

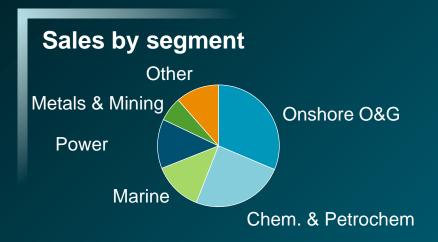
PPM at a glance

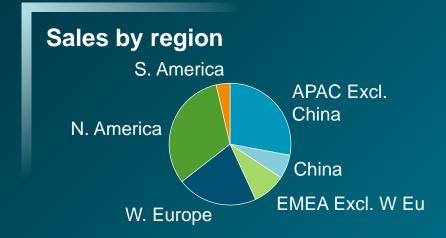
LEADER

- Creation of smart digital assets for the design, build and operation of all complex facilities
- Solutions used by Fortune 500 Owner Operators and EPC companies worldwide

STRONG FINANCIALS

- Revenue ≈ 0.5bn, EUR
- 75+ percent recurring revenue

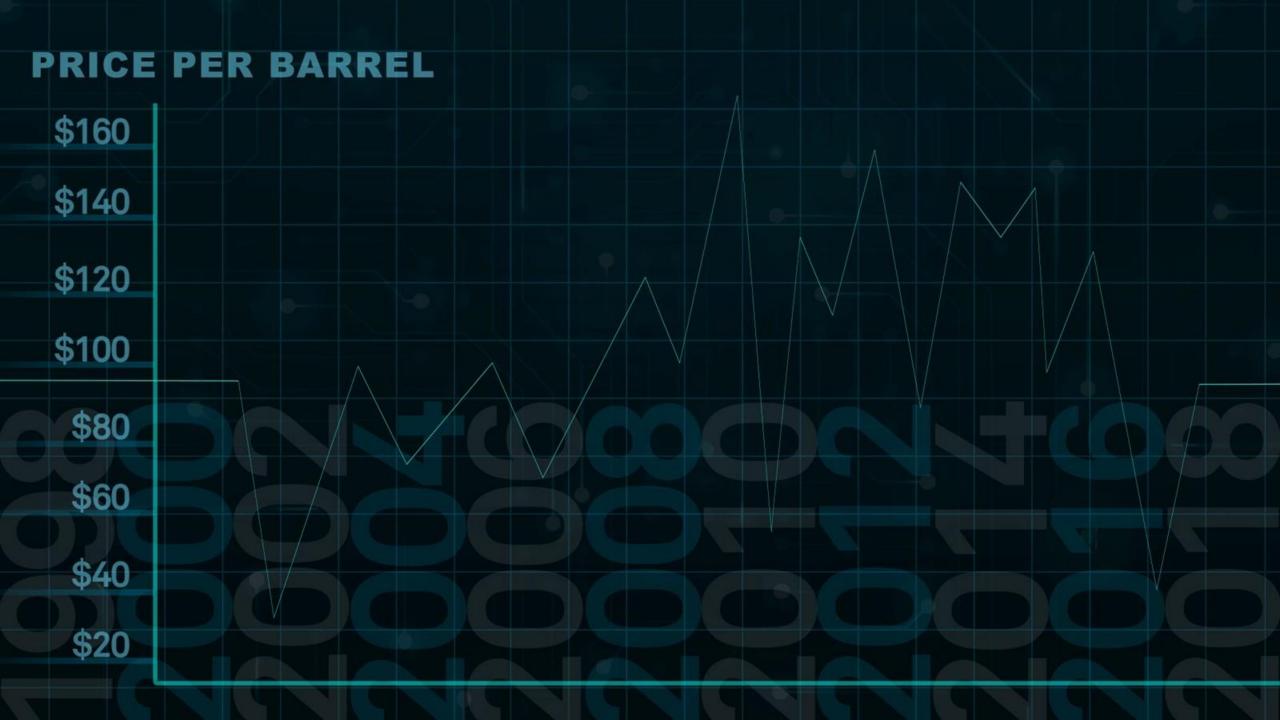






Market Updates

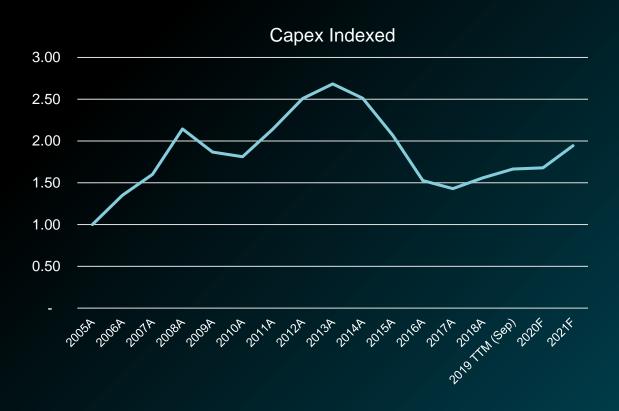




CAPEX Trend Stabilized



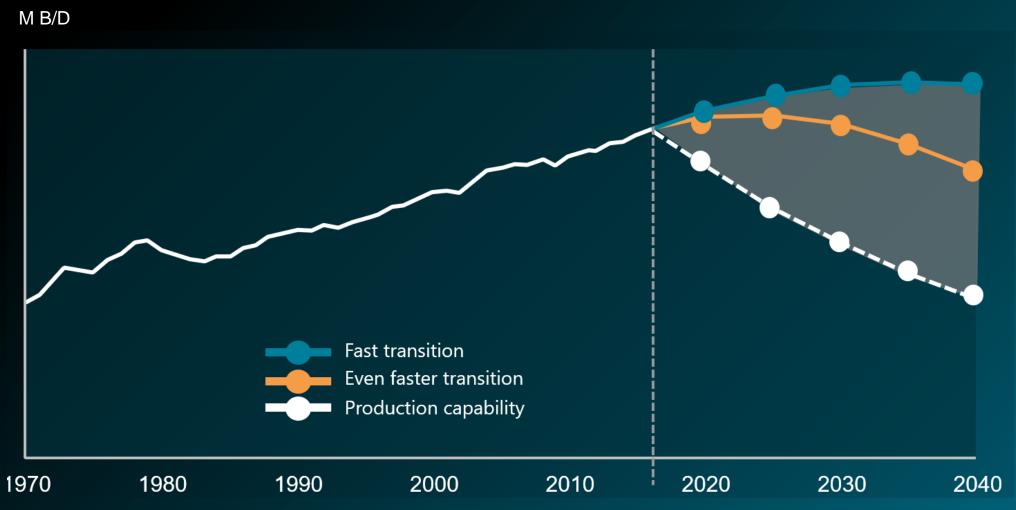
CAPEX Trend Stabilized







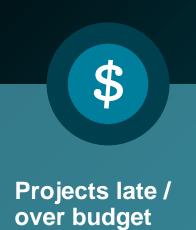
Owner Operators Continue to Invest – Demand is not going away...

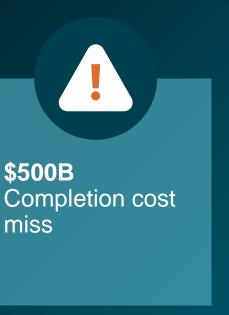




... But EPC's continue to struggle

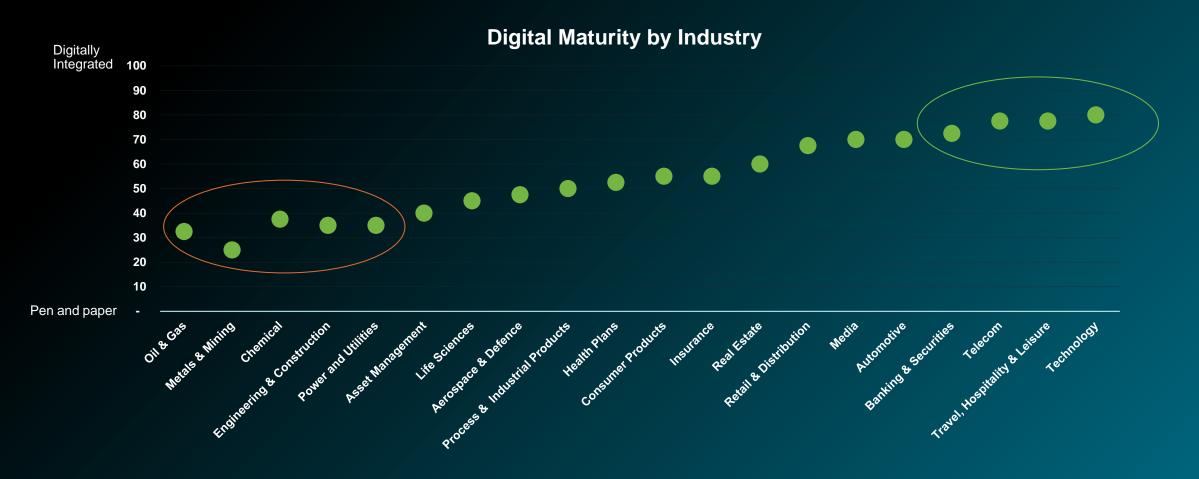






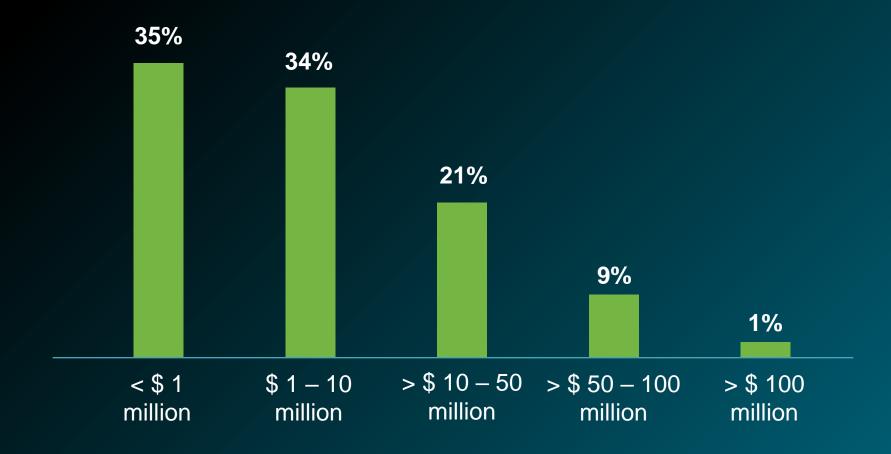


Digital Maturity by Industry 2019



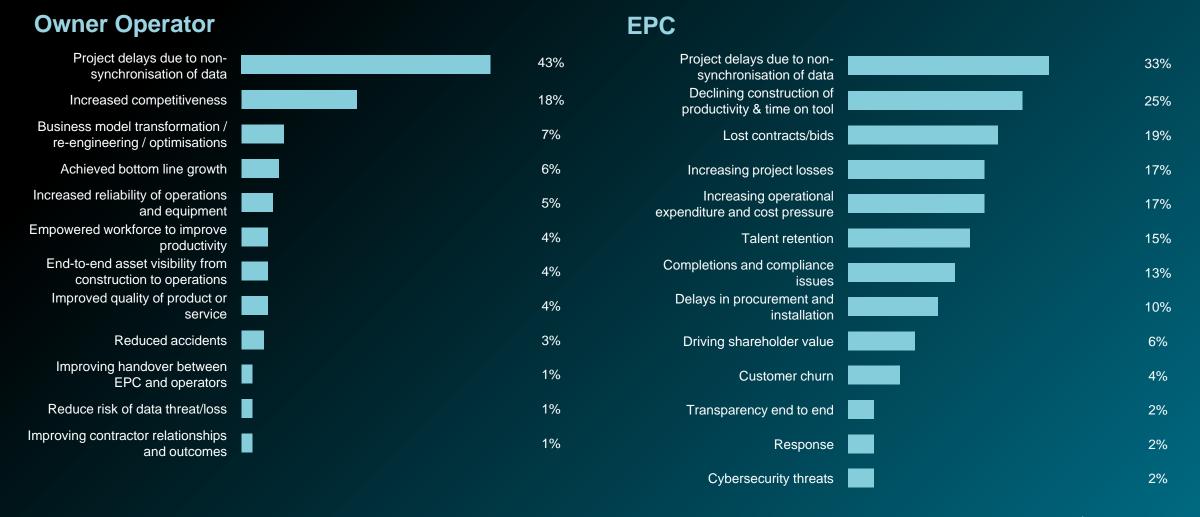


Budget allocated for digital transformation 2019





Why will investments in DT increase?





Summary Market Outlook

CAPEX expected to increase steadily but slowly

Industry behind on technology adoption

Investments in DT bound to increase

Hexagon PPM perfectly positioned to benefit from this



Strategy view and portfolio



Smart Solutions for the Entire Lifecycle

Integrated Solutions Available On-Premise or in A Smart Cloud Environment



Build/Construct Operate/Maintain



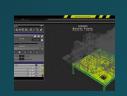
HEAVY INDUSTRIAL

DESIGN/PLAN



SmartPlant® Electrical SmartPlant® Instrumentation Intergraph Smart® 3D SmartPlant® P&ID

BUILD/CONSTRUCT



Intergraph Smart® Yard Smart® Weld Quality Management Intergraph Smart® Construction Intergraph Smart® Materials

OPERATE/MAINTAIN



SmartPlant® Enterprise
SmartPlant® Fusion
Intergraph Smart® Digital Asset

Enterprise Project Controls | Information Management | Situational Awareness

AEC & INFRASTRUCTURE



BricsCAD BricsCAD BIM



SMART Build Hex Geosystems Intergraph Smart® Materials



Bricsys 24/7
Intergraph Smart® Digital Asset

On-Cloud or On-Premises Intergraph Smart® Cloud



Our Focus, Our Future

Sustaining our Core

- **Design** leadership
- **UX** and integration
- Widen footprint

Growing our Talent

- Modern tech
- **Disruptive** culture
- Accountability and recognition



Placing our Bets

- Ops & Maintenance (Owner Operators)
- Construction (Infrastructure and AEC)
- Alternative markets (F&B, Renewables, Medtech etc)

Winning Innovation & M&A

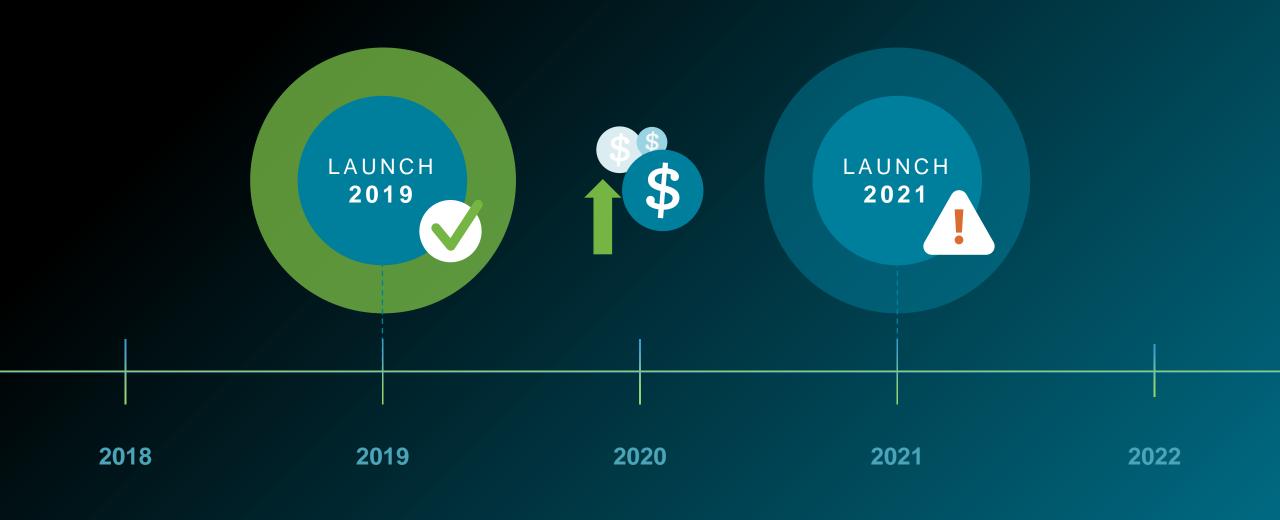
- Asset lifecycle information mgt (HxGN SDx)
- **✓ Construction optimisation** (HxGN Smart Build)
- Project controls (Ecosys Projects Performance)
- ✓ CAD for AEC (BricsCAD)
- Operations management (J5)
- **✓ Completions SW** (SMART Completions)



Design

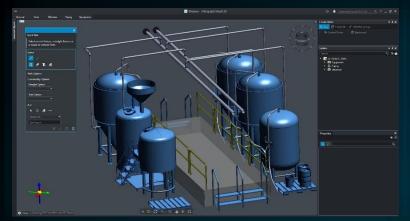




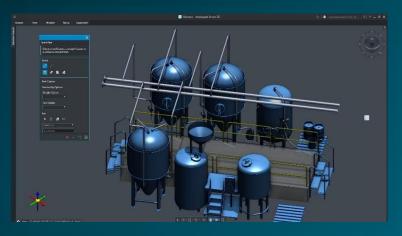




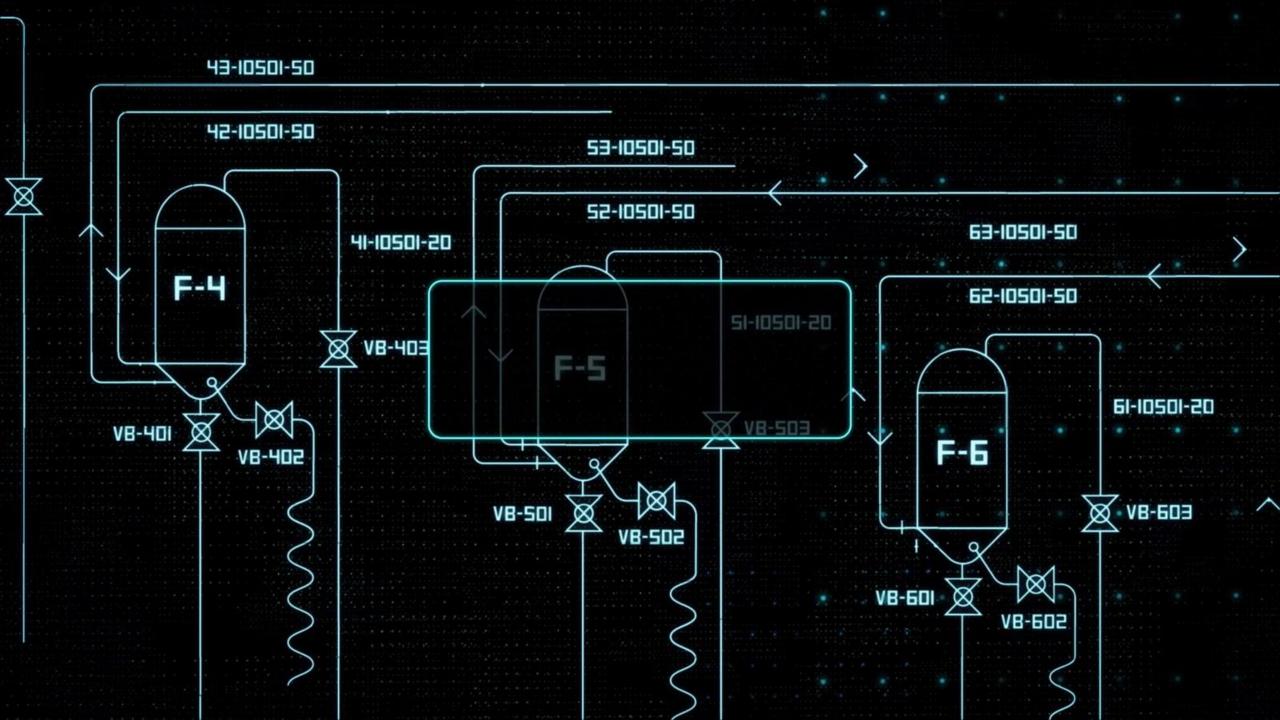
UX for Smart 3D



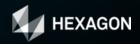




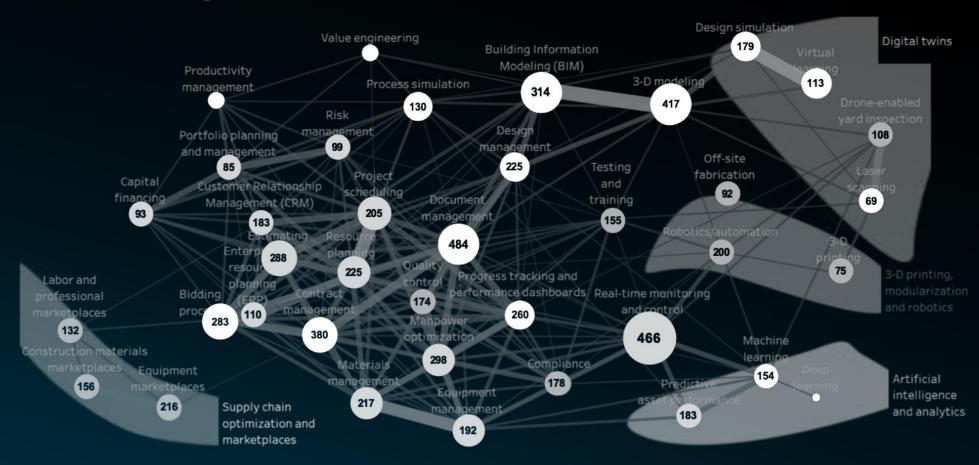




Build



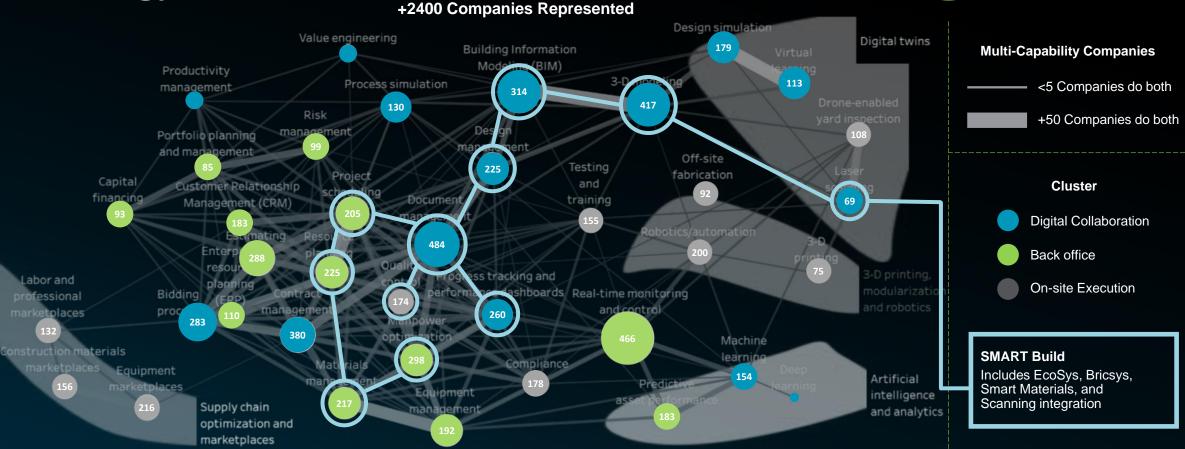
Hexagon construction tech Landscape





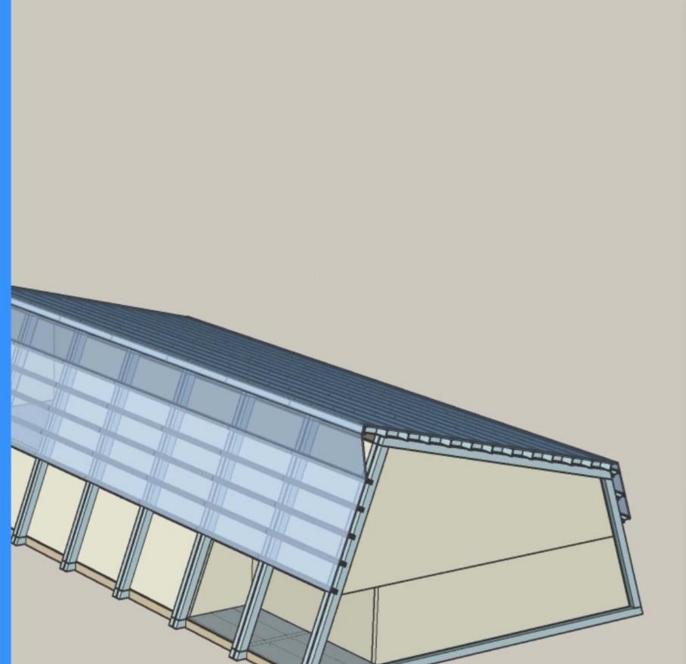
Hexagon construction tech Strategy





Source: McKinsey "Seizing opportunity in today's construction technology ecosystem" Sep 2018

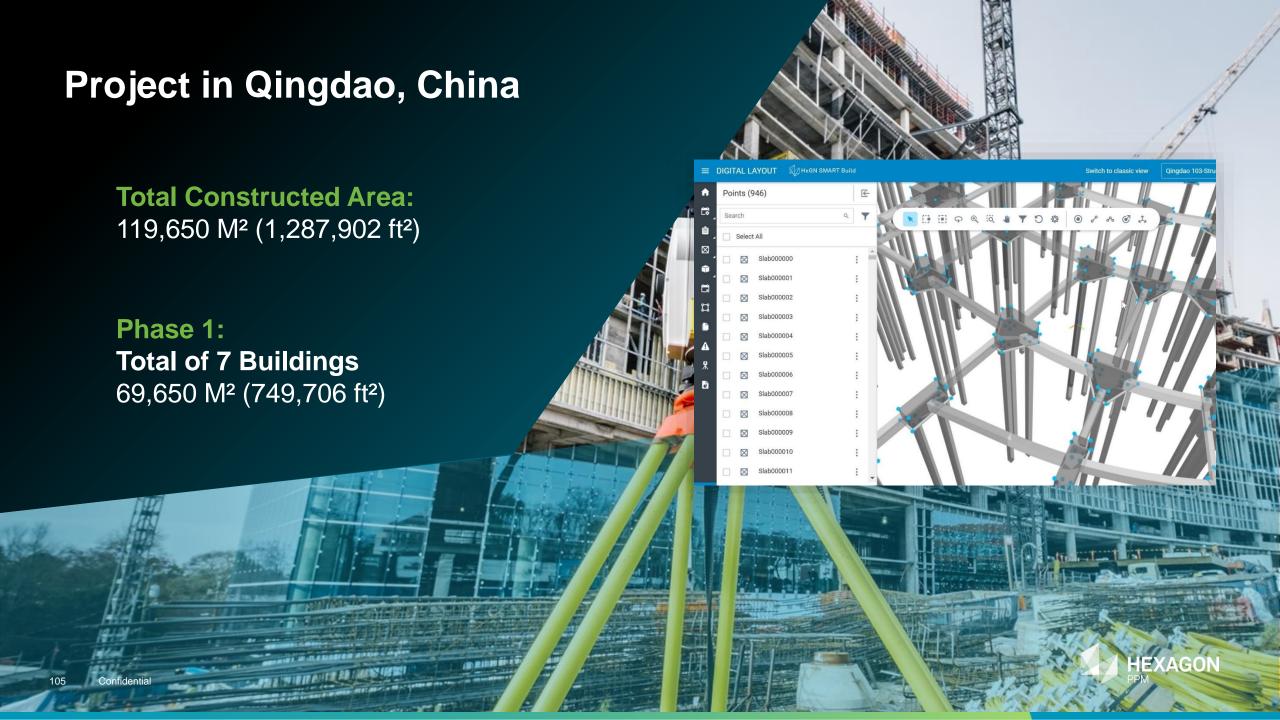




Bimify



Structure



Operations & Maintenance



Operation process control and analysis

resource planting

Control systems Asset reliability & data historians CONSOLIDATED AspenTech / Meridium Emerson / Honeywell / / SKF / ABB OSI-Soft / Schneider / ABB / AspenTech **ERP/CMMS EVERYTHING ELSE** CONSOLIDATED SAP / Maximo Operational excellence through Plant maintenance and leveraging plant digital twin

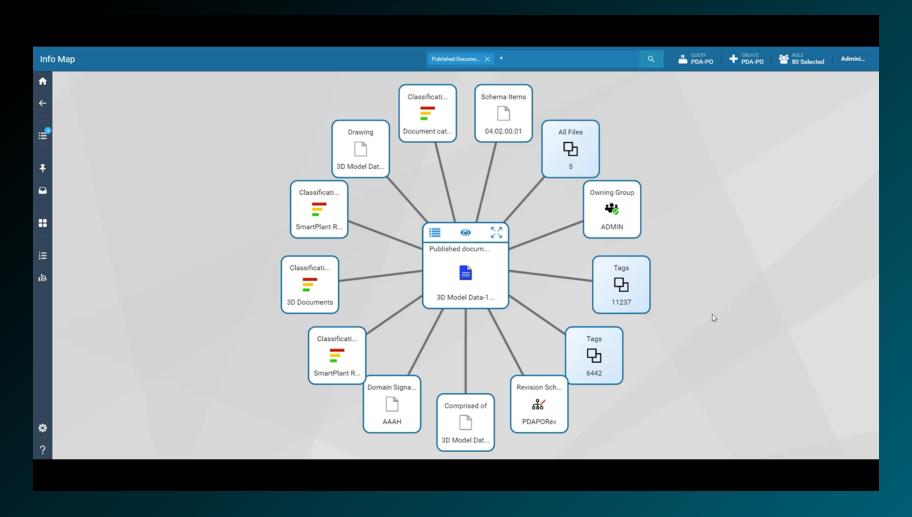


Our areas of focus





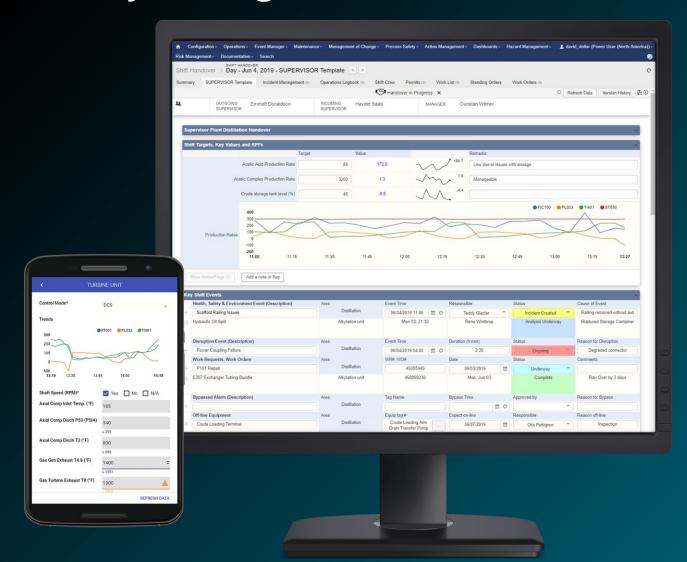
Operational Twin





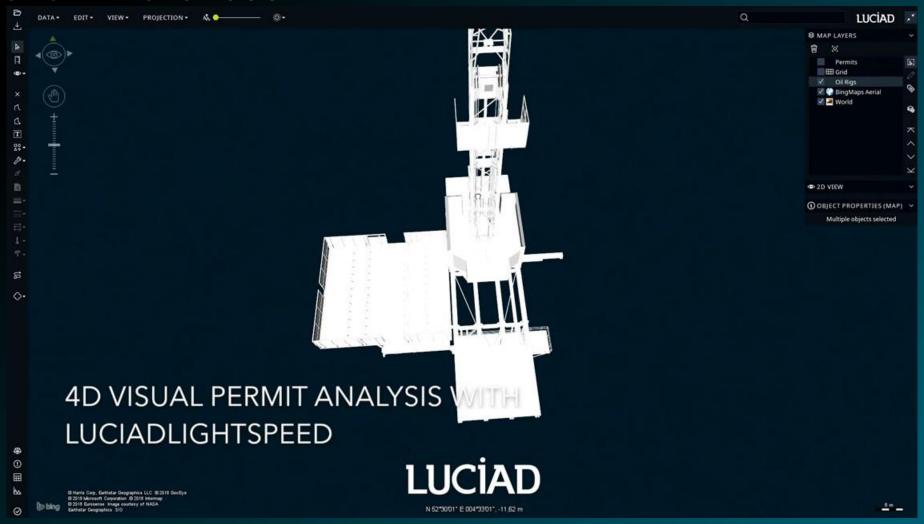


Operations & Safety Management





Situational Awareness







Operation process control and analysis

resource planning

Control systems Asset reliability & data historians Intergrate / CONSOLIDATED Partnerships Intergrate / Partnerships Operational Twin, Connected **ERP/CMMS** Worker, Operations & Safety CONSOLIDATED Intergrate / Situational Awareness Partnerships Operational excellence through Plant maintenance and

leveraging plant digital twin

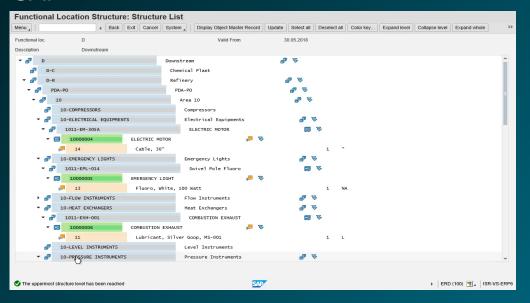


Integration

OSI SOFT



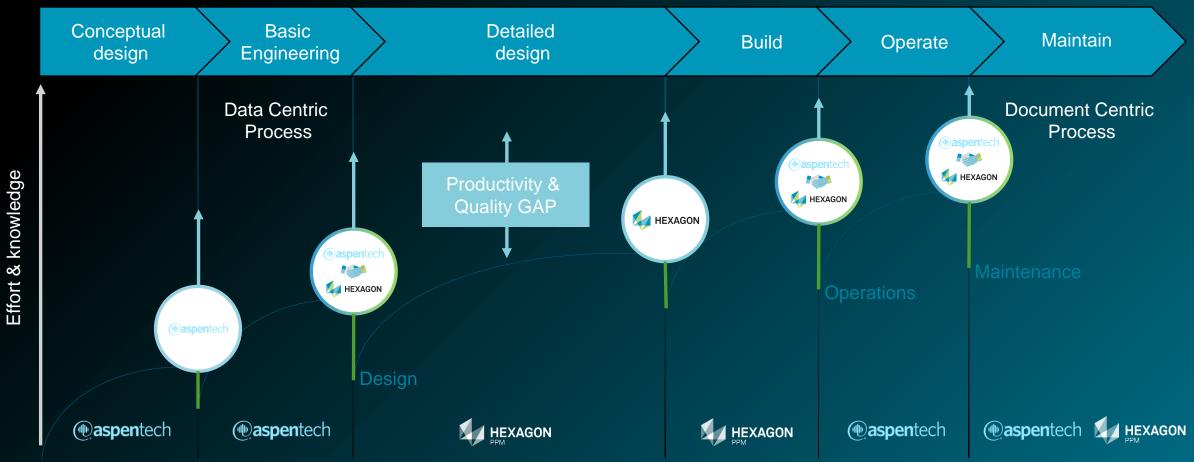
SAP





Two markets leaders partnering and integrating







Summary



Conclusions

- Slow rebound of Capex demand not going away
- Unique positioning in digital transformation market
- Build and Operate space growing faster.
 BUT Design still growing
- Core investments in UX and Integration to maintain leadership position
- Diversification strategy will continue both through innovation as well as through partnerships and M&A

