

Paris, December 15<sup>th</sup> 2011

**ESI** is the leader and a pioneer  
in virtual prototyping solutions.

#### Stock market information

Listed on compartment C  
of the NYSE Euronext Paris  
[ISIN FR 0004110310](#)

FTSE 977

Bloomberg ESI FP

Reuters ESIG.LN

Granted  
“*entreprise innovante*”  
(innovative company) certification  
on January 20, 2000 by OSEO,  
[ESI Group](#) is eligible  
for inclusion in FCPI  
(venture capital trusts  
dedicated to innovation)

#### Financial schedule

**Press release**  
2011/12 annual sales:  
March 15<sup>th</sup> 2012  
(after market)

#### Contacts

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Our Press section  
can be found at  
[www.esi-group.com](http://www.esi-group.com)

#### Social media



## Sales for the 3<sup>rd</sup> quarter and first 9 months of 2011/12

**Further buoyant growth of 10.2%**

- **Sales for the first 9 months: €54.2 million**
- **Consolidation of 2 months of IC.IDO's activity**

Alain de Rouvray, ESI Group's Chairman and CEO, comments: “*Our third quarter confirms the persistence of the positive trend recorded since the start of the year. Despite an especially strong performance in the same period last year, we recorded an increase in both new business and installed base over the quarter. Moreover, Europe delivered a dynamic performance driven by buoyant demand in Central Europe and by our successful diversification. These elements show the offensive and defensive quality of our activity and attest to the high degree of innovation that we bring to our business.*”

### 3<sup>rd</sup> quarter and 9-month sales

The Group's FY ends on January 31<sup>st</sup>

In € millions	Q3 2011/12*	Q3 2010/11	Δ % (euros)	Δ % (cer*)	9 months 2011/12	9 months 2010/11	Δ % (euros)	Δ % (cer*)
<b>Licenses</b>	11.5	10.6	+8.8%	<b>+8.1%</b>	36.4	33.4	+9.0%	<b>+9.1%</b>
<b>Services</b>	6.1	5.4	+12.7%	<b>+14.2%</b>	17.8	15.8	+12.3%	<b>+14.2%</b>
<b>Total</b>	<b>17.6</b>	<b>16.0</b>	<b>+10.2%</b>	<b>+10.2%</b>	<b>54.2</b>	<b>49.2</b>	<b>+10.1%</b>	<b>+10.7%</b>

\*cer: constant exchange rates

### Breakdown of quarterly sales

The Group's FY ends on January 31<sup>st</sup>

In € millions	Q3 2011/12*	Q2 2011/12	Q1 2011/12	Q3 2010/11	Q2 2010/11	Q1 2010/11
<b>Licenses</b>	11.5	13.3	11.6	10.6	11.9	11.0
<b>Services</b>	6.1	6.0	5.7	5.4	5.5	4.9
<b>Total</b>	<b>17.6</b>	<b>19.3</b>	<b>17.3</b>	<b>16.0</b>	<b>17.4</b>	<b>15.9</b>

Reminder: the seasonal nature of ESI Group's License sales usually translates into a larger proportion of full-year revenues being recorded over the fourth quarter of the year.

\* The 3<sup>rd</sup> quarter of 2011/12 includes the consolidation of 2 months of IC.IDO's activity, the company being consolidated from August 24<sup>th</sup> 2011.

### 3<sup>rd</sup> quarter sales

Sales for the 3<sup>rd</sup> quarter of 2011/12 totalled 17.6 million euros, up +10.2% in actual terms and at constant exchange rates compared to the 3<sup>rd</sup> quarter of the previous financial year. This quarter notably incorporated the consolidation of IC.IDO, a company whose acquisition was announced on August 16<sup>th</sup>. On a constant scope basis (excluding the acquisition), sales for the 3<sup>rd</sup> quarter totalled 16.9 million euros, up +5.8% in actual terms, against a particularly strong 3<sup>rd</sup> quarter of 2010, for which a year on year growth of 15.5% was recorded.



License sales totalled 11.5 million euros, up +8.8% in actual terms (+8.1% at constant exchange rates). License activity represented 65.3% of total sales, compared to 66.1% over the 3<sup>rd</sup> quarter of the previous financial year. The main indicators were positive over the quarter: the installed base increased by +13.2% in actual terms and +2.3% at constant scope, totalling 7.2 million euros; the repeat business rate remained high at 77.9%; New Business Licenses (new products, new clients) increased by +6.6% to 3.1 million euros and represented 29.9% of License sales.

Services activity increased by +12.7% in actual terms (+14.2% at constant exchange rates) and totalled 6.1 million euros. On a constant scope basis, Services sales were up +6.2%.

The change in the geographical distribution of sales notably reflects strong growth in Europe (+26.6%), +16.8% of it organic, thanks notably to sales in Central Europe and Germany.

### 9-month sales

Over the first 9 months of the 2011/12 financial year, the Group recorded sales of 54.2 million euros, up +10.1% in actual terms (+10.7% at constant exchange rates). On a constant scope basis, growth came to +8.6%.

License activity increased by +9.0% in actual terms (+9.1% at constant exchange rates) to 36.4 million euros and represented 67.2% of total sales. The installed base recorded growth of +6.7% in actual terms and +3.7% at constant scope, totalling 25.0 million euros. The repeat business rate remained high at 80.6%. New Business recorded buoyant growth of +18.8% at 9.0 million euros, and thus represented 26.5% of License sales.

Services activity was also up, increasing by +12.3% in actual terms (+14.2% at constant exchange rates) to 17.8 million euros.

In geographical terms, there was an increase in Europe (+19.1%) and Asia (+7.6%), whilst the American zone continued to be affected by a negative exchange rate effect (-0.6% in actual terms and +6.3% at constant exchange rates).

By industrial sector, the first 9 months of the year notably saw an improvement in orders taken in the Automotive and Transportation (+5.7%), Aeronautics and Space (+24.2%) and Education (+57.9%) sectors, confirming the financial year's positive trends.

### About ESI

[ESI](#) is a pioneer and world-leading player in virtual prototyping that take into account the physics of materials. [ESI](#) has developed an extensive suite of coherent, industry-oriented applications to realistically simulate a product's behaviour during testing, to fine-tune manufacturing processes in accordance with desired product performance, and to evaluate the environment's impact on product performance. This offer represents a unique collaborative and open environment for Simulation-Based Design, enabling virtual prototypes to be improved in a continuous and collaborative manner while eliminating the need for physical prototypes during product development. Present in over 30 countries, [ESI](#) employs some 850 high-level specialists throughout its worldwide network. ESI Group is listed on compartment C of NYSE Euronext Paris.

For further information, go to [www.esi-group.com](http://www.esi-group.com).

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