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## Acquisitions

### *Accenture Completes Acquisition of OPENSTREAM HOLDINGS*

1 July 2024

Accenture has completed the acquisition of OPENSTREAM HOLDINGS and its subsidiaries, Open Stream and Neutral, to help clients reinvent their businesses with advanced digital technologies and become truly data-driven. Terms of the acquisition were not disclosed.

The acquisition, previously announced on May 17, 2024, adds approximately 1,000 cloud and other digital experts to Accenture's cloud and digital engineering and manufacturing teams. They will strengthen Accenture's capabilities to support clients in system and application modernization and help them adopt cloud, data, AI and IoT technologies. They will also enhance Accenture's business by bringing a strong client portfolio and automation solutions for the entire product value chain, from procurement and manufacturing processes to logistics and after-sales service.

### *Addnode Group acquires Prime Aerostructures in Austria*

1 July 2024

Technia, a company in Division Product Lifecycle Management, announces that it has signed an agreement to acquire Prime Aerostructures. The company is a leading Dassault Systèmes Partner based in Vienna, Austria. Prime Aerostructures has about 10 employees and net sales of SEK 45 million.

Prime Aerostructures is a simulation leader in the aerospace engineering industry and a trusted partner to many aerospace companies. Specializing in advanced aerostructures, Prime Aerostructures employs technologies and services to design lightweight, high-performance components that improve aircraft efficiency and safety. The services cover the entire product lifecycle, from concept to production and certification.

*"For our global clients, the addition of Prime Aerostructure offers enhanced strategic support and expertise, leveraging our strong SIMULIA and 3DEXPERIENCE portfolios. With top-tier skills in advanced simulation, Product Lifecycle Management (PLM), and System Integration (SI), we're eager to extend our engineering services to a wider range of potential customers in both aerospace and non-aerospace applications",* says Magnus Falkman, CEO of Technia and Division President Product Lifecycle Management, Addnode Group.

Prime Aerostructures will be part of Technia in Addnode Group's division Product Lifecycle Management. The acquisition is expected to be completed in the third quarter 2024.

## *Altair Signs Agreement to Acquire Metrics Design Automation Inc. Expands Footprint in EDA Industry*

1 July 2024

Altair, a global leader in computational intelligence, announced it has entered into a definitive agreement to acquire all of the outstanding capital stock of Metrics Design Automation Inc. (Metrics), a Canadian company with a game changing simulation as a service (SaaS) business model for semiconductor electronic functional simulation and design verification. Closing of the transaction is subject to customary conditions.

The Metrics digital simulator, DSim, when combined with Altair's Silicon Debug Tools, will deliver a world-class, advanced simulation environment with superior simulation and debug capabilities in the EDA and semiconductor space. The cloud-based business model has the potential to transform the semiconductor space by making high caliber EDA design tools much more affordable and accessible for companies looking to aggressively scale out simulations to accelerate design cycles.

Today, integrated circuit (IC) design verification has high licensing costs and may require hundreds and sometimes thousands of seats to run a single chip simulation. Additionally, these tools run on desktop machines, and are not typically cloud-native or cloud-enabled. The Altair and Metrics solution delivers the flexibility to run as a desktop app, on your own servers, or in the cloud and can run very large regressions with the customer paying only for what they use. It supports System Verilog and VHDL RTL for digital circuits targeting application specific integrated circuits (ASICs) and field programmable gate arrays (FPGAs). Because of this, simulations can be run concurrently and at scale, removing massive amounts of time and costs from the traditional design cycle.

"By combining our best-in-class software with Metrics' cloud-based simulation as a service, we are excited to bring this groundbreaking technology to our EDA and semiconductor customers," said James R. Scapa, founder and chief executive officer, Altair. "Altair is unique in our ability to merge simulation with industry-leading workload and workflow optimization technology, serving as a true partner for companies embracing innovative tools and resource delivery models in this highly specialized and high-stakes industry. Customers now have a choice in design verification."

DSim will be available through Altair One, Altair's cloud innovation gateway, where it will also be available for desktop download. Whether in the cloud, on your own servers, or on the desktop, DSim is fully featured and optimized for speed, capacity and accuracy, providing semiconductor, automotive, aerospace and defense customers with Altair's leading digital simulation, visualization, and circuit debug technology, so they can quickly track down design problems and move the most complex devices into production earlier and with a higher degree of confidence.

"We are proud to be first-to-market with our game-changing design verification product and business model for the semiconductor industry," said Joe Costello, executive chairman, Metrics. "Joining Altair will allow us to grow and provide an alternative option – whether on desktop, on

your own servers, or in the cloud – to engineers looking for a flexible, modern, accurate, and fast design verification solution that is truly scalable.”

Metrics is led by Joe Costello, who is considered one of the founders of the modern EDA industry when he became President of Cadence Design Systems and drove annual revenues to over \$1B—the first EDA company to achieve that milestone. In 2004, he was awarded the Phil Kaufman Award by the Electronic System Design Alliance in recognition of his business contributions that helped grow the EDA industry.

## *Bechtle acquires Magnetic Media Network – A leading IT solutions provider in Italy*

2 July 2024

Bechtle AG has acquired Magnetic Media Network S.p.A. (MMN) headquartered in Trezzo sull'Adda (near Milan) with a second site in Roncade (near Venice). Founded in 1989, the IT solutions provider and its some 100 employees achieved revenues of 68.6 million euros in the 2022/23 fiscal year. With this purchase, Bechtle is significantly strengthening its position in the Italian market. Bechtle direct Italy and MMN serve large enterprise, SME and public sector customers and in MMN, Bechtle is gaining an Apple Authorised Enterprise Reseller (AAER). Bechtle already holds this partner status in Germany, which allows it to offer enterprise customers holistic and specialist solutions based on the full range of iOS and Mac technologies. In Italy, MMN represents the first and currently one of just two IT companies granted this status, and also works very closely with other IT vendors including Xerox, Lenovo, HP, Dell, Jamf, Cyberoo, Fortinet, Cisco and Microsoft.

By acquiring a company characterised by outstanding customer relationships and with an excellent reputation in Italy, Bechtle is continuing to expand its reach across Europe. MMN is a creative solution provider that quickly integrates the latest technological developments into its portfolio and supplements them with innovative services.

The company has an office at Europe's largest innovation centre and start-up incubator located at its Roncade site and its development team is made up of graduates of the European Apple Developer Academy among others, who are dedicated to evolving business-relevant solutions related to augmented and virtual reality with Apple Vision Pro.

Konstantin Ebert, COO, Bechtle AG: “In MMN, we are gaining a company driven by its remarkable passion for technology and which is incredibly creative and fast when it comes to developing modern services that will help us grow our portfolio in this very interesting European market. Bechtle and MMN complement each other perfectly and will leverage their respective strengths during their future collaborations.”

### **Setting course for ambitious growth**

By agreeing to the sale, MMN's founders and primary shareholders are aiming to lay the foundations for further European growth within the Bechtle Group. PierDamiano Airoldi, Co-founder and CEO and Antonio Poloni, Executive Vice President, will remain in their positions going forward.

“We aspire to achieve above-average growth with and for our customers into the future, which is why, with its ambitious European strategy, Bechtle AG is the best partner we could wish for. Bechtle’s security and size coupled with MMN’s flexibility and innovative spirit is the perfect combination for us to realise our future growth plans,” says PierDamiano Airoldi.

Antonio Poloni continues: “Our ability to anticipate and drive technological breakthroughs has seen us double our revenues over the last four years, but we know that the best is yet to come, both for us as a business and for our employees, and I am of the firm belief that Bechtle is the perfect fit for us.”

For Bechtle, the purchase sees the number of its employees in Italy quadruple and also gives it its first foothold in the country’s service sector. Bechtle has been active in the Italian market since 1998 and currently employs some 30 people at its IT e-commerce sites in Milan and Bolzano.

The purchase price and conditions remain confidential, as usual.

## ***CAPGEMINI REINFORCES ITS AUTOMOTIVE SYSTEMS ENGINEERING CAPABILITIES IN GERMANY WITH THE ACQUISITION OF LÖSCH & PARTNER***

1 July 2024

**Capgemini announces the acquisition of Lösch & Partner to augment its capabilities in application lifecycle management and systems engineering, notably for German automotive manufacturers. The transaction closed on June 28, 2024.**

Lösch & Partner is headquartered in Munich. Since its creation in 1984, Lösch & Partner has built-up deep expertise on industry leading tools and processes for application lifecycle management and systems engineering in the automotive industry, establishing it as one of the most experienced and specialist boutique providers in Germany. Capgemini and Lösch & Partner share a number of common clients in the automotive space.

As a strategic business partner to its clients, Capgemini is pioneering intelligent industry – the new era of digital transformation – characterized by a growing convergence of the physical and virtual worlds in terms of products, software, data, and services. The management of applications, throughout their lifecycle, is crucial to the development and maintenance of software-defined products that are driving intelligent industry.

Henrik Ljungström, managing director of Capgemini in Germany, comments “*Capgemini is designing, developing and delivering tomorrow’s products and services that are both smart and connected. We welcome the Lösch & Partner team to the Group. Their specialist expertise will augment our in-demand services for software-defined products that are at the heart of intelligent industry for automotive players and manufacturers more broadly.*”

“*Lösch & Partner enables the future competitiveness of manufacturing companies via state-of-the-art product development processes, to enable the convergence of software and hardware. This fits perfectly with Capgemini’s end to end approach to enabling intelligent industry. Combining our expertise and leveraging the Group’s global scale will mean we can better serve the needs of our joint clients,*” said Nick Dudok, CEO of Lösch & Partner.

## ***FOG SOFTWARE GROUP ANNOUNCES A STRATEGIC MERGER BETWEEN NEDGRAPHICS AND OPTITEX TO DRIVE INNOVATION AND GROWTH***

3 July 2024

FOG Software Group (“FOG”), a division of Constellation Software Inc. and a leading provider of vertical market software solutions, announces a key strategic merger between NedGraphics Software (“NedGraphics”) and Optitex Ltd. (“Optitex”) to drive innovation and accelerate business growth.

The combined business unit aims to strengthen its position as a true global player with an expansive portfolio in the textile and apparel software industry, leveraging best practices and market knowledge from both organizations. The family of businesses will continue to serve their customers under the two well-established and recognizable brand names, NedGraphics and Optitex, reflecting their unique positioning in different market segments.

This strategic merger intends to combine the strengths of both companies, complementing and enhancing their ability to provide customers globally with strategically aligned resources and complementary product offerings that amplify their business operations, workflows, and supply chains.

Following the appointment of Jenny Tcharnaia as Textile and Apparel Group President at Constellation Software Inc. earlier this year, Frank Maeder, the current Interim President of NedGraphics, will now assume the role of President of the newly merged NedGraphics and Optitex business group, effective immediately. Maeder, who has served as NedGraphics VP of Product since October 2022, will spearhead efforts to ensure continuous innovation, business development, and customer satisfaction. With over two decades of experience in the graphic technology industry, he brings a wealth of expertise to the President position. Throughout his career, he has held key managerial roles at industry-leading firms, including Creo, Eastman Kodak, X-Rite Pantone, and Epson Europe. Across Frank’s professional journey, he has demonstrated enthusiasm and talent for launching and expanding initiatives, guiding them towards enduring success, and fostering remarkable growth in new projects and products.

Maeder will be supported by a leadership team with a proven track record of success and a deep understanding of market dynamics.

## ***Merger of FRILO Software and DC Software with ALLPLAN successfully completed***

2 July 2024

The merger of FRILO Software GmbH and DC-Software Doster & Christmann GmbH with the ALLPLAN Group has been legally completed since July 1, 2024. By joining forces, ALLPLAN is expanding its range of structural engineering solutions to include structural analysis and foundation engineering, thus creating an end-to-end workflow from conceptual design, structural analysis and design, through detailed design, prefabrication and construction. This merger marks an important step in the development of integrated design-to-build solutions for architectural through structural analysis and design to structural detailing and prefabrication.

*"We are very pleased about the merger with FRILO and DC-Software. This step enables us to expand our product portfolio and offer our customers even more comprehensive solutions for their daily challenges. Projects can thus be implemented more productively, with higher quality and more eco-consciously. Together, we can continue to drive digitalization in the construction industry and provide innovative workflows,"* says Dr. Detlef Schneider, CEO of ALLPLAN.

The integration of the three companies creates a unique portfolio of software solutions that covers the entire construction process from design to execution: ALLPLAN provides a BIM platform for the AEC industry that covers an entire project workflow from initial concept through detailed design and interdisciplinary planning to fabrication and construction. FRILO offers software solutions for component design and supports structural engineers in calculating the load-bearing capacity and stability of building structures made of reinforced concrete, steel, timber and masonry. DC-Software is a provider of solutions for foundation engineering that support geotechnical engineers in calculating the stability of foundation and retaining structures as well as in their planning, design and dimensioning.

The merger is also reflected in the external image. Since July 1, 2024, there have additionally been new BY ALLPLAN logos.

The official merger of SCIA, the world's leading provider of structural analysis and design software, is expected to be completed in early 2025.

## *Nano Dimension to Acquire Desktop Metal, Creating a Leader in Additive Manufacturing*

3 July 2024

Nano Dimension Ltd. ("Nano Dimension" or "Nano") and Desktop Metal, Inc. ("Desktop Metal") jointly announced that they have entered into a definitive agreement under which Nano Dimension will acquire all outstanding shares of Desktop Metal in an all-cash transaction for \$5.50 per share, subject to possible downward adjustments to \$4.07 per share, as described below.

At \$5.50 per share, the transaction represents a 27.3% premium to Desktop Metal's closing price and a 20.5% premium to the 30-day VWAP as of July 2, 2024, for total consideration of approximately \$183 million, possibly down to \$4.07 per share or \$135 million in total.

Yoav Stern, Nano Dimension's Chief Executive Officer and member of the Board of Directors, said, "Our combination with Desktop Metal is another step in Nano Dimension's evolution to become the leader in digital manufacturing, with capabilities in mass manufacturing for critical industrial applications. We're excited to join forces with an excellent group of technology leaders, all of whom share our vision for transforming manufacturing to Digital Industry 4.0. I look forward to working with Ric Fulop and his team to drive value for all our stakeholders, including creating opportunities for our employees as part of a larger, more diversified global innovative company, driving customer support and generating long-term value creation for shareholders as we focus on profitable growth."

Ric Fulop, Desktop Metal's Co-Founder and Chief Executive Officer, said, "We're excited to bring together our pioneering, complementary product portfolios that will further enhance our ability to serve our customers in high-growth industries with a more complete offering of digital manufacturing technologies for metal, electronics, casting, polymer, micro-polymer and ceramics applications. We look forward to working with Nano Dimension to join two great companies and their devoted teams that can serve our stakeholders to the maximum extent possible."

### Compelling Strategic and Financial Benefits

- **Unites two product portfolios with highly complementary capabilities:** The transaction combines the strengths of each company across varied end user-applications, Additive Manufacturing ("AM") technologies and material coverage to create the broadest product portfolio across metal, electronics, casting, polymer, micro-polymer and ceramics. Nano is a known leader in 3D-printed electronics and high-performance polymer, ceramic and metal applications, with a robust software platform driven by DeepCube's deep learning-based AI, while Desktop Metal maintains platforms focused on industrial-volume scale applications of metal and polymer with proprietary materials, software, and sintering solutions.
- **Accelerates industry transition to mass production:** The union of the two companies will create a long-term business and a leader in 3D print through innovative solutions that drive the transition from prototyping to mainstream tooling and end-use part production. The combined company will be the first AM provider covering the full gamut of customer needs from prototyping to production across a range of critical and high-performance medical and electronics applications in industrial and high-performance materials.
- **Deepens exposure in key end markets, enhancing customer penetration, while diversifying its base:** The combined company is expected to be able to expand opportunities to cross-sell to its existing customers as well as to grow its overall customer base with optimized customer acquisition capabilities and joint go-to-market strategies, including targeting customers with complementary offerings in shared key markets in the automotive, aerospace/defense, industrial, medical and R&D/academia industries. Together, the combined company will serve a range of industry verticals with blue-chip customers including Amazon, Caterpillar, Fraunhofer Institute, NASA, Raytheon, REHAU, Tesla, Thermo Fisher Scientific, Toyota, the US Army and more.
- **Developing a premium, high-margin portfolio of AM & materials solutions with strong recurring revenue potential:** Together, Nano Dimension's and Desktop Metal's portfolio will be focused on high-tech solutions that generate premium margins and are supported by an installed machine base of over 8,000 systems, representing significant opportunities for recurring revenue generation from a larger services and consumables offering. The combined company will benefit from significantly enhanced scale and a diversified profile with **2023 combined revenue of \$246 million**, of which **28% was generated by recurring revenue streams** from the services and consumables. The

combined company's complementary expertise and leadership in solutions for mass production will create an AM company that has a record of delivering solutions for manufacturing at high volumes.

- **Together, the combined company will have a strong financial profile and cash reserves, to support a path to profitability and strategic initiatives:** The combination will enable pooling of resources in administration, sales, marketing and R&D and generate efficiencies and cost savings opportunities, while enhancing R&D and innovation capabilities. The combination is anticipated to generate in excess of \$30 million in run-rate synergies over the next few years, in addition to previously announced cost savings from each of the two organizations. We believe business operations and capabilities will provide for consolidation opportunities as the combined company focuses on core geographies, including offices, R&D and manufacturing facilities in the multiple U.S. locations, UK, Germany, Switzerland, Netherlands, Italy, Israel and APAC.

### Transaction Highlights

Subject to the terms and conditions of the merger agreement, Nano Dimension will acquire all of the outstanding shares of Desktop Metal for \$5.50 per share in cash. The purchase price may be adjusted for:

- Transaction expenses: Desktop Metal estimates that transaction expenses will be approximately \$11 million, which would result in an approximate decrease of \$0.44 per share. The maximum reduction, based on expenses, is \$0.63 per share.
- If the closing of the transaction extends into 2025, Nano Dimension has committed to providing Desktop Metal with a \$20 million secured loan facility. Desktop Metal does not expect to draw on the facility, but to the extent it does, there will be an adjustment to the purchase price based on the amount drawn prior to closing of up to \$0.80 per share.
- If all reductions will occur, the price will be \$4.07 per share, a total consideration of \$135 million.

The closing of the transaction is subject to certain closing conditions, including the approval of Desktop Metal's stockholders, and required regulatory approvals, and certain termination rights as described in the merger agreement.

Additional information about the proposed transaction, including a copy of the merger agreement, will be provided in a Report of Foreign Private Issuer on Form 6-K to be filed by Nano Dimension and a Current Report on Form 8-K to be filed by Desktop Metal with the U.S. Securities and Exchange Commission (the "SEC") and available at [www.sec.gov](http://www.sec.gov).

### Timing and Approvals

The transaction, which was unanimously approved by the Boards of Directors of both companies, is expected to close in the fourth quarter of 2024, subject to the satisfaction of customary closing conditions described above.

## Financing

The transaction is not subject to a financing condition. Nano Dimension intends to finance the transaction using its cash on hand. The combined company is expected to have a strong cash position at closing, with approximately \$665 million at the \$5.50 per share price, or \$680 million at the reduced price \$4.07 per share price as described above, of projected cash and cash equivalents post-transaction, which assumes no repurchases of Desktop Metal's \$115 million outstanding convertible notes which will be required as a result of the transaction if holders accept the offer to repurchase, unless refinanced.

## Conference Call and Webcast

Management from Nano Dimension and Desktop Metal will be hosting a joint investor call Wednesday, July 3<sup>rd</sup> at 8:30 AM ET.

Listen in and join Q&A via dial-in and/or listen in and view a presentation via the webcast link per below:

- Dial-in toll free: 844-695-5517
- Dial-in international: 1-412-902-6751
- Dial-in for Israel toll free: 1-80-9212373
- Webcast: <https://event.choruscall.com/mediaframe/webcast.html?webcastid=KMeTv604>

## Advisors

Greenhill & Co., LLC, an affiliate of Mizuho, is serving as exclusive financial advisor to Nano Dimension, and Greenberg Traurig and Sullivan & Worcester LLP are serving as Nano Dimension's legal counsel. Stifel is serving as financial advisor to Desktop Metal, while Latham & Watkins LLP and Shibolet & Co. are serving as legal counsel.

## *Nemetschek Group Completes Acquisition of GoCanvas Holdings, Inc.*

2 July 2024

The Nemetschek Group, a leading global provider of software solutions for the AEC/O and media industries, today announced that it has completed the acquisition of GoCanvas Holdings, Inc., a leading provider of field worker collaboration software that digitizes traditionally paper-based processes, simplifies inspections, improves safety, and maximizes compliance.

Perfect fit with Nemetschek's Build & Construct Division portfolio to create unique construction ecosystem

The combination of Nemetschek Group's existing capabilities in the Build & Construct segment with the leading cloud and mobile SaaS solutions for the paperless collection, reporting, and integration of field data with GoCanvas unlocks massive field worker opportunities in construction and several adjacent industries.

The complementary technologies, customer bases, and regional sales splits of GoCanvas and the Nemetschek Group will capture significant growth opportunities and lead to technology synergies through enhanced market and customer access along the entire AEC/O lifecycle. In addition, the acquisition strengthens Nemetschek Group's positioning in the US even further while Nemetschek will provide GoCanvas a unique footprint to expand in Europe and Asia-Pacific.

GoCanvas, with its SaaS-only offering, will additionally further accelerate Nemetschek's transition to a subscription- and SaaS-centric business model, which is one of company's key strategic priorities.

## *PDSVISION UK and Wilde Analysis Unite Forces: A New Era of Digital Transformation*

1 July 2024

PDSVISION UK Ltd and Wilde Analysis Ltd, two leading digital engineering software and services companies, are excited to announce their merger, effective July 1, 2024. This strategic move brings together decades of expertise, resources, and a shared commitment to digital transformation solutions.

The merger streamlines PDSVISION's market presence within the UK and Ireland and further unifies its software sales, support, certified training, and consulting services as one integrated team. The companies have a similar history, have strong customer relationships and technology partnerships, and operate within the same industrial markets. Consequently, their respective IPs, industry-specific solutions, and customer bases complement each other very well. Operating under one consolidated brand within the UK and Ireland will better represent the global organization and its collective expertise.

Wilde Analysis' solutions will now be presented on the global pdsvision.com website, together with communication on rebranded social media accounts and emails with the pdsvision.com domain.

Key Highlights:

- **Formation of PDSVISION UK Ltd.:**  
The existing PDSVision UK is merged into Wilde Analysis with the new merged company named "PDSVISION UK Ltd."
- **Leadership:**  
Peter Edwards will be the Managing Director of PDSVISION UK Ltd.  
Dr. Brian Miller, former Managing Director of Wilde Analysis Ltd., is appointed to a new global role as Managing Director – Simulation and Systems Engineering.
- **Comprehensive Solutions Portfolio:**  
The merger brings together PDSVISION's and Wilde Analysis' expertise, resulting in a comprehensive suite of solutions covering PLM, CAD, Simulation, and Systems Engineering. Customers now have access to an integrated range of services covering the entire digital thread that addresses their engineering needs more holistically.

- **Unified Brand and Communication:**  
Operating under the consolidated brand “PDSVISION,” the merged company ensures consistent communication and branding. Customers, vendors, and business contacts will receive information from a single source, enhancing clarity and trust.
- **Stronger Team and Expertise:**  
With over 80 staff members and 40 specialist engineers, the combined team is well-equipped to support customers’ digital thread initiatives. The merger leverages collective knowledge and resources, providing enhanced support and problem-solving capabilities.
- **Strategic Partnerships and Confidence:**  
Close partnerships with industry leaders, including Ansys and PTC, bolster the merged entity’s capabilities. Customers can have confidence in the increased potential and innovative solutions resulting from these collaborations.
- **Quality Assurance and Consistency:**  
Commitment to excellence remains unchanged. A management system certified to ISO9001 and ISO14001 assures high quality and sustainable service quality, reinforcing trust with existing and new customers.

*This merger will enable us to combine our experience and resources, optimize our organizational structure, and provide a complete solution portfolio covering PLM, CAD, Simulation, Systems Engineering, and complementary software and services.*

**Peter Edwards**

Managing Director, PDSVISION UK Ltd.

*Formed in 1980, this merger represents the next step in our journey as a trusted adviser, helping our customers realize a Digital Thread and address their latest challenges within design, product development, and asset management through a wide range of integrated technologies.*

**Dr. Brian Miller**

Managing Director – Simulation and Systems Engineering

## Company News

### *Altair Names Aitek Channel Partner for the North, West, and Central African Regions*

3 July 2024

Altair, a global leader in computational intelligence, is thrilled to welcome Aitek as a new channel partner. Within the partnership, Aitek will offer Altair’s leading data analytics and artificial intelligence (AI) solutions to its customers throughout the North, West, and Central African Regions.

“We are delighted to announce this strategic partnership to expand further into a dynamic, fast-growing region that has the capacity to rapidly adopt technological solutions,” said Stefano

Deiana, vice president of Altair France, Italy, Spain, and Africa, Altair. “Aitek owes its success to its strong local presence in several countries, in addition to its strong integration in technology and business environments.”

Established in North, Central, and West Africa, Aitek's main mission is to be the key partner between Altair and its key accounts on the African continent. This partnership confirms Altair and Aitek's commitment to providing advanced, trusted technological solutions to companies and organizations throughout Africa.

“Africa's digital revolution is underway, driven by converging technologies such as AI, IoT, and Big Data. These technologies are catalysts for innovation and economic growth, offering Africa a unique opportunity to bridge the gap with other continents. This is the moment to embrace the change and leapfrog,” said Redda Ben Geloune, president and founder, Aitek. “By partnering with Altair, we aim to create a success story not only for our businesses but also for Africa's economic development. Together, we can accelerate the adoption of AI-based solutions, enhance business productivity, and transform various sectors for sustainable growth. This could shift the current paradigm and propel Africa, the richest continent in resources, into a powerful economy.”

Altair works with a global network of channel and technology partners.

### *Blackline Safety Announces Interim CFO*

2 July 2024

Blackline Safety Corp., a global leader in connected safety technology, announced that it has named Elisa Khuong, CPA, CA, Vice President Accounting & Finance, Corporate Controller, as interim Chief Financial Officer, effective July 1, 2024.

Serving almost a decade at the Company in progressively senior roles, Ms. Khuong brings a wealth of experience in Finance and Accounting—including strategic business planning, financial reporting, audit, internal controls, financial planning and analysis, compliance and tax strategy—to the interim position. Before joining Blackline in early 2015, Ms. Khuong spent four years in the audit and assurance practice at PwC working with public, private, real estate and financial services businesses. Ms. Khuong is a Chartered Professional Accountant and holds Bachelor of Business Administration Accounting and DESS Accounting Specialized Graduate degrees from Université Laval in Quebec, Canada.

“I’m pleased to welcome Ms. Khuong into the role of interim CFO,” said Cody Slater, Blackline Safety CEO and Chair. “Her financial acumen, tenacity and leadership skills have significantly contributed to the organization’s current success, and I am more than confident in her taking on the interim CFO role.”

“The external search for our permanent CFO is going well and we expect to announce the new CFO in the near future,” Slater continued. “Our focus is on finding the right candidate who brings experience, ambition and strategic thinking to help shape and execute Blackline’s financial strategy while contributing to our overall success and continued growth as we lead the industrial connected safety market into the future.”

## *Dassault Systèmes and Mistral AI Partner to Offer Trusted, AI-Powered Industry-Grade Solutions to Accelerate the Generative Economy*

1 July 2024

Dassault Systèmes and Mistral AI announced their partnership to bring the full power of frontier AI to industries in a trusted environment.

For more than 40 years, Dassault Systèmes has empowered people and businesses to provide sustainable innovations in the domains of manufacturing industries, life sciences and healthcare, and cities and territories.

Entering the era of the Generative Economy, industry has to transition from product to experience and sustainability, leveraging virtual worlds to extend and improve the real world.

The recent progress of AI technologies, notably Large Language Models (LLMs) such as Mistral AI's is an opportunity to accelerate this journey.

Combining scientific modeling, simulation and AI, virtual twin experiences offer solutions to empower the workforce of the future. They reveal industry knowledge and know-how and answer to industrial needs for reliability while preserving intellectual property.

Mistral AI's LLMs, including the enterprise-grade "Large" model, provide cutting-edge balance between accuracy, responsiveness and sustainability performance matching Dassault Systèmes' requirements.

Therefore, Dassault Systèmes and Mistral AI's partnership aims at delivering to the market:

- **A new OUTSCALE offering, "Large Language Models as a Service" or "LLMaaS":** leveraging the OUTSCALE sovereign infrastructure, it provides Mistral AI's commercial large language models benefitting from the highest security and compliance standards, including SecNumCloud.
- **Generative experiences powered by LLMs:** they reveal and navigate, in seconds, large universes of industry knowledge and know-how, elevating gigantic data patrimonies for Dassault Systèmes' 350,000 industrial customers. Generative experiences play a decisive role in industrial transformation for a more sustainable world.

"We are delighted to forge this partnership with Dassault Systèmes, reaffirming our shared commitment to the high performance, efficiency, security, and privacy of generative artificial intelligence for all," said Arthur Mensch, CEO and co-founder of Mistral AI. "By leveraging Dassault Systèmes' sovereign infrastructure and industrial solutions, we are advancing our shared mission of driving the use of cutting-edge generative AI for all."

"We are continuing our journey of reinventing industries worldwide with AI-powered virtual twins. Partnering with Mistral AI will allow us to offer trusted generative experiences, delivering a unique combination of scientific modeling, simulation and AI, including LLMs, in a sovereign environment with OUTSCALE. This partnership shows our commitment to building a strong technological ecosystem for AI-powered industry-grade solutions," said Florence Hu-Aubigny, Executive Vice President, R&D, Dassault Systèmes.

## *HCLTech launches global delivery center in Patna*

2 July 2024

HCLTech, a leading global technology company, announced the launch of its global delivery center in Patna. The center will focus on delivery of IT and engineering services for Hi-Tech and Semiconductor companies.

The center was inaugurated by Shri Nitish Mishra, Hon'ble Minister of Industries, Govt. of Bihar and Shri Santosh Kumar Suman, Hon'ble Minister of Information Technology, Govt. of Bihar. Also present on the occasion were Shri Sandeep Poundri, Additional Chief Secretary, Dept. of Industries, Govt. of Bihar; Shri Abhay Kumar Singh, Secretary, Dept. of Information Technology; Prateek Aggarwal, Chief Financial Officer, HCLTech and Rahul Singh, COO-Corporate Functions, HCLTech.

This is HCLTech's first center in the state of Bihar. Going forward, the center will also house specialized labs and centers of excellence to boost HCLTech's technology innovation engine and will offer a wide range of services to global clients.

The new global delivery center is in line with HCLTech's strategy of accessing quality talent through expansion to new locations in India under its New Vistas program. Located inside the Udyog Bhawan Complex in Patna, the center will offer modern workspaces to employees along with training and growth opportunities across HCLTech's global network. This will also contribute to the development of the local technology ecosystem and talent pool in the state.

"I am happy that HCL Tech is launching a new office in Patna. This will bring positive changes in the Information Technology (IT) sector of Bihar, increase employment opportunities and other IT companies will also be inspired to invest in Bihar," said Mr. Nitish Mishra, Minister of Department of Industries & Department of Tourism Govt of Bihar.

"We are delighted to launch our latest global delivery center in Patna. Bihar has immense potential in terms of availability of quality talent and the center will contribute to HCLTech's objective of being the preferred digital transformation partner to global enterprises," said Prateek Aggarwal, Chief Financial Officer, HCLTech. "The center will also contribute to the development of the local technology ecosystem and bring opportunities for local youth," he added.

## *Nicholas Cumins Takes Charge As CEO Of Bentley Systems, Ushering In A New Era*

1 July 2024

Following the CEO transition plan previously announced by Bentley Systems, Incorporated, Nicholas Cumins takes charge as CEO. Cumins succeeds Greg Bentley, the eldest of the five brothers who founded Bentley Systems, who becomes Executive Chair of its Board of Directors.

Cumins is the first CEO in the company's 40-year history who is not a Bentley family member, marking a significant milestone in the company's development. The Bentley brothers redefined what was then computer-aided design (CAD) software when they developed MicroStation as a groundbreaking engineering application platform. Four decades of innovation and more than

120 acquisitions later, Bentley Systems is the leading provider of infrastructure engineering software, with its infrastructure digital twin solutions used to design, build, and operate critical infrastructure around the world.

The transition to Cumins' leadership comes at a critical time for infrastructure sectors. There are not enough engineers to accomplish the work required to achieve global sustainability targets while also adapting aging infrastructure vulnerable to the effects of climate change.

Cumins unveiled Bentley's vision for infrastructure resilience, noting that engineering firms and asset owner-operators are looking to software to help them overcome the limitations of scarce talent.

"Infrastructure is at a watershed moment. Despite the massive capital investment in infrastructure projects and jobs post pandemic, so much more remains to be done to make infrastructure more resilient. Our ability to bridge that gap will literally determine the quality of life for generations to come. Fortunately, a paradigm shift in software is reshaping the landscape. AI-powered digital twin solutions are unlocking the value of data across the infrastructure lifecycle."

For example, Bentley's AI solutions are already transforming the way organizations are monitoring the health of roads, bridges, dams, water networks, and telecommunications towers.

"Every owner-operator in the world is looking for a simpler and more effective way to understand the condition of their assets. Think what the power and possibilities of AI imply for improving asset performance and making infrastructure more resilient. This is the moment for our generation to apply its ingenuity and build upon the legacy of innovation to continue advancing the world's infrastructure for better quality of life."

Before his promotion to CEO, Cumins served as Bentley Systems' COO from January 2022. He joined Bentley Systems as Chief Product Officer in September 2020 prior to the company's IPO. Previously he was General Manager of SAP Marketing Cloud and served as Chief Product Officer of Scytl, a platform for online voting, and as Senior Vice President of Product with OpenX, a pioneer in programmatic advertising. Before OpenX, he had already served in a variety of senior roles at SAP, including product management, corporate strategy, and business development. Cumins is a dual French and U.S. citizen and is based in France.

### *Stratasys Recognized at AMGTA Member Summit with Four Awards for Excellence in Additive Manufacturing Sustainable Business Practices*

2 July 2024

In recognition of its leadership in ESG & sustainability, **Stratasys, Ltd.** was honored with four Sustainability Recognition Awards at the Additive Manufacturer Green Trade Association (AMGTA) 2024 Annual Summit in Los Angeles on June 24<sup>th</sup>.

Stratasys received accolades across multiple categories, underscoring its commitment to environmental sustainability and innovation:

- Environmental Management Systems – For maintaining ISO 14001 EMS certification, demonstrating rigorous environmental governance.
- Sustainability Reporting – Recognized for its transparency and excellence in publicly publishing detailed Sustainability/ESG/CSR reports.
- Environmental Sustainability Research – For its active role in commissioning and publishing critical research focused on sustainability within the additive manufacturing landscape.
- Excellence in AM Sustainability – Honored for its initiatives that significantly expand the understanding and application of more sustainable manufacturing practices globally.

The awards ceremony acknowledges and encourages the significant efforts made by its member organizations in promoting AM technologies and practices for better, more sustainable, and economically advantageous manufacturing around the world.

"The AMGTA's mission to promote and advance the sustainability value proposition of the Additive Manufacturing industry aligns nicely with Stratasys' objectives for evidence-based sustainability operations," said Sherri Monroe, Executive Director of the AMGTA. "Stratasys' achievements reflect their leadership and commitment to advancing additive manufacturing technology in a way that benefits, people, our planet, and users around the world."

Mindful Manufacturing™ is Stratasys' ESG strategy, reinforcing the Company's commitment to rethinking how things are made, with the goal of designing and producing products and parts that demonstrate improved environmental, social and governance stewardship.

Rosa Coblens, VP of Sustainability & Communications at Stratasys, commented on the recognition: "These awards are a testament to our dedication to the Mindful Manufacturing™ approach. At Stratasys, we are not just participating in AM-enabled sustainability efforts but are leading our market by example. By measuring, reporting, and practicing evidence-based continuous improvements in ESG and sustainability, we are setting new standards for the entire industry."

## Financial News

### *Invitation to presentation of Addnode Group's Interim Report January – June 2024*

28 June 2024

Addnode Group is pleased to invite investors, analysts, and media to a presentation where President and CEO Johan Andersson and CFO Kristina Elfström Mackintosh will present the interim report January – June 2024. After the presentation, there will be an opportunity to ask questions.

**Date:** Friday July 12, 2024

**Time:** 11:00 AM CEST

**Access to the audiocast and teleconference with the ability to ask questions****verbally:** <https://www.addnodegroup.com/report/q2-2024/>

The presentation will be held in English.

The interim report will be published the same day at 10:30 AM CEST.

The full report, presentation, and links to the audiocast and teleconference will be available on [www.addnodegroup.com](http://www.addnodegroup.com)

***Invitation: Presentation of Sandvik's report of the second quarter 2024***

1 July 2024

Sandvik will publish its second quarter results on Friday, July 19, 2024, at approximately 12:30 PM CEST.

A combined webcast and conference call for investors, analysts and financial media will be held at 2:00 PM CEST. The report will be presented by Stefan Widing, President and CEO as well as by Cecilia Felton, CFO.

The presentation will be broadcasted live on our website [home.sandvik](http://home.sandvik)

Dial-in details for the conference call:

SE: +46 (0) 8 505 100 31

UK: +44 (0) 207 107 06 13

US: +1 (1) 631 570 56 13

From about 1:30 PM CEST presentation slides will be available on our website [home.sandvik](http://home.sandvik)

***Roadzen Reports Record Revenue Growth in its First Fiscal Year as a Public Company***

1 July 2024

Roadzen Inc. ("Roadzen" or the "Company"), a global leader in AI at the convergence of insurance and mobility, announced its results for the twelve-months ended March 31, 2024.

"Roadzen had a remarkable year, achieving substantial revenue growth, maintaining our trajectory towards profitability, and significantly expanding our presence in the U.S. and U.K. markets, along with continued strong growth in India," commented Rohan Malhotra, CEO and Founder of Roadzen. "Our advanced technology group and AI research lab now support a robust global client base and infrastructure, including 101 large enterprise clients, such as leading insurers, automakers, and large fleets, in addition to approximately 3,200 small and medium businesses, including agents, brokers, dealerships, and smaller fleets. Looking ahead, we anticipate continued momentum and establishing Roadzen as a leader in vertical AI for auto insurance within the public markets, leveraging the strong foundation we've built over the past year."

Jean-Noël Gallardo, Roadzen's CFO commented, "In preparation for 2024 year-end, we focused on simplifying and streamlining the organizational structure and internal financial reporting protocols to ready the Company for scale and another breakout year in 2025. We also focused on streamlining operations and eliminating redundancies. This allowed us to rationalize small subsidiaries that no longer align with our strategy, yielding a 7% reduction in headcount and the closure of under-performing assets."

<sup>1</sup>Adjusted EBITDA is a non-GAAP financial metric. See "Non-GAAP Financial Measures" at the end of this press release for more information, including a reconciliation to the nearest GAAP financial measure.

## Fiscal Year Highlights

### Revenue and Key Performance Indicators

- Revenue reached \$46.7 million, an increase of 245% over the prior year, due to the incremental revenue from U.S. and U.K. acquisitions, as well as continuing growth in India.
- Revenue from brokerage solutions accounted for 65% of our revenue, increasing \$21.3 million, or 232% over the prior year, while IaaS revenue accounted for the remaining 35% of revenue, increasing \$11.8 million, or 270% over the prior year.
- Gross margin continued to show improvement, with a slight increase over the prior year to 61.2% up from 60.1%.
- As of March 31, 2024, we had 33 insurance customer agreements (including carriers, self-insureds and other entities processing insurance claims), compared to 26 in the prior year; 68 automotive customer agreements in fiscal 2024 compared to 23 in the prior year; and approximately 3,200 agents and fleet customer agreements in fiscal 2024 compared to approximately 2,000 in the prior year.
- In the brokerage segment: 324,293 policies were sold during fiscal 2024 adding up to \$61.8 million of Gross Written Premium ("GWP"), compared to 258,546 policies sold in the prior year for \$38.0 million of GWP, a 25.5% and 62.6% increase respectively.
- For the IaaS segment: 301,120 claims and vehicle inspections were conducted during the fiscal year compared to 220,781 the prior year, representing a 36.4% increase.

### Expenses and Net Results

- Operating expenses excluding Depreciation and Amortization totaled \$104.1 million, an increase of \$86.0 million compared to the prior year. This includes \$61.2 million of non-cash expenses, comprised of \$56.3 million of equity compensation expense related to RSUs granted to employees on September 18, 2023, and \$4.9 million in provisions for doubtful accounts that include \$2.8 million related to the issuance of preferred stock prior to the Business Combination (as defined in our SEC filings) and \$2.1 million in advances made to de-consolidated subsidiaries.

- Other expenses totaled \$22.2 million, an increase of \$19.5 million over the prior year, driven by \$19.5 million of non-cash expense related to fair market valuation adjustments of financial instruments, including the Forward Purchase Agreement (“FPA”) and warrants.
- In total, net loss for the fiscal year includes \$89.4 million of non-cash, non-recurring and other extraordinary items that, when removed, result in an Adjusted EBITDA loss of \$10.4 million compared to \$9.9 million loss in the prior year. Adjusted EBITDA margin was -22.3% in fiscal 2024 compared to -73.1% in the prior year.

### Balance Sheet

- Cash on hand as of March 31, 2024 was \$11.2 million compared to \$0.6 million on March 31, 2023.
- Current Assets were \$49.8 million, primarily due to the \$28.8 million FPA prepayment balance.
- Current Liabilities totaled \$65.7 million, including \$17.4 million in Accounts Payable assumed by Roadzen in connection with the Business Combination, and \$13.1 million for Mizuho Securities USA LLC (“Mizuho”) that includes short-term borrowings of \$7.5 million and a \$5.6 million fair valuation of warrants granted as part of the Mizuho debt agreement.
- Long-Term Liabilities totaled \$3.0 million, primarily made up of various debt instruments issued by the Company.

### Russell Indexes

- June 28, 2024 – Roadzen was added to the Russell Indexes, including the Russell 2000<sup>®</sup>, Russell 3000<sup>®</sup>, and Russell Microcap<sup>®</sup>, which will drive awareness from institutional shareholders and improve visibility as a publicly-listed company.

### *Simulations Plus Reports Third Quarter Fiscal 2024 Financial Results*

2 July 2024

Simulations Plus, Inc. (“Simulations Plus”), a leading provider of biosimulation, simulation-enabled performance and intelligence solutions, and medical communications for the biopharma industry, reported financial results for its third quarter fiscal 2024, ended May 31, 2024.

### **Third Quarter 2024 Financial Highlights (compared to third quarter 2023)**

- Total revenue increased 14% to \$18.5 million
- Software revenue increased 12% to \$11.9 million, representing 64% of total revenue
- Services revenue increased 18% to \$6.6 million, representing 36% of total revenue
- Gross profit was constant at \$13.3 million; gross margin was 71%
- Adjusted EBITDA of \$5.7 million, representing 31% of total revenue

- Net income of \$3.1 million and diluted earnings per share (EPS) of \$0.15 versus net income of \$4.0 million and diluted EPS of \$0.20
- Adjusted diluted EPS excluding the impact of acquisition costs of \$0.19 versus adjusted diluted EPS of \$0.21

### **Nine Months 2024 Financial Highlights (compared to nine months 2023)**

- Total revenue increased 17% to \$51.3 million
- Software revenue increased 14% to \$31.1 million, representing 61% of total revenue
- Services revenue increased 21% to \$20.2 million, representing 39% of total revenue
- Gross profit increased 2% to \$36.3 million; gross margin was 71%
- Adjusted EBITDA of \$16.2 million, representing 32% of total revenue
- Net income of \$9.1 million and diluted EPS of \$0.45 versus net income of \$9.4 million and diluted EPS of \$0.46
- Adjusted diluted EPS excluding the impact of acquisition costs was constant at of \$0.49

### **Management Commentary**

“Our third quarter results reflected continued solid performance in both our software and services segments,” said Shawn O’Connor, Chief Executive Officer of Simulations Plus. “Total revenue increased 14%, led by higher software sales in our Cheminformatics and Clinical Pharmacology & Pharmacometrics (CPP) business units, with strong growth in our ADMET Predictor<sup>®</sup> and MonolixSuite<sup>™</sup> platforms, respectively. Our Physiologically Based Pharmacokinetics (PBPK) business unit also performed well, reflecting higher revenues from GastroPlus<sup>®</sup>. During the quarter, we were excited to launch GastroPlus X, the next generation of physiologically based pharmacokinetics/biopharmaceutics (PBPK/PBBM) modeling and simulation software and believe it will become a meaningful addition to our suite of leading-edge solutions. The 18% increase in services revenue was driven by strong growth in our Quantitative Systems Pharmacology (QSP) and CPP business units.

“Biotech funding is starting to show signs of recovery, most notably for companies that have drug candidates in the clinic. We continue to be cautiously optimistic about the funding environment for our biotech clients. We see a range of spending patterns among large pharmaceutical companies. Some are increasing expenditures, while others remain conservative, with most falling in between depending on various internal and external market factors. Overall, the market is in a better position today compared to a year ago.

“Our acquisition of Pro-ficiency on June 11th brings together our collective expertise in simulations, AI technologies and focus on science, creating a one-of-a-kind platform that spans across the drug development continuum. The Pro-ficiency integration and collaboration is progressing in-line with our internal plan and schedule with positive responses from our clients.

“Our performance in the first nine months of the year remains aligned with our original fiscal 2024 revenue guidance. The newly formed Clinical Simulations and Medical Communications

(CSMC) business unit is expected to contribute approximately \$3 million to our fiscal 2024 revenue. We are entering our final fiscal quarter of 2024 with a healthy pipeline and remain confident that Simulations Plus is well positioned to achieve its goals for the fiscal year. Going forward, we remain committed to a disciplined growth strategy that will deliver long-term returns for our shareholders.”

### Fiscal 2024 Guidance

	Fiscal 2024 Guidance
Revenue	\$69M - \$72M
Revenue growth	15 - 20%
Software mix	55 - 60%
Services mix	40 - 45%
Diluted EPS	\$0.46 - \$0.48
Adjusted diluted EPS	\$0.54 - \$0.56

### Quarterly Dividend

The Simulations Plus Board of Directors has determined to discontinue the Company’s quarterly cash dividend and reallocate these funds to our capital allocation strategy for investing in growth initiatives that are intended to generate long-term shareholder value. The final dividend of \$0.06 per share of the Company’s common stock will be paid on August 5, 2024, to shareholders of record as of July 29, 2024.

### Environmental, Social, and Governance

We focus our Environmental, Social, and Governance (ESG) efforts where we can have the most positive impact. To learn more about our latest initiatives and priorities, please visit our website to read our [2023 ESG update](#).

### Webcast and Conference Call Details

Shawn O’Connor, Chief Executive Officer, and Will Frederick, Chief Financial and Operating Officer, will host a conference call and webcast today at 5 p.m. Eastern Time to discuss the details of the Company’s performance for the quarter and certain forward-looking information. The call may be accessed by registering [here](#) or by calling 1-877-451-6152 (domestic) or 1-201-389-0879 (international) or by clicking on this [Call me](#)™ link to request a return call. The webcast will be available on our website on the investor relations page of the Simulations Plus website at [www.simulations-plus.com/investorscorporate-profile/corporate-profile/](http://www.simulations-plus.com/investorscorporate-profile/corporate-profile/). A replay of the webcast will be available on the website approximately one hour following the call.

## *Tecsys Reports Record Revenue for the Fourth Quarter and Full Year Fiscal 2024*

27 June 2024

Tecsys Inc., an industry-leading supply chain management SaaS company, announced its results for the fourth quarter and full year of fiscal 2024, ended April 30, 2024. All dollar amounts are expressed in Canadian currency and are prepared in accordance with International Financial Reporting Standards (IFRS).

“Fiscal 2024 has been a landmark year for Tecsys in which we have demonstrated our ability to drive continued growth and expand market opportunity,” said Peter Brereton, president and CEO at Tecsys. “Our SaaS revenue surged by 39% in fiscal 2024 and we achieved record-breaking SaaS bookings in our fourth quarter as well as for the full year. We head into fiscal 2025 with confidence that we are delivering exceptional value to our customers and are well-positioned to capitalize on our market momentum.”

Mark Bentler, chief financial officer of Tecsys Inc., added, “Our financial performance in fiscal 2024 underscores the strength of our business model. With a 43% increase in SaaS RPO in fiscal 2024 and positive evolution in our gross margin profiles, we continue to see the path for AEBITDA margin expansion to 8-9% in fiscal 2025 and 10-11% in fiscal 2026.”

### **Fourth Quarter Highlights:**

- SaaS revenue increased by 27% to \$14.2 million, up from \$11.1 million in Q4 2023.
- SaaS subscription bookings<sup>i</sup> (measured on an ARR<sup>i</sup> basis) increased by 108% to a record \$8.0 million, compared to \$3.9 million in the fourth quarter of fiscal 2023.
- SaaS Remaining Performance Obligation (RPO<sup>i</sup>) increased by 43% to \$196.9 million at April 30, 2024, up from \$137.7 million at the same time last year.
- Annual Recurring Revenue (ARR<sup>i</sup>) at April 30, 2024 was up 21% to \$94.7 million compared to \$78.3 million at April 30, 2023.
- Total revenue increased 7% to a record \$44.0 million compared to \$41.2 million in Q4 2023. Professional services revenue decreased by 2% to \$14.4 million compared to \$14.6 million in Q4 2023.
- Gross margin was 47% for the fourth quarter of fiscal 2024 compared to 45% for the same period in fiscal 2023.
- Total gross profit increased to \$20.6 million, up 12% from \$18.4 million in Q4 2023.
- Operating expenses increased to \$21.3 million, higher by \$4.3 million or 25% compared to \$17.0 million in Q4 last year. Q4 2024 operating expenses included \$2.1 million of restructuring costs.
- Loss from operations (including the impact of restructuring costs) was \$0.6 million in Q4 2024, compared to a profit from operations of \$1.4 million in Q4 2023.
- Net profit was \$0.3 million or \$0.02 per share on a fully diluted basis in Q4 2024, compared to \$0.4 million or \$0.03 per share for the same period in fiscal 2023.

- Adjusted EBITDA<sup>ii</sup> was \$2.8 million, up 14% compared to \$2.4 million reported in Q4 last year.
- In the fourth quarter of fiscal 2024, Tecsys acquired 128,300 of its outstanding common shares for approximately \$5.0 million as part of its ongoing normal course issuer bid.

**Fiscal 2024 Highlights:**

- SaaS revenue increased by 39% to \$51.9 million, up from \$37.5 million in fiscal 2023.
- SaaS subscription bookings<sup>i</sup> (measured on an ARR<sup>i</sup> basis) increased to \$18.6 million, up 13% from \$16.4 million in fiscal 2023.
- Total revenue increased 12% to \$171.2 million compared to \$152.4 million in fiscal 2023.
- Professional services revenue was \$55.2 million, down slightly compared to \$55.4 million in fiscal 2023.
- Gross margin was 46% for fiscal 2024 compared to 44% for fiscal 2023.
- Total gross profit increased to \$78.4 million, up 17% from \$66.8 million in the same period of fiscal 2023.
- Operating expenses increased to \$76.5 million, higher by \$13.2 million or 21% compared to \$63.2 million in fiscal 2023.
- Profit from operations (including the impact of restructuring) was \$1.9 million, down from \$3.6 million in fiscal 2023.
- Net profit was \$1.8 million, or \$0.13 per diluted share in fiscal 2024, compared to a net profit of \$2.1 million, or \$0.14 per diluted share, for fiscal 2023.
- Adjusted EBITDA<sup>ii</sup> was \$9.6 million, up slightly compared to \$9.5 million in fiscal 2023.

On June 27, 2024, the Company declared a quarterly dividend of \$0.08 per share to be paid on August 2, 2024 to shareholders of record on July 12, 2024.

Pursuant to the Canadian Income Tax Act, dividends paid by the Company to Canadian residents are considered to be “eligible” dividends.

Q4 and FY2024 Financial Results Conference Call

Date: June 28, 2024

Time: 8:30 a.m. ET

Phone number: 800-836-8184 or 646-357-8785

The call can be replayed until July 5, 2024, by calling:  
888-660-6345 or 646-517-4150 (access code: 46999#)

<sup>i</sup> See Key Performance Indicators in Management’s Discussion and Analysis of the 2024 Financial Statements.

<sup>ii</sup> See Non-IFRS Performance Measures in Management’s Discussion and Analysis of the 2024 Financial Statements.

## Implementation Investments

### *Bel Group and Dassault Systèmes Partner to Accelerate the Food Industry Transition towards a More Sustainable Model*

4 July 2024

Dassault Systèmes and Bel Group, today announced their long-term partnership to accelerate the food industry's transformation towards a more sustainable model. The companies will play a pivotal role in shaping the future of food by digitalizing the end-to-end value chain powered by artificial intelligence, from product idea to manufacturing and market launch.

The challenge of sustainably feeding a global population of 10 billion people in 2050 has propelled the need for innovative food technologies and disruptive ways of efficiently developing and manufacturing healthy and sustainable food in a highly regulated industry.

Bel Group will deploy Dassault Systèmes' "Perfect Production" industry solution experience based on the 3DEXPERIENCE platform to improve the efficiency and sustainability of its manufacturing operations at 11 plants worldwide.<sup>1</sup> Key elements of this transformation are manufacturing operations management (MOM), food and materials sciences, AI and product lifecycle management (PLM).

With MOM, Bel Group will continue to empower its employees through digital transformation, to make its manufacturing more efficient and responsive to market demands while optimizing inventory levels and consumption of raw materials. Bel Group will be able to produce more sustainably, with consistent quality, in any location.

With AI, Bel Group can continuously adapt to consumer needs with sustainable development and breakthrough innovation, by analyzing millions of data points and using machine learning for augmented products and packs, while providing Dassault Systèmes with comprehensive insights into the food industry. This will reduce time-to-market, optimize formulation, reduce industrial trials, accelerate product development, and increase product performance.

With PLM, one collaborative environment will connect people, processes and data, providing everyone involved with access to the right information, at the right time. This will facilitate transversal collaboration and decision-making - from a product's ideation to its release on the market - and simplifies business activities.

"Food transition towards a more sustainable model needs disruptive players and actions in the decade to come. Through this unique and long-term partnership, we want to pioneer new solutions and accelerate our transformation. The joint capabilities of our two groups, sharing the same vision, will empower our teams to shift towards 'augmented R&D' through AI, and to reshape our manufacturing and product management processes for the future of food," said Cécile Béliot, CEO of Bel Group.

"Cécile Béliot and I share the same vision: the future of health depends on the future of nutrition," said Bernard Charlès, Executive Chairman, Dassault Systèmes. "Our partnership with Bel Group will be a game-changer in the critical food industry. Together, we can further its

mission to offer healthier, inventive food choices that are produced more sustainably. Thanks to modeling, simulation, data science and generative AI, we can imagine and create novel connections and significant economy levers between health, prevention, and affordable and sustainable nutrition. Our scientific and technological approach enables industry to address the biggest challenges facing consumers, patients and citizens today. We've shown how virtual worlds open up new horizons in therapeutic development. Now, we can apply this approach to Bel Group's business and drive true disruption that makes it the food tech company of reference."

<sup>1</sup>The agreement between Bel Group and Dassault Systèmes was signed in Q4 2023.

## *Campfire's Solutions Enable Stoneridge to Successfully Model Production Forecasts to Drive Financial Performance*

2 July 2024

Campfire Interactive, Inc. (Campfire), provider of the leading solution for portfolio profitability management, has announced the utilization of its Program and Portfolio Management solutions with a key customer, Stoneridge, Inc., a global designer and manufacturer of highly engineering electrical and electronic vehicle systems.

Campfire solutions allow companies to make informed, confident decisions with speed. The software allows companies to standardize data processes to reduce errors, improving forecast accuracy. With the capability to create and update both short and long-term sales forecasts in a matter of hours rather than days or weeks, Campfire enhances operational efficiency. This streamlined approach provides greater visibility into business operations, enabling proactive decision-making to drive growth and profitability.

"Traditional methods to gain business insights and model *what if* scenarios are no longer sufficient," said Dan Meyer, president, Campfire. "Business has become too complex, and to maintain a profitable business, you must be able to quantify and respond to disruptions on a global scale."

Campfire allows manufacturers to seize opportunities to maximize performance and profitability and for companies like Stoneridge, this has proven to be a competitive advantage.

### Scenario Modeling in Action

Specifically, Stoneridge unlocked the full potential of Campfire's forecasting capabilities to model event scenarios and to drive contingency planning during the 2023 United Auto Workers (UAW) labor strike that impacted production in the North American automotive end-markets in the second half of 2023. Stoneridge's data analytics and business planning teams modeled a series of scenarios to predict business impacts down to the part number level. Stoneridge's speed and flexibility, driven in part from the data and insights generated from Campfire, allowed the Company to develop and implement global contingency plans.

"Our teams turned to Campfire to manage the ever-changing scenarios during the strike," said Jeffrey Philbin, director of business planning at Stoneridge. "The software's speed and flexibility

provided the necessary insights to anticipate uncertainties and confidently address the strike's impact on labor, production schedules, and ultimately profitability."

Stoneridge continues to engage with Campfire solutions to navigate today's complex manufacturing environment.

Meyer added, "This is exactly the ambition of Campfire – to be mission critical for our customers in helping them achieve results not previously possible."

## *Configit Chosen by Canadian Company Premier Tech to Propel Digital Transformation*

27 June 2024

Configit, the global leader in Configuration Lifecycle Management (CLM), announced that it has been selected by its first Canadian customer, Premier Tech, to improve the efficiency of packaged product manufacturing facilities.

Premier Tech is a global company with 5,200 team members across 28 countries. With its world headquarters in Rivière-du-Loup, Québec, Canada, the company operates in different industries through five business groups. One of them, **Premier Tech Systems and Automation, will greatly benefit from the Configit Ace® SaaS environment**. Global leader in the manufacturing of packaging and bulk handling equipment, Premier Tech Systems and Automation harnesses the great potential of robotics and automation to help manufacturers optimize their operations, while ensuring the safety of their teams.

With the support of the Configit Ace® SaaS environment, Premier Tech Systems and Automation sought a solution that would help define standards and reduce the complexity of configurations using a flexible and customer-friendly approach. Configit stood out for its independent solution with seamless integration into the existing landscape, Salesforce CPQ. Configit also demonstrated a strong record of customer support and the capability to manage complex configurations. With the support of the Configit Ace® SaaS environment, Premier Tech Systems and Automation will be able to **enhance business model flexibility to meet market demands**, increase sales through cost reductions and improved speed, and decrease rework by accurately interpreting customer needs — therefore creating more value for its clients. Aligning perfectly with the group's vision for the coming years, this partnership will enable the integration of AI and decision support solutions, improving the speed and quality of implementation.

**Wilhelm Bielert, Senior VP and CIO, Premier Tech Systems and Automation**, said: "Our decision to partner with Configit was grounded not only in Configit's exceptional configuration technology, but also in its flexibility, openness and the team's professionalism. Configit Ace® was the only offering we found that truly understood the challenges of complex configurations. We look forward to continued success as we implement Configit Ace® SaaS to further enhance our business model flexibility in meeting both market and customer demands."

**Johan Salenstedt, CEO, Configit**, said: "We are very pleased to see Premier Tech as our first customer in Canada. Premier Tech's selection of Configit Ace® as its solution of choice for

managing complex configurations highlights our commitment to delivering cutting-edge technology. We look forward to evolve our customer partnership with Premier Tech.

## *ENGYS PARTICIPATES IN AI4TWINSHIP: REAL-TIME DESIGN AND OPTIMIZATION OF MARINE VEHICLE HULLS*

2 July 2024

ENGYS is proud to announce its participation in the AI4TwinShip project, a cutting-edge initiative aimed at revolutionizing the design and optimization of ship hulls using advanced artificial intelligence (AI) techniques coupled to Computational Fluid Dynamics (CFD) and mesh morphing. The primary objective of AI4TwinShip is to develop and demonstrate a new service for real-time prediction of ship hull resistance and other hydrodynamic performance metrics. This innovative approach leverages an AI-based model trained using a comprehensive database of CFD results to enhance the efficiency, performance and environmental sustainability of marine vessels.

The project relies on several key simulation technologies to achieve its ambitious goals. HELYX and HELYX-Marine, an open-source CFD software developed by ENGYS, will be employed to generate the database of CFD results; NAVPACK, provided by NAVASTO, will be used for training the AI models; and RBF Morph Stand-Alone, developed by RBF Morph, serves as a mesh morphing tool to parameterize ship hull shapes and automate the entire simulation process.

AI4TwinShip focuses on demonstrating the use of AI for real-time calculation of ship hull resistance. The AI models, trained with machine learning algorithms based on CFD results, are expected to provide accurate predictions of hydrodynamic characteristics to optimize ship hull shapes for reduced fuel consumption and minimal environmental impact. This project not only aims at improving the safety and operational efficiency of marine vessels, but also contributing to the creation of digital twins as an essential tool for modern naval design and optimization.

The project covers four main tasks: parametrizing hull shapes using mesh morphing to generate multiple ship hull configurations for the CFD, characterizing ship hull hydrodynamics using CFD techniques, training AI models and calculating the resistance of new hull designs in real-time using AI models. This methodology, already tested and validated by ENGYS for other industrial applications (e.g. automotive and motorsport), is anticipated to significantly reduce fuel consumption and greenhouse gas emissions, while enhancing the overall design and performance of marine vessels.

Project Duration: 12 Months

Budget: 213.635,80 €

Partner List: ENGYS

## *Trespass Chooses Centric Planning to Improve Allocation and Forecasting*

2 July 2024

Centric Software® is pleased to announce that outdoor brand and retailer Trespass has chosen to implement Centric Planning™. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Jacobs & Turner Ltd, was established in 1938 as a manufacturer of workwear and outerwear. Trespass, is their award-winning privately-owned brand, created in 1984, focused on performance, outdoor sports and leisurewear from our headquarters in Glasgow, Scotland, UK.

Their mission is to become the FIRST CHOICE GLOBALLY when purchasing PERFORMANCE CLOTHING and ACCESSORIES.

Trespass is one of the UK's most successful outdoor clothing retailers and, after many years of increased growth, has been searching out "best in breed" systems to future-proof the business.

"Like many others in our industry, we arrived at a point where the manual execution of daily activities was reaching a critical threshold. Our merchandise teams needed system support to free up time and be able to operate and strategize more efficiently," explains Afzal Khushi, Director at Trespass. "After extensive market research and discovery sessions, Centric Software was our preferred choice due to their ability to understand our nuances and their speedy alignment with our business practices. They were also our preferred partner as their "out of the box" solution means we do not have to develop or redesign solutions for the business. Although we are at the start of our journey with Centric Planning, we are already seeing benefits that will confidently take us into the next phase of our successful journey."

"We're delighted to welcome Trespass on board as our latest Centric Planning customer partner," says Fabrice Canonge, President of Centric Software. "Trespass is confidently jumping into AI-driven planning, merchandise and allocation to drive more profitable assortments, and we're honored to work with them to enable their retail planning digital transformation."

## Product News

### *Mastercam 2025 is Now Released!*

1 July 2024

Mastercam, the industry leader in CAD/CAM solutions, proudly announces the release of Mastercam 2025. This latest version introduces cutting-edge features and enhancements designed to maximize speed, efficiency, and precision in your machining operations, setting a new benchmark in the industry.

During the Public Beta, manufacturers worldwide provided valuable feedback that shaped the final product, ensuring that Mastercam 2025 meets the essential demands of users while advancing productivity and sustainability in manufacturing.

### **New Mastercam® Deburr Solution**

Introducing Mastercam Deburr for 3-axis, an advanced solution that revolutionizes the deburring process for Mastercam Mill, Mastercam Mill 3D, Mastercam Router, and Mastercam Mill-Turn. Designed to integrate seamlessly with your Mastercam products, this add-on simplifies deburring through automatic edge detection and intuitive controls. Mastercam Deburr allows users to leverage the streamlined deburr cycle in a 3-axis environment without requiring Mastercam Multiaxis, providing faster and more accurate deburring with less manual effort. For users with Mastercam Multiaxis, the familiar simplified controls ensure an easy transition.

Mastercam Deburr transforms the deburring process, saving time and enhancing deburr quality. This solution improves the efficiency and precision of deburring operations, reducing the need for manual intervention and ensuring consistent, high-quality results.

### **Productivity Enhancements**

Mastercam 2025 also introduces finish passes to 2D Dynamic Mill and Area Mill toolpaths. The new Finish Passes page allows users to add high-speed finishing passes along the selected toolpath boundaries, with configurable parameters for feed rate and spindle speed overrides, ensuring a smooth and precise finish.

### **Advanced Capabilities**

Mill-turn support for Y-axis turning is a significant addition in Mastercam 2025, enabling users to create toolpath planes with the correct tool orientation and spindle origin while taking advantage of the latest advances in Y-axis tool technology. The new A-axis contour turning toolpath complements the B-axis contour toolpath, extending support for rotary contour turning and allowing users to machine difficult-to-reach areas with ease.

### **Performance Boosts**

Thread Mill operations in Mastercam 2025 benefit from enhancements such as Speed/Feed Override for Lead In/Out, which provides better control during entry/exit moves, promoting better tool life and more accurate machining of threads. The gradual Lead In/Out feature enhances tool control during engagement and disengagement for Thread Mill operations, while the new Tool Edge Feed Rate calculates feed rates based on the tool's tangential edge for more precise machining.

### **Security Improvements**

Mastercam 2025 introduces automatic license update notifications for software-based licenses. This feature saves time for users while keeping Mastercam secure with the latest license information and features.

## *SmartPM Introduces Custom Reporting Feature For Schedule Controls Software*

27 June 2024

With the overwhelming amount of data available on a commercial construction project, getting clear information on a project's status is a huge burden, further complicated by what information is important and to whom. To help companies transmit consistent and easy-to-understand information about project status, SmartPM Technologies has released its highly anticipated Custom Reporting feature, allowing users to visualize their schedule data with ease.

Allowing users to easily design reports that present visual project data will increase information accessibility for those who need it most. SmartPM's simple drag-and-drop functionality empowers users to create a report that "tells a story" rather than just presenting data.

"With this release, we wanted to give our customers the ability to hone in on the risks that exist in their projects based on what is most important to them. This will help communicate critical information for project controls because users can dig into the data, highlight relevant risk, and succinctly communicate across the board," said Rohit Sinha, CTO of SmartPM Technologies.

With the data they need simply delivered to their inbox, customers are reducing the amount of time spent preparing reports for stakeholder review.

"With the custom reporting feature, every time a schedule is synced, everyone – me, the senior project managers, the entire team – can get the same report with the data most important to us and go from there," said Taylor Shapland, Project Executive at NGC Group, Inc.

SmartPM CEO and Founder Michael Pink added:

"Companies often struggle with tools that effectively prepare and transmit reports in an easy-to-understand, consistent manner that drives positive action. By leveraging SmartPM's auto-generated reports, subscriptions, and custom reporting, our customers can ensure consistency while disseminating information efficiently and effectively."

When asked about the rationale for developing the custom reporting feature, SmartPM Co-Founder Billy Upchurch said:

"The only way to become data-centric is for everyone to have access to the same data at the same frequency, in a format that is easy for *everyone* to understand. More importantly, with this release, we're making SmartPM a more effective tool. It's not just about the data, it's how it gets presented. In that respect, we've taken a huge step forward, and our customers will be the beneficiaries."

## *Trimble Launches End-To-End Asset Lifecycle Management Software Suite*

28 June 2024

Trimble announced a new asset lifecycle management software suite called Trimble Unity. This suite enables owners of capital projects and public infrastructure to efficiently plan, design, build, operate and maintain their assets using centralized data and connected digital workflows.

Trimble-Unity

Combining Trimble's best-of-breed point solutions for capital program and asset management, Trimble Unity unifies and extends its existing offerings to provide end-to-end asset lifecycle

management capabilities that help owners optimize their processes, improve outcomes and lower the total cost of asset ownership.

This unified, holistic approach enables better decisions about asset rehabilitation and replacement, facilitates reliable and sustainable service delivery and helps ensure regulatory compliance. Owners that use this asset lifecycle management approach can reduce the total cost of asset ownership by as much as 40%.\*

"Trimble Unity is designed to make it easier for asset owners to achieve core goals — improve asset performance, enhance stakeholder collaboration and optimize capital and operational budgets — as efficiently as possible," said Hoagland. "Trimble is uniquely positioned to provide all these capabilities in a single solution suite, and we're already seeing owners reap the benefits of a lifecycle-focused approach at local governments, state DOTs, airports, transit authorities, healthcare facilities and educational institutions."

"We've brought together the very best of our heritage solutions to provide our customers with even more value for their investment in the Trimble products and services they have trusted for years," said Shelly Nooner, vice president of innovation and platform for Trimble's Owner and Public Sector. "By making relevant data accessible to stakeholders across the entire asset lifecycle, Trimble Unity helps owners and their collaborators make better-informed decisions at every phase."

#### Trimble Unity capabilities include:

- **Trimble Unity Construct™**: A cloud-based construction project and program management capability that provides insights to improve process control and reduce cycle times. *Powered by Trimble e-Builder.*
- **Trimble Unity Maintain™**: A GIS-centric enterprise asset management capability that streamlines work activity, planning and analysis to optimize resource allocation and infrastructure reinvestment. *Powered by Trimble Cityworks AMS, Trimble AgileAssets and Trimble Unity Work Management.*
- **Trimble Unity Permit™**: A permitting, licensing and land management capability that streamlines public and back-office operations to manage permits, licenses, right-of-way and code enforcement. *Powered by Trimble Cityworks PLL.*
- **Trimble Connect™**: A connected data environment (CDE) that unifies asset data in files, native file formats and 3D models to streamline accessibility and collaboration.

In addition, Trimble Unity includes **Trimble Unity Field™**, a multi-stakeholder, configurable mobile solution that provides a role-based, GIS-centric data collection and visualization experience for project management and long-term asset maintenance workflows.

#### All Capabilities in One Contract

Trimble Unity is available in a single-contract subscription called the Trimble Unity Asset Lifecycle Management Subscription, which provides customers with many advantages over a traditional point-solution procurement process. The all-in-one subscription streamlines

procurement by eliminating the effort of purchasing multiple products. It also facilitates user adoption by providing the full range of capabilities in a single, familiar interface with the same Trimble support teams for implementation and onboarding.

In addition, subscription customers reduce their investment risk by having access to all Trimble Unity capabilities at once, making it easy to try various capabilities before full-scale implementation. Customers can also scale the subscription to their needs by easily adding users or expanding capabilities without a lengthy procurement process.

"Enabling customers to access the full suite of capabilities through a single contract is yet another way we are making it easier for organizations to do business with Trimble," said Hoagland.

### **Availability**

Core components of the Trimble Unity suite, including Trimble Unity Maintain, Trimble Unity Permit and Trimble Connect, are available now. Trimble Unity Field is expected to be available in August 2024. The Trimble Unity Construct capability is currently available under the heritage product name e-Builder and will be available as Trimble Unity Construct in a future release.

## ***VERICUT Version 9.5 - Maximize Efficiency, Minimize Downtime***

27 June 2024

CGTech is proud to announce the latest release of VERICUT, Version 9.5. VERICUT leads the industry in CNC machine simulation, verification, and optimization across processes like metal cutting, additive manufacturing, hybrid manufacturing, and composites. It is an independent, standalone software that seamlessly integrates with all major CAM and tool management systems, as well as existing NC programs- even those that have been edited, or created by means other than CAM.

In addition to improvements within the core product, VERICUT 9.5 focuses on improving the user experience, practically automating NC program optimization, while maximizing production efficiencies across multiple processes, and minimizing downtime.

"We're excited to unveil VERICUT 9.5, featuring cutting-edge innovations like the new Tool Summary with Heat Map display showing tool wear with tool life analytics, and real-time CNC machine connectivity. This release underscores our commitment to enhancing precision and efficiency in manufacturing processes, ensuring our users stay ahead in an increasingly competitive market," says Director of Product Management, Gene Granata.

### **VERICUT 9.5 Highlights**

#### **Tool Summary and Tool Wear**

Use the new Heat Map display (in VERICUT's Tool Summary window) to see the wear pattern on your milling and drilling tools. A combination of colors and messages can be used to understand how each tool was used, and the effects of each cut on the tool.

Track tool life by assigning wear limits to cutters for a variety of machining factors, such as cutting time, material removal volume or cutting distance, to get notified when a tool is nearing expiration. Different values can be specified for machining different stock materials. This is useful to better predict when a tool change will be required, and to improve tool inventory management.

### **CNC Machine Connectivity**

CNC Machine Connectivity allows VERICUT to connect directly to your machine to see real-time data in VERICUT before, during and after machining has taken place.

The new Postcheck capability within the CNC Machine Monitoring module enables users to review monitored data that was archived from the NC machine, within a VERICUT simulation. This feature allows users to observe how well the machine ran, as well as identify when and where and spindle or feedrate override adjustments were applied, machining was paused, or if the Emergency stop was used during machining of a specific part.

VERICUT 9.5 also introduces Connectivity support for NC machines with OKUMA, Siemens and Heidenhain controls.

### **Interactive CSYS and Model Transformations**

VERICUT 9.5 provides better tools for working with coordinate systems. New interactive Transform menus enable you to interactively translate and rotate coordinate systems, components and models faster and easier, with fewer steps and less work. Visual cues show how pending transformations will be applied, giving users confidence to know the moved object will arrive at the desired location.

**Enhancements to Interfaces** VERICUT 9.5 continues CGTech's trend of adding support for the latest released CAM versions, as well as bringing a number of enhancements and capabilities to our CAM interfaces, to automate as many picks as possible from within the interface. In order to leverage all of the latest tools and tooling capabilities that VERICUT has to offer, the CAM interfaces are also being updated to support more advanced types of tools for simulation.

The Mastercam-to-VERICUT interface joins the CATIA5-to-VERICUT interface, as the next CAM interface to include such enhancements, with a new look and feel, plus added functionality to automatically define the Fixture, Stock and Design if they are defined in Mastercam's Stock Setup. Users can now change the interface language and other settings from within the interface, without the need to exit and restart.

### **"Smarter" Learn Mode for Optimizing**

VERICUT's "Learn" mode evaluates machining performed by each cutting tool, then auto-configures optimization to increase cutting performance and efficiency. VERICUT 9.5 has a "smarter" learn mode, with ability to learn from cutting tools used multiple times (e.g. roughing, semi-finishing, finishing, etc.), then use the learned information to optimize those tools uniquely, per each machining operation it performed.

### **Interactive Simulation Timeline**

The simulation timeline (in the Tool Use window) is now interactive with the NC program viewer and NC Program Review. It has been enhanced to account for all time used by the machine as commanded by NC programs used to make the part. New color-coded markers show when errors (Red), warnings (Orange) and other events occurred during the simulation. Click the NC Program Review icon and then click directly on a marker in the timeline to review the error in the simulation, and investigate exactly where it occurred in the program.

### **New Simulation Notifications**

The VERICUT 9.5 Preferences panel has a new Notifications tab where users can configure VERICUT to send notices, via Email or Microsoft Teams messages, to stay informed about their simulations. Notifications can be sent regarding when a simulation is completed, as well as how many errors or warnings were detected (if any).

### **Other new features:**

- Tether a Fanuc control simulator to a digital twin in VERICUT to see the impact on the actual CNC machine in a simulation environment. Other controls are planned in future releases.
- Drag and drop a file summary ZIP file directly into the Project Tree to open in VERICUT, and resave any changes directly back into the ZIP file.
- EDM Die Sinking can now be simulated by machines that carry a new "Electrode" tool type to perform EDM burning operations, including 5-axis burning.
- Ongoing enhancements to the Stock Material Catalog and Tool Performance Data containing valuable cutting feed and speed recommendations from the world's largest cutting tool manufacturers.
- Simplified GUI panels for cutting conditions and Force graphs, Tool Manager, component configuration in VERICUT's Project Tree, and more.
- Improved configuration of machine Collision tables for excluding certain sub-components.
- Simplified configuration for interpolated turning.