



## 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

	H1 2020	H1 2019	%YoY	%YoYcc*	FY 2019
Revenues	288.2	267.7	+7.6%	+6.6%	556.9
EBITDA	82.6	76.6	+7.7%	+5.5%	165.7
EBITDA margin	28.7%	28.6%	-	-	29.7%
EBIT	57.6	56.4	+2.1%	-	150.5
EBIT margin	20.0%	21.1%	-	-	27.0%
Net income	42.5	41.4	+2.6%	-	127.2
EPS	0.37	0.36	+2.6%	-	1.10
Operating cash flow	78.2	69.3	+12.9%	-	160.4
Free cash flow	-10.1	-41.0	+75.4%	-	76.6
Free cash flow**	73.6	56.6	+30.0%	-	174.5
Equity ratio in %	43.3%	33.6%	-	-	40.7%
Net cash	-30.6	-89.7	-	-	21.0
Headcount	3,014	2,776	+8.6%	-	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	SDS/2			
	PRECAST SOFTWARE engineering	dRofus				
	IRISA	FRILO				
Brands						
Revenues* (Growth)	H1 2020 149.8 (+1.6%)	FY 2019 314.6 (+10.2%)	H1 2020 96.8 (+13.5%)	FY 2019 177.7 (+25.6%)	H1 2020 19.6 (+11.5%)	FY 2019 38.5 (+178.8%)
EBITDA margin	30.9%	32.4%	38.2%	34.7%	13.8%	20.5%
			H1 2020 25.6 (+55.1%)	FY 2019 33.9 (+23.2%)	H1 2020 26.9%	FY 2019 27.8%

\* in mEUR

\*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

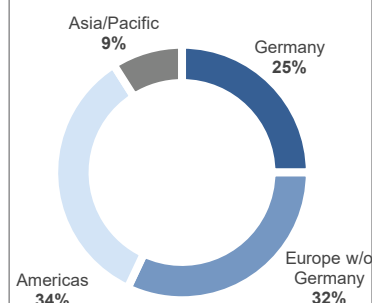
## Supervisory Board

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

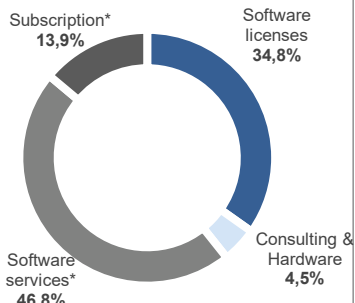
## Key Stock Figures

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 (H1 2020)



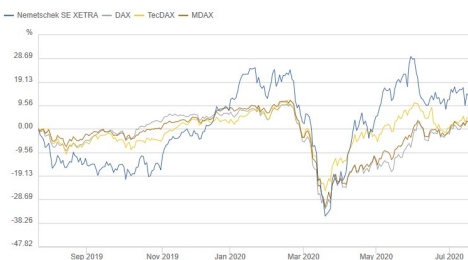
## Revenues by Type (H1 2020)



\* = Recurring revenues in total: 60.7%

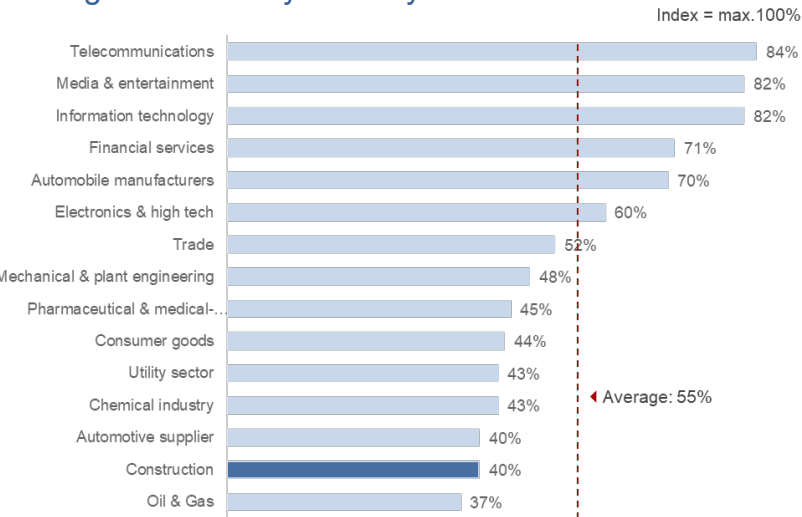
## Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



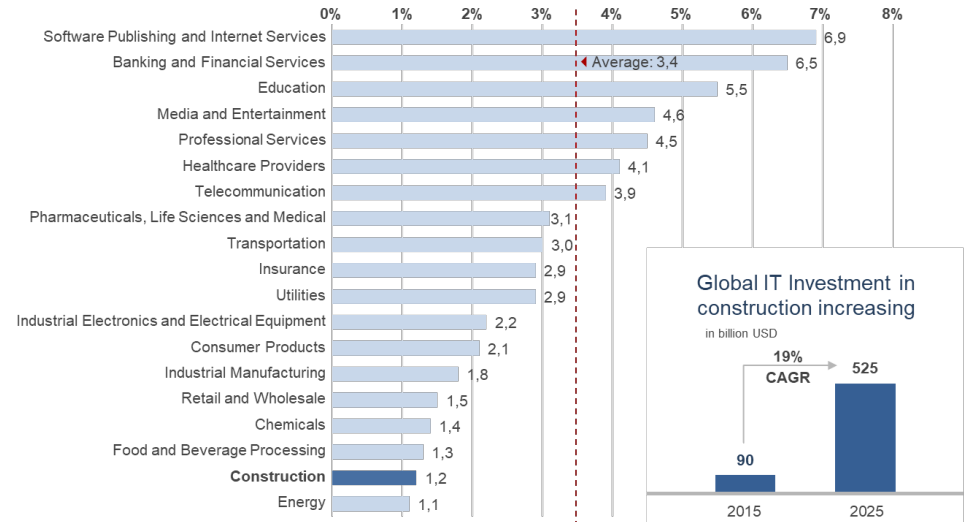
# AEC Market Data

## Digital Index – by Industry Cluster



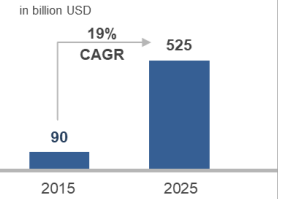
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

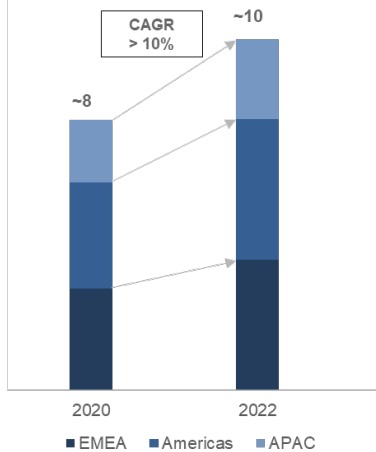
## Global IT Investment in construction increasing



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

