

## Unique DNA & Dynamic Markets

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider in AEC
- 16 strong brands, 67 locations, sale in 142 countries
- ~ 4.0 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    | H1 2018 | H1 2017 | %YoY   | %YoYcc*** | FY 2017 |
|---------------------|---------|---------|--------|-----------|---------|
| Revenues            | 216.0   | 194.0   | +11.4% | +17.2%    | 395.6   |
| EBITDA              | 59.0    | 51.7    | +14.1% | +17.6%    | 108.0   |
| EBITDA margin       | 27.3%   | 26.6%   | -      | -         | 27.3%   |
| EBIT                | 48.2    | 40.8    | +18.0% | -         | 86.4    |
| EBIT margin         | 22.3%   | 21.0%   | -      | -         | 21.9%   |
| Net income          | 34.5    | 27.7    | +24.5% | -         | 62.4*   |
| EPS in €            | 0.90    | 0.72    | +24.5% | -         | 1.62*   |
| Operating cash flow | 43.4    | 44.5    | -2.5%  | -         | 97.4    |
| Free cash flow**    | 38.2    | 40.2    | -5.1%  | -         | 88.2    |
| Equity ratio in %   | 51.0%   | 43.6%   | -      | -         | 49.5%   |
| Headcount           | 2,305   | 2,055   | +12.2% | -         | 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)

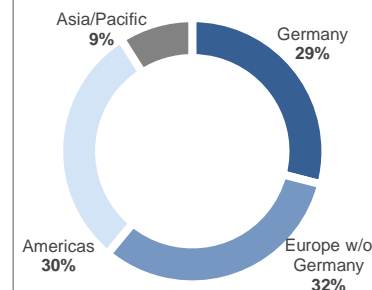
| Segments | DESIGN                                      |   | BUILD                                      | MANAGE                                  | MEDIA & ENTERTAINMENT                  |   |  |   |
|----------|---|---|--|---|--|---|--|---|
|          | ALLPLAN                                     | GRAPHISOFT                                | NEVARIS                                    | CREM SOLUTIONS                          | MAXON                                  |   |  |   |
|          | VECTORWORKS                                 | SCiA                                      | BLUEBEAM                                   | MCS SOLUTIONS                           |  |   |  |   |
|          | DATA DESIGN SYSTEM                          | FRILO Software                            | SOLIBRI                                    |   |  |   |  |   |
|          | PRECAST SOFTWARE engineering                | dRofus                                    | SDS/2                                      |   |  |   |  |   |
|          | IRISA                                       |   |  |   |  |   |  |   |
|          | <b>H1 2018</b><br>130.2 (+11.6%cc)<br>24.7% | <b>FY 2017</b><br>249.2 (+12.8%)<br>28.2% | <b>H1 2018</b><br>69.0 (+32.0%cc)<br>29.6% | <b>FY 2017</b><br>114.6 (+31%)<br>23.2% | <b>H1 2018</b><br>4.1 (+9.2%)<br>19.1% | <b>FY 2017</b><br>8.1 (+13.8%)<br>23.4% | <b>H1 2018</b><br>12.7 (+8.8cc)<br>44.1% | <b>FY 2017</b><br>23.8 (+8.9%)<br>38.8% |

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

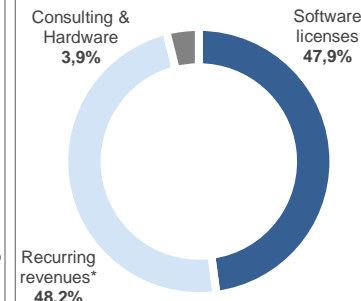
| Executive Board |                                    |
|-----------------|------------------------------------|
| Patrik Heider   | Spokesman and CFO                  |
| Sean Flaherty   | Chief Strategy Officer (CSO)       |
| Viktor Várkonyi | Board Member and CEO of Graphisoft |

| Supervisory Board           |                 |
|-----------------------------|-----------------|
| Kurt Dobitsch               | Chairman        |
| Prof. Georg Nemetschek      | Deputy Chairman |
| Rüdiger Herzog, Bill Krouch | Board Members   |

## Revenues by Regions (H1 2018)

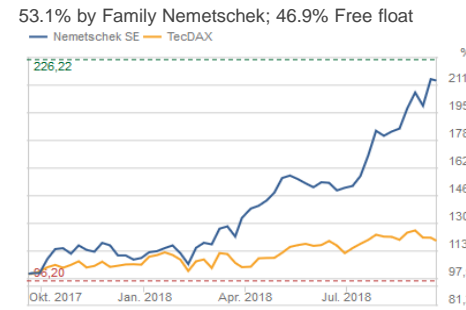


## Revenues by Type (H1 2018)



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

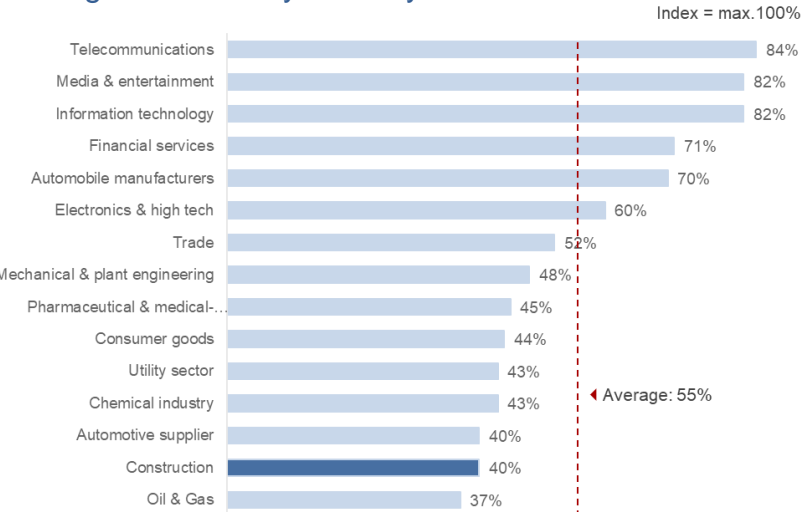
## Shareholder Structure & Share Price Development



| 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 5.1 billion                           |

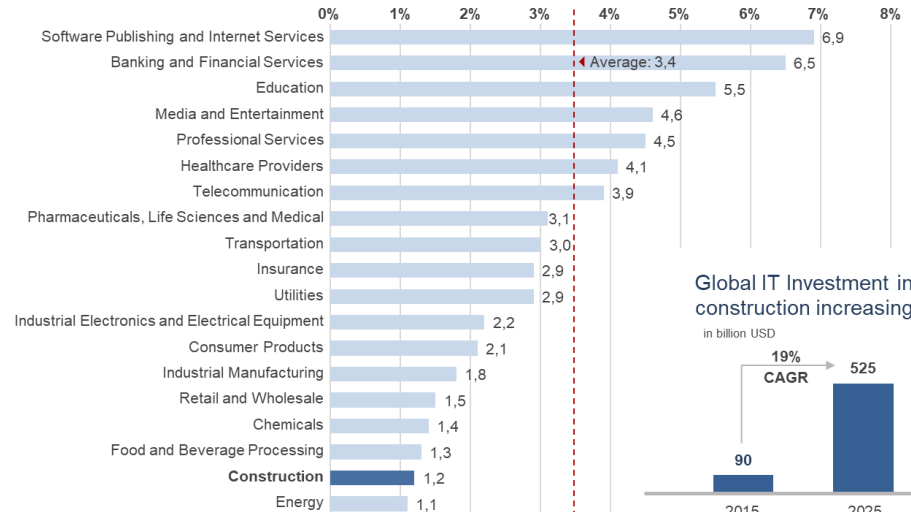
# AEC Market Data

## Digital Index – by Industry Cluster



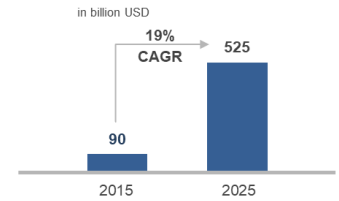
Source: TOP 500 survey 2017 / Accenture, Kantar TNS

## IT Spending as a % of Revenue by Industry (2017)



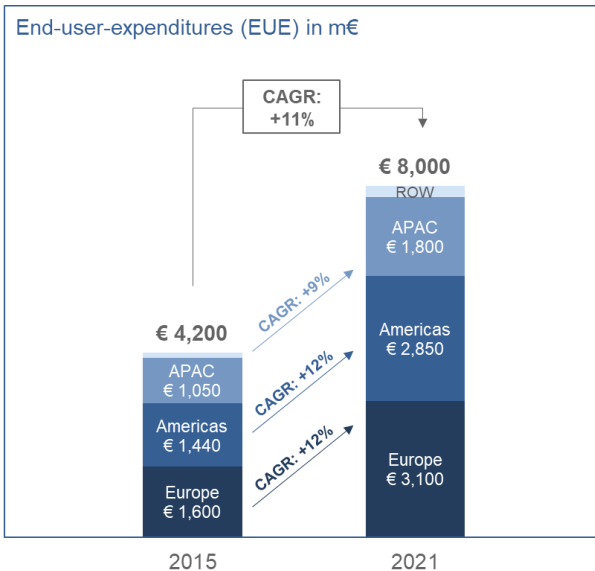
Source: IT Key Metrics, Data 2017

## Global IT Investment in construction increasing



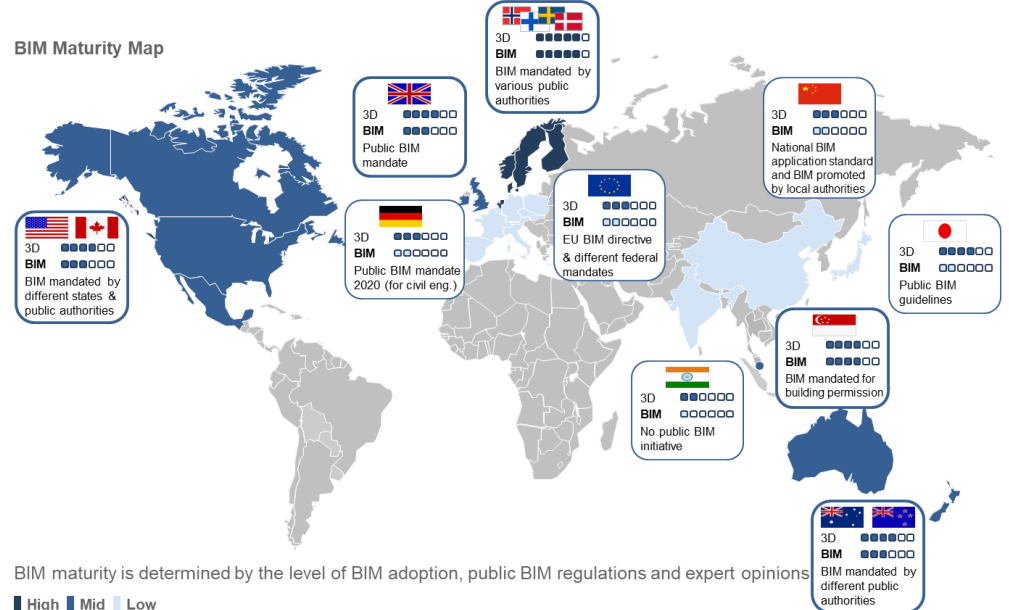
Source: McKinsey

## BIM Market Size 2015/2020



Source: Cambashi BIM Design Observatory and internal research

## Most Influencing BIM Countries



BIM maturity is determined by the level of BIM adoption, public BIM regulations and expert opinions

High Mid Low