



3DEXPERIENCE[®]

EXANE Tech Tour

Vélizy, March 14th, 2018

Olivier RIBET
VP Industries



Strong growth in Core industry

3 Innovation Lab

Fiat Chrysler Automobiles (FCA) Adopts 3DEXPERIENCE Platform



Fiat Chrysler Automobiles
Seventh largest automaker in the world

Business Values:
Unifying global design studios & combining artistic style and surface quality

- Enabling designers to harness **creative chaos** within the context of the broader customer experience
- Collaborating with **different disciplines** to bring this holistic experience to life
- **Shifting work views** while preserving **initial design intent**

Solution:

- 3DEXPERIENCE Platform with Drive Emotion Industry Solution Experience, which leverages CATIA applications

16  The 3DEXPERIENCE Company

MARITIME OFFSHORE GROUP Adopts 3DEXPERIENCE Platform



MARITIME OFFSHORE GROUP (MOG)
The Maritime Offshore Group is specialized in the design and development of innovative solutions for the offshore wind industry

Business Values:
"Our core business is designing offshore structures, not administering our IT. With the **3DEXPERIENCE platform on the cloud**, we don't need to make any additional IT investments. Moreover, we can rapidly apply changes to our designs to assess their cost impact. This is very important."

Emiko Reales Founder and Managing Director, MOG

Solution:

- 3DEXPERIENCE Platform on the Cloud

13  The 3DEXPERIENCE Company

BAE Systems Adopts 3DEXPERIENCE Platform



BAE Systems
Provides advanced, technology-led defense, aerospace and security solutions and employ a skilled workforce of some 83,400 people in over 40 countries

Business Values:
Transforming the way aircraft design and development is done through new processes and tools by

- Facilitating seamless collaboration between customers, partners and business functions
- Ensuring the right information gets to the right people at the right time, thus enabling intelligent business decisions to be taken

Solution:
A new systematic approach to aircraft design based on model based engineering and the 3DEXPERIENCE Platform

25  The 3DEXPERIENCE Company

DCNS Adopts 3DEXPERIENCE Platform



DCNS
World leader in naval defense solutions

Business Values:
Enhancing operational performance & competitive edge with multi-disciplinary collaborative innovation

- Seamless integration of complex systems (nuclear and conventional propulsion systems, radars, missiles, communications materials)
- Management of **extreme complexity** and high-level integration to provide clients, partners and supply chain with the most modern digital interface

Solution:
3DEXPERIENCE Platform with Designed for Sea, On Time to Sea, Optimized Production for Sea

31  The 3DEXPERIENCE Company

Dubai Airports Selects Quintiq



Dubai Airports
Owns and manages operation of both of Dubai's airports: Dubai International (world's number one airport for international passengers) & Dubai World Central (region's airport of the future)

Business Values:
Delivering **world class passenger experience**

- Enabling **integrated planning** of all **key resources**
- Providing full visibility of resource allocation to **fit specific airline preferences** and further **maximizing passenger flow**
- Handling **increasing traffic** without compromising passenger experience

Solution:

- QUINTIQ applications

11  The 3DEXPERIENCE Company

3DEXPERIENCE Platform: 10,000 Users at Renault



RENAULT
Global manufacturer of three million vehicles annually

Business Values:
"Our 'NewPDM' program is key for engineering digital acceleration of Groupe Renault. The **major business transformation**, done with Dassault Systems' support, represents a clear **performance breakthrough** for the development of the future range of our three brands, Renault, Dacia and Renault Samsung Motors."

Gaspard Garçon Abellan, Executive Vice President Engineering, Groupe Renault

Solution:
3DEXPERIENCE Platform with Digital Core, Design Industry Solution Experience (including ENOVIA, CATIA, SIMULIA, DELMIA) to lower risks and costs associated with new products introduction

24  The 3DEXPERIENCE Company

Strong growth in Core industry

SCANIA Adopts 3DEXPERIENCE Platform



SCANIA
Leading manufacturer of heavy trucks and buses. Part of Volkswagen Truck and Bus subsidiary.

Business Values:
"Scania's **renewed product cycle** requires a comprehensive repository of designs that can be joined together in building the applications of the customer's choice. The 3DEXPERIENCE platform will help **improve efficiency** by **lowering the number** of our vehicles. It will also **enable rapid delivery** from **concept to manufacturing** throughout our unique virtual product development processes. Michael Ibel, Engineering Director, Scania. Ramp-up starting in **2018**.

Solution:
• 3DEXPERIENCE Platform with **Modular Global & Secure Industry Solution Experience**

7  The 3DEXPERIENCE Company

Bureau Veritas and DS Partner to Drive Digital Transformation for Marine and Offshore Companies



Bureau Veritas
Global leader in Testing, Inspection and Certification (TIC) Maritime Division: 10% of Bureau Veritas Revenue – 2,000 employees

Business Values:
• Increasing **competitiveness** providing **innovative solutions** to meet standards and regulations
• Enabling **continuous assessment** throughout the lifetime of ships and offshore platforms
• First steps in the **digital transformation** of Bureau Veritas: moving from a document-based to an **experience-based certification approach**

Solution:
3DEXPERIENCE Platform with **Designed for Sea**

30  The 3DEXPERIENCE Company

Faurecia Uses 3DEXPERIENCE Platform from Engineering to Digital Manufacturing



Faurecia
Global automotive equipment supplier providing automotive seating, interior systems and clean mobility.

Business Values:
3DEXPERIENCE Platform supporting development of **Automotive ecosystem** for engineering and digital manufacturing
• Enabling **digital continuum** from engineering to manufacturing planning, simulation & robotics
• **Reducing product and process identification**
• **Managing complexity** of growing product diversity
• **Improving efficiency** with a product/process approach

Solution:
3DEXPERIENCE Platform with **Modular, Global & Secure and Target Zero Defect Industry Solution Experiences** which leverage **CATIA, DELMIA, SIMULIA** and **ENOVIA** applications

15  The 3DEXPERIENCE Company

Ford Uses 3DEXPERIENCE Platform Immersive Virtual Reality Experience



Ford Motor Company
Third largest automaker in the world

Business Values:
Visitors to the Fordhub in New York City can virtually experience the Ford Mustang on the roof of the Empire State Building, echoing the iconic moment in 1964 when Ford put a physical Mustang on the top of the building
Offer a premium digital experience that creates **excitement and emotion** around the legendary Mustang
Leverage **shared content, generation and virtual reality** to spark consumer's imaginations and create a strong emotional **connection with a brand**

Solution:
• 3DEXPERIENCE Platform with **Virtual Garage Industry Solution Experiences** which leverages 3DEXCITE applications

17  The 3DEXPERIENCE Company

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 Experience Management** software
• Selecting **3DEXPERIENCE Platform** to connect virtual and real worlds
This decision was the result of a **virtual competitive selection process**
Ramp-up starting in **2018**

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

31  The 3DEXPERIENCE Company

Valmet Adopts 3DEXPERIENCE Platform



Valmet
Valmet is a leading supplier of services and technology to the pulp, paper and energy industries

Business Values:
• **Increase product share** by managing the right product portfolio
• **Win new bids and increase profitability** by proposing the right offers, on-time
• **Decrease costs** through maximized part reuse

Solution:
• 3DEXPERIENCE Platform with **Single Source For Speed Industry Solution Experience**

20  The 3DEXPERIENCE Company

Core Industry : the Boeing Example

Boeing Extends Use of Dassault Systèmes to Include 3DEXPERIENCE Platform



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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

Solid wins in Diversification Industries

Rockwell Collins Adopts 3DEXPERIENCE Platform



Rockwell Collins
Pioneer in the development and deployment of innovative aviation and high-integrity solutions for both commercial and government applications

Business Values:

- Improving **productivity** and **data security** for manufacturing and engineering employees across the enterprise.
- Managing **costs** for increasingly complex system development and manufacturing processes.
- Operating seamlessly on a **secure government cloud environment**.

Solution:

- 3DEXPERIENCE Platform with **Co-Design to Target Industry Solution** Experience, which leverages ENOVIA and EXALEAD applications.

 **DASSAULT SYSTEMES** | The 3DEXPERIENCE® Company

Bouygues Adopts 3DEXPERIENCE Platform




Bouygues
Bouygues Construction is a global player in construction, with operations in more than 80 countries. It designs, builds and operates projects in the sectors of building, infrastructure and industry.

Business Values:

- Accelerating the digital transformation of its construction project activities.
- Based on 3DEXPERIENCE Platform and with **EXALEAD**, **collaborating** information throughout the project lifecycle, **improving** productivity, and **streaming** it with all internal and external stakeholders.
- Enabling **better** operating methods through the use of more standardized processes.

Solution:

- 3DEXPERIENCE Platform

Important step towards **smart and sustainable cities**.

 **DASSAULT SYSTEMES** | The 3DEXPERIENCE® Company

Schindler Adopts 3DEXPERIENCE Platform for their Escalator Business




Schindler
Schindler develops, manufactures, installs, maintains and modernizes elevators, escalators, moving walks and travel management solutions for all kinds of buildings.

Business Values:

- Bringing together every engineering discipline to **reduce** complexity, **optimize** processes and **improve** productivity.
- Decreasing** project turnaround time and **increase** bid success.
- Reducing **total** cost and **development** time.

Solution:

- 3DEXPERIENCE Platform **with** the **Cloud** with **Single Source For Speed** Industry Solution Experience.

 **DASSAULT SYSTEMES** | The 3DEXPERIENCE® Company

3DEXPERIENCE Extended Across P&G to 18,000 Users



Procter & Gamble
One of the world's largest consumer packaged goods companies

Business Values:

- Connecting thousands of users to **data, colleagues** and **customers**.
- Accelerating and improving **packaging** design, product **formulation**, **requirements** management and **general** management.
- Reducing product **development** time by up to **20%** in the context of **lean** product lifecycle, fluctuating **costs** of raw materials and highly variable **customer** demand.

Solution:

- 3DEXPERIENCE Platform with **Perfect Product** and **Perfect Package** Industry Solution Experiences.

 **DASSAULT SYSTEMES** | The 3DEXPERIENCE® Company

Kengo Kuma & Associates Adopts 3DEXPERIENCE Platform




Kengo Kuma & Associates (KKAA)
Japan leading architecture firm

Business Values:

- Improving **design** speed, **accuracy** & **collaboration**.
- "Our team can access a single digital resource to **control** coordinate projects, **gather** resources, and make any necessary design adjustments. In the future, we plan to deepen this level of collaboration in order to manage multiple projects across office workloads while maintaining the high caliber of our designs." **Toshiki Meiji**, Chief of Design Division KKAA.

Solution:

- 3DEXPERIENCE Platform with **Smart and Sustainable Design** for Fabrication Industry Solution Experience.

 **DASSAULT SYSTEMES** | The 3DEXPERIENCE® Company

Eurasian Resources Group Adopts GEOVIA



Eurasian Resources Group, Kazakhstan
Six principal divisions: ferrous/steel, iron ore, other non-ferrous (copper and cobalt), uranium and aluminum energy. Location: www.erg.kz

Business Values:

- Optimizing mine exploitation.
- Developing accurate **3D geological models** of mineral deposits.
- Generating high level practical **plans** which can be expanded into detailed mine designs that account for **geomechanical** considerations.

Solution:

- GEOVIA

 **DASSAULT SYSTEMES** | The 3DEXPERIENCE® Company

Solid wins in Diversification Industries

Ericsson Adopts 3DEXPERIENCE Platform



Ericsson
World leader in communications technology. Providing hardware, software and services to enable transformation through mobility. 40% of global mobile traffic.

Business Values:

- Enabling digital transformation of business processes
- Providing seamless integration of IT, telecom, hardware and software to facilitate smart, connected software- and service-driven experiences.
- Fostering new processes of open innovation, reducing delays between ideation and go-to-market

Solution:
3DEXPERIENCE Platform with **Business Operation Excellence** leveraging ENOVIA applications

3D SYSTEMES | The 3DEXPERIENCE Company

Boticario Adopts 3DEXPERIENCE Platform



Boticario
The latest Boticario brands and stores can be found throughout Brazil & produce 30 million products every year

Business Values:

- Improving manufacturing processes, transparency, execution, control, traceability, quality & compliance
- Integrating processes and enhancing collaboration from laboratory to shipping
- Lowering production costs and increasing efficiency

Solution:

- 3DEXPERIENCE Platform with Perfect Production Industry Solution Experience leveraging DELMIA brand

3D SYSTEMES | The 3DEXPERIENCE Company

Latecoere Selects DELMIA



Latecoere
The Latecoere Group carries out design, development, manufacturing, and installation work in the field of aero structure, and interconnection systems

Business Values:

- Supporting reorganization of all industrial processes
- Improving vision thanks to the 3DEXPERIENCE team of the new highly robotized, ultra automated factory in Toulouse
- Visibility, control and synchronization across all manufacturing operations

Solution:

- DELMIA Digital Manufacturing Solutions
- DELMIA Aprio for Manufacturing Operations Management
- DELMIA Ortems for Advanced Planning and Scheduling

3D SYSTEMES | The 3DEXPERIENCE Company

JUMBO Supermarkten Selects QUINTIQ



JUMBO Supermarkten
Family owned, second largest food retailer in the Netherlands with a strong omni-channel strategy and ambition to expand to other countries.

Business Values


- Optimize internal chain Planning & Operations to achieve a level of optimized flexibility against the backdrop of growing customer demand for product choice and availability
- Minimize costs
- Maximize customer experience

Solution:

- QUINTIQ

3D SYSTEMES | The 3DEXPERIENCE Company

SAMSUNG Electronics Adopts ENOVIA & 3DEXPERIENCE



SAMSUNG Electronics (Semiconductor)
Samsung Electronics, leads the global market in high-tech electronics manufacturing and digital media through innovative, reliable products and services

Business Values:

- Reducing time-to-market for engineers by virtualizing an easy and fast development environment
- Efficient cost management by minimizing re-spin of IP
- Shortening time-to-market through easy collaboration between engineers and effective data management

Solution:
3DEXPERIENCE Platform with Silicon Thinking Industry Solution Experience based on ENOVIA

3D SYSTEMES | The 3DEXPERIENCE Company

Electrolux Selects DELMIA



Electrolux
Leading global appliance company. Through its brands (Electrolux, AEG, Avanti, Pigeon, Wellington, Zanussi...) it sells 60+ million household & professional products every year

Business Values

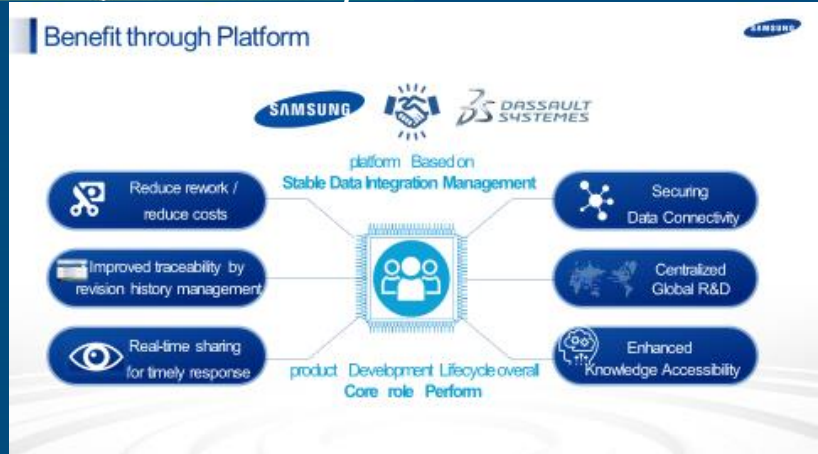
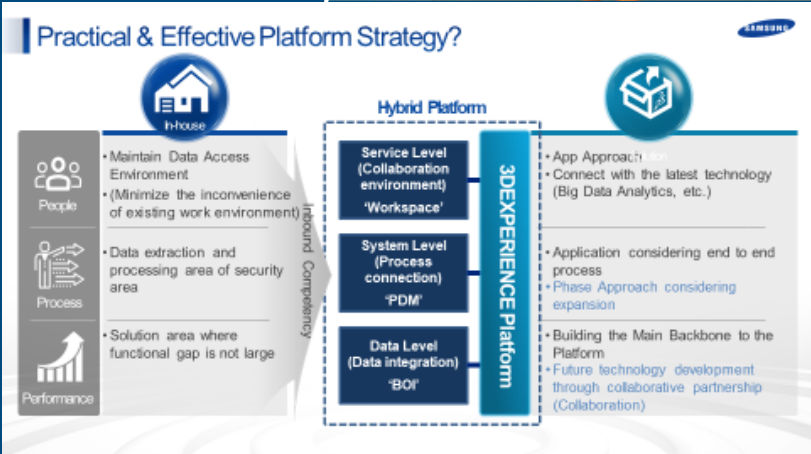
- Increase operational control in the factory to give global visibility
- Improve plant productivity and reliability
- Support Electrolux operational vision with precise, timely, relevant and visible solution

Solution:

- DELMIA Manufacturing Operations Management solution

3D SYSTEMES | The 3DEXPERIENCE Company

Diversification Industries : the Samsung Example



A PORTFOLIO OF INDUSTRY SOLUTION EXPERIENCES SERVING 12 INDUSTRIES



Cross-Industry initiative
as a source of new value creation

Connecting advanced technological capabilities
and **Intersecting** industries, scenarios and solutions



City

The ultimate convergence



Cobots

Augmented human experiences

Value Chain

From Supply to Value chains

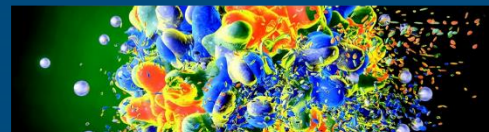


Cyber-Physical Systems

Mission-driven experience

Internet Of Experiences

Continuous experience improvement



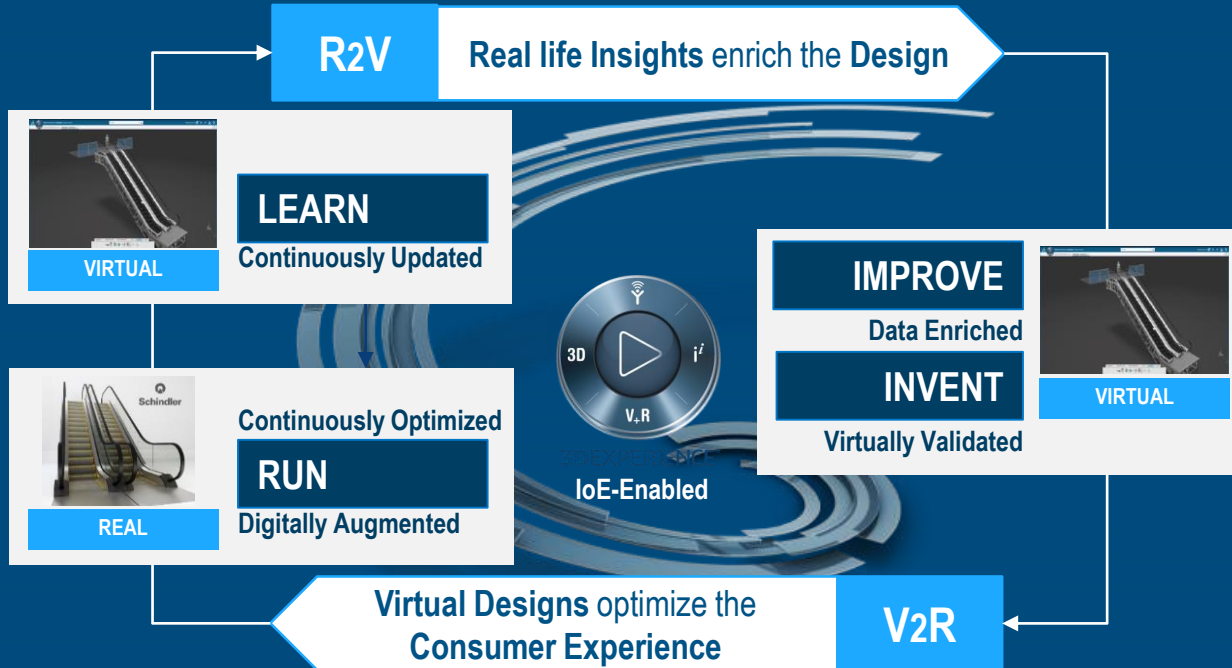
Materials

At the core of advanced innovation

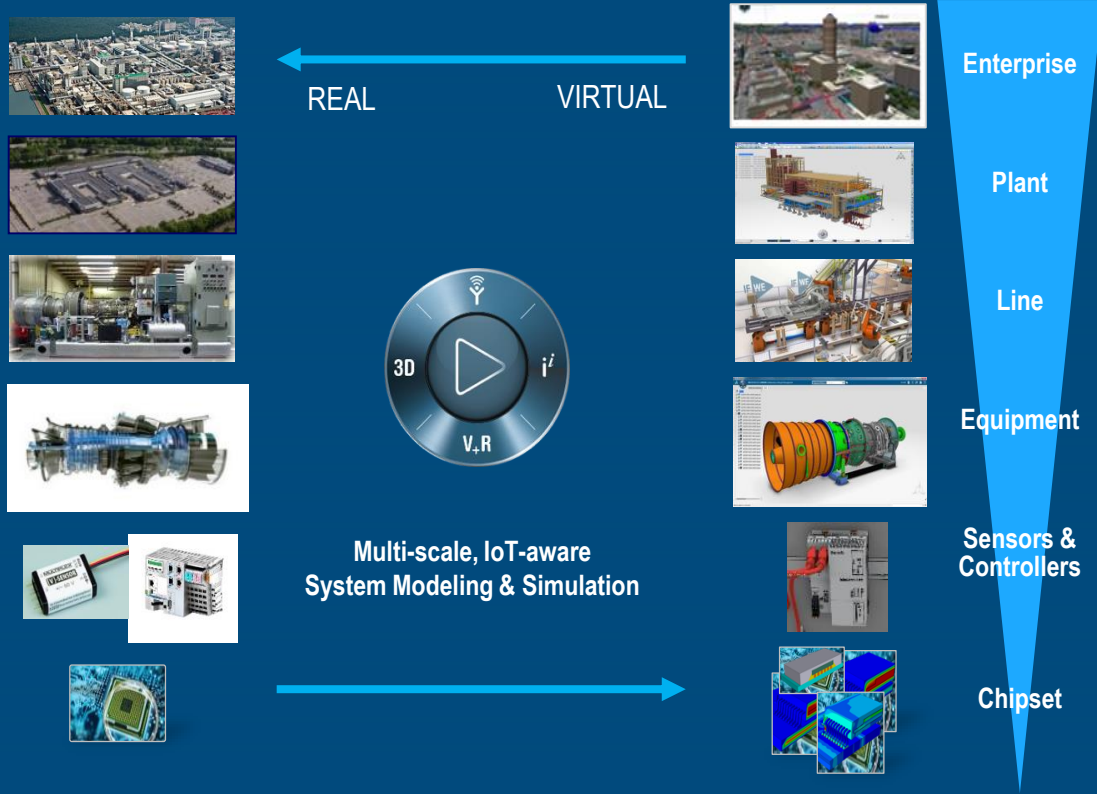
IoE | bringing knowledge to real-time experiences



IoE | What Are We Talking About



Need for Abstraction Interfaces to bridge “Digital” and “Physical” @ multi-scale



Successes are growth enablers

Fiat Chrysler Automobiles (FCA) Adopts 3DEXPERIENCE Platform

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: 3DEXPERIENCE Platform with Cloud Deployment

DCNS Adopts 3DEXPERIENCE Platform

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

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Solution: Quintiq

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3DEXPERIENCE Platform: 10,000 Users at Renault

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

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Eurasian Resources Group Adopts GEOVIA

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: GEOVIA

Ericsson Adopts 3DEXPERIENCE Platform

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: 3DEXPERIENCE Platform with Cloud Deployment

Boticario Adopts 3DEXPERIENCE Platform

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: 3DEXPERIENCE Platform with Cloud Deployment

Latecore Selects DELMIA

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: DELMIA

JUMBO Supermarkten Selects QUINTIQ

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: QUINTIQ

SAMSUNG Electronics Adopts ENOVIA & 3DEXPERIENCE

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: 3DEXPERIENCE Platform with Cloud Deployment

Electrolux Selects DELMIA

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: DELMIA

Rennes Métropole Adopts 3DEXPERIENCE to Develop "Virtual Rennes"

Business Values: Reducing time to market, enhancing customer experience, and accelerating product development.

Solution: 3DEXPERIENCE Platform with Cloud Deployment

5 Themes of Digital Transformation



Transparency across Domains



Protection in Value Chain



New Customer Experience



Flexibility in Manufacturing & Supply

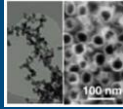


Operational Excellence

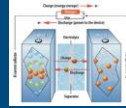
Digital Transformation

3DEXPERIENCE Platform: a Scientific Platform

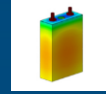
Molecular / Fundamental Research



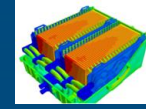
Active Material Design



Cell Design



Pack Optimization

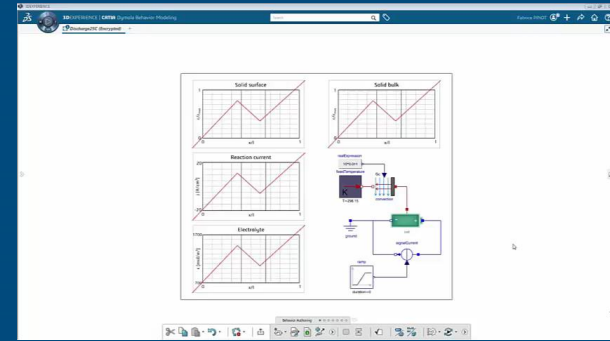


System Design / Integration



CATHODE

ANODE



Battery : multi-scale, multi-physics Design

3DEXPERIENCE Platform : Sales Strategy Tool

3DEXPERIENCE | 3DDashboard 2017 GeoAnalytics

Search In Current Dashboard

Jean Francois LE VAN

My Geo Priorities | R&D Investments | PAM/TAM 2016 | End User Revenue USD 2016 | Footprint | TAM Growth | Value Stream | Economic Data | Industry Output | Contacts and FAQ | Geo weights | Country Gr

Key Figures - How are the CORE, GROWTH, EXPAND and INVESTIGATE types of priority defined?

CORE : Main revenue contributor

- Replicable Solution
- Well known competitive positioning
- Growth : Average+

GROWTH : Strategic for Growth

- Replicable Solution
- Well known competitive positioning
- Growth : High

EXPAND : we need to replicate success, proof cases

- Existing Solution
- Identified Competition
- Growth : + x millions

INVESTIGATE : we need to further explore the viability of these new markets

- Solution to be designed
- Lead customer project
- Opportunistic Growth

DataGrid - TAM, Footprint, Highest Footprint & Revenue upside by segment

Geo: All

User Configuration: [Settings] [Refresh]

| Segment | TAM (M\$) | Footprint (%) | BT geo priority 2018 | VS geo priority 2018 |
|---------|-----------|---------------|----------------------|----------------------|
| | | | Core | Core |
| | | | Core | Core |
| | | | | Expand |
| | | | Core | Core |
| | | | Core | Core |
| | | | Investigate | |
| | | | Core | Core |
| | | | Core | Core |
| | | | Expand | |

Chart: My geo Footprint (in blue) vs the highest Geo Footprint worldwide (in green)

Chart: TAM by Industry (in MUSD)

Industry: All, Country Group: All in your Geo, Channel: All, Brand: All


3DEXPERIENCE Platform : Market Insights Tool

3DEXPERIENCE | 3DDashboard News2Leads - Glaxosmith

Search In Current Dashboard

Executive Summary Business Drivers LS Industry News Vaccines Oncology GlaxoSmithKline GSK Competitors GSK Partners Ecosystem

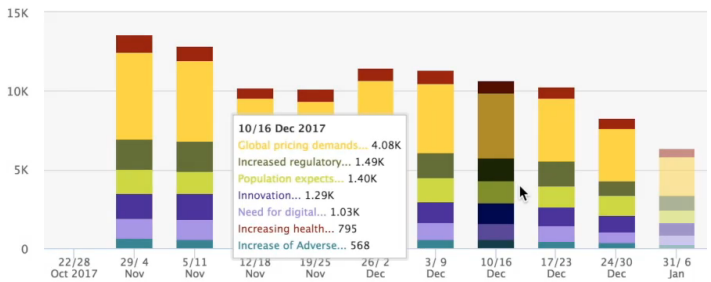
NETVIBES - Metrics Reader - Comparing Increasing health economic pressure, Co...



Details Insights

- Increasing health economic ... - total: 10.9K
- Global pricing demands in a ... - total: 57.7K
- Increased regulatory scrutiny - total: 20.3K
- Population expects personal ... - total: 18.5K
- Innovation productivity gain... - total: 18.2K
- Need for digital health solu... - total: 9.5K
- Increase of Adverse Events ... - total: 7.0K

NETVIBES - Metrics Reader - Comparing Increasing health economic pressure, Co...



Details Insights

- Increasing health economic ... - total: 7.88K
- Global pricing demands in a ... - total: 41.6K
- Increased regulatory scrutiny - total: 14.7K
- Population expects personal ... - total: 13.3K
- Innovation productivity gain... - total: 12.6K
- Need for digital health solu... - total: 9.75K
- Increase of Adverse Events ... - total: 5.21K

NETVIBES - Social Analytics

NETVIBES - Social Analytics - What is said ...

NETVIBES - Social Analytics - What is said ...

MARKET INSIGHTS
 USING EXISTING BUSINESS DRIVERS

Dassault Systèmes : Business & Technology @ Scale



