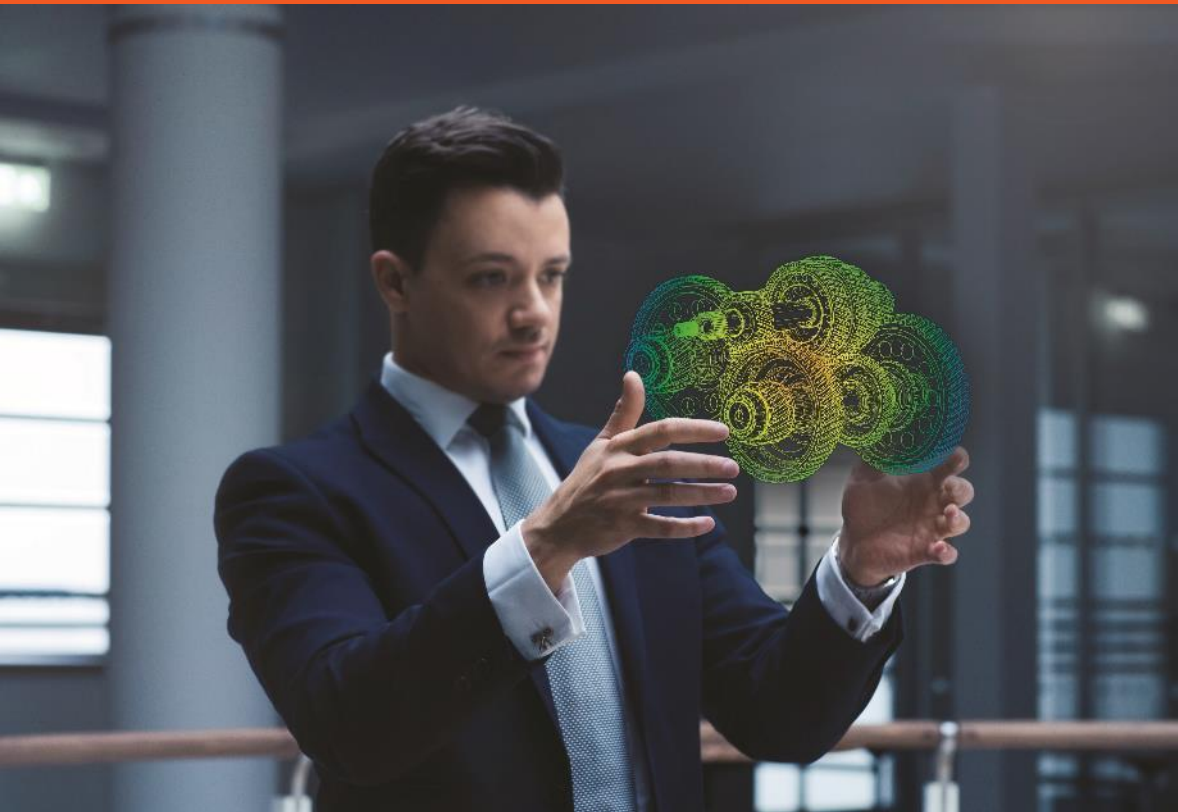


FY20 Q3 Sales

Investor presentation

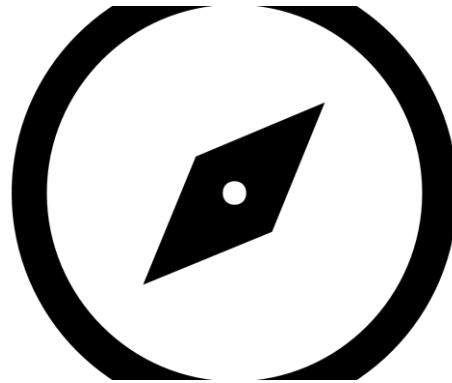


Current situation and business update



ECONOMIC IMPACT

Continued trend from start of the pandemic: slowdown where customers had to pause activities (eg Services, Aeronautics)



RESILIENCE

Resilience of our business model with a solid installed base.



MINDSHARE

Growing customer excitement for ESI solutions and increased mindshare.

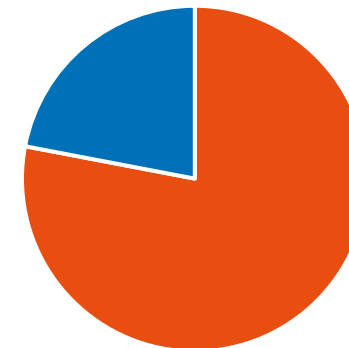
2020 Q3 revenue

Sales (€m)	2020	2019 proforma	Change	
			Current rate	Constant rate
Q3 Licenses	17.0	18.4	(7.8)%	(3.9)%
Q3 Services	4.9	6.4	(24.1)%	(22.2)%
Q3 Total	21.8	24.8	(12.0)%	(8.6)%

Main impacts

- A high forex impact on the quarter
-3.4% | - €0.8m
- The same trends as H1-2020

22.3% (vs 25.8%
in Q3 19')



77.7% (vs 74.2% in
Q3 19')

■ Licenses ■ Services

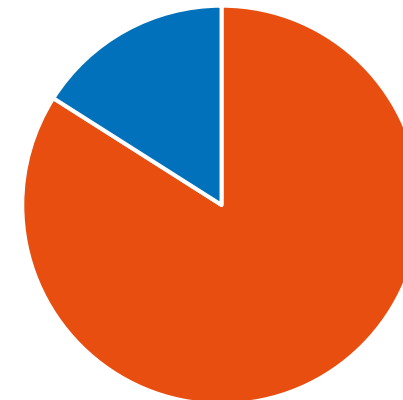
2020 9-month revenue

Sales (€m)	2020	2019 proforma	Change	
			Current rate	Constant rate
9-month Licenses	86.2	91.7	(6.1)%	(5.8)%
9-month Services	16.5	21.4	(23.0)%	(22.7)%
9 months Total	102.6	113.1	(9.3)%	(9.0)%

Total Revenue Breakdown (9m)

- Resilience of Licenses
- Impact on Services
- More modest impact of exchange rate
- 0.3% | - €0.3m

16% (vs 18.9%
in 2019)



84% (vs 81.1%
in 2019)

■ Licenses

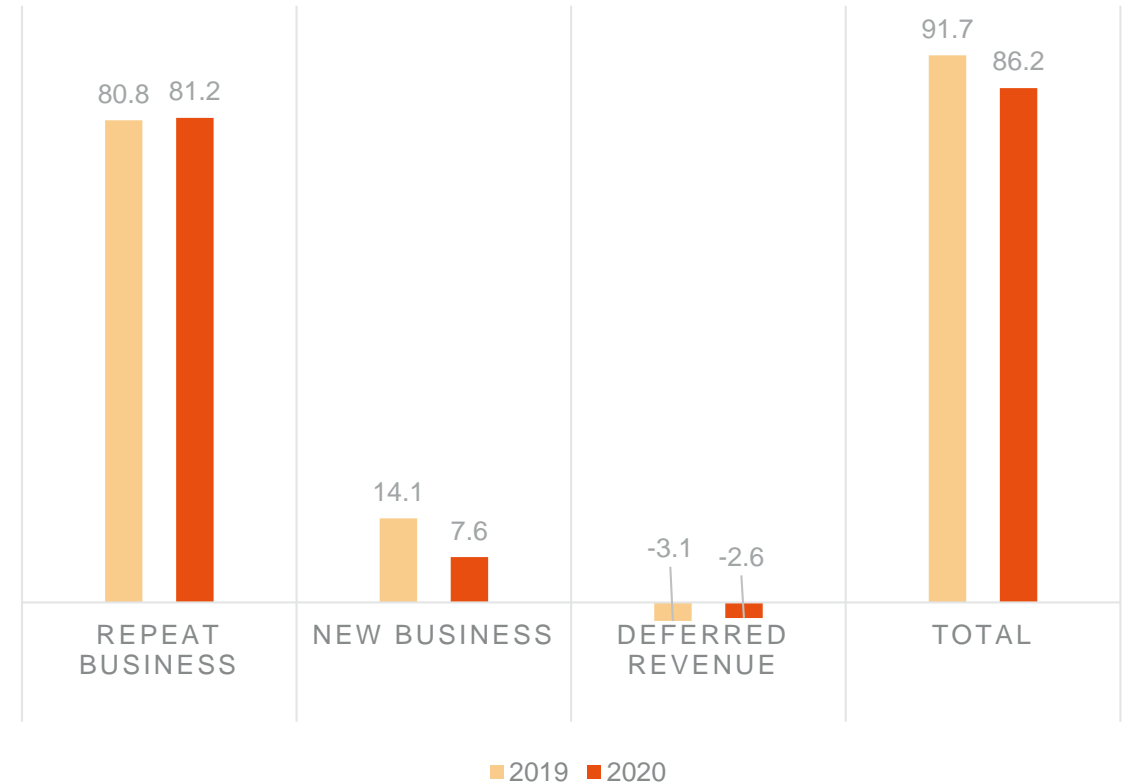
9-month revenue: a solid and resilient business model

Perpetual Licenses
8% vs 13.2% YTD 2019

Stability of Repeat Business
€81.2m, +0.7% cer

Good level of licensing recurrence
Repeat Business^N / (Repeat Business + New Business)^{N-1} = 85.5%

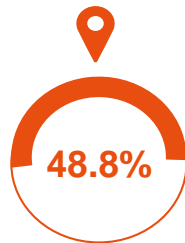
Licenses Split (9m)



9-month revenue: a globally hedged business model

Geographical mix (9m)

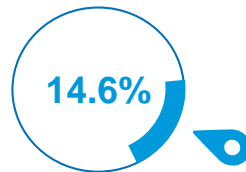
Revenue



EMEA	
€50.1m	-11.2% -11.0% cer



Asia	
€37.5m	-3.2% -3.1% cer



Americas	
€15m	-6.2% -5.8% cer

Highest drop in EMEA, particularly in France & Southern Europe; Asia & Americas less impacted.

Key Industries (9m)

Booking

Approximatively **90%** of the total booking from four main industries



Automotive & Ground Transportation



Aeronautics & Aerospace



Heavy Industry



Energy

In Licensing activities, **Automotive & Ground Transportation remained stable**

In New business, **Aerospace is particularly impacted** by the Covid-19 crisis

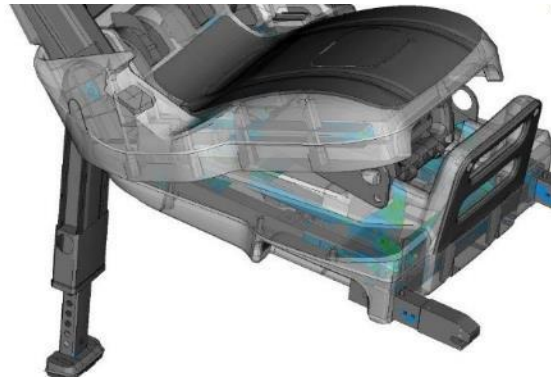
Business highlights

improving mind-share in industry



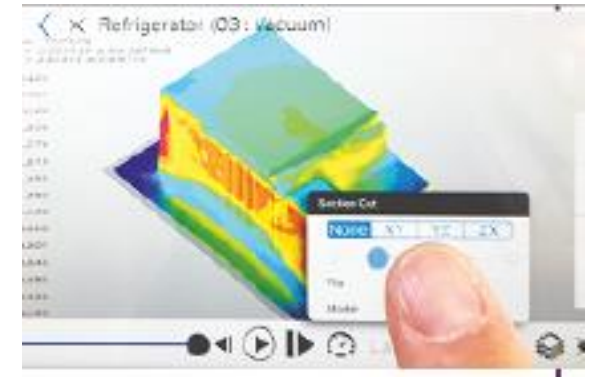
NISSAN

Breakthrough
in Carbon Fiber Parts Production (CFRP)
for Safer and Lighter Vehicles.



JMDA

Red Dot Design Award: no
compromise between cost, design,
safety and performance.
No real testing!



AMPLI PROJECT

Major R&D project for machine
operations in plastic transformation
with high potential business outlook.



A Paradigm Shift: Enabling “Outcome Solution Performance”



Certify
NEW **PRODUCTS**

AI Augmented **Virtual Prototype**
zero real tests



Manage
AGED **ASSETS**

Hybrid Twin™
zero downtime

Increasing Mind share

Pivot

And

Adapt



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WORLD NEW ENERGY VEHICLE CONGRESS
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Sept. 27-30, 2020, HAINAN, CHINA

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Closing remarks



Resilience of the installed base
in a context of
“business not-as-usual”



A crisis which amplifies
industry transformation
requiring Virtual
Prototyping



Growing customer
excitement for ESI
solutions

Thank you



Any Questions?