



French Yacht Architectural Firm Berret-Racoupeau Chooses PLM Solutions from IBM and Dassault Systèmes

***Prestigious naval architectural office to develop future yachts
with CATIA V5 collaborative digital mockup***



Paris, France – May 19, 2004 – IBM and Dassault Systèmes (Nasdaq: DASTY; Euronext Paris: #13065, DSY.PA) today announced that Berret-Racoupeau Yacht Design, one of France's largest yacht architectural firms, has selected their Product Lifecycle Management (PLM) solutions for development of its new boat designs.

A prestigious name in the internationally-renowned French recreational boat industry, Berret-Racoupeau specializes in the design of serial production sailboats, luxury sailboats, and racing boats. The choice of IBM PLM Shipbuilding Solutions, developed by Dassault Systèmes, is an important step in the firm's 30-year commitment to service, innovation, comfort, and performance. Co-founder Jean Berret has designed a large number of winning racing sailboats and has played a key role in the success of major industry players such as Bénéteau, Fountaine-Pajout, and Wauquiez.

With IBM PLM Solutions' CATIA V5 naval architect package, Berret-Racoupeau will have in a single solution all the design tools currently only available in separate, specialized applications. CATIA V5 will eliminate the difficulty of merging product data from different sources, enable concurrent engineering in a collaborative 3D development environment, and facilitate reuse of existing data for the design of boats within the same product line.

"In order to design the wide and various range of boats we design, we are obliged to use a series of specialized, yet separate tools," said Olivier Racoupeau, associate chairman, Berret-Racoupeau. "With the industry solution approach of Dassault Systèmes and IBM, we can optimize and integrate our design process. The integration of naval architectural design principles within CATIA V5 enables us to propose more complete and innovative project studies, with the added benefit of data continuity."

"What the marine industry needs is a simple and affordable way to design complicated structures," said Jean Berret, associate chairman, Berret-Racoupeau. "CATIA V5 is easy to use and allows us to design and validate space, fit, function and appearance of the different parts of a boat before it goes into production. An additional benefit is that these virtual models can be rapidly modified giving us greater flexibility to create innovative yacht designs in multiple versions that satisfy even our most demanding customers."

"One of the most labor-intensive, costly and error-prone activities in shipbuilding is design," said Klaus Schaefer, vice president, IBM Product Lifecycle Management, Europe Middle East and Africa. "With IBM PLM Solutions, we give designers better ways to innovate and communicate design intent to builders, owners and subcontractors. By using our powerful collaborative solutions, clients such as Berret-Racoupeau can redirect the time spent producing drawings into innovative vessel designs that address market demand."

“We developed the CATIA V5 naval architect package to give firms such as Berret-Racoupeau revolutionary design features,” said Arnaud Poujardieu, director, Dassault Systèmes Solutions France, in charge of implementation at Berret-Racoupeau. “For example, the software automatically takes into account technical specifications of standard components such as the boat’s mass and center of gravity to calculate optimum stability and balance. It’s a cutting-edge way to design projects that increases design quality, reduces development time, and cuts costs.”

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About Berret-Racoupeau

Berret-Racoupeau Yacht Design has specialized in performance sailing yachts for more than 30 years. Based in La Rochelle, France, we work with a team of nine naval architects, yacht designers and marine engineers. In recent years, the office has become increasingly involved in the design of super yachts, mono-hulls, and catamarans. We are now working on a new 95’ luxury catamaran whose design offers unprecedented performance and enjoyment in catamaran sailing. Several new projects in the 85’ to 145’ range are currently underway. With more 10,000 yachts based on our designs sailing worldwide, our team is familiar with the latest marine technology and innovation. Our know-how is extensive and diverse as our activities range from trans-Atlantic open racers to large 145’ performance cruisers, as well as production boats for yards such as Bénétéau, Fontaine-Pajot or Wauquiez. For more information, visit <http://www.berret-racoupeau.com>

About IBM

IBM is the world’s largest technological company, providing leadership and innovation throughout the world for more than 80 years. IBM is the largest supplier of “hardware”, “software” and Information Technology services, and pioneered the development and implementation of “e-business” solutions. IBM Sales & Distribution, which supports more than a dozen key industries worldwide, works with companies of all sizes around the world to deploy the full range of IBM technologies. The fastest way to get more information about IBM is through the IBM home page at <http://www.ibm.com>

About Dassault Systèmes

As world leader in PLM (Product Lifecycle Management) solutions, the Dassault Systèmes Group brings value to more than 70,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes develops and markets PLM application software and services that support industrial processes and provide a 3D vision of the entire life cycle of products from conception to maintenance. Its offering includes integrated PLM solutions for product development (CATIA®, ENOVIA®, DELMIA®, SMARTEAM®), general-use 3D solutions (SolidWorks), and 3D components (ACIS®) from Spatial Corp. Dassault Systèmes is listed on the Nasdaq (DASTY) and Euronext Paris (#13065, DSY.PA) stock exchanges. For more information, visit <http://www.3ds.com>

Berret-Racoupeau Press IBM Press Contact:

Contact:

Jean Berret

+33 5 46 45 79 79

yacht-design@berret-racoupeau.com

Jennifer Feller

+33 1 41 88 61 89

jennyfeller@fr.ibm.com

Dassault Systèmes Press

Contact:

Anthony Maréchal

+33 1 55 49 84 21

anthony_marechal@ds-fr.com

Dassault Systèmes Investor

Contact:

Harriet Keen

Financial Dynamics

+44 207 831 3113