

3DEXPERIENCE

Dassault Systèmes Presentation

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. If global economic and business conditions continue to be volatile or deteriorate, the Company's business results may not develop as currently anticipated and may decline below their earlier levels for an extended period of time. Furthermore, due to factors affecting sales of the Company's products and services, there may be a substantial time lag between any change in global economic and business conditions and its impact on 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\$1.40 per €1.00 and US\$1.38 per €1.00 as well as an average Japanese yen to euro exchange rate of JPY125 to €1.00 and JPY124 to €1.00 for the 2013 second quarter and full year, respectively; 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 2012 Document de Référence, filed with the French Autorité des Marchés Financiers (AMF) on April 3, 2013, and also available on the Company's website www.3ds.com.

Forward Looking 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, 2012 included in the Company's 2012 Document de Référence filed with the AMF on April 3, 2013.

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, stock-based compensation expense, the expenses for the amortization of acquired intangible assets, other 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. 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.

Agenda

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Strategy

2

Multi-Year Growth Plan

3

Q1 13 Financial Review - Q2 & FY13 Financial Objectives

4

Apriso Acquisition

Dassault Systèmes at a Glance

- ▶ At the heart of **product innovation** in **12 industries**
- ▶ Targeting **~\$32bn market**
- ▶ **~170,000** customers, with **+20,000** in 2012
- ▶ Dynamic **eco-system** (software, sales, research, education)
- ▶ Serving **~140 countries**
- ▶ 2002-12 average **revenue** growth up **~14% ***
- ▶ 2002-12 average **headcount** growth up **~ 10%**
- ▶ **Long-term strategy** – Investments in **R&D** (~4,500 engineers) – Stable **shareholders**

* Non-IFRS, in USD

Opening a New Horizon with 3DEXPERIENCE

\$32 bn

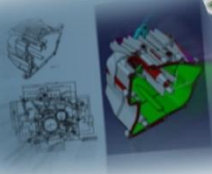
\$16 bn

\$8 bn

\$4 bn



3DEXPERIENCE



3D Design

V3



3D DMU
Digital Mock-up

V4



3D PLM
Product Lifecycle
Management

V5

V6

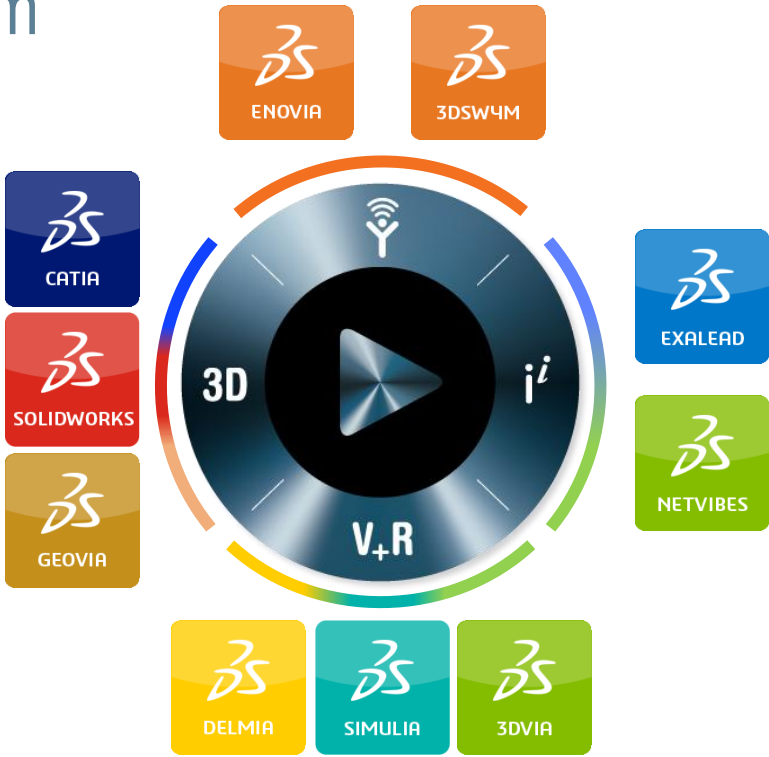


IF WE ask the right questions
we can change the world.

Our 3DEXPERIENCE Platform

Our 3DEXPERIENCE
PLATFORM

Powers
our Brands



Industry Solution Experiences Energy, Process & Utilities (EPU) Example





What Does EPU Value the Most?

**CONSUMER
VALUE**

Sustainable Energy

Affordable Energy

Zero Accident

Smart Supply & Demand

**Operations & Maintenance
Cost Reduction**

**Sustainability of Long-Term
Infrastructure Projects**

**Globalization & Integrated
Value Chain**

Bid to Win Ratio

100% Compliancy

**COMPANY
VALUE**





EPU Video

IFWE Compass | China Nuclear Energy Network

Home | Qingshan Project | Qingshan Engineering | Qingshan Procurement | Qingshan Construction

ENOV8 - Metric Reader - Qingshan Project Status

Power Plant : Status Report

Tasks

Complete: 20%
Review: 20%
Assign: 30%
Active: 30%

Pending (date)
Delayed
In Time

Deliverables

Complete: 10%
Review: 10%
Assign: 25%
Active: 55%

Pending (date)
Delayed
In Time

Issues

Complete: 40%
Review: 30%
Assign: 20%
Active: 10%

Pending (date)
Delayed
In Time

3DSWM - Feed Reader - Content Picker List

On site visit of Stepha...

Qingshan Nuclear Projec...

Issue on Sitean Genera...

The first storm fighter R...

Charulanz27q Qingshan ...

Power Plant Piping Ge...

2012 Top10 News in C...

ENOV8 - Project Reader - Qingshan Project Work Breakdown Structure

Power Plant : Structure WBS

Actions - Edition - Typal - Tâche

Nom	Type	Etat	%	Progress	Durée	Date de début	Date de fin	Durée	Date de début	Date de fin	Propriétaire	Fonction pour proj
Power Plant	Equipement de projet	Actif	12.67	<input type="text" value="17100"/>	Jours	14 janv. 2007	2 août 2013	0.0	4 fév. 2003		Manager_EPC_Project	
Procurement	Procurement Project	Actif	0.0	<input type="text" value="1350"/>	Jours	30 mars 2012	4 oct. 2012	0.0	26 mars 2013		Manager_EPC_Project	
Engineering	Engineering Project	Actif	18.66	<input type="text" value="4500"/>	Jours	13 nov. 2011	2 août 2013	0.0	4 fév. 2003		Manager_EPC_Project	
Commissioning	Commissioning Project	Actif	0.0	<input type="text" value="13200"/>	Jours	27 fév. 2012	10 août 2012	0.0	20 mars 2013		Manager_EPC_Project	version V60 2014

CHIDI Adopts 3DEXPERIENCE Platform



成都勘测设计研究院
CHENGDU ENGINEERING CORPORATION



CHIDI

Leading engineering procurement & construction company in Hydro Power in China

Business Values

- Deliver turnkey plants **on-time** and **on-budget**
- Collaboration between **20 departments** for over **100 projects**
- Targeting 3,000-4,000 users

Solution

- **Optimized Plant Construction Industry Solution Experience**
- **3DEXPERIENCE Platform** with **CATIA, ENOVIA, SIMULIA, 3DVIA, EXALEAD** Apps



IF WE ask the right questions
we can change the world.

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Multi-Year Growth Plan

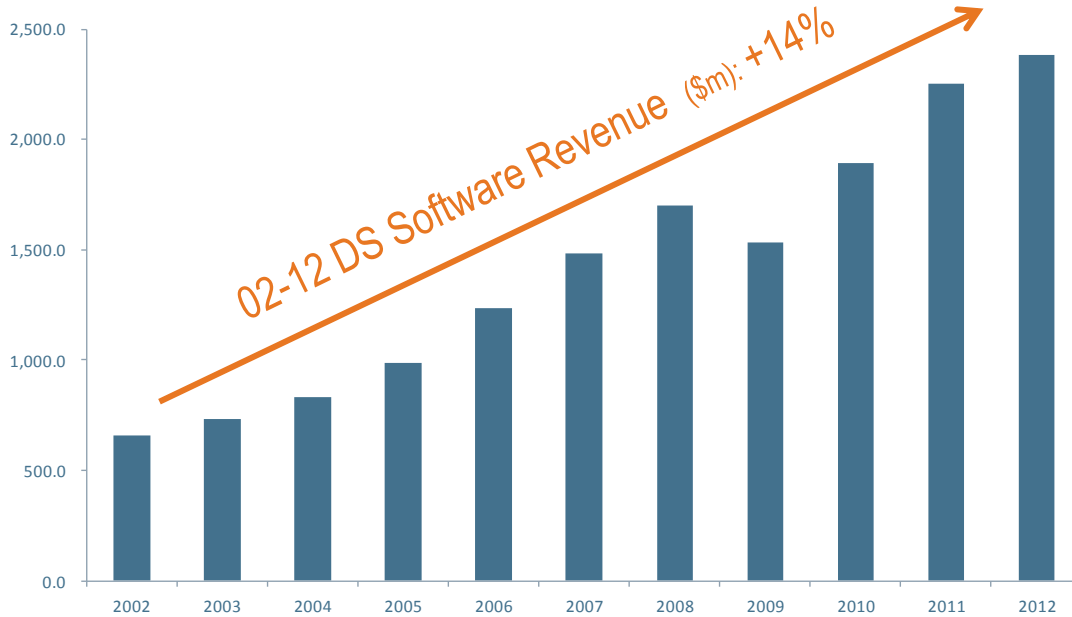
3

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Apriso Acquisition

Revenue Growth 2002-2012 non-IFRS



		CAGR 02-12
In \$	Software Revenue	14%
	CATIA	11%
	ENOVIA	19%
	Other PLM	23%
	SolidWorks	14%

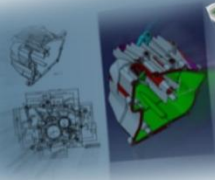
Opening a New Horizon with 3DEXPERIENCE

\$32 bn

\$16 bn

\$8 bn

\$4 bn



3D
Design

V3



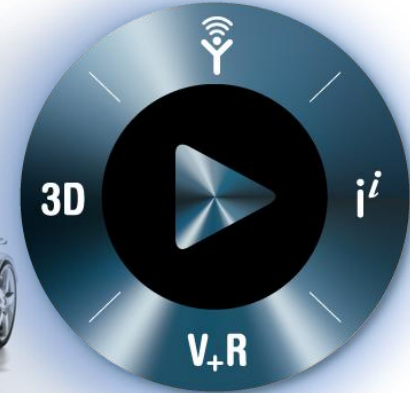
3D DMU
Digital Mock-up

V4



3D PLM
Product Lifecycle
Management

V5



3DEXPERIENCE

V6

Growth Strategy

Thanks to

- ▶ **Double** potential addressable market from **\$16B** to **\$32B**
- ▶ Continue to **gain market share**

3DEXPERIENCE Platform

Industry Solution Experiences



Growth Strategy: Social & Collaborative apps

Connect the dots within and outside the company

- ▶ Expand to **new collaborative professional users** with **structured applications**
 - ▶ **5-10 X** design users



O'STIN Adopts 3DEXPERIENCE Platform



O'STIN

Largest Russian apparel retailer in terms of turnover with offices in Russia, Kazakhstan, Ukraine and China

Business Values

- Improve **efficiency** of product development processes and **cross-functional collaboration**
- Adopt **industry best practices**

Solution

- **3DEXPERIENCE** Platform to support O'STIN's rapid growth
- Provides **unified environment** for design, sourcing and supply chain

Growth Strategy: 3D Modeling apps

Deliver with 3D a complete workflow from imagination to 3DEXPERIENCE

- ▶ **Expand 3D modeling users**
 - ▷ 37% of 3D potential market (5.5 m engineers) are 3D users → 52%* end of 2019
- ▶ **Expand with specialized applications**
 - ▷ Accelerate customers' deployment and maximize productivity gains



* Assumption: number of users migrating from 2D to 3D increases by 6% per year & market growth by 1.5% per year

JAGUAR LAND ROVER Adopts 3DEXPERIENCE Platform



JAGUAR

Leading premium global automotive OEM

Business Values

- Efficiently develop and create vehicles that **exceed customers' expectations** in every respect
- Deliver the **highest standards of quality**
- Reduce **development time**

Solution

- **3DEXPERIENCE** Platform
- Full range of DS Apps including **CATIA, DELMIA, SIMULIA, 3DVIA and ENOVIA** with requirements for smart products

Growth Strategy: Simulation apps

Improve real world understanding as we experience it

- ▶ Serve **manufacturing engineers** in all industries
- ▶ Expand to **shop floor workers & quality engineers**
 - ▷ **10x** the number of manufacturing engineers
- ▶ Expand **simulation users**
 - ▷ Replace heterogeneous and homegrown fragmented customers' solutions
 - ▷ Develop simulation beyond product to nature and life



Mazda Adopts SIMULIA



Mazda Balances Performance and Weight In a Steel Car Body

Insight streamlines and automates complex CAE optimization study



The Mazda CX-5 was the focus of a reduction design optimization investigation.

MAZDA

Leading automotive company headquartered in Japan

Business Values

- Balance **performance** and **weight** in a steel car body
- Increase **quality** with **optimized design**: parts with low contribution to performance made thinner; those with strong contribution became thicker

Solution

- **SIMULIA** Apps

Growth Strategy: Information Intelligence apps

Reveal Information Intelligence

- ▶ Expand with **Data as a Service**
 - ▷ Extract information intelligence from big data
 - ▷ E-business, bio intelligence ...
- ▶ Expand with **analytics and search-based applications**
 - ▷ Extract information intelligence with focused applications in a very simple manner and without data warehouse



NOKIA Adopts 3DEXPERIENCE Platform



NOKIA

Leading High Tech Company headquartered in Finland

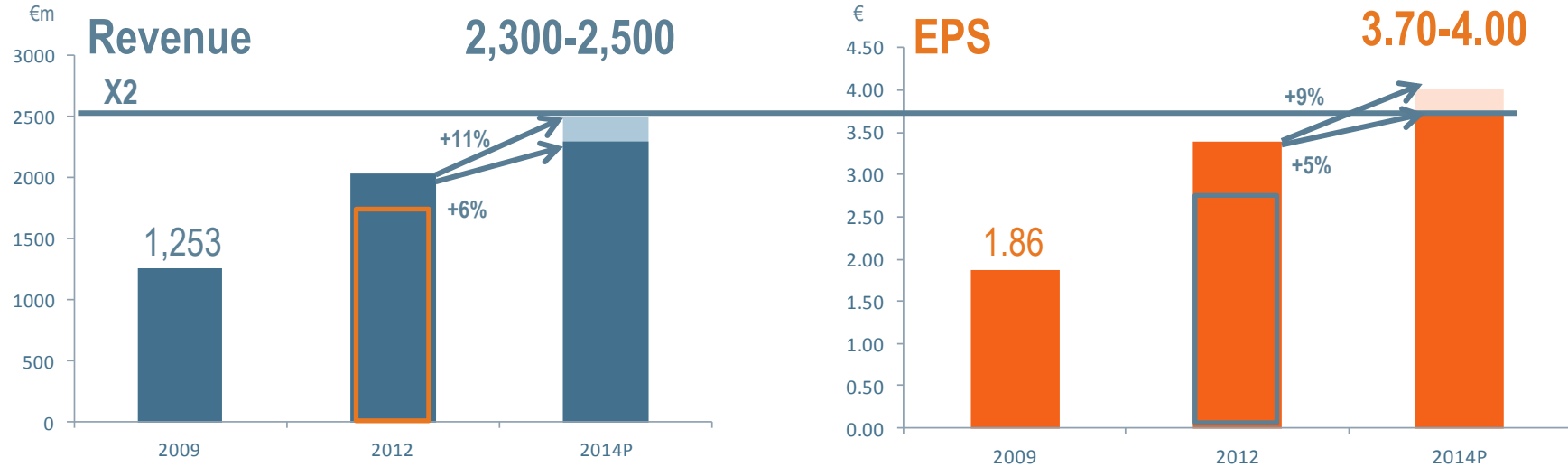
Business Values

- Improve **collaboration**, internally and externally
- Protect **intellectual property**

Solution

- **3DEXPERIENCE** Platform
- **CATIA, DELMIA, ENOVIA** Apps
- **EXALEAD** for Information Intelligence

On-track to Achieve 2009-2014 Plan



On-track to achieve 2009-2014 objective to **more than double EPS** with the assumption of an **unchanged economic environment for the remaining period**

□ Implied objective with 09-14 CAGR

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Q1 2013 Highlights

- ▶ Delivering **in-line Q1** results
- ▶ Focusing on expanding **market size** and accelerating **3DEXPERIENCE strategy roll-out**
- ▶ Customers seeing clearly **3DEXPERIENCE business value**
- ▶ Announcing **Archividéo** and **FE-DESIGN** acquisitions
- ▶ Reconfirming **FY13 objectives**

Q1 2013 Performance Non-IFRS*

- ▶ **Soft market environment** in Q1
- ▶ Delivering **solid financial performance** in this context

€ millions	Q1 13
Revenue	488.8
Growth	+6%
Growth ex FX	+7%
Software Growth ex FX	+8%
Operating Margin	29.0%
EPS (€)	0.78
EPS Growth	+10%

* For a reconciliation to IFRS financial information, please refer to the tables in the Appendix.

Revenue by Region Non-IFRS*

- ▶ Double-digit software revenue growth in the **Americas**
- ▶ Strong growth in the **UK**
- ▶ Outstanding performance in **India**

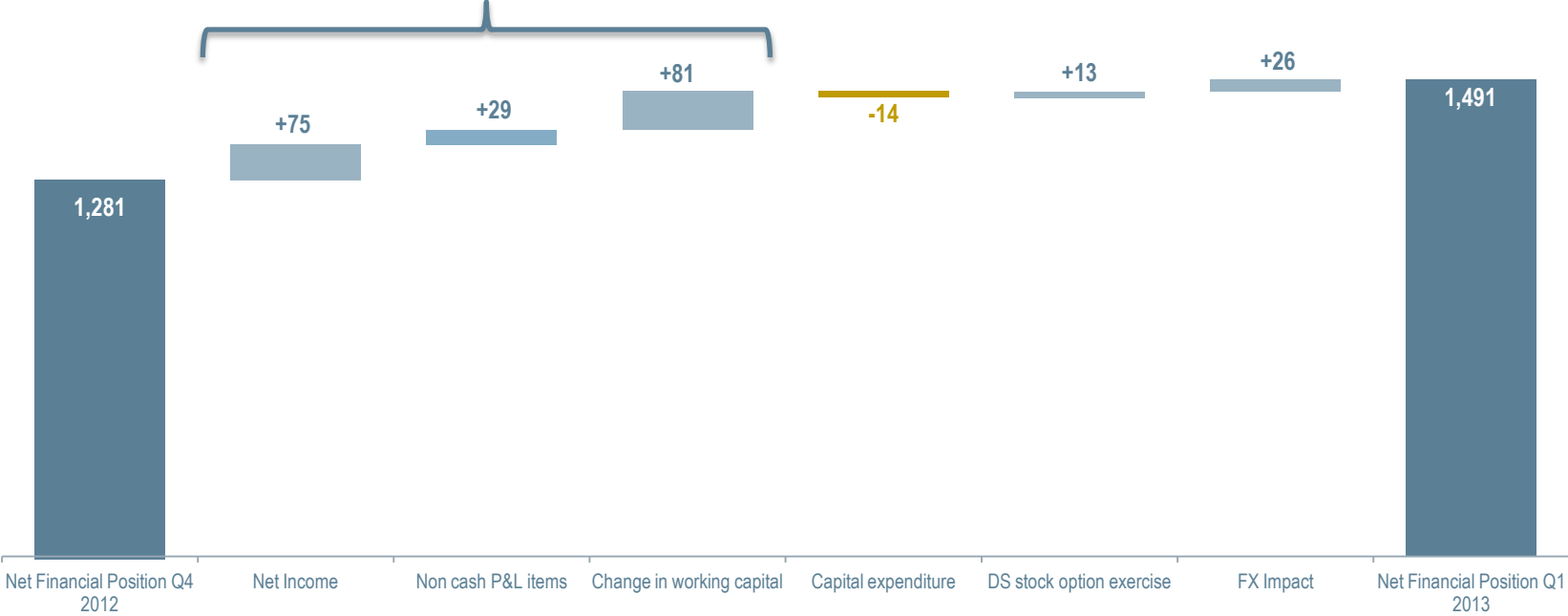
Revenue Growth ex FX by Region

	Q1 13
Americas	+7%
Europe	+6%
Asia	+8%
Total Revenue	+7%

* For a reconciliation to IFRS financial information, please refer to the tables in the appendix

Change in Net Financial Position

Operating cash flow: +€185M, compared to +€166M in Q1 2012



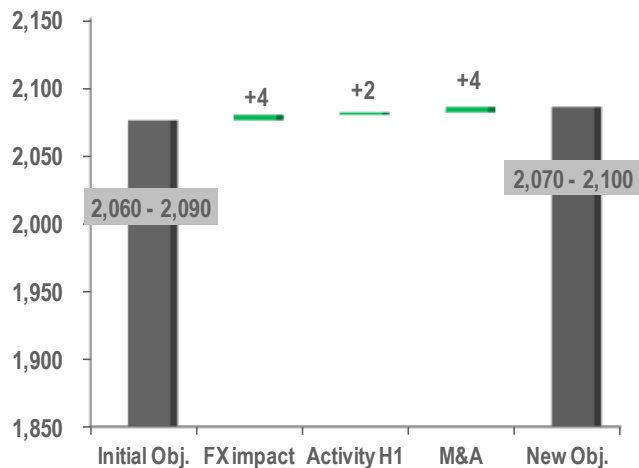
Note: Net financial position is defined as Cash and Cash Equivalents + Short Term Investments – Long-term debt

Reconfirming FY 2013 Financial Objectives

- ▶ **Q2 2013:**
 - ▷ Expecting **positive** growth on **new licenses** revenue
 - ▷ Anticipating **recurring** revenue at a more normalized growth rate of **~+9%** ex FX
 - slippage of maintenance renewal purchase orders last year from **Q1** to **Q2**
- ▶ **FY 2013: Reconfirming full year objectives**
- ▶ **Updating JPY rate assumptions for the 3 remaining quarters**
 - ▷ From JPY120 per €1.00 to JPY125 → FY13: JPY124 per €1.00

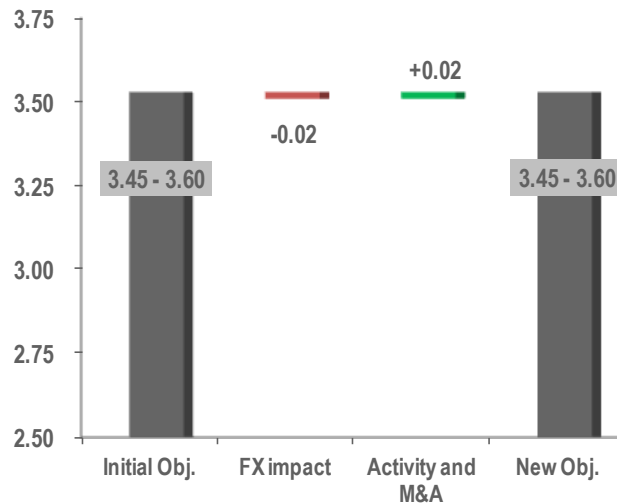
Objectives change: from February to April Non-IFRS

Revenue (€m)



Mid-range	2,075	2,085
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EPS (€)



Mid-range	3.53	3.53
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Ex FX Growth +5-7%

+6-7%

Growth +2-7%

+2-7%

Proposed Objectives Non-IFRS

€ millions	2Q 2013	FY 2013
Revenue	~515	2,070-2,100
Growth	+2%	+1-3%
Growth ex FX	~+7%	+6-7%
Operating Margin	~29%	~32%
EPS (€)	~0.80	3.45-3.60
EPS Growth	~+5%	+2-7%
€/\$ rates	1.40	1.38
€/¥ rates (before hedging)	125	124

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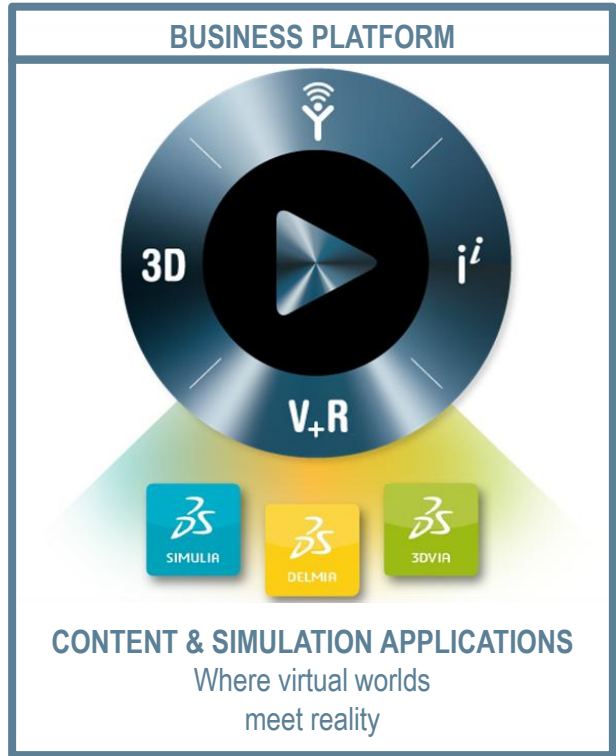
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Apriso Acquisition

Extending to Manufacturing Operations Management



OPERATIONS

Expanding Addressable Market by ~\$1bn



SIMULATION

MODELING

Apriso Company Profile



Software provider for **Manufacturing Operations Management**

- ▶ FY12 revenue: ~ **US\$ 50m**
- ▶ Revenue breakdown: 65% Software, 35% Services
- ▶ 2008-2012 average revenue growth: above **+15%**
- ▶ Privately held company
- ▶ Headquartered in Long Beach, California, USA
- ▶ ~ **280** employees

World-class Customer Base across Multiple Industries

L'ORÉAL



LUXOTICA



Valeo

SAINT-GOBAIN



LINCOLN ELECTRIC



BAKER HUGHES

Johnson & Johnson

TRIXELL

HITACHI

Panasonic

Why Customers Chose Apriso?

- ▶ **Flexibility** to quickly adapt to market changes while driving best-in-class manufacturing
- ▶ **Standardization** across multiple factories to establish best practices
- ▶ **Operations monitoring** in real time to synchronize product releases across all manufacturing operations

Apriso Acquisition

- ▶ Closing planned early **July 2013**
- ▶ Price: **approximately US\$ 205 million** (enterprise value) in cash
- ▶ Apriso financials to be included in FY13 guidance in **Q2 2013** earnings announcement
- ▶ Immediately **accretive** to **non-IFRS earnings**
- ▶ **Slightly dilutive** impact on non-IFRS **operating margin** (less than 50 basis points over 12 months)

Apriso Video



