

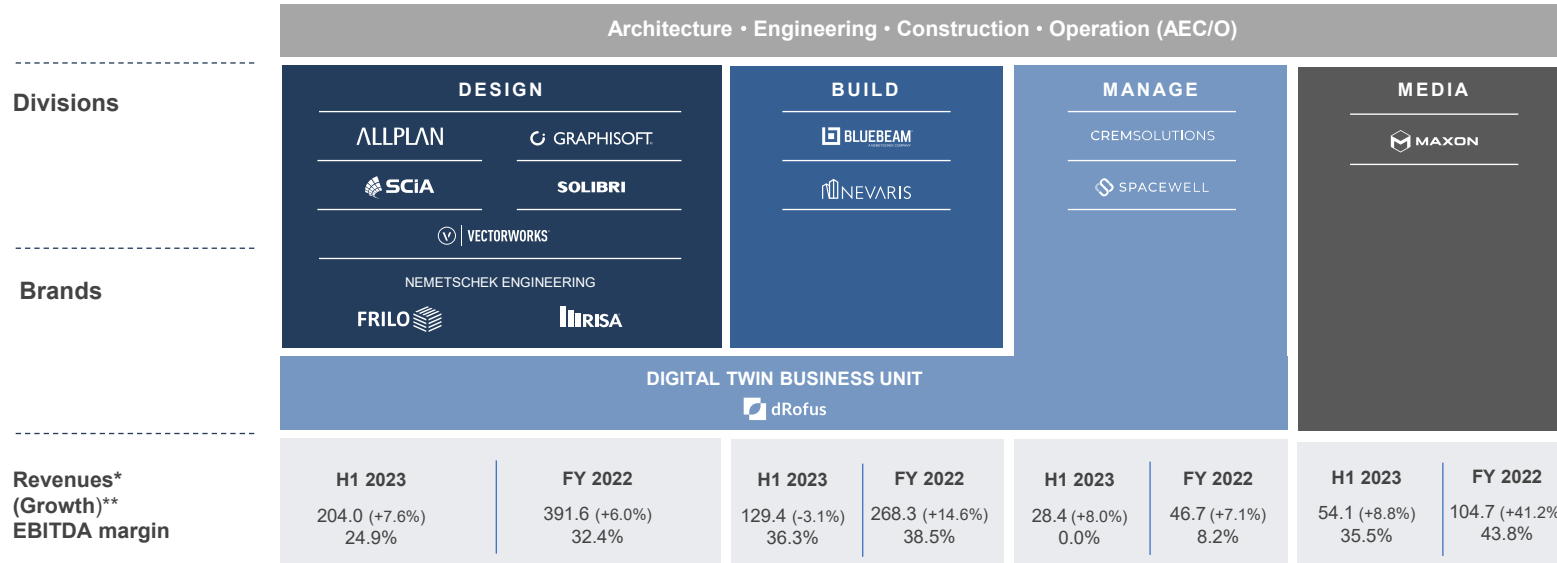
Unique DNA & Dynamic Markets

- 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

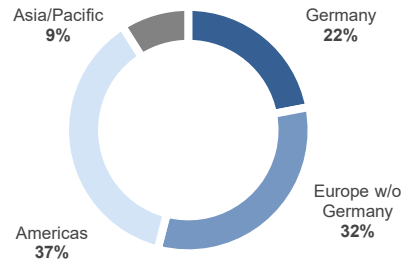
- Positioning**
 - Focus on AEC/O & Media
 - Focus on customer needs
- Financials**
 - High margins, healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Focus on internationalization
 - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI, AR/VR
 - Organic,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

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

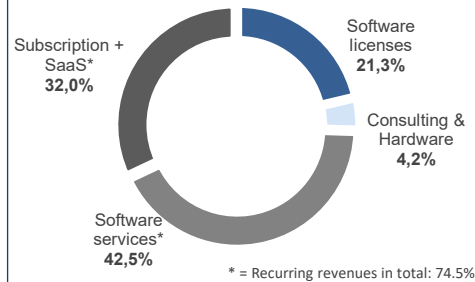


* in mEUR **in constant currency

Revenues by Regions (H1 2023)

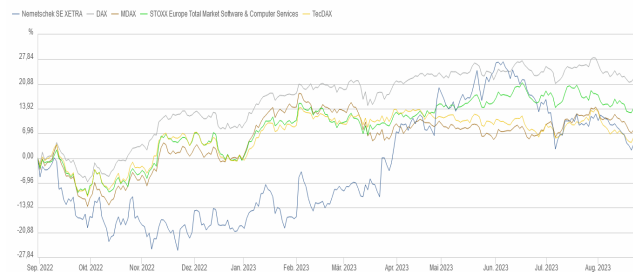


Revenues by Type (H1 2023)



Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



Key Figures mEUR	H1 2023	H1 2022	%YoY	%YoYcc*	FY 2022
ARR	630.7	515.1	+22.4%	+24.2%	581.7
Revenues	412.1	396.1	+4.1%	+4.2%	801.8
EBITDA	117.1	138.4	-15.4%	-12.3%	257.0
EBITDA margin	28.4%	34.9%	-	-	32.0%
EBIT	87.4	109.6	-20.3%	-	198.1
EBIT margin	21.2%	27.7%	-	-	24.7%
Net income (Group shares)	69.1	89.1	-22.5%	-	161.9
EPS	0.60	0.77	-22.5%	-	1.40
Free cash flow	100.2	92.9	+7.9%	-	161.4
Cash conversion rate	104.4%	82.8%	-	-	83.2%
Equity ratio in %	57.5%	53.2%	-	-	57.5%
Net cash	168.3	69.6	+141.8%	-	124.9
Headcount	3,402	3,268	+4.1%	-	3,448

*constant currency

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

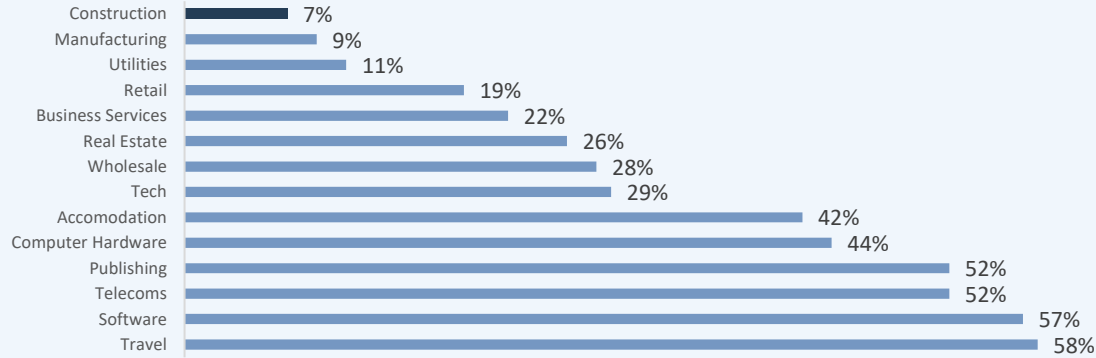
Executive Board	
CEO	Yves Padrines
CFO	Louise Öfverström
Chief Division Officer, Build & Construct	Jon Elliott

Supervisory Board	
Chairman	Kurt Dobitsch
Deputy Chairman	Iris Helke
Members	Bill Krouch, Christine Schöneweis, Dr. Andreas Söffing, Dr. Gernot Strube

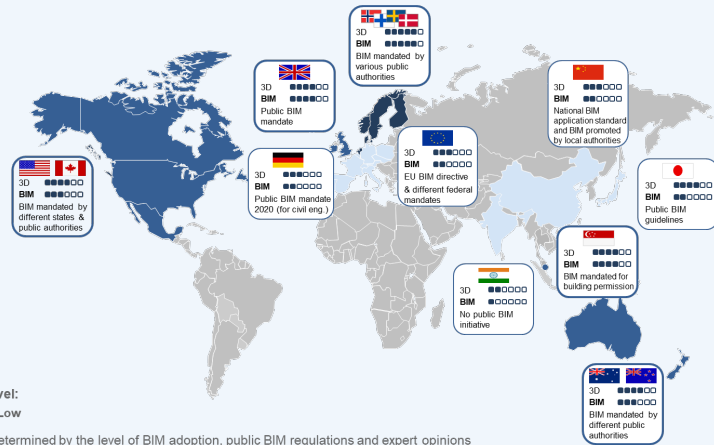
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 7.3 billion

AEC/O Market Data

Digital Index – by Industry Cluster

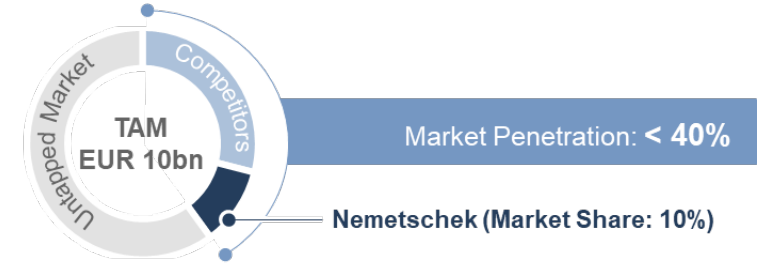


Most Influencing BIM Countries

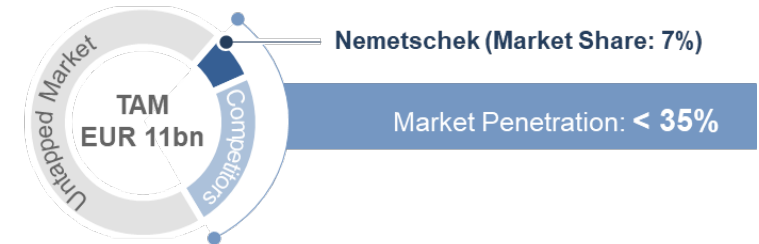


Current Addressable Market Is Expected to Grow by ~10% p.a.

Planning & Design



Build & Construct



Manage & Operate

