

moving minds



# 2013

QUARTERLY STATEMENT AS OF SEPTEMBER 30



## To our Shareholders



*Dr. Tobias Wagner, Executive Board*

Dear shareholders, ladies and gentlemen,

The Nemetschek Group continued to grow profitably in the third quarter of 2013.

### NEMETSCHEK GROUP

In total, **Group revenues** 2013 rose in the first nine months by 5.1% to EUR 134.2 million (prior year: EUR 127.7 million). The **result before interest, taxes and depreciation** (EBITDA) increased by 12.1%, faster than revenues, and stood on September 30, 2013, at EUR 31.8 million (prior year: EUR 28.4 million). The EBITDA margin climbed correspondingly to 23.7% (prior year: 22.2%). The positive development in results is also reflected in the net income, which stood at EUR 16.2 million, 24,5% higher than last year (prior year: EUR 13.0 million). Earnings per share improved to EUR 1.68, after EUR 1.35 in the prior year.

Our core markets in the DACH region developed positively, and the international markets picked up, too. While our domestic revenues rose 5.9%, we recorded growth of 4.6% in our international markets. Major growth regions were amongst others Asia and North and South America.

Revenues from maintenance contracts rose strongly, namely 8.9%. With revenues of EUR 64.4 million (prior year: EUR 59.1 million), the share contributed to total revenue by maintenance increased to 48.0% (prior year: 46.3%). Our revenues from licenses were stable, rising 1.5%. After the first nine months these revenues stood at EUR 62.8 million (prior year: EUR 61.9 million). Hence licenses contribute 46.8% to total revenues (prior year: 48.5%).

### BUSINESS SEGMENTS

The **Design** segment recorded solid revenue growth of 3.9%. EBITDA increased by 14.9%.

The segment **Build** continued to grow with revenues 6.6% higher and an EBITDA margin of 34.2%.

The segment **Manage** developed very positively: Revenue growth was 21.2%, while EBITDA more than doubled.

In the **Multimedia** segment the revenues rose 11.4%. EBITDA margin was kept at a high level of 39.4%.

### ESSENTIAL INFORMATION ON BRANDS

- **Allplan** developed stably.

The new management team was reinforced and completed by the appointment of Dr. Jörg Rahmer as at October 21, 2013.

The management team concentrates on corporate growth, also internationally. Its focus includes: planning and continued development of release and service portfolios for the next few years, strengthening of agile processes in development, integration of “Software as a Service” packages (SaaS) such as e.g. Nevaris and bim+ in Allplan solutions and stronger international positioning.

The new version of the architecture and engineering solution Allplan 2014 with numerous innovations will be launched in November. Attention has been given to cross-location collaboration, to 3D modeling and not least to usability and documentation. Plus, Allplan 2014 has a link to the cloud solution bim+.

- **bim+**, an open cloud-based platform of the same name eleventh brand of the Nemetschek Group, will also go live in November. bim+ is the simplest way to visualize, share and connect building information, enabling all participants in a building process to build faster and better.
- **Graphisoft** is offering a new release of the leading BIM software ArchiCAD 17 in 26 country-specific versions. Version 17 provides many new functions and possibilities to significantly simplify and accelerate building information modeling at a highly detailed level – from the first draft through to the final detail.

According to the strategy to position itself more strongly in Central and South America, Graphisoft has acquired 100% of the distributor partner in Mexico, Anzix S.A. This new subsidiary in Mexico City serves Graphisoft as the hub for the region.

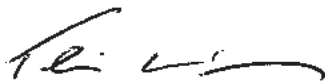
- **Vectorworks**, too, is setting standards with the current CAD version Vectorworks 2014. The present convince with 130 improvements such as in BIM management, collaboration, usability, quality, documentation and data exchange.
- Together with other brand companies from the Nemetschek Group, **Scia**, one of the main sponsors of the “Inspirations in Engineering” Contest 2013, announced the winner of this worldwide competition. The award winners and more about the 127 projects from 28 countries can be retrieved via the QR code on the last page of our report.
- **Maxon** has presented to the market the next generation of its visualization software with the CINEMA 4D Release 15. With significant improvements in modeling, word processing, rendering and sculpting, the new release defines anew the 3D workflow for motion graphics, visual effects and visualizations. Hence this sees Maxon again consolidating its position among the leaders in its industry. The company has been setting standards for creative working for more than 25 years. The cooperation of Maxon with the software company Adobe is progressing well.

#### OUTLOOK

Our present set of figures shows: The Nemetschek Group is well on the way to achieving the targets set for the year as a whole. We see the market environment continuing to be solid and reaffirm our prospects of achieving a revenue growth of around 6% and an EBITDA margin between 22 and 24%.

Thank you for your trust!

Yours



Dr. Tobias Wagner

# Nemetschek on the Capital Market

## EQUITY MARKETS MOVING HIGHER

Leading indicators such as order intake, business climate and consumer confidence made for a positive mood on the German equity markets in the third quarter of 2013. In the light of the favourable indicators, industry experts expect the economy to recover further in the coming months.

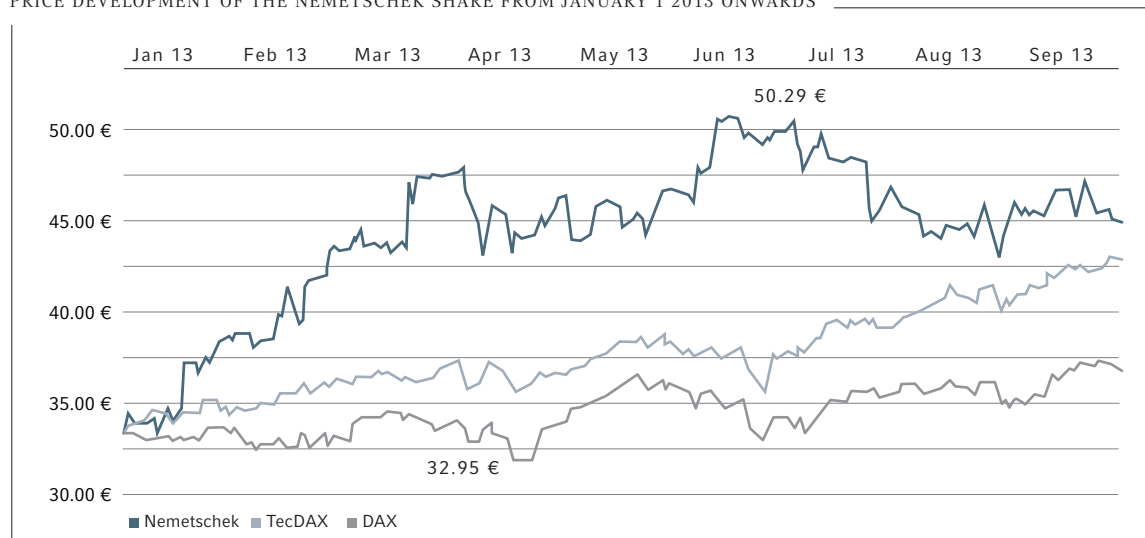
The principal index, DAX, recorded a rise of 10.5% in the first nine months of 2013 while the TecDAX index, which covers the major technology stocks, rose 28.6%

## NEMETSCHKEK SHARE PRICE DEVELOPMENT SINCE THE BEGINNING OF 2013

Nemetschek share develops better than TecDAX

The price of the Nemetschek share fell slightly in the third quarter but overall has risen markedly since the start of the year. On September 30, 2013, it was quoted at 44.72 Euro. This represents a rise of 34.7% since the beginning of the year.

PRICE DEVELOPMENT OF THE NEMETSCHKEK SHARE FROM JANUARY 1 2013 ONWARDS



## NEMETSCHKEK SHARE: INCLUSION IN THE TECDAX

Deutsche Börse AG took up the shares of Nemetschek AG into the German technology index TecDAX on September 23, 2013. This means that Nemetschek is now one of the top 30 technology companies listed in the Prime Standard of the Frankfurt Stock Exchange. The criteria for inclusion are market capitalization and the turnover of the shares. In August Nemetschek occupied ranks 27 and 29.

Inclusion in the TecDAX was an important milestone, encouraging us to further increase the perception of our company in the international capital markets.

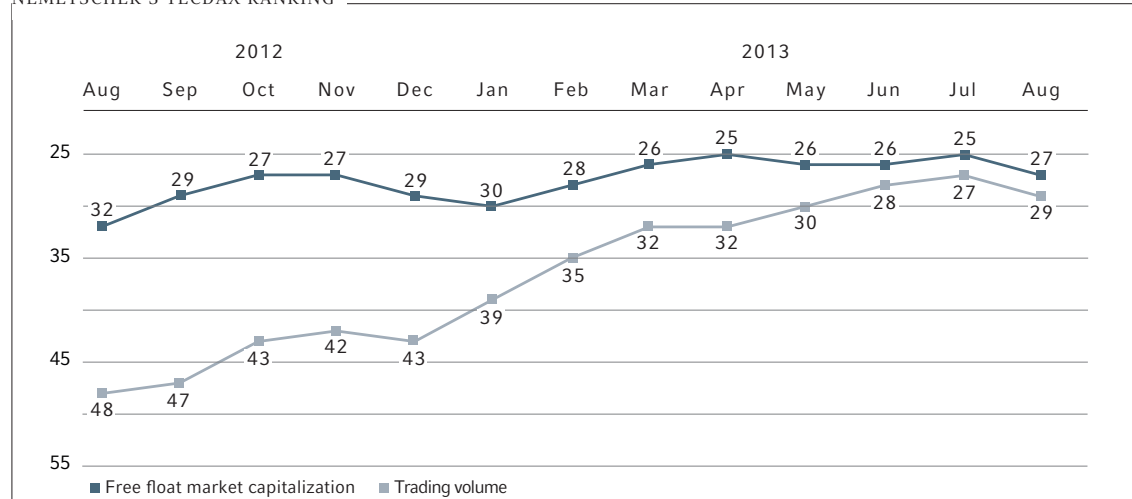
## SHAREHOLDER STRUCTURE

On October 8, 2013, Allianz SE informed us that the voting rights in Nemetschek AG of Allianz SE (including entities under its control) exceeded the 5% threshold and stood at 5.08 %.

## CHANGE IN EXECUTIVE BOARD

After Tanja Tamara Dreilich resigned her position as a member of the Executive Board with effect from August 26, 2013, the supervisory board appointed Dr. Tobias Wagner temporarily to the executive board on August 29, 2013. Dr. Wagner is convincing with his many years of experience in management positions both nationally and internationally and with entrepreneurial expertise in real estate management, in software and in innovative web solutions.

NEMETSCHKEK'S TECDAX RANKING



On October 21, 2013 Viktor Varkonyi, CEO of Graphisoft SE since 2009, and Sean Flaherty, CEO of Nemetschek Vectorworks Inc. since 2005, were appointed to the executive board of Nemetschek AG with effect from November 1, 2013. Both managers are experienced and successful brand CEOs and contribute comprehensive knowledge of international markets, technological competence, a profound understanding of the software industry and strategic management competence to the new executive board team. At the same time we are focusing on the strength of our brand companies to expand our market position globally.

The new executive board team will shortly be complete with an Financial and Operational Executive Manager (CFOO). The new CFOO will soon be announced.

The Nemetschek Group is striving for a leading position in the AECO (Architecture, Engineering, Construction and Operations) and design industries and is ambitious to benefit from the major opportunities which accompany rapid technological change and the digitalization of planning, building and management processes. With the new executive board team of Nemetschek AG we are creating an essential basis to achieve this.

KEY FIGURES

in million €	September 30, 2013	September 30, 2012	Change
<b>Revenues</b>	<b>134.2</b>	<b>127.7</b>	<b>5 %</b>
<b>EBITDA</b>	<b>31.8</b>	<b>28.4</b>	<b>12 %</b>
as % of revenue	24 %	22 %	
<b>EBIT</b>	<b>23.4</b>	<b>19.7</b>	<b>19 %</b>
as % of revenue	17 %	15 %	
<b>Net income (group shares)</b>	<b>16.2</b>	<b>13.0</b>	<b>25 %</b>
per share in €	1.68	1.35	
<b>Cash flow from operating activities</b>	<b>28.7</b>	<b>26.3</b>	<b>9 %</b>
<b>Free Cash Flow</b>	<b>24.8</b>	<b>22.0</b>	<b>11 %</b>
<b>Net cash *)</b>	<b>55.4</b>	<b>44.3</b>	<b>25 %</b>
<b>Equity ratio *)</b>	<b>67 %</b>	<b>68 %</b>	
<b>Headcount as of balance sheet date</b>	<b>1,267</b>	<b>1,231</b>	<b>3 %</b>

\*) Presentation of previous year as of December 31, 2012

# Interim Management Report

## Report on the earnings, financial, and asset situation

### EBITDA MARGIN AT 23.7%

In the first nine months, the Nemetschek Group raised its revenues by 5.1% to EUR 134.2 million (prior year: EUR 127.7 million). EBITDA came to EUR 31.8 million (prior year: EUR 28.4 million), corresponding to an operating margin of 23.7% (prior year 22.2%). Net income for the year (group share) amounted to EUR 16.2 million (prior year: EUR 13.0 million). The Nemetschek Group generated an operating cash flow of EUR 28.7 million (prior year: EUR 26.3 million).

### REVENUES FROM MAINTENANCE CONTRACTS HIGHER

Revenues from maintenance contracts increased by 8,9%

In the first nine months, the revenues of the Nemetschek Group from maintenance contracts increased by 8.9% to EUR 64.4 million (prior year: EUR 59.1 million). The proportion of revenues originating in maintenance compared with the total revenue rose from 46.3% to 48.0%. At EUR 62.8 million, revenue from licenses was slightly above the prior year figure of EUR 61.9 million, bringing its share of total revenue to 46.8% (prior year: 48.5%). Domestic revenues rose 5.9% to EUR 53.7 million (prior year: EUR 50.7 million). The revenue generated by the Nemetschek Group in foreign markets was EUR 80.5 million (prior year: EUR 77.0 million). This brought the proportion of revenues generated abroad to 60.0% compared with 60.3% in the reference period of last year.

### GROWTH IMPETUS FROM ALL SEGMENTS

In the Design segment, the Group achieved a revenue growth of 3.9% and revenues of EUR 107.3 million (prior year: EUR 103.3 million). EBITDA increased to EUR 22.4 million (previous year: EUR 19.5 million). This is equivalent to an operating margin of 20.9% after 18.9% in the prior year

In the Build segment the Group generated revenues of EUR 11.3 million (prior year: EUR 10.6 million) and an EBITDA margin of 34.2% (prior year: 36.0%).

The segment Manage increased revenues by 21.2% to EUR 3.7 million, and its EBITDA margin from 12.2% in the prior year to 21.5%.

As before, the Multimedia segment developed positively: Revenues increased by 11.4% from EUR 10.7 million to EUR 12.0 million with an over average EBITDA margin of 39.4% (prior year: 43.2%).

### EARNINGS PER SHARE AT EUR 1.68

Operating margin of 23,7%

In the first nine months, the Nemetschek Group generated an EBITDA of EUR 31.8 million (prior year: EUR 28.4 million). This represents an operating margin of 23.7% (prior year: 22.2%).

The operating expenses increased slightly, namely 2.3%, from EUR 111.0 million to EUR 113.6 million. Cost of materials rose EUR 0.8 million to EUR 6.3 million. Personnel expenses were up by 1.6% from EUR 56.8 million to EUR 57.7 million. At EUR 41.1 million, other operating expenses were slightly above the prior year figure of 40.0 million euro.

The net income for the year (group shares) rose 24.5% to EUR 16.2 million, hereby exceeding the prior year figure of EUR 13.0 million. The tax rate of the Group, at 27.4%, was slightly higher than in the prior year. Thus the earnings per share amounted to EUR 1.68 (prior year: EUR 1.35).

## OPERATING CASH FLOW AT EUR 28.7 MILLION

The Nemetschek Group generated an operating cash flow of EUR 28.7 million (prior year: EUR 26.3 million) in the first nine months. The rise is mainly due to the prior tax result, which was EUR 4.3 million higher, and the consequent rise of EUR 3.9 million in the period cash flow. The cash flow from investing activity was EUR -3.9 million, and so below that of the prior year level (EUR -4.4 million). The cash flow from financing activities with EUR -13.1 million (prior year: EUR -18.0 million) included mainly dividend distribution of EUR 11.1 million and net interest payments for the interest rate hedge. The prior year figure contains the final instalment of the bank loan of EUR 4.7 million for the purchase of Graphisoft.

## LIQUID FUNDS OF EUR 55.4 MILLION

At the balance sheet date of September 30, 2013, the liquid funds of the Nemetschek Group stood at EUR 55.4 million (December 31, 2012: EUR 44.3 million).

Mainly as a result of the liquidity rise, short-term assets rose to EUR 87.4 million (December 31, 2012: EUR 74.4 million). Long-term assets fell mainly due to the scheduled depreciation/amortisation on assets from the purchase price allocation to EUR 86.5 million (December 31, 2012: EUR 90.6 million) for Graphisoft.

## EQUITY RATIO AT 67%

Equity ratio at  
67,1%

The deferred revenues increased in line with the maintenance fees invoiced by EUR 7.2 million to EUR 28.8 million. The balance sheet total at September 30, 2013, came to EUR 173.9 million (December 31, 2012: EUR 165.0 million). Equity amounted to EUR 116.7 million (December 31, 2012: EUR 112.0 million). This placed the equity ratio at 67.1% compared with 67.9% at December 31, 2012.

## EVENTS AFTER THE END OF THE INTERIM REPORTING PERIOD

On October 8, 2013, Allianz SE informed us that the voting rights in Nemetschek AG of Allianz SE (including entities under its control) exceeded the 5% threshold and stood at 5.08%.

In addition, an announcement was made on October 21, 2013, that Viktor Varkonyi, CEO of Graphisoft SE since 2009, and Sean Flaherty, CEO of Nemetschek Vectorworks Inc. since 2005, have been appointed to the executive board of Nemetschek AG. Both managers contribute to the new board team comprehensive knowledge of the international markets, extensive experience in the software industry and strong management skills.

There were no other significant events after the end of the interim reporting period.

## EMPLOYEES

On September 30, 2013, the Nemetschek Group employed 1,267 people (September 30, 2012: 1,231). The rise is mainly due to the scheduled recruitment in the Group companies.

## REPORT ON SIGNIFICANT TRANSACTIONS WITH RELATED PARTIES

There are no significant changes compared to the information provided in the consolidated financial statements as of December 31, 2012.

## OPPORTUNITY AND RISK REPORT

Please see the group management report for the year ended December 31, 2012, for information on significant opportunities and risks for the prospective development of the Nemetschek Group. In the interim period there have been no material changes.

Forecast confirmed  
for fiscal year **2013**

#### REPORT ON FORECASTS AND OTHER STATEMENTS ON PROSPECTIVE DEVELOPMENT

The development in the first nine months confirms the expectations for the fiscal year 2013. The Nemetschek Group sees the market environment continuing to be solid and reaffirms the prospects of achieving a revenue growth of about 6% and an EBITDA margin between 22 and 24% of revenue.

#### Notes to the interim financial statements based on IFRS

The interim financial statements of the Nemetschek Group have been prepared in accordance with the International Financial Reporting Standards (IFRS), as required to be applied in the European Union, and the interpretations of the International Financial Reporting Interpretations Committee (IFRIC) and of the Standing Interpretations Committee (SIC). These interim financial statements were prepared in agreement with the requirements of IAS 34. The interim financial statements as of September 30, 2013 have not been audited and have not undergone an audit review. Except for IAS 19 (Employee benefits) to be applied for the first time from January 1, 2013, the same accounting policies and calculation methods are applied to the interim financial statements as to the consolidated financial statements dated December 31, 2012. For significant changes to the consolidated statement of financial position and consolidated statement of comprehensive income and consolidated statement of cash flows we refer to the report on the earnings, financial and asset situation.

The group of companies consolidated is the same as at December 31, 2012 except for the following changes:

On September 21, 2012 the formation of Nemetschek Engineering PTE LDT, Singapore was completed on filing it in the commercial register. Furthermore, on 16 February 2012 Nemetschek Vectorworks Training LLC, Columbia, Maryland, USA was founded and filed in the trade register. As the result of the taking up of the operative business in the 1st quarter 2013, the companies were included for the first time in the consolidated financial statements of Nemetschek AG as at March 31, 2013. On April 1, 2013 Graphisoft purchased the Mexican dealer Anzix S.A. de C.V. which was included for the first time in the consolidated financial statements of Nemetschek AG as at the half year financial statements 2013. There were no material effects on the consolidated financial statements.

Munich, October 2013



Dr. Tobias Wagner  
Executive Board



# Consolidated Statement of Comprehensive Income

for the period from January 1 to September 30, 2013 and 2012

STATEMENT OF COMPREHENSIVE INCOME

Thousands of €	3rd Quarter 2013	3rd Quarter 2012	9 month 2013	9 month 2012
<b>Revenues</b>	<b>45,767</b>	<b>43,258</b>	<b>134,226</b>	<b>127,661</b>
Own work capitalized	422	392	1,253	1,165
Other operating income	286	427	1,437	1,844
<b>Operating Income</b>	<b>46,475</b>	<b>44,077</b>	<b>136,916</b>	<b>130,670</b>
Cost of materials/cost of purchased services	- 2,008	- 1,878	- 6,278	- 5,495
Personnel expenses	- 19,321	- 19,054	- 57,742	- 56,847
Depreciation of property, plant and equipment and amortization of intangible assets	- 2,817	- 3,095	- 8,441	- 8,664
thereof amortization of intangible assets due to purchase price allocation	- 1,762	- 1,763	- 5,287	- 5,288
Other operating expenses	- 13,726	- 12,947	- 41,101	- 39,977
<b>Operating expenses</b>	<b>-37,872</b>	<b>-36,974</b>	<b>-113,562</b>	<b>-110,983</b>
<b>Operating results (EBIT)</b>	<b>8,603</b>	<b>7,103</b>	<b>23,354</b>	<b>19,687</b>
Interest income	383	185	1,233	479
Interest expenses	- 385	- 393	- 1,151	- 1,157
Losses/Income from associates	0	125	- 59	43
<b>Earnings before taxes</b>	<b>8,601</b>	<b>7,020</b>	<b>23,377</b>	<b>19,052</b>
Income taxes	- 2,195	- 2,012	- 6,400	- 5,125
<b>Net income for the year</b>	<b>6,406</b>	<b>5,008</b>	<b>16,977</b>	<b>13,927</b>
<b>Other comprehensive income:</b>				
Difference from currency translation	- 358	- 252	- 315	1,225
<b>Subtotal of items of other comprehensive income that will be reclassified to income in future periods:</b>	<b>-358</b>	<b>-252</b>	<b>-315</b>	<b>1,225</b>
Actuarial gains / losses from pensions and related obligations	1	0	54	- 77*
Tax effect	- 1	0	- 15	21*
<b>Subtotal of items of other comprehensive income that will not be reclassified to income in future periods:</b>	<b>0</b>	<b>0</b>	<b>39</b>	<b>-56</b>
<b>Subtotal other comprehensive income</b>	<b>-358</b>	<b>-252</b>	<b>-276</b>	<b>1,169</b>
<b>Total comprehensive income for the year</b>	<b>6,048</b>	<b>4,756</b>	<b>16,701</b>	<b>15,096</b>
Net income for the year attributable to:				
Equity holders of the parent	6,147	4,718	16,160	12,982
Minority interests	259	290	817	945
<b>Net income for the year</b>	<b>6,406</b>	<b>5,008</b>	<b>16,977</b>	<b>13,927</b>
<b>Total comprehensive income for the year attributable to:</b>				
Equity holders of the parent	5,801	4,485	15,886	14,164
Minority interests	247	271*	815	932*
<b>Total comprehensive income for the year</b>	<b>6,048</b>	<b>4,756</b>	<b>16,701</b>	<b>15,096</b>
Earnings per share (undiluted) in euros	0.64	0.49	<b>1.68</b>	1.35
Earnings per share (diluted) in euros	0.64	0.49	<b>1.68</b>	1.35
Average number of shares outstanding (undiluted)	9,625,000	9,625,000	<b>9,625,000</b>	9,625,000
Average number of shares outstanding (diluted)	9,625,000	9,625,000	<b>9,625,000</b>	9,625,000

\* Adjusted due to effects of adoption of IAS 19R

# Consolidated Statement of Financial Position

as of September 30, 2013 and December 31, 2012

STATEMENT OF FINANCIAL POSITION

<b>ASSETS</b>	Thousands of €	<b>September 30, 2013</b>	December 31, 2012
<b>Current assets</b>			
Cash and cash equivalents		55,444	44,283
Trade receivables, net		21,748	21,388
Inventories		867	738
Tax refunded claims for income taxes		2,137	1,994
Current financial assets		10	48
Other current assets		7,162	5,919
<b>Current assets, total</b>		<b>87,368</b>	<b>74,370</b>
<b>Non-current assets</b>			
Property, plant and equipment		4,853	5,014
Intangible assets		26,698	31,396
Goodwill		52,826	52,642
Associates/investments		17	76
Deferred tax assets		1,328	627
Non-current financial assets		79	86
Other non-current assets		741	792
<b>Non-current assets, total</b>		<b>86,542</b>	<b>90,633</b>
<b>Total assets</b>		<b>173,910</b>	<b>165,003</b>

<b>EQUITY AND LIABILITIES</b>	Thousands of €	<b>September 30, 2013</b>	December 31, 2012
<b>Current liabilities</b>			
Trade payables		3,542	4,931
Provisions and accrued liabilities		13,763	14,051
Deferred revenue		28,806	21,617
Income tax liabilities		1,267	1,156
current financial obligations		1,514	–
Other current liabilities		4,777	5,151
<b>Current liabilities, total</b>		<b>53,669</b>	<b>46,906</b>
<b>Long-term loans without current portion</b>		–	–
Deferred tax liabilities		1,563	1,685
Pensions and related obligations		921	901
Non-current financial obligations		–	2,672
Other non-current liabilities		1,033	841
<b>Non-current liabilities, total</b>		<b>3,517</b>	<b>6,099</b>
<b>Equity</b>			
Subscribed capital		9,625	9,625
Capital reserve		41,360	41,360
Revenue reserve		52	52
Other comprehensive income		– 4,175	– 3,901*
Retained earnings		68,672	63,554*
<b>Equity (Group shares)</b>		<b>115,534</b>	<b>110,690</b>
Minority interests		1,190	1,308*
<b>Equity, total</b>		<b>116,724</b>	<b>111,998</b>
<b>Total equity and liabilities</b>		<b>173,910</b>	<b>165,003</b>

\* Adjusted due to effects of adoption of IAS 19R

# Consolidated Cash Flow Statement

for the period from January 1 to September 30, 2013 and 2012

## CASH FLOW STATEMENT

Thousands of €	2013	2012
Profit (before tax)	23,377	19,052
Depreciation and amortization of fixed assets	8,441	8,664
Change in pension provision	73	174
Other non-cash transactions	- 732	- 404
Losses/Income from associates	59	- 43
Losses from disposals of fixed assets	115	15
<b>Cash flow for the period</b>	<b>31,333</b>	<b>27,458</b>
Interest income	- 1,233	- 479
Interest expenses	1,151	1,157
Change in other provisions and accrued liabilities	- 288	- 1,404
Change in trade receivables	- 789	864
Change in other assets	657	840
Change in trade payables	- 1,389	- 2,147
Change in other liabilities	4,955	2,364
Cash received from distributions of associates	0	648
Interest received	71	116
Income taxes received	1,045	2,246
Income taxes paid	- 6,841	- 5,338
<b>Cash flow from operating activities</b>	<b>28,672</b>	<b>26,325</b>
Capital expenditure	- 3,862	- 3,873
Cash paid for granted loans	0	- 500
Cash received from disposal of minority shares	6	0
Cash received from the disposal of fixed assets	40	11
Cash paid for acquisition of a subsidiary, net of cash acquired	- 47	0
<b>Cash flow from investing activities</b>	<b>- 3,863</b>	<b>- 4,362</b>
Dividend payments	- 11,069	- 11,069
Minority interests paid	- 912	- 1,197
Cash paid for additional shares purchased from intercompanies		
Repayments of borrowings	0	- 4,700
Interest paid	- 1,151	- 1,082
<b>Cash flow from financing activities</b>	<b>- 13,132</b>	<b>- 18,048</b>
<b>Changes in cash and cash equivalents</b>	<b>11,677</b>	<b>3,915</b>
<b>Effect of exchange rate differences on cash and cash equivalents</b>	<b>- 516</b>	<b>355</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>44,283</b>	<b>33,501</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>55,444</b>	<b>37,771</b>

# Consolidated Segment Reporting

for the period from January 1 to September 30, 2013 and 2012

## SEGMENT REPORTING

<b>2013</b>	Thousands of €	<b>Total</b>	Elimination	Design	Build	Manage	Multimedia
Revenue, external		134,226		107,308	11,304	3,651	11,963
Intersegment revenue		0	- 498	3	1	5	489
<b>Total revenue</b>		<b>134,226</b>	<b>- 498</b>	<b>107,311</b>	<b>11,305</b>	<b>3,656</b>	<b>12,452</b>
<b>EBITDA</b>		<b>31,795</b>		<b>22,433</b>	<b>3,864</b>	<b>785</b>	<b>4,713</b>
Depreciation/Amortization		- 8,441		- 7,737	- 502	- 28	- 174
<b>Segment Operating result (EBIT)</b>		<b>23,354</b>		<b>14,696</b>	<b>3,362</b>	<b>757</b>	<b>4,539</b>

<b>2012</b>	Thousands of €	<b>Total</b>	Elimination	Design	Build	Manage	Multimedia
Revenue, external		127,661		103,301	10,608	3,012	10,740
Intersegment revenue		-	- 542	1	25	6	510
<b>Total revenue</b>		<b>127,661</b>	<b>- 542</b>	<b>103,302</b>	<b>10,633</b>	<b>3,018</b>	<b>11,250</b>
<b>EBITDA</b>		<b>28,351</b>		<b>19,526</b>	<b>3,816</b>	<b>366</b>	<b>4,643</b>
Depreciation/Amortization		- 8,664		- 8,163	- 180	- 46	- 275
<b>Segment Operating result (EBIT)</b>		<b>19,687</b>		<b>11,363</b>	<b>3,636</b>	<b>320</b>	<b>4,368</b>

# Consolidated Statement of Changes in Equity

for the period from January 1 to September 30, 2013 and 2012

## STATEMENT OF CHANGES IN EQUITY

Thousands of €	Equity attributable to the parent company's shareholders					Total	Minority interests*	Total equity
	Subscribed capital	Capital reserve	Revenue reserve	Other comprehensive income	Retained earnings*			
<b>As of January 1, 2012</b>	<b>9,625</b>	<b>41,360</b>	<b>52</b>	<b>- 4,582</b>	<b>55,909</b>	<b>102,364</b>	<b>1,349</b>	<b>103,713</b>
Difference from currency translation				1,221		1,221	4	1,225
Actuarial gains / losses from pensions and related obligations				- 39		- 39	- 17	- 56
Net income for the year					12,982	12,982	945	13,927
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,182</b>	<b>12,982</b>	<b>14,164</b>	<b>932</b>	<b>15,096</b>
Share purchase from minorities						-	- 11	- 11
Dividend payments minorities					- 256	- 256	- 941	- 1,197
Dividend payment					- 11,069	- 11,069	-	- 11,069
<b>As of September 30, 2012</b>	<b>9,625</b>	<b>41,360</b>	<b>52</b>	<b>- 3,400</b>	<b>57,566</b>	<b>105,203</b>	<b>1,329</b>	<b>106,532</b>
<b>As of January 1, 2013</b>	<b>9,625</b>	<b>41,360</b>	<b>52</b>	<b>- 3,901</b>	<b>63,554</b>	<b>110,690</b>	<b>1,308</b>	<b>111,998</b>
Difference from currency translation				- 301		- 301	- 14	- 315
Actuarial gains / losses from pensions and related obligations				27		27	12	39
Net income for the year					16,160	16,160	817	16,977
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>- 274</b>	<b>16,160</b>	<b>15,886</b>	<b>815</b>	<b>16,701</b>
Share purchase from minorities					140	140	- 134	6
Dividend payments minorities					- 113	- 113	- 799	- 912
Dividend payment					- 11,069	- 11,069		- 11,069
<b>As of September 30, 2013</b>	<b>9,625</b>	<b>41,360</b>	<b>52</b>	<b>- 4,175</b>	<b>68,672</b>	<b>115,534</b>	<b>1,190</b>	<b>116,724</b>

\* Adjusted due to effects of adoption of IAS 19R



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## Financial Calendar 2013

### IMPORTANT DATES 2013

October 31, 2013	Publication Q3 report 2013
November 11. – 13, 2013	German Equity Forum, Frankfurt / Main
December 05, 2013	Berenberg European Conference, Pennyhill

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