

Dassault Systèmes 2008 Analyst Day Brand Presentations

Paris - June 5, 2008

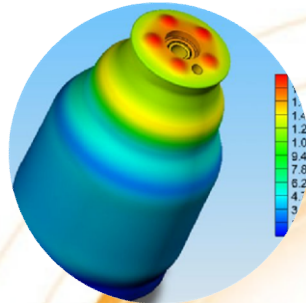


June 2008

SOLIDWORKS

What We are all About

SolidWorks
Simulation



SolidWorks
Premium



3DVIA
Composer



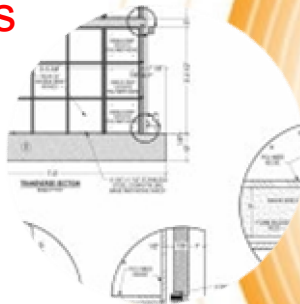
SolidWorks
Enterprise PDM



SolidWorks
Premium

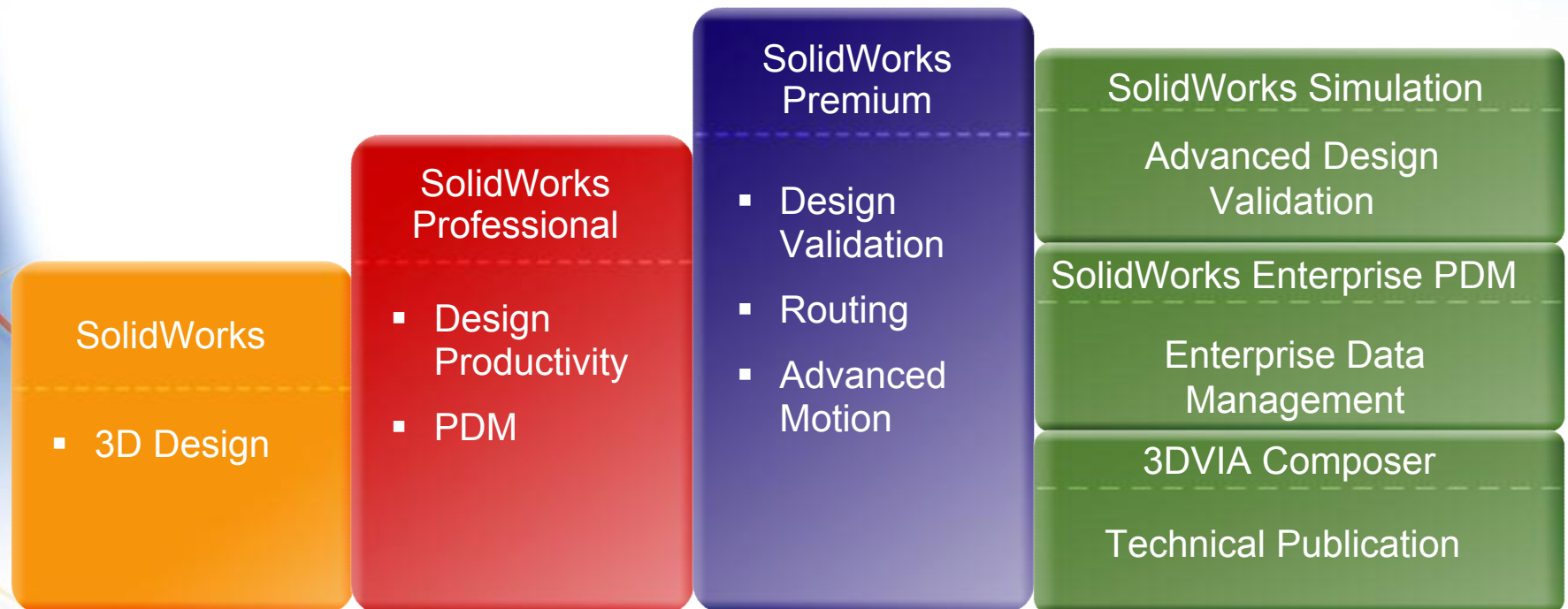


SolidWorks
Premium




SolidWorks
Design Better Products

Expanding Product Portfolio



The Marketplace Migrating Away From 2D

■ 2D

■ Other 3D

Market

3D User
Base Expands

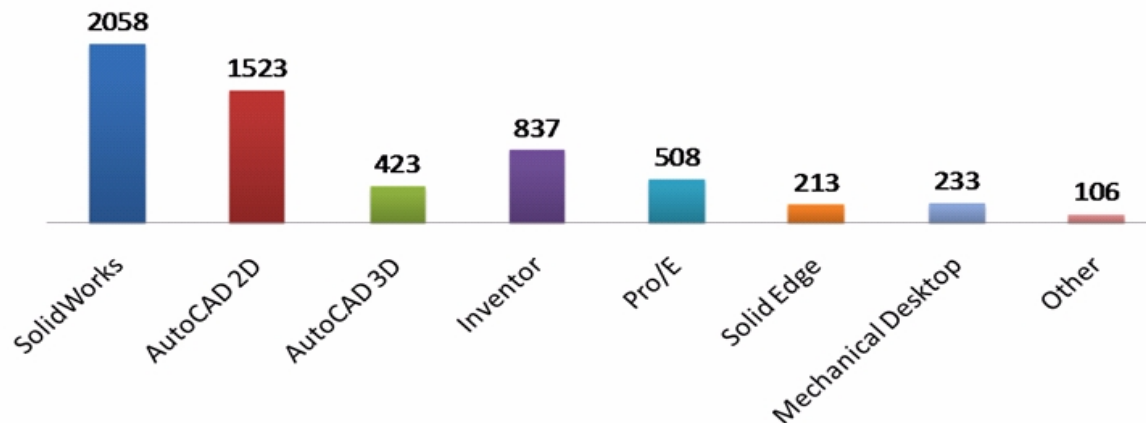
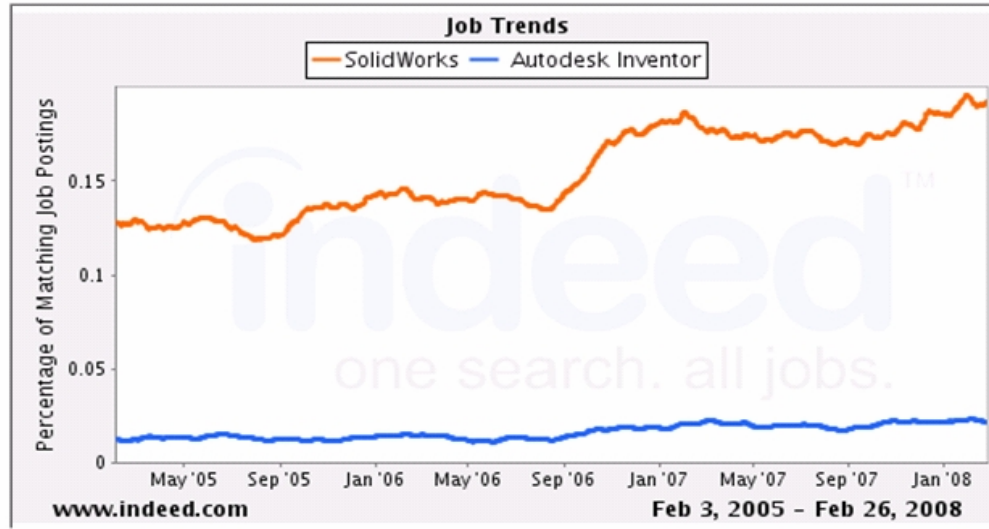
2D User
Base
Migrates



↑ Today

Time

Market Leadership with Production Usage



SolidWorks Impact on the World

- **Over 324,000
Commercial
Engineers**
- **Representing
105,000
companies**



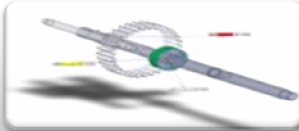
We Help Customers Design Great Products



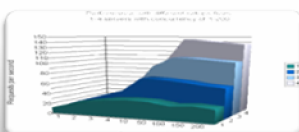
High quality



Lower manufacturing cost



New functionalities



Better performance



Higher customer satisfaction

Daka International Ltd.



**Lower
Manufacturing
Cost**

- Cut design time by 45%***
- Lowered development costs by 45%***
- Mass production in 3 months vs. typical 9 months***
- Sales of \$5 million (US) in fiscal year 2007-2008***

"SolidWorks provides the best balance of ease of use and power."

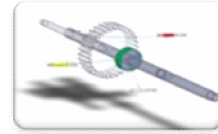
- Calvin Ng, Senior Marketing Executive

Daka One-Touch Can Opener



Real Value

InFocus Corporation

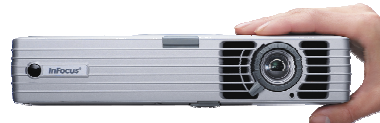
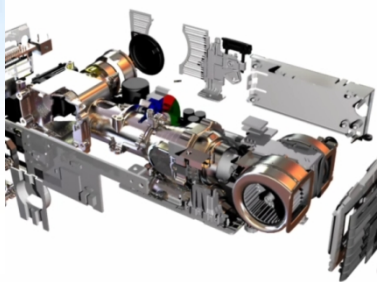


New Innovation

- “SolidWorks supports our internal goals of developing higher-quality products and introducing more innovations.”
- It has helped us to introduce the smallest, lightest mobile projector available.”

“It’s just easier to work in SolidWorks.”

- David Mulholland, Infocus Senior Application Engineer



Real Innovation

Helping A New Generation

Real Experience

- **Daily Usage: >1 Million**
- **Yearly graduates having learned SWx:175,000**
- **Total Graduates having learned SWx:1,575,000**

CATIA

Brand value, market



Auto



Aerospace



Shipbuilding



Industrial Equipment



High Tech



Consumer Goods



Consumer Packaged Goods



Life Sciences



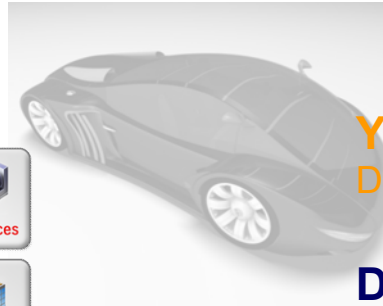
Energy



Construction



Business Services



Your CATIA PLM

Designed for you, designed with you

Design performance for Innovation

Just be the imagineer

Breakthrough technologies

Your innovation starts with ours

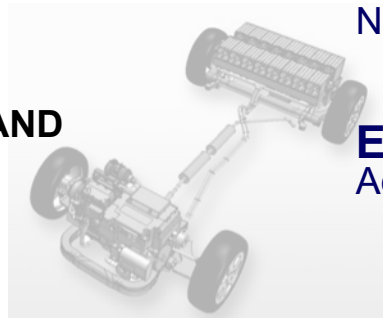


Collaborative PLM

Networking brains to speed up innovation

Easy, Open and Smart

Adaptable to you



CORE

GROWTH

EXPAND



Brand value, market



**30% productivity
gain** versus competitors

Your CATIA PLM

Designed for you, designed with you

Design performance for Innovation

Just be the imagineer

Breakthrough technologies

Your innovation starts with ours

Collaborative PLM

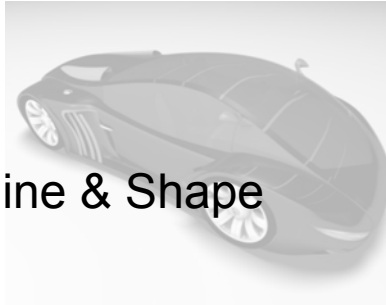
Networking brains to speed up innovation

Easy, Open and Smart

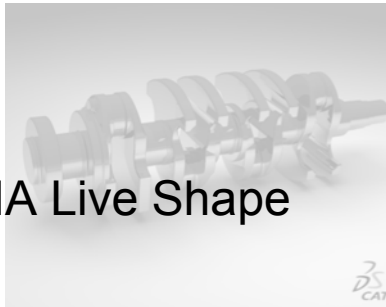
Adaptable to you

Brand value, market

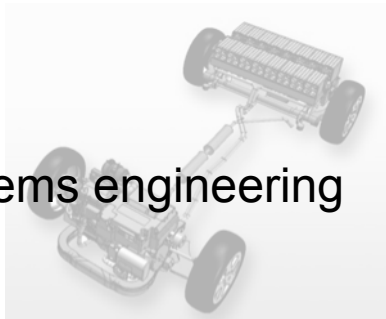
Imagine & Shape



CATIA Live Shape



Systems engineering



Your CATIA PLM

Designed for you, designed with you

Design performance for Innovation

Just be the imagineer

Breakthrough technologies

Your innovation starts with ours

Collaborative PLM

Networking brains to speed up innovation

Easy, Open and Smart

Adaptable to you

Brand value, market

Your CATIA PLM

Designed for you, designed with you

Design performance for Innovation

Just be the imagineer

Breakthrough technologies

Your innovation starts with ours

Collaborative PLM

Networking brains to speed up innovation

Easy, Open and Smart

Adaptable to you

Brand value, market



Your CATIA PLM

Designed for you, designed with you

Design performance for Innovation

Just be the imagineer

Breakthrough technologies

Your innovation starts with ours

Collaborative PLM

Networking brains to speed up innovation

Easy, Open and Smart

Adaptable to you

CATIA Growth Drivers

CIMdata

"We welcome Dassault Systèmes' CATIA PLM Express portfolio, and its focus on providing broad-based PLM solutions to mid-sized companies, which responds to a clear market need, demonstrated by the positive reception among mid-sized customers,"

"DS's 'broad PLM' approach can help mid-sized companies adopt PLM to improve collaboration to support innovation and competitiveness."

**John MacKrell, Senior Consultant ,
CIMdata.**



Life Sciences



Energy



Construction



Business Services

EXPAND

- Reaching new disciplines in existing accounts
- Extending PLM success in SMB with CATIA PLM Express
- Reaching new industries
- V6 Adoption and Migration

ENOVIA

ENOVIA: 10 Years of Innovation

ASSAULT SYSTEMS-R2

PDM

1990

IBM

1998

DS
ENOVIA

PLM

2000

DS
SMARTEAM

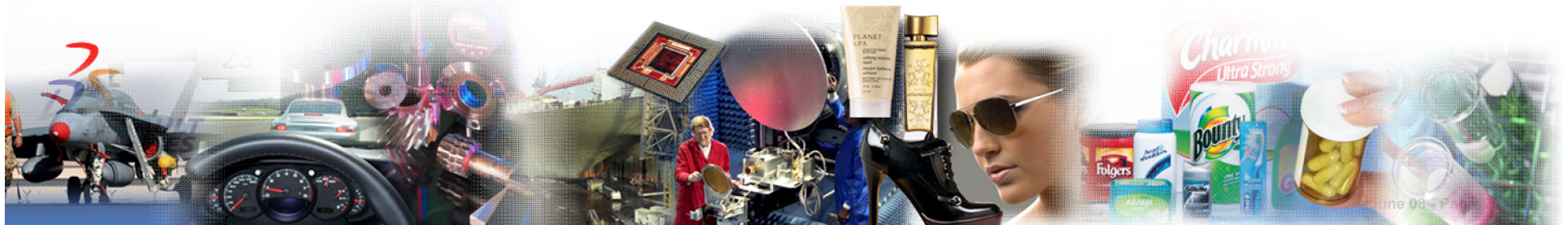
PLM SOA

2006

MatrixOne
THE NEW
ENOVIA

PLM 2.0

2008



ENOVIA: 10 Years of Innovation



PLM SOA

2006

PLM 2.0

2008

THE NEW ENOVIA

**A Single
Global Brand**

**Solutions
Integration
on SOA**

**Solutions
Convergence
on SOA**



ENOVIA Growth Drivers

Industry Applications

*Growth in new industries:
High Tech, Apparel, CPG, Life Sciences*

Platform

Winning on power, scalability and flexibility

Up-sell – Cross-sell

*Adding PLM business process management
to customers within core industries*

SMB

PLM recognized as strategic and required



Sample ENOVIA PLM Benefits

P&G

Saved \$Millions in purchasing costs

99% correct 1st time specifications performance

50% reduction qualifying suppliers and handling bids



faurecia

50% reduction in design changes

Payback in less than one year

Reduced design costs due to concurrent engineering



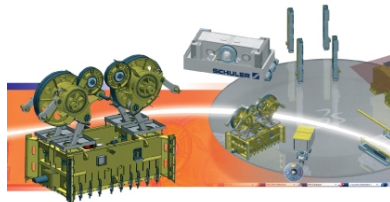
SCHULER



20% reduction in product design

5% increased product quality

240% improved product visualization

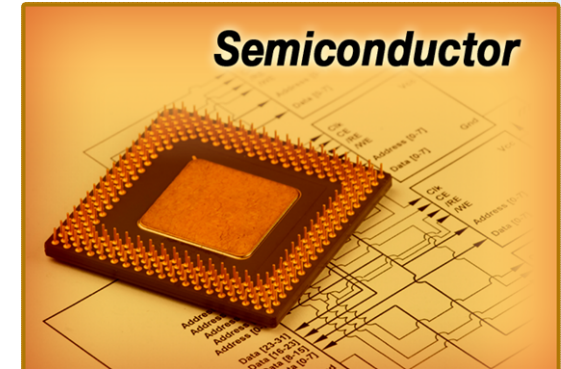


Increased capacity with same amount of staff

Transformed from private label to outdoor brand



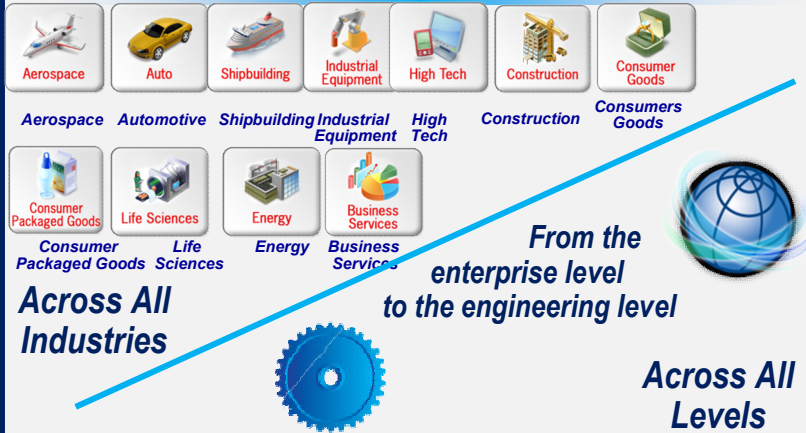
Growth in New Markets



ENOVIA Key Competitive Differentiators

Proven, Scalable, Open, Flexible

DEPTH & BREADTH



SCALABLE

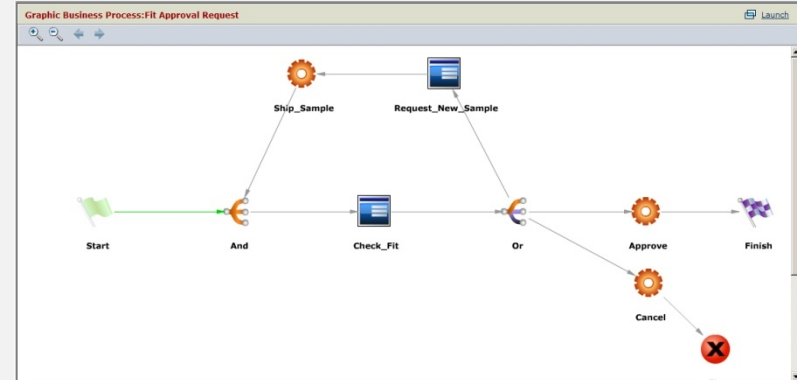
Certified Benchmark

*Performance validated up to
150,000 named users or
25,000 concurrent users*

**Results by Sun Microsystems*



OPEN



Continuous Improvement • Predictable Results

FLEXIBLE

ENOVIA V6 Competitive Advances

Unified PLM platform

- ✚ Across all of Dassault Systèmes
- ✚ Multiple authoring environments

Platform for online collaboration

- ✚ Access to full product definition for new user types

The only PLM platform a company needs

- ✚ Search and navigate multiple other systems
- ✚ Positioned to manage other authoring environments

3D user experience

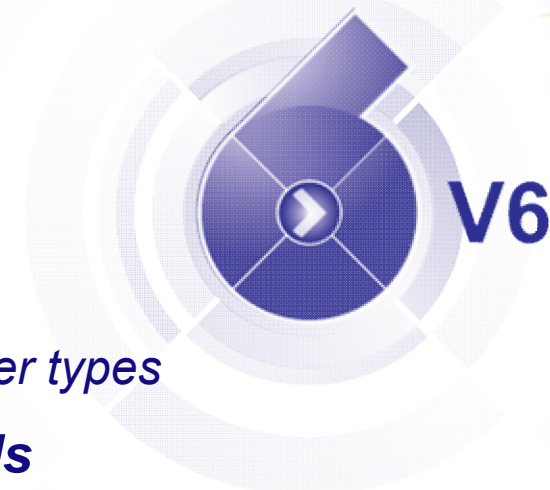
- ✚ 3DLive access to all information expands number of users

Increased industry coverage

- ✚ High Tech & Life Sciences added

Lower cost of ownership

- ✚ One database, one server



SIMULIA

SIMULIA Addressable Market

- ***Fundamental R&D – insight into the physical world which can not be obtained by testing – organic growth potential***
 - ✚ *E.g. Bridge Collapse Investigation, Bone growth, Material Science*
- ***Simulation driven product design for all industries – very large growth potential coming from 3 sources***
 - ✚ *Migration from legacy methods and tools*
 - ✚ *More simulation in traditional industries*
 - ✚ *Rapid increase in simulation in emerging industries like medical products*
- ***Realistic (rather than approximate) simulation for consumers***
 - ✚ *Enormous growth potential for all situations where accurate physics are required to provide a life-like experience*

SIMULIA key competitive advantages

- SIMULIA has the only solution built on a realistic simulation technology from the start – envisaging the day when cheap, fast parallel computing would arrive as an enabler***
- The only organization able to combine the people, technology and vision of a powerful simulation brand with an industry proven PLM platform and team***
- The only provider of collaborative, scalable simulation solutions for experts and non-experts (designers)***
- Industry leading customer satisfaction and consequent recurring revenue to drive R&D investment***

SIMULIA Growth drivers

Migration of companies using legacy tools and processes

- ⤵ Old methods no longer able to cope with demands***
- ⤵ E.g. Composite aircraft – quieter, safer, more durable cars***

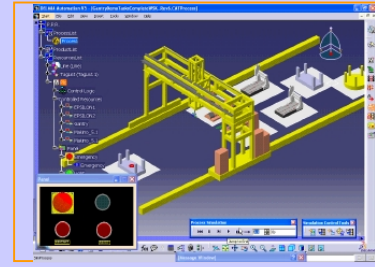
Unification of simulation solutions to the SIMULIA platform

- ⤵ Dismantle silos of tools, technology, users and skills***
- ⤵ E.g. Acoustic, thermal and drop simulation of a cell phone***

New markets and applications

- ⤵ Industries emerging with rapidly growing need for simulation***
- ⤵ E.g. Consumer packaged goods and deep water oil exploration***

DELMIA



DELMIA Brand value: production Excellence

Virtual = Real






- **Core product portfolio strength in production engineering**
- **Long-term partnerships with leading Automotive & Aerospace companies**
- **Most extensive direct and partner coverage to support WW implementations.**
- **Extending reach to SMB market with DELMIA PLM Express.**
- **Market innovator with DELMIA Automation for 3D virtual factory Lifelike Experience**
 - **Partnership and HW independence**
- **V6 leveraging unified V6 PLM Architecture**

DELMIA Growth Drivers


TECHNOLOGY

 **Accelerate adoption of Digital Manufacturing with V6 strengthened portfolio and ease of use**

-  One PLM platform for Engineering and Manufacturing
-  Reaching new users with Collaborative online solutions
-  Expanding to Production Execution

MARKET

 **Expand in Auto & Aero and Extend to new industries**

-  Auto & Aero suppliers (Tier1&2) – Shipbuilding - Industrial Equipment - High Tech / Consumer Goods - Energy

CHANNEL

 **Large accounts:**

-  Digital Manufacturing an integral part of any PLM opportunity
-  Adding IBM to resell DELMIA for large accounts

 **PLM Value Channel**

-  DELMIA PLM Express targeting Small- and Medium-sized companies





www.3ds.com

See what you mean

Thank You!