



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



BUILD



MANAGE



MEDIA & ENTERTAINMENT



Brands

Revenues* (Growth)**

EBITDA margin

* in mEUR **in constant currency

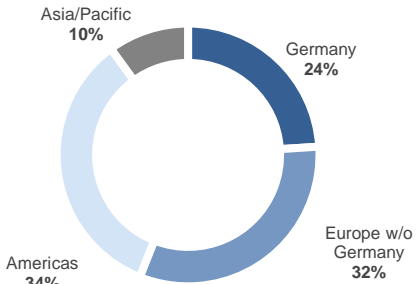
	9M 2021	FY 2020
Revenues* (Growth)**	254.0 (+12.5%)	314.9 (+0.9%)
EBITDA margin	32.7%	30.4%

	9M 2021	FY 2020
Revenues* (Growth)**	161.1 (+16.0%)	193.0 (+10.3%)
EBITDA margin	42.5%	36.3%

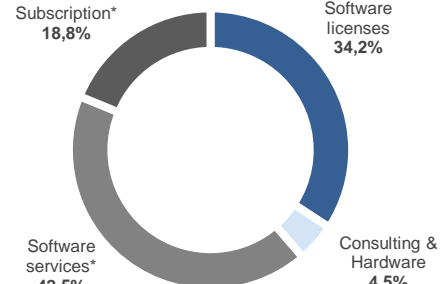
	9M 2021	FY 2020
Revenues* (Growth)**	33.0 (+12.8%)	40.9 (+6.3%)
EBITDA margin	9.7%	9.0%

	9M 2021	FY 2020
Revenues* (Growth)**	50.1 (+31.1%)	55.2 (+65.0%)
EBITDA margin	37.5%	28.1%

Revenues by Regions (9M 2021)

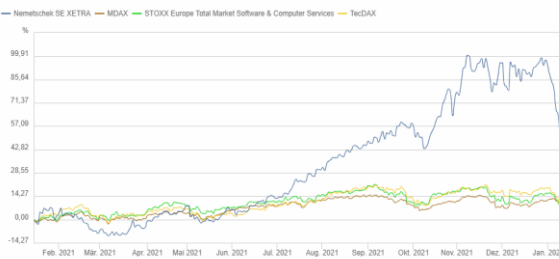


Revenues by Type (9M 2021)



Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



Key Figures mEUR	9M 2021	9M 2020	%YoY	%YoYcc*	FY 2020
Revenues	493.6	436.8	+13.0%	+15.7%	596.9
EBITDA	160.3	129.3	+24.0%	+27.8%	172.3
EBITDA margin	32.5%	29.6%	-	-	28.9%
EBIT	123.0	92.1	+33.6%	+37.5%	122.5
EBIT margin	24.9%	21.1%	-	-	20.5%
Net income	96.8	67.7	+42.9%	-	96.9
EPS	0.84	0.59	+42.9%	-	0.84
Operating cash flow	163.6	114.5	+42.9%	-	157.5
Free cash flow	143.9	24.2	-	-	46.5
Free cash flow (ex. M&A)	149.3	107.5	+39.0%	-	148.2
Equity ratio in %	52.0%	45.3%	-	-	46.9%
Net cash	109.1	-5.2	-	-	9.0
Headcount	3,139	3,067	+2.3%	-	3,074

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

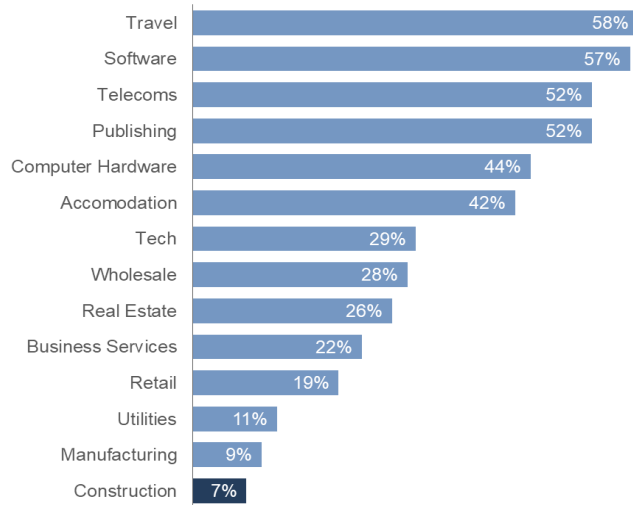
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

Key Stock Figures

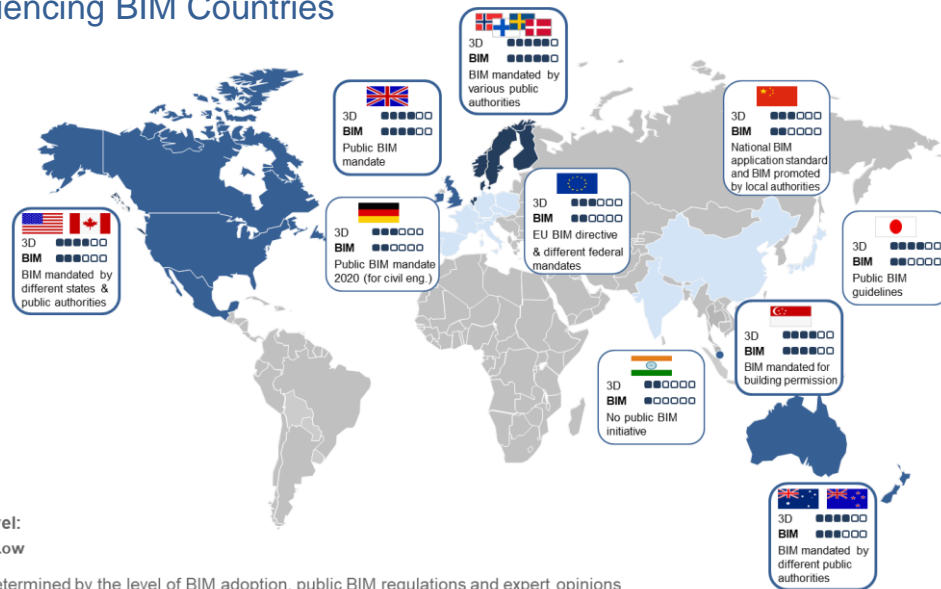
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 9.8 billion

AEC/O Market Data

Digital Index – by Industry Cluster

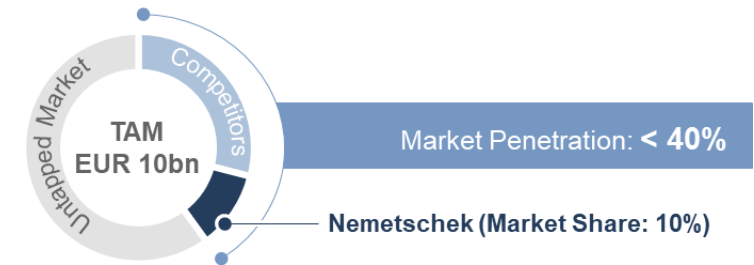


Most Influencing BIM Countries

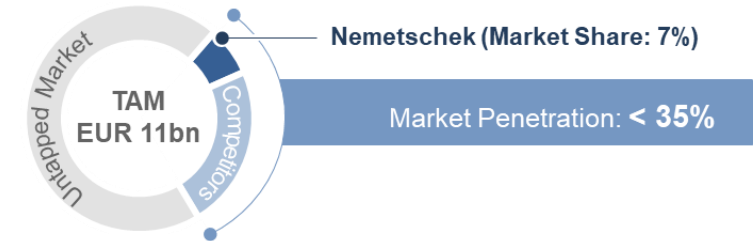


Current Addressable Market Is Expected to Grow by ~10% p.a.

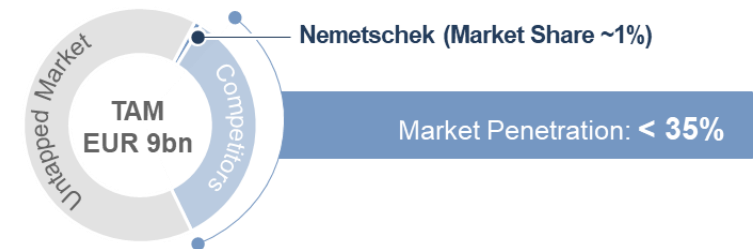
Planning & Design



Build & Construct



Manage & Operate



Source: Cambashi BIM Design Observatory and internal research