

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

**CIMdata**

**2023 PLM Market Results**  
**PLM Market & Industry Forum**  
**A CIMdata PLM Leadership Event**

**11 April 2024—Frankfurt, GERMANY**

*Christine Longwell, Director of Research, c.longwell@CIMdata.com*  
**+1.734.668.9922**

**#PLM4um**

[www.CIMdata.com](http://www.CIMdata.com)  
Copyright © 2024

**CIMdata** Defining What Comes Next in Digital Transformation

*Strategic management consulting for competitive advantage in global markets*

**The leading independent authority on PLM and its digital transformation. We provide research, education, and strategic consulting to clients around the world.**

**OUR MISSION:**  
**Maximizing clients' ability to design, acquire, deliver, and support innovative products and services.**

[www.CIMdata.com](http://www.CIMdata.com)  
Copyright © 2024

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Purpose of this Presentation



A CIMdata disclaimer

- Deliver an overview of CIMdata's analysis of the PLM market for calendar year 2023
- Present our estimates of direct provider revenues by various categories
- Provide insight into investment changes, trends and market leaders
- A detailed analysis of this research will be provided in CIMdata's 2024 PLM Market Analysis Report series
- All information represent CIMdata's estimates of revenues and investments

3

Copyright © 2023

CIMdata

## Important Notes



How CIMdata prepares the global MAR data

- CIMdata's estimates are for calendar year 2023 and may differ from a provider's fiscal year reported financials
- The relative strength of different currencies can impact growth estimates – all estimates are based on the yearly average for conversion of currency
- All estimates are net of royalties to eliminate any double counting of revenues
  - The royalty paid by a reseller is deducted from their revenue estimate and included within the direct revenues of the appropriate provider's estimate
- There are many acquisitions that could affect some numbers
  - We will note those during the presentation

4

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

## Agenda

CIMdata

- PLM Market Analysis
- Overall cPDM Market Analysis
- PLM Provider Analysis
- Provider Sector Analysis
- Concluding Remarks

5

Copyright © 2023

## Research Methodology Overview

CIMdata



How CIMdata gathers PLM market data each year

- Gather data through multiple means
  - Historically, ~350 companies get survey workbooks via email
    - Repeated reminders increase response rate
  - Approximately 30 of the world's largest PLM companies interviewed each year
    - Often multiple times to get more insights
  - Separate research conducted in China and Japan
  - Public reporting and other market research used for data collection and cross-check, e.g., Electronic System Design Alliance (formerly EDA Consortium)
  - CIMdata global contacts used as "sanity checks" on anomalous inputs
- Total of approximately 500 companies "touched" by CIMdata process

6

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Currency Fluctuations Important



Revenues most often reported in USD, Euros, and Japanese Yen

| Currency                  | 2021  | 2022  | 2023  | Currency                  | 2021   | 2022    | 2023    |
|---------------------------|-------|-------|-------|---------------------------|--------|---------|---------|
| \$                        | 1.000 | 1.000 | 1.000 | \$                        | 0.00%  | 0.00%   | 0.00%   |
| Australian Dollar         | 0.751 | 0.693 | 0.664 | Australian Dollar         | 9.20%  | -7.66%  | -4.19%  |
| Brazilian Real            | 0.186 | 0.194 | 0.200 | Brazilian Real            | 3.43%  | 4.20%   | 3.21%   |
| Chinese Yuan              | 0.155 | 0.149 | 0.141 | Chinese Yuan              | 6.89%  | -3.99%  | -5.07%  |
| Euro                      | 1.183 | 1.052 | 1.081 | Euro                      | 3.84%  | -11.09% | 2.81%   |
| Indian Rupee To US Dollar | 0.014 | 0.013 | 0.012 | Indian Rupee To US Dollar | 0.43%  | -6.29%  | -4.67%  |
| Japanese Yen              | 0.009 | 0.008 | 0.007 | Japanese Yen              | -2.82% | -16.49% | -6.45%  |
| Korean Won                | 0.001 | 0.001 | 0.001 | Korean Won                | 3.14%  | -11.40% | -1.12%  |
| Norwegian Krone           | 0.116 | 0.104 | 0.095 | Norwegian Krone           | 9.56%  | -10.63% | -8.96%  |
| Pound                     | 1.376 | 1.233 | 1.242 | Pound                     | 7.29%  | -10.36% | 0.75%   |
| Russian Ruble             | 0.014 | 0.014 | 0.012 | Russian Ruble             | -2.10% | 5.37%   | -17.93% |
| Swedish Krona             | 0.117 | 0.099 | 0.094 | Swedish Krona             | 7.38%  | -15.15% | -4.67%  |
| Swiss Franc               | 1.094 | 1.047 | 1.113 | Swiss Franc               | 2.73%  | -4.29%  | 6.29%   |

7 <https://stats.oecd.org/index.aspx?queryid=169>

Copyright © 2023

CIMdata

## Acquisitions in 2023 – Mindshare Leaders



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer              | Acquired     | Comment   |
|-----------------------|--------------|---|
| Autodesk              | UNIFI        | Cloud software solution for organizing, accessing, and managing content in Revit, Civil 3D, Plant 3D and other digital design tools |
|                       | FlexSim      | Factory and logistics center simulation   |
| Centric Software (DS) | Aifora       | AI-powered price and inventory optimization solution  |
| PTC                   | ServiceMax   | Field service management (FSM)  |
|                       | pure-systems | Product and software variant management solutions   |
| SAP                   | LeanIX       | Enterprise architecture management (EAM) software   |
| Siemens               | BuntPlanet   | Smart water network management solutions  |

8

Copyright © 2023



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Acquisitions in 2023 – S&A



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer              | Acquired  | Comment                                    |
|-----------------------|---|--|
| Altair                | OmniQuest                                       | Optimization software                      |
|                       | OmniV   | Product development software               |
| Ansys                 | Rocky   | Particle dynamics simulation               |
|                       | Diakopto  | EDA solutions to accelerate IC development |
| Keysight Technologies | ESI Group                                       | S&A solution provider                      |
| ZWSOFT                | Concentration, Heat and Momentum Limited (CHAM) | CFD simulation software                    |

9

Copyright © 2023

CIMdata

## Acquisitions in 2023 – CAM



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer    | Acquired                           | Comment  |
|-------------|------------------------------------|--|
| Sandvik (4) | PMT Premier Machine Tools Limited  | Solutions provider to medical customers in Ireland, with full coverage of machines, tools and services |
|             | Polymathian Industrial Mathematics | Mine optimization software and services  |
|             | Postability                        | NC (numerical control) post processors for Mastercam   |
|             | esco GmbH                          | Design, production, and quality inspection in gear manufacturing                                       |

10

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Acquisitions in 2023 – EDA



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer               | Acquired              | Comment  |
|------------------------|-----------------------|--|
| Cadence Design Systems | Rambus, Inc.          | SerDes and memory interface PHY IP business  |
|                        | Intrinsic Corporation | A wholly owned subsidiary of CEVA, provider of design engineering solutions focused on the US A&D industry |
| Siemens                | Insight EDA           | Circuit reliability solutions  |
| Synopsys               | PikeTec               | Verification and testing tools for automotive software   |

11

Copyright © 2023

CIMdata

## Acquisitions in 2023 – SI/Reseller/VAR



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer       | Acquired                                | Comment   |
|----------------|---|---|
| Accenture (28) | Inspirage                               | Oracle cloud specialist (PLM system integrator) |
| Addnode (3)    | Key Performance                         | DS partner specializing in MBSE                 |
|                | Team D3                                 | Autodesk Platinum Partner                       |
| BAE Systems    | Eurostep                                | Standards-based digital thread platform         |
| CENIT          | mip Management Information Partner GmbH | Data management specialist                      |

12

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Acquisitions in 2023 – SI/Reseller/VAR



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer  | Acquired   | Comment                                |
|-----------|--|--|
| CENIT     | Active Business Consult Informationstechnologie GmbH | Process optimization for SAP solutions |
| PDSVISION | Boston Engineering                                   | PTC reseller business                  |

13

Copyright © 2023

CIMdata

## Acquisitions in 2023 – AEC



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer        | Acquired           | Comment  |
|-----------------|--------------------|--|
| ABB             | WindEXCo           | Minority stake in analytics software provider for improving performance and reliability of wind turbines |
| AVEVA           | Schneider Electric | Combination of AVEVA and Schneider assets (New AVEVA)  |
| Bentley Systems | EasyPower          | Design and analysis software tools for electrical engineering professionals                              |
|                 | Blynscy            | AI services for transportation departments to support operations and maintenance                         |
| BIMcollab       | BIMlink            | BIM-centered Common Data Environment (CDE)   |
| Hexagon         | LocLab             | 3D digital twin creation   |

14

Copyright © 2023

# 2023 PLM Market Results

## 2024 Market & Industry Forum—11 April 2024

CIMdata

### Acquisitions in 2023 – AEC



Some big, many tuck-ins but still at a high rate, 161 overall

| Acquirer | Acquired           | Comment  |
|----------|--------------------|--|
| Hexagon  | Projectmates       | SaaS enterprise construction project management software                         |
|          | CADS Additive GmbH | Software to prep designs for metal additive manufacturing (AM)                   |
|          | 4PS Group          | Mine automation, mine production optimization                                    |
| Trimble  | Ryvit              | Integration Platform-as-a-Service (iPaaS) provider for the construction industry |
|          | Transporeon        | Cloud-based transportation management platform                                   |

15

Copyright © 2023

### Announced Acquisitions

CIMdata



Consolidation in Simulation & EDA

**CIMdata HIGHLIGHT**

**Cadence Acquires BETA CAE Systems**

Electronics industry solution provider expanding multiphysics systems design and analysis solutions portfolio

On Tuesday, March 28, 2023, Cadence Design Systems, Inc. (NASDAQ:CAD) announced the acquisition of BETA CAE Systems, a leading provider of multiphysics simulation software for the automotive and aerospace industries. This acquisition is part of Cadence's strategy to provide more complete software-centric solutions to their current customers as well as customers in new industry segments. Automotive industry solutions should be an area in which the combined companies will find the most synergies in terms of customers, but future solution portfolios can be expected to address Keyight's strengths in EDA applied across a broad set of verticals including aerospace, defense, space systems, and high-tech electronics.

**CIMdata HIGHLIGHT**

**Keyight Advances "Software-Centric" Solutions with ESI Acquisition**

Electronics industry solution provider expanding portfolio into mechanical simulation and analysis solutions

On Wednesday, 28 June 2023, Keyight Technologies, Inc. (NYSE:KEYS) announced its intention to acquire the entire share capital of ESI Group SA (Euronext Paris Symbol: ESI). ESI Group SA is celebrating its 50<sup>th</sup> year of existence this year and has a broad range of virtual prototyping solutions for automotive and aerospace end markets.

While Keyight is a relative unknown in the traditional Simulation and Analysis software industry as tracked by CIMdata, they do in fact provide software solutions for electronics design, development, and validation based on their PathWave portfolio (<https://www.keyight.com/en/industry/verticals/eda>). This acquisition is part of their strategy to provide more complete software-centric solutions to their current customers as well as customers in new industry segments. Automotive industry solutions should be an area in which the combined companies will find the most synergies in terms of customers, but future solution portfolios can be expected to address Keyight's strengths in EDA applied across a broad set of verticals including aerospace, defense, space systems, and high-tech electronics.

**CIMdata HIGHLIGHT**

**Synopsys Takes a Big Leap in the EDA Solutions Segment with Ansys Acquisition**

Electronics industry solution provider consolidating solutions across "silicon-to-systems" and "systems-to-silicon" development

**CIMdata HIGHLIGHT**

**Renesas Acquires Altium Limited**

To create system-level lifecycle management platform

On February 15, 2024, Renesas, a leading global provider of microcontrollers, announced that they have entered into an agreement to acquire Altium Limited, a global leader in printed circuit board (PCB) design tools. Renesas will acquire all outstanding shares of Altium for a cash price of \$66.50 per share (\$544.51 at today's exchange rate of 0.65 AS to US\$), a total equity value of approximately \$5.1 billion (approximately US\$5.92B). This is part of Renesas digitalization strategy announced in October 2023.

The two companies' shared vision is to establish "an integrated and open electronics system design and lifecycle management platform that allows collaboration across component, subsystem, and system-level design." They plan to leverage Altium's existing platform capabilities, including their cloud-native Altium 365 offering. Since its introduction in May 2020, Altium has expanded Altium 365's capabilities and announced a number of partnerships supporting the solution.

16

Copyright © 2023



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Changes in Market Sample



Looking to cover more and more of the overall PLM market

- Most of the acquisitions will not affect the overall market results
  - Of course, acquisitions will affect the results of individual companies
  - Compensate for acquisitions by adjusting un-allocated revenues
- Will follow up in next year's process to see if any of the acquisitions are contributing to their PLM business
- Beyond acquisitions, in any given year, we may add several other companies to our analysis

17

Copyright © 2023

CIMdata

## Defining PLM



Digital transformation of the lifecycle, enabled by the product innovation platform

PLM is...

- A strategic business approach powered by a consistent set of solutions
- Enabled by product innovation platforms that support the extended enterprise
- An approach that spans the full lifecycle, from idea through life
- Enables a set of evolving functional domains orchestrated by an extended enterprise-level "systems of systems" approach



18

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## PLM Market Categories



Three major segments comprise the PLM Market

- collaborative Product Definition management
  - Applications & solutions that capture, manage, disseminate, visualize and collaborate on product related intellectual (digital/virtual) information, including related processes
- Tools
  - Applications that are used to create intellectual assets
  - Authoring, analysis, modeling, simulation and documentation of product and plant/facility information
- Digital Manufacturing
  - Process planning, resource definition, factory floor layout and product flow simulation and analysis (including ergonomics)

19

Copyright © 2023

CIMdata

## Overall PLM Results



Growth in 2023 under forecast

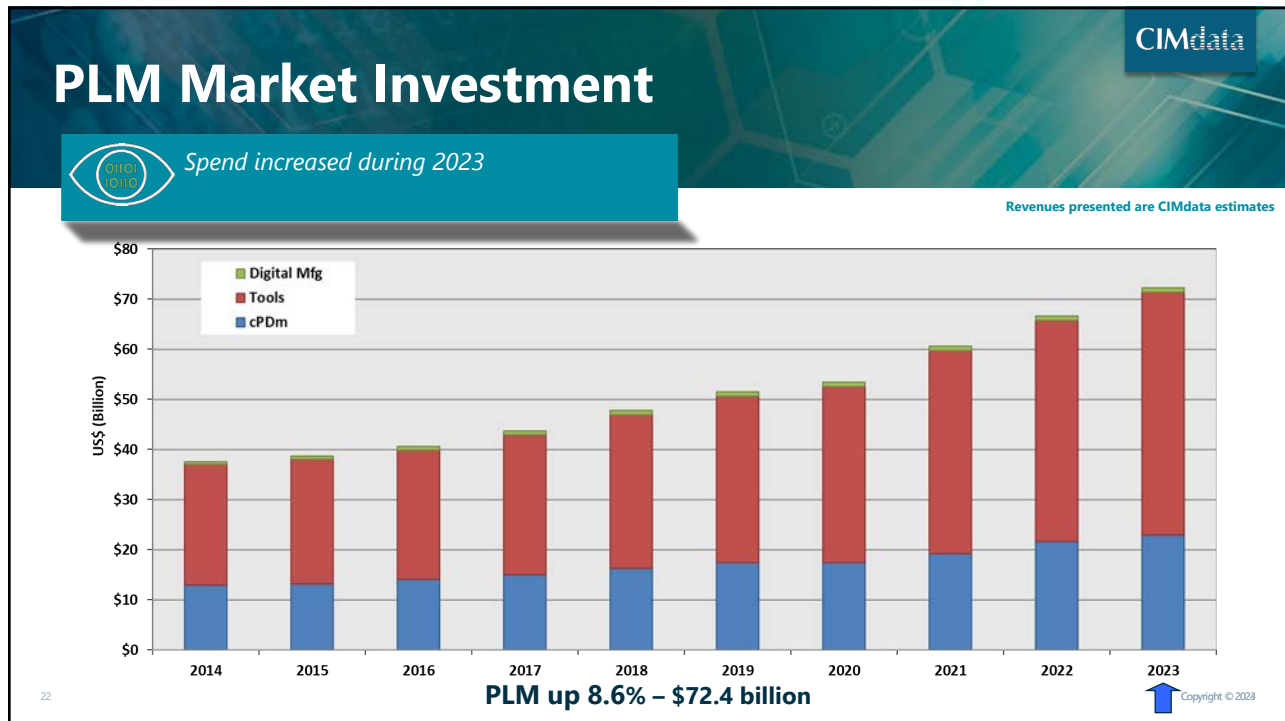
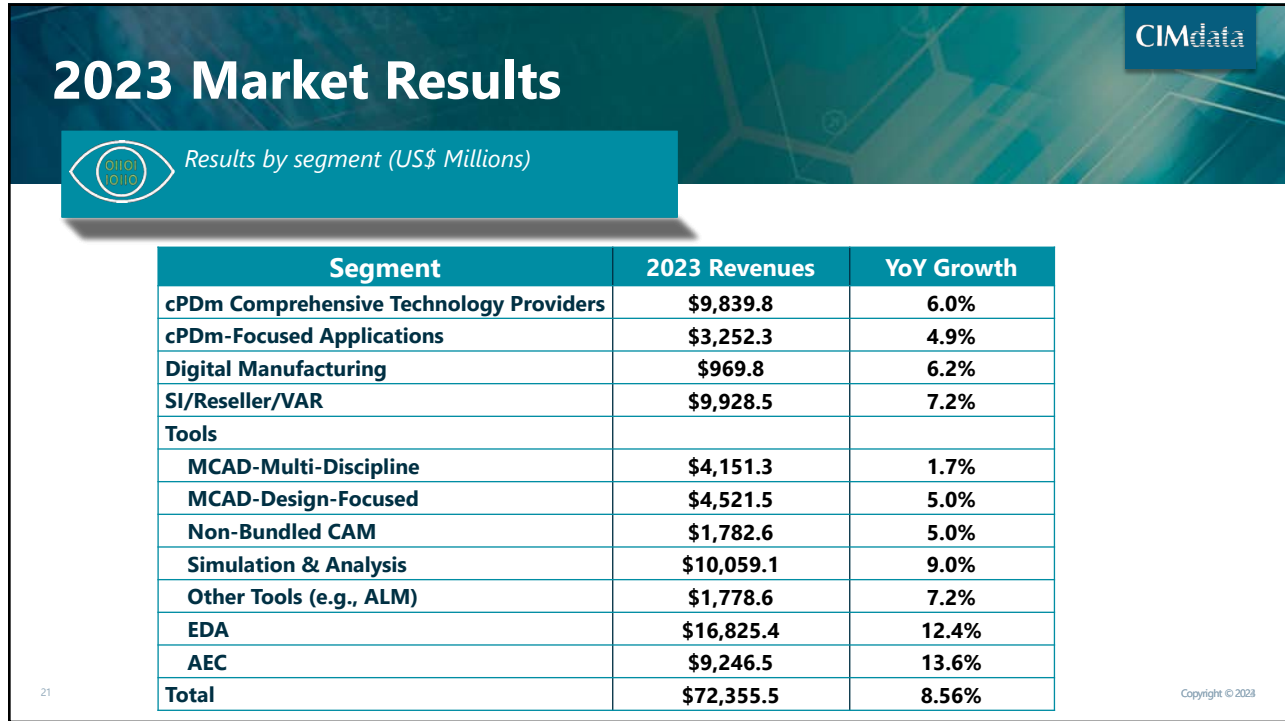
- Overall PLM growth (8.6%) just below forecast (10.1%)
- Large currency fluctuations affected results
- Another strong year for S&A and EDA leaders
- Mechanical CAD is reaching saturation and flattening
- Continued industry consolidation, new entrants, investor interest, and action
  - SI/Reseller/VAR the most active segment, Accenture (again) but slowing
  - Many companies buying up their VARs
  - Major PLM players trying to differentiate, expand reach

20

Copyright © 2023

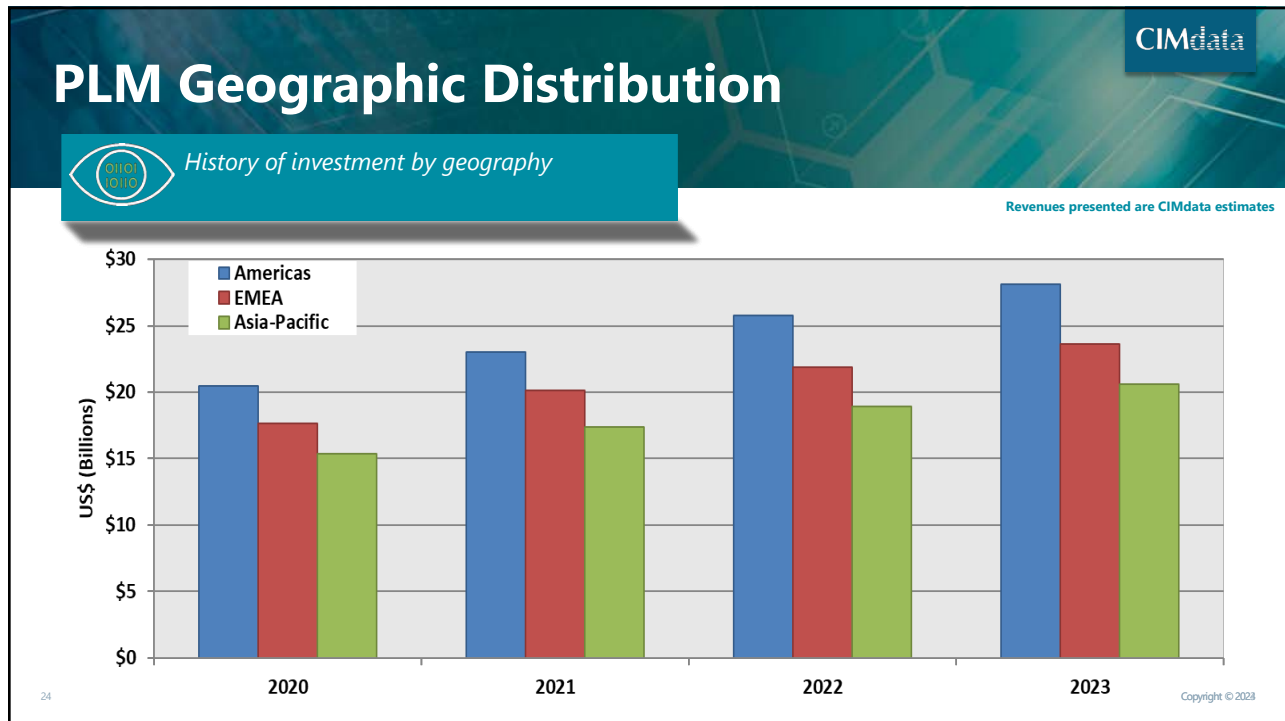
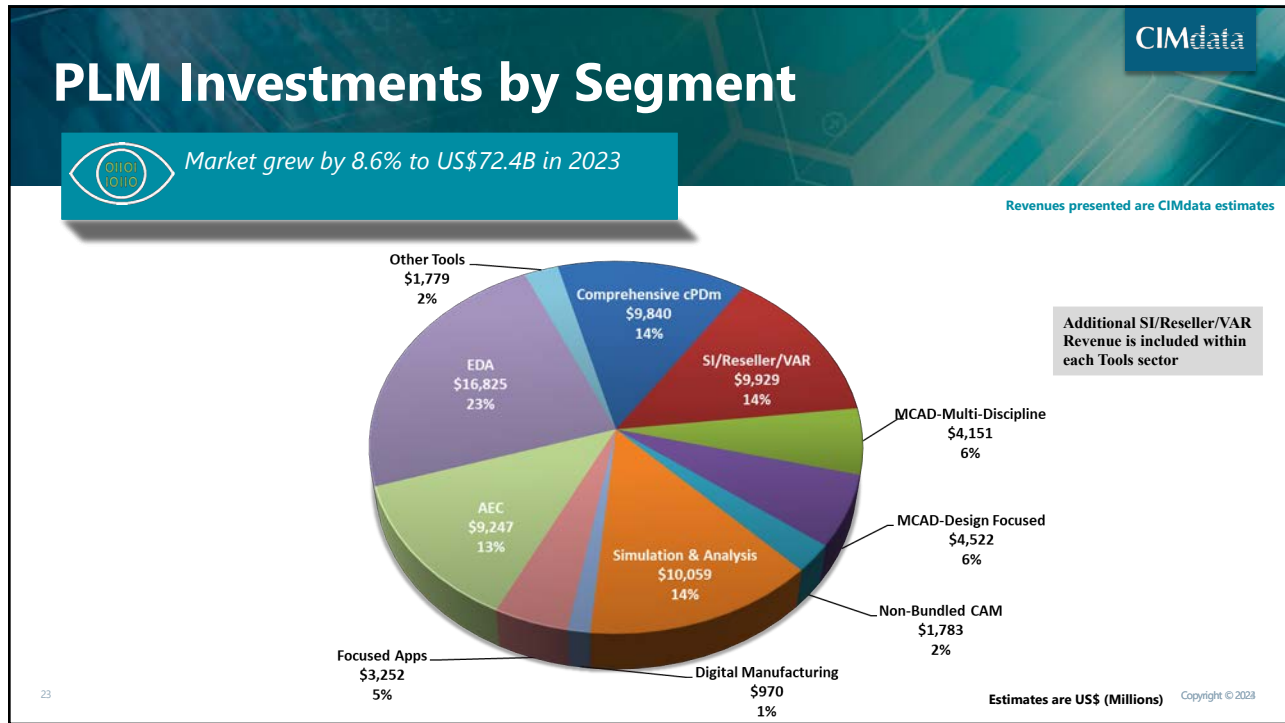
# 2023 PLM Market Results

## 2024 Market & Industry Forum—11 April 2024



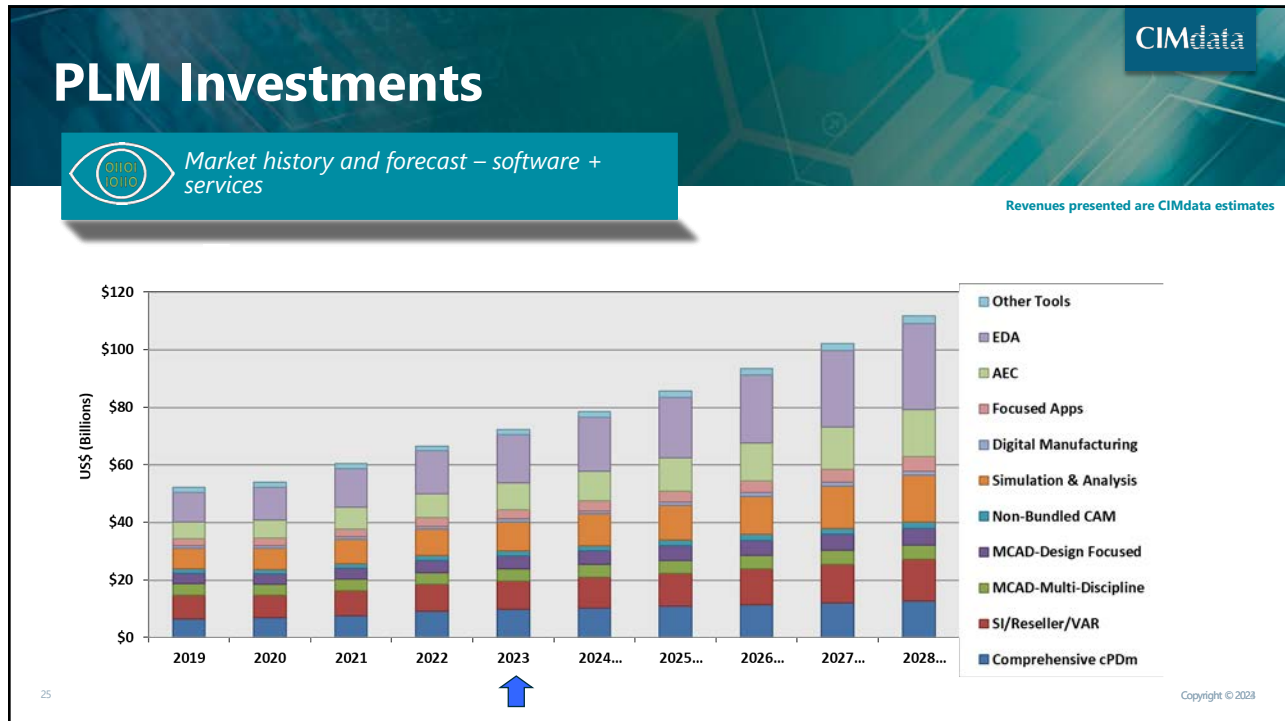
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



CIMdata

## PLM Market in 2024

Trends strong, economic headwinds ahead

- What does 2023 mean for the coming years?
- Growth in EMEA expected to pick up in 2024
- Siemens move to SaaS will accelerate – ACV is market standard
- Still seems to be remaining appetite for M&A, particularly in Other Tools and Focused Applications
- The promise of AI/ML is driving data integrations

26 Copyright © 2023



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Market Forecasts



2024 (US\$ Millions) and 5-year compound annual growth rate (CAGR)

| Segment                                 | 2024 Estimate      | YoY Growth  | 5 Year CAGR |
|---|--------------------|-------------|-------------|
| cPDM Comprehensive Technology Providers | \$10,374.14        | 5.4%        | 5.4%        |
| cPDM-Focused Applications               | \$3,479.94         | 7.0%        | 9.5%        |
| Digital Manufacturing                   | \$1,027.96         | 6.0%        | 7.1%        |
| SI/Reseller/VAR                         | \$10,703.97        | 7.8%        | 7.8%        |
| <b>Tools</b>                            |                    |             |             |
| MCAD-Multi Discipline                   | \$4,336.70         | 4.5%        | 3.5%        |
| MCAD-Design Focused                     | \$4,758.91         | 5.2%        | 5.3%        |
| Non-Bundled CAM                         | \$1,871.73         | 5.0%        | 5.0%        |
| Simulation & Analysis                   | \$11,011.03        | 9.5%        | 9.9%        |
| Other Tools (e.g., ALM)                 | \$1,920.92         | 8.0%        | 9.2%        |
| EDA                                     | \$18,813.10        | 11.8%       | 12.1%       |
| AEC                                     | \$10,313.54        | 11.5%       | 12.1%       |
| <b>Total</b>                            | <b>\$78,611.94</b> | <b>8.6%</b> | <b>9.1%</b> |

27

Copyright © 2023

CIMdata

## Agenda

- PLM Market Analysis
- Overall cPDM Market Analysis
- PLM Provider Analysis
- Provider Sector Analysis
- Concluding Remarks

28

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## cPDM Segment of the PLM Market


 *cPDM is a core element of a PLM environment*

- Managing intellectual assets
  - Management of product information and processes
    - Workflow, vaulting, content, document management
  - Visualization and collaboration
  - Product structure
  - Configuration and change management
  - Strategic product planning
  - Project and program management
  - Compliance and sourcing
  - Others

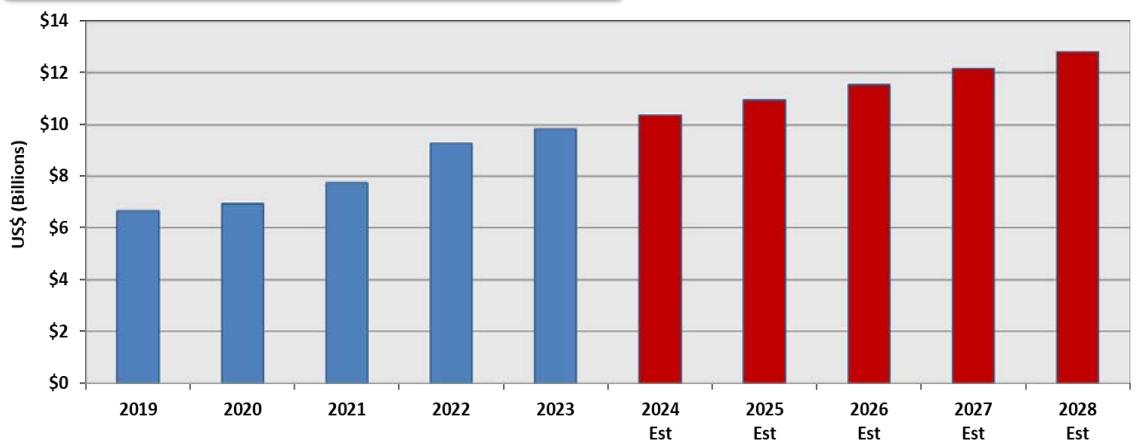
29 Copyright © 2023

CIMdata

## 2023 Comprehensive cPDM Revenue

 *Total investment = software + services  
Five-year CAGR estimate = 5.4%*

Revenues presented are CIMdata estimates




| Year     | Revenue (US\$ Billions) |
|----------|-------------------------|
| 2019     | 6.7                     |
| 2020     | 7.0                     |
| 2021     | 7.7                     |
| 2022     | 9.2                     |
| 2023     | 9.8                     |
| 2024 Est | 10.3                    |
| 2025 Est | 10.9                    |
| 2026 Est | 11.5                    |
| 2027 Est | 12.1                    |
| 2028 Est | 13.0                    |


30 Copyright © 2023

# 2023 PLM Market Results

## 2024 Market & Industry Forum—11 April 2024




## Revenue Ratios – Software vs. Services



Services is a major revenue area

- Overall Total cPDM market: services are 53.6%
  - Driven by independent services providers
- Comprehensive cPDM providers only
  - In 2023, Software was 73.1% vs. 26.9% for Services
  - In 2022, Software was 73.4% vs. 26.6% for Services
- Services ratio can change for several reasons
  - Customers are expecting new software to be user friendly out of the box
  - Cloud-based products require less services, but integration & customization are still necessary
  - Nature of services changing – more need for skills in advanced PLM topics vs. IT installation and integration (more Enterprise Architects are needed with business understanding)
  - Low Code- No Code offers opportunities to bring services

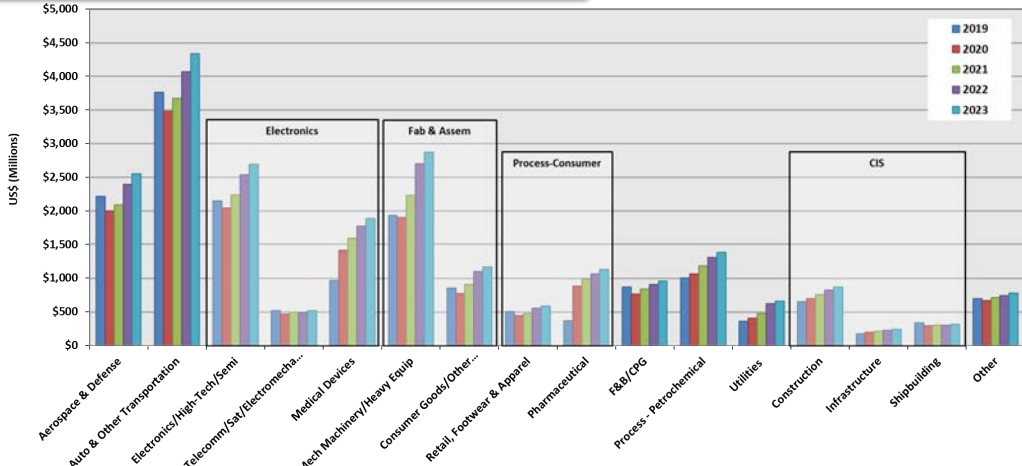
31
Copyright © 2023



## cPDM Investment


Investments by industry in total cPDM

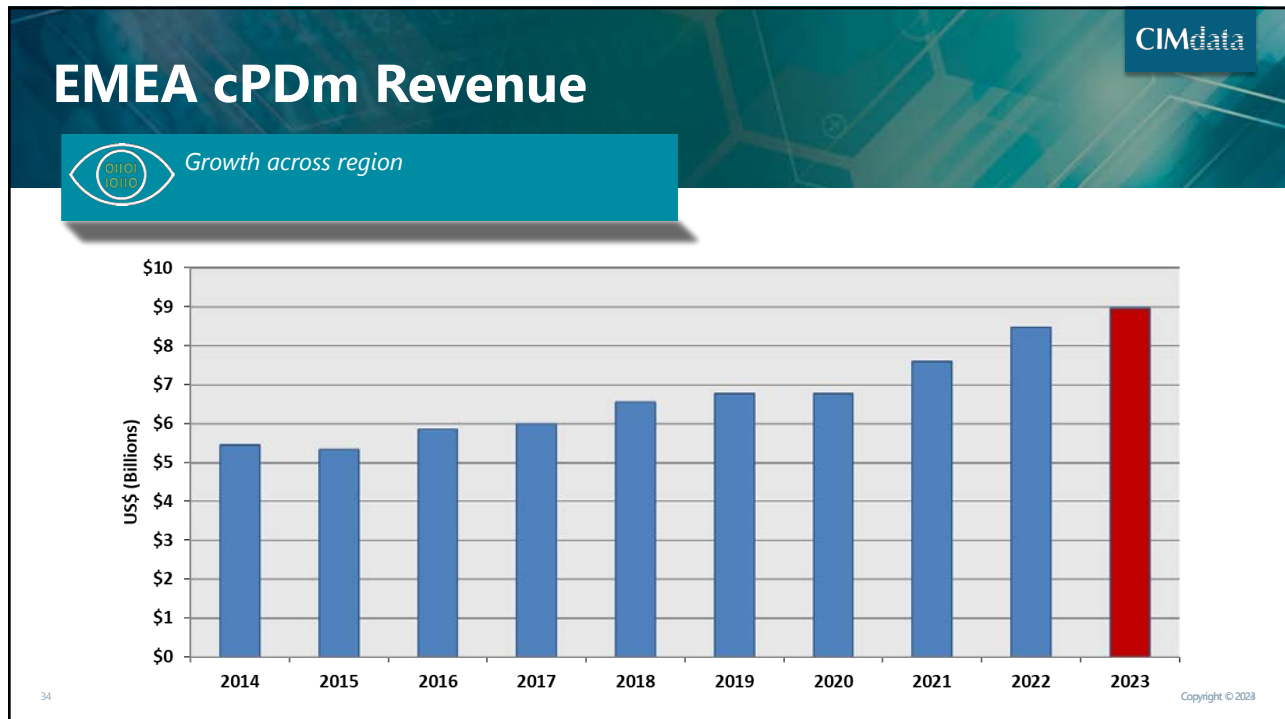
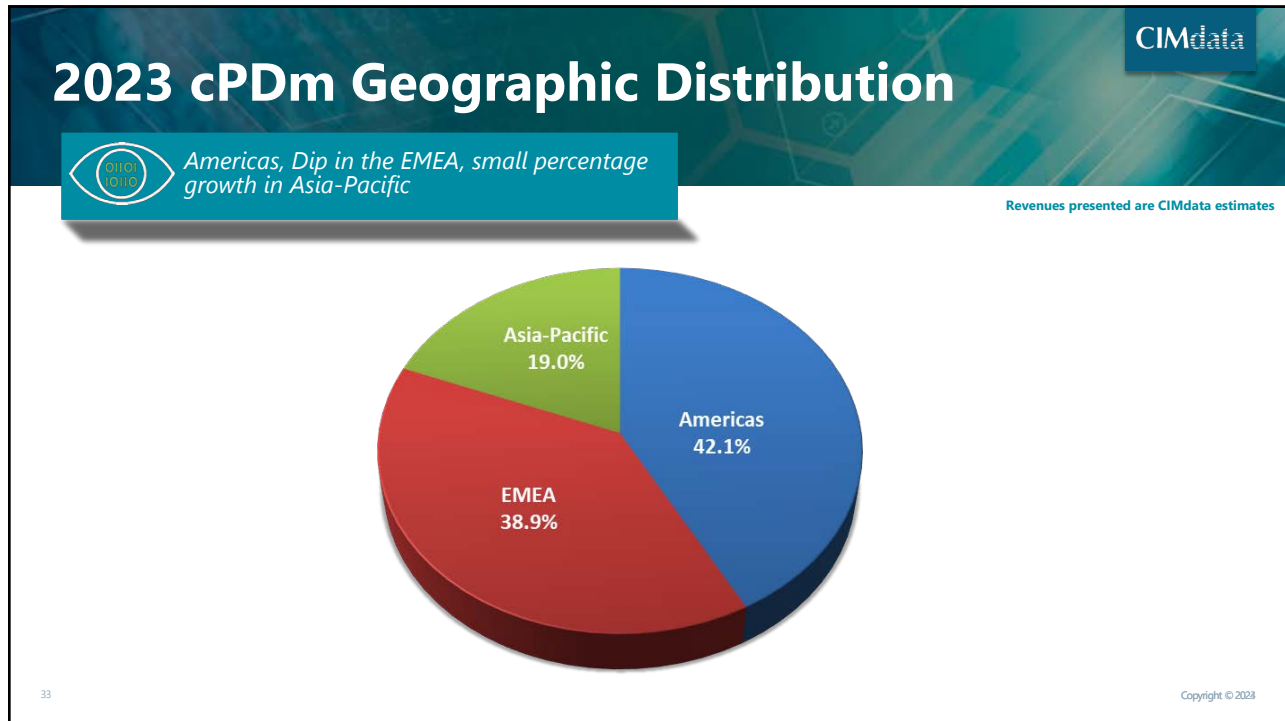
Revenues presented are CIMdata estimates



32
Copyright © 2023

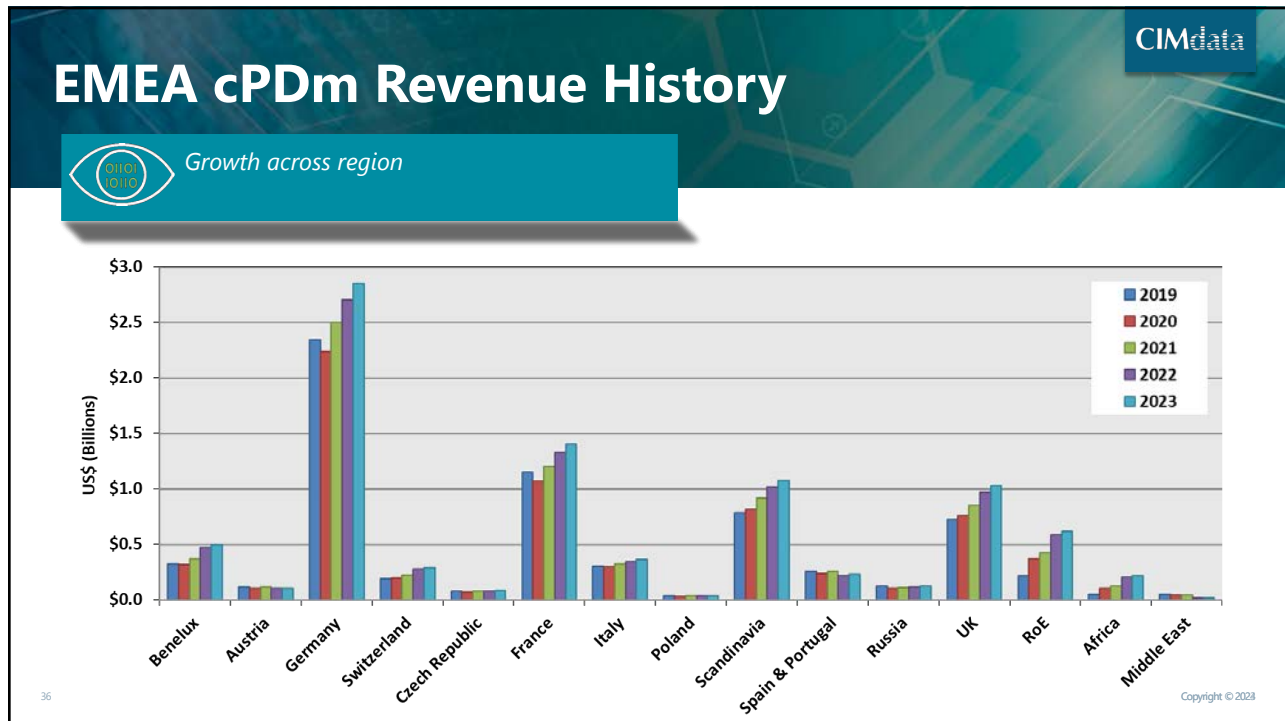
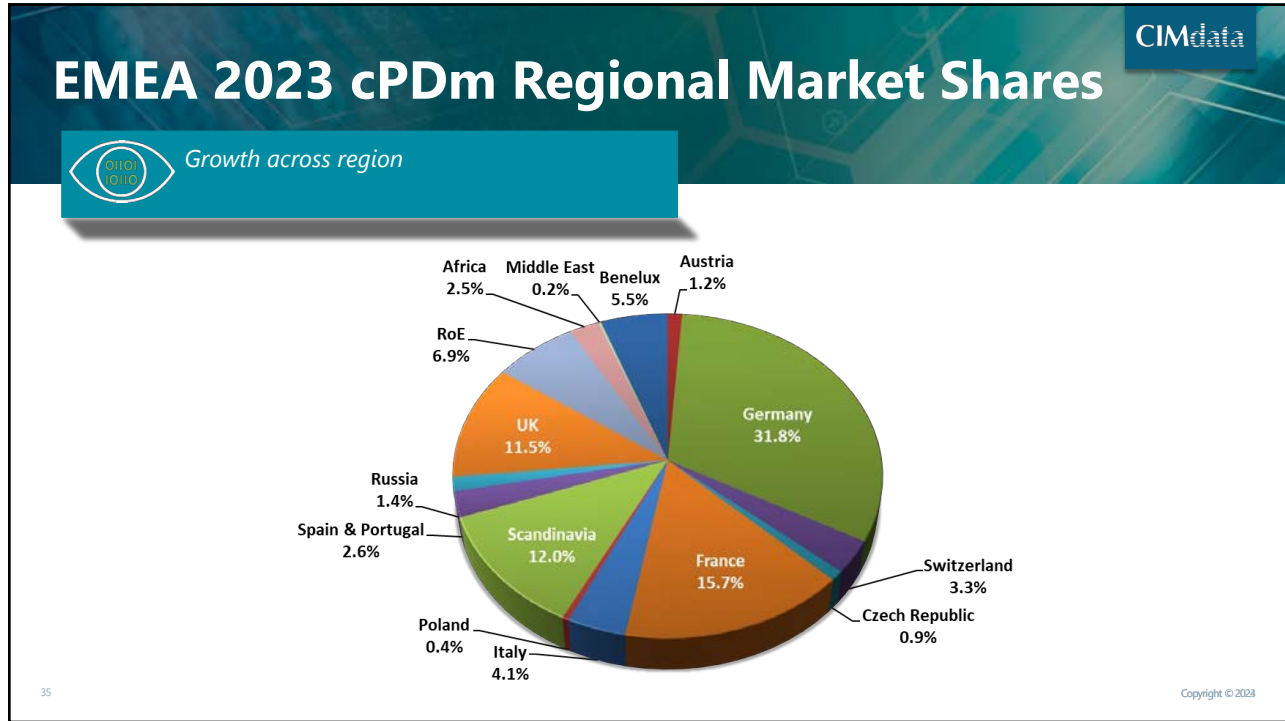
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024





# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Agenda

- PLM Market Analysis
- Overall cPDM Market Analysis
- PLM Provider Analysis
- Provider Sector Analysis
- Concluding Remarks

37

Copyright © 2023

CIMdata

## PLM Mindshare Leaders



*Who do people think about?*

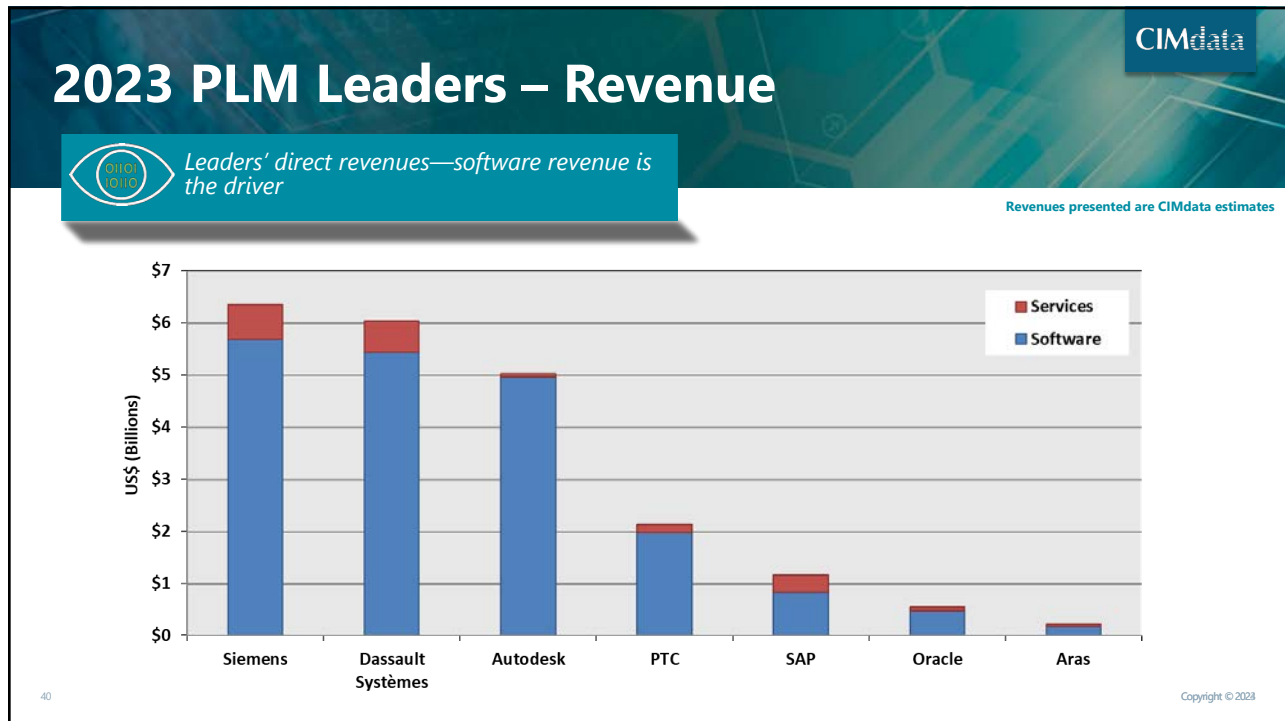
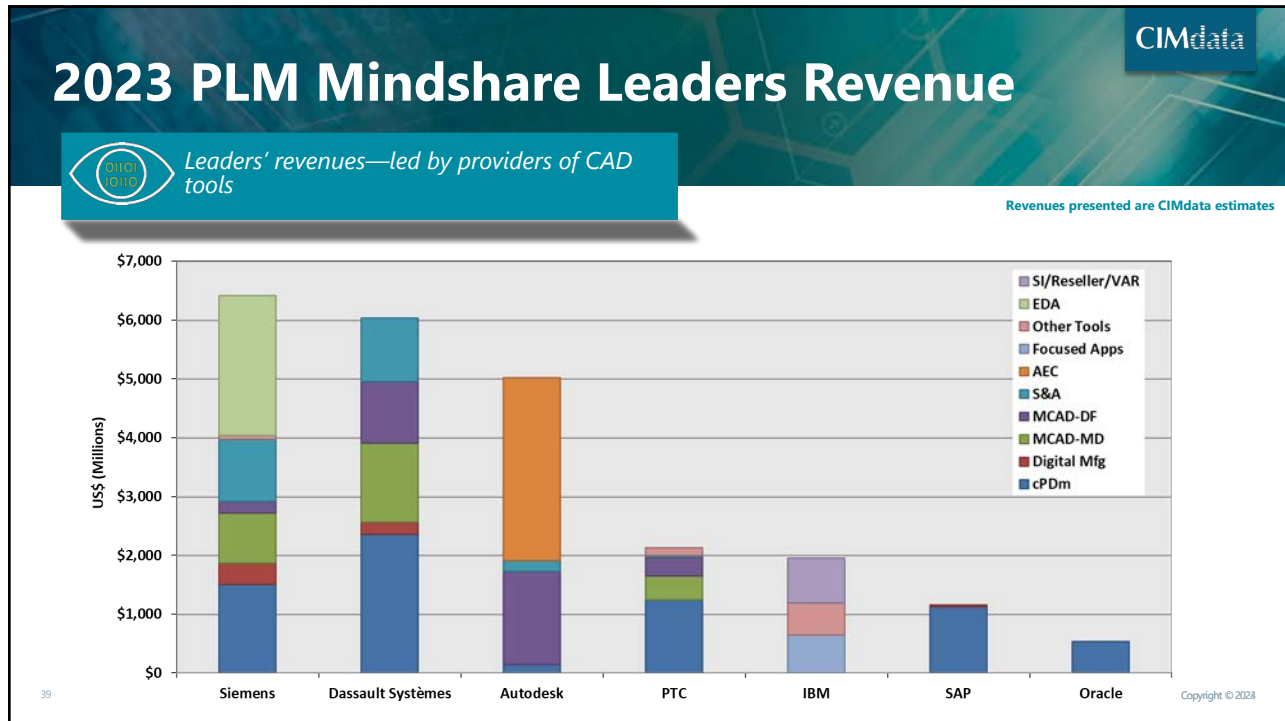
- These companies are perceived as leading the market
  - Number, size, and scope of implementations
  - Technology and thought leadership
- All are comprehensive, lifecycle-focused providers
  - Some were leaders in the PDM market
  - Some also provide tools – primarily MCAD and S&A
- Are developing broad PLM platforms, and addressing new industries and geographies

38

Copyright © 2023

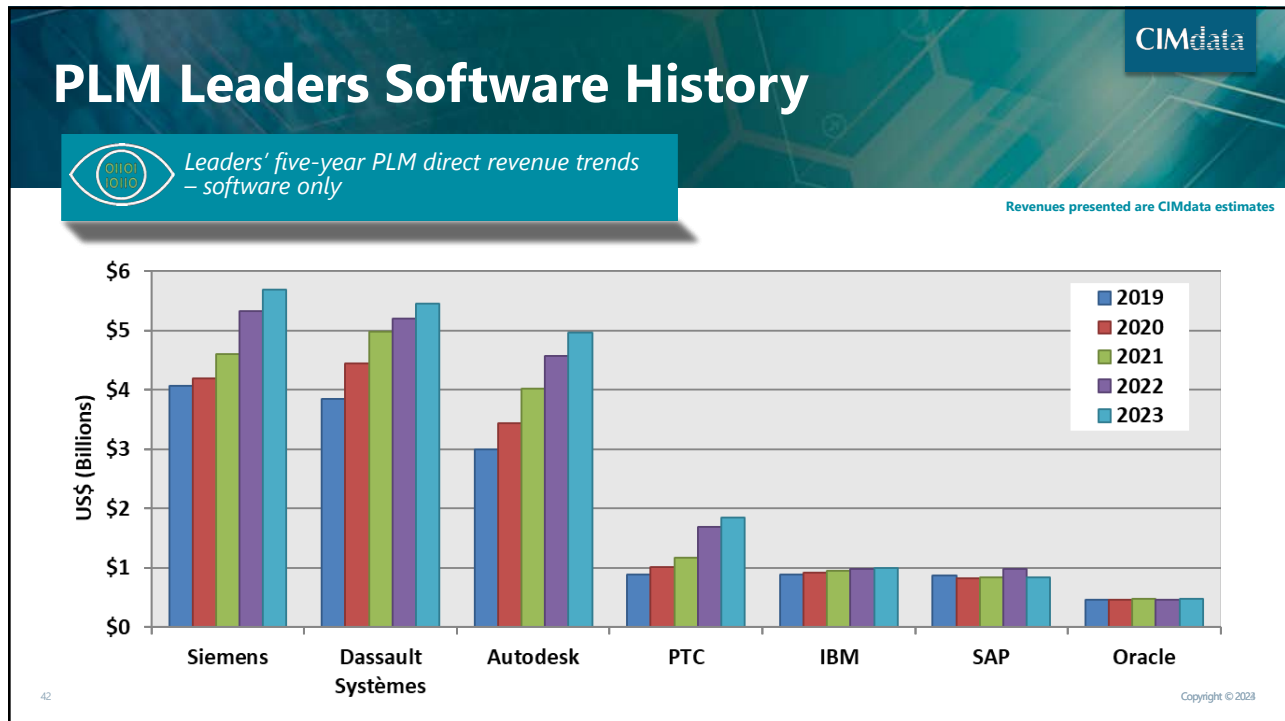
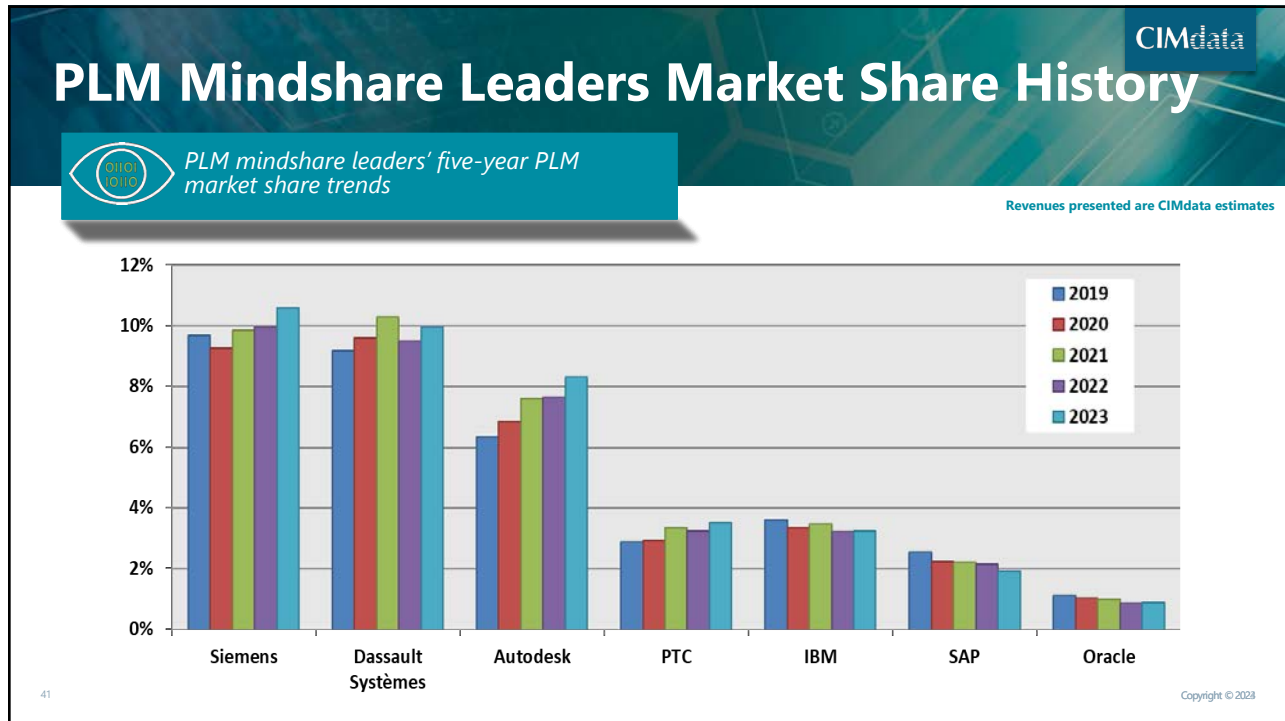
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



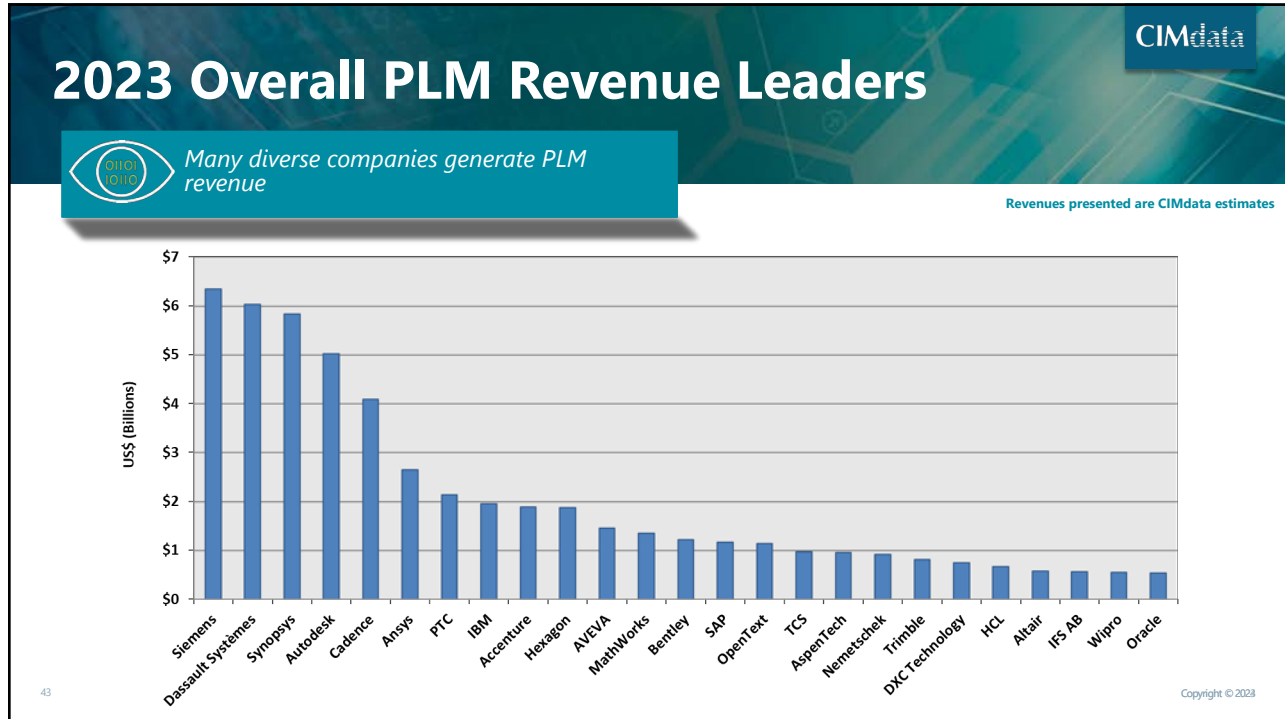
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



## Scope of Services Continues to Evolve

More and different services are needed—even more of a challenge now

- PLM continues to expand connectivity into other mission critical business systems
  - Expanding footprint, support for digital thread requires higher levels of integration
  - Cloud – cloud-to-cloud, cloud-to-on-premise interconnection
- Anticipation of AI is driving companies to assure their data is properly structured to leverage various use cases
  - Data is becoming increasingly machine readable, systems integration is critical
- Low Code, No code application factories are a bright spot for SIs

44 Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



CIMdata

## Focused Application Providers

Expanding PLM through innovation

- Focused providers help expand the PLM market
  - Digital Supply Chain has high opportunity
  - Create solutions that complement major providers' suites
- Many create technologies and solutions that are acquired or embedded into the comprehensive providers' product suites
- Frequently become acquisition targets
  - E.g., PTC and ServiceMax
- Difficult to continue to measure separately post-acquisition

46 Copyright © 2023



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

## Agenda

CIMdata

- PLM Market Analysis
- Overall cPDM Market Analysis
- PLM Provider Analysis
- Provider Sector Analysis
- Concluding Remarks

47

Copyright © 2023

## cPDM Provider Analysis

CIMdata



Review of cPDM provider revenue performance

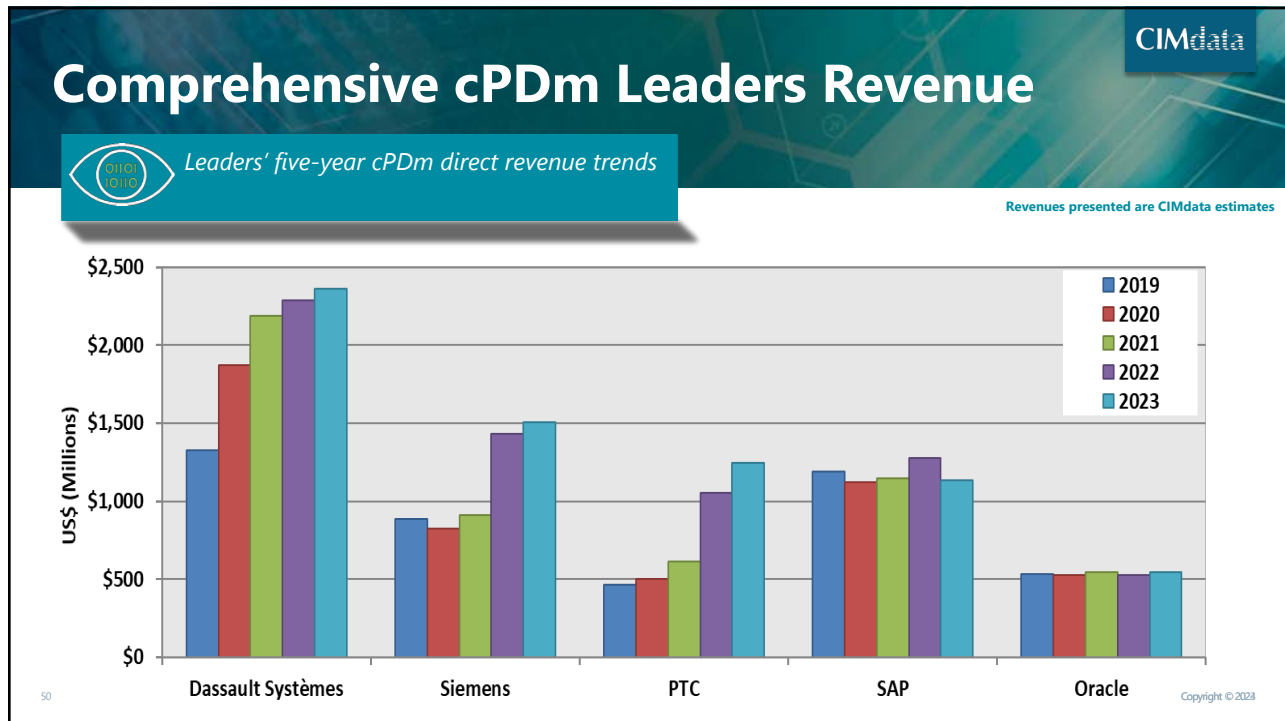
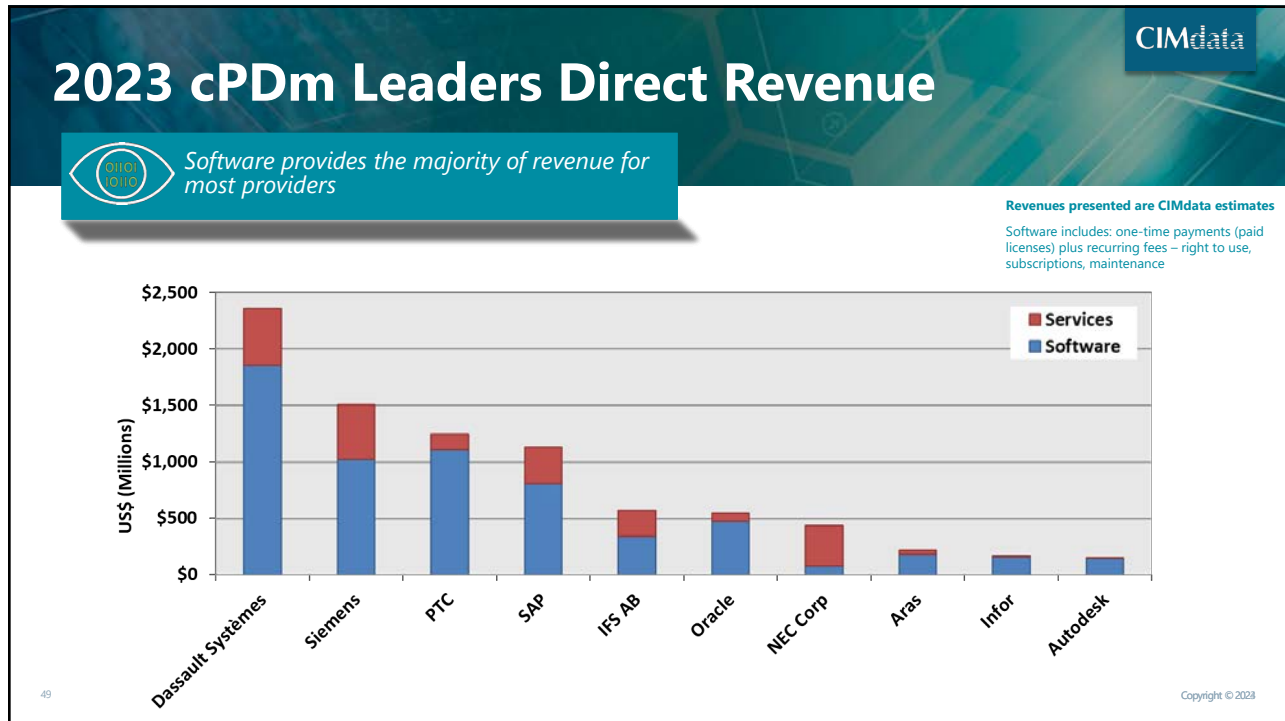
- cPDM sector results softer than expected, currency had impacts
- Comprehensive segment dominated by “mindshare” leaders
  - Aras, Dassault Systèmes, Oracle, PTC, SAP, and Siemens
- Other major providers
  - Autodesk, IBM, IFS, and Infor
  - NEC focused on Japan
- New providers continue to emerge
  - Continuing the expansion
  - Cloud-native (Ganister, JWI, OpenBOM, etc.), some on cloud platforms (Propel)
  - Local providers, i.e., China

48

Copyright © 2023

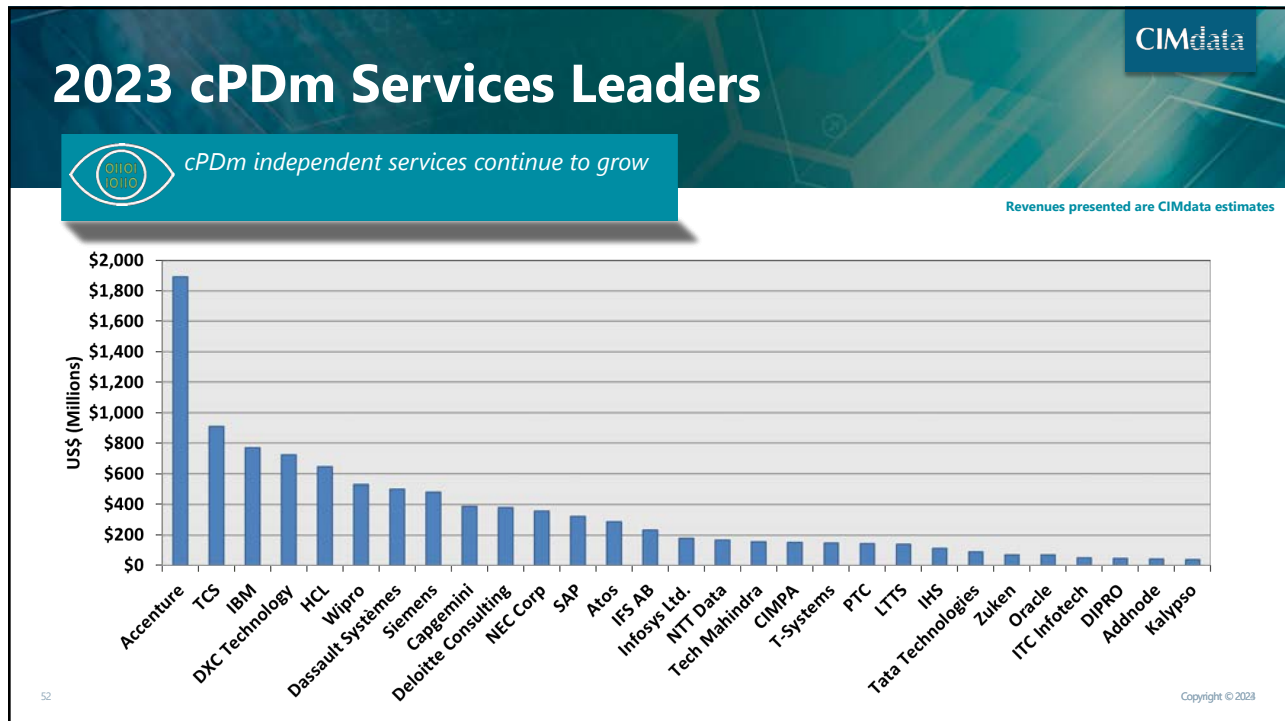
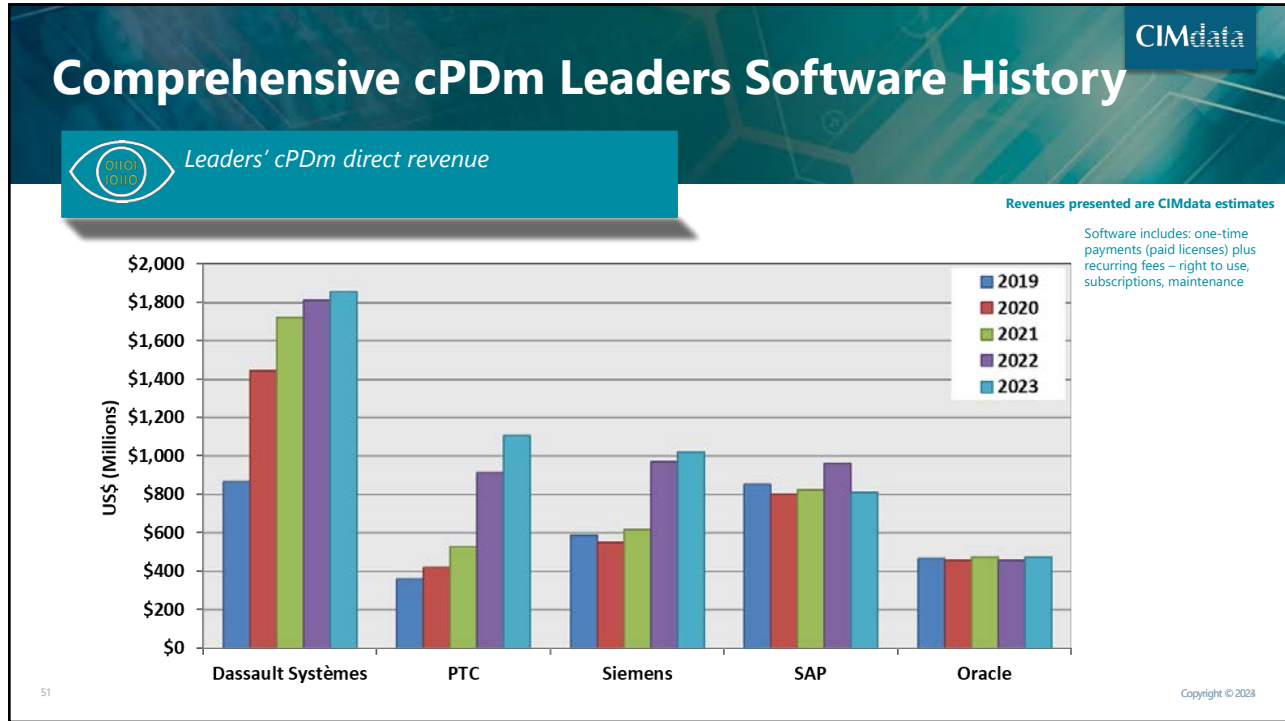
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



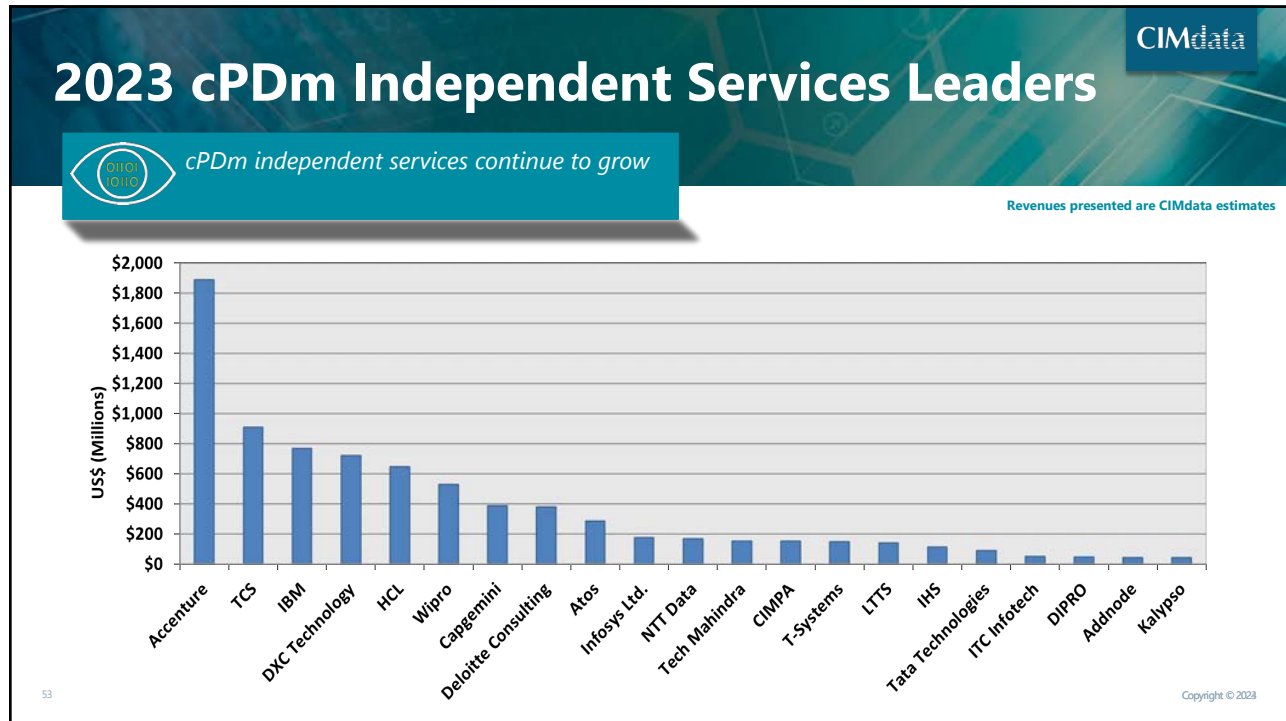
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024




# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



CIMdata

## Overall cPDM Providers

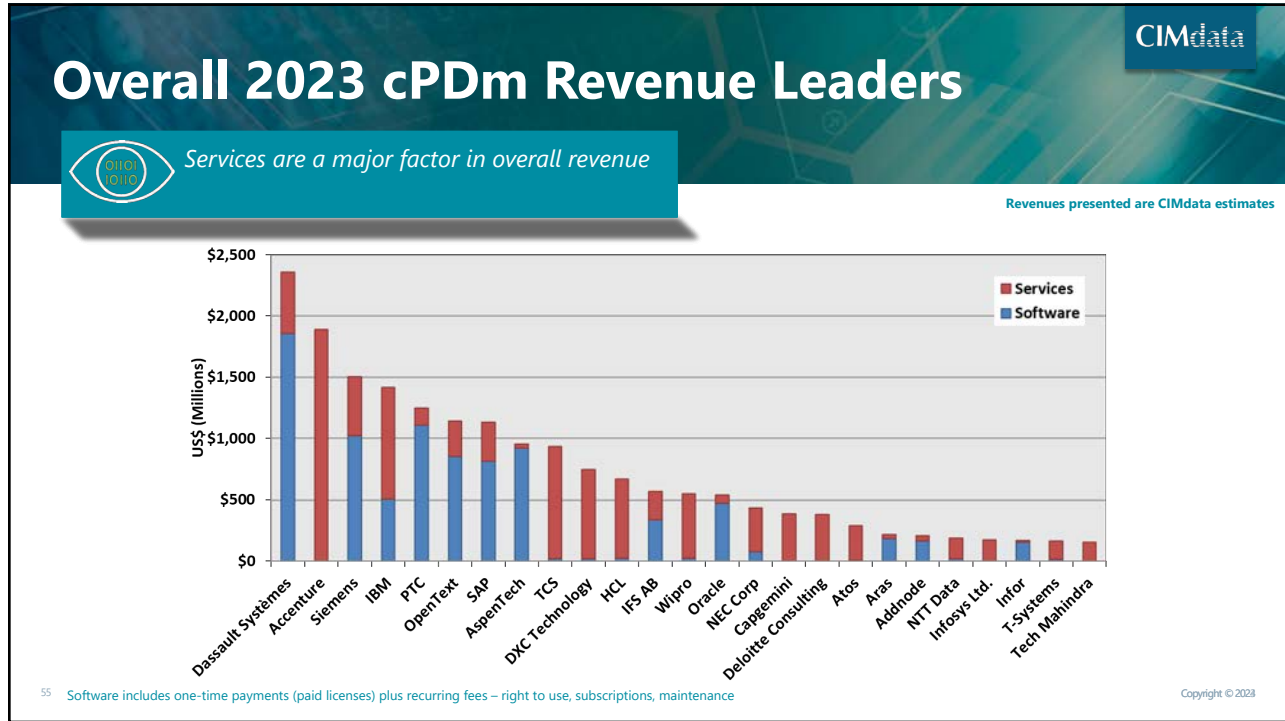
 Continuing evolution among the overall leaders

- Leaders are from all cPDM segments
  - These providers do not always compete
  - Some partner on selected accounts
- Service providers continue to grow
  - Both organically and through acquisitions
- Fifteen cPDM solution and service providers larger than \$400M in 2023 (same as in 2022)

54 Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



**Comments on Tool Segments**

Continued impact from conflict in Ukraine

| Segment     | Comments  |
|-------------|---|
| MCAD-MD     | Expect continued slow growth in this segment as auto and A&D stagnate; most opportunity in countries investing in those industries  |
| MCAD-DF     | Results buoyed by Autodesk and PTC move to subscription, questions about continued high growth  |
| CAM         | A bit lower growth in 2023, expect similar result in 2024   |
| S&A         | Significant M&A activity in market leaders, trends driving growth will remain strong (smart connected product/Industry 4.0, need for more simulation on the left side of the Vee) |
| EDA         | Strong year, even stronger for leaders than the overall market; same trends as S&A  |
| AEC         | Key to (re)defining the built world, expanding interest in discrete PLM capabilities; oil & gas affected by energy prices, economic turmoil                                       |
| Other Tools | Again, smart connected products driving investments; e.g., Atlassian up 26% in FY 2023  |

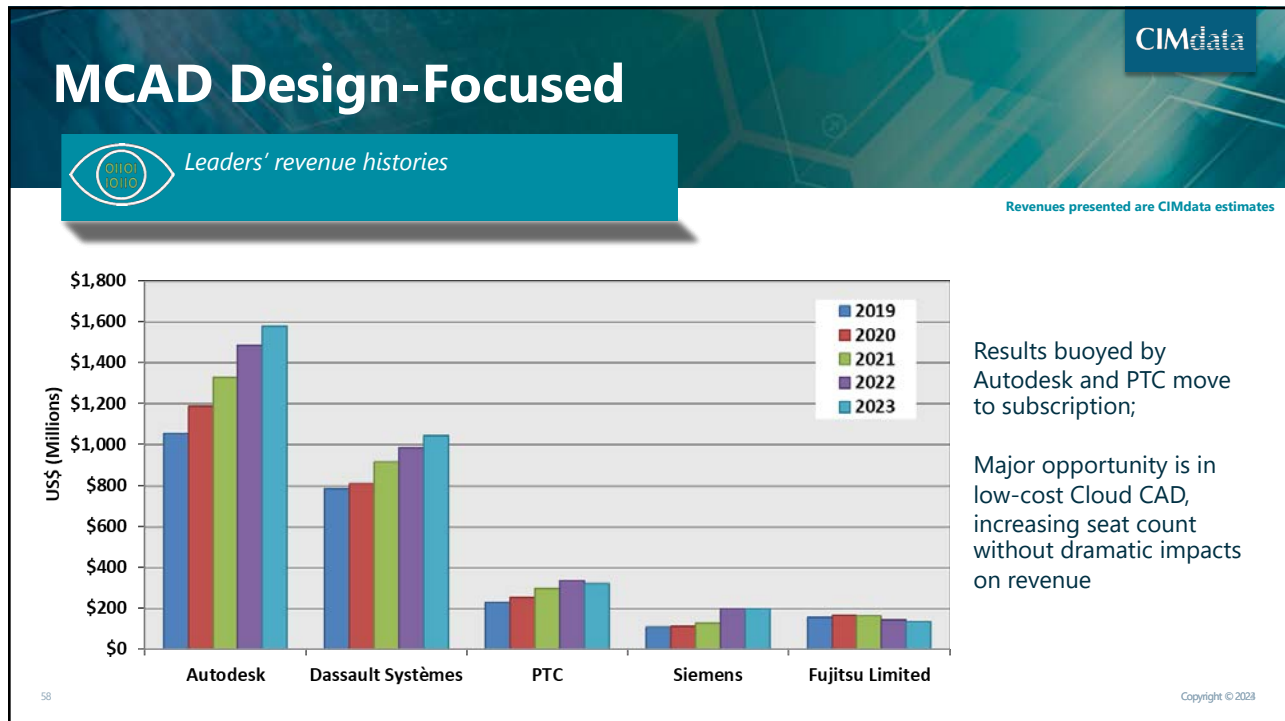
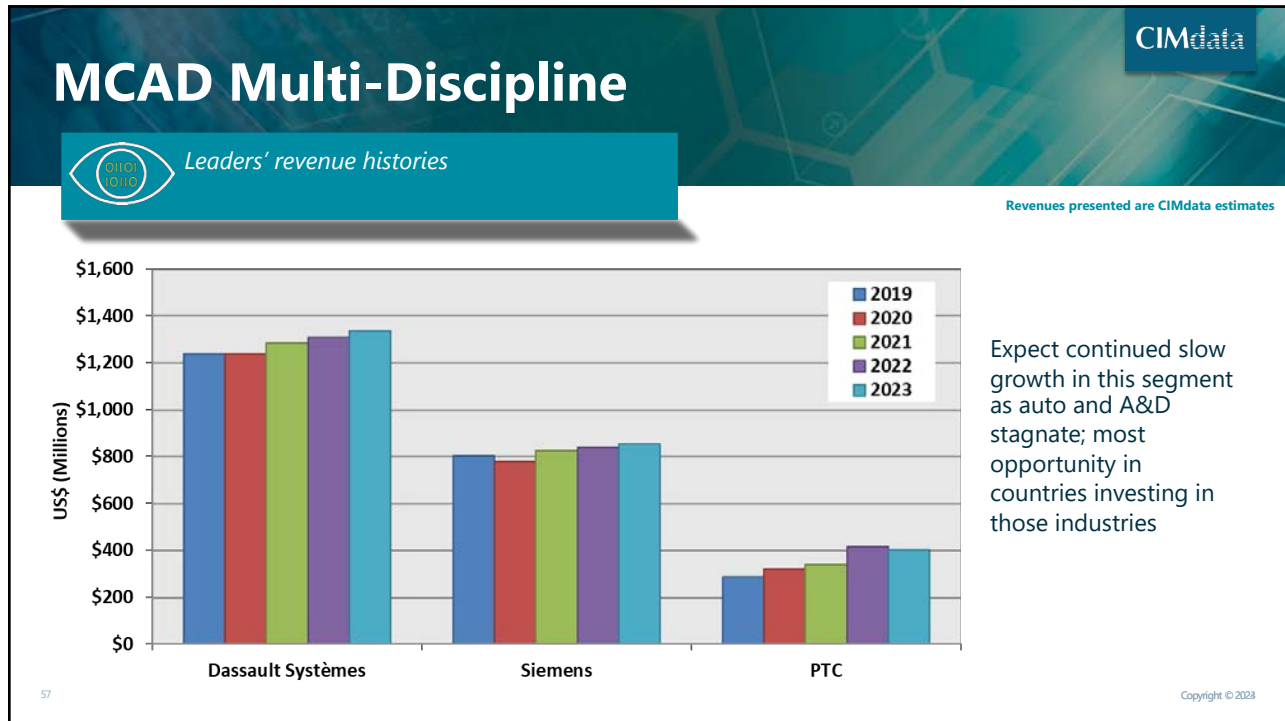
56

Copyright © 2023



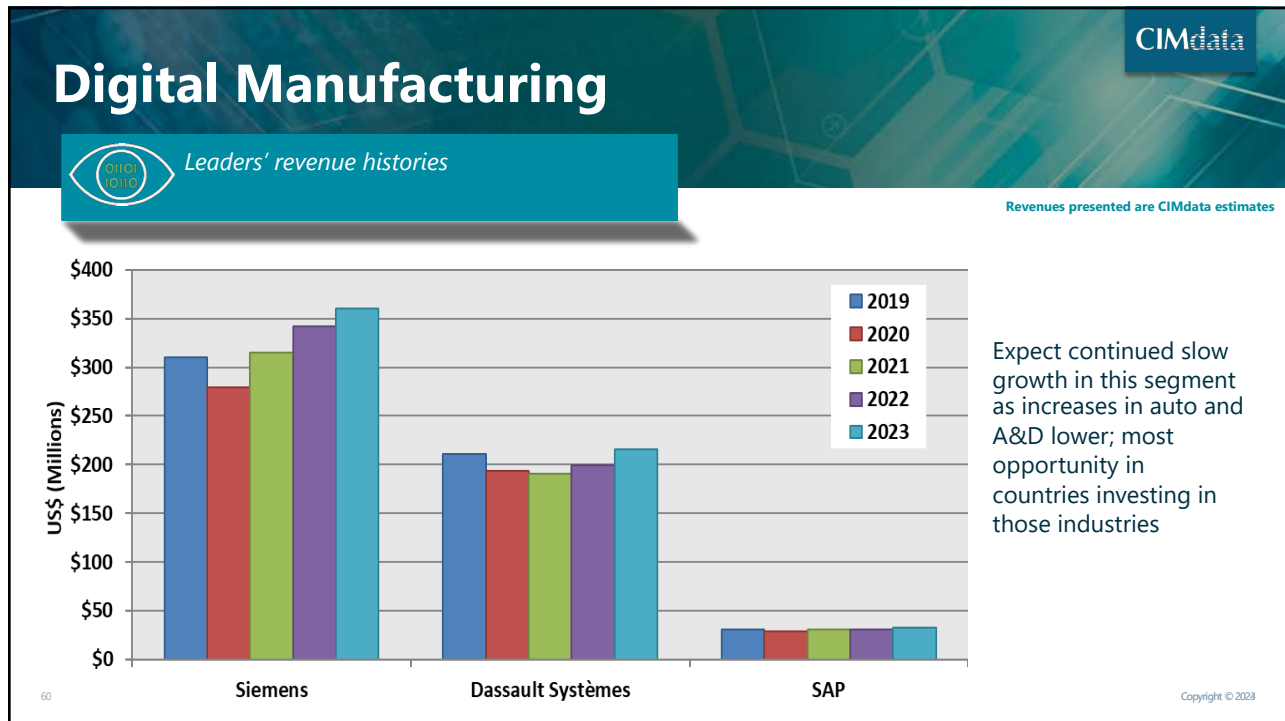
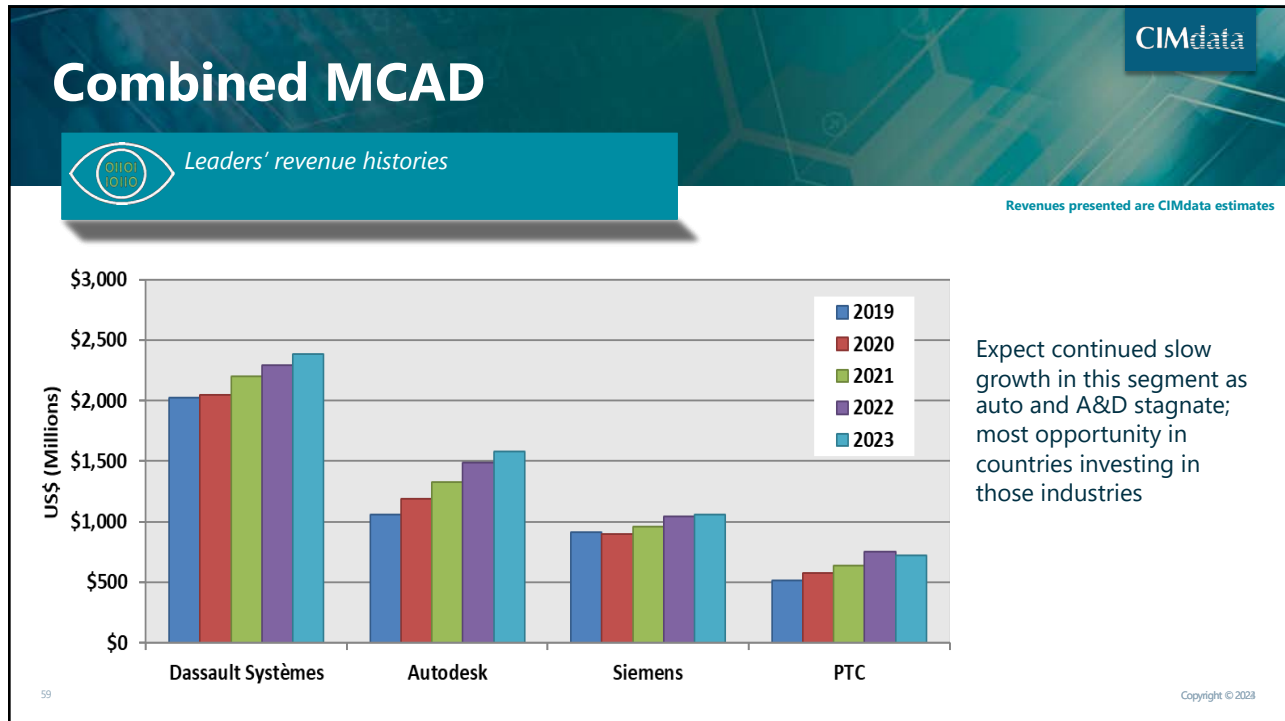
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



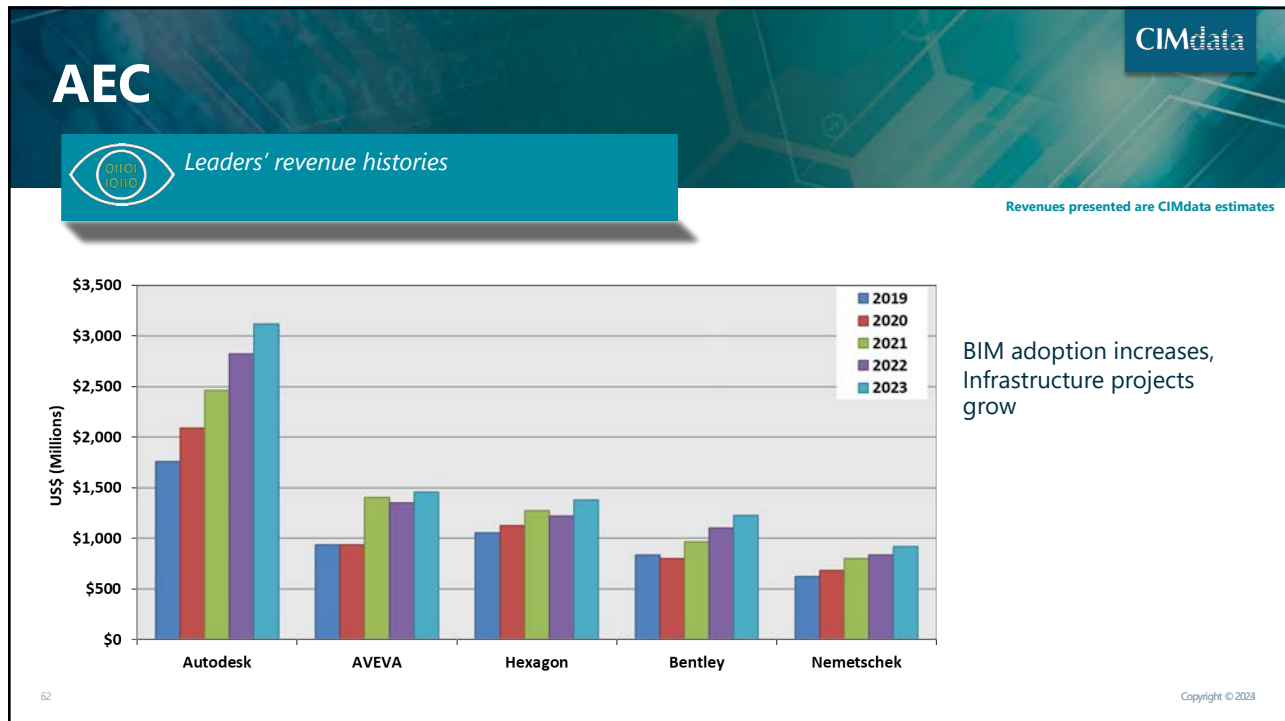
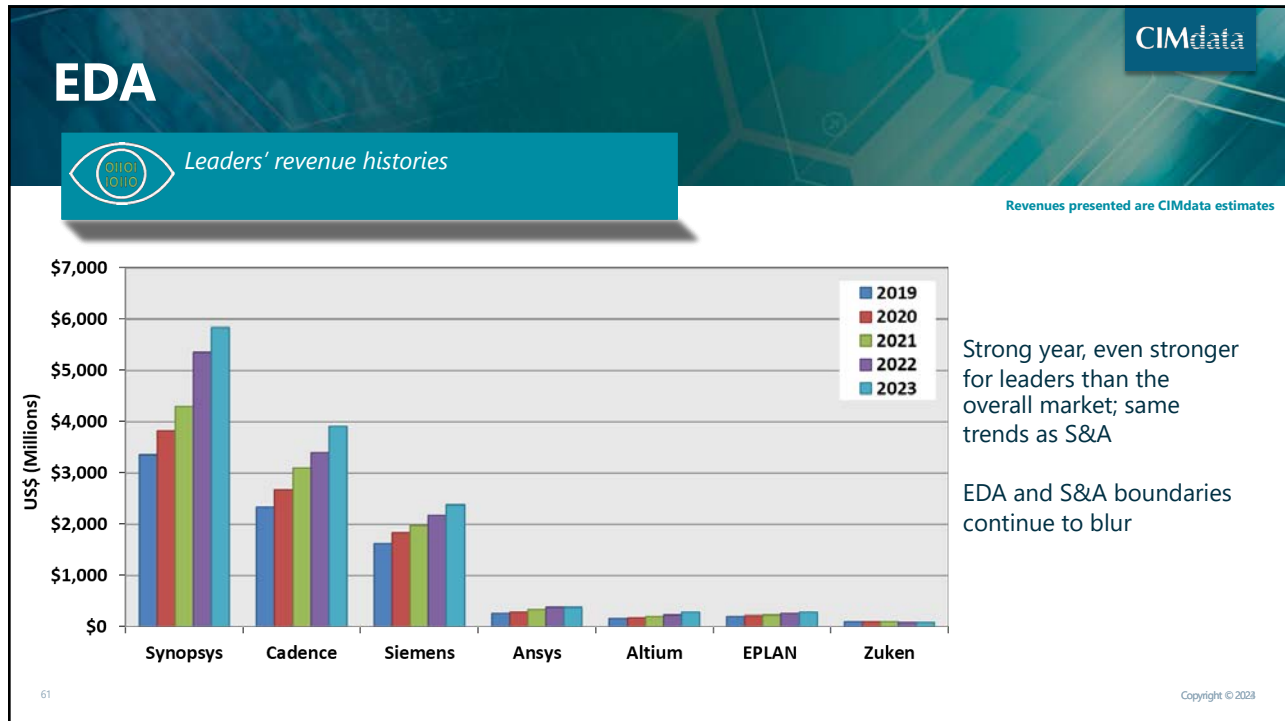
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



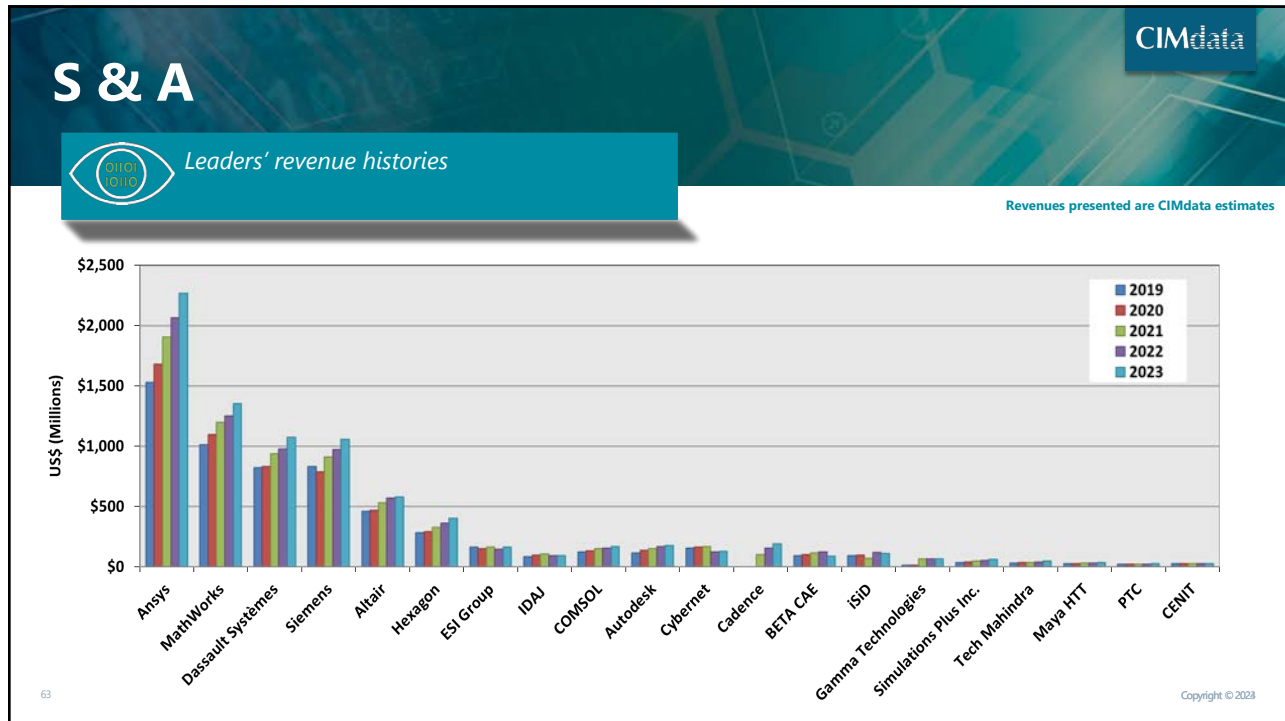
# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024



**Agenda**

CIMdata

- PLM Market Analysis
- Overall cPDM Market Analysis
- PLM Provider Analysis
- Provider Sector Analysis
- Concluding Remarks

64

Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Concluding Remarks



Factors impacting the PLM Economy

- Lower than forecast, a lot of currency impacts
- Subscription can backstop declines, assuming no defections
- Simulation and systems engineering still key
- Mergers and acquisitions will continue to play a role
  - Providers look to fill out their portfolios
  - An important part of the platformization trend
  - A lot of activity in the SI/Reseller/VAR space
- Cloud interest and action seems to be at a tipping point
- Refresh programs continue, as suggested in recent CIMdata research

65

Copyright © 2023

CIMdata

## CIMdata PLM Market Analysis Report Series



Major deliverables include a growing series of Market Analysis Reports (1 of 2)

- CIMdata Executive PLM Market Report
- CIMdata PLM Industry Review and Trends Report
- CIMdata PLM Market and Solution Provider Analysis
- CIMdata PLM Market Geographic Analysis Report
- CIMdata PLM Market Industry Analysis Report



66

Copyright © 2023



# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## CIMdata PLM Market Analysis Report Series

 Major deliverables include a growing series of Market Analysis Reports (2 of 2)


- CIMdata China PLM MAR
- Country-specific reports for the following markets:
  - Brazil
  - France
  - Germany
  - India
  - Italy
  - Japan
  - Russia
  - South Korea
  - United Kingdom
  - United States




67 Copyright © 2023

CIMdata

## CAM Market Analysis Report

 32<sup>nd</sup> annual report in 2024—part of our heritage in CIM

- Long-running report on Computer-Aided Manufacturing (CAM) market
- Provides detailed statistics on software spend, seat counts, app areas, etc.
- Delivered in two drops
  - Advance packet: tables and charts contained in the report
  - CAM MAR: full report with market updates, commentary, etc.



68 Copyright © 2023

# 2023 PLM Market Results

2024 Market & Industry Forum—11 April 2024

CIMdata

## Simulation & Analysis Market Analysis Report

 Expands CIMdata's market analyses with focused, S&A specific content


- Expanded coverage of S&A market
- S&A market data
  - Company size
  - Software and service delivery
  - By industry
  - By geography / country
- Includes qualitative section on Top 10 S&A solution providers




69 Copyright © 2023

CIMdata

## Questions & Answers

 What's on your mind?



70 Copyright © 2023

# 2023 PLM Market Results

## 2024 Market & Industry Forum—11 April 2024

**CIMdata** Defining What Comes Next in Digital Transformation



Strategic management consulting for  
competitive advantage in global markets

Serving clients from offices in North America, Europe, and Asia-Pacific

**World Headquarters**

Ann Arbor, Michigan USA  
Tel: +1.734.668.9922

**EMEA Headquarters**

Weert, NL  
Tel: +31 (0) 495.533.666

**Asia-Pacific Headquarters**

Tokyo, Japan  
Tel: +81.47.361.5850

[www.CIMdata.com](http://www.CIMdata.com)

Copyright © 2023