

## 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

### Architecture • Engineering • Construction • Operation (AEC/O)

### Divisions

#### DESIGN

ALLPLAN | GRAPHISOFT  
RISA | SOLIBRI  
VECTORWORKS

#### BUILD

BLUEBEAM  
gocanvas  
NEVARIS

#### MANAGE

CREMSOLUTIONS  
SPACEWELL

#### MEDIA

MAXON

### DIGITAL TWIN BUSINESS UNIT

dTwin

dRofus

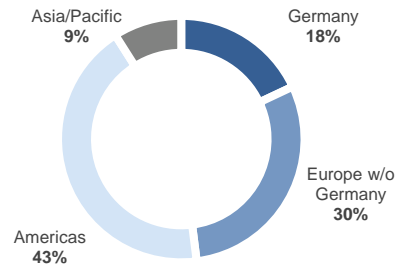
### Brands

### Revenues<sup>1)</sup> (Growth)<sup>2)</sup> EBITDA margin

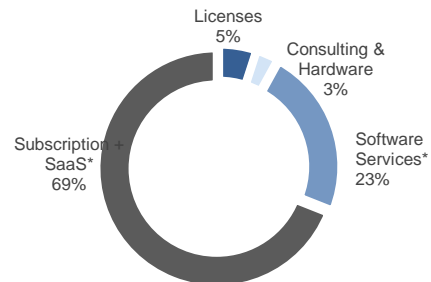
	Q1-25	FY-24	Q1-25	FY-24	Q1-25	FY-24	Q1-25	FY-24
Revenues	128.9 (+11.4%)	488.8 (+13.7%)	112.4 (+63.0%)	340.7 (+28.4%)	12.8 (+2.6%)	49.9 (-1.1%)	29.4 (-1.6%)	120.1 (+8.2%)
EBITDA margin	23.8%	29.6%	35.1%	31.1%	10.9%	10.2%	31.0%	35.7%

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 Söffing

### 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 14.1 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

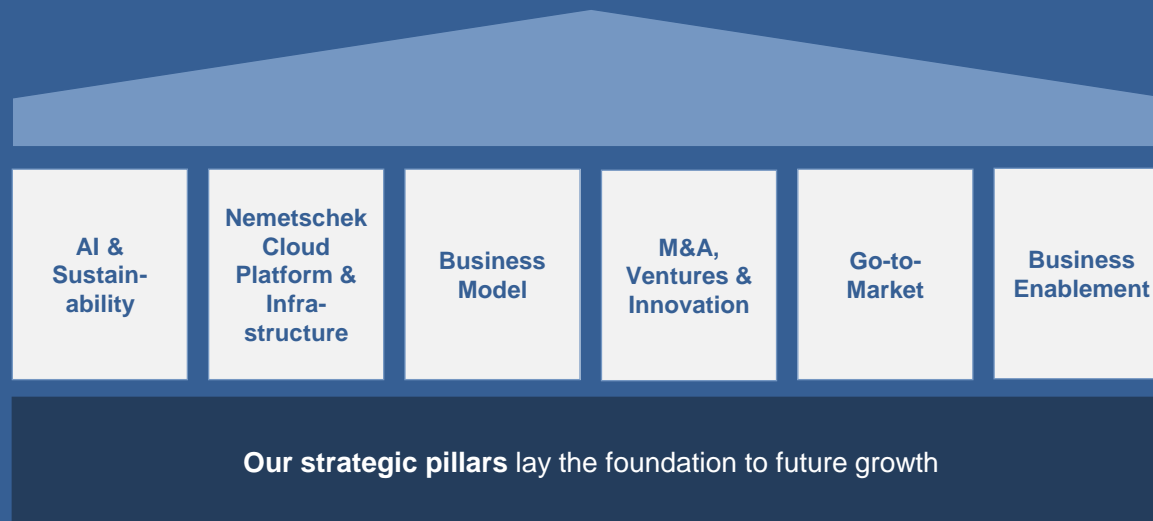
### Waste

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%