

Investors meeting First half-year 2020

Alain Di Crescenzo

23 July 2020

IGE+XAO

GROUP

Shaping the Future
of the Electrical PLM,
CAD and Simulation

- I. Focus on 1st HY 2020 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 1st HY 2020 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

Press release: Comptes consolidés du premier semestre 2020 (en normes IFRS)

Comptes consolidés du premier semestre 2020 en normes IFRS

(Période du 1er janvier au 30 juin 2020)

Sur le premier semestre 2020, le Groupe IGE+XAO affiche un chiffre d'affaires consolidé de 15,8 millions d'euros contre 17,2 millions d'euros un an plus tôt, soit une baisse de 8,0%. Durant cette période, l'activité du Groupe a été impactée par la pandémie mondiale de Covid-19, débutée en Chine dès la fin janvier et ayant fortement affecté les marchés occidentaux à compter de mars 2020. Si, dans ce contexte difficile, le chiffre d'affaires licence et formation a reculé, les revenus récurrents ont quant à eux progressé, avec notamment les ventes souscription de logiciel qui ont augmenté de plus de 12%.

Parallèlement, et tout en assurant l'intégralité de ses missions vis-à-vis de ses clients et partenaires via un recours massif au télétravail et aux prestations à distance (télémaintenance et formation), IGE+XAO a réduit ses charges d'exploitation de 4,4%. Consécutivement, et malgré la période de crise que traverse l'économie mondiale, la rentabilité opérationnelle* s'établit à 27,3% et le résultat net consolidé du Groupe s'élève à 3,3 millions d'euros soit une rentabilité nette** de 20,7%.

Au niveau financier, le Groupe dispose d'une structure solide avec, au 30 juin 2020, un endettement bancaire quasi nul hors impact de l'IFRS 16 et une trésorerie de 45,5 millions d'euros.

Fort de ces résultats et de ses solides fondamentaux, et tout en restant attentif à l'évolution de la situation économique, IGE+XAO, désormais filiale de Schneider Electric, entend poursuivre son plan d'action, ayant comme objectifs l'accélération du développement international et un haut niveau de rentabilité, tout en maintenant un fort investissement R&D.

En euros	30 juin 2020 (6 mois)	30 juin 2019 (6 mois)	Evolution
Chiffre d'affaires	15 845 462	17 223 966	-8,0%
1 ^{er} trimestre (du 1 ^{er} janvier au 31 mars)	8 369 565	8 516 793	-1,7%
2 ^e trimestre (du 1 ^{er} avril au 30 juin)	7 475 897	8 707 173	-14,1%
Autres produits d'exploitation	330 179	431 113	-23,4%
dont Crédit Impôt Recherche	308 413	427 130	-27,8%
Charges d'exploitation	(11 849 752)	(12 395 679)	-4,4%
Résultat opérationnel	4 325 889	5 259 400	-17,7%
Résultat de l'ensemble consolidé avant impôts	4 325 889	5 233 528	-17,3%
Impôts exigibles et différés	(1 053 870)	(1 423 682)	-26,0%
Résultat net de l'ensemble consolidé	3 280 709	3 801 705	-13,7%
Résultat net – part du Groupe	3 280 287	3 752 819	-12,6%

* Résultat opérationnel rapporté au chiffre d'affaires

** Résultat net rapporté au chiffre d'affaires

NB : Les comptes semestriels clos au 30 juin 2020 ont fait l'objet d'une revue limitée de la part des commissaires aux comptes de la société IGE+XAO et ont été arrêtés par le Conseil d'Administration en date du 20 juillet 2020.

Covid19 actions

IGE+XAO GROUP Shaping the Future of the Electrical PLM, CAD and Simulation

IGE+XAO maintains business continuity at all levels

Dear customer,
In the current situation, IGE+XAO's top priority is the health and safety of our employees and of the communities we serve, including our customers, partners and prospects.

IGE+XAO maintains business continuity at all levels.

Teleworking has been enabled, and IGE+XAO teams are able to perform their tasks from home. Digital and email questions are encouraged. However, we have kept face-to-face teams making sure safety is assured.

For sales activities, we have deployed a web platform to continue software sales, as well as online trainings and services. Customer hotline can be joined by phone or email at usual times.

Please take care of yourself and your family, and if there are any questions or concerns, do not hesitate to contact us.

Best Regards

Alain Di Crescenzo
Chairman and CEO

IGE+XAO Group
10 boulevard Dabot de Séverac
CS 90 312
31 773 Colomiers CEDEX
France



IGE+XAO GROUP Shaping the Future of the Electrical PLM, CAD and Simulation

IGE+XAO to support companies manufacturing equipment to fight against coronavirus



IGE+XAO is part of the fight against this virus that can attack any of us.

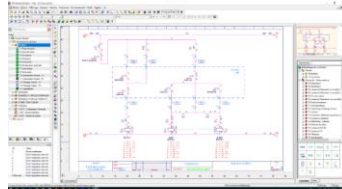
Therefore, IGE+XAO will provide free software licenses to companies manufacturing or going to manufacture equipment to fight against coronavirus (respirators, protection masks, field hospitals, etc.). Licenses are provided for the complete design and manufacturing cycles of equipment to fight against coronavirus.

With these licenses, companies will be able to launch new projects or complete current projects, saving precious time plus replacement.

IGE+XAO GROUP Shaping the Future of the Electrical PLM, CAD and Simulation

Prepare for the new SEE Electrical Expert V5R1

Make sure that your maintenance contract is valid



In a few weeks IGE+XAO will start releasing version V5R1 of SEE Electrical Expert

This major version will provide an enhanced user interface and new functionality:

- New context menus

IGE+XAO GROUP Shaping the Future of the Electrical PLM, CAD and Simulation

Work from home with IGE+XAO

A support team fully available to help you out



Our technicians and trainers are fully available to help you out in troubles you may have with your product. Do not hesitate to contact them by phone at +44 (0) 1455 517455 or by email uk@ige-xao.com.

This service available for customers with maintenance contract, so please make sure that your contract is valid.

For customers who are not under maintenance, IGE+XAO provides special conditions: if the contract was cancelled more than 2 years ago, IGE+XAO will offer a 50% on the update!

A sales team at your service to provide you with distance licenses and Freedom Next access for shorter times



IGE+XAO licenses can be transferred from one PC to the other. Our sales team can provide with the conditions on the transfer and ensure that you can start using your license from home as soon as possible.

IGE+XAO propose Freedom Next licenses on a reduced period: 3 months instead of 12 months!

Online training to improve product knowledge from home



IGE+XAO GROUP Construons l'Avenir du PLM, de la CAO et de la Simulation Électriques

Formez-vous sur les produits IGE+XAO en période d'activité partielle !



Vous êtes 60 maître en place une activité à temps partiel pour vos collaborateurs et souhaitez utiliser ce temps pour suivre votre plan de développement de compétences ?

Profitez des dispositifs encouragés par l'Etat pour vous accompagner. Le délai jusqu'au 31 mars 2020 prévoit en effet une prise en charge à 100% des formations pour les salariés en activité partielle.

Ils plebiscitent nos formations EN LIGNE

M. Charanbon - SIPRISON - Groupe ALDIN
"Etant que cette formation est faite à distance, il en ressort une excellente acquisition des savoirs. Nous avons bénéficié d'une formation personnelle de directeur et d'exploiter ses bases. Le distance ne pas eu tout effet sur la communication entre le formateur et les stagiaires. La bonne pédagogie du formateur a permis d'acquiescer cette formation avec aisance."

M. Courten - COMAHE - VINCI ENTREPRISES
"L'interactivité entre stagiaires et formateur est excellente grâce à l'application 'GoToLearning'. Ravi de cette semaine que je n'ai pas pu passer !"

M. Villave - ACI TERREUM
"La formation en ligne était une première pour moi et je ne suis pas déçu. Cela m'a permis d'avoir une bonne prise en main du logiciel, et de rapidement..."

IGE+XAO GROUP 3,412 followers 2m +

Join us for our Webinar "More accuracy for your electrical projects with SEE Electrical", June 16th - 10 am (London). Discover SEE Electrical - The intuitive and ergonomic CAD software that can meet all of your requirements for elec...see more



Webinar - SEE Electrical - June 16th

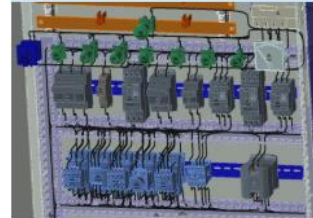
37 + 1 Comment

Like Comment

IGE+XAO GROUP Shaping the Future of the Electrical PLM, CAD and Simulation

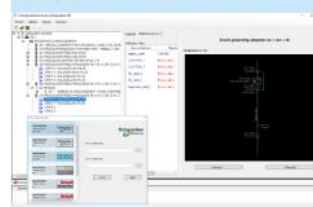
Increase your productivity with our advanced modules

Design and manufacture your electrical panels in 3D with the 3D Panel+ module



With 3D Panel+, harness the power of 3D using a professional intuitive interface, automate cable routing and assembly and reduce design, manufacturing and status costs.

Manage your PLCs with the PLC module



The PLC module manages PLC configurations, field networks and buses (remote I/O) and automatically generates your input/output schematics. You will also enjoy automatic updates in case of modifications as well as an equipment database with more than 16,000 PLCs and I/O cards.

Posted by Vincent CAROL • 6/18/2020 • Sponsor now

IGE+XAO GROUP 3,412 followers 2m +
You couldn't make it? Watch the #replay of our #webinar "More accuracy for your electrical projects with SEE Electrical". ...see more



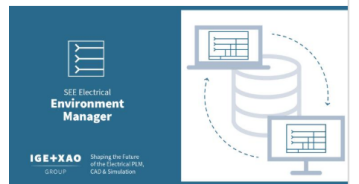
Replay - Webinar "More accuracy for your electrical projects with SEE Electrical"

ige-xao.com • 1 min read

18 + 1 Comment

Posted by Vincent CAROL • 5/29/2020 • Sponsor now

IGE+XAO GROUP 3,412 followers 1m +
Companies using multiple licenses of SEE Electrical have a challenge to keep all installations up to date, especially if users take their laptops on-site. ...see more



Environment Manager - Module - SEE Electrical

ige-xao.com • 1 min read

18

IGE+XAO GROUP Shaping the Future of the Electrical PLM, CAD and Simulation



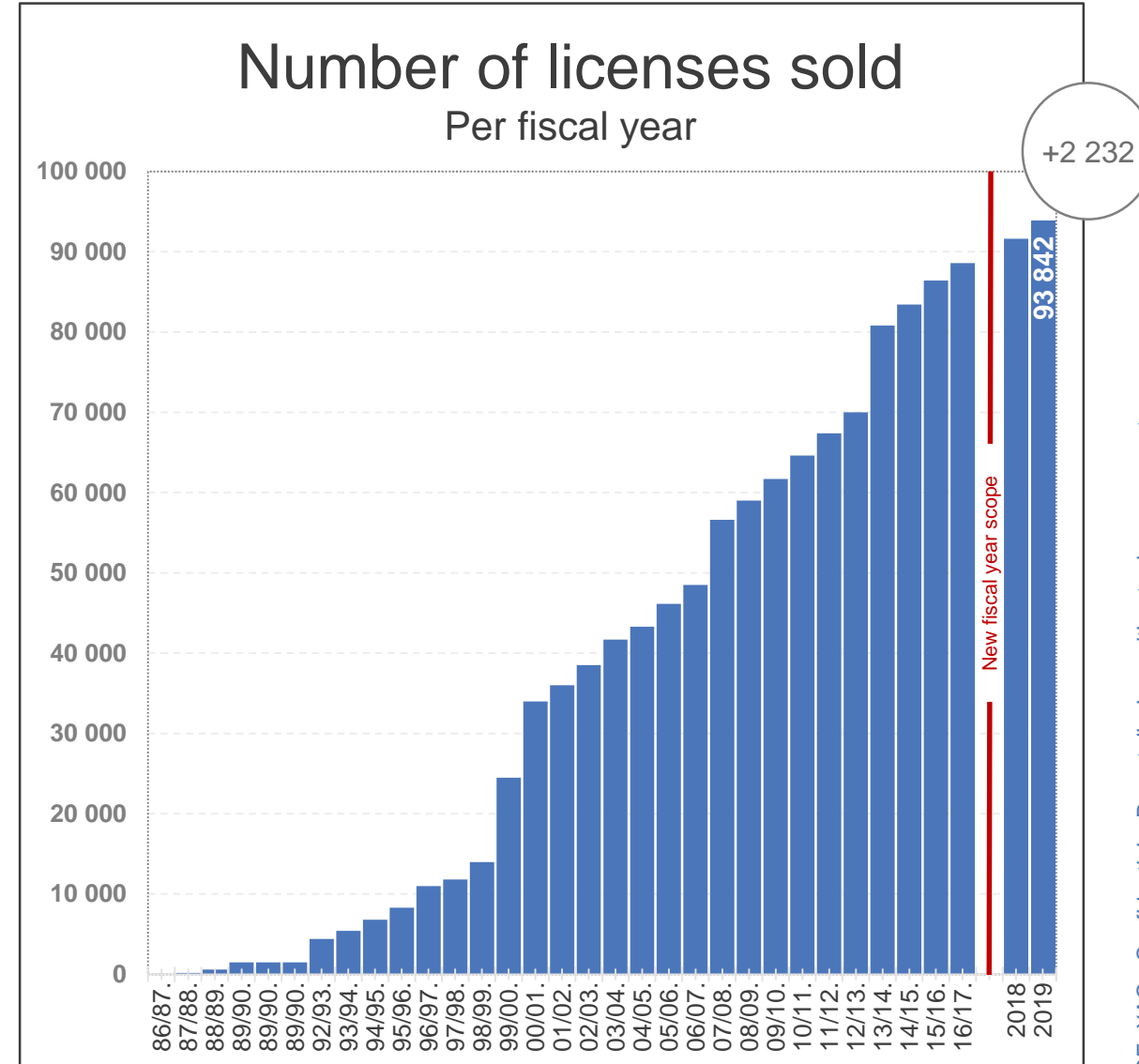
We ♥ creating professional software solutions

... dedicated to your industry

Number of licenses sold

- As of 30/06/2020
 - Number of IGE+XAO customers : **44 250**
 - Number of licenses sold : **95 130**

- HY1 2020
 - Number of new IGE+XAO customers: **596**
 - Number of new licenses sold : **1 288**

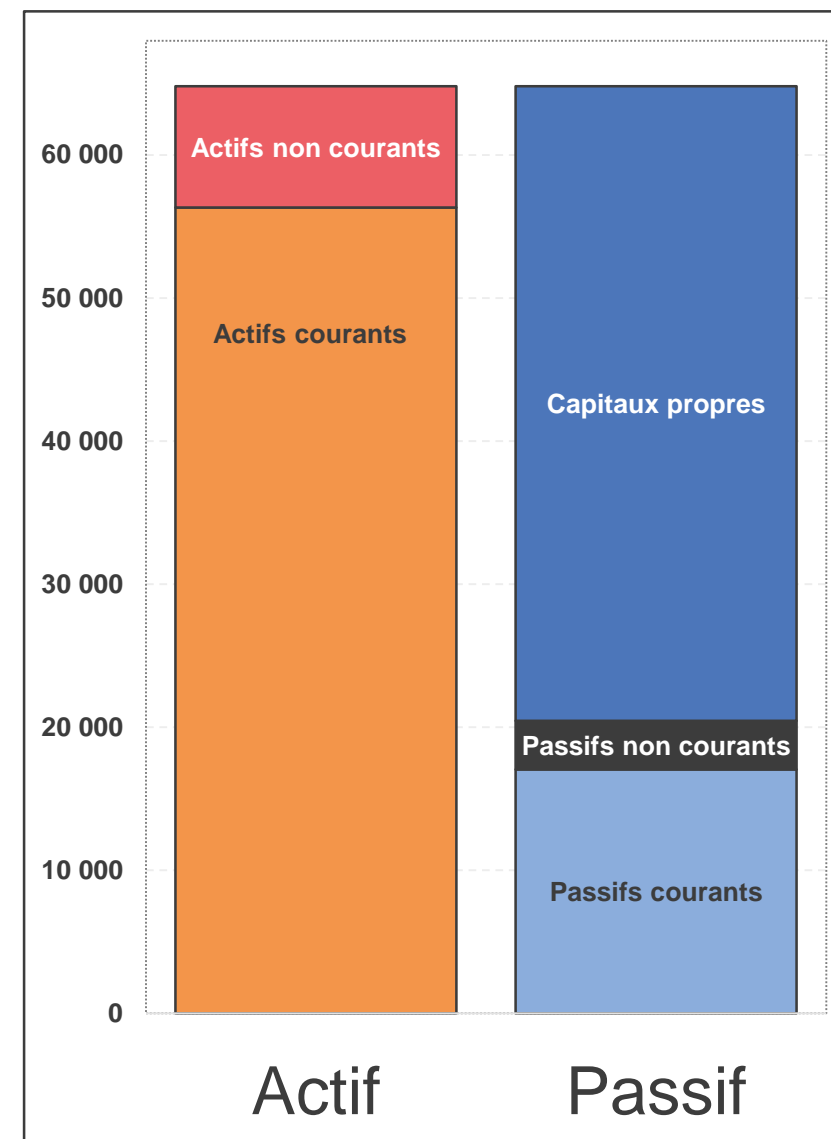


Profit & loss

En milliers €	30/06/2020	30/06/2019	Evolution
Chiffre d'affaires	15 845	17 224	-8,0%
Autres produits d'exploitation	330	431	-23,4%
Total produits d'exploitation	16 175	17 655	-8,4%
<i>Dont Crédit Impôt Recherche</i>	320	427	-25,1%
Achats et charges externes	-3 109	-3 292	-5,6%
Charges de personnel	-7 611	-8 003	-4,9%
Impôts et taxes	-279	-338	-17,5%
Dotations amortissements et provisions	-851	-762	11,7%
Total Charges d'exploitation	-11 850	-12 396	-4,4%
Résultat opérationnel courant	4 325	5 259	-17,8%
Résultat opérationnel	4 325	5 259	-17,8%
Résultat de l'ensemble consolidé avant impôt	4 329	5 234	-17,3%
Impôt sur les sociétés	-1 054	-1 424	-26,0%
Résultat net de l'ensemble consolidé	3 281	3 802	-13,7%
Résultat net part du Groupe	3 281	3 753	-12,6%

Balance sheet

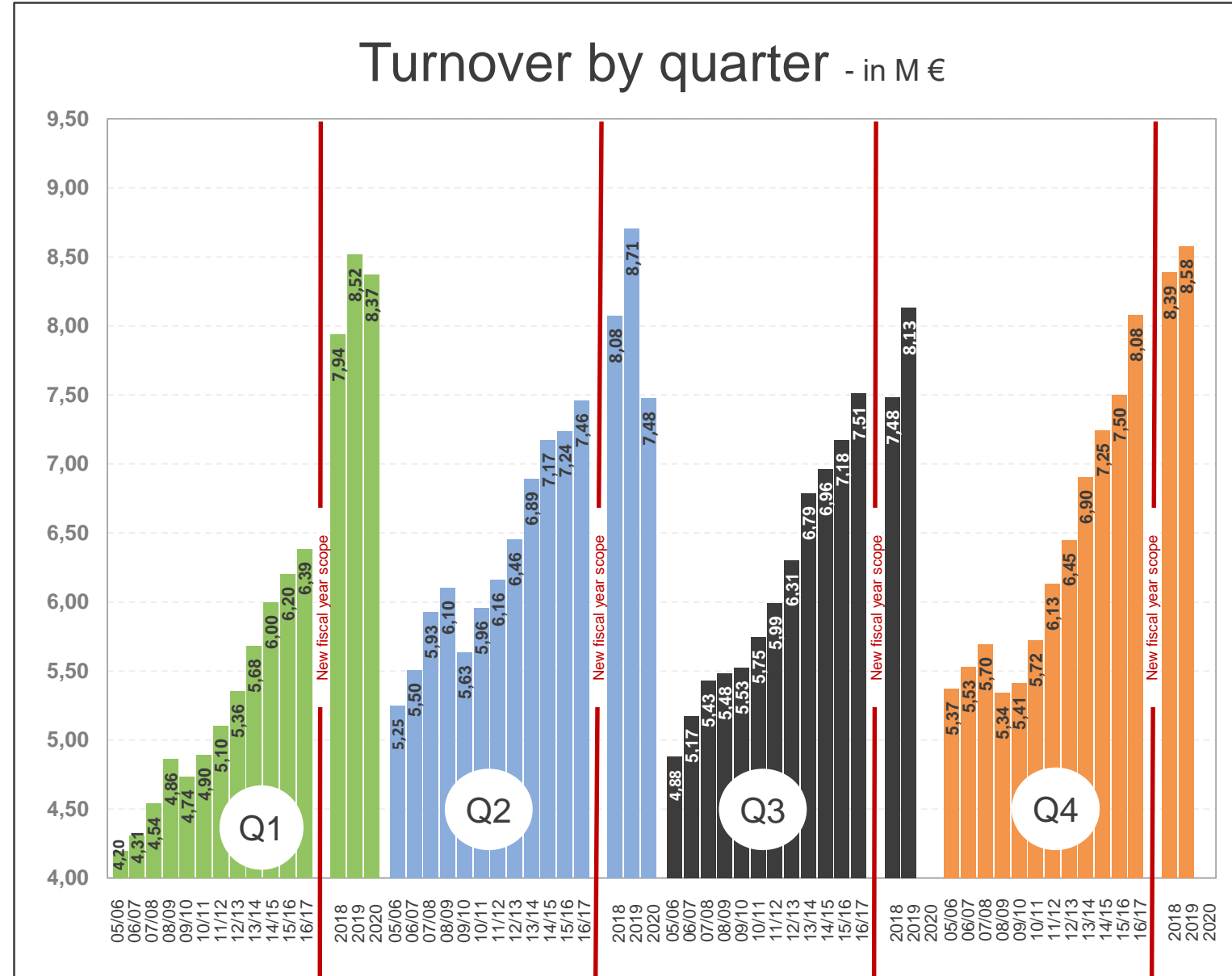
Actif en milliers €	30/06/2020	30/06/2019
Actifs non courants	8 491	9 037
Actifs courants	56 325	48 814
<i>Dont Disponibilités</i>	45 486	36 651
TOTAL	64 816	57 851
Passif en milliers €	30/06/2020	30/06/2019
Capitaux propres	44 377	38 266
Passifs non courants	3 384	4 113
Passifs courants	17 055	15 472
<i>Dont PCA</i>	9 235	8 969
TOTAL	64 816	57 851



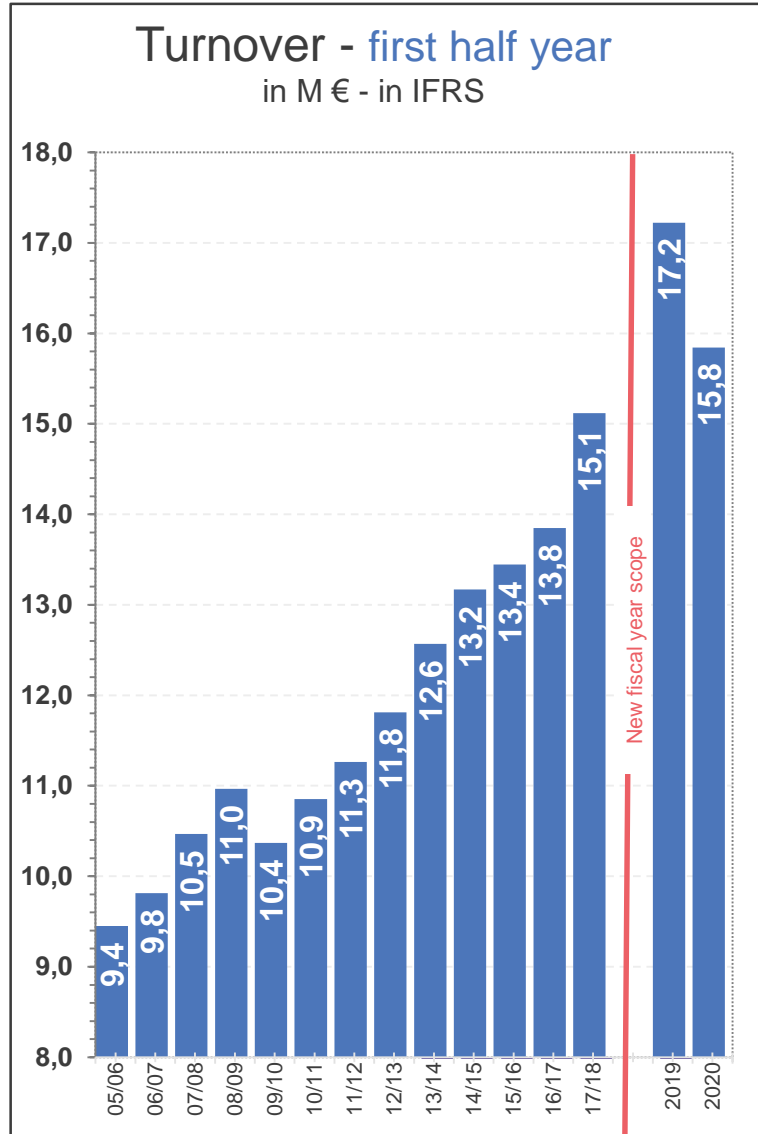
Cash flow

En milliers €	30/06/2020	31/12/2019	30/06/2019
Résultat net - porteurs de CP de la Société	3 281	6 902	3 753
Flux net de trésorerie généré par l'activité	6 346	10 804	6 428
Flux net de trésorerie généré par les opérations d'investissement	-115	-1 333	-437
Flux net de trésorerie généré par les opérations de financement	-443	-2 466	-2 134
Variation de trésorerie brute	5 788	7 005	3 857
Incidences des variations du taux de change	-103	27	25
Augmentation (diminution) de la trésorerie	5 685	7 032	3 882
Trésorerie en début d'exercice	39 801	32 769	36 792
Trésorerie en fin de période	45 486	39 801	36 651
Variation de trésorerie nette	5 685	7 032	-141

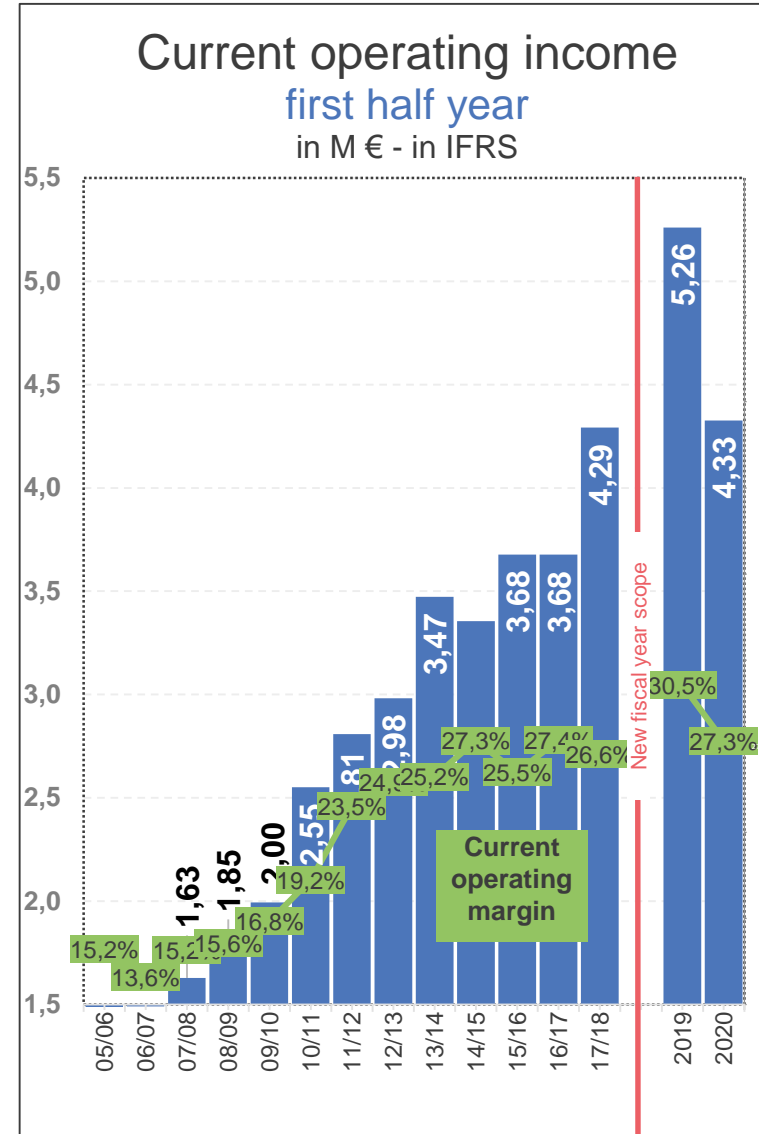
Revenues evolution



Half-year evolutions (1/2)



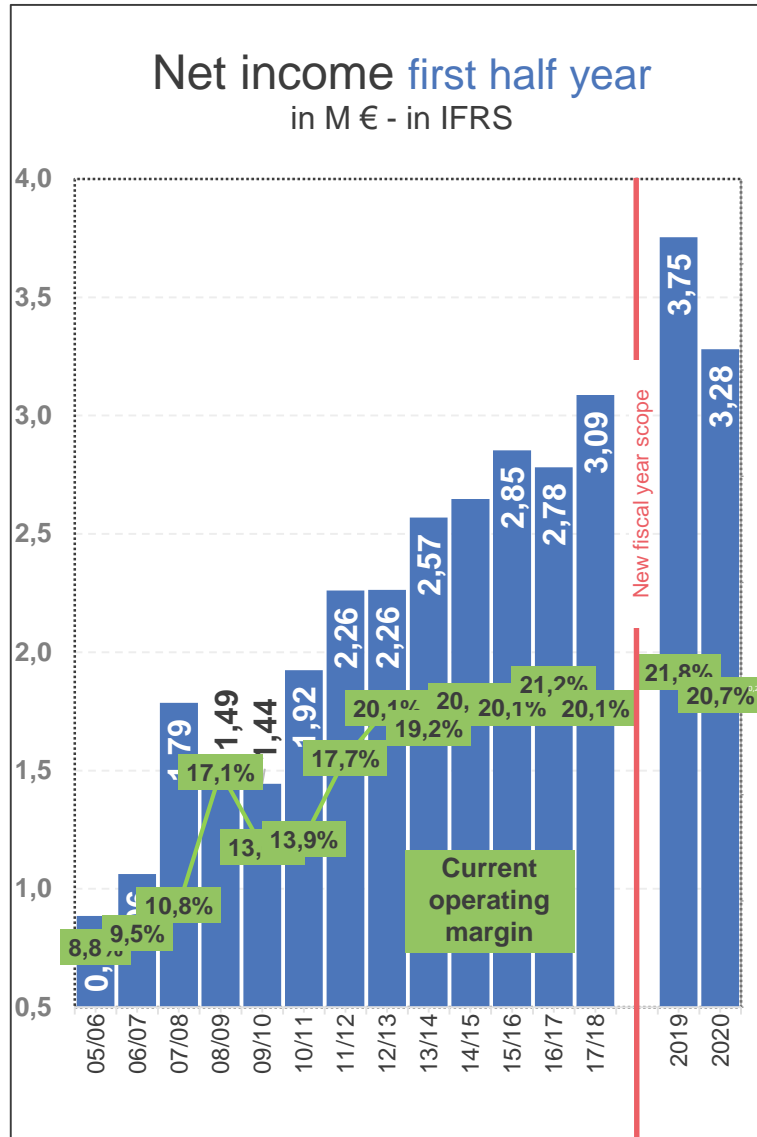
15.8



4.33

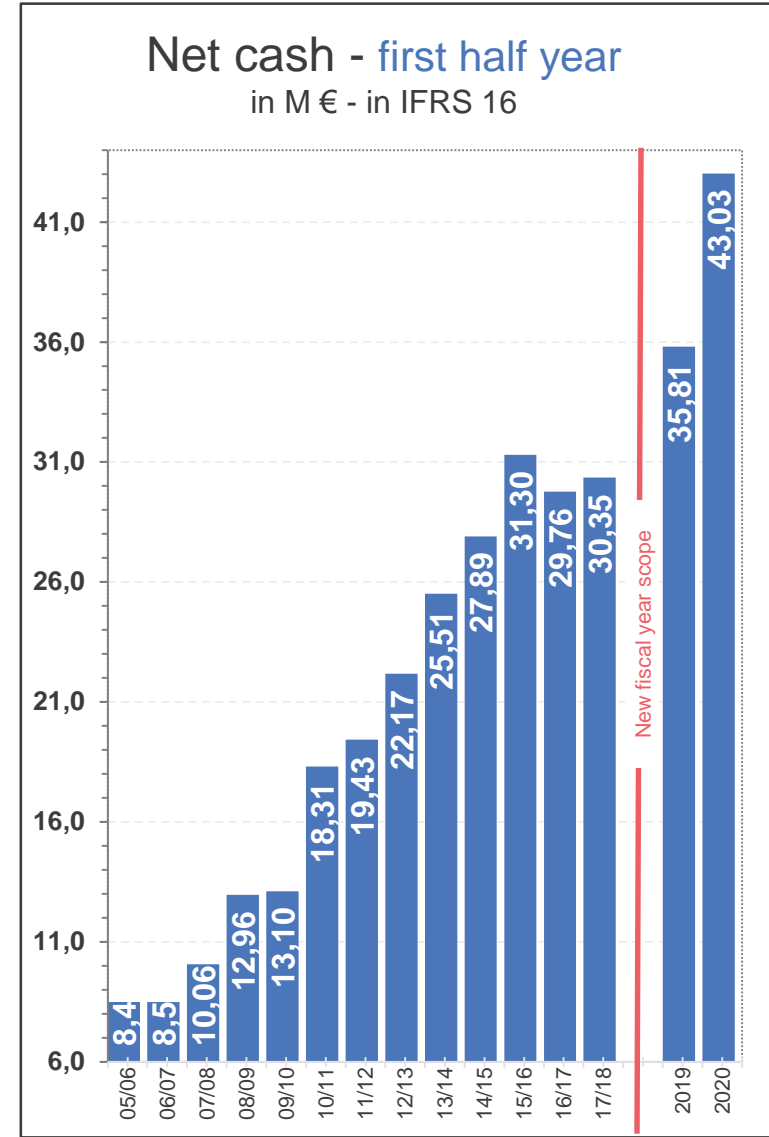
27.3 %

Half-year evolutions (2/2)



3.28

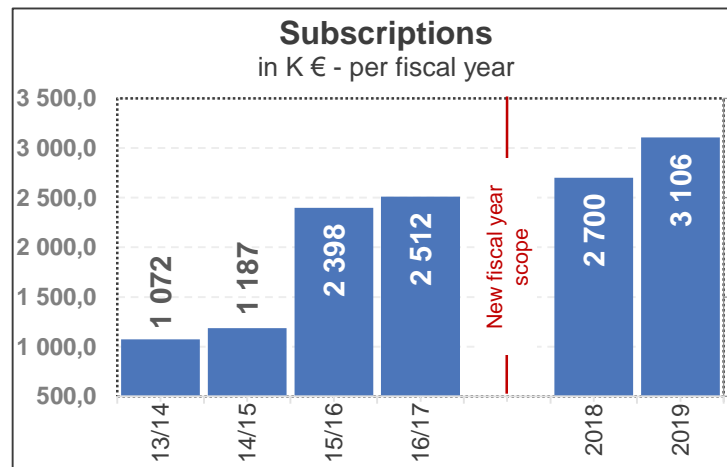
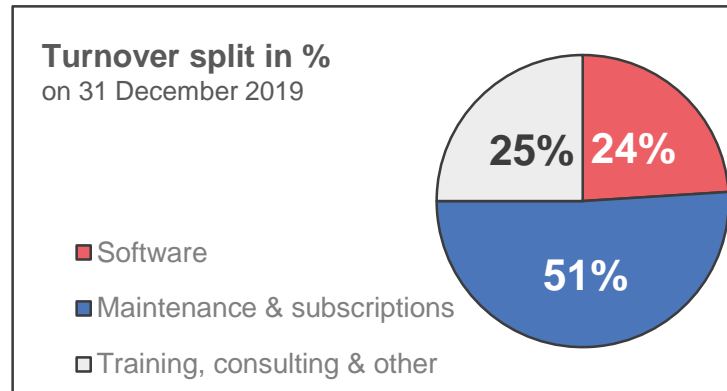
20.7 %



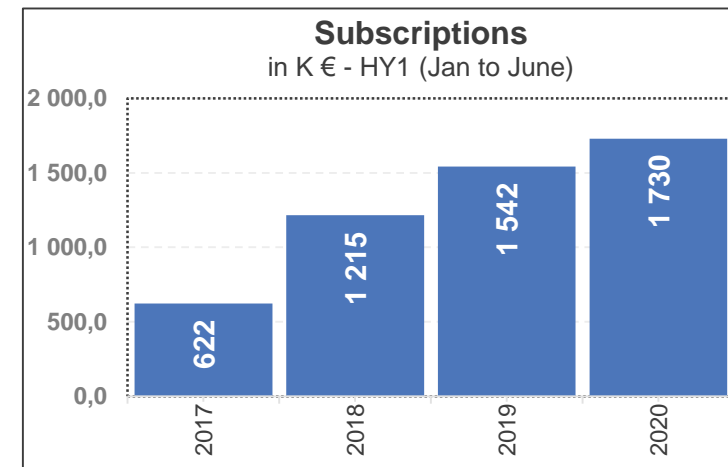
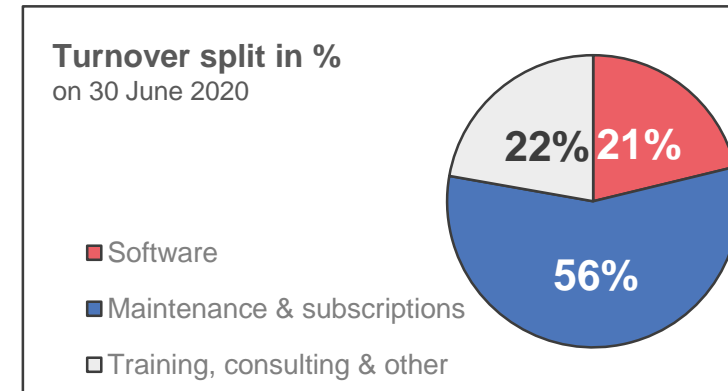
43.03

Revenues analysis

• Full year 2019



• HY1 2020



I. Focus on 1st HY 2020 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 1st HY 2020 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

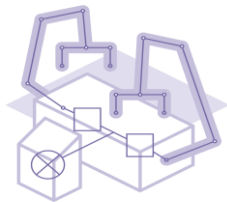
- **One Business: software publisher**

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

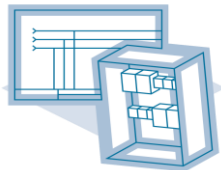
- **One Field**

- Electrical Design & Manufacturing

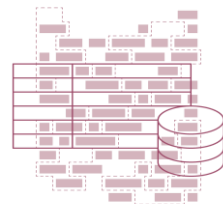
- **Six Software Domains**



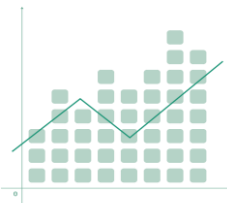
System design



Electrical design



Data & content management



Simulation, dimensioning & diagnostic



Electrical manufacturing



Communication & integration

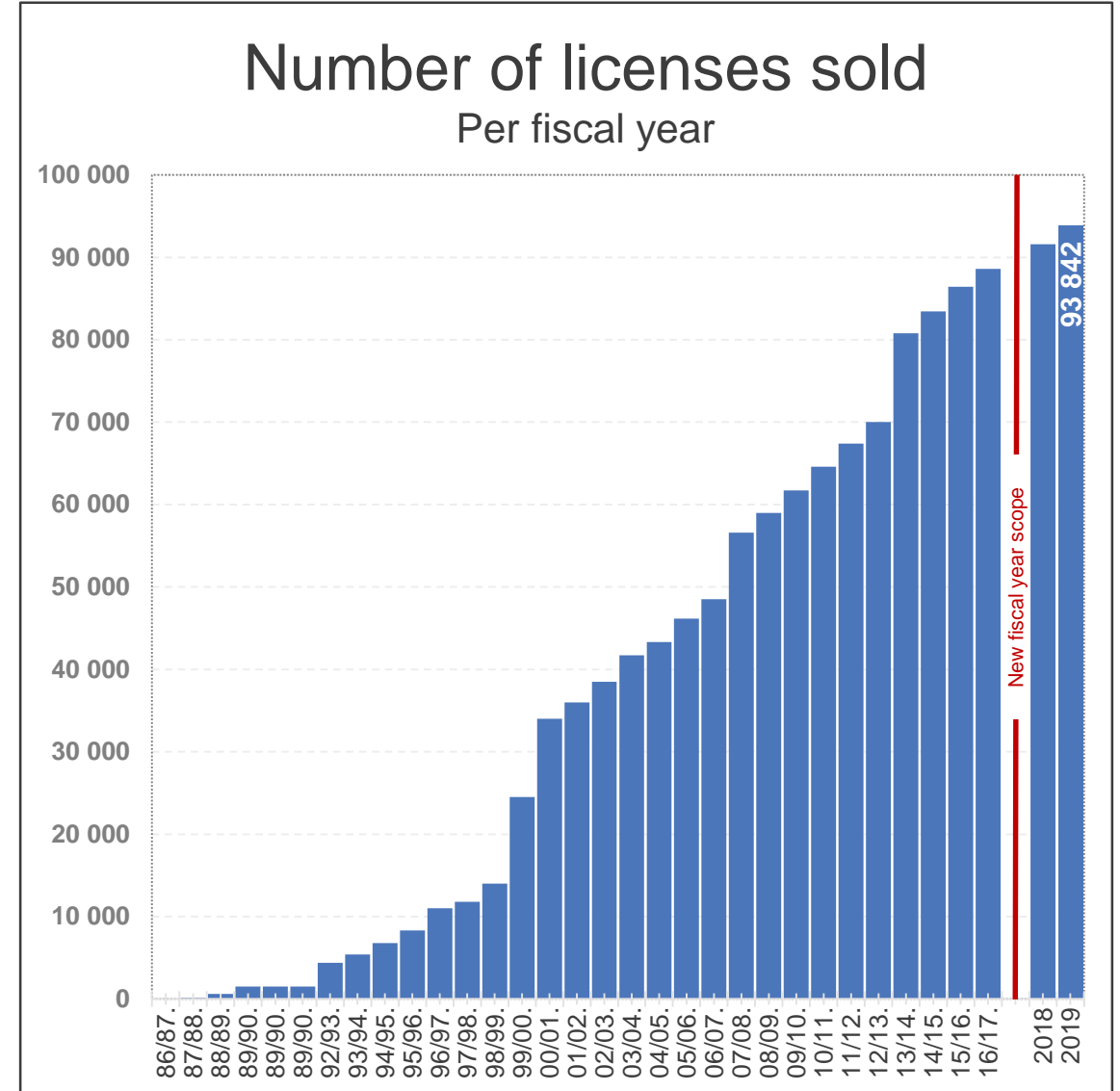


- I. Focus on 1st HY 2020 statements
- II. IGE+XAO: One business & 8 key points that make the difference
 - A. One business
 - B. 8 key points that make the difference
 - Our customers base
 - Our expertise & experience
 - Our market coverage
 - Our organisation
 - Our innovation
 - Our financials
 - Our belonging to Schneider Electric
 - Our fundamentals

- I. Focus on 1st HY 2020 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

A leader in terms of number of licenses deployed

- As of 30/06/2020
 - Number of IGE+XAO customers : **44 250**
 - Number of licenses sold : **95 130**



- I. Focus on 1st HY 2020 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

A recognized experience

34 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:

- 137 people in R&D,
- 81 people in support & training,
- 96 people in sales.

- I. Focus on 1st HY 2020 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

A very large coverage of the market

- All application segments

Transportation



Aerospace



Automotive



Railway



Shipbuilding

Industry



Equipment & Machinery



Automation & Plant



Power Generation & Energy

Building

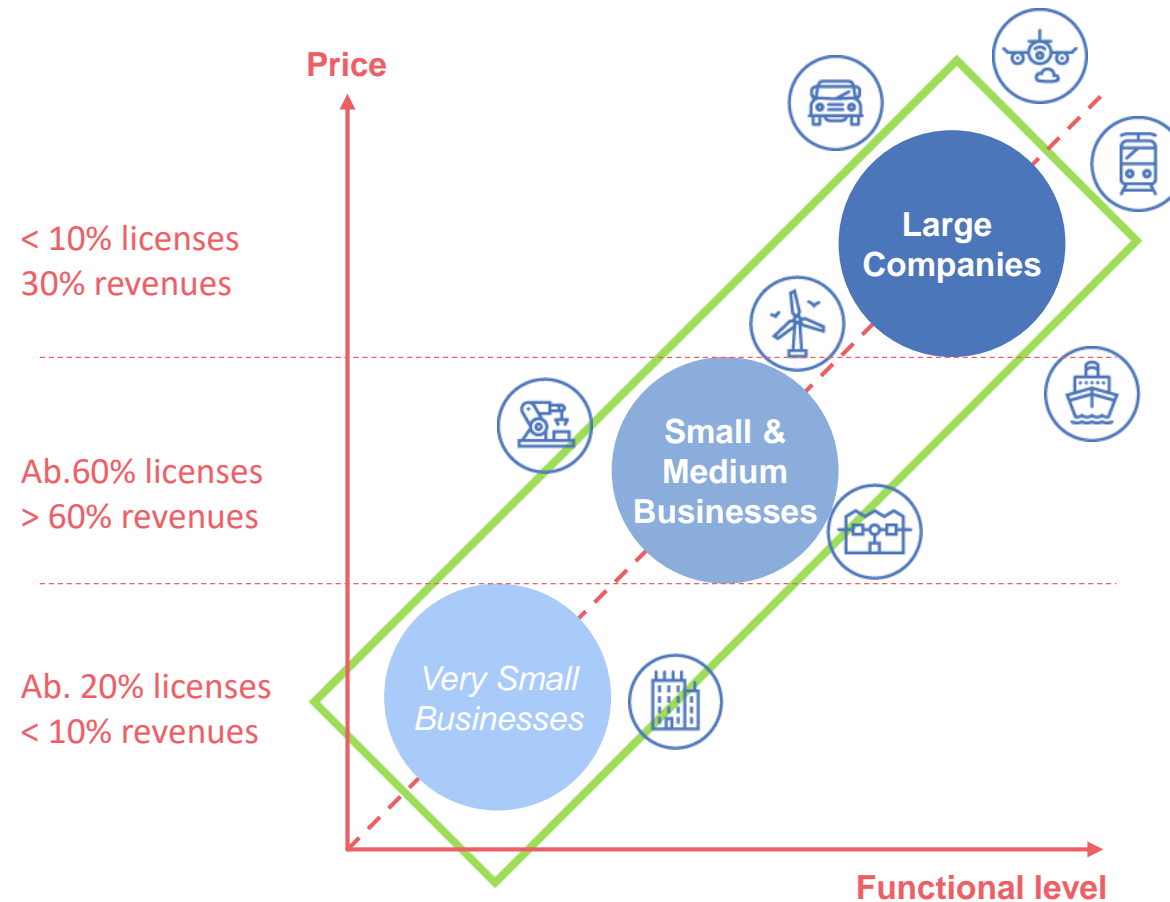


Building



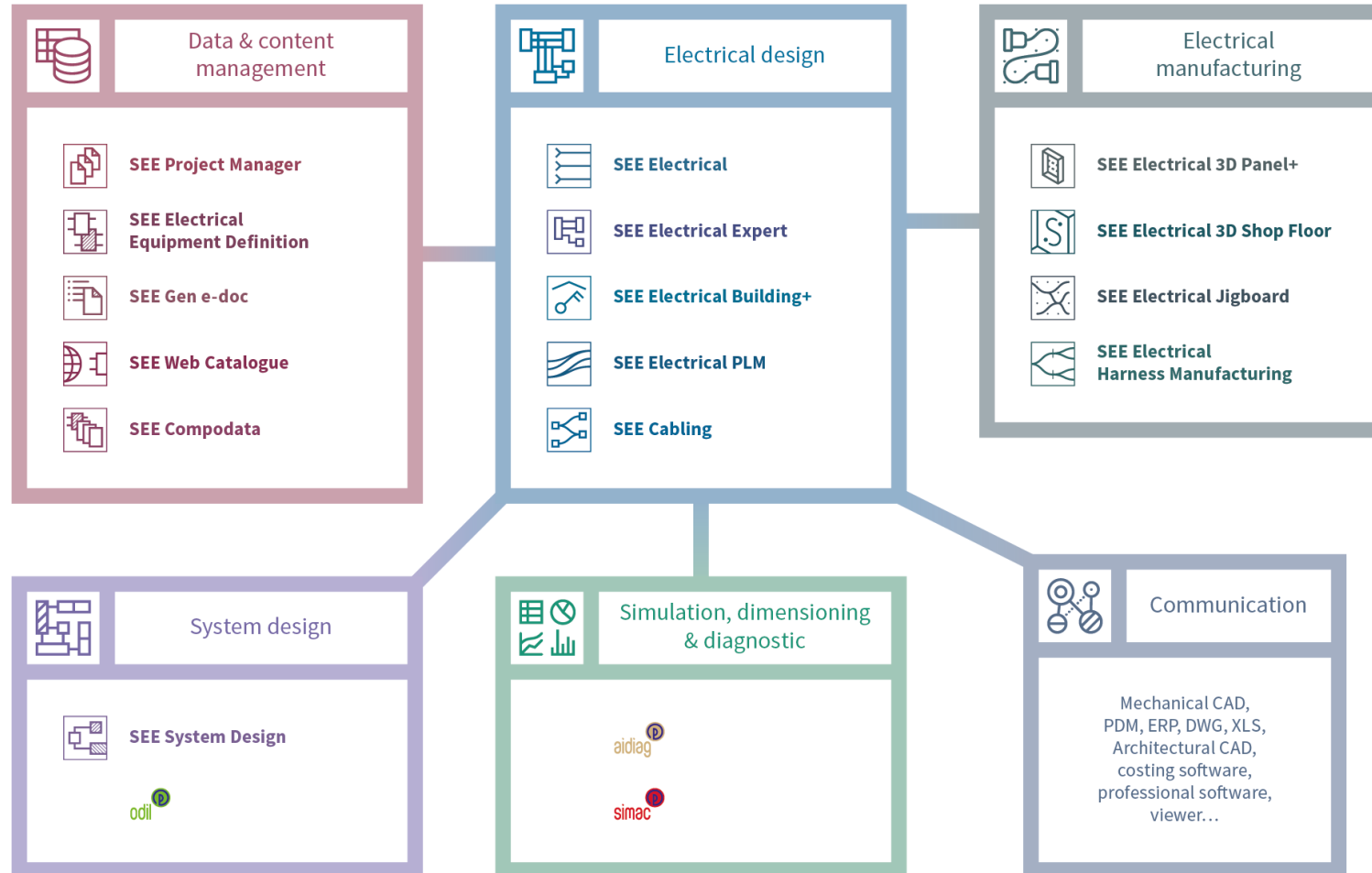
A very large coverage of the market

- All company sizes



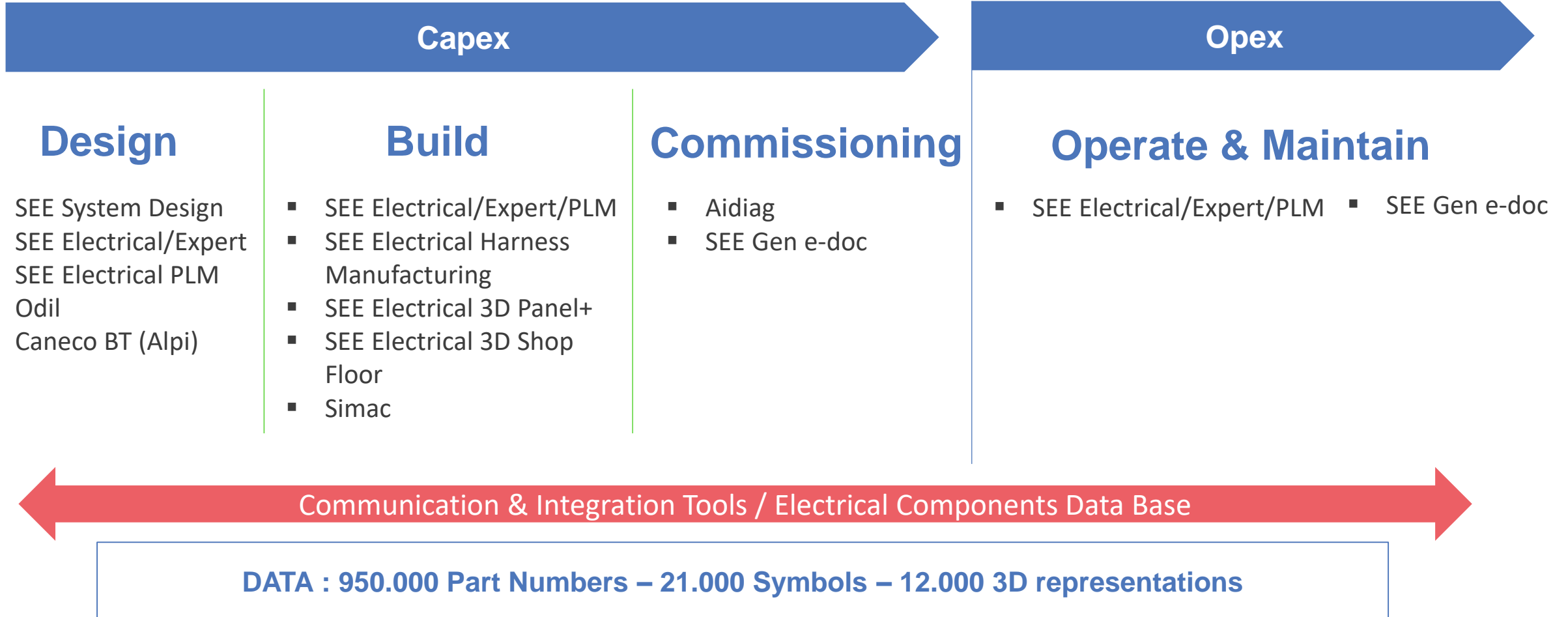
A very large coverage of the market

- A complete product portfolio by domain



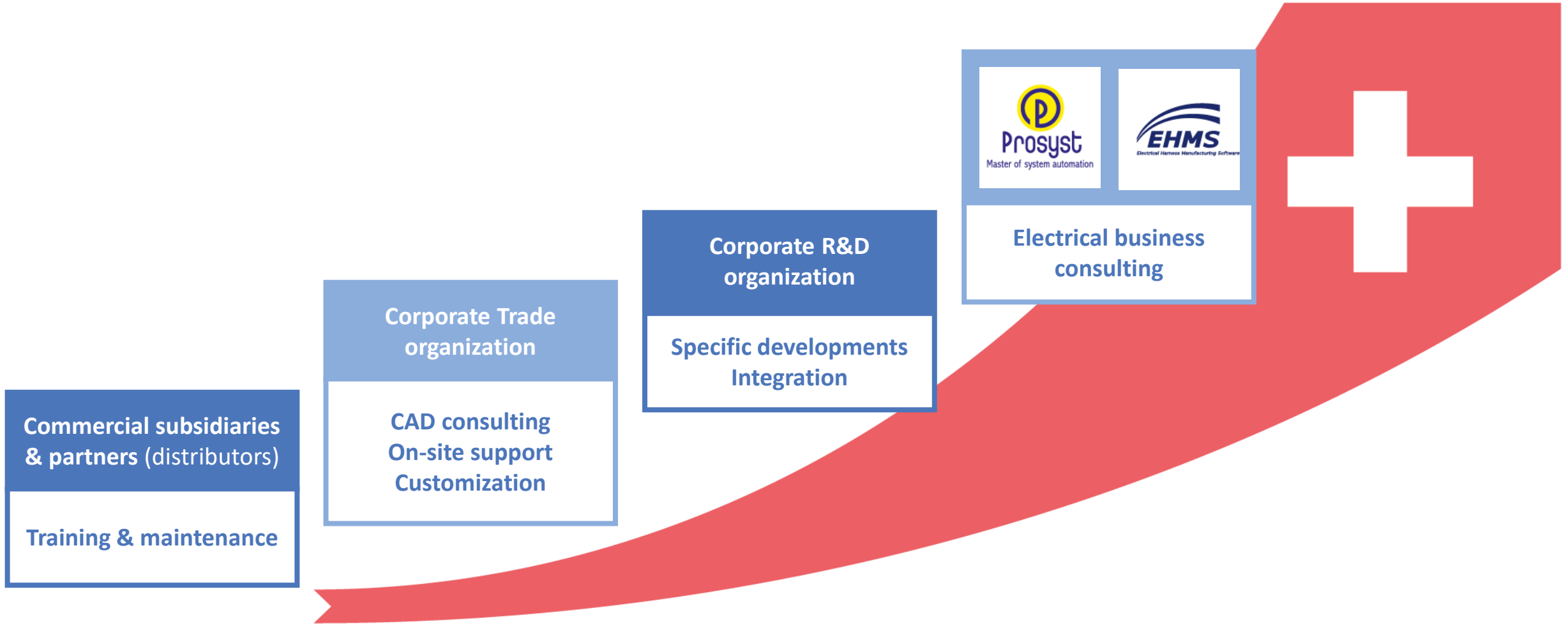
A very large coverage of the market

- 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

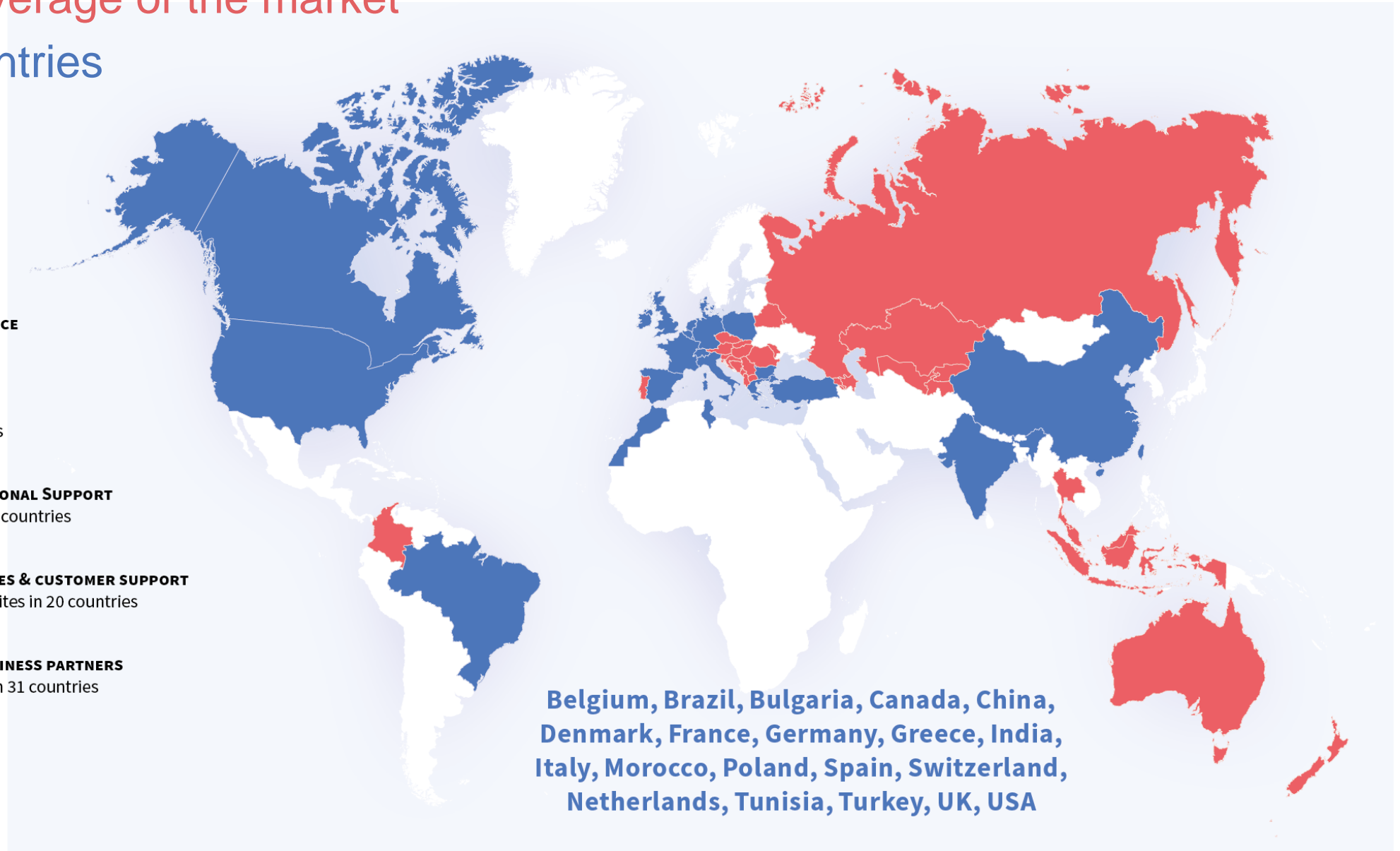
HEAD OFFICE
Colomiers

R&D
6 countries

INTERNATIONAL SUPPORT
7 sites in 7 countries

SALES & CUSTOMER SUPPORT
29 sites in 20 countries

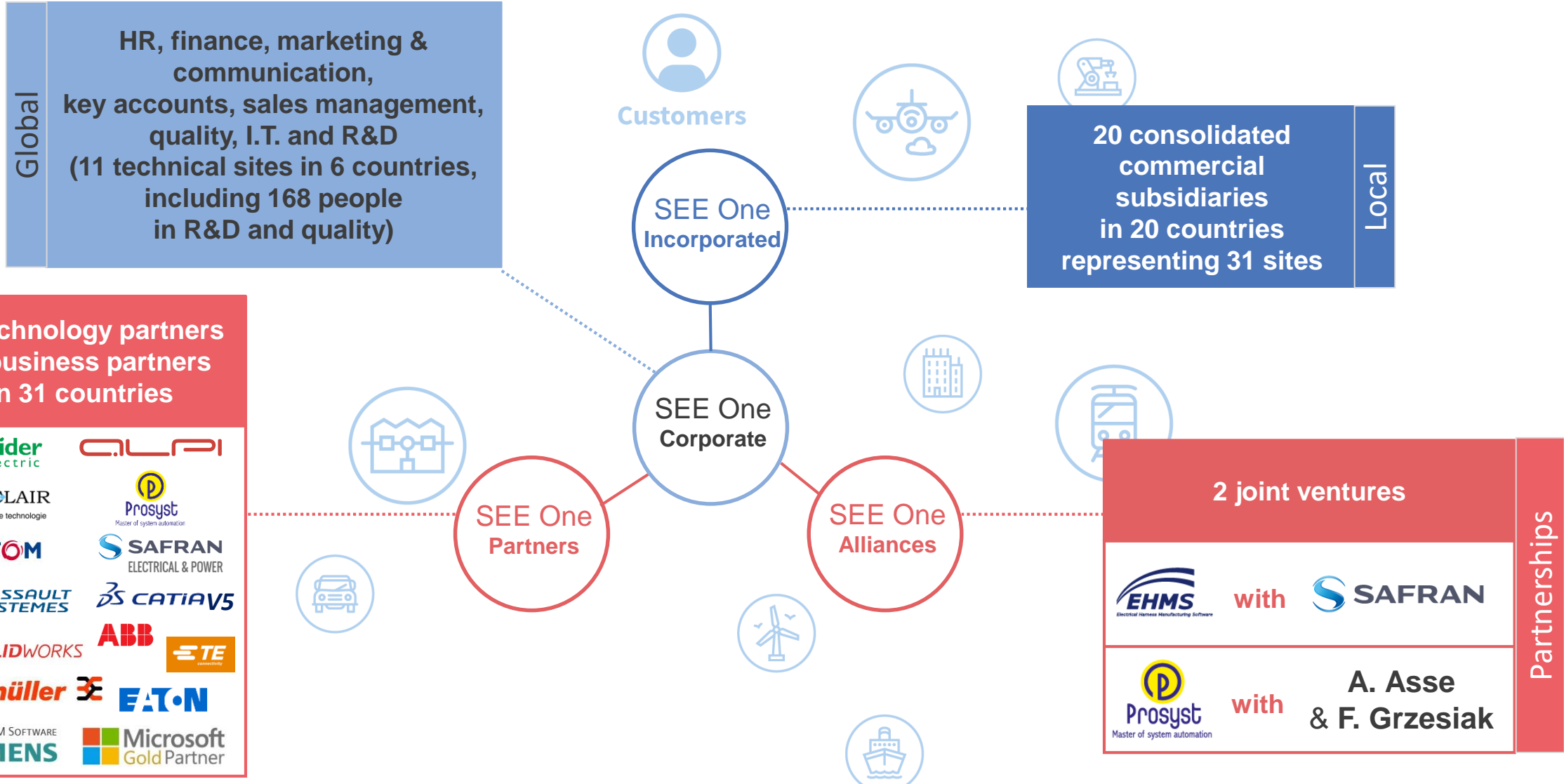
BUSINESS PARTNERS
17 in 31 countries



Belgium, Brazil, Bulgaria, Canada, China, Denmark, France, Germany, Greece, India, Italy, Morocco, Poland, Spain, Switzerland, Netherlands, Tunisia, Turkey, UK, USA

- I. Focus on 1st HY 2020 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


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




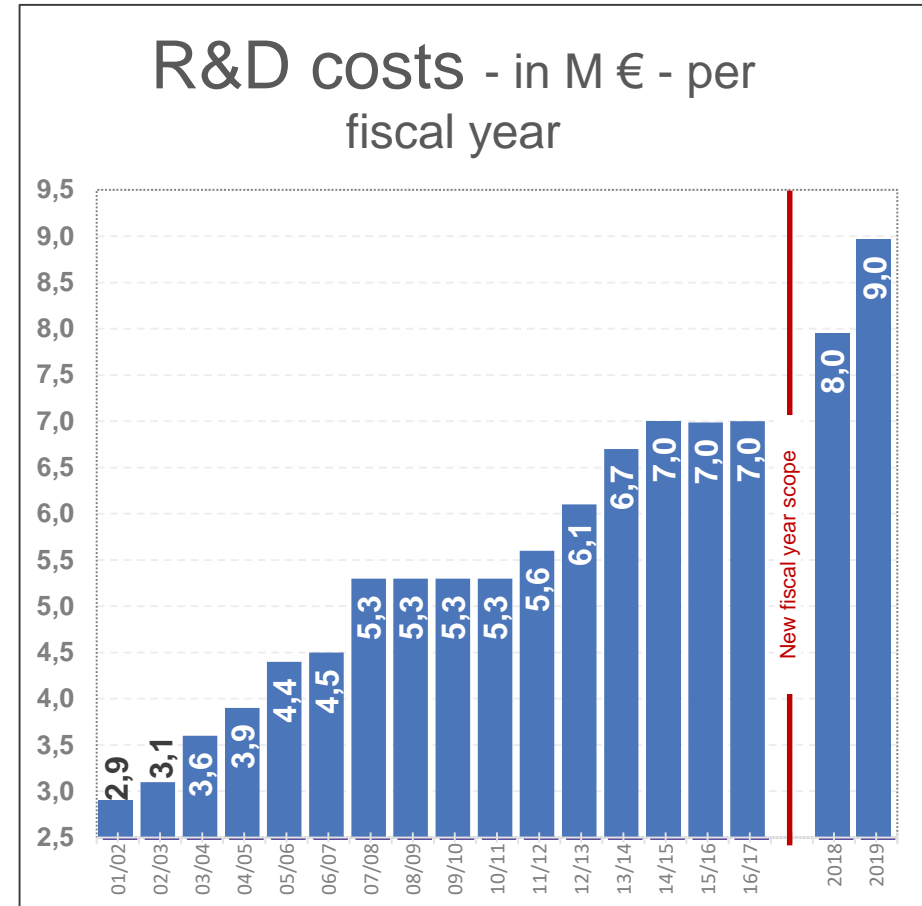
- I. Focus on 1st HY 2020 statements
- II. IGE+XAO: One business & 8 key points that make the difference
 - A. One business
 - B. 8 key points that make the difference
 - Our customers base
 - Our expertise & experience
 - Our market coverage
 - Our organisation
 - Our innovation
 - Our financials
 - Our belonging to Schneider Electric
 - Our fundamentals

Innovate everyday

- R&D investments representing about **25%** of the turnover

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

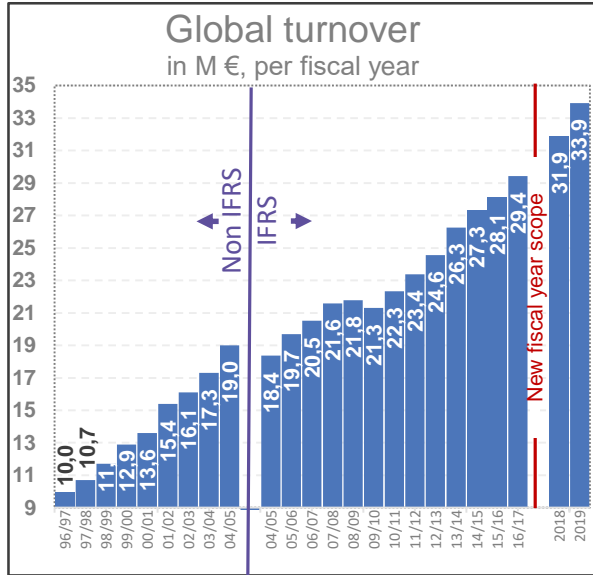
- End to end process Building 
- End to end process Industry
- End to end process Transportation



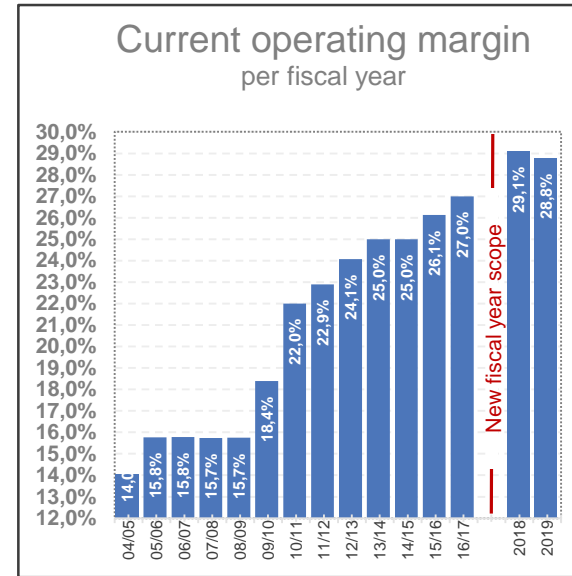
- I. Focus on 1st HY 2020 statements
- II. IGE+XAO: One business & 8 key points that make the difference
 - A. One business
 - B. 8 key points that make the difference
 - Our customers base
 - Our expertise & experience
 - Our market coverage
 - Our organisation
 - Our innovation
 - Our financials
 - Our belonging to Schneider Electric
 - Our fundamentals

A constant improvement of the Group's performance

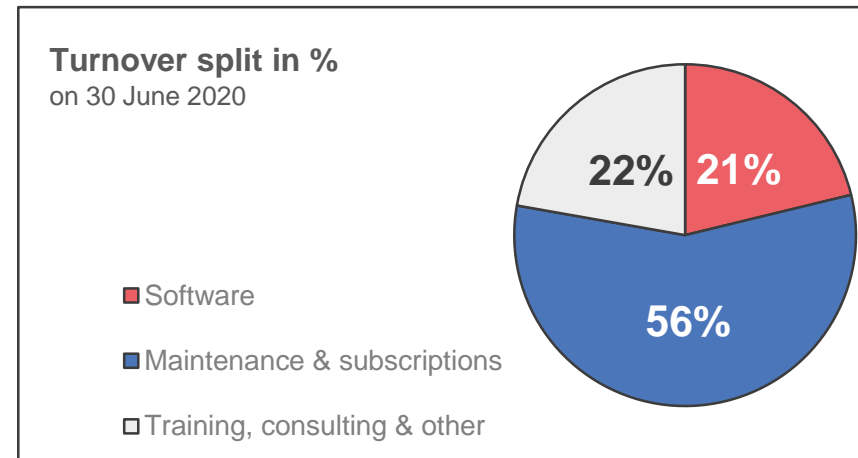
- Increasing Group revenues



- Keeping high levels of margins

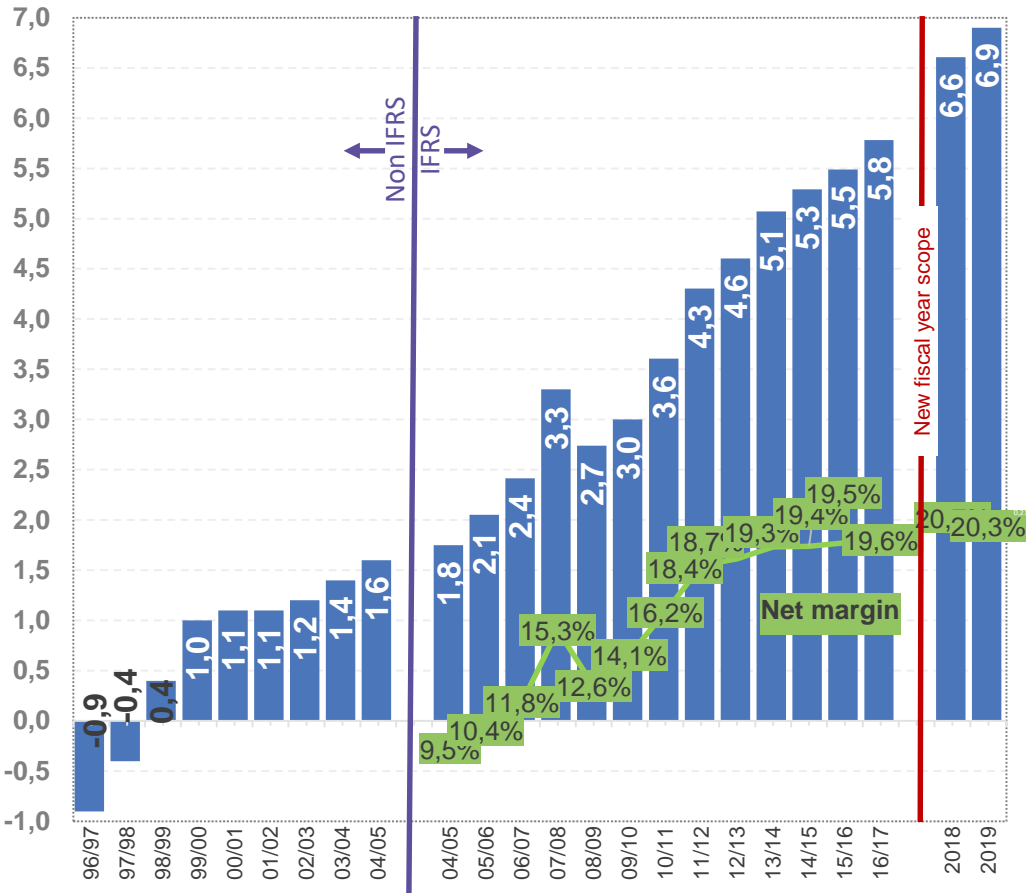


- Considering revenues' distribution model & Moving step by step to subscription



A constant improvement of the Group's performance

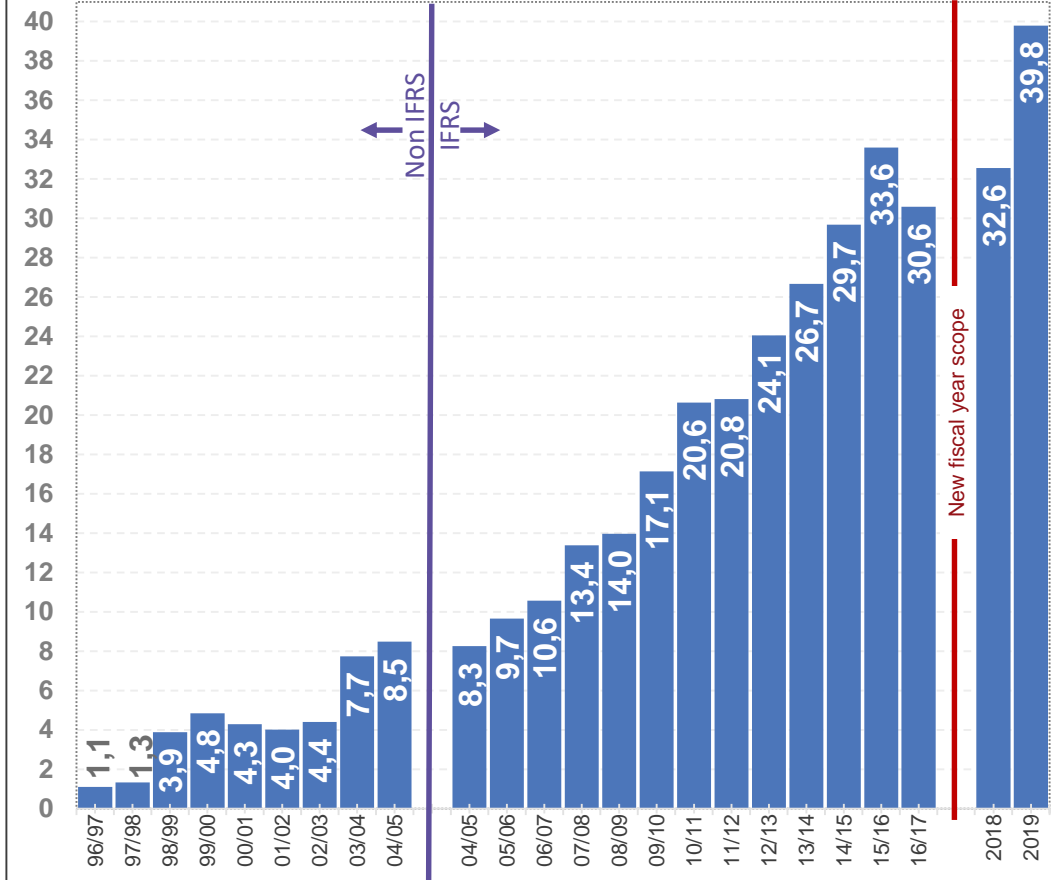
Net income
in M € - per fiscal year



6.9

20.3 %

Net cash
in M € - per fiscal year

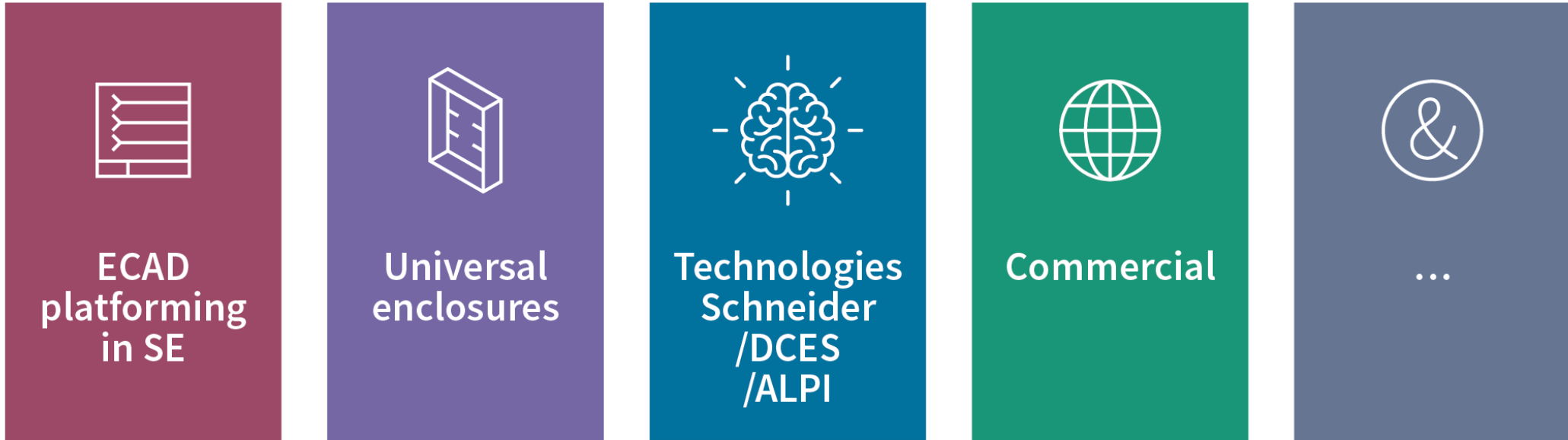


39.8

- I. Focus on 1st HY 2020 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

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



- I. Focus on 1st HY 2020 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

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 :
 - › 34 years of experience,
 - › 44 250 users,
 - › Significant global key accounts,
 - › 31 sites in 20 countries & 31 additional countries via partners,
 - › 373 employees 100% focused on Electrical PLM, CAD & Simulation software (no other activities e.g. mechanical, PCB,..),
 - › About 168 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

34 years of experience

34 years of expertise in Electrical CAD/PLM/Simulation

24 years of stock exchange listing

373 people dedicated to Electrical PLM, CAD & Simulation

95,130 licences for 44,250 customers

31 sites in 20 countries & 31 additional countries via partners

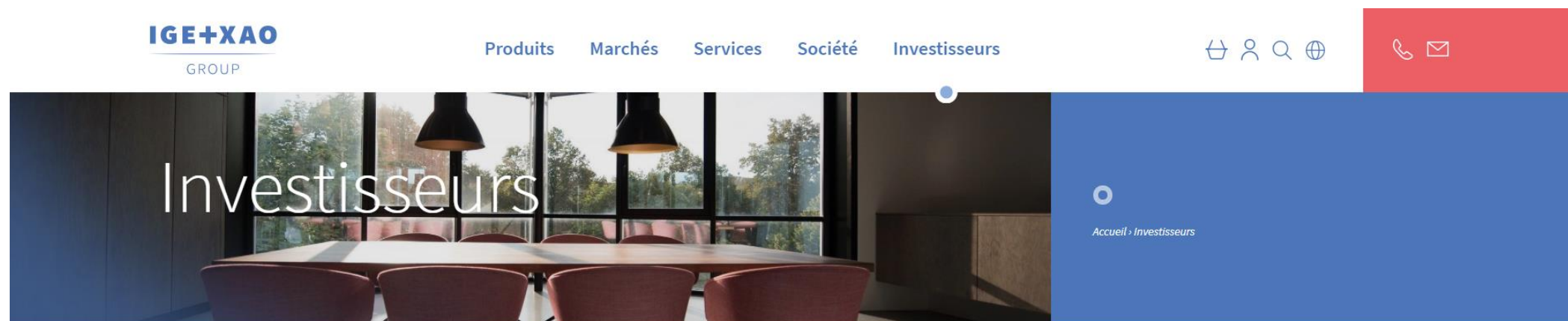
About 25 % of the Group's turnover annually invested in R&D

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.