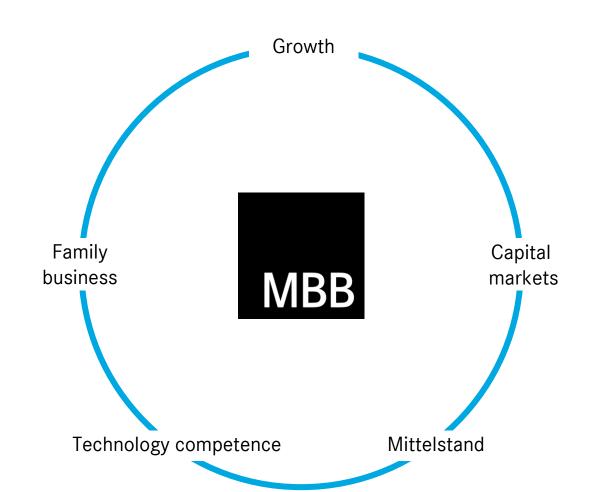


Company Presentation

MBB SE Munich, 20 September 2017

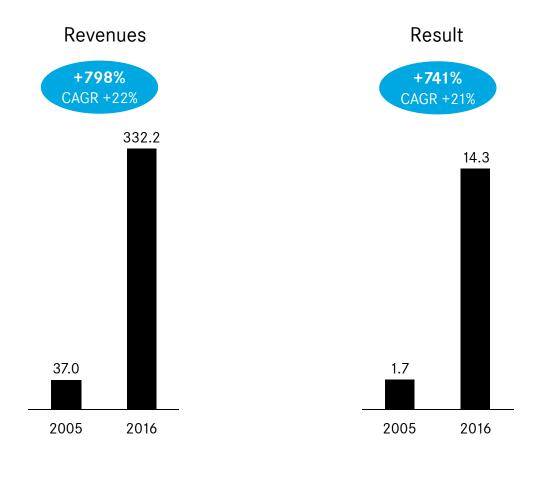


Mission: As a listed family business, MBB generates exceptional revenues and value growth through technological expertise



2

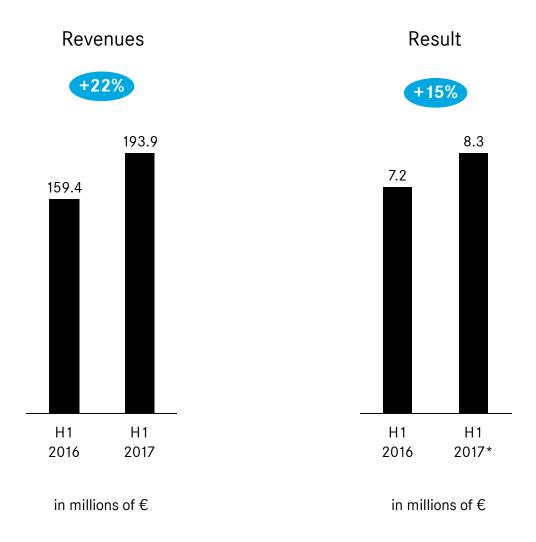




in millions of €

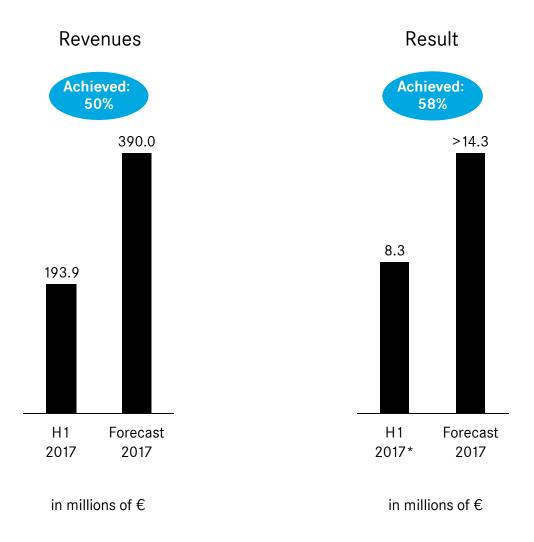
in millions of €





^{*} Partial disposal of the shareholding in Aumann AG with effective date 31 March 2017. Accordingly, the minority share increases from Q2 onwards.

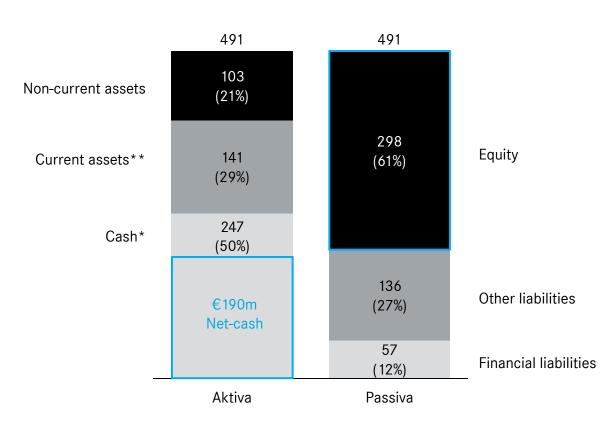




^{*} Partial disposal of the shareholding in Aumann AG with effective date 31 March 2017. Accordingly, the minority share increases from Q2 onwards.

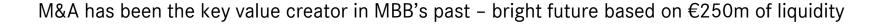


in millions of €



** without cash

^{*} Liquidity & securities & gold



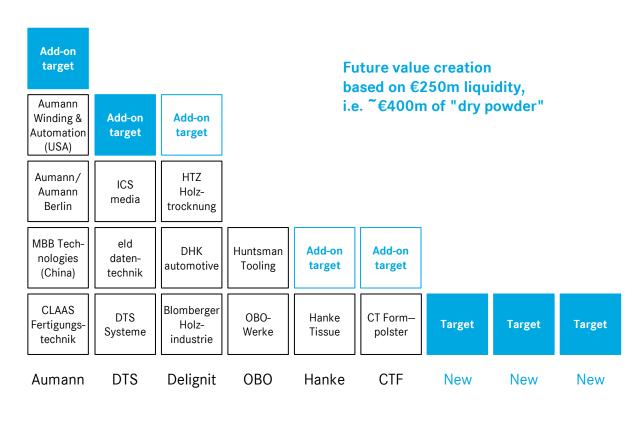




Today's valuation €600m - €800m

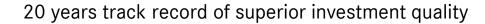
... based on:

Strategic portfolio management Investments in organic growth 20 add-on/standalone acquisitions Selective divestments/IPOs



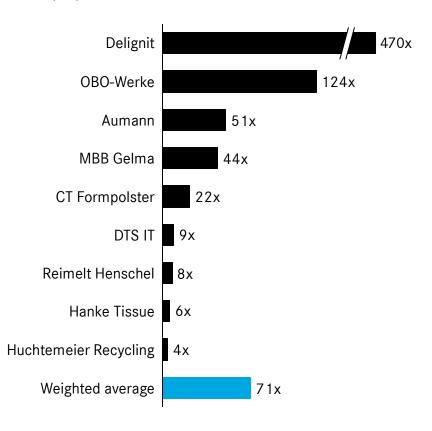
= Focus areas

Source: Analyst reports, market cap XETRA





Equity value increase



Strategic portfolio management with focus on megatrends



Megatrend



Ecological sustainability



Digitalisation



Globalisation

Some numbers

32 million EVs sold in 2025

% achievement of CO₂ reduction target by lightweight structures

Cyber Security spending 2017 (in bn USD)

750 recent valuation of mattress start-up Casper (in m USD)

vs. tissue paper consumption in CEE compared to the US (in kg)

MBB portfolio strategy

Aumann as market leader for e-mobility solutions

Delignit as leading supplier of ecological products for technology industries

DTS as leading IT service provider of Cyber Security solutions

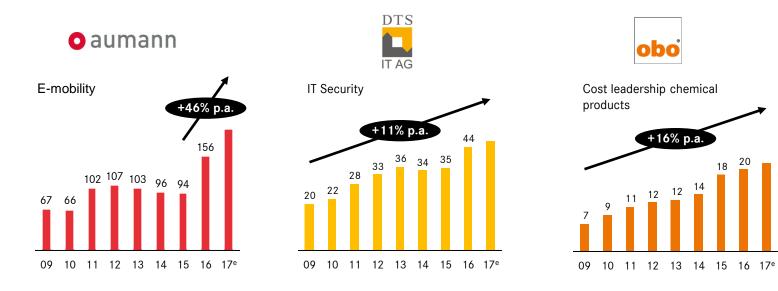
CTF as leading mattress supplier focussing on e-commerce retailers

Hanke Tissue as a market leader in Poland continuously increasing capacity

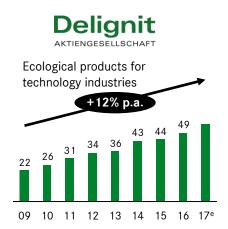
23

Double digit growth due to focus on trends











Aumann – a pioneer of the e-mobility revolution with potential to dominate the market



Aumann AG



- Pioneer of e-mobility revolution
 based on leading modular mechanical engineering
- Outstanding technology for e-mobility through decades of experience in winding and automation
- Long-standing partnership with OEMs/Tier-1s with large installed base around the globe

Revenue development and MBB's investment strategy

~€500m

Future Strategy

~€500m revenues in 2021 with 75% of e-mobility share

Capacity increase based on organic growth and strategic M&A

Internationalisation

Maintain technological leadership

>€200m (

2017

IPO to strengthen growth potential; MBB remains long term majority shareholder (53.6%)

2016

Capital increase in kind made Mr Wojtynia group shareholder as a result of integrated e-mobility solution offering

2015

Acquisition of 75% of Aumann entities i.e. core processes for e-mobility from Mr Wojtynia

2013

Greenfield investment in engineering and manufacturing site in China

€107m (

2012

Acquisition of CLAAS Fertigungstechnik based on MBB's reputation

E-mobility will grow rapidly



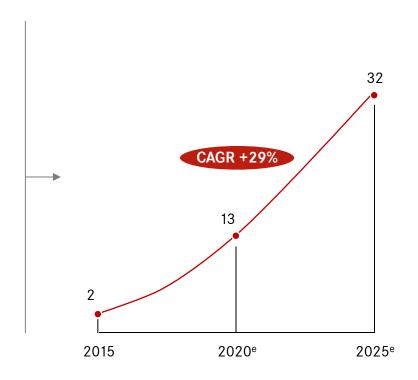
Three factors put electric vehicles on the road

Technology push

Consumer pull

Regulatory push

Electric vehicles*
Global production in million vehicles per year



11

^{*} Electric vehicles including hybrids Source: IHS

DTS – a class of its own in Cyber Security



DTS IT AG



- Leading edge Cyber Security solutions portfolio developed by industry renown specialist engineers
- Long standing loyal vendor partnerships with direct access to top level executives
- Wide blue chip customer base with high level of cyber protection requirements

Revenue development and MBB's investment strategy

€100m

Future Strategy

€100m revenues based on organic growth and M&A

Boost managed security services

Increase recurring revenues from cloud based services

~€50m

2017

Recurring revenues from cloud based services >25%

2016

Acquisition of datacenter premises

2013

Strategic focus on Cyber Security

2011

Partnership with Palo Alto Networks

2010

Acquisition of ICSmedia without dilution of MBO team

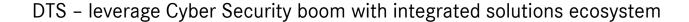
2009

Strategy shift from co-location to private cloud service offerings

€20m (

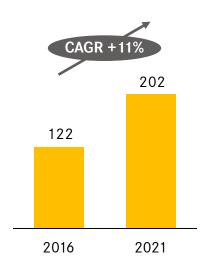
2008

Acquisition by MBB (80%) together with Mgt. (20%)





Global Cyber Security market in billion USD



DTS ecosystem of integrated security solutions

Palo Alto (incl. cloud-based solutions from DTS datacenter)

proofpoint

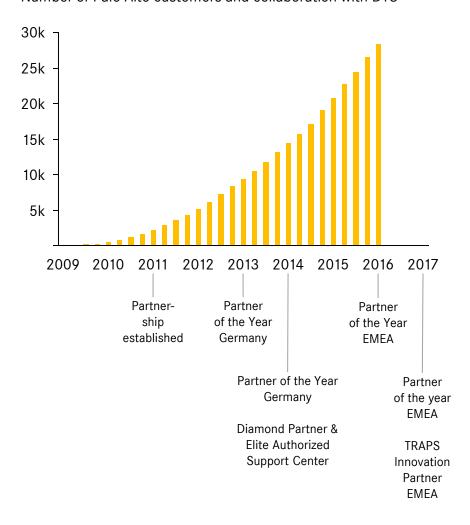
LogRhythm

gemalto (cloud-based solution from DTS datacenter)

apsec data encryption (German origin)

Q-Group (German origin)

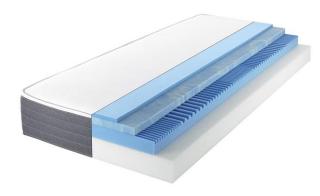
Vendor relationship example Number of Palo Alto customers and collaboration with DTS



CTF – first mover in full service offering for e-commerce mattress retailers



CT Formpolster GmbH



- In-depth mattress development know-how with award-winning products in important consumer tests
- Unique offering for e-commerce retailers based on product and process know-how
- Used to automotive standards and processes as highest prove for traceable quality

Revenue development and MBB's investment strategy

Future Strategy

€50m Further expand business for e-commerce retail customers

Also attract offline customers for drop-shipping offering

Development of new award-winning mattress models

~€28m • 2017

Drop-shipping of ~150k orders to end consumers

2015New factory for mattresses production and logistics

2014

Start of drop-shipping service to end consumers

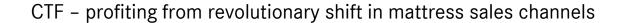
Strategic focus on mattresses for e-commerce

2010/2011
Shift from automotive to mattress focus; new product development

€18m • 2010

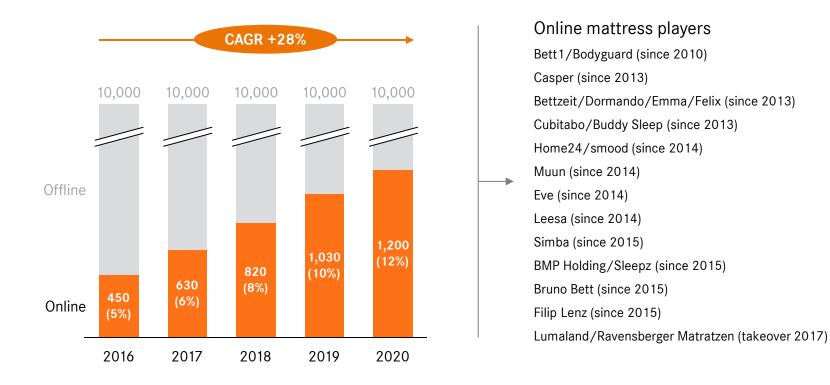
2013

Acquisition from Continental based on MBB's reputation





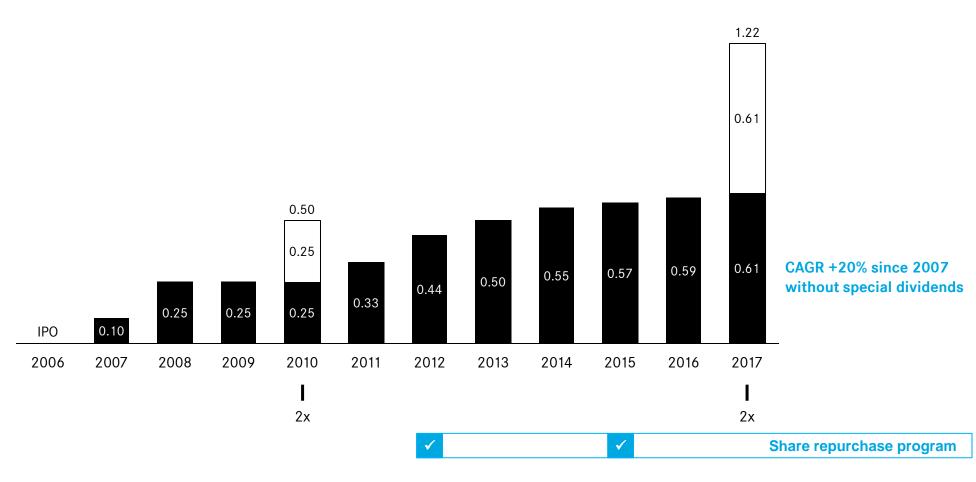
Estimated revenues bedding industry in Germany in millions of €



Reliable dividend policy

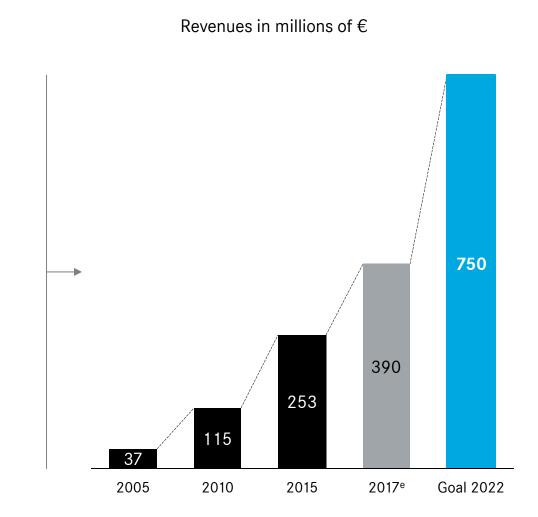


Dividend payments in € per share









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