



Company Presentation

Nemetschek Group

September 2022

NEMETSCHKEK
GROUP®



01

Financial Results Q2-22

Top Key Figures Q2-22: Strong Growth with Continued High Profitability

Revenues EURm



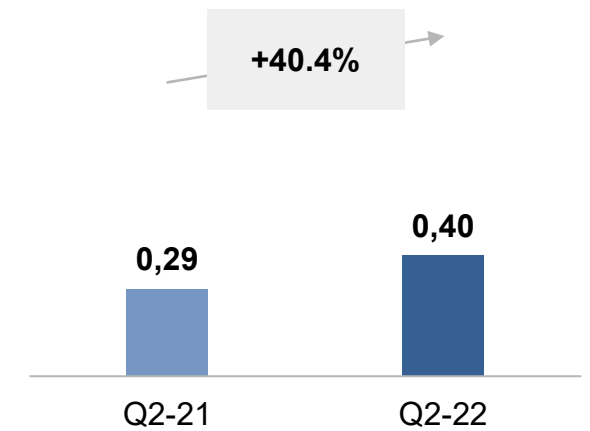
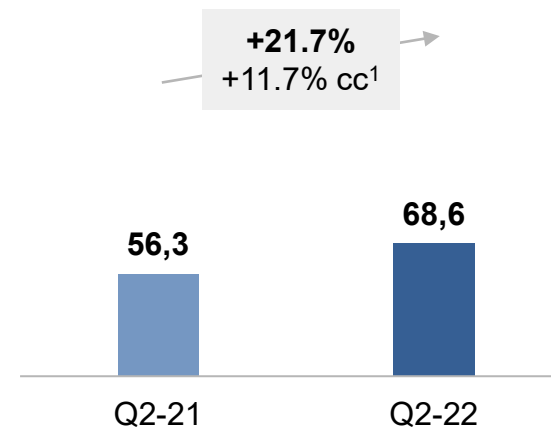
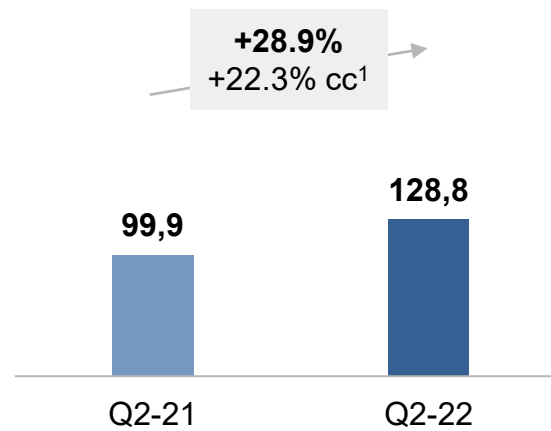
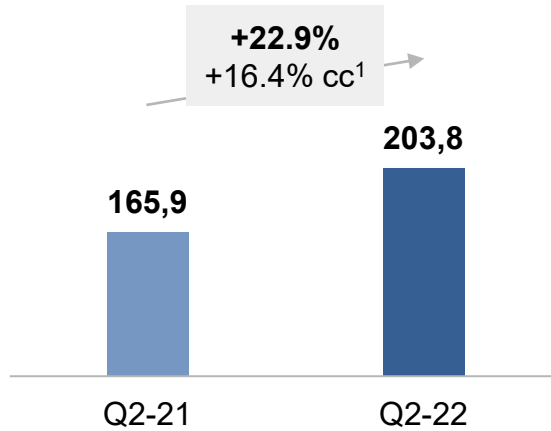
Recurring Revenues EURm



EBITDA EURm



EPS EUR



- Build +36.5% (+25.2% cc) and Media +48.4% (+40.2% cc) continue to be the main growth drivers
- Strong FX tailwind (mainly from USD): +650bps

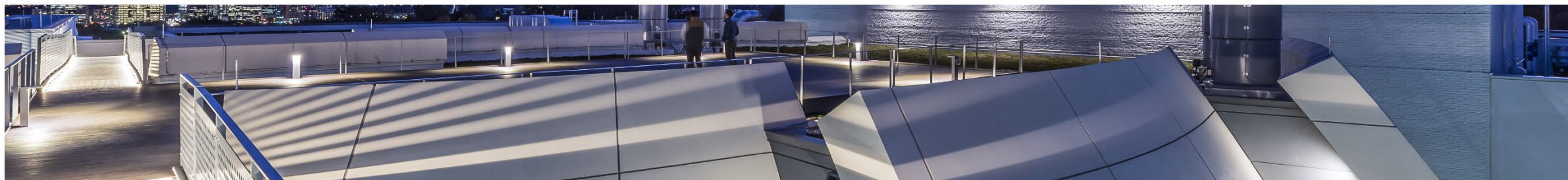
- Continued high growth dynamic in recurring revenues
- Subscription/SaaS grow over-proportionally once again: +56.5% (+47.8% cc.)

- Q2-22: EBITDA margin: 33.6% vs. Q2-21: 34.0%
- High profitability despite re-increase in spending for travel, trade fairs, and hirings

- Tax rate: 17.4%
- Reported EPS at record high
- EPS before PPA amortization: 0.47 EUR

1 Constant currency

Key Financial Highlights H1-22: Very Good First Half of the Year



Strong Results in all Important KPIs



Revenues:
**+22.1% (FX adj.: +16.9%) to
EUR 396.1m**



Recurring Revenues:
**+27.3% (FX adj.: +22.0%) to
EUR 249.5m**



Subscription/SaaS Revenues:
**+58.1% (FX adj.: +51.0%) to
EUR 92.5m**



EBITDA:
**+30.7% (FX adj.: +22.3%) to
EUR 138.4m**



EBITDA margin:
34.9% (FX adj.: 34.2%)



Earnings per Share:
EUR 0.77 (+42.4%)



High Cash Conversion:
82.8%



Net Cash Position:
EUR 69.6m

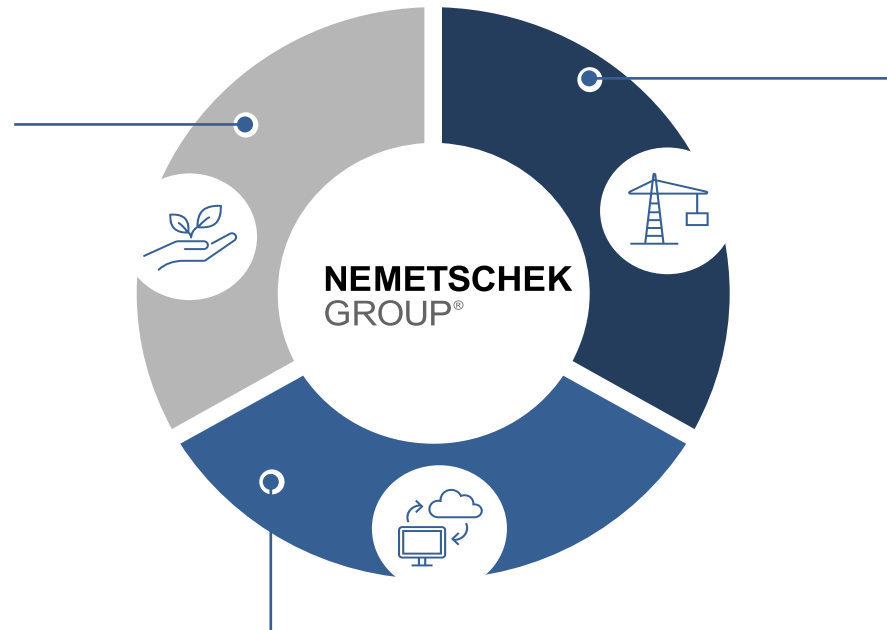


Equity Ratio:
53.2%

Strategic Highlights First Half 2022

Start-up Investments / M&A

- Venture investment in **SymTerra**: UK-based, construction site communications platform
- Acquisition of **Pixologic** to strengthen portfolio for huge 3D animation market
- Acquisition of **DC-Software**: strategic expansion of technology portfolio in foundation engineering



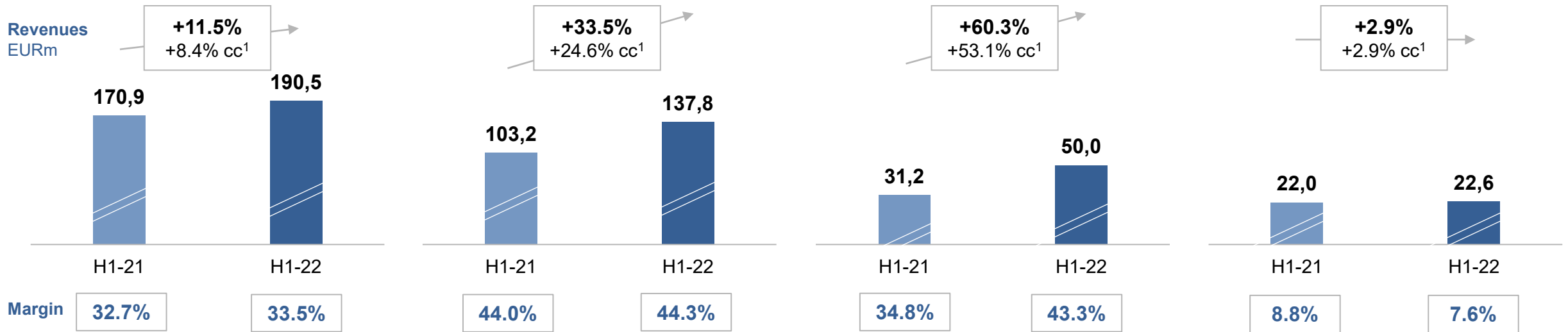
Innovation & Technological Leadership

- **Cloud**: Increased offering with introduction of Bluebeam Cloud
- Driving our open and data-first **digital twin** strategy
- Various **Artificial Intelligence** initiatives
- **Shaping the Metaverse**: Nemetschek is a founding member of the Metaverse Standards Forum along with industry players such as Adobe, Epic Games, Meta, Microsoft, and NVIDIA

Operational Excellence

- Ramping-up **personal customer contact** post Covid at major trade fairs such as:
 - BIM World (Paris)
 - Digital Construction Week (London)
 - digitalBAU (Cologne)
- Continued progress on **harmonization and integration initiatives** across the group (e. g. Allplan & SDS2, Graphisoft & DDS)
- Formation of **Engineering Alliance Europe** (SCIA, FRILO and DC Software)
- **Full-fledged integration** of Pixologic into Maxon
- **Governance Structure** adjusted for future growth: Supervisory Board expanded from four to six members

Segment Overview H1-22: Highest Growth Momentum in Build and Media



- Slight acceleration of growth in Q2 vs. Q1
- Strong growth (+59%) in Sub./SaaS in first half of 2022 confirms hybrid approach

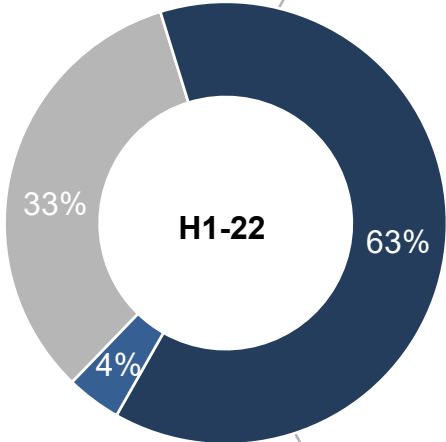
- Bluebeam again main growth driver
- Strong growth in SMBs, webstore, and international markets support excellent development
- Subscription preparations completed and transition started in Q3

- High growth in all regions combined with a record margin
- Growth supported by Pixologic acquisition

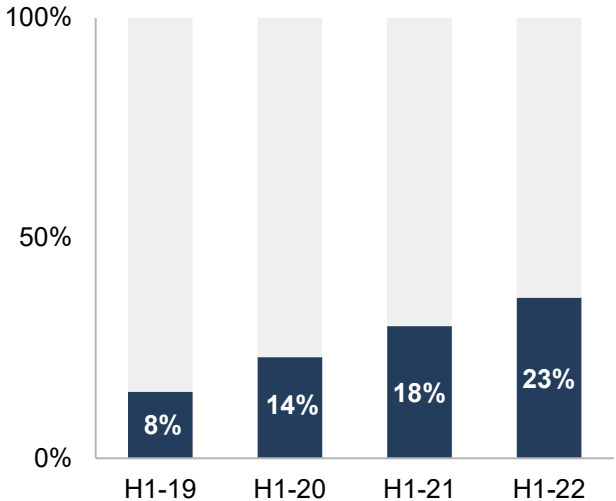
- Ongoing restraint in investment activities from customers
- Unchanged promising long-term growth potential

Recurring and Subscription/SaaS Revenues: New Record Levels

Revenue Share
by type in %



Revenue Share
of Subscription/SaaS



	Q2-22	H1-22
Recurring revenues y/y	↑ +28.9% +22.3% cc ¹	↑ +27.3% +22.0% cc ¹
Subscription/SaaS y/y	↑ +56.5% +47.8% cc ¹	↑ +58.1% +51.0% cc ¹
Software licenses y/y	↗ +14.0% +7.0% cc ¹	↗ +15.0% +9.4% cc ¹

¹ Constant currency ■ Recurring revenues (Software services (40%); Subscription/SaaS (23%)) ■ Consulting & Hardware ■ Software licenses

At a Glance: Income Statement and Important KPIs

Key Figures mEUR	H1-22	In % of revenue	H1-21	Growth y/y
Revenues	396.1	-	324.3	+22.1%
Cost of materials/cost of purchased services	-14.6	3.7%	-12.3	+18.7%
Personnel expenses	-163.5	41.3%	-140.2	+16.6%
Other operating income/expenses	-86.7	21.9%	-70.1	+23.8%
EBITDA	138.4	34.9%	105.9	+30.7%
EBITDA margin	34.9%	-	32.7%	+229bps
D&A (incl. PPA)	-28.8	7.3%	-24.9	+15.6%
EBIT	109.6	27.7%	81.0	+35.3%
EBIT margin	27.7%	-	25.0%	+270bps
Net income (group shares)	89.1	22.5%	62.6	+42.4%
EPS	0.77	-	0.54	+42.4%
FCF (before M&A)	106.4	-	91.6	+16.2%
Equity ratio in %	53.2%	-	49.3%	-
Net Cash	69.6	-	59.7	-



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Update & Outlook

Update Bluebeam Transition

Bluebeam's SaaS and subscription transition is on track

Start Q3-22

- Introduce new subscription offerings to all large Managed Direct Accounts in North America, Europe & APAC

Mid Q3-22

- Global Channel Partners begin introducing new subscription offerings to existing customers

End Q3-22

- Global launch across all Bluebeam Websites & Webstores

Phased Global Launch

- Phased approach to ensure a positive customer experience (from the small & mid-size businesses up to the largest multinational enterprise accounts)
- Successful start: Introducing new subscription offerings to largest direct customers in North America, Europe & APAC
- List of customers includes large multinational AEC businesses with annual revenues in the billions
- Mid Q3: Address all managed direct accounts followed by indirect routes-to-market
- End Q3: Global launch across all global websites & webstores following annual user conference

Preliminary Feedback

Customers:

- Customers value the high degree of flexibility of the new cloud and data-centric model, i. e. work from anywhere (home, office, field)
- Cloud and mobile capabilities are both included in the new subscription offerings
- Bluebeam's new cloud offerings are already being used at scale on multiple large projects in the US and customers are planning to roll-out new cloud solutions throughout the rest of 2022

Resellers:

- Very high interest, channel partners see a lot of opportunity for subscription move
- Enablement, onboarding and support is well underway for the phased launch plans

Outlook 2022: Fully on Track to Achieve Our Full Year Targets

2021

Revenue:
EUR 681.5m
EBITDA Margin:
32.6%

2022

Revenue Growth:
12% - 14%
(at constant currencies)
EBITDA Margin:
32% - 33%

Outlook 2022:

Please note: The outlook is based on the assumption that there will be no deterioration in the economic conditions during the course of 2022 and that the Covid-19 pandemic will continue to be under control.



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