

Baltic Yachts Transforms Business with Dassault Systèmes PLM Solutions

Baltic Yachts Chooses CATIA to Streamline Development and Production

GOTHENBURG, Sweden — March 29, 2011 – <u>Dassault Systèmes</u> (Euronext Paris: #13065, DSY.PA), a world leader in 3D and Product Lifecycle Management (PLM) solutions, today announced that Baltic Yachts has chosen CATIA Marine solutions to create better boats, faster and more efficiently. Founded in 1973, Baltic Yachts is globally known for its pioneering custom yachts combining innovative materials and technologies with high quality craftsmanship.

With many of its projects increasing in size and complexity over the years, Baltic Yachts needed tighter control over its design and engineering process. After evaluating different options to replace their existing CAD system, Baltic Yachts selected CATIA from Dassault Systèmes as the solution to integrate the complete value chain, provide the flexibility needed for its collaborative design and engineering processes while supporting the company's creativity and innovation with state-of-the-art modules and methodologies dedicated to the marine industry.

"We expect this new solution to help in the transformation of our business, facilitating the extension of services to our customers, better management of our production, and future growth," said Marjo Keiramo, managing director, Baltic Yachts.

"The CATIA methodology is particularly suitable for our composite yachts due to the iterative definition that we must perform in collaboration with naval architects, engineering and component suppliers," added Henrik Sjöblom, technical director, Baltic Yachts. "The flexibility of CATIA allows our designers to easily link the objects created by different stakeholders inside a complete digital mockup without limitations in data volume, where we can mix various data formats coming from suppliers. It's a big improvement for us."

Built on an open architecture, CATIA for Marine solutions enable a seamless flow of information across all actors in the yacht building value chain, covering the three main disciplines – structure, systems, and interiors – on a single collaborative platform, while offering a unique integration of the marine process.

CATIA was implemented by RAND Finland, a consulting firm specialized in Dassault Systèmes PLM solutions and supported by Dassault Systèmes marine industry experts. Dassault Systèmes has a team dedicated to marine customers and recently launched an initiative in Jakobstad in Finland, where one of Baltic Yacht's production plants is located, to support the local marine industry.

"The Baltic Yachts decision demonstrates that our products and specialized methodologies fit perfectly with the industry processes and expectations. We are delighted to have Baltic Yachts join the growing CATIA community of more than 130 yacht customers," said François Mathieu, yacht market development leader at Dassault Systèmes.

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About Baltic Yachts

Baltic Yachts, founded in 1973, is an internationally recognized builder of high quality composite yachts. The company utilizes the latest blue-sky thinking in their design and innovations. Baltic Yachts offers its clients customized yachts ranging from 50 ft to 260+ ft in size. The company has 165 employees and a turnover of 28.5 million euro. The export is 100 per cent. For more information, visit www.balticyachts.fi.

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About Dassault Systèmes

As a world leader in 3D and Product Lifecycle Management (PLM) solutions, Dassault Systèmes brings value to more than 130,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes applications provide a 3D vision of the entire lifecycle of products from conception to maintenance to recycling. The Dassault Systèmes portfolio consists of CATIA for designing the virtual product - SolidWorks for 3D mechanical design - DELMIA for virtual production - SIMULIA for virtual testing - ENOVIA for global collaborative lifecycle management, and 3DVIA for online 3D lifelike experiences. For more information, visit http://www.3ds.com.

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