

Group overview 2023

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.

40 years at market, 27 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.

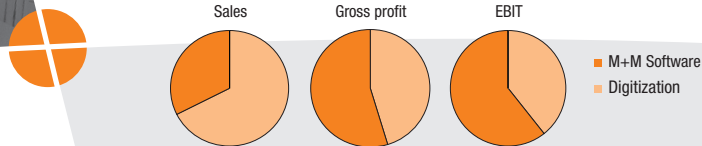
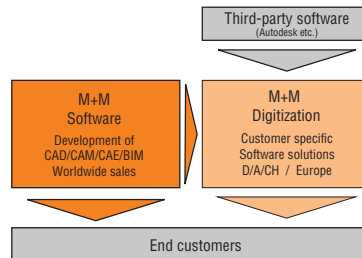
Two Segments: Software & Digitization

The M+M business model is today based on the segments Software and Digitization (previous name: 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.

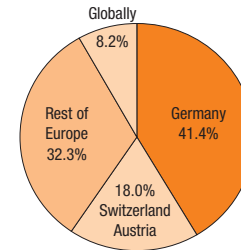
The Digitization segment develops tailor-made software solutions for customers in D/A/CH and other European countries. The segment's added value primarily comes from customer-specific adaptations, training and the reselling of Autodesk products, which contributes only about 20% to group gross profit (in 2001 this had been more than 75%), but sales leveraging M+M's market share.

The two segment M+M business model: Digitization 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

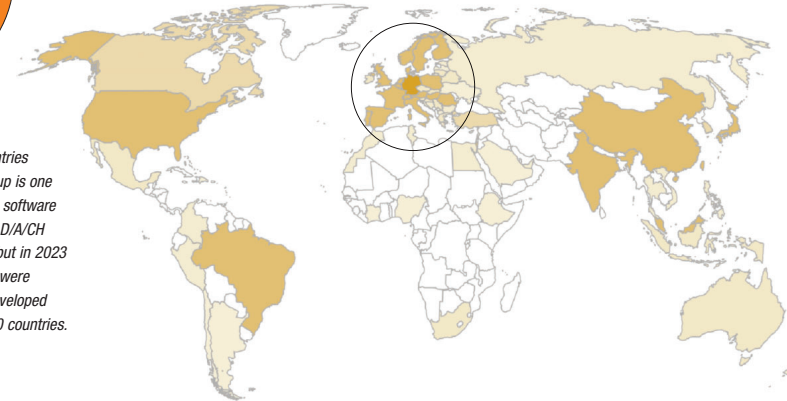
In 2023 the lion's share of EUR 322.3 mln sales was contributed by the D/A/CH region with 59.4% (41.4% Germany plus 18.0% Switzerland/Austria), while 32.3% came from other European markets. EUR 26.5 mln or 8.2% were achieved in Asia, North and South America, Africa and Australia with M+M's own CAM and BIM / Structural Engineering Software.



Large customer and installation base

Altogether, Mensch und Maschine's active installed base consists of far more than 100,000 CAD/CAM/CAE/PDM/PLM/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 operates predominantly in the B2B (business-to-business) sector and only marginally in B2C (business-to-consumer).



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 2023 a noticeable EUR 26.5 mln or 8.2% were achieved globally, as M+M's self-developed CAM/BIM software is sold to over 70 countries.