



Paolo Guglielmini

PRESIDENT AND CHIEF EXECUTIVE OFFICER | HEXAGON

Our Divisional structure

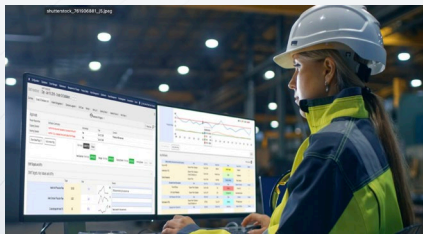
Manufacturing Intelligence

Automotive
Aerospace
Electronics
Medtech
Machining



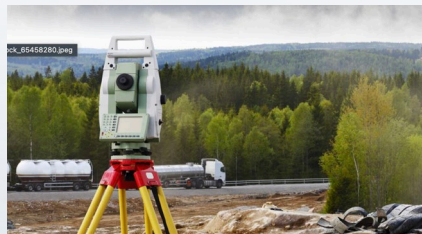
Asset Lifecycle Intelligence

Energy and power
Petrochemical
Semi conductors
Pharmaceuticals
Logistics



Geosystems

Machine control
Surveying
Heavy construction
Buildings
Media & entertainment



Autonomous Solutions

Mining
Agriculture
Automotive
Defense
Marine Positioning

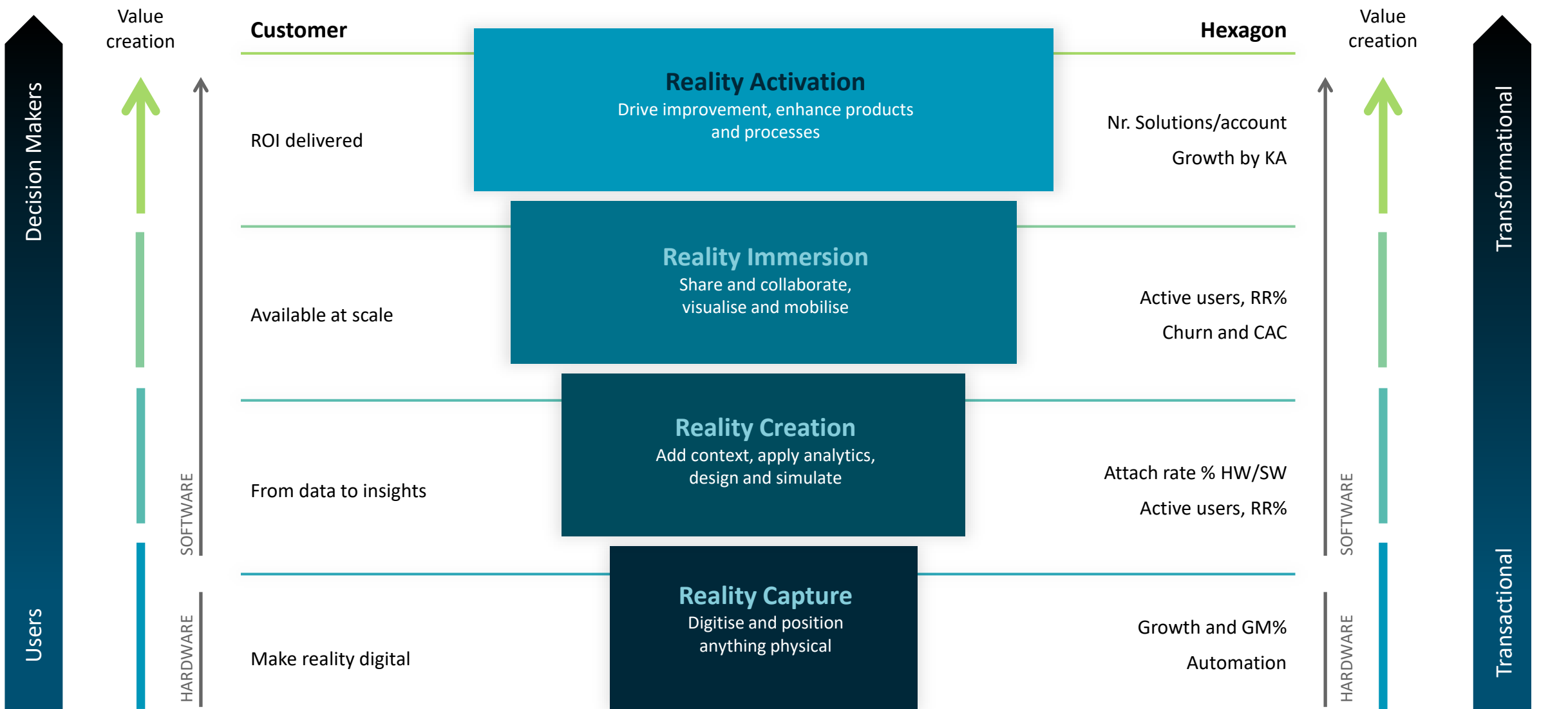


Safety Infrastructure & Geospatial

Utilities
Communication
Public safety
Government
Mapping and geospatial



Core competences drive value creation



Culture drives opportunity

Empowering

Accountability

True to the model

Speed

Make things happen

About people

Free everyone's potential

Entrepreneurial

Market centric

Value creation drives all

Open

Ask, learn, change

Ambitious

Positive and brave to win

Diverse

Industrial

Growth, innovation, stability

Markets

Local for real

Skills

Aligned with the direction

Governance

New reporting
segments

Improved
financial
disclosures

Management
incentives

New
independent
board members

Leadership
audit
committee

The opportunity ahead

Foundation

9% CAGR
(2013-23YTD)

65% GM (2023YTD)

+80 acquisitions since
2013

Plans

Technology leadership

Commercial execution

Operational excellence

ESG

Net Zero ambition

Focus on
Governance

Enhanced disclosures

Market

100bnEUR TAM
(7% CAGR)

Strong macro-trends

Big Data, AI driven

Culture

Empowering

Entrepreneurial

Diverse

Targets

5-7% Org. Growth

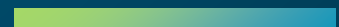
+30% EBIT1

80-90%

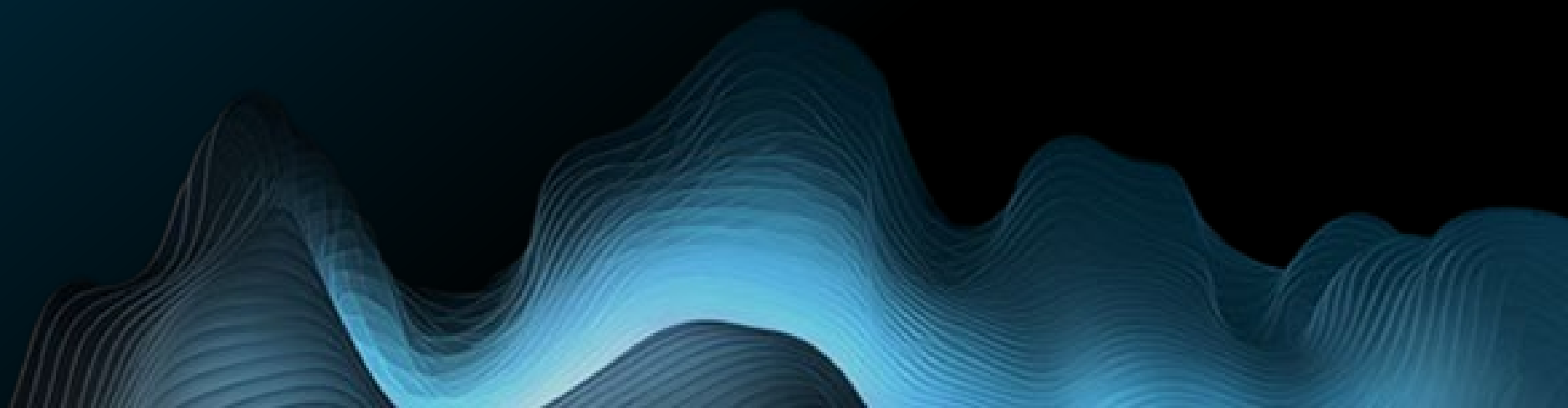
Cash conversion



Capital Markets Day



Q&A





Capital Markets Day

