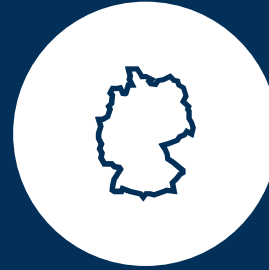


The Gateway into German Mittelstand Technology Champions

November 2022

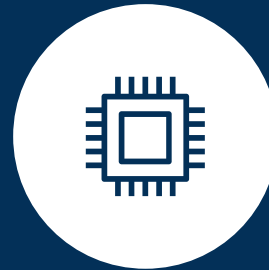
Elevating Champions



**We know
Germany.**



**We know
Mittelstand.**

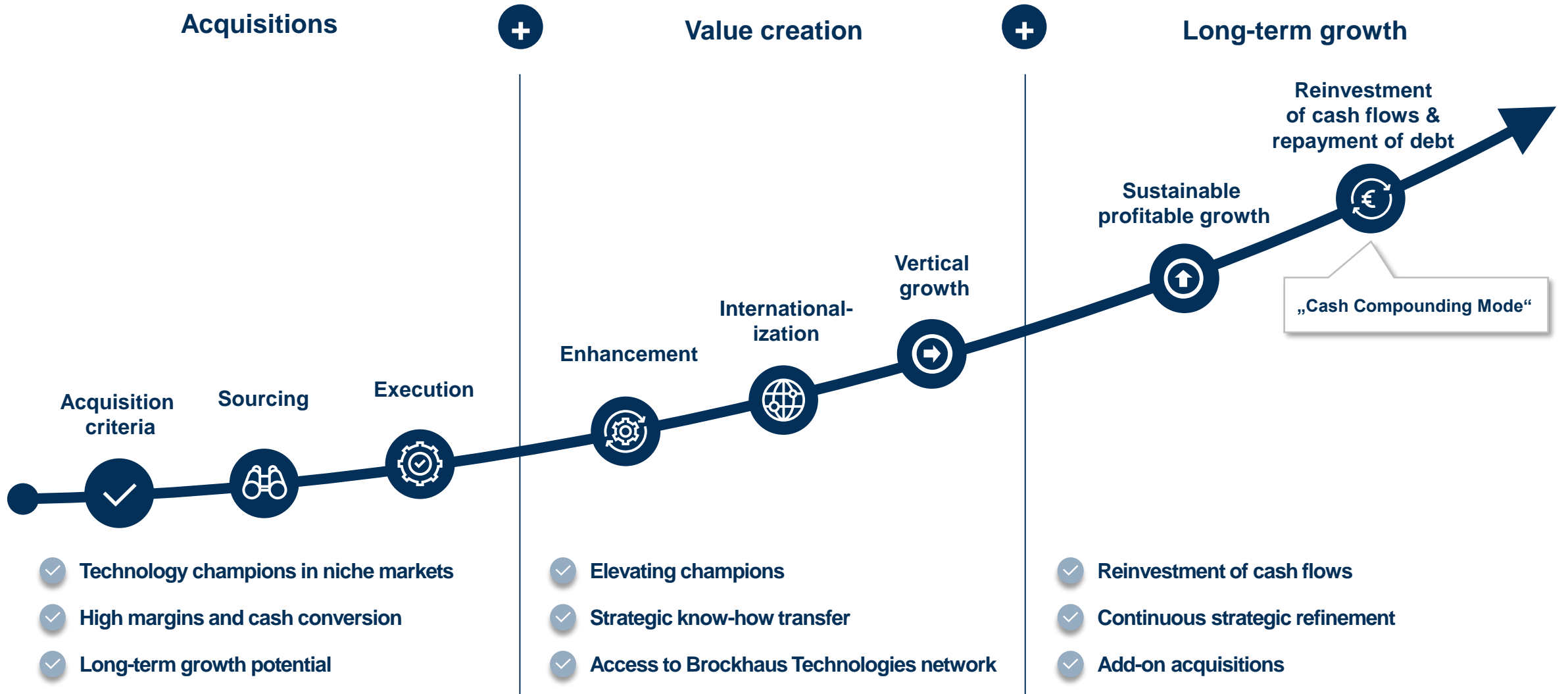


**We know
Technology.**

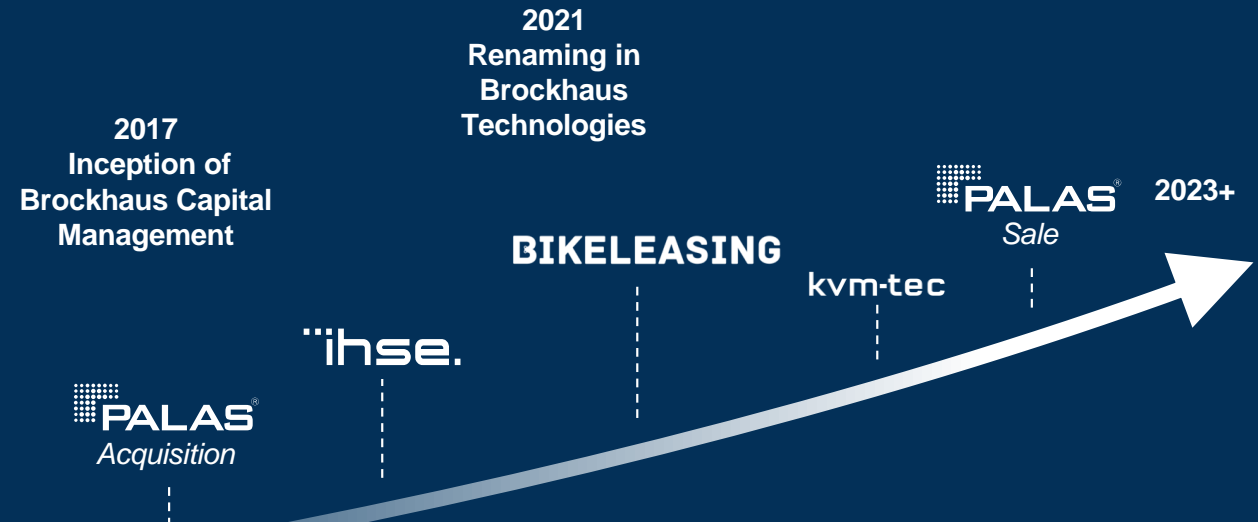
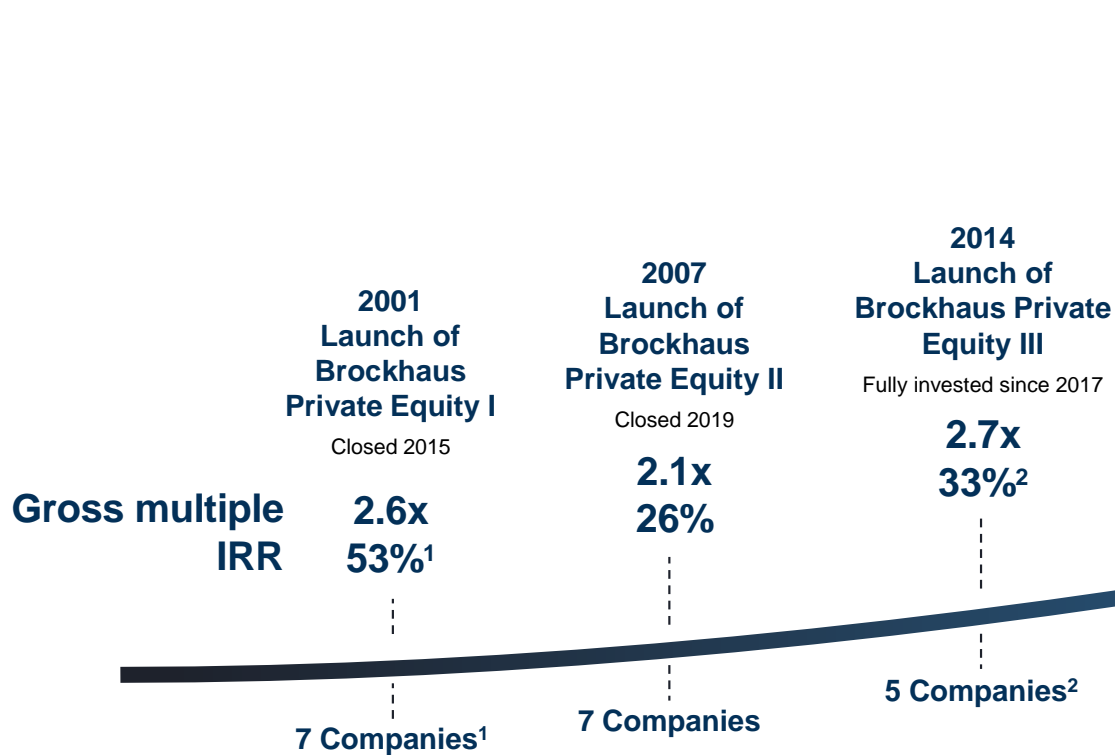


**We acquire
Champions.**

Building one of Germany's leading technology groups



>20 years track record of delivering strong returns to investors



- ✓ Long-term oriented technology group
- ✓ 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.

Revenue 2021¹ (ex Palas)²

€105m

Headquarters

Frankfurt

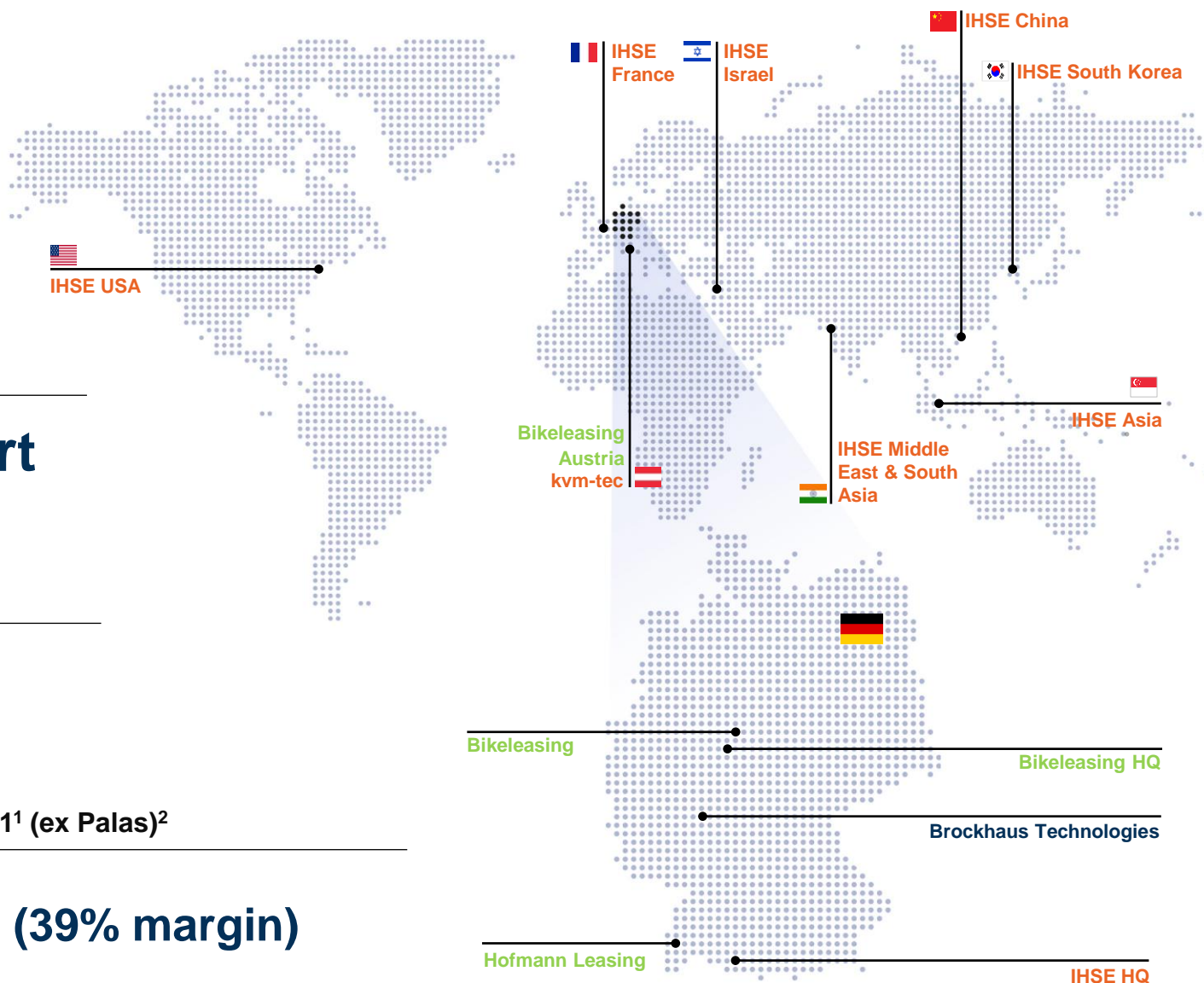
Germany

Employees

~330

Adj. EBITDA 2021¹ (ex Palas)²

€41m (39% 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



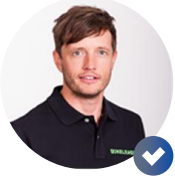
Yannick Moyles-Johnson
Operations

EXECUTIVE COMMITTEE

Subsidiary management

Owning ~7% of BKHT share capital

BIKELEASING.DE



Bastian Krause
Co-CEO



Paul Sinizin
Co-CEO



Dr. Enno Littmann
CEO



Michael Spatny
CSO



Olaf Trittel
CFO

ihse.

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

Group forecast FY 2022 adjusted

solely due to
deconsolidation of Palas

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

Revenue
before PPA

€130m - €135m

(2021: €105m | +24 to +28%)

(Forecast pre Palas deconsolidation: €150m - 155m)

Adj. EBITDA margin

35%

(2021: 39%)

(Forecast pre Palas deconsolidation: 35%)

corresponding
Adj. EBITDA

€46m - €47m

(2021: €41m | +11 to +16%)

(Forecast pre Palas deconsolidation €53m - 54m)



High value realization through sale of Palas after successful further development under the roof of Brockhaus Technologies

Development since acquisition by BKHT in Dec. 2018



Almost doubling of revenue (~€12m to ~€21m), EBITDA (~€3m to ~€7m) and EBIT (~€3m to ~€6m) from 2018 to 2021



Successful international expansion with market entry and strong expansion in Asia

founding subsidiaries in Hong Kong and Shanghai as well as establishing a local team of ~10 employees



Setup of scalable structures for further growth e.g. by expanding the management

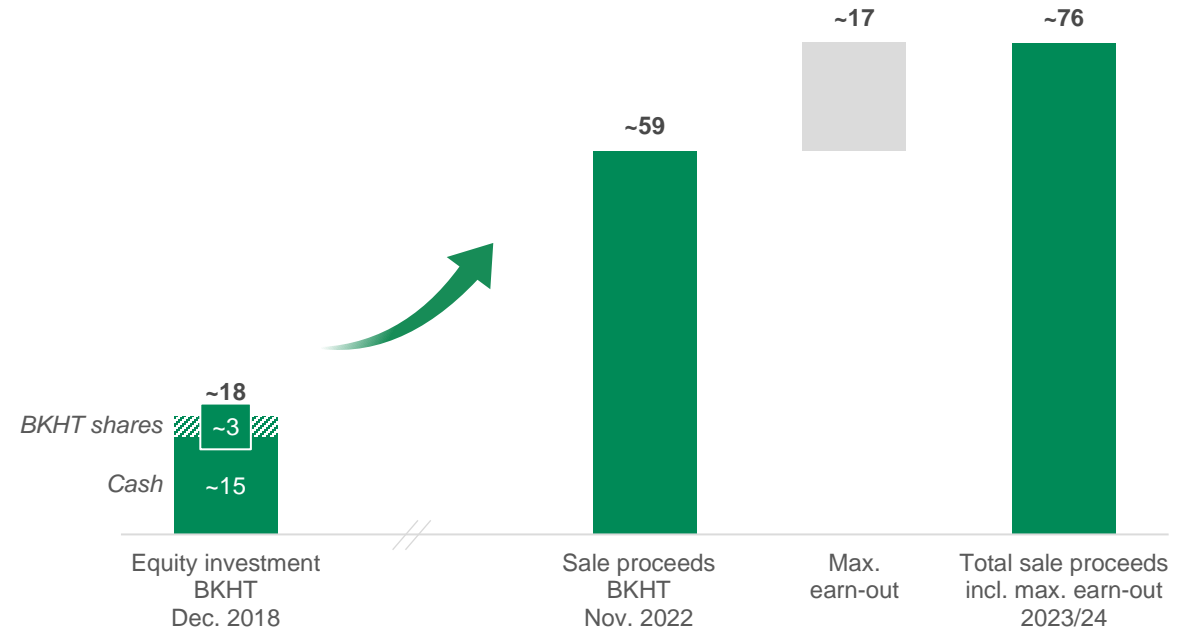
including hiring a CSO and CFO as well as establishing an advisory board consisting of industry experts from the BKHT-network



Implementation of a targeted growth strategy into new markets and applications

e.g. in the unregulated market or through the proprietary-developed data platform for air quality monitoring my-atmosphere.net

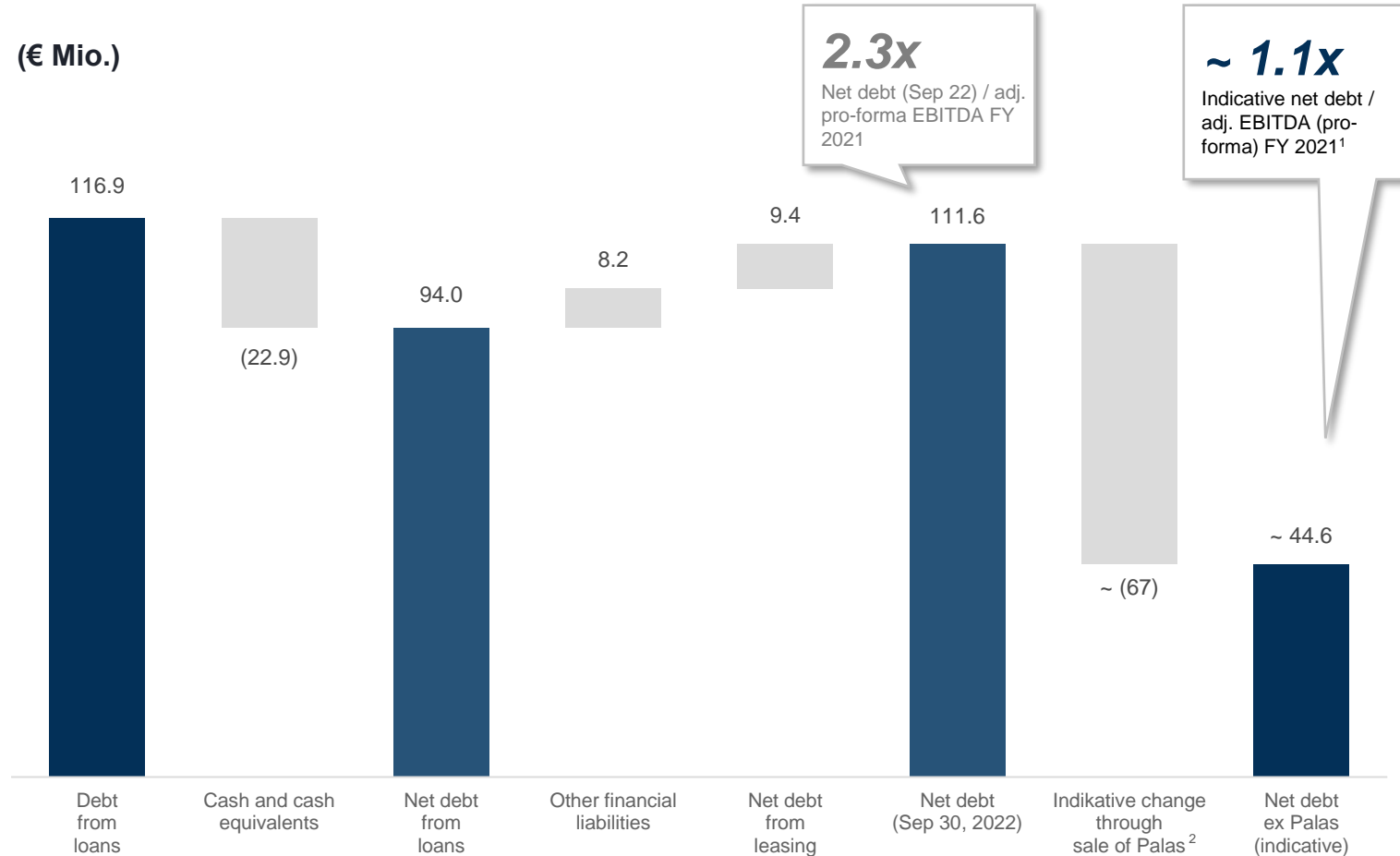
Value realization through sale of Palas



Solid balance sheet

Indicative net debt ex Palas

(€ Mio.)



Highlights



Available financing capacity driven by significant deleveraging allows for future growth through new acquisitions



Very conservative leverage ratio of indicative ~1.1x EBITDA 2021 (target value of ~2.5x)



High balance sheet quality underlining resilience of our business

BIKELEASING.DE B2B FinTech for employee benefits

KPIs FY2021¹

€73m

Revenue¹

€40m

Adj. EBITDA¹

55%

Adj. EBITDA margin¹

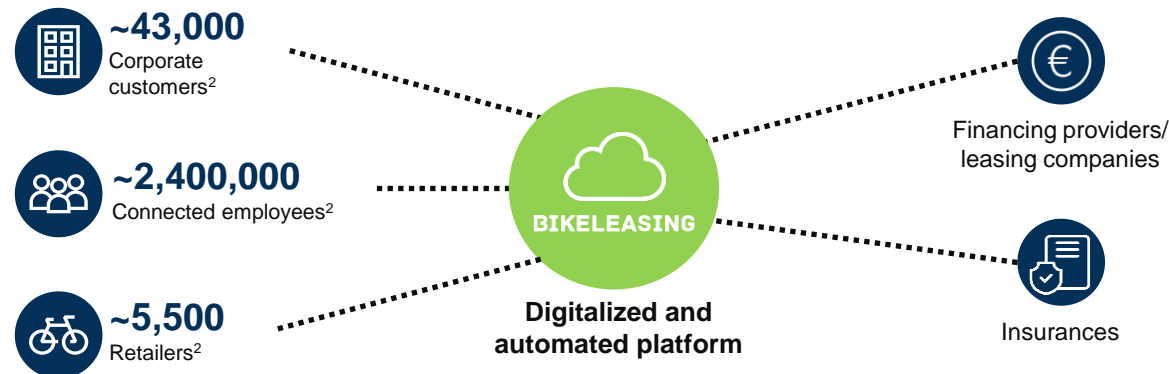
~162

Employees

Company overview

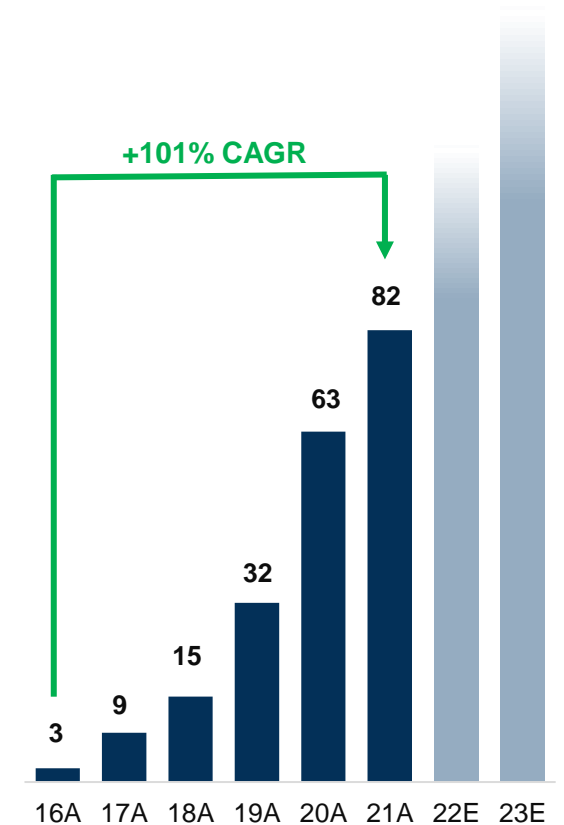
- Bikeleasing as a FinTech provides B2B customers with a leading digital platform for leasing of employee benefits (today bicycles)
- The Platform enables the highly automated connection between retailer, employee, employer, financing provider and insurer
- Mainly transaction-based business model with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

The Bikeleasing platform



Exceptional platform performance

in thousand new leasing objects

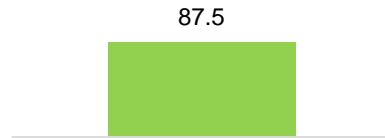


On continued strong growth path

Financial results 9M 2022¹ (€m)

Operational update

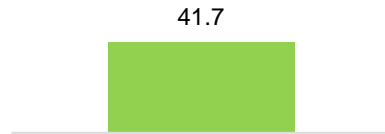
Revenue
(before PPA)



+43% to ~99,000

of facilitated bikes in 9M 2022

Adj.
EBITDA



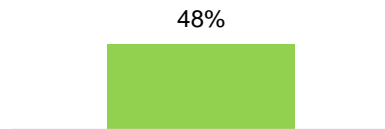
~43,000

of total corporate customers with

~2.4 million

connected employees

Adj.
EBITDA
margin



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

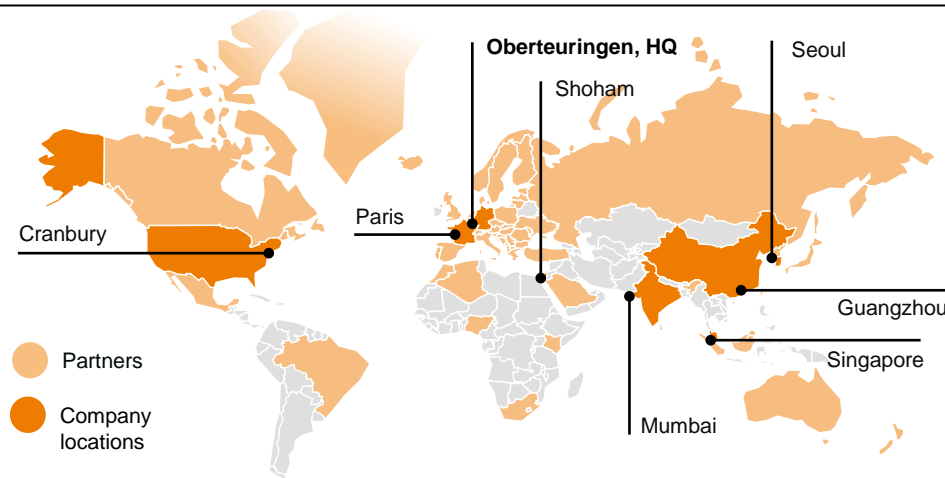
~154

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

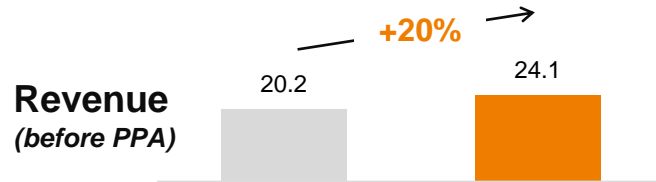


Converters & accessories



Strong rebound and back on growth-track

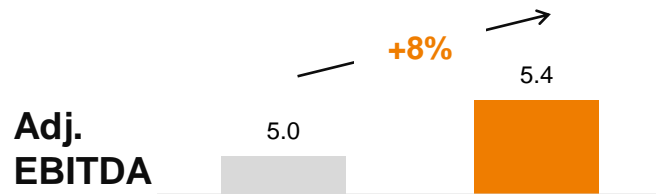
Financial results 9M 2022 (€m)



Operational update

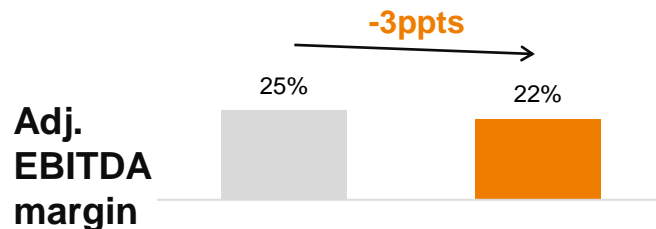
Strong rebound with +20% revenue growth

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

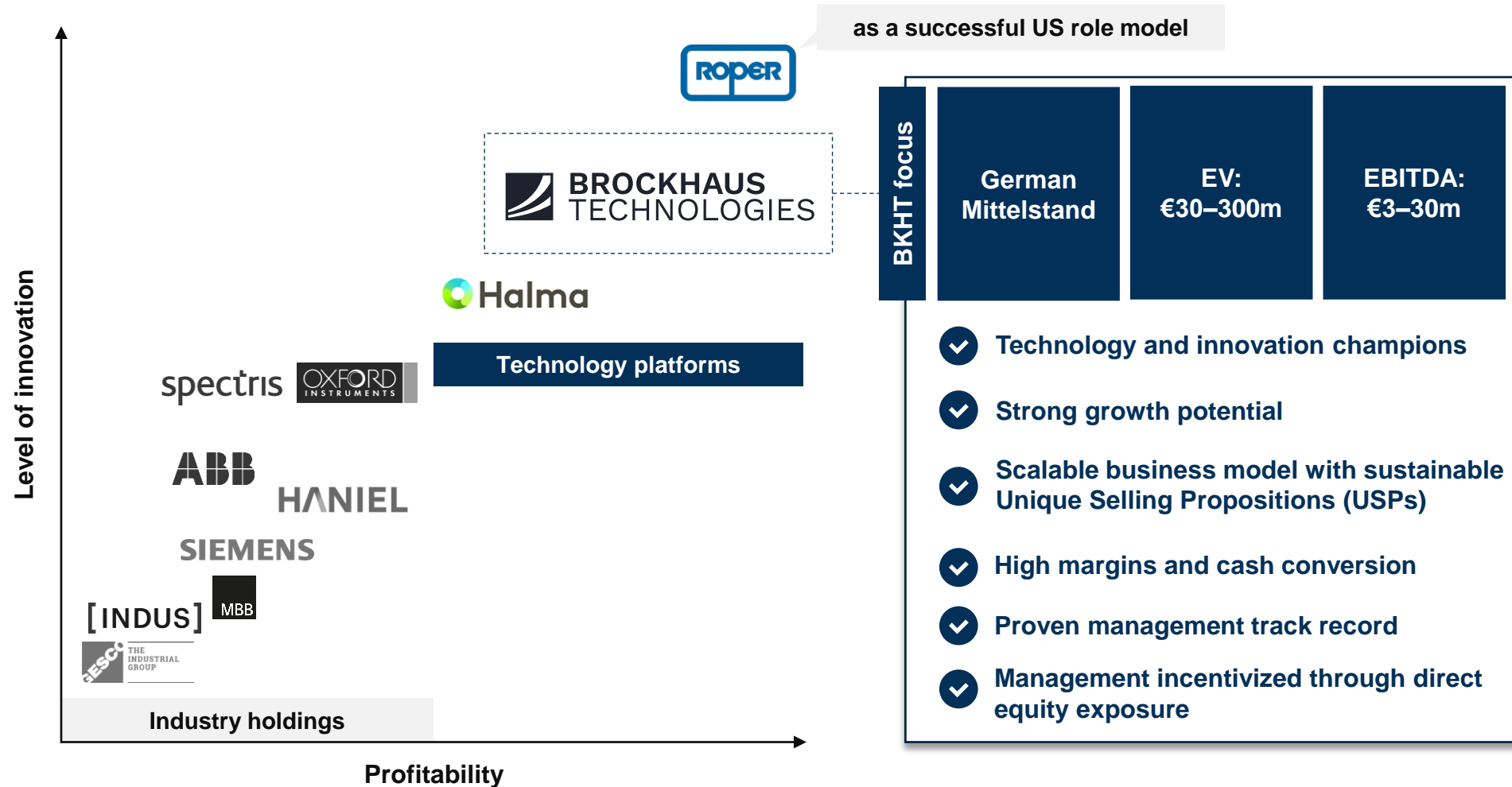


Growth in currently under-penetrated end markets (e.g. healthcare, industrials or e-sports)



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

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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