



Mensch und Maschine Software SE

Company Presentation

Status July 31, 2026 / Half year report 2026

Title Story Half year report:
Improved quality in aluminium
melting thanks to AI methodology

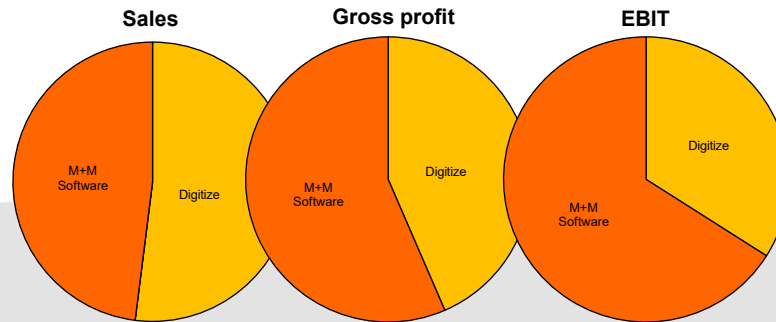
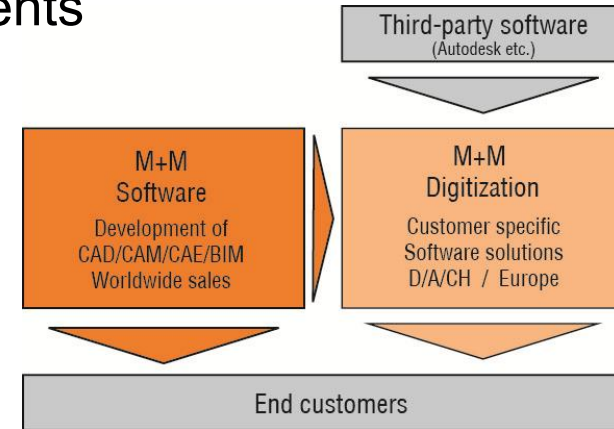
Business model

■ Leading developer of Technical Software Solutions

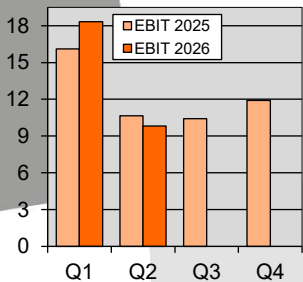
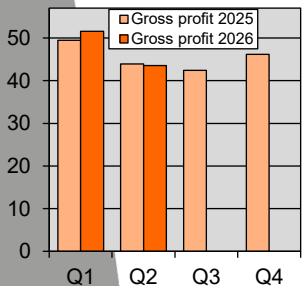
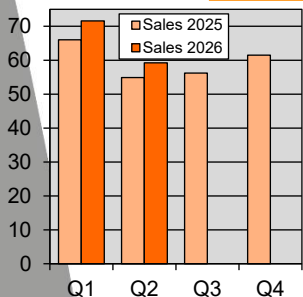
- ◆ CAD/CAM/CAE = Computer Aided Design / Manufacturing / Engineering
PDM/PLM = Product Data/Lifecycle Management / BIM = Building Information Modelling/Management
- ◆ Founded 1984 – 42 years on the market // IPO 1997 – 29 years public // ~1,200 employees

■ Added Value well balanced over 2 Segments

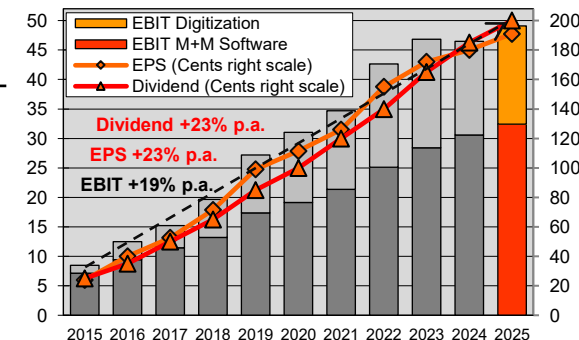
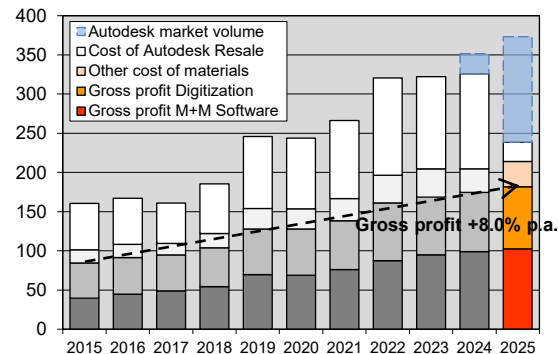
- ◆ **M+M Software: Proprietary Standard Software**
CAD/CAM / BIM/Civil Engineering / Gardening/Landscaping / CAE
- ◆ **Digitization*: Customized Software Solutions**
Proprietary Added Value: Customer Projects / Training / Hotline etc.
Third-party software (Autodesk etc.): Leveraging M+M market share
(*former segment name: VAR Business)



Sustainable business development



- Sales 2025: EUR 238.59 mln / -27% **Autodesk switch from resale to commission**
 - ◆ Software: EUR 114.47 mln / +4.7% // Digitization: EUR 124.11 mln / -43%
 - ◆ **Market volume incl. Autodesk sales to M+M customers: EUR ~373 mln / +6%**
- Record Gross profit 2025: EUR 181.88 mln / +4.2% **Margin jump to 76.2% (PY: 53.6%)**
 - ◆ Software: EUR 102.74 mln / +3.7% // Digitization: EUR 79.14 mln / +4.7%
 - ◆ 10YR growth 2015-2025: +8.0% p.a. / much more steadily than sales development
- Record EBIT 2025: EUR 49.11 mln / +5.7% **Margin jump to 20.6% (PY: 14.3%)**
 - ◆ Software: EUR 32.40 mln / +5.9% // Digitization: EUR 16.71 mln / +5.2%
 - ◆ 10YR growth 2015-2025: +19% p.a. / highly disproportionate to gross profit
- Record net profit 2025: EUR 31.81 mln / EPS 191 Cents / +5.9%
 - ◆ 10YR EPS growth 2015-2025: +23% p.a.
- Record Dividend 2025: 200 Cents (PY: 185 / +8%) / Option cash or share dividend
 - ◆ 10YR Dividend growth 2015-2025: +23% p.a.
- Cashflow 2025: EUR 16.58 mln (PY: 62.32) // 99.5 Cents/share (PY: 369)
 - ◆ **Pull effects from Adsk billing time differences 2023/24 > compensation 2025/26**



H1/2026

- Sales H1/2026: EUR 130.75 mln / +8.2%
 - ◆ Software: EUR 66.09 mln / +9.0% // Digitization: EUR 64.66 mln / +7.4%
- Record Gross profit H1/2026: EUR 95.09 mln / +1.9%
 - ◆ Software: EUR 59.46 mln / +8.7% // Digitization: EUR 35.63 mln / -7.8%
- Record EBIT H1/2026: EUR 28.14 mln / +5.2%
 - ◆ Software: EUR 22.17 mln / +19% // Digitization: EUR 5.97 mln / -27%
- Net profit H1/2026: EUR 18.17 mln / +2.7% // EPS 111 Cents (PY: 106 / +5.0%)
- Cashflow H1/2026: EUR 25.53 mln (PY: 14.69) // 156 Cents/share (PY: 99)

Dynamic M+M Software: +8.7% (2025: +3.7%)
In Q2 temporary headwinds from Autodesk business

Cost discipline:
Zero diet

Sustainable business development: Outlook

Gross profit +8% p.a. / EBIT +19% p.a. – what's the trick?

- Simple method: Opex grew 2015-2025 just around +5% p.a.
- Opex development in 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:

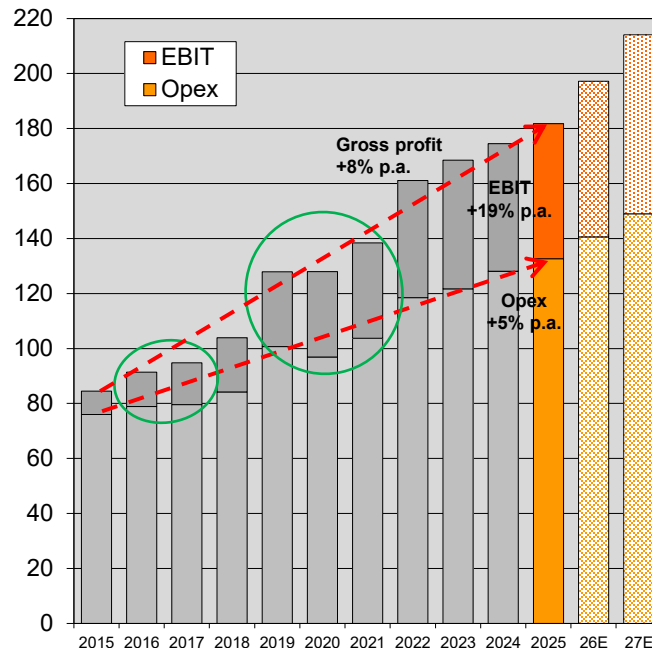
- Organic growth + cost discipline = economy of scale effect

Mid-term growth target (organic):

- Profit doubling in 5 years => +15% per year:
EPS 2025: 191 Cents / Target: more than 380 Cents by 2030

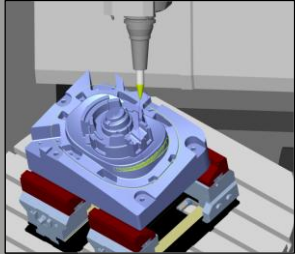
Annual growth targets until 2030:

- ◆ Gross Profit: Average +8% / Spread +6% to +10%
- ◆ EBIT/EPS/Dividend: Average +15% / Spread +11% to +19%

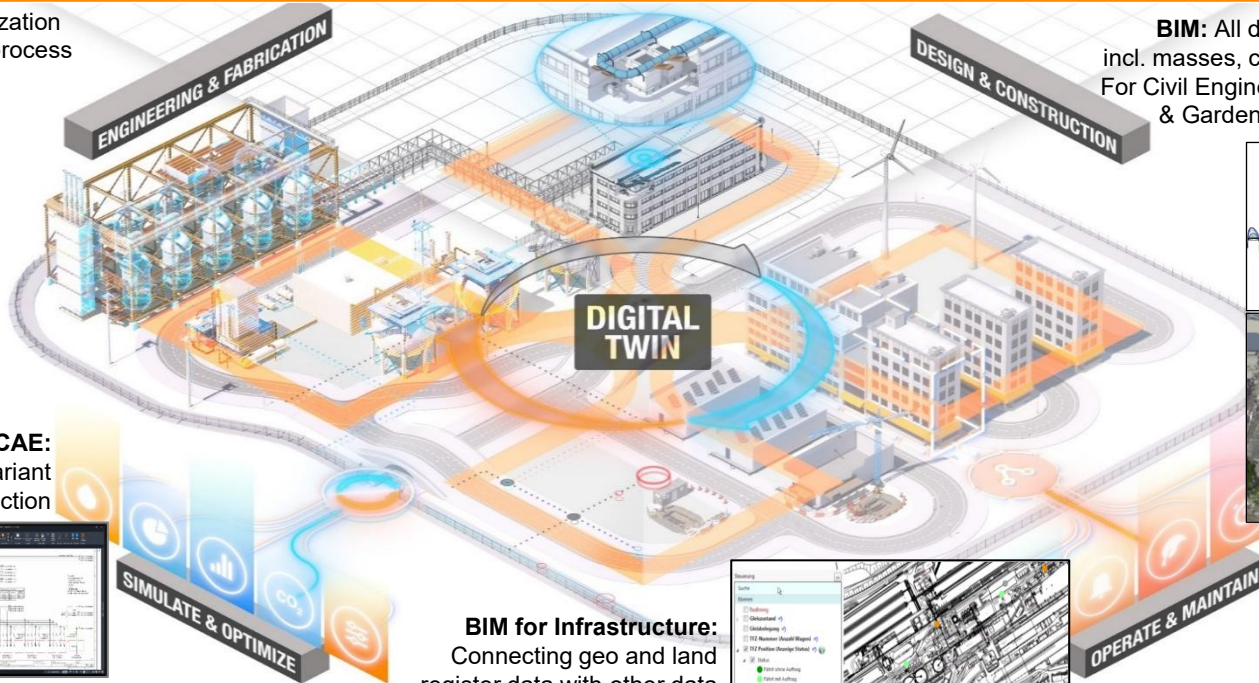
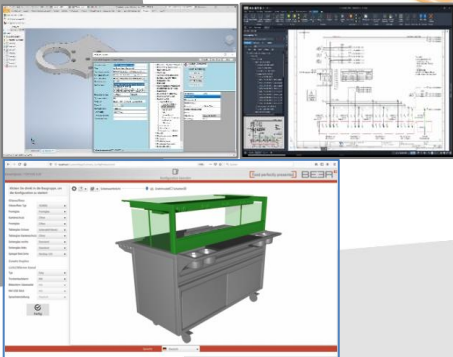


The M+M Portfolio: Various Digital Twins

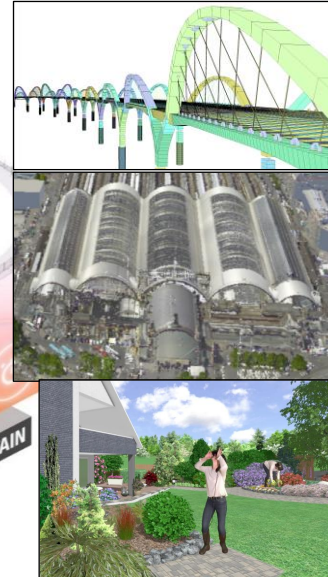
CAM: Simulation/Optimization of the entire machining process in a „Virtual Machine“



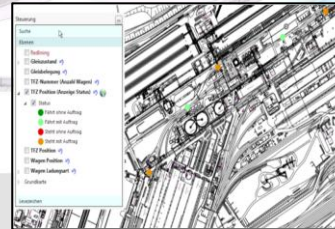
Manufacturing/CAE:
PDM/PLM, plant, variant design/construction



BIM: All disciplines of a building in 3D, incl. masses, cost dimensions and timeline. For Civil Engineering, Building Construction & Gardening/Landscaping/Earthworks



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)



Supported by AI:
Access to legacy
production data

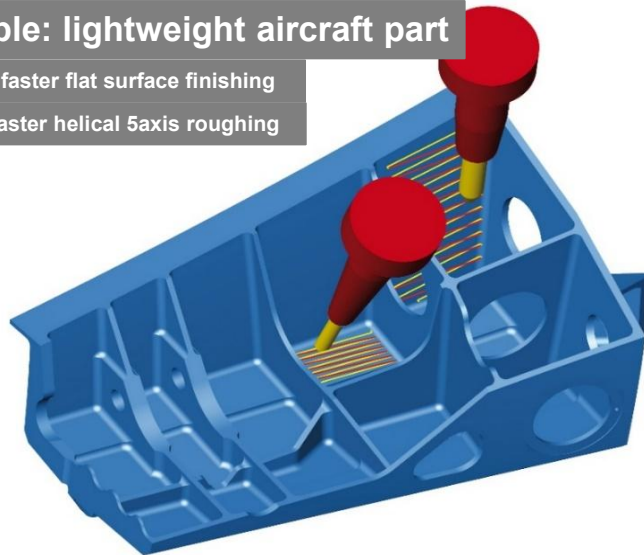
CAM – Computer Aided Manufacturing

- 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

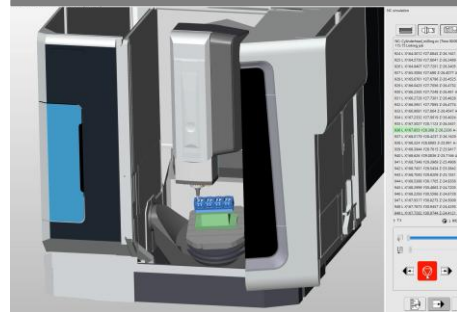
Up to 10x faster flat surface finishing

Up to 5x faster helical 5axis roughing

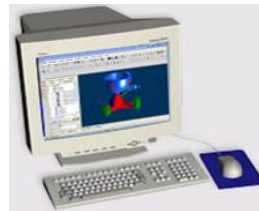


Precision machine tools' purchase prices are in the six or seven digit Euro range. *hyperMILL*® reduces milling times by up to 90% through intelligent machining strategies, pushing return on investment for these expensive machine tools to completely new dimensions.

Virtual Machine Simulation



hyperMILL®



CAD Software
(3D design)



CAM Software
generating NC
code for machine



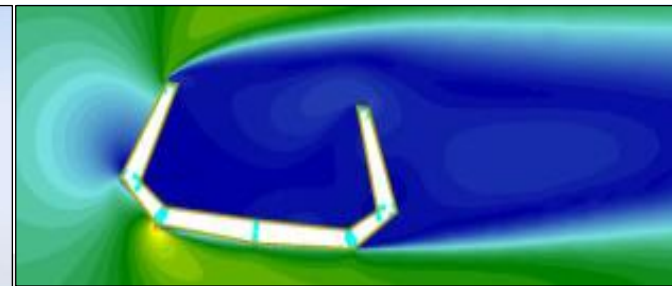
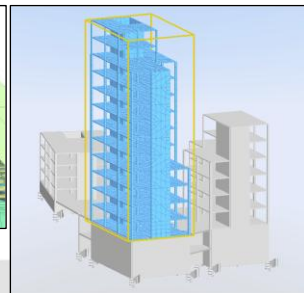
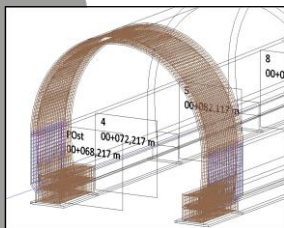
Precision machine
tool with
NC control

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
 - Impressive 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.





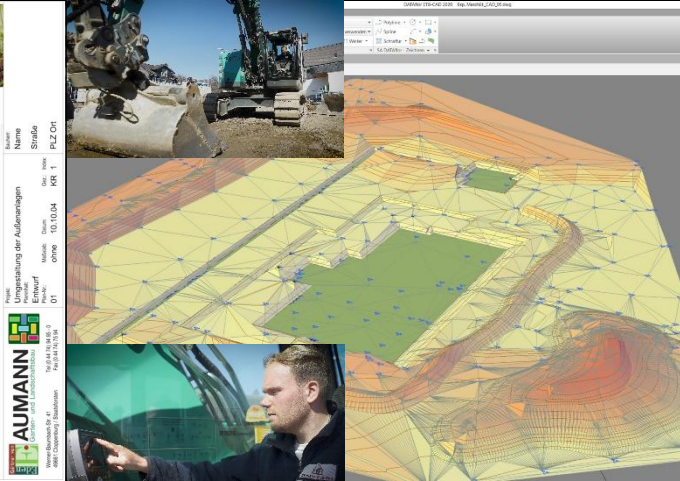
BIM in practice (M+M Software)



■ 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)

Supported by AI:
Digital mail reception
Plant planning
Construction diary...





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

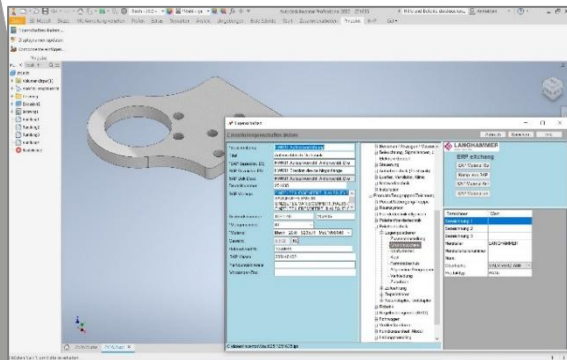


■ Solutions for Manufacturing Customers with high savings potential, e.g.:

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

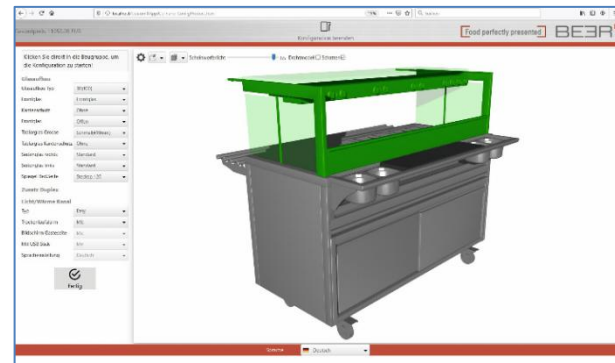
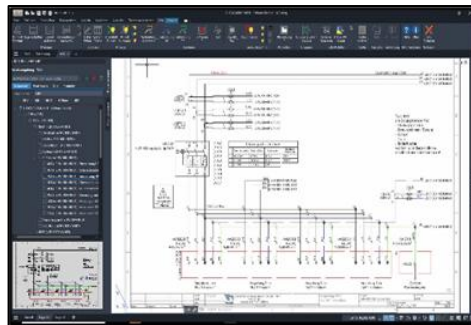
CAE for large plants: electrical, hydraulics, pneumatics as well as building services

Fully automated variant design for profitable production from batch size 1



pdm  booster

eXs
THE FUTURE OF CAE



custom  X

cm  ready

New CIM training series (Computer Integrated Manufacturing)



mensch  maschine
Software

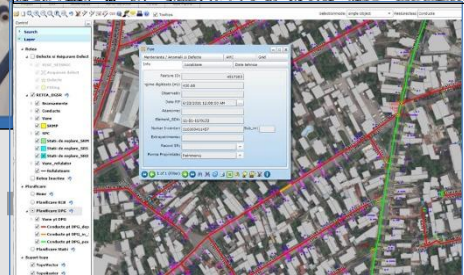
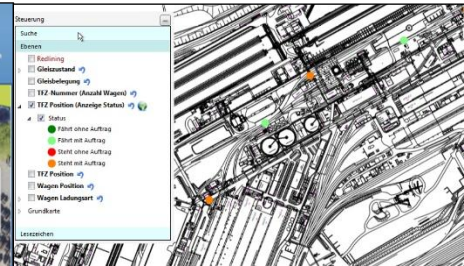
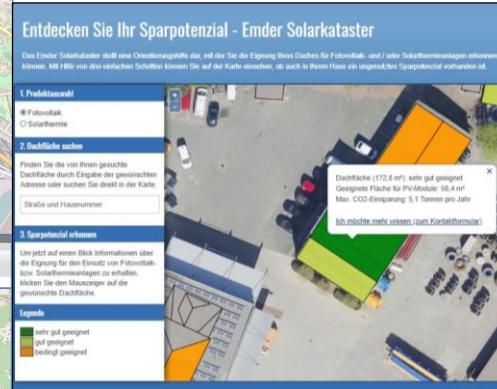
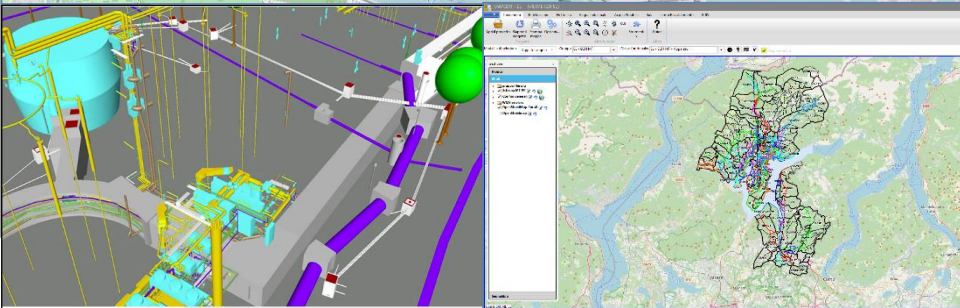


Digitization in practice



- 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 (2025: EUR 181.88 mIn)

Manufacturing (~55%):



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

Architecture/Construction/Engineering (~35%):

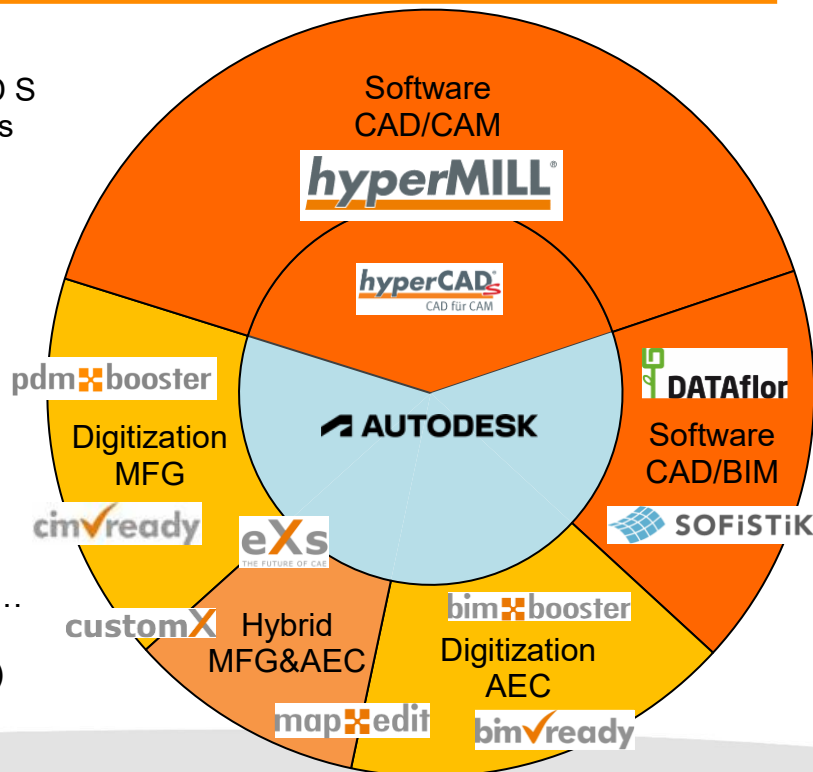


- Software: BIM/Gardening/Landscaping (DATAflor)
BIM/Structural/Civil Engin/Bridge/Tunnel (SOFiSTiK)
- Digitization: Projects/Training for Architecture, Building Services, Facility Management ...

Hybrid MFG & AEC (~10%):



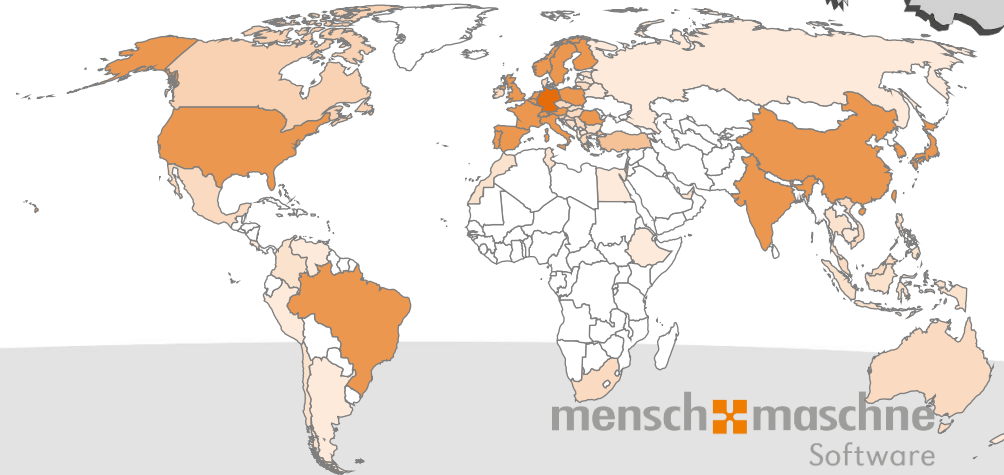
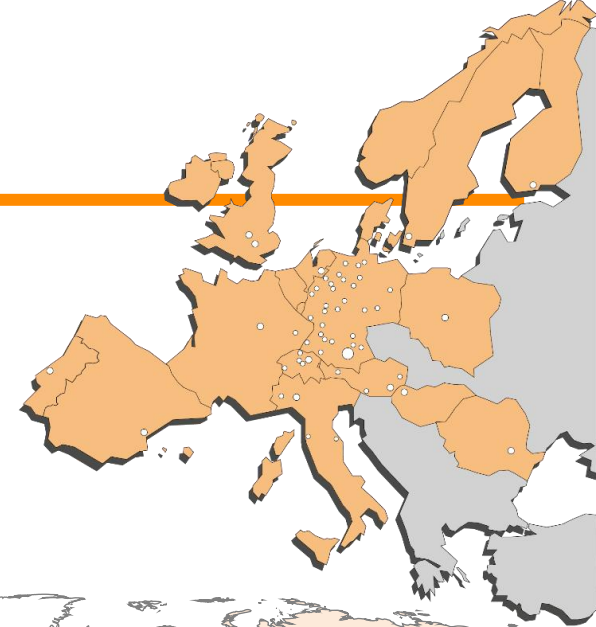
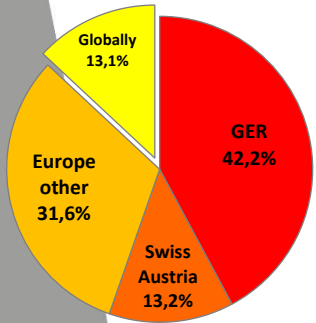
- CAE/eXs, BIM for Infrastructure (Digital City / Factory), Variant design / customX, iBIM for AEC subcontractors ...
- Common Base (Exception CAM):
Autodesk Standards (AutoCAD, Revit, Inventor, Vault...)
Digitization: Autodesk Business / Software: OEM Licensing



Global sales / DACH focus

■ Geographical sales contribution: (2025)

- ◆ Germany: EUR 100.60 mln / 42.2%
- ◆ Austria/Switzerland: EUR 31.42 mln / 13.2%
- ◆ Europe (other): EUR 75.43 mln / 31.6%
- ◆ Globally: EUR 31.14 mln / 13.1%
- ◆ M+M's own CAD/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 tool machine milling a part two to five times faster consumes correspondingly less electricity
- ✓ The same applies when customers accelerate their technical processes by eXs, custom, PDM Booster and CIM Ready training
- ✓ 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 CO₂ reduction

... which should be enough to more than compensate the M+M CO₂ footprint



**Digitalization is
Sustainability**

M+M: Entrepreneurial & Public Company

Listings:

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

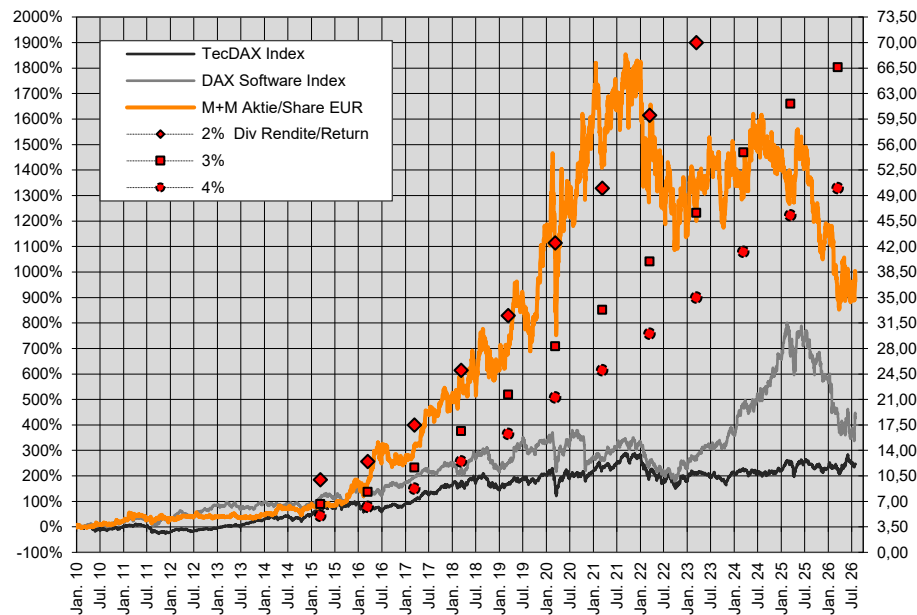
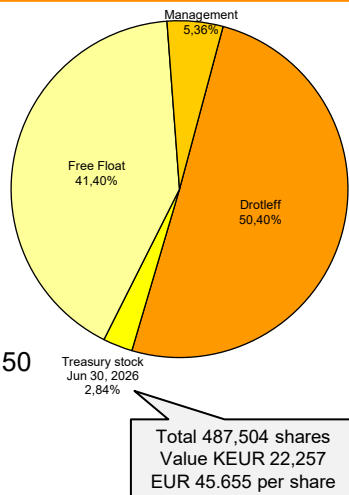
Designated Sponsors:

- ◆ LBBW, Stuttgart
- ◆ Oddo BHF, Frankfurt

Analyst Coverage:

- ◆ LBBW: „Buy“ – fair value EUR 51.50
- ◆ SMC*: „Strong buy“ – EUR 65.00
- ◆ Berenberg*: „Hold“ – EUR 52.00
- ◆ DZ Bank: „Buy“ – EUR 67.00
- ◆ GBC AG: „Buy“ – EUR 64.40
- ◆ Deutsche Bank*: „Buy“ – EUR 60.00

*available in English language



Total accumulated dividend for 2010 to 2025: EUR 12.60

M+M share mostly moved within 2% and 3% initial dividend return // 2020/21 down to ~1.5% // 2023-26 up to >5%

Why invest in M+M shares ?

- M+M is a leading developer of technical software solutions
 - ◆ Founded 1984 // 42 years of established market position // ~1,200 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 29 years public company
- Highly scalable business model / sustainable profitable growth
 - ◆ Organic growth (CAGR): long-term average +8% p.a.
 - ◆ EPS 2025: 191 Cents – Targeted doubling in 5 years: EPS 2030E more than 380 Cents
 - ◆ Profit growth target secured by effective cost management
- Continuously increasing dividend return due to high payout ratio
 - ◆ Software development (2025: EUR 29 mln) is mostly booked as operating expenses, rarely capitalized. That is why M+M can afford a high dividend payout ratio without endangering our future.

More Information: www.mum.de / Investor Relations