

Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 16 strong brands, 67 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

	9M 2018	9M 2017	%YoY	%YoYcc**	FY 2017
Revenues	330.9	289.8	+14.2%	+18.0%	395.6
EBITDA	88.2	76.5	+15.3%	+17.2%	108.0
EBITDA margin	26.7%	26.4%	-	-	27.3%
EBIT	71.4	60.3	+18.3%	-	86.4
EBIT margin	21.6%	20.8%	-	-	21.9%
Net income	52.6	42.8	+22.9%	-	62.4*
EPS in €	1.37	1.11	+22.9%	-	1.62*
Operating cash flow	72.1	68.2	+5.8%	-	97.4
Free cash flow	1.1	36.3	-	-	42.8
Free cash flow**	64.4	61.1	+5.2%	-	88.2
Equity ratio in %	40.7%	49.5%	-	-	49.5%
Net debt/ liquidity	-32.5	19.4	-	-	24.0
Headcount	2,529	2,094	+20.8%	-	2,142

* 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

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

Architecture · Engineering · Construction (AEC)

Segments	DESIGN		BUILD	MANAGE	MEDIA & ENTERTAINMENT			
	ALLPLAN	GRAPHISOFT	NEVARIS	CREM SOLUTIONS	MAXON			
	VECTORWORKS	SCiA	BLUEBEAM	SPACEWELL				
Brands	DATA DESIGN SYSTEM	FRILO Software	SOLIBRI					
	PRECAST SOFTWARE engineering	dRofus	SDS/2					
	IRISA							
Revenues* (Growth)	9M 2018 198.1 (+11.3%cc)	FY 2017 249.2 (+12.8%)	9M 2018 106.2 (+32.9%cc)	FY 2017 114.6 (+31%)	9M 2018 7.7 (+32.7%cc)	FY 2017 8.1 (+13.8%)	9M 2018 18.9 (+11.5cc)	FY 2017 23.8 (+8.9%)
EBITDA margin	25.0%	28.2%	27.3%	23.2%	22.0%	23.4%	41.9%	38.8%

Guidance FY 2018

Revenues	447–457 mEUR (based on a fx rate of 1.18 EUR/USD)
EBITDA margin	25% - 27%

Executive Board

Patrik Heider	Spokesman and CFOO
Viktor Várkonyi	Board Member and CEO of Graphisoft

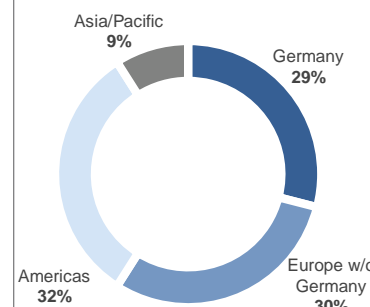
Supervisory Board

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

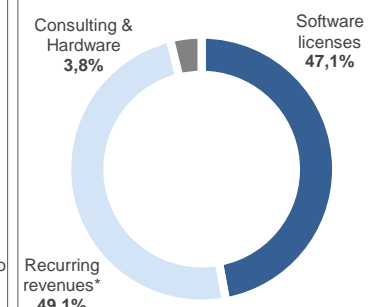
Key Stock Figures

ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Indices / Ticker symbol	Prime Standard, MDAX / TecDAX NEM GY, NEKG, DE
Current market cap	EUR 4.8 billion

Revenues by Regions (9M 2018)



Revenues by Type (9M 2018)



* Software services, rental model (subscription, SaaS)

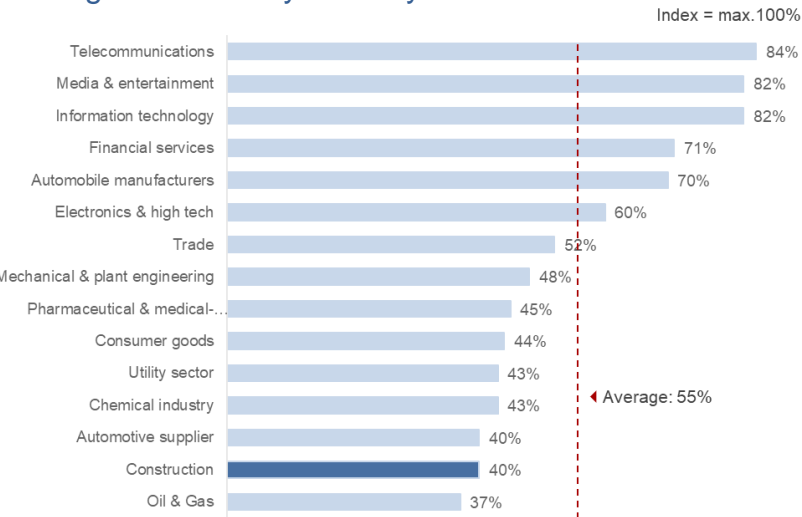
Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float



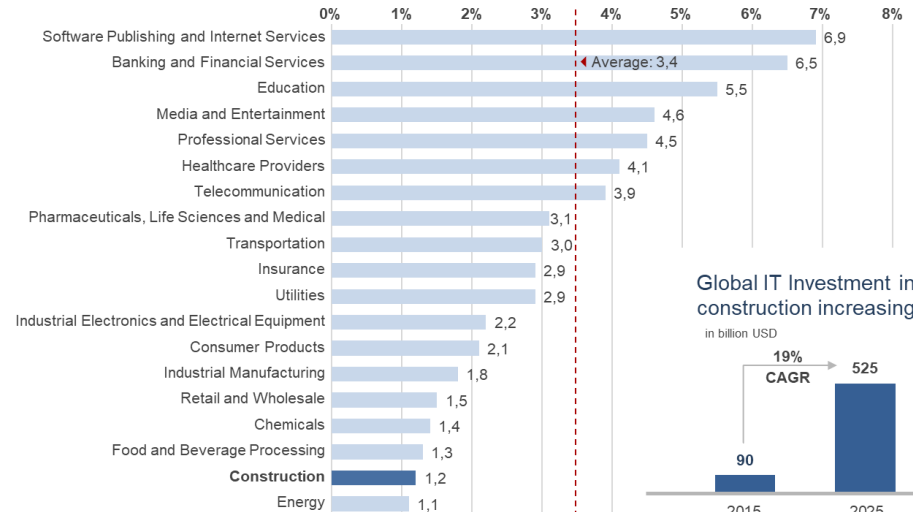
AEC Market Data

Digital Index – by Industry Cluster



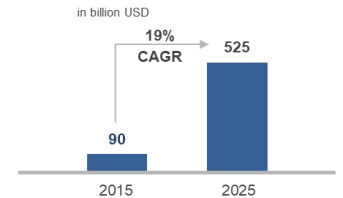
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

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



Source: IT Key Metrics, Data 2017

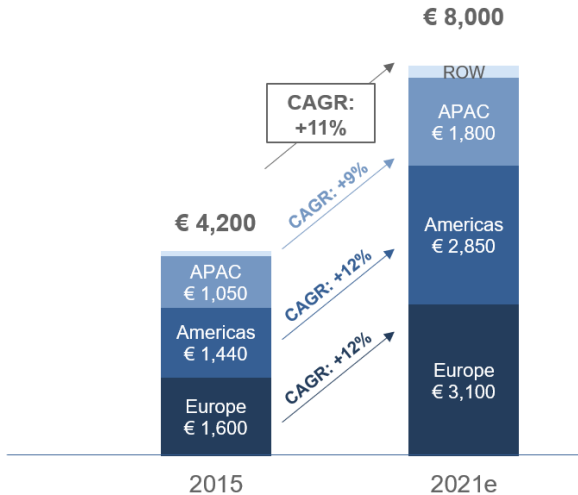
Global IT Investment in construction increasing



Source: McKinsey

BIM Market Size 2015/2021

End-user expenditure (EUE) in m€



Source: Cambashi BIM Design Observatory and internal research

Most Influencing BIM Countries

