**NEMETSCHEK GROUP**

**Date:** May 2024  
**Konrad-Zuse-Platz 1**  
**81639 Munich**  
**Germany**

**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

**Executive Board**
- **CEO** Yves Padrines
- **CFO** Louise Öfverström

**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 9.5 billion

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

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

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

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**Divisions**

**Brands**

**Revenue by Regions (Q1-24)**
- Asia Pacific: 8%
- Germany: 22%
- Americas: 34%
- Europe w/o Germany: 36%

**Revenue by Type (Q1-24)**
- Subscription: 47.4%
- Software Services*: 35.6%
- Consulting & Hardware: 3.7%
- Licenses: 13.3%

**Technology**

**Digital Twin Business Unit**

**Shareholder Structure & Share Price Development**
- 51% by Family Nemetschek; 49% Free float

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**Revenue and EBITDA margin**

**Date:** May 2024  
**in mEUR**  
**in constant currency**

**Revenues**
- Q1-24: 115.6 (+9.3%)  
- FY-23: 423.3 (+9.7%)  
- Q1-24: 67.5 (+10.9%)  
- FY-23: 265.4 (+4.8%)  
- Q1-24: 12.5 (+9.9%)  
- FY-23: 59.1 (+9.8%)  
- Q1-24: 29.4 (+10.9%)  
- FY-23: 111.4 (+8.6%)  

**ARR**
- Q1-24: 597.4 (+24.5%)  
- FY-23: 718.6

**EBITDA**
- Q1-24: 61.0 (+11.9%)  
- FY-23: 257.7

**EBIT**
- Q1-24: 46.6 (+17.3%)  
- FY-23: 199.5

**EPS**
- Q1-24: 0.31 (+17.4%)  
- FY-23: 1.40

**Free Cash Flow**
- Q1-24: 68.9 (+11.4%)  
- FY-23: 215.0

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**Key Figures**

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AEC/O Market Data
Digital Index — by Industry Cluster

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

Planning & Design
- Nemetschek (Market Share: 10%)
- Market Penetration: < 40%

Build & Construct
- Nemetschek (Market Share: 7%)
- Market Penetration: < 35%

Manage & Operate
- Nemetschek (Market Share ~1%)
- Market Penetration: < 35%

Most Influencing BIM Countries

Source: Cambashi BIM Design Observatory and internal research.