

# Dassault Systèmes Reports Q2 2013 Earnings Ahead of Guidance, Reaffirms New Licenses Acceleration and Upgrades FY EPS Objective

Paris, France - July 25, 2013 — <u>Dassault Systèmes</u> (Euronext Paris: #13065, DSY.PA), the 3DEXPERIENCE Company, world leader in 3D design software, 3D Digital Mock Up and Product Lifecycle Management (PLM) solutions, today reports IFRS unaudited financial results for the second quarter and first half ended June 30, 2013. These results were reviewed by the Company's Board of Directors on July 24, 2013.

#### **Summary Highlights**

(unaudited)

- Q2 new licenses revenue up 4% in constant currencies
- Non-IFRS EPS up 9% for Q2 and 10% for H1, to €0.83 and €1.61, respectively
- First half cash flow from operations of €353 million
- DELMIA becomes a leader in manufacturing operations management with Apriso acquisition
- Unveiling V6 R2014, with IFWE Compass new Business User Experience and Private / Public Cloud integration

#### 2013 Second Quarter Financial Summary

(unaudited)

In millions of France arount nor shore data		IFRS		Non-IFRS			
In millions of Euros, except per share data		Change	Change in cc*		Change	Change in cc*	
Q2 Total Revenue	522.0	4%	6%	521.9	4%	6%	
Q2 Software Revenue	474.5	4%	6%	474.4	4%	6%	
Q2 EPS	0.64	(4%)		0.83	9%		
Q2 Operating Margin	23.0%			30.0%			

<sup>\*</sup>In constant currencies.

"We continue to deliver on our financial objectives thanks to increasing demand for our industry solutions experience and applications, despite the weak macro environment. Simultaneously, we are making significant advances to realize our **3D**EXPERIENCE strategy," commented Bernard Charlès, Dassault Systèmes President and Chief Executive Officer.

"We indicated in February that 2013 would be a year with an ambitious R&D delivery plan as we move rapidly to position ourselves on the broader **3D**EXPERIENCE market. This morning we are unveiling V6 R2014, which is offering a business **3D**EXPERIENCE platform, built on our V6 architecture, available on private or public Clouds, and embedding key technologies such as

automatic dash-boarding and leveraging of Big Data. The **3D**EXPERIENCE platform introduces a ground-breaking inclusive user interface which we have named the IFWE Compass, which will power not only all our applications, but also many 3rd party applications of all kinds. We believe it will represent a major industry milestone and look forward to working with select customers in advance of the general release V6 R2014X.

"On top of this, we are accelerating our strategy execution with acquisitions. Apriso, which has become part of the DELMIA application portfolio, following its acquisition in early July, is a perfect illustration of it. With this acquisition, we have become a major player of the Manufacturing Operations Management (MOM) market in 10 of the 12 industries we target, providing digital assets continuity for the run of manufacturing operations."

### 2013 Second Quarter Financial Summary (unaudited)

In millions of Euros		IFRS		Non-IFRS			
in millions of Euros	Q2 2013	Q2 2012	Change in cc*	Q2 2013	Q2 2012	Change in cc*	
Total Revenue	522.0	502.9	6%	521.9	502.9	6%	
Software Revenue	474.5	457.8	6%	474.4	457.8	6%	
Services and other Revenue	47.5	45.1	9%	47.5	45.1	9%	
PLM software Revenue	369.6	356.3	6%	369.5	356.3	6%	
SOLIDWORKS software Revenue	104.9	101.5	6%	104.9	101.5	6%	
Americas	145.4	139.2	6%	145.3	139.2	6%	
Europe	231.1	228.2	2%	231.1	228.2	2%	
Asia	145.5	135.5	13%	145.5	135.5	13%	

<sup>\*</sup>In constant currencies.

- Total revenue (IFRS and non-IFRS) increased 6% on growth in both software revenue and services and other revenue. Similarly, software revenue increased 6% (IFRS and non-IFRS) and represented 91% of total revenue. Services and other revenue increased 9% on growth in new V6 engagements. (All growth comparisons are in constant currencies.)
- In Asia, total revenue (IFRS and non-IFRS) was higher by 13% on strong growth in software across a number of countries led by China and Korea. The Americas reported total revenue (IFRS and non-IFRS) growth of 6% driven by software revenue growth of 8%. In Europe, total revenue (IFRS and non-IFRS) increased 2%, reflecting the softer environment as well as a high comparison base to the 2012 second quarter where total revenue grew 19% in Europe. The Company noted that its three largest regions within Europe reported year-over-year software revenue growth in the 2013 second quarter. (All growth figures in constant currencies.)

- New licenses revenue, as anticipated, was positive increasing year over year by 4% in constant currencies. Growth in new licenses revenue was led by Asia, with notable performances in China and Japan.
- Recurring software revenue (IFRS and non-IFRS) increased 6% in constant currencies on growth in maintenance and rental revenue and reflected a return to normal seasonality for maintenance renewals for the first half of the year. The 2012 second quarter benefitted from maintenance renewals activity due in the 2012 first quarter but whose purchase orders were processed in the second quarter.
- PLM software revenue increased 6% (IFRS and non-IFRS). PLM software revenue growth reflected the soft environment with CATIA and ENOVIA stable compared to the year-ago period. Other PLM increased 24%, driven by the addition of GEOVIA, sharply higher results for DELMIA and continued strength for SIMULIA. (All growth comparisons are in constant currencies.)
- SOLIDWORKS software revenue increased 6% (IFRS and non-IFRS) in constant currencies on growth in both new licenses and maintenance revenue. New SOLIDWORKS commercial seats licensed totaled 13,403 in the second quarter, representing a decrease of 3% compared to the year-ago quarter.
- IFRS operating income totaled €119.8 million and the operating margin was 23.0%. On a non-IFRS basis, operating income increased 6.6% to €156.7 million and the operating margin increased to 30.0%, compared to 29.2% in the year-ago period.
- IFRS net income per diluted share decreased 4.5% to €0.64 per share principally reflecting a one-time gain on the sale of a distribution activity in the 2012 second quarter as well as higher shared-based payment expense in the 2013 second quarter. On a non-IFRS basis net income per diluted share increased 9.2% to €0.83 per share on growth in operating income and financial revenue, with the effective tax rate of 34.2% slightly lower compared to the prior year period.

#### 2013 First Half Financial Summary

(unaudited)

In millions of Euros, except per share data		IFRS		Non-IFRS			
		Change	Change in cc*		Change	Change in cc*	
2013 YTD Total Revenue	1,007.3	4%	6%	1,010.7	5%	7%	
2013 YTD Software Revenue	920.9	5%	7%	924.3	5%	7%	
2013 YTD EPS	1.22	(2%)		1.61	10%		
2013 YTD Operating Margin	22.2%			29.5%			

<sup>\*</sup>In constant currencies.

In millions of France		IFRS		Non-IFRS			
In millions of Euros	YTD 2013	YTD 2012	Change in cc*	YTD 2013	YTD 2012	Change in cc*	
Total Revenue	1,007.3	965.3	6%	1,010.7	965.3	7%	
Software Revenue	920.9	877.7	7%	924.3	877.7	7%	
Services and other Revenue	86.4	87.6	1%	86.4	87.6	1%	
PLM software Revenue	713.4	677.8	7%	716.8	677.8	7%	
SOLIDWORKS software Revenue	207.5	199.9	6%	207.5	199.9	6%	
	_						
Americas	278.8	265.6	6%	279.8	265.6	7%	
Europe	446.5	432.3	4%	447.1	432.3	4%	
Asia	282.0	267.4	10%	283.8	267.4	11%	

<sup>\*</sup>In constant currencies.

- Total revenue grew 6% (IFRS) and 7% (non-IFRS) in constant currencies, with growth in both software and services and growth in all three regions. 2013 First Half results include the acquisition of Gemcom (part of GEOVIA) and the divestiture of Transcat PLM GmbH.
- On a regional basis, Asia revenue increased 10% (IFRS) and 11% (non-IFRS) led by China and Korea. The Americas reported revenue growth of 6% (IFRS) and 7% (non-IFRS) with software revenue growing 10%. In Europe total revenue increased 4% (IFRS and non-IFRS), with mixed results by countries. High-growth countries grew 19% on strong growth in Latin America well supported by India, Russia, Korea and China, representing about 12% of total revenue. (All growth figures in constant currencies.)
- Software revenue growth of 7% (IFRS and non-IFRS) was principally driven by recurring software revenue. Recurring software revenue increased 9% (IFRS and non-IFRS) from growth in maintenance from new licensing activity, strong renewal rates and growth in rental licensing. New licenses revenue increased 1%, with growth in Asia and the Americas offset by a decrease in new licenses revenue in Europe. In the 2012 First Half, new licenses revenue in Europe increased double-digits.
- PLM software revenue increased 7% (IFRS and non-IFRS) led by Other PLM, reflecting the addition of GEOVIA, strong results in manufacturing with DELMIA, and was well

supported by growth in simulation. PLM software saw its strongest results in Asia, led by CATIA.

- SOLIDWORKS software revenue increased 6% (IFRS and non-IFRS) in constant currencies on strong growth in recurring software revenue and growth in new licenses revenue from multi-product sales. New commercial seats licensed decreased 1% to 26.914.
- IFRS operating income totaled €223.7 million, representing a decrease of 3.8% on higher revenue offset by growth in operating expenses of 6.9%. On a non-IFRS basis, operating income increased 5.7% to €298.4 million on higher revenue and operating expense growth limited to 4.3%. The non-IFRS operating margin increased slightly to 29.5% compared to 29.2%.
- IFRS net income per diluted share decreased 2.4% to €1.22 per share, principally reflecting a one-time gain on the sale of a distribution activity in the 2012 First Half as well as higher shared-based payment expense in the 2013 First-Half. Non-IFRS net income per diluted share increased 9.5% to €1.61 principally reflecting growth in operating income, financial revenue and a lower tax rate.
- New business in the First Half included V6 architected software applications purchases by companies in Aerospace & Defense, Transportation & Mobility, Consumer Packaged Goods, Consumer Goods-retail, and Industrial Equipment and included Alstom Transport, Metso Pulp, Paper & Power, Parker Hannifin, P&G and Renault, among others.

#### **Cash Flow and Other Financial Highlights**

Net operating cash flow was €168.3 million and €353.3 million for the three and six-months ended June 30, 2013, compared to €188.1 million and €353.8 million for the respective 2012 periods. For the first half of 2013, the cash conversion rate was excellent.

In June 2013, the Company entered into a new five year €350 million credit facility in France which was fully drawn down. At June 30, 2013, cash, cash equivalents and short-term investments totaled €1.95 billion and long-term debt was €372.4 million compared to €1.32 billion and €38.3 million, respectively at December 31, 2012.

#### Annual Shareholders' Meeting Approved 14% Increase in Dividend Payment

At the Annual Shareholders' Meeting held on May 30, 2013, shareholders approved the Board of Directors recommendation for a 14% increase in the annual dividend equivalent to €0.80 per share and to offer an option to receive payment of the dividend for the fiscal year ended December 31, 2012 in the form of new Dassault Systèmes shares or in cash. 68% of Dassault Systèmes' shares opted to receive the dividend in the form of new shares.

The payment of the dividend was completed on June 28, 2013 with the issuance of 741,175 new ordinary shares and with the cash payment in the aggregate amount of €31.6 million.

#### **Summary Business, Technology and Corporate Highlights**

#### **Multi-Industry**

Dassault Systèmes announces Release V6 R2014 of its 3DEXPERIENCE platform. In a separate press release issued today, Dassault Systèmes unveiled V6 R2014, including availability of cloud industry and brand offers. It also brings a groundbreaking navigational interface across the entire 3DEXPERIENCE platform available on premise, and on a public or private cloud.

Dassault Systèmes completes Apriso acquisition, extending 3DEXPERIENCE to manufacturing operations management. This acquisition expands the Group's addressable market opportunity by at least \$1 billion and places Dassault Systèmes in a leading position on the Manufacturing Operations Management market. Customers will be able to close the loop among design, engineering, manufacturing and consumer experience. Apriso solutions are used by leading global companies, including Alstom, British American Tobacco, Bombardier, Cummins, General Motors, Hitachi, Japan Tobacco, L'Occitane, Lockheed Martin, L'Oréal, Philip Morris International, Saint-Gobain, Textron Systems, Trixell, Valeo, and Volvo CE. In July, the Company welcomed close to 300 new employees following the acquisition of 100% of Apriso, headquartered in Long Beach, California, for an enterprise value of approximately \$205 million, plus net cash acquired. Apriso will be integrated with and expand Dassault Systèmes' DELMIA application portfolio.

#### **Transportation and Mobility Industry**

Dassault Systèmes continues its significant investments dedicated to the automotive industry. Further strengthening the Company's position, Dassault Systèmes announced the acquisition of German-based, privately-held SFE, a technological leader in body conceptual engineering and performance evaluation and optimization in conceptual design. Using SFE, leading global automotive OEMs are able to shorten product development time, thanks to the ability to perform simulations early in the design phase before detailed design engineering. This acquisition expands the Company's CATIA and SIMULIA applications, bringing to the market an innovative technology for seamless transitions, from early conceptual engineering and performance optimization to detailed body design. With about 50 employees, the privately-held company is headquartered in Berlin, Germany, and its solutions will become part of the CATIA applications portfolio.

#### **Aerospace & Defense Industry**

For the aerospace & defense industry, the Company launched "Co-Design to Target", a new industry solution experience to help ensure that a program is delivered on time, on budget and on objective. To achieve this, "Co-Design to Target's" mission is to enable companies to design components and sub-systems to reach their specifications quicker, and prevent late issues that may have dramatic impact on program cost and schedule thanks to game changing capabilities in this new industry solution.

#### **Life Sciences Industry**

Dassault Systèmes unveils a new industry solution, "Licensed to Cure" for Bio-tech and pharmaceutical companies. Based on Dassault Systèmes' 3DEXPERIENCE platform, "Licensed to Cure" is designed to help transform the way bio-tech and pharmaceutical companies manage product and process complexity. In an environment of expiring patents, more stringent regulations and increased development costs, companies are increasingly turning to drug variations to drive growth. With one active pharmaceutical ingredient yielding as many as 1,000 finished products, a biopharmaceutical company must have a business platform that not only manages product knowledge complexity, but also simultaneously drives collaboration, innovation, and compliancy.

#### **Business Outlook**

Thibault de Tersant, Senior Executive Vice President and CFO, commented, "We expected to see a return to new licenses revenue growth in the second quarter and we did.

"In line with the second quarter positive evolution, we can reaffirm that we anticipate acceleration in new licenses revenue growth in the second half. From the beginning of this year, we have assumed an improvement in our new license dynamic based on the opportunities we see in our various businesses and this remains the case.

"Turning to the full year, we are upgrading our non-IFRS EPS objective to €3.57 to €3.67, representing growth of 6% to 9%. This is based upon a reaffirmation of our second half outlook, updating of our financial objectives to adjust for currency evolution, and the addition of Apriso leading to a non-IFRS total revenue growth objective of 7% to 8% in constant currencies for 2013."

The Company's updated 2013 financial objectives, including Apriso, are as follows:

- Third quarter 2013 non-IFRS total revenue objective of about €520 million, growing about 8% to 9% excluding currency effects; non-IFRS operating margin of about 31%; and non-IFRS EPS of about €0.92, representing growth of about 3%;
- 2013 non-IFRS revenue growth objective range of about 7% to 8% in constant currencies (€2.115 to €2.130 billion based upon the 2013 currency exchange rate assumptions below):
- 2013 non-IFRS operating margin of about 31-32%, stable with 2012;
- 2013 non-IFRS EPS range of about €3.57 to €3.67, representing growth of about 6% to 9%, upgraded from 2% to 7%;
- Objectives are based upon exchange rate assumptions for the next two quarters of US\$1.35 per €1.00 and JPY130 per €1.00; and for the full year 2013 of US\$1.33 per €1.00 and JPY128 per €1.00.

The Company's objectives are prepared and communicated only on a non-IFRS basis and are subject to the cautionary statement set forth below.

The 2013 non-IFRS objectives set forth above do not take into account the following accounting elements and are estimated based upon the 2013 currency exchange rates above: 2013 deferred revenue write-downs estimated at approximately €4 million, share-based compensation expense estimated at approximately €35 million and amortization of acquired intangibles estimated at approximately €97 million. The above objectives do not include any impact from other operating income and expense, net principally comprised of acquisition, integration and restructuring expenses of €4.2 million in the 2013 First Half. The above non-IFRS adjustments do not take into account the impact of the Apriso acquisition, for which the accounting elements will be finalized and included in the third quarter earnings announcement. Finally, these estimates do not include any new stock option or share grants, or any new acquisitions or restructurings completed after July 25, 2013.

#### Today's Webcast and Conference Call Information

Today, Thursday, July 25, 2013, Dassault Systèmes will first host a meeting in Paris, which will be simultaneously webcasted at 9:30 AM London time/10:30 AM Paris time and will then host a conference call at 9:00 AM New York time/ 2:00 PM London time/3:00 PM Paris time. The webcasted meeting and conference call will be available via the Internet by accessing <a href="http://www.3ds.com/investors/">http://www.3ds.com/investors/</a>. Please go to the website at least 15 minutes prior to the webcast or conference call to register, download and install any necessary audio software. The webcast and conference call will be archived for 30 days.

Additional investor information can be accessed at <a href="http://www.3ds.com/investors/">http://www.3ds.com/investors/</a> or by calling Dassault Systèmes' Investor Relations at 33.1.61.62.69.24.

#### **2013 Key Investor Relations Events**

Third Quarter Earnings, October 24, 2013 in London

#### Forward-looking Information

Statements herein that are not historical facts but express expectations or objectives for the future, including but not limited to statements regarding the Company's non-IFRS financial performance objectives, are forward-looking statements.

Such forward-looking statements are based on Dassault Systèmes management's current views and assumptions and involve known and unknown risks and uncertainties. Actual results or performances may differ materially from those in such statements due to a range of factors. If global economic and business conditions continue to be volatile or deteriorate, the Company's business results may not develop as currently anticipated and may decline below their earlier levels for an extended period of time. Furthermore, due to factors affecting sales of the Company's products and services, there may be a substantial time lag between any change in global economic and business conditions and its impact on the Company's business results.

In preparing such forward-looking statements, the Company has in particular assumed an average US dollar to euro exchange rate of US\$1.35 per €1.00 and US\$1.33 per €1.00 as well as an average Japanese yen to euro exchange rate of JPY130 to €1.00 and JPY128 to €1.00 for the 2013 third quarter and full year, respectively; however, currency values fluctuate, and the Company's results of operations may be significantly affected by changes in exchange rates. The Company's actual results or performance may also be materially negatively affected by numerous risks and uncertainties as described in the "Risk Factors" section of 2012 *Document de Référence*, filed with the AMF on April 3, 2013, and also available on the Company's website www.3ds.com.

#### **Non-IFRS Financial Information**

Readers are cautioned that the supplemental non-IFRS information presented in this press release is subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered as a substitute for IFRS measurements. Also, the Company's supplemental non-IFRS financial information may not be comparable to similarly titled non-IFRS measures used by other companies. Further specific limitations for individual non-IFRS measures, and the reasons for presenting non-IFRS financial information, are set forth in the Company's annual report for the year ended December 31, 2012 included in the Company's 2012 *Document de Référence* filed with the AMF on April 3, 2013.

In the tables accompanying this press release the Company sets forth its supplemental non-IFRS figures for revenue, operating income, operating margin, net income and diluted earnings per share, which exclude the effect of adjusting the carrying value of acquired companies' deferred revenue, stock-based compensation expense, the expenses for the amortization of acquired intangible assets, other income and expense, net, certain one-time items included in financial revenue and other, net, and the income tax effect of the non-IFRS adjustments. The tables also set forth the most comparable IFRS financial measure and reconciliations of this information with non-IFRS information.

#### **Information in Constant Currencies**

When the Company believes it would be helpful for understanding trends in its business, the Company provides percentage increases or decreases in its revenue (in both IFRS as well as non-IFRS) to eliminate the effect of changes in currency values, particularly the U.S. dollar and the Japanese yen, relative to the euro. When trend information is expressed herein "in constant currencies", the results of the "prior" period have first been recalculated using the average exchange rates of the comparable period in the current year, and then compared with the results of the comparable period in the current year.

#### **About Dassault Systèmes**

Dassault Systèmes, the **3D**EXPERIENCE Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world.

The group brings value to over 170,000 customers of all sizes, in all industries, in more than 140 countries. For more information, visit www.3ds.com.

CATIA, SOLIDWORKS, SIMULIA, DELMIA, ENOVIA, GEOVIA, EXALEAD, NETVIBES, 3DSWYM and 3DVIA are registered trademarks of Dassault Systèmes or its subsidiaries in the US and/or other countries. (Tables to follow)

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### DASSAULT SYSTEMES NON-IFRS KEY FIGURES

(unaudited; in millions of Euros, except per share data, headcount and exchange rates)

Non-IFRS key figures exclude the effects of adjusting the carrying value of acquired companies' deferred revenue, stock-based compensation expense, amortization of acquired intangible assets, other operating income and expense, net, certain one-time financial revenue items and the income tax effects of these non-IFRS adjustments.

Comparable IFRS financial information and a reconciliation of the IFRS and non-IFRS measures are set forth in the separate tables within this Attachment.

	r	Three months o	ended		Six months ended				
	June 30, 2013	June 30, 2012	Change	Change in cc*	June 30, 2013	June 30, 2012	Change	Change in cc*	
Non-IFRS Revenue	€ 521.9	€ 502.9	4%	6%	€ 1,010.7	€ 965.3	5%	7%	
Non-IFRS Revenue break down by activity									
Software revenue	474.4	457.8	4%	6%	924.3	877.7	5%	7%	
of which new licenses revenue	128.8	127.9	1%	4%	243.2	248.2	(2%)	1%	
of which periodic licenses, maintenance and product development revenue	345.6	329.9	5%	6%	681.1	629.5	8%	9%	
Services and other revenue	47.5	45.1	5%	9%	86.4	87.6	(1%)	1%	
Recurring software revenue	343.8	328.1	5%	6%	679.0	625.7	9%	9%	
Non-IFRS software revenue breakdown by product line									
PLM software revenue	369.5	356.3	4%	6%	716.8	677.8	6%	7%	
of which CATIA software revenue	208.0	208.5	(0%)	0%	405.6	398.4	2%	2%	
of which ENOVIA software revenue	64.7	65.8	(2%)	1%	121.1	123.9	(2%)	1%	
of which Other PLM sofware revenue	96.8	82.0	18%	24%	190.1	155.5	22%	27%	
SOLIDWORKS software revenue	104.9	101.5	3%	6%	207.5	199.9	4%	6%	
Non-IFRS Revenue breakdown by geography									
Americas	145.3	139.2	4%	6%	279.8	265.6	5%	7%	
Europe	231.1	228.2	1%	2%	447.1	432.3	3%	4%	
Asia	145.5	135.5	7%	13%	283.8	267.4	6%	11%	
Non-IFRS operating income Non-IFRS operating margin	€ 156.7 30.0%	€ 147.0 29.2%	7%		€ 298.4 29.5%	€ 282.3 29.2%	6%		
Non-IFRS net income Non-IFRS diluted net income per share	106.0 € 0.83	95.5 € 0.76	11% 9%		204.6 € 1.61	184.4 € 1.47	11% 10%		
Closing headcount	10,245	9,684	6%		10,245	9,684	6%		
Average Rate USD per Euro	1.31	1.28	2%		1.31	1.30	1%		
Average Rate JPY per Euro	129.1	102.6	26%		125.5	103.3	21%		

<sup>\*</sup>In constant currencies

### DASSAULT SYSTEMES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (IFRS)

(unaudited; in millions of Euros, except per share data)

	Three mont	ths ended	Six months	s ended
	June 30, 2013	June 30, 2012	June 30, 2013	June 30, 2012
New licenses revenue	128.8	127.9	243.2	248.2
Periodic licenses, maintenance and product development revenue	345.7	329.9	677.7	629.5
Software revenue	474.5	457.8	920.9	877.7
Services and other revenue	47.5	45.1	86.4	87.6
Total Revenue	€ 522.0	€ 502.9	€ 1,007.3	€ 965.3
Cost of software revenue (excluding amortization				
of acquired intangibles)	(23.5)	(22.0)	(47.7)	(44.4)
Cost of services and other revenue	(42.4)	(42.9)	(82.1)	(86.0)
Research and development	(97.1)	(92.9)	(191.9)	(179.3)
Marketing and sales	(172.4)	(165.9)	(333.4)	(310.5)
General and administrative	(39.1)	(37.2)	(75.5)	(73.3)
Amortization of acquired intangibles	(24.5)	(21.8)	(48.8)	(43.3)
Other operating income and expense, net	(3.2)	6.3	(4.2)	4.1
Total Operating Expenses	(€ 402.2)	(€ 376.4)	(€ 783.6)	(€ 732.7)
Operating Income	€ 119.8	€ 126.5	€ 223.7	€ 232.6
Financial revenue and other, net	5.7	0.8	11.8	5.1
Income before income taxes	125.5	127.3	235.5	237.7
Income tax expense	(43.7)	(42.0)	(79.1)	(79.2)
Net Income	81.8	85.3	156.4	158.5
Non-controlling interest	(0.8)	(1.0)	(1.7)	(2.1)
Net Income attributable to equity holders of the parent	€ 81.0	€ 84.3	€ 154.7	€ 156.4
Basic net income per share	0.65	0.68	1.24	1.27
Diluted net income per share	€ 0.64	€ 0.67	€ 1.22	€ 1.25
Basic weighted average shares outstanding (in millions)	124.8	123.4	124.5	123.0
Diluted weighted average shares outstanding (in millions)	127.5	125.9	127.2	125.5

#### IFRS revenue variation as reported and in constant currencies

	Three months end	led June 30, 2013	Six months ende	d June 30, 2013
	Change*	Change in cc**	Change*	Change in cc**
IFRS Revenue	4%	6%	4%	6%
IFRS Revenue by activity				
Software Revenue	4%	6%	5%	7%
Services and other Revenue	5%	9%	(1%)	1%
IFRS Software Revenue by product line				
PLM software revenue	4%	6%	5%	7%
of which CATIA software revenue	(0%)	0%	2%	2%
of which ENOVIA software revenue	(2%)	1%	(2%)	1%
of which Other PLM sofware revenue	18%	24%	20%	25%
SOLIDWORKS	3%	6%	4%	6%
IFRS Revenue by geography				
Americas	4%	6%	5%	6%
Europe	1%	2%	3%	4%
Asia	7%	13%	5%	10%

<sup>\*</sup>Variation compared to the same period in the prior year. \*\*In constant currencies.

### DASSAULT SYSTEMES CONDENSED CONSOLIDATED BALANCE SHEETS (IFRS)

(unaudited; in millions of Euros)

	June 30, 2013	December 31, 2012
ASSETS		
Cash and cash equivalents Short-term investments Accounts receivable, net	1,778.7 171.5 400.2	1,159.3 159.8 457.8
Other current assets	400.2 147.7	154.5
Total current assets	2,498.1	1,931.4
Property and equipment, net	103.8	107.8
Goodwill and Intangible assets, net	1,428.3	1,459.5
Other non current assets	146.0	113.7
Total Assets	€ 4,176.2	€ 3,612.4
LIABILITIES AND SHAREHOLDERS' EQUITY		
Accounts payable Unearned revenues Short-term debt Other current liabilities	90.3 568.1 22.4 293.8	90.8 484.7 25.5 327.5
Total current liabilities	974.6	928.5
Long-term debt Other non current obligations	372.4 305.1	38.3 292.5
Total long-term liabilities	677.5	330.8
Non-controlling interests	16.4	16.2
Parent shareholders' equity	2,507.7	2,336.9
Total Liabilities and Shareholders' equity	€ 4,176.2	€ 3,612.4

<sup>\*</sup> The December 31, 2012 balance sheet reflects the adoption of Revised IAS 19 in 2013.

### DASSAULT SYSTEMES CONDENSED CONSOLIDATED CASH FLOW STATEMENTS (IFRS)

(unaudited; in millions of Euros)

	Thr	ee months ende	i	Si	Six months ended		
	June 30, 2013	June 30, 2012	Change	June 30, 2013	June 30, 2012	Change	
Net Income attributable to equity holders of the parent	81.0	84.3	(3.3)	154.7	156.4	(1.7)	
Non-controlling interest	<u>0.8</u>	<u>1.0</u>	(0.2)	<u>1.7</u>	<u>2.1</u>	(0.4)	
Net Income	81.8	85.3	(3.5)	156.4	158.5	(2.1)	
Depreciation of property & equipment	9.1	7.0	2.1	17.1	16.1	1.0	
Amortization of intangible assets	26.1	23.2	2.9	52.0	45.7	6.3	
Other non cash P&L Items	11.7	(4.6)	16.3	7.4	0.9	6.5	
Changes in working capital	39.6	77.2	(37.6)	120.4	132.6	(12.2)	
Net Cash provided by operating activities	€ 168.3	€ 188.1	(€ 19.8)	€ 353.3	€ 353.8	(€ 0.5)	
Additions to property, equipement and intangibles	(9.2)	(9.3)	0.1	(23.2)	(23.7)	0.5	
Payments for acquisition of businesses, net of cash acquired	(26.4)	(1.0)	(25.4)	(26.4)	(19.1)	(7.3)	
Sale of fixed assets	0.2	0.1	0.1	0.4	0.3	0.1	
Sale (purchase) of short term investments, net	(40.6)	36.0	(76.6)	(12.3)	86.9	(99.2)	
Sale of investments, loans and others	1.8	(7.5)	9.3	1.7	(12.5)	14.2	
Net Cash provided by (used in) investing activities	(€ 74.2)	€ 18.3	(€ 92.5)	(€ 59.8)	€ 31.9	(€ 91.7)	
Proceeds (Rep ay ments) of short-term and long-term debt	338.5	(14.0)	352.5	338.5	(14.0)	352.5	
Repurchase of common stock	0.0	(71.9)	71.9	0.0	(71.9)	71.9	
Proceeds from exercise of stock-options	8.3	41.5	(33.2)	21.6	74.2	(52.6)	
Cash dividend paid	(31.6)	(86.5)	54.9	(31.6)	(86.5)	54.9	
Net Cash provided by (used in) financing activities	€ 315.2	(€ 130.9)	€ 446.1	€ 328.5	(€ 98.2)	€ 426.7	
Effect of exchange rate changes on cash and cash equivalents	(24.5)	42.8	(67.3)	(2.6)	19.5	(22.1)	
Increase (decrease) in cash and cash equivalents	€ 384.8	€ 118.3	€ 266.5	€ 619.4	€ 307.0	€ 312.4	
Cash and cash equivalents at beginning of period	€ 1,393.9	€ 1,343.0		€ 1,159.3	€ 1,154.3		
Cash and cash equivalents at end of period	€ 1,778.7	€ 1,461.3		€ 1,778.7	€ 1,461.3		

## DASSAULT SYSTEMES SUPPLEMENTAL NON-IFRS FINANCIAL INFORMATION IFRS – NON-IFRS RECONCILIATION

(unaudited; in millions of Euros, except per share data)

Readers are cautioned that the supplemental non-IFRS information presented in this press release is subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered as a substitute for IFRS measurements. Also, the Company's supplemental non-IFRS financial information may not be comparable to similarly titled non-IFRS measures used by other companies. Further specific limitations for individual non-IFRS measures, and the reasons for presenting non-IFRS financial information, are set forth in the Company's *Document de référence* for the year ended December 31, 2012 filed with the AMF on April 3, 2013. To compensate for these limitations, the supplemental non-IFRS financial information should be read not in isolation, but only in conjunction with the Company's consolidated financial statements prepared in accordance with IFRS.

T 30 CF	Three months ended June 30,							Change	
In millions of Euros, except per share data and percentages	2013	Adjustment	2013	2012	Adjustment	2012	IFRS	Non-IFRS	
percentages	IFRS	(1)	non-IFRS	IFRS	(1)	non-IFRS	IFKS	(2)	
Total Revenue	€ 522.0	(0.1)	€ 521.9	€ 502.9			4%	4%	
Total Revenue breakdown by activity									
Software revenue	474.5	(0.1)	474.4	457.8			4%	4%	
New Licenses	128.8			127.9			1%		
Product Development	1.8			1.8					
Periodic Licenses and Maintenance	343.9	(0.1)	343.8	328.1			5%	5%	
Recurring portion of Software revenue	72%		72%	72%					
Services and other revenue	47.5			45.1			5%		
Total Software Revenue breakdown by product									
line									
PLM software revenue	369.6	(0.1)	369.5	356.3			4%	4%	
of which CATIA software revenue	208.0			208.5			(0%)		
of which ENOVIA software revenue	64.7			65.8			(2%)		
of which Other PLM software revenue	96.9	(0.1)	96.8	82.0			18%	18%	
SOLIDWORKS software revenue	104.9			101.5			3%		
Total Revenue breakdown by geography									
Americas	145.4	(0.1)	145.3	139.2			4%	4%	
Europe	231.1		231.1	228.2			1%		
Asia	145.5		145.5	135.5			7%		
Total Operating Expenses	(€ 402.2)	37.0	(€ 365.2)	(€ 376.4)	20.5	(€ 355.9)	7%	3%	
Stock-based compensation expense	(9.3)	9.3	-	(5.0)	5.0	-	-	-	
Amortization of acquired intangibles	(24.5)	24.5	-	(21.8)	21.8	-	-	-	
Other operating income and expense, net	(3.2)	3.2	-	6.3	(6.3)	-	-	-	
Operating Income	€ 119.8	36.9	€ 156.7	€ 126.5	20.5	€ 147.0	(5%)	7%	
Operating Margin	23.0%		30.0%	25.2%		29.2%			
Financial revenue & other, net	5.7	(0.1)	5.6	0.8	0.2	1.0	612%	460%	
Income tax expense	(43.7)	(11.8)	(55.5)	(42.0)	(9.5)	(51.5)	4%	8%	
Non-controlling interest	(0.8)	0.0	(0.8)	(1.0)	0.0	(1.0)	(20%)	(20%)	
Net Income attributable to shareholders	€ 81.0	25.0	€ 106.0	€ 84.3	11.2	€ 95.5	(4%)	11%	
Diluted Net Income Per Share (3)	€ 0.64	0.19	€ 0.83	€ 0.67	0.09	€ 0.76	(4%)	9%	

(1) In the reconciliation schedule above, (i) all adjustments to IFRS revenue data reflect the exclusion of the deferred revenue adjustment of acquired companies; (ii) adjustments to IFRS operating expense data reflect the exclusion of the amortization of acquired intangibles, share-based compensation expense, and other operating income and expense, (iii) adjustments to IFRS financial revenue and other, net reflect the exclusion of certain one-time items included in financial revenue and other, net, and (iv) all adjustments to IFRS income data reflect the combined effect of these adjustments, plus with respect to net income and diluted net income per share, the income tax effect of the non-IFRS adjustments.

	Three months ended June 30,							
In millions of Euros	2013 IFRS	Adjustment	2013	2012 IFRS	Adjustment	2012		
In mimons of Europ	2013 11 143	rajustinent	non-IFRS	2012 II NO	ragustinent	non-IFRS		
Cost of revenue	(65.9)	0.2	(65.7)	(64.9)	0.1	(64.8)		
Research and development	(97.1)	3.9	(93.2)	(92.9)	2.4	(90.5)		
Marketing and sales	(172.4)	3.1	(169.3)	(165.9)	1.3	(164.6)		
General and administrative	(39.1)	2.1	(37.0)	(37.2)	1.2	(36.0)		
Total stock-based compensation expense		9.3			5.0			

<sup>(2)</sup> The non-IFRS percentage increase (decrease) compares non-IFRS measures for the two different periods. In the event there is non-IFRS adjustment to the relevant measure for only one of the periods under comparison, the non-IFRS increase (decrease) compares the non-IFRS measure to the relevant IFRS measure.

 $<sup>(3) \</sup> Based \ on \ a \ weighted \ average \ 127.5 \ million \ diluted \ shares \ for \ Q2\ 2013 \ and \ 125.9 \ million \ diluted \ shares \ for \ Q2\ 2012.$ 

#### DASSAULT SYSTEMES

### SUPPLEMENTAL NON-IFRS FINANCIAL INFORMATION IFRS – NON-IFRS RECONCILIATION

(unaudited; in millions of Euros, except per share data)

Readers are cautioned that the supplemental non-IFRS information presented in this press release is subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered as a substitute for IFRS measurements. Also, the Company's supplemental non-IFRS financial information may not be comparable to similarly titled non-IFRS measures used by other companies. Further specific limitations for individual non-IFRS measures, and the reasons for presenting non-IFRS financial information, are set forth in the Company's *Document de référence* for the year ended December 31, 2012 filed with the AMF on April 3, 2013. To compensate for these limitations, the supplemental non-IFRS financial information should be read not in isolation, but only in conjunction with the Company's consolidated financial statements prepared in accordance with IFRS.

T 700 CT	Six months ended June 30,							Change	
In millions of Euros, except per share data and percentages	2013	Adjustment	2013	2012	Adjustment	2012	IFRS	Non-IFRS	
percentages	IFRS	(1)	non-IFRS	IFRS	(1)	non-IFRS	IFKS	(2)	
Total Revenue	€ 1,007.3	3.4	€ 1,010.7	€ 965.3			4%	5%	
Total Revenue breakdown by activity									
Software revenue	920.9	3.4	924.3	877.7			5%	5%	
New Licenses	243.2			248.2			(2%)		
Product Development	2.1			3.8			(45%)		
Periodic Licenses and Maintenance	675.6	3.4	679.0	625.7			8%	9%	
Recurring portion of Software revenue	73%		73%	71%					
Services and other revenue	86.4			87.6			(1%)		
Total Software Revenue breakdown by product									
line									
PLM software revenue	713.4	3.4	716.8	677.8			5%	6%	
of which CATIA software revenue	405.6			398.4			2%		
of which ENOVIA software revenue	121.1			123.9			(2%)		
of which Other PLM software revenue	186.7	3.4	190.1	155.5			20%	22%	
SOLIDWORKS software revenue	207.5			199.9			4%		
Total Revenue breakdown by geography									
Americas	278.8	1.0	279.8	265.6			5%	5%	
Europe	446.5	0.6	447.1	432.3			3%	3%	
Asia	282.0	1.8	283.8	267.4			5%	6%	
Total Operating Expenses	(€ 783.6)	71.3	(€ 712.3)	(€ 732.7)	49.7	(€ 683.0)	7%	4%	
Stock-based compensation expense	(18.3)	18.3	-	(10.5)	10.5	-	_	_	
Amortization of acquired intangibles	(48.8)	48.8	_	(43.3)	43.3	_	_	_	
Other operating income and expense, net	(4.2)	4.2	-	4.1	(4.1)	-	-	-	
Operating Income	€ 223.7	74.7	€ 298.4	€ 232.6	49.7	€ 282.3	(4%)	6%	
Operating Margin	22.2%	-	29.5%	24.1%		29.2%			
Financial revenue & other, net	11.8	(0.7)	11.1	5.1	(2.4)	2.7	131%	311%	
Income tax expense	(79.1)	(24.1)	(103.2)	(79.2)	(19.3)	(98.5)	(0%)	5%	
Non-controlling interest	(1.7)	0.0	(1.7)	(2.1)	0.0	(2.1)	(19%)	(19%)	
Net Income attributable to shareholders	€ 154.7	49.9	€ 204.6	€ 156.4	28.0	€ 184.4	(1%)	11%	
Diluted Net Income Per Share (3)	€ 1.22	0.39	€ 1.61	€ 1.25	0.22	€ 1.47	(2%)	10%	

(1) In the reconciliation schedule above, (i) all adjustments to IFRS revenue data reflect the exclusion of the deferred revenue adjustment of acquired companies; (ii) adjustments to IFRS operating expense data reflect the exclusion of the amortization of acquired intangibles, share-based compensation expense, and other operating income and expense, (iii) adjustments to IFRS financial revenue and other, net reflect the exclusion of certain one-time items included in financial revenue and other, net, and (iv) all adjustments to IFRS income data reflect the combined effect of these adjustments, plus with respect to net income and diluted net income per share, the income tax effect of the non-IFRS adjustments.

	Six months ended June 30,					
In millions of Euros	2013 IFRS	Adjustment	2013	2012 IFRS	Adjustment	2012
			non-IFRS			non-IFRS
Cost of revenue	(129.8)	0.4	(129.4)	(130.4)	0.3	(130.1)
Research and development	(191.9)	7.7	(184.2)	(179.3)	5.0	(174.3)
Marketing and sales	(333.4)	6.1	(327.3)	(310.5)	2.7	(307.8)
General and administrative	(75.5)	4.1	(71.4)	(73.3)	2.5	(70.8)
Total stock-based compensation expense		18.3			10.5	

<sup>(2)</sup> The non-IFRS percentage increase (decrease) compares non-IFRS measures for the two different periods. In the event there is non-IFRS adjustment to the relevant measure for only one of the periods under comparison, the non-IFRS increase (decrease) compares the non-IFRS measure to the relevant IFRS measure.

<sup>(3)</sup> Based on a weighted average 127.2 million diluted shares for YTD 2013 and 125.5 million diluted shares for YTD 2012.