

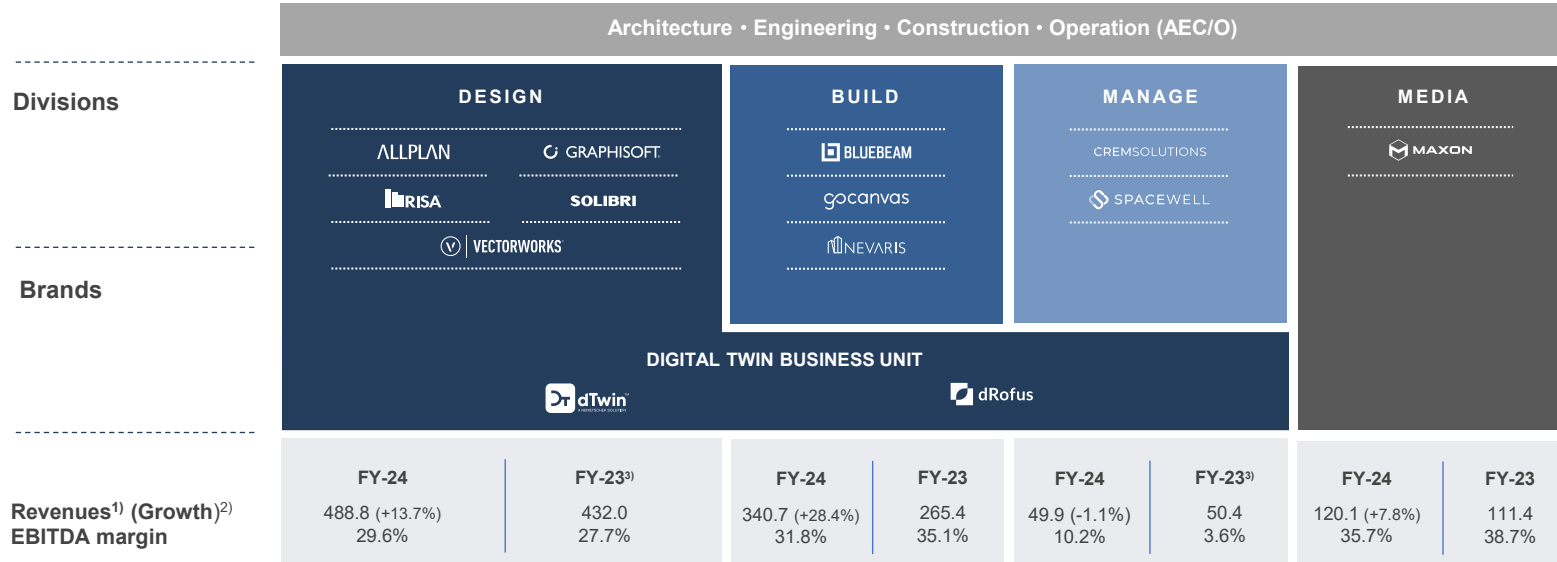
## Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global OPEN BIM software provider in AEC/O and Media with 4 customer-oriented divisions
- ~7.0 million users around the world in 142 countries
- **Growth drivers:** Digitalization in AEC/O far behind other industries, BIM regulations, new technologies such as AI, Digital Twin, Machine Learning

## Investment Highlights

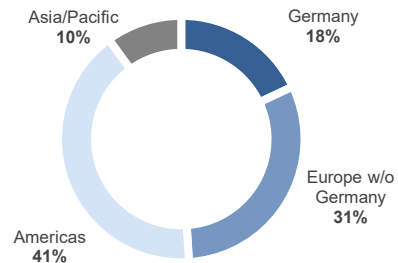
- Positioning**
  - Focus on AEC/O & Media
  - Focus on customer delight
- Financials**
  - High margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Digital Twin, OPEN BIM, digital workflows, collaboration, AI
  - Organic, acquisitions

## Business Overview – Covering the complete value chain in AEC/O + Media

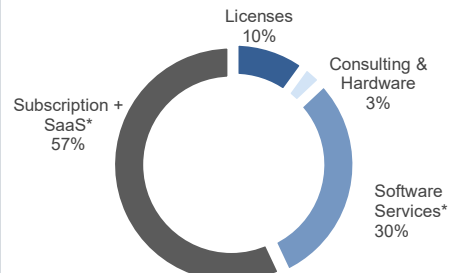


1) in mEUR 2) in constant currency 3) As a result of the strategic reclassification of the Digital Twin Business Unit from the Manage to the Design segment prior year figures were restated for comparability reasons.

### Revenues by Regions (FY-24)



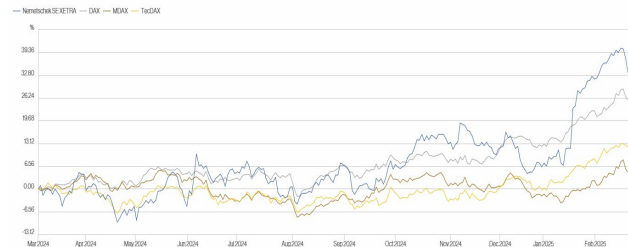
### Revenues by Type (FY-24)



\* = Recurring revenues in total: 87%

### Shareholder Structure & Share Price Development

51% by Family Nemetschke; 49% Free float



\*constant currency \*\*Previous year figures as of Dec.31, 2023 \*\*\*before dilution & M&A related costs

Key Figures mEUR	FY-24	FY-23	%YoY	%YoYcc*	%YoY organic
ARR	1,019.9	718.6	+41.9%	+41.6%	+34.6%
Revenues	995.6	851.6	+16.9%	+17.2%	+13.7%
EBITDA	301.0	257.7	+16.8%	+15.3%	+16.9%
EBITDA margin	30.2%	30.3%	-	-	-
Organic EBITDA margin	31.1%	30.3%	-	-	-
EBIT	234.2	199.5	+17.4%	-	-
EBIT margin	23.5%	23.4%	-	-	-
Net income (Group shares)	175.4	161.3	+8.8%	-	-
EPS	1.52	1.40	+8.8%	-	-
Free cash flow before M&A	293.5	240.6	+22.0%	-	-
Cash conversion rate	101.9%	98.1%	-	-	-
Equity ratio in %**	44.2%	61.4%	-	-	-
Net cash**	-294.6	261.2	-	-	-
Headcount	3,894	3,429	+13.6%	-	-

### Outlook FY 2025

Revenue growth	17% - 19% (at constant currencies)
M&A contribution	~ 350 Basis Points
EBITDA margin	~ 31%

### Executive Board

CEO	Yves Padrines
CFO	Louise Öfverström
Member of the Executive Board	Usman Shuja

### Supervisory Board

Chairman	Kurt Dobitsch
Deputy Chairman	Dr. Gernot Strube
Members	Iris Helke, Bill Krouch, Christine Schöneweis, Dr. Andreas Söffing

### 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 12.9 billion

# Factsheet 2025

## Challenges in Construction Industry

### Over-spending

90% of all construction projects struggle with budget and time overruns

### Carbon Emissions

40% of the global carbon emissions are caused by the construction industry

### Aging Assets

42% of global buildings and infrastructures are close to end of life

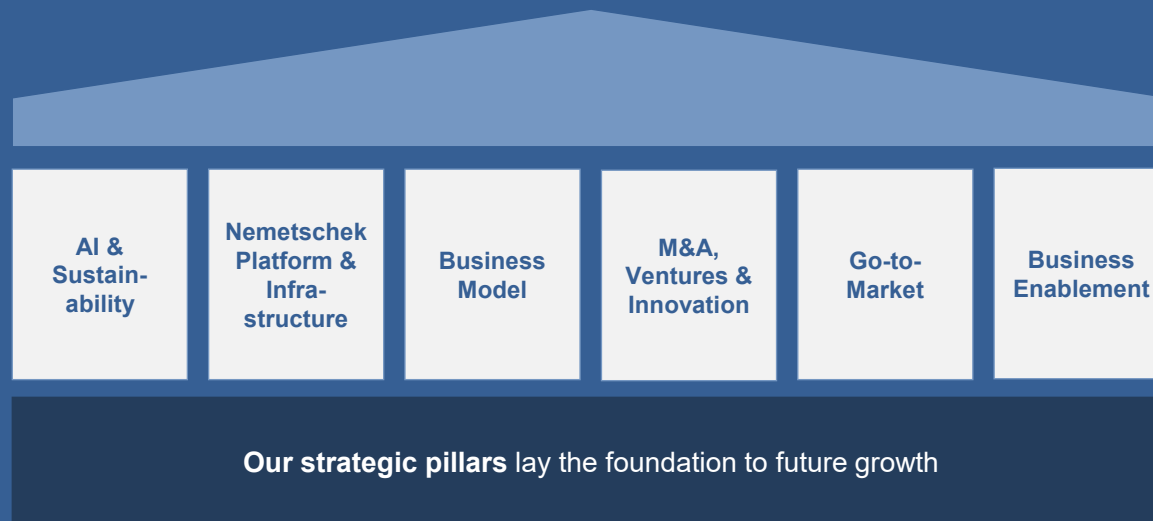
### Waste

20% of all material is wasted due to inaccurate planning

### Labor Shortage

41% of AEC workers expect to retire by 2031 (1/3 are currently 55+)

## Strategic Focus Areas



## Our addressable software market shows a strong growth of ~10% CAGR

	TAM FY24	TAM FY28	Market CAGR 24-28
Planning & Design	8.8 Bn EUR	12.5 Bn EUR	~ +9%
Build & Construct	5.7 Bn EUR	9.1 Bn EUR	~ +12%
Operate & Manage	8.6 Bn EUR	11.7 Bn EUR	~ +8%
Media & Entertainment	5.3 Bn EUR	7.8 Bn EUR	~ +10%