Dassault Systèmes, the 3DEXPERIENCE Company, provides businesses and people with virtual universes to imagine sustainable innovations. Its 3DEXPERIENCE Platform leverages the Company’s world-leading 3D software applications to transform the way products are designed, produced, and supported, enabling businesses to craft delightful customer experiences.

With the 3DEXPERIENCE Platform, our customers create “social enterprises” that involve their customers in the innovation process. With its online architecture, the 3DEXPERIENCE environment helps businesses to test and evaluate anywhere in the development lifecycle of a product or service—the eventual experience they will deliver to their customers. In short, 3DEXPERIENCE powers the next-generation capabilities that drive today’s Experience Economy.
February 9, 2012 was a new milestone with Dassault Systèmes becoming the 3DEXPERIENCE Company, launching a new strategy and introducing our pioneering Industry Solution Experiences.

Why does Dassault Systèmes’ new strategy signal a new era?

At Dassault Systèmes, we are committed to harmonizing product, nature and life—we believe that developing products to improve life while preserving nature can be achieved in a harmonious, holistic way. Sustainable development is a large and relevant mission delivered to improving society, technology, and the world. It is a big purpose. But a true, relevant purpose motivates each of us to act as a catalyst for innovation and success.

We are also committed to helping our customers thrive in the Age of Experience. Companies that dazzle customers by creating experiences, not just products, forge lasting loyalty and earn significant price premiums. Enabling companies to put their customers at the heart of the innovation process is key to delivering great experiences that transcend mere products and services, and is a cornerstone of the 3DEXPERIENCE Platform.

It takes a special kind of compass to explore the world’s possibilities, and Dassault Systèmes delivers.

The Dassault Systèmes Compass represents every facet of the 3DEXPERIENCE Platform. Its four quadrants launch the power of our applications:

- Social and collaborative applications (ENOVIA for Collaborative Innovation and 3DSWYM for Social Innovation) for working in structured and unstructured environments;
- 3D modeling applications (CATIA for Digital Product Experience, SOLIDWORKS for 3D Design, and GEOVIA for Virtual Planet) for shaping ideas into reality;
- Content and simulation applications (SIMULIA for Realistic Simulation, 3DVIA for 3D Communication, and DELMIA for Digital Manufacturing & Production) where virtual worlds meet reality, and
- Information intelligence applications (EXALEAD for Discovery Intelligence and NETVIBES for Dashboard Intelligence) for dashboarding and transforming Big Data into actionable intelligence.

Mastering so many facets of excellence is inherently complex. Dassault Systèmes’ Industry Solution Experiences cut through this complexity, delivering a superior experience to our customers by allowing them to implement quickly and efficiently. Built on the solid foundation of 3DEXPERIENCE and nearly three decades of side-by-side collaboration with our customers in a dozen industries, Industry Solution Experiences assemble the applications appropriate for a specific industry or task into a single, powerful solution that is easy to deploy and use.

With proven reductions in implementation time, Industry Solution Experiences deliver value faster. The simplification and enterprise integration that companies achieve with the 3DEXPERIENCE Platform and Industry Solution Experiences boost return on investment and position our customers to thrive in today’s Experience Economy.
Expansion and diversification of our business progressed very well during 2012. It was a year of record financial performance for revenue, earnings, operating profitability and cash flow.

During 2012 we showcased, through a global corporate advertising campaign, the spirit we share with our customers, and with scientists and educators using our software: "IF WE ask the right questions, we can change the world".

We are very proud of the innovations being introduced by our customers across industries. So many of yesterday’s dreams are now being virtually created, explored, analyzed and experienced today with our software, and are poised to become tomorrow’s realities.

**A YEAR OF EXPANSION**

One year ago, we shared with you the expansion of our purpose to provide businesses and people with 3DEXPERIENCE universes to imagine sustainable innovations capable of harmonizing product, nature and life. Our belief is that our customers are evolving their businesses to provide their end-users with delightful experiences. This is why we have evolved our purpose, and redefined our strategy.

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3DEXPERIENCE, A NATURAL EVOLUTION OF OUR STRATEGY

3DEXPERIENCE is a significant transformation, but it capitalizes on what we have been building for 30 years with Digital Mock-Up and Product Lifecycle Management. With our software, our clients can now model and simulate products, manufacturing processes and environments and they can also simulate the way products are bought, felt, used and, in a word, experienced. 3D universes are the most inspiring and competitive environments for our customers to create delightful experiences that will truly make a difference. Our vision stems from the strong belief that whatever product or service you are buying, your ultimate opinion of that product or service is the experience you have with it.

The reaction of our customers and sales partners to our vision, strategy, and solutions has been very positive, as they perceive the value that this novel approach brings to business, whatever the industry vertical they are serving.

Our software solutions often trigger customers to rethink their business processes and innovation pathways. We asked no less of ourselves during this past year with 2012 being a period of significant transformation within Dassault Systèmes.
Our software solutions often trigger customers to rethink their business processes and innovation pathways. We asked less of ourselves during this past year with 2012 being a period of significant transformation within Dassault Systèmes. 3DEXPERIENCE drove our strategy, our portfolio roadmap as well as our organizational and operational structure.

We launched 12 Industry Solution Experiences designed to build the most accurate business value for our customers, and we will introduce additional Industry Solution Experiences at an even quicker pace in 2013. Our solutions are designed to optimize our customers’ most critical processes, combining the appropriate functionalities and technologies of our different brands, and thus bring our customers significant value in simplification and enterprise integration and boost return on investment.

Our 3DEXPERIENCE Platform, a business platform supported by V6 architecture, connects and powers our brand applications to deliver the full capabilities of 3D technology, encompassing all the dimensions of experience. It is a social and collaborative platform to enable people to work and innovate both in a structured and unstructured way, a modeling platform to represent holistic 3D universes, a content and simulation platform to extend and improve real-world experimentation, and an information intelligence platform to navigate Big Data.

Our ambition to harmonize product, nature and life led us to target a new industry, Natural Resources, with the acquisition of Gemcom Software International, the global leader in mining industry software solutions, and to create a new brand, GEOVIA.

Looking forward, 3DEXPERIENCE represents a $32 billion addressable market, approximately double the PLM market. We believe that our addressable market opportunity is sizeable, are working hard to turn it from strategy to reality, and are confident that our Industry Solution Experiences will be an integral and important part of our progress.

Bernard Charlès
President & Chief Executive Officer

Charles Edelstenne
Chairman of the Board of Directors

We are very proud of the innovations being introduced by our customers across industries. So many of yesterday’s dreams are now being virtually created, explored, analyzed and experienced today with our software, and are poised to become tomorrow’s realities.

Our global corporate advertising campaign showcases our spirit: “IF WE ask the right questions, we can change the world”.

We benefited from growth in all three regions, led by Asia with non-IFRS revenue increasing 14%, reflecting a further return to investment by Japanese customers and strong growth in China and Korea. Europe has been an area of strength over the last several years and in 2012, despite the softening of the macro-environment that began to affect regional results in the third quarter, full-year performance was solid with revenue higher by 8%. In the Americas, total revenue increased 7%, with growth strengthening in the second half of 2012.

We continued to expand in our target verticals, which contributed nearly one-quarter of our end-user revenue in 2012, with good traction in Consumer Packaged Goods & Retail; Energy, Process & Utilities; Architecture, Engineering & Construction; and of course Natural Resources with the acquisition of Gemcom and the creation of GEOVIA. At the same time, results in our core industries, notably Transportation & Mobility and Industrial Equipment, demonstrated good growth, so we are diversifying from strength.

Critical to our progress has been continual investment in our brands to enhance their value to users and to address the needs of the industries they are serving. During 2012 our brands showed healthy growth, with a stand-out performance in our simulation business. SIMULIA, among the most diversified of our brands from an industry perspective, posted double-digit software revenue growth in design, SOLIDWORKS software revenue increased by double digits, and CF/CAE showed a good dynamic led by demand in high-growth countries well supported by customers in our largest markets. We are seeing increased interest in DELMIA as companies focus on advanced manufacturing initiatives. Although ENOVIA was more impacted by the weakening of the macro-environment during the second half of the year, it made important progress for the full year, with software revenue increasing 7%.

We are enhancing our future opportunities with 20,000 new customers in 2012 and we are also increasing our touch points with nearly 10 million users among business, education and consumers interacting with the software applications of our brands.

Looking forward, we continue to invest at an even quicker pace in 2013. Our operational initiatives during 2012 strengthened the entire organization, and our expansion initiatives were particularly notable in increasing the capacity of our indirect channels. We are reaching more industries, customers and users in all key geographic regions who are likely to enhance our future opportunities over the mid-term.
MANAGEMENT DRIVEN BY LONG-TERM VISION

EXECUTIVE COMMITTEE

BERNARD CHARLÈS
President & Chief Executive Officer

THIBAULT DE TERSANT
Senior Executive Vice President, Chief Financial Officer

DOMINIQUE FLORACK
Senior Executive Vice President, Products, Strategy - R&D

BRUNO LATCHARGE
Executive Vice President, Global Sales Strategy & Operations, 3DS Value Solutions, Managing Director North America

DOMINIQUE FLORACK
Senior Executive Vice President, Products, Strategy - R&D

MONICA MENGHINI
Executive Vice President, Industry, Marketing & Corporate Communications

PASCAL DALOZ
Executive Vice President, Corporate Strategy & Market Development

LAURENCE BARTHÈS
Executive Vice President, Chief People & Information Officer

SYLVAIN LAURENT
Executive Vice President, 3DS Business Transformation

PHILIPPE FORESTIER
Executive Vice President, Global Affairs & Communities
In an age in which natural resources are consumed in unprecedented amounts, a solution is desperately needed to secure the longevity of our planet for generations to come. With the acquisition of Gemcom Software International, the world leader in mining industry software applications and services, Dassault Systèmes took a significant step towards fulfilling its purpose of providing 3D EXPERIENCE universes for imagining sustainable innovations to harmonize products, nature and life.

As a result of the acquisition, the Company expanded into a new industry, Natural Resources, and created a new brand, GEOVIA, to serve it. GEOVIA helps to model and simulate our planet to improve predictability, efficiency, safety and sustainability of the Natural Resources industry.

By combining GEOVIA’s expert 3D modelling and planning applications with technologies of other Dassault Systèmes brands through the 3D EXPERIENCE Platform, the Company is creating an interactive, virtual environment, focused initially on the mining market. Mining companies are able to make informed, real-time decisions to maximize the value of their major asset, their ore body, from early exploration through delivery to their end customers while ensuring compliance with geological, logistical, operational, governmental, and environmental constraints. This platform will form the basis of the 3D EXPERIENCE for all Natural Resources and will transform how the world manages this critical intersection of product, nature and life.

“Leveraging our substantial position in the mining sector, we are expanding our focus to create 3D EXPERIENCE universes that will help us to model and simulate our planet to improve predictability, efficiency, safety and sustainability of all natural resources.”

Rick Moignard
Chief Executive Officer, GEOVIA
Vice President, Natural Resources Industry

“GEOVIA has been a key partner for Dundee Precious Metals in the application of enabling technology to increase our mine efficiency and production output. Now with the added value of the Dassault Systèmes technology, we see that the dream of creating a virtual 3D environment through the entire resource lifecycle, from early exploration to delivery of product to our customers, is possible and could help transform the mining industry.”

Rick Howes
Chief Executive Officer
Dundee Precious Metals Inc.
“Using 3DSWYM, a cloud-based application on the 3DEXPERIENCE Platform, enables us all to go to one source for information, which in turn enables speed and efficiency. This helps us more quickly develop and deliver innovations that add value for vehicle manufacturers and drivers alike.”

Tim Verdon
Global Director Innovation, Design, R&D
Visteon Corporation

“To enable that collaborative process we need a strong, reliable solution that allows the entire team—including sailors and designers—to show the full model in meetings, zoom in to highlight certain parts, simulate how they would work, give feedback and make changes in real-time. Dassault Systèmes gives us those capabilities and we rarely have meetings without its tools on screen. As a result, we were able to reduce our drafting significantly.”

Christoph Erbelding
Structural Design, Senior FEA Analyst
ORACLE TEAM USA

“Every second, a P&WC-powered airplane takes off or lands somewhere in the world and our goal is to ensure the highest quality, best service cost, and overall product value for those customers. Dassault Systèmes is a strategic partner in executing our vision of a quality product and customer experience.”

Walter Di Bartolomeo
Vice President, Productivity & Engineering
Pratt & Whitney Canada

“With Single Source for Speed, we have a complete view of our product information, traceability, and efficient management and control at all times.”

Michael Stöckli
Head of IT Business Solutions
Jakob Müller AG
“Luxottica’s worldwide expansion is thanks to constant attention to R&D and technological innovation, and adapting to market evolutions with respect to people and the environment. The 3DEXPERIENCE Platform is the global solution for our development of more than 1,500 new styles per year, helping us reach the market at the right time.”

Roberto Corradini
Corporate IT
Luxottica Group S.p.A.

“Adapting SIMULIA’s FEA software to the packaging design process enabled Tetra Pak® engineers to develop new ways to significantly decrease development time while maintaining package quality. It was a world first for the food processing and packaging industry.”

Dr. Laurence Mott
Vice President, Technologies and Service Products
Tetra Pak

“SOLIDWORKS enabled us to come out with a series of concepts for the Firefly Infant Phototherapy device incredibly quickly. We used the software’s simulation tools for stress testing and to analyze heat distribution, which are important factors because of the large number of LEDs involved. We’re about to begin production and will soon provide an affordable solution to a pressing healthcare need.”

Will Harris
Designer
Design That Matters, Inc.
“Moving beyond the immediate impacts of better design communication and construction trade coordination, 3D EXPERIENCE technology affords a level of partnership that inspires the team, helps maintain the momentum, and participates in making the project an exceptional experience for all.”

Kerenza Harris
Architect
Morphosis Architects

“With the 3D EXPERIENCE Platform, we have an integrated environment for collaboration and data exchange. All project participants experience a sense of unity, working together closely using the same process. They get feedback in real time, implement changes on a daily basis, and work out problems faster than before.”

Valery Limarenko
President
NIREP OJSC and ASE JSC

“When we needed innovative technology that could collect and analyze internal and external data quickly, whatever the format or location, we chose the unique semantic capabilities of EXPLORER. Its 360° view of all customer data provides end-users with analytical discovery pages that help them make smarter decisions and improve their operational efficiency.”

Dario Resnati
Chief Innovation Officer
BNP Paribas Securities Services

Use your smartphone to learn more about our Customer Stories

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Kerenza Harris
Architect
Morphosis Architects

Use your smartphone to learn more about our Customer Stories
Ranked as one of Forbes Magazine’s Top 10 most innovative companies in Europe, Dassault Systèmes teams partner every day with research and education organizations to serve 170,000 customers around the world.

Collaborating via the 3DSWYM social innovation application, more than 10,000 Dassault Systèmes people and their ecosystem continuously extend their scope of expertise, exchanging ideas at any time, sharing knowledge and experience to carry out global projects, bringing the value of 3D to all domains.

In the healthcare field, Dassault Systèmes has been partnering with medical institutions to build immersive and interactive 3D Experiences. Examples include BornToBeAlive, demonstrating the steps in a mother’s life from pregnancy to childbirth, and StayingAlive, which uses simulation technologies for medical training, contributing to saving lives.

Dassault Systèmes also creates cultural learning experiences. Working with historians and researchers using period maps and archeological records, the Paris 3D Saga project uses Dassault Systèmes solutions to trace the history of Paris back 2,000 years. In September, 15,000 Parisians and tourists travelled back in time during a special event held at Paris City Hall. They enjoyed a virtual visit of the City of Light, projected on nine giant screens. This interactive 3D Experience is available on the Web, an iPad app, a documentary film, and “touch” terminals at museums and universities.

Another way to promote education is to encourage future generations to “think and dream” 3D by organizing competitions and events such as 3DEXPERIENCE Days for kids. Children of employees at locations in China, France, India and the United States spent a special day experiencing Dassault Systèmes solutions and playing games to learn how virtual universes contribute to improving the real world.
2012 AT A GLANCE

A YEAR OF EXPANSION

Software revenue growth  ►  +10% in constant currencies*
EPS growth  ►  +15% to €3.37*
Operating margin expansion  ►  +120 basis points to 31.6%*
Net operating cash flow growth  ►  +26%
Proposed cash dividend  ►  +14% per share to €0.80
Customers expansion  ►  +20,000 new customers
Users expansion  ►  Nearly 10 million users in total
Geographic diversification  ►  High-growth countries revenue growth +16% in constant currencies

INDUSTRY DIVERSIFICATION

*Non-IFRS

2012 AT A GLANCE | 23

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**STOCK DATA***

* Listed on NYSE Euronext Paris and traded on the U.S. Over-the-Counter Market

**KEY 2013 SHAREHOLDERS’ EVENTS**

**Thursday, April 25, 2013**

Release of First Quarter Earnings

**Thursday, May 30, 2013**

Annual Shareholders’ Meeting

**Thursday, July 25, 2013**

Release of Second Quarter Earnings

**Thursday, October 24, 2013**

Release of Third Quarter Earnings

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