

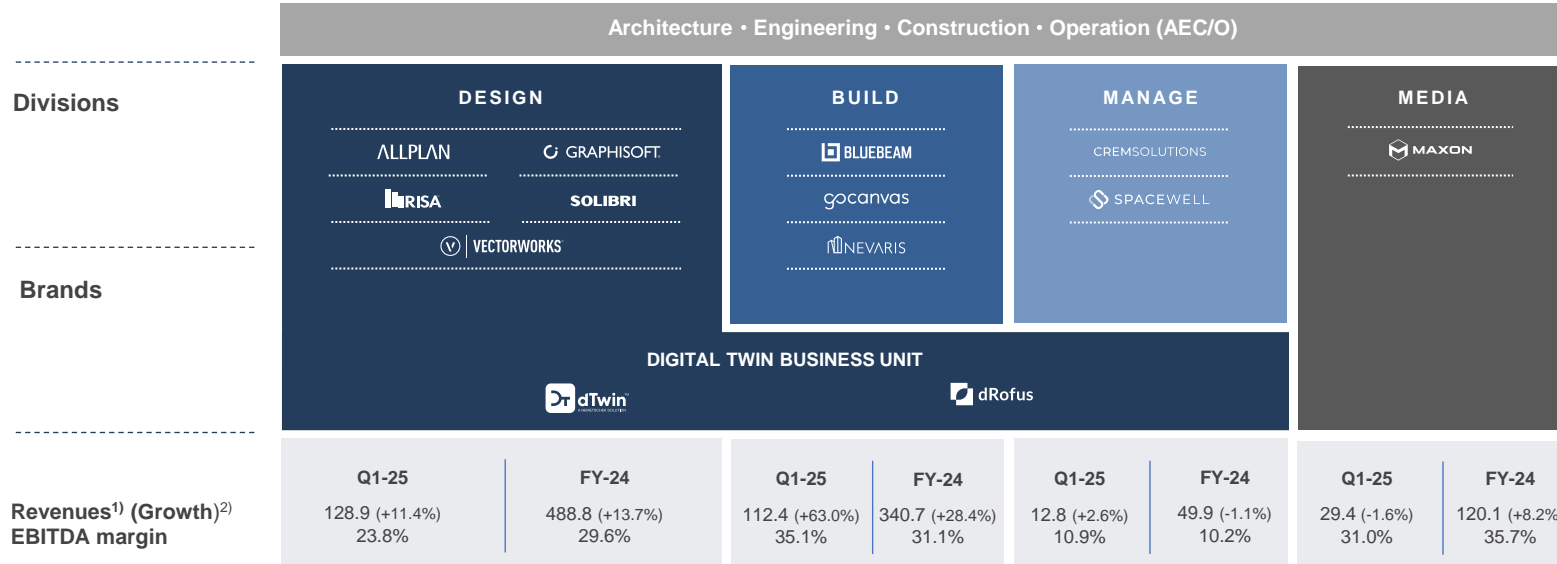
## Unique DNA & Dynamic Markets

- 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 in 142 countries
- **Growth drivers:** Digitalization in AEC/O far behind other industries, BIM regulations, new technologies such as AI, Digital Twin, Machine Learning

## Investment Highlights

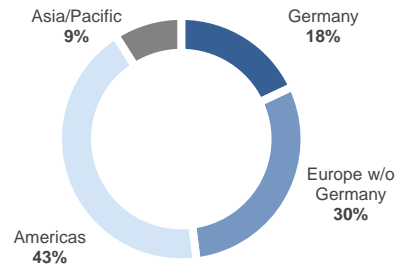
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer delight
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI
  - Organic,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

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

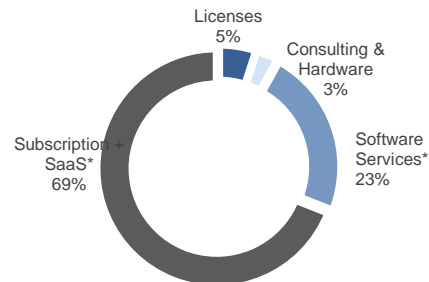


1) in mEUR 2) in constant currency

### Revenues by Regions (Q1-25)



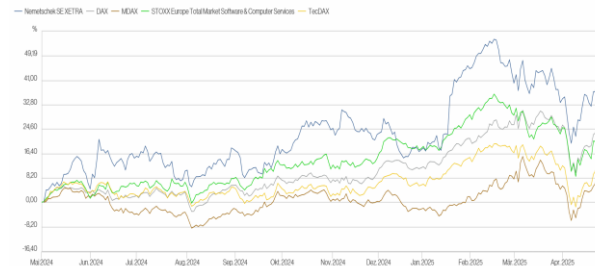
### Revenues by Type (Q1-25)



\* = Recurring revenues in total: 92%

### Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



\*constant currency

| Key Figures mEUR          | Q1-25   | Q1-24  | %YoY   | %YoYcc* | %YoY organic |
|---------------------------|---------|--------|--------|---------|--------------|
| ARR                       | 1,038.3 | 743.6  | 39.6%  | +38.1%  | +30.8%       |
| Revenues                  | 282.8   | 223.9  | +26.3% | +25.0%  | +18.6%       |
| EBITDA                    | 80.7    | 68.3   | +18.2% | +20.4%  | +14.6%       |
| EBITDA margin             | 28.5%   | 30.5%  | -      | -       | -            |
| Organic EBITDA margin     | 29.4%   | 30.5%  | -      | -       | -            |
| EBIT                      | 62.2    | 54.7   | +13.7% | -       | -            |
| EBIT margin               | 22.0%   | 24.4%  | -      | -       | -            |
| Net income (Group shares) | 44.9    | 42.5   | +5.5%  | -       | -            |
| EPS                       | 0.39    | 0.37   | +5.5%  | -       | -            |
| Free cash flow before M&A | 138.9   | 82.1   | +69.1% | -       | -            |
| Cash conversion rate      | 173.0%  | 123.8% | -      | -       | -            |
| Equity ratio in %         | 43.7%   | 60.2%  | -      | -       | -            |
| Net cash                  | -185.7  | 334.4  | -      | -       | -            |
| Headcount                 | 3,994   | 3,433  | +16.3% | -       | -            |

### Outlook FY 2025

|                  |                                    |
|------------------|------------------------------------|
| Revenue growth   | 17% - 19% (at constant currencies) |
| M&A contribution | ~ 350 Basis Points                 |
| EBITDA margin    | ~ 31%                              |

### 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  | 115,445,916 / March 10, 1999    |
| Indices / Ticker symbol | MDAX, TecDAX / NEM GY, NEKG, DE |
| Current market cap      | ~EUR 13.4 billion               |

# Factsheet 2025

## Challenges in Construction Industry

### Over-spending

90% of all construction projects struggle with budget and time overruns

### Carbon Emissions

40% of the global carbon emissions are caused by the construction industry

### Aging Assets

42% of global buildings and infrastructures are close to end of life

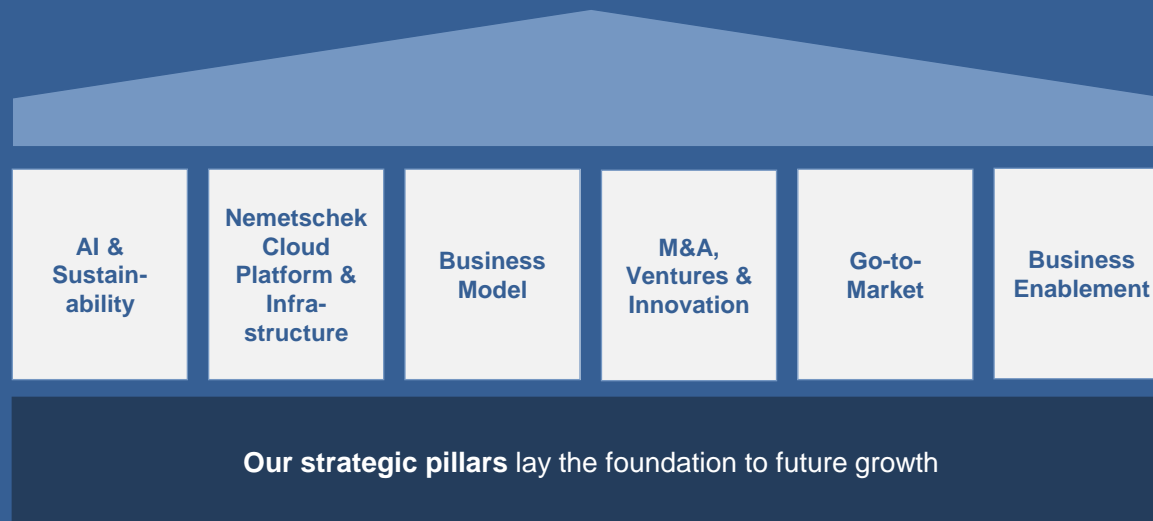
### Waste

20% of all material is wasted due to inaccurate planning

### Labor Shortage

41% of AEC workers expect to retire by 2031 (1/3 are currently 55+)

## Strategic Focus Areas



## Our addressable software market shows a strong growth of ~10% CAGR

|                       | TAM FY24   | TAM FY28    | Market CAGR 24-28 |
|-----------------------|------------|-------------|-------------------|
| Planning & Design     | 8.8 Bn EUR | 12.5 Bn EUR | ~ +9%             |
| Build & Construct     | 5.7 Bn EUR | 9.1 Bn EUR  | ~ +12%            |
| Operate & Manage      | 8.6 Bn EUR | 11.7 Bn EUR | ~ +8%             |
| Media & Entertainment | 5.3 Bn EUR | 7.8 Bn EUR  | ~ +10%            |