



Josh Weiss

PRESIDENT | MANUFACTURING INTELLIGENCE

Manufacturing Intelligence

Empowering Makers for
the Future of Manufacturing.

We drive efficiency, productivity and quality
paving the way for a sustainable future.

Industries we serve

General Manufacturing | Automotive | Aerospace |
Electronics | Energy | Life sciences



Manufacturing Intelligence overview

FINANCIAL PROFILE (2022)

€1.9B Revenue / 7% CAGR (2017-2022)

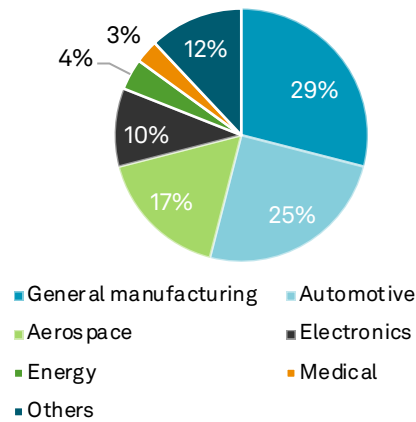
62% Gross margin / 26% EBIT

30% Recurring revenue

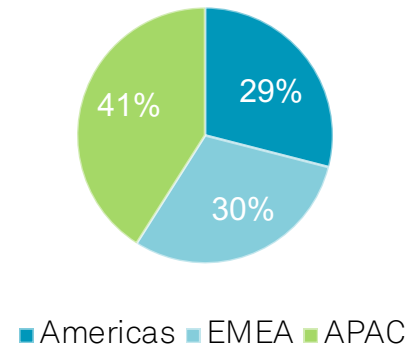
Direct: 69% / Indirect 31%

Software and services: 56%

SALES (2022) BY INDUSTRY



SALES (2022) BY REGION



STRATEGY



Serving ~70,000 customers annually,
500k active SW licenses and 15k devices shipped per year

Internal Transformations
unifying G2M, Innovation &

Operations

Automotive



Aerospace



Electronics



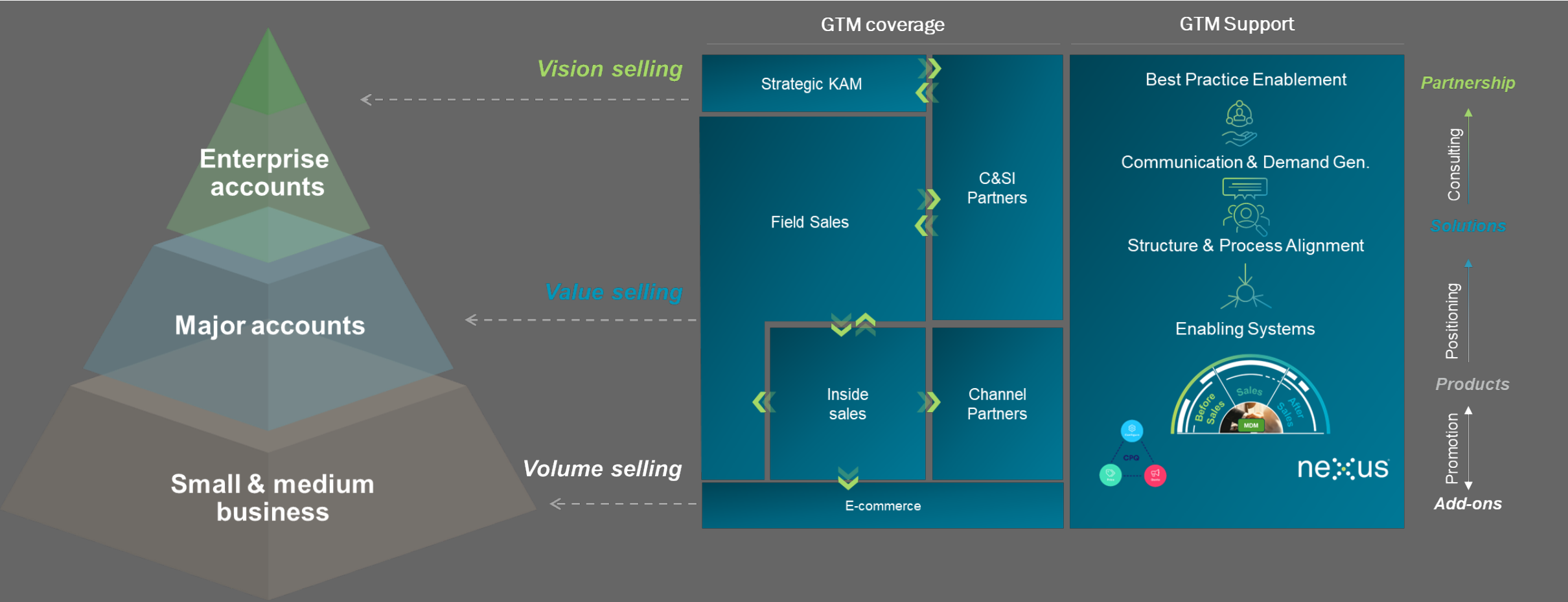
Life sciences



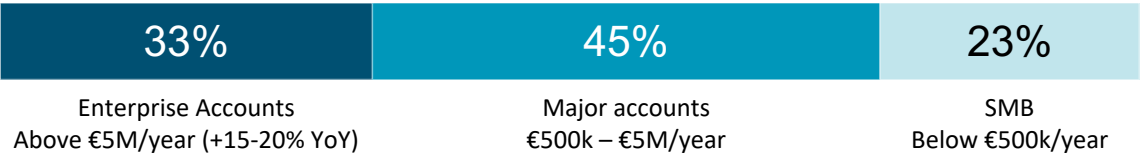
G2M Transformation

1,600+ sales professionals
3,200+ customer success

One go to market team with an increasing role in customers' success



Revenue by customer type



20 CRMs to 1

40 Customer Portals to 1

Financial opportunity

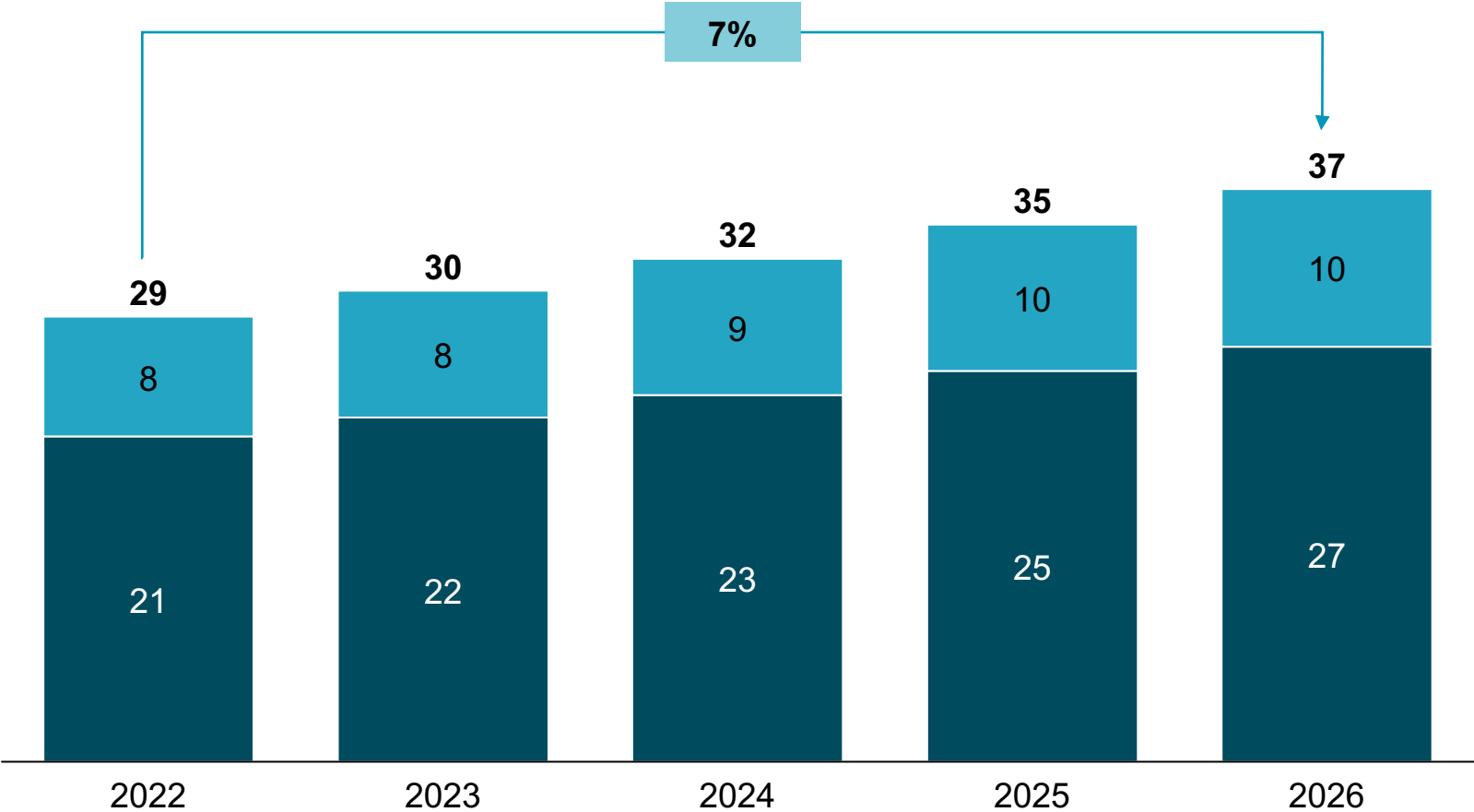
Core Markets

- Automotive
- Aerospace
- General manufacturing

Growth opportunities

- Electronic consumer goods
- Life sciences

Addressable market growing ~7%



Manufacturing Intelligence portfolio



**Multisensor
CMMs**



**Portable
metrology**



**Automated
inspection**



**Metrology &
inspection**

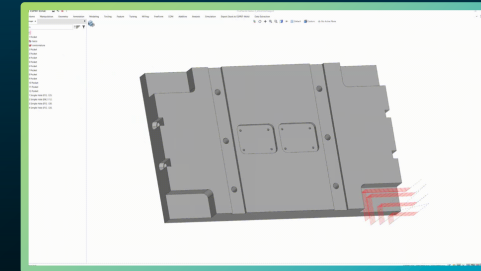
Manufacturing Intelligence portfolio



**Production
machining suite**



**Additive
manufacturing suite**



**Automatic
CNC programming**



Production



**Metrology &
inspection**

Manufacturing Intelligence portfolio



**Multi-body
dynamics**



**Virtual
manufacturing**



**AI and advanced
simulation**



**Design &
engineering**

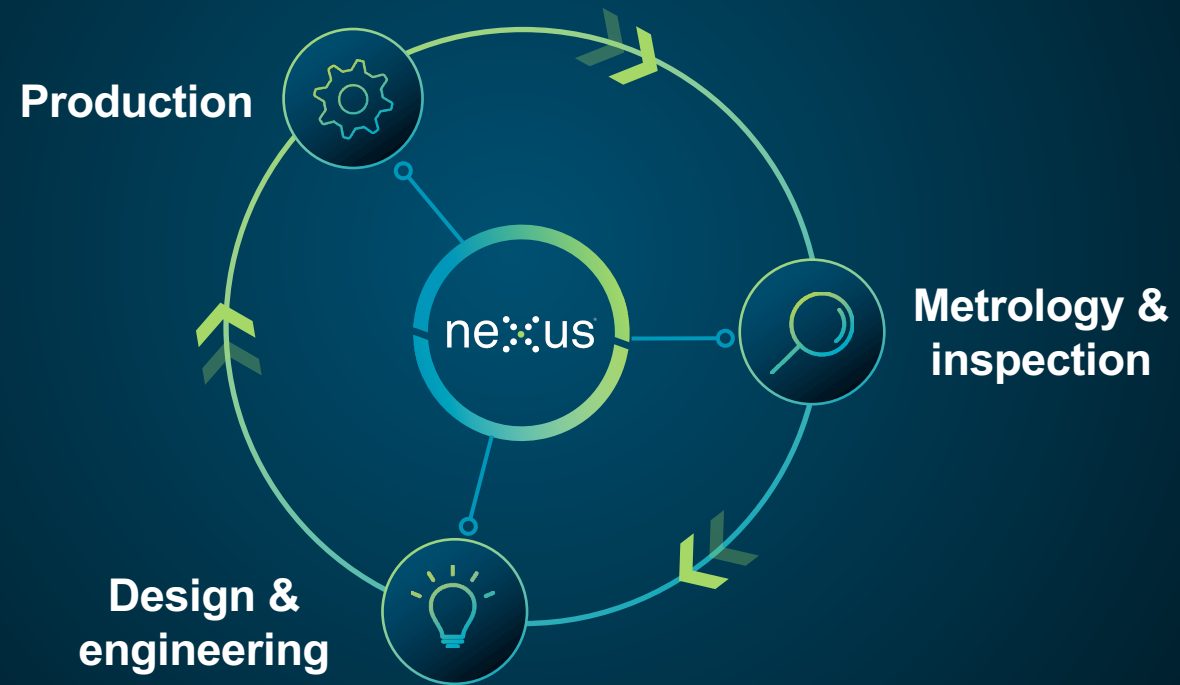


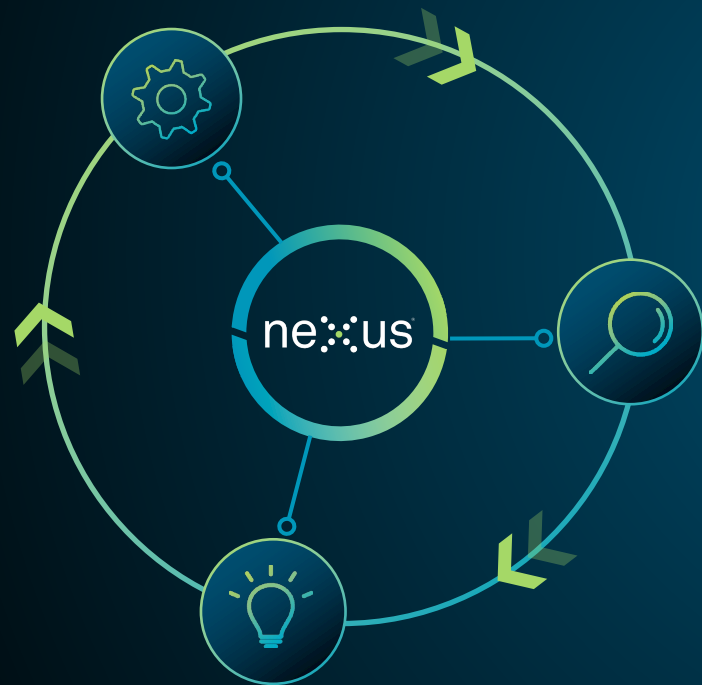
Production



**Metrology &
inspection**

Manufacturing Intelligence portfolio





Nexus



Nexus home page

Nexus Home



Metrology Reporting
nexus APP

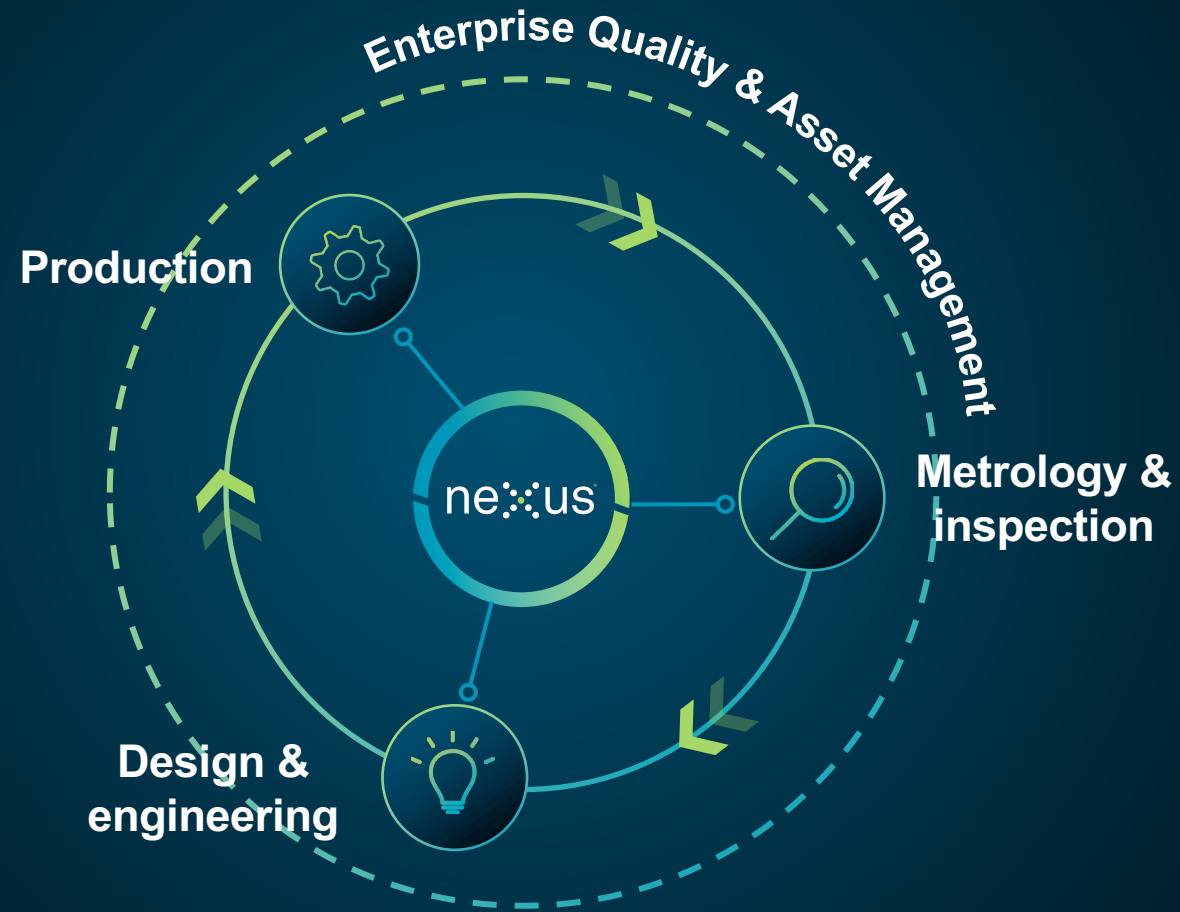
Metrology Reporting

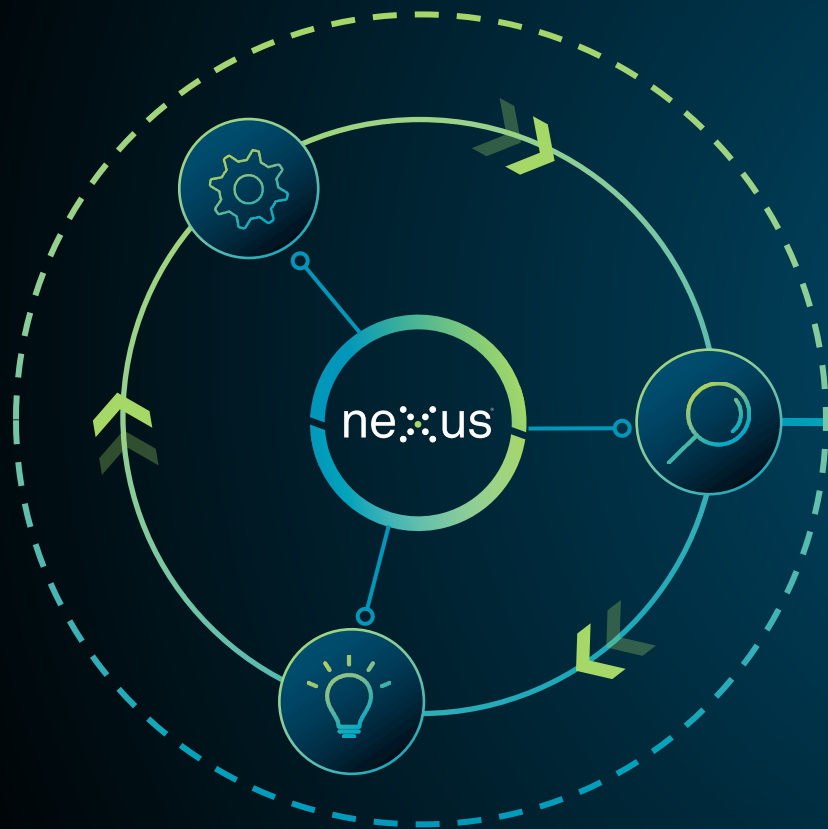


Materials Connect
nexus APP

Materials Connect

Manufacturing Intelligence portfolio





Enterprise Quality & Asset Management

ETQ reliance uniquely combines a broad portfolio of quality applications with market-leading flexibility – all delivered in a cloud environment

42

built on

1

delivered in



Ready-to-use applications
in 8 application sets

An agile platform

Cloud-Native SaaS



Supporting industry standards
ISO 9001: 2015 and ISO 27001
certified



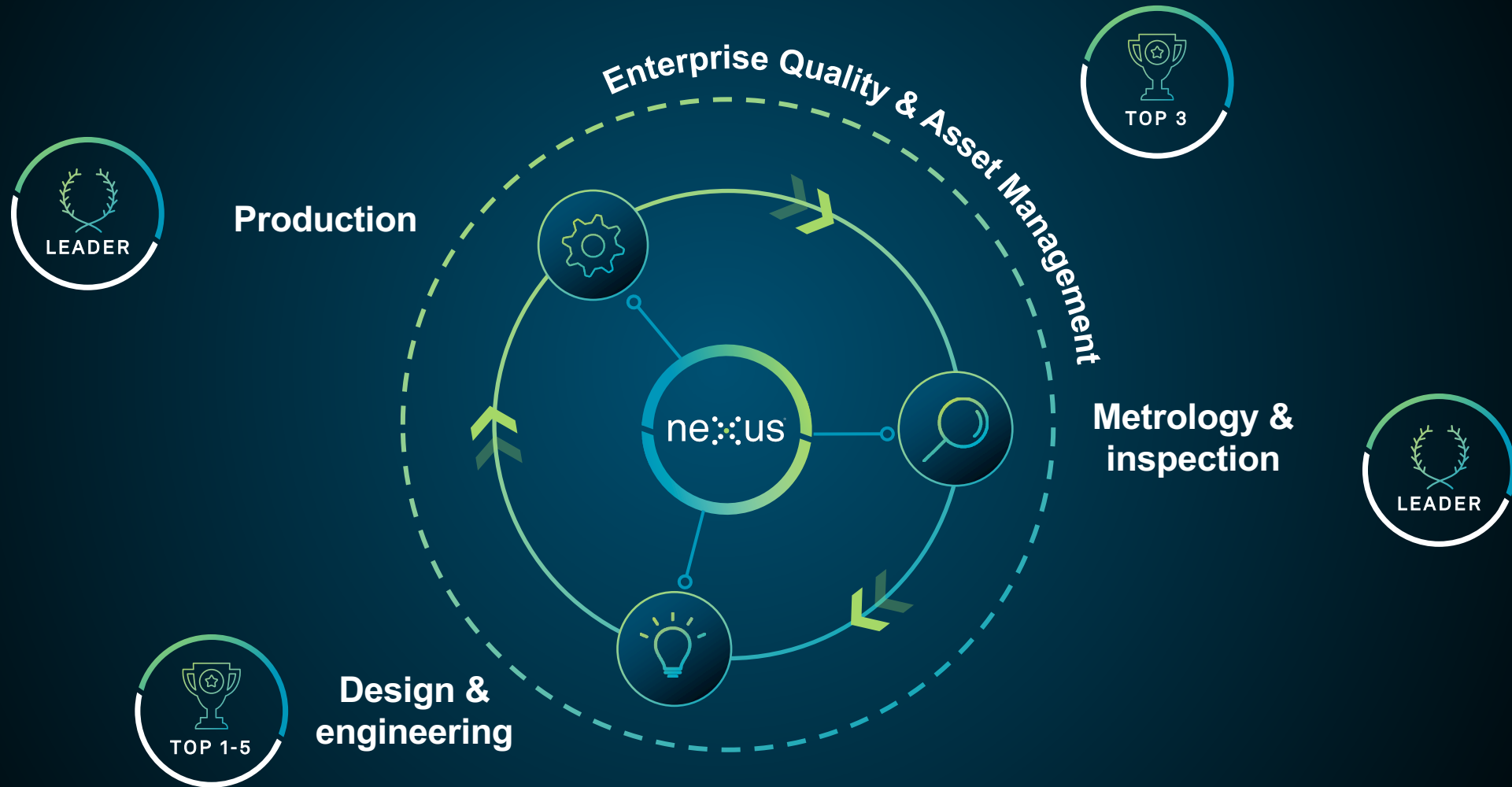
Use out of the box or
configure with drag and
drop ease



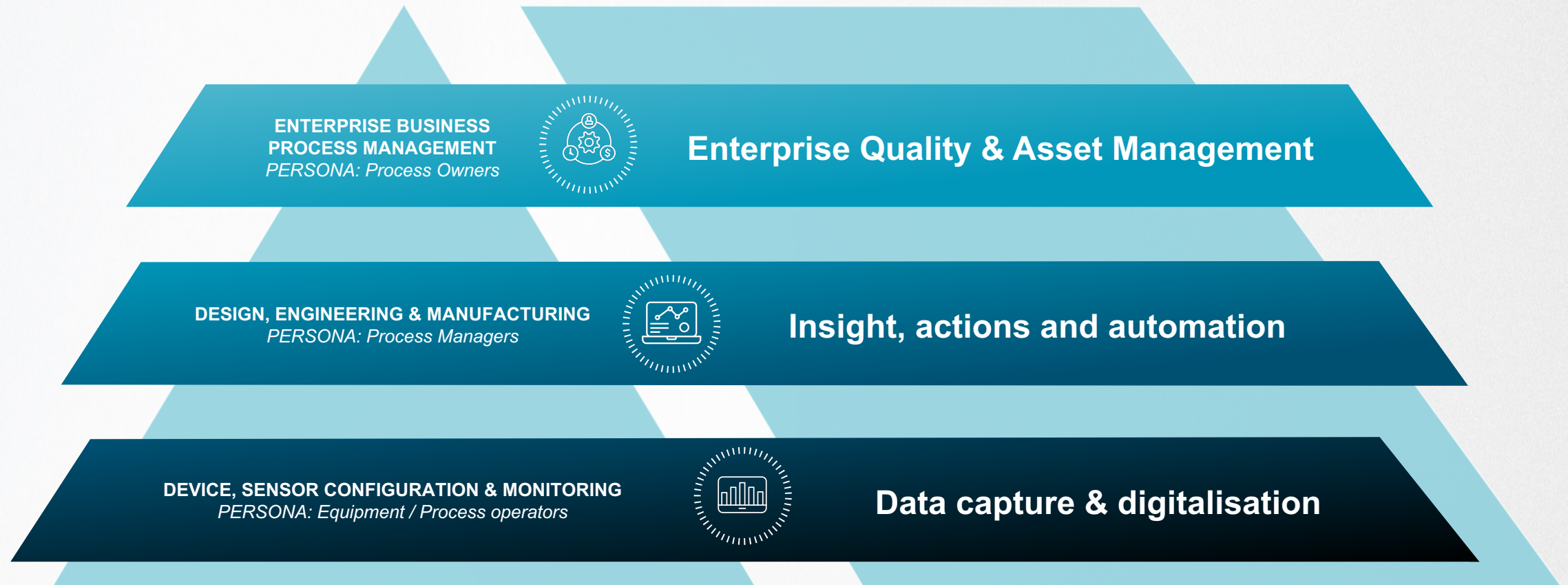
Integrates with other
enterprise applications
(ERP, MES)

MANAGE YOUR ASSETS	MANAGE YOUR BUSINESS PROCESS	MANAGE YOUR MAINTENANCE STRATEGIES	MANAGE YOUR CONFIGURATION
<ul style="list-style-type: none"> ✓ Buildings & Facilities ✓ Capital Equipment ✓ Fleet & Transportation ✓ Geo-Spatial Assets ✓ Process Equipment ✓ Road, Rail & Pipelines ✓ Telecom 	<ul style="list-style-type: none"> ✓ Work Management ✓ Check Lists ✓ Capital Projects ✓ Labor & Contractors ✓ Material Management ✓ Procurement Management ✓ Safety / Permits 	<ul style="list-style-type: none"> ✓ Warranties ✓ Case Management ✓ Cost Tracking ✓ Repairable Spares ✓ Calibration / eSignature ✓ Qualifications ✓ Scheduling 	<ul style="list-style-type: none"> ✓ Reactive ✓ Inspections ✓ Preventive ✓ Condition-based ✓ Predictive ✓ RCM ✓ Energy & Sustainability
<ul style="list-style-type: none"> ✓ Screen Design ✓ User-Defined Fields ✓ User-Defined Screens ✓ Custom Tabs ✓ Multi-site ✓ Multi-language ✓ Data Import/Export 	ANALYTICS		
<ul style="list-style-type: none"> BI Analytics KPIs, Dashboards 	INTEROPERABILITY		
<ul style="list-style-type: none"> Mobile CAD GIS Integration UPK Alert Management 			

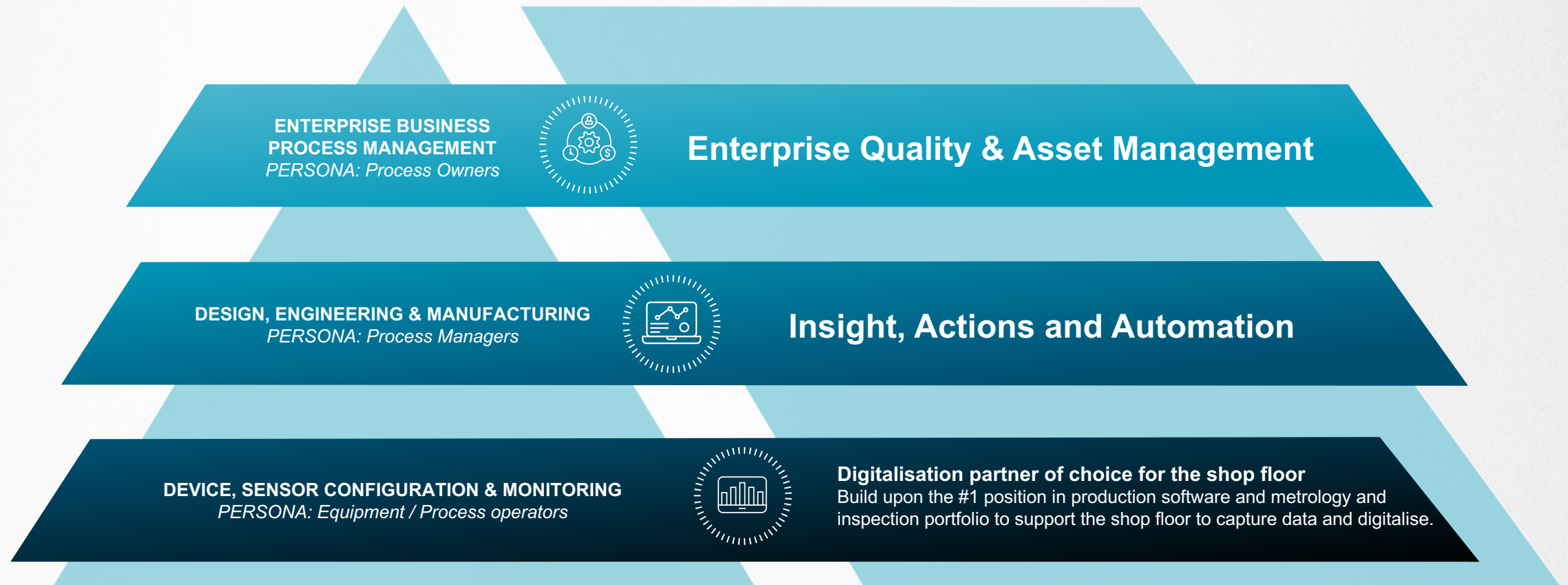
Leading portfolio position



Data, insights, actions and quality



Data, insights, actions and quality

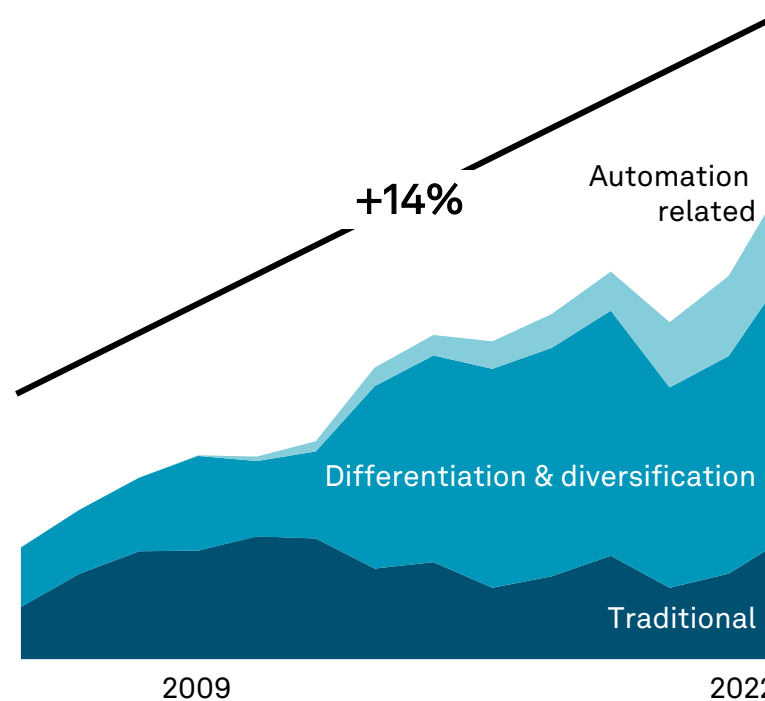


Portable metrology

Leading HW and SW portfolio



Strong organic growth (Tracker example)



Drivers behind success

Customer driven innovation:

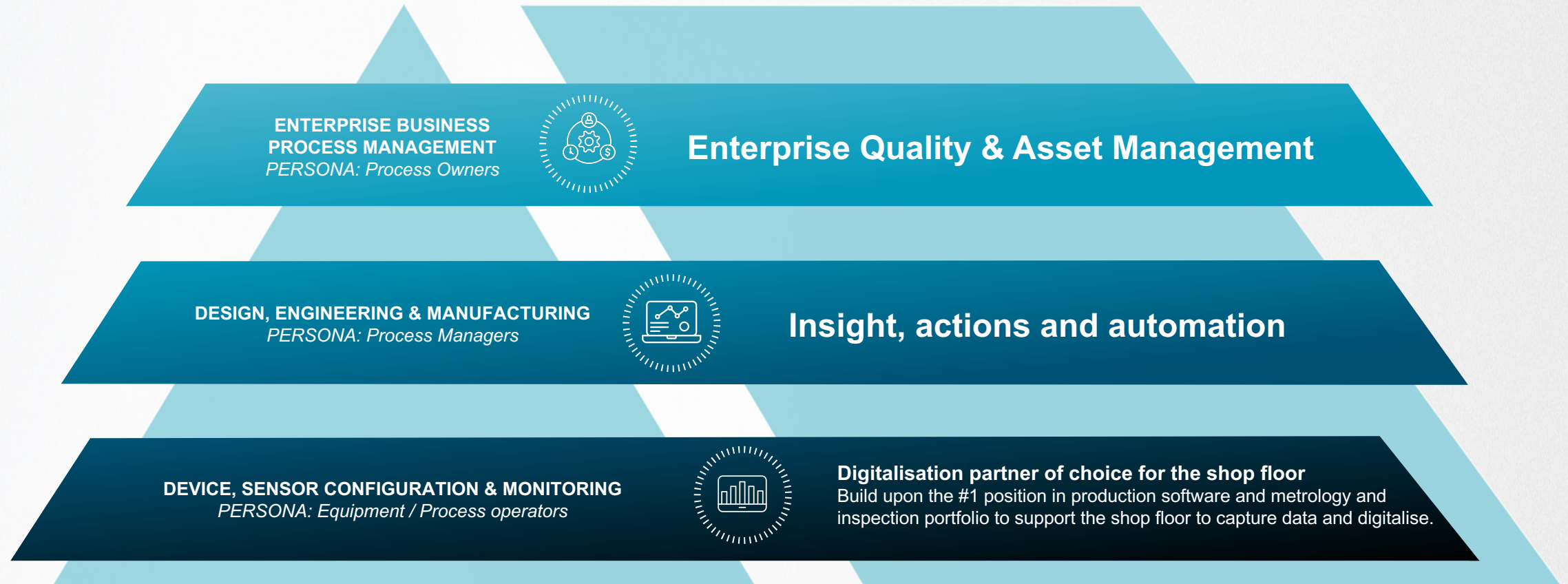
- Ease of use – interoperability
- New segments – ruggedisation
- In & Near-Line
- Automation

Manufacturing efficiency:

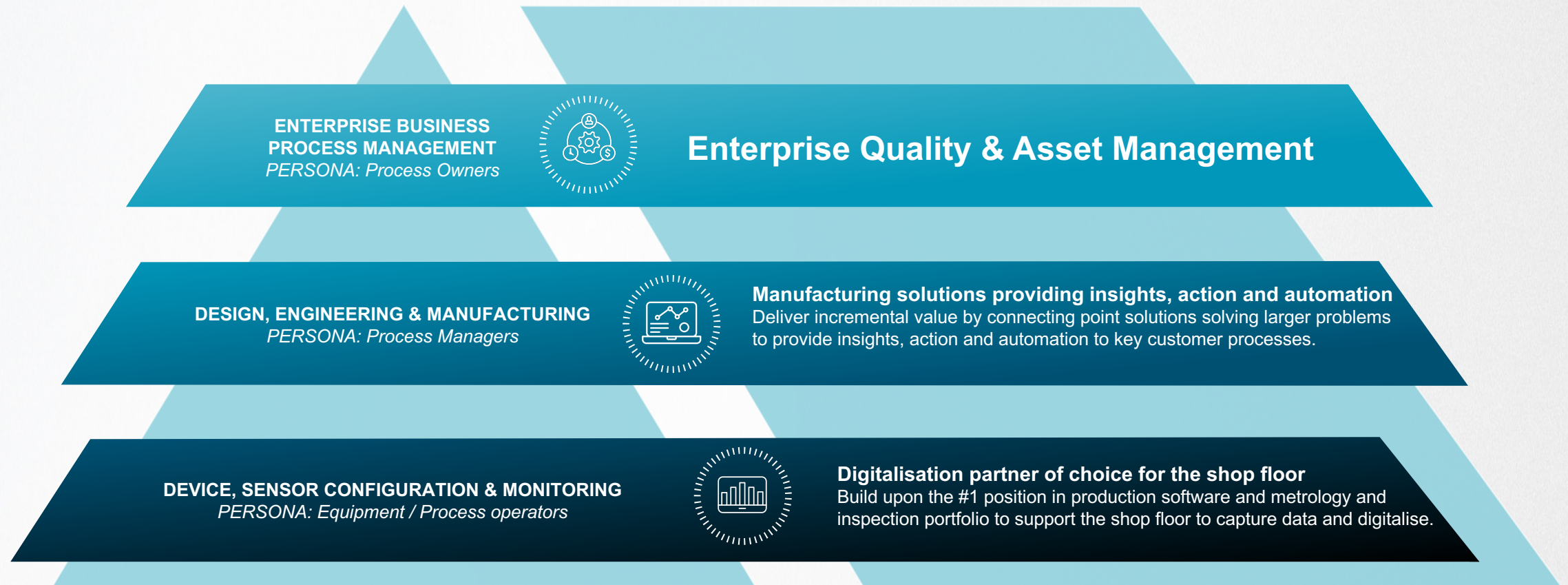
- Common components (encoders)
- Global manufacturing footprint
- Platforms & convergence

Market leader: strongest portfolio across hardware and software,
27% market share – 2x closest competitor

Data, insights, actions and quality



Data, insights, actions and quality



Automated inspection opening up new value and opportunities

Customer needs

Need for **higher flexibility** in the production process

Skills and labour shortage as well as need to modernise “factory profession”

Re-shoring putting new requirements to ensure quality inspection

Higher quality demands

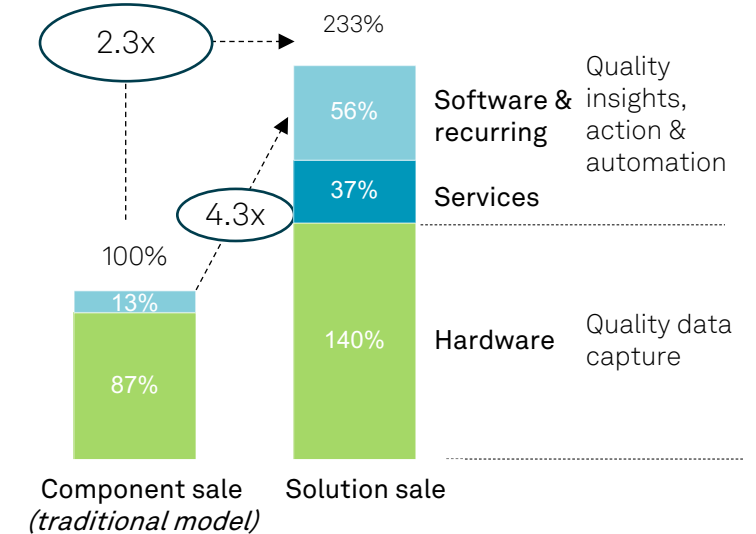
Shorter **Time to market** (e.g. EV models)

Solution and customer value

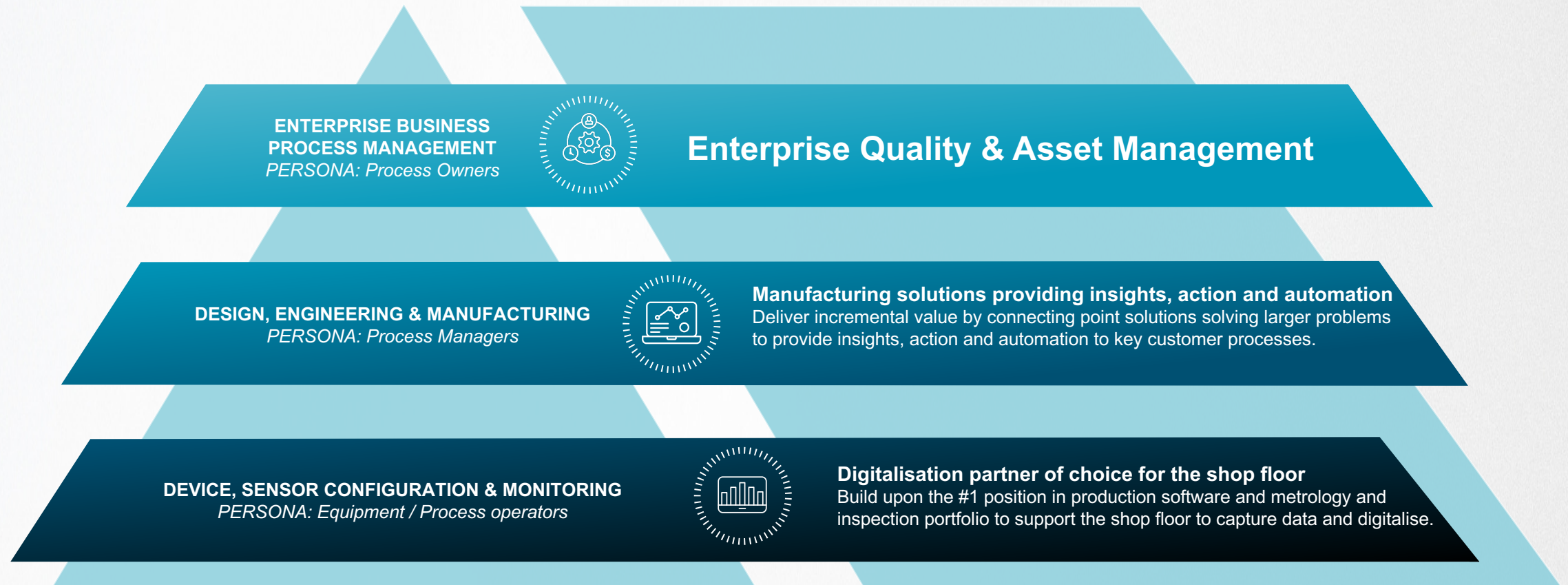


Hexagon value creation

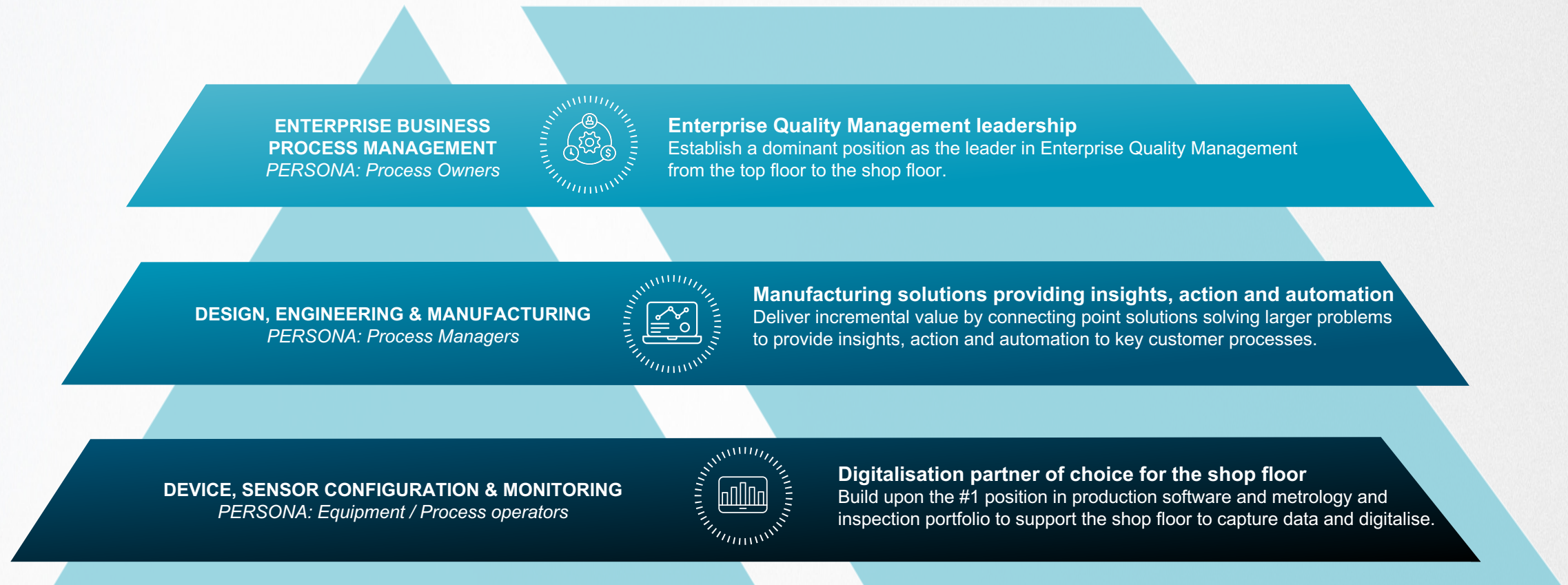
Revenue



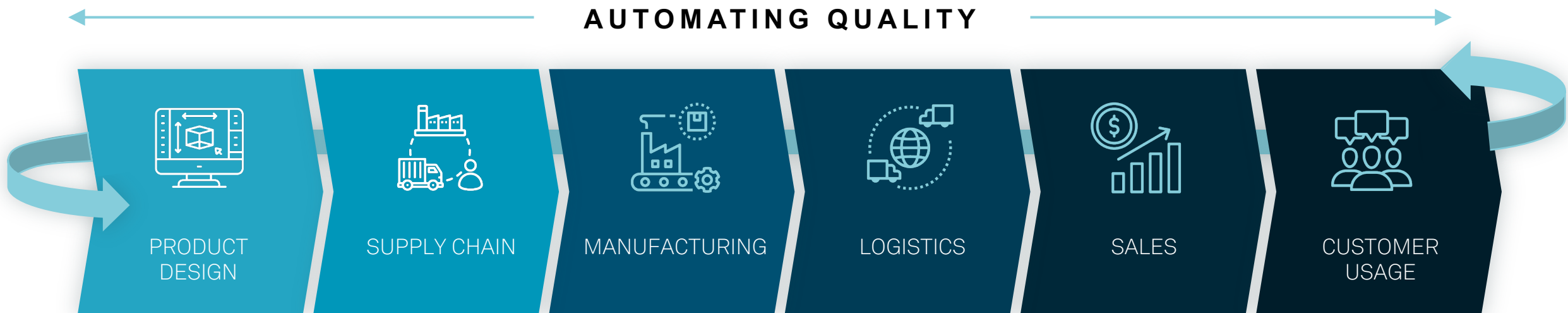
Data, insights, actions and quality



Data, insights, actions and quality



Enterprise Quality for quality process orchestration across the value chain



Streamline operations



AMD centralised data and data yielded analysis — delivering better results and **saving hundreds of staff hours per week**

Reduce cost



Wabtec saw **\$30M in annual savings** in cost of quality programs

Time to market



Kimberly-Clark eliminated 630 separate systems; **80% faster time-to-market**

Reduce risk of non-compliance



Ecolab **consolidated its quality mgt, processes across 170 countries**

Strong customer loyalty and expansion

Strong financial results, leading portfolio and growth opportunities

Leveraging our position of strength

FINANCIAL PROFILE (2022)

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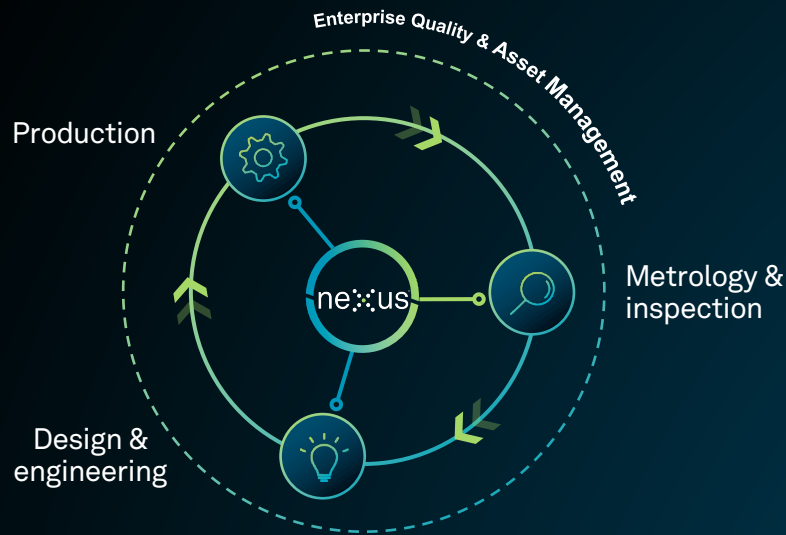
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30% Recurring revenue

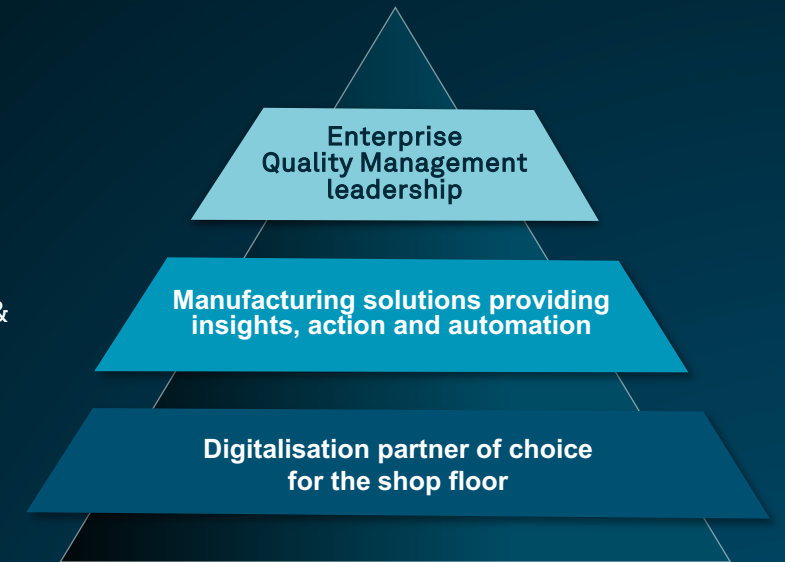
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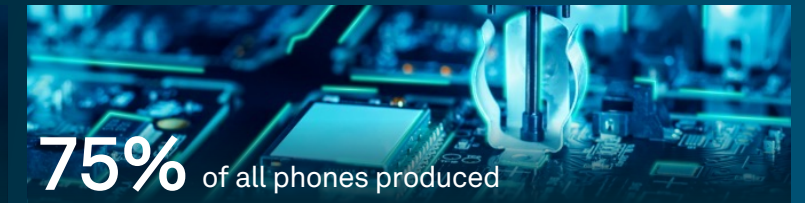
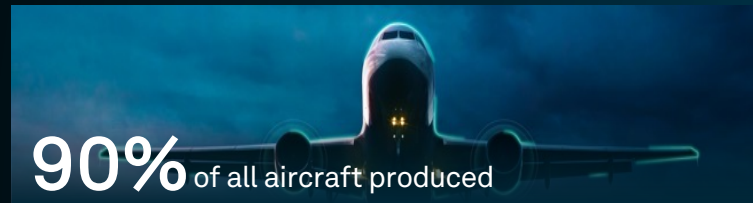
Expanding portfolio driving our strategy



Multi-Persona recurring revenue growth strategy for 2030



Empower Makers for the Future of Manufacturing





Mattias Stenberg

PRESIDENT | ASSET LIFECYCLE INTELLIGENCE

Asset Lifecycle Intelligence

Hexagon's Asset Lifecycle Intelligence division is a market-leading software provider to Fortune 500 companies that help clients design, construct, and operate more profitable, safe, and sustainable assets & facilities around the world.

Industries we serve

Oil & Gas | Chemicals | Power & Utilities | Manufacturing |
Transportation | Metals & Mining | Food & Bev. | Pharma & Bio



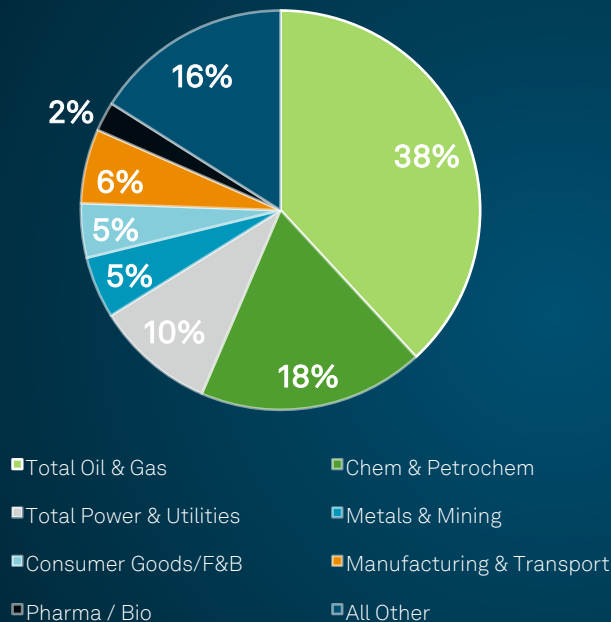
Asset Lifecycle Intelligence

REVENUE PROFILE (2022)

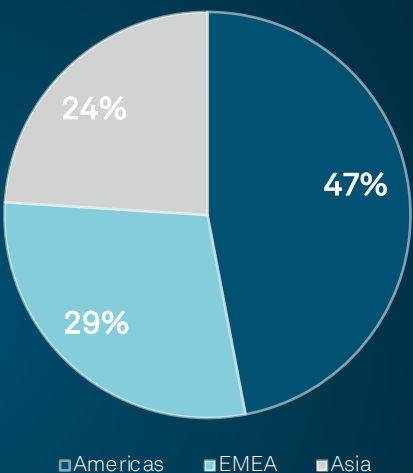
Revenue	728 MEUR
CAGR ('18-'23)	~5%
Gross Margin	80%
EBIT1 Margin	36%
# of Customers	7000
Direct Sales	>90%
Recurring Revenue	74%
Employees	4500
Engagement Score*	74%

* Korn Ferry Employee Engagement Benchmark Study 2022

SALES (2022) BY INDUSTRY



SALES (2022) BY REGION

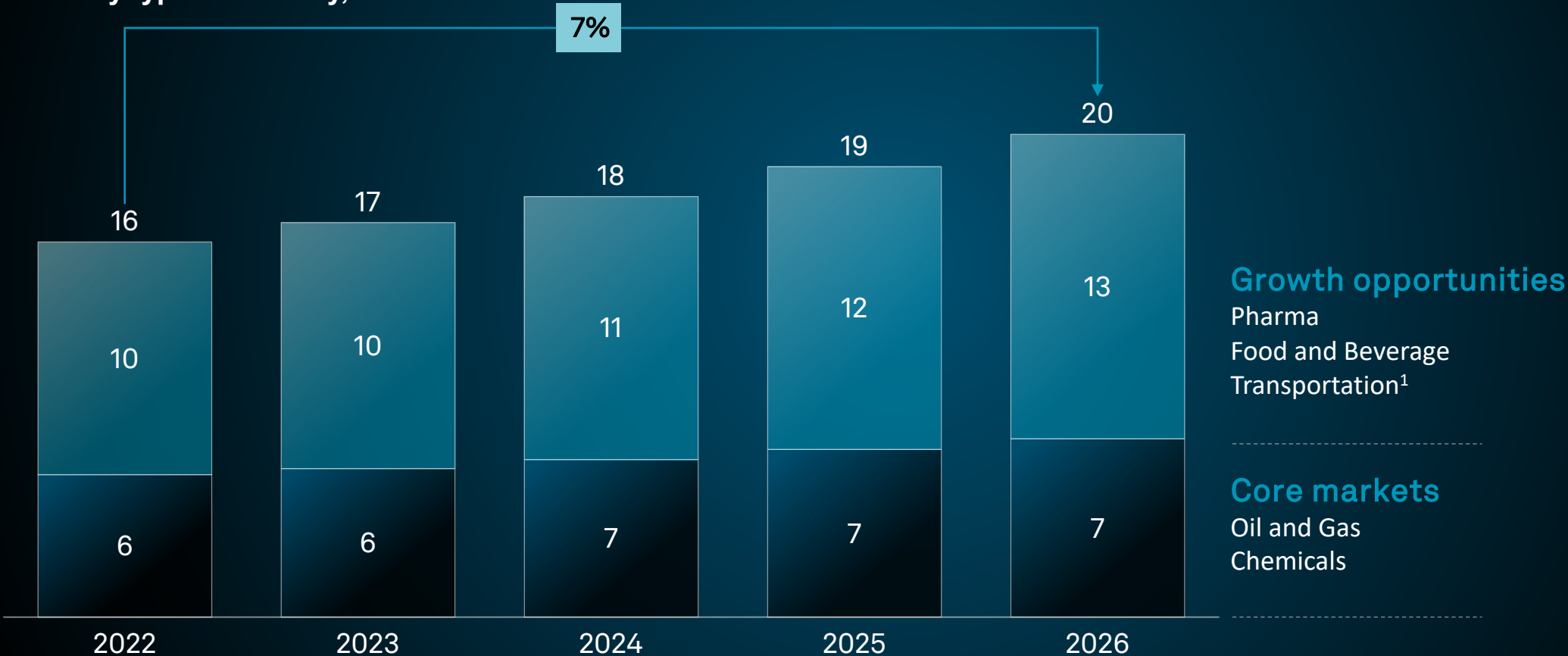


SOLUTION AREAS

Design & Engineering	53%
Conceptual Design	
Detailed Engineering	
Project Planning & Exec.	12%
Construction & Fabrication	
Supply Chain	
Operations & Maint.	35%
Asset Management	
Predictive Maintenance	
OT Cyber Security	

USD16Bn TAM, expected to grow at ~7% CAGR by 2026

TAM by type of industry, USDBn real

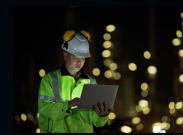


1. TAM for transportation only includes EAM solutions

Sources: Oxford economics, FMI, IDC Worldwide ICT Spending, Gartner Worldwide Enterprise IT Spending by Vertical Industry, Frost and Sullivan, CIMData, Capital IQ, expert interviews and industry decision-makers survey (n=120)

Asset. Lifecycle. Intelligence.

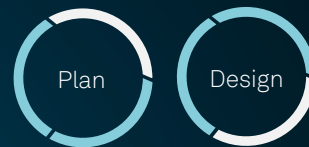
Asset.



Asset. Lifecycle. Intelligence.

Lifecycle.

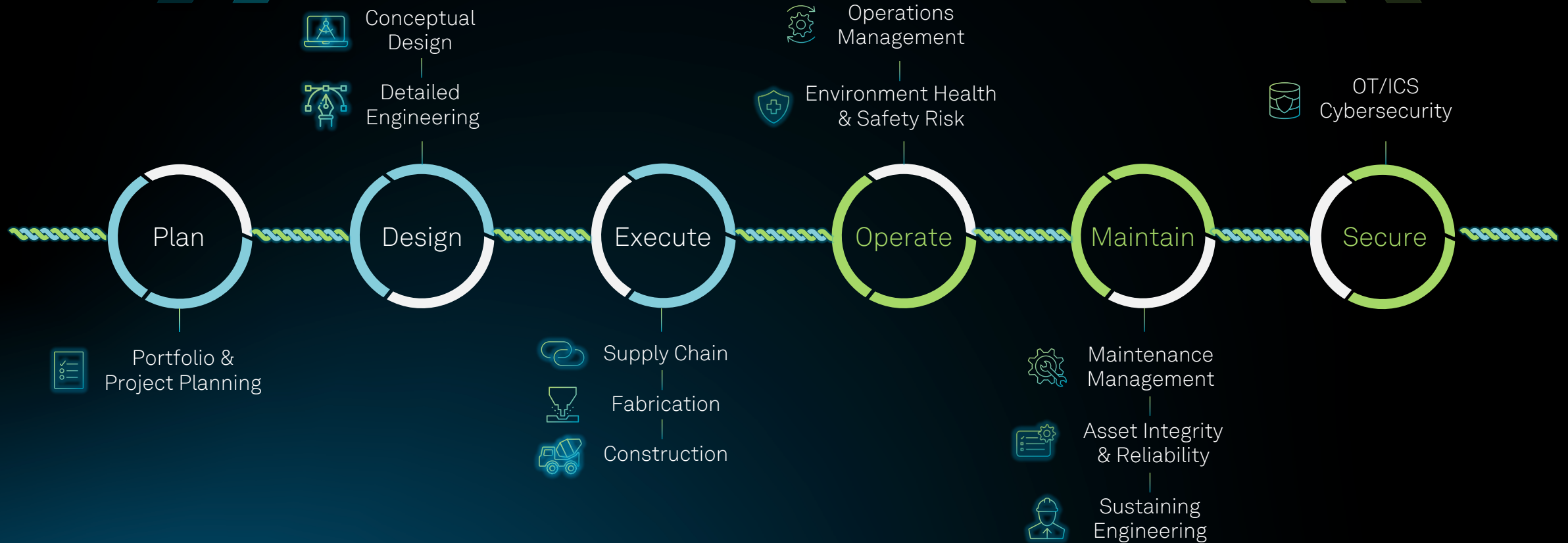
Design & Engineering

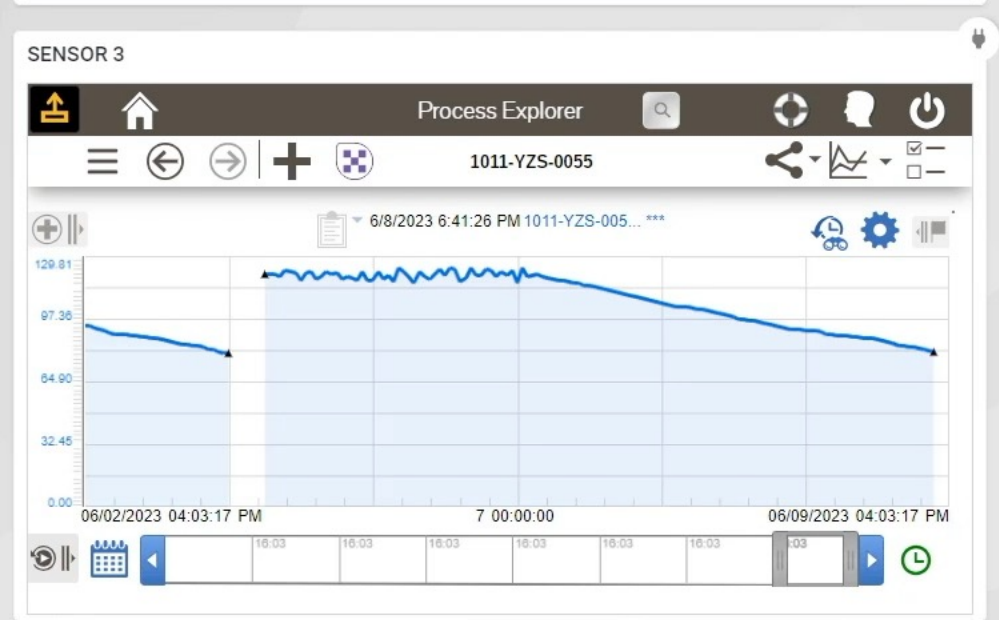
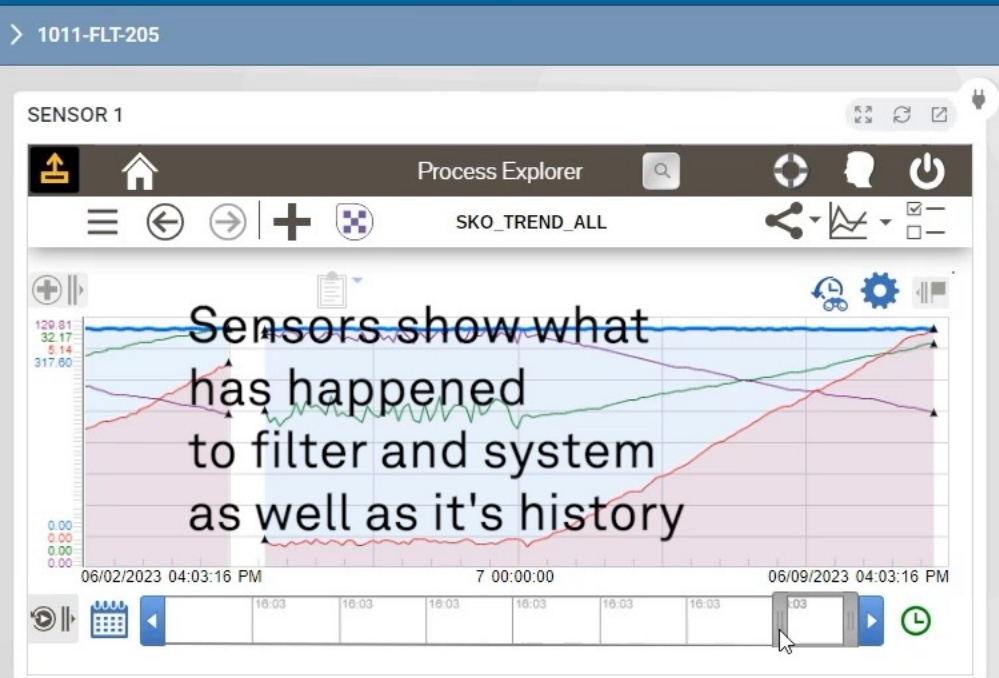
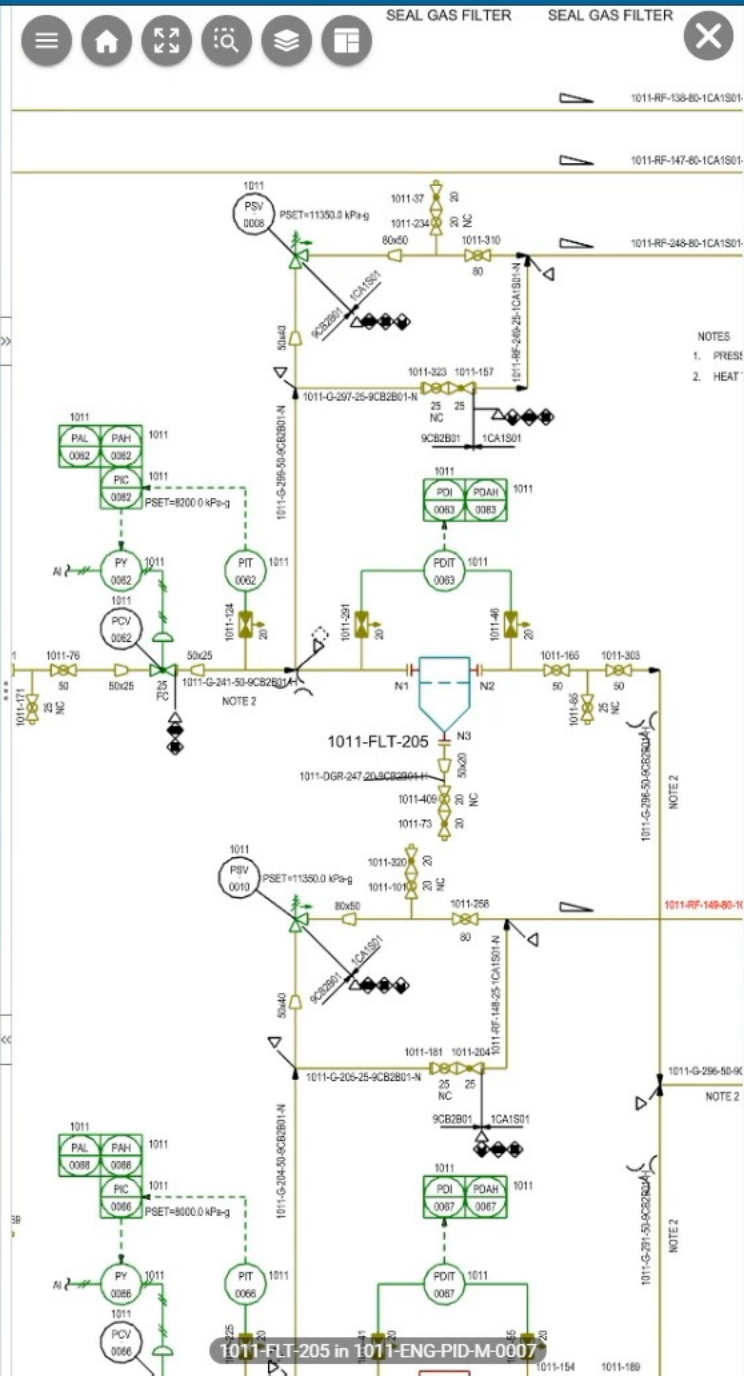
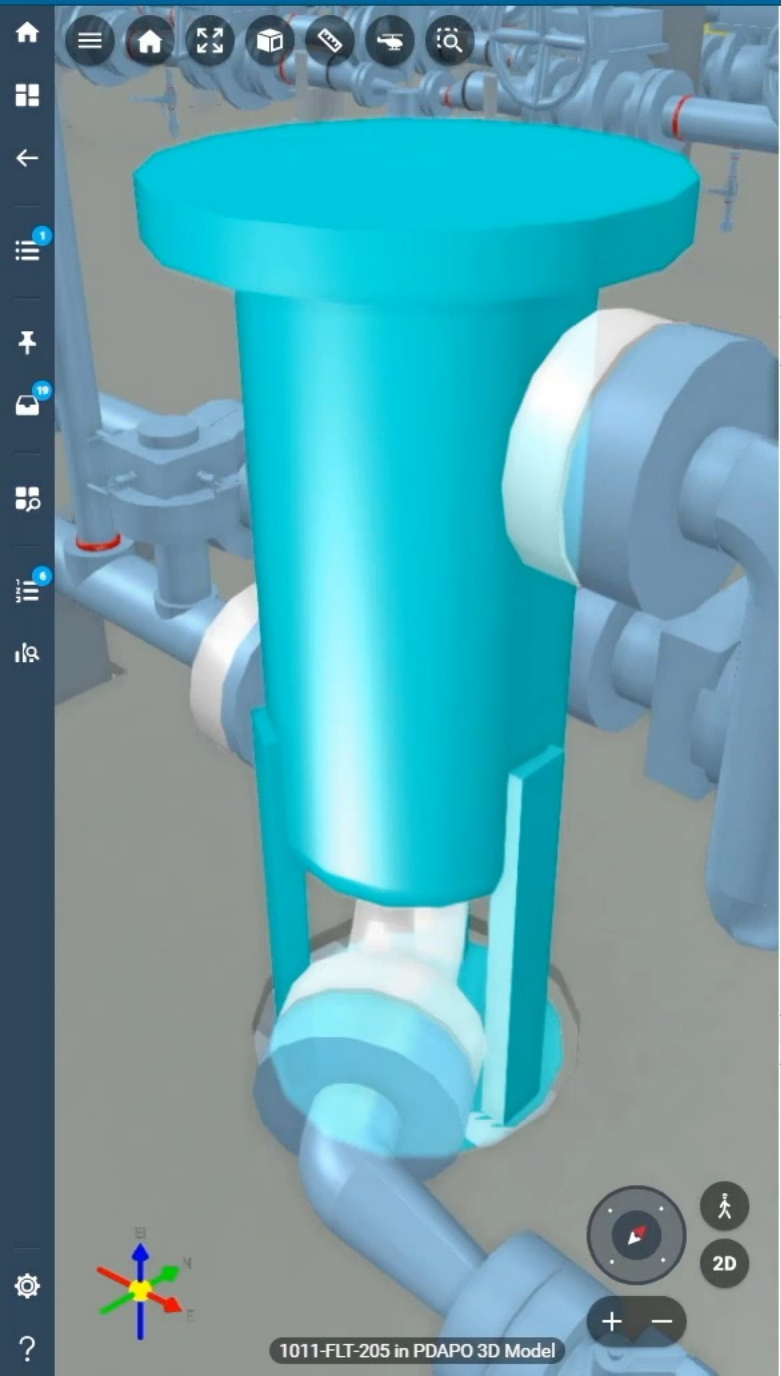


Digital Projects

Ecosystem workflow

Digital Assets







“In the last 30 minutes using SDx, I found more information than in the previous 6 months.”

Carrie Knight, Digital Twin Product Owner at Cargill



Ecosystem workflow

Inputs

Digital Backbone Enablers

Digital Backbone Embedded Work Processes


Systems of Record

**Reality Capture**

Drones


Camera Vision

3D Lidar Data




Panoramic Data

BIM Data

**Plan Data**

Eng. Estimates

Project Costs

**Engineering Data**

Schematics


3D Models

Drawings

Vendor Data

Data Sheets

3rd Party

**Execute Data**

Construct Mgmt

Project Controls

Supply Chain Mgmt

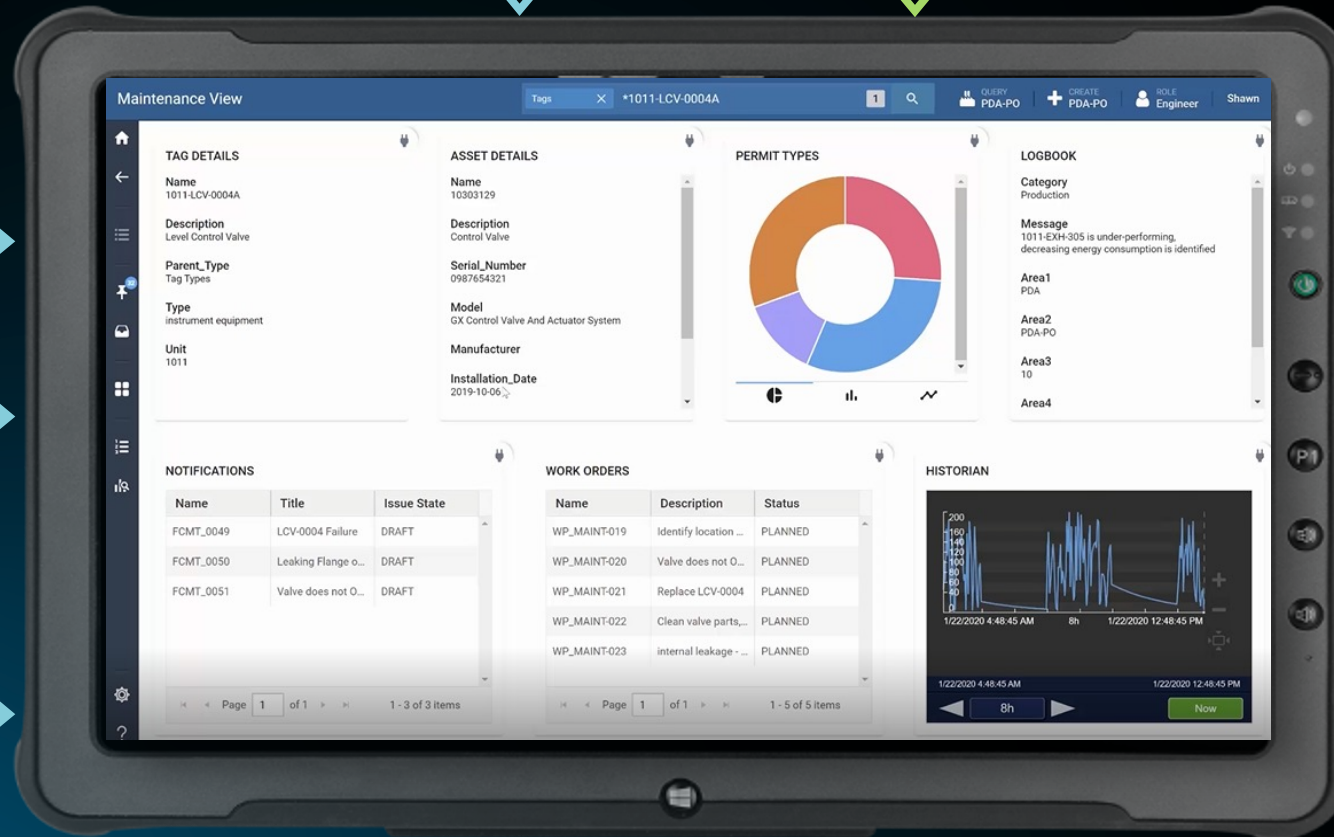
Material Readiness


Completions

Work Packaging

Plan Design Execute

Operate Maintain Secure



**Operations and Performance Data**


Shift Operations

Alarm & Events

Procedures

Permits

Process Data


**Maintenance and Asset Perf Mgmt Data**

Work Execution

APM

Asset Integrity

Machine Data

**OT/ICS Cybersecurity**

Inventory Mgmt.

Vulnerability Detection & Remediation

Backup & Recovery



Data Consolidation, AI Smartification & Context
Visualisation and Personalisation

HxGN AdvantX



Summary

Fundamental strengths

- Market leader
- A+ Customer list
- Strong financials
- Recurring revenue model (SaaS growing)
- Historical M&A integration success
- World class sales & marketing machine
- Highly engaged teams

Market Positioning

- Traditional core markets still growing and customer investment rising
- Digital transformation still early in hype-cycle
- Offering is well-tailored to help customers with sustainability goals



HxGN EAM Expansion

- Grow sales outside North America which is 70% today
- SaaS First strategy
- Pull through Hexagon tech & establish EAM sales in cross divisional target accounts
- Enhance APM offering



SDx Digital Continuity

- CAGR 120% ('18-'22)
- SaaS first strategy resulting in better customer outcomes and more predictable returns for Hexagon
- Increase SDx interconnectivity to drive further value into SDx and pull through revenue from the other connected solutions
- Leverage Reality capture, data contextualisation to enable digitalization.



Continued Portfolio & Industry Diversification

- Through R&D, M&A & partnerships expand into additional industries, as well as into complimentary customer workflows and solutions
 - Operations & Maintenance suite expected to lead the growth
 - Still early in the diversification journey



Thomas Harring

PRESIDENT | GEOSYSTEMS

Geosystems

Making work easier, insights available and decisions better, paving the way for a sustainable future.

Industries we serve

Surveying & Geospatial | Buildings & Infrastructure | Adjacent Industries



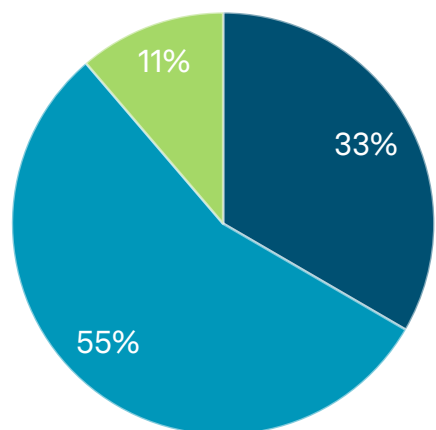
HEXAGON

Geosystems overview

Financial profile 2022*

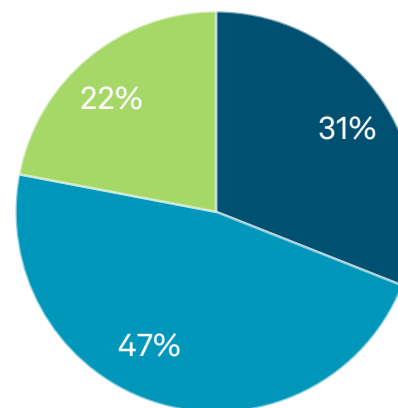
1'600 mEUR revenue	2022
8% growth	CAGR 2018-2022
65% gross profit margin	10% CAGR 18-22
33% EBIT1 margin	12% CAGR 18-22
25% recurring revenue	17% CAGR 18-22
6'000 employees	> 1'900 in R&D

SALES (2022) BY MAIN MARKET



- Surveying & Geospatial
- Buildings & Infrastructure
- Adjacent Industries

SALES (2022) BY REGION



- Americas
- EMEA
- Asia

Growth strategy

- Large TAM with growth in core and beyond
- Loyal repeat customer base (recurring revenue potential)
- Digital business models for customer success
- Differentiated & disruptive innovation
- Realising impact of SW / platform capabilities
- Capabilities to thrive in the digital continuum

Pairing technology leadership and domain expertise in growth industries

Global, growing customer base with high share of repeat business

“Global for local” & “local for local”

Global presence with local representations
in 43 countries

Innovation Factories (HW & SW R&D, End-assembly)
in Switzerland, China, Singapore, US and Denmark

Software Development Centers
in Poland, Italy, India, Australia and Canada

Global Business Service Center
in Spain

Strong Asian Supply Chain

Strong channel partners worldwide

Key brands



Construction and much more...

Surveying & Geospatial (governmental and private)
Buildings & Infrastructure (build and operate)
Adjacent Industries (M&E, Forensic, Rail and more)



Addressable market growing ~8%

Growth opportunities

Facility management

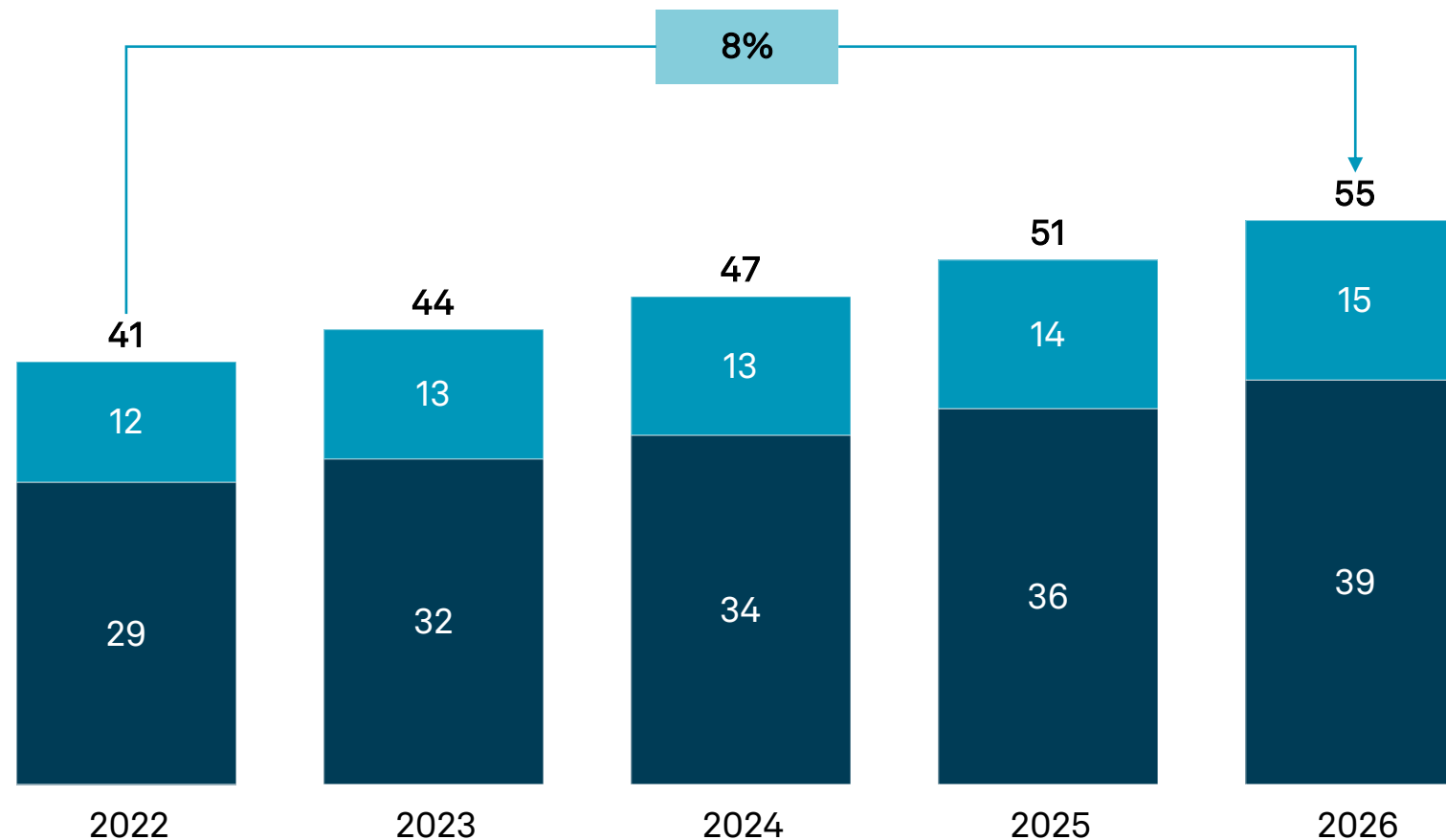
Mapping

Gaming and media

Core markets



























Construction

Infrastructure

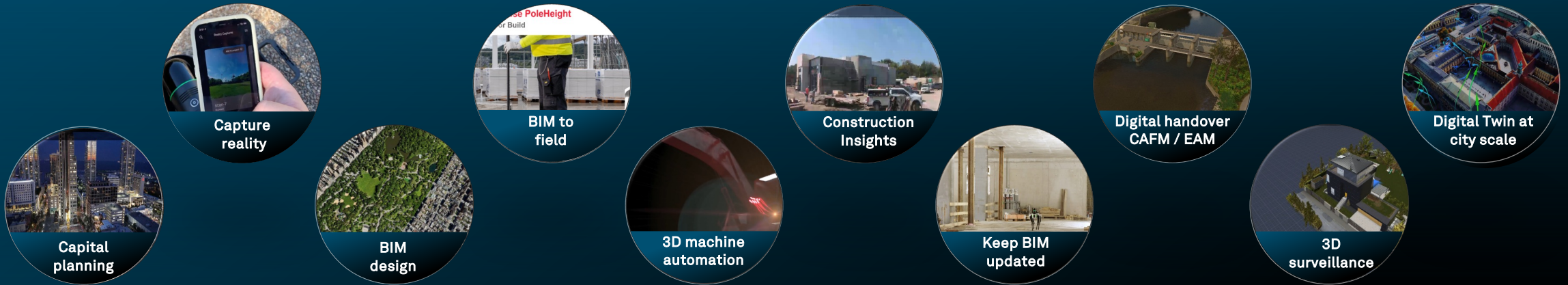


Sources: Oxford economics, IDC Worldwide ICT Spending, EUSPA, Gartner Worldwide Enterprise IT Spending by Vertical Industry, Frost and Sullivan, CIMData, expert interviews and industry decision-makers survey (n=120)

Ongoing transformation | Industry-centric approach

Key capabilities		Surveying & Geospatial	Buildings & Infrastructure	Adjacent Industries	
CAD / BIM Simulation (Generative) AI Analysis Immersive Visualisation	AECO Solutions (SW, Services)	 Content	 Leica Biosystems  BricsCAD  ProjectWise  Leica Biosystems  AGTEK  Blue	 IMMERSAL  Ametek	Change 18–22 CAGR SALES 18% Recurring revenue from < 60% to 65%
	Cloud processing Edge processing	<p>powered by HxDR</p>  Content  AiMaps	 GeoCloud  Reality Cloud Studio	 LocLab  LocLab	
Machine automation Measurement Positioning Localisation Scanning (Lidar) Imaging Radar Surveillance	Field Solutions (HW, SW, Services)	 TRK  TPS / GNSS  ABS  IBIS / GPR	 RTC  iCon  BLK Family  Machine Control	 Construction Safety  BLK247  BLK360	Change 18–22 CAGR SALES 7% GP% from < 60% to 63%
		< 8% CAGR 18- 22	> 8% CAGR 18-22	> 8% CAGR 18-22	

Bringing together the capabilities to thrive in the era of Digital Continuity



Powered by HxDR (Hexagon Digital Realities)

Digital twin of prototype

Digital twin of existing object

Architects / engineers

General contractors

Facility & asset manager



Pre-Construction /
Design



Construction



Operations



Renovation

Solving today's customer problems & embarking them on the journey

From ambition to action

New markets,
technology for all



Transforming
workflows



Enhancing value,
now and ahead



Results make
the difference

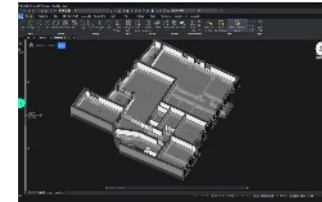
Accuracy

Productivity

Safety

Sustainability

Today's customer problems



AEC design and
collaboration



Connect
stakeholders,
field and office



Civil engineering
of the future

New markets – Reality capture for everyone

The story until 2016

From the first portable laser scanner to strong HW and SW for experts supporting multiple industries.

2001



2016



Doing both

Differentiated & disruptive R&D
Existing & new business models

- Strong sales enablement
- Commercial (inside) sales
- BLK Premium channel partners
- Accelerating network effects

2017

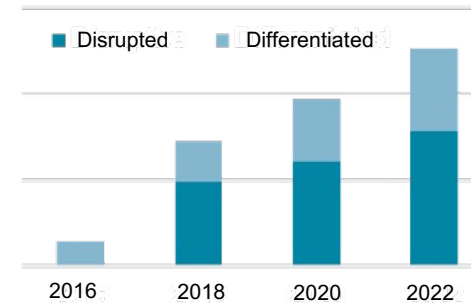


2018



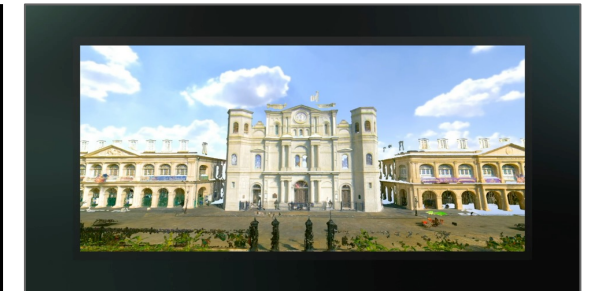
Reality capture for everyone

9x growth units (since 2016)
Potential for deploying more SW



Digital reality for everyone

- Leveraging impactful innovation
- Rebalancing SW and HW value creation across portfolio.
- Realising full potential of SW and platform capabilities.



Strength, we build on

What we did

Today's solution

Looking ahead

New markets – Reality capture for everyone

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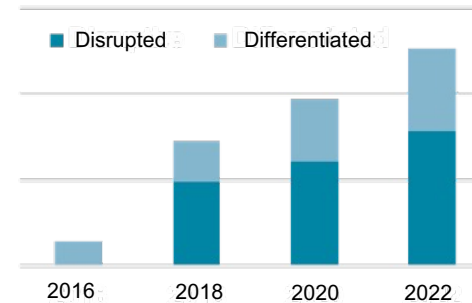
2017



2018

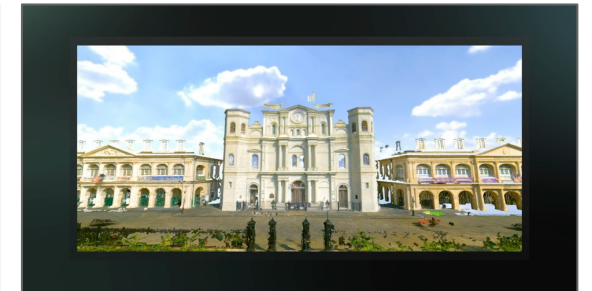
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Strength, we build on

What we did

Today's solution

Looking ahead

Transforming workflows – Business value for asset owners

Buy and scale

OxBlue – leading webcam solution provider for owners and contractors with high revenue quality



ProjectMates – leading construction project management SaaS for asset owners



Pairing both

AI analytics transform data into insights and action

Benefitting from strong presence:

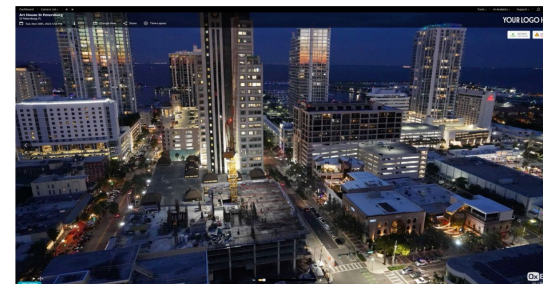
- OxBlue > 35'000 projects
- ProjectMates > 20'000 users



Real-time project Insights

From concept to close-out and beyond

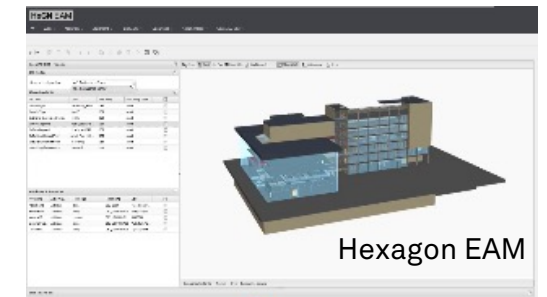
- Real-time project insights
- Portfolio management, benchmarking project performance
- Ensure safety and security



Digital continuum

From Capital Funding to

- Asset Management and
- Industrial Metaverse



Strength, we build on

What we did

Today's solution

Looking ahead

Enhancing value – Towards 5D project delivery

Proven use cases

- Scalable Hexagon solutions to address specific business problems
- Ample opportunities for integration plays
- Co-creating technology adoption with customers

Re-imagining construction



- Data-centric workflow solutions
- Implementation with VDC teams (virtual design & construction)
- From data to insights to impact

Integrated solutions

From workflows to integrated solutions

- Jobsite progress
- Building progress (BIM)
- Digital hand-over

Sustainable business value for general contractors via

- Turnkey Solutions (Capturing and SaaS) or
- DIY Solutions (HW, SW & QC as a Service)

5D project delivery



- Insights at every step of the construction processes
- Ensuring a digital handover into operations
- Keeping digital twins updated during construction.

Strength, we build on

What we did

Today's solution

Looking ahead

AEC design and collaboration without compromises



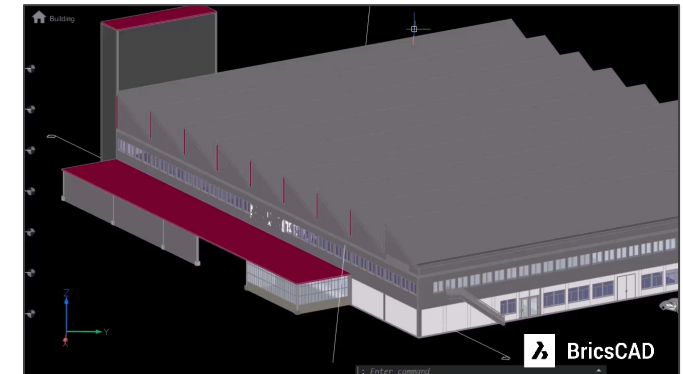
AEC design & collaboration



Efficient 3D design and collaboration:

- Open BIM approach without compromises
- Seamless transition ensuring highest productivity
- New PERI CAD (based on Hexagon's software)

AI-driven design & engineering



Customer

Result

Looking ahead

Construction progress tracking in the field and office



Connecting stakeholders

Construction of hotels with pre-fabricated modules:

- Information access for all stakeholders
- Monitor progress on site and in the office
- Webcam solutions for real-time project visibility
- Construction progress tracking and documentation
- Various reality capture and positioning solutions



Immersing – meet the metaverse



Customer

Result

Looking ahead

Civil engineering of the future – fast, reliable and safe



Ensure a productive and safe site

Road construction with increased accuracy, productivity and time efficiency while ensuring safety on site:

- 3D solutions for asphalt paving
- 3D machine / grading applications
- Personal alert for safety
- Cloud-based collaboration platform
- BLK reality capture solutions

Autonomous road construction



Customer

Result

Looking ahead

Geosystems – A powerhouse supporting shifting expectations

A business geared for growth

From instruments (past) to digital solutions (present)
More than 60 % of R&D in SW development

Impactful differentiated and disruptive innovation
Expanding into new markets with “doing both”

Strong loyal repeat customer base and strong brands
Tangible business value supports ARR creation

Go-to-market optimisation and customer success
Continued expansion of digital business models

Vision 2030

An ambitious team empowering:

Digital Realities for all

5D portfolio management

Autonomy and robotics

Achieving digital continuity

and beyond shifting
to a sustainable world.

Acceleration with attractive mix

Expanding in markets with strong TAM and growth
Our markets: 41b USD TAM with 8% growth

Powering innovation with industry convergence
Benefiting from broader Hexagon and ecosystems

Leading customers (with network effects) into future
Lift business value and increase ARR

Realising full impact of software / platform capabilities
Accelerate ample opportunities for integration play



Maria Luthström

PRESIDENT | AUTONOMY & POSITIONING

“

Autonomy is at the edge of solving some of the world's biggest challenges of modern times.



Autonomous Solutions is addressing the major trends of the new economy

Customer problems

Labour shortage
Productivity
ESG



Market trends

Autonomous everything
Safety
Resource demand
Data analytics

Autonomous Solutions is addressing the major trends of the new economy

REVENUE PROFILE (2022)

€476 M 2022 Revenue (third party)

13% CAGR (2018-2022)

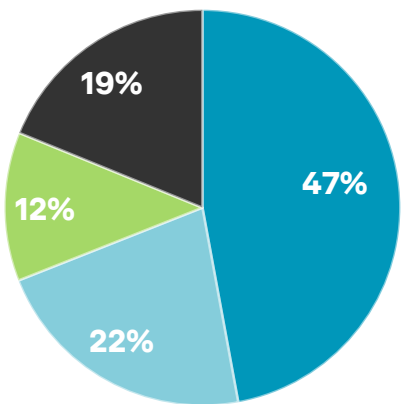
30% Recurring revenue

68% Gross margin

33% EBIT1 margin

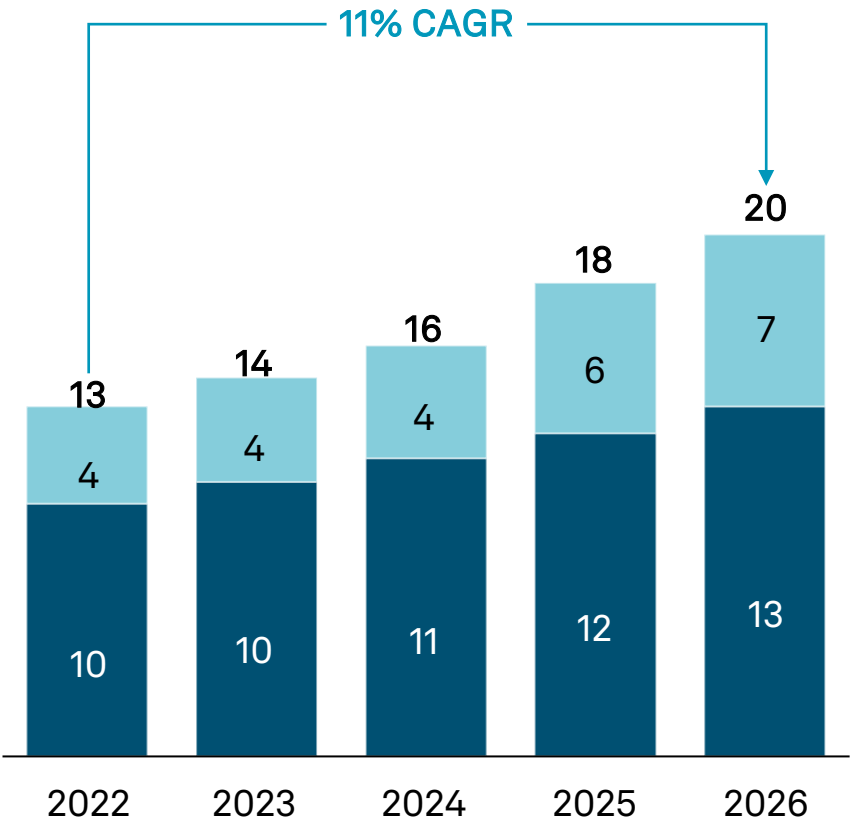
2,034 Employees

SALES (2022) BY MAIN MARKET



■ Mining
■ Agriculture
■ Aerospace and Defence
■ Others

TAM by type of industry, USDBn real



Growth opportunities
Autonomy & Safety
Data analytics
Positioning as a Service

Core markets
Agriculture
Mining
Aerospace & Defence

Sources: Oxford economics, FMI, IDC Worldwide ICT Spending, Gartner Worldwide Enterprise IT Spending by Vertical Industry, Frost and Sullivan, CIMData, Capital IQ, expert interviews and industry decision-makers survey (n=120)

Problems we solve



Where am I and
what is around me?



How do I operate
autonomously and safe?



How do I optimise my
operations?



Mining | Agriculture | Aerospace & Defence | Automotive | Marine

Enabling the full autonomous solution

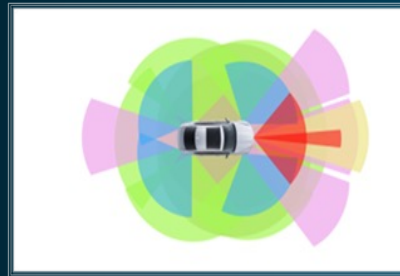
Autonomy sub-system



Positioning & perception

Where am I and what is around me?

Vehicle autonomy



Safety



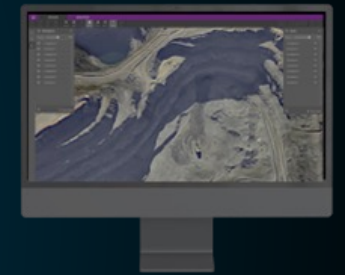
Machine control

How do I operate autonomously and safe?



Machine autonomy

Site orchestration



Site management

How do I optimise my operations?

Global leader in mining tech

Planning

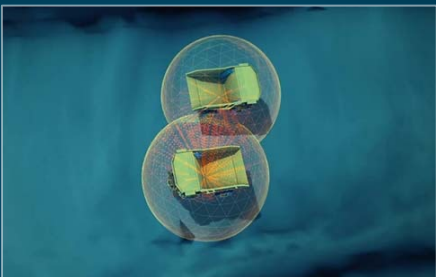


Project planning from exploration to production

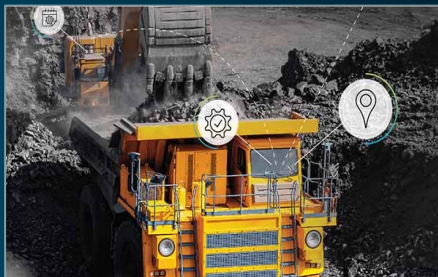
Operations



Autonomy and automation

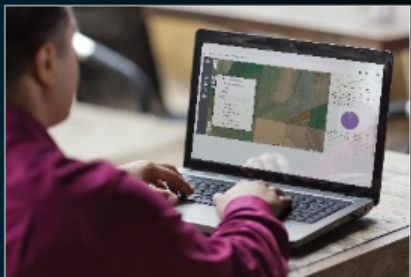


Safety



Fleet management

Management



Data analytics to optimise operations

AS Mining revenue grew at 18% CAGR from 2018-2022

50k trucks using our collision avoidance system in Mining

46% recurring revenue in 2022

Mining business growth strategy



DATA ANALYTICS

Market expected to
double in the coming
10 years



SAFETY

15% market
penetration



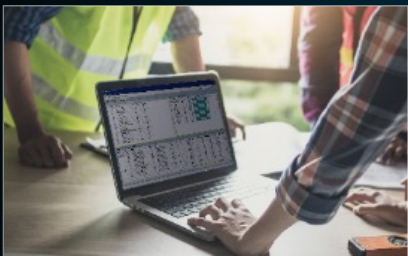
AUTONOMY

Market expected
to grow at >25% CAGR
to 2030

Successful growth strategy in precision agriculture

37% CAGR from 2018-2022

Planning



Planning & optimisation

Enterprise growers

Field activities execution



Positioning

Large OEMs



Machine control

Small/Medium OEMs



Autonomy

Integrators

Dealers

Management



Operational management

Enterprise growers

Agriculture business growth strategy



AUTONOMY

Labour shortage of
2M farm workers in
the US



GROWTH WITH NEW CUSTOMERS

Robotics tractor market
set to grow at >25%
CAGR through 2030



POSITIONING AS A SERVICE

Adoption rate of
precision AG tech is
15% of global AG
market

Agriculture business growth strategy



AUTONOMY

Labour shortage of
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the US



GROWTH WITH NEW CUSTOMERS

Robotics tractor market
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CAGR through 2030



POSITIONING AS A SERVICE

Adoption rate of
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15% of global AG
market



Mining labour shortage challenge



\$150 billion worth of resources projects either underway or in the pipeline only in Australia

Australia's mining industry is facing a shortage of **36,500 workers for 2025**

71% of mining leaders find the talent shortage is holding them back from delivering on production targets

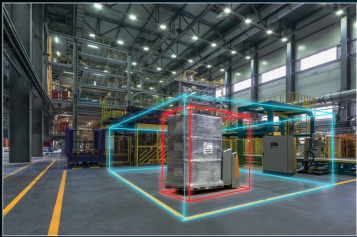
Labour for one truck to operate **24-7 365** costs **4 million per year**

Customer success



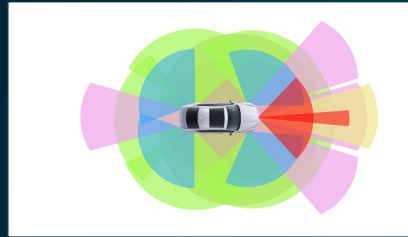
Delivering an end-to-end solution for Mineral Resources

Autonomy sub-system

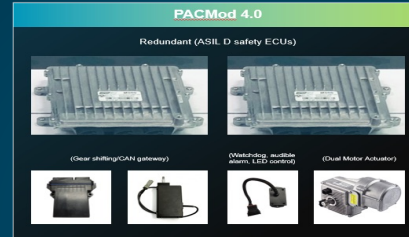


Perception

Full system autonomy



Safety

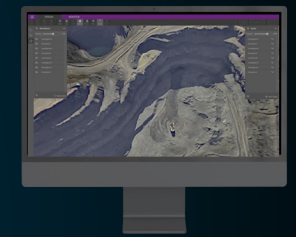


Machine control



Machine autonomy

Orchestration



Site management

Full system autonomy KPIs

2023 – R&D grade (95%) – Production (5%)

2030 – R&D grade (0%) – Production (100%)

2023 – Recurring revenue (0%)

2030 – Recurring revenue (60%)

Autonomous Solutions overview

REVENUE PROFILE (2022)

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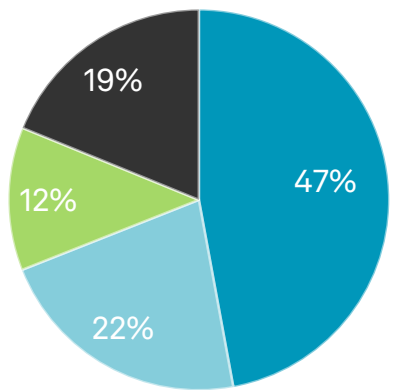
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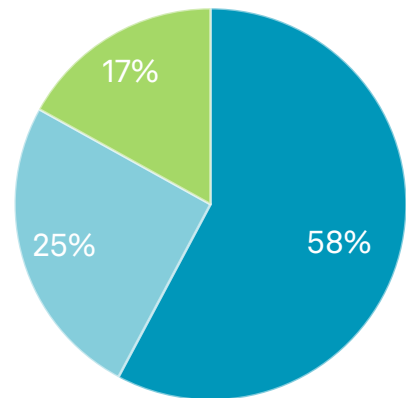
2,034 Employees

SALES (2022) BY MAIN MARKET



■ Mining
■ Agriculture
■ Aerospace and Defense
■ Others

SALES (2022) BY REGION



■ Americas ■ EMEA ■ Asia

GROWTH STRATEGY

Autonomy & safety

Positioning as a Service

Data analytics

Increased subscription services



Enabling the new economy





Steven Cost

PRESIDENT | SAFETY, INFRASTRUCTURE & GEOSPATIAL

Safety, Infrastructure & Geospatial

We are a global leader in public safety solutions, helping to protect 1 billion people. We enable reliable utilities and communications networks for 1 billion consumers. We support more than two dozen departments and ministries of national defence. We ensure safe and efficient transportation for millions of travelers. We aid government services in more than 100 countries.

Industries we serve

Public safety & security | Utilities & communications |
Government, transportation & defence

Key solutions we offer

HxGN OnCall portfolio
Qognify VMS

HxGN NetWorks
Luciad

M.App Enterprise



Safety, Infrastructure & Geospatial solutions overview

REVENUE PROFILE (2022)

476 MEUR 2022 revenue

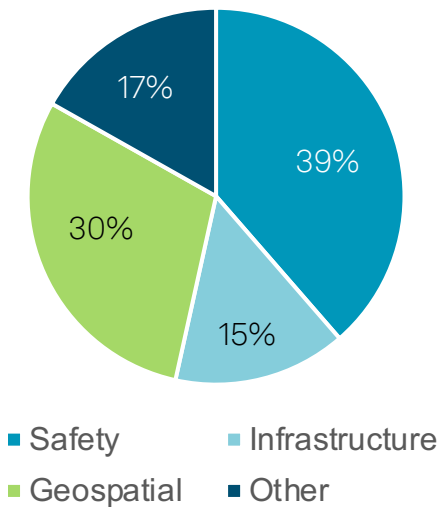
54% Gross margin

61% recurring revenue

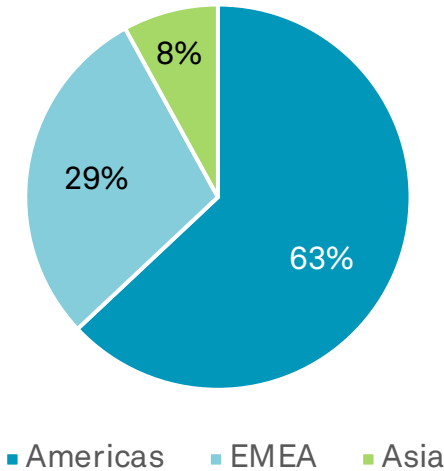
~23% EBIT1

~2,300 employees

Sales (2022) by main market



Sales (2022) by region



GROWTH STRATEGY

Leverage OnCall platform cross sell

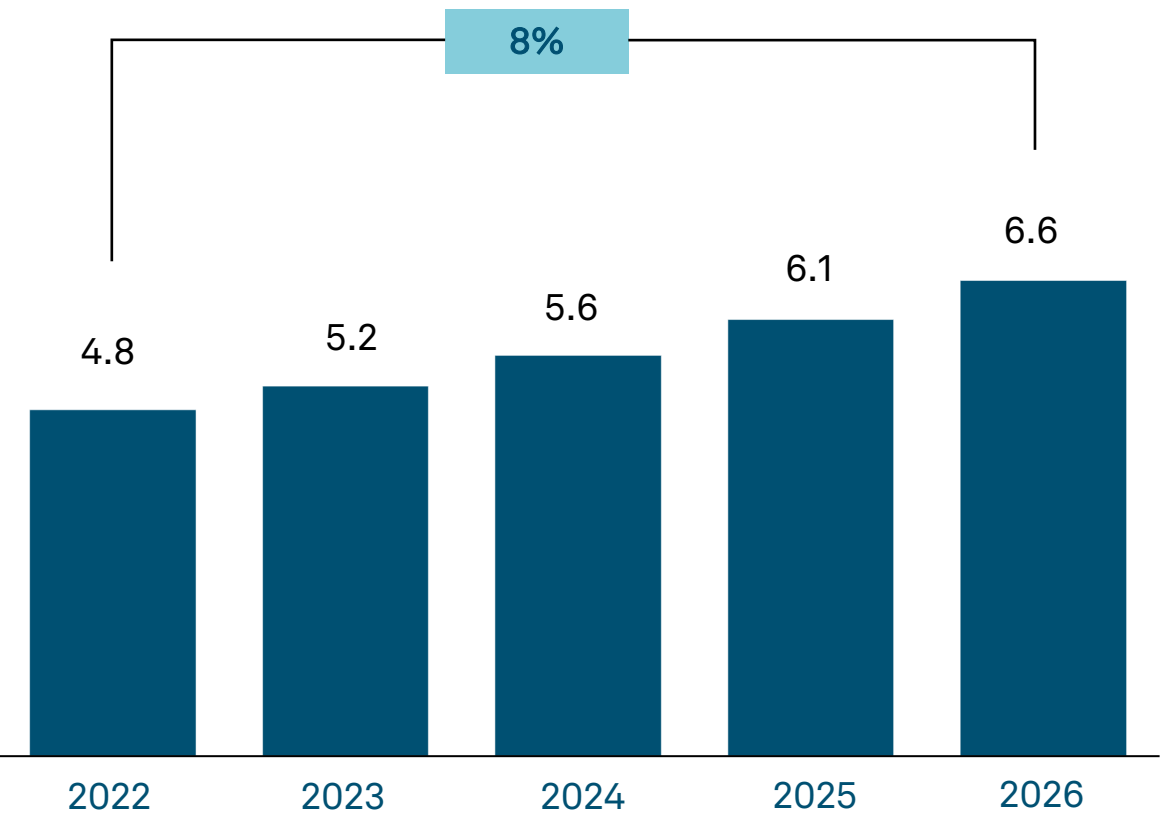
Market adjacencies

Bolt-on M&A

Increased recurring revenue



Networks and Public Safety (N&PS) represents a USD ~\$5Bn addressable market that is expected to grow at 8.1% CAGR by 2026



Key macro drivers of TAM growth:

- Increasing need to use technology to manage incidents and related response
- Government digitisation
- Challenges with personnel to fill roles
- Move to cloud-based services
- Increasing use of renewable energy sources
- Rising frequency of natural disasters and extreme weather
- Geopolitical risk and local conflicts driving need for updated mapping intelligence

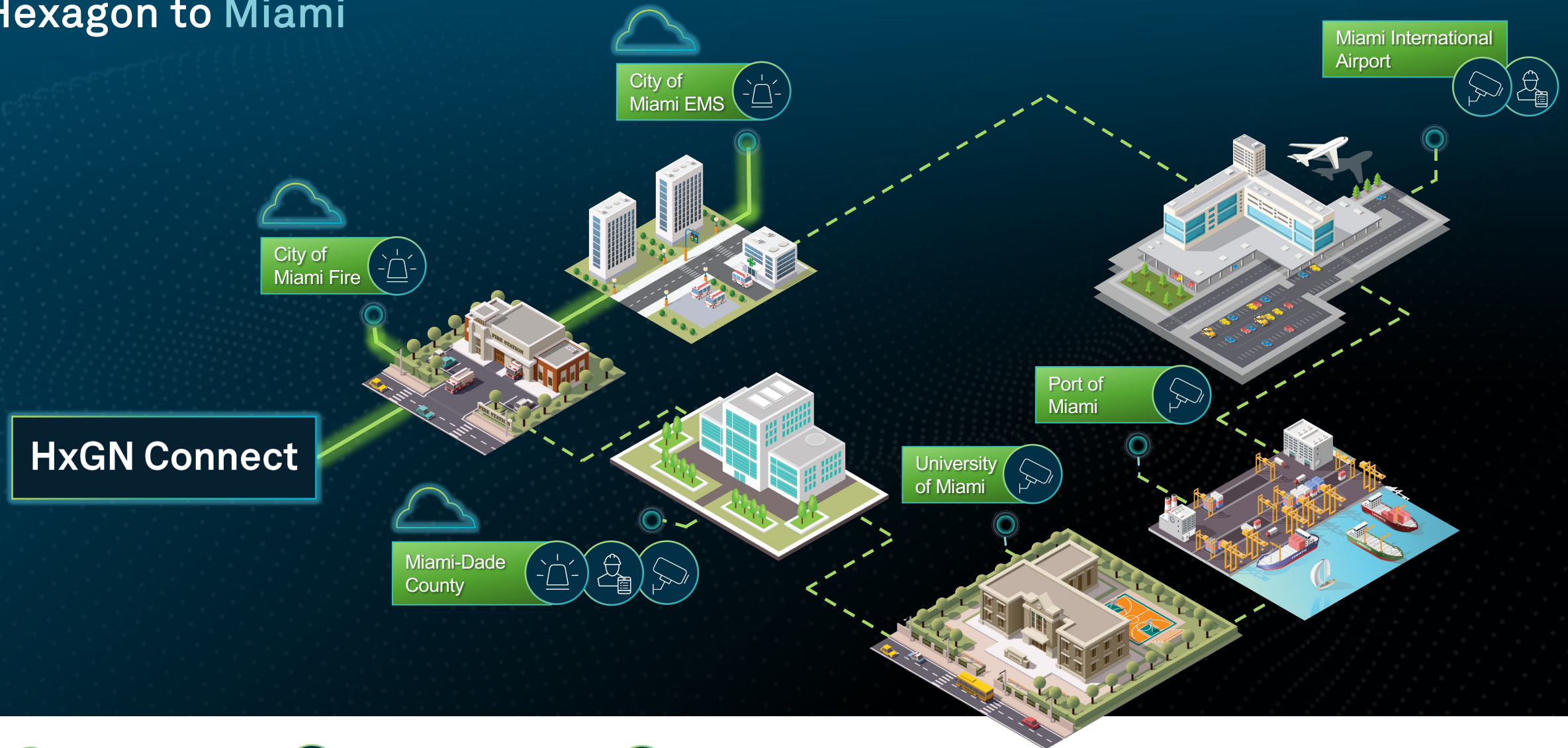
Note. The analysis considers Safety and Infrastructure (not Geospatial) and the shares correspond to approximate revenues of Hexagon SI in 2021 (not considering Defence).

Sources: Oxford economics, FMI, IDC Worldwide ICT Spending, Gartner Worldwide Enterprise IT Spending by Vertical Industry, Frost and Sullivan, CIMData, Capital IQ, expert interviews and industry decision-makers survey (n=120)

Customers & operations (employees)



Bringing the full power of Hexagon to Miami



Public safety – SIG



Security – Qognify (SIG)

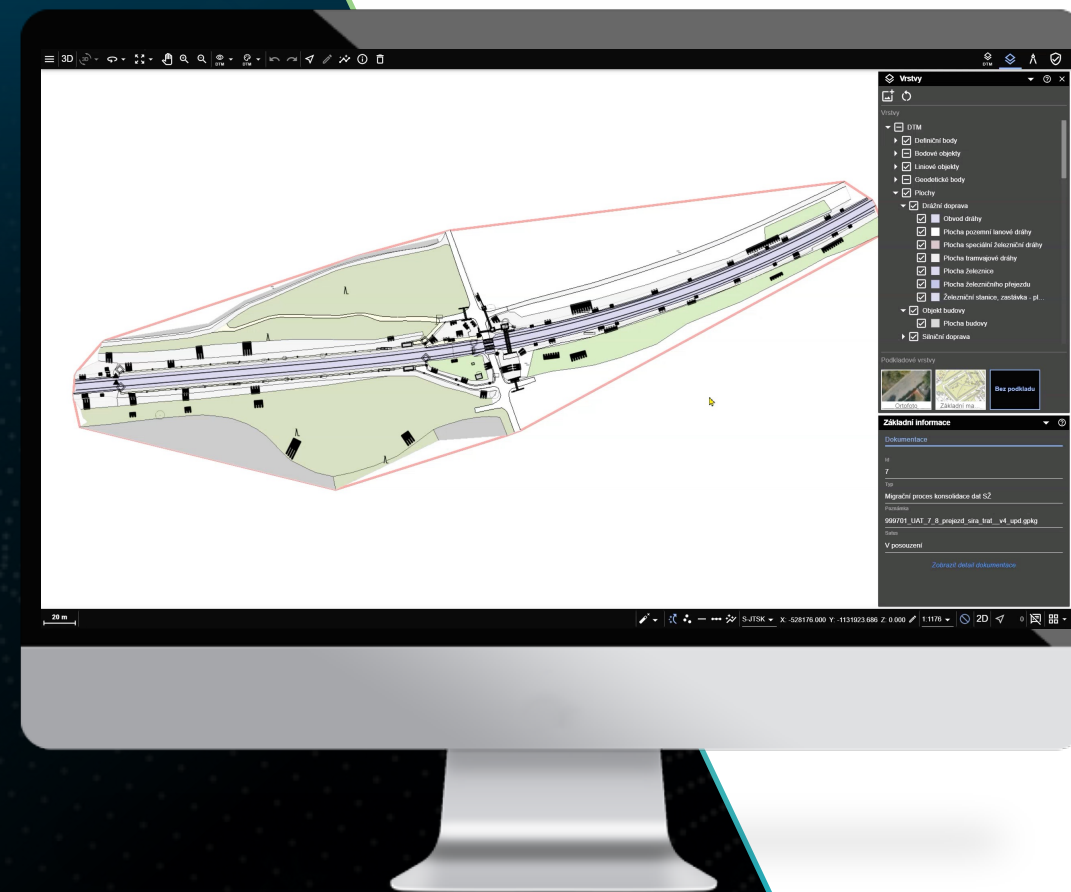


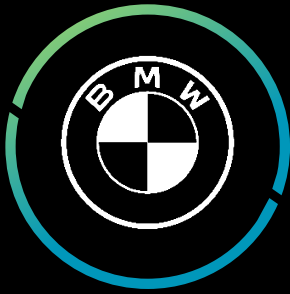
EAM – ALI



Creating a digital map to keep Czech Railways on track

- Správa železnic (SŽ) is a stated-owned company managing Czech Republic's 9,400 km of nationwide and regional railways.
- To optimise its different operations, SŽ selected Hexagon to **build a digital technical map complete with a detailed database of all its infrastructure.**
- Many Hexagon solutions will be leveraged as part of this new central management system, including Luciad, ERDAS APOLLO, GeoMedia and HxGN NetWorks.





Increasing security at BMW's security centers

- Global carmaker **BMW** has selected **HxGN OnCall Dispatch** and **HxGN OnCall Planning & Response** as the security center standard for its seven manufacturing plants in Germany and Eastern Europe.
- Hexagon is supported by its subcontractors STRABAG for integrated voice communication and BOSCH for physical security information management (PSIM).
- With its modern user interface, intelligent workflows and deep integration with existing security systems, Hexagon's dispatch and crisis management system will increase BMW's security level while reducing operating costs.

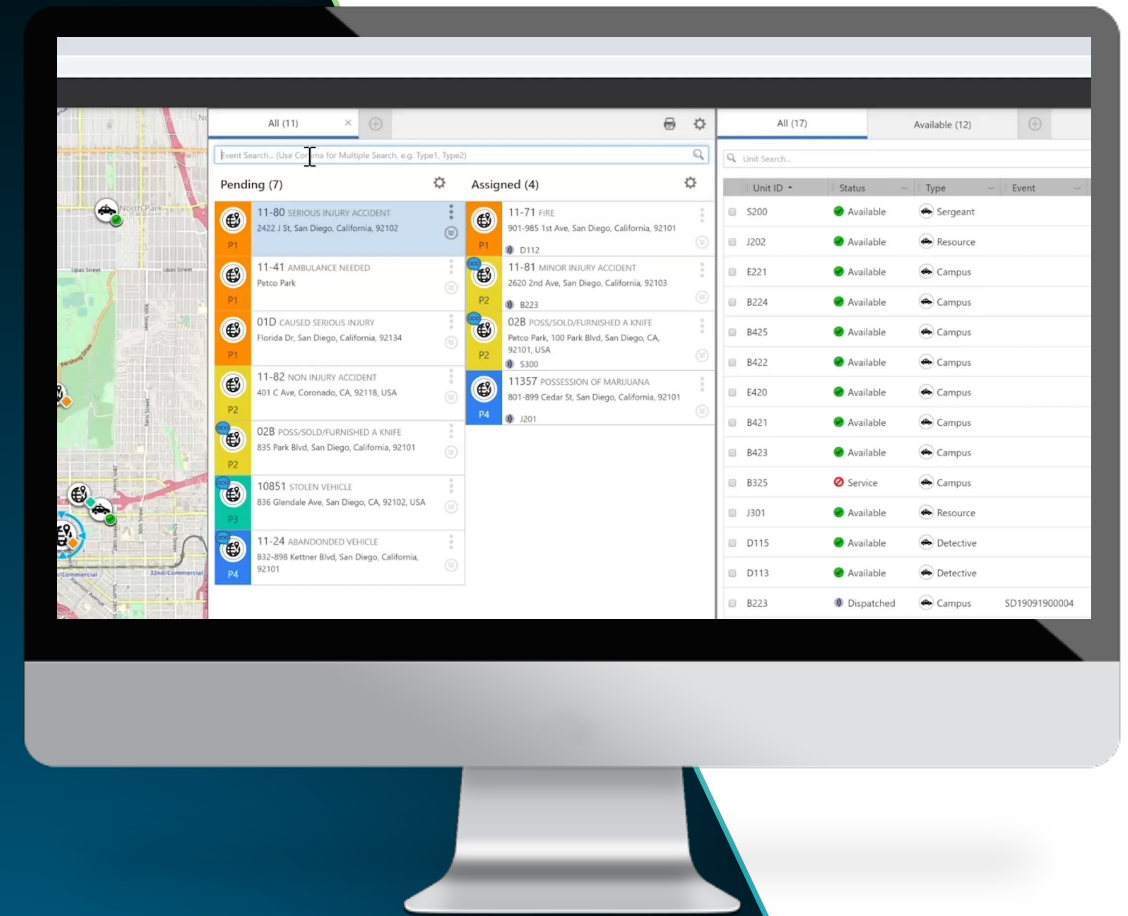




Lee County, FL

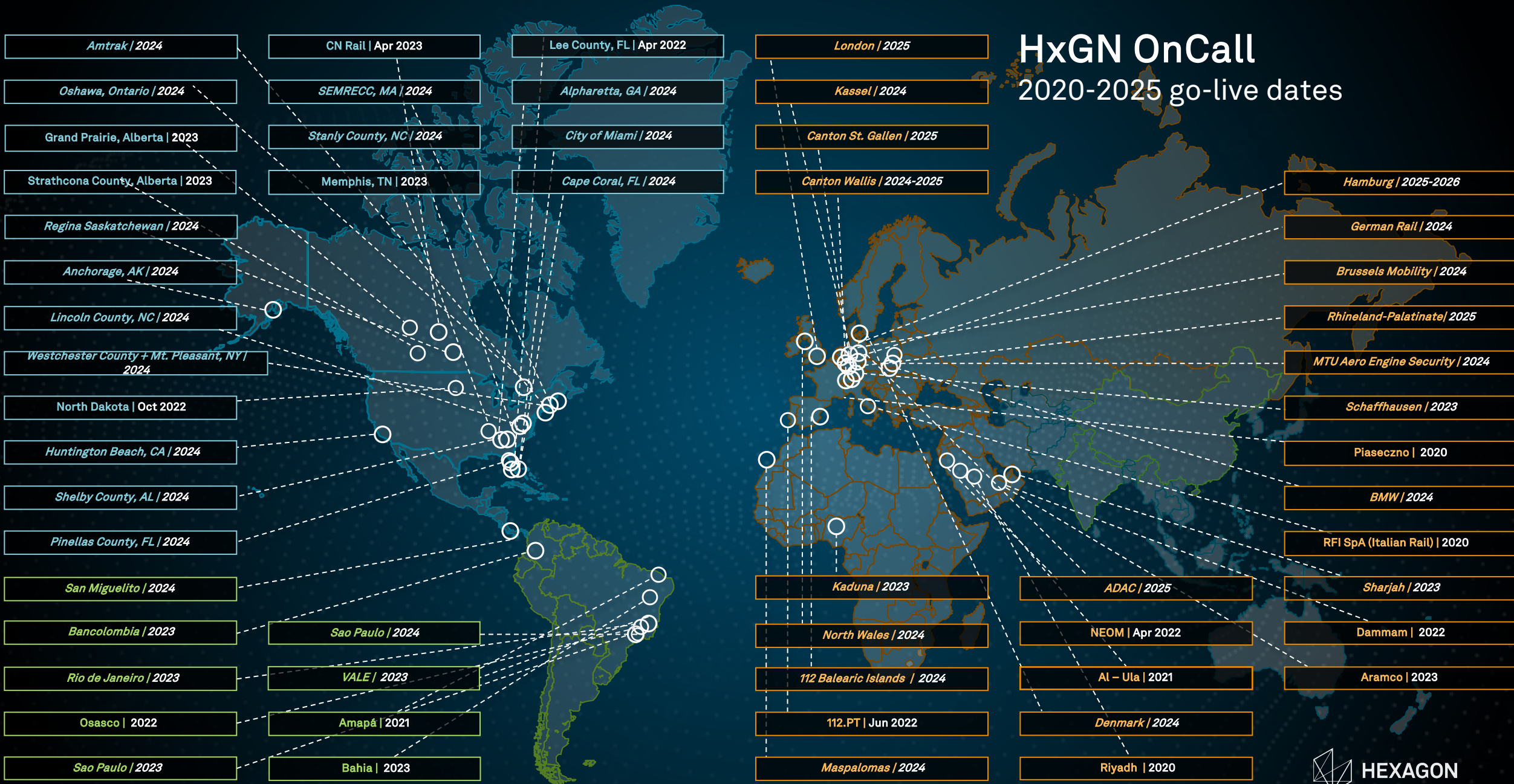
Customer success is customer replication

- **Lee County, Florida**, is home to 770,000 people including the cities of Fort Myers, Cape Coral and Sanibel Island, and hosts millions of visitors annually.
- The county selected **HxGN OnCall**, Hexagon's next-generation public safety portfolio.
- In addition to a new HxGN OnCall Dispatch and in-vehicle mobile solutions, the county will improve its data and reporting through HxGN OnCall Analytics and HxGN OnCall Records.



HxGN OnCall

2020-2025 go-live dates



Summary slide

Fundamental strengths

- **476 MEUR 2022** revenue
- Industry-leading CAD platform in public safety.
 - 8 industry analyst reports in 2023 cite SIG as a market leader.
- Significant recurring revenue base with great revenue visibility.
- High customer retention underpinned by highly integrated and sticky solution offerings.
- **61%** recurring revenue.

Confidence in achieving mid-term targets

- Growing backlog of opportunities.
- Migration of customers to next-gen technology solutions.
- Cross-selling solutions set across customer base.
- Optimising cost structure with upside from additional efficiency savings.
- Customer adoption of SaaS model.
- Exiting lower margin services business.

Vision 2030

- **Public safety & security:** Extending value with SaaS deployments for consolidated communications centers. Introducing our new cloud and web capabilities and vertical market offerings.
- **Infrastructure:** Tier 2 and Tier 3 utilities with our new SaaS offering and 3D digital twins.
- **Government, Transportation & Defence:** Transitioning to SaaS business models and bundling HxGN EAM + HxDR with software.



Capital Markets Day