Presentation of 3M Figures
FY 2019/20

Zwingenberg, February 28, 2020
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Key Financials
BRAIN Revenues History

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Revenues (Mio. €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 12/13</td>
<td>8.8</td>
</tr>
<tr>
<td>FY 13/14</td>
<td>10.4</td>
</tr>
<tr>
<td>FY 14/15</td>
<td>21.1</td>
</tr>
<tr>
<td>FY 15/16</td>
<td>22.8</td>
</tr>
<tr>
<td>FY 16/17</td>
<td>24.1</td>
</tr>
<tr>
<td>FY 17/18</td>
<td>27.1</td>
</tr>
<tr>
<td>FY 18/19</td>
<td>38.6</td>
</tr>
</tbody>
</table>

YOY Growth:
- FY 12/13: 6%
- FY 13/14: 12%
- FY 14/15: 6%
- FY 15/16: 42%
## Key consolidated financials

### Key consolidated financials 3M 2019/20

<table>
<thead>
<tr>
<th>(in € million)</th>
<th>3M 2019/20</th>
<th>3M 2018/19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>10.3</td>
<td>9.4</td>
</tr>
<tr>
<td><strong>BioScience</strong></td>
<td>4.0</td>
<td>2.8</td>
</tr>
<tr>
<td><strong>BioIndustrial</strong></td>
<td>6.3</td>
<td>6.6</td>
</tr>
<tr>
<td><strong>Total operating performance</strong></td>
<td>10.4</td>
<td>9.9</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>-0.2</td>
<td>-0.0</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>-0.3</td>
<td>-0.1</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>-1.2</td>
<td>-0.8</td>
</tr>
<tr>
<td><strong>Net result</strong></td>
<td>-2.2</td>
<td>-1.2</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td>-0.6</td>
<td>-0.1</td>
</tr>
<tr>
<td><strong>Cash</strong></td>
<td>13.2</td>
<td>15.2</td>
</tr>
</tbody>
</table>

### Notes:

1. Revenues + change in inventories + other income + R&D grants
2. The reconciliation from adjusted to unadjusted EBITDA can be found in the consolidated balance sheet as of December 31, 2019.
Key consolidated financials 3M 2019/20

- **BRAIN Group revenues** increased by 9.4% to €10.3m (PY €9.4m)
  - Group generated a **total operating performance (TOP)** of €10.4m vs. PY €9.9m (+5.4%)
  - The “**BioScience**” segment increased its revenues by 42.8% to €4.0m (PY €2.8m), mainly due to new and follow-up projects.
  - Revenues of the “**BioIndustrial**” segment decreased to €6.3m (-4.9%), due to deconsolidation of Monteil. Organic revenues increased by 3.4%.

- The **reported Group adjusted EBITDA** accounts for €-0.2m (PY €-0.0m), driven mainly due to a higher material cost ratio, adjusted for:
  - €79k for personnel exp. resulting from ESOP
  - €8k for acquisition- and integrations cost

- The **brutto cash-flow at €-1.7m** vs. €-0.8m mainly reflects the lower net income (due to a lower equity result)
- **Cash position** as at December 31, 2019 accounts for €13.2m
Group Revenues per segment

- Year over year (yoy) the segment BioScience performed excellent.
- Revenues in the segment BioIndustrial decreased due to the sale and deconsolidation of Monteil. Delays in the commissioning of new production facilities reduced the organic growth to 3.4%.
- YOY the group grew organically by 15.9%.
Overview of Material Expenses

- The Material expenses within BioScience grew significantly due to a strong order situation within the segment.
- The Material expense ratio in BioIndustrial increased due to the fallen TOP and slightly raised material costs.

<table>
<thead>
<tr>
<th></th>
<th>Material expenses 3M 19/20</th>
<th>Material expenses ratio 3M 19/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>BRAIN Group</td>
<td>€3,513</td>
<td>35.6%</td>
</tr>
<tr>
<td>BioScience</td>
<td>€635</td>
<td>18.9%</td>
</tr>
<tr>
<td>BioIndustrial</td>
<td>€2,881</td>
<td>25.8%</td>
</tr>
</tbody>
</table>

In thousand: €0, €1,000, €2,000, €3,000, €4,000, €5,000, €6,000
Overview of Personnel Expenses

- Personnel expenses grew slightly compared to the previous year.
- The groups personnel expense ratio (adjusted) remains stable compared to the previous year.
- In BioScience the personnel expense ratio decreased by over 11%-pts. compared to the previous year.
- In BiolIndustrial the personnel expense ratio remained relatively stable compared to the previous year.
Overview of Other Expenses

- Other expenses decreased in both segments.
- The increased TOP in BioScience led to a reduced other expense ratio compared to the previous year.
The group’s EBITDA dropped by €0.2m compared the very strong first quarter in the prior year.

Especially the segment BioScience contributed to an improved EBITDA.

The segment BioIndustrial decreased its EBITDA margin due to high investment related expenses occurring from the expansion of production facilities.
Shareholders & calendar
Shareholder structure of BRAIN

DAH Beteiligungs GmbH: 8.6%
Founders/Management: 8.7%
Free Float: 37.9%
MP Beteiligungs-GmbH: 44.8%

Notes
- Current number of shares: 18,055,782
- Free float of ~45.0%
- Strong long term investor base
- ~7,000 shareholders
- WKN 520394 / ISIN DE0005203947
- Symbol BNN
- Prime Standard; Frankfurt/M

December 31, 2019
Financial Calendar FY 2019/20

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>February 28, 2020</td>
<td>Publication of the quarterly report for the period ending December 31, 2019 (3M)</td>
</tr>
<tr>
<td>March 5, 2020</td>
<td>Annual General Meeting in Zwingenberg, Germany</td>
</tr>
<tr>
<td>May 29, 2020</td>
<td>Publication of the quarterly report for the period ending March 31, 2020 (6M)</td>
</tr>
<tr>
<td>August 31, 2020</td>
<td>Publication of the quarterly report for the period ending June 30, 2020 (9M)</td>
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</tbody>
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## Analysts covering BRAIN

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<tr>
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Thank you for your attention.

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