

Nemetschek Group

Company Presentation

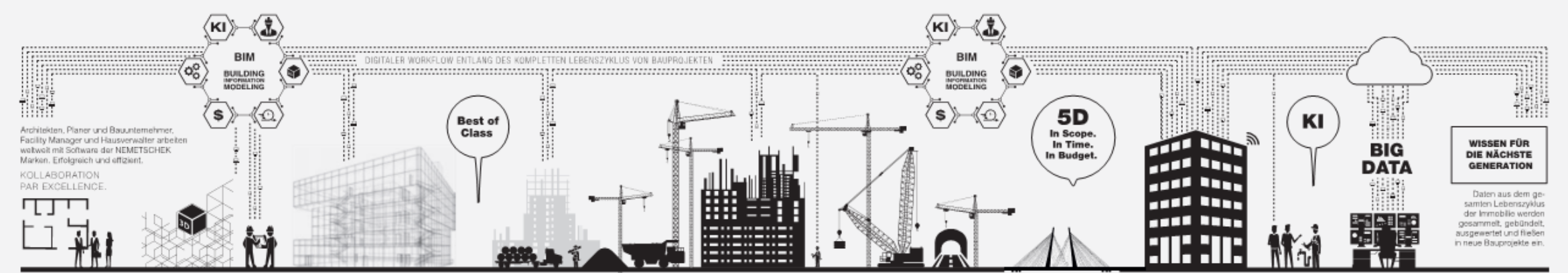
April 2021 | Dr. Axel Kaufmann, Spokesman & CFO

An aerial photograph of the Sydney Harbour Bridge and the surrounding city skyline at sunset. The bridge is illuminated with warm lights, and the water reflects the golden glow of the setting sun. The city skyline is visible in the background, with various buildings and structures. The overall scene is a mix of urban architecture and natural beauty.

01

Company Overview

Who We Are: Our Software Solutions Are Shaping the Whole AEC/O Lifecycle



Planning & Design



Build & Construct



Operate & Manage

Program Management, Planning

Modeling & Design Development

Structural Design & Analysis

Detailing, Engineering Consultants, Fabrication

Quality Control, Clash Detection,

Estimation & Scheduling

Collaboration, Documentation

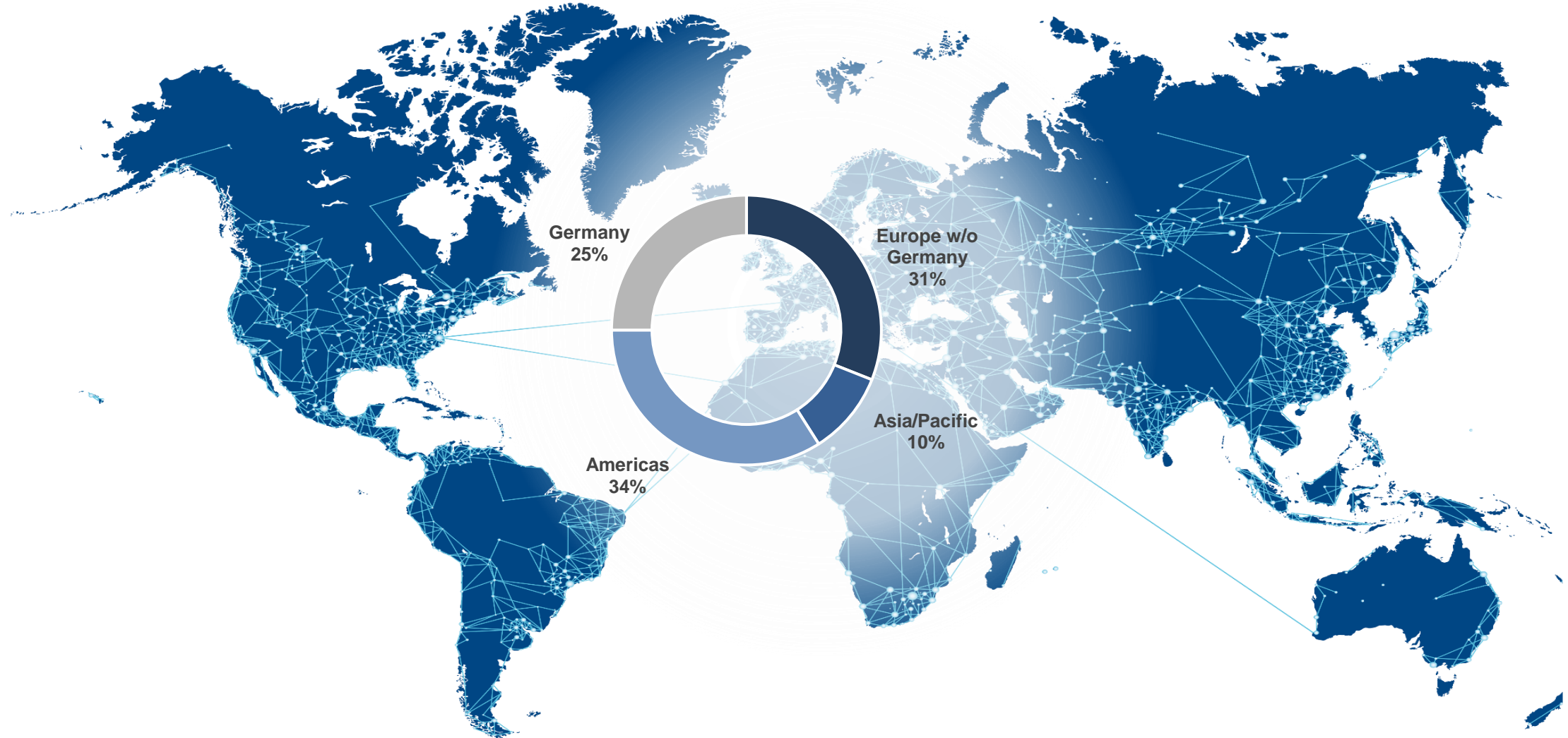
Property Management

IWMS/ Smart Buildings



Media: AEC Renderings, Animation & Visual Effects for Gaming, Movies

Our International Positioning: Global Player with Focus on Europe / USA / Asia



Why We Are So Strong!

Nemetschek SE

Attractive End-markets

- | Huge growth potential
- | Structural long-term growth drivers (low degree of digitalization)
- | Growth supported by regulation

Unique market position

- | Best in class products
- | Product offering along the complete AEC/O value chain
- | Leader in Open BIM
- | Close proximity to customers within our 4 divisions

Attractive business model

- | Highly profitable
- | Strong Cash conversion (~ 90%)
- | High share of recurring revenues (approx. 60%)

Strong financial position

- | Very healthy balance sheet
- | Equity ratio: 47%
- | EUR 200m credit line secured
- | Long-term anchor shareholder

Value accretive M&A

- | Strong track record of bolt-on acquisitions
- | Disciplined approach
- | Substantial financial fire power
- | Focus on long-term value generation

Operating mode via four strong divisions with leading global brands

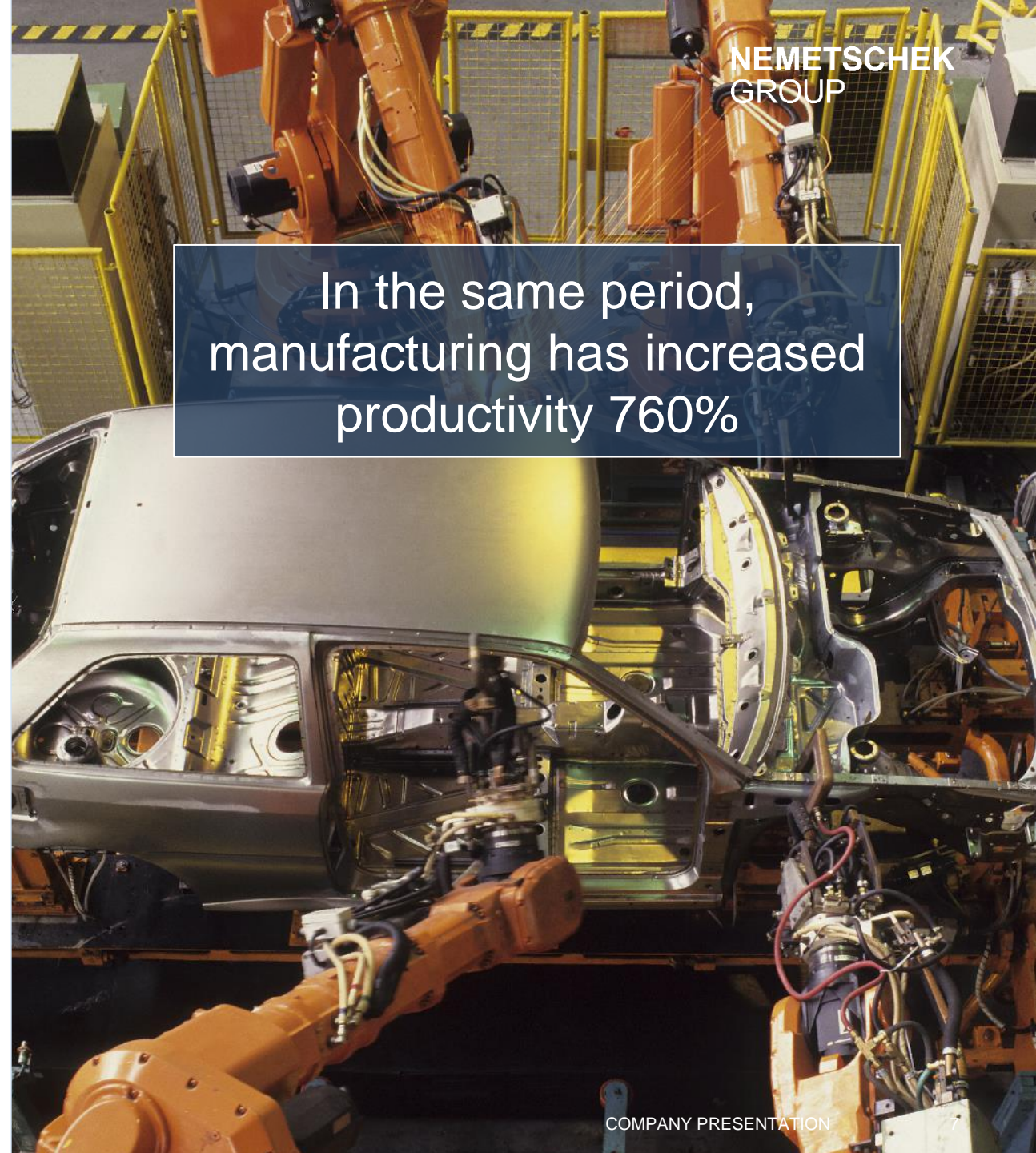


02

Market Potential AEC/O



Construction productivity has increased 60% over the last 60 years



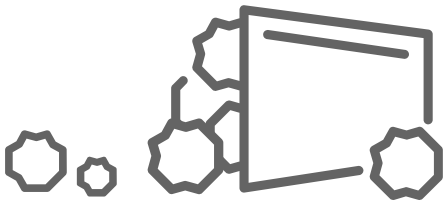
In the same period, manufacturing has increased productivity 760%

Challenges in AEC/O: Inefficient Industry Lagging in Terms of Digitalization



Source: Engineering-News Record 2017.

However at least **20%** is waste



~10%

materials
are wasted



~30%

of construction
is rework



~40%

of projects are
over budget



~90%

of projects
are late



~40%

of jobsite work
is unproductive

▶ Mostly due to **Ineffective Communication, Planning and Collaboration**

Sustainability: Gaining a Greater Importance for Our Customers

The FOOTPRINT of the Building Industry



Buildings and construction account for

36% of global final energy use and
39% of energy-related CO2 emissions



Construction and demolition account for

35% of all waste in the EU



During the construction phase

10% of materials are wasted
30% of construction is rework

The HANDPRINT of our Customers

Renovation & Demolition

- Easier reconstruction of buildings
- Reusing raw materials

Operate & Manage

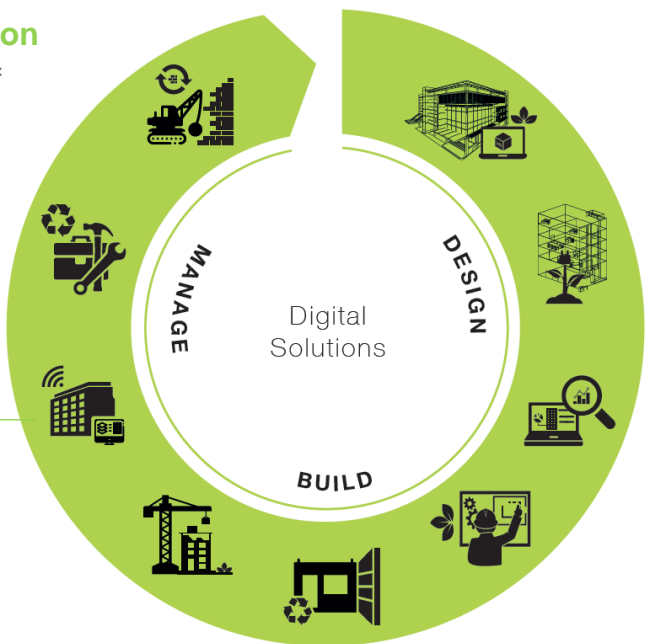
- Smart buildings
- Digital twins
- Efficient usage of office spaces and energy

Build & Construct

- Optimized usage of resources and materials via exact cost & time estimation
- Up to 60% less energy consumption and 90% less waste with prefabrication

Planning & Design

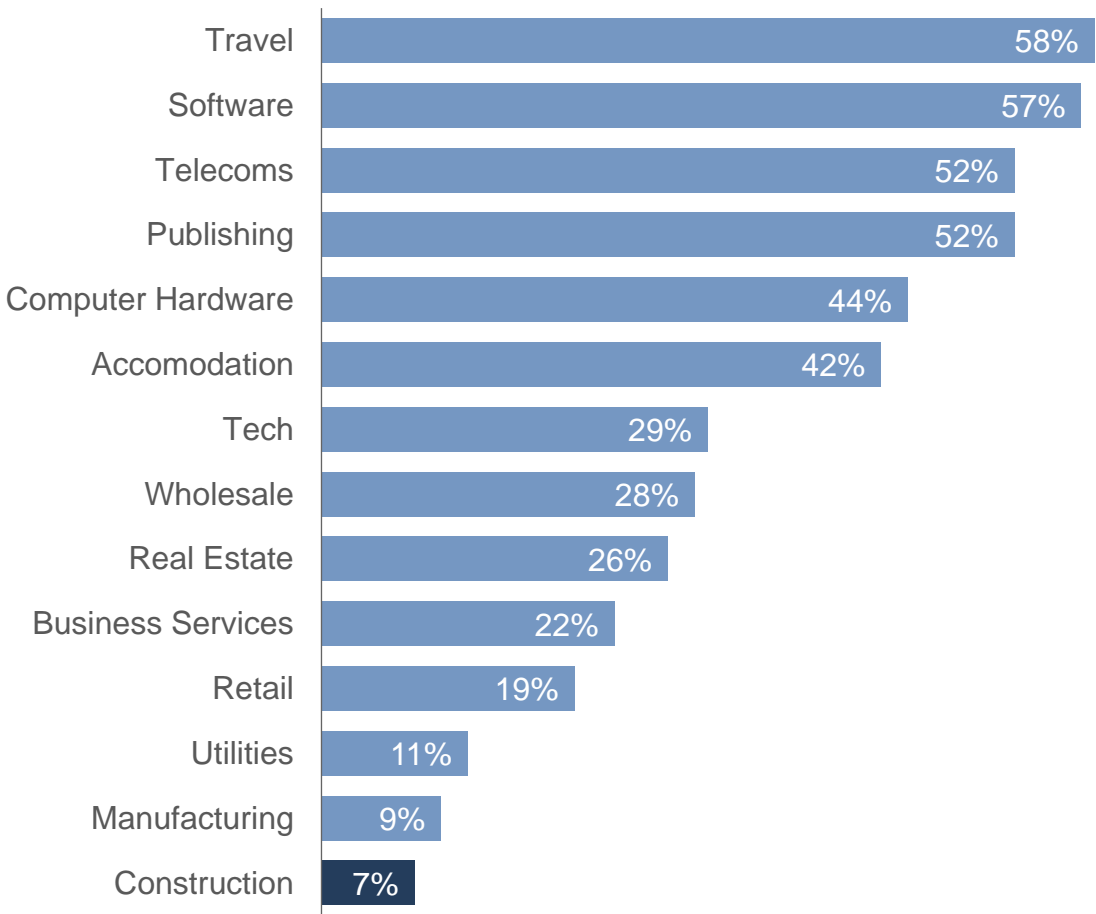
- Less errors & rework through cross-functional planning
- Green buildings
- Simulations
- Energy analysis
- Exact calculation of materials



Sources: Global Status Report 2019, UN Environment and the International Energy Agency, Engineering-News Record 2018/2019

Intact Long-term Trend: AEC/O BIM Software Market Offers Huge Potential

Construction is the least digitalised industry in Europe



The current addressable market is expected to grow by ~10% p.a.



03

Financial Figures

Key Business Highlights FY-2020: Successful Year Despite Challenging Environment

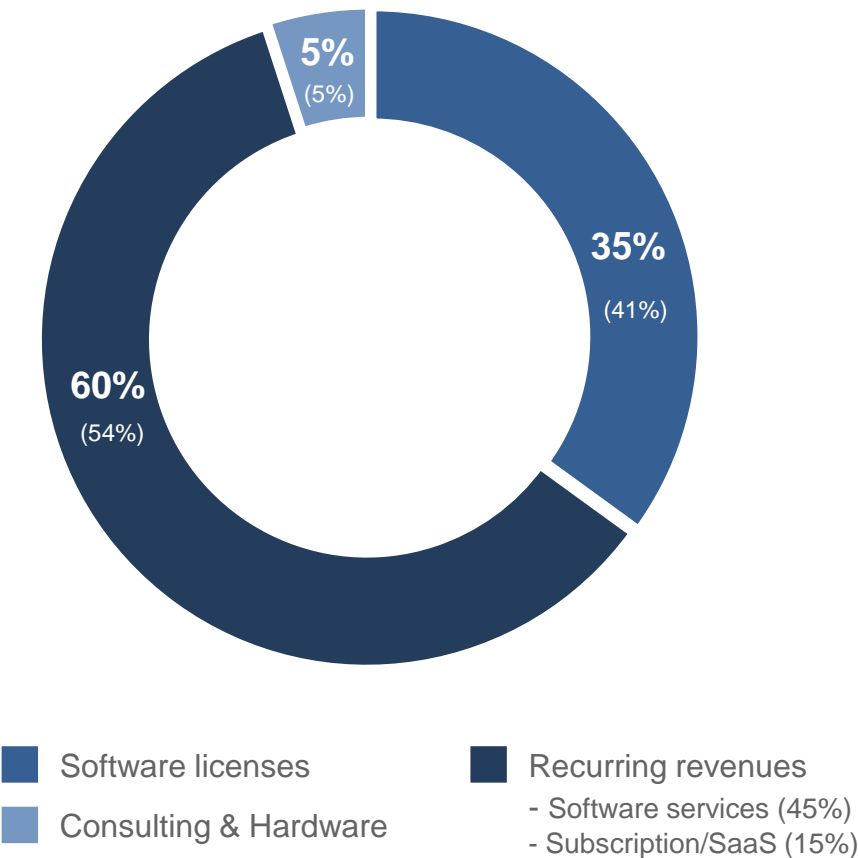


Solid Financial Performance



Strong Growth in Recurring Revenues: Subscription Is Key Driver

FY-2020: Revenue share in % by Type
(% previous year)



FY-2020

Recurring revenues y/y



+19.9%
+21.1% cc¹

Subscription/SaaS y/y



+79.6%
+82.2% cc¹

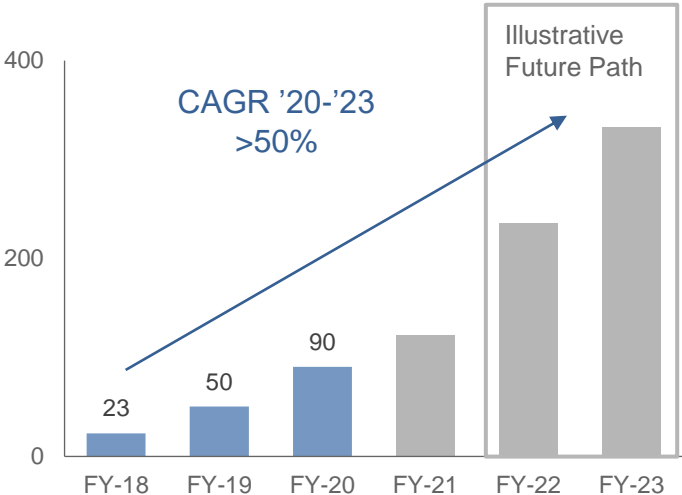
Software licenses y/y



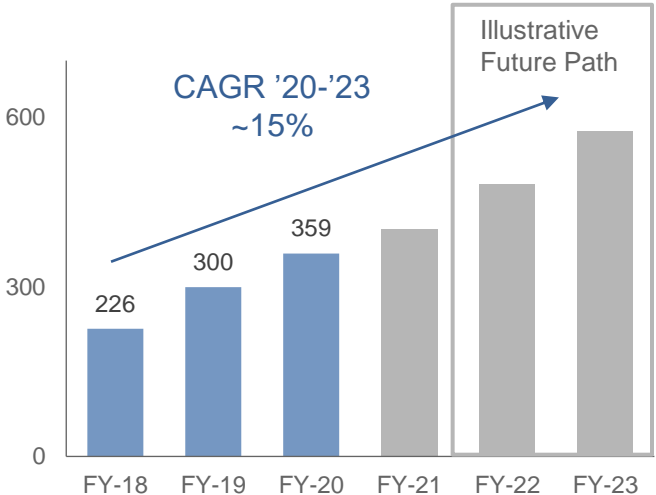
-8.0%
-6.9% cc¹

Recurring Revenues: CAGR '20-'23: ~15% to > 75% of revenues in 2023

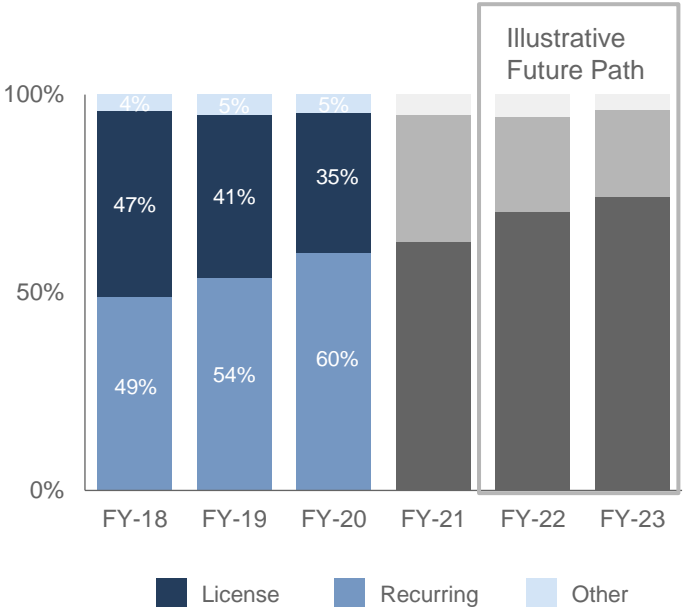
Subscription/SaaS Revenue (in EURm)



Recurring Revenue (in EURm)



Revenue Split 2020-2023 (in EURm)



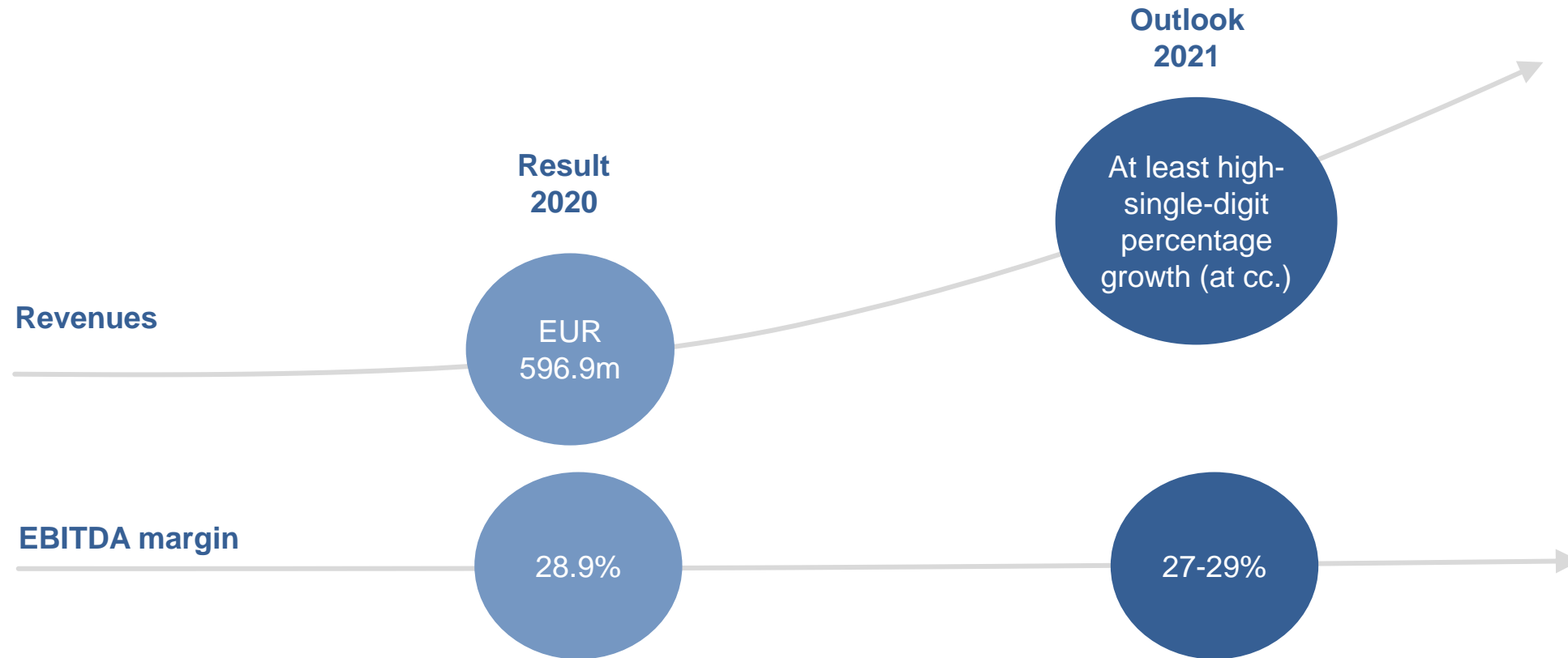
Ambition 2023

- Share of Recurring Revenues: ~ 75%
- t/o Share of Subscription/SaaS ~ 45%



- 2021/22: High-single-digit revenue growth
- 2023: Strong re-acceleration of growth to mid-teens

Outlook: Growth at Attractive Margins while Increasing Recurring Revenues



Ambition 2023

- Mid-teens growth starting in 2023 and following the successful subscription/SaaS transition
 - Share of Recurring Revenues: ~ 75% (t/o Share of Subscription/SaaS ~ 45%)

Contact

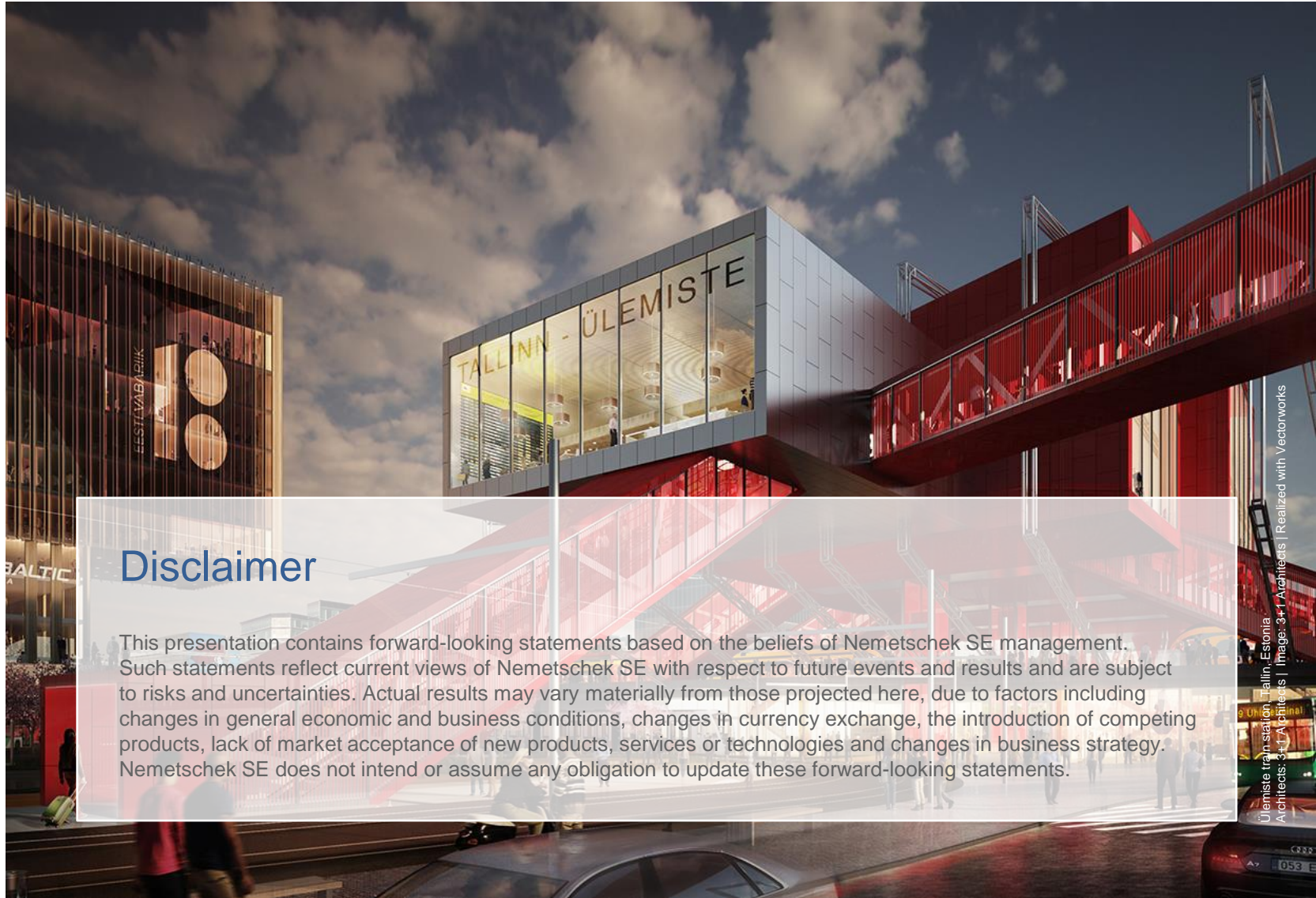
NEMETSCHEK SE
Investor Relations

Konrad-Zuse-Platz 1
81829 Munich
Germany

investorrelations@nemetschek.com
www.nemetschek.com

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Thank you!

**NEMETSCHKE
GROUP**