



HEXAGON

empowering an autonomous future

Financials & beyond 2021

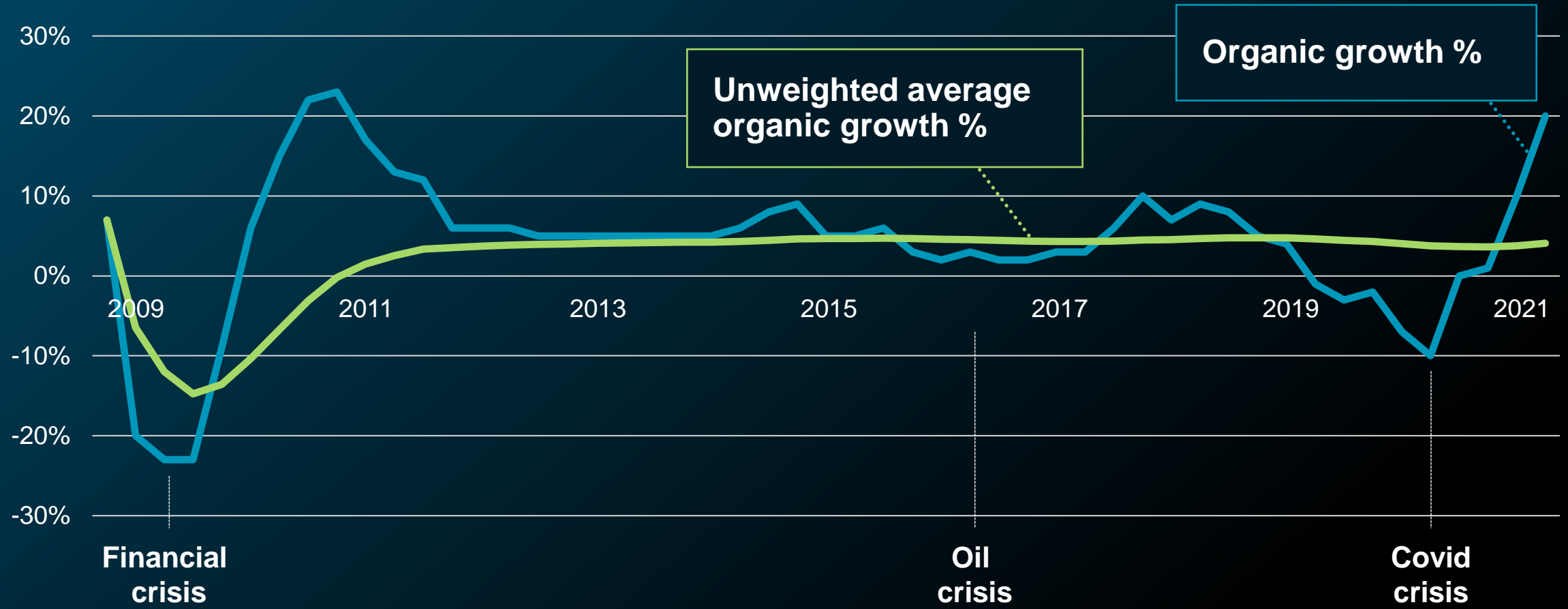
Robert Belkic | CFO

Ola Rollén | President & CEO

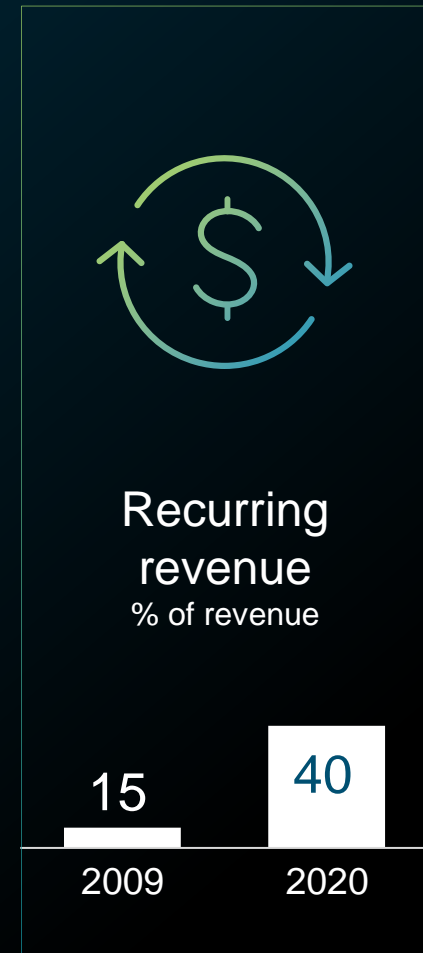
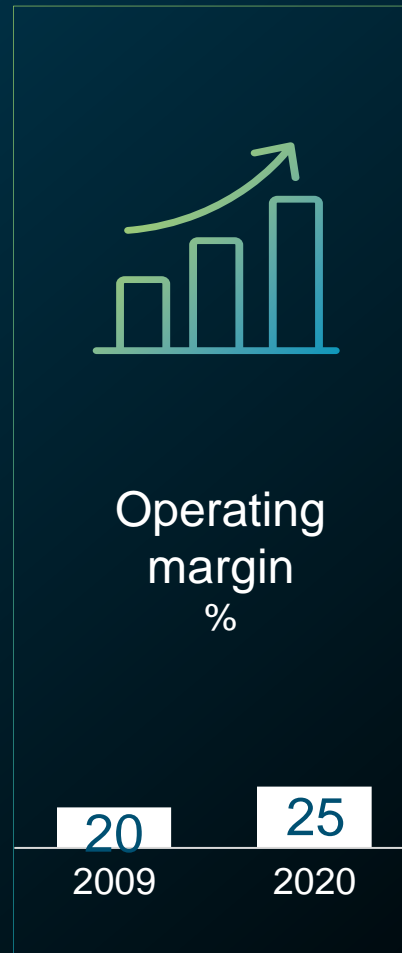


Hexagon's organic growth: 2008-2021

Portfolio transformation



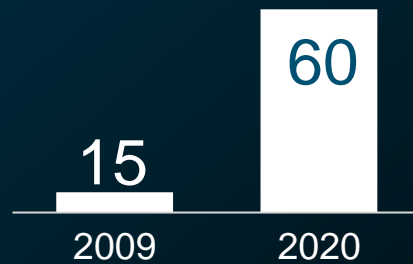
Hexagon's transformation



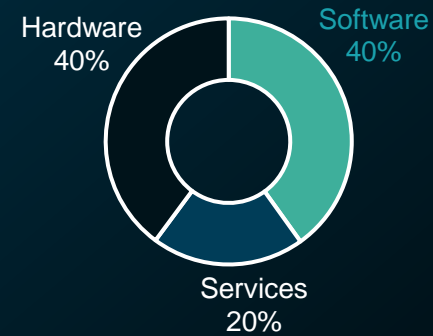
Hexagon's transformation



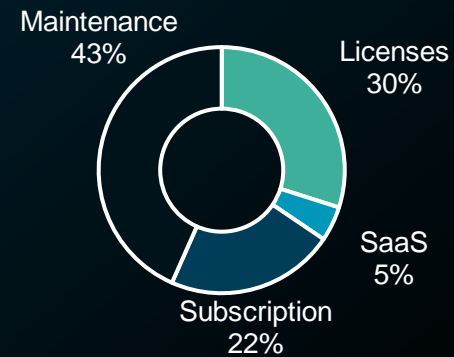
Software & services
% of revenue



Revenue split %*

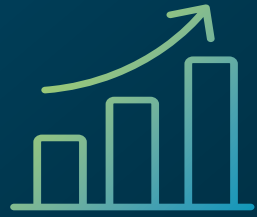


Software split %*

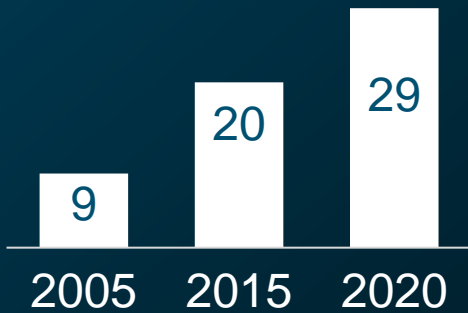


*Including 2020 pro-forma EAM

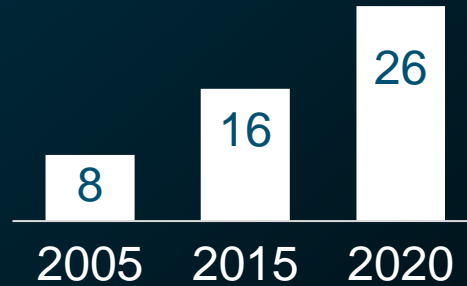
Geosystems division's transformation



Operating margin
%



Recurring revenue
% of revenue



HOW?

Geosystems division's transformation

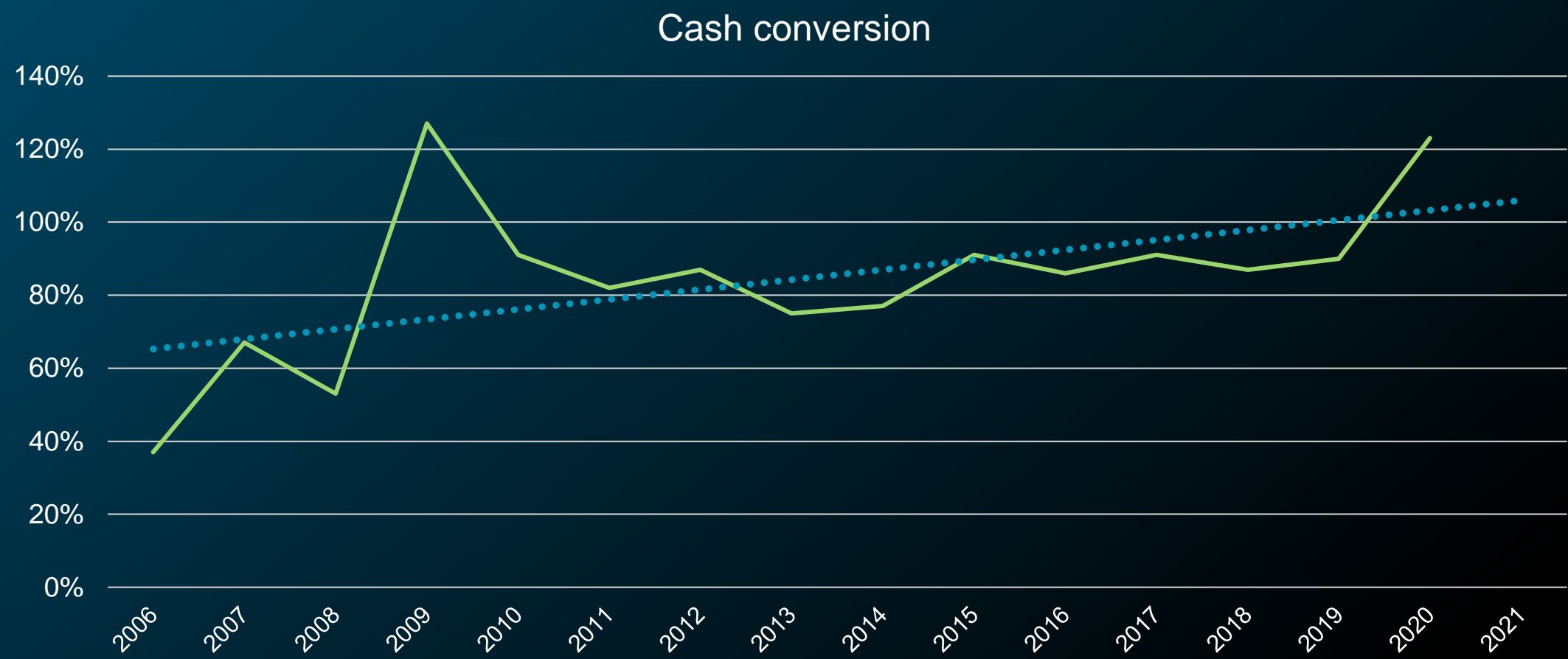
Portfolio transformation, solution selling and opportunity

From

To

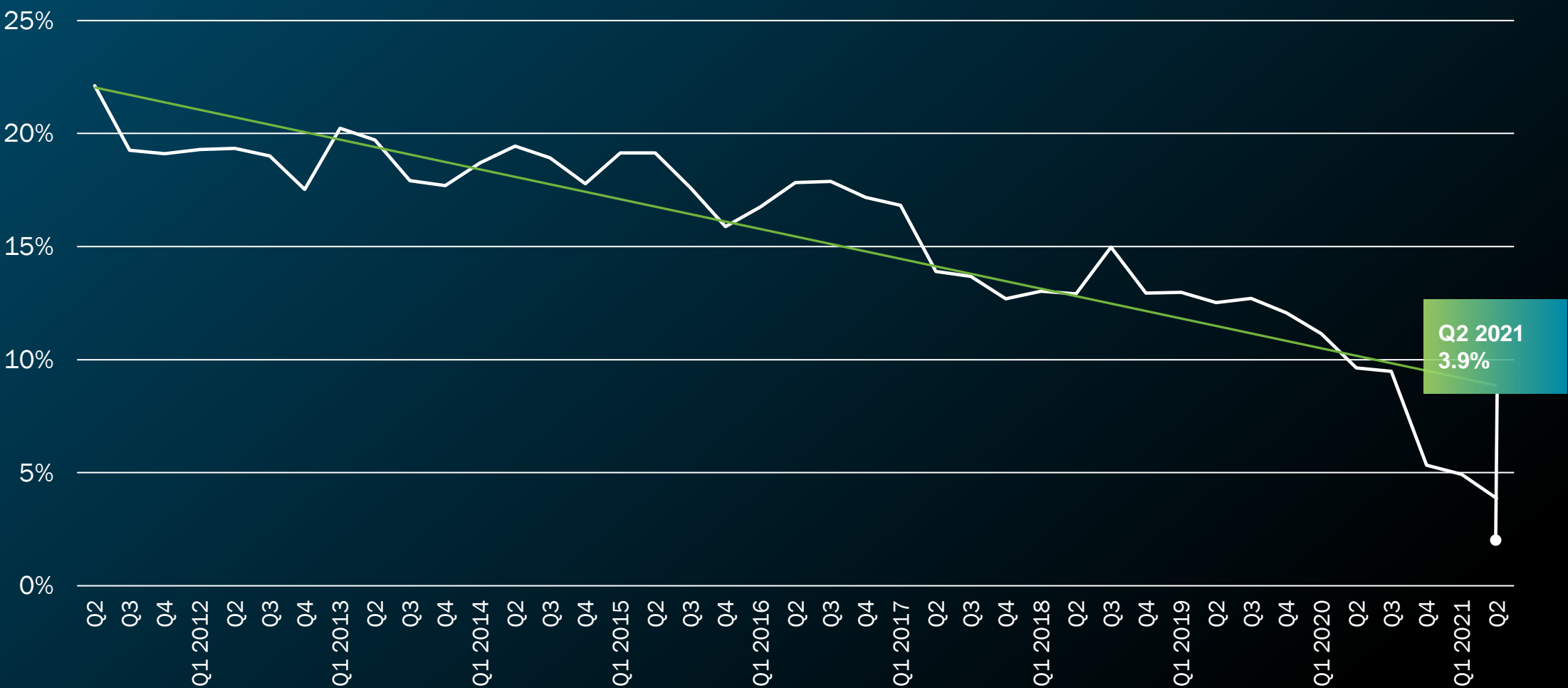


Increased cash conversion

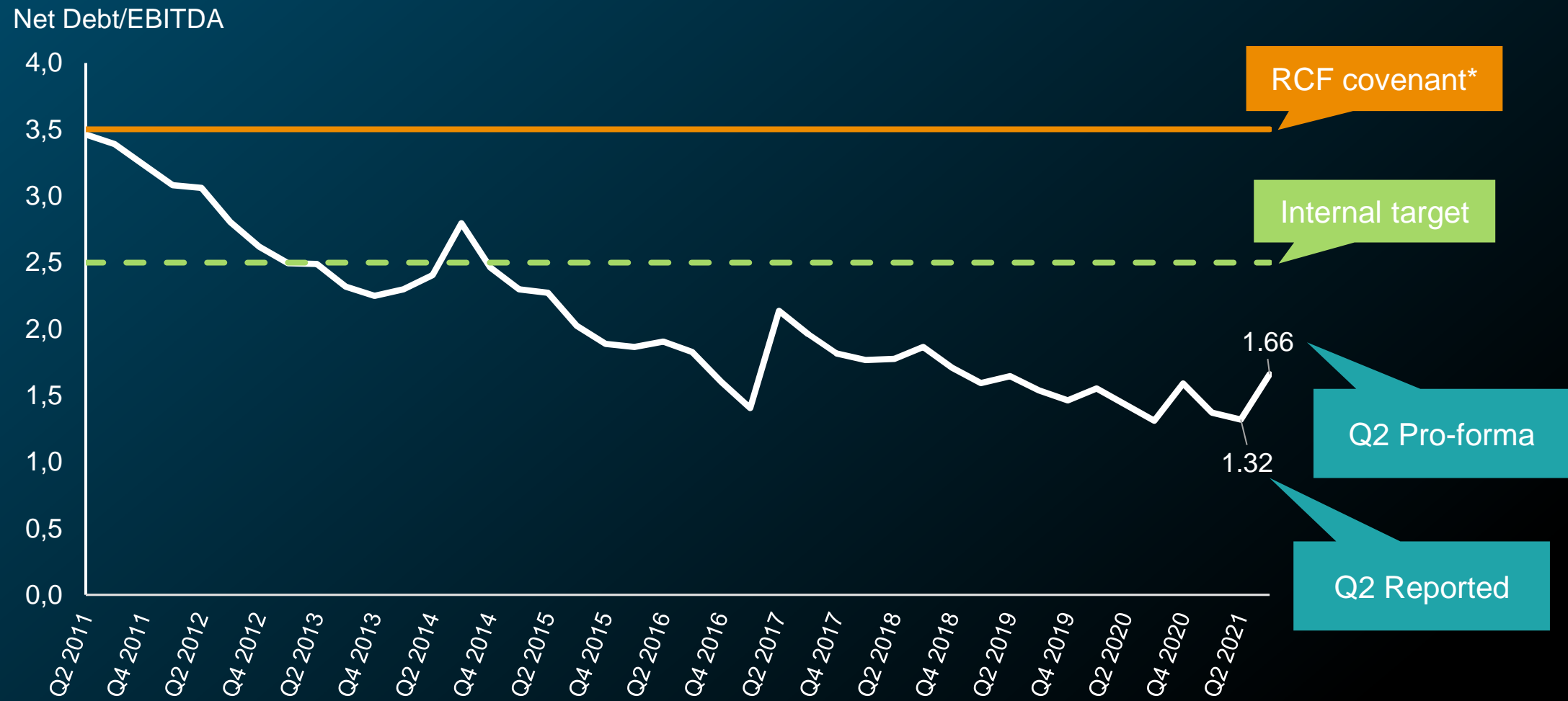


Note: 2018 excludes investments of new facility in Calgary

Improved working capital to sales



Low debt level



*Revolving Credit Facility with bank consortium

Summary

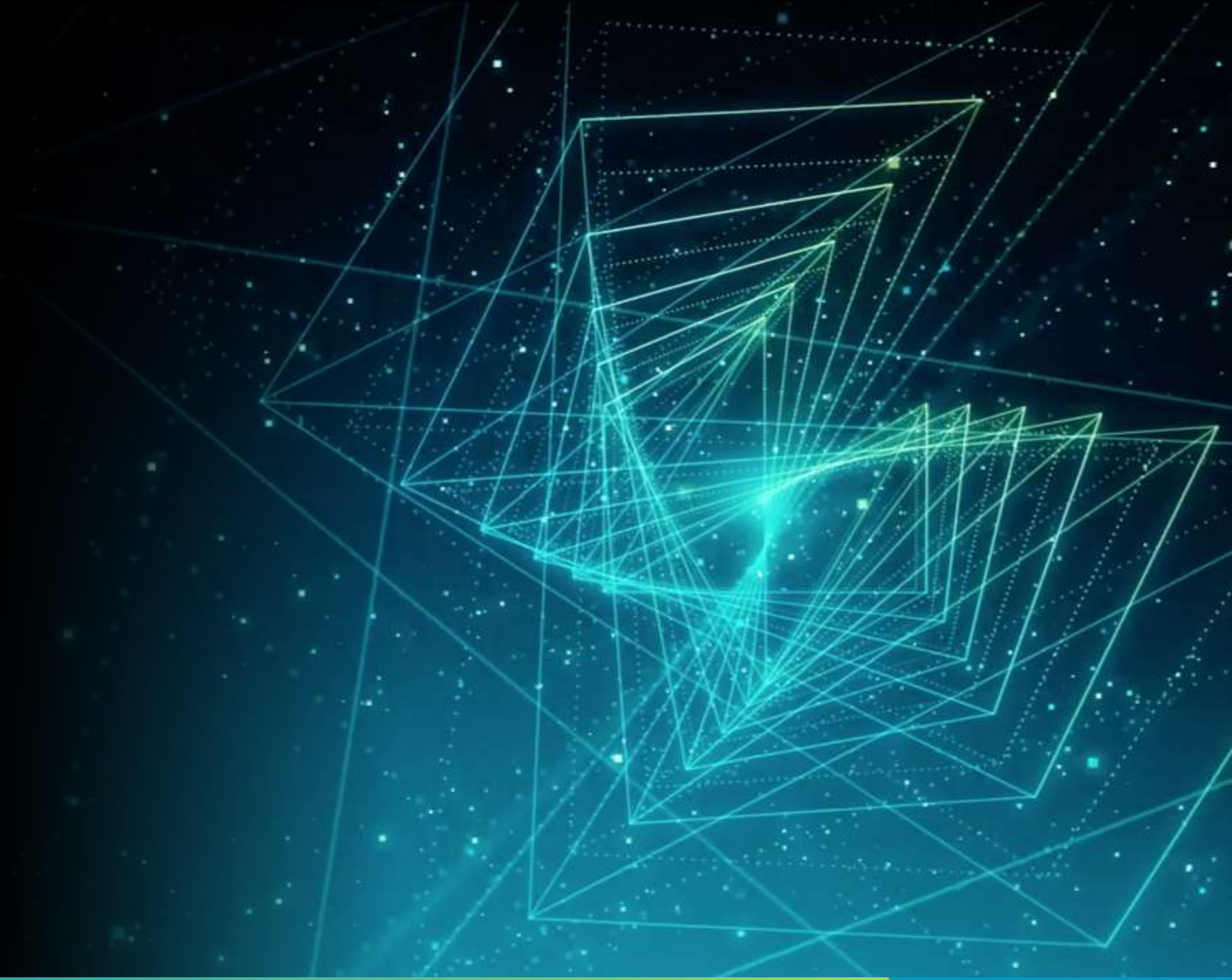
Business
transformation

Proven strength
in a crisis

Continued
improved cash
conversion and
WC/sales

Large headroom
for further
transformative
M&A deals

Beyond 2021



Targets 2017-2021

Drivers

Targets



Average total
growth per year



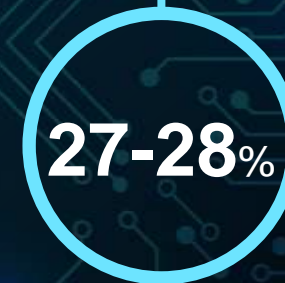
Average organic
growth per year



Average growth
from M&A per year



FX effect

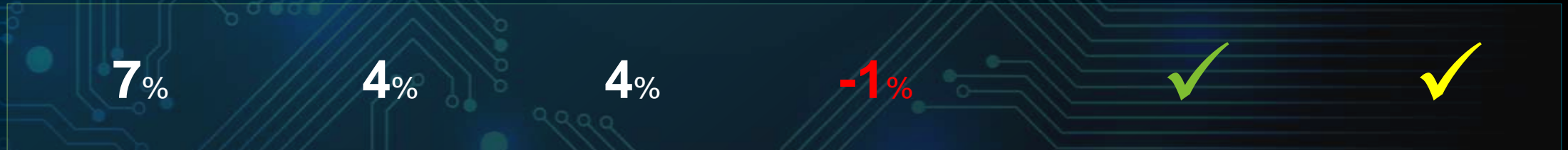


EBIT margin



Revenue

*Achievement



*Full year 2021 is based on consensus and includes pro-forma EAM

Targets 2022-2026

8-12%

Average total
growth per year

5-7%

Average organic
growth per year

3-5%

Average growth
from M&A per
year

>30%

EBIT1 margin

The background is a dark blue gradient with intricate, glowing circuit-like patterns. These patterns consist of thin, light blue lines that form complex, interconnected shapes resembling electronic traces or data paths. Several thicker, bright cyan lines cross the frame diagonally, creating a sense of dynamic movement and connectivity. Small, glowing blue dots are scattered throughout the circuit patterns, adding to the high-tech aesthetic.

Trends in summary

Trends 2021-2031

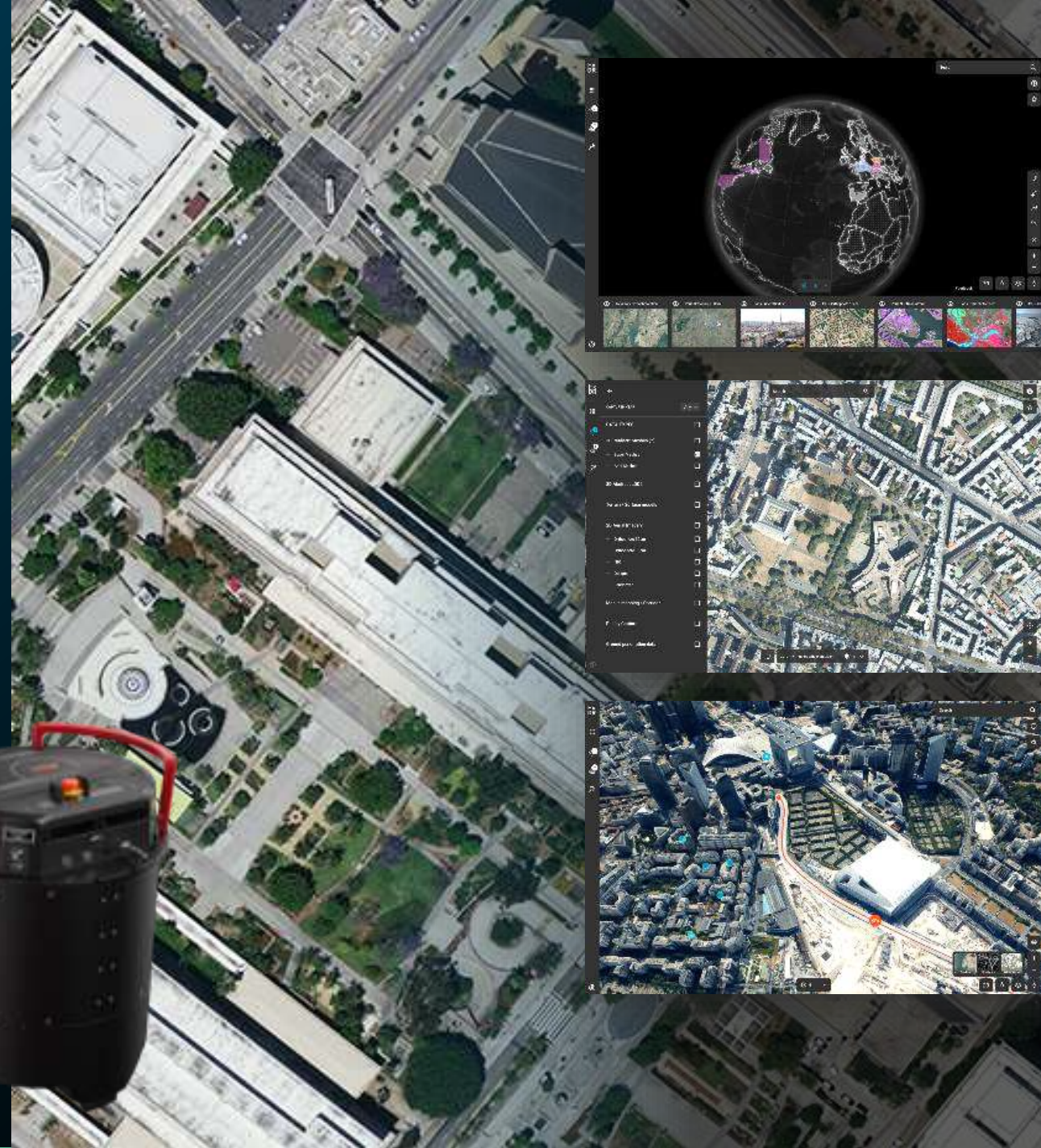


From purchase to subscription

From digital twin to Smart Digital Reality

From automation to autonomy

From fossil to renewable



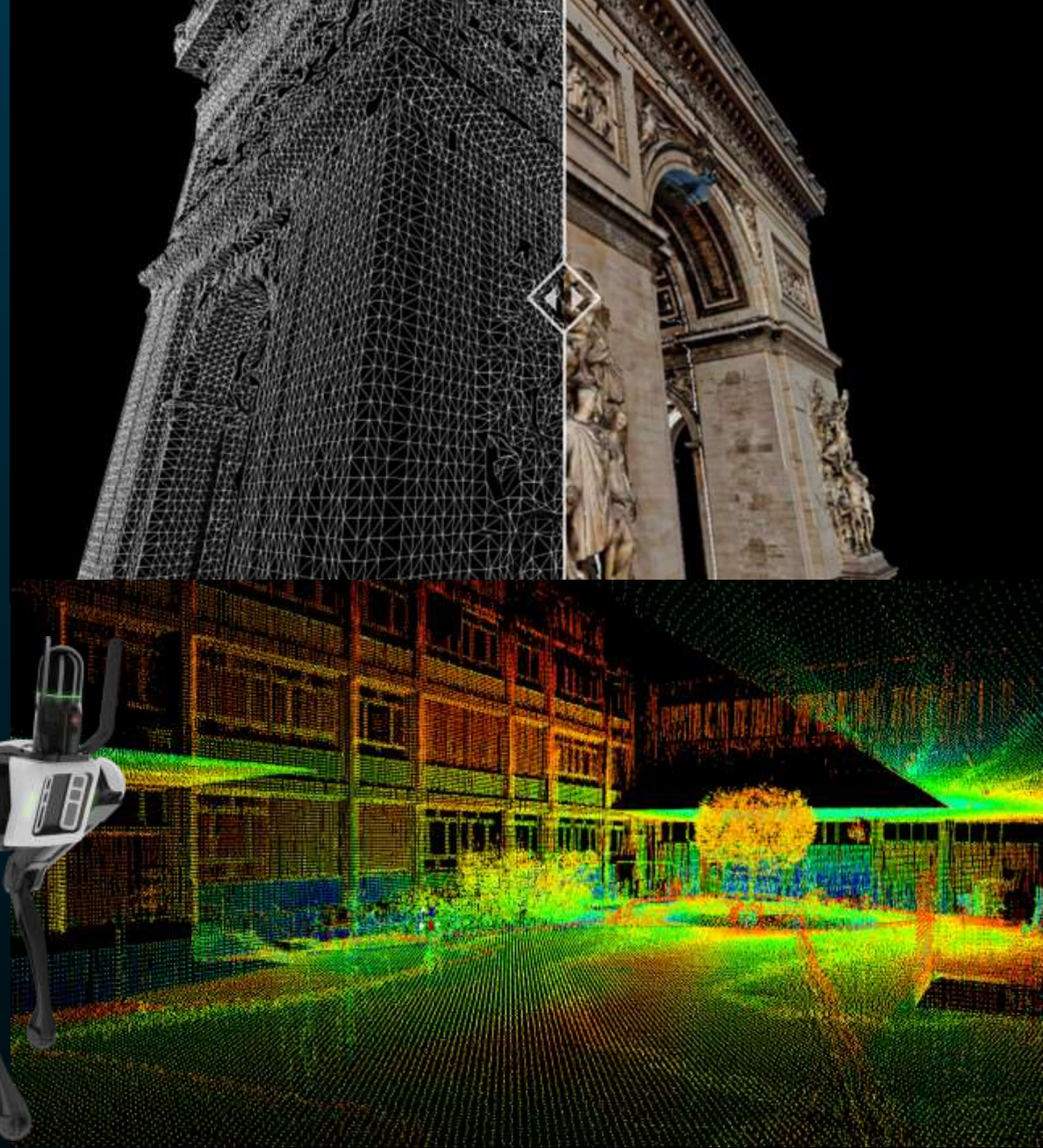
Trends 2021-2031

From purchase to subscription

➤➤ **From digital twin to Smart Digital Reality**

From automation to autonomy

From fossil to renewable



Trends 2021-2031

From purchase to subscription

From digital twin to Smart Digital Reality



From automation to autonomy

From fossil to renewable



Trends 2021-2031

From purchase to subscription

From digital twin to Smart Digital Reality

From automation to autonomy

➤➤➤ **From fossil to renewable**



The two speed world

