

A horizontal bar of small, multi-colored vertical lines spans the width of the slide, positioned above the software logos.

Allplan

Graphisoft

Vectorworks

Scia

Frilo

Glaser

Auer

Bausoftware

Crem

Maxon

Bim+

DDS



Nemetschek Group – Company Presentation

July 2014

Agenda

Nemetschek Group: In brief

Strategy

- Internationalization
- Industry mega trends
- Innovations

Financial data Q1 2014

Nemetschek share

Why invest?

A success story of more than 50 years



Unique DNA

Positioning

- Nemetschek Group with 12 strong brands
- Software solutions, innovations and BIM for the AECM industry (Architecture, Engineering, Construction, Management)
- More than 1.2 million users
- Globally present with more than 40 locations in 142 countries

Mission & Vision

- Our claim: Innovative, customer-oriented software solution throughout the lifecycle of buildings
- Our benchmark: Highest quality, user-friendliness and user benefits
- Focus on customers
- Worldwide presence: Intensive sales and service secure customer access, customer proximity and customer satisfaction

➔ We drive innovation and digitalization for the entire building life cycle

What makes us so special

	Design	Build	Manage	Multimedia
Brands	Graphisoft	Vectorworks	Auer	Maxon
	Scia	Frilo		
	DDS	Glaser	Bausoftware	
	Allplan, bim+			
FY 2013 Revenues	149.5 mEUR	15.4 mEUR	5.0 mEUR	16.0 mEUR
EBITDA margin	22.1%	36.0%	22.5%	40.7%

Nemetschek covers complete value chain in AECM + Multimedia

- ➔ Strong, entrepreneurial brands: Close involvement with customers, speed, excellence, innovation
- ➔ Value added: Complementarity, specialization, best in class instead of shared services
- ➔ Attractive for potential targets: Integration of different cultures

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- **Internationalization**
- **Industry mega trends**
- **Innovations**

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Why invest?

Challenges of the AECM industry

Time and costs are the critical parameters in the building process, e.g. Airport Berlin, Plan: 2012 completion, 1.7bn EUR, Status: 2017 completion, 5.7bn EUR

Further projects: Elbphilharmonie, San Francisco Bay Bridge, Soccer stadium Berlin and many others



- Industry in transition
- Digitalization far behind other industries
- Increasing complexity
- Less time, less budget
- More team players
- New regulations
- Increasing demands for sustainable building
- Management of the complete value chain in the building process

What drives our growth

Internationalization

- The Americas
- Asia
- Northern Europe
- Eastern Europe



Major growth markets

Technology trends

- BIM
- Web
- Cloud
- Collaboration
- Mobile



Strategic areas

Innovations

- Processes
- Data management
- Usability
- Content
- Apps
- ...

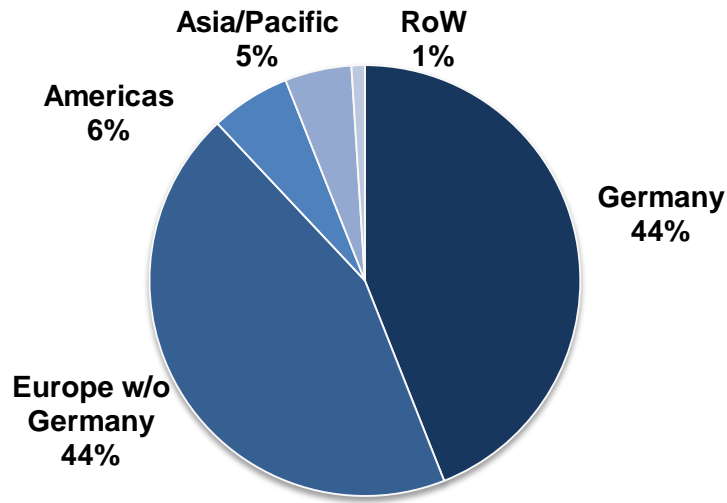


Focus on customers

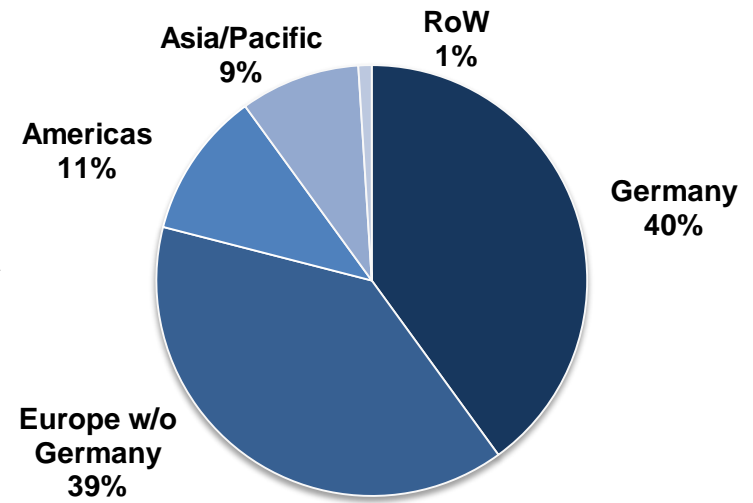
- ➔ Growth: Organic and via acquisitions
- ➔ Acquisition focus: Strategic fit to close regional and technology gaps

International revenue split

Revenues 2009: 135.6m EUR

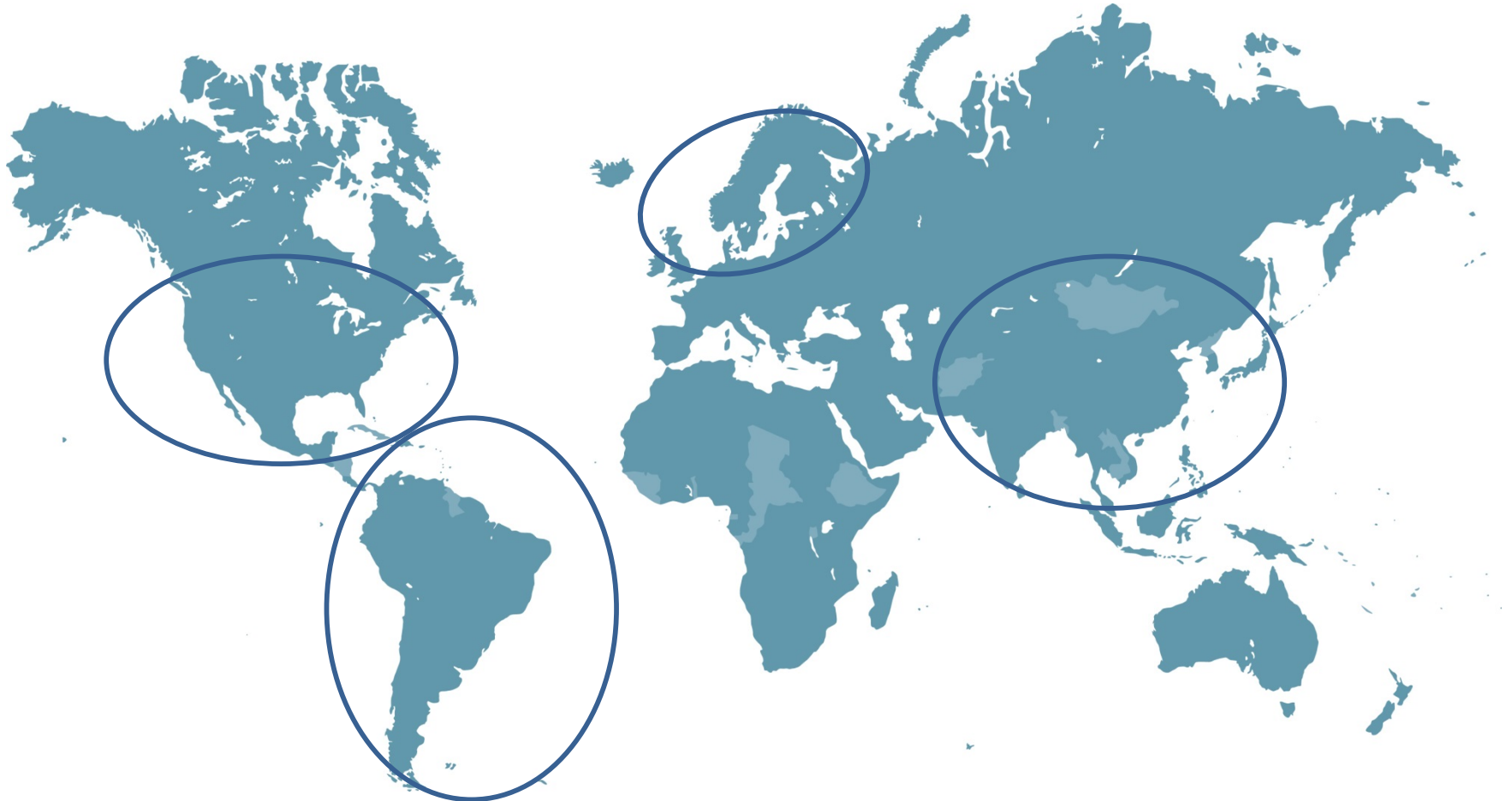


Revenues 2013: 185.9m EUR



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

Internationalization: Regions on the agenda



- ➔ Strengthening our position in the Americas, Asia, Northern and Eastern Europe
- ➔ Markets with strong growth prospects and increasing demand
- ➔ Leverage via co-operations, acquisitions and early-stage occupation

AECM industry in transition

- 2D drawings
- Slow internet
- Poor hardware



since 1985

- 3D drawings
- Fast internet
- Powerful hardware
- BIM
- Cloud computing



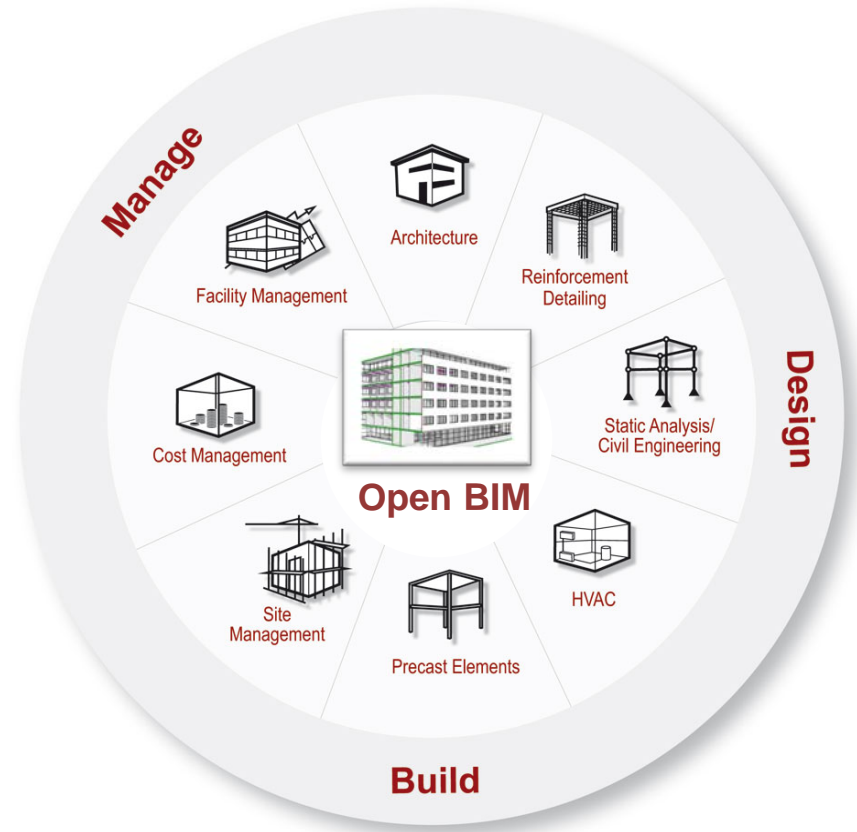
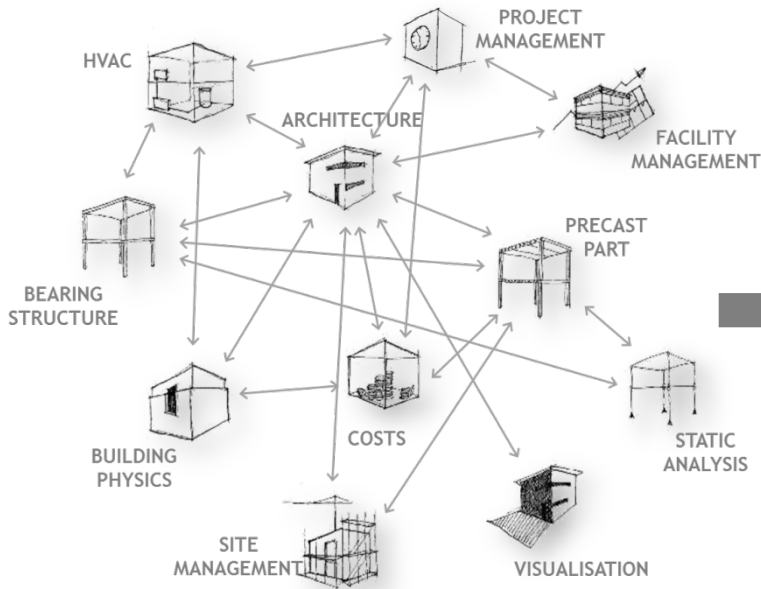
Today

- 5D end-to-end solution
- Smart/Mobile/Apps
- Collaboration along the value chain

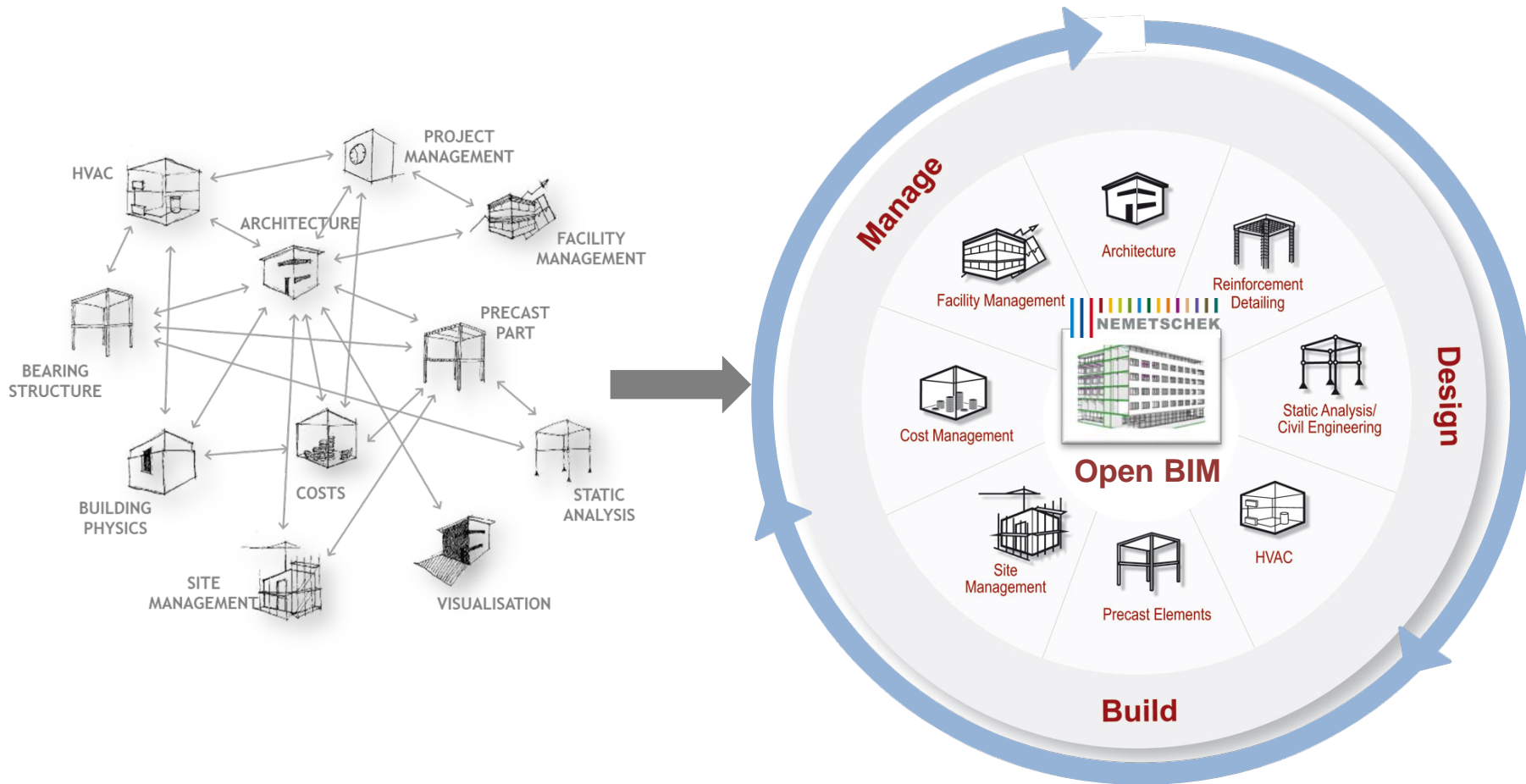


Tomorrow

Open BIM is one of the growth drivers for AECM



Nemetschek Group focus on Open BIM



- ➔ Innovations along the value chain
- ➔ Focus on customer needs

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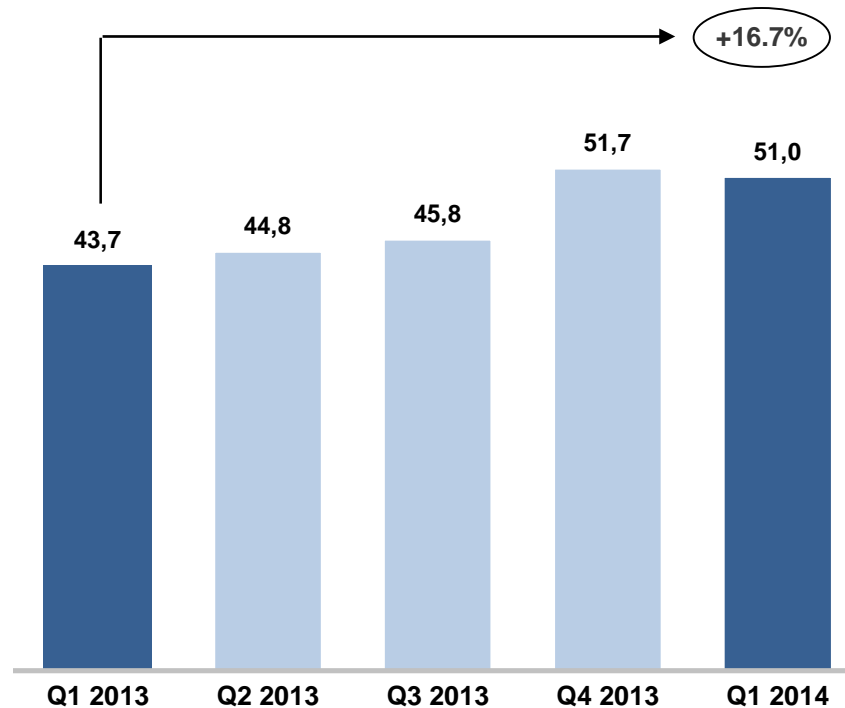
Financial data Q1 2014

Nemetschek share

Why invest?

Revenue increased in Q1 2014

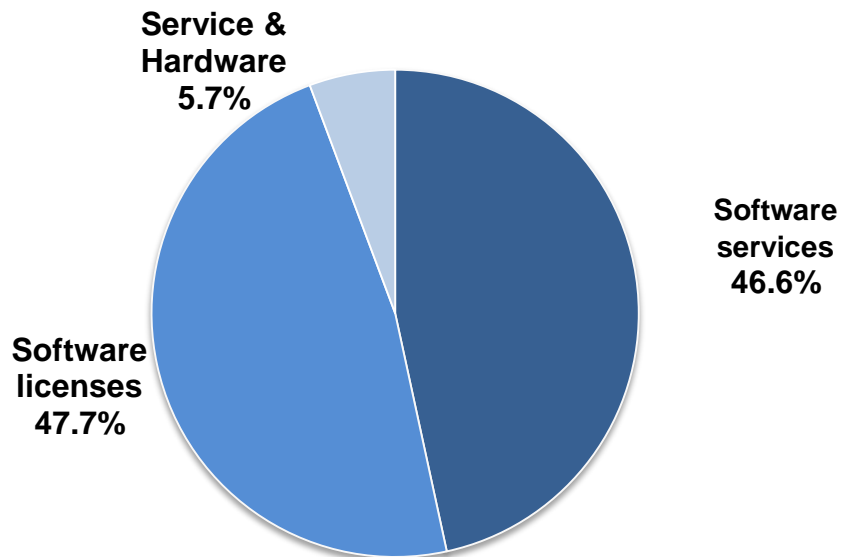
in mEUR



- ➔ Successful start in the fiscal year 2014
- ➔ Q1 2014 revenues increased by 16.7% to 51.0 mEUR

Well-balanced growth of licenses and services

% of revenues



Software licenses:

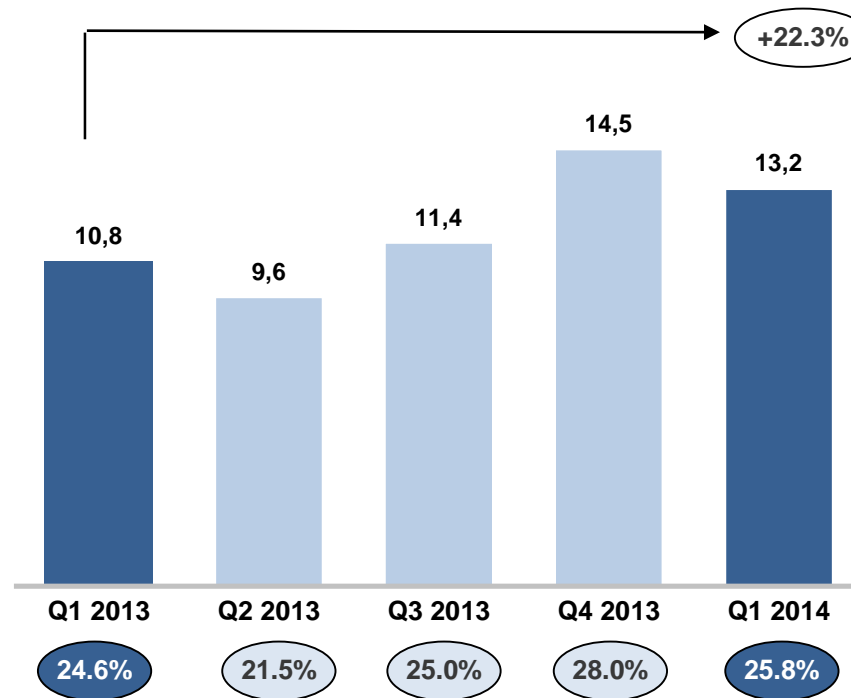
- ➔ Up by 18.7% to 24.3 mEUR:
New customers wins and increasing customer base

Software services:

- ➔ Up by 14.3% to 23.8 mEUR:
Recurring revenues secure stable growth

EBITDA increased stronger than revenues

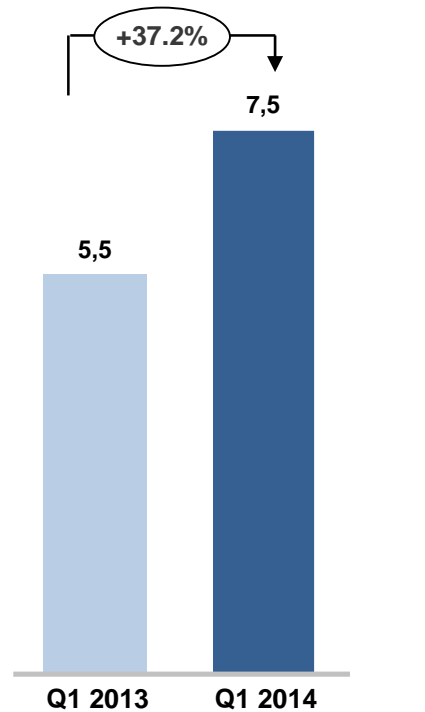
in mEUR



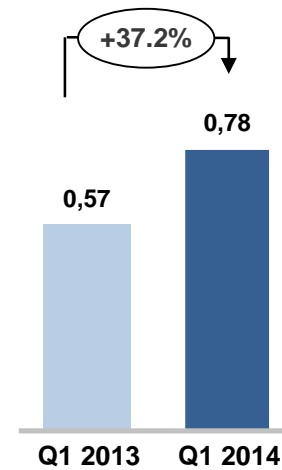
- ➔ EBITDA up by 22.3% to 13.2 mEUR
- ➔ EBITDA margin at 25.8%

Net income and EPS up by 37.2% yoy

Net income in mEUR

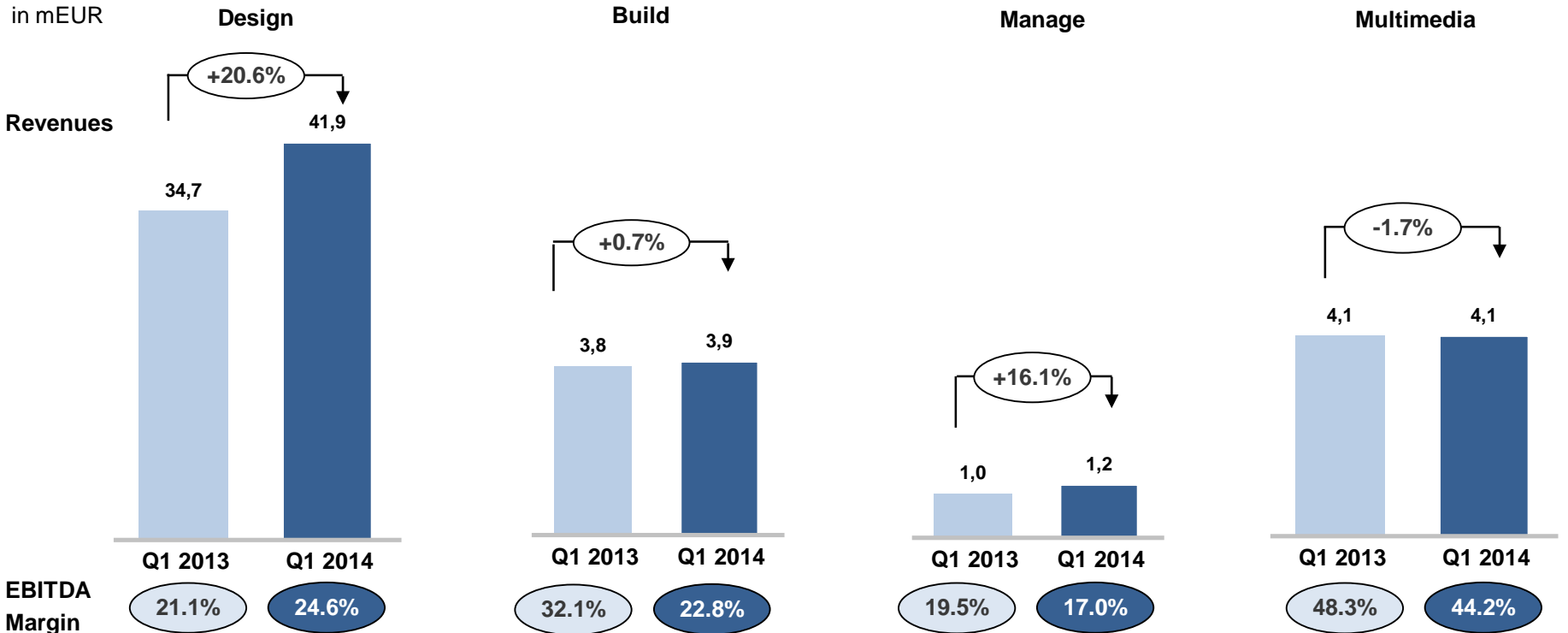


EPS in EUR



- ➔ Net income w/o PPA up by 22.2% to 8.4 mEUR
- ➔ EPS w/o PPA at 0.87 EUR

Segment overview



- Vectorworks and Graphisoft showed strong development in main regions
- Allplan is on track; licenses business picked up
- Margin situation improved

- Stable development
- Planned investments

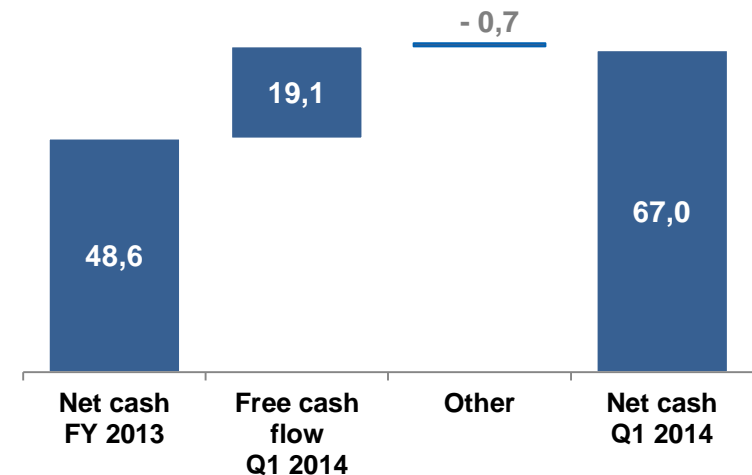
- Continued growth and well filled customer pipeline
- EBITDA as expected

- Stable development
- High prior year reference quarter, influenced by upgrade specials

Net cash development

- Operating cash flow Increased by 46.7% yoy to 20.1 mEUR
- CapEx 0.8 mEUR as expected
End of activation period of own worked capitalized
- Net cash 67.0 mEUR (+38.0% compared to year-end 2013)

mEUR	Q1 2014	Q1 2013	% YoY
EBITDA	13.2	10.8	+22.3%
Operating cash flow	20.1	13.7	+46.7%
Conversion rate*	153%	127%	
Investing cash flow	-1.0	-1.3	
Free cash flow	19.1	12.4	+54.2%



➔ High cash position enables further growth organically and via acquisitions

Agenda

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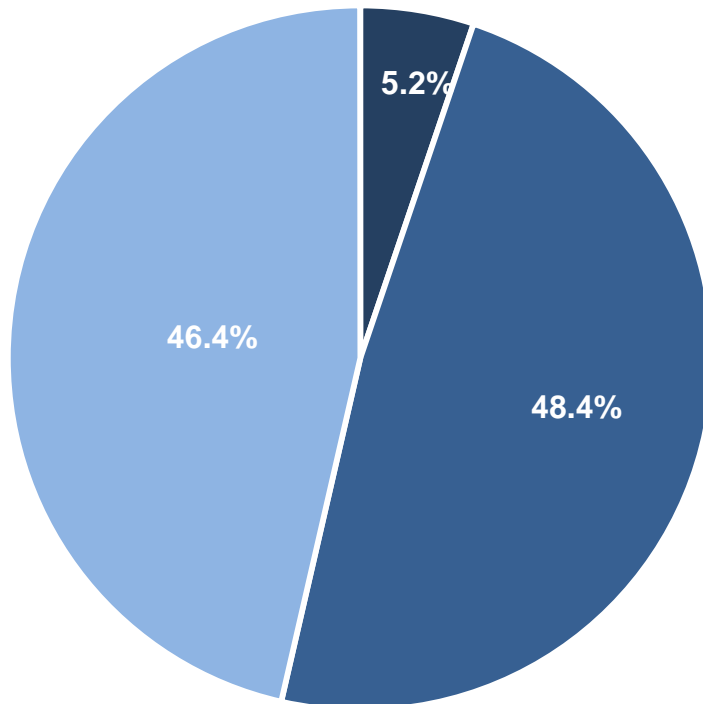
Strategy

Financial data Q1 2014

Nemetschek share

Why invest?

Stable shareholder structure



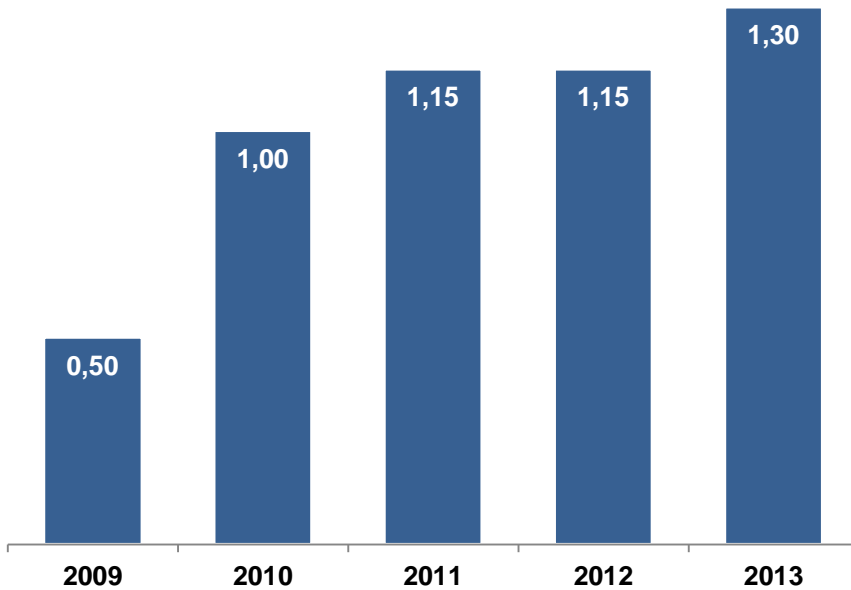
- Founded: in 1963
- IPO: March 10, 1999
- Number of shares: 9,625,000
- Frankfurt Stock Exchange, Prime Standard
- Bloomberg: NEM GY, Reuters: NEKG.DE
- Shares Nemetschek family: 53.57%
- Freefloat: 46.43 percent
- Current MarketCap: ~ 650 mEUR
- Current TecDAX Ranking: 25/32

- Prof. Georg Nemetschek
- Nemetschek Vermögensverwaltungs GmbH & Co KG
- Free float

➔ Shares of Nemetschek family pooled: secures stable shareholder structure for well-being of Nemetschek Group in the future

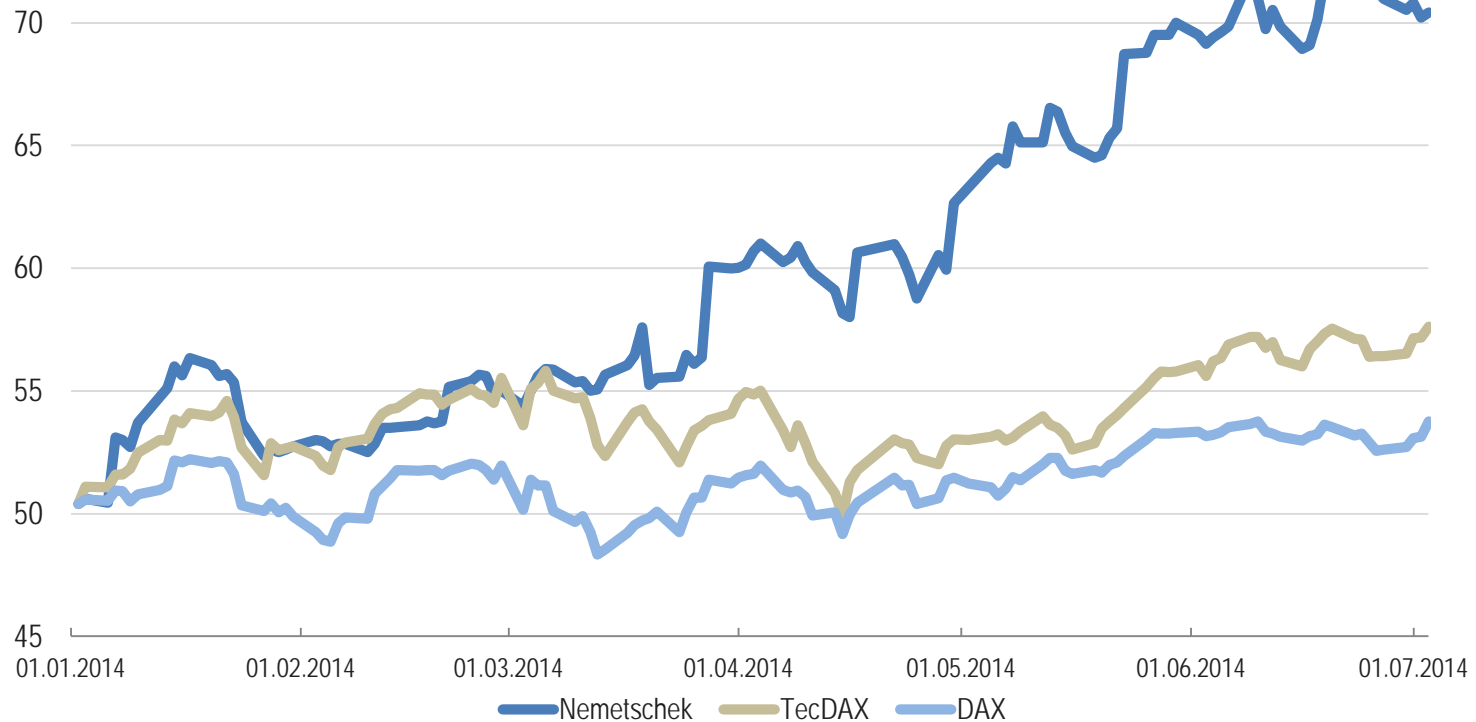
Dividend payment of 1.30 EUR

Dividend per share in EUR



- Dividend increased by 13% to 1.30 EUR per share
- In total 12.5 mEUR was paid out to the shareholders in May 2014
- Since 2009, we paid 49m EUR in total in the last 5 years

Share price increase and higher visibility through TecDAX



Time	Nemetschek	TecDAX	DAX
Year 2012	+29%	+18%	+25%
Year 2013	+52%	+38%	+23%
YTD 2014	+39%	+14%	+7%

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Nemetschek share

Why invest?

Investment highlights

- **Strategic market positioning**
 - Clear focus on AECM market
 - Leading in Open BIM solutions
 - Strong global brands
 - Focus on customer needs
 - Very good reputation at renowned customers

- **Healthy financial**
 - High margin business
 - Strong cash generation
 - Healthy balance sheet

- **Growth potential**
 - Attractive, innovative solution portfolio for the AECM industry
 - Strengthen Nemetschek's position abroad
 - Capable of investing in inorganic growth
 - Driving innovations for an industry whose transformation has just begun

Optimistic outlook 2014

- **Market conditions**
 - Sound macroeconomic indicators
 - Robust development of construction markets
 - Strong growth expected for BIM products and solutions

- **Long-term growth factors**
 - AECM industry is changing
 - Trends such as BIM, collaboration, cloud, mobile, web drive the market
 - Digitalization far behind other industries
 - Huge potential to benefit

Revenues:

207 - 212 mEUR
(+11 - 14%)

EBITDA margin:

23 - 25%

IR calendar 2014 and contact

- 31/07/2014 Publication Q2 2014
- 30/10/2014 Publication Q3 2014

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P+L statement – Q1 comparison

mEUR	Q1 2014	Q1 2013	% YoY
Revenues	51.0	43.7	16.7%
Own work capitalized/ Other operating income	1.0	1.3	-27.5%
Operating income	51.9	45.0	+15.4%
Cost of materials/ purchased services	-2.0	-2.1	-4.1%
Personnel expenses	-22.0	-19.2	+14.5%
Other operating expenses	-14.8	-13.0	+14.1%
Operating costs	-38.8	-34.3	+13.2%
EBITDA	13.2	10.8	+22.3%
Margin	25.8%	24.6%	
Depreciation of PPE and amortization	-2.1	-2.6	-17.9%
Thereof PPA	-1.0	-1.6	
EBITA (normalized EBIT)	12.0	9.7	+23.5%
EBIT	11.0	8.2	+35.0%
Financial result	0	0	
EBT	11.0	8.2	+34.7%
Income taxes	-3.2	-2.3	+42.2%
Minorities	0.3	0.5	
Net income (group shares)	7.5	5.5	+37.2%
EPS in EUR	0.78	0.57	

Balance sheet – Assets

mEUR	March 31, 2014	Dec 31, 2013
Assets		
Cash and cash equivalents	67.0	48.6
Trade receivables, net	25.5	21.9
Other current assets	10.1	9.2
Total current assets	102.7	79.6
Property, plant and equipment	5.3	5.3
Intangible assets	29.0	30.9
Goodwill	59.7	60.1
Other non-current assets	2.8	2.5
Total non-current assets	96.8	98.9
Total assets	199.4	178.5

Balance sheet – Equity and liabilities

mEUR	March 31, 2014	Dec 31, 2013
Equity and liabilities		
Trade payables & accrued liabilities	17.5	20.1
Deferred revenue	39.2	23.5
Other current liabilities	12.5	10.4
Total current liabilities	69.2	54.0
Deferred tax liabilities	4.3	4.1
Other non-current liabilities	1.2	2.3
Total non-current liabilities	5.5	6.4
Subscribed capital and capital reserve	51.0	51.0
Other comprehensive income	-14.1	-12.8
Retained earnings	85.9	78.3
Minority interests	1.9	1.6
Total equity	124.7	118.2
Total equity and liabilities	199.4	178.5

Cash flow statement – Q1 comparison

mEUR	March 31, 2014	March 31, 2013	% YoY
Cash at beginning of period	48.6	44.3	+9.6%
Operating cash flow	20.1	13.7	+46.7%
Investing cash flow	-1.0	-1.3	
t/o CapEx	-0.8	-1.4	
Financing cash flow	-0.4	-0,4	-0.8%
FX-effects	-0.3	-0,2	
Cash at end of period	67.0	56.0	+19.5%
Free cash flow⁽¹⁾	19.1	12.4	+54.2%

⁽¹⁾ Operating cash flow - Investing cash flow

Disclaimer

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