CADMATIC Business News

Matti Juntunen
Vice President, Marine – New Business Development
Sasebo Seminar 2022

Feel Empowered

CADMATIC

CADMATIC 40 years

Cadmatic celebrated successful 40 years journey

Over 200 persons joined in Turku

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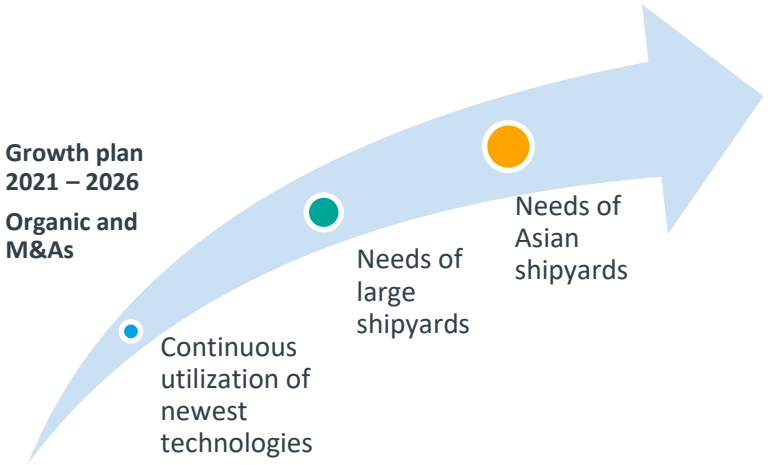
CADMATIC's growth plan 2022-2026

Growth targets

- Big increase in turnover and headcount
- Organic and inorganic (M&A) growth plans
- Investments to customer services, R&D and to product portfolio



Continuous utilization of newest technologies for DX

- User Experience (UX)
- Cloud Technology
- AR/VR
- Artificial Intelligence (AI) and machine learning

Needs of large shipyards

- Information management/digital twin/virtual shipyard
- Product life cycle management functionality
- Work planning for ship production, drawingless production
- Close cooperation with initial design (NAPA)

Needs of Asian shipyards

- To best support the success of our clients in DX
- CADMATIC plans to multiply presence in Asia

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Latest acquisition: Computer Line Associates (CLA), Italy

- Cadmatic has acquired the entire business and product portfolio of CLA (26.9.2022)
- CLA supports Cadmatic's growth goals, strengthens our market position in the process and power industries, and adds new solutions to the marine and building industries
- CLA's material and construction management software and engineering data management solutions complement Cadmatic's CAD and information management solutions
- CLA has 22 employees in Piacenza, Italy
- https://www.cla-it.com/

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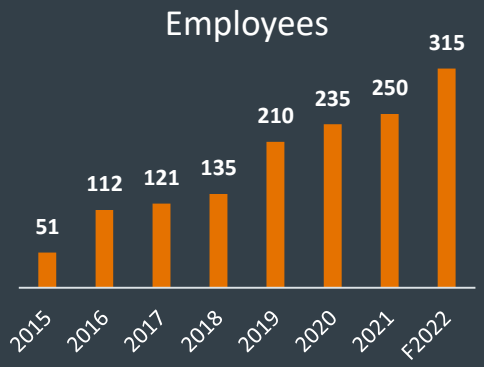
CADMATIC Today – Key Highlights

30m€

net sales

315

# of employees



Top 7 R&D investor

in Finland

20 %

annual revenue growth CAGR

75%

Equity Ratio / High financial stability

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CADMATIC Marine Today: Numbers

Over 40% of all active shipyards*

Over 900 customers in marine industry**

Marine customers in 54 countries

186 new marine customers in 2020, 2021 and 2022

Fastest developing shipbuilding solutions on market

* Number of shipyards with active orders in commercial shipbuilding/offshore
** shipyards, ship design companies

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Global Organization

Seaspan, Vancouver, CANADA

- Seaspan is part of the $35B National Shipbuilding Procurement Strategy (NSPS) and is the only major shipyard on the Canadian West Coast. Seaspan is the prime contractor for building the large non-combat vessels for the Canadian Coast Guard and Royal Canadian Navy, see www.seaspan.com
- Cadmatic was selected after thorough investigation on how to gain efficiency from design to production with enhanced detail planning
- Evaluation between CADMATIC, AVEVA and ShipConstructor (currently used by Seaspan)
- Implementation includes 300+ Design Application licenses during 2021 … 2024. Additionally, eShare will be extensively used during the whole shipbuilding process.

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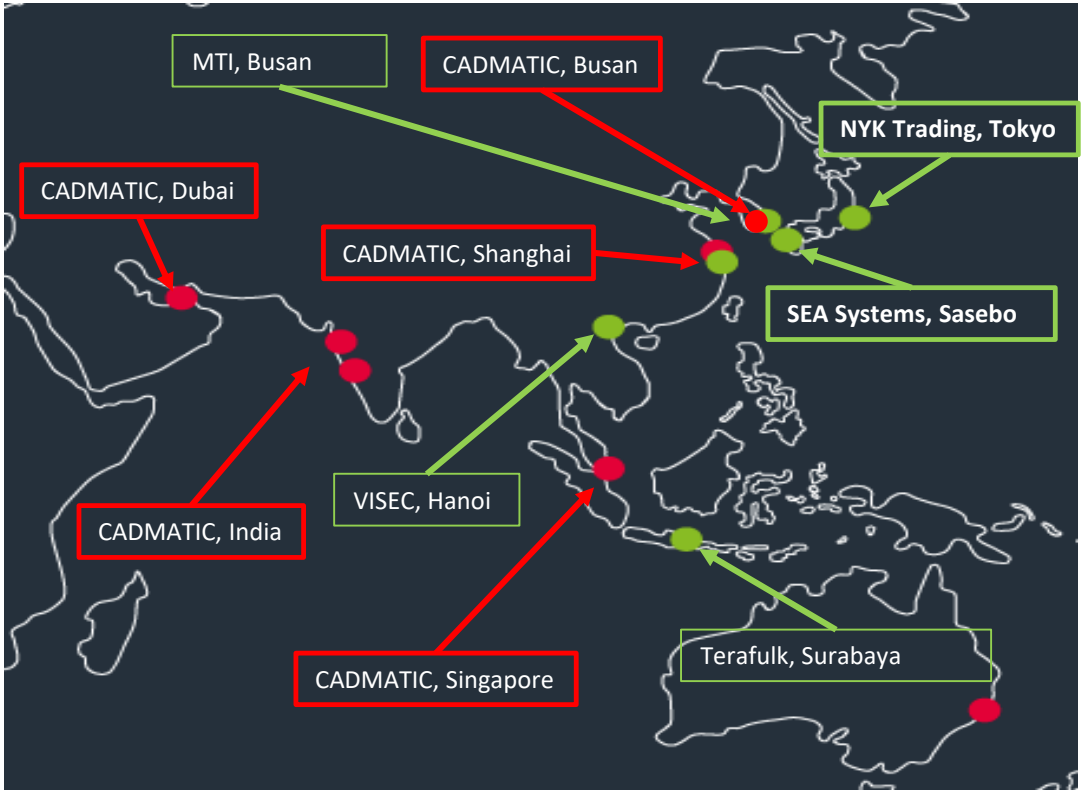
CADMATIC is expanding office network in the Far East, South-East Asia and the Middle East



Main offices in Finland and the Netherlands
Local offices in 17 countries
Resellers in 15 countries

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CADMATIC portfolio extends further for PLM functionality

Hull and Structural Design

Outfitting and Piping Design

Electrical & Automation

Information Management

CAD Design and Information Management platform

Project Management

Change Management

xBOM

Document Management

Integration Platform

IoT

Collaboration platform

Ship design-centered highly composable solution for shipyards and networks with open integration platform possibilities to ILS and IoT

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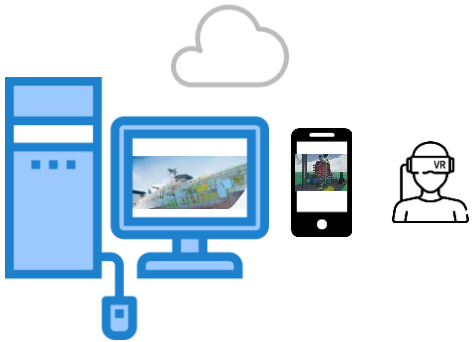
Customer Value Innovation 2023 Onwards

Serving the needs of our customers' continuously digitalizing operations

Saas/Cloud-based offerings



Cloud – On-Premises

Optimization

CX Customer Value Engineering

Digitalized Shipyard

Digital Factory

Service Packages

3D CAD

Azure

DIGITAL TWIN

Subscription

Perpetual

Data

Optimization

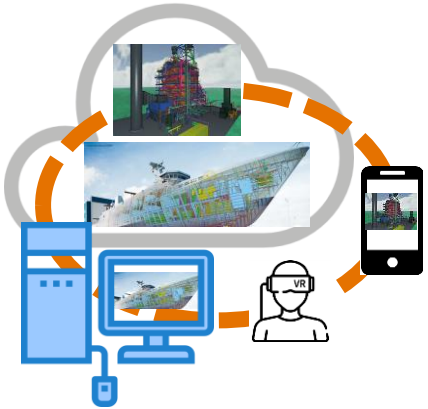
UX

Services

Life-cycle

Future Factory

Future Shipyard



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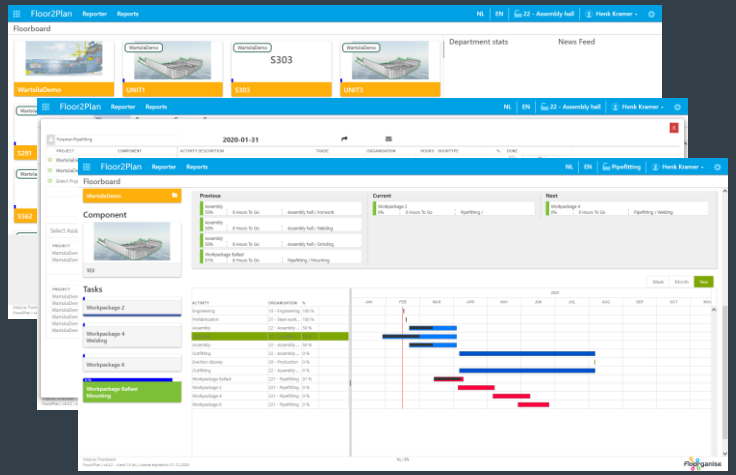
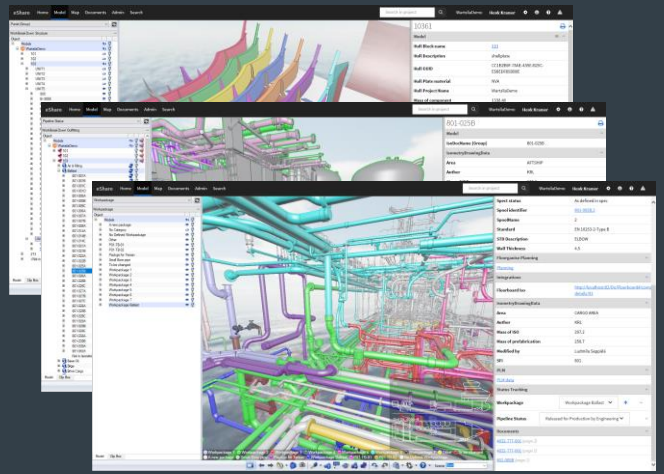
Production Planning and Control with CADMATIC Floorganise

Create Task-level Planning



Visualize Planning, Tasks and Statuses



Shop Floor Control + Time and Progress Checking

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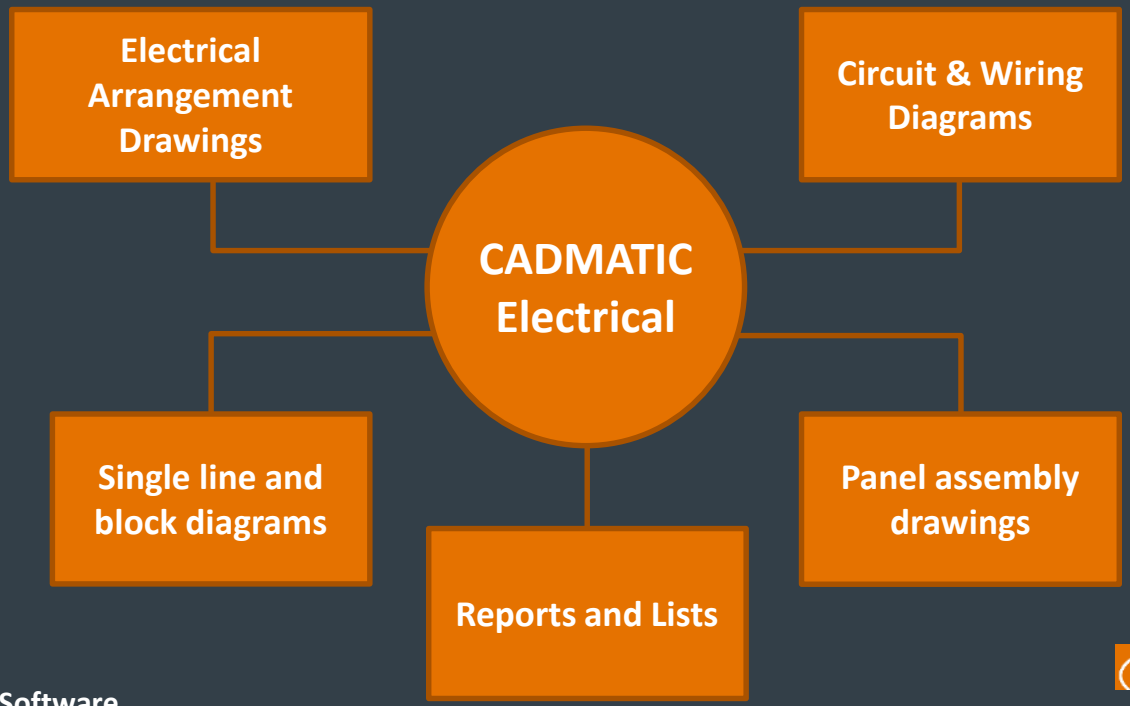
CADMATIC Electrical
for Electrical-, Instrumentation and Automation Design

Key deliverables include



All Documents with One Software

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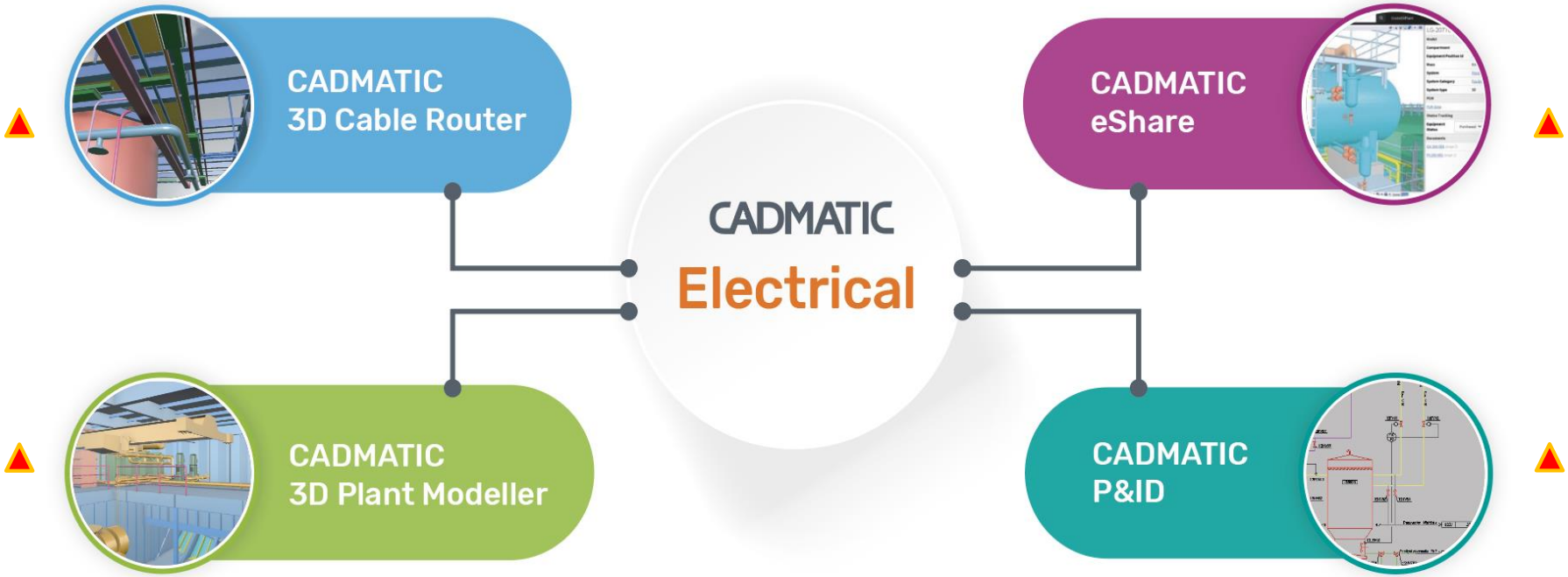
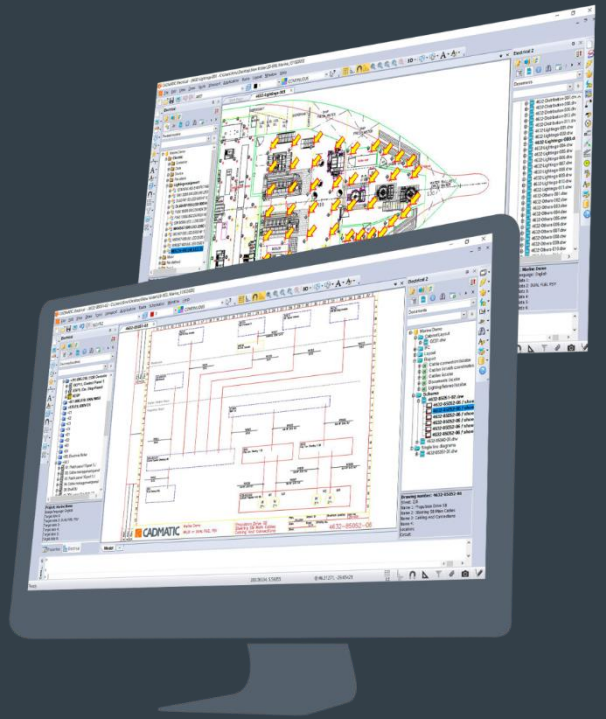
Integrations with other CADMATIC Design Applications



Growing number of CADMATIC Electrical customers in Marine

Selected Marine references

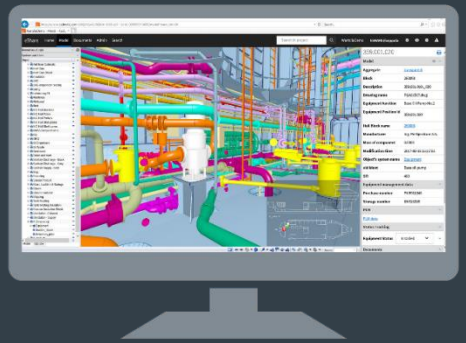
- Elomatic, Finland (Design office)
- Deltamarine, Finland (Design office)
- Tsuneishi Shipbuilding, Japan (Shipyard)
- STI Engineering, Netherlands (Design office)
- Baltic Workboat, Estonia (Shipyard)
- Telesilta, Finland (Subcontractor)
- Gloryholder Liquefied Gas Machinery, China (Design and turn-key)
- ITK Marine, Estonia (Design office)
- Seaspan, Canada (Shipyard)
- Glosten, USA (Design office)
- Nevesbu, Netherlands (Design office)



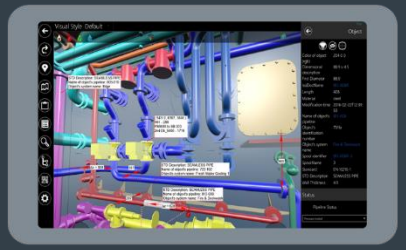
Digital Information Management Products - Single Source of Truth

eBrowser
file based 3D viewer

eShare
all project data in one portal



eGo
3D viewer for Windows tablets



CADMATIC FollowApp
Project follow-up with a mobile device

eShare for HoloLens
CAD-model visualized in its real environment

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CADMATIC Data-driven Shipbuilding Solution supports your DX