



Press Release

Paris, February 2nd, 2015

Dr. Peter Schmitt is appointed Executive Vice President, Sales & Operational Marketing of ESI Group

- **20 years of experience on the PLM software market**
- **Substantial expertise in sales strategies among industrial leaders**
- **International profile and in-depth knowledge of the Americas**

Dr. Peter Schmitt is joining the ESI Group as Executive Vice President (EVP), Sales and Operational Marketing. In that role he will contribute to the Group's international distribution and Go-to-Market strategy. He will notably be responsible for implementing new marketing strategies whilst optimizing the business models for the Group's various innovative solutions and associated services. His expertise in terms of management and execution and proven track record in the field of technological solutions for major automotive and aeronautics enterprises, position him to contribute materially to the successful implementation of the ambitious development plans of ESI.

Alain de Rouvray, the ESI Group's Chairman and CEO, says: "*We are delighted to welcome Dr. Peter Schmitt to our corporate management team to strengthen its commercial dimension. His substantial experience in implementing global sales and marketing strategies among major industrial players, his dual European and American culture, and his proven market knowledge represent solid assets that will enable ESI to further expand its current collaborations whilst deploying innovative solutions with proven value amongst new partners and new customers.*"



Peter Schmitt is a graduate of the Karlsruhe Technical University and he received a doctorate in manufacturing engineering from the University of Stuttgart. After spending 5 years at the Fraunhofer Institute in Stuttgart, he joined Delta Industrie Informatik GmbH as Vice President, Sales. After its acquisition by Dassault Systèmes in 2000, he became Managing Director of DELMIA GmbH and then Vice President, Marketing and Business Development with Dassault Systèmes Delmia and was later appointed Vice President, Sales Americas in Manufacturing Business segment of Dassault Systèmes.

Peter Schmitt concludes: *“I am eager to contribute to the development of ESI, which I see as the leader and visionary in the virtual prototyping market. The transformational nature of ESI solutions, together with the culture of technological innovation that strongly permeates the company rapidly convinced me to join. I am confident that my 20 years of experience, gained notably in the PLM market, equip me to contribute substantially to the execution of ESI’s ambitious and exciting plans.”*

For more ESI news, visit: www.esi-group.com

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Next Events:

2014 Full Year Sales:

March 12th, 2015

About ESI

ESI is a world-leading provider of Virtual Prototyping software and services with a strong foundation in the physics of materials and Virtual Manufacturing.

Founded over 40 years ago, **ESI** has developed a unique proficiency in helping industrial manufacturers replace physical prototypes by virtually replicating the fabrication, assembly and testing of products in different environments. **Virtual Prototyping** enables ESI's clients to evaluate the performance of their product and the consequences of its manufacturing history, under normal or accidental conditions. By benefiting from this information early in the process, enterprises know whether a product can be built, and whether it will meet its performance and certification objectives, before any physical prototype is built. To enable customer innovation, ESI's solutions integrate the latest technologies in high performance computing and immersive Virtual Reality, allowing companies to bring products to life before they even exist.



Today, [ESI](#)'s customer base spans nearly every industry sector. The company employs about 1000 high-level specialists worldwide to address the needs of customers in more than 40 countries.

[ESI](#) is listed in compartment C of NYSE Euronext Paris and is granted "Entreprise Innovante" (Innovative Company) certification since 2000 by Bpifrance. [ESI](#) is eligible for inclusion in FCPI (venture capital trusts dedicated to innovation) and PEA PME.

2014 awards: winner of the 2014 ASMEP-ETI/Bpifrance award in the Innovation and industrial strategy category and of the Grand Prix des Entreprises de Croissance, in the Software and IT Services category and winner of the "Ambitions d'Entrepreneurs" trophy in the International category.

For further information, visit www.esi-group.com.

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