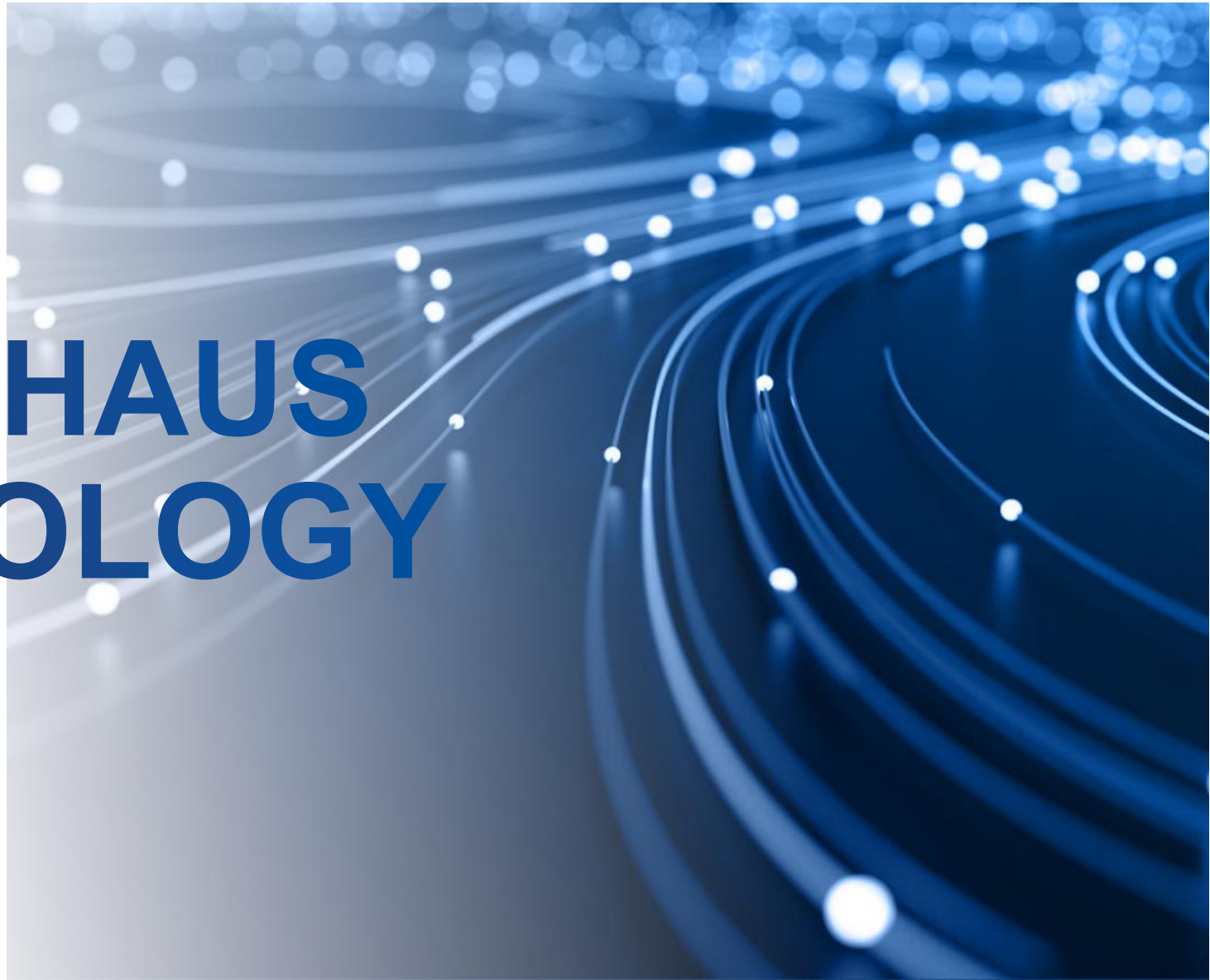


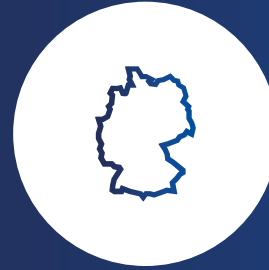
# BROCKHAUS TECHNOLOGY DAY

Frankfurt am Main | July 14, 2021





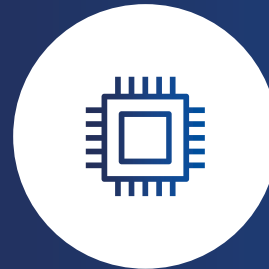
# The Gateway into German Mittelstand Technology Champions



**We know  
Germany.**



**We know  
Mittelstand.**



**We know  
Technology.**



**We acquire  
Champions.**



# Delivering “made in Germany” technologies to the global marketplace

Established as technology group

## 2017

Subsidiaries



Revenue<sup>1,2</sup>

## €52m

Headquarters

## Frankfurt

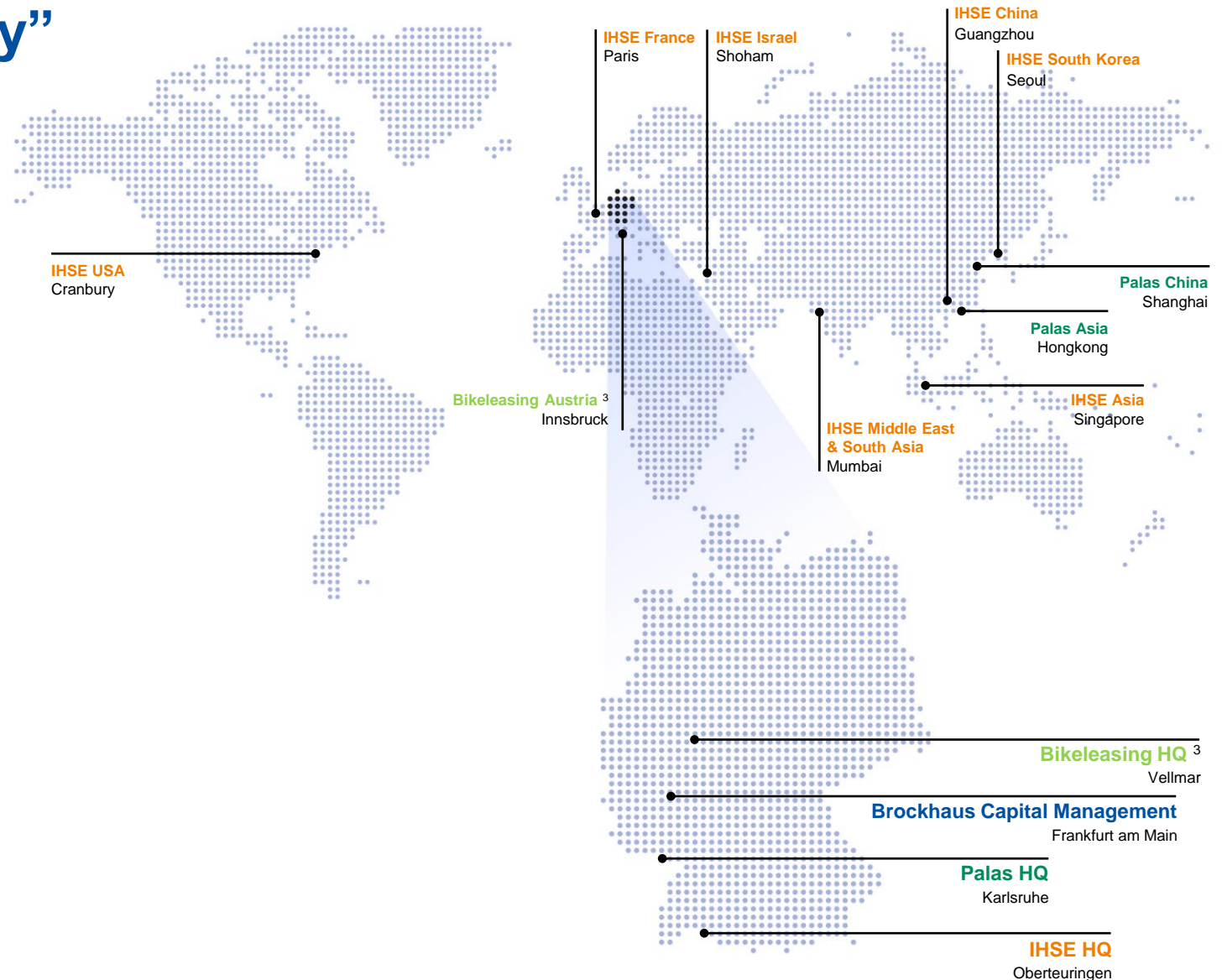
Germany

Employees<sup>1</sup>

## ~230

Adj. EBITDA margin<sup>1,2</sup>

## 24%







# **LEADING AEROSOL MEASUREMENT TECHNOLOGY FOR BETTER AIR QUALITY**

**DR.-ING. MAXIMILIAN WEIß  
CEO - PALAS**





**12,000 liters or 12 kg air per day**  
**300,000,000 liters or 300 tons of air in a lifetime**



## KPIs

€18m

FY20 Revenue

25%

17–20 Revenue CAGR

35%

FY20 EBITDA margin

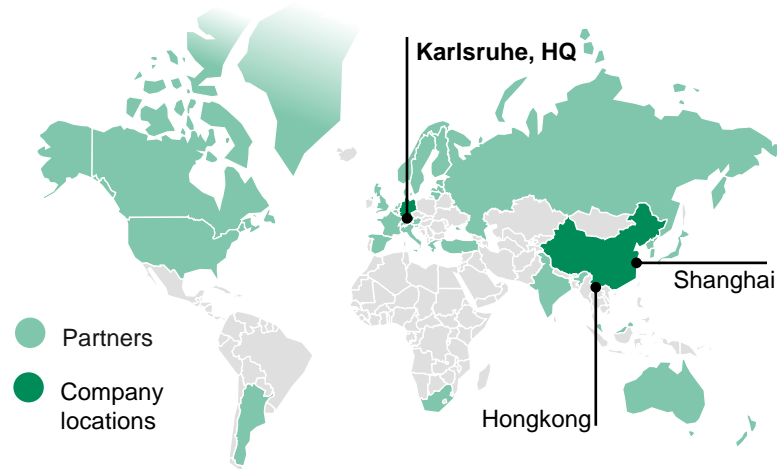
~95

Employees

## Company overview

- Developer and manufacturer of high precision devices for generating, measuring and characterizing particles in the air, with proprietary software/algorithms
- Full in-house value chain, from highly skilled R&D team to complete production staff
- Over 20 active patents and certifications
- Strong collaborations with universities and R&D institutions

## Global presence directly and through partners



## Unique selling proposition

### Precision

- Highest accuracy
- Individual particle assessment
- Certified and compliant
- Optical technology

### Low Maintenance

- Low operating cost
- Long lifetime
- Ample measurement range in single device

### Large Scope

- Wide range of applications
- Indoor / Outdoor use
- Compatibility
- Modular

## Diversified customer base

### Healthcare



### Manufacturing



### Chemicals



### Automotive





## Technology – Overview

### Light source

White polychromatic light provides stable, **homogeneous illumination** of the optically precisely focused measuring volume

Natural particles

Artificial particles

### Detector

The high-resolution photomultiplier records every signal **in real time** – thus every particle is counted, and its size is determined

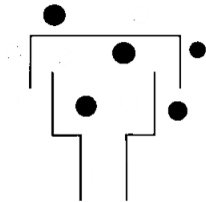
### Particle

Every single particle scatters light, thus **creating a clear light pulse signal**

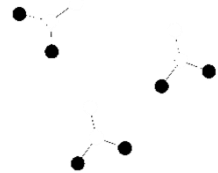




Air quality  
indoor



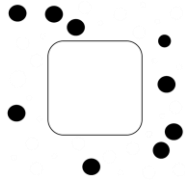
Fine dust  
monitors



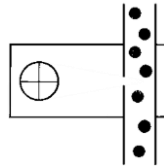
Nanoparticle  
measuring devices



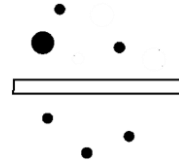




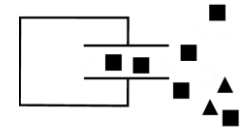
Respiratory mask  
test systems



Aerosol  
spectrometers



Filter media  
test rigs



Aerosol generators  
for solid particles





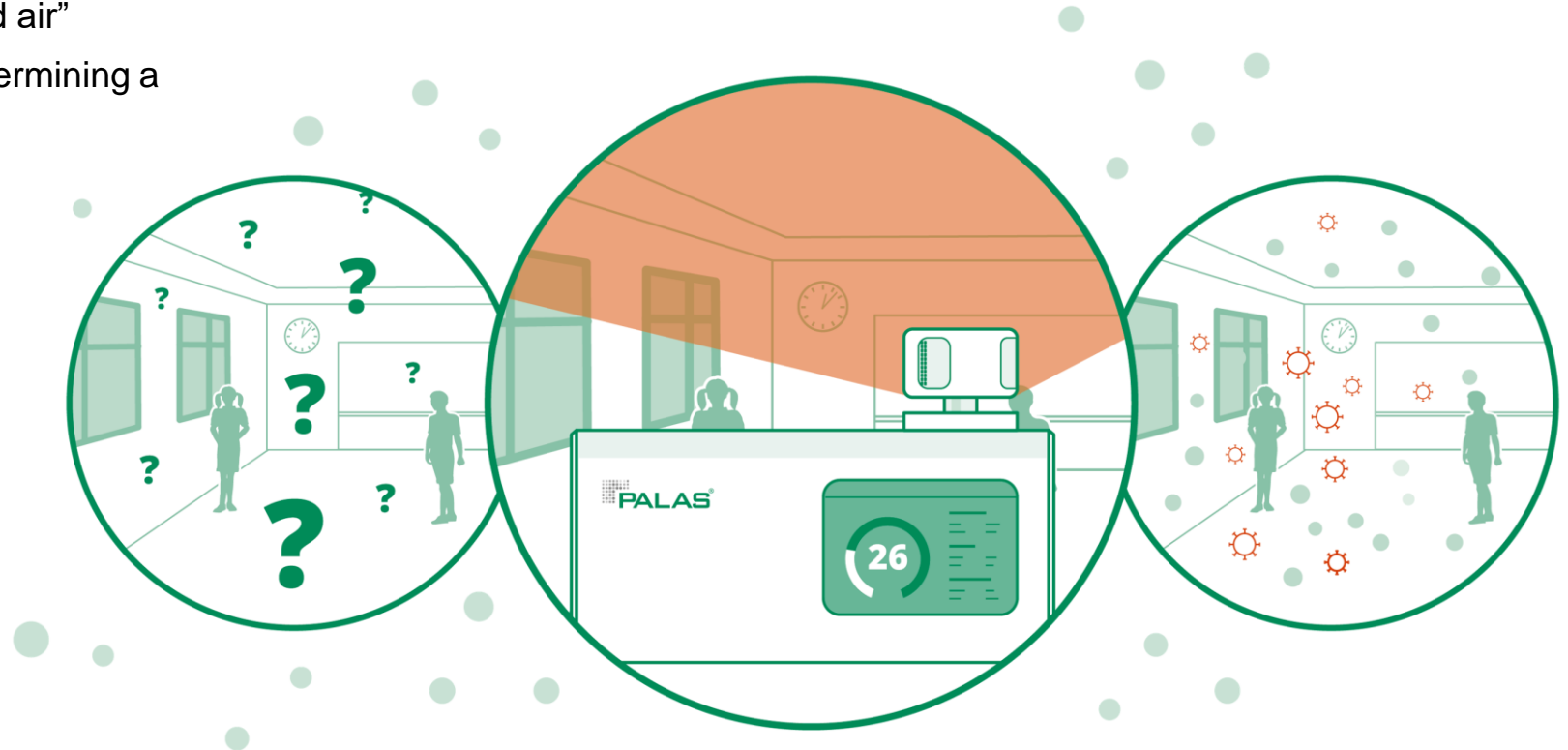
A composite image of a classroom. On the left, a girl with curly hair is focused on writing at a desk. On the right, a group of diverse children are sitting on the floor, smiling and looking towards the camera. The background shows a green bulletin board with colorful papers and a whiteboard with drawings of houses.

**Clean air for our children in schools**



## Measurement of indoor air quality

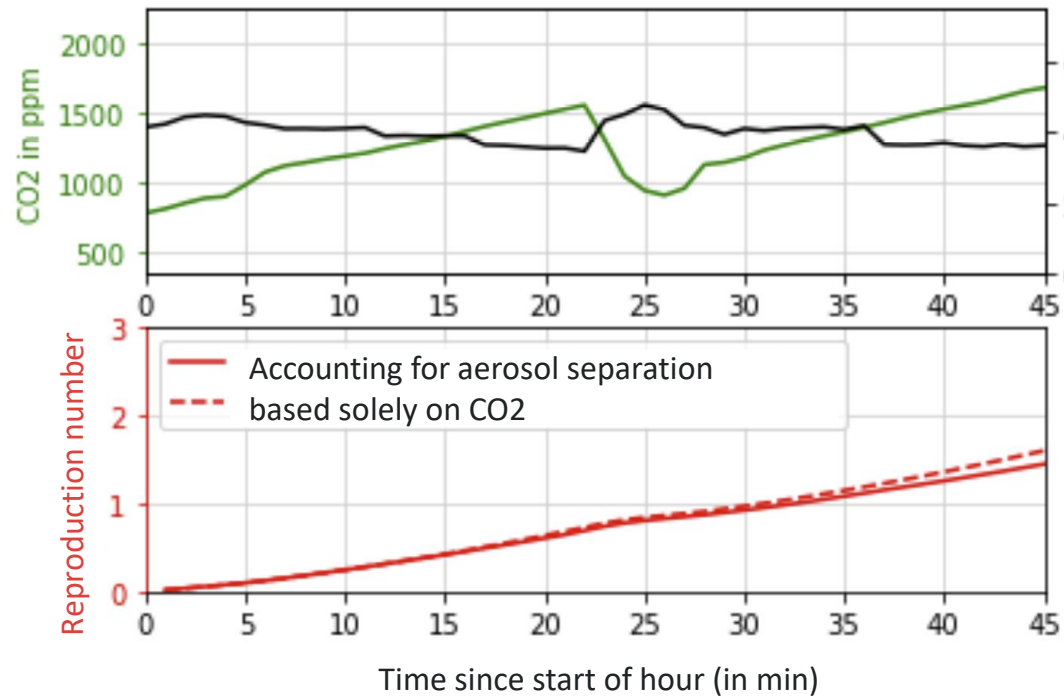
- Measurement of aerosols down to the size of a virus (175 nm)
- Measurement of CO<sub>2</sub> as an indicator of “used air”
- Automated evaluation of infection risk by determining a reproduction number



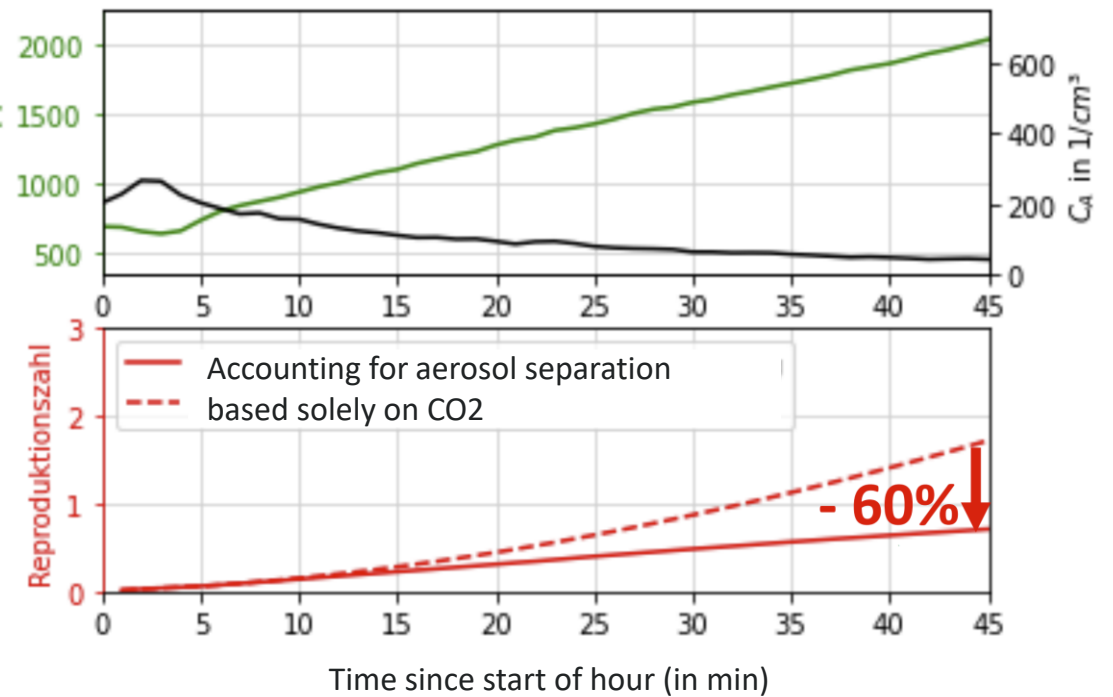


## Air quality measurement during two school hours

### Without room air purifier with ventilation



### With room air purifier without ventilation





A composite image featuring a hospital corridor in the background with a person in scrubs walking away. In the foreground, a woman in blue scrubs and a face mask is shown in profile, looking towards a person in a full white protective suit with orange trim, including a hood, face shield, and gloves. The woman is holding a clear plastic bag containing a red liquid sample. The text 'Reliable protection for medical staff' is overlaid in the center.

**Reliable protection for  
medical staff**



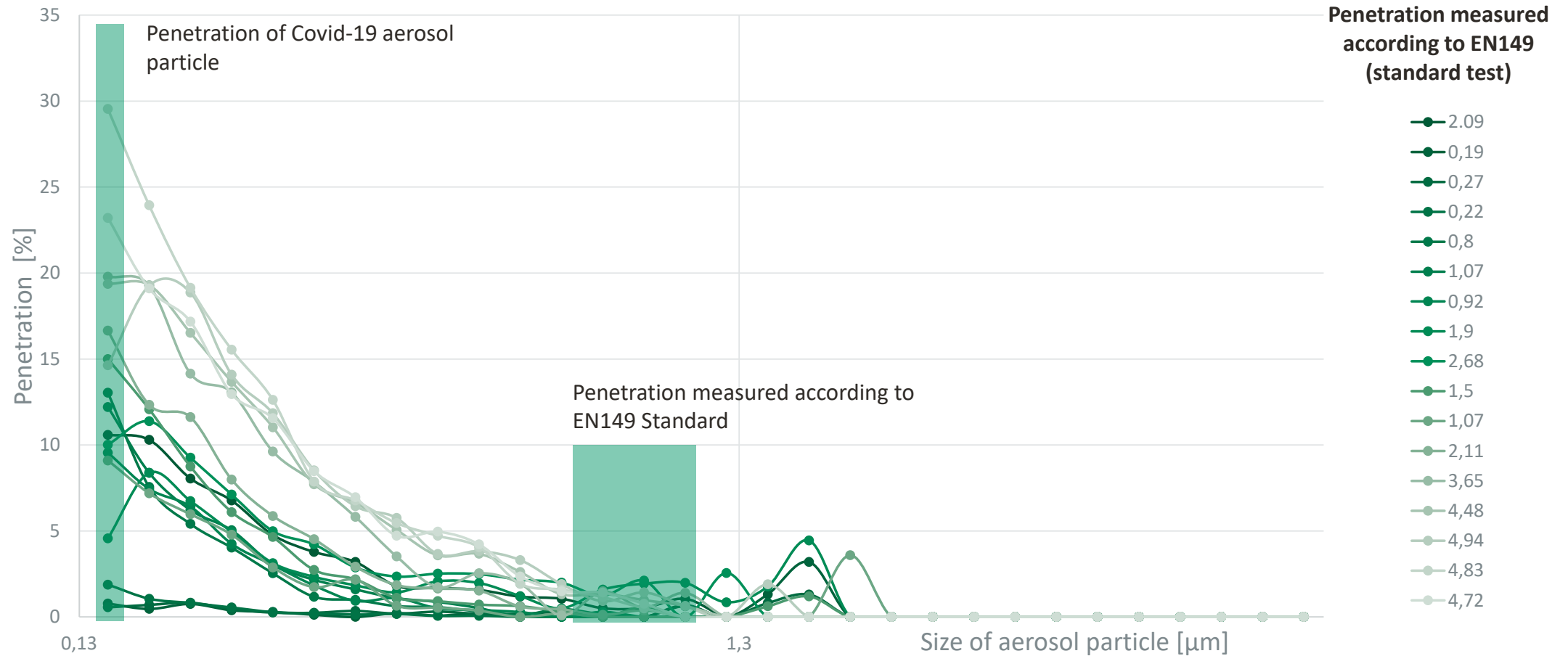
## Testing masks for protection against viruses

- Exact analysis of mask filter efficiency e.g. for the corona virus
- Measurement of respiratory masks according to standards (e.g. FFP2, KN95)





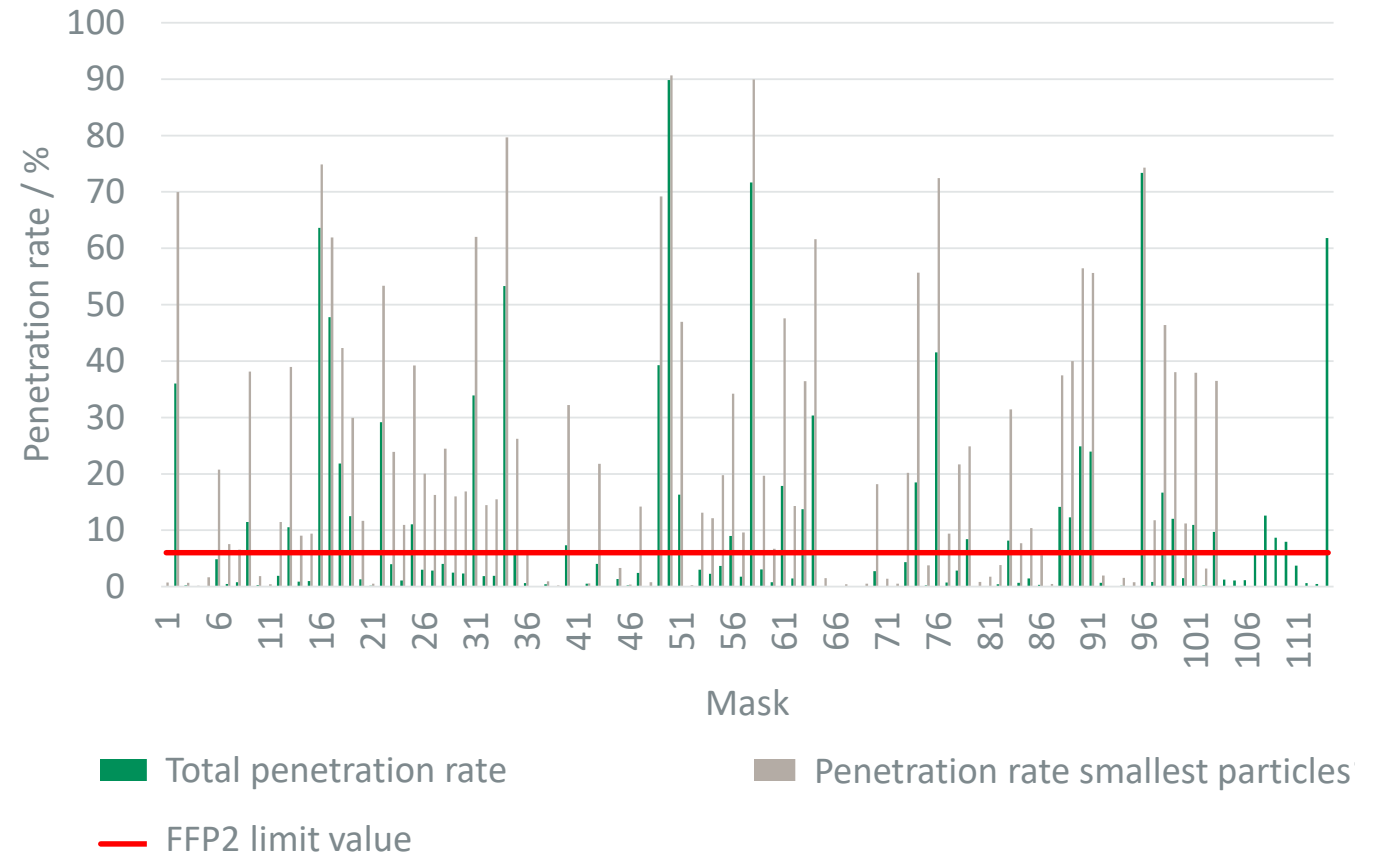
## Penetration of various very good FFP2 masks as a function of particle size





## Permeability of 114 tested masks in hospitals

- 34.21% of the masks do not meet the test according to the EN149 standard (total permeability > 6%)
- 64.91% of masks do not provide sufficient protection against viruses (permeability in the range of viruses > 6%)





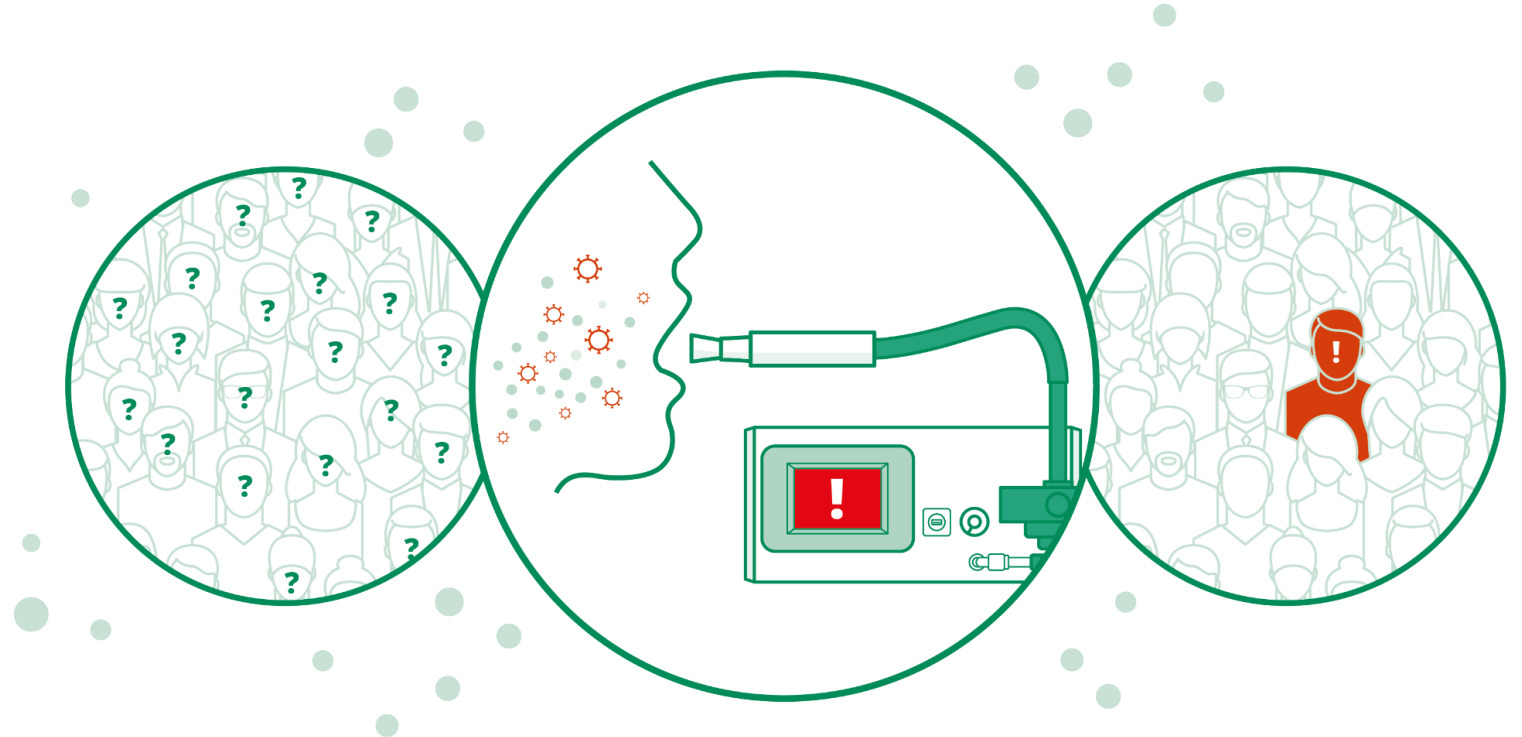
The background is a composite image of a large stadium. The left side shows the green pitch and tiered seating in red and blue under a clear blue sky. The right side shows the interior of the stadium with a high ceiling, metal trusses, and bright stage lights. At the bottom, the silhouettes of a crowd of people are visible against a bright light source.

# **Identifying the risk of infection & preventing the spread of viruses**



## Determining the number and size of exhaled aerosols

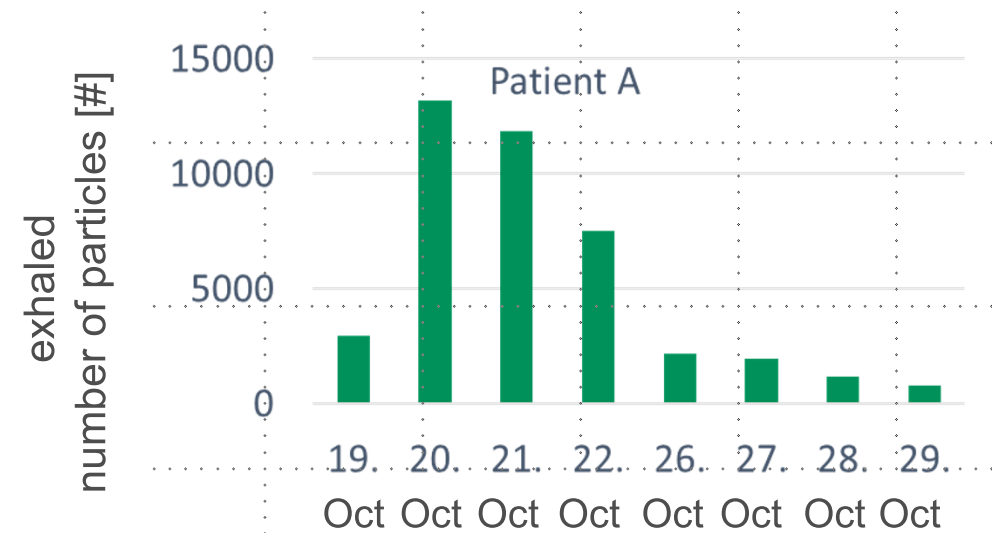
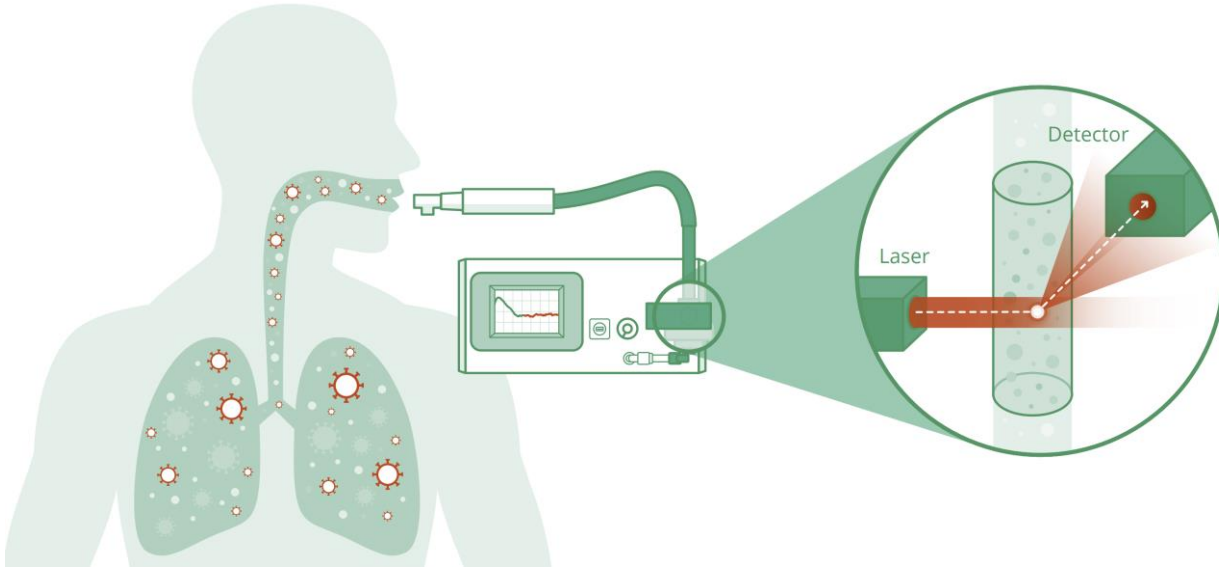
- Detection of super spreaders / infection drivers
- Diagnosis of disease progression





## Example of the disease progression for a SARS-CoV-2 infected person in October 2020

- Only about 10% of infected people spread the virus further and breathe out more aerosols / viruses
- These "super-emitters" can be detected / measured
- "Super-emitters" exhale up to a factor of 100 more aerosols than healthy persons





## The lung as source of aerosols and information

- A completely new measuring device for infection control
- The measured information offers potential for medical diagnosis
- A study is currently conducted at the Frankfurt University Hospital where 80 SARS-CoV-2 infected persons were measured
- The data is comparable to the first X-ray image, the available information offers many possibilities for analysis

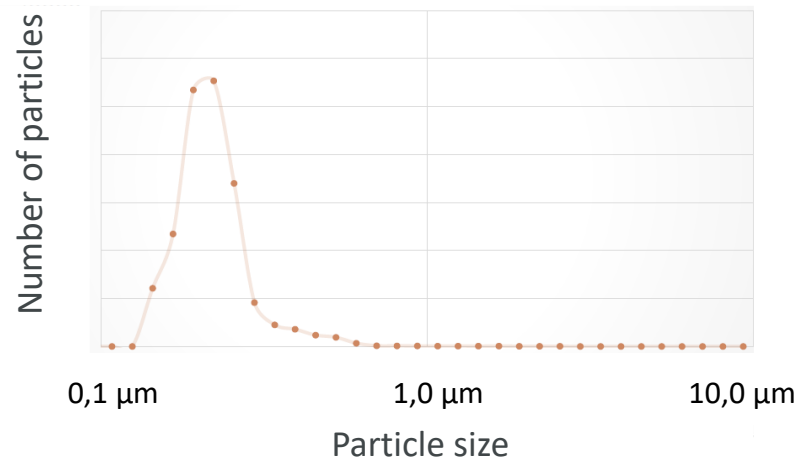


*Bertha Röntgen has to sit still for more than half an hour on 22 December 1895. That is how long her husband Wilhelm Conrad Röntgen irradiates her hand. Bertha's patience is rewarded: today, the image is considered the most spectacular X-ray image*

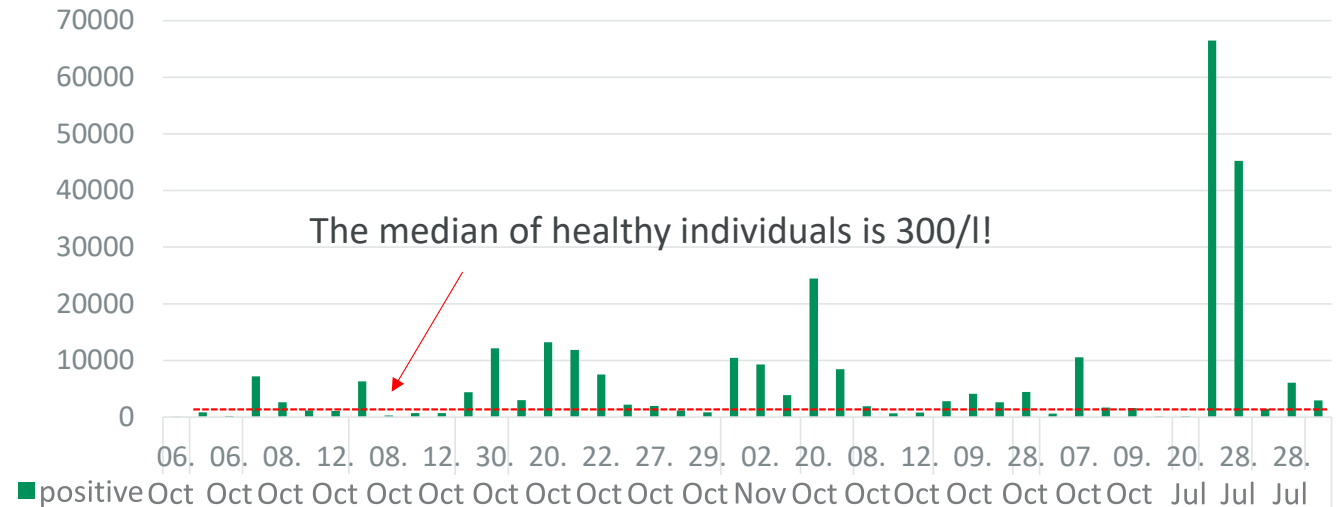


## The lung as source of aerosols and information

### Measured particle size distribution of an infected person



### Measured particle counts of several infected persons







**Keep breathing, we will take care of it....**









**ihse.**  
KVM & Beyond

**Dr. Enno Littmann**  
CEO - IHSE



## KPIs

€34m

FY20 Revenue

10%

15–20 Revenue CAGR

35%

FY20 EBITDA margin

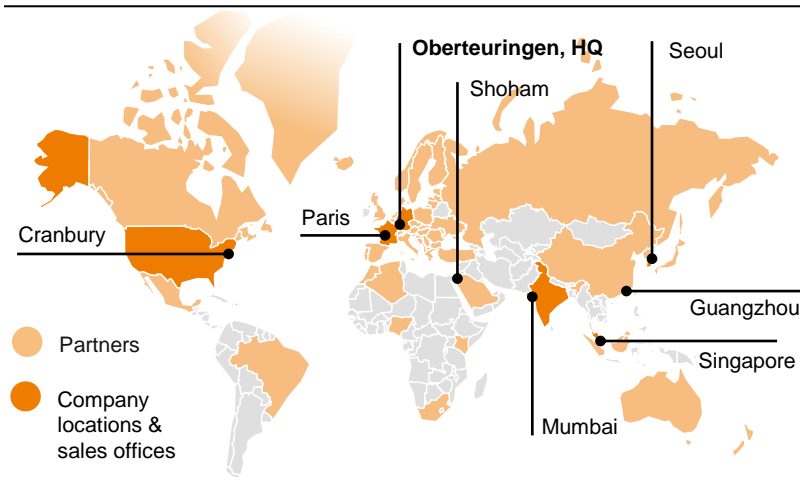
~125

Employees

## Company overview

- A leading provider of high-performance KVM network technology with over 30 years of experience
- In-house hardware and software development with brand new production facility
- Established go-to technology for highly secure mission-critical applications
- Low latency, fast switching and fully redundant system architecture

## Global presence directly and through partners



## Unique selling proposition

### Flexibility

- Modular
- Customizable
- Easy to integrate
- Compatible
- Scalable

### Security

- Redundant
- 100% uptime
- Fail-safe
- Physical isolation
- Access control

### Speed & Quality

- Real-time
- 4K standard, 8K and beyond
- Lifetime guarantee
- Referenceable clients

## Diversified customer base

### Entertainment



### Industrials



### Air Traffic



### Utilities



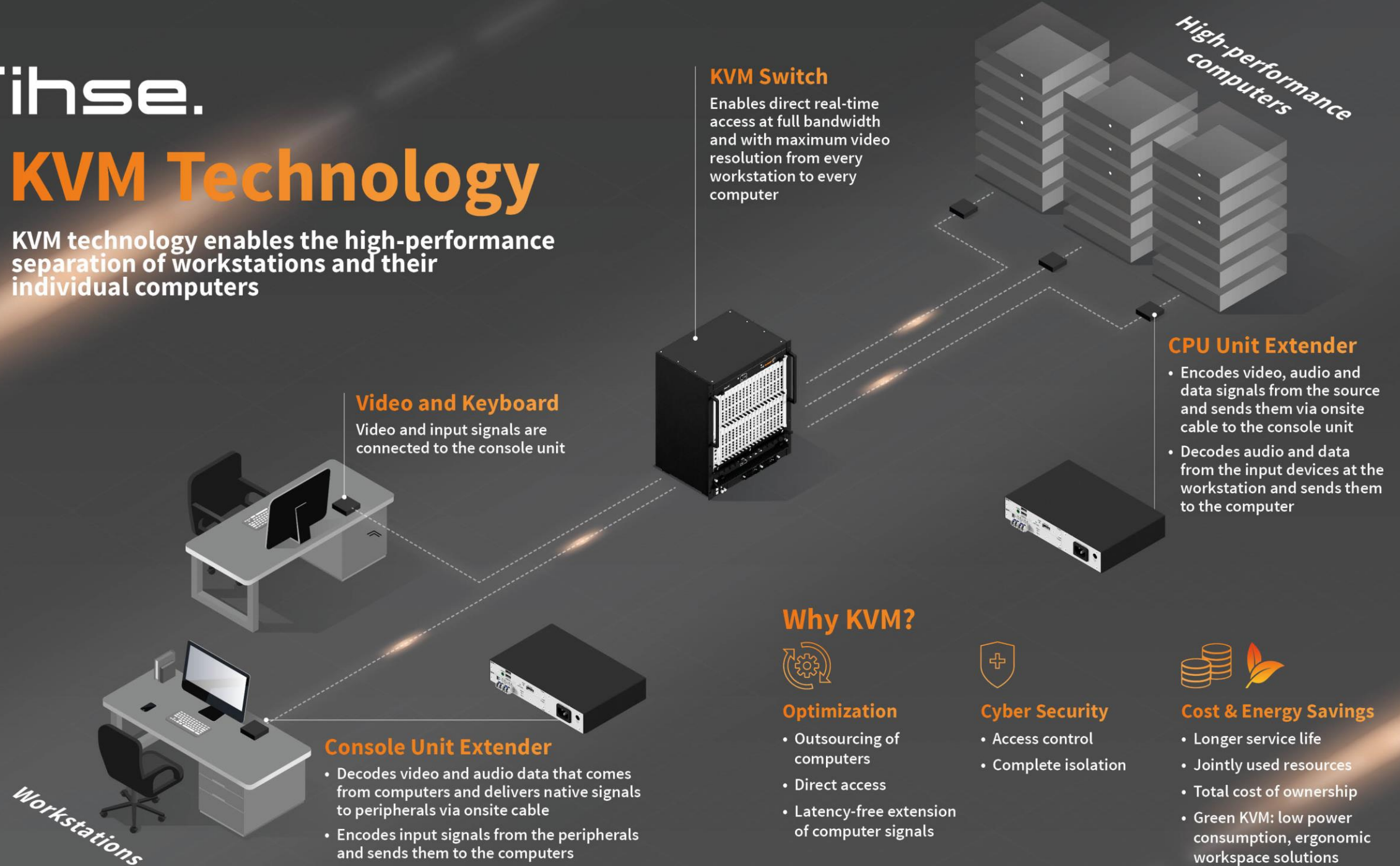
Other verticals e.g. Healthcare, Government & Defense, Transportation, Education, Automotive, Finance...



ihse.

# KVM Technology

KVM technology enables the high-performance separation of workstations and their individual computers





# ihse. Selected product innovation

## TREND

Mobility

## CLIENT / PROJECT

**Project  
ALFRIED**  
Germany

## APPLICATION

Utilities and  
transportation

### ALFRIED<sup>1</sup> is a program for automated and connected driving in logistics

- Control and optimization of the heterogeneous traffic of the future with traditional and autonomous road users, including public transport
- The project is funded by the German Federal Ministry of Transport and Digital Infrastructure (BMVI) and will be carried out on a test track in real traffic in Friedrichshafen



### Contribution of IHSE

- As an expert for mission-critical data transmission, IHSE leads the workstream "Smart City Control Centre" within the project
- The task is to develop a concept for a control centre, which will be implemented and evaluated within the framework of the innovation lab
- A particular challenge is the integration of immense data streams from a wide variety of sources into the "mobility data room" and the development of a corresponding cyber security policy
- Special equipment is being developed specifically for the project in accordance with the so-called KRITIS criteria for critical infrastructures



# ihse. Selected product innovation

## TREND

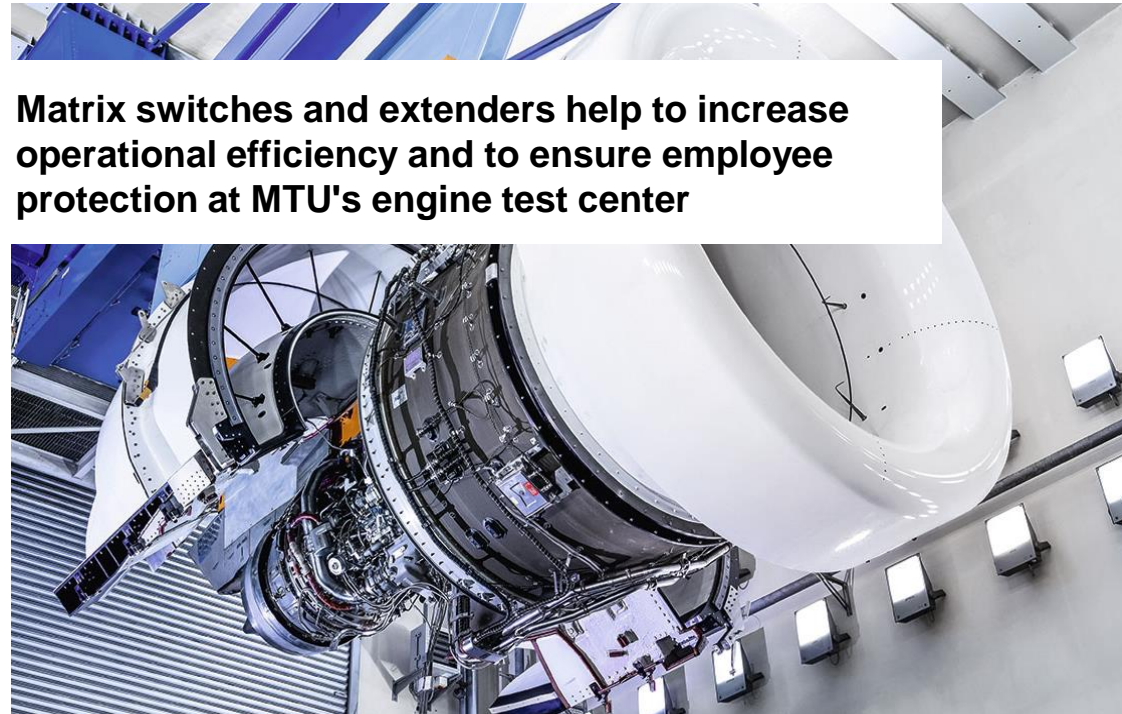
Smart  
Factory

## CLIENT / PROJECT

**MTU**  
Germany

## APPLICATION

Industrial / Corporate



Matrix switches and extenders help to increase operational efficiency and to ensure employee protection at MTU's engine test center



## Contribution of IHSE

- The test control station and the actual test laboratory are physically separated to ensure protection from noise and potential hazards (e.g. engine damage)
- Improved operational efficiency through increased network uptime and equipment availability





# ihse. Selected product innovation

## TREND

Mobility

## CLIENT / PROJECT

**ERAM**  
USA

## APPLICATION

Aerospace

The U.S. civil air traffic control system relies on IHSE's high-end KVM and AV solutions to increase operational efficiency and to enable fail-safe management of all flights for Project ERAM (En Route, Modernization, Automation)



## Contribution of IHSE

- Track 74% more aircrafts simultaneously through higher data availability
- Three-tier redundancy concept that increases reliability and enables 24/7 operation
- Improved operational efficiency, reduced emissions and reduced workloads
- Seamless support of dedicated air traffic management equipment





# ihse. Continuous internationalization

## Successful expansion into South Korea



- In addition to the hub in Singapore, expansion in Asia continues with the successful opening of a sales office in Seoul
- The sales office is expected to provide improved service and support to Korean customers and strengthen the IHSE brand in the Korean market
- The new office will be headed by IHSE's current sales manager for the Korean market



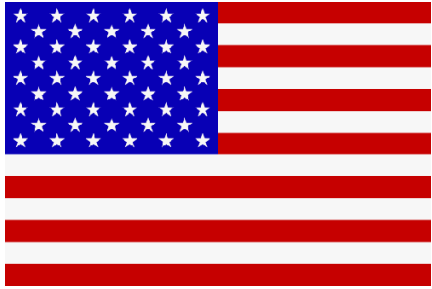
## Strengthened presence in China



- With the opening of IHSE China in Guangzhou, IHSE takes the next step into the strategically important growth market China
- An experienced general manager was hired from one of the local distributors
- In addition, the local office should enable IHSE to be less affected by travel restrictions than it was during the COVID pandemic







## NIAP certification

- The National Information Assurance Partnership (NIAP) is responsible for the implementation of the "Common Criteria" in the US
- The certification relates to the hardware security space, which is explicitly relevant in the US
- NIAP certification primarily addresses customers in the US market and therewith further improves the competitiveness of IHSE in the US
- Currently in process of certification
- Simultaneously, the European certification according to "Common Criteria" is being carried out at FMV in Sweden





## IHSE Draco SIRA

- Remote gateway via IP interface
- Provides real-time remote access to a Draco tera KVM matrix via LAN, CAN or WAN
- Remote users access the matrix via HTML 5.0 browser, client software or Draco SIRA User Station
- The new IP module Draco SIRA CON (Secure IP Remote Access) increases the flexibility of the Draco tera matrix series
- Encrypted signal transmission over IP ensures intellectual property protection while still providing highly flexible access to matrix-connected target devices from remote locations over private or public networks
- Video resolutions of up to 4K
- Draco SIRA CON is compatible with Draco vario extender series and Draco vario cases



# ihse. References





ihse.



The background is a deep blue gradient. On the left side, a dense cluster of thin, white, fiber-optic-like lines radiates outwards towards the right. Interspersed among these lines and across the entire background are numerous out-of-focus circular light spots, or bokeh, in various shades of blue and white, creating a sense of depth and light refraction.

# Break





# BIKELEASING

Your company bike provider

Bastian Krause - CEO



# BIKELEASING

The leading digital B2B leasing platform

- ✓ Currently over 25,000 companies on the platform
- ✓ With an underlying workforce of around 1,2m employees
- ✓ New customers in 2021 (YTD): 7,591 with 333,338 employees
- ✓ Approx. 5,000 retailers

Awarded by

**ERGO**

Reference Customer



Among others, these companies also already trust Bikeleasing





# History

## Foundation 2014

of Enerbike by  
Bastian Krause

**ENERBIKE**

## as of 2016

Paul Sinizin joins the  
company and the  
model is expanded to  
include retailers

## 2019

Integration of  
insurance broker  
IRAGON

## 2020

Strategic  
acquisition of  
Hofmann Leasing

## 2021

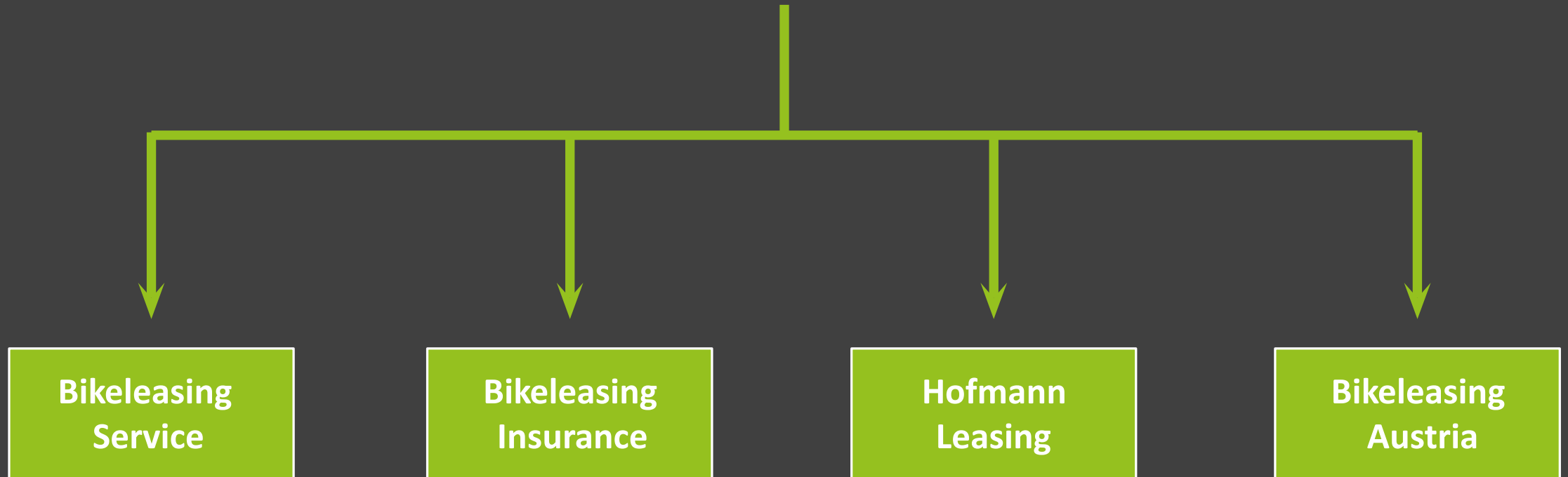
Start  
Austria

	2016	2017	2018	2019	2020	2021 (YTD)
Leasing contracts	2,400	8,900	15,500	33,000	64,000	46,764
Employees	3	20	64	94	160	172
Companies	287	1,200	4,800	10,300	20,300	27,200



Status 2021

# BIKELEASING





# The Bikeleasing Offer

The Bikeleasing offer is aimed at companies that want to **motivate their existing employees** and **retain** them for the **long term**, as well as attract new employees.

In doing so, any company can offer its employees **great benefits** at **no effort** or financial expense on their part!





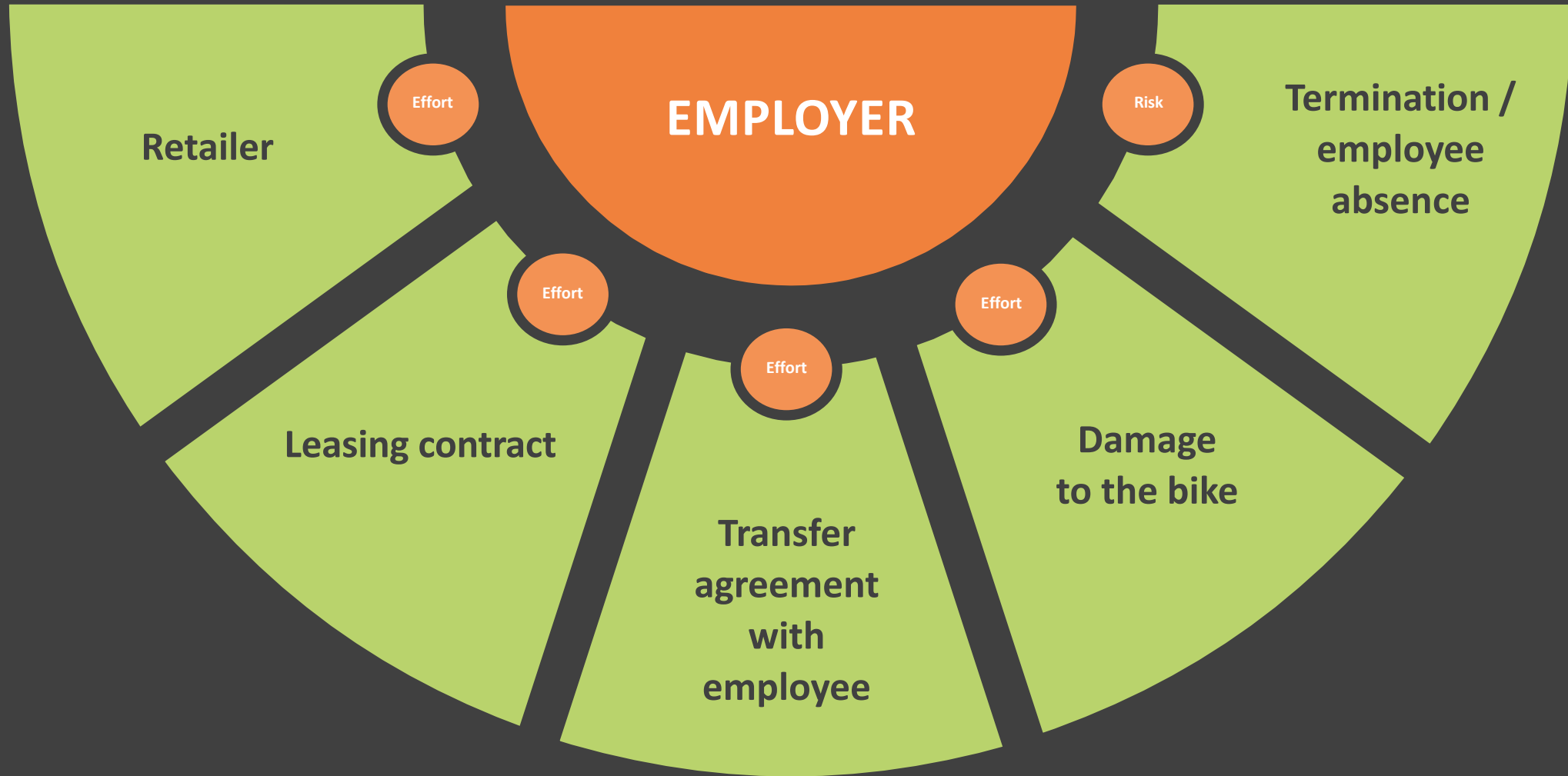
# The Facts

Since 01.01.2020, company bikes are taxed according to the new 0.25% rule

- ✓ 0.25% rule:  
0.25% of the gross list price of the bicycle (1% of the quarter of the manufacturer's recommended retail price rounded down to a full 100 euros) is added to the employee's taxable salary (so-called non-cash benefit). By taxing the non-cash benefit, the private use of the bicycle is expressly permitted.
- ✓ If the costs are fully covered by the employer, there is no salary conversion for the employee and thus no taxation of the non-cash benefit (applies to bicycles and pedelecs up to 25 km/h).
- ✓ For s-pedelecs (up to 45 km/h), the 0.25 % rule always applies, regardless of who bears the costs of the leasing.

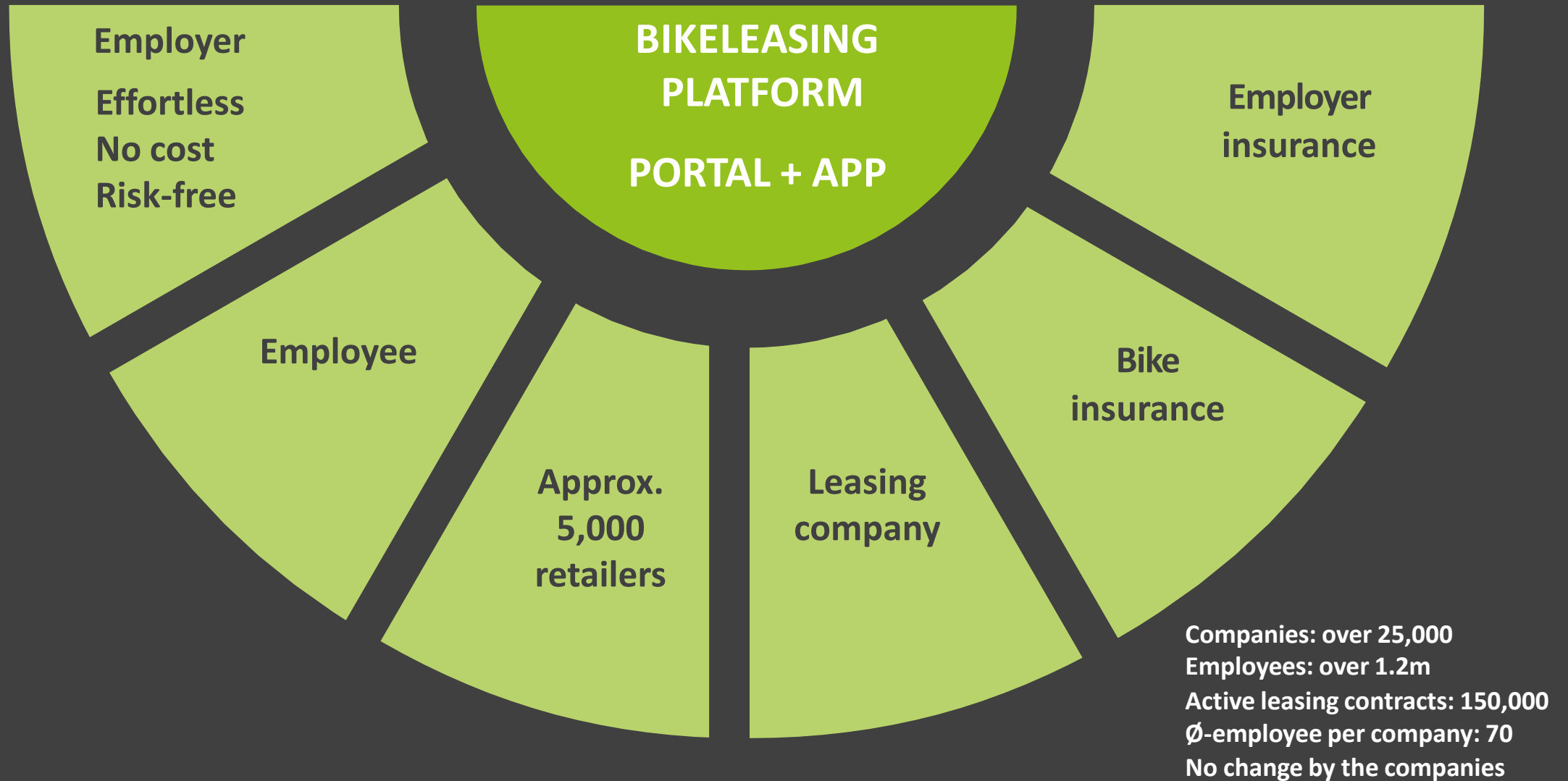


# Why is Bikeleasing so successful?





# Why is Bikeleasing so successful?





# Digital B2B Plattform

For the highly automated arrangement and management of leasing contracts

*The complete process, from onboarding of the employer, employees ordering the bicycle from the retailer, through to the processing of damage claims is highly automated and carried out via the inhouse digital platform and mobile app.*

Overview, administration & evaluation  
of all leasing contracts under

[www.portal.bikeleasing.de](http://www.portal.bikeleasing.de)

Administration, damage claims,  
takeover offers, service appointments

[www.bikeleasing.de/app](http://www.bikeleasing.de/app)

The screenshot shows the BIKELEASING web portal. On the left is a navigation menu with options like 'Alle Verträge', 'Arbeitgeber Versicherung', 'Downloads', 'Kontakt', 'Einstellungen', and 'Informationen'. The main content area is titled 'NEUES VON BIKELEASING' and features several tiles: 'Portal Erklärvideo', 'iOS-App', 'Versicherungshandbuch', '0,25% - Regelung', and 'Berechtigungskarten'. Below this is a table titled 'Leasingverträge' with columns for Status, Nutzer-ID, Arbeitnehmer, Antragsdatum, Kaufpreis brutto, Marke, and Modell. The table lists three active leasing contracts.

Status	Nutzer-ID	Arbeitnehmer	Antragsdatum	Kaufpreis brutto	Marke	Modell
Freigabe Arbeitgeber erforderlich	NTF-4586	Testnutzer Blackbit	17.04.2019	2.895,00 €	Kabike	X-Duro
Freigabe Arbeitgeber erforderlich	YL4H-80175	Cassandra Tim	03.09.2019	700,00 €	BMC	Teammaschine
Freigabe Arbeitgeber erforderlich	VXKH-2768	Testnutzer Arbeitnehmerportal	11.08.2020	1.206,00 €	Kona	X





# Advantages of the Bikeleasing concept

## Advantages for employers

- ✓ Employee motivation & retention
- ✓ Improvement of employee health
- ✓ Reduction of non-wage labor costs by way of salary conversion
- ✓ Positive publicity through sustainable environmental protection
- ✓ Improvement of CO2 footprint & parking space situation
- ✓ Free of charge and low effort

## Advantages for employees

- ✓ High-quality company bike
- ✓ Tax advantage by way of salary conversion
- ✓ Significant savings compared to cash purchase
- ✓ 100% private use possible
- ✓ Insurance included
- ✓ Fast and uncomplicated processing at your retailer
- ✓ Leasing can be subsidized by employer



# Calculation example

Unmarried employee, gross salary 3,000.00€, income tax class 1, no children, pension insurance obligation, statutory health insurance: 14,6%, 1% additional contribution, church tax: yes, employer is entitled to make input tax deductions, term: 36 months, *insurance rate class "Premium" is paid by employer, insurance rate class "inspection plus" is paid by the employer*

## Bike type: bike or E-Bike

Gross purchase (MSRP): 2,399.00 €

□ Gross purchase price: 2,908.80 €  
incl. insurance package "premium" and  
"inspection plus"

The actual monthly net  
charge for the employee is  
only:

38.68 €

**Total instalments:** 1,392.48 €  
during the 36 months

**Total costs:** 1,824.30 €  
incl. takeover price in case of takeover

**37%**  
**savings**

compared to cash  
purchase!

Non-binding example calculation.

In this example, the employee saves 37% by way of salary conversion compared to a cash purchase at a retailer.

The taxation of the non-cash benefit in the amount of 0.25% of the gross list price of the bike is already taken into account in the calculation example.

**Enter company code in the app now and calculate your advantage!**

The values displayed are a non-binding calculation example. The individual savings depend on the salary and the tax class. For an individual check, please contact your tax advisor!

**Calculate your  
advantages online now!**

[www.bikeleasing.de/leasingrechner](http://www.bikeleasing.de/leasingrechner)





# Vision

- ✓ **Strengthening of current market position**

less than 30% of all employees in Germany have the option to lease a company bike

- ✓ **Increasing the employee penetration rate at companies that are already connected**

- ✓ **Entering new countries**

- ✓ **Integration of new business areas at our 25,000 connected companies ➡ Transition towards a fully comprehensive social benefits platform**



# BIKELEASING

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37170 Uslar

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Headquarter: Vellmar

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Web: [www.bikeleasing.de](http://www.bikeleasing.de)  
Facebook: [www.fb.me/bikeleasing](http://www.fb.me/bikeleasing)

Leasing calculator  
[www.bikeleasing.de/leasingrechner](http://www.bikeleasing.de/leasingrechner)





# BIKELEASING



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