

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

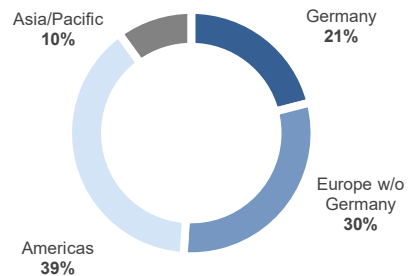
- Positioning**
 - Focus on AEC/O & Media
 - Focus on customer needs
- Financials**
 - High margins, healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Focus on internationalization
 - Driving innovations: OPEN BIM, digital workflows, collaboration, AI, AR/VR
 - Organic, acquisitions

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

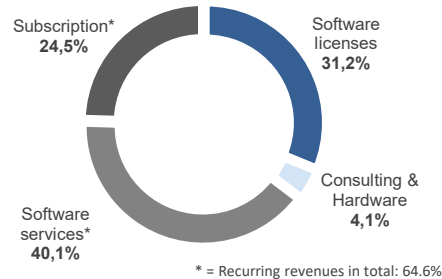
	Architecture • Engineering • Construction • Operation (AEC/O)							
Divisions	DESIGN		BUILD		MANAGE		MEDIA	
	ALLPLAN, FRILO		BLUEBEAM		CREMSOLUTIONS		MAXON	
	GRAPHISOFT, IRISA		dRofus		SPACEWELL			
	SCIA, SOLIBRI		NEVARIS					
	VECTORWORKS							
Brands								
Revenues* (Growth)**	9M 2022	FY 2021***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

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

Revenues by Regions (9M 2022)

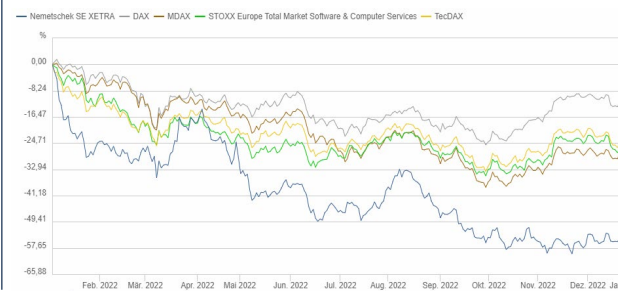


Revenues by Type (9M 2022)



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

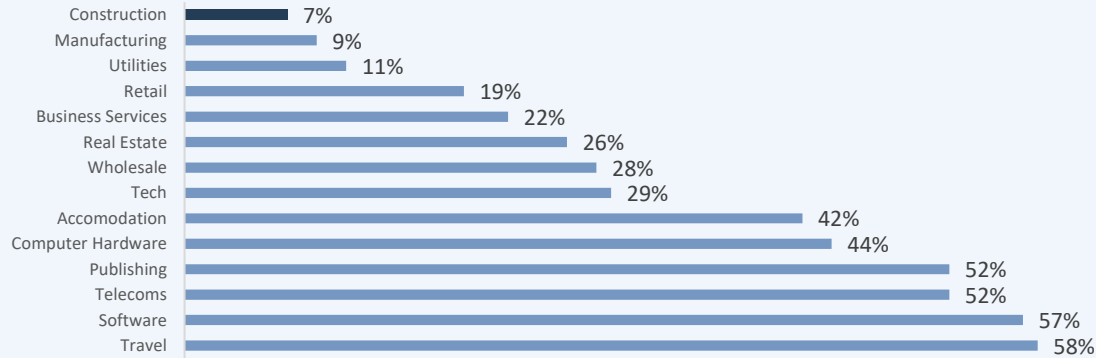
Chairman	Kurt Dobitsch
Deputy Chairman	Patricia Geibel-Conrad
Members	Bill Krouch, Christine Schöneweis, Dr. Andreas Söffing, Dr. Gernot Strube

Key Stock Figures

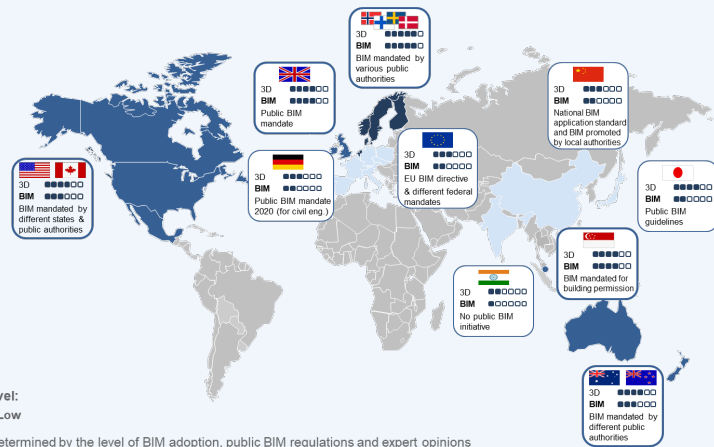
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 5.55 billion

AEC/O Market Data

Digital Index – by Industry Cluster

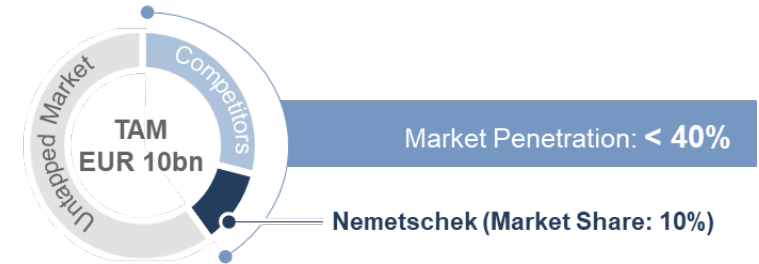


Most Influencing BIM Countries

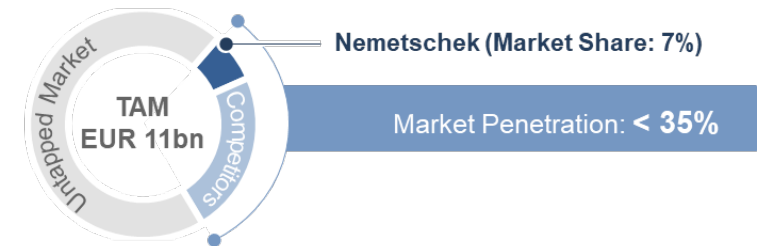


Current Addressable Market Is Expected to Grow by ~10% p.a.

Planning & Design



Build & Construct



Manage & Operate

