



Q1 2019 REVENUES ANALYST CALL – MAY 28 2019



PART I

Q1 2019 REVENUES FIGURES

Q1'19 REVENUES

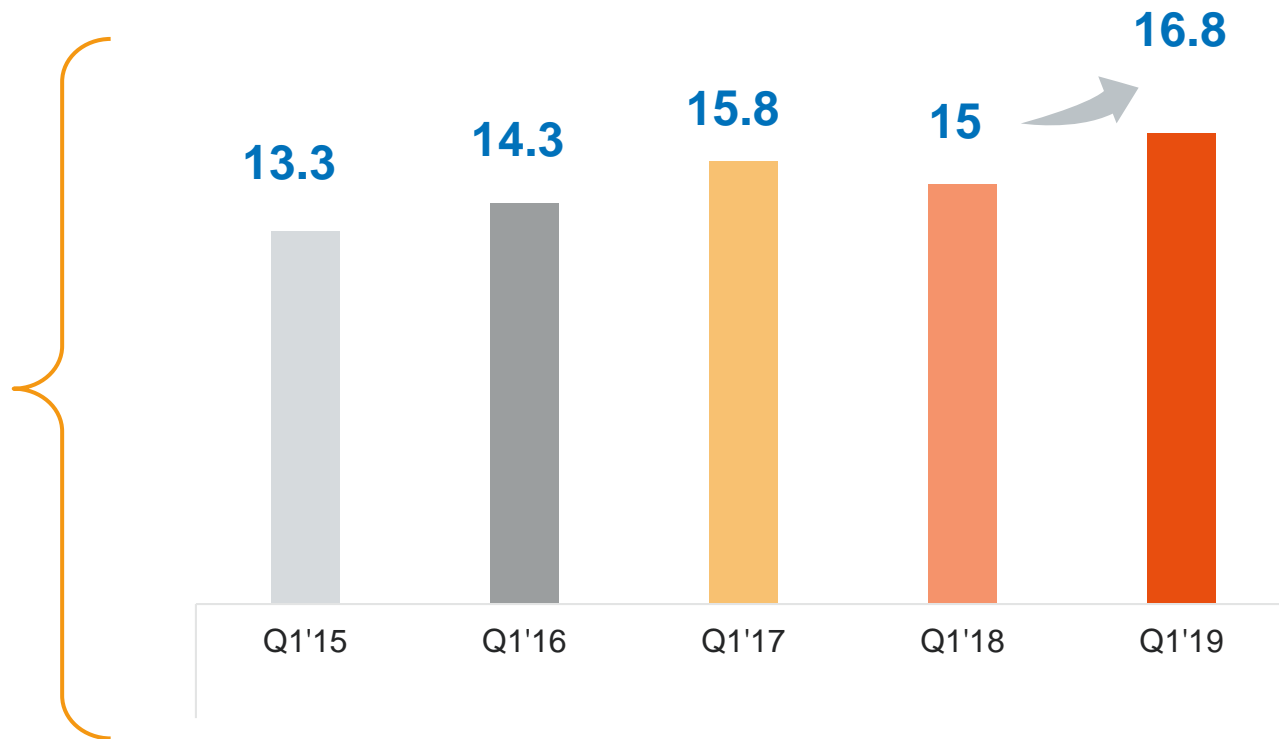
Revenue (€m)	Licenses	Services	Total
Q1 2019	20.1	6.5	26.6
Q1 2018	19.0	7.2	26.3
Change	+5.6%	-9.9%	+1.4%
change c.e.r	+2.1%	-11.6%	-1.7%

- › Growth of +1.4% at current rates
- › Growth in license sales +5,6% linked to strong installed base
- › Product mix: 76% of Licenses – 24% of Services
- › Positive Forex impact

c.e.r. – constant exchange rates

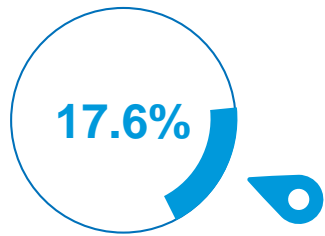
Q1'19 REVENUES – LICENSES TO €20.1m

GRAPH: LICENSING EXCLUDING PAID UP LICENSES (Perpetual)

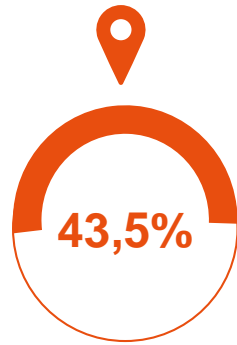


- > Licensing activity came to €20.1m, growth of +5.6% at current rates
- > Solid business model with strong installed base
- > High growth of Licensing excl. PUL (+12%) (4Y CAGR: 6%)

GEOGRAPHICAL BREAKDOWN



Americas	
€4.7M	25.1%



EMEA	
€11.6M	-2.5%



Asia	
€10.4M	-2.7%

- > Europe and Asia represent 82% of Q1'Sales.
- > Americas region shows signs of renewed momentum driven by the Licensing business (aerospace industry).

PART II

FOCUS ON STRATEGY AND GO TO MARKET

FOCUS ON GO TO MARKET PLAN



Global Account
Management
Strong
« Innovation »
partnership intimacy



Focusing our sales engagements
on « winning propositions »
aligned with industry
and channels strategy



Strategic
Initiatives

MID & LONG TERM 'Outcome' VALUE

PART III

Q&A

