

Our Purpose: Sustainable Innovation

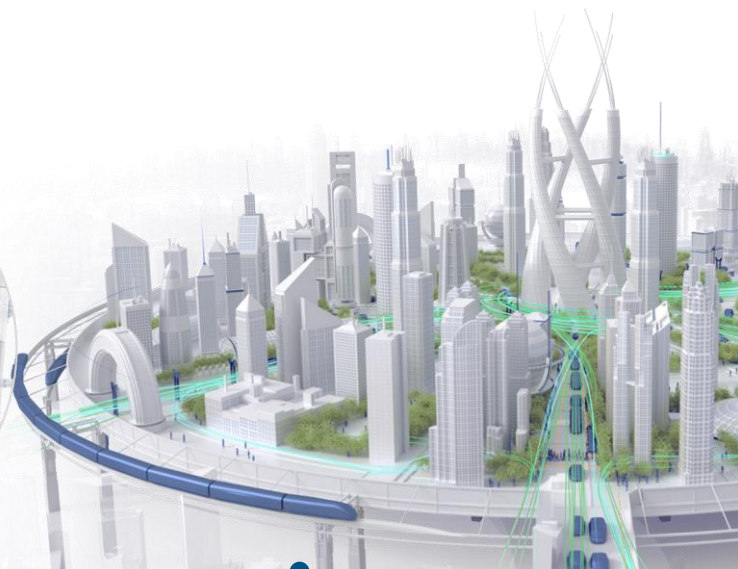
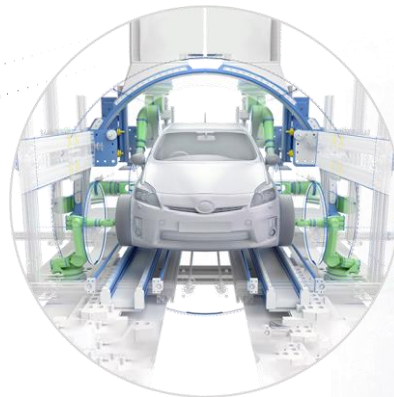
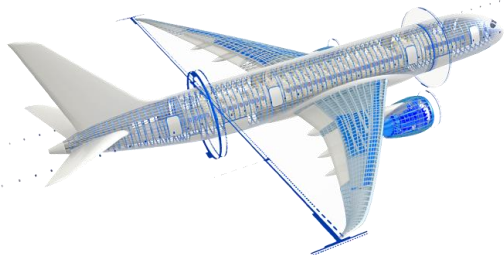
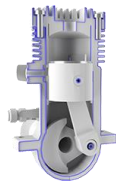
ODDO BHF Sustainability Forum
June 2019, Paris

Sébastien Massart
Dassault Systèmes, Head of Corporate Strategy



3DEXPERIENCE®

Our Legacy



1981
**3D
Design**

1989
3D DMU
Digital Mock-up

1999
3D PLM
Product Lifecycle
Management



2012
3DEXPERIENCE®
platform
Business Experience

Our Purpose

“

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

”



Our Belief

Virtual world extends
and improves real world



Our Strategy



Social

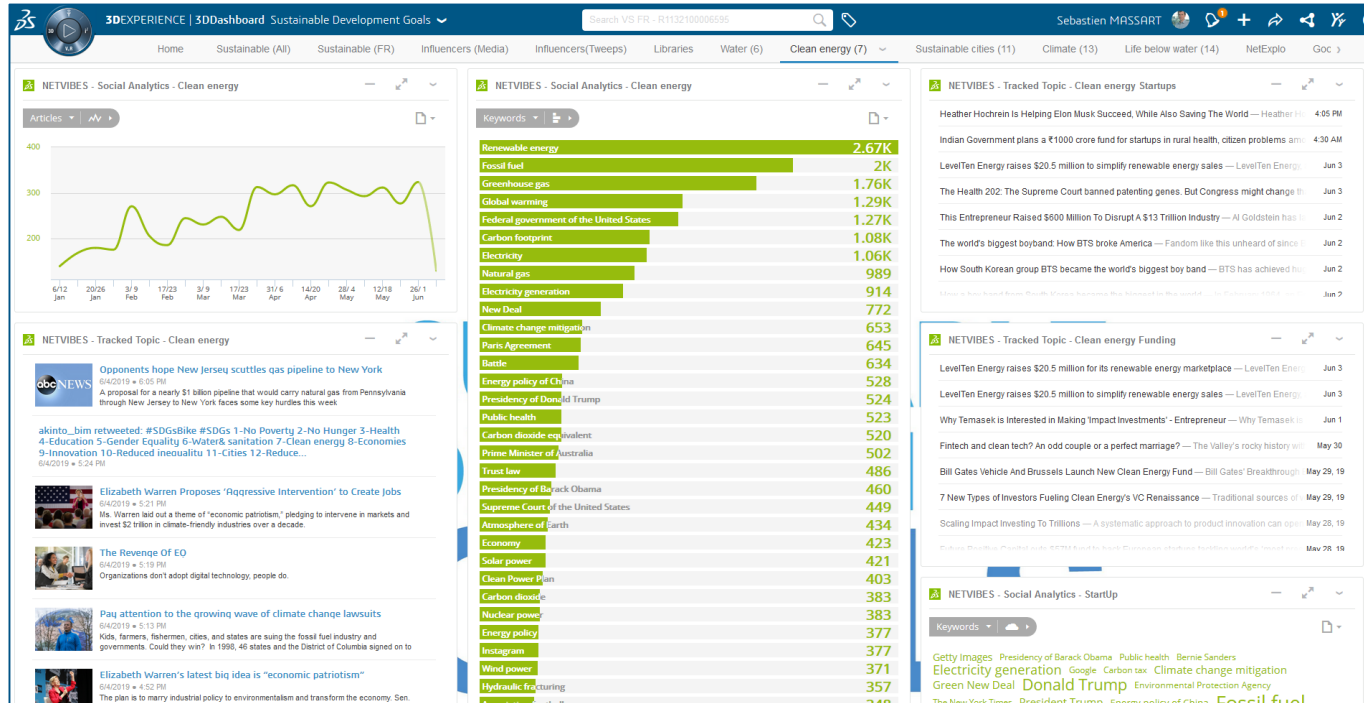


Industry



Experiences

Monitoring sustainability challenges and opportunities in 3DEXPERIENCE platform



The **3DEXPERIENCE**[®] platform



Creating a net-positive impact for the environment

Environmental indicators

Carbon Footprint

- 11.5 eqCO2t per 3DS employee

Energy Efficiency

- Environmental label for 24 sites
- 11 sites equipped with renewable energy

Resources & Waste Management

- Water and paper consumption
- Electronic waste management

Responsible purchasing



"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".

* Footprint: negative impact

** Handprint: positive impact

Worldwide customer base in 11 industries



Achieving Sustainable Logistics for DHL

- ▶ **3DEXPERIENCE** helping DHL to improve their Carbon Emission Index (CEX) by 50% by 2025
- ▶ Route optimization has cut DHL travel distance by 15% and CO2 emissions of their fleet by a similar magnitude



Source: DHL Corporate Responsibility Report

Contributing to reduce CO2 intensity of steel

- ▶ Outokumpu is a global leader in stainless steel, creating advanced materials that are efficient, long lasting and recyclable – thus building a world that lasts forever
- ▶ 3DEXPERIENCE helping Outokumpu to achieve long-term target of 20% CO2 intensity reduction by 2023
- ▶ Hot Charging can reduce CO2 intensity by 30%



Extract from Outokumpu's 2018 Sustainability report

Contributing to improve healthcare experience

- ▶ Contributing to reduce medical errors and improve healthcare experience
- ▶ Example: Biomodex creates organ twins, helping surgeons to reduce patient risk with 3D technology



Design & Build for Life in Cities & Territories

April 2019: « Datacentric Milano » Hackathon demonstrated how generative design and platform based approaches will enable more sustainable cities with **3DEXPERIENCE**



Startups for future sustainability with 3DEXPERIENCE® Lab



L'INCREDVABLE



IFWE eco-design consumer goods, can we stop planned obsolescence?



Innovative Autonomous Flying Services

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Our Values

IF WE  BRING OUR
COMMUNITY
TOGETHER

> WE CAN **BUILD** HARMONY <
TO ACHIEVE OUR GOALS

IF WE  SHOW
THE **DREAM**
IS POSSIBLE

> WE CAN **INSPIRE** PEOPLE <
TO CREATE IT

IF WE  HAVE
THE **PASSION**
TO LEARN

> WE CAN **EXPAND** CREATIVITY <
TO NAVIGATE THE FUTURE

IF WE  CHALLENGE
THE STATUS QUO

> WE CAN **IMAGINE** NEW HORIZONS <
TO IMPROVE THE WORLD



A community of passionate people



> WE CAN **BUILD HARMONY** <
TO ACHIEVE OUR GOALS

- ▶ 17,000+ people, about 7,000+ R&D people
- ▶ 94% of our employees are under permanent contracts and recruited locally
- ▶ 24% of women employees (similar to percentage in engineering universities)
- ▶ INNOVATION Forwards (300+ projects, 2,000+ employees)
- ▶ Average turnover <10%
- ▶ Leveraging internal talents to hire new talents
 - ▷ Cooptation for 14.5% of candidates in 2018
 - ▷ Targeting 20% of recruitments by referral in 2021



Preparing Workforce of the Future

IF WE **HAVE**
THE **PASSION**
TO **LEARN**

> WE CAN **EXPAND** CREATIVITY <
TO NAVIGATE THE FUTURE

Passion to Learn

- ▶ 3DS University
 - ▷ 15,000 accessible training contents
 - ▷ Certification program: target 25,000 certifications in next 3 years
- ▶ « My Journey » accompanying evolution + discovering existing opportunities

Academia

- ▶ 4.5M students
- ▶ 35,000 institutions



Strong ethics and strict practical implementation

IF WE CHALLENGE THE STATUS QUO

> WE CAN IMAGINE NEW HORIZONS < TO IMPROVE THE WORLD



Transportation & Mobility



Aerospace & Defense



Marine & Offshore



Industrial Equipment



High-Tech



Consumer Goods - Retail



Consumer Packaged Goods - Retail



Life Sciences



Energy, Process & Utilities



Architecture, Engineering & Construction



Financial & Business Services



Territories & 3DEXPERIENCE Cities



La Fondation



IF WE SHOW THE DREAM IS POSSIBLE

> WE CAN INSPIRE PEOPLE <
TO CREATE IT

La Fondation Dassault Systèmes' mission is focused on three domains:

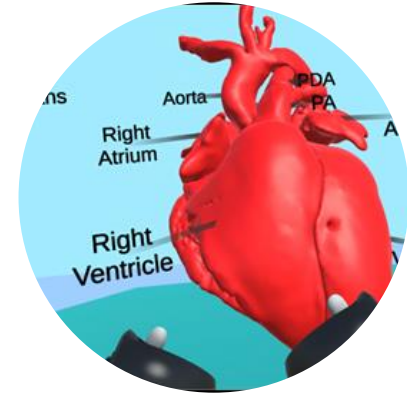
- **Education:** *Transform the way we learn*
- **Research:** *Transform the way we discover*
- **Cultural Heritage:** *Transform the way we preserve*



*Discovering the « big void » in Cheops pyramid
Article published by Nature, december 2017*



*« Coursencours »
Car-design competition for children*



*3D Cardiovascular Research and Education project with
University College London and Great Ormond Street Hospital*

Long-term investment to fulfill our purpose

1,810 M€ Net financial position
Q4 2018

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



