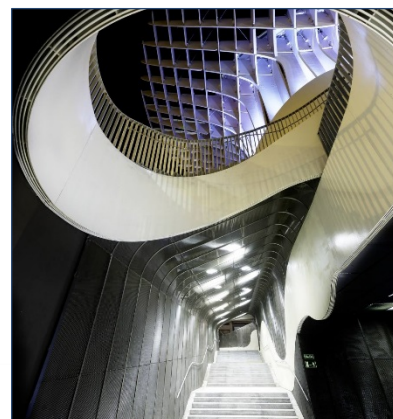




**NEMETSCHKEK GROUP**  
Company Presentation

January 2016



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## Our Founder

**Mission:** „We drive digitalization and innovation for the entire life cycle of the AEC industry!“

**Vision:** Innovation driver and digital backbone of the AEC industry with strong global brands and customer proximity.

**Responsibility:** Prof. Nemetschek offers students access to the newest soft- and hardware for their education.

**Prof. Georg Nemetschek**  
Founder and Member of the Supervisory Board of Nemetschek AG

# History: 50 Years of Innovation and Success

**1963**

Georg Nemetschek, a certified engineer, founds the “engineering firm for the construction industry”

**1984**

The first CAD solution ALLPLAN 1.0 appears on the market

**2000**

Acquisition: *Vectorworks*.  
Group headquarters move to new premises at the Munich Fair

**2015**

Acquisition: *Solibri*.  
Sale: Glaser

**1980**

Nemetschek presents the first computer-aided engineering software (CAE)

**1998**

Numerous acquisitions: *Frilo, Glaser, Bausoftware, Crem*

**2013**

Acquisition: *Data Design System*

**TODAY**

Globally leading software company in Open BIM\* and 5D

## ▶ SPIRIT OF INVENTION

## ▶ INTERNATIONALIZATION

## ▶ INNOVATION DRIVER

**1983**

Internationalization begins in Austria and Switzerland

**1999**

IPO of Nemetschek.  
Acquisitions: *Maxon, Auer*

**2014**

Acquisition: *Bluebeam Software*.  
Investment in the start-up Sablono GmbH

**1968**

The first use of computers in the construction industry

**1997**

Nemetschek presents the database-driven platform O.P.E.N. – known today as BIM\*

**2006**

*Graphisoft* and *Scia* become subsidiaries of the Nemetschek Group

\* Building Information Modeling



# The Philosophy of Nemetschek

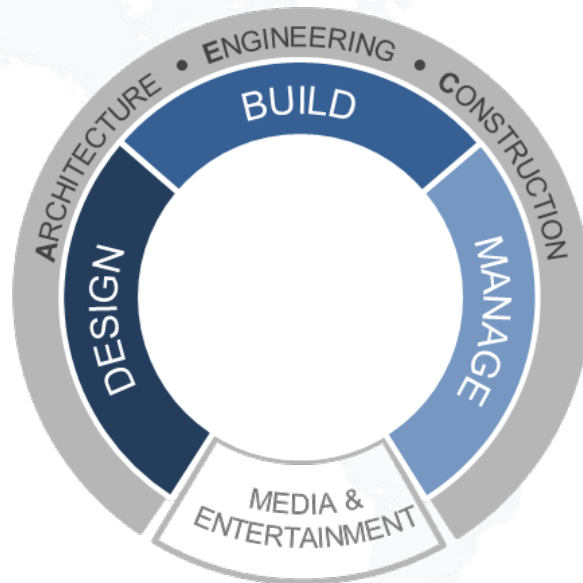
We are a Group of industry leaders with a unique DNA and expertise in the AEC\* industry. We stand for best-in-class tools, Open BIM, interoperability and collaboration. All of our strong brands share the same mission:

*“We understand the building process as a whole.”*

Our motivation is to develop software solutions for better results with respect to aesthetics and function within cost and time constraints.

\* Architecture, Engineering, Construction

## Four segments



## Facts and figures

- > 50 years of innovation, founded in 1963 and headquartered in Munich, Germany
- BIM pioneer and 5D provider with software solutions for the AEC and media industry
- 12 strong brands
- 218.5 mEUR sales revenues (2014)
- 1.8 million users in 142 countries
- 1,700 employees worldwide
- 50 locations in more than 40 countries
- IPO 1999, listed in the TecDax
- 1.5 billion EUR MarketCap

# Decentralized Strong Brands under One Umbrella

Architecture • Engineering • Construction

DESIGN		BUILD	MANAGE	Media & Entertainment
Allplan	Graphisoft	Nevaris	Crem	Maxon
Vectorworks	Scia	Bluebeam		
DDS	Frilo	Solibri		
Precast				

- ▶ Nemetschek covers the complete value chain in the AEC & Media industry
- ▶ Entrepreneurial brands: Industry leaders with a unique DNA, expertise and customer orientation
- ▶ Attractive set-up for potential targets

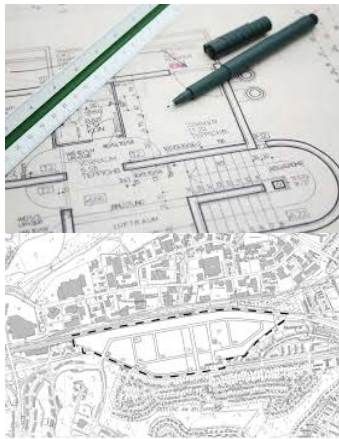


# Strategy





- 2D drawings
- Slow internet
- Poor hardware



- 3D drawings
- Fast internet
- Powerful hardware
- BIM
- Cloud computing



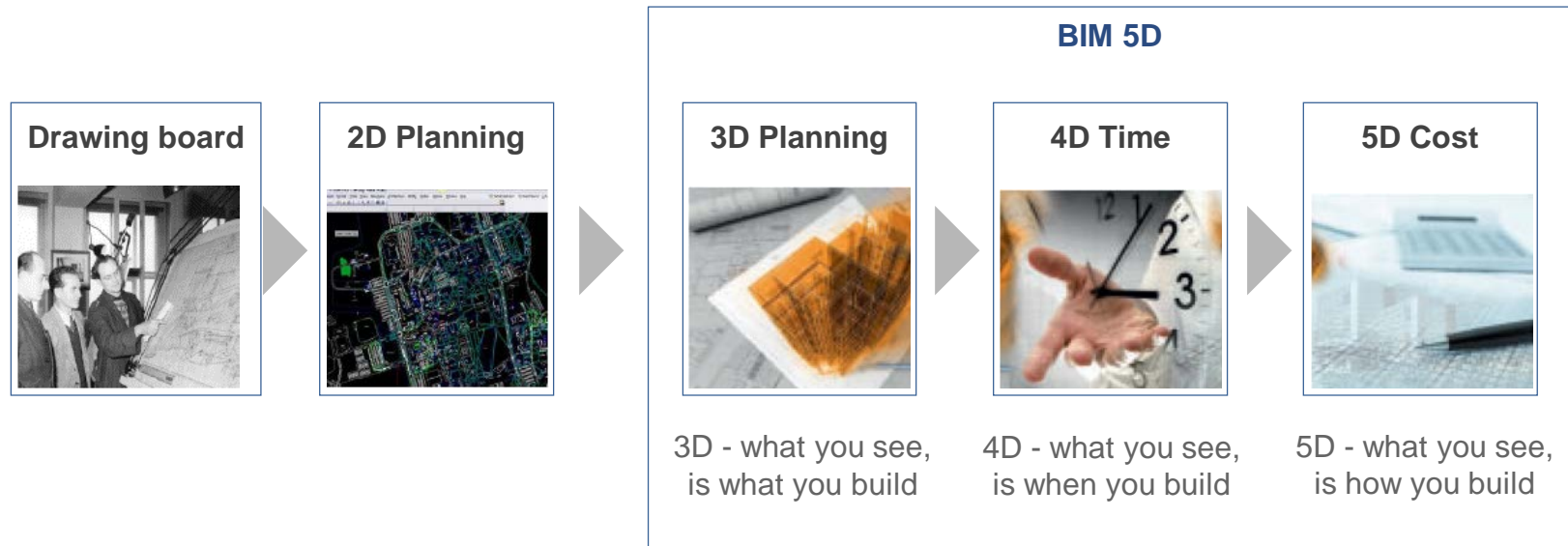
- 5D BIM end-to-end solution
- Smart/Mobile/Apps
- Collaboration along the value chain



since 1985

Today

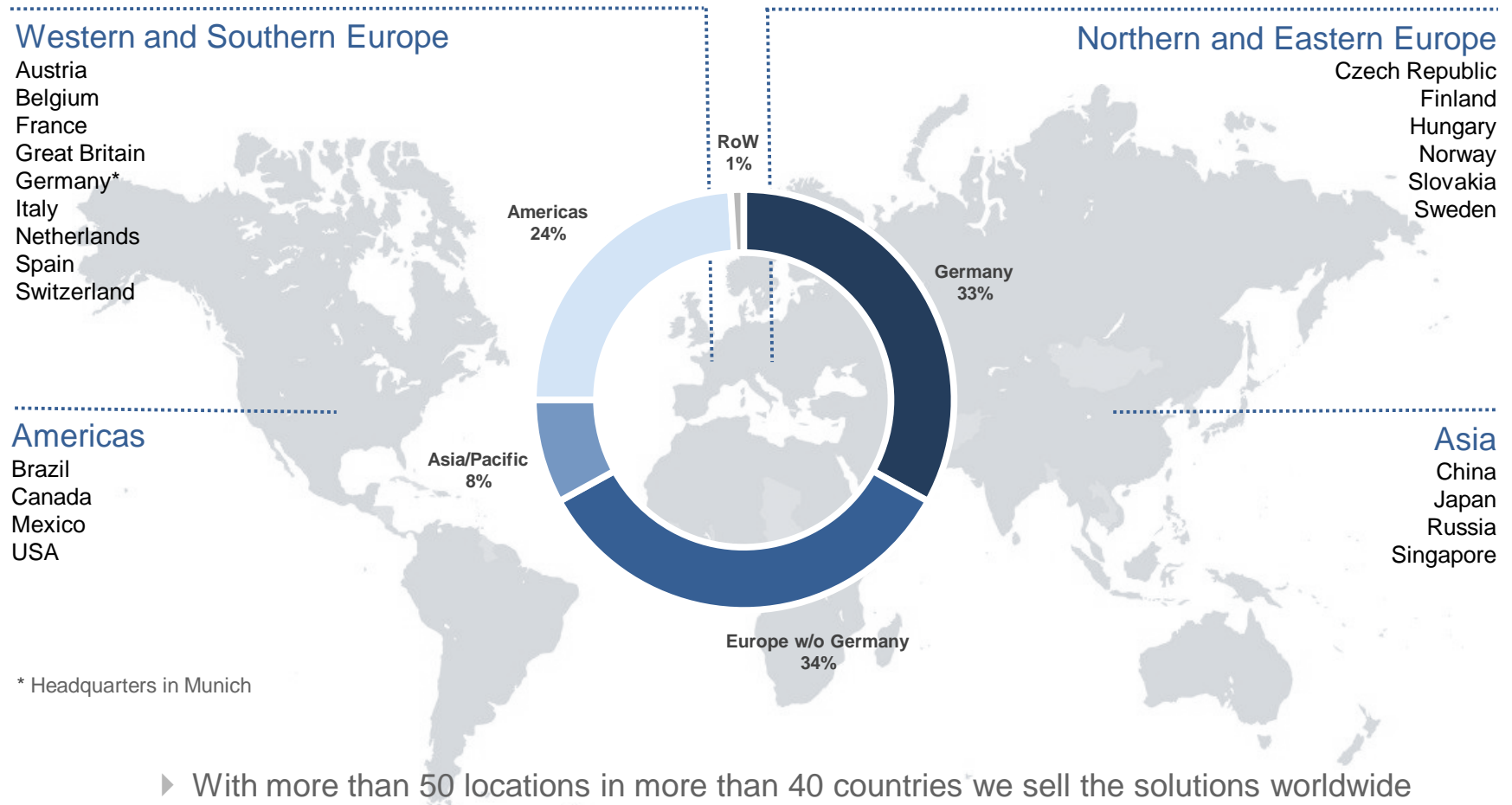
Tomorrow



- ▶ As a BIM pioneer and 5D provider the NEMETSCHKEK GROUP stands for an open approach and supports collaboration and seamless data transfer through the complete value chain in the building process

# Worldwide Leading Software Supplier for the AEC Industry

Sales by geographical market in %



## Western and Southern Europe

Austria  
Belgium  
France  
Great Britain  
Germany\*  
Italy  
Netherlands  
Spain  
Switzerland

## Northern and Eastern Europe

Czech Republic  
Finland  
Hungary  
Norway  
Slovakia  
Sweden

## Americas

Brazil  
Canada  
Mexico  
USA

## Asia

China  
Japan  
Russia  
Singapore

\* Headquarters in Munich

- ▶ With more than 50 locations in more than 40 countries we sell the solutions worldwide
- ▶ USA is becoming an important market: Revenues more than tripled in 2015
- ▶ Further focus on USA, Latin-America and Asia



A photograph of a modern building's interior, likely a restaurant or cafe. The space is characterized by a curved, slatted wooden ceiling that glows with warm light. Large glass windows on the left side offer a view of a city street at night, with streetlights and buildings visible. The interior is furnished with tables and chairs, and a few people are seated at a table. A curved wooden railing is visible in the foreground, suggesting a mezzanine or balcony level.

**Financials: 9 Months 2015**



## Strong revenue growth in Q3 with new record level

- Q3: Revenues increased by 38.2% to new high of 70.7 mEUR (previous year: 51.2 mEUR)
- 9M: Revenue increase of 34.2% to 205.9 mEUR (previous year: 153.5 mEUR)
- 9M: Currency adjusted growth of 28.5%
- Bluebeam contributed in Q3: 11.1 mEUR / 9M: 32.1 mEUR
- Organic growth: Q3: 16.5% / 9M: 13.3%

## Focus on internationalization/ Strong US market

- US revenues more than tripled
- Revenue share in the US increased to 25%
- Revenues abroad increased by 50.8% to 137.7 mEUR
- Domestic revenues increased nicely by 9.8% to 68.3 mEUR

## New high of revenues from software licenses

- 9M: Software license revenues increased significantly by +48.7% to record high of 106.7 mEUR
- Software licenses will generate more recurring revenues in the future and will secure new customers
- Recurring revenues up to 89.9 mEUR (+21.7%) – high share of 43.6%

## Design

### Product / New releases:

- ARCHICAD 19: “Faster than ever” – multi-processing, faster 3D navigation and 3D surface painter and productivity improvements, such as point cloud support
- Vectorworks 2016: Improved project sharing, energy tool (Energos), point cloud support etc.
- Vectorworks with new Atlanta Office for new software engineers
- Allplan 2016: Integration of the world-leading Parasolid modeling kernel for better design

### Acquisitions / Co-operations:

- Vectorworks acquired ESP Vision (most advanced lighting pre-visualization software) and signed cooperation agreement with BIMobject (building material, product specifications)
- Graphisoft acquired distributor in Italy and UK

## Build

### Product / New releases / Rebranding:

- Bluebeam Studio Prime – a new cloud-based subscription solution: since 2010 over 225,000 global users have generated over 2 billion posts in 131,000 projects
- Nevaris: New joint company name for Auer und Bausoftware. In a joint development, Nevaris 3.0 was released: Easy to use commercial/technical holistic 5D solution

### Acquisitions / Co-operations:

- Bluebeam acquired Swedish distributor Bluebeam AB as European headquarters and signed agreement with Allplan Swiss as a reseller
- Bluebeam entered technology partnerships with Microsoft, CMiC and FieldLens

## Media & Entertainment

### Product / New releases:

- Cinema 4D Release 17: “Faster, easier, more realistic” – with improved rendering and animation
- New development office in Canada

## Profitability on good level

- EBITDA grew by 27.2% to 49.4 mEUR; EBITDA margin at 24.0% as expected
- No activation of development costs → no effects on expenses and earnings
- Strategic investments in future growth: Internationalization, BIM 5D competence, intensified sales activities etc.

## Increase in EPS (w/o PPA)

- Tax rate increased to 31.0% (previous year: 26.9%)
- Reasons: Higher results in countries with higher tax rate and extraordinary impact due to deferred taxes of unrealized intra-group f/x gains
- Net income (group shares) showed growth of 8.3% to 24.2 mEUR, EPS at 0.63 EUR
- Net income w/o PPA increased stronger by 19.0% to 29.6 mEUR, EPS w/o PPA at 0.77 EUR

## Strong cash conversion/ Solid balance sheet

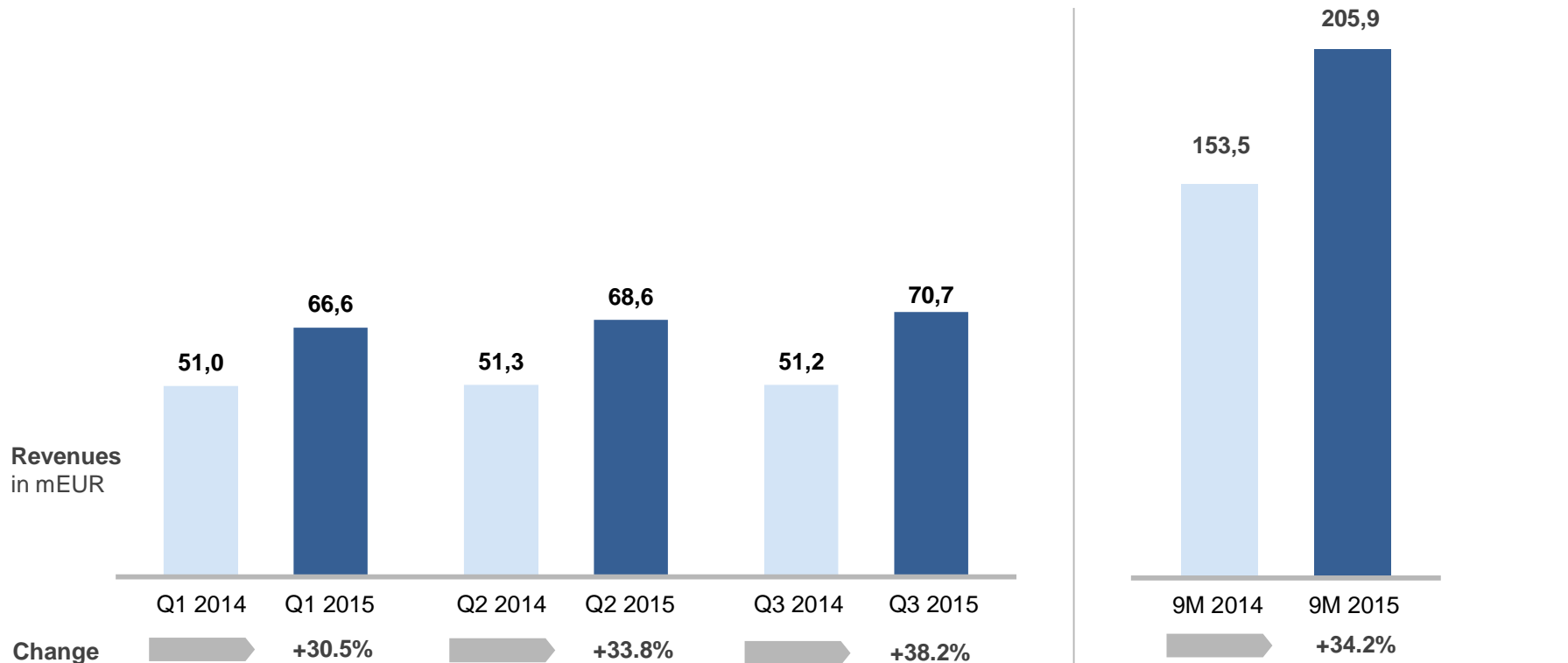
- Cash flow from operating activities up by 33.7% to 48.8 mEUR
- Conversion rate\* at 99%
- Cash and cash equivalents at 71.5 mEUR; net liquidity at 20.5 mEUR
- Equity ratio of 48.9% - leeway for further investments (organic and in acquisitions)

## Forecast increased

- Revenue target range increased to 278-282 mEUR, +27-29% (previously: 262-269 mEUR)
- EBITDA target range raised to 65-67 mEUR (previously: 62-65 mEUR)

\* Operating cash flow / EBITDA

## Q3: Revenue Growth Rate Accelerated Again



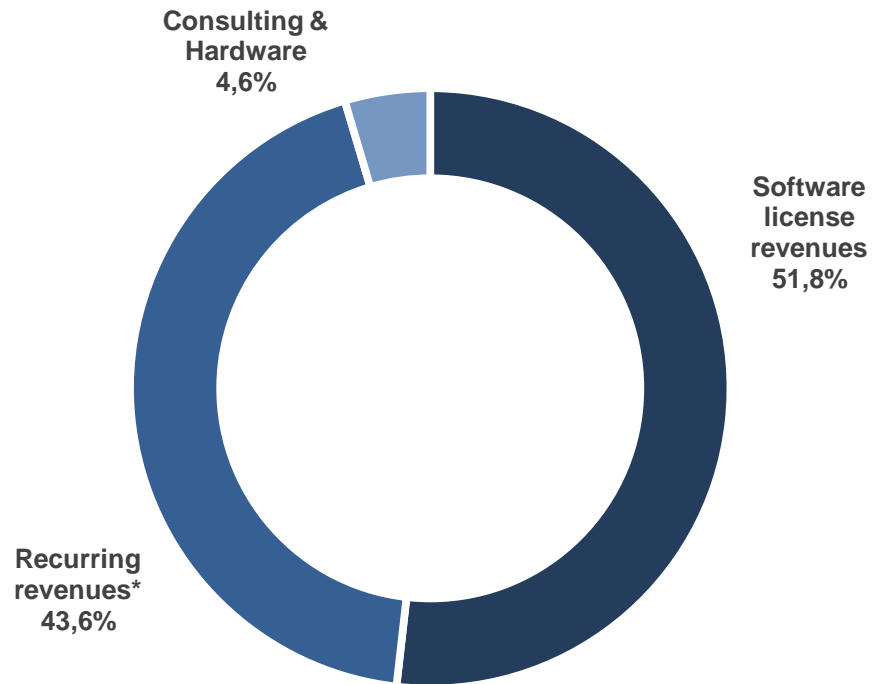
- ▶ Revenue up by +38.2% to 70.7 mEUR
- ▶ Currency-adjusted growth of 32.9%
- ▶ Bluebeam contributed 11.1 mEUR
- ▶ Organic growth of high 16.5% yoy

- ▶ Up by 34.2% to 205.9 mEUR
- ▶ Currency-adjusted growth of 28.5%
- ▶ Bluebeam contributed 32.1 mEUR
- ▶ Organic growth of 13.3% yoy



# Strong Software License Revenue Growth (+48.7%)

Revenue split 9M 2015 in %



## Software license revenues

- Up by 48.7% to new record level of 106.7 mEUR
- New customers wins
- Increasing customer base
- Consequently recurring revenues will follow

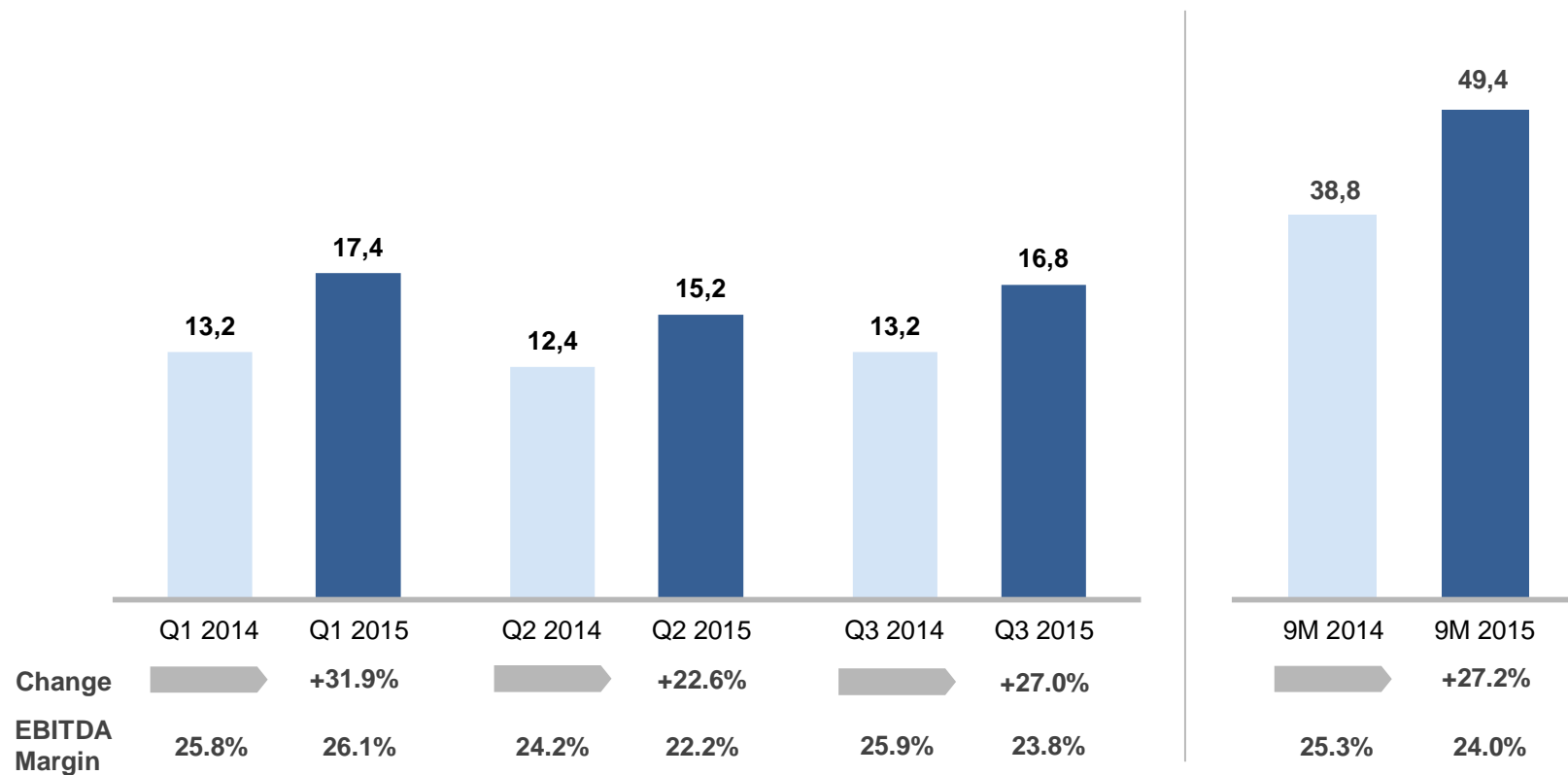
## Recurring revenues\*

- Up by 21.7% to 89.9 mEUR

\* Software services, subscription

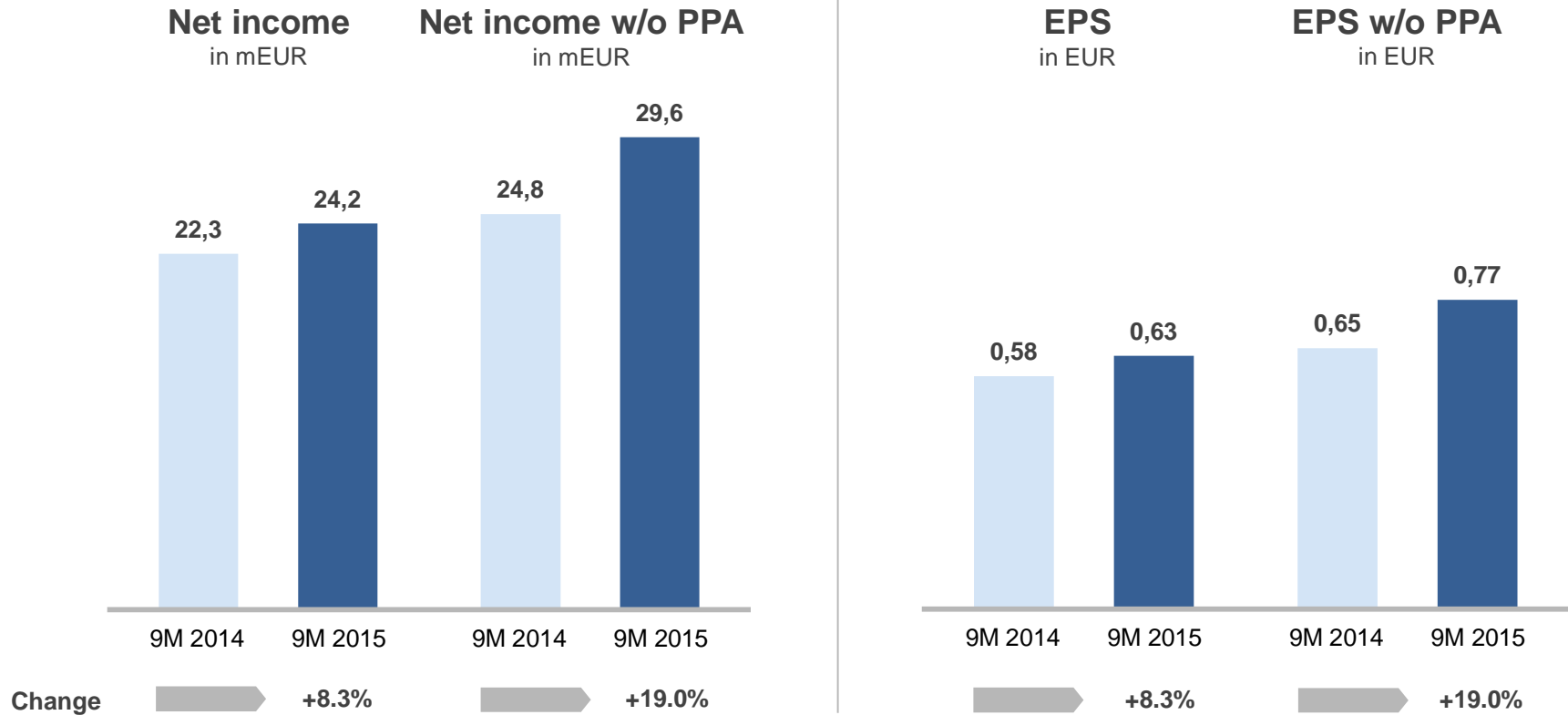
# EBITDA Margin Improved from Q2 to Q3

in mEUR



- ▶ EBITDA margin inline with expectations
- ▶ Future-oriented investments: Internationalization, BIM 5D competence, intensified sales and marketing activities

# Net Income and EPS (with and w/o PPA)



- ▶ Higher tax rate of 31.0% (previous year: 26.9%)
- ▶ Reasons: Increased results in countries with higher tax rates; Deferred tax expenses on unrealized intra-Group foreign exchange gains
- ▶ Higher PPA because of Bluebeam acquisition

## Design

- Design segment showed significant revenue growth in Q3 with +18.1% and 13.4% in 9M 2015
- Stable margin with strategic investments to secure future growth (employees, internationalization)

## Build

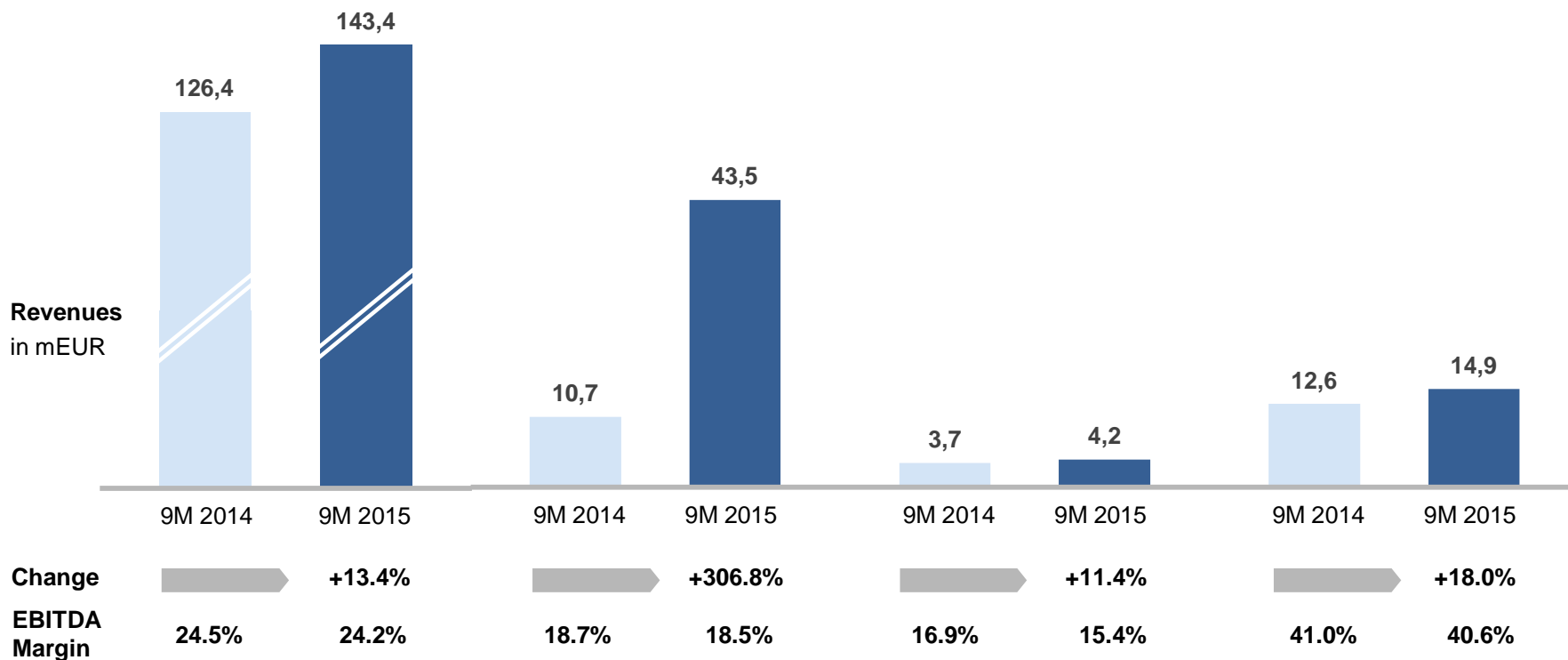
- Bluebeam is growth driver (32.1 mEUR contribution)
- 9M 2015 organic growth of 6.5%
- Further investments in BIM 5D competence

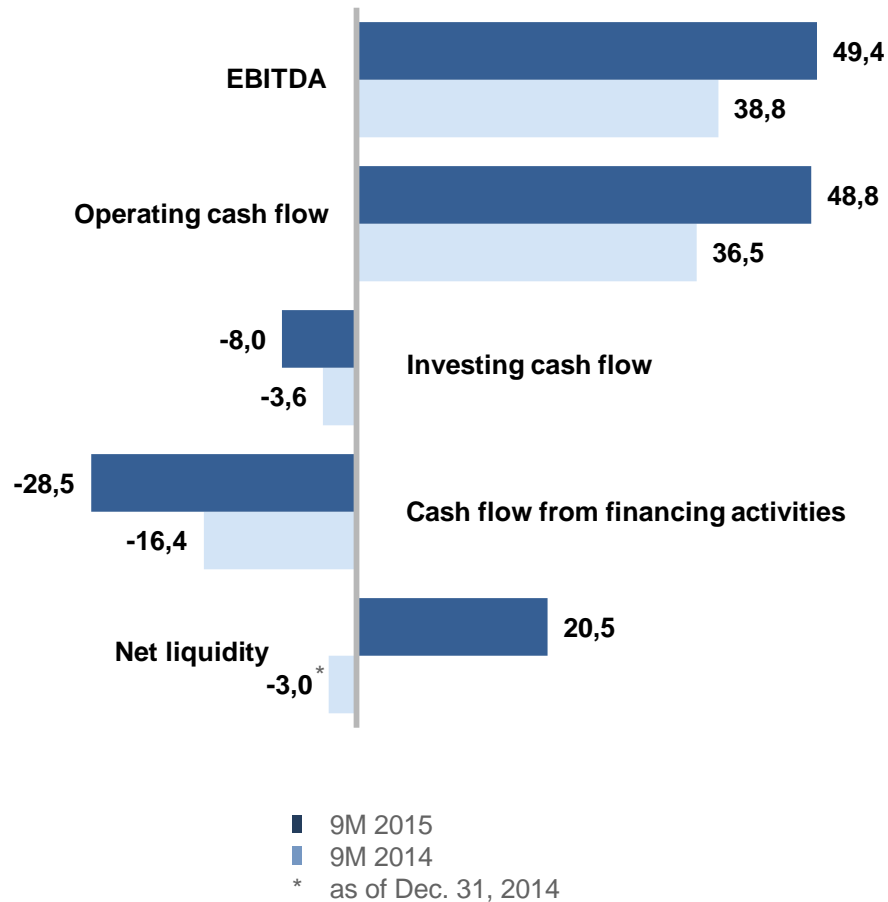
## Manage

- Continued revenue growth (9M 2015: +11.4%)
- Slight margin decline because of growth investments in housing sector

## Media & Entertainment

- Positive development with +18.0% revenue growth in 9M 2015
- Investments in new customer segments etc. will have further impact on margins





## EBITDA

- +27.2% yoy

## Operating cash flow

- +33.7% yoy

## Investing cash flow

- Higher Capex with 5.7 mEUR
- Investment in distribution network in Italy, UK (Graphisoft) and Sweden (Bluebeam)

## Cash flow from financing activities

- Repayment of bank loan (9.0 mEUR)
- Dividend payment (15.4 mEUR)

## Net liquidity situation

- Leeway to grow organically and via acquisitions

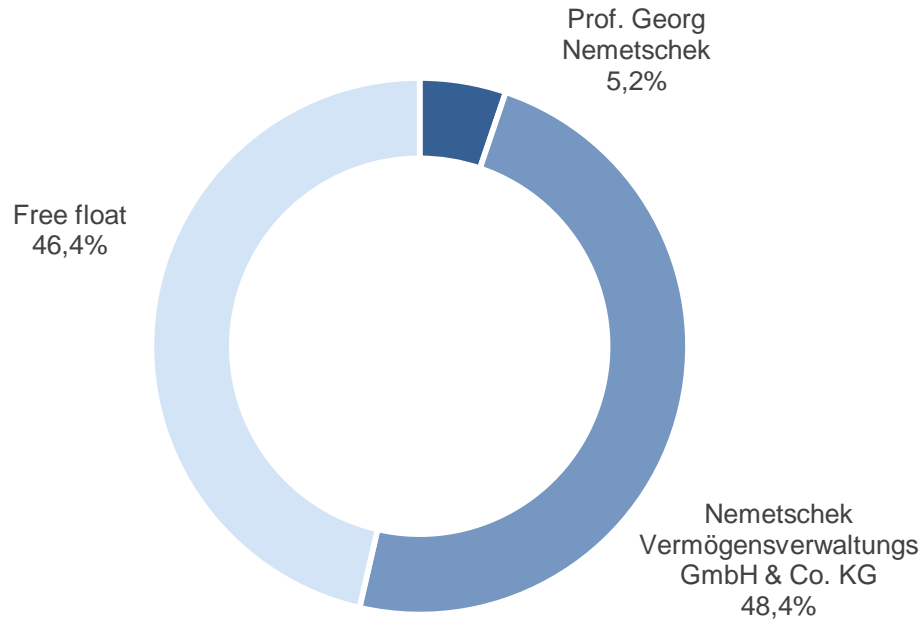
## Conversion rate

- 99% (previous year: 94%)

# NEMETSCHKEK Share





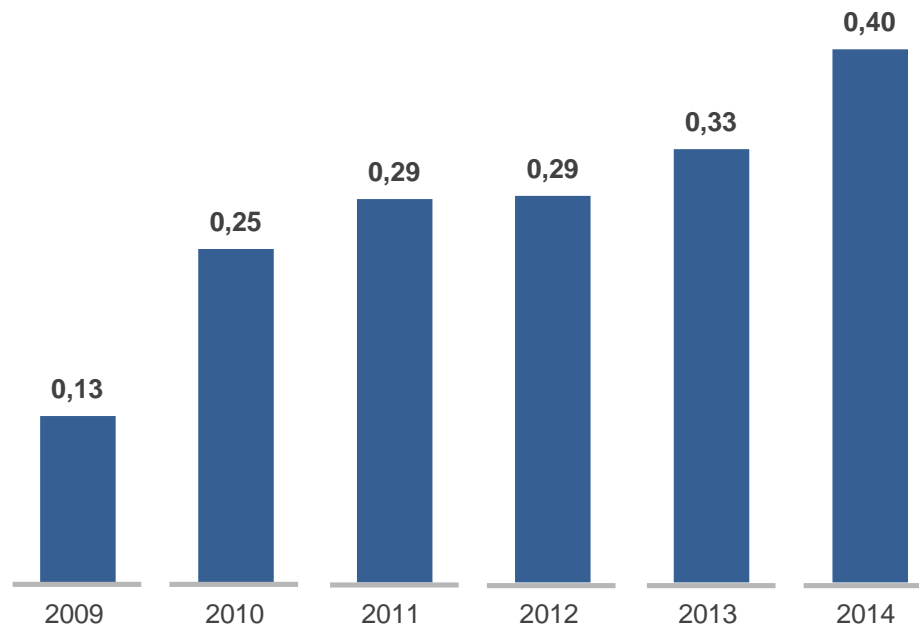


- Founded: in 1963
- IPO: March 10, 1999
- Number of shares: 38,500,000
- Frankfurt Stock Exchange, Prime Standard
- Bloomberg: NEM GY, Reuters: NEKG.DE
- Shares Nemetschek family: 53.57%
- Freefloat: 46.43 percent
- Current MarketCap: ~ 1.5 billion EUR
- Current TecDAX Ranking: 24/27

➔ Shares of Nemetschek family pooled: secures stable shareholder structure for well-being of NEMETSCHEK GROUP in the future

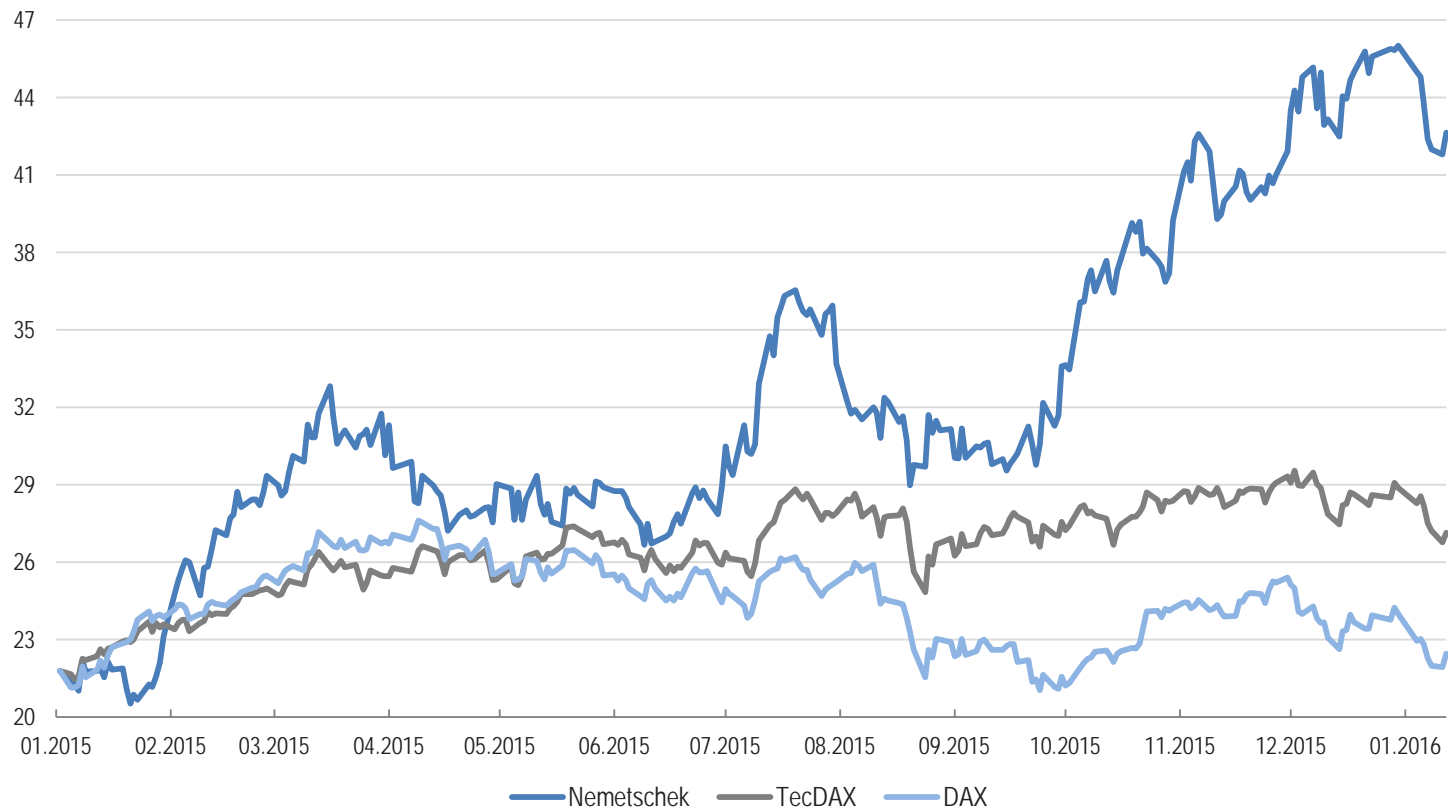
## Dividend Payment of 0.40 EUR per Share

Dividend per share in EUR



- ▶ Dividend increased by 23% to 0.40 EUR per share
- ▶ In total 15.4 mEUR were paid out to the shareholders in May 2015 after the AGM
- ▶ Since 2009, we paid more than 64 mEUR in total in the last 6 years

# Share Price Increased Stronger than TecDAX and DAX



Time	Nemetschek	TecDAX	Dax
Year 2013	+52%	+38%	+23%
Year 2014	+66%	+18%	+3%
Year 2015	+120%	+34%	+10%
YTD 2016	-2%	-7%	-11%

# Outlook 2015



## Outlook 2015 – Forecast Increased

- ▶ **Current situation**
  - Successful 9-months figures with strong revenue growth and stable profitability
- ▶ **Market conditions**
  - Robust development of construction markets
  - Additional growth coming from trends such as Open BIM, BIM 5D, collaboration, mobile solutions, cloud
- ▶ **Strategic market positioning**
  - Clear focus on AEC market
  - Leading in Open BIM solutions
  - Strong and independent global brands
- ▶ **Growth potential/ Investments**
  - Focus on internationalization (North/Latin America, Asia)
  - Investments in sales and marketing
  - Investments in BIM 5D competence
  - Strategically sound co-operations
  - Solid balance sheet
  - Capable of investing in organic and in inorganic growth

### ▶ Forecast increased

in mEUR	FY 2014	Previous Forecast* as of March 31, 2015	Forecast 2015 revised** as of October 30, 2015
Revenues	218.5	262 – 269 (+20%-23%)	278 - 282 (+27%-29%)
EBITDA	56.8	62 - 65	65 - 67

\* USD/EUR plan rate: 1.25

\*\* USD/EUR plan rate: 1.11





## Contact

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[investor-relations@nemetschek.com](mailto:investor-relations@nemetschek.com)



# Appendix





# P+L Statement Q3 / 9 Months Comparison

mEUR	Q3 2015	Q3 2014	% YoY	9M 2015	9M 2014	% YoY
<b>Revenues</b>	<b>70.7</b>	<b>51.2</b>	<b>+38.2%</b>	<b>205.9</b>	<b>153.5</b>	<b>+34.2%</b>
Own work capitalized/ other operating income	0.7	1.0	-27.3%	3.6	2.7	+34.6%
<b>Operating income</b>	<b>71.5</b>	<b>52.2</b>	<b>+36.9%</b>	<b>209.5</b>	<b>156.1</b>	<b>+34.2%</b>
Cost of materials/ purchased services	-2.5	-2.1	+17.5%	-6.9	-5.9	+17.5%
Personnel expenses	-32.3	-21.7	+49.0%	-93.2	-66.2	+40.9%
Other operating expenses	-19.9	-15.2	+31.0%	-60.0	-45.2	+32.6%
<b>Operating costs</b>	<b>-54.7</b>	<b>-39.0</b>	<b>+40.3%</b>	<b>-160.1</b>	<b>-117.3</b>	<b>+36.5%</b>
<b>EBITDA</b>	<b>16.8</b>	<b>13.2</b>	<b>+27.0%</b>	<b>49.4</b>	<b>38.8</b>	<b>+27.2%</b>
<b>Margin</b>	<b>23.8%</b>	<b>25.9%</b>		<b>24.0%</b>	<b>25.3%</b>	
Depreciation of PPA and amortization	-4.2	-2.4	+77.6%	-12.5	-6.6	+88.0%
t/o PPA	-2.5	-1.0	+151.0%	-7.6	-3.0	+155.0%
<b>EBITA (normalized EBIT)</b>	<b>15.1</b>	<b>11.9</b>	<b>+27.4%</b>	<b>44.5</b>	<b>35.2</b>	<b>+26.6%</b>
<b>EBIT</b>	<b>12.6</b>	<b>10.9</b>	<b>+15.9%</b>	<b>36.9</b>	<b>32.2</b>	<b>+14.7%</b>
Financial result	-0.1	0.0		-0.2	0.0	
<b>EBT</b>	<b>12.5</b>	<b>10.9</b>	<b>+14.5%</b>	<b>36.7</b>	<b>32.2</b>	<b>+14.0%</b>
Income taxes	-3.4	-2.6	+32.9	-11.4	-8.7	+31.0%
Non-controlling interests	-0.3	-0.4		-1.2	-1.2	
<b>Net income (group shares)</b>	<b>8.7</b>	<b>7.9</b>	<b>+9.6%</b>	<b>24.2</b>	<b>22.3</b>	<b>+8.3%</b>
<b>EPS in EUR</b>	<b>0.23</b>	<b>0.21*</b>	<b>+9.6%</b>	<b>0.63</b>	<b>0.58*</b>	<b>+8.3%</b>

\* for better comparability, earnings per share has been presented after the stock split

# Balance Sheet - Assets

mEUR	September 30, 2015	December 31, 2014
<b>Assets</b>		
Cash and cash equivalents	71.5	57.0
Trade receivables, net	29.1	28.9
Inventories	0.9	0.7
Other current assets	12.1	11.8
<b>Current assets, total</b>	<b>113.6</b>	<b>98.4</b>
Property, plant and equipment	13.3	10.8
Intangible assets	64.6	68.8
Goodwill	117.1	111.3
Other non-current assets	2.9	2.5
<b>Non-current assets, total</b>	<b>197.9</b>	<b>193.3</b>
<b>Total assets</b>	<b>311.4</b>	<b>291.7</b>

# Balance Sheet – Equity and Liabilities

mEUR	September 30, 2015	December 31, 2014
<b>Equity and liabilities</b>		
Short-term borrowings and current portion of long-term loans	12.0	12.0
Trade payables & accrued liabilities	27.6	26.9
Deferred revenue	45.4	32.4
Other current assets	10.1	13.0
<b>Current liabilities, total</b>	<b>95.1</b>	<b>84.3</b>
Long-term borrowings without current portion	39.0	48.0
Deferred tax liabilities	15.8	15.4
Other non-current liabilities	9.1	7.4
<b>Non-current liabilities, total</b>	<b>63.9</b>	<b>70.8</b>
Subscribed capital and capital reserve	51.0	51.0
Retained earnings	104.6	96.6
Other comprehensive income	-5.0	-12.6
Non-controlling interests	1.8	1.6
<b>Equity, total</b>	<b>152.4</b>	<b>136.6</b>
<b>Total equity and liabilities</b>	<b>311.4</b>	<b>291.7</b>



# Cash Flow Statement

mEUR	September 30, 2015	September 30, 2014	% YoY
Cash and cash equivalents at the beginning of the period	57.0	48.6	+17.3%
<b>Cash flow from operating activities</b>	<b>48.8</b>	<b>36.5</b>	<b>+33.7%</b>
<b>Cash flow from investing activities</b>	<b>-8.0</b>	<b>-3.6</b>	<b>+123.3%</b>
t/o CapEX	-5.7	-2.5	+129.9%
t/o Cash paid for business combinations	-2.4	-0.9	
<b>Cash flow from financing activities</b>	<b>-28.5</b>	<b>-16.4</b>	<b>+73.6%</b>
t/o Dividend payments	-15.4	-12.5	+23.1%
FX-effects	2.2	0.9	
<b>Cash and cash equivalents at the end of the period</b>	<b>71.5</b>	<b>66.0</b>	<b>+8.4%</b>
<b>Free cash flow<sup>(1)</sup></b>	<b>40.8</b>	<b>33.0</b>	<b>+23.9%</b>

<sup>(1)</sup> Operating cash flow - Investing cash flow



## Disclaimer

This presentation contains forward-looking statements based on the beliefs of NEMETSCHEK AG management. Such statements reflect current views of NEMETSCHEK AG with respect to future events and results and are subject to risks and uncertainties. Actual results may vary materially from those projected here, due to factors including changes in general economic and business conditions, changes in currency exchange, the introduction of competing products, lack of market acceptance of new products, services or technologies and changes in business strategy. NEMETSCHEK AG does not intend or assume any obligation to update these forward-looking statements.