



First Nine Months 2017

Strong growth in orders for new systems

Orders for new systems ("J€ { 333 }) increased by 13% relative to the first nine months of 2016: +11% for new CAD/CAM and PLM software licenses, +15% for CAD/CAM equipment and accompanying software and +7% for training and consulting.

Orders for new systems were stable in Asia-Pacific and increased in all other regions. They increased 25% in Europe, 13% in the Americas, and 30% in the rest of the world (Northern Africa, South Africa, Turkey, the Middle East, etc.).

Orders increased in all market sectors: in the fashion and apparel market they were up 19%, 6% in the automotive market, and 14% in the furniture market. In the other industries, they increased by 22%.

Increase in revenues and results

Revenues (" 205.7 million) were up 8% both like-for-like and at actual exchange rates. Revenues from new •^•{ •••€ 90.8 million) increased by 10% and r^& !!3 * !^ç^} ~ ^• Ç 114.9 million) by 6%.

Income from operations (" 29.1 million) increased by " €€ { 333 } (€%) like-for-|ã^ 333 " €€ { 333 } (€JÃ Dæ actual exchange rates.

The operating margin (14.1%) was up 0.1 percentage points like-for-like and 0.2 percentage points at actual exchange rates.

N^cã & { ^ 33 [~ } çã ç " €€1 million, up 7% at actual exchange rates.

Particularly high free cash flow . A zero-debt company, a very strong balance sheet

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At September 30, 2017 È& } • [|ãæã • @^ @ |ã^ |q^ ~ ç ç [~ } çã ç " 141.8 million, after payment of the àçã^ } à [~ " 11 { 333 } Ç €€5 per share) declared in respect of FY 2016.

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2017 Outlook

In its February 9, 2017 financial report and its 2016 annual report, to which readers are invited to refer, the Company reported its long-term vision, its new 2017-2019 strategic roadmap, and its 2017 business trends and outlook.

Lectra entered 2017 with stronger than ever operating fundamentals and an even stronger balance sheet.

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On another note, the recent appreciation of the euro against the dollar and many other currencies, if it were