

Berenberg and Goldman Sachs

# Tenth German Corporate Conference

MBB SE Berlin, 21 September 2021



Track-record

Growth

M&A

Family business

Capital strength

Long-term

**Capital Markets** 

Technological expertise

Germany

Sustainability

Succession

Success

Mittelstand

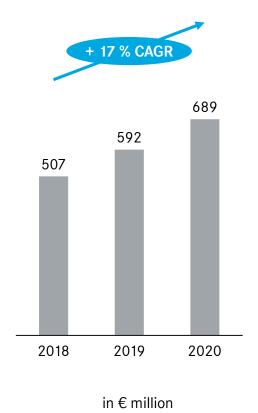
Team

Entrepreneurship

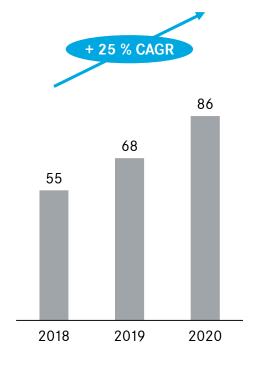
Transparency





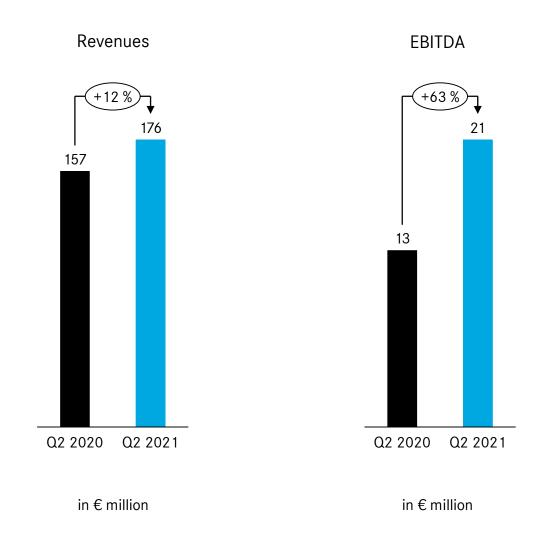


## EBITDA

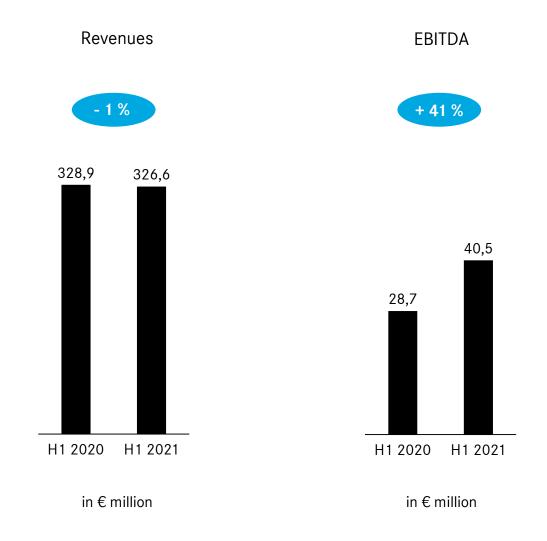


 $\text{in} \in \text{million}$ 

# MBB significantly increased both revenues and EBITDA in the second quarter



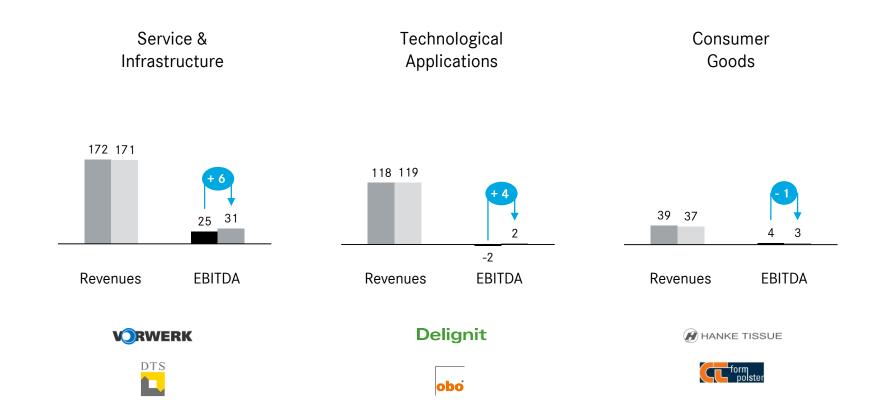
In H1 2021, EBITDA was significantly higher than in the previous year, while revenues remained stable



## The margin increase is attributable to Service & Infrastructure and Technological Applications

#### Revenues and EBITDA by segments

in € million; H1 2020 vs. H1 2021



# The highlights of the first half of the year show the potential of the MBB companies



### Service & Infrastructure



**VORWERK** 

Clean energy transition

+49%

Increase in EBIT compared to the first half of the previous year



IT security

+17%

Increase in EBIT compared to the first half of the previous year

## **Technological Applications**



E-mobility

+25%

Increase in order intake - most of it in e-mobility

# **Delignit**

Ecological system solutions

+105%

Increase in EBITDA compared to the first half of the previous year



Specialty chemicals for tooling

+17%

Increase in revenues compared to the first half of the previous year

#### **Consumer Goods**



Tissue products

-7%

Reduction in net debt compared to the previous year



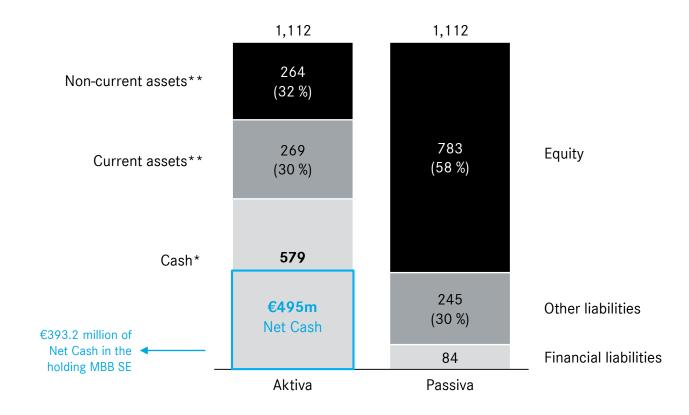
Mattresses for e-commerce

87%

Increase in EBIT compared to the first half of the previous year



Balance sheet as of June 2021 in € million



\*\* Without cash positions

<sup>\*</sup> Liquidity incl. securities & gold

## The number of M&A opportunities in the German SME sector is steadily increasing



Drivers for increasing demand for succession solutions in the German SME sector



#### Demographic change leads to wave of unresolved business successions



Die Zeit wird knapp und der Druck immer höher: Innerhalb der nächsten zwei Jahre suchen deutschlandweit rund 620.000 mittleiständische Unternehmen mit insgesamt mehr als 4 Millionen Beschäftigten einen neuen Eigentümer. Doch ob Übergabe oder Verkauf – die Unternehmensnachfolge stockt gewaltig, wie neue Studien zeigen.

Markt



#### Corona pandemic leads to crisis fatigue and balance sheet restructuring

DIHK-REPORT

#### Unternehmer finden keine Nachfolger – Corona lähmt das Interesse weiter

Senior-Unternehmer hatten schon vor der Pandemie oft Schwierigkeiten, Nachfolger zu finden. Corona verschärft die Situation noch, zeigt ein aktueller DIHK-Report.

Handelsblatt



#### Lack of management capacity due to worsening shortage of skilled workers

Mittelstandsbarometer 2021

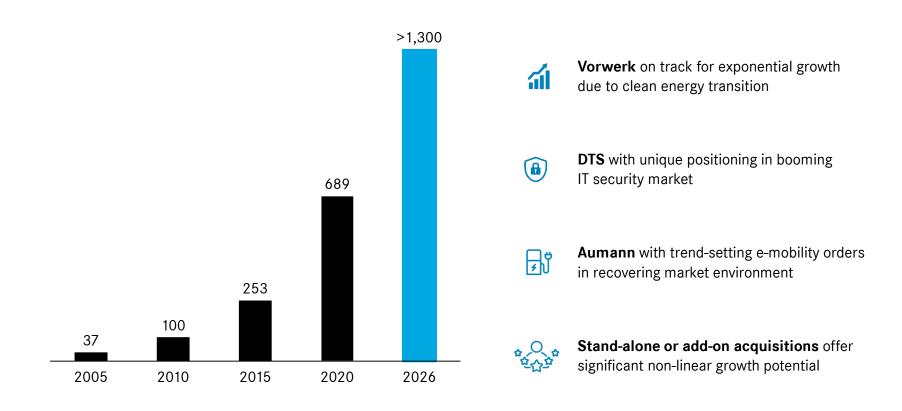
Fachkräftemangel bleibt großes Problem für den Mittelstand

**№** Industrie.de



## Excellent growth prospects

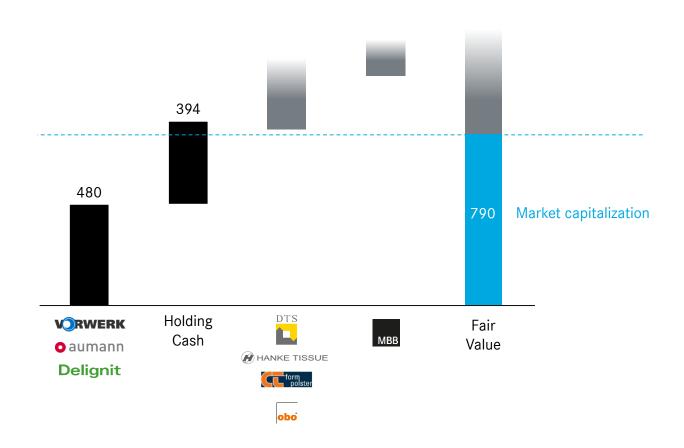
Revenues in € million



# A large part of the value of MBB is transparent



Sum-of-the-Parts view in € million\*



<sup>\*</sup> Market capitalizations of the listed companies as of 21 September 2021; Holding Cash as of the balance sheet date 31.06.2021

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