

Dassault Systèmes
2008 Analyst Day
Brand Presentations
Paris - June 5, 2008



June 2008

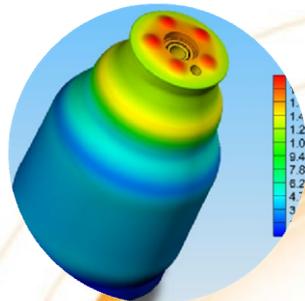
SOLIDWORKS



June 2008

What We are all About

SolidWorks
Simulation



SolidWorks
Premium

SolidWorks
Premium

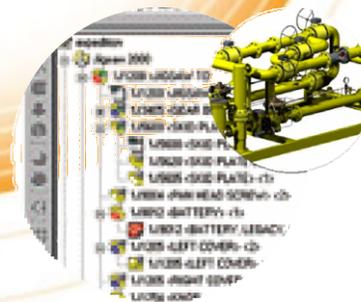


3S
SolidWorks
Design Better Products

3DVIA
Composer



SolidWorks
Premium

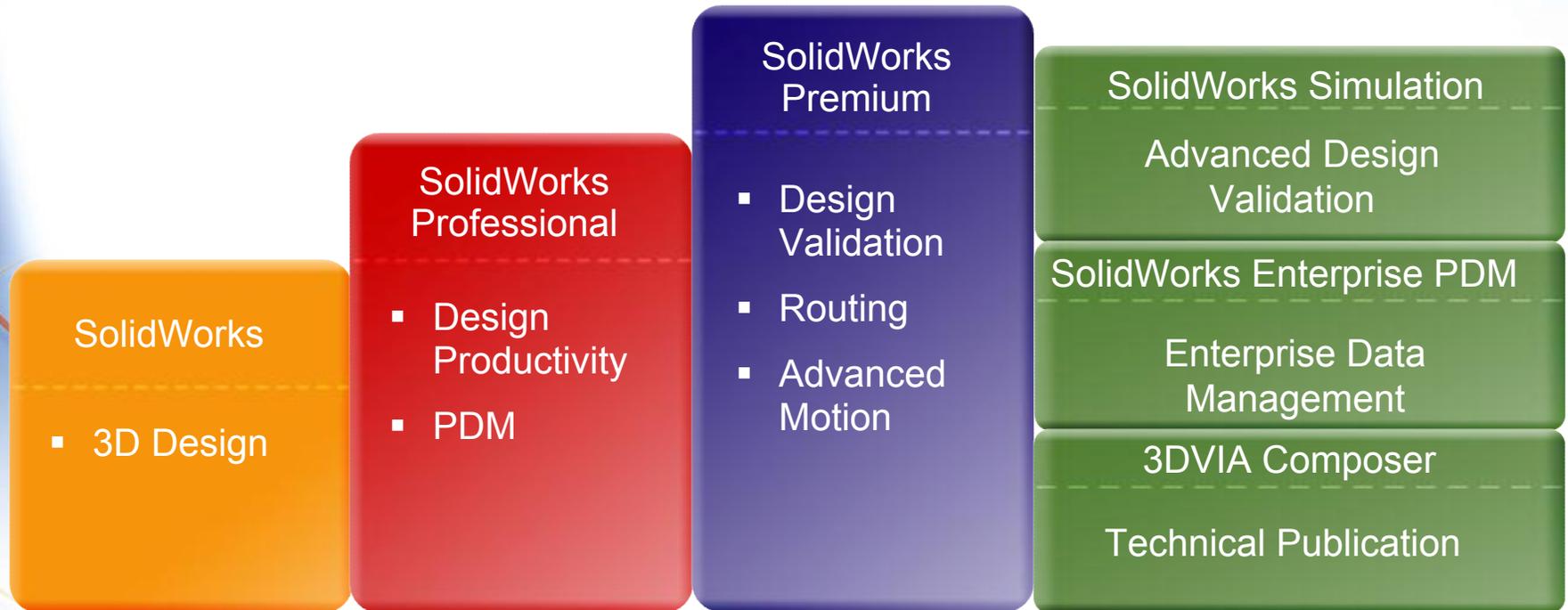


SolidWorks
Enterprise PDM



Expanding Product Portfolio

©2001 DASSAULT SYSTEMES-R2



The Marketplace Migrating Away From 2D

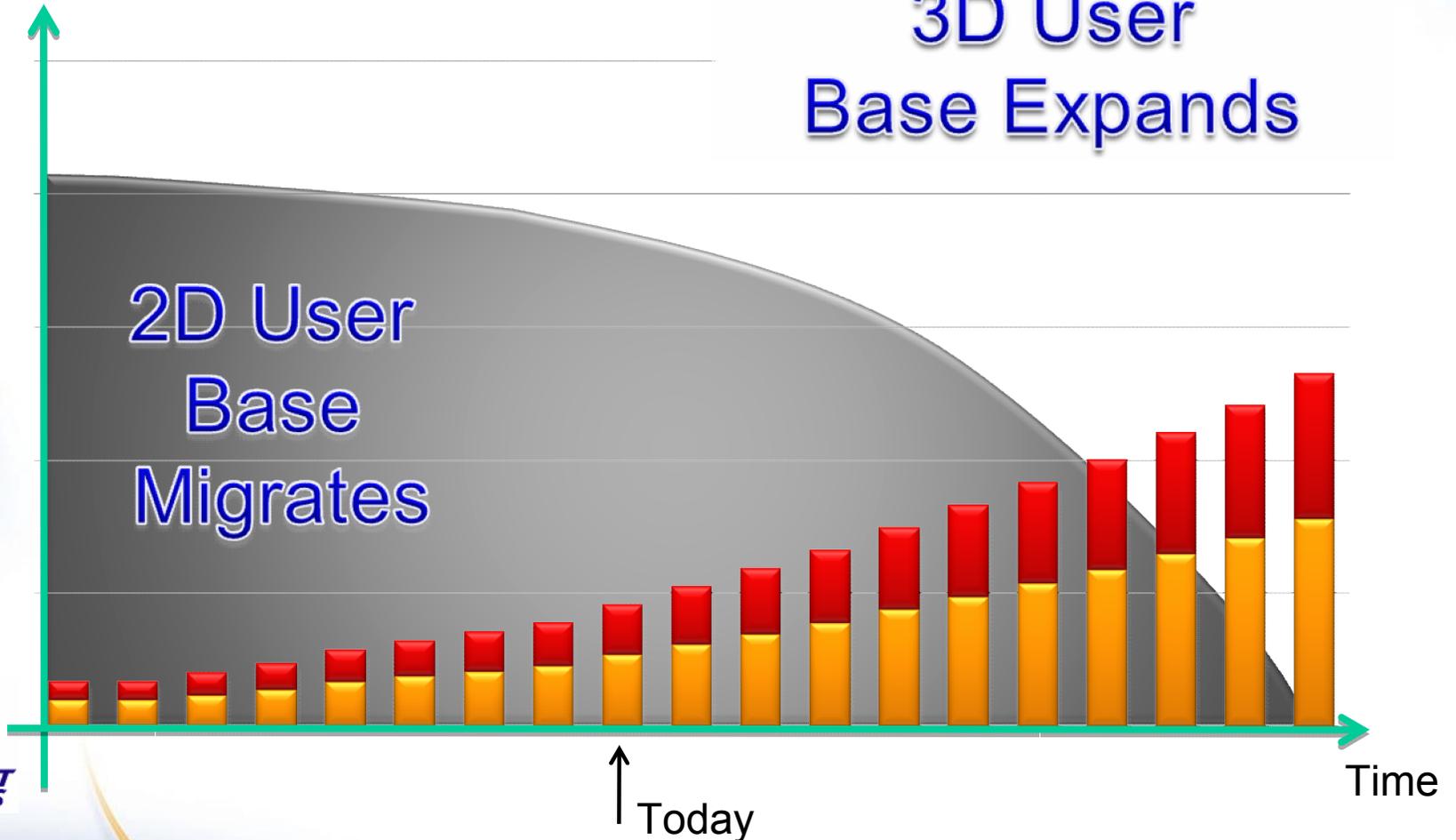
■ 2D

■ Other 3D

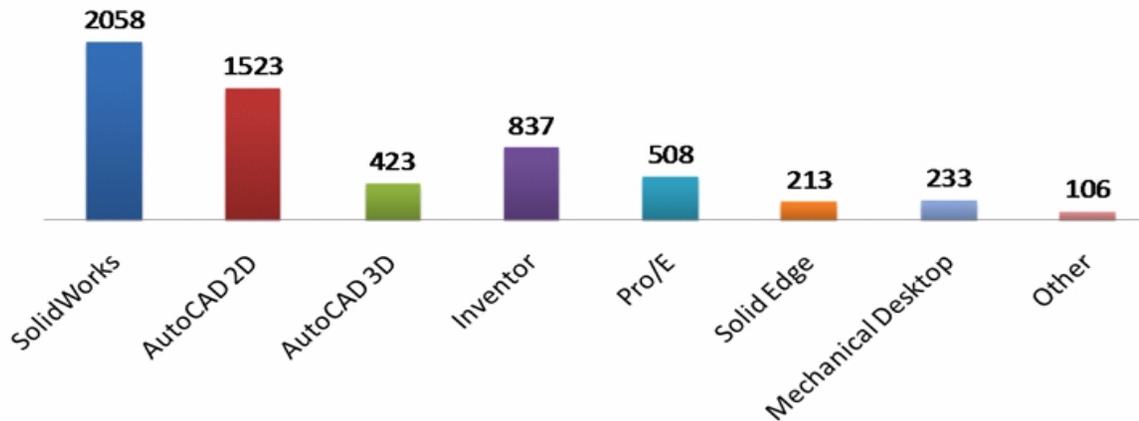
Market

3D User
Base Expands

2D User
Base
Migrates



Market Leadership with Production Usage



CAD Format for Supplier Model Downloads

SolidWorks Impact on the World

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



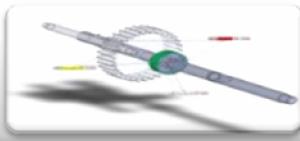
We Help Customers Design Great Products



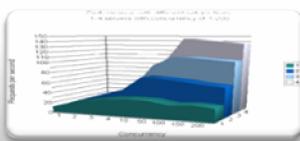
High quality



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."

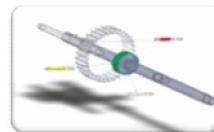
- Calvin Ng, Senior Marketing Executive

Daka One-Touch Can Opener



Real Value

InFocus Corporation

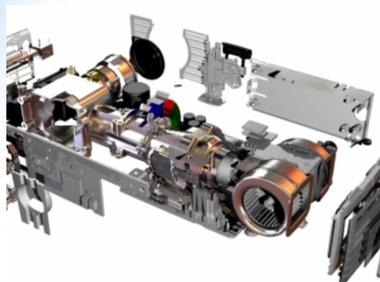


New Innovation

- *“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



June 2008

Brand value, market



Auto



Aerospace



Shipbuilding



Industrial Equipment



High Tech



Consumer Goods



Consumer Packaged Goods



Life Sciences



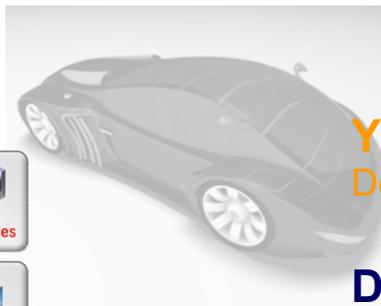
Energy



Construction



Business Services

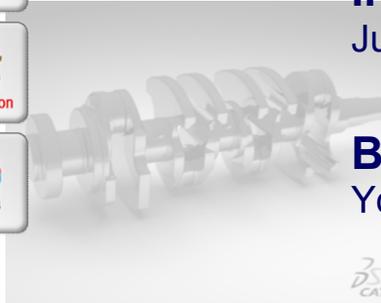


Your CATIA PLM

Designed for you, designed with you

Design performance for Innovation

Just be the imagineer



Breakthrough technologies

Your innovation starts with ours



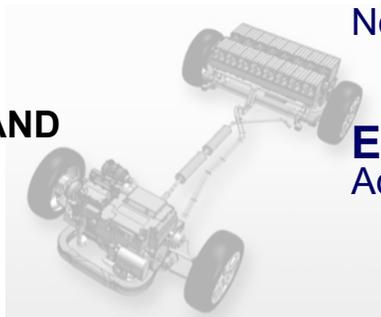
Collaborative PLM

Networking brains to speed up innovation

CORE

GROWTH

EXPAND



Easy, Open and Smart

Adaptable to you



Brand value, market



30% productivity gain versus competitors

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Collaborative PLM

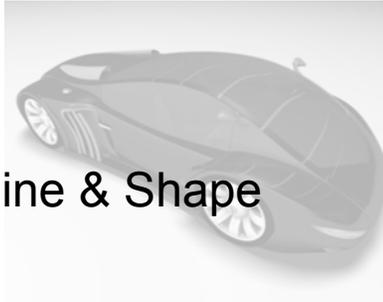
Networking brains to speed up innovation

Easy, Open and Smart

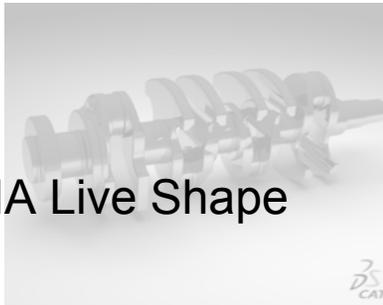
Adaptable to you

Brand value, market

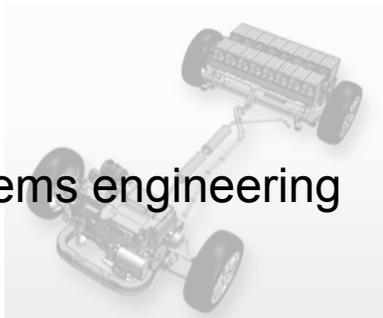
Imagine & Shape



CATIA Live Shape



Systems engineering



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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



June 2008

ENOVIA: 10 Years of Innovation

ASSAULT SYSTEMES R2

PDM

1990

IBM

1998

DS
ENOVIA

PLM

2000

DS
SMARTTEAM

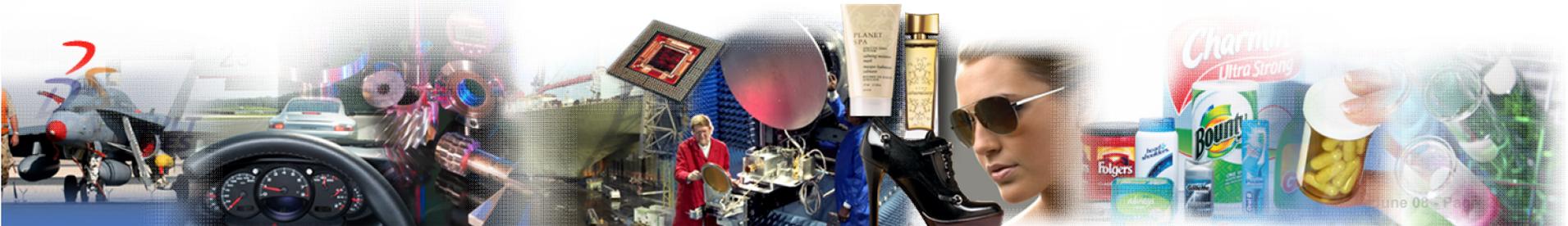
PLM SOA

2006

MatrixOne
THE NEW
ENOVIA

PLM 2.0

2008



ENOVIA: 10 Years of Innovation



PLM SOA

2006

PLM 2.0

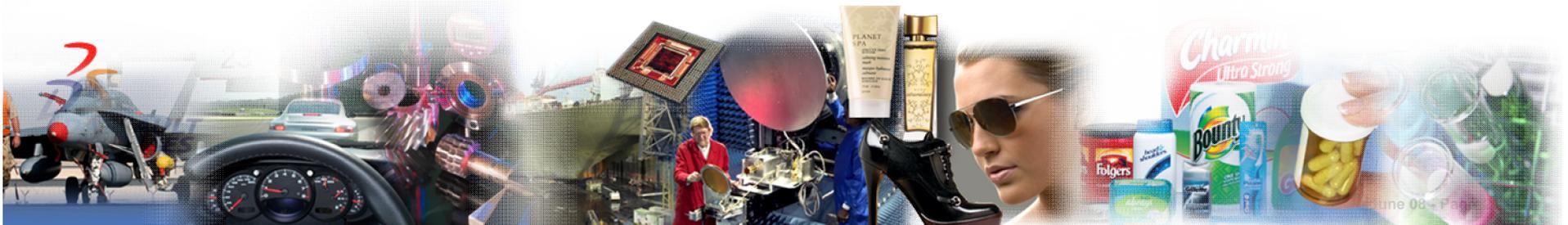
2008

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

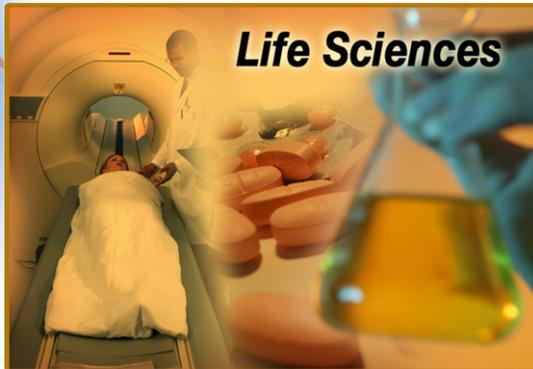


Increased capacity with same amount of staff

Transformed from private label to outdoor brand



Growth in New Markets



ENOVIA Key Competitive Differentiators

Proven, Scalable, Open, Flexible

DEPTH & BREADTH

Aerospace

Auto

Shipbuilding

Industrial Equipment

High Tech

Construction

Consumer Goods

Consumer Packaged Goods

Life Sciences

Energy

Business Services

From the enterprise level to the engineering level

Across All Industries

Across All Levels

SCALABLE

Certified Benchmark

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

*Results by Sun Microsystems

	Browsers/Clients
	Application Servers
	Security
	Databases
WebMethods • MQSeries • RosettaNet • OAGIS • WebServices • Adaplets	B2B-EAI
Java • C/C++ • C# • VB.NET • Web Services	API
	Operating Systems
Unicode • UTF • SJIS • ASCII • Resource Bundles • URL Encoding • Tag Library	Language Technology

OPEN

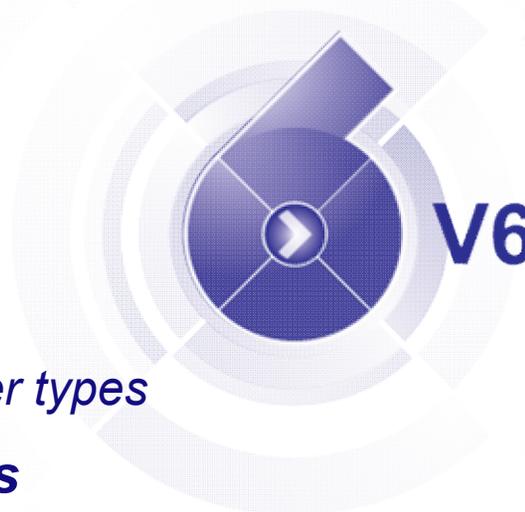
Continuous Improvement • Predictable Results

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



June 2008

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*

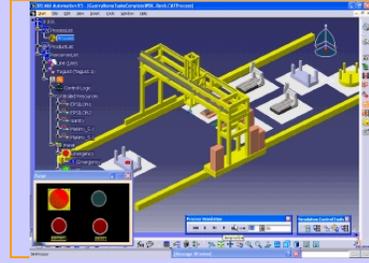
- ***New markets and applications***

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

DELMIA



June 2008



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

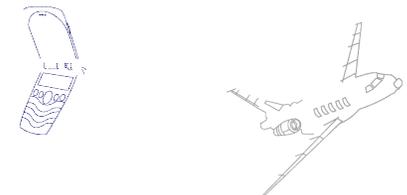
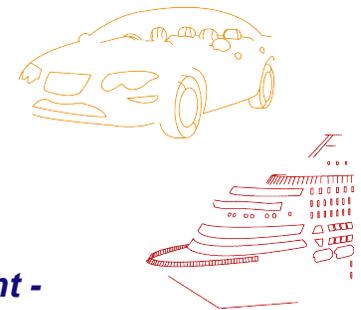
CHANNEL

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!