

# Mensch und Maschine Software SE

## Company Presentation

Status March 14, 2024 / Annual report 2023

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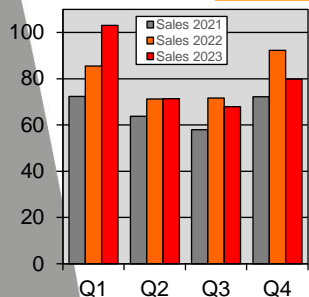
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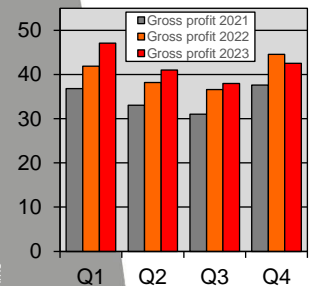
**menschenmaschine**  
Software

# Sustainable business development



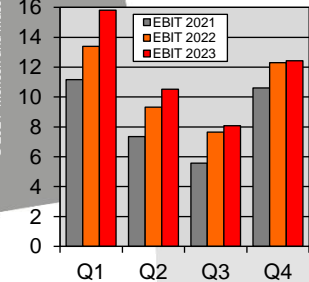
- Record sales 2023: EUR 322.31 mln / +0.5%
  - Q1 Autodesk 3YR final peak // Q2-Q4 M+M proprietary business dominating
  - 9YR average sales growth 2014-2023: +10% p.a.
  - Sales 2023 pro forma without Autodesk Resale: approx. EUR 216 mln (PY: 209)

- Record gross profit 2023: EUR 168.53 mln / +4.6%
  - 2YR growth 2022/23: +10.4% p.a.
  - Gross yield jump from proprietary business: Q1 45.7% // Q2-Q4 55.4%
  - 9YR growth 2014-2023: +9.5% p.a. / more steadily than sales development

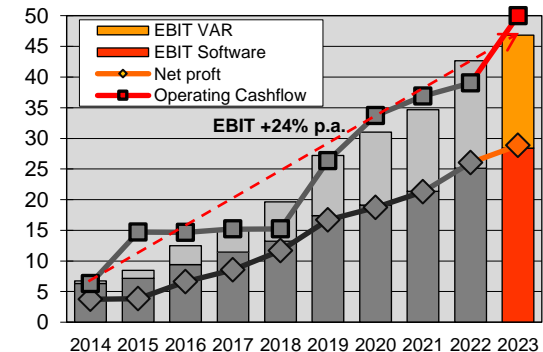
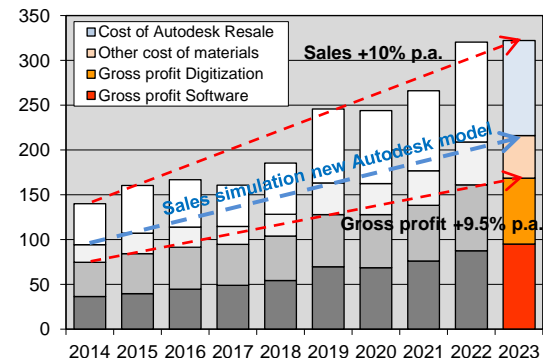


- Record EBIT 2023: EUR 46.83 mln / +10%
  - Strict cost discipline enabled continuous EBIT growth in spite of inflation
  - EBIT margin 14.5% (PY: 13.3%) // without Autodesk Resale: ~22% (PY: 20%)
  - EBIT growth 2014-2023: +24% p.a. / highly disproportionate to sales & gross profit

- Record net profit 2023: EUR 28.87 mln / +11% // EPS 172 Cents
  - 2YR growth 2022/23: +17% p.a. - exactly matching 2021 +14-20% guidance
  - 9YR average net profit growth 2014-2023: +24.5% p.a.



- Record cash flows 2023: EUR 50.59 mln / +30% // CPS 302 Cents
  - Cashflow growth 2014-2023: +25% p.a.
- Record Dividend Proposal 2023: 165 Cents (PY: 140 / +18%)
  - Dividend growth 2014-2023: +26.4% p.a.



# Sustainable business development: Outlook

## Gross profit +9.5% p.a. / EBIT +24% p.a. – what's the trick?

- Very simple method: Opex increase 2014-2023 just +6.7% p.a.
- Opex development in the M+M Group is controlled continuously & locally (~100 profit centers) at ~2/3 relative to gross profit development
  - Continuous profit gains through strict cost control management
- ✓ Working well even despite short-term dips in gross profit development (2016/17: Gross profit +3.7% / EBIT +22% // 2YR 19/21: Gross profit +8.2% / EBIT +28%)

## Sustainably profitable strategy - also for the future:

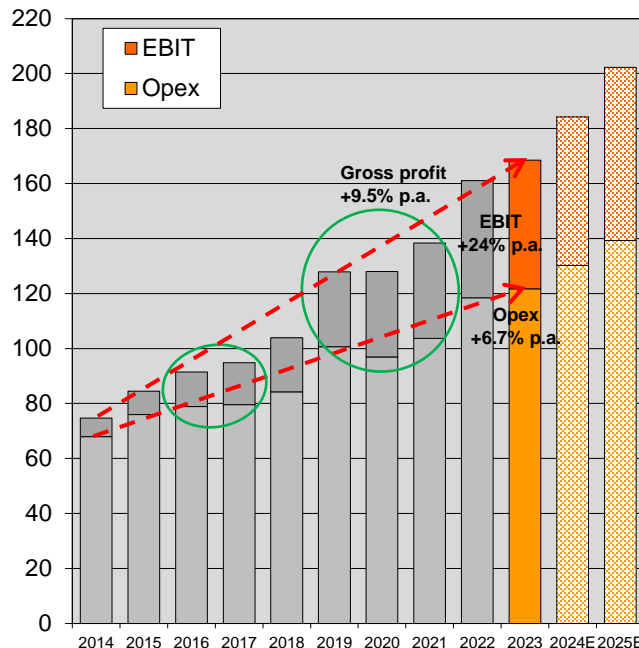
- Organic growth + cost discipline = economy of scale effect

## Long-term growth target (organic):

- Profit doubling in 4-5 years: EPS >344 Cents by 2027/28

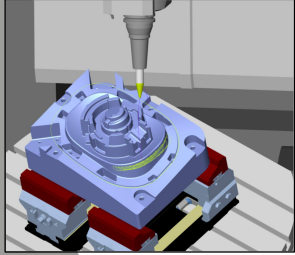
## 2024E/25E: EBIT/EPS target path still +17% p.a. on average

- ◆ 2024E: Gross profit +8-12% to EUR 182-189 mln  
EPS +10-20% to 189-206 Cents / Dividend +20-30 to 185-195 Cents
  - Very strong Q1/2023 - profit growth unlikely to start before Q2
- ◆ 2025E: EBIT/EPS +12-25% / Dividend +25-35 Cents



# The M+M Portfolio: Various Digital Twins

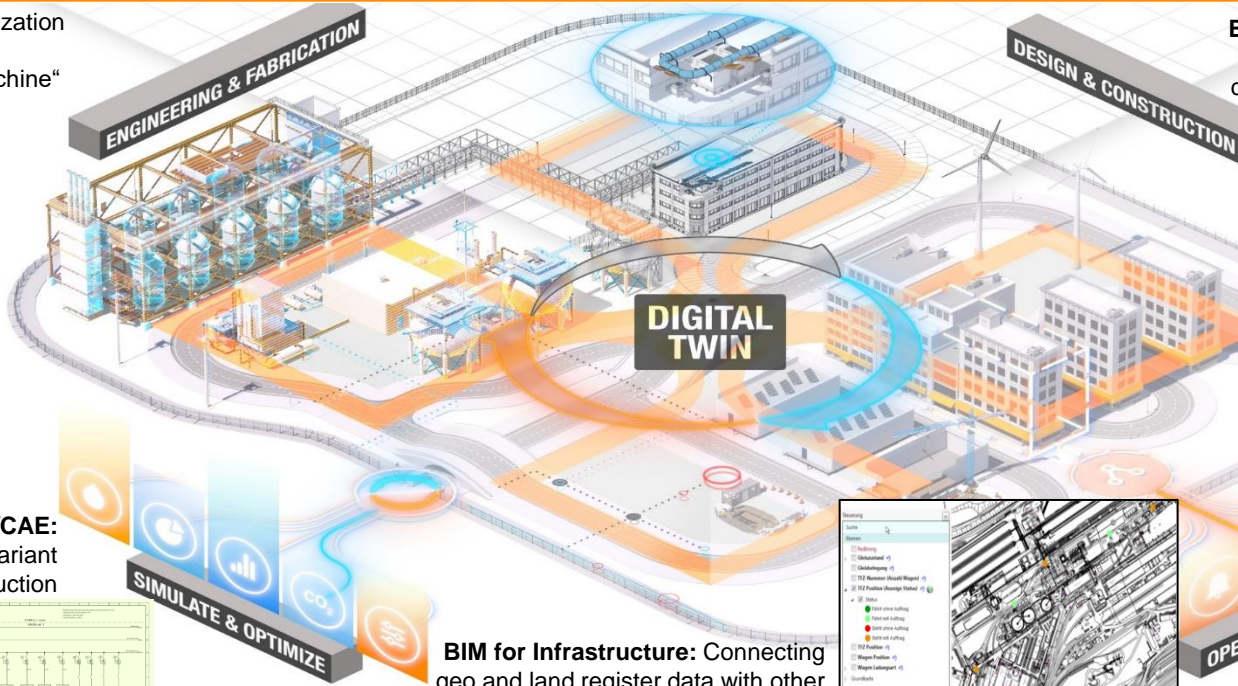
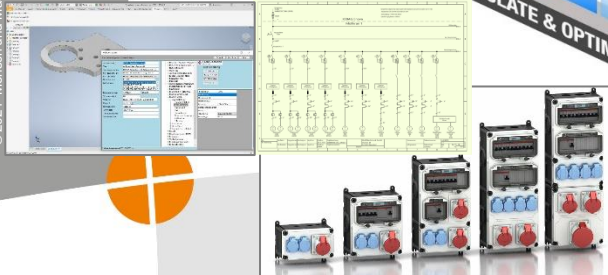
**CAM:** Simulation/Optimization of the entire machining process in a „Virtual Machine“



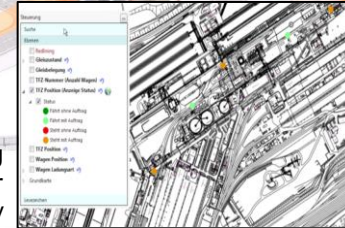
**BIM:** All disciplines of a building in 3D, including masses, cost dimensions and project timeline



**Manufacturing/CAE:** PDM, plant or variant design/construction



**BIM for Infrastructure:** Connecting geo and land register data with other data sources to Digital City or Factory







# CAD/CAM in practice (M+M Software)

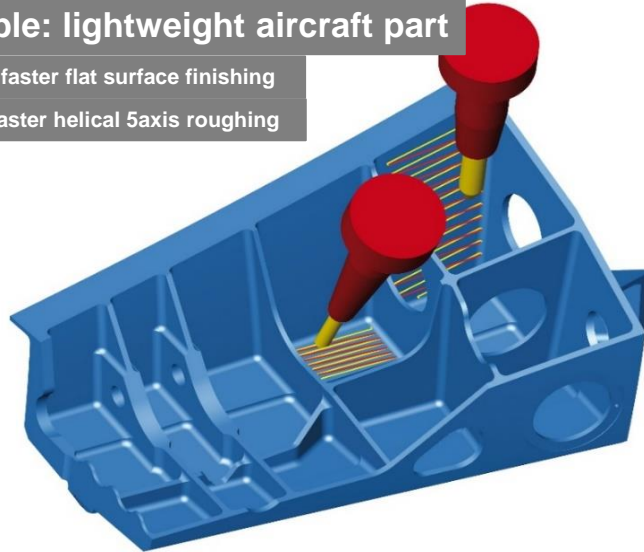


- CAM – Computer Aided Manufacturing
  - 100% Subsidiary Open Mind – Product line *hyperMILL*®
  - High end: Average revenue approx. EUR 30,000 per seat
  - Globally >10,000 customers with >20,000 CAM seats

## Example: lightweight aircraft part

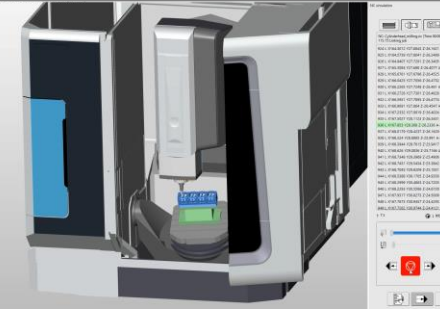
Up to 10x faster flat surface finishing

Up to 5x faster helical 5axis roughing



Precision machine tools' purchase prices are in the six or seven digit Euro range. *hyperMILL*® reduces milling times by up to 90% through intelligent machining strategies, pushing return on investment for these expensive machine tools to completely new dimensions.

## Virtual Machine Simulation



# hyperMILL®



CAD Software  
(3D design)



CAM Software  
generating NC  
code for machine



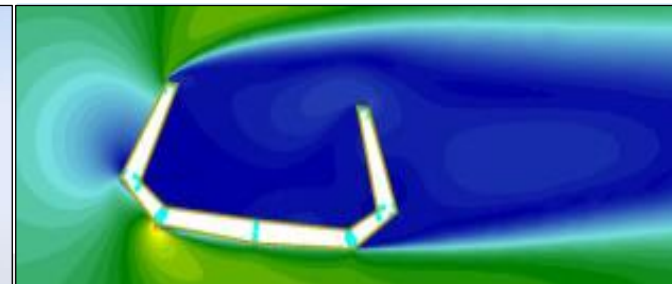
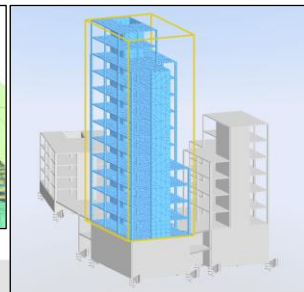
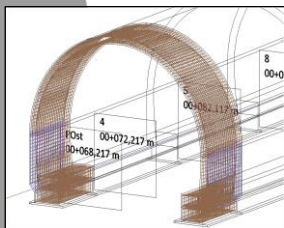
Precision machine  
tool with  
NC control

5x faster: Total milling time 2h05 instead of 10h30



# BIM in practice (M+M Software)

- BIM / Civil Engineering: Structural Analysis & Reinforcement Software
  - Subsidiary SOFiSTiK AG (est. 1987) / M+M share 51.4%
  - Technology leader in bridge, geotech/tunnel and building construction
  - Over 3,000 customers in more than 60 countries on all continents
  - Impressing References – e.g. Sixth Street Viaduct in Los Angeles, USA (2022)
  - Various special modules rounding up the software portfolio e.g.:
    - Bridge + Infrastructure Modeler to design Bridges, Tunnels and other profile buildings like noise barriers
    - CFD (Computational Fluid Dynamics) for wind analysis
    - Seismic analysis of building safety in case of earthquakes etc.

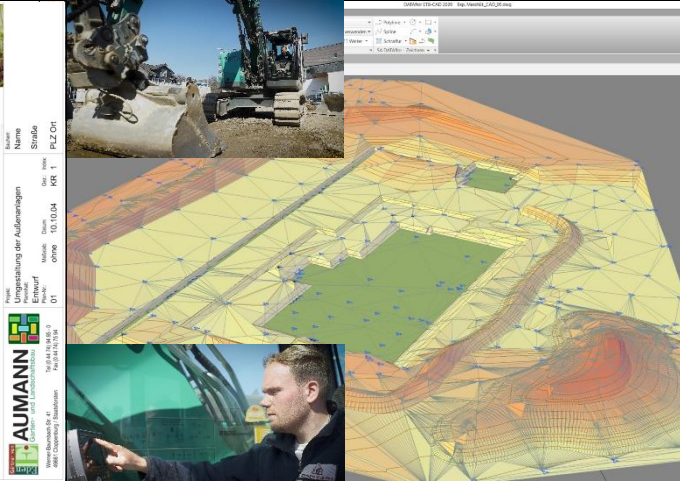




# BIM in practice (M+M Software)



- Gardening / Landscaping / Earthworks for Architects and Implementers
  - M+M Subsidiary DATAflor, Goettingen, Germany (est. 1982) / M+M share 67.2%
  - Integrated software solutions not only containing graphical planning but also calculation, tender, quoting, construction site controlling and billing
  - Three examples from the extensive functionality:
    - Garden plan with planting suggestion and 'flowering calendar' across the seasons (left picture)
    - Digital terrain model: Comfortable 3D design / Output to excavator control units (middle picture)
    - GRUENSTUDIO 3D: Live experiencing the future garden e.g. via VR glasses (right picture)





# Digitization in practice

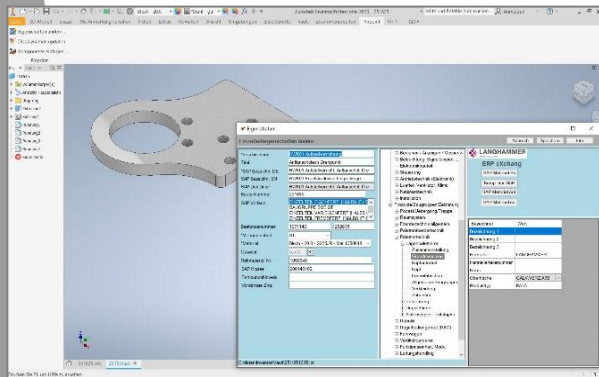


- Solutions for Manufacturing Customers with high savings potential, e.g.:

PDM/PLM: Connecting design and commercial data, e.g. SAP

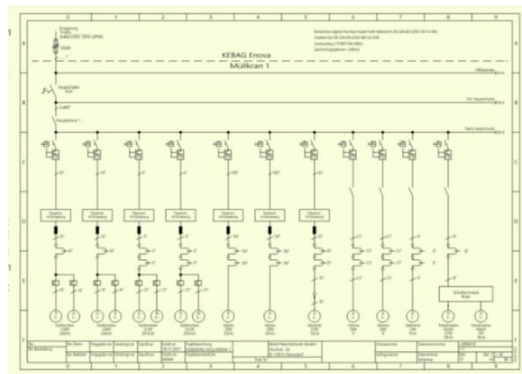
CAE for large plants: electrical, hydraulics, pneumatics as well as building services

Fully automated variant design for profitable production from batch size 1



**pdm booster**

**exs**  
THE FUTURE OF CAE



**customX**

**man machine**  
Software

**menschenmaschine**  
Software



# Digitization in practice

## ■ Architecture: BIM – Building Information Modelling / Management



BIM training series for all stakeholders in construction projects - from draftsman to project manager. Since 2012 more than 10,000 participants have been trained/certified.



Application/Countrification  
family adapting Autodesk Revit  
to local standards & needs

**bim booster**

Planning / Model checking  
Calculation Module  
2D/3D Quantity Take Off





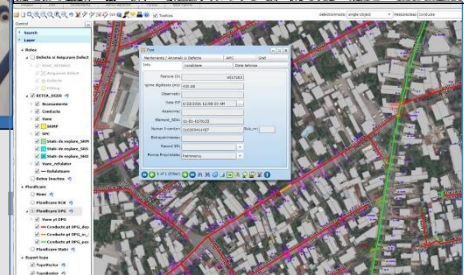
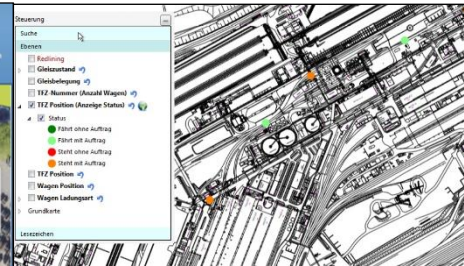
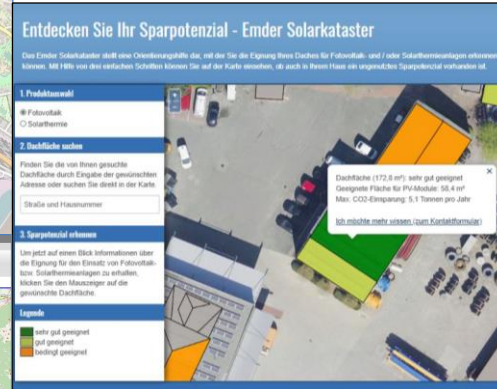
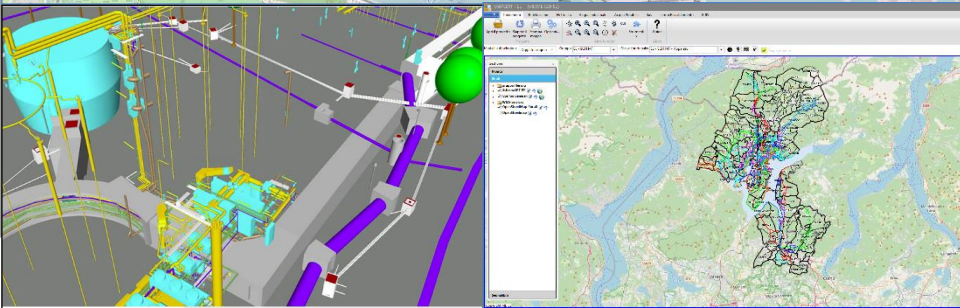


# Digitization in practice



- Building Information Management / BIM for Infrastructure: MuM MapEdit as a data hub for the Digital City or Factory

**Approx. 2,500 seats at nearly 200 customers in D, CH and Europe: Municipalities, Suppliers, Industry, Ports/Airports, Planning Offices...**

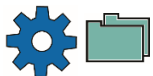


# Allocation of Gross Profit (2023: EUR 168.53 mIn)

## Manufacturing (~55%):



- CAM Software hyperMILL / proprietary kernel hyperCAD S  
Target group: Owners/Buyers of Precision Machine Tools
- Digitization: Projects/Training for Mechanical/Electrical/Process Engineering, Hydraulics, Pneumatics, Automotive/Aerospace/Shipbuilding ...



## Architecture/Construction/Engineering (~35%):



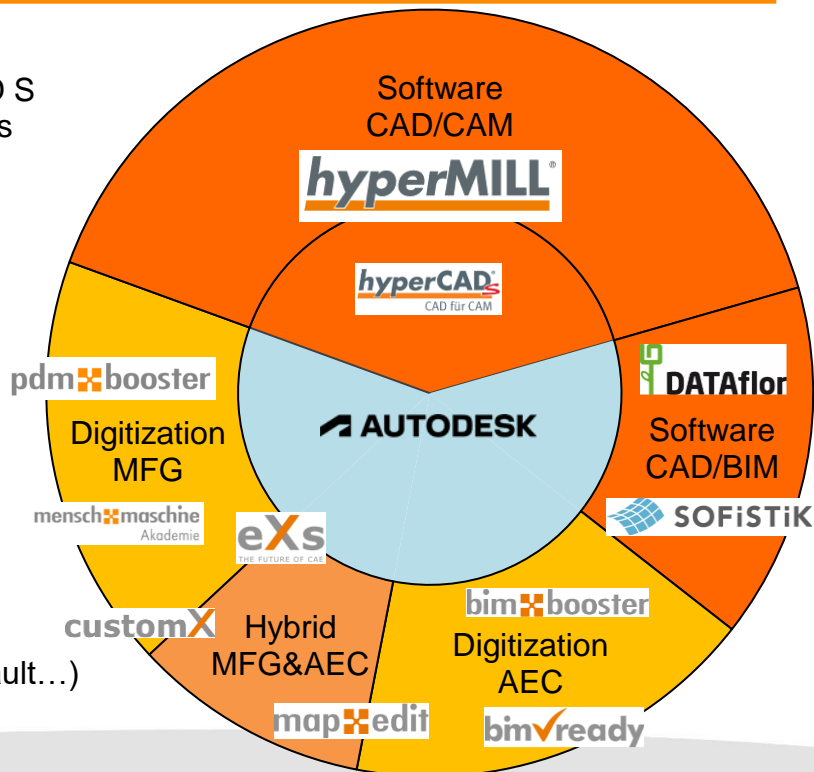
- Software: BIM/Gardening/Landscaping (DATAflor)  
BIM/Structural/Civil Engin/Bridge/Tunnel (SOFiSTiK)
- Digitization: Projects/Training for Architecture, Building Services, Facility Management ...



## Hybrid MFG & AEC (~10%):



- CAE, Infrastructure (Digital City / Factory), Variant design, iBIM for AEC subcontractors ...
- Common Base (Exception CAM):  
Autodesk CAD Standards (AutoCAD, Revit, Inventor, Vault...)  
VAR Business: Autodesk Business / Software: OEM Licensing

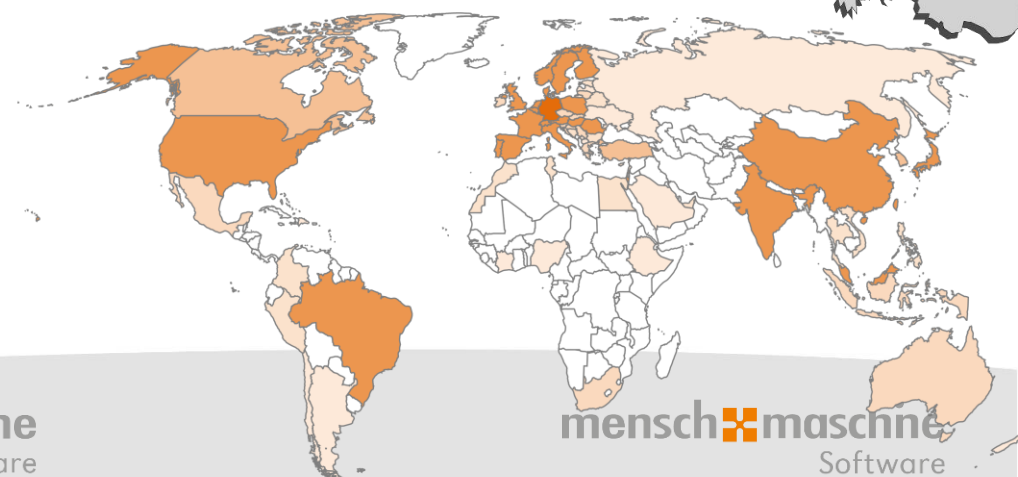
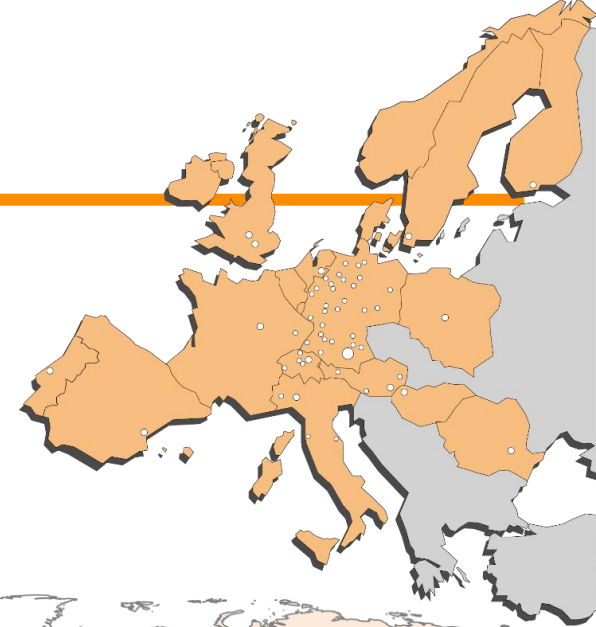
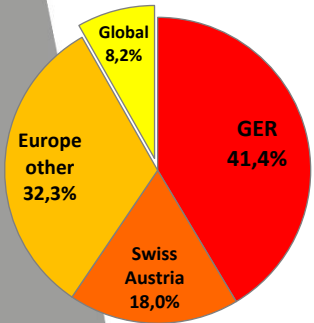




# Global sales / DACH focus

## ■ Geographical sales contribution: (2023)

- ◆ Germany: EUR 133.5 mln / 41.4%
- ◆ Austria/Switzerland: EUR 58.2 mln / 18.0%
- ◆ Europe (other): EUR 104.1 mln / 32.3%
- ◆ Global: EUR 26.5 mln / 8.2%
- ◆ M+M's own CAM and BIM / Civil Engineering Software is sold to more than 70 countries on all five Continents
- ◆ ~75 Subsidiaries in >20 Countries (Europe, Asia and America)
- ◆ Far over 100,000 active seats @ more than 30,000 customers



# Sustainability: Economy & Ecology in harmony

The M+M group is using all suitable roof surfaces in corporate ownership for regenerative power production with a total amount of ~200 MWh solar power p.a.



The M+M business model is based on resource savings for customers ...

- ✓ A precision machine tool that runs two to five times faster consumes correspondingly less electricity
- ✓ The same applies when customers accelerate their technical processes with eXs, customX or PDM Booster
- ✓ Or when BIM Ready training and the use of BIM Booster enable more effective planning and resource-saving construction
- ✓ Or when large infrastructure operators can achieve their ambitious sustainability goals more quickly through MapEdit
- ✓ A structure planned and calculated with SOFiSTiK software uses less steel and concrete or can alternatively be made of a more environmentally friendly material such as wood
- ✓ With the Gardening/Landscaping design software from DATAflor, gardens or parks are created that make a direct contribution to CO<sup>2</sup> reduction

... which should be enough to more than compensate the M+M CO<sup>2</sup> footprint



# M+M: Entrepreneurial & Public Company

## Listings:

- ◆ scale, Frankfurt (scale30)
- ◆ m:access, Munich

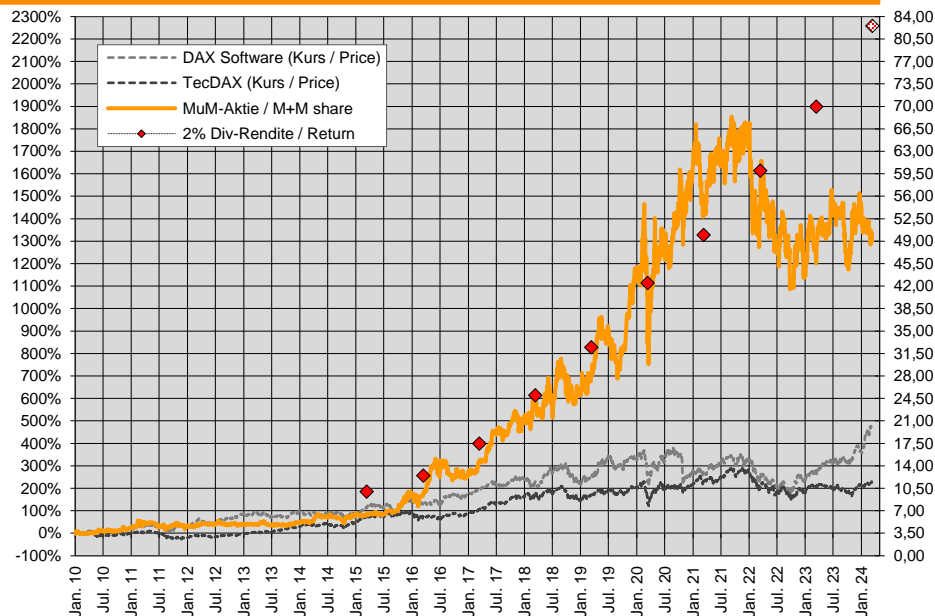
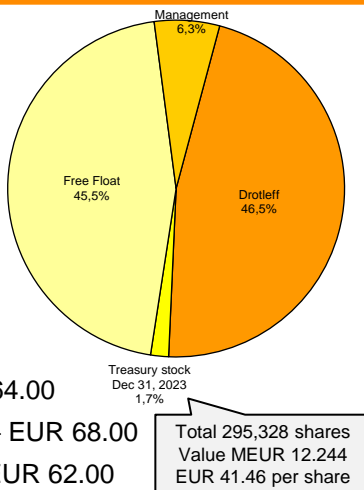
## Designated Sponsors:

- ◆ LBBW, Stuttgart
- ◆ Oddo BHF C&M, Frankfurt

## Analyst Coverage:

- ◆ LBBW: „Buy“ – fair value EUR 64.00
- ◆ SMC Research\*: „Strong buy“ – EUR 68.00
- ◆ Bryan, Garnier & Co\*: „Buy“ – EUR 62.00
- ◆ Baader Helvea\*: „Buy“ – EUR 65.00
- ◆ Berenberg\*: „Buy“ – EUR 72.00

\*available in English language



**Total dividends paid since 2010: EUR 7.10**

**M+M share correlated with ~2% initial dividend return since 2016. Volatility: 2020/21 min. ~1.5% // 2022/23 max. ~3.5%**

# Why invest in M+M shares ?

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- M+M is a leading developer of technical software solutions
  - ◆ Founded 1984 // 40 years of established market position // >1,100 employees
  - ◆ More than 30,000 active customers with far over 100,000 active seats worldwide
  - ◆ Broad geographical & sectoral allocation allows for flexible change management
  - ◆ Entrepreneurial and 27 years public company
- Highly scalable business model / sustainable profitable growth
  - ◆ Organic growth (CAGR): long-term average approx. 10% p.a.
  - ◆ EPS 2023: 172 Cents – Targeted doubling in 4-5 years: EPS >344 Cents until 2027/28
  - ◆ Profit growth target secured by effective cost management
- Continuously increasing dividend return due to high payout ratio
  - ◆ Reason: Investment in software development (EUR >24 mln p.a.) is not capitalized
  - ◆ That is why M+M can distribute the profit in full without endangering its future

**More Information: [www.mum.de](http://www.mum.de) / Investor Relations**