

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

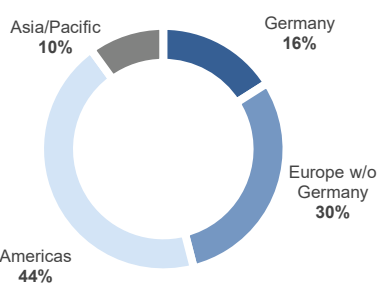
DIGITAL TWIN BUSINESS UNIT

dTwin dRofus

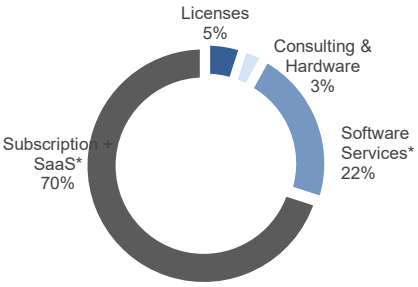
H1-25	FY-24	H1-25	FY-24	H1-25	FY-24	H1-25	FY-24
260.1 (+14.8%)	488.8 (+13.7%)	229.2 (+63.0%)	340.7 (+28.4%)	25.3 (+0.9%)	49.9 (-1.3%)	59.5 (+2.3%)	120.1 (+8.2%)
EBITDA margin 27.2%	29.6%	34.6%	31.8%	9.3%	10.2%	28.1%	35.7%

1) in mEUR 2) in constant currency

Revenues by Regions (H1-25)



Revenues by Type (H1-25)



* = Recurring revenues in total: 92%

Shareholder Structure & Share Price Development

45.3% by Family Nemetschek; 54.7% Free float



*constant currency

Key Figures mEUR	H1-25	H1-24	%YoY	%YoYcc*	%YoY organic
ARR	1,078.33	797.9	+35.1%	+38.7%	+26.3%
Revenues	572.8	451.6	+26.8%	+27.8%	+18.8%
EBITDA	169.1	129.7	+30.4%	+32.7%	+24.6%
EBITDA margin	29.5%	28.7%	-	-	-
Organic EBITDA margin	30.1%	28.7%	-	-	-
EBIT	132.7	102.6	+29.3%	-	-
EBIT margin	23.2%	22.7%	-	-	-
Net income (Group shares)	97.3	84.5	+15.2%	-	-
EPS	0.84	0.73	+15.2%	-	-
Free cash flow before M&A	193.6	135.6	+42.7%	-	-
Cash conversion rate	118.1%	109.1%	-	-	-
Equity ratio in %	42.2%	59.0%	-	-	-
Net cash	-220.0	306.7	-	-	-
Headcount	4,041	3,546	+14.0%	-	-

Increased Outlook FY 2025 (previously)

Revenue growth constant currency	20%-22% (previously: 17%-19%)
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
Shares outstanding / IPO	115,445,916 / March 10, 1999
Indices / Ticker symbol	MDAX, TecDAX / NEM GY, NEKG, DE
Current market cap	~EUR 12.8 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

AI &
Sustain-
ability

Nemetschek
Cloud
Platform &
Infra-
structure

Business
Model

M&A,
Ventures &
Innovation

Go-to-
Market

Business
Enablement

Our strategic pillars lay the foundation to future growth

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%