

Investors meeting Fiscal year 2019

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13 February 2020

IGE+XAO
GROUP

Shaping the Future
of the Electrical PLM,
CAD and Simulation

- I. Focus on 2019 statements
- II. IGE+XAO: One business & 8 key points that make the difference
 - A. One business
 - B. 8 key points that make the difference
 - Our customers base
 - Our expertise & experience
 - Our market coverage
 - Our organisation
 - Our innovation
 - Our financials
 - Our belonging to Schneider Electric
 - Our fundamentals

I. Focus on 2019 statements

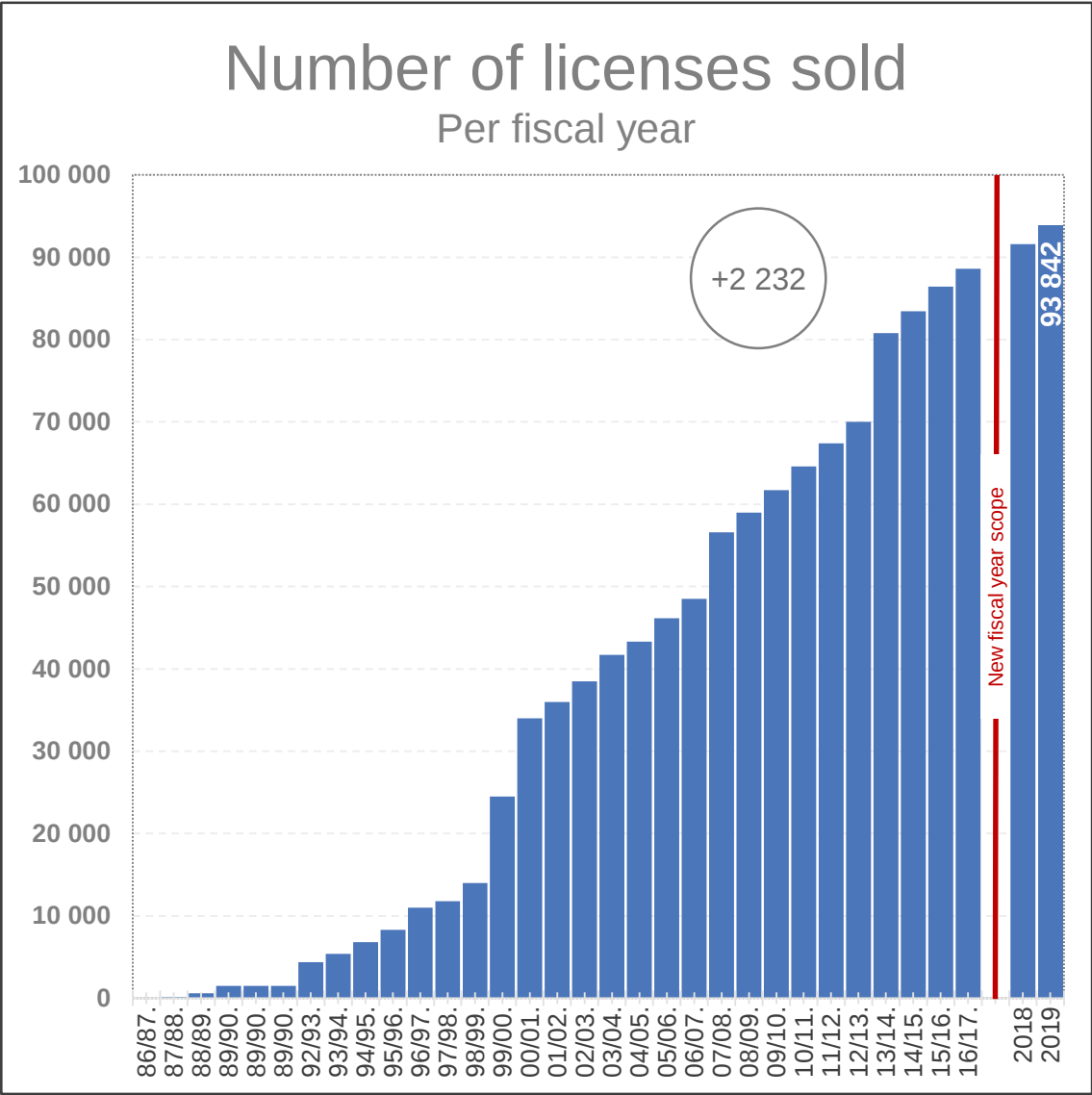
II. IGE+XAO: One business & 8 key points that make the difference

A. One business

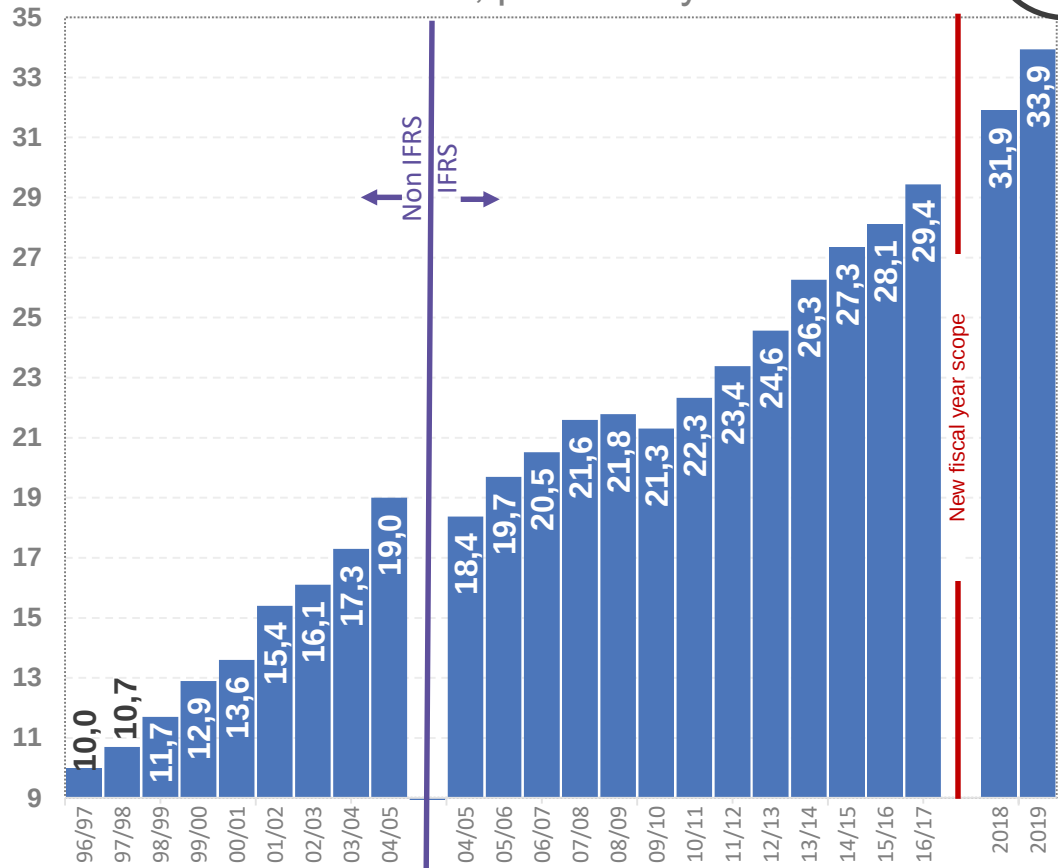
B. 8 key points that make the difference

- Our customers base
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Licenses sold as of 31/12/2019: 93 842

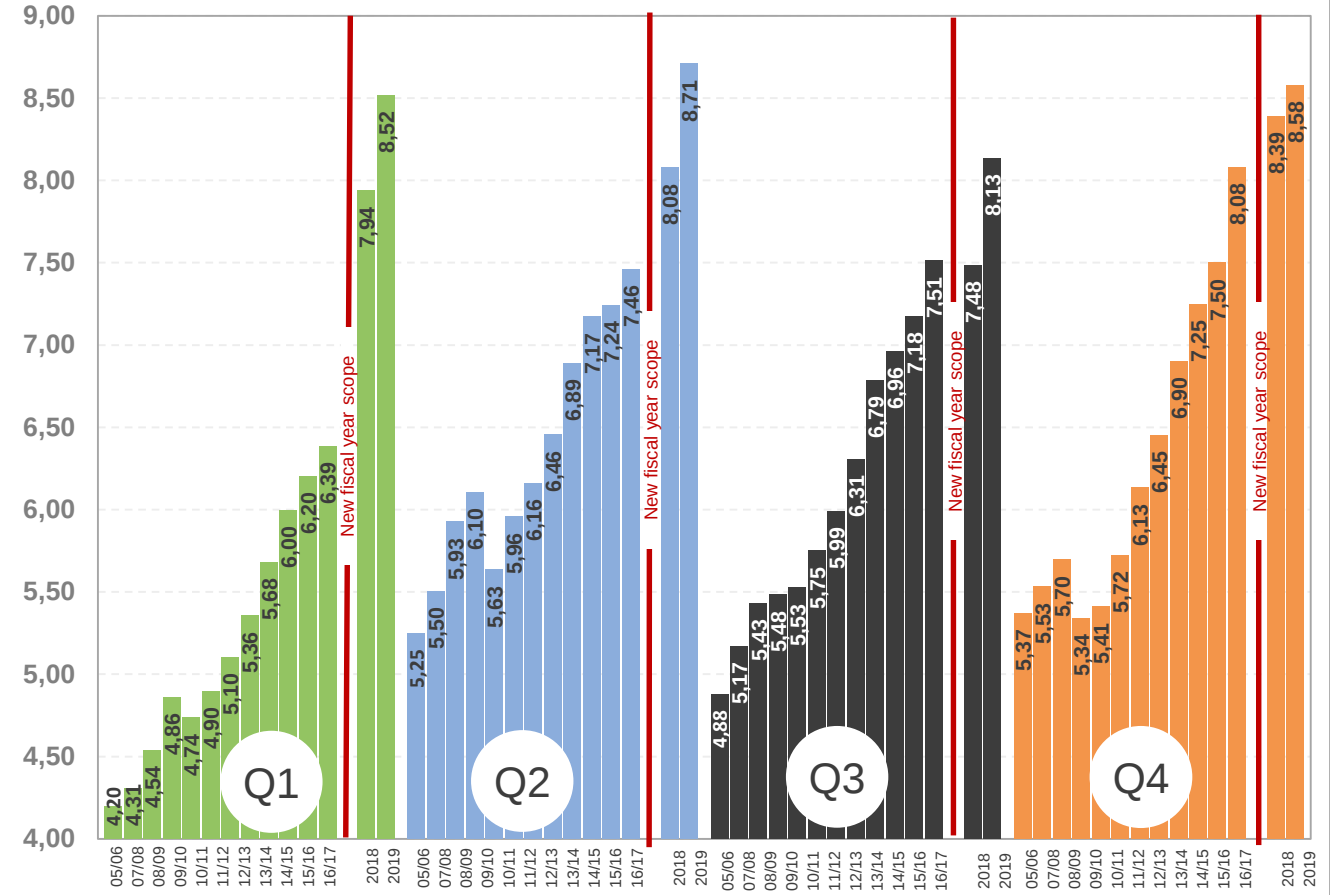


Global turnover in M €, per fiscal year



33.9

Turnover by quarter - in M €



Toulouse, le Groupe IGE+XAO annonce :
Comptes annuels consolidés de l'exercice 2019 (en normes IFRS)* et comptes consolidés pro-forma de l'année calendaire 2018

Une bonne année 2019 - **Rentabilité opérationnelle : 28,8%**

Compte de résultat consolidé en EUR	31/12/2019 audités 12 mois	31/12/2018 proforma 12 mois	Évolution %	31/12/2018 audités 17 mois	Chiffre d'affaires consolidé en EUR		31/12/2019 audités 12 mois	31/12/2018 audités 12 mois**	Évolution %
Chiffre d'affaires	33 933 804	31 886 483	6,4%	44 266 861	1 ^{er} trimestre	du 1 ^{er} janvier au 31 mars	8 516 322	7 937 004	7,30%
Résultat opérationnel	9 777 015	9 277 177	5,3%	12 664 988	2 ^e trimestre	du 1 ^{er} avril au 30 juin	8 707 173	8 076 291	7,80%
Résultat de l'ensemble consolidé avant impôt	9 677 775	9 463 158	2,3%	12 915 967	3 ^e trimestre	du 1 ^{er} juillet au 30 septembre	8 132 512	7 484 294	8,70%
Impôt sur les sociétés	- 2 586 032	- 2 631 245	5,3%	- 3 659 926	4 ^e trimestre	du 1 ^{er} octobre au 31 décembre	8 577 797	8 388 894	2,30%
Résultat net de l'ensemble consolidé	7 045 597	6 762 098	4,2%	9 203 955	Exercice	du 1 ^{er} janvier au 31 décembre	33 933 804	31 886 483	6,40%
Résultat net part du Groupe	6 901 764	6 606 543	4,5%	9 044 891					

Le chiffre d'affaires consolidé du Groupe IGE+XAO s'élève à 33 933 804 euros en 2019 contre 31 886 483 euros en 2018, soit une hausse de 6,4%. À périmètre constant, IGE+XAO ayant cédé début 2019 la société Mayridis Voyages, la croissance du chiffre d'affaires atteint 7,2%.
Ce dynamisme est d'autant plus appréciable qu'il porte sur l'ensemble des segments d'activité tant en France qu'à l'international.

La croissance s'accompagne d'un haut niveau de rentabilité, avec un résultat opérationnel qui atteint 9 777 015 euros en 2019, soit une marge de 28,8%*** et un résultat net de l'ensemble consolidé de 6 901 764 euros portant la marge nette à 20,3%****.

Au niveau financier, le Groupe dispose d'une structure solide avec, au 31 décembre 2019, un endettement bancaire quasi nul (hors impact de l'IFRS 16) et une trésorerie de 39,8 millions d'euros.

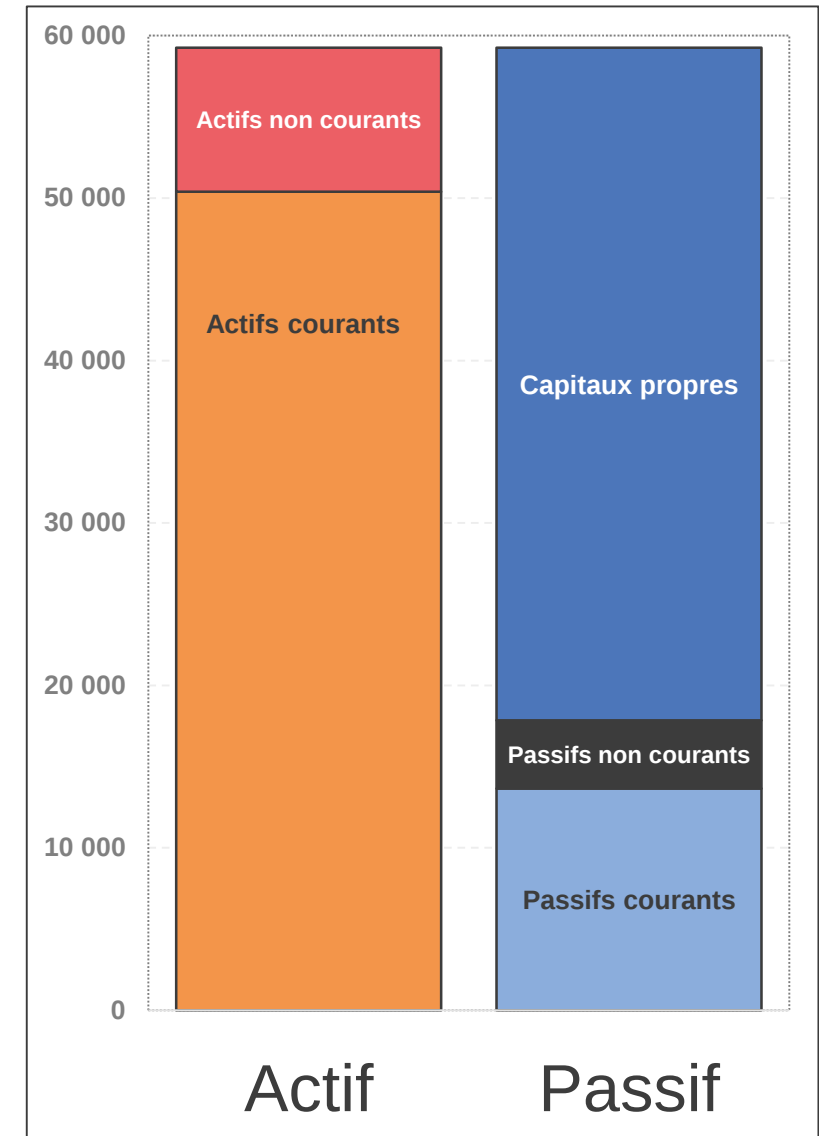
Concernant la Recherche et Développement et les produits, la période a été intense avec un effort particulier porté sur l'intégration de nouvelles technologies, notamment autour du Cloud et de la modélisation en 3 dimensions.

Fort de ces résultats et de ses solides fondamentaux, IGE+XAO, désormais filiale de Schneider Electric, entend poursuivre son plan d'action, visant l'accélération du développement international et un haut niveau de rentabilité, tout en maintenant un fort investissement R&D.

* Les comptes consolidés ont été arrêtés par le conseil d'administration du 10 février 2020 et seront soumis à l'approbation de l'assemblée générale annuelle.
** Afin de mieux appréhender l'évolution de l'activité par rapport à la période précédente d'une durée de 17 mois, des comptes pro-forma ont été établis sur la base des douze mois de l'année calendaire 2018.
*** Rentabilité opérationnelle : résultat opérationnel / chiffre d'affaires
**** Rentabilité nette : résultat net / chiffre d'affaires

En milliers €	31/12/2019	31/12/2018	Evolution	31/12/2018	Pour information		
					31/12/2019	31/12/2018	Evolution
	audités 12 mois	proforma 12 mois	%	audités 17 mois	avant IFRS16 proforma 12 mois	Mayridis retraité proforma 12 mois	%
Chiffre d'affaires	33 933	31 886	6,4%	44 267	33 933	31 658	7,2%
Autres produits d'exploitation	934	828	12,7%	1 200	934	828	12,7%
Total produits d'exploitation	34 867	32 714	6,6%	45 467	34 867	32 486	7,3%
<i>Dont Crédit Impôt Recherche</i>	934	828	12,7%	1 200	934	828	12,7%
Achats et charges externes	-6 760	-7 166	-5,7%	-10 085	-7 732	-6 938	11,4%
Charges de personnel	-16 027	-15 342	4,5%	-21 424	-16 027	-15 342	4,5%
Impôts et taxes	-702	-473	48,4%	-653	-702	-473	48,4%
Dotations amortissements et provisions	-1 610	-456	253,1%	-640	-686	-456	50,4%
Total Charges d'exploitation	-25 099	-23 437	7,1%	-32 802	-25 147	-23 209	8,4%
Résultat opérationnel courant	9 770	9 277	5,3%	12 665	9 722	9 277	4,8%
Résultat opérationnel	9 777	9 277	5,4%	12 665	9 729	9 277	4,9%
Résultat financier	-99	186		251	-25	186	
Résultat de l'ensemble consolidé avant	9 678	9 463	2,3%	12 916	9 704	9 463	2,5%
Impôt sur les sociétés	-2 586	-2 631	-1,7%	-3 660	-2 594	-2 631	-1,4%
Résultat net de l'ensemble consolidé	7 046	6 762	4,2%	9 204	7 064	6 762	4,5%
Résultat net part du Groupe	6 902	6 607	4,5%	9 045	6 920	6 607	4,7%

Actif en milliers €	31/12/2019	31/12/2018	Pour information 31/12/2019 avant IFRS16
Actifs non courants	8 870	6 382	6 468
Actifs courants	50 399	44 804	50 461
<i>Dont Disponibilités</i>	39 802	32 769	39 802
TOTAL	59 269	51 186	56 929
Passif en milliers €	31/12/2019	31/12/2018	31/12/2019 avant IFRS16
Capitaux propres	41 425	36 792	41 497
Passifs non courants	4 195	2 855	2 585
Passifs courants	13 649	11 539	12 847
<i>Dont PCA</i>	6 901	6 498	6 901
TOTAL	59 269	51 186	56 929



En milliers €	31/12/2019	31/12/2018	Pour information
			31/12/2019 avant IFRS16
Résultat net - porteurs de CP de la Société	6 902	9 045	6 920
Flux net de trésorerie généré par l'activité	10 960	8 249	10 009
Flux net de trésorerie généré par les opérations d'investissement	-912	-1 264	-741
Flux net de trésorerie généré par les opérations de financement	-3 043	-5 008	-2 263
Variation de trésorerie brute	7 005	1 977	7 005
Incidences des variations du taux de change	27	-113	27
Augmentation (diminution) de la trésorerie	7 032	1 864	7 032
Trésorerie en début d'exercice	32 769	30 905	39 801
Trésorerie en fin de période	39 801	32 769	46 833
Variation de trésorerie nette	7 032	1 864	7 032

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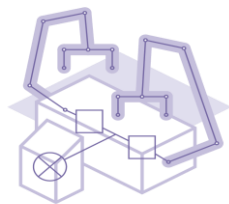
- One Business: software publisher

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

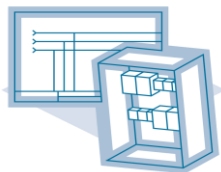
- One Field

- Electrical Design & Manufacturing

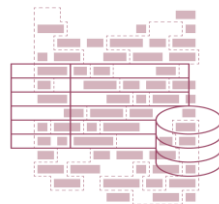
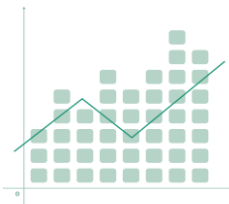
- Six Software Domains



System design



Electrical design

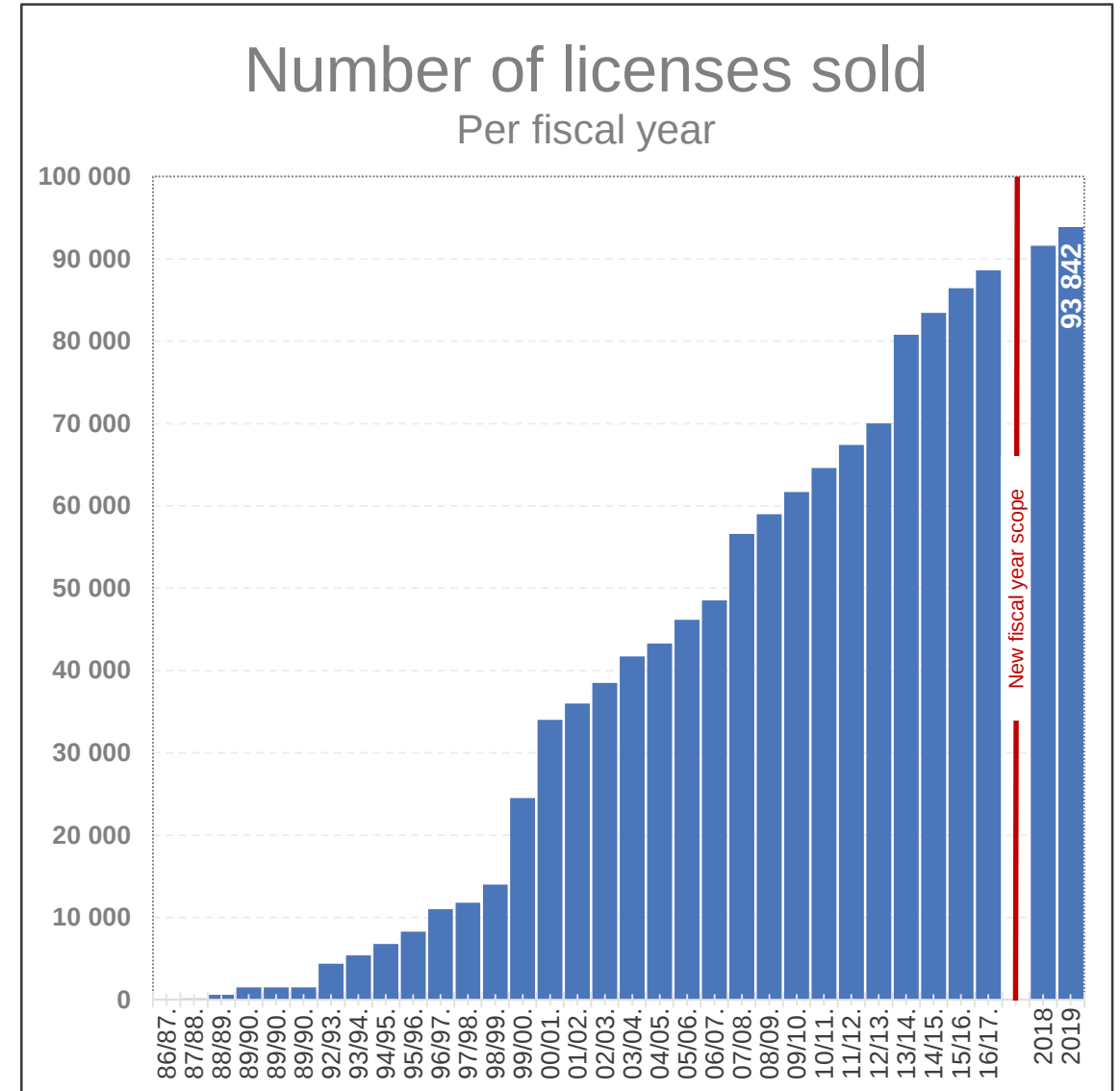
Data & content
managementSimulation, dimensioning
& diagnosticElectrical
manufacturingCommunication
& integration

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A leader in terms of number of licenses deployed

- As of 31/12/2019:
 - Number of IGE+XAO's customers: 43 655
 - Number of licences deployed : 93 842



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A recognized experience

33 years in software publishing, covering:

- Electrical CAD, PLM & simulation,
- Entire customer lifecycle from high level design to maintenance of electrical installations,
- Multiple technologies, 2D/3D, routing engine, generative design, cloud...

A renowned expertise

A strongly professional team composed of:

- 139 people in R&D,
- 79 people in support & training,
- 98 people in sales.

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A very large coverage of the market

- All application segments

Transportation



Aerospace



Automotive



Railway



Shipbuilding

Industry



Equipment & Machinery



Automation & Plant



Power Generation & Energy

Building



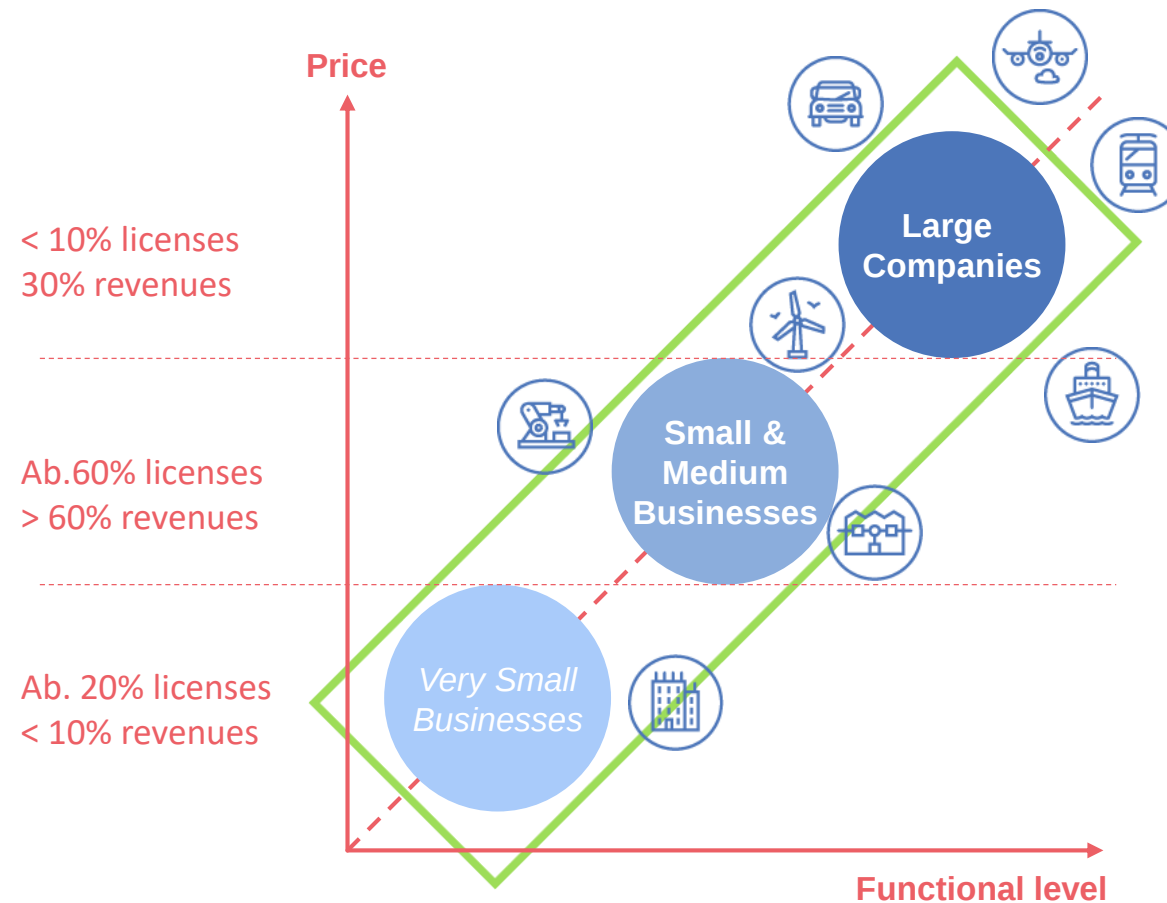
Building

IGE+XAO

GROUP

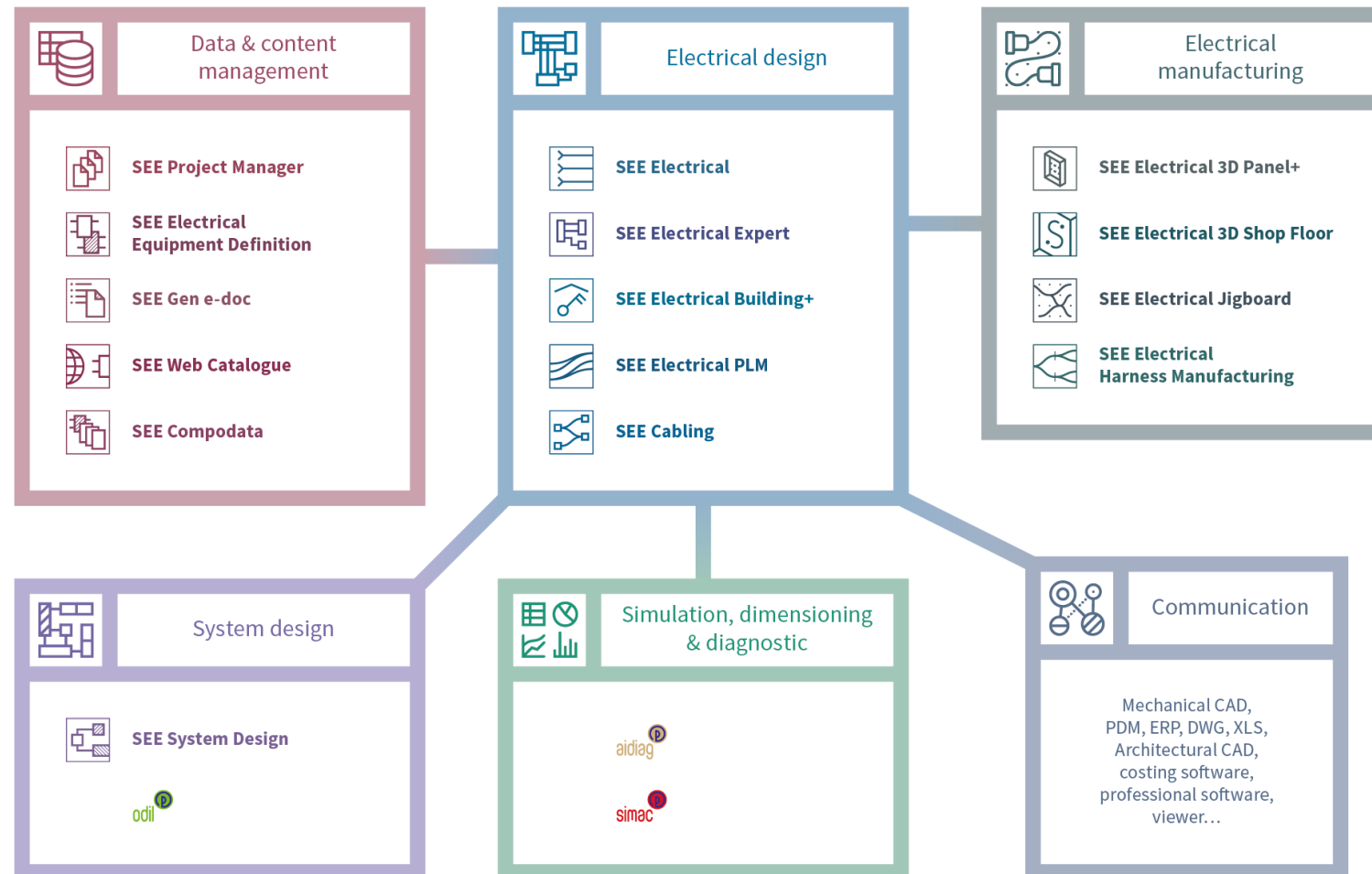
A very large coverage of the market

- All company sizes



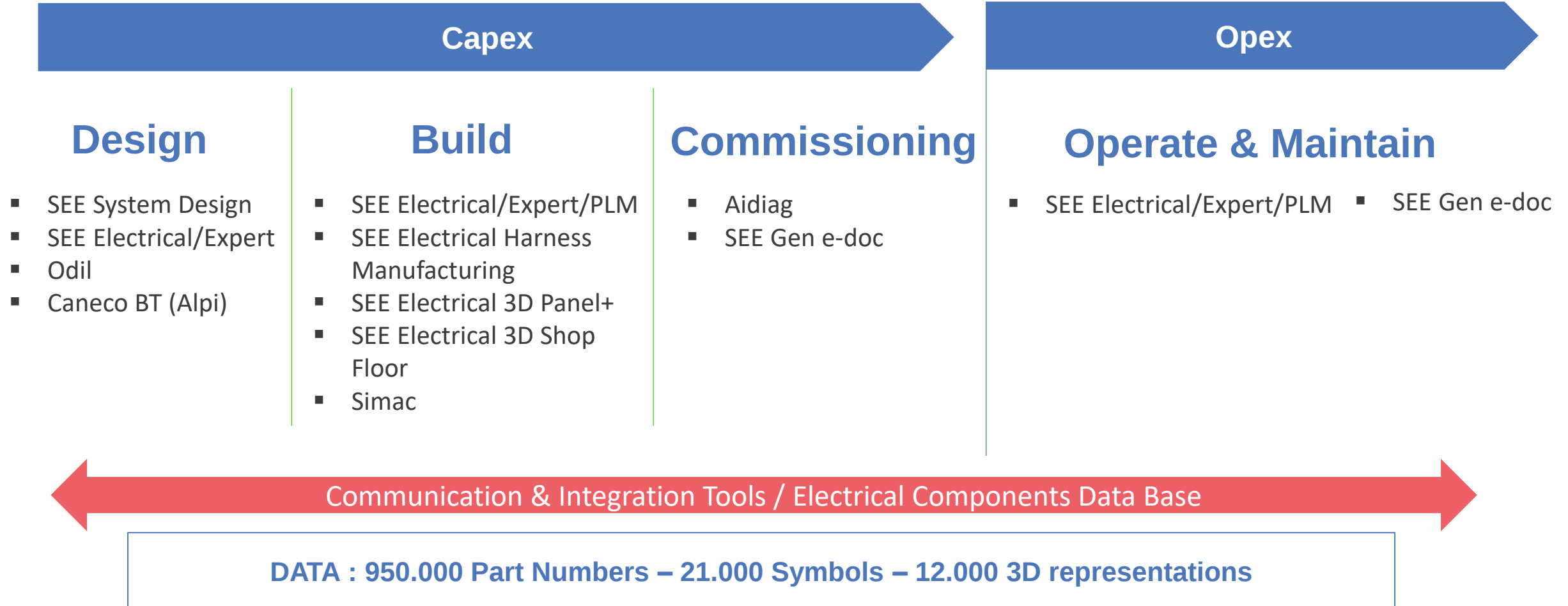
A very large coverage of the market

- A complete product portfolio by domain



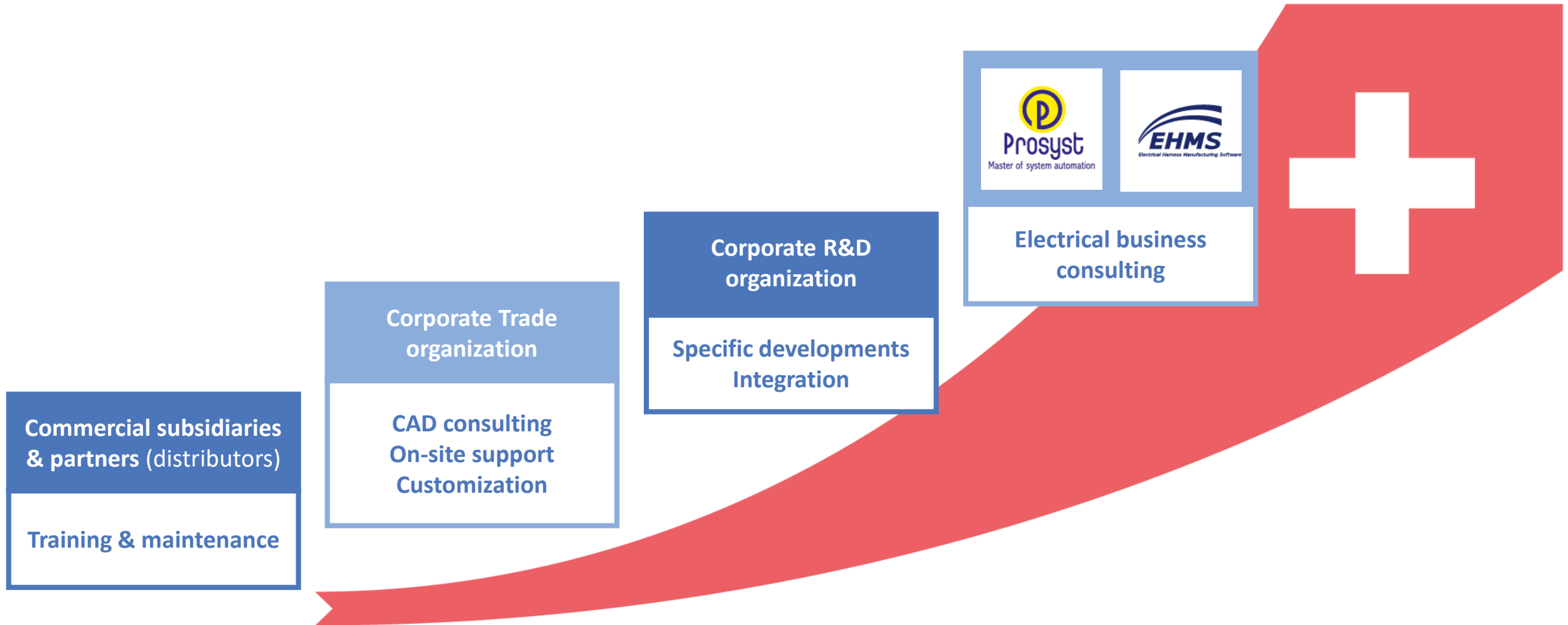
A very large coverage of the market

- All the electrical installation lifecycle



A very large coverage of the market

- All types of added-value services



A very large coverage of the market

- All major countries

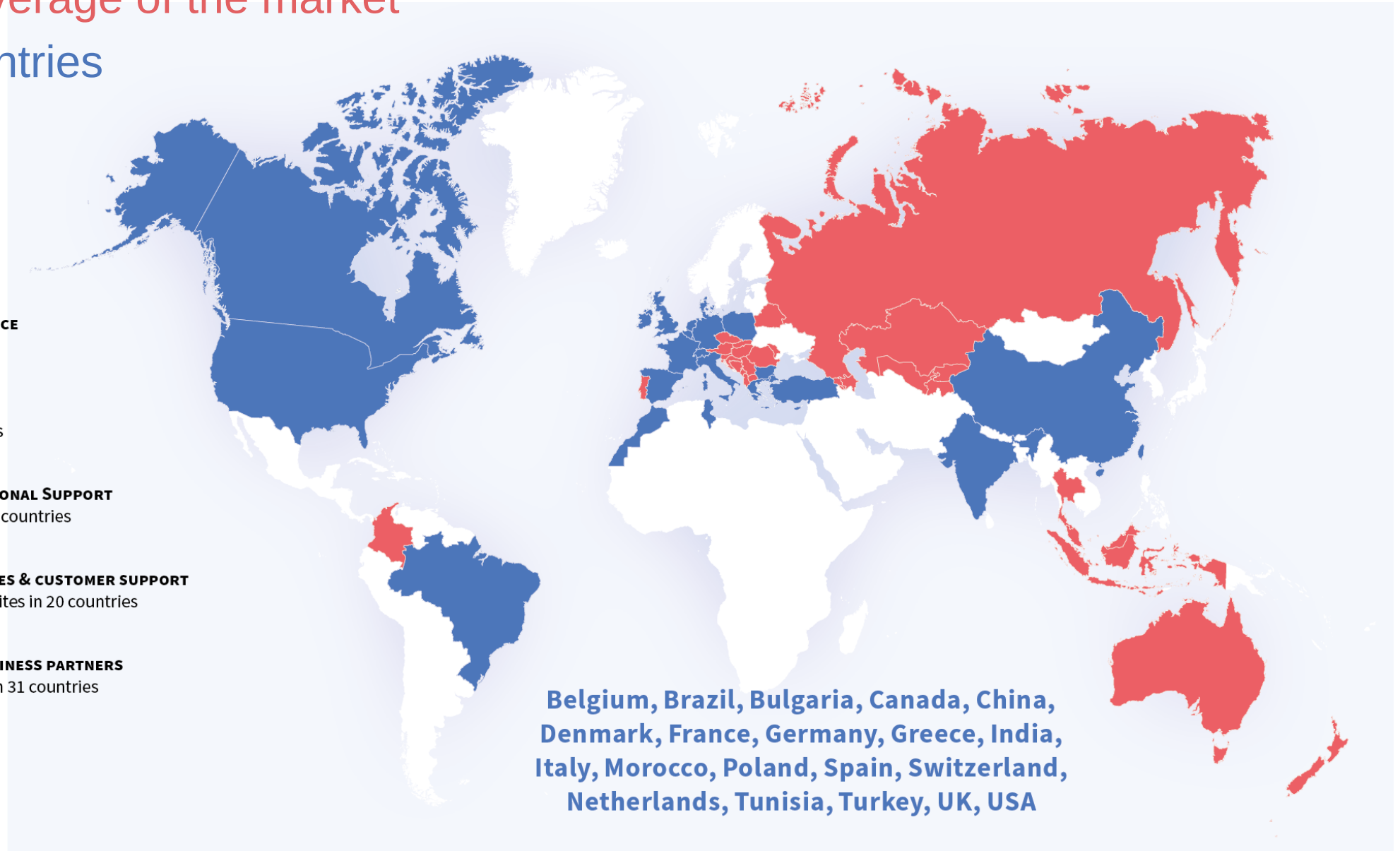
HEAD OFFICE
Colomiers

R&D
6 countries

INTERNATIONAL SUPPORT
7 sites in 7 countries

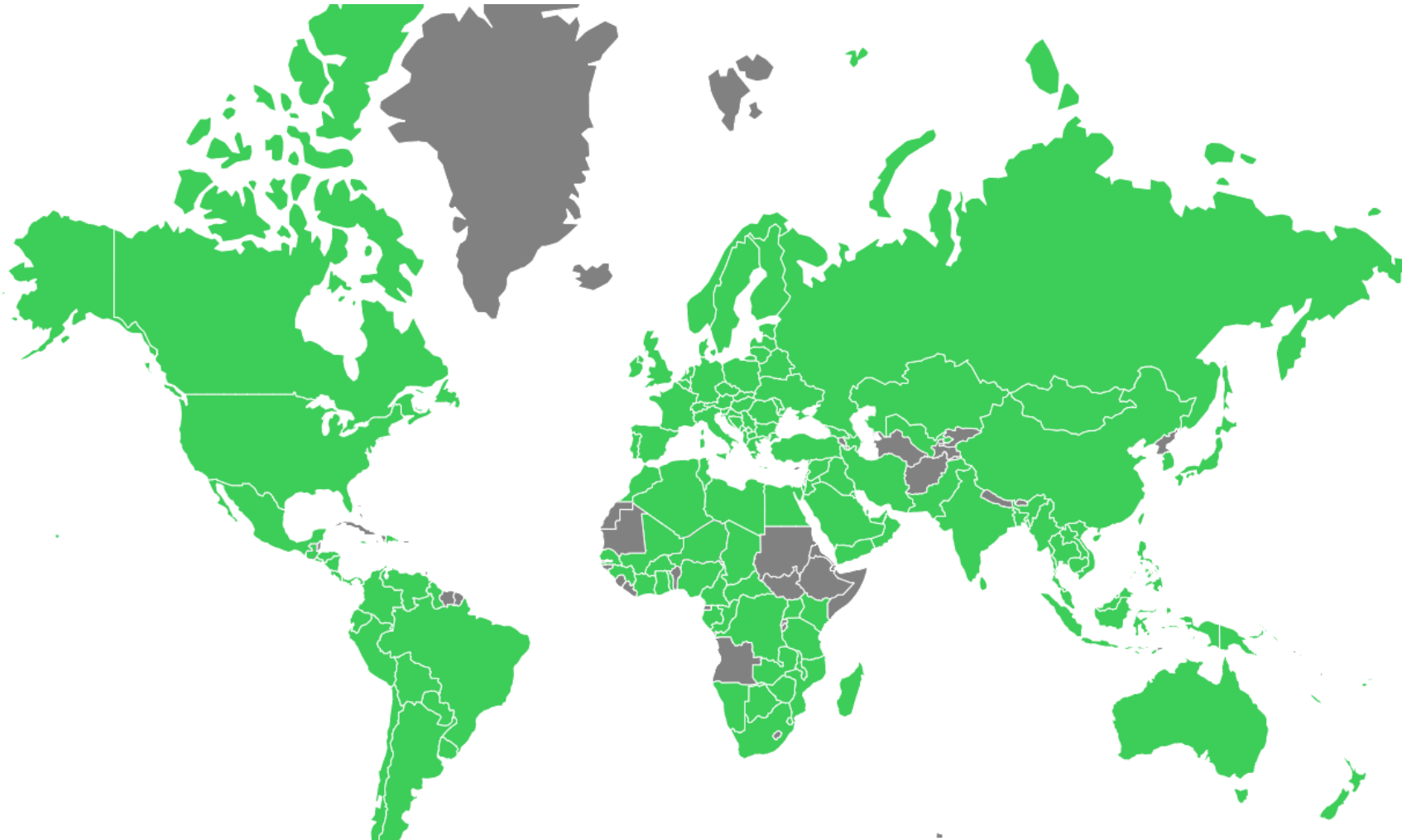
SALES & CUSTOMER SUPPORT
29 sites in 20 countries

BUSINESS PARTNERS
17 in 31 countries



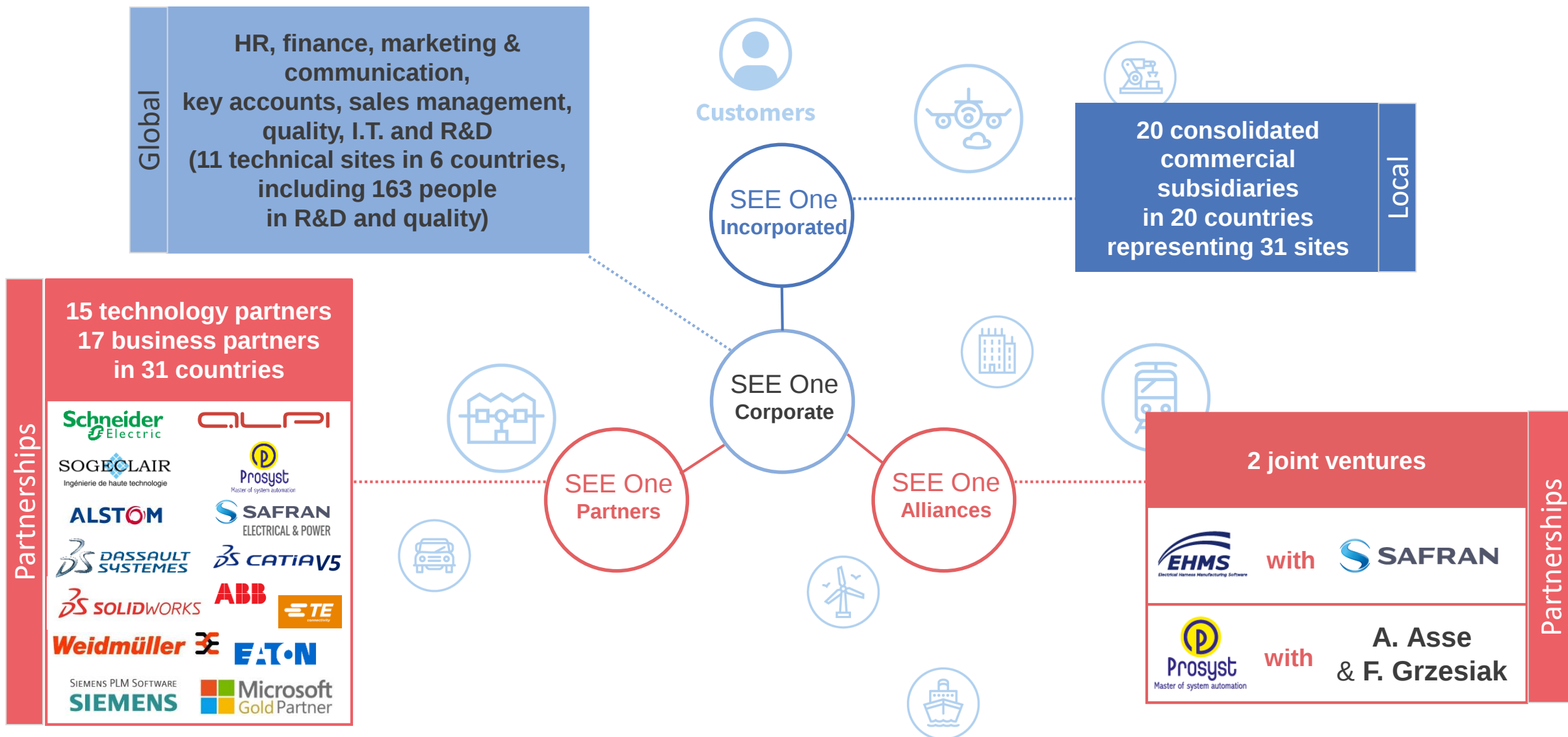
A very large coverage of the market

- Countries covered by Schneider Electric



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A global & extended organisation : manage, design & produce global, operate local and build partnerships ...



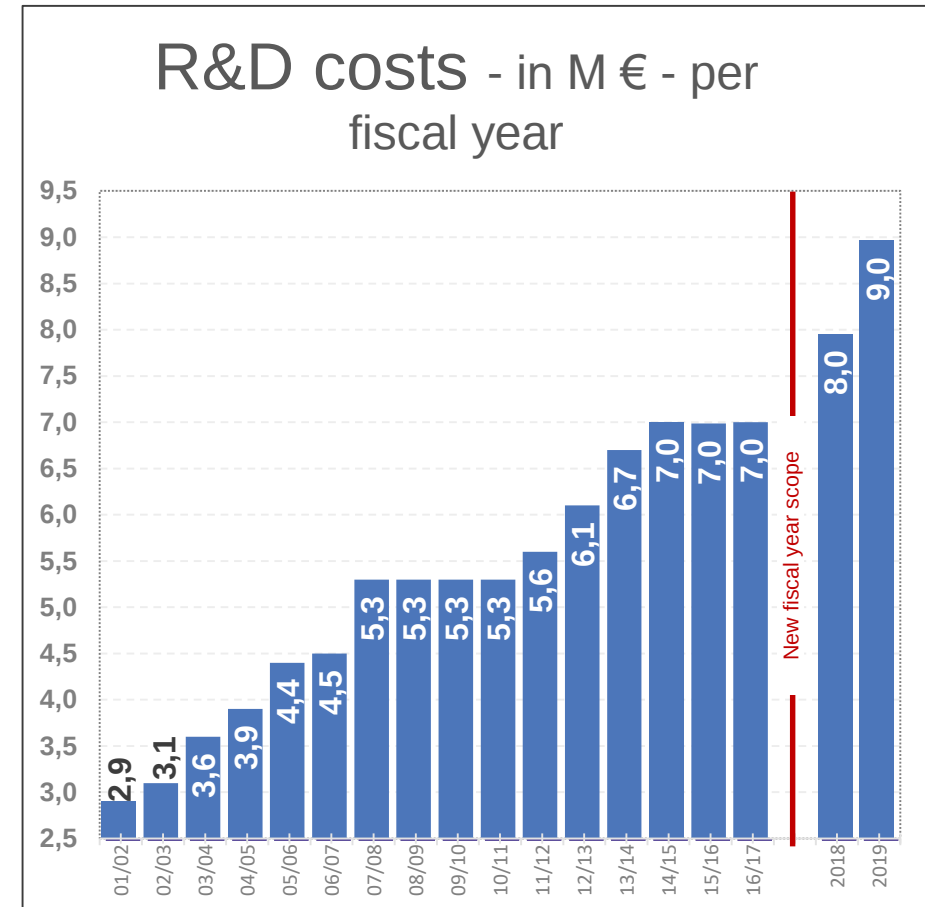
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Innovate everyday

- R&D investments representing more than **26,4%** of the turnover

- System Design
- Electrical Design
- Electrical Simulation
- Electrical Manufacturing
- Electrical Content
- Communication/Integration

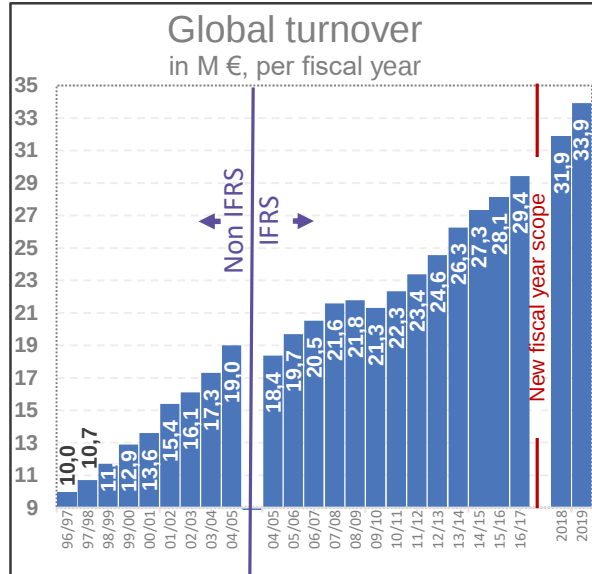
- End to end process Building
- End to end process Industry
- End to end process Transportation



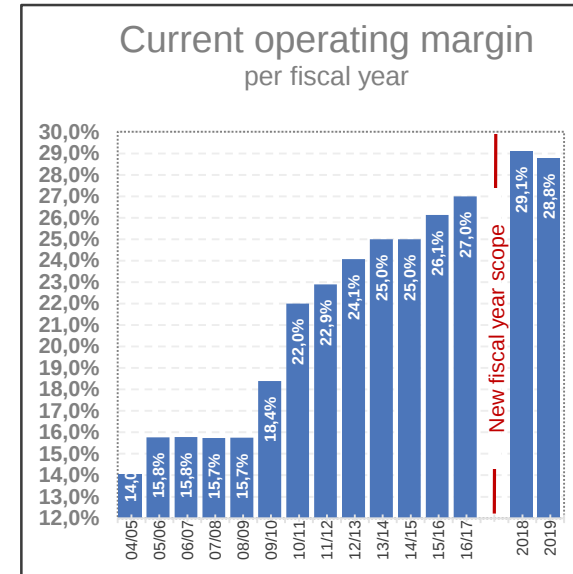
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A constant improvement of the Group's performance

- Increasing Group revenues

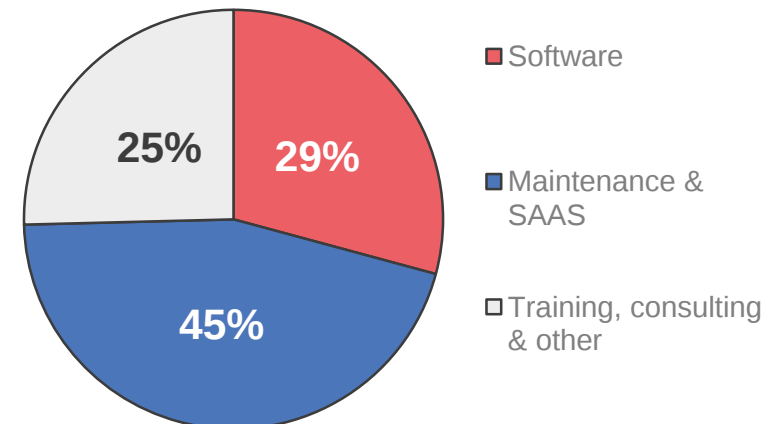


- Keeping high levels of margins



- Considering revenues' distribution model & Moving step by step to subscription

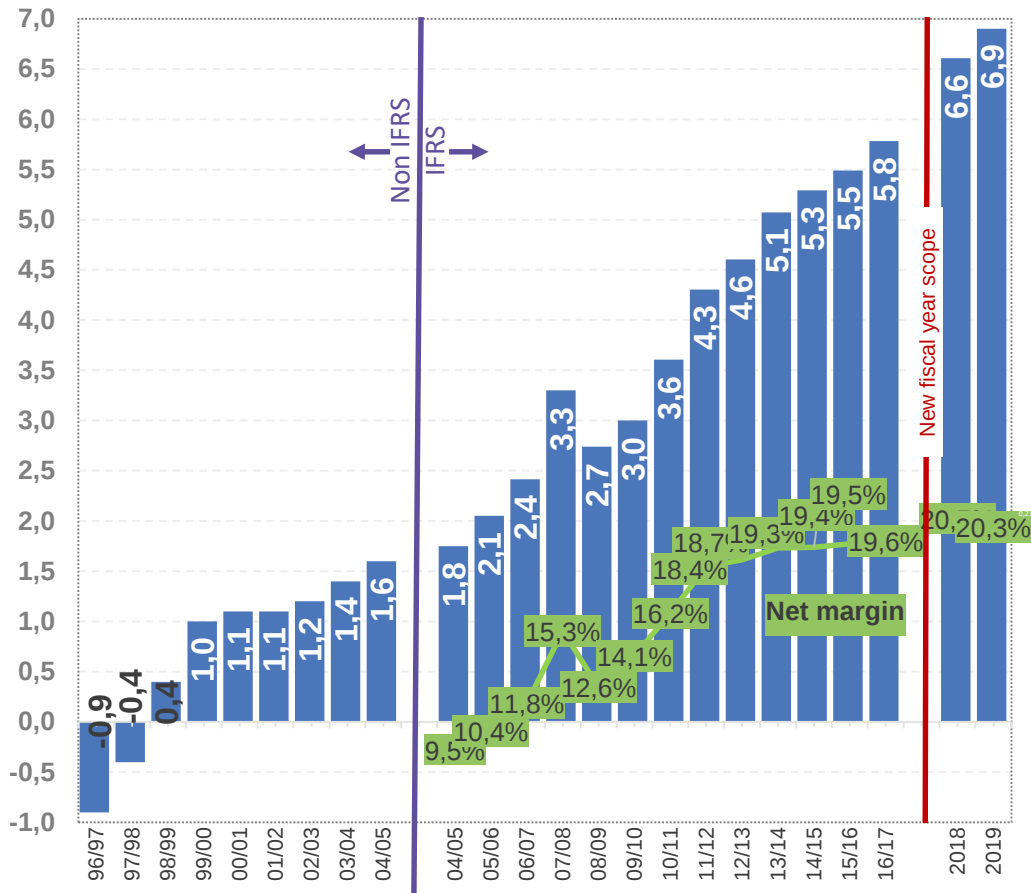
Turnover split in %
on December 31st 2019
(in IFRS norms)



A constant improvement of the Group's performance

Net income

in M € - per fiscal year

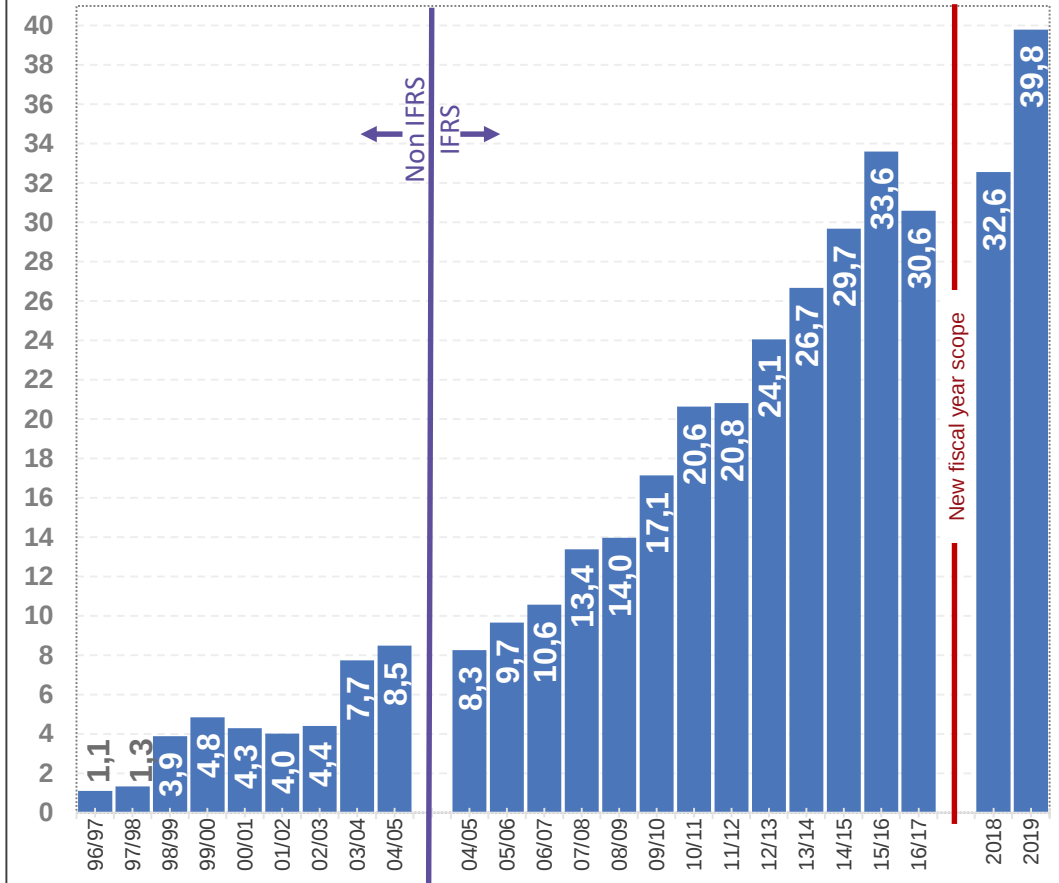


6.9

20.3 %

Net cash

in M € - per fiscal year



39.8

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Being independent & agnostic and benefiting of all the power of a Group of 137 000 employees & 25.7 B€ revenues

- Developing synergies with Schneider Electric



ECAD
platforming
in SE



Universal
enclosures



Technologies
Schneider
/DCES
/ALPI



Commercial



...

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Why we are here and why we will be also here tomorrow and after tomorrow ...

- 1 “raison d’être” (mainspring), 3 shared challenges, 5 core values & 6 strong points
 - **1 mainspring:** Design, Develop & Deploy the best in class Electrical CAD/PLM/Simulation software creating high level of added value for our customers while respecting people and the environment.
 - **3 shared challenges**
 - Customer and staff satisfaction,
 - Growing faster than the market,
 - Being the number one in terms of number of licenses and revenues in the Electrical PLM, CAD & Simulation market.
 - **5 core values**

Customer first

Dare to disrupt

Embrace
different

Learn everyday

Act as owners

Why we are here and why we will be also here tomorrow and after tomorrow ...

- 1 “raison d’être” (mainspring), 3 shared challenges, 5 core values & 6 strong points
 - **6 company’s strong points**
 - A leadership position on the market :
 - › 33 years of experience,
 - › 43 655 users,
 - › Significant global key accounts,
 - › 31 sites in 20 countries & 31 additional countries via partners,
 - › 371 employees 100% focused on Electrical PLM, CAD & Simulation software (no other activities e.g. mechanical, PCB,..),
 - › About 163 people dedicated to R&D, testing & quality (R&D about 25% of the annual revenue),
 - A complete and strong software & services portfolio covering the Electrical PLM, CAD & Simulation market
 - A diversified customer portfolio with a significant position on the market,
 - A strong financial position with:
 - › A solid financial structure & a high level of profitability,
 - › And a share value multiplied by more than 18 since the listing.
 - A nice future thanks to a strong dynamics of innovation and international deployment and to the belonging to a large & global Industrial Group.
 - And of course a wonderful team

33 years of experience

33 years of expertise in Electrical CAD/PLM/Simulation

22 years of stock exchange listing

371 people dedicated to Electrical PLM, CAD & Simulation

93,842 licences for 43,655 customers

31 sites in 20 countries & 31 additional countries via partners

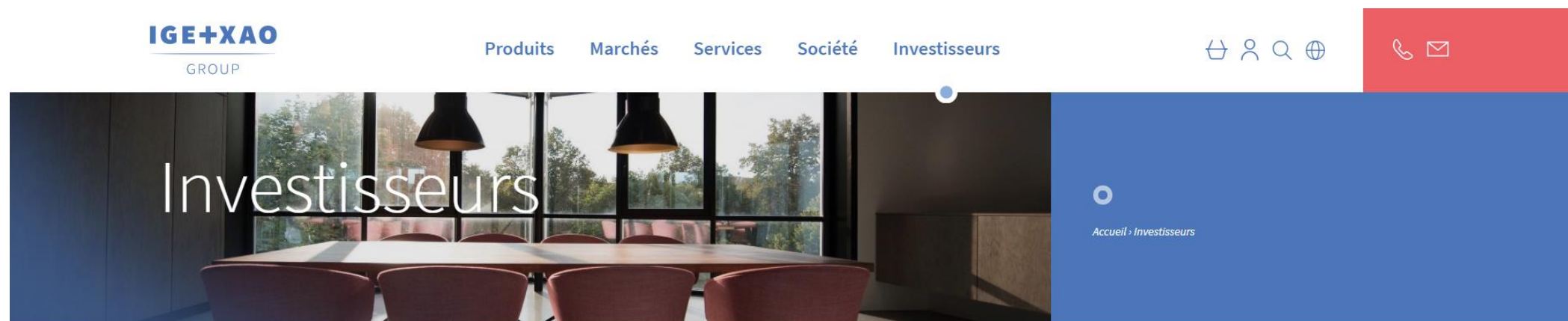
Over 26,4% of the Group's turnover annually invested in R&D

Solid financial structure

Part of the Schneider Electric Group since February 2018



Retrouvez toutes nos informations sur <https://www.ige-xao.com/fr/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 :

IGE+XAO développe, depuis son introduction en bourse, une communication régulière marquée principalement par les actions suivantes que vous retrouverez dans cette rubrique :

- nos communiqués de presse,
- nos publications périodiques (chiffres d'affaires trimestriels, comptes semestriels et annuels...),
- l'agenda de l'actionnaire dans lequel figurent nos différents rendez-vous,
- nos rapports financiers annuels,
- et enfin notre revue de presse.