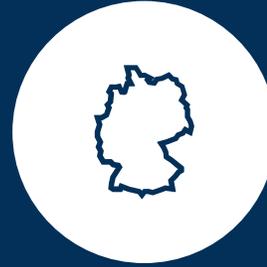


Elevating Champions

COMPANY PRESENTATION

December 2021

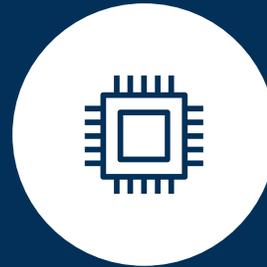
The Gateway into German Mittelstand Technology Champions



**We know
Germany.**



**We know
Mittelstand.**

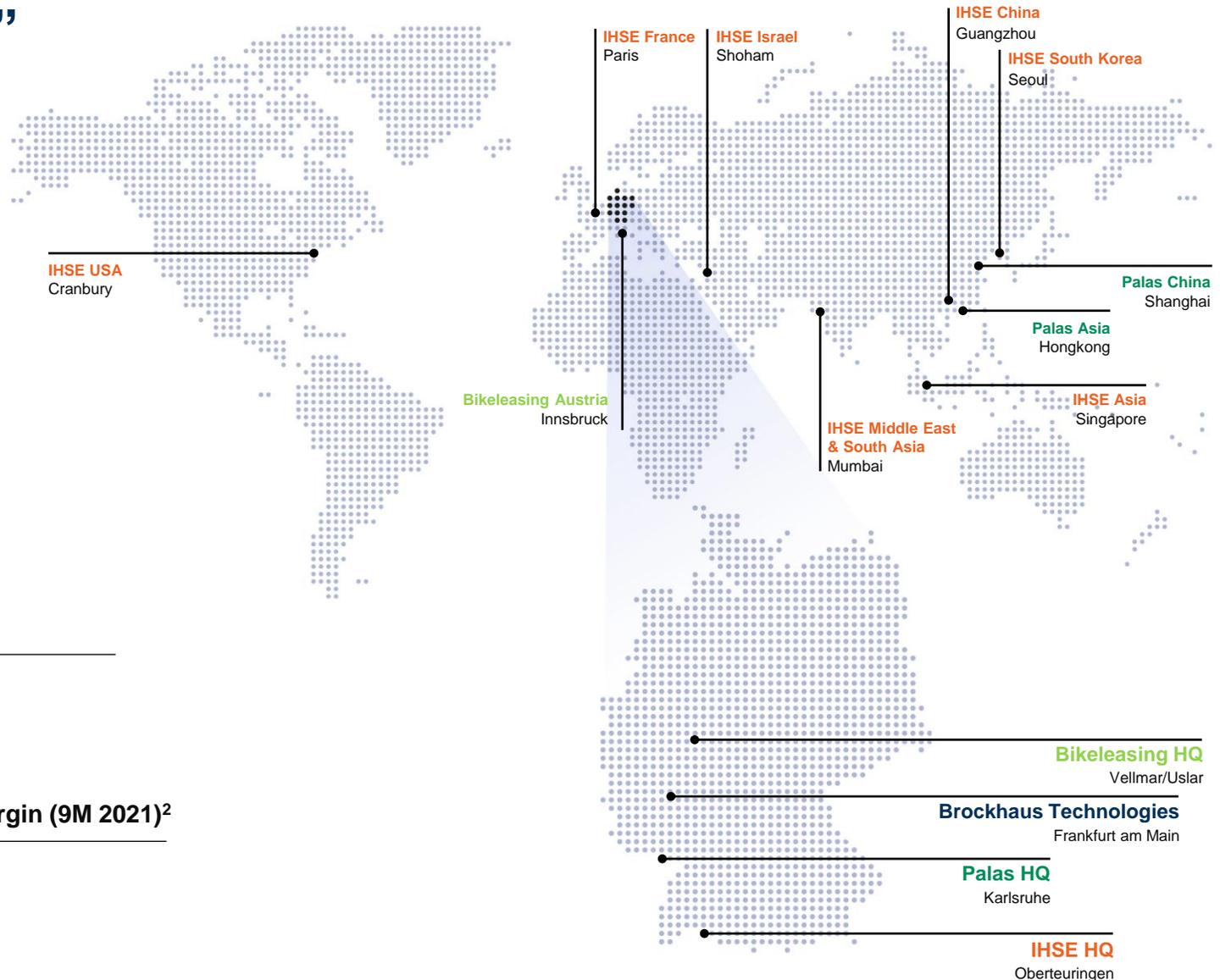


**We know
Technology.**



**We acquire
Champions.**

Delivering “made in Germany” technologies to the global marketplace



Established as technology group

2017

Subsidiaries



Pro forma revenue (9M 2021)²

€86m

Headquarters

Frankfurt

Germany

Employees¹

~360

Pro forma adj. EBITDA margin (9M 2021)²

34%

KPIs

€18m

FY20 Revenue

25%

17–20 Revenue CAGR

35%

FY20 EBITDA margin

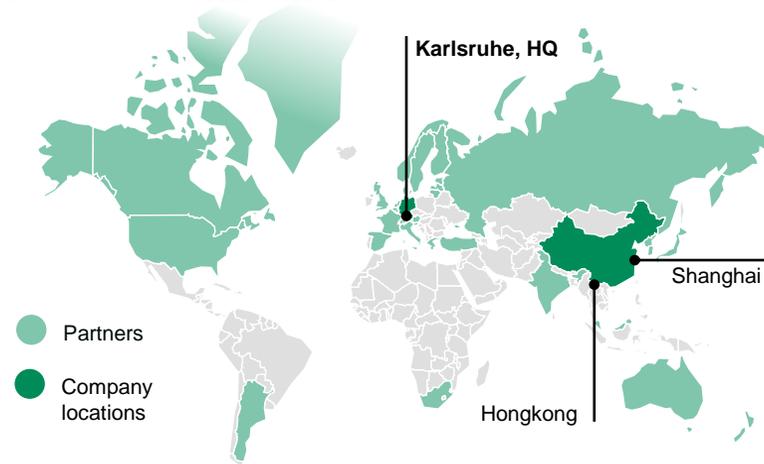
~95

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



Products (selected)



Filter Test Rigs



Air Quality



Fine Dust Monitoring Devices

Diversified customer base

Pharmaceuticals



Manufacturing



Public institutions



Automotive



Other verticals e.g. cities/municipalities, Chemicals, Universities etc.

KPIs

€34m

FY20 Revenue

10%

15–20 Revenue CAGR

35%

FY20 EBITDA margin

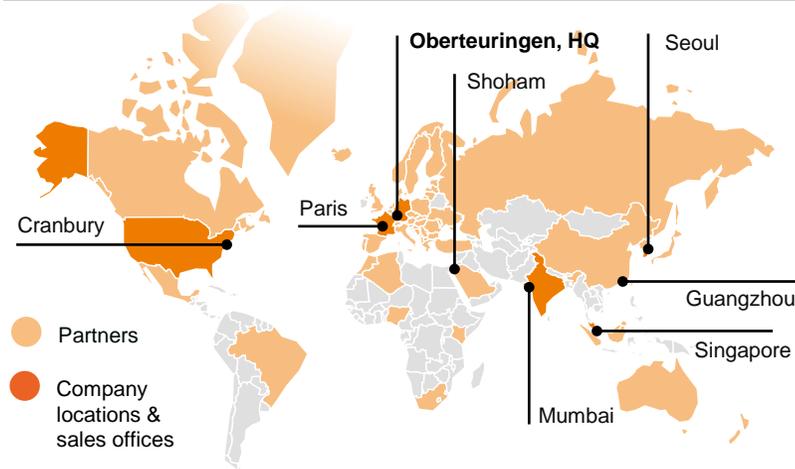
~125

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



Products (selected)



Extenders



Switches



Converters & Accessories

Diversified customer base

Entertainment



Industrials



Air Traffic



Utilities



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

BIKELEASING Business overview

KPIs

€41m

FY20 Revenue¹
(IFRS)

+170%

18–20 Revenue CAGR²
(German GAAP)

43%

FY20 EBITDA margin¹
(IFRS)

~130

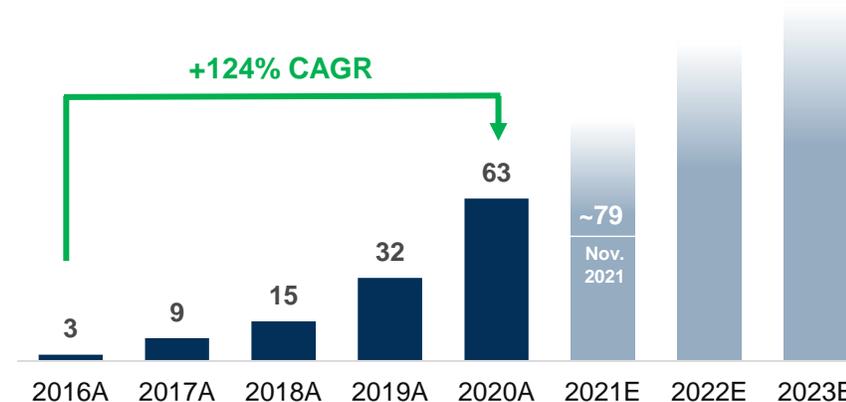
Employees

Company overview

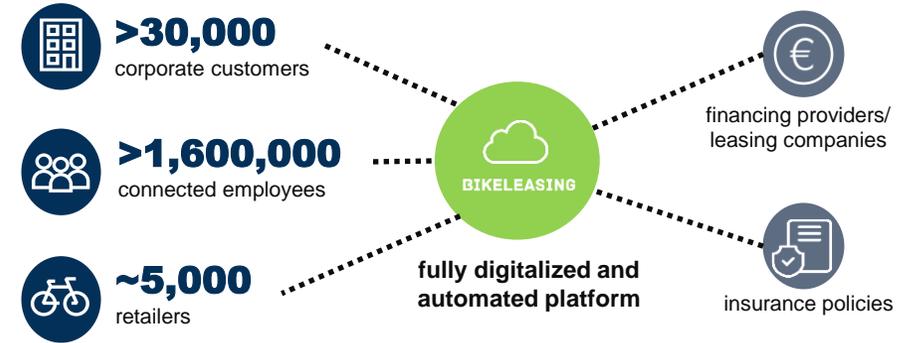
- Bikeleasing (“BLS”) is a leading digital platform for the facilitation and management of B2B leasing contracts
- BLS’s platform enables corporates to offer their employees (bicycle) leasing by way of gross salary conversion, thus creating high tax benefits
- Founded in 2015, BLS Group currently employs ~130 employees and is headquartered in Vellmar, Germany

Exceptional platform performance

[in thousand new leasing objects]



Unique selling proposition



Clear focus on “Mittelstand” customers



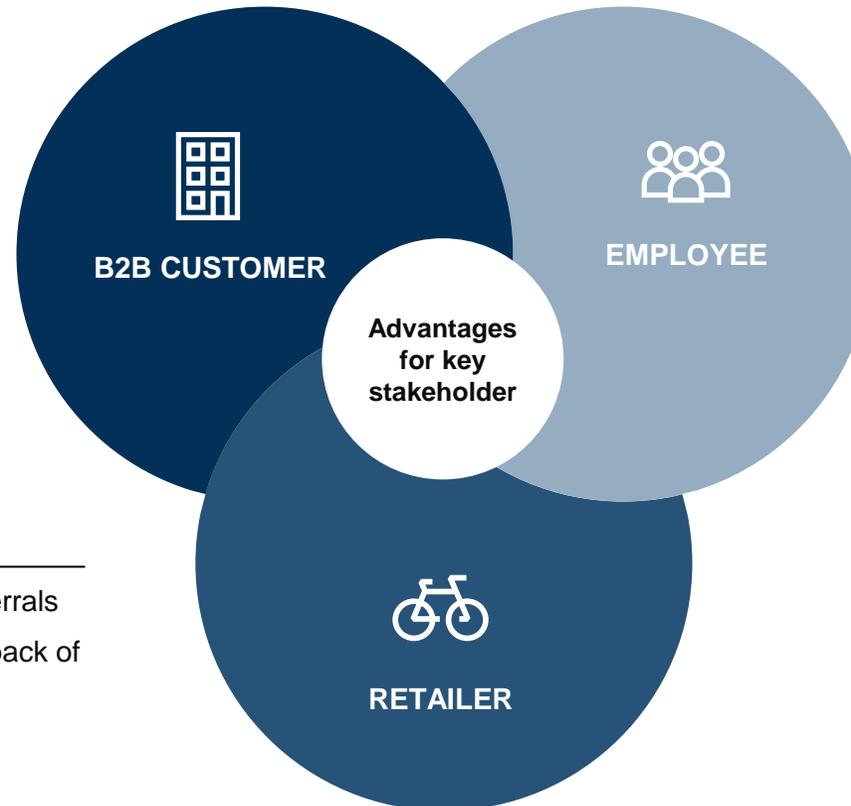
BIKELEASING BLS offering clear advantages to all stakeholders involved

B2B customer advantages

- Increasing employee motivation, retention and talent acquisition
- Positive publicity through actions in sustainability and environmental protection
- Reduction of social security contributions
- Positive contribution to the reduction of companies' CO2 balance / emissions
- Low administrative effort through highly automated processes

Retailer advantages

- New customers through employee and company referrals
- Customer willingness to pay higher prices on the back of no upfront cost and significant tax savings, resulting in increasing sales
- Cross-selling potential with bike accessories
- BLS not claiming any commissions (vs. competition)
- Easy-to-use through digitally advanced platform with potential for instant payments (vs. previously 2-3 days)

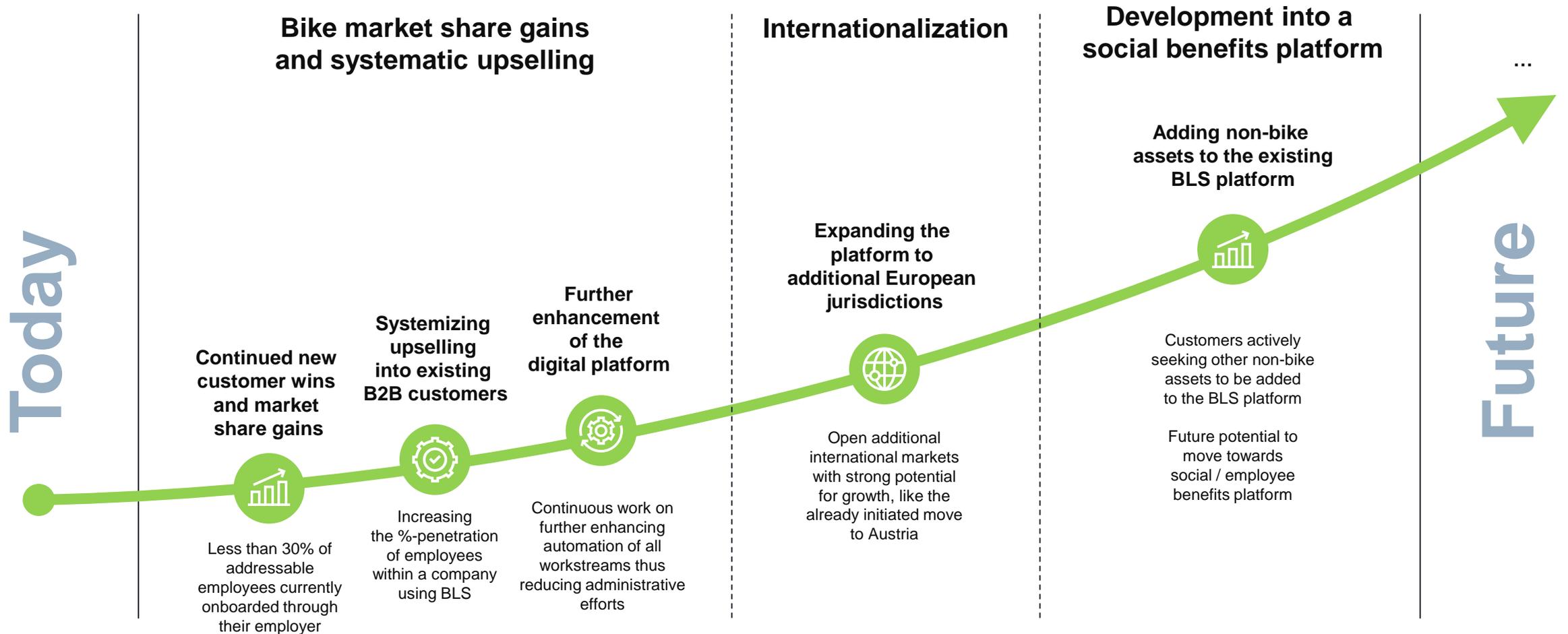


Employee advantages

- Tax advantages through gross salary conversion enables employees to lease high-quality bikes at significantly lower price levels
 - Up to 40% discount through savings on tax and social security contributions
- Comprehensive insurance coverage
- On-site retailer consultation, service and customer-friendly claim management
- Basically no administrative effort for handling the leasing processes
- Monthly rate reduces load of high one-time acquisition costs making high-quality bikes affordable for everybody
- Option to purchase bike after three-year lease for attractive price and/or renewal of leasing contract with new bike

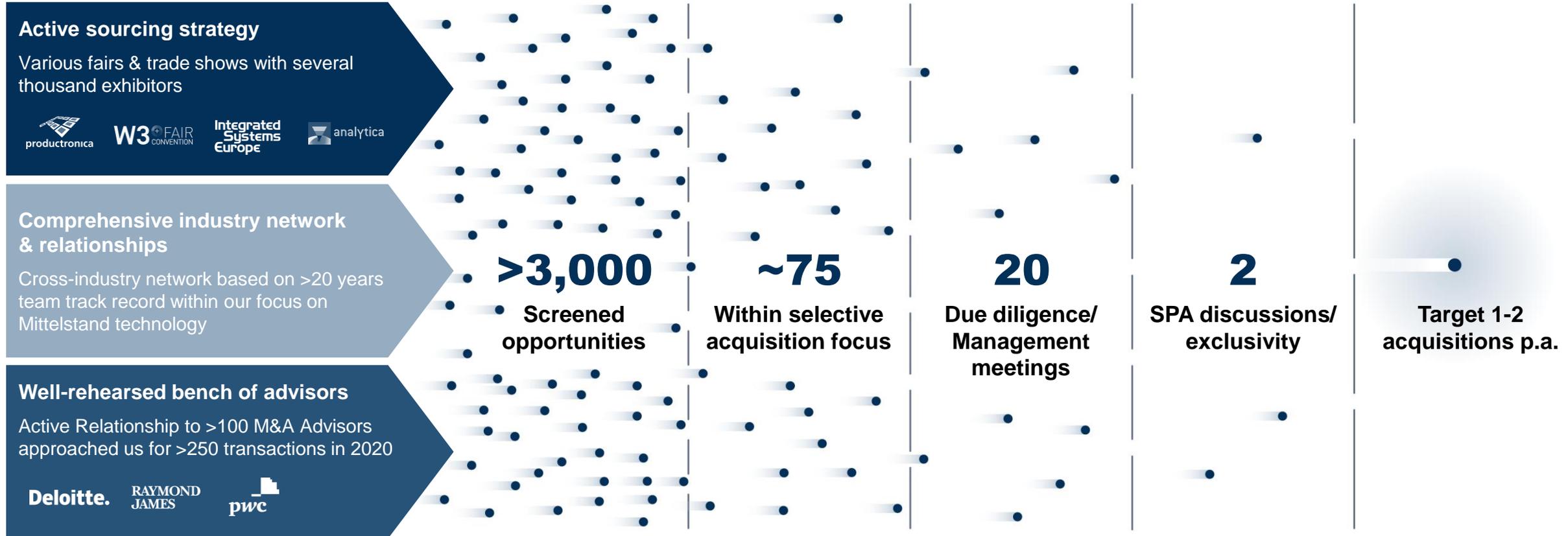
BIKELEASING

Multiple avenues for continued strong growth on the back of the current BLS platform and customer base

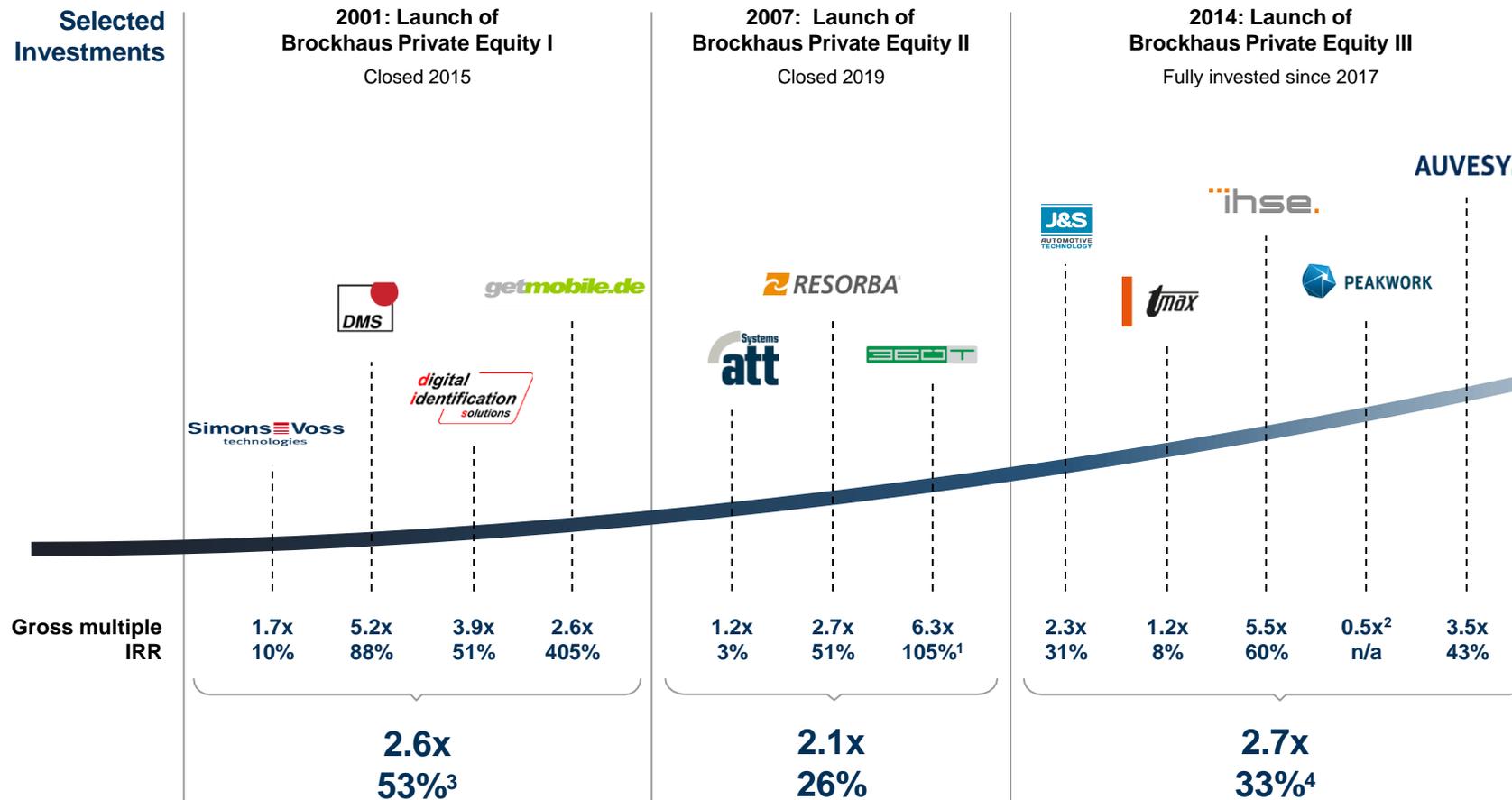


Multi-channel sourcing constantly feeding our acquisition pipeline

Exemplary for 2020



More than 20 years management track-record of acquiring German Mittelstand technology champions



2017: Inception of Brockhaus Capital Management

2021: Renaming in Brockhaus Technologies



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

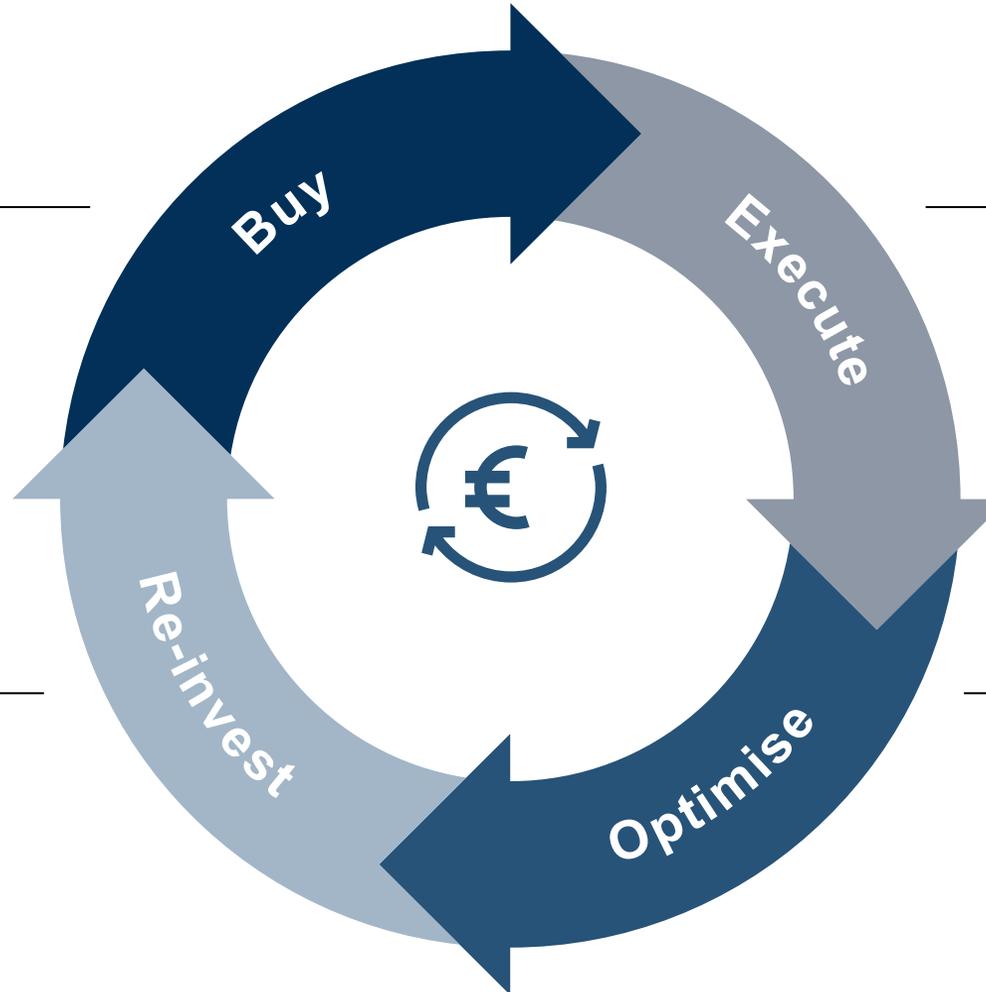
Long-term value creation through cash flow compounding

Buy fundamentally strong businesses

- Technology or innovation leadership
- Strong underlying market trends
- Limited capital intensity
- High margins, strong cash conversion

Re-invest cash flows into organic and inorganic growth

- Group structure allows access to high cash flows through profit sharing or dividends
- Organic re-investment (e.g., R&D, international expansion)
- Inorganic investment into future accretive acquisitions in line with our acquisition criteria



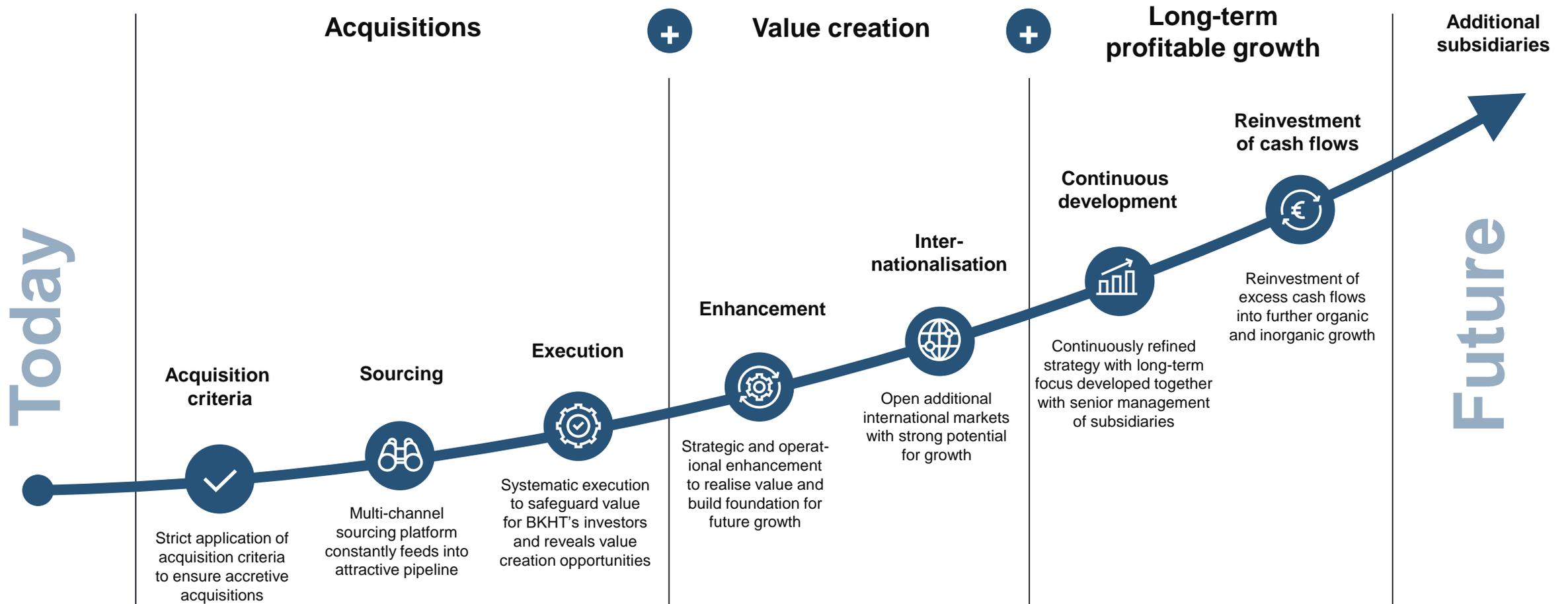
Execute strategic & operational initiatives

- Professionalize processes and structures
- Boost brand awareness
- Drive international expansion
- Provide access to our network of industry experts

Optimize cash flow generation

- High margins and cash conversion based on our acquisition criteria
- Create and leverage scalable structures
- Optimize working capital and cash conversion through financial monitoring

We aim to build Germany's leading Mittelstand technology group



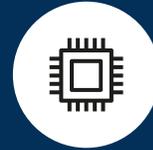
Key company highlights



The opportunity to invest in Germany's Mittelstand Technology Champions



Strict focus on strong growth, high profitability and strong cash generation



High technology expertise and network to evaluate, enhance and internationalize subsidiaries



Proven access and sourcing approach to identify suitable businesses



Experienced management team with clear alignment of interest

Brockhaus Technologies AG

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[Company updates](#)

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