Dassault Systèmes'offerings

In connection with the Company's 3DEXPERIENCE strategy and reflecting its broad software applications capabilities, the Company has organized itself along three axes:

- a strategy to cover customer processes based upon an industry-focused set of offerings, "Industry Solution Experiences" based upon the Company's underlying software applications portfolio, content and services;
- a domain-focused group of software applications organized by brand in order to ensure a strong focus on the satisfaction of end-user needs;
- and a global-local-specialized organization in order to leverage its global strengths, while at the same time ensuring a strong local understanding and field operations.

3DEXPERIENCE Industries Served

The Company's global customer base includes companies in 12 industrial sectors: Transportation & Mobility; Industrial Equipment; Aerospace & Defense; Financial & Business Services; High-Tech; Life Sciences; Energy, Process & Utilities; Consumer Goods & Retail; Natural Resources; Architecture, Engineering & Construction; Consumer Packaged Goods & Retail and Marine & Offshore.

For its latest full fiscal year 2016, the composition of end-user software revenue by major industry was approximately as follows: Transportation & Mobility about 31% (32% in 2015); Industrial Equipment about 16% (15% in 2015); Aerospace & Defense about 13% (14% in 2015); Business Services about 10% (9% in 2015); Diversification Industries represented about 31% of software revenue in 2016, compared to about 30% in 2015 and 28% in 2014.

Commencing in 2012, the Company's go-to-market strategy moved to an industry focus from the previous brand focus. Today, the Company has the largest Industry Solution Experiences portfolio powered by the **3D**EXPERIENCE platform on the market. Its Industry Solution Experiences are designed to address key business processes of the respective individual industry and are comprised of industry process experiences and user roles matching up to those of the respective industry.

3DEXPERIENCE Business Platform and 3DEXPERIENCE Industry Solutions

The **3D**EXPERIENCE platform provides cloud-based workspaces services and technologies to enable secured, concurrent, and controlled online collaborative environments to share, and innovate on any IP. This technology is unique, optimized for big data and available for remote usage for a wide variety of industry practices.

A single user interface – the 3D Compass – provides easy-to-use navigation, search, and collaboration in the **3D**EXPERIENCE platform environment that is extensible to any discipline in a company – engineering, manufacturing, simulation, sales, marketing, finance, procurement, and management.

3DEXPERIENCE Software Applications Portfolio – Addressing the Needs of its User Communities

Dassault Systèmes' **3D**EXPERIENCE software applications portfolio is designed to enable the powering of 3D realistic virtual experiences and is comprised of 3D modeling applications, simulation applications, social and collaborative applications, and information intelligence applications. The Company has successively expanded its portfolio of applications and organizes them by brand internally in order to maintain a strong research and development focus on the users served by these applications. All of the Company's major brands are world leaders in their respective disciplines.

The Company continues to expand its brands and create new brands to meet the evolving needs of existing and new users across its expanded addressable market. Dassault Systèmes' investments in research and development, as well as targeted acquisitions, enable the Company to deepen and broaden its offerings for customers as well as to bring its significant assets to help advance innovation in other target domains and industries. These investments advance the Company's brand portfolio and have led to the introduction of new brands. In 2014, the Company introduced two new brands: (i) BIOVIA, focused on science driven industries to help them introduce scientific innovation in the biologic, chemical and material sciences; and (ii) 3DEXCITE, focused on helping companies across core and other industries create marketing materials from virtual product representations. Acquisitions in 2016 further strengthened the Company's multiscale and multiphysics simulation capabilities as well as its manufacturing applications portfolio.