

## INTERGRAPH CORPORATION

### Financial Fact Sheet – 2009

Corporate  
Headquarters:

**Huntsville,  
Alabama**

Chairman, CEO &  
President:

**R. Halsey Wise**

Employees (as of  
12/31/09):

**3,978**

2009 Revenue:

**\$770.4 million**

2009 Operating  
EBITDA:

**\$188.6 million**

Cash Balance (as  
of 12/31/09):

**\$150.3 million**

#### Intergraph Overview

Intergraph is the leading global provider of engineering and geospatial software that enables customers to visualize complex data. Businesses & governments in more than 60 countries rely on Intergraph's industry-specific software to organize vast amounts of data into understandable visual representations and actionable intelligence. Intergraph's software & services empower customers to build and operate more efficient plants and ships, create intelligent maps, and protect critical infrastructure and millions of people around the world.

Intergraph operates through two divisions: Process, Power & Marine (PP&M) and Security, Government & Infrastructure (SG&I). For more information, visit [www.intergraph.com](http://www.intergraph.com).

#### Intergraph Key Facts

- Intergraph was founded in 1969 and maintains its corporate headquarters in Huntsville, Alabama
- Intergraph had 3,978 worldwide employees as of December 31, 2009
- Intergraph's 2009 revenue of \$770.4 million represented a CAGR of 6.6% since 2003 with ~60% of total sales generated outside of the United States
- Intergraph's 2009 EBITDA of \$188.6 million (margin of 24.5%) represented a CAGR of 28.1% from 2003 results
- Intergraph's strong financial position is illustrated by its recent operating performance and solid cash balance of \$150.3 million as of December 31, 2009
- In November 2006, Intergraph was acquired by an investor group led by TPG, Hellman & Friedman and JMI Equity for more than \$1.3 billion

#### Intergraph PP&M

Intergraph PP&M is the world's leading provider of enterprise engineering software for the design, construction and operation of plants, ships and offshore facilities. Global engineering, procurement & construction firms and owner/operators rely on Intergraph's software to create, manage and use critical engineering data to increase productivity and provide for safe and clean operations. The Company has been a technology innovator in the process, power and marine industries for more than 25 years. As the industry leader with over \$315 million in annual revenue, Intergraph PP&M's commitment to customer success is recognized around the world. Through a tradition of technical innovation and deep industry expertise, Intergraph continues to lead the industry with superior software, providing customers the future of engineering – today.

#### Intergraph SG&I

Intergraph SG&I is a leading, global provider of geospatially-powered solutions to the defense and intelligence, public safety and security, government, transportation, photogrammetry, utilities and communications industries. Customers around the world rely on Intergraph's deep domain expertise and industry-specific solutions to manage critical assets, prevent and respond to incidents, and support mobile resources. The Company's 40-year heritage in spatial technologies and commitment to customer success has positioned Intergraph SG&I as a leading global provider of geospatially-powered solutions with more than \$450 million in annual revenue. Through Intergraph's software solutions, customers can make better and faster operational decisions vital to the safety and well-being of millions of people around the world each and every day.

2009 Bookings  
(excludes  
Maintenance):  
**\$528.4 million**

2009 Ending  
Backlog (excludes  
Maintenance):  
**\$360.0 million**

2009 Total  
Revenue:  
**\$770.4 million**

2009 Gross Profit:  
**\$437.5 million**  
**56.8% margin**

2009 Operating  
EBITDA:  
**\$188.6 million**  
**24.5% margin**

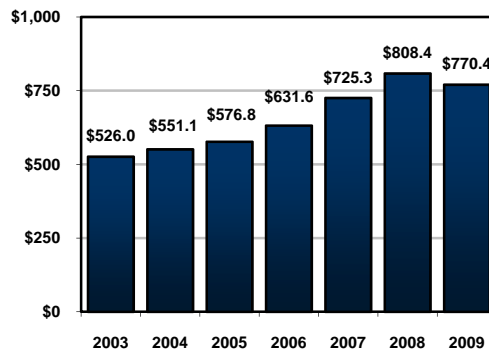
2009 Operating  
Income:  
**\$158.1 million**  
**20.5% margin**

## Annual Financial Results

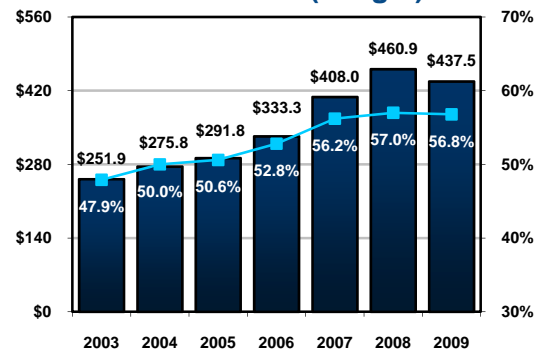
- 2009 Bookings (excludes Maintenance) of \$528.4 million produced Ending Backlog (excludes Maintenance) of \$360.0 million as of December 31, 2009
- 2009 Revenue of \$770.4 million represented a CAGR of 6.6% from 2003 results
- 2009 Gross Profit of \$437.5 million (Gross Margin of 56.8%) represented a CAGR of 9.6% from 2003 results
- 2009 Operating Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA) of \$188.6 million (EBITDA Margin of 24.5%) represented a CAGR of 28.1% from 2003 results
- 2009 Operating Income of \$158.1 million (Operating Margin of 20.5%) represented a CAGR of 44.6% from 2003 results

(dollars in millions)

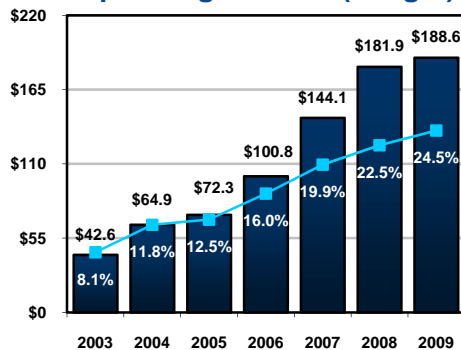
### Total Revenue



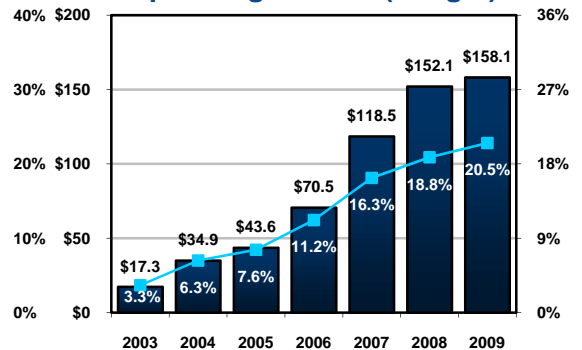
### Gross Profit (Margin)



### Operating EBITDA (Margin)

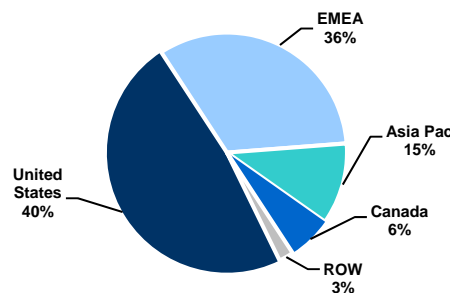


### Operating Income (Margin)



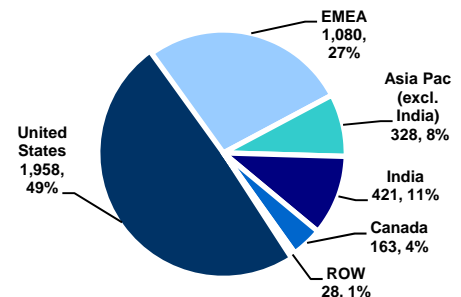
### Revenue by Region

Management reporting based on 2009 end-user revenue



### Headcount by Region

Total employees of 3,978 as of December 31, 2009



Note: Financial results exclude one-time restructuring charges and purchase accounting adjustments primarily related to Intergraph's going private transaction in November 2006.

Bookings CAGR  
(2003 – 2009):  
**5.0%**

Ending Backlog  
CAGR  
(2003 – 2009):  
**10.9%**

Total Revenue  
CAGR  
(2003 – 2009):  
**6.6%**

Gross Profit CAGR  
(2003 – 2009):  
**9.6%**

Operating EBITDA  
CAGR  
(2003 – 2009):  
**28.1%**

Operating Income  
CAGR  
(2003 – 2009):  
**44.6%**

## Intergraph Business Transformation

- Intergraph's "Now" – "Next" – "After-Next" three-phased strategic growth and value creation plan was initiated in 2003:
  - Operational execution during the "Now" and "Next" phases (2003 – 2007) created meaningful business and customer value illustrated by Intergraph's strong financial results
  - The "After-Next" phase (2008 and beyond) continues to be focused on product & market expansion and delivering differentiated technology solutions to Intergraph's target markets



| <i>(dollars in millions)</i>          |         |         |                   |
|---------------------------------------|---------|---------|-------------------|
| Operating Metric                      | 2003    | 2009    | % CAGR / Increase |
| Bookings (excludes Maintenance)       | \$394.4 | \$528.4 | 5.0%              |
| Ending Backlog (excludes Maintenance) | \$193.3 | \$360.0 | 10.9%             |
| Total Revenue                         | \$526.0 | \$770.4 | 6.6%              |
| Gross Profit                          | \$251.9 | \$437.5 | 9.6%              |
| Gross Margin                          | 47.9%   | 56.8%   | 8.9pts            |
| Operating EBITDA                      | \$42.6  | \$188.6 | 28.1%             |
| EBITDA Margin                         | 8.1%    | 24.5%   | 16.4pts           |
| Operating Income                      | \$17.3  | \$158.1 | 44.6%             |
| Operating Margin                      | 3.3%    | 20.5%   | 17.2pts           |

Note: Financial results exclude one-time restructuring charges and purchase accounting adjustments primarily related to Intergraph's going private transaction in November 2006.

## Intergraph Business Highlights

- Intergraph has a 40-year history of technology leadership and innovation:
  - Solid track record of software innovation and industry leadership
  - Strong commitment to customer success has produced an extremely loyal & global customer base
- Intergraph has differentiated technology and capabilities targeting its core industries:
  - Software solutions at the epicenter of global security, infrastructure development & energy demands
  - Industry-leading engineering design and data-centric information management software
  - Unique combination of security & geospatial technologies focused on critical infrastructure protection
- Intergraph's global customer base and business momentum validate industry leadership:
  - Leading process and power customers such as BASF, Bayer, Bechtel, BP, Chevron, Dow, Fluor, Foster Wheeler, Jacobs Engineering, Shell, Siemens, Technip and WorleyParsons
  - Critical security and geospatial intelligence customers around the world, including German Federal Police, New York MTA, NGA, Toronto Police, UK Ordnance Survey and Washington D.C. Police
- Intergraph has delivered strong operating results from the "Now" – "Next" – "After-Next" value creation plan:
  - Strong business momentum with meaningful revenue and profit growth over the last six years
  - History of commitment to R&D/product investment and technical innovation
  - EBITDA has grown every year since 2003 with a 6-year CAGR of 28.1%
  - Strong financial position and balance sheet with more than \$150 million in cash