

moving minds



Allplan Graphisoff Vectorworks Scia Frilo Glaser Auer Bausoftware Crem Maxon

Company Presentation

Tim Alexander Lüdke, CEO

German Equity Forum, Frankfurt

November 21, 2011

Let me introduce myself!

Tim Alexander Lüdke

- New CEO since November 1, 2011
- Almost 20 years in/with technology companies, e.g.
 - 6 years with Russell Reynolds Associates
 - 7 years with GE CompuNet
 - 2 years with Dell
- 10 years of experience as CEO, MD, GM
- Graduated in business studies from the WHU - Otto Beisheim University
- Lived in Austria, France, GB and US
- Born 1968, married, 2 children



Contents

- **Company Profile and Business Model**
- Market and Growth Drivers
- Business Development
- Outlook
- Background Information

Nemetschek at a glance

- Nemetschek is the European leader for software solutions in the AEC sector (Architecture – Engineering – Construction)
- Founded in 1963 as an engineering firm by Professor Georg Nemetschek (main shareholder)
- Holding structure with ten strong product brands
- More than 1,000 employees in 16 countries
- More than 300,000 customers in 142 countries
- 150 million euros in revenues, EBITDA margin of 25 percent (2010)

Nemetschek headquarters, Munich



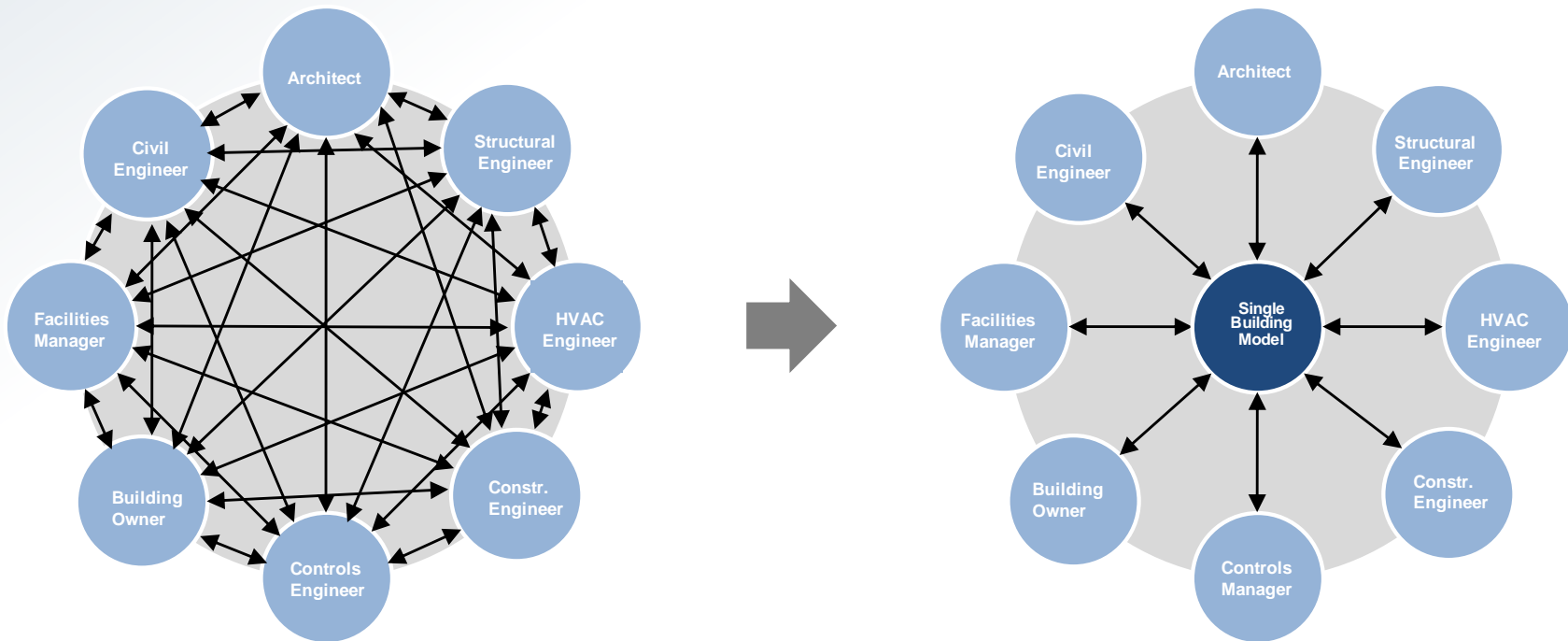
Solutions for the whole building process

Segments	Software solutions	
Design Architecture Engineering	CAD software for drafting and designing in 2D (2-dimensional) as well as for object-oriented planning in 3D (virtual building model)	Bundled construction know-how under one roof: Solutions for the whole value chain of designing, creating and managing buildings
Build	Project Management and ERP Software for costing and tendering as well as Building Software to manage building-site operations *	
Manage	ERP software for real estate management *	
Multimedia	3D software for visualization and animation	

* Available only in German speaking countries (D/A/CH)

Building process calls for better coordination (BIM)

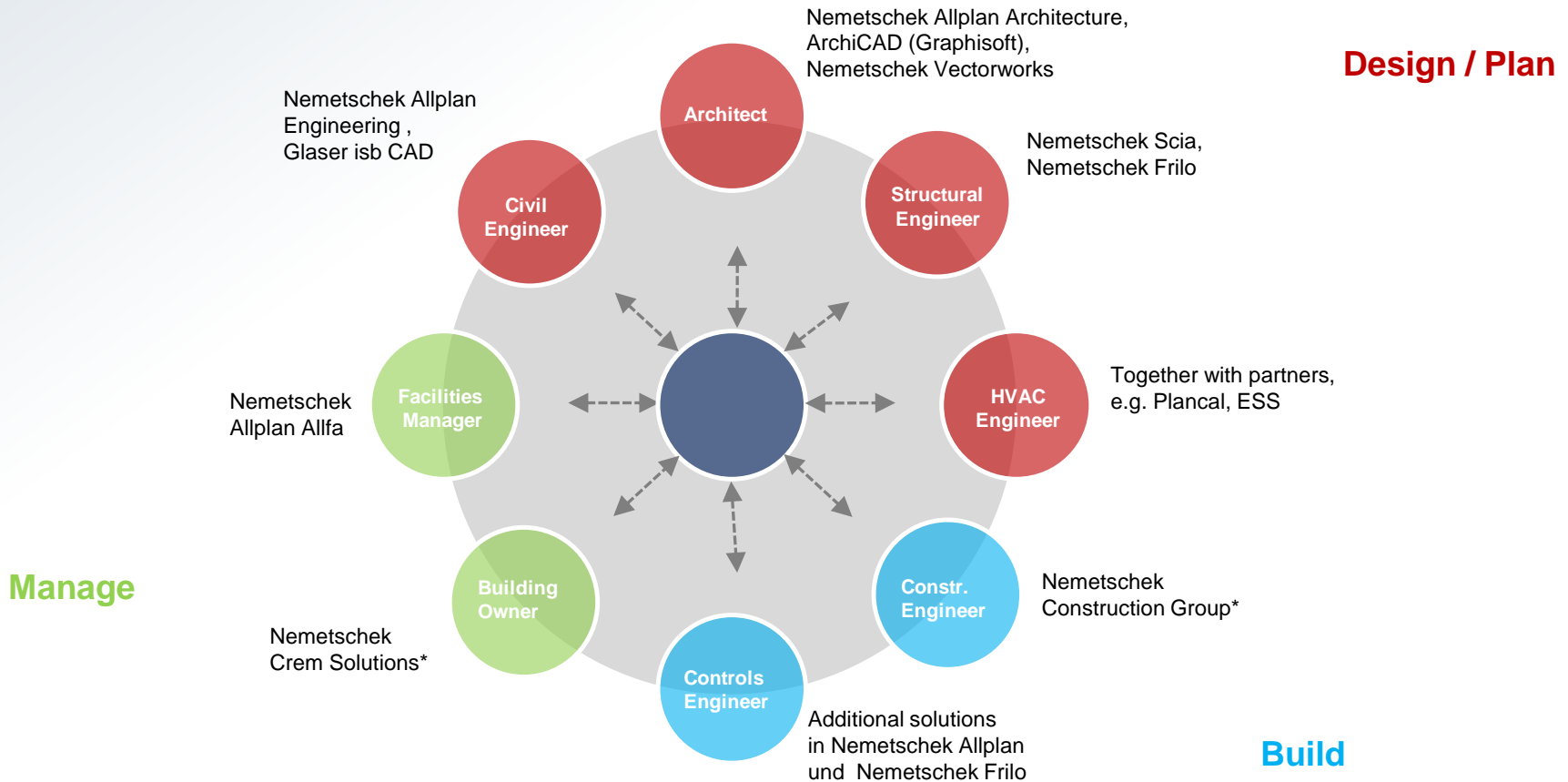
Building Information Modeling (BIM): The integrated process of designing, building and managing of buildings – ideally supported by one digital Model accessible to every participant



Source: BuildingSmart Forum Berlin, 2009

Nemetschek covers main parts of the value chain

Software solutions support communication of all participants



* Available in German-speaking countries only

Long-term corporate vision...

From European leader to worldwide leader for integrated AEC software solutions

Melbourne Convention and Exhibition Centre, Australia



... and how we want to get there

Grow organically and sustainably

- Developing new solutions – 24 percent of revenues are invested in R&D
- Consolidating the range of solutions – finding and retaining new partners
- Step by step internationalization – stronger presence beyond Europe
- Completing the BIM story – current strong focus on web-based solutions

Grow through acquisitions

- Broadening the international customer base and product offering

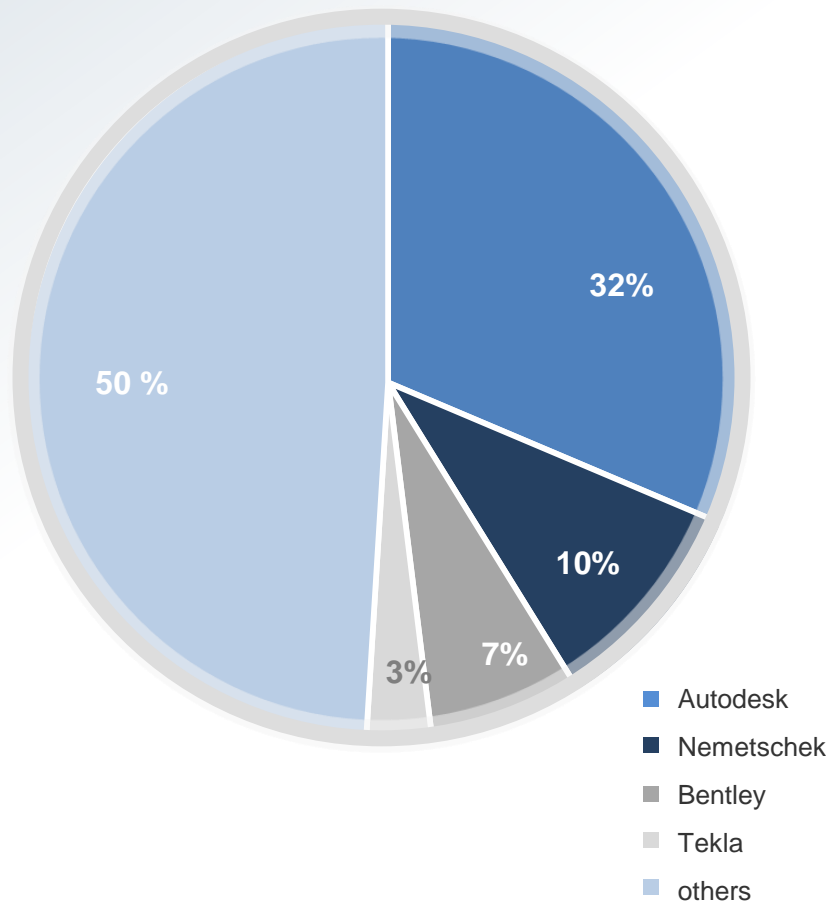
Inotera company headquarters, Taipeh/Taiwan



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AEC Software: Local heroes and 4 international players

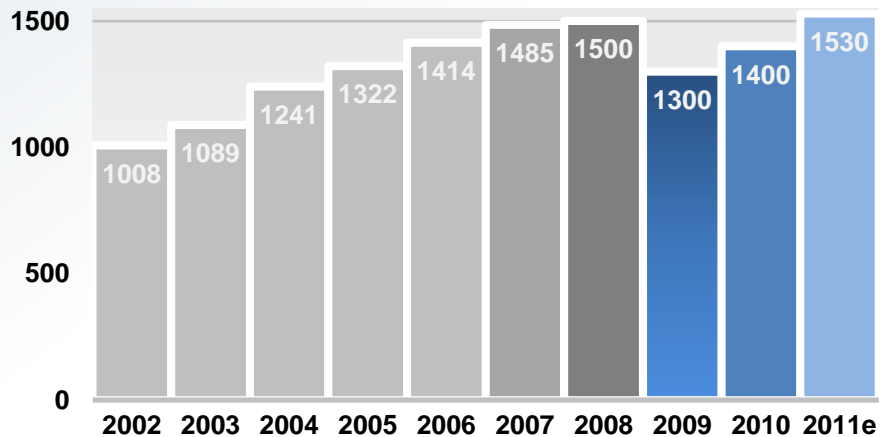


	2010 revenues (million EUR)	Comments
Autodesk	427	Revenue in the AEC segment
Nemetschek	135	Revenue excluding Multimedia and Real Estate Management
Bentley	105	Nemetschek estimate
Tekla*	42	Segment Building & Construction
Others	700	Nemetschek estimate

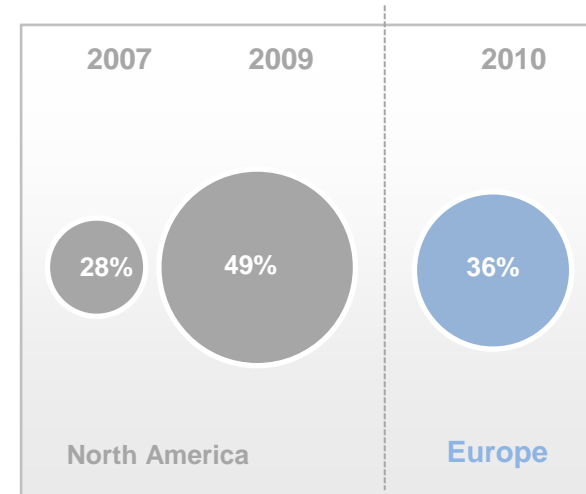
*Tekla is now part of Trimble Navigation Ltd.

Steady growth of AEC Software market

Market used to grow by 6 percent p.a. *



Growing adoption of BIM-solutions**



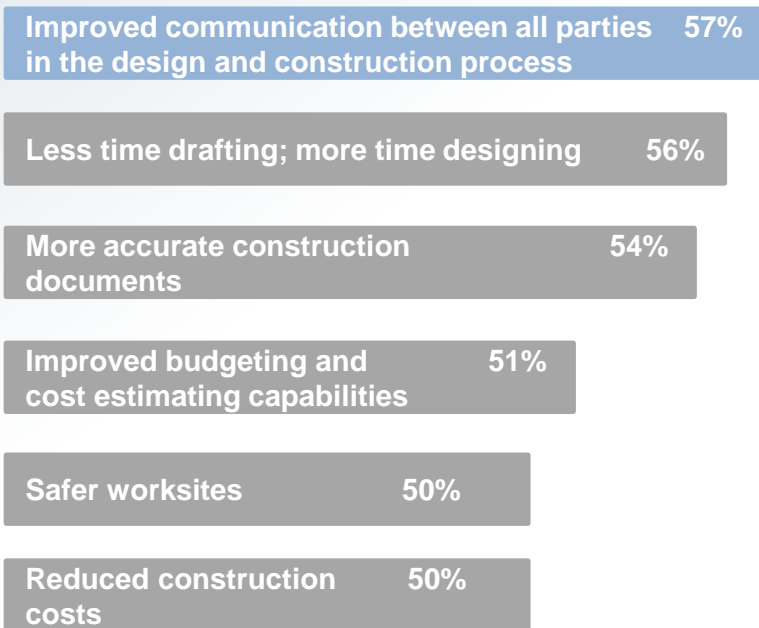
* Revenue development estimated by GartnerGroup and Nemetschek (stronger growth in 2010-2011 partly due to base effect)

** Internet survey of 948 industry professionals on the acceptance of BIM working methods and solutions, McGraw-Hill Construction, 2010 (no historical figures for Europe available)

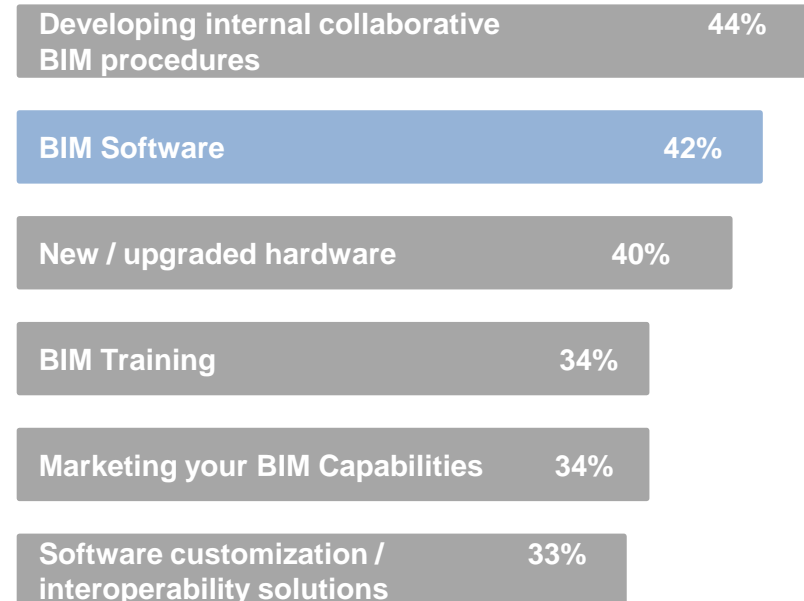
Growth driver for BIM solutions: Cost pressure

The construction industry wants to increase productivity – and is ready to invest in software

Potential Adoption Drivers in Western Europe



Current BIM Investment Priorities



Source: Internet survey of industry professionals on the acceptance of BIM working methods and solutions, McGraw-Hill Construction, 2010

Growth driver for BIM solutions: Green building

Construction industry needs to deliver sustainable buildings

- Buildings account for almost 40 percent of all CO2 emissions
- Energy standards for buildings are being tightened, energy pass mandatory in Europe
- Economic stimulus packages all over the world have a strong focus on energy efficient building and renovation
- Planners have to deliver energy consultancy to owners – which is facilitated to a high degree by working with BIM solutions



Nemetschek is benefiting from these trends

- Clear Focus on AEC – Architects and Engineers develop solutions for architects and engineers
- Practicable BIM solutions that allow smooth transition – working in 2D as well as in 3D
- Realized BIM workflow between Nemetschek software products
- Strong support for open data exchange and non-proprietary exchange formats
- Broad range of solutions for the planning of sustainable buildings

German pavilion EXPO 2010, Shanghai



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Highlights in the first nine months 2011

Strong growth

- Group revenues up by 9 percent
- Maintenance revenues up by 13 percent

High profitability

- EBITDA margin at 24 percent
- Net income of more than 14 million euro, EPS at 1.38 euro

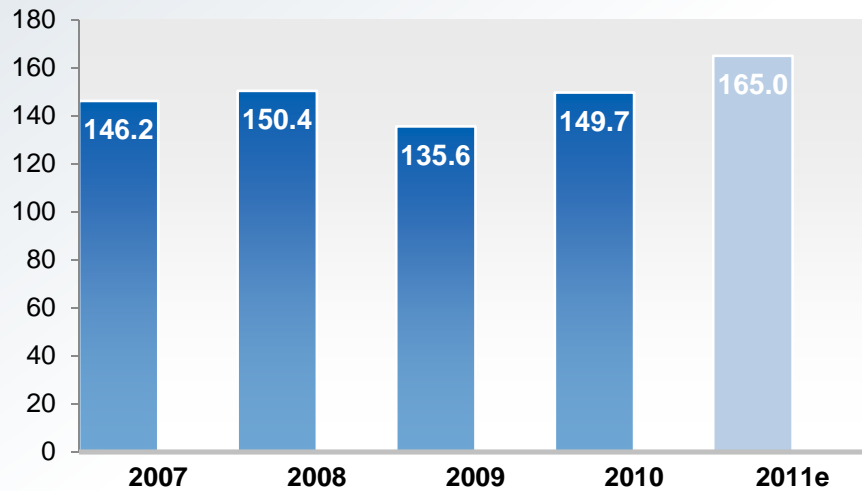
New products

- New Allplan version launched throughout Europe in October
- New versions of Vectorworks, Scia and Maxon since September on the market

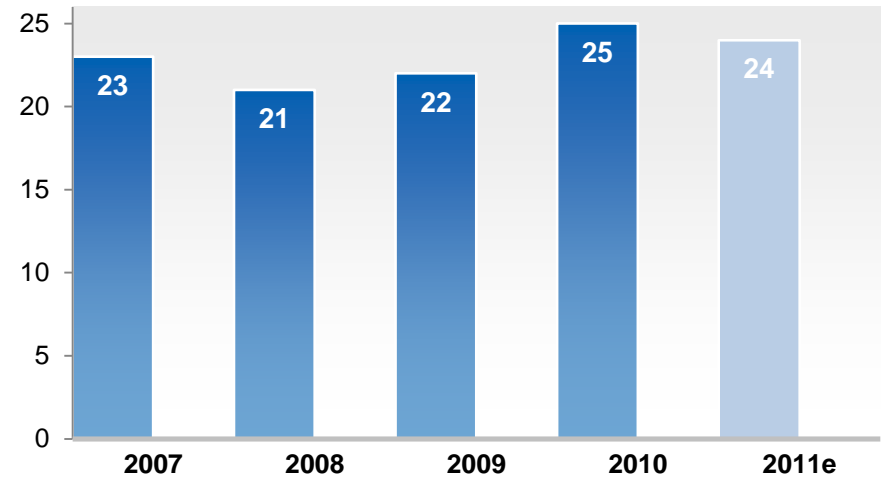
Growing international presence

- New Graphisoft office in Hongkong since September
- Maxon ASEAN Competence Center opened in Singapore

Back on the growth path



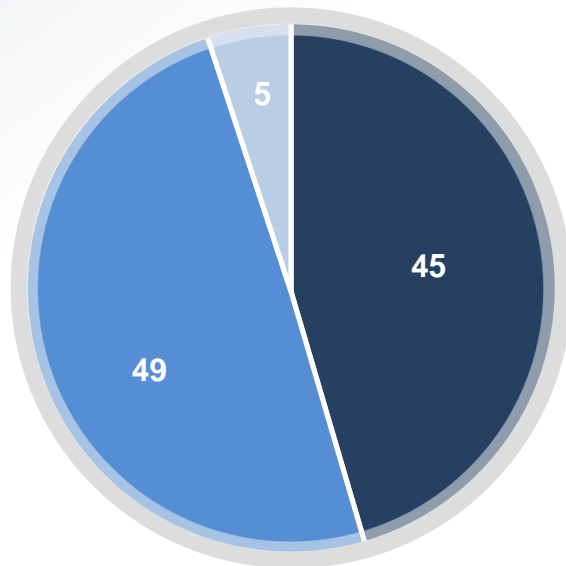
Revenues in EUR millions



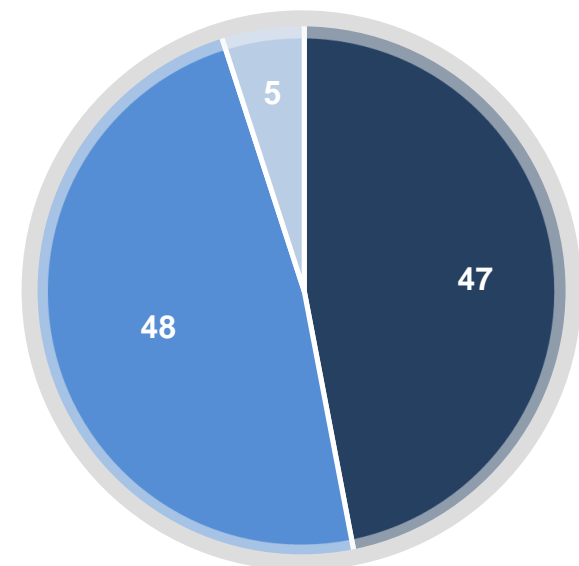
EBITDA margin in %

High rate of maintenance contracts

- Software and licenses: 48 percent - New licenses sold, update and upgrade business
- Maintenance: 47 percent - Software service contracts running from 12 to 36 months
- Services & Hardware: 5 percent - Training, consulting, customizing in projects



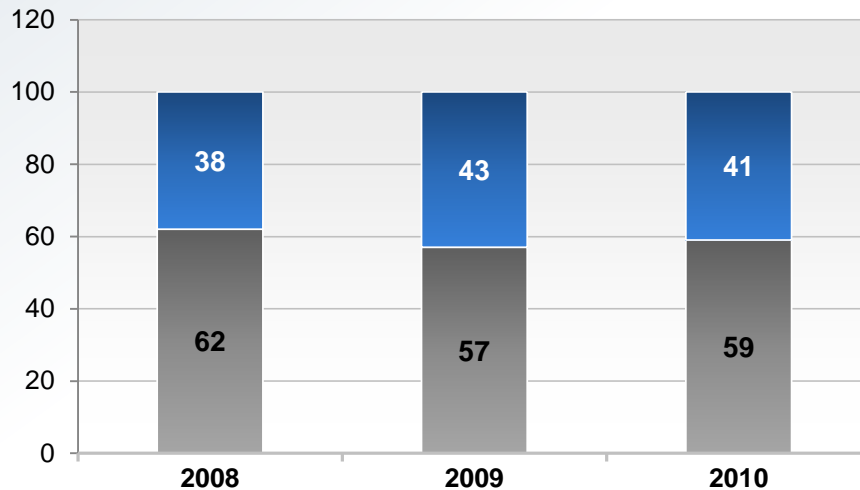
YTD 2010
in %



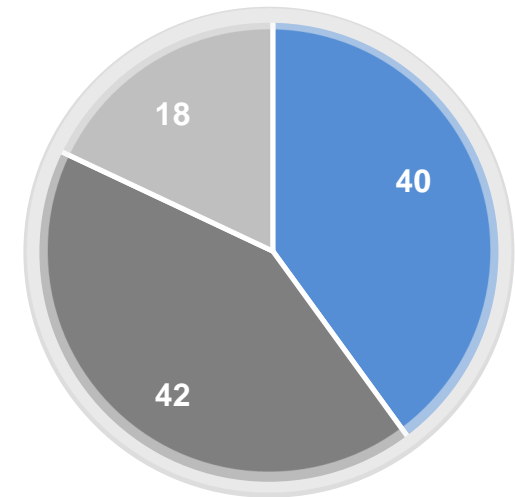
YTD 2011
in %

Global business recovered

- Stable business in Germany served as a solid basis in times of crisis
- Nemetschek again generates more than 60 percent of its revenues outside its domestic market



■ Germany
■ International

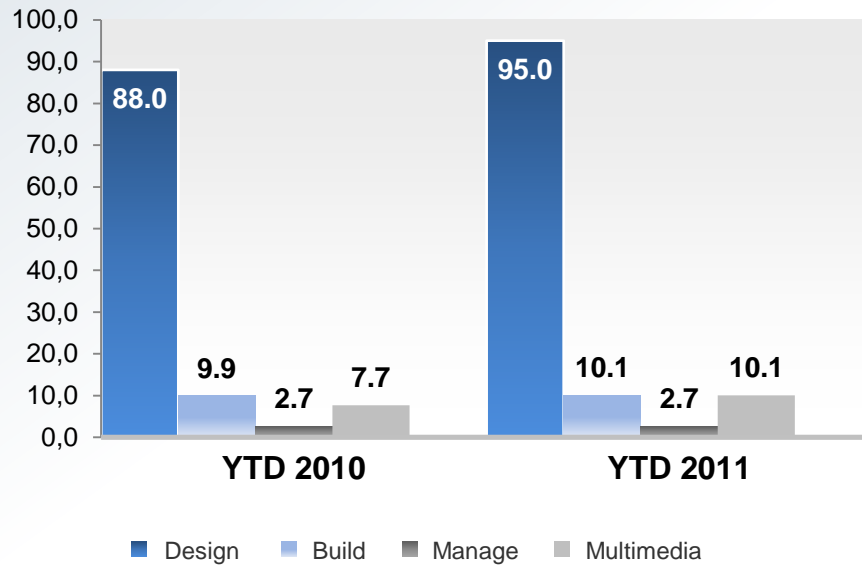


■ Germany
■ Europe excl. Germany
■ RoW

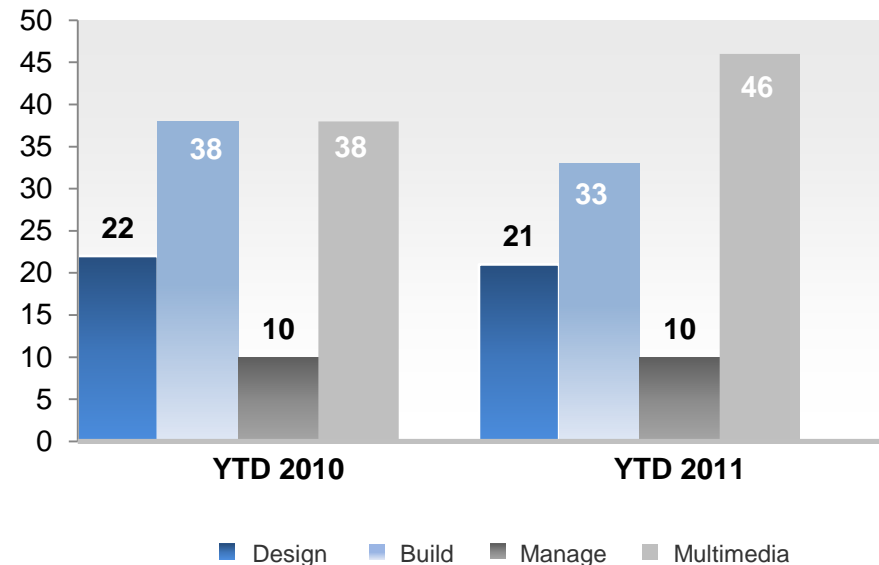
YTD 2011

Revenue development by region in %

High margins in the relevant business units

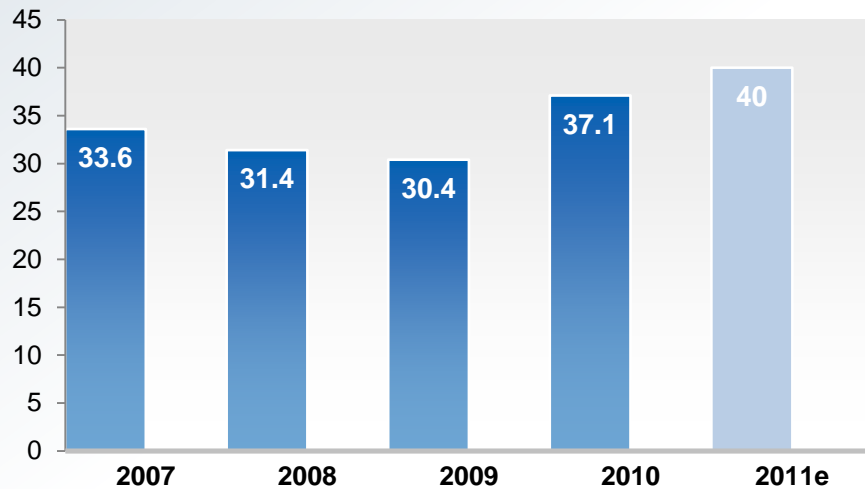


Revenue development in EUR millions

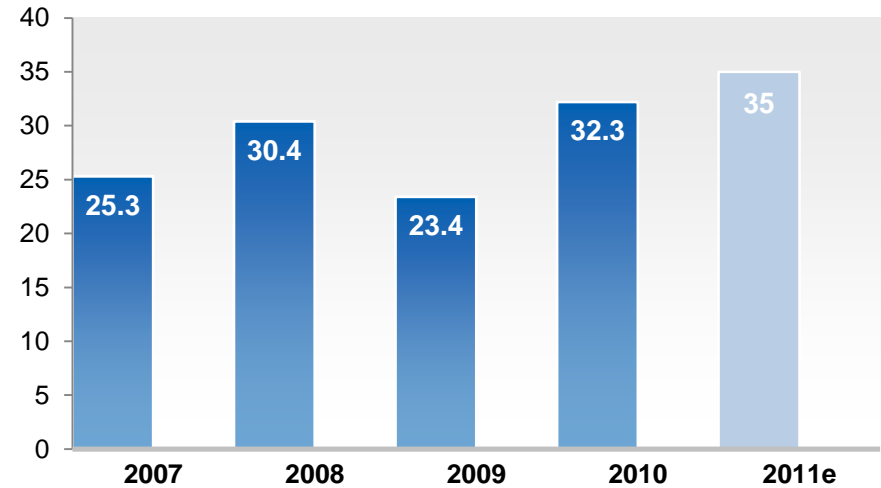


EBITDA margin in %

Strong operating result and strong cash flow



Operating result (EBITDA)
in EUR millions



Cash flow from operating activities
in EUR millions

Key Figures

	2010 in EUR millions	2009 in EUR millions	YTD 2011 in EUR millions	YTD 2010 in EUR millions
Revenues	149.7	135.6	117.9	108.3
EBITDA	37.1	30.4	27.9	26.5
EBITDA margin	25%	22%	24%	25%
EBIT	27.5	20.9	20.3	19.4
Cash flow from operating activities	32.3	23.4	24.8	27.6
Cash flow from investing activities	-3.8	-3.6	-4.0	-2.0
Equity *)	93.5	79.6	96.9	93.5
Equity ratio *)	57%	50%	60%	57%
Net income (group shares)	18.9	12.2	13.3	13.2
Earnings per share in EUR	1.97	1.27	1.38	1.37

*) Presentation of previous year as of December 31, 2010

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Outlook

Market conditions still positive

- Main association of the German construction industry expects 7 percent market growth in 2011
- Experts from EuroConstruct expect marginal growth of total investment in the building sector in Europe (+0,2 % in 2011) *

Forecasts for 2011 confirmed (market conditions assumed to be stable)

- Revenue growth in the region of 10 percent
- EBITDA margin of around 24 percent
- Net income above 20 million euro

Poor visibility for 2012

- Construction industry worldwide is expected to suffer from a potential economic downturn
- But experts from EuroConstruct still expect stable level of total investment in the building sector in Europe (+0,2% in 2012) and slight growth in 2013 (+2,2%) *

* EuroConstruct Outlook, November 2011

Key takeaways

Reliable basis of business

- Strong profitability – EBITDA margin of around 24 percent
- High cash flows – operating result is reflected in a corresponding cash flow
- Strong earnings basis – almost 50 percent maintenance contracts (recurring revenues)

Reliable growth drivers

- Steady demand for BIM software solutions
- Additional growth expected thanks to new products and services

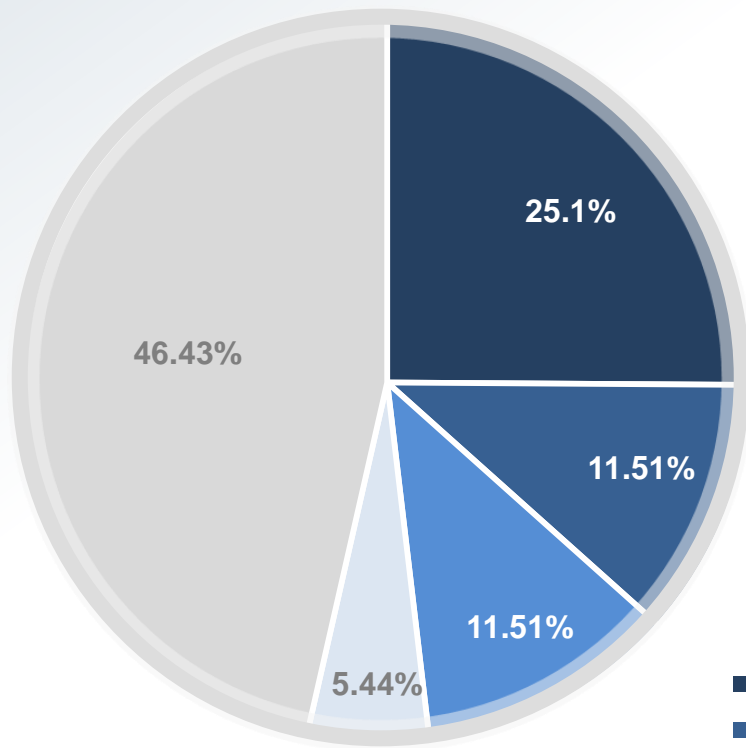
Dornier Museum, Friedrichshafen



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Current shareholder structure

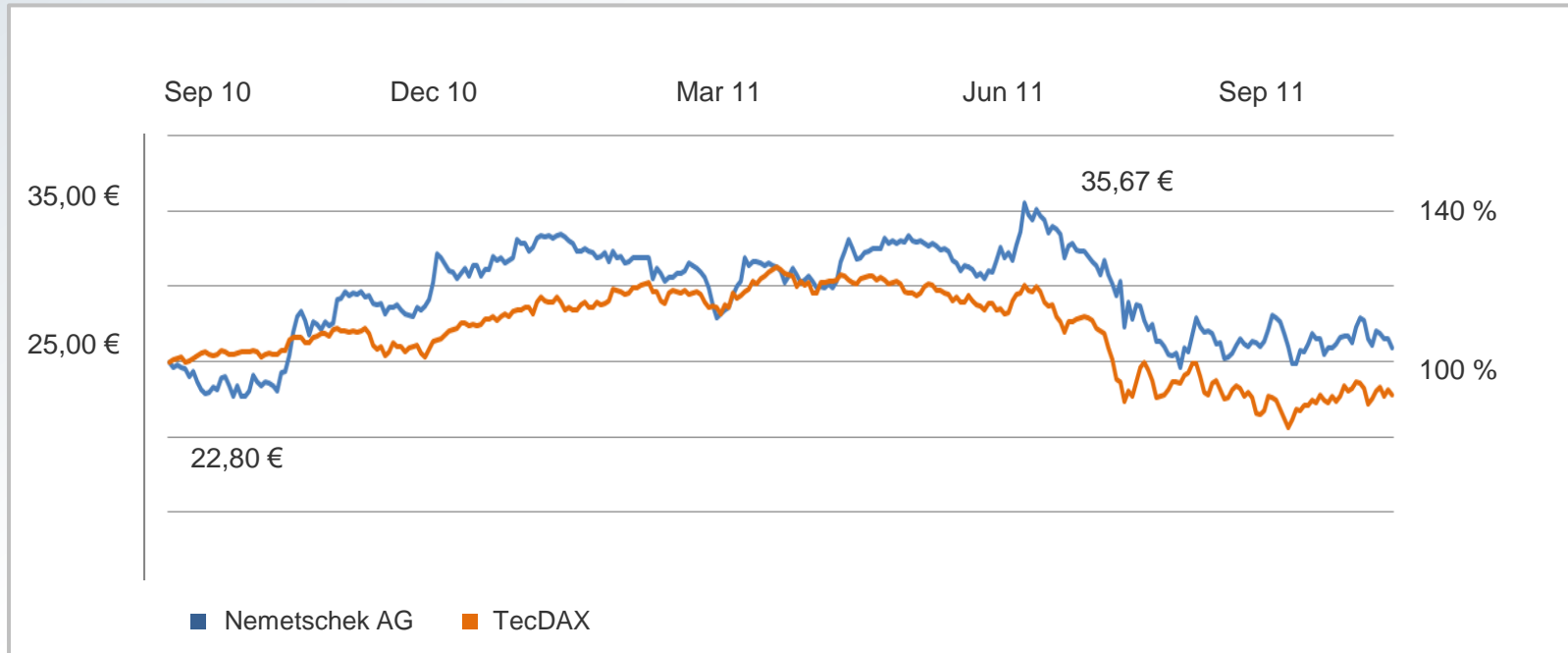


- Number of shares: 9,625,000
- IPO: March 10, 1999
- Frankfurt Stock Exchange, Prime Standard
- Market capitalization: approx. 250 million euro*
- Shares held by the Nemetschek family: 54 percent

*as of 2011/11/10

- Prof. Georg Nemetschek
- Dr. Ralf Nemetschek
- Alexander Nemetschek
- Ingrid Nemetschek
- Free float

Share price development



Price development of the Nemetschek share in comparison to the TecDAX (indexed)

Coverage

DZ-Bank
 Goldman Sachs
 WestLB

Calendar and contact

Calendar 2012

- 3/30/2012 Annual Report 2011
- 4/30/2012 Q1 Report 2012
- 5/24/2012 Annual General Meeting
- 7/31/2012 Half Year Report 2012
- 10/31/2012 Q 3 Report 2012

Contact

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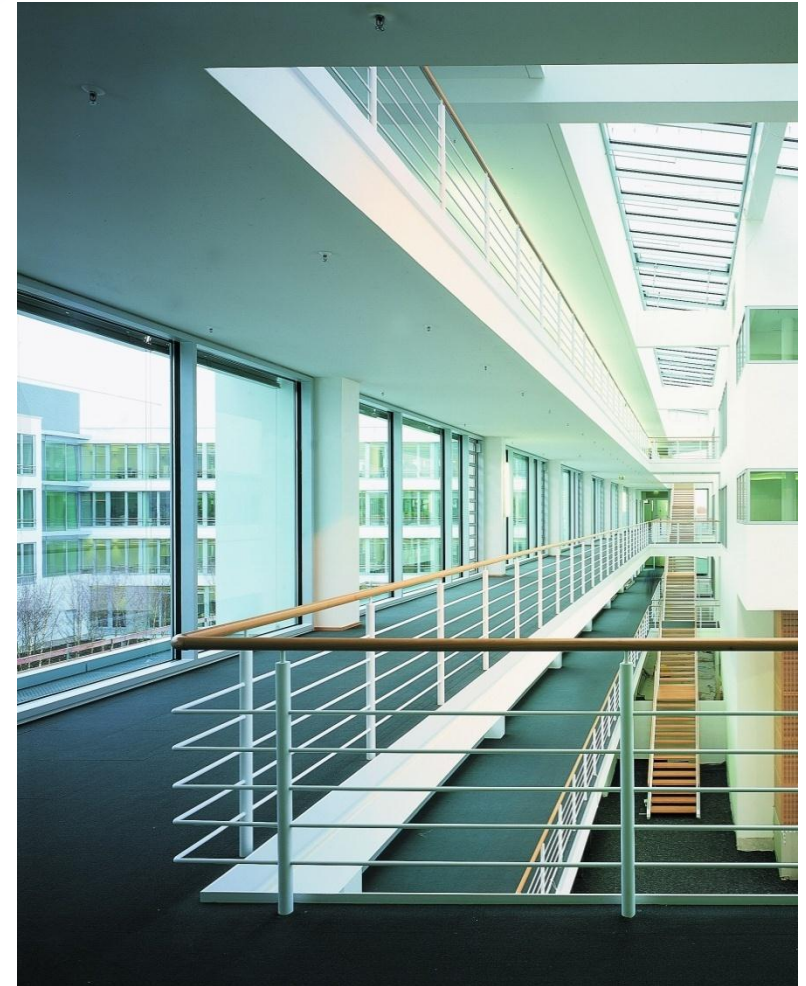
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Nemetschek AG, November 2011