

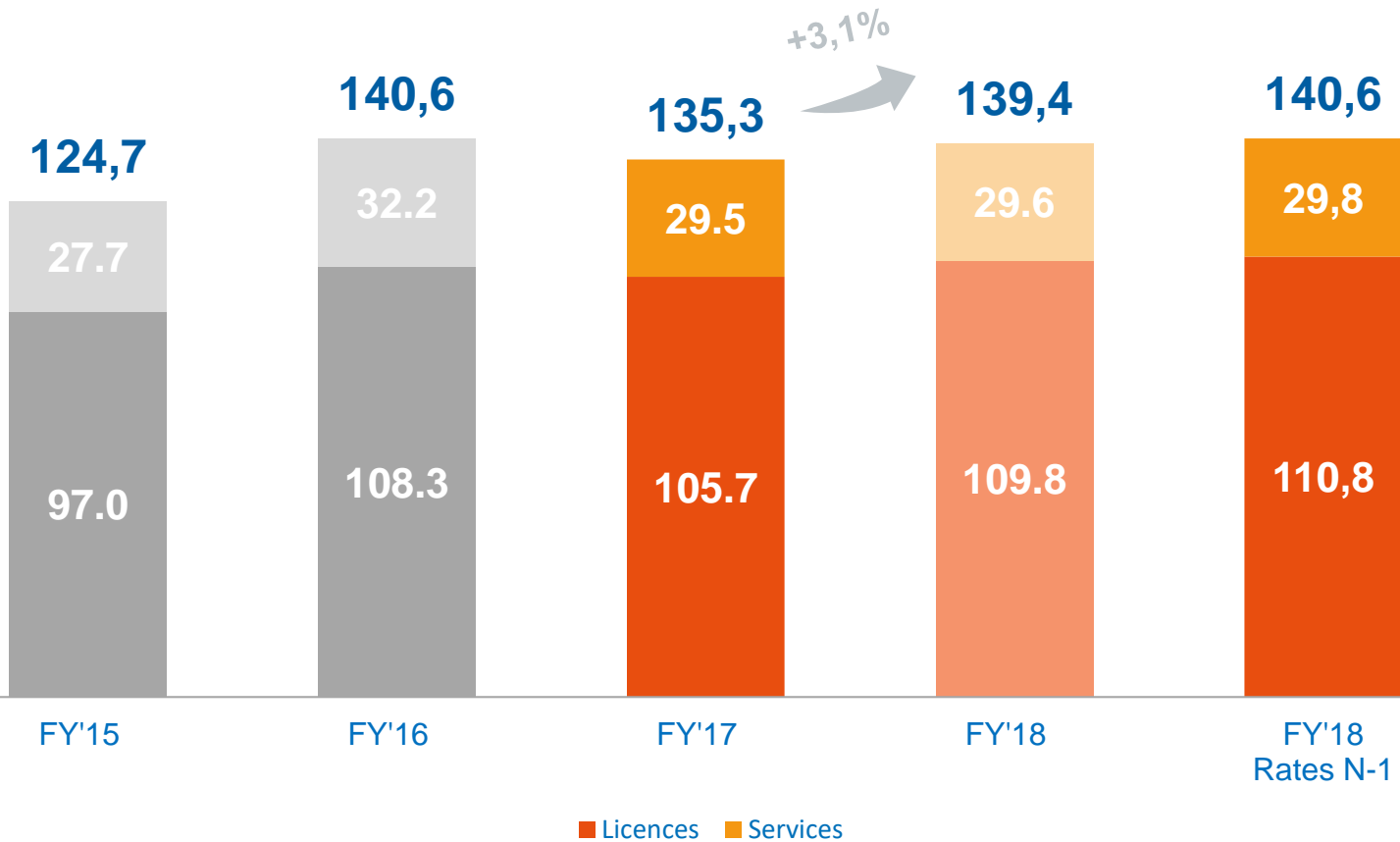


FY 2018 REVENUES ANALYST CALL - MARCH 7 2019

PART I

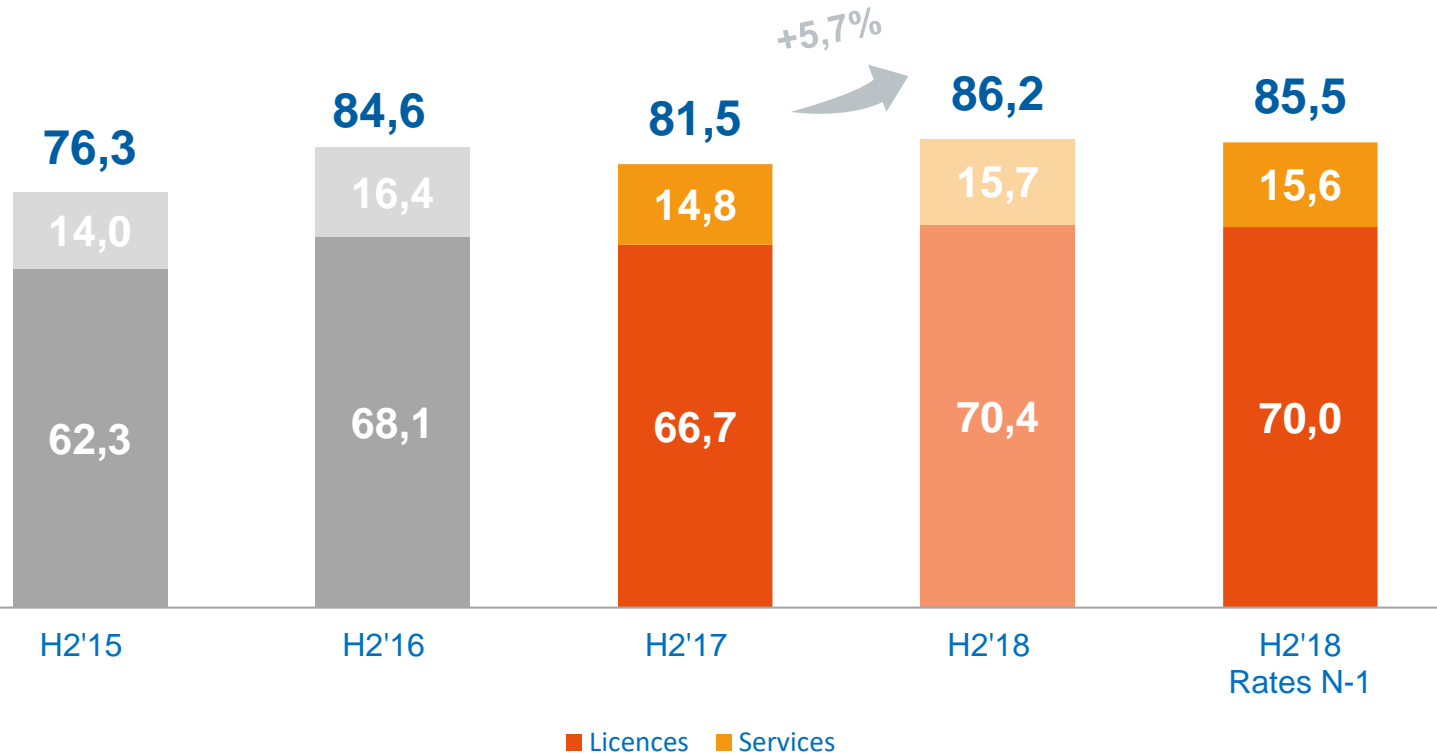
FY 2018 REVENUES FIGURES

FY18 REVENUES



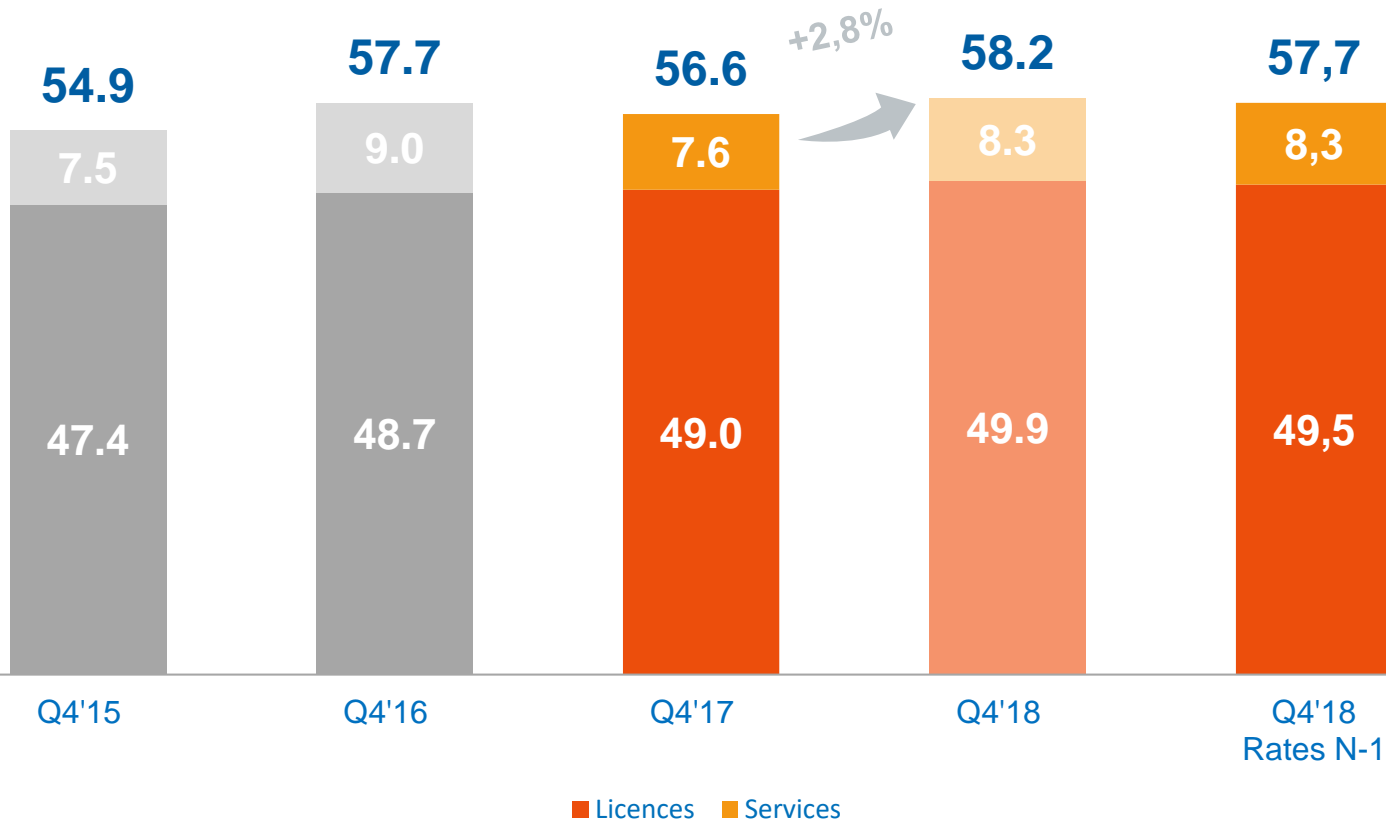
- › Growth of +3.1% at current rates
- › Renewed dynamism in the Licensing business
- › Strong installed base and a robust automotive market in Europe
- › Product mix: 79% of Licences – 21% of Services (vs 78%-22% in FY17)

H2-2018 REVENUES



- > Renewed dynamism
- > Good performance of our activities in Licensing and Services
- > A growth of 5.7% at current rates

Q4-18 REVENUES

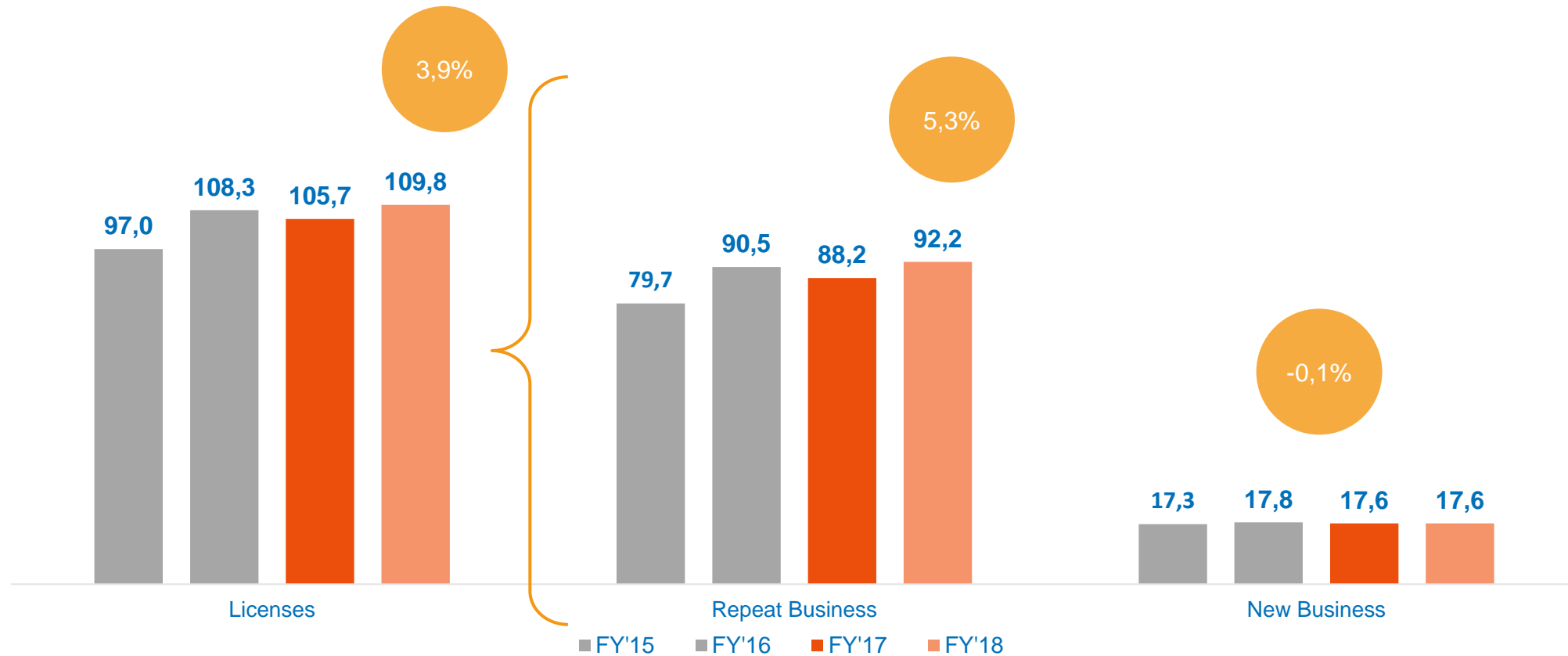


- › Seasonality effect
- › A growth of 2.8% at current rates
- › Figures distorted by a change of quarterly distribution
- › The evolution of sales is split between a progression of 1.8% at current rates for the Licensing activity and 9.4% at current rates for the Services activity.

PART II

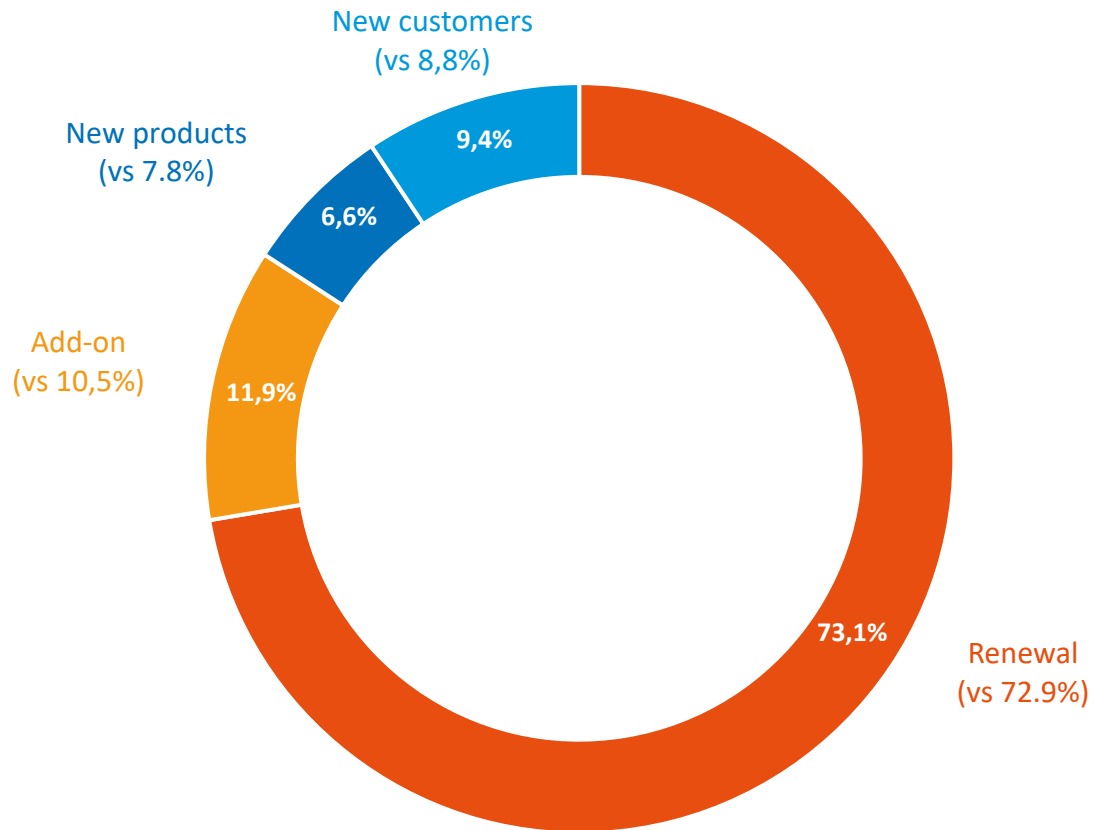
FOCUS ON LICENSING & SERVICES

FY18 – LICENSES BREAKDOWN



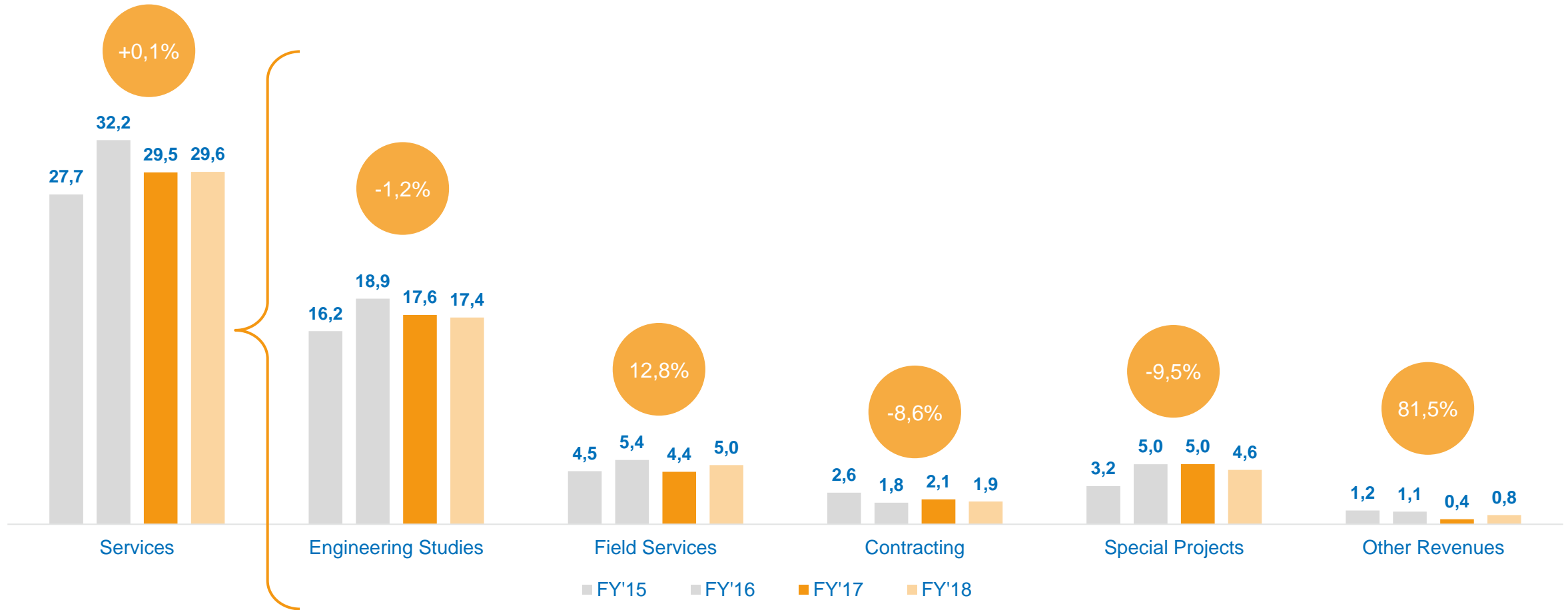
- › Repeat Business / Good performance (5.3%)
- › Repeat rate: $92.2 / 105.7 = 87.2\%$
- › New Business / Slight decrease (0.1%)
- › Maintenance is included in Licenses activity

LICENSING DISTRIBUTION FY18 VS FY17



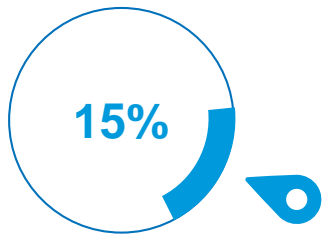
- › Solid business model
- › Split between 84% of repeat business (renewal and add-ons) and 16% of New Business (new product and new customers)
- › Rental licensing represents 85% of total licensing activity

FY18 – SERVICES BREAKDOWN



› Sales for the Services division remained steady at €29.6m (+0.1%), for a 21% share of total revenues.

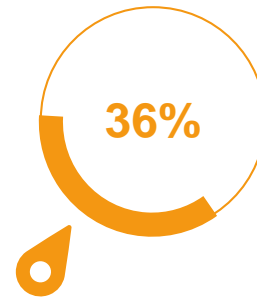
GEOGRAPHICAL BREAKDOWN



Americas	
€20,8M	-3,3%
Licenses €17,8M	-0,9%
Services €3,0M	-15,2%



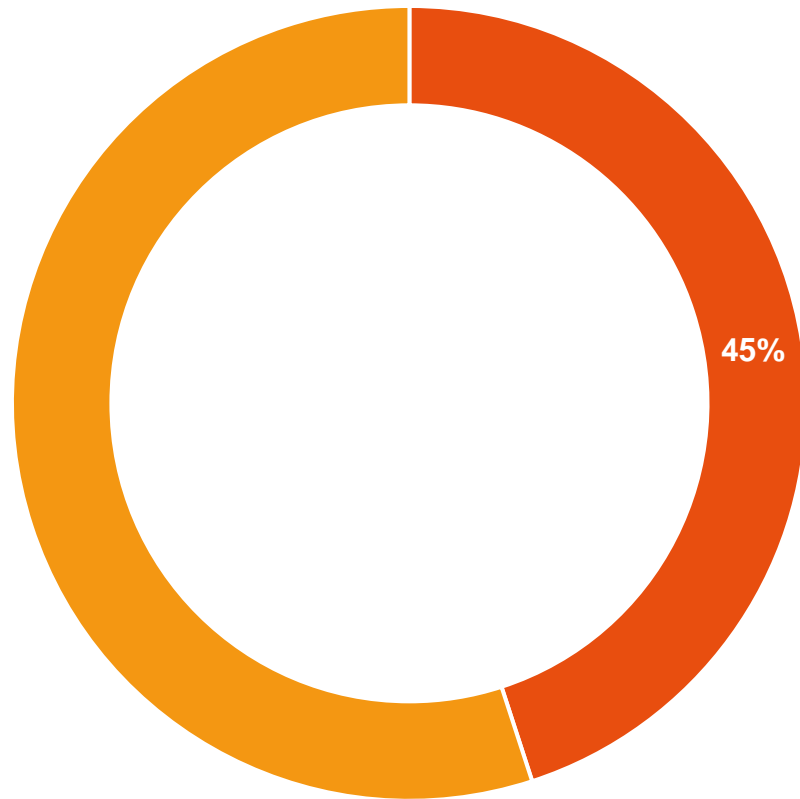
EMEA	
€68,8M	+7,9%
Licenses €49,8M	+9,1%
Services €19,0M	+4,8%



Asia	
€49,8M	-0,4%
Licenses €42,3M	0,3%
Services €7,5M	-3,7%

- › Geographical split shows growth of 7.9% at current rates in Europe
- › Americas and Asia showed sales decrease respectively to 49.8 million euros (-0.4%) and 20.8 million euros (-3.3%)

TOP 20 CUSTOMERS BOOKING

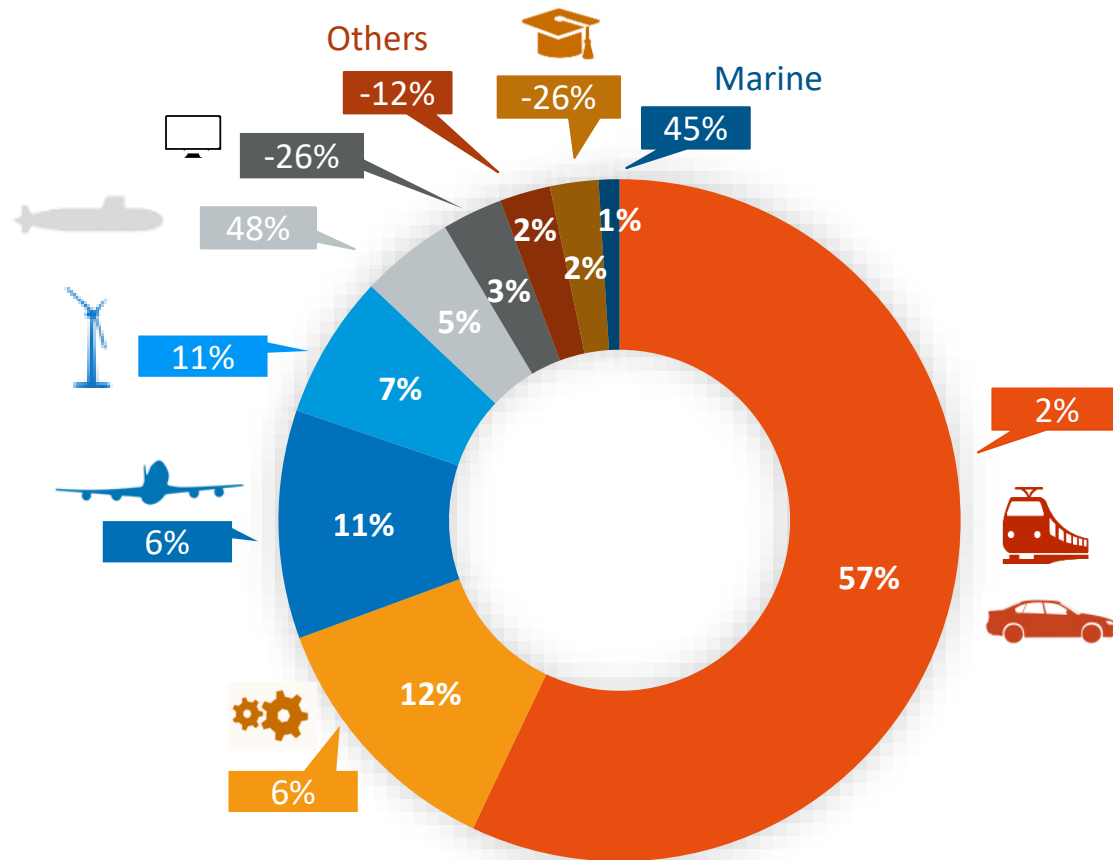


vs 43%
in FY17

■ TOP 20 ■ Global

- › Top 20 clients showed significant growth up 12.0%, supported by important contracts in the automotive industry, energy and aeronautics

FY18 LICENSING & SERVICES BOOKING PER INDUSTRY SECTORS



- › Booking evolution supported by a growth in the Top 3 industrial sectors: Ground Transportation, Heavy Industry, Aeronautics & Aerospace, and Energy.



THANKS FOR YOUR ATTENTION