Our Purpose: Sustainable Innovation
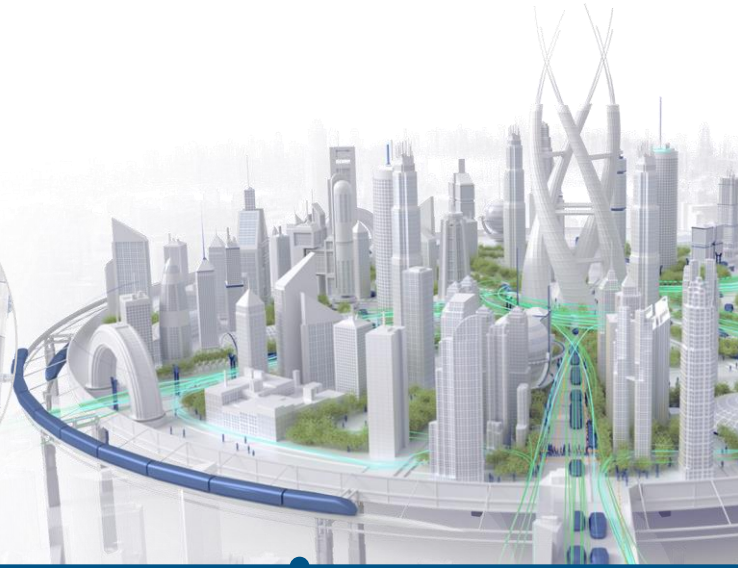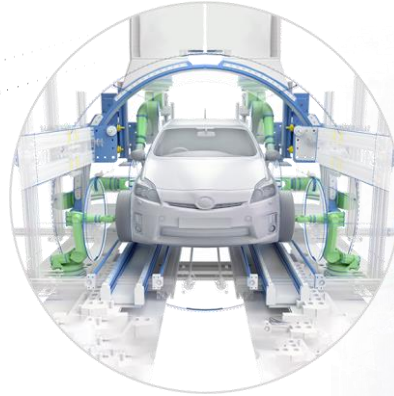
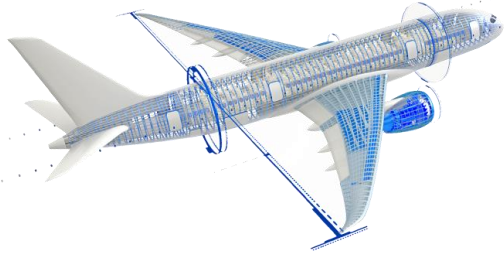Allianz Global Investors – ISR
November 2019, Paris

Sébastien Massart
Dassault Systèmes, Head of Corporate Strategy

Our Legacy

1981
3D
Design

1989
3D DMU
Digital Mock-up

1999
3D PLM
Product Lifecycle
Management

2012
3DEXPERIENCE®
platform
Business Experience

3DEXPERIENCE

DS *DASSAULT*
SYSTEMES

Our Belief

Virtual world extends
and improves real world

Our Purpose

"

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

"

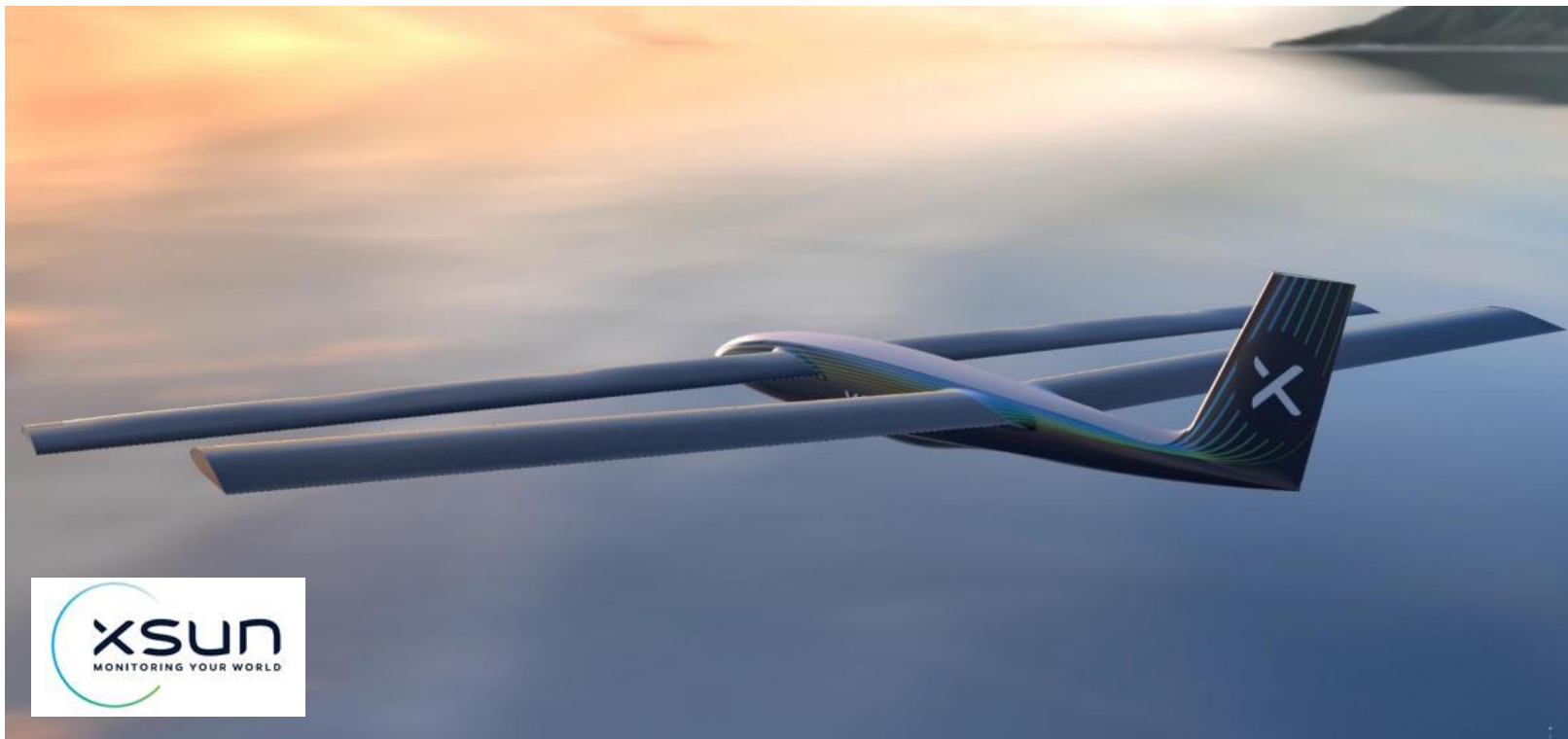# **3D**EXPERIENCE® is a Business Platform

Social & Collaboration

3D Modeling

Simulation

Information Intelligence

Play **3D**EXPERIENCE

3D

V+R

3DEXPERIENCE®

DASSAULT SYSTEMES

Long-term trust with 250.000 customers worldwide

Category	Customers
Transportation & Mobility	BMW, LAND ROVER, JAGUAR, TESLA, HONDA, TOYOTA, PSA GROUPE, SCANIA, ASHOK LEYLAND, 3CON, FCA, KREISEL, SCHAEFFLER, VE COMMERCIAL VEHICLES
Aerospace & Defense	BOEING, DASSAULT, AIRBUS, SAFRAN, Bell Helicopter, COMAC, SAFRAN, JOBY, 神舟软件, GE Aviation, EMBRAER, SIKORSKY, TAI
Marine & Offshore	BUREAU VERITAS, NAVAL GROUP, NAVAL ENERGIES, MEYER WERFT, CSSC, DAMEN, NAOS
Industrial Equipment	CLAAS, DOOSAN, KÄRCHER, COMAU, GLOBE, LCI, SOOSAN HEAVY INDUSTRIES, Valmet, WITTUR, BOBST GROUP, MASCHIO GASPARDO, ABB
High-Tech	ERICSSON, FUJITSU, lenovo, Miele, V-ZUG, BOSCH, Atmel, Bird Technologies, HITACHI Inspire the Next, BROADCOM, ROMEO
Home & Lifestyle	GEBERIT, Nowy Styl Group, ARC, TREK, LUXOTTICA, PANDORA, ecco, adidas, UNDER ARMOUR, Auchan, BESTSELLER, MICHAEL KORS, LV, COLMAR, SAINT LAURENT PARIS
Consumer Packaged Goods - Retail	P&G, General Mills, L'ORÉAL PARIS, Tetra Pak, amcor, WD-40, Intermarché, JUMBO
Life Sciences	SANOFI, J&J, Medtronic, Pierre Fabre, OLYMPUS, REGENERON, Mölnlycke, ottobock., iba, OSSTEM IMPLANT
Energy & Materials	GLENCORE, De Beers, thyssenkrupp, posco, SAIPEM, TechnipFMC, AkzoNobel, EDF, AC3-ASE, ABB
Construction, Cities & Territories	BOUYGUES, CadMaker, MG McGrath, METROPOLE Rennes, sh p, ZAHNER, CO, Hydro Québec, 上海市基础工程集团有限公司, QUARTUS
Business Services	Allianz, BNP PARIBAS SECURITIES SERVICES, LA POSTE MOBILE, consip

DS DASSAULT SYSTEMES

Sustainable flying services with **3D**EXPERIENCE

XSUN showcasing SolarXOne, its solar-powered drone, at Paris Air Show / June 2019

Pushing the Bounds for Healthcare in 21st Century

Dassault Systèmes and Medidata join forces to lead the digital transformation of Life Sciences in the age of precision medicine and patient-centric experience
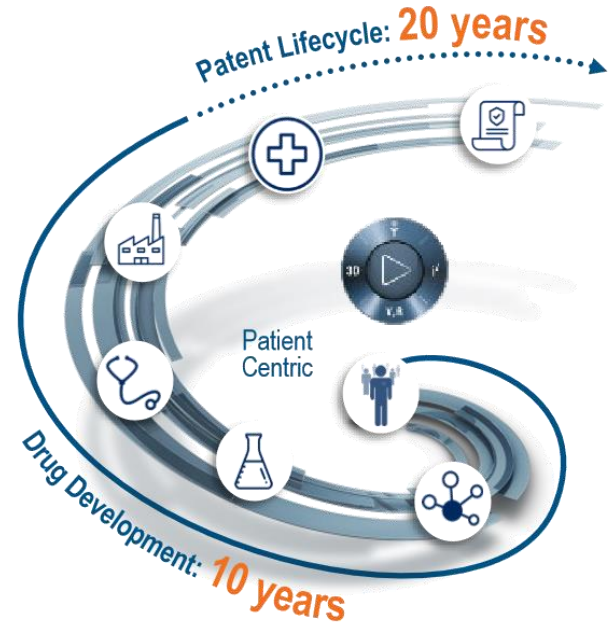
Drug Development*
10 years

Cost Development**
$2.6bn

Success rate***
<10%

Underperformance****
50%

Patent Lifecycle: **20 years**

Drug Development: **10 years**

Patient Centric

Unique Integrated Business and Scientific Platform

Made to Cure
Accelerate market launch and maximize return on investment

Launched to Cure

Manufacturing

Commercialization

License to Cure
Accelerate therapeutic development, approval, manufacturing, and supply, in a global landscape

Research & Discovery

Clinical testing

Clinically Approved

Designed to Cure
Speed time to market with higher quality novel therapeutics

Preclinical development

ONE Lab
Optimize your laboratories and leverage knowledge to improve time to market

Dassault Systèmes

Medidata Solutions

DS DASSAULT SYSTEMES

Imagine cities and infrastructures for tomorrow

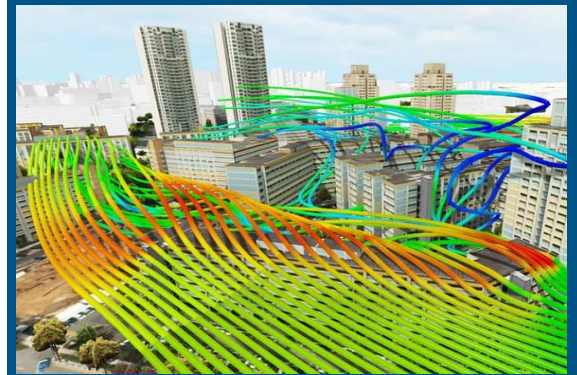## TOYOTA adopts 3DEXPERIENCE

Major industry transformation of car electrification, smart & connected cars, new competition, AI, consumer digitalization, IoT

Global deployment including suppliers for more than 40,000 users

SRDC (China's railway design company)

"Before digital optimization, we would remove nearly the entire mountain body to build the retaining structure of the railway. But after digitally moving the location of the entrance, the earthwork decreased drastically"
Lin Su, senior engineer and group leader of CRDC's BIM R&D group

Virtual Singapore

Full virtual twin of Singapore city for experimentation, urban planning and decision-making, analysis of patterns

Imagining new « city experience »

Creating a net-positive impact for the planet

Environmental indicators

3DS carbon footprint
- 11.5 eqCO2t per employee

Energy efficiency
- Environmental certification for 24 sites
- Renewable energy for 11 sites

Resources and waste management

Responsible purchasing

FOOTPRINT

HANDPRINT

10.000

1

Impacting 11 industries worldwide

Transportation & Mobility

Aerospace & Defense

Marine & Offshore

Industrial Equipment

High Tech

Home & Lifestyle

Consumer Packaged Goods - Retail

Life Sciences

Energy & Materials

Constructions, Cities & Territories

Business Services

"**Dassault Systèmes** can enable sectors such as the global automotive sector to **create handprints** which are on the order of **10,000 times greater** than its own **footprint**. Clearly, this is where its sustainability efforts should rightly be focused, for the good of humanity and the planet".

Cf. Study by Greg Norris, Harvard, SHINE initiative (link)
Handprints of Product Innovation: A Case Study of Computer-aided Design in the Automotive Sector

DASSAULT SYSTEMES

Sharing our passion to learn

Academia	20,000+ people at 3DS	3DS University
4.5M trained students	8,000+ R&D people	15,000 training contents
35,000 institutions	Average turnover <10%	Target 25,000 certifications in 3 years

IF WE ▶ want to learn together, can the world be our classroom?

3D virtual learning – a dream our software helps bring to life.

3DEXPERIENCE

It takes a special kind of compass to understand the present and navigate the future.

ACADEMY.3DS.COM

Our Values