



3DEXPERIENCE®

Analysts Meeting Q3 2014

Bernard Charlès, President and CEO
Thibault de Tersant, Senior EVP, CFO

Forward Looking Information

Statements herein that are not historical facts but express expectations or objectives for the future, including but not limited to statements regarding the Company's non-IFRS financial performance objectives, are forward-looking statements.

Such forward-looking statements are based on Dassault Systèmes management's current views and assumptions and involve known and unknown risks and uncertainties. Actual results or performances may differ materially from those in such statements due to a range of factors. The Company's current outlook for 2014 takes into consideration, among other things, an uncertain macroeconomic outlook, but if global economic and business conditions further deteriorate, the Company's business results may not develop as currently anticipated and may drop below their earlier levels for an extended period of time. Furthermore, due to factors affecting sales of the Company's products and services as described above, there may be a substantial time lag between an improvement in global economic and business conditions and an upswing in the Company's business results.

In preparing such forward-looking statements, the Company has in particular assumed an average US dollar to euro exchange rate of US\$1.30 per €1.00 for the fourth quarter and US\$1.34 per €1.00 for the full year as well as an average Japanese yen to euro exchange rate of JPY140 to €1.00 for the 2014 fourth quarter and JPY139.6 to €1.00 for the full year; however, currency values fluctuate, and the Company's results of operations may be significantly affected by changes in exchange rates.

The Company's actual results or performance may also be materially negatively affected by numerous risks and uncertainties, as described in the "Risk Factors" section of the 2013 Document de Référence, filed with the AMF on March 28, 2014, and also available on the Company's website www.3ds.com.

Non-IFRS Information

Readers are cautioned that the supplemental non-IFRS information presented in this press release is subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered as a substitute for IFRS measurements. Also, the Company's supplemental non-IFRS financial information may not be comparable to similarly titled non-IFRS measures used by other companies. Further specific limitations for individual non-IFRS measures, and the reasons for presenting non-IFRS financial information, are set forth in the Company's annual report for the year ended December 31, 2013 included in the Company's 2013 Document de Référence filed with the AMF on March 28, 2014.

In the tables accompanying this press release the Company sets forth its supplemental non-IFRS figures for revenue, operating income, operating margin, net income and diluted earnings per share, which exclude the effect of adjusting the carrying value of acquired companies' deferred revenue, share-based compensation expense and related social charges, the amortization of acquired intangible assets, other operating income and expense, net, certain one-time items included in financial revenue and other, net, and the income tax effect of the non-IFRS adjustments and certain one-time tax effects. The tables also set forth the most comparable IFRS financial measure and reconciliations of this information with non-IFRS information.

When the Company believes it would be helpful for understanding trends in its business, the Company provides percentage increases or decreases in its revenue (in both IFRS as well as non-IFRS) to eliminate the effect of changes in currency values, particularly the U.S. dollar and the Japanese yen, relative to the euro. When trend information is expressed herein "in constant currencies", the results of the "prior" period have first been recalculated using the average exchange rates of the comparable period in the current year, and then compared with the results of the comparable period in the current year.

Q3 2014 Highlights

- Delivering good **new licenses** growth thanks to **large accounts** and **Asia**, reflecting:
 - Continued strengthening of **Direct sales channel**
 - Elevation in customer engagement provided by **Industry Solution Experiences** approach
- Recording double-digit **CATIA** and **ENOVIA** new licenses revenue exFX
- Building upon the **expansion of our addressable market** with **BIOVIA**
- Closing **Quintiq** acquisition and expanding **DELMIA** portfolio and industry reach
- **Confirming** FY14 outlook and **updating** for **Quintiq** acquisition & **currencies**

F. Gehry Designing Louis Vuitton Foundation with CATIA



Agenda

1

Q3 14 Business Review

2

Q3 14 Financial Highlights

3

Q4 & FY14 Financial Objectives

4

Financial Information Appendix

Q3 2014 Business & Strategy Review

1. **Q3 2014 Performance**
2. Large Accounts Sales
3. Japan
4. BIOVIA
5. DELMIA | Quintiq

Q3 2014 Performance Non-IFRS

- Delivering good new licenses revenue growth with **organic new licenses revenue** up **14%** exFX in Q3 and **9%** in YTD
- Currency** depreciation hiding **EPS** progression, up **7%** exFX in Q3 and **9%** in YTD

€ millions	Q3 14	YTD 14
Revenue	580	1,653
Growth	+17%	+10%
Growth exFX	+19%	+14%
New Licenses Revenue Growth exFX	+23%	+14%
Operating Margin	29.7%	28.7%
EPS (€)	0.45	1.24
EPS Evolution	+2%	+0%

Software Revenue by Brands Non-IFRS

- **CATIA** and **ENOVIA** revenue driven by new licenses revenue growth up close to respectively **+25%** exFX and **+35%** exFX in Q3
- **SOLIDWORKS** performance reflecting renewed good units growth and solid recurring
- Double-digit **SIMULIA** revenue growth
- **Organic software revenue** up **7%** in Q3, **6%** in YTD

Software Revenue Growth exFX by Brands

	Q3 14	YTD 14
CATIA	+7%	+6%
ENOVIA	+8%	+8%
SOLIDWORKS	+14%	+9%
Other Software	+38%	+27%
Total Software	+16%	+11%

Revenue by Region Non-IFRS

- Improved large accounts new licenses revenue growth in **North America**
- Mixed results in Europe due to **Germany** and **Russia**
- **Japan, China, Korea & India** strongly up

Revenue Growth exFX by Region

	Q3 14	YTD 14
Americas	+22%	+16%
Europe	+15%	+13%
Asia	+24%	+15%
Total Revenue	+19%	+14%

Q3 2014 Business & Strategy Review

1. Q3 2014 Performance
- 2. Large Accounts Sales**
3. Japan
4. BIOVIA
5. DELMIA | Quintiq

Strong Q3 Large Accounts New Licenses Growth

- Q3 large accounts new licenses revenue up **~+40%** exFX
- Investments made in our Large Accounts Sales in **North America, UK, Northern Europe, China, India** and **Japan** are paying off
- **Multi-brand deals** reflecting elevation in **customer engagement** with **Industry Solution Experiences** approach



Pratt & Whitney Canada Adopts 3DEXPERIENCE Platform



PW1000G

Pratt & Whitney Canada (P&WC)

P&WC is a world leader in the design, manufacture and service of aircraft engines powering business, general aviation and regional aircraft and helicopters

Business Values

- **Single enterprise innovation platform** for ALL business units: Marketing (Sales), Engineering, Operations and Customer Service
- **IT Consolidation:**
 - . 33% reduction of business applications
 - . 25 BOM sources down to a single BOM with multiple views
 - . Phasing out numerous legacy systems

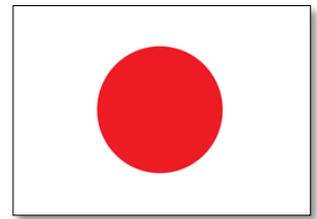
Solution

- **3DEXPERIENCE Platform** with Brand Apps based on V6 architecture:
 - . CATIA
 - . ENOVIA
 - . SIMULIA
 - . EXALEAD

Q3 2014 Business & Strategy Review

1. Q3 2014 Performance
2. Large Accounts Sales
- 3. Japan**
4. BIOVIA
5. DELMIA | Quintiq

Strong Q3 Performance in Japan



- Q3 new licenses revenue up **~+66%** exFX, **~+49%** exFX organic with solid performance **across 3 channels**
- **Automotive OEMs** and **suppliers** investing to create competitive advantage and efficiency gains
- Expanding footprint in **Industrial Equipment, High Tech, Life Sciences**

Amada Adopts 3DEXPERIENCE Platform



AMADA

AMADA manufactures and sells metalworking machinery and devices

Business Values

- Enabling **management of global design**
- Reducing **costs** bringing production information in conjunction with design information
- Securing **engineering data sharing**

Solution

- 3DEXPERIENCE Platform with **ENOVIA** Apps

Q3 2014 Business & Strategy Review

1. Q3 2014 Performance
2. Large Accounts Sales
3. Japan
4. **BIOVIA**
5. DELMIA | Quintiq

BIOVIA | Virtual BioSphere and Materials

- **Scientific Innovation** and **chemical, biology** and **material sciences** representing a sizeable expansion of our **addressable market**
- BIOVIA delivering **Q3 on plan** and reconfirming outlook for **FY14**
- Among Q3 wins: **MedImmune** (biologics research and development arm of AstraZeneca) in the US, **Kelun Pharmaceutical** in China ...

BIOVIA - Experienced by Nobel Prize Winner



Collaboration with **2014 Physics Nobel Prize** winner Prof Amano,
Nagoya University on **blue LED**



Predicting properties using **BIOVIA Material Studio**, scientific proven
approaches of micro-scale modeling

Q3 2014 Business & Strategy Review

1. Q3 2014 Performance
2. Large Accounts Sales
3. Japan
4. SOLIDWORKS
5. BIOVIA
6. **DELMIA | Quintiq**

End-to-end Solution in Global Industrial Operations

Operations Planning & Optimization
Responsive Enterprise Operations



Manufacturing Operations
Management
Manufacturing Resource Operations

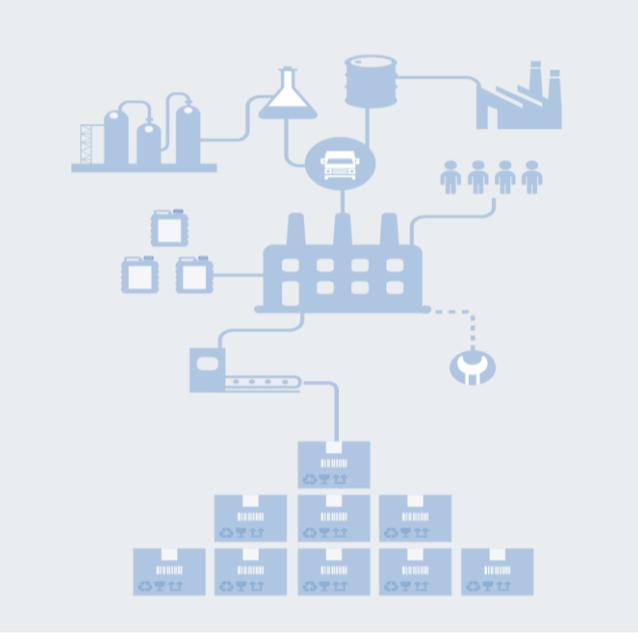


Digital Manufacturing
Manufacturing Resource Engineering

Quintiq: from Planning to Optimization



Workforce



Manufacturing



Logistics

Bringing Value to a Significant Number of Industries

Trusted choice of market leaders
in a growing number of industries



DHL Express selected Quintiq to
improve its dispatch process and
customer service



Rolled
aluminum
production



E.U. Rail
Freight



Express
delivery



Air traffic
control



Retail



Powder
coatings



Glass
production



Steel
production



Energy



Closing Quintiq Acquisition

- Acquisition completed on **September 9th, 2014**
 - Paid **~€250m** in cash
- Confirmed strong **revenue growth** for **2014**
 - 2013 revenue: **~ €70m**
 - 2014 forecasted revenue: **~€85m**
 - Flat **operating margin** forecasted in 2014
- **Q4** outlook
 - **Revenue** of **~€22m**
 - **Neutral** to non-IFRS **earnings**

Quintiq Video



Agenda

1

Q3 14 Business Review

2

Q3 14 Financial Highlights

3

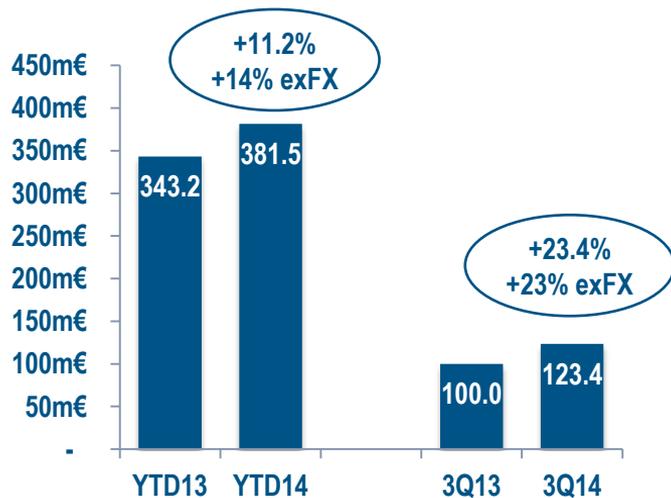
Q4 & FY14 Financial Objectives

4

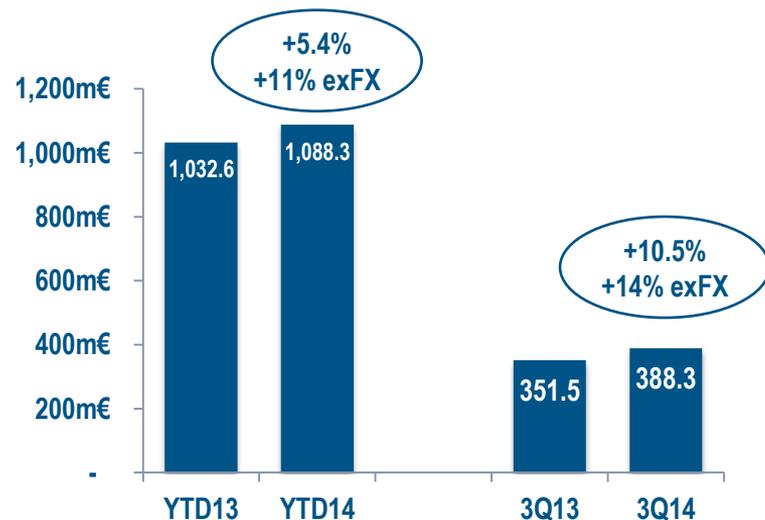
Financial Information Appendix

Software Revenue Growth Non-IFRS

New Licenses Revenue



Periodic & Maintenance and Other Software Revenue

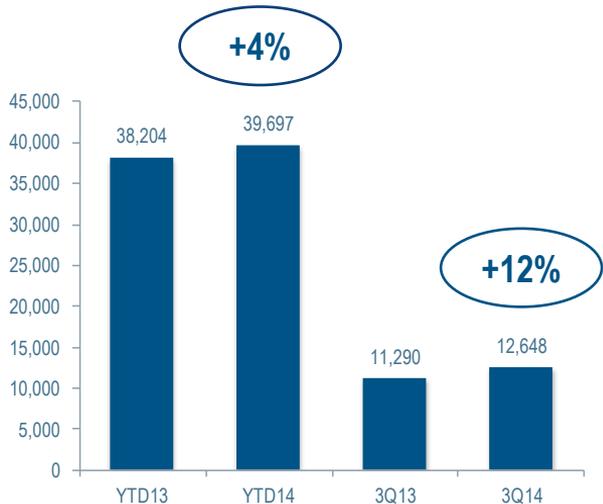


Organic new licenses revenue up **14%** exFX in Q3

Organic recurring revenue up **5%** exFX in Q3

SOLIDWORKS Price & Units Evolution

Number of Units



ASP (€)

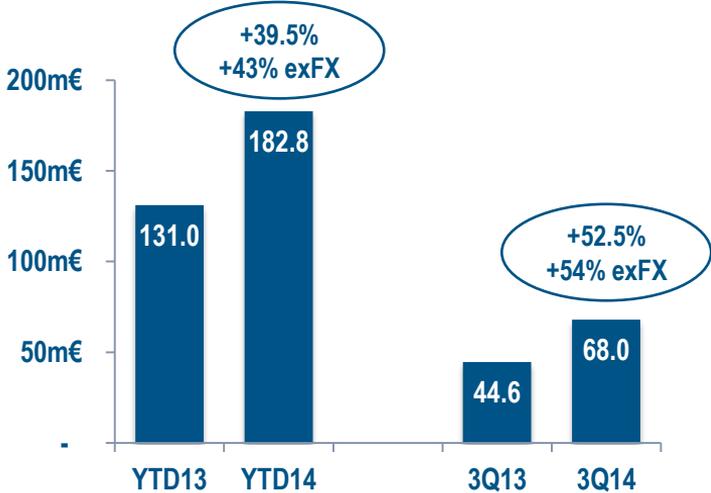


Assuming in 2014 a 48% average VAR margin (45% in 2013)

Strong **units** growth combined with increase of **ASP** and solid **renewal rates** driving **SOLIDWORKS** non-IFRS **revenue up 14% exFX in Q3, 9% in YTD**

Service Revenue & Margin Evolution Non-IFRS

Service Revenue

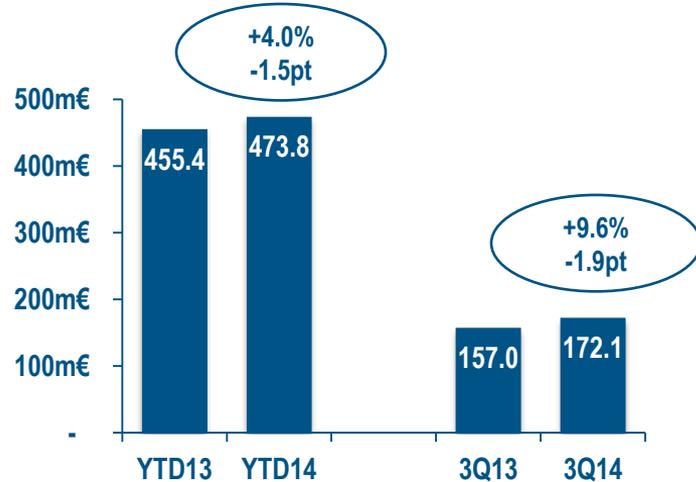


Serv Gross Margin	8.3%	16.6%	14.3%	15.3%
-------------------	------	-------	-------	-------

Gross margin improved by **1 percentage point** in Q3 and **8.3 points** in YTD

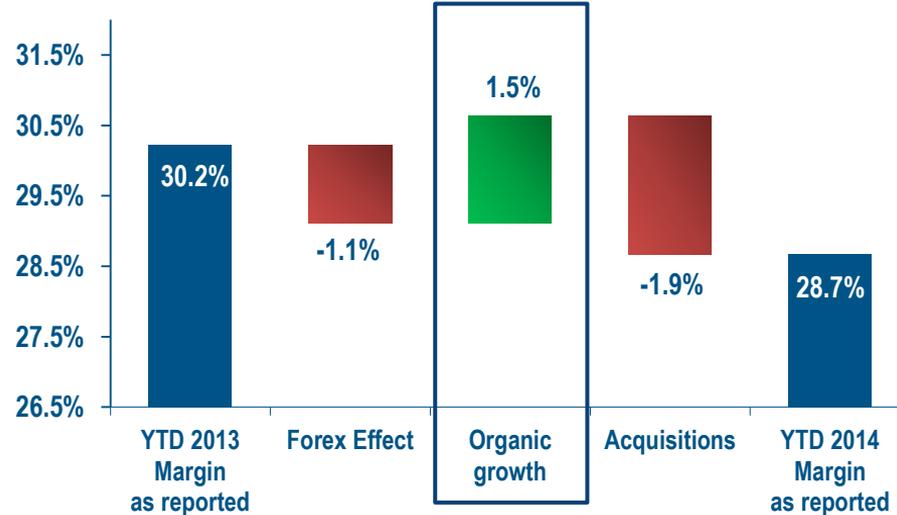
Operating Income Evolution Non-IFRS

Operating Income



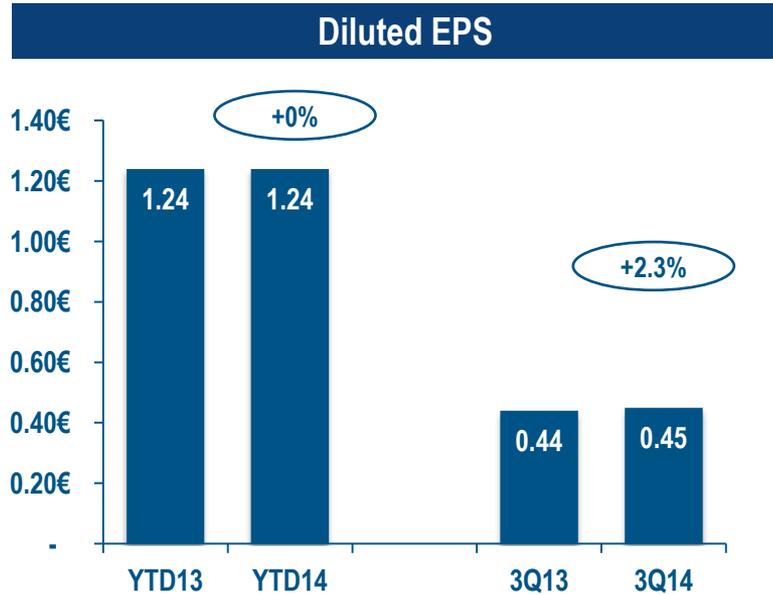
Op. Margin	YTD13	YTD14	3Q13	3Q14
	30.2%	28.7%	31.6%	29.7%

YTD Operating Margin: YoY Comparison



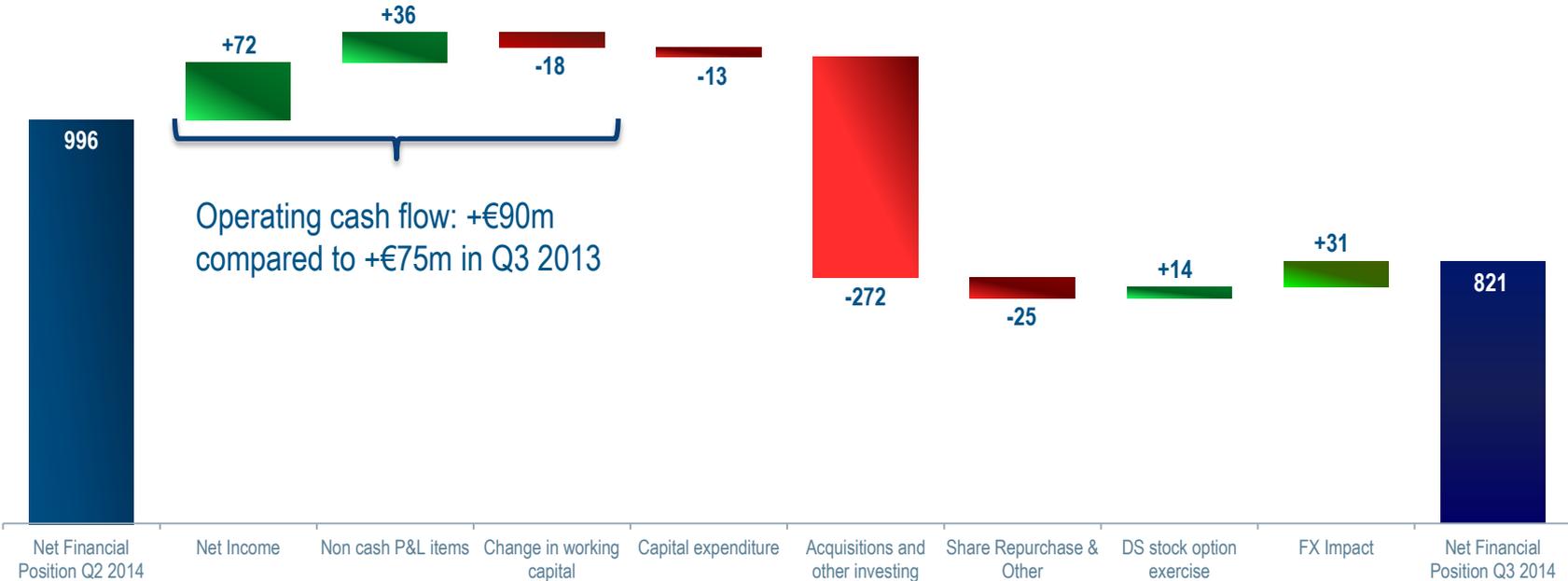
Organic operating margin increasing **150** basis points in YTD on **improved efficiency of global operations** → Helping mitigate the dilution impact of acquisitions

EPS Non-IFRS



EPS reflecting 5 percentage points of negative currency impact in Q3,
9 percentage points in YTD

Change in Net Financial Position



Operating Cash Flow Evolution IFRS 3Q14

€ millions	Q3 14	Q3 13	Changes	
Operating Cash Flow	+90	+75	+15	
Net income adjusted for non cash items	+108	+136	-28	Lower IFRS net income mainly due to accounting for 2014 acquisitions
Decrease in trade accounts receivable	+74	+88	-14	Mainly impacted by increase in DSO (+6 days)
Decrease in unearned revenue	-65	-83	+18	Up 15% exFX organic compared to Q3 2013
Increase in accrued compensation	+10	+3	+7	Derived from higher commissions
Decrease in accounts payable	-2	-16	+14	Timing impact of marketing campaign
Decrease in income taxes payable	-9	-39	+30	Derived from higher effective tax rate
Other	-26	-14	-12	

Agenda

1

Q3 14 Business Review

2

Q3 14 Financial Highlights

3

Q4 & FY14 Financial Objectives

4

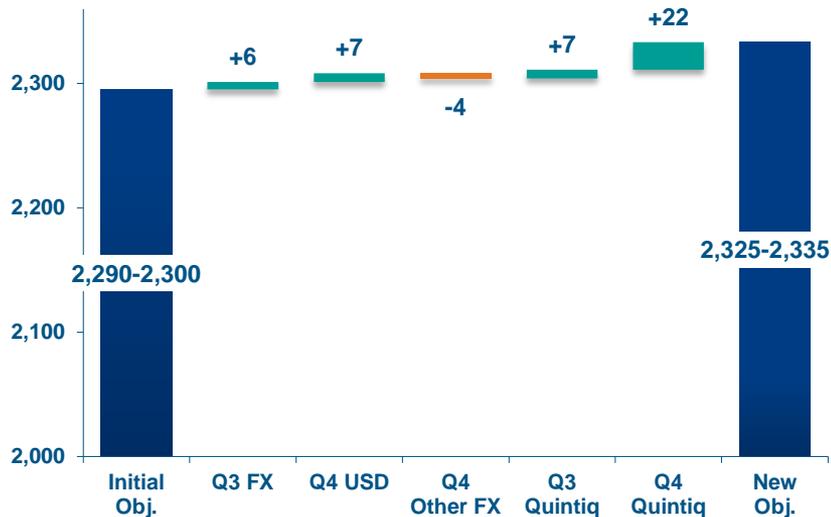
Financial Information Appendix

Updating FY14 Objectives Non-IFRS

- Reaffirming **FY14 outlook** despite the more difficult economic environment, notably in Europe
- Adding **Quintiq** for **~€22m** in Q4
- Updating USD for Q4 for **~€7m**, from US\$1.35 per €1.00 to US\$1.30
- Taking into account the **decline of some emerging countries' currencies** for **~€4m**

Objectives Changes from July to October Non-IFRS

Revenue variation

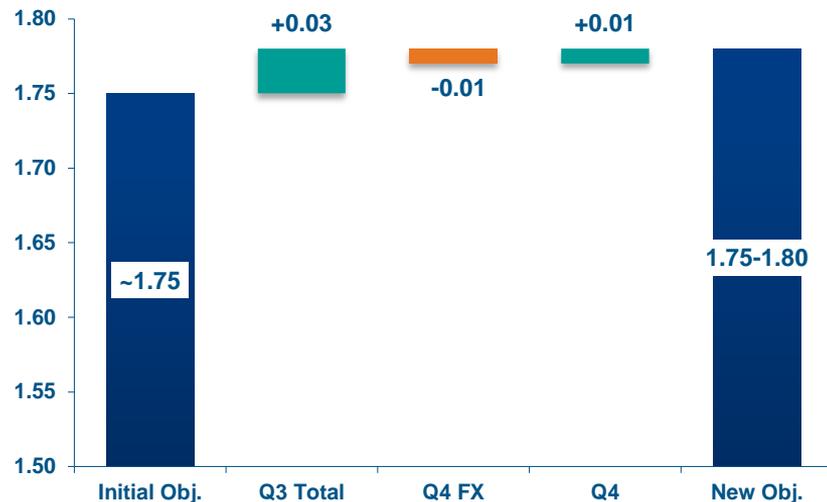


Mid-range: 2,295 2,330

ex FX Growth: +14-15%

+15-16%

EPS variation

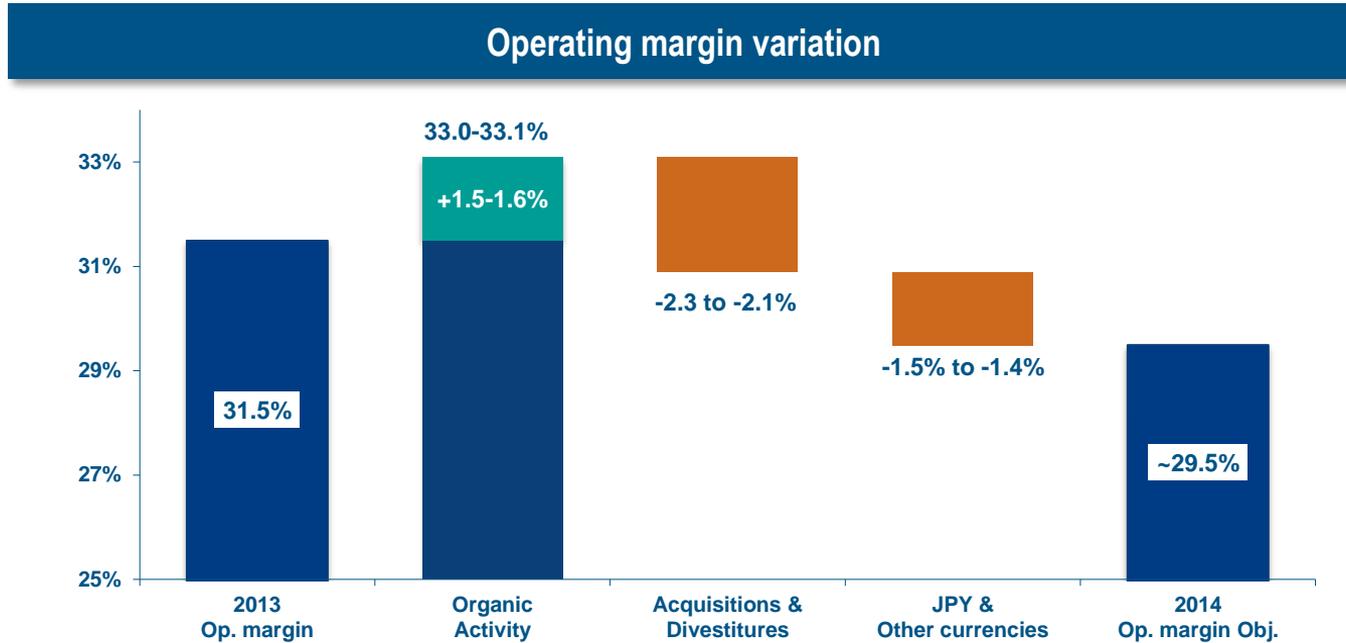


Mid-range: 1.75 1.78

Growth: stable

+0-3%

2013-2014 FY Operating Margin Evolution Non-IFRS



Proposed objectives Non-IFRS

	Q4 2014	FY 2014
Revenue (M€)	670-680	2,325-2,335
Growth	+18-20%	+12-13%
Growth ex FX	+18-19%	+15-16%
Operating Margin	30.0-31.5%	~29.5%
Operating Margin Growth	-5 to -3 pts	~-2 pts
EPS (€)	0.50-0.55	1.75-1.80
EPS Growth	-1% to +9%	+0-3%
€/\$ rates	1.30	1.34
€/¥ rates	140.0	139.6

- ▶ Targeting FY revenue growth up **+15-16%** ex FX
- ▶ Focusing on FY organic margin improvement by **~+150 basis points** to partly offset dilution from acquisitions & currencies depreciation
- ▶ Targeting FY EPS growth of **~+8-10%** excluding currencies impact

Agenda

1

Q3 14 Business Review

2

Q3 14 Financial Highlights

3

Q4 & FY14 Financial Objectives

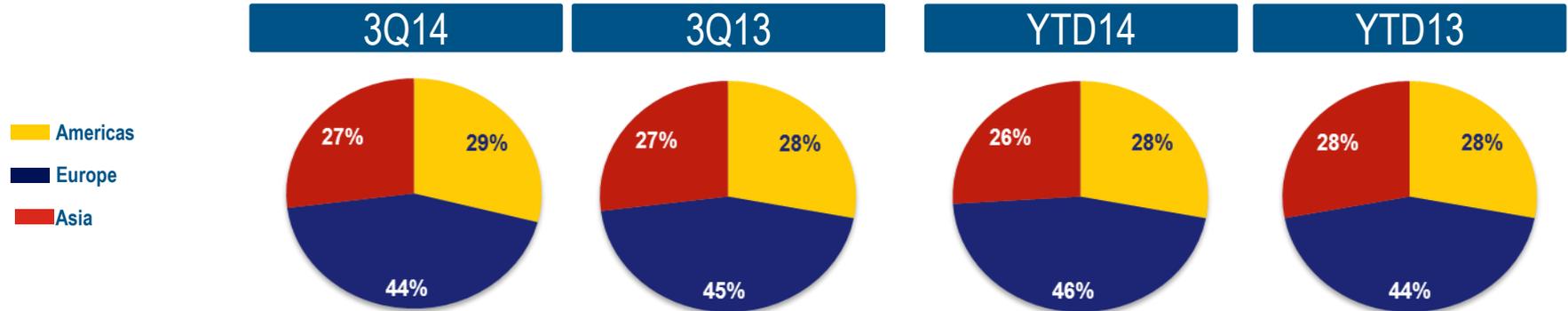
4

Financial Information Appendix

Revenue by Region

IFRS

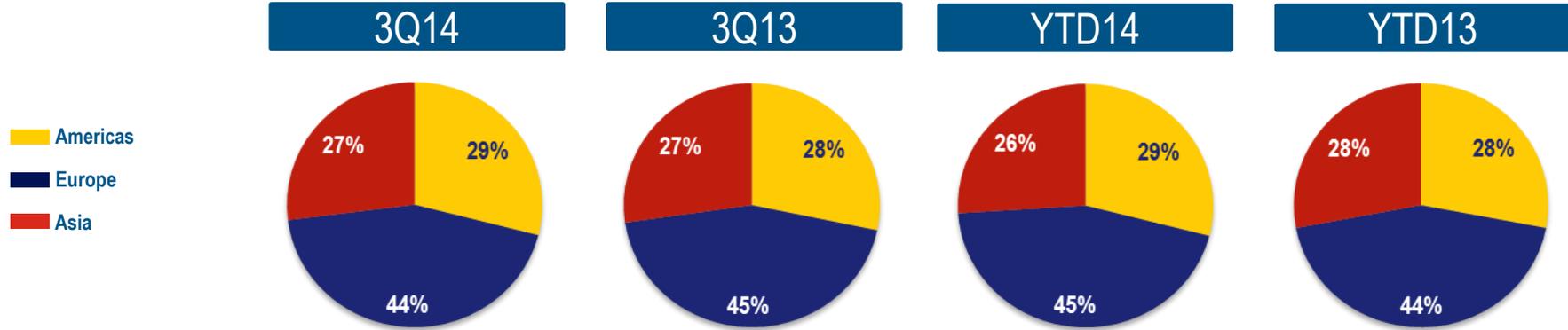
in €m	3Q14	3Q13	Growth	Growth ex FX	YTD14	YTD13	Growth	Growth ex FX
Americas	165.4	138.8	+19.2%	+20%	460.7	417.6	+10.3%	+14%
Europe	243.9	219.0	+11.4%	+11%	734.6	665.5	+10.4%	+11%
Asia	152.8	135.6	+12.7%	+22%	425.8	417.6	+2.0%	+14%
Total Revenue	562.1	493.4	+13.9%	+16%	1,621.1	1,500.7	+8.0%	+13%



Revenue by Region

Non-IFRS

<i>in €m</i>	3Q14	3Q13	Growth	Growth ex FX	YTD14	YTD13	Growth	Growth ex FX
Americas	170.0	140.3	+21.2%	+22%	471.3	420.1	+12.2%	+16%
Europe	253.8	220.1	+15.3%	+15%	750.1	667.2	+12.4%	+13%
Asia	155.9	135.7	+14.9%	+24%	431.2	419.5	+2.8%	+15%
Total Revenue	579.7	496.1	+16.9%	+19%	1,652.6	1,506.8	+9.7%	+14%



Revenue by Product Line

IFRS

in €m

	3Q14	3Q13	Growth	Growth ex FX
CATIA SW	203.8	198.0	+2.9%	+7%
ENOVIA SW	60.0	55.9	+7.3%	+8%
SOLIDWORKS SW	110.5	97.7	+13.1%	+13%
Other SW	123.3	97.2	+26.9%	+27%
Services	64.5	44.6	+44.6%	+46%
Total Revenue	562.1	493.4	+13.9%	+16%

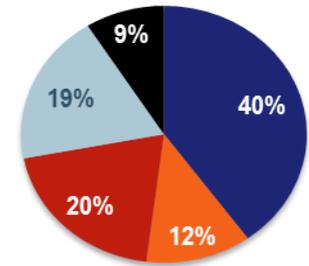
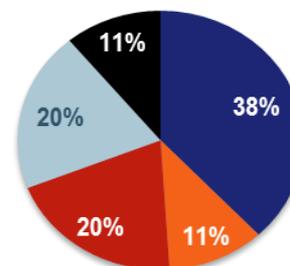
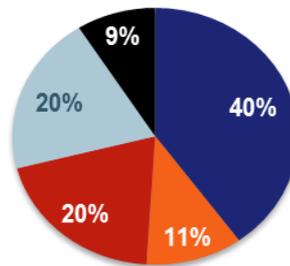
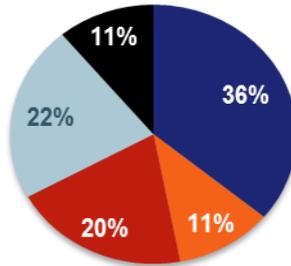
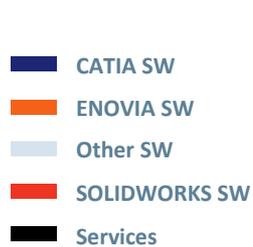
	YTD14	YTD13	Growth	Growth ex FX
CATIA SW	608.1	603.6	+0.7%	+7%
ENOVIA SW	185.0	177.0	+4.5%	+8%
SOLIDWORKS SW	321.8	305.2	+5.4%	+8%
Other SW	327.9	283.9	+15.5%	+19%
Services	178.3	131.0	+36.1%	+39%
Total Revenue	1,621.1	1,500.7	+8.0%	+13%

3Q14

3Q13

YTD14

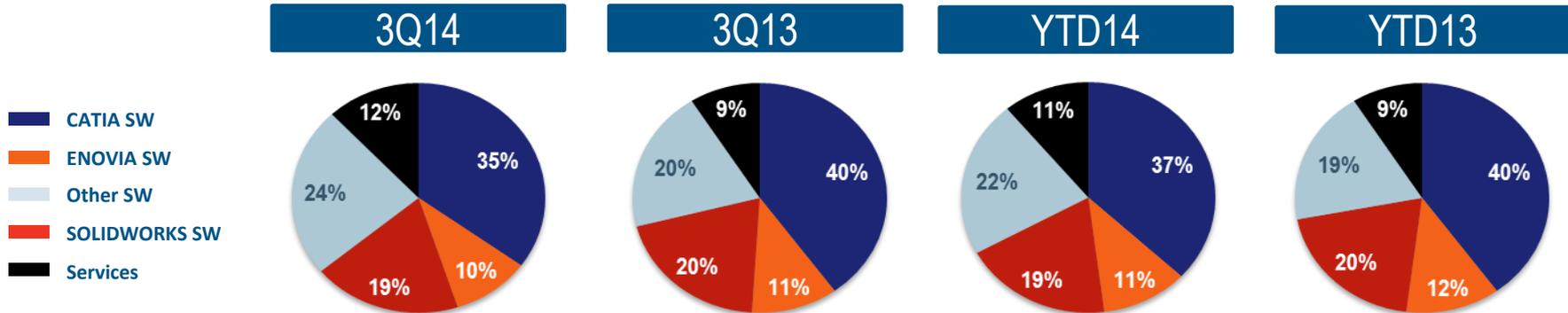
YTD13



Revenue by Product Line

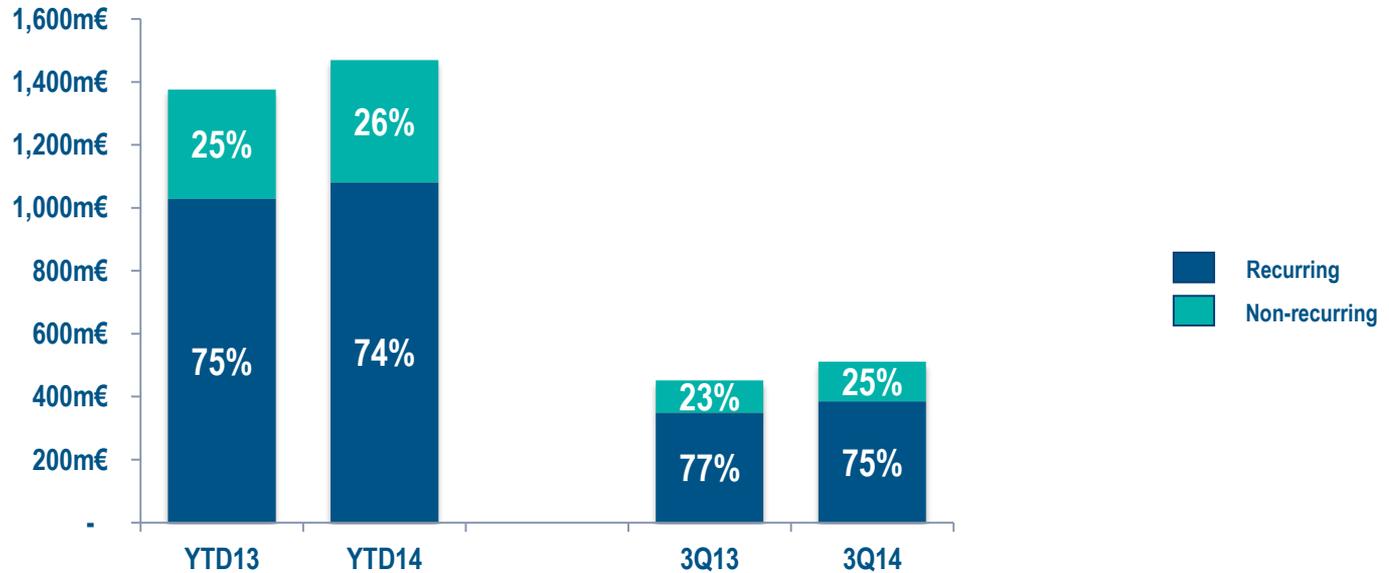
Non-IFRS

<i>in €m</i>	3Q14	3Q13	Growth	Growth ex FX	YTD14	YTD13	Growth	Growth ex FX
CATIA SW	203.8	198.0	+2.9%	+7%	608.1	603.6	+0.7%	+6%
ENOVIA SW	60.0	55.9	+7.3%	+8%	185.0	177.0	+4.5%	+8%
SOLIDWORKS SW	110.5	97.7	+13.1%	+14%	321.8	305.2	+5.4%	+9%
Other SW	137.4	99.9	+37.5%	+38%	354.9	290.0	+22.4%	+27%
Services	68.0	44.6	+52.5%	+54%	182.8	131.0	+39.5%	+43%
Total Revenue	579.7	496.1	+16.9%	+19%	1,652.6	1,506.8	+9.7%	+14%



Software Revenue Evolution

Non-IFRS



NB: Recurring software revenue excludes product development and other software revenue

IFRS P&L

(In millions of €, except per share data)

	Three months ended Sept.			Nine months ended Sept.		
	2014	2013	y/y	2014	2013	y/y
Software revenue	497.6	448.8	+10.9%	1,442.8	1,369.7	+5.3%
New licenses	122.5	100.0	+22.5%	380.2	343.2	+10.8%
Other software revenue	2.7	2.2	+22.7%	6.8	4.3	+58.1%
Periodic licenses and Maintenance	372.4	346.6	+7.4%	1,055.8	1,022.2	+3.3%
Service and other revenue	64.5	44.6	+44.6%	178.3	131.0	+36.1%
Total revenue	562.1	493.4	+13.9%	1,621.1	1,500.7	+8.0%
Cost of Software revenue	(28.8)	(23.5)	+22.6%	(80.9)	(71.2)	+13.6%
Cost of Service and other revenue	(57.7)	(38.3)	+50.7%	(152.7)	(120.4)	+26.8%
Research and development	(103.7)	(87.1)	+19.1%	(298.1)	(279.0)	+6.8%
Marketing and sales	(181.7)	(161.7)	+12.4%	(544.6)	(495.1)	+10.0%
General and administrative	(43.5)	(37.7)	+15.4%	(138.9)	(113.2)	+22.7%
Amortization of acquired intangibles	(34.6)	(26.7)	+29.6%	(92.2)	(75.5)	+22.1%
Other operating income and expense, net	(9.8)	(5.2)	+88.5%	(31.5)	(9.4)	N/S
Total operating expenses	(459.8)	(380.2)	+20.9%	(1,338.9)	(1,163.8)	+15.0%
Operating income	102.3	113.2	(9.6%)	282.2	336.9	(16.2%)
Financial revenue and other, net	5.6	3.5	+60.0%	13.0	15.3	(15.0%)
Income tax expense	(36.3)	(26.8)	+35.4%	(103.1)	(105.9)	(2.6%)
Non-controlling interest	(0.1)	(0.4)	(75.0%)	(0.2)	(2.1)	(90.5%)
Net Income (to equity holders of the parent)	71.5	89.5	(20.1%)	191.9	244.2	(21.4%)
Diluted net income per share (EPS)	0.28	0.35	(20.0%)	0.75	0.96	(21.9%)
Average diluted shares (Million)	255.5	256.5		255.2	255.1	

IFRS P&L (%)

	Three months ended Sept.		Nine months ended Sept.	
	2014	2013	2014	2013
	% of revenue		% of revenue	
Software revenue	88.5%	91.0%	89.0%	91.3%
New licenses	21.8%	20.3%	23.5%	22.9%
Other software revenue	0.4%	0.4%	0.4%	0.3%
Periodic licenses and Maintenance	66.3%	70.2%	65.1%	68.1%
Service and other revenue	11.5%	9.0%	11.0%	8.7%
Total revenue	100.0%	100.0%	100.0%	100.0%
Cost of Software revenue	5.1%	4.8%	5.0%	4.7%
Cost of Service and other revenue	10.3%	7.8%	9.4%	8.0%
Research and development	18.4%	17.7%	18.4%	18.6%
Marketing and sales	32.3%	32.8%	33.6%	33.0%
General and administrative	7.7%	7.6%	8.6%	7.5%
Amortization of acquired intangibles	6.2%	5.4%	5.7%	5.0%
Other operating income and expense, net	1.7%	1.1%	1.9%	0.6%
Total operating expenses	81.8%	77.1%	82.6%	77.6%
Operating income	18.2%	22.9%	17.4%	22.4%
Financial revenue and other, net	1.0%	0.7%	0.8%	1.0%
Income before income taxes	19.2%	23.7%	18.2%	23.5%
Income tax rate (% of IBIT)	33.6%	23.0%	34.9%	30.1%
Non-controlling interest	0.0%	-0.1%	0.0%	-0.1%
Net Income (to equity holders of the parent)	12.7%	18.1%	11.8%	16.3%

Non-IFRS P&L

(In millions of €, except per share data)	Three months ended Sept.			Nine months ended Sept.		
	2014	2013	y/y	2014	2013	y/y
Software revenue	511.7	451.5	+13.3%	1,469.8	1,375.8	+6.8%
New licenses	123.4	100.0	+23.4%	381.5	343.2	+11.2%
Other software revenue	2.7	2.2	+22.7%	6.8	4.3	+58.1%
Periodic licenses and Maintenance	385.6	349.3	+10.4%	1,081.5	1,028.3	+5.2%
Service and other revenue	68.0	44.6	+52.5%	182.8	131.0	+39.5%
Total revenue	579.7	496.1	+16.9%	1,652.6	1,506.8	+9.7%
Cost of Software revenue	(28.6)	(23.3)	+22.7%	(80.1)	(70.8)	+13.1%
Cost of Service and other revenue	(57.6)	(38.2)	+50.8%	(152.5)	(120.1)	+27.0%
Research and development	(100.5)	(83.2)	+20.8%	(283.7)	(267.4)	+6.1%
Marketing and sales	(178.9)	(158.6)	+12.8%	(533.8)	(485.9)	+9.9%
General and administrative	(42.0)	(35.8)	+17.3%	(128.7)	(107.2)	+20.1%
Total operating expenses	(407.6)	(339.1)	+20.2%	(1,178.8)	(1,051.4)	+12.1%
Operating income	172.1	157.0	+9.6%	473.8	455.4	+4.0%
Financial revenue and other, net	3.8	3.6	+5.6%	11.2	14.7	(23.8%)
Income tax expense	(60.3)	(47.9)	+25.9%	(167.8)	(151.1)	+11.1%
Non-controlling interest	(0.2)	(0.4)	(50.0%)	(0.6)	(2.1)	(71.4%)
Net Income (to equity holders of the parent)	115.4	112.3	+2.8%	316.6	316.9	(0.1%)
Diluted net income per share (EPS)	0.45	0.44	+2.3%	1.24	1.24	+0.0%
Average diluted shares (Million)	255.5	256.5		255.2	255.1	

Non-IFRS P&L (%)

	Three months ended Sept.		Nine months ended Sept.	
	2014	2013	2014	2013
	<u>% of revenue</u>		<u>% of revenue</u>	
Software revenue	88.3%	91.0%	88.9%	91.3%
New licenses	21.3%	20.2%	23.1%	22.8%
Other software revenue	0.5%	0.4%	0.4%	0.3%
Periodic licenses and Maintenance	66.5%	70.4%	65.4%	68.2%
Service and other revenue	11.7%	9.0%	11.1%	8.7%
Total revenue	100.0%	100.0%	100.0%	100.0%
Cost of Software revenue	4.9%	4.7%	4.8%	4.7%
Cost of Service and other revenue	9.9%	7.7%	9.2%	8.0%
Research and development	17.3%	16.8%	17.2%	17.7%
Marketing and sales	30.9%	32.0%	32.3%	32.2%
General and administrative	7.2%	7.2%	7.8%	7.1%
Total operating expenses	70.3%	68.4%	71.3%	69.8%
Operating income	29.7%	31.6%	28.7%	30.2%
Financial revenue and other, net	0.7%	0.7%	0.7%	1.0%
Income before income taxes	30.3%	32.4%	29.3%	31.2%
Income tax rate (% of IBIT)	34.3%	29.8%	34.6%	32.1%
Non-controlling interest	0.0%	-0.1%	0.0%	-0.1%
Net Income (to equity holders of the parent)	19.9%	22.6%	19.2%	21.0%

IFRS – Non-IFRS Reconciliation QTD

Revenue and Gross Margin

(€ million, except % and per share data)	Three months ended September 30,						Increase (Decrease)	
	2014 IFRS	Adjustment (1)	2014 non-IFRS	2013 IFRS	Adjustment (1)	2013 non-IFRS	IFRS	Non-IFRS
TOTAL REVENUE	562.1	17.6	579.7	493.4	2.7	496.1	13.9%	16.9%
Total Revenue breakdown by activity								
Software revenue	497.6	14.1	511.7	448.8	2.7	451.5	+10.9%	+13.3%
<i>New Licenses revenue</i>	122.5	0.9	123.4	100.0			+22.5%	+23.4%
<i>Other software revenue</i>	2.7			2.2			+22.7%	
<i>Periodic and Maintenance revenue</i>	372.4	13.2	385.6	346.6	2.7	349.3	+7.4%	+10.4%
<i>Recurring portion of Software revenue</i>	75%		75%	77%		77%		
Service and other revenue	64.5	3.5	68.0	44.6			+44.6%	+52.5%
Total Revenue breakdown by product line								
CATIA SW revenue	203.8			198.0			+2.9%	
ENOVIA SW revenue	60.0			55.9			+7.3%	
SOLIDWORKS SW revenue	110.5			97.7			+13.1%	
Other SW revenue	123.3	14.1	137.4	97.2	2.7	99.9	+26.9%	+37.5%
Service and other revenue	64.5	3.5	68.0	44.6			+44.6%	+52.5%
Total Revenue breakdown by geography								
Americas revenue	165.4	4.6	170.0	138.8	1.5	140.3	+19.2%	+21.2%
Europe revenue	243.9	9.9	253.8	219.0	1.1	220.1	+11.4%	+15.3%
Asia revenue	152.8	3.1	155.9	135.6	0.1	135.7	+12.7%	+14.9%
Gross Margin								
Cost of Software revenue	(28.8)	0.2	(28.6)	(23.5)	0.2	(23.3)	+22.6%	+22.7%
Software Gross margin*	94.2%		94.4%	94.8%		94.8%		
Cost of Service and other revenue	(57.7)	0.1	(57.6)	(38.3)	0.1	(38.2)	+50.7%	+50.8%
Service Gross margin	10.5%		15.3%	14.1%		14.3%		

* No amortization of acquired intangibles is included in Software Gross margin calculation

IFRS – Non-IFRS Reconciliation QTD

Expenses & Earnings

(€ million, except % and per share data)

	Three months ended September 30,						Increase (Decrease)	
	2014 IFRS	Adjustment (1)	2014 non-IFRS	2013 IFRS	Adjustment (1)	2013 non-IFRS	IFRS	Non-IFRS
Total Operating Expenses	(459.8)	52.2	(407.6)	(380.2)	41.1	(339.1)	20.9%	20.2%
Share-based compensation expense	(7.8)	7.8	-	(9.2)	9.2	-		
Amortization of acquired intangibles	(34.6)	34.6	-	(26.7)	26.7	-		
Other operating income and expense, net	(9.8)	9.8	-	(5.2)	5.2	-		
Operating Income	102.3	69.8	172.1	113.2	43.8	157.0	(9.6%)	9.6%
Operating Margin	18.2%		29.7%	22.9%		31.6%		
Financial revenue & other, net	5.6	(1.8)	3.8	3.5	0.1	3.6	+60.0%	+5.6%
Income tax expense	(36.3)	(24.0)	(60.3)	(26.8)	(21.1)	(47.9)	+35.4%	+25.9%
Non-controlling interest	(0.1)	(0.1)	(0.2)	(0.4)	0.0	(0.4)	(75.0%)	(50.0%)
Net Income	71.5	43.9	115.4	89.5	22.8	112.3	(20.1%)	+2.8%
Diluted net income per share, in €	0.28	0.17	0.45	0.35	0.09	0.44	(20.0%)	+2.3%

(€ million)

	Three months ended September 30,					
	2014 IFRS	Adjust.	2014 non-IFRS	2013 IFRS	Adjust.	2013 non-IFRS
Cost of revenue	(86.5)	0.3	(86.2)	(61.8)	0.3	(61.5)
Research and development	(103.7)	3.2	(100.5)	(87.1)	3.9	(83.2)
Marketing and sales	(181.7)	2.8	(178.9)	(161.7)	3.1	(158.6)
General and administrative	(43.5)	1.5	(42.0)	(37.7)	1.9	(35.8)
Total Share-based compensation expense		7.8			9.2	

IFRS – Non-IFRS Reconciliation YTD

Revenue and Gross Margin

	Nine months ended September 30,						Increase (Decrease)	
	2014 IFRS	Adjustment	2014 non-IFRS	2013 IFRS	Adjustment	2013 non-IFRS	IFRS	Non-IFRS
<i>(€ million, except % and per share data)</i>								
TOTAL REVENUE	1,621.1	31.5	1,652.6	1,500.7	6.1	1,506.8	8.0%	9.7%
Total Revenue breakdown by activity								
Software revenue	1,442.8	27.0	1,469.8	1,369.7	6.1	1,375.8	+5.3%	+6.8%
<i>New Licenses revenue</i>	380.2	1.3	381.5	343.2			+10.8%	+11.2%
<i>Other software revenue</i>	6.8			4.3			+58.1%	
<i>Periodic and Maintenance revenue</i>	1,055.8	25.7	1,081.5	1,022.2	6.1	1,028.3	+3.3%	+5.2%
<i>Recurring portion of Software revenue</i>	73%		74%	75%		75%		
Service and other revenue	178.3	4.5	182.8	131.0			+36.1%	+39.5%
Total Revenue breakdown by product line								
CATIA SW revenue	608.1			603.6			+0.7%	
ENOVIA SW revenue	185.0			177.0			+4.5%	
SOLIDWORKS SW revenue	321.8			305.2			+5.4%	
Other SW revenue	327.9	27.0	354.9	283.9	6.1	290.0	+15.5%	+22.4%
Service and other revenue	178.3	4.5	182.8	131.0			+36.1%	+39.5%
Total Revenue breakdown by geography								
Americas revenue	460.7	10.6	471.3	417.6	2.5	420.1	+10.3%	+12.2%
Europe revenue	734.6	15.5	750.1	665.5	1.7	667.2	+10.4%	+12.4%
Asia revenue	425.8	5.4	431.2	417.6	1.9	419.5	+2.0%	+2.8%
Gross Margin								
Cost of Software revenue	(80.9)	0.8	(80.1)	(71.2)	0.4	(70.8)	+13.6%	+13.1%
Software Gross margin*	94.4%		94.6%	94.8%		94.9%		
Cost of Service and other revenue	(152.7)	0.2	(152.5)	(120.4)	0.3	(120.1)	+26.8%	+27.0%
Service Gross margin	14.4%		16.6%	8.1%		8.3%		

* No amortization of acquired intangibles is included in Software Gross margin calculation

IFRS – Non-IFRS Reconciliation YTD

Expenses & Earnings

(€ million, except % and per share data)

	Nine months ended September 30,						Increase (Decrease)	
	2014 IFRS	Adjustment	2014 non-IFRS	2013 IFRS	Adjustment	2013 non-IFRS	IFRS	Non-IFRS
Total Operating Expenses	(1,338.9)	160.1	(1,178.8)	(1,163.8)	112.4	(1,051.4)	15.0%	12.1%
Share-based compensation expense	(36.4)	36.4	-	(27.5)	27.5	-		
Amortization of acquired intangibles	(92.2)	92.2	-	(75.5)	75.5	-		
Other operating income and expense, net	(31.5)	31.5	-	(9.4)	9.4	-		
Operating Income	282.2	191.6	473.8	336.9	118.5	455.4	(16.2%)	4.0%
Operating Margin	17.4%		28.7%	22.4%		30.2%		
Financial revenue & other, net	13.0	(1.8)	11.2	15.3	(0.6)	14.7	(15.0%)	(23.8%)
Income tax expense	(103.1)	(64.7)	(167.8)	(105.9)	(45.2)	(151.1)	(2.6%)	+11.1%
Non-controlling interest	(0.2)	(0.4)	(0.6)	(2.1)	0.0	(2.1)	(90.5%)	(71.4%)
Net Income	191.9	124.7	316.6	244.2	72.7	316.9	(21.4%)	(0.1%)
Diluted net income per share, in €	0.75	0.49	1.24	0.96	0.28	1.24	(21.9%)	+0.0%

(€ million)

	Nine months ended September 30,					
	2014 IFRS	Adjust.	2014 non-IFRS	2013 IFRS	Adjust.	2013 non-IFRS
Cost of revenue	(233.6)	1.0	(232.6)	(191.6)	0.7	(190.9)
Research and development	(298.1)	14.4	(283.7)	(279.0)	11.6	(267.4)
Marketing and sales	(544.6)	10.8	(533.8)	(495.1)	9.2	(485.9)
General and administrative	(138.9)	10.2	(128.7)	(113.2)	6.0	(107.2)
Total Share-based compensation expense		36.4			27.5	

Financial Revenue & Other

Non-IFRS

€m	3Q14	3Q13	var	YTD14	YTD13	var
Interest Income	4.4	6.1	(1.7)	17.3	16.0	1.3
Interest Expense	(1.9)	(2.4)	0.5	(4.4)	(3.2)	(1.2)
Financial net Income	2.5	3.7	(1.2)	12.9	12.8	0.1
Exchange Gain / Loss	1.1	0.0	1.1	(1.6)	1.9	(3.5)
Other Income / Loss	0.2	(0.1)	0.3	(0.1)	0.0	(0.1)
Total	3.8	3.6	0.2	11.2	14.7	(3.5)

Exchange Rate evolution

From assumptions to actual data

Breakdown of P&L by currency for YTD14

	USD	JPY
Revenue <i>(As a % of Revenue)</i>	33.1%	13.3%
Operating Expenses <i>(As a % of Expenses)</i>	33.4%	4.8%

Average Exchange rates

		2014	2013	% change
YTD	USD	1.35	1.32	+2%
	JPY	139.5	127.4	+9%
QTD	USD	1.33	1.32	+1%
	JPY	137.7	131.0	+5%

\$/€ – 3Q14 / 3Q13 Variance



¥/€ – 3Q14 / 3Q13 Variance



Comparing 3Q14 with Mid-range Objectives

Non-IFRS

	Revenue	Operating Expenses	Operating Profit	Operating Margin
3Q14 Guidances mid-range	565	(404)	161	28.5%
Growth YoY	+13.9%	+19.1%	+2.5%	-3.1pt
\$ Impact on Rev./Exp.	3.3	(2.7)	0.6	-0.1pt
JPY Impact on Rev./Exp.	1.2	(0.3)	0.9	+0.1pt
Other incl. GBP, WON, and other currencies and Hedging	1.5	(0.1)	1.4	+0.2pt
Total FX	6.0	(3.1)	2.9	+0.2pt
Activity / Cost Control / Other	8.7	(0.5)	8.2	+1.0pt
Delta: Reported vs guidances	14.7	(3.6)	11.1	+1.2pt
3Q14 Reported	579.7	(407.6)	172.1	29.7%
Growth YoY	+16.9%	+20.2%	+9.6%	-1.9pt
3Q13 Reported	496.1	(339.1)	157.0	31.6%

Estimated FX impact on 3Q14 Op. Results

Non-IFRS

€ millions QTD	Total Revenue	Operating Expenses	Operating Income	Operating Margin
3Q14 Reported	579.7	(407.6)	172.1	29.7%
3Q13 Reported	496.1	(339.1)	157.0	31.6%
<i>Growth as reported</i>	<i>+16.9%</i>	<i>+20.2%</i>	<i>+9.6%</i>	<i>-1.9 pt</i>
Impact of Actual Currency Rates				
USD impact	-	-	-	
JPY impact (Not hedged)	(2.9)	0.8	(2.1)	
Other currencies impact and Hedging	(7.0)	1.8	(5.2)	
Total FX Impact adjustment	(9.9)	2.6	(7.3)	
3Q13 @ 3Q14 rates	486.2	(336.5)	149.7	30.8%
<i>Growth exFX</i>	<i>+19%</i>	<i>+21%</i>	<i>+15%</i>	<i>-1.1 pt</i>

Estimated FX impact on YTD14 Op. Results

Non-IFRS

€ millions FY	Total Revenue	Operating Expenses	Operating Income	Operating Margin
FY2014 Reported	1,652.6	(1,178.8)	473.8	28.7%
FY2013 Reported	1,506.8	(1,051.4)	455.4	30.2%
<i>Growth as reported</i>	<i>+9.7%</i>	<i>+12.1%</i>	<i>+4.0%</i>	<i>-1.5 pt</i>
Impact of Actual Currency Rates				
USD impact	(13.7)	9.8	(3.9)	
JPY impact (Not hedged)	(18.1)	4.6	(13.5)	
Other currencies impact and Hedging	(28.4)	11.6	(16.8)	
Total FX Impact adjustment	(60.2)	26.0	(34.2)	
FY2013 @ FY2014 rates	1,446.6	(1,025.4)	421.2	29.1%
<i>Growth exFX</i>	<i>+14%</i>	<i>+15%</i>	<i>+12%</i>	<i>-0.4 pt</i>

Balance Sheet

IFRS

(in millions of €)	End of Sep-14	End of Jun-14	Variation Sep-14 / Jun-14	End of Dec-13	Variation Sep-14 / Dec-13
Cash and cash equivalents	1,103.9	1,253.5	-149.6	1,737.9	-634.0
Short-term investments	67.4	93.0	-25.6	65.8	+1.6
Accounts receivable, net	415.3	454.9	-39.6	472.6	-57.3
Other current assets	211.2	170.0	+41.2	143.7	+67.5
Total current assets	1,797.8	1,971.4	-173.6	2,420.0	-622.2
Property and equipment, net	128.9	112.3	+16.6	100.4	+28.5
Goodwill and Intangible assets, net	2,672.9	2,256.1	+416.8	1,531.7	+1,141.2
Other non current assets	154.5	153.3	+1.2	135.8	+18.7
Total Assets	4,754.1	4,493.1	+261.0	4,187.9	+566.2
Accounts payable	104.5	108.9	-4.4	85.0	+19.5
Unearned revenue	594.2	625.0	-30.8	489.0	+105.2
Short-term debt	21.0	20.9	+0.1	20.0	+1.0
Other current liabilities	332.5	284.2	+48.3	294.3	+38.2
Total current liabilities	1,052.2	1,039.0	+13.2	888.3	+163.9
Long-term debt	350.0	350.0	0.0	360.0	-10.0
Other non current obligations	520.2	454.2	+66.0	315.5	+204.7
Total long-term liabilities	870.2	804.2	+66.0	675.5	+194.7
Non-controlling interest	26.8	28.9	-2.1	13.6	+13.2
Parent Shareholders' equity	2,804.9	2,621.0	+183.9	2,610.5	+194.4
Total Liabilities and Shareholders' Equity	4,754.1	4,493.1	+261.0	4,187.9	+566.2

Trade Accounts Receivable / DSO

IFRS



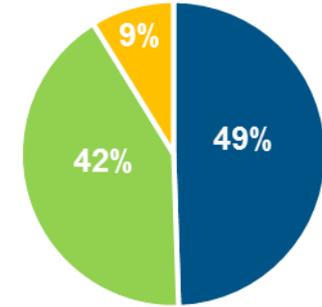
Consolidated Statement of Cash Flows

(in millions of €)	3Q14	3Q13	Variation	YTD14	YTD13	Variation
Net income attributable to equity holders of the parent	71.5	89.5	-18.0	191.9	244.2	-52.3
Non-controlling interest	0.1	0.4	-0.3	0.2	2.1	-1.9
Net income	71.6	89.9	-18.3	192.1	246.3	-54.2
Depreciation of property & equipment	9.4	8.6	0.8	26.5	25.7	0.8
Amortization of intangible assets	34.7	28.7	6.0	97.6	80.7	16.9
Other non cash P&L items	-7.9	8.6	-16.5	2.5	16.0	-13.5
Changes in working capital	-17.7	-60.7	43.0	126.0	59.7	66.3
Net Cash Provided by (Used in) Operating Activities (I)	90.1	75.1	15.0	444.7	428.4	16.3
Additions to property, equipment and intangibles	-13.1	-7.9	-5.2	-27.2	-31.1	3.9
Payment for acquisition of businesses, net of cash acquired	-277.7	-182.7	-95.0	-935.0	-209.1	-725.9
Sale (Purchase) of short-term investments, net	28.6	5.6	23.0	2.0	-6.7	8.7
Sales of investments, loans and others	5.8	-1.2	7.0	-1.0	0.9	-1.9
Net Cash Provided by (Used in) Investing Activities (II)	-256.4	-186.2	-70.2	-961.2	-246.0	-715.2
Proceeds (Repayment) of short term and long term debt	-	-0.7	0.7	-10.3	337.8	-348.1
(Purchase) Sale of treasury stock	-21.3	-	-21.3	-151.3	-	-151.3
Proceeds from exercise of stock-options	13.7	8.5	5.2	48.3	30.1	18.2
Cash dividend paid	-3.5	-3.2	-0.3	-35.8	-34.8	-1.0
Net Cash Provided by (Used in) Financing Activities (III)	-11.1	4.6	-15.7	-149.1	333.1	-482.2
Effect of exchange rate changes on cash and cash equivalents (IV)	27.8	-20.1	47.9	31.6	-22.7	54.3
Increase (Decrease) in Cash (V) = (I)+(II)+(III)+(IV)	-149.6	-126.6	-23.0	-634.0	492.8	-1,126.8
Cash and cash equivalents at Beginning of Period	1,253.5	1,778.7		1,737.9	1,159.3	
Cash and cash equivalents at End of Period	1,103.9	1,652.1		1,103.9	1,652.1	
Cash and cash equivalents variation	-149.6	-126.6		-634.0	492.8	

Headcount by destination

Closing H/C – September 2014

At Closing - TOTAL					
	Sep-14	Sep-13	% growth	Jun-14	% growth
M&S + COR Ser	6,499	5,069	+28%	5,894	+10%
R&D + COR SW	5,476	4,752	+15%	5,140	+7%
G&A	1,158	892	+30%	1,122	+3%
Total	13,133	10,713	+23%	12,156	+8%



- M&S + COR Ser
- R&D + COR SW
- G&A

IFRS 2014 Objectives

Accounting elements not included in the non-IFRS 2014 Objectives

- FY 2014 estimated **deferred revenue** write-down of **~€52m**
- FY 2014 estimated **share-based compensation** expenses: **~€41m**
- FY 2014 estimated **amortization of acquired intangibles**: **~€129m**
- The above objectives do not include any impact from other operating income and expense, net principally comprised of acquisition, integration and restructuring expenses.
- These estimates do not include any new stock option or share grants, or any new acquisitions or restructurings completed after October 23, 2014.

