

## 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



#### DIGITAL TWIN BUSINESS UNIT



#### BUILD



#### MANAGE



#### MEDIA



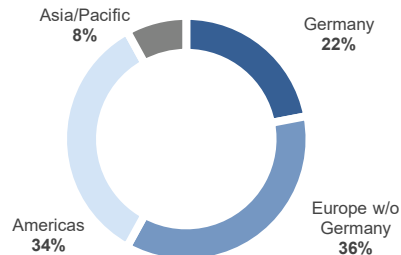
#### Brands

#### Revenues\* (Growth)\*\* EBITDA margin

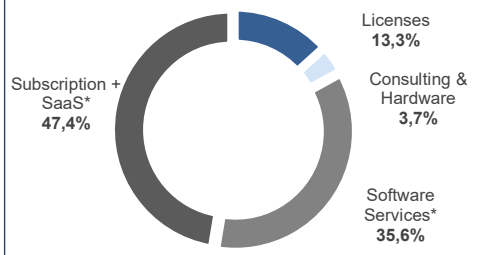
	Q1-24	FY-23	Q1-24	FY-23	Q1-24	FY-23	Q1-24	FY-23
Revenues*	115.6 (+9.3%)	423.3 (+9.7%)	67.5 (+10.0%)	265.4 (+4.8%)	12.5 (+9.9%)	59.1 (+9.8%)	29.4 (+10.9%)	111.4 (+8.6%)
EBITDA margin	30.7%	28.4%	31.1%	35.1%	6.6%	2.3%	37.4%	38.7%

\* in mEUR \*\*in constant currency

#### Revenues by Regions (Q1-24)



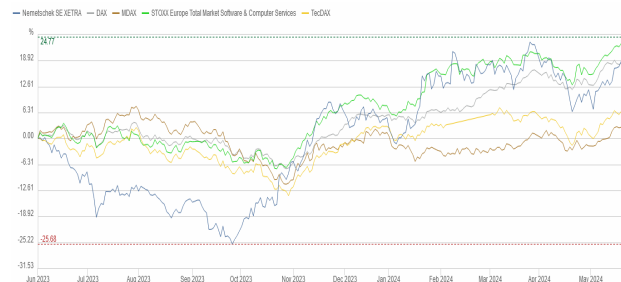
#### Revenues by Type (Q1-24)



\* = Recurring revenues in total: 83,0%

#### Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



Key Figures mEUR	Q1-24	Q1-23	%YoY	%YoYcc*	FY-23
ARR	743.6	597.4	+24.5%	+25.4%	718.6
Revenues	223.9	204.6	+9.4%	+10.3%	851.6
EBITDA	68.3	61.0	+11.9%	+8.5%	257.7
EBITDA margin	30.5%	29.8%	-	-	30.3%
EBIT	54.7	46.6	+17.3%	-	199.5
EBIT margin	24.4%	22.8%	-	-	23.4%
Net income (Group shares)	42.5	36.3	+17.4%	-	161.3
EPS	0.37	0.31	+17.4%	-	1.40
Free cash flow	76.7	68.9	+11.4%	-	215.0
Cash conversion rate	123.8%	122.9%	-	-	98,1%
Equity ratio in %	60.2%	58.0%	-	-	61.4%
Net cash	334.4	189.1	-	-	261.2
Headcount	3,433	3,436	-0.1%	-	3,429

\*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%

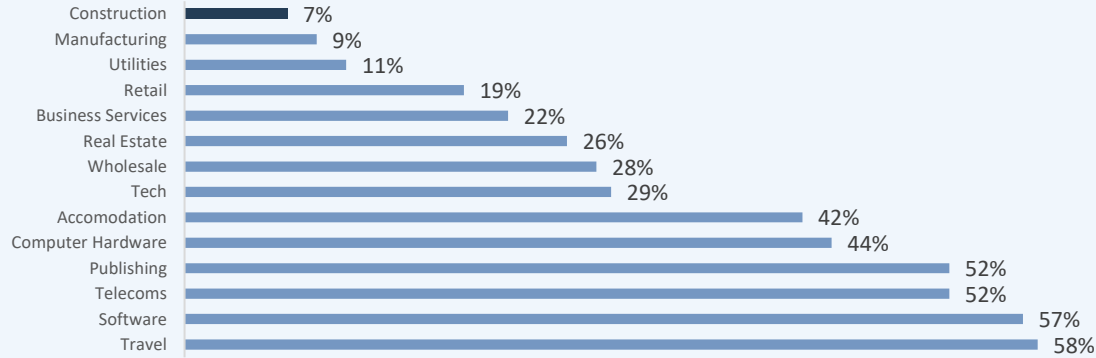
Executive Board	
CEO	Yves Padrines
CFO	Louise Öfverström

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

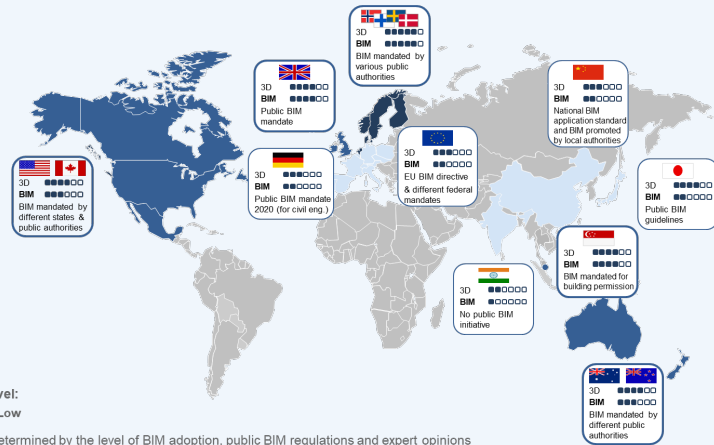
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 9.5 billion

### AEC/O Market Data

Digital Index – by Industry Cluster

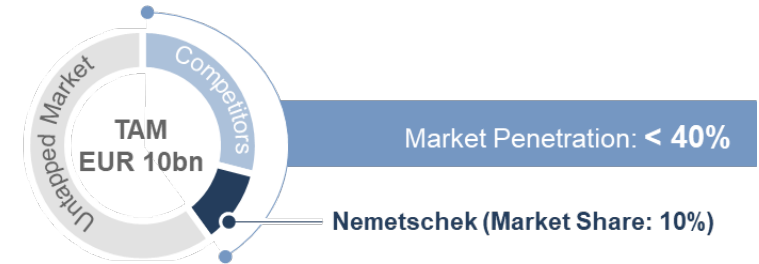


### Most Influencing BIM Countries

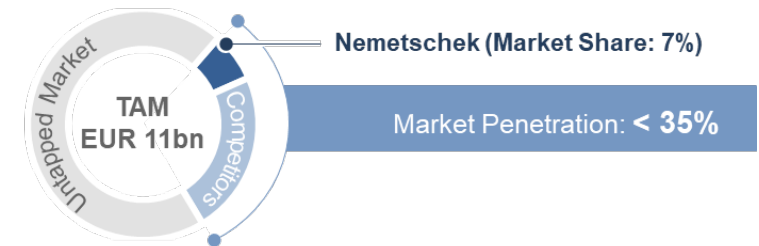


Current Addressable Market Is Expected to Grow by ~10% p.a.

**Planning & Design**



**Build & Construct**



**Manage & Operate**

