



3DEXPERIENCE®

CAPITAL MARKETS DAYS ENOVIA

10th June 2016

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ENOVIA CEO

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MARKET DYNAMIC

ENOVIA for Collaborative Innovation



3DEXPERIENCE®

ENOVIA Apps (on the 3DEXPERIENCE platform) function as a business solution for its customers, enabling them to **drive innovation and profitable growth**, and ultimately enhance the value proposition for their own customers.



15,000 customers
12 industries



Six Business Themes Driving Innovation and Profitable Growth for Customers across 12 Industries

Strategic Customer Relationships

Quality & Compliance

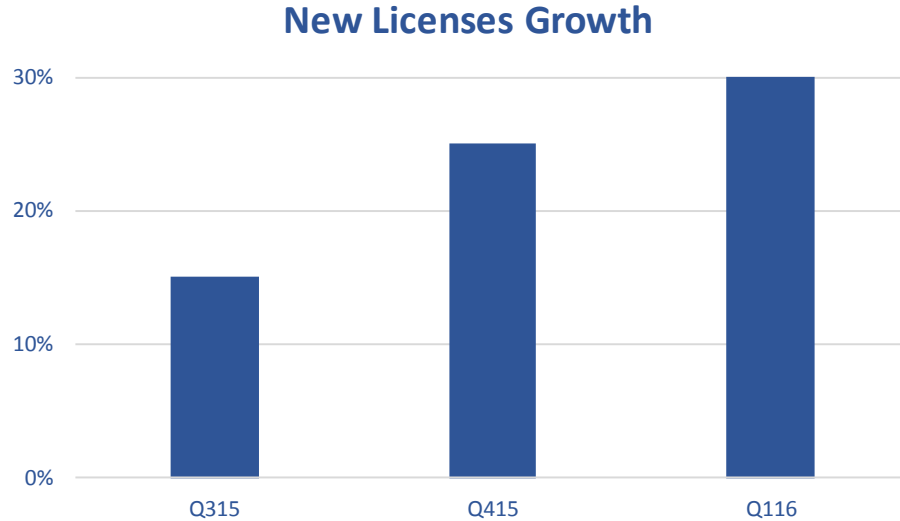
Global Product Development

Strategic Supplier Relationships

Product Planning & Programs

IP Classification & Security

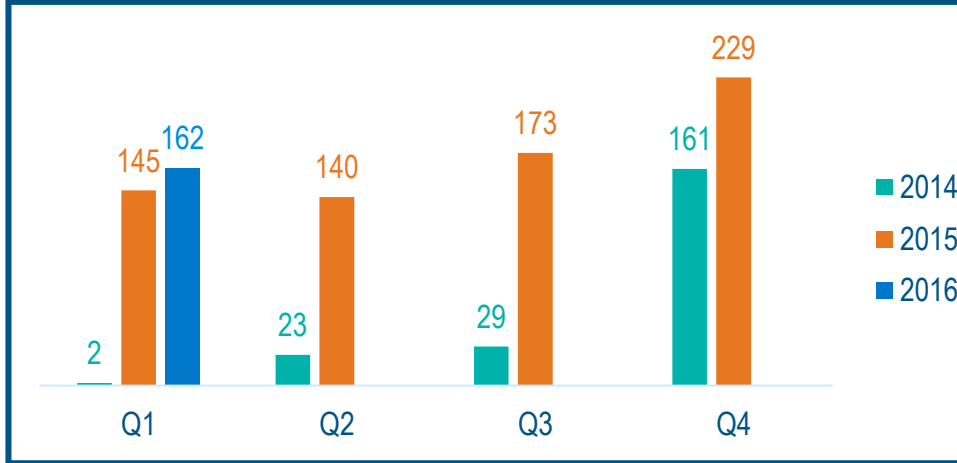
ENOVIA New Licenses Revenue Acceleration



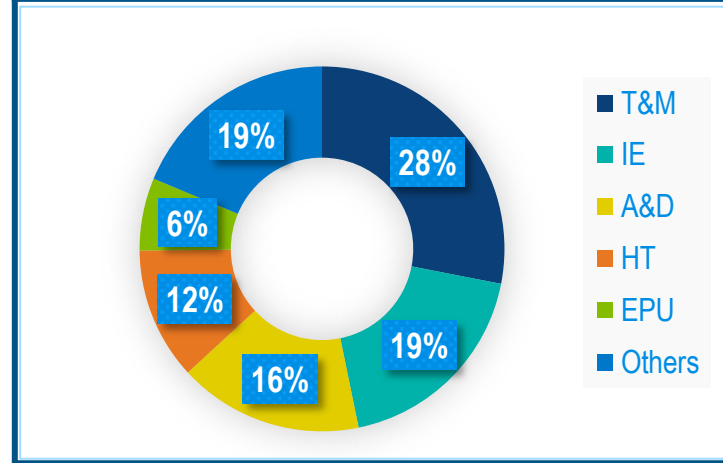
Double-digit new licenses growth for the 3rd consecutive quarter

3DEXPERIENCE Adoption & Competitive Momentum

Strong Customer Adoption Trend of 3DEXPERIENCE



Key Competitive Wins by Industry



Key Competitive Wins



ENOVIA Expanding Sharply Market Footprint



* Per 2015 & Q1 2016 deals >500k

** Detailed analysis based on ~100 new ENOVIA large accounts wins in the 2 past years

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ENOVIA STRATEGY & GROWTH DRIVERS

ENOVIA Powered By the 3DEXPERIENCE platform

 **ENOVIA**

12 industries

15,000 customers



“The Place to
Plan your
Definition of
Success”

ENOVIA Portfolio

The ENOVIA portfolio provides collaborative innovation apps for **business** as well as the product **development** users

BUSINESS

PRODUCT DEVELOPMENT

25 Roles
4 Options

- Portfolio Manager
- Project Analyst
- Project Manager
- Requirements Manager
- Product Manager

4 Roles
9 Options

- Design Reviewer
- Product Engineer
- Mechanical Designer
- Software & System-on-a-Chip Designer

5 Roles

11 Roles
1 Option

- 3D Merchandiser
- Collection Sourcing Manager
- Quality Manager

6 Roles
8 Options

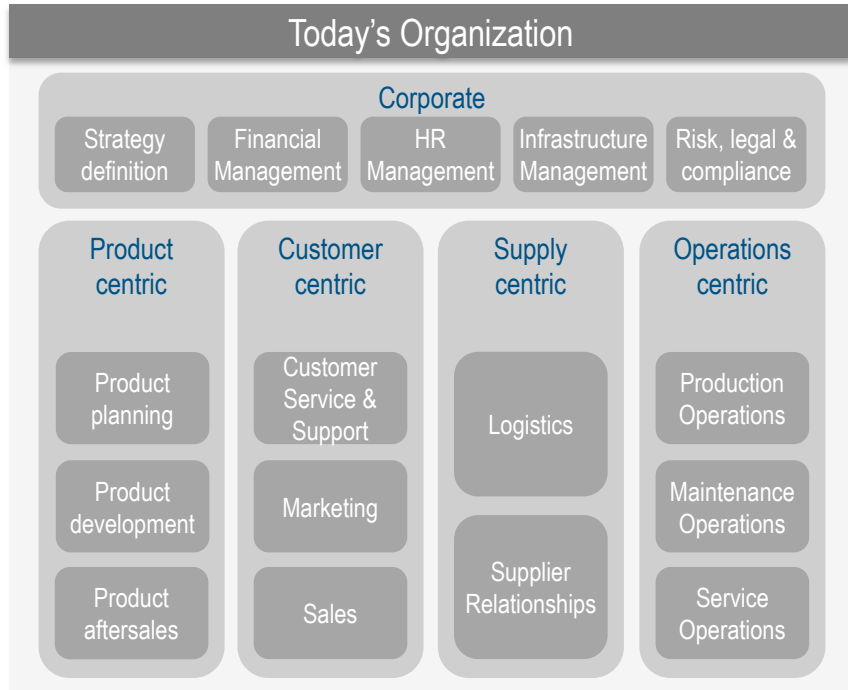
- Financial Service Manager
- Formula Developer
- Packaging Assets Manager

CORE

DIVERSIFICATION

The ENOVIA portfolio is expanding to address **business & product development** users in **new industries**.

Traditional organizations fail to deliver innovation aligned to business objectives in the age of EXPERIENCE



Portfolio Management

- Jaguar v1
- Land Rover v1

Jaguar

Maturity: In Work | Version: v1

- Product Lines
- Properties
- Marketing Collaterals

- All New XF**
v1
Luxury business saloon with distinctive design, dynamic drive and state-of-the-art technologies.
- F-Pace**
v1
Jaguar's most practical sports car.
- F-Type**
v1
Pulse-quickenng, pure Jaguar sports car.
- XE**
v1 [MY2015 HTFB, -]
The most advanced, efficient and refined sports saloon that Jaguar has ever produced
- XJ**
v1
Breathtaking luxury saloon, spacious and beautiful yet powerfully agile.

Enterprise Configuration Catalog

- Variants
- Options
- Packs

ENOVIA Growth Drivers

Move to ENOVIA 3DEXPERIENCE

Expand standard ENOVIA 3DEXPERIENCE in core 3DS industries

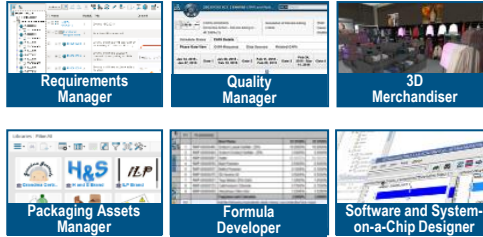


Power by 3DEXPERIENCE



Diversification

By Roles



By Industry



Mid-Market Expansion



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MOVE TO ENOVIA 3DEXPERIENCE

Recent Wins – AUTOMOTIVE

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- **Modular, Global and Secure**
- Competition: Siemens Teamcenter
- iPLM and Supplier Collaboration
- Target 12,000 users



- **Modular, Global and Secure**
- Competition: Siemens, Oracle
- Enterprise Collaboration & Program and Project Management
- 300 users growing to 5,000 users



- **Bid to Win**
- Competition: Siemens Teamcenter
- Collaboration Platform for 1,400 CAD designers and 4,000 engineers going to 4,500



- **3DEXPERIENCE platform**
- Competition: SAP
- Enterprise Collaboration for process management
- Target 1,500 users

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DIVERSIFICATION

Recent Wins – DIVERSIFICATION



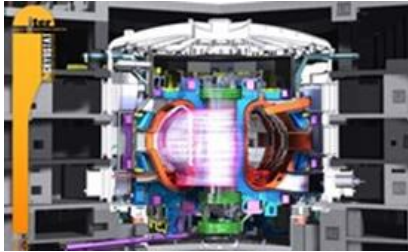
ERICSSON



- **Business Operation Excellence**
- Competition: Siemens Teamcenter, PTC
- Enterprise Collaboration, Digital Transformation
- 30,000 users growing to 70,000



- **Design to Sea, On Time to Sea**
- Competition: Siemens Teamcenter, PTC
- Replacement of CADD5, Optegra
- Enterprise Collaboration & Program Management
- 3,000 users growing to 6,000



- **Integrated Plant Engineering**
- Competition: Intergraph, Aveva, Siemens
- Enterprise Collaboration, Change Management, Global DMU with Suppliers
- 50 users growing to 2,000



- **License to Cure for Medical Device**
- Competition: SAP
- Early prototyping with DMU, Simulation Data Management
- 80 users growing to 3,000



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MID-MARKET EXPANSION

Recent Wins – MID-MARKET EXPANSION

BENTELER



- Bid to Win
- Competition: Siemens, SAP
- CATIA V5 Mechanical Engineering, Program and Configuration Management
- Target 150 users

CATIA



- **Single Source for Speed**
- SMARTTEAM Migration and SOLIDWORKS Integration
- Enterprise Collaboration, Change Management, Quality Management
- 300 users

SOLIDWORKS

FORUM

ENERGY TECHNOLOGIES



- **Single Source of Speed**
- Competition: Aras
- SOLIDWORKS Integration, Enterprise BOM Management, Program Management
- 57 users growing to 350

SOLIDWORKS

OSSTEM[®]

IMPLANT



- **License to Cure for Med Device**
- Competition: Siemens, PTC
- Replacement of DynaPDM with Enterprise BOM, Quality & Compliance, Regulatory/FDA Submission
- Target 60 users

ENOVIA

DASSAULT SYSTEMES | The 3DEXPERIENCE[®] Company

Key Takeaways

1- ENOVIA 3DEXPERIENCE DYNAMIC

ENOVIA New Licenses Revenue Acceleration



Double-digit new licenses growth for the 3rd consecutive quarter



DASSAULT SYSTEMES | The 3DEXPERIENCE® Company

2- Expanding ENOVIA Portfolio reach

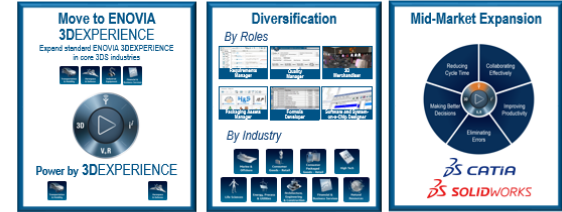
ENOVIA Portfolio



DASSAULT SYSTEMES | The 3DEXPERIENCE® Company

3- Key Drivers to Support ENOVIA Revenue Acceleration

ENOVIA Growth Drivers



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