

**3D**EXPERIENCE

## Analysts Meeting Q1 2012

*A Strategic Move Towards Natural Resources*

Bernard Charles, President and CEO  
Thibault de Tersant, Senior EVP and 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 U.S. dollar to euro exchange rate of US\$1.36 per €1.00, an average Japanese yen to euro exchange rate of JPY115 to €1.00 for the 2012 second quarter, an average U.S. dollar to euro exchange rate of US\$1.35 per €1.00 and an average Japanese yen to euro exchange rate of JPY112 to €1.00 for 2012; 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 changes in the current global economic context, difficulties or adverse changes affecting its partners or its relationships with its partners, changes in exchange rates, new product developments, and technological changes; errors or defects in its products; growth in market share by its competitors; and the realization of any risks related to the integration of any newly acquired company and internal reorganizations. Unfavorable changes in any of the above or other factors described in the Company's regulatory reports, including the 2011 Document de référence, which was filed with the French Autorité des marchés financiers (AMF) on March 29, 2012, could materially affect the Company's financial position or results of operations.

# 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, 2011 included in the Company's 2011 Document de référence filed with the AMF on March 29, 2012.

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.

# Q1 2012 Highlights

- ▶ Delivering **18% increase ex FX in new licenses revenue**
- ▶ Demonstrating **established PLM business continues to strongly progress**
- ▶ **Customers** sharing enthusiasm for **3DExperience platform**
- ▶ Announcing new **GEOVIA** brand, **Gemcom Software International** acquisition and **Natural Resources** as new target industry
- ▶ Updating **2012 objectives** for the **full amount of Q1 over-performance** and updating **currency assumptions**

# Agenda

1

Q1 2012 Business & Strategy Review

2

Q1 2012 Business Highlights

3

Q2 & FY12 Financial Objectives

4

Financial Information Appendix

# Q1 2012 Business & Strategy Review

1. **Q1 2012 Performance**
2. Growth Strategy
3. Gemcom Acquisition

# Delivering 18% Increase ex FX in New Licenses Revenue

Non-IFRS\*

- ▶ **New business growth** well distributed across geographies & brands, leading to **double-digit top line growth**
- ▶ **Revenue growth** reflected in **operating margin expansion** and **double-digit EPS growth**

€ millions	Q1 12
Revenue	462.4
Growth	+13%
<b>Growth ex FX</b>	<b>+10%</b>
New Licenses Growth ex FX	<b>+18%</b>
Operating Margin	29.3%
<b>Operating Margin Growth</b>	<b>+1.0pt</b>
EPS (€)	0.71
<b>EPS Growth</b>	<b>+13%</b>

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

# Revenue by Product Line

Non-IFRS\*

- ▶ Q1 new business growth demonstrates relevance of **DS diversified portfolio**
- ▶ Strong **ENOVIA** new business growth supported by V6 platform deployments
- ▶ Good **SolidWorks** performance showing continued dynamic for DS market

## Software Revenue Growth ex FX by Product Line

	Q1 12
<b>PLM</b>	<b>+9%</b>
CATIA	+6%
ENOVIA	+17%
Other PLM SW	+12%
<b>SolidWorks</b>	<b>+13%</b>
<b>Total Software</b>	<b>+10%</b>

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

# Revenue by Region

Non-IFRS\*

- ▶ Improved revenue growth in **Americas**
- ▶ Continued good performance in **Europe** after 2 years of sustained investments
- ▶ **Asia** driven by strong performance in **China**, good quarter in **India & Korea** and better dynamic in **Japan**

## Revenue Growth ex FX by Region

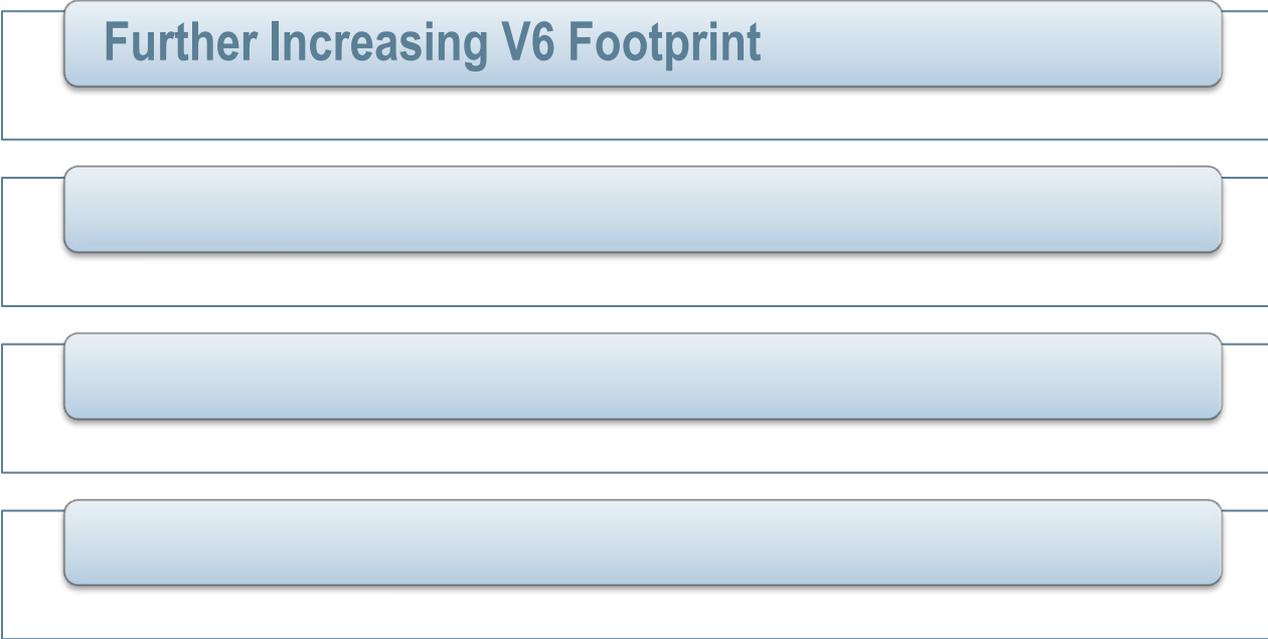
	Q1 12
Americas	+8%
Europe	+8%
Asia	+15%
<b>Total Revenue</b>	<b>+10%</b>

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

# Q1 2012 Business & Strategy Review

1. Q1 2012 Performance
- 2. Growth Strategy**
3. Gemcom Acquisition

# Demonstrating Established PLM Business Continues to Strongly Progress



# Further Increasing V6 Footprint

- ▶ **Beginning of a new product cycle with V6**
  - ▷ **V6 online platform adoption:** more than 1,000 V6 large customers
  - ▷ **Start of CATIA migration cycle:** CATIA V6 R2012X released in December 2011
- ▶ **Q1 2012**
  - ▷ **ENOVIA non-IFRS software revenue growth: +17%** ex FX
  - ▷ **Total V6 new licenses revenue: ~15%** of PLM new licenses revenue

# Valeo Selecting ENOVIA V6



Automotive technology, naturally

## ► Context

- ▷ Leading automotive supplier of components, integrated systems and modules, in particular for the reduction of CO<sub>2</sub> emissions
- ▷ 2011 revenue: ~€11bn - 68,000 employees

## ► Challenges

- ▷ **Develop new complex products** putting together electronics, software and mechanical components
- ▷ **Foster worldwide collaboration across 185 sites**

## ► Targeted achievements

- ▷ Provide a **fully integrated solution for mechatronics**
- ▷ Enable more than **12,000 worldwide users** to access on-line a single product data repository



# Demonstrating Established PLM Business Continues to Strongly Progress

Further Increasing V6 Footprint

**Broadening Industry Coverage and Diversification**

# Broadening Industry Coverage and Diversification

- ▶ **Broad-based growth** across **11 targeted industries** in Q1 2012
- ▶ Excellent performance in **automotive**
- ▶ Continued strengthening of new industries especially in **consumer goods** and **consumer packaged goods**

\* New industries: High Tech, Consumer Goods, Consumer Packaged Goods, Life Sciences, Energy, Construction, Business Services

# Expanding in High Tech with Lenovo

## ▶ Context

- ▷ Lenovo, leading high tech company
- ▷ 2011 revenue: \$22bn - ~1,700 engineers in 46 labs

## ▶ Challenges

- ▷ Create **high quality** and **reliable strong notebook** while keeping **cost** and **product development time down**

## ▶ Achievements

- ▷ Selected **SIMULIA** to perform **flexibility analysis, weight optimization, keystroke feel** improvement
- ▷ **SIMULIA** providing **close correlation** with **physical testing**



### Keystroke feel:

Simulated the effects of keystroke pressure on the central component that provides each key with resistance and spring back

# Demonstrating Established PLM Business Continues to Strongly Progress

Further Increasing V6 Footprint

Broadening Industry Coverage and Diversification

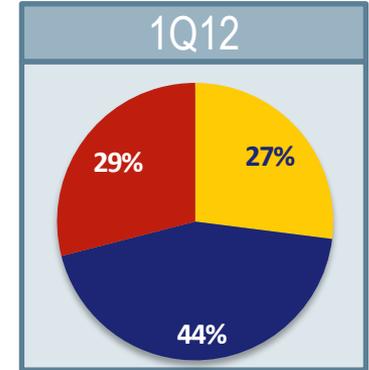
**Deepening Regional Market Diversification**

# Deepening Regional Market Diversification

- ▶ **Expanding** presence in **all geographic markets** in Q1 2012
- ▶ High growth countries non-IFRS software revenue growth:  
~ **+17%** ex FX

High Growth Countries: India / Asia Pacific South, Great China , Korea , Euro Growth, Latam

## Revenue by Region



 Americas

 Europe

 Asia

# Diversifying in China with Hisense

## ▶ Context

- ▶ Hisense Electric, leading High Tech company headquartered in China - Subsidiary of Hisense Group
- ▶ Flat screen television leader in China
- ▶ 2010 Hisense Group revenue: ~\$10bn - Employees: 60,000

## ▶ Challenges

- ▶ **Adapt to important television market changes**, viewers turning to online video → make television set **more intelligent & interactive**

## ▶ Achievements

- ▶ Selected **ENOVIA V6**
- ▶ **Enhanced reuse** and **reduced development costs by 70%**
- ▶ **Avoid unnecessary and costly purchases** due to incorrect data

**Hisense** 海信



# Demonstrating Established PLM Business Continues to Strongly Progress

Further Increasing V6 Footprint

Broadening Industry Coverage and Diversification

Deepening Regional Market Diversification

Expanding User Universe

# Expanding User Universe

- ▶ **Connecting the dots with 3DExperience, enlarging users to:**
  - ▷ Engineering
  - ▷ Marketing
  - ▷ R&D
  - ▷ Sales
  - ▷ Executives

# Expanding to Manufacturing with PSA

## ▶ Context

- ▷ PSA, leading automotive OEM
- ▷ 2011 revenue: €60bn

## ▶ Challenges

- ▷ Introduce **innovation** while complying **with production schedule**

## ▶ Achievements

- ▷ Extending **DELMIA** to **powertrain division**
- ▷ DELMIA supporting now: assembly simulation, painting, factory layout, stamping, powertrain
- ▷ **400 new users** in 7 production sites from **process engineers** to **shop floor workers**

PSA PEUGEOT CITROËN



# Q1 2012 Business & Strategy Review

1. Q1 2012 Performance
2. Growth Strategy
- 3. Gemcom Acquisition**

# Dassault Systèmes' Purpose



“Dassault Systèmes provides Business & People  
with **3DEXPERIENCE** Universes to imagine  
sustainable innovations capable of harmonizing  
Products, Nature and Life”

Bernard CHARLES  
President & Chief Executive Officer

# A New Brand to Advance in Fulfilling our Purpose



- ▶ Creation of the brand **GEOVIA** to model & simulate our **Planet**
- ▶ Model and simulate Nature to **improve** predictability, efficiency, safety and sustainability

# Gemcom Company profile

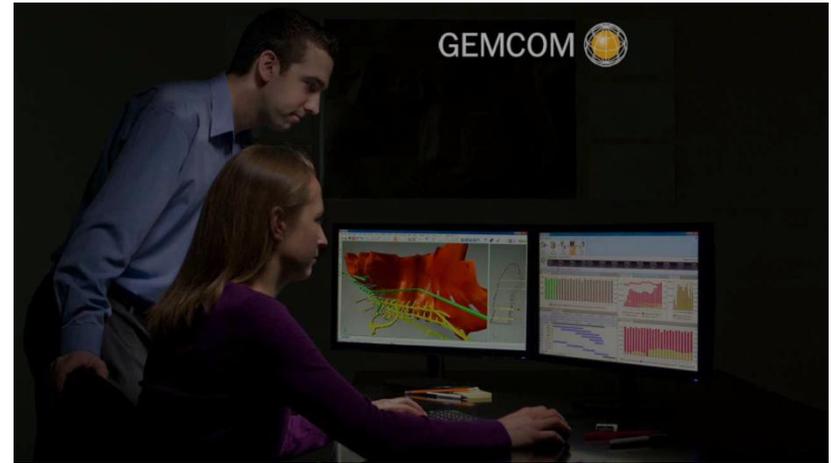
## ▶ Key facts

- ▷ **#1** in software mining
- ▷ FY11 revenue: **~ US\$ 90m**, up **~25%**
- ▷ Privately held company
- ▷ **Worldwide** coverage
- ▷ Headquartered in Vancouver, Canada
- ▷ **360** employees

▶ **Software** and **services** for mining customers to discover, measure, design, plan and manage their mining operations from exploration to production

▶ Customers: individual mines and mining organizations

- ▷ **Top 10 mining** groups
- ▷ **30** companies within the **Top 40**
- ▷ Over **2,200** customer locations



GEMCOM 

# Gemcom Acquisition

- ▶ Transaction signed on April 25, 2012
- ▶ Closing planned in **July 2012**
- ▶ Price: **approximately US\$ 360 million** in cash
- ▶ Gemcom financials to be included in **Q3 2012**
- ▶ Immediately **accretive** to **non-IFRS earnings**
- ▶ **Neutral** to **non-IFRS operating margin** once integrated

## Extend DS Reach



# Mining: a Strategic and Fast Growing Sector

- ▶ A very **large** and **fast growing sector**
  - ▷ Estimated annual mineral production market value > 1.8T\$<sup>(1)</sup>
  - ▷ 22% Revenues CAGR<sup>(2)</sup> driven by coal & metals consumption increase
- ▶ Facing major **challenges**
  - ▷ Resources availability: Safety, Compliancy, Skills Shortage...
  - ▷ ...driving today high demand for Software

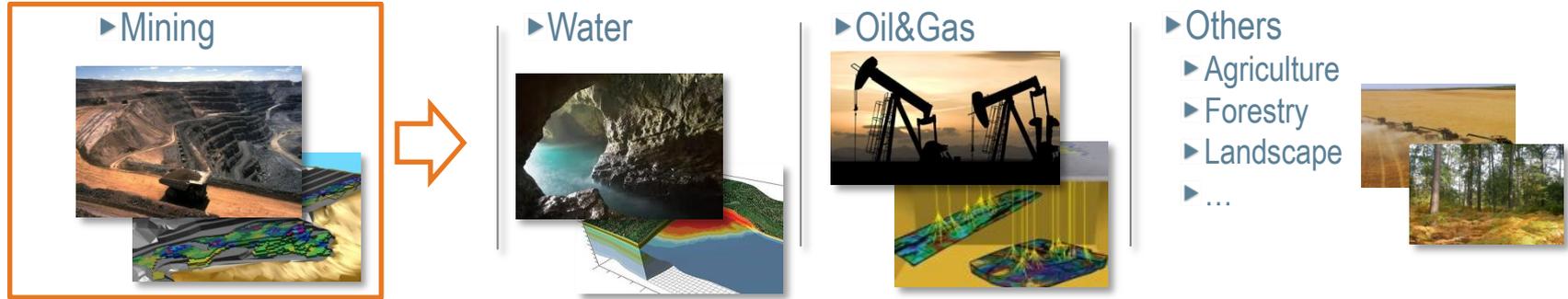
(1): In 2010, internal research based on production volumes given by USGS and public material market prices (ex: LME spot prices, Xerfi 2011 Commodity Reports...)

(2): Based on TOP 40 mining companies 03-10 revenue growth, source: PwC 2011



# New Target Industry: Natural Resources

- ▶ Mining is a key vertical in the **Natural Resources** industry



- ▶ Benefits DS & GEMCOM will bring **to mining**

- ▶ **Resources Availability** : Geological Modelisation & Production Management for better exploration & productivity
- ▶ **Safety** : Risk Assessment & Evaluation Solutions for better safety
- ▶ **Compliance** : Compliance Solutions to shorten mining projects study phases & minimize mining impact on planet
- ▶ **Skills Shortage** : Collaboration Platform to enable mining people to minimize travels

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1

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3

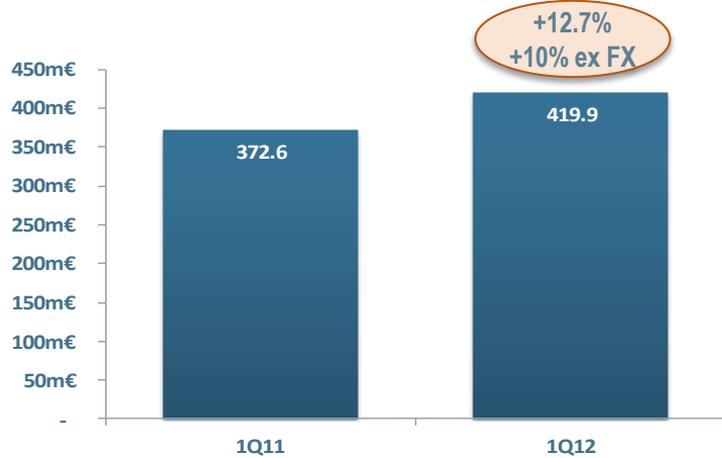
Q2 & FY12 Financial Objectives

4

Financial Information Appendix

# Software & Service Revenue Growth NonIFRS\*

## Software Revenue



## Service Revenue



Software Gross Margin

94.9%

94.7%

Service Gross Margin

-5.1%

-1.2%

Total revenue up **10% ex FX** on **double-digit growth for software** and **services**

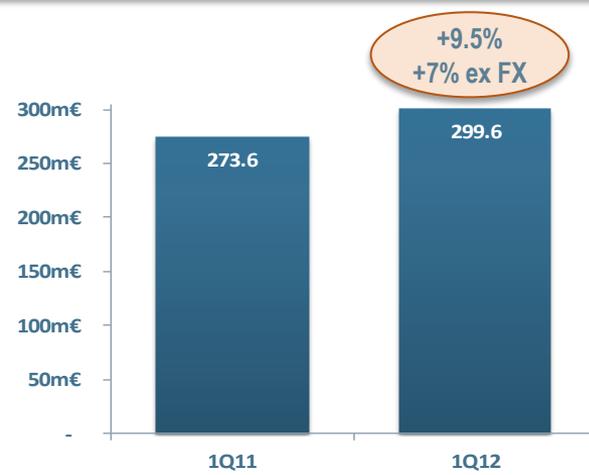
\* For a reconciliation to IFRS financial information, please refer to the tables in the appendix

# New Licenses & Recurring Revenue Growth Non-IFRS\*

## New Licenses Revenue



## Periodic Licenses, Maintenance and Product Development Revenue



Strong **new licenses** revenue growth - Solid **recurring** revenue

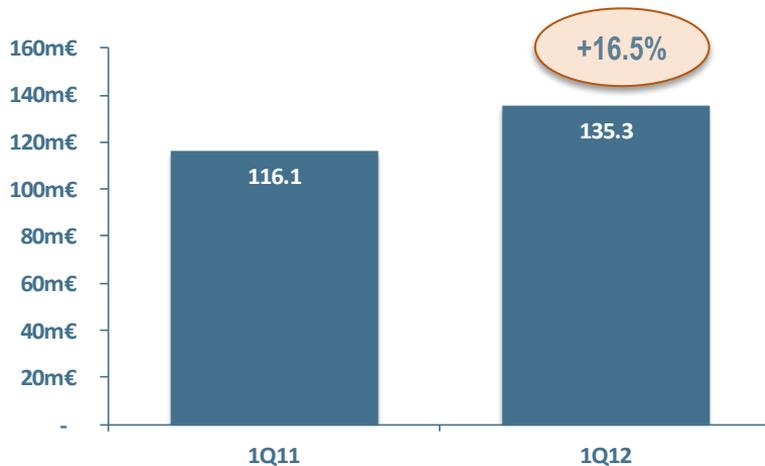
In accordance to IFRS, New licenses revenue was €99.0M in 1Q11 and €120.3M in 1Q12, growing 21.5%.

In accordance to IFRS, Recurring revenue (incl. AD) was €273.2M in 1Q11 and €299.6M in 1Q12, growing 9.7%.

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

# Operating Income Evolution & EPS Non-IFRS\*

## Operating Income

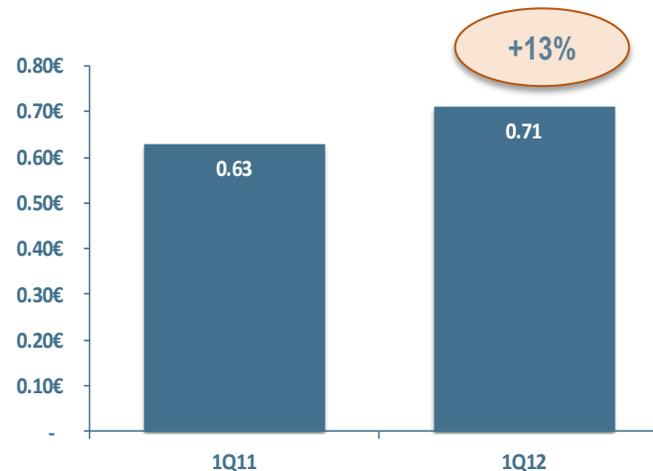


Operating Income

28.3%

29.3%

## EPS

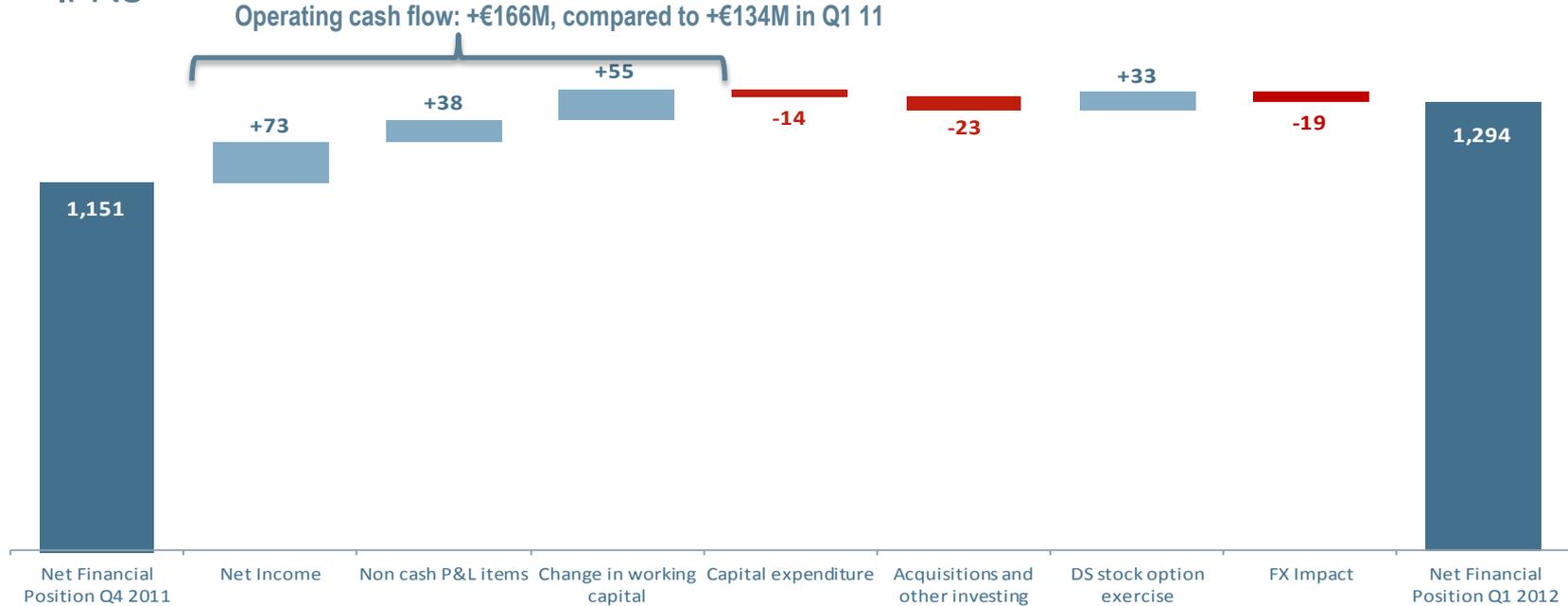


**Revenue growth** and **operating margin expansion** driving **good EPS growth**

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

# Change in Net Financial Position

IFRS



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

The Q4 2011 and Q1 2012 net financial position are also net of the €200 million financial debt which has been reclassified from long-term to short-term debt as of December 31, 2011

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1

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2

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3

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4

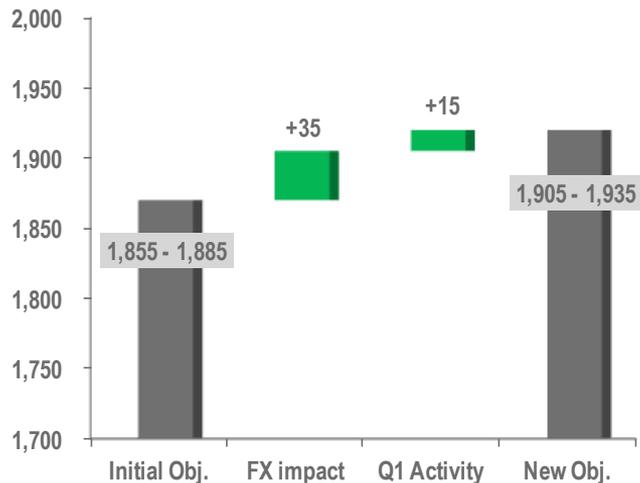
Financial Information Appendix

# Upgrading FY 2012 Financial Objectives

- ▶ **Upgrading 2012** financial objectives for **full Q1 revenue over-performance**
- ▶ **Leaving unchanged revenue growth assumptions ex FX for the nine-month period**
  - ▷ Continued good trend in Q2
  - ▷ Cautious H2 stance given the volatility of the economic environment
- ▶ **Updating US\$ rate assumptions for the 3 remaining quarters**
  - ▷ from US\$1.40 per €1.00 to US\$1.36 → FY12 : US\$1.35
- ▶ **NOT** including Gemcom acquisition

# Objectives change: from February to April Non-HFRS

## Revenue (€m)



Mid-range 1,870

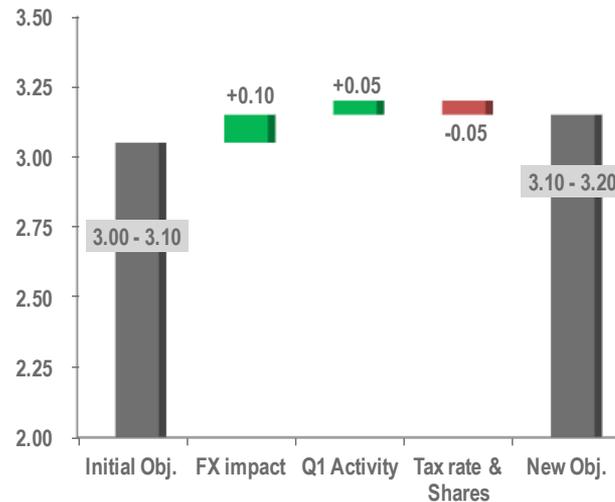
1,920

Ex fx Growth

+5-7%

+6-8%

## EPS (€)



Mid-range 3.05

3.15

Growth

+3-6%

+6-10%

# Proposed Objectives Non-IFRS

€ millions	2Q 2012	FY 2012
Revenue	470-480	1,905-1,935
Growth	+10-12%	+7-8%
<b>Growth ex FX</b>	<b>+7-9%</b>	<b>+6-8%</b>
Operating Margin	~28%	~30%
EPS (€)	0.68-0.72	3.10-3.20
<b>EPS Growth</b>	<b>+6-12%</b>	<b>+6-10%</b>
€/\$ rates	1.36	1.35
€/¥ rates (before hedging)	115.0	112.0

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1

Q1 2012 Business & Strategy Review

2

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3

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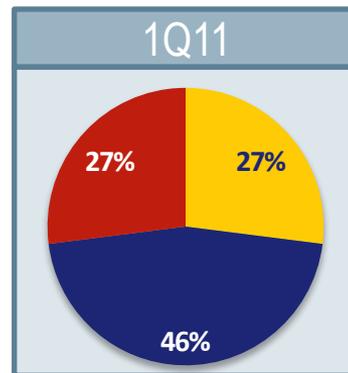
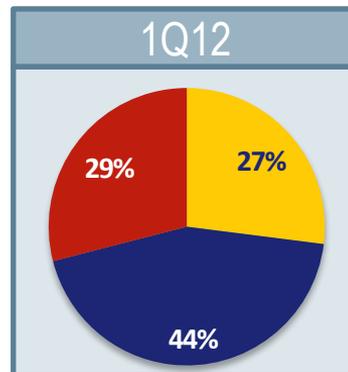
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Financial Information Appendix

# Revenue by Region

IFRS

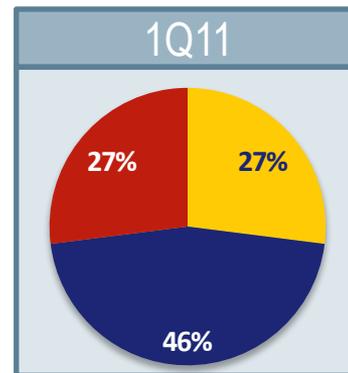
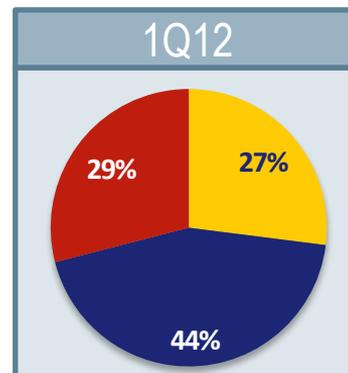
<i>in €m</i>	1Q12	1Q11	Growth	Growth ex FX
Americas	126.4	112.7	+12%	+8%
Europe	204.1	186.8	+9%	+8%
Asia	131.9	110.0	+20%	+15%
<b>Total Revenue</b>	<b>462.4</b>	<b>409.5</b>	<b>+13%</b>	<b>+10%</b>



# Revenue by Region

Non-IFRS\*

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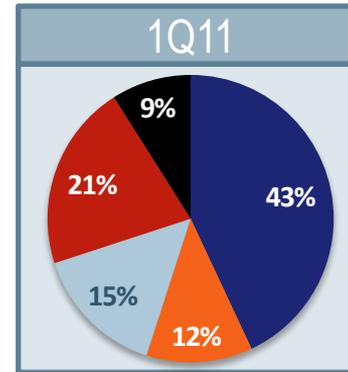
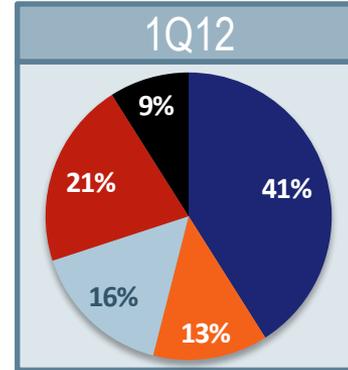


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# Revenue by Product Line

IFRS

<i>in €m</i>	1Q12	1Q11	Growth	Growth ex FX
<b>PLM SW</b>	<b>321.5</b>	<b>288.1</b>	<b>+12%</b>	<b>+9%</b>
CATIA SW	189.9	176.6	+8%	+6%
ENOVIA SW	58.1	48.0	+21%	+17%
Other PLM SW	73.5	63.5	+16%	+12%
<b>SolidWorks SW</b>	<b>98.4</b>	<b>84.1</b>	<b>+17%</b>	<b>+13%</b>
<b>Services</b>	<b>42.5</b>	<b>37.3</b>	<b>+14%</b>	<b>+11%</b>
<b>Total Revenue</b>	<b>462.4</b>	<b>409.5</b>	<b>+13%</b>	<b>+10%</b>

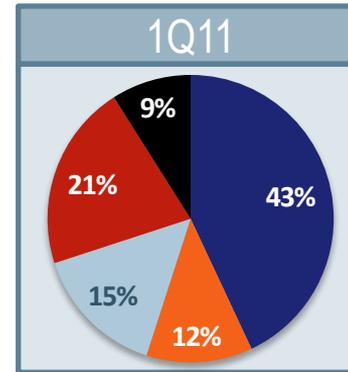
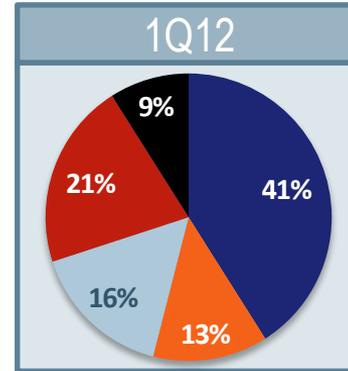


- CATIA SW
- ENOVIA SW
- Other PLM SW
- SolidWorks SW
- Services

# Revenue by Product Line

Non-IFRS\*

<i>in €m</i>	1Q12	1Q11	Growth	Growth ex FX
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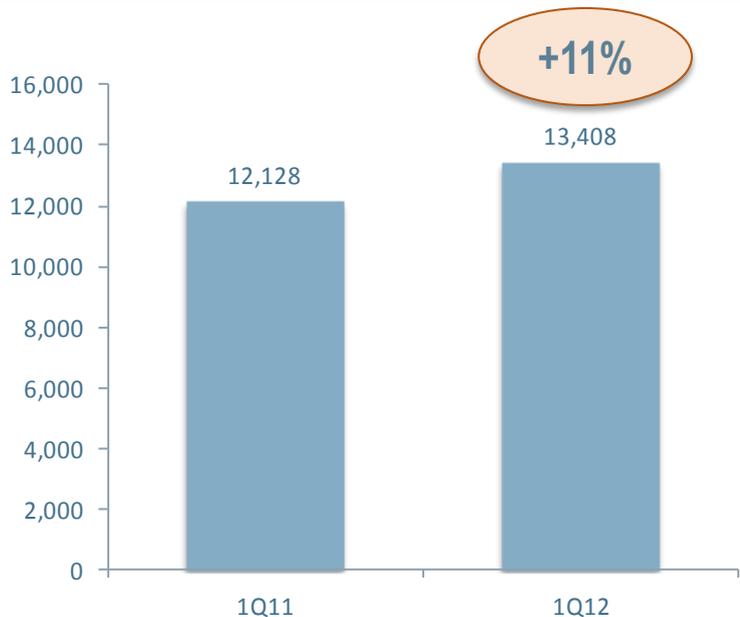


- CATIA SW
- ENOVIA SW
- Other PLM SW
- SolidWorks SW
- Services

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

# SOLIDWORKS Price & Units Evolution

## Number of Units



Note: assuming a 45% average VAR margin.

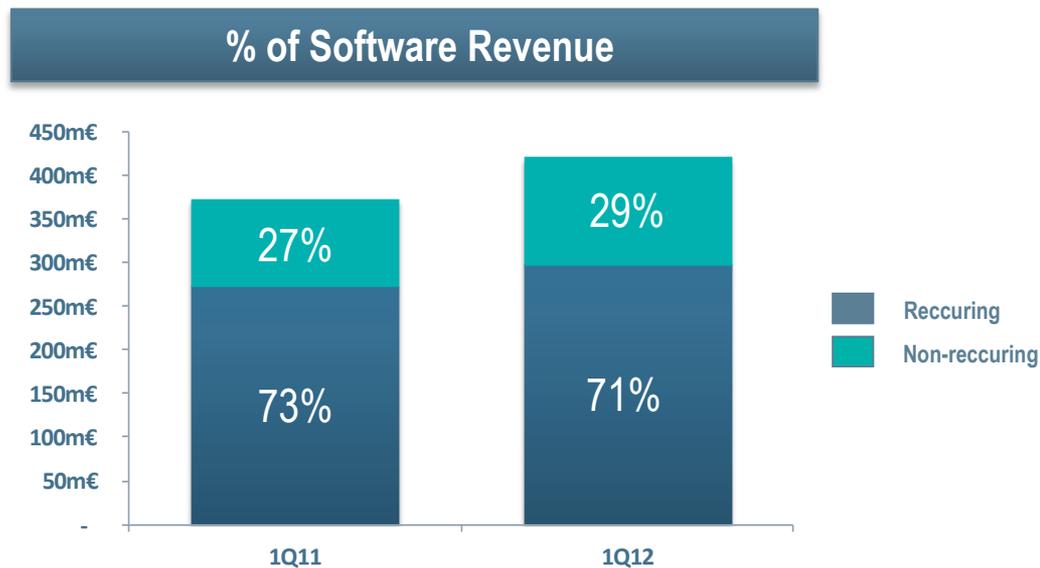
## ASP (€)



As reported exFX

# Software Recurring Revenue Evolution

Non-IFRS\*



**NB: Recurring software revenue excludes product development**

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

# IFRS P&L

(In millions of €, except per share data)

	Three months ended March		
	2012	2011	y/y
<b>Software revenue</b>	<b>419.9</b>	<b>372.2</b>	<b>+12.8%</b>
New licenses	120.3	99.0	+21.5%
Product development	2.0	0.3	N/S
Periodic licenses and Maintenance	297.6	272.9	+9.1%
<b>Service and other revenue</b>	<b>42.5</b>	<b>37.3</b>	<b>+13.9%</b>
<b>Total revenue</b>	<b>462.4</b>	<b>409.5</b>	<b>+12.9%</b>
Cost of Software revenue	(22.4)	(19.0)	+17.9%
Cost of Service and other revenue	(43.1)	(39.3)	+9.7%
Research and development	(86.4)	(76.9)	+12.4%
Marketing and sales	(144.6)	(131.5)	+10.0%
General and administrative	(36.1)	(30.9)	+16.8%
Amortization of acquired intangibles	(21.5)	(21.3)	+0.9%
Other operating income and expense, net	(2.2)	0.2	N/S
<b>Total operating expenses</b>	<b>(356.3)</b>	<b>(318.7)</b>	<b>+11.8%</b>
<b>Operating income</b>	<b>106.1</b>	<b>90.8</b>	<b>+16.9%</b>
Financial revenue and other, net	4.3	3.3	+30.3%
Income tax expense	(37.2)	(30.2)	+23.2%
Non-controlling interest	(1.1)	(0.1)	N/S
<b>Net Income (to equity holders of the parent)</b>	<b>72.1</b>	<b>63.8</b>	<b>+13.0%</b>
<b>Diluted net income per share (EPS)</b>	<b>0.58</b>	<b>0.51</b>	<b>+13.7%</b>
Average diluted shares (Million)	125.3	124.0	

# IFRS P&L (%)

	Three months ended March	
	2012	2011
	<u>% of revenue</u>	
Software revenue	90.8%	90.9%
New licenses	26.0%	24.2%
Product development	0.4%	0.1%
Periodic licenses and Maintenance	64.4%	66.6%
Service and other revenue	9.2%	9.1%
<b>Total revenue</b>	<b>100.0%</b>	<b>100.0%</b>
Cost of Software revenue	4.8%	4.6%
Cost of Service and other revenue	9.3%	9.6%
Research and development	18.7%	18.8%
Marketing and sales	31.3%	32.1%
General and administrative	7.8%	7.5%
Amortization of acquired intangibles	4.6%	5.2%
Other operating income and expense, net	0.5%	0.0%
<b>Total operating expenses</b>	<b>77.1%</b>	<b>77.8%</b>
<b>Operating income</b>	<b>22.9%</b>	<b>22.2%</b>
Financial revenue and other, net	0.9%	0.8%
<b>Income before income taxes</b>	<b>23.9%</b>	<b>23.0%</b>
<b>Income tax rate (% of IBIT)</b>	<b>33.7%</b>	<b>32.1%</b>
Non-controlling interest	-0.2%	0.0%
<b>Net Income (to equity holders of the parent)</b>	<b><u>15.6%</u></b>	<b><u>15.6%</u></b>

# Non-IFRS P&L

(In millions of €, except per share data)

	Three months ended March		
	2012	2011	y/y
Software revenue	419.9	372.6	+12.7%
New licenses	120.3	99.0	+21.5%
Product development	2.0	0.3	N/S
Periodic licenses and Maintenance	297.6	273.3	+8.9%
Service and other revenue	42.5	37.3	+13.9%
<b>Total revenue</b>	<b>462.4</b>	<b>409.9</b>	<b>+12.8%</b>
Cost of Software revenue	(22.3)	(19.0)	+17.4%
Cost of Service and other revenue	(43.0)	(39.2)	+9.7%
Research and development	(83.8)	(75.1)	+11.6%
Marketing and sales	(143.2)	(130.5)	+9.7%
General and administrative	(34.8)	(30.0)	+16.0%
<b>Total operating expenses</b>	<b>(327.1)</b>	<b>(293.8)</b>	<b>+11.3%</b>
<b>Operating income</b>	<b>135.3</b>	<b>116.1</b>	<b>+16.5%</b>
Financial revenue and other, net	1.7	0.0	N/A
<b>Income before income taxes</b>	<b>137.0</b>	<b>116.1</b>	<b>+18.0%</b>
Income tax expense	(47.0)	(37.3)	+26.0%
Non-controlling interest	(1.1)	(0.1)	N/S
<b>Net Income (to equity holders of the parent)</b>	<b>88.9</b>	<b>78.7</b>	<b>+13.0%</b>
<b>Diluted net income per share (EPS)</b>	<b>0.71</b>	<b>0.63</b>	<b>+12.7%</b>
Average diluted shares (Million)	125.3	124.0	

# Non-IFRS P&L (%)

	Three months ended March	
	2012	2011
	% of revenue	
Software revenue	90.8%	90.9%
New licenses	26.0%	24.2%
Product development	0.4%	0.1%
Periodic licenses and Maintenance	64.4%	66.7%
Service and other revenue	9.2%	9.1%
<b>Total revenue</b>	<b>100.0%</b>	<b>100.0%</b>
Cost of Software revenue	4.8%	4.6%
Cost of Service and other revenue	9.3%	9.6%
Research and development	18.1%	18.3%
Marketing and sales	31.0%	31.8%
General and administrative	7.5%	7.3%
<b>Total operating expenses</b>	<b>70.7%</b>	<b>71.7%</b>
<b>Operating income</b>	<b>29.3%</b>	<b>28.3%</b>
Financial revenue and other, net	0.4%	0.0%
<b>Income before income taxes</b>	<b>29.6%</b>	<b>28.3%</b>
<b>Income tax rate (% of IBIT)</b>	<b>34.3%</b>	<b>32.1%</b>
Non-controlling interest	-0.2%	0.0%
<b>Net Income (to equity holders of the parent)</b>	<b><u>19.2%</u></b>	<b><u>19.2%</u></b>

# IFRS – Non-IFRS Reconciliation – 1Q12

## Revenue and Gross Margin

€ million, except % and per share data)	Three months ended March 31,						Increase (Decrease)	
	2012 IFRS	Adjustment (1)	2012 non-IFRS	2011 IFRS	Adjustment (1)	2011 non-IFRS	IFRS	Non-IFRS (2)
<b>TOTAL REVENUE</b>	<b>462.4</b>			<b>409.5</b>	<b>0.4</b>	<b>409.9</b>	<b>+12.9%</b>	<b>+12.8%</b>
<b>Total Revenue breakdown by activity</b>								
Software revenue	419.9			372.2	0.4	372.6	+12.8%	+12.7%
<i>New Licenses revenue</i>	120.3			99.0			+21.5%	
<i>Product Development</i>	2.0			0.3				
<i>Periodic and Maintenance revenue</i>	297.6			272.9	0.4	273.3	+9.1%	+8.9%
<i>Recurring portion of Software revenue</i>	71%			73%		73%		
Service and other revenue	42.5			37.3			+13.9%	
<b>Total Revenue breakdown by segment</b>								
PLM SW revenue	321.5			288.1	0.4	288.5	+11.6%	+11.4%
<i>of which CATIA SW revenue</i>	189.9			176.6	0.4	177.0	+7.5%	+7.3%
<i>of which ENOVIA SW revenue</i>	58.1			48.0			+21.0%	
SolidWorks revenue	98.4			84.1			+17.0%	
Service and other revenue	42.5			37.3			+13.9%	
<b>Total Revenue breakdown by geography</b>								
Americas revenue	126.4			112.7	0.1	112.8	+12.2%	+12.1%
Europe revenue	204.1			186.8			+9.3%	
Asia revenue	131.9			110.0	0.3	110.3	+19.9%	+19.6%
<b>Gross Margin</b>								
Cost of Software revenue	(22.4)	0.1	(22.3)	(19.0)			+17.9%	+17.4%
Software Gross margin*	94.7%		94.7%	94.9%				
Cost of Service and other revenue	(43.1)	0.1	(43.0)	(39.3)	0.1	(39.2)	+9.7%	+9.7%
Service Gross margin	(1.4%)		(1.2%)	(5.4%)		(5.1%)		

1. In the reconciliation schedule herewith, (i) all adjustments to IFRS revenue data reflect the exclusion of the deferred revenue adjustment of acquired companies .
  2. The non-IFRS percentage increase (decrease) compares non-IFRS measures for the two different periods. In the event there is a non-IFRS adjustment to the relevant measure for only one of the periods under comparison, the non-IFRS increase (decrease) compares the non-IFRS measure to the relevant IFRS measure.
- \* No amortization of acquired intangibles is included in Software Gross margin calculation

# IFRS – Non-IFRS Reconciliation – 1Q12

## Expenses & Earnings

(€ million, except % and per share data)	Three months ended March 31,						Increase (Decrease)	
	2012 IFRS	Adjustment (1)	2012 non-IFRS	2011 IFRS	Adjustment (1)	2011 non-IFRS	IFRS	Non-IFRS (2)
<b>Total Operating Expenses</b>	<b>(356.3)</b>	<b>29.2</b>	<b>(327.1)</b>	<b>(318.7)</b>	<b>24.9</b>	<b>(293.8)</b>	<b>+11.8%</b>	<b>+11.3%</b>
Stock-based compensation expense	(5.5)	5.5	-	(3.8)	3.8	-	-	-
Amortization of acquired intangibles	(21.5)	21.5	-	(21.3)	21.3	-	-	-
Other operating income and expense, net	(2.2)	2.2	-	0.2	(0.2)	-	-	-
<b>Operating Income</b>	<b>106.1</b>	<b>29.2</b>	<b>135.3</b>	<b>90.8</b>	<b>25.3</b>	<b>116.1</b>	<b>+16.9%</b>	<b>+16.5%</b>
<b>Operating Margin</b>	<b>22.9%</b>		<b>29.3%</b>	<b>22.2%</b>		<b>28.3%</b>		
Financial revenue & other, net	4.3	(2.6)	1.7	3.3	(3.3)	0.0	+30.3%	-
Income tax expense	(37.2)	(9.8)	(47.0)	(30.2)	(7.1)	(37.3)	+23.2%	+26.0%
Non-controlling interest impact	(1.1)	0.0	(1.1)	(0.1)			-	
<b>Net Income</b>	<b>72.1</b>	<b>16.8</b>	<b>88.9</b>	<b>63.8</b>	<b>14.9</b>	<b>78.7</b>	<b>+13.0%</b>	<b>+13.0%</b>
<b>Diluted net income per share, in € (3)</b>	<b>0.58</b>	<b>0.13</b>	<b>0.71</b>	<b>0.51</b>	<b>0.12</b>	<b>0.63</b>	<b>+13.7%</b>	<b>+12.7%</b>

- In the reconciliation schedule herewith, (i) adjustments to IFRS operating expenses data reflect the exclusion of the amortization of acquired intangibles, share based compensation expense, and other operating income and expense, (iii) adjustments to IFRS financial revenue and other, net reflect the exclusion of certain one-time financial gains in 2011 and 2012, and (iv) all adjustments to IFRS income data reflect the combined effect of these adjustments, plus with respect to net income and diluted net income per share, the income tax effect of the non IFRS adjustments .
- The non-IFRS percentage increase (decrease) compares non-IFRS measures for the two different periods. In the event there is a non-IFRS adjustment to the relevant measure for only one of the periods under comparison, the non-IFRS increase (decrease) compares the non-IFRS measure to the relevant IFRS measure.
- Based on a weighted average of 125.3 million diluted shares for Q1 2012 and 124.0 million diluted shares for Q1 2011.

(€ million)	Three months ended March 31,					
	2012 IFRS	Adjust.	2012 non-IFRS	2011 IFRS	Adjust.	2011 non-IFRS
Cost of revenue	(65.5)	0.2	(65.3)	(58.3)	0.1	(58.2)
Research and development	(86.4)	2.6	(83.8)	(76.9)	1.8	(75.1)
Marketing and sales	(144.6)	1.4	(143.2)	(131.5)	1.0	(130.5)
General and administrative	(36.1)	1.3	(34.8)	(30.9)	0.9	(30.0)
<b>Total stock-based compensation expense</b>		<b>5.5</b>			<b>3.8</b>	

# Financial Revenue & Other

## Non-IFRS

€m	<u>1Q12</u>	<u>1Q11</u>	Growth
<b>Interest Income</b>	5.9	3.0	97%
<b>Interest Expense</b>	(2.2)	(2.4)	(8%)
<b>Financial net Income</b>	3.7	0.6	N/C
<b>Exchange Gain / Loss</b>	(1.6)	(1.2)	33%
<b>Other Income / Loss</b>	(0.4)	0.6	N/S
<b>Total</b>	1.7	0.0	N/A

# Exchange Rate Evolution

From assumptions to actual data

Breakdown of P&L by currency for 1Q12

	USD	JPY
<b>Revenue</b>	<b>34.9%</b>	<b>18.2%</b>
<i>(As a % of Revenue)</i>		
<i>Of which was hedged</i>	-	~9%
<b>Operating Expenses</b>	<b>37.5%</b>	<b>6.2%</b>
<i>(As a % of Expenses)</i>		

Average Exchange rates

	1Q12	1Q11	% change
USD	1.31	1.37	-4.2%
JPY	104.0	112.6	-7.6%

\$/€ – 1Q12 / 1Q11 Variance



¥/€ – 1Q12 / 1Q11 Variance



# Comparing 1Q12 with Objectives

## Non-IFRS

€ millions	Revenue	Operating Expenses	Operating Income	Operating Margin
Non-IFRS Objectives - mid range	430.0	309.6	120.4	28.0%
<b>Impact of Actual Currency Rates</b>				
\$ impact (1.40 → 1.31)	10.8	7.7	3.1	
¥ impact (115.0 → 104.0)	7.3	2.1	5.2	
Other (incl. GBP, KRW and hedging)	(1.1)	0.9	(2.0)	
<b>Difference between objectives and results exc. currency impact</b>	<b>15.4</b>	<b>6.8</b>	<b>8.6</b>	
<b>Non-IFRS Results</b>	<b>462.4</b>	<b>327.1</b>	<b>135.3</b>	<b>29.3%</b>

# Estimated FX impact on 1Q12 Op. Results

Non-IFRS\*

€ millions YTD	Total Revenue	Operating Expenses	Operating Income	Operating Margin
<b>1Q12 Reported</b>	<b>462.4</b>	<b>(327.1)</b>	<b>135.3</b>	<b>29.3%</b>
<b>1Q11 Reported</b>	<b>409.9</b>	<b>(293.8)</b>	<b>116.1</b>	<b>28.3%</b>
<i>Growth as reported</i>	<i>+12.8%</i>	<i>+11.3%</i>	<i>+16.5%</i>	<i>+1.0 pts</i>
<b>Impact of Actual Currency Rates</b>				
USD impact	6.9	(4.9)	2.0	
JPY impact (Not hedged)	5.7	(1.6)	4.1	
Other currencies impact and Hedging	(2.0)	(0.5)	(2.5)	
<b>Total FX Impact adjustment</b>	<b>10.6</b>	<b>(7.0)</b>	<b>3.6</b>	
<b>1Q11 exFX</b>	<b>420.5</b>	<b>(300.8)</b>	<b>119.7</b>	<b>28.5%</b>
<i>Growth exFX</i>	<i>+10%</i>	<i>+9%</i>	<i>+13%</i>	<i>+0.8 pts</i>

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

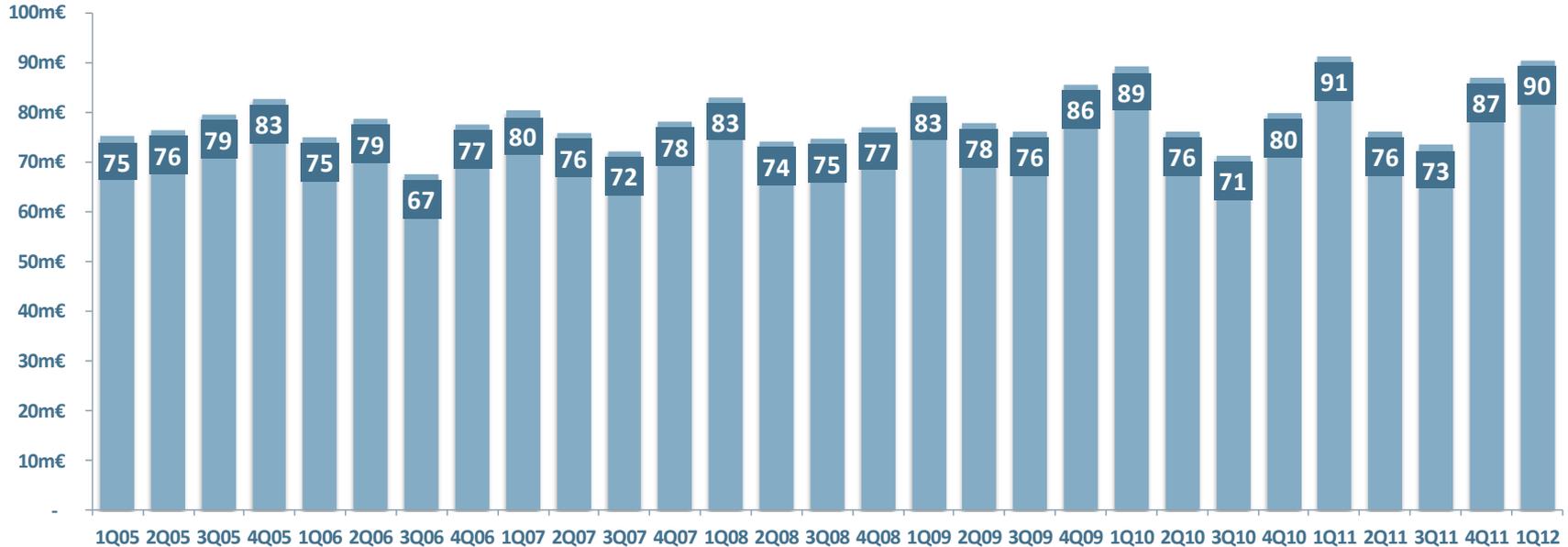
# Detailed Balance-Sheet

## IFRS

(in millions of €)	End of		Variation
	Mar-12	Dec-11	Mar-12 / Dec-11
Cash and cash equivalents	1,343.0	1,154.3	+188.7
Short-term investments	216.7	268.7	-52.0
Accounts receivable, net	464.4	494.3	-29.9
Other current assets	148.2	139.4	+8.8
<b>Total current assets</b>	<b>2,172.3</b>	<b>2,056.7</b>	<b>+115.6</b>
<b>Property and equipment, net</b>	<b>107.3</b>	<b>106.6</b>	<b>+0.7</b>
<b>Goodwill and Intangible assets, net</b>	<b>1,211.5</b>	<b>1,241.9</b>	<b>-30.4</b>
<b>Other non current assets</b>	<b>127.2</b>	<b>111.6</b>	<b>+15.6</b>
<b>Total Assets</b>	<b>3,618.3</b>	<b>3,516.8</b>	<b>+101.5</b>
Accounts payable	85.2	99.9	-14.7
Unearned revenue	542.2	492.0	+50.2
Short-term debt	226.5	228.9	-2.4
Other current liabilities	300.8	317.3	-16.5
<b>Total current liabilities</b>	<b>1,154.7</b>	<b>1,138.1</b>	<b>+16.6</b>
Long-term debt	66.2	72.4	-6.2
Other non current obligations	214.3	222.6	-8.3
<b>Total long-term liabilities</b>	<b>280.5</b>	<b>295.0</b>	<b>-14.5</b>
<b>Non-controlling interest</b>	<b>16.3</b>	<b>17.5</b>	<b>-1.2</b>
<b>Parent Shareholders' equity</b>	<b>2,166.8</b>	<b>2,066.2</b>	<b>+100.6</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>3,618.3</b>	<b>3,516.8</b>	<b>+101.5</b>

# Trade Accounts Receivables / DSO

IFRS



Note: DSO decreased -1% YoY and increased +3% sequentially over Q4 2011

# Consolidated Statement of Cash Flows

## IFRS

(in millions of €)	1Q12	1Q11	Variation
Net income attributable to equity holders of the parent	72.1	63.8	+8.3
Non-controlling interest	1.1	0.1	+1.0
Net income	73.2	63.9	+9.3
Depreciation of property & equipment	9.1	6.2	+2.9
Amortization of intangible assets	22.5	22.1	+0.4
Other non cash P&L items	5.5	0.5	+5.0
Changes in working capital	55.4	41.0	+14.4
<b>Net Cash Provided by (Used in) Operating Activities (I)</b>	<b>165.7</b>	<b>133.7</b>	<b>+32.0</b>
Additions to property, equipment and intangibles	(14.4)	(9.2)	-5.2
Payment for acquisition of businesses, net of cash acquired	(18.1)	(29.5)	+11.4
Sale of fixed assets	0.2	0.1	+0.1
Sale (Purchase) of short-term investments, net	50.9	(162.9)	+213.8
Loans and others	(5.0)	(3.2)	-1.8
<b>Net Cash Provided by (Used in) Investing Activities (II)</b>	<b>13.6</b>	<b>(204.7)</b>	<b>+218.3</b>
Repurchase of common stock	-	(111.1)	+111.1
Proceeds from exercise of stock-options	32.7	80.1	-47.4
<b>Net Cash Provided by (Used in) Financing Activities (III)</b>	<b>32.7</b>	<b>(31.0)</b>	<b>+63.7</b>
<b>Effect of exchange rate changes on cash and cash equivalents (IV)</b>	<b>(23.3)</b>	<b>(37.7)</b>	<b>+14.4</b>
<b>Increase (Decrease) in Cash (V) = (I)+(II)+(III)+(IV)</b>	<b>188.7</b>	<b>(139.7)</b>	<b>+328.4</b>
<b>Cash and cash equivalents at Beginning of Period</b>	<b>1,154.3</b>	<b>976.5</b>	
<b>Cash and cash equivalents at End of Period</b>	<b>1,343.0</b>	<b>836.8</b>	
<b>Cash and cash equivalents variation</b>	<b>188.7</b>	<b>(139.7)</b>	

# Exchange rates (€/\$)

Period	Average Rate	% Growth	Ending Rate	% Growth
2007	1.37	9.2%	1.47	11.8%
2008	1.47	7.3%	1.39	(5.5%)
2009	1.39	(5.2%)	1.44	3.5%
2010	1.33	(4.9%)	1.34	(7.2%)
2011	1.39	5.0%	1.29	(3.2%)
1Q12	1.31	(4.2%)	1.34	(6.0%)
1Q11	1.37	(1.1%)	1.42	5.4%
1Q10	1.38	6.1%	1.35	1.3%
1Q09	1.30	(13.1%)	1.33	(15.8%)
1Q08	1.50	14.4%	1.58	18.7%
2Q11	1.44	13.2%	1.45	17.8%
2Q10	1.27	(6.8%)	1.23	(13.2%)
2Q09	1.36	(12.7%)	1.41	(10.3%)
2Q08	1.56	15.9%	1.58	16.7%
3Q11	1.41	9.4%	1.35	(1.1%)
3Q10	1.29	(9.7%)	1.36	(6.8%)
3Q09	1.43	(4.9%)	1.46	2.4%
3Q08	1.50	9.4%	1.43	0.9%
4Q11	1.35	(0.7%)	1.29	(3.2%)
4Q10	1.36	(8.2%)	1.34	(7.2%)
4Q09	1.48	12.2%	1.44	3.5%
4Q08	1.32	(9.1%)	1.39	(5.5%)

# Exchange rates (€/¥)

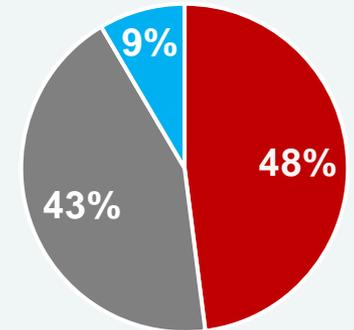
Period	Average Rate	% Growth	Ending Rate	% Growth
2007	161.36	10.5%	164.93	5.1%
2008	152.33	(5.6%)	126.14	(23.5%)
2009	130.29	(14.5%)	133.16	5.6%
2010	116.35	(10.7%)	108.65	(18.4%)
2011	110.99	(4.6%)	100.20	(7.8%)
1Q12	103.99	(7.6%)	109.56	(6.8%)
1Q11	112.57	(10.3%)	117.61	(6.6%)
1Q10	125.48	2.8%	125.93	(4.0%)
1Q09	122.04	(22.6%)	131.17	(16.6%)
1Q08	157.75	0.8%	157.37	0.0%
2Q11	117.41	0.2%	116.25	6.9%
2Q10	117.15	(11.6%)	108.79	(19.7%)
2Q09	132.59	(18.8%)	135.51	(18.6%)
2Q08	163.38	0.3%	166.44	(0.1%)
3Q11	109.77	(0.8%)	103.79	(8.7%)
3Q10	110.68	(17.3%)	113.68	(13.3%)
3Q09	133.82	(17.3%)	131.07	(12.9%)
3Q08	161.76	(0.1%)	150.47	(8.0%)
4Q11	104.22	(7.0%)	100.20	(7.8%)
4Q10	112.10	(15.5%)	108.65	(18.4%)
4Q09	132.70	4.9%	133.16	5.6%
4Q08	126.44	(23.0%)	126.14	(23.5%)

# Operating Expenses Evolution

## Headcount

At Closing - TOTAL					
	<u>Mar-12</u>	<u>Mar-11</u>	<u>% growth</u>	<u>Dec-11</u>	<u>% growth</u>
M&S + COR Ser	4,620	4,453	+4%	4,515	+2%
R&D + COR SW	4,189	3,972	+5%	4,215	-1%
G&A	821	770	+7%	826	-1%
<b>Total</b>	<b>9,630</b>	<b>9,195</b>	<b>+5%</b>	<b>9,556</b>	<b>+1%</b>

Closing H/C – March 2011



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

# IFRS 2012 Objectives

## Accounting elements not included in the non-IFRS 2012 Objectives

- FY 2012 estimated **deferred revenue** write-down of about **€0m**
- FY 2012 estimated **share-based compensation** expenses: **~€20m**
- FY 2012 estimated **amortization of acquired intangibles**: **~€84m**
- **Other operating income and expense, net**
  - 2.2m€ in Q1
  - No estimate for FY
- These estimates do not include the impact of new stock options or share grants, nor new acquisitions or restructuring which could take place after April 26<sup>th</sup>, 2012.

