

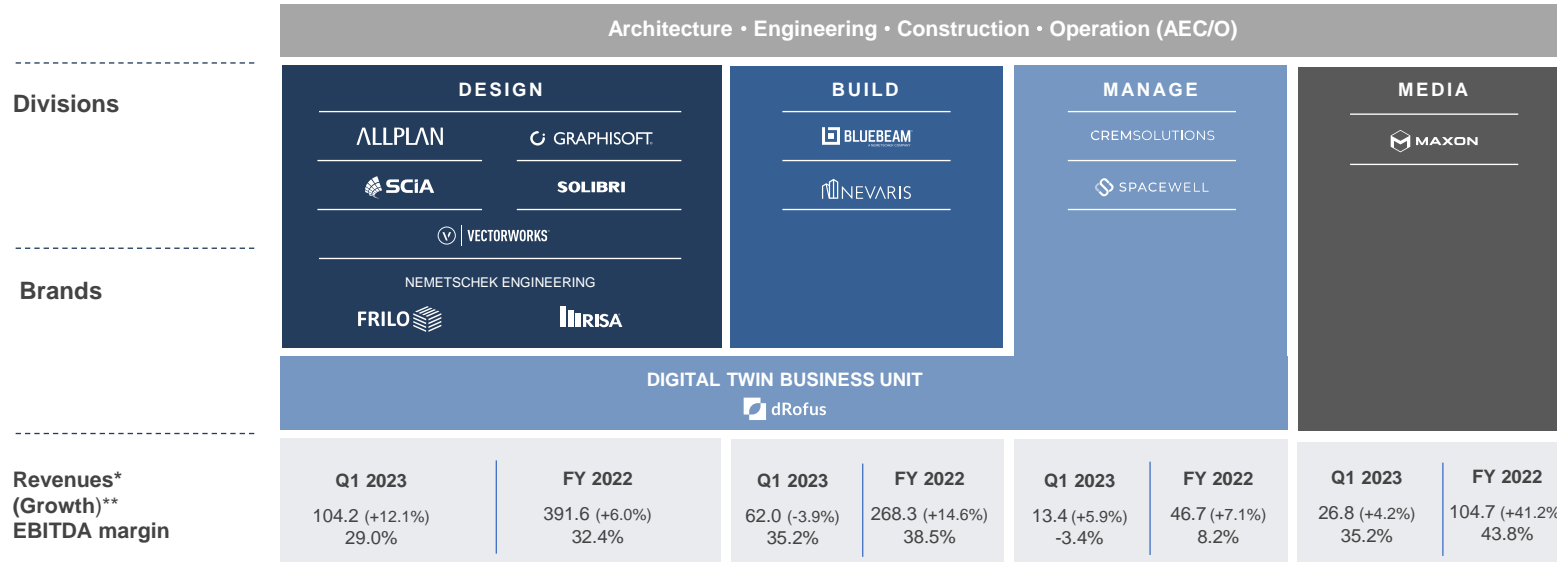
## Unique DNA & Dynamic Markets

- 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

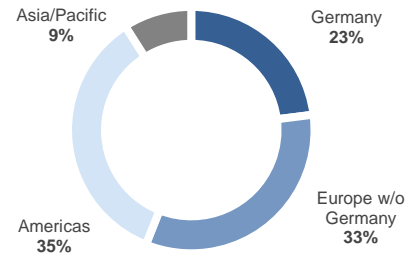
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer needs
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI, AR/VR
 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

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

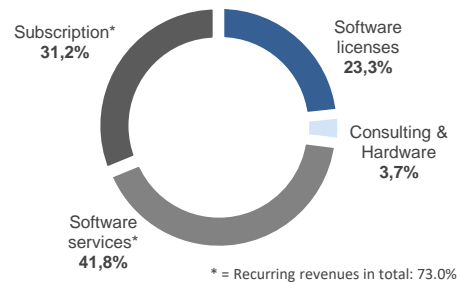


\* in mEUR \*\*in constant currency

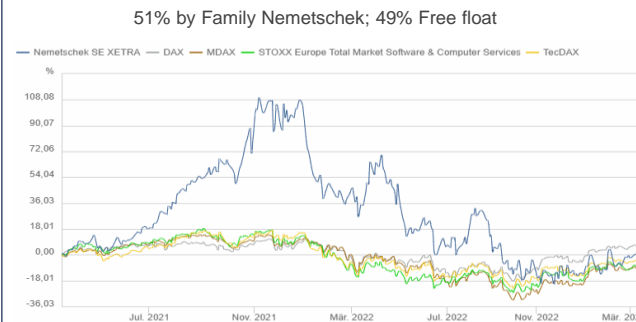
### Revenues by Regions (Q1 2023)



### Revenues by Type (Q1 2023)



### Shareholder Structure & Share Price Development



Key Figures mEUR	Q1 2023	Q1 2022	%YoY	%YoYcc*	FY 2022
ARR	597.4	483.9	+23.5%	+22.2%	581.7
Revenues	204.6	192.2	+6.5%	+5.5%	801.8
EBITDA	61.0	69.8	-12.7%	-10.8%	257.0
EBITDA margin	29.8%	36.6%	-	-	32.0%
EBIT	46.6	56.3	-17.2%	-	198.1
EBIT margin	22.8%	29.3%	-	-	24.7%
Net income (Group shares)	36.3	42.6	-14.9%	-	161.9
EPS	0.31	0.37	-14.9%	-	1.40
Free cash flow	68.9	61.3	+12.4%	-	161.4
Cash conversion rate	122.9%	103.1%	-	-	83.2%
Equity ratio in %	58.0%	52.7%	-	-	57.5%
Net cash	189.1	124.9	+51.4%	-	124.9
Headcount	3,436	3,185	+7.9%	-	3,448

\*constant currency

Outlook	FY 2023
ARR growth / Revenue growth	ARR growth: >25% / Revenue growth: 4% - 6% (cc)
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

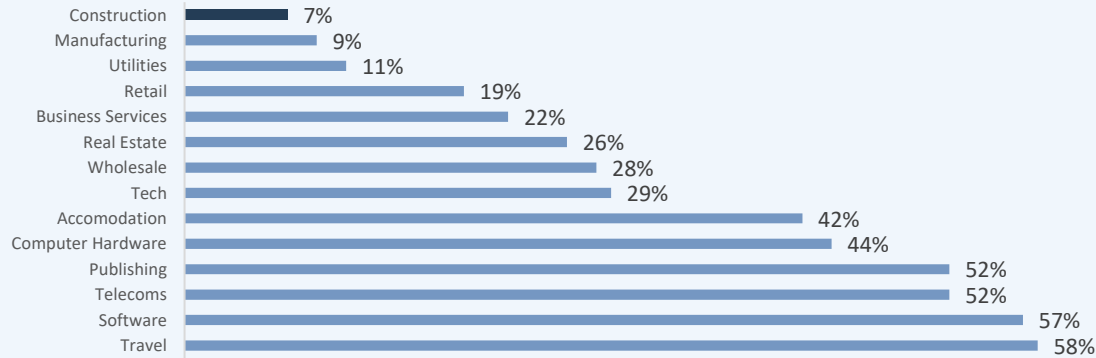
Chairman	Kurt Dobitsch
Deputy Chairman	Patricia Geibel-Conrad
Members	Bill Krouch, Christine Schöneweis, Dr. Andreas Söfing, Dr. Gernot Strube

### Key Stock Figures

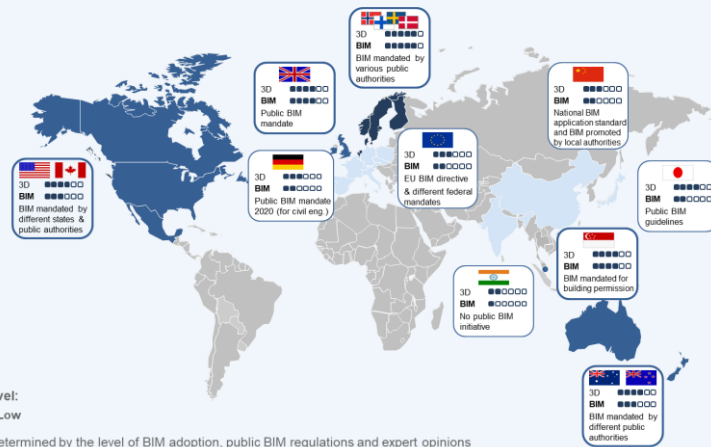
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 7.3 billion

### AEC/O Market Data

Digital Index – by Industry Cluster

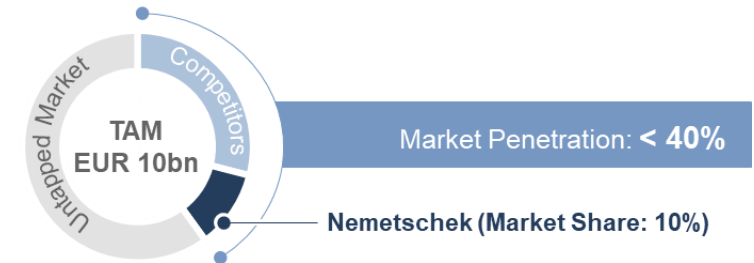


### Most Influencing BIM Countries

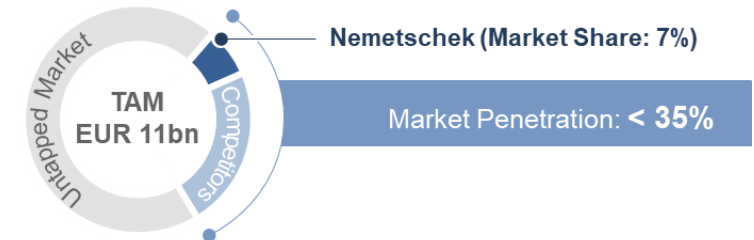


Current Addressable Market Is Expected to Grow by ~10% p.a.

**Planning & Design**



**Build & Construct**



**Manage & Operate**

