

Welcome to the NEMETSCHKE SE Annual General Meeting 2023

Munich, May 23, 2023

NEMETSCHek SE – Annual General Meeting 2023

Kurt Dobitsch, Chairman of the Supervisory Board

Munich, May 23, 2023

NEMETSCHKEK SE – Annual General Meeting 2023

Yves Padrines, CEO

Louise Öfverström, CFO

Munich, May 23, 2023

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Overview Nemetschek Group & Strategic Focus Areas



NEMETSCHKE

GROUP

NEMETSCHKE GROUP®

PLANNING + DESIGN

ALLPLAN

GRAPHISOFT

IRISA

SOLIBRI

VECTORWORKS

NEMETSCHKE ENGINEERING

SCIA

FRILO

BUILD + CONSTRUCT

BLUEBEAM

NEVARIS

OPERATE + MANAGE

CREMSOLUTIONS

SPACEWELL

MEDIA + ENTERTAINMENT

MAXON

DIGITAL TWIN BUSINESS UNIT

dRofus

Progress in all Strategic Focus Areas in FY-2022



Subscription / SaaS

- Increase recurring revenues
- Continuing Subscription/SaaS transition in all segments
- Successful launch of Bluebeam Cloud
- Migration of Chinese perpetual license market in Media



Internationalization / Go-to-Market

- Internationalization:
 - Stronger focus on North America & Asia/Pacific
- Go-to-Market:
 - Stronger focus on E-Commerce
 - Stronger focus on Solution Selling



Innovation

- Launch of new Cloud offerings and features across the portfolio (e.g. Bluebeam Cloud, Solibri Inside)
- Digital Twin platform
- Media: Expansion of flagship product MaxonOne



M&A / Venture Investments

- M&A:
 - Pixologic
 - DC Software
- Latest Venture investments:
 - Imerso
 - SymTerra
 - Kewazo



Operational Excellence

- Harmonization of overhead and IT functions for greater efficiencies
- Joining forces: Nemetschek Engineering
- Integration of acquired companies

Goals:

- Strengthening our leading positions in global AEC/O and Media markets
- Increasing the share of recurring revenues, internationalization and harmonization for the benefit of our customers

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Financial Results FY-2022



Key Financial Highlights FY-22: Continued Growth and High Profitability



Revenues:
**+17.7% (FX adj.: +12.1%) to
EUR 801.8m**



EBITDA:
**+15.8% (FX adj.: +9.3%) to
EUR 257.0m**



Net Cash Position:
EUR 124.9m



Recurring Revenues:
**+27.8% (FX adj.: +21.7%) to
EUR 532.6m**



EBITDA margin:
32.0%



Equity Ratio:
57.5%



Subscription/SaaS Revenues:
**+54.7% (FX adj.: +46.8%) to
EUR 204.2m**



Earnings per Share:
EUR 1.40 (+20.3%)



Dividend Proposal:
EUR 0.45 (+15.4%)

Segments FY-2022: Stellar Year in Media, High Growth in Build While Transitioning



DESIGN



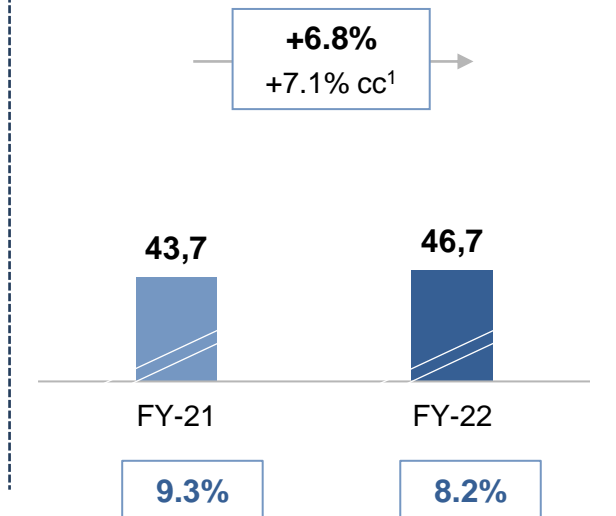
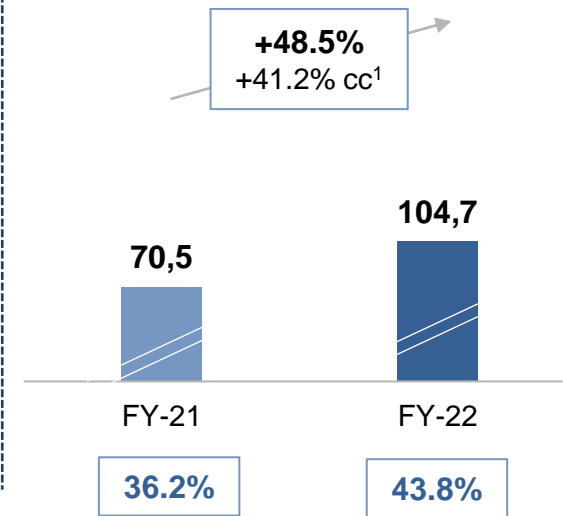
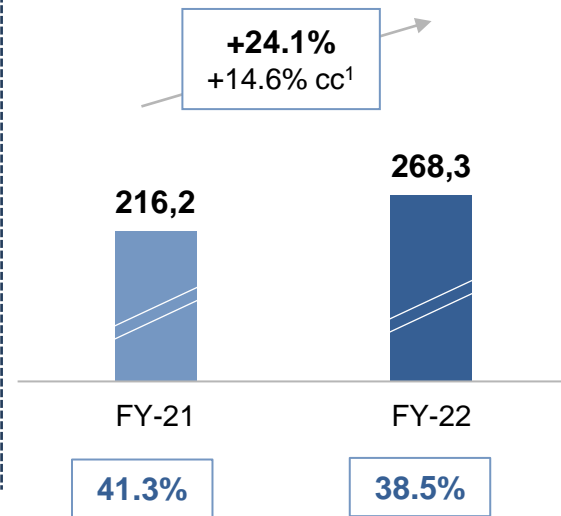
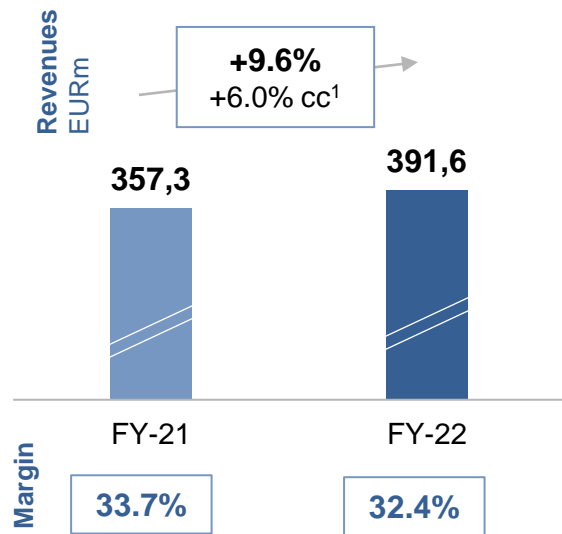
BUILD



MEDIA



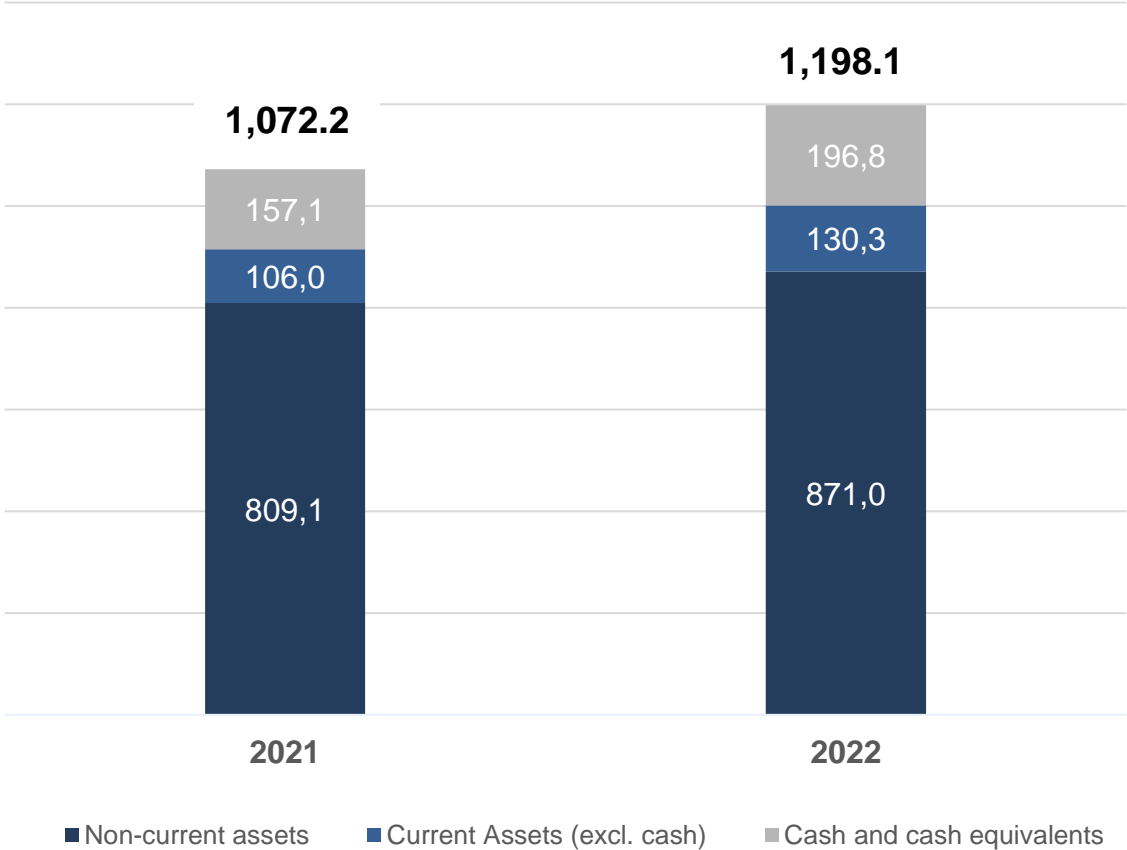
MANAGE



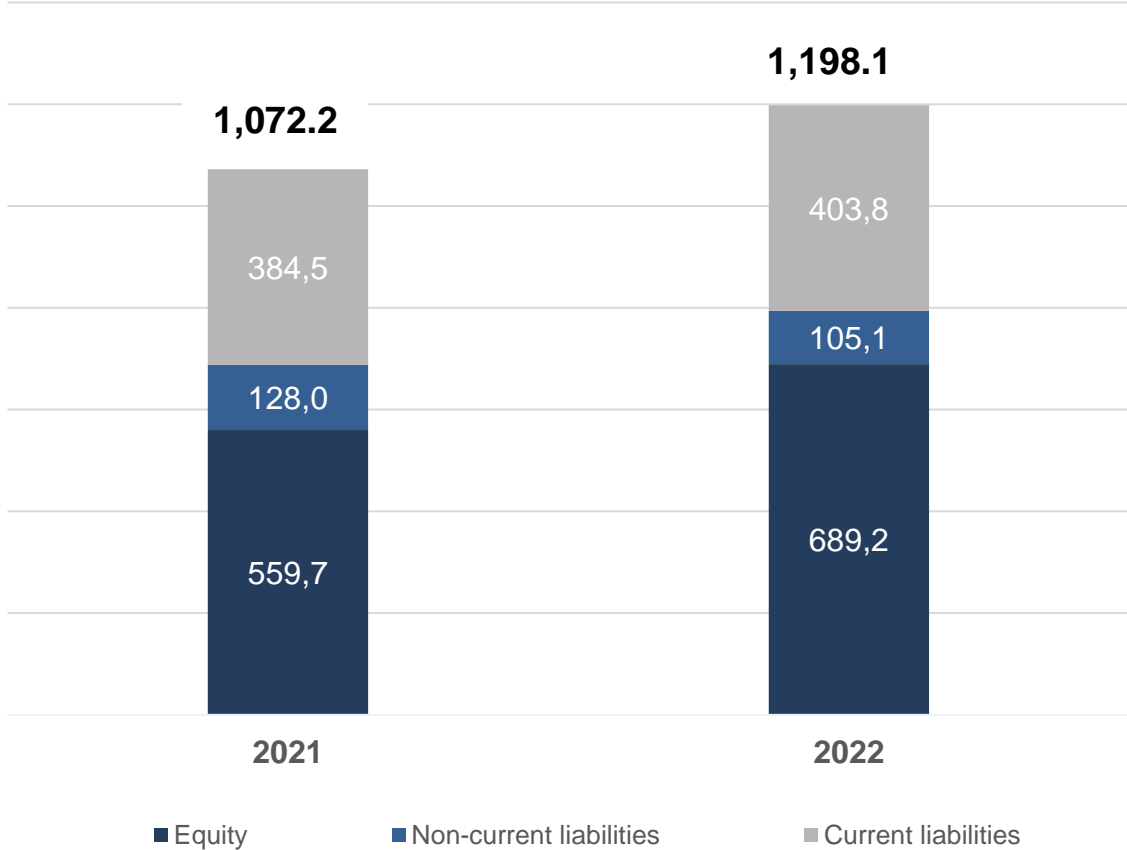
Financial Strength: Very Solid Balance Sheet

In EURm

Assets

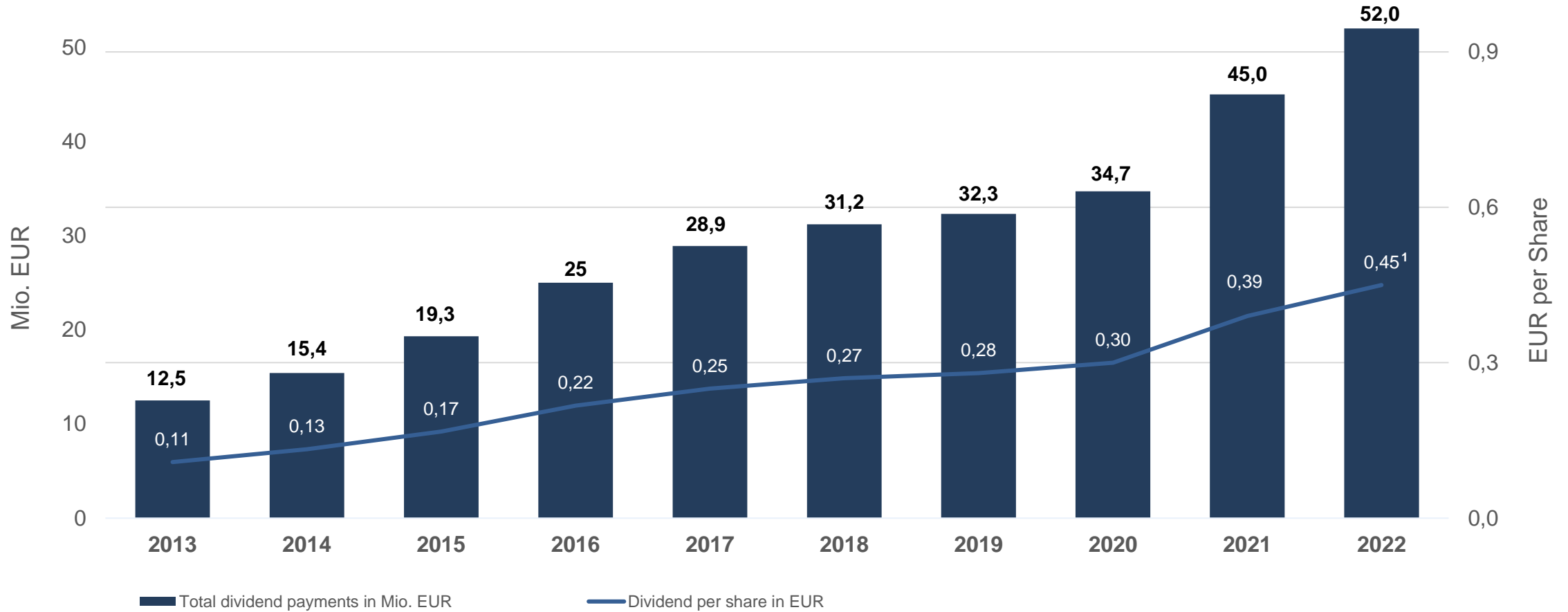


Equity & Liabilities



TOP 2: Dividend Proposal – Increase to 0.45 Euro per Share

Development dividend per share and total dividend payment



Further Agenda Items

- 1. TOP 6:**
Authorization to hold a virtual Annual General Meeting
- 2. TOP 7:**
Enabling the virtual participation of supervisory board members in the annual general meeting

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Financial Results Q1-23



Key Messages Q1-23

1. Successful start to the year & well on track to reach outlook FY-23
2. As planned: Substantial progress on our journey to a subscription and SaaS centric business model in all segments
3. We are well positioned to achieve above-market growth and shareholder returns in the medium- to long-term, capitalizing on our leading positions in structurally growing industries

Key Financial Highlights Q1-23: Successful Start to the Year



Revenues:
**+6.5% (FX adj.: +5.5%) to
EUR 204.6m**



EBITDA:
**-12.7% (FX adj.: -10.8%) to
EUR 61.0m**



Cash Conversion:
123%



ARR:
**+23.5% to
EUR 597.4m**



EBITDA margin:
29.8%



Net Cash Position:
EUR 189.1m



Subscription/SaaS Revenues:
**+40.6% (FX adj.: +38.9%) to
EUR 63.8m**



Earnings per Share:
EUR 0.31 (-14.9%)



Equity Ratio:
58.0%

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Guidance 2023 and Ambition 2024 & 2025



Key Messages

1. Record results in FY-2022 with challenging Design markets in Europe and the successful start of Bluebeam's subscription/SaaS transition
2. Long-term structural growth drivers in our industries remain intact
3. We are positioned for growth and continued value creation: our increasing share of recurring and subscription/SaaS revenues provide greater visibility, resilience and profitability
4. Attractive growth and margin development even during our subscription/SaaS transition in 2023
5. Significantly above-market growth in the medium- to long-term, capitalizing on our leading positions in structurally growing industries

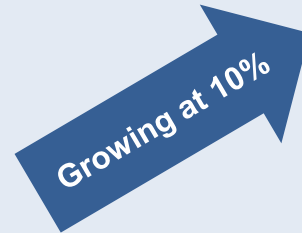
Massive Market Opportunity – AEC/O & Media

AEC/O Software Market

Planning +
Design



Build +
Construct



Manage + Operate

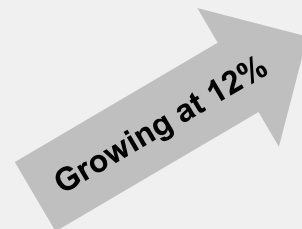
Long Term Structural Growth Drivers:

- Very low degree of digitalization
- Regulation
- Efficiency needs (cost & time)
- Green buildings & carbon footprint
- Increased material & energy prices
-

Media & Entertainment Market



3D Animation



Long Term Structural Growth Drivers:

- Increasing demand for digital content creation
- 3D animation
- Metaverse
- AR/VR
- Gaming
- ...

Guidance 2023 and Ambition 2024 & 2025

2022	Guidance	Ambition	
Starting Point	2023	2024	2025
<p>ARR: EUR 581.7m</p> <p>Revenue: EUR 801.8m</p> <p>EBITDA Margin: 32.0%</p> <p>Share Recurring Revenue: 66%</p>	<p>ARR Growth: > 25%</p> <p>Share Recurring Revenue: > 75%</p> <p>Revenue Growth: 4% - 6% (at constant currencies)</p> <p>EBITDA Margin: 28% - 30%</p>	<p>Revenue Growth: Double digit percentage growth</p> <p>EBITDA Margin: > 30%</p> <p>Share Recurring Revenue: ~85%</p>	<p>Revenue Growth: Significantly above market – At least Mid-teens</p>

Guidance 2023:

Please note: The guidance is based on the assumption that there will be no material change in the economic conditions during the course of 2023 and that the war in Ukraine & geopolitical tensions will not escalate further.

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