

## 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 (USD/EUR plan rate: 1.09)

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

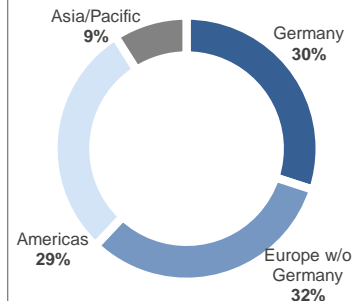
## Executive Board

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

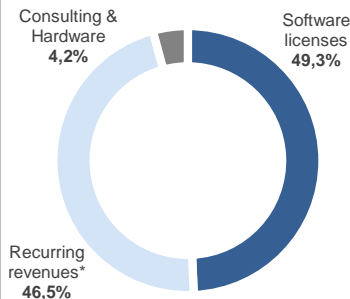
## Supervisory Board

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

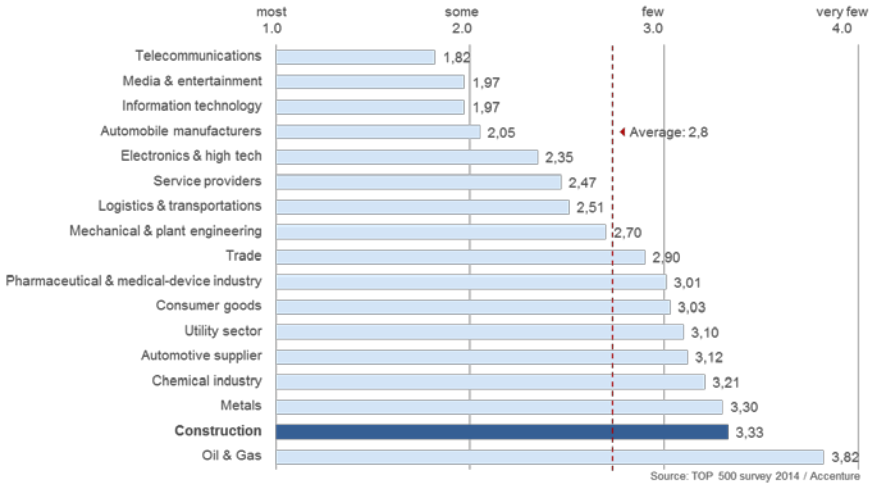


## Key Stock Figures

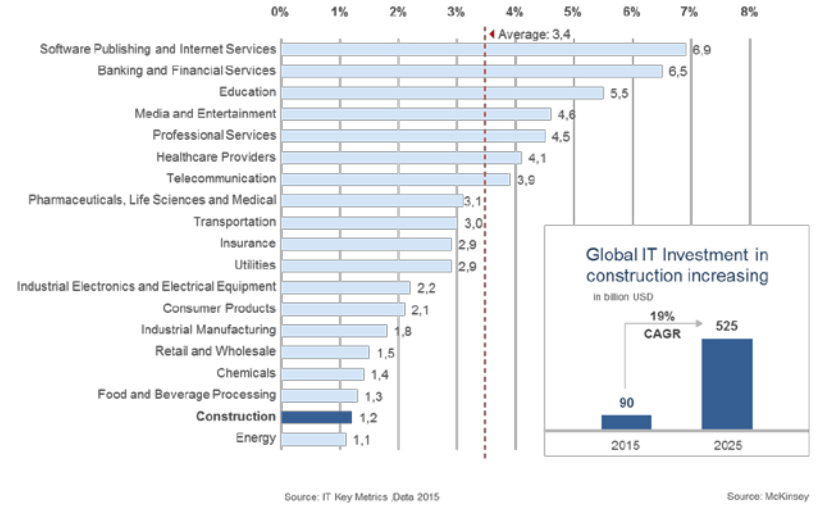
ISIN / WKN	DE0006452907 / 645290
IPO	March 10, 1999
Number of shares	38,500,000
Ticker symbol	Bloomberg: NEM GY, Reuters: NEKG.DE
Indices	Prime Standard, TecDAX
Current market cap	EUR 2.9 billion

# AEC Market Data

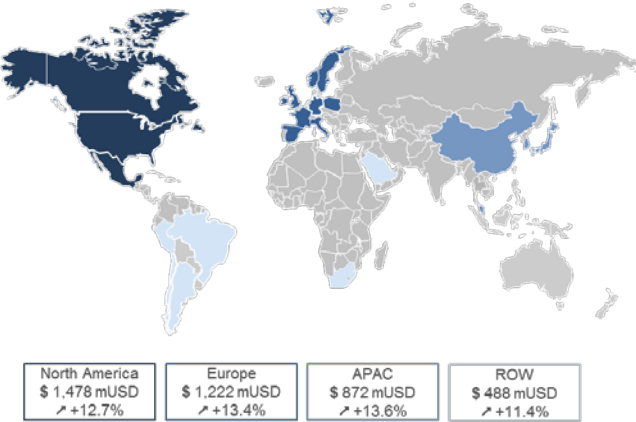
## Mega Trend Digitalization – Entering The Industries



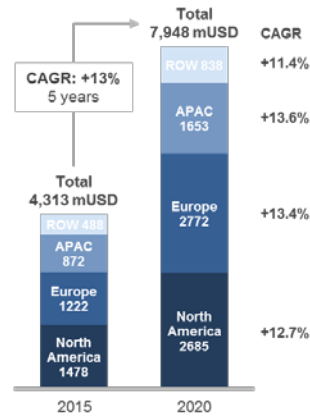
## IT Spending as a % of Revenue by Industry (2015)



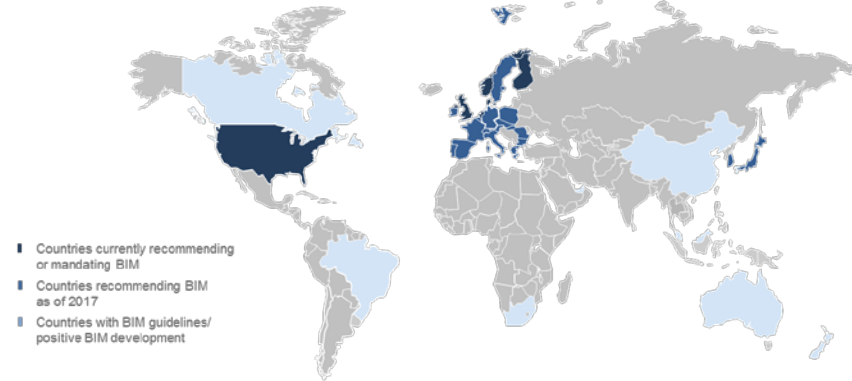
## BIM Market by Region 2015



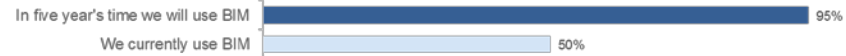
## BIM Market Size 2015/2020



## 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