

NEMETSCHKE GROUP



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

ALLPLAN

GRAPHISOFT

VECTORWORKS

SCIA

DATA DESIGN SYSTEM

SOLIBRI

IIRISA

dRofus

FRILO

BUILD

NEVARIS

BLUEBEAM

SDS2

MANAGE

CREMSOLUTIONS

SPACEWELL

MEDIA & ENTERTAINMENT

MAXON

Brands

Revenues* (Growth)** EBITDA margin

* in mEUR **in constant currency

Q1 2021
83.9 (+11.5%)
33.2%

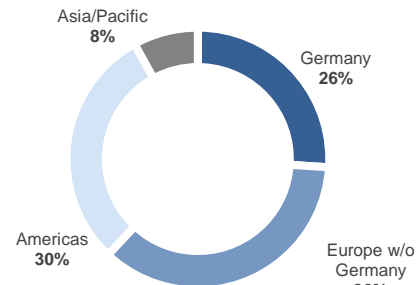
FY 2020
314.9 (+0.9%)
30.4%

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

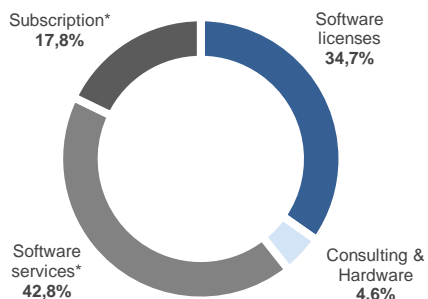
Q1 2021 FY 2020
10.9 (+9.2%) 40.9 (+6.3%)
7.6% 9.0%

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

Revenues by Regions (Q1 2021)

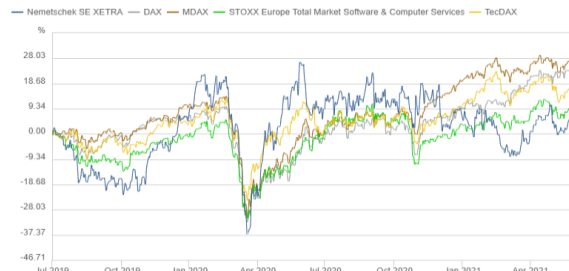


Revenues by Type (Q1 2021)



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

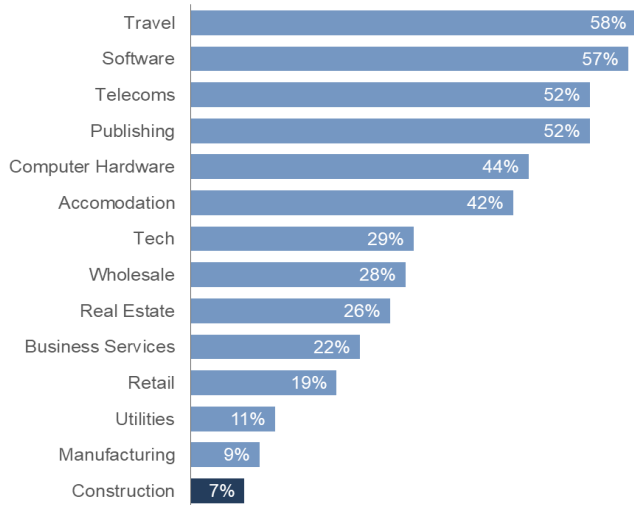
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

Key Stock Figures

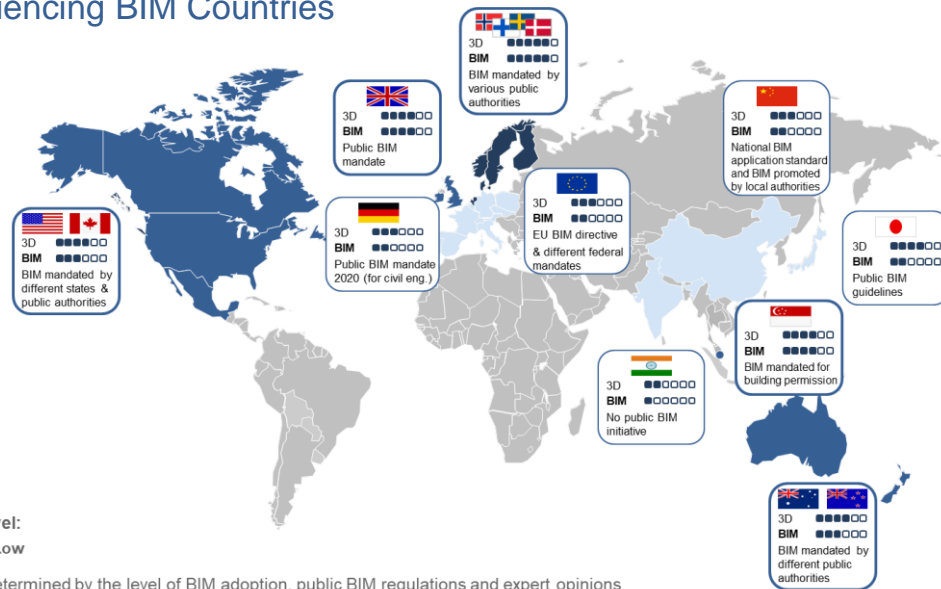
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 7.3 billion

AEC/O Market Data

Digital Index – by Industry Cluster

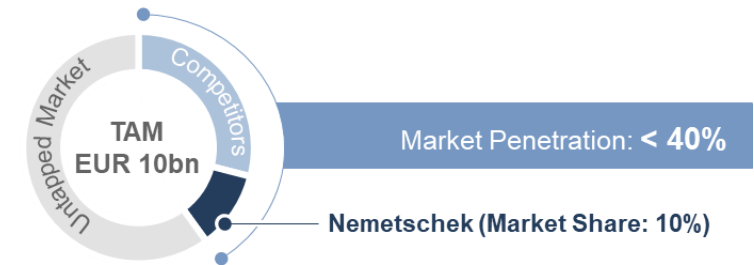


Most Influencing BIM Countries

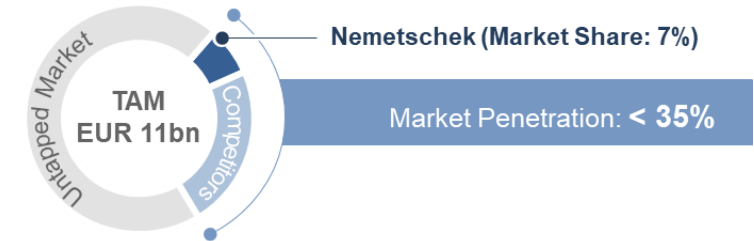


Current Addressable Market Is Expected to Grow by ~10% p.a.

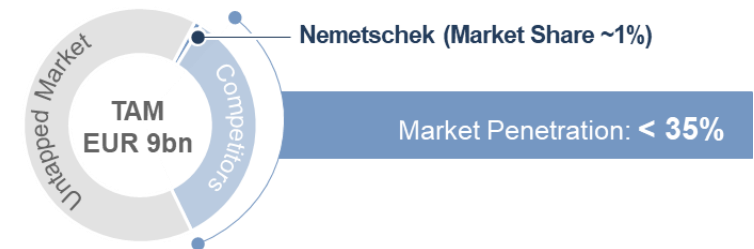
Planning & Design



Build & Construct



Manage & Operate



Source: Cambashi BIM Design Observatory and internal research