

NEMETSCHKE GROUP



Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global OPEN BIM software provider in AEC/O and Media with 4 customer-oriented divisions
- ~6.0 million users around the world
- USP: customer-focused, driving innovation/quality
- Growth drivers:** Digitalization in AEC/O far behind other industries, BIM regulations worldwide, switch from 2D to integrated digital 3D workflow solutions

Investment Highlights

- Positioning**
 - Focus on AEC/O, 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, AI
 - Organic, acquisitions

Business Overview – Covering the complete value chain in AEC/O + Media

Architecture · Engineering · Construction · Operation (AEC/O)

Divisions

DESIGN

ALLPLAN

GRAPHISOFT

VECTORWORKS

SCIA

DATA DESIGN SYSTEM

SOLIBRI

IIRISA

dRofus

FRILO

BUILD

NEVARIS

BLUEBEAM

SDS2

MANAGE

CREMSOLUTIONS

SPACEWELL

MEDIA & ENTERTAINMENT

MAXON

Brands

Revenues* (Growth)** EBITDA margin

* in mEUR **in constant currency

H1 2021
168.4 (+15.2%)
33.0%

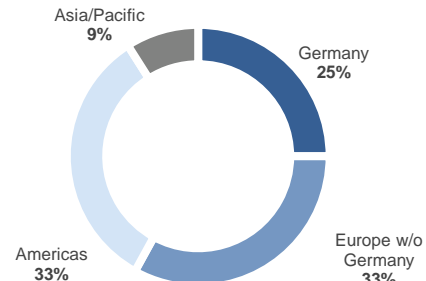
FY 2020
314.9 (+0.9%)
30.4%

H1 2021 FY 2020
105.7 (+15.7%) 193.0 (+10.3%)
43.8% 36.3%

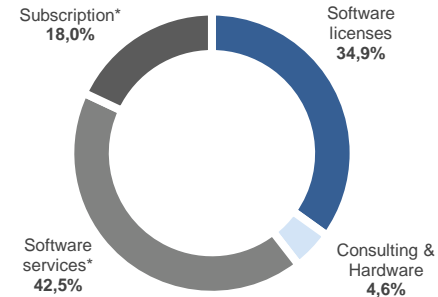
H1 2021 FY 2020
22.0 (+12.3%) 40.9 (+6.3%)
8.8% 9.0%

H1 2021 FY 2020
31.2 (+27.9%) 55.2 (+65.0%)
34.8% 28.1%

Revenues by Regions (H1 2021)

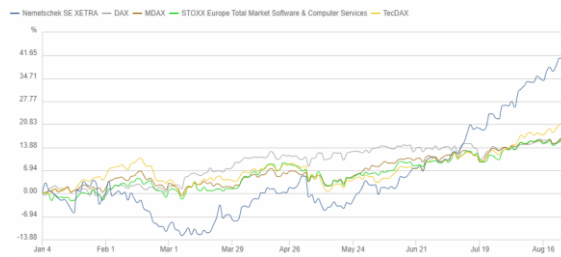


Revenues by Type (H1 2021)



Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



Key Figures mEUR	H1 2021	H1 2020	%YoY	%YoYcc*	FY 2020
Revenues	324.3	288.2	+12.5%	+16.7%	596.9
EBITDA	105.9	82.6	+28.3%	+34.8%	172.3
EBITDA margin	32.7%	28.7%	-	-	28.9%
EBIT	81.0	57.6	+40.6%	+48.0%	122.5
EBIT margin	25.0%	20.0%	-	-	20.5%
Net income	62.6	42.5	+47.1%	-	96.9
EPS	0.54	0.37	+47.1%	-	0.84
Operating cash flow	105.8	78.2	+35.2%	-	157.5
Free cash flow	91.6	-10.1	-	-	46.5
Free cash flow (ex. M&A)	93.8	73.6	+27.5%	-	148.2
Equity ratio in %	49.3%	43.3%	-	-	46.9%
Net cash	59.7	-30.6	-	-	9.0
Headcount	3,129	3,014	+3.8%	-	3,074

*constant currency

Guidance as of 07/21 FY 2021 (former guidance as of March 21)

Revenue	12% - 14% (at least high single-digit growth)
EBITDA margin	30% - 32% (27% - 29%)

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

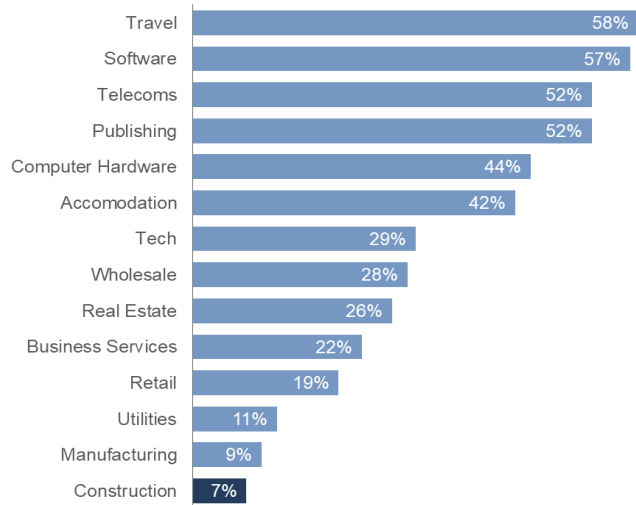
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

Key Stock Figures

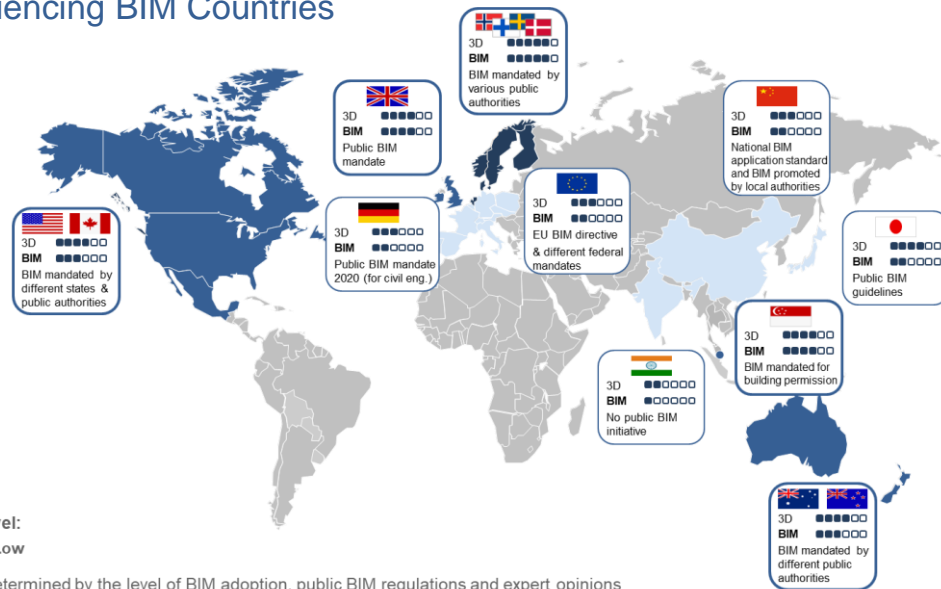
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 9.3 billion

AEC/O Market Data

Digital Index – by Industry Cluster

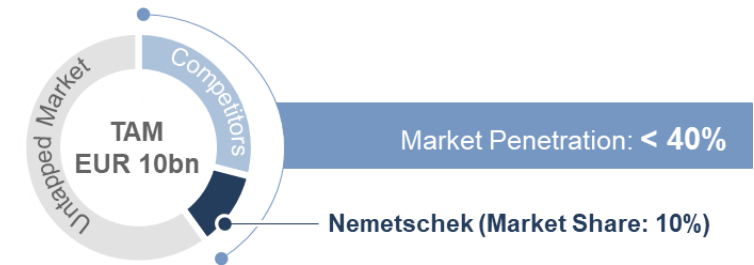


Most Influencing BIM Countries

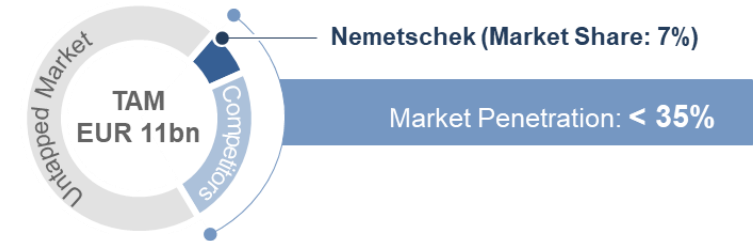


Current Addressable Market Is Expected to Grow by ~10% p.a.

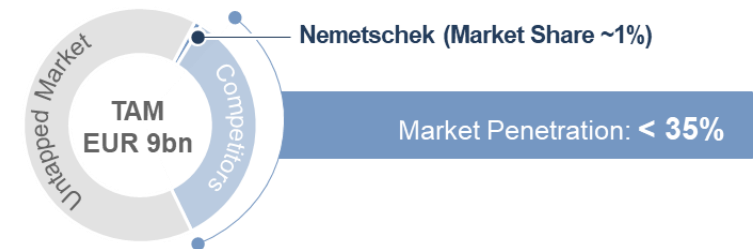
Planning & Design



Build & Construct



Manage & Operate



Source: Cambashi BIM Design Observatory and internal research