

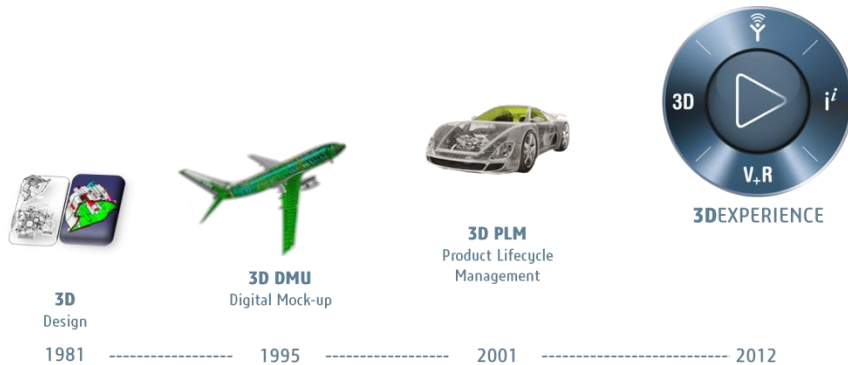


**3DEXPERIENCE®**

# Dassault Systèmes Presentation

Thibault de Tersant, Senior EVP, CFO

# Our Legacy : 30 years Passion – Innovation - Partnership



10/15 Years Cycle  
25 Years' Architecture Lifetime

**TRANSFORMING** requires:

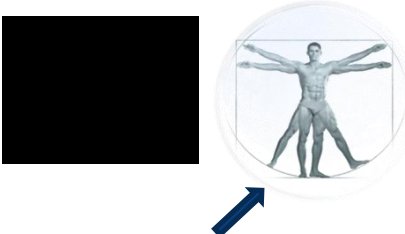
- 1- Strong catalyst
- 2- Culture / People
- 3- Innovation with Science & Imagination

# Our Purpose

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



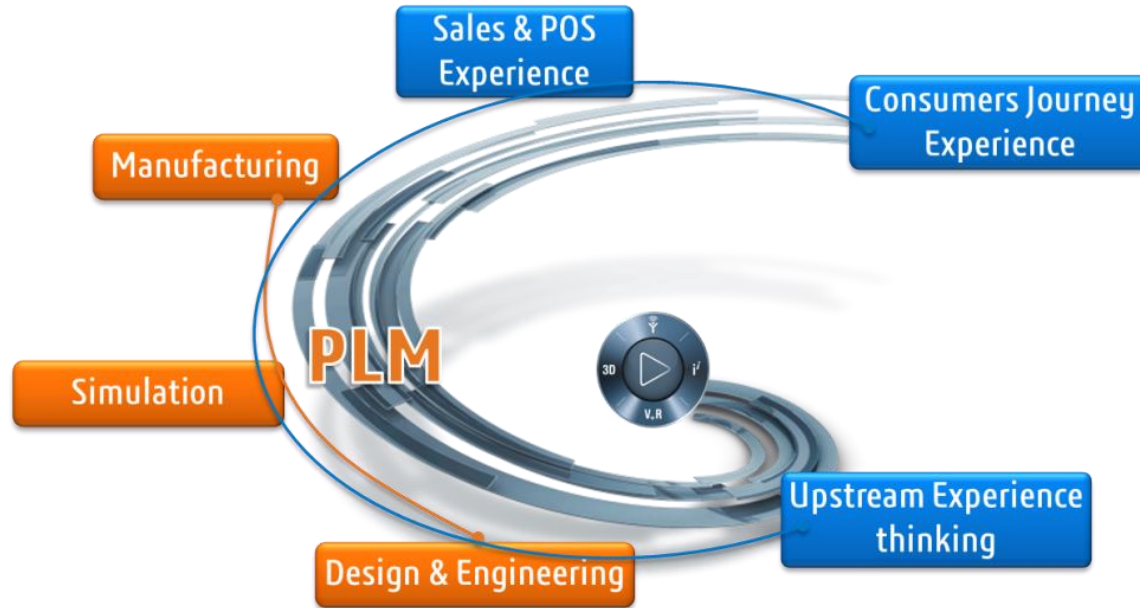
# BIOVIA | Virtual BioSphere and Materials



+



# 3DEXPERIENCE Platform Enables Digital Continuity

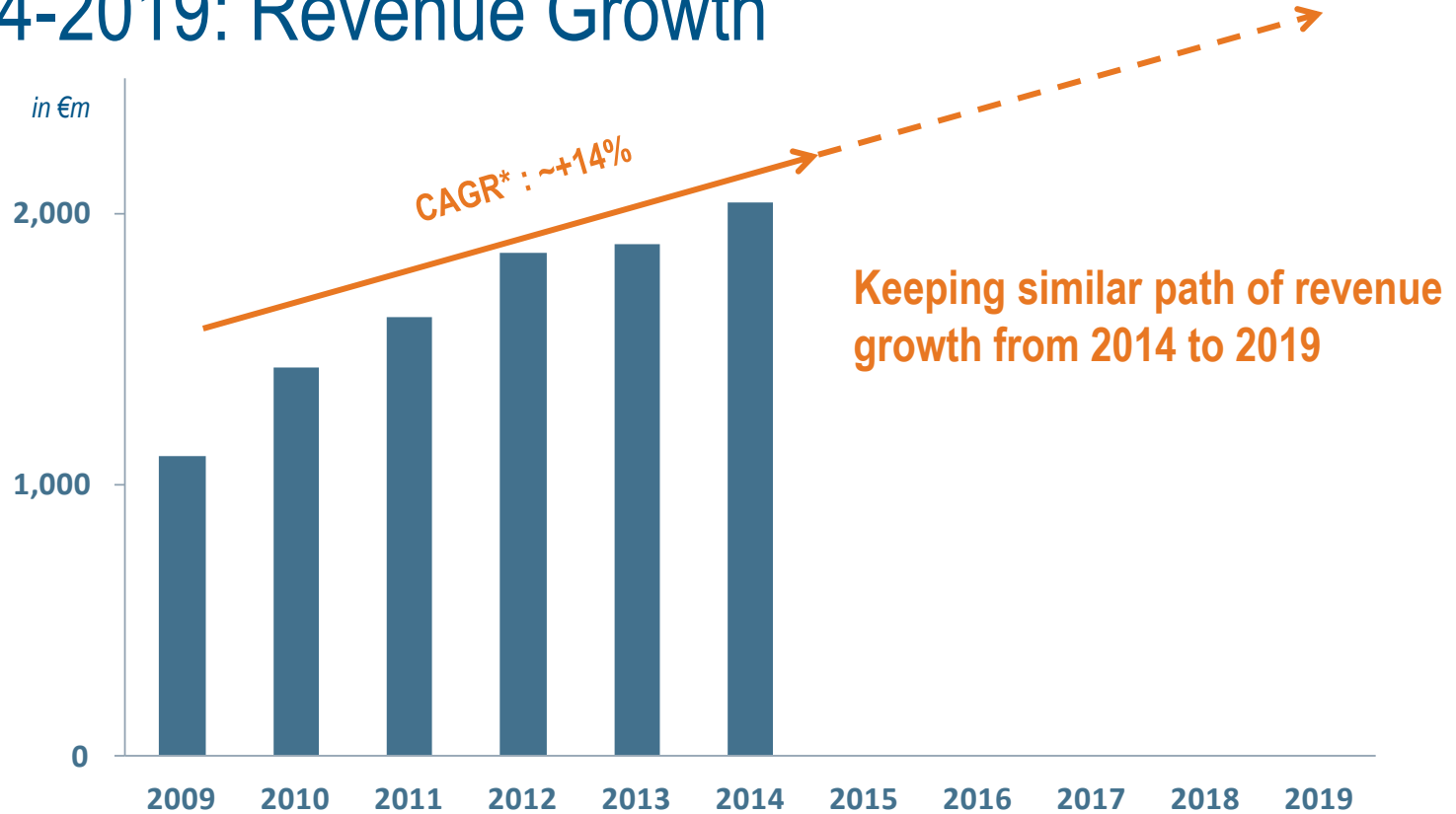


# The 3DEXPERIENCE Company



- **Multi-discipline approach**
- **Business platform** searching, integrating and dash boarding all relevant data
- Breakthrough in **ease of collaboration**
- **Simple provisioning** of DS applications
- Powering **Industry Solution Experiences**

# 2014-2019: Revenue Growth



# 2014-2019: Dassault Systèmes to Double EPS\* non-IFRS

EPS objective of:

€ 7.00



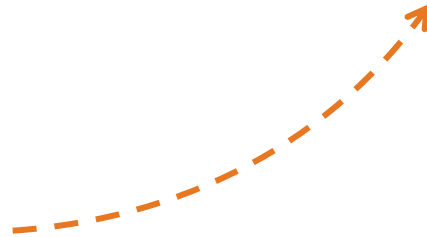
€ 3.50

reflecting 2-for-1 stock split  
effected in July 2014

€ 3.45-3.50



2014 Guidance



2019

\*Assuming the following currency rates:  
- €/US\$: 1.37  
- €/JPY: 140



# Q2 2014 Highlights

- Delivering **software revenue growth acceleration** with:
  - **CATIA & SIMULIA** showing strong performance
  - Investments done in **sales channels** paying off
- Continuing to strengthen **Brands**
  - Introducing **BIOVIA** for **Scientific Innovation**
  - Complementing **SIMULIA** with **Simpack** acquisition for **Multi-Body Simulation**
  - Complementing **DELMIA** with **Quintiq** proposed acquisition for **Global Business Operations Planning**
- Advancing our **Social Industry Experience** strategy
- Reconfirming **FY14 guidance** and adding **Simpack** acquisition

# Q2 2014 Performance Non-IFRS

- Delivering **software revenue growth acceleration** with **organic software revenue growth** up **7%** exFX in Q2 and **5%** in H1
- **Currency** depreciation hiding **EPS** progression, up **13%** exFX in Q2 and **10%** in H1

€ millions	Q2 14	H1 14
Revenue	570.1	1072.9
Growth	+9%	+6%
Growth exFX	+15%	+12%
Software Revenue Growth exFX	+13%	+9%
Operating Margin	28.5%	28.1%
EPS (€)	0.85	1.58
EPS Evolution	+2%	-2%

# Proposed objectives Non-IFRS

	Q3 2014	FY 2014
Revenue (M€)	560-570	2,290-2,300
Growth	+13-15%	+10-11%
<b>Growth ex FX</b>	<b>+16-18%</b>	<b>+14-15%</b>
Operating Margin	28-29%	~29.5-30%
<b>Operating Margin Growth</b>	<b>-4 to -3 pts</b>	<b>~-2 pts</b>
EPS (€)	0.83-0.88	~3.50
<b>EPS Growth</b>	<b>-6% to +0%</b>	<b>stable</b>
EPS (€) after 2-for-1 stock split*	0.41-0.44	~1.75
€/\$ rates	1.35	1.36
€/¥ rates	140	140

- ▶ Targeting FY revenue growth up **+14-15%** ex FX with double-digit new licenses revenue growth
- ▶ Focusing on FY organic margin improvement by **~+150 basis points** to partly offset dilution from acquisitions & currencies depreciation
- ▶ Targeting FY EPS growth of **~+8%** excluding currencies impact

\* EPS reflecting 2-for-1 stock split effected in July 2014

