

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

Architecture • Engineering • Construction • Operation (AEC/O)

**DESIGN**

ALLPLAN   GRAPHISOFT

RISA   SOLIBRI

VECTORWORKS

**BUILD**

BLUEBEAM

gocanvas

NEVARIS

**MANAGE**

CREMSOLUTIONS

SPACEWELL

**MEDIA**

MAXON

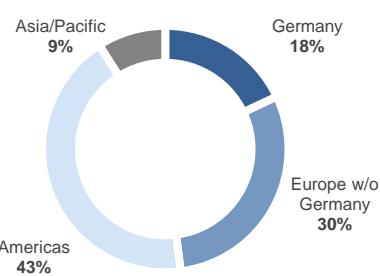
**DIGITAL TWIN BUSINESS UNIT**

dTwin   dRofus

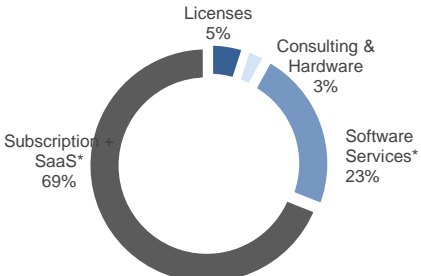
<b>Q1-25</b>	<b>FY-24</b>	<b>Q1-25</b>	<b>FY-24</b>	<b>Q1-25</b>	<b>FY-24</b>	<b>Q1-25</b>	<b>FY-24</b>
128.9 (+11.4%)	488.8 (+13.7%)	112.4 (+63.0%)	340.7 (+28.4%)	12.8 (+2.6%)	49.9 (-1.1%)	29.4 (-1.6%)	120.1 (+8.2%)
23.8%	29.6%	35.1%	31.1%	10.9%	10.2%	31.0%	35.7%

1) in mEUR 2) in constant currency

Revenues by Regions (Q1-25)



Revenues by Type (Q1-25)



\* = Recurring revenues in total: 92%

Shareholder Structure & Share Price Development

51% by Family Nemetschek; 49% Free float



\*constant currency

Key Figures mEUR	Q1-25	Q1-24	%YoY	%YoYcc*	%YoY organic
ARR	1,038.3	743.6	39.6%	+38.1%	+30.8%
Revenues	282.8	223,9	+26.3%	+25.0%	+18.6%
EBITDA	80.7	68.3	+18.2%	+20.4%	+14.6%
EBITDA margin	28.5%	30.5%	-	-	-
Organic EBITDA margin	29.4%	30.5%	-	-	-
EBIT	62.2	54.7	+13.7%	-	-
EBIT margin	22.0%	24.4%	-	-	-
Net income (Group shares)	44.9	42.5	+5.5%	-	-
EPS	0.39	0.37	+5.5%	-	-
Free cash flow before M&A	138.9	82.1	+69.1%	-	-
Cash conversion rate	173.0%	123.8%	-	-	-
Equity ratio in %	43.7%	60.2%	-	-	-
Net cash	-185.7	334.4	-	-	-
Headcount	3,994	3,433	+16.3%	-	-

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

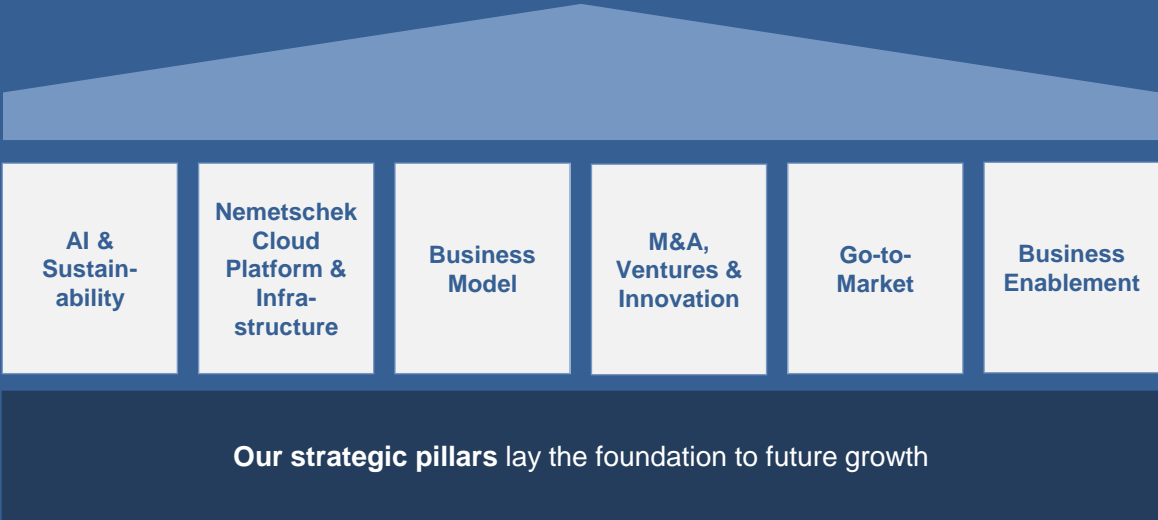
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
Number of shares / IPO	115,445,916 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 14.2 billion

# 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%