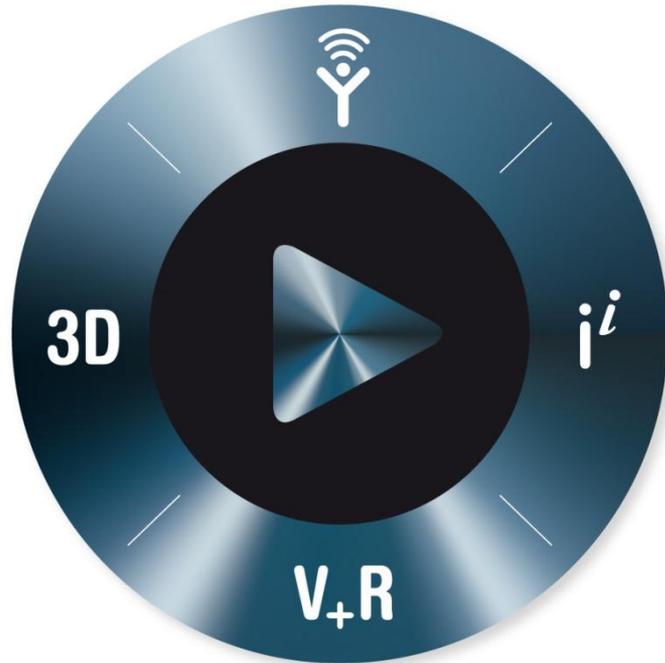


# Analysts Meeting Q3 2012



**3D**EXPERIENCE

2012, Launch of Industry Solution  
Experiences Strategy

Bernard Charlès, 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\$1.30 per €1.00 and an average Japanese yen to euro exchange rate of JPY110 to €1.00 for the 2012 fourth quarter; for 2012, the Company has assumed an average U.S. dollar to euro exchange rate of US\$1.29 per €1.00 and an average Japanese yen to euro exchange rate of JPY104 to €1.00; 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, in particular related to the integration of Gemcom software International 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*, and 2012 Half Year Financial Report, which were filed with the French *Autorité des marchés financiers* (AMF) on March 29, 2012, and July 27, 2012, respectively, 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* and the 2012 Half Year Financial Report filed with the AMF on March 29, 2012, and July 27, 2012, respectively.

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 and related social charges, 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.

# Q3 2012 Highlights

- ▶ Delivering **+16%** non-IFRS **EPS\*** growth in Q3 and **+15%** YTD
- ▶ **Clients continuing to invest** for innovation, global efficiency and quick ROIs
- ▶ Advancing **industry solution experiences** strategy
- ▶ Executing **strategy** while improving **operating margin**
- ▶ Upgrading **2012 objectives** for Q3 over performance, currency evolution and Q4 improved view

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

# Agenda

1

Q3 2012 Business & Strategy Review

2

Q3 2012 Financial Highlights

3

Q4 & FY12 Financial Objectives

4

Financial Information Appendix

# Q3 2012 Business & Strategy Review

1. **Q3 2012 Performance**
2. 2012, Launch of Industry Solution Experiences Strategy

# Q3 2012 Performance Non-IFRS\*

- ▶ **Double-digit revenue** growth with continued strong dynamic of **rentals**
- ▶ **Margin expansion**
- ▶ **Strong EPS** growth

€ millions	Q3 12	YTD 12
Revenue	505.0	1470.3
Growth	+16.7%	+15.6%
<b>Growth ex FX</b>	<b>+10%</b>	<b>+10%</b>
New Licenses Growth ex FX	+10%	+12%
Operating Margin	32.6%	30.4%
<b>Operating Margin Growth</b>	<b>+0.6pt</b>	<b>+0.9pt</b>
EPS (€)	0.89	2.36
<b>EPS Growth</b>	<b>+16%</b>	<b>+15%</b>

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

# Revenue by Region NonIFRS\*

- ▶ Progress in the **Americas**
- ▶ Softening in **Europe** after 2 years of strong growth
- ▶ Strong **Asia** with continued improvement in **Japan** and strong performance in **China**

## Revenue Growth ex FX by Region

	Q3 12	YTD 12
Americas	+13%	+7%
Europe	+3%	+10%
Asia	+18%	+14%
<b>Total Revenue</b>	<b>+10%</b>	<b>+10%</b>

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

# Revenue by Product Line Non-IFRS\*

## Software Revenue Growth ex FX by Product Line

- ▶ Solid **CATIA** growth with double-digit new licenses revenue
- ▶ Large scale implementations under way with **ENOVIA**
- ▶ Strong **SIMULIA** growth - **GEOVIA** revenue in line with expectations
- ▶ **SOLIDWORKS** performance driven by recurring revenue
- ▶ **Software revenue** growth excluding **Gemcom** and **Transcat** impact: ~ **+8%** ex FX

	Q3 12	YTD 12
<b>PLM</b>	<b>+10%</b>	<b>+9%</b>
CATIA	+5%	+6%
ENOVIA	+3%	+9%
Other PLM SW	+28%	+18%
<b>SOLIDWORKS</b>	<b>+9%</b>	<b>+12%</b>
<b>Total Software</b>	<b>+10%</b>	<b>+10%</b>

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

# AVTOVAZ Accelerating Transformation with CATIA

## ► Context

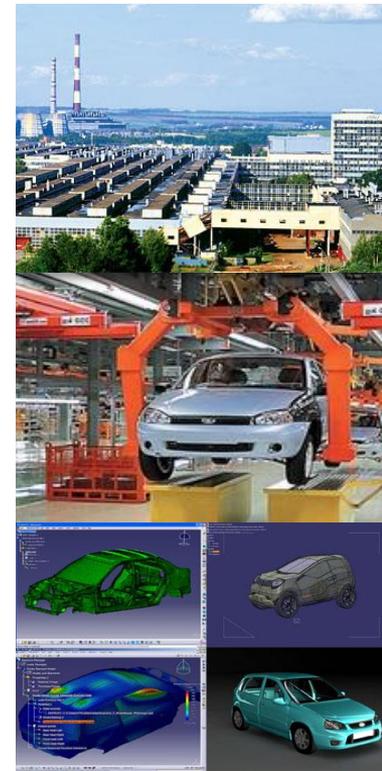
- ▷ AVTOVAZ (Renault – Nissan Alliance) is the Russian leading car maker, selling passenger vehicles under the LADA brand
- ▷ 2011 revenue ~€4.6bn - 75,000 employees

## ► Challenges

- ▷ Develop new capabilities to manage, design and produce **multiple vehicle programs** (including Renault-Nissan cars)
- ▷ Improve **car design** and **engineering processes**

## ► Targeted achievements

- ▷ Enable **Digital Mockup and Digital Review processes** across the entire Engineering Centre
- ▷ Reduce **design cycle time** with Digital Mockup for all deployment





# Fossil Selecting ENOVIA V6

## ▶ Context

- ▷ American clothing and accessories retailer
- ▷ 2011 revenue US\$2.3bn - 8,900 employees

## ▶ Challenges

- ▷ **Disconnected processes** within different design, sourcing and licensing groups
- ▷ Corporate strategic objective of global **growth to 5bn in 4 years**
- ▷ Manage **expansion** and **coordination** of collections for retail and wholesale

## ▶ Targeted achievements

- ▷ Provide a **fully integrated solution** for design, sourcing, costing, global BOM management and collaborative vendor participation
- ▷ Allow technology to be an enabler for advancement of **best practices** globally
- ▷ Coordinate **global design** between Switzerland, Hong Kong and Texas design teams
- ▷ Expand **creativity** and share **emerging fashion trends** easily



# NIAEP Selecting the 3DEXPERIENCE Platform



## ▶ Context

- ▷ Leading Russian nuclear power plant engineering procurement and construction company
- ▷ ~4,000 employees work for the joint company
- ▷ ~20 constructed and developed power plants in Russia and abroad

## ▶ Challenges

- ▷ Optimize **capital expenditures**
- ▷ Accelerate **time to first fuel or startup**
- ▷ Increase **return on investment**

## ▶ Achievements

- ▷ Using **3DEXPERIENCE** platform's applications (**DELMIA, CATIA & ENOVIA V6**)
  - Simulate business processes
  - Carry out detailed modeling of construction and installation processes based on 3D data
- ▷ **Construction time** and **costs reduced**
- ▷ Improved **quality** and **safety**

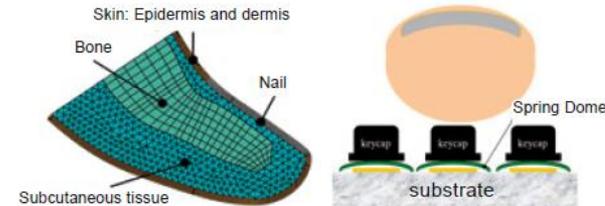


# Samsung Cutting Mistyping Errors with SIMULIA

- ▶ **Context**
  - ▷ Leading high tech company
  - ▷ Headquartered in Korea
  - ▷ 2011 revenue: ~USD 220 bn, ~350,000 employees
- ▶ **Challenges**
  - ▷ Design mobile device keypads for **fewer typos** with electronic devices becoming increasingly compact
- ▶ **Achievement**
  - ▷ Selected **SIMULIA** to understand the physical user interface to better understand the ergonomics of human-device interaction
  - ▷ Cut mistyping errors from **35% to 7%**
  - ▷ Going forward, seeing value in **developing hand, arm and whole body models**



Figure 1. Prototype of an intermediate mobile personal computer (now discontinued) that was used in the Samsung keypad optimization study.



# Introducing SolidWorks 2013

## ▶ 3D Design Simplified

- ▷ DESIGN: Powerful Design Tools
- ▷ MODELING: Faster Model Creation
- ▷ PERFORMANCE: Improved Performance
- ▷ COLLABORATION: Enhanced Collaboration

## ▶ Very **positive feedbacks**

- ▷ Activations X3 last year
- ▷ Number of hours that participants tested X4 last year
- ▷ Larger number of live Beta events with more participation by customers around the globe



# Q3 2012 Business & Strategy Review

1. Q3 2012 Performance
2. **2012, Launch of Industry Solution Experiences Strategy**

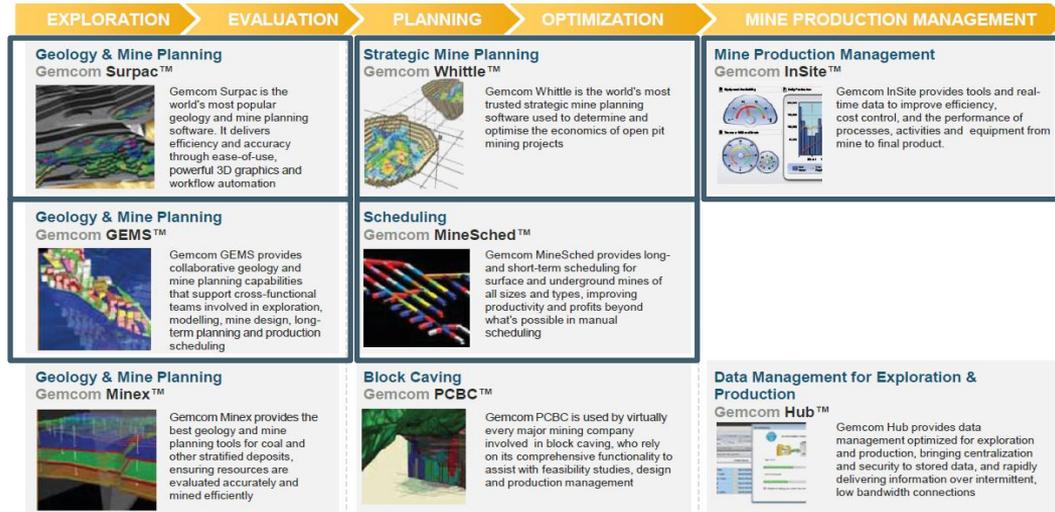
# 2012, Launch of Industry Solutions Experiences

1. **“Harmonizing Product, Nature & Life”**
2. Among Forbes’ World’s Top 100 Most Innovative Companies
3. 3DEXPERIENCE Growing Interest
4. Introducing Industry Solutions Experiences

# Expanding 3DEXPERIENCE into Natural Resources

## New capabilities for 5 key GEOVIA mining applications

- ▶ **MINExpo 2012** Sep. 24-26, Las Vegas, USA
  - ▷ World's largest mining tradeshow, held once every 4 years
  - ▷ Over 1,860 exhibitors (1,200 in 2008)
  - ▷ Over 60,000 attendees (38,000 in 2008) from 36 countries
  
- ▶ Announcing new **GEOVIA** capabilities
  - ▷ Including advanced geological **modeling** and **simulation** capabilities just one quarter after the acquisition
  - ▷ Better quantify, plan and manage extraction of ore bodies



# Improving the Real World with Realistic Simulation

## Understanding Traumatic Brain Injury



# 2012, Launch of Industry Solutions Experiences

1. “Harmonizing Product, Nature & Life”
- 2. Among Forbes’ World’s Top 100 Most Innovative Companies**
3. 3DEXPERIENCE Growing Interest
4. Introducing Industry Solutions Experiences

# Among Forbes' World's Top 100 Most Innovative Companies\*

**Forbes**

The World's Most  
**Innovative Companies**

► DS #4\*\* within “software and programming”

\* Companies with Market Cap above \$10B

Rank ▲	Company	Country	12-Month Sales Growth (%)	5-Year Annualized Total Return (%)	Innovation Premium* (%)
37	 Colgate-Palmolive	United States	5.7	12.2	32.7
38	 Sun Pharmaceutical Industries	India	34.6	22.2	32.7
39	 Citrix Systems	United States	18.1	19.0	32.3
40	 Dassault Systemes	France	9.9	12.3	31.9
41	 Technip	France	15.9	12.4	31.8
42	 Kone	Finland	9.9	18.9	31.6
43	 Fanuc	Japan	20.4	14.0	31.1

# 2012, Launch of Industry Solutions Experiences

1. “Harmonizing Product, Nature & Life”
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- 3. 3DEXPERIENCE Growing Interest**
4. Introducing Industry Solutions Experiences

# The View from C-Levels

**3DEXPERIENCE** allows you to be in the middle of the action, to visualize a realistic view of the product/service integrating all parameters from design, to marketing, environment... It brings development of new products to another level of interaction and innovation.

“If you were to tell a friend everything you understand about '3DEXPERIENCE' what would you say, how would you describe it?”

**3DEXPERIENCE** allows you to see things that are not real in the most realistic representation possible. It works like the 3D printer but you don't have to waste your paper on it!

**3DEXPERIENCE** is different from normal 3D which we encounter in TV. It relates to the spatio-dimensional conception to the execution of the 3D content.

**3DEXPERIENCE** is a platform by Dassault Systèmes. The **3DEXPERIENCE** Platform transforms the way “innovators will innovate with consumers” by connecting designers, engineers, marketing managers and even consumers, in a new ‘social enterprise’.

# 2012, Launch of Industry Solutions Experiences

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# Smart, Safe & Connected

Design the Intelligence Vehicle Experience

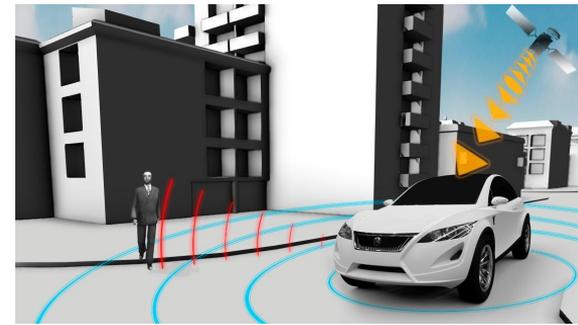
## ► Purpose

- ▷ Deliver **new innovative functions** for market differentiation and customer satisfaction
- ▷ Reach highest level of **quality** and **security**
- ▷ Manage increasing **system complexity** while **reducing costs**

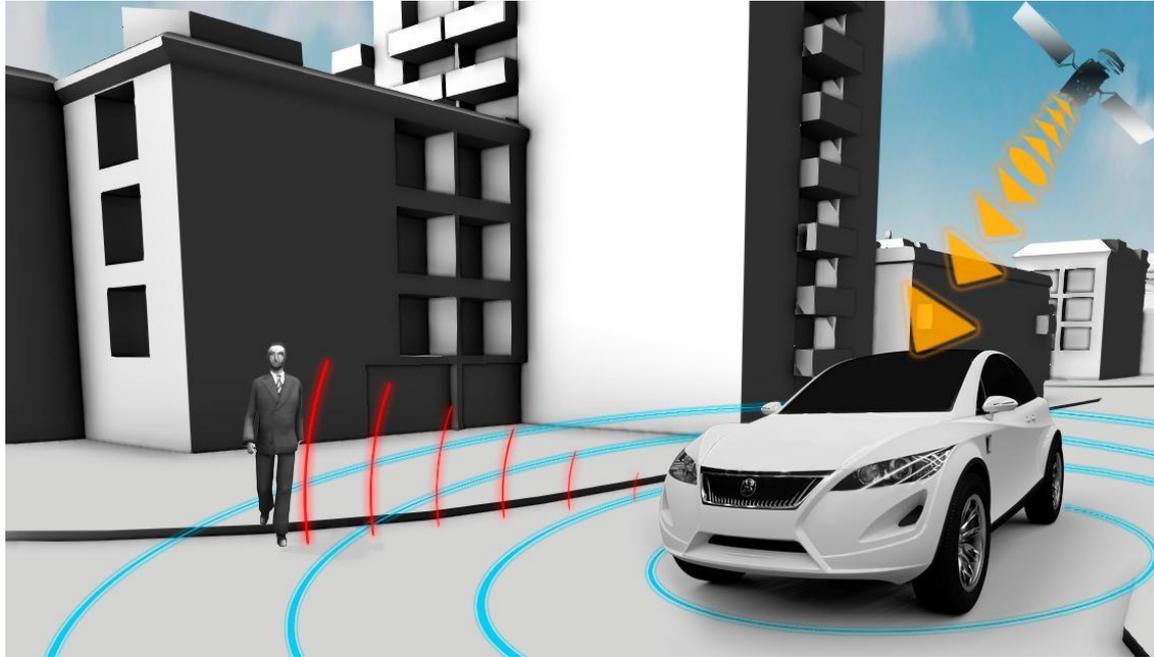
## ► Game changer

- ▷ Use **functional mock-up** integrating mechanical, electronics, software and simulation in order to:
  - Virtually optimize the behavior of the future vehicle
  - Simulate to ensure that it is smarter and safer

Multi-brand solution including CATIA, SIMULIA, EXALEAD, Netvibes, ENOVIA, 3DSwYm



# Smart, Safe & Connected Video



# Perfect Shelf

## Win at Shelf

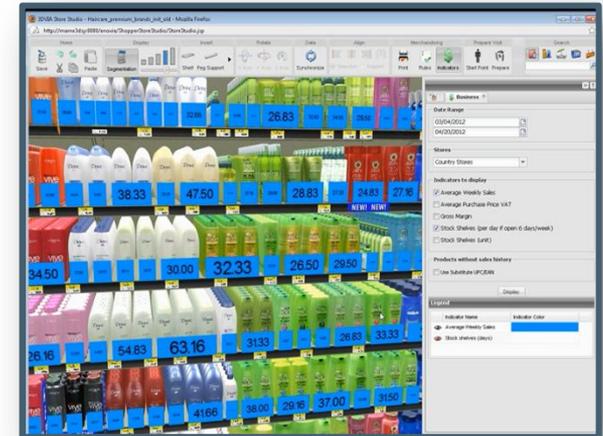
### ► Purpose

- ▷ The shelf is the place where Brands and Retailers can showcase the brand promise with **consumers making purchase decisions within a few seconds**

### ► Game changer

- ▷ Use of realistic simulation of retail **settings inside immersive, lifelike 3D environments** in order to:
  - Ensure quality shelf & comply with merchandising rules
  - Adapt to local specificities for faster implementation
  - Share real time display of performance on a 3D Shelf for better decision

Multi-brand solution including 3DVIA, ENOVIA, 3DSwYm





# Optimized Plant Construction

Deliver On Time & On Budget

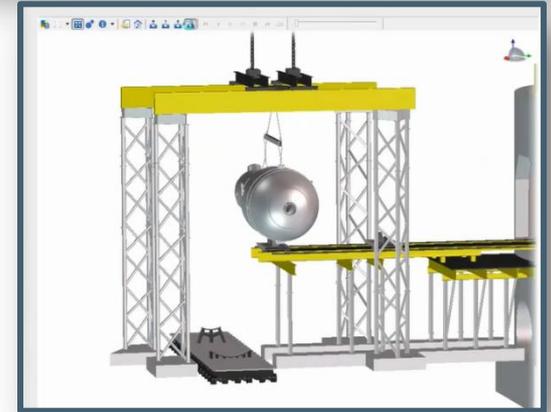
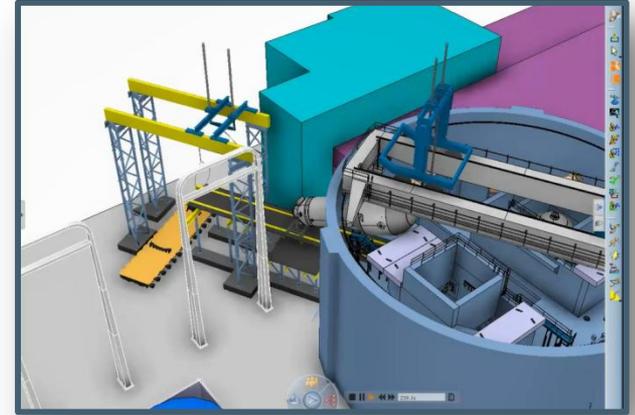
## ▶ Purpose

- ▶ **Expensive projects** with huge financial impact of **schedule overruns** and involving **multi-discipline / multi-location / multi-national / multi-language** teams

## ▶ Game Changer

- ▶ Use an **integrated decision support environment** updated real time, consistent across operations and with clear 3D representations in order to :
  - Make decisions based on updated and consistent information
  - Speak the same language across disciplines and geographies
  - Keep traceability

Multi-brand solution including 3DVIA, DELMIA, ENOVIA



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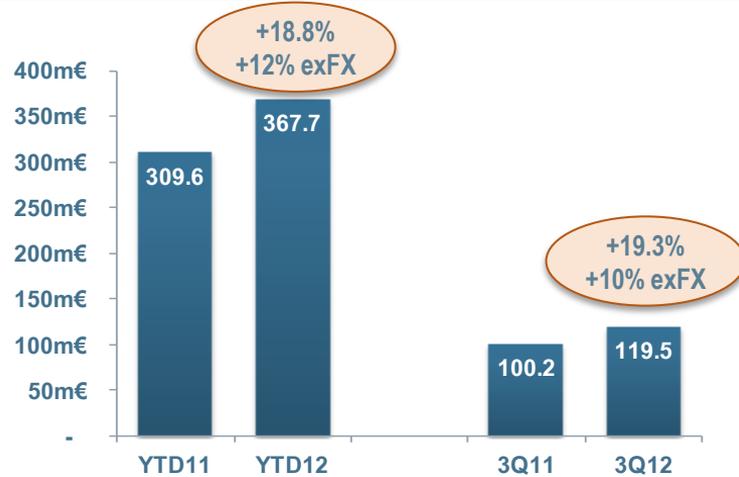
Q4 & FY12 Financial Objectives

4

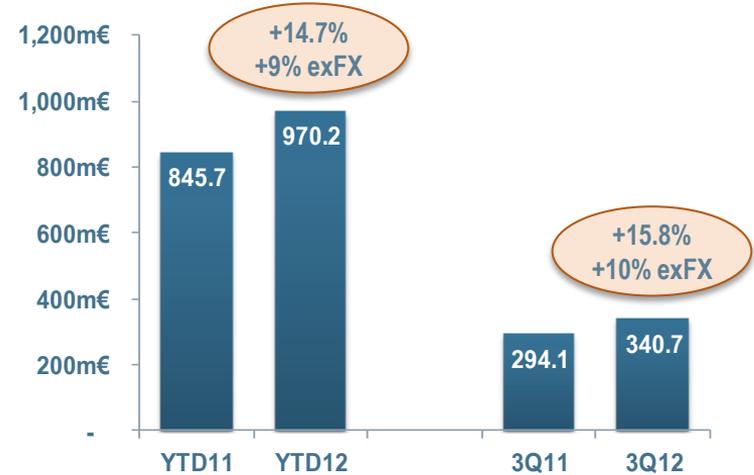
Financial Information Appendix

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

New Licenses Revenue



Periodic Licenses, Maintenance and Product Development Revenue



**New licenses** up double-digits

Business dynamic also visible in **rental licensing**, up **~14%** YoY ex FX in Q3 2012

Solid **maintenance** revenue

In accordance to IFRS, New licenses revenue was €100.2M in 3Q11 and €119.5M in 3Q12, growing +19.3%.

In accordance to IFRS, Recurring revenue (incl. AD) was €294.0M in 3Q11 and €335.2M in 3Q12, growing 14.0%.

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

# SOLIDWORKS Price & Units Evolution

## Number of Units



## ASP (€)

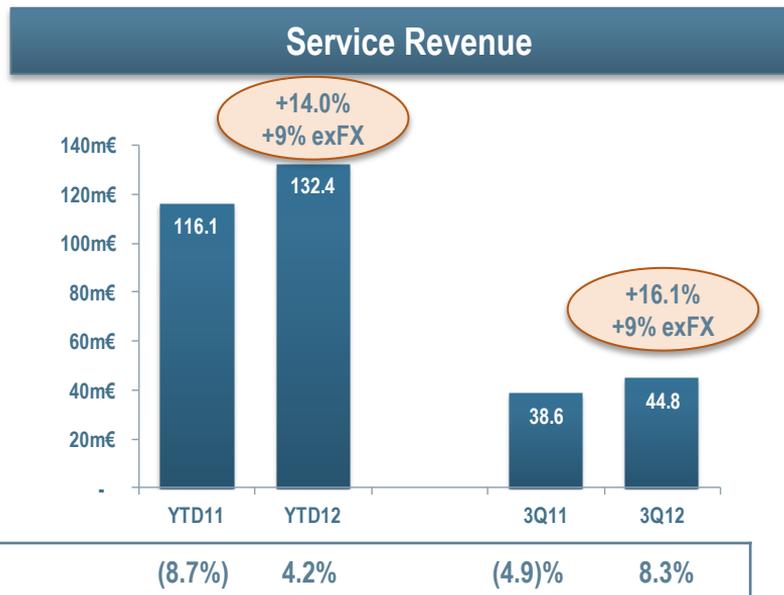


**Softening of units growth** in Q3 2012 and **ASP** slightly down YoY  
**Solid maintenance** revenue driving Q3 **SolidWorks revenue** up **9%** ex FX

Note: assuming a 45% average VAR margin.

As reported exFX

# Service Revenue & Margin Evolution Non-IFRS\*

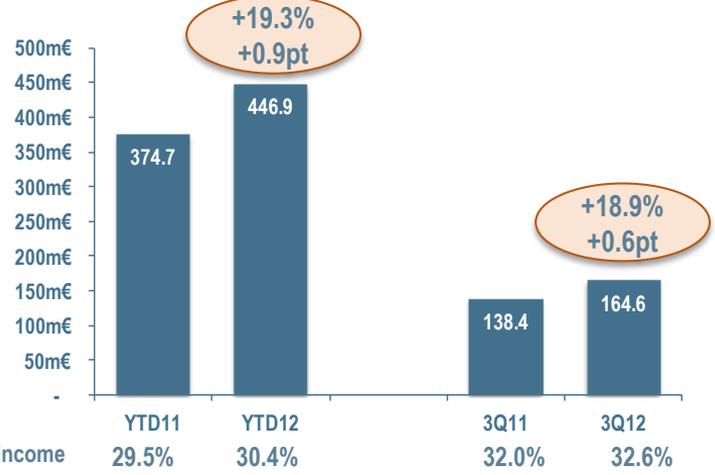


**YTD service margin improved by 12.9 pt**

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

# Operating Income Evolution & EPS Non-IFRS\*

## Operating Income



## EPS



**Operating margin expansion** reflecting essentially **operating leverage**: +0.5 pt in Q3 and +0.6 pt in YTD excluding favorable impact of currencies

**Income tax rate up**: +2.3 pts to 32.8% in Q3 and +2.0 pts to 33.9% in YTD, on higher income tax rate in France

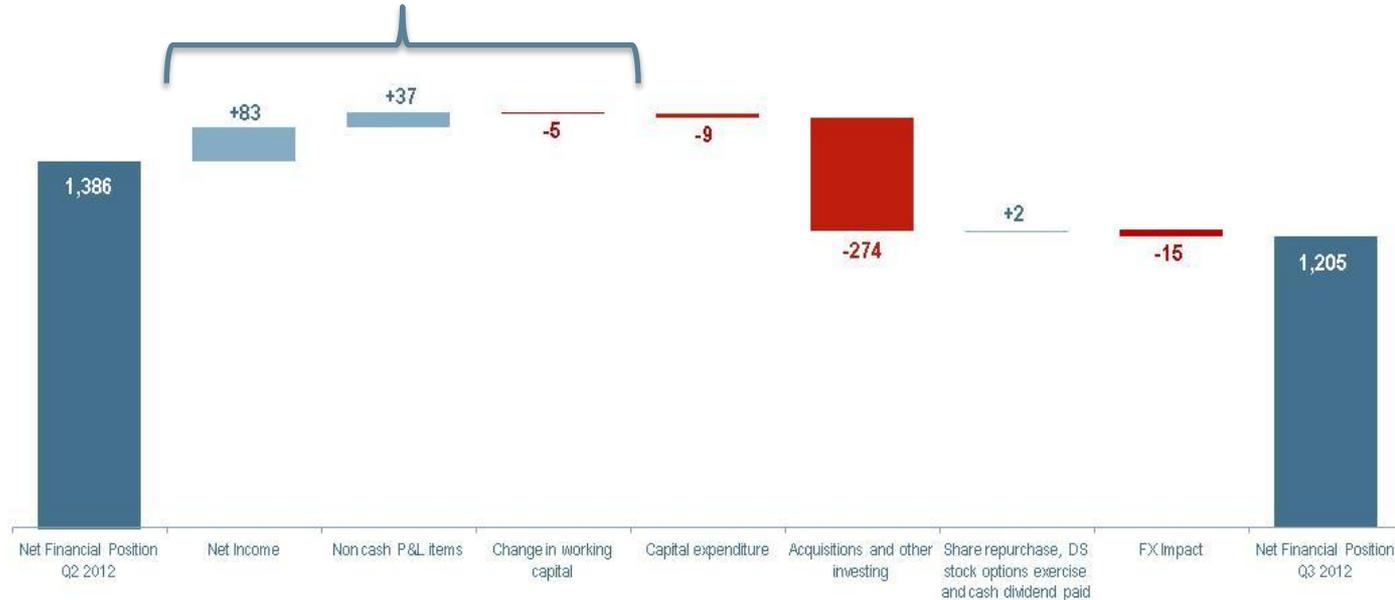
**Strong EPS growth**

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

# Change in Net Financial Position – 3Q12 IFRS

Operating cash flow: **+€115m**, compared to **+€101m** in 3Q11

YTD Operating cash flow: **+€469m**, compared to **+€382m** in 2011, up **23%**



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

The Q2 and Q3 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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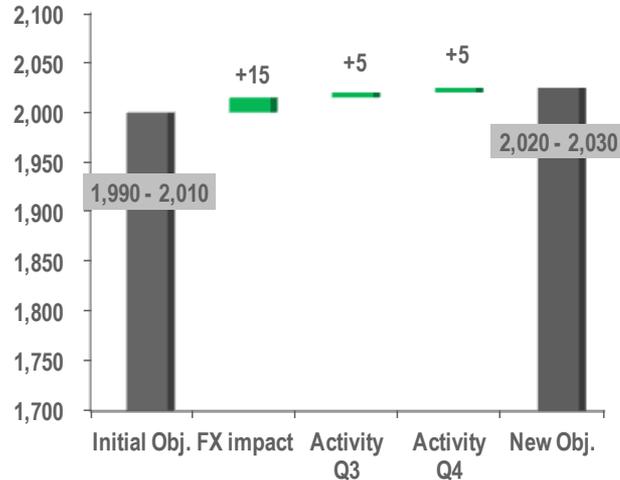
# Upgrading FY 2012 Financial Objectives – Non-IFRS

- ▶ Macro economic backdrop **weakening** as forecasted
- ▶ However, we continue to see a **high level of interest** from customers and prospects
- ▶ **Upgrading FY 2012 objectives** to take into account Q3 over performance, currency evolution and Q4 improved view
- ▶ Targeting now:
  - ▷ **Revenue** growth: **+ 9-10%** ex FX
  - ▷ **Operating margin expansion: +1.0 point** to ~31.4%
  - ▷ **EPS** growth: **+13-15%**

# Objectives change: from July to October

## Non-IFRS

### Revenue (€m)

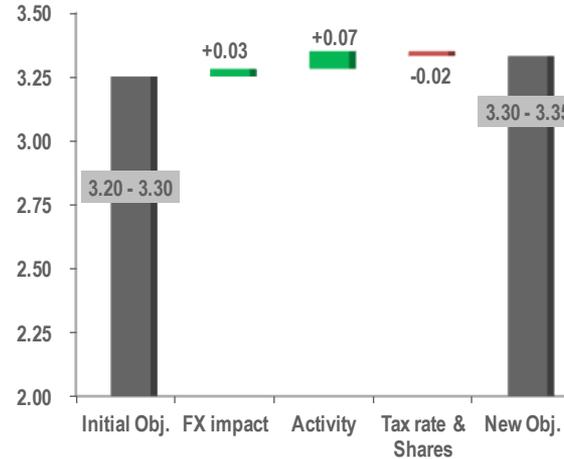


Mid-range	2,000	2,025
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ExFX Growth    +8-9%

+9-10%

### EPS (€)



Mid-range	3.25	3.33
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Growth    +10-13%

+13-15%

# Proposed Objectives

## Non-IFRS

€ millions	4Q 2012	FY 2012
Revenue	550-560	2,020-2,030
Growth	+7-9%	+13-14%
<b>Growth ex FX</b>	<b>+6-8%</b>	<b>+9-10%</b>
Operating Margin	~34-35%	~31.4%
<b>Operating Margin Growth</b>	<b>+1.5pt</b>	<b>+1.0pt</b>
EPS (€)	0.95-1.00	3.30-3.35
<b>EPS Growth</b>	<b>+9-15%</b>	<b>+13-15%</b>
€/\$ rates	1.30	1.29
€/¥ rates (before hedging)	110	104

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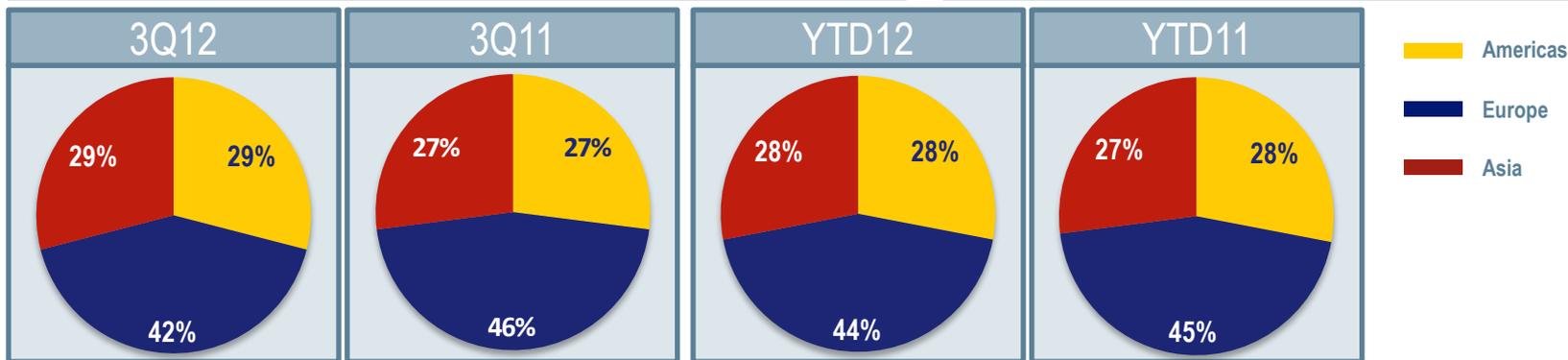
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# Revenue by Region

IFRS

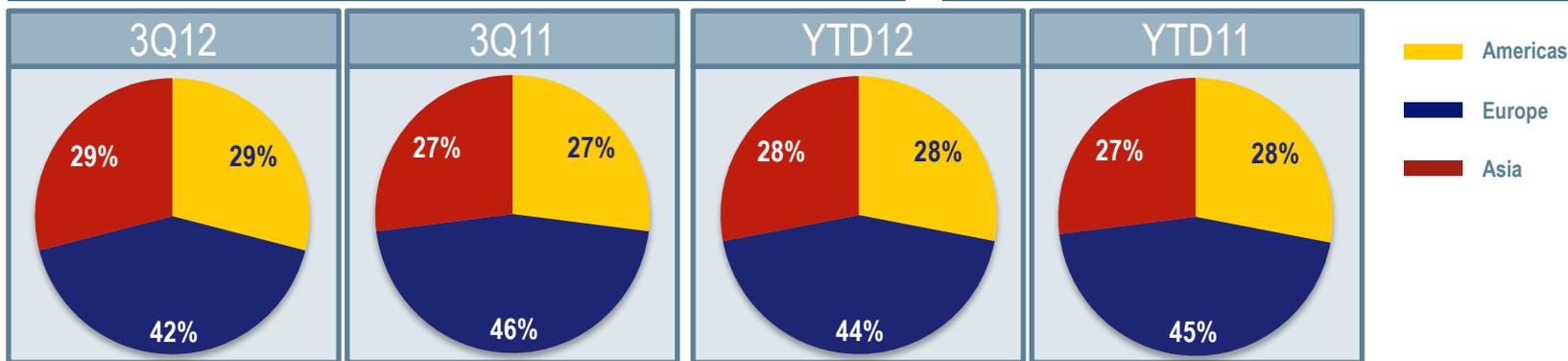
<i>in €m</i>	3Q12	3Q11	Growth	Growth ex FX	YTD12	YTD11	Growth	Growth ex FX
<b>Americas</b>	146.1	116.0	+26%	+12%	411.7	353.1	+17%	+6%
<b>Europe</b>	210.8	200.6	+5%	+2%	643.1	575.8	+12%	+10%
<b>Asia</b>	142.6	116.2	+23%	+16%	410.0	342.0	+20%	+13%
<b>Total Revenue</b>	<b>499.5</b>	<b>432.8</b>	<b>+15%</b>	<b>+8%</b>	<b>1,464.8</b>	<b>1,270.9</b>	<b>+15%</b>	<b>+10%</b>



# Revenue by Region

## Non-IFRS

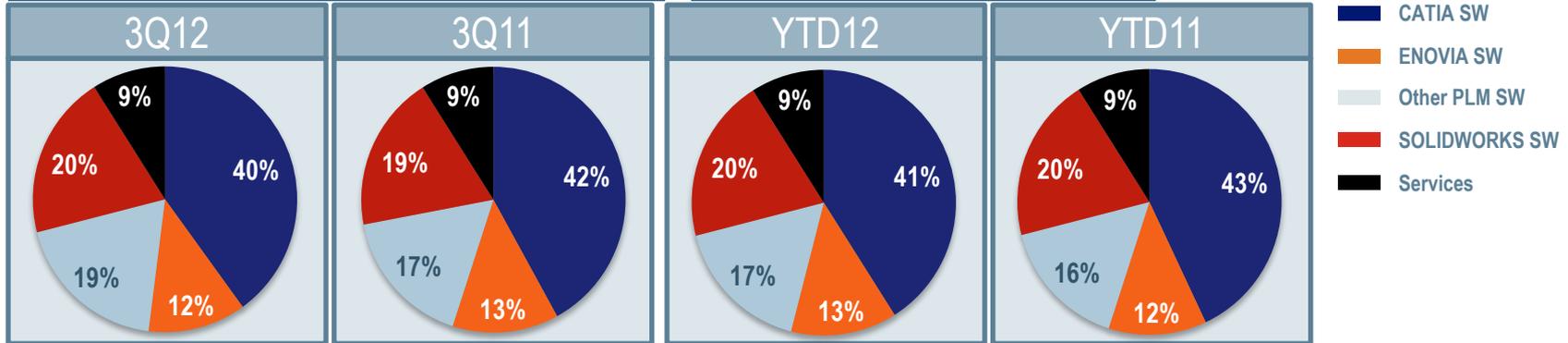
<i>in €m</i>	3Q12	3Q11	Growth	Growth ex FX	YTD12	YTD11	Growth	Growth ex FX
<b>Americas</b>	147.7	116.0	+27%	+13%	413.3	353.2	+17%	+7%
<b>Europe</b>	211.9	200.7	+6%	+3%	644.2	575.9	+12%	+10%
<b>Asia</b>	145.4	116.2	+25%	+18%	412.8	342.3	+21%	+14%
<b>Total Revenue</b>	<b>505.0</b>	<b>432.9</b>	<b>+17%</b>	<b>+10%</b>	<b>1,470.3</b>	<b>1,271.4</b>	<b>+16%</b>	<b>+10%</b>



# Revenue by Product Line

IFRS

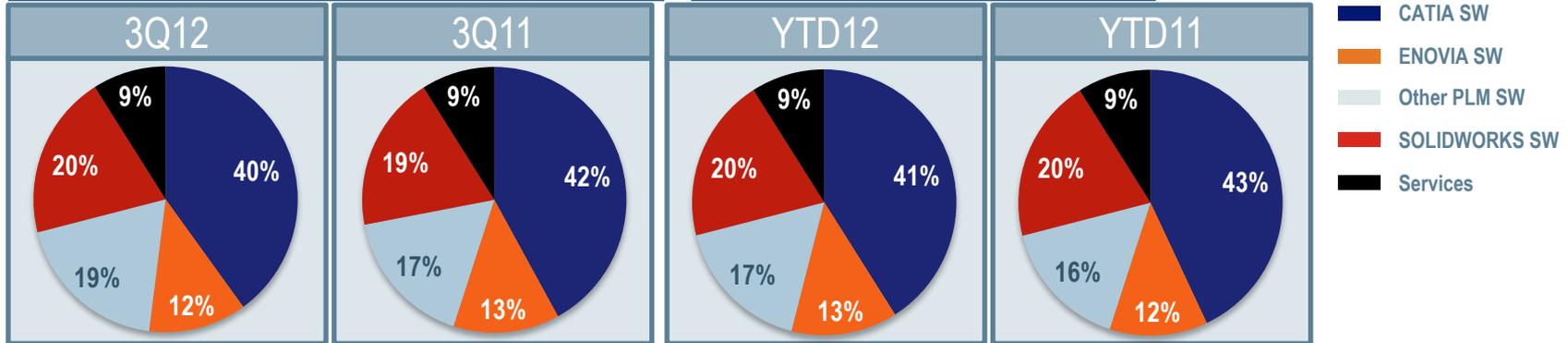
in €m	3Q12	3Q11	Growth	Growth ex FX	YTD12	YTD11	Growth	Growth ex FX
<b>PLM SW</b>	<b>354.8</b>	<b>309.8</b>	<b>+15%</b>	<b>+8%</b>	<b>1,032.6</b>	<b>904.9</b>	<b>+14%</b>	<b>+9%</b>
CATIA SW	199.6	182.5	+9%	+5%	598.0	542.2	+10%	+6%
ENOVIA SW	61.7	55.3	+12%	+3%	185.6	159.2	+17%	+9%
Other PLM SW	93.5	72.0	+30%	+21%	249.0	203.5	+22%	+15%
<b>SOLIDWORKS SW</b>	<b>99.9</b>	<b>84.4</b>	<b>+18%</b>	<b>+9%</b>	<b>299.8</b>	<b>249.9</b>	<b>+20%</b>	<b>+12%</b>
<b>Services</b>	<b>44.8</b>	<b>38.6</b>	<b>+16%</b>	<b>+9%</b>	<b>132.4</b>	<b>116.1</b>	<b>+14%</b>	<b>+9%</b>
<b>Total Revenue</b>	<b>499.5</b>	<b>432.8</b>	<b>+15%</b>	<b>+8%</b>	<b>1,464.8</b>	<b>1,270.9</b>	<b>+15%</b>	<b>+10%</b>



# Revenue by Product Line

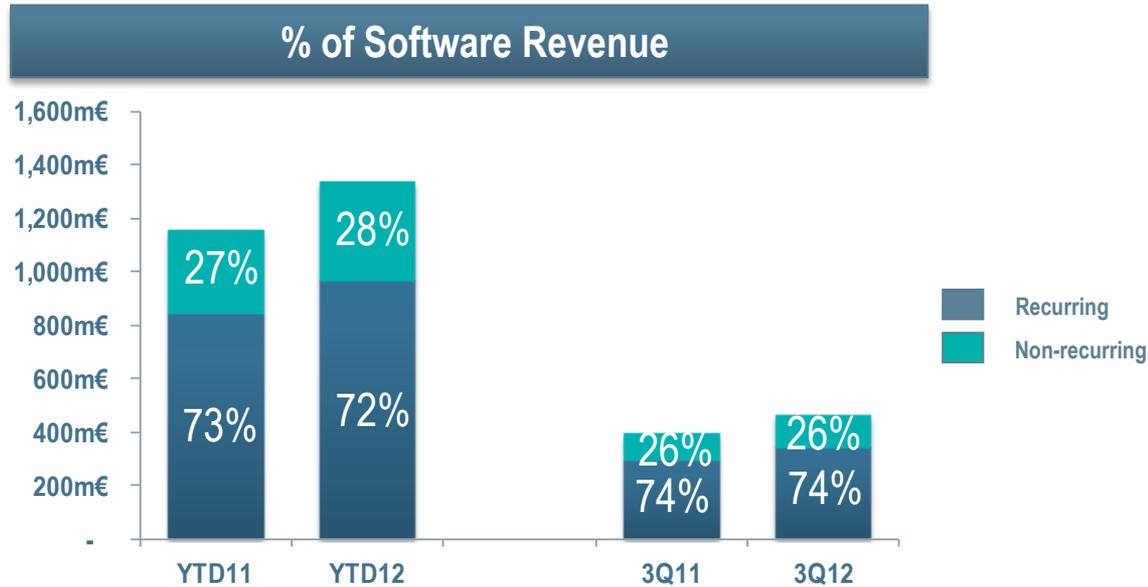
## Non-IFRS

in €m	3Q12	3Q11	Growth	Growth ex FX	YTD12	YTD11	Growth	Growth ex FX
<b>PLM SW</b>	<b>360.3</b>	<b>309.9</b>	<b>+16%</b>	<b>+10%</b>	<b>1,038.1</b>	<b>905.4</b>	<b>+15%</b>	<b>+9%</b>
CATIA SW	199.6	182.6	+9%	+5%	598.0	542.7	+10%	+6%
ENOVIA SW	61.7	55.3	+12%	+3%	185.6	159.2	+17%	+9%
Other PLM SW	99.0	72.0	+38%	+28%	254.5	203.5	+25%	+18%
<b>SOLIDWORKS SW</b>	<b>99.9</b>	<b>84.4</b>	<b>+18%</b>	<b>+9%</b>	<b>299.8</b>	<b>249.9</b>	<b>+20%</b>	<b>+12%</b>
<b>Services</b>	<b>44.8</b>	<b>38.6</b>	<b>+16%</b>	<b>+9%</b>	<b>132.4</b>	<b>116.1</b>	<b>+14%</b>	<b>+9%</b>
<b>Total Revenue</b>	<b>505.0</b>	<b>432.9</b>	<b>+17%</b>	<b>+10%</b>	<b>1,470.3</b>	<b>1,271.4</b>	<b>+16%</b>	<b>+10%</b>



# Software Recurring Revenue Evolution

Non-IFRS



Recurring Software Revenue growth exFX of +9% in 3Q12 YoY  
NB: Recurring software revenue excludes product development

# IFRS P&L

(In millions of €, except per share data)

	Three months ended Sept.			Nine months ended Sept.		
	2012	2011	y/y	2012	2011	y/y
Software revenue	454.7	394.2	+15.3%	1,332.4	1,154.8	+15.4%
New licenses	119.5	100.2	+19.3%	367.7	309.6	+18.8%
Product development	1.4	2.0	(30.0%)	5.2	3.1	+67.7%
Periodic licenses and Maintenance	333.8	292.0	+14.3%	959.5	842.1	+13.9%
Service and other revenue	44.8	38.6	+16.1%	132.4	116.1	+14.0%
<b>Total revenue</b>	<b>499.5</b>	<b>432.8</b>	<b>+15.4%</b>	<b>1,464.8</b>	<b>1,270.9</b>	<b>+15.3%</b>
Cost of Software revenue	(21.8)	(18.7)	+16.6%	(66.2)	(56.5)	+17.2%
Cost of Service and other revenue	(41.5)	(40.6)	+2.2%	(127.5)	(126.5)	+0.8%
Research and development	(97.6)	(80.7)	+20.9%	(276.9)	(240.7)	+15.0%
Marketing and sales	(152.3)	(127.6)	+19.4%	(462.8)	(387.1)	+19.6%
General and administrative	(45.2)	(33.8)	+33.7%	(118.5)	(100.6)	+17.8%
Amortization of acquired intangibles	(25.4)	(20.7)	+22.7%	(68.7)	(62.5)	+9.9%
Other operating income and expense, net	(4.3)	(2.5)	+72.0%	(0.2)	(4.8)	(95.8%)
<b>Total operating expenses</b>	<b>(388.1)</b>	<b>(324.6)</b>	<b>+19.6%</b>	<b>(1,120.8)</b>	<b>(978.7)</b>	<b>+14.5%</b>
<b>Operating income</b>	<b>111.4</b>	<b>108.2</b>	<b>+3.0%</b>	<b>344.0</b>	<b>292.2</b>	<b>+17.7%</b>
Financial revenue and other, net	6.8	1.8	N/S	11.9	6.2	+91.9%
Income tax expense	(35.5)	(33.1)	+7.3%	(114.7)	(93.3)	+22.9%
Non-controlling interest	(0.1)	(0.5)	(80.0%)	(2.2)	(0.6)	N/S
<b>Net Income (to equity holders of the parent)</b>	<b>82.6</b>	<b>76.4</b>	<b>+8.1%</b>	<b>239.0</b>	<b>204.5</b>	<b>+16.9%</b>
<b>Diluted net income per share (EPS)</b>	<b>0.66</b>	<b>0.62</b>	<b>+6.5%</b>	<b>1.90</b>	<b>1.65</b>	<b>+15.2%</b>
Average diluted shares (Million)	126.0	123.7		125.7	123.9	

# IFRS P&L (%)

	Three months ended Sept.		Nine months ended Sept.	
	2012	2011	2012	2011
	<u>% of revenue</u>		<u>% of revenue</u>	
Software revenue	91.0%	91.1%	91.0%	90.9%
New licenses	23.9%	23.2%	25.1%	24.4%
Product development	0.3%	0.5%	0.4%	0.2%
Periodic licenses and Maintenance	66.8%	67.5%	65.5%	66.3%
Service and other revenue	9.0%	8.9%	9.0%	9.1%
<b>Total revenue</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Cost of Software revenue	4.4%	4.3%	4.5%	4.4%
Cost of Service and other revenue	8.3%	9.4%	8.7%	10.0%
Research and development	19.5%	18.6%	18.9%	18.9%
Marketing and sales	30.5%	29.5%	31.6%	30.5%
General and administrative	9.0%	7.8%	8.1%	7.9%
Amortization of acquired intangibles	5.1%	4.8%	4.7%	4.9%
Other operating income and expense, net	0.9%	0.6%	0.0%	0.4%
<b>Total operating expenses</b>	<b>77.7%</b>	<b>75.0%</b>	<b>76.5%</b>	<b>77.0%</b>
<b>Operating income</b>	<b>22.3%</b>	<b>25.0%</b>	<b>23.5%</b>	<b>23.0%</b>
Financial revenue and other, net	1.4%	0.4%	0.8%	0.5%
<b>Income before income taxes</b>	<b>23.7%</b>	<b>25.4%</b>	<b>24.3%</b>	<b>23.5%</b>
<b>Income tax rate (% of IBIT)</b>	<b>30.0%</b>	<b>30.1%</b>	<b>32.2%</b>	<b>31.3%</b>
Non-controlling interest	0.0%	-0.1%	-0.2%	0.0%
<b>Net Income (to equity holders of the parent)</b>	<b><u>16.5%</u></b>	<b><u>17.7%</u></b>	<b><u>16.3%</u></b>	<b><u>16.1%</u></b>

# Non-IFRS P&L

(In millions of €, except per share data)

	Three months ended Sept.			Nine months ended Sept.		
	2012	2011	y/y	2012	2011	y/y
Software revenue	460.2	394.3	+16.7%	1,337.9	1,155.3	+15.8%
New licenses	119.5	100.2	+19.3%	367.7	309.6	+18.8%
Product development	1.4	2.0	(30.0%)	5.2	3.1	+67.7%
Periodic licenses and Maintenance	339.3	292.1	+16.2%	965.0	842.6	+14.5%
Service and other revenue	44.8	38.6	+16.1%	132.4	116.1	+14.0%
<b>Total revenue</b>	<b>505.0</b>	<b>432.9</b>	<b>+16.7%</b>	<b>1,470.3</b>	<b>1,271.4</b>	<b>+15.6%</b>
Cost of Software revenue	(21.6)	(18.7)	+15.5%	(65.9)	(56.4)	+16.8%
Cost of Service and other revenue	(41.1)	(40.5)	+1.5%	(126.9)	(126.2)	+0.6%
Research and development	(89.9)	(77.2)	+16.5%	(264.2)	(233.5)	+13.1%
Marketing and sales	(146.5)	(125.6)	+16.6%	(454.3)	(383.1)	+18.6%
General and administrative	(41.3)	(32.5)	+27.1%	(112.1)	(97.5)	+15.0%
<b>Total operating expenses</b>	<b>(340.4)</b>	<b>(294.5)</b>	<b>+15.6%</b>	<b>(1,023.4)</b>	<b>(896.7)</b>	<b>+14.1%</b>
<b>Operating income</b>	<b>164.6</b>	<b>138.4</b>	<b>+18.9%</b>	<b>446.9</b>	<b>374.7</b>	<b>+19.3%</b>
Financial revenue and other, net	1.7	0.1	N/S	4.4	(0.5)	N/S
<b>Income before income taxes</b>	<b>166.3</b>	<b>138.5</b>	<b>+20.1%</b>	<b>451.3</b>	<b>374.2</b>	<b>+20.6%</b>
Income tax expense	(54.5)	(42.3)	+28.8%	(153.0)	(119.5)	+28.0%
Non-controlling interest	(0.1)	(0.9)	(88.9%)	(2.2)	(1.0)	+120.0%
<b>Net Income (to equity holders of the parent)</b>	<b>111.7</b>	<b>95.3</b>	<b>+17.2%</b>	<b>296.1</b>	<b>253.7</b>	<b>+16.7%</b>
<b>Diluted net income per share (EPS)</b>	<b>0.89</b>	<b>0.77</b>	<b>+15.6%</b>	<b>2.36</b>	<b>2.05</b>	<b>+15.1%</b>
Average diluted shares (Million)	126.0	123.7		125.7	123.9	

# Non-IFRS P&L (%)

	Three months ended Sept.		Nine months ended Sept.	
	2012	2011	2012	2011
	<u>% of revenue</u>		<u>% of revenue</u>	
Software revenue	91.1%	91.1%	91.0%	90.9%
New licenses	23.7%	23.1%	25.0%	24.4%
Product development	0.3%	0.5%	0.4%	0.2%
Periodic licenses and Maintenance	67.2%	67.5%	65.6%	66.3%
Service and other revenue	8.9%	8.9%	9.0%	9.1%
<b>Total revenue</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Cost of Software revenue	4.3%	4.3%	4.5%	4.4%
Cost of Service and other revenue	8.1%	9.4%	8.6%	9.9%
Research and development	17.8%	17.8%	18.0%	18.4%
Marketing and sales	29.0%	29.0%	30.9%	30.1%
General and administrative	8.2%	7.5%	7.6%	7.7%
<b>Total operating expenses</b>	<b>67.4%</b>	<b>68.0%</b>	<b>69.6%</b>	<b>70.5%</b>
<b>Operating income</b>	<b>32.6%</b>	<b>32.0%</b>	<b>30.4%</b>	<b>29.5%</b>
Financial revenue and other, net	0.3%	0.0%	0.3%	0.0%
<b>Income before income taxes</b>	<b>32.9%</b>	<b>32.0%</b>	<b>30.7%</b>	<b>29.4%</b>
<b>Income tax rate (% of IBIT)</b>	<b>32.8%</b>	<b>30.5%</b>	<b>33.9%</b>	<b>31.9%</b>
Non-controlling interest	0.0%	-0.2%	-0.1%	-0.1%
<b>Net Income (to equity holders of the parent)</b>	<b><u>22.1%</u></b>	<b><u>22.0%</u></b>	<b><u>20.1%</u></b>	<b><u>20.0%</u></b>

# IFRS – Non-IFRS Reconciliation – 3Q12

## Revenue and Gross Margin

(€ million, except % and per share data)	Three months ended September 30,						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>499.5</b>	<b>5.5</b>	<b>505.0</b>	<b>432.8</b>	<b>0.1</b>	<b>432.9</b>	<b>+15.4%</b>	<b>+16.7%</b>
<b>Total Revenue breakdown by activity</b>								
Software revenue	454.7	5.5	460.2	394.2	0.1	394.3	+15.3%	+16.7%
<i>New Licenses revenue</i>	119.5			100.2			+19.3%	
<i>Product Development</i>	1.4			2.0				
<i>Periodic and Maintenance revenue</i>	333.8	5.5	339.3	292.0	0.1	292.1	+14.3%	+16.2%
<i>Recurring portion of Software revenue</i>	73%		74%	74%		74%		
Service and other revenue	44.8			38.6			+16.1%	
<b>Total Revenue breakdown by segment</b>								
PLM SW revenue	354.8	5.5	360.3	309.8	0.1	309.9	+14.5%	+16.3%
<i>of which CATIA SW revenue</i>	199.6			182.5	0.1	182.6	+9.4%	+9.3%
<i>of which ENOVIA SW revenue</i>	61.7			55.3			+11.6%	
SOLIDWORKS revenue	99.9			84.4			+18.4%	
Service and other revenue	44.8			38.6			+16.1%	
<b>Total Revenue breakdown by geography</b>								
Americas revenue	146.1	1.6	147.7	116.0			+25.9%	+27.3%
Europe revenue	210.8	1.1	211.9	200.6	0.1	200.7	+5.1%	+5.6%
Asia revenue	142.6	2.8	145.4	116.2			+22.7%	+25.1%
<b>Gross Margin</b>								
Cost of Software revenue	(21.8)	0.2	(21.6)	(18.7)	0.0	(18.7)	+16.6%	+15.5%
Software Gross margin*	95.2%		95.3%	95.3%		95.3%		
Cost of Service and other revenue	(41.5)	0.4	(41.1)	(40.6)	0.1	(40.5)	+2.2%	+1.5%
Service Gross margin	7.4%		8.3%	(5.2%)		(4.9%)		

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 – 3Q12

## Expenses & Earnings

(€ million, except % and per share data)	Three months ended September 30,						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>(388.1)</b>	<b>47.7</b>	<b>(340.4)</b>	<b>(324.6)</b>	<b>30.1</b>	<b>(294.5)</b>	<b>+19.6%</b>	<b>+15.6%</b>
Stock-based compensation expense	(18.0)	18.0	-	(6.9)	6.9	-	-	-
Amortization of acquired intangibles	(25.4)	25.4	-	(20.7)	20.7	-	-	-
Other operating income and expense, net	(4.3)	4.3	-	(2.5)	2.5	-	-	-
<b>Operating Income</b>	<b>111.4</b>	<b>53.2</b>	<b>164.6</b>	<b>108.2</b>	<b>30.2</b>	<b>138.4</b>	<b>+3.0%</b>	<b>+18.9%</b>
<b>Operating Margin</b>	<b>22.3%</b>		<b>32.6%</b>	<b>25.0%</b>		<b>32.0%</b>		
Financial revenue & other, net	6.8	(5.1)	1.7	1.8	(1.7)	0.1	+277.8%	+1600.0%
Income tax expense	(35.5)	(19.0)	(54.5)	(33.1)	(9.2)	(42.3)	+7.3%	+28.8%
Non-controlling interest impact	(0.1)	0.0	(0.1)	(0.5)	(0.4)	(0.9)	-	-
<b>Net Income</b>	<b>82.6</b>	<b>29.1</b>	<b>111.7</b>	<b>76.4</b>	<b>18.9</b>	<b>95.3</b>	<b>+8.1%</b>	<b>+17.2%</b>
<b>Diluted net income per share, in € (3)</b>	<b>0.66</b>	<b>0.23</b>	<b>0.89</b>	<b>0.62</b>	<b>0.15</b>	<b>0.77</b>	<b>+6.5%</b>	<b>+15.6%</b>

(€ million)	Three months ended September 30,					
	2012 IFRS	Adjust.	2012 non-IFRS	2011 IFRS	Adjust.	2011 non-IFRS
Cost of revenue	(63.3)	0.6	(62.7)	(59.3)	0.1	(59.2)
Research and development	(97.6)	7.7	(89.9)	(80.7)	3.5	(77.2)
Marketing and sales	(152.3)	5.8	(146.5)	(127.6)	2.0	(125.6)
General and administrative	(45.2)	3.9	(41.3)	(33.8)	1.3	(32.5)
<b>Total stock-based compensation expense</b>		<b>18.0</b>			<b>6.9</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 and losses 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 **126.0** million diluted shares for Q3 2012 and **123.7** million diluted shares for Q3 2011.

# IFRS – Non-IFRS Reconciliation – YTD12

## Revenue and Gross Margin

(€ million, except % and per share data)	Nine months ended September 30,						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>1,464.8</b>	<b>5.5</b>	<b>1,470.3</b>	<b>1,270.9</b>	<b>0.5</b>	<b>1,271.4</b>	<b>+15.3%</b>	<b>+15.6%</b>
<b>Total Revenue breakdown by activity</b>								
Software revenue	1,332.4	5.5	1,337.9	1,154.8	0.5	1,155.3	+15.4%	+15.8%
<i>New Licenses revenue</i>	367.7			309.6			+18.8%	
<i>Product Development</i>	5.2			3.1				
<i>Periodic and Maintenance revenue</i>	959.5	5.5	965.0	842.1	0.5	842.6	+13.9%	+14.5%
<i>Recurring portion of Software revenue</i>	72%		72%	73%		73%		
Service and other revenue	132.4			116.1			+14.0%	
<b>Total Revenue breakdown by segment</b>								
PLM SW revenue	1,032.6	5.5	1,038.1	904.9	0.5	905.4	+14.1%	+14.7%
<i>of which CATIA SW revenue</i>	598.0			542.2	0.5	542.7	+10.3%	+10.2%
<i>of which ENOVIA SW revenue</i>	185.6			159.2			+16.6%	
SOLIDWORKS revenue	299.8			249.9			+20.0%	
Service and other revenue	132.4			116.1			+14.0%	
<b>Total Revenue breakdown by geography</b>								
Americas revenue	411.7	1.6	413.3	353.1	0.1	353.2	+16.6%	+17.0%
Europe revenue	643.1	1.1	644.2	575.8	0.1	575.9	+11.7%	+11.9%
Asia revenue	410.0	2.8	412.8	342.0	0.3	342.3	+19.9%	+20.6%
<b>Gross Margin</b>								
Cost of Software revenue	(66.2)	0.3	(65.9)	(56.5)	0.1	(56.4)	+17.2%	+16.8%
Software Gross margin*	95.0%		95.1%	95.1%		95.1%		
Cost of Service and other revenue	(127.5)	0.6	(126.9)	(126.5)	0.3	(126.2)	+0.8%	+0.6%
Service Gross margin	3.7%		4.2%	(9.0%)		(8.7%)		

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 – YTD12

## Expenses & Earnings

(€ million, except % and per share data)	Nine months ended September 30,						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>(1,120.8)</b>	<b>97.4</b>	<b>(1,023.4)</b>	<b>(978.7)</b>	<b>82.0</b>	<b>(896.7)</b>	<b>+14.5%</b>	<b>+14.1%</b>
Stock-based compensation expense	(28.5)	28.5	-	(14.7)	14.7	-	-	-
Amortization of acquired intangibles	(68.7)	68.7	-	(62.5)	62.5	-	-	-
Other operating income and expense, net	(0.2)	0.2	-	(4.8)	4.8	-	-	-
<b>Operating Income</b>	<b>344.0</b>	<b>102.9</b>	<b>446.9</b>	<b>292.2</b>	<b>82.5</b>	<b>374.7</b>	<b>+17.7%</b>	<b>+19.3%</b>
<b>Operating Margin</b>	<b>23.5%</b>		<b>30.4%</b>	<b>23.0%</b>		<b>29.5%</b>		
Financial revenue & other, net	11.9	(7.5)	4.4	6.2	(6.7)	(0.5)	+91.9%	(980.0%)
Income tax expense	(114.7)	(38.3)	(153.0)	(93.3)	(26.2)	(119.5)	+22.9%	+28.0%
Non-controlling interest impact	(2.2)	0.0	(2.2)	(0.6)	(0.4)	(1.0)	-	-
<b>Net Income</b>	<b>239.0</b>	<b>57.1</b>	<b>296.1</b>	<b>204.5</b>	<b>49.2</b>	<b>253.7</b>	<b>+16.9%</b>	<b>+16.7%</b>
<b>Diluted net income per share, in € (3)</b>	<b>1.90</b>	<b>0.46</b>	<b>2.36</b>	<b>1.65</b>	<b>0.40</b>	<b>2.05</b>	<b>+15.2%</b>	<b>+15.1%</b>

(€ million)	Nine months ended September 30,					
	2012 IFRS	Adjust.	2012 non-IFRS	2011 IFRS	Adjust.	2011 non-IFRS
Cost of revenue	(193.7)	0.9	(192.8)	(183.0)	0.4	(182.6)
Research and development	(276.9)	12.7	(264.2)	(240.7)	7.2	(233.5)
Marketing and sales	(462.8)	8.5	(454.3)	(387.1)	4.0	(383.1)
General and administrative	(118.5)	6.4	(112.1)	(100.6)	3.1	(97.5)
<b>Total stock-based compensation expense</b>		<b>28.5</b>			<b>14.7</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 and losses 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 **125.7** million diluted shares for YTD 2012 and **123.9** million diluted shares for YTD 2011.

# Financial Revenue & Other

## Non-IFRS

€m	<u>3Q12</u>	<u>3Q11</u>	Growth	<u>YTD12</u>	<u>YTD11</u>	Growth
<b>Interest Income</b>	5.0	3.5	43%	15.7	9.1	73%
<b>Interest Expense</b>	(1.6)	(2.1)	(24%)	(6.2)	(5.9)	5%
<b>Financial net Income</b>	3.4	1.4	143%	9.5	3.2	197%
<b>Exchange Gain / Loss</b>	(2.1)	(2.0)	5%	(5.5)	(5.1)	8%
<b>Other Income / Loss</b>	0.4	0.7	(43%)	0.4	1.4	(71%)
<b>Total</b>	1.7	0.1	N/C	4.4	(0.6)	N/S

# Exchange Rate Evolution

From assumptions to actual data

Breakdown of P&L by currency for 3Q12

	USD	JPY
Revenue <i>(As a % of Revenue)</i>	35.4%	16.0%
<i>Of which was hedged</i>	-	~9%
Operating Expenses <i>(As a % of Expenses)</i>	36.6%	6.1%

Average Exchange rates

		2012	2011	% change
YTD	USD	1.28	1.41	(8.9%)
	JPY	101.6	113.3	(10.3%)
Quarter	USD	1.25	1.41	(11.5%)
	JPY	98.3	109.8	(10.4%)

\$/€ – 3Q12 / 2Q11 Variance



¥/€ – 3Q12 / 2Q11 Variance



# Comparing 3Q12 with Objectives at mid-range

## Non-IFRS

	Revenue	Operating Expenses	Operating Profit	Operating Margin
<b>3Q12 Guidances mid-range</b>	485.0	332.2	152.8	31.5%
<b>Growth YoY</b>	+12.0%	+12.8%	+10.4%	-0.5pts
\$ Impact on Rev./Exp.	+6.8	+4.8	+2.0	
JPY Impact on Rev./Exp.	+9.1	+2.3	+6.8	
Other incl. GBP, WON and Hedging	-2.0	+1.0	-3.0	
<b>Total FX</b>	<b>+13.9</b>	<b>+8.1</b>	<b>+5.8</b>	<b>+0.3pts</b>
<b>Activity / Cost Control / Other</b>	<b>+6.1</b>	<b>+0.1</b>	<b>+6.0</b>	<b>+0.8pts</b>
<b>Delta: Reported vs guidances</b>	<b>+20.0</b>	<b>+8.2</b>	<b>+11.8</b>	<b>+1.1pts</b>
<b>3Q12 Reported</b>	505.0	340.4	164.6	32.6%
<b>Growth YoY</b>	+16.7%	+15.6%	+18.9%	+0.6pts
<b>3Q11 Reported</b>	432.9	294.5	138.4	32.0%

# Estimated FX impact on 3Q12 Op. Results

Non-IFRS\*

€ millions QTD	Total Revenue	Operating Expenses	Operating Income	Operating Margin
<b>3Q12 Reported</b>	<b>505.0</b>	<b>(340.4)</b>	<b>164.6</b>	<b>32.6%</b>
<b>3Q11 Reported</b>	<b>432.9</b>	<b>(294.5)</b>	<b>138.4</b>	<b>32.0%</b>
<i>Growth as reported</i>	<i>+16.7%</i>	<i>+15.6%</i>	<i>+18.9%</i>	<i>+0.6 pts</i>
<b>Impact of Actual Currency Rates</b>				
USD impact	20.5	(14.1)	6.4	
JPY impact (Not hedged)	8.4	(2.3)	6.1	
Other currencies impact and Hedging	(1.3)	(2.0)	(3.3)	
<b>Total FX Impact adjustment</b>	<b>27.6</b>	<b>(18.4)</b>	<b>9.2</b>	
<b>3Q11 @ 3Q12 rates</b>	<b>460.5</b>	<b>(312.9)</b>	<b>147.6</b>	<b>32.1%</b>
<i>Growth exFX</i>	<i>+10%</i>	<i>+9%</i>	<i>+12%</i>	<i>+0.5 pts</i>

\* For a reconciliation to IFRS financial information, please refer to the tables in section 2

# Estimated FX impact on YTD12 Op. Results

Non-IFRS\*

€ millions YTD	Total Revenue	Operating Expenses	Operating Income	Operating Margin
YTD 2012 Reported	1,470.3	(1,023.4)	446.9	30.4%
YTD 2011 Reported	1,271.4	(896.7)	374.7	29.5%
<i>Growth as reported</i>	+15.6%	+14.1%	+19.3%	+0.9 pts
<b>Impact of Actual Currency Rates</b>				
USD impact	47.1	(32.5)	14.6	
JPY impact (Not hedged)	23.6	(6.5)	17.1	
Other currencies impact and Hedging	(4.6)	(3.7)	(8.3)	
<b>Total FX Impact adjustment</b>	<b>66.1</b>	<b>(42.7)</b>	<b>23.4</b>	
YTD 2011 @ YTD 2012 rates	1,337.5	(939.4)	398.1	29.8%
<i>Growth exFX</i>	+10%	+9%	+12%	+0.6 pts

\* For a reconciliation to IFRS financial information, please refer to the tables in section 2

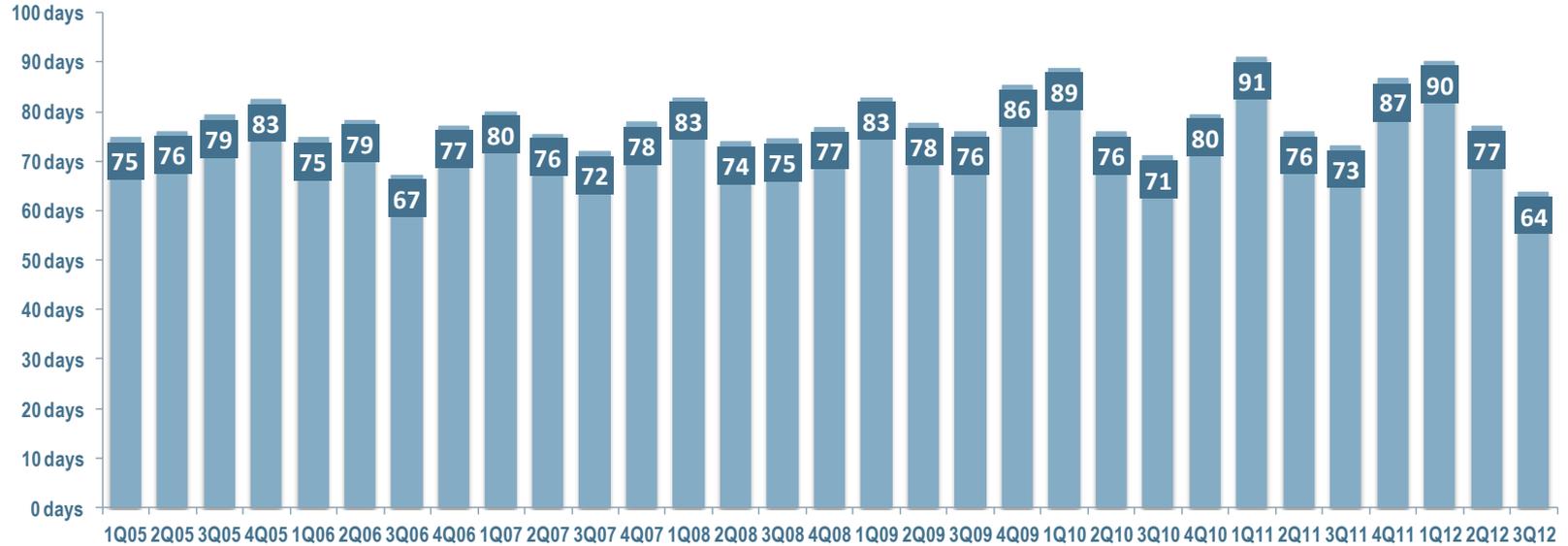
# Detailed Balance-Sheet

## IFRS

(in millions of €)	End of		Variation	End of	
	Sep-12	Jun-12	Sep-12 / Jun-12	Dec-11	Sep-12 / Dec-11
Cash and cash equivalents	1,280.2	1,461.3	-181.1	1,154.3	+125.9
Short-term investments	182.4	182.6	-0.2	268.7	-86.3
Accounts receivable, net	358.7	431.1	-72.4	494.3	-135.6
Other current assets	156.5	134.3	+22.2	139.4	+17.1
<b>Total current assets</b>	<b>1,977.8</b>	<b>2,209.3</b>	<b>-231.5</b>	<b>2,056.7</b>	<b>-78.9</b>
<b>Property and equipment, net</b>	<b>112.2</b>	<b>110.9</b>	<b>+1.3</b>	<b>106.6</b>	<b>+5.6</b>
<b>Goodwill and Intangible assets, net</b>	<b>1,508.5</b>	<b>1,237.5</b>	<b>+271.0</b>	<b>1,241.9</b>	<b>+266.6</b>
<b>Other non current assets</b>	<b>137.5</b>	<b>131.6</b>	<b>+5.9</b>	<b>111.6</b>	<b>+25.9</b>
<b>Total Assets</b>	<b>3,736.0</b>	<b>3,689.3</b>	<b>+46.7</b>	<b>3,516.8</b>	<b>+219.2</b>
Accounts payable	78.8	91.5	-12.7	99.9	-21.1
Unearned revenue	502.3	578.7	-76.4	492.0	+10.3
Short-term debt	228.9	229.0	-0.1	228.9	0.0
Other current liabilities	322.5	299.1	+23.4	317.3	+5.2
<b>Total current liabilities</b>	<b>1,132.5</b>	<b>1,198.3</b>	<b>-65.8</b>	<b>1,138.1</b>	<b>-5.6</b>
Long-term debt	57.8	58.0	-0.2	72.4	-14.6
Other non current obligations	272.6	229.5	+43.1	222.6	+50.0
<b>Total long-term liabilities</b>	<b>330.4</b>	<b>287.5</b>	<b>+42.9</b>	<b>295.0</b>	<b>+35.4</b>
<b>Non-controlling interest</b>	<b>15.8</b>	<b>16.0</b>	<b>-0.2</b>	<b>17.5</b>	<b>-1.7</b>
<b>Parent Shareholders' equity</b>	<b>2,257.3</b>	<b>2,187.5</b>	<b>+69.8</b>	<b>2,066.2</b>	<b>+191.1</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>3,736.0</b>	<b>3,689.3</b>	<b>+46.7</b>	<b>3,516.8</b>	<b>+219.2</b>

# Trade Accounts Receivables / DSO

IFRS



# Consolidated Statement of Cash Flows

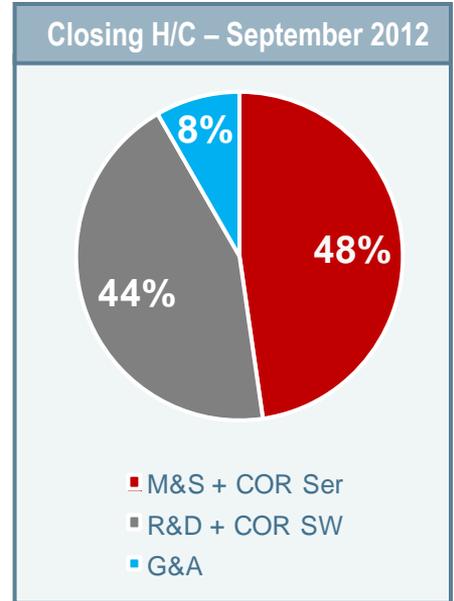
## IFRS

(in millions of €)	3Q12	3Q11	Variation	YTD12	YTD11	Variation
Net income attributable to equity holders of the parent	82.6	76.4	+6.2	239.0	204.5	+34.5
Non-controlling interest	0.1	0.5	-0.4	2.2	0.6	+1.6
Net income	82.7	76.9	+5.8	241.2	205.1	+36.1
Depreciation of property & equipment	8.8	6.8	+2.0	24.9	19.0	+5.9
Amortization of intangible assets	27.1	21.7	+5.4	72.8	65.3	+7.5
Other non cash P&L items	1.5	(2.2)	+3.7	2.4	(1.7)	+4.1
Changes in working capital	(4.7)	(2.1)	-2.6	127.9	94.7	+33.2
<b>Net Cash Provided by (Used in) Operating Activities (I)</b>	<b>115.4</b>	<b>101.1</b>	<b>+14.3</b>	<b>469.2</b>	<b>382.4</b>	<b>+86.8</b>
Additions to property, equipment and intangibles	(9.1)	(32.6)	+23.5	(32.8)	(54.9)	+22.1
Payment for acquisition of businesses, net of cash acquired	(244.4)	(2.8)	-241.6	(263.5)	(32.3)	-231.2
Sale of fixed assets	0.2	0.2	+0.0	0.5	0.3	+0.2
Sale (Purchase) of short-term investments, net	(0.6)	81.3	-81.9	86.3	(40.3)	+126.6
Loans and others	7.3	(0.7)	+8.0	(5.2)	(3.3)	-1.9
<b>Net Cash Provided by (Used in) Investing Activities (II)</b>	<b>(246.6)</b>	<b>45.4</b>	<b>-292.0</b>	<b>(214.7)</b>	<b>(130.5)</b>	<b>-84.2</b>
Proceeds (Repayment) of short term and long term debt	(36.7)	5.5	-42.2	(50.7)	(7.3)	-43.4
Repurchase of common stock	(3.2)	(54.4)	+51.2	(75.1)	(226.7)	+151.6
Proceeds from exercise of stock-options	5.6	19.9	-14.3	79.8	198.9	-119.1
Cash dividend paid	(0.9)	-	-0.9	(87.4)	(65.8)	-21.6
<b>Net Cash Provided by (Used in) Financing Activities (III)</b>	<b>(35.2)</b>	<b>(29.0)</b>	<b>-6.2</b>	<b>(133.4)</b>	<b>(100.9)</b>	<b>-32.5</b>
<b>Effect of exchange rate changes on cash and cash equivalents (IV)</b>	<b>(14.7)</b>	<b>40.6</b>	<b>-55.3</b>	<b>4.8</b>	<b>(3.2)</b>	<b>8.0</b>
<b>Increase (Decrease) in Cash (V) = (I)+(II)+(III)+(IV)</b>	<b>(181.1)</b>	<b>158.1</b>	<b>-339.2</b>	<b>125.9</b>	<b>147.8</b>	<b>-21.9</b>
<b>Cash and cash equivalents at Beginning of Period</b>	<b>1,461.3</b>	<b>966.2</b>		<b>1,154.3</b>	<b>976.5</b>	
<b>Cash and cash equivalents at End of Period</b>	<b>1,280.2</b>	<b>1,124.3</b>		<b>1,280.2</b>	<b>1,124.3</b>	
<b>Cash and cash equivalents variation</b>	<b>(181.1)</b>	<b>158.1</b>		<b>125.9</b>	<b>147.8</b>	

# Operating Expenses Evolution

## Headcount

At Closing - TOTAL					
	Sep-12	Sep-11	% growth	Jun-12	% growth
M&S + COR Ser	4,812	4,500	+7%	4,620	+4%
R&D + COR SW	4,405	4,158	+6%	4,255	+4%
G&A	850	823	+3%	809	+5%
<b>Total</b>	<b>10,067</b>	<b>9,481</b>	<b>+6%</b>	<b>9,684</b>	<b>+4%</b>



# IFRS 2012 Objectives

## Accounting Elements Not Included in non-IFRS 2012 Objectives

- FY 2012 estimated **deferred revenue** write-down of about **€10m**
- FY 2012 estimated **share-based compensation** expenses and related social charges: **about €39m**.
- Estimated **amortization of acquired intangibles**: **~€93m for 2012**
- **Other operating income and expense, net**
  - 2.2 m€ expense in Q1, 6.3m€ income in Q2, mostly coming from the sale of Transcat, 4.3m€ expense in Q3 → 0.2m€ expense in YTD Q3
  - No estimate for Q4
- These estimates do not include the impact of new stock options or share grants, nor new acquisitions or restructuring which could take place after October 25<sup>th</sup>, 2012.

