

## 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   |                         |                         |
|--------------------|------------------------------|---------------------------|----------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Brands             | 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<br>62.8 (+8.2cc)     | FY 2017<br>249.2 (+12.8%) | Q1 2018<br>31.6 (+26.6%cc) | FY 2017<br>114.6 (+31%) | Q1 2018<br>2.0 (+12.2%) | FY 2017<br>8.1 (+13.8%) | Q1 2018<br>5.8 (+5.3cc) | FY 2017<br>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 |

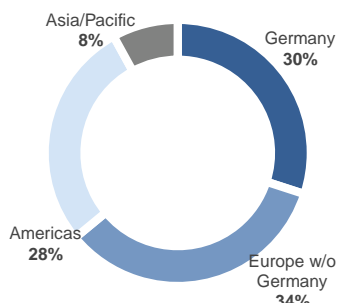
## Supervisory Board

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

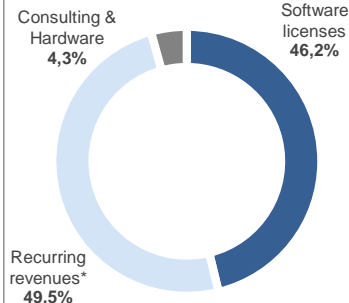
## Key Stock Figures

|                         |   |
|-------------------------|---|
| 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                           |

## Revenues by Regions (Q1 2018)



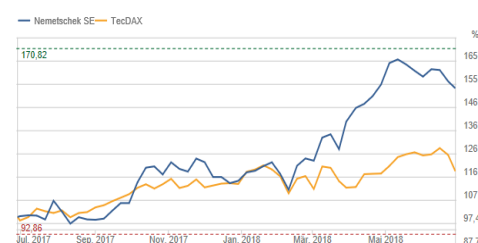
## Revenues by Type (Q1 2018)



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

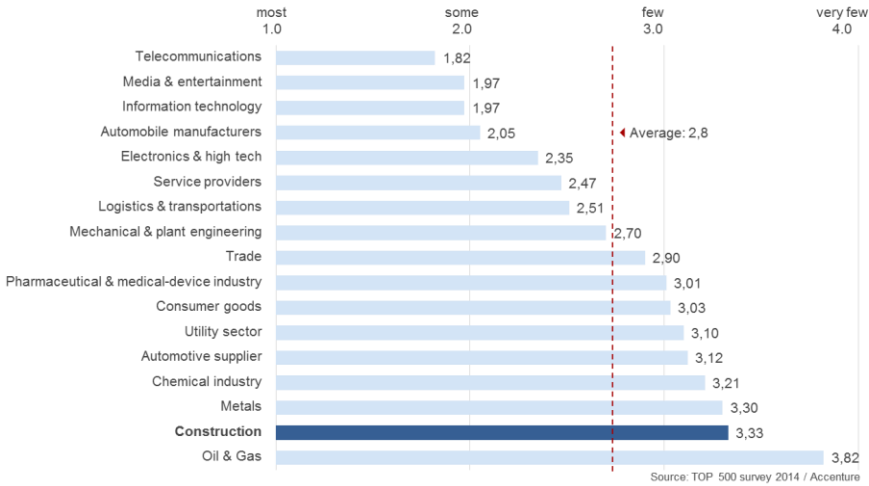
## Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float

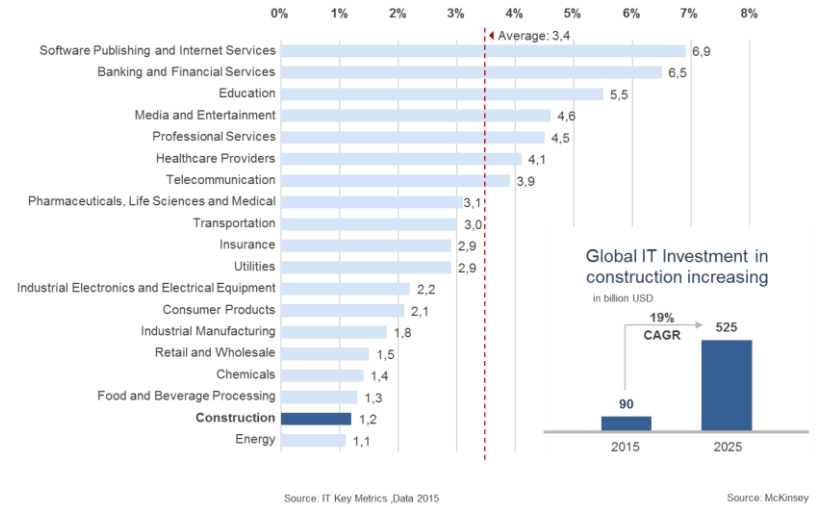


# AEC Market Data

## Mega Trend Digitalization – Entering The Industries



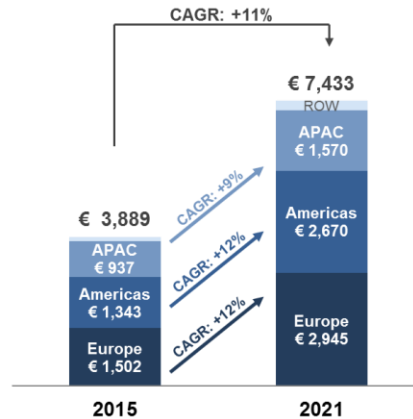
## IT Spending as a % of Revenue by Industry (2015)



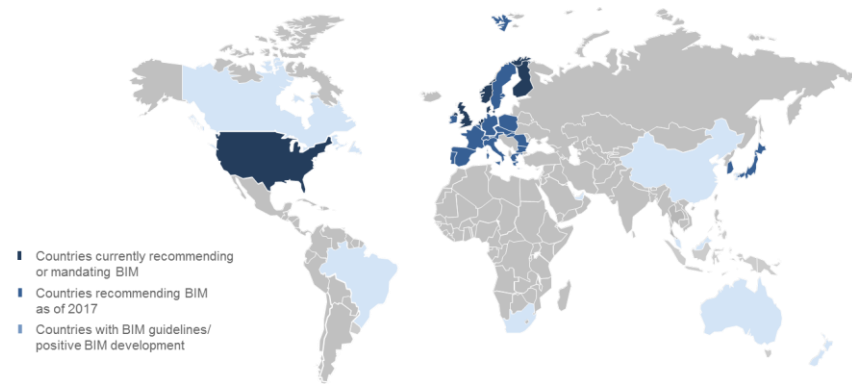
## BIM Market Size by Region



## BIM Market Size 2015/2020



## Status of Current BIM Regulations and Use



End-user-expenditures (EUE) in m€

Source: Cambashi BIM Design Observatory and internal research

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

