

Group overview 2022

Enterprise and market position

Mensch und Maschine Software SE (M+M) is a leading provider of technical software and digitization solutions in the CAD/CAM/CAE (Computer Aided Design, Manufacturing & Engineering) as well as PDM (Product Data Management) and BIM (Building Information Modeling / Management) areas.

39 years at market, 26 years public

M+M was founded in 1984, and quickly developed into the leading European partner of today's CAD world market leader Autodesk. In 1997 M+M's IPO took place as one of the first issuers on the 'Neuer Markt'.

The M+M business model has since been going through a transition process which strengthened M+M's proprietary part and significantly improved scalability.

Two Segments: Software & VAR business

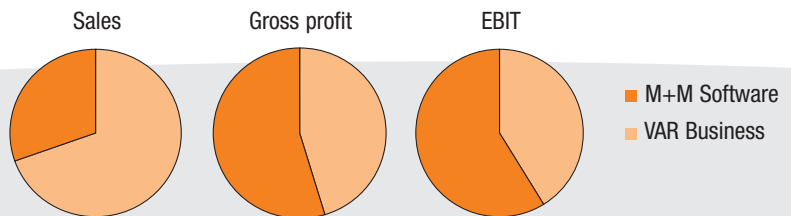
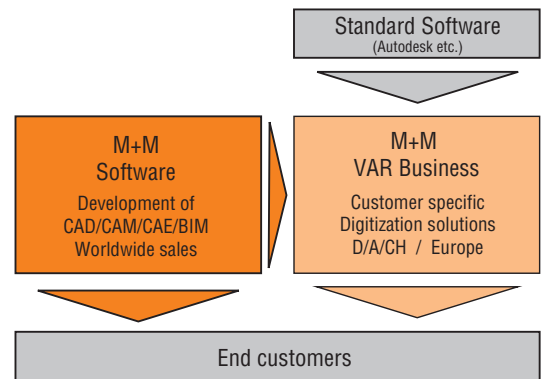
The M+M business model is today based on the segments Software and VAR Business:

The very profitable segment M+M Software develops standard software for CAD/CAM, BIM/Engineering, Garden/Landscaping & CAE. Our CAD/CAM and BIM/Engineering software is marketed and sold globally to more than 70 countries, through our own subsidiaries, distributing partners and by export.

The VAR Business segment offers technical digitization solutions, mostly based on the Autodesk standards, in Europe.

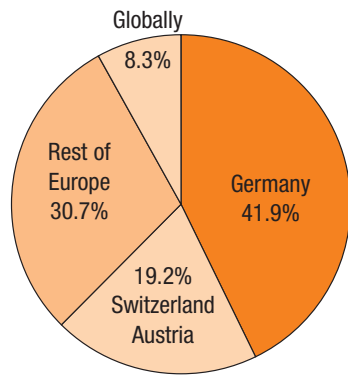
The segment's added value primarily comes from customer-specific adaptations, training and also the reselling of Autodesk products, contributing only about 20% of group gross profit (in 2001 this had been more than 75%), but sales leveraging M+M's market share.

The two segment M+M business model: VAR Business has higher sales, driving the group's market share, contribution to gross profit is nearly balanced, and Software has the lead in profitability.



Global sales with D/A/CH focus

In 2022 the lion's share of EUR 320.5 mln sales was contributed by the D/A/CH region with 61.1% (41.9% Germany plus 19.2% Switzerland/Austria), while 30.7% came from other European markets. EUR 26.5 mln or 8.3% were achieved in Asia, North and South America, Africa and Australia with M+M's own CAM and BIM / Structural Engineering Software.



With around 75 locations in 22 countries (colored darker here), the M+M group is one of the leading providers of technical software and digitization. Geographically, the D/A/CH region and Europe dominate sales, but in 2022 a noticeable EUR 26.5 mln or 8.3% were achieved globally, as M+M's self-developed CAM/BIM software is sold to over 70 countries.

Large customer and installation base

Altogether, Mensch und Maschine's active installed base consists of far more than 100,000 CAD/CAM/CAE/PDM/BIM seats at over 30,000 end customer sites of all size categories - from small engineer's or architect's offices up to international large-scale enterprises. M+M is a pure B2B (Business-to-Business) vendor without any B2C (Business-to-Consumer) activities.

