



Hexagon

Investor Presentation



Hexagon At-a-Glance



Our Focus **is data**

- **Leverage** beyond data creation
- **Visualise** for clarity
- From automation to **autonomy**



Our Commitment **is innovation**

- **10-12%** net sales invested in R&D
- **3,800+** employees in R&D
- **3,700+** active patents



Our Strength **is proven**

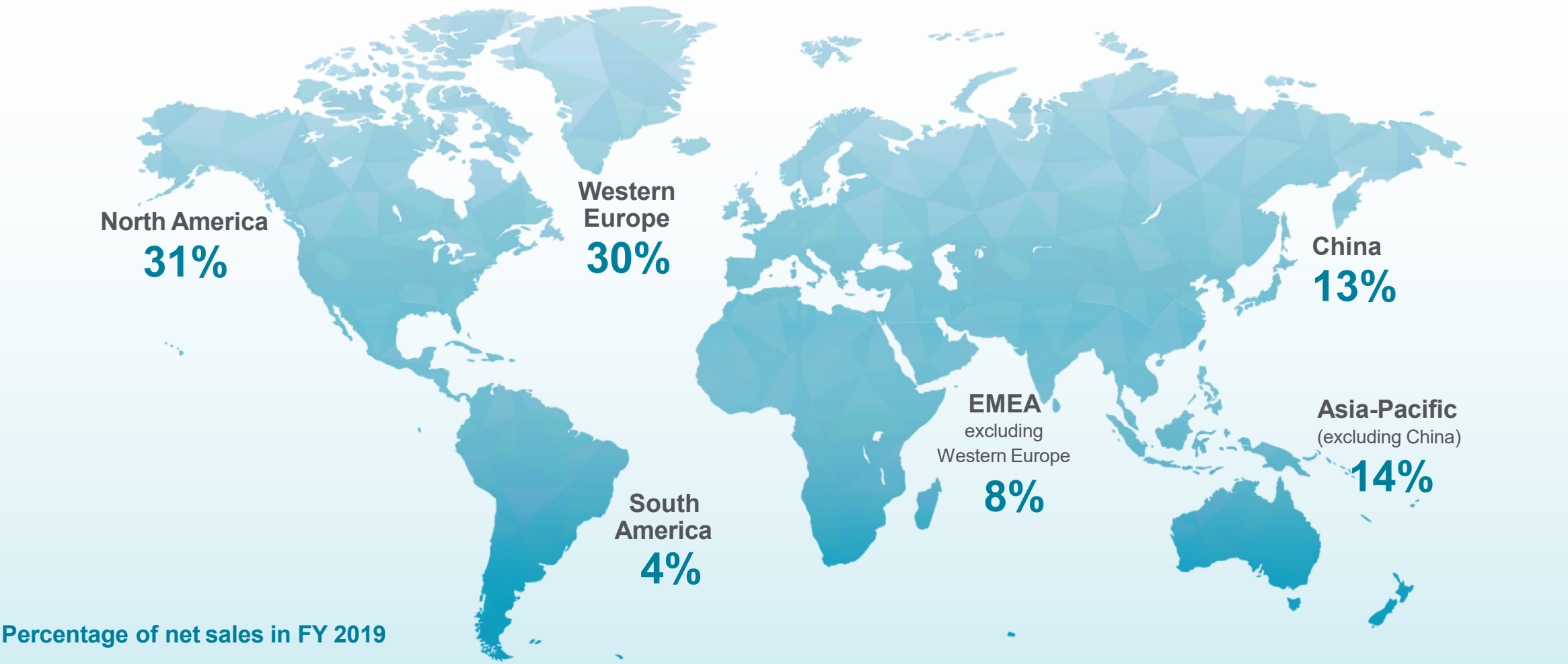
- More than **20,000** employees across **50** countries
- **3.9 bn EUR (2019)** in sales and 25% operating margin



Our Value **is vital**

- Solutions deliver **productivity** and **quality**
- **Unmatched** scope of technologies in portfolio

Global presence with strength in all regions



Percentage of net sales in FY 2019

Our core capabilities

REALITY
CAPTURE



POSITIONING

**SENSOR
SOLUTIONS**
data capture

**AUTONOMOUS
SOLUTIONS**
data leverage



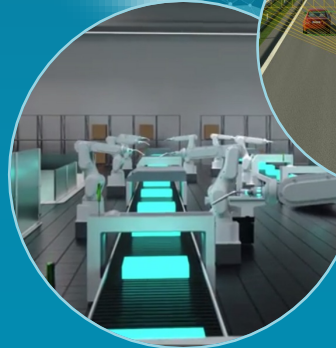
**SOFTWARE
SOLUTIONS**
data intelligence

DESIGN AND
SIMULATION



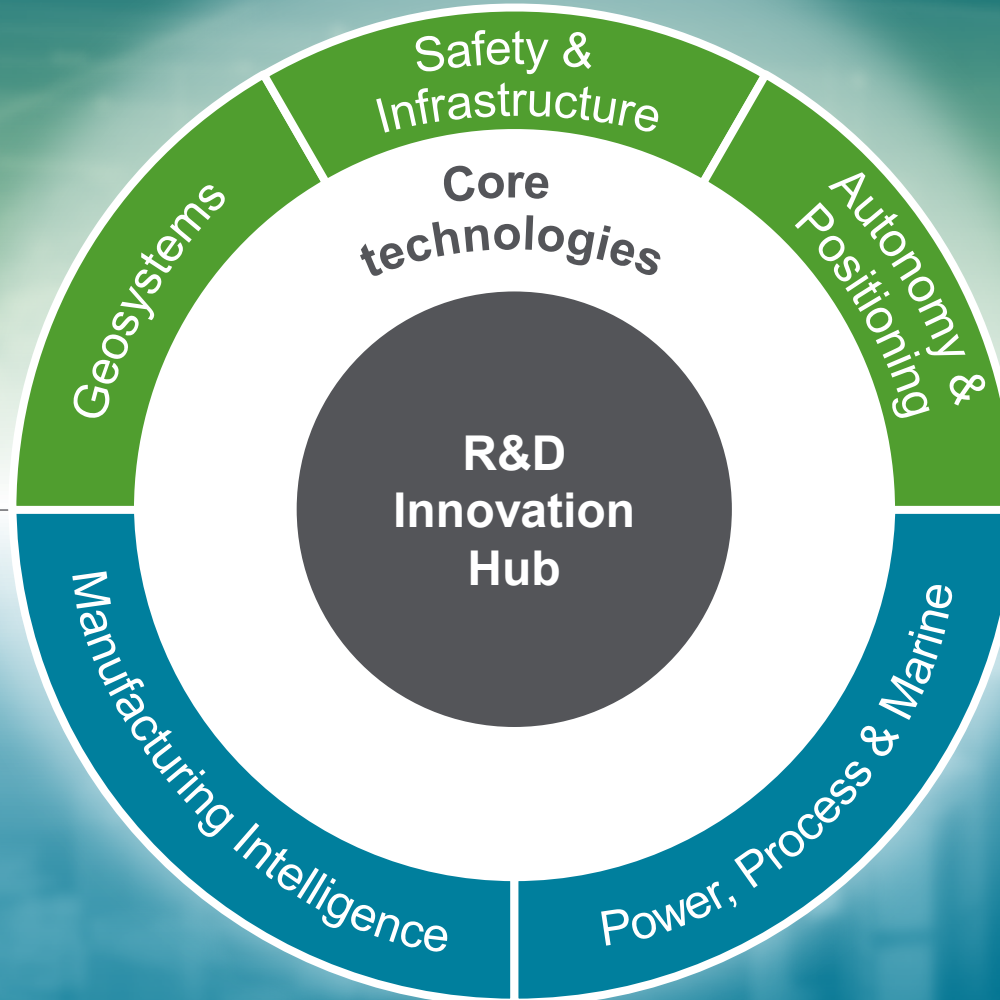
LOCATION
INTELLIGENCE

**AUTONOMOUS
TECHNOLOGIES**



**Geospatial
Enterprise Solutions**

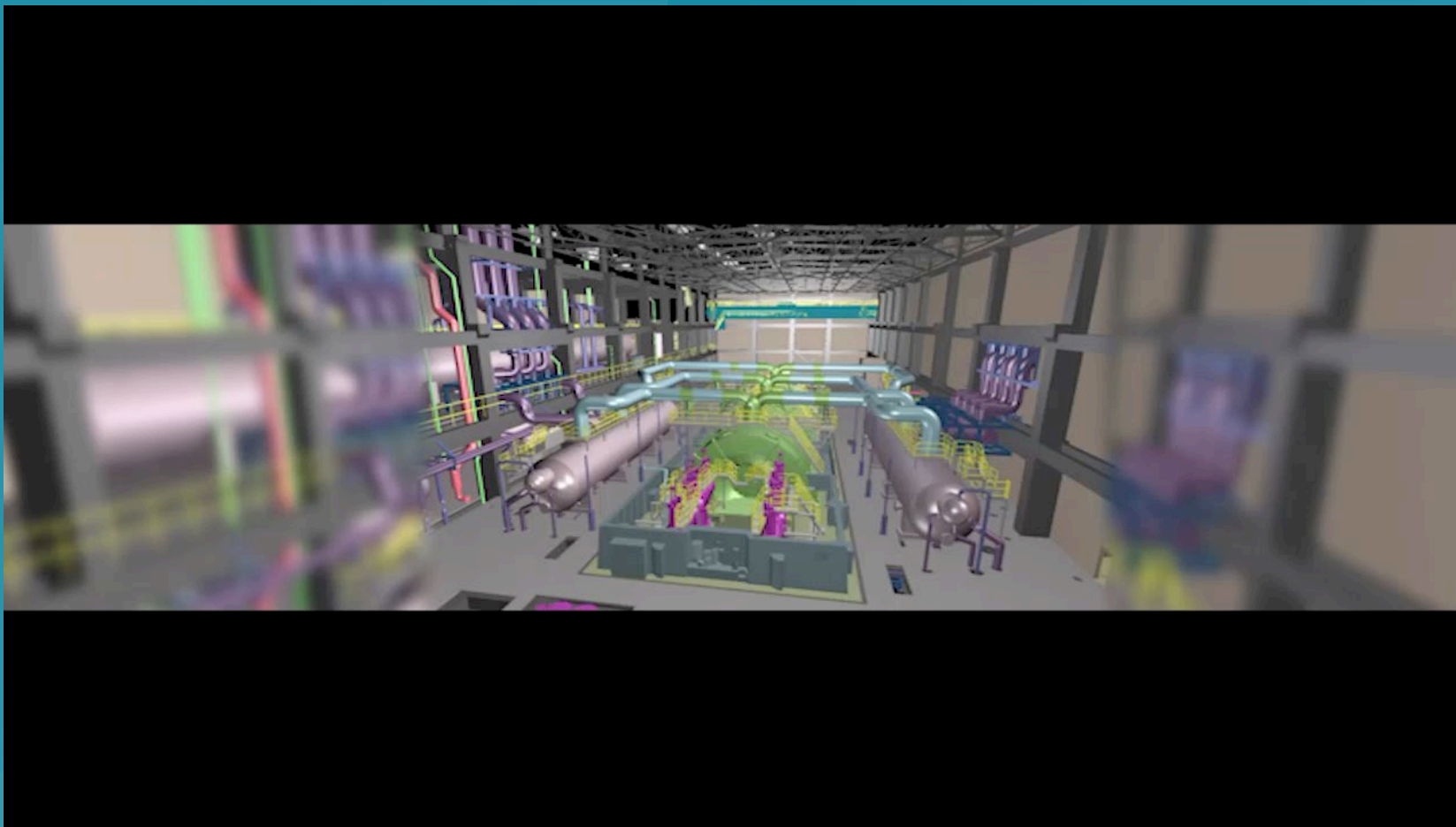
**Industrial
Enterprise Solutions**



**Sales: 1.9 bn EUR
Operating margin: 25%**

**Sales: 2.0 bn EUR
Operating margin: 26%**

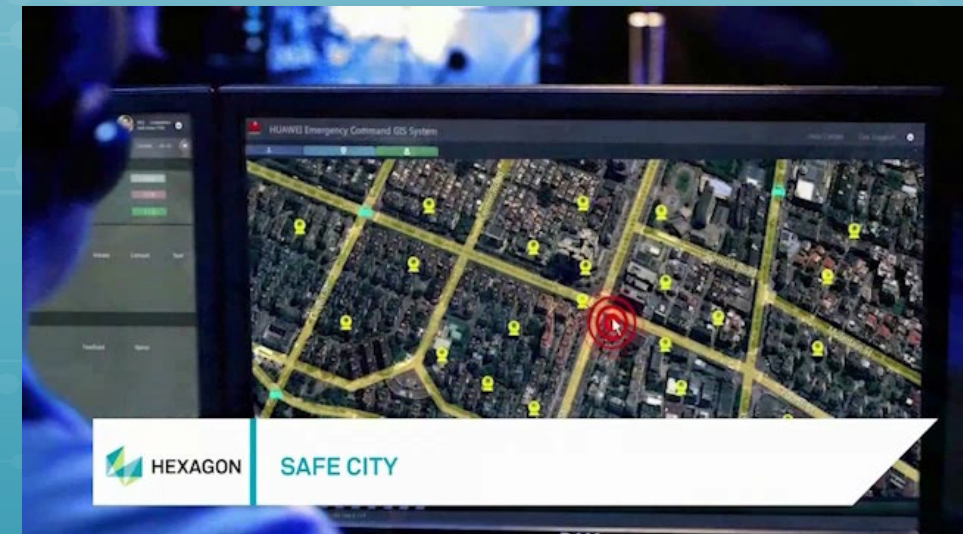
Design and simulation



Replicate real-world scenarios in virtual environments with computer-aided design, simulation, and predictive modeling

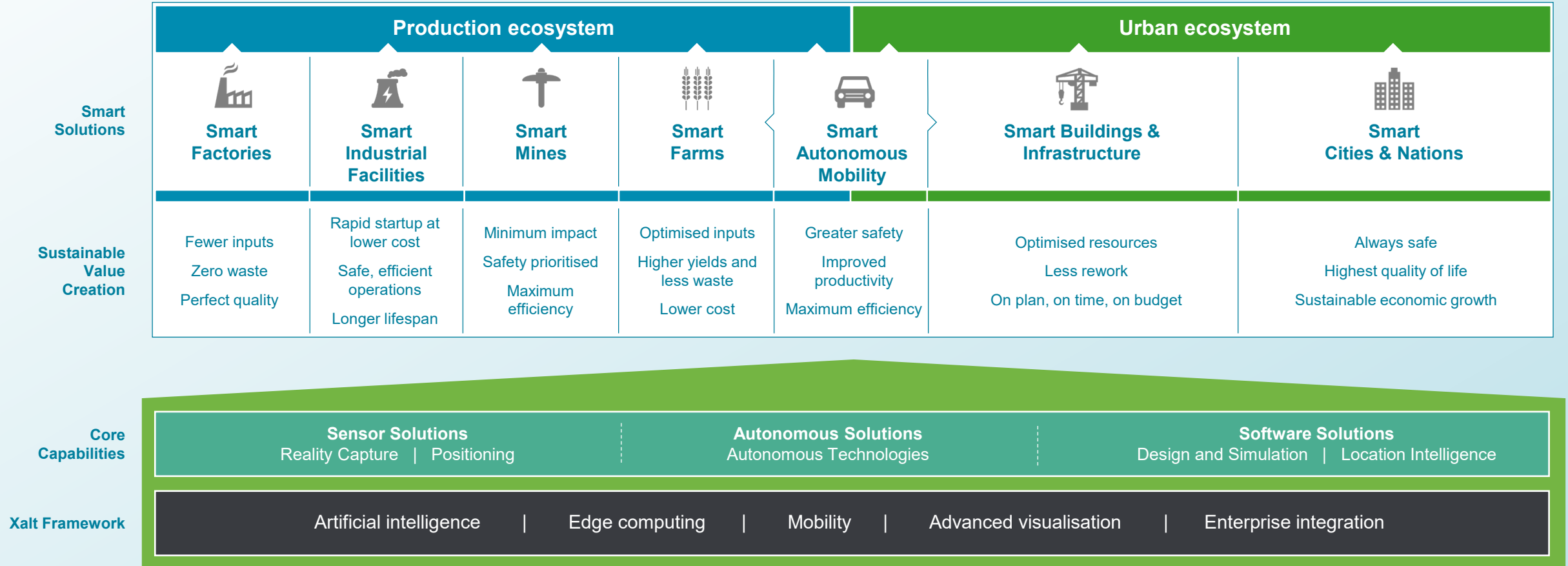
Smart Factories





Smart X Strategy

By putting data to work, our smart solutions empower increasingly autonomous, connected ecosystems that drive sustainable value creation





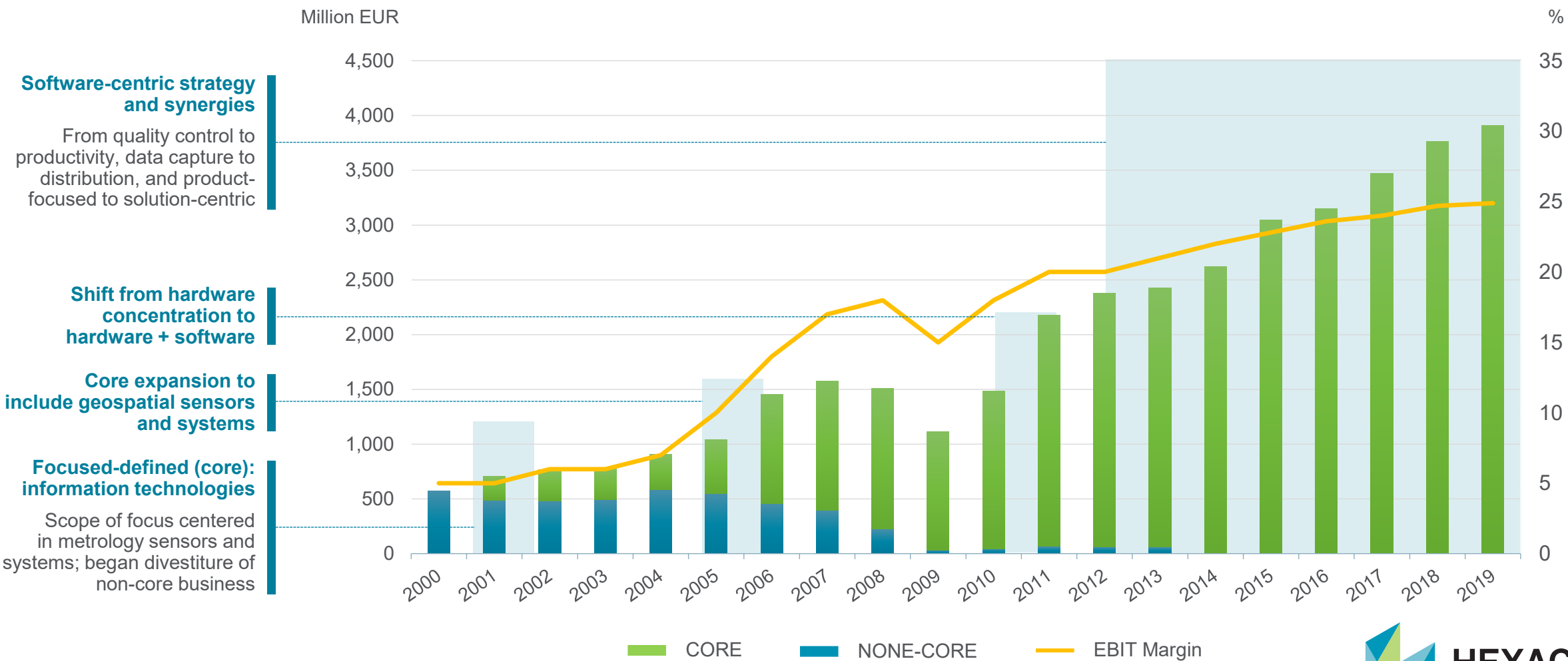
very strong income performance well ahead of prior year



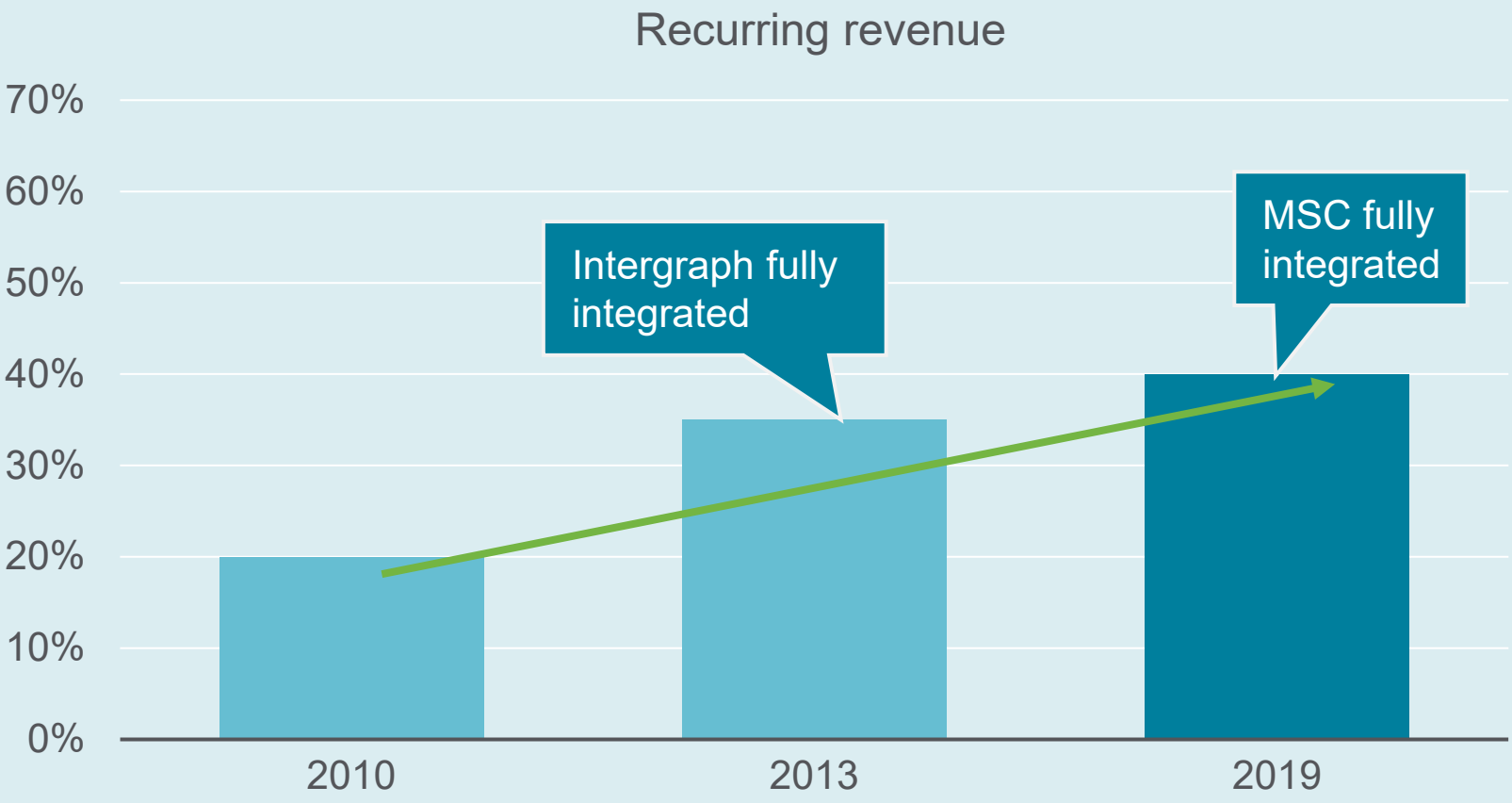
Financials

Path to progress

Hexagon focused on industrial measurement technologies, expanded into geospatial sensors and added software synergies to become an established global leader in information technology solutions

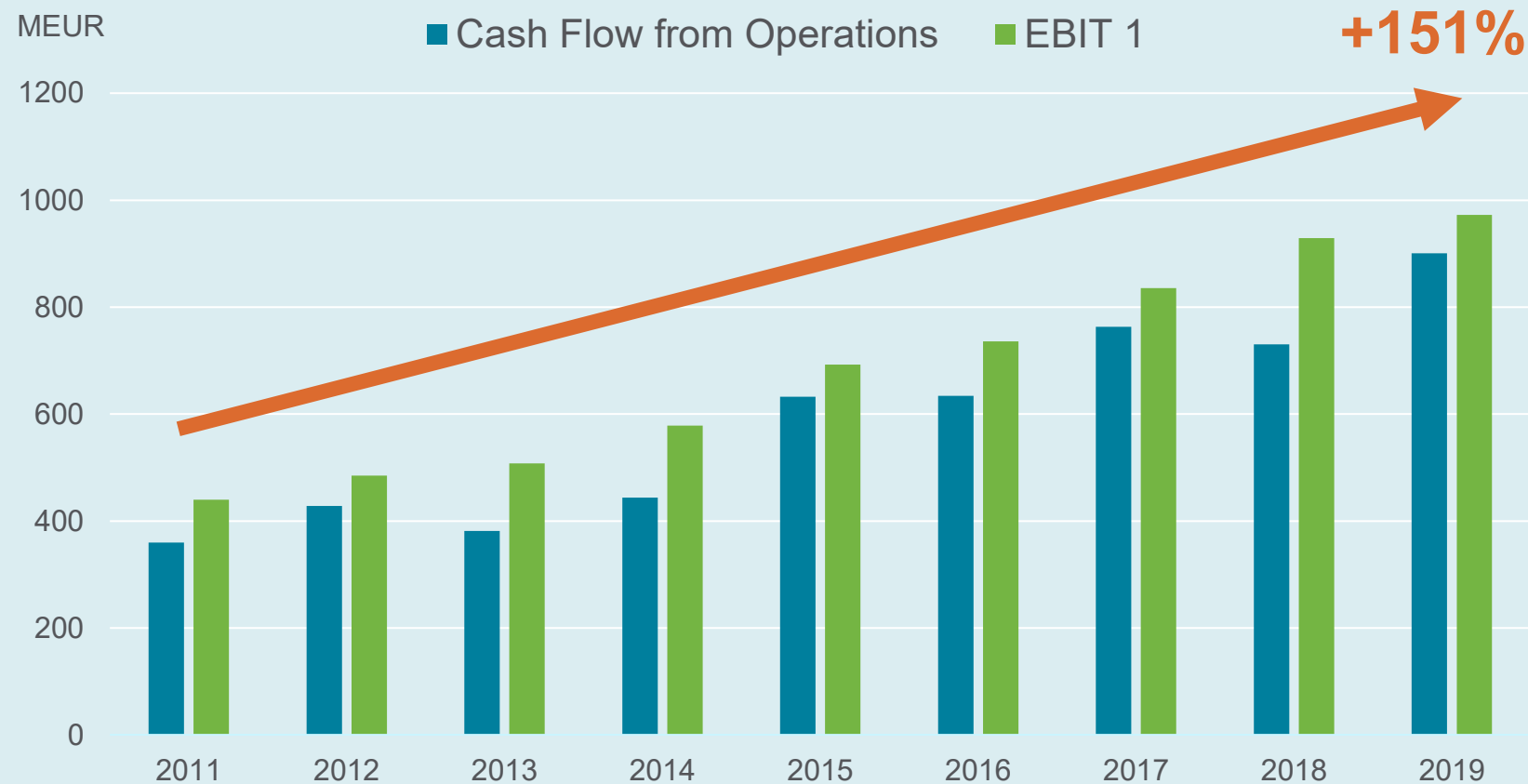


Shift in business model



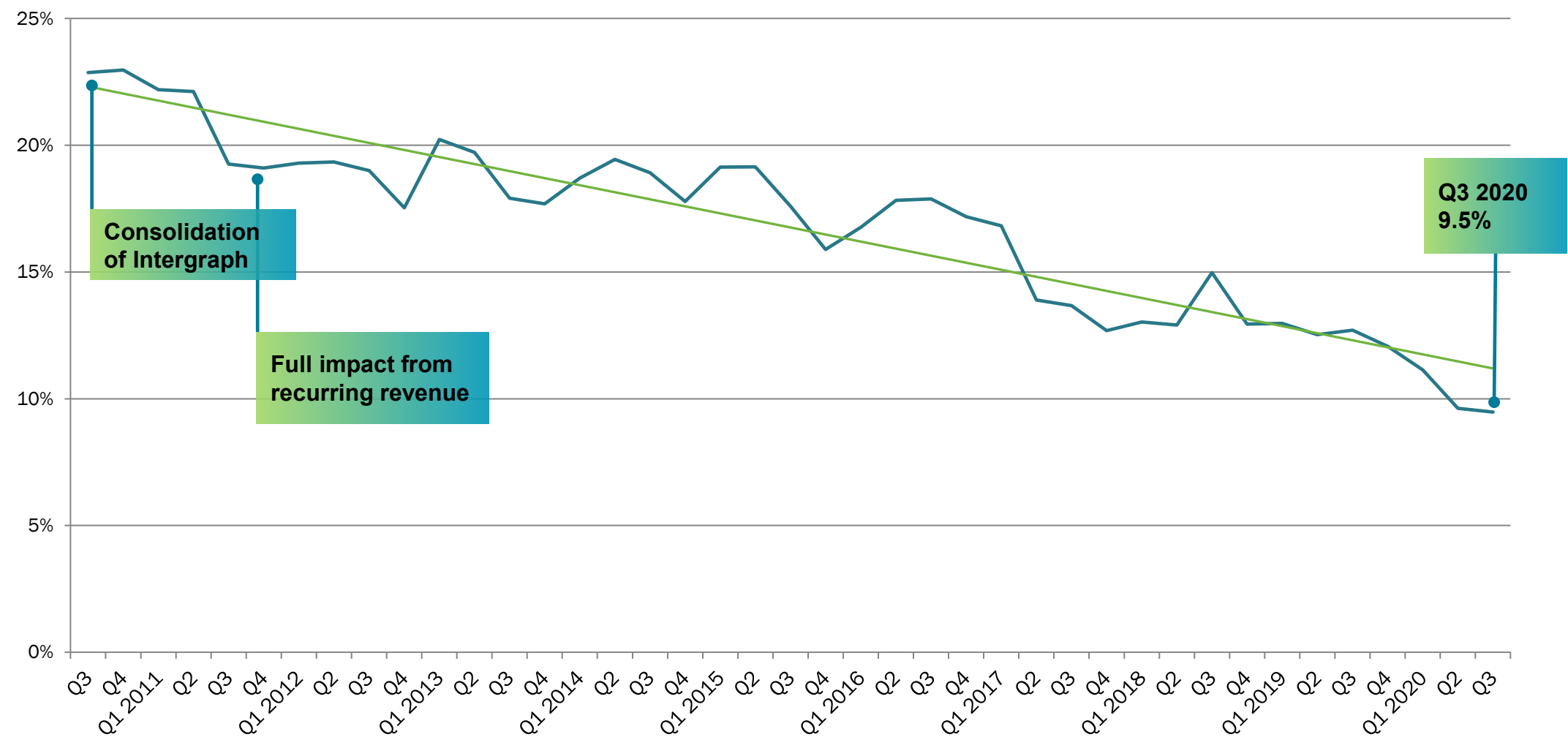
The shift in business model to more software and services has increased recurring revenue

Strong cash flow

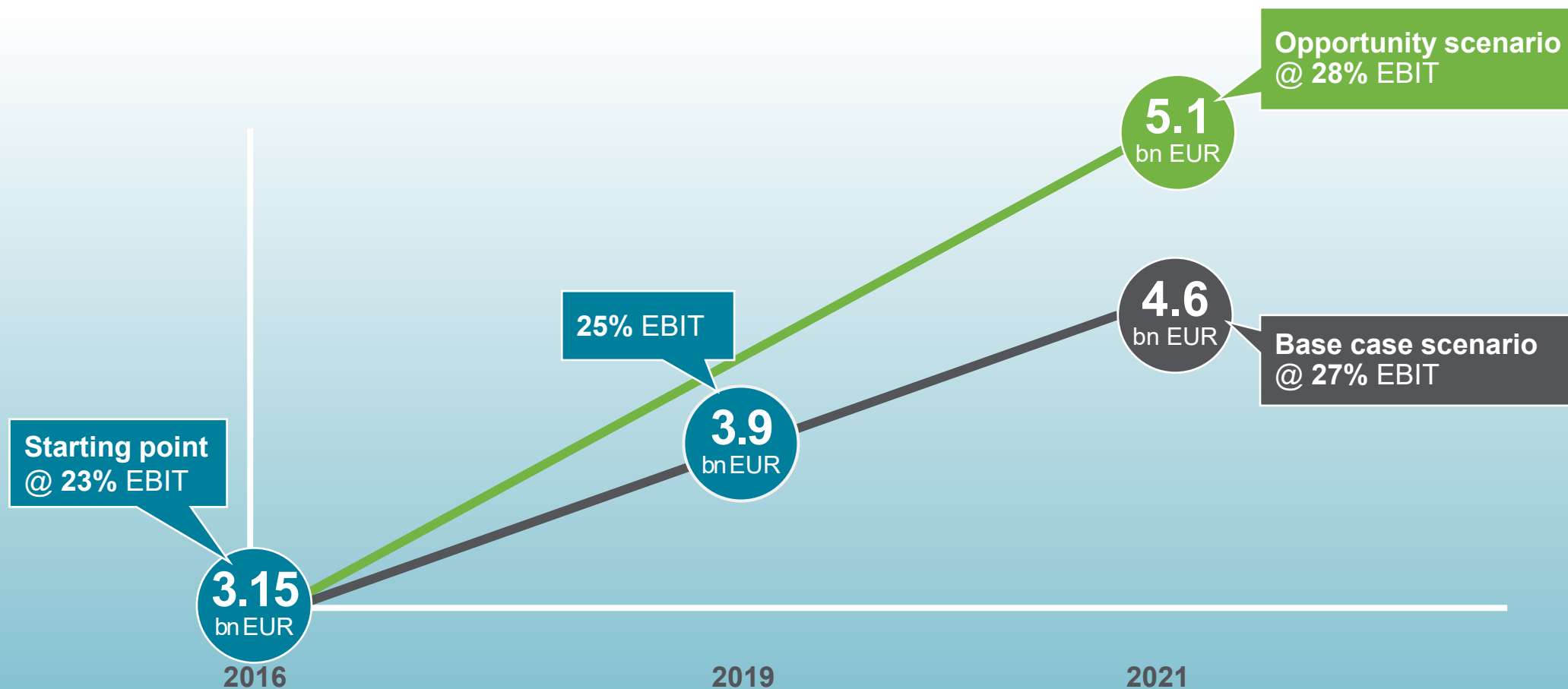


- Our average cash conversion since 2011 is 86%
- As Hexagon is expanding, 80-90% cash conversion is a reasonable target
- Cash flow seasonality:
H1 – weak
H2 – strong

Working capital to sales



Financial targets 2017-2021



Growth can vary between years

8-10%
total growth per
year on average

Approximately
5%
organic growth per
year on average

M&A is
expected to add
3-5%
to growth per year

FX is expected
to be
0%



Q&A