

# Company presentation

MBB Industries AG  
Amsterdam, 7 July 2014

## **Factsheet & Mission**

Holdings

Results

Share

# Factsheet

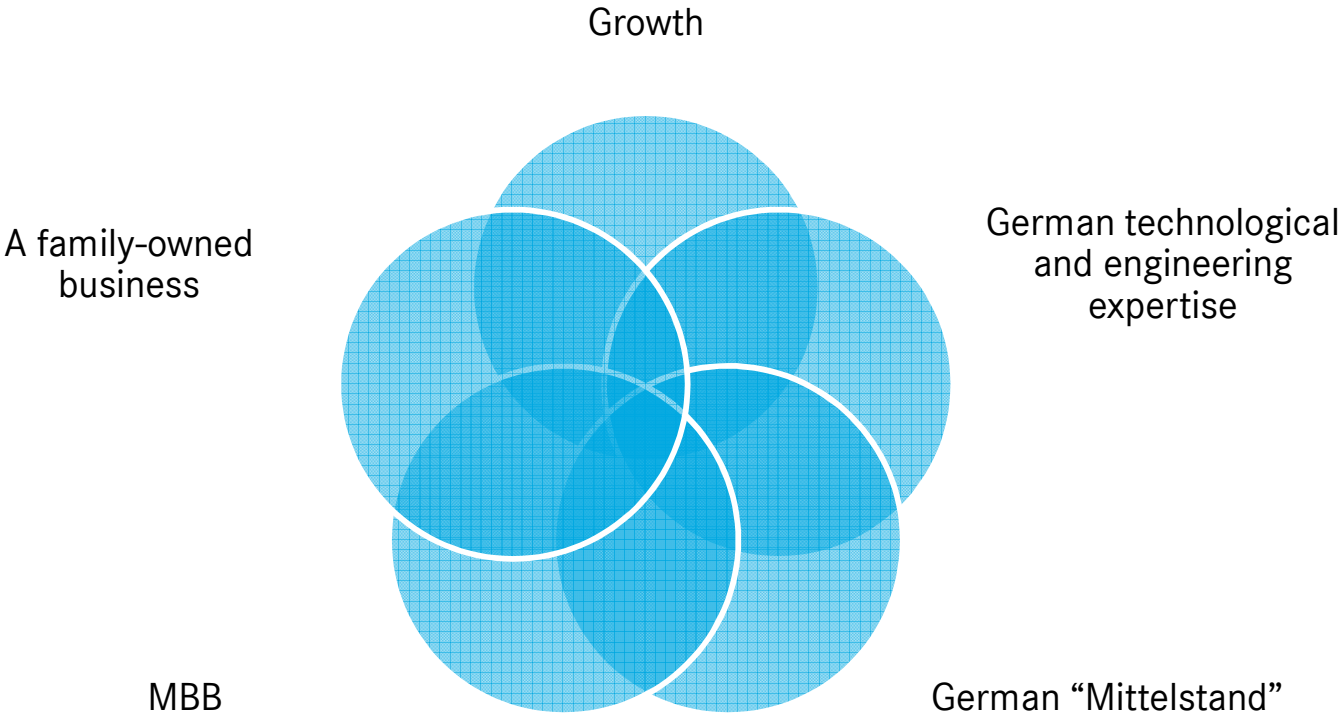
COMPANY	BOARD OF MANAGEMENT	BOARD OF DIRECTORS	MBB SUBSIDIARIES
<p>MBB Industries AG is a family run group of German Mittelstand companies with technological and engineering expertise. Since 1995, MBB is growing sustainably by the long-term value enhancement of its subsidiaries as well as acquisition based. MBB stands for Messerschmitt-Bölkow-Blohm.</p>	Dr. Christof Nesemeier	Gert-Maria Freimuth (Chairman) Dr. Peter Niggemann Dr. Matthias Rumpelhardt	CT Formpolster GmbH Delignit AG DTS IT AG Hanke Tissue Spolka z o.o. MBB Fertigungstechnik GmbH OBO Werke GmbH & Co. KG

SHAREHOLDERSTRUCTURE	KEY FIGURES (in million of €)	2006	2007	2008	2009	2010	2011	2012	2013
	Revenue	63	114	199	81	100	110	205	228
	EBITDA	10.6	21.2	19.5	7.9	-3.2	9.2	24.6	22.7
	Group earnings	4.3	13.6	8.0	3.5	-6.8	3.3	13.6	13.5
	EPS in €	0.65	2.07	1.22	0.54	-1.04	0.51	2.11	2.09
	DPS in €	0.1	0.25	0.25	0.5	0.33	0.44	0.5	0.55
	Total Assets	79.4	131.9	139.9	101.9	91.7	85.8	148.7	177.2
	Equity	35.5	50.5	54.3	55.6	47.4	45.7	57.4	67.8
	Equity ratio	44.7%	38.3%	38.8%	54.5%	51.7%	53.3%	38.6%	38.3%
	Net Debt (-) / Net Cash (+)	8.9	0.8	-1.0	10.7	14.8	13.7	31.5	23.8
	Employees	1,372	1,792	1,827	1,122	665	714	998	1,066

CONTACT	SHARE DATA	SHARE PRICE DEVELOPMENT (3 years)
<p>MBB Industries AG Joachimstaler Str. 34 10719 Berlin Germany</p> <p>Tel: +49-30-844-153-30 Fax: +49-30-844-153-33 request@mbb.com www.mbb.com</p>	<p>ISIN DE000A0ETBQ4 WKN A0ETBQ Share type Ordinary shares Reuters Code MBBG.DE Ticker Symbol MBB Admission segment Prime Standard Number of shares 6,600,000</p>	
<p><b>FINANCIAL CALENDAR</b></p> <p>29 Aug 2014 Half-Year Report 2014 28 Nov 2014 Interim Report for Q3 31 Dec 2014 End of fiscal Year</p>		

\* Gert-Maria Freimuth and Dr. Christof Nesemeier each hold a 50% interest in MBB Capital Group GmbH.

Mission: As a family-owned German “Mittelstand” company, MBB generates exceptional sales and value growth through German technological and engineering expertise.

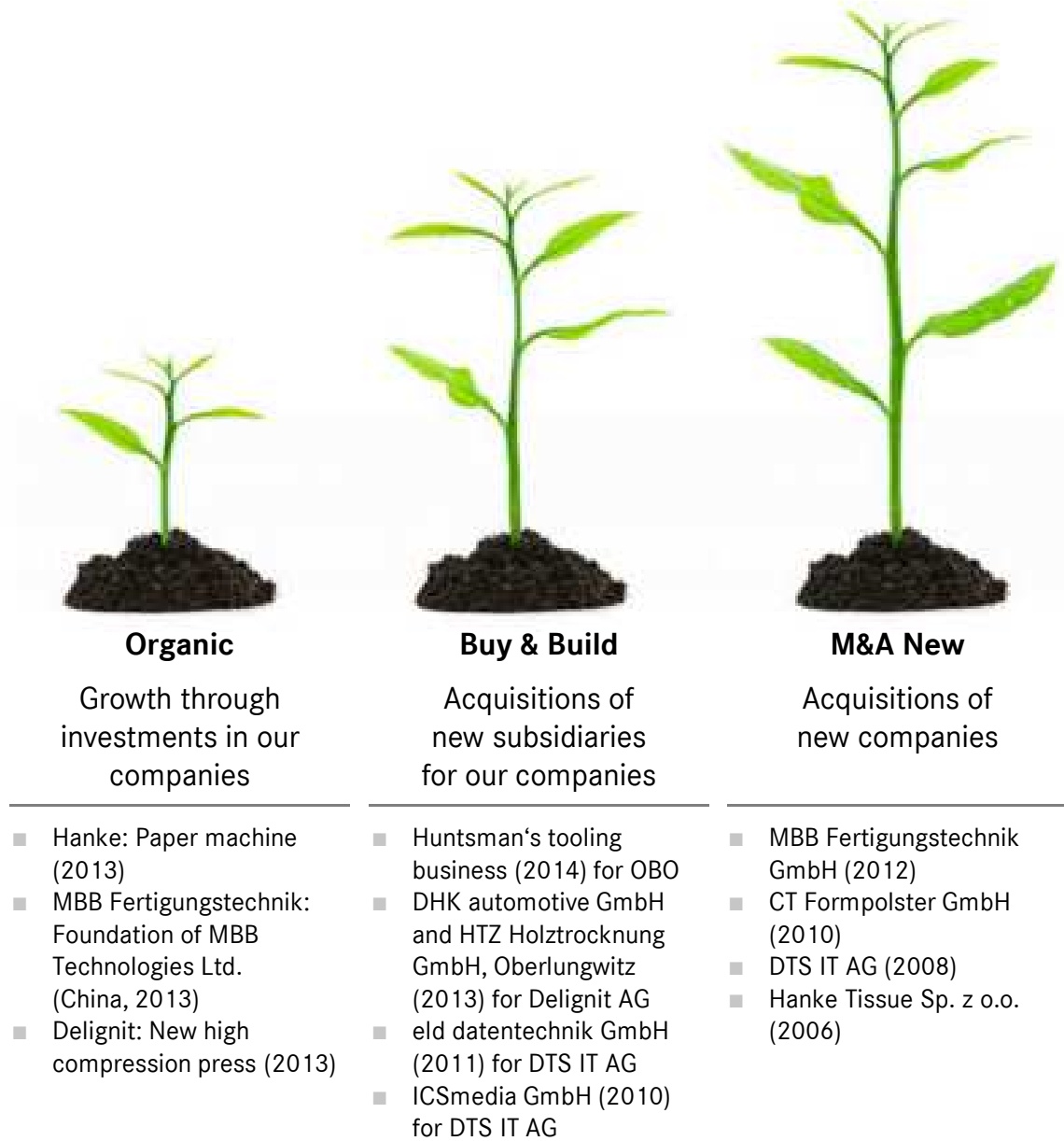


Factsheet & Mission

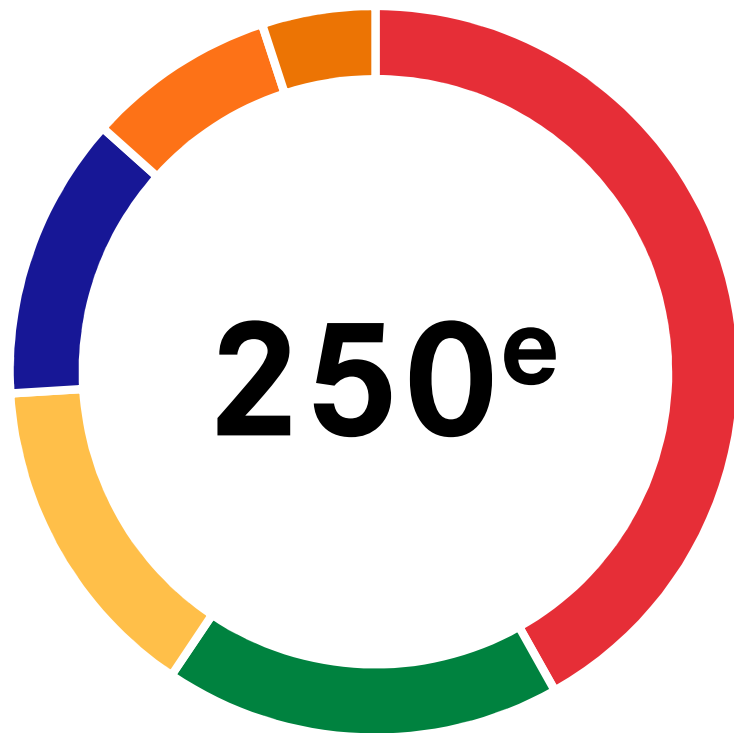
**Holdings**

Results







Share



# Ambitious €250 million revenue plan for 2014

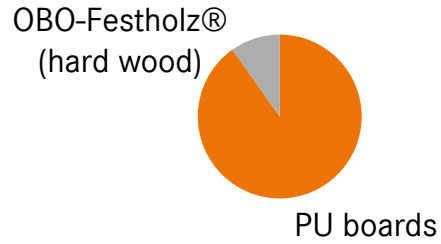


Revenues in million of €

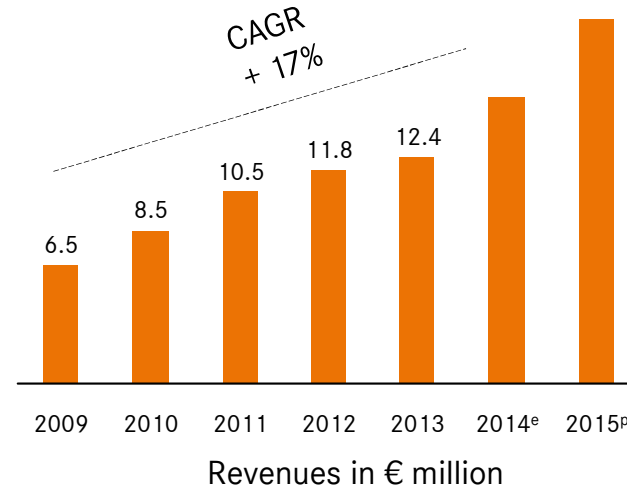
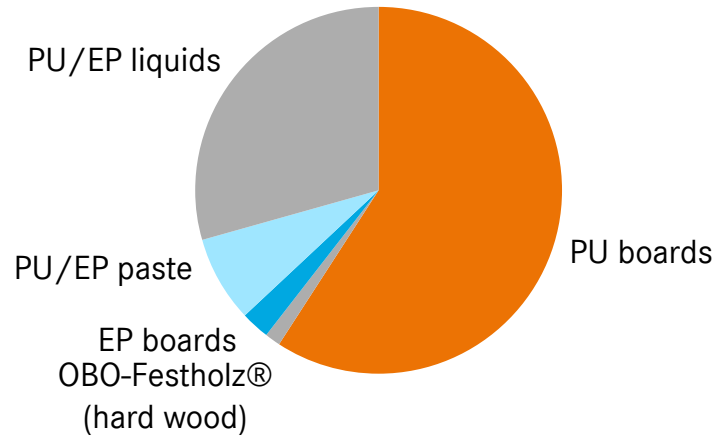
-  **MBB Fertigungstechnik**  
*Special machinery manufacturer (MBB company since 2012)*
-  **Delignit**  
*Wood based products (MBB company since 2003)*
-  **DTS**  
*IT-Services (MBB company since 2008)*
-  **Hanke Tissue**  
*Tissue products (MBB company since 2006)*
-  **CT Formpolster**  
*Soft foams (MBB company since 2010)*
-  **OBO**  
*Tooling products (MBB company since 2003)*

# OBO has grown organically and by acquiring Huntsman Advanced Materials' tooling business

Revenue split 2009



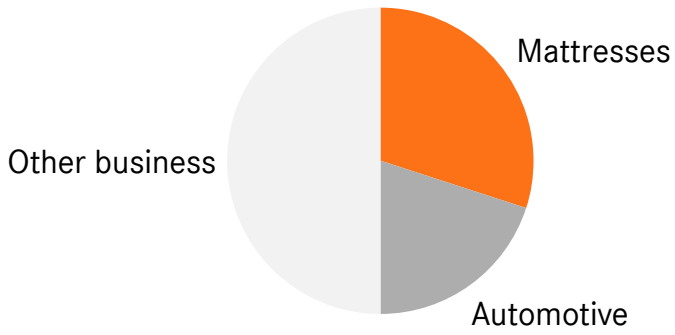
Revenue split (full year effect) after acquisition of Huntsman Advanced Materials' tooling business



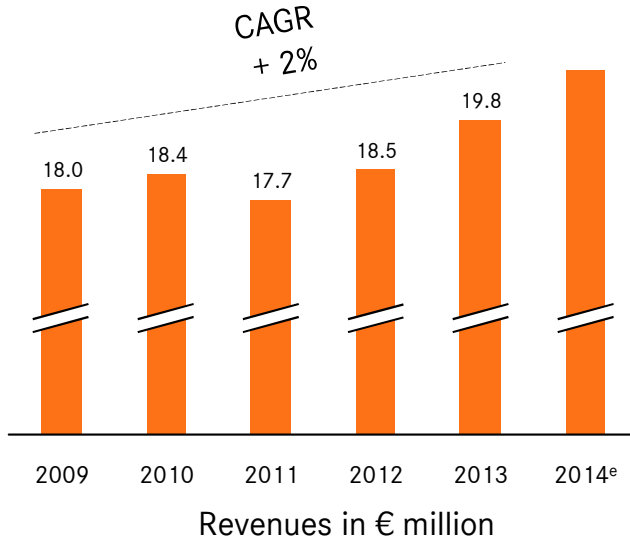
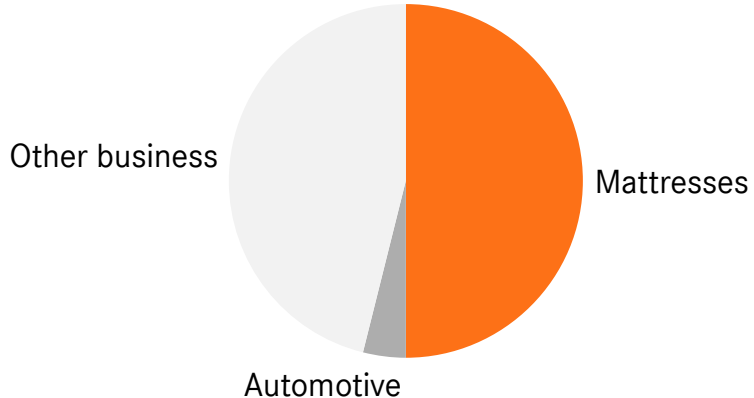


# CT Formpolster growing with focus on mattresses

Revenue split 2009



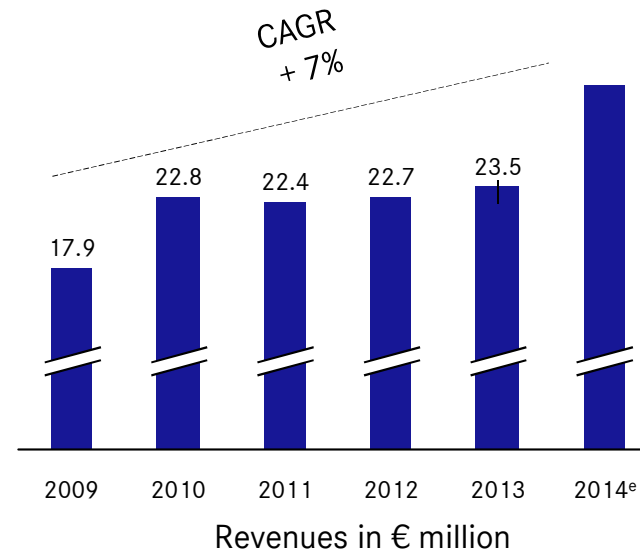
Revenue split 2013



# Hanke Tissue – Invests in profitable growth

## Investments 2011 – 2014

- Logistics center 7.600 sqm
- Comprehensive fire protection
- Comprehensive roof refits
- New ERP system
- New controls and head box for paper machine
- New 5-color logo printing machine
- New converting line for table runners
- New converting line for facial tissue
- New converting line for toilet paper
- New automated packaging line for toilet paper
- Additional paper machine for high-quality tissue paper

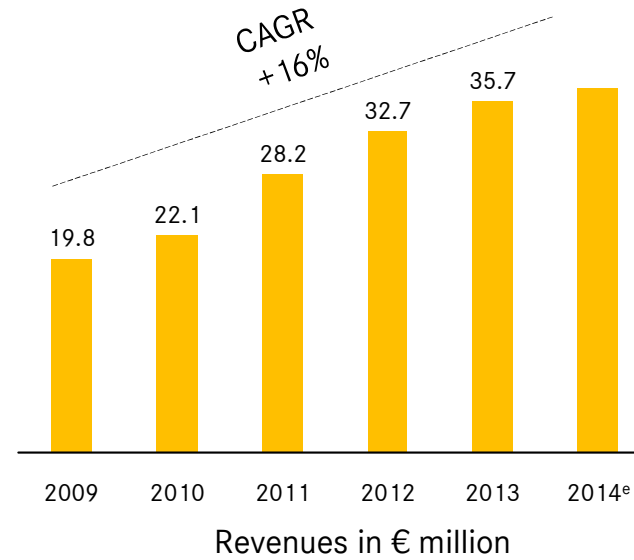
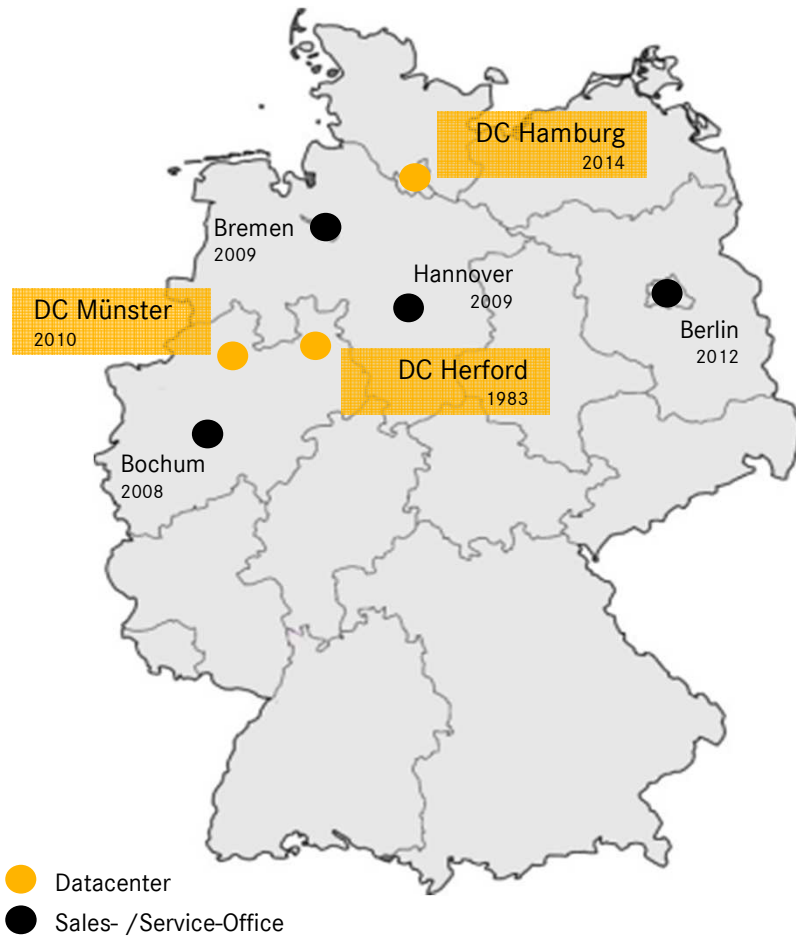


# PM4 – The new paper machine



# 30 years of DTS – Growing through buy & build acquisitions and establishing regional offices

Regional development 2008 – 2014



**30 Jahre DTS Systeme GmbH**

22. November 2013  
 MARTA Herford

# New contracts, innovations and investments – Delignit on growth track

## New contracts 2013/2014

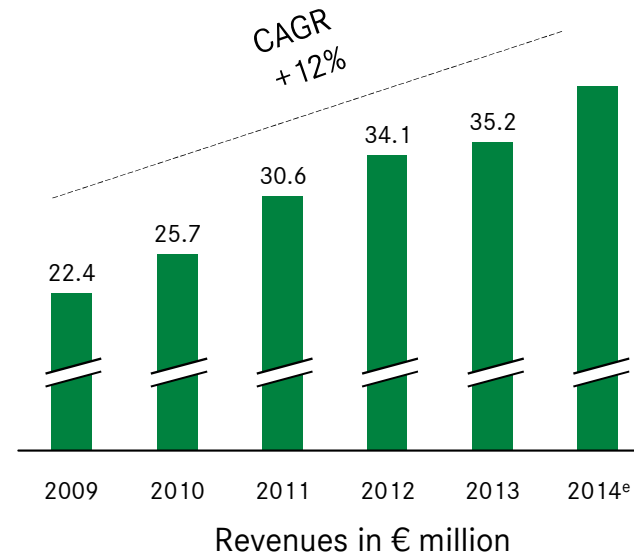
- Light commercial automotive vehicle floor OEM SOP 2014
- Building equipment industrial flooring projects 2014
- Special rail floor for regional trains SOP 2014/2015

## Innovations 2013/2014

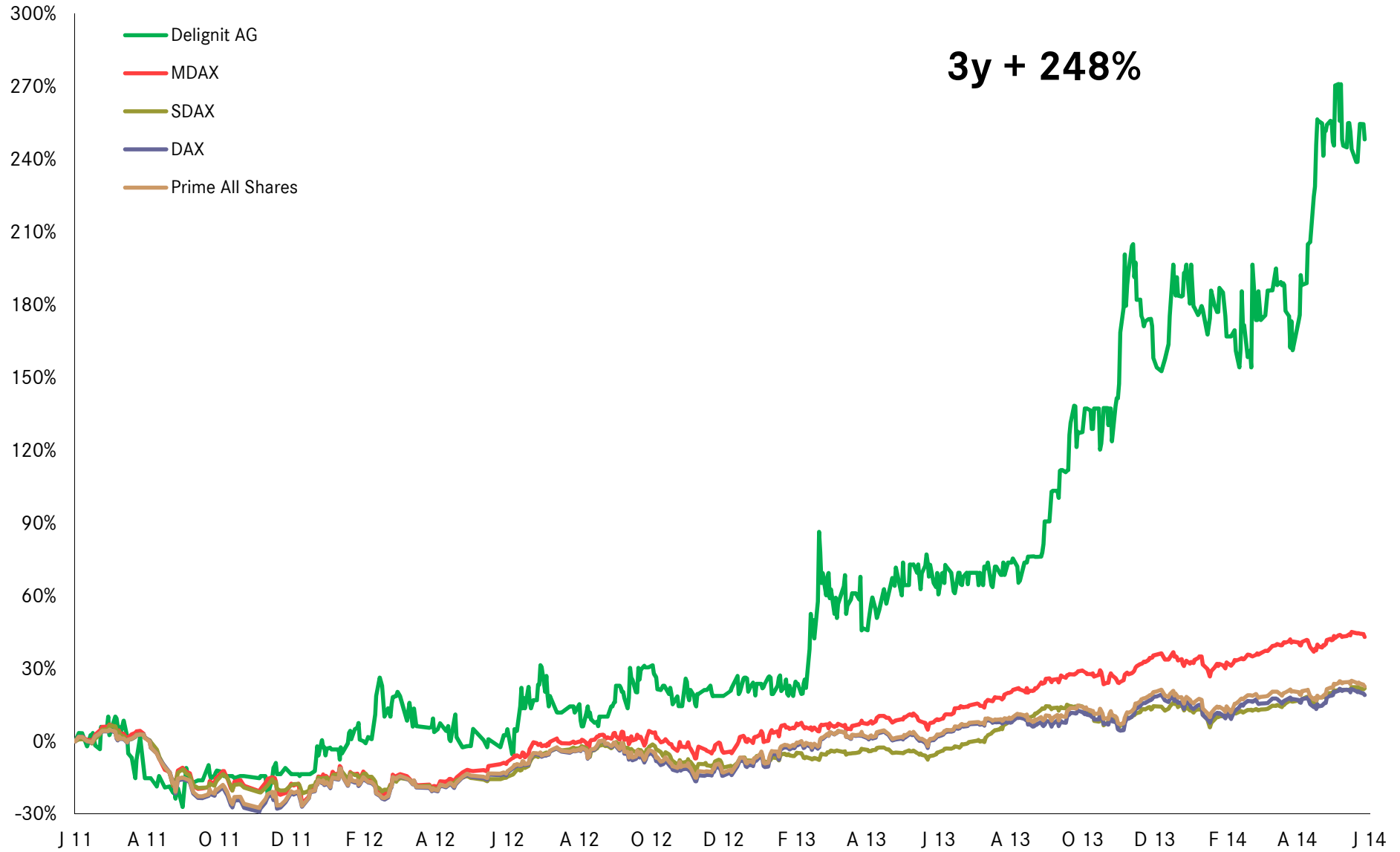
- dunacore®, a lightweight honeycomb sandwich construction from renewable raw materials
- Light commercial vehicle floor with load securing system certified under the EN ISO 27956 standard

## Investments 2013

- New CNC center and new assembly robot
- Automated veneer-sorting and additional veneer-jointing line
- New high-pressure press
- Acquisition of DHK automotive group



# Delignit share



## Origin

Founded as CLAAS tool manufacturing in the 60s

Becoming the leading special purpose machine builder for the automotive and aviation industry

Company spin off from CLAAS in 2012

## Company

Approximately 300 employees

Locations in Beelen (D) and Changzhou (CN)

Customers approx. 80% in the automotive industry

## Business segments

Assembly technology

Joining technology

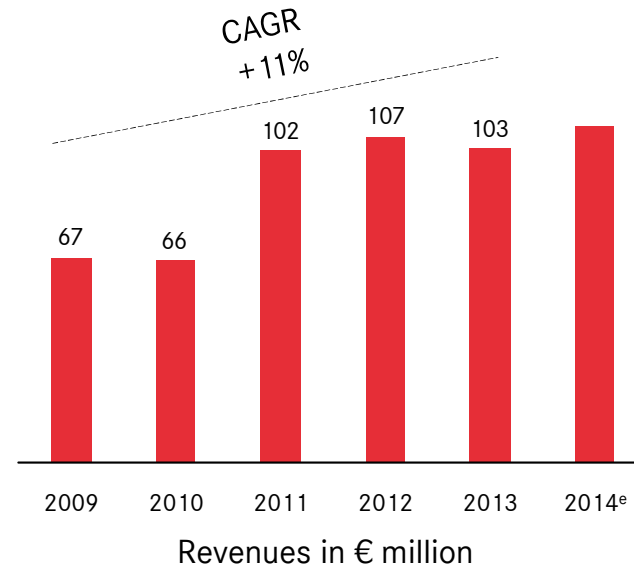
Toolmaking

## Markets

Automotive

Aviation

General Industries



Automotive



Further





## Automotive



## Locations



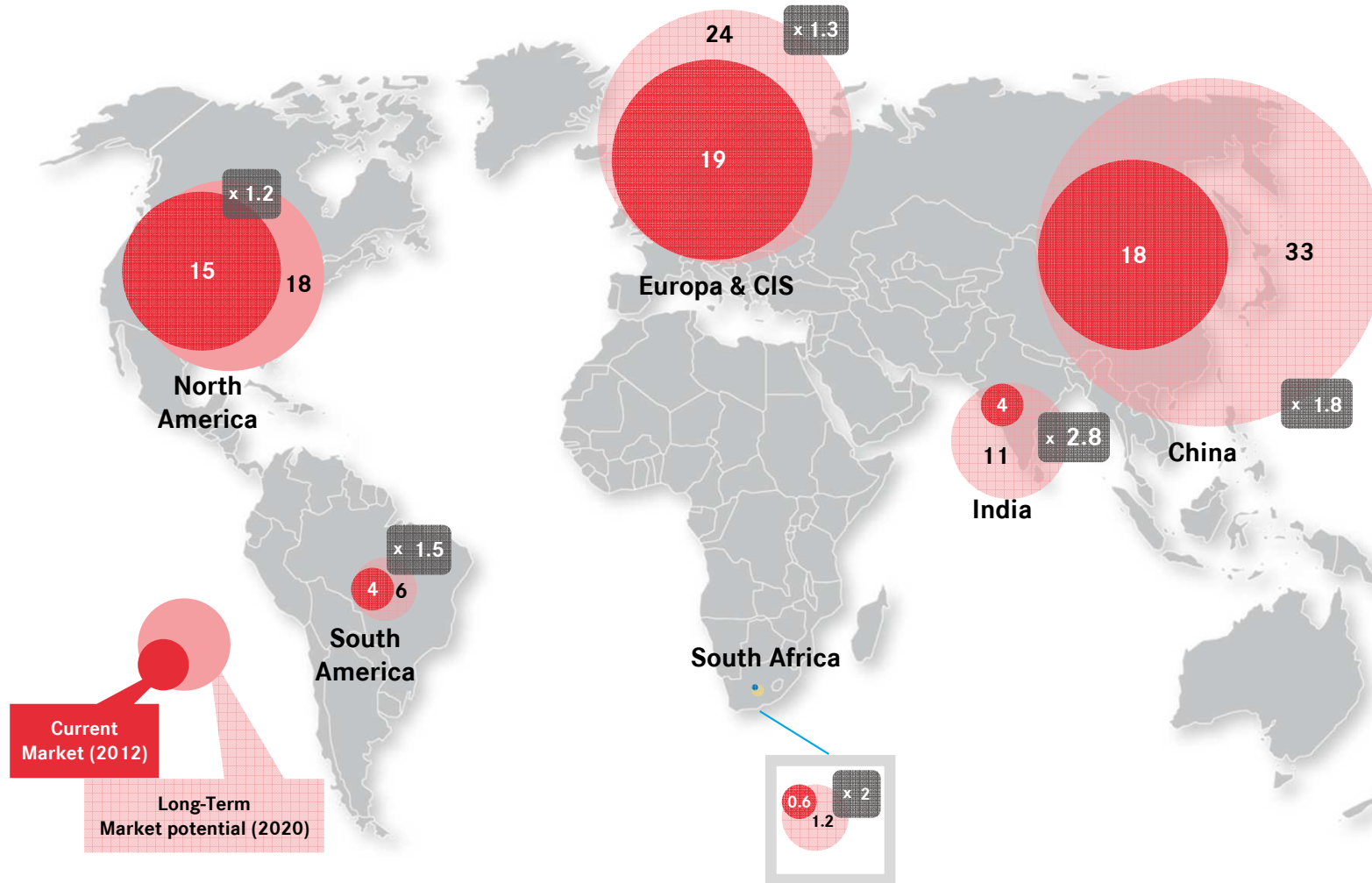
- Production facilities
- Installed machinery
- Service/partner

## General Industries



# Market development global automotive industry – Prognosis 2012 to 2020

**Total 2012:** 60 million PV & LCV produced  
**Total 2020:** 92 million PV & LCV produced



Source: LMC Automotive Q2/2013; Oliver Wyman  
 PV & LCV = Passenger & Light Commercial Vehicle (<3.5 t GVW)

MBB Fertigungstechnik also located in China since 2013



### MBB Fertigungstechnik GmbH

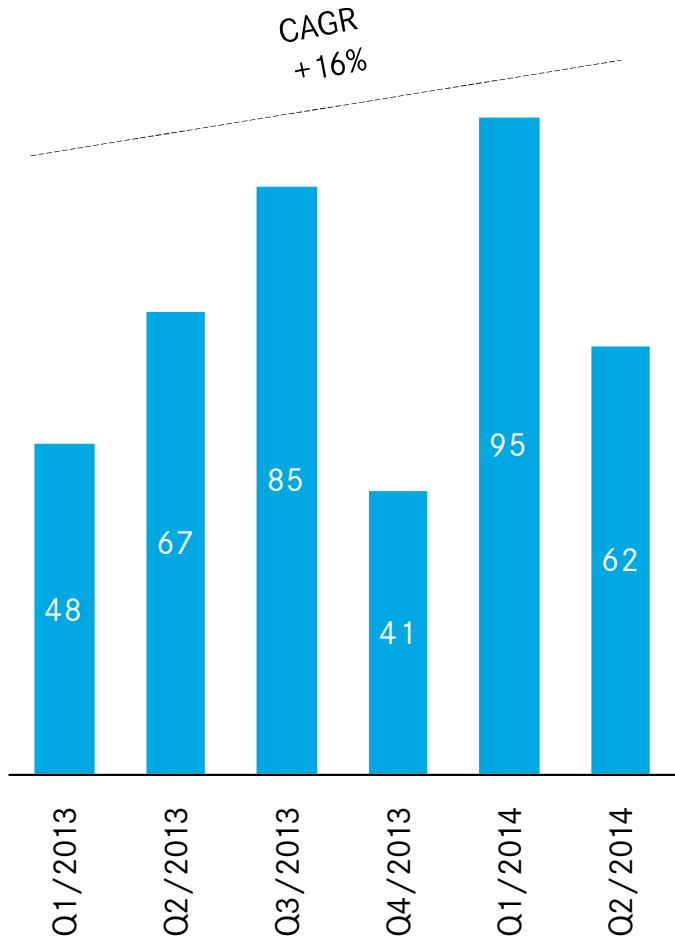
- Beelen (Münsterland region)
- Since 1992
- 300 employees
- 18,000 square meter assembly area
- 2,000 square meter office space



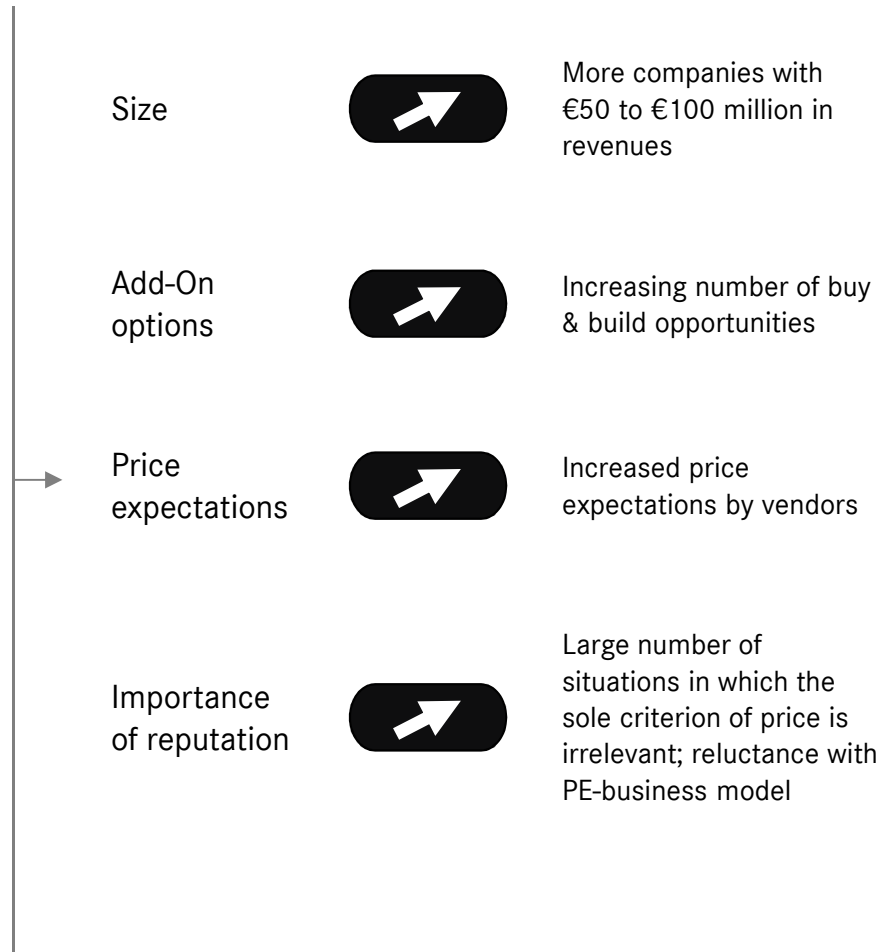
### MBB Technologies (China) Ltd.

- Changzhou (Jiangsu)
- Since 2013
- 17 employees
- 3,000 square meter assembly area
- 800 square meter office space

## MBB M&A leads



## M&A trends at MBB



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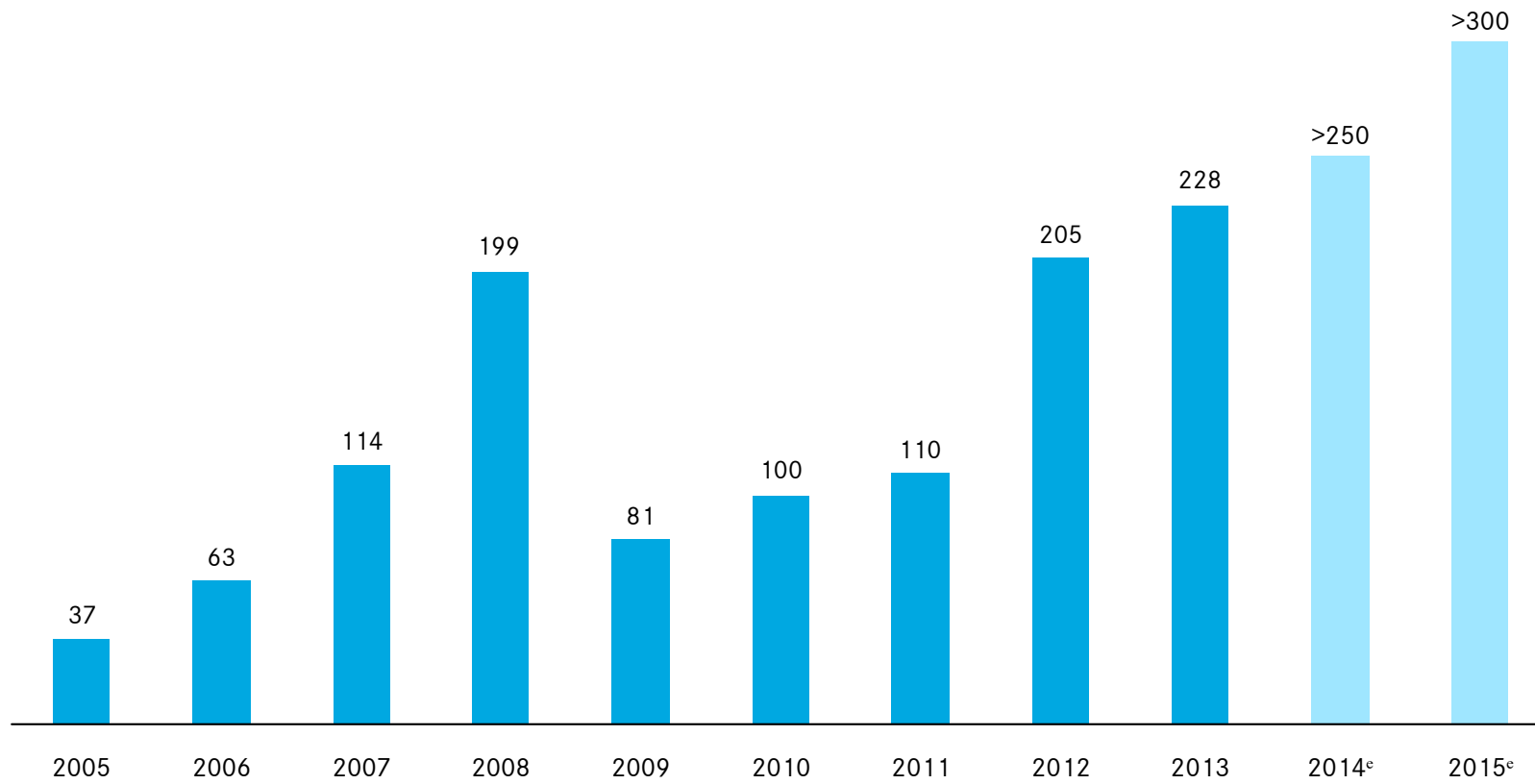
**Results**

Share

# €300 million revenues in 2015



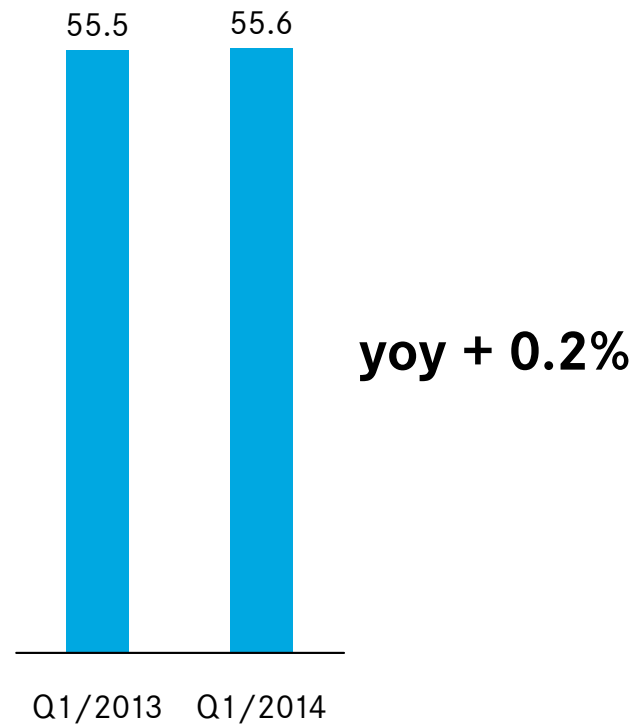
in millions of €



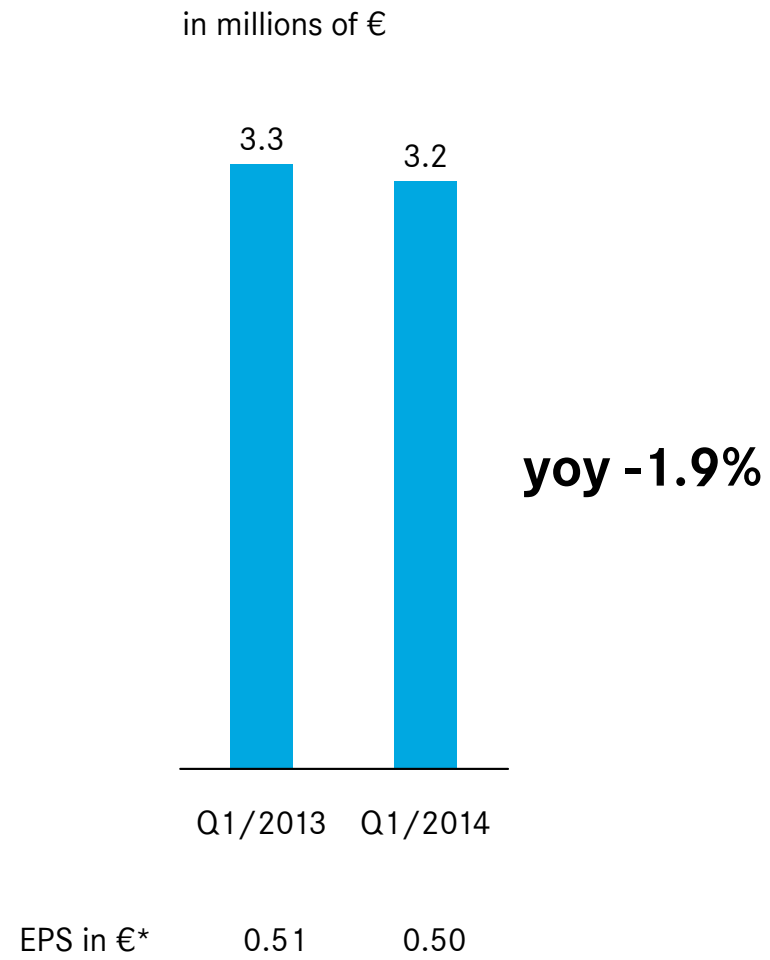
# MBB's first quarter revenues



in millions of €



# MBB's group earnings in the first quarter



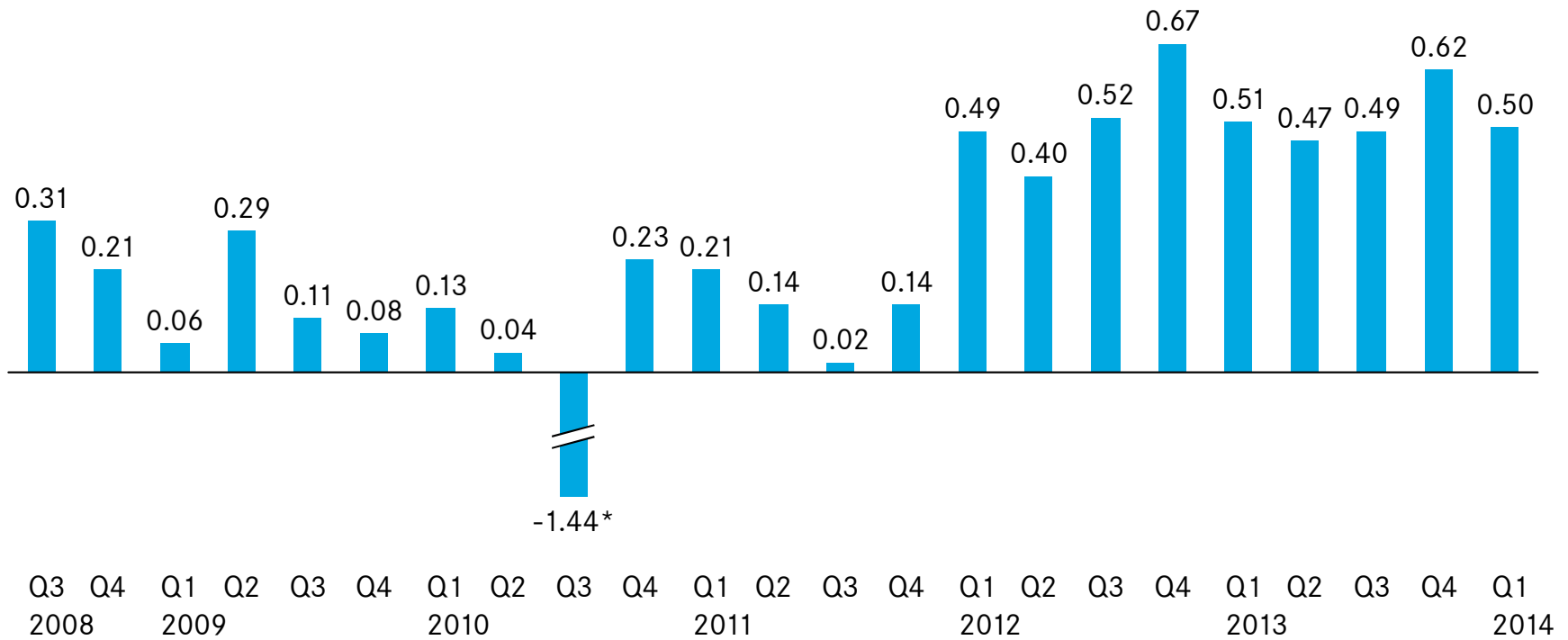
\* Referenced to the average number of shares outstanding as at 31 March



# Positive quarterly trend



EPS in €

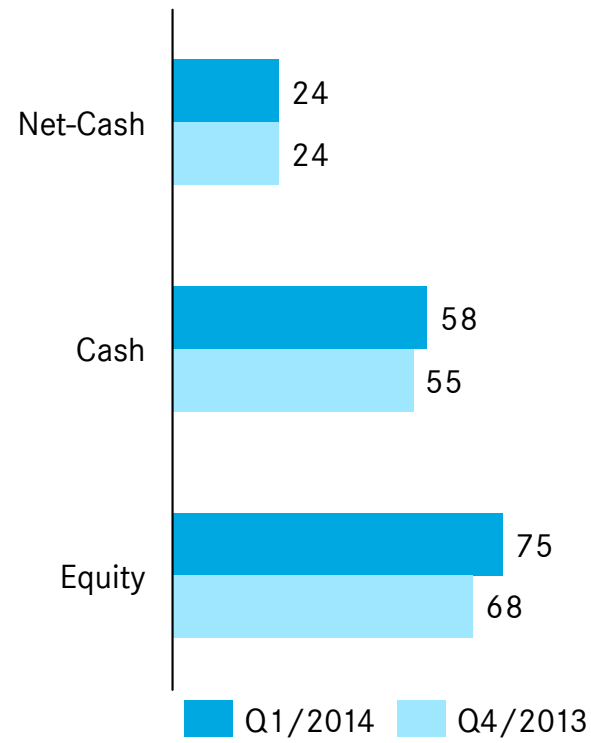


\* One time write-off of €1.42 Cildro SA

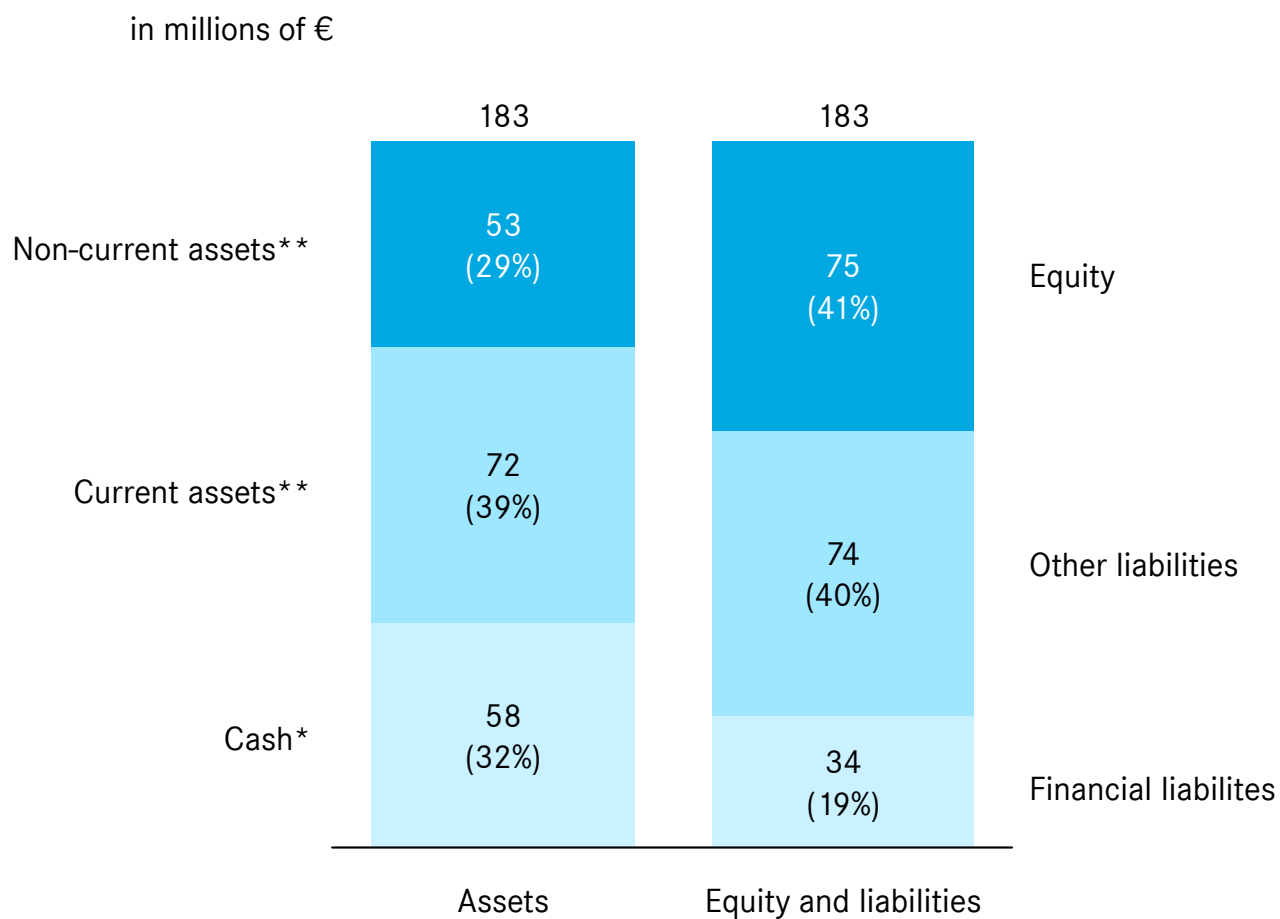
# Soundness succeeds



in millions of €



# Soundness succeeds

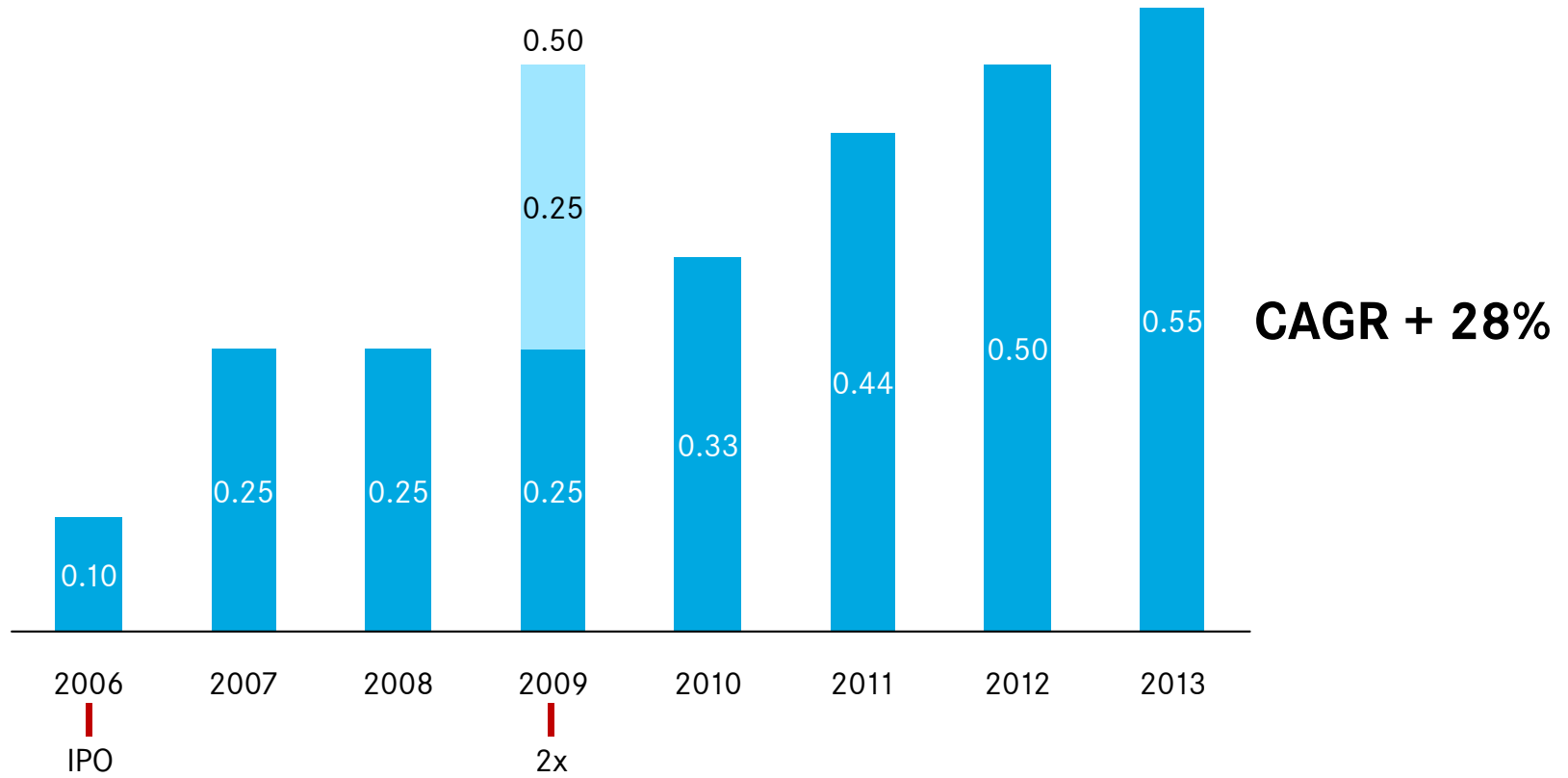


As of 31 March 2014  
 \* Cash & securities & gold  
 \*\* without cash

# Increasing dividend again this year



in € per share



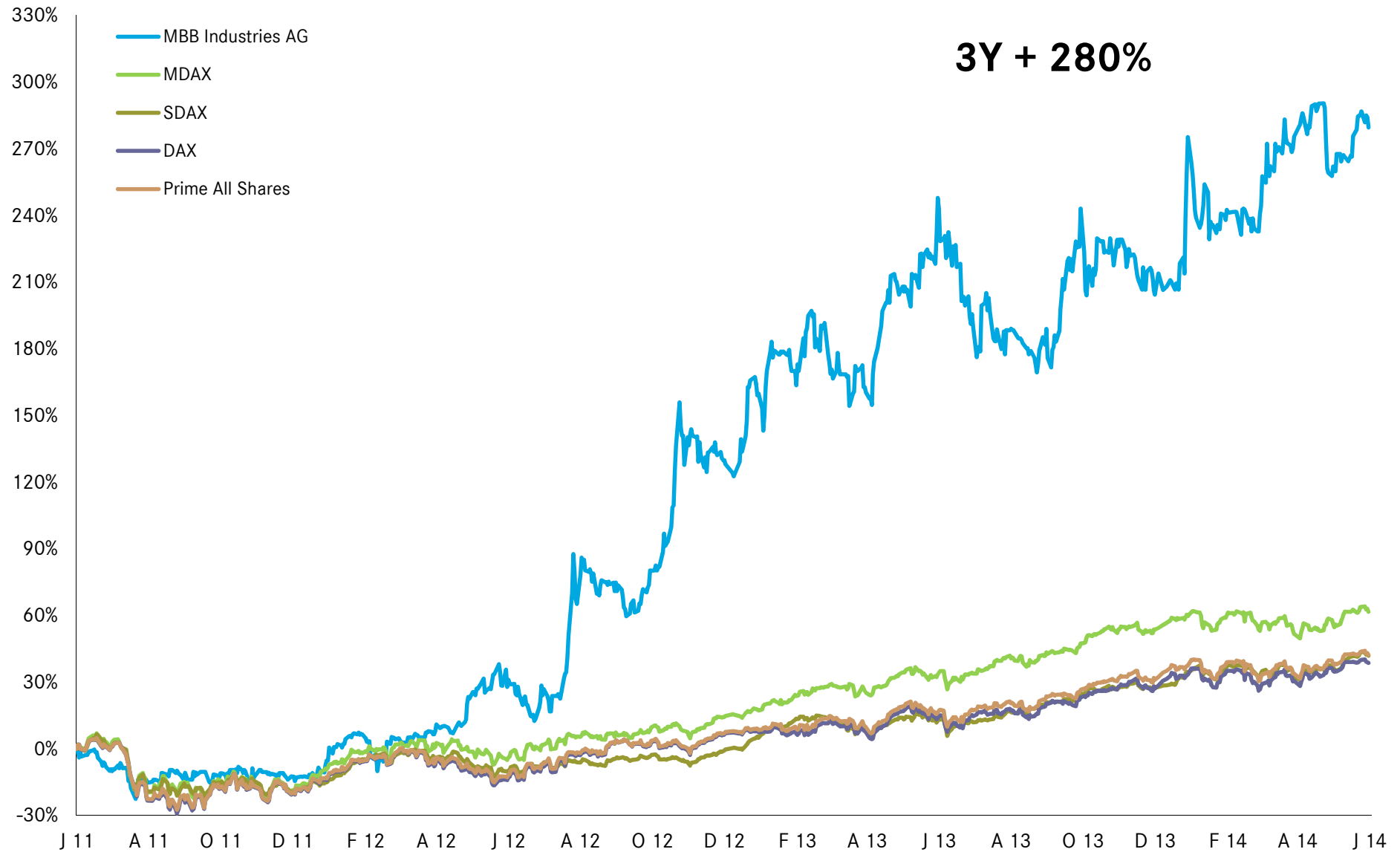
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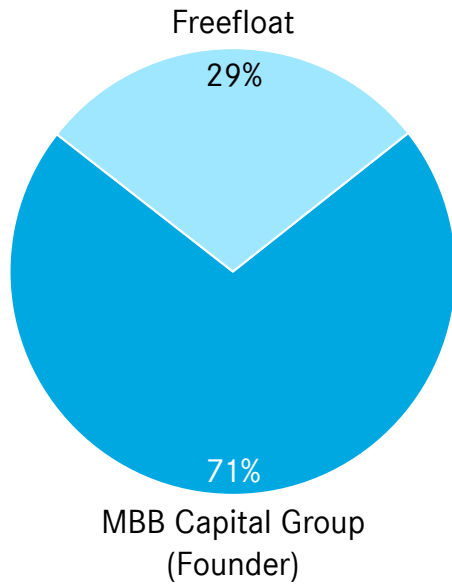
Results

**Share**

# MBB share

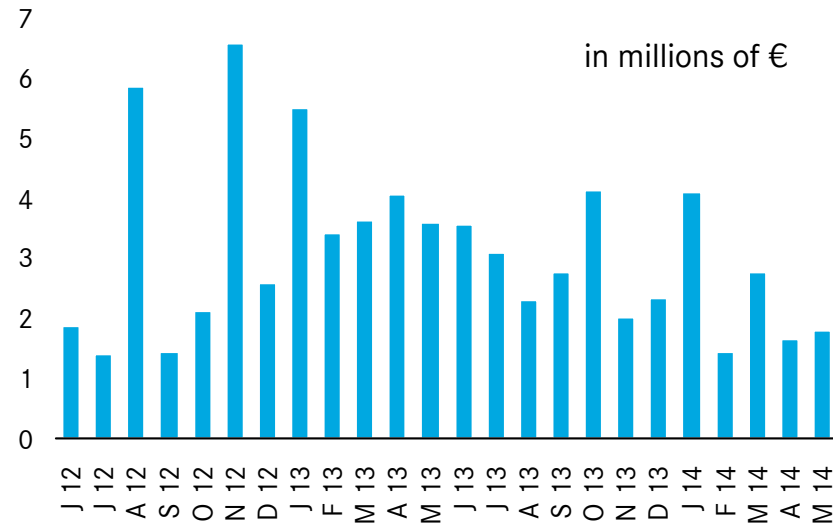


# Increasing liquidity in MBB shares in 2013



Market capitalization of freefloat:

**MDAX Rank: No. 121\***



Order book turnover:

**MDAX Rank: No. 111\***

\* As of 31 May 2014

MBB: 4 x BUY



Close Brothers Seydler

May 2014

€30

BUY



SRH Alster Research

May 2014

€30

BUY



Hauck & Aufhäuser

May 2014

€34

BUY



WGZ Bank Research

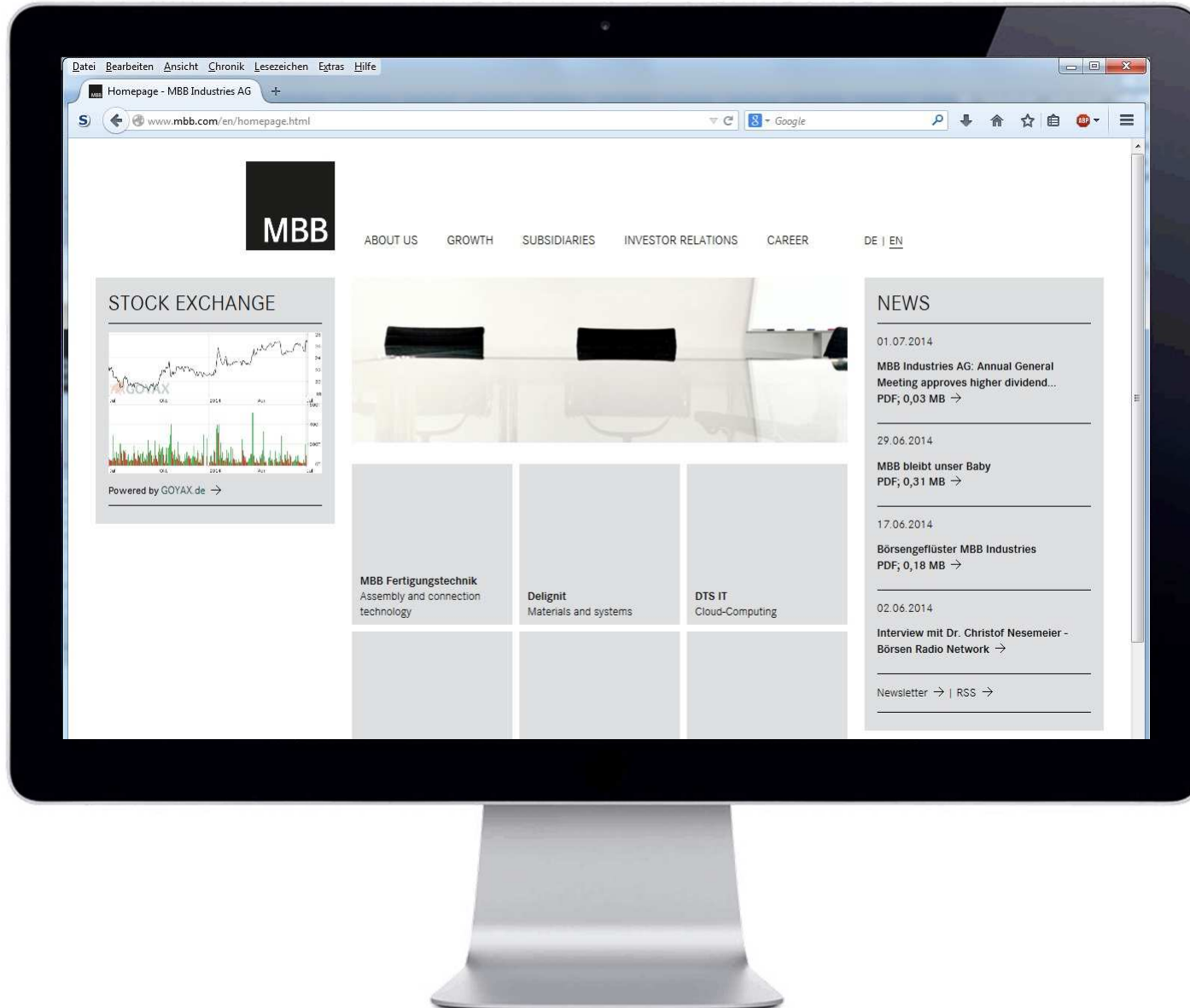
May 2014

€31

BUY



# MBB.COM – The new website



Half-Year Report 2014	29 August 2014
German Equity Forum 2014	24 – 26 November 2014
Interim Report for Q3	28 November 2014
End of fiscal Year	31 December 2014

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Shares of growth companies can offer major opportunities, but also carry related risks. Shares of growth companies are thus always a risky financial investment. A loss of the investment cannot be ruled out. Therefore, this form of investment is more suited to diversification as part of a portfolio strategy.

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## CONTACT

The logo consists of the letters 'MBB' in a white, bold, sans-serif font, centered within a solid black square.

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