

**Welcome to the NEMETSCHKE SE virtual
Annual General Meeting 2021**

Munich | May 12, 2021

Virtual General Annual Meeting 2021

Kurt Dobitsch, Chairman Supervisory Board

Munich | May 12, 2021

Virtual General Annual Meeting 2021

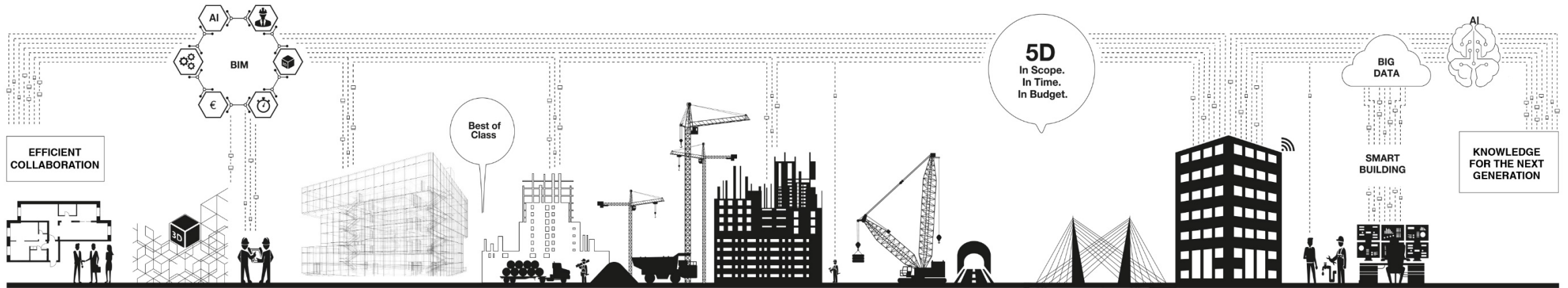
Dr. Axel Kaufmann, Spokesman & CFOO

Munich | May 12, 2021

01

Business Model and Financial Year 2020

Customer Oriented Segments in Focus



Planning & Design

GRAPHISOFT.

ALLPLAN

SOLIBRI

VECTORWORKS

SCiA

IRISA

dRofus

FRILO

PRECAST SOFTWARE engineering

DATA DESIGN SYSTEM

Build & Construct

NEVARIS

BLUEBEAM

SDS/2

Operate & Manage

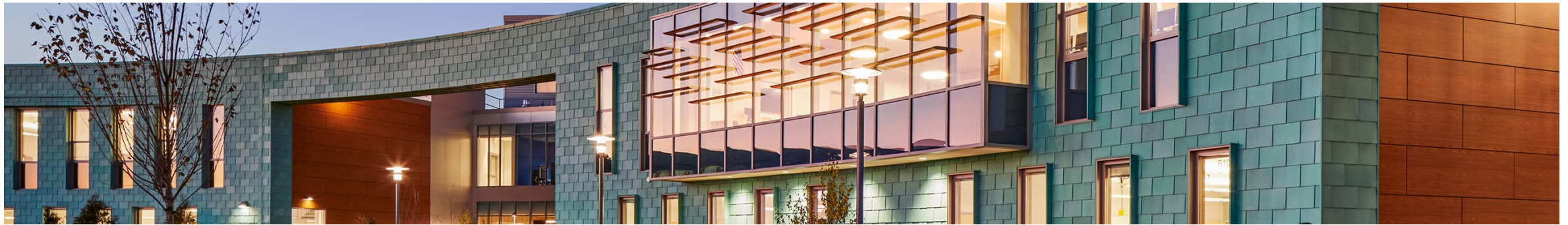
CREM SOLUTIONS

SPACEWELL

Media & Entertainment

MAXON

Business Highlights FY-2020: Successful Year Despite Challenging Environment



Financial Performance Indicators



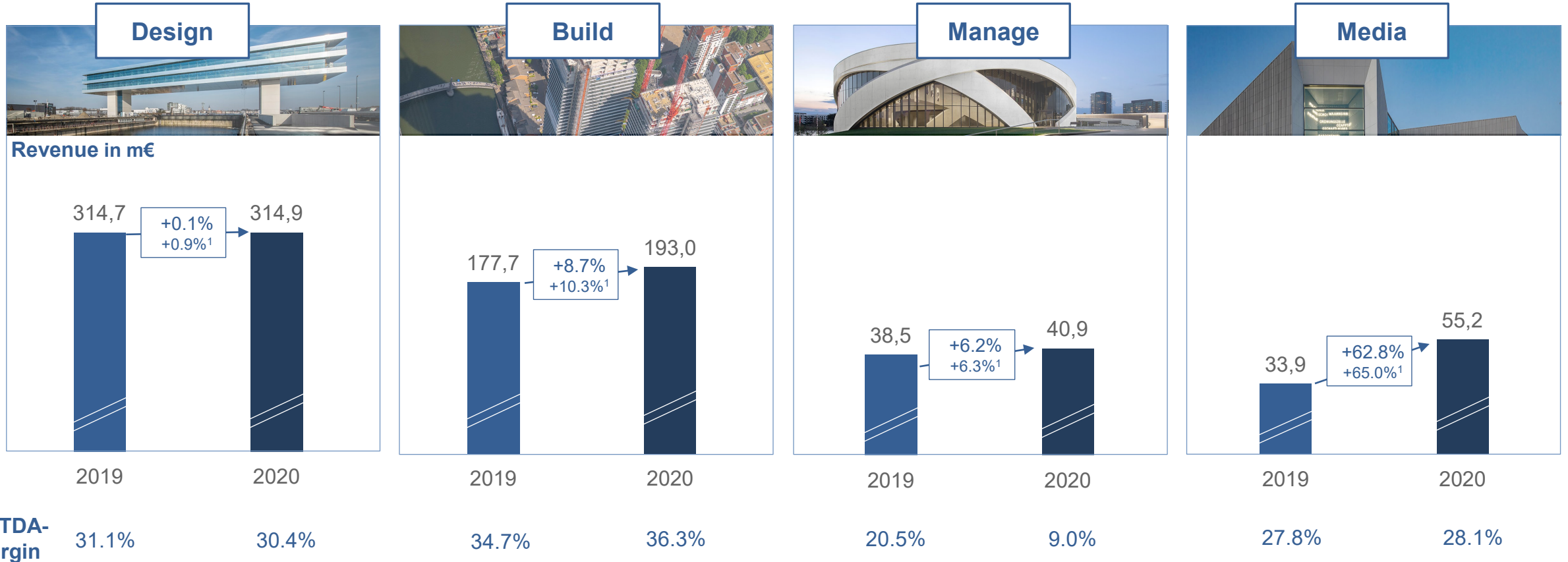
Strategic Highlights & Achievements in 2020

- Introduction of market innovations Integrated and Federated Design
- Integration of Red Giant and Redshift into Maxon
- Continued progress on strategies harmonization & efficiency initiatives (e.g. integration of Precast into Allplan)
- Acquisition of ADAPT and DEXMA
- Start-up / Ventures
- Successful subscription transition of Maxon, preparation for Bluebeam SaaS transition

⇒ **Important foundation for strong future growth**



Segment Overview – Recovery in H2

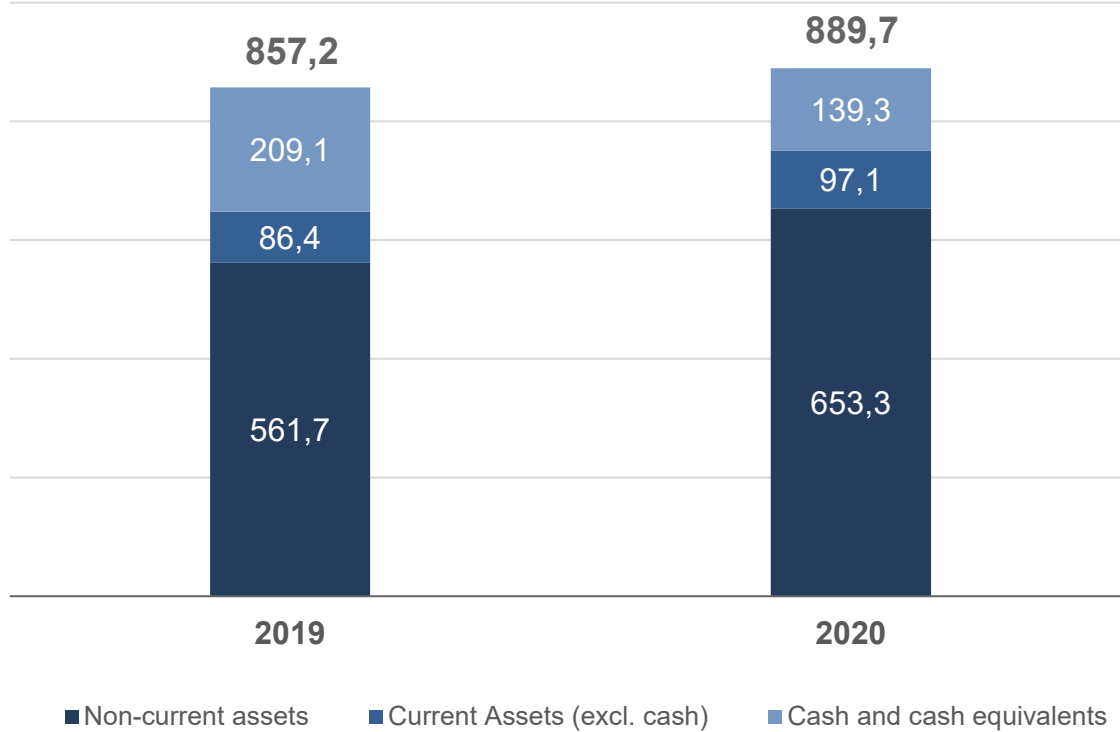


¹ Constant Currency

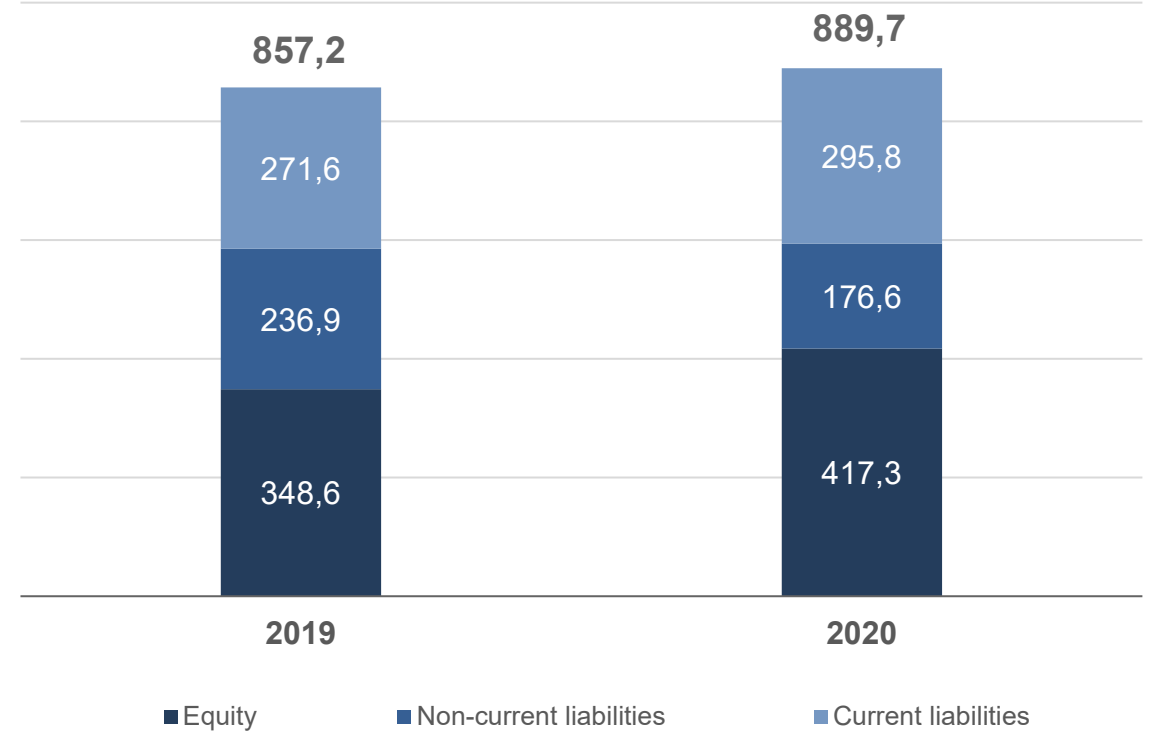
Strong Financial Position

in Mio. €

Assets

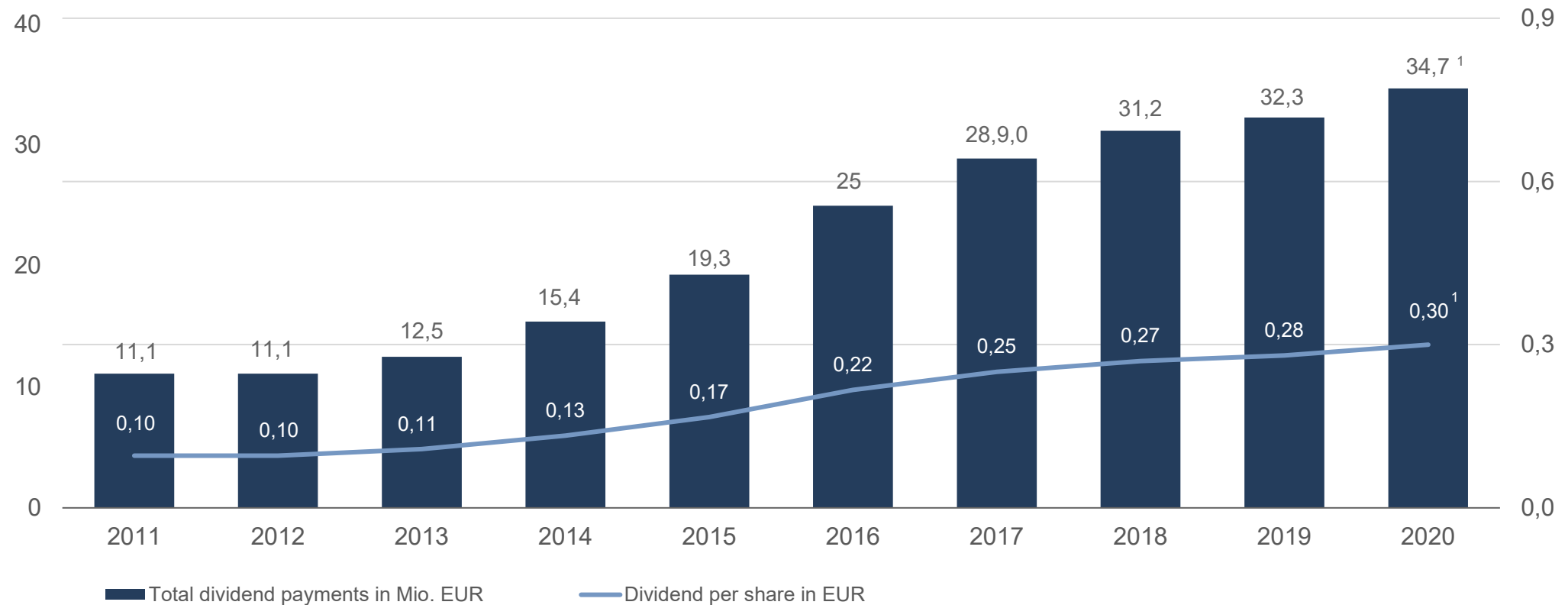


Equity & Liabilities



Dividend Increase to 0.30 EUR per Share

Development dividend per share and total dividend payment



¹ Proposal to the Annual General Meeting on May 12, 2021.

02

Focus on Market Potential and Sustainability

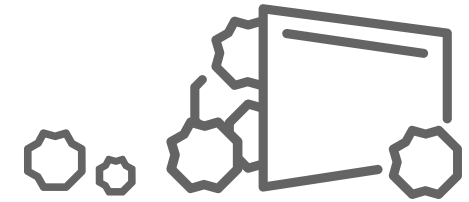
Challenges in the Construction Industry – Our Potential!

The worldwide construction market is estimated at

€10 trillion

(€3.5 trillion exc. residential)

However at least **20%** is waste



~10%

materials are wasted



~30%

of construction is rework



~40%

of projects are over budget



~90%

of projects are late



~40%

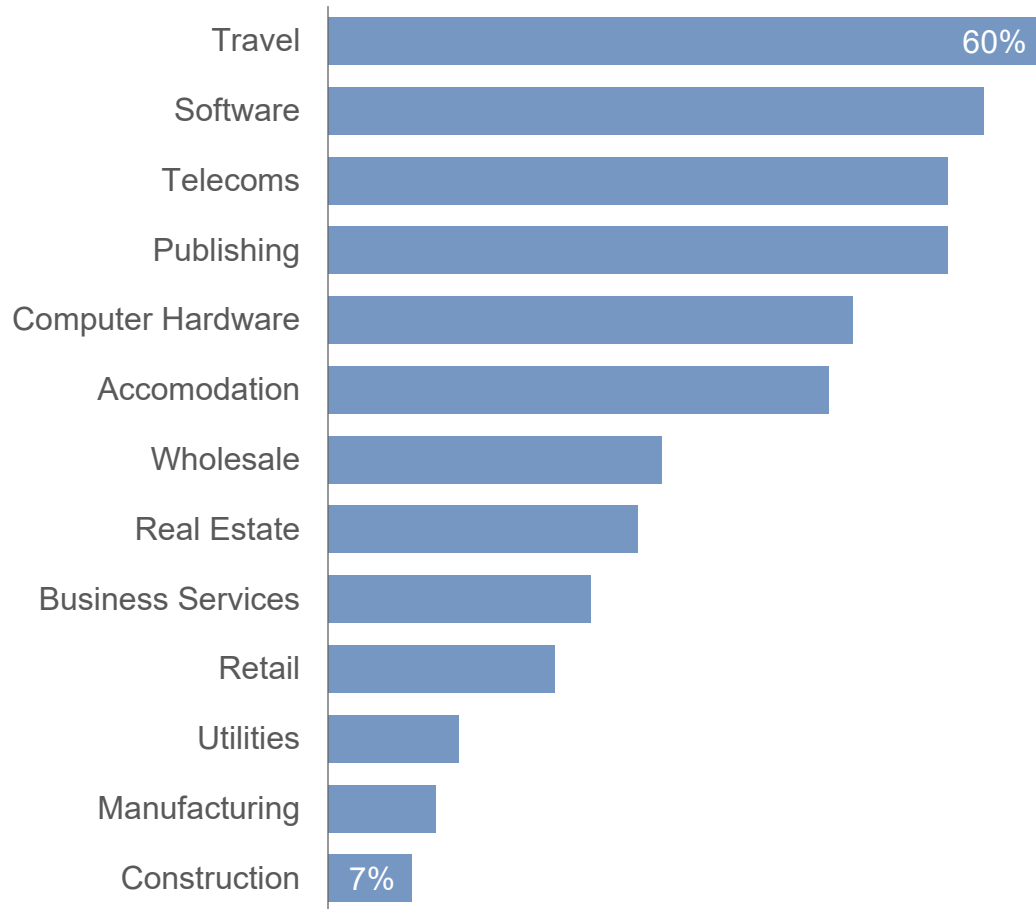
of jobsite work is unproductive

▶ Mostly due to **Ineffective Communication, Planning and Collaboration.**

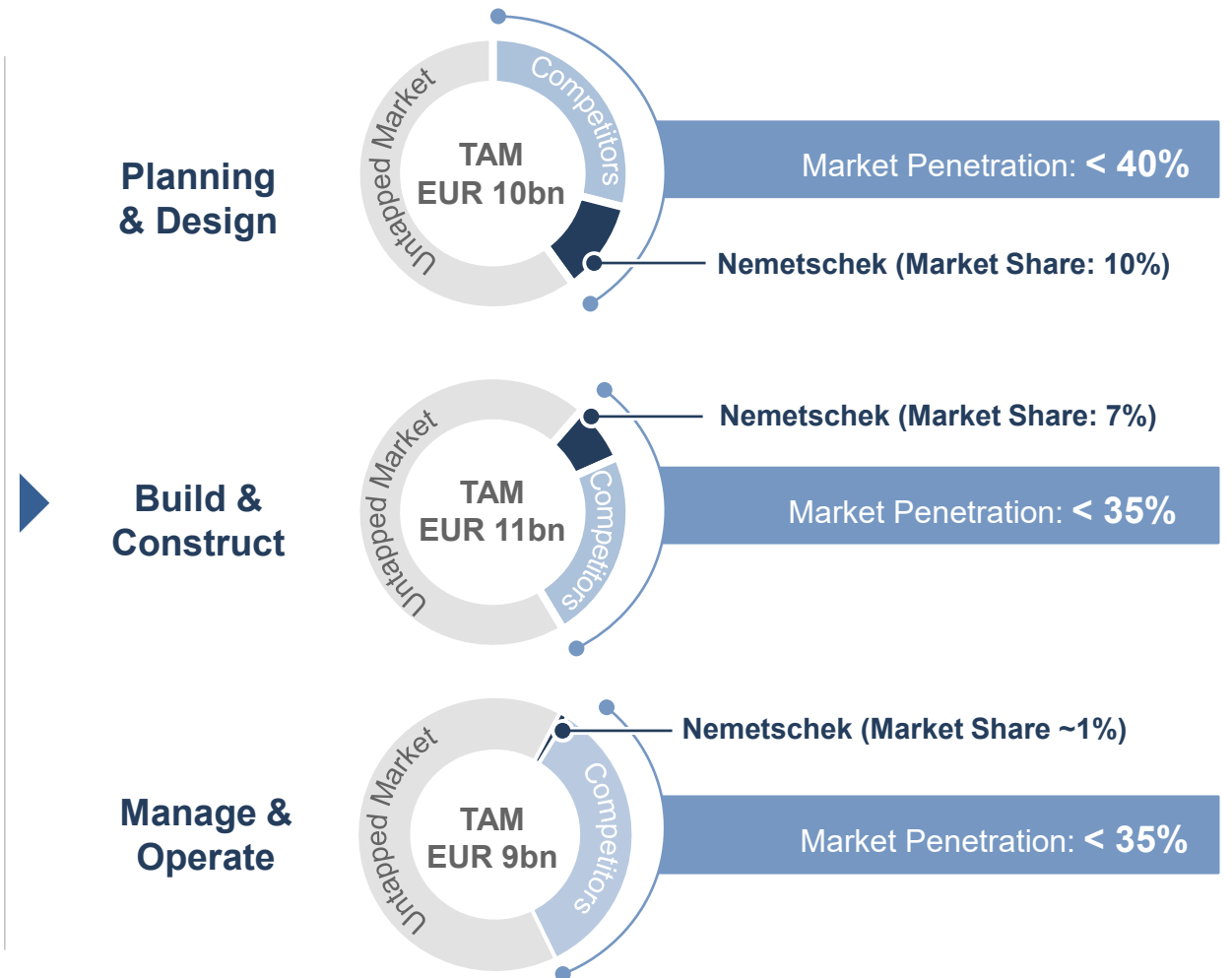
Source: Engineering-News Record 2019.

Our Market: AEC/O BIM Software Market offers huge Potential

Construction is the least digitalised industry in Europe



Market growth by ~10% p.a.



Growth via Digital Solutions for more **Sustainability** in the Construction Industry

The **FOOTPRINT** of the Building Industry



Buildings and construction account for

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



Construction and demolition account for

| **35%** of all waste in the EU



During the construction phase

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

The **HANDPRINT** of our Customers

Renovation & Demolition

- Easier reconstruction of buildings
- Reusing raw materials

Operate & Manage

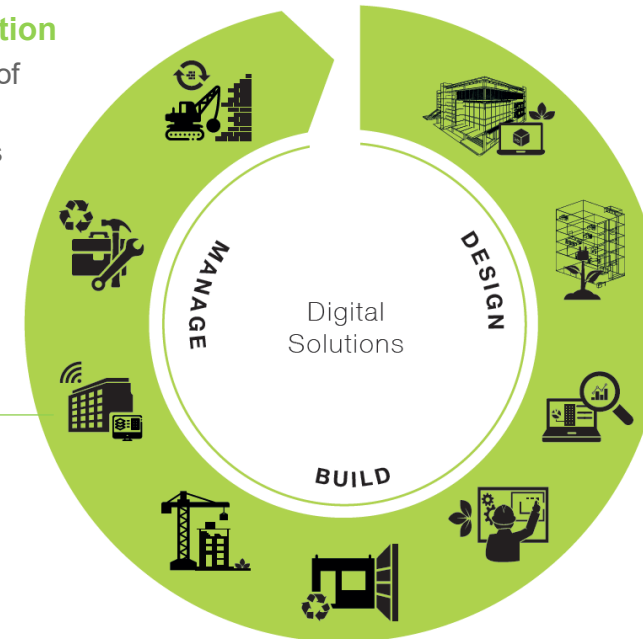
- Smart buildings
- Digital twins
- Efficient usage of office spaces and energy

Build & Construct

- Optimized usage of resources and materials (incl. paper)
- Up to 60% less energy consumption and 90% less waste with prefabrication

Planning & Design

- Less errors and rework through cross-functional planning
- Green design decisions
- Simulations
- Energy analysis
- Exact calculation of materials



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

03

Financial Results Q1-2021 & Outlook

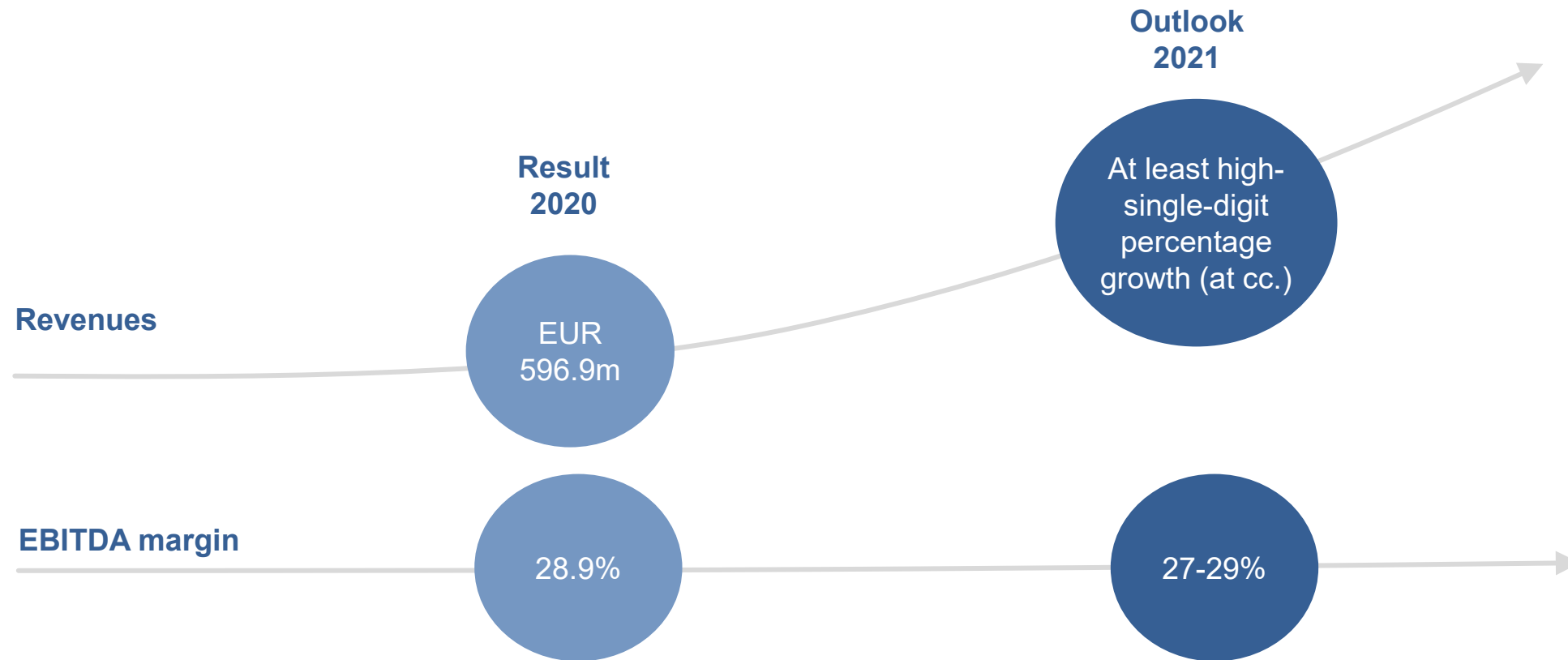
Highlights Q1-2021: Strong Start to the Year



Financial Performance Indicators



Outlook 2021: Confirmed after the First Quarter



Ambition 2023

- Mid-teens growth starting in 2023 and following the successful subscription/SaaS transition
 - Share of Recurring Revenues: ~ 75% (t/o Share of Subscription/SaaS ~ 45%)

Nemetschek Is Well Positioned!

Nemetschek SE

Attractive End-markets

- | Structural long-term growth drivers
- | Low degree of digitalization
- | Regulation

Unique market position

- | Best in class products
- | Product offering along the complete AEC value chain
- | Close proximity to customers

Attractive business model

- | Strong Cash conversion (> 90%)
- | High share of recurring revenues (> 60%)
- | Highly profitable

Strong financial position

- | Very healthy balance sheet
- | Equity ratio of 49%
- | Long-term anchor shareholder

Value accretive M&A

- | Focus on long-term value generation
- | Disciplined approach
- | Substantial financial fire power

Four strong divisions with leading global brands

Virtual Annual General Meeting 2021

Please vote now

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**Thank you for joining the NEMETSCHKE SE
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