



# DASSAULT SYSTÈMES

**Q2 2023 Earnings Presentation**  
July 25<sup>th</sup>



**3DEXPERIENCE®**

**Bernard Charlès**  
Chairman & CEO

**Pascal Daloz**  
Deputy CEO & COO

**Rouven Bergmann**  
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 Group'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 Group's actual results or performance may be materially negatively affected by numerous risks and uncertainties, as described in the "Risk Factors" section 1.9 of the 2022 Universal Registration Document ('Document d'enregistrement universel') filed with the AMF (French Financial Markets Authority) on March 17, 2023, available on the Group's website [www.3ds.com](http://www.3ds.com).

In particular, please refer to the risk factor "Uncertain Global Economic Environment" in section 1.9.1.1 of the 2022 Universal Registration Document set out below for ease of reference:

"In light of the uncertainties regarding economic, business, social, health, climate and geopolitical conditions at the global level, Dassault Systèmes' revenue, net earnings and cash flows may grow more slowly, whether on an annual or quarterly basis, mainly due to the following factors:

- the deployment of Dassault Systèmes' solutions may represent a large portion of a customer's investments in software technology. Decisions to make such an investment are impacted by the economic environment in which the customers operate. Uncertain global geopolitical, economic and health conditions and the lack of visibility or the lack of financial resources may cause some customers, e.g. within automotive, aerospace or natural resources industries, to reduce, postpone or terminate their investments, or to reduce or not renew ongoing paid maintenance for their installed base, which impact larger customers' revenue with their respective sub-contractors;
- the political, economic and monetary situation in certain geographic regions where Dassault Systèmes operates could become more volatile and impact Dassault Systèmes' business, for example, due to stricter export compliance rules or the introduction of new customs tariffs;
- continued pressure or volatility on raw materials and energy prices could also slow down Dassault Systèmes' diversification efforts in new industries;
- current inflation forecasts, as well as uncertainties regarding the extent and duration of this trend, could adversely affect the financial condition of Dassault Systèmes; and
- the sales cycle of the Dassault Systèmes' products – already relatively long due to the strategic nature of such investments for customers – could further lengthen.

The occurrence of crises – health and political crises in particular – could have consequences for the health and safety of Dassault Systèmes' employees. It could also adversely impact the financial situation or financing capabilities of Dassault Systèmes' existing and potential customers, commercial and technology partners, some of whom may be forced to temporarily close sites or cease operations. A deteriorating economic environment could generate increased price pressure and affect the collection of receivables, which would negatively impact Dassault Systèmes' revenue, financial performance and market position.

Dassault Systèmes makes every effort to take into consideration this uncertain macroeconomic outlook. Dassault Systèmes' business results, however, may not develop as anticipated. Furthermore, due to factors affecting sales of Dassault Systèmes' products and services, 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."

In preparing such forward-looking statements, the Group has in particular assumed an average US dollar to euro exchange rate of US\$1.10 per €1.00 as well as an average Japanese yen to euro exchange rate of JPY140.0 to €1.00 before hedging for the third quarter and an average US dollar to euro exchange rate of US\$1.09 per €1.00 as well as an average Japanese yen to euro exchange rate of JPY142.9 to €1.00 before hedging the full year 2023. However, currency values fluctuate, and the Group's results may be significantly affected by changes in exchange rates.

# NON-IFRS INFORMATION

Readers are cautioned that the supplemental non-IFRS financial information presented in this earnings presentation is subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered in isolation from or as a substitute for IFRS measurements. The supplemental non-IFRS financial information should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with IFRS. Furthermore, the Group's supplemental non-IFRS financial information may not be comparable to similarly titled "non-IFRS" measures used by other companies. Specific limitations for individual non-IFRS measures are set forth in the Company's 2022 Universal Registration Document filed with the AMF on March 17, 2023.

In the tables accompanying this presentation the Group 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 and of tangibles reevaluation, other operating income and expense, net, including the acquisition, integration and restructuring expenses, and impairment of goodwill and acquired intangible assets, the effect of adjusting lease incentives of acquired companies, 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.

# GLOSSARY OF DEFINITIONS

## Information in Constant Currencies

Dassault Systèmes have followed a long-standing policy of measuring our revenue performance and setting our revenue objectives exclusive of currency in order to measure in a transparent manner the underlying level of improvement in our total revenue and software revenue by activity, industry, geography and product lines. We believe it is helpful to evaluate our growth exclusive of currency impacts, particularly to help understand revenue trends in our business. Therefore, we provide percentage increases or decreases in our revenue and expenses (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 by us "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.

While constant currencies calculations are not considered to be an IFRS measure, we do believe these measures are critical to understanding our global revenue results and to compare with many of our competitors who report their financial results in U.S. dollars. Therefore, we are including this calculation for comparing IFRS revenue figures for comparable periods as well as for comparing non-IFRS revenue figures for comparable periods. All information at constant exchange rates are expressed as a rounded percentage and therefore may not precisely reflect the absolute figures.

## Information on Growth excluding acquisitions ("organic growth")

In addition to financial indicators on the entire Group's scope, Dassault Systèmes provides growth excluding acquisitions effect, also named organic growth. In order to do so, the data relating to the scope is restated excluding acquisitions, from the date of the transaction, over a period of 12 months.

## Information on Industrial Sectors

Dassault Systèmes' Industries develop Industry Solution Experiences, offerings specifically designed to deliver value to companies and users in a particular industry. Dassault Systèmes serves twelve industries grouped into three sectors:

- **Manufacturing Industries:** Transportation & Mobility; Aerospace & Defense; Marine & Offshore; Industrial Equipment; High-Tech; Home & Lifestyle; Consumer Packaged Goods - Retail. In Manufacturing Industries, Dassault Systèmes helps customers virtualize their operations, improve data sharing and collaboration across their organization, reduce costs and time-to-market, and become more sustainable;
- **Life Sciences & Healthcare:** Life Sciences & Healthcare. In this sector, the Group aims to address the entire cycle of the patient journey to lead the way toward precision medicine. To reach the broader healthcare ecosystem from research to commercial, the Group's solutions connect all elements from molecule development to prevention to care, and combine new therapeutics, med practices, and med-tech;
- **Infrastructure & Cities:** Infrastructure, Energy & Materials; Architecture, Engineering & Construction; Business Services; Cities & Public Services. In Infrastructure & Cities, the Group supports the virtualization of the sector in making its industries more efficient and sustainable, and creating desirable living environments.

## GEOs

Eleven GEOs are responsible for driving the development of the Company's business and implementing its customer centric engagement model. Teams leverage strong networks of local customers, users, partners, and influencers.

These GEOs are structured into three groups: the "Americas" group, made of 2 GEOs; the "Europe" group, comprising Europe, Middle East and Africa (EMEA) and made of 4 GEOs; the "Asia" group, comprising Asia and Oceania and made of 5 GEOs.

## Information on Product Lines

The Group's product lines financial reporting include the following financial information: Industrial Innovation software revenue, which includes CATIA, ENOVIA, SIMULIA, DELMIA, GEOVIA, NETVIBES, and 3DEXCITE brands; Life Sciences software revenue, which includes MEDIDATA and BIOVIA brands; Mainstream Innovation software revenue for SMEs (small and medium sized enterprises), which includes its CENTRIC PLM and 3DVIA brands, as well as its 3DEXPERIENCE WORKS family which includes the SOLIDWORKS brand.

In 2022, 3DS OUTSCALE became a brand of Dassault Systèmes. As the first sovereign and sustainable operator on the cloud, 3DS OUTSCALE enables governments and corporations from all sectors to achieve digital autonomy through a Cloud experience and with a world-class cyber governance.

## 3DEXPERIENCE Licenses and Software Contribution

To measure the progressive penetration of 3DEXPERIENCE software, we utilize the following ratios: a) for Licenses revenue, we calculate the percentage contribution by comparing total 3DEXPERIENCE Licenses revenue to Licenses revenue for all product lines except SOLIDWORKS on premise, MEDIDATA, CENTRIC PLM and other acquisitions ("defined as "3DEXPERIENCE Eligible Licenses revenue" "); b) for software revenue, the Group calculates the percentage contribution by comparing total 3DEXPERIENCE software revenue to software revenue for all product lines except SOLIDWORKS on premise, MEDIDATA, CENTRIC PLM and other acquisitions ("defined as "3DEXPERIENCE Eligible software revenue" ).

## Cloud Revenue

Cloud revenues correspond to revenue generated through a catalog of online services to configure and run cloud solutions, delivered by Dassault Systèmes via a cloud infrastructure hosted by Dassault Systèmes, or by third party providers of cloud computing infrastructure services. This offering is available through different deployment methods: Public cloud, Private cloud, Dedicated cloud. All cloud applications can be offered through perpetual licenses and maintenance or subscriptions models.

## IFRS EBITDAO (Earnings Before Interest, Taxes and Amortization Operating)

The IFRS EBITDAO corresponds to the IFRS operating income adjusted of amortization, depreciation and impairment expense of intangible and tangible assets and of non-cash share-based payment expense (excluding related social charges).

## Adjusted net debt definition

The Adjusted Net Debt corresponds to the net financial debt position (borrowings net of cash, cash equivalent and short-term investments) adjusted of IFRS 16 lease liabilities.

# Q2 2023 AT A GLANCE

Non-IFRS – All growth ex FX

## Q2 FINANCIAL RESULTS\*

Delivering strong results with broad-based momentum:

- Total & Software revenue up 8%
- Upfront license & Subscription up double digits
- Operating Margin at 31%
- Headcount up 7%
- EPS up 7% (15% exFX)

## OUR POSITIONING

« From Things to Life », life opening up new horizons:

- Virtual twin Experiences
  - Science-Based Approach
  - Combining AI and MODSIM
- ... to overcome our greatest challenges in the real world

## OUR OPPORTUNITIES

Supporting the Experience and the Circular Economy:

- Virtual Twins as a Service
- Workforce of the Future empowerment with AI
- Expansion from Business to Society

## 2023 FINANCIAL OBJECTIVES

Reaffirming our full-year 2023 objectives:

- Total & Software revenue growth up 8-9%
- EPS at €1.18-1.20

# AGENDA

Vision and Trends

Operational Highlights

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# OUR LEGACY – HERITAGE AND AMBITION

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1981  
**3D  
Design**

1989  
**3D DMU**  
Digital  
Mock-up

1999  
**3D PLM**  
Product Lifecycle  
Management



2012  
**3DEXPERIENCE®  
platform**

2020  
Virtual Twin  
Experience  
of **Humans**



2040  
Virtual Twin  
Experiences  
for a **Sustainable  
World**

INDUSTRY

EXPERIENCE

HUMAN

METAMORPHOSIS

# VIRTUAL WORLDS EXTEND AND IMPROVE THE REAL WORLD

V + R



# SCIENCE METAMORPHOSING SOCIETY

Science Week  
June 6-8, 2023, Boston

Combining AI and  
Modeling & Simulation  
and Research Breakthroughs  
with Virtual Twins

300+

member of the global  
scientific community



Biogen

moderna

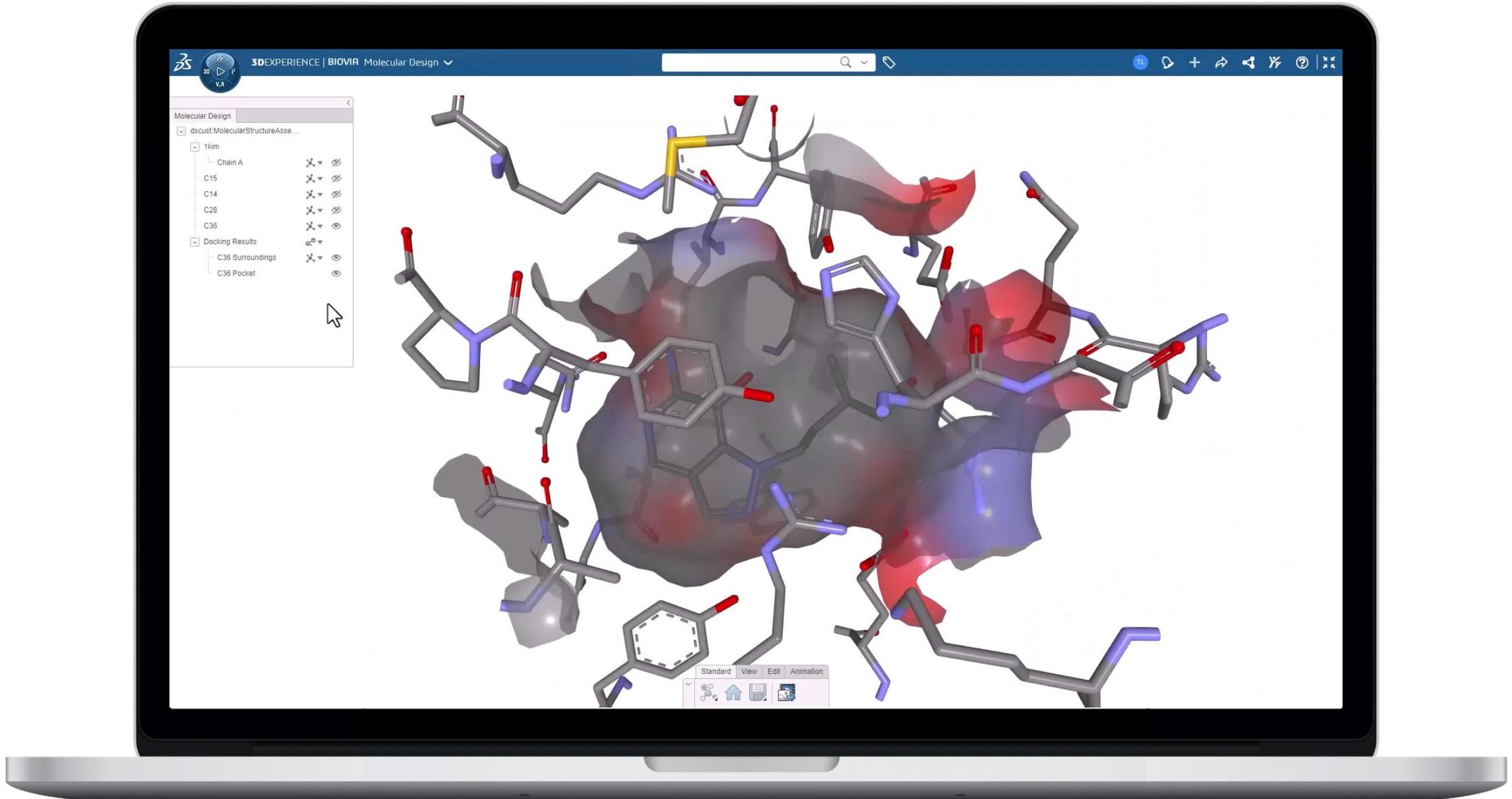
Medtronic



Science in the Age  
of Experience

Virtual Human  
Twin Experience  
Symposium

# AI DRIVEN THERAPEUTICS DESIGN



# VIRTUAL TWIN EXPERIENCE FOR BIOLOGY

Multi Discipline

Bio Sciences

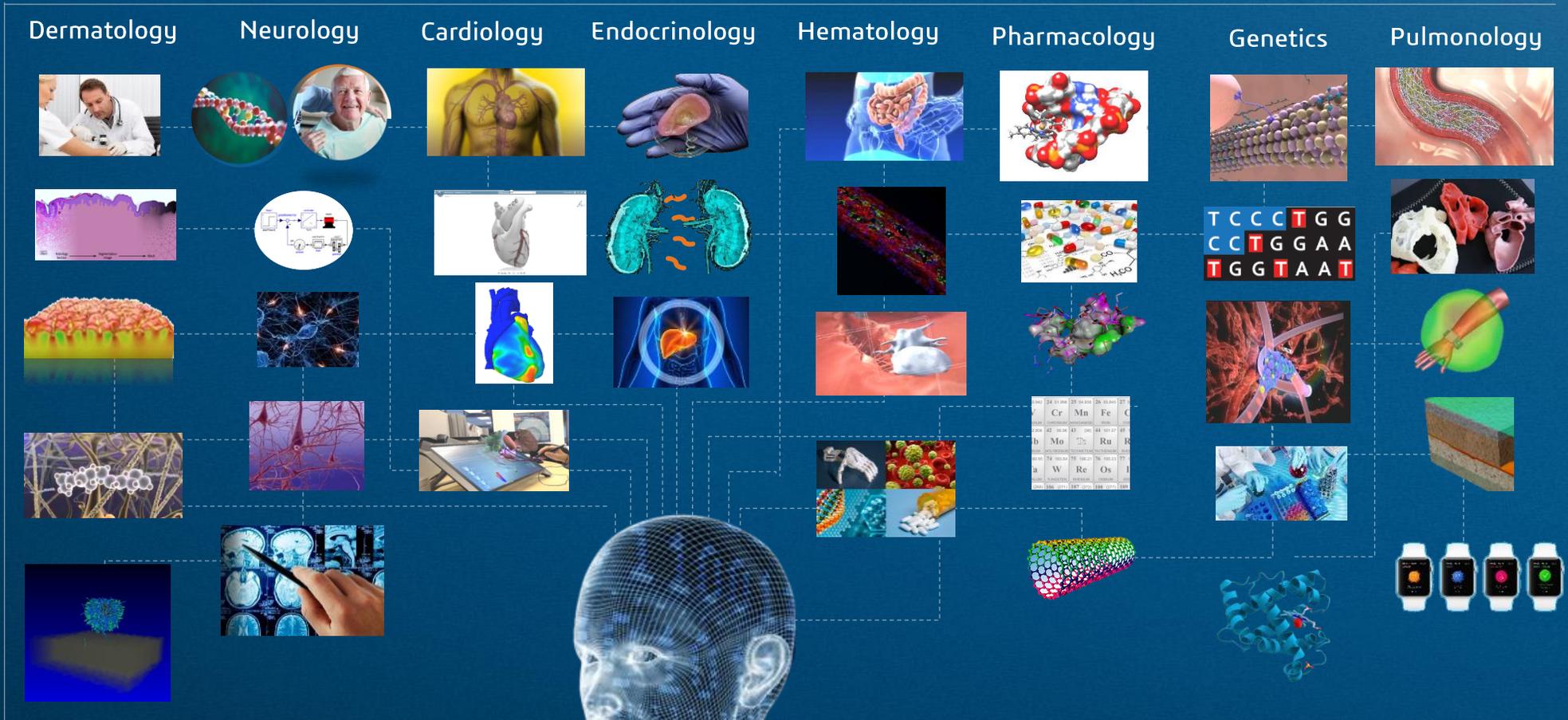
Population

Cohort

Physical  
Macroscale  
Continuum

Physical  
Microscale  
Non-Continuum

Multiscale

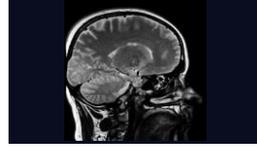
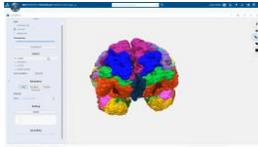


# VIRTUAL TWIN EXPERIENCE OF HUMANS

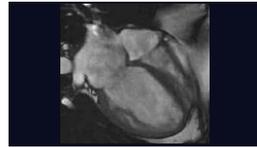
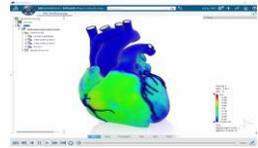
## VIRTUAL TWIN

VIRTUAL + REAL

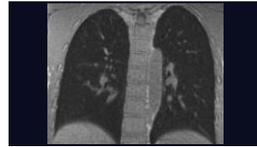
Living Brain



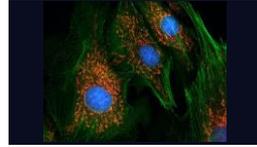
Living Heart



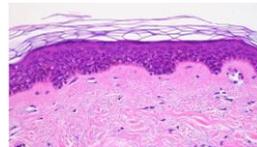
Living Lung



Living Cell



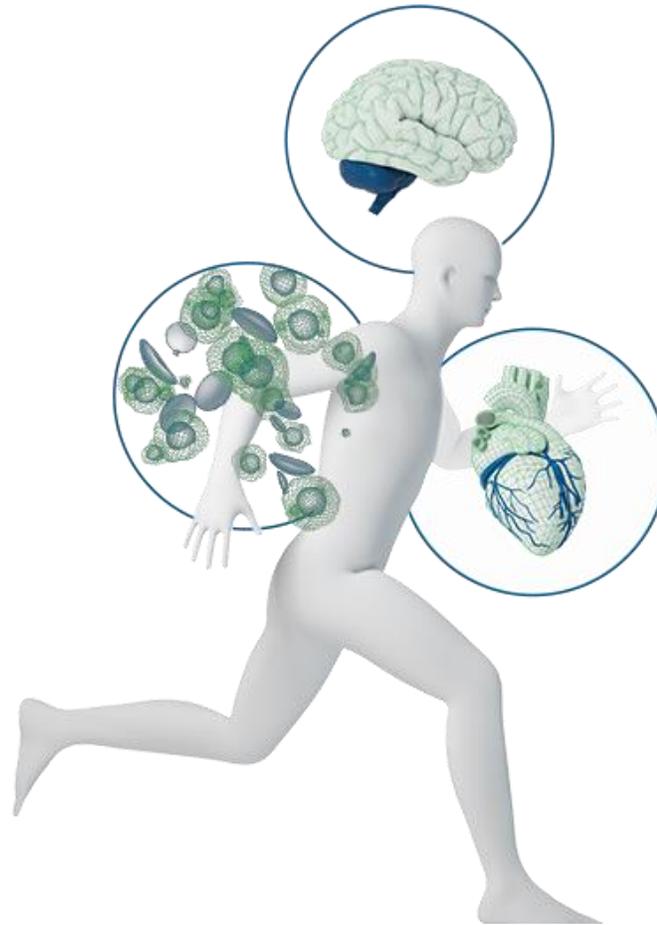
Living Skin



Living Gut Microbiota



.../...



SYSTEM OF SYSTEMS

## MEDICAL EXPERIENCES

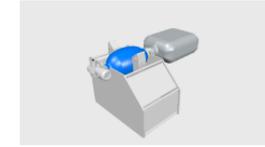
FOR PRACTITIONER & PATIENT



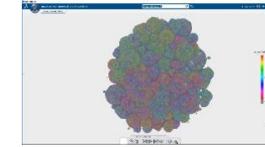
Medical Board & Surgical Planning



Surgical Training & Surgical Planning



Medical Device Personalization



Cancer Cells Growth Simulation



Personalized Skincare



Personalized Nutrition

.../...

# OUR PURPOSE

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



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# GAME CHANGER

## Manufacturing Industries



## Life Sciences & Healthcare



## Infrastructure & Cities





**MANUFACTURING INDUSTRIES**



**EUROPE**



**3DEXPERIENCE platform with:**

- **Perfect Package**



## Adopts 3DEXPERIENCE to Reduce Plastic Consumption for Sustainability



“To meet everyday needs for nutrition, hygiene and personal care with brands that help people look good, feel good and get more out of life.”

### BUSINESS VALUE:

#### Supporting Unilever’s ambition to reduce virgin plastic by 50% by 2025

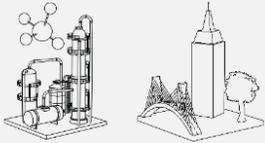
- Optimizing existing global bottle portfolio:
  - Driving materials efficiency through automated optimization processes
- Innovating sustainably:
  - Introducing real world evidence in new plastic bottle design, to do it right the first time
  - Maximizing Post-Consumer Recycled plastic use (up to 100%), to reduce virgin plastic consumption



**INFRASTRUCTURE &  
CITIES**



**EUROPE**



**3DEXPERIENCE** platform  
on the cloud with:

- **Capital Project Intelligence**
- **Asset Information Intelligence**

## RED ELECTRICA

Adopts **3DEXPERIENCE** Platform on the Cloud  
for the Virtual Twin of a Smart Grid



“To guarantee the correct functioning of the electricity system and to ensure the continuity and security of the electricity supply at all times.”

### **BUSINESS VALUE:**

#### **Supporting design and operation of the energy network, to accelerate energy transition**

- Ensuring highest availability of the grid by managing different sources of energy without any blackout
- Designing next generation of reversible hydro power plant to improve the energy storage capacity
- Providing easy connection to the grid to all different sources of energy
- Managing the construction programs for power lines, substations and storage facilities

# SOFTWARE REVENUE BY REGION

2Q23 & YTD23 Non-IFRS

## AMERICAS

2Q23: **+10%\*** YTD23 **+8%\***  
Share **41%\*\***

**Acceleration** of Q2 revenue growth  
Strong performance in **Aerospace & Defense**  
and **High-tech**, well supported by **Life Sciences**

## EUROPE

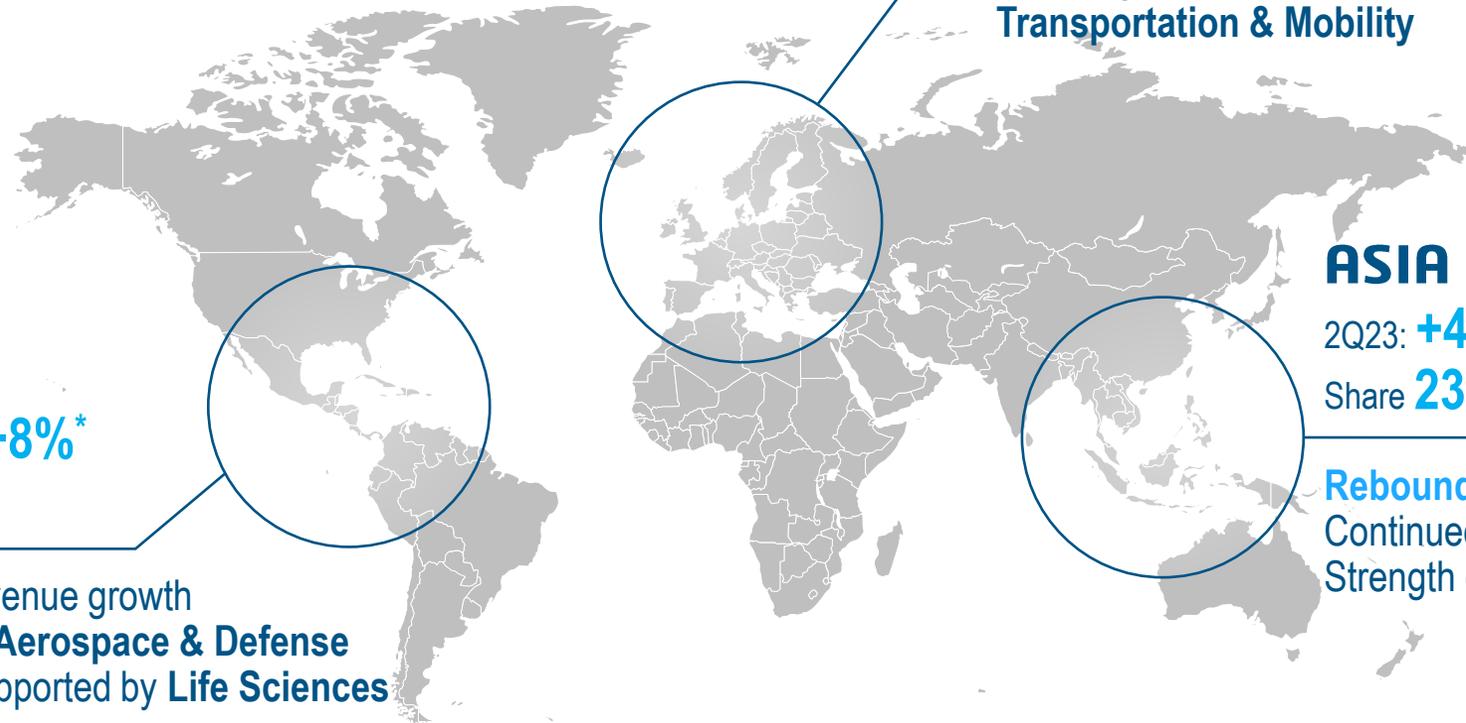
2Q23: **+9%\*** YTD23 **+10%\*** | Share **36%\*\***

**Continued momentum** led by **Germany** and **France** driven by some significant wins in **Consumer Packaged Goods-Retail** and **Transportation & Mobility**

## ASIA

2Q23: **+4%\*** YTD23 **+1%\***  
Share **23%\*\***

**Rebound** in **China** (+8%\* in Q2; -8%\* in Q1)  
Continued double-digit growth in **India**  
Strength of **Mainstream Innovation**



# SOFTWARE REVENUE BY PRODUCT LINE

Non-IFRS

% Growth ex FX	2Q23	YTD23
Industrial Innovation software revenue	+7%	+6%
Life Sciences software revenue	+7%	+9%
Mainstream Innovation software revenue	+12%	+8%
<b>Total software revenue</b>	<b>+8%</b>	<b>+7%</b>

## 2Q23 Highlights\*

**CATIA** Upfront licenses & Subscription both up double digits  
Good **SIMULIA** performance, **ENOVIA** Subscription up double digits

**MEDIDATA** up high single digits

**SOLIDWORKS** up double digits  
Strong **CENTRIC PLM** performance



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# 2Q23 & YTD23 PERFORMANCE AT A GLANCE

## Non-IFRS

€M	2Q23	YTD23
<b>Revenue</b>	<b>1,449</b>	<b>2,883</b>
Total Revenue Growth	+5%	+6%
Software Revenue Growth ex FX	+8%	+7%
Service Revenue Growth ex FX	+7%	+14%
Total Revenue Growth ex FX	<b>+8%</b>	<b>+8%</b>
<b>Operating Margin</b>	<b>31.0%</b>	<b>31.0%</b>
<b>EPS (€)</b>	<b>0.28</b>	<b>0.56</b>
EPS Growth	<b>+7%</b>	<b>+4%</b>
EPS Growth ex FX	+15%	+7%

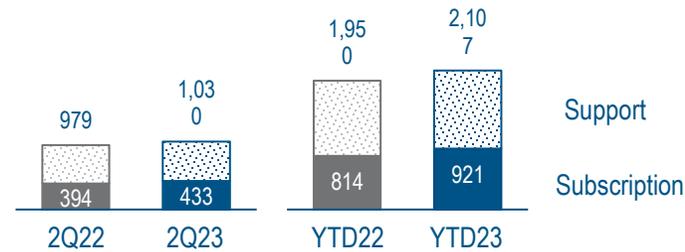
### Recurring Revenue [Subscription & Support Revenue]

81%<sup>1</sup>

YoY +200 bps

Growth ex FX

+9%      +9%



### Upfront License Revenue [License & Other Revenue]

19%<sup>1</sup>

Growth ex FX

+6%      -1%

2Q23

YTD23

### Subscription Revenue

Growth ex FX

+13%      +13%

2Q23

YTD23

### Subscription + Upfront

+10%  
2Q

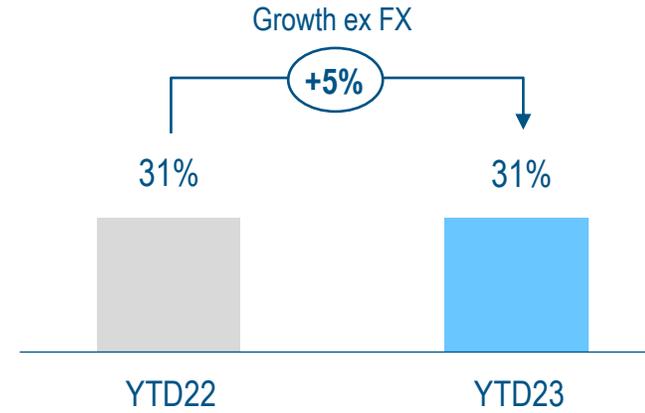
+8%  
YTD23

# GROWTH DRIVERS

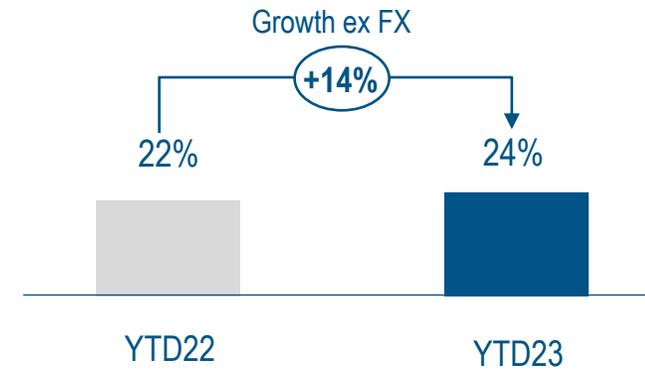
YTD – Non-IFRS



% of 3DEXPERIENCE Eligible Software Revenue<sup>1</sup>



% of Cloud revenue in Software Revenue



# 2Q23 ACTUAL VS OBJECTIVES

Non-IFRS

## Total Revenue

in €M

Objectives **1,440 – 1,463**  
Growth ex FX 7% 9%

Mid 1,451



Total Var. -2

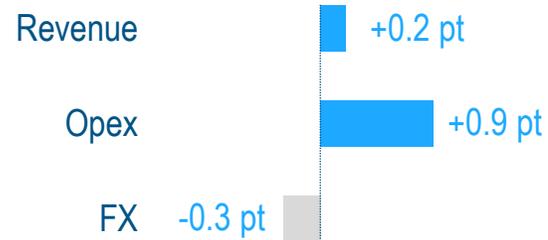
Actual: **1,449**

## Operating Margin

in %

Objectives **30.0% - 30.5%**

Mid 30.2%



Total Var. 0.8pt

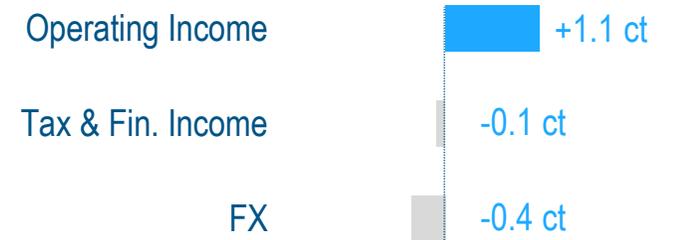
Actual: **31.0%**

## EPS

in €

Objectives **0.27 – 0.28**  
Growth ex FX 8% 10%

Mid 0.27



Total Var. +0.6 ct

Actual: **0.28**

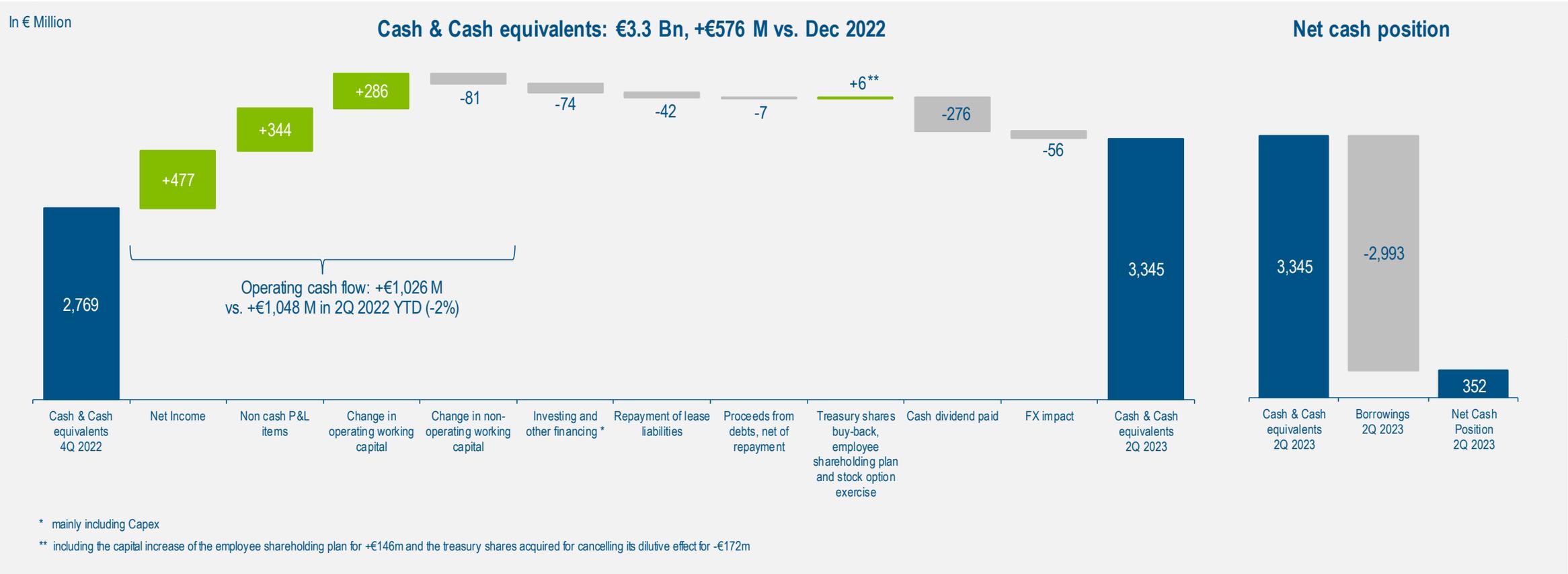
**Broad-based software revenue growth**

**Disciplined opex growth while investing, net HC growth ~310**

**High-end of the objectives**

# CHANGE IN CASH AND DEBT POSITION AS OF JUNE 30, 2023

IFRS

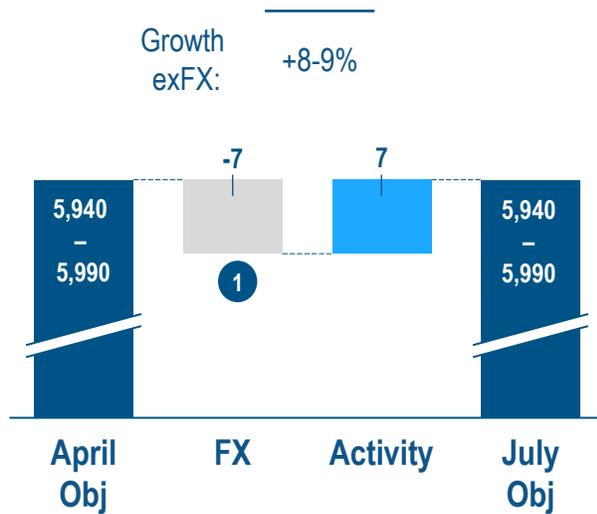


**Financial debt as of June 2023: €2,993 M**  
**Net cash position: €352 M**

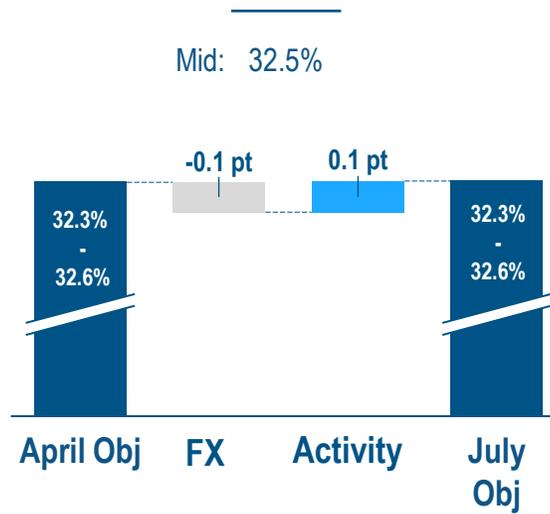
Borrowings at €2,993m, decrease of -€3m vs. 4Q 2022, explained by proceeds from debts, net of repayment for -€7m, FX & other impacts for +€4m  
 Net cash position = Cash and cash equivalents and short-term investments minus borrowings

# FY23 OBJECTIVES: CHANGES FROM APRIL TO JULY

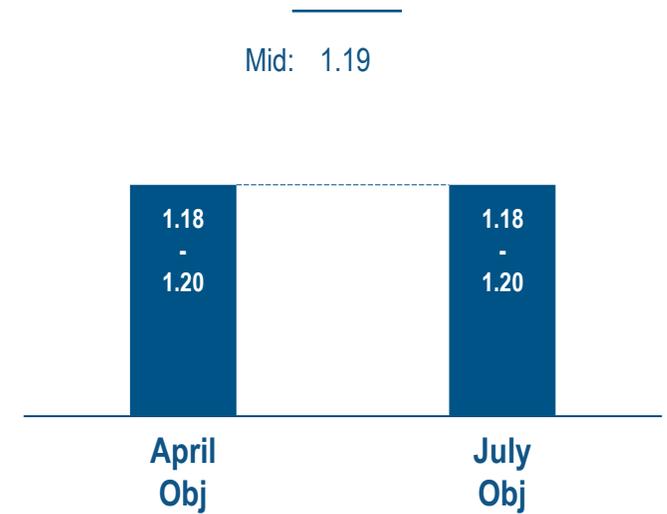
FY Revenue change: **unchanged**



FY Operating margin: **unchanged**



FY EPS change: **unchanged**

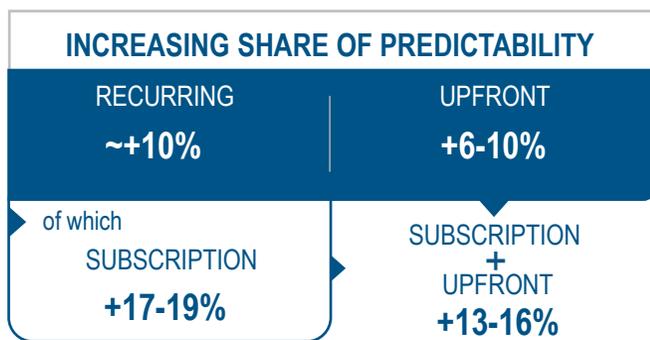


# 3Q23 & FY23 FINANCIAL OBJECTIVES

Non-IFRS – All growth % ex FX (unless otherwise noted)

UNCHANGED

	3Q 2023		FY 2023
	1,402 - 1,424	Revenue (€M)	5,940 - 5,990
	+2-4%	Total Revenue Reported Growth	+5-6%
	+9-10%	Software Revenue	+8-9%
	+2-5%	Service Revenue	+5-7%
	+8-10%	Total Revenue	+8-9%
	30.2 - 30.5%	Operating Margin	32.3 - 32.6%
	€0.26 - 0.27	EPS (€)	€1.18 - 1.20
	+1-3%	EPS Reported Growth	+4-6 %
	+8-10%	EPS Growth	+8-10%



Tax rate of ~20.0% (20.7% in 3Q22)  
FX: €/\$: 1.10 €/¥: 140.0

Tax rate of ~20.5% (20.3% in FY22)  
FX: €/\$: 1.09 €/¥: 142.9

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# SOFTWARE REVENUE BY REGION

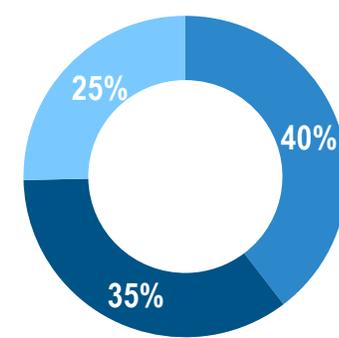
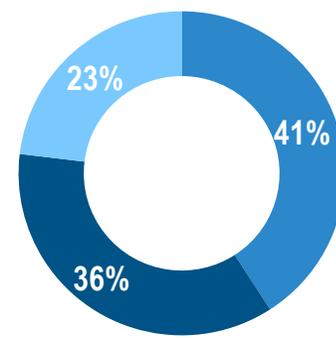
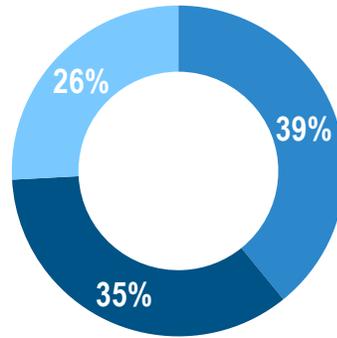
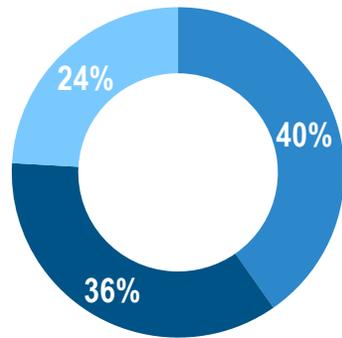
IFRS

in MEUR

	2Q23	2Q22	Growth	Growth ex FX	YTD23	YTD22	Growth	Growth ex FX
Americas	527	489	+8%	+10%	1,062	973	+9%	+8%
Europe	466	438	+7%	+9%	936	860	+9%	+10%
Asia	316	323	(2)%	+4%	600	623	(4)%	+1%
<b>Software revenue</b>	<b>1,309</b>	<b>1,250</b>	<b>+5%</b>	<b>+8%</b>	<b>2,597</b>	<b>2,456</b>	<b>+6%</b>	<b>+7%</b>

2Q23                      2Q22

YTD23                      YTD22



# SOFTWARE REVENUE BY REGION

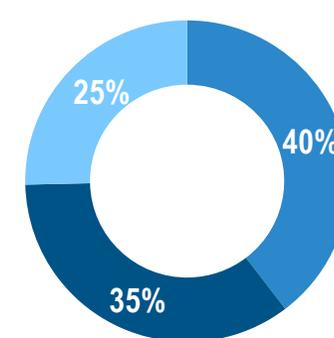
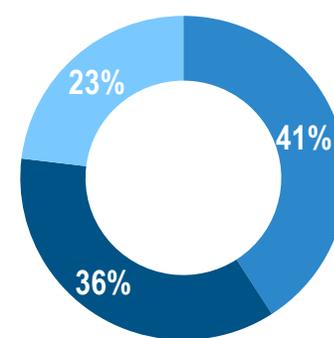
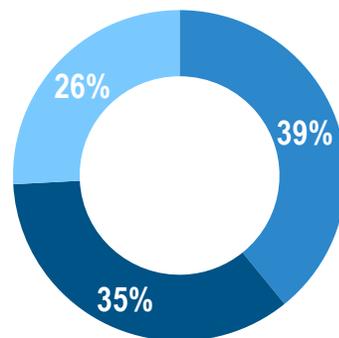
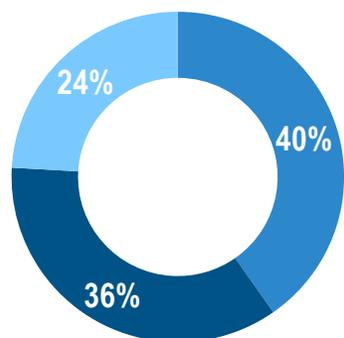
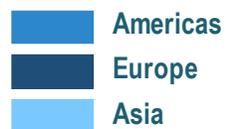
Non - IFRS

in MEUR

	2Q23	2Q22	Growth	Growth ex FX	YTD23	YTD22	Growth	Growth ex FX
Americas	527	489	+8%	+10%	1,062	973	+9%	+8%
Europe	466	438	+7%	+9%	936	860	+9%	+10%
Asia	316	323	(2)%	+4%	600	623	(4)%	+1%
<b>Software revenue</b>	<b>1,309</b>	<b>1,250</b>	<b>+5%</b>	<b>+8%</b>	<b>2,597</b>	<b>2,456</b>	<b>+6%</b>	<b>+7%</b>

2Q23 2Q22

YTD23 YTD22

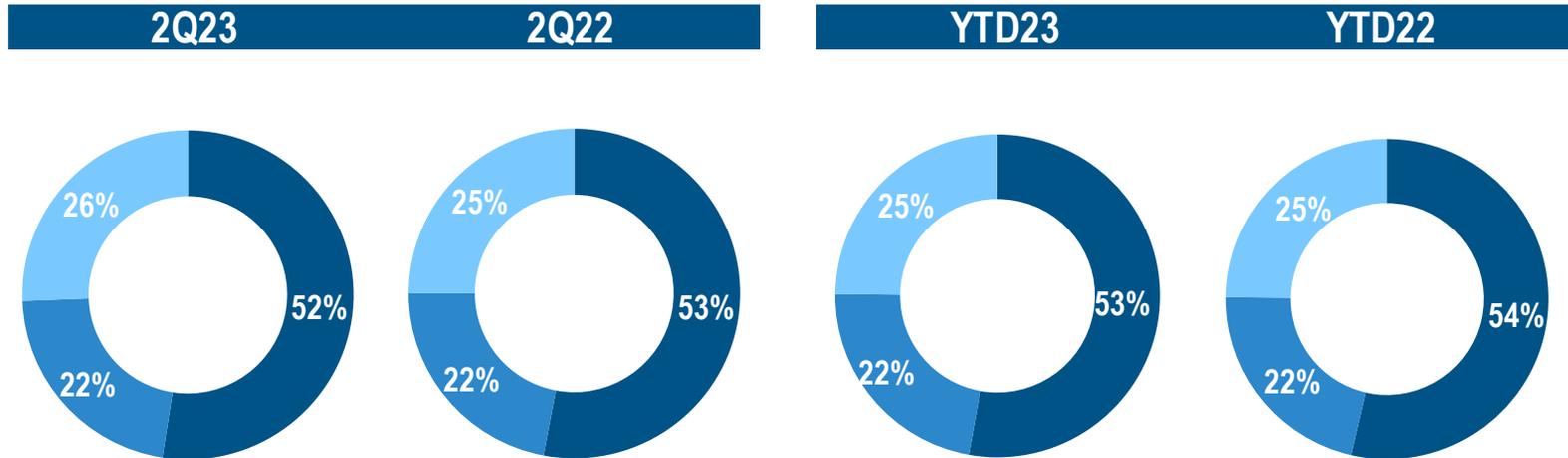


# SOFTWARE REVENUE BY PRODUCT LINE

IFRS

in MEUR

	2Q23	2Q22	Growth	Growth ex FX	YTD23	YTD22	Growth	Growth ex FX
Industrial Innovation SW revenue	687	662	+4%	+7%	1,372	1,317	+4%	+6%
Life Sciences SW revenue	287	275	+4%	+7%	580	529	+10%	+9%
Mainstream Innovation SW revenue	335	313	+7%	+12%	645	610	+6%	+8%
<b>Software revenue</b>	<b>1,309</b>	<b>1,250</b>	<b>+5%</b>	<b>+8%</b>	<b>2,597</b>	<b>2,456</b>	<b>+6%</b>	<b>+7%</b>

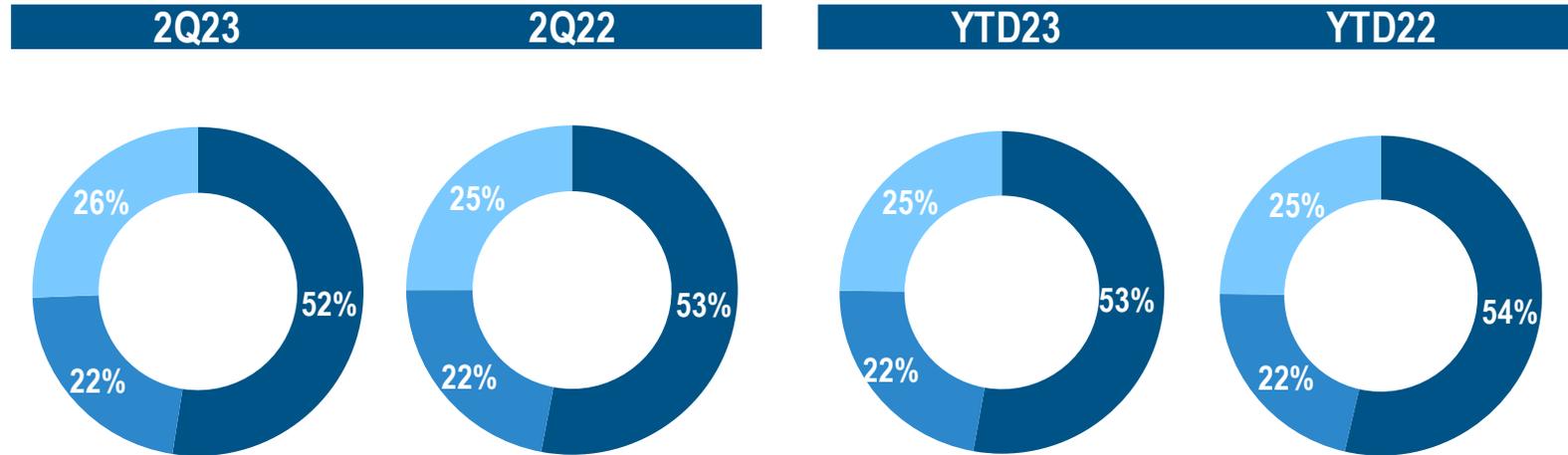


# SOFTWARE REVENUE BY PRODUCT LINE

Non - IFRS

in MEUR

	2Q23	2Q22	Growth	Growth ex FX	YTD23	YTD22	Growth	Growth ex FX
<b>Industrial Innovation SW revenue</b>	687	662	+4%	+7%	1,372	1,317	+4%	+6%
<b>Life Sciences SW revenue</b>	287	275	+4%	+7%	580	529	+10%	+9%
<b>Mainstream Innovation SW revenue</b>	335	313	+7%	+12%	645	610	+6%	+8%
<b>Software revenue</b>	<b>1,309</b>	<b>1,250</b>	<b>+5%</b>	<b>+8%</b>	<b>2,597</b>	<b>2,456</b>	<b>+6%</b>	<b>+7%</b>

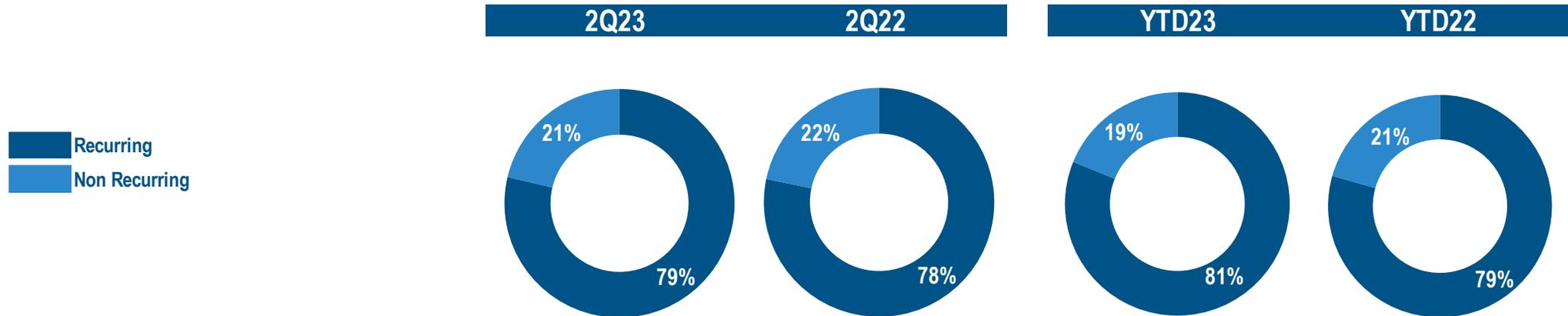


# SOFTWARE REVENUE EVOLUTION

Non - IFRS

in MEUR

	2Q23	2Q22	Growth	Growth ex FX	YTD23	YTD22	Growth	Growth ex FX
<b>Recurring</b> Subscription and Support revenue	1,030	979	+5%	+9%	2,107	1,950	+8%	+9%
<b>Non Recurring</b> Licenses and Other software revenue	279	272	+3%	+6%	490	506	(3)%	(1)%
<b>Software revenue</b>	<b>1,309</b>	<b>1,250</b>	<b>+5%</b>	<b>+8%</b>	<b>2,597</b>	<b>2,456</b>	<b>+6%</b>	<b>+7%</b>



# IFRS P&L

	Three months ended June 30,			Six months ended June 30,		
	2023	2022	YoY	2023	2022	YoY
(In € million, except % and per share data)						
Software revenue	1,309.0	1,250.1	+5%	2,597.2	2,455.6	+6%
Licenses and Other software revenue	278.9	271.6	+3%	489.8	506.2	(3)%
Subscription and Support revenue	1,030.2	978.5	+5%	2,107.4	1,949.4	+8%
Services revenue	140.1	133.9	+5%	286.1	252.8	+13%
<b>Total revenue</b>	<b>1,449.1</b>	<b>1,383.9</b>	<b>+5%</b>	<b>2,883.3</b>	<b>2,708.5</b>	<b>+6%</b>
Cost of Software revenue	(108.4)	(113.8)	(5)%	(223.8)	(224.1)	(0)%
Cost of Services revenue	(130.7)	(115.9)	+13%	(253.0)	(216.3)	+17%
Research and development expenses	(320.5)	(273.8)	+17%	(611.5)	(518.3)	+18%
Marketing and sales expenses	(412.2)	(368.2)	+12%	(814.2)	(705.6)	+15%
General and administrative expenses	(115.6)	(103.4)	+12%	(222.6)	(199.5)	+12%
Amortization of acquired intangible assets and of tangible assets revaluation	(94.6)	(99.7)	(5)%	(190.7)	(195.5)	(2)%
Other operating income and expense, net	(7.9)	2.1	N/A	(9.6)	(2.7)	+252%
<b>Total operating expenses</b>	<b>(1,189.8)</b>	<b>(1,072.7)</b>	<b>+11%</b>	<b>(2,325.5)</b>	<b>(2,062.1)</b>	<b>+13%</b>
<b>Operating income</b>	<b>259.3</b>	<b>311.2</b>	<b>(17)%</b>	<b>557.8</b>	<b>646.4</b>	<b>(14)%</b>
Financial income (loss), net	17.2	(4.8)	N/A	35.4	(9.7)	N/A
Income tax expense	(55.0)	(182.8)	(70)%	(116.7)	(249.1)	(53)%
Non-controlling interest	0.5	0.4	+8%	0.9	0.7	+20%
<b>Net Income (to equity holders of the parent)</b>	<b>222.0</b>	<b>124.0</b>	<b>+79%</b>	<b>477.5</b>	<b>388.3</b>	<b>+23%</b>
<b>Diluted earnings per share (EPS)</b>	<b>0.17</b>	<b>0.09</b>	<b>+78%</b>	<b>0.36</b>	<b>0.29</b>	<b>+23%</b>
<b>Average diluted shares (Million)</b>	<b>1,329.0</b>	<b>1,322.7</b>		<b>1,327.9</b>	<b>1,324.3</b>	

# IFRS P&L (%)

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
	<u>% of revenue</u>		<u>% of revenue</u>	
Software revenue	90.3%	90.3%	90.1%	90.7%
Licenses and Other software revenue	19.2%	19.6%	17.0%	18.7%
Subscription and Support revenue	71.1%	70.7%	73.1%	72.0%
Services revenue	9.7%	9.7%	9.9%	9.3%
<b>Total revenue</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Cost of Software revenue	7.5%	8.2%	7.8%	8.3%
Cost of Services revenue	9.0%	8.4%	8.8%	8.0%
Research and development expenses	22.1%	19.8%	21.2%	19.1%
Marketing and sales expenses	28.4%	26.6%	28.2%	26.1%
General and administrative expenses	8.0%	7.5%	7.7%	7.4%
Amortization of acquired intangible assets and of tangible assets revaluation	6.5%	7.2%	6.6%	7.2%
Other operating income and expense, net	0.5%	0.1%	0.3%	0.1%
<b>Total operating expenses</b>	<b>82.1%</b>	<b>77.5%</b>	<b>80.7%</b>	<b>76.1%</b>
<b>Operating income</b>	<b>17.9%</b>	<b>22.5%</b>	<b>19.3%</b>	<b>23.9%</b>
Financial income (loss), net	1.2%	0.3%	1.2%	0.4%
<b>Income tax rate (% of EBIT *)</b>	<b>19.9%</b>	<b>59.7%</b>	<b>19.7%</b>	<b>39.1%</b>
Non-controlling interest	0.0%	0.0%	0.0%	0.0%
<b>Net Income (to equity holders of the parent)</b>	<b><u>15.3%</u></b>	<b><u>9.0%</u></b>	<b><u>16.6%</u></b>	<b><u>14.3%</u></b>

# NON-IFRS P&L

	Three months ended June 30,			Six months ended June 30,		
	2023	2022	YoY	2023	2022	YoY
<small>(In € million, except % and per share data)</small>						
Software revenue	1,309.0	1,250.2	+5%	2,597.2	2,455.8	+6%
Licenses and Other software revenue	278.9	271.6	+3%	489.8	506.2	(3)%
Subscription and Support revenue	1,030.2	978.6	+5%	2,107.4	1,949.5	+8%
Services revenue	140.1	133.9	+5%	286.1	252.8	+13%
<b>Total revenue</b>	<b>1,449.1</b>	<b>1,384.0</b>	<b>+5%</b>	<b>2,883.3</b>	<b>2,708.6</b>	<b>+6%</b>
Cost of Software revenue	(105.8)	(111.8)	(5)%	(220.3)	(220.9)	(0)%
Cost of Services revenue	(125.2)	(115.6)	+8%	(246.1)	(215.7)	+14%
Research and development expenses	(287.1)	(261.8)	+10%	(559.9)	(496.8)	+13%
Marketing and sales expenses	(384.1)	(358.2)	+7%	(772.4)	(687.3)	+12%
General and administrative expenses	(98.0)	(94.3)	+4%	(190.9)	(181.4)	+5%
<b>Total operating expenses</b>	<b>(1,000.2)</b>	<b>(941.7)</b>	<b>+6%</b>	<b>(1,989.6)</b>	<b>(1,802.2)</b>	<b>+10%</b>
<b>Operating income</b>	<b>448.9</b>	<b>442.4</b>	<b>+1%</b>	<b>893.7</b>	<b>906.4</b>	<b>(1)%</b>
Financial income (loss), net	17.8	(4.5)	N/A	36.9	(9.0)	N/A
Income tax expense	(95.3)	(91.1)	+5%	(191.3)	(188.3)	+2%
Non-controlling interest	0.1	0.2	(41)%	0.1	0.2	(46)%
<b>Net Income (to equity holders of the parent)</b>	<b>371.6</b>	<b>347.0</b>	<b>+7%</b>	<b>739.4</b>	<b>709.3</b>	<b>+4%</b>
<b>Diluted earnings per share (EPS)</b>	<b>0.28</b>	<b>0.26</b>	<b>+7%</b>	<b>0.56</b>	<b>0.54</b>	<b>+4%</b>
<b>Average diluted shares (Million)</b>	<b>1,329.0</b>	<b>1,322.7</b>		<b>1,327.9</b>	<b>1,324.3</b>	

# NON-IFRS P&L (%)

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
	% of revenue		% of revenue	
Software revenue	90.3%	90.3%	90.1%	90.7%
Licenses and Other software revenue	19.2%	19.6%	17.0%	18.7%
Subscription and Support revenue	71.1%	70.7%	73.1%	72.0%
Services revenue	9.7%	9.7%	9.9%	9.3%
<b>Total revenue</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Cost of Software revenue	7.3%	8.1%	7.6%	8.2%
Cost of Services revenue	8.6%	8.4%	8.5%	8.0%
Research and development expenses	19.8%	18.9%	19.4%	18.3%
Marketing and sales expenses	26.5%	25.9%	26.8%	25.4%
General and administrative expenses	6.8%	6.8%	6.6%	6.7%
<b>Total operating expenses</b>	<b>69.0%</b>	<b>68.0%</b>	<b>69.0%</b>	<b>66.5%</b>
<b>Operating income</b>	<b>31.0%</b>	<b>32.0%</b>	<b>31.0%</b>	<b>33.5%</b>
Financial income (loss), net	1.2%	0.3%	1.3%	0.3%
<b>Income tax rate (% of EBIT *)</b>	<b>20.4%</b>	<b>20.8%</b>	<b>20.6%</b>	<b>21.0%</b>
Non-controlling interest	0.0%	0.0%	0.0%	0.0%
<b>Net Income (to equity holders of the parent)</b>	<b><u>25.6%</u></b>	<b><u>25.1%</u></b>	<b><u>25.6%</u></b>	<b><u>26.2%</u></b>

# IFRS – NON-IFRS RECONCILIATION QTD

## Revenue and Gross Margin

	Three months ended June 30,						Increase (Decrease)	
	2023 IFRS	Adjustment	2023 Non-IFRS	2022 IFRS	Adjustment	2022 Non-IFRS	IFRS	Non-IFRS
<i>(In € million, except %)</i>								
<b>Total Revenue</b>	<b>1,449.1</b>		<b>1,449.1</b>	<b>1,383.9</b>	<b>0.1</b>	<b>1,384.0</b>	<b>+5%</b>	<b>+5%</b>
<b>Total Revenue breakdown by activity</b>								
Software revenue	1,309.0		1,309.0	1,250.1	0.1	1,250.2	+5%	+5%
<i>Licenses and Other software revenue</i>	278.9		278.9	271.6		271.6	+3%	+3%
<i>Subscription and Support revenue</i>	1,030.2		1,030.2	978.5	0.1	978.6	+5%	+5%
<i>Recurring portion of Software revenue</i>	79%		79%	78%		78%		
Services revenue	140.1		140.1	133.9		133.9	+5%	+5%
<b>Total Revenue breakdown by product line</b>								
Industrial Innovation SW revenue	686.7		686.7	662.2		662.2	+4%	+4%
Life Sciences SW revenue	287.2		287.2	275.2		275.2	+4%	+4%
Mainstream Innovation SW revenue	335.1		335.1	312.7		312.7	+7%	+7%
Services revenue	140.1		140.1	133.9		133.9	+5%	+5%
<b>Software Revenue breakdown by geography</b>								
Americas revenue	527.2		527.2	489.3	0.0	489.4	+8%	+8%
Europe revenue	466.3		466.3	437.7		437.7	+7%	+7%
Asia revenue	315.5		315.5	323.1		323.1	(2)%	(2)%
<b>Gross Margin</b>								
Cost of Software revenue	(108.4)	2.6	(105.8)	(113.8)	2.0	(111.8)	(5)%	(5)%
<i>Software Gross margin <sup>(1)</sup></i>	91.7%		91.9%	90.9%		91.1%		
Cost of Services revenue	(130.7)	5.5	(125.2)	(115.9)	0.3	(115.6)	+13%	+8%
<i>Services Gross margin</i>	6.7%		10.6%	13.4%		13.6%		

<sup>(1)</sup> No amortization of acquired intangible assets and of tangible assets revaluation is included in Software Gross margin calculation

# IFRS – NON-IFRS RECONCILIATION QTD

## Expenses & Earnings

	Three months ended June 30,						Increase (Decrease)	
	2023 IFRS	Adjustment	2023 Non-IFRS	2022 IFRS	Adjustment	2022 Non-IFRS	IFRS	Non-IFRS
<i>(In € million, except % and per share data)</i>								
<b>Total Operating Expenses</b>	<b>(1,189.8)</b>	<b>189.7</b>	<b>(1,000.2)</b>	<b>(1,072.7)</b>	<b>131.1</b>	<b>(941.7)</b>	<b>+11%</b>	<b>+6%</b>
Share-based compensation expense and related social charges	(86.5)	86.5		(32.7)	32.7			
Amortization of acquired intangible assets and of tangible assets revaluation	(94.6)	94.6		(99.7)	99.7			
Lease incentives of acquired companies	(0.7)	0.7		(0.7)	0.7			
Other operating income and expense, net	(7.9)	7.9		2.1	(2.1)			
<b>Operating Income</b>	<b>259.3</b>	<b>189.7</b>	<b>448.9</b>	<b>311.2</b>	<b>131.1</b>	<b>442.4</b>	<b>(17)%</b>	<b>+1%</b>
<b>Operating Margin</b>	<b>17.9%</b>		<b>31.0%</b>	<b>22.5%</b>		<b>32.0%</b>		
Financial income (loss), net	17.2	0.6	17.8	(4.8)	0.4	(4.5)	N/A	N/A
Income tax expense	(55.0)	(40.3)	(95.3)	(182.8)	91.7	(91.1)	(70)%	+5%
Non-controlling interest	0.5	(0.4)	0.1	0.4	(0.3)	0.2	+8%	(41)%
<b>Net Income attributable to shareholders</b>	<b>222.0</b>	<b>149.6</b>	<b>371.6</b>	<b>124.0</b>	<b>223.0</b>	<b>347.0</b>	<b>+79%</b>	<b>+7%</b>
<b>Diluted earnings per share, in EUR</b>	<b>0.17</b>	<b>0.11</b>	<b>0.28</b>	<b>0.09</b>	<b>0.17</b>	<b>0.26</b>	<b>+78%</b>	<b>+7%</b>

	Three months ended June 30,							
	2023 IFRS	Share-based compensation expense and related social charges	Lease incentives of acquired companies	2023 Non-IFRS	2022 IFRS	Share-based compensation expense and related social charges	Lease incentives of acquired companies	2022 Non-IFRS
<i>(In € million)</i>								
Cost of revenue	(239.1)	7.9	0.2	(231.0)	(229.6)	2.0	0.2	(227.4)
Research and development expenses	(320.5)	33.1	0.3	(287.1)	(273.8)	11.8	0.3	(261.8)
Marketing and sales expenses	(412.2)	27.9	0.1	(384.1)	(368.2)	9.9	0.1	(358.2)
General and administrative expenses	(115.6)	17.6	0.0	(98.0)	(103.4)	9.0	0.1	(94.3)
<b>Total</b>		<b>86.5</b>	<b>0.7</b>			<b>32.7</b>	<b>0.7</b>	

# IFRS – NON-IFRS RECONCILIATION YTD

## Revenue and Gross Margin

	Six months ended June 30,						Increase (Decrease)	
	2023 IFRS	Adjustment	2023 Non-IFRS	2022 IFRS	Adjustment	2022 Non-IFRS	IFRS	Non-IFRS
<i>(In € million, except %)</i>								
<b>Total Revenue</b>	<b>2,883.3</b>		<b>2,883.3</b>	<b>2,708.5</b>	<b>0.1</b>	<b>2,708.6</b>	<b>+6%</b>	<b>+6%</b>
<b>Total Revenue breakdown by activity</b>								
Software revenue	2,597.2		2,597.2	2,455.6	0.1	2,455.8	+6%	+6%
<i>Licenses and Other software revenue</i>	489.8		489.8	506.2		506.2	(3)%	(3)%
<i>Subscription and Support revenue</i>	2,107.4		2,107.4	1,949.4	0.1	1,949.5	+8%	+8%
<i>Recurring portion of Software revenue</i>	81%		81%	79%		79%		
Services revenue	286.1		286.1	252.8		252.8	+13%	+13%
<b>Total Revenue breakdown by product line</b>								
Industrial Innovation SW revenue	1,371.8		1,371.8	1,316.6		1,316.6	+4%	+4%
Life Sciences SW revenue	580.1		580.1	529.1		529.1	+10%	+10%
Mainstream Innovation SW revenue	645.2		645.2	609.8	0.1	610.0	+6%	+6%
Services revenue	286.1		286.1	252.8		252.8	+13%	+13%
<b>Software Revenue breakdown by geography</b>								
Americas revenue	1,061.6		1,061.6	973.0	0.1	973.1	+9%	+9%
Europe revenue	935.8		935.8	859.9	0.1	860.0	+9%	+9%
Asia revenue	599.8		599.8	622.7		622.7	(4)%	(4)%
<b>Gross Margin</b>								
Cost of Software revenue	(223.8)	3.5	(220.3)	(224.1)	3.2	(220.9)	(0)%	(0)%
<i>Software Gross margin <sup>(1)</sup></i>	91.4%		91.5%	90.9%		91.0%		
Cost of Services revenue	(253.0)	7.0	(246.1)	(216.3)	0.5	(215.7)	+17%	+14%
<i>Services Gross margin</i>	11.6%		14.0%	14.5%		14.7%		

<sup>(1)</sup> No amortization of acquired intangible assets and of tangible assets revaluation is included in Software Gross margin calculation

# IFRS – NON-IFRS RECONCILIATION YTD

## Expenses & Earnings

	Six months ended June 30,						Increase (Decrease)	
	2023 IFRS	Adjustment	2023 Non-IFRS	2022 IFRS	Adjustment	2022 Non-IFRS	IFRS	Non-IFRS
<i>(In € million, except % and per share data)</i>								
<b>Total Operating Expenses</b>	<b>(2,325.5)</b>	<b>335.9</b>	<b>(1,989.6)</b>	<b>(2,062.1)</b>	<b>259.9</b>	<b>(1,802.2)</b>	<b>+13%</b>	<b>+10%</b>
Share-based compensation expense and related social charges	(134.3)	134.3		(60.2)	60.2			
Amortization of acquired intangible assets and of tangible assets revaluation	(190.7)	190.7		(195.5)	195.5			
Lease incentives of acquired companies	(1.4)	1.4		(1.5)	1.5			
Other operating income and expense, net	(9.6)	9.6		(2.7)	2.7			
<b>Operating Income</b>	<b>557.8</b>	<b>335.9</b>	<b>893.7</b>	<b>646.4</b>	<b>260.0</b>	<b>906.4</b>	<b>(14)%</b>	<b>(1)%</b>
<b>Operating Margin</b>	<b>19.3%</b>		<b>31.0%</b>	<b>23.9%</b>		<b>33.5%</b>		
Financial income (loss), net	35.4	1.5	36.9	(9.7)	0.7	(9.0)	N/A	N/A
Income tax expense	(116.7)	(74.7)	(191.3)	(249.1)	60.8	(188.3)	(53)%	+2%
Non-controlling interest	0.9	(0.8)	0.1	0.7	(0.6)	0.2	+20%	(46)%
<b>Net Income attributable to shareholders</b>	<b>477.5</b>	<b>261.9</b>	<b>739.4</b>	<b>388.3</b>	<b>321.0</b>	<b>709.3</b>	<b>+23%</b>	<b>+4%</b>
<b>Diluted earnings per share, in EUR</b>	<b>0.36</b>	<b>0.20</b>	<b>0.56</b>	<b>0.29</b>	<b>0.24</b>	<b>0.54</b>	<b>+23%</b>	<b>+4%</b>

	Six months ended June 30,							
	2023 IFRS	Share-based compensation expense and related social charges	Lease incentives of acquired companies	2023 Non-IFRS	2022 IFRS	Share-based compensation expense and related social charges	Lease incentives of acquired companies	2022 Non-IFRS
<i>(In € million)</i>								
Cost of revenue	(476.9)	10.1	0.4	(466.4)	(440.4)	3.3	0.5	(436.6)
Research and development expenses	(611.5)	51.0	0.6	(559.9)	(518.3)	20.9	0.6	(496.8)
Marketing and sales expenses	(814.2)	41.5	0.2	(772.4)	(705.6)	18.0	0.2	(687.3)
General and administrative expenses	(222.6)	31.7	0.1	(190.9)	(199.5)	17.9	0.2	(181.4)
<b>Total</b>		<b>134.3</b>	<b>1.4</b>			<b>60.2</b>	<b>1.5</b>	

# FINANCIAL INCOME (LOSS), NET

Non - IFRS

(In € million)	Three months ended June 30,			Six months ended June 30,		
	2023	2022	YoY	2023	2022	YoY
Interest Income	34.2	5.6	28.7	60.9	9.1	51.8
Interest Expense	(4.3)	(2.3)	(2.0)	(8.3)	(5.5)	(2.8)
Interest Expense on cap lease (IFRS 16)	(5.4)	(3.1)	(2.3)	(8.5)	(6.2)	(2.4)
<b>Financial net Income (loss)</b>	<b>24.5</b>	<b>0.2</b>	<b>24.4</b>	<b>44.1</b>	<b>(2.5)</b>	<b>46.6</b>
Exchange Gain / (Loss)	(6.6)	(3.2)	(3.4)	(7.6)	(5.2)	(2.4)
Other Income / (Loss)	(0.1)	(1.5)	1.4	0.3	(1.3)	1.6
<b>Total</b>	<b>17.8</b>	<b>(4.5)</b>	<b>22.3</b>	<b>36.9</b>	<b>(9.0)</b>	<b>45.9</b>

# EXCHANGE RATE EVOLUTION

From assumptions to actual data – Non-IFRS

Breakdown of P&L by currency for YTD 23		
	Revenue	Operating Expenses
USD	50.5%	46.8%
JPY	7.4%	2.9%

Average Exchange rates				
		2022	2023	% change
QTD	EUR/USD	1.06	1.09	+2%
	EUR/JPY	138.21	149.72	+8%
YTD	EUR/USD	1.09	1.08	(1)%
	EUR/JPY	134.31	145.76	+9%



# ACTUAL FX IMPACT ON 2023

Non - IFRS

QTD				In € million, except %	YTD			
Revenue	Expenses	Operating Income	Operating Margin		Revenue	Expenses	Operating Income	Operating Margin
1,384.0	(941.7)	442.4	32.0%	<b>2022</b>	2,708.6	(1,802.2)	906.4	33.5%
(15.2)	9.7	(5.5)	(0.0)pt	USD impact	15.8	(9.9)	5.9	+0.1pt
(9.0)	2.2	(6.8)	(0.3)pt	JPY impact	(17.6)	4.5	(13.1)	(0.5)pt
(17.9)	6.7	(11.2)	(0.4)pt	Other impacts	(26.1)	10.6	(15.5)	(0.5)pt
<b>(42.1)</b>	<b>18.6</b>	<b>(23.4)</b>	<b>(0.7)pt</b>	<b>Total FX effect</b>	<b>(28.0)</b>	<b>5.2</b>	<b>(22.7)</b>	<b>(1.0)pt</b>
1,342.0	(923.0)	418.9	31.2%	2022 ex FX	2,680.7	(1,797.0)	883.7	33.0%
8%	8%	7%	(0.2)pt	Growth ex FX	8%	11%	1%	(2.0)pts
1,449.1	(1,000.2)	448.9	31.0%	<b>2023</b>	2,883.3	(1,989.6)	893.7	31.0%
5%	6%	1%	(1.0)pt	<b>Growth</b>	6%	10%	(1)%	(2.5)pts

# CONSOLIDATED STATEMENTS OF CASH FLOWS

In millions of €	YTD 23	YTD 22	Variation
Net income attributable to equity holders of the parent	477	388	89
Non-controlling interest	(1)	(1)	(0)
<b>Net income</b>	<b>477</b>	<b>388</b>	<b>89</b>
Non-cash items	344	491	(147)
<b>Net income adjusted for non-cash items</b>	<b>821</b>	<b>879</b>	<b>(58)</b>
Operating working capital	286	236	49
Non operating working capital	(81)	(67)	(13)
<b>Changes in working capital</b>	<b>205</b>	<b>169</b>	<b>36</b>
<b>Net Cash From Operating Activities (I)</b>	<b>1 026</b>	<b>1 048</b>	<b>(22)</b>
Additions to property, equipment and intangible assets	(68)	(63)	(5)
Payment for acquisition of businesses, net of cash acquired	(1)	(7)	7
Other	(5)	(29)	24
<b>Net Cash Provided by (Used in) Investing Activities (II)</b>	<b>(73)</b>	<b>(99)</b>	<b>26</b>
Proceeds from exercise of stock options	27	26	1
Cash dividends paid	(276)	(224)	(53)
Repurchase and sale of treasury stock	(167)	(602)	435
Capital increase	146	199	(53)
Acquisition of non-controlling interests	(1)	(1)	(0)
Proceeds from borrowings	21	4	17
Repayment of borrowings	(27)	(238)	211
Repayment of lease liabilities	(42)	(50)	8
<b>Net Cash Provided by (Used in) Financing Activities (III)</b>	<b>(320)</b>	<b>(887)</b>	<b>567</b>
<b>Effect of exchange rate changes on cash and cash equivalents (IV)</b>	<b>(56)</b>	<b>116</b>	<b>(172)</b>
<b>Increase (decrease) in cash and cash equivalents (V) = (I)+(II)+(III)+(IV)</b>	<b>576</b>	<b>178</b>	<b>399</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>2 769</b>	<b>2 979</b>	
<b>Cash and cash equivalents at end of period</b>	<b>3 345</b>	<b>3 157</b>	

# BALANCE SHEET

IFRS

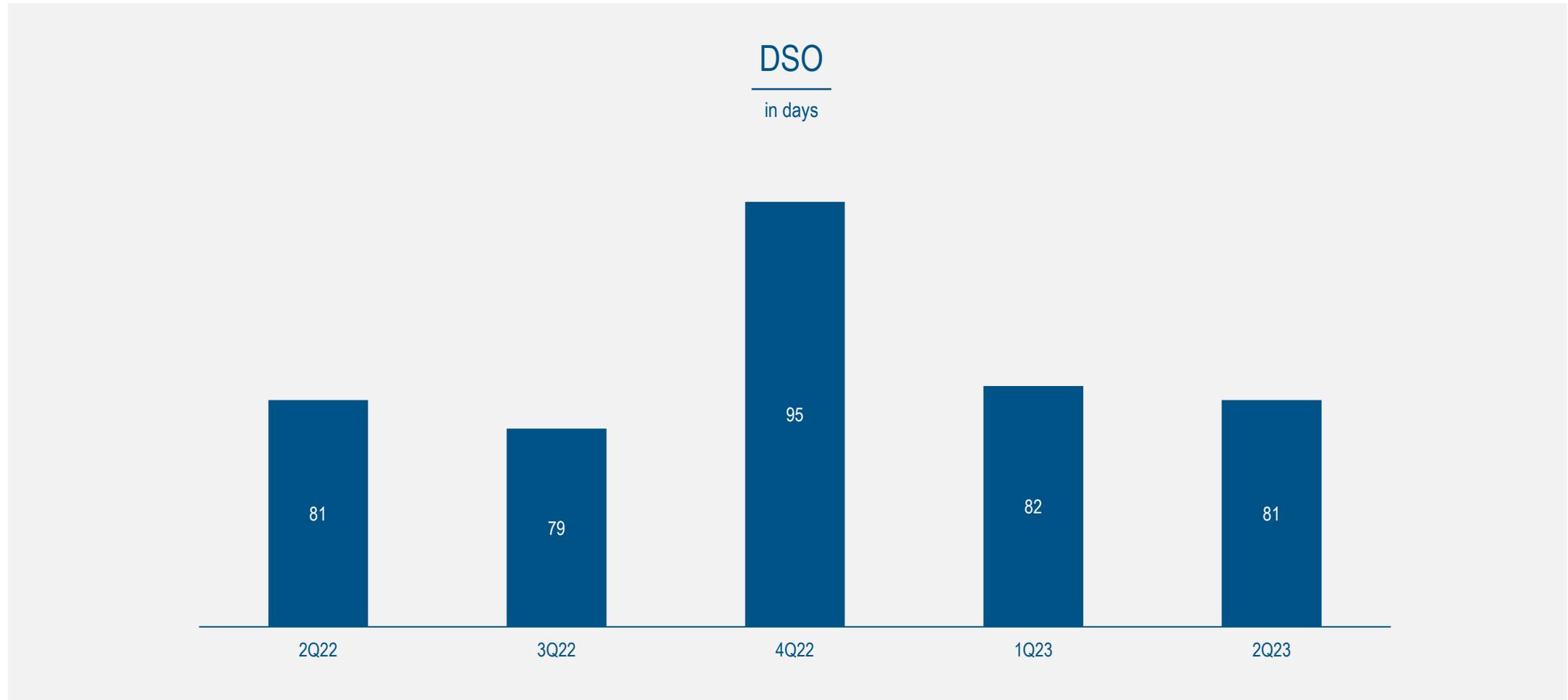
(in millions of€)	End of Jun-23	End of Dec-22	Variation Jun-23 / Dec-22
Cash and cash equivalents	3,345.4	2,769.0	+576.5
Trade accounts receivable, net	1,272.2	1,661.6	-389.5
Contract assets	30.8	20.3	+10.5
Other current assets	440.4	393.5	+46.9
<b>Total current assets</b>	<b>5,088.7</b>	<b>4,844.3</b>	<b>+244.4</b>
Property and equipment, net	852.5	819.9	+32.6
Goodwill and Intangible assets, net	7,945.3	8,273.6	-328.3
Other non-current assets	343.8	323.3	+20.5
<b>Total non-current assets</b>	<b>9,141.6</b>	<b>9,416.8</b>	<b>-275.2</b>
<b>Total Assets</b>	<b>14,230.3</b>	<b>14,261.1</b>	<b>-30.7</b>
Trade accounts payable	177.3	216.3	-39.0
Contract liabilities	1,540.0	1,536.6	+3.4
Borrowings, current	254.4	258.6	-4.2
Other current liabilities	732.5	869.6	-137.1
<b>Total current liabilities</b>	<b>2,704.2</b>	<b>2,881.0</b>	<b>-176.8</b>
Borrowings, non-current	2,738.8	2,737.4	+1.4
Other non-current liabilities	1,295.1	1,317.8	-22.7
<b>Total non-current liabilities</b>	<b>4,033.9</b>	<b>4,055.2</b>	<b>-21.3</b>
Non-controlling interest	11.7	14.2	-2.5
Parent Shareholders' equity	7,480.6	7,310.7	+169.9
<b>Total Liabilities</b>	<b>14,230.3</b>	<b>14,261.1</b>	<b>-30.7</b>

# OPERATING CASH FLOW EVOLUTION YTD23

€ million	YTD23	YTD22	Changes		YTD23	YTD22	Changes
<b>Operating Cash Flow</b>	<b>+1,026</b>	<b>+1,048</b>	<b>-22</b>	<b>Down 2% year over year</b>	<b>+1,026</b>	<b>+1,048</b>	<b>-22</b>
Net income adjusted for non cash items	+821	+879	-58	Down 7% year over year	+821	+879	-58
Decrease in trade accounts receivable and contract assets	+346	+195	+151	Balance up 9.6% exFX Stable DSO			
Increase in contract liability	+45	+169	-123	Balance up 9.6% excluding one-off in 2022, Consistent w/ YTD recurring revenue growth			
(Decrease) in accrued compensation	-69	-111	+42	Decrease partially offset by higher social charges liability on share-based comp (share price changes in 2023 vs 2022)			
(Decrease) in accounts payable	-36	-17	-19	Lower payables due to activity			
(Decrease) in income taxes payable	-75	-31	-44	Higher payments in US & France due to activity Reimbursement of withholding tax in 2022			
Other	-6	-36	+31	Mainly decrease in prepaid expenses			
					<b>+286</b>	<b>+236</b>	<b>+49</b>
					<b>-81</b>	<b>-67</b>	<b>-13</b>

YTD23	YTD22	Changes
<b>+1,026</b>	<b>+1,048</b>	<b>-22</b>
<b>+821</b>	<b>+879</b>	<b>-58</b>
<b>Operating Working Capital</b>		
<b>+286</b>	<b>+236</b>	<b>+49</b>
<b>Non Operating Working Capital</b>		
<b>-81</b>	<b>-67</b>	<b>-13</b>

# TRADE ACCOUNTS RECEIVABLE – DSO

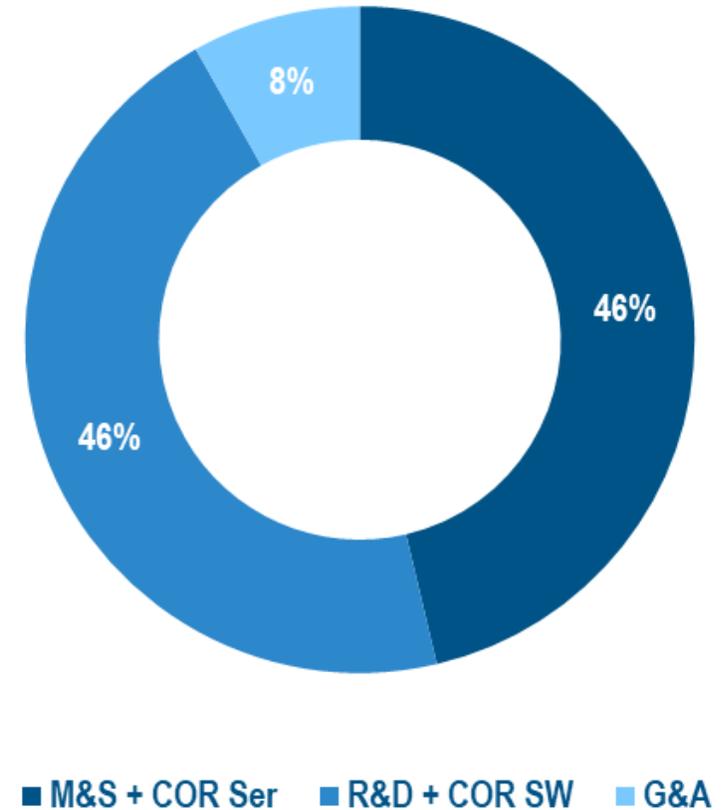


# HEADCOUNT BY DESTINATIONS – 2023

## Overview

At Closing - TOTAL			
	<u>2Q23</u>	<u>2Q22</u>	<u>% growth</u>
M&S + COR Ser	11,559	10,680	+8.2%
R&D + COR SW	11,368	10,785	+5.4%
G&A	2,036	1,918	+6.1%
<b>Total</b>	<b>24,963</b>	<b>23,383</b>	<b>+6.8%</b>

Closing H/C - June 2023



# IFRS 2023 FINANCIAL OBJECTIVES

## Accounting elements not included in the non-IFRS 2023 Objectives

- FY 2023 estimated **contract liabilities** write-down: not significant
- FY 2023 estimated **share-based compensation** expenses, including related social charges: **~€241 M**, these estimates do not include any new stock option or share grants issued after June 30, 2023
- FY 2023 estimated amortization of **acquired intangible assets** and of **tangible assets revaluation ~€375 M**
- FY 2023 estimated **lease incentives of acquired companies: ~€3 M**
- The non-IFRS objectives also do not include any impact from other operating income and expense, net principally comprised of acquisition, integration and restructuring expenses, and impairment of goodwill and acquired intangible assets; from one-time items included in financial revenue; from one-time tax effects; and from the income tax effects of these non-IFRS adjustments.
- Finally, these estimates do not include any new acquisitions or restructurings completed after June 30, 2023.

