

NEMETSCHKEK
GROUP

Nemetschek Group

Welcome to the NEMETSCHKEK SE Virtual Annual General Meeting 2020

Munich | 19. June 2020

Nemetschek Group

Virtual General Annual Meeting 2020

Kurt Dobitsch, Chairman Supervisory Board

Munich | 19. June 2020

Nemetschek Group

Virtual General Annual Meeting 2020

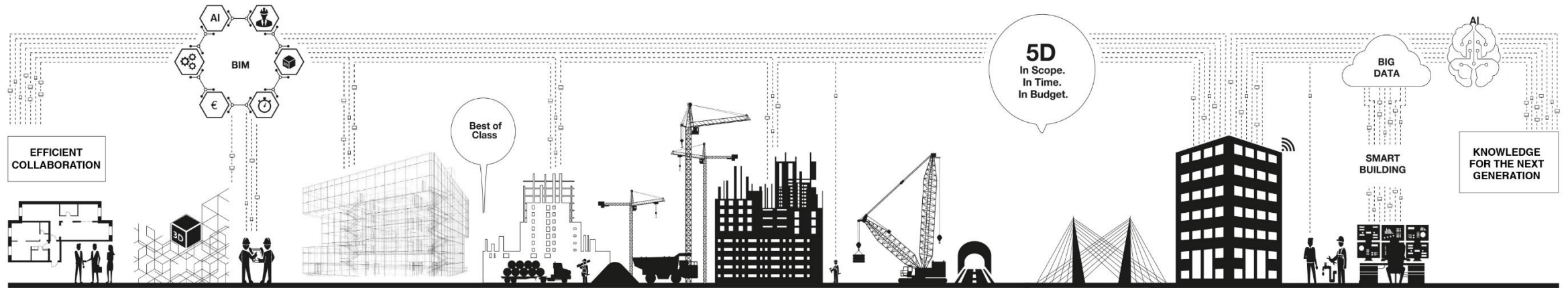
Dr. Axel Kaufmann, Spokesman & CFOO

Munich | 19. June 2020

01

Business Model and Financial Year 2019

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

Highlights 2019: Another Successful Year



Strong Financial Performance



Revenues:
+20.7% to € 557m
Recurring Revenues:
+32.6%



EBITDA margin:
29.7%
IFRS 16 adjusted:
27.0%



Revenues abroad:
+24.2%



EPS (w/o DocuWare):
+27.7% to 0.85 EUR

M&A Transactions, Divestitures



Manage & Operate Division:
01/2019: Axxerion acquired by Spacewell

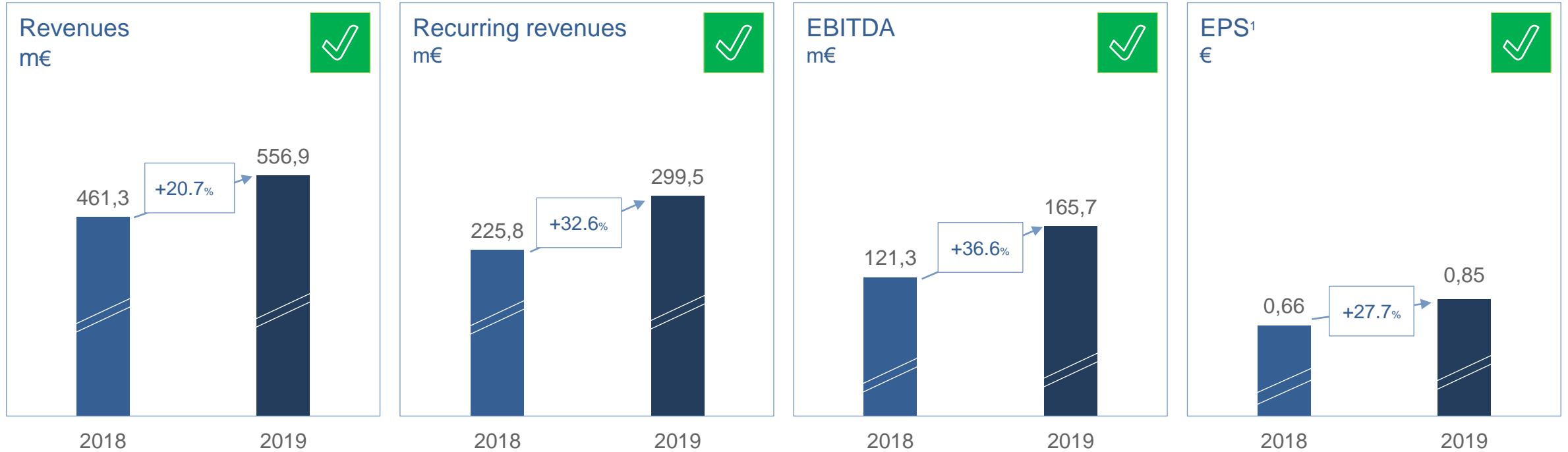


Media & Entertainment Division:
04/2019: Redshift by Maxon
01/2020: Red Giant by Maxon



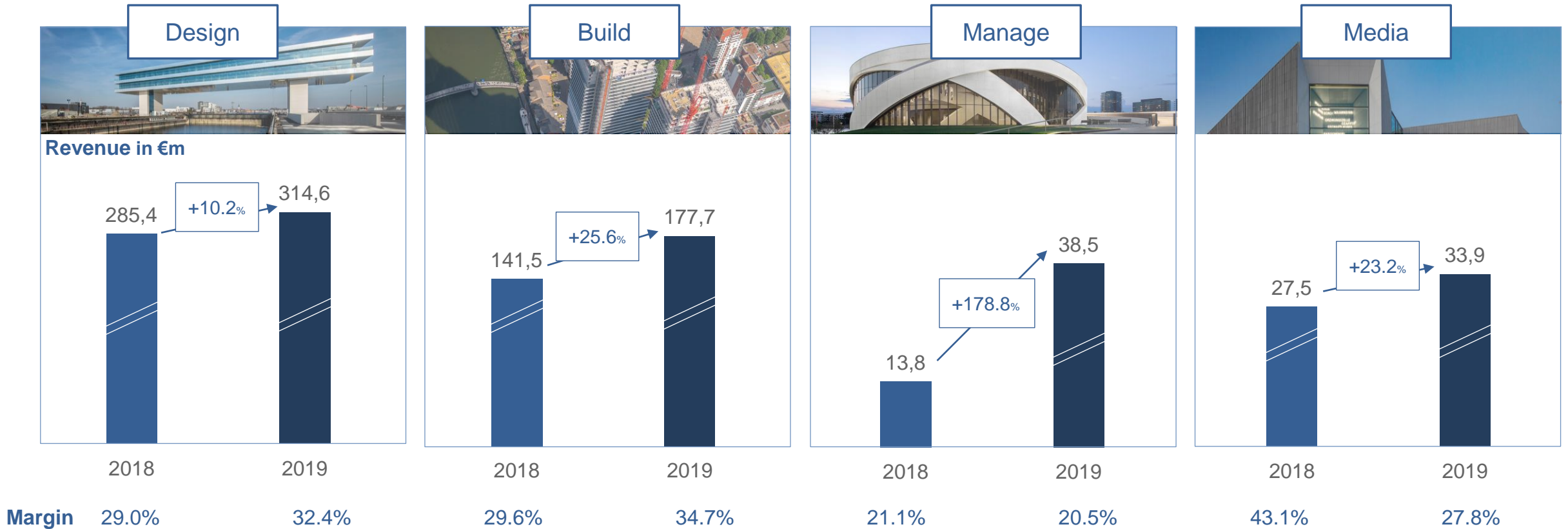
Sale of minority interest:
08/2019: Value-generating sale of DocuWare

Top Key Figures FY-19: Growth Path Continued



¹ EPS considers stock split for better comparability

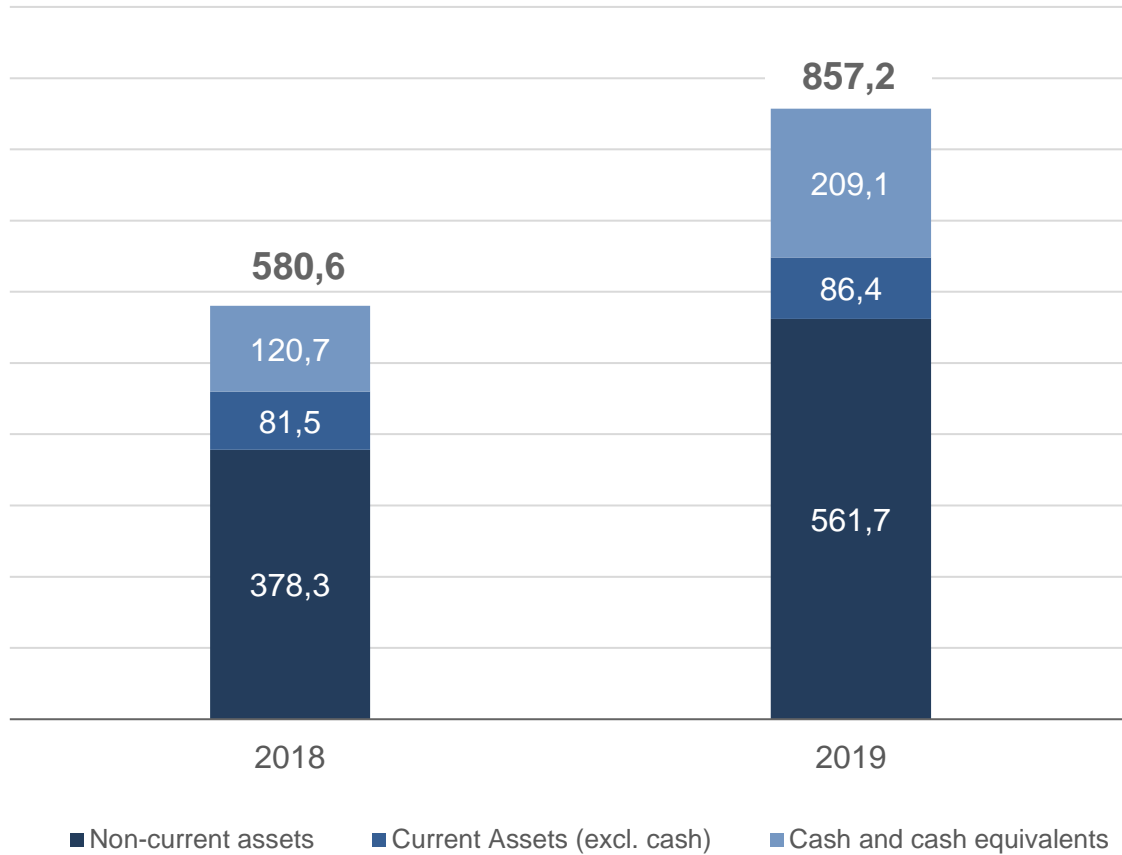
Segment Overview: Build Segment Remains Main Growth Driver



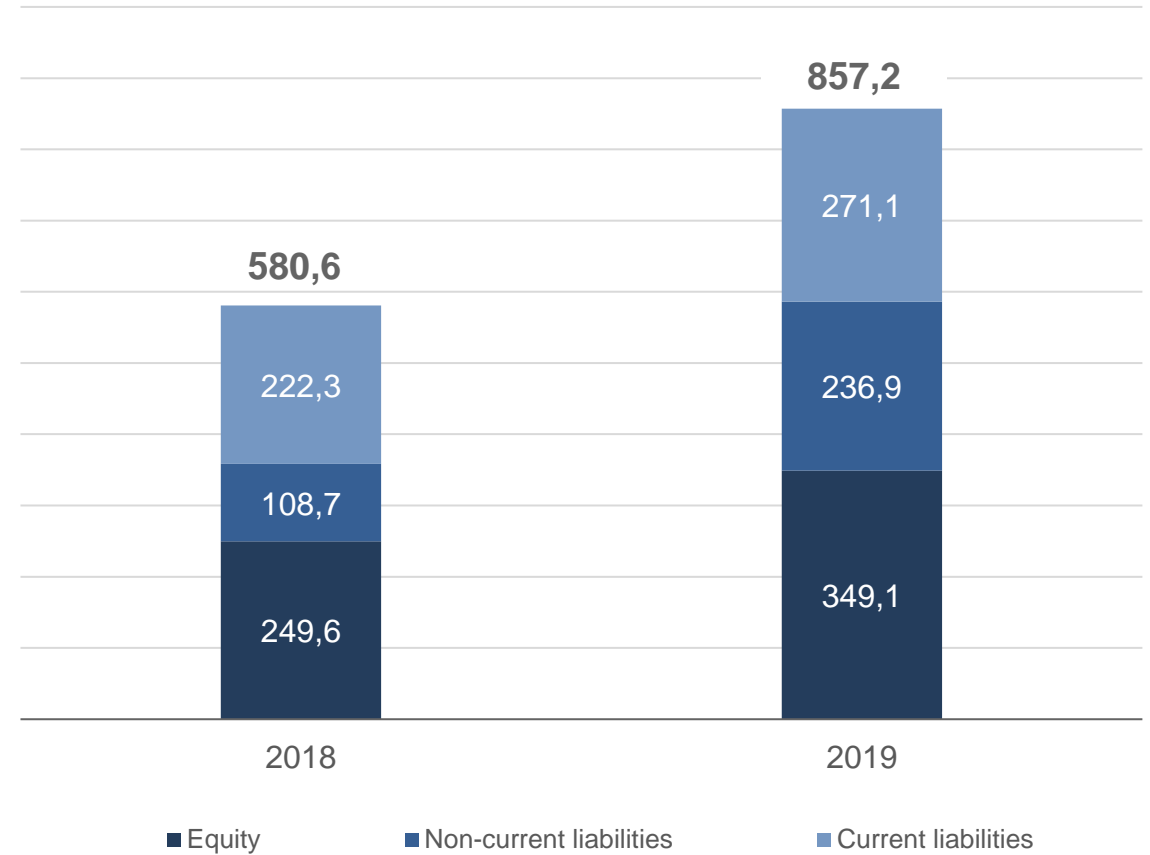
Strong Financial Position

in Mio. €

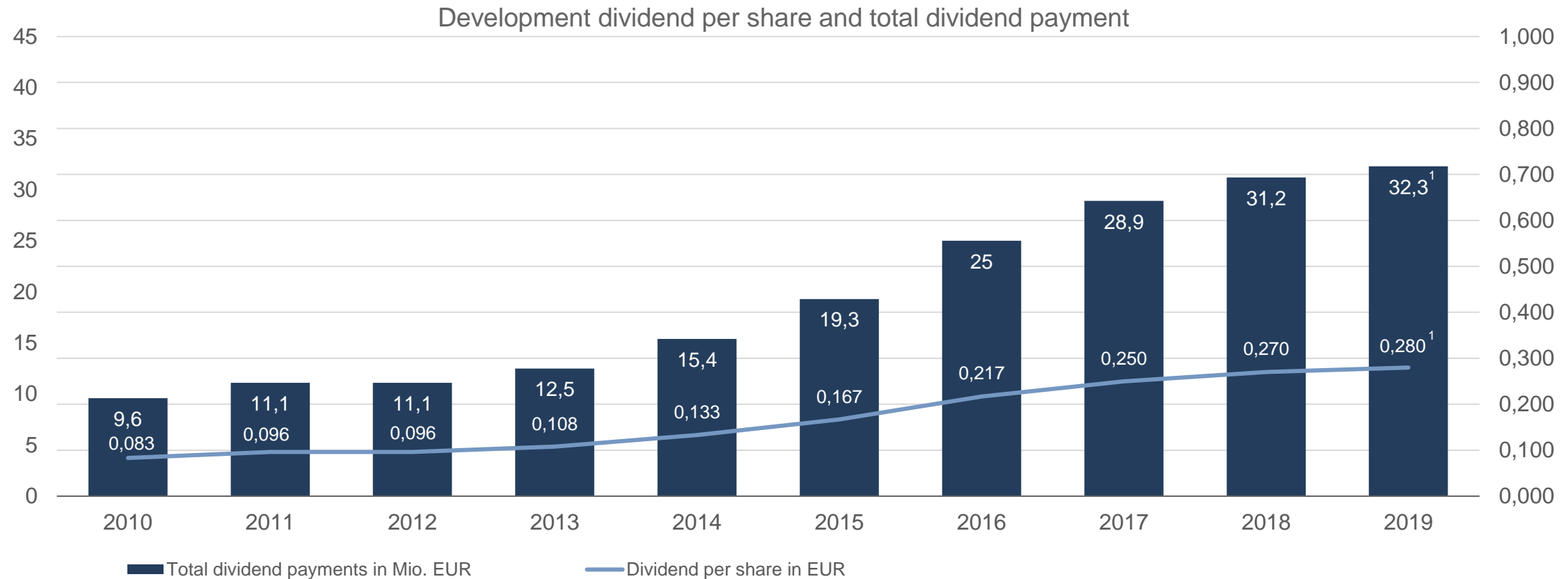
Assets



Equity & Liabilities



Dividend Increase to 0,28 EUR per Share



¹ Proposal to the Annual General Meeting on 19. June 2020

02

Sustainability

Development of our Sustainability Concept



Milestones 2020

- We published our first stand-alone sustainability report
- We developed measures to avoid, reduce, and compensate our own ecological footprint
- With our solutions, we help our customers to build more efficient and therefore more environmentally friendly

Example Bluebeam: Substantial Reduction of Paper Consumption in the Construction Industry

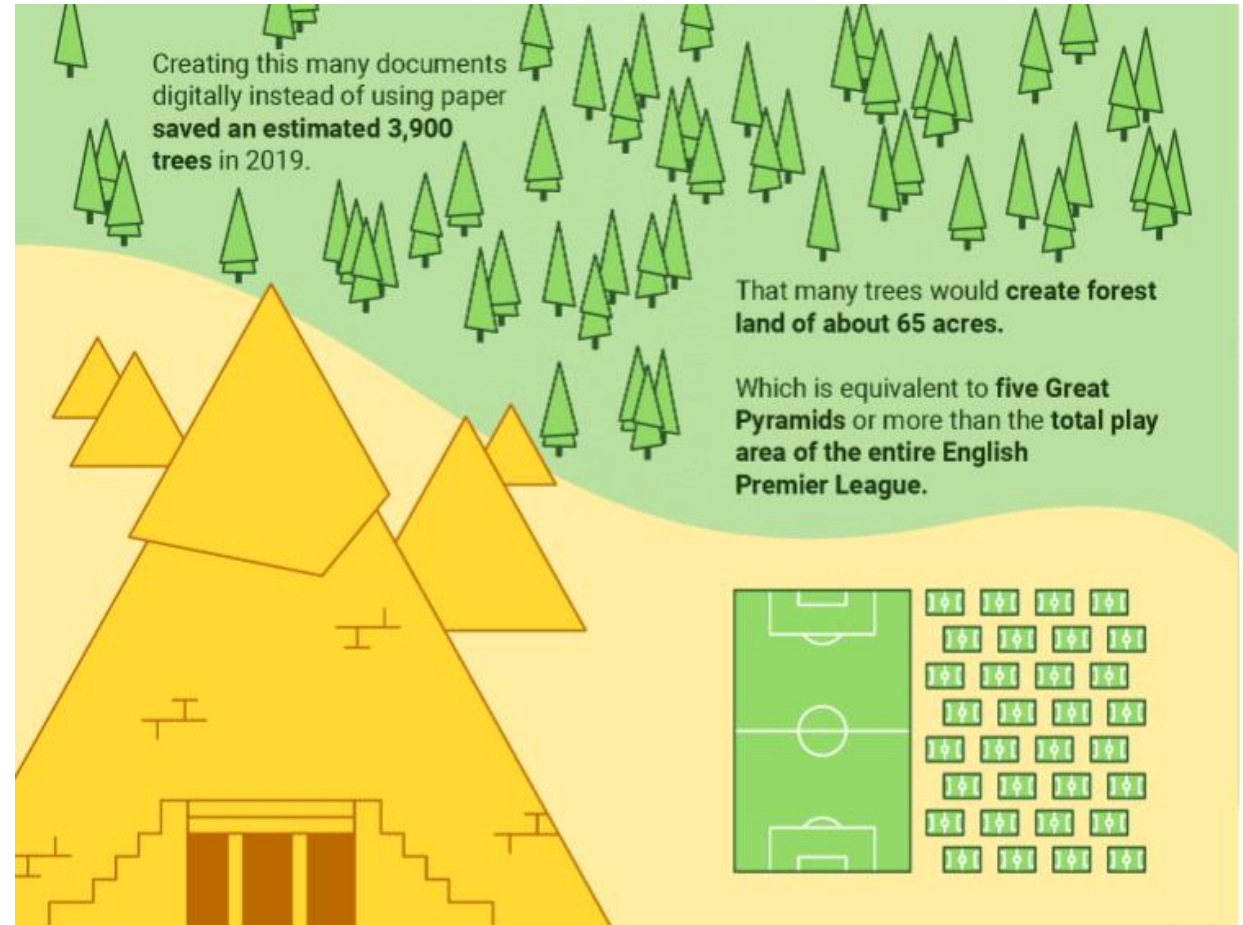
By using digital solutions, we can reduce the consumption of paper on a construction site by up to

90%

The work progress can be tracked in real-time. Rework and errors will be substantially reduced.

In 2019, Bluebeam helped the construction industry to work on

32 Million
digitized documents.



03

Market Potential, Financial Results Q1-2020 & Outlook

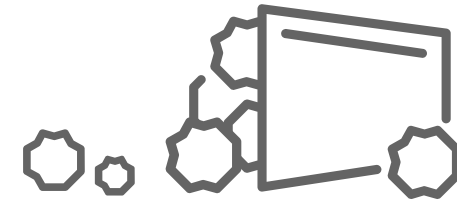
Challenges in Construction Industry

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

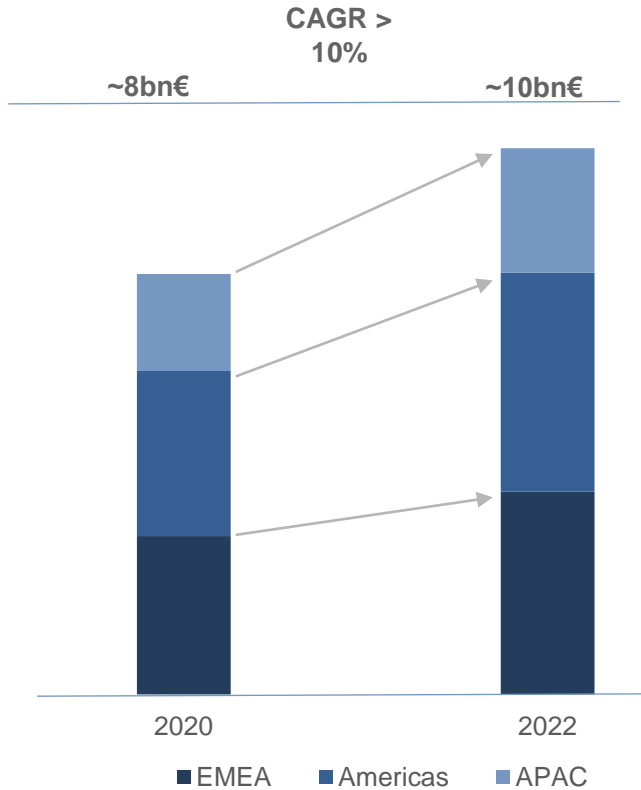
▶ Mostly due to **Ineffective Communication, Planning and Collaboration**

Source: Engineering-News Record 2017

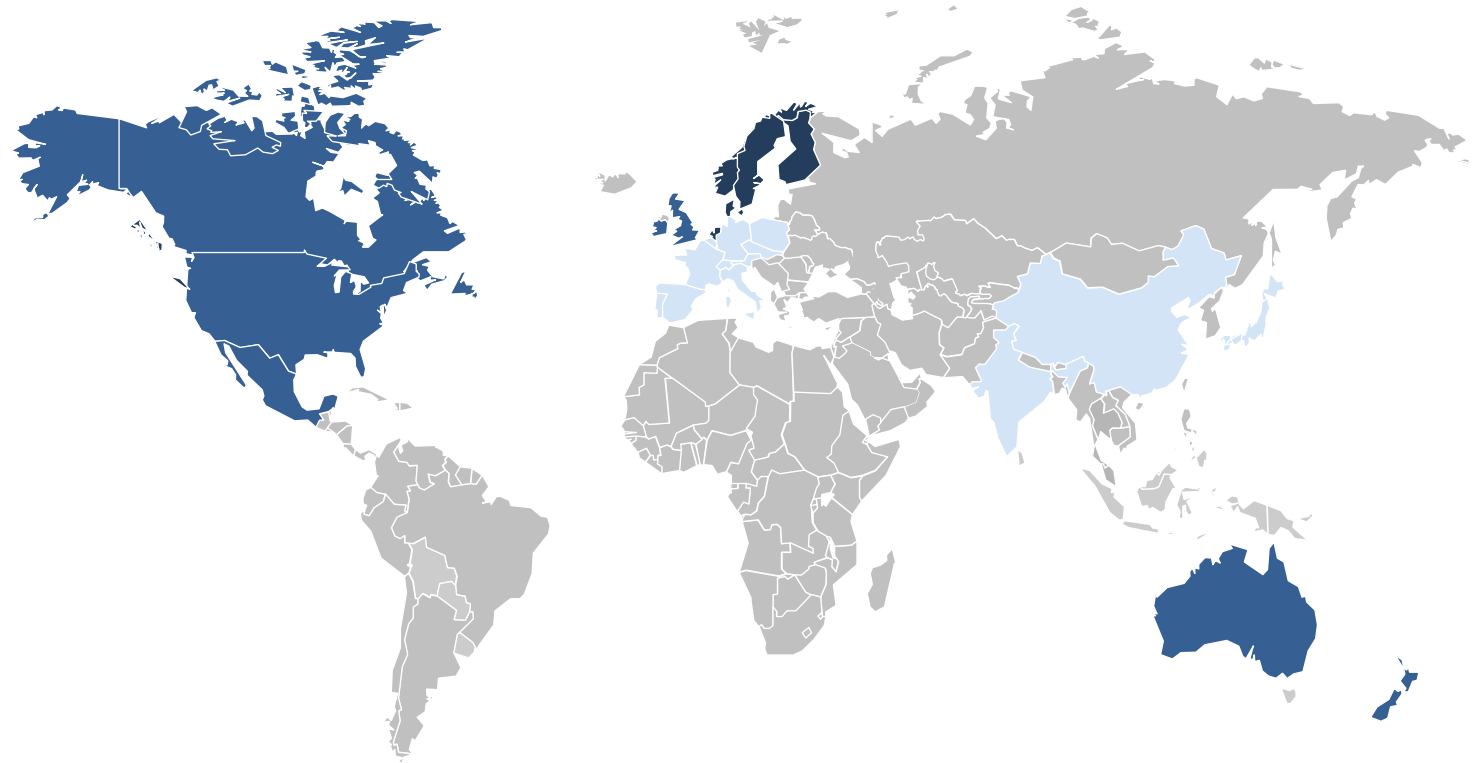
Our markets: AEC BIM Software Market offers huge potential

AEC Software Market

End-user expenditure in bn €



BIM Maturity Map



BIM-Penetration

■ High ■ Medium ■ Low

BIM maturity is determined by the level of BIM adoption, public BIM regulations and expert opinions

Source: Cambashi BIM Design Observatory 2020, internal research

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 (> 80%)
- | High share of recurring revenues (> 60%)
- | Highly profitable

Strong financial position

- | Very healthy balance sheet
- | Equity ratio of 43%
- | Long-term anchor shareholder

Value accretive M&A

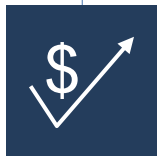
- | Focus on long-term value generation
- | Disciplined approach
- | Substantial financial fire power

Operating mode since 2019 via four strong divisions with leading global brands

Key Business Highlights Q1-2020: Solid Start of the Year



Strong Financial Performance



Revenues:
+12.8% to € 146.6m



EBITDA margin:
28.5%



Recurring revenues:
+27.1%
Subscription revenues:
+102.5%



EPS:
+9.3% to € 0.19



Revenues abroad:
+14.7%



High cash conversion:
103.0%

M&A Transactions, Divestitures



Media & Entertainment Division:

01/2020: Integration of Red Giant and Redshift progressing as planned



Planning & Design Division:

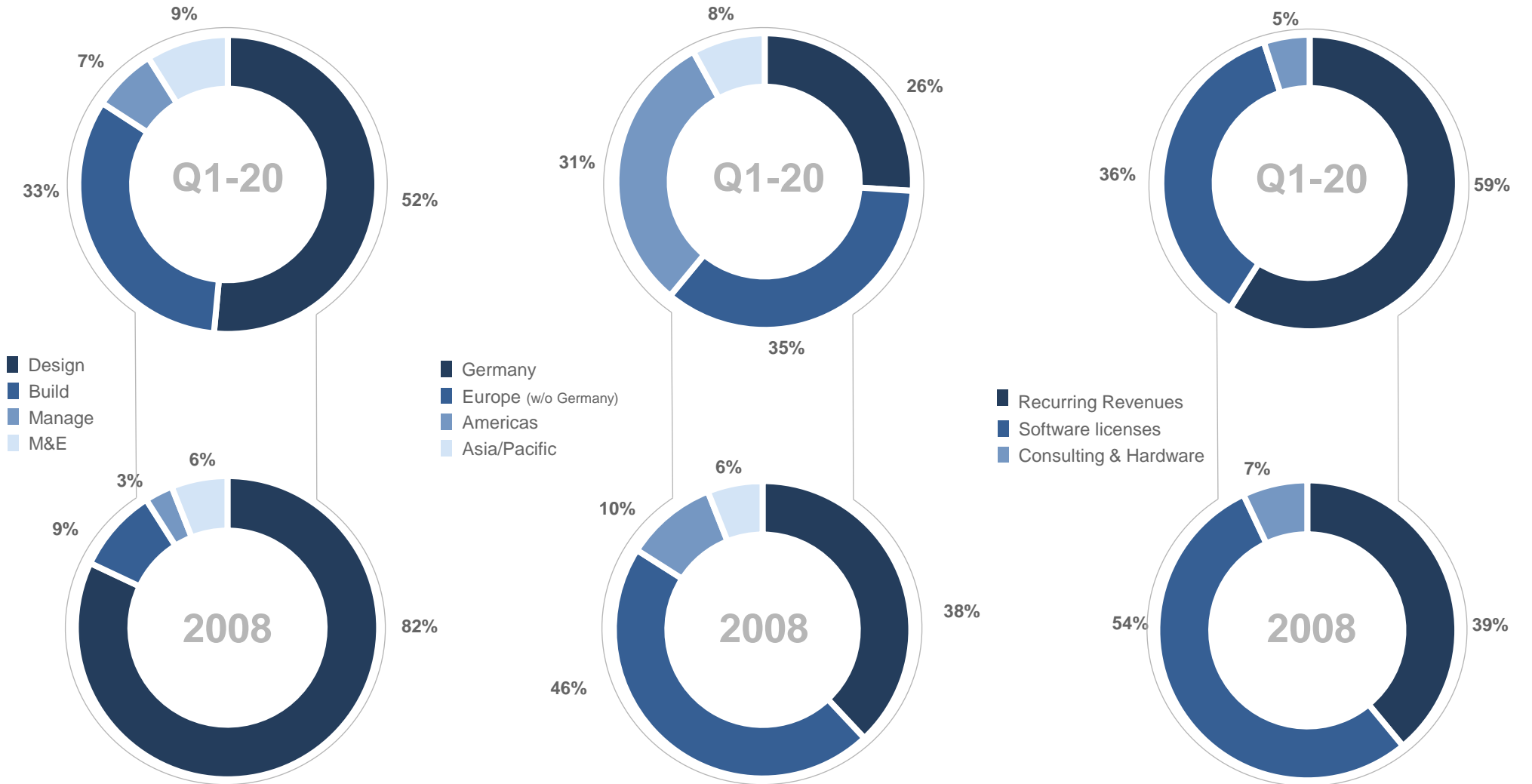
04/2020: ADAPT by RISA

Our Business Model in Light of the Global Covid-19 Crisis

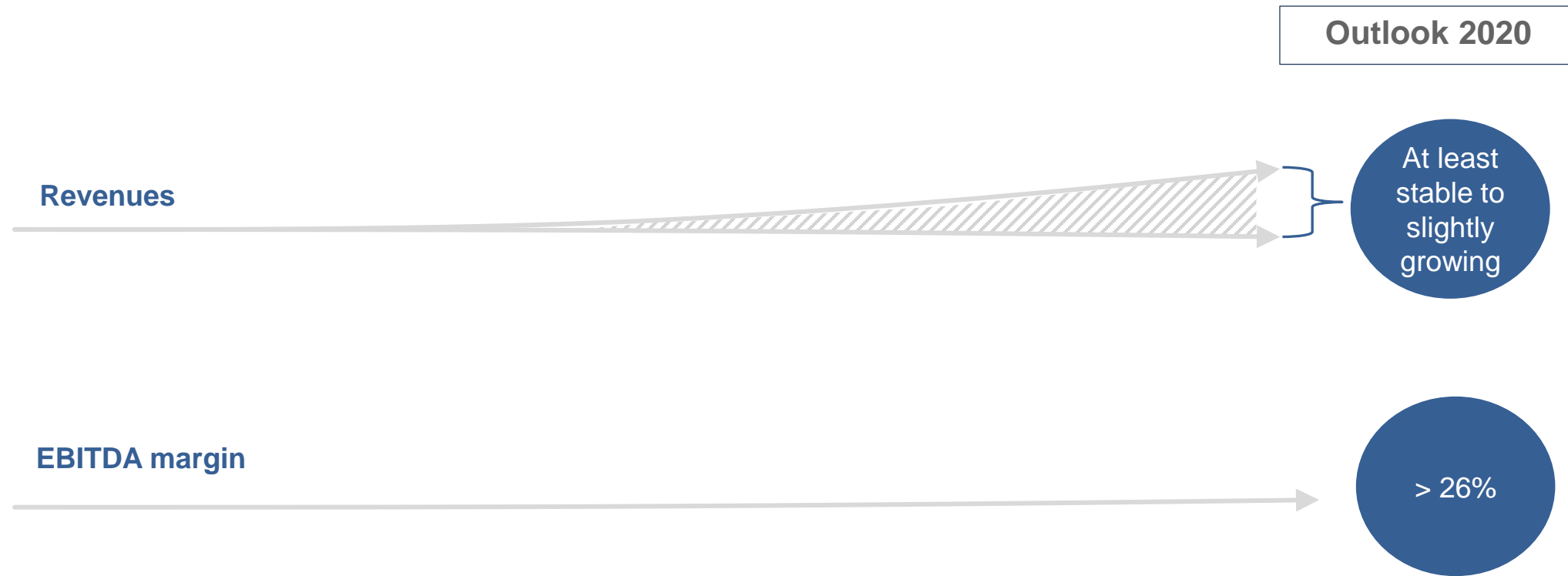
2020: Broader diversified and better prepared for a macro downturn



2008/09



Outlook 2020: Confirmed after the First Quarter



Outlook 2020:	
Revenues:	At least stable to slightly growing
EBITDA margin:	> 26%
Please note:	Guidance reflects the currently extremely high degree of uncertainty regarding the macroeconomic outlook. In contrast to our March assessment, we now expect the slowdown to last into Q3 (especially in the US).

NEMETSCHKEK SE Virtual Annual General Meeting 2020

Kurt Dobitsch, Chairman Supervisory Board

Munich | 19. June 2020

Virtual Annual General Meeting 2020

Please vote now

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**The results of the vote are currently being
determined**

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**Thank you for joining the NEMETSCHKE SE
Virtual Annual General Meeting 2020**

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