



# Nemetschek SE Virtual General Annual Meeting 2022

**Yves Padrines, CEO**

**Dr. Axel Kaufmann, CFOO**

Munich | May 12, 2022

**NEMETSCHKEK**  
GROUP®



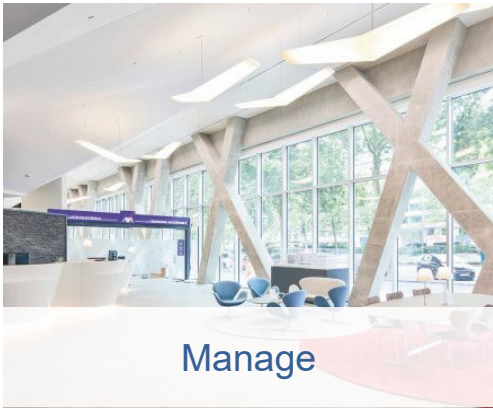


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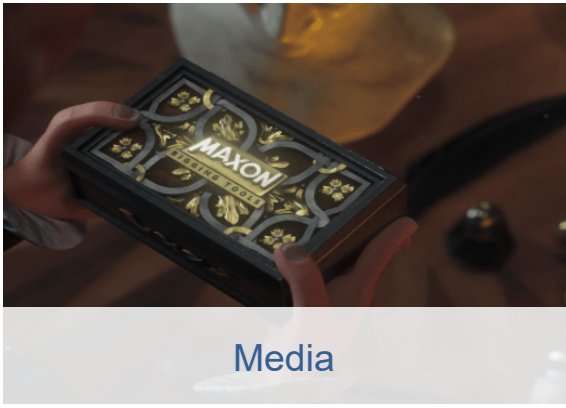
# Overview Nemetschek Group & Financial Year 2021

# Leading Provider in AEC/O and Media

Architecture • Engineering • Construction • Operation (AEC/O) (TAM > EUR 30bn)



3D Animation Market  
(TAM > EUR 15bn)



ALLPLAN

FRILO

GRAPHISOFT

RISA

SCiA

SOLIBRI

VECTORWORKS

BLUEBEAM

dRofus

NEVARIS

CREMSOLUTIONS

SPACEWELL

MAXON

Digitalization along the entire AEC/O lifecycle

Leading player in  
M&E industry



# Strategic Highlights FY-21

## Start-up Investments / M&A

### Design:

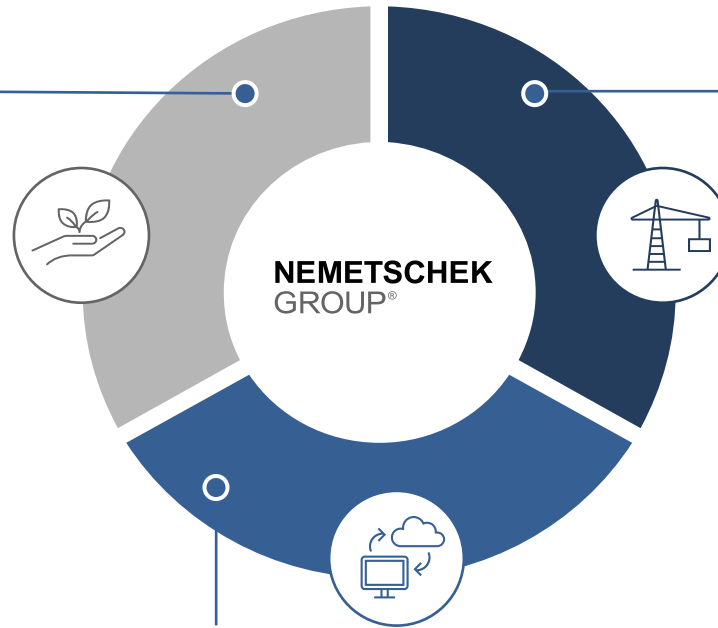
- Venture investment in Imerso

### Build:

- Venture investments in Sablono
- Venture investments in Reconstruct

### M&E:

- Acquisition of Pixologic



## Operational Excellence

### Design:

- Allplan and SDS2 join forces
- Brands Graphisoft and Data Design System merge

### Build:

- dRofus now part of Build segment

### M&E:

- Full-fledged integration of Redshift & Red Giant into Maxon
- Successful subscription transition completed

## Innovation & Technological Leadership

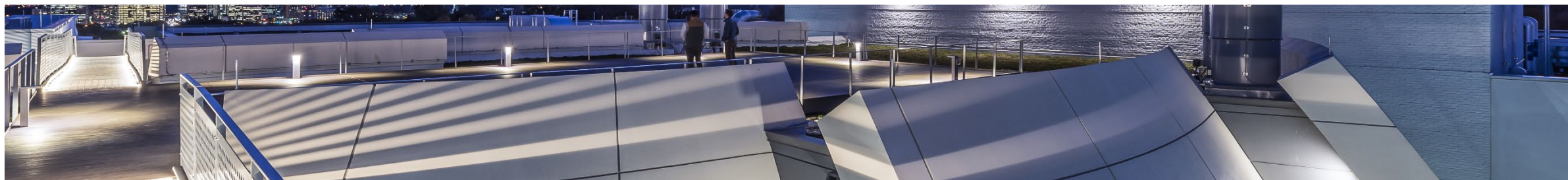
### Build:

- Increased cloud and mobile capabilities

### M&E:

- Flagship product Maxon ONE
- Significant strengthening of the segment

# Key Business Highlights FY-2021: Strong Growth Combined with High Profitability



## Outstanding Financial Performance



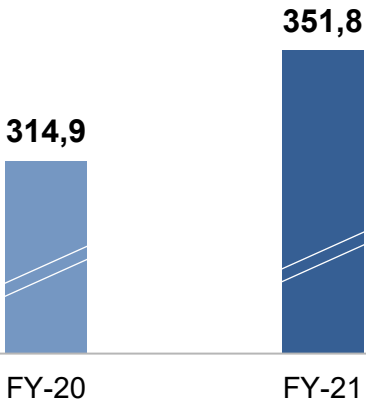
# Segment Overview: Strong Growth Across the Board



Design

Revenue in  
EURm

+11.7%  
+12.7% cc<sup>1</sup>



EBITDA Margin

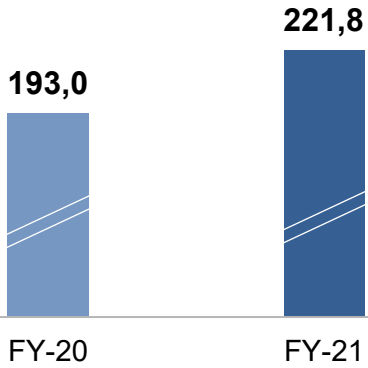
30.4%

33.8%



Build

+14.9%  
+17.1% cc<sup>1</sup>



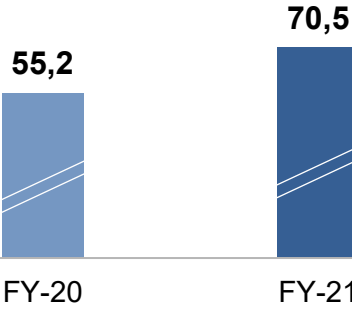
36.3%

41.1%



Media

+27.7%  
+29.8% cc<sup>1</sup>



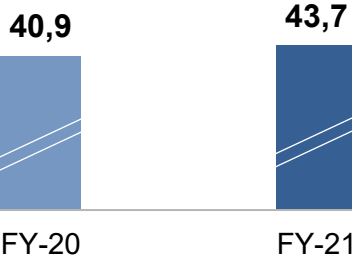
28.1 %

36.2%



Manage

+7.0%  
+6.9% cc<sup>1</sup>



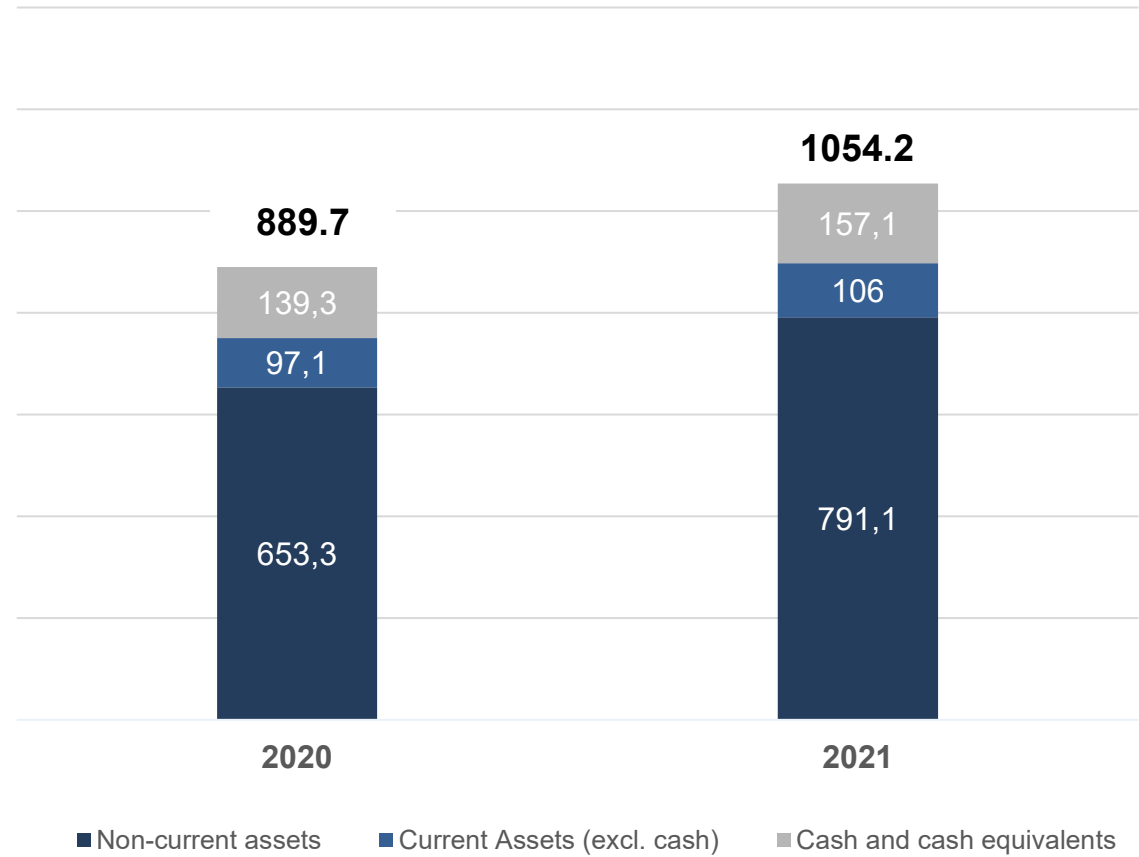
9.0%

9.3%

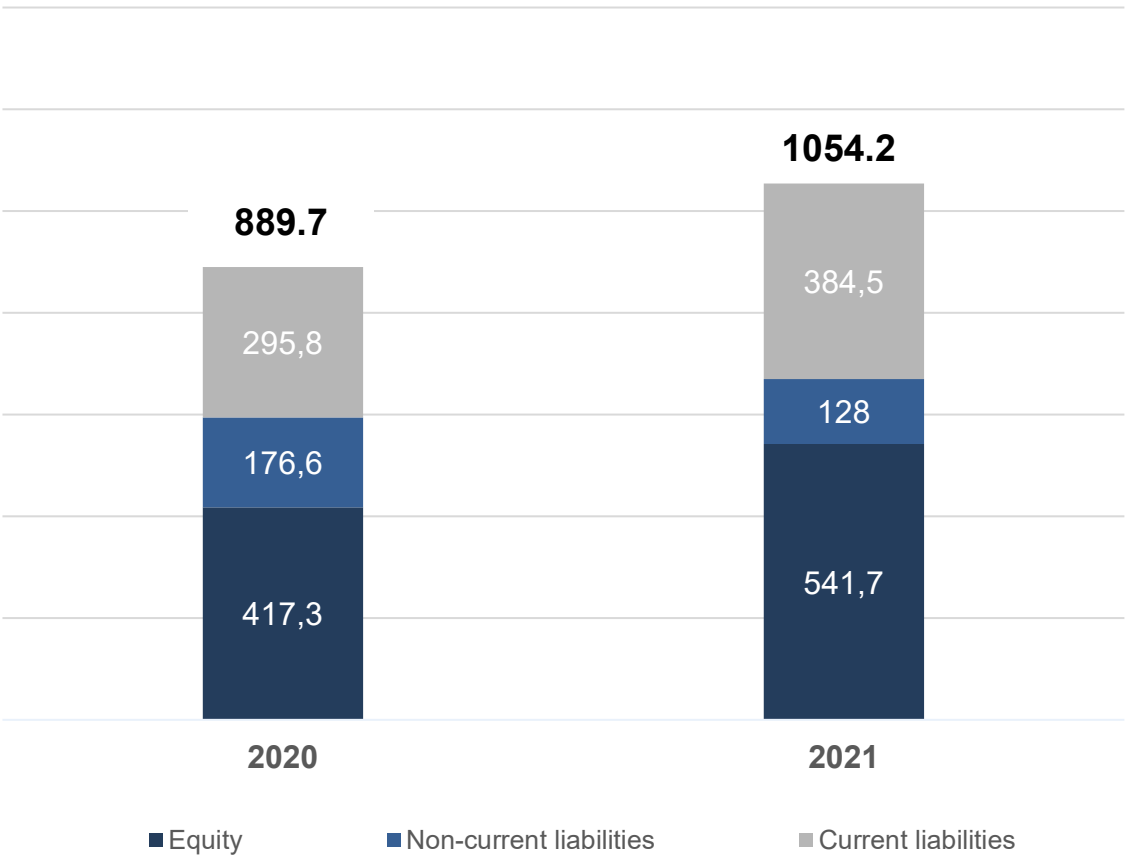
# Financial Strength: Very Solid Balance Sheet

In EURm

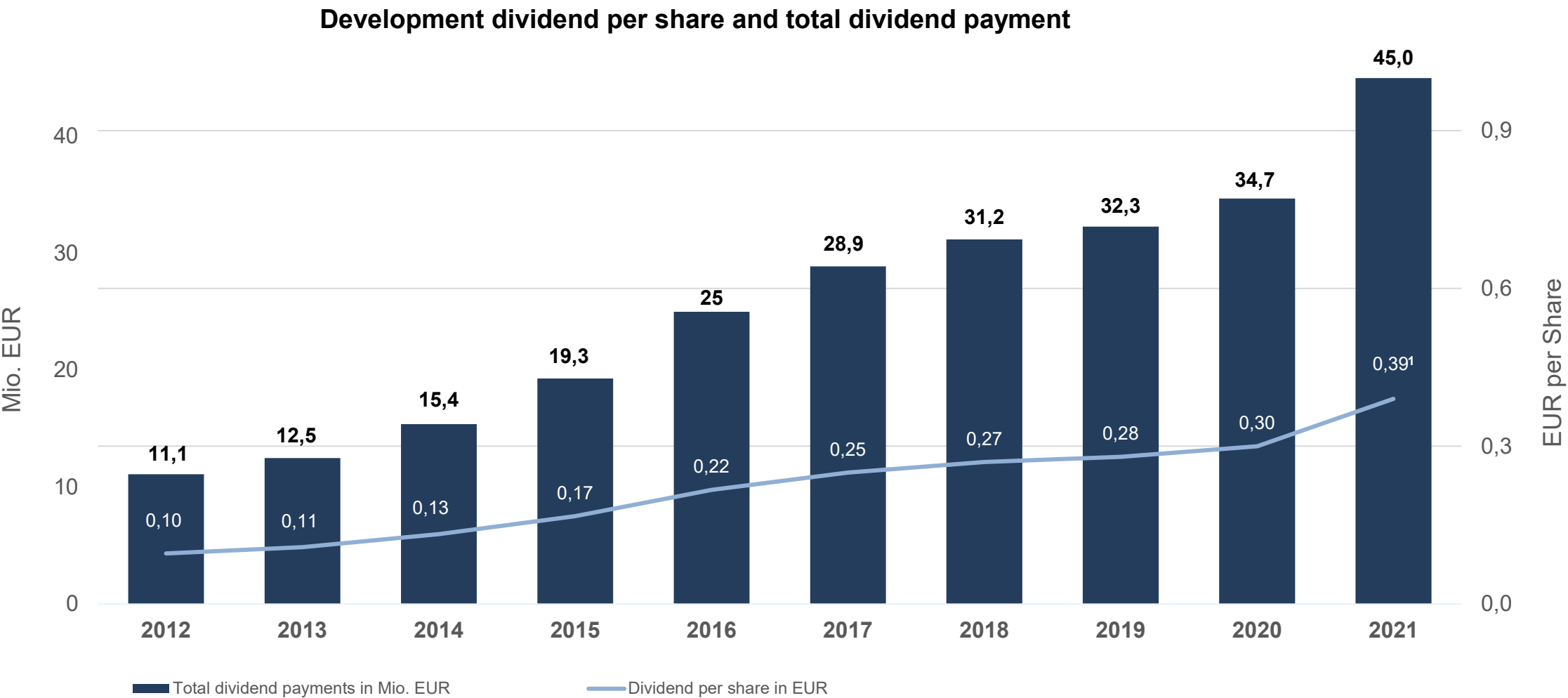
## Assets



## Equity & Liabilities

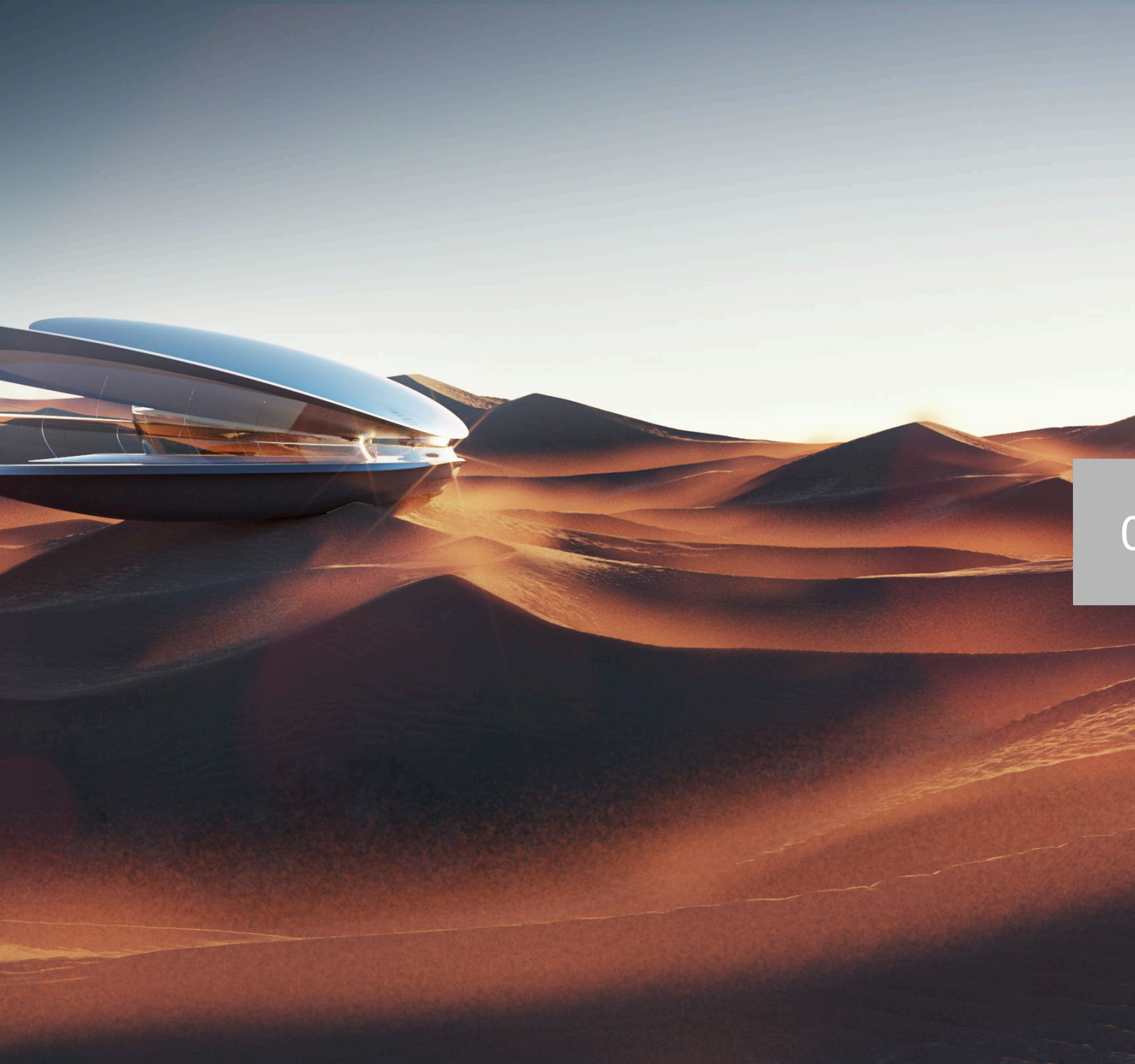


# Dividend Increase to 0.39 Euro per Share



<sup>1</sup> Proposal to the virtual Annual General Meeting on May 12<sup>th</sup>, 2022

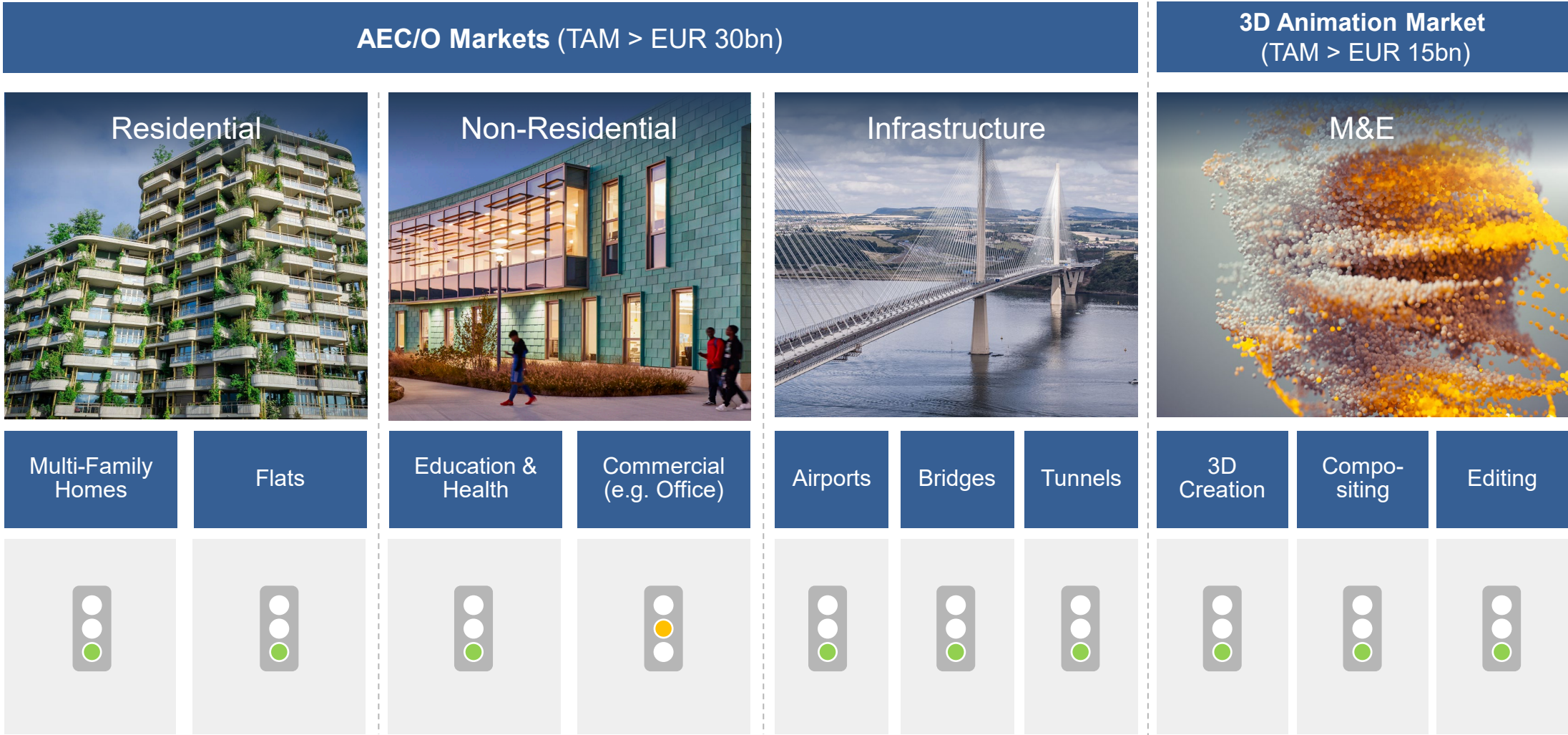




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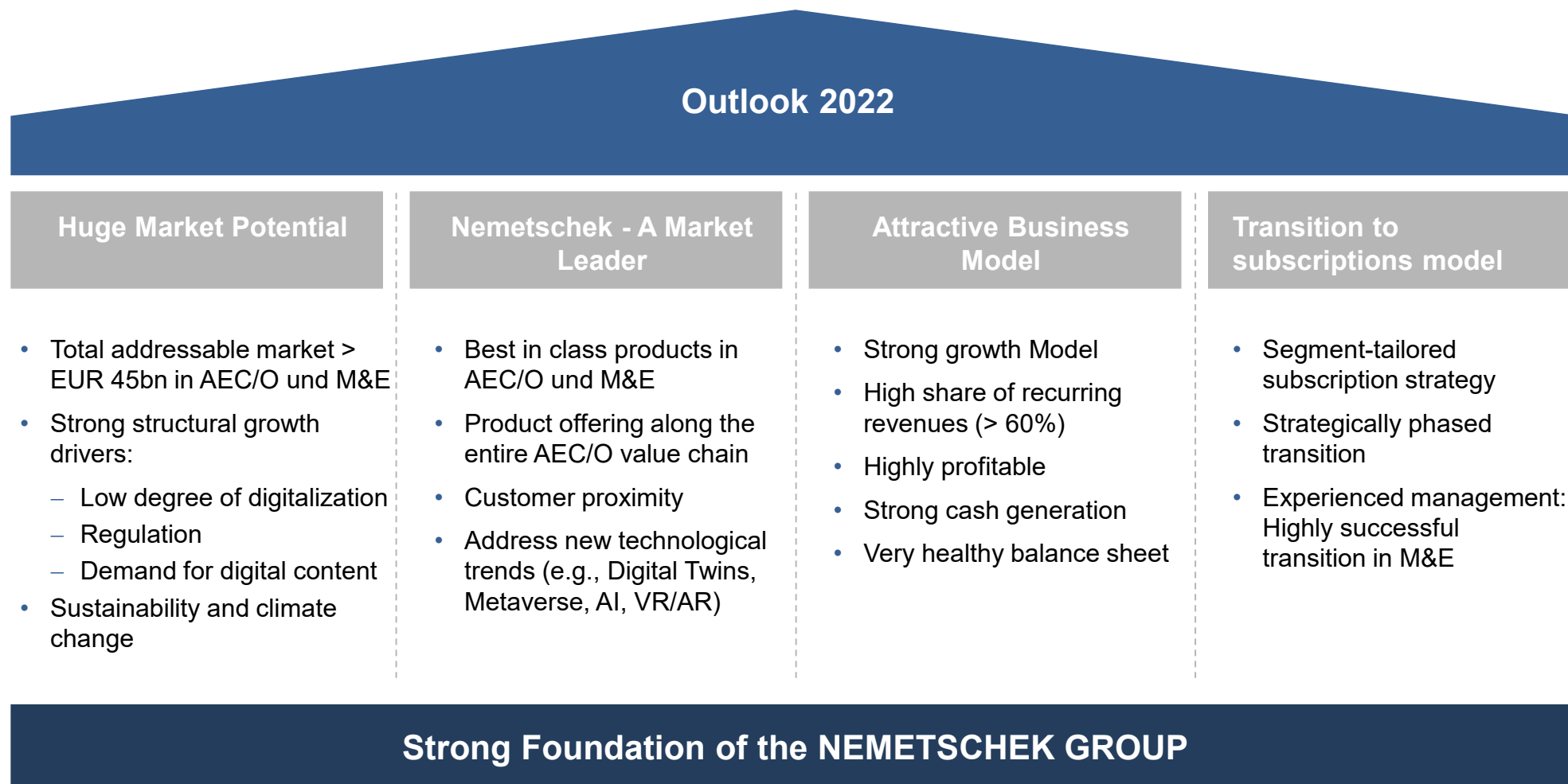
## End Markets & Strategy

# Huge Market Potential: Positive Outlook for 2022 and the Long-Term



■ Sub-Markets

# Building Blocks to Achieve our 2022 Targets







03

## **Q1 Results & Outlook 2022**

# Highlights Q1-22: Strong Start to the Year

## Revenue EURm



**+21.3%**  
+17.5% cc<sup>1</sup>

158,4

192,2

Q1-21

Q1-22

## Recurring Revenue EURm



**+25.6%**  
+21.6% cc<sup>1</sup>

96,1

120,7

Q1-21

Q1-22

## EBITDA EURm



**+40.9%**  
+33.7% cc<sup>1</sup>

49,6

69,8

Q1-21

Q1-22

## Earnings per Share EUR



**+44.7%**

0,25

0,37

Q1-21

Q1-22

# Optimistic to Achieve Outlook 2022 after Strong First Quarter

## 2021



Revenue:  
**EUR 681.5 m**  
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.





**Thank you for visiting the Nemetschek SE  
Virtual General Annual Meeting 2022**

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