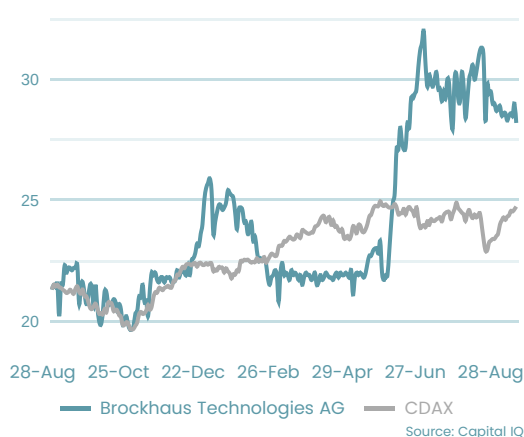


Rating	Buy
Price target	EUR 66.00
Potential	128%
Share data	
Share price	29.00
Number of shares (in m)	10.4
Market cap. (in EUR m)	303.0
Trading volume (Ø 3 months; in k)	5.8
Enterprise Value (in EUR m)	334.6
Ticker	BKHT
Guidance 2024	
Sales (in EUR m)	220.0 to 240.0
adj. EBITDA (in EUR m)	80.0 to 90.0

Share price (EUR)



Shareholder	
Freefloat	34.2%
Marco Brockhaus	21.3%
Other insider	9.0%
Investors >3%	30.9%
Treasury shares	4.6%

Calendar	
Q3 results	November 14, 2024
-	
-	

Changes in estimates			
	2024e	2025e	2026e
Sales (old)	222.9	284.5	356.6
Δ	-	-	-
EBIT (old)	53.4	73.0	96.3
Δ	-	-	-
EPS (old)	0.64	1.34	2.19
Δ	-	-	-

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Publication	
Comment	August 28, 2024

HIT feedback: Special focus on Probonio & Bikeleasing unit sales

Last week at the Hamburg Investor Days (HIT), Brockhaus has reported on current developments and growth initiatives. Probonio's sales launch, the conversion of Bikeleasing contracts to a variable leasing factor and bicycle unit sales in H1/24 were taking a front seat.

Upselling of Probonio to Bikeleasing customers started last week: Now that the integration of the SaaS platform Probonio (acquired in April 24) is almost completed, the first Bikeleasing customers have been informed about the complementary multi-benefit service package. They have the opportunity to book demos for a product presentation with the sales team. According to the company, Bikeleasing's sales team will provide support to manage the vast number of requests. Based on the most recent customer survey, BKHT assumes that Probonio may generate an EBITDA contribution in the mid seven-digit ranges in 2025. We expect an EBITDA contribution of EUR 3.0m.

Bikeleasing's interest sensitivity eliminated with variable leasing factor: Since 2023, Bikeleasing has gradually converted its leasing contracts, whose leasing instalment now depends on the interest rate development. The amount of the monthly leasing instalment is fixed over the contract term. Bikeleasing's earnings will thus be almost fully independent of the interest rate trend. Specifically, Bikeleasing customers must pay 1.8% more/less per 100bp change of the German current yield over the total term of leasing. The more expensive/cheaper refinancing costs thus are almost completely compensated for according to our calculations.

Slower growth in unit sales in H1 – Continuing growth of customer base expected to make Bikeleasing return to double-digit sales growth in 2025: Whilst Bikeleasing's 2024 earnings still benefit from the sales agencies acquired in the prior year and the conversion to a variable leasing factor (has the effect of a price increase), Bikeleasing's earnings growth looks set to be driven by higher unit sales and the development of the average bike price from 2025 onwards.

As we had pointed out in our last Comment, Bikeleasing has grown revenue/bike (ex return business) by outstanding 37.9% yoy from EUR 572 to EUR 789 in H1/24 thanks to the effects above. EBITDA/bike (ex return business) increased even more strongly by 53.1% yoy from EUR 309 to EUR 473 (MONE). This is unlikely to be repeated in 2025. Revenue/bike is rather seen to grow at a low single-digit percentage range which would mean that the expected earnings growth will result from growing unit sales. Onboarding of new employees to the platform, which was up 22.3% yoy to 3.6m in H1/24, serves as the starting point here. When assuming constant orders from employees of companies already onboarded (3.6m employees; c. 8% of all employees in GER), sales growth would approx. correspond to new customer growth in our view. As we plan with a sales growth of 14.1% yoy in '25, we already assume that orders from existing customers will continue to decline.

Conclusion: The HIT has confirmed our positive view of the investment case. Even though unit sales in H1 fell short of our expectations, they look set to rise at double-digit rates again in 2025 thanks to ongoing customer growth. The 2024e guidance is expected to be met though, given that Bikeleasing should achieve a slightly better H2 for seasonal reasons and IHSE should return to normal earnings levels in view of the high order book. We confirm our buy rating and our price target.

FYend: 31.12.	2022	2023	2024e	2025e	2026e
Sales	142.7	186.6	222.9	284.5	356.6
Growth yoy	136.6%	30.8%	19.5%	27.6%	25.3%
EBITDA	46.7	57.9	77.1	97.3	119.5
EBIT	29.3	37.6	53.4	73.0	96.3
Net income	1.0	-3.3	6.6	14.0	22.9
Gross profit margin	64.3%	63.4%	63.5%	59.2%	55.5%
EBITDA margin	32.7%	31.0%	34.6%	34.2%	33.5%
EBIT margin	20.5%	20.2%	24.0%	25.7%	27.0%
Net Debt	20.2	31.9	-10.1	-55.2	-115.1
Net Debt/EBITDA	0.4	0.6	-0.1	-0.6	-1.0
ROCE	8.4%	11.3%	16.6%	23.6%	32.0%
EPS	0.10	-0.32	0.64	1.34	2.19
FCF per share	2.92	2.75	4.24	4.61	6.13
Dividend	0.00	0.22	0.30	0.40	0.50
Dividend yield	0.0%	0.8%	1.0%	1.4%	1.7%
EV/Sales	2.3	1.8	1.5	1.2	0.9
EV/EBITDA	7.2	5.8	4.3	3.4	2.8
EV/EBIT	11.4	8.9	6.3	4.6	3.5
PER	290.0	n.m.	45.3	21.6	13.2
P/B	1.1	1.2	1.1	0.9	0.8

Source: Company data, Montega, CapitalIQ

Figures in EUR m, EPS in EUR, Price: 29.00 EUR

Company Background

Brockhaus Technologies (BKHT) is a German technology group which, following the example of US-American Roper Technologies, is specialized in the acquisition and further development of scalable B2B technology and innovation champions with sustainable competitive advantages, strong margins and high growth potential. CEO, founder and major shareholder Marco Brockhaus has successfully pursued this M&A strategy for over 20 years in the context of private equity funds (two issued and one advised by him) with a total volume of c. EUR 300m. These funds generated IRR in the high double-digits of 23%, 26% and 33% and were getting better with every fund generation. Today's COO Dr. Marcel Wilhelm and the current CFO Harald Henning had already partnered with Marco Brockhaus in the context of the PE funds and also played a decisive role in the success of the funds. Today's Brockhaus Technologies was established to create a vehicle with a **permanent capital base and without exit pressure**. As such, the management is not obliged to sell companies after only a few years or at the end of the fund's life but can sell them on the basis of pure economic considerations and hold them as long as desired.

The M&A strategy outlined above and the investment focus fundamentally deviate from the approach of all of the other listed investment companies in Germany. These companies are mostly specialized in industrials growing at single-digit rates, with single-digit EBIT margins or turnaround situations.

For this reason, the Brockhaus case should be assessed on two levels:

The potential of the two existing portfolio companies, Bikeleasing and IHSE

The potential arising from the disciplinary, proven and value-adding M&A strategy

Brockhaus has reduced its debts almost entirely in the last years and is seen to have a financing power of c. EUR 150m given the self-imposed maximum financial leverage of 2.5x net debt/EBITDA. Overall, the Brockhaus management does not only seem to have a clear focus on capital allocation, but also the necessary expertise and a sophisticated strategy, which builds the basis for further value-adding M&A transactions.

Segment overview

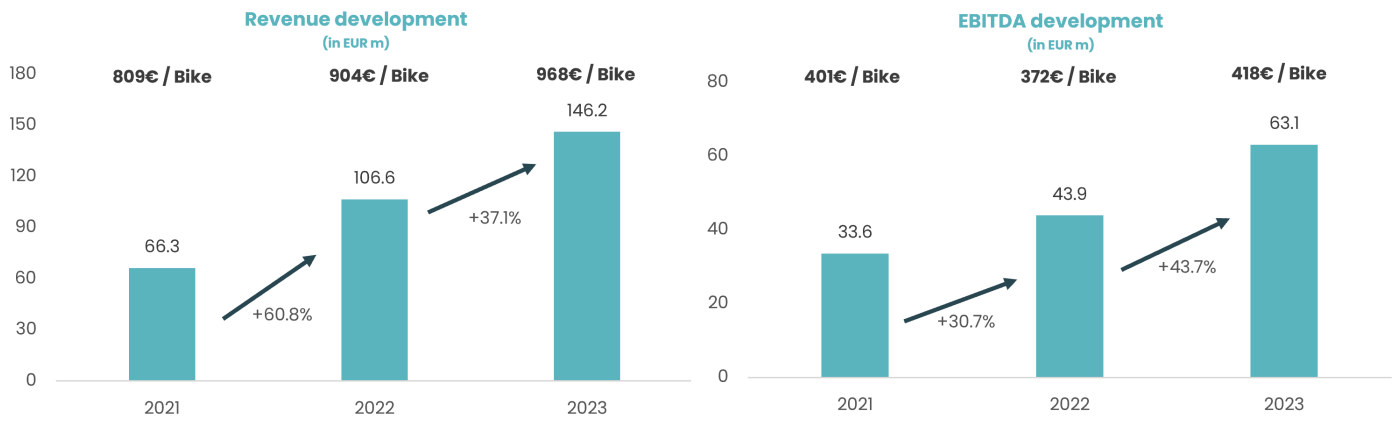
Financial Technologies segment (sales share in 2023: 78%)

Bikeleasing (acquisition end-2021) is a **broker of employee benefits and has a predominantly commission-based business model**. Bikeleasing is currently still focused on company bike leasing (second largest provider in GER with a market share of ~25%) but is expected to offer roughly one dozen other benefits from H2/2024. The young company bike leasing market is characterized by strong momentum and high double-digit growth rates. The business model is extremely scalable thanks to Bikeleasing's highly automated digital platform, which generates high gross margins and is the key element. Furthermore, the business model is not capital-intensive and hardly requires any investments, which also allows for internal financing in a high growth scenario and at the same time leads to significant free cash flows.

What is company bike leasing? Compulsorily insured employees can obtain a company bike from Bikeleasing under a salary conversion model (and a transfer agreement), which they can also use privately without any constraints, and which is paid off over 36 months (Austria: 48 months). In accordance with the 1% regulation for cars, Germany has adopted the advantageous 0.25% regulation for company bikes in 2019. This regulation will be in force until the end of 2030 and means that employees usually **save between 30% and 40% compared to the traditional purchase of a bike** and can spread the purchase price over a period of 36 months. It is also possible for the employer to assume all the costs so that the company bike is exempt from taxation and charges for the employee. Bikeleasing is free for the company itself (unless the company wants to pay for the company bikes in part or in full). Bikeleasing only discharges the agreed leasing and insurance installments with the gross salary of the employee being reduced accordingly. No charges arise for the company.

At the end of Q1/24, 3.4m employees and thus c. 7.2% of the entire workforce in Germany were connected to the highly automated, digital B2B platform, which we consider an enormous asset. Bikeleasing earns commission with every brokered bike which are due for the bike itself and for the mandatory sale of insurances. Fast forfeiting of lease receivables to various financial investors ensures to avoid high capital intensity (working capital ratio in 2023: ~18%).

Revenue more than doubled from EUR 66.3m to EUR 146.2m between 2021 and 2023, whilst the company also generated a continuous positive free cash flow. At an average adj. EBITDA margin of 45% (2021 until 2023) Bikeleasing is highly profitable and has almost doubled EBITDA from EUR 33.6m to 63.1m in only two years.

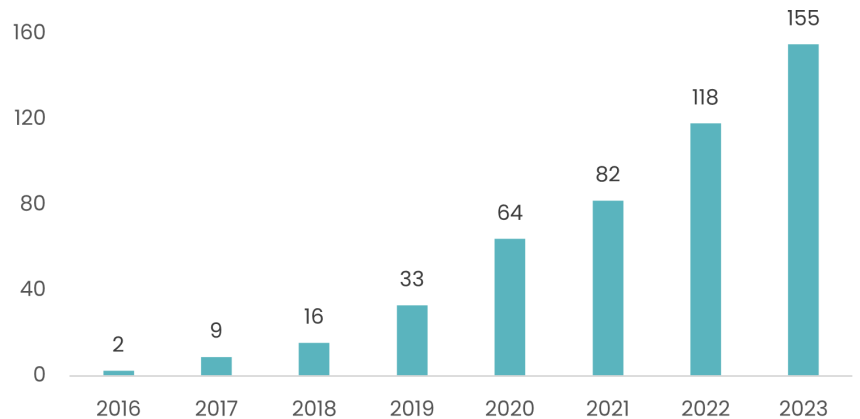


Source: Company

In view of Bikeleasing’s business model and the associated particularities in accounting, proper assessment of the business performance requires further operating figures in addition to the typical financial ratios gross margin and EBITDA. This mainly includes the **development of the brokered leasing contracts and the development of the onboarded companies and employees.**

This is because the number of brokered leasing contracts (or bikes) is the most direct approach to evaluate the success of Bikeleasing in our view. The development since 2016 is shown below

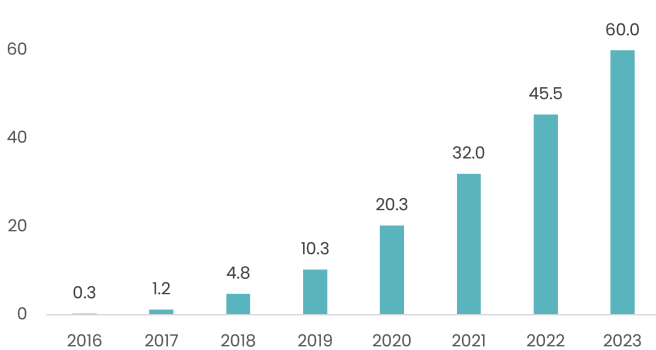
Development of brokered leasing contracts (in thsd)



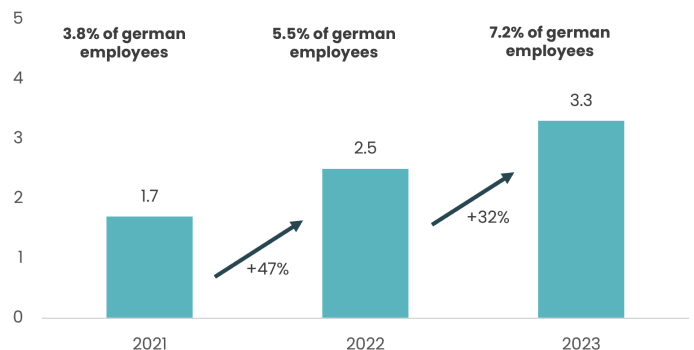
Source: Company

In the company’s first years, in particular, growth was almost entirely driven by new customers, whilst the importance of existing customers for the brokered leasing contracts has increased in line with the growing customer volume.

Development of onboarded companies (in thsd)



Onboarded employees (in m)



Source: Company

Security Technologies segment (sales share in 2023: 22%)

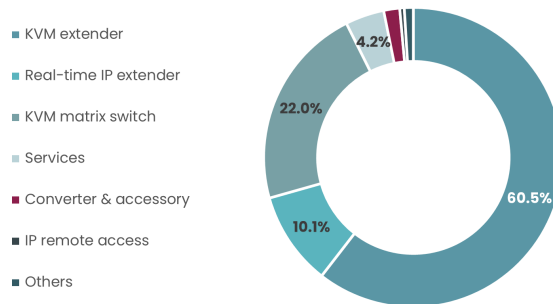
IHSE is a globally leading technology company specialized in KVM technology (KVM: keyboard, mouse, video). Basically, this is the transmission of audio or video data and other signals between servers and users. IHSE's products mainly provide for:

- High-security and encoded transfer of data and signals
- Bridging distances of up to 160 kilometers between servers and users while they reduce latency (period of delay between when a signal enters a system and when it emerges, e.g. keyboard input or mouse movements/clicks which usually begins after a few meters and is perceivable)
- Control of several computers from one workstation or control of a computer from several workstations

IHSE is positioned in the absolute **high-end segment of the KVM market** and competes with only three other providers. The high-end products have a much higher performance, load capacity and security than standard products which are produced by dozens of providers. As IHSE's technology is often used in mission-critical situations, in which the safety of human life or large amounts of money is at stake, the company has to deal with the highest requirements from customers on a regular basis. A system failure during years of continuous operations, security gaps, latency or signal losses are no option for IHSE's customers which is why they are prepared to pay greater amounts of money. The company benefits from the fact that even high-end KVM technology only accounts for a small portion of a customer's total budget.

IHSE essentially sells two kinds of products: extenders (70.6% sales share in 2023) and switches (22.0% sales share in 2023). As the names imply, extenders are used at workstations or servers to encode or extend signals and data over distances of up to 160 kilometers, whereas physical or digital switches allow to control several computers from one workstation and vice versa.

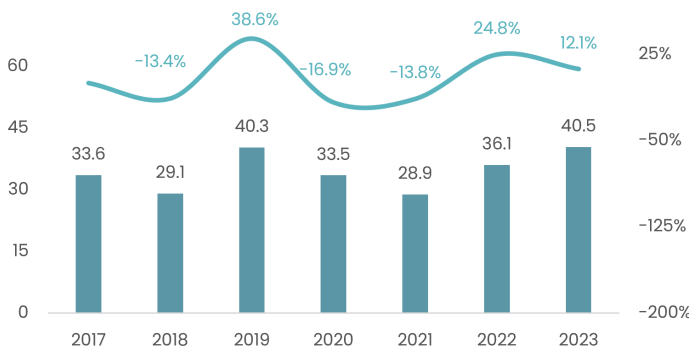
IHSE product mix 2023



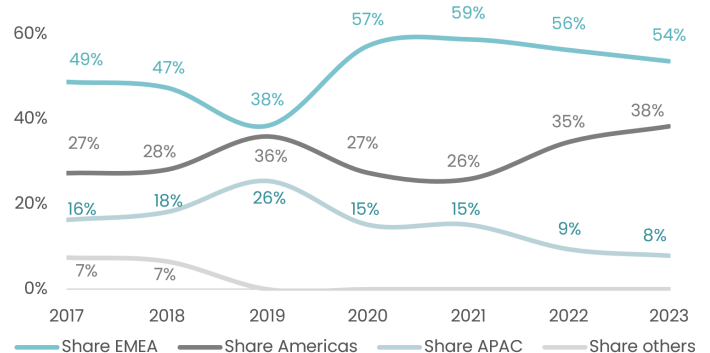
Source: Company

IHSE's revenue has grown by an average of 13.2% p.a. between 2009 and 2023. Growth has never been linear because of the strong project character of the customer orders but has always fluctuated - with a clear upward trend. Prior to Covid-19, IHSE generated substantial growth but then suffered losses in revenue in the wake of the Covid pandemic. This was aggravated by decoupling tendencies of the Chinese customers, as a result of which virtually the whole China business was lost, which previously should have accounted for c. 10% of revenue. After two declining years during Covid-19, IHSE boosted sales organically and with the acquisition of kvm-tec (revenue in FY 2021: EUR ~4.1m). Taking a look at the sales regions we can observe a decreasing significance of the Asian regions and a very positive business development in the USA. This is likely to be accelerated in the medium term due to compliance with the highest security standards in the USA (as well as EU and GER) since end-2022 and the resultant business opportunities in government & defense.

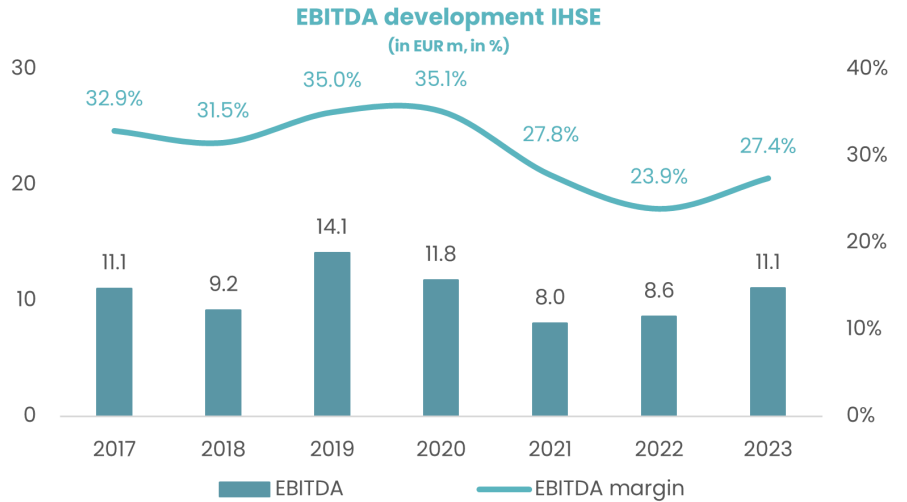
Revenue development IHSE (in EUR m; in %)



Development of sales regions



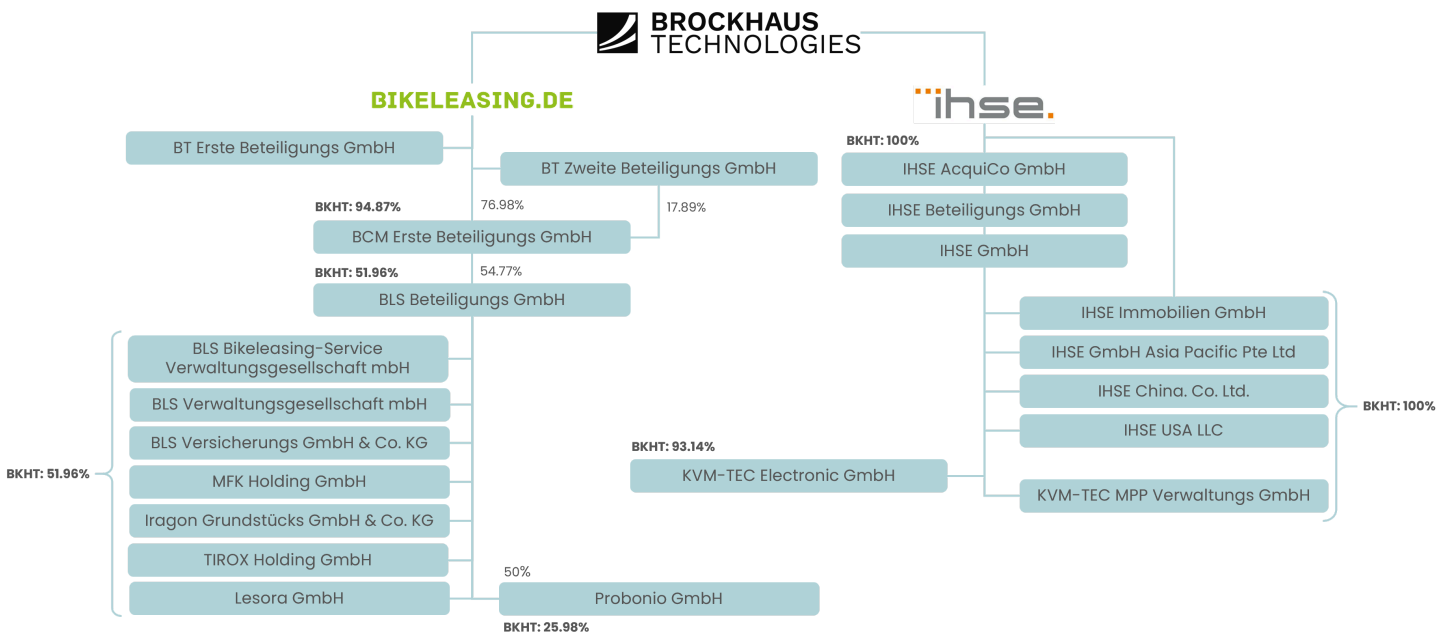
In terms of profitability, IHSE generated high EBITDA margins of up to 35% in the past thanks to its excellent competitive position in an attractive market niche. Accordingly, the company has exceeded the profitability levels of direct peers for years both in terms of gross margin and EBITDA margin. In the context of Covid-19, IHSE suffered from a decreased profitability as a result of lower turnover which was aggravated by decoupling tendencies of China and the resultant loss of most of the China business. The China business accounted for c. 19% of revenue before Covid-19. This negative effect conceals part of the recent strong recovery of business performance. IHSE is expected to return to its historic margin level in the next few years along with high revenue growth.



Source: Company

Organizational structure of Brockhaus Technologies AG

Brockhaus Technologies AG plays the key role as subordinate holding in the company's organizational structure. This includes non-operating companies which manage the investments in IHSE and Bikeleasing. A typical ring-fencing is visible due to the complex transaction arrangement of Bikeleasing. The operating companies are allocated to BLS Beteiligungs GmbH. A similar structure can be seen at IHSE, which holds different foreign companies.



Source: company, Montega

Major events in the company's history

Brockhaus Technologies AG (previously Brockhaus Capital Management AG) emerged in its current form in 2017. The company's target is to build up a diversified technology group with a long-term orientation. Following two financing rounds prior to the IPO, the company went public in 2020. Prior to this, CEO Marco Brockhaus had already issued and/or advised three PE funds with a total volume of c. EUR 300m since 2000. Both the current COO Dr. Marcel Wilhelm (joined in 2006; part of the management from 2012) and the current CFO Harald Henning (joined in 2014) have joined Brockhaus Private Equity at an early stage and contributed significantly to the success of the PE funds.

Although the funds reached high double-digit returns and Brockhaus could certainly have issued other fund generations, the CEO decided to create a vehicle with Brockhaus Technologies with a **permanent capital base and without exit pressure**. As such, BKHT is not obliged to sell companies after only a few years or at the end of the fund's life but can sell them on the basis of pure economic considerations and hold them as long as desired. As part of the IPO, roughly 3.6m new shares were placed at a price of EUR 32 (gross proceeds EUR 115m), whilst the existing shareholders did not surrender shares. The funds raised were used for M&A purposes since the existing company group with its two investments IHSE and Palas (exist in 2022) worked profitably.



Management

Brockhaus Technologies currently is managed by a two-person management team. It is supported by three other managers which together with the Management Board make up the Executive Committee.



Marco Brockhaus (CEO) founded Brockhaus Technologies AG and has been Chief Executive Officer since 2017. After completing his degree in Business Administration at the Julius Maximilian University of Würzburg he started his career as an analyst at Rothschild in 1995 and worked for the British VC and PE investment company 3i for several years. He went on to found Brockhaus Private Equity GmbH in 2000, where he advised three private equity funds with a volume of c. EUR 300m. Furthermore, he held various supervisory and advisory board positions in different industries and was a member of the German Private Equity and Venture Capital Association (BVK), where he was responsible for the mid-market division.



Dr. Marcel Wilhelm (COO) has also been a member of the Management Board of Brockhaus Technologies AG since 2017 and is responsible for Legal and Administration. He holds a doctor of law degree and had already worked for Brockhaus Private Equity before. He was appointed Managing Director in 2012. Dr. Wilhelm is specialized in corporate and fiscal law and previously headed the international clients team at Rödl & Partner.

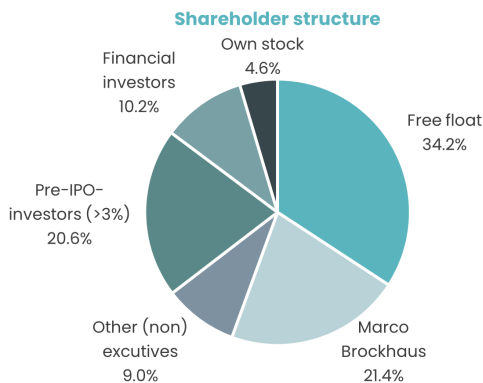
Shareholder Structure

The shares of Brockhaus Technologies AG have been listed in the Prime Standard of the Frankfurt stock exchange since 2020. The company issued 10,947,637 shares, 499,971 of which (4.6%) were bought back at a price of EUR 22.00 per share in December 2023.

According to the company, the five members of the Executive Committee hold c. 23% of the shares. Founder & CEO Marco Brockhaus is the largest individual shareholder of BKHT with a stake of 21.4%. Another ~7% of the shares are held by the management of the two subsidiaries. Bikeleasing founder and Managing Director Bastian Krause accounts for 3.9% of the stake.

The following five family offices hold a cumulated share of 20.6%. We believe that their stake has remained almost unchanged also after the IPO. One of the pre-IPO investors is the family-managed Hanseatic investment company of Dr. Cornelius Liedtke, which holds 3.3% of the shares. ABACON Invest GmbH, the family office of the Büll family, holds 5.7% of the shares and is historically associated with the Liedtke family, having established the Büll & Liedtke real estate company. Investment company Vesta GmbH holds 3.3% of the shares, which we believe can be allocated to the Fissler-Pechtl entrepreneurial family. SFCMG Beteiligungs-GmbH & Co. KGaA (4.8%; attributable to Andreas Peiker) and ORGENTEC Holding GmbH (3.7%; attributable to the family of Dr. Wigbert Berg) are two other family offices with a long-term investment horizon.

In terms of financial investors, both DWS (6.9%) and Paladin Asset Management (3.3%) are above the reporting threshold. The remaining shares (34.2%) are free float.



Source: Company, Montega

DCF Model

Figures in EUR m

	2024e	2025e	2026e	2027e	2028e	2029e	2030e	Terminal Value
Sales	222.9	284.5	356.6	398.7	447.8	503.1	562.4	573.7
Change yoy	19.5%	27.6%	25.3%	11.8%	12.3%	12.3%	11.8%	2.0%
EBIT	53.4	73.0	96.3	125.3	142.9	157.5	171.3	172.1
EBIT margin	24.0%	25.7%	27.0%	31.4%	31.9%	31.3%	30.5%	30.0%
NOPAT	37.4	51.1	67.4	87.7	100.1	110.3	119.9	120.5
Depreciation	23.7	24.3	23.2	20.4	18.1	17.7	17.9	6.9
in % of Sales	10.6%	8.6%	6.5%	5.1%	4.0%	3.5%	3.2%	1.2%
Change in Liquidity from								
- Working Capital	-0.7	-10.7	-10.7	-6.1	-18.4	-10.3	-11.0	-2.2
- Capex	-6.6	-7.0	-4.9	-5.2	-5.8	-6.0	-6.7	-6.9
Capex in % of Sales	2.9%	2.4%	1.4%	1.3%	1.3%	1.2%	1.2%	1.2%
Other	-20.8	-26.8	-32.8	-40.1	-44.3	-48.6	-52.8	-48.3
Free Cash Flow (WACC model)	35.0	33.0	44.2	58.7	51.6	65.0	69.3	72.0
WACC	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%
Present value	34.2	29.3	35.8	43.3	34.6	39.7	38.5	452.1
Total present value	34.2	63.5	99.2	142.5	177.1	216.9	255.4	707.5

Valuation

Total present value (Tpv)	707.5
Terminal Value	452.1
Share of TV on Tpv	64%
Liabilities	74.1
Liquidity	42.6
Equity value	676.0

Number of shares (mln)	10.4
Value per share (EUR)	65.9
+Upside / -Downside	127%
Share price	29.00

Model parameter

Debt ratio	25.0%
Costs of Debt	6.5%
Market return	9.0%
Risk free rate	2.5%
Beta	1.4
WACC	9.8%
Terminal Growth	2.0%

Growth: sales and margin

Short term sales growth	2024-2027	21.4%
Mid term sales growth	2024-2030	16.7%
Long term sales growth	from 2031	2.0%
Short term EBIT margin	2024-2027	27.0%
Mid term EBIT margin	2024-2030	28.8%
Long term EBIT margin	from 2031	30.0%

Sensitivity Value per Share (EUR)

WACC	Terminal Growth				
	1.25%	1.75%	2.00%	2.25%	2.75%
10.34%	58.20	60.36	61.54	62.79	65.54
10.09%	60.07	62.40	63.67	65.02	68.01
9.84%	62.05	64.56	65.94	67.40	70.65
9.59%	64.15	66.87	68.36	69.95	73.49
9.34%	66.39	69.33	70.95	72.68	76.55

Sensitivity Value per Share (EUR)

WACC	EBIT-margin from 2031e				
	29.50%	29.75%	30.00%	30.25%	30.50%
10.34%	59.29	59.85	60.42	60.98	61.55
10.09%	61.31	61.90	62.49	63.08	63.67
9.84%	63.46	64.08	64.70	65.32	65.94
9.59%	65.76	66.41	67.06	67.71	68.36
9.34%	68.21	68.90	69.58	70.27	70.96

Source: Montega

P&L (in Euro m) Brockhaus Technologies AG	2021	2022	2023	2024e	2025e	2026e
Sales	60.3	142.7	186.6	222.9	284.5	356.6
Increase / decrease in inventory	-0.2	-0.2	0.1	0.0	0.0	0.0
Own work capitalised	1.4	1.0	1.0	1.0	1.0	1.0
Total sales	61.5	143.5	187.7	223.9	285.5	357.6
Material Expenses	14.2	51.7	69.3	82.4	117.0	159.6
Gross profit	47.3	91.7	118.4	141.5	168.5	198.0
Personnel expenses	21.8	26.6	33.1	40.0	45.0	49.2
Other operating expenses	26.9	19.5	30.6	26.7	28.7	31.7
Other operating income	2.0	1.5	4.1	3.4	4.0	4.3
EBITDA	0.4	46.7	57.9	77.1	97.3	119.5
Depreciation on fixed assets	2.1	2.2	3.2	3.6	4.0	4.1
EBITA	-1.7	44.5	54.7	73.5	93.4	115.4
Amortisation of intangible assets	7.6	15.2	17.0	20.1	20.4	19.1
Impairment charges and Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-9.3	29.3	37.6	53.4	73.0	96.3
Financial result	-6.1	-10.0	-19.2	-14.2	-14.7	-16.7
Result from ordinary operations	-15.4	19.3	18.4	39.2	58.3	79.6
Extraordinary result						
EBT	-15.4	19.3	18.4	39.2	58.3	79.6
Taxes	3.4	8.9	9.1	11.8	17.5	23.9
Net Profit of continued operations	-18.8	10.5	9.3	27.5	40.8	55.7
Net Profit of discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	-18.8	10.5	9.3	27.5	40.8	55.7
Minority interests	-2.9	9.4	12.7	20.8	26.8	32.8
Net profit	-15.9	1.0	-3.3	6.6	14.0	22.9

Source: Company (reported results), Montega (forecast)

P&L (in % of Sales) Brockhaus Technologies AG	2021	2022	2023	2024e	2025e	2026e
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Increase / decrease in inventory	-0.3%	-0.2%	0.0%	0.0%	0.0%	0.0%
Own work capitalised	2.3%	0.7%	0.5%	0.4%	0.4%	0.3%
Total sales	102.0%	100.5%	100.6%	100.4%	100.4%	100.3%
Material Expenses	23.6%	36.3%	37.1%	37.0%	41.1%	44.8%
Gross profit	78.4%	64.3%	63.4%	63.5%	59.2%	55.5%
Personnel expenses	36.1%	18.7%	17.7%	17.9%	15.8%	13.8%
Other operating expenses	44.6%	13.7%	16.4%	12.0%	10.1%	8.9%
Other operating income	3.2%	1.0%	2.2%	1.5%	1.4%	1.2%
EBITDA	0.7%	32.7%	31.0%	34.6%	34.2%	33.5%
Depreciation on fixed assets	3.5%	1.6%	1.7%	1.6%	1.4%	1.1%
EBITA	-2.8%	31.2%	29.3%	33.0%	32.8%	32.4%
Amortisation of intangible assets	12.6%	10.6%	9.1%	9.0%	7.2%	5.4%
Impairment charges and Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT	-15.4%	20.5%	20.2%	24.0%	25.7%	27.0%
Financial result	-10.1%	-7.0%	-10.3%	-6.4%	-5.2%	-4.7%
Result from ordinary operations	-25.5%	13.5%	9.9%	17.6%	20.5%	22.3%
Extraordinary result	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBT	-25.5%	13.5%	9.9%	17.6%	20.5%	22.3%
Taxes	5.6%	6.2%	4.9%	5.3%	6.1%	6.7%
Net Profit of continued operations	-31.1%	7.3%	5.0%	12.3%	14.3%	15.6%
Net Profit of discontinued operations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit before minorities	-31.1%	7.3%	5.0%	12.3%	14.3%	15.6%
Minority interests	-4.8%	6.6%	6.8%	9.3%	9.4%	9.2%
Net profit	-26.3%	0.7%	-1.8%	3.0%	4.9%	6.4%

Source: Company (reported results), Montega (forecast)

Balance sheet (in Euro m) Brockhaus Technologies AG	2021	2022	2023	2024e	2025e	2026e
ASSETS						
Intangible assets	398.9	356.9	356.6	338.7	320.2	302.6
Property, plant & equipment	16.2	7.6	12.9	13.7	14.7	14.0
Non-current leasing receivables	82.1	130.9	139.5	103.9	106.7	126.6
Fixed assets	497.2	495.5	509.0	456.2	441.6	443.2
Inventories	12.6	10.9	17.7	18.5	25.3	31.2
Accounts receivable	20.0	29.3	35.7	38.4	46.0	55.2
Liquid assets	30.3	70.8	53.7	75.2	115.7	171.1
Other assets	54.4	49.0	50.1	54.0	60.1	67.8
Current assets	117.3	160.1	157.2	186.0	247.1	325.3
Total assets	614.5	655.5	666.2	642.3	688.7	768.5
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	222.0	272.7	258.3	283.6	321.1	372.7
Minority Interest	32.9	42.6	39.5	39.5	39.5	39.5
Provisions	10.4	5.9	4.1	4.1	4.1	4.1
Financial liabilities	135.6	90.9	85.5	65.0	60.4	55.9
Accounts payable	11.3	14.1	12.3	15.0	18.7	23.1
Other liabilities	202.2	229.3	266.5	235.2	244.8	273.2
Liabilities	359.6	340.2	368.3	319.3	328.1	356.3
Total liabilities and shareholders' equity	614.5	655.5	666.2	642.3	688.7	768.5

Source: Company (reported results), Montega (forecast)

Balance sheet (in %) Brockhaus Technologies AG	2021	2022	2023	2024e	2025e	2026e
ASSETS						
Intangible assets	64.9%	54.5%	53.5%	52.7%	46.5%	39.4%
Property, plant & equipment	2.6%	1.2%	1.9%	2.1%	2.1%	1.8%
Non-current leasing receivables	13.4%	20.0%	20.9%	16.2%	15.5%	16.5%
Fixed assets	80.9%	75.6%	76.4%	71.0%	64.1%	57.7%
Inventories	2.0%	1.7%	2.7%	2.9%	3.7%	4.1%
Accounts receivable	3.3%	4.5%	5.4%	6.0%	6.7%	7.2%
Liquid assets	4.9%	10.8%	8.1%	11.7%	16.8%	22.3%
Other assets	8.9%	7.5%	7.5%	8.4%	8.7%	8.8%
Current assets	19.1%	24.4%	23.6%	29.0%	35.9%	42.3%
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	36.1%	41.6%	38.8%	44.1%	46.6%	48.5%
Minority Interest	5.4%	6.5%	5.9%	6.2%	5.7%	5.1%
Provisions	1.7%	0.9%	0.6%	0.6%	0.6%	0.5%
Financial liabilities	22.1%	13.9%	12.8%	10.1%	8.8%	7.3%
Accounts payable	1.8%	2.1%	1.8%	2.3%	2.7%	3.0%
Other liabilities	32.9%	35.0%	40.0%	36.6%	35.5%	35.5%
Total Liabilities	58.5%	51.9%	55.3%	49.7%	47.6%	46.4%
Total Liabilities and Shareholders' Equity	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company (reported results), Montega (forecast)

Statement of cash flows (in Euro m) Brockhaus Technologies AG	2021	2022	2023	2024e	2025e	2026e
Net income	-18.8	10.5	9.3	27.5	40.8	55.7
Depreciation of fixed assets	2.1	2.2	3.2	3.6	4.0	4.1
Amortisation of intangible assets	7.6	15.2	17.0	20.1	20.4	19.1
Increase/decrease in long-term provisions	1.9	0.1	0.0	0.0	0.0	0.0
Other non-cash related payments	2.7	9.3	26.0	0.7	0.7	0.8
Cash flow	-4.5	37.2	55.6	51.8	65.8	79.7
Increase / decrease in working capital	-24.3	23.1	8.0	-0.9	-10.7	-10.7
Cash flow from operating activities	-6.2	34.9	34.8	50.9	55.2	68.9
CAPEX	-3.0	-4.4	-6.0	-6.6	-7.0	-4.9
Other	-141.5	56.2	-5.1	0.0	0.0	0.0
Cash flow from investing activities	-144.5	51.8	-11.2	-6.6	-7.0	-4.9
Dividends paid	0.0	0.0	0.0	-2.3	-3.1	-4.2
Change in financial liabilities	58.0	-41.2	-8.0	-20.5	-4.6	-4.5
Other	-1.8	-4.3	-33.3	0.0	0.0	0.0
Cash flow from financing activities	56.2	-45.4	-41.3	-22.8	-7.7	-8.7
Effects of exchange rate changes on cash	1.3	0.2	0.6	0.0	0.0	0.0
Change in liquid funds	-94.5	41.2	-17.7	21.5	40.5	55.4
Liquid assets at end of period	30.3	71.8	53.7	75.2	115.7	171.1

Source: Company (reported results), Montega (forecast)

Key figures Brockhaus Technologies AG	2021	2022	2023	2024e	2025e	2026e
Earnings margins						
Gross margin (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Gross margin (%)	78.4%	64.3%	63.4%	63.5%	59.2%	55.5%
EBITDA margin (%)	0.7%	32.7%	31.0%	34.6%	34.2%	33.5%
EBIT margin (%)	-15.4%	20.5%	20.2%	24.0%	25.7%	27.0%
EBT margin (%)	-25.5%	13.5%	9.9%	17.6%	20.5%	22.3%
Net income margin (%)	-31.1%	7.3%	5.0%	12.3%	14.3%	15.6%
Return on capital						
ROCE (%)	-3.2%	8.4%	11.3%	16.6%	23.6%	32.0%
ROE (%)	-7.1%	0.4%	-1.1%	2.2%	4.3%	6.3%
ROA (%)	-2.6%	0.2%	-0.5%	1.0%	2.0%	3.0%
Solvency						
YE net debt (in EUR)	105.3	20.2	31.9	-10.1	-55.2	-115.1
Net debt / EBITDA	250.7	0.4	0.6	-0.1	-0.6	-1.0
Net gearing (Net debt/equity)	0.4	0.1	0.1	0.0	-0.2	-0.3
Cash Flow						
Free cash flow (EUR m)	-9.2	30.5	28.7	44.3	48.2	64.1
Capex / sales (%)	5.0%	3.1%	3.2%	2.9%	2.4%	1.4%
Working capital / sales (%)	-	16.6%	18.0%	18.6%	16.6%	16.2%
Valuation						
EV/Sales	5.5	2.3	1.8	1.5	1.2	0.9
EV/EBITDA	796.6	7.2	5.8	4.3	3.4	2.8
EV/EBIT	-	11.4	8.9	6.3	4.6	3.5
EV/FCF	-	11.0	11.6	7.5	6.9	5.2
PE	-	290.0	-	45.3	21.6	13.2
KBV	1.4	1.1	1.2	1.1	0.9	0.8

Dividend yield

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Company	Disclosure (as of 29.08.2024)
Brockhaus Technologies AG	1, 8, 9

Price history

Recommendation	Date	Price (EUR)	Price target (EUR)	Potential
Buy (Initiation)	27.05.2024	24.90	71.00	+185%
Buy	13.06.2024	29.60	71.00	+140%
Buy	06.08.2024	28.30	71.00	+151%
Buy	16.08.2024	28.80	66.00	+129%
Buy	28.08.2024	29.00	66.00	+128%