



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, acquisitions

Business Overview – 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)	9M 2019 226.5 (+11.3%)	FY 2018 273.6 (+9.8%)	9M 2019 128.8 (+27.9%)	FY 2018 148.0 (+29.2%)	9M 2019 27.2 (+251.4%)	FY 2018 13.8 (+71.3%)	9M 2019 23.5 (+24.3%)	FY 2018 25.9 (+9.1%)
EBITDA margin	29.0%	25.4%	32.7%	25.8%	12.6%	17.9%	35.1%	42.6%

Key Figures mEUR	9M 2019	9M 2018	%YoY	%YoYec*	FY 2018
Revenues	406.0	330.9	+22.7%	+19.6%	461.3
EBITDA	119.4	88.2	+35.4%	+30.7%	121.3
EBITDA margin	29.4%	26.7%	-	-	26.3%
Adj. EBITDA (IFRS 16)	108.2	88.2	+22.7%	+17.9%	-
Adj. EBITDA margin	26.7%	26.7%	-	-	-
Net income	95.4	52.6	+81.3%	-	76.5
EPS*	0.83	0.46	+81.3%	-	0.66
Net income w/o DocuWare sale	65.5	52.6	+24.5%	-	76.5
EPS in € w/o DocuWare sale	0.57	0.46*	+24.5%	-	0.66*
Operating cash flow	114.1	72.1	+58.1%	-	99.7
Free cash flow	34.8	1.1	-	-	25.4
Free cash flow***	132.5	64.4	+105.8%	-	88.5
Equity ratio in %	38.7%	40.7%	-	-	43.0%
Net debt/ liquidity	-15.2	-32.5	-	-	-9.9
Headcount	2,838	2,529	+12.2%	-	2,587

*EPS 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)

Management Team

Dr. Axel Kaufmann	Spokesman and CFOO
Viktor Várkonyi	Chief Division Officer, Planning & Design
Jon Elliott	Chief Division Officer, Build & Construct
Koen Matthijs	Chief Division Officer, Manage & Operate

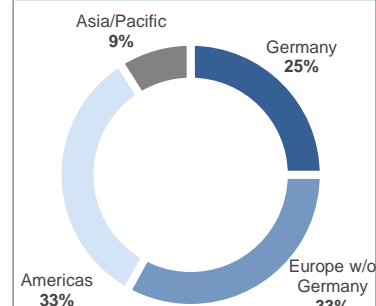
Supervisory Board

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

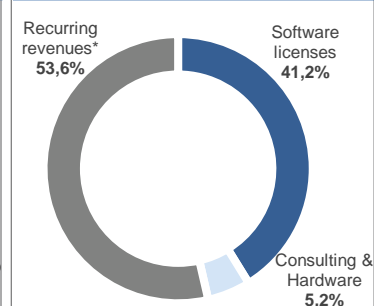
Key Stock Figures

ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 7.3 billion

Revenues by Regions (9M 2019)



Revenues by Type (9M 2019)



* Software services, rental model (subscription/SaaS)

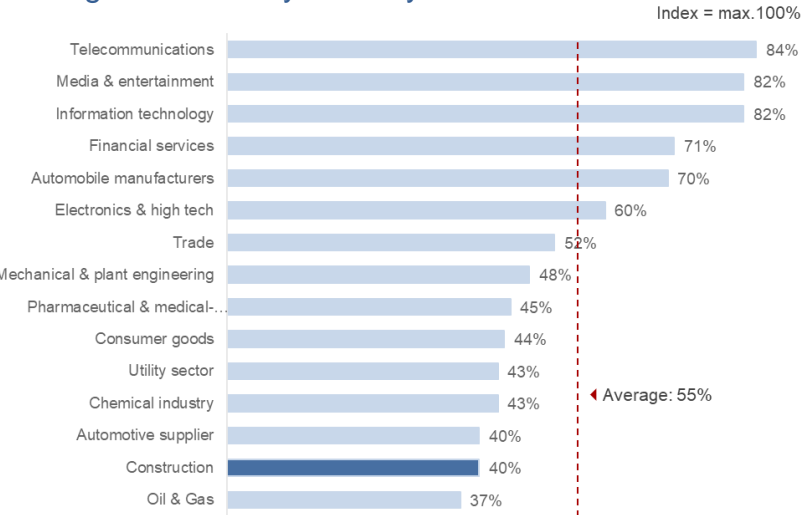
Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



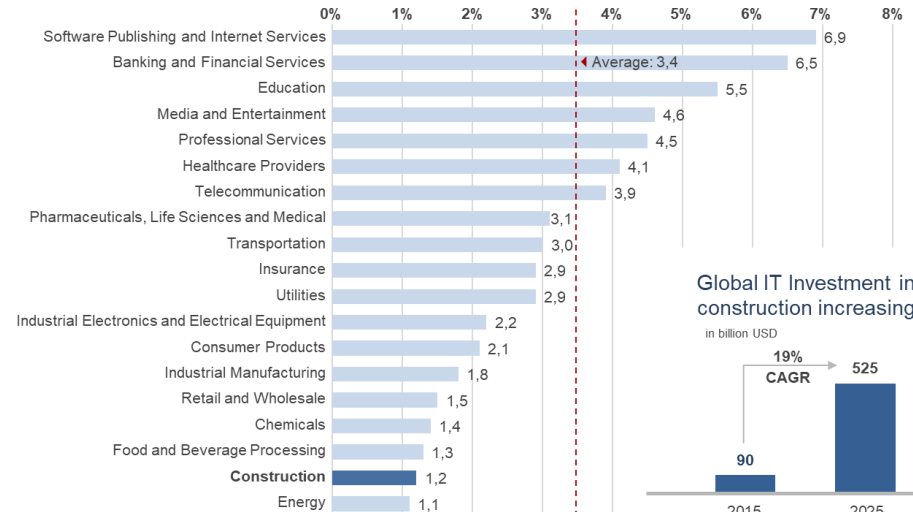
AEC Market Data

Digital Index – by Industry Cluster



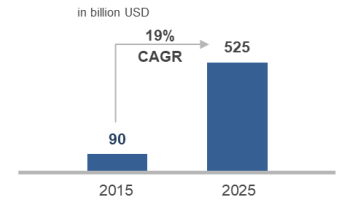
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

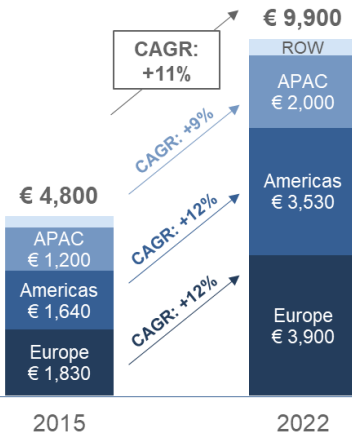
Global IT Investment in construction increasing



Source: McKinsey

BIM Market Size 2015/2022

End-user expenditure (EUE) in m€



Source: Cambashi BIM Design Observatory and internal research

Most Influencing BIM Countries

