Philippe LOEB
VP Home & Lifestyle and
CPG-Retail
Dassault Systèmes

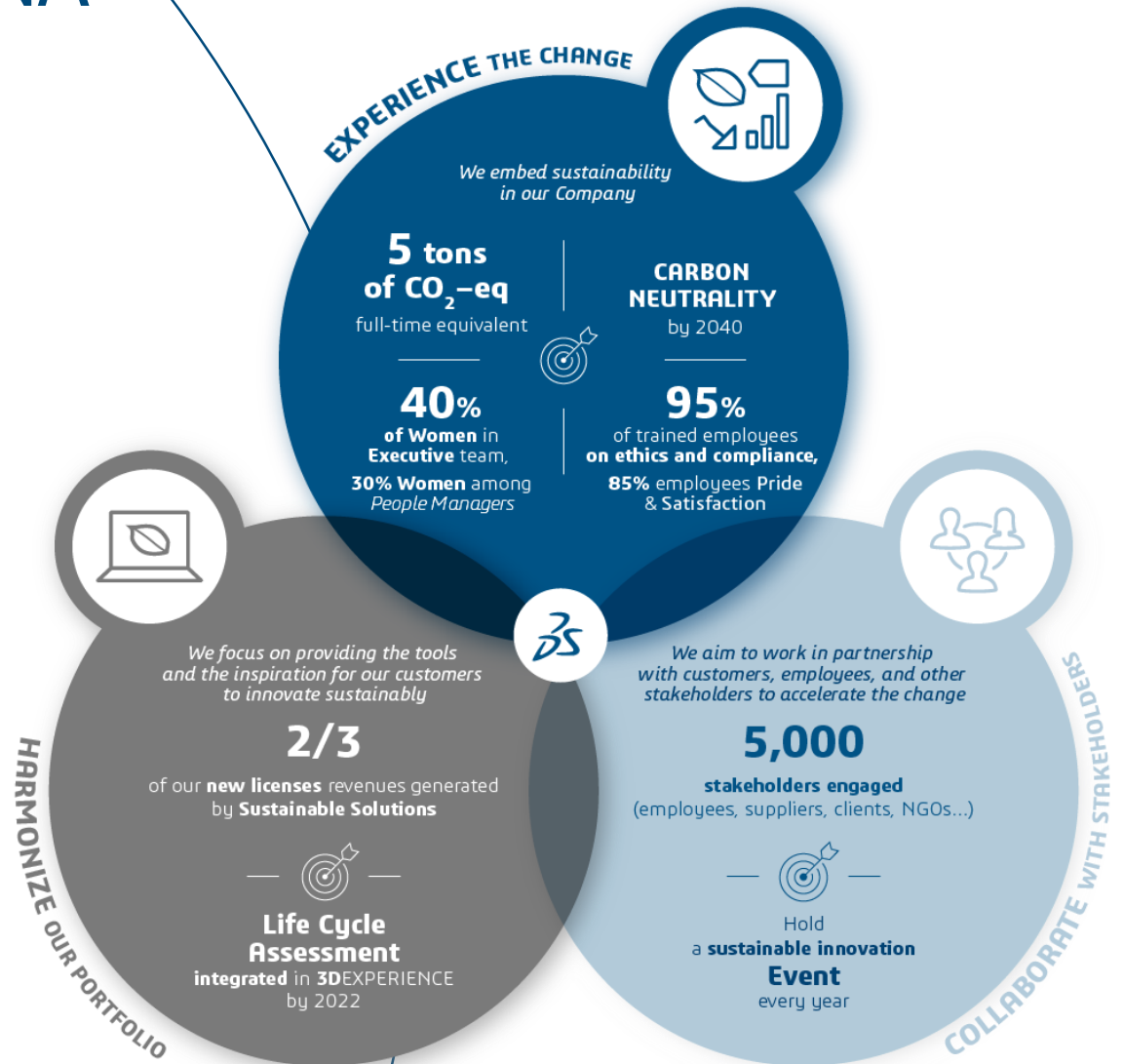Berenberg European Conference 2022

December 6th

Our purpose

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

Sustainability is part of our DNA

Our Sustainability Compass guides us, while our governance processes maintain a high level of accountability within our organization on the topic of Sustainability.

EXPERIENCE THE CHANGE

We embed sustainability in our Company

5 tons of CO_2-eq
full-time equivalent

CARBON NEUTRALITY
by 2040

40%
of Women in **Executive** team,
30% **Women** among *People Managers*

95%
of trained employees **on ethics and compliance,**
85% employees Pride & Satisfaction

HARMONIZE OUR PORTFOLIO

We focus on providing the tools and the inspiration for our customers to innovate sustainably

2/3
of our **new licenses** revenues generated by **Sustainable Solutions**

Life Cycle Assessment
integrated in **3D**EXPERIENCE by 2022

COLLABORATE WITH STAKEHOLDERS

We aim to work in partnership with customers, employees, and other stakeholders to accelerate the change

5,000
stakeholders engaged
(employees, suppliers, clients, NGOs...)

Hold a **sustainable innovation Event** every year

Unless mentioned, all targets are by 2025

DASSAULT SYSTEMES

Our Heritage & Ambition

1981
3D
Design

1989
3D DMU
Digital
Mock-up

1999
3D PLM
Product Lifecycle
Management

2012
3DEXPERIENCE®
platform

2020
Virtual Twin
Experience
of **Humans**

3DEXPERIENCE®

3DEXPERIENCE®

3S DASSAULT SYSTEMES

our brand applications…
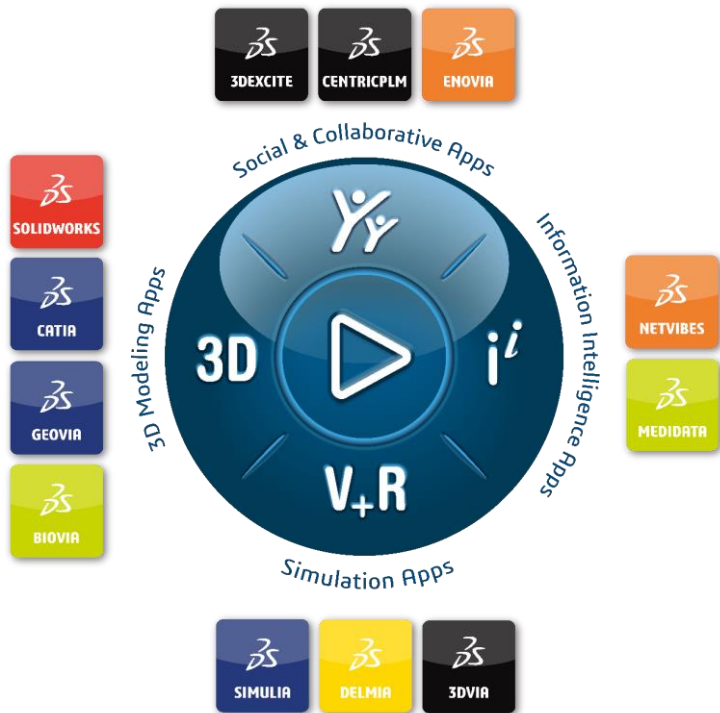
…for 11 industries

Today's focus

Consumer Packaged Goods - Retail

Transportation & Mobility

Home & Lifestyle

Aerospace & Defense

Cities, Public & Business Services

Marine & Offshore

Infrastructure, Energy & Materials

Life Sciences

Architecture, Engineering, & Construction

Industrial Equipment

High-Tech
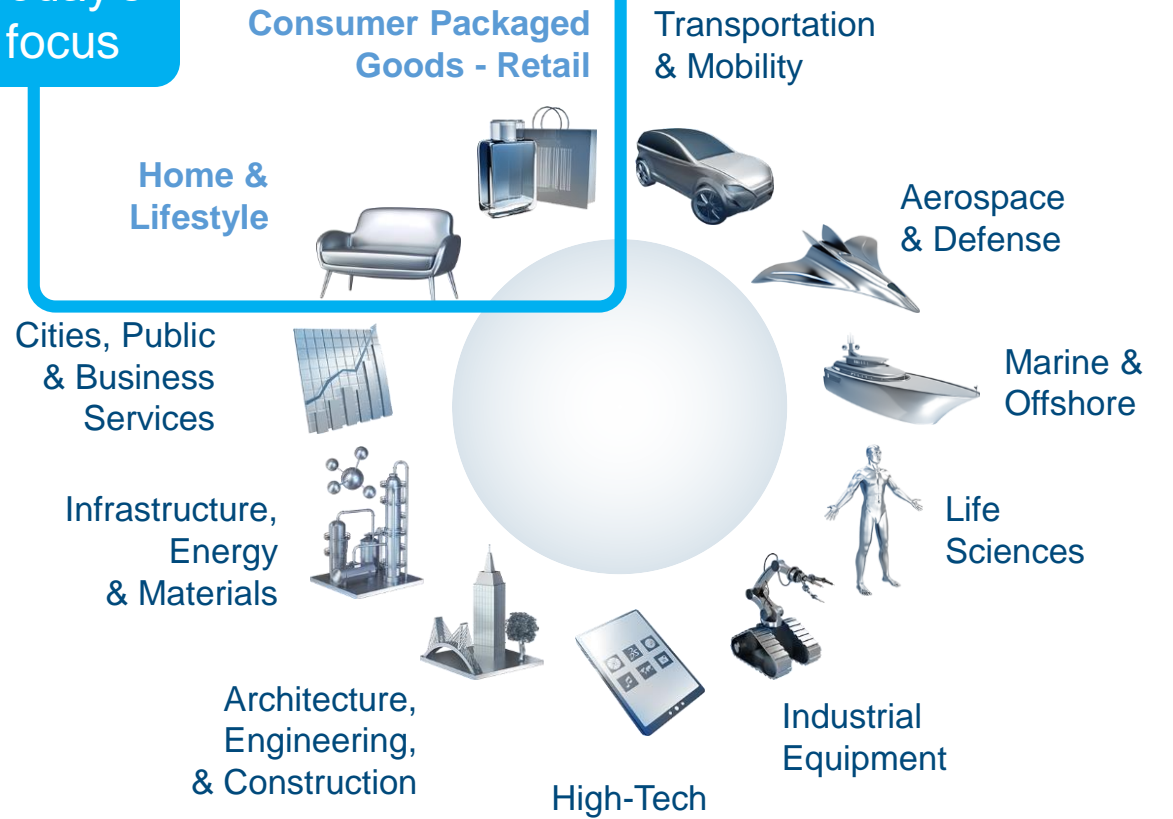
Our clients in consumer-driven Industries

Home & Lifestyle

50.000 customers

HILTI   swatch+   DURAVIT

Husqvarna   LIXIL   ROLEX

asics   Schmidt   GEBERIT

TOTO   crocs   DEVON 大有

CPG-Retail

8.000 customers

KraftHeinz   SMUCKER'S   Arla

Aboca   CLOROX   DAESANG

LOTTE   P&G Procter&Gamble   Aj AJINOMOTO

PEPSICO   L'ORÉAL   Ball

3DS DASSAULT SYSTEMES

Value creation with leaders of the CPG & Retail Industry

Metsä

Perfect Package

- Maximizing product performance while minimizing both carbon footprint and costs.
- Propose new packaging solutions 85% faster.

Arla

Perfect Formulation

- +2000 users (+50sites) across R&D, Product Supply, Quality and other disciplines to support the design and products development

ROQUETTE
Offering the best of nature™

Perfect Lab

- Increased innovation efficiency
- Eliminate 'Dark Data'
- Automated preparation and combination of data

PHILADELPHIA XL

- Optimize recipe in context of Production
- Improved ability to adapt to disruptions
- Managed all recipe complexity in less time

Perfect Production

L'ORÉAL PARIS
- "increased product traceability 10 times"

JUMBO

Perfect Logistics

- "Real-time insights to make the right logistics decisions swiftly, improve on-shelf availability and increase customer satisfaction"
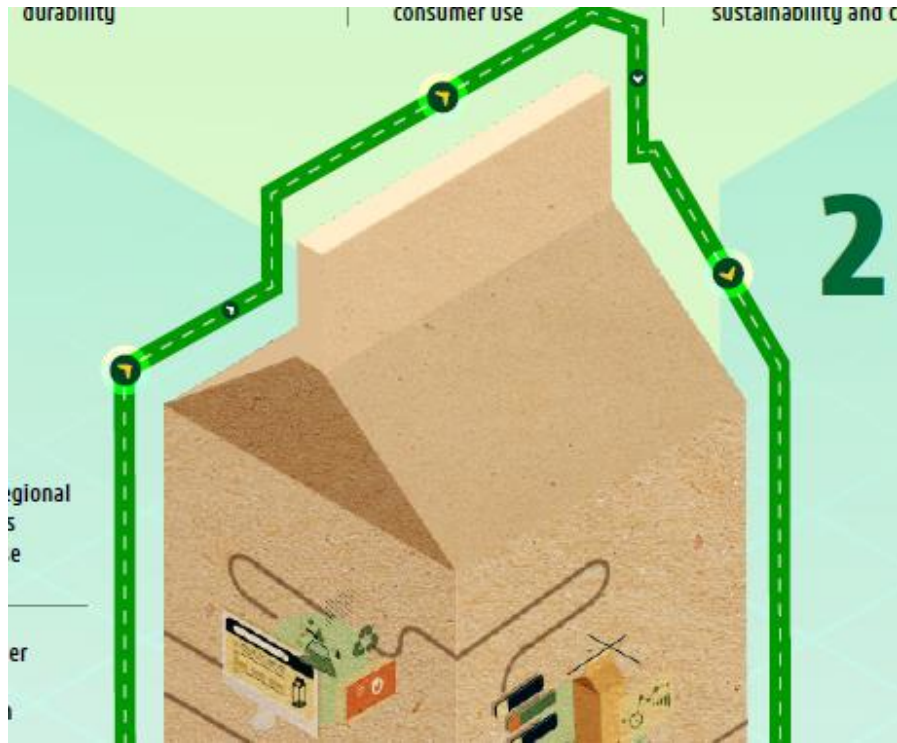
MEDIDATA

DANONE ONE PLANET. ONE HEALTH

- "Danone Captures the Best Quality Patient-reported Outcome Data Possible for Key Gastrointestinal Study"

Virtual Twin of Humans

LABORATOIRES URGO HEALTHCARE

- Production Twin for Regenerative skin cells

Perfect Product Staging

FERRERO

- Boost on-time, in-full (OTIF) rates by up to 10%
- Improve forward sales position by up to 50%

CREATE — PRODUCE — ADVOCATE — VALUE — USE — IMAGINE

Business

Consumers

DS DASSAULT SYSTEMES

Voice of our Customers: what do they ask us ?

SUSTAINABILITY

SCIENCE

SUPPLY

EXPERIENCES

SUSTAINABILITY, SUPPLY CHAIN, CYBER SYSTEMS AND SCIENCE-DRIVEN **VIRTUAL TWINS OF** …

The virtual twin of the package: a business reality
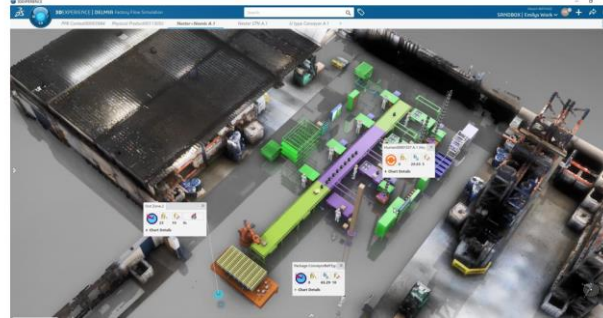

PepsiCo benefits
- Adherence to Sustainability Objectives
- Faster execution with Predictive Modeling for Packaging
- M$ Annual Benefit

Metsä Board

Designs options can be compared & contrasted to build a Sustainable recommendation

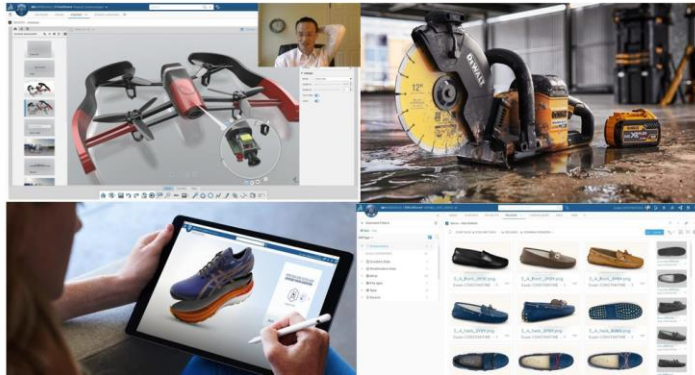## Virtual twin of the plant: extend and improve the physical world

Virtual Twin of Collections

Centric Visual Innovation Platform (VIP)

Virtual Twin of the Product – for sales & marketing experiences

Virtual Twins to react to Market Changes

Centric PLM acquisition of StyleSage for lightning-fast decisions regarding assortments and prices

- Cloud-based market intelligence
- AI-powered competitive assortment benchmarking, price and product trend insights.
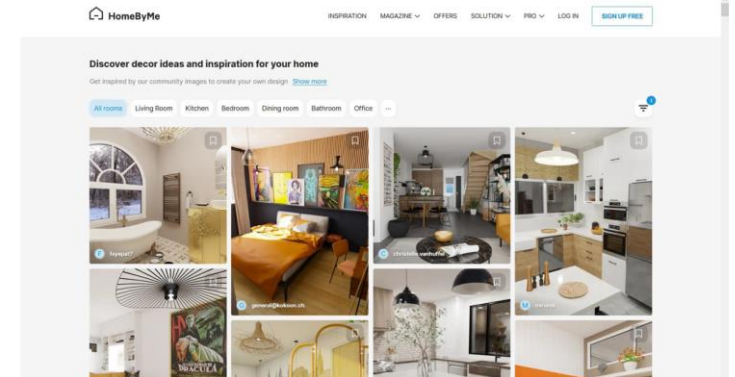- Unique product matching capabilities
- Best in class accuracy

Image-Based Recognition

High Quality Crawling
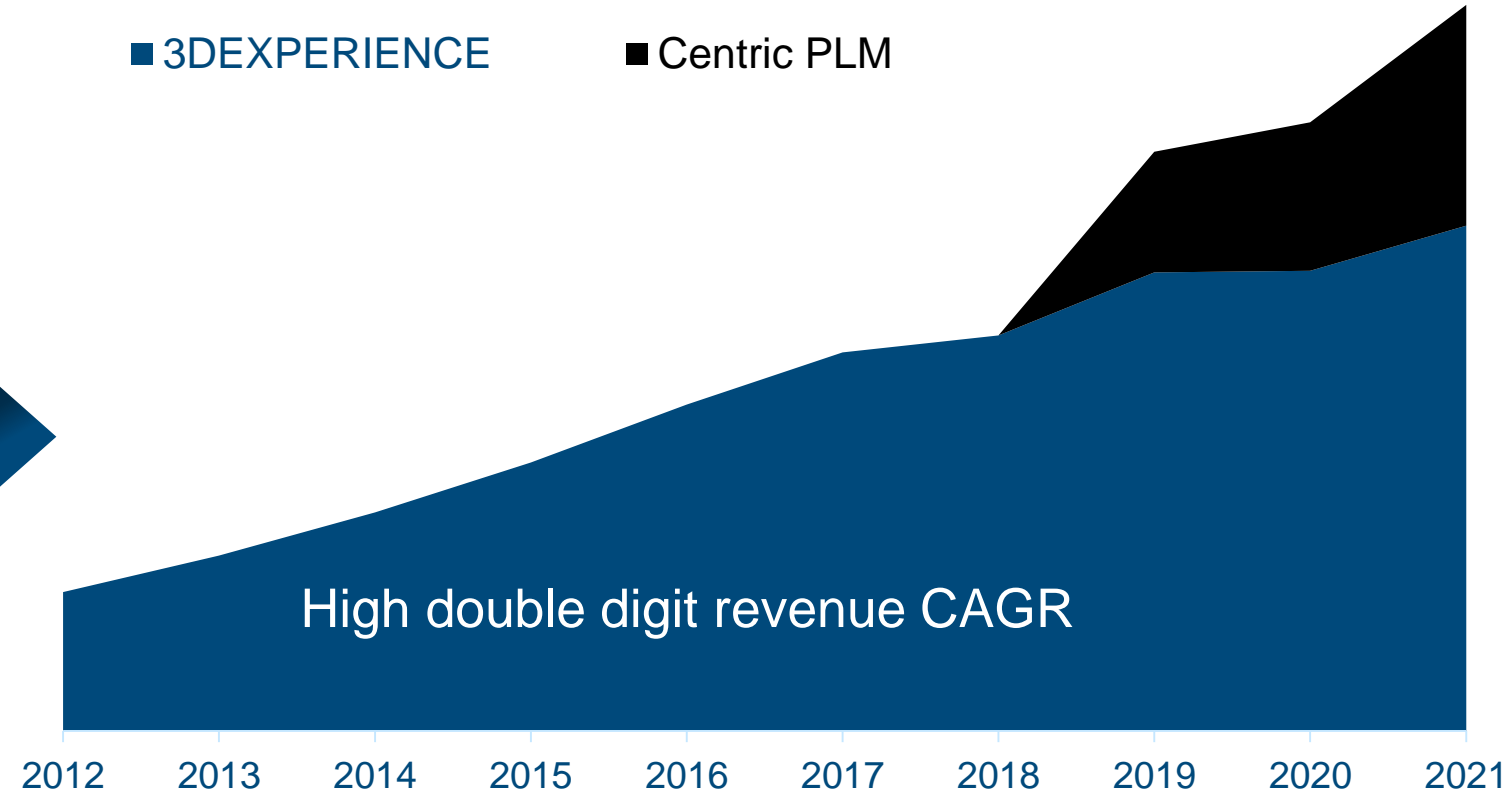
Attribute Tagging

Analytics

20M+ Virtual Twins of their Homes ! (+ 3.5M Kitchens ⬈)

DASSAULT SYSTEMES

Strong and Sustainable Growth in Consumer-driven industries

SUSTAINABILITY   SCIENCE   SUPPLY

VIRTUAL TWIN EXPERIENCES

EXPERIENCES

Home & Lifestyle

Consumer Packaged Goods - Retail

■ 3DEXPERIENCE   ■ Centric PLM

High double digit revenue CAGR

2012   2013   2014   2015   2016   2017   2018   2019   2020   2021

3DS DASSAULT SYSTEMES