

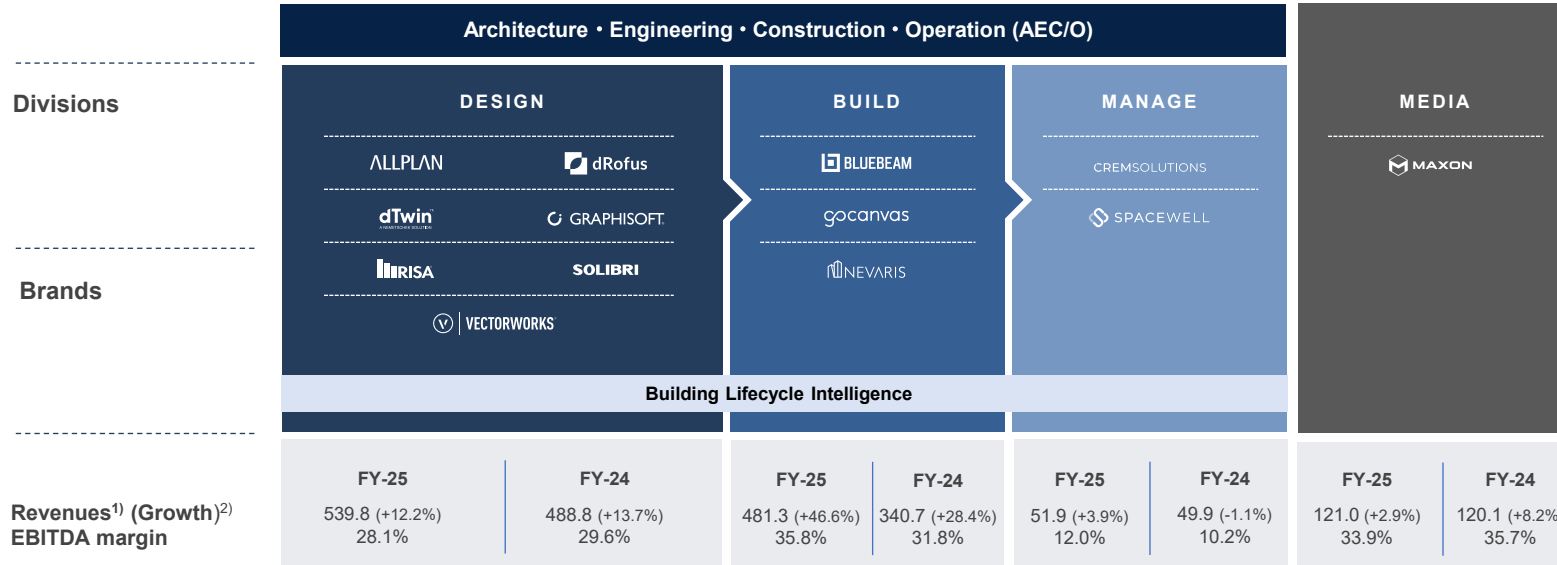
## Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global OPEN BIM software provider in AEC/O and Media with 4 customer-oriented divisions
- ~7.0 million users around the world in 142 countries
- **Growth drivers:** Digitalization in AEC/O far behind other industries, BIM regulations, new technologies such as AI, Digital Twin, Machine Learning

## Investment Highlights

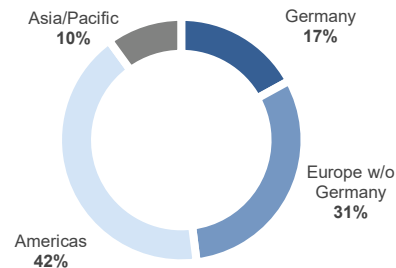
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer delight
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI
  - Organic, acquisitions

## Business Overview – Covering the complete value chain in AEC/O + Media

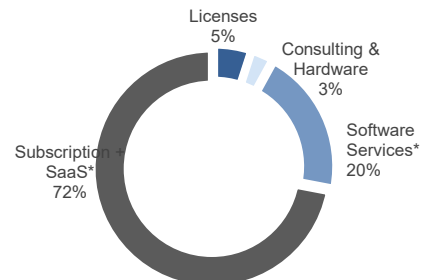


1) in mEUR 2) in constant currency

### Revenues by Regions (FY-25)



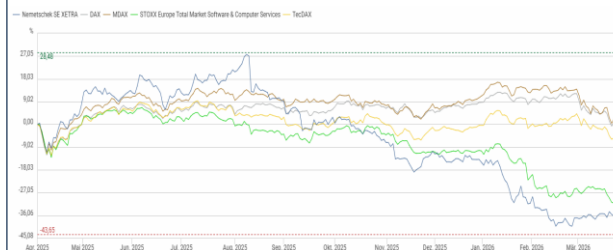
### Revenues by Type (FY-25)



\* = Recurring revenues in total: 92%

### Shareholder Structure & Share Price Development

45.3% by Family Nemetschek; 54.7% Free float



\*constant currency

| Key Figures mEUR          | FY-25   | FY-24   | %YoY   | %YoYcc* |
|---------------------------|---------|---------|--------|---------|
| ARR                       | 1,199.2 | 1,019.9 | +17.6% | +22.9%  |
| Revenues                  | 1,191.2 | 995.6   | +19.7% | +22.6%  |
| EBITDA                    | 371.1   | 301.0   | +23.3% | +28.9%  |
| EBITDA margin             | 31.2%   | 30.2%   | -      | -       |
| EBIT                      | 298.0   | 234.2   | +27.2% | -       |
| EBIT margin               | 25.0%   | 23.5%   | -      | -       |
| Net income (Group shares) | 217.2   | 175.4   | +23.8% | -       |
| EPS                       | 1.88    | 1.52    | +23.8% | -       |
| Free cash flow before M&A | 389.5   | 293.5   | +32.7% | -       |
| Cash conversion rate      | 108.6%  | 101.9%  | -      | -       |
| Equity ratio in %         | 45.6%   | 44.2%   | -      | -       |
| Net cash                  | -107.5  | -294.6  | -      | -       |
| Headcount                 | 4,061   | 3,894   | +4.3%  | -       |

### Increased Outlook FY 2026

|                                  |                 |
|----------------------------------|-----------------|
| Revenue growth constant currency | 14%-15%         |
| EBITDA margin                    | Between 32%-33% |

### Executive Board

|                               |                   |
|-------------------------------|-------------------|
| CEO                           | Yves Padrines     |
| CFO                           | Louise Öfverström |
| Member of the Executive Board | Usman Shuja       |

### Supervisory Board

|                 |  |
|-----------------|--|
| Chairman        | Kurt Dobitsch  |
| Deputy Chairman | Dr. Gernot Strube  |
| Members         | Iris M. Helke, Bill Krouch, Christine Schöneweis, Dr. Andreas Söfing |

### Key Stock Figures

|                          |                                 |
|--------------------------|---------------------------------|
| ISIN / WKN               | DE0006452907 / 645290           |
| Shares outstanding / IPO | 115,488,849 / March 10, 1999    |
| Indices / Ticker symbol  | MDAX, TecDAX / NEM GY, NEKG, DE |
| Current market cap       | ~EUR 7.4 billion                |

# Factsheet 2026

## Challenges in Construction Industry

### Over-spending

90% of all construction projects struggle with budget and time overruns

### Energy Use

32% of global energy use are consumed by the construction industry

### Carbon Emissions

34% of global CO<sub>2</sub> emissions are caused by the construction industry

### Aging Assets

42% of global buildings and infrastructures are close to end of life

### Waste

20% of all material is wasted due to inaccurate planning

### Labor Shortage

41% of AEC workers expect to retire by 2031 (1/3 are currently 55+)

## Strategic Focus Areas



## Our addressable software market shows a strong growth of ~10% CAGR

|                       | MARKET SIZE FY25 | MARKET SIZE FY29 | Market CAGR 25-29 |
|-----------------------|------------------|------------------|-------------------|
| Planning & Design     | 9.4 Bn EUR       | 13.1 Bn EUR      | ~ +9%             |
| Build & Construct     | 6.6 Bn EUR       | 10.2 Bn EUR      | ~ +11.5%          |
| Operate & Manage      | 8.8 Bn EUR       | 12 Bn EUR        | ~ +8%             |
| Media & Entertainment | 5.3 Bn EUR       | 7.3 Bn EUR       | ~ +8%             |