



Company Presentation

Nemetschek Group

January 2023

NEMETSCHKEK
GROUP®



01

Financial Results Q3-22

Top Key Figures Q3-22: Continued High Growth in Uncertain Environment

ARR²
EURm



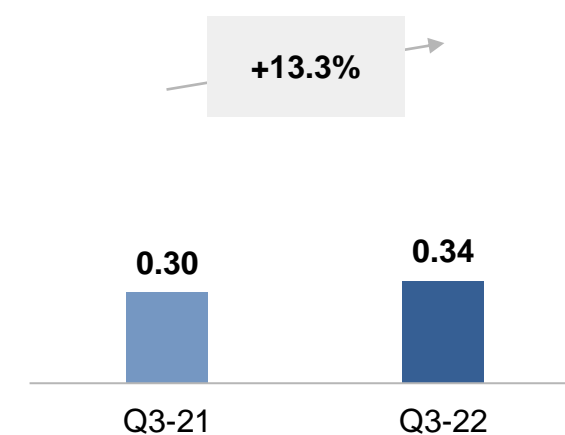
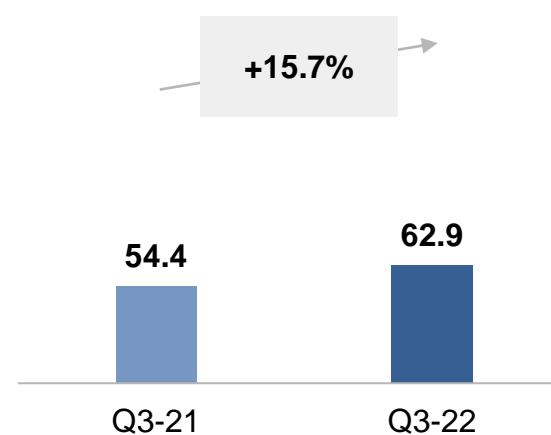
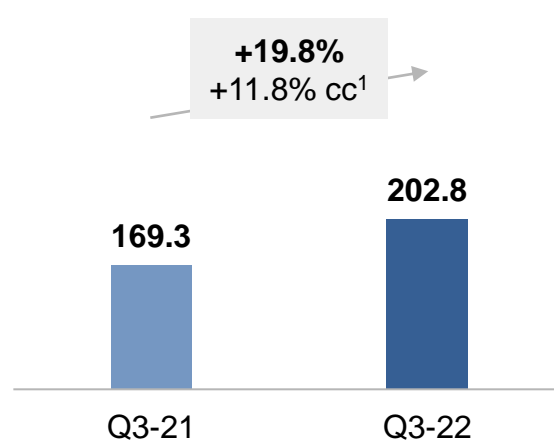
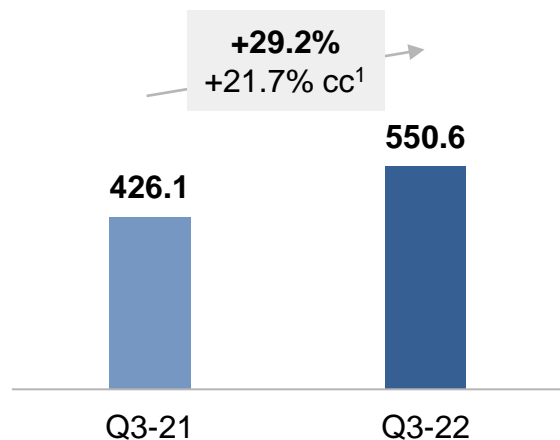
Revenues
EURm



EBITDA
EURm



EPS
EUR



- Strong increase in ARR shows good growth outlook for the next 12 months
- Subscription/SaaS revenues once again main growth driver: +57.5% (+47.1% cc¹)

- Build +31.4% (+17.4% cc¹) and Media +36.7% (+27.6% cc¹) grew over-proportionally again
- Strong FX tailwind (mainly from USD): +800bps

- Q3-22: EBITDA margin: 31.0% vs. Q3-21: 32.1%
- High profitability despite re-increase in spending for travel, trade fairs, and hirings

- Tax rate: 21.8%
- EPS before PPA amortization: 0.39 EUR

¹ Constant currency

² Annual Recurring Revenue (ARR): Average of all recurring revenues (Sub./SaaS and maintenance contracts) over the last three months x 4.

Key Financial Highlights 9M-22: Strong First Nine Months of the Year



Very Good Results in all Important KPIs



Revenues:
**+21.3% (FX adj.: +15.2%) to
EUR 598.9m**



Recurring Revenues:
**+28.0% (FX adj.: +21.6%) to
EUR 387.2m**



Subscription/SaaS Revenues:
**+57.8% (FX adj.: +49.5%) to
EUR 146.8m**



EBITDA:
**+25.6% (FX adj.: +16.2%) to
EUR 201.3m**



EBITDA margin:
33.6% (FX adj.: 32.8%)



Earnings per Share:
EUR 1.11 (+32.1%)



High Cash Conversion:
86.4%

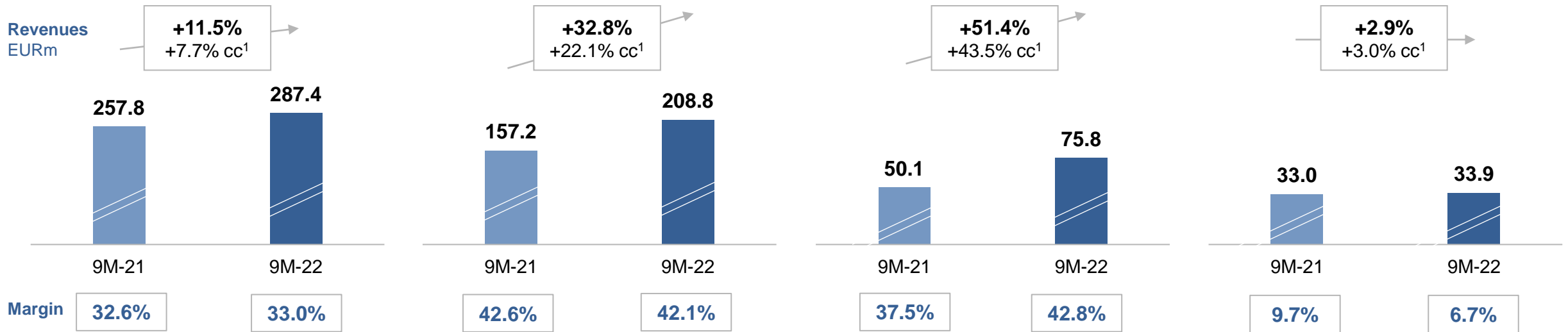


Net Cash Position:
EUR 120.5m



Equity Ratio:
57.4%

Segment Overview 9M-22: Highest Growth Momentum in Build and Media



- Prolonged sales cycles in pockets of growth in Q3
- Very strong growth (+60%) in Sub./SaaS in first nine months of the year

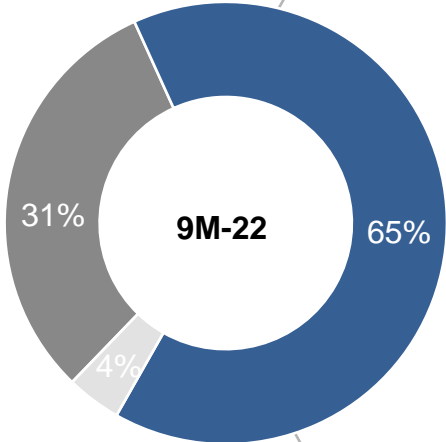
- Bluebeam again main growth driver
- Strong growth in US and internationally
- Subscription transition launched in Q3 as planned

- High growth in all regions combined with a record margin
- Growth supported by Pixologic acquisition

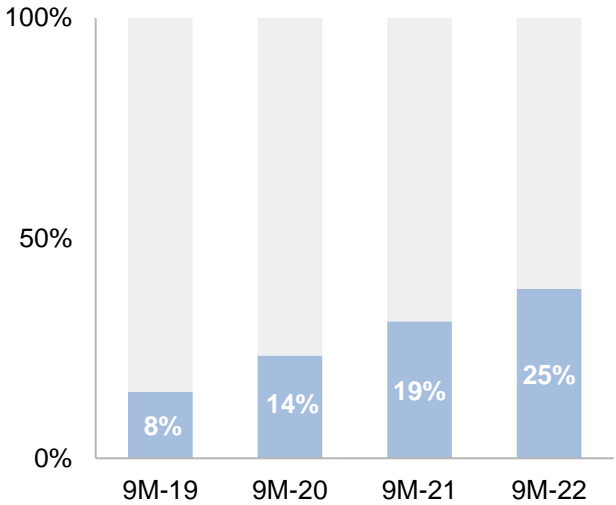
- Ongoing restraint in investment activities from customers
- New CDO Cesar Flores Rodriguez
- Huge long-term growth potential due to Digital Twins, green buildings, etc.

Overview Recurring Revenues: New KPI ARR Shows Strong Future Growth

Revenue Share by type in %



Revenue Share of Subscription/SaaS



	Q3-22	9M-22
ARR² y/y	↑ +29.2% +21.7% cc ¹	↑ +29.2% +21.7% cc ¹
Recurring revenues y/y	↑ +29.2% +21.0% cc ¹	↑ +28.0% +21.6% cc ¹
Subscription/SaaS y/y	↑ +57.5% +47.1% cc ¹	↑ +57.8% +49.5% cc ¹
Licenses y/y	↘ +2.2% -6.2% cc ¹	→ +10.7% +4.3% cc ¹

■ Recurring revenues (Software services (40%); Subscription/SaaS (25%)) ■ Consulting & Hardware ■ Maintenance Contracts

1 Constant currency

2 Annual Recurring Revenue (ARR): Average of all recurring revenues (Sub./SaaS and maintenance contracts) over the last three months x 4.

At a Glance: Income Statement and Important KPIs

Key Figures mEUR	9M-22	In % of revenue	9M-21	Growth y/y
Revenues	598.9	-	493.6	+21.3%
Cost of materials/cost of purchased services	-22.4	3.7%	-18.1	+24.0%
Personnel expenses	-248.5	41.5%	-212.6	+16.9%
Other operating income/expenses	-126.6	21.1%	-102.7	+23.3%
EBITDA	201.3	33.6%	160.3	+25.6%
EBITDA margin	33.6%	-	32.5%	+115bps
D&A (incl. PPA)	-43.7	7.3%	-37.2	+17.4%
EBIT	157.6	26.3%	123.0	+28.1%
EBIT margin	26.3%	-	24.9%	+139bps
Net income (group shares)	127.9	21.4%	96.8	+32.1%
EPS	1.11	-	0.84	+32.1%
FCF (before M&A)	162.6	-	143.9	+13.0%
Equity ratio in %	57.4%	-	51.4%	
Net Cash	120.5	-	28.4	



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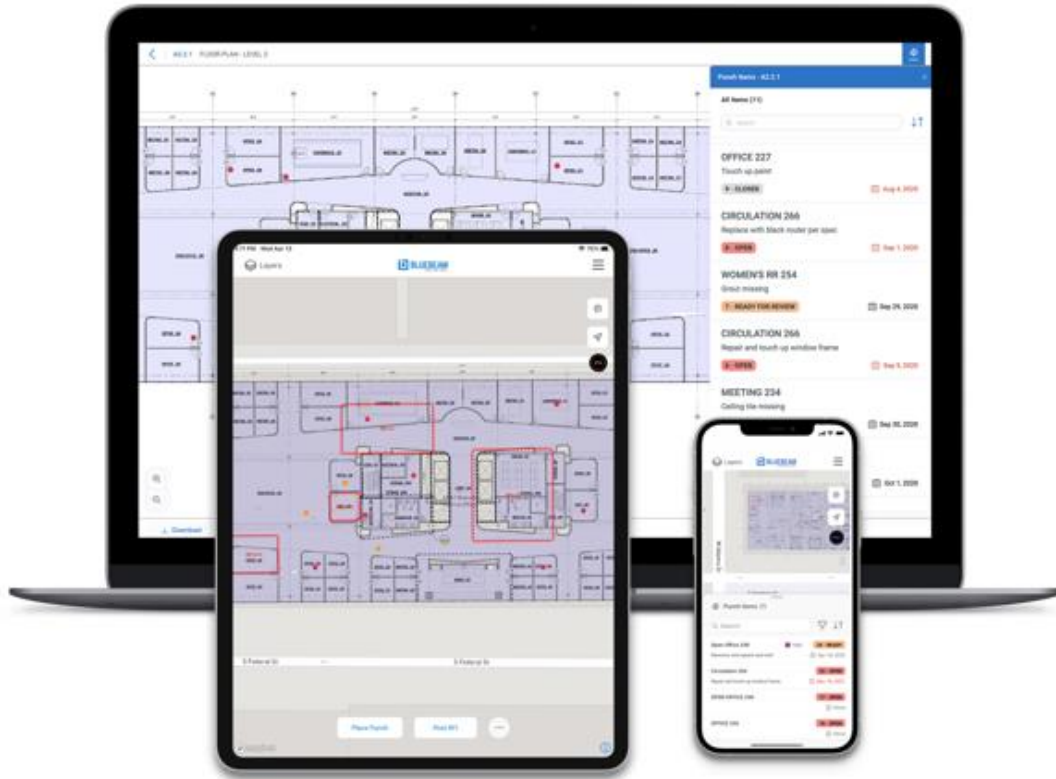
Update & Outlook

New Bluebeam Cloud – Available only via Subscription

Bluebeam Cloud is a Cloud-Based Browser and Mobile Application that includes real-time collaboration, markup editing, and an iOS companion application.

Bluebeam Cloud features include:

- **Bluebeam Cloud Project and Construction Management** – Ability to create and manage a project from start to finish, including managing punch/snag, RFI, and submittal processes.
- **Project GPS** – Ability to map your plans to Global GPS and manage your projects via locational insights (powerful for infrastructure projects).
- **Cloud connectivity for Revu 21 (Studio)** – Ability to collaborate across project teams in real-time in Bluebeam Desktop.
- **New data management layer** – Markups and data are referenced externally to the PDF file – transparent to the user but act as the foundation for powerful integrations.
- Use Bluebeam everywhere and anytime: Portability of tools and cloud data due to **New Licensing Administration and Named User Licensing** (replaces machine-based licensing model).



Overview Subscription Packages including new Cloud Features

<u>Basics</u>	<u>Core</u>	<u>Complete</u>
Essential tools for marking up and managing your AECO office and project documents.	Comprehensive tools for managing and collaborating on small- and mid-sized AECO projects.	Everything you need to manage and optimize complex AECO projects at scale.
\$240	\$300	\$400
Per user, billed annually	Per user, billed annually	Per user, billed annually
Bluebeam Revu	Bluebeam Revu and Studio	Bluebeam Revu and Studio (Advanced)
&	&	&
Cloud Features (Basic):	Cloud Features (Advanced)	Cloud Features (Advanced)
+	+	+
<ul style="list-style-type: none">– Unlimited secure centralized storage– Markup Editor (easy markup and collaboration)	<ul style="list-style-type: none">– Manage punch, RFIs and submittals on the go with Field Tools– Geolocational insights	<ul style="list-style-type: none">– Manage punch, RFIs and submittals on the go with Field Tools– Geolocational insights

www.bluebeam.com/pricing/

New Bluebeam subscription packages:

- **3 Different Product Packages** which consist of combinations of two applications – Bluebeam Desktop (Revu 21) and the all-new Bluebeam Cloud.
- **Higher tiered packages (Core, Complete)** include more advanced Bluebeam Cloud features such as:
 - **Project and Construction Management**
 - **Project GPS**
 - **Cloud connectivity for Revu 21 (Studio)**

Update Bluebeam Transition

Bluebeam's subscription and SaaS transition progressing as planned

Status Quo as of Q3-22



Subscription launch progressed as planned

New customers:

- As of Mid-September, new customers only have the option to purchase subscription packages.
- Majority of sold packages include both Bluebeam Cloud and Bluebeam Revu 21 (i.e. Core or Complete).

Existing customers:

- Existing customer that have longer-term contracts may continue to purchase perpetual seats for their contract term.

First Learnings & Next Steps

Marketing reach:

- Website traffic remains steady but with customers spending more time exploring and understanding the new offerings.
- Bluebeam trial downloads occurring at double pre-launch rates.

Subscription and Bluebeam Cloud adoption trends since launch:

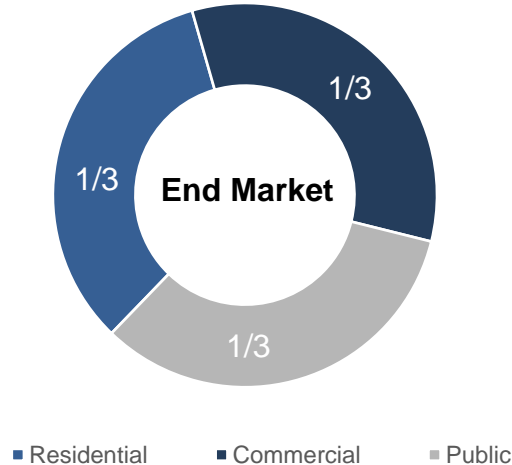
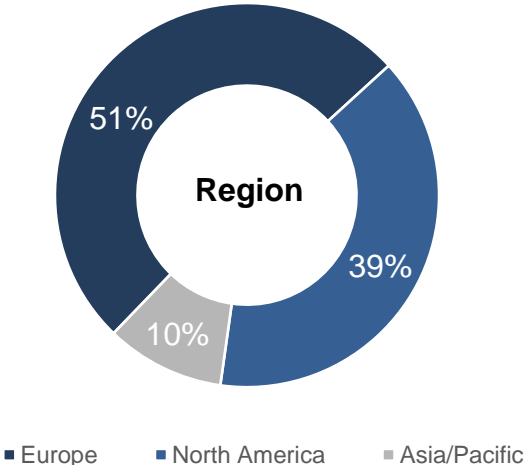
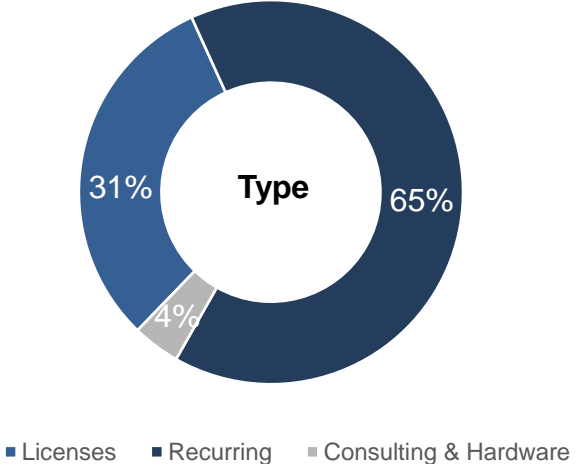
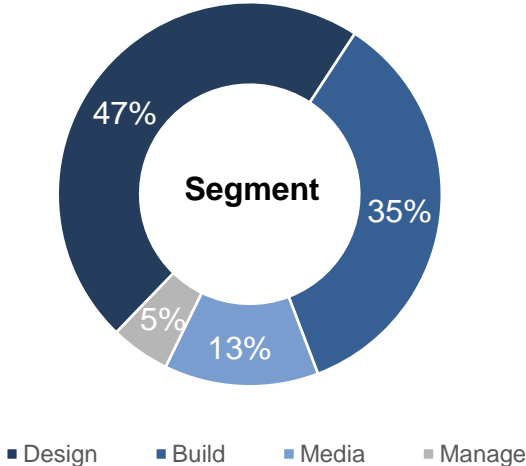
- Bluebeam Cloud building momentum: Number of new customers using Bluebeam Cloud has steadily accelerated each week since launch.

Existing customers:

- Programs to incentivize existing customers to transition to subscription at discounted rates to accelerate transitions and upgrades.

Resilient Business Model due to Balanced Portfolio

Revenue Split per ...



Outlook 2022: Fully on Track to Achieve Our Full Year Targets

2021

Revenue:
EUR 681.5m
EBITDA Margin:
32.6%

2022

Revenue Growth:
12% - 14%
(at constant currencies)
EBITDA Margin:
32% - 33%

Outlook 2022:

Please note: The outlook is based on the assumption that there will be no deterioration in the economic conditions during the course of 2022 and that the Covid-19 pandemic will continue to be under control.



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