

Paris, December 14<sup>th</sup> 2010

**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

2010/11 annual sales:

March 14, 2011  
(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



**Revenue for the 3<sup>rd</sup> quarter: +15.5%  
and during the first 9 months: +9.5%  
of the fiscal year 2010/11**

**Pursuing the favorable activity trend  
observed since the second quarter of the fiscal year**

- **Acceleration in the growth of Licenses activity (+24%)**
- **Increase in the installed base (+20%) and strong surge in New Business (+59%)**
- **Positive exchange rate effects**

Alain de Rouvray, ESI Group's Chairman and CEO, declares: “*ESI has recorded a good third quarter of fiscal year 2010/11 pursuing the trends observed since the second quarter of the fiscal year. Beyond a sustained growth in the Licenses installed base, amplified by positive foreign exchange rate effects, we are particularly satisfied with the buoyant increase in New Business. Indeed, the acceleration in New Licenses sales shows the increasing appeal of our solutions, which are an essential factor for increasing the competitiveness of manufacturing industries. We are confident that our growth will continue throughout the fourth quarter, which remains our most important quarter due to the strong seasonality effect of our Licensing revenues.*”

### Revenue during the 3<sup>rd</sup> quarter and 9-months revenues

<i>In € millions</i>	Q3	Q3	Δ %	Δ %	9 months	9 months	Δ %	Δ %
	2010/11	2009/10	(euros)	(volume)	2010/11	2009/10	(euros)	(volume)
<b>Licenses</b>	10.6	8.5	+23.5%	+12.2%	33.4	29.3	+14.3%	+7.2%
<b>Services and other revenues</b>	5.4	5.3	+2.7%	-3.6%	15.8	15.7	+0.7%	-3.5%
<b>Total</b>	<b>16.0</b>	<b>13.8</b>	<b>+15.5%</b>	<b>+6.2%</b>	<b>49.2</b>	<b>45.0</b>	<b>+9.5%</b>	<b>+3.5%</b>

Full Fiscal Year ending January 31st

### Breakdown of quarterly revenues

<i>In € millions</i>	Q3 2010/11	Q2 2010/11	Q1 2010/11	Q3 2009/10	Q2 2009/10	Q1 2009/10
<b>Licenses</b>	10.6	11.9	11.0	8.5	9.6	11.1
<b>Services and other revenues</b>	5.4	5.5	4.9	5.3	5.1	5.3
<b>Total</b>	<b>16.0</b>	<b>17.4</b>	<b>15.9</b>	<b>13.8</b>	<b>14.8</b>	<b>16.4</b>

Full fiscal Year ending January 31st

#### 3<sup>rd</sup> quarter revenue

Revenue for the third quarter of fiscal year 2010/11 totalled 16.0 million euros, reflecting a purely organic growth of +15.5% in current currency rates and +6.2% at constant foreign exchange rates. The growth in Licenses activity further accelerated, as it was up +23.5% and +12.2% by volume, with revenue totalling 10.6 million euros. It was driven on the one hand by a +19.6% increase in the installed base to 6.4 million euros with a high repeat business rate of 89.2%, and on the other hand by a surge in New Business, which jumped by +59.2% to 2.9 million euros. Pursuing the trend observed since the start of the year, Services activity remained relatively stable, increasing by +2.7% in current currencies to 5.4 million euros but down -3.6% by volume.



## 9-months revenue

Benefiting from the good 3<sup>rd</sup> quarter performance, global activity for the first nine months of the year recorded an increase of +9.5% in current currency rates and +3.5% at constant foreign exchange rates. Licenses revenue increased by +14.3% over the first nine months of the year, whilst Services revenue remained stable (+0.7%). New Business recorded buoyant growth, totalling 7.6 million euros (+41.7%), whilst recurrent installed base growth (+8.3%) resulted in a Repeat Business rate of 86.9% for Licenses over the first nine months of the year, compared to 76.9.% over the same period last year.

The evolution in the geographical split in revenues reflects the increasing success of the solutions marketed by ESI Group in Asia, which now represents 43.5% of 9-months activity, +23.4% increase over the period (+11.2% by volume).

### 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 over 750 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).