



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

Business Overview – Covering complete value chain in AEC + Media

Architecture • Engineering • Construction (AEC)

Divisions

DESIGN


BUILD


MANAGE


MEDIA & ENTERTAINMENT


Brands


ALLPLAN


 VECTORWORKS

 DATA DESIGN SYSTEM


 IRISA


 FRILO


 GRAPHISOFT


 SCIA

SOLIBRI


 dRofus

 NEVARIS

 BLUEBEAM

 SDS2

CREM SOLUTIONS

 SPACEWELL

MAXON

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

* in mEUR

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

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

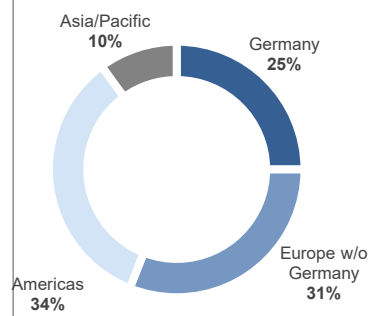
Supervisory Board

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

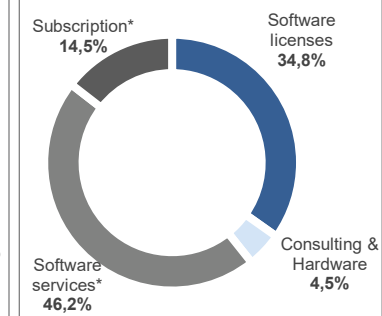
Key Stock Figures

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)

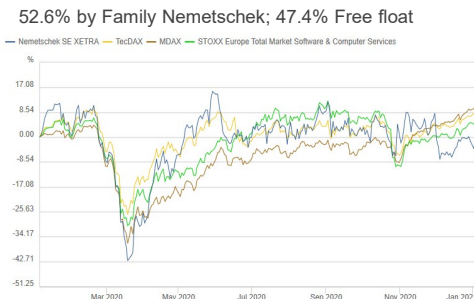


Revenues by Type (9M 2020)



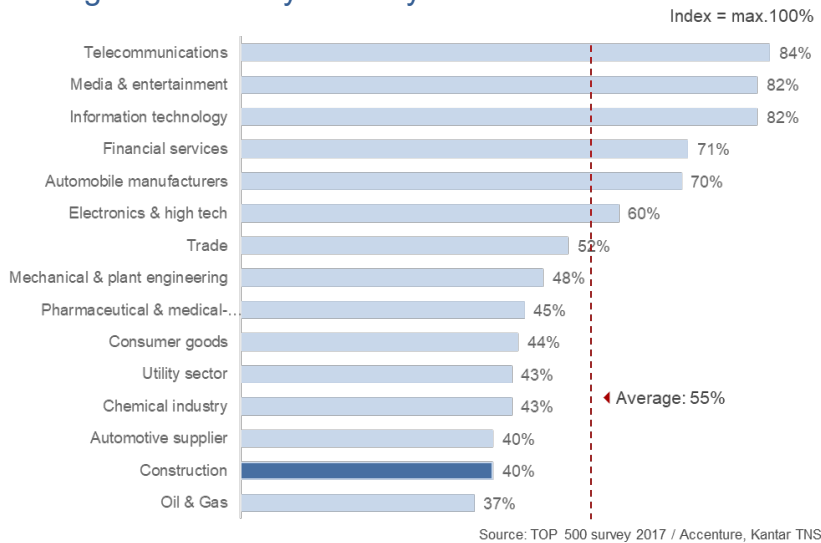
* = Recurring revenues in total: 60.8%

Shareholder Structure & Share Price Development

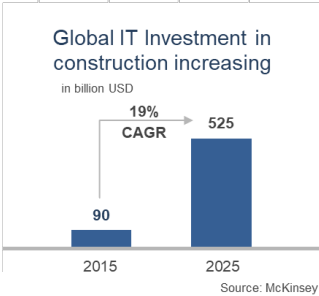
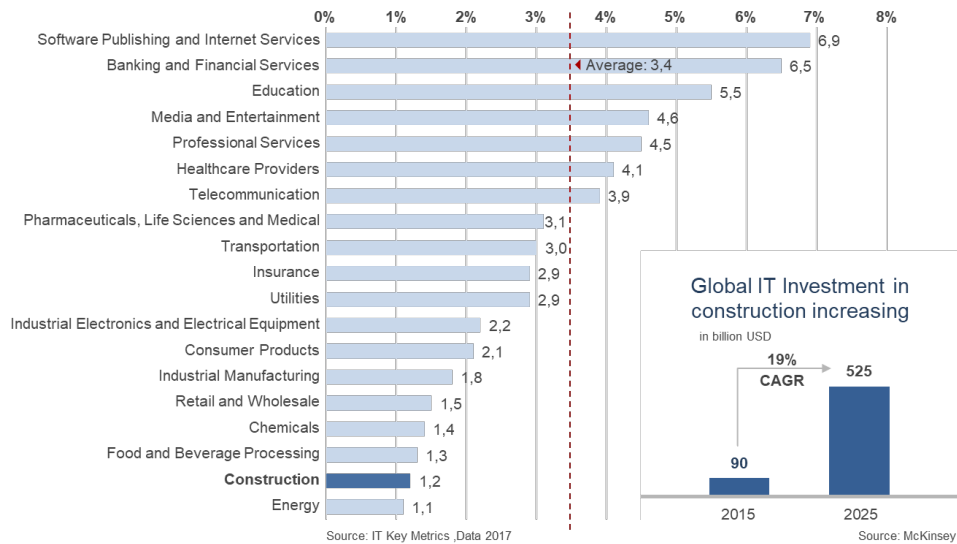


AEC Market Data

Digital Index – by Industry Cluster

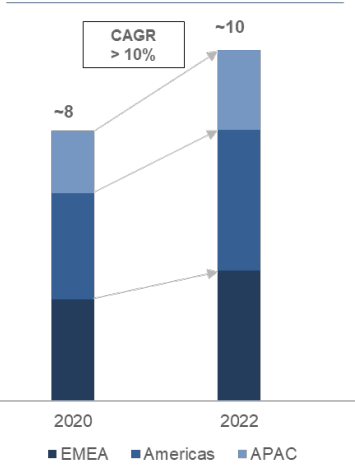


IT Spending as a % of Revenue by Industry (2017)



BIM Market Size 2020/2022

End-user expenditure (EUE) in bn€



Source: Cambashi BIM Design Observatory and internal research

Most Influencing BIM Countries

