

NEMETSCHEK GROUP

Q1 Financial Report 2020

April 2020

Headquarters Cordel, Temse, Belgium
Engineering Company, Ney & Partners, Bruxelles, Belgium | Realized with SCIA

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Nemetschek Group: Solid start to 2020 in an uncertain market environment, outlook confirmed

- Q1 revenue growth of 12.8% to EUR 146.6 million
- +27.1% growth in recurring revenue, driven by subscriptions
- +14.0% rise in EBITDA to EUR 41.8 million leads to EBITDA margin of 28.5%
- Earnings per share at EUR 0.19 (+9.3%)

Optimistic yet cautious planning for 2020 confirmed given the global Covid-19 pandemic

Munich, April 30, 2020 – The Nemetschek Group (ISIN DE 0006452907), one of the world's leading software providers for the building industry, posts a solid first quarter of 2020 with profitability levels remaining high. Following a favorable start of the new year, general conditions worsened in March as a result of the worldwide Covid-19 pandemic. The company responded fast and, in keeping with changed conditions, adapted support and training measures in particular to maintain customer contact, which is critical in this situation. In this regard, for instance, virtual support and distribution options as well as online tutorials were put in place. Moreover, the executives were involved in adapting cost management in the Group at an early stage.

Major indicators of the Group's success in the first quarter of 2020

- **Group revenue** rose 12.8% to EUR 146.6 million (currency-adjusted: 11.4%) compared to the previous year's figure of EUR 129.9 million. The increase in revenue is a result of organic growth amounting to 9.9% (currency-adjusted: 8.5%) and the revenue contributed by the newly acquired Red Giant, which has been integrated in the Maxon brand in the Media & Entertainment segment since January 1, 2020.
- **Recurring revenue** from software service contracts and subscriptions were growth drivers yet again, the revenues from which rose by 27.1% (currency-adjusted: 25.5%) to EUR 86.1 million compared to the previous year's quarter. Thus, its proportion of Group revenue increased to 58.7% (previous year's period: 52.1%). This more predictable revenue is of great importance to the robustness of the Nemetschek business model especially in today's uncertain market environment.
 - Continued advances in the Group's **global alignment** are another growth driver. In the first quarter, revenues generated abroad rose by 14.7% to EUR 109.0 million (Q1 2019: EUR 95.0 million. North America in particular contributed to this increase.

About the Nemetschek Group

The Nemetschek Group is a pioneer for digital transformation in the AEC industry. As the sole corporate group worldwide, Nemetschek covers the

entire life cycle of building and infrastructure projects with its software solutions and guides its customers into the future of digitalization. With intelligent and innovative software solutions, the Nemetschek Group increases quality in the building process and improves the digital workflow of all those involved in the building process. This revolves around the use of open standards (Open BIM). The innovative solutions of the 16 brands in the four customer-oriented divisions are used by around six million users worldwide. Founded by Prof. Georg Nemetschek in 1963, the Nemetschek Group today employs more than 2,900 experts.

Publicly listed since 1999 and quoted on the MDAX and TecDAX, the company achieved a revenue amounting to EUR 556.9 million and an EBITDA of EUR 165.7 million in 2019.

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