



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

Key Figures mEUR	Q1 2022	Q1 2021	%YoY	%YoYcc*	FY 2021
Revenues	192.2	158.4	+21.3%	+17.5%	681.5
EBITDA	69.8	49.6	+40.9%	+33.7%	222.0
EBITDA margin	36.3%	31.3%	-	-	32.6%
EBIT	56.3	38.8	+45.2%	+37.2%	172.0
EBIT margin	29.3%	24.5%	-	-	25.2%
Net income	42.6	29.4	+44.7%	-	134.6
EPS	0.37	0.25	+44.7%	-	1.17
Operating cash flow	72.0	60.5	+19.0%	-	214.4
Free cash flow	61.3	56.6	+8.4%	-	66.7
Cash conversion rate	103.1%	122.0%	-	-	96.6%
Equity ratio in %	52.7%	48.7%	-	-	51.4%
Net cash	86.9	64.8	-	-	28.4
Headcount	3,185	3,173	+0,4%	-	3,180

*constant currency

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

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

Architecture · Engineering · Construction · Operation (AEC/O)

Divisions

DESIGN

ALLPLAN

GRAPHISOFT

VECTORWORKS

SCIA

IRISA

FRILO

SOLIBRI

BUILD

NEVARIS

BLUEBEAM

dRofus

MANAGE

CREMSOLUTIONS

SPACEWELL

MEDIA & ENTERTAINMENT

MAXON

Brands

Revenues* (Growth)**

EBITDA margin

Q1 2022

93.3 (+7.9%)

FY 2021***

351.8 (+12.7%)

Q1 2022

64.7 (+23.9%)

FY 2021***

221.8 (+17.1%)

Q1 2022

11.0 (+1.0%)

FY 2021

43.7 (+6.9%)

Q1 2022

25.5 (+67.5%)

FY 2021

70.5 (+29.8%)

Q1 2022

46.0%

FY 2021***

41.4%

Q1 2022

6.6%

FY 2021

9.3%

Q1 2022

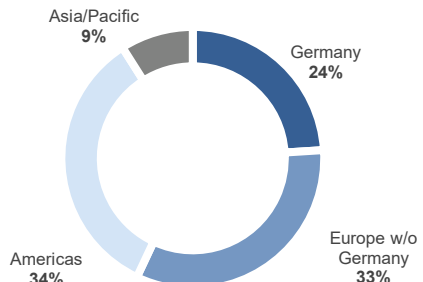
47.2%

FY 2021

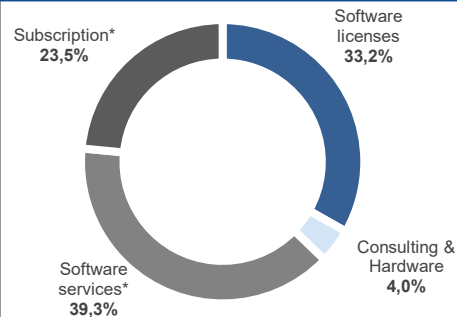
36.2%

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

Revenues by Regions (Q1 2022)

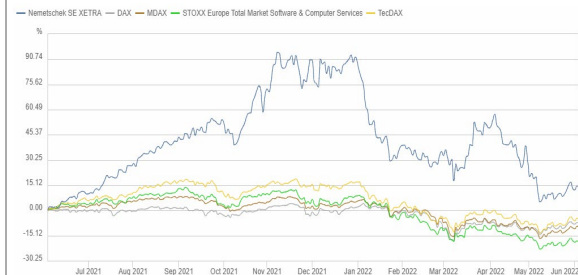


Revenues by Type (Q1 2022)



Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



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

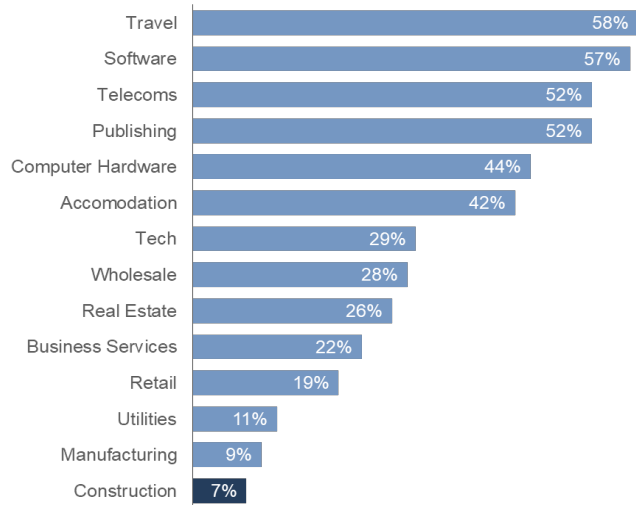
Chairman	Kurt Dobitsch
Deputy Chairman	Patricia Geibel-Conrad
Members	Bill Krouch, Christine Schöneweis, Dr. Andreas Söffing, Dr. Gernot Strube

Key Stock Figures

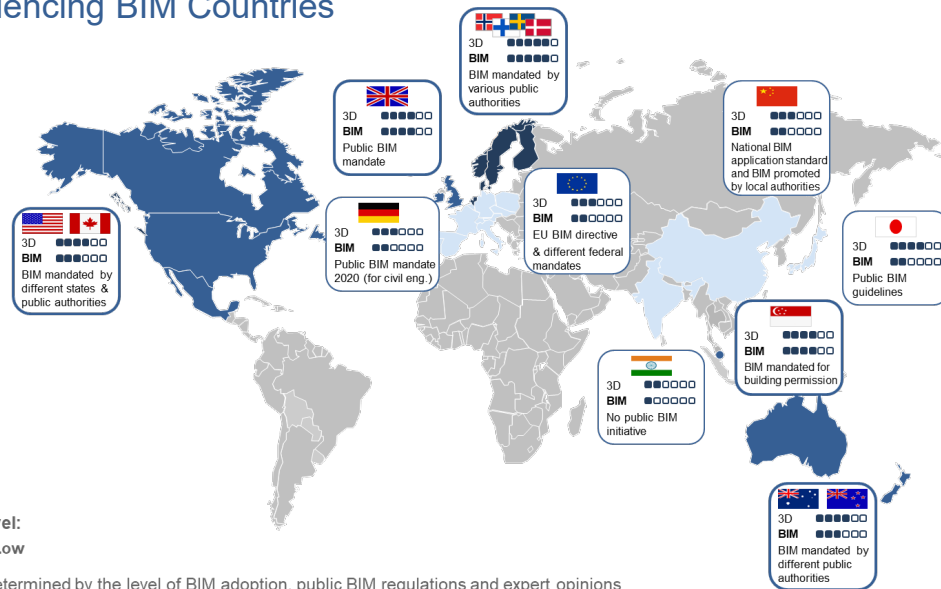
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 7.8 billion

AEC/O Market Data

Digital Index – by Industry Cluster

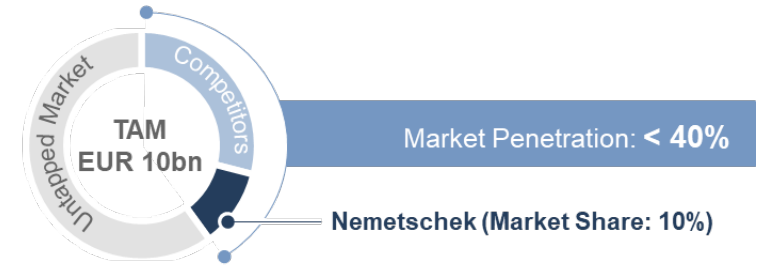


Most Influencing BIM Countries

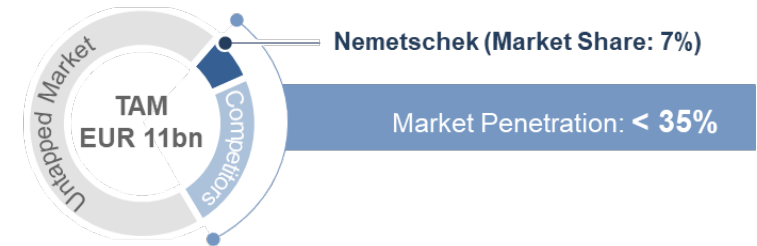


Current Addressable Market Is Expected to Grow by ~10% p.a.

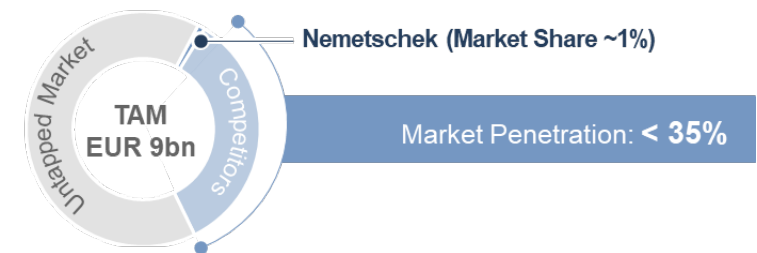
Planning & Design



Build & Construct



Manage & Operate



Source: Cambashi BIM Design Observatory and internal research