



3DEXPERIENCE[®]

Dassault Systèmes

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Agenda

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Q1 2019 Business Review

2

Q2 & FY 2019 Financial Objectives

3

Multi-Year Growth Plan

Q1 2019 Highlights Non-IFRS

► Good Q1 2019 in terms of:

Performance

- ✓ Total revenue up **+13%** exFX
- ✓ Licenses* revenue up **+15%** exFX
- ✓ **3DEXPERIENCE** software revenue** up **+26%** exFX
- ✓ Double-digit software growth in **Transportation & Mobility, Aerospace & Defense, Industrial Equipment, Home & Lifestyle, High-Tech, Life Sciences, Marine & Offshore**

Strategy Implementation

PURPOSE	Making a significant and positive impact
SOCIAL	Cloud Adoption Schindler 3DEXPERIENCE twin
INDUSTRY	Industry Renaissance: from Industrial Equipment to Fashion and Mining
EXPERIENCE	From Molecule to Patient Experience

► Confirming and upgrading **FY19 guidance** for currencies

*Licenses and other software revenue

** Excluding SOLIDWORKS and acquisitions

Our Purpose in Action: Life Sciences



From Molecule to Patient Experience

Better serve
more people
around the world



Personalized Health

Wearable, “combination” products are transforming the patient experience by shifting the point of care from the clinic to the patient’s home

Paradigm shift towards **large molecule biologics** and required **high-volume injectors** to deliver them.

Market opportunity for **large volume injectable devices**: \$8 Bn by 2025

Biological drugs: more than **50%** of pharmaceutical R&D pipelines

The image shows a person's arm wearing a white, circular, wrist-worn device labeled 'IASO'. In the foreground, there is a white box containing the device and its components. To the right, there are two more views of the device: one showing the front with a play button icon, and another showing the back with a red and blue band. The background features a large green plant. The text 'IASO' is prominently displayed at the top left, followed by 'Transforming the Patient Experience'. The Dassault Systèmes logo is in the bottom right corner of the image area.

IASO
Transforming the Patient Experience

Named after the Greek goddess of recovery, IASO is a Dassault Systèmes showcase for the lifecycle of a combination product in oncology

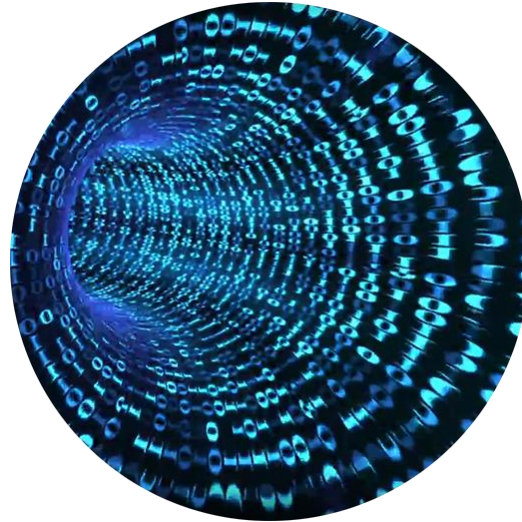
From upstream thinking through commercialization, IASO demonstrates the value the 3DEXPERIENCE can deliver to stakeholders challenged with bringing innovation to market and transforming the patient experience

This prototype was created by Dassault Systèmes for demonstration purposes only and represents a fictitious product not subject to commercialization.

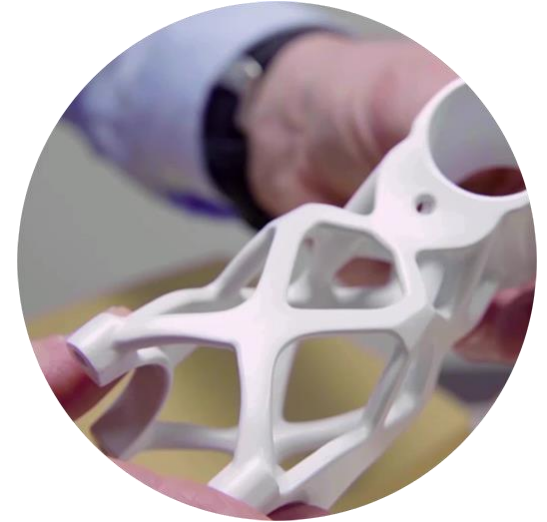
The Industry Renaissance is here



Yesterday



Today



Tomorrow

The Industry Renaissance in Industrial Equipment

Production of One

Deliver personalized products more rapidly than ever



Product as a Service

Keep operations running smoothly



New Industrial Experience

Provide customized experiences and deepen brand loyalty



Data Economy

Smart ways to use data to drive profitability



Intelligent Connected Systems

Make better use of your machine data



Schindler



Expands 3DEXPERIENCE to Elevators



Schindler

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

Business Values:

3DEXPERIENCE Platform on the **cloud** to enable:

- ▶ Schindler's vision of the **3DEXPERIENCE twin**
- ▶ **Digital transformation** of the whole Schindler Group
- ▶ **Connecting the dots** across all sectors, including the extended enterprise

Solution:

3DEXPERIENCE Platform on the cloud with **Single Source for Speed, Concurrent Equipment Engineering, Simplified Smart Equipment, Ready To Make, Keep Them Running** Industry solution Experiences

CLAAS



Adopts 3DEXPERIENCE Platform

CLAAS

Leading agricultural equipment manufacturers

Business Values:

CLAAS completes worldwide rollout of 3DEXPERIENCE platform for all engineering and manufacturing sites

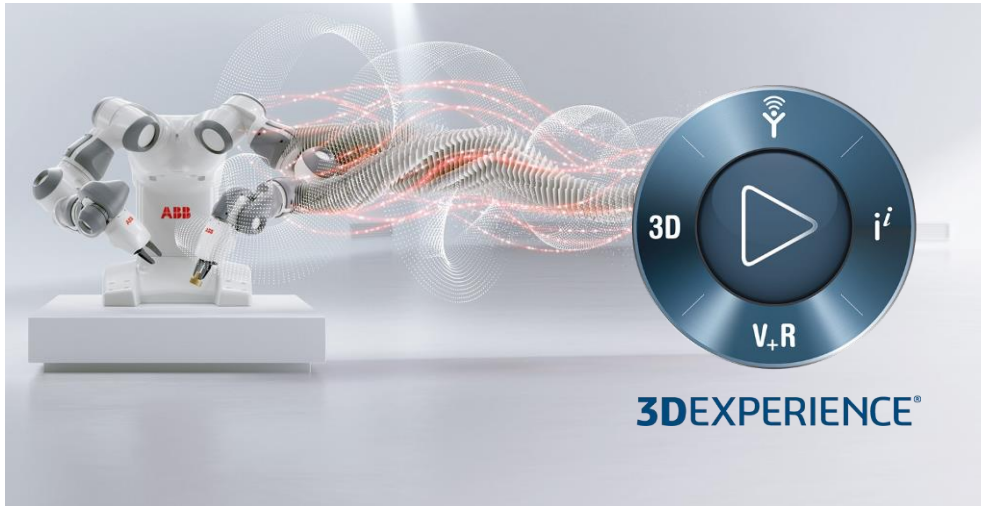
- ▶ 700+ users now rely on a single digital engineering platform to build **Intelligent, Energy Efficient Machines**
- ▶ Providing rapid **access to CLAAS knowledge and know-how** and facilitating **collaboration**
- ▶ “The global agricultural equipment market is changing **fast**, incorporating **IoT** at an incredible rate, and creating even more **intelligent machines**.” Philippe Bartissol, VP, Industrial Equipment Industry, Dassault Systèmes

Solution:

3DEXPERIENCE Platform with multiple Industry Solution Experiences including **Concurrent Equipment Engineering, Ready to Make and Keep Them Running**

ABB and Dassault Systèmes Industry Solution Partnership

Flexibility, speed and productivity of industrial companies



**ABB
Transformation**

ABB adopting the **3DEXPERIENCE platform** to model and simulate its solutions before delivering them to its customers

**ABB
Industrial Integrator**

ABB to provide customers with **advanced 3DEXPERIENCE twins** to run ABB's solutions and their operations

Phase 1: Factory Automation and Robotics

Phase 2: Smart Buildings & Process Industries

Interconnecting machinery and systems on **production sites**, but also outside to **clients, partners** and other **production sites**

3DEXPERIENCE
MANUFACTURING IN OPERATION
1. Manage new customer demands

LEAN MANAGEMENT
2. Involve the team to continuously improve

MODEL-BASED MANUFACTURING
3. Perform what if analysis on manufacturing assets

VALUE NETWORK OPTIMIZATION
7. Optimize supply chain planning

IIOT & MANUFACTURING ANALYTICS
4. Leverage of comprehensive set of data and sources

VALUE NETWORK OPTIMIZATION
6. Optimize outbound logistics

VALUE NETWORK OPTIMIZATION
5. Optimize inbound logistics



Platform-based Manufacturing

A platform approach enables the real and virtual worlds to inform and reinforce one another

CENTRIC PLM: 850+ brands

Market Adoption in Home & Lifestyle

2017 - 2013

BALENCIAGA
 provide-commerce
 sundance
 L'Oréal
 LONGCHAMP
 WESTERN
 CLOUTIER
 JD
 SILENT
 SPOKES
 dellalati
 INTERSPORT
 DEMDACO
 VISTA
 KITT
 ARDEN
 DOREL
 ESSENTANT
 SAINT LAURENT
 MUSTANG
 GRUPOCORTEFIEL
 MANGO
 GREGOR
 MANGO
 JIMMY CHOO
 victoria
 NIXON
 CWI
 AM Garage
 CAMPER
 MIZUNO
 AUBADE
 LA MARTINA
 Soft Surroundings
 Proenza Schouler
 Unik
 TALLY WEIJ
 the sak
 ARIAT
 icebreaker
 BERETTA
 PORTS
 HOMEDICS
 BELSTAFF
 BALLY
 ZAGLIANI
 CITY TRIANGLES
 J BRAND

2014

2015

FURLA
 HELIX SPORT
 TOMMY HILFIGER
 marèse MASCARÓ
 Triumph
 MUSTO
 OCEAN ENGINEERING
 BURTON
 undiz
 NINA RICCI
 ANYA
 HINDMARCH
 MARG JACOBS
 HappyChic
 FAST RETAILING
 VIONIC
 CAMELBAK
 JODI KRISTOPHER
 Etam
 TOM FORD
 WILSON
 MODERN GOURMET FOODS
 arena
 QUESTA
 3 COLOUR
 Boden
 SALOMON
 ORCHESTRA
 SUPERFEET
 EIN
 Gofel
 COPEL
 TAPE À LOEIL
 lalloflex
 AOKANG
 ARMEDANGELS
 THE STATE

2015

2016

LA PERLA
 kate spade
 NEW YORK
 CONAIR
 LI & FUNG
 marine layer
 BESTSELLER
 Dezeigul
 J. LINDBERG
 TOM TAILOR
 DEREK LAM
 BONITA
 INSTATE
 asics
 AMER SPORTS
 KIKO
 MILANO
 GANT
 in bloom
 Aimer
 Kroger
 VARNER
 Barco
 SHOES FOR CREWS
 JUDGER
 PHILIPP PLEIN
 361°
 BETTINA
 UNI QLO
 PESPOW
 tentree
 hound
 tonas maier
 MANZI
 ROYAL ROBBINS
 TOPSCORE
 NANTE
 SEEN

2016

2017

Superdry
 Descamps
 DRYKORN
 Auchan
 RETAIL
 #Huckberry
 Targus
 YOOX NET-A-PORTER GROUP
 WOOLWORTHS
 Frank And Oak
 SKECHERS
 IMAN
 PVH
 Harry & David
 LV
 L'Oréal
 L'Oréal
 SE C
 SODIUM ELEMENT COLLECTION
 Lotto
 ck
 CATH KATH
 Loblaws
 KERING
 EYE WEAR
 MICHAEL KORS
 carhartt
 Stonefly
 carhartt
 mitchell
 WINDS
 NEW YORK BRANDS USA
 ORTOVOX
 REDBUBBLE
 AMARO
 CATA DE
 OZONO
 KEEN
 lily
 GOCCO
 Cabbeen
 Barbour
 SUPIN
 TRINITY
 Lanerie
 兰卓丽
 LR
 URBAN REVIVO
 URBAN REVIVO
 SMCP
 SANDRO MARIE CLAUDE PERROT
 BrandedLifestyle
 Acne Studios
 deuter
 CEMSEL
 SONAE
 Blue Sky
 ISABEL MARANT
 simons
 Tommy John
 MORE & MORE
 SAFARILAND
 CENTEX

2017

2018

HBC
 Lord & Taylor
 Macy's
 Jilly
 Acne
 GALERIA KAUFHOF
 RENNÉR
 HA
 brandix
 MYSTERY RANCH
 naivee
 SACCHETTI MAGLIERE
 FOUR HANDS
 Christian art gifts
 Lunelli
 creativeco-op
 DESIGNED BY US - INSPIRED BY YOU
 FOND OF
 visionnaire
 ADOLFO DOMINGUEZ
 DOMESTIC
 GLORIA 歌莉娅
 Inter-Sun AS
 NB
 VOLCOM
 Mahco Outdoors
 by FAR
 HAZZYS
 Walscot
 DOBOTEX
 paco rabanne
 CAMAÏEU
 JUSTIN ALEXANDER
 HOPESHOW
 macron
 LVMH
 MARCOLIN
 THELIOS
 SWAROVSKI
 Amurs
 ANTA
 KJUS
 NAF NAF
 La Chapelle
 BOMBAS
 GOLDEN GOOSE DELUXE BRAND
 LOEWE
 SHOEI
 E.Leclerc
 ACUSHNET COMPANY
 BOGNER
 LANCY
 朗姿股份
 水云间
 SEIBAI
 hush
 XTEP
 DESCENTE
 XIPON
 CASTELLI

2018

2019 Q1

adeo
 Leading international home improvement retailer based in France
 Bergans
 OF NORWAY
 Norwegian outdoor equipment and apparel
 BIRKENSTOCK
 German sandals, clogs, and shoes
 bittel
 Active fashion global company
 HIRDARAMANI
 Garment manufacturer in Asia & Africa
 PeakPerformance
 Ski and casual clothing company based in Sweden
 REBEL
 North American cheerleading uniforms (SMB)
 ROTHY'S.
 ethical footwear brand based in the US (SMB)
 APP GROUP
 Mackage
 SOIA & KYO
 TORY BURCH
 ensait
 LI-NING

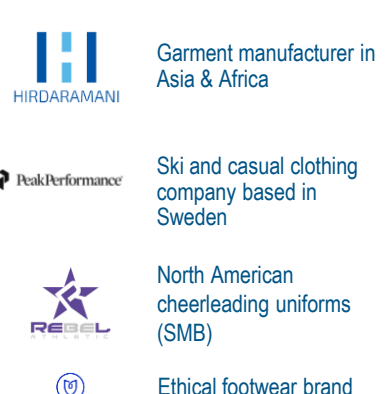
2019 Q1

CENTRIC PLM: 850+ brands

Market Adoption in Home & Lifestyle



<p>Increase Income & Sales : up to 5% to 10%</p> <p>✓ MORE NEW PRODUCTS</p>	<p>Reduce Inventories 20-40%</p> <p>✓ INCREASED EFFICIENCY</p>	<p>Reduce Logistics Costs 10-15%</p> <p>✓ LESS WASTE</p>	<p>Reduce Logistics Costs 10-15%</p> <p>✓ FASTER TIME TO MARKET</p>
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2017 - 2013

2014

2015

2016

2017

2018

2019 Q1

The Industry Renaissance in Energy & Materials | Mining

Innovation & Profitability

Build competitive advantage and boost revenue and margin



Market Uncertainty

Offset price volatility and adapt to changing market conditions



Workforce Dynamics

Create an engaging and productive work environment



Health & Safety and Environmental Regulations

Efficiently manage regulations, contracts and requirements



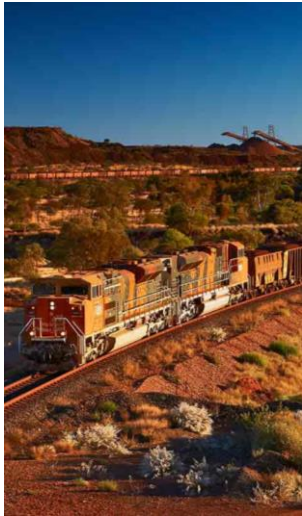
Complexity & Risk

Improve operations agility and deliver on time on budget

BHP and Dassault Systèmes have engaged in a Long-term Strategic Partnership



3DEXPERIENCE®

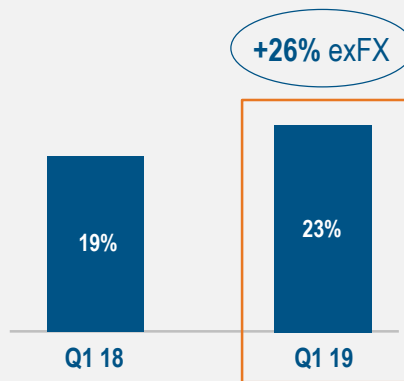


- ▶ Leverage the **application of digital technologies to mining**
- ▶ Apply technologies proven in other industries to the core mining fundamentals of **geoscience** and **resource engineering**
- ▶ Create a **new level of understanding** of **resource** and **operational potential**, underpinned by both company's commitment to **safety** and **sustainability**

Q1 2019 Performance at a Glance Non-IFRS

€ millions	Q1 19	Organic Growth
Revenue	964	
Growth	+17%	
Growth exFX	+13%	+8%
Software Growth exFX	+12%	+8%
Licenses* Growth exFX	+15%	+9%
Recurring** Growth exFX	+11%	+8%
Operating Margin	32.8%	
Operating Margin	+1.4 pts	
EPS (€)	0.87	
EPS Evolution	+21%	

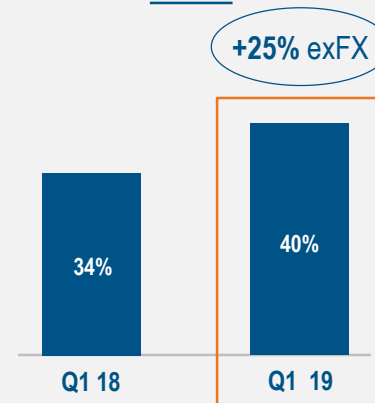
% 3DEXPERIENCE*** / Software Revenue



% exFX

Revenue growth

% 3DEXPERIENCE*** / Licenses Revenue *



%

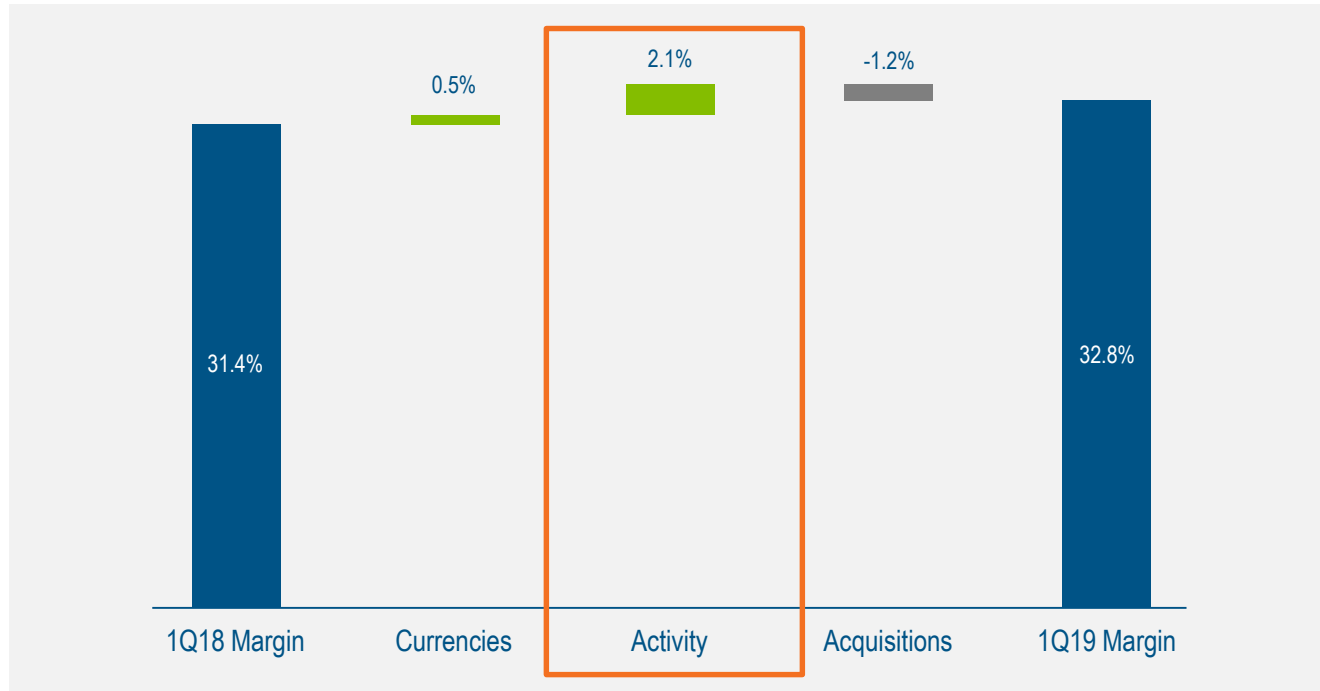
% of related revenue

* Licenses and other software revenue

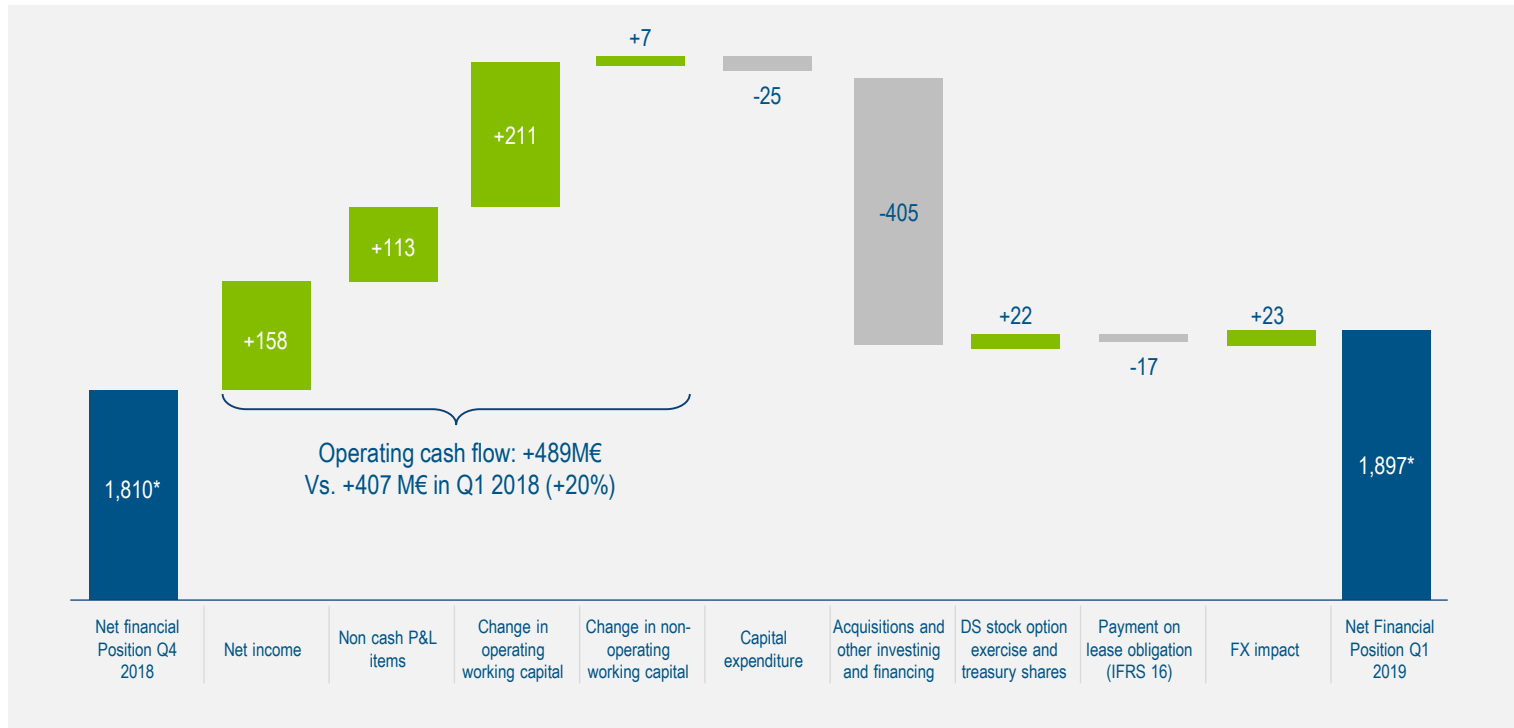
** Subscription and support revenue

*** Excluding SOLIDWORKS and acquisitions

Operating Margin Evolution Non-IFRS



Change in Net Financial Position IFRS



* Reflecting cash, cash equivalents, short-term investments and debt related to credit lines

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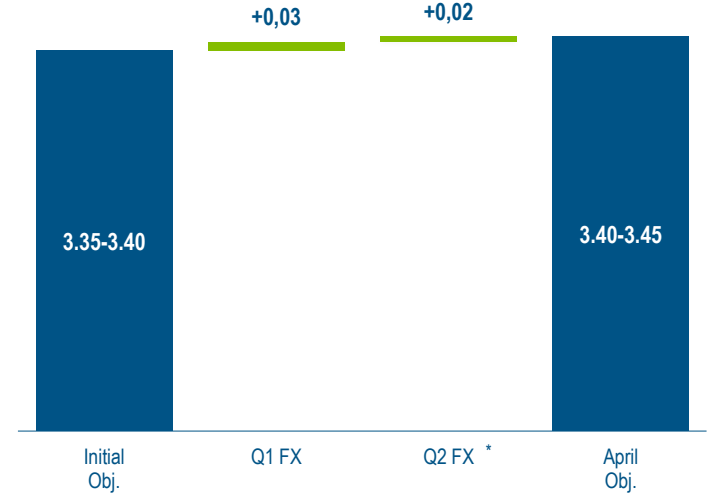
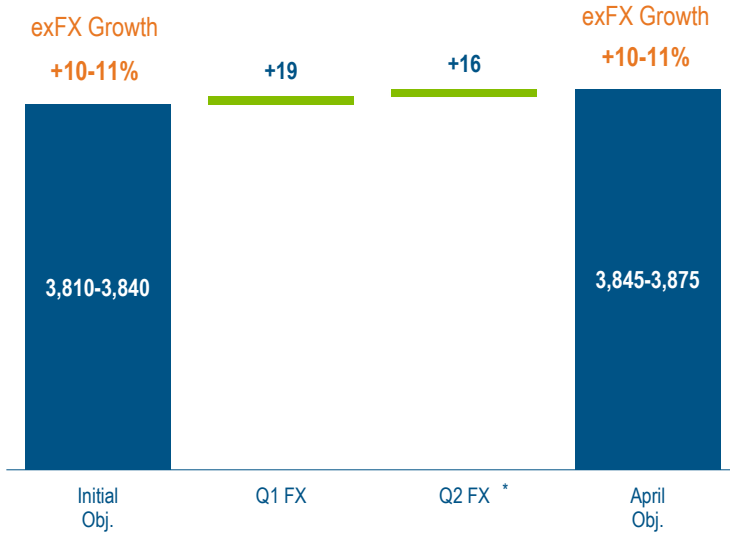
3

Multi-Year Growth Plan

Objectives Changes from February to April

Revenue variation

EPS variation



Mid point	3,825	3,860
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Mid point	3.37	3.42
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* Q2 FX: from US\$1.20 per €1.00 in February to US\$1.15 per €1.00 in April

Proposed Objectives Non-IFRS

Q2 2019			FY 2019		
Software +10-12% exFX	Q2 2019		FY 2019	Software +10-11% exFX	Licenses +10-12% exFX
Licenses +11-14% exFX	920-940	Revenue (M€)	3,845-3,875		
Recurring +9-11% exFX	+11-13%	Growth	+10-11%	Recurring ~+9-10% exFX	
	+10-13%	Growth ex FX	+10-11%	Organic: ~+7-8% exFX	
	~29.5%	Operating Margin	32-32.5%	+1 to 2 pts compared to 2018	
	Stable	Operating Margin Growth	+0.2 to 0.6 pt	+2 to 3 pts compared to 2017	
	0.74-0.77	EPS (€)	3.40-3.45	Organic operating margin increase: ~ +80 basis points exFX and excluding IFRS16 benefit	
	+7-12%	EPS Growth	+9-11%	Tax rate of ~29%	
	1.15	€/\$ rates	1.17		
	130.0	€/¥ rates	128.8		

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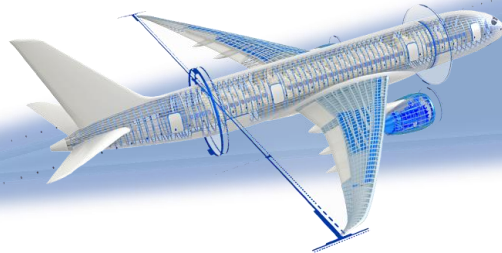
Doubling Addressable Market with 3DEXPERIENCE

\$4 bn



1981
3D
Design

\$8 bn



1989
3D DMU
Digital Mock-up

\$16 bn



1999
3D PLM
Product Lifecycle
Management

\$32 bn

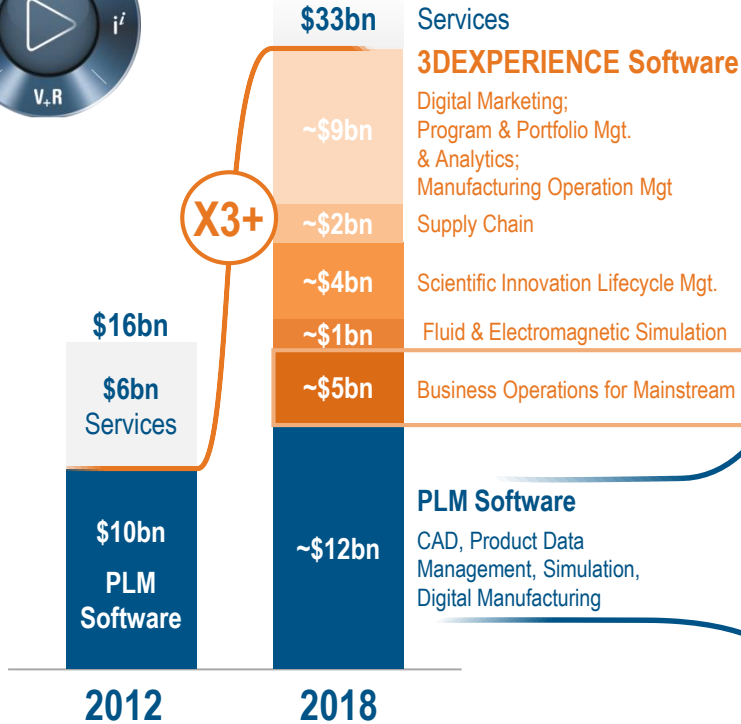


3DEXPERIENCE™

2012
3DEXPERIENCE®
platform
Business Experience

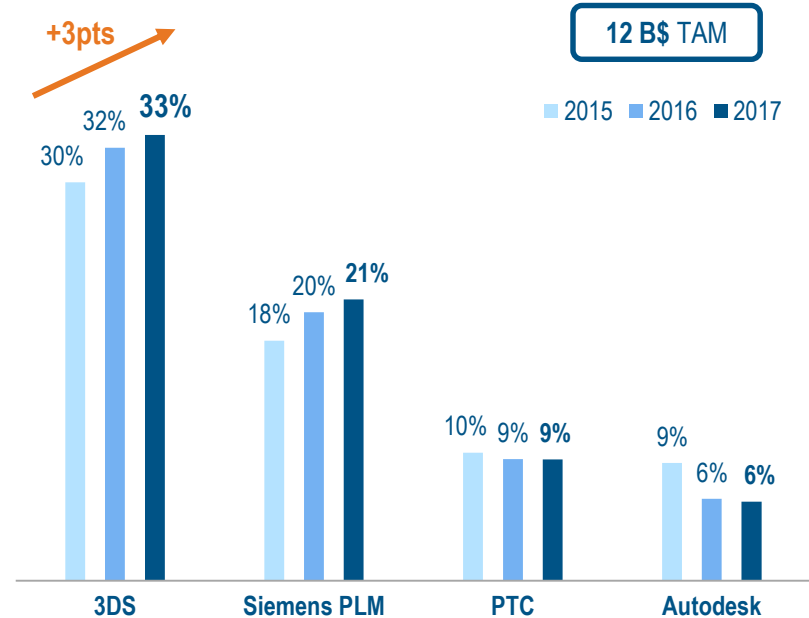
Market Expansion & Market Share Gains

MARKET EXPANSION



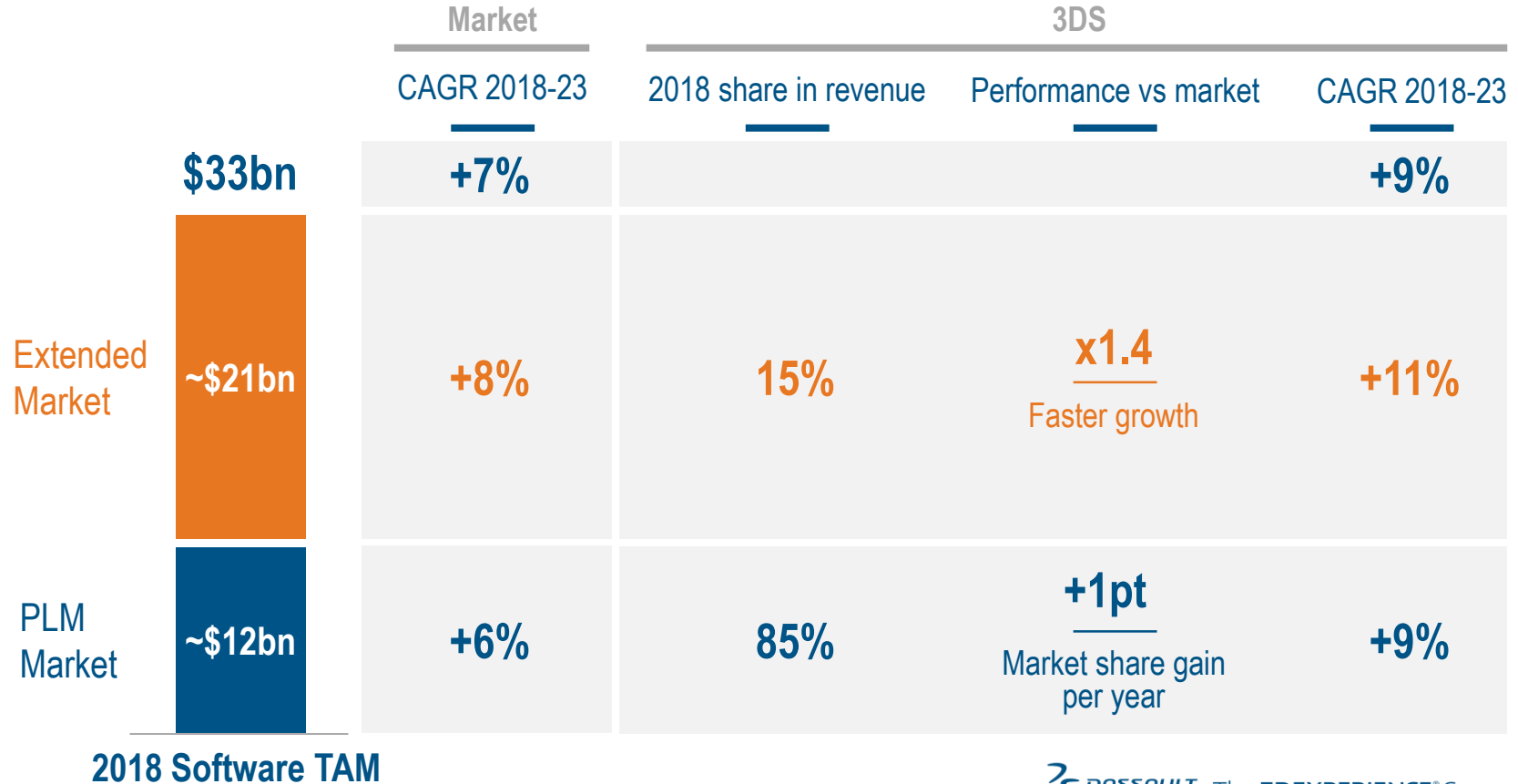
PLM MARKET SHARES*

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



* Market shares are based on end-user revenues

Market Trends & 3DS Perspectives



Investment Capacity to Fulfill our Purpose

1,897 M€ Net financial position
Q1 2019

899 M€ Operating Cash Flow
2018

- 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



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

