

**3DEXPERIENCE**

# Automotive Industry & 3DEXPERIENCE Investors Luncheon



**Olivier SAPPIN**  
VP, Transportation & Mobility

# Dassault Systèmes



## A Scientific Company

Combining Science, Technology and Art to create value for our customers and for the sustainable society of today and tomorrow



## 10,000 Passionate People

94 nationalities  
Serving 80+ countries  
One global R&D  
One architecture  
Across 31 R&D Labs



## >150,000 Enterprise Customers

In 12 industries in 80+ countries  
More than 1 million users on premises  
More than 100 million users online



## 3DEXPERIENCE Platform

Open Architecture  
Open Components  
Open Communities



## >3,500 Partners

Research Institutes  
Education Partners  
Software and Technology Partners  
Sales & Services Partners



## Long Term Foundations

Majority shareholder control  
\$2.48B revenues  
30.4% operating margin  
44% total headcount working in R&D

# Our Purpose

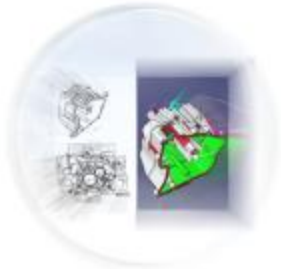


“Dassault Systèmes provides Business & People  
with **3DEXPERIENCE** Universes to imagine  
sustainable innovations capable of harmonizing  
Products, Nature and Life”

Bernard CHARLES  
President & Chief Executive Officer

# Our Legacy: from 3D-Design to 3DEXPERIENCE

3D - Design



V3 | 1986

3D-DMU  
Digital Mock-Up



V4 | 1994

3D-PLM  
Product Lifecycle Management



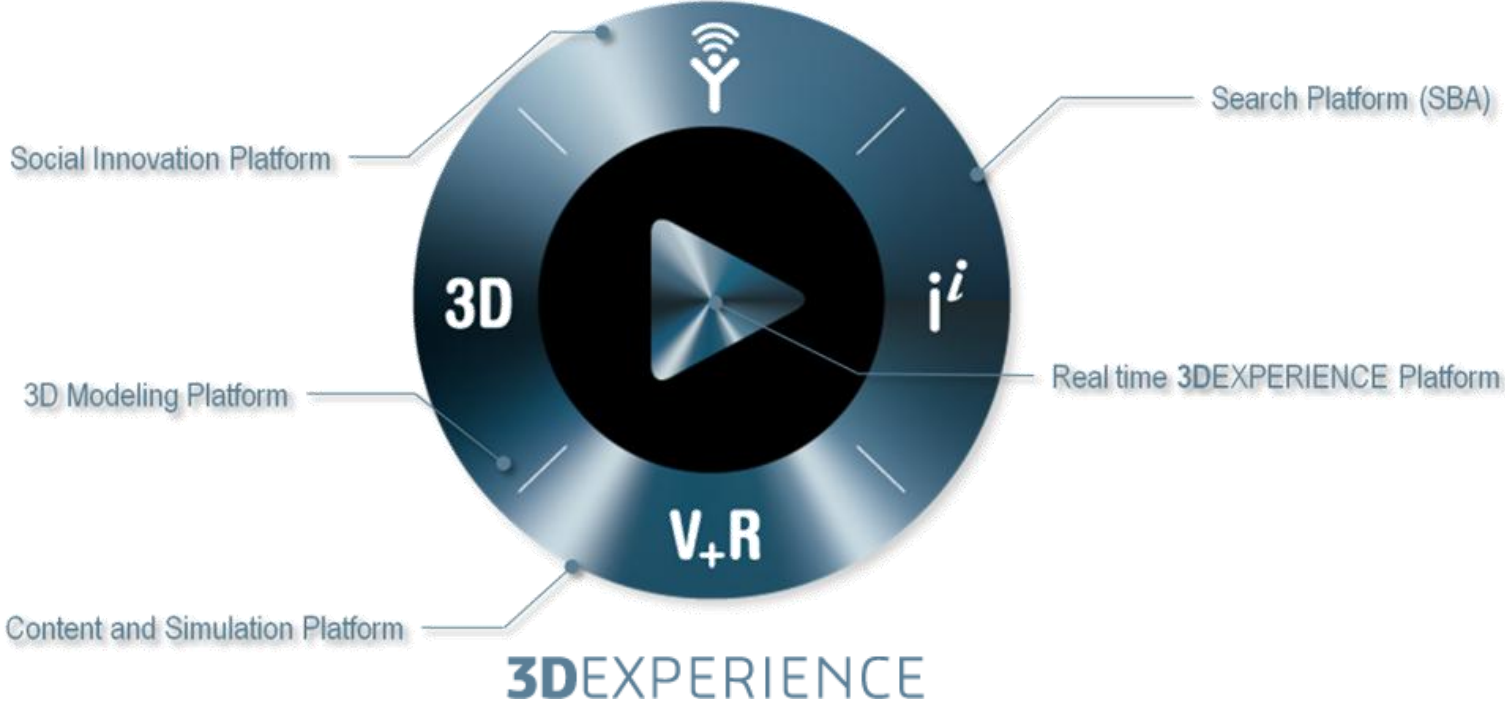
V5 | 1999

3DEXPERIENCE



V6 | 2009

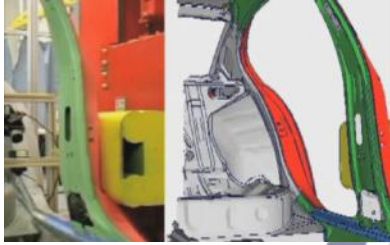
# Our foundation: the 3DEXPERIENCE Platform



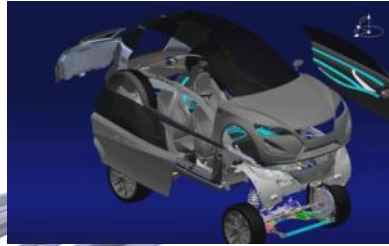
# Holistic Value Creation Platform for **Transportation and Mobility**



Test It for **Safety & Performance**



Manufacture It **On Time**



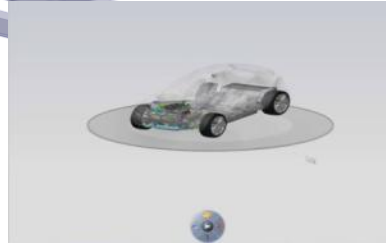
Sell with **Virtual Showroom**



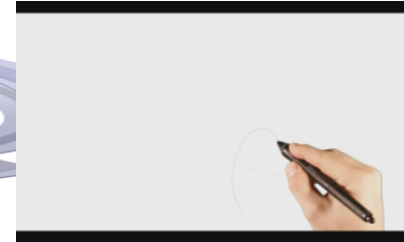
Manage it for **Seamless Global Collaboration**



Design It for **Zero Defect**



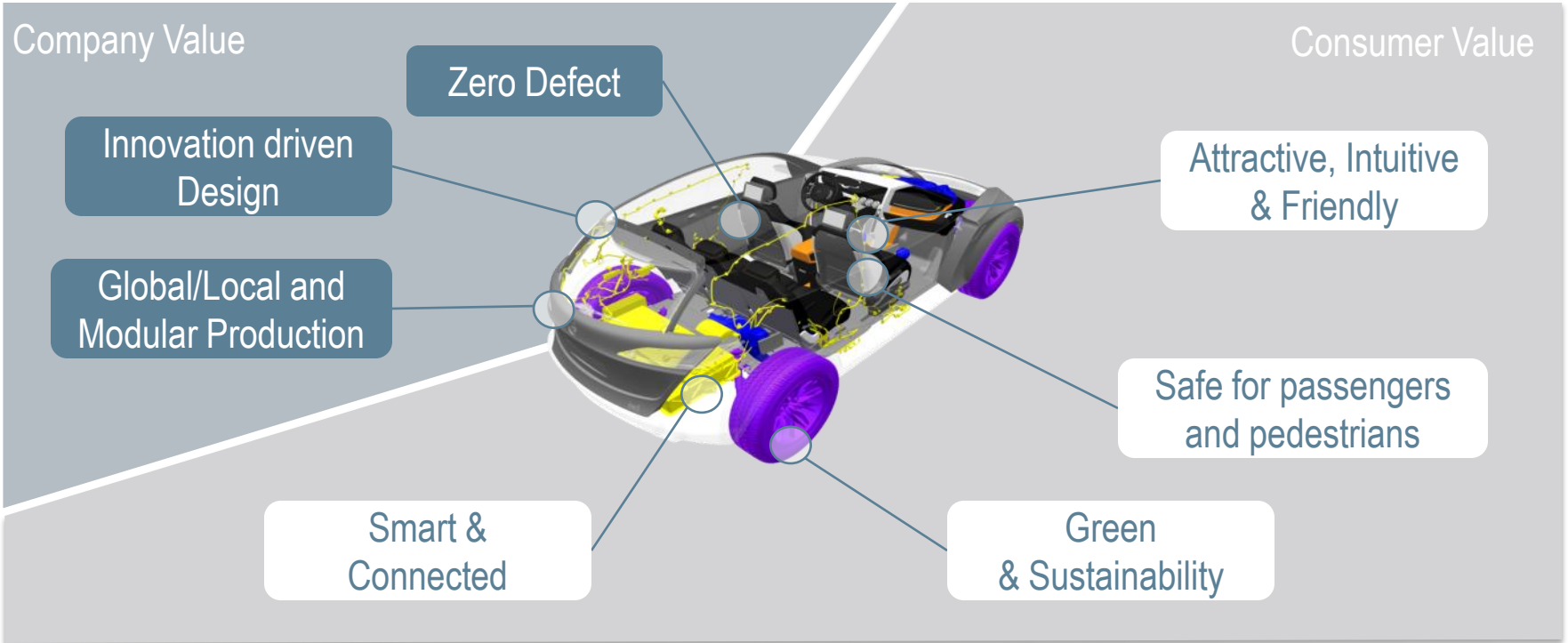
Dream it with **Consumers**



# Transportation & Mobility Industry Market Segmentation



# What does Transportation & Mobility Industry value the most?





# Transportation & Mobility Industry Transformations

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The new car development process is **Global, Multi-Discipline** and put the **consumer** at the heart of product innovation

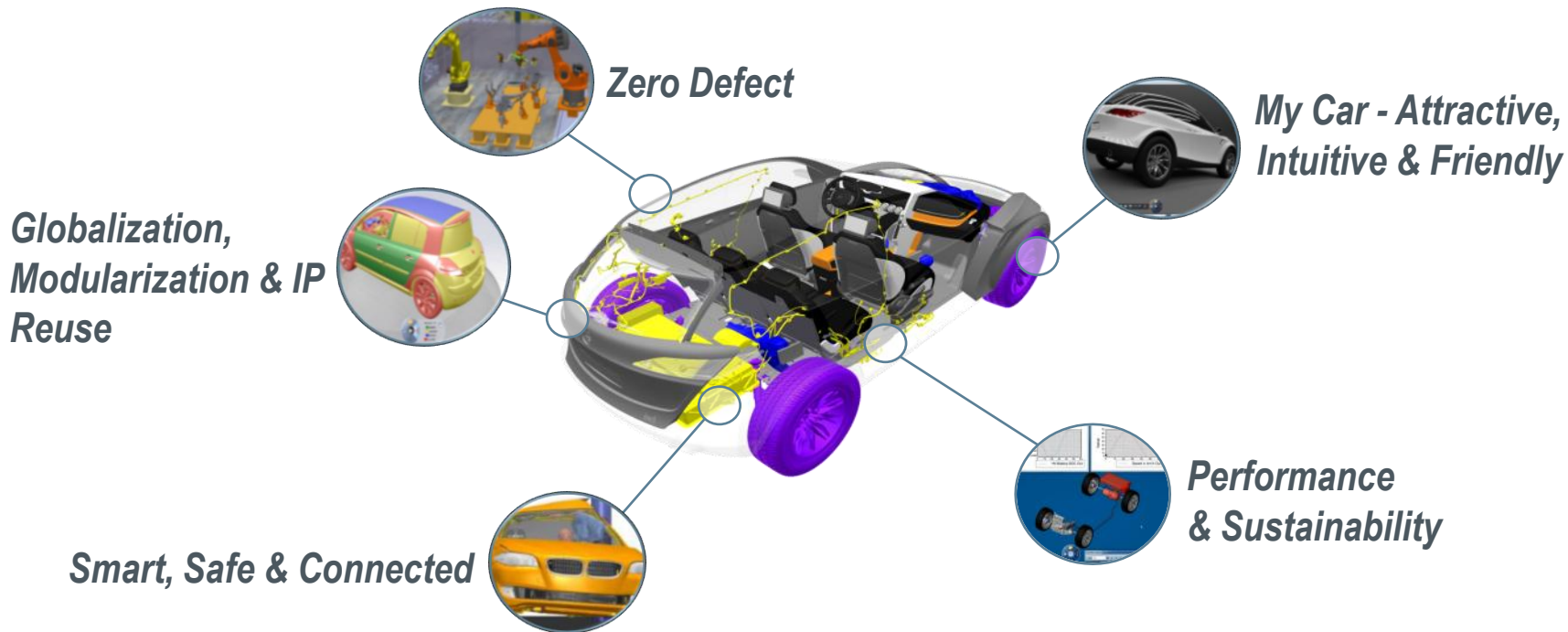


The new governance model is based on **co-creation communities**, collaborating **on-line**.



The Vehicle of the future is **on line**, always **connected**.

# Transportation & Mobility Solution Experiences



# Automotive Demonstration

