

Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 16 strong brands, 82 locations, sale in 142 countries
- > 5.0 million users around the world
- Highest quality, user-friendly, customer-oriented
- 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 and via acquisitions

Key Figures mEUR

	FY 2018	FY 2017	%YoY	%YoYccc**
Revenues	461.3	395.6	+16.6%	+19.2%
EBITDA	121.3	108.0	+12.3%	+13.0%
EBITDA margin	26.3%	27.3%	-	-
EBIT	97.8	86.4	+13.1%	-
EBIT margin	21.2%	21.9%	-	-
Net income	76.5	62.4*	+22.5%	-
EPS in €	1.99	1.62*	+22.5%	-
Operating cash flow	99.7	97.4	+2.4%	-
Free cash flow	25.4	42.8	-	-
Free cash flow**	88.5	88.2	+0.3%	-
Equity ratio in %	43.0%	49.5%	-	-
Net debt/ liquidity	-9.9	24.0	-	-
Headcount	2,587	2,142	+20.8%	-

* w/o positive special effects of 12.2 m€ in total (thereof: 7.6 m€ in financial result and 4.6 m€ in taxes because of US tax reform and release of deferred tax provisions)
 without M&A investments *constant currency

Guidance

FY 2019

Revenues	540–550 mEUR
EBITDA margin	25% - 27%

Executive Board

Patrik Heider	Spokesman and CFOO
Viktor Várkonyi	Chief Division Officer, Planung & Design
Jon Elliott	Chief Division Officer, Build & Construct

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	38,500,000 / March 10, 1999
Indices / Ticker symbol	Prime Standard, MDAX / TecDAX NEM GY, NEKG, DE
Current market cap	EUR 5.0 billion

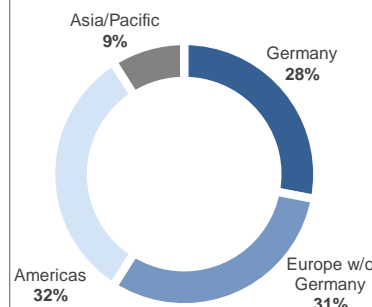
Business Overview & Segments – Covering complete value chain in AEC + Media

Architecture · Engineering · Construction (AEC)

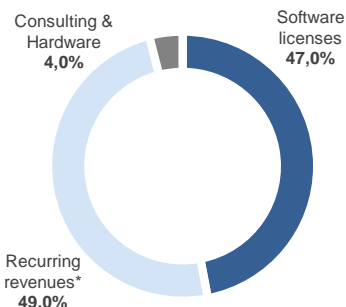
Divisions	DESIGN		BUILD	MANAGE	MEDIA & ENTERTAINMENT			
	ALLPLAN	GRAPHISOFT	NEVARIS	CREM SOLUTIONS	MAXON			
	VECTORWORKS	SCIA	BLUEBEAM	SPACEWELL				
Brands	DATA DESIGN SYSTEM	FRILO	SOLIBRI					
	PRECAST SOFTWARE engineering	dRofus	SDS/2					
	IRISA							
Revenues* (Growth)	FY 2018 273.6 (+11.4%cc)	FY 2017 249.2 (+12.8%)	FY 2018 148.0 (+34.0%cc)	FY 2017 114.6 (+31%)	FY 2018 13.8 (+72.1cc)	FY 2017 8.1 (+13.8%)	FY 2018 25.9 (+11.4cc)	FY 2017 23.8 (+8.9%)
EBITDA margin	25.4%	28.2%	25.8%	23.2%	17.9%	23.4%	42.6%	38.8%

* in mEUR

Revenues by Regions (FY 2018)



Revenues by Type (FY 2018)



* Software services, rental model (subscription, SaaS)

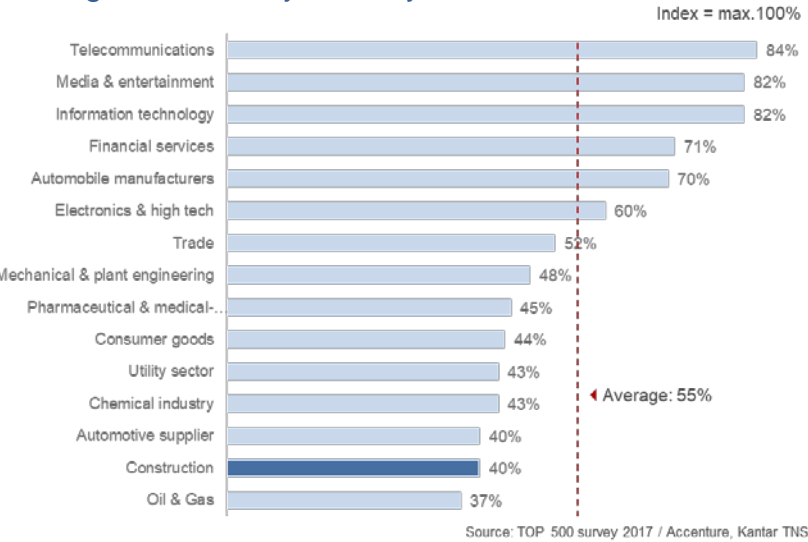
Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float

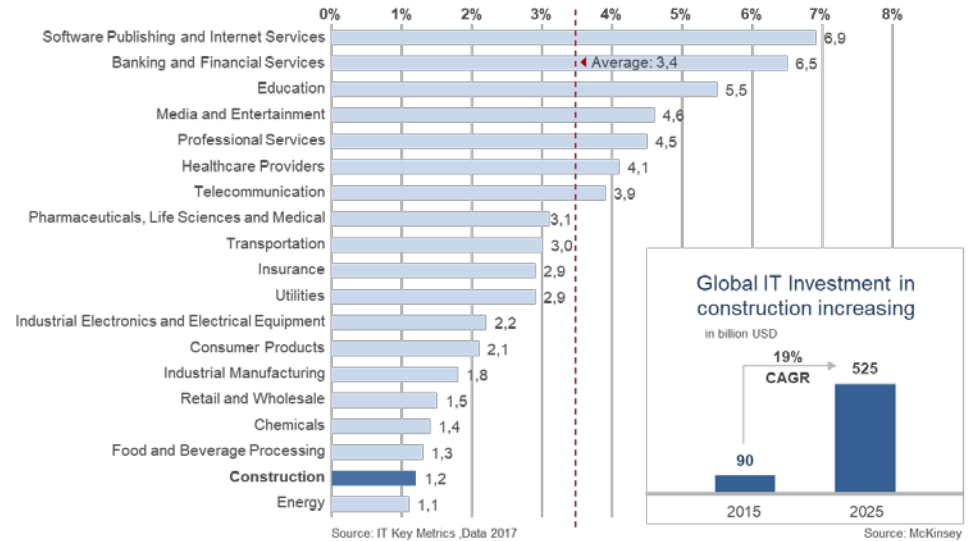


AEC Market Data

Digital Index – by Industry Cluster

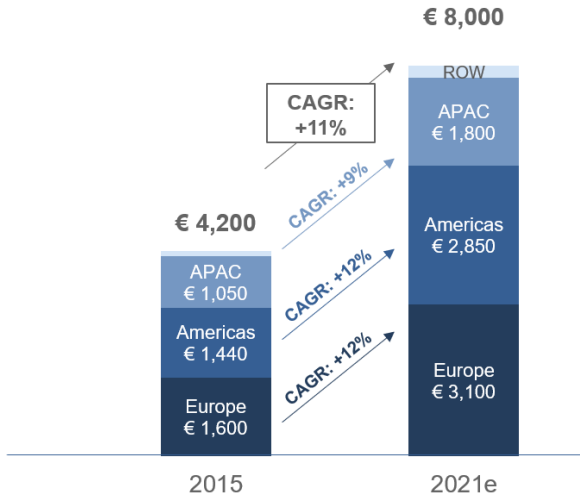


IT Spending as a % of Revenue by Industry (2017)



BIM Market Size 2015/2021

End-user expenditure (EUE) in m€



Most Influencing BIM Countries

