



## NEMETSCHKEK AG – Group Insights 3/2011

Dear readers,

This is the October edition of Group Insights, in which we would like to inform you about relevant developments in the Nemetschek Group and its subsidiaries. We hope you enjoy the read!

The Group Insights Editorial Team

### *Allplan*

#### **Allplan 2012 new on the market**

The Europe-wide launch of the latest version of the Allplan planning and design software took place on October 4. The most important innovation: with Allplan 2012, there is a new, powerful 3D modeling functionality with independent, parametric Allplan CAD objects. These “SmartParts” are intelligent and support object changes, variations, freeform solids and the merging of flexible, precast components. While architects primarily use SmartParts for interior and exterior, engineers benefit from the numerous special components such as supports.



 **Allplan 2012**

Other innovations in Allplan 2012 include an optimized work process for reinforcement planning and the integration of international standards, for example for Brazil. Accompanying the launch, symposiums entitled “Be connected” will be held in many European countries, including Germany, Austria and Switzerland as well as France, Italy, the Czech Republic and Slovakia.

### *Maxon*

#### **Greater presence in the ASEAN countries**

Together with its local distributor, IM Innovations, Maxon (the multimedia subsidiary of the Nemetschek Group) opened the Maxon ASEAN Competence Center in Singapore, increasing its presence in South East Asia. Thanks to the joint Competence Center, IM Innovations can now distribute the Cinema 4D solution directly on behalf of Maxon. In addition, Maxon’s direct presence in Asia simplifies communication and collaboration with government organizations and educational institutions, as well as development work on specific research and localization projects. The practice of establishing Competence Centers in conjunction with local partners has proved successful for years in Paris and Tokyo.



Since 2005, Maxon has run an Authorized Training Center (ATC) in Singapore – a training institution that also trains the trainers and is always up-to-date with regard to the Maxon software. The ATC will also benefit from the new Competence Center, for example through extended technical support.

#### *Graphisoft*

##### **Obayashi counts on solution from Graphisoft**

At the end of August, the Obayashi Corporation – with more than 9.000 employees one of the largest construction companies in Japan - announced it was planning the development of a Smart BIM Cloud together with the Japanese NEC Corporation and Nemetschek subsidiary Graphisoft. This will be a platform for seamless information exchange between all the company departments involved in a building project, based on Graphisoft's BIM server technology and as part of a private cloud. Its purpose is to optimally align all work processes in the Obayashi Group based on BIM (Building Information Modeling) and thus make them more efficient.

NEC's contribution to the cooperation will be its expertise in the development of cloud applications, while Graphisoft will provide the BIM server technology included in its ArchiCAD solution as the basis. To date, this solution has only been used by individual departments, but Obayashi has seen the potential for the entire group and wants to position itself as the technology leader among Japan's construction companies with the Smart BIM Cloud. In future, the new platform should also enable all those involved in a project – including Obayashi's subcontractors – to check the building status during the planning, construction and completion phase at any time via the internet, including by means of mobile devices, in order to react quickly to their customers' inquiries, for example.

**GRAPHISOFT**  
a NEMETSCHKE Company



**OBAYASHI**

#### *Nemetschek Group*

##### **New general manager in Brazil**

Julio César Calsinski (44) has been the new manager of the Nemetschek branch in São Paulo since October 1. The engineering graduate and MBA has many years of management experience and more than 15 years of expertise in the building industry. Most recently, he was a commercial manager responsible for infrastructure projects at the Korean Hyundai Corporation in Brazil. Prior to this, he worked in various roles at Brazilian construction company ICEC, among other things coordinating a multinational team for the foundation of a new division for pre-engineered building.

Native Brazilian Calsinski succeeds Portuguese José Teixeira, who successfully launched the branch in recent months, but was not able to live in Brazil over the long term. The Nemetschek branch in Brazil focuses on sales and services for the software solutions for civil engineering.



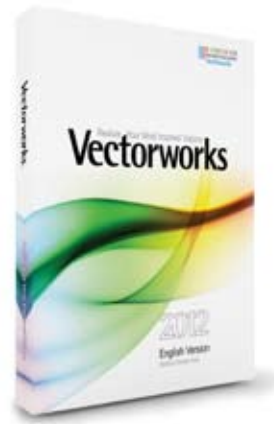
Julio César Calsinski

#### *Vectorworks*

##### **New release available since the fall**

The new version of the design software Vectorworks is primarily geared towards higher user productivity: Based on the motto "Accelerate your Design," most of the 150 improvements aim to help speed up the workflow for designers. The English-language version of Vectorworks 2012 has been available since mid September; in Germany, the new version will be available beginning of November.

The key innovations include an x-ray view through all objects: As required, users click a button to show all objects – including those hidden by other objects. As a result, it is possible to click to activate, move or delete any object as if it were in the foreground. In addition, Vectorworks 2012 provides faster screen output and the graphical representation of database information, among other things. The new release provides an additional innovation for Macintosh users: Vectorworks 2012 is fully compatible with OS X Lion.



#### Scia

##### Scia Engineer with new functions

User-friendliness and interaction – these are the primary concerns of the new Scia Engineer release. To make it easier for engineers to work with the program, Scia implemented integrated table input, which offers new options for numerical input and parameter settings. A link with MS Excel also provides new modeling tools.



In addition, Scia is continuing to implement the Eurocodes: among other things, national annexes have been extended and the latest corrections integrated. Scia also offers a new backup service for users: This service, the Scia Desk, makes it possible to back up project data in the cloud and share it with partners.

#### Maxon

##### Good grades for Cinema 4D

Stress test for Maxon software Cinema 4D 13: in August, the online platform [www.macwelt.de](http://www.macwelt.de) subjected the new program version, which has been available since September, to a thorough test – with good results. The 3D software for modeling, texturing, rendering and animation was awarded grade 1.4 (excellent) by the examiners. Above all, the many small and large improvements for work processes that help in day-to-day work with the program were commended. These include the physical camera with renderer as well as the successful implementation of a character animations solution. Cinema 4D 13 also received very good ratings for functional scope, speed, image quality and operation.



#### Nemetschek Group

##### GOLD twice for 2010 annual report

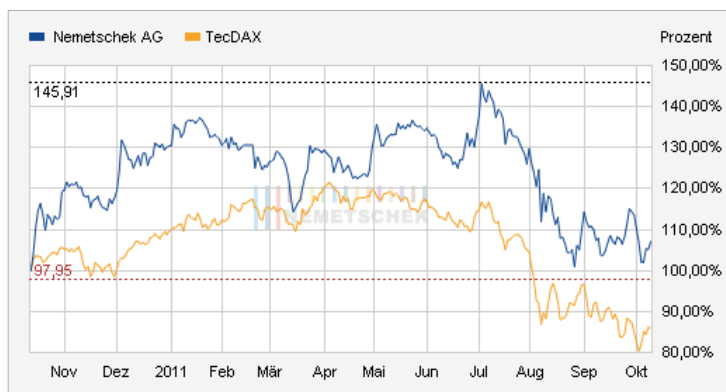
In the internationally renowned competition held by the League of American Communications Professionals (LACP), the Nemetschek annual report was awarded Gold in the Software category for the fourth time. The report achieved 98 out of a possible 100 points. Overall, the jury assessed around 4,000 reports, with criteria including the overall impression, the cover and the letter to the shareholders.

The Nemetschek annual report received another honor in this year's ARC Awards: for the first time, it was awarded Gold in the Computer / Software category. The jury examined a total of 2,100 annual reports from 37 countries around the world. The ARC Awards are one of the largest international competitions for annual reports.



*The stock***Nemetschek stock feels the pinch following financial market turmoil**

The Nemetschek share was not alone in being adversely affected in recent weeks by the general stock market uncertainties resulting from the financial crisis. On July 4, the price stood at an all-time high of 35.70 euros, but events relating to the debt crisis in Europe and the US had forced the Nemetschek share price down to around 26 Euros within 3 months. Individual competitors were hit even harder: Autodesk stocks, for instance, dropped by more than 28 percent in Q3 2011 whereas Nemetschek lost just 18 percent.

**Current analysts' expectations and recommendations**

Analyst	Revenues 2011 (in € mn)	EBITDA 2011 (in € mn)	Price target (in €)	Coverage view
<b>DZ-Bank</b>	165	39,9	44,00	Buy (29.07.2011)
<b>Macquarie</b>	166,6	40,8	34,00	Neutral (29.07.2011)
<b>WestLB</b>	165	42,0	45,00	Buy (01.08.2011)
<b>Goldman Sachs</b>	167,2	40,7	47,00	Buy (11.08.2011)

*Nemetschek in the press***"We can react swiftly in times of crisis"**

The Aktionär stock market journal interviewed Ernst Homolka, CEO of Nemetschek AG, on September 29 about the financial and debt crisis and the possible consequences for the Nemetschek Group. Homolka stressed that the market was not yet showing any weaknesses, but the threat of a recession could not be ruled out. He described Nemetschek as a "comparatively crisis-resistant company," and stressed that thanks to the numerous maintenance contracts with customers, almost 50 percent of Nemetschek's sales are recurrent business. He went on to add that in crisis year 2009, the group proved that it could react swiftly and had its costs under control.



## Events and trade fairs

### 10/12 – 10/14/2011 **Presentation of Vectorworks and Cinema 4D at the Central German Construction Forum in Leipzig**

One event, three trade fairs: the Central German Construction Forum is being held in addition to the established trade fairs efa and SHKG, attracting numerous visitors. The Cinema 4D software and programs from Vectorworks will be presented at the event.

### 10/18 – 10/27/2011 **Allplan 2012 Symposium in four German cities**

The new Allplan 2012 has been available since October 4 – simultaneously across Europe. Dispatch by post will start on October 24. In Germany, Allplan is presenting its most important new features in the second half of October in Cologne, Stuttgart, Munich and Hamburg with the motto “Be connected”.

### 11/08 – 11/09/2011 **Building Management Days at Nemetschek Bausoftware in Karlsruhe** and 11/16 – 11/17/2011 **and Achim, near Bremen**

The two-day events aim to provide executives at construction companies with information on the latest trends and developments in the building industry.

### 12/06 – 12/07/2011 **Engineering Days at Nemetschek Engineering GmbH**

The event has become established as a platform for discussion between precast concrete part manufacturers and technology leaders in the industry; the focus is on the latest topics and trends.

## Investor Relations

10/28/2011 **Publication of the 3/2011 quarterly statement**  
11/21 – 11/23/2011 **German Equity Forum Frankfurt / Main**

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