

PHILIPPE FORESTIER

*Executive Vice-President,
Global Affairs and Communities*

2009

EXECUTIVE VICE-PRESIDENT, GLOBAL AFFAIRS
AND COMMUNITIES

2007

EXECUTIVE VICE-PRESIDENT, NETWORK SELLING

2003

EXECUTIVE VICE-PRESIDENT, ALLIANCES, MARKETING
AND COMMUNICATIONS

2000-2002

EXECUTIVE VICE-PRESIDENT, SALES AND MARKETING
FOR SMALL AND MEDIUM SIZED BUSINESSES
WORLDWIDE

1995-2001

VICE-PRESIDENT OF AMERICAS MARKET
DEVELOPMENT AND CEO OF DASSAULT SYSTÈMES
OF AMERICA CORP.

1993

DIRECTOR OF CATIA-CADAM MARKETING AND SERVICES

1988

R&D DIRECTOR OF INDUSTRIALIZATION
AND CUSTOMER SUPPORT

1984

HEAD OF MARKETING AND TECHNICAL
SUPPORT DIVISION

1981

DASSAULT SYSTÈMES
FOUNDING MEMBER AND CATIA DEVELOPMENT
ENGINEER

1975

DASSAULT AVIATION
ENGINEER AT THE GEOMETRICS DEPARTMENT



EXPLORE, CONNECT, INFLUENCE



A founding member of Dassault Systèmes, Philippe Forestier played a key role in the decisive moves that enabled the company to transition from start-up to global leader, including its technological foundations, the broadening of its expertise through the creation of new functions and its expansion into new geographic and intellectual territories. From the start, he has been a passionate ambassador of Dassault Systèmes and conveys his enthusiasm for virtual universes to all. He contributes to the company's influence in the industrial, corporate, scientific, educational and cultural spheres.

Philippe Forestier helped implement Dassault Systèmes' structural functions, which serve today as the basis for its commercial and international development and enable the company to grow, stand out on the market, and renew itself.

Philippe Forestier began his career at Dassault Aviation in 1975 as an engineer at the Geometrics department, part of the Upstream Research Division, where he worked on the DRAPO project (computer-aided design and manufacture of aircraft). From 1978, he was involved in developing the CATI software, which was renamed CATIA when Dassault Systèmes was created.

In 1981, he was one of the 10 pioneers who founded Dassault Systèmes. He was involved in the development of CATIA Version 1 applications, particularly the interactive functions used to create curvatures and surfaces on the screen.

In 1984, he set up the Marketing and Technical Support Division, which helped accelerate the rollout of Dassault Systèmes solutions by supporting the IBM sales teams, responsible for marketing and selling the solutions since 1981. In 1989, Philippe Forestier became R&D Director of Industrialization and Customer Support for the company's entire product range. He put in place a new maintenance organization, which incorporated the IBM ICSC (International CATIA Support Center) into Dassault Systèmes in order to support the launch of the first digital mockups. In 1993, he was appointed Director of CATIA-CADAM Marketing and Services.

He played a key role in Dassault Systèmes' expansion into new markets. In 1995, after the acquisition of CADAM Inc. by Dassault Systèmes, Philippe Forestier was posted to the United States and became Vice-President of Americas Market Development, then CEO of Dassault Systèmes of America Corp. In this new market, he and his team promoted Dassault Systèmes and raised its profile as a vital partner for innovation. He strengthened its commercial presence and consolidated relations with major American

clients. In 2000, he was also appointed Executive Vice-President of Sales and Marketing for small and medium sized businesses worldwide, in order to extend Dassault Systèmes' footprint and influence in this segment.

He created the structures needed to raise the company's profile and to promote and diversify its image after the launch of the Product Lifecycle Management (PLM) solutions, then the 3DEXPERIENCE. In 2003, Philippe Forestier became Executive Vice-President in charge of Alliances, Marketing and Communications. In 2007, he was named Executive Vice-President of Network Selling. From 2009, he has served as Executive Vice-President, Global Affairs and Communities. Working with the networks of influencers and connections at the highest level, he develops partnerships with government bodies, the corporate world and academia.

Philippe Forestier is a founding member and Vice-President of the French association of software publishers and internet solutions (AFDEL), founded in 2006. He is a member of the Board of Trustees of the Universcience Partenaires (UP) endowment fund, set up to promote science and technology outreach. He is also a member of Seed4Soft, which provides funding for innovative start-ups in the software sector.

Philippe Forestier is a graduate of the École Nationale Supérieure de l'Aéronautique et de l'Espace engineering school. He is married and has three daughters.