



## INTERGRAPH CORPORATION

### Financial Fact Sheet – 2008

Corporate  
Headquarters:

**Huntsville,  
Alabama**

Chairman, President &  
CEO:

**R. Halsey Wise**

Employees (as of  
12/31/08):

**4,041**

2008 Revenue:

**\$808.4 million**

2008 Operating  
EBITDA:

**\$181.9 million**

Cash Balance (as of  
12/31/08):

**\$209.5 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 4,041 worldwide employees as of December 31, 2008
- Intergraph grew revenue by 11.5% to \$808.4 million in 2008 with approximately 60% of total sales generated outside of the United States
- Intergraph's operating EBITDA of \$181.9 million, or 22.5% of revenue, represented annual growth of 26.2% over 2007 results
- Intergraph's strong financial position is illustrated by recent operating performance and solid cash balance of \$209.5 million as of December 31, 2008
- 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 20 years. As the industry leader with approximately \$340 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 technology and commitment to customer success has positioned Intergraph SG&I as a leading global provider of geospatially-powered solutions with approximately \$470 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.

2008 Bookings  
(excludes  
Maintenance):  
**\$588.0 million**

2008 Ending Backlog  
(excludes  
Maintenance):  
**\$365.6 million**

2008 Revenue:  
**\$808.4 million**  
**11.5% growth**

2008 Gross Profit:  
**\$460.9 million**  
**57.0% margin**

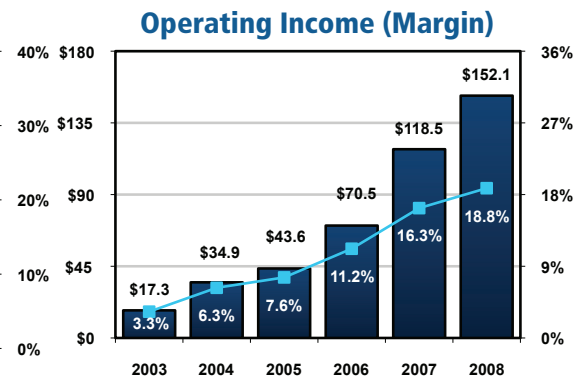
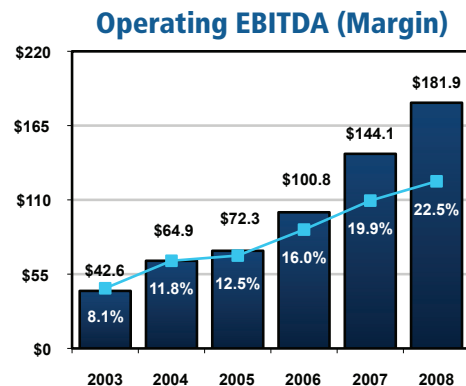
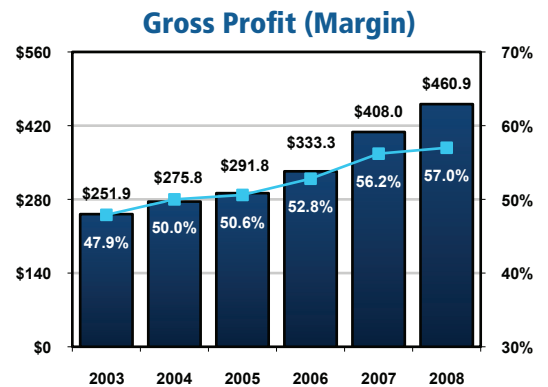
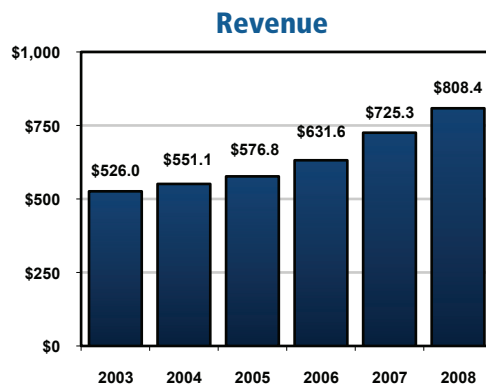
2008 Operating  
EBITDA:  
**\$181.9 million**  
**22.5% margin**

2008 Operating  
Income:  
**\$152.1 million**  
**18.8% margin**

## Annual Financial Results

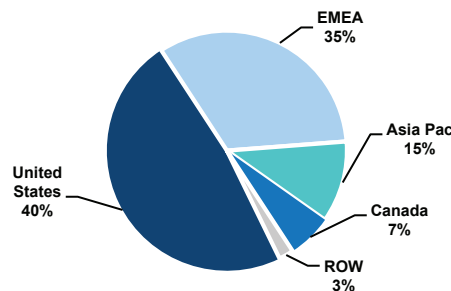
- 2008 Bookings (excludes maintenance) of \$588.0 million produced Ending Backlog (excludes maintenance) of \$365.6 million as of December 31, 2008
- 2008 Revenue of \$808.4 million represented growth of 11.5% over 2007 results
- 2008 Gross Profit of \$460.9 million (Gross Margin of 57.0%) represented growth of 13.0% over 2007 results
- 2008 Operating Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA) of \$181.9 million (EBITDA Margin of 22.5%) represented growth of 26.2% over 2007 results
- 2008 Operating Income of \$152.1 million (Operating Margin of 18.8%) represented growth of 28.4% over 2007 results

(dollars in millions)



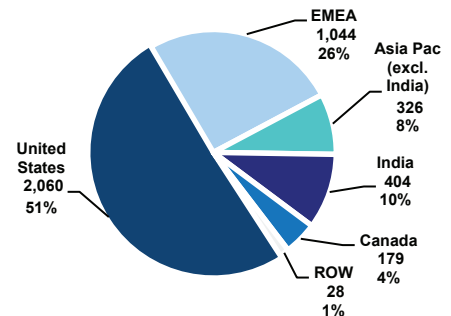
### Revenue by Region

Management reporting based on 2008 revenue



### Headcount by Region

Total employees of 4,041 as of December 31, 2008



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

Bookings CAGR  
(2003 – 2008):  
**8.3%**

Ending Backlog  
CAGR  
(2003 – 2008):  
**13.6%**

Revenue CAGR  
(2003 – 2008):  
**9.0%**

Gross Profit CAGR  
(2003 – 2008):  
**12.8%**

Operating EBITDA  
CAGR  
(2003 – 2008):  
**33.7%**

Operating Income  
CAGR  
(2003 – 2008):  
**54.4%**

## 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 – 2006) has created meaningful business and customer value illustrated by Intergraph's strong financial results
  - "After-Next" phase (2007 and beyond) is focused on product & market expansion and delivering differentiated technology solutions to Intergraph's target markets



(dollars in millions)

Intergraph Metric	2003	2008	% CAGR / Increase
Bookings (excludes maintenance)	\$394.4	\$588.0	8.3%
Ending Backlog (excludes maintenance)	\$193.3	\$365.6	13.6%
Revenue	\$526.0	\$808.4	9.0%
Gross Profit	\$251.9	\$460.9	12.8%
Gross Margin	47.9%	57.0%	9.1pts
Operating EBITDA	\$42.6	\$181.9	33.7%
EBITDA Margin	8.1%	22.5%	14.4pts
Operating Income	\$17.3	\$152.1	54.4%
Operating Margin	3.3%	18.8%	15.5pts

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

## Intergraph Business Highlights

- Intergraph's enterprise engineering software and geospatially-powered solutions are highly relevant in today's global environment:
  - Growing global demand for energy and infrastructure development
  - Heightened security concerns and terrorist threats
  - Increased adoption of location-aware technologies
- Intergraph has differentiated technology and capabilities targeting its core industries:
  - Industry-leading plant & ship design and data-centric information management software
  - Unique combination of spatial & security technologies focused on geospatial intelligence and critical infrastructure protection
- Intergraph's global customer base and recent high-profile wins validate market leadership:
  - Leading process and power companies such as BASF, Bayer, Bechtel, BP, Chevron, Dow, Fluor, Foster Wheeler, Jacobs Engineering, Shell, Siemens, SINOPEC, Technip and WorleyParsons
  - Critical geospatial intelligence and security customers around the world, including German Federal Police, New York MTA, NGA, UK Ordnance Survey and Washington D.C. Police
- Intergraph has continued to generate growth and improve operating performance:
  - Produced consistent growth over the past five years in terms of bookings, backlog and revenue
  - 2008 operating EBITDA more than quadrupled since 2003
  - Strong balance sheet with more than \$200 million in cash and a history of commitment to R&D investment and technical innovation