

Unique DNA

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider for AEC & media industry
- 14 strong brands, 60 locations, sale in 142 countries
- ~ 2.3 million users around the world
- Highest quality, user-friendly, customer-oriented
- Driving innovation in BIM, 5D, collaboration, workflows, quality checking and digitalization in AEC

Investment Highlights

- Positioning**
 - Focus on AEC, leading in Open BIM
 - Focus on customer needs
- Financials**
 - High margins & healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Strengthen internationalization
 - Trends such as Open BIM, 5D, cloud, collaboration, digitalization
 - Organic and via acquisitions

Key Figures mEUR

	Q1 2017	Q1 2016	%YoY	FY 2016
Revenues	96.3	77.7	+24.0%	337.3
EBITDA	26.3	21.0	+25.5%	88.0
EBITDA margin	27.4%	27.0%	-	26.1%
EBIT	20.9	16.6	+26.0%	69.7
EBIT margin	21.7%	21.3%	-	20.7%
Net income	14.2	11.0	+28.6%	46.9
EPS in €	0.37	0.29	+28.6%	1.22
Operating cash flow	21.9	21.3	+2.7%	79.7
Free cash flow	-3.7	19.5	-	32.1
Equity ratio in %	45.2%	44.5%	-	44.4%
Headcount	2,029	1,769	+14.7%	1,925

Business Overview & Segments

Architecture • Engineering • Construction (AEC)

Segments	DESIGN		BUILD		MANAGE		MEDIA & ENTERTAINMENT	
	ALLPLAN		NEVARIS		CREM SOLUTIONS		MAXON	
	VECTORWORKS		BLUEBEAM					
Brands	SCIA		SOLIBRI					
	FRILO Software		DESIGN DATA					
	DATA DESIGN SYSTEM							
	PRECAST SOFTWARE engineering							
	dRofus							
Revenues*	Q1 2017	FY 2016	Q1 2017	FY 2016	Q1 2017	FY 2016	Q1 2017	FY 2016
EBITDA margin	60.7	220.9	27.9	87.5	1.8	7.1	5.9	21.8
	28.3%	28.6%	22.6%	14.7%	14.2%	22.7%	44.6%	38.6%

NEMETSCHKE covers complete value chain in AEC + Media

Guidance FY 2017

Revenues 395 - 401m€ (+17% - 19%, thereof organic: +13% - 15%)
 EBITDA 100 - 103m€ (+16% - 20%), high margin will be maintained

Executive Board

Patrik Heider	Spokesman and CFO
Sean Flaherty	Chief Strategy Officer (CSO)
Viktor Várkonyi	Board Member and CEO of Graphisoft

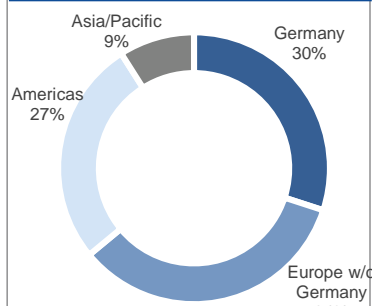
Supervisory Board

Kurt Dobitsch	Chairman
Prof. Georg Nemetschek	Deputy Chairman
Rüdiger Herzog	Board Member

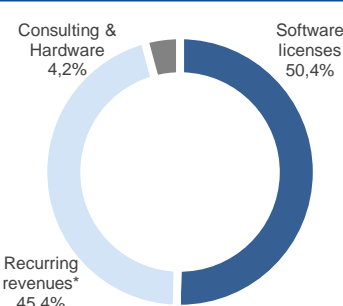
Key Stock Figures

ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Ticker symbol	Bloomberg: NEM GY, Reuters: NEKG.DE
Indices	Prime Standard, TecDAX
Current market cap	EUR 2.25 billion

Revenues by Regions (Q1 2017)

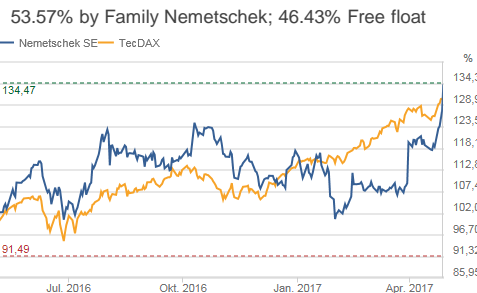


Revenues by Type (Q1 2017)



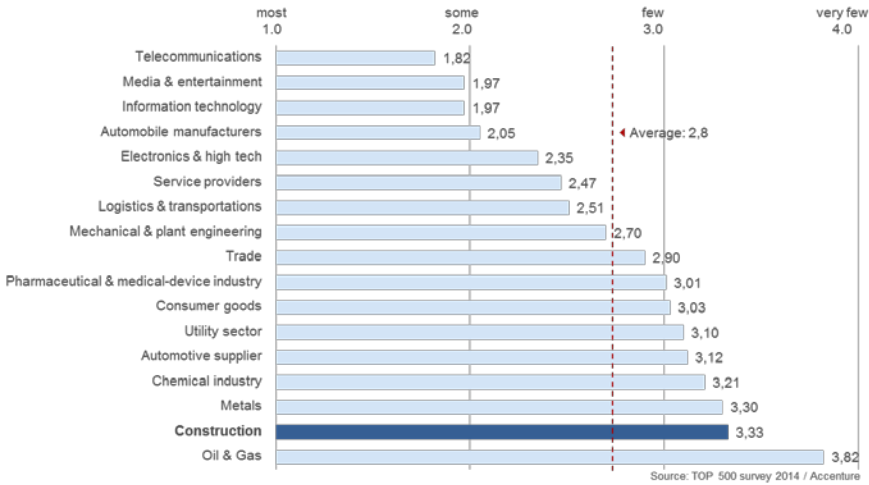
* Software services, rental model (subscription, SaaS)

Shareholder Structure & Share Price Development

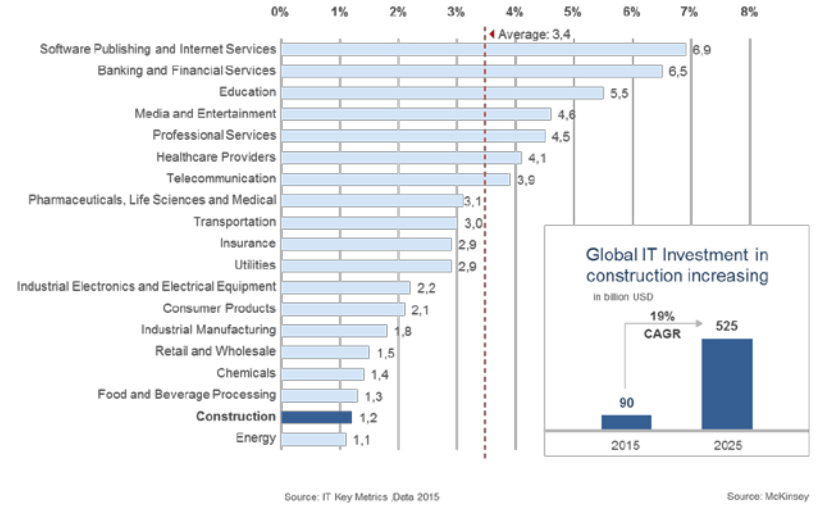


AEC Market Data

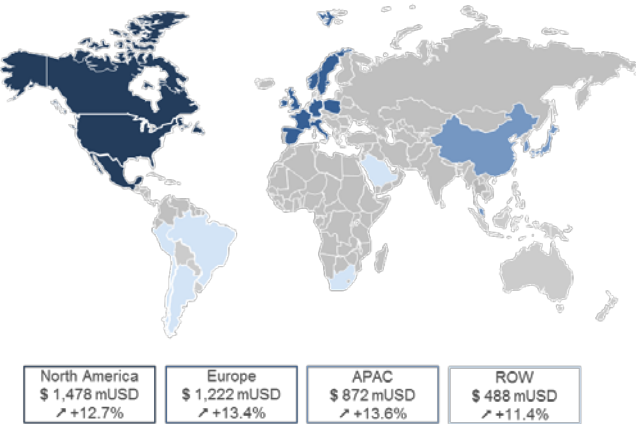
Mega Trend Digitalization – Entering The Industries



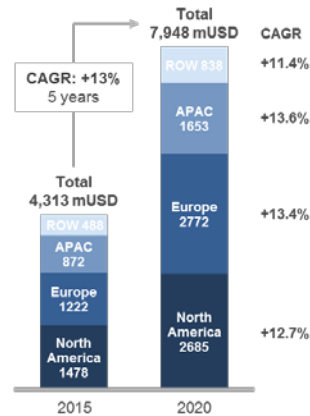
IT Spending as a % of Revenue by Industry (2015)



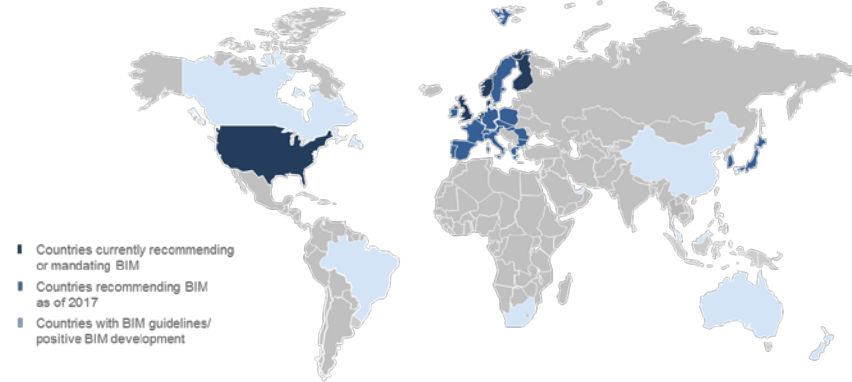
BIM Market by Region 2015



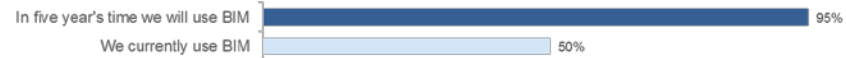
BIM Market Size 2015/2020



Status of Current BIM Regulations and Use



National UK BIM Report survey on future use of BIM



\$ Market Size 2015
↗ CAGR 2015 - 2020

Source: BIM Market, Global Trends and Forecasts (2015-2020) Markets and Markets