

moving minds



Allplan Graphisoft Vectorworks Scia Frilo Glaser Auer Bausoftware Crem Maxon Bim+ DDS

Company Presentation

Nemetschek Group

January 15, 2014

Who we are

History

- Company foundation: 50 years ago by Prof. Georg Nemetschek
- Innovation: Computer Aided Design (CAD) software replaced drawing board

Today

- Nemetschek Group with 12 strong brands
- Solutions, innovations and BIM* for AECM (Architecture, Engineering, Construction, Management)
- > 1.1 million users in 142 countries

Mission

- Offer the most innovative, best tools, workflows and open-collaboration solutions
- Become worldwide market leader for Open BIM solutions in AECM

➔ We drive innovation and digitalization for the entire building life cycle

What makes us so special

	Design	Build	Manage	Multimedia
Brands	Graphisoft	Vectorworks	Auer	Crem
	Scia	Frilo	Bausoftware	Maxon
	DDS	Glaser		
	Allplan			
	bim+			
Revenues (9M figures)	107.3 mEUR	11.3 mEUR	3.7 mEUR	12.0 mEUR
EBITDA margin	20.9%	34.3%	21.5%	39.4%

- ➔ Nemetschek: Only listed company covering complete value chain in AECM and multimedia
- ➔ Strong, entrepreneurial brands: Close involvement with customers, speed, excellence, innovation
- ➔ Strategic added value: Complementarity, specialization and best in class instead of shared services
- ➔ Attractive for potential targets: Integration of different cultures

Agenda

Nemetschek Group: In brief

Strategy

- Internationalization
- Industry mega trends
- Innovations

Financial data and Q3 highlights

Nemetschek share

Why invest?

What drives our growth

1

Internationalization

- The Americas
- Asia
- Northern Europe
- Eastern Europe



Major growth markets

2

Industry mega trends

- BIM
- Web
- Cloud
- Collaboration
- Mobile



Strategic areas

3

Innovations

- Processes
- Data management
- Usability
- Content
- Apps
- ...



Reflecting the future

➔ Growth: Organic and via acquisitions

➔ Acquisition focus: Strategic fit to close regional and technology gaps

Successful acquisition of Data Design System

Facts

- Based in Norway, branches in Germany Austria and The Netherlands
- With around 90 employees DDS serves 13,500 customers worldwide
- FY 2012: Revenues of ~8.7 mEUR, operating result of ~1.5 mEUR

DDS solution portfolio

- Leading CAD software provider for intelligent building planning
- Solutions for mechanical, electrical, plumbing (MEP), heating, ventilation, air conditioning
- All DDS-CAD solutions support Open BIM planning processes
- Member of Open BIM initiative

➔ Nemetschke extends portfolio with strategic MEP solutions for building process

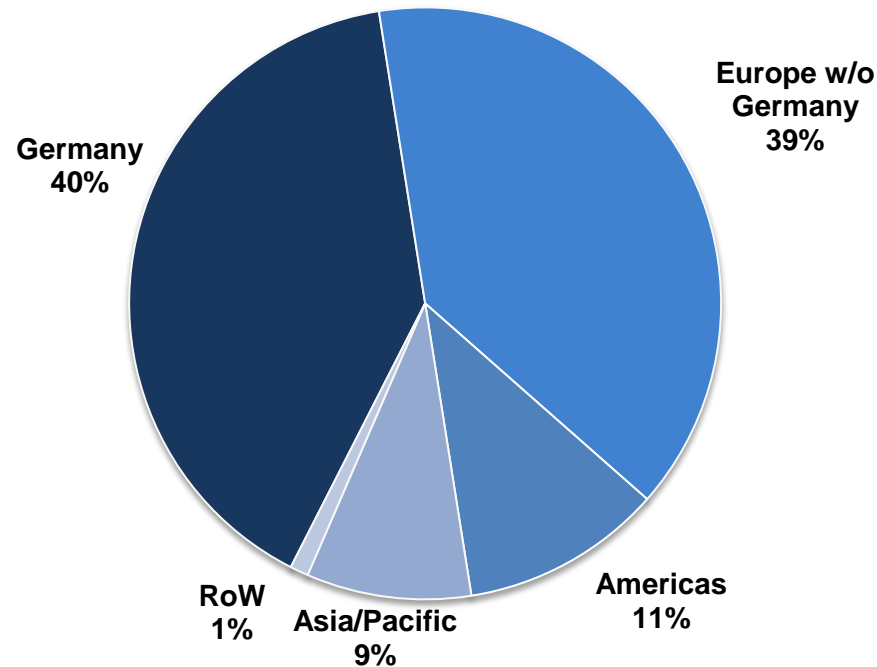
➔ DDS remains strong individual brand

➔ Together we strengthen our home base and expand international footprint

➔ Clear fit between Nemetschke and DDS

1 International revenue split

YTD 2013 in % of revenues



- ➔ Market leader in core markets DACH
- ➔ Market position in Americas and Asia established
- ➔ Growth potential abroad

① Internationalization: Regions on the agenda



- ➔ Strengthening our position in the Americas, Asia, Northern and Eastern Europe
- ➔ Markets with strong growth prospects and increasing demand
- ➔ Leverage via co-operations, acquisitions and early-stage occupation

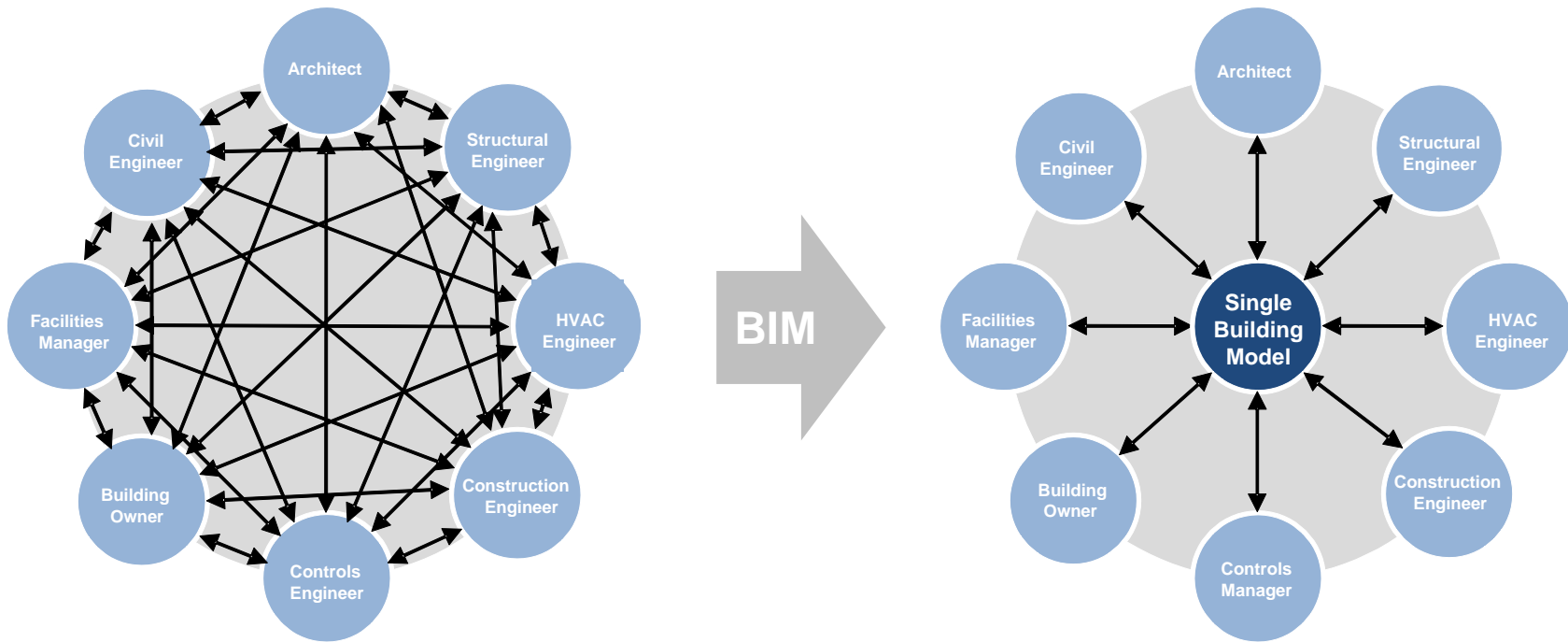
② Mega trends: BIM in detail

- Where it is all going? BIM – Building Information Modeling
- Building Information Modeling Central topic in the entire lifecycle of the building process is today the so-called BIM
- Pioneer of BIM idea Nemetschek has followed this holistic philosophy for almost 30 years and revolutionized the collaboration process in the construction industry
- Capabilities of BIM
 - 3D visualization and building simulation
 - Intelligent elements as digital prototypes
 - Better understanding of building “behavior”
 - Data management (cost, time management etc.)

➔ Nemetschek: Pioneer of BIM idea

② Mega trends: Clear focus on BIM

BIM → universal approach to collaborative design, realization and operation of buildings



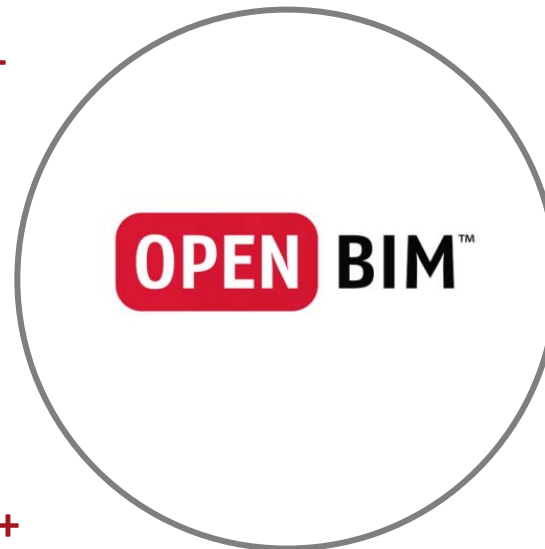
→ Numerous advantages through BIM for all stakeholders in the building life cycle

② Mega trends: Why Open BIM?

Enables interdisciplinary, globalized, collaboration +

Secures data access anytime, anywhere +

Ensures efficient and error-free data exchange +



+ Sets new standards in the building process

+ Improves workflows, offers new applications (apps etc.)

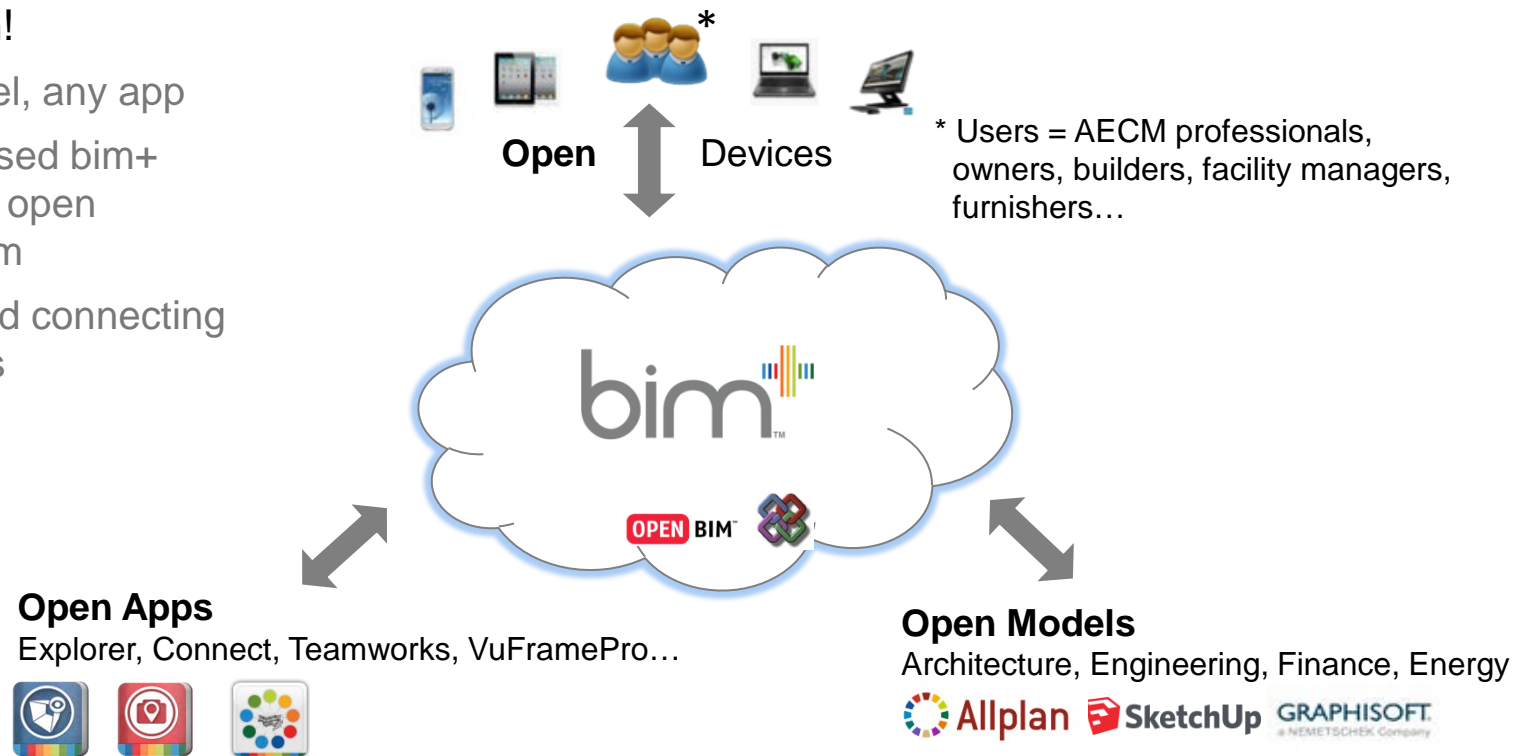
+ Provides centralized data management

- ➔ Open BIM allows real collaboration in contrast to a closed platform
- ➔ No one excluded, bigger market, more business
- ➔ Reflects modern way of working and thinking in the connected world today

3 Innovations: Example **bim**[™]

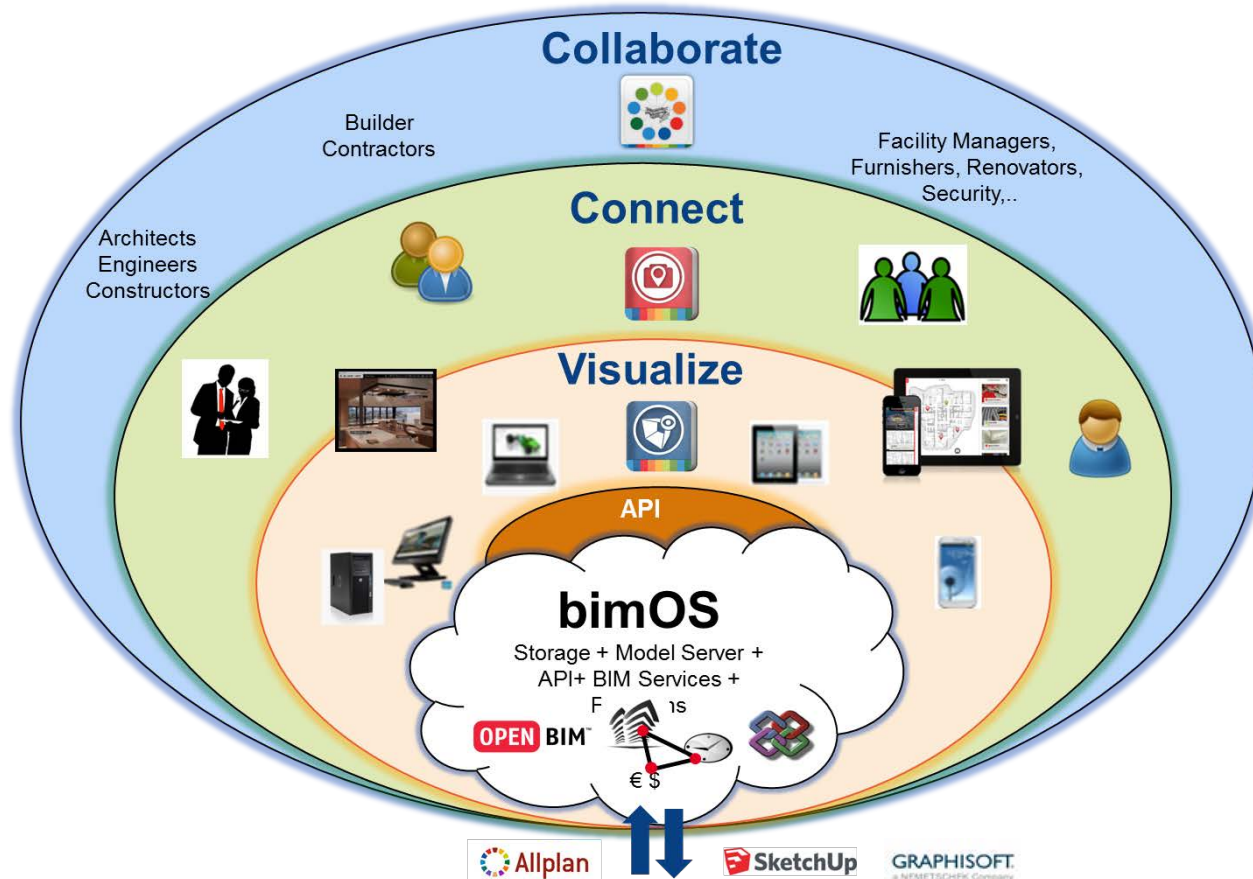
We are open!

- Any model, any app
- Cloud-based bim+ server as open ecosystem
- 11th brand connecting all brands



➔ Goal: primary online cloud-based platform for building projects

3 Innovations: Example **bim**



IFC, SketchUp, Allplan, Scia, Vectorworks, Graphisoft, Revit ...

- ➔ The simplest way to store, share, visualize and connect building information
- ➔ Version 1.0 has started in November 2013

③ Innovations: Example Cineware by Maxon

In new dimensions!

MAXON



Red Bull Media House visualized by Cinema 4D

- Leading developer of 3D software for creative industries
 - Top customers: BMW, CNN, Sony Pictures, Disney, Vitra, many more
 - Well known for powerful features, rock-solid stability, ease-of-use and fast workflow
 - Supported by over 150 distributors and resellers in over 80 countries
- ➔ Cutting edge software solution for visual effects, motion graphics and 3D visualization

3 Innovations: Example Cineware by Maxon



MAXON



- Strategic partnership since March 2013
 - Marketing and development cooperation
 - 1st product: CINEWARE – Live 3D-Pipeline between After Effects and CINEMA 4D
 - Reducing file import and export by 90% – huge time savings
- ➔ Mega brand Adobe has chosen Maxon as exclusive partner
 - ➔ Promising cooperation
 - ➔ Access to new customers and international markets

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Highlights in the first nine months 2013

Growth factors

- Group revenues up by 5.1%
- Maintenance revenues up by 8.9%
- International markets gained momentum

High profitability

- EBITDA increased by 12.1% to 31.8 mEUR; high EBITDA margin at 23.7%
- Net income (group shares) with strong growth (+24.5%) at 16.2 mEUR
- EPS at 1.68 EUR, EPS w/o PPA at 2.17 EUR

New executive board

- Dr. Tobias Wagner, Interim, as of 29/08/2013
- Viktor Várkonyi (CEO Graphisoft) and Sean Flaherty (CEO Vectorworks) as of 01/11/2013
- New Financial and Operational Executive Manager (CFOO) Patrik Heider as of 01/03/2014

➔ New management will drive internationalization, innovations, growth and profitability

Brands and projects (excerpt)



- New management team completed to implement future growth strategy
- Release of Allplan version 2014 in November: Better 3D modeling, comprehensive collaboration and usability, direct connection to cloud-based bim+ platform
- Focus: Planning and development of new releases, expand solution portfolio, strengthening agile development processes, integration of SaaS solutions (Nevaris, bim+), stronger international positioning



- Open cloud based platform for the building industry, providing the simplest way to store, share, visualize and connect building information
- bim+ uses best technologies for web, cloud, apps and mobile devices to help all participants in building processes to build faster and better
- Go-live in November

Brands and projects (excerpt)

GRAPHISOFT
a NEMETSCHKE Company

- New release of BIM software ArchiCAD 17 (26 country-specific versions)
- Foundation of Graphisoft Mexico as South & Central American regional hub
- New versions: BIMx Hyper-Model mobile app, EcoDesigner STAR, BIM Cloud Enterprise solution

The logo for NEMETSCHKE Vectorworks, featuring the same multi-colored bar graphic as the main logo, with the text "NEMETSCHKE" in black and "Vectorworks" in blue below it.

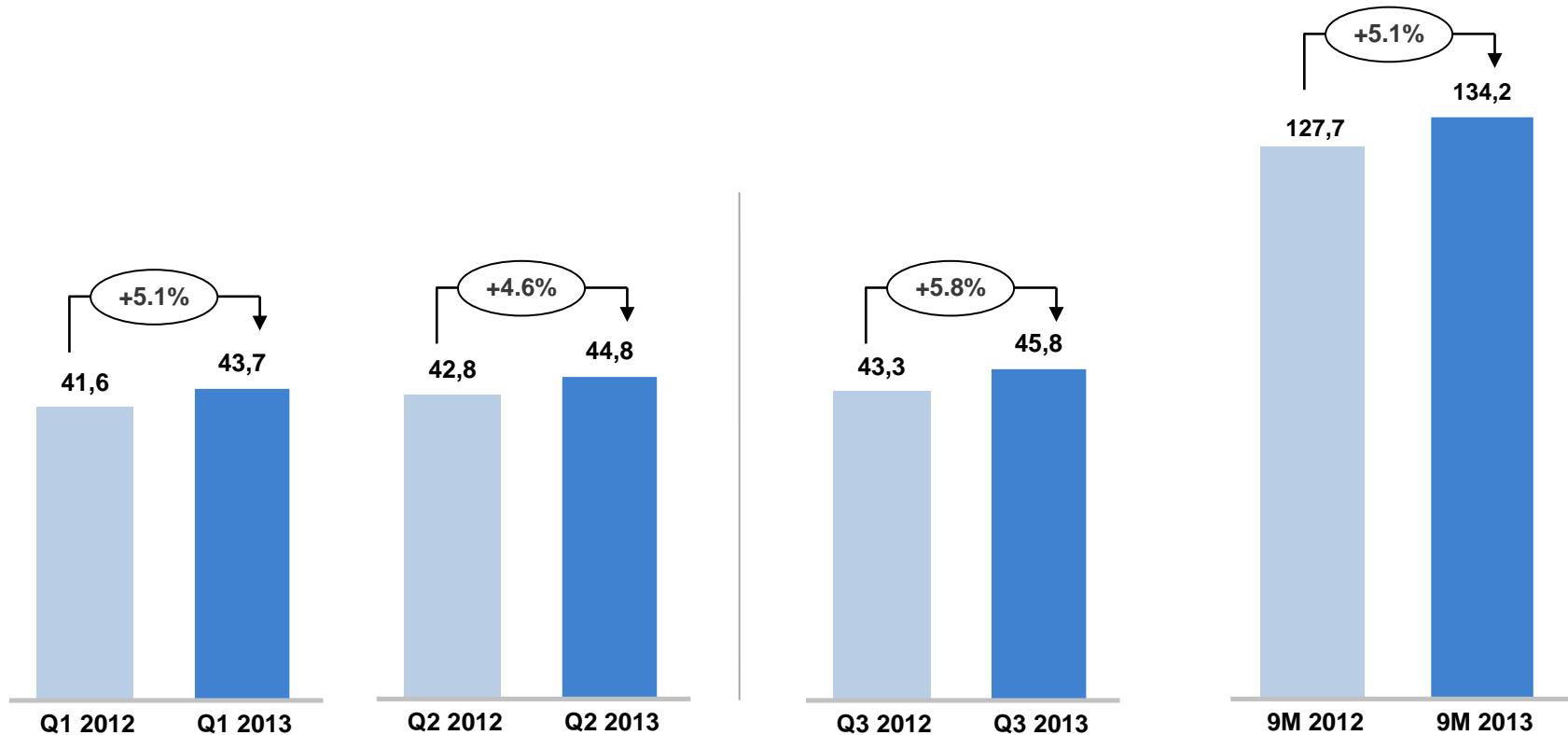
- New release CAD software Vectorworks 2014: more than 130 improvements, e.g. new BIM tools for architects, increased site design capabilities, better documentation, graphic tools

MAXON

- New version of Adobe After Effects with “lite” version of CINEMA 4D
- New CINEMA 4D Release 15 with improved 3D motion graphics, visual effects, painting and rendering software workflow

Solid revenue development

in mEUR

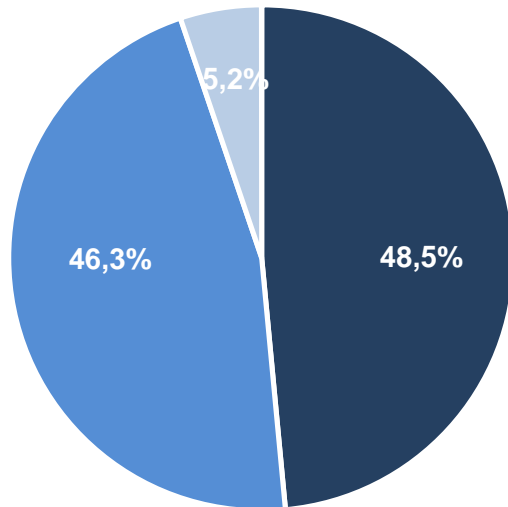


➔ Q3 2013 shows stronger growth with 5.8% than previous quarters

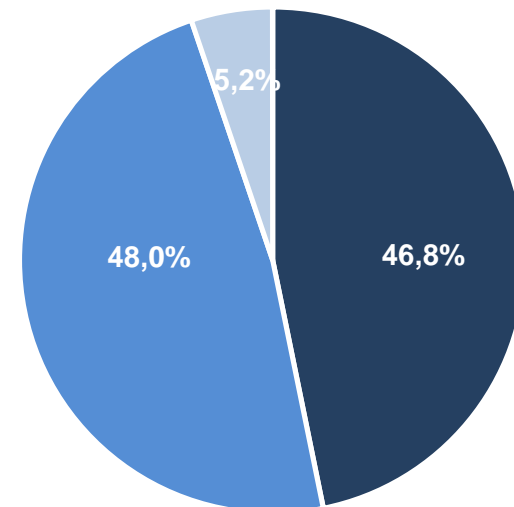
➔ YTD 2013 with 5.1% in range of expectations

Strong growth of maintenance contracts

YTD 2012 in % of revenues



YTD 2013 in % of revenues

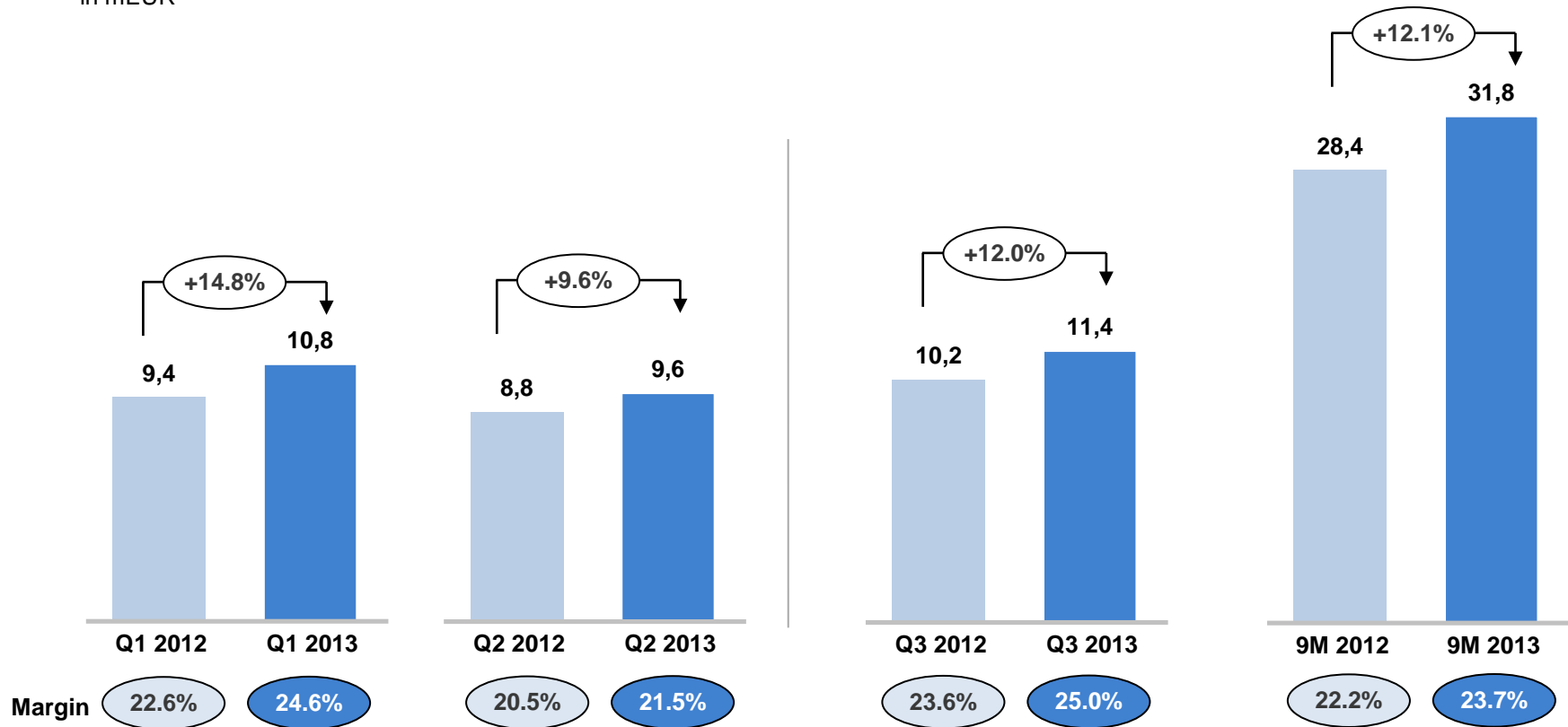


- Software & Licenses
- Maintenance
- Service & Hardware

- ➔ Maintenance up by 8.9% yoy leads to higher recurring revenues
- ➔ Stable licenses business, up by 1.5% yoy

EBITDA well above previous year

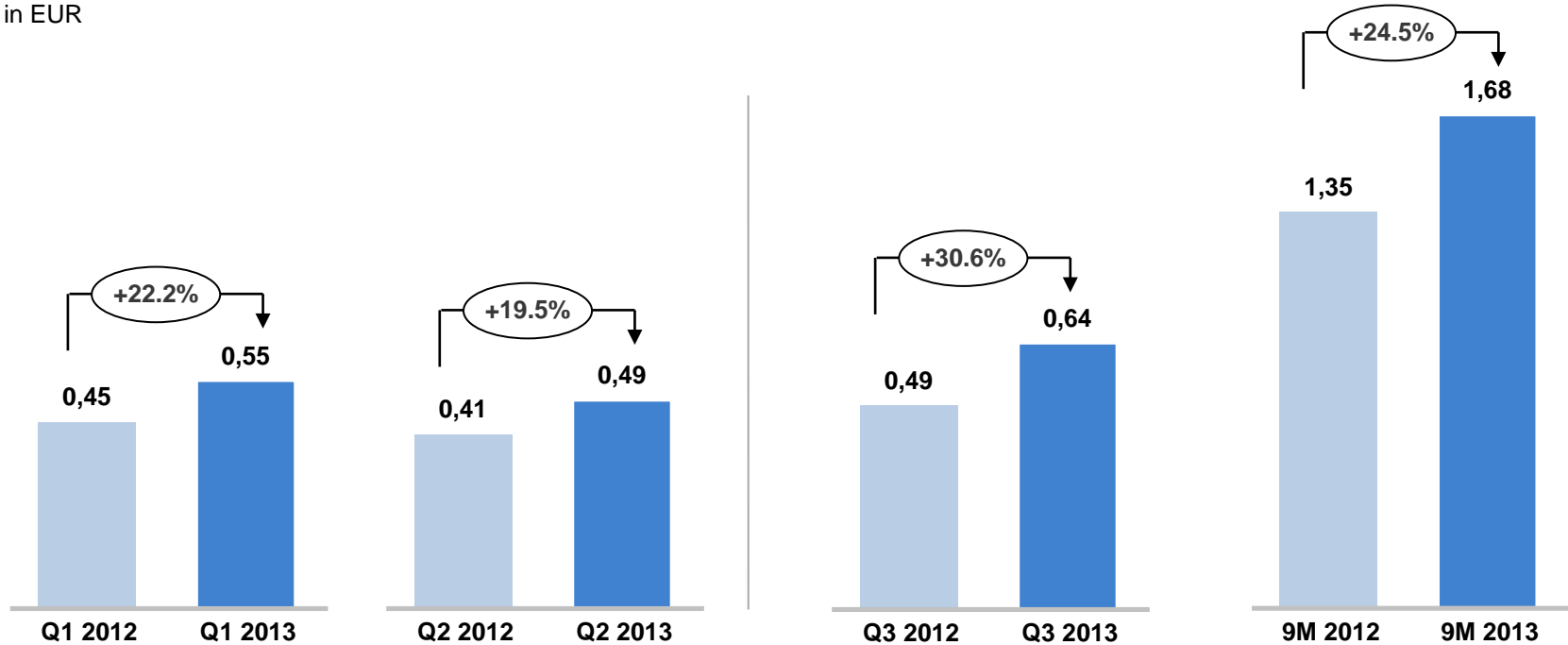
in mEUR



- ➔ EBITDA increased over proportional compared with revenues
- ➔ EBITDA margin with 23.7% on high level

Strong EPS development

in EUR

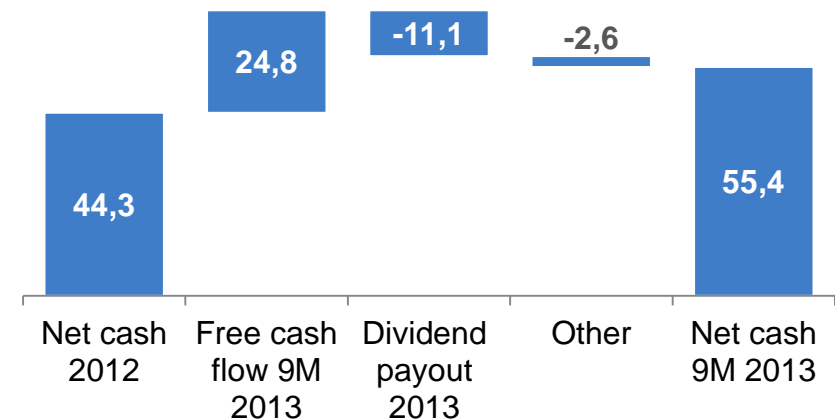


- ➔ Strong increase in earnings
- ➔ Net result up by 24.5% to 16.2 mEUR
- ➔ EPS at 1.68 EUR (24.5% yoy)
- ➔ EPS w/o PPA up by 17.9% at 2.17 EUR

Net cash development

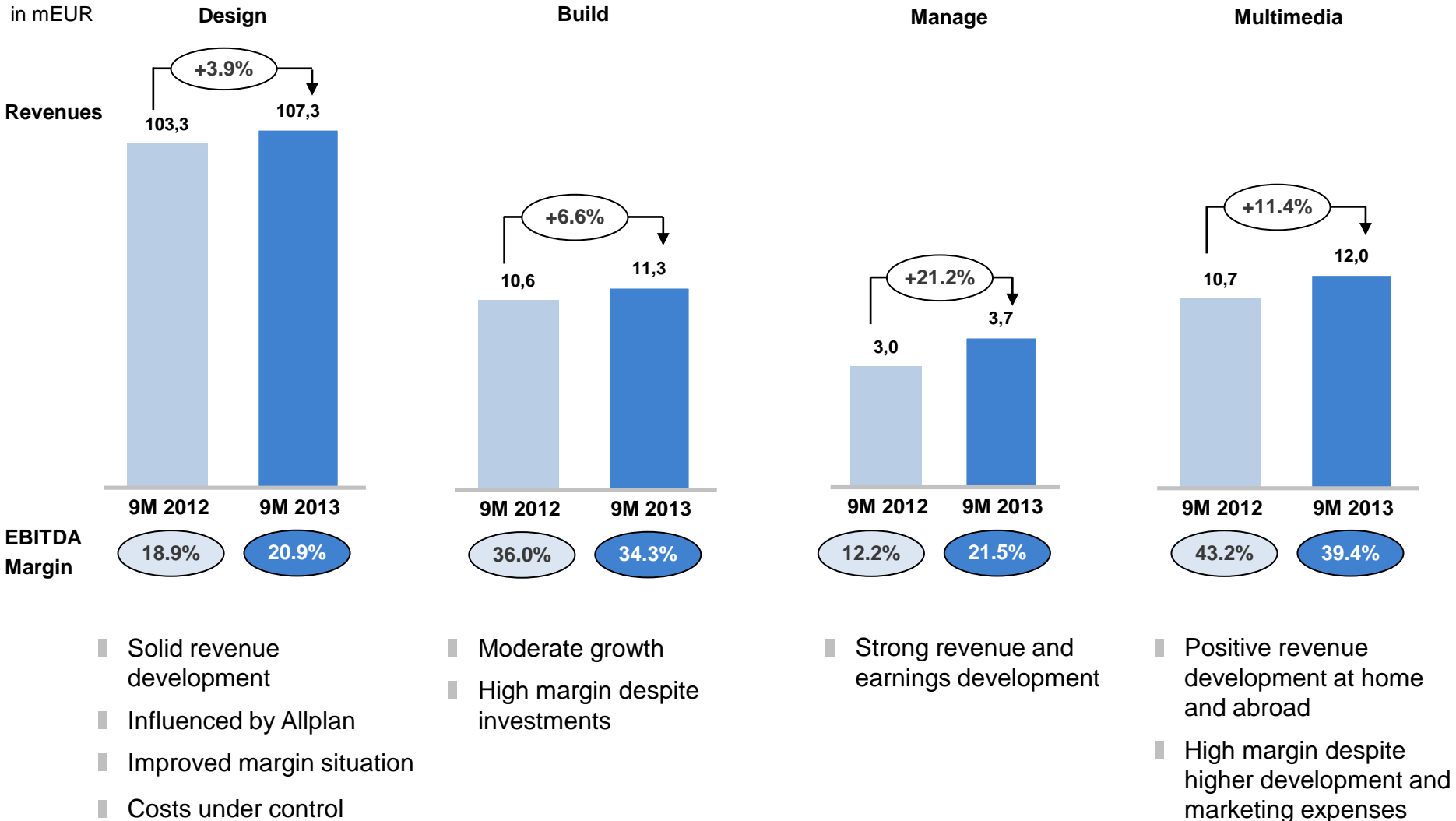
- Operating cash flow increased by 8.9% to 28.7 mEUR
- CapEx 3.9 mEUR in line with forecast (~6 mEUR in FY 2013)
- Dividend payment 11.1 mEUR in Q2
- Cash position 55.4 mEUR (+25.2% YTD)

mEUR	9M 2012	9M 2013	% YoY
EBITDA	28.4	31.8	+12.1%
Operating cash flow	26.3	28.7	+8.9%
Conversion rate*	93%	90%	
Investing cash flow	-4.4	-3.9	-11.4%
Free cash flow	22.0	24.8	+13.0%



➔ High cash position enables further growth organically and via acquisitions

Segment overview



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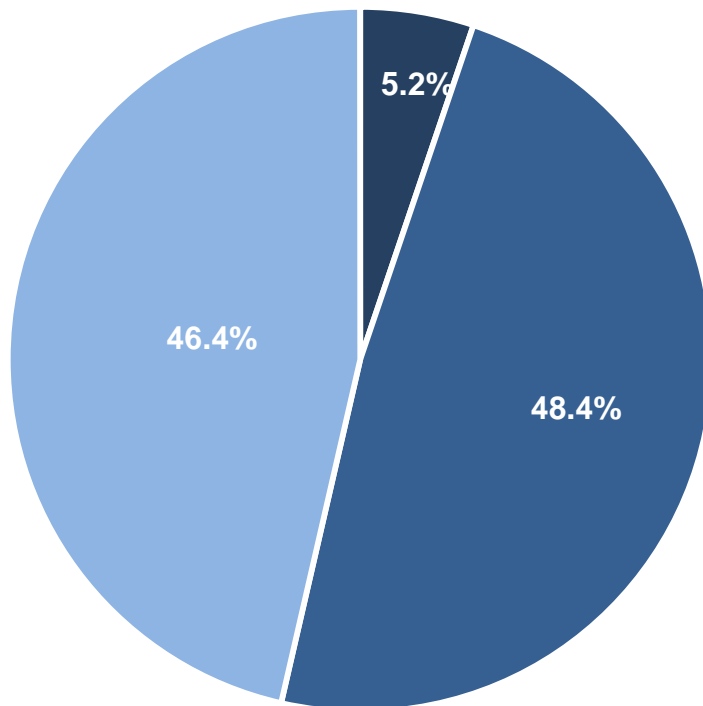
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Why invest?

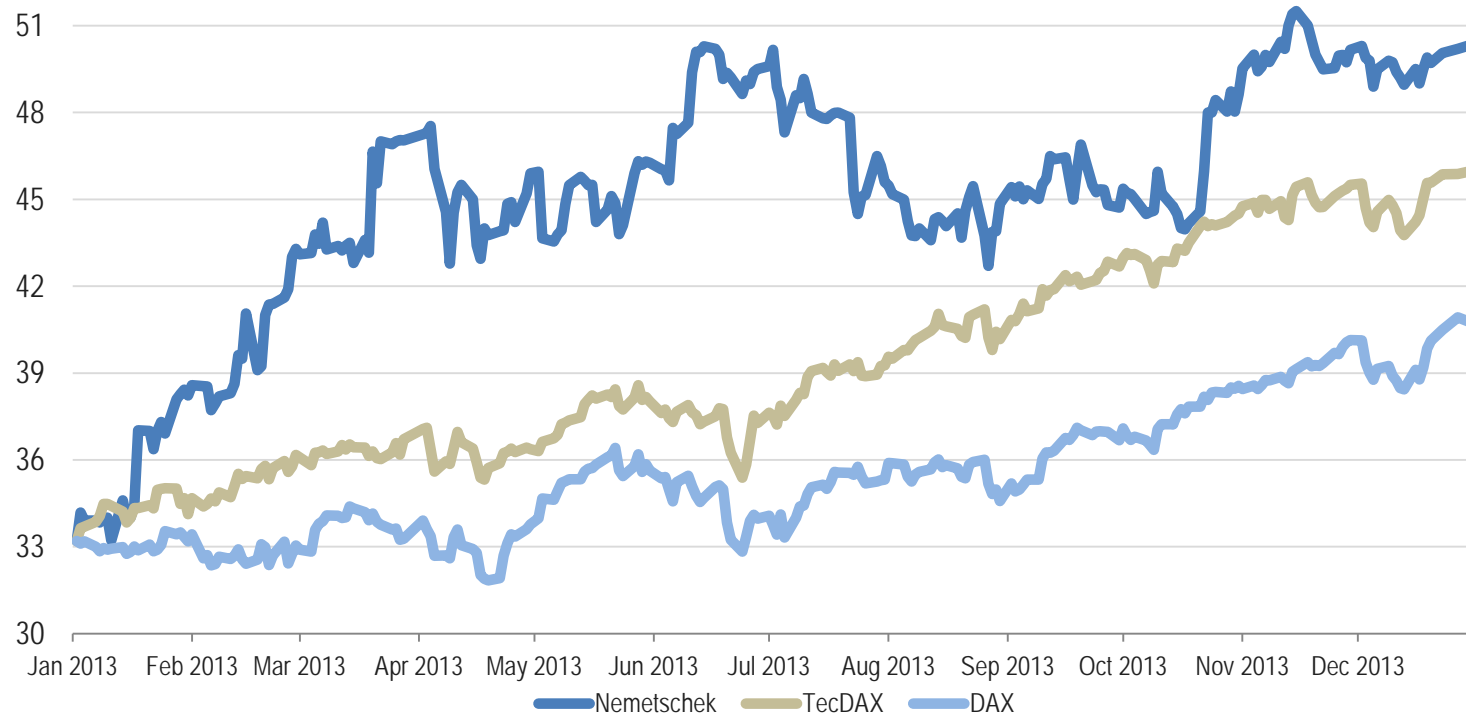
Shareholder structure



- Founded: in 1963
- IPO: March 10, 1999
- Number of shares: 9,625,000
- Frankfurt Stock Exchange, Prime Standard
- Bloomberg: NEM GY, Reuters: NEKG.DE
- Shares Nemetschek family: 53.57%
- Freefloat: 46.43 percent
- Current MarketCap: ~ 515 mEUR
- Current TecDAX Ranking: 25/31

- Prof. Georg Nemetschek
- Nemetschke Vermögensverwaltungs GmbH & Co KG
- Free float

Nemetschek share price performed better than indices



Time	Nemetschek	TecDAX	DAX
Year 2012	+29%	+18%	+25%
Year 2013	+52%	+38%	+23%

➔ Inclusion in the TecDAX improves visibility

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Why invest?

Very good reasons

- **Market conditions**
 - Robust development of construction markets
 - Strong growth expected for BIM products and solutions

- **Strategic market positioning**
 - Clear focus on AECM market
 - Leading in Open BIM solutions
 - Strong global brands

- **Healthy financial**
 - High margin business
 - Strong cash generation
 - Healthy balance sheet

- **Growth potential**
 - Integrated process: Design, build and manage buildings, infrastructure
 - Strengthen Nemetschek's position abroad
 - Capable of investing in inorganic growth
 - Driving innovations for an industry whose transformation has just begun

➔ FY 2013(e): Revenue growth of ~ 6%, EBITDA margin 22 – 24%

IR calendar 2014 and contact

- 28/03/2014 Publication Annual Report 2013
- 30/04/2014 Publication Q1 2014
- 20/05/2014 AGM, Munich
- 31/07/2014 Publication Q2 2014
- 30/10/2014 Publication Q3 2014



Contact:

Stefanie Zimmermann

Investor Relations

+49 89 92793 1229

szimmermann@nemetschek.com

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