



Paris, June 15 2011,

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 2nd quarter of 2011/12 will be published on:

September 15 2011 (after market)

Contacts

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Our Press Section

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www.esi-group.com

Social media



Q1 2011/12 sales:
€17.3 million (+8.8%)

- **Further robust organic growth**
- **High rate of repeat business for Licenses remained at 81%**
- **Substantial increase in Licenses New Business**
- **Strong growth in Services activity**

Alain de Rouvray, ESI Group's Chairman and CEO, comments: *“ESI Group enjoyed a good first quarter of 2011/12, keeping up the trend of growth seen last fiscal year. The Licenses business achieved strong increase in New Business, while also maintaining a high rate of repeat business. The Services business also showed a vigorous growth. We are pleased with this first quarter achievement, which is traditionally weak and not very representative of the full year, and are confident about delivering a robust performance in 2011/12.”*

Financial year to January 31 (unaudited figures)

€ millions	Q1 2011/12	Q1 2010/11	% change (Euros)	% change (Volume)
Licenses	11.6	11.0	+5.5%	+4.0%
Services	5.7	4.9	+16.1%	+15.9%
Total	17.3	15.9	+8.8%	+7.7%

N.B.: The inherent seasonal nature of ESI Group's Licenses business is traditionally reflected by the majority of full-year revenues being recognised in the fourth quarter of the year.

Sales for the first quarter of the current financial year totalled €17.3 million, up +8.8% in actual terms or +7.7% by volume (at constant exchange rates) relative to the first quarter of the previous year. The change in the sales breakdown by region shows growth in Europe and the Americas, with a slight drop in sales in Asia due to the renewal of major contracts being put back to the second quarter. Europe therefore accounted for 39% of first quarter sales, the Americas for 20% and Asia for 41%.

License sales came to €11.6 million, up +5.5% in actual terms or +4.0% by volume. The rate of repeat business remained high at 81% of License sales compared with 80% in the first quarter of 2009/10. Licenses New Business saw strong growth of +24% thanks to new clients and the sale of new products at existing clients, particularly in Asia and Europe.

In keeping with the trend observed in the fourth quarter of last year, the Services business achieved robust growth of +16.1% in actual terms or +15.9% by volume to €5.7 million. Services therefore accounted for 33% of first quarter sales compared with 31% last 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 over 800 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.