

## Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 16 strong brands, 67 locations, sale in 142 countries
- ~ 4.0 million users around the world
- Highest quality, user-friendly, customer-oriented
- **Growth drivers:** Digitalization in AEC far behind other industries, BIM regulations worldwide, switch from 2D to integrated digital 3D workflow solutions

## Investment Highlights

- Positioning**
  - Focus on AEC, leading in Open BIM
  - Focus on customer needs
- Financials**
  - Stable margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Open BIM, digital workflows, collaboration
  - Organic and via acquisitions

## Key Figures mEUR

	9M 2018	9M 2017	%YoY	%YoYcc***	FY 2017
Revenues	330.9	289.8	+14.2%	+18.0%	395.6
EBITDA	88.2	76.5	+15.3%	+17.2%	108.0
EBITDA margin	26.7%	26.4%	-	-	27.3%
EBIT	71.4	60.3	+18.3%	-	86.4
EBIT margin	21.6%	20.8%	-	-	21.9%
Net income	52.6	42.8	+22.9%	-	62.4*
EPS in €	1.37	1.11	+22.9%	-	1.62*
Operating cash flow	72.1	68.2	+5.8%	-	97.4
Free cash flow	1.1	36.3	-	-	42.8
Free cash flow**	64.4	61.1	+5.2%	-	88.2
Equity ratio in %	40.7%	49.5%	-	-	49.5%
Net debt/ liquidity	-32.5	19.4	-	-	24.0
Headcount	2,529	2,094	+20.8%	-	2,142

\* w/o positive special effects of 12.2 m€ in total (thereof: 7.6 m€ in financial result and 4.6 m€ in taxes because of US tax reform and release of deferred tax provisions)  
 \*\*without M&A investments \*\*\*constant currency

## Business Overview & Segments – Covering complete value chain in AEC + Media

### Architecture · Engineering · Construction (AEC)

Segments	DESIGN		BUILD	MANAGE	MEDIA & ENTERTAINMENT			
Brands	ALLPLAN	GRAPHISOFT	NEVARIS	CREM SOLUTIONS	MAXON			
	VECTORWORKS	SCiA	BLUEBEAM	MCS SOLUTIONS				
	DATA DESIGN SYSTEM	FRILO Software	SOLIBRI					
	PRECAST SOFTWARE engineering	dRofus	SOS/2					
	IRISA							
Revenues* (Growth)	9M 2018 198.1 (+11.3%cc)	FY 2017 249.2 (+12.8%)	9M 2018 106.2 (+32.9%cc)	FY 2017 114.6 (+31%)	9M 2018 7.7 (+32.7%cc)	FY 2017 8.1 (+13.8%)	9M 2018 18.9 (+11.5cc)	FY 2017 23.8 (+8.9%)
EBITDA margin	25.0%	28.2%	27.3%	23.2%	22.0%	23.4%	41.9%	38.8%

## Guidance FY 2018

Revenues	447–457 mEUR (based on a fx rate of 1.18 EUR/USD)
EBITDA margin	25% - 27%

## Executive Board

Patrik Heider	Spokesman and CFOO
Viktor Várkonyi	Board Member and CEO of Graphisoft

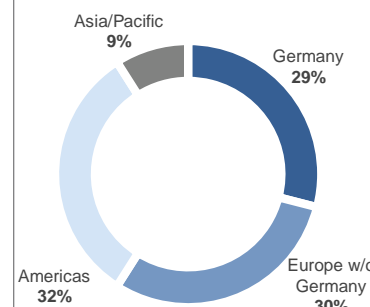
## Supervisory Board

Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

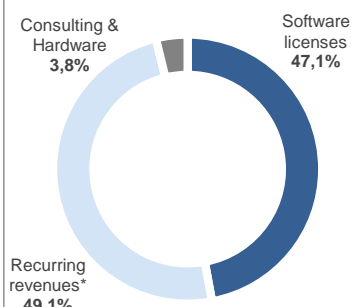
## Key Stock Figures

ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Indices / Ticker symbol	Prime Standard, MDAX / TecDAX NEM GY, NEKG, DE
Current market cap	EUR 4.4 billion

## Revenues by Regions (9M 2018)



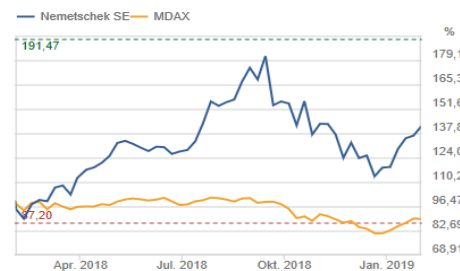
## Revenues by Type (9M 2018)



\* Software services, rental model (subscription, SaaS)

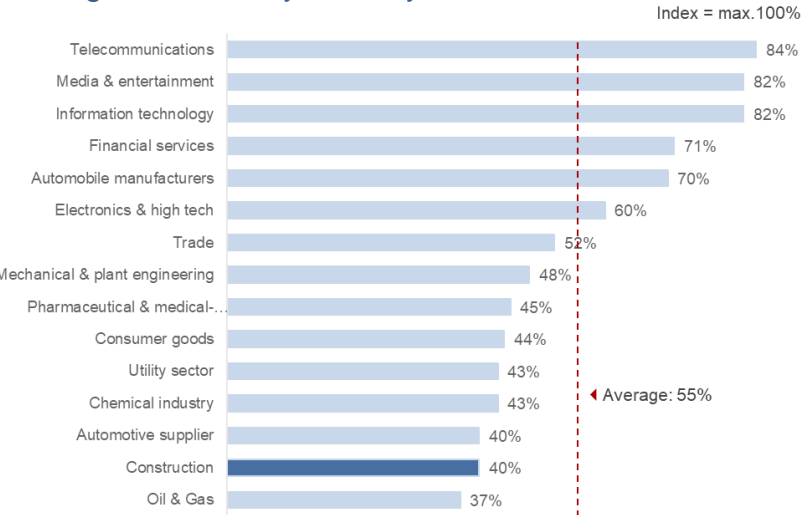
## Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float



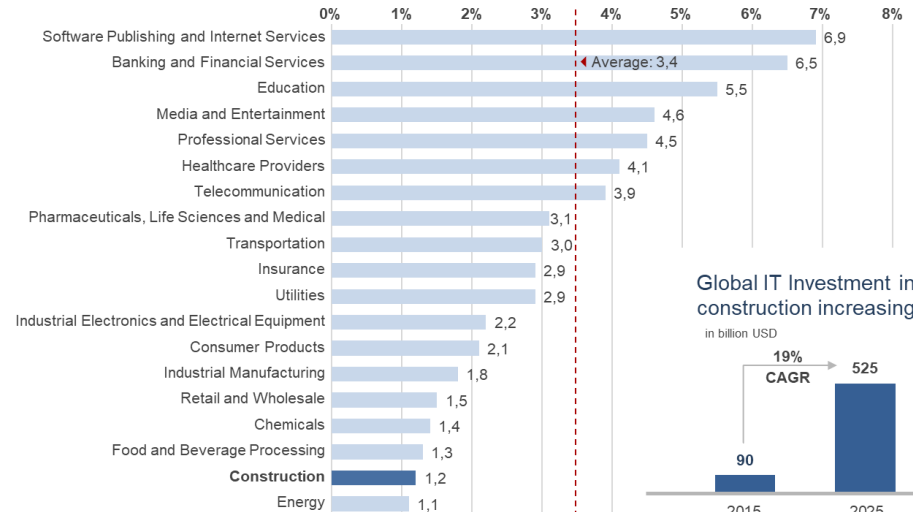
# AEC Market Data

## Digital Index – by Industry Cluster



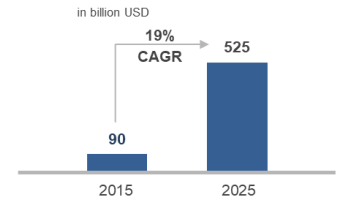
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

## IT Spending as a % of Revenue by Industry (2017)



Source: IT Key Metrics, Data 2017

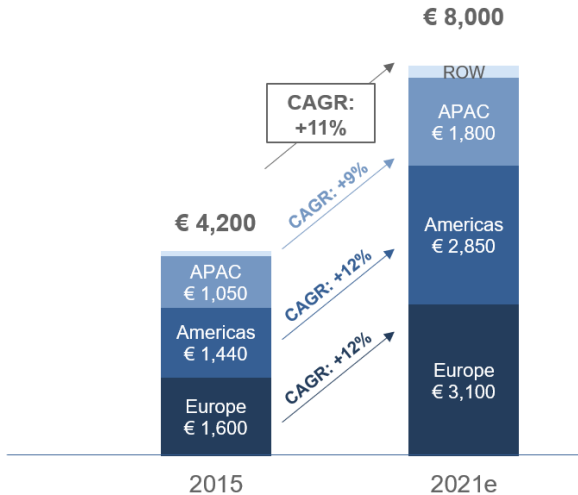
## Global IT Investment in construction increasing



Source: McKinsey

## BIM Market Size 2015/2021

End-user expenditure (EUE) in m€



Source: Cambashi BIM Design Observatory and internal research

## Most Influencing BIM Countries

