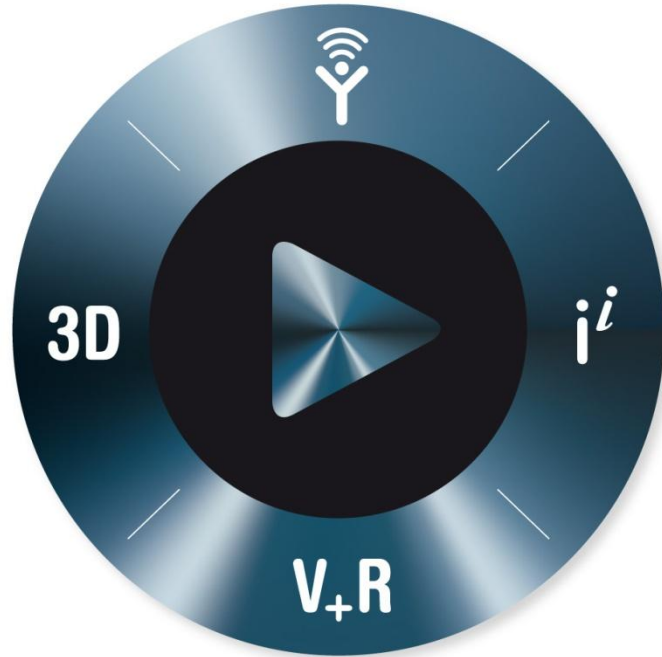


Life Sciences Industry Investors Luncheon

December 11th, 2012



3DEXPERIENCE

Jean Colombel
VP Life Sciences Industry



Agenda

1

Dassault Systèmes at a Glance

2

Patient-Centric Strategy

3

Medical Device

4

Pharma & Biotech

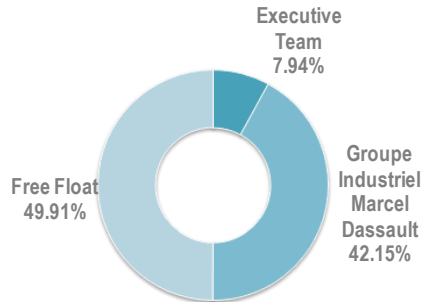
5

Q&A

Dassault Systèmes

Over €10bn Market
Cap

Shareholders Composition



As of December 31, 2011



**Over 10,000
Passionate
People**

100+ nationalities
Serving 120+ countries
One global R&D
One architecture

**>150,000
Enterprise
Customers**

In 12 industries
More than 1 million
users on premises

**3DEXPERIENCE
Platform**

Open Architecture
Open Components
Open Communities

**>3,500
Partners**

Research Institutes
Education Partners
Software and
Technology Partners
Sales & Services
Partners

Our Purpose

Dassault Systèmes | Confidential Information | 5/4/2012 | ref.: 3DS_Document_2012

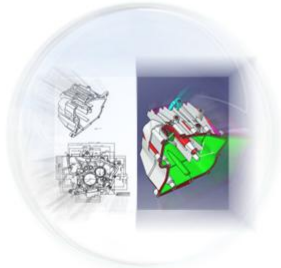


“Dassault Systèmes provides Business & People
with **3DEXPERIENCE** Universes
to imagine sustainable innovations capable of
harmonizing Product, Nature and Life”

Bernard CHARLES
President & Chief Executive Officer

Our Legacy: from 3D-Design to 3DEXPERIENCE

3D - Design



V3 | 1986

3D-DMU
Digital Mock-Up



V4 | 1994

3D-PLM
Product Lifecycle Management



V5 | 1999

3DEXPERIENCE



V6 | 2009

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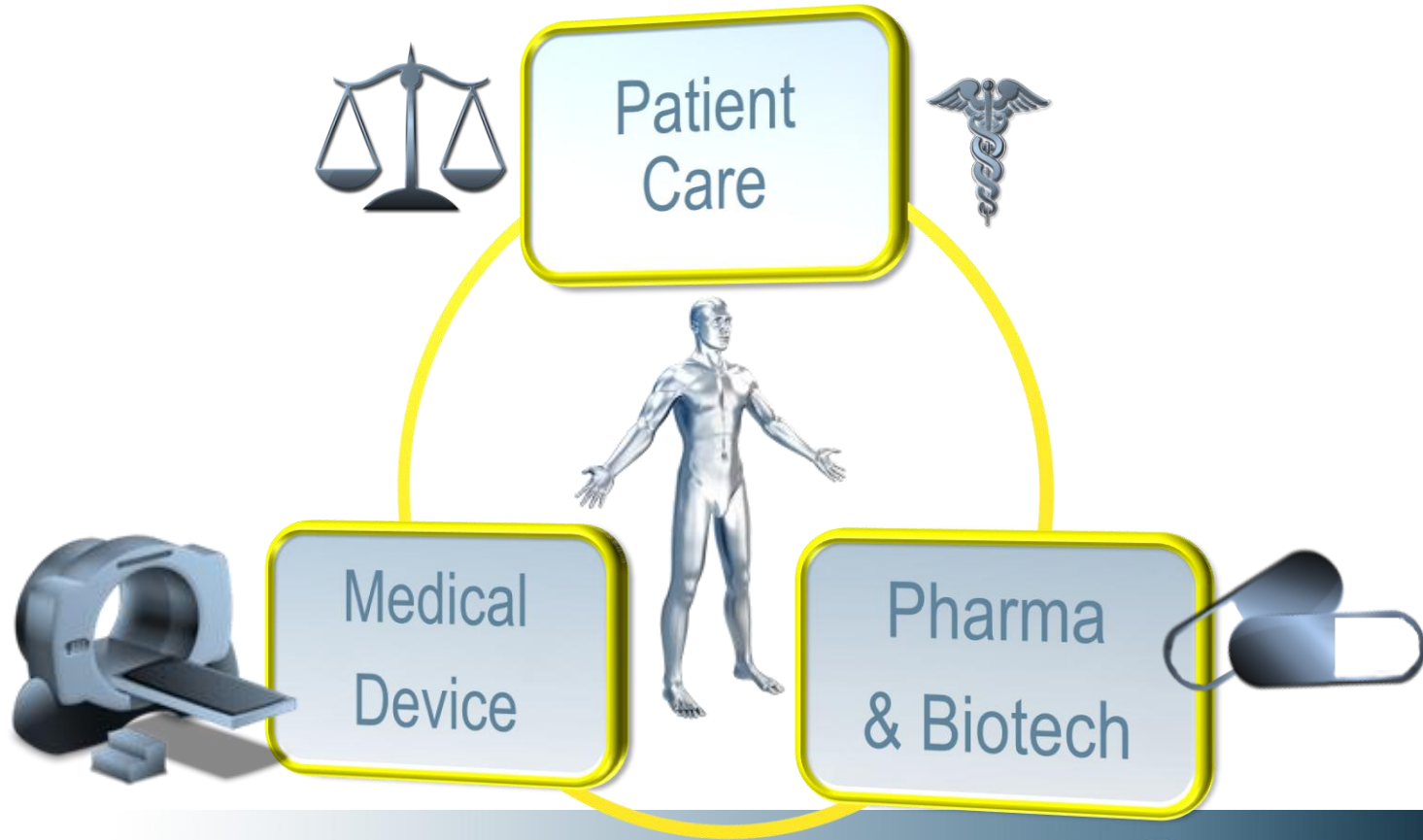
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Pharma & Biotech

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Q&A

Dassault Systèmes Patient-Centric Strategy



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Q&A

Medical Devices Manufacturers Strategy



PLM and the Patient:



Johnson & Johnson QUALITY & COMPLIANCE

Product Lifecycle Management and the Patient

Steve McCarthy
VP, Quality Management Systems
Medical Device & Diagnostics

The PLM Future for MD&D

Core	Linkages	Document Management	Supply Chain	Risk Management	Integration	Change Management	Engineering Data Management
Security	BOM, DMR, Formula/Recipe	Quality Documents	Process Validation	Risk Management	ERP Integration	Change	Engineering Data
Search	Design History File	Design V&V	Supplier Collaboration	Re Ma			
Repository	Device Master Record	Product Information Documents	Design Transfer				
Collaboration	Product Configuration Model						
Approval							

PLM and the Patient Developing Breakthrough Technologies in the Medical Device Industry with Product Lifecycle Management

December 13, 2011 | 9:00 a.m. CT - 10:00 a.m. ET
 9 a.m. CT | 10 a.m. ET
 Webcast Duration: 60 minutes

Uncertainty in FDA regulations, expiring patents, industry consolidation and organizational complexity have one thing in common – the potential to change a life sciences company. During this event, chief editor Heather Thompson will highlight recent trends in MedTech innovation and facilitate discussion on how one of the leading healthcare companies in the world, Johnson & Johnson – Medical Device & Diagnostics, is leveraging Product Lifecycle Management (PLM) solutions to develop breakthrough products, streamline regulatory reporting and deliver process transparency in their product development and quality assurance processes. Featured during this discussion will be Steve McCarthy, vice president Quality Management Systems - Medical Devices & Diagnostics, Johnson & Johnson.

In addition, you'll hear from Jean Colombat, vice president, Life Sciences Industry Strategy, Dassault Systems, the latest in 3D PLM collaborative solutions for Life Sciences and how its technology allows you and patients at the heart of your company's strategy, experience your product in a 3D virtual environment to simulate product behavior and improve patient outcomes, and engage with regulators and customers to develop the most effective products possible.

Key Learning Objectives:

REGISTER TO DASSAULT SYSTEMES

MDDI
MEDICAL DEVICE & DIAGNOSTICS INDUSTRY

Register Here




Steve McCarthy, Vice President Quality Management Systems - Medical Devices & Diagnostics, Johnson & Johnson

Jean Colombat, Vice President of the Life Sciences Industry, Dassault Systems

webcast replay:
www.3DS.com/lifesciences

Expanding Market Reach



Medical Device Company Lumenis Unifies Engineering and Business Processes with Dassault Systèmes' ENOVIA Version 6

Manage all Engineering Data While Ensuring Strict Quality Standards and Compliance to Regulations

KFAR SABA, Israel and PARIS (European Customer Forum) - November 23, 2011 - [Dassault Systèmes](#) (Euronext Paris: #13065, DSY.PA), a world leader in 3D and Product Lifecycle Management (PLM) solutions, announced today that Lumenis, the largest medical laser company in the world, has selected ENOVIA Version 6, after a meticulous evaluation process, to fully master the company's engineering information and business processes. ENOVIA and its Life Sciences Accelerators will be implemented to respond to Lumenis' aesthetic, ophthalmic, and surgical entities' needs across its entire organization.

ENOVIA Version 6 will provide Lumenis with an online collaborative framework to manage and control its planning processes in compliance with stringent quality standards and regulatory requirements across the company's full range of products and will include its entire supply chain. Lumenis will manage all engineering data in the different planning phases while integrating them with existing CAD systems. It will also facilitate the management of all product-related information (mechanical, electrical and software) on one single platform.

ENOVIA Version 6 PLM collaborative innovation platform, the accelerators for Product Quality and Regulatory Affairs give an end-to-end solution that spans the entire process for contributors within the different categories of the quality systems processes. The information they developed, crossing any manual



IF WE ask the right questions we can change the world.

Agenda

- 1 Dassault Systèmes at a glance
- 2 Patient-Centric Strategy
- 3 Medical Device
- 4 **Pharma & Biotech**
- 5 Q&A

Addressing Pharma & Biotech Challenges

-50% New Drugs Output

+400% R&D \$


Patent Cliff



 **Operational Excellence**

 **Extended Supply Chain**

 **New Markets**

 **Diversification**



3DS.COM © Dassault Systèmes | December 2012

3DExperiences for Pharma & Biotech

RESEARCH

DEVELOPMENT

MANUFACTURING

Distribution

Marketing
& Sales

HCP
HealthCare
Providers

PATIENT

100,000

candidates

1

Active
Pharmaceutical
Ingredient

1,000

finished products

x Countries
x Dosages
x Forms
x Indications

Supply Chain
Actors &
Weight

Biotech



CROs
Contract Research
Organization



CMOs
Contract Manufacturing
Organization



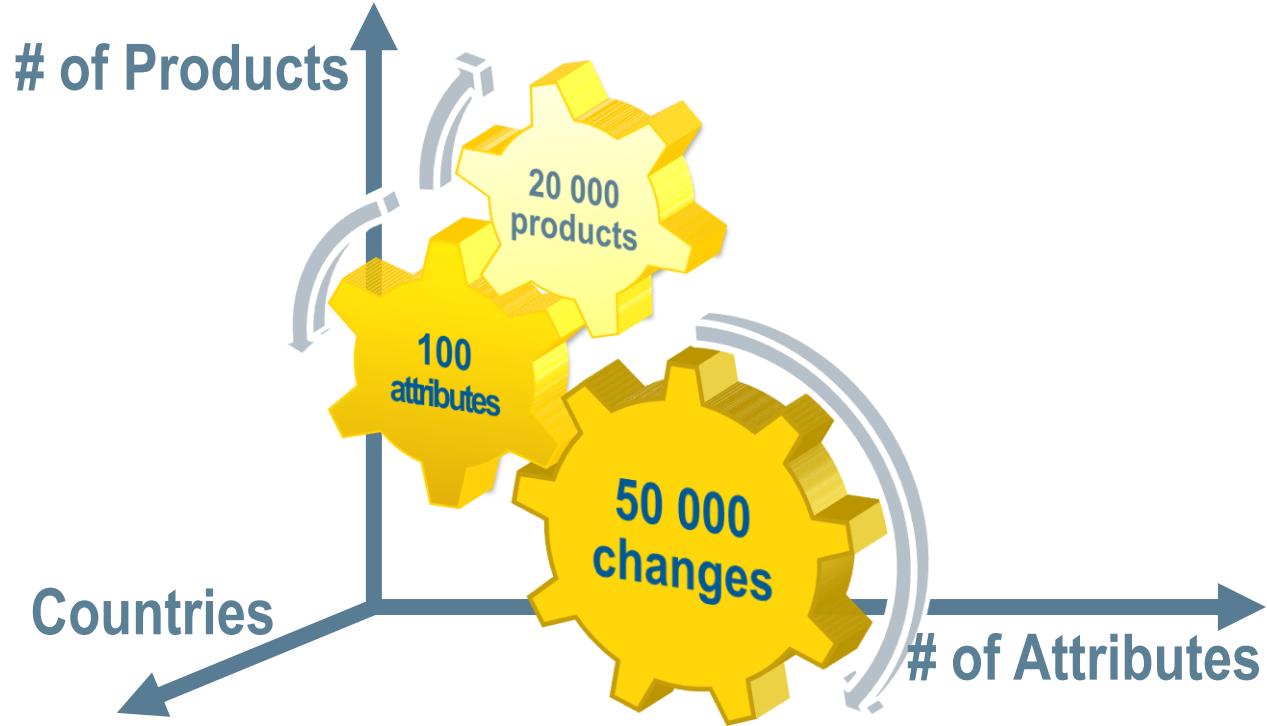
Logistics
Provider

CSOs
Contract
Sales Org



Multi-dimensional Complexity

Example for a Typical Large Pharma



Pierre Fabre Selected V6 for Global Efficiency



Pierre Fabre Laboratories Selects Dassault Systèmes' Version 6 Platform to Deploy Next-Generation PLM for Life Sciences

Leading Pharmaceutical and Dermo-cosmetics Group Replaces Most of its Existing Product Development Applications with Single PLM Platform;

Develop more cross-cutting activities, improve time to market and improve product traceability

PARIS (European Customer Forum), November 22, 2011 — [Dassault Systèmes](#) (Euronext Paris: #13086, DSY.PA), a world leader in 3D and Product Lifecycle Management (PLM) solutions, today announced that Pierre Fabre Laboratories has selected its ENOVIA Version 6 solution as its PLM platform. Delivering an up-to-the-minute, enterprise-wide vision of raw material and substance flows, as well as all associated regulatory documents and data, Dassault Systèmes' Version 6 platform will support the international expansion of Pierre Fabre Médicament (pharmaceuticals), Pierre Fabre Santé (family health) and Pierre Fabre Dermo-cosmétique (dermo-cosmetics).

Deployment will be phased in over the next four years. ENOVIA has already been successfully implemented to manage Pierre Fabre Laboratories' global demo-cosmetics product portfolio, including formulas, raw materials, substances and country-specific products. As the backbone of this transformation, ENOVIA provides the enterprise-wide repository for full lifecycle product-related information, facilitating real-time collaboration and decision-making among all departments — from purchasing and development to quality assurance, affiliates and partners.

family health and dermo-cosmetic products involves compliance with strict patient and consumer safety processes and decision-making. "Configured for Pierre Fabre Laboratories, PLM will



Pierre Fabre



IF WE ask the right questions
we can change the world.

Addressing Scientific New Frontier

RESEARCH

DEVELOPMENT

MANUFACTURING

Distribution

Marketing
& Sales

HCP
HealthCare
Providers

PATIENT

100,000

candidates

1

Active
Pharmaceutical
Ingredient

Supply Chain
Actors &
Weight

Biotechs



CROs
Contract Research
Organization



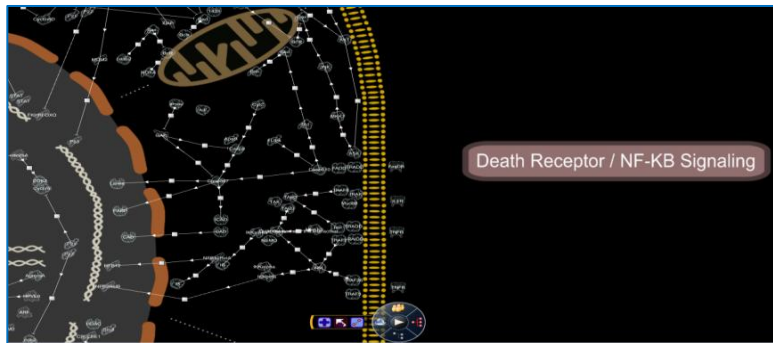
BioIntelligence Consortium



Solutions Partners
V6 Solution & Platform

Industry Partners
(Pharma, Agrochemistry, Cosmetics)

Public Research Institutes



"The systemic modeling and simulation tools in this particularly innovative program will substantially improve the efficiency of biological research. BioIntelligence, and the BioPLM platform that will be developed by it, are entirely consistent with key objectives in European research."
EU Competition Commissioner Neelie Kroes.

Conclusion

- ▶ On-Going **Deep Transformation** of Life Sciences Industry
- ▶ **Strategic Commitment** to this Industry
- ▶ **Unique Positioning**
- ▶ **Strong Partnerships** with **Market Leaders**

