



LIFE SCIENCES DAY



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Medidata Contribution to 2018-2023 Growth Plan

Healthcare | High Stakes

Healthcare | Value Proposition

Healthcare | Growth Opportunities

Health & Wealth



of WW GDP



2019-2040 GDP forecast



of WW GDP



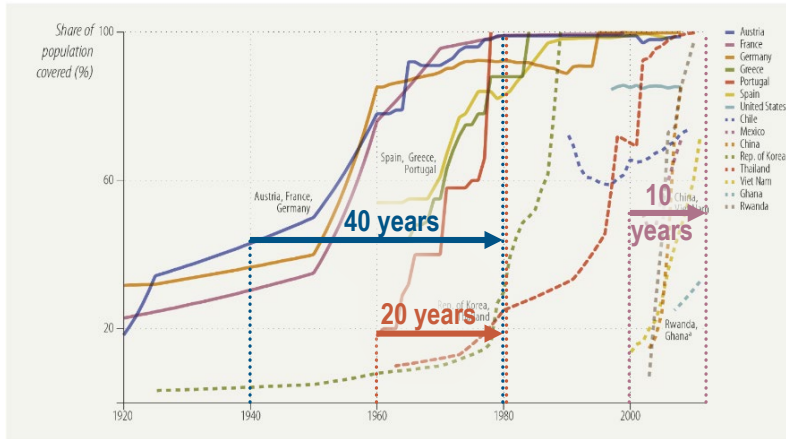
2019-2040 GDP forecast

Time for a Decisive Breakthrough

Health Progress: Access to Healthcare

Today: 50% ⁽¹⁾ | 2030 objective: 100% ⁽¹⁾

Evolution of Health Protection Coverage⁽²⁾
as a percentage of total population in selected countries

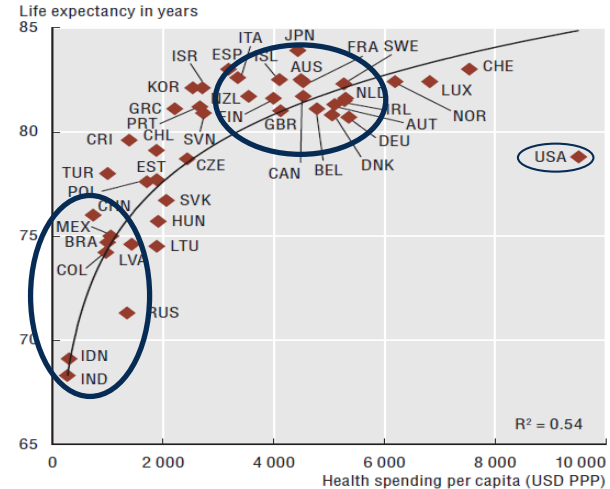


¹ Estimated.
Source: ILO 2011b.

Health Spending: per Capita

Today: \$1,000 ⁽¹⁾ | 2040: \$3,000 ⁽²⁾

Life Expectancy at Birth and Health Spending per Capita ⁽³⁾



- (1) <https://apps.who.int/iris/bitstream/handle/10665/276728/WHO-HIS-HGF-HF-WorkingPaper-18.3-eng.pdf?ua=1>
- (2) [https://www.thelancet.com/action/showPdf?pii=S0140-6736\(17\)30873-5](https://www.thelancet.com/action/showPdf?pii=S0140-6736(17)30873-5)
- (3) https://www.oecd-ilibrary.org/social-issues-migration-health/health-at-a-glance-2017_health_glance-2017-en

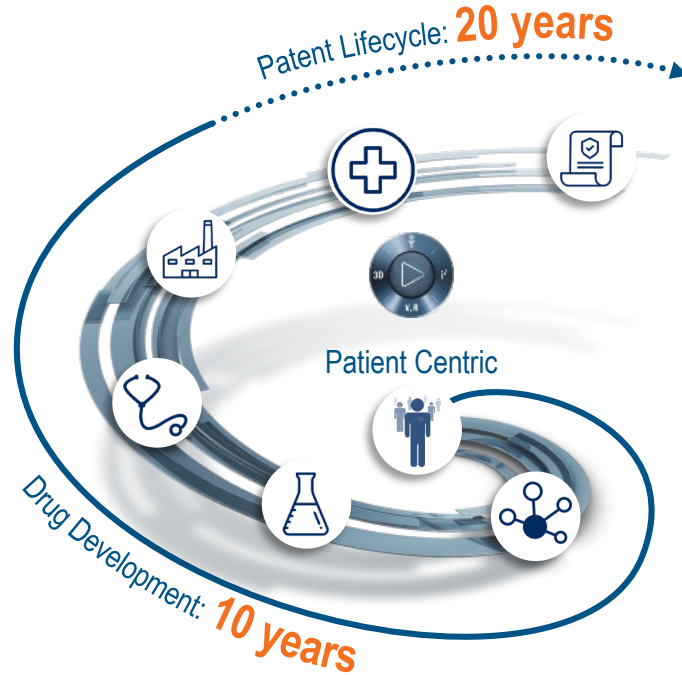
Medidata Contribution to 2018-2023 Growth Plan

Healthcare | High Stakes

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Help Health Innovators Power Smarter Treatments and Healthier People



* Biopharmaceutical Research & Development: The Process Behind New Medicines, PhRMA, 2015 (page 4)

** Tufts Center for the Study of Drug Development, November 2014 (slide 5)

*** Clinical Development Success Rates 2006-2015 (page 7), BIO, Biomedtracker, Amplion

**** Bain report, September 2017

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

A Fragmented Market



Made to Cure
Accelerate market launch and maximize return on investment



Manufacturing



Launched to Cure




Commercialization




License to Cure
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Clinical Testing




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 Dassault Systèmes

 Medidata Solutions

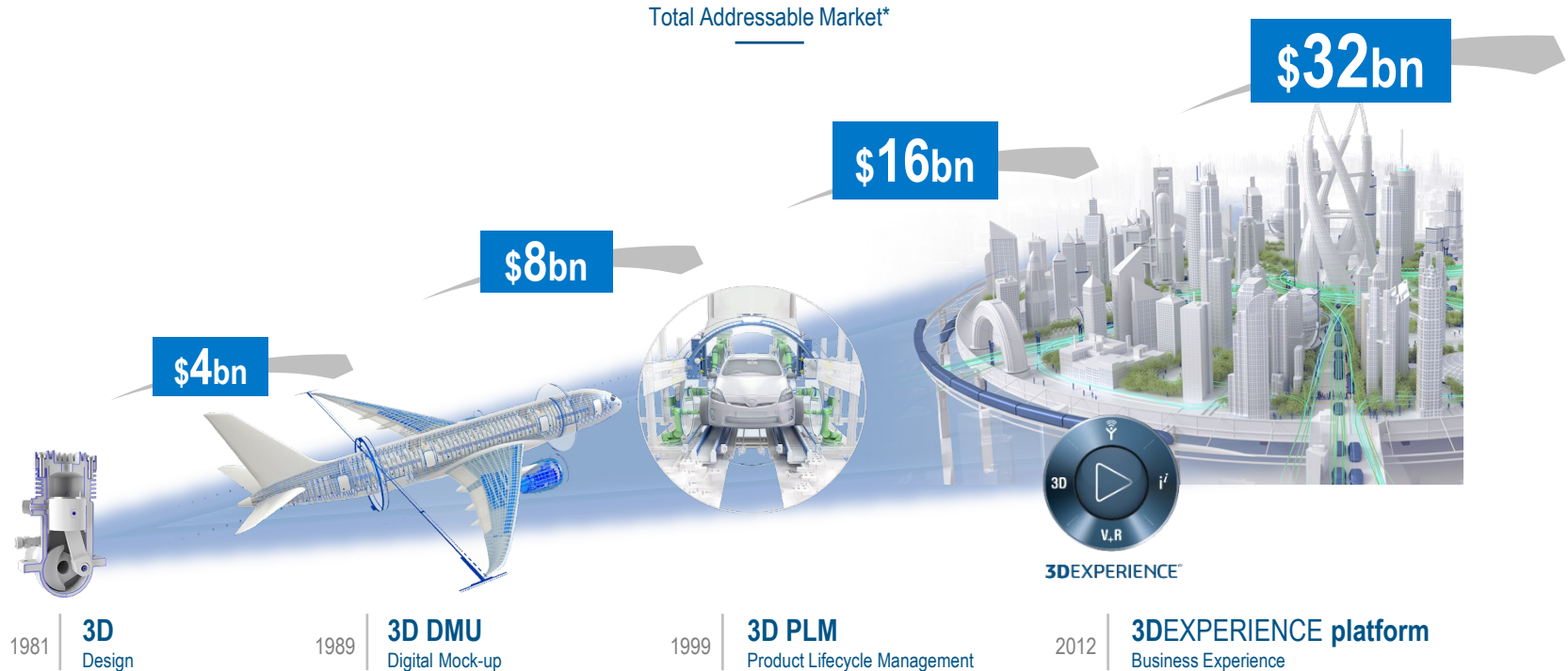
Medidata Contribution to 2018-2023 Growth Plan

Healthcare | High Stakes

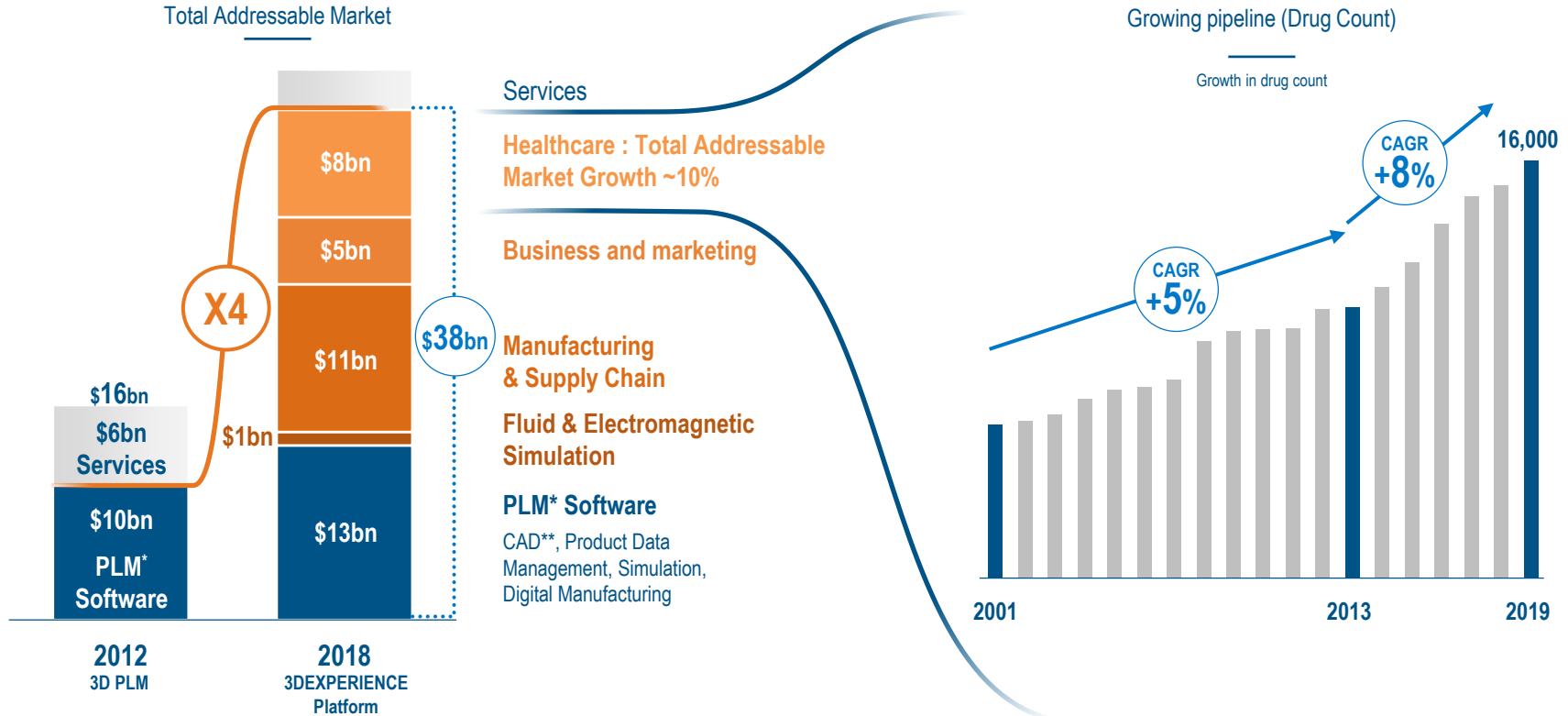
Healthcare | Value Proposition

Healthcare | Growth Opportunities

Doubling Addressable Market at Each Key Step



Market Expansion with 3DEXPERIENCE



* Product Lifecycle Management. ** Computer-Aided Design.
Source for active pipeline: Pharnaprospects, January 2019

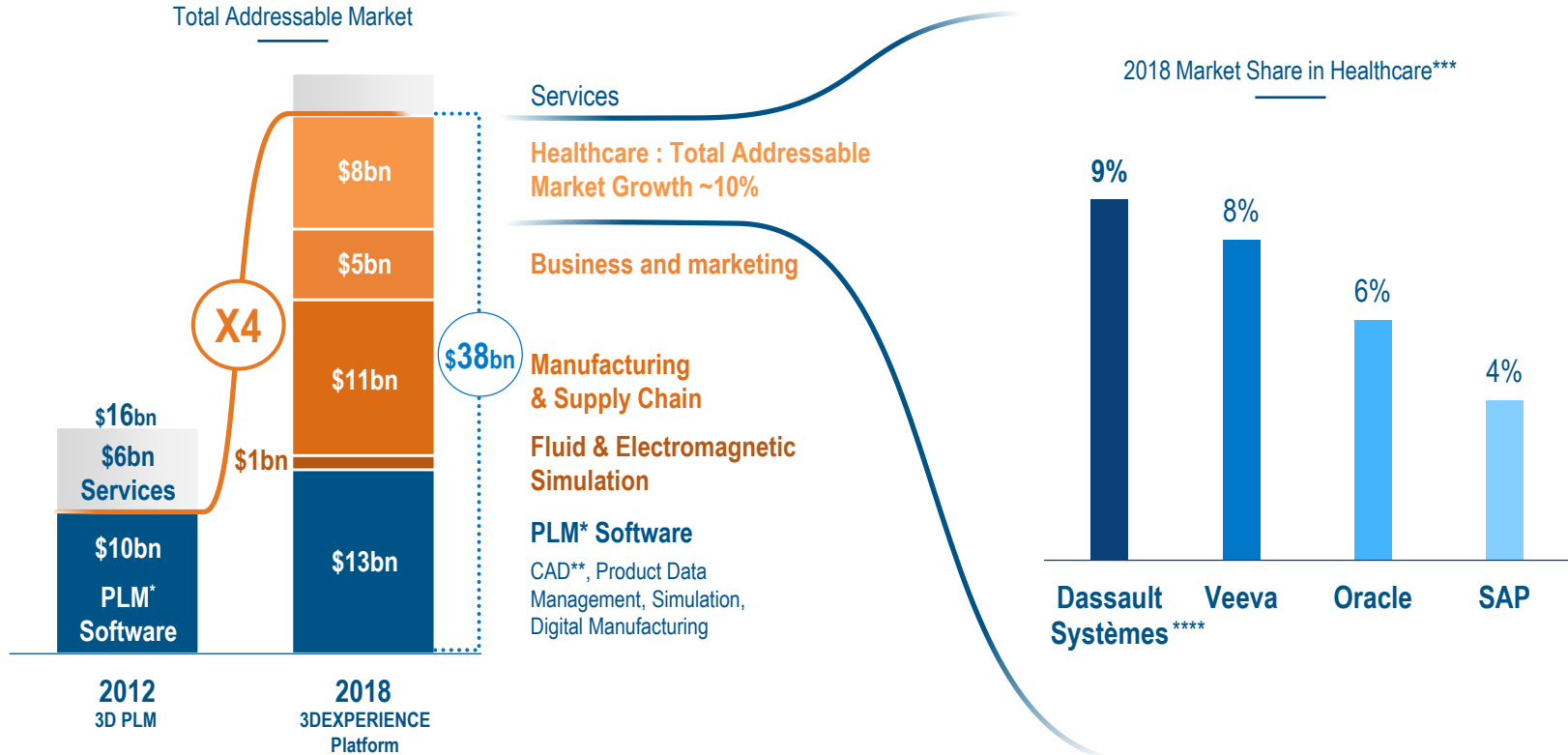
Healthcare Market Breakdown by Value Streams



Dassault Systèmes
 Medidata Solutions

TAM* for Healthcare: **\$8bn**
Up ~10%

Market Expansion with 3DEXPERIENCE



* Product Lifecycle Management. ** Computer-Aided Design.

*** Dassault Systèmes + Gartner's WW Life Sciences & Healthcare products total software market + IDC 2019 SW vendors' revenue **** Dassault Systèmes + Medidata

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

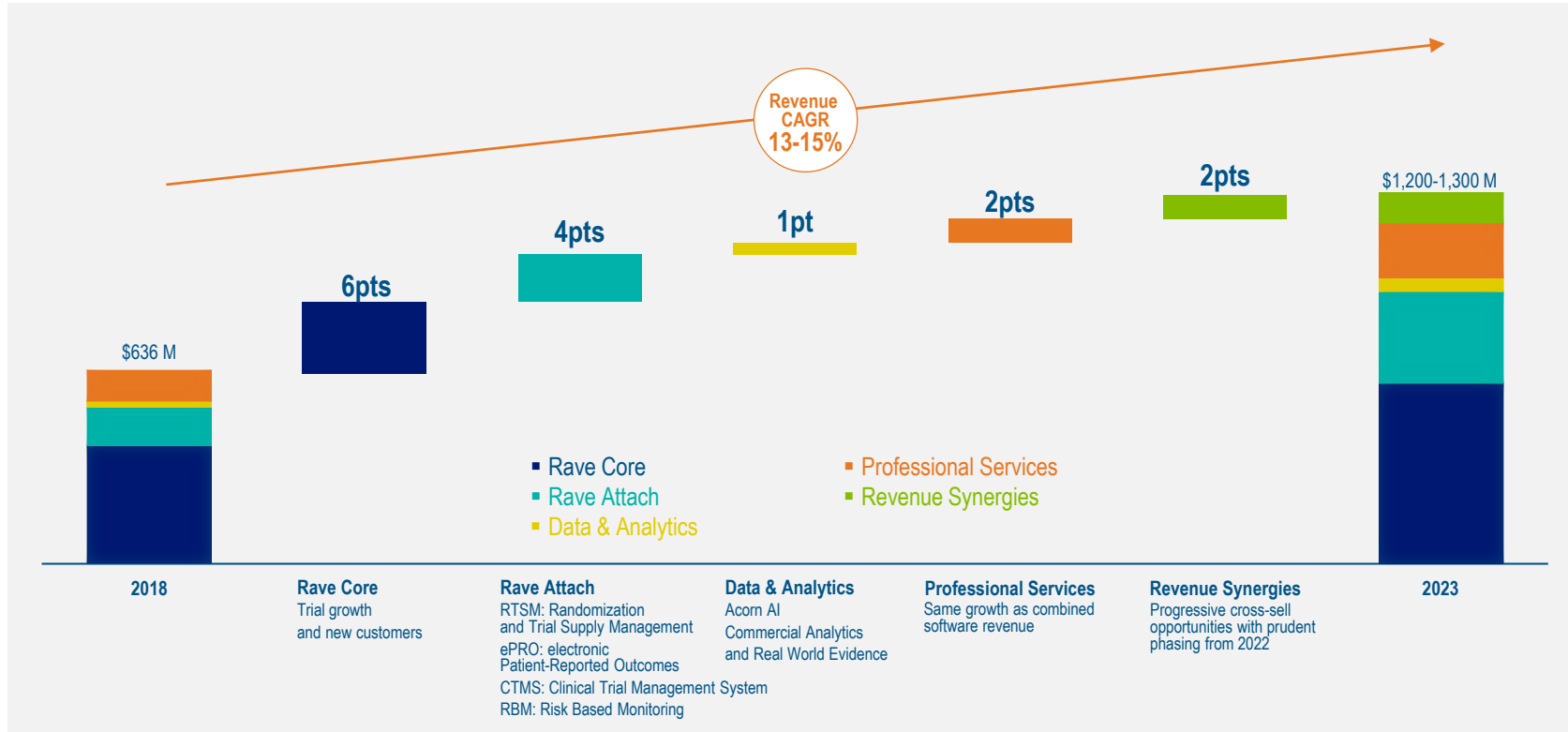


To address
4,500 companies in pharma
and **50,000** in medical devices

Resiliency: recurring share in software revenue **+5 points** *

Medidata Revenue Growth

Revenue Synergies				
2019	2020	2021	2022	2023



Medidata Operating Margin Evolution

Costs Synergies

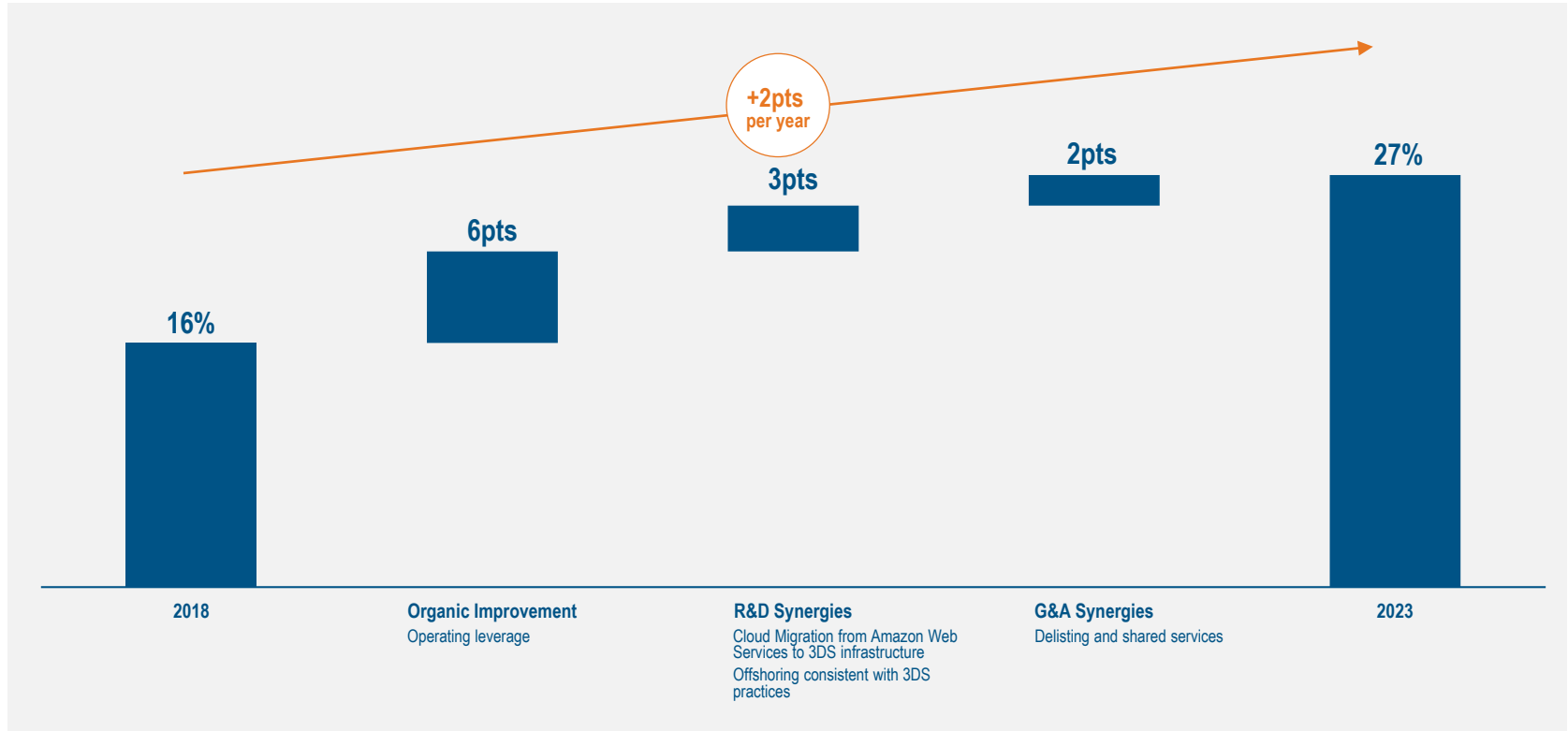
2019

2020

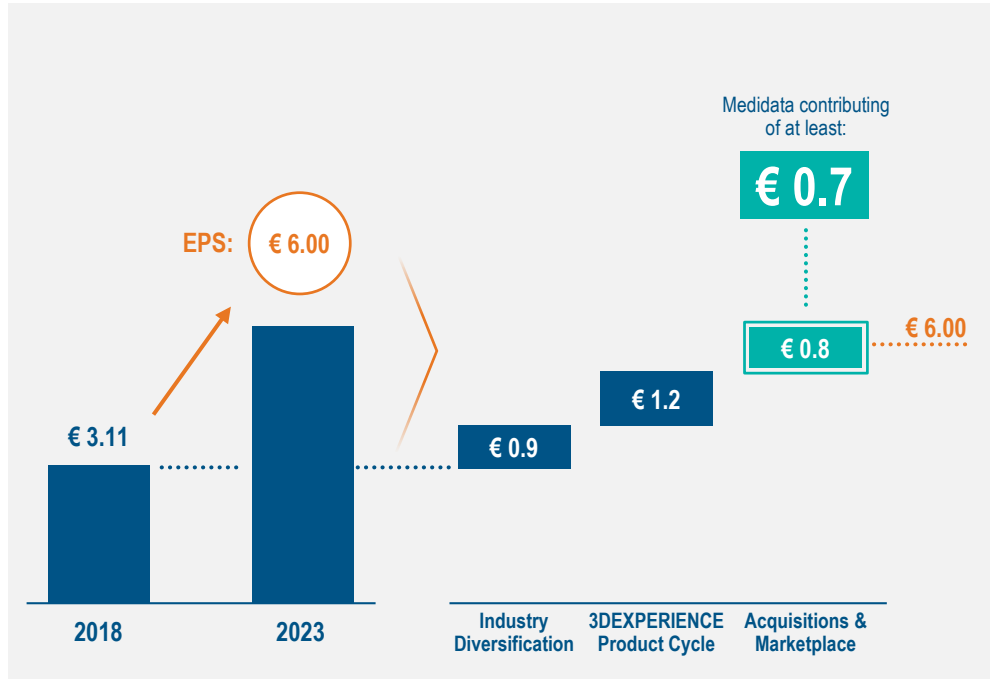
2021

2022

2023



Medidata Contribution to 5-Year Plan of Doubling EPS



ASSUMPTIONS

Medidata Revenue CAGR

+13-15%

Medidata Operating Margin Evolution

+2pts / Year

- ▶ In spite of the dilutive impact of the Medidata acquisition, FY Dassault Systèmes operating margin to remain above 30% over 2019-2023
- ▶ Objective of Net debt to EBITDA ratio around 1x over time across the investment cycle
- ▶ Other assumptions unchanged compared to June 2018



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SYSTEMES