



Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 16 strong brands, 82 locations, sale in 142 countries
- > 5.0 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	Q1 2019	Q1 2018	%YoY	%YoYcc**	FY 2018
Revenues	129.9	102.2	+27.1%	+23.2%	461.3
EBITDA	36.7	27.9	+31.4%	+24.8%	121.3
EBITDA margin	28.2%	27.3%	-	-	26.3%
Adj. EBITDA (IFRS 16)	33.1	27.9	+18.5%	+11.9%	-
Adj. EBITDA margin	25.5%	27.3%	-	-	-
EBIT	26.8	22.6	+18.7%	-	97.8
EBIT margin	20.7%	22.1%	-	-	21.2%
Net income	19.6	16.4	+19.7%	-	76.5
EPS in €	0.51	0.43	+19.7%	-	1.99
Operating cash flow	34.5	26.6	+30.0%	-	99.7
Free cash flow	-44.3	24.7	-	-	25.4
Free cash flow*	29.0	24.7	+17.4%	-	88.5
Equity ratio in %	35.4%	50.4%	-	-	43.0%
Net debt/ liquidity	-55.7	47.4	-	-	-9.9
Headcount	2,648	2,227	+18.9%	-	2,587

*without M&A investments **constant currency

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

Architecture • Engineering • Construction (AEC)

Divisions	DESIGN		BUILD		MANAGE		MEDIA & ENTERTAINMENT	
	ALLPLAN	GRAPHISOFT	NEVARIS	CREM SOLUTIONS				MAXON
	VECTORWORKS	SCiA	BLUEBEAM	SPACEWELL				
	DATA DESIGN SYSTEM	SOLIBRI	SOS/2					
	PRECAST SOFTWARE engineering	dRofus						
	IRISA	FRILO						
Revenues* (Growth)	Q1 2019 74.3 (+15.1%)	FY 2018 273.6 (+9.8%)	Q1 2019 40.2 (+34.7%)	FY 2018 148.0 (+29.2%)	Q1 2019 8.2 (+>300%)	FY 2018 13.8 (+71.3%)	Q1 2019 7.2 (+23.9%)	FY 2018 25.9 (+9.1%)
EBITDA margin	28.5%	25.4%	31.8%	25.8%	-2.6%	17.9%	40.7%	42.6%

* in mEUR

Guidance	FY 2019
Revenues	540–550 mEUR
EBITDA margin	25% - 27% (w/o IFRS 16)

Executive Board

Patrik Heider	Spokesman and CFOO
Viktor Várkonyi	Chief Division Officer, Planning & Design
Jon Elliott	Chief Division Officer, Build & Construct

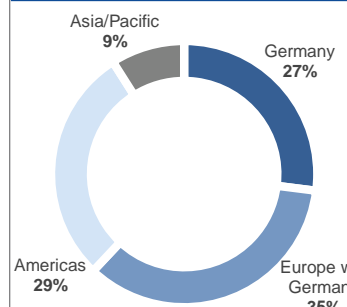
Supervisory Board

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

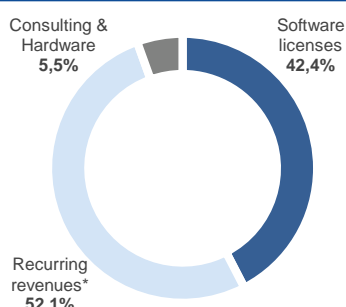
Key Stock Figures

ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	Prime Standard, MDAX / TecDAX NEM GY, NEKG, DE
Current market cap	EUR 5.5 billion

Revenues by Regions (Q1 2019)



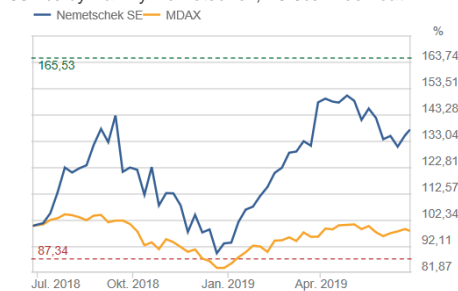
Revenues by Type (Q1 2019)



* Software services, rental model (subscription/SaaS)

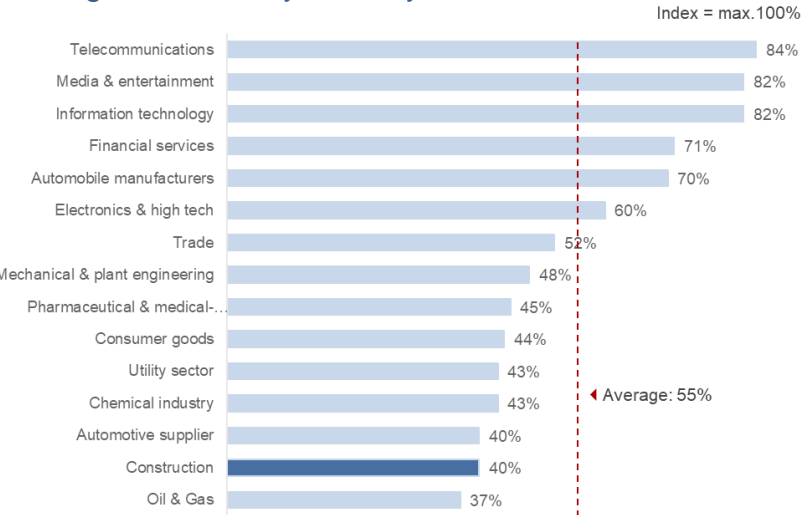
Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float



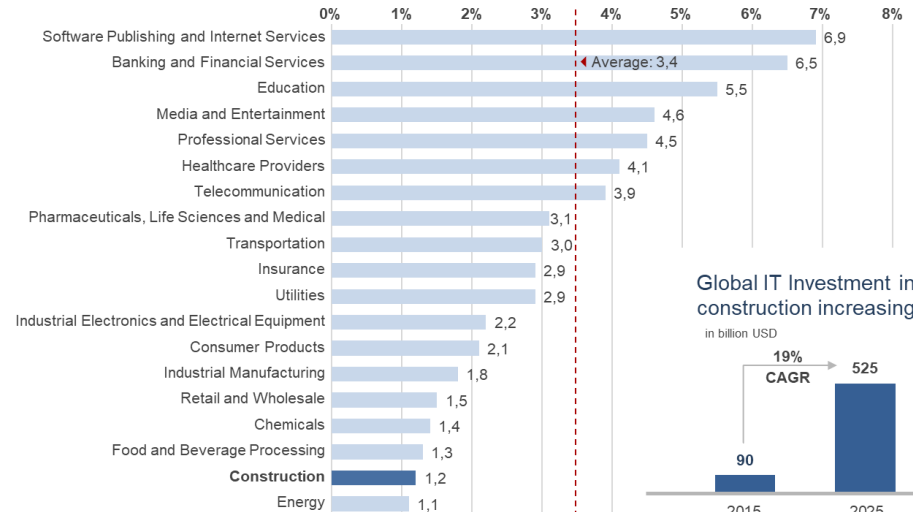
AEC Market Data

Digital Index – by Industry Cluster



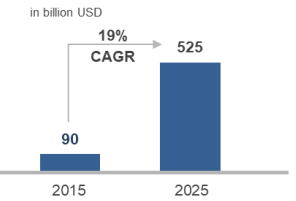
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

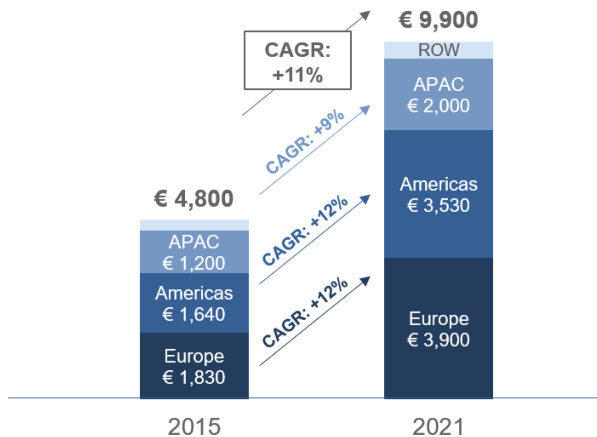
Global IT Investment in construction increasing



Source: McKinsey

BIM Market Size 2015/2021

End-user expenditure (EUE) in m€



Most Influencing BIM Countries

