



3DEXPERIENCE®

Dassault Systèmes

Exane Tech Tour

Olivier Ribet - Executive VP EMEAR
Investor Relations team

Thursday, March 5, 2020

Agenda

Looking Back at 2012: Introducing 3DEXPERIENCE

2019 Performance

2020-2030: Preparing the Future

3DEXPERIENCE Introduction

February 2012



Dassault Systèmes Opens New Horizons with 3D Experience New 3D Experience Platform to Help Industry Leaders Create Consumer Experiences

Paris, France, February 9, 2012 — Dassault Systèmes (Euronext Paris: #13065, DSY.PA), world leader in 3D design software, 3D Digital Mock Up and Product Lifecycle Management (PLM) solutions, today announced the pursuit of a new strategy based on a 3D Experience platform that will change the way industry leaders and marketers create value for their end consumers. The 3D Experience platform transforms the way “innovators will innovate with consumers” by connecting designers, engineers, marketing managers and even consumers, in a new ‘social enterprise’.

“We have evolved the V6 platform with our customers over the last few years. The addition of intelligent information search-based technologies, social innovation capabilities and realistic 3D virtual experiences made us ready to pioneer a new technological wave: a 3D Experience platform to serve the social enterprise of the 21st century,” said Bernard Charès, President and CEO, Dassault Systèmes. “I am convinced that within this century, people will invent and innovate more than ever before. We must provide businesses and people with holistic 3D experiences to imagine sustainable innovations capable of harmonizing products, nature and life.”

3D Experiences are a catalyst for innovation, enabling any enterprise stakeholder to participate in the innovation process, contributing to drive value for the end consumer.

“The way enterprises work internally and externally will change significantly in the next coming decades,” said Monica Menghini recently appointed Executive Vice President, Industry, Marketing and Corporate Communications. “Therefore, our objective is to provide our clients with a powerful platform, which uses the universal language of 3D and the Web as the user interface, to help them to connect the dots for a game-changing increase in end-user value.”

“3D virtual store applications, 3D visual logistics applications, as well as easy and real-time-connected business dashboarding have already changed the way companies operate. With the launch of our 3DSwM brand, the acquisition of Internet companies such as Exealed and Netvibes (announced today), we are further reinforcing the Social Business Apps which are part of our 3D Experience platform,” said Bernard Charès.

“Are customers in the business of PDM or CAD or process management? No. Our customers are looking to design the safest, greenest and smartest vehicle, but also how to create the desired, valuable customer experience suiting each market need,” continued Monica Menghini. “We want to help them move from vehicle attributes to vehicle experience. We are looking at the world through their eyes. The 3D Experience platform will help them create winning consumer experiences.”

3DEXPERIENCE Platform

- ✓ Enabling any enterprise stakeholder to participate in the innovation process, contributing to drive value for the end consumer

Industry Renaissance

- ✓ Helping industry leaders create consumer experiences

Purpose-driven

- ✓ Providing businesses and people with holistic 3D experiences to imagine sustainable innovations capable of harmonizing products, nature and life



Our Purpose

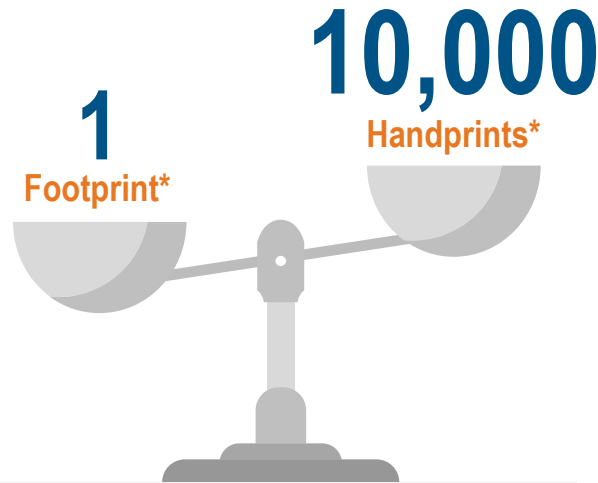
“

Dassault Systèmes provides business & people with **3DEXPERIENCE** universes to imagine sustainable innovations capable of harmonizing product, nature and life.

”



A Purpose-driven Company | Handprint Leverage



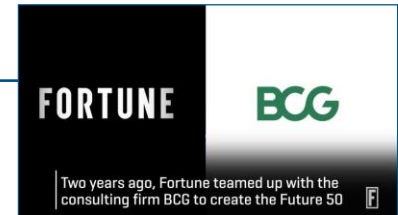
“Dassault Systèmes can enable sectors such as the global automotive sector to **create handprints** which are on the order of **10,000 times greater** than its own **footprint**. Clearly, this is where its sustainability efforts should rightly be focused, for the good of humanity and the planet”.

http://hwpi.harvard.edu/files/chge/files/handprints_of_product_innovation.pdf

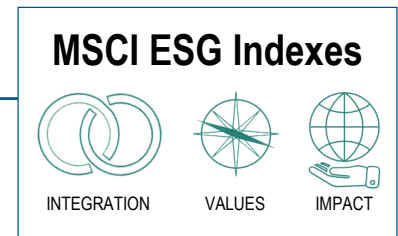
#1 in 2018
Top 100
Most Sustainable Corporations



#2 in 2019
Top 10
Fortune Future 50



Rating Upgrade to
AA
MSCI ESG Index





Our Clients: Industry Leaders at the Heart of Innovation

	Transportation & Mobility	RENAULT Passion for life	PSA GROUPE	LAND ROVER	JAGUAR	TESLA	TOYOTA	GAC	SCANIA
	Aerospace	BOEING	AIRBUS	LOCKHEED MARTIN	DASSAULT AVIATION	Bell Helicopter	SAFRAN	JOBY AVIATION	
	Industrial Equipment	LLARS	DOOSAN	KÄRCHER	Valmet FORWARD	MASCHIO GASPARDO	SCOSAN HEAVY INDUSTRIES	ABB	
	Business Services	Allianz	BNP PARIBAS SECURITIES SERVICES	LA POSTE MOBILE	consip	ABBA Lab	lalux ⁺ ASSURANCES	LEWIS	
	High-Tech	ERICSSON	Miele	LG	BOSCH	FUJITSU	SAMSUNG	BROADCOM	
	Home & Lifestyle	LUXOTICA	PANDORA	ECCO	GEBERIT	Nowy Styl Group	ARC	TREK	
	Consumer Packaged Goods - Retail	P&G	Unilever	L'ORÉAL PARIS	amcor	Intermarché	JUMBO		
	Marine & Offshore	MEYER WERFT ESTABLISHED 1795	NAOS LUXURY CRYSTAL MANUFACTURER	Sunreef Yachts LUXURY CRYSTAL MANUFACTURER	NAVAL GROUP	CSSC	DAMEN		
	Energy & Materials	edf	ROSATOM	ExxonMobil	Chevron	posco	BHP		
	Construction, Cities & Territories	KOUYOUKEI CONSTRUCTION	Smart Nation SINGAPORE	METROPOLE Rennes	CHINA RAILWAY DESIGN CORPORATION	MCG McGrath	CO	KENGO KUMA AND ASSOCIATES 隈研吾建築都市設計事務所	
	Life Sciences	Jaff	Medtronic	B BRAUN	AMGEN	SANOFI	Pierre Fabre	REGENERON	

Agenda

Looking Back at 2012: Introducing **3DEXPERIENCE**

2019 Performance

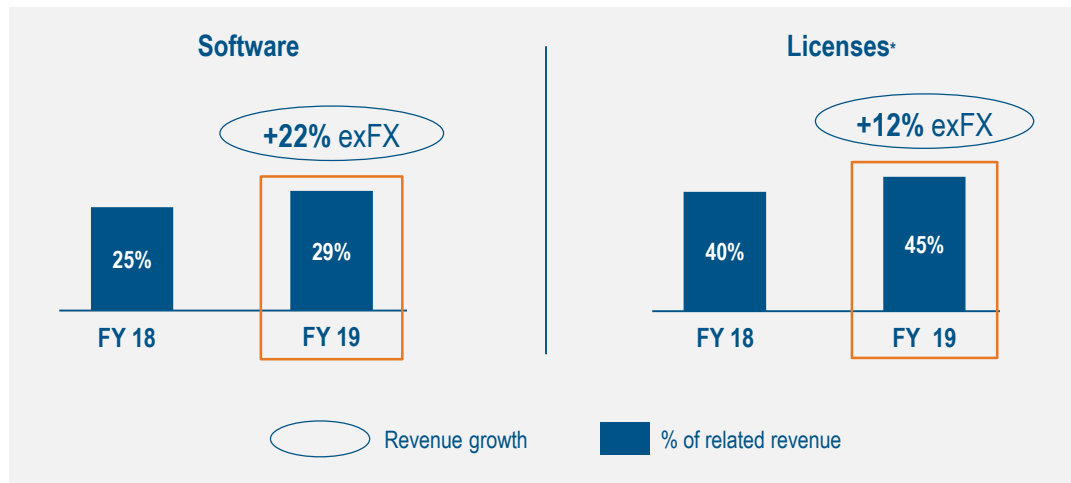
2020-2030: Preparing the Future

3DEXPERIENCE | 2019 Performance Non-IFRS



3DEXPERIENCE®

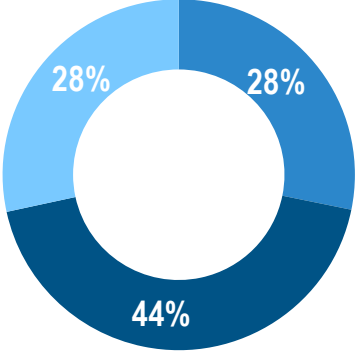
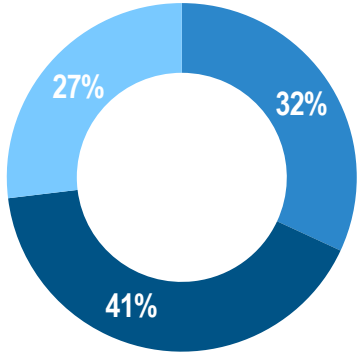
3DEXPERIENCE***
FY



Regions | 2019 Performance Non-IFRS

Software Revenue FY 19	Growth	Growth exFX
Americas	+30.7%	+24%
Europe	+9.6%	+9%
Asia	+9.5%	+7%
Software Revenue	+15.5%	+13%

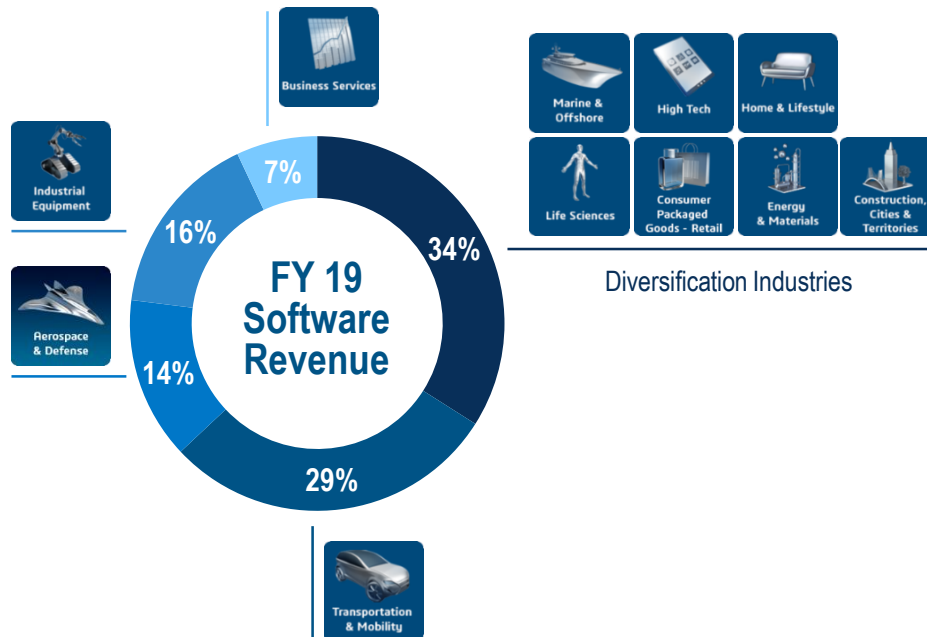
YTD 19 **YTD 18**



- Americas
- Europe
- Asia

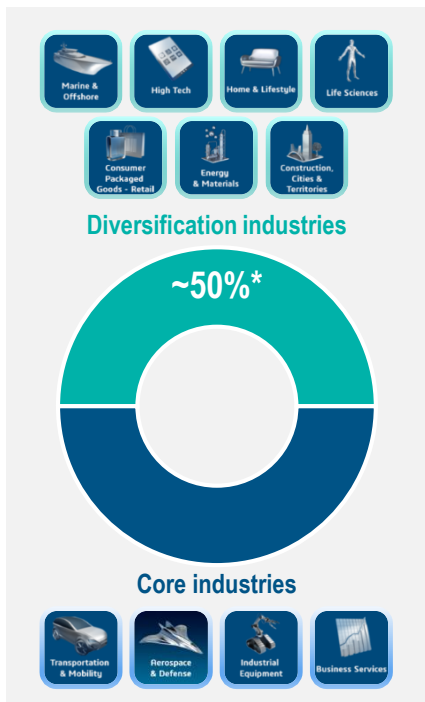
Industries | 2019 Performance Non-IFRS

Double-digit software revenue growth exFX:

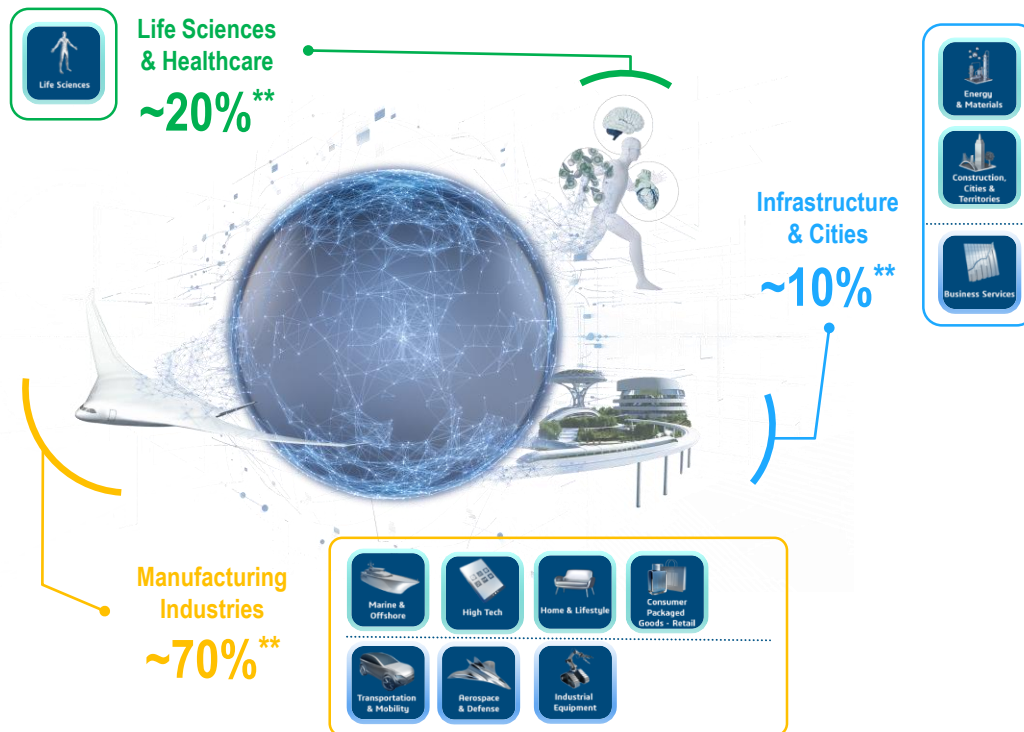


Dassault Systèmes Footprint

BEFORE



STARTING FROM 2020



* Approximate % of non-IFRS 2019 software revenue on a like-for-like basis (as if Meditata were consolidated in 2019 3DS figures)

** Approximate % of non-IFRS 2019 total revenue on a like-for-like basis (as if Meditata were consolidated in 2019 3DS figures)



PSA

To Further Deploy 3DEXPERIENCE



Leading car manufacturer and a provider of mobility solutions



Business Values:

3DEXPERIENCE platform successfully deployed

- ▶ Several **thousands of users**, including **2,000 users** in less than 1 year in 2018 at **OPEL**
- ▶ **Further deployments** to enlarge the scope of this transformation in areas such as **manufacturing**

First and only software provider recognized as Groupe PSA's preferred digital partner

Focus toward **greener**, more **electrified**, **autonomous** and **regulated mobility** → new ways to invent, develop, test, make and deliver innovative customer experiences

Solution:

3DEXPERIENCE Platform with multiple Industry Solution Experiences to offer a **holistic approach** that will enable every organization in the group to support the value creation process



Airbus

Adopts 3DEXPERIENCE Platform

AIRBUS

Airbus is an international pioneer in the aerospace industry - Leader in designing, manufacturing and delivering aerospace products, services and solutions to customers on a global scale – Aiming for a better-connected, safer and more prosperous world.



Business Values:

Airbus embarks on its **Global Digital Enterprise Transformation Program** with Dassault Systèmes

- ▶ Streamlining **digital aircraft design and development, manufacturing, services and support** with the 3DEXPERIENCE platform
- ▶ Roadmap for 3DEXPERIENCE deployment: **2019-2021**

Dassault Systèmes reaffirms its position as the **preferred technological partner** to the aerospace and defense industry, from large OEMs to small suppliers

Solution:

3DEXPERIENCE Platform with Program Excellence, Winning Concept, Co-Design to Target and Ready for Rate Industry Solution Experiences



L'Occitane Adopts 3DEXPERIENCE

L'OCCITANE
EN PROVENCE

Leading Health and Beauty Company



Business Values:

Laboratoires M&L, the **manufacturing division of L'Occitane Group**, needed to improve production planning flexibility to **deal with the fluctuations in natural raw materials** and to deliver its products **on time**

- ▶ **Optimizing global production and logistics operations** from raw material reception, weighing, production, packaging, and storage
- ▶ **Anticipating early**, issues that can adversely affect the quality and delivery of its products to market
- ▶ **Reducing the rate of non-quality and waste by 50%**

Solution:

3DEXPERIENCE Platform with **Perfect Production** Industry Solution Experience leveraging **DELMIA Apriso** applications



EDF Expands Adoption of 3DEXPERIENCE platform



A global leader in low-carbon energy, the EDF Group covers every sector of expertise, from generation to trading and transmission grids.

166,000 employees, revenue of €69 billion in 2018

Business Values:

- ▶ Transform nuclear engineering business for **better operational efficiency (+30%)**
- ▶ **Control costs:** quality, supply chain, construction
- ▶ **Deliver a virtual twin** of their real nuclear power plant
- ▶ **Improve certification process**

Solution:

3DEXPERIENCE Platform with
**Capital Facilities Information
Excellence** Industry solution
Experience





B. Braun Adopts 3DEXPERIENCE



World's leading manufacturer of medical devices and pharmaceutical products and services
64,000 employees in 64 countries, revenue of €7bn in 2018

Business Values:

Bringing innovative medical devices **faster to patients and physicians** while **reducing cost**

- ▶ Improving **innovation, efficiency, quality** and **collaboration** in their supply chain
- ▶ Securing **regulatory compliance** to existing and new regulations worldwide
- ▶ Enabling **digital continuity** between PLM, ERP and CRM
- ▶ Progressive ramp-up to **13,000 users**

Solution:

3DEXPERIENCE Platform with
License to Cure Industry
Solution Experience
TECHNIA system integrators
worldwide





Medidata Acquisition

Pushing the Bounds of Possibilities in 21st Century Healthcare



Poised to lead the digital transformation of Life Sciences in the age of precision medicine and patient-centric experience



Unique Integrated Business and Scientific Platform

Made to Cure

Accelerate market launch and maximize return on investment



Launched to Cure



Manufacturing

License to Cure

Accelerate therapeutic development, approval, manufacturing, and supply, in a global landscape



Commercialization

Clinical testing

Clinically Approved



Research & Discovery

Designed to Cure

Speed time to market with higher quality novel therapeutics



Preclinical development

ONE Lab

Optimize your laboratories and leverage knowledge to improve time to market



 Dassault Systèmes

 Medidata Solutions



Dassault Systèmes + Medidata

Medidata
to operate as a 3DS brand



Powering Smarter Treatments
and Healthier People

Life Sciences
New Core Industry



~20% of combined
software revenue*

Dedicated
Go-to-market



To address
4,500 companies
in pharma
and **50,000** in medical
devices

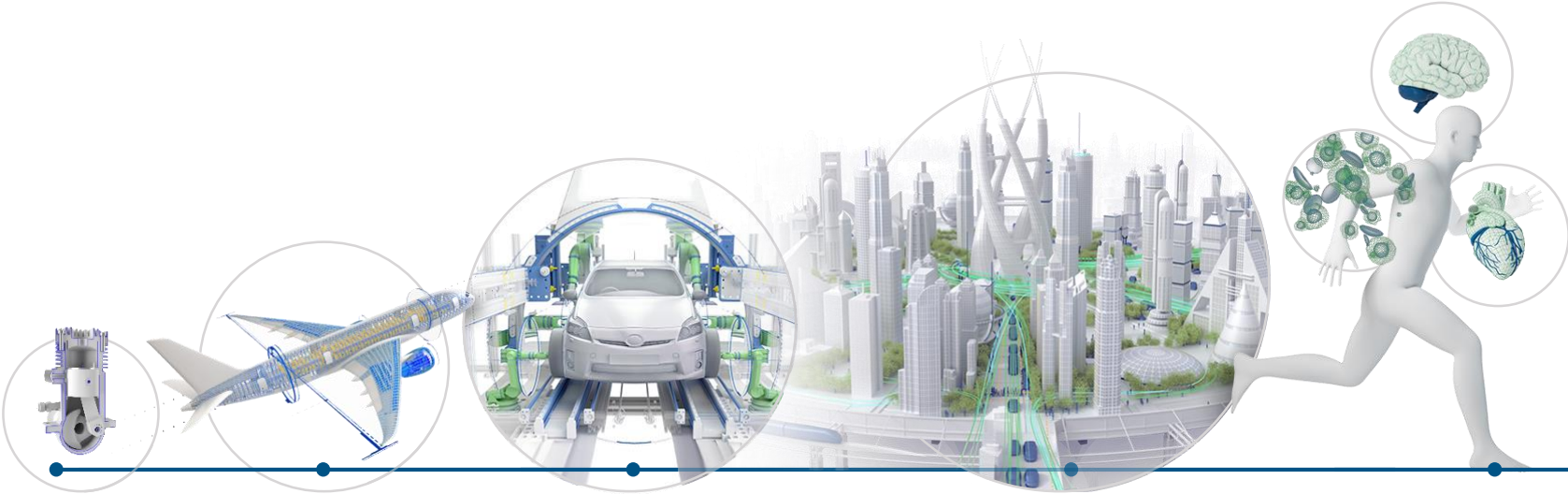
Agenda

Looking Back at 2012: Introducing **3DEXPERIENCE**

2019 Performance

2020-2030: Preparing the Future

Our Legacy



1981
3D Design

1989
3D DMU
Digital Mock-up

1999
3D PLM
Product Lifecycle Management



3DEXPERIENCE

2012
3DEXPERIENCE® platform

2020
Virtual Twin
Experience of
Humans

Our Ambition



Our Strategy



Human
Ease of use,
Online, Mobile



Industry
Business Solutions



Experiences
Software, Services,
Content



Bernard CHARLES
Vice Chairman &
Chief Executive Officer



Pascal DALOZ
Chief Operating Officer &
Chief Financial Officer



Dominique FLORACK
President

OPERATIONS EXECUTIVE COMMITTEE

Platform & Brands Solutions



Elisa PRISNER
Business Platform Experience



Florence HU-AUBIGNY
Research & Development



Florence VERZELEN
Industry, Marketing,
Global Affairs,
Workforce of the Future



Olivier RIBET
Europe, Middle East,
Africa & Russia



Laurence BARTHÈS
People & Information Systems



Patrick JOHNSON
Research & Technology strategy



Victoire de MARGERIE
Corporate Equity and
Communications



Philippe LAUFER
3DS Global Brands



Samson KHAOU
Asia Pacific



Thibault de TERSANT
General Secretary



Ségolène MOIGNET
Chief of Staff
Governance & People Ethics



Erik SWEDBERG
North America

SECTOR BOARDS

Life Sciences & Healthcare



Tarek SHERIF
Life Sciences & Healthcare

Manufacturing Industries



Bruno LATCHAGUE
Manufacturing Industries

Infrastructure & Cities



Sylvain LAURENT
Infrastructure & Cities

