



## 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

9M 2021  
254.0 (+12.5%)  
32.7%

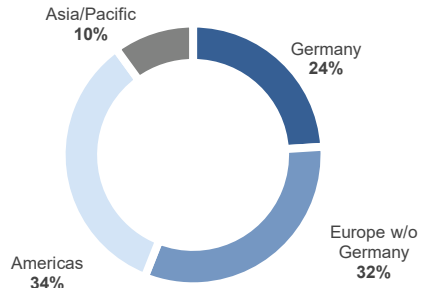
FY 2020  
314.9 (+0.9%)  
30.4%

9M 2021 FY 2020  
161.1 (+16.0%) 193.0 (+10.3%)  
42.5% 36.3%

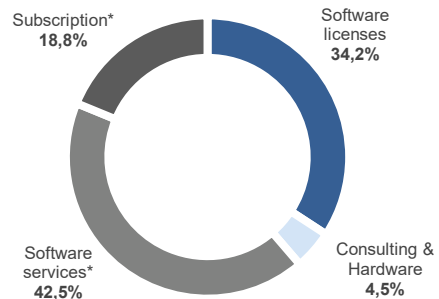
9M 2021 FY 2020  
33.0 (+12.8%) 40.9 (+6.3%)  
9.7% 9.0%

9M 2021 FY 2020  
50.1 (+31.1%) 55.2 (+65.0%)  
37.5% 28.1%

#### Revenues by Regions (9M 2021)

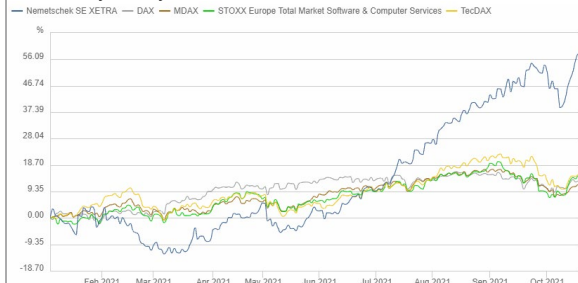


#### Revenues by Type (9M 2021)



#### Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



Key Figures mEUR	9M 2021	9M 2020	%YoY	%YoYcc*	FY 2020
Revenues	493.6	436.8	+13.0%	+15.7%	596.9
EBITDA	160.3	129.3	+24.0%	+27.8%	172.3
EBITDA margin	32.5%	29.6%	-	-	28.9%
EBIT	123.0	92.1	+33.6%	+37.5%	122.5
EBIT margin	24.9%	21.1%	-	-	20.5%
Net income	96.8	67.7	+42.9%	-	96.9
EPS	0.84	0.59	+42.9%	-	0.84
Operating cash flow	163.6	114.5	+42.9%	-	157.5
Free cash flow	143.9	24.2	-	-	46.5
Free cash flow (ex. M&A)	149.3	107.5	+39.0%	-	148.2
Equity ratio in %	52.0%	45.3%	-	-	46.9%
Net cash	109.1	-5.2	-	-	9.0
Headcount	3,139	3,067	+2.3%	-	3,074

\*constant currency

#### Guidance as of 07/21

#### FY 2021 (former guidance as of March 21)

Revenue	12% - <b>14%</b> (at least high single-digit growth)
EBITDA margin	30% - <b>32%</b> (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

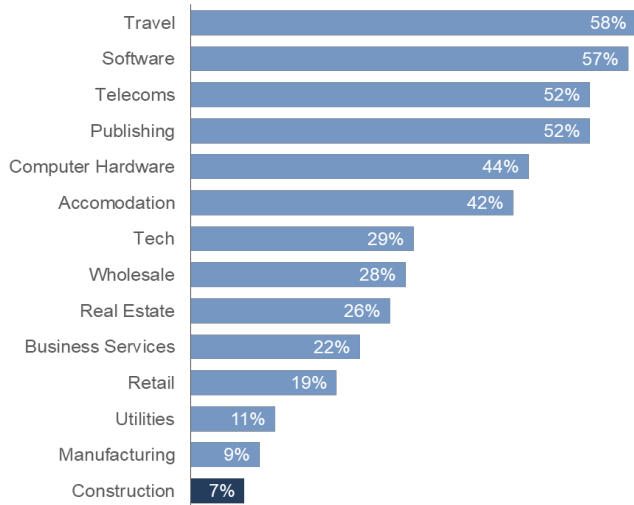
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

#### Key Stock Figures

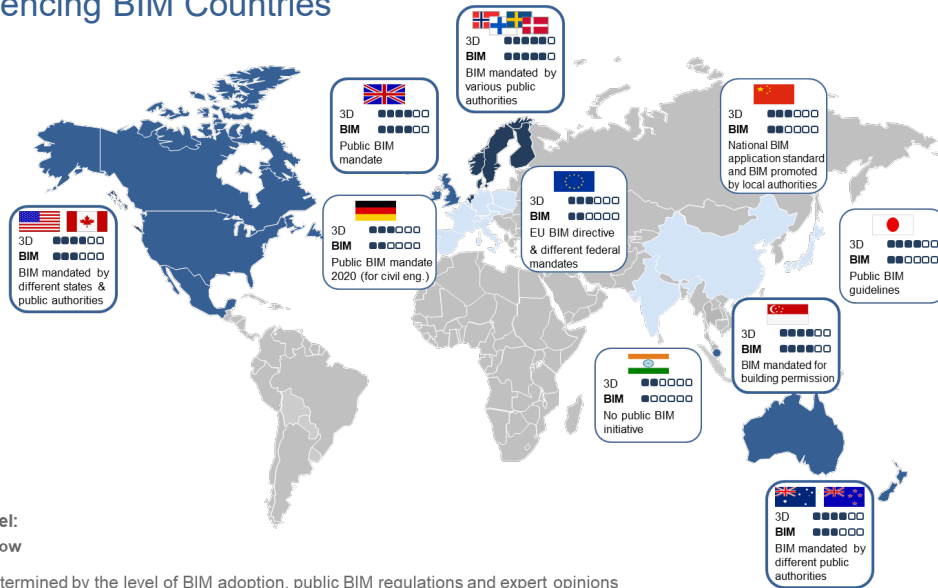
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 11.2 billion

# AEC/O Market Data

## Digital Index – by Industry Cluster



## Most Influencing BIM Countries

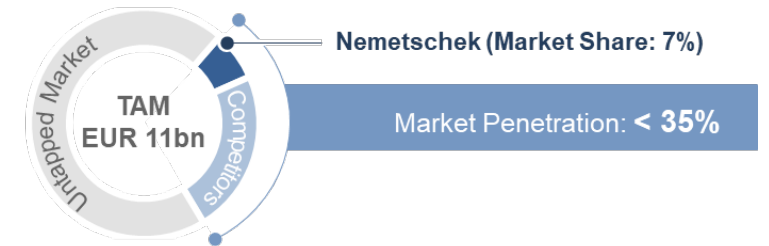


Current Addressable Market Is Expected to Grow by ~10% p.a.

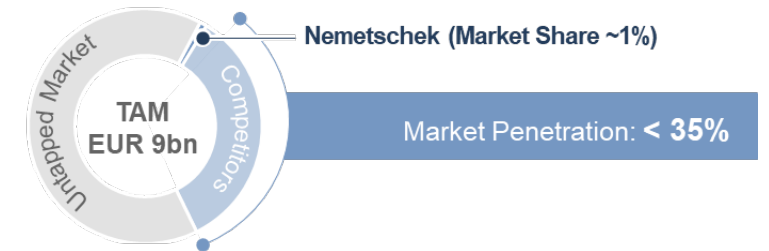
### Planning & Design



### Build & Construct



### Manage & Operate



Source: Cambashi BIM Design Observatory and internal research