

# First Quarter 2021 Revenues



Investor presentation

ESI Group  
April 29<sup>th</sup>, 2021

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# Speakers



**Cristel de Rouvray**

CEO



**Mike Salari**

C-COO Revenue Generation

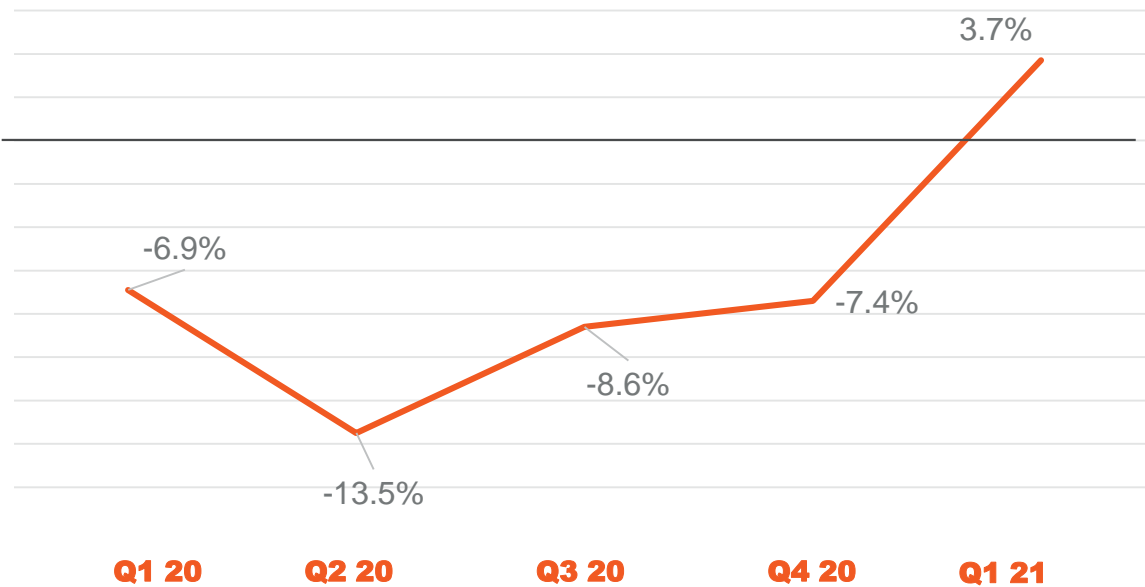


**Olfa Zorgati**

CFO & Head of Operations

# Q1 2021 revenues in growth after 4 quarters

**GROWTH OF REVENUE OVER THE LAST  
QUARTERS (constant exchange rate)**



- **Top line growth:** 1<sup>st</sup> quarter 2021 up after 4 quarters 2020 down
- Clear roadmap aligning all Group efforts to **accelerate revenue growth**
- Team focused on **growing New Business** pipeline in 2021
- Still uncertainty ahead of us

# Honda – “Assembly” partner

Ensuring the link between manufacturing and performance.

A longstanding collaboration:  
More than 10 years for Assembly matters  
and more than 20 years globally.

A Multi-Material Joining & Assembly  
extended collaboration.

Clear outcomes for Honda:

- Cost & time reduction
- Increased quality

**On-demand Honda presentation →**  
(<https://www.esi-group.com/esi-live-2020>)







## Audi e-tron

### Maximizing the Driving Range and Acoustic Quality

A close collaboration between Audi and ESI to answer different challenges:

- Aerodynamics efficiency with our CFD (computational Fluids Dynamics) teams
- Acoustics quality thanks to our Vibro-acoustics simulation suite
- Development efficiency with our Virtual Performance Solution (VPS)

ESI solutions empower Audi engineers with different numerical modeling options helping them to make the right decision at the right time.

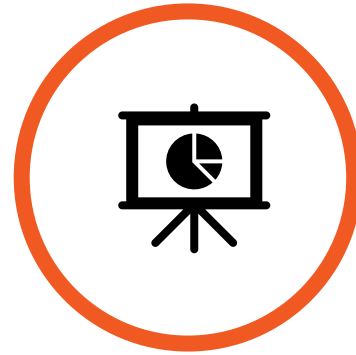
Success story accessible [HERE](#)

**Audi e-tron:** the vehicle shown here is a prototype that is not available as a production model. The decal of the shown vehicle is currently not available as either standard or optional equipment  
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# Growing New Business pipeline in 2021



**Focus**



**Streamlining our  
sales organization**



## A committed company

### Being a committed employer

Continue drawing the best future of work scheme for our employees:

- No-Meeting Wednesday
- Ongoing Global Work from Home + next generation office reflection

### Being an outstanding partner

Dedicated events for customer exchange:

- ESI Live France & MMJA Roundtable

Socially responsible partner:

- 0 customer-related data incident (GDPR) in 2020
- 2021 Ethics charter reinforcing our commitment toward Business ethics





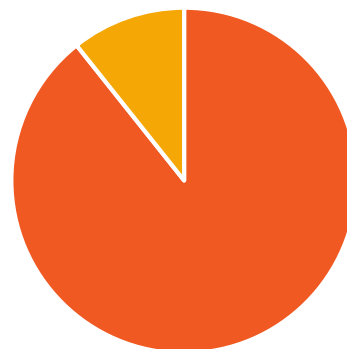
# Q1 revenues

# Q1 revenues: exceed guidance at €55.5m

Revenues (€m)	Q1-2021	Q1-2020	Change	Change Constant exchange rate (cer)
Q1 - Licenses	49.6	48.8	+1.6%	+4.2%
Q1 – Services	5.9	6.1	-2.5%	-0.1%
<b>Q1 - Total</b>	<b>55.5</b>	<b>54.9</b>	<b>+1.2%</b>	<b>+3.7%</b>

## Q1 REVENUES

10.6%  
(vs 11.0% in Q1 20')

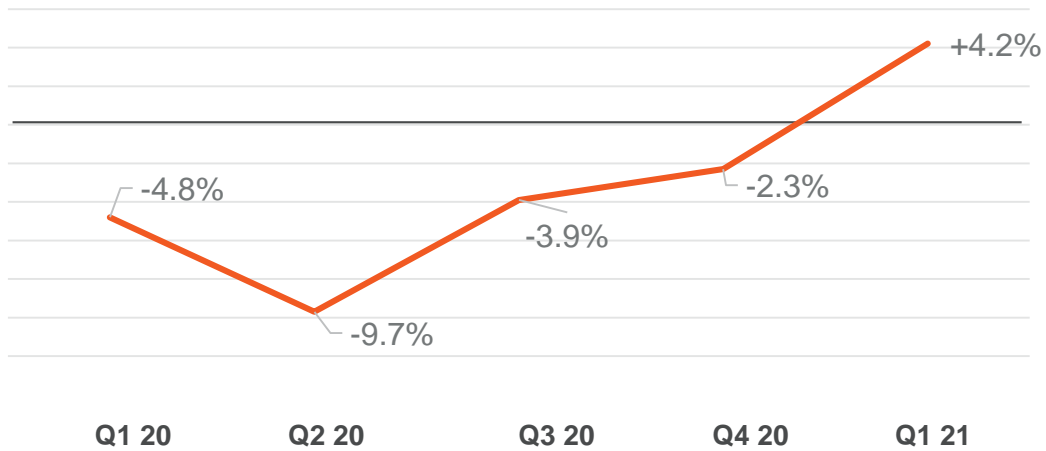


89.4%  
(vs 89.0% in Q1 20')

■ Licenses ■ Services

# Q1 2021 Licenses revenue +4.2%

**GROWTH OF LICENSES REVENUE  
OVER THE LAST QUARTERS** (constant rate)



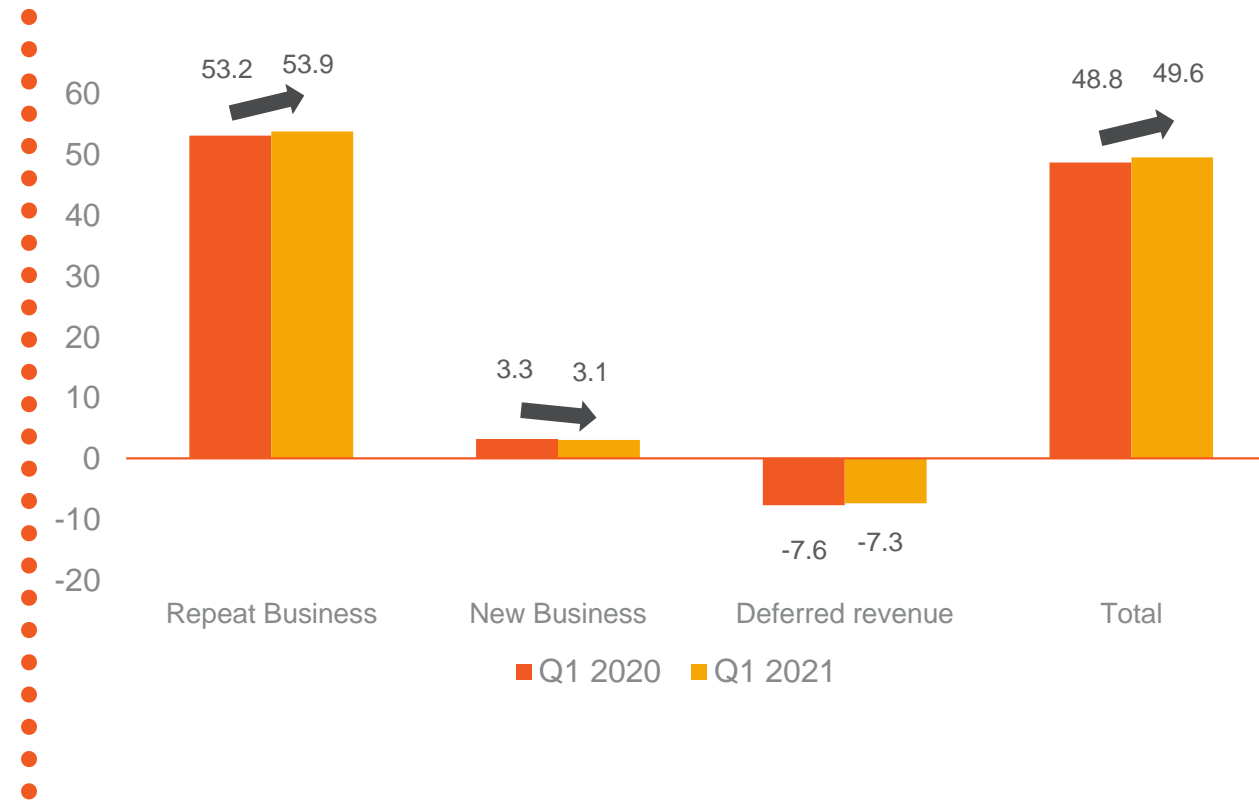
Increase of Repeat Business

€53.9m, +3.7% constant rate

Perpetual Licenses ratio decreasing

4.8% vs 5.1% in Q1 2020

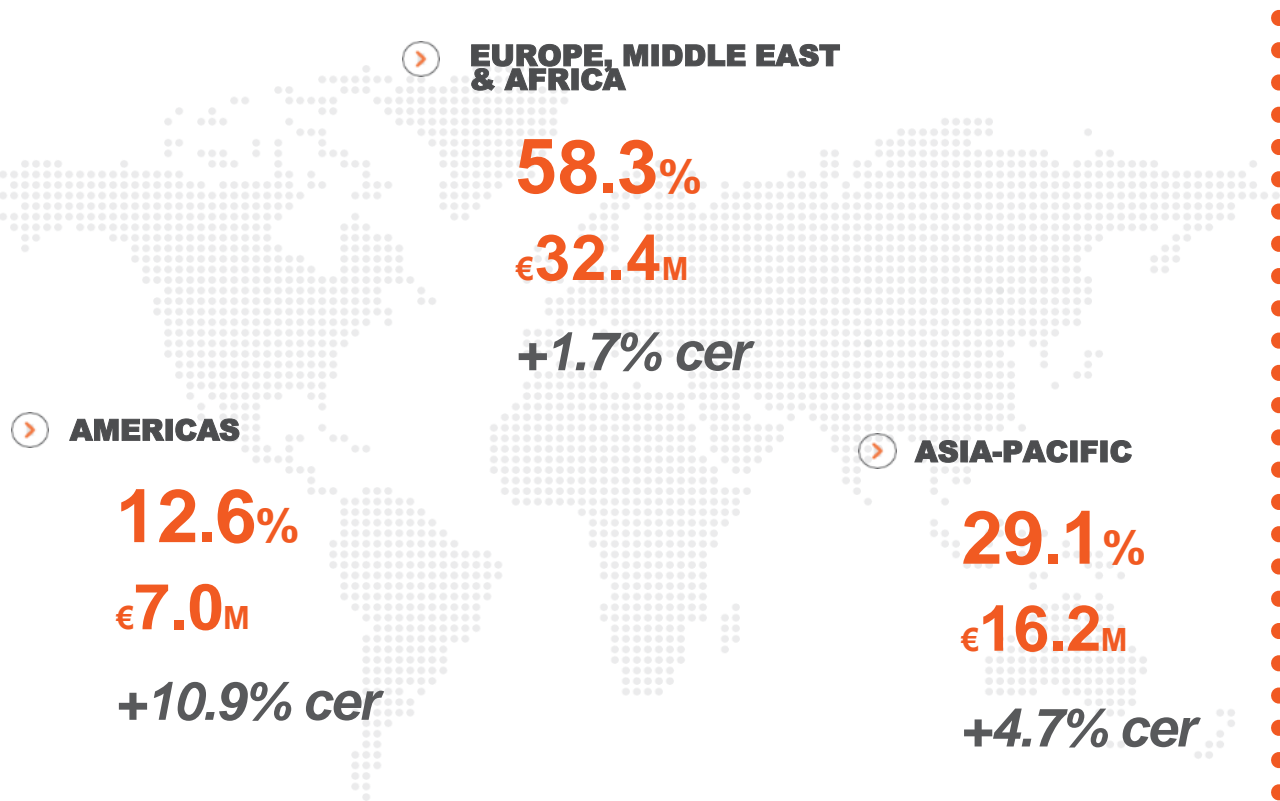
**LICENCES SPLIT**



# Q1 2021 revenue

Back to growth in all regions

Automotive leading the path to growth



Approximatively **91%** of the total revenue from four main industries

In Licensing activities, in Automotive increased by **2.8%** for the first quarter.



# H1 forward-looking statement

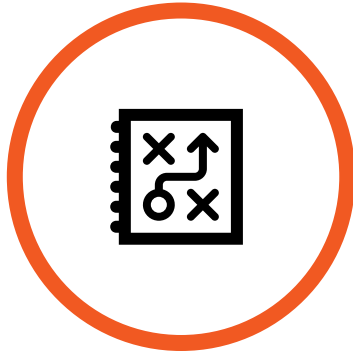
## Revenues

**€80.5m – €82.5m**  
**vs €80.8m in 2020**

These statements are subject to a number of risks and uncertainties, including those related to the COVID-19 virus and associated further economic and market disruptions; further adverse changes or fluctuations in the global economy; further adverse fluctuations in our industry, foreign exchange fluctuations, changes in the current global trade regulatory environment; fluctuations in customer demands and markets; fluctuations in demand for our products including orders from our large customers; cyber-attacks; expense overruns; and adverse effects of price changes or effective tax rates.

# **ESI building a foundation for improved long-term growth and profitability**

# Continuing managing costs in 2021



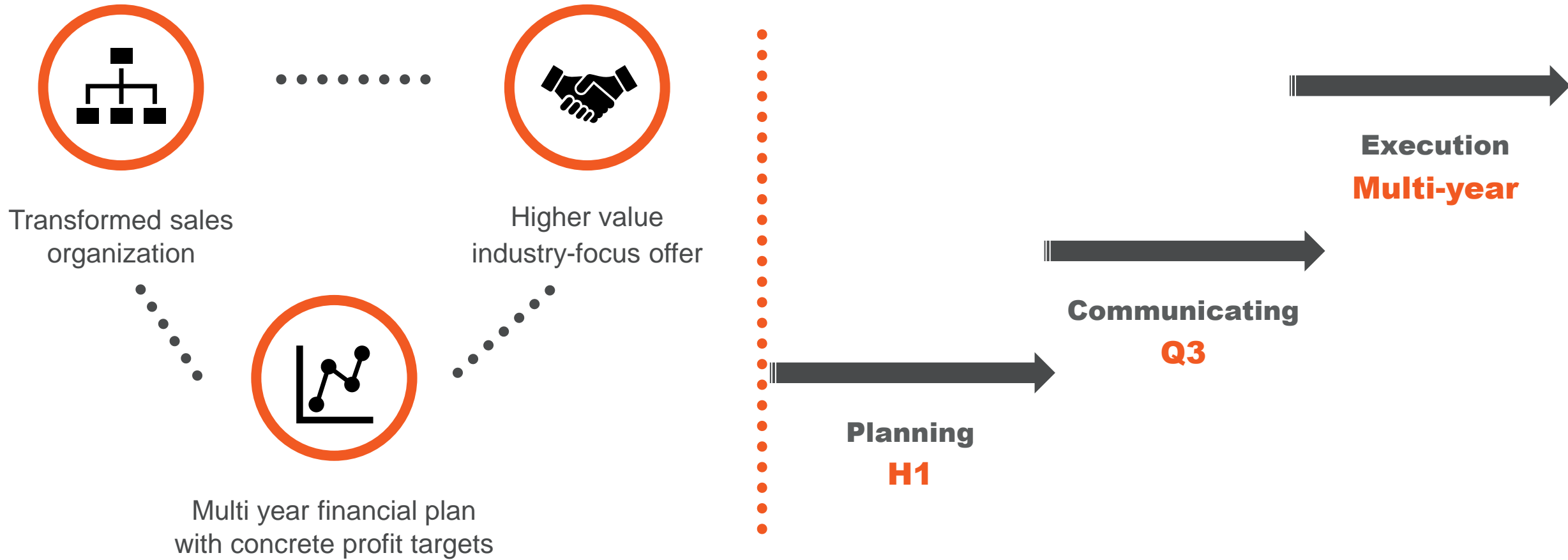
**Costs  
management**



**Rationalization of  
cost structure**

Deliver on our healthy run rate plan and improve our  
profitability in 2021

# Achieving multi-year Growth & Profitability





## Upcoming events

- **Annual General meeting – June 22, 2021**
- **Half year results – September 7, 2021 (6pm CET)**
- **Multi-year financial plan – Early Fall 2021**



# Thank you



## Any Questions?

Email: [investors@esi-group.com](mailto:investors@esi-group.com)