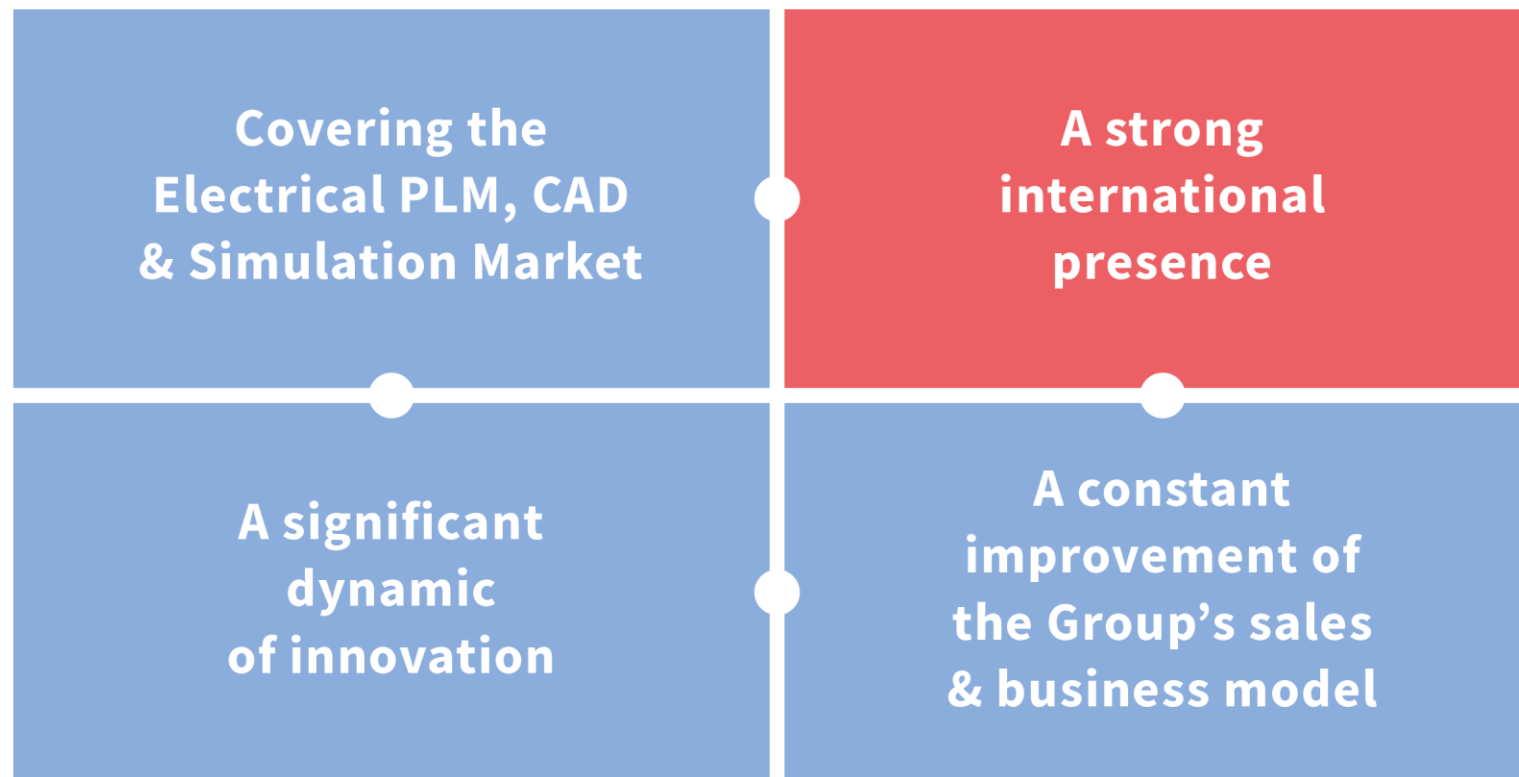
A corporate strategy based on 4 points:



- 18 products, 6 domains & 8 strategic industries and 3 levels of offers



A corporate strategy based on 4 points:



S INTERNATIONAL SUPPORT
7 sites in 7 countries

+ HEAD OFFICE
Colomiers

I R&D
7 countries

● SALES & CUSTOMER SUPPORT
30 sites in 21 countries

✕ 29 BUSINESS PARTNERS
in 30 countries

MEXICO
— Mediatec

COLOMBIA
— ENERSA Ltda

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— Beijing Real Winner Control Technology Co Ltd
— Beijing Shuohe
— Beijing XinGongCheng
— ChangShaBoXin
— ChongQingYaoZheng CO., LTD.

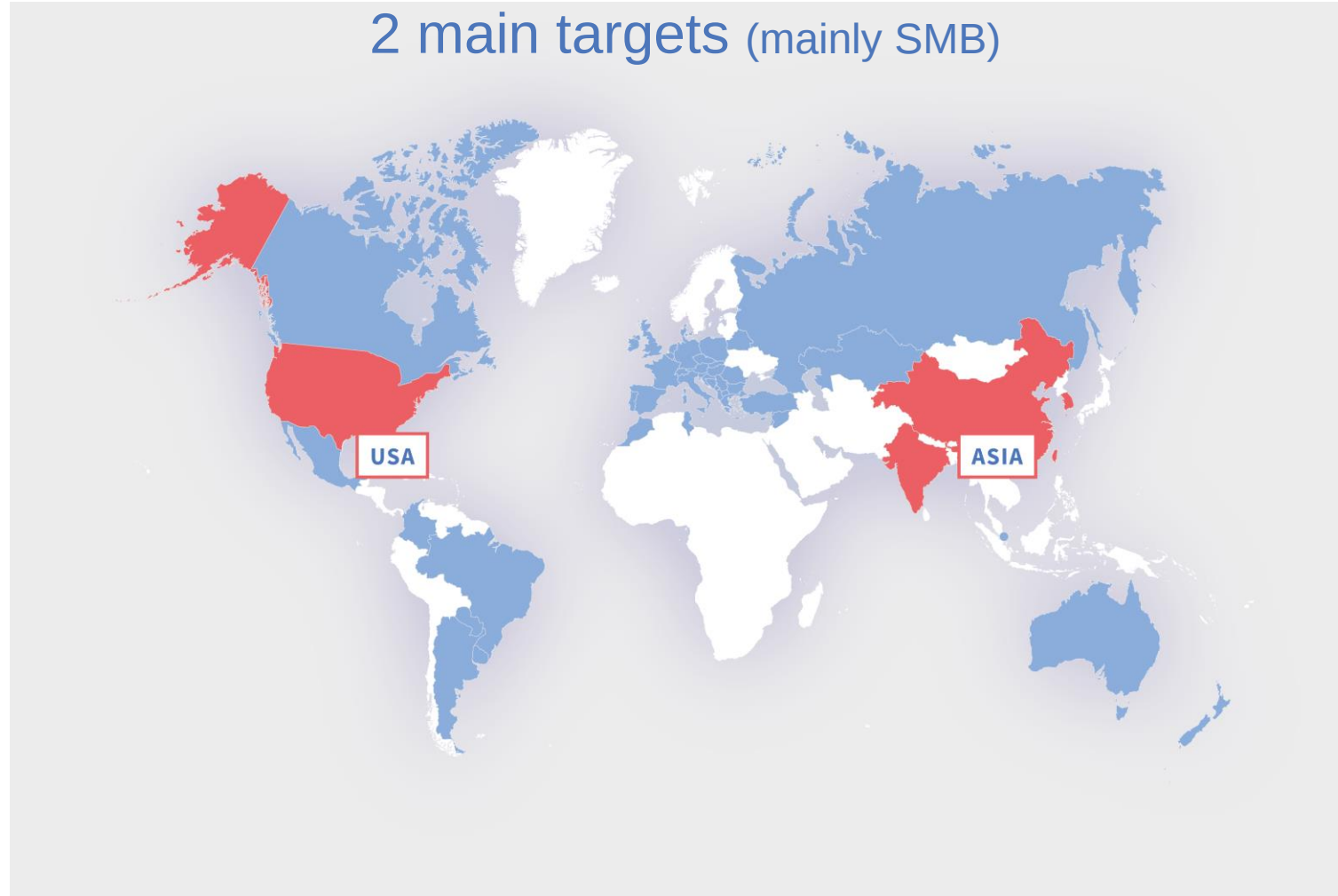
— HangZhou WeiShi
— LuoYang Fei Xiang CO., LTD.
— Nanjing Bite
— Nanjing Glaway Software
— ShangDongQiRuiSheng
— ShangHaiWeiLing
— ShenYang HanGuang
— WuHan YaoZheng

SOUTH KOREA
— CITopia Co

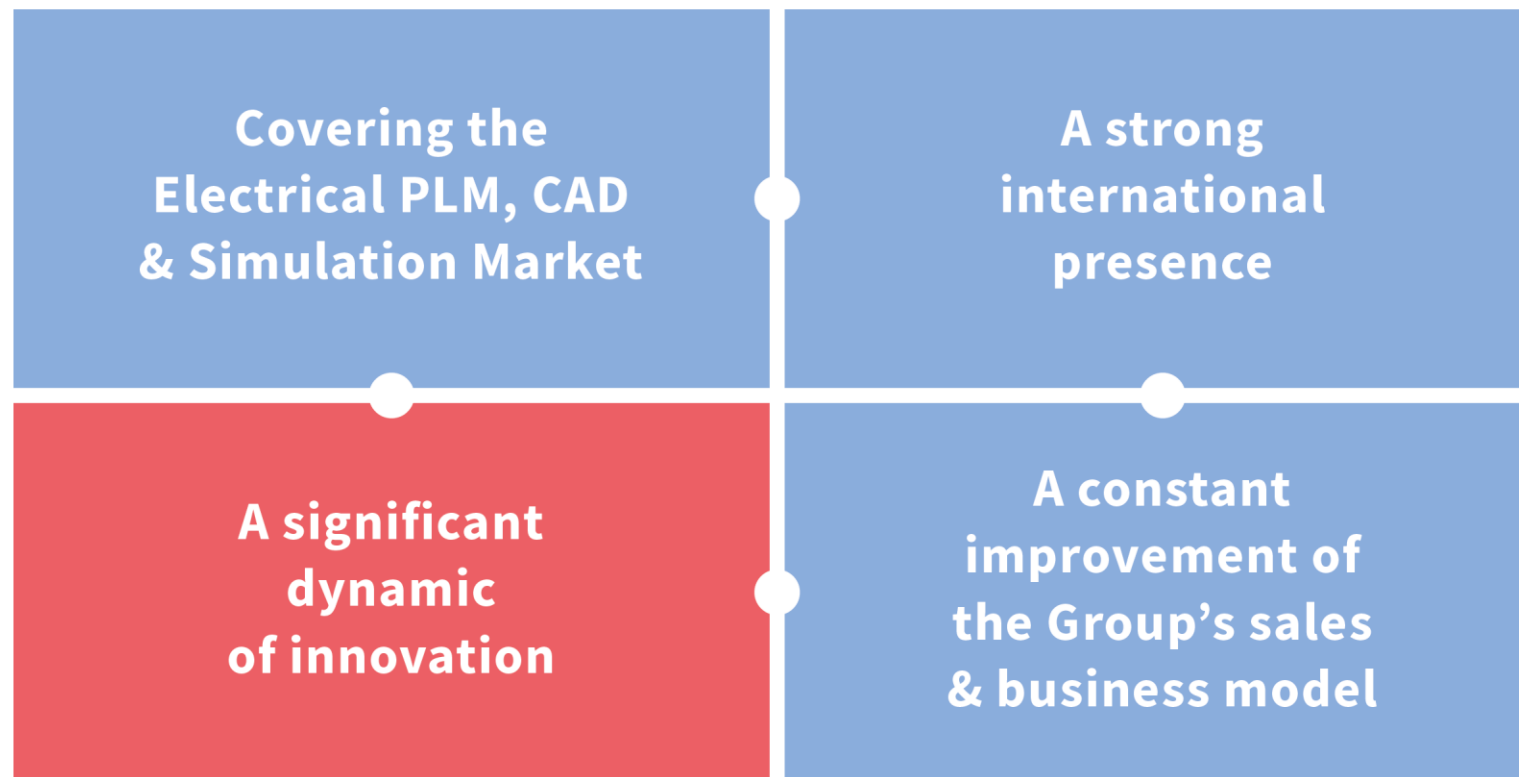
SINGAPORE
— GiMSolutions Pte Ltd

AUSTRALIA
NEW ZEALAND
— Desktop EDA

2 main targets (mainly SMB)



A corporate strategy based on 4 points:

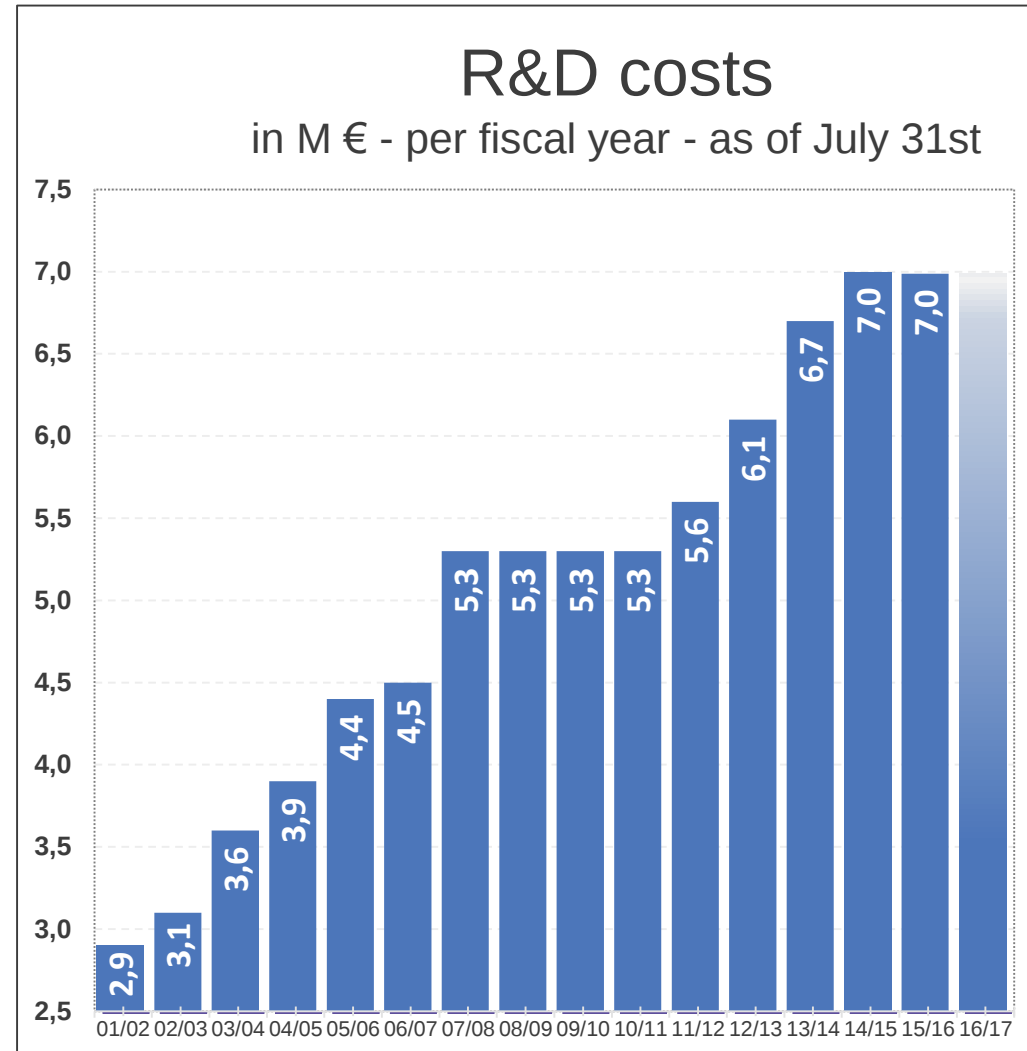


- R&D investments representing more than 25% of the turnover

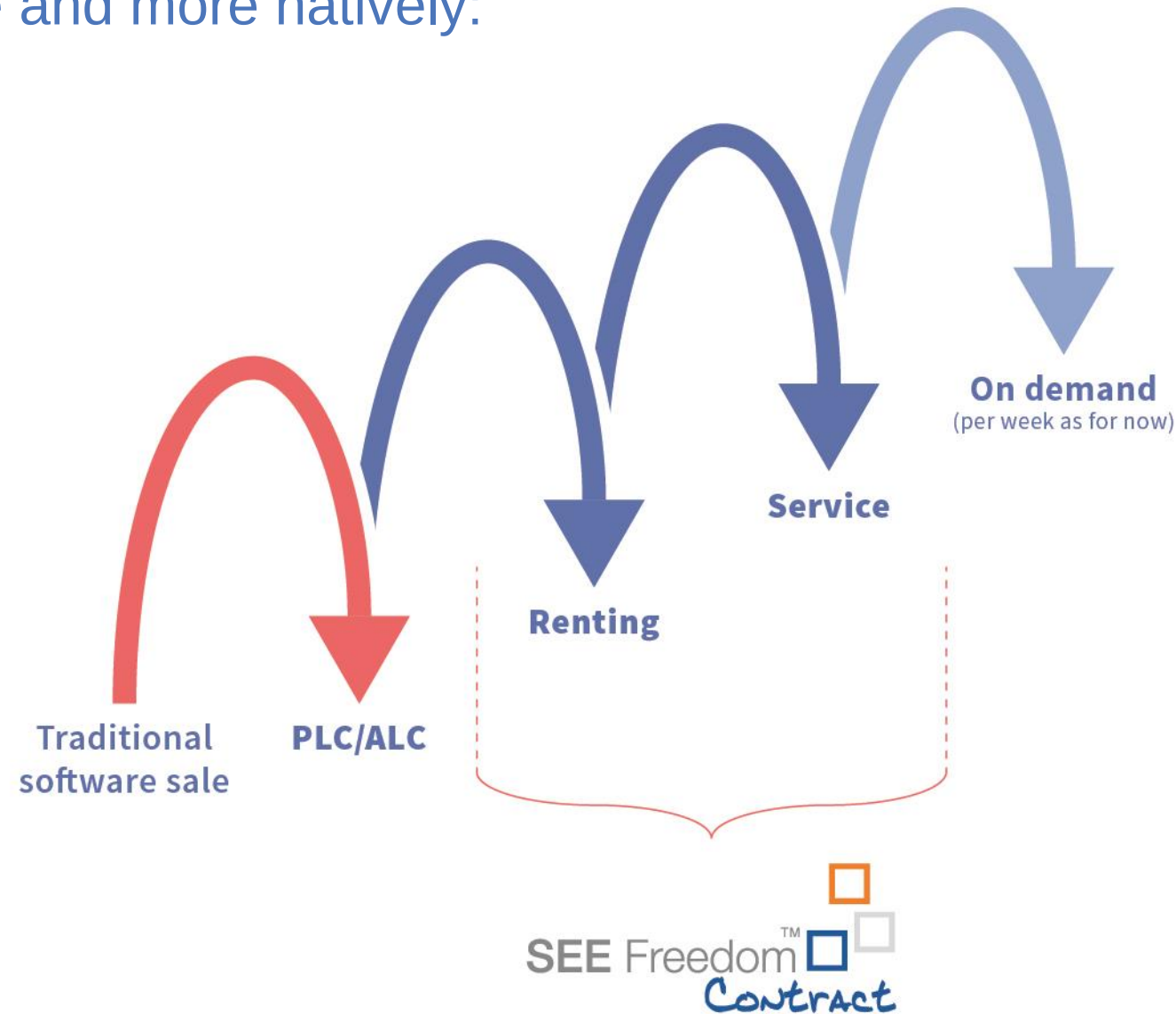
- E-CAD
- E-PLM
- E-Simulation
- E-Manufacturing
- E-Content

- Collaborative

- 3D
- Web
- Integration



- New products more and more natively:
 - PLC/ALC
 - Freedom



- Digital
- Web
- Social networks



IGE+XAO IGE+XAO
GROUP 7 mois

IGE + XAO are participating in the Hannover fair being held in Germany between the 24th and 28th April 2017. Come and meet us on stand K18 in hall 6. Stay connected to our Facebook event :

Hannover Fair 2017
facebook.com

4 j'aime

IGE+XAO GROUP

Construisons l'avenir du PLM, de la CAO et de la Simulation Électriques

Édito

Chères lectrices, chers lecteurs,

L'activité du quatrième trimestre (mai à juillet) annonce une rentrée dynamique. Cette dynamique, nous voulons la partager avec vous. Aussi, nous vous proposons de nous rencontrer à partir d'octobre sur les salons SEPEM Angers et Interclima afin de découvrir nos nouveautés produits.

Je vous souhaite une bonne lecture,

Alain Di Crescenzo
PDG du Groupe IGE+XAO

Chiffre d'affaires consolidé du 4e trimestre 2016/2017

	en millions d'euros	2016	2017	2017 > 2016
1^{er} trimestre 1 ^{er} août - 31 octobre		6 263 871	6 387 351	2017 > 3,0%
2^e trimestre 1 ^{er} novembre - 31 janvier		7 239 969	7 459 731	2017 > 3,0%
3^e trimestre 1 ^{er} février - 30 avril		7 175 296	7 512 826	2017 > 4,7%
4^e trimestre 1 ^{er} mai - 31 juillet		7 499 071	8 040 204	2017 > 7,8%
sur 12 mois 1 ^{er} août - 31 juillet		28 117 918	29 439 262	2017 > 4,7%

[Lire la suite](#)

Salons

SEPEM Industries Angers
10-12 octobre 2017
Stand D6

Interclima+Elec
Parc des Expositions Paris Nord - Villepinte
7-10 novembre 2017
Hall 2 - Stand F71

[Lire la suite](#)

Formations

Formations d'octobre à décembre 2017
Découvrez le planning des formations dispensées par nos experts.

[Lire la suite](#)

Actualités

Le Groupe IGE+XAO remporte l'appel d'offres du CHU de Nantes
Les logiciels SEE Electrical Expert et SEE Project Manager ont nettement devancé les offres concurrentes et ont été choisis.

[Lire la suite](#)

Trucs & astuces

SEE Electrical Expert
Comment obtenir une astuce à chaque ouverture de SEE Electrical Expert ?

[Découvrez la réponse](#)

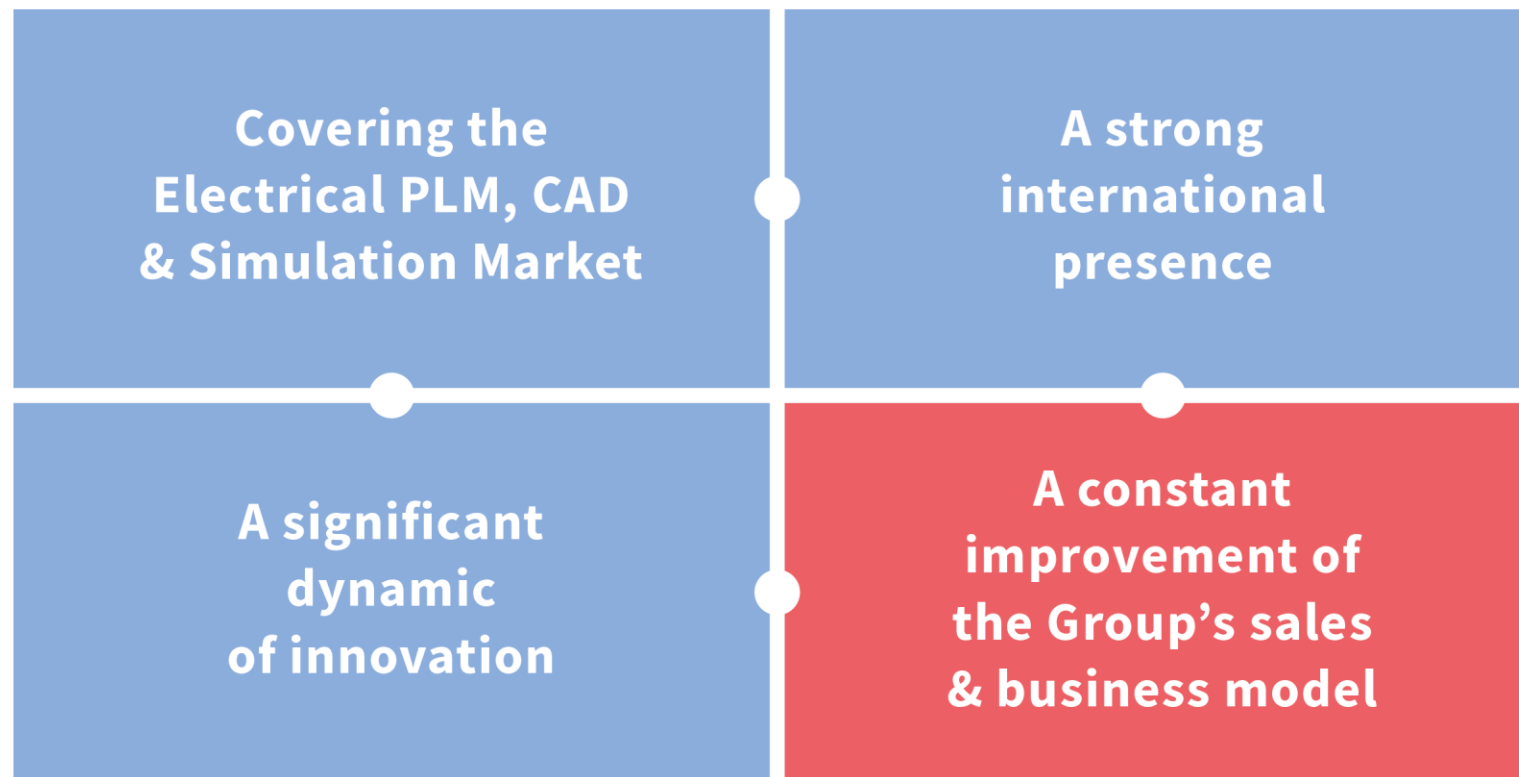
IGE+XAO GROUP

IGE+XAO France
16 Bd Dédot de Séverac
CS 90322
31773 Colomiers Cedex

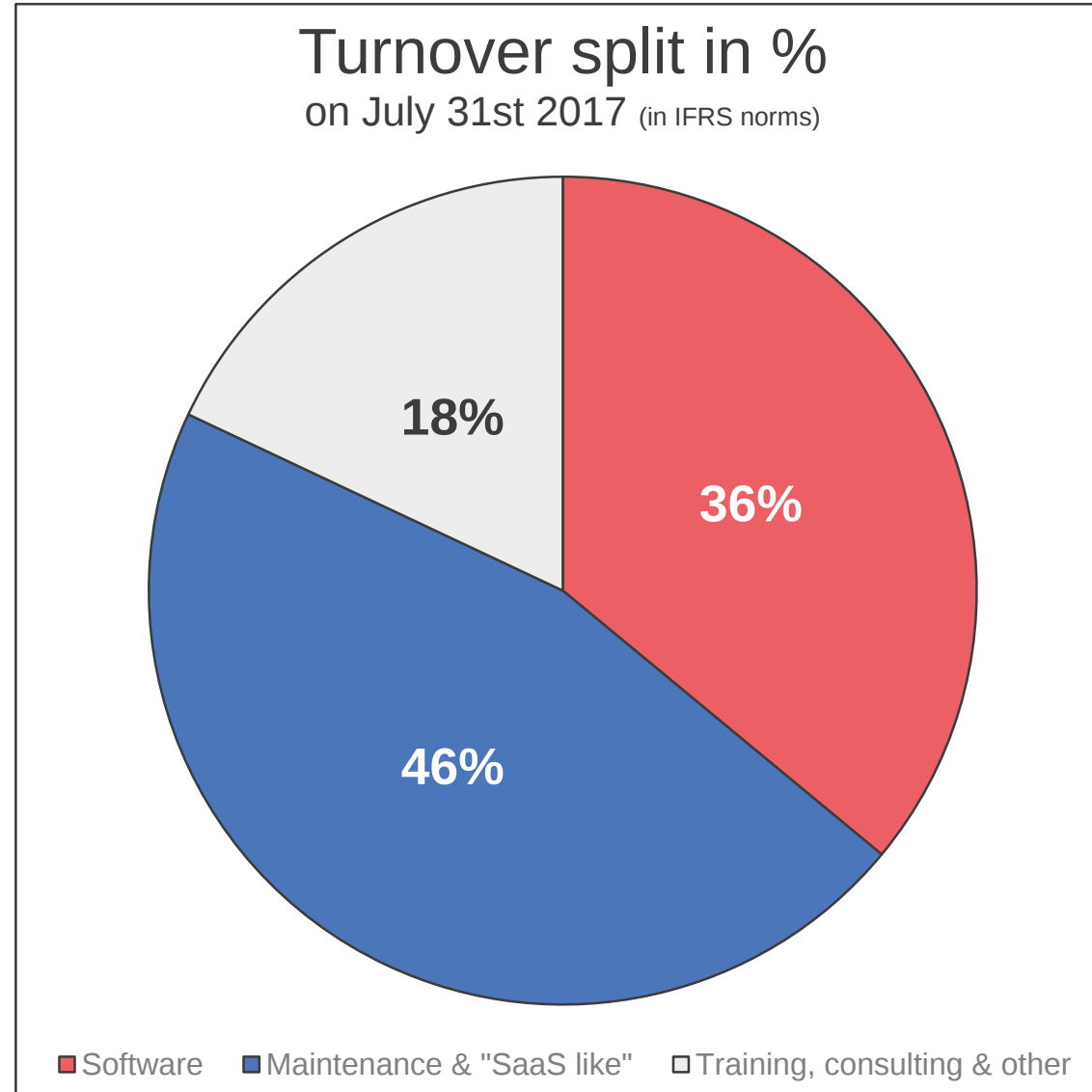
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E. info@ige-xao.com
www.ige-xao.com

Version en ligne
Désabonnement

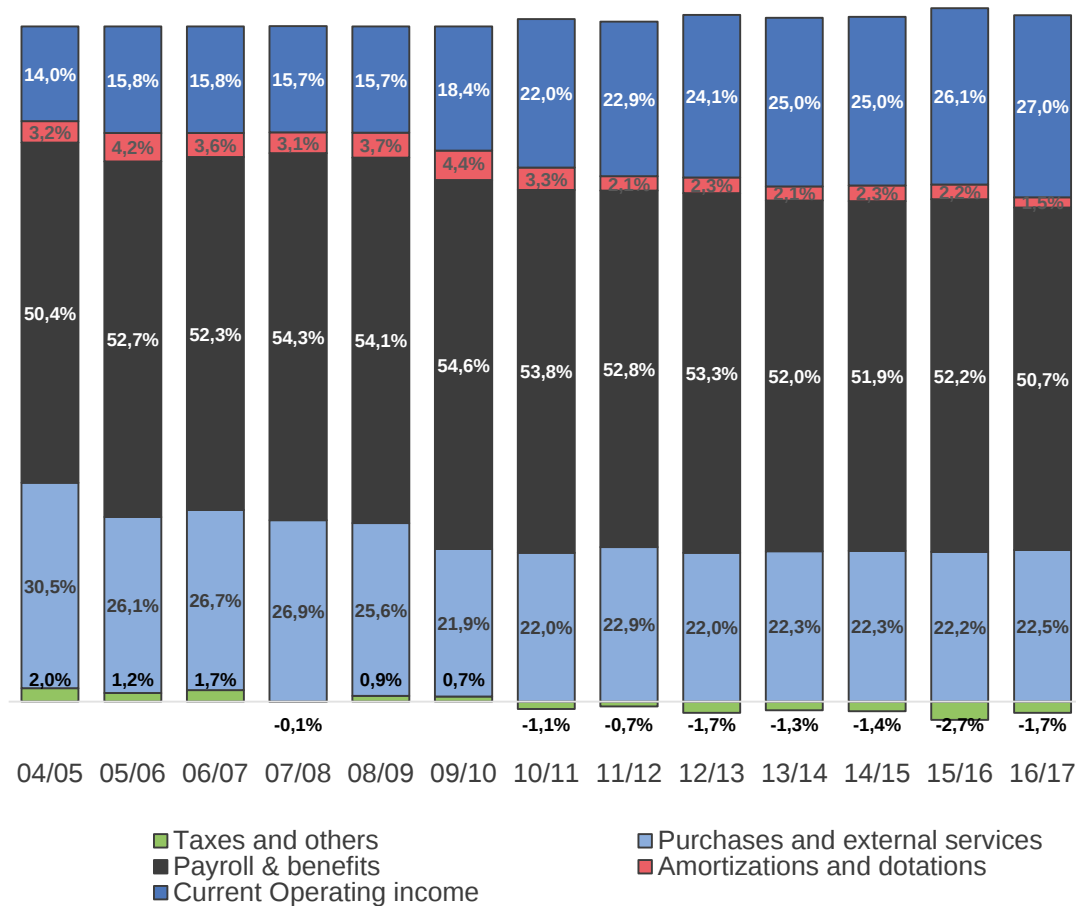
A corporate strategy based on 4 points:



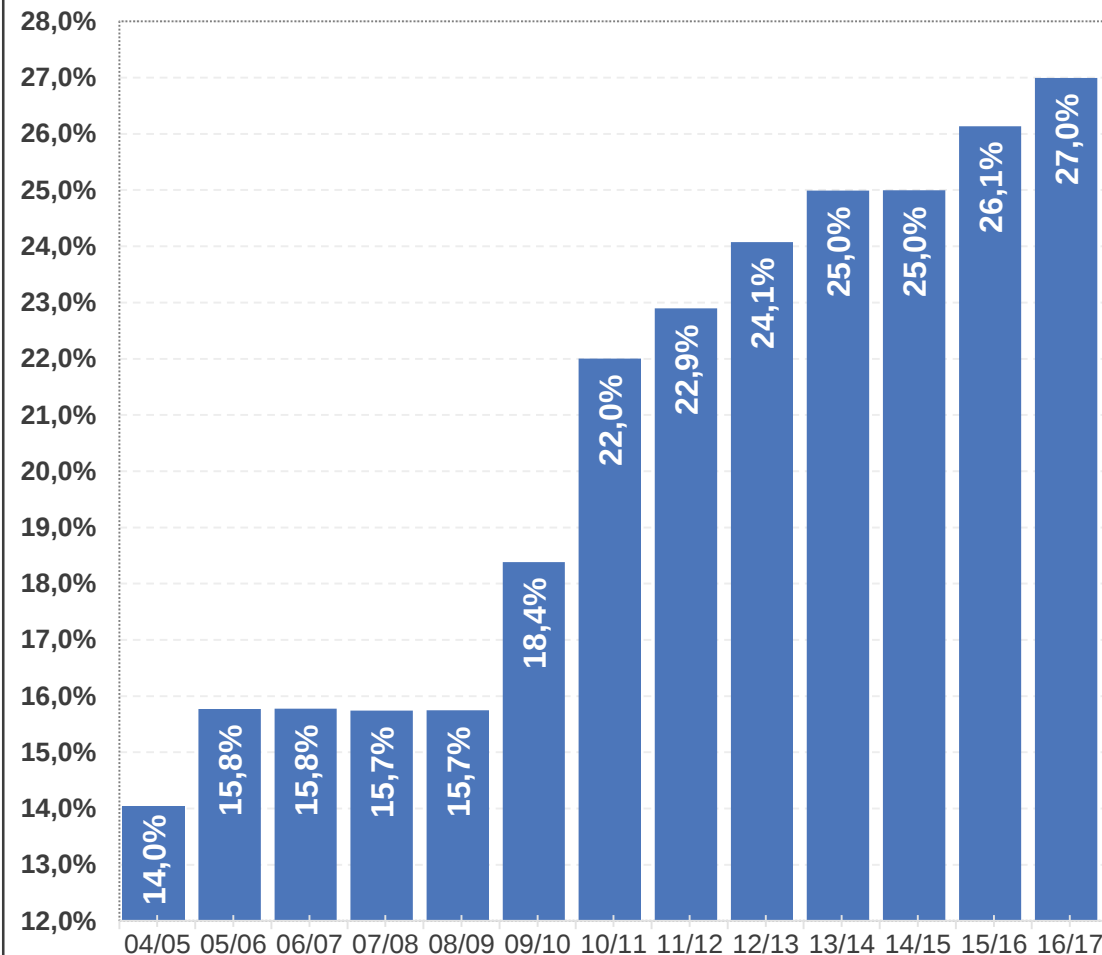
- Increasing Maintenance & "SaaS like" revenues



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)



Our business

Our organization

Our portfolio

Our financials

Our strategy

Our fundamentals

31 years of experience

31 years of expertise in Electrical CAD/PLM/Simulation

21 years of stock exchange listing



385 people dedicated to Electrical PLM, CAD & Simulation

88,595 licences for 41,080 customers

33 sites in 22 countries & 26 additional countries via partners

25% of the Group's turnover annually invested in R&D

Corporate Social Responsibility Program (ISO 26000 in progress)

Solid financial structure

Thank you !



Retrouvez toutes nos informations sur <http://www.ige-xao.com> rubrique « Investisseurs »

IGE+XAO GROUP

PRODUITS INDUSTRIES SERVICES SOCIÉTÉ **INVESTISSEURS** CONTACT

Investors

Dernières Actualités

Le Groupe IGE+XAO remporte l'appel d'offres du CHU de Nantes.

Agenda

Assemblée Générales

Rapports financiers Annuels

Présentations et rapports Investisseurs

Investisseurs

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- > Agenda de l'actionnaire
- > Assemblées générales
- > Information réglementée

INVESTISSEURS
Bienvenue dans la rubrique investisseurs du Groupe IGE+XAO

Nous sommes heureux de dédier cette rubrique à tout actionnaire et futur actionnaire, analyste financier ou simplement à tout internaute désirant obtenir des informations concernant la vie financière de notre Groupe: