



## 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

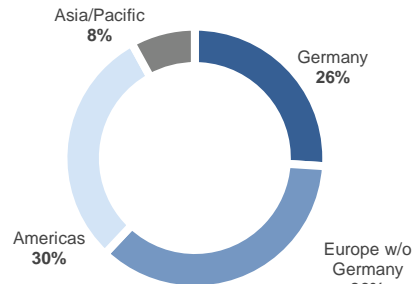
	Q1 2021	FY 2020
Revenues	83.9 (+11.5%)	314.9 (+0.9%)
EBITDA margin	33.2%	30.4%

	Q1 2021	FY 2020
Revenues	51.0 (+11.2%)	193.0 (+10.3%)
EBITDA margin	40.9%	36.3%

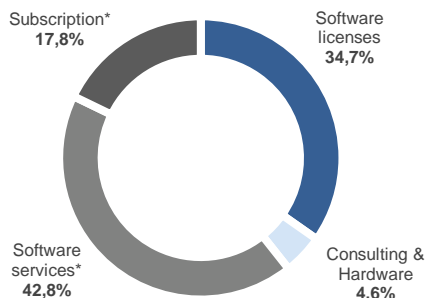
	Q1 2021	FY 2020
Revenues	10.9 (+9.2%)	40.9 (+6.3%)
EBITDA margin	7.6%	9.0%

	Q1 2021	FY 2020
Revenues	14.7 (+21.9%)	55.2 (+65.0%)
EBITDA margin	33.7%	28.1%

## Revenues by Regions (Q1 2021)

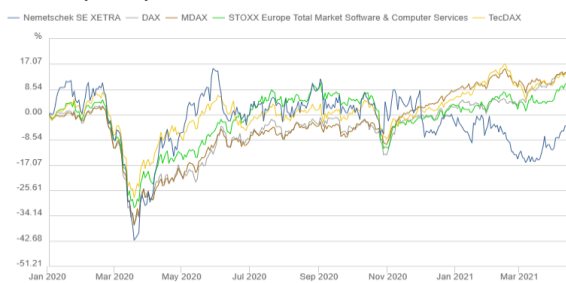


## Revenues by Type (Q1 2021)



## Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



Key Figures mEUR	Q1 2021	Q1 2020	%YoY	%YoYcc*	FY 2020
Revenues	158.4	146.6	+8.1%	+12.1%	596.9
EBITDA	49.6	41.8	+18.5%	+26.5%	172.3
EBITDA margin	31.3%	28.5%	-	-	28.9%
EBIT	38.8	29.2	+32.6%	+42.4%	122.5
EBIT margin	24.5%	19.9%	-	-	20.5%
Net income	29.4	21.4	+37.5%	-	96.9
EPS	0.25	0.19	+37.5%	-	0.84
Operating cash flow	60.5	43.1	+40.4%	-	157.5
Free cash flow	56.6	-38.6	-	-	46.5
Free cash flow (ex. M&A)	58.8	40.5	+45.1%	-	148.2
Equity ratio in %	48.7%	43.3%	-	-	46.9%
Net cash	64.8	-21.8	-	-	9.0
Headcount	3,173	2,935	+8.1%	-	3,074

\*constant currency

## 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

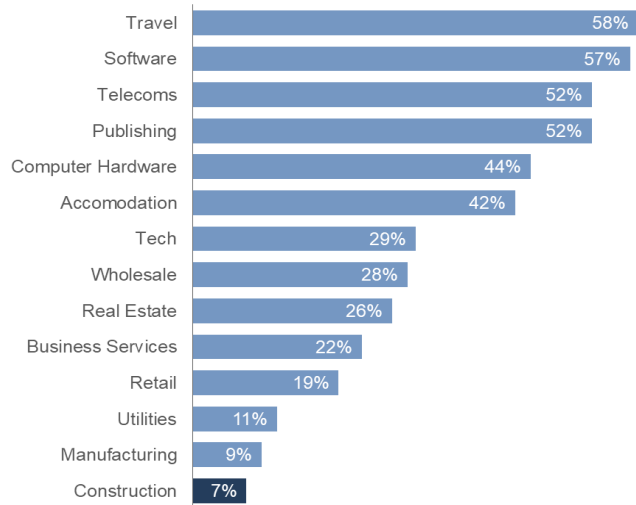
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

## Key Stock Figures

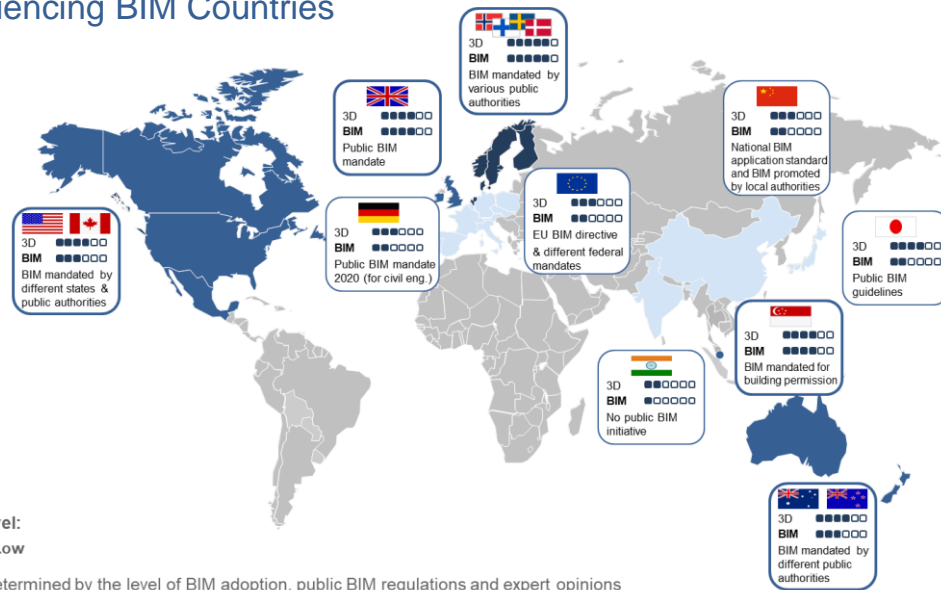
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 6.6 billion

# AEC/O Market Data

## Digital Index – by Industry Cluster



## Most Influencing BIM Countries

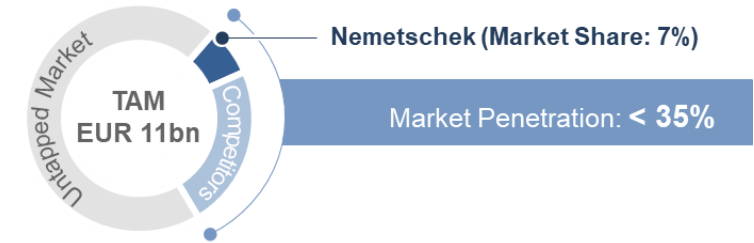


Current Addressable Market Is Expected to Grow by ~10% p.a.

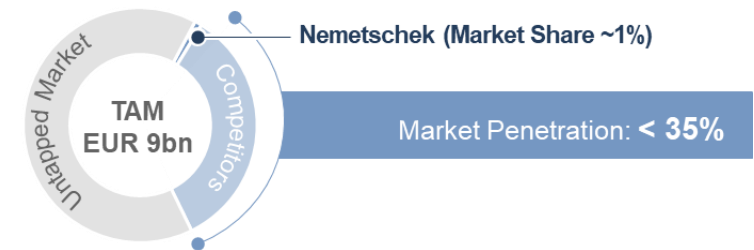
### Planning & Design



### Build & Construct



### Manage & Operate



Source: Cambashi BIM Design Observatory and internal research