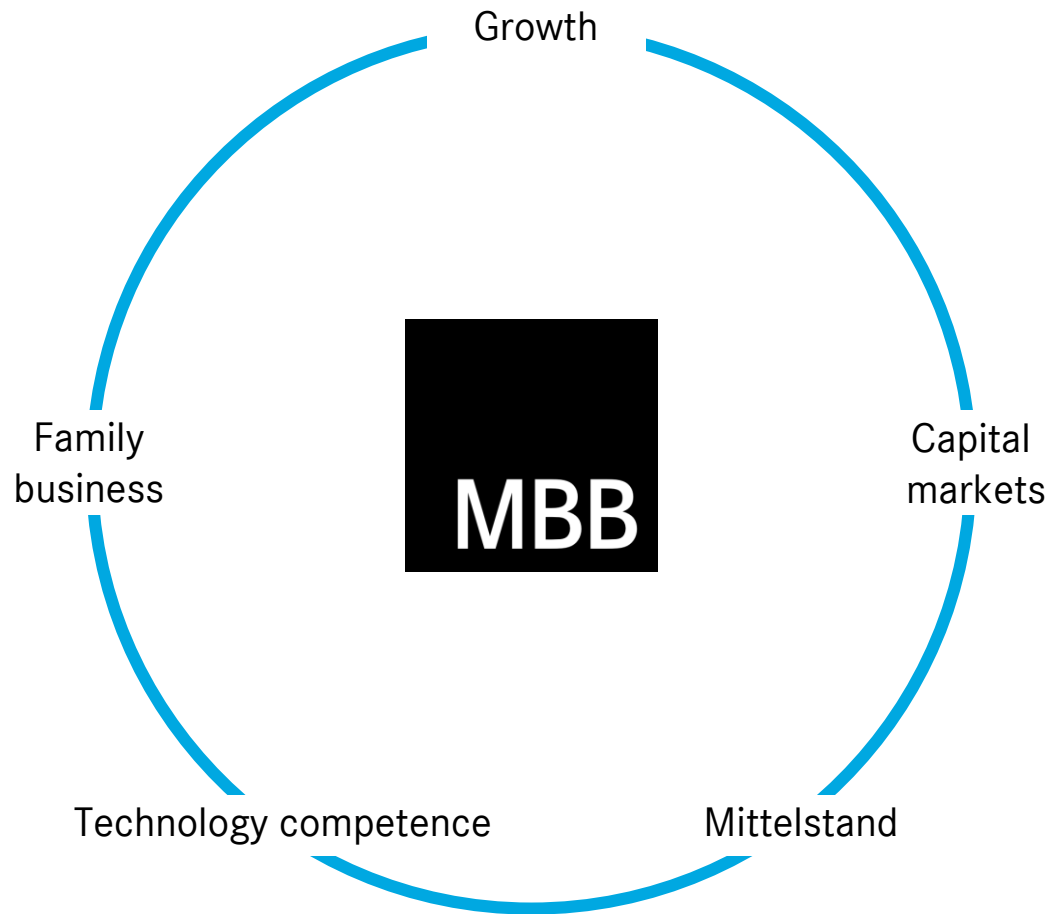


Berenberg European Conference 2018

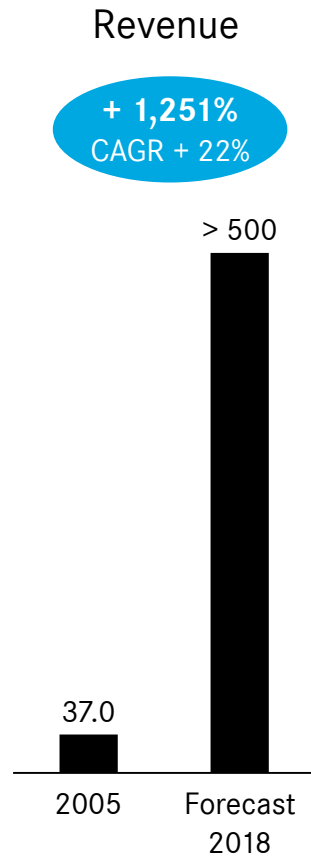
MBB SE

4 December 2018

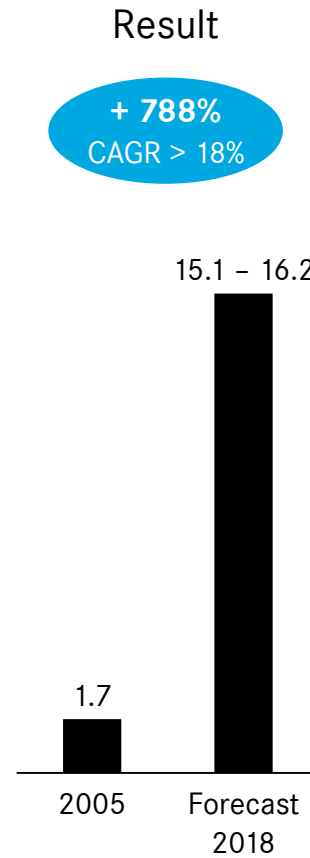
As a listed family business, MBB generates growth through technological expertise



Around 20% growth per year since IPO



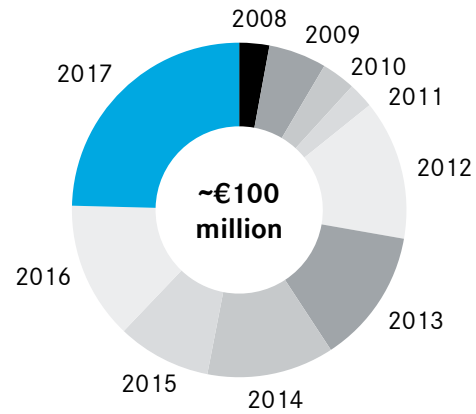
in millions of €



in millions of €

MBB grows through investments and employee development

Growth through investments (without M&A)



Hanke Tissue



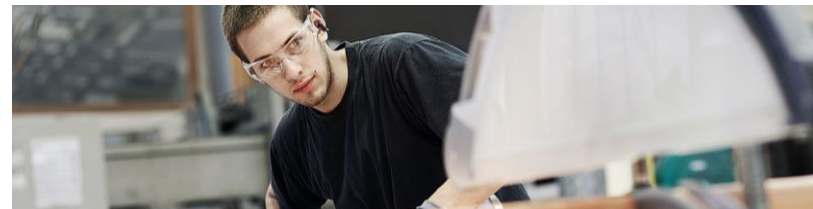
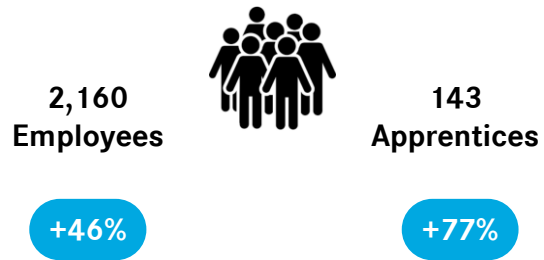
Delignit



Aumann

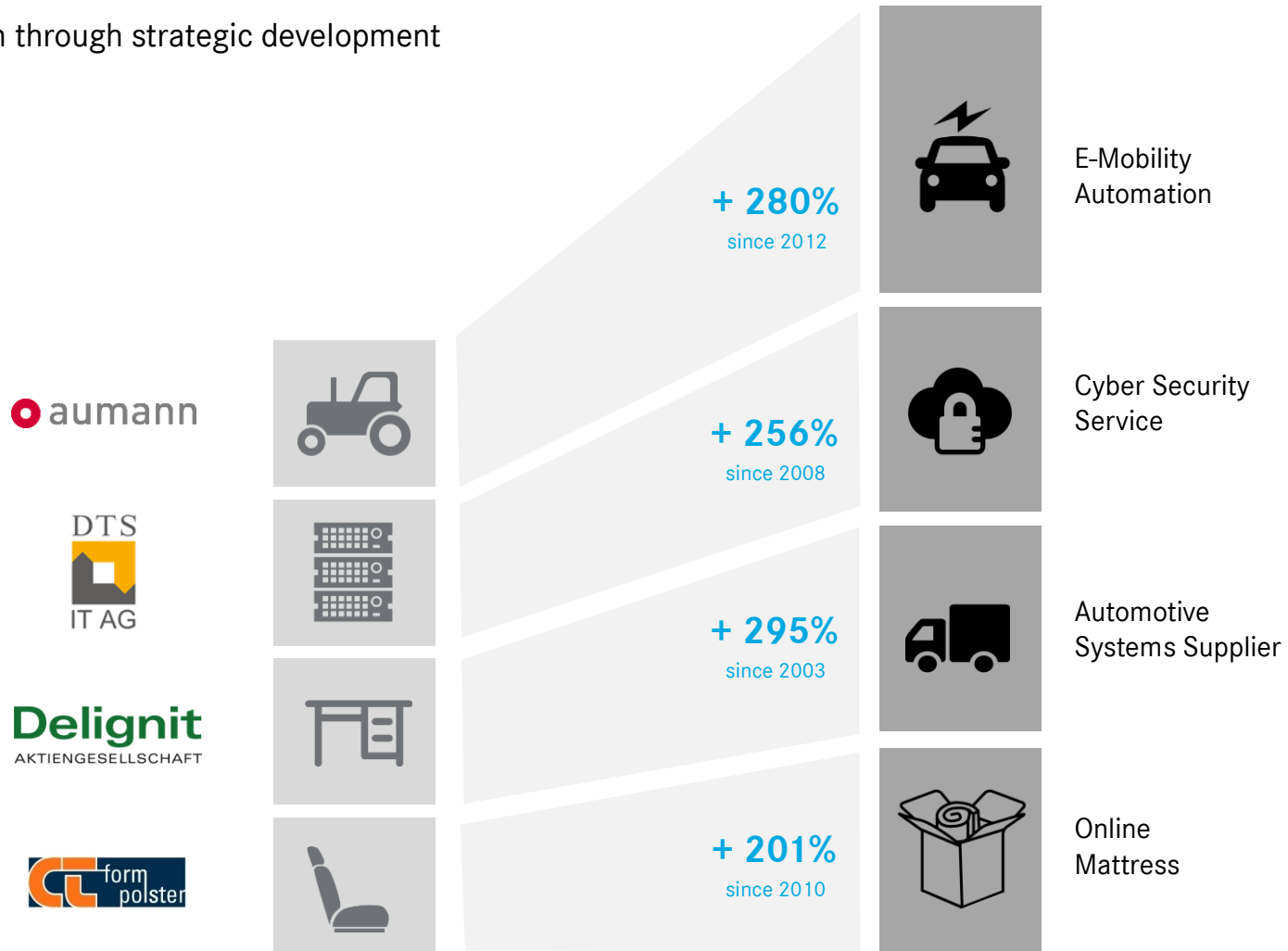


Employee development As at 30 September 2018



MBB develops business models to growth models

Growth through strategic development



MBB strengthens strategic development through M&A

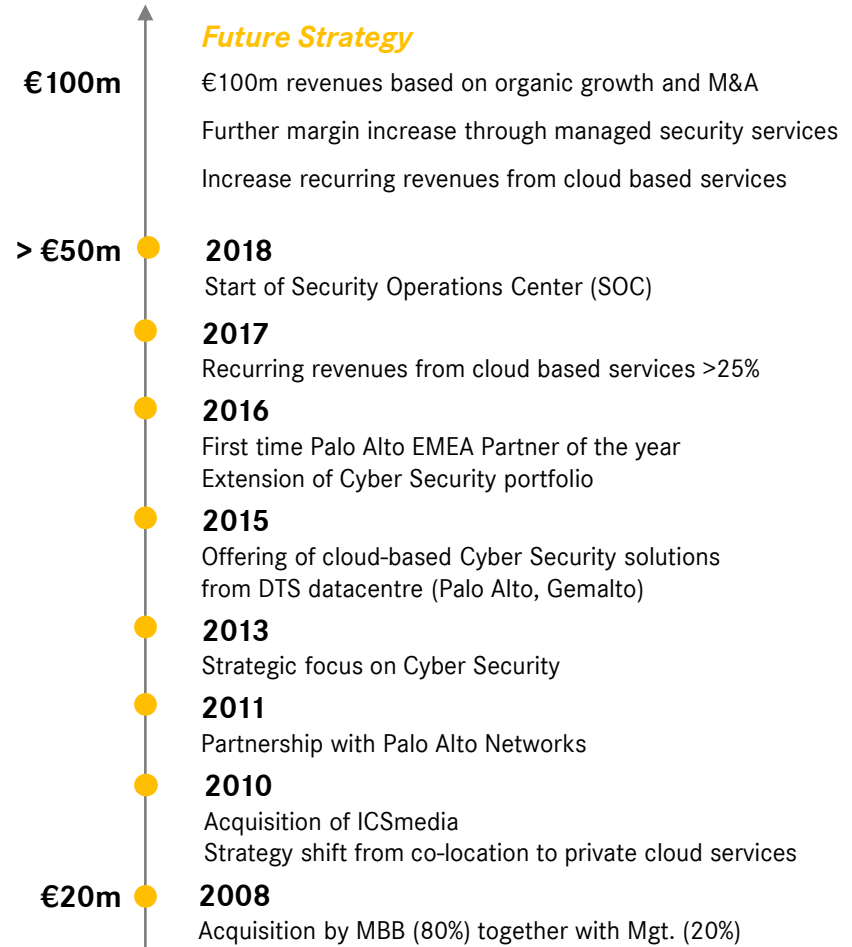
Growth through bolt-on acquisitions

		Claas FT 2012	Aumann GmbH 2015	USK 2017
		DTS 2008	ICSmedia 2010	eld 2011
		BHI 2003	DHK 2013	HTZ 2013
		OBO 2003	Huntsman Tooling 2014	

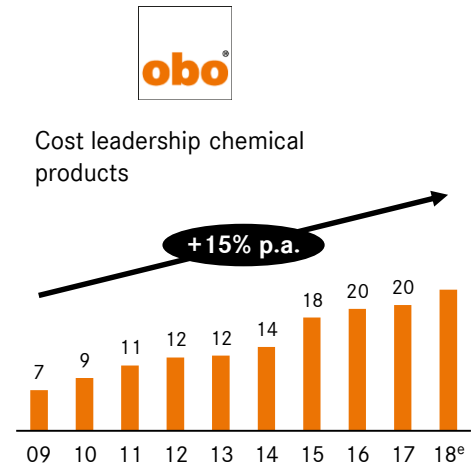
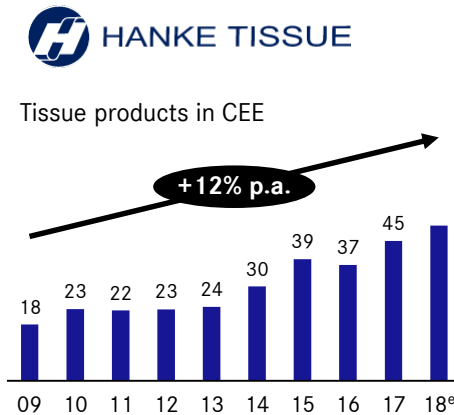
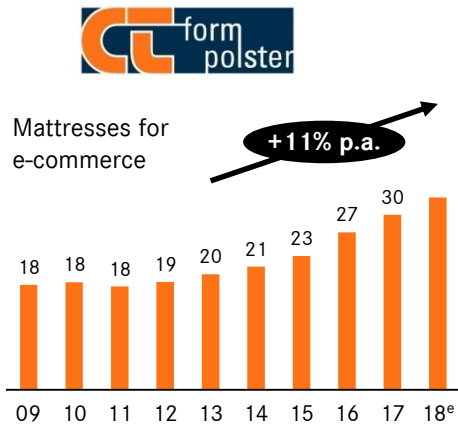
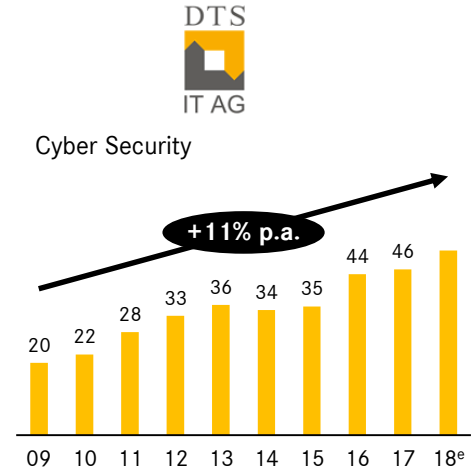
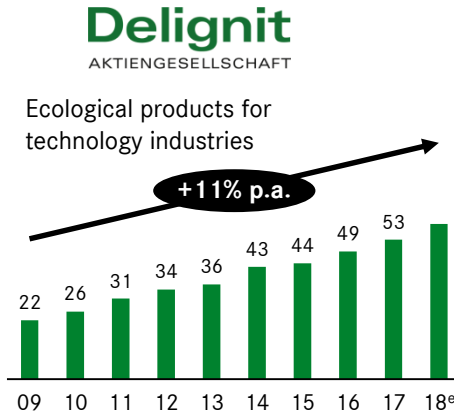
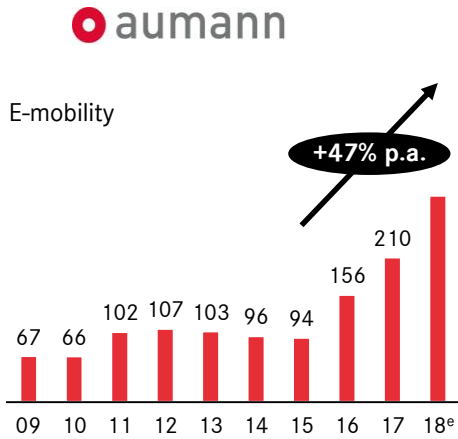
DTS – becoming the leading Cyber Security supplier together with MBB



- 1 Leading edge Cyber Security solutions portfolio implemented on premise or from DTS datacentre
- 2 Long standing loyal vendor partnerships with direct access to top level executives
- 3 Wide blue chip customer base with high level of cyber protection requirements



All subsidiaries show double-digit growth

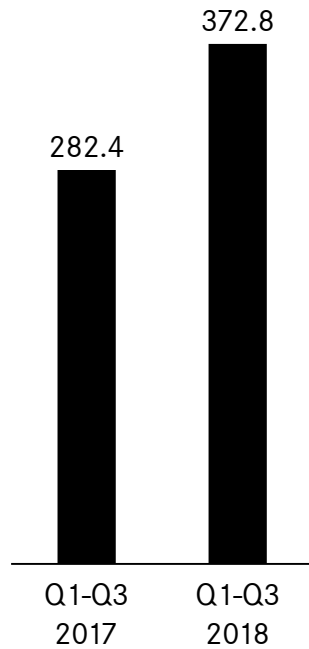


The story goes on



Revenue

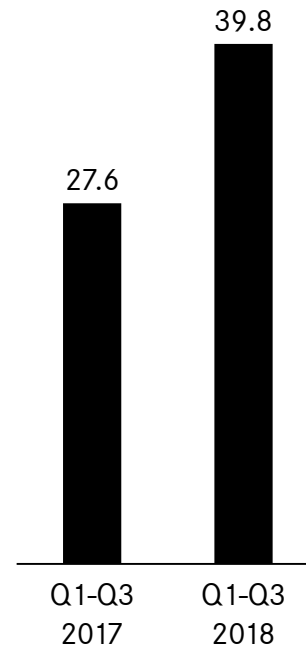
+ 32%



in millions of €

EBITDA Adj.

+ 44%



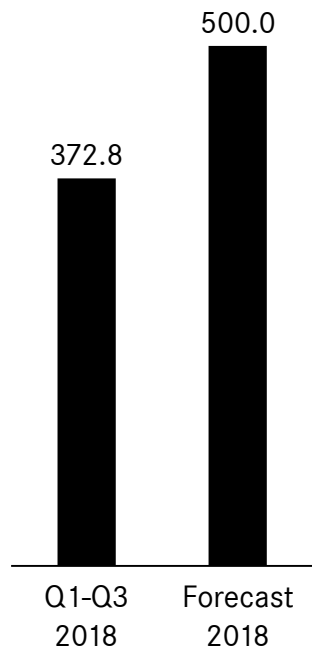
in millions of €

On track



Revenue

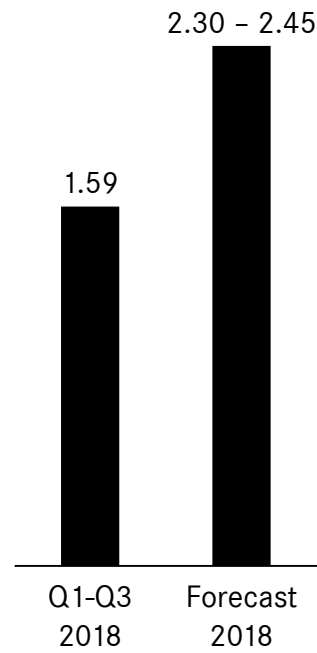
75%
Reached



in millions of €

EPS*

69%
Reached



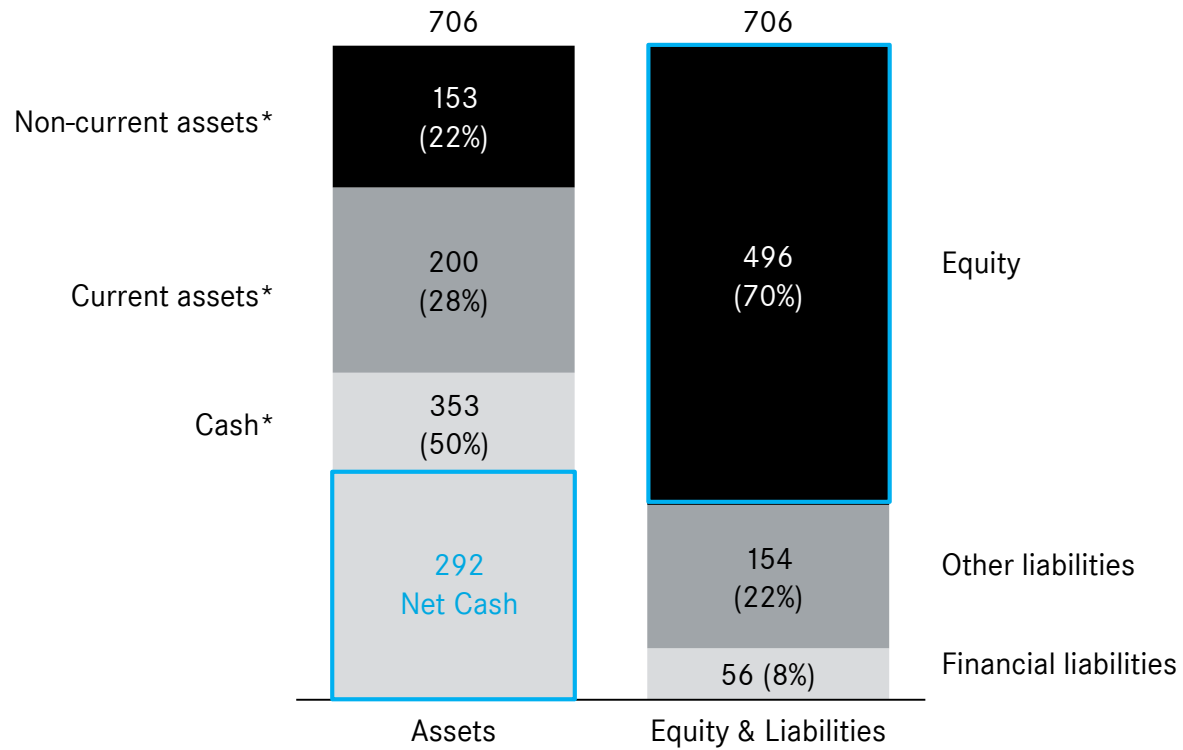
in millions of €

* The placement of Aumann shares has increased the minority interest compared to the previous year

Strong substance



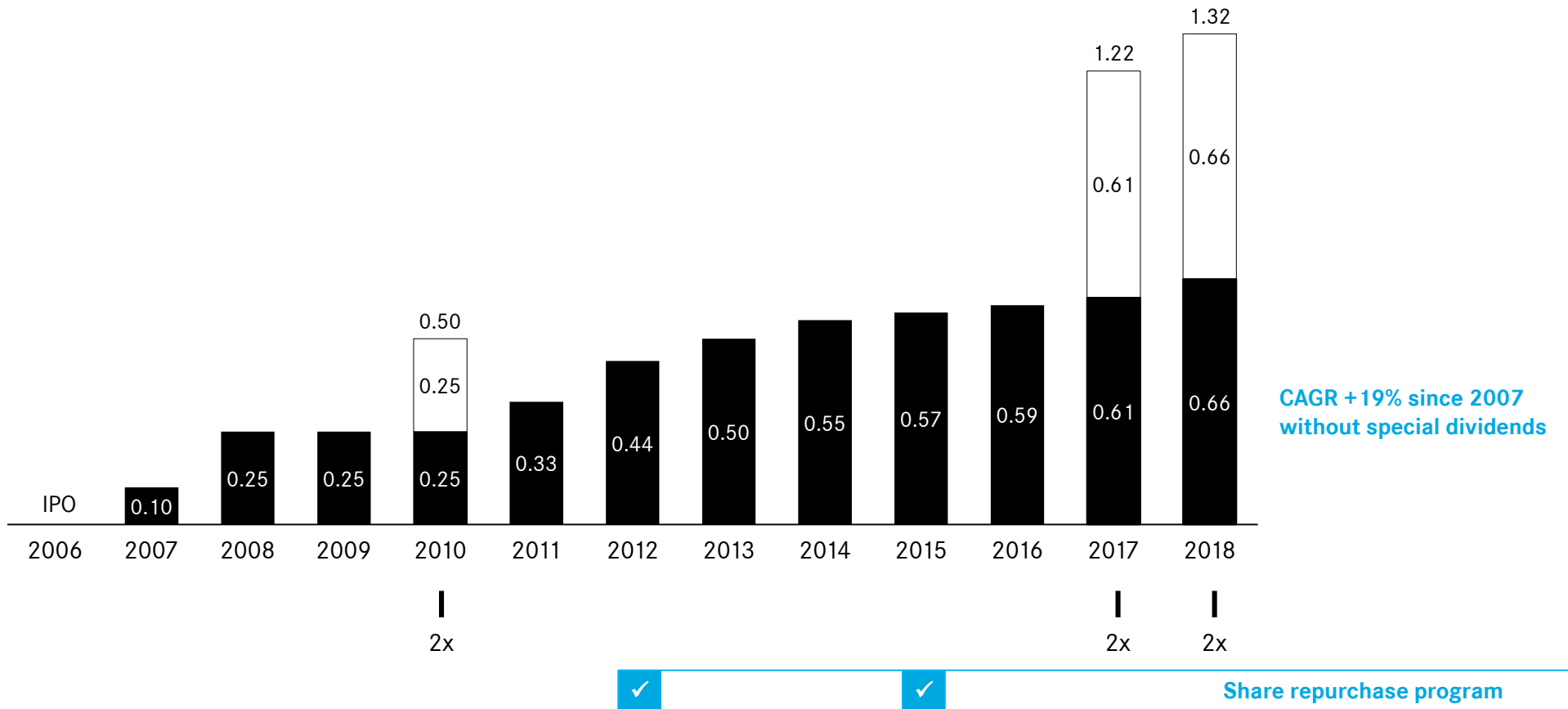
Balance sheet as of 30 September 2018
in millions of €



* Non-financial assets, current assets excluding securities and gold, cash equals cash and cash equivalents, financial assets, securities and gold

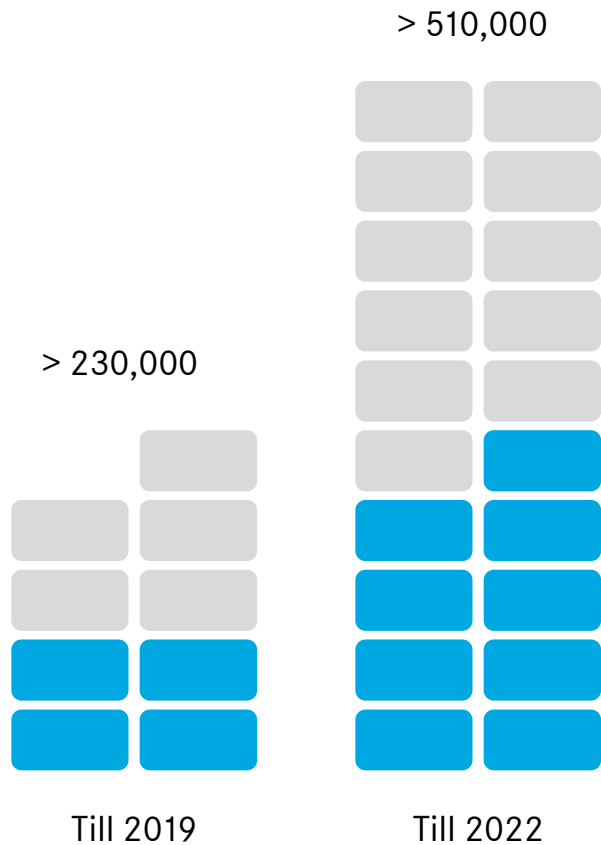
Dividend aristocrat

Dividend payments in € per share




The German Mittelstand is at the verge of a major generational change

Upcoming generational changes in the German Mittelstand

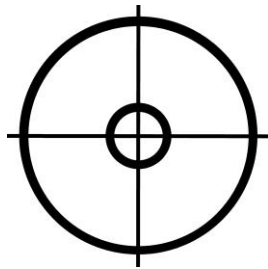


„A wave of generational changes will roll across the Mittelstand until 2020“

KFW-Mittelstandspanel

 External acquirer considered

Target profile for acquisitions



- ✓ Majority shareholdings
- ✓ Niche players with established business models
- ✓ Long-term value creation potential
- ✓ Highly motivated managers with strong incentives

MBB offers substantial benefits to all stakeholders

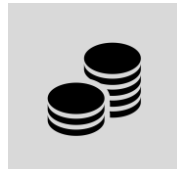
Discrete & lean process



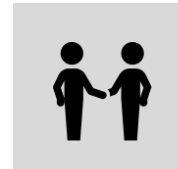
Long-term perspective



Equity financing



Entrepreneurial culture



Fully satisfied sellers



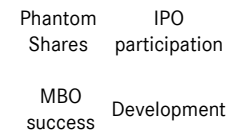
Committed employees



Fully satisfied customers



Committed management



Growth targets

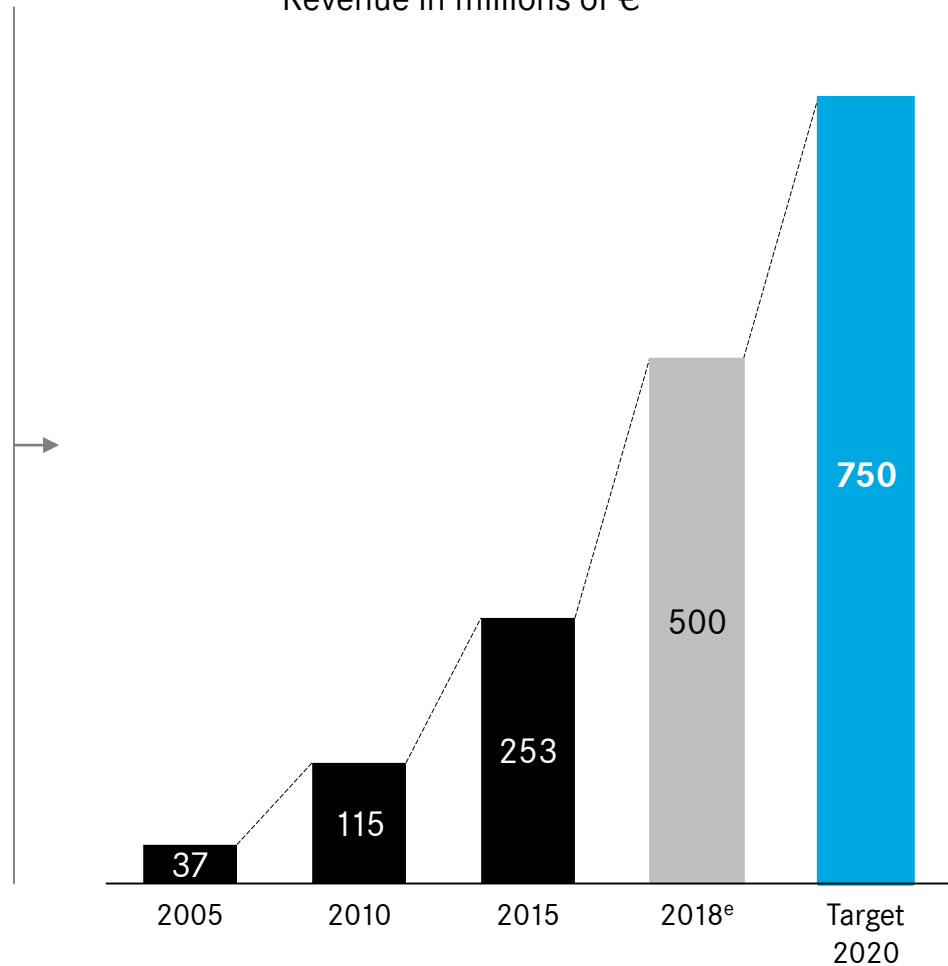
Revenues
15% p.a.

EBITDA margin
>10%

Increasing
Dividends

SDAX
Listing

Revenue in millions of €



FINANCIAL CALENDAR



Berenberg European Conference, Pennyhill (UK)	03 - 06 Dezember 2018
End of fiscal year	31 December 2018
ODDO Forum, Lyon	10 - 11 Januar 2019

CONTACT

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

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In case of any questions in relation to this document, please contact:

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