



Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 4 customer-oriented divisions with 16 strong brands
- ~6.0 million users around the world
- Highest quality, user-friendly, innovative
- Growth drivers:** Digitalization in AEC far behind other industries, BIM regulations worldwide, switch from 2D to integrated digital 3D workflow solutions

Investment Highlights

- Positioning**
 - Focus on AEC, leading in Open BIM
 - Focus on customer needs
- Financials**
 - Stable margins, healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Focus on internationalization
 - Driving innovations: Open BIM, digital workflows, collaboration
 - Organic, acquisitions

Business Overview – Covering complete value chain in AEC + Media

Architecture · Engineering · Construction (AEC)

Divisions

DESIGN

BUILD

MANAGE

MEDIA & ENTERTAINMENT

ALLPLAN

GRAPHISOFT

NEVARIS

CREM SOLUTIONS

MAXON

Brands

VECTORWORKS

SCiA

BLUEBEAM

SPACEWELL

DATA DESIGN SYSTEM

SOLIBRI

SDS/2

PRECAST SOFTWARE engineering

dRofus

IRISA

FRILO

Revenues* (Growth)

EBITDA margin

9M 2020

FY 2019

9M 2020

FY 2019

9M 2020

FY 2019

9M 2020

FY 2019

229.3 (-0.3%)

314.6 (+10.2%)

144.3 (+11.1%)

177.7 (+25.6%)

29.2 (+7.2%)

38.5 (+178.8%)

39.4 (+59.1%)

33.9 (+23.2%)

33.2%

32.4%

38.0%

34.7%

14.1%

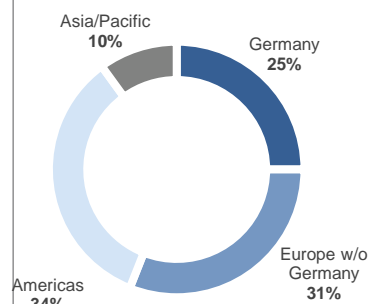
20.5%

28.9%

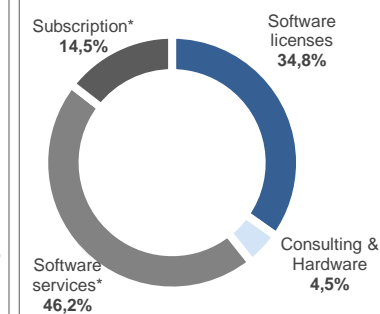
27.8%

* in mEUR

Revenues by Regions (9M 2020)



Revenues by Type (9M 2020)



* = Recurring revenues in total: 60.8%

Shareholder Structure & Share Price Development

52.6% by Family Nemetschek; 47.4% Free float



Key Figures mEUR	9M 2020	9M 2019	%YoY	%YoYcc*	FY 2019
Revenues	436.8	406.0	+7.6%	+7.8%	556.9
EBITDA	129.3	119.4	+8.2%	+8.0%	165.7
EBITDA margin	29.6%	29.4%	-	-	29.7%
EBIT	92.1	88.5	+4.1%	+3.4%	150.5
EBIT margin	21.1%	21.8%	-	-	27.0%
Net income**	67.7	66.0	+2.7%	-	127.2
EPS**	0.59	0.57	+2.7%	-	1.10
Operating cash flow	114.5	114.1	+0.4%	-	160.4
Free cash flow	24.2	34.8	-30.5%	-	76.6
Free cash flow***	107.5	132.5	-18.9%	-	174.5
Equity ratio in %	45.3%	38.7%	-	-	40.7%
Net cash	-5.2	-15.2	-	-	21.0
Headcount	3,067	2,838	+8.1%	-	2,875

*constant currency **previous year w/o one-time effect from the Docuware sale ***w/o M&A investments

Guidance FY 2020

Revenue	Mid single-digit growth (Formerly: stable to slight increase)
EBITDA margin	28% - 29% (Formerly: > 26%)

Management Team

Dr. Axel Kaufmann	Spokesman, CFOO & CDO Media & Ent.
Viktor Várkonyi	Chief Division Officer, Planning & Design
Jon Elliott	Chief Division Officer, Build & Construct
Koen Matthijs	Chief Division Officer, Manage & Operate

Supervisory Board

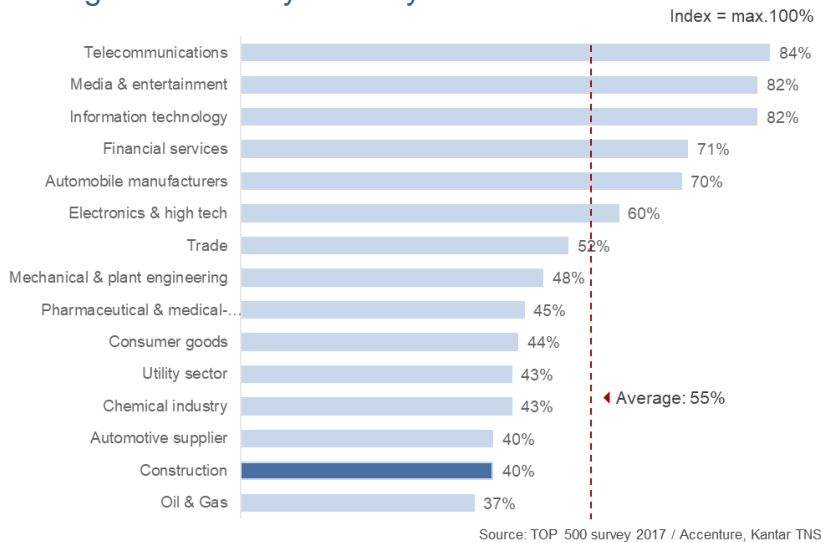
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

Key Stock Figures

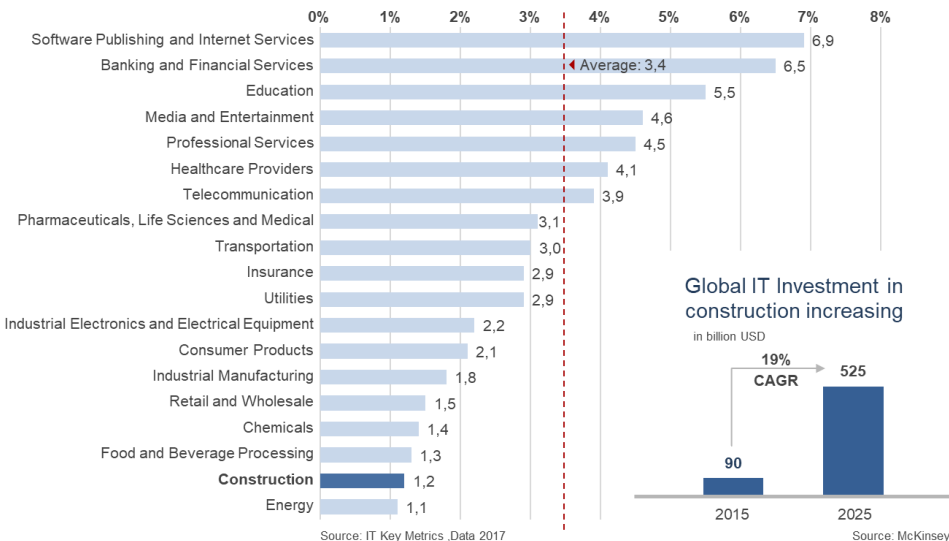
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 6.7 billion

AEC Market Data

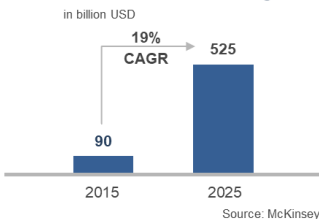
Digital Index – by Industry Cluster



IT Spending as a % of Revenue by Industry (2017)

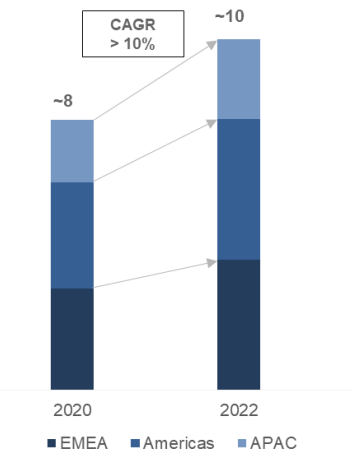


Global IT Investment in construction increasing



BIM Market Size 2020/2022

End-user expenditure (EUE) in bn€



Most Influencing BIM Countries

