

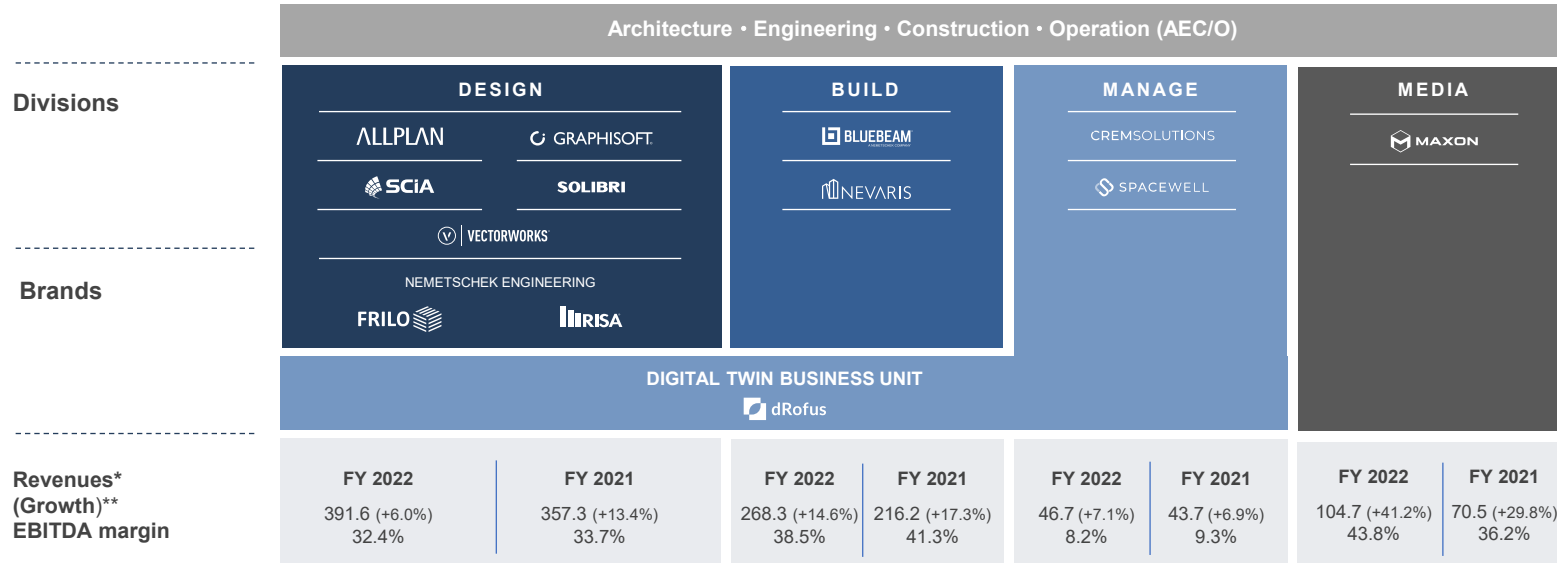
Unique DNA & Dynamic Markets

- 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

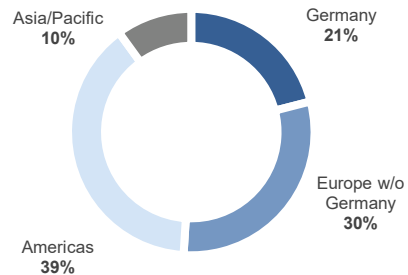
- Positioning**
 - Focus on AEC/O & Media
 - Focus on customer needs
- Financials**
 - High margins, healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Focus on internationalization
 - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI, AR/VR
 - Organic,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

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

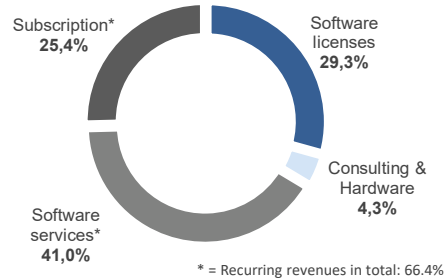


* in mEUR **in constant currency

Revenues by Regions (FY 2022)

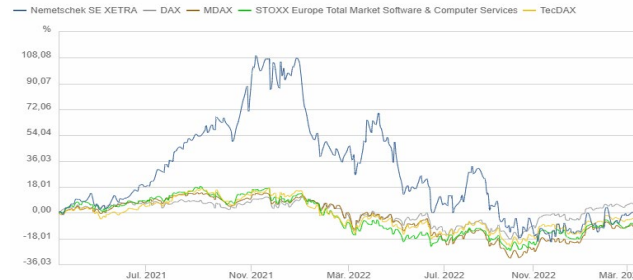


Revenues by Type (FY 2022)



Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



Key Figures mEUR	FY 2022	FY 2021	%YoY	%YoYcc*
ARR	581.7	456.5	+27.4%	+22.0%
Revenues	801.8	681.5	+17.7%	+12.1%
EBITDA	257.0	222.0	+15.8%	+9.3%
EBITDA margin	32.0%	32.6%	-	-
EBIT	198.1	172.0	+15.2%	+8.5%
EBIT margin	24.7%	25.2%	-	-
Net income (Group shares)	161.9	134.6	+20.3%	-
EPS	1.40	1.17	+20.3%	-
Free cash flow	161.4	66.7	+141.8%	-
Cash conversion rate	83.2%	96.6%	-	-
Equity ratio in %	57.5%	52.2%	-	-
Net cash	124.9	28.4	-	-
Headcount	3,448	3,180	+8.4%	-

Outlook	FY 2023
ARR growth / Revenue growth	ARR growth: >25% / Revenue growth: 4% - 6%
EBITDA margin	28% - 30%

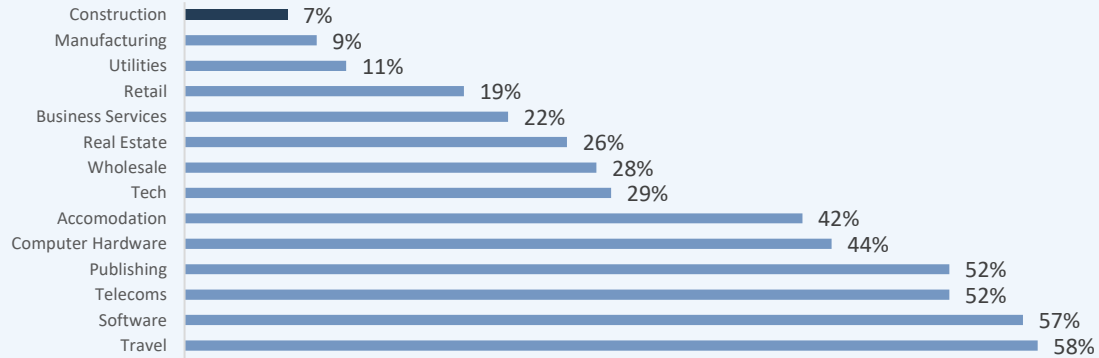
Executive Board	
CEO	Yves Padrines
CFO	Louise Öfverström
Chief Division Officer, Planning & Design	Viktor Várkonyi
Chief Division Officer, Build & Construct	Jon Elliott

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

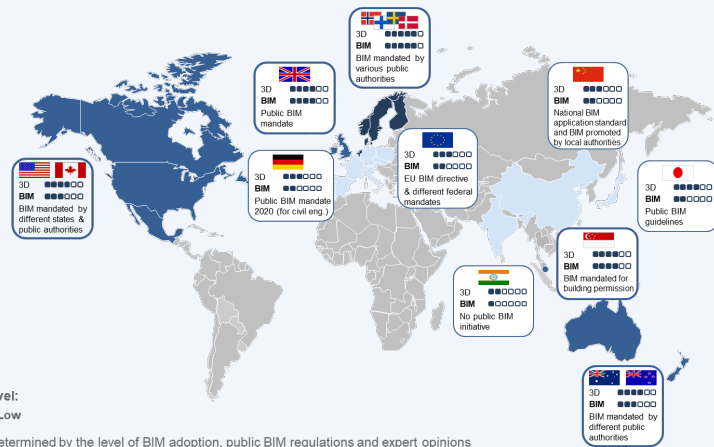
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 6.10 billion

AEC/O Market Data

Digital Index – by Industry Cluster



Most Influencing BIM Countries

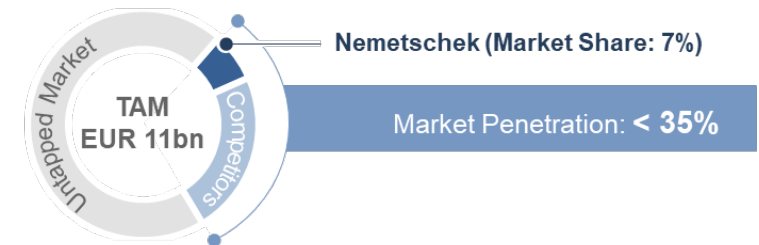


Current Addressable Market Is Expected to Grow by ~10% p.a.

Planning & Design



Build & Construct



Manage & Operate

