



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

	9M 2020	9M 2019	%YoY	%YoYcc*	FY 2019
Revenues	436.8	406.0	+7.6%	+7.8%	556.9
EBITDA	129.3	119.4	+8.2%	+8.0%	165.7
EBITDA margin	29.6%	29.4%	-	-	29.7%
EBIT	92.1	88.5	+4.1%	+3.4%	150.5
EBIT margin	21.1%	21.8%	-	-	27.0%
Net income**	67.7	66.0	+2.7%	-	127.2
EPS**	0.59	0.57	+2.7%	-	1.10
Operating cash flow	114.5	114.1	+0.4%	-	160.4
Free cash flow	24.2	34.8	-30.5%	-	76.6
Free cash flow***	107.5	132.5	-18.9%	-	174.5
Equity ratio in %	45.3%	38.7%	-	-	40.7%
Net cash	-5.2	-15.2	-	-	21.0
Headcount	3,067	2,838	+8.1%	-	2,875

*constant currency **previous year w/o one-time effect from the Docuware sale ***w/o M&A investments

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						
	IRISA	FRILO						
Revenues* (Growth)	9M 2020 229.3 (-0.3%)	FY 2019 314.6 (+10.2%)	9M 2020 144.3 (+11.1%)	FY 2019 177.7 (+25.6%)	9M 2020 29.2 (+7.2%)	FY 2019 38.5 (+178.8%)	9M 2020 39.4 (+59.1%)	FY 2019 33.9 (+23.2%)
EBITDA margin	33.2%	32.4%	38.0%	34.7%	14.1%	20.5%	28.9%	27.8%

* in mEUR

Guidance FY 2020

Revenue	Mid single-digit growth (Formerly: stable to slight increase)
EBITDA margin	28% - 29% (Formerly: > 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

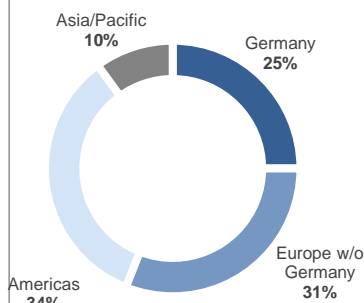
Supervisory Board

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

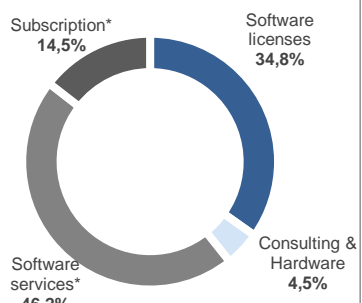
Key Stock Figures

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 6.7 billion

Revenues by Regions (9M 2020)



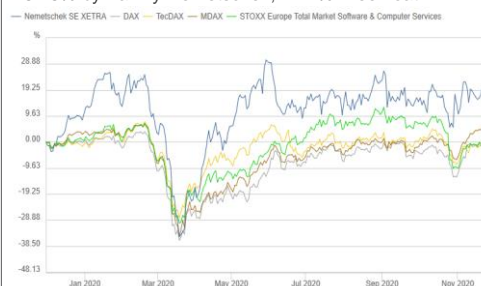
Revenues by Type (9M 2020)



* = Recurring revenues in total: 60.8%

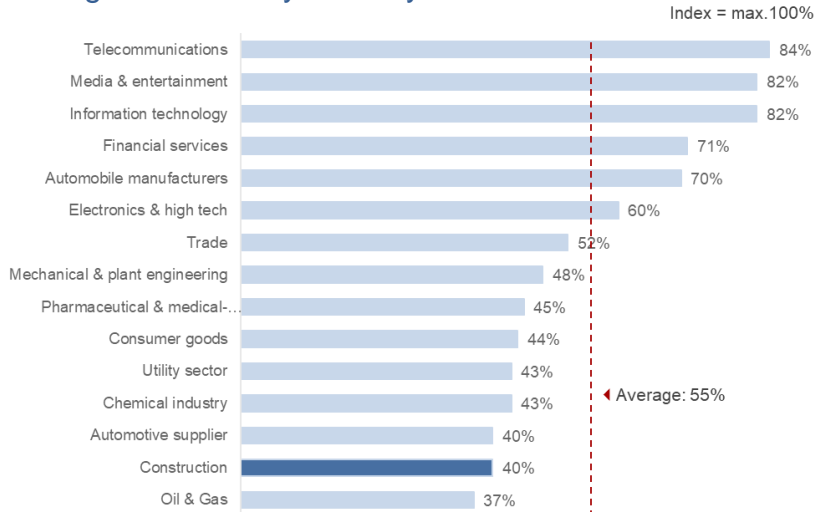
Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



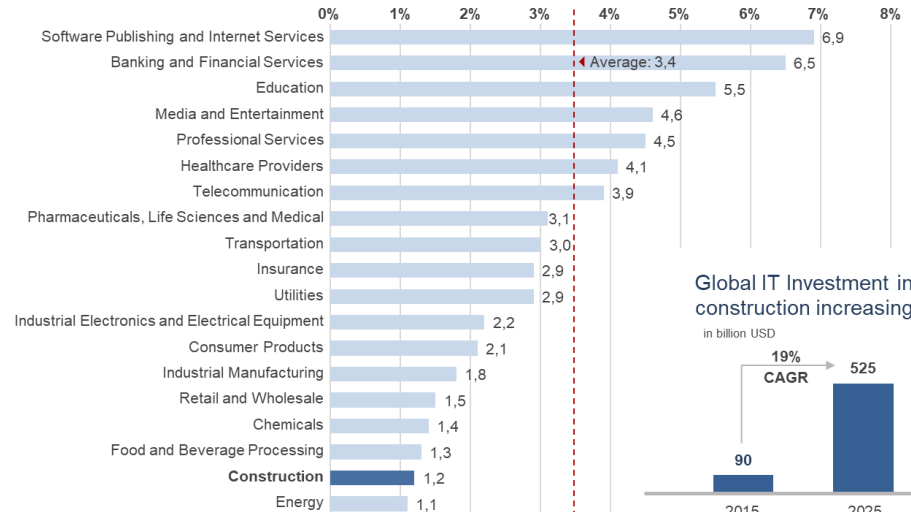
AEC Market Data

Digital Index – by Industry Cluster



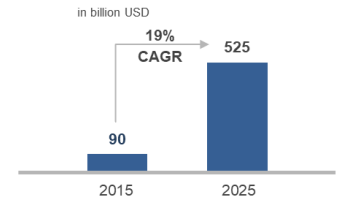
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

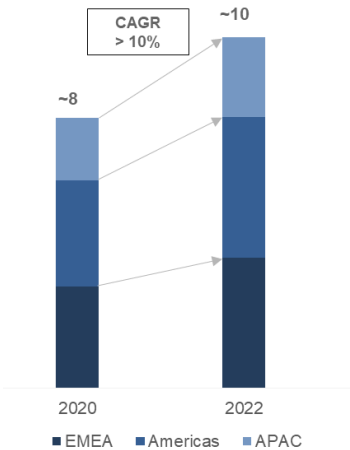
Global IT Investment in construction increasing



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

