

## 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
- ~6.5 million users around the world
- USP: customer-focused, driving innovation/quality
- **Growth drivers:** Digitalization in AEC/O far behind other industries, BIM regulations, new technologies such as AI, Digital Twin, AR/VR, Machine Learning

## Investment Highlights

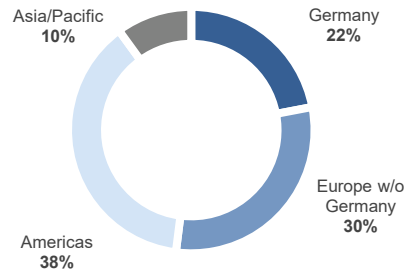
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer needs
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: OPEN BIM, digital workflows, collaboration, AI, AR/VR
  - Organic, acquisitions

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

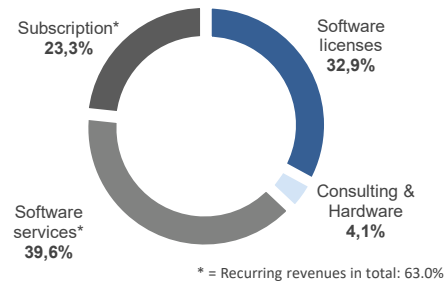
	Architecture • Engineering • Construction • Operation (AEC/O)							
Divisions	DESIGN		BUILD		MANAGE		MEDIA	
	ALLPLAN	FRILO	BLUEBEAM		CREMSOLUTIONS		MAXON	
	GRAPHISOFT	IRISA	dRofus		SPACEWELL			
	SCIA	SOLIBRI	NEVARIS					
	VECTORWORKS							
Brands								
Revenues* (Growth)** EBITDA margin	<b>H1 2022</b> 190.5 (+8.4%) 33.5%	<b>FY 2021***</b> 351.8 (+12.7%) 33.8%	<b>H1 2022</b> 137.8 (+24.6%) 44.3%	<b>FY 2021***</b> 221.8 (+17.1%) 41.4%	<b>H1 2022</b> 22.6 (+2.9%) 7.6%	<b>FY 2021</b> 43.7 (+6.9%) 9.3%	<b>H1 2022</b> 50.0 (+53.1%) 43.3%	<b>FY 2021</b> 70.5 (+29.8%) 36.2%

\* in mEUR \*\*in constant currency \*\*\*Before reclassification of dRofus to the Build segment

## Revenues by Regions (H1 2022)

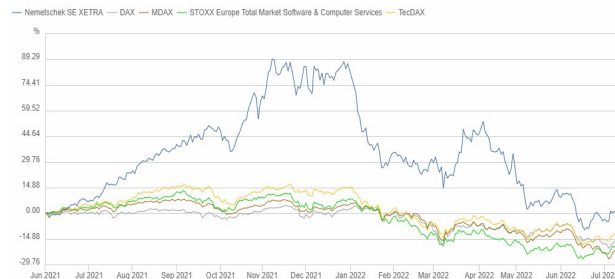


## Revenues by Type (H1 2022)



## Shareholder Structure & Share Price Development

51.6% by Family Nemetschek; 48.4% Free float



Key Figures mEUR	H1 2022	H1 2021	%YoY	%YoYcc*	FY 2021
Revenues	396.1	324.3	+22.1%	+16.9%	681.5
EBITDA	138.4	105.9	+30.7%	+22.3%	222.0
EBITDA margin	34.9%	32.7%	-	-	32.6%
EBIT	109.6	81.0	+35.3%	+25.9%	172.0
EBIT margin	27.7%	25.0%	-	-	25.2%
Net income	89.1	62.6	+42.4%	-	134.6
EPS	0.77	0.54	+42.4%	-	1.17
Operating cash flow	114.6	105.8	+8.4%	-	214.4
Free cash flow	92.9	91.6	+1.5%	-	66.7
Cash conversion rate	82.8%	99.9%	-	-	96.6%
Equity ratio in %	53.2%	49.3%	-	-	51.4%
Net cash	69.6	59.7	-	-	28.4
Headcount	3,268	3,129	+4.4%	-	3,180

Outlook	FY 2022
Revenue growth	12% - 14%
EBITDA margin	32% - 33%

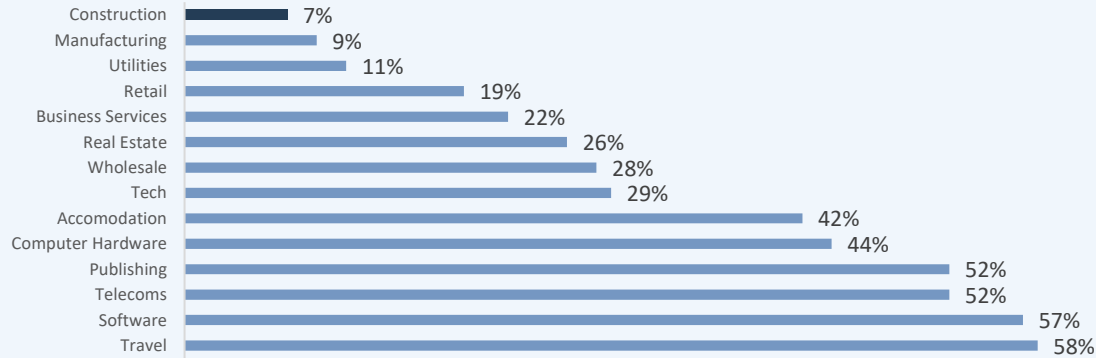
Executive Board	
CEO	Yves Padrines
CFOO	Dr. Axel Kaufmann
Chief Division Officer, Planning & Design	Viktor Várkonyi
Chief Division Officer, Build & Construct	Jon Elliott

Supervisory Board	
Chairman	Kurt Dobitsch
Deputy Chairman	Patricia Geibel-Conrad
Members	Bill Krouch, Christine Schöneweis, Dr. Andreas Söfing, Dr. Gernot Strube

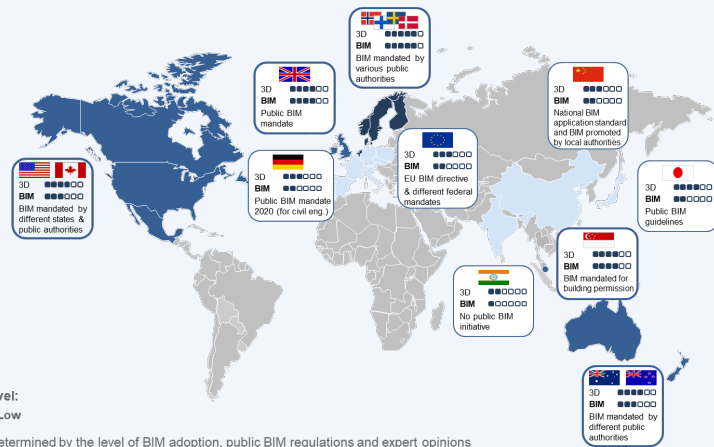
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 6.0 billion

### AEC/O Market Data

Digital Index – by Industry Cluster

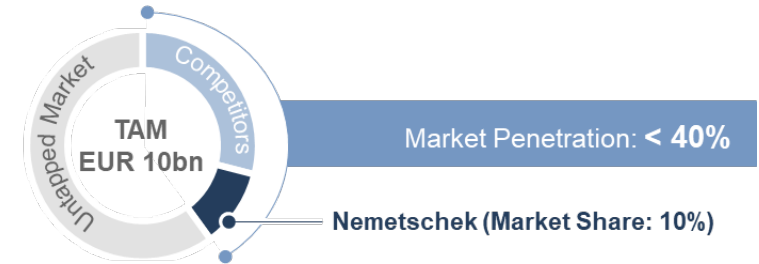


### Most Influencing BIM Countries

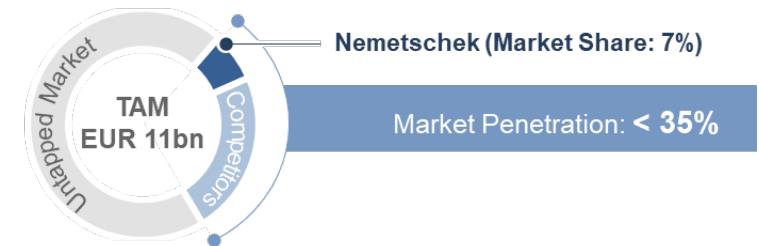


Current Addressable Market Is Expected to Grow by ~10% p.a.

**Planning & Design**



**Build & Construct**



**Manage & Operate**

