

# The Gateway into German Mittelstand Technology Champions

December 2025

# **Elevating Champions**



We know Germany.



We know Mittelstand.

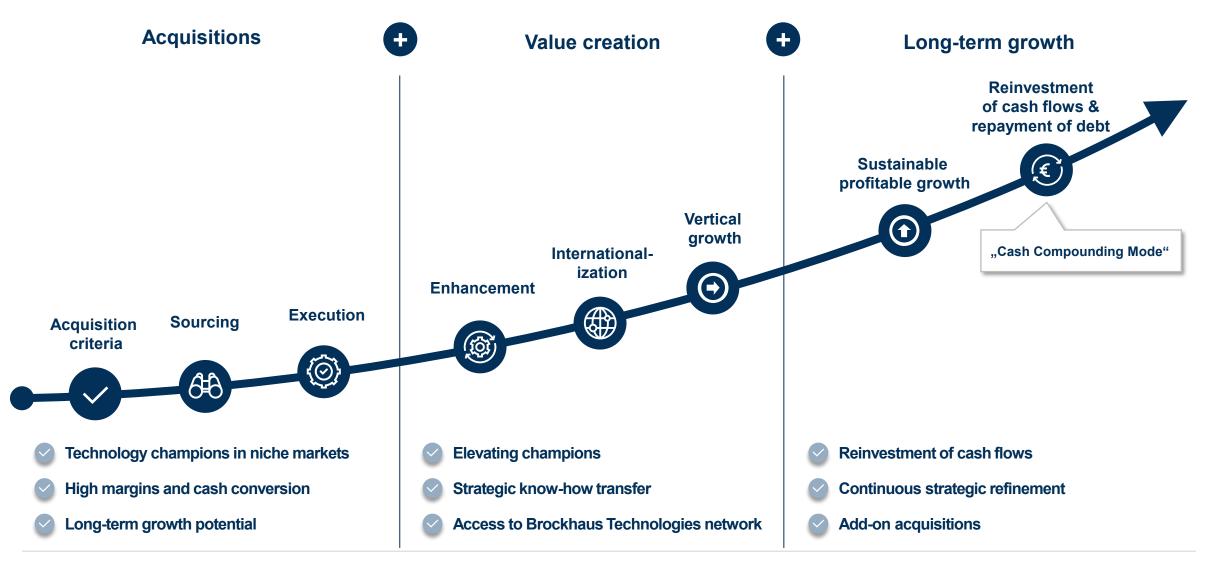


We know Technology.



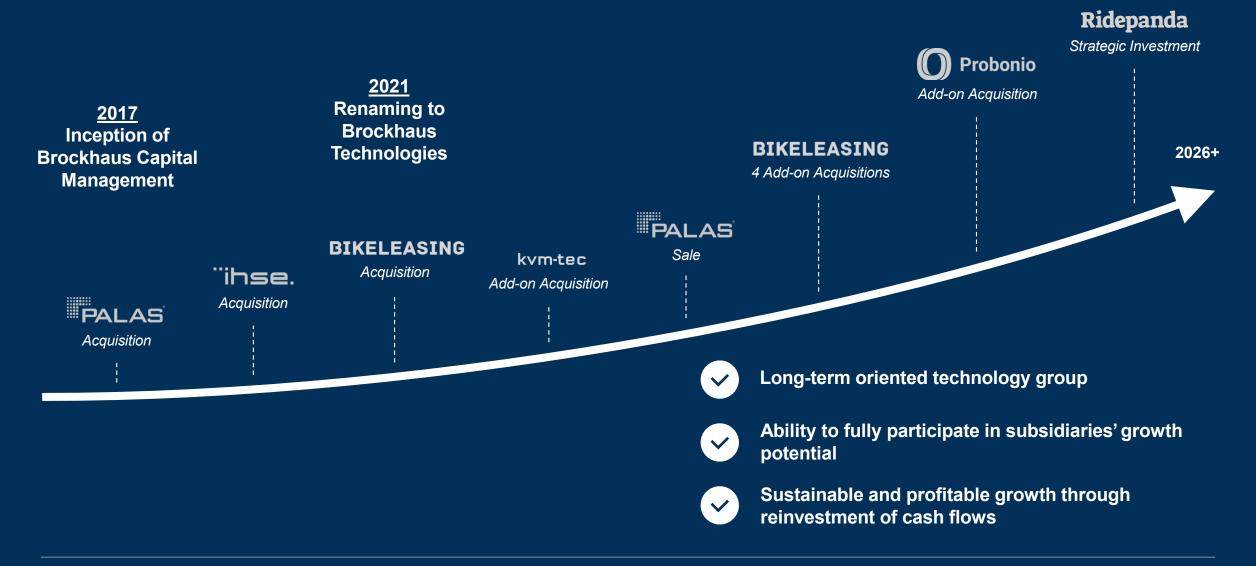
We acquire Champions.

#### **Building one of Germany's leading technology groups**





#### **Successful M&A transactions of recent years**





**Brockhaus Technologies** at a glance

Established

2017

**Businesses** 

**BIKELEASING.DE** 

"ihse.

Revenue 2024

€204m

Headquarters

**Frankfurt** 

Germany

**Employees** 

~620

**EBITDA 2024** 

**€65m** (32% margin)

IHSE Ridepanda

IHSE South Korea Bikeleasing **Bikeleasing Bikeleasing** Bikeleasing HQ **Brockhaus Technologies Probonio** Lesora **IHSE HQ** 

IHSE China

#### Exceptional team, incentivized to increase shareholder value

Brockhaus Technologies team

Owning ~24% of outstanding BKHT shares



Marco Brockhaus Founder / CEO Management Board



**Dr. Marcel Wilhelm**COO / Legal Counsel
Management Board



Paul Göhring Acquisitions

**EXECUTIVE COMMITTEE** 

# **Subsidiary** management

Owning ~7% of outstanding BKHT shares





Bastian Krause Co-CEO



Paul Sinizin Co-CEO



Othmane Khelil

#### "ihse.



**Dr. Enno Littmann** Chairman Advisory Board



Frank Breitenfelder CFO

### **Supervisory** board

Owning <1% of outstanding BKHT shares



Dr. Othmar Belker Chairman



Michael Schuster Vice-Chairman



Martin Bestmann Member



Dr. Nathalie Krebs Member



Prof. Dr. Christoph Hütten Member



Matthias Memminger Member



#### KPIs by segment (9M 2025)

	HR Benefit & Mobility Platform		Security Technologies		Central Functions and Consolidation		BKHT Group	
(€ thousand)	9M 2025	9M 2024	9M 2025	9M 2024	9M 2025	9M 2024	9M 2025	9M 2024
Revenue	160,297	151,104	21,320	24,235	-	-	181,616	175,339
Revenue growth	6.1%		(12.0%)		-		3.6%	
Gross Profit	98,471	101,252	17,638	18,012	310	321	116,419	119,585
Gross Profit margin	61.4%	67.0%	82.7%	74.3%			64.1%	68.2%
Adjusted EBITDA	50,847	70,620	2,627	3,210	(4,803)	(5,815)	48,670	68,015
Adjusted EBITDA margin	31.7%	46.7%	12.3%	13.2%			26.8%	38.8%
Adjusted EBIT	47,072	68,266	1,247	1,981	(4,954)	(6,028)	43,365	64,219
Adjusted EBIT margin	29.4%	45.2%	5.8%	8.2%			23.9%	36.6%

#### Total cash and cash equivalents of €38 million as per end of September 2025



#### **BIKELEASING.DE** B2B FinTech for employee benefits

#### **KPIs FY24**

€173m

Revenue

€67m

Adj. EBITDA

39% Adj. EBITDA margin

~451

**Employees** 

#### **Company overview**

- Bikeleasing is a B2B FinTech providing corporate customers with a leading digital platform for employee benefits
- The platform enables a highly automated connection between retailers, employees, employers, financing providers and insurers
- Mainly transaction-based business model with revenue per facilitated leasing object
- Brockhaus Technologies' share: 52%

#### **Diversified customer base (selected)**



















**LUFTHANSA GROUP** 

Marc O'Polo



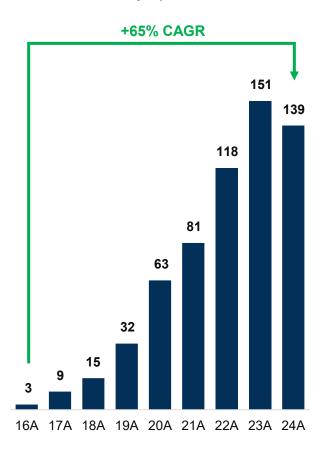




Rödl & Partner

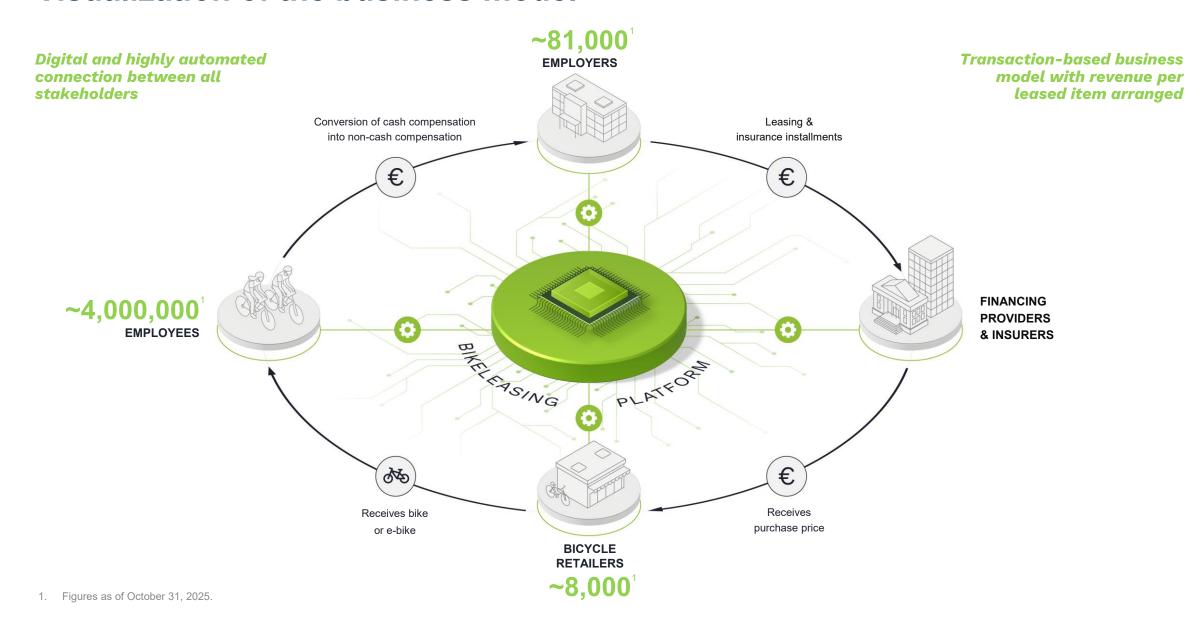
#### **Exceptional platform performance**

in thousand new leasing objects



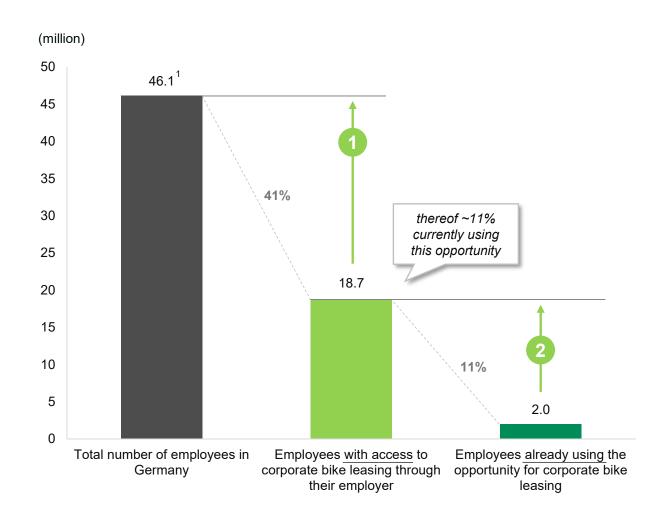


#### Visualization of the business model



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#### Significant potential in the German market



#### Strategic focus backed by market data

Market penetration
Increasing the number of corporate customers on the Bikeleasing platform

Driving utilization rates
Increasing the % of employees within a company using the Bikeleasing solution



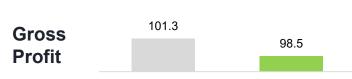
#### Focus on long-term growth strategy

# Financials 9M 2025 (€ million) Revenue 151.1

#### **Operational update**

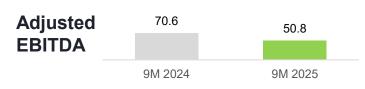
# Continuing the growth trajectory

driven by a significant increase in revenue from the resale of bikes at the end of the leasing term



#### Gross margin of ~61%

the gross margin of the resale proceeds is significantly lower than that of the segment's other revenue components



## Adjusted EBITDA margin of ~32%

due to high discounts with reduced resale prices and planned higher personal and other operating expenses

#### **Levers for future growth**



Expand market penetration by continuously onboarding new corporate customers



Increase usage rates among already onboarded corporate customers



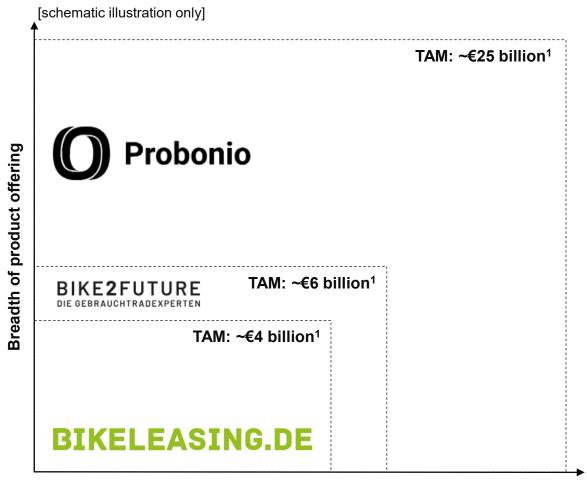
Probonio is being offered to the existing Bikeleasing customer base to provide additional employee benefits and continuously expand the offerings



**Continued internationalization** 



# Transformation from Bikeleasing to an HR Benefit & Mobility Platform



**Total Addressable Market (TAM)** 



#### 1. Market estimates based on research by independent consultants.

#### **Multi-Benefit Platform**



Through the acquisition of Probonio and the launch of Bike2Future, Bikeleasing evolves from a pure-play brokerage platform to a digital HR benefit ecosystem

#### Three synergistic business lines:



- Company bike leasing via Bikeleasing.de
- Multi-benefit software via Probonio
- Used bike platform via Bike2Future



Platform approach enables deeper integration with corporate benefit programs and drives long-term client retention, as well as expanding the TAM more than sixfold from ~€4 billion to ~€25 billion

#### Building a one-stop-shop for employee benefits



#### **Company overview**

- Probonio is a Software-as-a-Service (SaaS) provider for the management of a wide range of tax-optimized employee benefits
- Through their proprietary platform and app, employers can currently offer their employees more than ten different benefits
- Benefits include inter alia: non-monetary benefits (vouchers), meal subsidies, corporate fitness or integration of providers for bicycle leasing

#### Strategic rationale

- Opportunity to offer <u>new customers</u> more benefits than just bike leasing, from a single source
- 2. After the integration, the expanded benefits portfolio will be offered (upselling) to existing Bikeleasing customers (~81,000 companies; 4.0 million employees)
- 3. Increasing the penetration within existing customers' employee base, due to Probonio's significantly higher usage rate amongst employees compared to Bikeleasing
- 4. Simplified internationalization, not being limited to bicycle leasing

#### Software-based multi-benefit platform





# **Expanded value creation through B2C sales of used bicycles**

## BIKE2FUTURE DIE GEBRAUCHTRADEXPERTEN

#### Founding of Bike2Future

- The Bike2Future used bike platform, newly established in 2024, expands the business model by adding a B2C channel for the resale of previously leased bicycles and e-bikes
- Going forward, customers across Europe can browse and buy from over 1,000 used premium bikes - online or at the Weiterstadt location with more than 2,000 m² of showroom space

#### Strategic advantages

- 1. Bikeleasing expands its value chain by reselling bicycles not only through the B2B channel after lease contracts expire, but also B2C via its own used bike platform, Bike2Future
- 2. The future objective is to increase the gross margin in the structurally growing returned bike business through targeted optimization of resale value
- 3. The market for used bicycles is growing, as purchasing well-refurbished former company bikes has proven to be an attractive alternative to buying new ones

#### Flagship store in Weiterstadt





RIESE & MÜLLER



















#### Technology leader for high performance data transmission

#### **KPIs FY24**

€32m

Revenue

€3m

Adj. EBITDA

9% Adj. EBITDA margin

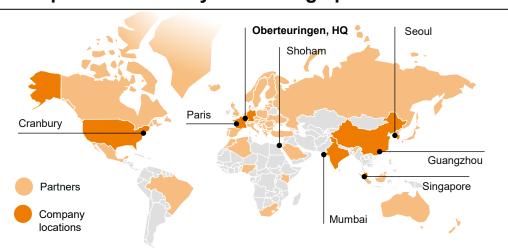
~158

**Employees** 

#### **Company overview**

- KVM (keyboard, video and mouse) technology for 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 solutions
- 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** 



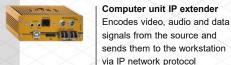
Converters & accessories







#### Visualization of the business model



SOURCE COMPUTER

IP network switch Enables access from every workstation to every computer via an IP network



#### "ihse.

#### The perfect addition

Proprietary KVM technology enables high-performance and high-security separation of workstations and their respective computers

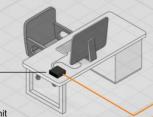
#### **KVM** switch

Enables access from every workstation to every computer, where each signal has its own dedicated path with broadband, performance and security always guaranteed



#### Video and keyboard

Video and input signals are connected with the console unit



#### >< ><

Video and keyboard

Video and input signals are connected with the console unit



#### Draco IP bridge

Seamlessly links the proprietary IHSE architecture with the IP-based kvm-tec architecture

NETWORK



#### Console unit IP extender

Decodes video, audio and data signals and makes these visible to the user



#### Computer unit extender

Encodes video, audio and data signals from the source and sends them to the workstation via network cables



#### IP-based KVM technology

IP-based KVM technology enables real-time-based interconnection and transmission of KVM signals between the workstation and remote computers in a more flexible and cost-efficient manner than proprietary solutions



#### Console unit extender

Decodes video, audio and data signals and makes these visible to the user

"ihse.

# Strong position in the well-protected market for high-performance data transmission

#### Market mapping



Mid- & Low-

**End Market** 

- "Mission-critical" applications
- Certification requirements
- Highest reliance / quality requirements
- Premium pricing
- Fewer players

- Standard solutions
- Low range / volume
- Commoditized bulk market
- Lower margin
- Many players

#### **Barriers to entry**



#### **Certification and security standards**

provide access to key end markets that are inaccessible to other players



#### **High switching costs**

High initial set-up costs increase customer stickiness and cross- / upsell potential



#### Intellectual property as key success factor in premium KVM market

IHSE's rich history of R&D provides the firm with a significant competitive edge

#### Key security certifications and standards of IHSE

National Information Assurance Partnership – NIAP PP4



Common Criteria Evaluation Assurance Level – CC EAL 4+

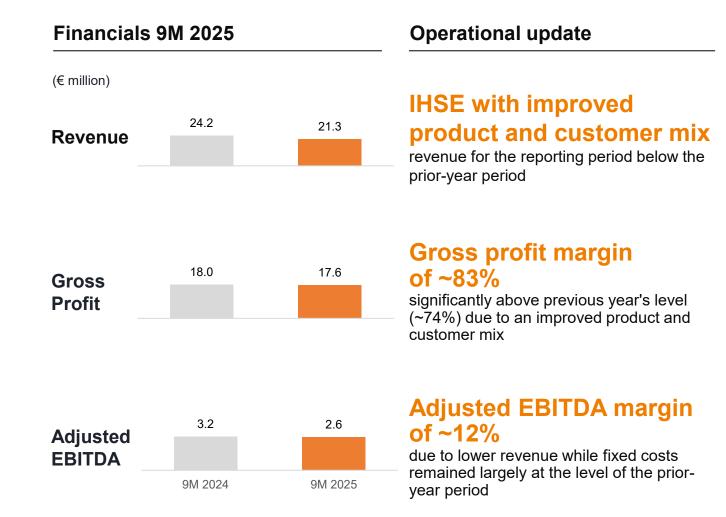


- US security standards required in highestsecurity projects
- European security standard required in highest-security projects





#### Continuous development of its technology



#### **Levers for future growth**



Initial product certifications for the NATO Information Assurance Product Catalogue (NIAPC)



Continued market penetration with proprietary, new IP- or hybrid and certified "secure KVM" solutions



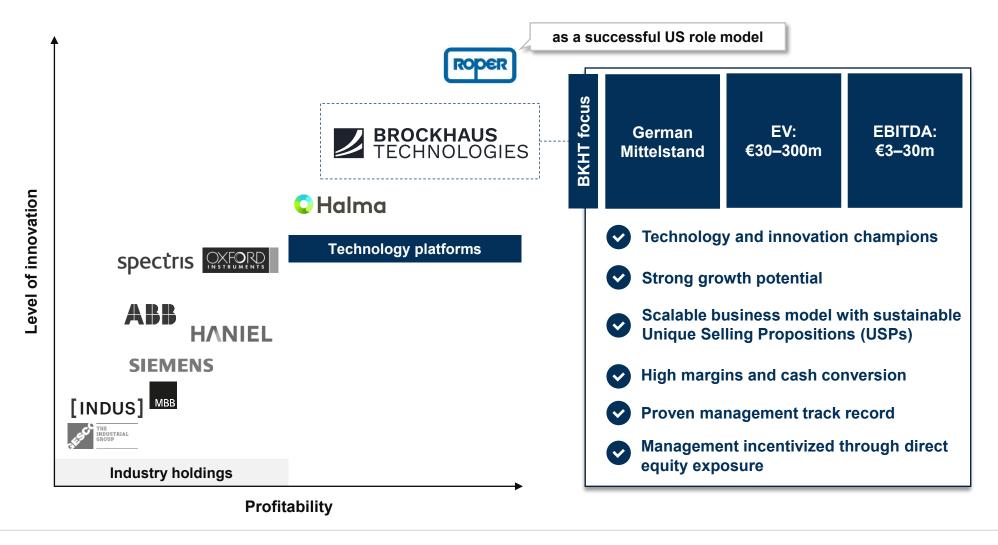
Growth in currently under-penetrated end markets (e.g. government, utilities, transportation)



Continuous R&D of completely new applications (e.g. control rooms for autonomous driving)



#### Uniquely positioned with a proven and successful business model







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