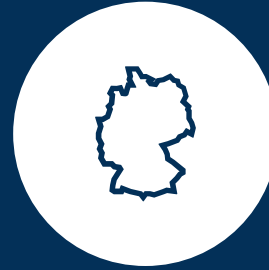


The Gateway into German Mittelstand Technology Champions

September 2022

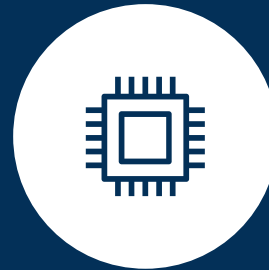
Elevating Champions



**We know
Germany.**



**We know
Mittelstand.**

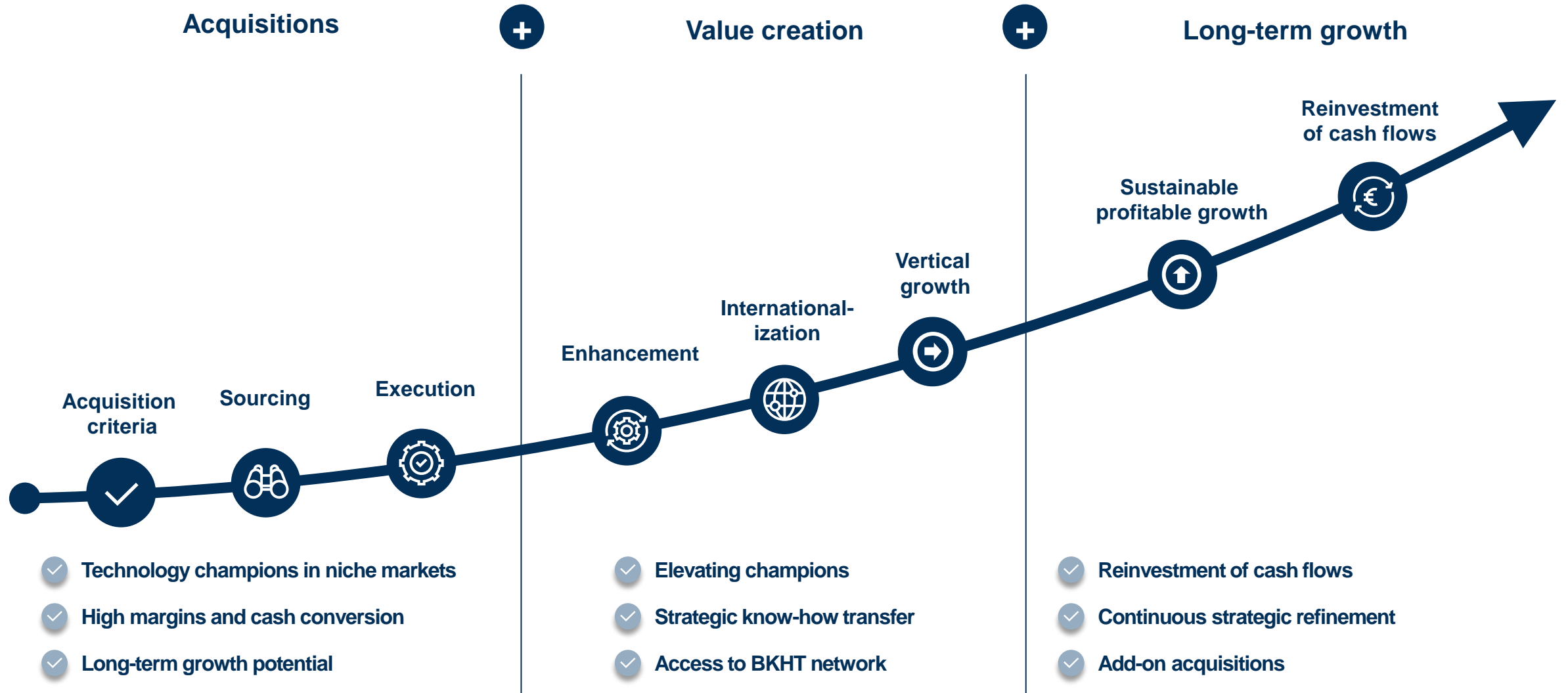


**We know
Technology.**

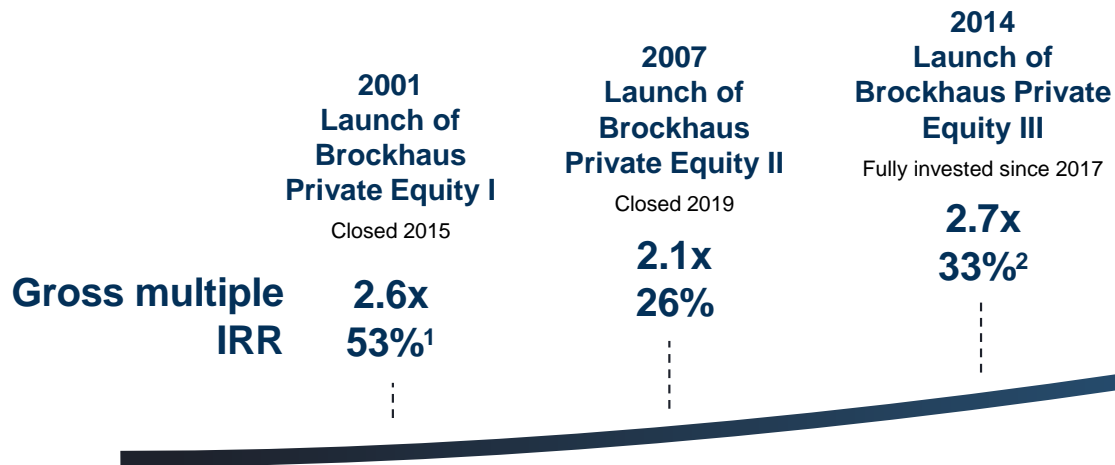


**We acquire
Champions.**

Building one of Germany's leading technology groups



>20 years track record of delivering strong returns to investors



- ✓ Long-term oriented technology group
- ✓ Not “forced” to exit because of fixed holding horizons
- ✓ Ability to fully participate in subsidiaries’ growth potential
- ✓ Sustainable profitable growth and reinvestment of cash flows

Brockhaus Technologies at a glance

Established

2017

Businesses

BIKELEASING.DE
ihse. PALAS®

Revenue 2021¹

€127m

Headquarters

Frankfurt

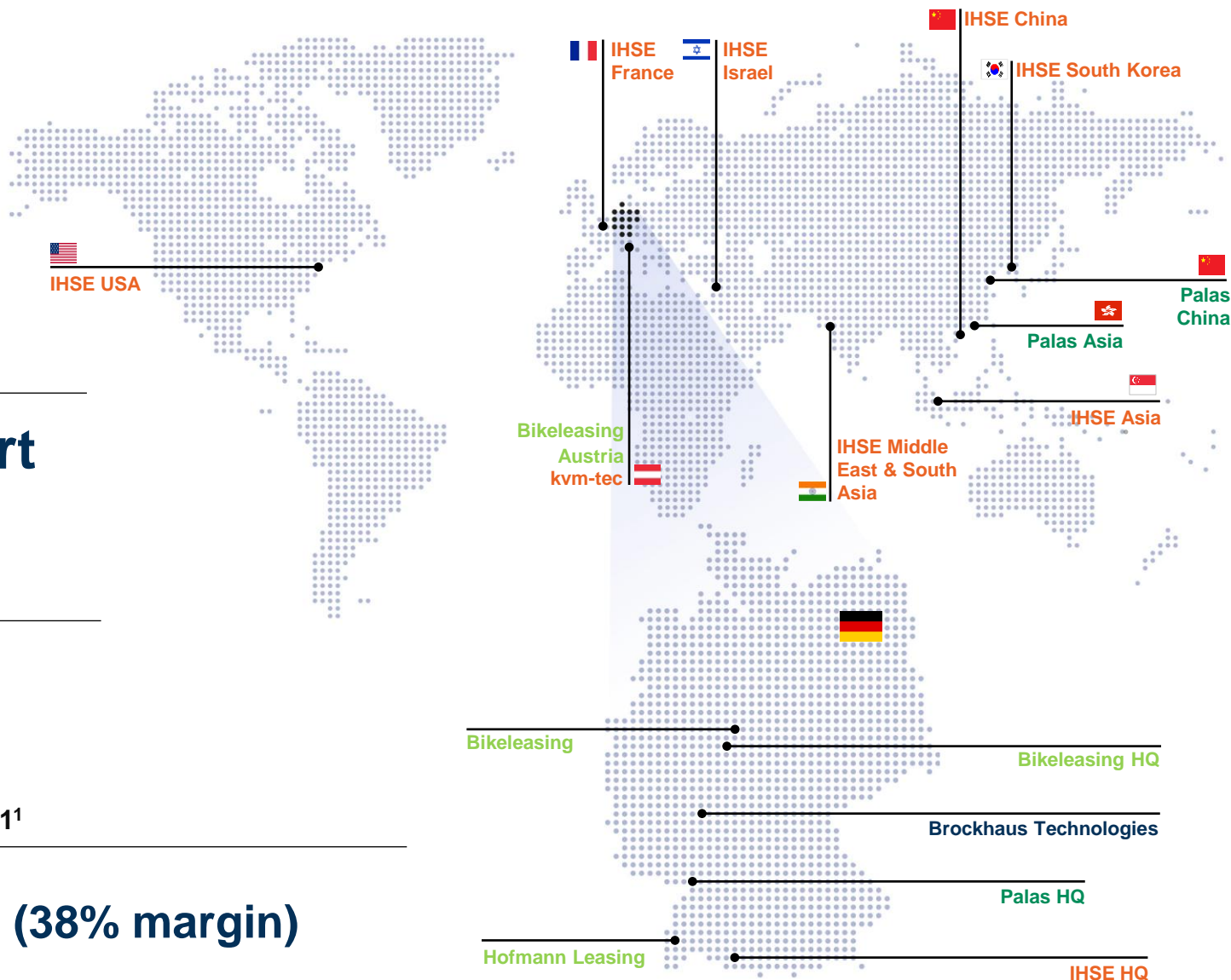
Germany

Employees

~450

Adj. EBITDA 2021¹

€48m (38% margin)



Exceptional people, incentivized to increase shareholder value

BKHT team

Owning ~23%
of BKHT share
capital



Marco Brockhaus
Founder/CEO
Management Board



Dr. Marcel Wilhelm
COO/Legal Counsel
Management Board



Paul Göhring
Acquisitions



Harald Henning
Finance



Yannick Moyles-Johnson
Operations

EXECUTIVE COMMITTEE

Subsidiary management

Owning ~8%
of BKHT share
capital

BIKELEASING.DE



Bastian Krause
Co-CEO



Paul Sinizin
Co-CEO

PALAS



Dr. Maximilian Weiß
CEO



Michael Wolf
CSO

ihse.



Dr. Enno Littmann
CEO



Michael Spatny
CSO

Supervisory board

Owning ~5%
of BKHT share
capital



Dr. Othmar Belker
Chairman



Michael Schuster
Vice-Chairman



Andreas Peiker
Member



Martin Bestmann
Member



Dr. Nathalie Krebs
Member

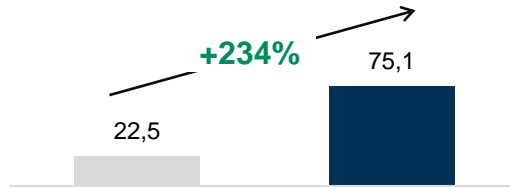


**Prof. Dr.
Christoph Hütten**
Member

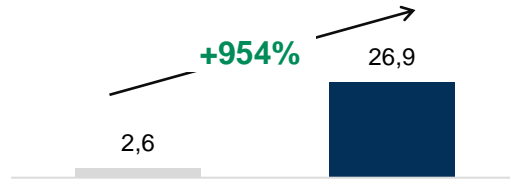
Continued growth dynamic in H1 2022

Selected group financials (€m)

Revenue
(before PPA)



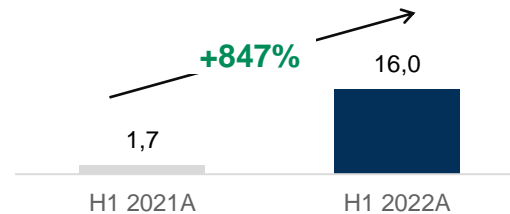
**Adj.
EBITDA**



**Adj.
EBIT**



FCF
(before tax)



Key highlights



Confirmation of FY 2022 guidance



Strong balance sheet quality



**High order backlog per end of June 2022
providing visibility for the second half of the
year**

Guidance FY 2022

*Well on track building one of
Germany's leading technology
groups*

Revenue

€140m - €150m

(2021: €127m | +11 to +19%)

Adj. EBITDA margin

35%

(2021: 38%)

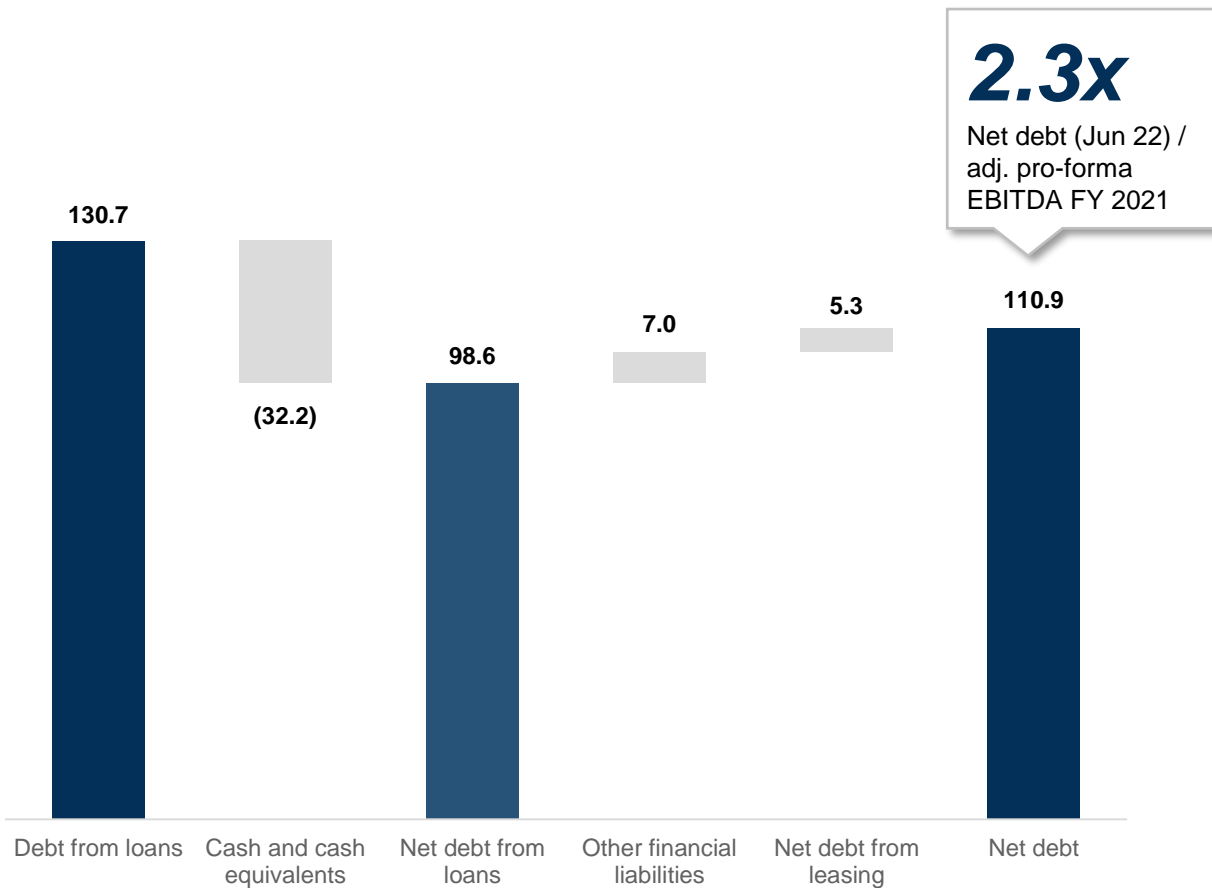
corresponding
Adj. EBITDA

€49m - €53m

(2021: €48m | +2 to +10%)

Strong balance sheet quality

Net debt as per June 30, 2022 (€m)



Key highlights



High balance sheet quality underlining resilience of our business



Well positioned for further growth given strong cash generation and cash position



Conservative leverage ratio of 2.3x within the target corridor

BIKELEASING.DE B2B FinTech for employee benefits

KPIs FY2021¹

€73m

Revenue¹

€40m

Adj. EBITDA¹

55%

Adj. EBITDA margin¹

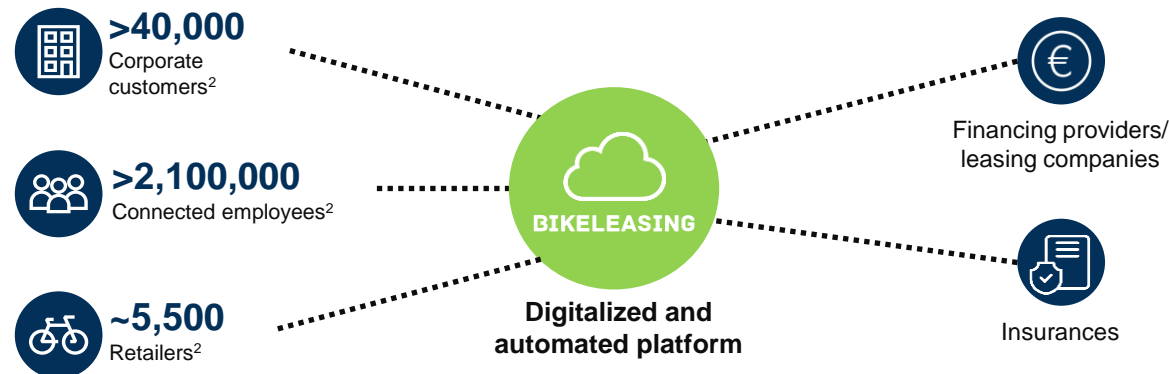
~162

Employees

Company overview

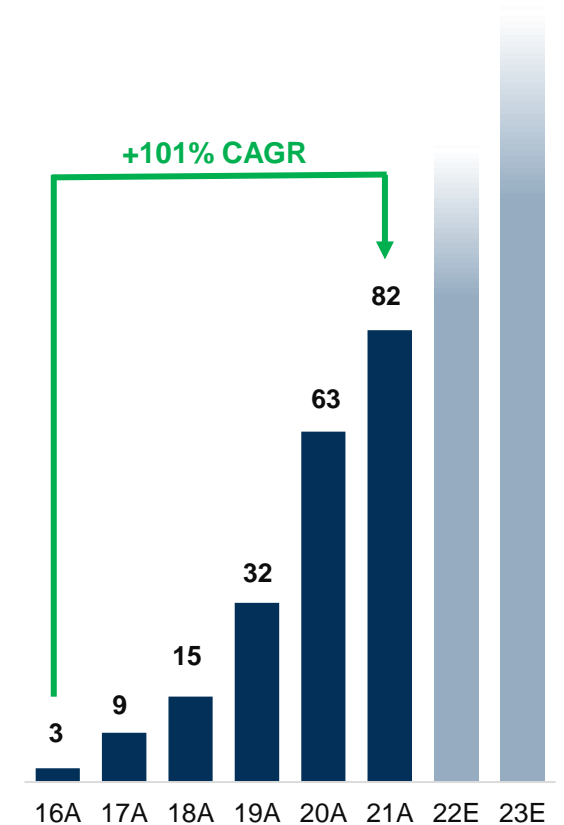
- Bikeleasing as a FinTech provides B2B customers with a leading digital platform for leasing of employee benefits (today bicycles)
- The Platform enables the highly automated connection between retailer, employee, employer, financing provider and insurer
- Mainly transaction-based business model with revenue per facilitated leasing object
- Brockhaus Technologies' share: 52%

The Bikeleasing platform



Exceptional platform performance

in thousand new leasing objects



On continued strong growth path

Financial results H1 2022¹ (€m)

Revenue
(before PPA)

52,1



Operational update

+40% to ~61,000

of facilitated bikes in 2022

>40,000

of total corporate customers with

>2.1 million

employees

Adj.
EBITDA
margin

47%



H1 2022A

Early repayment of parts of the acquisition loans

voluntary €5.7 million repayment due to strong organic cash flow

Levers for future growth



Expand market penetration by continuously onboarding new corporate customers



Extending the platform by additional employee benefits next to bicycles



Continued internationalization (first step to Austria conducted in 2021)

Technology leader for high performance data transmission

KPIs FY2021¹

€33m

Revenue¹

€8m

Adj. EBITDA¹

26%

Adj. EBITDA margin¹

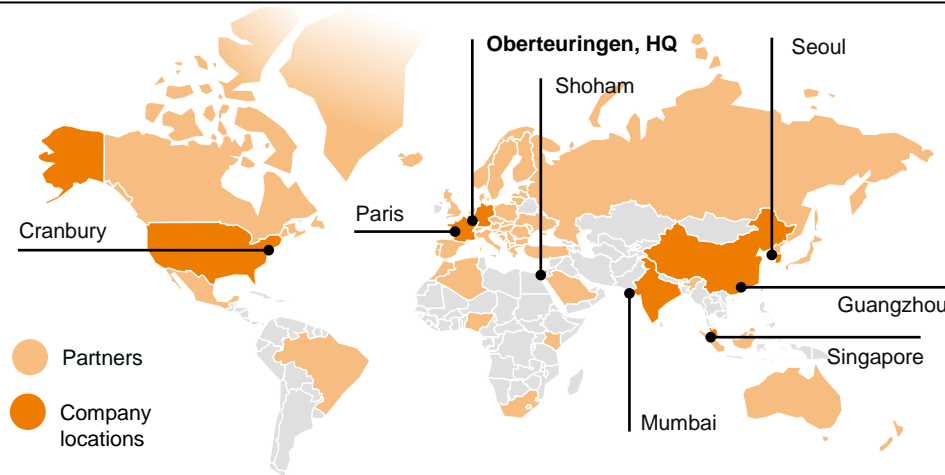
~154

Employees

Company overview

- KVM (keyboard, video and mouse) technology for the highly secure and low latency transmission of data in mission-critical applications
- Strategic acquisition of KVM-over-IP manufacturer kvm-tec establishes IHSE as a one-stop-shop for KVM
- Cross-sectional technology with customers in Air Traffic, Governments, Healthcare, Transportation, Entertainment, Industrials, Automotive, Finance or Education
- Brockhaus Technologies' share: 100%

Global presence directly and through partners



Products (selected)

Extenders



Switches

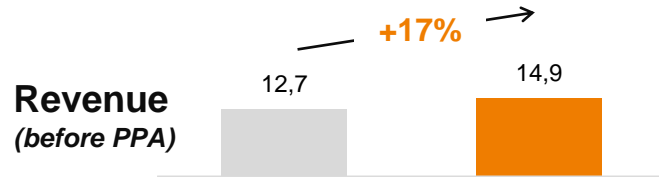


Converters & accessories



Strong rebound and back on growth-track

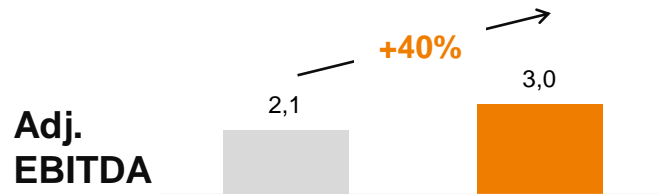
Financial results H1 2022 (€m)



Operational update

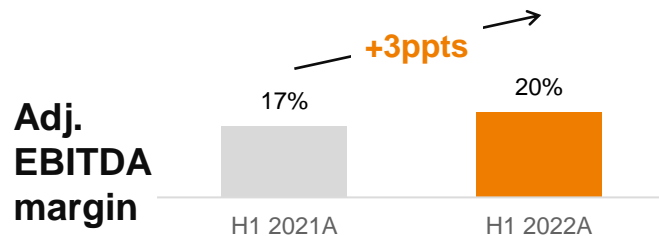
Strong rebound with 17% revenue growth

due to partial lifting of travel and contact restrictions



Improvement in EBITDA margin year over year

though still below the target level of 35%



Record high order backlog

due to supply chain challenges with regards to semiconductor parts

Levers for future growth



Continued market penetration with proprietary, new IP and hybrid solutions



Vertical growth in currently under-penetrated end markets (e.g. healthcare, industrials or e-sports)



Development of completely new applications (e.g. control rooms for autonomous driving)

KPIs FY2021

€21m

Revenue

€7m

Adj. EBITDA

34%

Adj. EBITDA margin

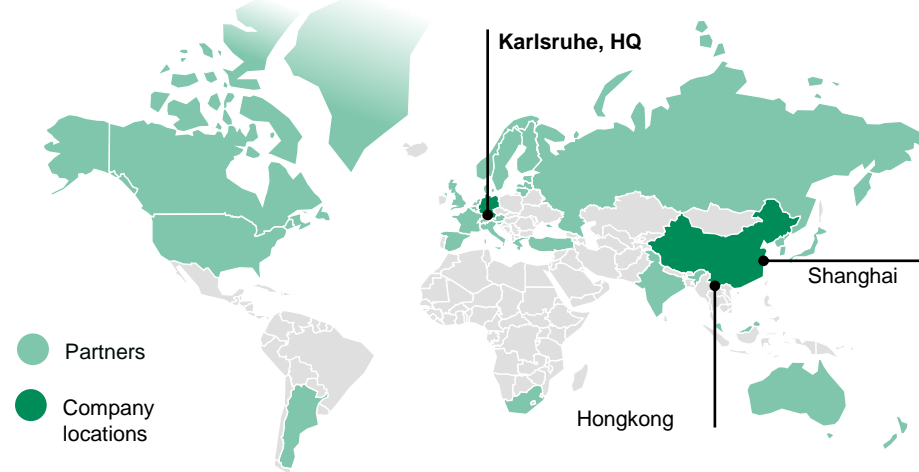
~120

Employees

Company overview

- Developer of high precision devices for certified measurement and characterization of particles in the air (e.g. fine dust or nanoparticles)
- Combination of optical sensorics with proprietary software built on several years of measurement data
- Technology and cost leadership, delivering highest measurement precision at lowest total cost
- Brockhaus Technologies' share: 70%

Global presence directly and through partners



Products (selected)

Filter test rigs



Air quality measurement

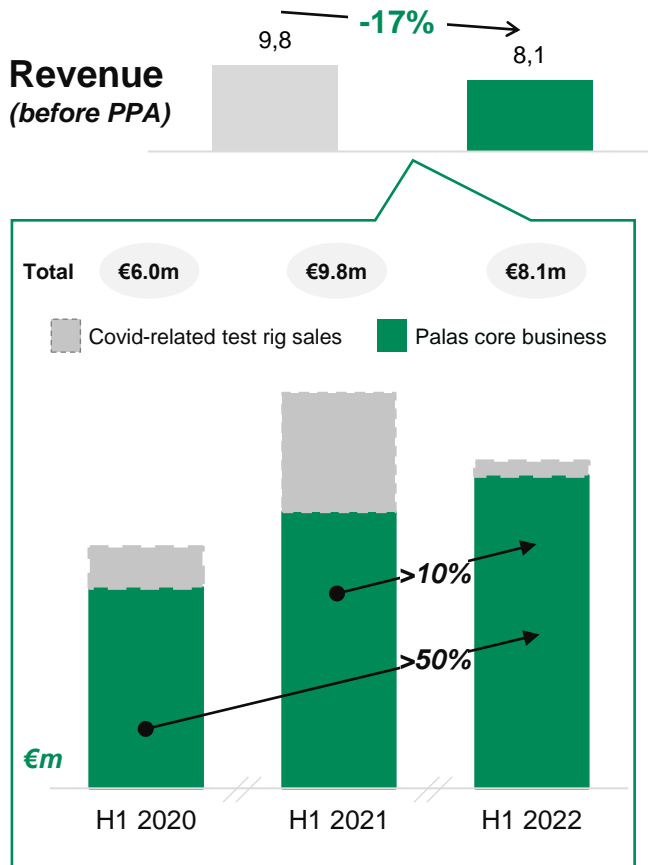


Regulatory fine dust monitoring



Continuous demand for core products

Financial results H1 2022 (€m)



Operational update

Second strongest H1 in Palas' corporate history
 except for Covid-fueled H1 2021

Palas' core business continued to grow strongly with double-digit %
 excl. Covid-related test rig sales

Significant delay in revenue recognition due to lockdowns in China during H1 2022
 Almost ~€2 million backlog in China alone

Levers for future growth



Roll-out of data platform my-atmosphere.net for real-time management of air quality data

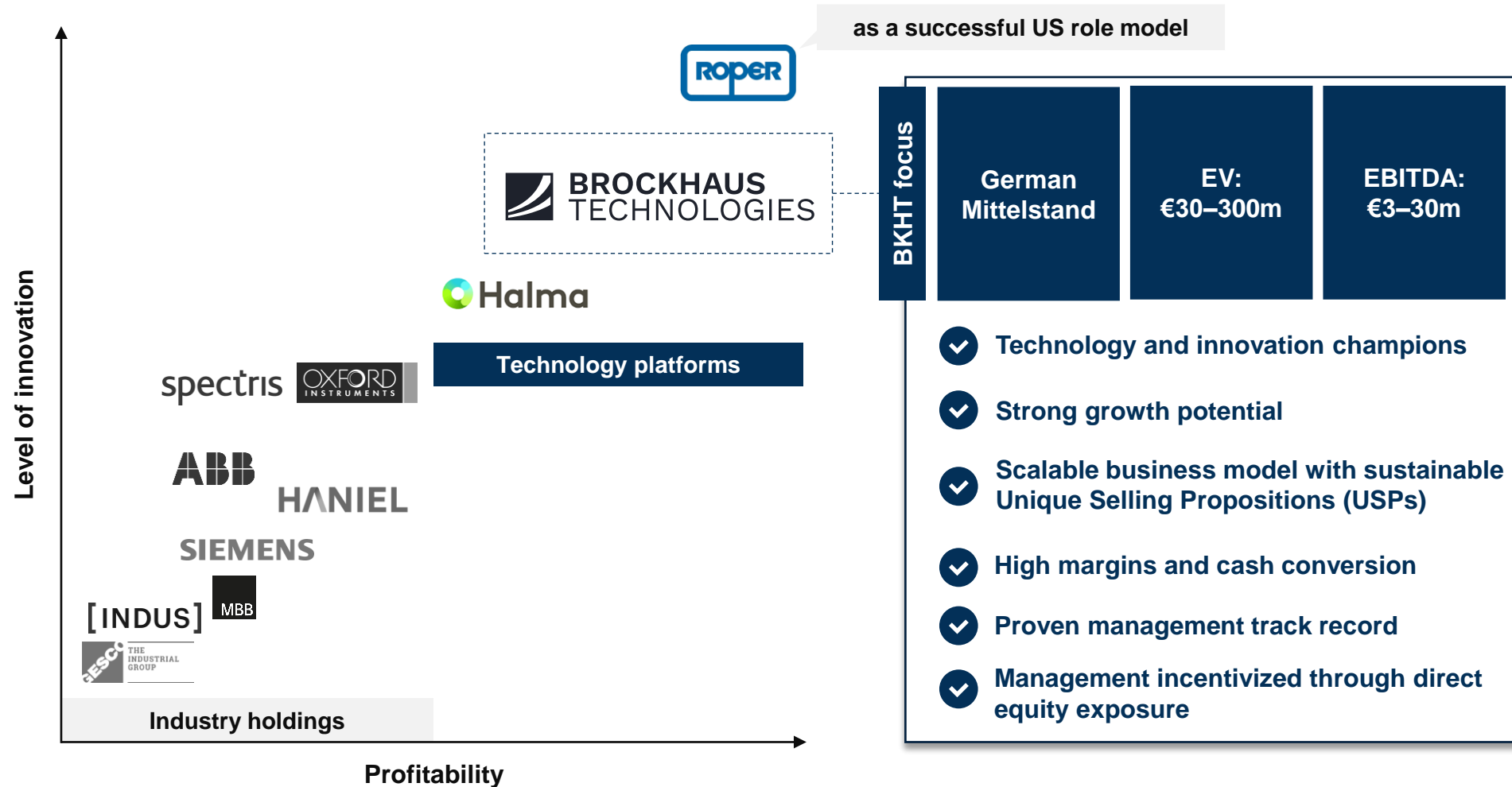


Continued internationalization (first step to China conducted in 2020)



Expansion into new product applications (e.g. unregulated market, indoor, emission control)


Uniquely positioned with a proven and successful business model



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Chair of the Supervisory Board: Dr. Othmar Belker
Registry Court: Frankfurt am Main Local Court
Register Number: HRB 109637

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