

Nemetschek Group

German Corporate Conference 2021 Company Presentation

January 2021 | Dr. Axel Kaufmann, Spokesman & CFOO



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Company Overview

Nemetschek's Key Figures: 5 Years - 5 Achievements



We generate high shareholder returns¹

5-year TSR¹:

- | Nemetschek: ~600%
- | Peer group²: ~95%
- | TecDAX : ~90%



We outperform our peers in terms of growth²

5-year revenue CAGR:

- | Total growth: 21%
- | Organic growth: 13%
- | Peer group²: <10%



We have become a truly global player

5-year US revenue CAGR:

- | >40% in the world's largest and most competitive AEC market



Strong EPS development

5-year EPS CAGR:

- | 26%

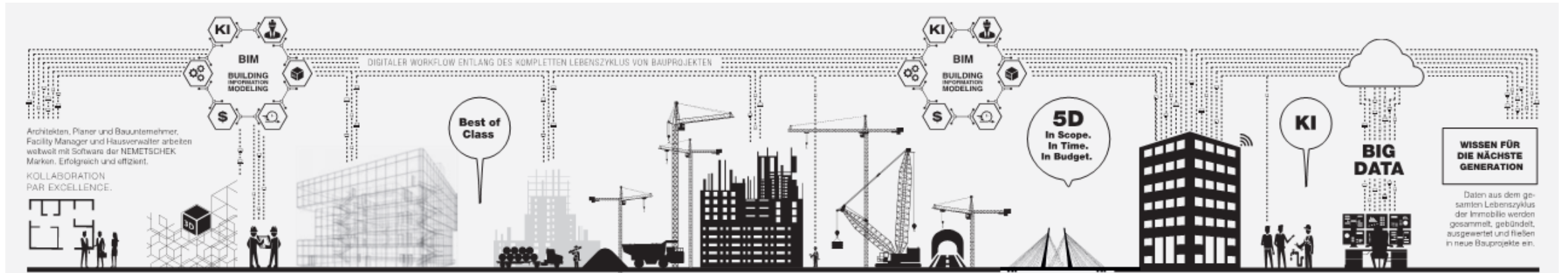


Sustainable dividend policy with continuous growth

5-year CAGR:

- | 21%

NEMETSCHKEK GROUP Provides Expertise Along the Complete AEC Value Chain



Planning & Design



Build & Construct



Operate & Manage

Program Management, Planning

Modeling & Design Development

Structural Design & Analysis

Detailing, Engineering Consultants, Fabrication

Quality Control, Clash Detection,

Estimation & Scheduling

Collaboration, Documentation

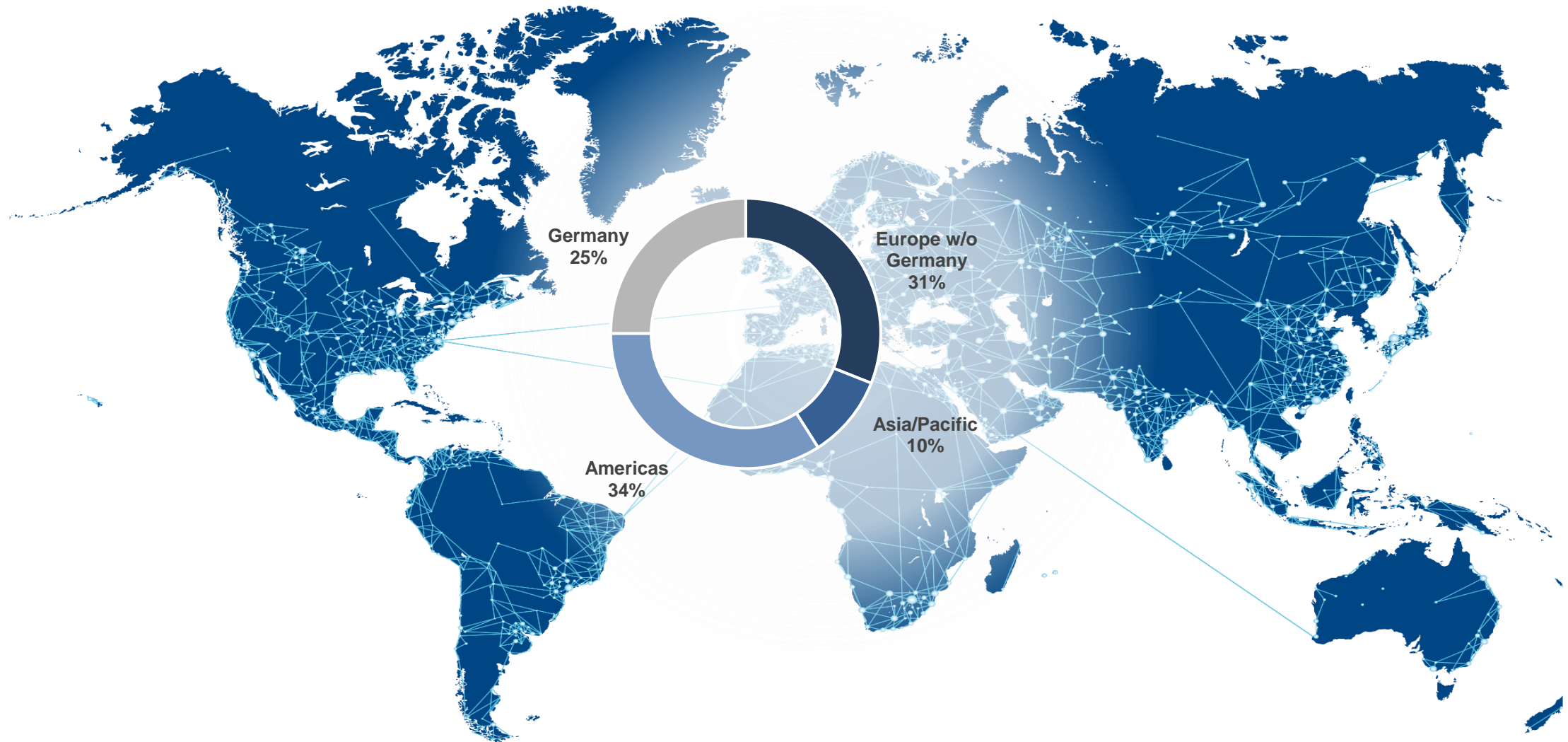
Property Management

IWMS/ Smart Buildings

Media: AEC Renderings, Animation & Visual Effects for Gaming, Movies



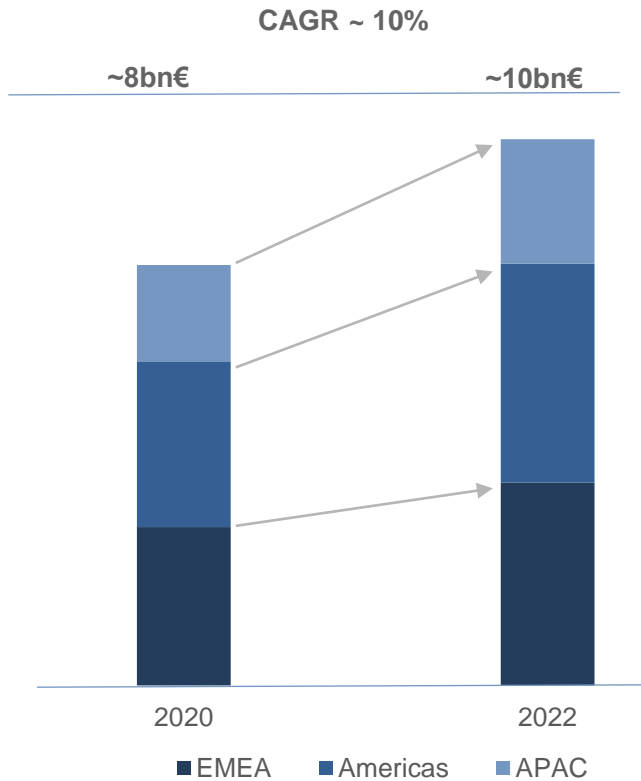
Global Player in more than 78 Locations with Users in 142 Countries



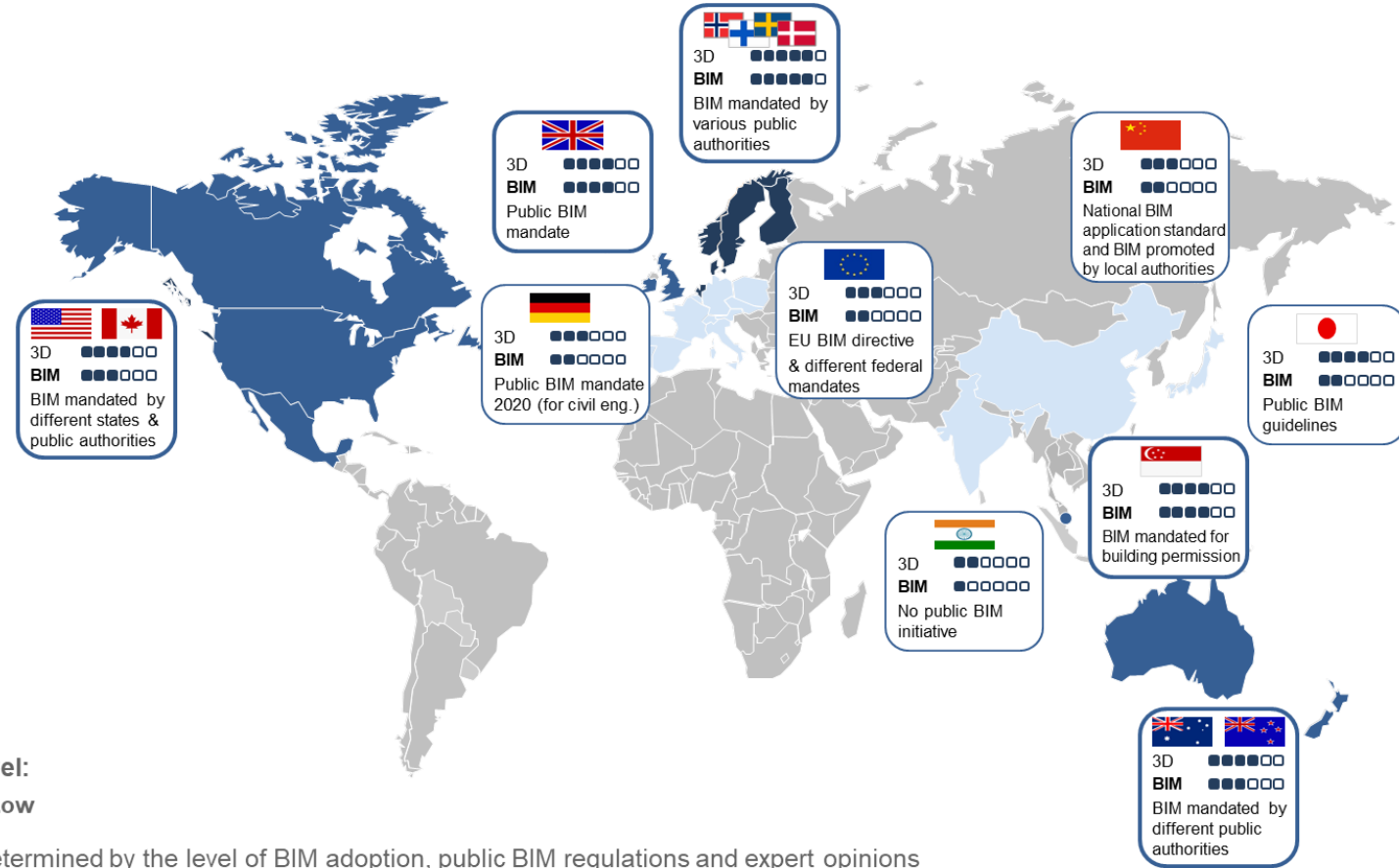
Our markets: AEC BIM Software Market offers huge potential

AEC Software Market

End-user expenditure in bn €



BIM Maturity Map



Source: Cambashi BIM Design Observatory 2020, internal research.

Sustainability: Gaining a Greater Importance for Our Customers

The FOOTPRINT of the Building Industry



Buildings and construction account for

- | **36%** of global final energy use and
- | **39%** of energy-related CO2 emissions



During the construction phase

- | **10%** of materials are wasted
- | **30%** of construction is rework

In **90%** of all projects, time or cost overruns occur.

The HANDPRINT of our Customers

Sustainable Building

Working with solutions from the Nemetschek Group, improves efficiency and productivity along the entire value chain



Planning & Design

- | Less errors and rework through cross-functional planning
- | Exact calculation of materials



Build & Construct

- | Optimized usage of resources and materials (incl paper)



Operate & Manage

- | More efficient usage of office spaces and energy



Rebuild & Demolition

- | Easier reconstruction of buildings
- | Reusage of raw materials after demolition

Sources: Global Status Report 2019, UN Environment and the International Energy Agency; Engineering-News Record 2018/2019.

Nemetschek Is Well Positioned!

Nemetschek SE

Attractive End-markets

- | Huge growth potential
- | Structural long-term growth drivers (low degree of digitalization)
- | Growth supported by regulation

Unique market position

- | Best in class products
- | Product offering along the complete AEC value chain
- | Leader in Open BIM
- | Close proximity to customers within our 4 divisions

Attractive business model

- | Highly profitable
- | Strong Cash conversion (~ 90%)
- | High share of recurring revenues (approx. 60%)
- | High returns (ROCE > 20%)

Strong financial position

- | Very healthy balance sheet
- | Net debt/EBITDA: < 0.1x
- | Equity ratio: 45%
- | EUR 200m credit line secured
- | Long-term anchor shareholder

Value accretive M&A

- | Strong track record of bolt-on acquisitions (e.g. Bluebeam)
- | Disciplined approach
- | Substantial financial fire power
- | Focus on long-term value generation

Operating mode via four strong divisions with leading global brands

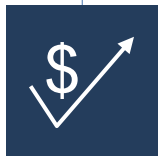
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Fiscal Year 2020 & Outlook

Key Business Highlights 9M-2020: Resilient Development in Uncertain Environment



Solid Financial Performance



Revenues:
+7.6% (FX adj.: +7.8%) to € 436.8m



EBITDA margin:
29.6% (FX adj.: 29.5%)



Recurring revenues:
+22.0% (FX adj.: +22.3%)
Subscription revenues:
+84.2% (FX adj.: +85.2%)



EPS:
+2.7%¹ to € 0.59



Share recurring revenues:
61% (vs. 9M-19: 54%)



High cash conversion:
88.6% (9M-2019: 95.5%)

M&A Activities



Media & Entertainment Division:

Q1-2020: Red Giant by Maxon
9M-2020: Integration of Red Giant and Redshift progressing as planned. Expected to finish by Q1-21



Planning & Design Division:

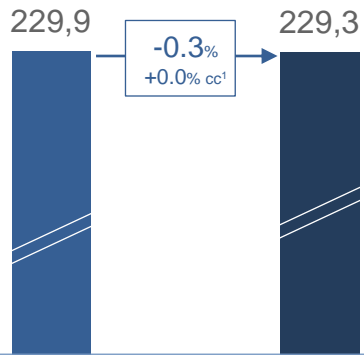
Q2-2020: ADAPT by RISA. Strengthens structural engineering competence in the US

9M Segment view: Design recovering, Build remains strong, Manage still burdened by Covid-19



Design

Revenue in €m



9M-19

9M-20

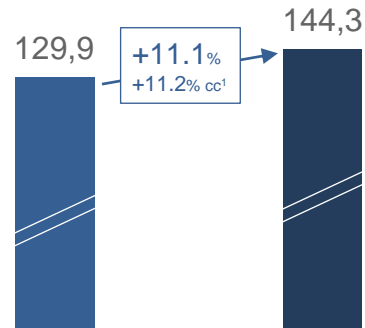
Margin 30.4% 33.2%

9M-20: FX adjusted EBITDA margin: 32.7%

Q3-20: revenue: +2.4%, EBITDA margin: 37.6%



Build



9M-19

9M-20

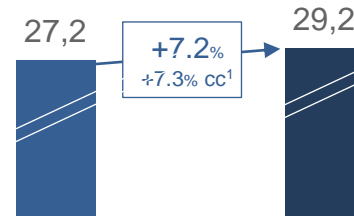
Margin 34.9% 38.0%

Bluebeam with largest contribution to revenue and margin increase

Q3-20: revenue: +6.3%, EBITDA margin: 37.8%



Manage



9M-19

9M-20

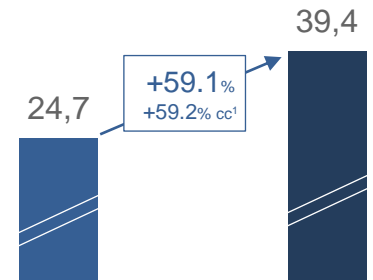
Margin 14.8% 14.1%

9M-20: Revenue still burdened by Covid-19, esp. in Services

Q3-20: revenue: -0.6%, EBITDA margin: 14.5%



Media



9M-19

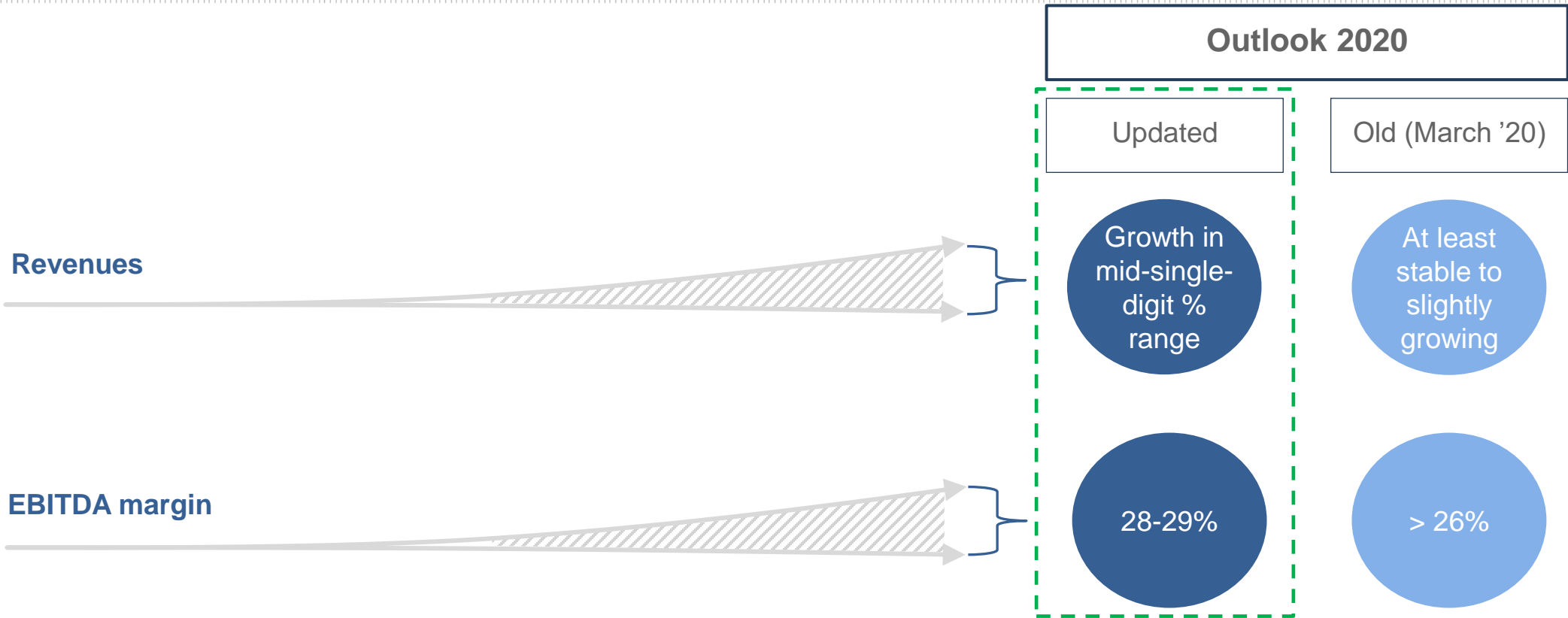
9M-20

Margin 34.8% 28.9%

Continued move towards subscription, integration costs dilutes margin

Q3-20: revenue: +66.9% (organic: +20.0% cc¹), EBITDA margin: 32.7%

Updated Outlook 2020: Guidance upgrade after the first nine months of the year



Outlook 2020:

- | Revenues: Growth expected to be in the mid-single-digit percentage range (previously: At least stable to slightly growing)
- | EBITDA margin: 28-29% (previously: > 26%)
- | Please note: Guidance reflects the still high degree of uncertainty regarding the macroeconomic outlook for the remainder of the year

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Appendix



Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 4 customer-oriented divisions with 16 strong brands
- ~6.0 million users around the world
- Highest quality, user-friendly, innovative
- Growth drivers:** Digitalization in AEC far behind other industries, BIM regulations worldwide, switch from 2D to integrated digital 3D workflow solutions

Investment Highlights

- Positioning**
 - Focus on AEC, leading in Open BIM
 - Focus on customer needs
- Financials**
 - Stable margins, healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Focus on internationalization
 - Driving innovations: Open BIM, digital workflows, collaboration
 - Organic, acquisitions

Key Figures mEUR	9M 2020	9M 2019	%YoY	%YoYcc*	FY 2019
Revenues	436.8	406.0	+7.6%	+7.8%	556.9
EBITDA	129.3	119.4	+8.2%	+8.0%	165.7
EBITDA margin	29.6%	29.4%	-	-	29.7%
EBIT	92.1	88.5	+4.1%	+3.4%	150.5
EBIT margin	21.1%	21.8%	-	-	27.0%
Net income**	67.7	66.0	+2.7%	-	127.2
EPS**	0.59	0.57	+2.7%	-	1.10
Operating cash flow	114.5	114.1	+0.4%	-	160.4
Free cash flow	24.2	34.8	-30.5%	-	76.6
Free cash flow***	107.5	132.5	-18.9%	-	174.5
Equity ratio in %	45.3%	38.7%	-	-	40.7%
Net cash	-5.2	-15.2	-	-	21.0
Headcount	3,067	2,838	+8.1%	-	2,875

*constant currency **previous year w/o one-time effect from the Docuware sale ***w/o M&A investments

Business Overview – Covering complete value chain in AEC + Media

Architecture · Engineering · Construction (AEC)

Divisions	DESIGN		BUILD	MANAGE	MEDIA & ENTERTAINMENT			
	ALLPLAN	GRAPHISOFT.	NEVARIS	CREM SOLUTIONS	MAXON			
Brands	VECTORWORKS	SCIA	BLUEBEAM	SPACEWELL				
	DATA DESIGN SYSTEM	SOLIBRI	SDS/2					
	PRECAST SOFTWARE engineering	dRofus						
	IRISA	FRILO						
Revenues* (Growth)	9M 2020 229.3 (-0.3%)	FY 2019 314.6 (+10.2%)	9M 2020 144.3 (+11.1%)	FY 2019 177.7 (+25.6%)	9M 2020 29.2 (+7.2%)	FY 2019 38.5 (+178.8%)	9M 2020 39.4 (+59.1%)	FY 2019 33.9 (+23.2%)
EBITDA margin	33.2%	32.4%	38.0%	34.7%	14.1%	20.5%	28.9%	27.8%

* in mEUR

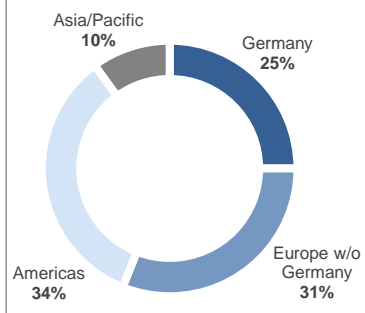
Guidance	FY 2020
Revenue	Mid single-digit growth (Formerly: stable to slight increase)
EBITDA margin	28% - 29% (Formerly: > 26%)

Management Team	
Dr. Axel Kaufmann	Spokesman, CFOO & CDO Media & Ent.
Viktor Várkonyi	Chief Division Officer, Planning & Design
Jon Elliott	Chief Division Officer, Build & Construct
Koen Matthijs	Chief Division Officer, Manage & Operate

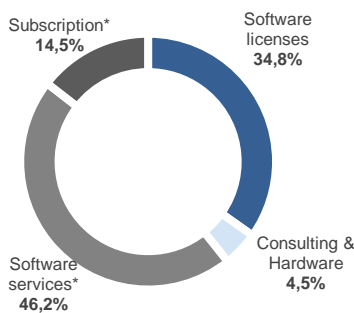
Supervisory Board	
Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog, Bill Krouch	Board Members

Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,500,000 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 6.7 billion

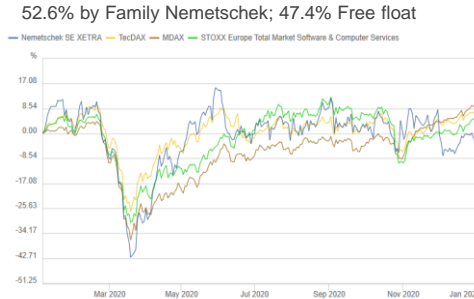
Revenues by Regions (9M 2020)



Revenues by Type (9M 2020)



Shareholder Structure & Share Price Development



* = Recurring revenues in total: 60.8%

Contact

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Thank you

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