

IGE+XAO > PRESENTATION

Alain Di Crescenzo
February 17th 2021

IGE+XAO
GROUP

Shaping the Future
of the Electrical PLM,
CAD and Simulation

- I. IGE+XAO's ID card
- II. 2020 Fiscal year
- III. IGE+XAO's Fundamentals
- IV. Conclusion

I. IGE+XAO's ID card

II. 2020 Fiscal year

III. IGE+XAO's Fundamentals

IV. Conclusion

Software publisher

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

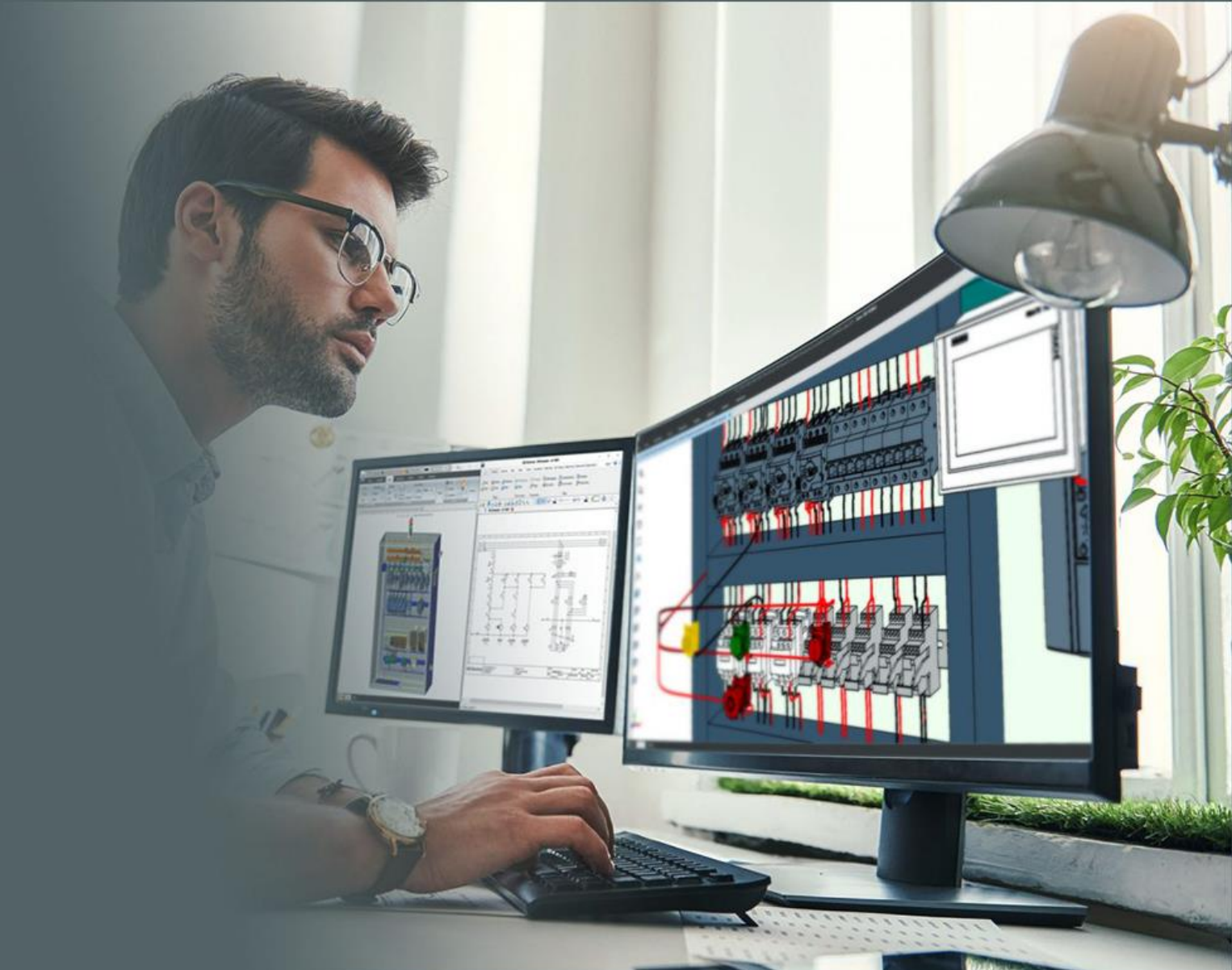
One field

- Electrical Design & Manufacturing

6 software domains

- Electrical design
- Data & content management
- Communication & integration

- System design
- Simulation, dimensioning & diagnostic
- Electrical manufacturing



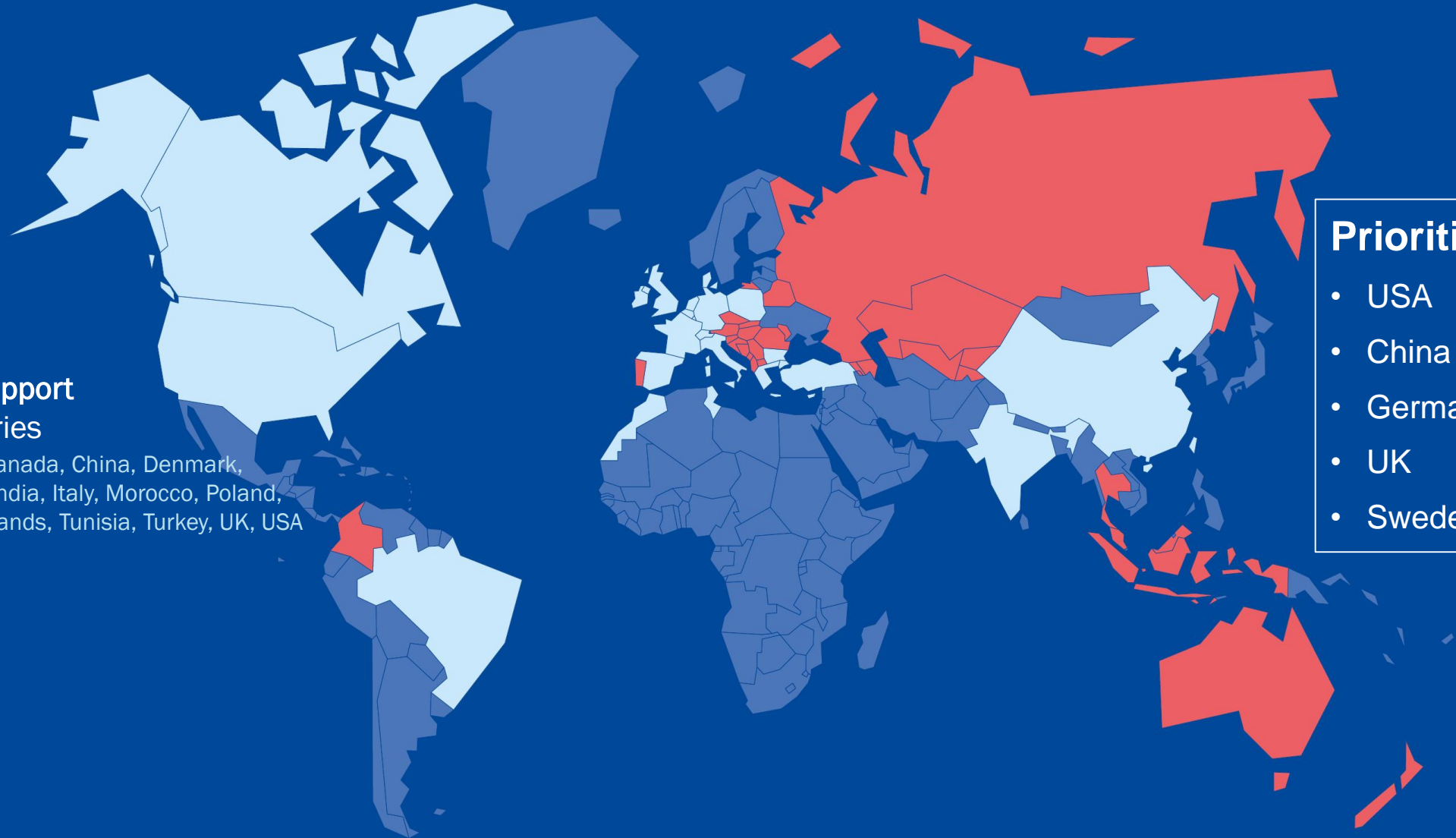
Head Office
Colomiers

R&D
6 countries

Sales & customer support
28 sites in 20 countries

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

Business partners
17 in 31 countries



Priorities

- USA
- China
- Germany
- UK
- Sweden

44,915

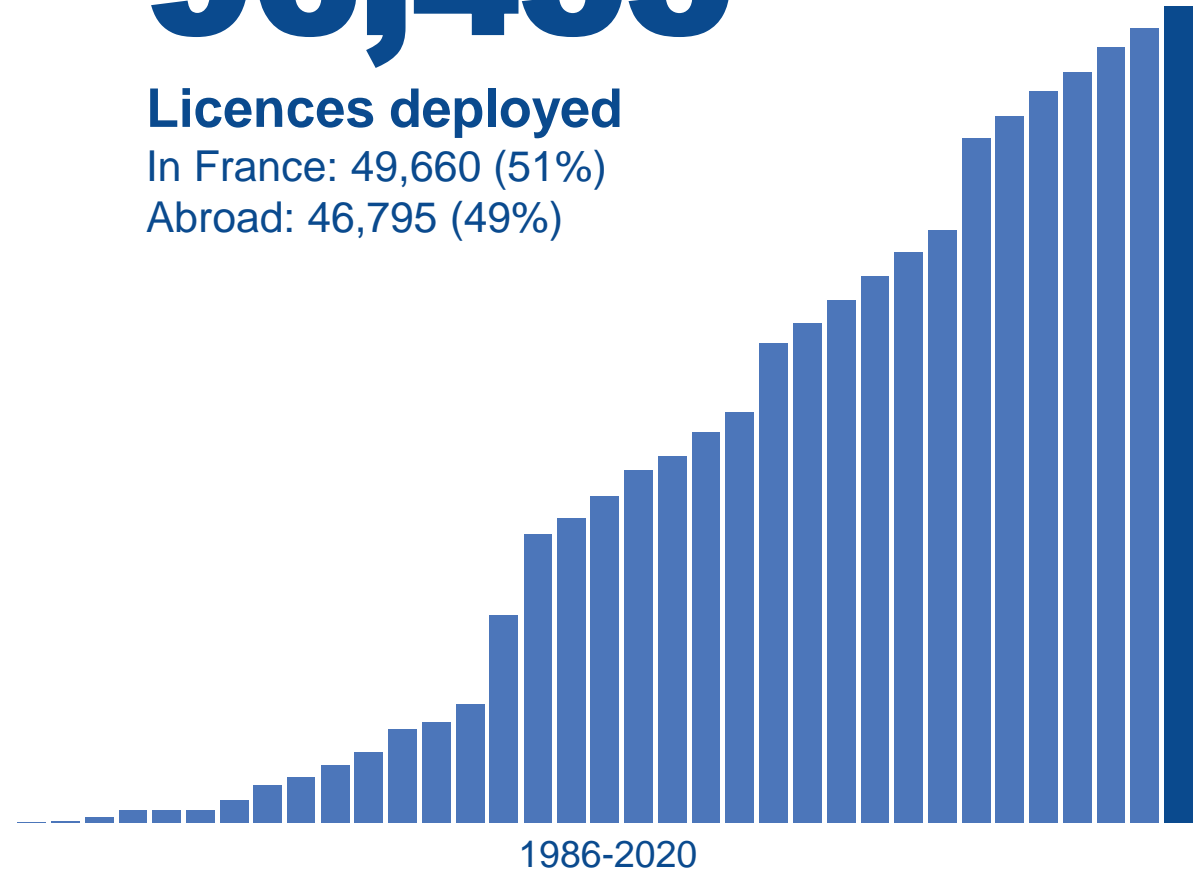
Customers (31/12/2020)

96,455

Licences deployed

In France: 49,660 (51%)

Abroad: 46,795 (49%)



More than 25% of revenues invested in R&D

A strong R&D team

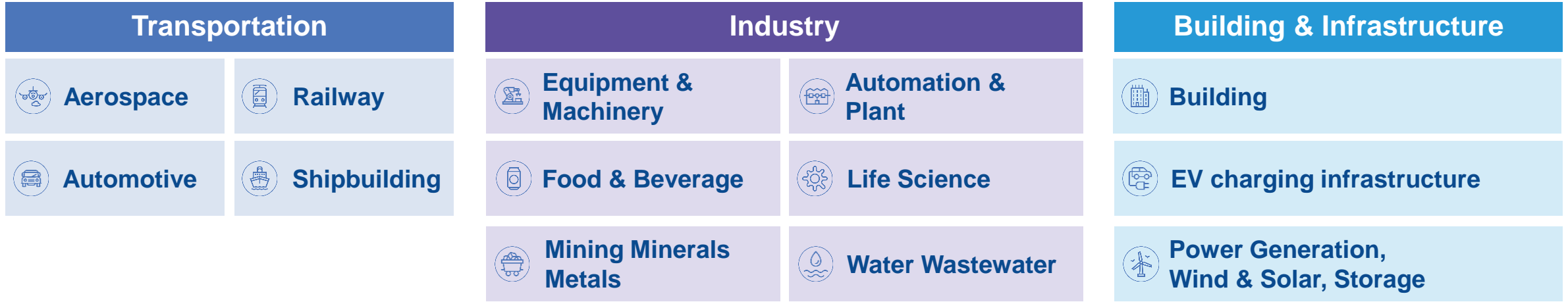
- 138 people in R&D,
- 6 countries involved in R&D: France, Bulgaria, Denmark, Poland, Morocco, Tunisia

A unique expertise

Deep Electrical domain knowledge, from high level design to maintenance of electrical installations

Developing technologies for today & tomorrow:

3D, routing engine, generative design, Cloud application, etc.



Capex

Opex

Design

Build

Commissioning

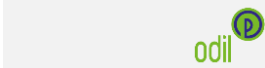
Operate & Maintain



SEE System Design



SEE Electrical



SEE Electrical Expert

CANECOBT



SEE Electrical PLM



SEE Electrical
Harness Manufacturing



SEE Electrical
3D Panel+



SEE Electrical
3D Shop Floor



SEE Electrical



SEE Gen e-doc



SEE Electrical Expert



SEE Electrical PLM

Communication & Integration Tools / Electrical Components Data Base

DATA : 1,024,000 Part Numbers – of which 43,000 with a 3D intelligent representation – 22,300 Symbols



Global
Corporate
HR, finance, marketing & communication, key accounts, sales management, quality, I.T. and R&D (11 technical sites in 6 countries, including 162 people in R&D and quality)

Local
Incorporated
20 consolidated commercial subsidiaries in 20 countries representing 28 sites

Partners
17 business partners in 31 countries 15 technology partners

Alliances
2 joint ventures

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II. 2020 Fiscal year

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IGE+XAO
GROUP

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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

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

IGE+XAO
GROUP
care



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 rapidement.

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Work from home with IGE+XAO

A support team fully available to help you out



Our hotlines and trainers are fully available to help you out in trouble you may have with your product. Do not hesitate to contact them by phone at +44 (0) 1453 817458 or by email: us@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 this transfer and ensure that you can start using your license from home as soon as possible.

IGE+XAO proposes Freedom Next licenses on a reduced period: 2 months instead of 12 months.

Online trainings to improve product knowledge from home



IGE+XAO
GROUP

Shaping the Future
of the Electrical PLM,
CAD and Simulation

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

Tuesday, June 16th - 10:00 am (London)*
*11:00 am Paris



Discover SEE Electrical - The intuitive and ergonomic CAD software that can meet

Une année de résilience

Dans un contexte marqué par la crise sanitaire liée au Covid-19, le chiffre d'affaires consolidé d'IGE+XAO en 2020 s'élève à **32 676 814 euros**, en **baisse de 3,7%** par rapport à 2019. Cette période particulière a bénéficié aux ventes récurrentes, contrats de maintenance et abonnements, dont la croissance s'est accélérée, tandis que les ventes de licences perpétuelles et de formation ont pâti de la situation économique et des obligations de distanciation. Pour autant, le Groupe a rapidement adapté son offre à ces circonstances inédites en proposant à ses clients une pleine continuité de service via la généralisation des prestations à distance (télémaintenance et formation). Parallèlement, le Groupe a maintenu la totalité de sa feuille de route R&D et produits.

Au niveau de la rentabilité, le résultat opérationnel a franchi la barre des 10 millions d'euros, favorisé notamment par une baisse significative des frais de déplacements et par l'annulation des salons professionnels. La marge opérationnelle s'établit ainsi à 32,5%** contre 28,8% en 2019. Le résultat net de l'ensemble consolidé s'élève à 8 049 394 euros portant la marge nette à 24,4%***.

Sur le plan financier, le Groupe dispose au 31 décembre 2020 d'une trésorerie de 49,2 millions d'euros et d'un endettement bancaire quasi nul (hors impact de l'IFRS 16). Cette solide structure financière lui permettra d'accélérer son plan de marche tant au niveau de son développement à l'international que de ses investissements R&D, le tout associé à un haut niveau de rentabilité.

Compte de résultat consolidé en EUR		31/12/2020	31/12/2019	Évolution
		12 mois	12 mois	
Chiffre d'affaires		32 676 814	33 933 804	(3,7%)
Résultat opérationnel		10 624 241	9 777 015	8,7%
Résultat de l'ensemble consolidé avant impôt		10 624 241	9 677 775	9,8%
Impôt sur les sociétés		(2 547 503)	(2 586 032)	(1,4%)
Résultat net de l'ensemble consolidé		8 049 394	7 045 597	14,2%
Résultat net part du Groupe		7 984 348	6 901 764	15,7%

Chiffre d'affaires consolidé en EUR		31/12/2020	31/12/2019	Évolution
		12 mois	12 mois	
1 ^{er} trimestre	du 1 ^{er} janvier au 31 mars	8 369 565	8 516 322	(1,7%)
2 ^e trimestre	du 1 ^{er} avril au 30 juin	7 475 897	8 707 173	(14,1%)
3 ^e trimestre	du 1 ^{er} juillet au 30 septembre	8 091 147	8 132 512	(0,5%)
4 ^e trimestre	du 1 ^{er} octobre au 31 décembre	8 740 205	8 577 797	1,9%
Exercice	du 1 ^{er} janvier au 31 décembre	32 676 814	33 933 804	(3,7%)

* Les comptes consolidés ont été arrêtés par le conseil d'administration du 15 février 2021 et seront soumis à l'approbation de l'assemblée générale annuelle.

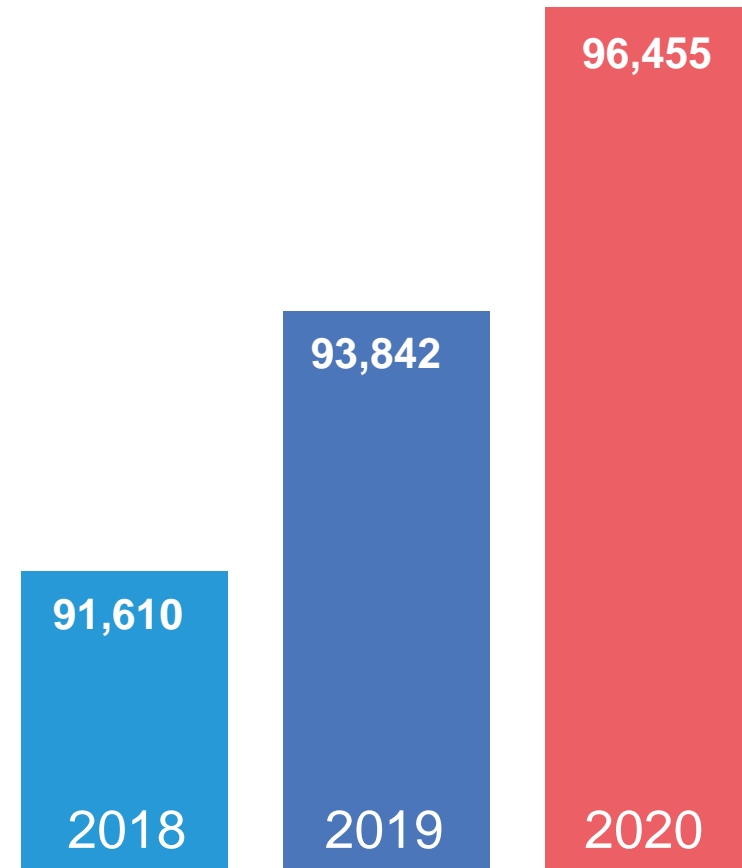
** Rentabilité opérationnelle : résultat opérationnel / chiffre d'affaires

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

2,613

Licences sold in 2020
vs **2,232** in 2019 (+17%)

Number of licences sold



New major releases in 2020

- SEE Electrical V8R3
- SEE Electrical Building+ V8R3
- SEE Electrical 3D Panel+ V2R2
- SEE Electrical 3D Shopfloor V2R2
- SEE Electrical PLM V4R8
- SEE Electrical Harness Manufacturing V4R8

New products in 2020

- SEE Electrical Building SE Edition (OEM version for SE Germany)
- SEE Electrical Harness Manufacturing Differential 1.1.0.1

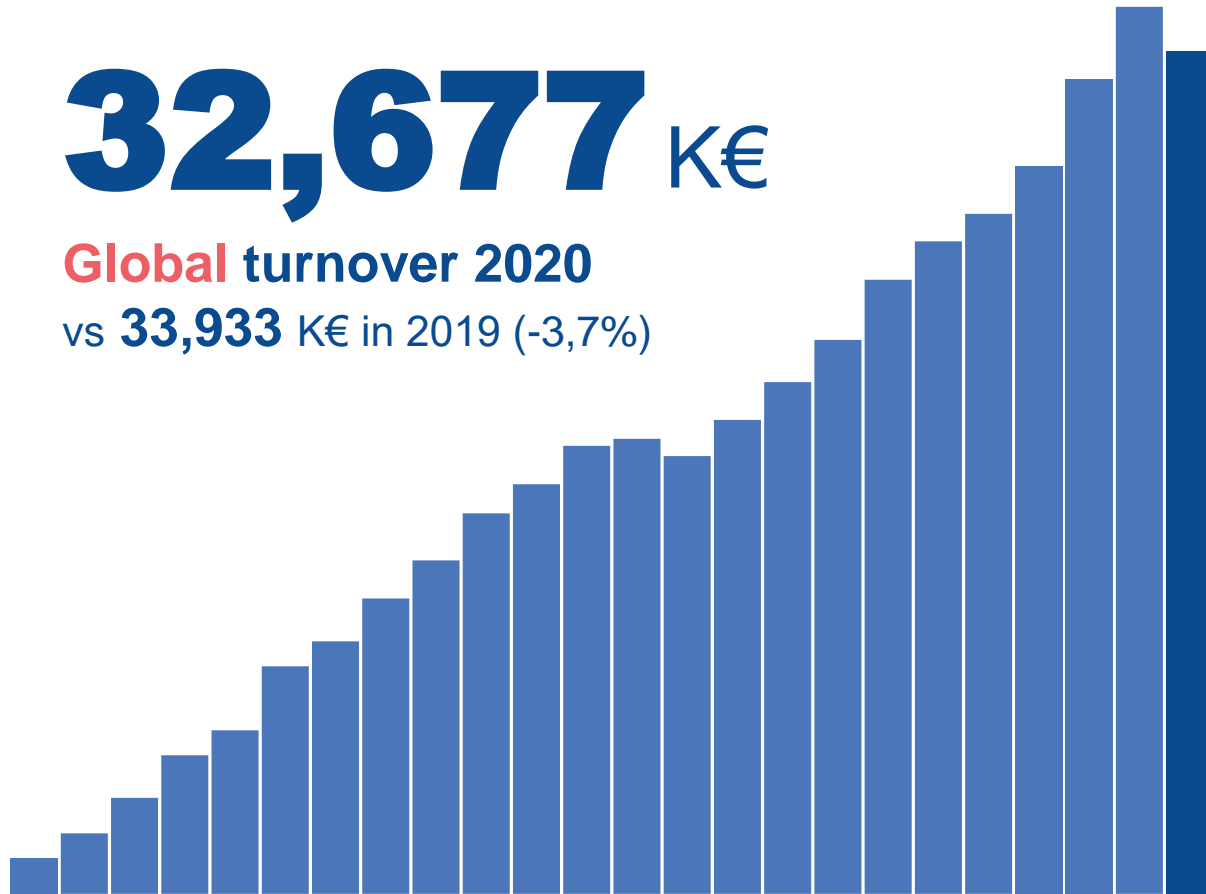
New modules in 2020

- CanecoBT Connect for SEE Electrical Expert

32,677 K€

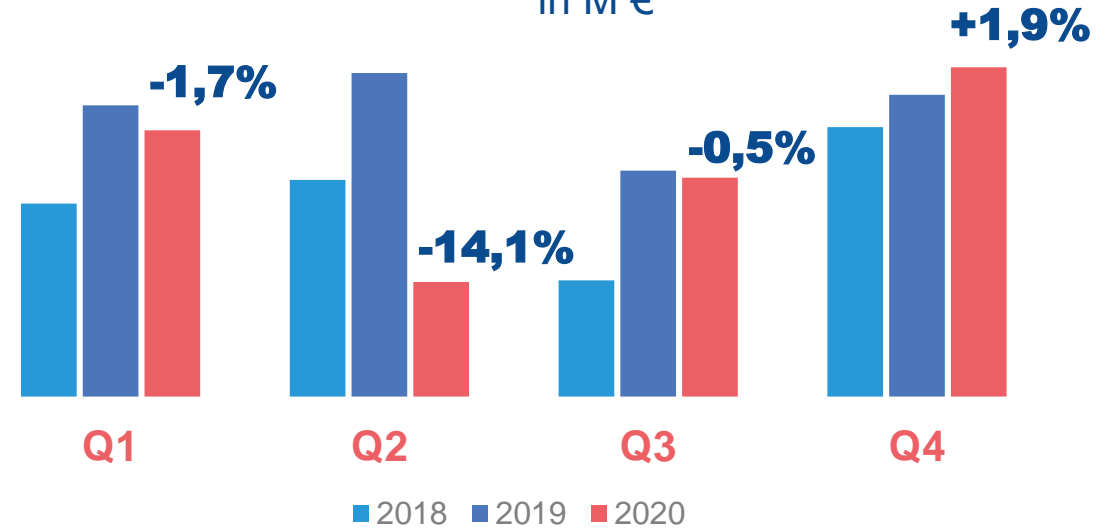
Global turnover 2020

vs **33,933** K€ in 2019 (-3,7%)



1996-2020

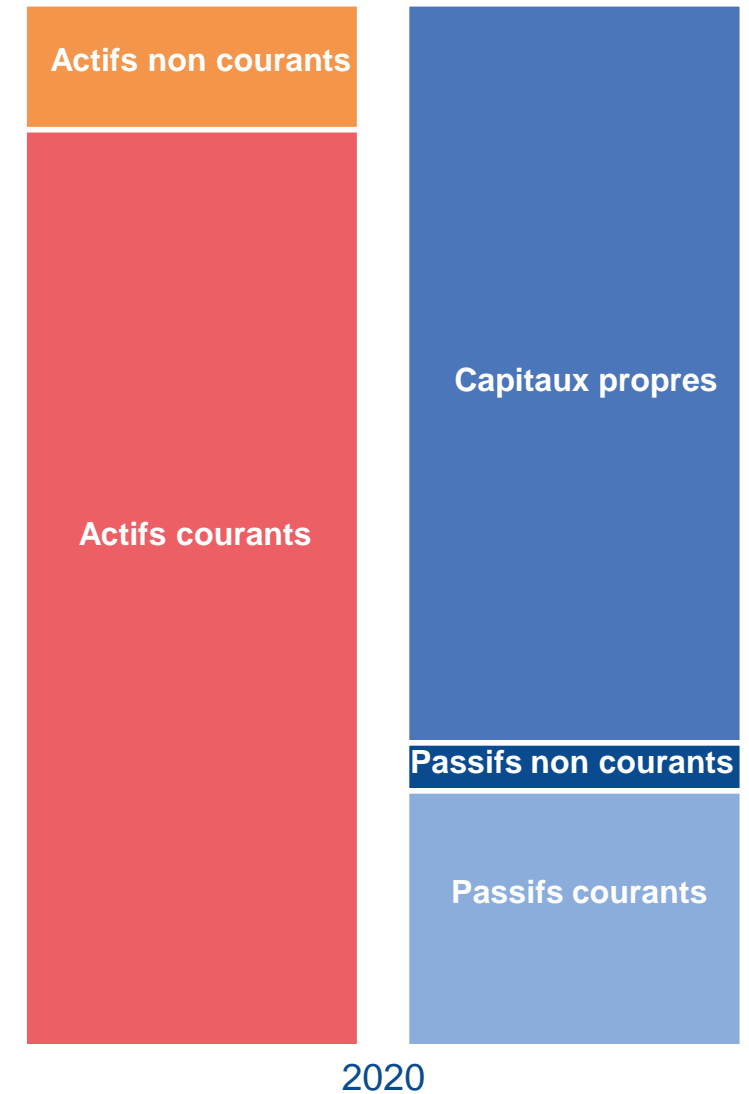
Turnover by quarter
in M €



En milliers €	31/12/2020	31/12/2019	Evolution %
	12 mois	12 mois	
Chiffre d'affaires	32 677	33 933	-3,7%
Autres produits d'exploitation	825	934	-11,6%
Total produits d'exploitation	33 502	34 867	-3,9%
<i>Dont Crédit Impôt Recherche</i>	825	934	-11,6%
Achats et charges externes	-5 683	-6 760	-15,9%
Charges de personnel	-14 960	-16 027	-6,7%
Impôts et taxes	-524	-702	-25,4%
Dotations amortissements et provisions	-1 725	-1 610	7,1%
Total Charges d'exploitation	-22 892	-25 099	-8,8%
Résultat opérationnel courant	10 624	9 770	8,7%
Résultat opérationnel	10 624	9 777	8,7%
Résultat financier	-59	-99	
Résultat de l'ensemble consolidé avant impôt	10 565	9 678	9,2%
Impôt sur les sociétés	-2 548	-2 586	-1,5%
Résultat net de l'ensemble consolidé	8 049	7 046	14,2%
Résultat net attribuable aux porteurs des CP IGE+XAO	7 984	6 902	15,7%
Résultat net part attribuable aux participations sans contrôle	144	65	121,5%

En milliers €	31/12/2020	31/12/2019
Actif		
Actifs non courants	8 331	8 870
Actifs courants	60 903	50 399
<i>Dont Disponibilités</i>	49 199	39 802
TOTAL	69 234	59 269

	31/12/2020	31/12/2019
Passif		
Capitaux propres	49 064	41 425
Passifs non courants	3 187	3 599
Passifs courants	16 983	14 245
<i>Dont PCA</i>	8 969	6 901
TOTAL	69 234	59 269

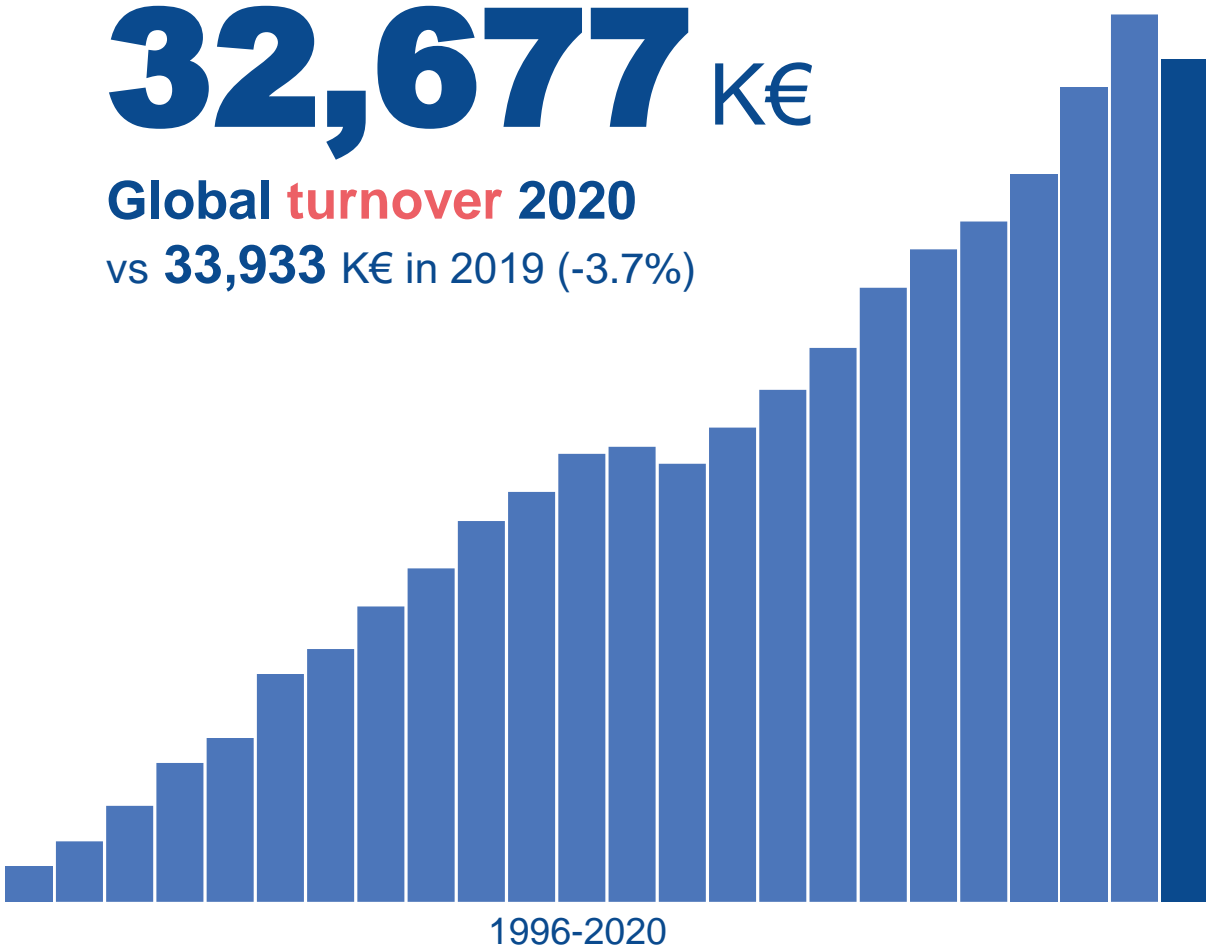


En milliers €	31/12/2020	31/12/2019
Résultat net - porteurs de CP de la Société	7 984	6 902
Flux net de trésorerie généré par l'activité	11 357	10 804
Flux net de trésorerie généré par les opérations d'investissement	-848	-1 333
Flux net de trésorerie généré par les opérations de financement	-952	-2 466
Variation de trésorerie brute	9 557	7 005
Incidences des variations du taux de change	-162	27
Augmentation (diminution) de la trésorerie	9 395	7 032
Trésorerie en début d'exercice	39 801	32 769
Trésorerie en fin de période	49 196	39 801
Variation de trésorerie nette	9 395	7 032

32,677 K€

Global turnover 2020

vs **33,933** K€ in 2019 (-3.7%)

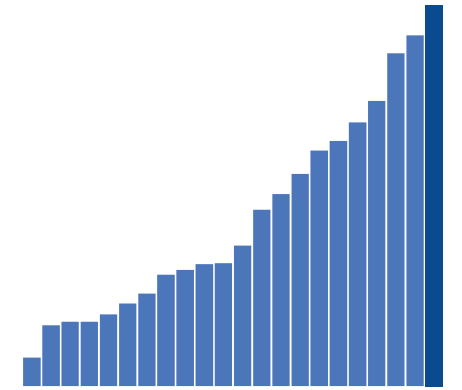


1996-2020

10.6 M€

Current operating income 2020

vs **9.8** M€ in 2019 (+8.75%)

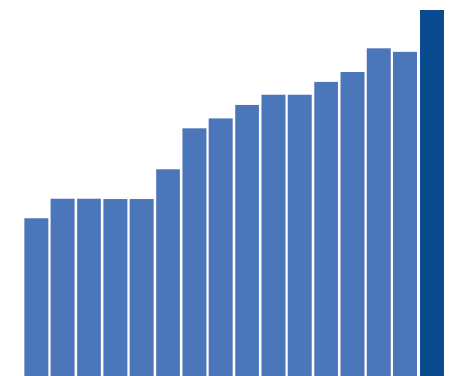


1996-2020

32.5 %

Current operating margin 2020

vs **28.8** % in 2019

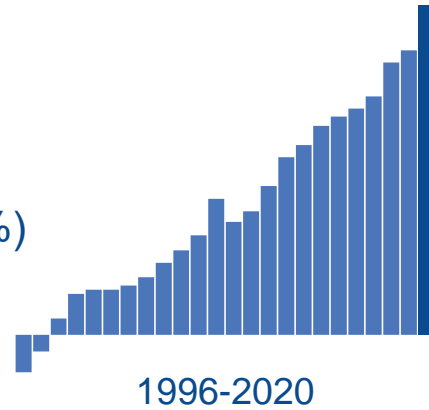


2004-2020

8.0 M€

Net **income** 2020

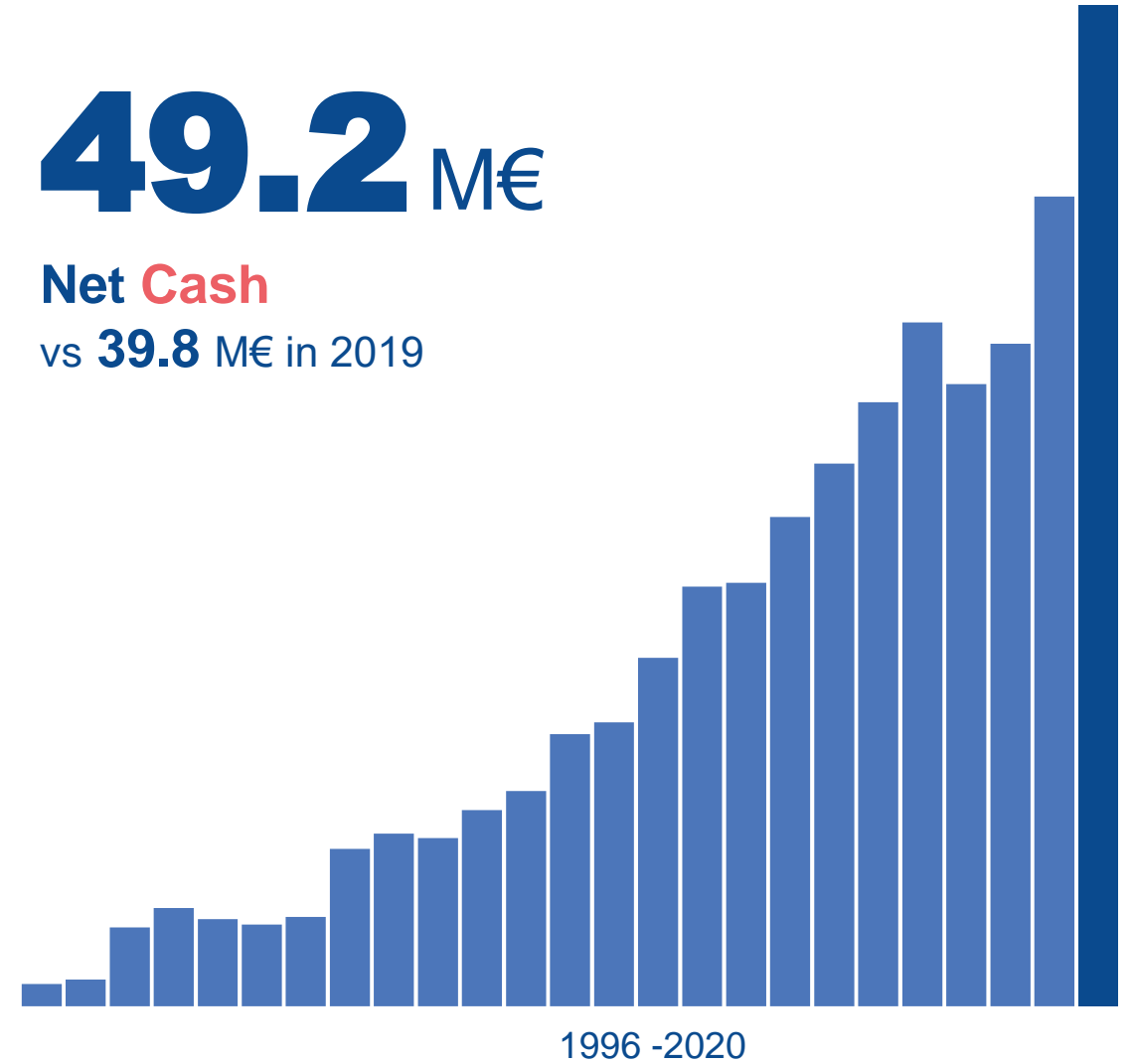
vs **6.9** M€ in 2019 (+15.7%)



49.2 M€

Net **Cash**

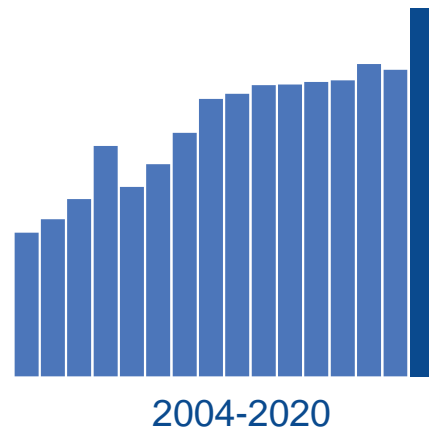
vs **39.8** M€ in 2019



24.4%

Net **margin** 2020

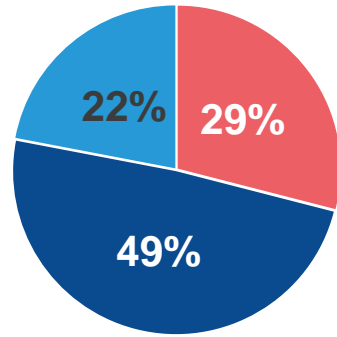
vs **20.3**% in 2019



Turnover split in %

On 31/12/2020

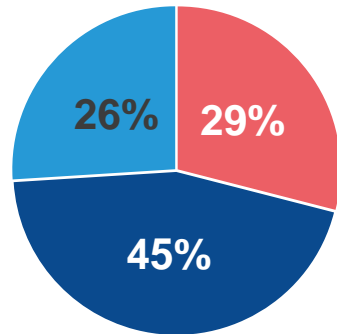
- Software
- Maintenance & Subscriptions
- Training, consulting & other



Turnover split in %

On 31/12/2019

- Software
- Maintenance & Subscriptions
- Training, consulting & other

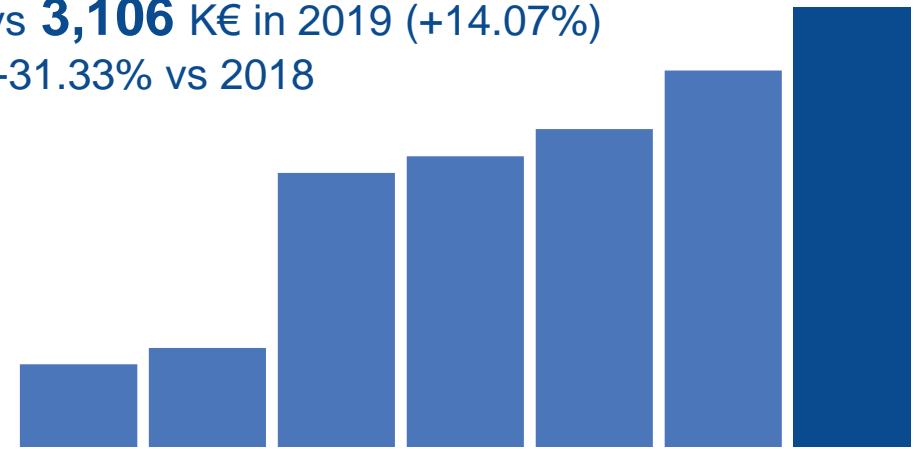


3,543 K€

Subscriptions

vs **3,106** K€ in 2019 (+14.07%)

+31.33% vs 2018



2013-2020

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IV. Conclusion

1 mission

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,
- Grow significantly faster than the market,
- Be the number one on our market.

5 Core Values

Customer
first

Dare to
disrupt

Embrace
different

Learn
everyday

Act as
owners

**The worldwide leader in Electrical CAD, PLM & Simulation
In terms of revenues and number of licences deployed**



An ambition built around 5 strategic pillars

Deliver

short term road maps and build the portfolio of the future

continue to

Deploy

a powerful range of services

Reinforce

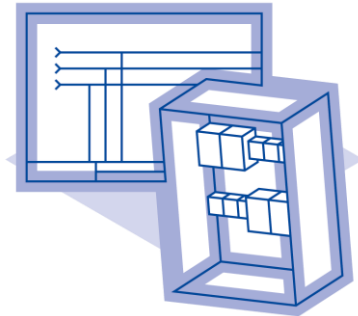
our international presence

Accelerate

our business model transformation

Build

synergies with our ecosystem of partners



CAD

- ▶ Panel design & manufacturing, including configuration
- ▶ Cabling new generation



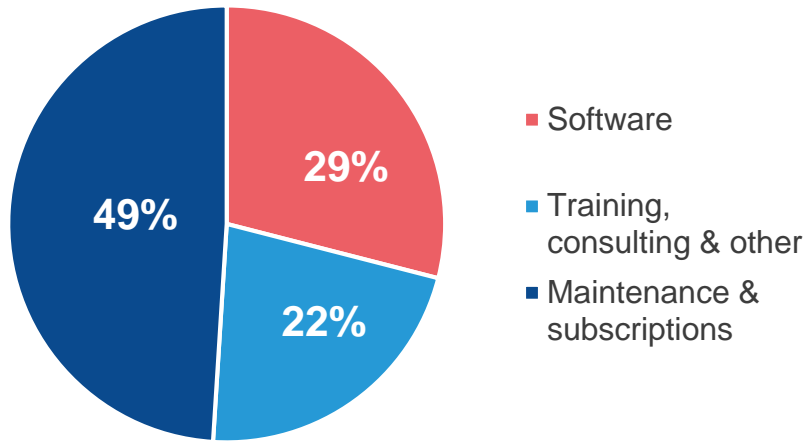
PLM

- ▶ E-maintenance, e-documentation and troubleshooting

3 Key words : **Quality – Performances – Integration**

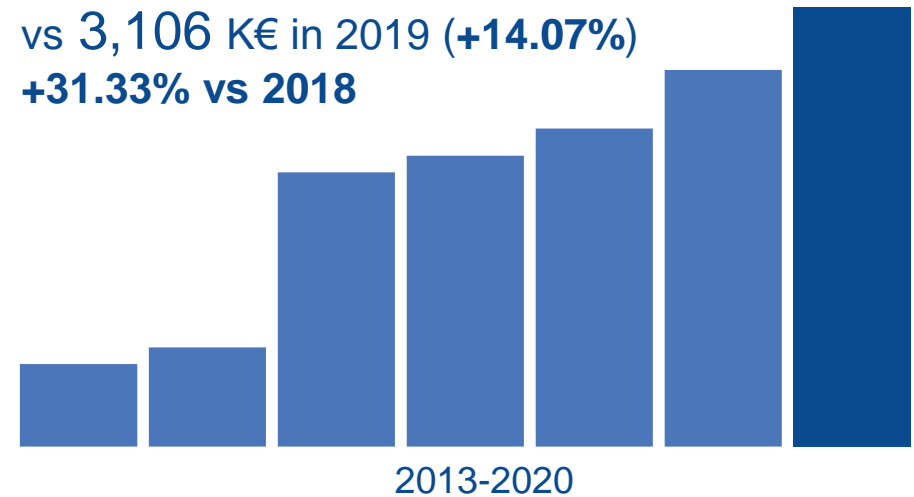


Turnover split in %
 On Dec. 31st 2020



3,543 K€

Subscriptions
 vs 3,106 K€ in 2019 (+14.07%)
 +31.33% vs 2018



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6 points that make the difference

A **leadership** position on the market

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

A nice **future** thanks to strong dynamics of innovation and international deployment and to the belonging to a large & global Industrial Group

And of course a wonderful **team!**

Thank you for your attention!