



Paris, June 14, 2012

**ESI** is the leader and a pioneer in virtual prototyping solutions.

#### Stock market information

Listed on compartment C of the NYSE Euronext Paris  
[ISIN FR 0004110310](#)

FTSE 977

Bloomberg ESI FP

Reuters ESIG.LN

Granted  
“*entreprise innovante*”  
(innovative company) certification on January 20, 2000 by OSEO,  
**ESI Group** is eligible for inclusion in FCPI (venture capital trusts dedicated to innovation)

#### Financial schedule

Revenue for the 2<sup>nd</sup> quarter of 2012/13 will be published on:

September 13, 2012  
(after market)

#### Contacts

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Our Press Section

can be found at

[www.esi-group.com](http://www.esi-group.com)

#### Social media



## Buoyant increase in revenue in the 1<sup>st</sup> quarter of 2012/13: €21.2 million (+22.4%)

- **Good performance, with a record level of organic growth**
- **Licences New Business remains dynamic**
- **Sharp increase in Services activity**

**Alain de Rouvray**, ESI Group's Chairman and CEO, comments: “*ESI Group has recorded an excellent first quarter, following a good 2011-12 financial year that had already revealed an acceleration in the adoption of our virtual prototyping solutions. Services activity recorded significant growth, fuelled by the need to provide our industrial clients with support and expertise. Licences activity continued to record buoyant growth associated with dynamic New Business and a high level of repeat business. It is noteworthy that we see balanced investment across the main industrial sectors.*

*We are confident that we will achieve a 2012-13 fiscal year in line with our strategic development plan, within a changing context that is conducive to a surge in our breakthrough technological solutions.”*

## 1<sup>st</sup> quarter revenue

| € millions      | Q1 2012/13* | Q1 2011/12  | Δ<br>(euros)  | Δ<br>(constant<br>currency) |
|-----------------|-------------|-------------|---------------|-----------------------------|
| <b>Licenses</b> | 14.4        | 11.6        | +23.9%        | +20.0%                      |
| <b>Services</b> | 6.8         | 5.7         | +19.4%        | +15.5%                      |
| <b>Total</b>    | <b>21.2</b> | <b>17.3</b> | <b>+22.4%</b> | <b>+18.5%</b>               |

Financial years to January 31 (unaudited)

\* Revenue excludes purchase/resale operations of €0.7 million. Revenue includes activity recorded by IC.IDO, consolidated per August 24th 2011, and Efield, consolidated per December 9th 2011

Reminder: the seasonal nature of ESI Group's Licenses sales usually results in a larger proportion of full-year revenue being recorded over the fourth quarter of the year. The first-quarter change is therefore not representative.

Revenues for the first quarter of the current financial year totalled €21.2 million, up +22.4% in actual terms (+18.5% at constant exchange rates) and +17.3% organically, compared to the first quarter of the previous year. There was significant growth in BRIC countries (Brazil, Russia, India, China), which represented 13% of orders over the quarter versus 11% over the first quarter of 2011/12. 42% of first-quarter activity was recorded in Asia, 18% in the Americas and 40% in Europe.

Licenses revenues totalled €14.4 million, up +23.9% in actual terms (+20.0% at constant exchange rates), and +19.2% organically. The high level of repeat business further increased, reaching 95.9% of Licenses revenues versus 81% for the first quarter of 2011/12. Licenses New Business jumped +24.6% thanks to the arrival of new clients and to sales of new products to existing clients, particularly in Europe and Asia.

In line with the trend observed over previous quarters, Services activity continued to grow at a fast pace, increasing by +19.4% in actual terms (+15.5% at constant exchange rates) and +13.3% organically. Services activity amounted to €6.8 million and accounted for 32% of total quarterly business, compared to 33% the previous year.

### About ESI

ESI is a pioneer and world-leading player in virtual prototyping that take into account the physics of materials. ESI has developed an extensive suite of coherent, industry-oriented applications to realistically simulate a product's behaviour during testing, to fine-tune manufacturing processes in accordance with desired product performance, and to evaluate the environment's impact on product performance. This offer represents a unique collaborative and open environment for Simulation-Based Design, enabling virtual prototypes to be improved in a continuous and collaborative manner while eliminating the need for physical prototypes during product development. Present in over 30 countries, ESI employs some 900 high-level specialists throughout its worldwide network. ESI Group is listed on compartment C of NYSE Euronext Paris. For further information, go to [www.esi-group.com](http://www.esi-group.com).