

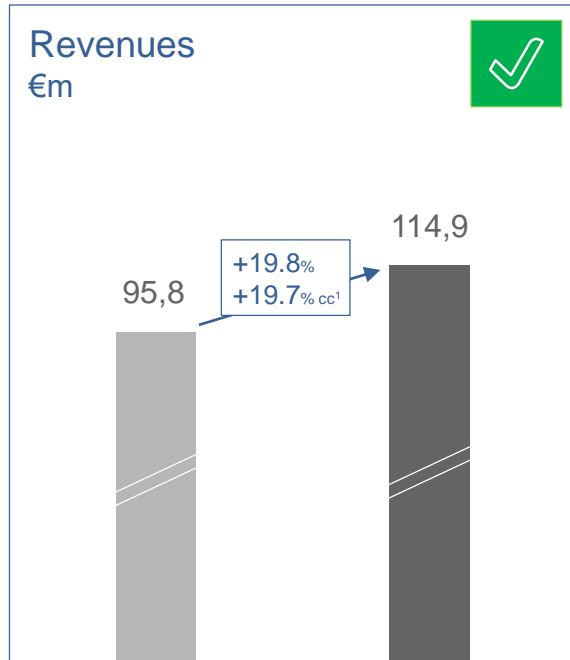


Nemetschek Group

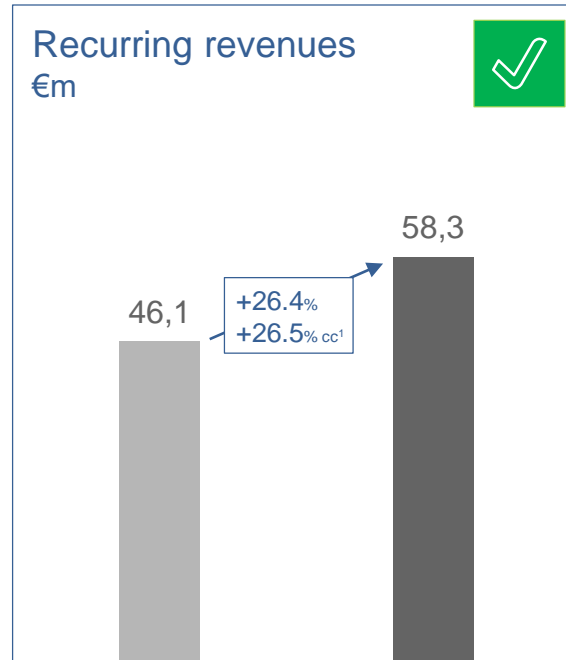
**Financial Highlights**  
**Third Quarter / 9 Months Results 2018**

October 30, 2018

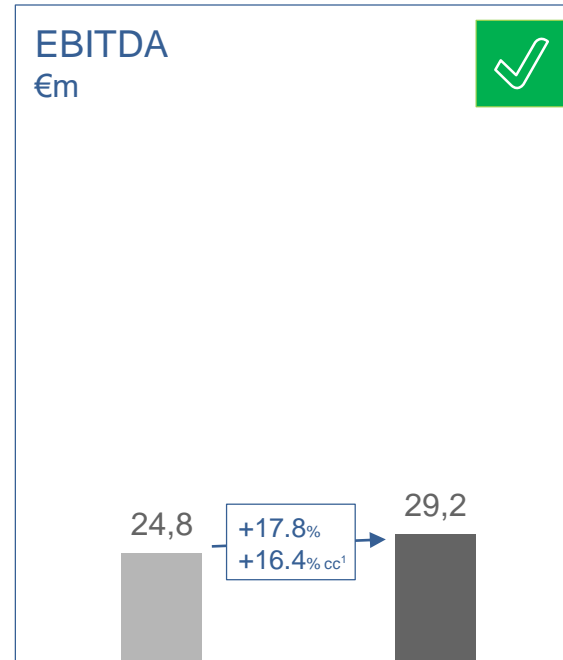
# Top key figures Q3 2018: Continued fast, double-digit growth and strong increase in earnings



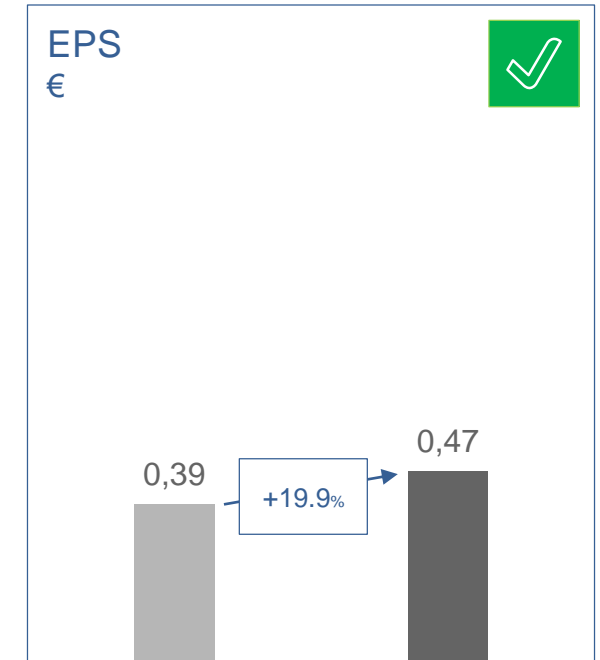
Q3 2017      Q3 2018



Q3 2017      Q3 2018



Q3 2017      Q3 2018



Q3 2017      Q3 2018

- Continued fast, double-digit growth
- Organic growth of 17.0% (+16.8% cc<sup>1</sup>)
- Acquisition effects:
  - RISA: 1.4 mEUR
  - MCS: 1.4 mEUR

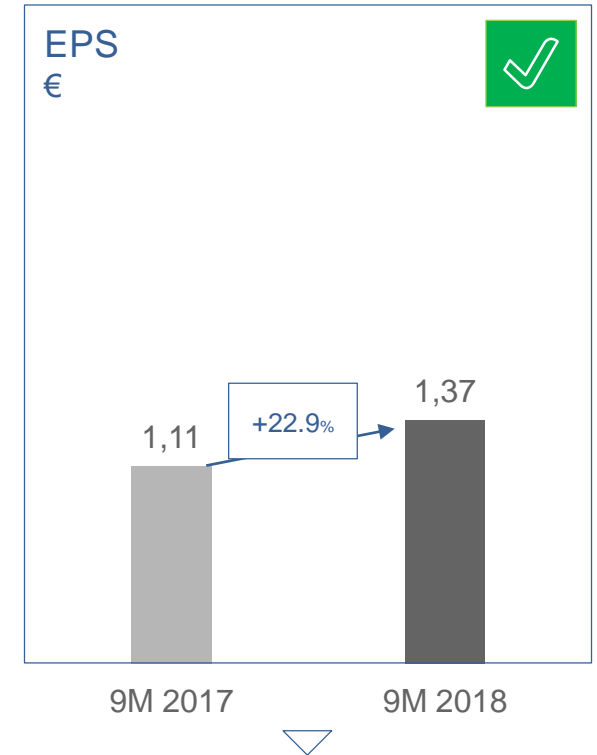
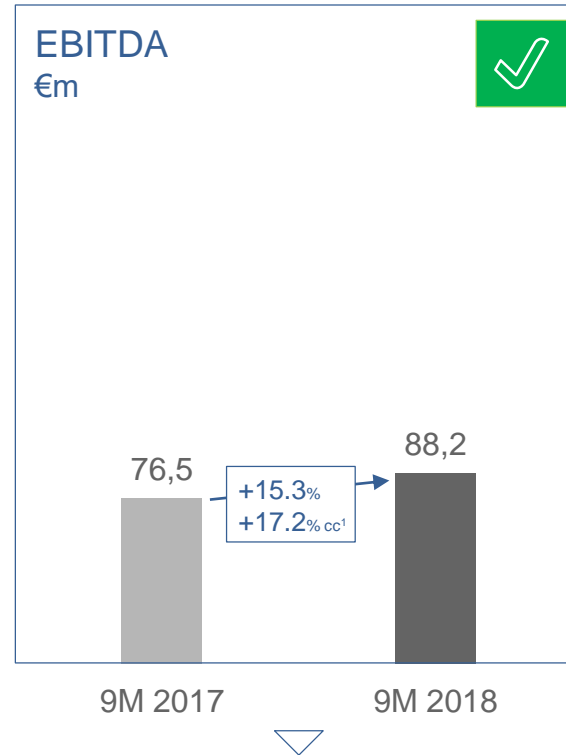
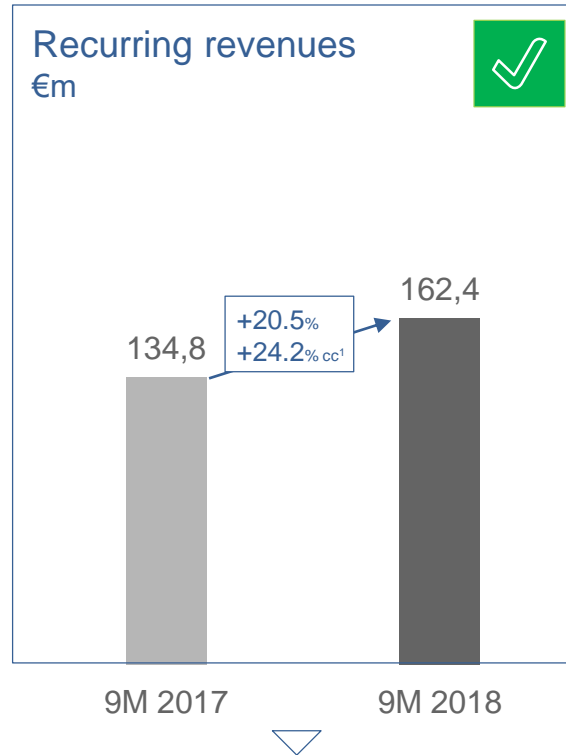
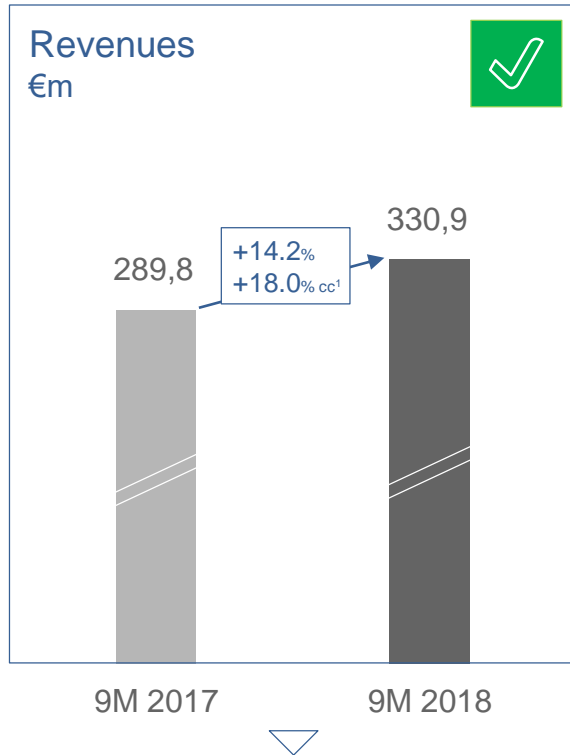
- Subscription with strong increase of 64.7% to 5.6 mEUR
- License growth also double-digit with a growth rate of 14.1% (13,5% cc<sup>1</sup>)

- EBITDA margin: 25.5% (previous year: 25.9%) while investing in strategic projects to secure future growth
- No activation of R&D costs

- Strong EPS growth because of strong operative performance
- Tax rate of 26.3% above last year (19.9%)

<sup>1</sup> Constant currency

# Top key figures 9M 2018: On the way to achieving the guidance and a next record year



- Continued double-digit growth
- Currency headwind (in total: € 11.1m) came from H1 2018
- Organic growth of 12.4% (+16.1% cc¹)

- Strong growth in subscription
- Smooth transition to subscription by respecting the customer wishes

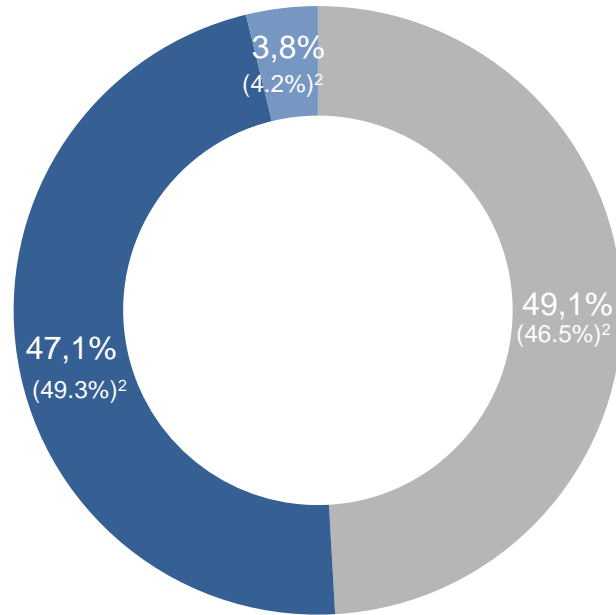
- High EBITDA margin: 26.7% (previous year: 26.4%)
- Upper end of expected corridor of 25-27%

- Strong operative performance led to the strong increase in EPS
- Tax rate with 26.0% slightly above previous year (25.7%)

¹ Constant currency

# Growth driver recurring revenues: Smooth transition towards subscription ongoing

Revenue split 9M 2018



- Recurring revenues  
Maintenance and rental models such as subscription, SaaS
- Software licenses
- Consulting & Hardware

<sup>1</sup> Constant currency <sup>2</sup> Previous year

**Q3 2018**

Recurring revenues yoy

↑ +26.4%  
+26.5% cc<sup>1</sup>

Subscription yoy

↑ +64.7%  
+66.3% cc<sup>1</sup>

Software licenses yoy

↑ +14.1%  
+13.5% cc<sup>1</sup>

**9M 2018**

Recurring revenues yoy

↑ +20.5%  
+24.2% cc<sup>1</sup>

Subscription yoy

↑ +46.9%  
+54.5% cc<sup>1</sup>

Software licenses yoy

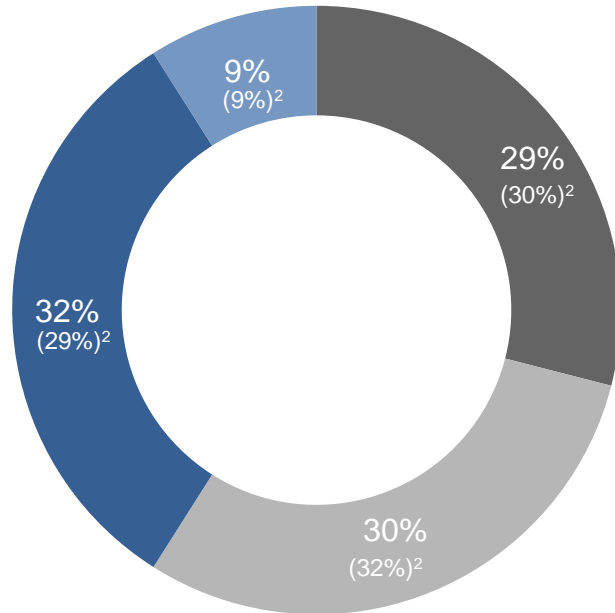
↗ +9.1%  
+13.2% cc<sup>1</sup>

**9M 2018 comments**

- █ Above average growth to € 162.4m
- █ Strong growth to € 14.5m (previous year: € 9.9m)
- █ Strategic change of business model towards subscriptions
- █ Double-digit growth in Q2 and Q3
- █ 9-month figures of € 155.8m in line with expectations

# Internationalization is key: US is strongest growing market

Revenue split 9M 2018



- Germany
- Europe (w/o Germany)
- Americas
- Asia/Pacific

<sup>1</sup> Constant currency <sup>2</sup> Previous year

Q3 2018

Germany

↑ +5%

UK

↑ +33%  
+37% cc<sup>1</sup>

Europe

↑ +12%  
+14% cc<sup>1</sup>

Americas

↑ +44%  
+46% cc<sup>1</sup>

Asia

↑ +26%  
+26% cc<sup>1</sup>

9M 2018

Germany

↑ +7%

UK

↑ +30%  
+33% cc<sup>1</sup>

Europe

↑ +10%  
+12% cc<sup>1</sup>

Americas

↑ +24%  
+33% cc<sup>1</sup>

Asia

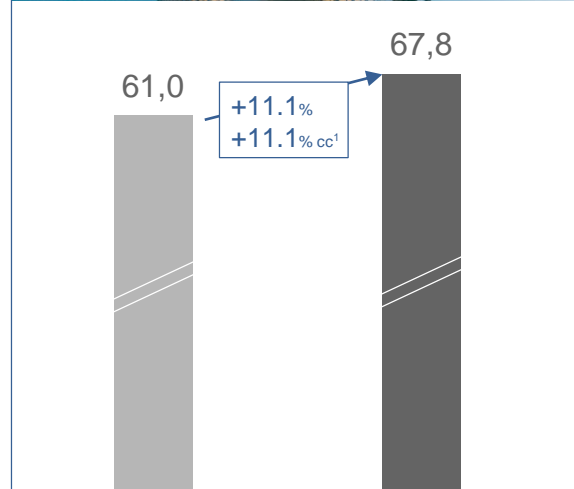
↑ +15%  
+21% cc<sup>1</sup>

# Segment overview: Build segment is key growth driver

Revenues in €m



Design

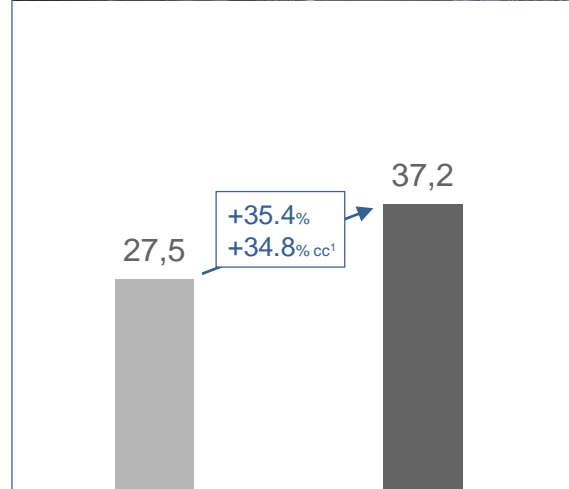


Q3 2017

Q3 2018



Build

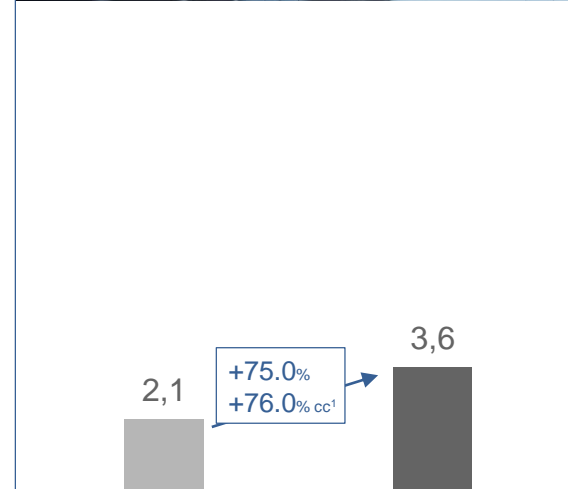


Q3 2017

Q3 2018



Manage

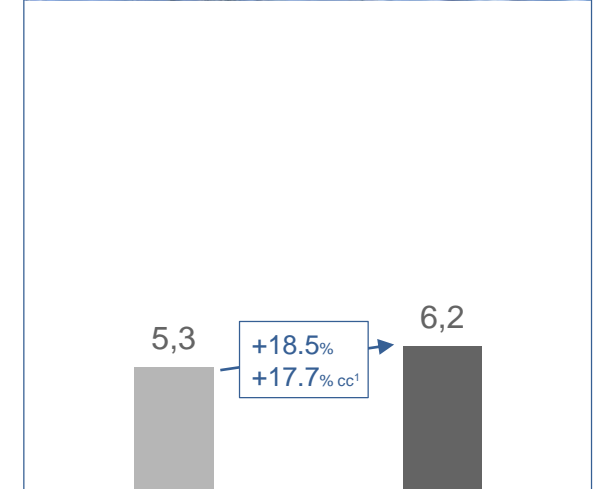


Q3 2017

Q3 2018



Media &  
Entertainment



Q3 2017

Q3 2018

## EBITDA Margin

28.5%

25.6%

20.2%

23.1%

23.8%

25.2%

25.9%

37.5%

- Solid growth in 9M (11.3%cc<sup>1</sup>, 8.9% reported)

- Strong growth in 9M (32.9%cc<sup>1</sup>, 25.6% reported)

- Consolidation of MCS in September (1.4m EUR)
- Organic growth: 8.3%
- 9M growth: 32.4% (organic: 8.9%)

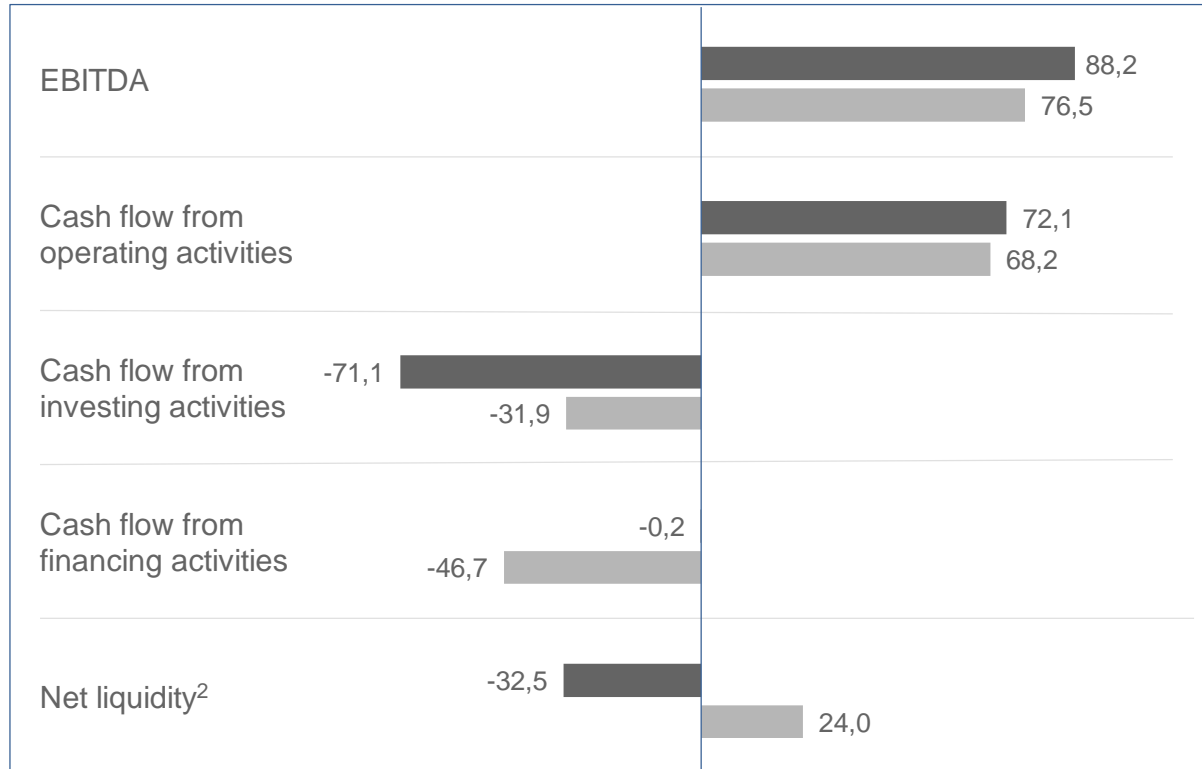
- 9M growth of 7.9% (11.5%cc<sup>1</sup>) inline with expectations
- July: Increased share from 70% to 100%, new CEO to drive future growth



# Healthy balance sheet allows further strategic M&A

**81.8%** High cash conversion rate<sup>1</sup>

in €m



## Comments

- +15.3%
- +5.8%
- Slight increase mainly due to higher tax prepayments compared to last year
- € 7.8m in Capex as planned
- € 63.3m for acquisition
- € 28.9m dividend payments
- € 29.5m repayment of loans
- € 86.0m new loans due to acquisitions
- € 25.5m payment to increase the share of 70% to 100% in Maxon

■ 9M 2017    ■ 9M 2018

<sup>1</sup> Operating cash flow/EBITDA    <sup>2</sup> Previous year = End of 2017



## Internationalization

### Entering new markets / Partnerships

- Graphisoft enters into strategic partnership with Singapore's Surbana Jurong – biggest urban and infrastructure consulting firm in Asia
- Vectorworks opens new office in Canada
- dRofus adds first reseller partner for US and Australia/New Zealand
- Bluebeam with stronger focus on UK and Germany
- Allplan opened up new office in West Chester, USA, to address the US concrete reinforcement market



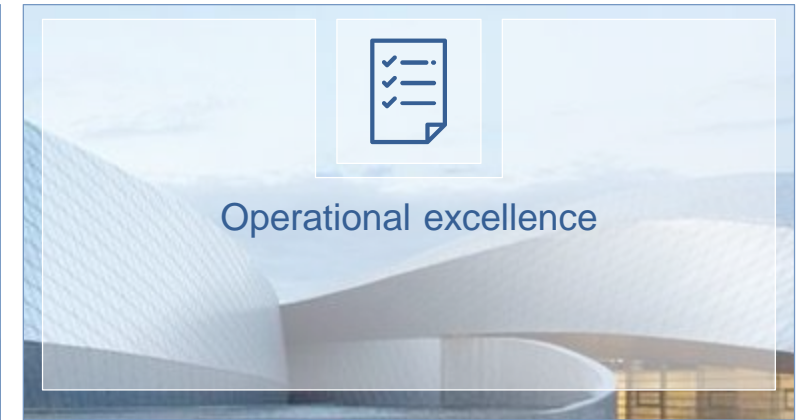
## Next-generation products & solutions

### Acquisition (Brand-level)

- Nemetschek acquired MCS Solutions to enter the smart building operations market
- Bluebeam acquired project Atlas' groundbreaking visualization SaaS solution "maps" for construction industry
- Nevaris acquired market leader in mobile construction site management 123erfasst.de

### Cross-brand highlights / Interoperability

- First dRofus and Graphisoft Open BIM Project in Australia – Sunshine Coast University Hospital
- First Allplan Bridge software released



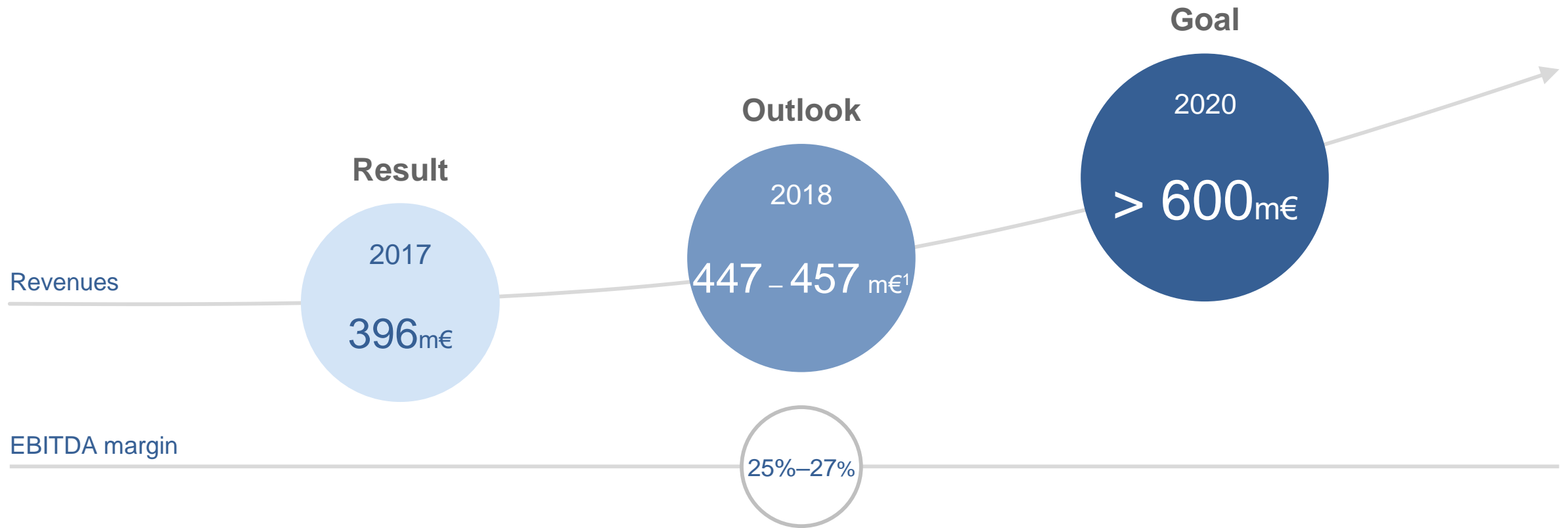
## Operational excellence

### Increase efficiency

- Implementation of groupwide IT infrastructure is on track



# Outlook 2018 confirmed: On the way to a new record year and to reaching full-year guidance



- Revenues: double-digit growth rate
- EBITDA margin: on sustainable level of 25%-27%
- Investments 2018: additional €10 m to leverage future growth

<sup>1</sup> The revenue outlook is based on planned exchange rate of 1.18 EUR/USD

# Financial Calendar

November 13, 2018

Capital market day

November 15, 2018

Morgan Stanley TMT Conference,  
Barcelona

November 27, 2018

Equity Forum, Frankfurt

December 6, 2018

Berenberg European Conference,  
Pennyhill





Q&A



# Appendix



## P+L statement Q3 2018 comparison

€m	Q3 2018	Q3 2017	% YoY	9M 2018	9M 2017	%YoY
<b>Revenues</b>	<b>114.9</b>	<b>95.8</b>	<b>+19.8%</b>	<b>330.9</b>	<b>289.8</b>	<b>+14.2%</b>
Own work capitalized/other operating income	1.2	1.3	-10.4%	4.3	3.5	+25.0%
<b>Operating income</b>	<b>116.1</b>	<b>97.2</b>	<b>+19.4%</b>	<b>335.3</b>	<b>293.3</b>	<b>+14.3%</b>
Cost of materials/purchased services	-3.6	-3.4	+5.9%	-10.2	-9.7	+5.7%
Personnel expenses	-51.2	-42.1	+21.8%	-145.3	-127.6	+13.9%
Other operating expenses	-32.0	-26.9	+18.9%	-91.5	-79.6	+15.0%
<b>Operating expenses</b>	<b>-86.8</b>	<b>-72.4</b>	<b>+20.0%</b>	<b>-247.0</b>	<b>-216.8</b>	<b>+13.9%</b>
<b>EBITDA</b>	<b>29.2</b>	<b>24.8</b>	<b>+17.8%</b>	<b>88.2</b>	<b>76.5</b>	<b>+15.3%</b>
<b>Margin</b>	<b>25.5%</b>	<b>25.9%</b>		<b>26.7%</b>	<b>26.4%</b>	
Depreciation of PPA and amortization	-6.0	-5.3	+14.3%	-16.8	-16.2	+4.2%
t/o PPA	-3.8	-3.3	+15.8%	-10.6	-10.2	+3.9%
<b>EBITA (normalized EBIT)</b>	<b>27.0</b>	<b>22.8</b>	<b>+18.4%</b>	<b>82.0</b>	<b>70.5</b>	<b>+16.2%</b>
<b>EBIT</b>	<b>23.2</b>	<b>19.5</b>	<b>+18.8%</b>	<b>71.4</b>	<b>60.3</b>	<b>+18.3%</b>
Financial result	-0.1	-0.2		0.0	-0.6	
<b>EBT</b>	<b>23.1</b>	<b>19.3</b>	<b>+19.3%</b>	<b>71.4</b>	<b>59.7</b>	<b>+19.6%</b>
Income taxes	-6.1	-3.9	+57.5%	-18.6	-15.3	+21.0%
Non-controlling interests	1.2	-0.3		-0.2	-1.5	
<b>Net income (group shares)</b>	<b>18.2</b>	<b>15.1</b>	<b>+19.9%</b>	<b>52.6</b>	<b>42.8</b>	<b>+22.9%</b>
<b>EPS in EUR</b>	<b>0.47</b>	<b>0.39</b>	<b>+19.9%</b>	<b>1.37</b>	<b>1.11</b>	<b>+22.9%</b>

## Balance sheet – Assets

€m	September 30, 2018	December 31, 2017
<b>Assets</b>		
Cash and cash equivalents	106.8	104.0
Trade receivables, net	51.6	41.0
Inventories	1.4	0.6
Other current assets	21.4	13.5
<b>Current assets, total</b>	<b>181.2</b>	<b>159.1</b>
Property, plant and equipment	16.6	14.9
Intangible assets	104.6	86.9
Goodwill	248.1	192.7
Other non-current assets	7.7	7.3
<b>Non-current assets, total</b>	<b>377.0</b>	<b>301.7</b>
<b>Total assets</b>	<b>558.2</b>	<b>460.8</b>



## Balance sheet – Equity and liabilities

€m	September 30, 2018	December 31, 2017
<b>Equity and liabilities</b>		
Short-term borrowings and current portion of long-term loans	52.1	36.0
Trade payables & accrued liabilities	44.6	43.7
Deferred revenue	95.6	68.1
Other current assets	19.6	18.0
<b>Current liabilities, total</b>	<b>211.9</b>	<b>165.7</b>
Long-term borrowings without current portion	87.2	43.9
Deferred tax liabilities	20.1	13.5
Other non-current liabilities	12.2	9.6
<b>Non-current liabilities, total</b>	<b>119.4</b>	<b>67.1</b>
Subscribed capital and capital reserve	51.0	51.0
Retained earnings	189.7	193.2
Other comprehensive income	-14.0	-18.7
Non-controlling interests	0.2	2.5
<b>Equity, total</b>	<b>226.9</b>	<b>227.9</b>
<b>Total equity and liabilities</b>	<b>558.2</b>	<b>460.8</b>

# Cash flow statement

€m	September 30, 2018	September 30, 2017	% YoY
<b>Cash and cash equivalents at the beginning of the period</b>	<b>104.0</b>	<b>112.5</b>	<b>-7.6%</b>
<b>Cash flow from operating activities</b>	<b>72.1</b>	<b>68.2</b>	<b>+5.8%</b>
<b>Cash flow from investing activities</b>	<b>-71.1</b>	<b>-31.9</b>	<b>+122.6%</b>
t/o CapEX	-7.8	-6.9	+12.1%
t/o Cash paid for business combinations	-63.3	-24.9	
<b>Cash flow from financing activities</b>	<b>-0.2</b>	<b>-46.7</b>	
t/o Repayments of borrowings	-29.5	-19.5	
t/o Changes in bank liabilities due to company acquisitions	86.0	0.0	
t/o Payments for acquisitions of non-controlling interests	-25.5	-0.2	
FX-effects	1.9	-5.9	
<b>Cash and cash equivalents at the end of the period</b>	<b>106.8</b>	<b>96.2</b>	<b>+11.0%</b>
<b>Free cash flow<sup>1</sup></b>	<b>1.1</b>	<b>36.3</b>	
<b>Free cash flow<sup>1</sup> (w/o acquisition effects)</b>	<b>64.4</b>	<b>61.1</b>	<b>+5.2%</b>

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

# Contact

**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)

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