

A word from the CEO of SPRING Technologies – Gilles BATTIER

A review of 2011 and prospects for 2012

Paris - February 3, 2012

SPRING Technologies held its annual journalists meeting in Paris, January 19th.

M. Gilles BATTIER, CEO of SPRING Technologies, presented some of the milestone facts and figures from 2011 as well as 2012 key prospects.

Milestone facts and figures from 2011

Turnover and geographic expansion

- **20% growth**, of which **50% on the international market**.
- **The international market** now accounts for **1/3 of SPRING's revenue**. This performance was rewarded by the 2011 Expert Trophy from the Chamber of Commerce for Paris.
- SPRING operates in France, Switzerland, Germany, China and the USA.

Major successes

- **In France:** THALES (Windchill integration); HALGAND and MICROTURBO (cutting tools); ALSTOM and EUROCOPTER (manufacturing documentation); DCNS, AIRBUS, TURBOMECA, SFARSTELL-AREVA (machining simulation).
- **International market:** ALSTOM (India and China); SIDEL (China and the USA); HUYNDAI (S. Korea); MATRICI (Spain); DCNS (Brazil); RUAG (Switzerland); KUO (Mexico); HISPANO SUIZA (Poland); MARQUEZ (Canada); SNECMA, AEROFAB, CBR, EVENTS ind. (USA).

Development strategy

- **As R&D** is a key aspect of software publishing, we are continuing to invest massively at a **rate in excess of 20% of turnover**, one of the highest in our sector.
- Our determination to constantly reinforce and extend our leadership is reflected in an ambitious technological innovation plan:
 - We have successfully spearheaded research projects carrying the "Competitiveness Cluster" label.
 - With the strong recognition our know-how has earned us among our major accounts, we are now launching joint research programs in the fields of Composite Materials and Robotics.
- We are also bringing in new talents. Philippe Solignac has just joined us, taking over at the head of the Marketing Department. We have plans to hire engineers, mainly in customer support and R&D roles.

The SPRING training center and Professional Services activities

- **Our Training center** welcomed over 1,500 technicians and engineers in 2011. The training organization FAFIEC has chosen SPRING for its collective vocational training schemes designed specifically for the automotive and aerospace sectors.
- Regarding our **Services business**, we have made big investments in resources, with a special focus on SAP PLM 7 and CATIA V6. This has enabled us to join RENAULT's "new PDM" project.

Key prospects for 2012

"Looking ahead at 2012, we are confident that in a revitalized business environment, with our strong position on the aerospace market, we are set to repeat our double-digit growth." – G. BATTIER.

- **Implementation of a proposal by Gilles Battier** at the **Pacte PME** organization's conference on exports, namely to *"hunt in packs and in project mode"*, harnessing the major groups, the State departments and innovative SMEs. The idea was echoed by François Barouin, French Minister of the Economy, Finance and Industry, on a visit to "Pôle Systématique".
- **Strengthening involvement** of SPRING Technologies and Gilles Battier in the **Competitiveness Clusters**, including Systématique and Pacte PME.
 - The company was elected "Champion of Pôle Systématique" by a Promotion & Marketing Committee, with just 10 other innovative SMEs in France.
 - Gilles Battier was reelected to the Board of Pacte PME as representative of the Competitiveness Clusters and on to the Board and then the Executive Bureau of Pôle Systématique, as SME VP in charge of relations with large groups.
- **Continuing investments in the international arena.**

Gilles Battier concludes: Customer satisfaction first!

"SPRING is proving that innovative SMEs can play a part in the economic recovery in Europe, alongside the flagship groups. I care deeply about getting SMEs back to full health, because I believe that this is one of the solutions for the economic, local and social development that we so badly need if we are to preserve the international influence and prestige of French industry.

In addition to our double-digit growth forecast for 2012, we have three clearly defined goals:

Goal #1: Customer satisfaction; Goal #2: Customer satisfaction; Goal #3: Customer satisfaction."

About SPRING Technologies

With over 30 years' industrial experience in the field of manufacturing, SPRING Technologies has gained worldwide recognition as a software vendor for the production environment with its global offer NCSIMUL and as a PLM integration services provider regarding the leading solutions on the PLM market.

SPRING Technologies, founded in 1983, is based in Europe (Germany, France, Switzerland) in US and in China.

For more information, visit <http://www.springplm.com>.

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