

Financial Figures Q3/9M 2022

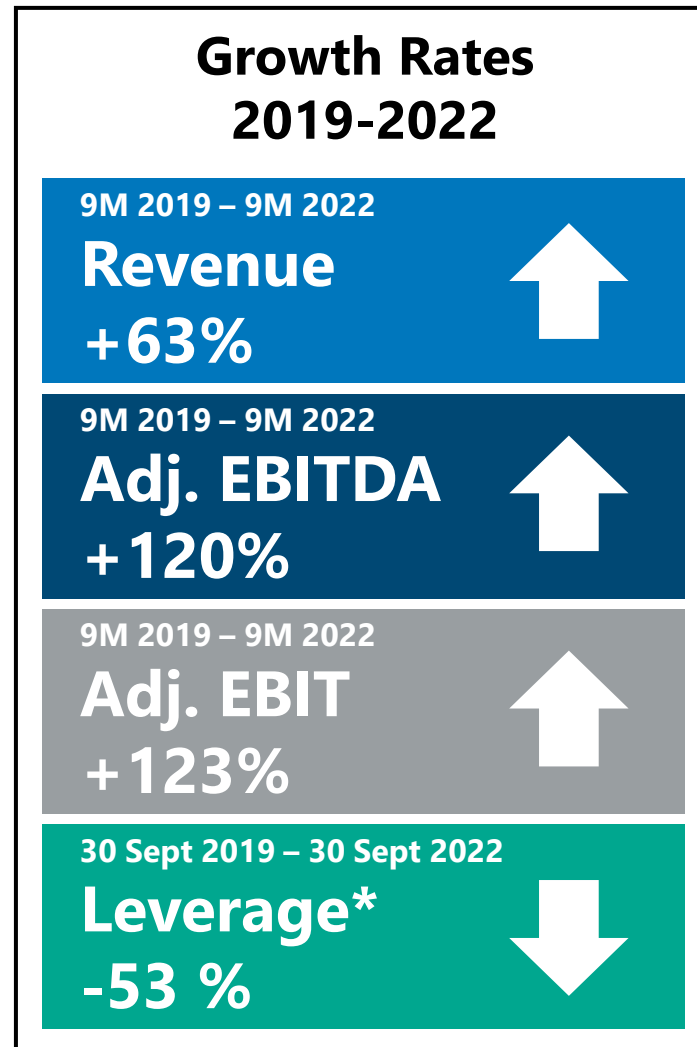
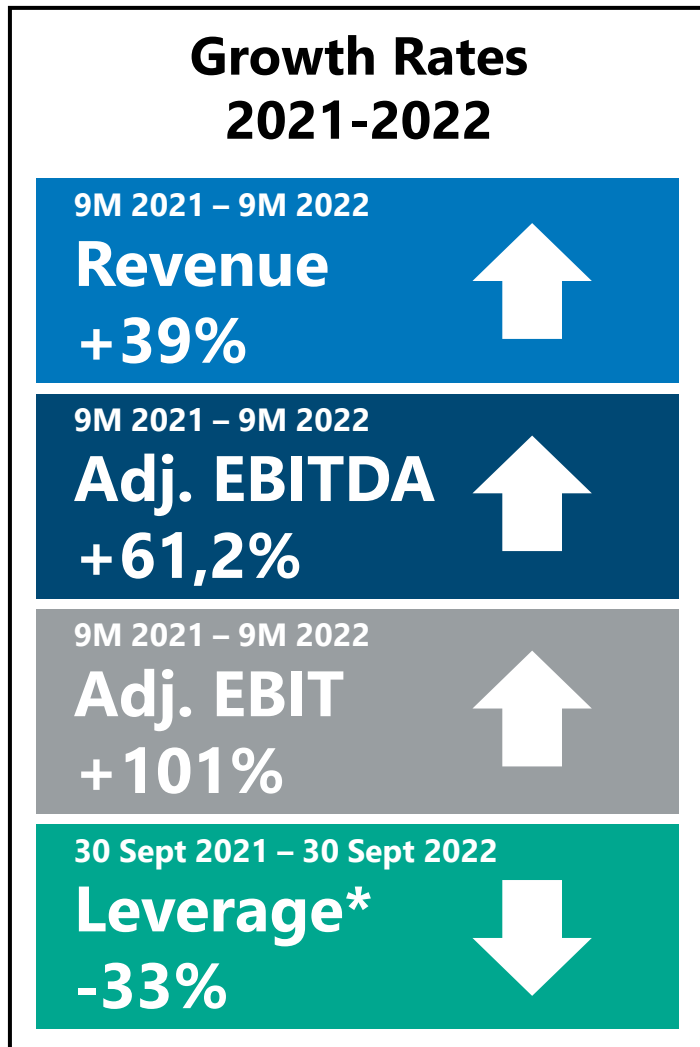
Earnings Call

Tobias Hoffmann-Becking, CEO
Matthias Kosch, CFO

 24 October 2022 – 2pm CEST

Blue Cap AG

■ 9M 2022 figures confirm positive effects from transformation that has taken place during the last 3 years



We built up a strong group during the last 3 years

- **Since end of 2019 strong growth** in all key metrics despite Covid-19 impacts
- **Risk significantly reduced** given reduction in leverage
- 3 underperforming platforms have been **replaced by 3 new stronger companies**
- Portfolio is **more diversified** than ever

Group is significantly stronger and more resilient than in 2019

* Including leasing liabilities

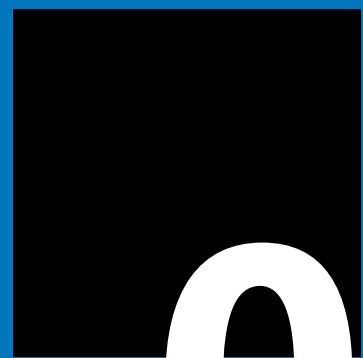
■ Agenda



01_ Financial Figures 9M 2022

02_ Portfolio Update

03_ Outlook



01

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Financial Figures

9M 2022

Matthias Kosch

■ Overview 9M 2022: double-digit growth rates of revenues and adjusted EBITDA



Positive development despite economic challenges

- Blue Cap **achieved yoy double-digit growth** of revenue and adjusted EBITDA as a result of our M&A activity and strong development of Plastics
- **Increase in total assets** and **net debt** due to the acquisition of Transline and higher net working capital
- **Positive developments in Q3 2022:**
 - Eased supply chains
 - Raw material price increases seem to have reached their peak
- **Key challenges in Q3 2022:**
 - Further increases of energy costs
 - Uncertain overall economic development

→ Our portfolio companies focused on the **management of price increases, working capital and liquidity**

EUR m	9M 2022	9M 2021	Δ in %
Group profit			
Revenue	265.0	190.2	39.3
Adjusted EBITDA ⁽¹⁾	25.6	15.9	61.2
Adjusted EBIT ⁽¹⁾	15.5	7.7	>100
	Sept. 2022	Dec. 2021	Δ in %
Balance sheet			
Total assets	302.0	268.0	12.7
Equity	112.5	98.2	14.5
Equity ratio in %	37.3	36.7	1.7
Net working capital	73.3	60.9	20.2
Net debt ⁽²⁾	75.5	64.1	17.8
Net debt ratio in years ⁽²⁾	2.2	2.6	15.5

(1) Adjustments: Adjusted to reflect extraordinary, prior-period and other effects resulting from reorganisation measures, one-off effects and effects from the purchase price allocations

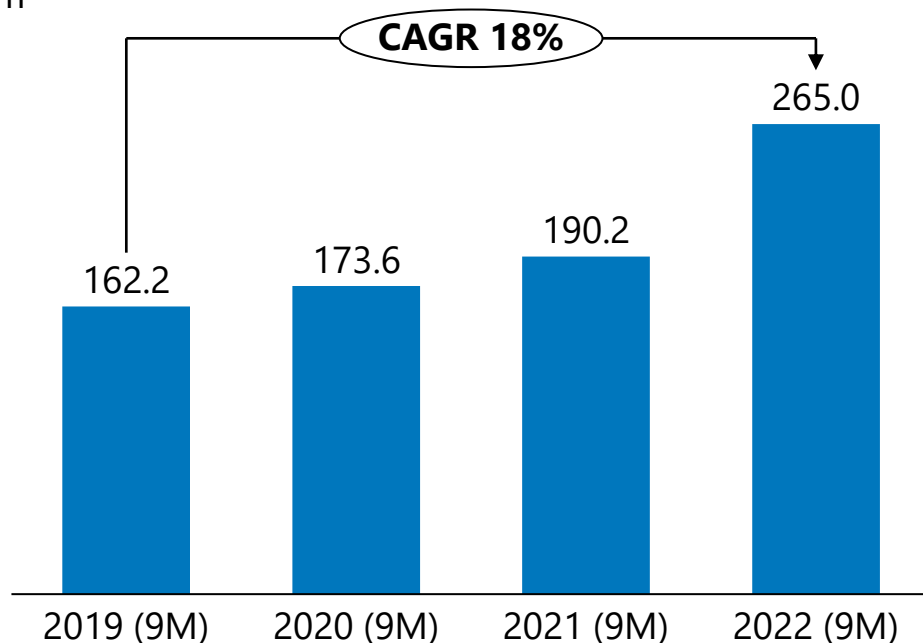
(2) Calculation includes leasing liabilities

■ Revenue and adj. EBITDA show high annual growth rates



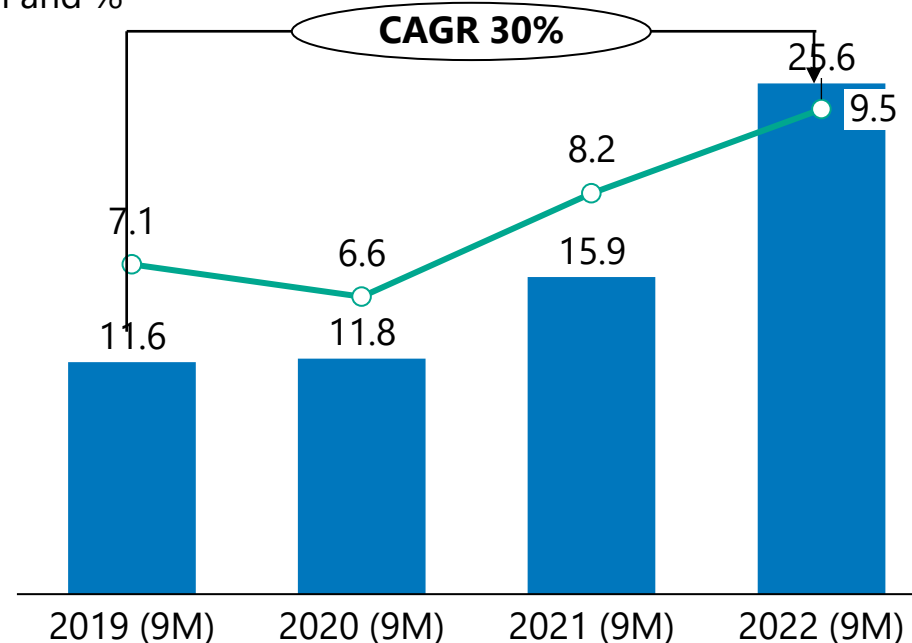
Revenue

EUR m



adj. EBITDA and adj. EBITDA margin

EUR m and %



- **Revenue grew by 39% yoy**, mainly due to positive contribution of plastic segment and due to the acquisitions of H+E (March 21), HY-LINE (Sept 21) and Transline (March 22). **Organic revenue growth (like-for-like*) at 21,5% yoy.**
- For the same reasons **adjusted EBITDA increased by 61% yoy. Organic growth (like-for-like) of adjusted EBITDA at 25,2% yoy.**
- **Divestment of Gämmerler (02/22) and Carl Schaefer (11/21)** reduced revenue compared to the previous year, but improved profitability
- Adjusted EBITDA grew stronger than revenues → **improved profitability of the group** due to M&A activities and higher profitability of our portfolio

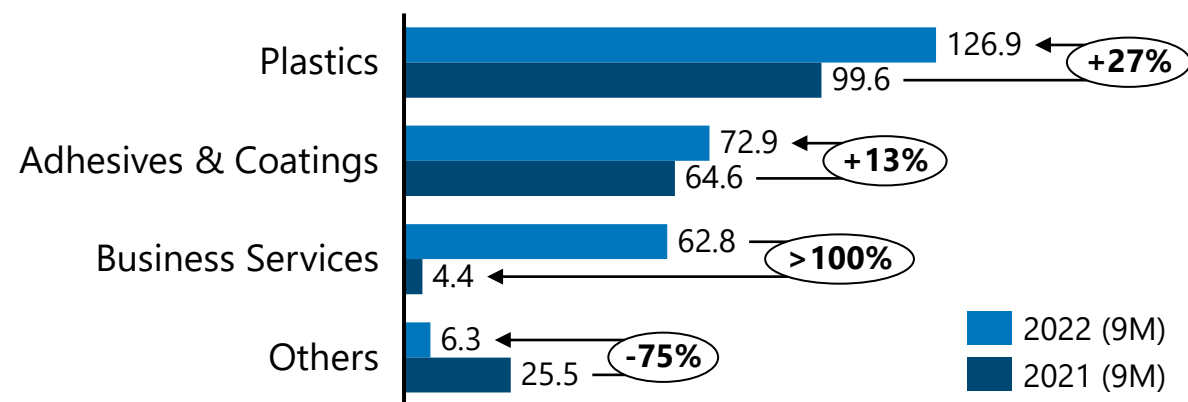
* Calculation is based on portfolio as of 30 September 2022

■ Increase of revenue and adj. EBITDA in all relevant segments



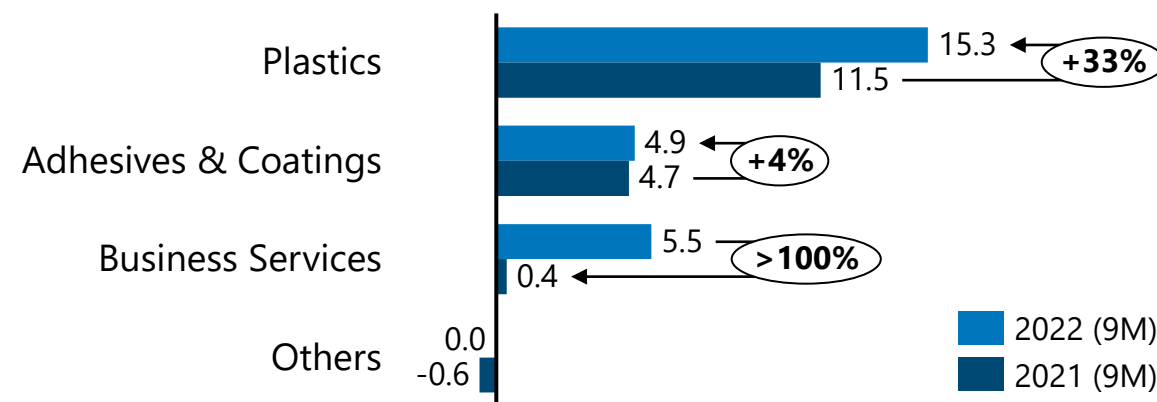
Revenue by segments

EUR m



Adjusted EBITDA by segments

EUR m



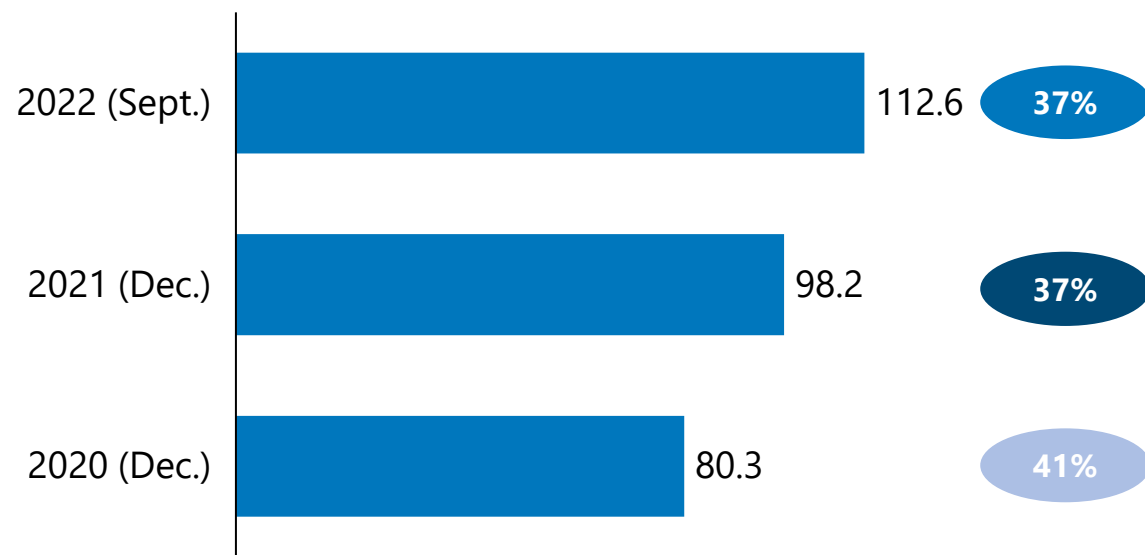
- **Plastics:** significant increase in revenue and adj. EBITDA, due to the acquisition of **H+E** and the development of **con-pearl** characterized by the positive order situation in the logistics sector in 2022
- **Adhesives & Coatings:** Revenue and adjusted EBITDA slightly above previous year. Positive development was driven by **Neschen's** increased production and sales.
- New segment **Business Services** includes the acquired companies **HY-LINE** and **Transline**. **HY-LINE** benefited in 2022 from continued strong order entry and backlog.
- **Others:** sales of **Gämmerler** (02/22) and **Carl Schaefer** (11/21) reduced revenue compared to the previous year but improved profitability. Revenue and adj. EBITDA of **Nokra** significantly higher than previous year due to service business

Equity and leverage show comfortable levels



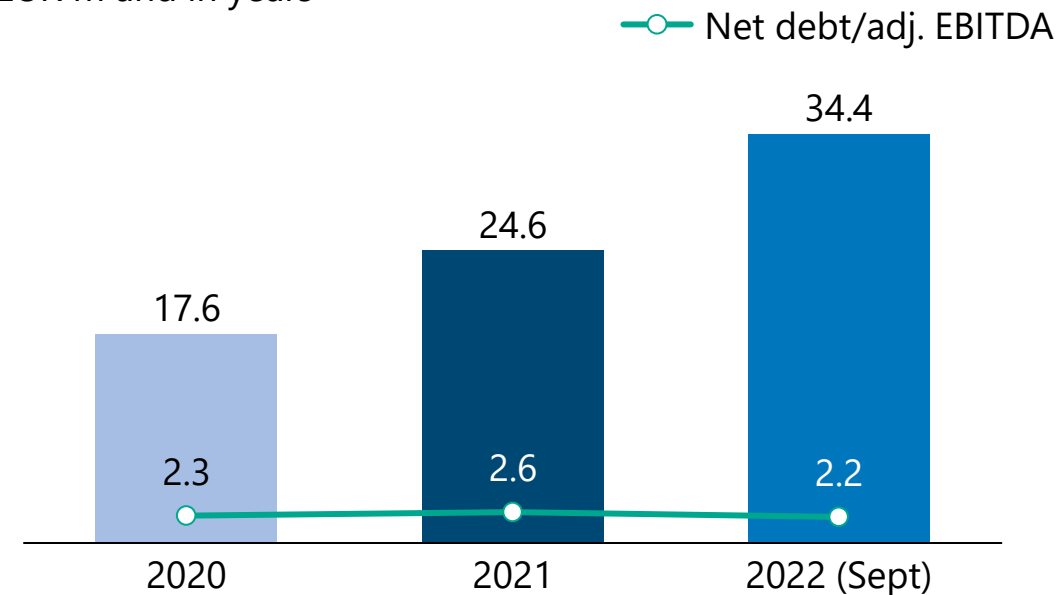
Equity and equity ratio

EUR m and in % of total assets



Adj. EBITDA (LTM) and leverage ratio

EUR m and in years



Note: Calculation of net debt was changed, and the figure now includes leasing liabilities
The adj. EBITDA refers to the last 12 months

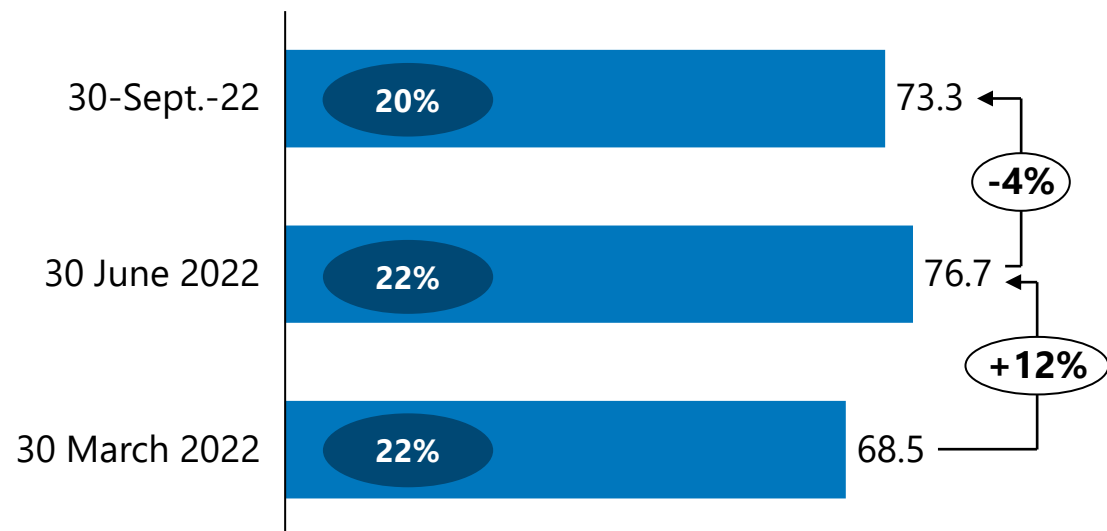
- **Equity increased** especially due to sale of property (Gelting), higher operational performance and acquisition of Transline
- **Net debt** in 2022 was driven by acquisition of Transline and **higher net working capital** which increased in all segments
- **Net leverage ratio** with **2,2 years** well below the target of **<3,5**

■ First measures aimed to reduce net working capital show effects



Net working capital*

EUR m and in % of total output (LTM)



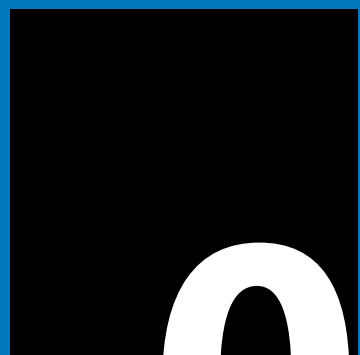
*NWC incl. contract assets/contract liabilities

Cash Conversion Cycle

days



- Significant increase of **net working capital in 2022** which is mainly due to the **build up of receivables** but also to **raw material price increases** during 2022 which increases value of inventories
- **In 2022: Focus on improvements regarding working capital management:**
 - Cash conversion of high contract assets by delivery in Q4/22 and H1/23
 - Reduction of inventories and optimization of warehousing processes
 - Optimization of the management of accounts receivables



02

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Portfolio

Update

Tobias Hoffmann-Becking

■ Current developments in our portfolio

Plastics and Medical







Plastics	Development 9M 2022	Key Topics for 2022/23
<p>con-pearl lightweight performance</p> <p>Invest: 2019 / 100% Revenue 9M*: €57mn</p>	<ul style="list-style-type: none"> Benefits from large logistics order Pressure on margin due to <ul style="list-style-type: none"> Reduced availability of recycling material Rising logistic costs 	<ul style="list-style-type: none"> Substantial reduction of project business, postponement of larger orders Filling the pipeline with new orders Reduction of working capital after summer peak
<p>uniplast Wir leben Becher</p> <p>Invest: 2018 / 100% Revenue 9M*: €42mn</p>	<ul style="list-style-type: none"> Increasing raw material prices Pass through with delay 	<ul style="list-style-type: none"> Introduction of innovations to the market Pass through of energy prices Ongoing reduction of working capital
<p>HE</p> <p>Invest: 2021 / 71% Revenue 9M*: €29mn</p>	<ul style="list-style-type: none"> Reduced volumes, initially because of supply chain issues, going forward because of potentially reduced demand 	<ul style="list-style-type: none"> Optimization of site structure Improvement of medium-term sales pipeline Ongoing discussion with customers on claims and pass-through of prices increases Review of working capital
Medical	Development 9M 2022	Key Topics for 2022/23
<p>inheco industrial heating & cooling</p> <p>Invest: 2006 / 42% Revenue 9M*: €29mn</p>	<ul style="list-style-type: none"> Stable order entry 2nd location Taiwan up and running Significant team expansion for next growth phase (~ +100 employees) 	<ul style="list-style-type: none"> Continued investments in R&D, sales and processes Implementation of product strategy, IoT ready products

* Revenue as of 30 September 2022

■ Current developments in our portfolio

Adhesives & Coatings and Business Services



Adhesives & Coatings	Development 9M 2022	Key Topics for 2022/23
 <p>Invest: 2016 / 100% Revenue 9M*: €43mn</p>	<ul style="list-style-type: none"> Production and sales increased in Q3 Ongoing restructuring effects on production, sales and overhead 	<ul style="list-style-type: none"> Implementing adjusted business model, focus on production without own distribution Adjust cost structure to new model De-bottleneck production Further reduction of working capital
 <p>Invest: 2009 / 100% Revenue 9M*: €31mn</p>	<ul style="list-style-type: none"> After period of supply chain issues and raw material prices increases now reduction of demand and increased price competition Installation of photovoltaic panels Upgrade sales team 	<ul style="list-style-type: none"> Pass through of energy prices Adjust to reduced demand and extensive price competition Unlock untapped potential in international sales
Business Services	Development 9M 2022	Key Topics for 2022/23
 <p>Invest: 2021 / 93% Revenue 9M*: €51mn</p>	<ul style="list-style-type: none"> Continued strong order entry and backlog Eased supply chains increase revenue 	<ul style="list-style-type: none"> CEO hired (Oct/22) to build strong group Definition of new structure to support organic and inorganic growth Delivery of existing high order backlog in 2023
 <p>Invest: 2021 / 74% Revenue 9M*: €16mn</p>	<ul style="list-style-type: none"> Selective project postponements limit revenue Roll-out of new workflow software First add-on: Micado 	<ul style="list-style-type: none"> Improve sales pipeline, upgrade of stringent sales process Detailed cost control, focus on certain items such as IT costs Examination of further add-ons

* Revenue as of 30 September 2022, Transline shows full nine months revenue



03

Outlook

Tobias Hoffmann-Becking

■ Outlook

Continued focus on operating performance:

Inflation, energy crisis, supply chain issues and upcoming recession shift **focus to operational performance**



Price management, pass through of energy prices



Cost control



Working capital and liquidity management



Cash flow



Sales pipeline


**Fewer new platform purchases, delayed exits,
rather rounding off existing portfolio companies
through add-on acquisitions**

Confirmation of guidance 2022

- **Confirmation of guidance 2022:** Sales of **EUR 335-350 mn** and EBITDA (adj.) margin of **8-9%**
- Net debt/EBITDA adj. \leq **3.5**

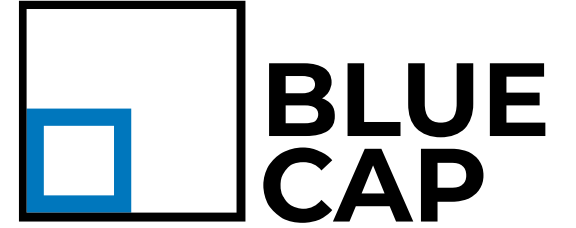
Medium/long term outlook

- High **uncertainty of macroeconomic development**
- **Recession** will have an impact on parts of the portfolio, however, **diversification** will continue to help and reduce overall impact
- Long term goal remains intact - net asset value of more than **EUR 200 mn**



Questions and Answers

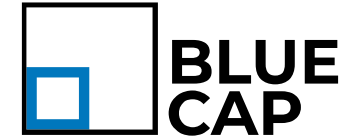
**Thank you for
your attention!**





Appendix

■ Diversified portfolio with high value potential



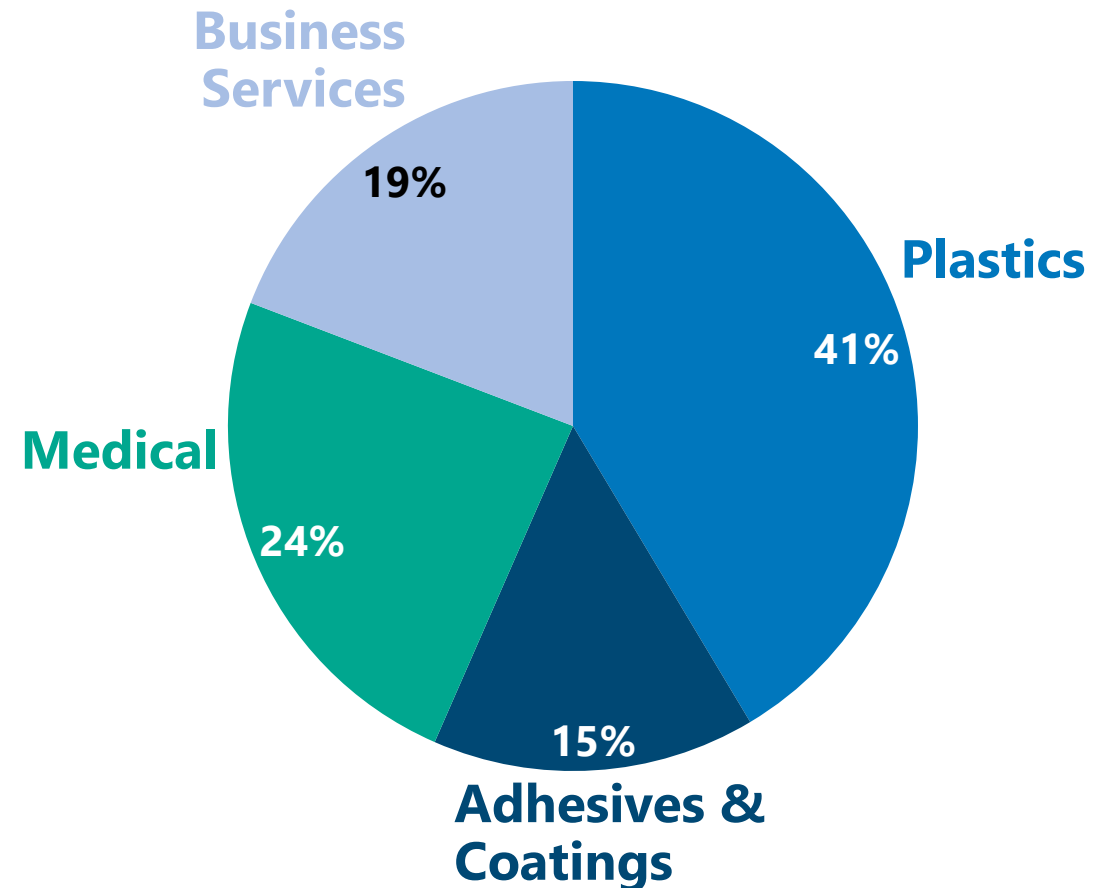
Portfolio of

- 9 companies with headquarters in Germany
- More than 1,300 employees
- Four major segments represent the value of the group (*)



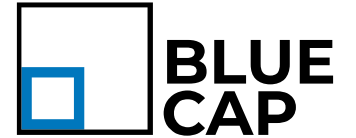
Net asset value share by segment (*)

%

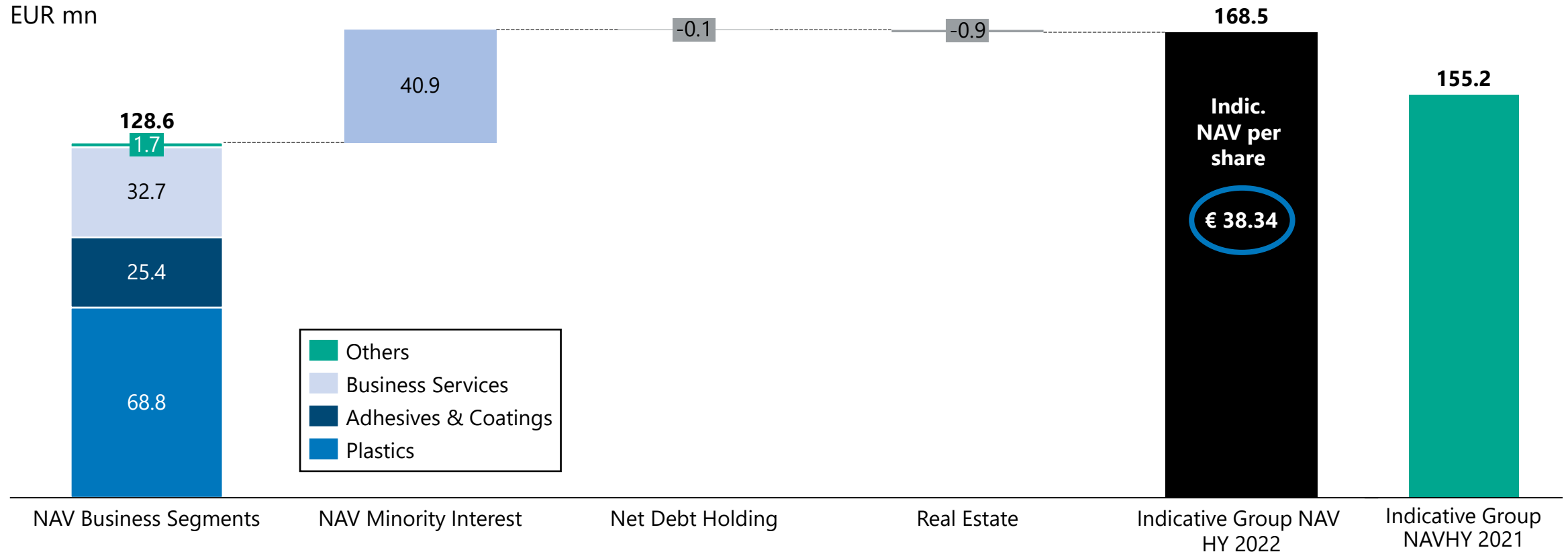


(*) % Shares of Group Net Asset Value as of 30 June 2022

Track record for value growth



Net Asset Value as of June 30, 2022



Note: A detailed description of the calculation of the NAV is published in our Half Year Report 2022 on page 14. The valuation methodology is based on the IPEV (International Private Equity and Venture Capital Valuation) valuation standards.

Blue Cap on the stock market

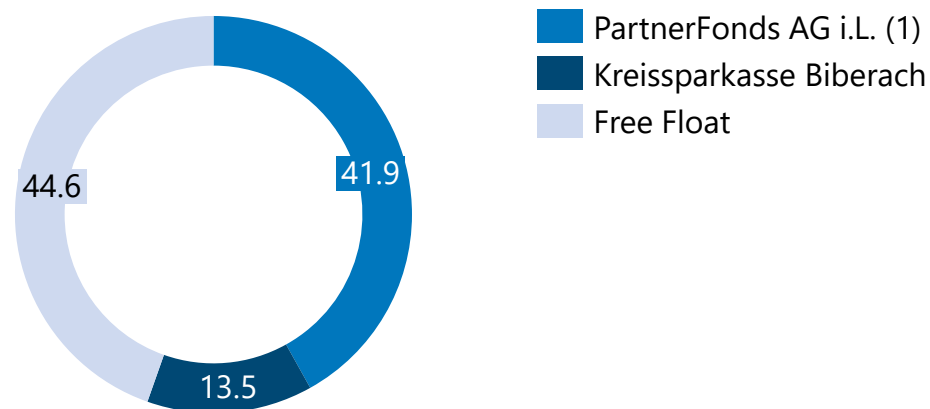


Reference Data

- ISIN/WKN: DE 00A0JM2M1 / A0JM2M
- Ticker: B7E, B7E.DE (Reuters), B7E:GR (Bloomberg)
- 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

Analyst	Date	Rating	Target Price
M.M. Warburg	31.08.2022	Buy	42.00 €
SMC Research	01.09.2022	Buy	40.00 €

Share Price Development

EUR



Source: Börse Frankfurt

■ Financial calendar and contact details



Date	Event	Location
24 October 2022	Financial Figures Q3 2022 + Earnings Call at 2 pm CEST	Press release and conference call
28-30 November 2022	Deutsches Eigenkapitalforum	Frankfurt / Main



Lisa Marie Schraml

Investor Relations & Corporate Communications

lschraml@blue-cap.de

+49 89 288909-24

Blue Cap AG

Ludwigstraße 11
80539 Munich

office@blue-cap.de
www.blue-cap.de/en

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