

Investor Presentation

Equity Forum Fall Conference

 06 – 07 September 2021

Blue Cap AG

01_Overview

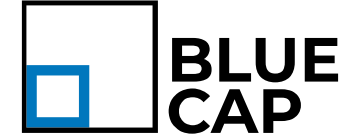
02_Business Performance

03_Financial Performance H1 2021

04_Appendix

01 — Overview

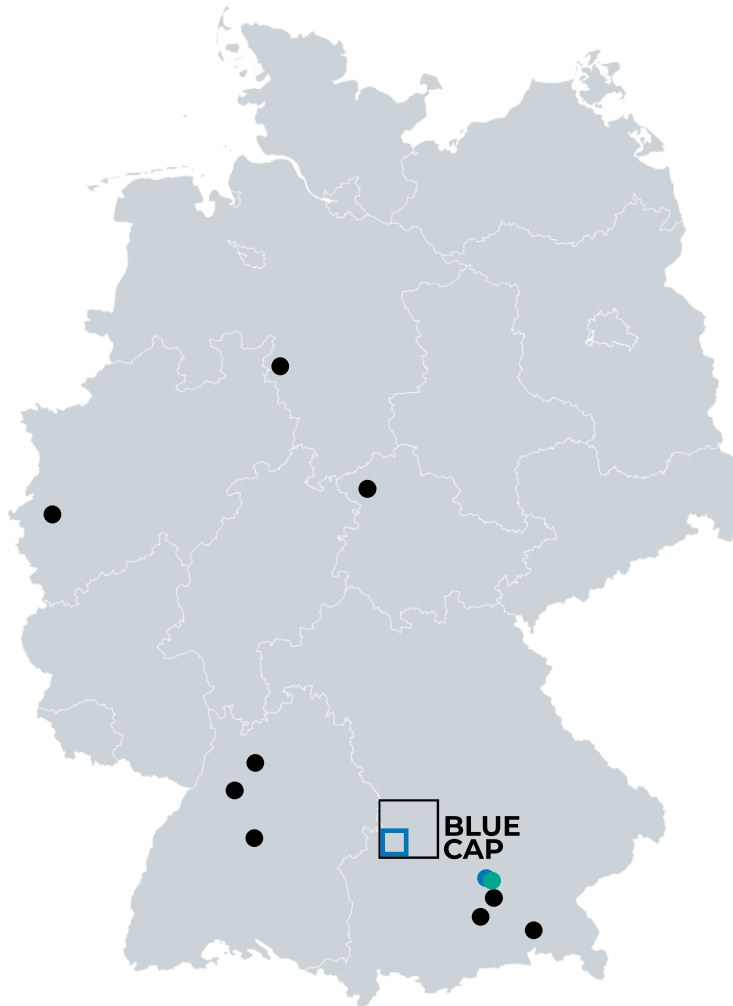
■ Blue Cap at a Glance



Listed Private Equity company
with investment focus on
German-speaking **SME**
companies with clear potential
for active transformation

Our business model
BUY, TRANSFORM,
SELL integrating a **Best**
Owner approach

Founded in
Munich **in 2006**



Portfolio of 10 companies
with our latest acquisition
HY-LINE

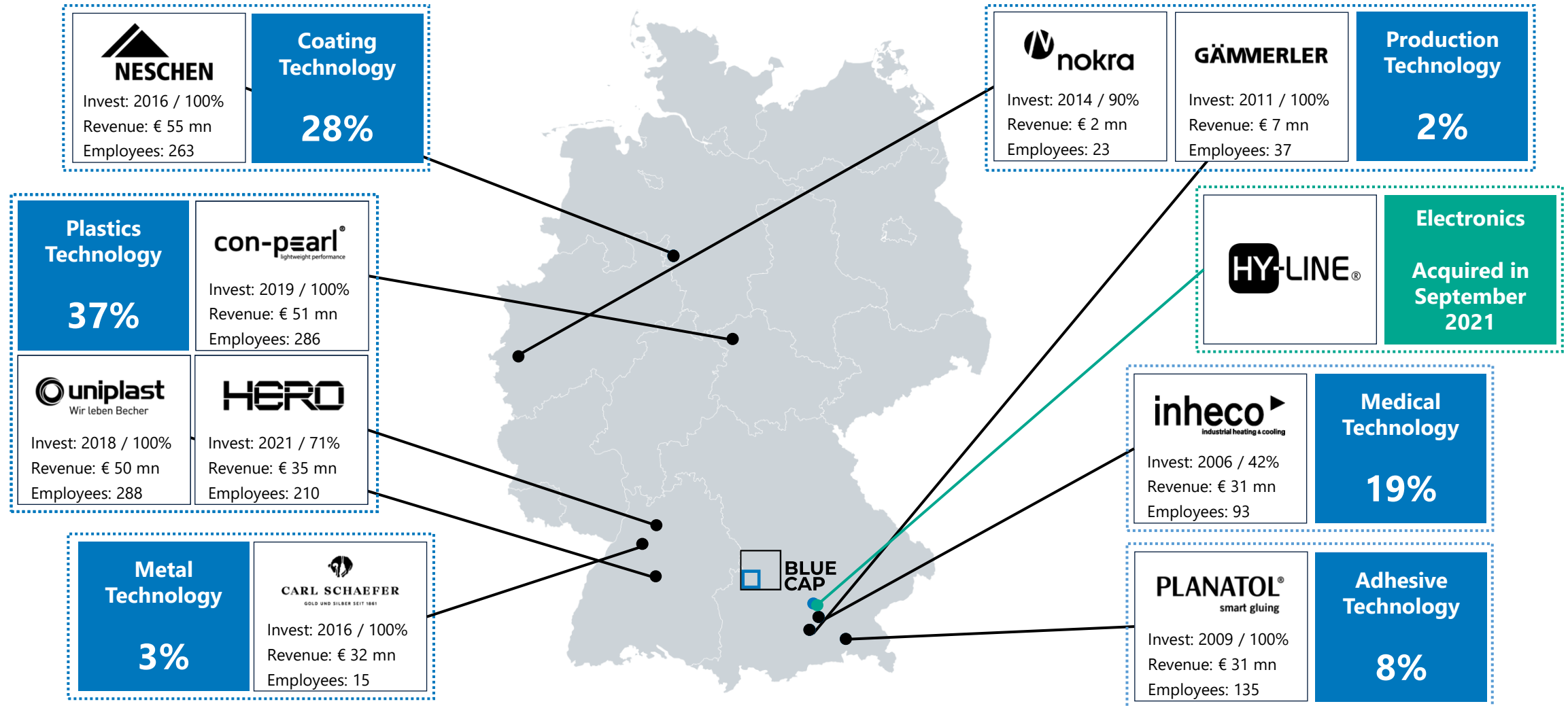
Primarily **control investments**

Sales of **EUR 233 mn**
and EBITDA adj. of
EUR 17.6 mn in 2020

Listed in **Scale** and **m:access**

More than **1,200**
employees

■ High Value Diversification across Sectors



Shares of Group Net Asset Value as of 30 June 2021, revenues and employees (incl. trainees) as of 31 December 2020

■ Experienced Management Team with Complementary Skills



Tobias Hoffmann-Becking

Chief Investment Officer



Main Responsibilities

- M&A Business
- Capital Market & Investor Relations

Professional Experience

- Managing Director Rothschild & Co.
- Partner Odewald & Cie.
- Investment Manager Candover plc.
- Associate Bain Capital Ltd
- Consultant Boston Consulting Group

Ulrich Blessing

Chief Operating Officer



Main Responsibilities

- Portfolio Management
- ESG

Professional Experience

- Managing Director LB GmbH
- Managing Director Klöpfer & Königer
- Investment Manager KF 15 GmbH,
- Principal Boston Consulting Group
- Consultant Wieselhuber & Partner

Matthias Kosch

Chief Financial Officer



Main Responsibilities

- Finance and Accounting
- IT

Professional Experience

- CFO Blue Cap AG
- Investment Manager Blue Cap AG
- Financial Analyst CMP Capital Management-Partners GmbH

■ Our Focus: Companies with Core Business in Production, Distribution or Services of Industrial Goods

Investment Situations

Succession

Carve-out

Growth challenges

Shareholder disputes

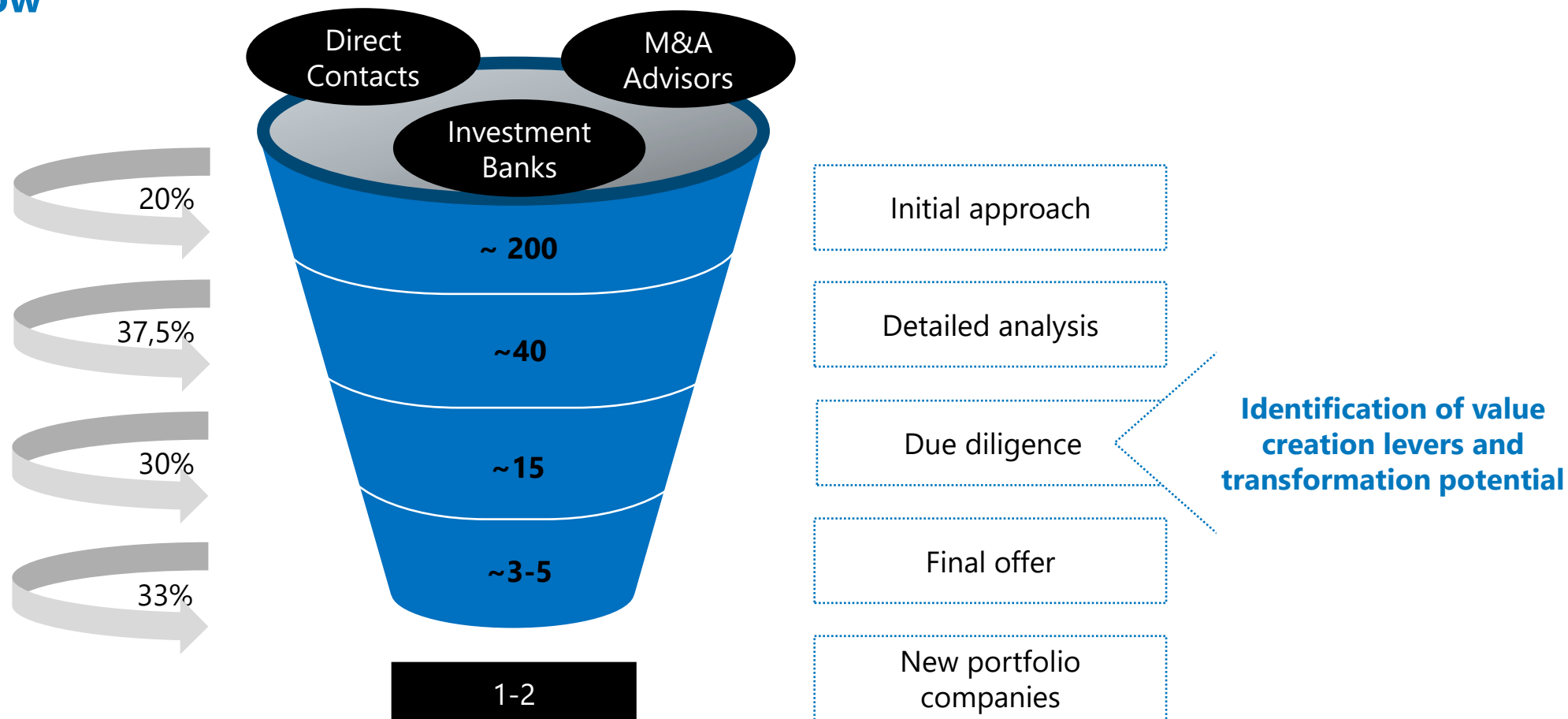
Stressed situations

Investment Criteria

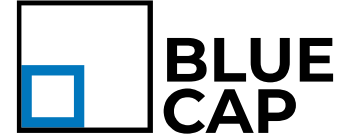


■ BUY: Active Market Screening to Realize 1-2 Acquisitions Every Year plus Add-On Acquisitions

Annual Deal Flow



■ TRANSFORM: Active and Strategic Support



Boost growth



Encourage sustainability



Launch initiatives



Reduce portfolio risks



Drive digitalization



Relieve balance sheets

Develop & implement **individual strategies** and
autonomous management

■ SELL: Realising the Value Created

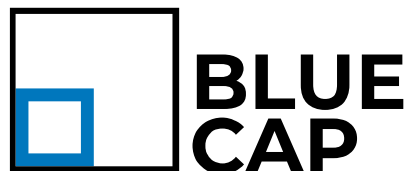


Buy, Turnaround, Sell

MUTARES



Buy, Transform, Sell



Buy, Improve, Hold

[INDUS]
HOLDING AG



"Best Owner" Approach

- We keep our portfolio companies as long as we are the "Best Owner", and value creation is still possible with Blue Cap as main shareholder
- When our full potential is realized we actively look for the next owner who will further develop the company
- Realized proceeds from exits are reinvested in new companies

Successful exits are the proof of concept of our business model.

■ SELL: Business Model is Confirmed by Our Exits



em-tec

Medical Technology

em-tec

- Investment: 2014
- Exit: 2020
- Buyer: Dover Corp. (Illinois, USA)
- Actual market value achieved as % of NAV ~ 177%
- Money multiple: ~ 4.0x

WISAP

Medical Technology

WISAP®

- Investment: 2012
- Exit: 2018
- Buyer: Aouha (Shanghai, China)
- Actual market value achieved as % of NAV: ~ 189%
- Money multiple: ~ 3.4x

Biolink

Adhesive Technology

BIOLINK

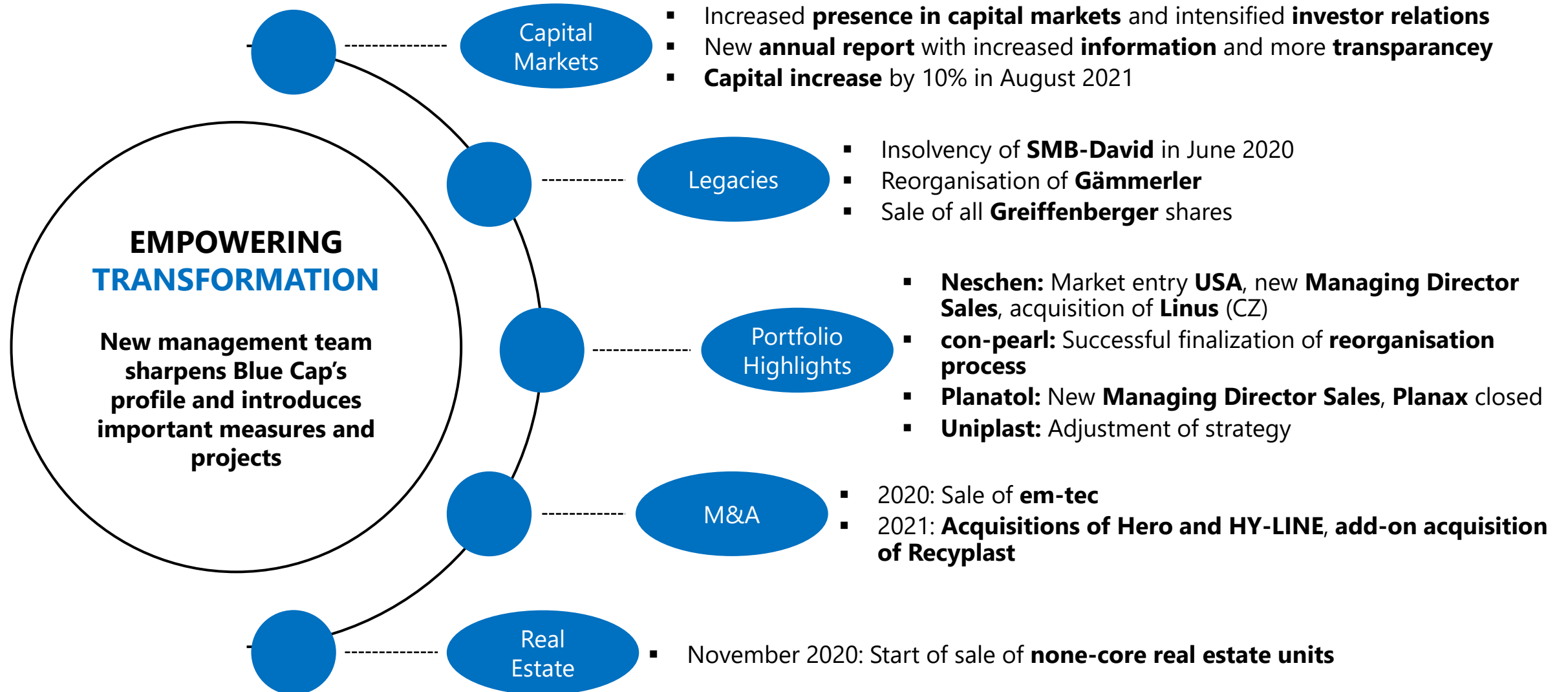
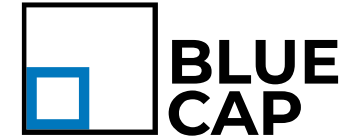
tape solutions

- Investment: 2009
- Exit: 2017
- Buyer: St. Gobain (Paris, France)
- Actual market value achieved as % of NAV: N/A
- Money multiple: ~ 45.9x

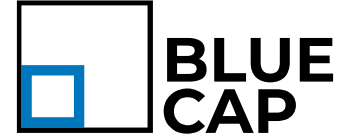
02_ **Business Performance**

■ Milestones 2020/2021

Extensive Portfolio Transformation



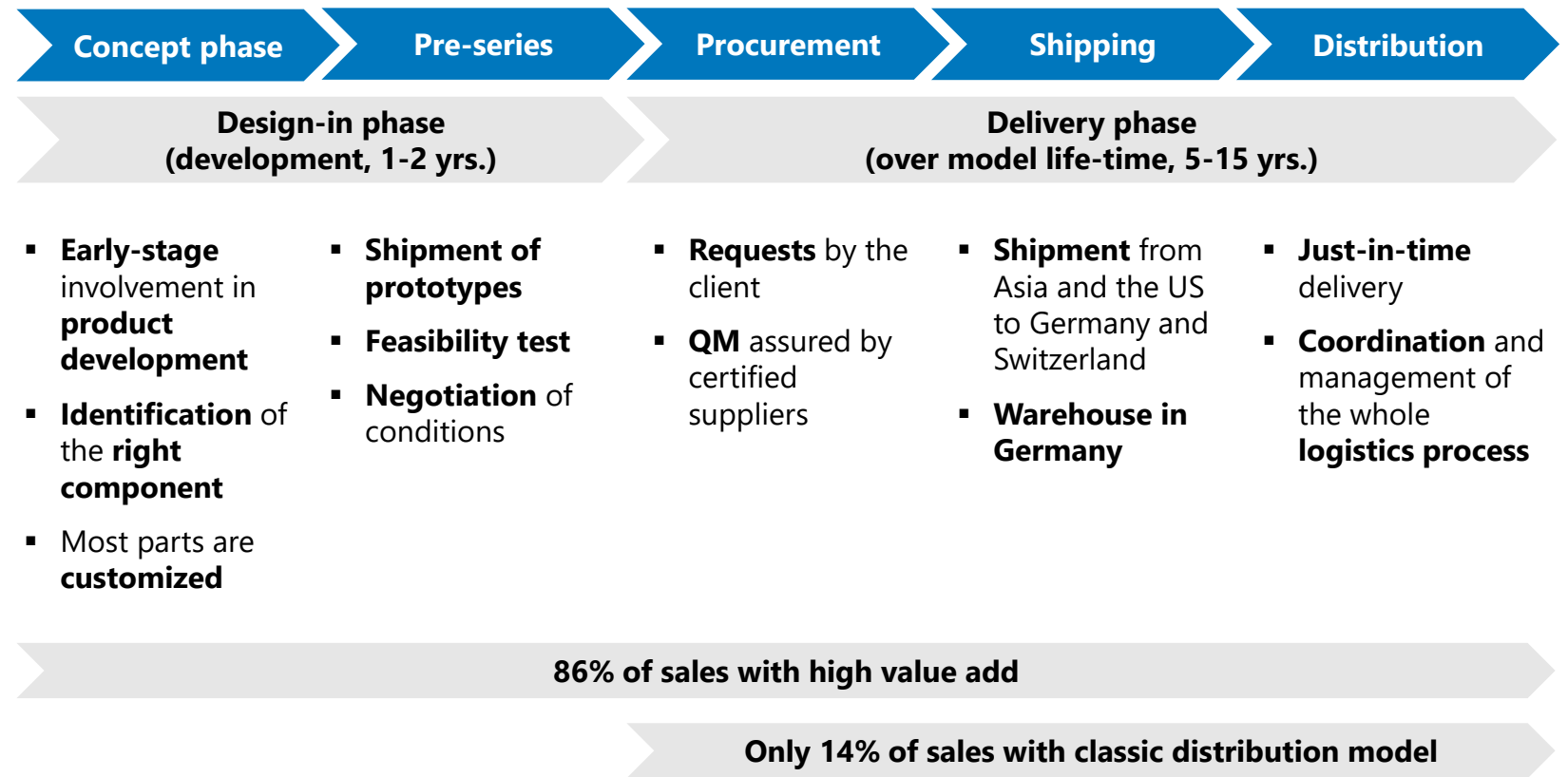
■ HY-LINE: A Specialist for Complex Electronic Components



- Established **value-added distributor** that acts as a **full-service provider for electrical components and systems**
- **€ 40-50 mn annual sales**
- High **cash conversion** and high **return on capital employed**
- Long-term **growth markets**


















Value Chain

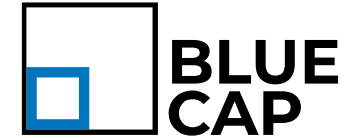


■ HY-LINE: End-Market Trends Show a Favorable Long-Term Market Environment

Overview of Selected Market Trends and Growth Drivers

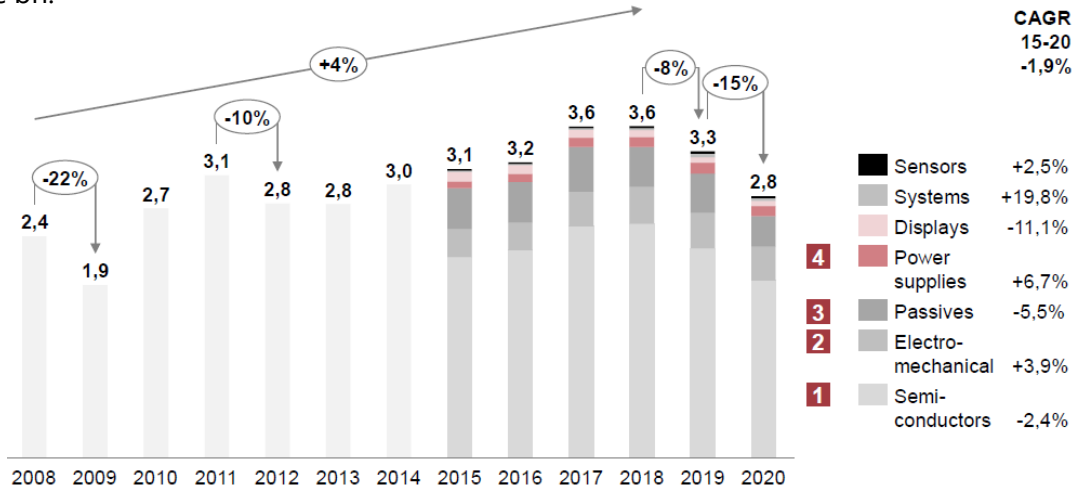
Driver	Description	Relevance	Past impact	Future impact
Health care	<ul style="list-style-type: none"> The market has been steadily increasing in the past and this trend is expected to continue in the future 			
Smart home	<ul style="list-style-type: none"> German smart home device market sees continued strong growth both in residential and non-residential buildings Digitalization is an important trend 			
Internet of things (IoT)	<ul style="list-style-type: none"> Number of devices are rapidly growing Largest use cases of IoT are in industrial production (predictive maintenance and shelf-optimizing production) 			
Wireless communication (5G)	<ul style="list-style-type: none"> 5G is the next-generation cellular standard (enables for example IoT) Infrastructure spending for cellular networks is shifting from 4G to 5G. This trend will enable various new applications in which HY-Line can participate 			
Electric industry	<ul style="list-style-type: none"> The German electric industry develops stable in the long run but exposed to cyclical downturns (non-COVID related) 			

■ HY-LINE: Long-Term Growth Trend Intact, Rebound in Orders after Cyclical Decline



Distribution of Electronic Components

in € bn.

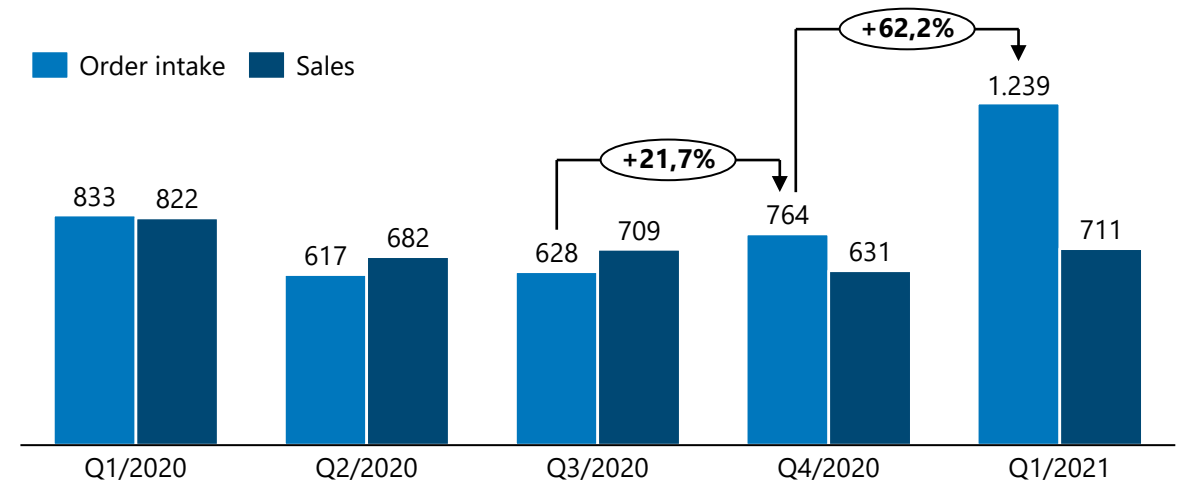


The industry since 2018

- Drastically **reduced inventories**, **over-cautious planning** and **economic slowdown** in some target markets are the root **cause for the decline since 2018**
- **Other** current **factors** are: **COVID-19**, **Brexit**, **components shortage** & **shortage of air freight**

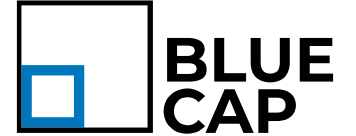
Incoming Orders and Sales per Quarter

in € bn.

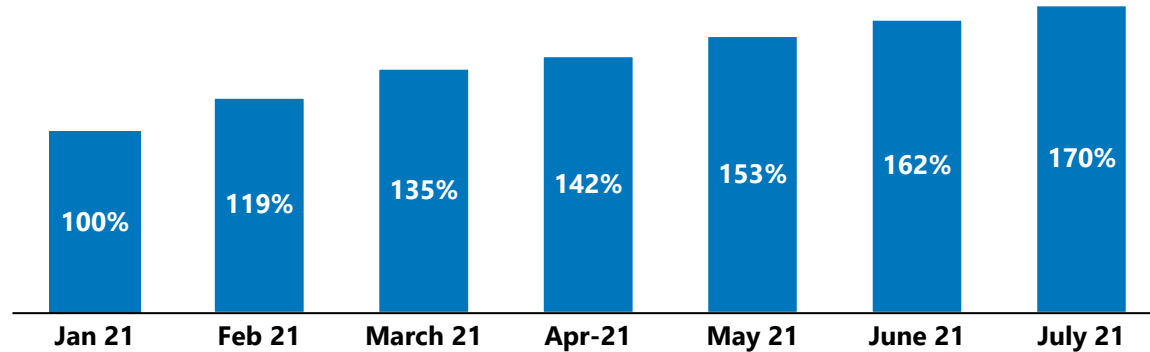


- Strong **order rebound** in 2021
- **Revenue** rebound currently **delayed** due to **component shortage** and **extended delivery time**

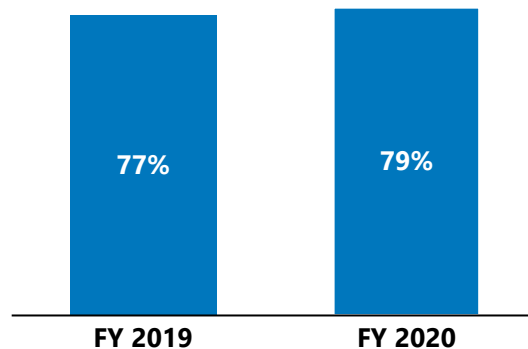
■ HY-LINE: Attractive Financial Profile and Various Value Creation Opportunities



Order Backlog Development



High Cash Conversion Free Cash Flow in % of EBITDA



Value Creation Opportunities

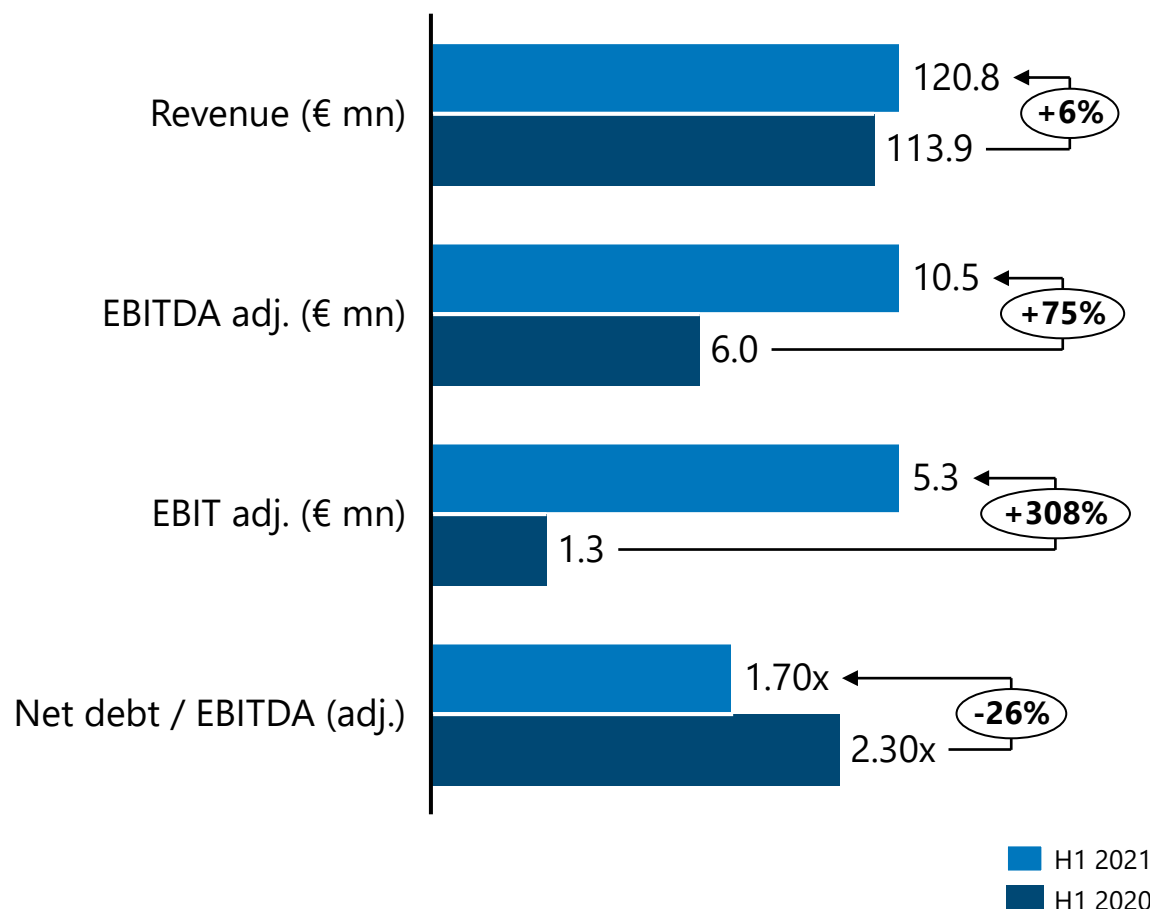
- Continued transformation to **increase value add** and **share of own products**
- **Rebound** in demand (ongoing)
- Expansion in **other regions** (e.g. BeNeLux)
- **Product expansion**
- **Buy & Build** opportunities in fragmented markets

03

Financial Performance H1 2021

■ Good Start into 2021

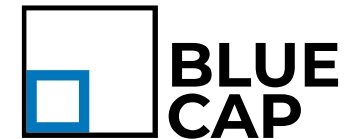
Performance in H1 2021



Significantly Improved Profitability

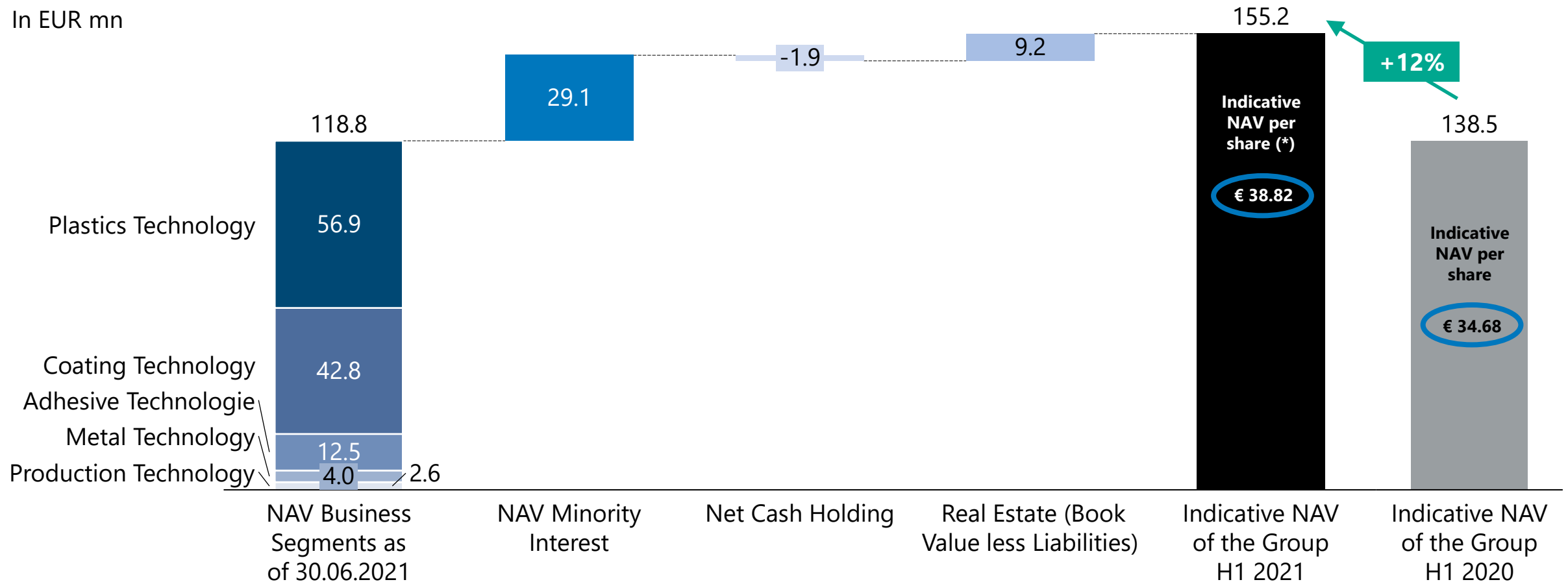
- **Sales** and **EBITDA** increased which is mainly due to the **acquisition of the Hero Group**, the expansion of the **packaging business at con-pearl** and a **positive development of Planatol**.
- Significant increase of **EBITDA and EBIT margin (adj.) to 8.1%** (H1 2020: 5.0%) and 4.2% (H1 2020: 1.1%) respectively.
- Improvement of **leverage ratio** due to debt reduction and EBITDA growth.

■ NAV: Substantial Portfolio Value with Growth Potential



Net Asset Value as of 30 June 2021

In EUR mn



Note: A detailed description of the calculation of the NAV can be found in our Half Year Report 2021 on page 13.

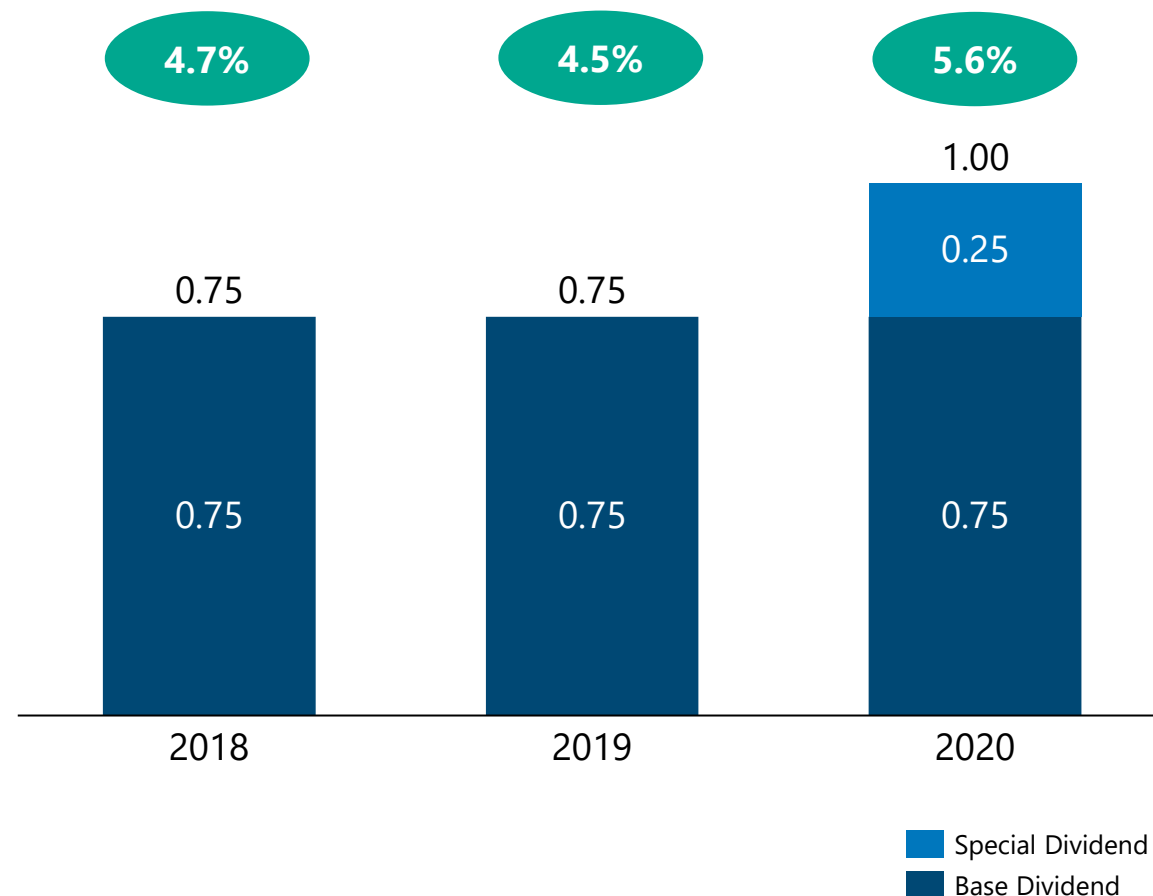
(*) Calculation of NAV per share is based on number of shares as of 30 June 2021 (3,996,628 pcs).

■ Attractive Dividend Policy



Dividend per Share and Dividend Yield⁽¹⁾

In EUR and in %



1) Based on XETRA closing price of the respective fiscal years

Stable Dividend

- Blue Cap AG targets a stable base dividend over the cycle

Increases

- Over time with a growing portfolio based dividend shall increase
- Special dividends from successful exits can be paid in addition to base dividend

Attractive Yield

- Historic dividend yields between 4-5 %

■ Outlook: We Have Ambitious Targets



Further Strengthen the Portfolio Structure



Successful **organic development**



Growth by **acquiring new companies**



Inorganic growth of portfolio by **add-on acquisitions**



Constant review of **exit options**



Shareholders participate in success with an **attractive** dividend yield

Short Term Goals

- Short term financial goal for 2021: Sales of **EUR 265-275 mn** and EBITDA (adj.) margin of **8-9%**
- Net debt/EBITDA adj. \leq **2.75**

Medium Term Goals

- Increase our portfolio from **10 to approx. 12-15** companies
- Increase net asset value and market capitalization to more than **EUR 200 mn**



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Board Member M&A / Capital Markets

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Blue Cap AG

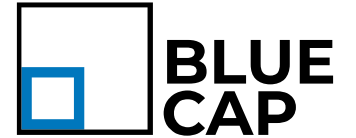
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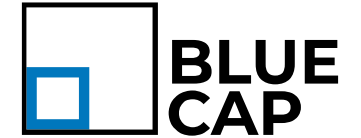
04_ Appendix

■ Financial Calendar 2021



Date	Event	Location
06 – 07 September 2021	Equity Forum Fall Conference	Virtual
22 – 24 November 2021	Deutsches Eigenkapitalforum	Virtual

■ Blue Cap on the Stock Market: Share Price at All-Time High

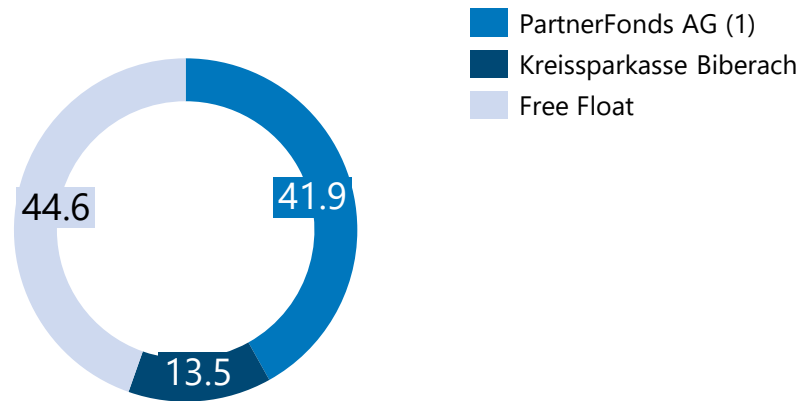


Reference Data

- ISIN/WKN: DE 00A0JM2M1 / A0J M2M
- Ticker: B7E
- Share Capital: 4,396,290.00 Euro / 4,396,290 pcs
- Market Segment: Scale (Frankfurt), m:access (Munich)
- Designated Sponsor: BankM AG
- Stock Exchanges: XETRA, Frankfurt, Munich, Hamburg, Düsseldorf, Berlin, Stuttgart, Tradegate

Shareholder Structure

In %



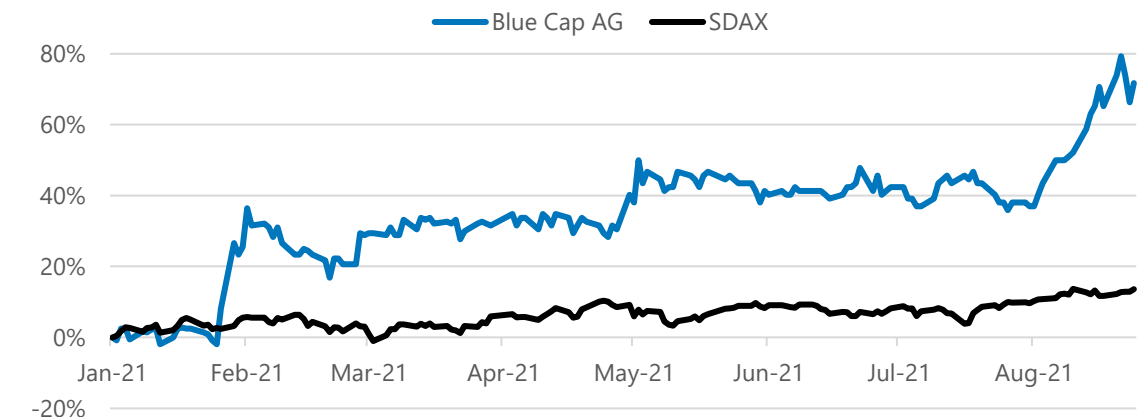
(1) In an extraordinary meeting on May 6, 2020, it was decided to liquidate PartnerFonds AG with effect from January 1, 2021.

Positive Recommendations by Analysts

Institution	Date	Rating	Target Price
M.M. Warburg	09.08.2021	Buy	42.00 €
SMC Research	07.05.2021	Buy	46.00 €
Edison Research	17.05.2021	n.a.	n.a.

Share Price Development Jan 21 – Aug 21

Indexed at 0%



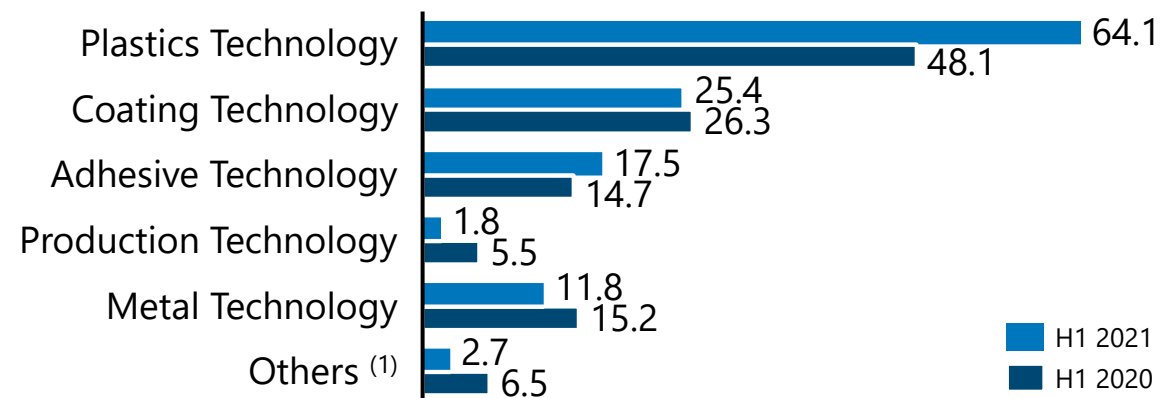
Source: Bloomberg

■ Half Year 2021 - Segment Performance



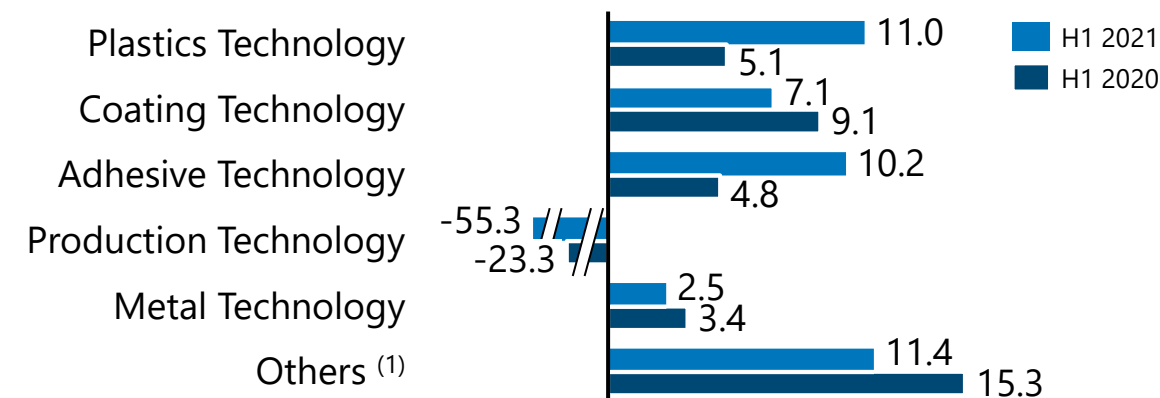
Revenue by Segment

In EUR mn



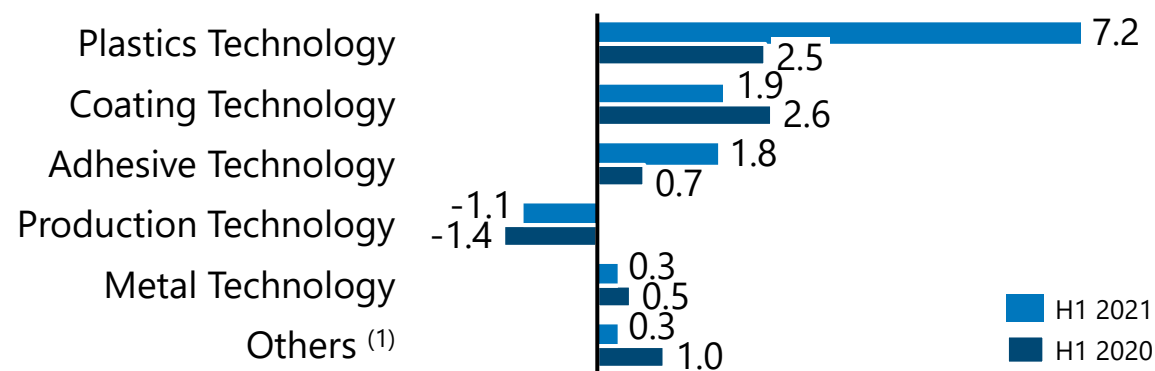
EBITDA Margin (adj.) by Segment

In %



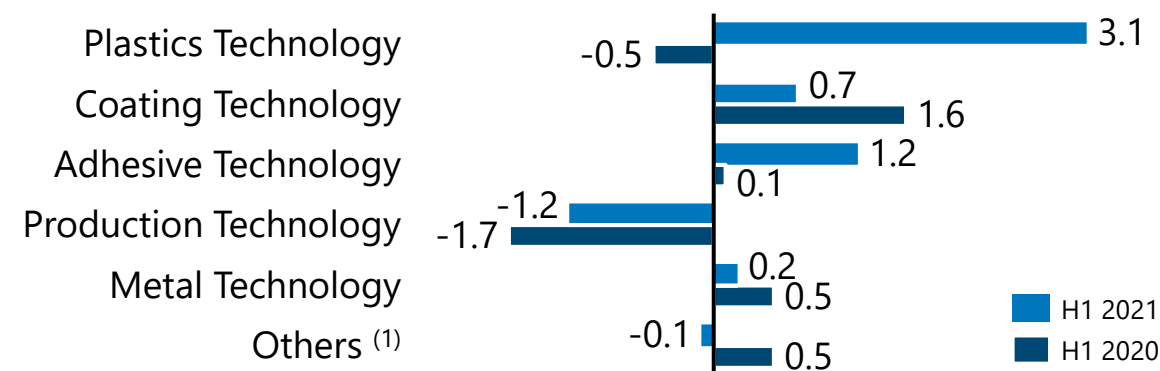
EBITDA adj. by Segment

In EUR mn



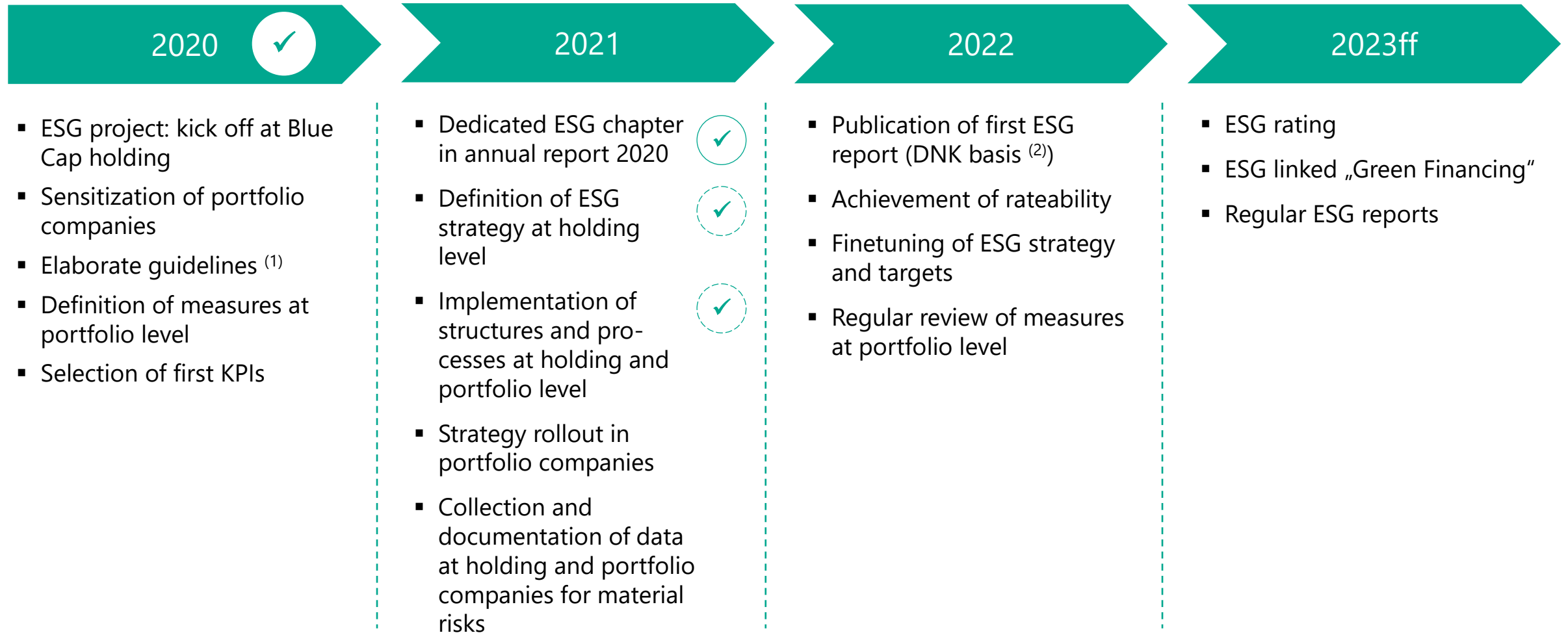
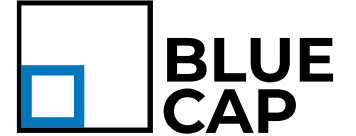
EBIT adj. by Segment

In EUR mn



(1) Up until 30 April 2020, the portfolio also included the Medical Technology segment, which was dissolved on this date with the successful sale of em-tec GmbH. As a result, key figures for the Medical Technology segment are presented under the Other segment.

■ Sustainability at Blue Cap: Our Roadmap to Anchor an ESG Strategy at Group Level



(1) Formulated framework for relevant subject areas ; (2) German Sustainability Code

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