

## Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 15 strong brands, 67 locations, sale in 142 countries
- ~ 2.7 million users around the world
- Highest quality, user-friendly, customer-oriented
- Growth drivers:** Digitalization in AEC far behind other industries, BIM regulations worldwide, switch from 2D to integrated digital 3D workflow solutions

## Investment Highlights

- Positioning**
  - Focus on AEC, leading in Open BIM
  - Focus on customer needs
- Financials**
  - Stable margins, healthy balance sheet
  - Strong cash generation
- Growth factors**
  - Focus on internationalization
  - Driving innovations: Open BIM, digital workflows, collaboration
  - Organic and via acquisitions

Key Figures mEUR	Q1 2018	Q1 2017	%YoY	%YoYcc**	FY 2017
Revenues	102.2	96.3	+6.2%	+13.1%	395.6
EBITDA	27.9	26.3	+5.9%	+13,3%	108.0
EBITDA margin	27.3%	27.4%	-	-	27.3%
EBIT	22.6	20.9	+8.3%	-	86.4
EBIT margin	22.1%	21.7%	-	-	21.9%
Net income	16.4	14.2	+15.2%	-	62.4*
EPS in €	0.43	0.37	+15.2%	-	1.62*
Operating cash flow	26.6	22.2	+19.6%	-	97.4
Free cash flow**	24.7	20.8	+19.0%	-	88.2
Equity ratio in %	50.4%	45.2%	-	-	49.5%
Headcount	2,227	2,029	+9.8%	-	2,142

\* w/o positive special effects of 12.2 m€ in total (thereof: 7.6 m€ in financial result and 4.6 m€ in taxes because of US tax reform and release of deferred tax provisions)  
 \*\*without M&A investments \*\*\*constant currency

## Business Overview & Segments – Covering complete value chain in AEC + Media

### Architecture • Engineering • Construction (AEC)

Segments	DESIGN		BUILD	MANAGE	MEDIA & ENTERTAINMENT			
	ALLPLAN	GRAPHISOFT	NEVARIS	CREM SOLUTIONS	MAXON			
	VECTORWORKS	SCiA	BLUEBEAM					
	DATA DESIGN SYSTEM	FRILO Software	SOLIBRI					
	PRECAST SOFTWARE engineering	dRofus	SDS/2					
	IRISA							
Revenues* (Growth)	Q1 2018 62.8 (+8.2cc)	FY 2017 249.2 (+12.8%)	Q1 2018 31.6 (+26.6%cc)	FY 2017 114.6 (+31%)	Q1 2018 2.0 (+12.2%)	FY 2017 8.1 (+13.8%)	Q1 2018 5.8 (+5.3cc)	FY 2017 23.8 (+8.9%)
EBITDA margin	24.2%	28.2%	31.0%	23.2%	17.6%	23.4%	44.3%	38.8%

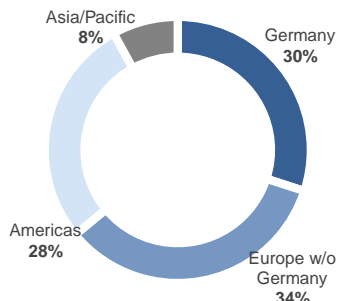
\* in mEUR

Guidance	FY 2018
Revenues	447–457 mEUR (based on a fx rate of 1.18 EUR/USD)
EBITDA margin	25% - 27%

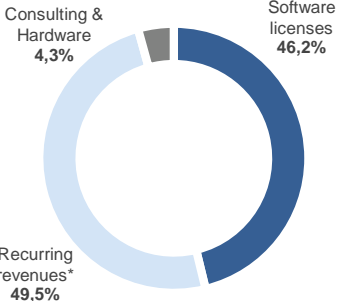
Executive Board	
Patrik Heider	Spokesman and CFOO
Sean Flaherty	Chief Strategy Officer (CSO)
Viktor Várkonyi	Board Member and CEO of Graphisoft

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

### Revenues by Regions (Q1 2018)



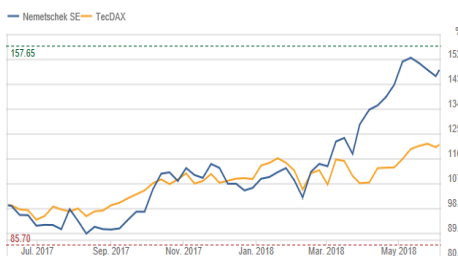
### Revenues by Type (Q1 2018)



\* Software services, rental model (subscription, SaaS)

### Shareholder Structure & Share Price Development

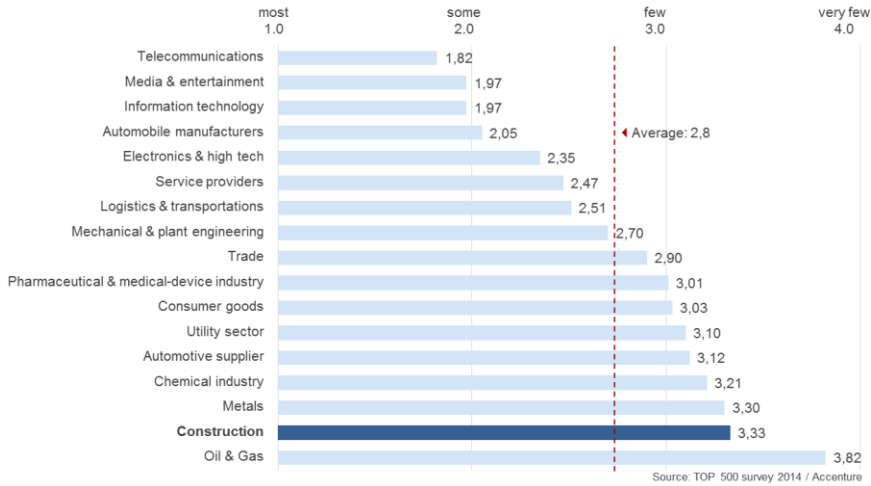
53.1% by Family Nemetschek; 46.9% Free float



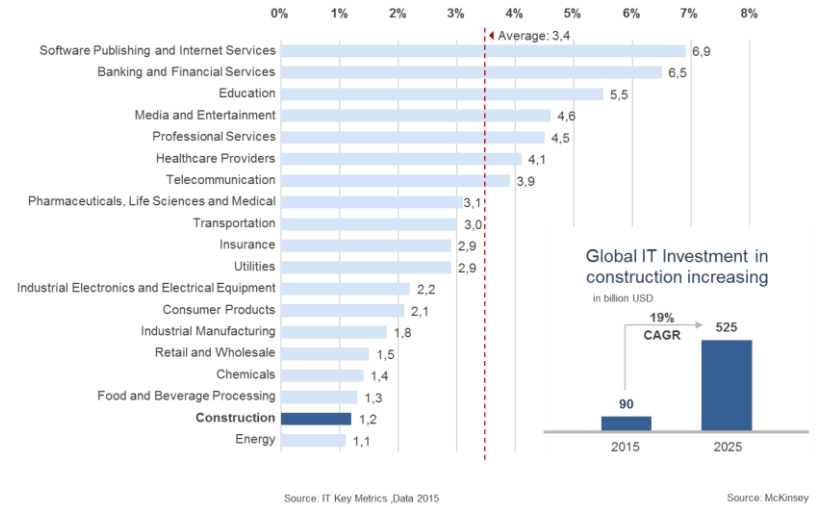
Key Stock Figures	
ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Indices / Ticker symbol	Prime Standard, TecDAX / NEM GY, NEKG, DE
Current market cap	EUR 3.8 billion

# AEC Market Data

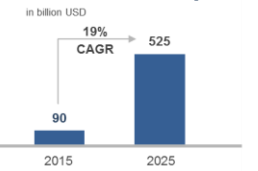
## Mega Trend Digitalization – Entering The Industries



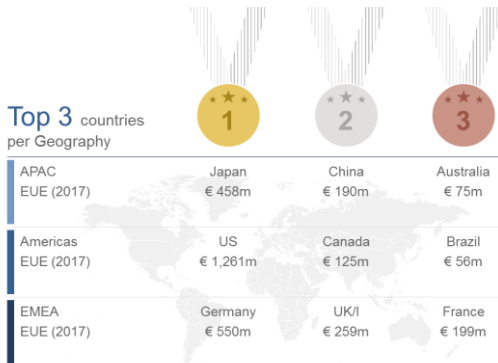
## IT Spending as a % of Revenue by Industry (2015)



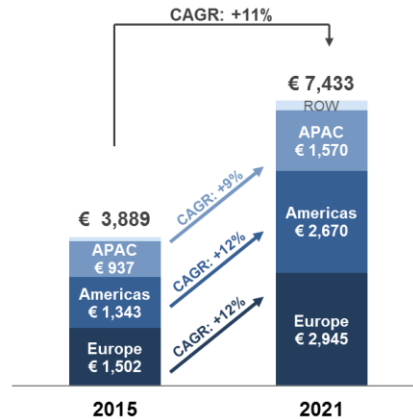
### Global IT Investment in construction increasing



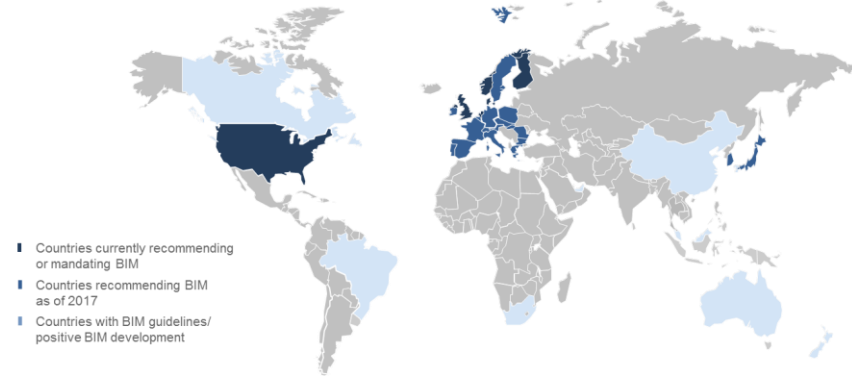
## BIM Market Size by Region



## BIM Market Size 2015/2020



## Status of Current BIM Regulations and Use



### National UK BIM Report survey on future use of BIM



End-user-expenditures (EUE) in m€

Source: Cambashi BIM Design Observatory and internal research