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Sales of Lectra's new-generation Vector cutters tops 100 in only four months

Paris, June 19, 2007 – Just four months after launching its new generation of Vector automated cutting systems, Lectra, the world leader in integrated technology solutions for the soft goods industries, announces that sales of the new Vectors have topped 100.



The new-generation Vectors have met with success across all geographic and sector markets. The major manufacturing regions (China, the Indian subcontinent, Eastern Europe, South America) have demonstrated their confidence in Vector cutters specialized in high-volume production, while major prime contractor countries (the United States, Italy, Japan) have favored the fast, flexible cutters dedicated to small-run production.

"By crossing this symbolic threshold so quickly, our new generation of Vectors shows the extent to which the huge investment we made was a winning bet," said Lectra CEO, Daniel Harari.

"Thanks to the partnerships we forge with our customers every day, we know their challenges well, and we work with them to develop solutions that respond to those challenges," he continued. *"Today, the Vector is the leading cutter on the market in terms of intelligence, power, and reliability. It is the only one that is specialized by market sector and provides manufacturers with a really adapted response."*

Unique on the market: less than one year return on investment

Today's manufacturers face significant productivity and flexibility challenges, from increasingly diversified orders with constantly diminishing delivery times to the growing need to control costs and offer perfect quality. By proposing a technological response adapted to the growth needs of apparel, furniture and automobile interior manufacturers as well as companies using industrial fabrics, Lectra demonstrates the added value of its offering and ensures a rapid return on investment.

To enhance production capacity, the new-generation Vectors have a powerful motorization system that allows for the cutting of more garments more quickly, thus increasing productivity by up to 15%. It guarantees ultra-precise cuts, even with edges at a tangent, to optimize marker making and save up to 5% of materials per year. Manufacturers can deliver supplemental orders of up to 50%, thanks to the solution's reliability and integrated preventive maintenance. Operating costs can be reduced by up to 20%, thanks to the energy saver system and the increased lifespan of spare parts and consumables.

Innovative strength, expert service

For 15 years, Vector cutters have been a technological point of reference in cutting solutions. The new generation of Vectors is the result of Lectra's determined research and innovation policy, involving more than three years of research and an investment of €12 million. Today, Lectra offers the best solution on the market and the most high-performance service.

To accompany its customers, Lectra offers a network of 90 experts and five international expertise centers located throughout the world to quickly provide them with the training, advice, and support they need to guarantee the security and flexibility of their production.



In addition to remote assistance, 200 technical consultants are positioned to respond as quickly as possible to customer requests for assistance in order to guarantee production continuity.

Lectra also offers a broad range of high-performance, long-lasting spare parts and consumables, specifically developed for its solutions and available at all times.

"The Vector is the first automatic cutting solution to successfully combine performance and intelligence. That is the key to its success today, demonstrating the lead that Lectra has taken in its technology and services offering," concluded Daniel Harari.

About Lectra

Lectra is the world leader in integrated technology solutions that automate, streamline and accelerate product design, development and manufacturing processes for the soft goods industries.

Lectra develops the most advanced specialized software, cutting systems, and provides associated services to a broad array of markets including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), aeronautical, marine, and furniture. Lectra serves more than 17,000 customers in over 100 countries with 1,500 employees and \$272 million in 2006 revenues. The company is listed on the Euronext Paris stock exchange).

For more information, please visit www.lectra.com