

Unique DNA

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider for AEC & media industry
- 15 strong brands, 60 locations, sale in 142 countries
- ~ 2.3 million users around the world
- Highest quality, user-friendly, customer-oriented
- Driving innovation in BIM, 5D, collaboration, workflows, quality checking and digitalization in AEC

Investment Highlights

- Positioning**
 - Focus on AEC, leading in Open BIM
 - Focus on customer needs
- Financials**
 - High margins & healthy balance sheet
 - Strong cash generation
- Growth factors**
 - Strengthen internationalization
 - Trends such as Open BIM, 5D, cloud, collaboration, digitalization
 - Organic and via acquisitions

Key Figures mEUR

	9M 2017	9M 2016	%YoY	FY 2016
Revenues	289.8	245.4	+18.1%	337.3
EBITDA	76.5	66.6	+14.9%	88.0
EBITDA margin	26.4%	27.1%	-	26.1%
EBIT	60.3	53.0	+13.8%	69.7
EBIT margin	20.8%	21.6%	-	20.7%
Net income	42.8	36.3	+18.1%	46.9
EPS in €	1.11	0.94	+18.1%	1.22
Operating cash flow	68.2	64.5	+5.7%	79.7
Free cash flow*	61.1	59.1	+3.4%	72.6
Equity ratio in %	45.3%	41.4%	-	44.4%
Headcount	2,094	1,901	+10.2%	1,925

* without M&A investments

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					
Brands	DATA DESIGN SYSTEM	FRILO Software	SOLIBRI					
	PRECAST SOFTWARE engineering	dRofus	SDS/2					
	IRISA							
Revenues* (Growth)	9M 2017 181.9 (+12.1%)	FY 2016 220.9	9M 2017 84.6 (+36.5%)	FY 2016 87.5	9M 2017 5.8 (+17.7%)	FY 2016 7.1	9M 2017 17.5 (+8.7%)	FY 2016 21.8
EBITDA margin	27.8%	28.6%	21.7%	14.7%	20.1%	22.7%	36.9%	38.6%

Guidance FY 2017 achieved

Revenues	395.6 m€ (+17.3%, currency-adjusted: +18.6%)
EBITDA	108.0 m€ (+22.7%, currency adjusted: +25.7%)

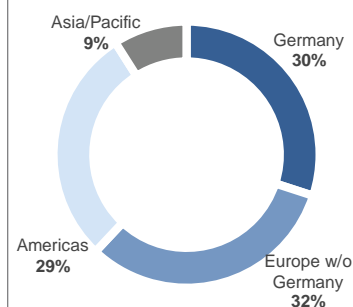
Executive Board

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

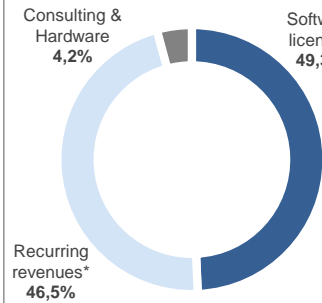
Supervisory Board

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

Revenues by Regions (9M 2017)



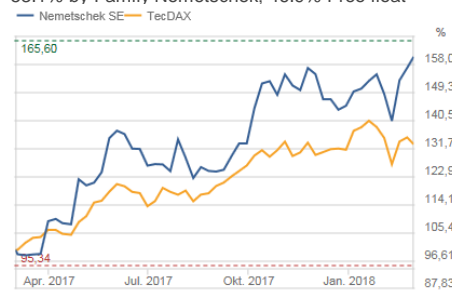
Revenues by Type (9M 2017)



* Software services, rental model (subscription, SaaS)

Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float

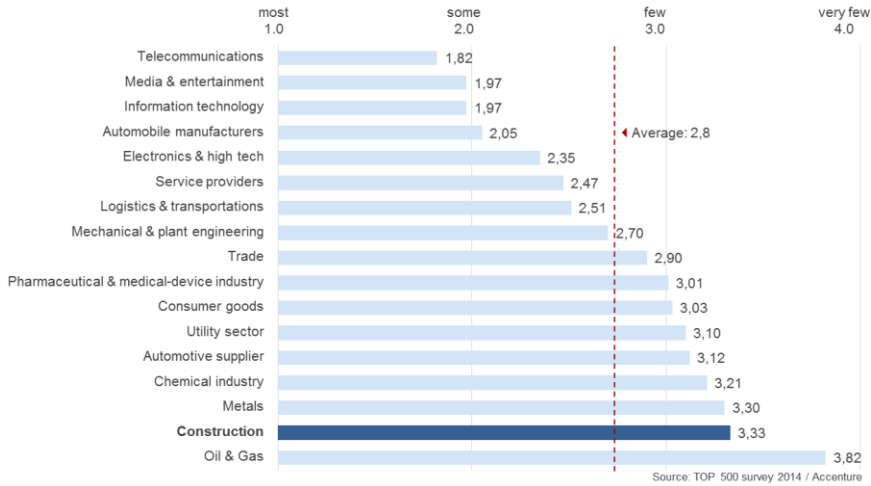


Key Stock Figures

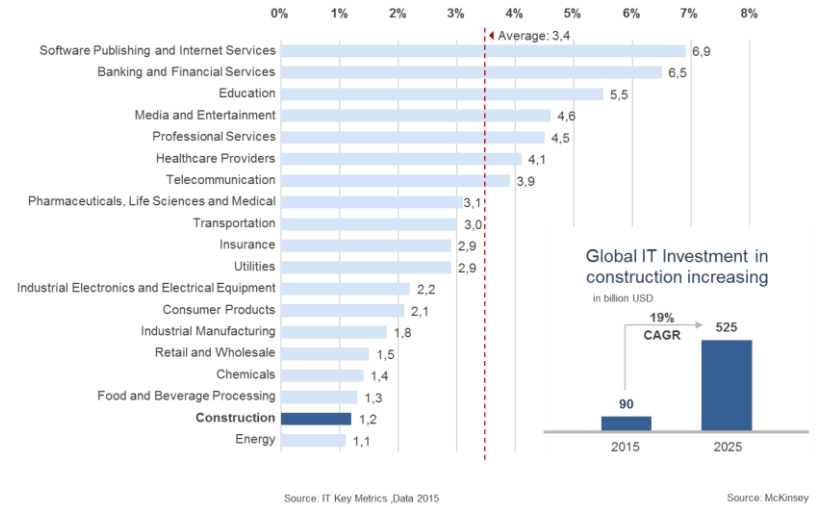
ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Ticker symbol	Bloomberg: NEM GY, Reuters: NEKG.DE
Indices	Prime Standard, TecDAX
Current market cap	EUR 3.0 billion

AEC Market Data

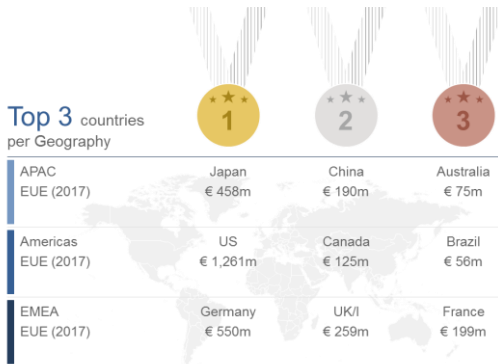
Mega Trend Digitalization – Entering The Industries



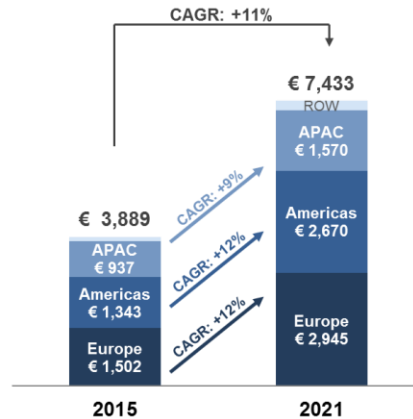
IT Spending as a % of Revenue by Industry (2015)



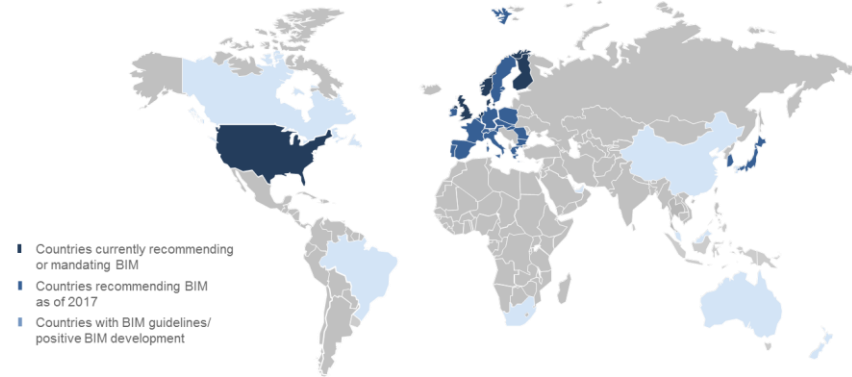
BIM Market Size by Region



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

