

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

Key Figures mEUR

| | FY 2020 | FY 2019 | %YoY | %YoYcc* |
|---------------------|---------|---------|--------|---------|
| Revenues | 596.9 | 556.9 | +7.2% | +8.3% |
| EBITDA | 172.3 | 165.7 | +4.0% | +4.9% |
| EBITDA margin | 28.9% | 29.7% | - | - |
| EBIT | 122.5 | 123.6 | -0.9% | -0.4% |
| EBIT margin | 20.5% | 22.2% | - | - |
| Net income** | 96.9 | 97.7 | -0.7% | - |
| EPS** | 0.84 | 0.85 | -0.7% | - |
| Operating cash flow | 157.5 | 160.4 | -1.8% | - |
| Free cash flow | 46.5 | 76.6 | -39.3% | - |
| Free cash flow*** | 148.2 | 174.5 | -15.1% | - |
| Equity ratio in % | 46.9% | 40.7% | - | - |
| Net cash | 9.0 | 21.0 | - | - |
| Headcount | 3,074 | 2,875 | +6.9% | - |

*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/O + Media

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

| Divisions | DESIGN | | BUILD | MANAGE | MEDIA & ENTERTAINMENT | | | |
|---------------------------|---------------------------------|----------------------------------|---------------------------------|----------------------------------|--------------------------------|----------------------------------|---------------------------------|---------------------------------|
| | ALLPLAN | GRAPHISOFT | NEVARIS | CREMSOLUTIONS | MAXON | | | |
| | VECTORWORKS | SCIA | BLUEBEAM | SPACEWELL | | | | |
| | DATA DESIGN SYSTEM | SOLIBRI | SDS2 | | | | | |
| | IRISA | dRofus | | | | | | |
| | FRILO | | | | | | | |
| Revenues* (Growth) | FY 2020 314.9 (+0.1%) | FY 2019 314.7 (+10.2%) | FY 2020 193.0 (+8.7%) | FY 2019 177.7 (+25.6%) | FY 2020 40.9 (+6.2%) | FY 2019 38.5 (+178.8%) | FY 2020 55.2 (+62.8%) | FY 2019 33.9 (+23.2%) |
| EBITDA margin | 30.4% | 31.1% | 36.3% | 34.7% | 9.0% | 20.5% | 28.1% | 27.8% |

* in mEUR

Guidance FY 2021

| | |
|---------------|-----------------------------------|
| Revenue | At least high single-digit growth |
| EBITDA margin | 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 |

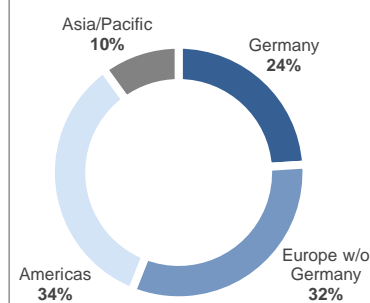
Supervisory Board

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

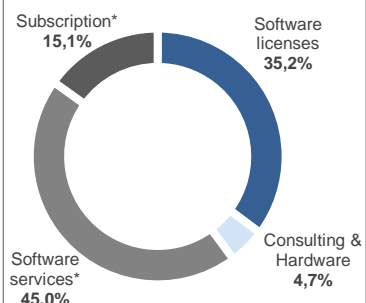
Key Stock Figures

| | |
|-------------------------|---------------------------------|
| 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 6.0 billion |

Revenues by Regions (FY 2020)



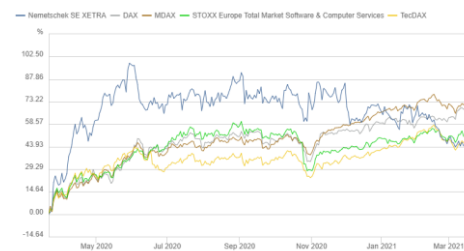
Revenues by Type (FY 2020)



* = Recurring revenues in total: 60.1%

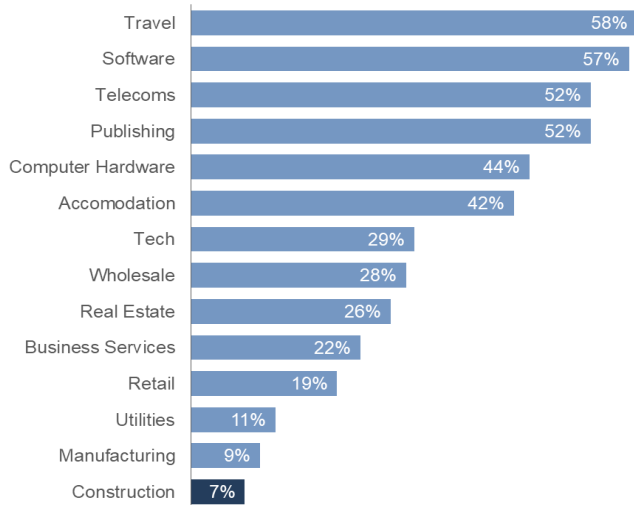
Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float

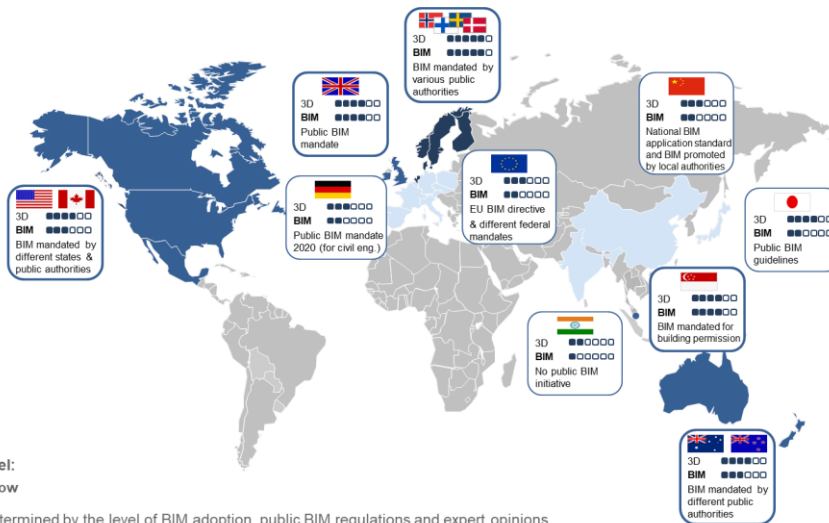


AEC/O Market Data

Digital Index – by Industry Cluster

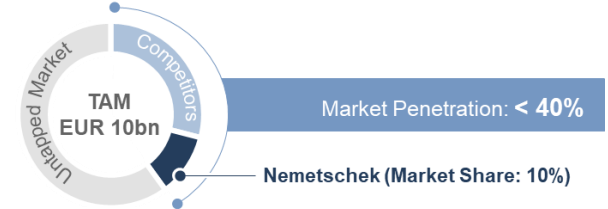


Most Influencing BIM Countries

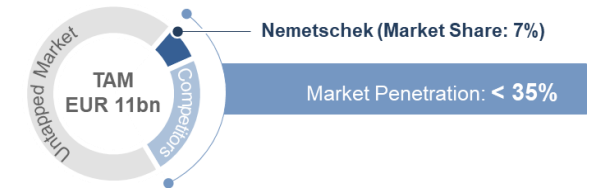


Current addressable market is expected to grow by ~10% p.a.

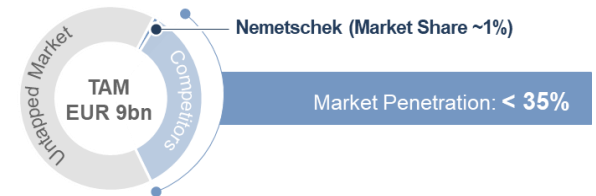
Planning & Design



Build & Construct



Manage & Operate



Source: Cambashi BIM Design Observatory and internal research