

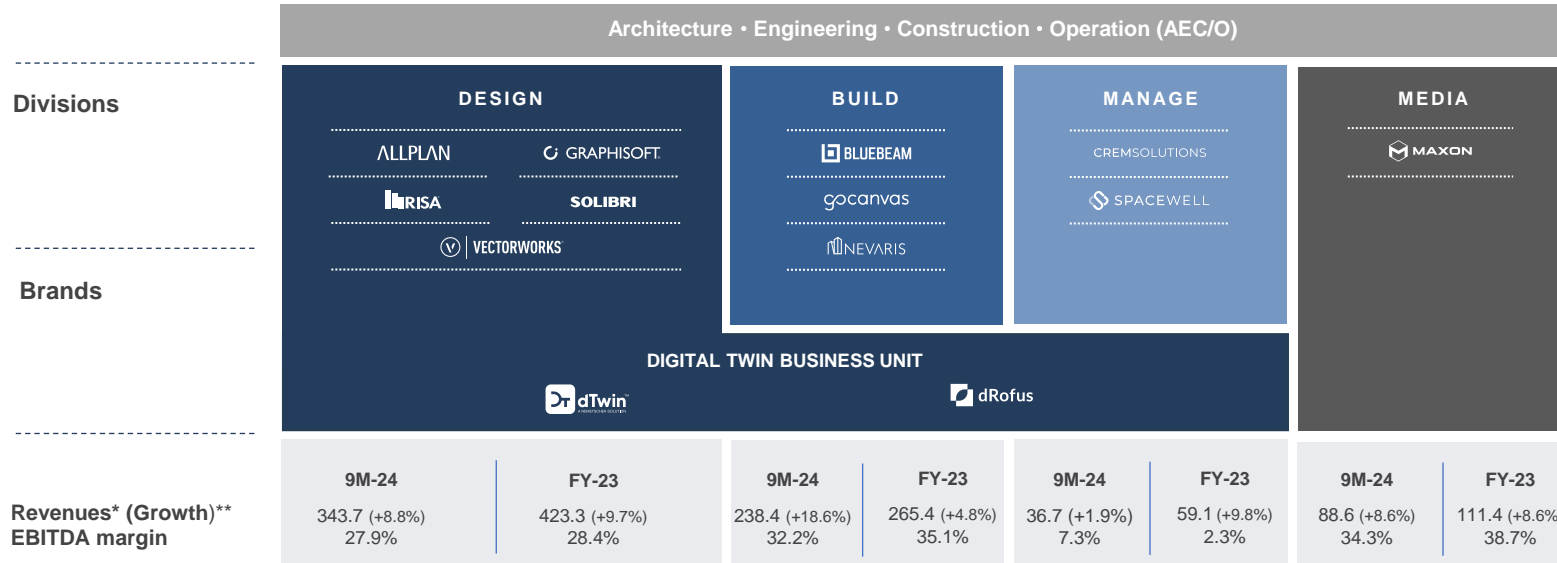
## Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global OPEN BIM software provider in AEC/O and Media with 4 customer-oriented divisions
- ~7.0 million users around the world
- USP: customer-focused, driving innovation/quality
- **Growth drivers:** Digitalization in AEC/O far behind other industries, BIM regulations, new technologies such as AI, Digital Twin, AR/VR, Machine Learning

## Investment Highlights

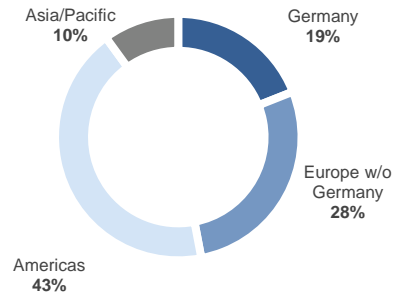
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer needs
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI, AR/VR
  - Organic, acquisitions

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

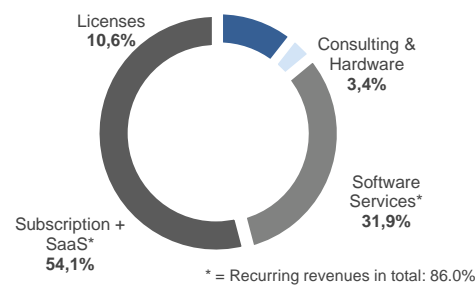


\* in mEUR \*\*in constant currency

### Revenues by Regions (9M-24)

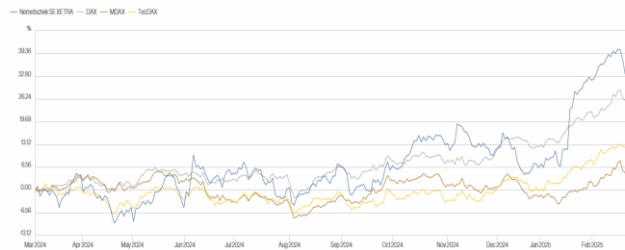


### Revenues by Type (9M-24)



### Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



constant currency \*\*Previous year figures as of Dec.31, 2023 \*\*\*before dilution & M&A related costs

Key Figures mEUR	9M-24	9M-23	%YoY	%YoYcc*	%YoY organic
ARR	883.3	664.0	+33.0%	+33.7%	25.2%
Revenues	704.7	632.0	+11.5%	+12.0%	+9.3%
EBITDA	205.9	188.5	+9.2%	+8.0%	+9.7%
EBITDA margin	29.2%	29.8%	-	-	-
Organic EBITDA margin	29.9%	29.8%	-	-	-
Adj. EBITDA margin***	30.8%	29.8%	-	-	-
EBIT	160.5	143.9	+11.5%	-	-
EBIT margin	22.8%	22.8%	-	-	-
Net income (Group shares)	123,8	114.1	+8.5%	-	-
EPS	1.07	0.99	+8.5%	-	-
Free cash flow before M&A	196.8	178.3	+10.4%	-	-
Cash conversion rate	100.0%	99.1%	-	-	-
Equity ratio in %**	39.1%	61.4%	-	-	-
Net cash**	-369.5	261.2	-	-	-
Headcount	3,853	3,406	+13.1%	-	-

### Organic Outlook (Expansion following GoCanvas acquisition) FY 2024

Revenue growth	10% - 11% organic (+3ppt)
ARR growth / Share of recurring rev.	ARR growth: ~25% (>30%) / Share of rec. rev: ~85%
EBITDA margin	30% - 31% (dilution of 100bps)

### Executive Board

CEO	Yves Padrines
CFO	Louise Öfverström
Member of the Executive Board	Usman Shuja

### Supervisory Board

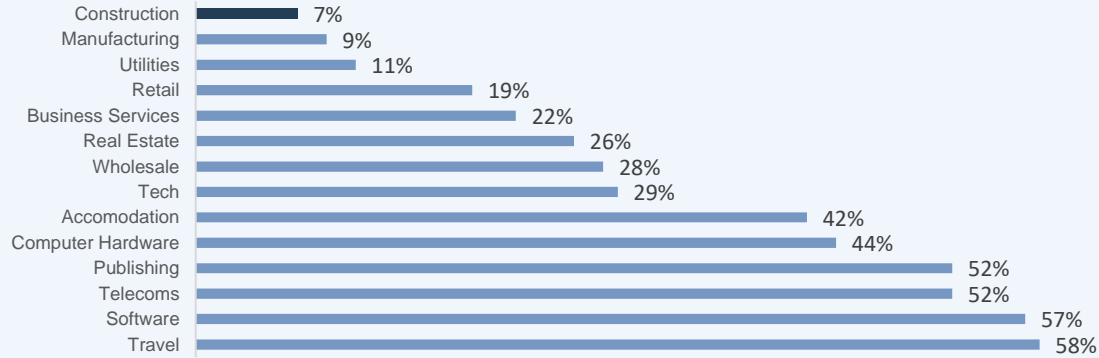
Chairman	Kurt Dobitsch
Deputy Chairman	Dr. Gernot Strube
Members	Iris Helke, Bill Krouch, Christine Schöneweis, Dr. Andreas Söfing

### Key Stock Figures

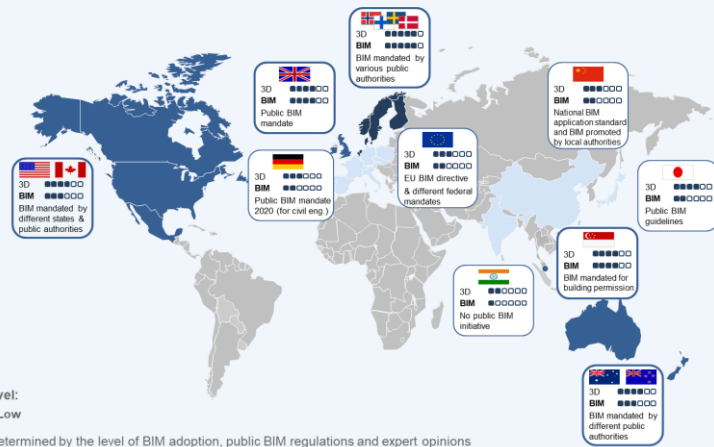
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 12.9 billion

### AEC/O Market Data

Digital Index – by Industry Cluster

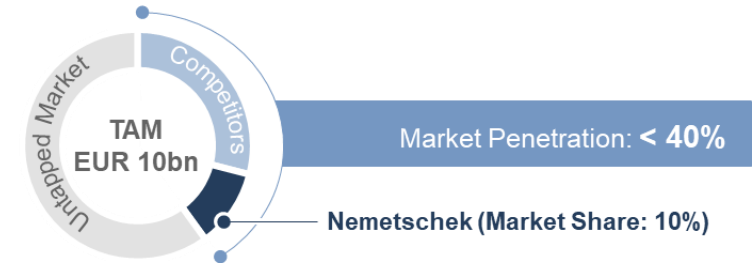


### Most Influencing BIM Countries

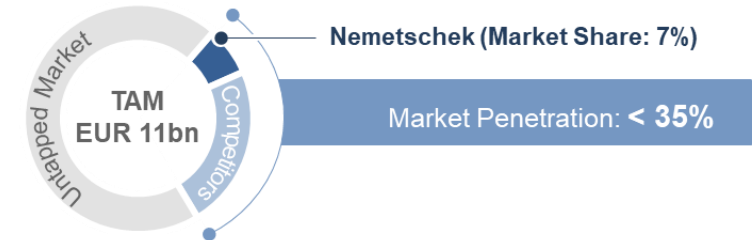


Current Addressable Market Is Expected to Grow by ~10% p.a.

**Planning & Design**



**Build & Construct**



**Manage & Operate**

