



## 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

## 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			
Brands	DATA DESIGN SYSTEM	SOLIBRI	SOS/2					
	PRECAST SOFTWARE engineering	dRofus						
	IRISA	FRILO						
Revenues* (Growth)	H1 2019 150.0 (+12.0%)	FY 2018 273.6 (+9.8%)	H1 2019 84.6 (+29.4%)	FY 2018 148.0 (+29.2%)	H1 2019 17.5 (+>300%)	FY 2018 13.8 (+71.3%)	H1 2019 15.7 (+23.5%)	FY 2018 25.9 (+9.1%)
EBITDA margin	27.7%	25.4%	33.2%	25.8%	6.9%	17.9%	37.2%	42.6%

Key Figures mEUR	H1 2019	H1 2018	%YoY	%YoYcc**	FY 2018
Revenues	267.7	216.0	+23.9%	+20.5%	461.3
EBITDA	76.6	59.0	+30.0%	+25.7%	121.3
EBITDA margin	28.6%	27.3%	-	-	26.3%
Adj. EBITDA (IFRS 16)	69.3	59.0	+17.5%	+13.2%	-
Adj. EBITDA margin	25.9%	27.3%	-	-	-
EBIT	56.4	48.2	+17.1%	-	97.8
EBIT margin	21.1%	22.3%	-	-	21.2%
Net income	41.4	34.5	+20.3%	-	76.5
EPS in €	0.36	0.30*	+20.3%	-	0.66*
Operating cash flow	69.3	43.4	+59.8%	-	99.7
Free cash flow	-42.5	35.1	-	-	25.4
Free cash flow***	55.1	38.2	+44.4%	-	88.5
Equity ratio in %	33.6%	51.0%	-	-	43.0%
Net debt/ liquidity	-89.7	28.3	-	-	-9.9
Headcount	2,776	2,305	+20.4%	-	2,587

\*EPS has been presented after the stock split \*\*constant currency \*\*\*without M&A investments

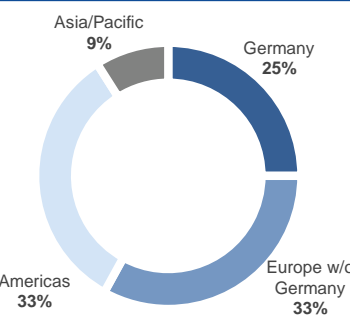
Guidance	FY 2019
Revenues	540–550 mEUR
EBITDA margin	27% - 29% (25% - 27% w/o IFRS 16)

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

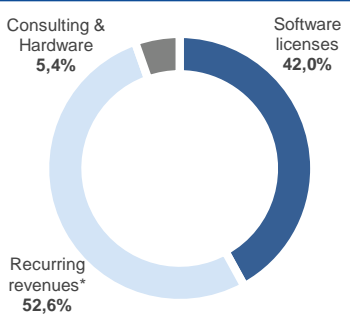
Supervisory Board	
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

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 5.4 billion

## Revenues by Regions (H1 2019)

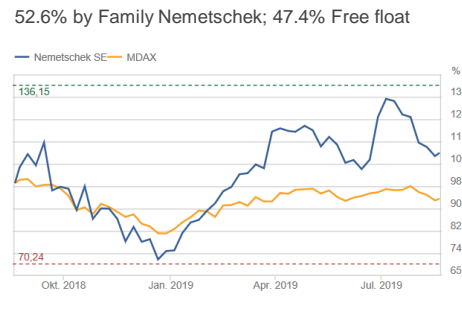


## Revenues by Type (H1 2019)



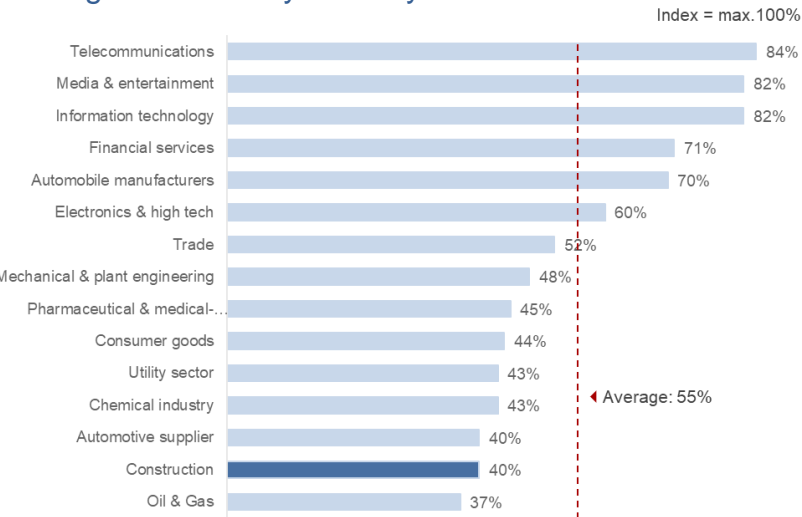
\* Software services, rental model (subscription/SaaS)

## Shareholder Structure & Share Price Development



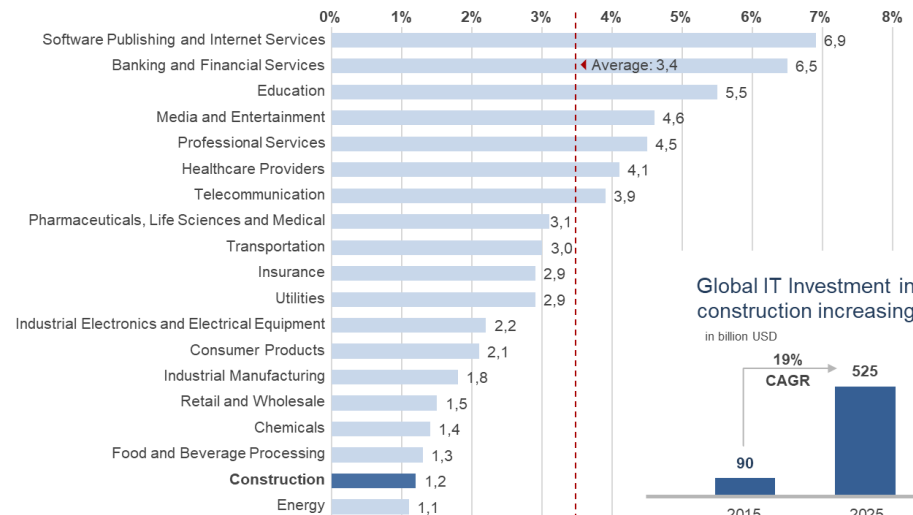
# AEC Market Data

## Digital Index – by Industry Cluster



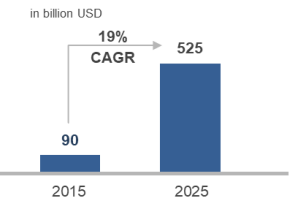
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

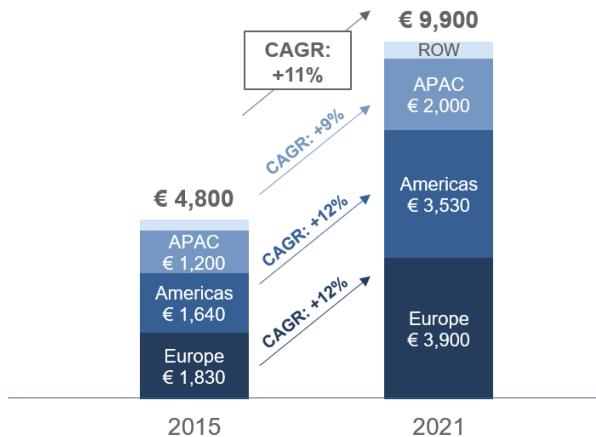
## Global IT Investment in construction increasing



Source: McKinsey

## BIM Market Size 2015/2021

End-user expenditure (EUE) in m€



## Most Influencing BIM Countries

