

DASSAULT SYSTEMES
Newsire Conference Call
2013 Second Quarter Results
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Senior Executive Vice President and CFO

Thank you for joining me today. Just a brief statement to say that most of the financial information I will review is presented on a supplemental, non-IFRS basis and that some of the comments I will make are forward-looking. Please refer to our earnings press release and regulatory documents filed with the AMF for an understanding of our risk factors and the differences between our IFRS and non-IFRS financial information. And references to growth rates for revenue are in constant currencies.

Overview

Looking at our performance for the second quarter and first half I think it is clear that we are managing well this period of market softness which began in the second half of 2012. At the same time our attention is focused on moving quickly to position ourselves on the broader 3DEXPERIENCE market, and this is reflected in everything we are doing across Dassault Systèmes.

Turning to our financial results, in the second quarter software revenue increased 6% in constant currencies and earnings per share increased 9% - please note that our employee base is larger by 6% compared to one year ago. Similarly, for the first half I think we have delivered solid figures in light of the environment, with software revenue up 7% in constant currencies and earnings per share up 10%.

These results reflect the investments we have been making in extending our geographic reach within each of our three key regions – Europe, the Americas and Asia. One year ago, Europe had a record second quarter. This year Asia has been the top performer, with all five regions within Asia posting double-digit new licenses revenue growth.

In addition, our progress demonstrates the value of our strategic investments. For a long time we have believed in the significant return on investment DELMIA can bring to customers and we have persisted with our investments. Now I think it is clear that companies are ready to invest in their digital manufacturing assets. We are seeing this with the increased traction for DELMIA. And now we are becoming a major player in the Manufacturing Operations Management software market with the acquisition of Apriso extending DELMIA's reach to a new, complementary market with high growth potential.

On top of that we said 2013 is about accelerating our **3DEXPERIENCE** strategy roll-out with an ambitious R&D delivery plan and it is with our introduction this morning of V6 R2014.

And finally, we are upgrading our earnings per share objective for 2013, so all in all a solid performance through the first half of 2013.

Second Quarter Results to Objectives

In comparison to our financial objectives, second quarter total revenue was €522 million compared to our guidance of €515. Adjusting for a better evolution of the US dollar exchange rate, our revenue results were right in the middle of our guidance. Our non-IFRS EPS was €0.83, ahead of our 80 cent objective.

2013 Financial Objectives

Turning to our outlook for 2013, first I would like to reaffirm that we see new licenses revenues strengthening in the second half compared to the first. This has been our view since the beginning of the year.

We are upgrading our earnings per share growth objective to 6 to 9% on revenue growth of 7 to 8% in constant currencies. These figures are given on a non-IFRS basis.

Regional Highlight - Asia

Now let's speak briefly about Asia – an enormous opportunity for us. We start from an excellent base with the largest presence in Japan among PLM providers. From this departure point we have been building out our business over a number of years strengthening our presence in Korea, India, South Asia and China.

From a financial perspective Japan and China are part of our top five regions for new licenses and in the second quarter all five countries within Asia delivered double-digit new licenses growth.

Looking at China, we really started from nowhere just six or so years ago. So we are particularly proud to have been named the Number 1 Comprehensive PLM player in China this past year.

DELMIA and Apriso Acquisition

From Asia let's turn to DELMIA- it has had a great first half. Our DELMIA brand helps companies address key business challenges in manufacturing – how to shorten time to production, reduce production rework and improve the agility and flexibility of their manufacturing.

DELMIA provides an EXCELLENT return on investment to customers and is seeing increased traction.

- In Q2 new licenses revenue was up 69% for DELMIA.
- Michelin is one of DELMIA's key customers – a very interesting company, where we are helping them improve key business metrics – agility, quality, inventory, and resource utilization.

In May we spoke with you about our Apriso acquisition announcement and as you saw we closed it earlier this month. Very simply, it extends our addressable market by about 1 billion dollars and makes us a major player in the field of manufacturing operations management in 10 of the 12 industries we are targeting.

V6 Customers Highlight

Moving to customer highlights, V6 is in production and providing high value to companies.

- In the Aerospace and Defense industry, Bell Helicopter ranked Dassault Systèmes as their number one preferred supplier on their business system modernization program. They stated that utilizing ENOVIA V6 and CATIA V6, they could really bring their designers and manufacturers engineers, their quality engineers and their customers' support personal together so that they can truly collaborate in one central source.

- One of our industrial equipment customers, Metso Pulp, Paper & Power, illustrates the value CATIA V6 brings to globally run companies. CATIA V6 is architected to enable companies to design and build anywhere, knowing that they have dispersed R&D and service team all around the world. The collaborative aspect of V6 is truly a breakthrough.
- In the medical device industry, Smith & Nephew is a perfect example of the attraction we are seeing for our newly designed industry solution experiences. They have purchased our ‘licensed to cure’ industry solution to address the regulatory compliance challenges of this industry.

V6R2014 and V6R2014X

This morning we announced V6R2014, a major milestone release for several reasons. This V62014 release, altogether with the incoming V6 2014X, introduces a Business Experience Platform available on premise and on the cloud, and is based on our Version 6 architecture.

Its groundbreaking new user interface, based on the IF WE Compass, will power all our applications and will make it a seamless experience to use many applications in combination or in sequence.

We will be working with select customers and incorporating their feedback for the upcoming companion release, V6 2014X.

Summary

In summary, we are focused on delivering for the short-term, by meeting our financial objectives. And at the same time we are pushing forward on our **3DEXPERIENCE** strategy and advancing our growth drivers. It is a very exciting time here at Dassault Systèmes.

I would now be happy to take your questions.