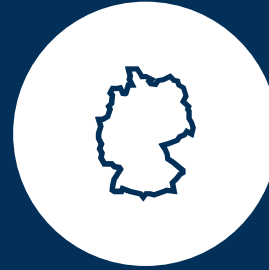


The Gateway into German Mittelstand Technology Champions

November 2022

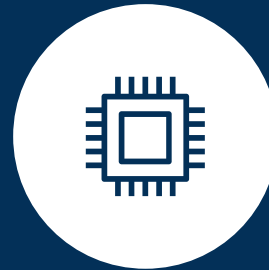
Elevating Champions



**We know
Germany.**



**We know
Mittelstand.**

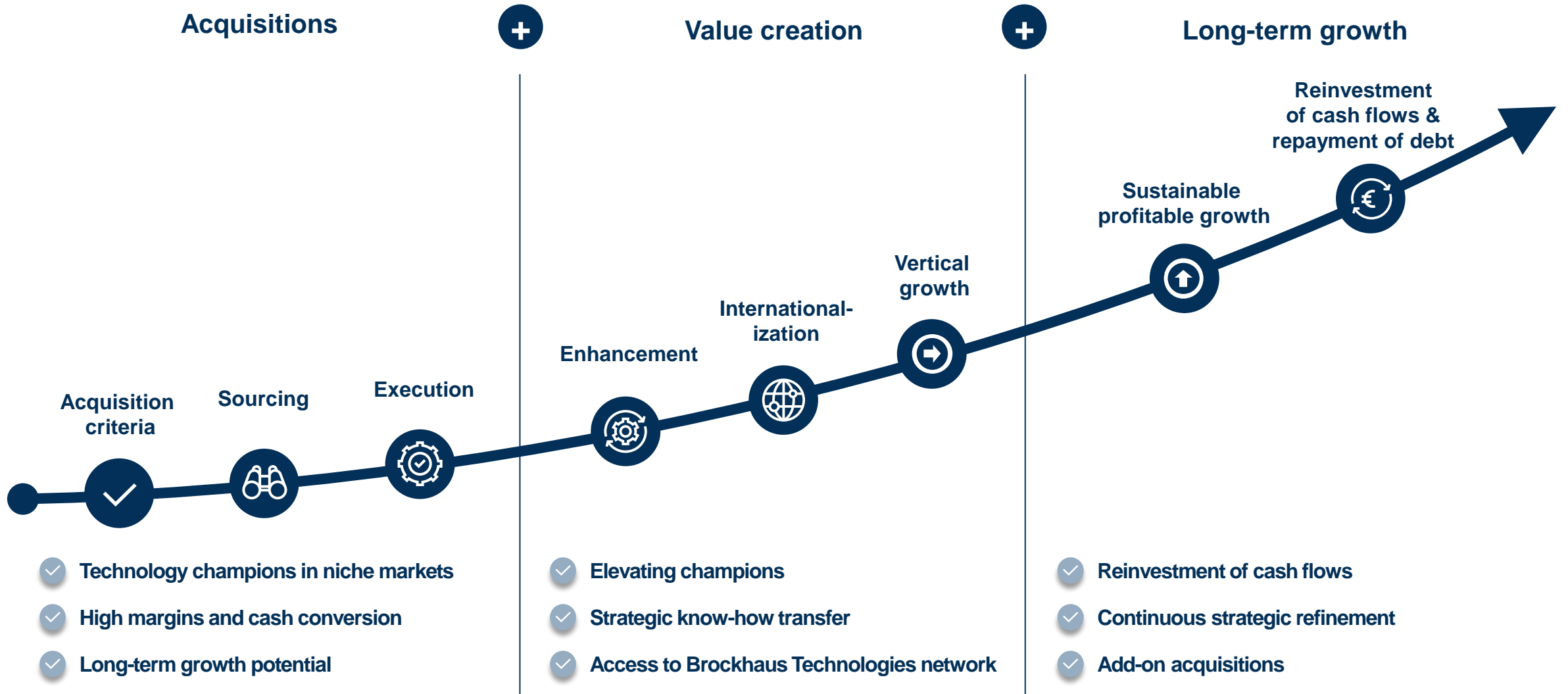


**We know
Technology.**

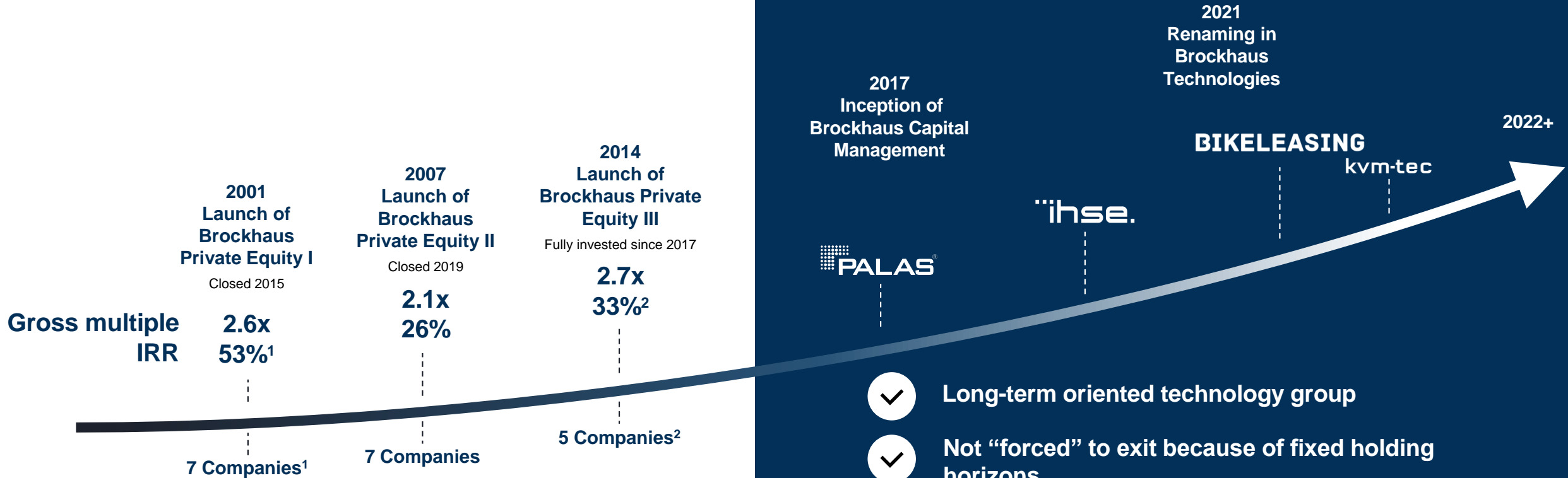


**We acquire
Champions.**

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

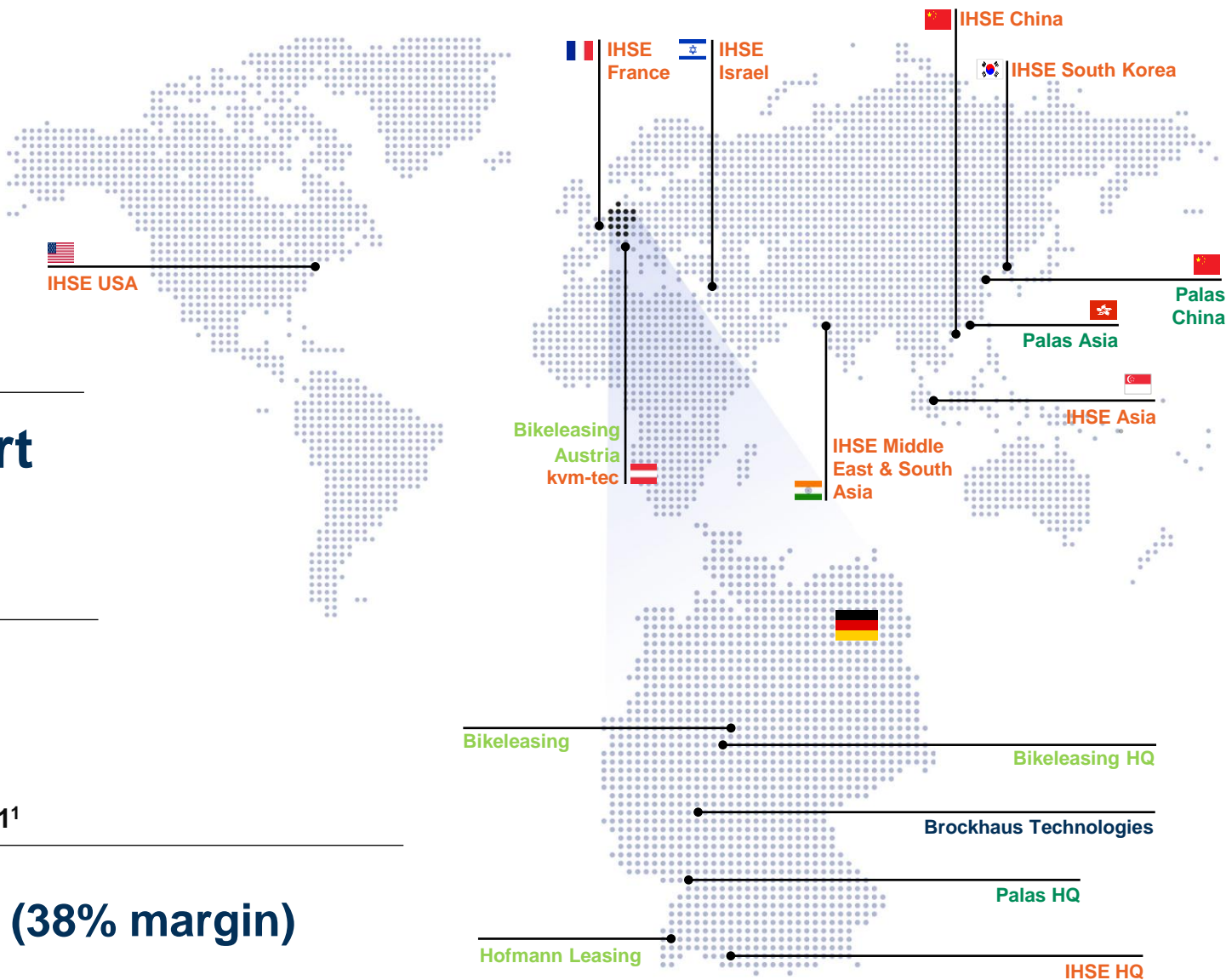
Germany

Employees

~450

Adj. EBITDA 2021¹

€48m (38% margin)



Exceptional people, incentivized to increase shareholder value

Brockhaus Technologies 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



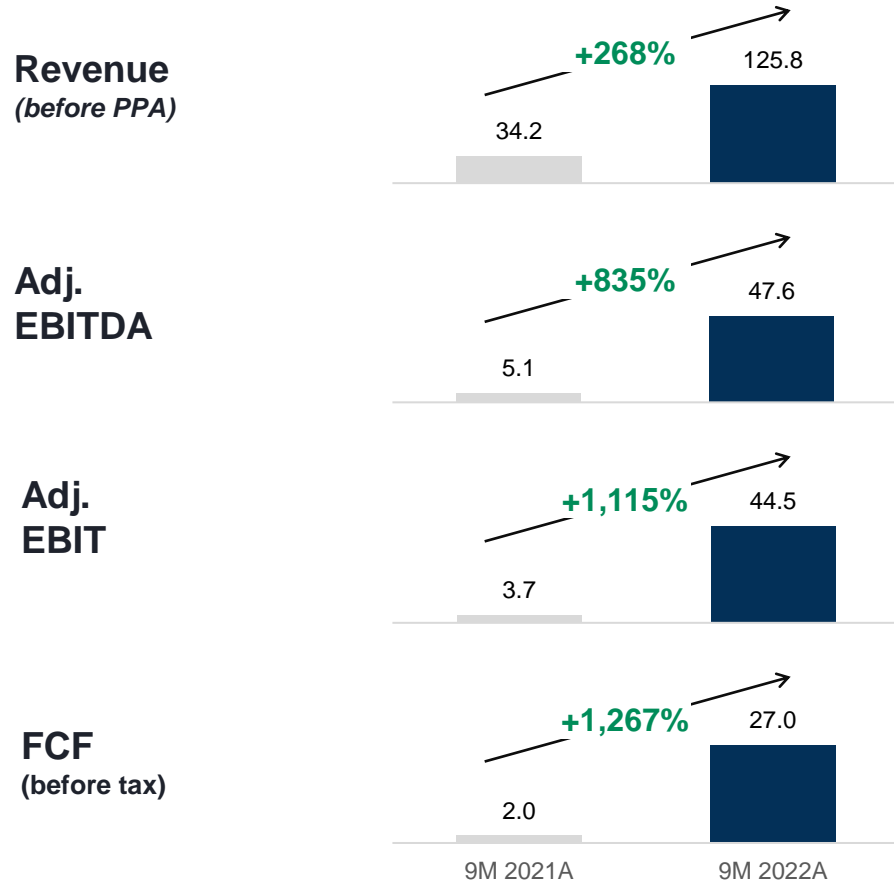
Dr. Nathalie Krebs
Member



Prof. Dr. Christoph Hütten
Member

Continued growth in 9M 2022

Selected group financials (€m)



Key highlights



Continued profitable growth across all business segments in 9M 2022



FY 2022 guidance raised to revenue of €150m - 155m with a continued high adj. EBITDA margin of 35% based on the strong operational performance



Strong balance sheet quality with cash and cash equivalents of €23 million as per end of September 2022 despite significant deleveraging

Group forecast FY 2022 raised

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

Revenue
before PPA

€150m - €155m

(2021: €127m | +19 to +23%)
(previous guidance: €140m - 150m)

Adj. EBITDA margin

35%

(2021: 38%)
(previous guidance: 35%)

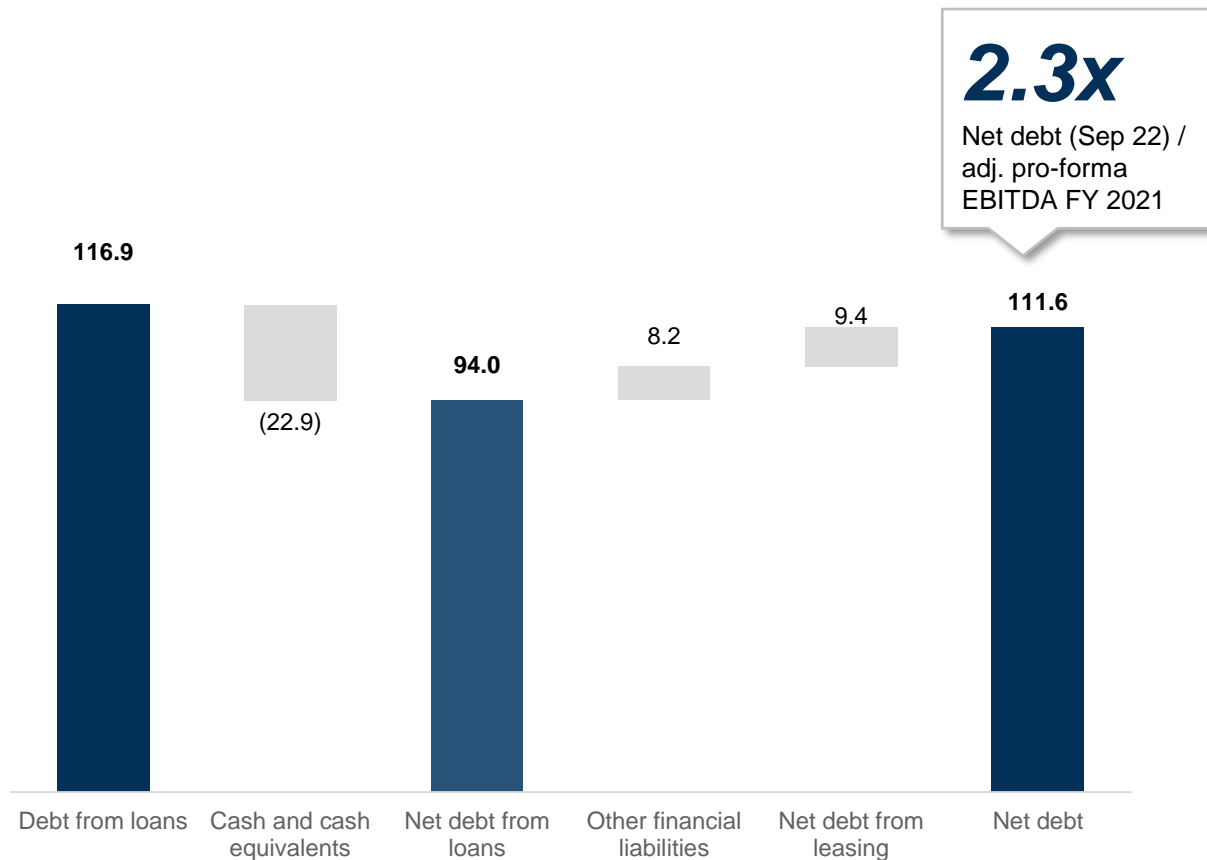
corresponding
Adj. EBITDA

€53m - €54m

(2021: €48m | +10 to +13%)
(previous guidance: €49m - 53m)

Strong balance sheet quality

Net debt as per September 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

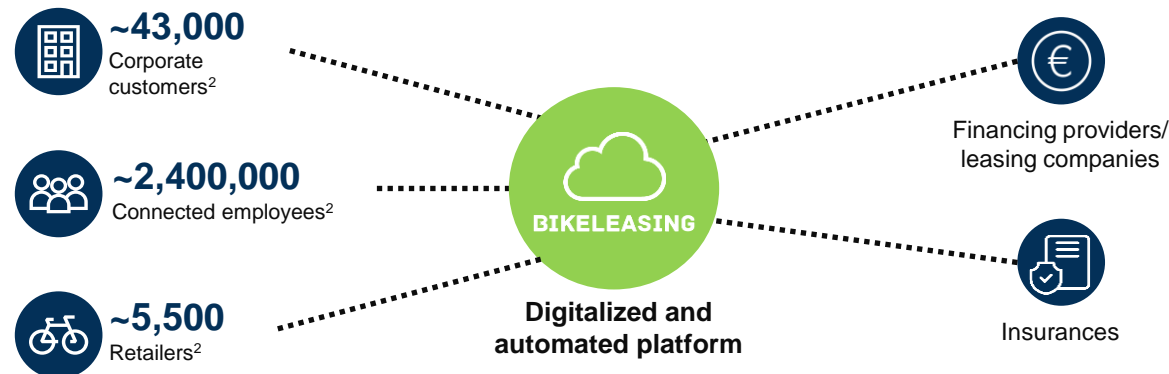
~162

Employees

Company overview

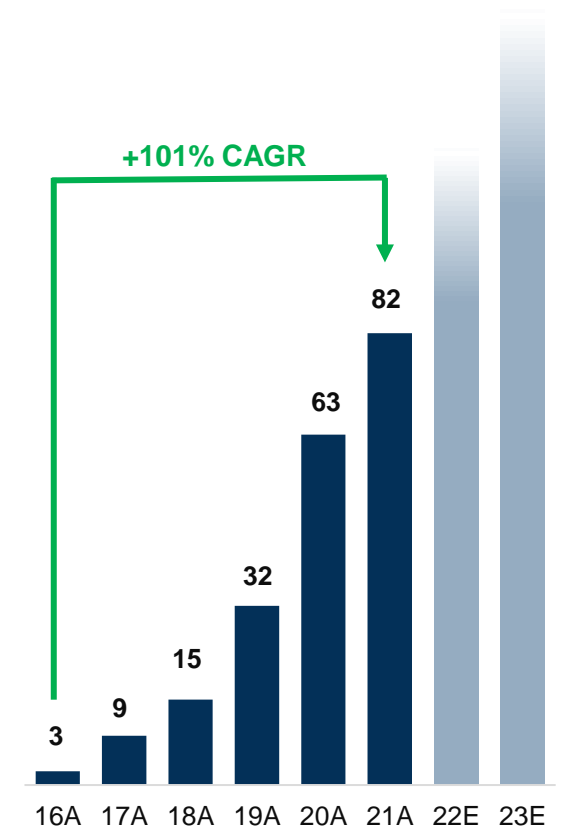
- Bikeleasing as a FinTech provides B2B customers with a leading digital platform for leasing of employee benefits (today bicycles)
- The Platform enables the highly automated connection between retailer, employee, employer, financing provider and insurer
- Mainly transaction-based business model with 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 9M 2022¹ (€m)

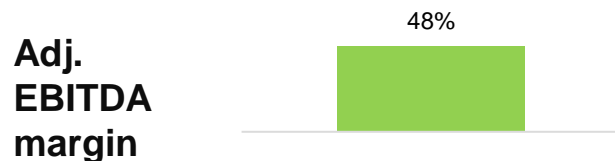
Operational update



+43% to ~99,000
of facilitated bikes in 9M 2022



~43,000
of total corporate customers with
~2.4 million
connected employees



Early repayment of parts of the acquisition loans
voluntary ~ €21 million repayment in 9M 2022 due to strong organic cash flow

Levers for future growth



Expand market penetration by continuously onboarding new corporate customers



Increase usage rates in already onboarded corporate customers



Extending the platform by additional employee benefits next to bicycles



Continued internationalization (first step to Austria conducted in 2021)

KPIs FY2021¹

€33m

Revenue¹

€8m

Adj. EBITDA¹

26%

Adj. EBITDA margin¹

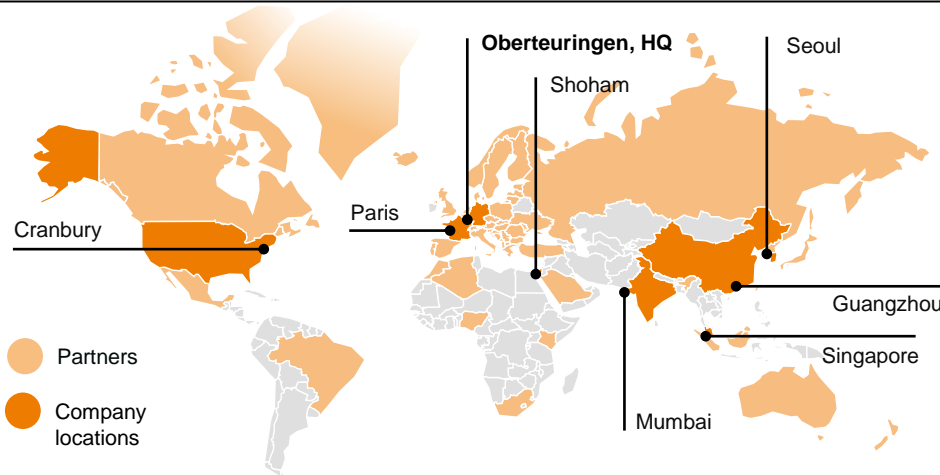
~154

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

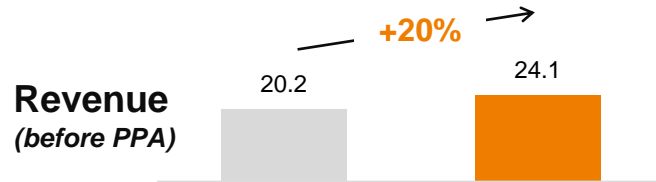


Converters & accessories



Strong rebound and back on growth-track

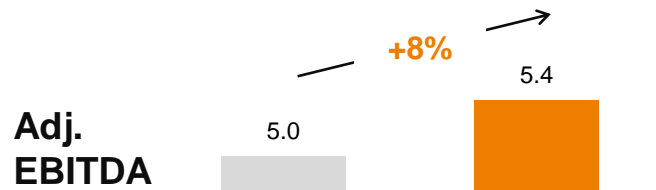
Financial results 9M 2022 (€m)



Operational update

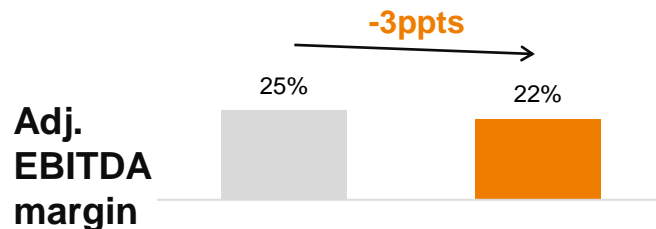
Strong rebound with +20% revenue growth

due to partial lifting of travel and contact restrictions esp. in EMEA and Americas



Continued strong EBITDA margin

though still below the target level of 35%



Continuously 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)

Experts for aerosol & environmental technology

KPIs FY2021

€21m

Revenue

€7m

Adj. EBITDA

34%

Adj. EBITDA margin

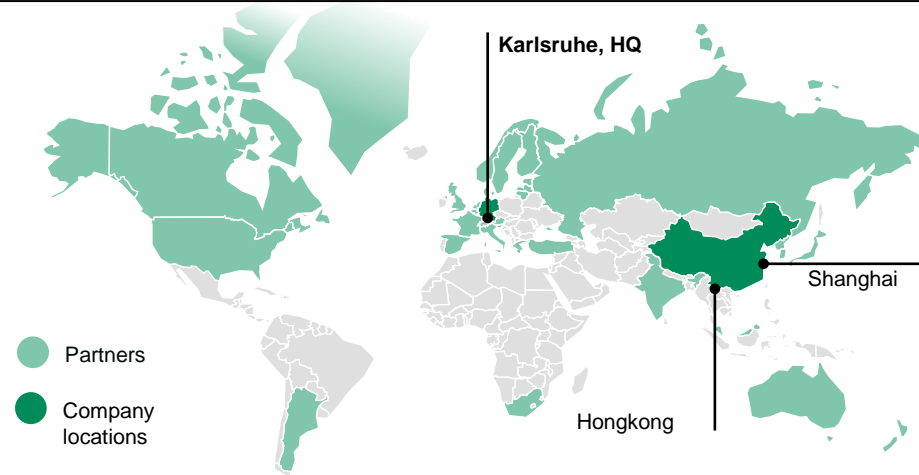
~120

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

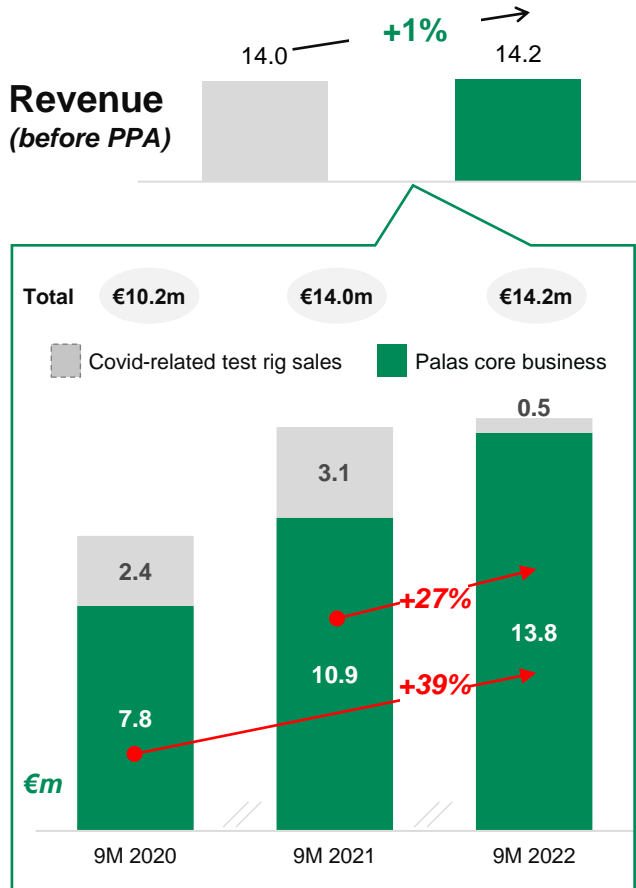


Regulatory fine dust monitoring



Growing demand for core products

Financial results 9M 2022 (€m)



Operational update

Strongest 9M in Palas' corporate history
 even above Covid-fueled 9M 2021

Palas' core business continued to grow strongly with +27%
 excl. Covid-related test rig sales

Continued lock-down in China
 not only delaying order intake and revenue recognition, but also the ongoing certification processes in China

Levers for future growth



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

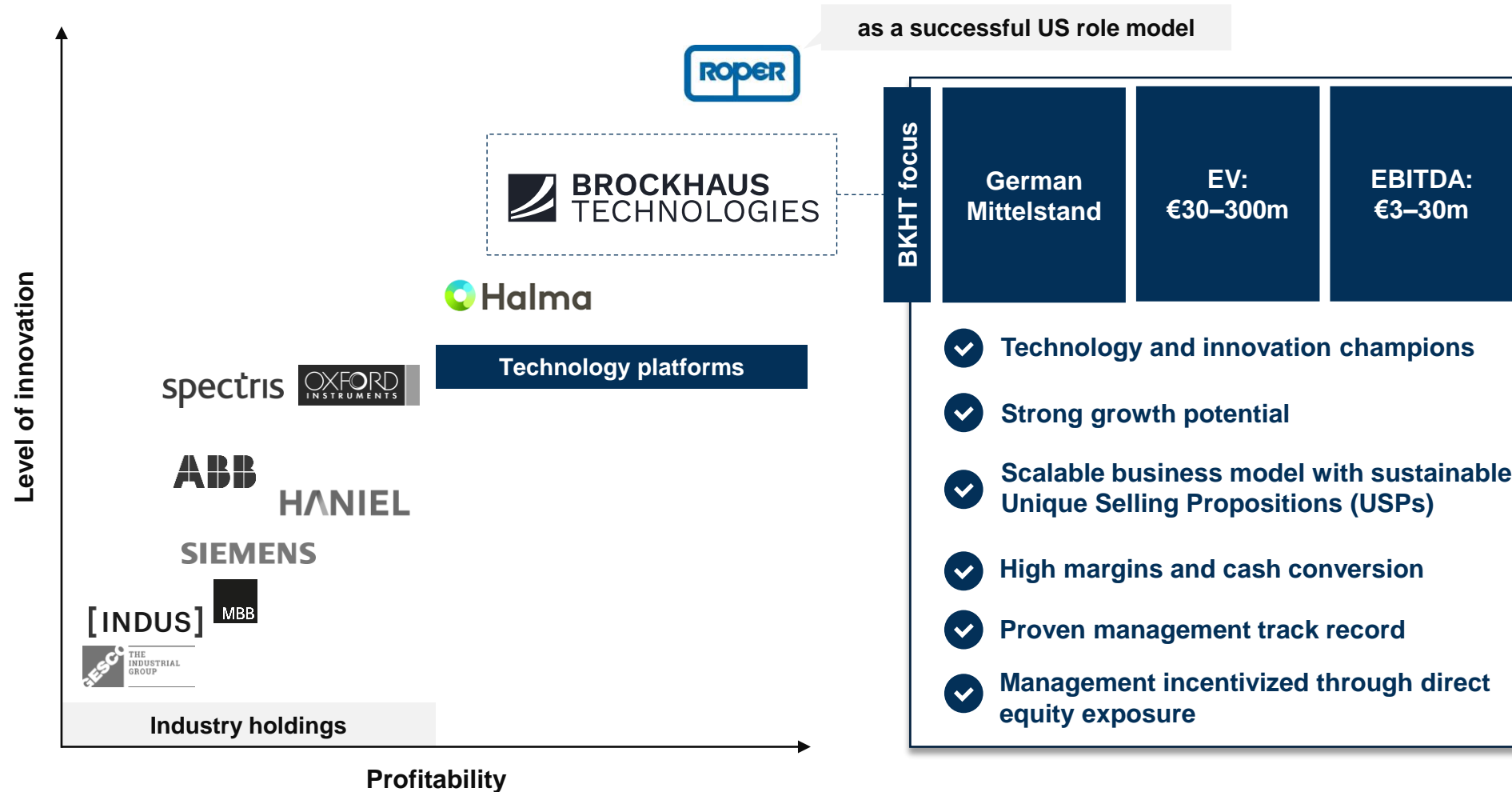


Continued internationalization (first step to China conducted in 2020)



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

Uniquely positioned with a proven and successful business model



BROCKHAUS TECHNOLOGIES AG

Thurn-und-Taxis-Platz 6
60313 Frankfurt am Main, Germany

Phone: +49 69 20 43 40 90
Fax: +49 69 20 43 40 971
E-Mail: ir@brockhaus-technologies.com
Web: www.brockhaus-technologies.com

[IR Distribution List](#) | [Newsletter](#) | Follow us on  

Executive Board: Marco Brockhaus (Chair), Dr. Marcel Wilhelm
Chair of the Supervisory Board: Dr. Othmar Belker
Registry Court: Frankfurt am Main Local Court
Register Number: HRB 109637

Disclaimer

This document is being presented solely for informational purposes and should not be treated as giving investment advice and does not constitute or form part of, and should not be construed as, an offer to buy or subscribe, nor an invitation to submit an offer to buy or subscribe any of Brockhaus Technologies AG's ("BKHT") securities. It is not intended to be (and should not be used as) the sole basis of any analysis or other evaluation. All and any evaluations or assessments stated herein represent our personal opinions. We advise you that some of the information is based on statements by third persons, and that no representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this information or opinions contained herein.

This presentation contains certain forward-looking statements relating to the business, financial performance and results of BKHT and its (future) subsidiaries (collectively the "Brockhaus Technologies") and/ or the industries in which Brockhaus Technologies operates. Forward looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements contained in this presentation, including potential transactions, assumptions, opinions and views of Brockhaus Technologies or cited from third party sources, are solely opinions and forecasts which are uncertain and subject to risks. Actual events may differ significantly from any anticipated development due to a number of factors, including without limitation, changes in general economic conditions, in particular economic conditions in the markets in which Brockhaus Technologies operates, changes affecting interest rate levels, changes in competition levels, changes in laws and regulations, environmental damages, the potential impact of legal proceedings and actions and Brockhaus Technologies' ability to achieve synergies from acquisitions. In general, the potential impact of the Russian war of aggression on Ukraine and COVID-19 on Brockhaus Technologies business is uncertain and will, among others, depend on the further development of the war and the pandemic and other developments worldwide such as energy sanctions or the (re-)implementation and duration of national and

regional lock-down measures or the development of leading international economies in light of the pandemic. Brockhaus Technologies does not guarantee that the assumptions underlying the forward-looking statements in this presentation are free from errors nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or any obligation to update the statements in this presentation to reflect subsequent events. The forward-looking statements in this presentation are made only as of the date hereof. Neither the delivery of this presentation nor any further discussions of Brockhaus Technologies with any of the recipients thereof shall, under any circumstances, create any implication that there has been no change in the affairs of Brockhaus Technologies since such date. Consequently, Brockhaus Technologies does not undertake any obligation to review, update or confirm recipients' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of the presentation.

For information on performance indicators, please refer to Note 7 of BKHT's consolidated financial statements for 2021.

Neither Brockhaus Technologies, nor any of its respective board members, directors, officers, employees, affiliates, agents or advisers nor any other person shall assume any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or the statements contained herein as to unverified third person statements, any statements of future expectations and other forward-looking statements, or the fairness, accuracy, completeness or correctness of statements contained herein, or otherwise arising in connection with this presentation.

This presentation is made available on the express understanding that it does not contain all information that may be required to evaluate the purchase of or investment in any securities of BKHT. This presentation is accordingly not intended to form the basis of any investment decision and does not constitute or contain (express or implied) any recommendation to do so.