

Industry Leadership for Growth



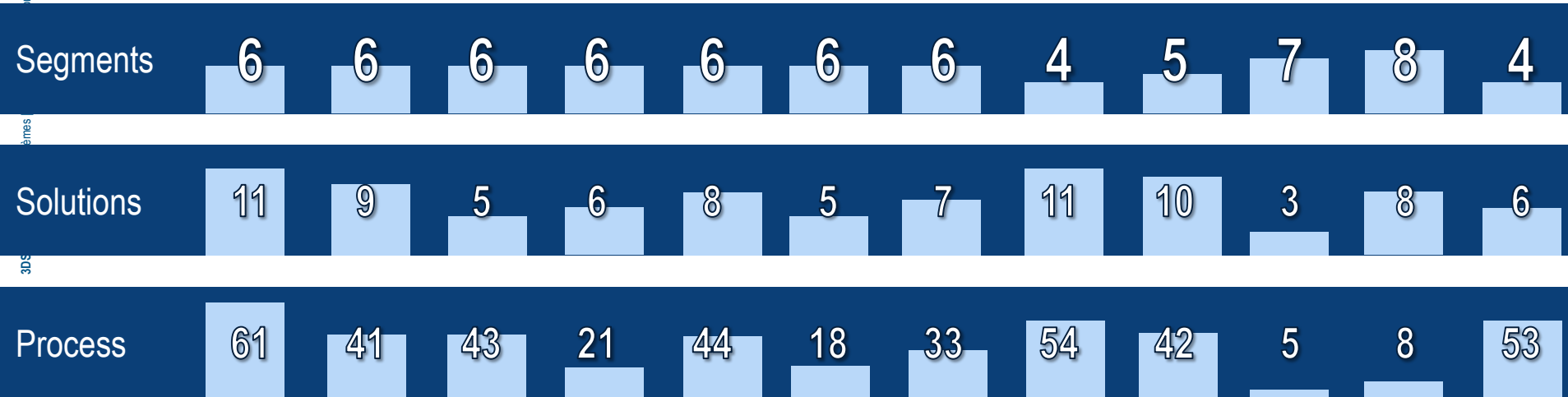
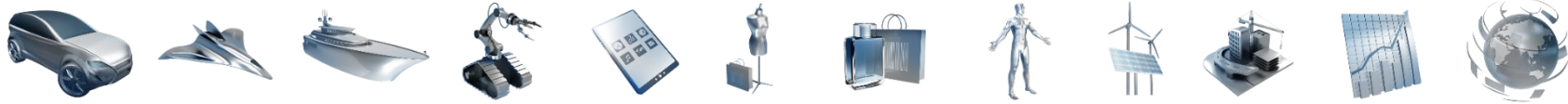
Bruno Latchague

3DEXPERIENCE[®]



A Rich Portfolio of Industry Solution Experiences

12 industries **69** Segments **84** Solutions **317** Processes





From Product Selling to Industry Value Selling

Increased **Win Rate**

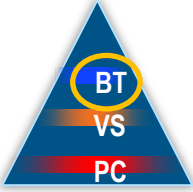
- ▶ **650 Customers** engaged with solutions and won
(+1000 Opportunity won with solutions)
- ▶ **150 Partners** have won Solution deals

Increased **Deal Size**

- ▶ **+40%** deal size
when engaging with Solution
- ▶ **+ 50%** deals won
with solution versus Q1 last Year

Increased **Replicability**

- ▶ **70%** of our solutions launched in 2015 are **REPLICABLE**
- ▶ **20%** of the solutions launched in 2016 are **ALREADY REPLICABLE**



Ericsson Adopts 3DEXPERIENCE Platform

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Ericsson

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

Business Values:

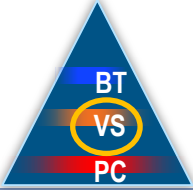
Enabling digital transformation of business processes

- 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

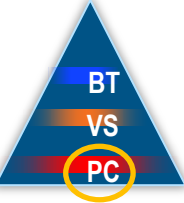
Faraday Future Adopts 3DEXPERIENCE Platform



Faraday Future

Launching with fully-electric vehicles that will offer smart and seamless connectivity to the outside world





Center for Advanced Design Adopts SOLIDWORKS

Industrial Designer powered by 3DEXPERIENCE Platform



Center for Advanced Design
Product development consulting firm

Business Values:

Accelerating industrial design concept development by:

- Eliminating repetitive tasks
- Improving flexibility for making design changes
- Streamlining communication of design concepts

→ **Cut industrial design time by 60%**

Solution:

SOLIDWORKS Industrial Designer, powered by 3DEXPERIENCE platform



Stephen CHADWICK
EuroNorth



Andreas BARTH
EuroCentral



Olivier LETEURTRE
EuroWest



Alexey RYZHOV
Russia



Guido PORRO
EuroMed



Laurent BLANCHARD
EMEAR



Ying ZHANG
China



Paul DILaura
NAM



Bruno LATCHAGUE
Americas



Sylvain LAURENT
Asia/Oceania



Youngbin CHO
Korea



Marcia FLESH GRILLO
LATAM



Seiji KAJIYA
Japan



Chandan CHOWDHURY
India



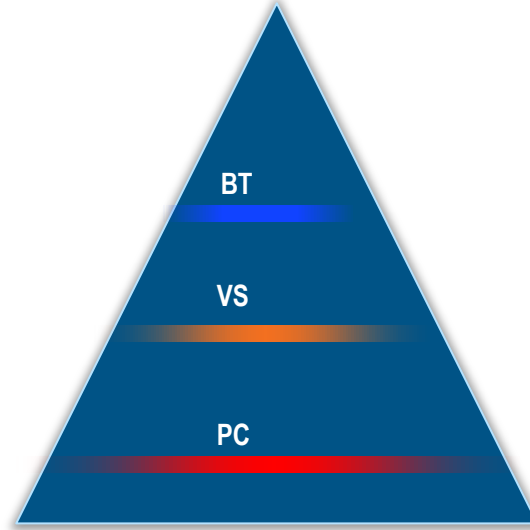
Sox KONNO
AP South





Scale Up with Global Field Operations

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EVP, WW Business Transformation



Laurent BLANCHARD
EVP, WW Alliances & Services



Bertrand SICOT
VP, 3DS Value Solutions



Kenneth CLAYTON
VP, 3DS Professional Channel



