

Capital Markets Day 2016

June 10, 2016 - Expanding with SOLIDWORKS



3DEXPERIENCE®

Gian Paolo Bassi
SOLIDWORKS CEO

SOLIDWORKS Key Facts

Licenses Sold 3M

2015 Revenues € 570M

Customers 200,000+

Solution Partners 700+

Resellers 350+



Our Mission

MAKE GREAT **DESIGN** HAPPEN

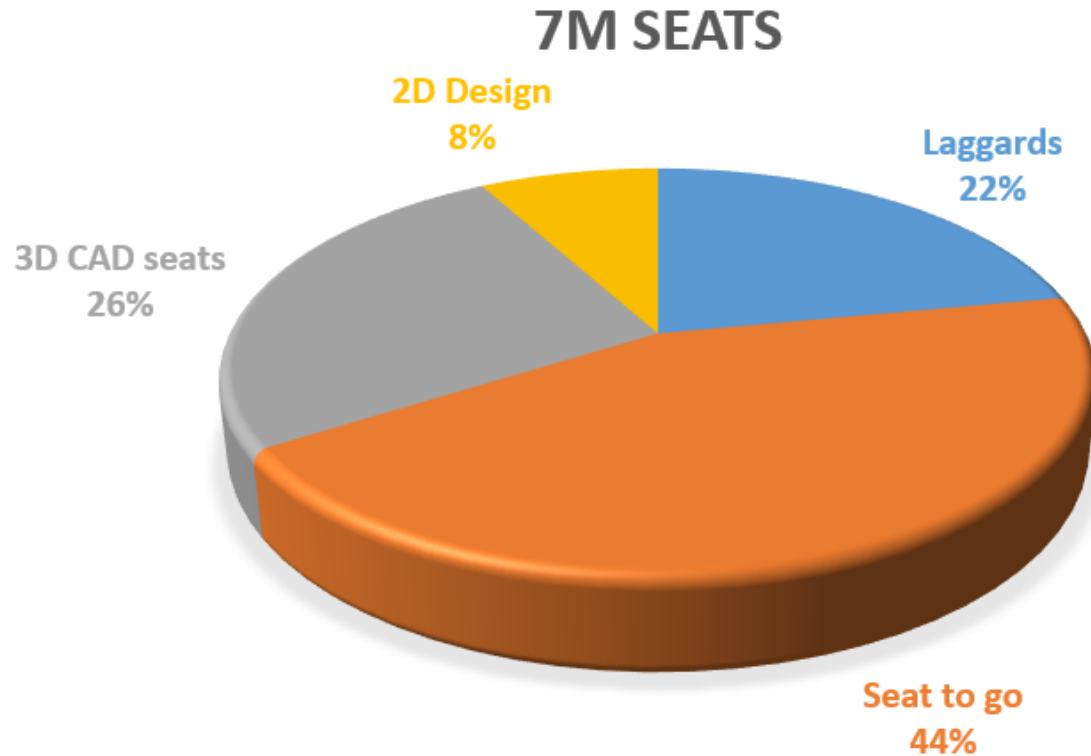
Powerful, reliable, easy to use **design** technology

A global community of **design** experts

Passion to help our customers create successful **designs**



Mechanical CAD: Addressable Market & Industries Opportunities



Expanding Footprint in Industries

Grow



Grow++



The world is changing

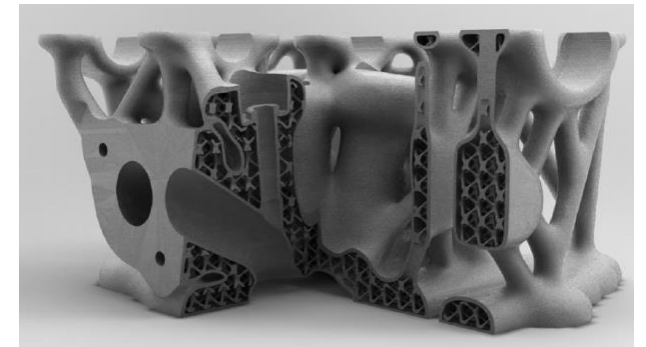
1 Demand for Smarter, More Innovative Products – IoT



2 Waves of Internet Evolution – Ubiquitous



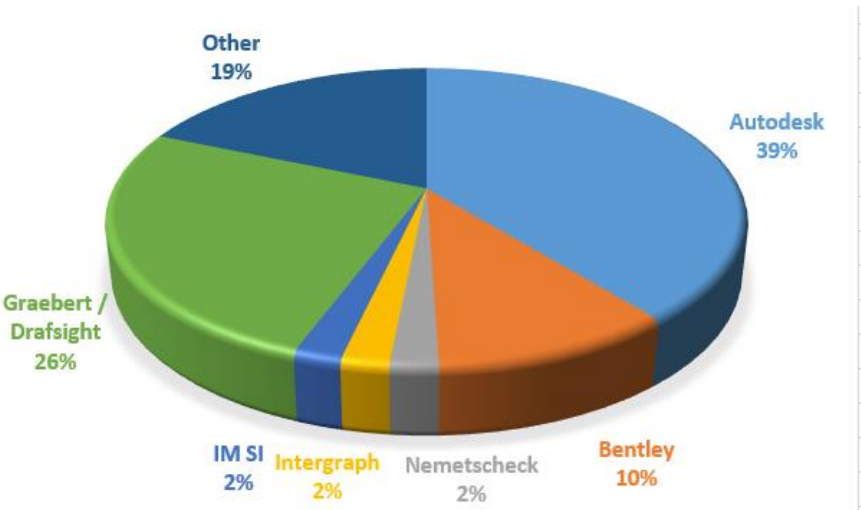
3 Digital Manufacturing Revolution



Three waves of Growth Strategy



Building on what we already do



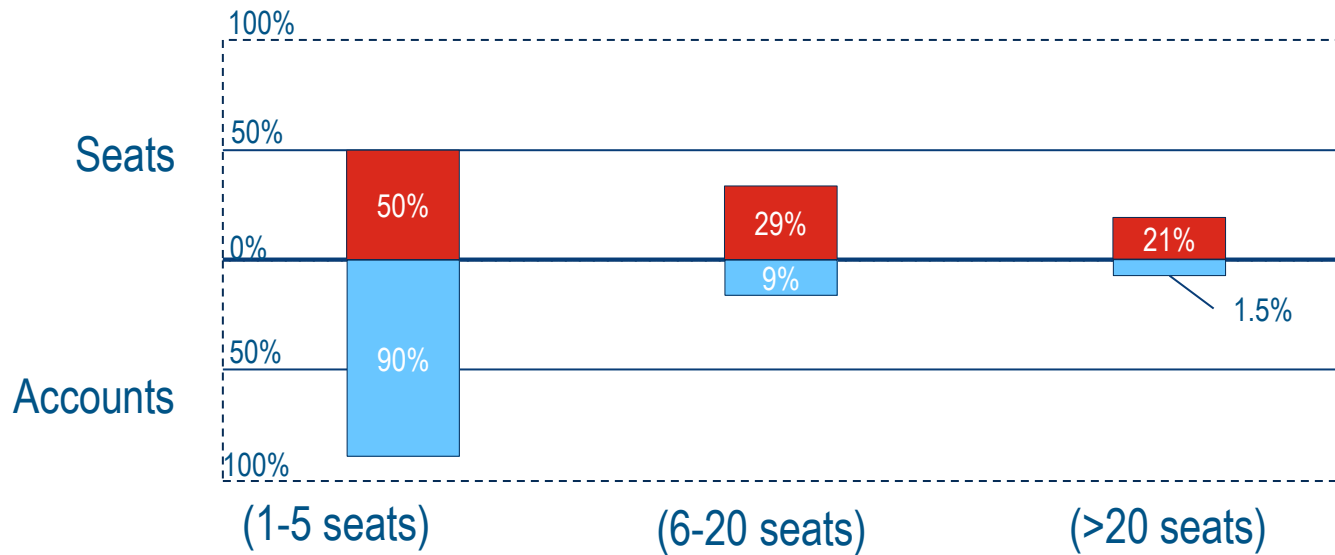
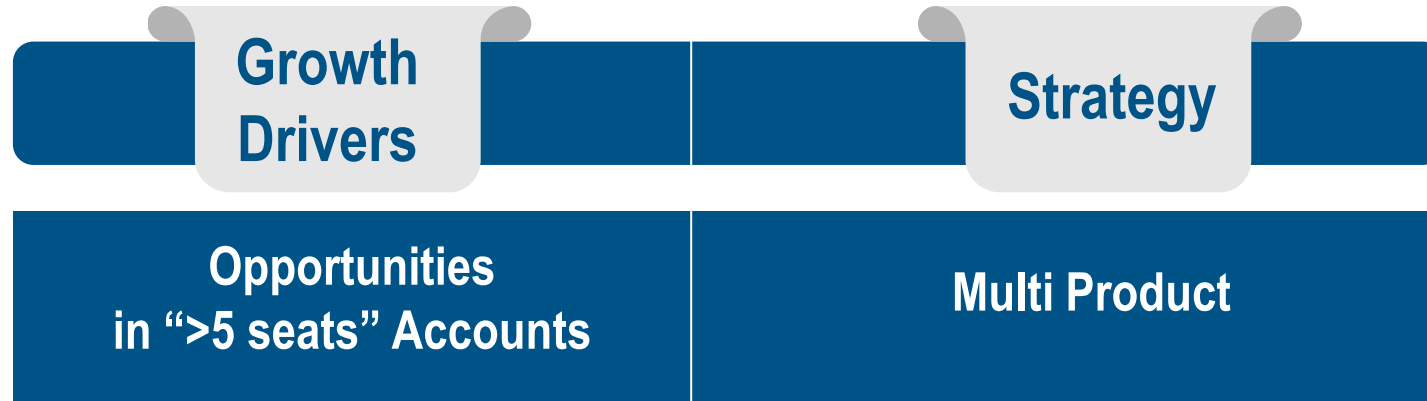
2d Market Share

<ul style="list-style-type: none"> 2D-3D Adoption Still more than 50% of companies on 2D 	<ul style="list-style-type: none"> SOLIDWORKS value proposition DraftSight (engage early)
<ul style="list-style-type: none"> 3D-3D Migration 	<ul style="list-style-type: none"> New suite of best in class translators Native connectivity Conversion Best practices Focused Marketing/Segmentation

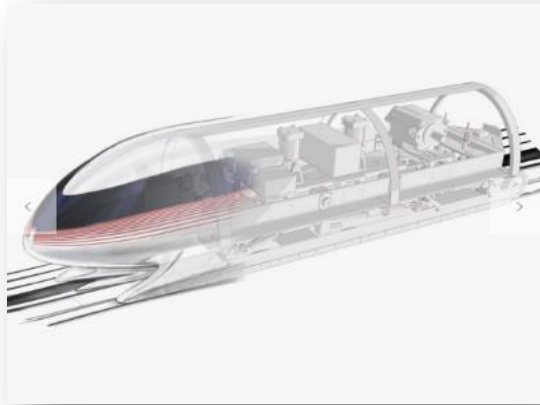
flex.
www.flextronics.com

PTC displacement
123 licenses

Building on what we already do



Building on what we already do



l'Institut de Technologie du Cambodge



Growth Drivers

- New Business formation

- Large and engaged SOLIDWORKS community

Strategy

- Focus on Education
- Program for Entrepreneurs
- SOLIDWORKS in the Makers space
- SOLIDWORKS in Emerging Countries

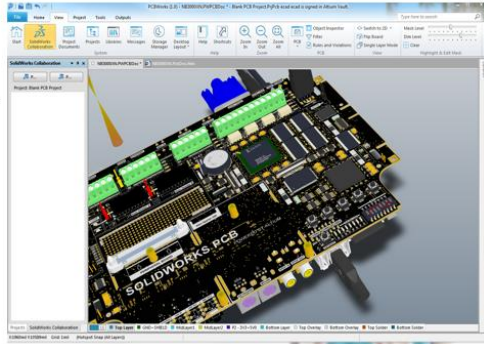
- MySOLIDWORKS Content and Services
- UBER For Engineering Connecting students with Employers

Capturing Emerging Possibilities

SOLIDWORKS PCB Design Powered by Altium

Altium LLC
Signature
Name: *Aran Mirkazemi*
Title: *Chief Executive Officer*
Date: *01/08/2016*

Dassault Systèmes
SolidWorks Corp.
Signature
Name: *Gian Paolo Bassi*
Title: *Chief Executive Officer*
Date: *01/11/2016*



Timeline
Launch May 1-2016

Perpetual

Perpetual license with maintenance for years to come!

Term License

Lower upfront cost, flexible and scalable licensing options!

OnLine Trials

Your favorite CAD ecosystem on any device!

Growth Drivers

Product Eco-systems

New Business Models

Strategy

SOLIDWORKS Electrical

SOLIDWORKS PCB

Upcoming: Plant Design Fluid Schematics

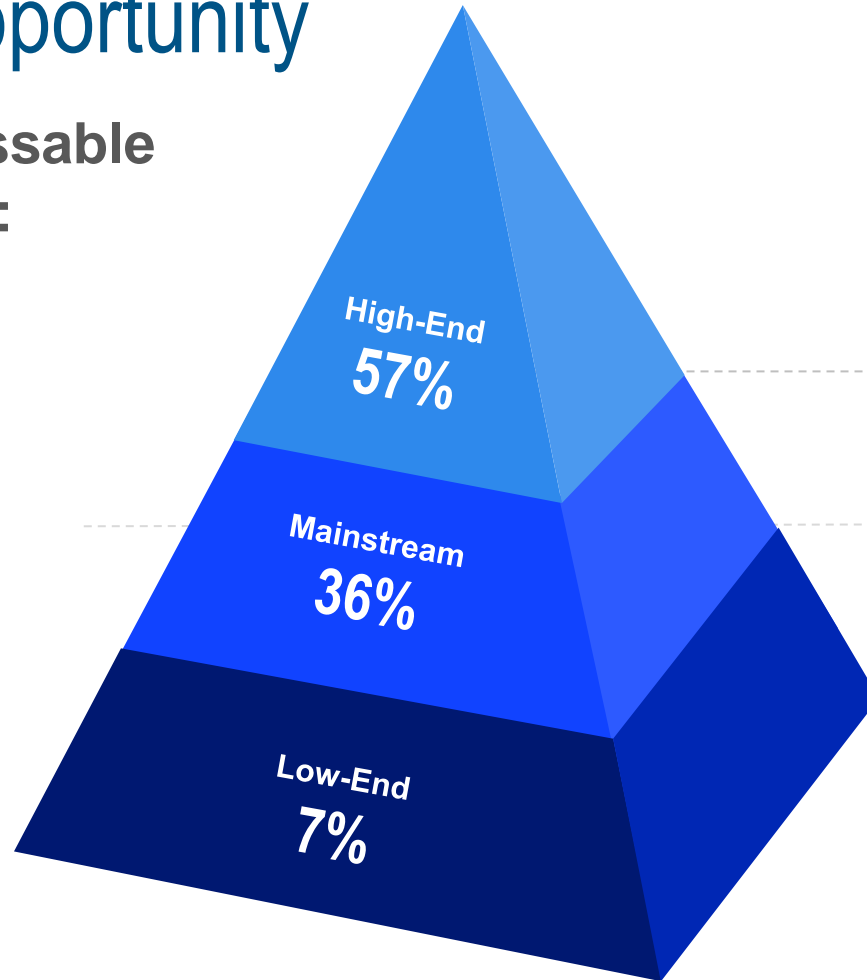
Term License

Pay Per Use

Capturing Emerging Possibilities

PCB Market Opportunity

Total Addressable
Market:
\$750M



Altium
Designer.

DS SOLIDWORKS | PCB
Powered by **Altium**.

Altium
CIRCUITSTUDIO

Altium
CIRCUITMAKER

Capturing Emerging Possibilities

Growth Drivers

Strategy

- Digital Manufacturing

- Model Based Definition

- 3D Printing

- Smarter Consumer Products

- End to End solution for the design of connected devices



Design and Build

3S SOLIDWORKS

+



Connect & manage



+



Analyze & Automate

3S EXALEAD
3S NETVIBES

Investing In New Technologies

Growth Drivers

Strategy

- Cloud

- 3D EXPERIENCE Platform Cloud Portfolio

2014

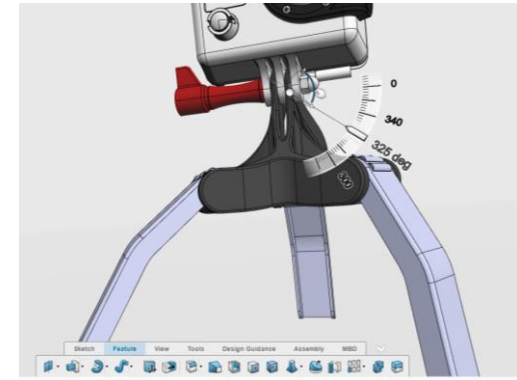
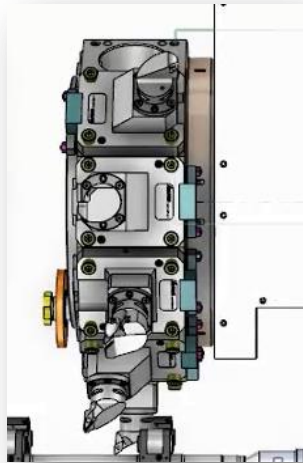
2015

2016

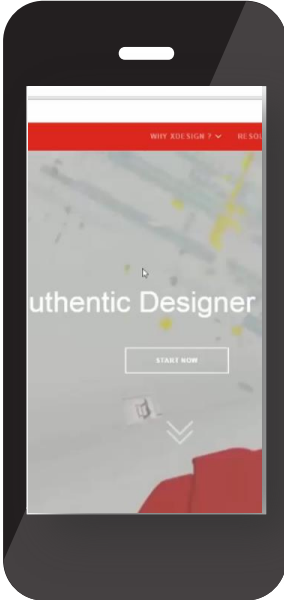
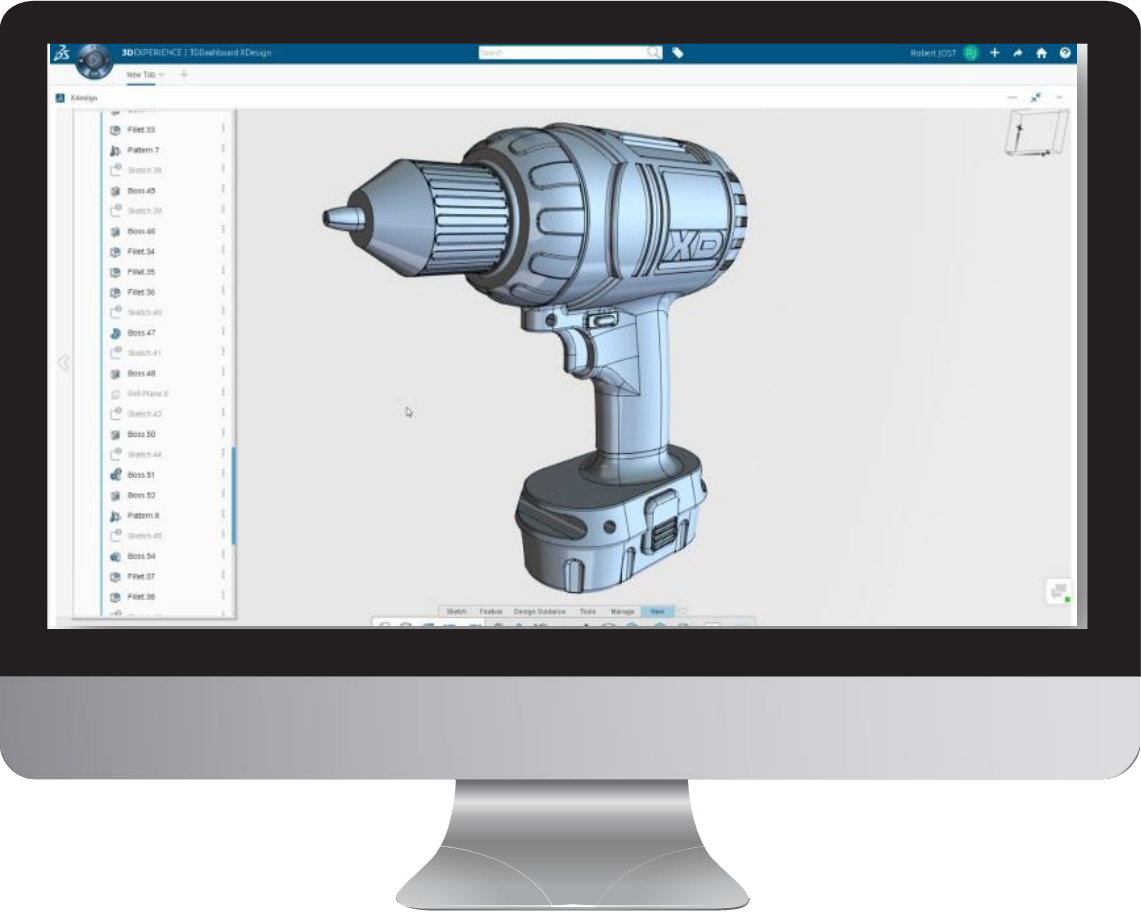
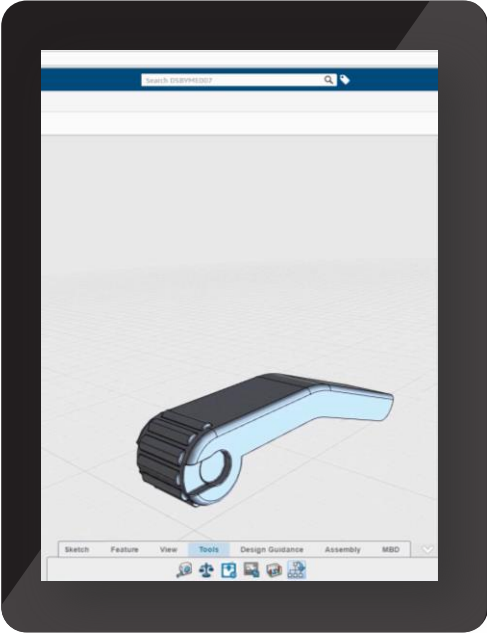
SOLIDWORKS Conceptual Designer

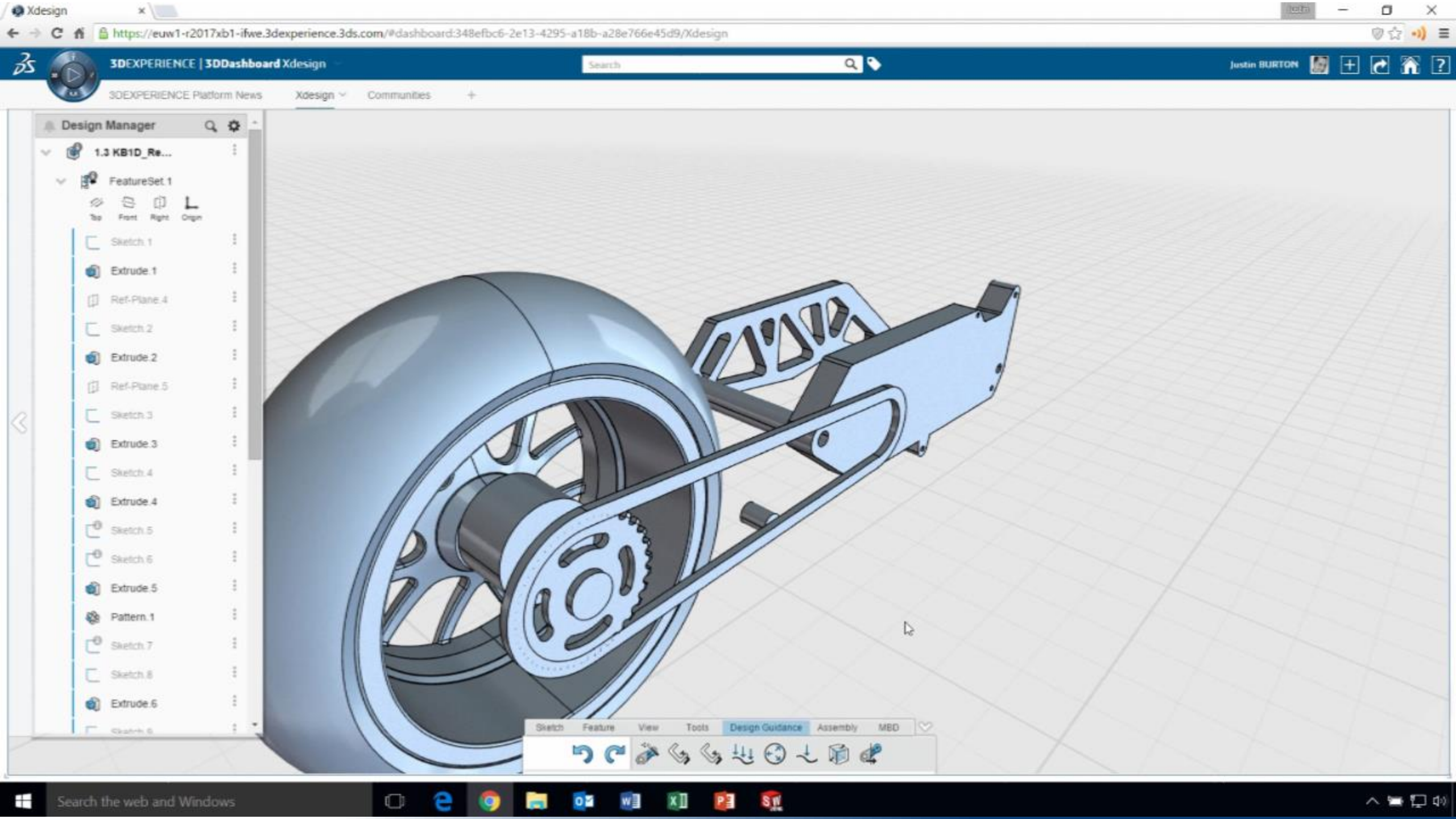
SOLIDWORKS Industrial Designer

SOLIDWORKS Xdesign
3DDrive



3DEXPERIENCE Xdesign – a new category of Apps

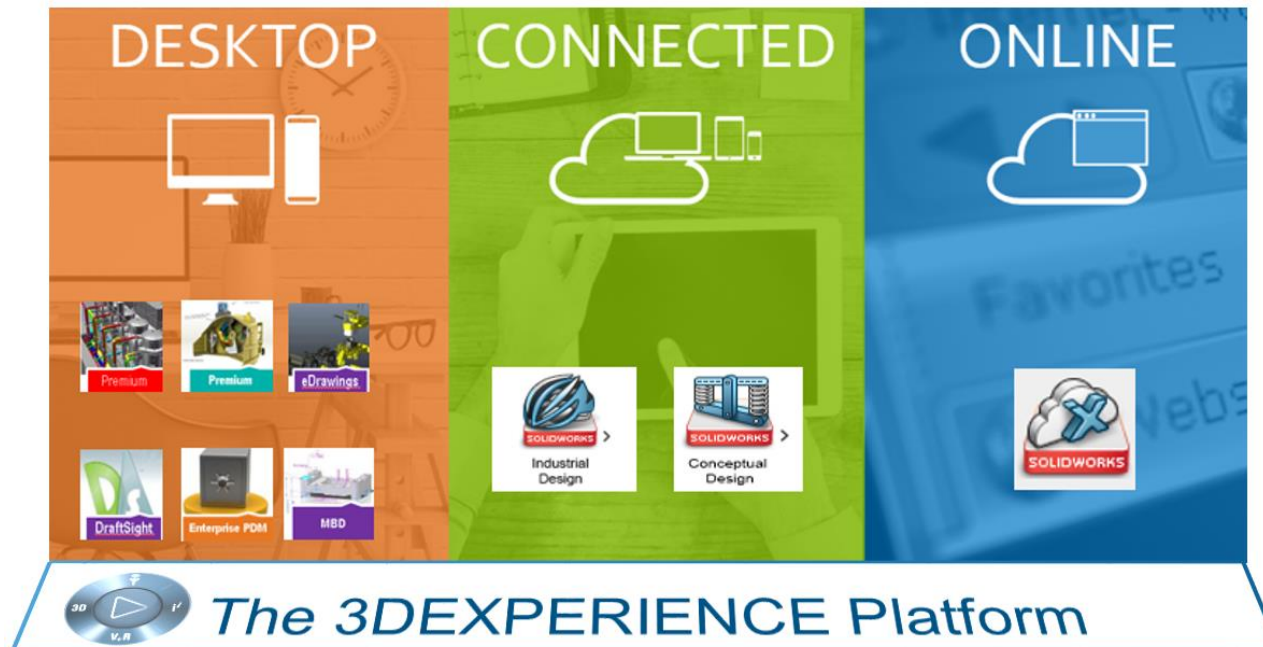




Summary

Design-focused Product Strategy

Multi-pronged Growth Strategy



- ❑ Organic (2D to 3D, 3D to 3D)
- ❑ Adjacent opportunities
- ❑ 3D EXPERIENCE innovation



Thank you

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@gpbassi

#SOLIDWORKSisEveryWhere