



3DEXPERIENCE®

Kepler-Cheuvreux Conference September 2017

Thibault de Tersant, Senior EVP, CFO

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 2017 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\$1.15 per €1.00 for the 2017 third quarter and US\$1.12 per €1.00 for the full year 2017 as well as an average Japanese yen to euro exchange rate of JPY130 to €1.00 for the third quarter and JPY125.9 to €1.00 for the full year 2017 before hedging; however, currency values fluctuate, and the Company's results of operations may be significantly affected by changes in exchange rates.

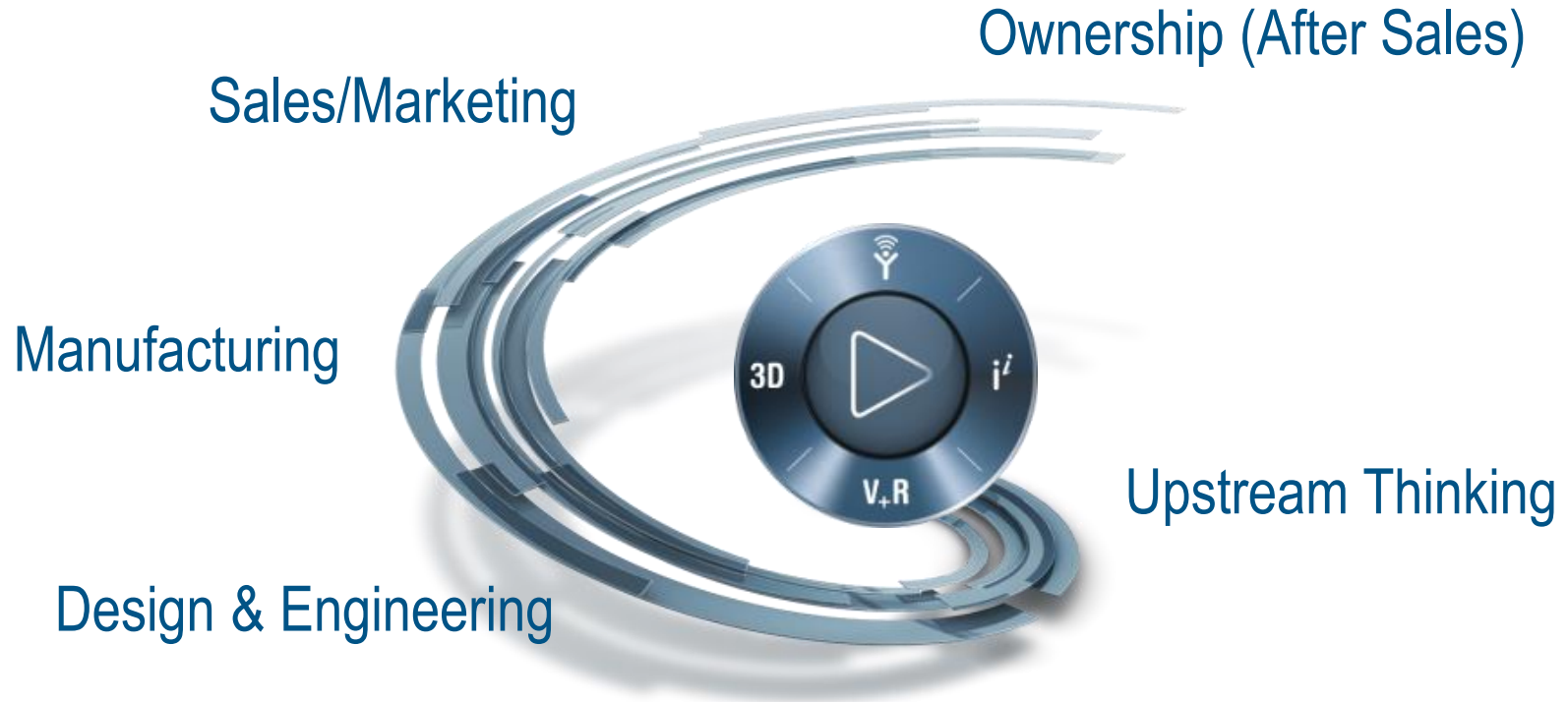
Non-IFRS Information

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.

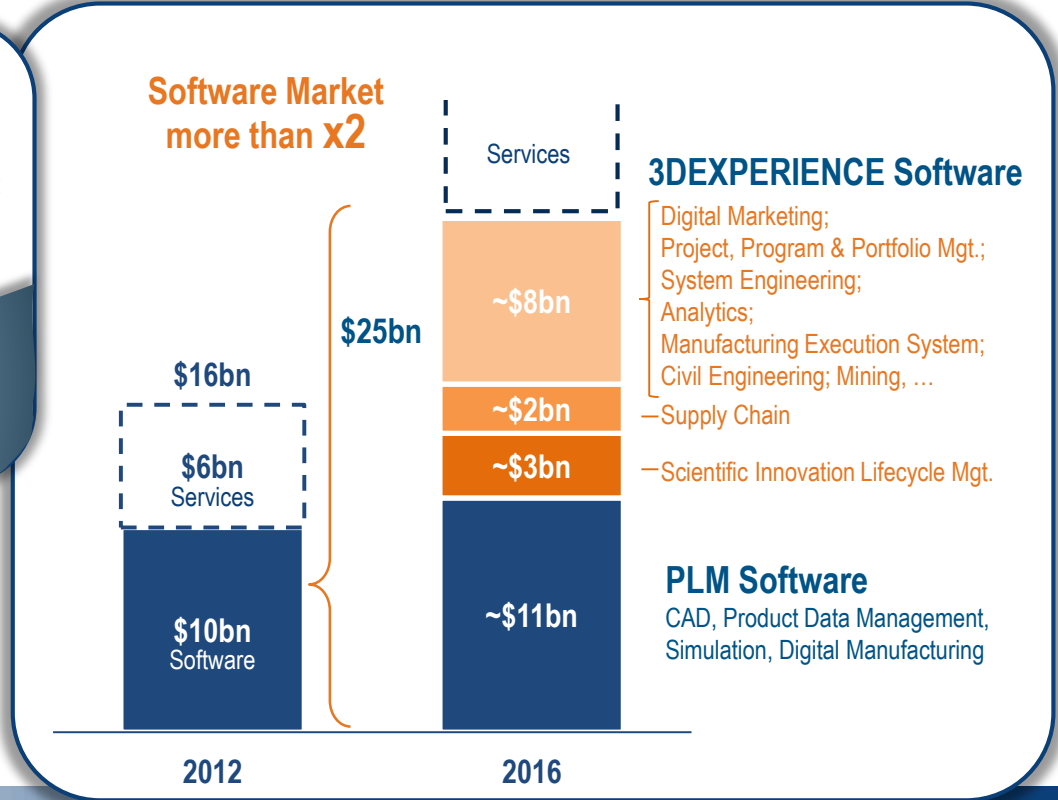
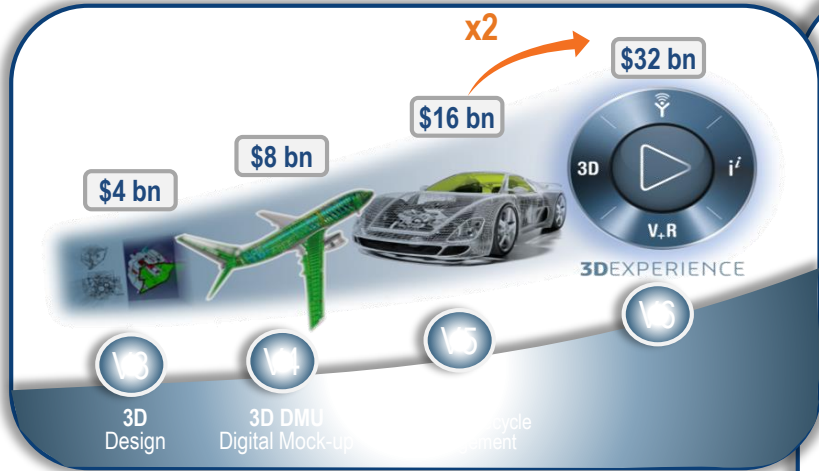
In the tables accompanying this press release the Company sets forth its supplemental non-IFRS figures for revenue, operating income, operating margin, net income and diluted earnings per share, which exclude the effect of adjusting the carrying value of acquired companies' deferred revenue, share-based 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.

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

3DEXPERIENCE | Leveraging Digital Master Model



3DEXPERIENCE | Doubling the Addressable Market



Boeing Milestone Decisions



Boeing relying on Dassault Systèmes' Digital Mock-Up to design the new **B-777**



Boeing including **3DEXPERIENCE Platform** for **Manufacturing Operations Management** and **Product Lifecycle Management**



1995

2017

3D Design

3D DMU Digital Mock-up

3D PLM Product Lifecycle Management

3DEXPERIENCE Business Experience



1981

1989

1999

2012

3DEXPERIENCE | Creating More Value



Significantly
increasing
deals value

3DEXPERIENCE vs V5

x3



Business Transformation
2016 Average Deal Size

Core Industries Growth Drivers



ACCELERATION WITH 3DEXPERIENCE

*Digital continuity,
behavior,
model-based
approach, data
consumption &
analytics...*



SEGMENT DIVERSIFICATION

*Trains, buses,
missiles, satellites,
power, tires,
elevators...*



DOMAIN DIVERSIFICATION

*Simulation,
embedded systems,
logistics planning,
material modelling,
services...*



MANUFACTURING

*Flexibility,
supply chain
integration, MES,
additive layer
manufacturing,
optimization...*



CLOUD

*New OEMs,
startups, electric
vehicles...*

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**

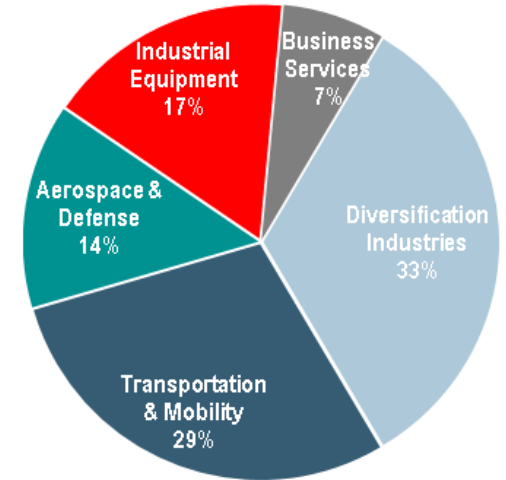
Solution:

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

Industry Vertical Diversification

Q2 17 – Software Revenue

- ▶ **Diversification industries*** representing **33%** of Q2 2017 software revenue
 - **+2 percentage point** YoY driven by **High-Tech, Life Sciences, Architecture Engineering & Construction** and **Consumer Packaged Goods-Retail**



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

Q2 Diversification Industries Performance*



High-Tech

+16%

- Semiconductors
- Consumer Electronics



Life Sciences

+15%

- Pharmaceutical & Biotech
- Medical Devices
- Patient Care



Architecture, Engineering
& Construction

+16%

- Buildings
- Infrastructure



Consumer Packaged
Goods - Retail

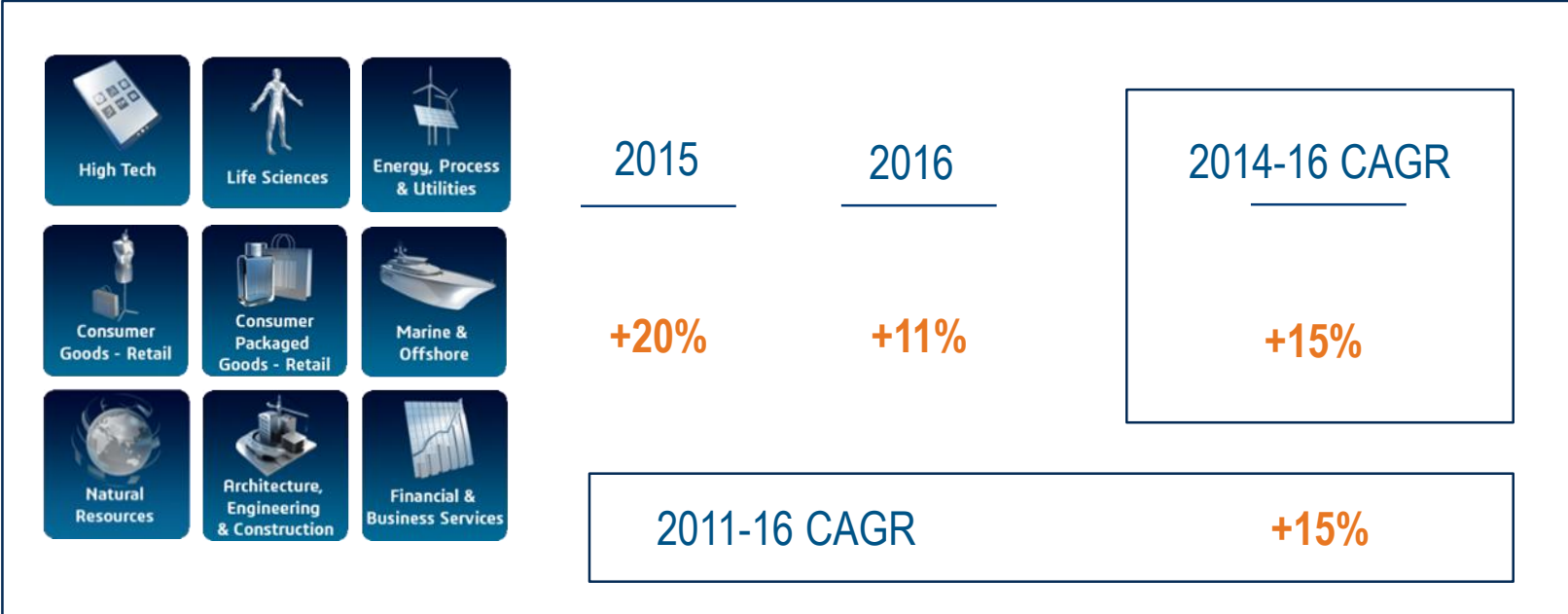
+13%

- Food & Beverage
- Household Products
- General Retailers



*Q2 Software Revenue Growth exFX

Diversification Industries Trends*



*Software Revenue Growth exFX

Brands Growth Drivers



CATIA+SOLIDWORKS
2014-16 CAGR: **7%** exFX



Virtual world improving real
world - **Growth ++**



Growth of data useful only if
there is a model - **Growth +++**



Digital continuity improving the
value of **each** of our **applications**

Unilever Selects BIOVIA



Unilever

British-Dutch multinational consumer goods company. Products include food, beverages, cleaning agents and personal care products. World's third-largest consumer goods company after Procter & Gamble and Nestlé.

Business Values

- **Optimizing operations** with standardized global approach for laboratory processes to capture scientific data
- **Integrating and enriching** data across sites
- **Accelerating scientific innovation** with tools for the creation of In-Silico models for both formulations and packaging designs

Solution

- **BIOVIA**
- **3DEXPERIENCE Platform**
- **SIMULIA**

2014-2019: Multiple Growth Drivers to Support Growth

1. Brands Value Creation



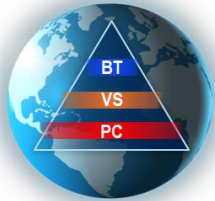
2. Industry Focus



3. 3DEXPERIENCE Platform



4. Sales Channels Coverage in Geographies



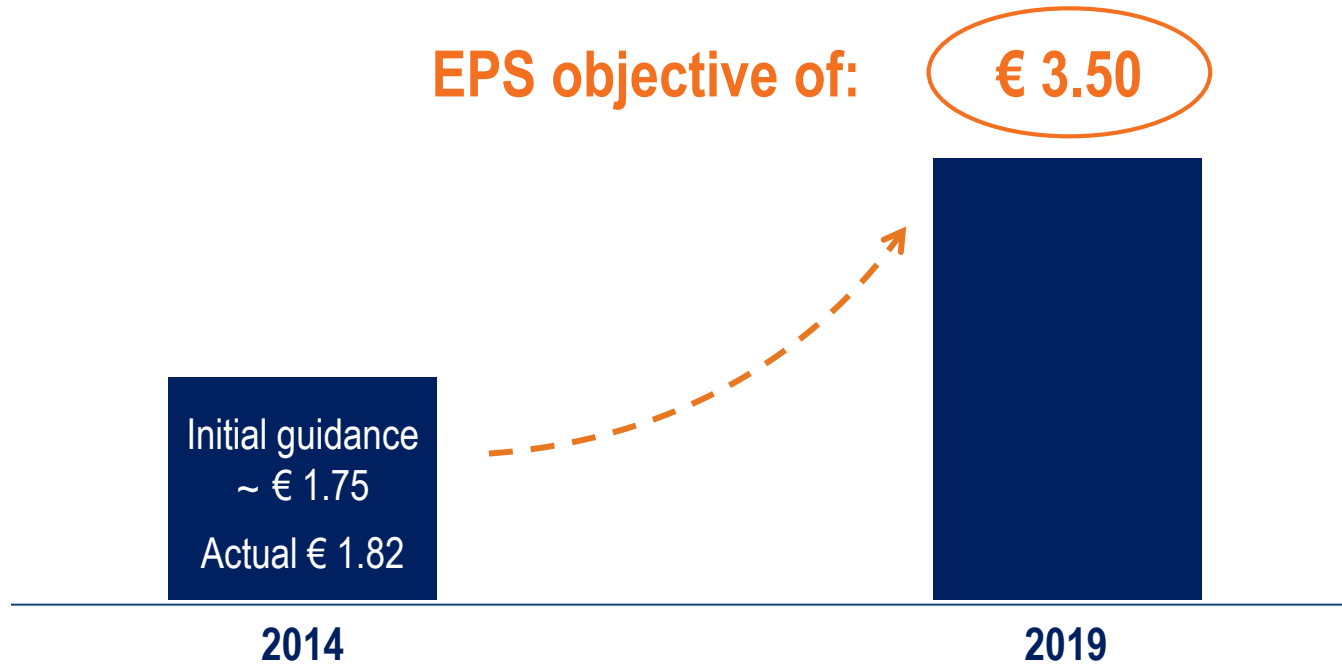
5. Cloud + Mobile



6. Acquisitions



2014-2019: Dassault Systèmes to Double EPS_{non-IFRS}



Proposed objectives non-IFRS

	Q3 2017	FY 2017
Revenue (M€)	760-775	3,240-3,265
Growth	+3-5%	+6-7%
Growth ex FX	+6-8%	+6-7%
Operating Margin	31-32%	~31.5%
EPS (€)	0.62-0.65	2.62-2.66
EPS Growth	-2% to +3%	+5-7%
€/\$ rates	1.15	1.12
€/¥ rates	130.0	125.9

- **FY17 new licenses** revenue up **8-10%** exFX implying **double-digit new licenses** growth exFX in H2
- **FY17 recurring** revenue up **~6%** exFX
- **FY17 organic operating margin** up **~50 basis points** exFX
- **FY17 tax rate** of **~33.5%**

