

## 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
- ~7.0 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

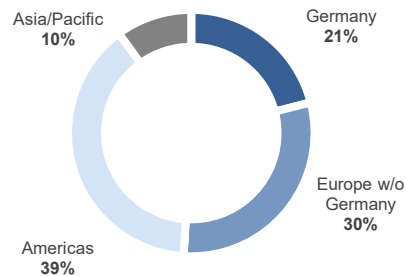
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer needs
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: OPEN BIM, digital workflows, collaboration, AI, AR/VR
  - Organic, acquisitions

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

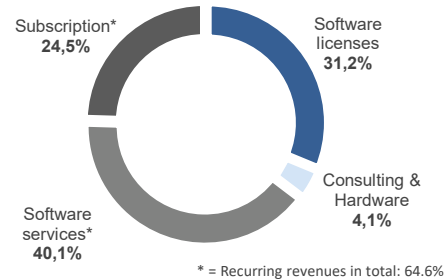
	Architecture • Engineering • Construction • Operation (AEC/O)							
Divisions	DESIGN		BUILD		MANAGE		MEDIA	
	ALLPLAN, FRILO		BLUEBEAM		CREMSOLUTIONS		MAXON	
	GRAPHISOFT, IRISA		dRofus		SPACEWELL			
	SCIA, SOLIBRI		NEVARIS					
	VECTORWORKS							
Brands								
Revenues* (Growth)**	9M 2022	FY 2021***	9M 2022	FY 2021***	9M 2022	FY 2021	9M 2022	FY 2021
EBITDA margin	287.4 (+7.7%)	351.8 (+12.7%)	208.8 (+22.1%)	221.8 (+17.1%)	33.9 (+3.0%)	43.7 (+6.9%)	75.8 (+43.5%)	70.5 (+29.8%)
	33.0%	33.8%	42.1%	41.4%	6.7%	9.3%	42.8%	36.2%

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

## Revenues by Regions (9M 2022)

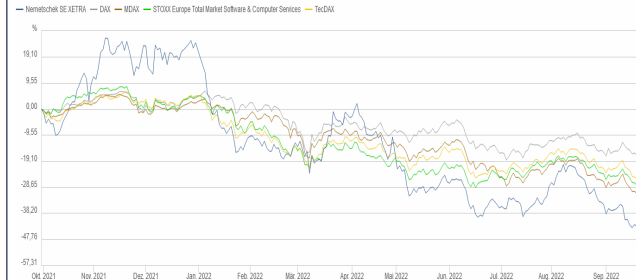


## Revenues by Type (9M 2022)



## Shareholder Structure & Share Price Development

51.6% by Family Nemetschek; 48.4% Free float



Key Figures mEUR	9M 2022	9M 2021	%YoY	%YoYcc*	FY 2021
Revenues	598.9	493.6	+21.3%	+15.2%	681.5
EBITDA	201.3	160.3	+25.6%	+16.2%	222.0
EBITDA margin	33.6%	32.5%	-	-	32.6%
EBIT	157.6	123.0	+28.1%	+17.6%	172.0
EBIT margin	26.3%	24.9%	-	-	25.2%
Net income (Group shares)	127.9	96.8	+32.1%	-	134.6
EPS	1.11	0.84	+32.1%	-	1.17
Operating cash flow	173.9	163.6	+6.3%	-	214.4
Free cash flow	146.2	143.9	+1.6%	-	66.7
Cash conversion rate	86.4%	102.1%	-	-	96.6%
Equity ratio in %	57.4%	52.0%	-	-	51.4%
Net cash	120.5	109.1	+10.4%	-	28.4
Headcount	3,359	3,139	+7.0%	-	3,180

\*in constant currency

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

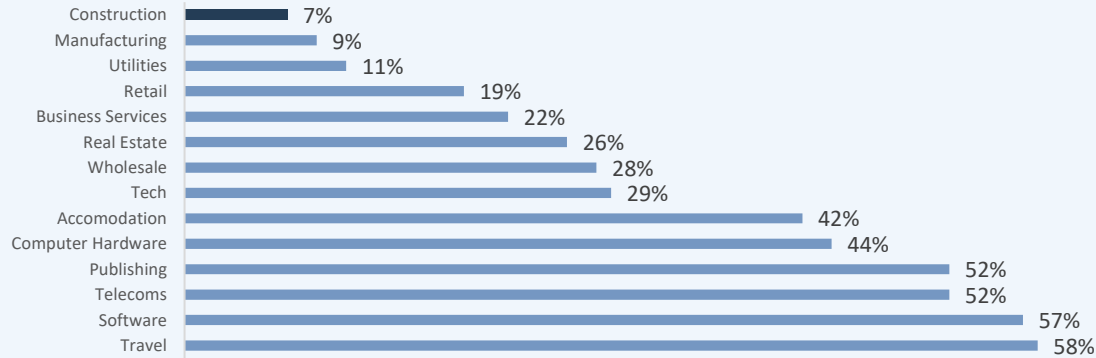
Chairman	Kurt Dobitsch
Deputy Chairman	Patricia Geibel-Conrad
Members	Bill Krouch, Christine Schöneweis, Dr. Andreas Söffing, Dr. Gernot Strube

## Key Stock Figures

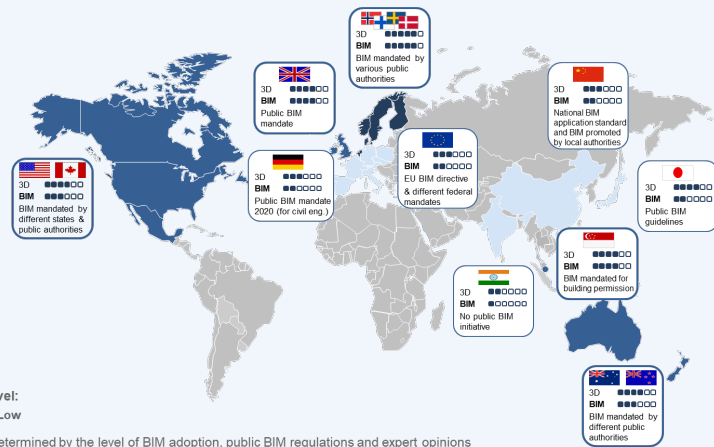
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 5.69 billion

### AEC/O Market Data

Digital Index – by Industry Cluster

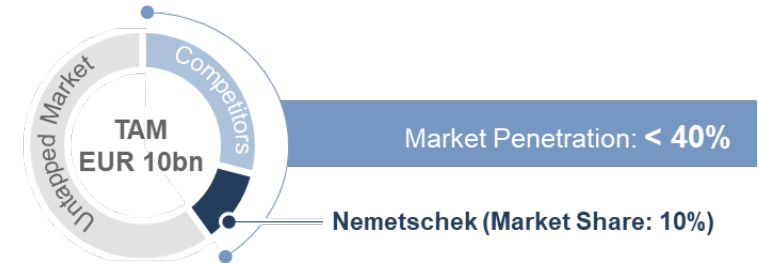


### Most Influencing BIM Countries

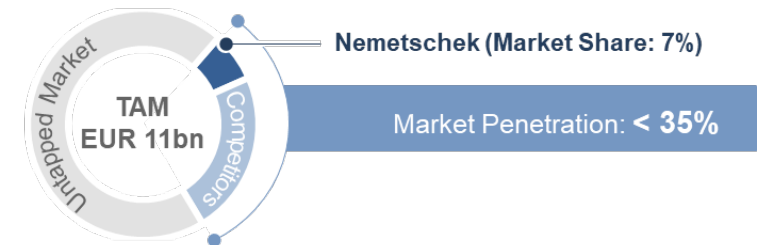


Current Addressable Market Is Expected to Grow by ~10% p.a.

**Planning & Design**



**Build & Construct**



**Manage & Operate**

