NEMETSCHEK GROUP

Date: August 2022
Konrad-Zuse-Platz 1
81639 Munich
Germany

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

Divisions
- DESIGN
  - ALLPLAN
  - GRAPHISOFT
  - IRISA
  - SCIA
  - SOLIDWORKS
- BUILD
  - FRILIO
  - BLUESEM
  - dRofus
  - LINEARIS
- MANAGE
  - OPEN SOLUTIONS
  - SPACEWELL
- MEDIA
  - MAXON

Brands
- ARCHITECTURE
- ENGINEERING
- CONSTRUCTION
- OPERATION (AEC/O)

Revenues* (Growth)**
H1 2022 FY 2021***
190.5 (+6.4%) 351.8 (+12.7%)
33.5% 33.8%

EBITDA margin
H1 2022 FY 2021***
137.8 (+24.6%) 221.8 (+17.1%)
44.3% 41.4%

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 Giebel-Conrad
Members Bill Krouch, Christine Schönweis, Dr. Andreas Stöffling, Dr. Gernot Strube

Key Figures mEUR
H1 2022 H1 2021 %YoY %YoYoC 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

Revenue by Regions (H1 2022)
- Asia/Pacific 10%
- Germany 22%
- Europe w/o Germany 30%
- Americas 33%

Revenue by Type (H1 2022)
- Subscription* 23.3%
- Software licenses 32.9%
- Consulting & Hardware 4.1%
- Software services* 39.6%
- * = Recurring revenues in total: 43.0%
- Shareholder Structure & Share Price Development
  - 51.6% by Family Nemetschek; 48.4% Free float

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

Source: Cambashi BIM Design Observatory and internal research.