

Unique DNA

- Founded 1963 by Prof. Georg Nemetschek
- Leading global Open BIM software provider for AEC & media industry
- 14 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

	H1 2017	H1 2016	%YoY	FY 2016
Revenues	194.0	161.5	+20.1%	337.3
EBITDA*	51.7	43.7	+18.3%	86.1
EBITDA margin*	26.6%	27.0%	-	25.5%
EBIT	40.8	36.8	+11.0%	69.7
EBIT margin	21.0%	22.8%	-	20.7%
Net income	27.7	24.2	+14.5%	46.9
EPS in €	0.72	0.63	+14.5%	1.22
Operating cash flow	44.5	34.6	+28.4%	79.7
Free cash flow**	40.2	31.6	+27.2%	72.6
Equity ratio in %	43.6%	44.0%	-	44.4%
Headcount	2,055	1,817	+13.1%	1,925

* Previous year without positive one-time effect of 1.9 mEUR
 ** without M&A investments

Business Overview & Segments

Architecture • Engineering • Construction (AEC)

Segments	DESIGN		BUILD		MANAGE		MEDIA & ENTERTAINMENT	
	ALLPLAN		NEVARIS		CREM SOLUTIONS		MAXON	
	VECTORWORKS		BLUEBEAM					
	DATA DESIGN SYSTEM		SOLIBRI					
	PRECAST SOFTWARE engineering		DESIGN DATA					
	GRAPHISOFT							
	SCiA							
	FRILO Software							
	dRofus							
Brands								
Revenues* (Growth)	H1 2017	FY 2016	H1 2017	FY 2016	H1 2017	FY 2016	H1 2017	FY 2016
EBITDA margin	120.9 (+13.1%)	220.9	57.1 (+41.6%)	87.5	3.8 (+17.5%)	7.1	12.3 (+10.1%)	21.8
	27.4%	28.6%	22.4%	14.7%	18.1%	22.7%	41.6%	38.6%

NEMETSCHKE covers complete value chain in AEC + Media

Guidance FY 2017

Revenues 395 - 401m€ (+17% - 19%, thereof organic: +13% - 15%)
 EBITDA 100 - 103m€ (+16% - 20%), high margin will be maintained

Executive Board

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

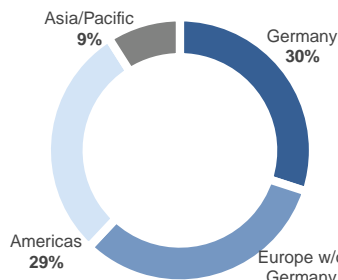
Supervisory Board

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

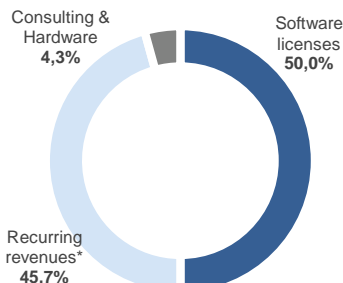
Key Stock Figures

ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Ticker symbol	Bloomberg: NEM GY, Reuters: NEKG.DE
Indices	Prime Standard, TecDAX
Current market cap	EUR 2.45 billion

Revenues by Regions (H1 2017)



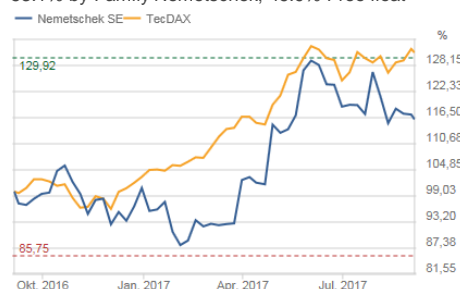
Revenues by Type (H1 2017)



* Software services, rental model (subscription, SaaS)

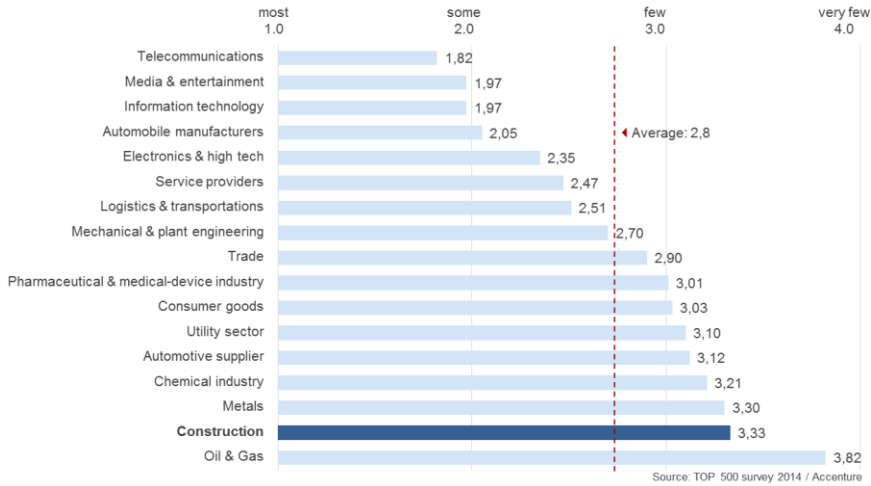
Shareholder Structure & Share Price Development

53.1% by Family Nemetschek; 46.9% Free float

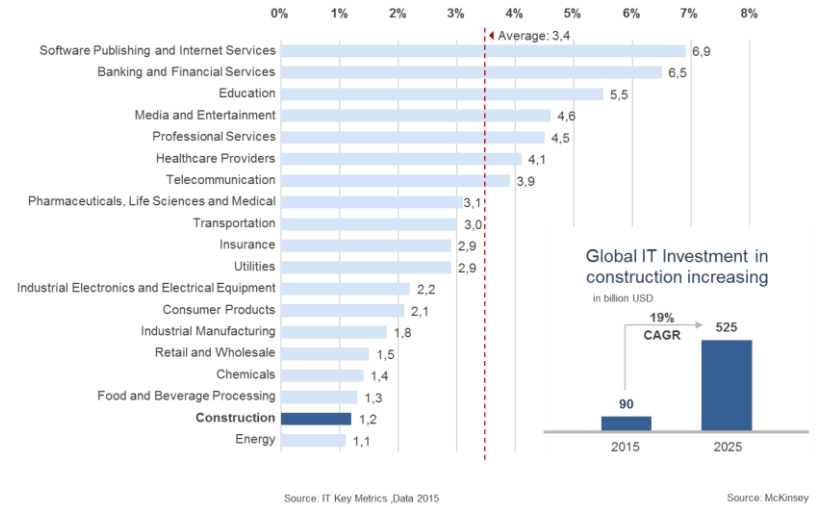


AEC Market Data

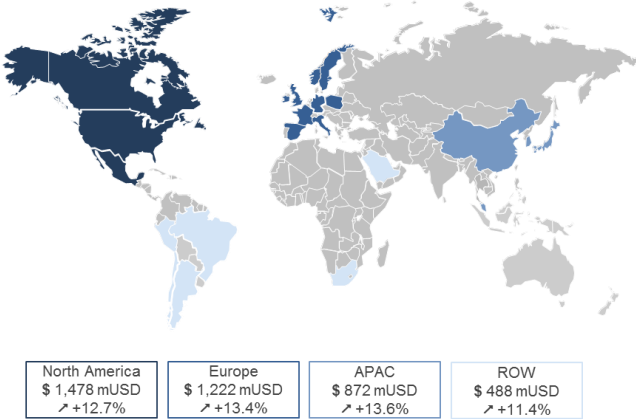
Mega Trend Digitalization – Entering The Industries



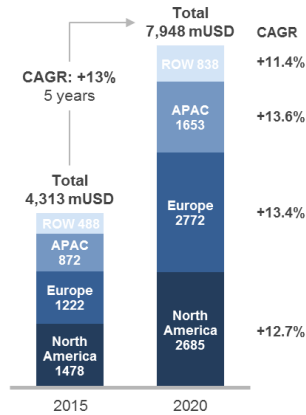
IT Spending as a % of Revenue by Industry (2015)



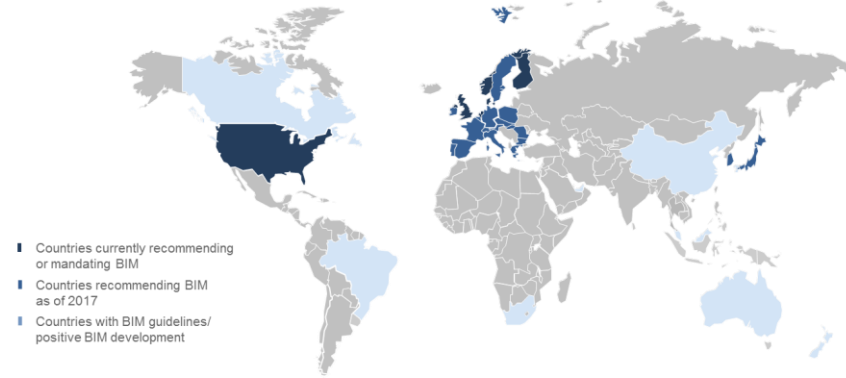
BIM Market by Region 2015



BIM Market Size 2015/2020



Status of Current BIM Regulations and Use



National UK BIM Report survey on future use of BIM



\$ Market Size 2015
↗ CAGR 2015-2020

Source: BIM Market, Global Trends and Forecasts (2015-2020) Markets and Markets