

CAPITAL MARKETS DAY

JUNE 14-15, 2018 | PARIS CAMPUS, FRANCE



3DEXPERIENCE®

Pascal DALOZ

EVP, CFO & Corporate Strategy Officer

CAPITAL MARKETS DAY

JUNE 14-15, 2018 | PARIS CAMPUS, FRANCE



Multi-Year Growth Plan

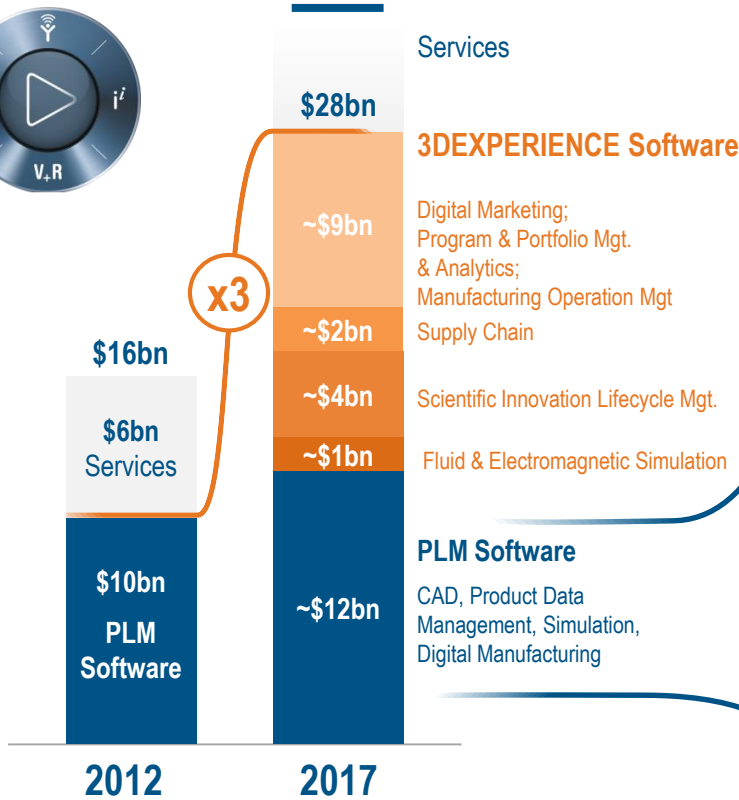
3DEXPERIENCE®

Doubling Addressable Market with 3DEXPERIENCE



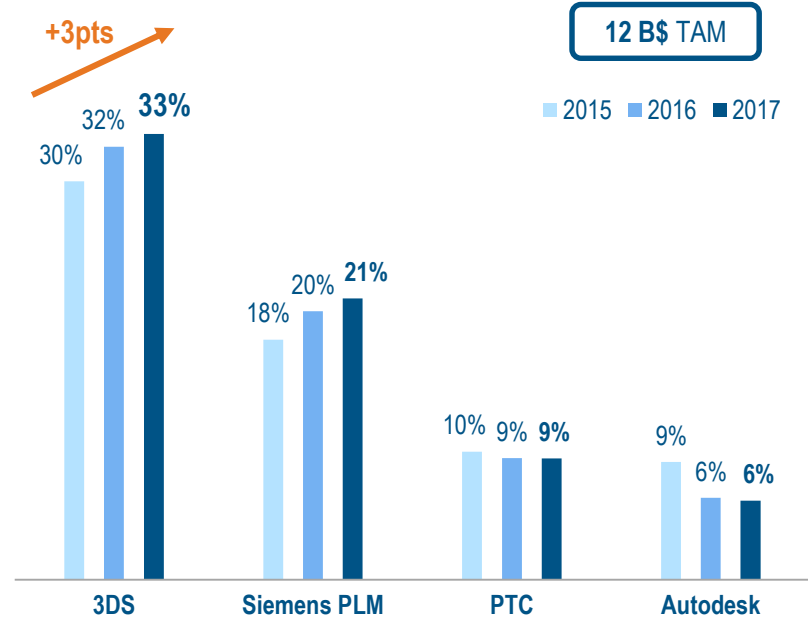
Market Expansion & Market Share Gains

MARKET EXPANSION

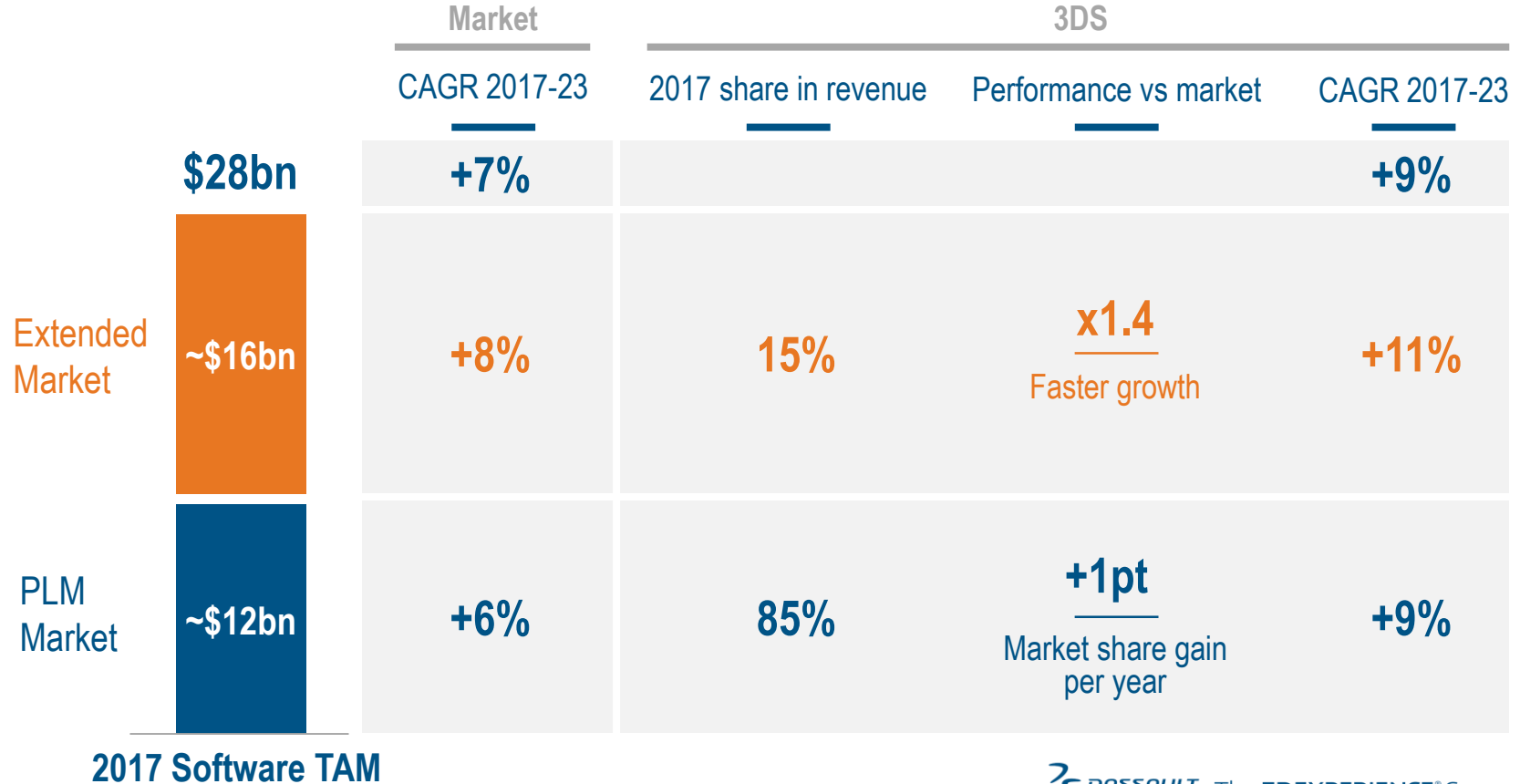


PLM MARKET SHARES

► Software PLM market including **CAD, Simulation, Product Data Management, Digital Manufacturing**



Market Trends & 3DS Perspectives



Growth Drivers

BRANDS "User Experience" & Communities



Software & Applications

+

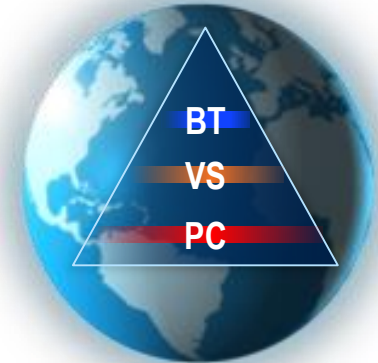
INDUSTRIES "Solution Experience"



Content

+

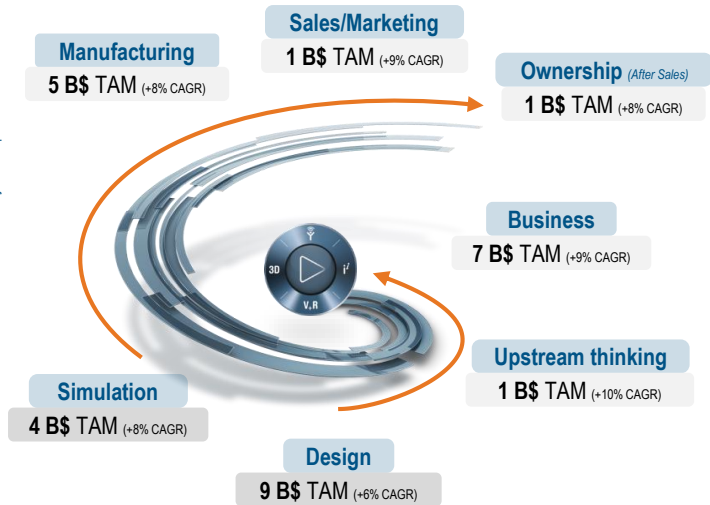
GEO AND CHANNELS "Customer Experience"



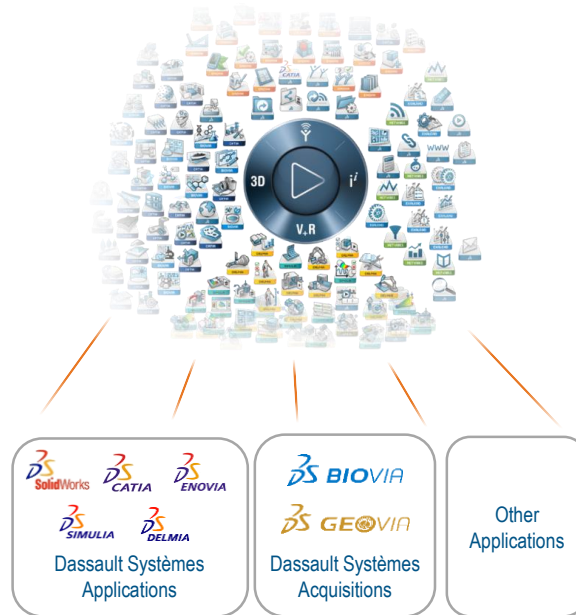
Services

3DEXPERIENCE Platform Value Proposition

DIGITAL CONTINUITY

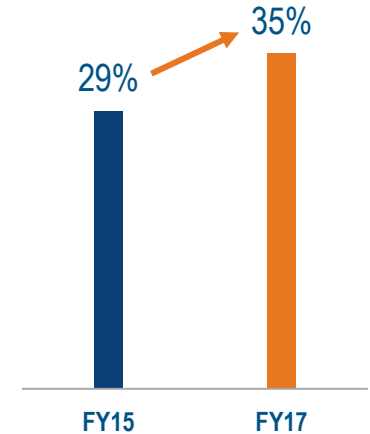


CONNECTING LEGACY



3DEXPERIENCE ADOPTION

% of 3DEXPERIENCE in New Licenses Revenue*



* Non-IFRS, excluding SOLIDWORKS and acquisitions

Delivering More Value to Customers

PORTFOLIO VALUE

Offer

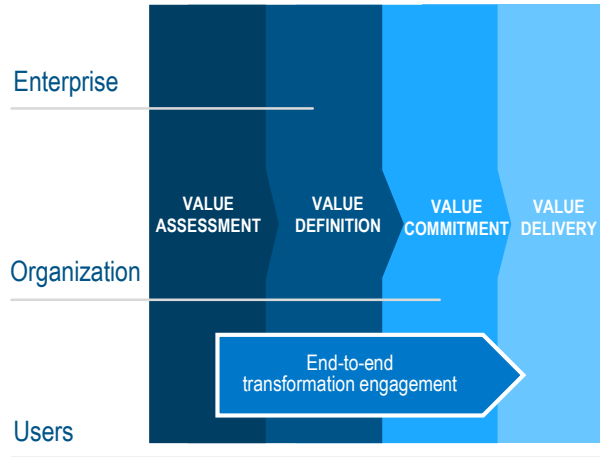
86 Solutions
366 Processes
334 Roles

Value

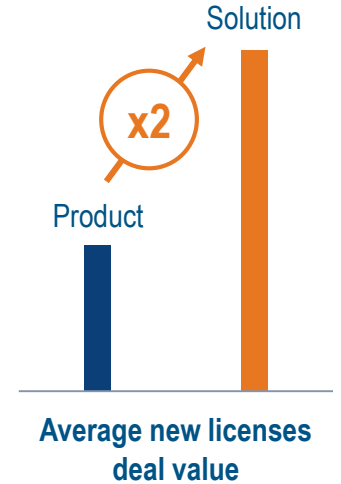
Enterprise: **Business model**
Organization: **Collaboration**
User: **Empowerment**



VALUE ENGAGEMENT

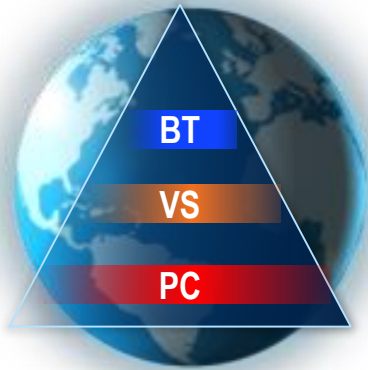


DEALS VALUE



Reaching More Customers

GLOBAL



2017 software revenue share

System Integrators contributing to 2017 BT **3DEXPERIENCE** new licenses, **6% sourced** and **28% joint**

LOCAL

12 GEOs, 140 countries



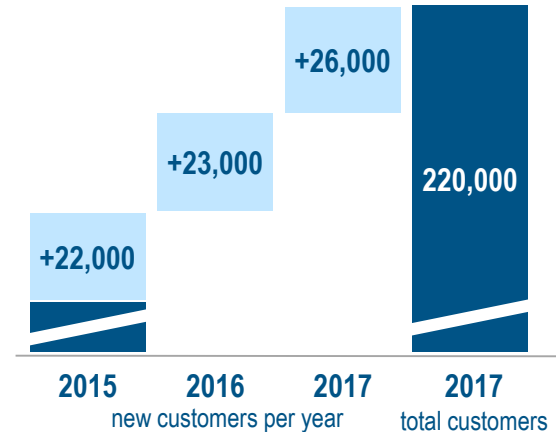
AMERICAS
30%

EUROPE
43%

ASIA
27%

Non-IFRS, FY17 % of software revenue

CLIENTS BASE



Expanding our Footprint with Cloud

CLOUD OFFER



R2018x
on the Cloud



283
Roles



85%
of the portfolio

CLOUD COVERAGE

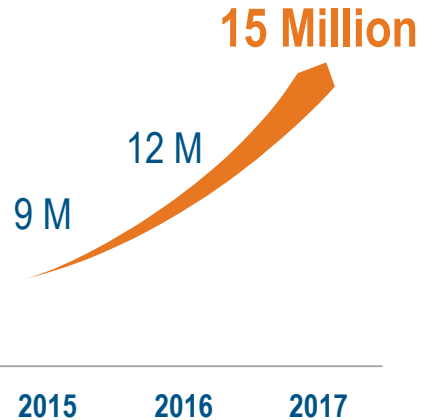
3DS Outscale and other providers



Providing cloud computing infrastructure services (IaaS)
through 10 data centers

Enabling 3DEXPERIENCE Platform rapid deployment
whatever the size of the company

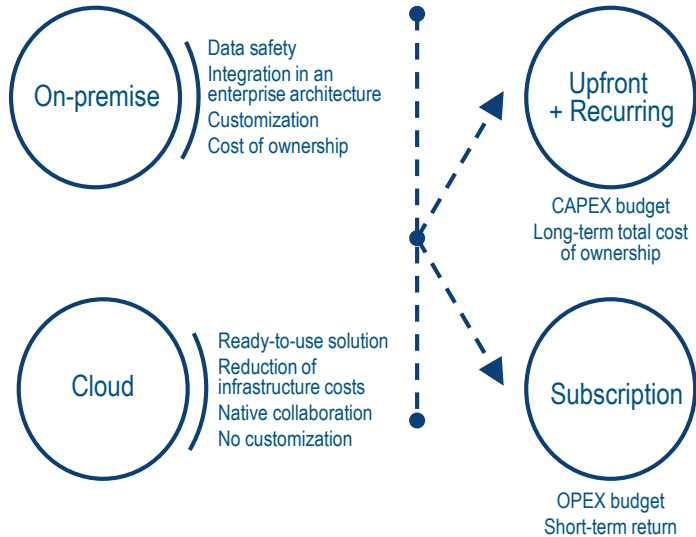
CONNECTED USERS



Adapted & Agile Business Model

CLOUD OPTIONS

Our Customers have the choice

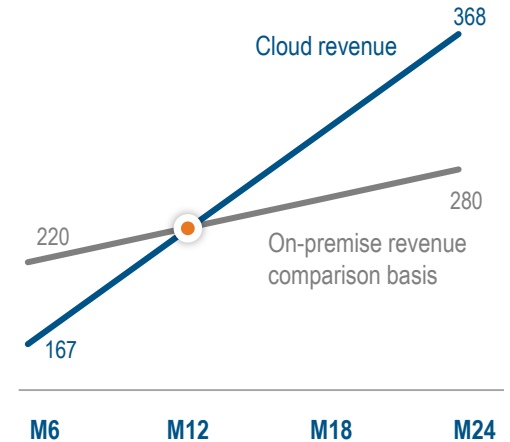


CLOUD BUSINESS MODEL

No dilution of revenue & growth

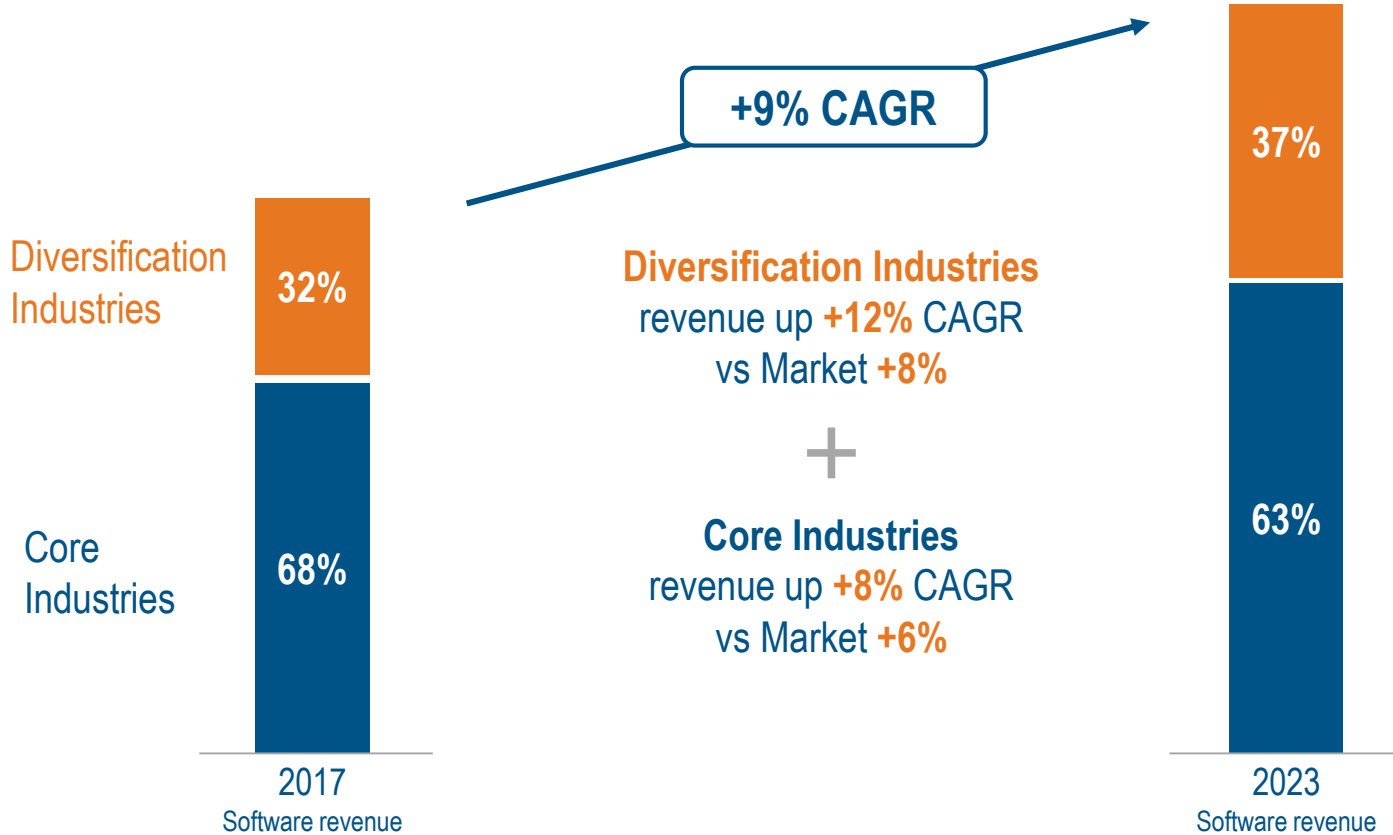
Cloud assumptions

1/3 from **market extension**
1/3 in **Upfront + Recurring** model

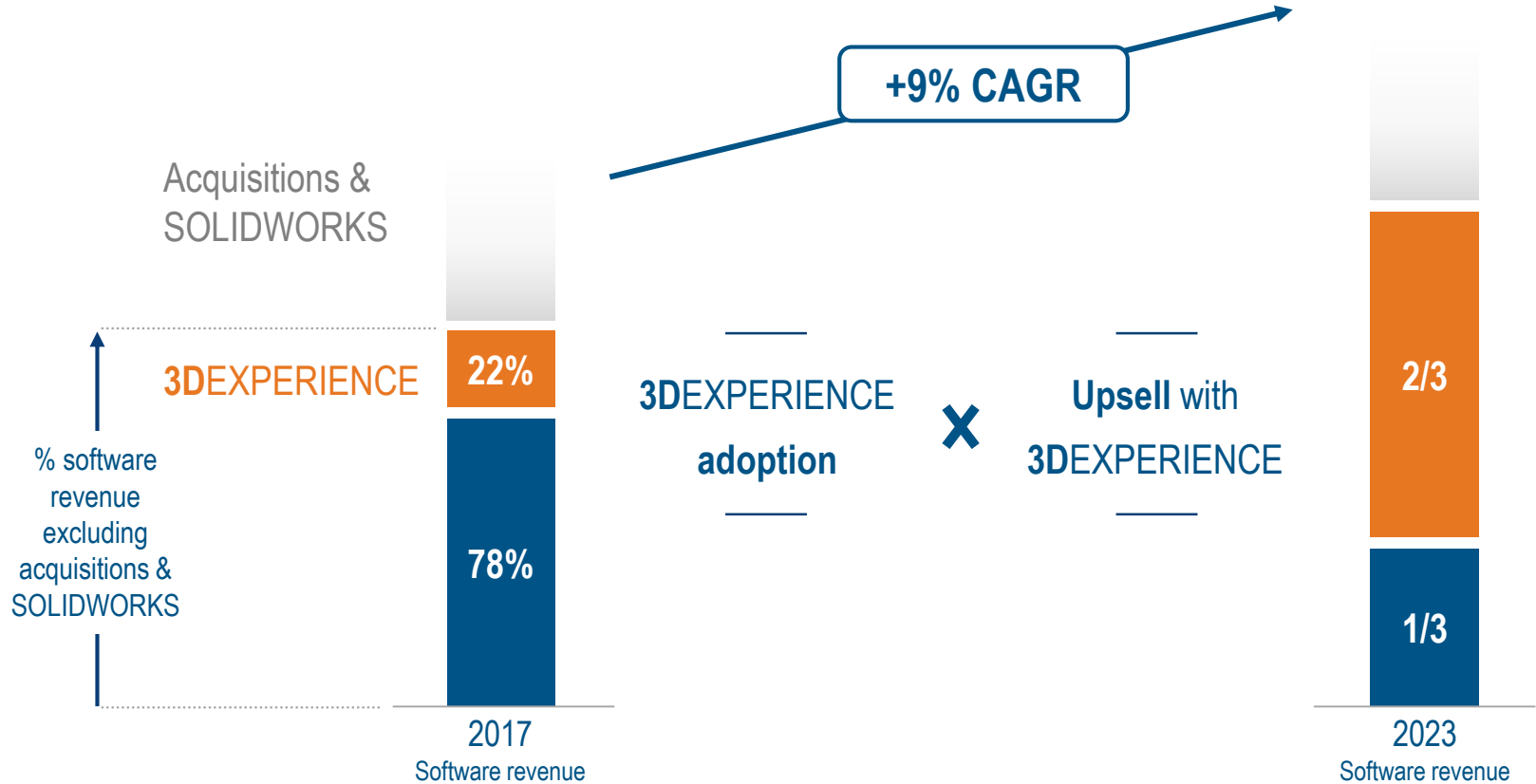


2 Perpetual license of 100€ + support
3 Cloud licenses: 2 in subscription and 1 in upfront + recurring

2017-2023: Industries Fueling our Growth...



...and 3DEXPERIENCE Product Cycle Accelerating Growth



Something is happening...



The world's most popular media owner,
creates no content



The world's largest taxi transporter,
owns no vehicles



The world's largest accommodation provider,
owns no real estate



The most valuable retailer,
has no inventory



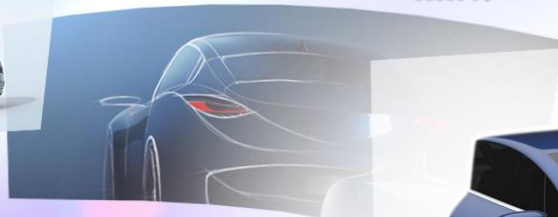
3DEXPERIENCE

The world's largest industrial manufacturer
creates no product,
owns no plant,
has no inventory...

$$\lim \partial d = 0$$

$$\lim \partial t = 0$$

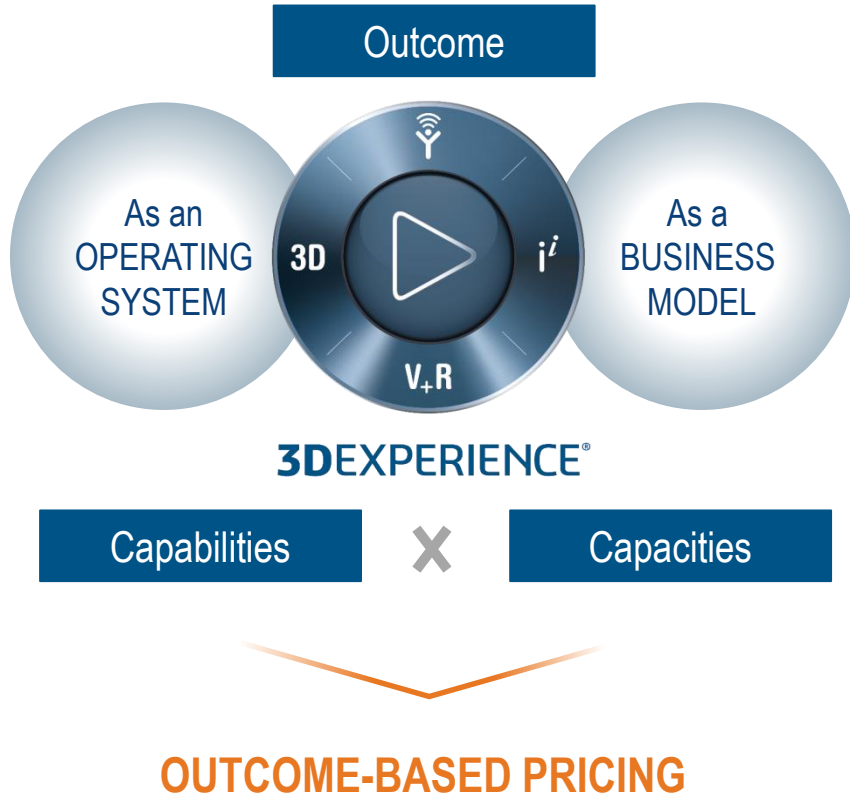
$$\lim n = \infty$$



A new world
with new principles

$$\lim \|V - \varphi\| = 0$$

3DEXPERIENCE Platform, Infrastructure of the 21th century



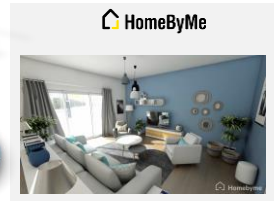
MARKETING & SALES



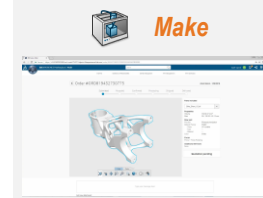
OWNERSHIP



UPSTREAM THINKING



MANUFACTURING



DESIGN & ENGINEERING



ACROSS VALUE-STREAMS

Investment Capacity to Fulfill our Purpose

1,845 M€ Net financial position
Q1 2018

745 M€ Operating Cash Flow
2017

- 1 Dividends
- 2 Share buybacks
- 3 Acquisitions

PRODUCT

Domain div
Segment div
New usages

LIFE

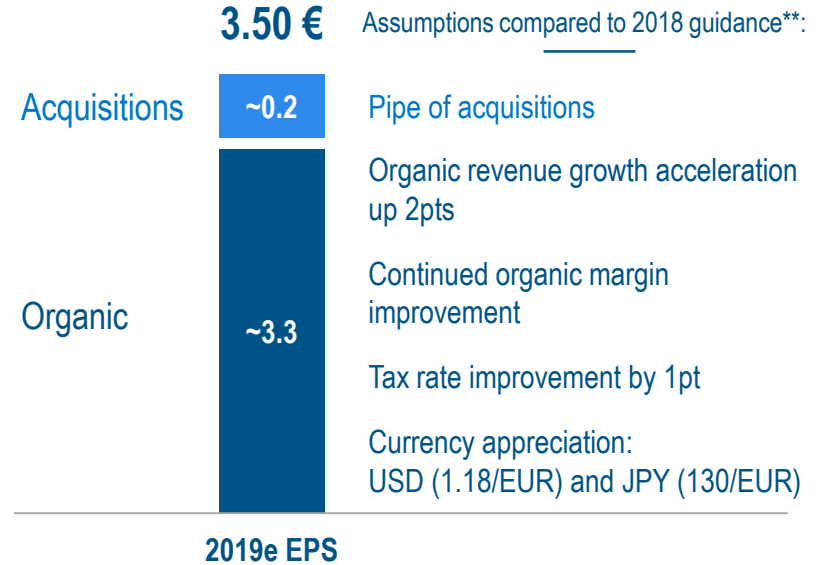
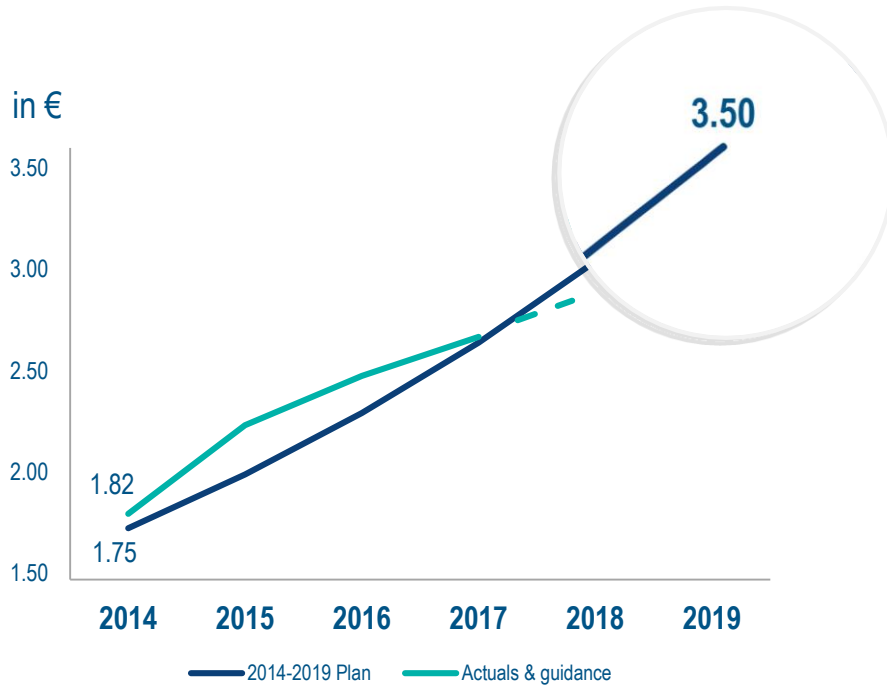
Life-Science
Health Care
Patient Care

NATURE

Territories / Cities
Natural Resources

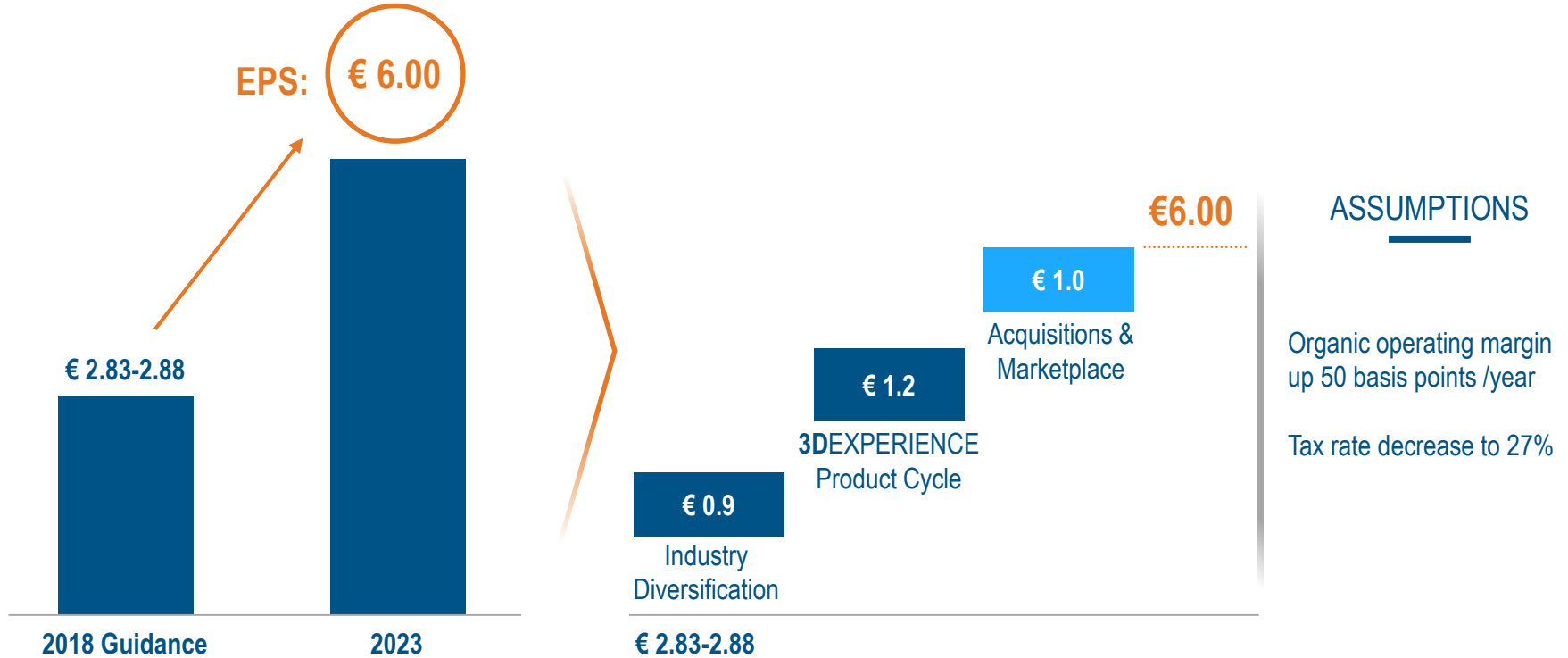


2014-2019 EPS Objectives non-IFRS*



** 2018 guidance rates of 1.22 USD/EUR and 134.5 JPY/EUR, and tax rate of 29.7%, as of April 2018

2018-2023: 3DS to more than Double EPS_{non-IFRS*}



Keeping currency rates unchanged with 2018 guidance as of April 2018

