

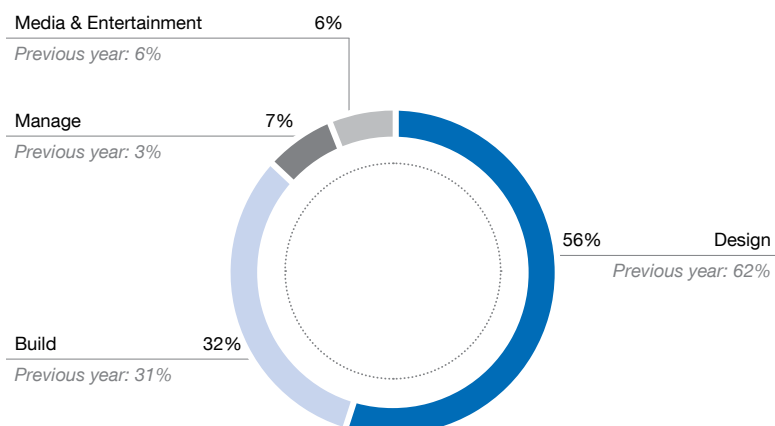
Key Figures

NEMETSCHEK GROUP

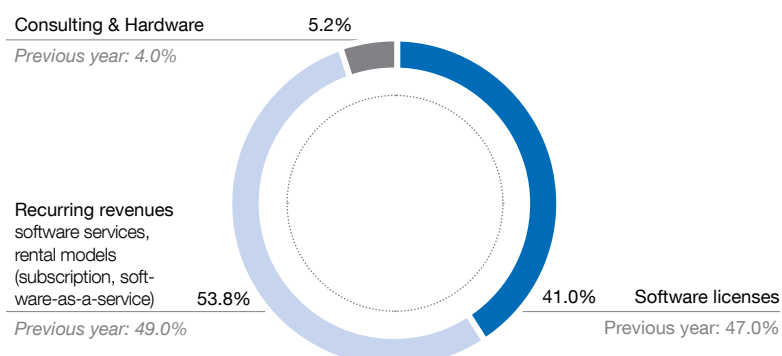
in EUR million	Dec. 31, 2019	Dec. 31, 2018	Dec. 31, 2017	Dec. 31, 2016	Dec. 31, 2015
Revenues	556.9	461.3	395.6	337.3	285.3
- thereof software licenses	228.2	216.8	195.0	175.8	150.4
- thereof recurring revenues	299.5	225.8	183.9	146.5	122.4
- subscription (as part of the recurring revenues)	50.3	23.4	13.7	–	–
EBITDA	165.7	121.3	108.0	88.0	69.5
as % of revenue	29.7%	26.3%	27.3%	26.1%	24.4%
EBITA	140.7	112.5	99.9	80.7	62.8
as % of revenue	25.3%	24.4%	25.3%	23.9%	22.0%
EBIT	123.6	97.8	86.4	69.7	52.7
as % of revenue	22.2%	21.2%	21.9%	20.7%	18.5%
Net income (group shares)	127.2	76.5	74.7	46.9	35.9
per share in €	1.10	0.66	0.65	0.41	0.31
Net income (group shares) adjusted for DocuWare effect	97.7	76.5	74.7	46.9	35.9
per share in €	0.85	0.66	0.65	0.41	0.31
Net income (group shares) before purchase price allocation	140.3	88.1	85.2	55.1	42.8
per share in €	1.21	0.76	0.74	0.48	0.37
Cash flow figures					
Cash flow from operating activities	160.4	99.7	97.4	79.7	65.1
Cash flow from investing activities	–83.8	–74.4	–54.6	–47.5	–41.4
Cash flow from financing activities	10.7	–10.4	–44.8	–5.5	0.1
Free cash flow	76.6	25.4	42.8	32.1	23.7
Free cash flow before M&A investments	174.5	88.5	88.2	72.6	58.9
Balance sheet figures					
Cash and cash equivalents	209.1	120.7	104.0	112.5	84.0
Net liquidity/net debt	21.0	–9.9	24.0	16.3	3.3
Balance sheet total	857.2	580.6	460.8	454.7	370.8
Equity ratio in %	40.7%	43.0%	49.5%	44.4%	45.0%
Headcount as of balance sheet date	2,875	2,587	2,142	1,925	1,754
Share figures					
Closing price (Xetra) in €	58.80	31.92	24.95	18.42	15.34
Market Capitalization	6,791.40	3,686.38	2,881.34	2,127.51	1,772.16

The previous year's figures have been adjusted due to the stock splits in 2015 and 2019.

REVENUES BY SEGMENT IN %



REVENUES BY TYPE IN %



REVENUES BY REGION IN %

