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## **Lectra wins EY's 2014 International Company of the Year Award**

***EY awarded this prestigious prize on October 13 to Daniel Harari in recognition of the vitality and success of Lectra's strategy internationally***

**Paris, October 16, 2014** – Lectra, the world leader in integrated technology solutions dedicated to industries using soft materials—fabrics, leather, technical textiles and composite materials—is pleased to announce that it has won the 2014 International Company of the Year Award for France after receiving the same distinction on September 24 for the country's southwest region.

EY, one of the world leaders in advisory, assurance, tax and transaction services, started its Entrepreneur of the Year awards program in 1986 in the United States. The program now spans more than 58 countries, and this was the 22<sup>nd</sup> year the prize was awarded in France.

"This International Company of the Year Award reflects the broad scope of Lectra, which serves its customers in more than 100 countries and achieves 92% of its revenues overseas," said Daniel Harari, Lectra CEO. "We are a transnational company with 32 subsidiaries abroad and more than 1,400 employees representing 50 different nationalities."



A 'glocal' company, Lectra has succeeded internationally and, at the same time, maintained strong local roots. The company has preserved its French DNA with its headquarters based in Paris and its production and R&D facilities located in Cestas, southwest France—a French touch that Lectra is very proud of. "We have been successful globally because we made the bold choice to continue our production in France, a guarantee of *savoir-faire* and quality, while others relocated to China. We preferred to reinforce the close cooperation between our teams of experts and researchers, a complete reengineering of our solutions and an upscale positioning to continually add value for our customers," explained Daniel Harari.

Lectra's strength also lies in the composition of its local teams. "Apart from some very rare exceptions, our subsidiary managing directors are local hires, which is not the case in all multinational companies. This is very important because it allows us to create a real proximity with our customers, and therefore a full understanding of their operational needs," added Daniel Harari.

These choices are a winning strategy as Lectra now attracts an increasing number of customers from high-growth markets such as China, Brazil, South Korea and United States. "Over the years, Lectra has gained market share and today holds a very strong position with renowned customers in all its business sectors. In the fashion market for example, Lectra serves almost 100% of luxury brands," said Daniel Harari.

Daniel Harari dedicated the International Company of the Year Award to Lectra's teams. "This prize belongs to all our collaborators. Multiculturalism is a gateway to the world and a wonderful asset on a daily basis. We never stop learning from each other," he said.

## 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 1,400 employees and \$270 million in 2013 revenues. The company is listed on Euronext.

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