



Investor & Analyst Luncheon

June 23, 2015

3DEXPERIENCE®

Our Purpose



“

Dassault Systèmes provides business & people with **3DEXPERIENCE** universes to imagine sustainable innovations capable of harmonizing product, nature and life.

”

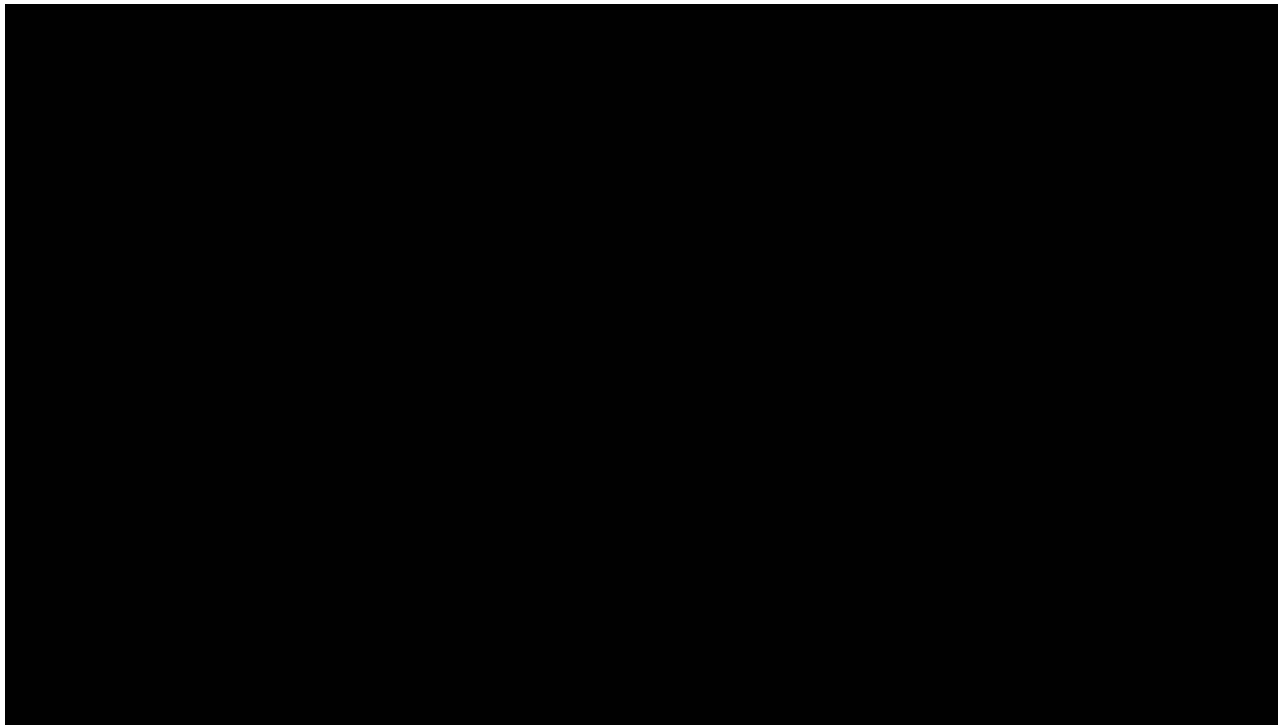
BIOVIA Mission



BIOVIA | Virtual BioSphere and Materials

BIOVIA provides a **scientific** collaborative environment for advanced biological, chemical and materials experiences. The sophisticated enterprise system of modeling, simulation, laboratory and quality management enables **innovation** for science-based industries.

BIOVIA Video



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3DEXPERIENCE®

Jean Colombel

Vice President, Life Sciences Industry

Who Does Dassault Systèmes Serve in Life Sciences ?

Healthcare Givers



- Healthcare Professionals
- Hospitals & Clinics
- InPatient & OutPatient Care
- Regulatory Bodies
- Payers
- Governments

Patient Care



“Enable Innovative Patient Experiences”

Healthcare Manufacturers



- Small & Large Molecules
- Biologics
- Generic Drugs
- Over The Counter Drugs
- Animal Health
- Crop Sciences

Pharmaceuticals & Biotechs

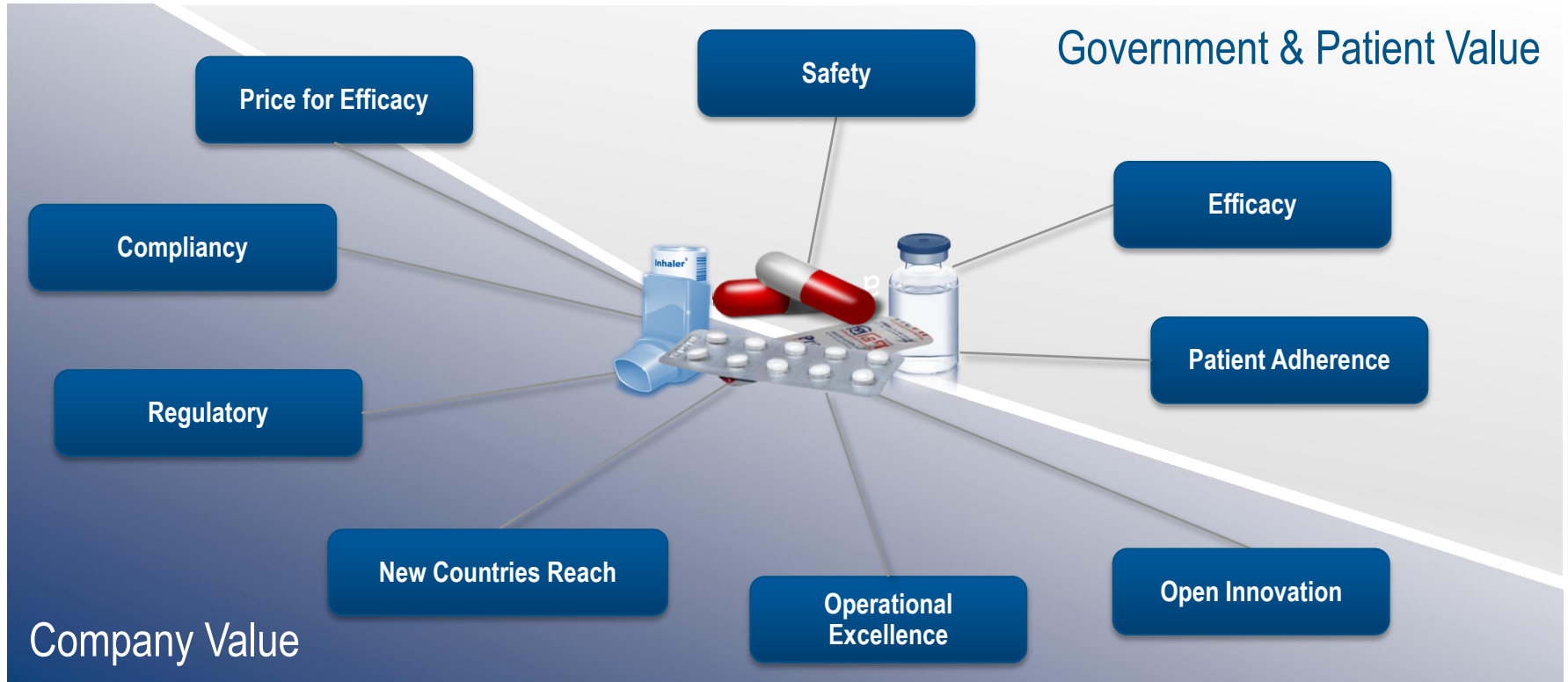


- *in vitro* Diagnostics
- Imaging & Radiation
- Medical Electronics
- Prosthetics & Orthotics
- Medical Equipment

Medical Devices & Equipment



What Pharma & Biotech Industry Values the Most ?



Life Sciences Pharma & Biotech Solution Experiences



License to Cure for BioPharma

Accelerate therapeutic approval, production, and patient adoption in a global landscape

Made to Cure

Accelerate market launch and maximize return on investment



Clinically Tested

Accelerate decision-making for earlier efficacy & safety demonstration through virtual trial



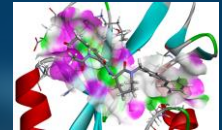
ONE Lab

Optimize laboratory operations from planning to execution



Designed to Cure

Optimize new candidate discovery through comprehensive multi-disciplinary virtual design

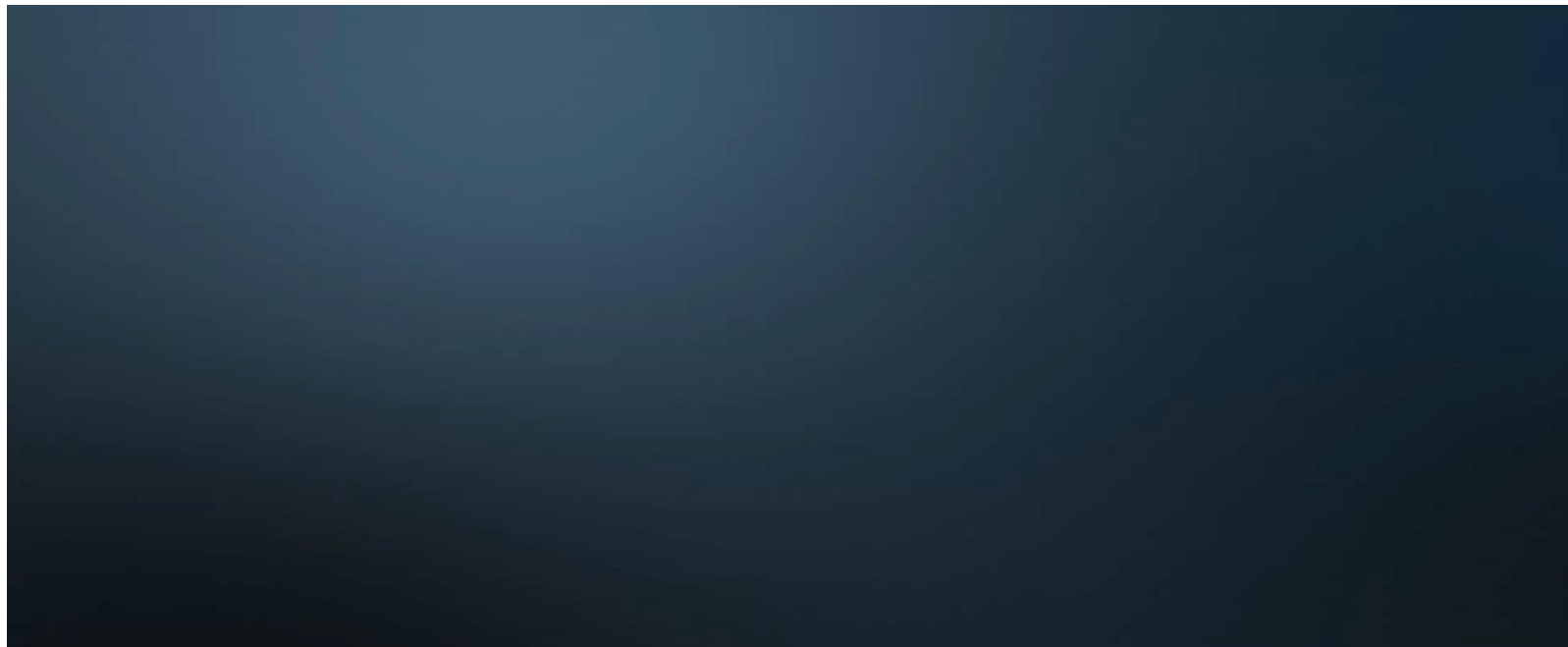


Connecting the Dots to the Patient



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Dream Video



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3DEXPERIENCE®

Max Carnecchia

CEO BIOVIA

BIOVIA Strategy in the Context of 3DS



Social

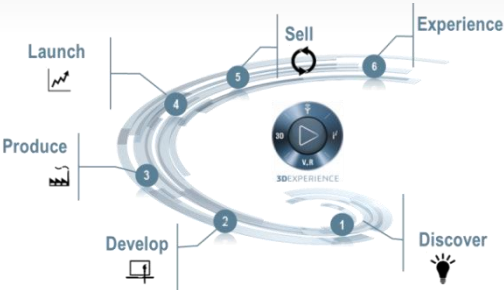


Industry



Experiences

Support Next Generation Scientific Innovation



Address Science-driven Industries



Provide Enterprises Chemical/Biological/Material 360° Experiences



BIOVIA – The Future



Transforming Accelrys

- Transform Accelrys to a Scientific Innovation Lifecycle Management (SILM) software company



Creating Accelrys

- Accelrys, a public company with a focused collection of early research products

Toward Accelrys

- Life Science Discovery and Material Research best of breed technologies



- 3DS PLM On V6 architecture



3DEXPERIENCE

- Integration of BIOVIA + 3DS
- BioPLM – next generation
- BIOVIA scientific workflows become 3D experiences
- BIOVIA expansion across 3DS brands and industries

C.1990

2004

2010

2012

2014

2016



Delivering Customer Value To The World's Leading Brands

LIFE SCIENCES

- 10 OF 10 TOP PHARMA CO'S
- 20 OF 25 TOP BIOTECH FIRMS



ENERGY, PROCESS & UTILITIES

- 7 OF 10 TOP CHEMICAL MFRS
- 5 OF 10 TOP OIL & GAS CO'S



CONSUMER PACKAGED GOODS

- 4 OF 5 TOP CPG BRANDS



HIGH-TECH

- 4 OF 5 TOP HIGH TECH FIRMS



TRANSPORTATION & MOBILITY

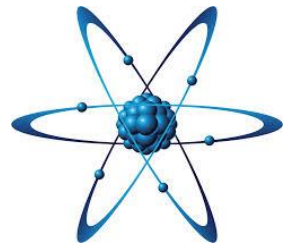
- 10 OF 10 TOP AUTOMAKERS



AEROSPACE & DEFENSE

- 5 OF 5 TOP AEROSPACE MFRS



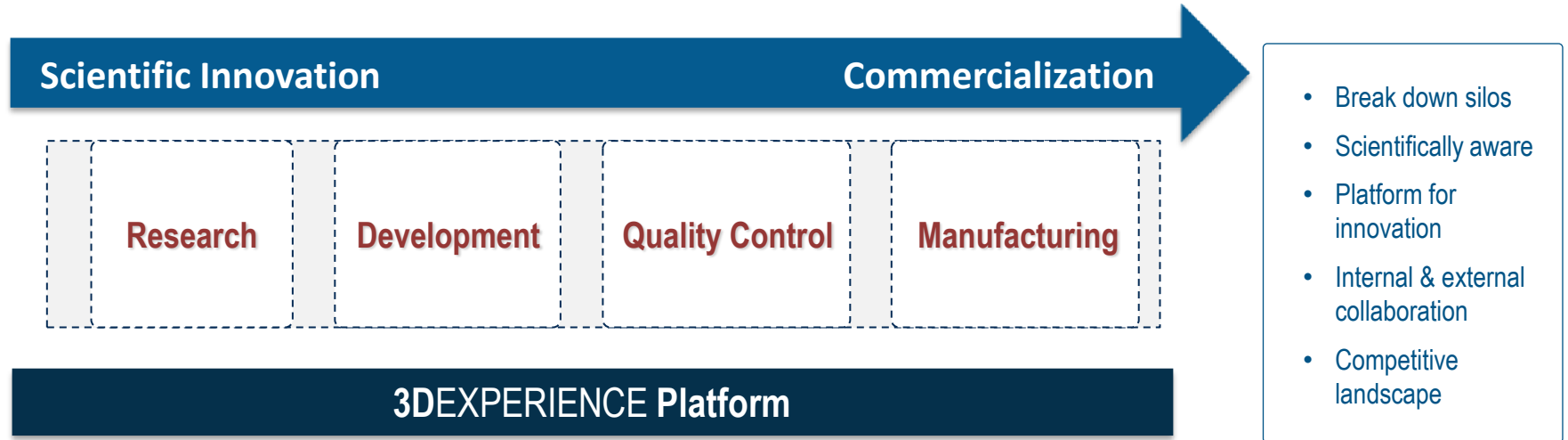


Market Trends for Scientific Enterprises

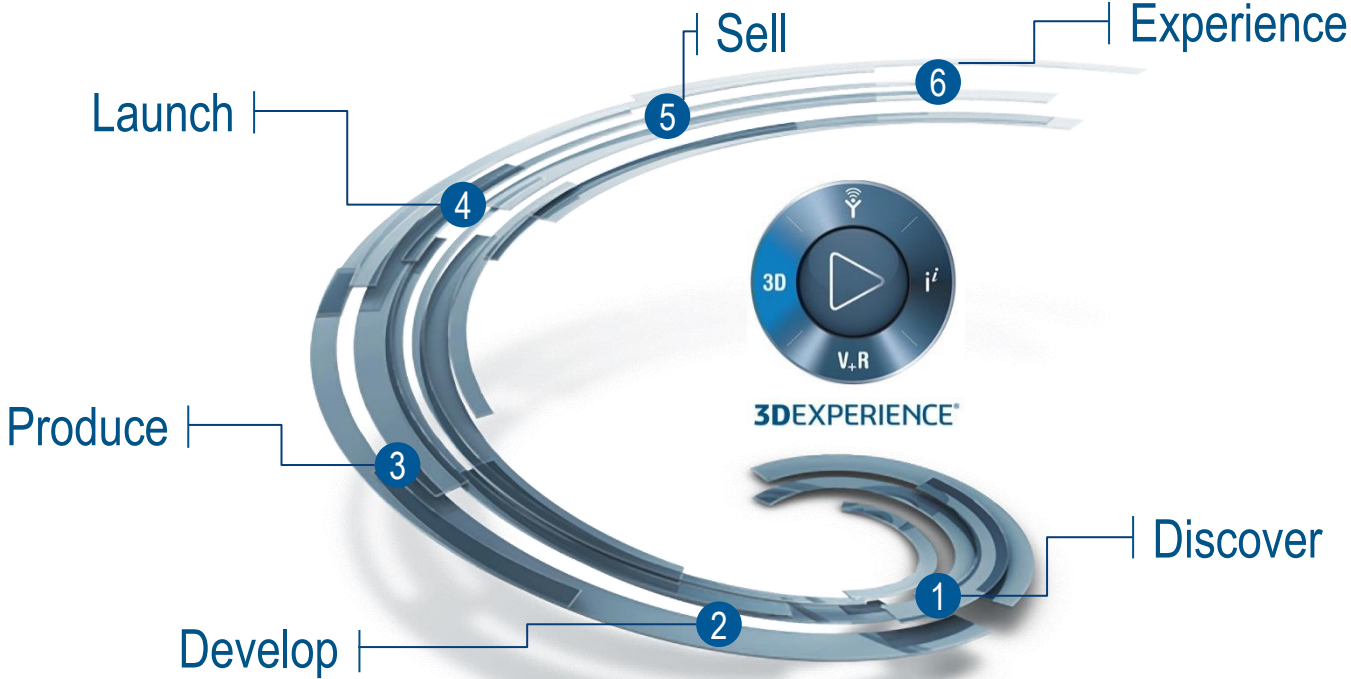
- Vendor consolidation
 - ✓ Complexity, cost containment, master data and workflow
- Growing addressable markets
 - ✓ Drive to digitization
- “PLM” being defined for formulated industries
 - ✓ Innovation, Predictive, Sustainable
- External collaboration
 - ✓ Global scientific innovation networks emerging
- Biologics and small molecules merging in life science
- Customers no longer have resources to sustain homegrown applications and integrations

Market is demanding an enterprise class scientific software partner

The Challenge in Scientific R&D



Support Next Generation Scientific Innovation



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BIOVIA Solution Portfolio

LIFE SCIENCES



CONSUMER PACKAGED GOODS



ENERGY, PROCESS & UTILITIES



INDUSTRIAL EQUIPMENT



COLLABORATIVE
SCIENCE

UNIFIED LAB
MANAGEMENT

PROCESS PRODUCTION
OPERATIONS

QUALITY & REGULATORY
MANAGEMENT

Foundational Capabilities

Collaborative Science



Goals

- Managing External Collaborations
- Meet Security Standards for External Solutions
- Implement Scientifically-Aware Collaborative Data solutions
- Eliminate the need for manual data processing

Results

- Decrease project start-up from months to days or weeks
- **85%** reduction in time and resources to capture data
- Externalized project costs decrease **by 80%**
- Reduce TCO for software applications **by 50+%**

Transform **Scientific Collaboration**
Access from **Anywhere, Anytime...**
With a **Secure Cloud Solution**



Unified Lab Management

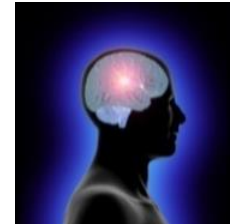


Goals

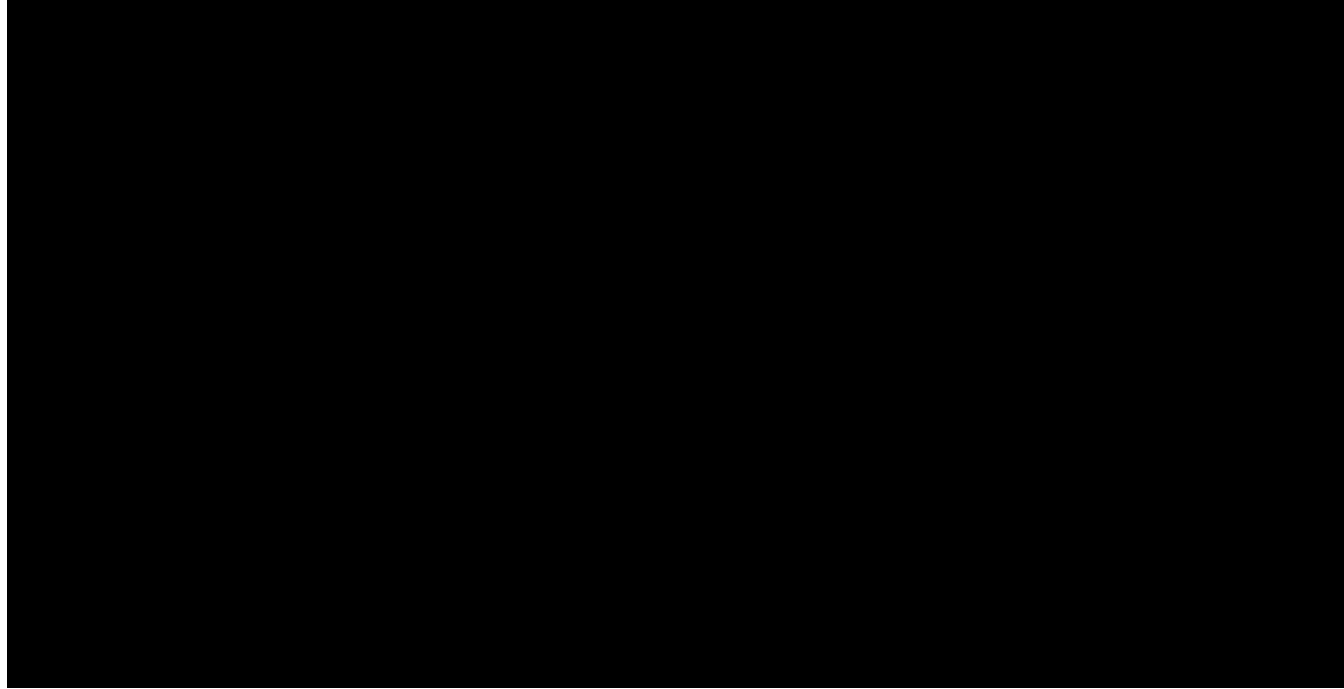
- Increased research productivity
- Fewer tests, more innovation
- IP protection
- Improved compliance data and traceability
- Reduce physical testing, increase virtual testing
- Elimination of “Dark Data”

Results

- **Increase productivity for researches by 15-20%**, by enhancing collaboration and improving innovation
- **Remove 30-50% of physical testing**, increase virtual testing
- Digitize end-to-end
- Capture all data, reduce lab documentation time by 40-50%
- Accelerate visualization and insights



LabOne



Process Production Operations



Bristol-Myers Squibb

Supply Chain

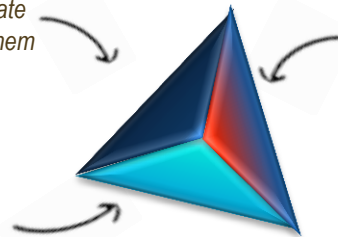
Process monitoring reveals risks that create threats to supply and enables addressing them in a proactive manner

Compliance

Robustness addresses GMP expectations of continued **process verification**

Goals

- Product robustness
- Decreased product variability
- Reduce manufacturing cycle time
- Seamless change control
- Eliminate product recalls
- Regulatory compliance



Quality

Robustness is the lifecycle extension of Quality by Design, continuing to build our **process understanding** and refine our control strategy

Results

Culture

- Visual scorecards and metrics

Quality

- Reduction in quality events by 65% (zero rejected batches in 2014)

Compliance

- Monitoring plans for all growth and new products as per FDA and EU guidance

Cycle Time

- Reduction of COGS and cycle time for 2 growth products

Quality & Compliance Management



**Boehringer
Ingelheim**

Goals

- Comply with regulatory mandates
- Go paperless
- Speed up innovation
- Reduce storage and archive costs
- Pass audits
- Collaborate with supply chain

The Boehringer Ingelheim group is one of the worlds 20 leading pharmaceutical companies.

Results

- Compliant control & management of regulatory and quality content
- 34,000 active users
 - 350,0000 e-signatures/year
 - 40,000 released workflows/year
 - Reducing 7KM of shelf storage
 - 80% reduction in approval times

Fulfilling Our Strategy and Commitment : 1st Year Results

1. Establish a new brand BIOVIA that encompass the best
" Virtual Biosphere, Chemistry and Materials“ industry apps
Delivered 9 Industry Solution Experiences with 22 roles.
2. Reveal the **3DEXPERIENCE** Platform for science-based innovation
3. Extend global enterprise with industry leaders
4. Establish a strong business momentum for both investment and revenue
5. Extend significantly partner's network for open innovation

Summary – Dassault Systèmes, BIOVIA

- Dassault Systèmes is Committed to Science
 - Invested significantly into science-based innovation
 - Committed to a compelling long-term vision and strategy
- BIOVIA's Strategy is Aligned to Customer Business Goals
 - Reduce overall costs and improve productivity with an open and flexible platform for end-to-end processes
 - Innovate faster and improve sharing information across domains
- Harmonizing Product, Nature and Life
 - Market is demanding an enterprise class scientific software partner
 - Dassault Systèmes BIOVIA is uniquely positioned to lead this market



