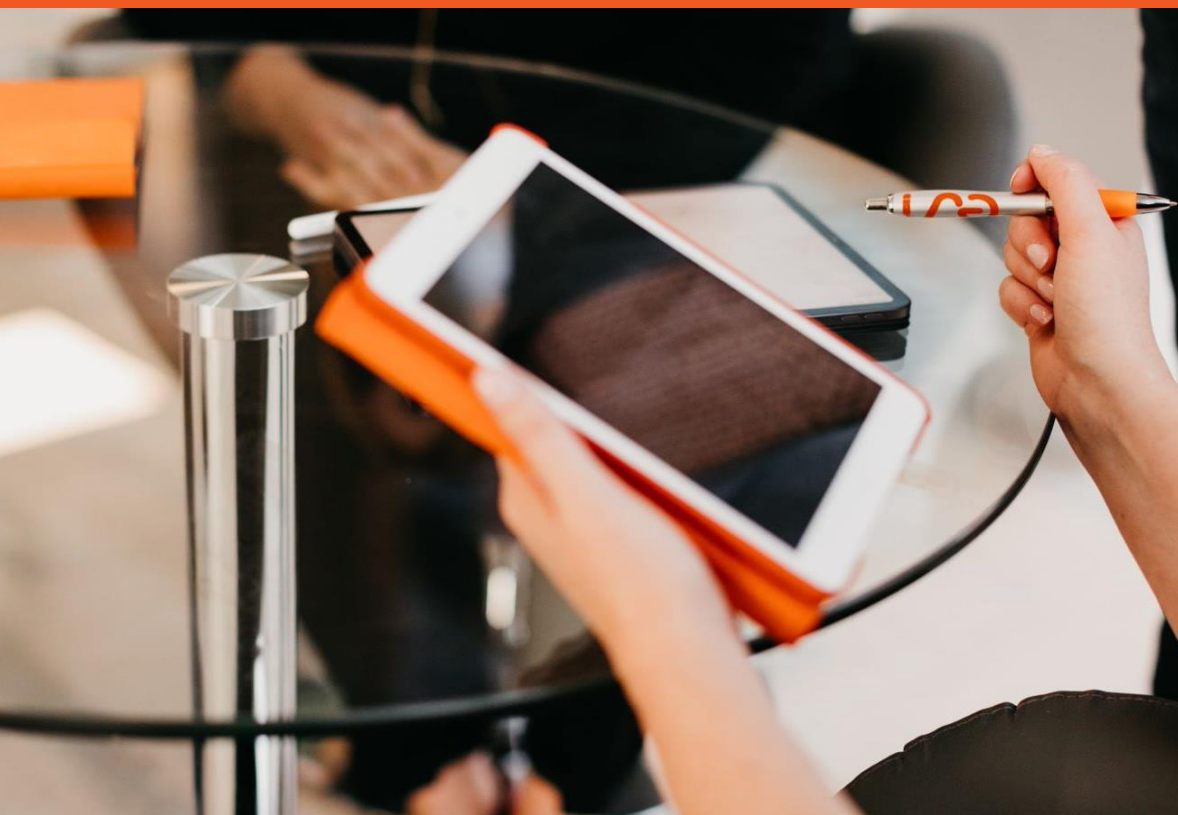


Q3 2021 Sales



Investors presentation

ESI Group
October 28th, 2021

External Use

esi-group.com

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Speakers



Cristel de Rouvray

CEO



Mike Salari

C-COO Revenue Generation



Olfa Zorgati

EVP, CFO and Operations

Fully engaged to execute our plan



FOCUS ON THE CORE

Focus on our core business to invest to win in key simulation markets

ONE ESI

Globalize our distribution, including a coordinated value packaging & pricing strategy.

HEALTHY RUNRATE

Reduction in headcount of approximately 5% by Dec 2022 and then a stabilization

OneESI 2024 – Focus to grow



High single digit growth & an adjusted EBIT to exceed 20%

Q3 revenues: + 10.2% cer in line with guidance

Revenues (€m)	2021	2020	Change	Change Constant exchange rate (cer)
Q3 - Licenses	17.9	17.0	+5.5%	+4.8%
Q3 - Services	6.3	4.9	+28.9%	+29.2%
Q3 - Total	24.2	21.8	+10.7%	+10.2%

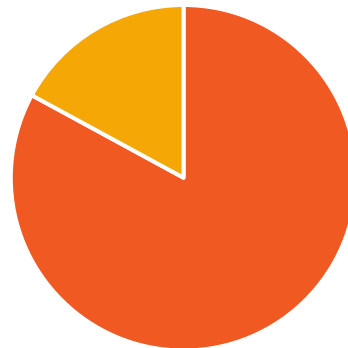
- Q3 FY20 services heavily impacted by Covid situation
- Limited forex impact on Q3

9-month revenues

Revenues (€m)	2021	2020	Change	Change Constant exchange rate (cer)
9-month - Licenses	87.9	86.2	+2.0%	+4.4%
9-month - Services	18.1	16.5	+9.8%	+11.7%
9-month - Total	106.0	102.6	+3.3 %	+5.6%

SPLIT REVENUE

17%
(vs 16% in Q3 20')

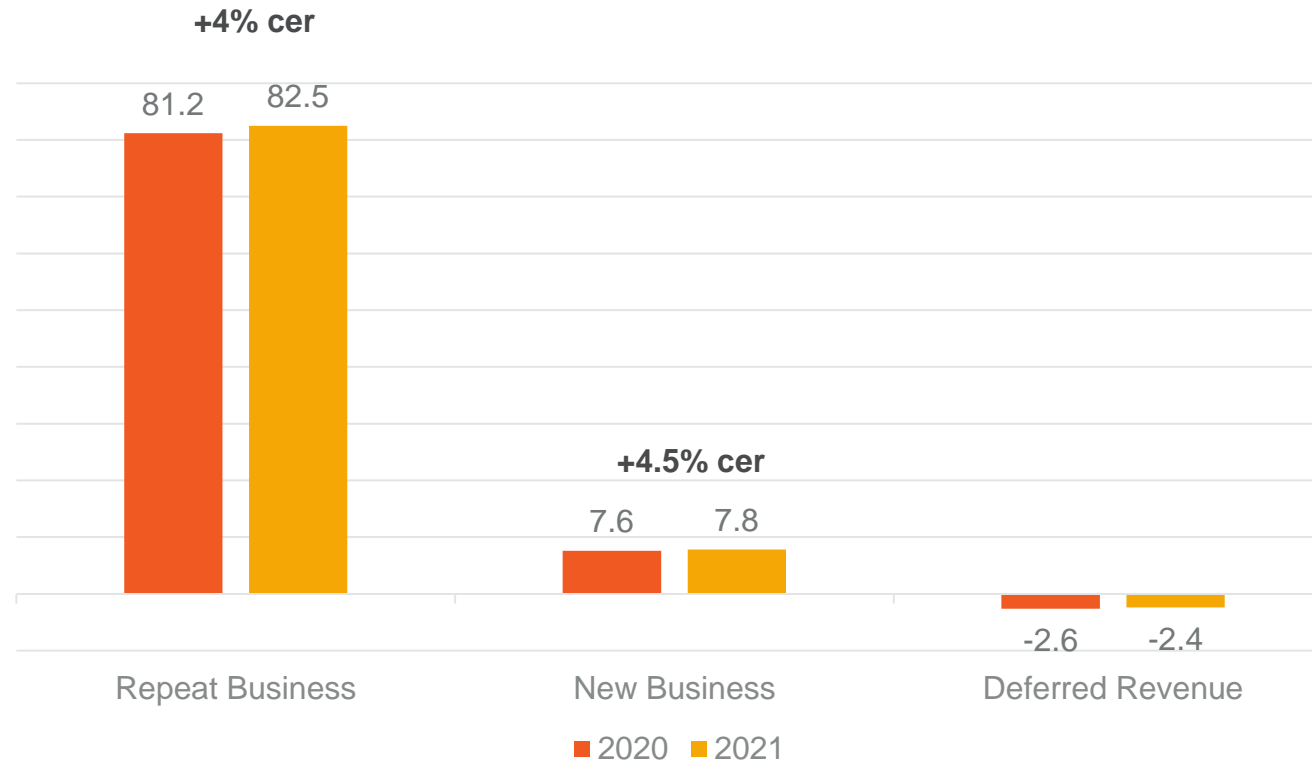


83%
(vs 84% in Q3 20')

■ Licenses ■ Services

9-month licenses revenues

SPLIT LICENSES REVENUE



- Repeat business = Renewal+Add-on
- New Business = New products+New Customers

9-month growth drivers – Geographical footprint

Increase in all geographical areas

> AMERICAS

14.8%

€15.7M

+11.1% cer

> EUROPE, MIDDLE EAST & AFRICA

49.4%

€52.4M

+4.1% cer

> ASIA-PACIFIC

35.8%

€37.9M

+5.3% cer

9-month growth drivers – Industries

Sales in line with the key strength of the Group

4 industries of focus



Automotive &
Land
transportation



Aerospace,
Defense &
Naval



Heavy
industry



Energy

**Growth led by Automotive with
+4.3% in the first 9 months 2021
vs 2020**

CUSTOMER VOICE

Ford

Ford Leverages Virtual Prototyping to Propel Lightweighting Capabilities to the Next Level

Highlights

Balance new, lightweight materials and vehicle safety

- Ensure vehicle performance prior to market launch
- Utilize a streamlined approach to manufacturing effects instead of switching between several different software
- Eliminate the need for real prototypes



FY21 forward-looking statement

In millions, except. percentages	FY21 Range		FY20
H2	51.7	54.7	51.8
Growth	0%	6%	
Growth excl. forex	2%	8%	
FY	133.5	136.5	132.6
Growth	1%	3%	
Growth excl. forex	4%	6%	

This release contains “forward-looking statements”. 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. The company directs readers to its Universal Registration Document – Chapter 3 presenting the risks associated with the company’s future performance.

3-year guidance

@ constant rate

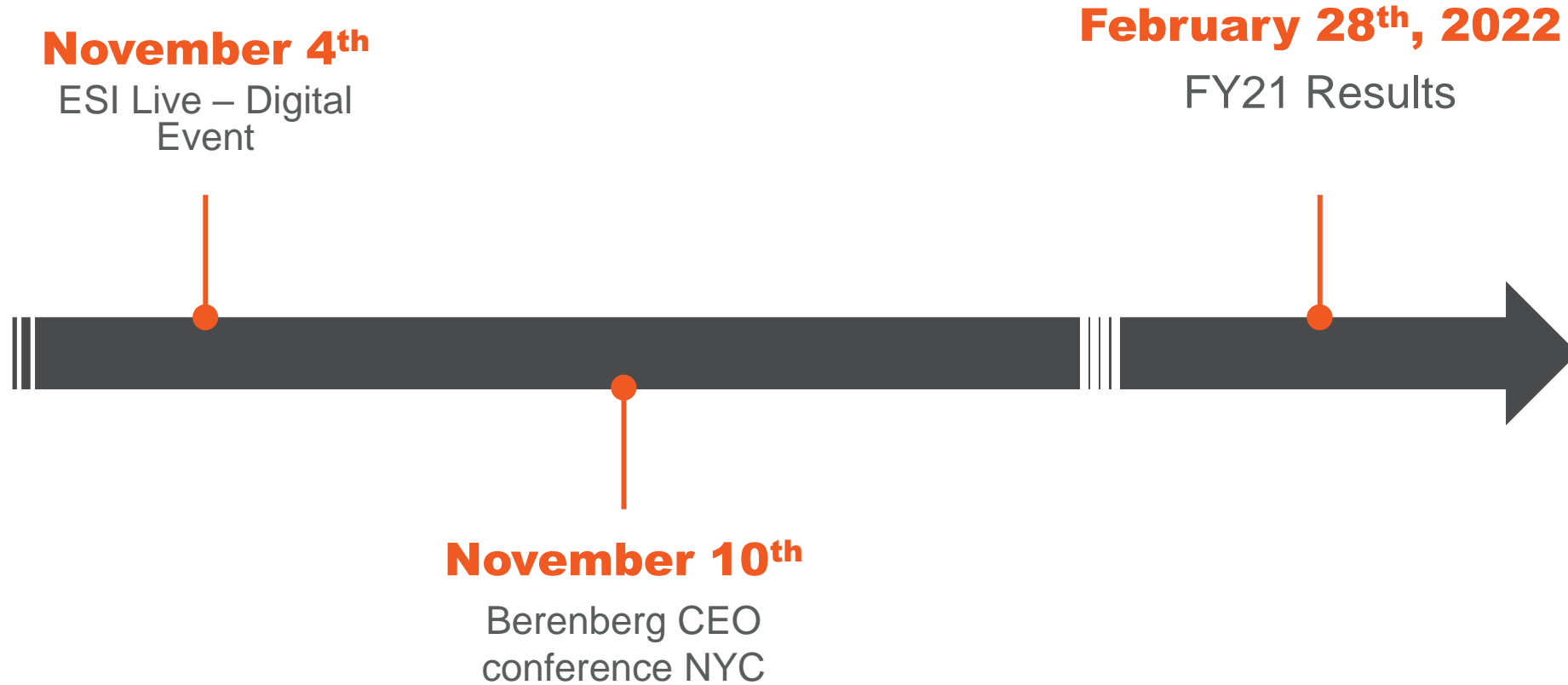
	FY21	FY22	FY23	FY24
Target revenue growth ¹	4 – 6%	4% - 6%	6% - 8%	7% - 9%
Target adjusted EBIT ² margin		10% – 12%	15% - 17%	> 20%

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1 - For the 3-year plan, the growth of revenue excludes special projects

2 - Operational income – our EBIT – is adjusted for IFRS standard on leases, amortization of intangible assets related to acquisitions, stock-based compensation expense and restructuring charges

Upcoming events



Thank you



Any Questions?

Email: investors@esi-group.com

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