

**PASCAL DALOZ**  
*Executive Vice President,  
Brands and Corporate Development*

**2014**

EXECUTIVE VICE PRESIDENT, BRANDS AND CORPORATE DEVELOPMENT

**2010**

EXECUTIVE VICE PRESIDENT, CORPORATE STRATEGY AND MARKET DEVELOPMENT

**2007**

EXECUTIVE VICE PRESIDENT, STRATEGY AND MARKETING

**2003**

VICE PRESIDENT, STRATEGY AND BUSINESS DEVELOPMENT

**2001**

DASSAULT SYSTÈMES  
VICE PRESIDENT, R&D IN CHARGE OF SALES DEVELOPMENT

**1997**

CRÉDIT SUISSE FIRST BOSTON TECHNOLOGY GROUP  
SENIOR ANALYST FOR THE TECHNOLOGY INDUSTRY

**1992**

ARTHUR D. LITTLE  
CONSULTANT FOR TECHNOLOGY INNOVATION



# INNOVATION AS A DRIVER OF IDENTITY AND GROWTH



With the firm belief that disruptive technology and social evolution cannot be approached as distinct entities, Pascal Daloz has made a key contribution to Dassault Systèmes' policy of pioneering new sectors, resulting in the unique market coverage it has achieved today. With his ability to embrace future trends and bring together the most original talents, he takes a cross-functional and multidisciplinary approach to the company's development, combining operational knowledge, technological expertise and an astute acquisition strategy. He ensures that Dassault Systèmes' 12 brands are drivers of imagination, innovation, attractiveness and growth.

Pascal Daloz has 10 years of experience in strategy and technology innovation management acquired with investment banks and consultancy firms, including Arthur D. Little (1992–97) and Crédit Suisse First Boston Technology Group (1997–2001).

He joined Dassault Systèmes in 2001 as Vice President R&D in charge of sales development, tasked with expanding the company's presence in the PLM (product lifecycle management) solutions market. He brought to R&D a strategic view of how markets evolve and helped incorporate the internet and the full range of emerging information technologies.

In 2003, Pascal Daloz became Vice President, Strategy and Business Development. In this role, he converged all of the strategic corporate components: product strategy, mergers and acquisitions, market analysis and partnership policy. He created the company's first organization by industrial sectors. He was also behind the creation of the SIMULIA brand in 2005, following the acquisition of Abaqus.

In 2007, he became Executive Vice President, Strategy and Marketing. At the time when Dassault Systèmes was taking tighter control of its entire distribution network, Pascal Daloz developed the marketing functions to support the rollout of V5, launched in 1999, and the market introduction of V6 in 2008. To consolidate Dassault Systèmes' capacity for growth, he helped the company move into new markets. Through an acquisition strategy, he played an important role in creating new brands and product lines. He was the architect of the extension of solutions to the public and other industries, such as consumer products, services and life sciences. In 2008, he took charge of activities grouped under the 3DVIA brand, created in 2007.

From 2010, Pascal Daloz was responsible for all brands, as Executive Vice President, Corporate Strategy and Market Development. He continued to extend Dassault Systèmes' business to new markets by coordinating the company's strategy and brand development.

In 2014, Pascal Daloz became Executive Vice President, Brands and Corporate Development. He is defining and deploying a stra-

tegy of external growth, promoting the value of the company's solutions in new areas. He is pursuing a policy of acquisitions to enrich Dassault Systèmes' offering and strengthen its growth potential. Under his leadership, four new brands have been created: EXALEAD (2010) for data intelligence, NETVIBES (2012) for specialized dashboards, GEOVIA (2012) for modeling and simulation of the planet, and BIOVIA (2014) for the biosphere and virtual materials. BIOVIA is a continuation of the Biointelligence project, using digital technologies to optimize pharmaceutical research. Pascal Daloz was one of the initiators of this project. The acquisitions of Apriso (2013) and Quintiq (2014) have further expanded the company's production and supply chain management activities. With the support of the CEOs of each of Dassault Systèmes' brands, Pascal Daloz is responsible for overall coordination of brand strategy. His mission is to build world-class brands by creating a unique portfolio of applications for each one, proposing an inspiring user experience and fostering vibrant user communities.

From 2011, Pascal Daloz has also served as President of Outscale, the cloud services company founded by Dassault Systèmes. He is involved in the Alliance Industrie du Futur (alliance for the industry of the future) launched by the French government and represented the company on the French Digital Council from 2013 to 2015. He has created two research and lecturing chairs for Dassault Systèmes: «modeling of imaginations» in partnership with Telecom Paris Tech graduate engineering school and «innovative design theory and method» with Mines Paris Tech graduate engineering school. He is a member of the Science Council of the Institut Mines Telecom.

He has contributed to several books on innovation: *Strategic Management of Innovation and Design*, *La métamorphose numérique* and *Les bureaux d'études*. In 2010, he was awarded the Hermès de l'Innovation prize for human relations in the workplace.

Pascal Daloz is a graduate of the École des Mines de Paris.