

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

	FY 2017	FY 2016	%YoY
Revenues	395.6	337.3	+17.3%
EBITDA	108.0	88.0	+22.7%
EBITDA margin	27.3%	26.1%	-
EBIT	86.4	69.7	+24.1%
EBIT margin	21.9%	20.7%	-
Net income	74.7	46.9	+59.1%
Adjusted net income*	62.4	46.9	+33.0%
EPS in €	1.94	1.22	+59.1%
Adjusted EPS in €*	1.62	1.22	+33.0%
Operating cash flow	97.4	79.7	+22.3%
Free cash flow**	88.2	72.6	+21.5%
Equity ratio in %	49.5%	44.4%	-
Headcount	2,142	1,925	+11.3%

* 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

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	SOS/2					
	IRISA							
Revenues* (Growth)	FY 2017 249.2 (+12.8%)	FY 2016 220.9	FY 2017 114.6 (+31.0%)	FY 2016 87.5	FY 2017 8.1 (+13.8%)	FY 2016 7.1	FY 2017 23.8 (+8.9%)	FY 2016 21.8
EBITDA margin	28.2%	28.6%	23.2%	14.7%	23.4%	22.7%	38.8%	38.6%

* in mEUR

Guidance FY 2018

Revenues	447 – 457 mEUR
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

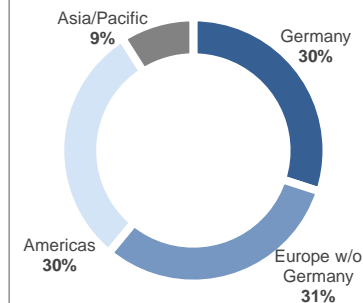
Supervisory Board

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

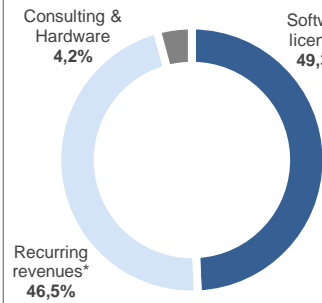
Key Stock Figures

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 3.3 billion

Revenues by Regions (FY 2017)



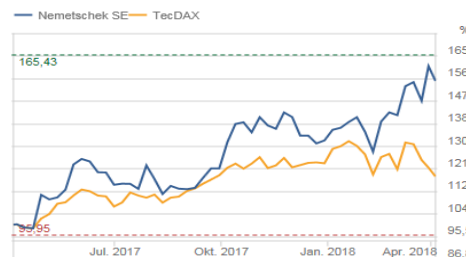
Revenues by Type (FY 2017)



* Software services, rental model (subscription, SaaS)

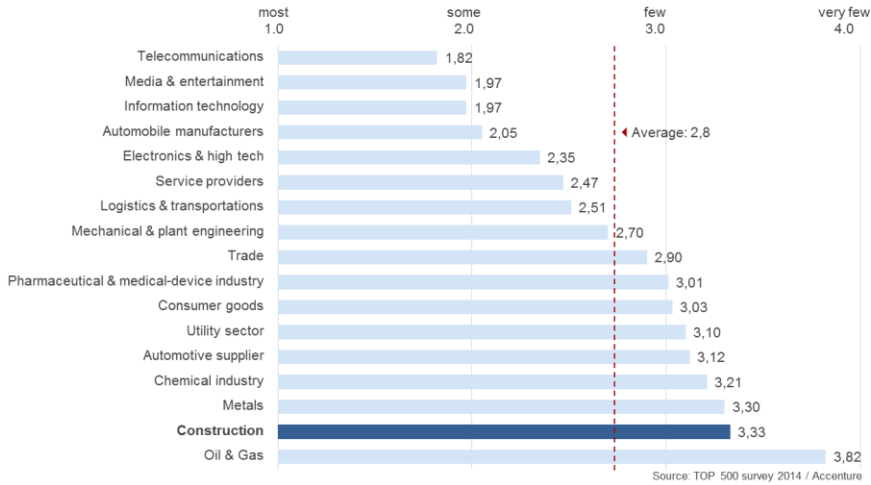
Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float

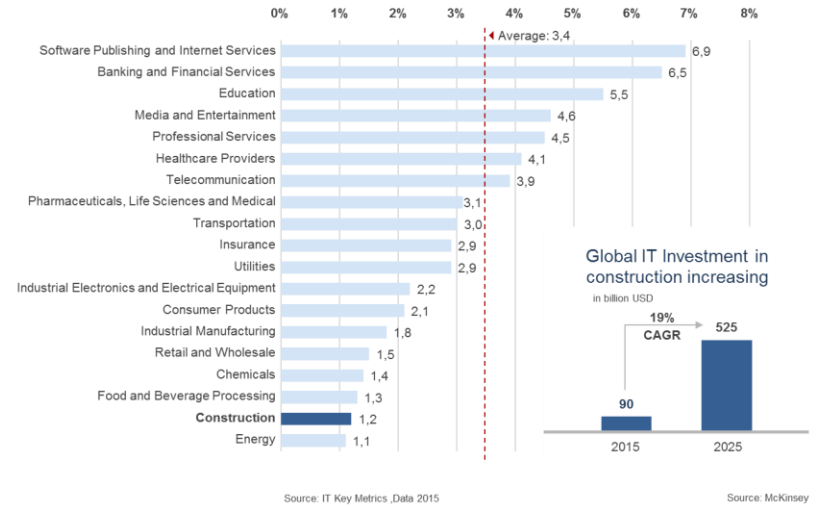


AEC Market Data

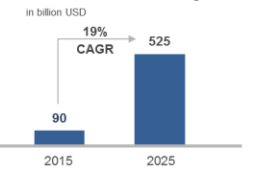
Mega Trend Digitalization – Entering The Industries



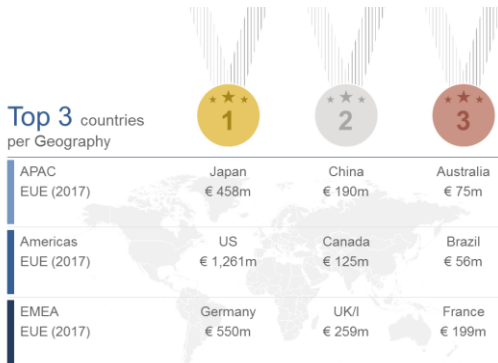
IT Spending as a % of Revenue by Industry (2015)



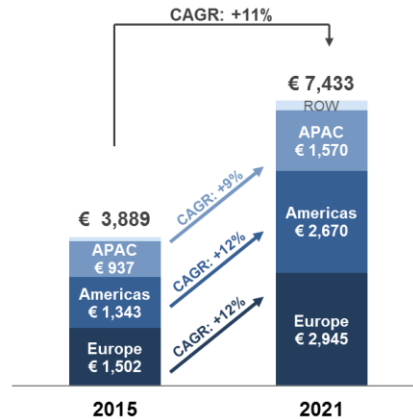
Global IT Investment in construction increasing



BIM Market Size by Region



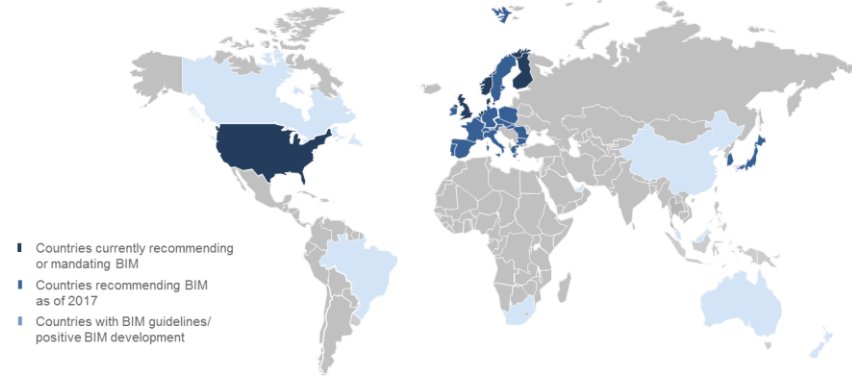
BIM Market Size 2015/2020



End-user-expenditures (EUE) in m€

Source: Cambashi BIM Design Observatory and internal research

Status of Current BIM Regulations and Use



National UK BIM Report survey on future use of BIM

