



3DEXPERIENCE[®]

Analysts Meeting

Q4 & FY 2017

Strategy and Growth Drivers at Work

Bernard Charlès, Vice-Chairman of the Board of Directors & CEO

Thibault de Tersant, Senior EVP & General Secretary

Pascal Daloz, CFO & Corporate Strategy Officer

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. The Company's current outlook for 2018 takes into consideration, among other things, an uncertain global economic environment. In light of the continuing uncertainties regarding economic, business, social and geopolitical conditions at the global level, the Company's revenue, net earnings and cash flows may grow more slowly, whether on an annual or quarterly basis. While the Company makes every effort to take into consideration this uncertain macroeconomic outlook, the Company's business results, however, may not develop as anticipated. Further, there may be a substantial time lag between an improvement in global economic and business conditions and an upswing in the Company's business results. The Company's actual results or performance may also be materially negatively affected by numerous risks and uncertainties, as described in the "Risk Factors" section of the 2016 *Document de Référence* (Annual Report) filed with the AMF (French Financial Markets Authority) on March 22, 2017, and also available on the Company's website www.3ds.com.

In preparing such forward-looking statements, the Company has in particular assumed an average US dollar to euro exchange rate of US\$1.25 per €1.00 for the 2018 first half and US\$1.20 per €1.00 for the 2018 second half as well as an average Japanese yen to euro exchange rate of JPY135 to €1.00 for the 2018 first quarter and the full year 2018 before hedging; however, currency values fluctuate, and the Company's results of operations may be significantly affected by changes in exchange rates.

Non-IFRS 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 2016 Document de Référence filed with the AMF on March 22, 2017.

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, share-based compensation expense and related social charges, the amortization of acquired intangible assets, other operating 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 and certain one-time tax effects. The tables also set forth the most comparable IFRS financial measure and reconciliations of this information with non-IFRS information.

Glossary of Definitions

Information in Constant Currencies

When the Company believes it would be helpful for understanding trends in its business, the Company provides percentage increases or decreases in its revenue and EPS (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.

Information on Growth excluding acquisitions ("organic growth")

Growth excluding acquisitions have been calculated using the following restatements of the scope of consolidation: for entities entering the consolidation scope in the current year, subtracting the contribution of the acquisition from the aggregates of the current year, and for entities entering the consolidation scope in the previous year, subtracting the contribution of the acquisition from January 1 of the current year, until the last day of the month of the current year when the acquisition was made the previous year.

Information on Industrial Sectors

The Company's global customer base includes companies in 12 industrial sectors: Transportation & Mobility; Industrial Equipment; Aerospace & Defense; Financial & Business Services; High-Tech; Life Sciences; Energy, Process & Utilities; Consumer Goods & Retail; Natural Resources; Architecture, Engineering & Construction; Consumer Packaged Goods & Retail and Marine & Offshore. Commencing in 2012 the Company implemented an industry go-to-market strategy with the dual objectives of broadening and deepening its presence in its largest industries as well as increasing the contribution from a diversified set of industrial sectors. "Diversification Industries" include: Architecture, Engineering & Construction; Consumer Goods & Retail; Consumer Packaged Goods & Retail; Energy, Process & Utilities; Finance Business Services; High-Tech; Life Sciences; Marine & Offshore; and Natural Resources. "Core Industries" include: Transportation & Mobility, Industrial Equipment, Aerospace & Defense and a portion of Business Services.

3DEXPERIENCE New Licenses and Software Contribution

To measure the progressive penetration of 3DEXPERIENCE software, the Company utilizes the following ratios: a) for new licenses revenue, the Company calculates the percentage contribution by comparing total 3DEXPERIENCE new licenses revenue to new licenses revenue for all product lines except SOLIDWORKS and acquisitions; and, b) for software revenue, the Company calculates the percentage contribution by comparing total 3DEXPERIENCE software revenue to software revenue for all product lines except SOLIDWORKS and acquisitions.

2017 Highlights Non-IFRS

▶ Delivering our commitments

Objectives	Achievements
New licenses revenue up +8-10% exFX	✓ +11% ex FX
Organic operating margin up ~50 basis points exFX	✓ ~100 basis points exFX
EPS up +6-8%	✓ +8%

▶ Strategy at work

Purpose: Harmonizing Product, Nature and Life	✓ #1 in 2018 Top 100 Most Sustainable Corporations*
3DEXPERIENCE Adoption	✓ Flagship customers adoption such as Boeing, Scania ...
3DEXPERIENCE Platform	✓ R2018x release: POWER'BY - Marketplace
Industry Diversification	✓ Diversification industries revenue up 1 point to 32% of software revenue
Footprint Expansion	✓ 15+ million connected users worldwide

▶ Changes in Executive Committee to support next phase of development

* Corporate Knights Global 100 Index

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Q4 & FY17 Financial Highlights and IFRS updates

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Our Purpose

“

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

”



#1 in 2018 Top 100 Most Sustainable Corporations

The Magazine for Clean Capitalism

Corporate Knights

CHANNELS PERSPECTIVES MAGAZINES REPORTS SUBSCRIBE

GLOBAL 100

An index of the Global 100 most sustainable corporations in the world



2018 Global 100

2018 Global 100 Issue

An index of the Global 100 most sustainable corporations in the world

In this report...

- Global 100 progress report
- 2018 Global 100 results
- Top company profile: Dassault Systèmes

FREE RESULTS

Ranking relies on the computation of many key performance indicators (**environmental, social, financial** and **innovation** capacity...) but also, as of this year, on the **sustainability value of a company's products**

<http://www.corporateknights.com/reports/global-100/>

Our Belief: New Reality

Virtual Worlds
EXTEND & IMPROVE
Real World



Our Strategy

Social



Ease of use, Online, Mobile

Industry



Business Solutions

Experiences

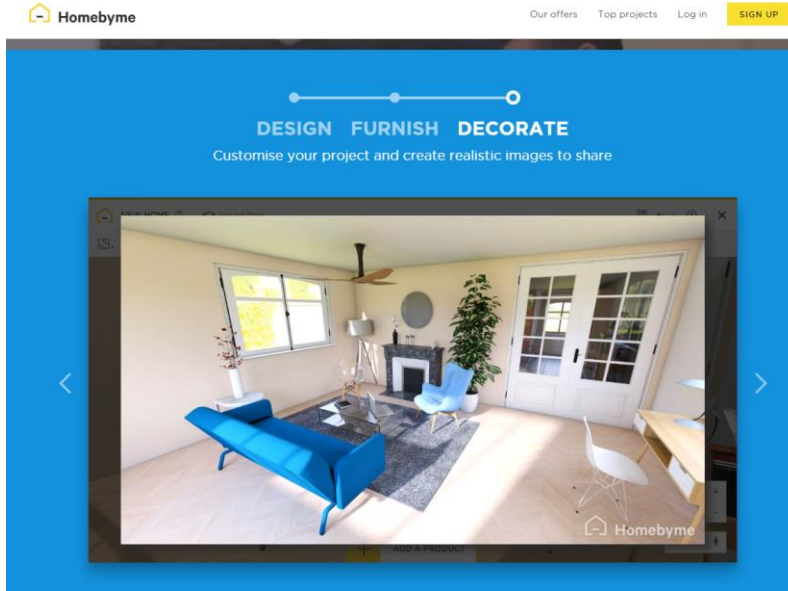


Software, Services, Content

Homebyme

You're going to love designing your home

Video



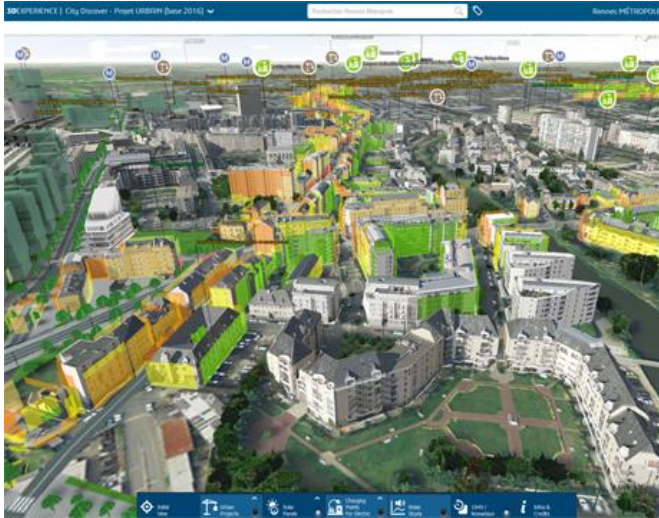
Social



Ease of use, Online, Mobile

3DEXPERIENCE City | Singapore - Rennes

Virtual Rennes



Experiences

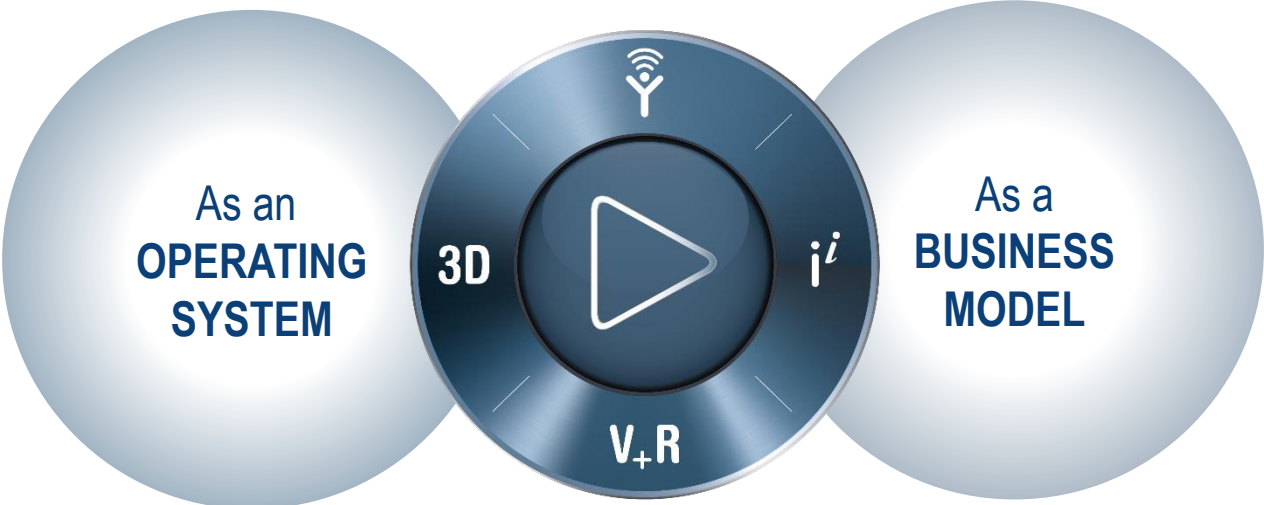


Software, Services, Content

Citizen-centric:

- ▶ **Systemic approach**
- ▶ **Intelligent and digital model** based on **geometric** and **topographical** elements
- ▶ **Cross-referencing data**

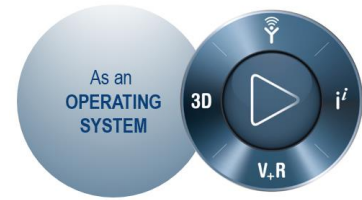
A Platform for Business Experience



3DEXPERIENCE[®]

**Powers our
software portfolio**

**Powers our
marketplace portfolio**



Boeing Extends Use of Dassault Systèmes to Include 3DEXPERIENCE Platform



BOEING

World's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems

Business Values:

Agreement spanning Boeing's **Commercial Aircraft, Space** and **Defense** divisions

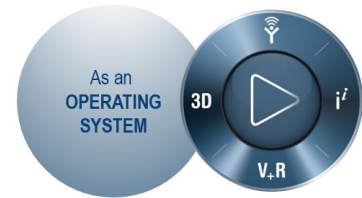
- Adopting Dassault Systèmes **Manufacturing Operations Management** software
- Selecting **3DEXPERIENCE Platform** to connect virtual and real worlds

This decision was the result of a **robust competitive selection process**

Ramp-up starting in **2018**

Solution:

- 3DEXPERIENCE Platform with **Winning Program, Co-Design to Target, Ready for Rate, Build to Operate and License to Fly** Industry Solution Experiences



Bouygues Adopts 3DEXPERIENCE Platform



Bouygues

Bouygues Construction is a global player in construction, with operations in more than 80 countries. It designs, builds and operates projects in the sectors of building, infrastructure and industry.

Business Values:

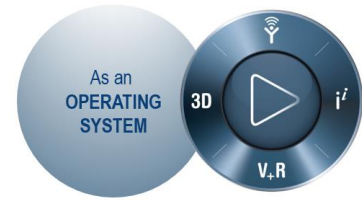
Accelerating the digital transformation of its construction project activities

- Based on **3DEXPERIENCE Platform** and with **ACCENTURE**:
- centralising information throughout the project lifecycle, from design to operation, and sharing it with all internal and external stakeholders,
 - better structuring operating methods through the use of more standardised processes

Important step towards smart and sustainable cities

Solution:

- 3DEXPERIENCE Platform



Schindler Adopts 3DEXPERIENCE Platform for their Escalator Business



Schindler

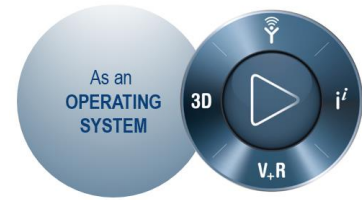
Schindler develops, manufactures, installs, maintains and modernizes elevators, escalators, moving walks and transit management solutions for all kinds of buildings

Business Values:

- Bringing together every engineering discipline to **capitalize knowledge, accelerate innovation and improve productivity**
- Decreasing **proposal turnaround time** and increase **bid win rate**
- Reducing **product cost** and **development time**

Solution:

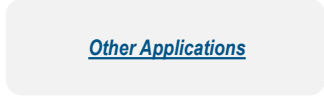
- 3DEXPERIENCE Platform **on the cloud**, with **Single Source For Speed** Industry Solution Experience



R2018x | POWER'BY

Understand the Past, Navigate the Future

WORK IN HYBRID ENVIRONMENT:



POWER'BY:

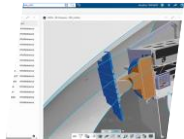
1. Social Web Services

Access, visualize, use data and connect users



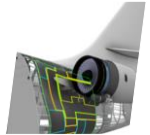
2. PLM Web Services

Take advantage of BOM management



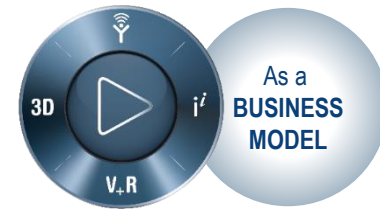
3. 3DEXPERIENCE Roles

Take advantage of 3DEXPERIENCE roles



R2018x | Marketplace

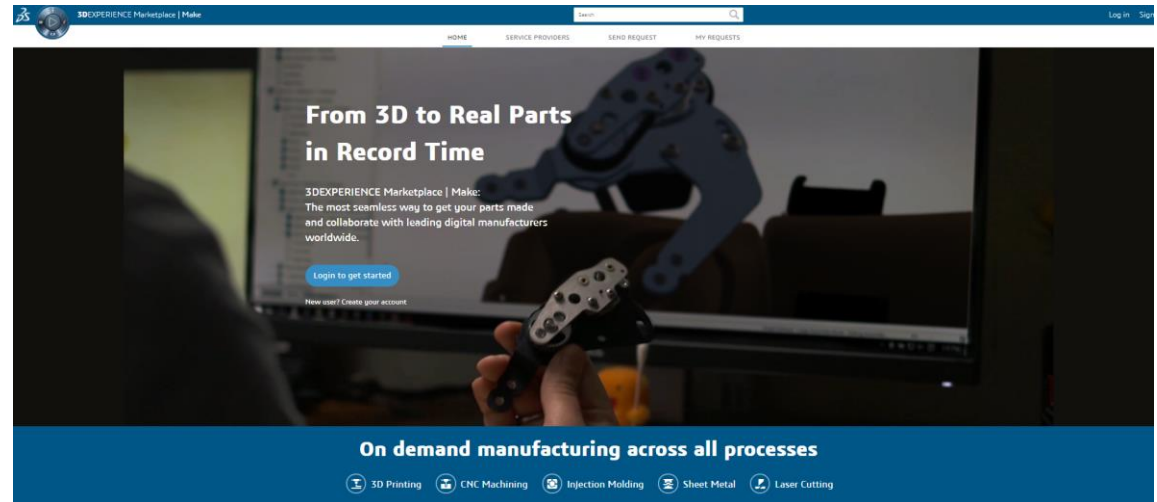
Transforming the Design & Manufacturing Value Chain



<https://make.3dexperience.3ds.com/welcome>

Connecting **buyers** and **sellers** of design and manufacturing **content** and **services** worldwide

Marketplace | **Make**
Marketplace | **PartSupply**
Available in R2018x since January 20th, 2018



Global Executive Management



Bernard CHARLÈS
Vice-Chairman & CEO



Thibault de TERSANT
Senior EVP,
General Secretary



Dominique FLORACK
President,
Research & Development



Pascal DALOZ
EVP, Chief Financial Officer
and Corporate Strategy Officer



Florence VERZELEN
EVP, Industry Solutions,
Marketing, Global Affairs and
Communication



Laurence BARTHÈS
EVP, Chief People &
Information Officer

Global Field Operations



Bruno LATCHAGUE
AMERICAS | Boston



Sylvain LAURENT
ASIA | Shanghai



Laurent BLANCHARD
EUROPE | Paris



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Q4 & FY17 Business Highlights

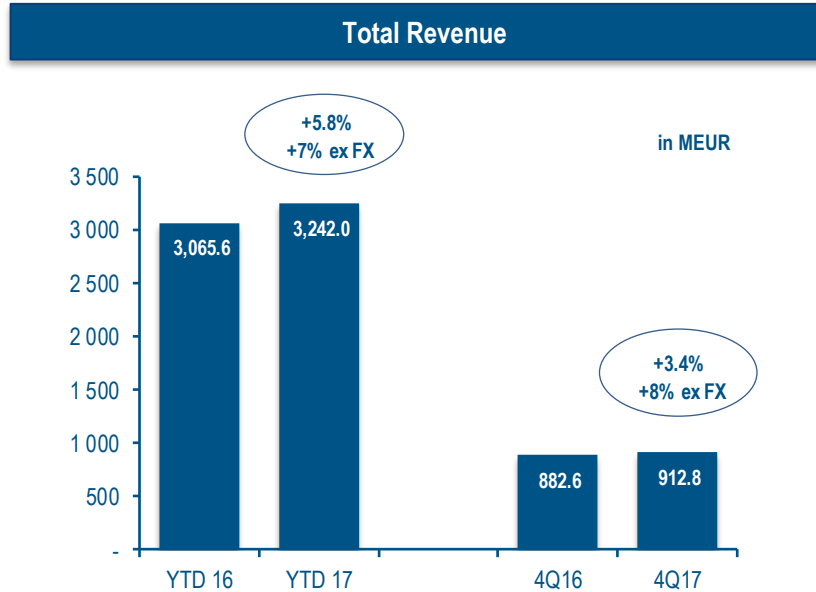
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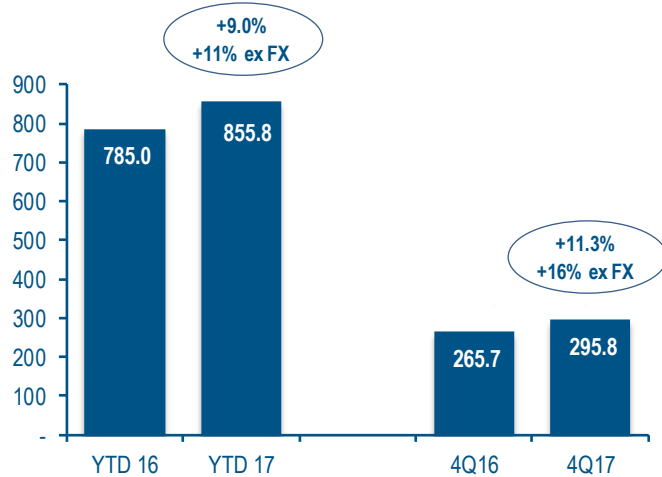
Total Revenue Growth Non-IFRS



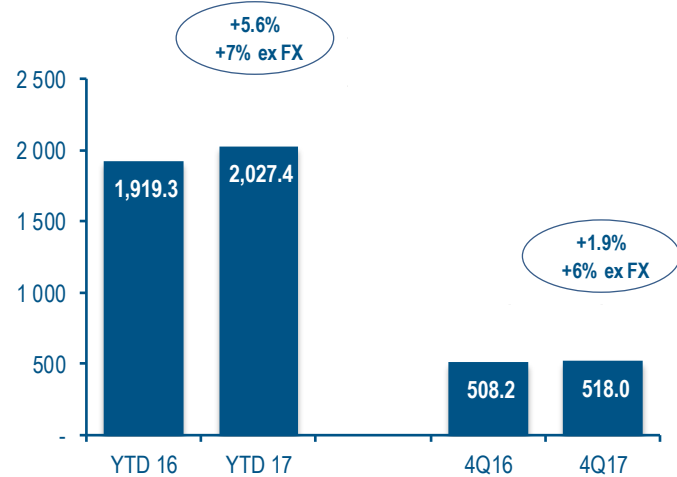
Organic revenue up **+7%** exFX in Q4 and **+5%** in FY

Software Revenue Growth Non-IFRS

New Licenses Revenue and Other Software Revenue



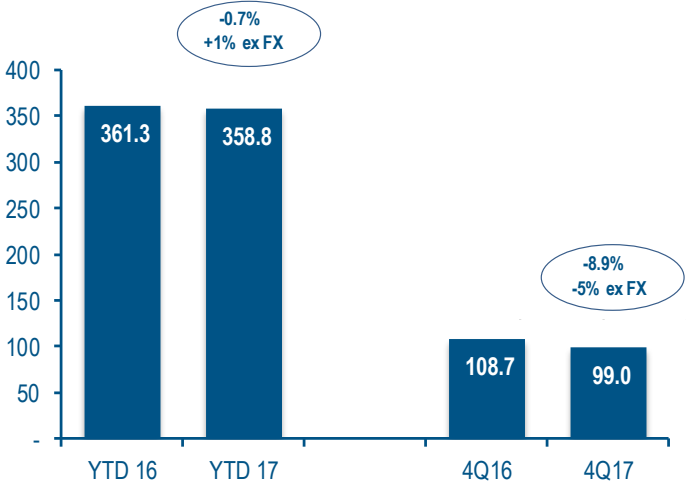
Periodic & Maintenance Revenue



Organic **new licenses** revenue up **16%** exFX in Q4 and **10%** in FY

Service Revenue & Margin Evolution Non-IFRS

Service Revenue



Service Gross Margin	14.7%	12.7%	27.6%	18.5%
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Software Revenue by Region Non-IFRS

- ▶ **Americas:** Q4 & FY software revenue growth in the **US** partly offset by **Latin America**
- ▶ **Europe:** Strong growth in **France, Germany, Southern Europe** and **Russia** in 2017
- ▶ **Asia:** **China** improving in Q4

Software Revenue Growth exFX by Region

	Q4 17	FY 17
Americas	+5%	+7%
Europe	+13%	+10%
Asia	+8%	+6%
Software Revenue	+10%	+8%

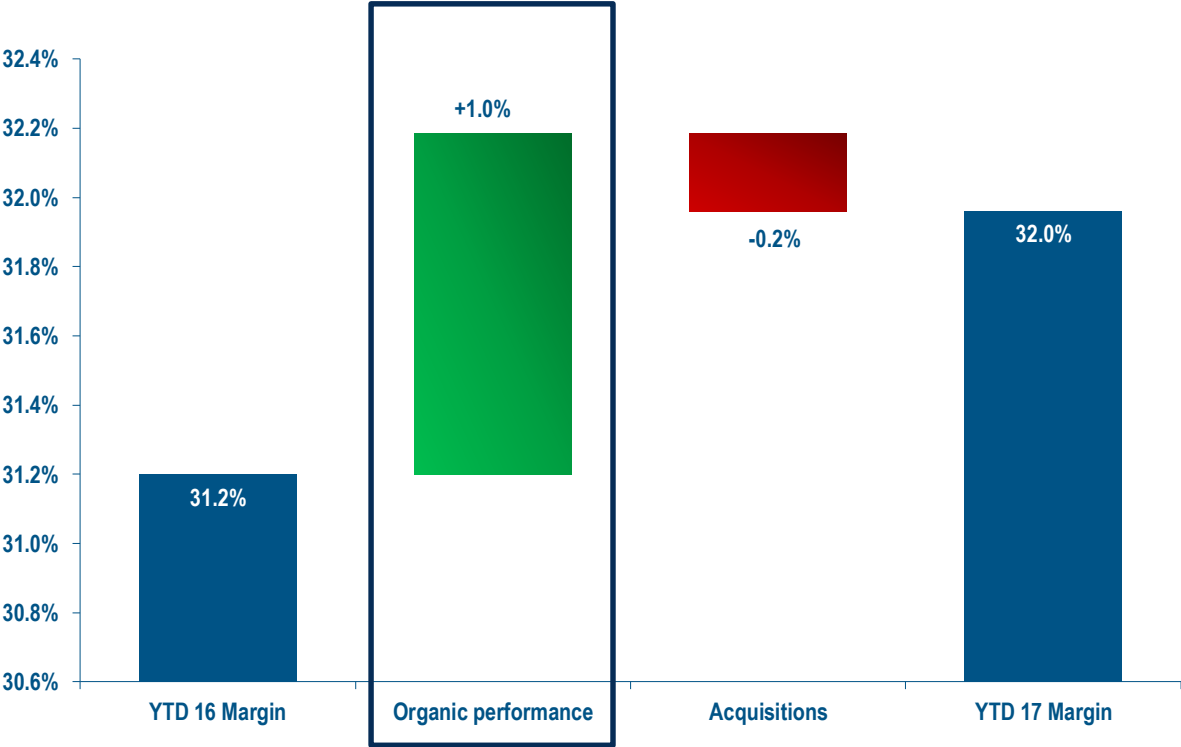
Software Revenue by Brands Non-IFRS

- ▶ **CATIA**: strong Q4 performance driven by new licenses up **29%** exFX
- ▶ **ENOVIA**: customers expecting **POWER'BY**
- ▶ **SOLIDWORKS**: new licenses up **19%** exFX in Q4 and **26%** in FY
- ▶ **Other Software**: **SIMULIA, DELMIA, QUINTIQ, EXALEAD** up double-digits in Q4

Software Revenue Growth exFX by Brands

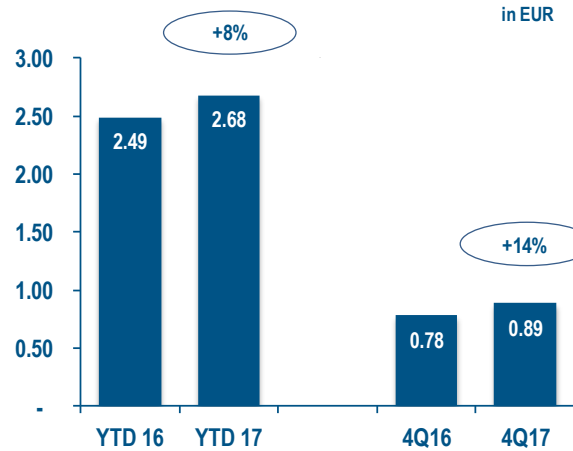
	Q4 17	FY 17
CATIA	+10%	+4%
ENOVIA	-2%	+2%
SOLIDWORKS	+13%	+14%
Other Software	+11%	+11%
Total Software	+10%	+8%

Operating Margin Evolution Non-IFRS



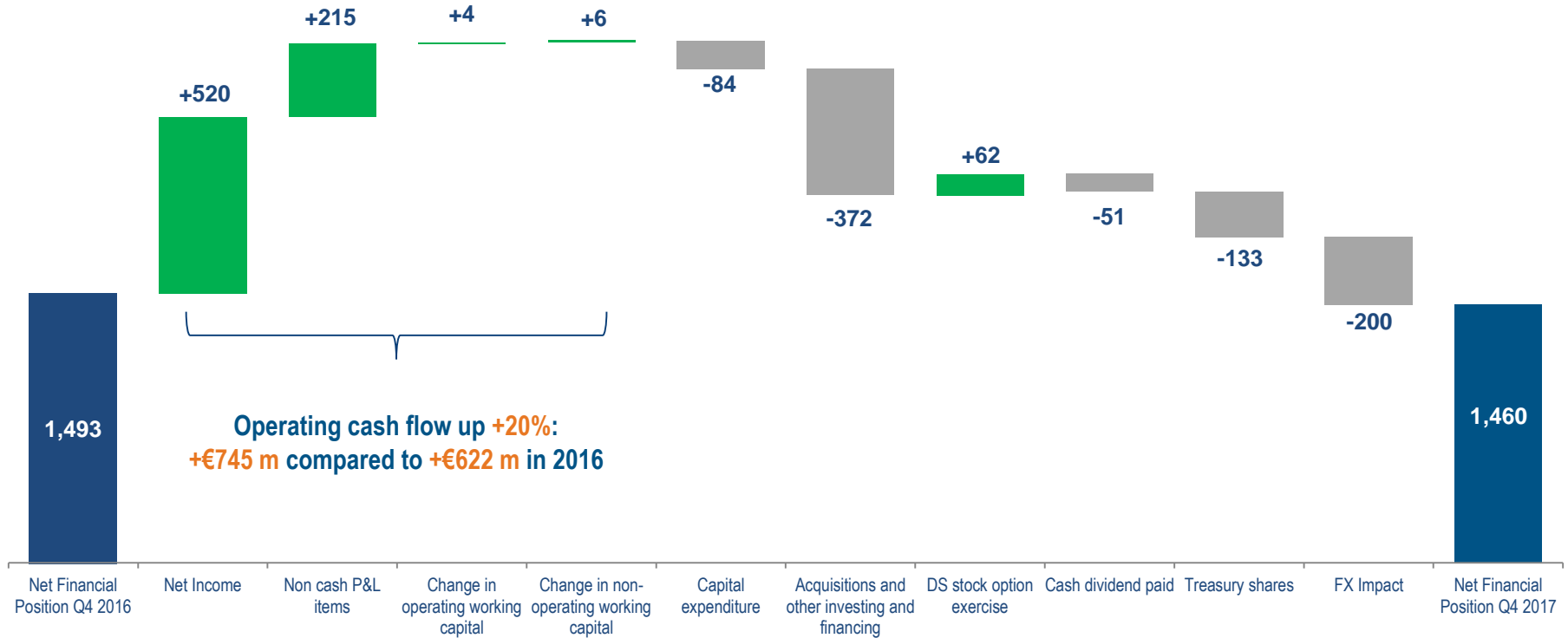
EPS Non-IFRS

Diluted EPS



Non-IFRS EPS excludes **positive one-time tax effect** (9 cents)

Change in Net Financial Position (YTD)



Operating Cash Flow Evolution IFRS

€ million	FY 17	FY 16	Changes	
Operating Cash Flow	+745	+622	+123	
Net income adjusted for non cash items	+735	+698	+37	
Decrease in trade accounts receivable	-111	-61	-50	Strong billing activity at very end of Q4 → trade accounts receivable up 17% exFX compared to Q416 and 4 days DSO increase
Increase in unearned revenue	+87	+52	+35	Unearned revenue up 9% exFX*
Decrease in accrued compensation	+29	+30	-1	
Decrease in accounts payable	-1	+18	-19	
Decrease in income taxes payable	+22	-117	+139	Timing impact of tax downpayments and payments made in connection with ongoing proceedings in 2016
Other	-16	+2	-18	

Implementing IFRS 15 as of January 1, 2018

- ▶ The only impact: revenue from periodic licenses
 - ▷ Before January 1, 2018: **ratable recognition** of subscription revenue over the term of the license contract
 - ▷ Under IFRS 15: **split** of the **rental fee of periodic licenses** between **license portion** (recognized upfront) and **subscription portion** (kept ratable over the term of the contract)
 - ▶ **No** material impact on overall growth rates for the **full year**
 - ▶ **Variation** in **quarterly revenue** recognition
- ▶ Using the modified retrospective method (or cumulative effect method)
 - ▷ Accounting for the impact of the initial application of IFRS 15 in **shareholders' equity** as of January 1, 2018
 - ▷ **Not restating comparative periods** previously presented
- ▶ We will provide in 2018
 - ▷ 2018 **quarterly** and **full year IFRS 15** and **IAS 18** financial information (in **IFRS** and **non-IFRS** for both)
 - ▷ 2018 **non-IFRS** financial objectives on a **IAS 18** basis only
- ▶ We will provide in 2019
 - ▷ 2019 financial **results** and non-IFRS financial **objectives** solely in accordance with **IFRS 15**

IFRS 15 | Example

One-year subscription contract effective on July 1st 2017, renewed on July 1st 2018, for 120 annual fee

		2017			2018				
		Q3	Q4	TOTAL	Q1	Q2	Q3	Q4	TOTAL
IAS 18	Periodic license	30	30	60	30	30	30	30	120
IFRS 15	Upfront portion	100	-	100	-	-	100	-	100
	Subscription portion	5	5	10	5	5	5	5	20
	Total Periodic license	105	5	110	5	5	105	5	120
Delta IFRS 15 / IAS18		75	(25)	50	(25)	(25)	75	(25)	0

Transition adjustment:
recognized in equity on 01/01/2018

Quarterly seasonality
pattern modified

**Same annual
revenue**

IFRS 15 | Estimated Impacts

► 2017 Recurring Revenue Seasonality Impact Simulation *

Software Recurring revenue (€ million)	1Q17	2Q17	3Q17	4Q17	FY17
IAS 2018 (Non-IFRS)	503	511	495	518	2,027
Seasonality %	25%	25%	24%	26%	100%
IFRS 15 estimated (Non-IFRS)	556	512	463	507	2,038
Seasonality %	27%	25%	23%	25%	100%
IFRS 15 / IAS 2018 Gap (€m)	+53	+1	- 32	-11	+11

- 2017 estimated FY difference between the 2 standards: **€11 million**
- Quarterly seasonality modified with an expected **stronger Q1** (majority of periodic license contracts renewed in Q1)

► Transition impact: **€110 million** before tax, in opening balance sheet as of January 1, 2018

* IFRS 15 2017 simulation not reviewed by auditors

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3DEXPERIENCE Performance Non-IFRS

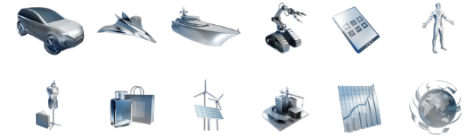


- ▶ 3DEXPERIENCE representing **>25%** of Q4 software revenue*
- ▶ **~20** 3DEXPERIENCE transactions exceeding **€1 million** in Q4



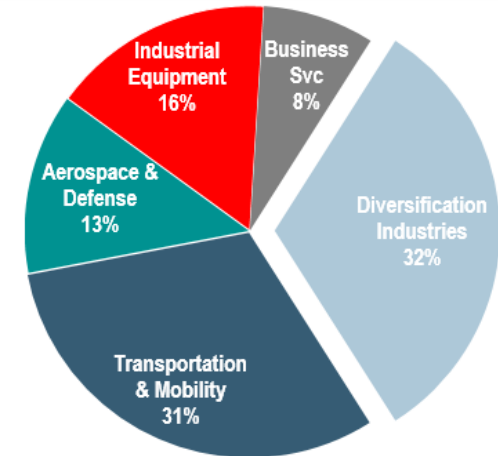
* Excluding SOLIDWORKS and acquisitions

Industries | FY 17 Performance Non-IFRS



- **Diversification industries*** representing **32%** of 2017 software revenue
 - **+1 percentage point** YoY
 - High-Tech, Consumer Goods & Retail and Consumer Packaged Goods & Retail
- **Industrial Equipment** up double-digits

FY 17 – Software Revenue



* Architecture, Engineering & Construction; Consumer Goods & Retail; Consumer Packaged Goods & Retail; Energy, Process & Utilities; Finance Business Services; High-Tech; Life Sciences; Marine & Offshore; Natural Resources

Consumer Packaged Goods & Retail Non-IFRS



- ▶ **Consumer Packaged Goods & Retail** software revenue up **~+17%** exFX in 2017
- ▶ Key wins in **Food & Beverage** and in **Retail** with **Quintiq**
- ▶ Expanding in **Beauty & Personal Care**
- ▶ Diversifying in **Manufacturing** with **Perfect Production**

Boticario Adopts 3DEXPERIENCE Platform



Boticario

The Grupo Boticário brands and stores can be found throughout Brazil
It produces 300 million products every year

Business Values:

- Improving **manufacturing operations management**, execution, control, traceability, quality & compliance
- Integrating **processes** and **enhancing collaboration** from laboratory to shipping
- Lowering **production costs** and **improving efficiency**

Solution:

- 3DEXPERIENCE Platform with Perfect Production Industry Solution Experience leveraging DELMIA brand



High-Tech Non-IFRS

- ▶ **High-Tech** software revenue up **~+11%** exFX in 2017
- ▶ Expanding in **Semiconductors** and winning **new key accounts**
- ▶ Winning multi-million deals in **Simulation, Manufacturing, Supply Chain**
- ▶ Signing important references in **Consumer Electronics**

Electrolux Selects DELMIA



Electrolux

Leading global appliance company. Through its brands (Electrolux, AEG, Anova, Frigidaire, Westinghouse, Zanussi ...), it sells 60+ million household & professional products every year

Business Values

- Increase **operational control** in the factory to give global **visibility**
- Improve plant **productivity** and **flexibility**
- Support Electrolux **digitalization** vision with **global, standard, integrated** and **scalable** solution

Solution:

- DELMIA Manufacturing Operations Management solution

SOLIDWORKS | Inspiring Innovation Non-IFRS

- ▶ Software revenue up **+13%** exFX in Q4 and **+14%** in FY with **double-digit new licenses** growth
- ▶ Winning **market share**
- ▶ Adding **20k+** new customers in 2017
- ▶ **800k+** commercial users



3DEXPERIENCE[®]

DS SOLIDWORKS

EXALEAD | Data in Business Non-IFRS

- ▶ EXALEAD software revenue up **+19%** exFX in 2017
- ▶ Winning with **Sourcing and Standardization Intelligence** in Aerospace & Defense
- ▶ Good momentum with **PLM analytics** to reveal, measure and analyze PLM data



3DEXPERIENCE®

DS EXALEAD

QUINTIQ | Solving the World's Planning Puzzles Non-IFRS

- ▶ QUINTIQ software revenue up **+24%** exFX in 2017
- ▶ Signing key references in **Food and Retail**
- ▶ Winning in **Discrete Manufacturing for Supply Chain and Manufacturing Operations Management**



JUMBO Supermarkten Selects QUINTIQ



JUMBO Supermarkten

Family owned, second largest food retailer in the Netherlands with a strong omni-channel strategy and ambition to expand to other countries.

Business Values

- **Integrated Supply Chain Planning & Optimization** to achieve a level of optimized flexibility against the backdrop of growing customer demand for product choice and availability
- **Minimizing costs**
- **Maximizing customer experience**

Solution:

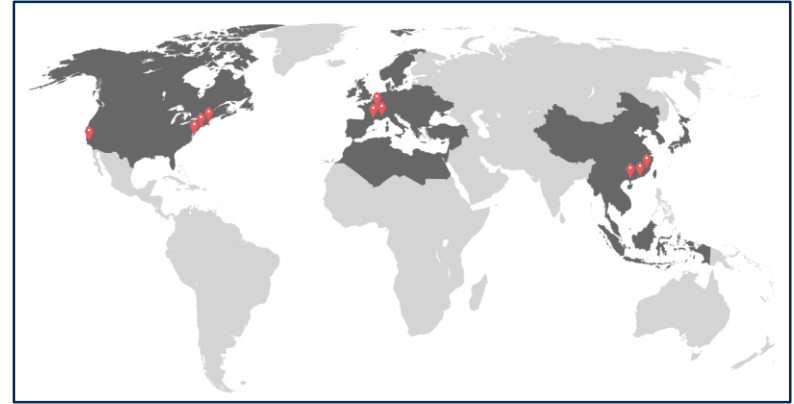
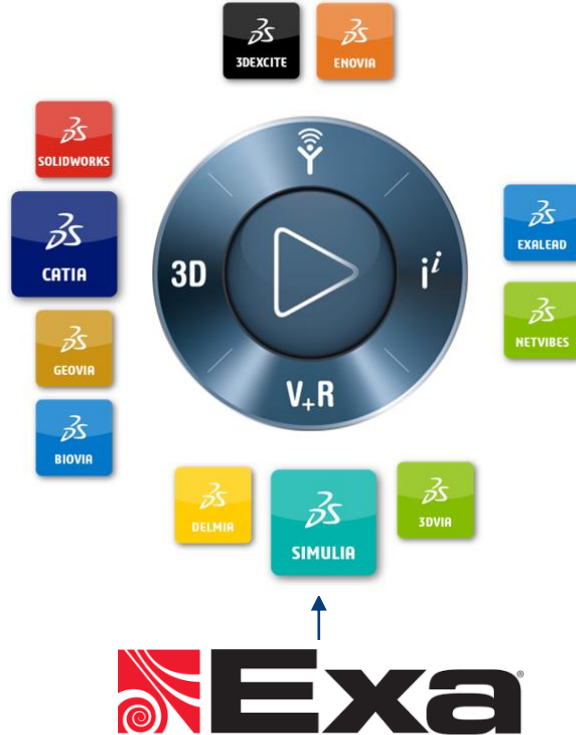
- QUINTIQ

2017 Main Acquisitions



No Magic → *

* Expected to be closed end of Q1 2018



Acquiring a majority stake in Outscale

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

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

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Initiating 2018 Guidance Non-IFRS IAS 18

Assumptions for 2018 Guidance

- ▶ **New licenses** revenue growth up **8-10%** exFX
- ▶ **Recurring** revenue growth up **7-8%** exFX
- ▶ **Service** revenue growth up **~12%** exFX
- ▶ Moderate increase of **organic operating margin** (after 100 basis points increase in 2017)
- ▶ **Tax rate** decreasing to **~29.7%** (33.2% in 2017)
- ▶ Exchange rate assumptions of **US\$1.25 per €1.00** in H1, **US\$1.20 per €1.00** in H2 and **JPY135 per €1.00** before hedging throughout the year

Proposed objectives Non-IFRS IAS 18

	Q1 2018	FY 2018
Revenue (M€)	750-770	3,355-3,385
Growth	-2% to +1%	~+4%
Growth ex FX	+7-10%	+8-9%
Operating Margin	26-27%	31-31.5%
Operating Margin Growth	Stable to +1pt	-1 to -0.5 pt
EPS (€)	0.54-0.57	2.83-2.88
EPS Growth	+2-8%	+6-8%
€/\$ rates	1.25	1.23
€/¥ rates	135	135

Q1 2018

- **New licenses** revenue up **+9-15%** exFX
- **EPS** up **+2-8%** (**+18-24%** exFX)

FY 2018

- **New licenses** revenue up **+8-10%** exFX
- **Recurring** revenue up **+7-8%** exFX
- **Service** revenue up **~12%** exFX
- **Operating margin -1 to -0.5 pt**
(acquisitions -0.6 pt, currencies -0.4 pt)
- **Tax rate** of **~29.7%**
- **EPS** up **+6-8%** (**+11-13%** exFX)

Agenda

1

Strategy Update

2

Q4 & FY17 Financial Highlights and IFRS Updates

3

Q4 & FY17 Business Highlights

4

Q1 & FY18 Financial Objectives

5

Financial Information Appendix

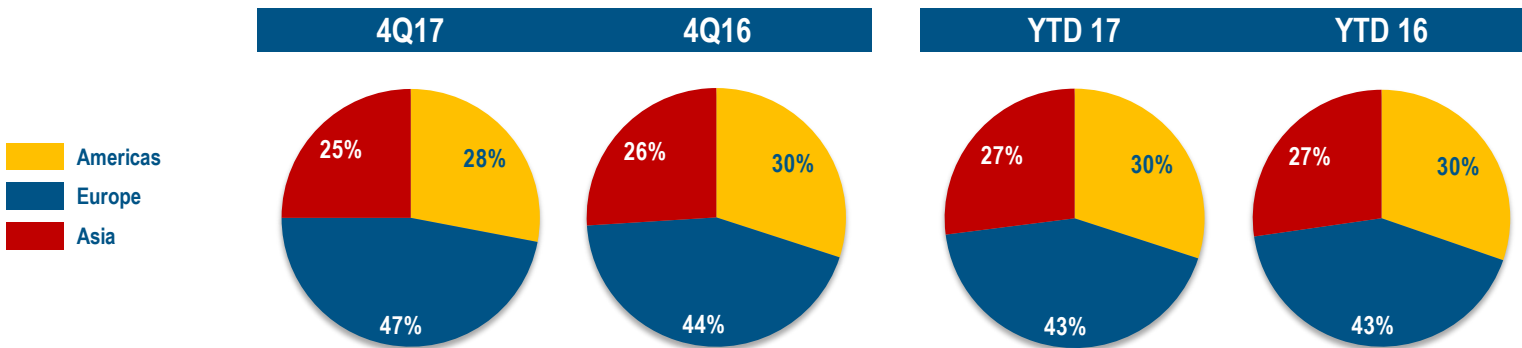
Software Revenue by Region

IFRS

in MEUR

	4Q17	4Q16	Growth	Growth ex FX
Americas	229.3	233.3	-1.7%	+6%
Europe	377.6	335.5	+12.5%	+15%
Asia	204.6	197.5	+3.6%	+8%
Software revenue	811.5	766.3	+5.9%	+10%

	YTD 17	YTD 16	Growth	Growth ex FX
Americas	855.4	815.5	+4.9%	+7%
Europe	1 233.5	1 139.1	+8.3%	+10%
Asia	780.4	740.1	+5.4%	+6%
Software revenue	2 869.3	2 694.7	+6.5%	+8%



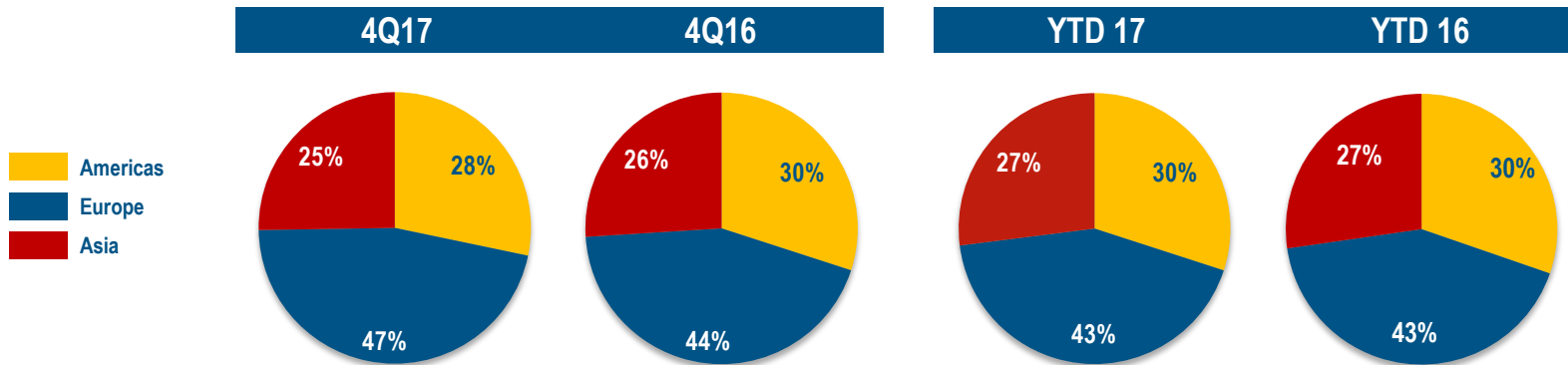
Software Revenue by Region

Non-IFRS

in MEUR

	4Q17	4Q16	Growth	Growth ex FX
Americas	230.4	235.7	-2.2%	+5%
Europe	378.3	340.3	+11.2%	+13%
Asia	205.1	197.9	+3.6%	+8%
Software revenue	813.8	773.9	+5.2%	+10%

	YTD 17	YTD 16	Growth	Growth ex FX
Americas	860.1	818.8	+5.0%	+7%
Europe	1 241.5	1 144.5	+8.5%	+10%
Asia	781.6	741.0	+5.5%	+6%
Software revenue	2 883.2	2 704.3	+6.6%	+8%



Revenue by Product Line

IFRS

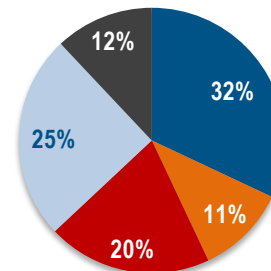
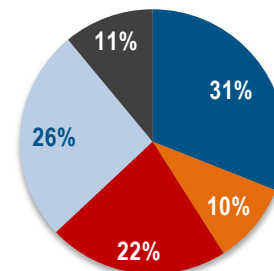
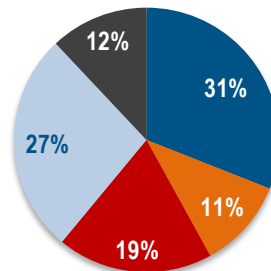
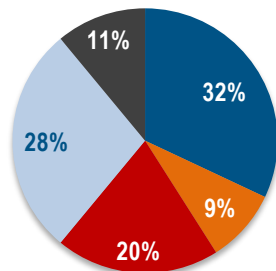
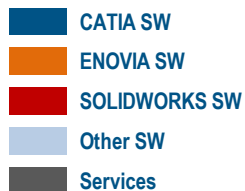
in MEUR

	4Q17	4Q16	Growth	Growth ex FX
CATIA SW	288.5	267.8	+7.7%	+10%
ENOVIA SW	86.2	91.9	-6.2%	-2%
SOLIDWORKS SW	178.7	170.1	+5.1%	+13%
Other SW	258.1	236.5	+9.1%	+14%
Services	98.9	108.7	-9.0%	-5%
Total revenue	910.4	875.0	+4.0%	+9%

	YTD 17	YTD 16	Growth	Growth ex FX
CATIA SW	1 004.9	970.8	+3.5%	+4%
ENOVIA SW	321.9	321.4	+0.2%	+2%
SOLIDWORKS SW	695.8	626.0	+11.2%	+14%
Other SW	846.7	776.5	+9.0%	+11%
Services	358.7	360.9	-0.6%	+1%
Total revenue	3 228.0	3 055.6	+5.6%	+7%

4Q17 4Q16

YTD 17 YTD 16



Revenue by Product Line

Non-IFRS

in MEUR

	4Q17	4Q16	Growth	Growth ex FX
CATIA SW	288.5	267.8	+7.7%	+10%
ENOVIA SW	86.2	91.9	-6.2%	-2%
SOLIDWORKS SW	178.7	170.1	+5.1%	+13%
Other SW	260.4	244.1	+6.7%	+11%
Services	99.0	108.7	-8.9%	-5%
Total revenue	912.8	882.6	+3.4%	+8%

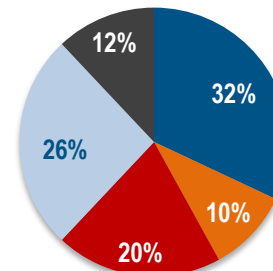
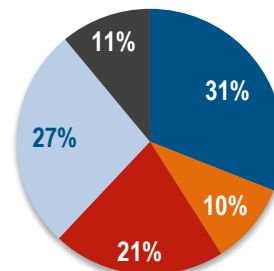
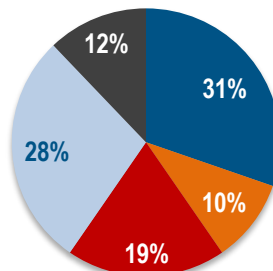
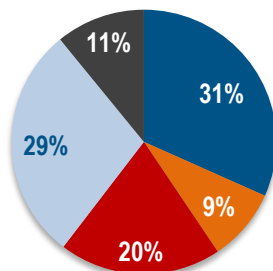
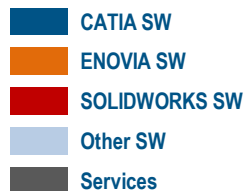
	YTD 17	YTD 16	Growth	Growth ex FX
CATIA SW	1 004.9	970.8	+3.5%	+4%
ENOVIA SW	321.9	321.4	+0.2%	+2%
SOLIDWORKS SW	695.8	626.0	+11.2%	+14%
Other SW	860.6	786.1	+9.5%	+11%
Services	358.8	361.3	-0.7%	+1%
Total revenue	3 242.0	3 065.6	+5.8%	+7%

4Q17

4Q16

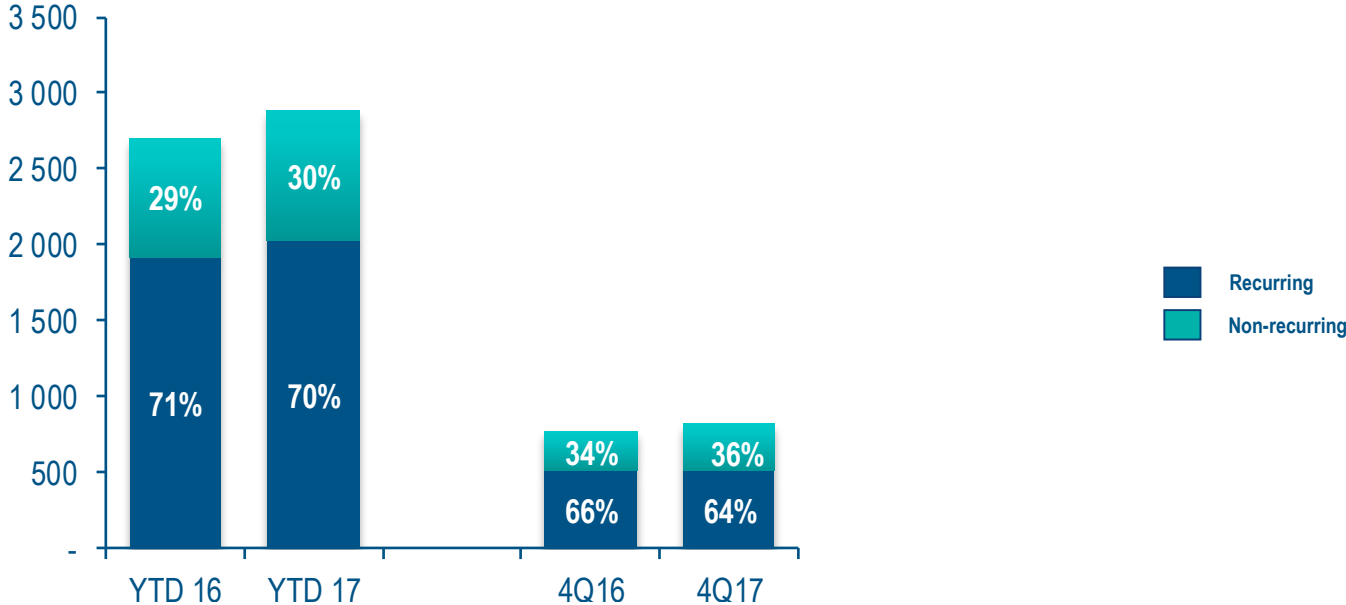
YTD 17

YTD 16



Software Revenue Evolution

Non-IFRS



IFRS P&L

(in millions of €, except per share data)	Three months ended December 31,			Twelve months months ended December 31,		
	2017	2016	YoY	2017	2016	YoY
Software revenue	811.5	766.3	+5.9%	2,869.3	2,694.7	+6.5%
New licenses and Other software revenue	295.8	265.7	+11.3%	855.8	784.4	+9.1%
Periodic and Maintenance revenue	515.7	500.6	+3.0%	2,013.5	1,910.3	+5.4%
Service and other revenue	98.9	108.7	-9.0%	358.7	360.9	-0.6%
Total revenue	910.4	875.0	+4.0%	3,228.0	3,055.6	+5.6%
Cost of Software revenue	(41.8)	(41.7)	+0.2%	(158.2)	(153.8)	+2.9%
Cost of Service and other revenue	(81.2)	(79.4)	+2.3%	(315.7)	(309.8)	+1.9%
Research and development	(130.1)	(139.5)	-6.7%	(576.6)	(540.5)	+6.7%
Marketing and sales	(264.6)	(268.5)	-1.5%	(1,015.0)	(952.6)	+6.6%
General and administrative	(61.0)	(63.8)	-4.4%	(243.3)	(230.5)	+5.6%
Amortization of acquired intangibles	(40.7)	(40.6)	+0.2%	(160.3)	(155.8)	+2.9%
Other operating income and expense, net	(10.8)	(14.3)	-24.5%	(29.9)	(40.6)	-26.4%
Total operating expenses	(630.2)	(647.8)	-2.7%	(2,499.0)	(2,383.6)	+4.8%
Operating income	280.2	227.2	+23.3%	729.0	672.0	+8.5%
Financial revenue and other, net	1.5	7.1	-78.9%	22.4	(10.5)	N/A
Income tax expense	(77.1)	(90.7)	-15.0%	(231.3)	(209.3)	+10.5%
Non-controlling interest	0.3	(0.7)	N/A	(0.7)	(5.0)	-86.0%
Net Income (to equity holders of the parent)	204.9	142.9	+43.4%	519.4	447.2	+16.1%
Diluted net income per share (EPS)	0.79	0.56	+41.1%	2.01	1.74	+15.5%
Average diluted shares (Million)	258.9	257.4		258.3	257.4	

IFRS P&L (%)

	Three months ended December 31,		Twelve months months ended December 31,	
	2017	2016	2017	2016
	<u>% of revenue</u>		<u>% of revenue</u>	
Software revenue	89.1%	87.6%	88.9%	88.2%
New licenses and Other software revenue	32.5%	30.4%	26.5%	25.7%
Periodic and Maintenance revenue	56.6%	57.2%	62.4%	62.5%
Service and other revenue	10.9%	12.4%	11.1%	11.8%
Total revenue	100.0%	100.0%	100.0%	100.0%
Cost of Software revenue	4.6%	4.8%	4.9%	5.0%
Cost of Service and other revenue	8.9%	9.1%	9.8%	10.1%
Research and development	14.3%	15.9%	17.9%	17.7%
Marketing and sales	29.1%	30.7%	31.4%	31.2%
General and administrative	6.7%	7.3%	7.5%	7.5%
Amortization of acquired intangibles	4.5%	4.6%	5.0%	5.1%
Other operating income and expense, net	1.2%	1.6%	0.9%	1.3%
Total operating expenses	69.2%	74.0%	77.4%	78.0%
Operating income	30.8%	26.0%	22.6%	22.0%
Financial revenue and other, net	0.2%	0.8%	0.7%	-0.3%
Income tax rate (% of IBIT)	27.4%	38.7%	30.8%	31.6%
Non-controlling interest	0.0%	-0.1%	0.0%	-0.2%
Net Income (to equity holders of the parent)	<u>22.5%</u>	<u>16.3%</u>	<u>16.1%</u>	<u>14.6%</u>

Non-IFRS P&L

(In millions of €, except per share data)	Three months ended December 31,			Twelve months months ended December 31,		
	2017	2016	YoY	2017	2016	YoY
Software revenue	813.8	773.9	+5.2%	2,883.2	2,704.3	+6.6%
New licenses and Other software revenue	295.8	265.7	+11.3%	855.8	785.0	+9.0%
Periodic and Maintenance revenue	518.0	508.2	+1.9%	2,027.4	1,919.3	+5.6%
Service and other revenue	99.0	108.7	-8.9%	358.8	361.3	-0.7%
Total revenue	912.8	882.6	+3.4%	3,242.0	3,065.6	+5.8%
Cost of Software revenue	(41.6)	(41.2)	+1.0%	(156.4)	(152.3)	+2.7%
Cost of Service and other revenue	(80.7)	(78.7)	+2.5%	(313.4)	(308.1)	+1.7%
Research and development	(124.0)	(129.8)	-4.5%	(535.0)	(506.9)	+5.5%
Marketing and sales	(257.0)	(260.6)	-1.4%	(978.4)	(925.6)	+5.7%
General and administrative	(57.6)	(60.8)	-5.3%	(221.7)	(215.0)	+3.1%
Total operating expenses	(560.9)	(571.1)	-1.8%	(2,204.9)	(2,107.9)	+4.6%
Operating income	351.9	311.5	+13.0%	1,037.1	957.7	+8.3%
Financial revenue and other, net	1.5	1.5	-	1.7	(4.7)	N/A
Income tax expense	(121.5)	(111.0)	+9.5%	(345.2)	(307.7)	+12.2%
Non-controlling interest	0.3	(0.7)	N/A	(0.7)	(5.0)	-86.0%
Net Income (to equity holders of the parent)	232.2	201.3	+15.4%	692.9	640.3	+8.2%
Diluted net income per share (EPS)	0.89	0.78	+14.1%	2.68	2.49	+7.6%
Average diluted shares (Million)	258.9	257.4		258.3	257.4	

Non-IFRS P&L (%)

	Three months ended December 31,		Twelve months months ended December 31,	
	2017	2016	2017	2016
Software revenue	89.2%	87.7%	88.9%	88.2%
New licenses and Other software revenue	32.4%	30.1%	26.4%	25.6%
Periodic and Maintenance revenue	56.7%	57.6%	62.5%	62.6%
Service and other revenue	10.8%	12.3%	11.1%	11.8%
Total revenue	100.0%	100.0%	100.0%	100.0%
Cost of Software revenue	4.6%	4.7%	4.8%	5.0%
Cost of Service and other revenue	8.8%	8.9%	9.7%	10.1%
Research and development	13.6%	14.7%	16.5%	16.5%
Marketing and sales	28.2%	29.5%	30.2%	30.2%
General and administrative	6.3%	6.9%	6.8%	7.0%
Total operating expenses	61.4%	64.7%	68.0%	68.8%
Operating income	38.6%	35.3%	32.0%	31.2%
Financial revenue and other, net	0.2%	0.2%	0.1%	-0.2%
Income tax rate (% of IBIT)	34.4%	35.5%	33.2%	32.3%
Non-controlling interest	0.0%	-0.1%	0.0%	-0.2%
Net Income (to equity holders of the parent)	<u>25.4%</u>	<u>22.8%</u>	<u>21.4%</u>	<u>20.9%</u>

IFRS – Non-IFRS Reconciliation QTD

Revenue and Gross Margin

	Three months ended December 31,						Increase (Decrease)	
	2017 IFRS	Adjustment	2017 Non-IFRS	2016 IFRS	Adjustment	2016 Non-IFRS	IFRS	Non-IFRS
<i>(€ million, except % and per share data)</i>								
Total Revenue	910.4	2.4	912.8	875.0	7.6	882.6	4.0%	3.4%
Total Revenue breakdown by activity								
Software revenue	811.5	2.3	813.8	766.3	7.6	773.9	5.9%	5.2%
<i>New licenses and Other software revenue</i>	295.8		295.8	265.7		265.7	11.3%	11.3%
<i>Periodic and Maintenance revenue</i>	515.7	2.3	518.0	500.6	7.6	508.2	3.0%	1.9%
<i>Recurring portion of Software revenue</i>	64%		64%	65%		66%		
Service and other revenue	98.9	0.1	99.0	108.7		108.7	-9.0%	-8.9%
Total Revenue breakdown by product line								
CATIA SW revenue	288.5		288.5	267.8		267.8	7.7%	7.7%
ENOVIA SW revenue	86.2		86.2	91.9		91.9	-6.2%	-6.2%
SOLIDWORKS SW revenue	178.7		178.7	170.1		170.1	5.1%	5.1%
Other SW revenue	258.1	2.3	260.4	236.5	7.6	244.1	9.1%	6.7%
Service and other revenue	98.9	0.1	99.0	108.7		108.7	-9.0%	-8.9%
Total Revenue breakdown by geography								
Americas revenue	259.2	1.2	260.4	268.8	2.4	271.2	-3.6%	-4.0%
Europe revenue	428.3	0.7	429.0	387.3	4.7	392.0	10.6%	9.4%
Asia revenue	222.9	0.5	223.4	218.9	0.5	219.4	1.8%	1.8%
Gross Margin								
Cost of Software revenue	(41.8)	0.2	(41.6)	(41.7)	0.5	(41.2)	0.2%	1.0%
<i>Software Gross margin*</i>	94.8%		94.9%	94.6%		94.7%		
Cost of Service and other revenue	(81.2)	0.5	(80.7)	(79.4)	0.7	(78.7)	2.3%	2.5%
<i>Service Gross margin</i>	17.9%		18.5%	27.0%		27.6%		

* No amortization of acquired intangibles is included in Software Gross margin calculation

IFRS – Non-IFRS Reconciliation QTD

Expenses & Earnings

	Three months ended December 31,						Increase (Decrease)	
	2017 IFRS	Adjustment	2017 Non-IFRS	2016 IFRS	Adjustment	2016 Non-IFRS	IFRS	Non-IFRS
<i>(€ million, except % and per share data)</i>								
Total Operating Expenses	(630.2)	69.3	(560.9)	(647.8)	76.7	(571.1)	-2.7%	-1.8%
Share-based compensation expense	(17.8)	17.8	-	(21.8)	21.8	-		
Amortization of acquired intangibles	(40.7)	40.7	-	(40.6)	40.6	-		
Other operating income and expense, net	(10.8)	10.8	-	(14.3)	14.3	-		
Operating Income	280.2	71.7	351.9	227.2	84.3	311.5	23.3%	13.0%
Operating Margin	30.8%		38.6%	26.0%		35.3%		
Financial revenue & other, net	1.5		1.5	7.1	(5.6)	1.5	-78.9%	0%
Income tax expense	(77.1)	(44.4)	(121.5)	(90.7)	(20.3)	(111.0)	-15.0%	9.5%
Non-controlling interest	0.3		0.3	(0.7)		(0.7)	N/A	N/A
Net income attributable to shareholders	204.9	27.3	232.2	142.9	58.4	201.3	43.4%	15.4%
Diluted net income per share, in EUR	0.79	0.10	0.89	0.56	0.22	0.78	41.1%	14.1%

	Three months ended December 31,					
	2017 IFRS	Adjust.	2017 Non-IFRS	2016 IFRS	Adjust.	2016 Non-IFRS
<i>(€ million)</i>						
Cost of revenue	(123.0)	0.7	(122.3)	(121.1)	1.2	(119.9)
Research and development	(130.1)	6.1	(124.0)	(139.5)	9.7	(129.8)
Marketing and sales	(264.6)	7.6	(257.0)	(268.5)	7.9	(260.6)
General and administrative	(61.0)	3.4	(57.6)	(63.8)	3.0	(60.8)
Total Share-based compensation expense		17.8			21.8	

IFRS – Non-IFRS Reconciliation YTD

Revenue and Gross Margin

	Twelve months months ended December 31,						Increase (Decrease)	
	2017 IFRS	Adjustment	2017 Non-IFRS	2016 IFRS	Adjustment	2016 Non-IFRS	IFRS	Non-IFRS
<i>(€ million, except % and per share data)</i>								
Total Revenue	3 228.0	14.0	3 242.0	3 055.6	10.0	3 065.6	5.6%	5.8%
Total Revenue breakdown by activity								
Software revenue	2 869.3	13.9	2 883.2	2 694.7	9.6	2 704.3	6.5%	6.6%
<i>New licenses and Other software revenue</i>	855.8		855.8	784.4	0.6	785.0	9.1%	9.0%
<i>Periodic and Maintenance revenue</i>	2 013.5	13.9	2 027.4	1 910.3	9.0	1 919.3	5.4%	5.6%
<i>Recurring portion of Software revenue</i>	70%		70%	71%		71%		
Service and other revenue	358.7	0.1	358.8	360.9	0.4	361.3	-0.6%	-0.7%
Total Revenue breakdown by product line								
CATIA SW revenue	1 004.9		1 004.9	970.8		970.8	3.5%	3.5%
ENOVIA SW revenue	321.9		321.9	321.4		321.4	0.2%	0.2%
SOLIDWORKS SW revenue	695.8		695.8	626.0		626.0	11.2%	11.2%
Other SW revenue	846.7	13.9	860.6	776.5	9.6	786.1	9.0%	9.5%
Service and other revenue	358.7	0.1	358.8	360.9	0.4	361.3	-0.6%	-0.7%
Total Revenue breakdown by geography								
Americas revenue	977.3	4.8	982.1	942.4	3.5	945.9	3.7%	3.8%
Europe revenue	1 398.5	8.0	1 406.5	1 301.9	5.7	1 307.6	7.4%	7.6%
Asia revenue	852.2	1.2	853.4	811.3	0.8	812.1	5.0%	5.1%
Gross Margin								
Cost of Software revenue	(158.2)	1.8	(156.4)	(153.8)	1.5	(152.3)	2.9%	2.7%
<i>Software Gross margin*</i>	94.5%		94.6%	94.3%		94.4%		
Cost of Service and other revenue	(315.7)	2.3	(313.4)	(309.8)	1.7	(308.1)	1.9%	1.7%
<i>Service Gross margin</i>	12.0%		12.7%	14.2%		14.7%		

* No amortization of acquired intangibles is included in Software Gross margin calculation

IFRS – Non-IFRS Reconciliation YTD

Expenses & Earnings

	Twelve months months ended December 31,						Increase (Decrease)	
	2017 IFRS	Adjustment	2017 Non-IFRS	2016 IFRS	Adjustment	2016 Non-IFRS	IFRS	Non-IFRS
<i>(€ million, except % and per share data)</i>								
Total Operating Expenses	(2 499.0)	294.1	(2 204.9)	(2 383.6)	275.7	(2 107.9)	4.8%	4.6%
Share-based compensation expense	(103.9)	103.9	-	(79.3)	79.3	-		
Amortization of acquired intangibles	(160.3)	160.3	-	(155.8)	155.8	-		
Other operating income and expense, net	(29.9)	29.9	-	(40.6)	40.6	-		
Operating Income	729.0	308.1	1 037.1	672.0	285.7	957.7	8.5%	8.3%
Operating Margin	22.6%		32.0%	22.0%		31.2%		
Financial revenue & other, net	22.4	(20.7)	1.7	(10.5)	5.8	(4.7)	N/A	N/A
Income tax expense	(231.3)	(113.9)	(345.2)	(209.3)	(98.4)	(307.7)	10.5%	12.2%
Non-controlling interest	(0.7)		(0.7)	(5.0)		(5.0)	-86.0%	-86.0%
Net Income attributable to shareholders	519.4	173.5	692.9	447.2	193.1	640.3	16.1%	8.2%
Diluted net income per share, in EUR	2.01	0.67	2.68	1.74	0.75	2.49	15.5%	7.6%

	Twelve months months ended December 31,					
	2017 IFRS	Adjust.	2017 Non-IFRS	2016 IFRS	Adjust.	2016 Non-IFRS
<i>(€ million)</i>						
Cost of revenue	(473.9)	4.1	(469.8)	(463.6)	3.2	(460.4)
Research and development	(576.6)	41.6	(535.0)	(540.5)	33.6	(506.9)
Marketing and sales	(1 015.0)	36.6	(978.4)	(952.6)	27.0	(925.6)
General and administrative	(243.3)	21.6	(221.7)	(230.5)	15.5	(215.0)
Total Share-based compensation expense		103.9			79.3	

Financial Revenue and Other

Non-IFRS

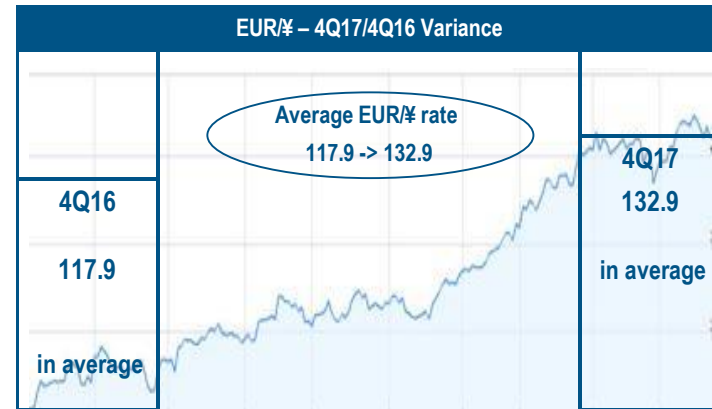
MEUR	4Q17	4Q16	var	YTD 17	YTD 16	var
Interest Income	6.9	4.6	2.3	25.5	17.4	8.1
Interest Expense	(3.8)	(3.1)	(0.7)	(13.9)	(12.8)	(1.1)
Financial net Income	3.1	1.5	1.6	11.6	4.6	7.0
Exchange Gain / (Loss)	(1.6)	0.2	(1.8)	(10.3)	(9.3)	(1.0)
Other Income / (Loss)	0.0	(0.2)	0.2	0.4	0.0	0.4
Total	1.5	1.5	0.0	1.7	(4.7)	6.4

Exchange Rate evolution

From assumptions to actual data

Breakdown of P&L by currency for YTD 17		
	Revenue	Operating Expenses
USD	36.3%	34.7%
JPY	12.0%	5.2%

Average Exchange rates				
		2016	2017	% change
QTD	EUR/USD	1.08	1.18	+9%
	EUR/JPY	117.9	132.9	+13%
YTD	EUR/USD	1.11	1.13	+2%
	EUR/JPY	120.2	126.7	+5%



Comparing 4Q17 with mid-range Objectives

Non-IFRS

	Revenue	Operating Expenses	Operating Profit	Operating Margin
4Q17 Guidances mid-range Growth YoY	866.0 -1.9%	(549.9) -3.7%	316.1 +1.5%	36.5% +1.2pt
USD impact	5.6	(3.3)	2.3	+0.0pt
JPY impact including hedging	1.0	(0.4)	0.6	+0.0pt
Other currencies and other hedging impact	4.4	(1.4)	3.0	+0.2pt
Total FX	11.0	(5.1)	5.9	+0.2pt
Activity / Cost Control / Other	35.8	(5.9)	29.9	+1.9pt
Delta: Reported vs guidances	46.8	(11.0)	35.8	+2.1pt
4Q17 Reported Growth YoY	912.8 +3.4%	(560.9) -1.8%	351.9 +13.0%	38.6% +3.3pt
4Q16 Reported	882.6	(571.1)	311.5	35.3%

Estimated FX impact on 4Q17 Op. Results

Non-IFRS

€ millions QTD	Total Revenue	Operating Expenses	Operating Income	Operating Margin
4Q17 Reported	912.8	(560.9)	351.9	38.6%
4Q16 Reported	882.6	(571.1)	311.5	35.3%
<i>Growth as reported</i>	+3.4%	-1.8%	+13.0%	+3.3 pt
Impact of Actual Currency Rates				
USD impact	(27.7)	15.7	(12.0)	
JPY impact including hedging	(3.6)	3.4	(0.2)	
Other currencies and other hedging impact	(4.9)	3.9	(1.0)	
Total FX Impact adjustment	(36.2)	23.0	(13.2)	
4Q16 ex FX	846.4	(548.1)	298.3	35.2%
<i>Growth exFX</i>	+8%	+2%	+18%	+3.4 pt

Estimated FX impact on FY17 Op. Results

Non-IFRS

€ millions FY	Total Revenue	Operating Expenses	Operating Income	Operating Margin
FY2017 Reported	3,242.0	(2,204.9)	1,037.1	32.0%
FY2016 Reported	3,065.6	(2,107.9)	957.7	31.2%
<i>Growth as reported</i>	<i>+5.8%</i>	<i>+4.6%</i>	<i>+8.3%</i>	<i>+0.8 pt</i>
Impact of Actual Currency Rates				
USD impact	(28.6)	14.6	(14.0)	
JPY impact including hedging	(0.9)	5.9	5.0	
Other currencies and other hedging impact	(8.5)	5.6	(2.9)	
Total FX Impact adjustment	(38.0)	26.1	(11.9)	
FY2016 ex FX	3,027.6	(2,081.8)	945.8	31.2%
<i>Growth exFX</i>	<i>+7%</i>	<i>+6%</i>	<i>+10%</i>	<i>+0.8 pt</i>

Balance Sheet

IFRS

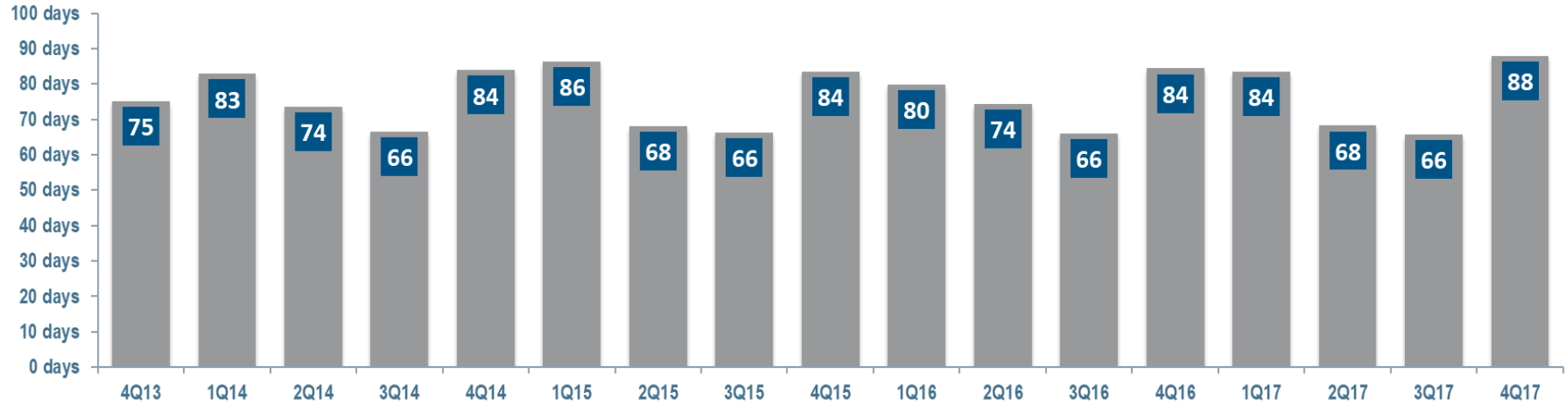
(in millions of€)	End of Dec-17	End of Sep-17	Variation Dec-17 / Sep-17	End of Dec-16	Variation Dec-17 / Dec-16
Cash and cash equivalents	2,459.4	2,741.9	-282.5	2,436.7	+22.7
Short-term investments	1.3	46.5	-45.2	56.1	-54.8
Accounts receivable, net	895.9	549.0	+346.9	820.4	+75.5
Other current assets	242.9	278.9	-36.0	257.2	-14.3
Total current assets	3,599.5	3,616.3	-16.8	3,570.4	+29.1
Property and equipment, net	169.0	153.8	+15.2	135.4	+33.6
Goodwill and Intangible assets, net	2,990.1	2,693.2	+296.9	2,926.5	+63.6
Other non current assets	271.2	288.4	-17.2	310.7	-39.5
Total Assets	7,029.8	6,751.7	+278.1	6,943.0	+86.8
Accounts payable	149.3	125.9	+23.4	144.9	+4.4
Unearned revenue	876.4	789.9	+86.5	853.1	+23.3
Other current liabilities	501.7	423.2	+78.5	467.6	+34.1
Total current liabilities	1,527.4	1,339.0	+188.4	1,465.6	+61.8
Long-term debt	1,000.0	1,000.0	0.0	1,000.0	0.0
Other non current obligations	506.3	551.8	-45.5	594.6	-88.3
Total long-term liabilities	1,506.3	1,551.8	-45.5	1,594.6	-88.3
Non-controlling interest	1.9	2.1	-0.2	22.6	-20.7
Parent Shareholders' equity	3,994.2	3,858.8	+135.4	3,860.2	+134.0
Total Liabilities and Shareholders' Equity	7,029.8	6,751.7	+278.1	6,943.0	+86.8

Consolidated Statement of Cash Flows

IFRS

(in millions of €)	4Q17	4Q16	Variation	4Q17 YTD	4Q16 YTD	Variation
Net income attributable to equity holders of the parent	204.9	142.9	62.0	519.4	447.2	72.2
Non-controlling interest	(0.3)	0.7	(1.0)	0.7	5.0	(4.3)
Net income	204.6	143.6	61.0	520.1	452.2	67.9
Depreciation of property & equipment	12.7	10.5	2.2	49.5	42.0	7.5
Amortization of intangible assets	42.7	42.9	(0.2)	168.2	164.5	3.7
Other non-cash P&L items	(47.4)	25.8	(73.2)	(3.3)	39.2	(42.5)
Changes in working capital	(139.4)	(126.8)	(12.6)	10.5	(76.2)	86.7
Net Cash Provided by (Used in) Operating Activities (I)	73.2	96.0	(22.8)	745.0	621.7	123.3
Additions to property, equipment and intangibles	(21.0)	(24.7)	3.7	(84.5)	(56.7)	(27.8)
Payment for acquisition of businesses, net of cash acquired	(327.4)	(16.8)	(310.6)	(338.2)	(262.7)	(75.5)
Sale (Purchase) of short-term investments, net	47.5	(0.9)	48.4	51.1	19.6	31.5
Investments, loans and others	(3.0)	0.3	(3.3)	4.2	0.9	3.3
Net Cash Provided by (Used in) Investing Activities (II)	(303.9)	(42.1)	(261.8)	(367.4)	(298.9)	(68.5)
Acquisition of non-controlling interests	-	-	-	(37.5)	-	(37.5)
(Purchase) Sale of treasury stock	(69.0)	(74.8)	5.8	(133.0)	(127.3)	(5.7)
Proceeds from exercise of stock-options	28.6	10.9	17.7	62.4	26.8	35.6
Cash dividend paid	-	-	-	(51.3)	(101.9)	50.6
Net Cash Provided by (Used in) Financing Activities (III)	(40.4)	(63.9)	23.5	(159.4)	(202.4)	43.0
Effect of exchange rate changes on cash and cash equivalents (IV)	(11.3)	39.1	(50.4)	(195.4)	35.8	(231.2)
Increase (Decrease) in Cash (V) = (I)+(II)+(III)+(IV)	(282.4)	29.1	(311.5)	22.8	156.2	(133.4)
Cash and cash equivalents at Beginning of Period	2 741.9	2 407.6		2 436.7	2 280.5	
Cash and cash equivalents at End of Period	2 459.5	2 436.7		2 459.5	2 436.7	
Cash and cash equivalents variation	(282.4)	29.1		22.8	156.2	

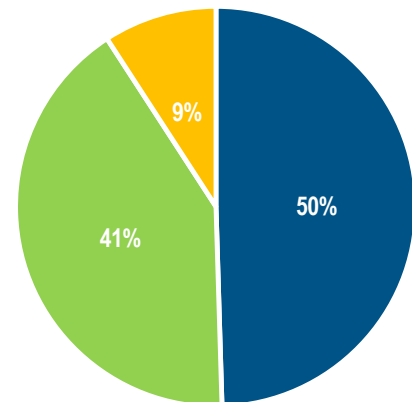
Trade Accounts Receivable / DSO



Headcount by destination

At Closing - TOTAL					
	4Q17	4Q16	% growth	3Q17	% growth
M&S + COR Ser	7 992	7 518	+6%	7 663	+4%
R&D + COR SW	6 670	6 375	+5%	6 459	+3%
G&A	1 478	1 322	+12%	1 440	+3%
Total	16 140	15 215	+6%	15 562	+4%

Closing H/C - December 2017



■ M&S + COR Ser ■ R&D + COR SW ■ G&A

IFRS 2018 Objectives

Accounting elements not included in the non-IFRS 2018 Objectives

- FY 2018 estimated **deferred revenue** write-down of **~€5m**
- FY 2018 estimated **share-based compensation** expenses, including related social charges: **~60m**
- FY 2018 estimated **amortization of acquired intangibles**: **~€160m**
- The non-IFRS 2018 objectives do not include any impact from other operating income and expense, net principally comprised of acquisition, integration and restructuring expenses, and from one-time items included in financial revenue and one-time tax restructuring gains and losses
- These estimates do not include any new stock option or share grants, or any new acquisitions or restructurings completed after February 1, 2018.

