

moving minds



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# Fiscal Year 2013 and Outlook 2014

Earnings Call

March 28<sup>th</sup>, 2014

# Agenda

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**Executive summary**

**Financial data**

**Brands and projects**

**Outlook 2014**

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# Summary Fiscal Year 2013 (1)

## Revenue growth factors

- Strong Q4 with revenue increase of 9.0% to 51.7 mEUR
- Group revenues FY 2013 up by 6.2% to 185.9 mEUR
- Software service revenues up by 11.2% to 89.1 mEUR

## Profitability increased

- EBITDA increased faster than revenues: +13.0% to 46.3 mEUR
- EBITDA margin with 24.9% at high level
- EBITA (normalized EBIT) up by 15.5% to 42.0 mEUR

## Strong increase of net income and EPS

- Net income (group shares) showed strong growth of +23.0% to 24.0 mEUR
- EPS at 2.49 EUR
- Net income w/o PPA at 29.7 mEUR (+17.4%)
- EPS w/o PPA at 3.08 EUR

## Summary Fiscal Year 2013 (2)

### Liquidity situation

- Operating cash flow increased by 10.3% to 40.2 mEUR
- Net cash high at 48.6 mEUR (+9.6%) despite dividend payment and DDS acquisition

### Dividend proposal

- 1.30 EUR per share (+13.0%)
- Will be paid out after AGM (May 20, 2014)

### Very sound balance sheet

- Free of debt
- Equity ratio at 66.2%

➡ Improvement of all significant key indicators

➡ Solid financial base with enough scope for further organic and inorganic growth

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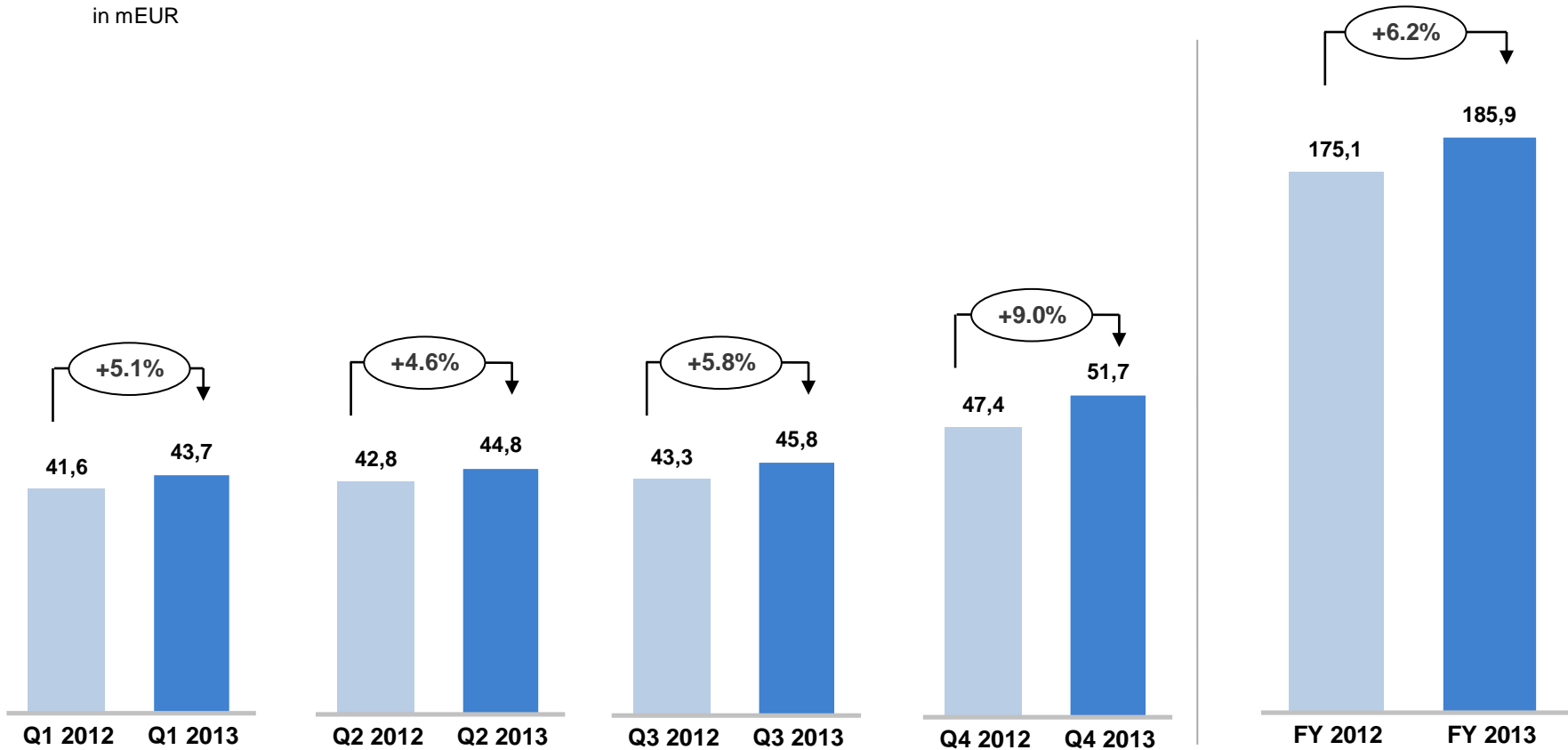
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# Revenues: Strong Q4 2013

in mEUR

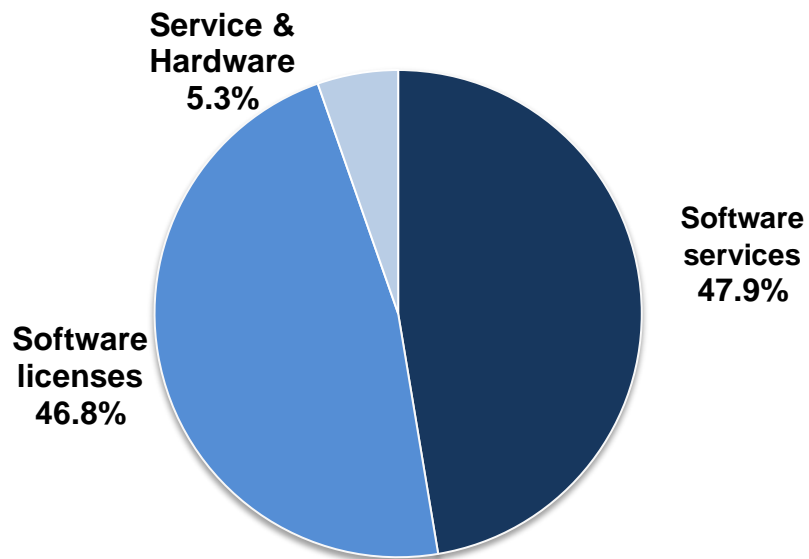


➔ Q4 2013 showed strongest growth with 9.0%

➔ FY 2013 with 6.2% in range of expectations

# Growth driver: Software service business

% of revenues



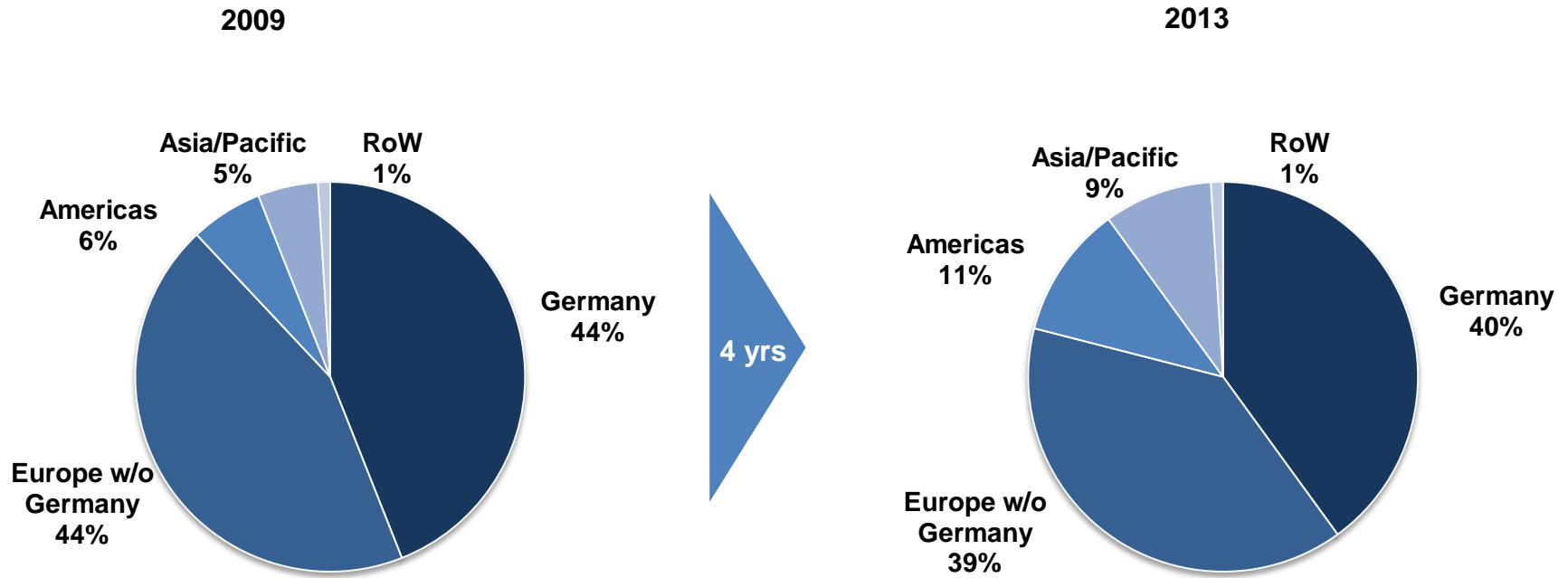
Software service:

➔ Up by 11.2%: Higher recurring revenues

Software licenses:

➔ Up by 1.5%: Stable development

# International revenue split

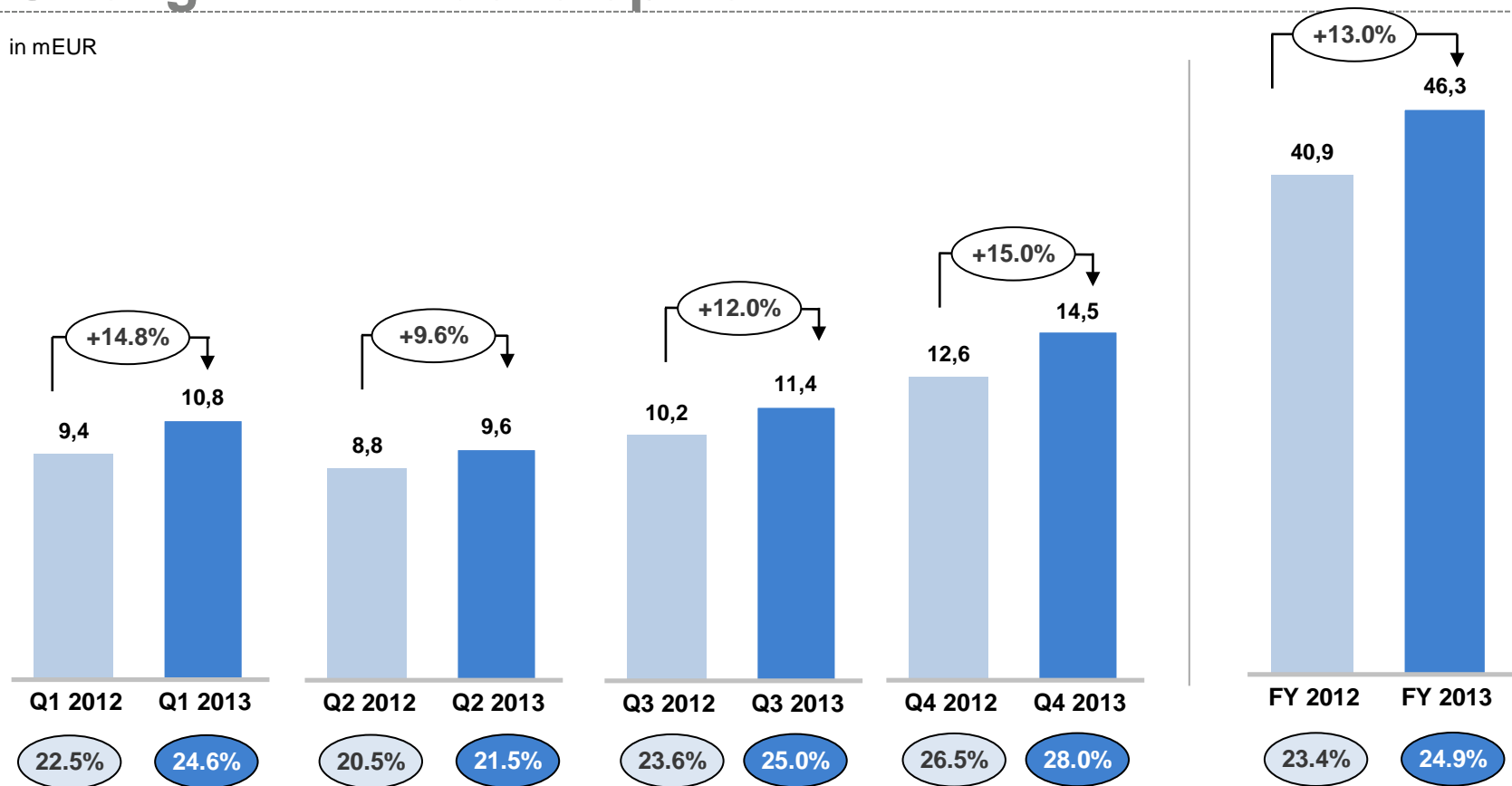


- ➔ DACH: Market leading position, solid base, increasing revenues
- ➔ Market position in Americas and Asia strengthened
- ➔ Growth potential abroad



# Strong EBITDA development

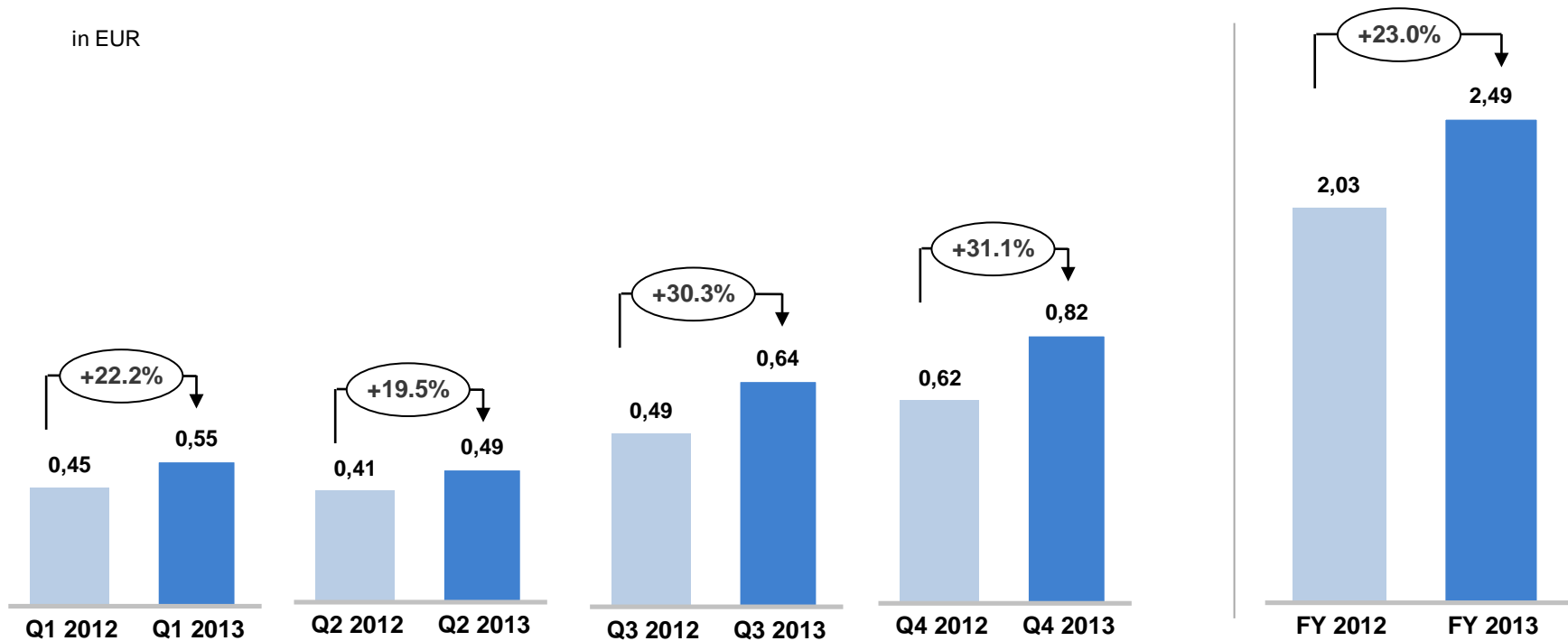
in mEUR



- ➔ EBITDA increased over proportional compared to revenues
- ➔ High profitability with an EBITDA margin of 24.9%

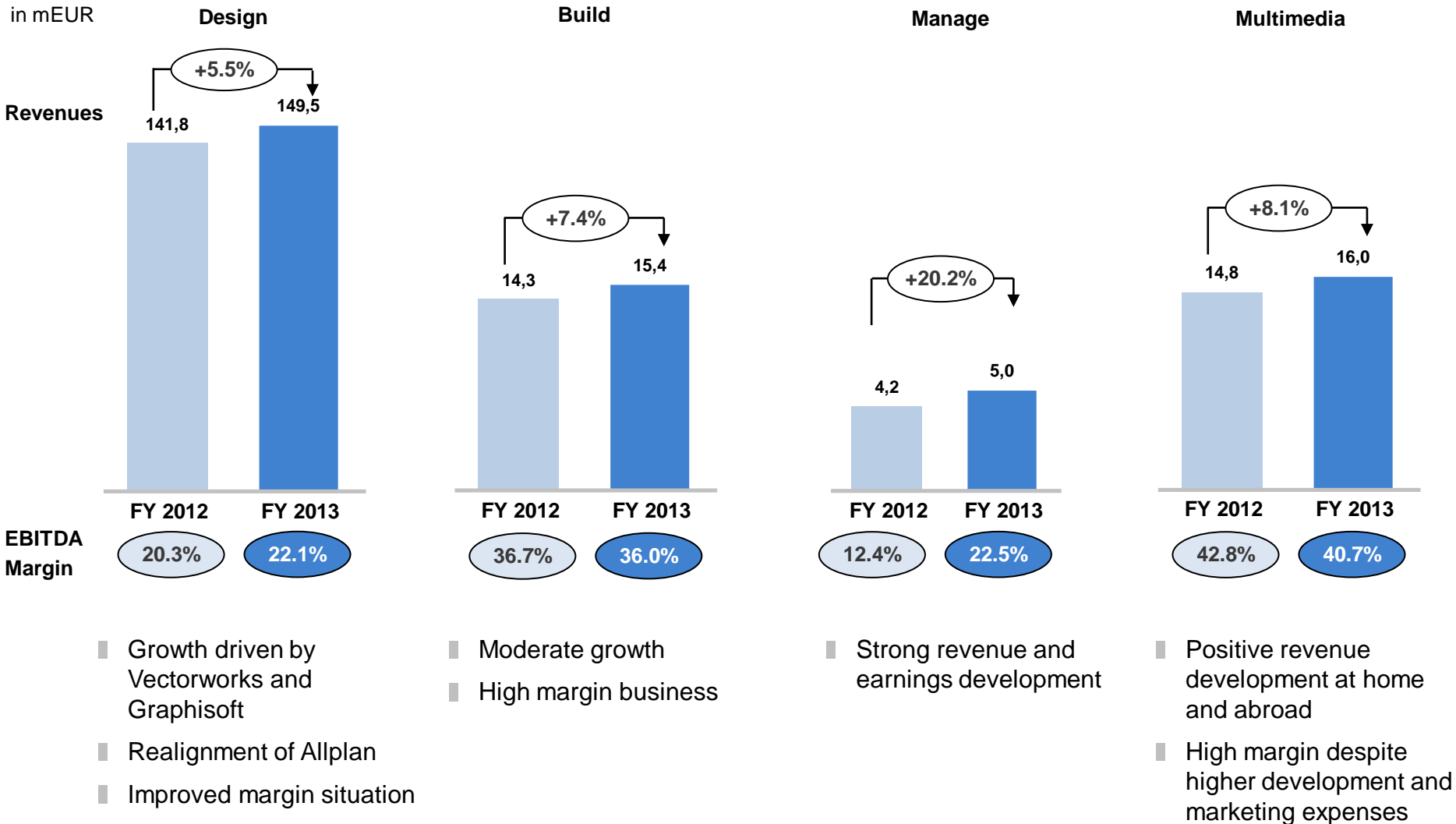
# EPS up by 23% yoy

in EUR



- ➔ Net result (group shares) up by 23.0% to 24.0 mEUR
- ➔ EPS at 2.49 EUR
- ➔ EPS w/o PPA up by 17.4% at 3.08 EUR

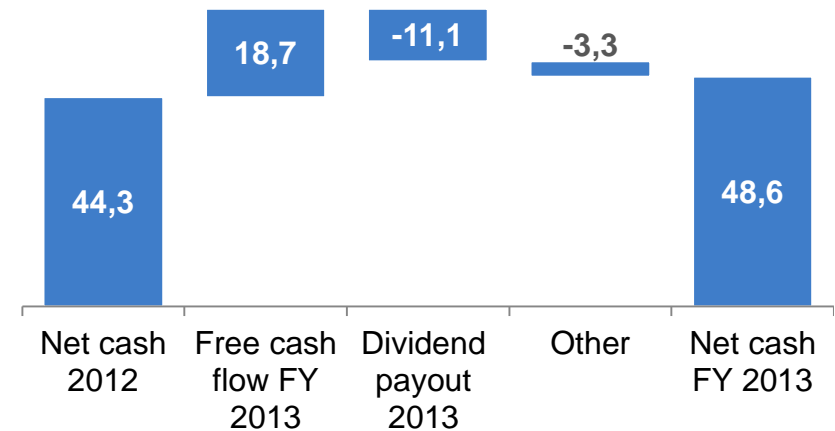
# Segment overview



# Net cash development

- Operating cash flow            increased by 10.3% to 40.2 mEUR
- CapEx                                5.4 mEUR as expected
- Dividend payment                11.1 mEUR in Q2/2013
- Acquisition DDS                 16.2 mEUR in Q4/2013
- Net cash                            48.6 mEUR (+9.6%)

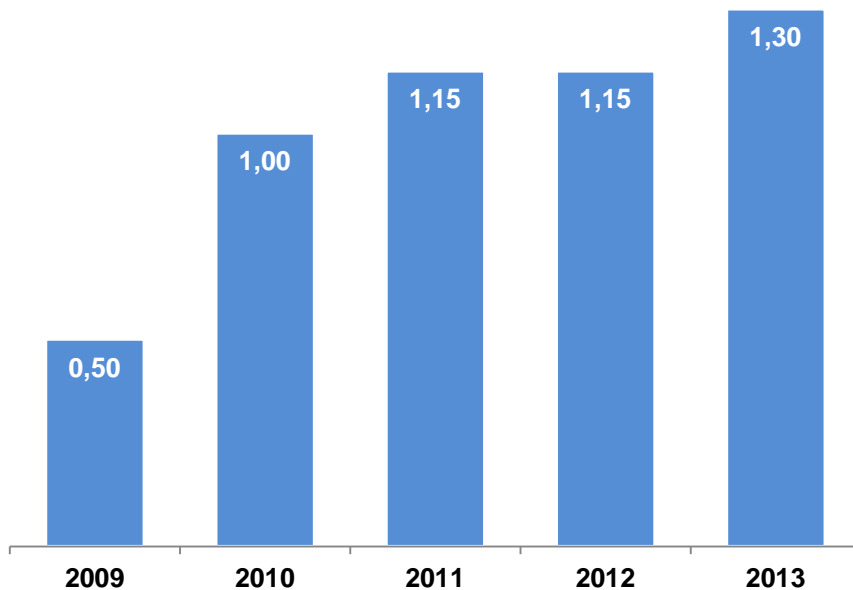
mEUR	FY 2012	FY 2013	% YoY
EBITDA	40.9	46.3	+13.0%
Operating cash flow	36.5	40.2	+10.3%
Conversion rate*	89%	87%	-
Investing cash flow	-6.7	-21.6	-



➔ High cash position enables further growth organically and via acquisitions

# Dividend proposal at 1.30 EUR

## Dividend per share in EUR



- Dividend increases by 13% to 1.30 EUR per share
- Dividend proposal to the AGM on May 20, 2014
- In total 12.5 mEUR will be paid out to the shareholders

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# Highlights (1)

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## Products / Solutions

- Maxon Group renderer
- Many new releases (ArchiCAD 17, Vectorworks 2014, Allplan 2014, Cinema 4D 15, Scia Engineer, Nevaris, iX-Haus by NCREM etc.) with good feedback, bim+ went live

## Cooperations

- Cooperation Maxon with Adobe
- Partnership Graphisoft with Nikken Sekkei in Asia

## Allplan

- Realignment of Allplan for future growth
- Focus: Planning and development of new releases, expand solution portfolio, strengthening agile development processes, stronger international positioning

## Highlights (2)

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### Acquisition

- DDS acquired successfully end of November 2013
- 100% of shares, DDS already integrated

### Internationalization

- Foundation of Graphisoft Mexico as Latin American regional hub
- Strong business in Japan, access to Asian markets
- More than 40 locations and 1.2 million users worldwide

### Executive Board

- Three member executive board complete since March 2014
- Continued growth strategy: Innovation, internationalization, organic and inorganic growth



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# Optimistic outlook 2014

- **Market conditions**
  - Robust development of construction markets
  - Strong growth expected for BIM products and solutions
- **Strategic market positioning**
  - Clear focus on AECM market
  - Leading in Open BIM solutions
  - Strong and independent global brands
- **Healthy financial**
  - High margin business
  - Strong cash generation
  - Healthy balance sheet
- **Growth potential**
  - Integrated process: Design, build and manage buildings
  - Strengthen Nemetschek’s position abroad
  - Capable of investing in inorganic growth
  - Driving innovations for an industry whose transformation has just begun

<u>Revenues:</u>  <b>207 - 212 mEUR</b> <b>(+ 11 - 14%)</b>	<u>EBITDA margin:</u>  <b>23 - 25%</b>
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## IR calendar 2014 and contact

- 28/03/2014 Publication Annual Report 2013
- 30/04/2014 Publication Q1 2014
- 20/05/2014 AGM, Munich
- 31/07/2014 Publication Q2 2014
- 30/10/2014 Publication Q3 2014



Contact:

**Stefanie Zimmermann**

Investor Relations

+49 89 92793 1229

szimmermann@nemetschek.com

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## P+L statement – full year comparison

mEUR	FY 2013	FY 2012	% YoY
<b>Revenues</b>	<b>185.9</b>	<b>175.1</b>	<b>+6.2%</b>
Own work capitalized/ Other operating income	3.9	4.5	-13.6%
<b>Operating income</b>	<b>189.8</b>	<b>179.6</b>	<b>+5.7%</b>
Cost of materials/ purchased services	-8.7	-7.7	+12.6%
Personnel expenses	-78.7	-76.8	+2.4%
Other operating expenses	-56.2	-54.1	+3.9%
<b>Operating costs</b>	<b>143.6</b>	<b>138.7</b>	<b>+3.5%</b>
<b>EBITDA</b>	<b>46.3</b>	<b>40.9</b>	<b>+13.0%</b>
<b>Margin</b>	<b>24.9%</b>	<b>23.4%</b>	
Depreciation of PPE and amortization	-10.6	-11.0	-3.9%
Thereof PPA	-6.3	-6.4	
<b>EBITA (normalized EBIT)</b>	<b>42.0</b>	<b>36.4</b>	<b>+15.5%</b>
<b>EBIT</b>	<b>35.7</b>	<b>29.9</b>	<b>+19.2%</b>
Financial result	0.5	-0.6	
<b>EBT</b>	<b>36.2</b>	<b>29.3</b>	<b>23.3%</b>
Income taxes	-10.9	-8.2	+33.5%
Minorities	-1.3	-1.7	
<b>Net income (group shares)</b>	<b>24.0</b>	<b>19.5</b>	<b>+23.0%</b>
<b>EPS in EUR</b>	<b>2.49</b>	<b>2.03</b>	

# Sound Balance Sheet

in mEUR

## Assets

## Equity and liabilities

### Current assets

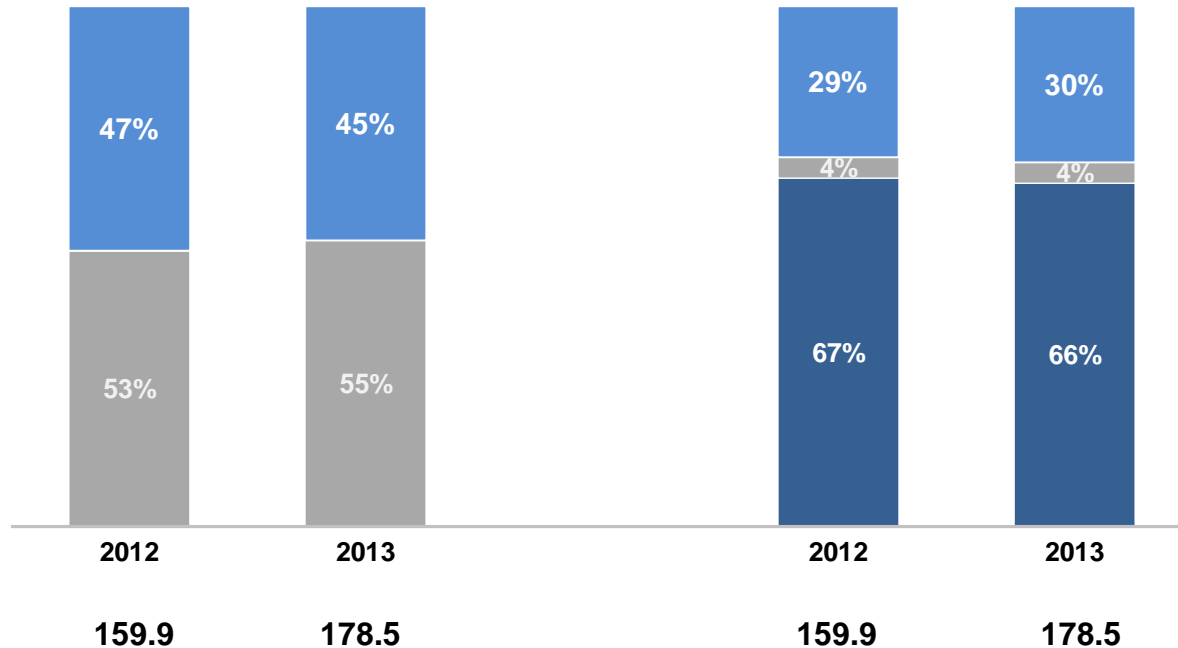
2012: 74.4

2013: 79.6

### Non-current assets

2012: 85.5

2013: 98.9



### Current liabilities

2012: 46.9

2013: 54.0

### Non-current liabilities

2012: 6.2

2013: 6.4

### Equity

2012: 106.7

2013: 118.2

### Equity ratio

2012: 66.8%

2013: 66.2%

## Balance sheet – Assets

mEUR	Dec 31, 2013	Dec 31, 2012
<b>Assets</b>		
Cash and cash equivalents	48.5	44.3
Trade receivables, net	21.9	21.4
Other current assets	9.2	8.7
<b>Total current assets</b>	<b>79.6</b>	<b>74.4</b>
Property, plant and equipment	5.3	5.0
Intangible assets	30.9	29.8
Goodwill	60.1	49.0
Other non-current assets	2.6	1.7
<b>Total non-current assets</b>	<b>98.9</b>	<b>85.5</b>
<b>Total assets</b>	<b>178.5</b>	<b>159.9</b>

## Balance sheet – Equity and liabilities

mEUR	Dec 31, 2013	Dec 31, 2012
<b>Equity and liabilities</b>		
Short-term loans	0.0	0.0
Trade payables & accrued liabilities	20.1	19.0
Deferred revenue	23.5	21.6
Other current liabilities	10.4	6.3
<b>Total current liabilities</b>	<b>54.0</b>	<b>46.9</b>
Deferred tax liabilities	4.1	1.8
Other non-current liabilities	2.3	4.4
<b>Total non-current liabilities</b>	<b>6.4</b>	<b>6.2</b>
Subscribed capital and capital reserve	51.0	51.0
Other comprehensive income	-12.8	-11.0
Retained earnings	78.3	65.4
Minority interests	1.6	1.3
<b>Total equity</b>	<b>118.2</b>	<b>106.7</b>
<b>Total equity and liabilities</b>	<b>178.5</b>	<b>159.9</b>



# Cash flow statement

mEUR	31/12//2013	31/12/2012	% YoY
Cash at beginning of period	44.3	33.5	+32.2%
<b>Operating cash flow</b>	<b>40.2</b>	<b>36.5</b>	<b>+10.3%</b>
<b>Investing cash flow</b>	<b>-21.6</b>	<b>-6.7</b>	
t/o CapEx	-5.4	-6.2	
<b>Financing cash flow</b>	<b>-13.5</b>	<b>-19.2</b>	<b>-29.4%</b>
FX-effects	-0.9	0.2	
<b>Cash at end of period</b>	<b>48.6</b>	<b>44.3</b>	<b>+9.6%</b>
<b>Free cash flow<sup>(1)</sup></b>	<b>18.7</b>	<b>29.8</b>	<b>-37.3%</b>

<sup>(1)</sup> Operating cash flow – Investing cash flow

## Disclaimer

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