

NEMETSCHEK
GROUP

Welcome to the **NEMETSCHEK SE** Annual General Meeting 2025



Munich, May 20, 2025



NEMETSCHEK
GROUP

NEMETSCHEK SE Annual General Meeting 2025

Kurt Dobitsch, Chairman of the Supervisory Board



Munich, May 20, 2025



NEMETSCHEK
GROUP

NEMETSCHEK SE

Annual General Meeting 2025

Yves Padrines (CEO)

Louise Öfverström (CFO)



Munich, May 20, 2025





NEMETSCHEK —

01

Overview and Strategic Update

NEMETSCHEK
GROUP

PLANNING + DESIGN

ALLPLAN

GRAPHISOFT

RISA

SOLIBRI

VECTORWORKS

BUILD + CONSTRUCT

BLUEBEAM

gocanvas

NEVARIS

OPERATE + MANAGE

CREMSOLUTIONS

SPACEWELL

MEDIA + ENTERTAINMENT

MAXON

DIGITAL TWIN BUSINESS UNIT

dRofus

dTwin
A NEMETSCHKE SOLUTION

Strategic Highlights FY-24: Foundation for the Next Phase of Growth



AI & Sustainability



Business Model



Go-to-Market



Nemetschek Cloud
Platform & Infrastructure



M&A + Ventures



Business Enablement

NEMETSCHEK

02

Acquisitions and Start-up Investments

NEMETSCHEK
GROUP



NEMETSCHEK
GROUP

+

gocanvas

GoCanvas: Company Snapshot

Core Competencies

- Pure SaaS & Cloud Platform
- Collect Real-Time Data on construction sites
- Make Data-Driven Decisions

Facts & Figures (GJ-23)

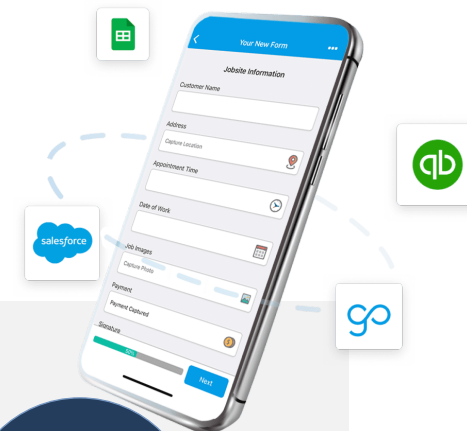
\$67m
ARR

~20%
ARR
Growth

~100%
SaaS

>300k
Paying
Users

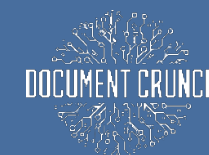
~300
FTE



Strategic Rationale

- **Innovative and fast-growing company:** SaaS solutions for increasing productivity and security through paperless recording and reporting
- **Best-in-class portfolio for the construction industry:** Perfect complement to the portfolio strategy of the Build & Construct division
- **Significant synergy potential:** Complementary technology, customer base, and geography. Increase in total addressable market (TAM) through strong cross-selling opportunities

Investments in innovative & disruptive Start-ups



NEMETSCHEK





03

Financial Results 2024

NEMETSCHEK
GROUP

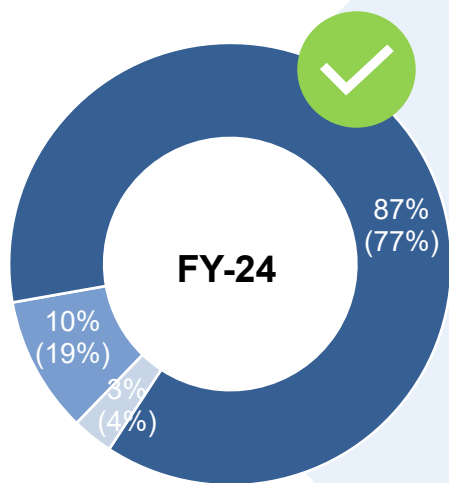


Financial Year 2024: All Financial Goals Achieved or Clearly Exceeded

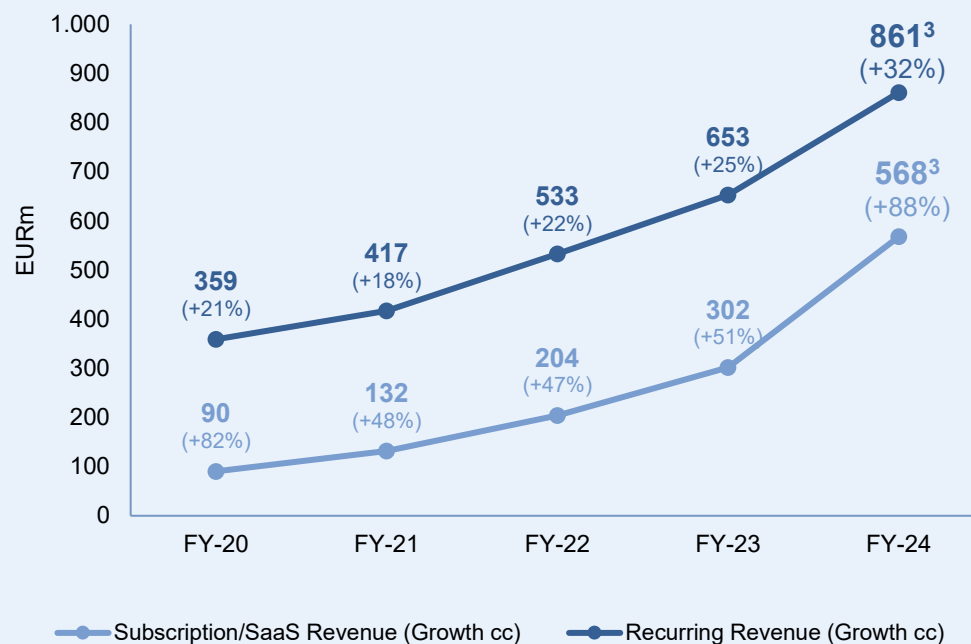
Outlook 2024 (organic) (including GoCanvas)		Results 2024 (organic) (including GoCanvas)	
	+10% to +11% (at cc¹) (~ +300 Basis Points)	Revenues Growth	+14.0% (at cc¹) (+17.2%) Revenues: 995.6 mEUR
	> +25% (>+30%)	ARR Growth	+34.6% (+41.9%) ARR: 1,019.9 mEUR
	30% - 31% (~ -100 Basis Points)	EBITDA Margin	31.1% (30.2%) EBITDA: 301.0 mEUR
	~ 85%	Share Recurring Revenues	86.5%

Recurring Revenues: Successful Transition leads to New Record High of 87%

Revenue Share
by type in %



Recurring & Subscription/SaaS Revenues
2020-2024



■ Recurring revenues (Software services (30%); Subscription/SaaS (57%)) ■ Licenses ■ Consulting & Hardware

Revenues per Region: Americas and Asia/Pacific Main Growth Drivers

Europe

49%

Share

+10%

Growth



Americas

41%

Share

+24%

Growth



Asia/Pacific

10%

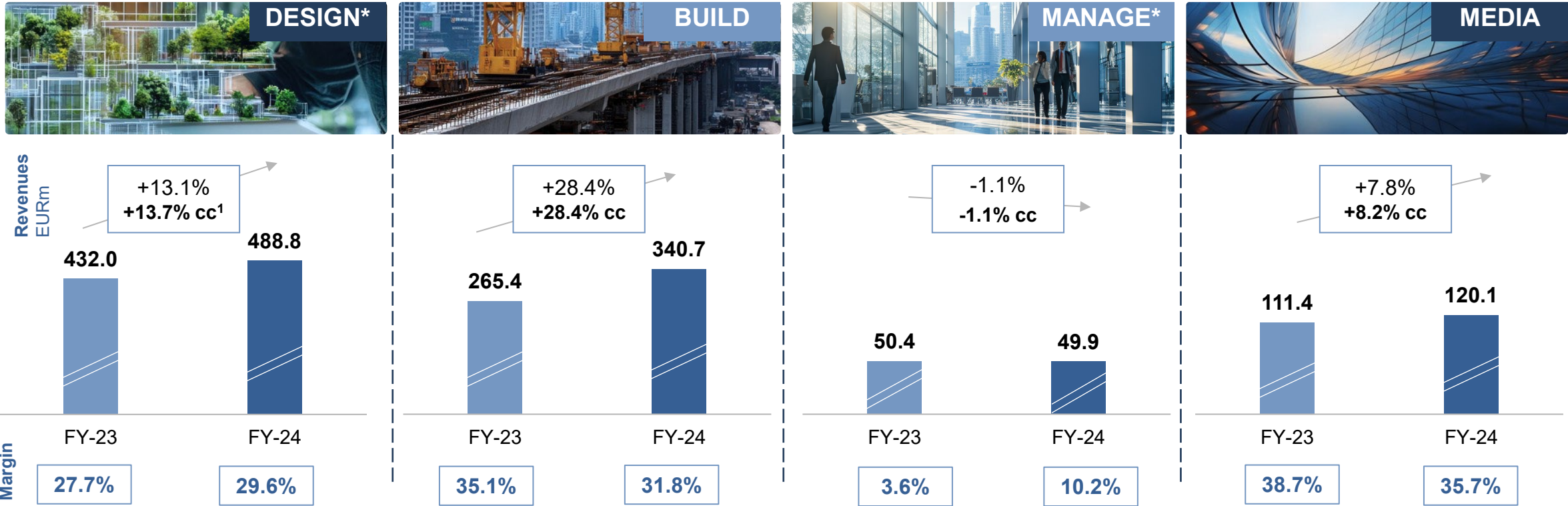
Share

+28%

Growth



Segments FY-24: Design and Build Segments Main Growth Drivers

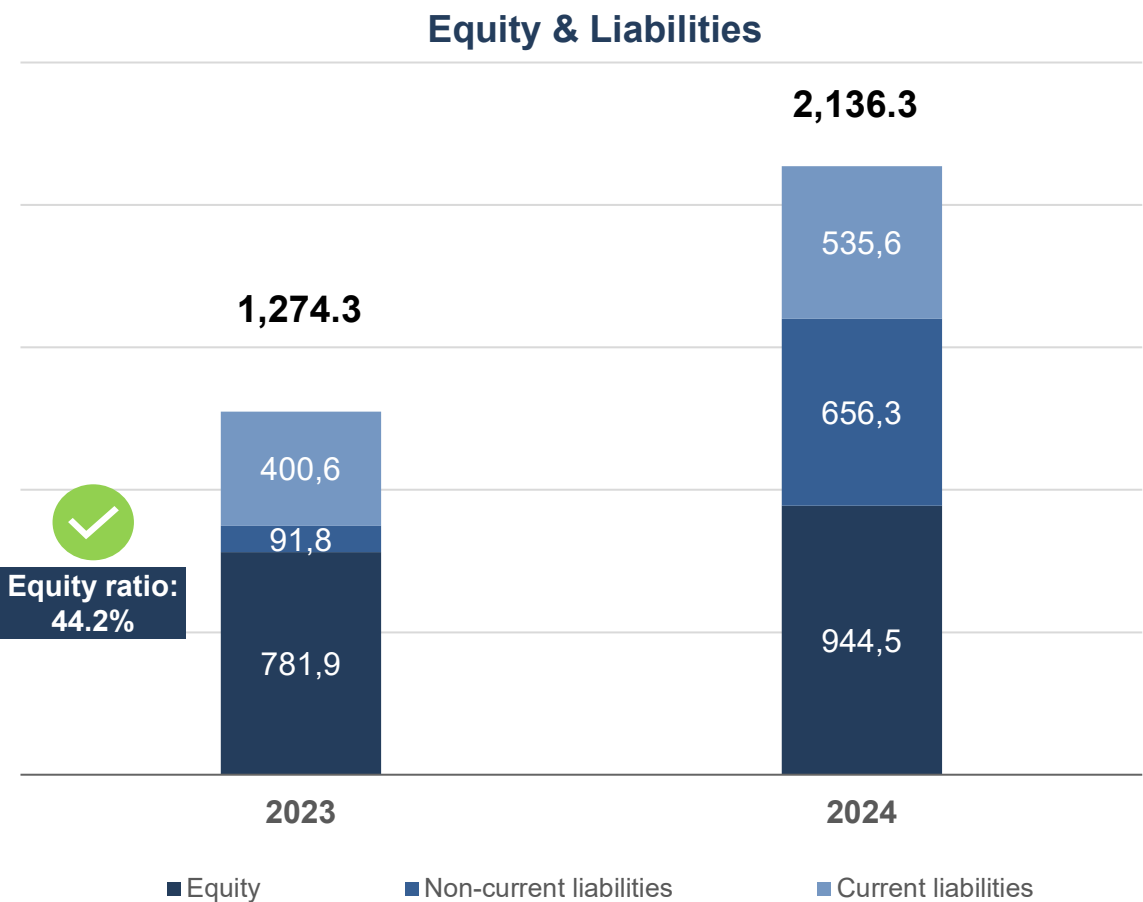
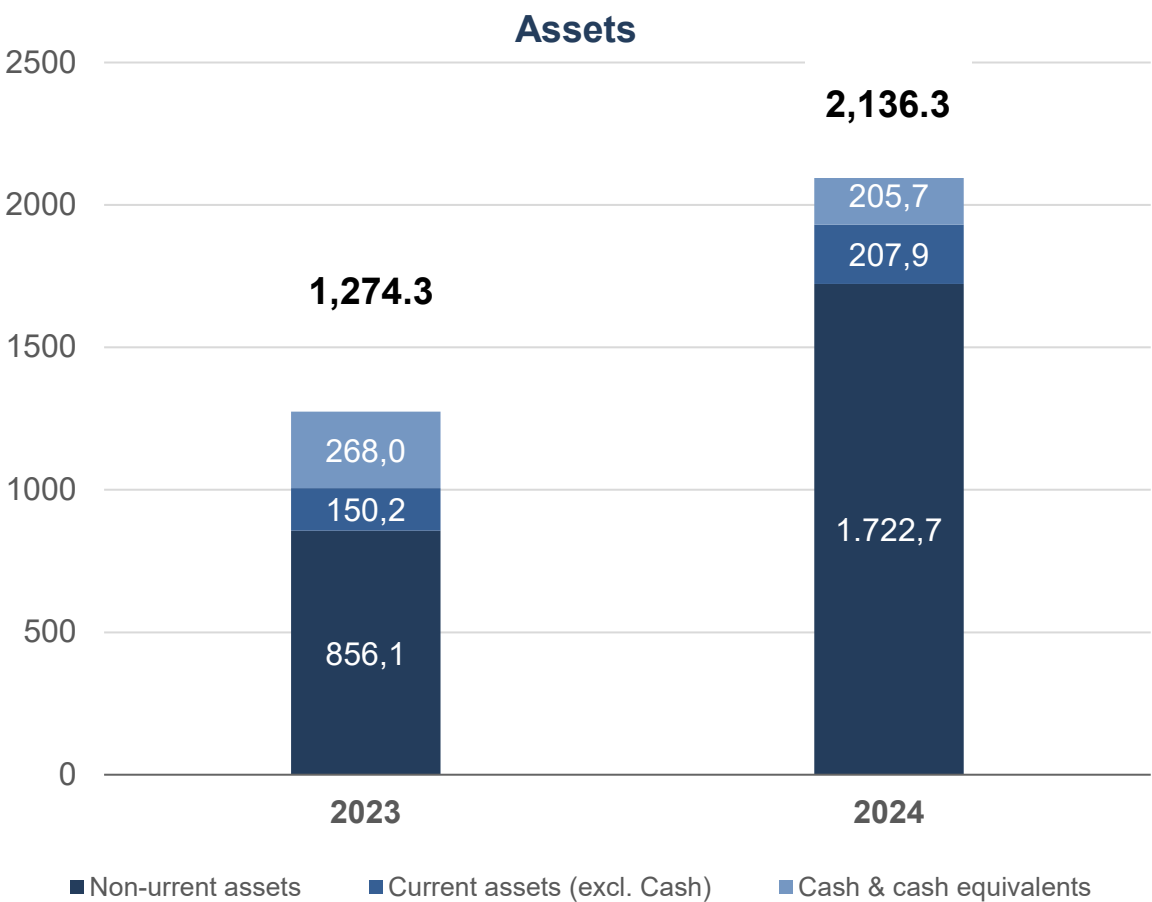


1 Constant currency; 2 Excl. effect from GoCanvas; 3 Excl. dilution from GoCanvas.

* As a result of the strategic reclassification of the Digital Twin Business Unit from the Manage to the Design segment prior year figures were restated for comparability reasons.

Solid Balance Sheet: A strong foundation for further growth

In Mio. EUR



NEMETSCHKE

04

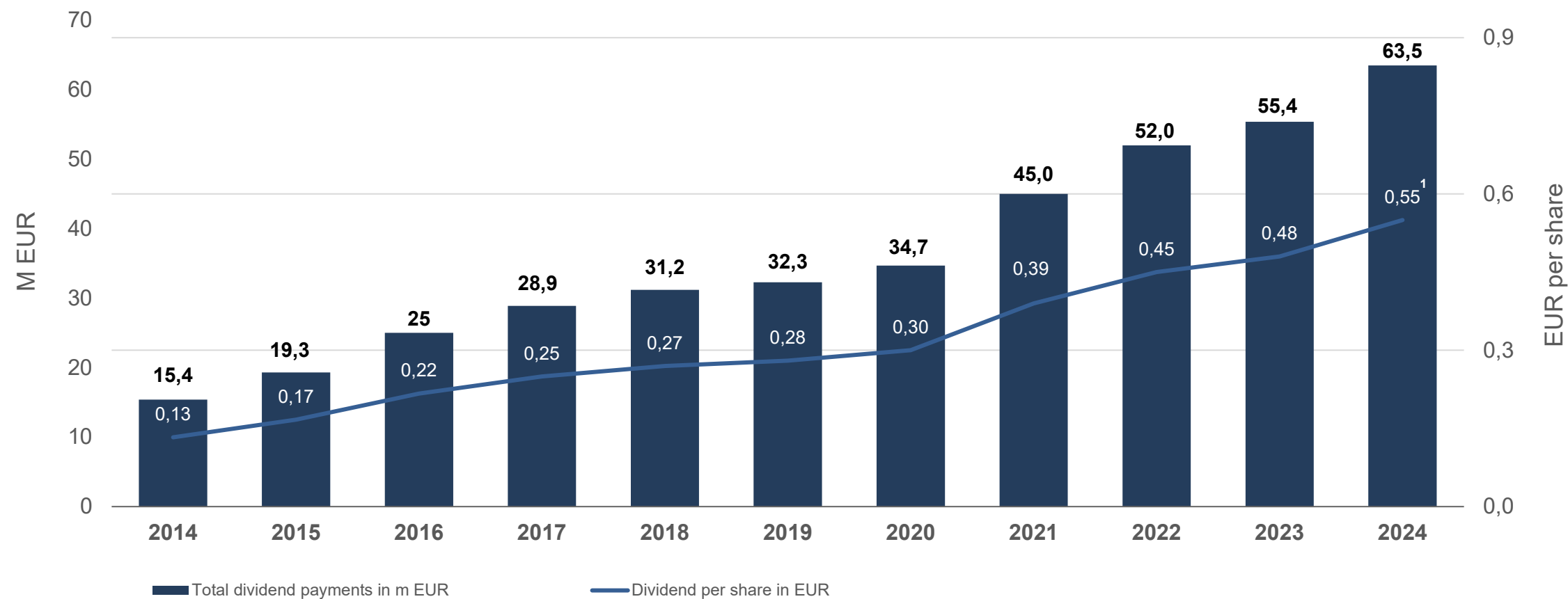
Relevant ITEMS

NEMETSCHKE
GROUP



TOP 2: Dividend Proposal – Increase to 0.55 EUR per Share

Dividend Development per Share



Further Relevant Topics

TOP 10:

Profit and loss transfer agreement
between Nemetschek SE and
Graphisoft Deutschland GmbH

Share Buyback:

Explanation to the share buyback
programme



NEMETSCHEK

05

Financial Results Q1-25

NEMETSCHEK
GROUP

Key Financial Highlights Q1-2025



Revenues:

+26.3% to EUR 282.8m
(+25.0% cc¹)

Organic Growth²: +18.6%
(+17.4% cc)



EBITDA:

+18.2% to EUR 80.7m
(+20.4% cc)

Organic Growth²: +14.6%
(+16.9% cc)



Cash Conversion:
170%



ARR Growth:

+39.6% to EUR 1,038.3m
(+38.1% cc¹)

Organic Growth: +30.8%
(+29.4% cc)



EBITDA Margin: 28.5%

Organic EBITDA Margin: 31.4%



Net Debt Position:
EUR -185.7m



Subscription/SaaS Revenues:

+83.6% to EUR 195.1m
(+81.4% cc)

Organic Growth: +68.2%
(+66.1% cc)



Earnings per Share:
EUR 0.39 (+5.5%)



Equity Ratio:
43.7%



NEMETSCHEK

06

Outlook 2025

NEMETSCHEK
GROUP

Outlook Financial Year 2025



Starting Point	Guidance
2024	2025
Revenue: EUR 995.6m	Revenue Growth: 17 – 19% (at constant currencies)
EBITDA Margin: 30.2%	M&A Contribution: ~ 350bps
EBITDA Margin (organic): 31.1%	EBITDA Margin (reported): ~31%

NEMETSCHEK
GROUP

NEMETSCHEK SE Annual General Meeting 2025

Kurt Dobitsch, Chairman of the Supervisory Board



Munich, May 20, 2025



NEMETSCHEK
GROUP

Thank you for visiting the Annual General Meeting 2025 of NEMETSCHEK SE



Munich, May 20, 2025

