



Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 4 customer-oriented divisions with 16 strong brands
- ~6.0 million users around the world
- Highest quality, user-friendly, innovative
- **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

Key Figures mEUR

	Q1 2020	Q1 2019	%YoY	%YoYcc*	FY 2019
Revenues	146.6	129.9	+12.8%	+11.4%	556.9
EBITDA	41.8	36.7	+14.0%	+9.6%	165.7
EBITDA margin	28.5%	28.2%	-	-	29.7%
EBIT	29.2	26.8	+8.9%	-	150.5
EBIT margin	19.9%	20.7%	-	-	27.0%
Net income	21.4	19.6	+9.3%	-	127.2
EPS	0.19	0.17	+9.3%	-	1.10
Operating cash flow	43.1	34.5	+24.8%	-	160.4
Free cash flow	-38.6	-44.3	+12.9%	-	-76.6
Free cash flow**	40.5	29.0	+39.7%	-	174.5
Equity ratio in %	43.3%	35.4%	-	-	40.7%
Net debt/ liquidity	-21.8	-55.7	-	-	21.0
Headcount	2,935	2,648	+10.8%	-	2,875

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				
	DATA DESIGN SYSTEM	SOLIBRI	SOS/2					
	PRECAST SOFTWARE engineering	dRofus						
	IIRISA	FRILO						
Revenues* (Growth)	Q1 2020 77.2 (+2.2%)	FY 2019 314.6 (+10.2%)	Q1 2020 48.7 (+20.2%)	FY 2019 177.7 (+25.6%)	Q1 2020 10.0 (+20.9%)	FY 2019 38.5 (+178.8%)	Q1 2020 12.7 (+67.7%)	FY 2019 33.9 (+23.2%)
EBITDA margin	30.0%	32.4%	38.3%	34.7%	10.2%	20.5%	23.9%	27.8%

*constant currency **without M&A investments

Guidance

FY 2020

Revenue	At least stable to slight increase
EBITDA margin	> 26%

Management Team

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

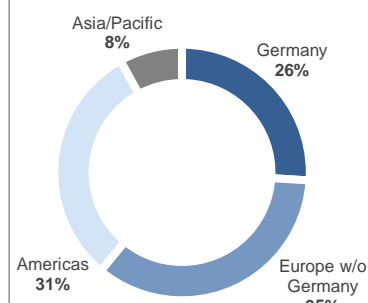
Supervisory Board

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

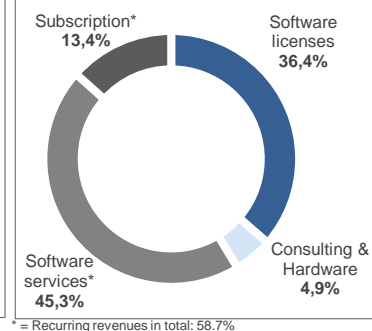
Key Stock Figures

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 7.2 billion

Revenues by Regions (Q1 2020)

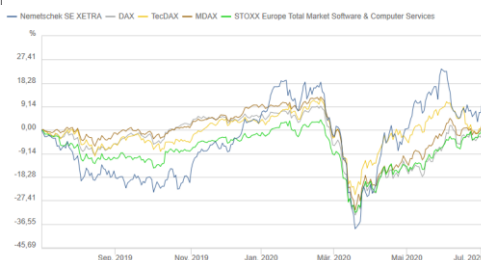


Revenues by Type (Q1 2020)



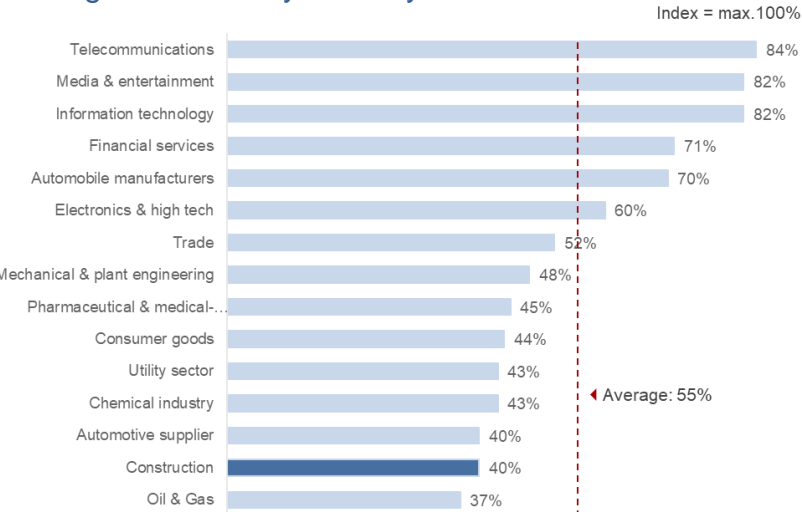
Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



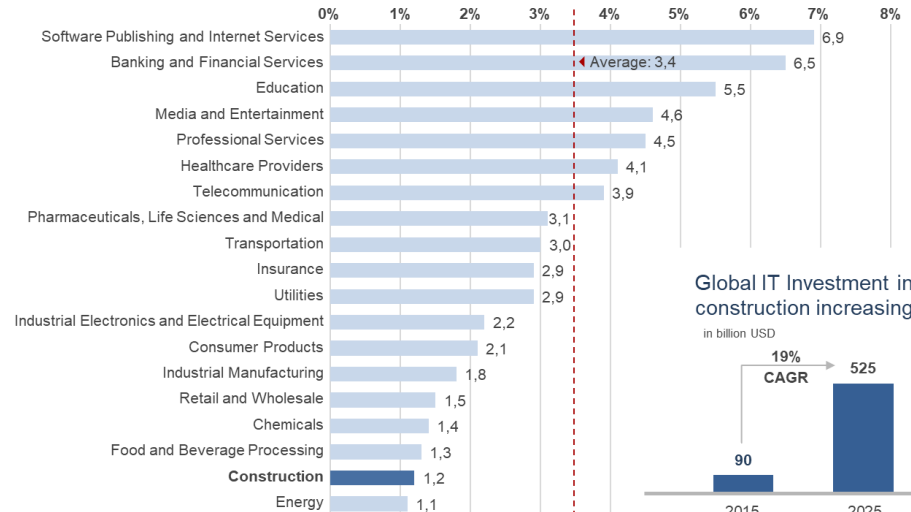
AEC Market Data

Digital Index – by Industry Cluster



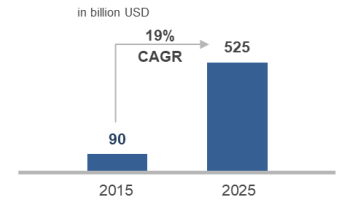
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

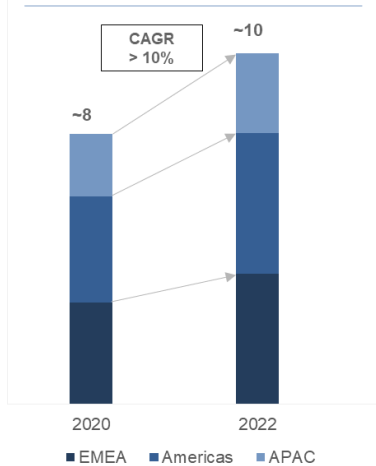
Global IT Investment in construction increasing



Source: McKinsey

BIM Market Size 2020/2022

End-user expenditure (EUE) in bn€



Source: Cambashi BIM Design Observatory and internal research

Most Influencing BIM Countries

