

# Nemetschek Group to Acquire GoCanvas Holdings Inc.

Accelerating the Digitalization in the Construction Industry

**Nemetschek Group**  
June 6, 2024

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**NEMETSCHKEK**  
GROUP

+

gocanvas



# Strategic Rationale

Accelerate the Digitalization in the Construction Industry

## Innovative and fast-growing company

- Leading provider of SaaS solutions for enhancing productivity and safety through paperless collection, reporting and integration of field data in construction and adjacent verticals
- Strong growth record of ~20% p.a. with an ARR of USD 67m in 2023
- > 300 employees based in the US, Canada, Australia and South Africa

## Best-in-class portfolio for Built environment

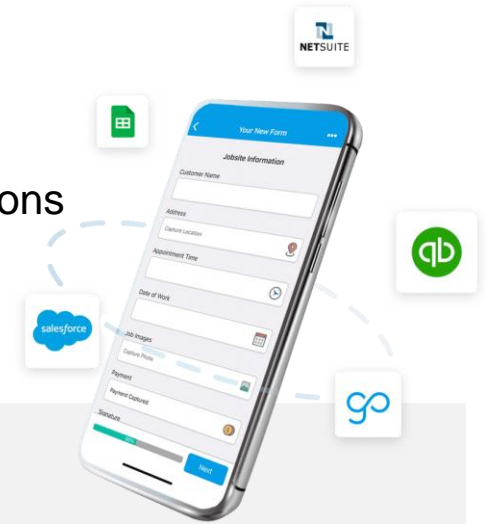
- Perfect fit with Nemetschek's Build & Construct Division portfolio strategy
- Combining Bluebeam office worker and GoCanvas field worker customer bases will create a unique construction ecosystem
- Accelerate Nemetschek Group's successful Subscription/SaaS transition

## Compelling Synergies

- Complementary technology, customer base and geography
- Increased total addressable market (TAM) via strong cross-selling opportunities and newly addressable verticals and customer groups
- GoCanvas further strengthens Nemetschek Group's position in North America while Nemetschek will provide GoCanvas a unique footprint to expand in Europe and Asia/Pacific

# GoCanvas: Company Snapshot

Leading provider of SaaS solutions for digital forms & work process management and safety solutions for the construction industry



## Eliminate Paper: Go Digital, Go Smarter, Go Safer, and Go More Efficient

- Pure SaaS & Cloud Platform
- Digitalize Any Form
- Collect Real-Time Data
- Make Data-Driven Decisions
- Integrate With Anything

## Facts & Figures (FY-23)

\$67m  
ARR

~20%  
ARR  
Growth

~100%  
SaaS

>300k  
Active  
Users

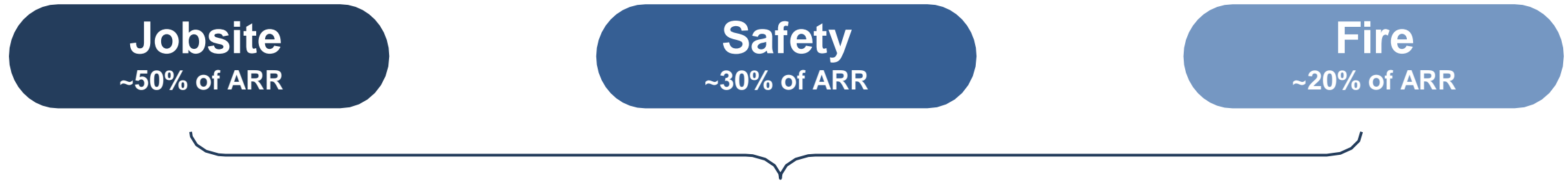
~300  
FTE

## Overview Key Facts

- **Product:** GoCanvas offers a cloud-based platform for collecting, reporting & integrating field data via flexible and customer-created forms & workflows.
- **Business Model:** All products are pure SaaS solutions
- **Customers:** Field workforces in Construction, Fire & Life Safety, Manufacturing, Energy & Utilities and Transportation & Logistics, etc.
- **Locations:** Est. 2008 in Reston, VA, (USA), Abbotsford, Saskatchewan (CA), Cape Town (South Africa), Sydney (Australia)

# GoCanvas – Product Overview

Leading Provider of Digital Data Collection and Work Process Management Solutions



## For the following Verticals

**~70%**  
Engineering, Construction,  
Buildings and Infrastructure

**~30%**  
Other  
(e.g. Energy & Utilities,  
Manufacturing)

# Extending Nemetschek's Opportunity at the Jobsite

Uniquely flexible solutions that answer to construction's digitalization imperative to drive productivity improvement



## Empower the field

Easy-to-use mobile app empowers teams to accept, navigate, and view work details including job-specific tasks.



## Resource effectively

Automatically optimize crew schedules and travel routes between jobs, improving productivity and customer satisfaction



## Keep Safe

Proactively manage site safety and ensure regulatory compliance for employees and contractors



## Increase visibility

View and manage the availability and capacity of your entire deskless workforce from one centralized location.



## Construction & Field Service

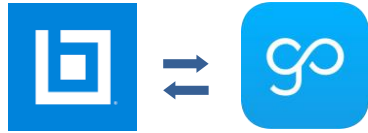
- Daily Digital Reporting
- Site Survey
- Safety Audits
- Equipment Inspections
- Change Order Management
- Punch Lists
- Field Service Report
- Equipment Check List
- Mobile Inspections
- Preventive Maintenance
- Work Orders/Dispatch
- Customer Sign-off

## Others

- Equipment Calibration
- Field Data Collection
- Environmental Compliance
- Workforce Certification
- Maintenance Management
- Quality Controls
- Vehicle Inspection
- GPS Data Collection
- Fleet Management
- Material Inspection
- Work Order Management

# Value Creation By Realizing Revenue Synergies

Accelerating into the jobsite to drive digitalization of the Field Worker



## Overview Revenue Synergies

1

- Extend Bluebeam's flexible, high-value solution for drawing and design review into the field
- Offer GoCanvas field worker products to Bluebeam construction customers: in USA construction alone over 6m workers in the field, most not using software today

2

- Addressing new customers groups/adjacent industries by connecting Nemetschek's Build & Construct offerings with GoCanvas offerings
- Add health and safety use cases to 123OnSite customer base

3

- Revenue synergies by strengthening Nemetschek Group position in North America, including an opportunity to bring 123OnSite to NA
- Nemetschek will provide GoCanvas a unique footprint to expand in Europe and Asia



# Transaction Overview

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## Transaction and Valuation

- Nemetschek to acquire 100% (share deal) of GoCanvas Holdings (cash- and debt-free)
  - The purchase price represents an ARR Multiple of ~11.5x
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## Transaction Financing

- Transaction to be financed with cash on hand and fully-committed debt financing
  - Committed to a strong balance sheet and attractive dividend policy
  - Strong cash flow generation to rapidly de-lever balance sheet
- 

## Organizational Structure

- GoCanvas will join the Nemetschek Group as part of the Build segment
- 

## Expected Closing

- The acquisition is expected to close in the summer of 2024 and is subject to customary regulatory approval and closing conditions
- Until the transaction closes, each company will continue to operate independently
- After closing, GoCanvas management team will join the Nemetschek Group

# Q & A





# SHAPE THE WORLD

**NEMETSCHKE SE**

**Investor Relations**

Konrad-Zuse-Platz 1

81829 Munich

Germany

[investorrelations@nemetschek.com](mailto:investorrelations@nemetschek.com)

[www.nemetschek.com](http://www.nemetschek.com)

**NEMETSCHKE SE**

Konrad-Zuse-Platz 1 | 81829 München | Tel. (089) 540459-0 | [www.nemetschek.com](http://www.nemetschek.com)







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