

## 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 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%

## 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

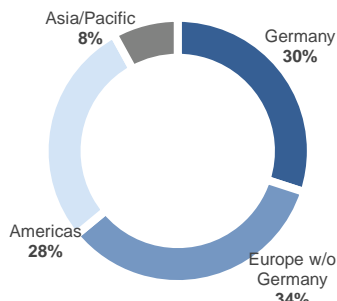
## Supervisory Board

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

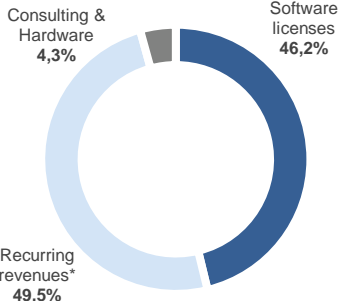
## Key Stock Figures

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)



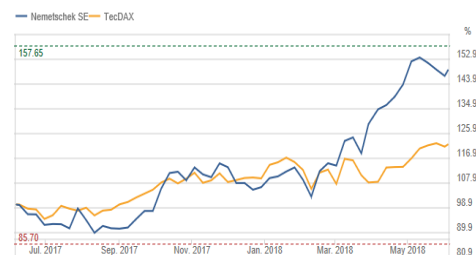
## Revenues by Type (Q1 2018)



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

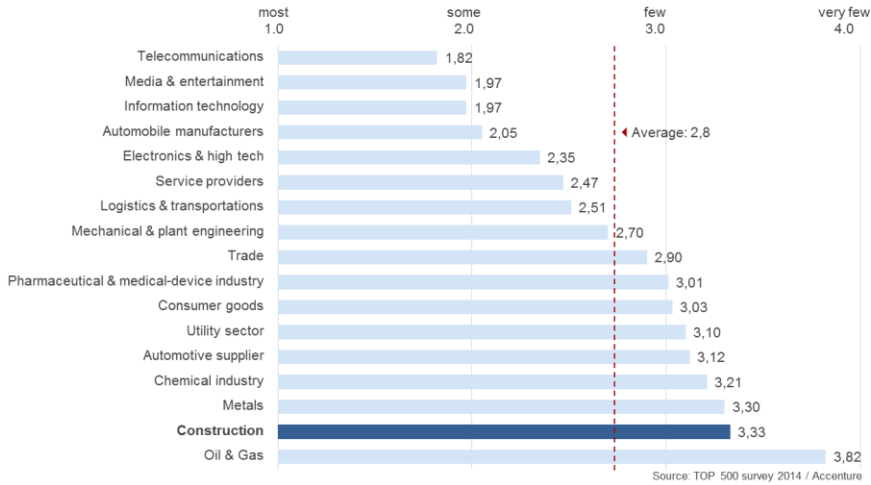
## Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float

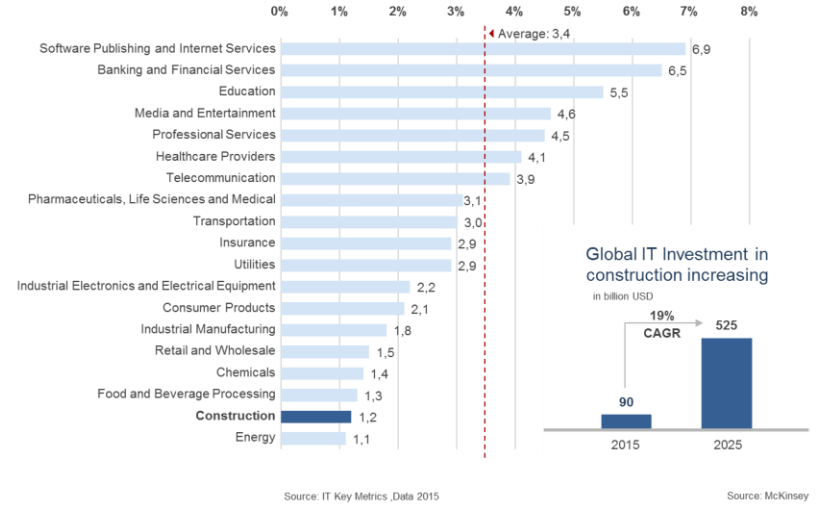


# AEC Market Data

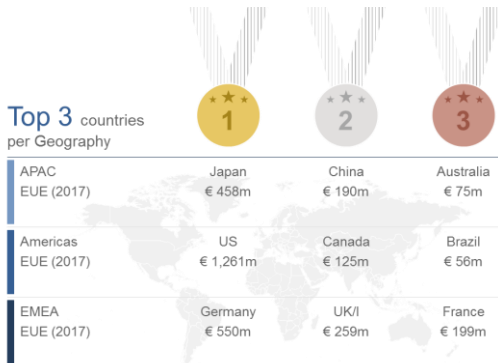
## Mega Trend Digitalization – Entering The Industries



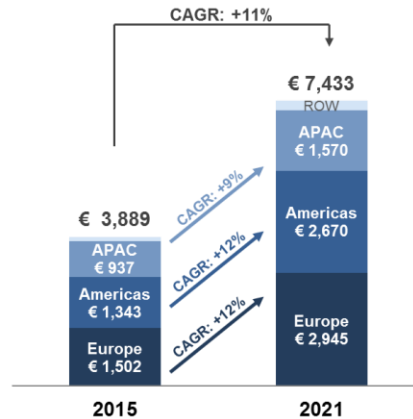
## IT Spending as a % of Revenue by Industry (2015)



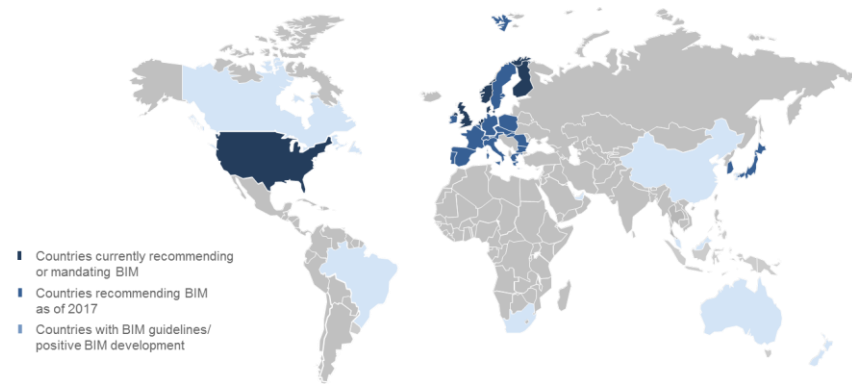
## BIM Market Size by Region



## 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

