

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

Architecture • Engineering • Construction • Operation (AEC/O)

Divisions

DESIGN



NEMETSCHKE ENGINEERING



BUILD



MANAGE



MEDIA



DIGITAL TWIN BUSINESS UNIT



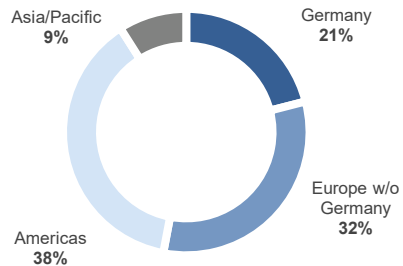
Brands

Revenues* (Growth)** EBITDA margin

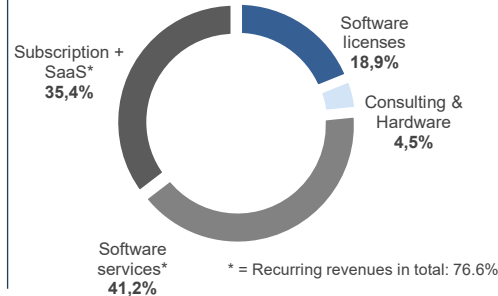
	FY-23		FY-22		FY-23		FY-22		FY-23		FY-22	
Revenues*	423.3	(+9.7%)	389.9		265.4	(+4.8%)	259.9		59.1	(+9.8%)	54.7	
EBITDA margin	28.4%		29.7%		35.1%		36.6%		2.3%		7.8%	
									111.4	(+8.6%)	104.7	
									38.7%		39.9%	

* in mEUR **in constant currency

Revenues by Regions (FY-23)

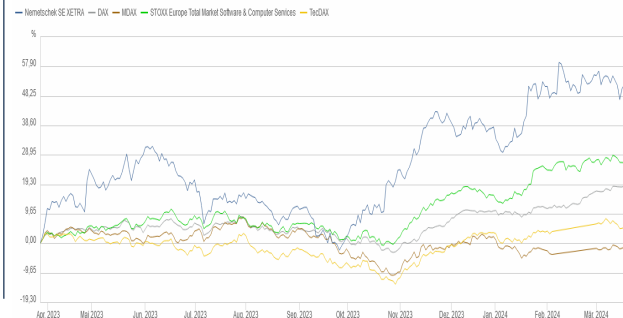


Revenues by Type (FY-23)



Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



Key Figures mEUR	FY-23	FY-22	%YoY	%YoYcc*
ARR	718.6	581.7	+23.5%	+26.7%
Revenues	851.6	801.8	+6.2%	+8.0%
EBITDA	257.7	257.0	+0.3%	+4.2%
EBITDA margin	30.3%	32.0%	-	-
EBIT	199.5	198.1	+0.7%	-
EBIT margin	23.4%	24.7%	-	-
Net income (Group shares)	161.3	161.9	-0.4%	-
EPS	1.40	1.40	-0.4%	-
Free cash flow	215.0	161.4	+33.2%	-
Cash conversion rate	98.1%	83.2%	-	-
Equity ratio in %	61.4%	57.5%	-	-
Net cash	261.2	124.9	+109.1%	-
Headcount	3,429	3,448	-0.6%	-

*constant currency

Outlook (published 03-24)	FY 2024 (e)
Revenue growth	10% - 11%
ARR growth / Share of recurring rev.	ARR growth: ~25% / Share of rec. rev: ~85%
EBITDA margin	30% - 31%

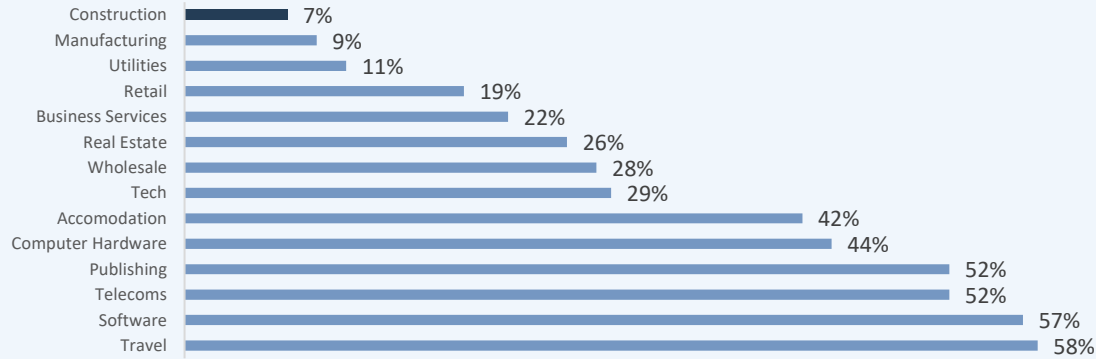
Executive Board	
CEO	Yves Padrines
CFO	Louise Öfverström

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

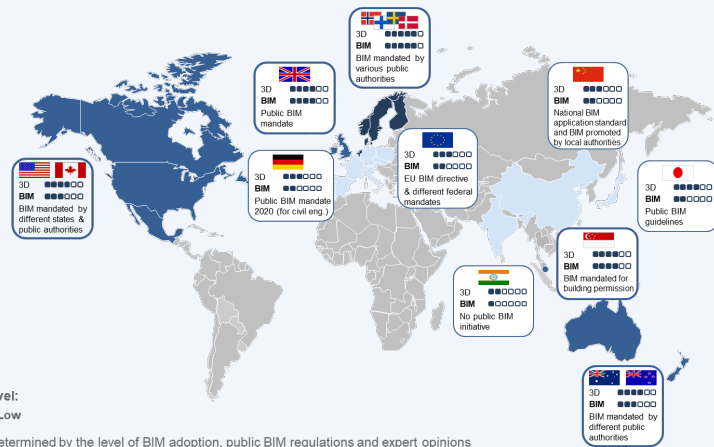
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 9.8 billion

AEC/O Market Data

Digital Index – by Industry Cluster



Most Influencing BIM Countries

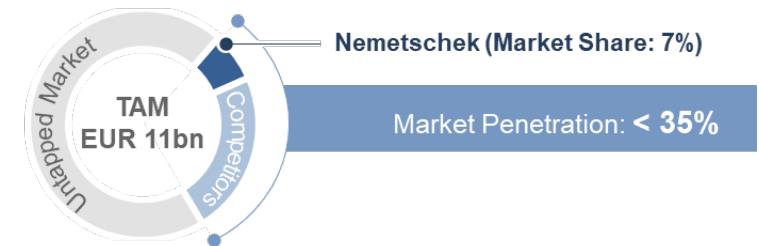


Current Addressable Market Is Expected to Grow by ~10% p.a.

Planning & Design



Build & Construct



Manage & Operate

