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Insights
in Partnership with

Ascentage

Technology Update
Reality Capture for the Built Environment

November 2022



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Reality Capture for the Built Environment

Investments in Three Interrelated Technology Areas Drawing Increased Focus from Established Players and Newcomers

Ascentage

Influential Events Driving Market Urgency

Solar's Sidekick: How Drones and Reality Capture Give Clean Energy a Big Lift
October 19, 2022

Forbes

DroneDeploy Acquires Structionsite, Promises Integrated Reality Capture
October 12, 2022

ENR
Engineering News-Record

Avvir Joins Hexagon AB to Accelerate Product Growth and Industry Adoption
October 6, 2022

yahoo!

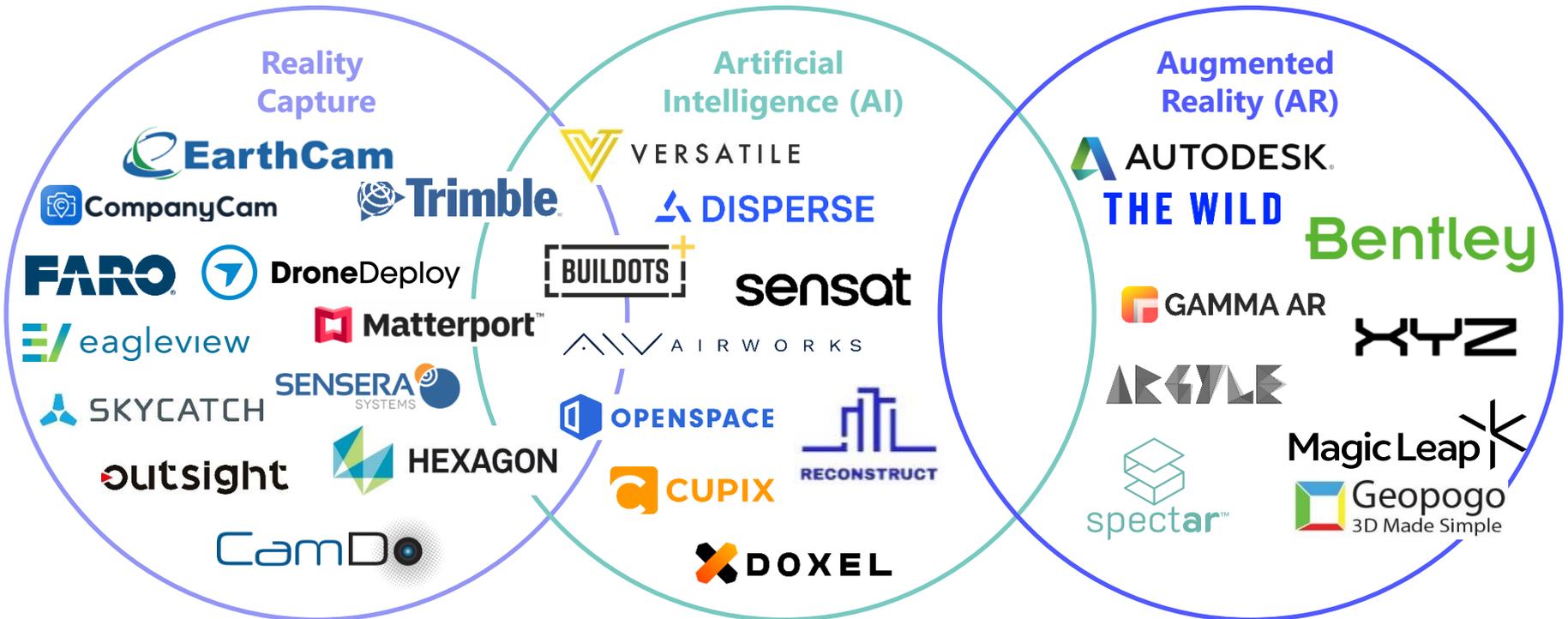
OpenSpace Brings Series D Total to US\$111M
August 2022

FINSMES

Reality capture technology as part of the urban "new normal"
July 2022

BIMTODAY

Key Technologies



Photogrammetry, lidar and IoT tools improving reality capture, complementing mobile-enabled construction management tools with both exterior/drone and interior/360° camera/smartphone applications

Computer vision, machine learning and other AI technologies applied in a variety of spaces, including progress and productivity tracking as well as safety management

AR solutions accelerating design-construction integration/constructability reviews and facilitating construction quality control

Strong Investor Interest in Reality Capture ...

Reference Investor Activity

Lead Investor	Target	Technologies			Last Investment	Deal Type	Amount Raised ⁽ⁱ⁾	Pre-Money Valuation ⁽ⁱ⁾	Amount Raised To-Date ⁽ⁱ⁾
		Reality	AI/CV	AR					
 Energy Innovation Capital	 outsight	✓	✓		Oct 22	Early Stage	\$21.5	n/a	\$43.4
 2150	 DISPERSE	✓	✓		Sept 22	Series A+	\$16.0	\$40.4	\$32.0
 PAC <small>PEARL ABYSS CAPITAL</small>	 CUPIX	✓	✓		Aug 22	Series B+	n/a	n/a	\$18.7
 PSP	 OPENSOURCE	✓	✓		Aug 22	Series D	\$111.0	\$800.0	\$198.7
 groundbreak <small>VENTURES</small>	 AIRWORKS	✓	✓		July 22	Series A	\$5.0	n/a	\$10.1
 VIOLA	 BUILDDOTS+	✓	✓		May 22	Series C	\$59.8	\$254.7	\$105.7
 Tencent 腾讯	 sensat	✓	✓		Mar 22	Series B	\$23.6	\$88.5	\$37.4
 ENERGIZE <small>VENTURES</small>	 DroneDeploy	✓	✓		Nov 21	Series E	\$50.0	\$450.0	\$510.0
 INSIGHT <small>PARTNERS</small>	 CompanyCam	✓			Oct 21	Series B	\$30.0	\$400.0	\$37.4
 NEMETSCHEK <small>GROUP</small>	 RECONSTRUCT	✓	✓		July 21	Series B	\$17.3	\$50.0	\$27.4
 INSIGHT <small>PARTNERS</small>	 VERSATILE	✓	✓		July 21	Series B	\$80.0	\$450.0	\$108.5
 octopus ventures	 XYZ		✓	✓	June 21	Series A	\$28.9	\$81.6	\$37.2
 BLACKBIRD	 SKYCATCH	✓	✓		Mar 21	Series C	\$25.0	\$115.0	\$75.0
 INSIGHT <small>PARTNERS</small>	 DOXEL	✓	✓		Jan 21	Series B	\$44.0	\$140.0	\$61.5

Sources: Pitchbook, Capital IQ, corporate websites, press releases

(i) \$ in millions

... In Many Cases, Leading to Acquisition

Reference M&A Transactions

Buyer	Target	Technologies			Date	Valuation ⁽ⁱ⁾
		Reality	AI/CV	AR		
 ORACLE®	 NEWMETRIX	✓	✓		Oct 22	n/a
 HEXAGON	 AVVIR®	✓	✓		Oct 22	n/a
 DroneDeploy	 structionsite	✓	✓		Oct 22	n/a
 AUTODESK.	 THE WILD		✓	✓	Mar 22	n/a
 FARO	 HOLO BUILDER	✓	✓		June 21	\$33.8
 PROCORE®	 INDUS.AI	✓	✓		May 21	\$27.0
 THE WILD	 IRISVR		✓	✓	Feb 21	n/a
 HEXAGON	 IMMERSAL			✓	July 21	n/a
 Bentley®	 SEEQUENT	✓	✓	✓	June 21	\$1,038.3
 Density	 HELIX ^{RE}	✓			June 21	n/a
 HEXAGON	 OxBlue	✓			Dec 20	n/a

Sources: Pitchbook, Capital IQ, corporate websites, press releases

(i) \$ in millions

Growth Stage

FOCUSED ON TRANSACTIONS WITH \$50-500 MILLION ENTERPRISE VALUE

220+

COMPLETED TRANSACTIONS

\$30+

BILLION IN DEAL VALUE

~30%

CROSS-BORDER DEALS ⁽¹⁾

40%+

SPONSOR-BACKED CLIENTS

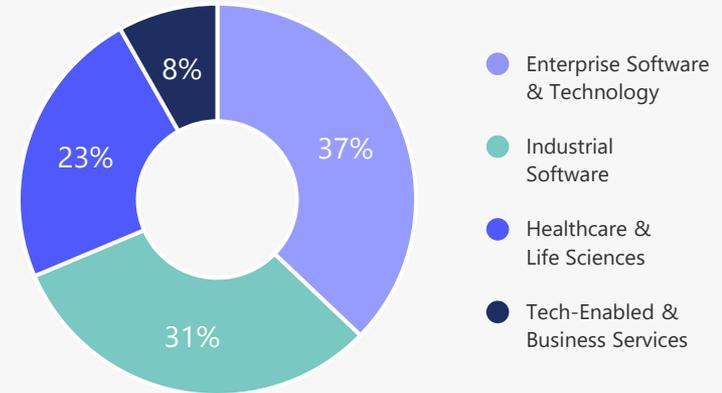
30%+

REPEAT CLIENTS ⁽¹⁾

22

DEDICATED ADVISORS

Our Deep Sector Expertise Drives Better Outcomes ⁽²⁾



- (1) Calculated as total clients divided by clients completing more than one transaction with MPG over client relationship, inclusive of investor relationships
(2) Select deals completed in the last ten years



FOCUS

We partner with global technology clients across North America and Europe



EXPERTISE

We specialize in impacting growth strategies to optimize shareholder value creation



STRATEGY

We marry thoughtful corporate strategy planning with stalwart transactional execution



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Domain experts with active relationships across +1,500 global investors

Select Recent Transactions

50+ Successful Client Outcomes in the Industrial Technology Market

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PE-Backed



Strategic Sale



Electro-mechanical simulation and multi-physics design optimization solutions

Founder-Owned



Growth Investment



Software development toolkits enabling 3D visualization

VC-Backed



Growth Investment



Cloud-based PLM software for the high-tech industry

Construction &
Enterprise
Asset
Management

Founder-owned



Growth Investment



Construction workforce management solutions

Founder-Owned



Strategic Sale



Transportation infrastructure asset management platform

VC-Backed



Strategic Sale



GIS-centric enterprise asset management solutions for local governments and utilities

EHSQ Risk &
Compliance

Founder-Owned



Growth Investment



Healthcare compliance software to manage HIPAA, OSHA, and more regulatory frameworks

Founder-Owned



Growth Investment



Integrated EHSQ / GRC risk management software

Founder-Owned



Strategic Sale



Chemical regulatory compliance data and software solutions

Supply Chain
Technology

PE-Backed



Acquisitions of






Wholistic beverage planning and distribution solutions

PE-Backed



Minority Investment



Parcel spend management solutions provider

PE-Backed



Majority Investment



Warehouse and retail management solutions for the CPG industry

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Sources & Notes

Data Sources

1. Pitchbook
2. S&P Capital IQ
3. Tracxn
4. LinkedIn
5. Public company releases, filings, and earnings transcripts

Company References

1. Miscellaneous company and press releases

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