

FY20 Sales

Investors presentation

2020 sales: resilient, in line with Group's expectations

ESI Group
February 9th, 2021

External Use

esi-group.com



Vision – Mission

We envision a world where Industry can commit to bold outcomes, addressing high stakes concerns – environmental impact, safety & comfort for consumers and workers, adaptable and sustainable business models



Providing reliable and customized solutions anchored on predictive physics to allow industries to take the right decisions at the right time.



Mission Critical **Solutions**, addressing **Customer** **Outcomes**

2020 showed all our customers the URGENCY of change and it is now clear that 2021 will be a year of accelerating innovation in the industries we serve



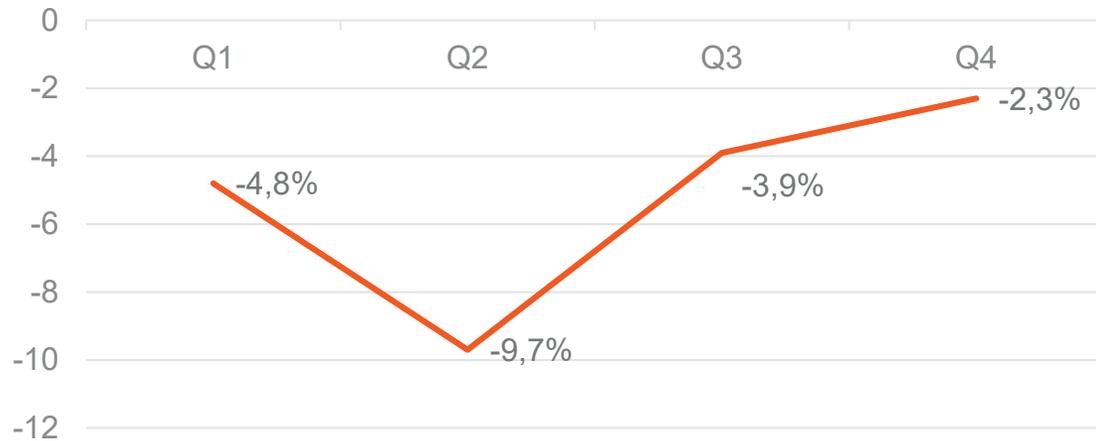
FY20 Sales

Financial figures

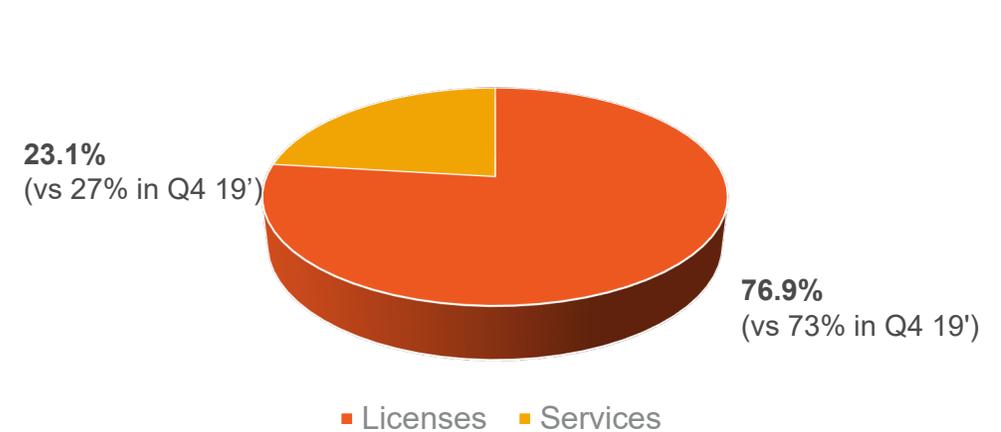
Q4 Confirms better trend: Revenue @ -7.4%

Sales (€m)	2020	2019	Change	
			Current rate	Constant rate
Q4 Licenses	23.0	24.2	(4.7)%	(2.3)%
Q4 Services	6.9	8.9	(22.7)%	(21.3)%
Q4 Total	29.9	33.1	(9.6)%	(7.4)%

Slower decrease in Licenses revenue (-2.3%)



Q4 sales

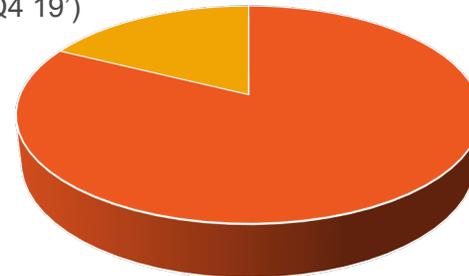


2020: @-8.7% with a good License revenue performance (-5.1%)

Sales (€m)	2020	2019	Change	
			Current rate	Constant rate
2020 Licenses	109.2	115.9	(5.8)%	(5.1)%
2020 Services	23.4	30.3	(22.9)%	(22.3)%
2020 Total	132.6	146.2	(9.3)%	(8.7)%

FY2020 sales

17.6%
(vs 20.7% in Q4 19')

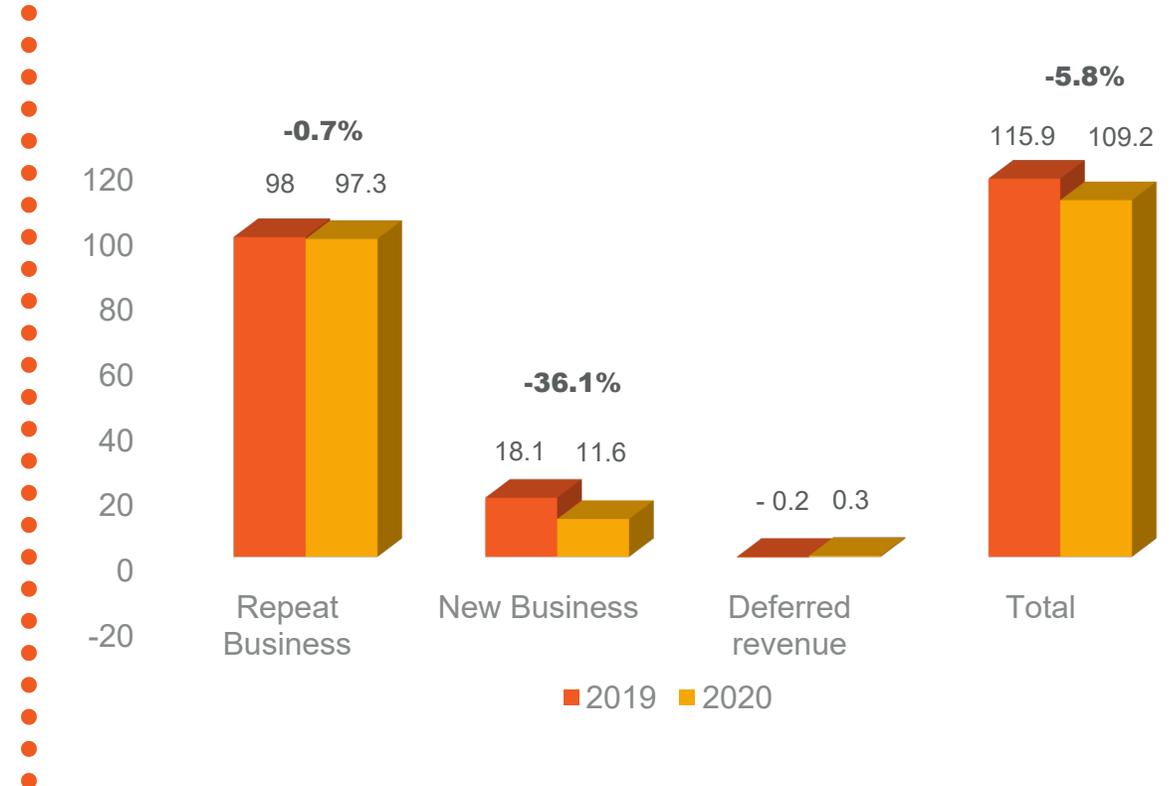


82.4%
(vs 79.3% in 19')

■ Licenses ■ Services

2020 revenue: a solid and resilient business model

Licenses Split



Stability of Repeat Business

€97.3m, -0.7% and +0% @ constant rate

Perpetual Licenses

10.6% vs 15% YTD 2019

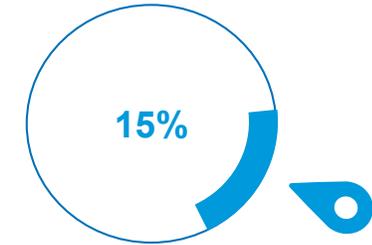
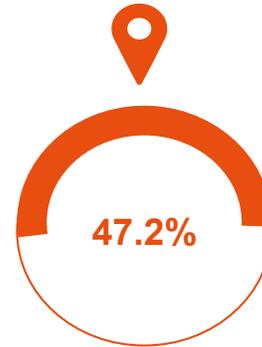
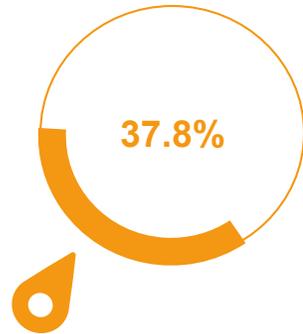
FY20 Top 20 better performed

1% increase in Licenses & -26% in Services

2020 revenue per region: Asia good resistance (-4.7%)

Geographical mix

Revenue



Asia	
€50.1m	-4,7% cer

EMEA	
€62.6 m	-11.4% cer

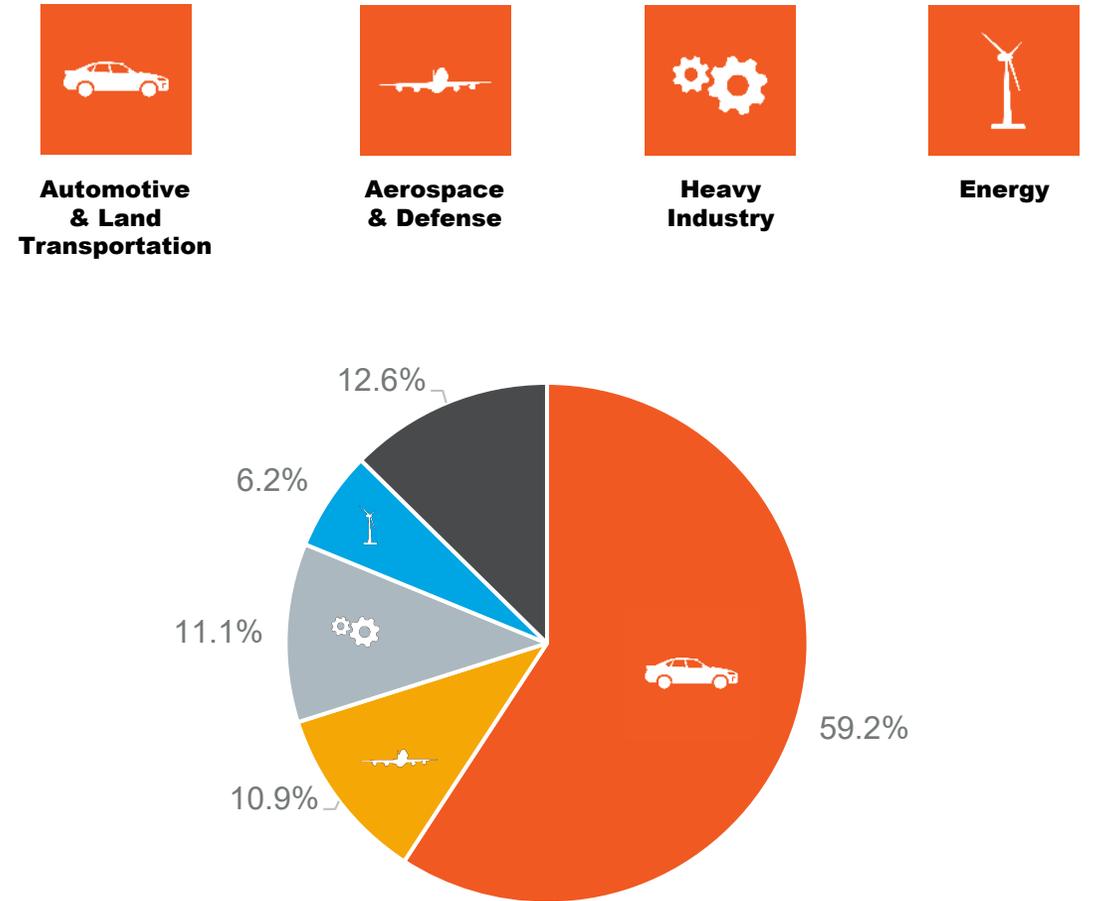
Americas	
€19.9m	-9,3% cer

2020 revenue per industry

Approximatively **87.4%** of the total revenue from four main industries

Resilience in Automotive & Land Transportation and Heavy Industry

Aerospace is particularly impacted by the Covid-19 crisis **but showing a growth in Q4**



2021 Perspectives

ESI, a transformed company aligned toward customer-centric vision



Clear focus
OUTCOME solutions

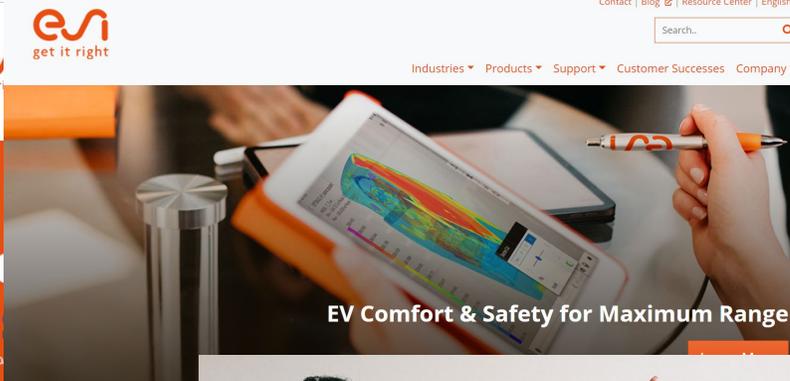
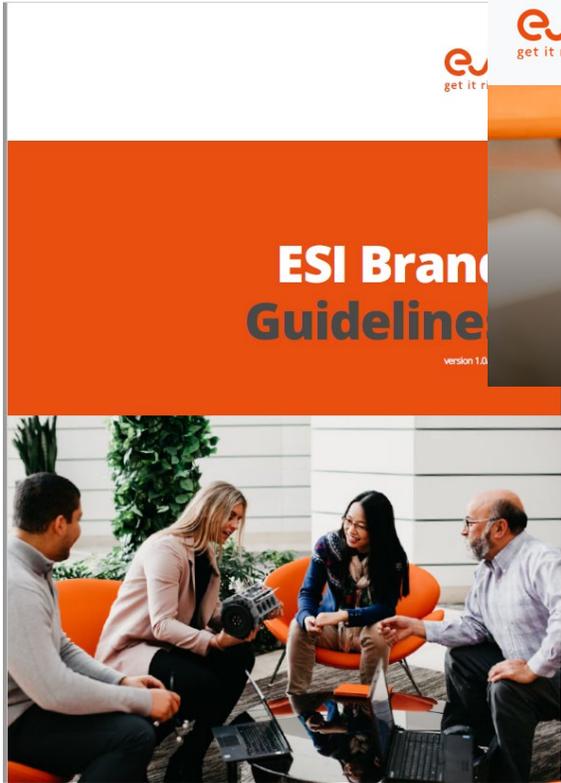


Approach by Industry
and Account type



Culture of execution
and data-driven
assessment

ESI, a company with a growing visibility



≡ L'USINE NOUVELLE 👑 BO

[Podcast] "On est passé de la gestion du changement à la gestion de l'inévitable", selon Cristel de Rouvray (Esi Group)

Chaque semaine, L'Usine Nouvelle et r... innovation vous donnent rendez-vous a... travaillant dans l'innovation pour un pod... semaine, Criste...

ESTRATEGIAS de INVERSION

★ Favoritos Premium Análisis Actualidad Cotizaciones Cursos

SPOTLIGHT METAL
the network for light metal casting



Home > Industries > New R&D Project for Sustainable Automotive Aluminum Solutions

Lightweight Design

New R&D Project for Sustainable Automotive Aluminum Solutions

21.01.2021 | Editor: Nicole Kareta

Constellium SE has announced that it is leading a new R&D initiative in France, Project ISA3. In partnership with Groupe Renault, ESI Group, Institut... (olding Institute), and the University of Lorraine, this approx... oject will develop lightweight, recyclable and cost-efficient... tions for the automotive market.

ición plástica un nuevo nivel

share

CAD

ESI Group přispívá k zalesnění planety výsadbou

Tato důležitá akce z hlediska závazku Společenské odpovědnosti firem (CSR) je v souladu s povahou aktivit ESI Group. Díky svým řešením se ...
Il y a 1 semaine



ESI, a committed company

More than a commitment – a part of our DNA



Employees



Customers



Civil Society



Planet



Our CSR challenges and commitments are linked with 10 Sustainable Development Goals



ESI – Ready to seize more opportunities

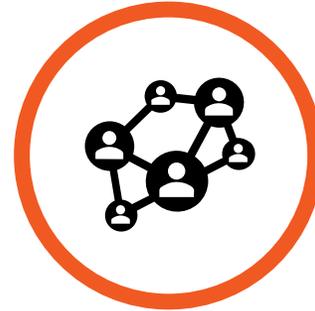
Success Stories

Success Stories

A positive path for the years to come



New market challenges

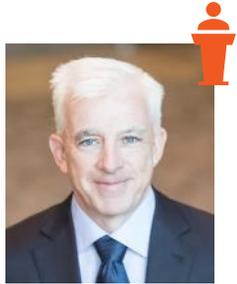


Industry cross-fertilization

Governance evolution

The board of directors

 Committee chair-person



Alex Davern
Chairman



Alain de Rouvray
Founder



Cristel de Rouvray
CEO



Vincent Chaillou
C-COO



Rajani Ramanathan



Véronique Jacq



Eric d'Hotelans



Yves de Balmann



Charles-Helen
des Isnards

The executive committee - Evolution



Mike Salari

Appointed Corporate COO
Revenue Generation



Vincent Chaillou

Retiring on December 31st, 2021

Q&A

Upcoming events



- **Annual results 2020 - March 16, 2021 (6pm CET)**
- **First quarter 2021 – April 29, 2021 (6pm CET)**

Thank you



Any Questions?

Email: investors@esi-group.com