

Elevating Champions

ANNUAL REPORT 2020
INVESTOR UPDATE CALL

15 April 2021



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Summary fiscal year 2020

Group KPIs

- Revenue declined by only -5.0% compared to (pro forma) record year 2019
 - Q4 with record quarterly revenue of € 17.7 million after COVID-impacted Q2 and Q3
 - Taking into account acquisitions, revenue growth of +211.5% vs 2019 (non-pro forma basis)
- Gross profit margin of c. 75%
- Adj. EBITDA margin of c. 24%
 - Q4 with 30% margin significantly above first three quarters of 2020 due to strong revenue level
- Free cash flow of € 9.4 million (before taxes and costs of the initial stock market listing)

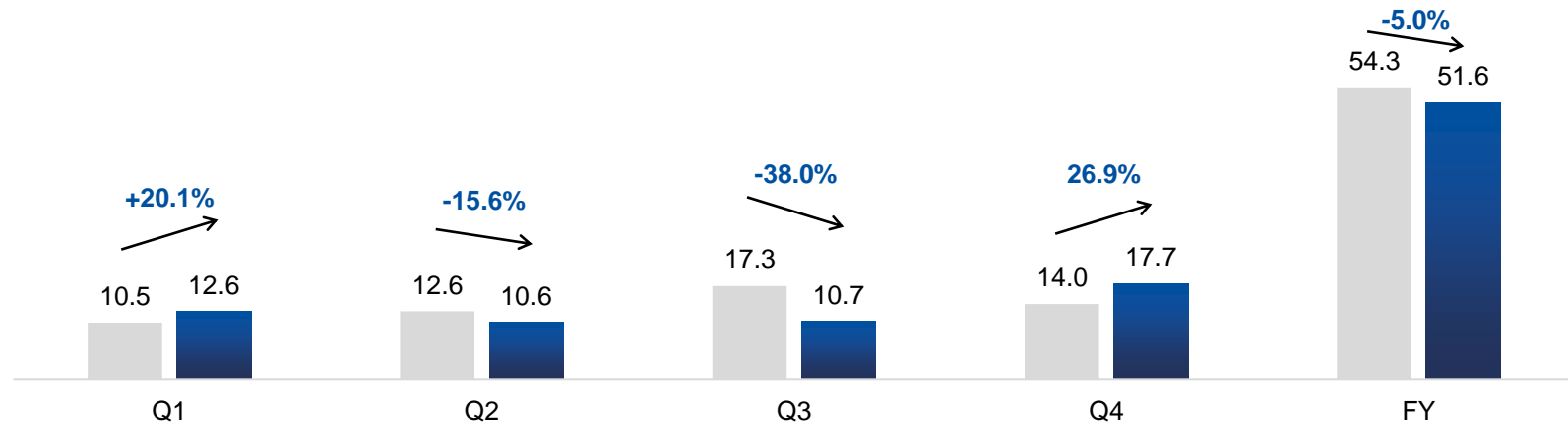
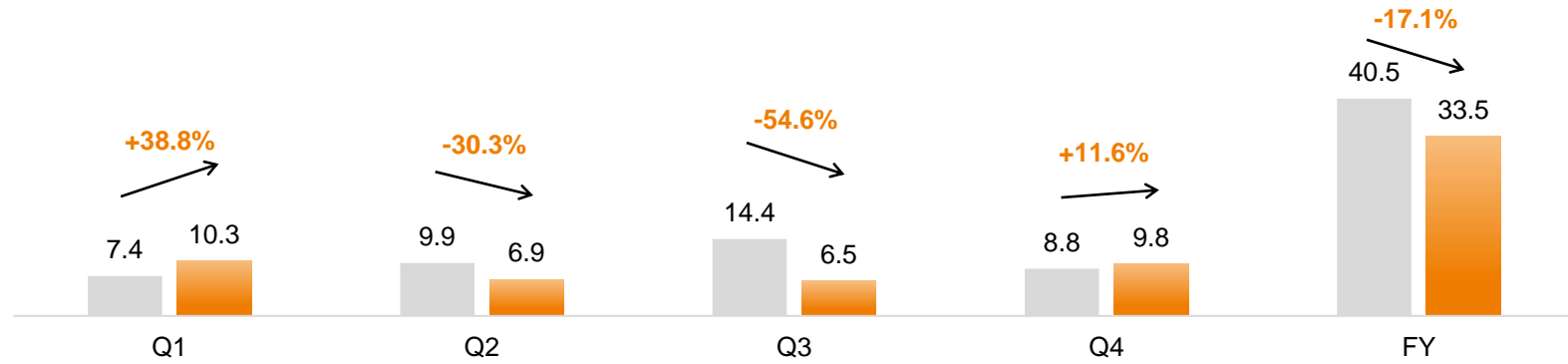
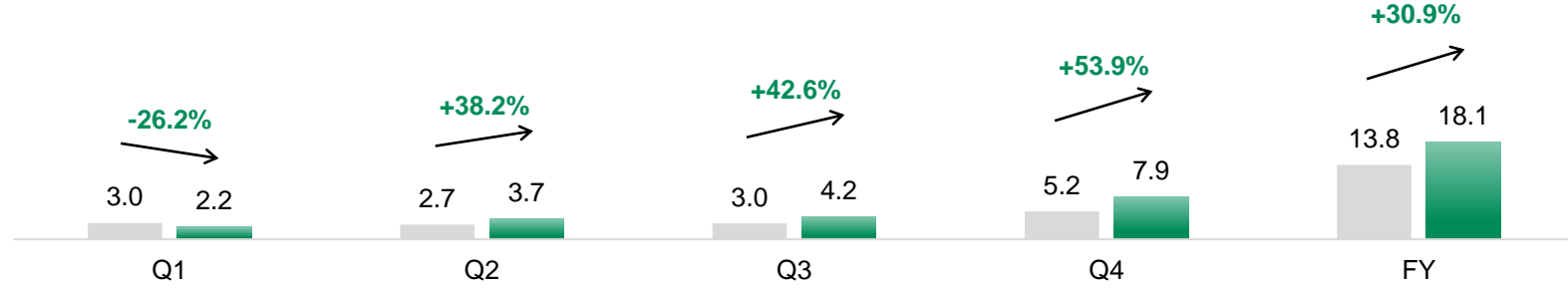
Update from our subsidiaries

- Strong R&D activities with new product innovations at both Palas and IHSE
- Continued internationalization as key pillar of BCM's strategy:
 - Palas: China and Hong Kong established; USA to follow
 - IHSE: South Korea established; China to follow

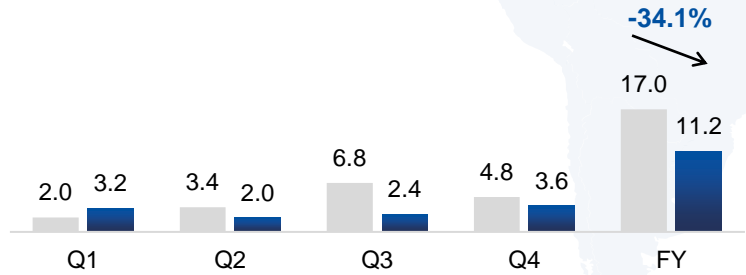
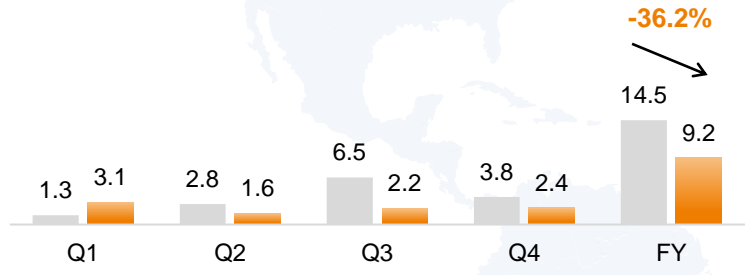
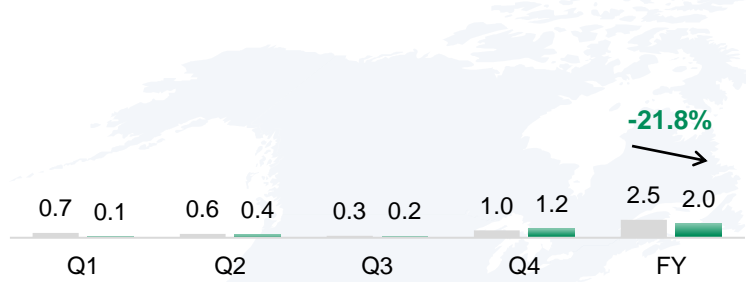
Deal flow

- Continued strong deal pipeline and due diligence activity

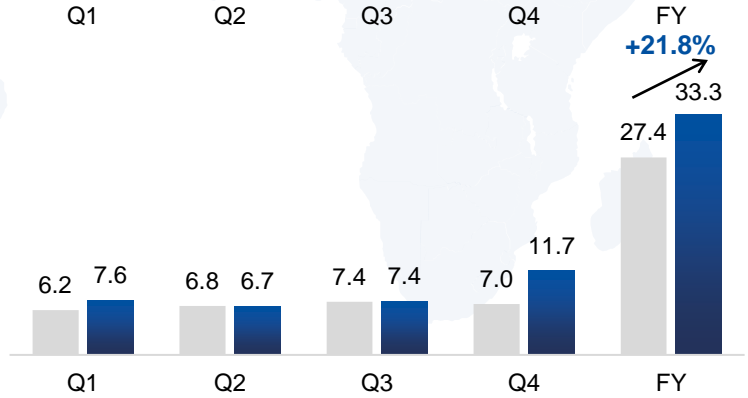
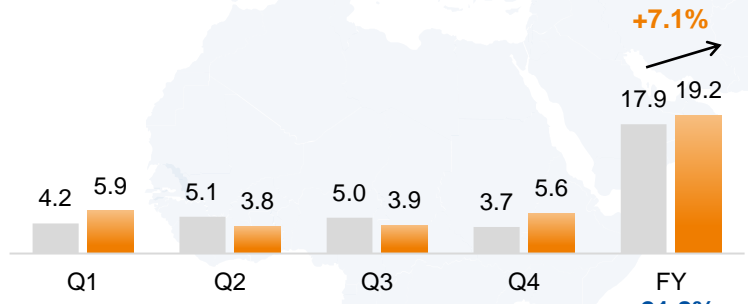
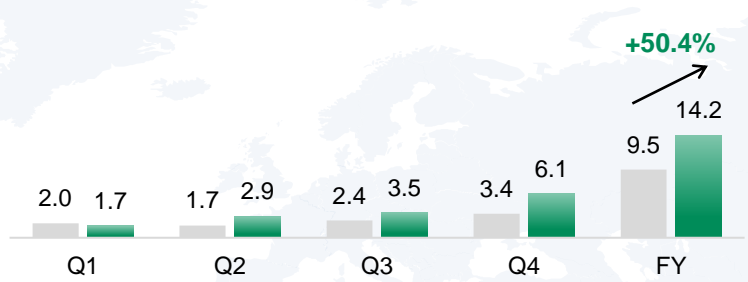
Revenue 2020 by quarter



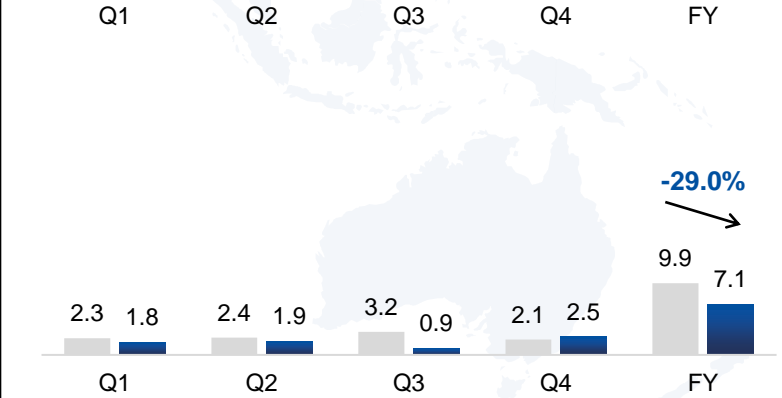
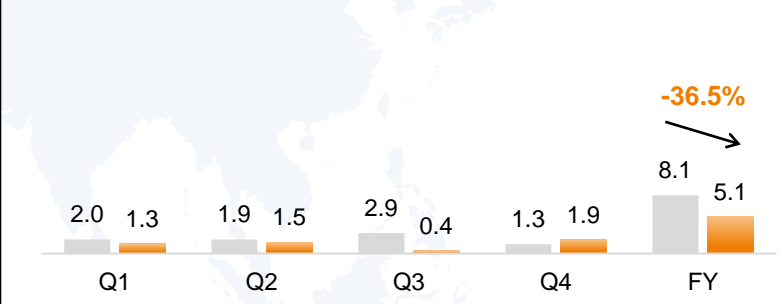
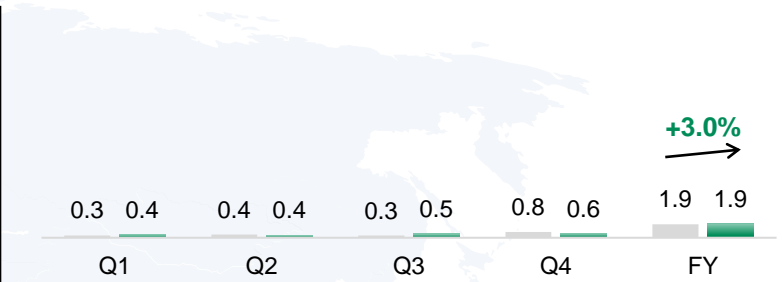
Revenue 2020 by region



Americas



EMEA



APAC

KPIs by segment

€ thousand	Reportable segments						Total	
	Environmental Technologies		Security Technologies		Central Functions and consolidation			
	2020	2019	2020	2019	2020	2019	2020	2019
Revenue	18,114	13,835	33,543	40,455	(76)	–	51,581	54,290
Revenue growth	30.9%		(17.1%)				(5.0%)	
Gross profit	13,874	10,875	24,680	28,995	–	–	38,555	39,870
Gross profit margin	76.6%	78.6%	73.6%	71.6%			74.7%	73.4%
Adjusted EBITDA	6,283	4,999	11,778	14,164	(5,793)	(2,997)	12,270	16,166
Adjusted EBITDA margin	34.7%	36.1%	35.1%	35.0%			23.8%	29.8%

Total cash and cash equivalents of € 123.5 million as per end of December 2020

PALAS® – Selected product innovation



AQ Guard

- Advanced compact analyzer for determination of **indoor air quality**
- Displays all relevant air quality measurement factors such as **fine dust, NO₂, NO, O₃, SO₂ and CO**
- Can be upgraded with the Air Hygiene Professional Package to **evaluate the infection risk indoors**
- Designed by Porsche Design

PMFT

- System for **respiratory mask testing**
- Current standards (EN 149) do not test for **virus permeability**
- PMFT can detect and measure particles in the size of viruses and provides an **exact analysis of mask efficiency for filtering out virus-sized particles**
- Ideally suited for production control and certification testing
- Can also model US-standard ASTM via additional software option

Resp-Aer Meter

- **Respiratory aerosol meter**
- Realtime analysis of particles in exhaled air in the size range of viruses (such as COVID-19 or influenza)
- **Identification of potentially infectious persons** (so called “super spreaders”)
- Pilot customers include airports, professional sports teams and hospitals
- Scientific studies are currently underway

– Continued internationalization

Successful expansion to China / Hong Kong



- China identified as one, if not the biggest market for air quality globally
- Registration of **Palas Asia Ltd.** in Hong Kong on May 28, 2020
- Opening of **Palas Instruments (Shanghai) Ltd.** on July 1, 2020
- Successful build-up of the local team to a total of 7 people
- Selected developments:
 - Very promising order intake already generated in 2020
 - Certification processes for Palas' fine dust monitors (PM10 and PM2.5) are progressing positively



Part of the team of Palas Instruments (Shanghai) Ltd.

Envisaged expansion to the USA



- Planned expansion to USA in line with the approach successfully applied to China/Hong Kong
- Aim to increase local market share with an own subsidiary, as the market is currently only served via sales partners and OEMs
- Envisioned implementation throughout 2021

ihse. – Selected product innovation

Project ALFRIED - Driving innovation

ALFRIED is a program for automated and connected driving in logistics

- Control and optimization of heterogeneous traffic of the future with traditional and autonomous traffic participants, including public transport
- The project is funded by German Federal Ministry of Transport and Digital Infrastructure and undertaken at an institutional test site in Friedrichshafen, Germany

Contribution of IHSE

- As experts for mission critical data transmission, IHSE is leading the smart city control center workstream for the project
- The task is to develop a concept for a control center that will be implemented and evaluated within the framework of the innovation laboratory
- A particular challenge is the integration of masses of incoming data from a wide range of sources and the development of a corresponding cyber security policy
- In addition, special equipment is being developed for this purpose in accordance with the so-called KRITIS criteria for critical infrastructure



"[...] The smart city control center will demonstrate the potential for autonomous driving in real traffic and how control centers can be secured against cyberattacks. [...] The findings from the ALFRIED project will help us to develop solutions for smart city control centers that are specifically tailored to the requirements of future heterogeneous traffic."



Dr. Enno Littmann – CEO of IHSE

ihse. – Continued internationalization

Successful expansion to South Korea



- In addition to its Singapore hub, continued expansion across Asia with the successful opening of a sales office in Seoul
- The sales office is expected to deliver improved service and support to Korean customers and strengthen the IHSE brand in the Korean market
- The new office is headed by the previous IHSE sales manager responsible for the Korean market



Envisaged expansion to China



- Establishment of an own subsidiary in Guangzhou currently ongoing
 - Registration documents have been submitted to the Chinese authorities
 - Experienced Managing Director was hired from one of IHSE's local sales partners
- Aim is to further strengthen the footprint of IHSE in China as one of their most important geographies
- Additionally, the local office shall enable IHSE to become less affected by travel-barriers, as seen during the COVID pandemic

Selected transactions currently being analyzed



SOFTWARE

EBITDA margin: ~ 25%
Source: M&A process



**DIGITAL
PLATFORM**

EBITDA margin: ~ 50%
Source: Proprietary



MEDTECH

EBITDA margin: ~ 40%
Source: M&A process



MEDTECH

EBITDA margin: ~ 25%
Source: Proprietary

Guidance

Forecast FY2021

Please refer to the section Expected developments of the Combined management report, disclosed in our Annual Report 2020

Q&A

**Happy to answer
your questions**



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