

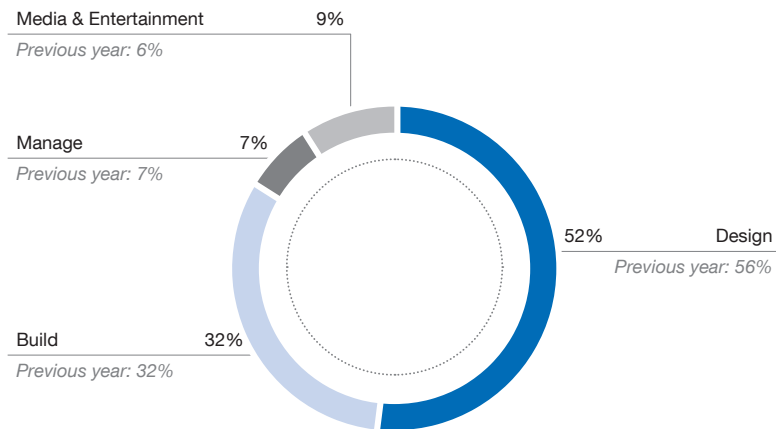
Key Figures

NEMETSCHEK GROUP

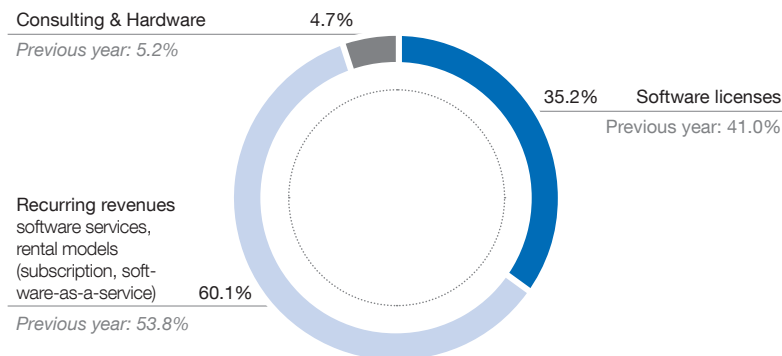
| in EUR million | Dec. 31, 2020 | Dec. 31, 2019 | Dec. 31, 2018 | Dec. 31, 2017 | Dec. 31, 2016 |
|-------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
| Revenues | 596.9 | 556.9 | 461.3 | 395.6 | 337.3 |
| - thereof software licenses | 210.0 | 228.2 | 216.8 | 195.0 | 175.8 |
| - thereof recurring revenues | 359.0 | 299.5 | 225.8 | 183.9 | 146.5 |
| - subscription (as part of the recurring revenues) | 90.4 | 50.3 | 23.4 | 13.7 | – |
| EBITDA | 172.3 | 165.7 | 121.3 | 108.0 | 88.0 |
| as % of revenue | 28.9% | 29.7% | 26.3% | 27.3% | 26.1% |
| EBITA | 149.3 | 143.7 | 112.5 | 99.9 | 80.7 |
| as % of revenue | 25.0% | 25.8% | 24.4% | 25.3% | 23.9% |
| EBIT | 122.5 | 123.6 | 97.8 | 86.4 | 69.7 |
| as % of revenue | 20.5% | 22.2% | 21.2% | 21.9% | 20.7% |
| Net income (group shares) | 96.9 | 127.2 | 76.5 | 74.7 | 46.9 |
| per share in € | 0.84 | 1.10 | 0.66 | 0.65 | 0.41 |
| Net income (group shares) adjusted for DocuWare effect | 96.9 | 97.7 | 76.5 | 74.7 | 46.9 |
| per share in € | 0.84 | 0.85 | 0.66 | 0.65 | 0.41 |
| Net income (group shares) before purchase price allocation | 115.2 | 140.3 | 88.1 | 85.2 | 55.1 |
| per share in € | 1.00 | 1.21 | 0.76 | 0.74 | 0.48 |
| Cash flow figures | | | | | |
| Cash flow from operating activities | 157.5 | 160.4 | 99.7 | 97.4 | 79.7 |
| Cash flow from investing activities | –111.0 | –83.8 | –74.4 | –54.6 | –47.5 |
| Cash flow from financing activities | –109.1 | 10.7 | –10.4 | –44.8 | –5.5 |
| Free cash flow | 46.5 | 76.6 | 25.4 | 42.8 | 32.1 |
| Free cash flow before M&A investments | 148.2 | 174.5 | 88.5 | 88.2 | 72.6 |
| Balance sheet figures | | | | | |
| Cash and cash equivalents | 139.3 | 209.1 | 120.7 | 104.0 | 112.5 |
| Net liquidity/net debt | 9.0 | 21.0 | –9.9 | 24.0 | 16.3 |
| Balance sheet total | 889.7 | 857.2 | 580.6 | 460.8 | 454.7 |
| Equity ratio in % | 46.9% | 40.7% | 43.0% | 49.5% | 44.4% |
| Headcount as of balance sheet date | 3,074 | 2,875 | 2,587 | 2,142 | 1,925 |
| Share figures | | | | | |
| Closing price (Xetra) in € | 60.40 | 58.80 | 31.92 | 24.95 | 18.42 |
| Market Capitalization | 6,976.20 | 6,791.40 | 3,686.38 | 2,881.34 | 2,127.51 |

Share-based comparable figures (2016 - 2018) have been adjusted due to share splits.

REVENUES BY SEGMENT IN %



REVENUES BY TYPE IN %



REVENUES BY REGION IN %

