

Investors meeting

Fiscal year 2013/2014

Alain DI CRESCENZO
13 November 2014



Shaping the Future
of the Electrical PLM,
CAD and Simulation

Fiscal year 2013/2014: a dynamic year



Press release

Comptes annuels consolidés de l'exercice 2013/2014 (en normes IFRS)*

Toulouse, le 23/10/2014, le Groupe IGE+XAO annonce :

Franchissement à la hausse du seuil de 25 % de rentabilité opérationnelle**

En euros	2013/2014	2012/2013	Evolution
Chiffre d'affaires	26 260 418	24 568 160	6,9 %
Résultat opérationnel	6 602 722	5 914 864	11,6 %
Résultat de l'ensemble consolidé avant impôts	6 961 670	6 223 866	11,9 %
Résultat net – Part du Groupe	5 071 106	4 603 863	10,1 %

Sur l'exercice 2013/2014, le chiffre d'affaires consolidé du Groupe IGE+XAO atteint **26 260 418 €**, soit une progression de **6,9 %**. L'activité commerciale a notamment bénéficié de la bonne dynamique de l'activité grands comptes tant en France qu'à l'étranger ainsi que de la contribution des deux opérations de croissance externe réalisées sur la période. IGE+XAO a ainsi acquis 51% des parts sociales de la société de diffusion de logiciels IGE+XAO Nordic A/S et 80 % de la société Prosyst SAS, spécialisée dans le développement de progiciels dédiés à la simulation, au diagnostic et à la performance des processus industriels, complémentaires à ceux proposés par IGE+XAO.

Sur la même période, le résultat opérationnel du Groupe, en hausse de 11,6%, s'établit à 6 602 722 € et la marge d'exploitation** franchit le seuil des 25 % contre 24 % un an plus tôt. Cette évolution favorable résulte à la fois de l'accroissement de l'activité et de la bonne maîtrise des charges d'exploitation, en période notamment de rapprochement d'entreprises. Le résultat net s'élève à 5 071 106 € pour 4 603 863 € un an plus tôt, soit une progression de 10,1 %, générant une marge nette*** de 19,3 % (18,7 % sur l'exercice précédent).

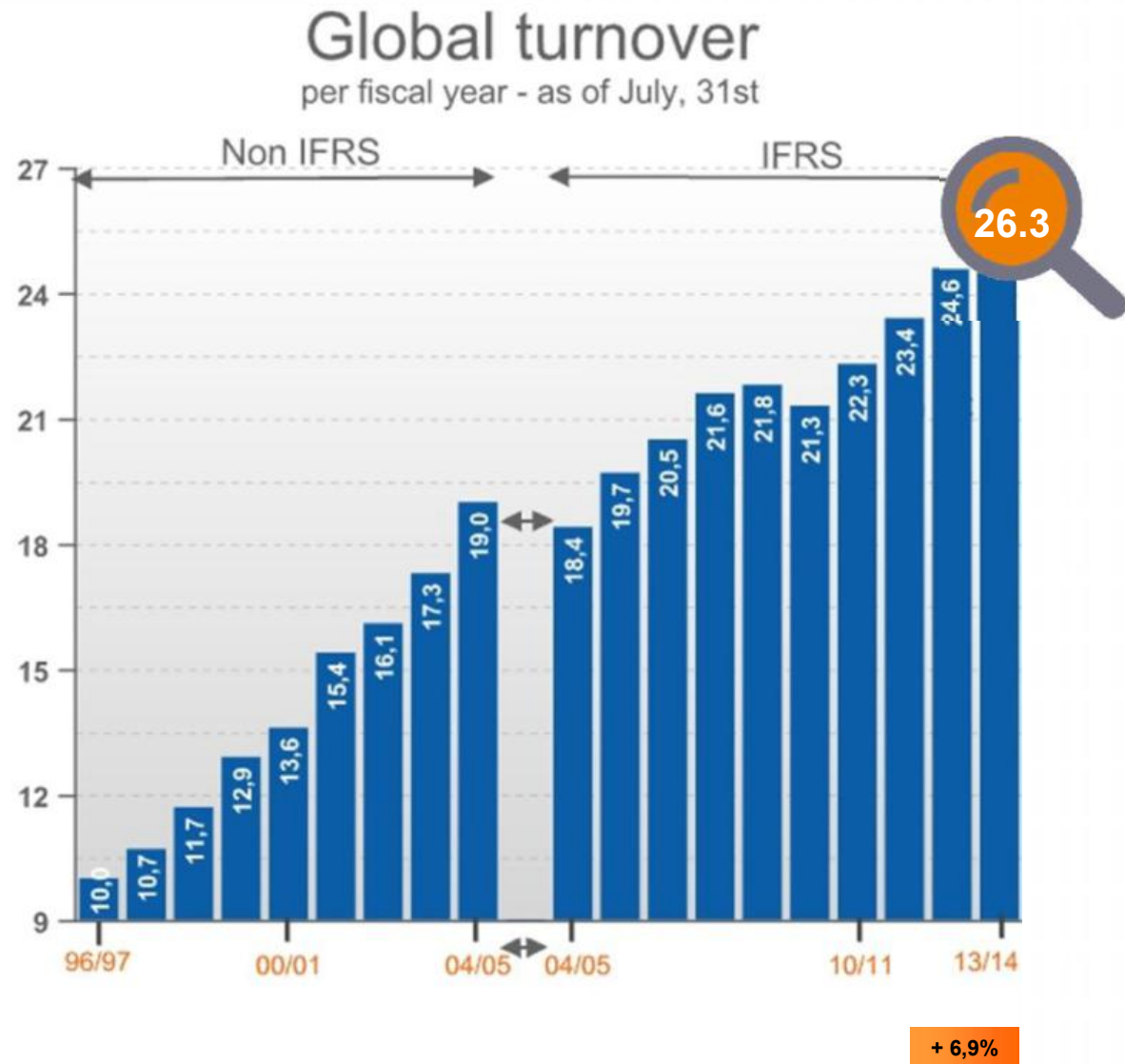
Sur le nouvel exercice et fort de ses solides fondamentaux, le Groupe prévoit d'étendre sa couverture internationale avec l'ouverture d'un bureau de représentation en Russie et d'une filiale au Brésil. Parallèlement, de nouvelles offres intégrant la gamme de logiciels Prosyst seront lancées sur le marché en début d'année 2015. Ce plan d'action volontariste sera conduit en préservant un niveau de rentabilité élevé.

* Les comptes consolidés ont été arrêtés par le Conseil d'administration du 22 octobre 2014 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

Turnover evolution



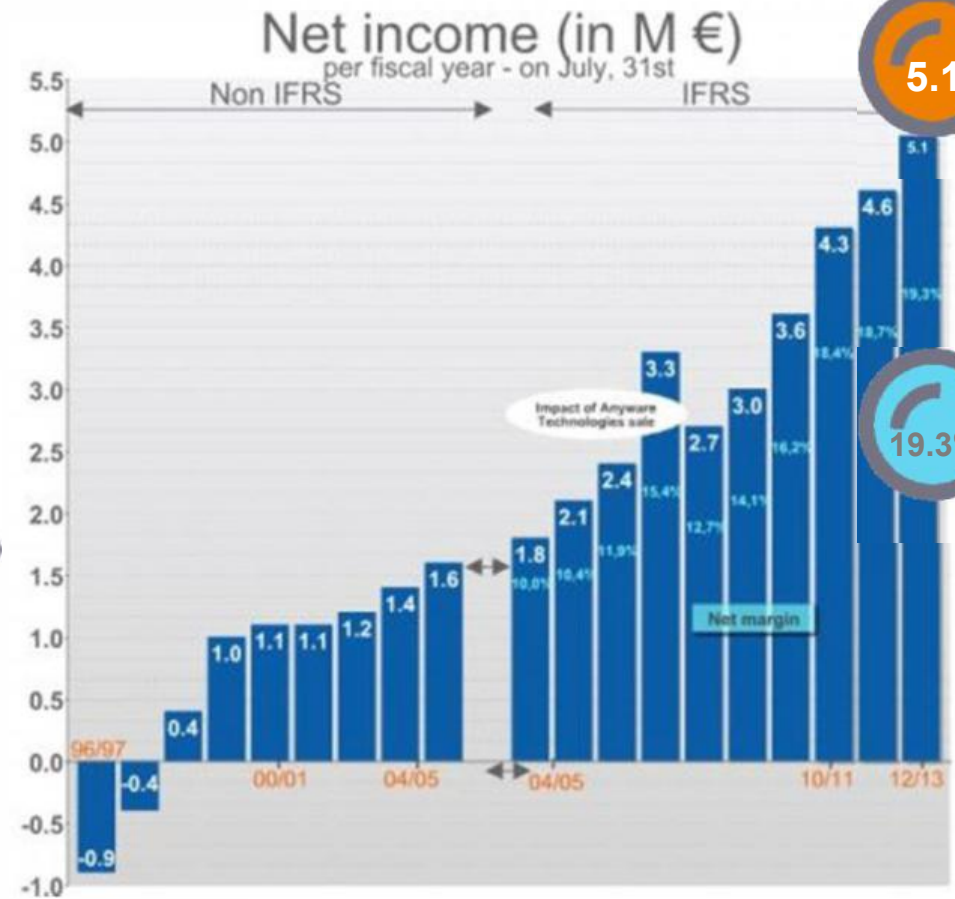
Profit evolution



6.6

25%

+ 11,0 %



5.1

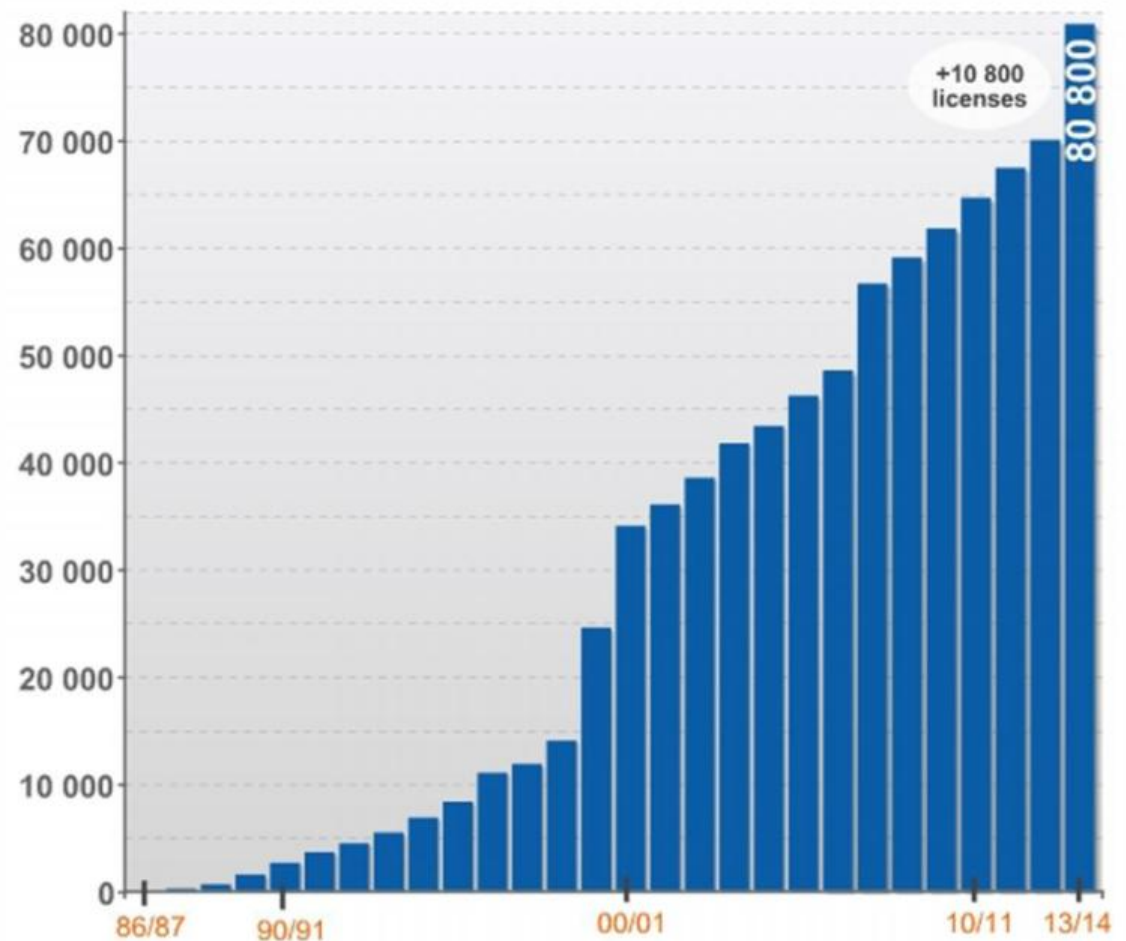
19.3%

+ 10,1 %

Number of licenses sold

Licenses sold as of 31/07/2014: **80 800**

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



Key operations : acquisition of IGE+XAO Denmark in November 2013 (1/2).



- **Company overview:**
 - Share capital owned by IGE+XAO: 100%,
 - Expertise: distribution of SEE Electrical software,
 - Implantations: Birkerød (25 km north from Copenhagen)
 - Territory: Denmark, Sweden, Norway,
 - Benefit for IGE+XAO: increasing its customer base and being directly implanted, efficient and recognized in an area with a significant growth potential.

Key operations : acquisition of IGE+XAO Denmark in November 2013 (2/2).



- **IGE+XAO Nordic – the company:**
 - In business since 1989 (25 years)
 - Started by 2 engineers who today are working in IGE+XAO development team
 - Nb employees: 7
 - Primary focus today is Denmark with 40-45% market share
 - More than 740 unique customers with a valid maintenance contract
 - More than 1500 unique licences with a valid maintenance contract
 - More than 40 schools are using SEE Electrical in their educational course
 - Key accounts.



Key operations: acquisition of Prosyst in April 2014 (1/2)



- **Company overview:**

- Share capital owned by IGE+XAO: 80%
- Expertise: Software editor and service provider in Automation dedicated to :
 - System design,
 - PLC programming,
 - Simulation,
 - Diagnostic,
 - Setting up,
 - Optimization.
- Implantations: Valenciennes, Templemars, Tanger
- Benefits for IGE+XAO: Proving electrical PLM solution is compliant with “Industry 4.0” / “Factory of the future” programs
 - from functional description,
 - to maintenance,
 - through detailed design, PLC programming, simulation, manufacturing and setting up of all electrical installations.

Key operations: acquisition of Prosyst in April 2014 (2/2)



- **Introduction**
 - French innovative SME
 - More than 25 years of experience in industrial performance
 - Nb employees: 17
- **PROSYST business**
 - PROSYST's aim is to assist companies in improving their industrial performances:
 - Improving automatisms quality,
 - Reducing setup and production ramp up times,
 - Guaranteeing / improving exploitation productivity.
 - PROSYST develops:
 - Hardware and software products for automation design, simulation, adjustment, monitoring, analysis, diagnosis of machines or process piloted by PLC,
 - High level services, for products customization and implementation on industrial projects,
 - Consulting to ensure and improve the output of industrial machines, processes or plants.



Key operations: acquisition of ARC Engineering (Greece) in July 2014 (1/2)

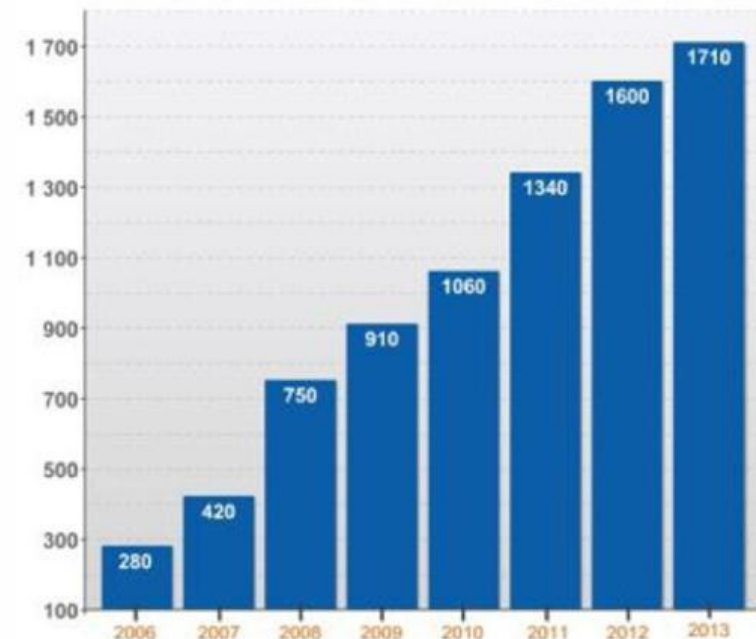
- **Company overview:**

- Share capital owned by IGE+XAO: 100%,
- Expertise: distribution of SEE Electrical and SEE Electrical Building software,
- Implantations: Thessaloniki,
- Territory: Greece, Cyprus,
- Benefit for IGE+XAO: increasing its customer base, being directly implanted in Greece and increasing IGE+XAO's expertise in the Building industry.

Key operations: acquisition of ARC Engineering (Greece) in July 2014 (2/2)

- **ARC Engineering:**
 - Founded 1992 in Thessaloniki, focusing in Electrical CAD/CAE software,
 - Distribution of CADdy, CADdy++ Electrical, and from 2002 onward of SEE Electrical (IGE+XAO),
 - From 2006 focused on Building market, adapting SEE Electrical to the Greek market needs and accumulating a deep knowledge and experience both on technical needs of the market and on methods to approach,
 - Applied a successful policy to approach the market through Electrician's Unions all over Greece (over 40 unions are acting as dealers for our software),
 - Established a very strong position in Cyprus (90% of panels builders are working with SEE Electrical).

Number of licenses sold - Greece



Company worldwide presence

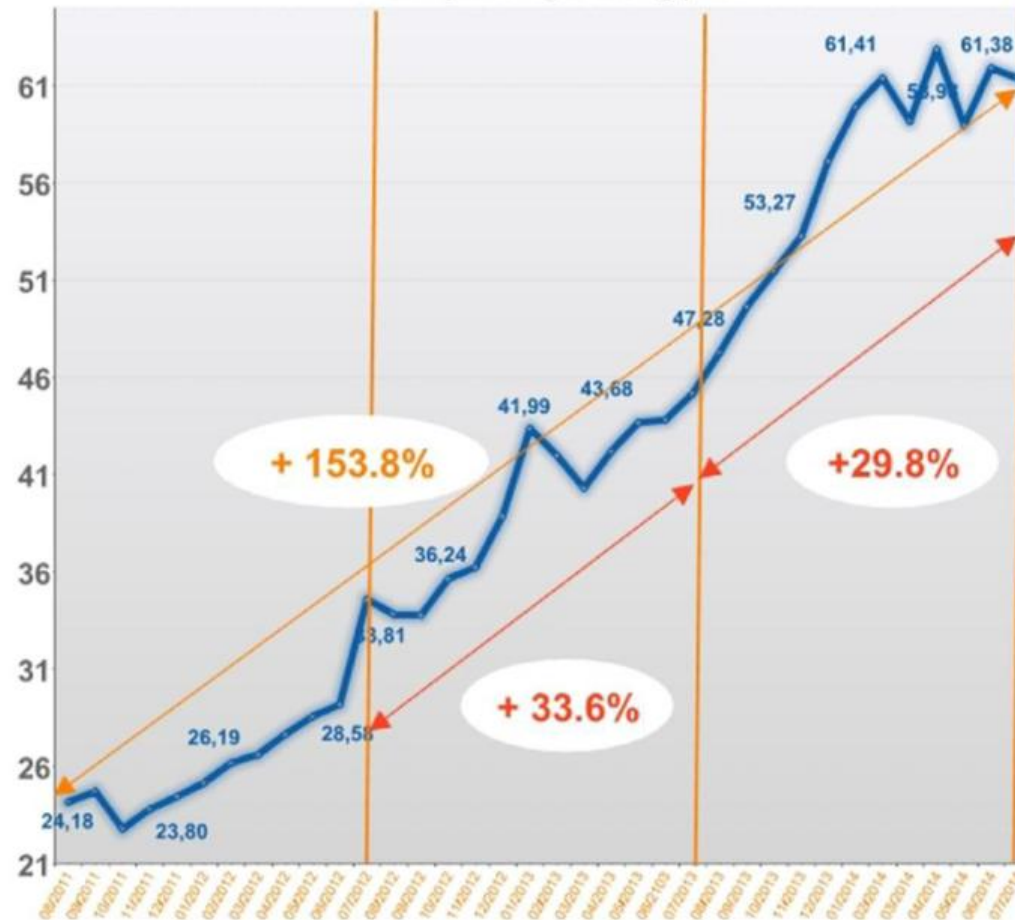
30 sites in 18 countries, 32 business partners in 27 countries



Share value evolution

IGE+XAO's share value in €

Monthly average closing price



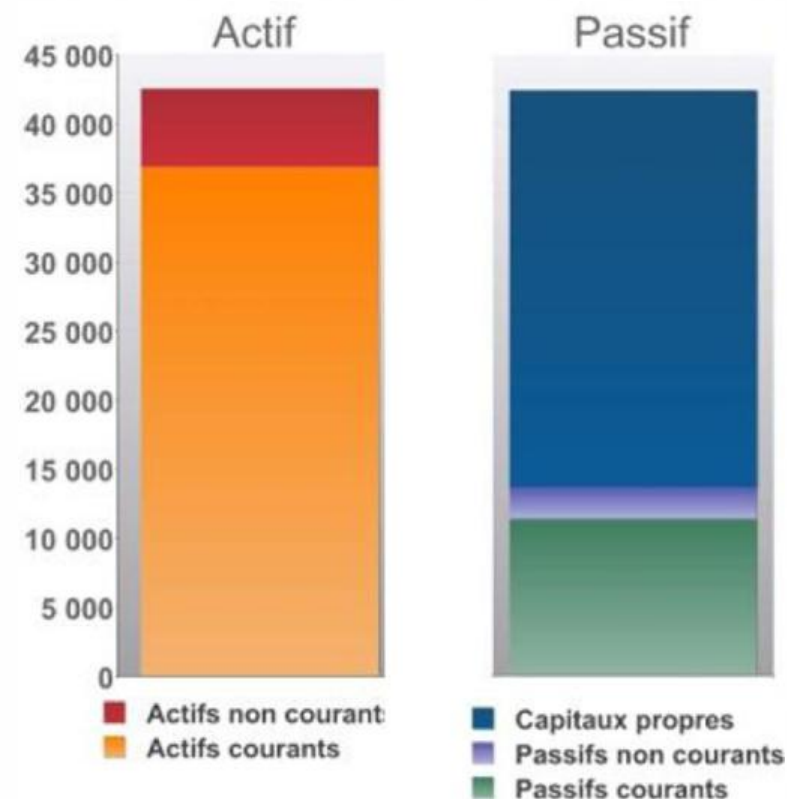
Focus on 2013/2014 financial statements



Balance sheet (IFRS)

Actif en milliers €	31/07/2014	31/07/2013
Actifs non courants	5 669	3 664
Actifs courants	36 834	33 130
<i>Dont Disponibilités</i>	27 321	24 402
TOTAL	42 503	36 794

Passif en milliers €	31/07/2014	31/07/2013
Capitaux propres	28 827	24 673
Passifs non courants	2 319	1 369
Passifs courants	11 357	10 752
<i>Dont PCA</i>	5 982	4 988
TOTAL	42 503	36 794



Profit & loss (IFRS)

En milliers €	31/07/2014	31/07/2013	Evolution
Chiffre d'affaires	26 260	24 569	6,9%
Total produits d'exploitation	27 200	25 519	6,6%
<i>Dont Crédit Impôt Recherche</i>	866	910	-4,8%
Achats et charges externes	-5 843	-5 410	8,0%
Charges de personnel	-13 650	-13 092	4,3%
Impôts et taxes	-520	-460	13,0%
Dotations amortissements et provisions	-547	-570	-4,0%
Autres charges opérationnelles	-77	-72	6,9%
Total Charges d'exploitation	-20 637	-19 604	5,3%
Résultat opérationnel courant	6 563	5 915	11,0%
Résultat opérationnel	6 603	5 915	11,6%
Résultat financier	359	309	16,2%
Résultat net part du Groupe	5 071	4 604	10,1%

Cash Flow (IFRS)

En milliers €	31/07/2014	31/07/2013
Résultat net - porteurs de CP de la Société	5 071	4 604
Flux net de trésorerie généré par l'activité	5056	4 876
Flux net de trésorerie généré par les opérations d'investissement	-820	-373
Flux net de trésorerie généré par les opérations de financement	-1328	-1 221
Variation de trésorerie brute	2 908	3 282
Incidences des variations du taux de change	11	-77
Augmentation (diminution) de la trésorerie	2 919	3 205
Trésorerie en début d'exercice	24 402	21 197
Trésorerie en fin de période	27 321	24 402
Variation de trésorerie nette	2 919	3 205

Focus on 5 significant topics



IGE+XAO's DNA

Experience:

28 years.

Expertise:

- Only one business since 28 years: software Editor dedicated to Electrical (including simulation).
- 269 people (on 388) focused on development, services, customization, support and training.



Company size:

388 people dedicated to Electrical PLM, CAD & Simulation market.

Customer base:

About 37 500 customers, 80 800 licenses.

International presence:

- Direct sales network: 30 sites in 18 countries.
- Indirect sales network: 32 business partners in 27 countries.

Innovation:

R&D investments representing about 25,5% of the turnover.

Transparency & corporate social responsibility:

- Governance (audit committee, compensation committee, independent administrators), sustainable development.
- Operations (listed since march 1997).

Financial strength:

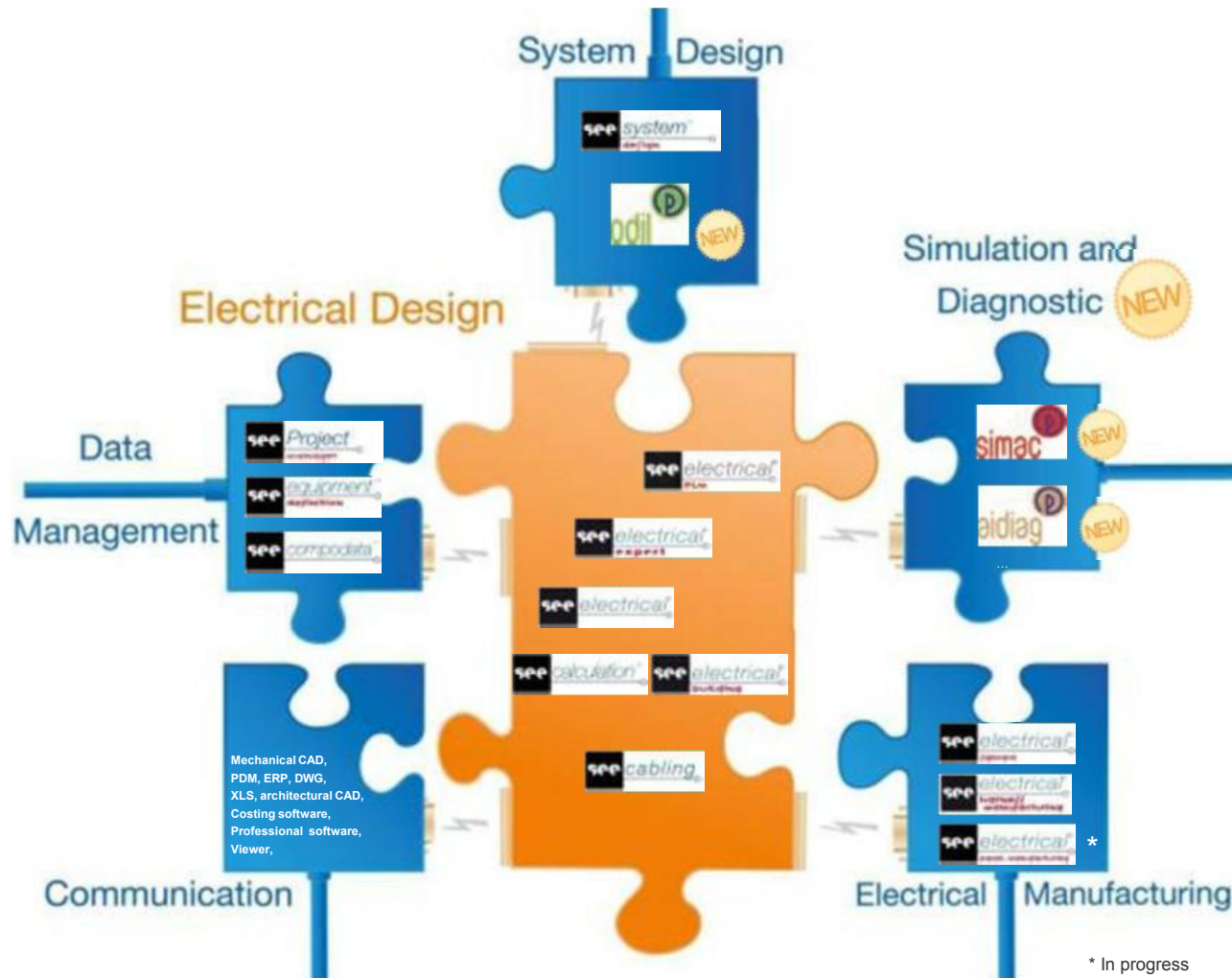
1 year turnover in cash and high profitability level.


Focus on 5 significant topics



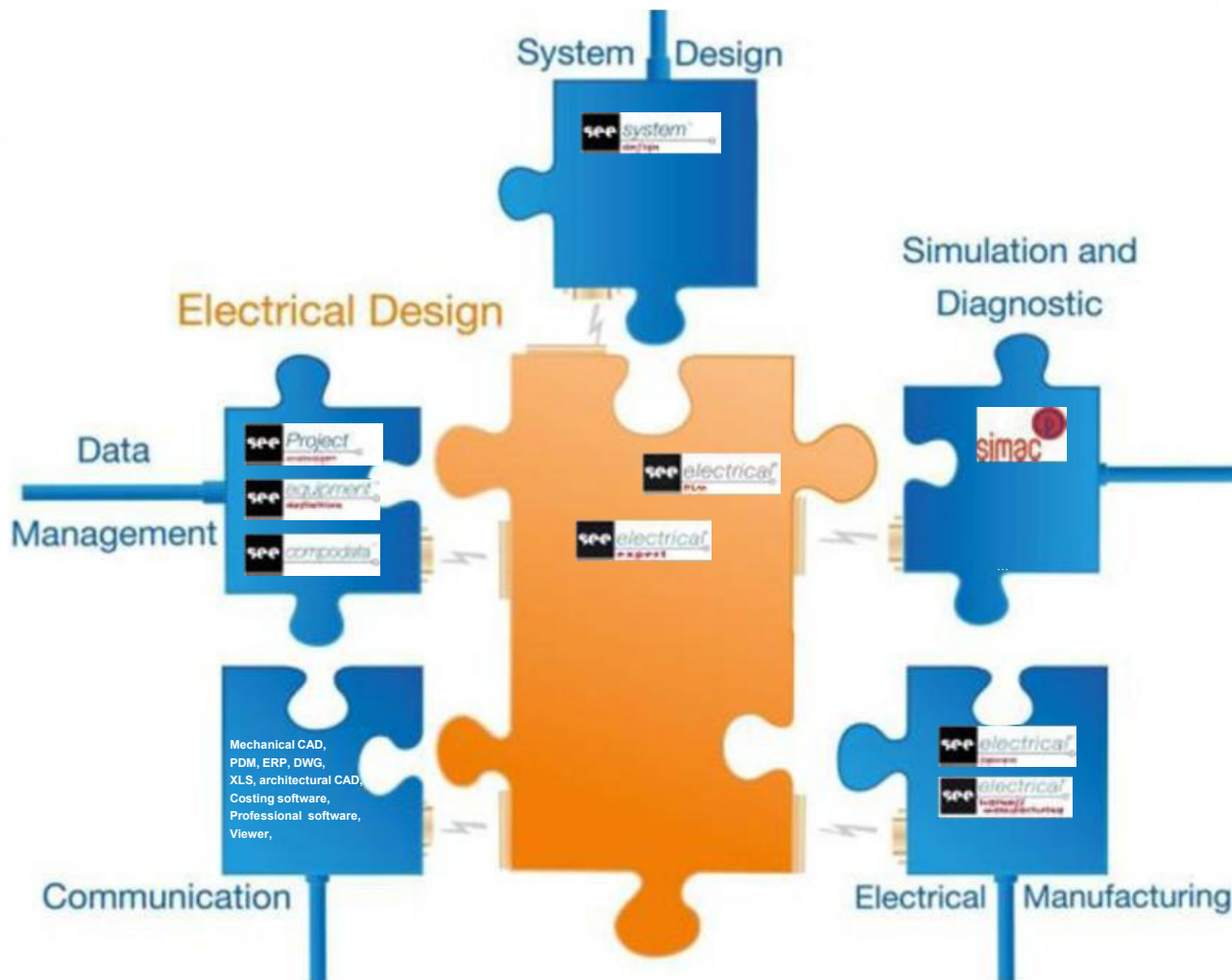
IGE+XAO software portfolio

16 products, 6 domains & 8 strategic industries



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

Our solutions for Aerospace

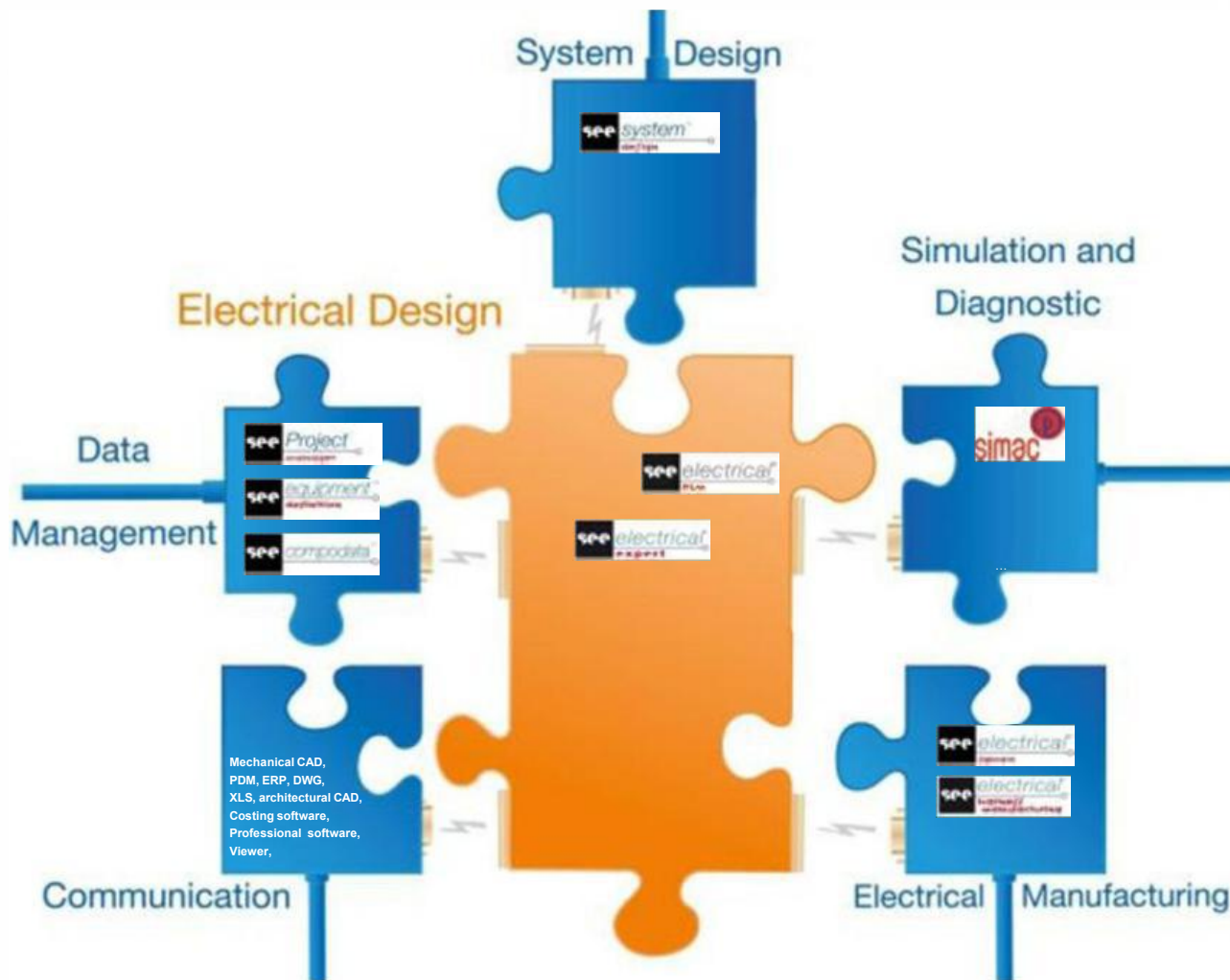


Includes: civil and military aircraft - space equipments...

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

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

Our solutions for Automotive

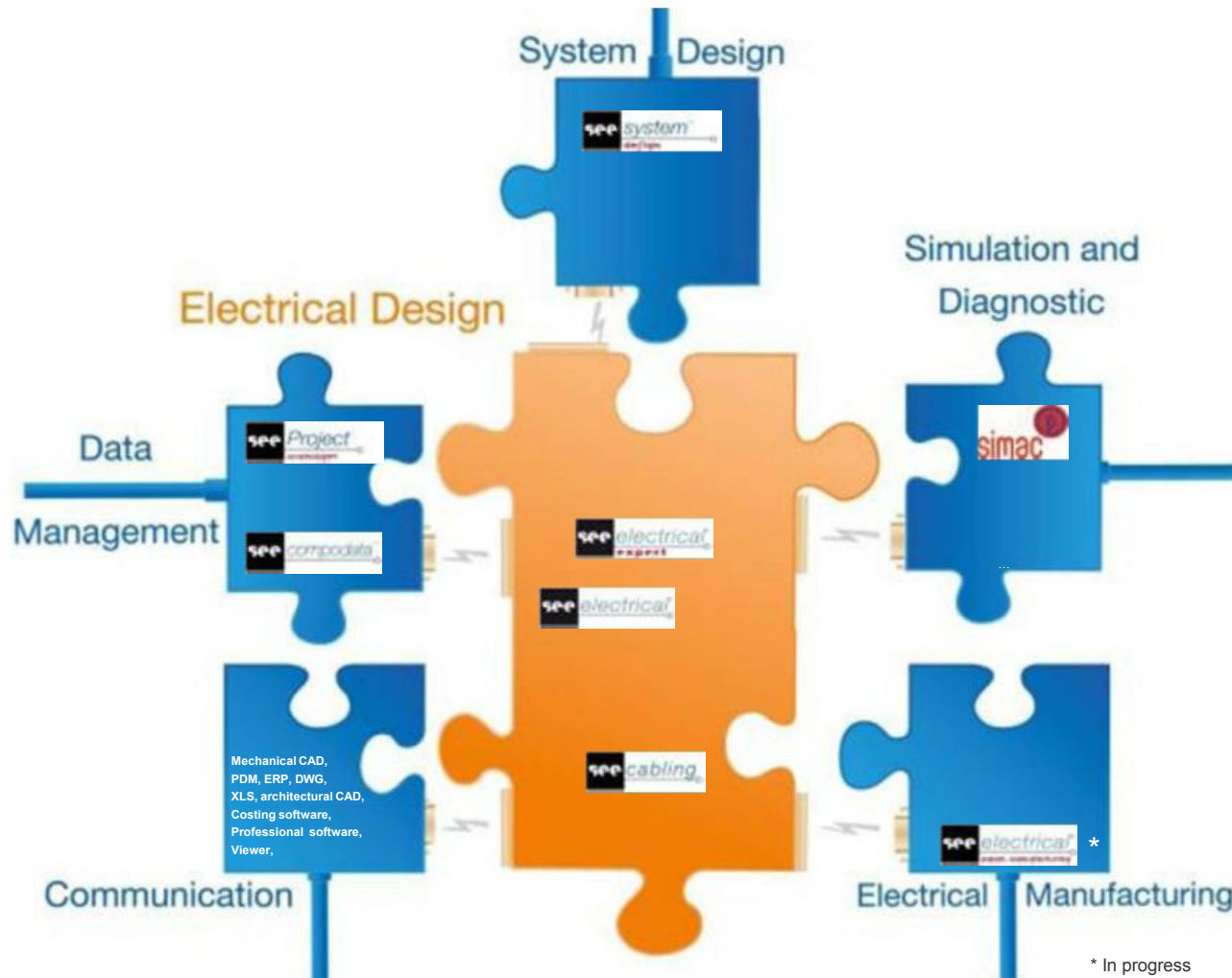


Includes: commercial vehicles - industrial vehicles - trucks - buses...

Industry driver: CO² reduction - green energy / shorter development time / option management / increasingly complex electronic content

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

Our solutions for Shipbuilding



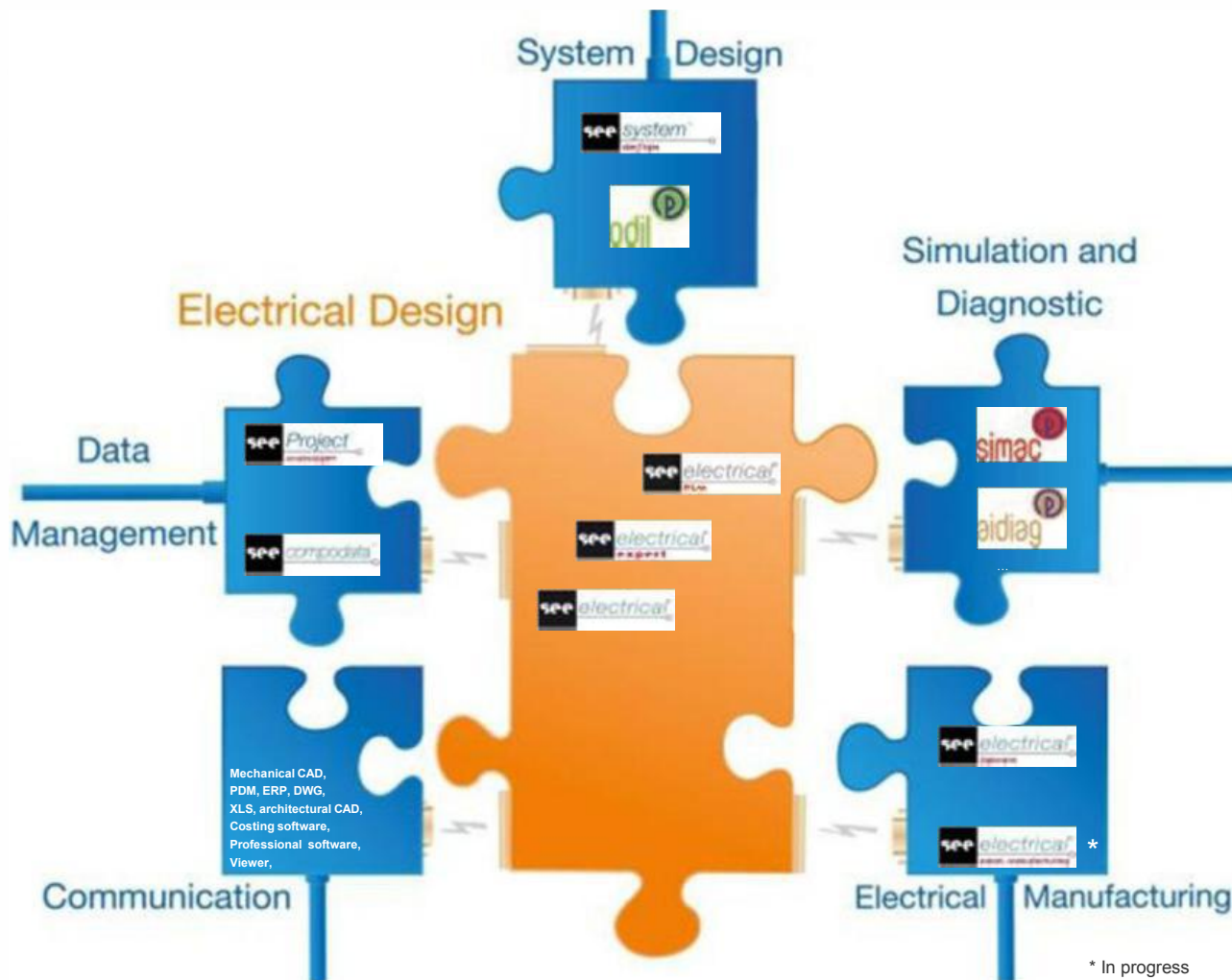
* In progress

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

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

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

Our solutions for Equipment & Machinery



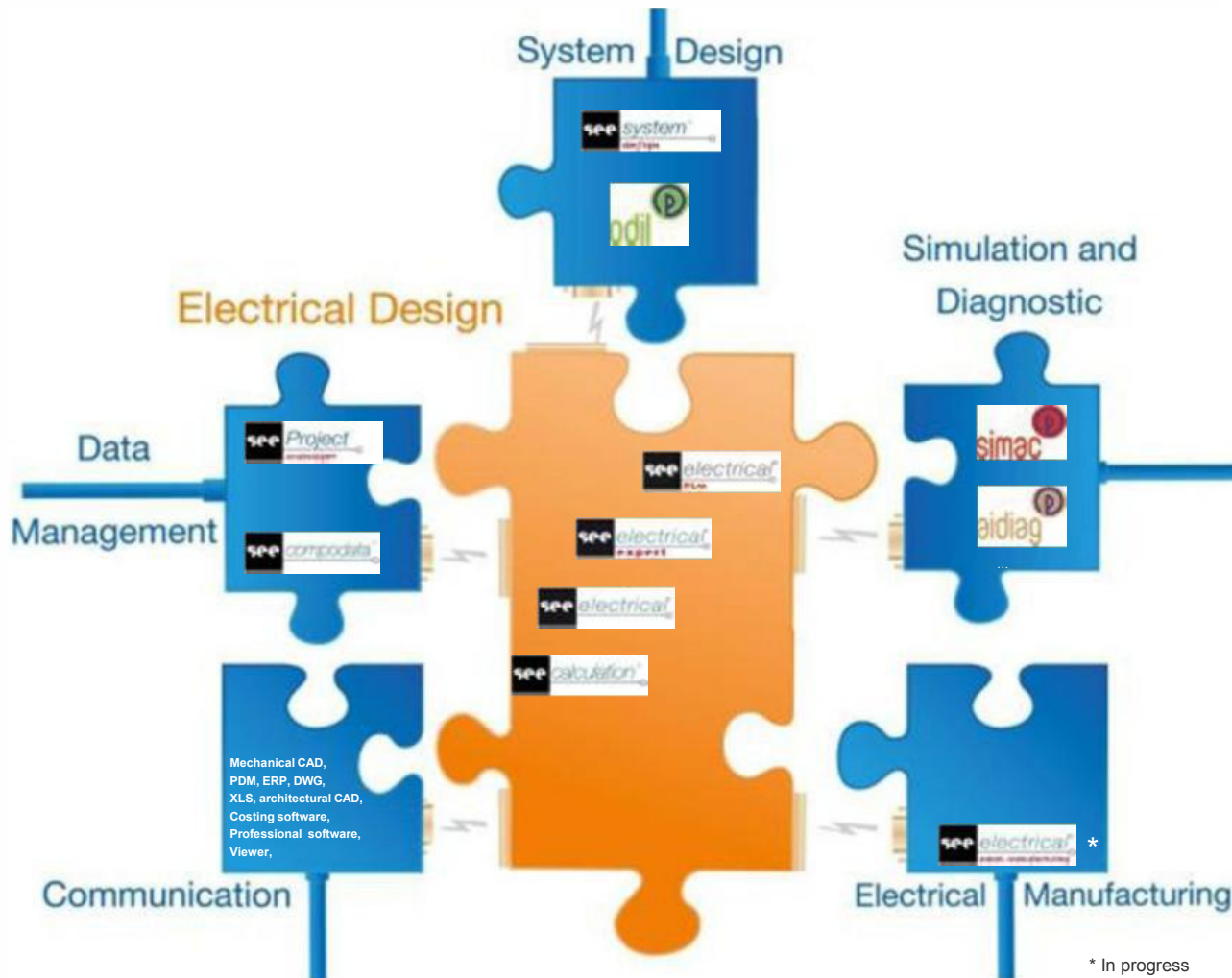
Includes: various equipment manufacturing (industrial equipment, household appliances, high tech...) as well as machinery for various industries

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

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

* In progress

Our solutions for Automation & Plant

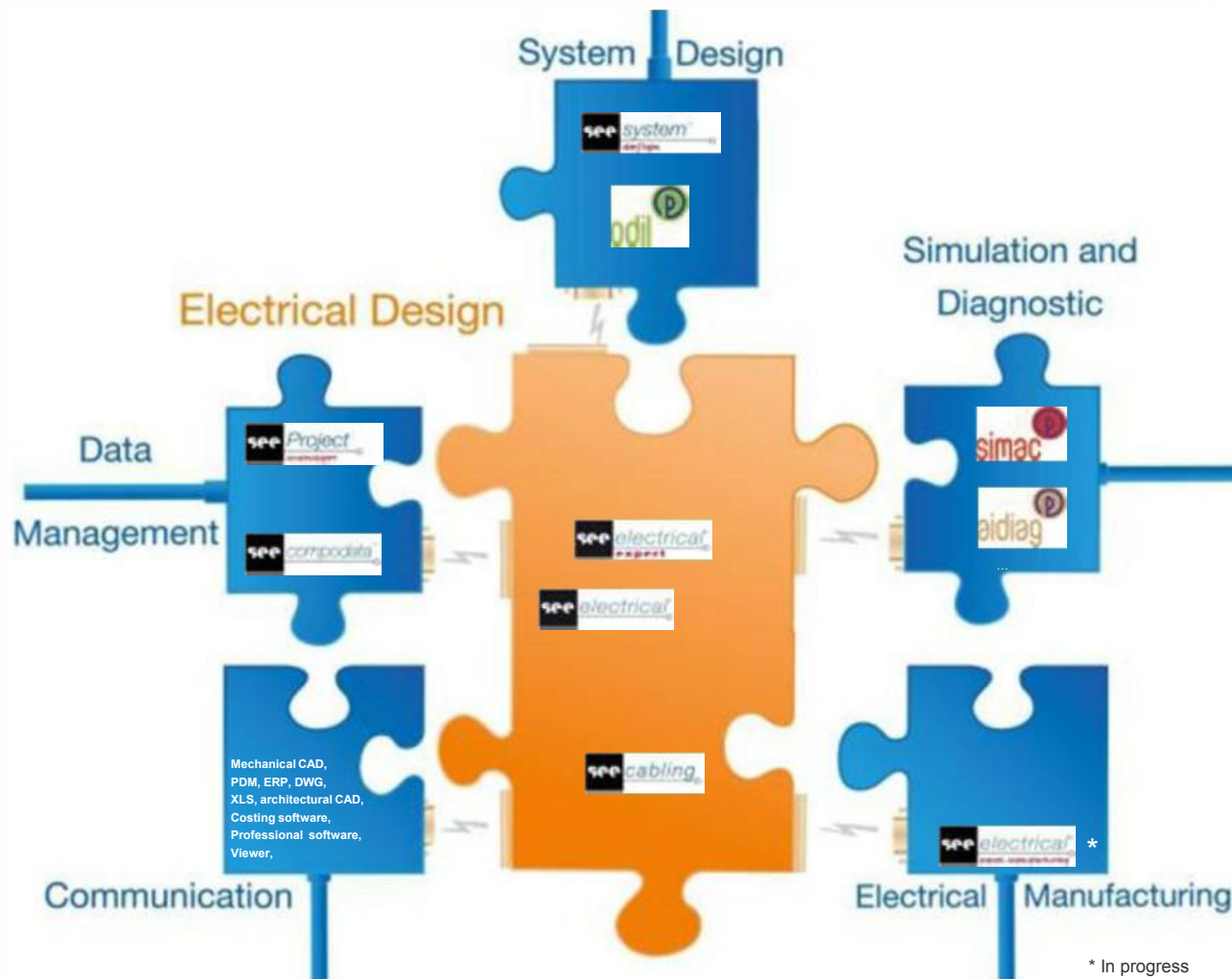


Includes: industrial premises & plant service providers (maintenance...)

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

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

Our solutions for Power generation & Energy

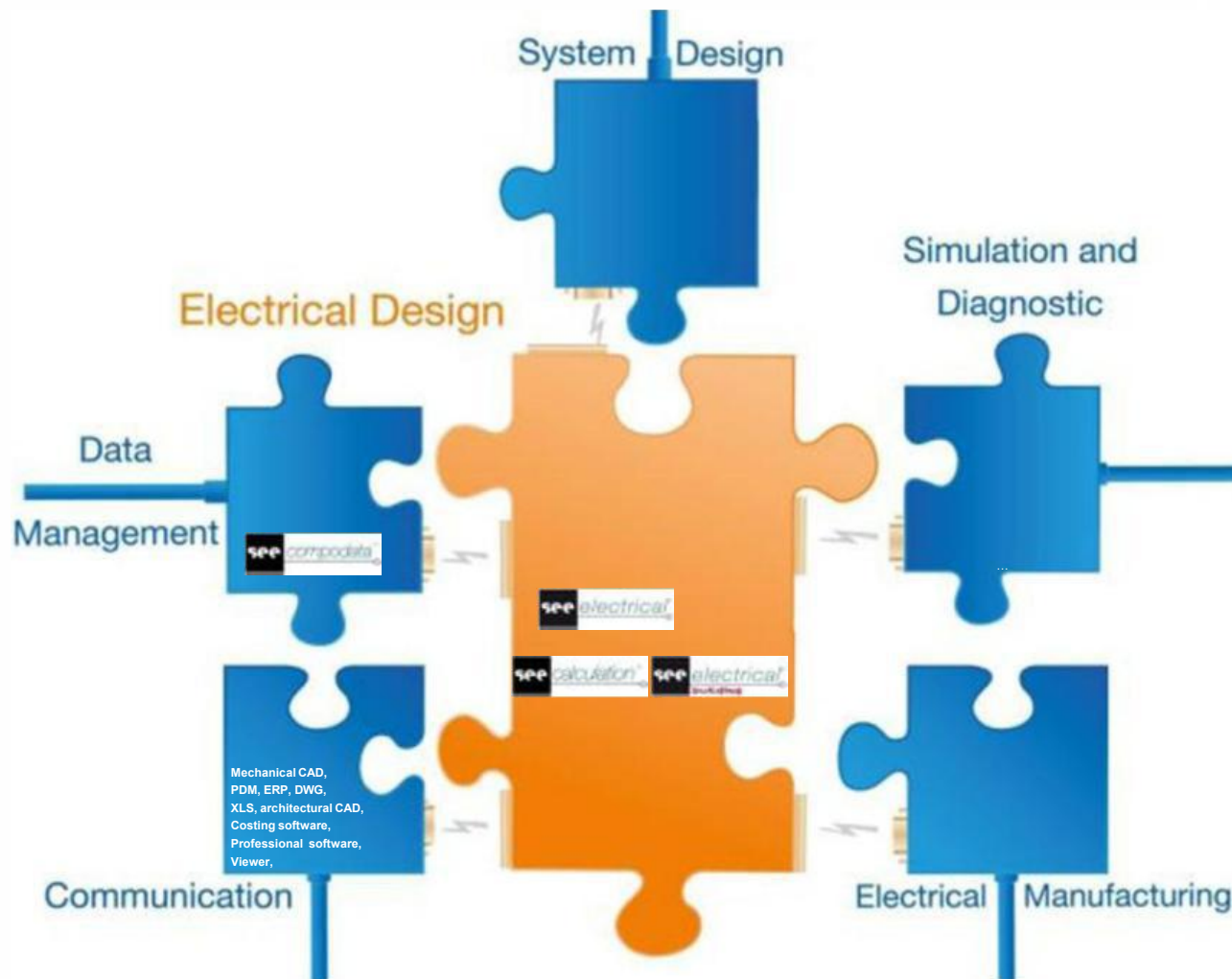


Includes: hydraulic, nuclear, solar, thermal, wind, energy equipment

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

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

Our solutions for Construction

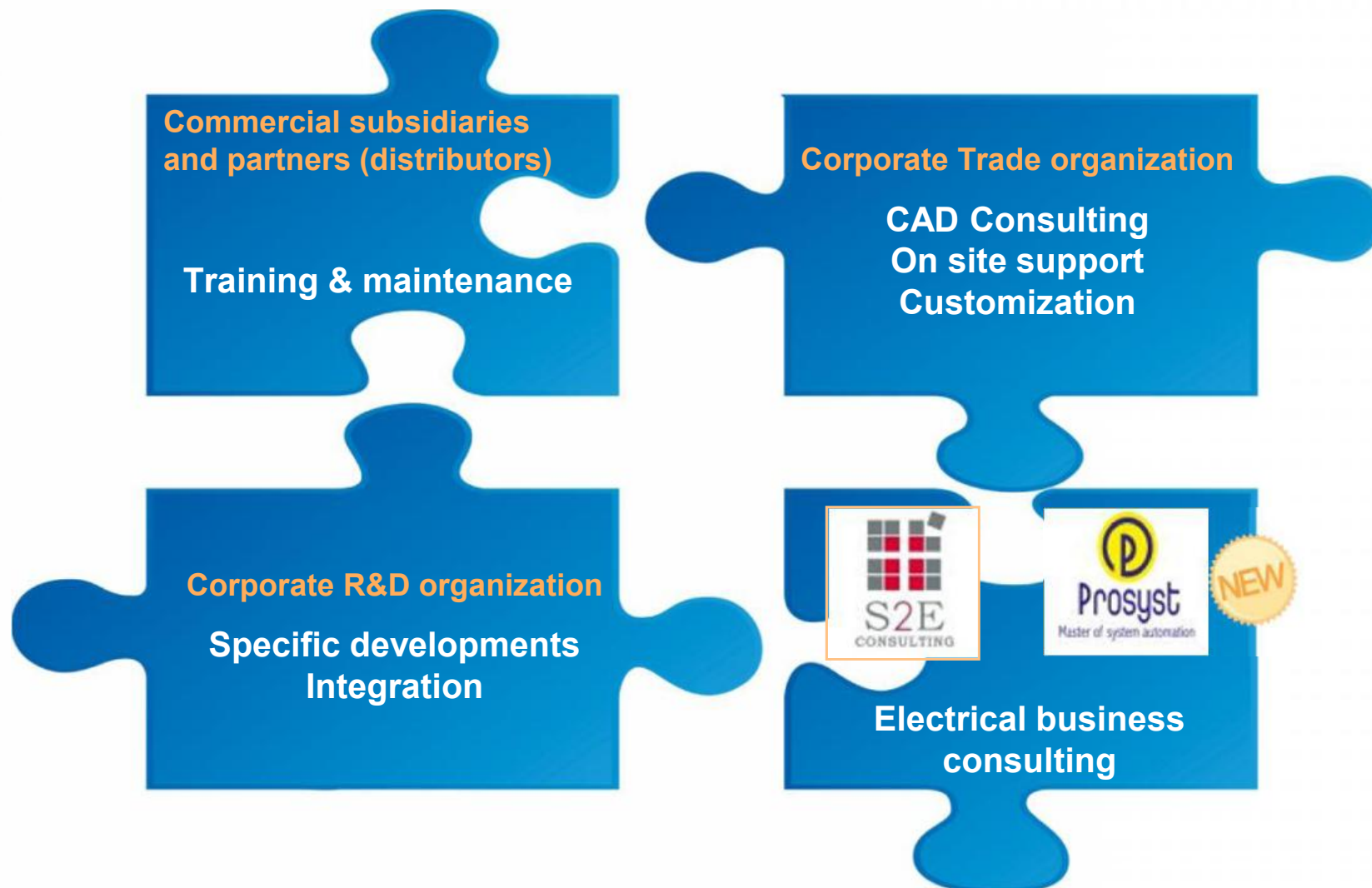


Includes: building construction (residential - non-residential) - heavy and civil engineering...

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

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

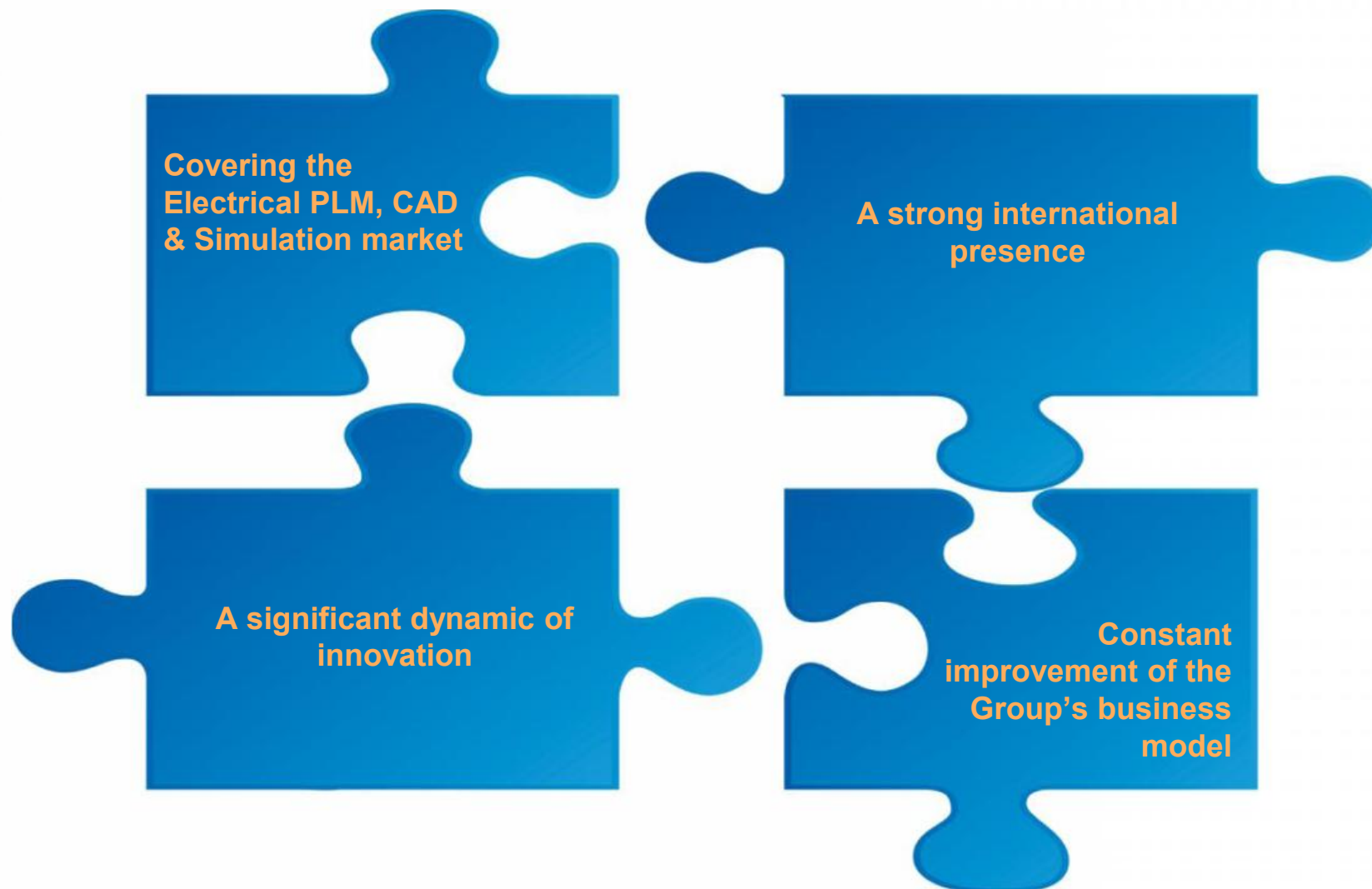
IGE+XAO services portfolio - 4 levels of added-value services



Focus on 5 significant topics



A corporate strategy based on 4 points:



Covering all the Electrical PLM, CAD & Simulation market:

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



Aerospace



Railway



Equipment & Machinery



Power generation & Energy



Automotive



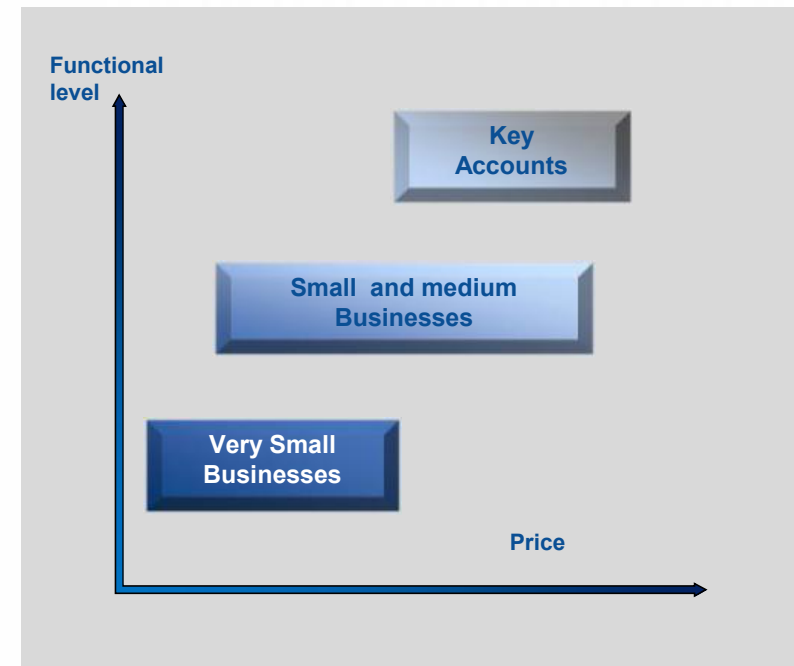
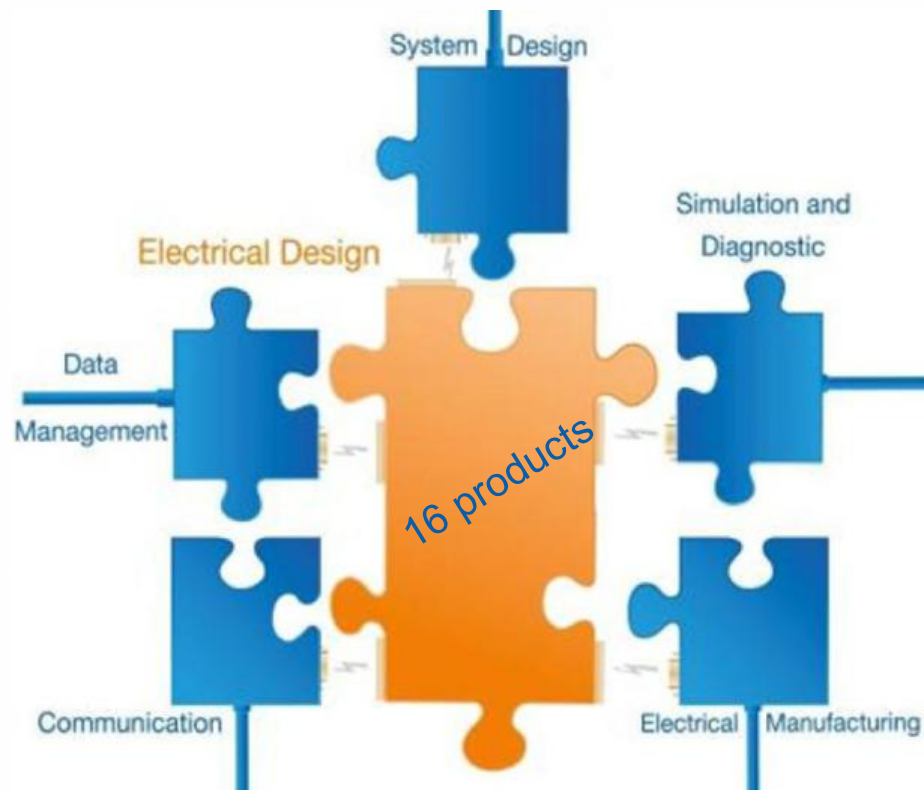
Shipbuilding



Automation & Plant



Construction



Example of:



Automation & Plant



Equipment & Machinery



Power generation & Energy



- IGE+XAO' strategy

– Market requirements.

- Domain coverage:
 - Mechanical,
 - Electrical,
 - Software (PLC Programing),
 - Simulation,
 - Manufacturing
- Process coverage: All V cycle from functional design to maintenance

– IGE+XAO answer.

- Domain coverage:

Domains	IGE+XAO Positioning	IGE+XAO Strategy
Mechanical	NON CORE BUSINESS	Being independent having partnerships with main vendors
Electrical	CORE BUSINESS	Providing the best in class solution
 Software (PLC Programing)	CORE BUSINESS	Providing a generic solution with postprocessors developed in partnership with main PLC vendors,
 Simulation	CORE BUSINESS	Providing the best in class solution
Manufacturing	CORE BUSINESS	Providing the best in class solution for cabinet manufacturing

- Process coverage: All cycle from functional design to maintenance (next chart)

Example of:



Automation & Plant

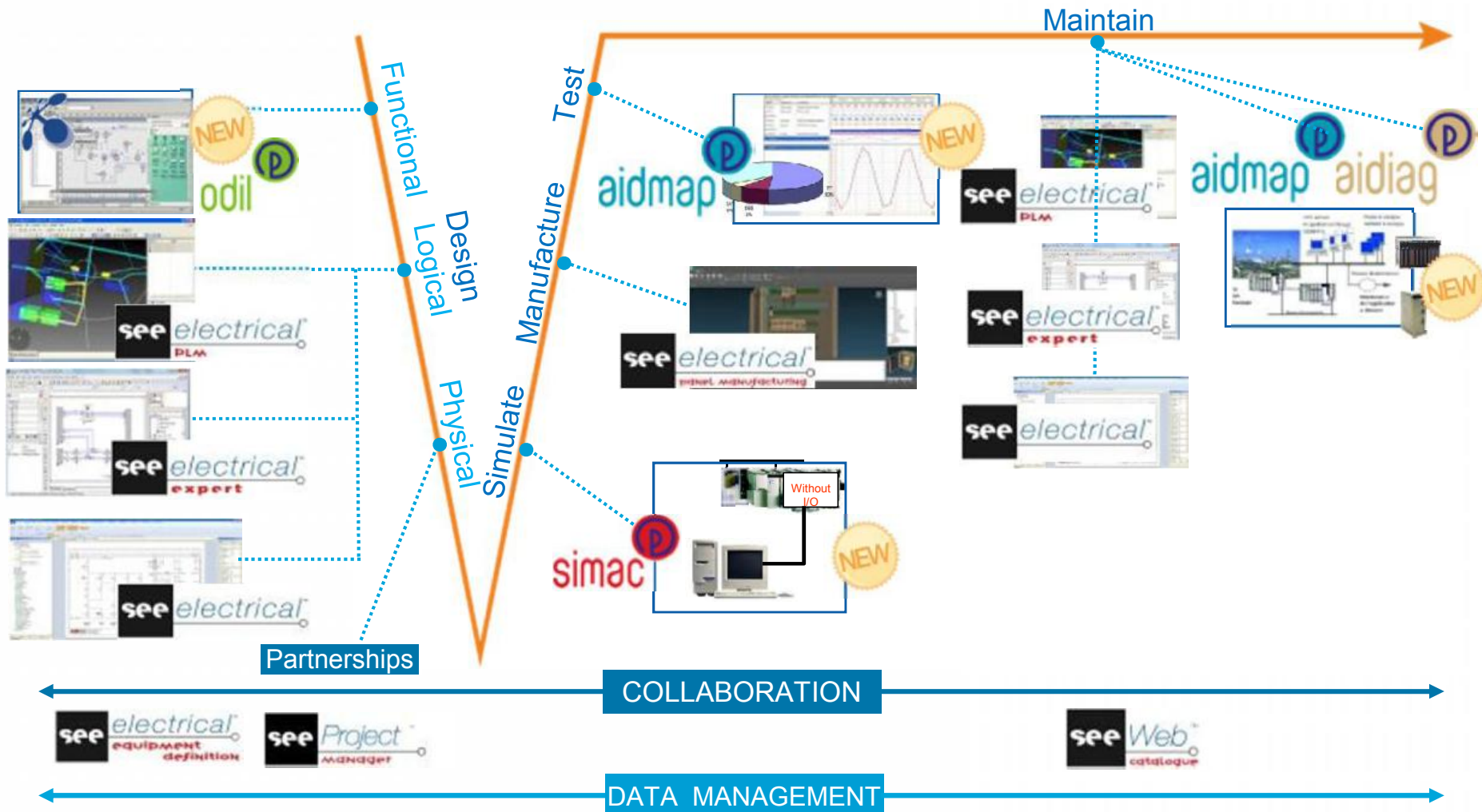


Equipment & Machinery



Power generation & Energy

- Process coverage



Example of:



Aerospace



Railway



Automotive


- IGE+XAO' strategy

– Market requirements.

- Domain coverage:
 - Mechanical,
 - Electrical,
 - Software (Calculator Programing),
 - Simulation,
 - Manufacturing
- Process coverage: All cycle from functional design to maintenance

– IGE+XAO answer.

- Domain coverage:

Domains	IGE+XAO Positioning	IGE+XAO Strategy
Mechanical	NON CORE BUSINESS	Being independent having partnerships with main vendors
Electrical	CORE BUSINESS	Providing the best in class solution
Software (Calculator Programing)	NON CORE BUSINESS	Being independent having partnerships with main vendors
 Simulation	CORE BUSINESS	Providing solution for functional simulation and simple physical simulation (dimensioning, voltage, thermal, ...) and software interfaces for the rest
Manufacturing	CORE BUSINESS	Providing the best in class solution for harness and cabinet manufacturing

- Process coverage: All cycle from functional design to maintenance (next chart)

Example of:



Aerospace

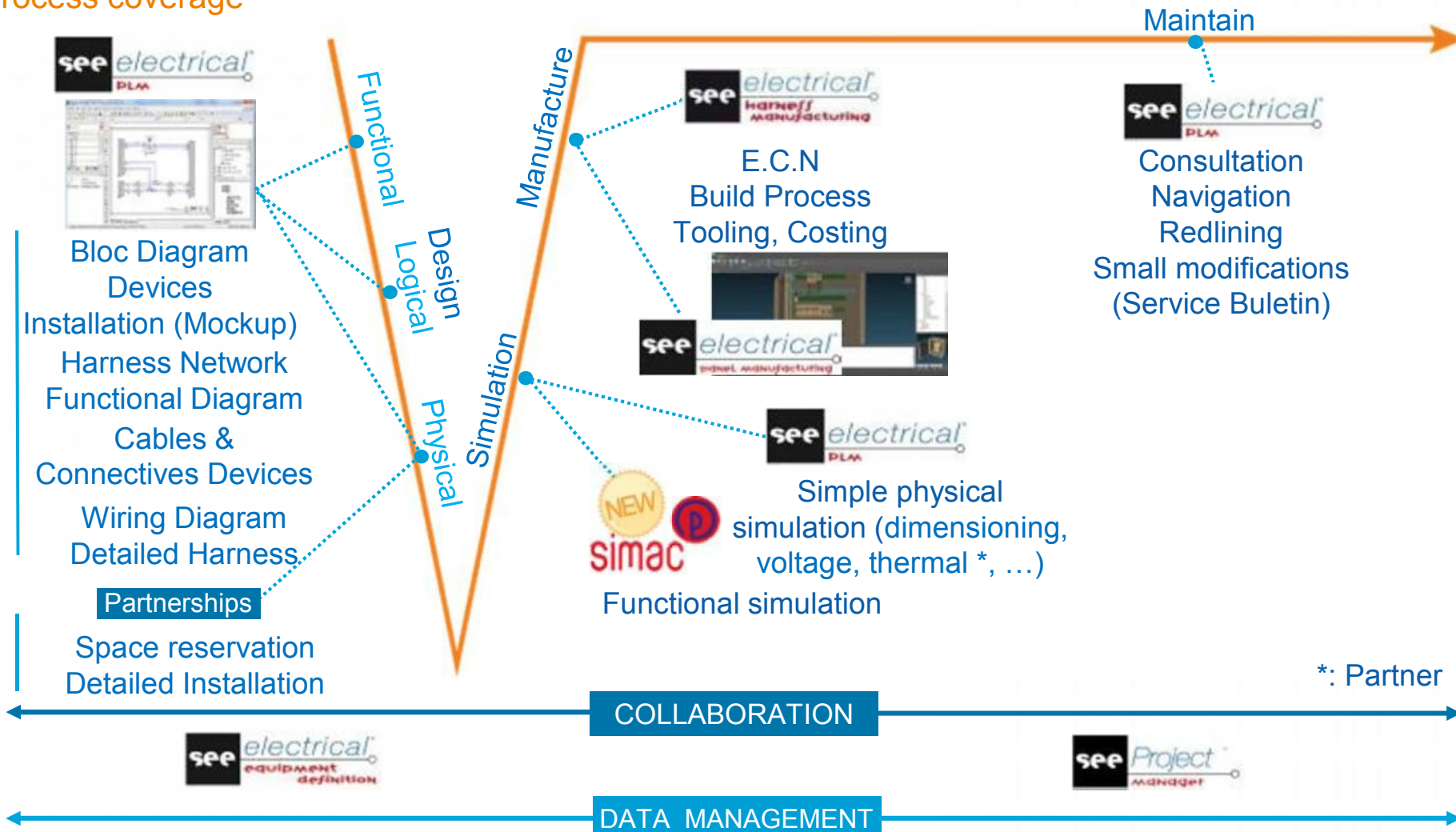


Railway



Automotive

• Process coverage



A strong international presence



- Head office in Colomiers
- 6 sites dedicated to international support in 6 countries (S)
- 27 sites dedicated to sales & customer support in 17 countries
- 32 business partners in 27 countries
- 7 countries involved in R&D

- Forecasted commercial subsidiaries:
 - Russia (on going)
 - Brazil.

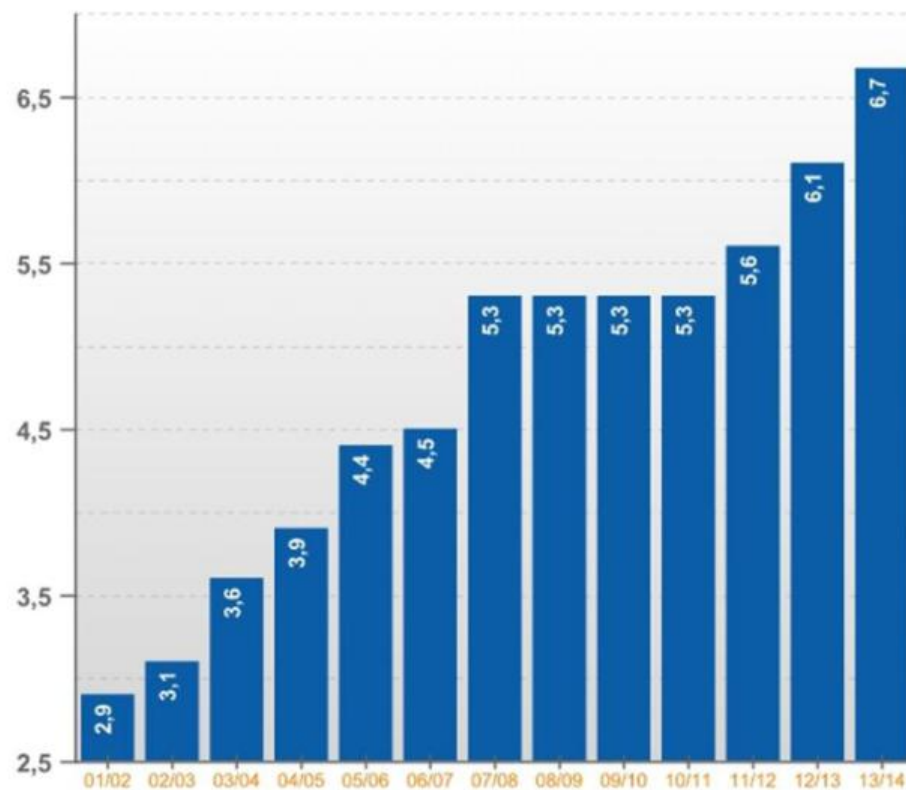
Croatia ib-CADdy d.o.o.	Macedonia ib-CADdy d.o.o.	Austria MAY Computer	Russia Bee Pitron	Paraguay Gliston S.A.	India Universal Solutions
Bosnia-H ib-CADdy d.o.o.	Romania PRO Electric	Lebanon Progress Engineering & Trading Enterprises	Mexico Mediatec	Argentina Gliston S.A.	Singapore GfMSolutions Pte Ltd
Serbia ib-CADdy d.o.o.	Hungary PRO Electric	Syria ZAHABI CO	Uruguay Gliston S.A.		
Montenegro ib-CADdy d.o.o.	Czech Rep. Softmarket s.r.o.	Tunisia H2M	Colombia ENERSA Ltda	Australia Desktop EDA	
Slovenia ib-CADdy d.o.o.	Slovakia Softmarket s.r.o.	Portugal SA - Soluções em Automação S.A.	Brasil EGV Software Ltda	New Zealand Desktop EDA	
China 16 distributors	<small>CASS Software Corporation, Shanghai Shuyin, Shanghai Jangta Technology, Shenzhen Ruixin (TEMA), Chengdu Hengshu Info Technology, Luofang Fei Kang, Chongqing YaoZheng, Shenzhen HanGuang, ShengDongGuoSheng, BeijingXinGongZheng, Beijing Wankei HuiLong, Wuhan YaoZheng, ChangShaBoXin, ShanghaiWuJing, Beijing Real Winner Control Technology, HangZhou Weishi</small>				

A significant dynamic of innovation - R&D

R&D investments representing 25,5% of the turnover

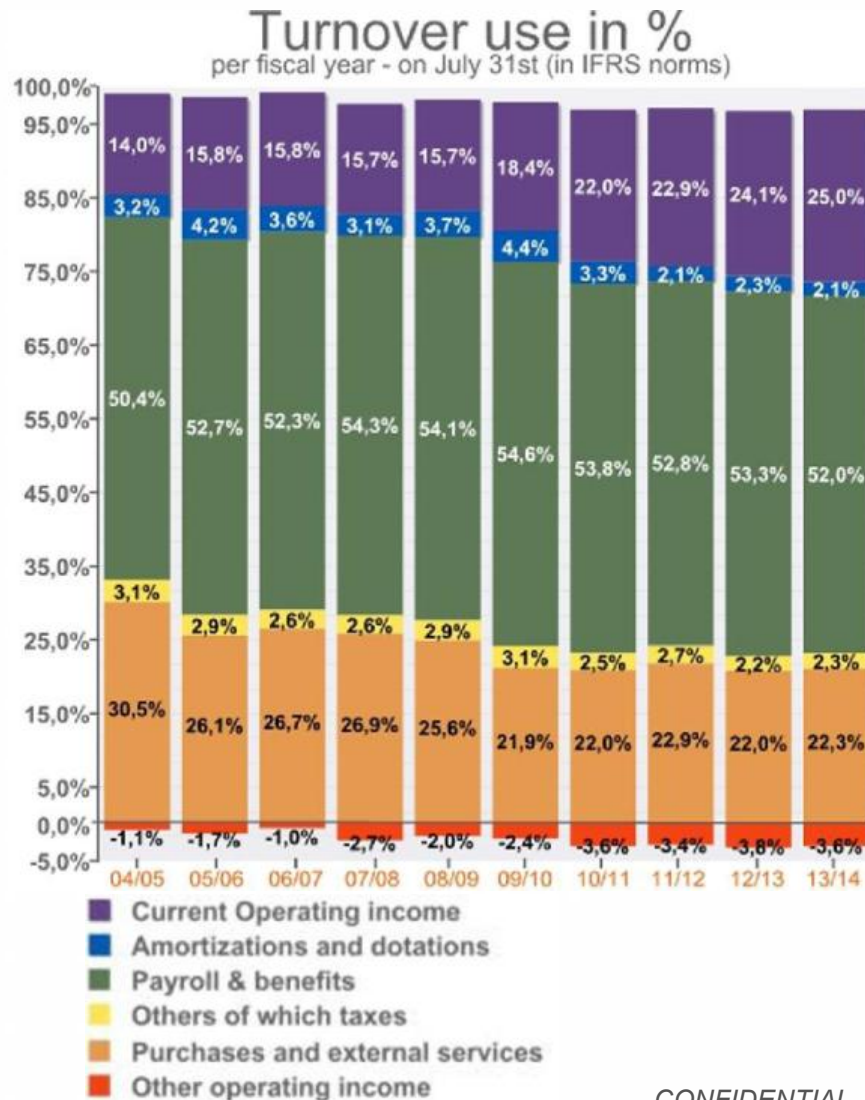
R&D costs

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



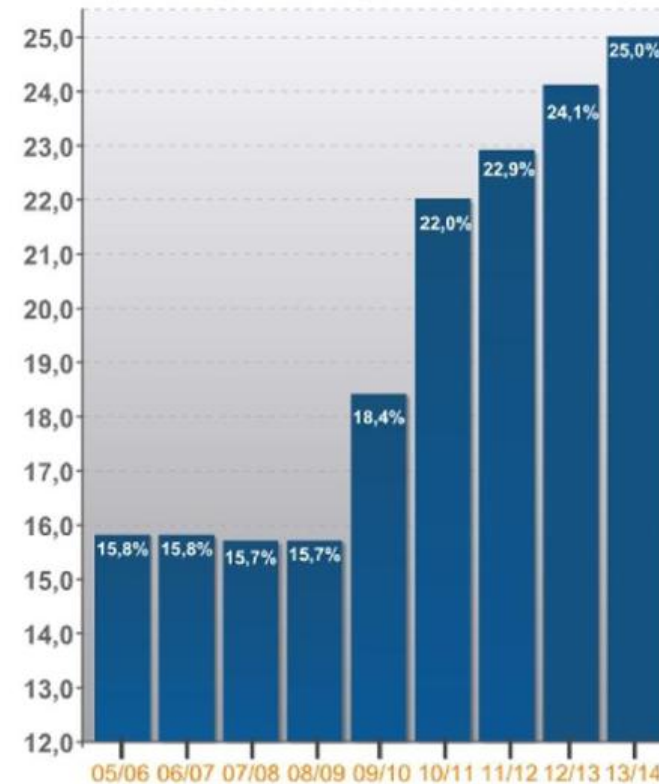
- PLM
- Manufacturing
- Simulation

Constant improvement of the Group's business model



Current operating margin

per fiscal year - on July, 31st (in IFRS norms)



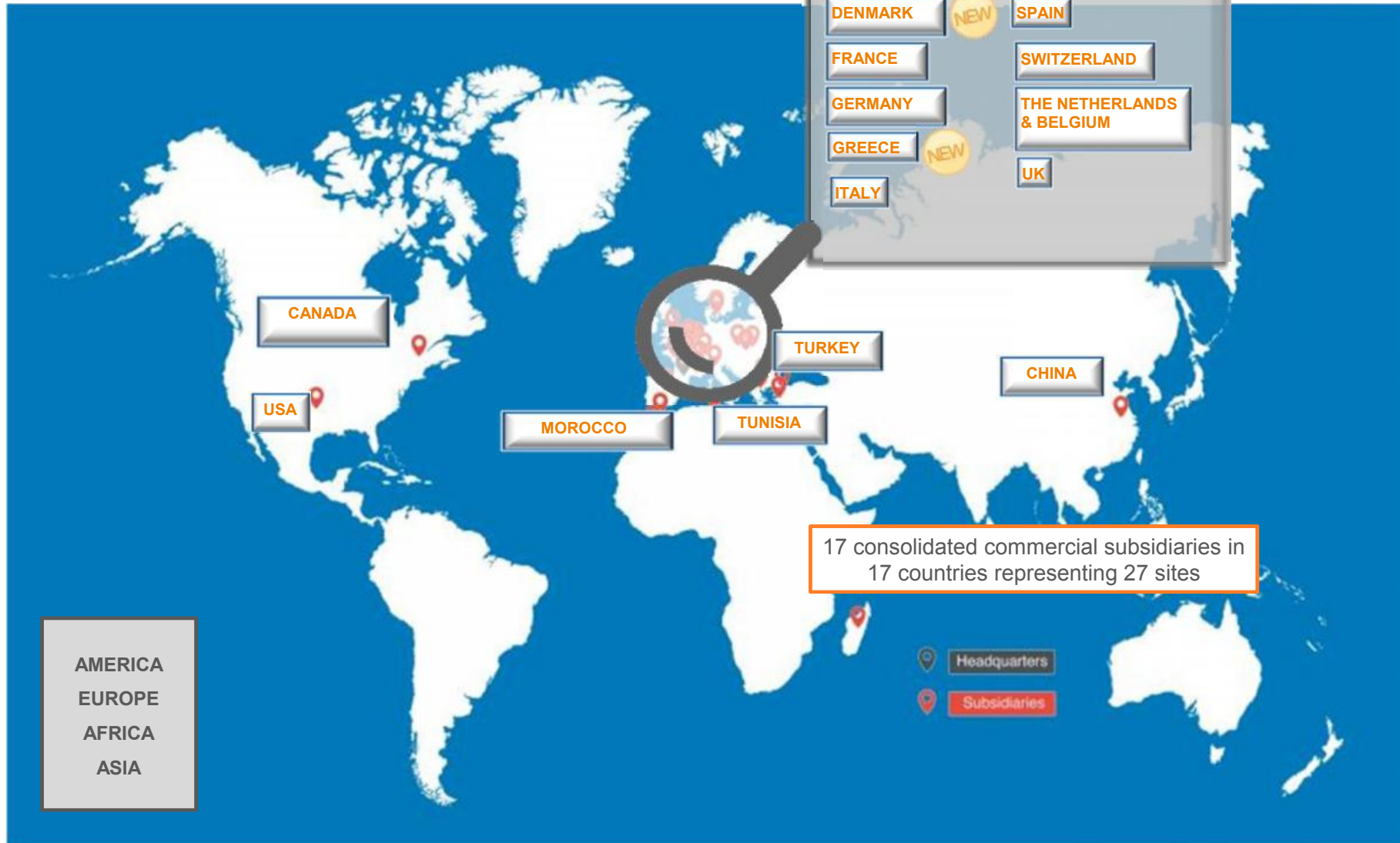
Focus on 5 significant topics



A global extended
enterprise organization
at the service of our
customers based on
4 “business” units



SEE One Incorporated



SEE One Incorporated



SEE One Alliances

3 joint companies



50%



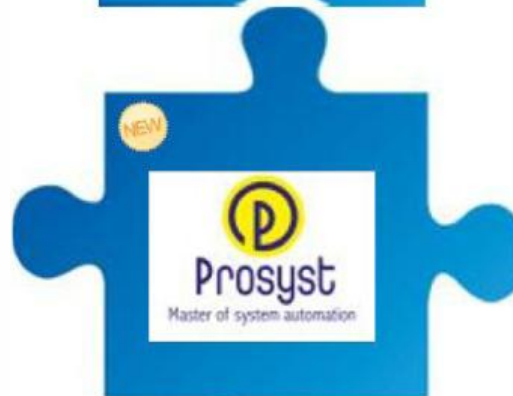
/ 50%



50%



/ 50%



80%



/ 20%

A. Asse & F. Grzesiak

SEE One Partners

9 technology partners

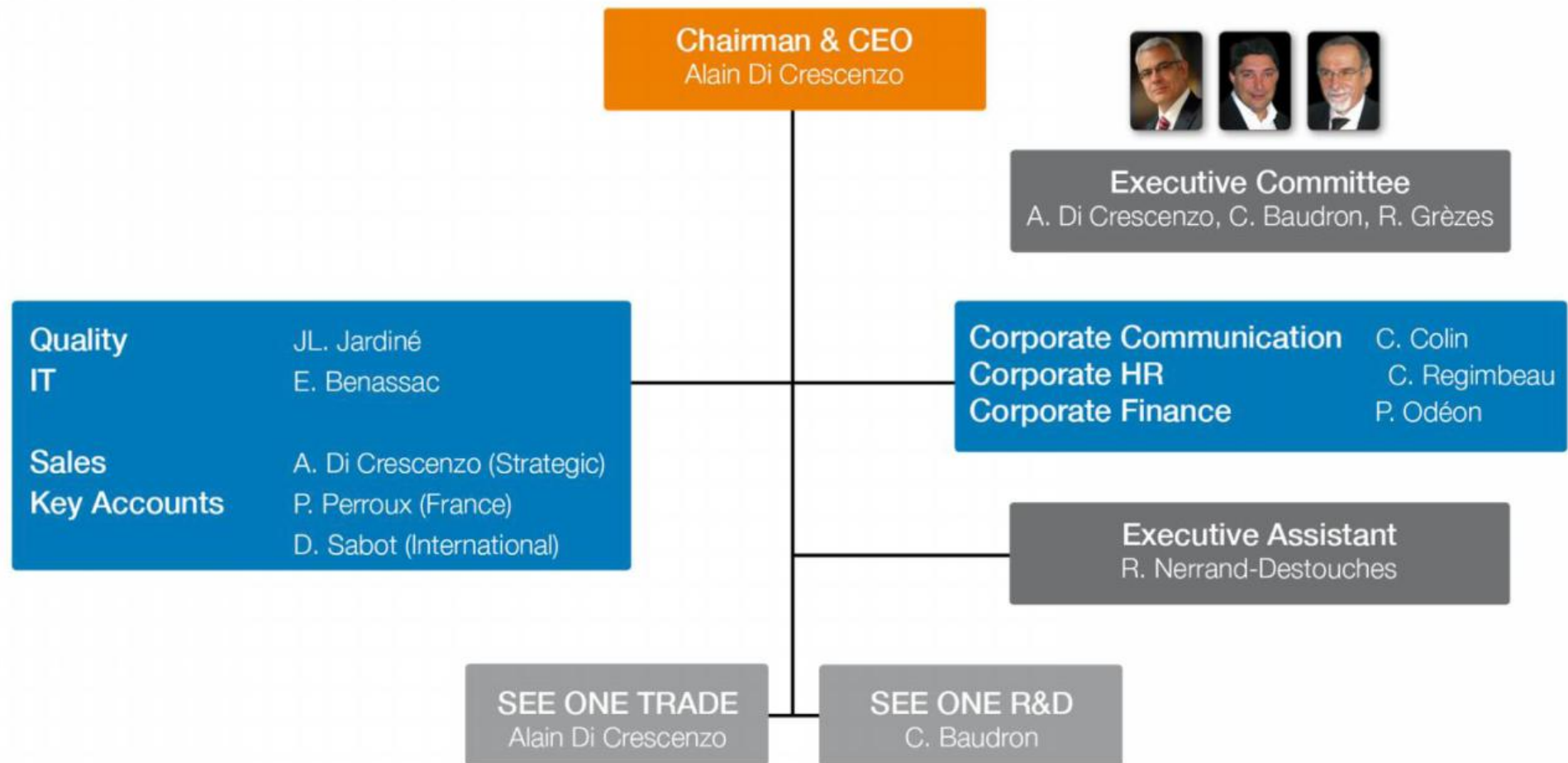
32 business partners in 27 countries

Croatia Ib-CADdy d.o.o.	Macedonia Ib-CADdy d.o.o.	Austria MAT Computer Lettaron Progress Engineering & Trading Enterprises	Russia See Fibron	Paraguay Gleaton S.A.	India Universal Solutions
Bosnia-H Ib-CADdy d.o.o.	Romania PRO Electric	Syria ZAHABI CO	Mexico Mediatec	Argentina Gleaton S.A.	Singapore GMSolutions Pte Ltd
Serbia Ib-CADdy d.o.o.	Hungary PRO Electric	Tunisia HGM Technologies	Colombia ENERSA Ltda	Uruguay Gleaton S.A.	
Montenegro Ib-CADdy d.o.o.	Czech Rep Softmarket s.r.o.	Portugal SA - Soluções em Automação S.A.	Brazil EDV Software Lda	Australia Desktop EDA	
Slovenia Ib-CADdy d.o.o.	Slovenia Softmarket s.r.o.			New Zealand Desktop EDA	

CHINA
16 distributors

CAD Software Corporation, Shanghai Suxin, Shanghai Jingshi Technology, Shanghai Runo (2019), Shanghai Hengyu Info Technology, Luoyang Pei Feng, Chengde Qian Cheng, Shenzhen
HWGuang, Hangzhou Gofuture, Beijing Gofuture, Beijing Xiehe Huihui, Kunming Yexiang, Chengde Huihui, Shanghai Hengyu, Beijing Red Stone Control Technology, Hangzhou Huihui

SEE One Group



A global extended enterprise organization at the service of our customers



Focus on 5 significant topics



Conclusion: IGE+XAO fundamentals '2.5.6' (1/3)

2 shared challenges, 5 shared values & 6 strong points

- 2 shared challenges

- Customer and staff satisfaction,
- Be the number one in term of number of licenses and revenues in the Electrical PLM, CAD & Simulation market.

- 5 shared values



Conclusion: IGE+XAO fundamentals '2.5.6' (2/3)

- 6 company's strong points (1/2)

- A leadership position on the market :

- About 80 800 users throughout the world with significant global key accounts.
- 28 years of experience,
- 388 employees 100% focused on the development and the sales of Electrical PLM, CAD & Simulation software (no other activities e.g. mechanical, PCB,..),
- An efficient international network composed of 30 direct implantations in 18 countries and 32 business partners in 27 countries,
- 180 people dedicated to R&D, testing & quality (R&D about 25,5% of the annual revenue),

- A complete and strong software & services portfolio:

- A complete range of software covering the Electrical PLM, CAD & Simulation market and organized in 6 domains, 8 strategic industries & 3 levels of offers,
- A large scope of services.

Conclusion: IGE+XAO fundamentals '2.5.6' (3/3)

- 6 company's strong points (2/2)
 - A diversified customer portfolio with a significant position on the market
 - Strong financial fundamentals
 - A strong financial structure & a high level of profitability,
 - Share evolution: multiplied by 7,46 since the listening.
 - A nice future thanks to a strong dynamics of innovation and international deployment.
 - And...



Thank you !