

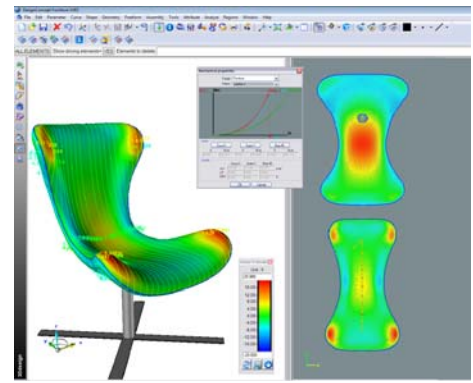
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## **Lectra announces the launch of DesignConcept Furniture V2R3, its 3D/2D design and virtual prototyping solution for furniture**

***A real lever to optimize processes, this new version meets the requirements  
of the most demanding furniture manufacturers***

**Paris, April 23, 2012** – Lectra, the world leader in integrated technology solutions dedicated to industries using soft materials—textiles, leather, industrial fabrics, and composite materials—is pleased to announce the launch of DesignConcept Furniture V2R3, its innovative solution for designing and developing 3D/2D products, dedicated to the furniture industry.

Dominated by China, the world's leading exporter, the furniture market has become extremely competitive. To keep customers and increase their market share, manufacturers must review their product development processes to combine permanent innovation, quick commercialization, and optimized costs.



Developed for this rapidly changing sector, DesignConcept Furniture is the most comprehensive 2D/3D design and virtual prototyping solution on the market. It enables manufacturers to respond quickly to biddings from retailers and any other professional, who requires furniture, while providing them with a larger choice of styles, designs, materials and colors, to facilitate their arbitrations. DesignConcept Furniture facilitates the estimation of costs on the basis of a 3D virtual model and limits the number of actual, very expensive, manufactured prototypes during design reviews. Last but not least, it enables manufacturers to study the technical feasibility of a model to ensure rapid development and impeccable quality.

"Top of the range furniture brands and specialist retailers are looking for new economic models to combine creativity and competitiveness, in a sector that is recently facing globalization," said Daniel Harari, Lectra CEO. "Associated with Lectra's fabric and leather cutting room solutions, DesignConcept Furniture meets the challenges of furniture manufacturers, composed mostly of integrated design and manufacturing companies. By reducing the development phase by 30-50%, this new version enables them to increase their competitive advantage by reducing the cost of implementation and the timeframe for marketing products. It is a perfect tool for taking decisions".

### **DesignConcept Furniture V2R3: from designing to manufacturing models**

With DesignConcept Furniture V2R3, manufacturers can develop a virtual model from designers' sketches, and then optimize its style, technical feasibility, and cost; before even making the first prototype. DesignConcept Furniture significantly reduces the number of actual prototypes needed during the validation phase. Preliminary assessments include the estimation of fabric or leather consumption, but also of wood or foam for structure, as well as labor and the complete list of supplies required for the lining.

Furthermore, DesignConcept Furniture helps shorten the time to market thanks to integrated management of associated technical specifications; any changes made to the model are automatically postponed in the documentation (bill of materials, sewing plans, assembly line...). DesignConcept Furniture enables manufacturers to limit the number of iterations, while meeting their quality requirements.

Part of Lectra's comprehensive solutions, from design to production, DesignConcept Furniture comes with specific service offers.

#### **About Lectra**

Lectra is the world leader in integrated technology solutions that automate, streamline and accelerate product design, development and manufacturing processes for industries using soft materials. Lectra develops the most advanced specialized software and cutting systems and provides associated services to a broad array of markets including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), furniture, as well as a wide variety of other market sectors, such as aeronautical and marine industries, wind power and personal protective equipment. Lectra serves 23,000 customers in more than 100 countries with 1,350 employees and \$287 million in 2011 revenues. The company is listed on NYSE Euronext.

For more information, please visit [www.lectra.com](http://www.lectra.com)