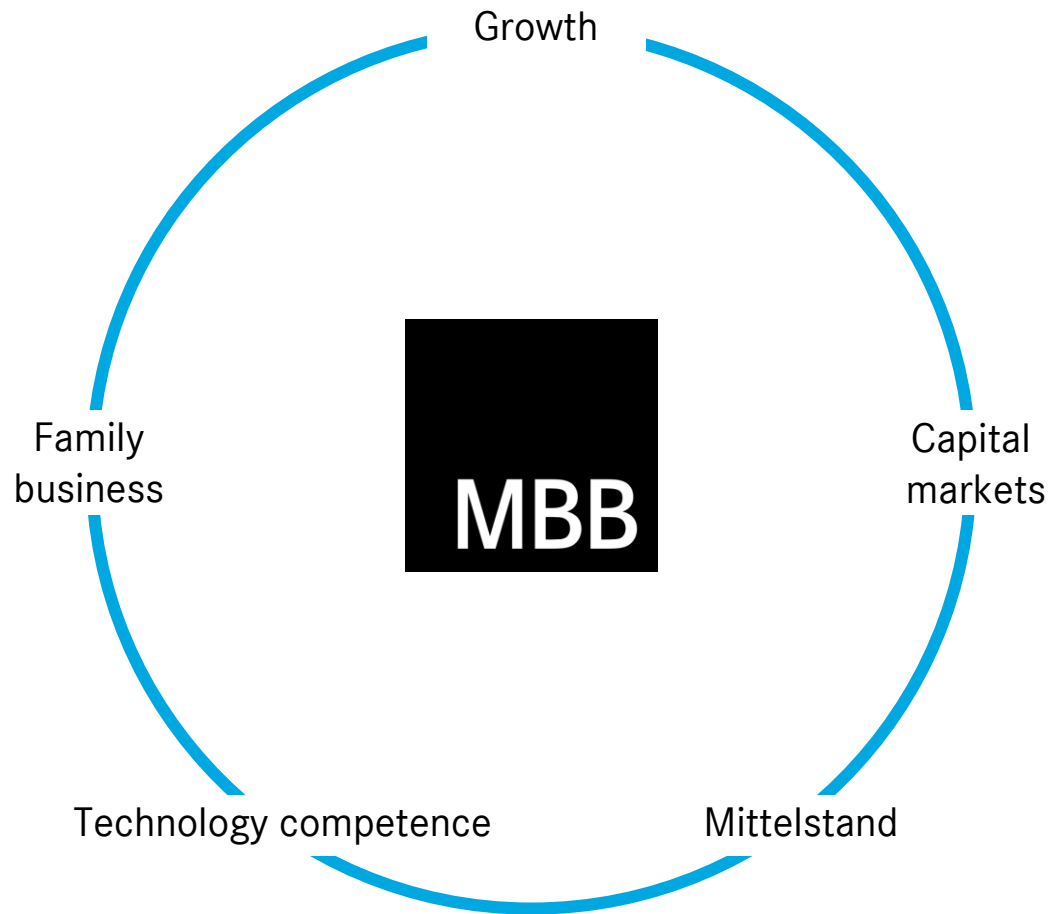


ODDO BHF - German Conference

MBB SE

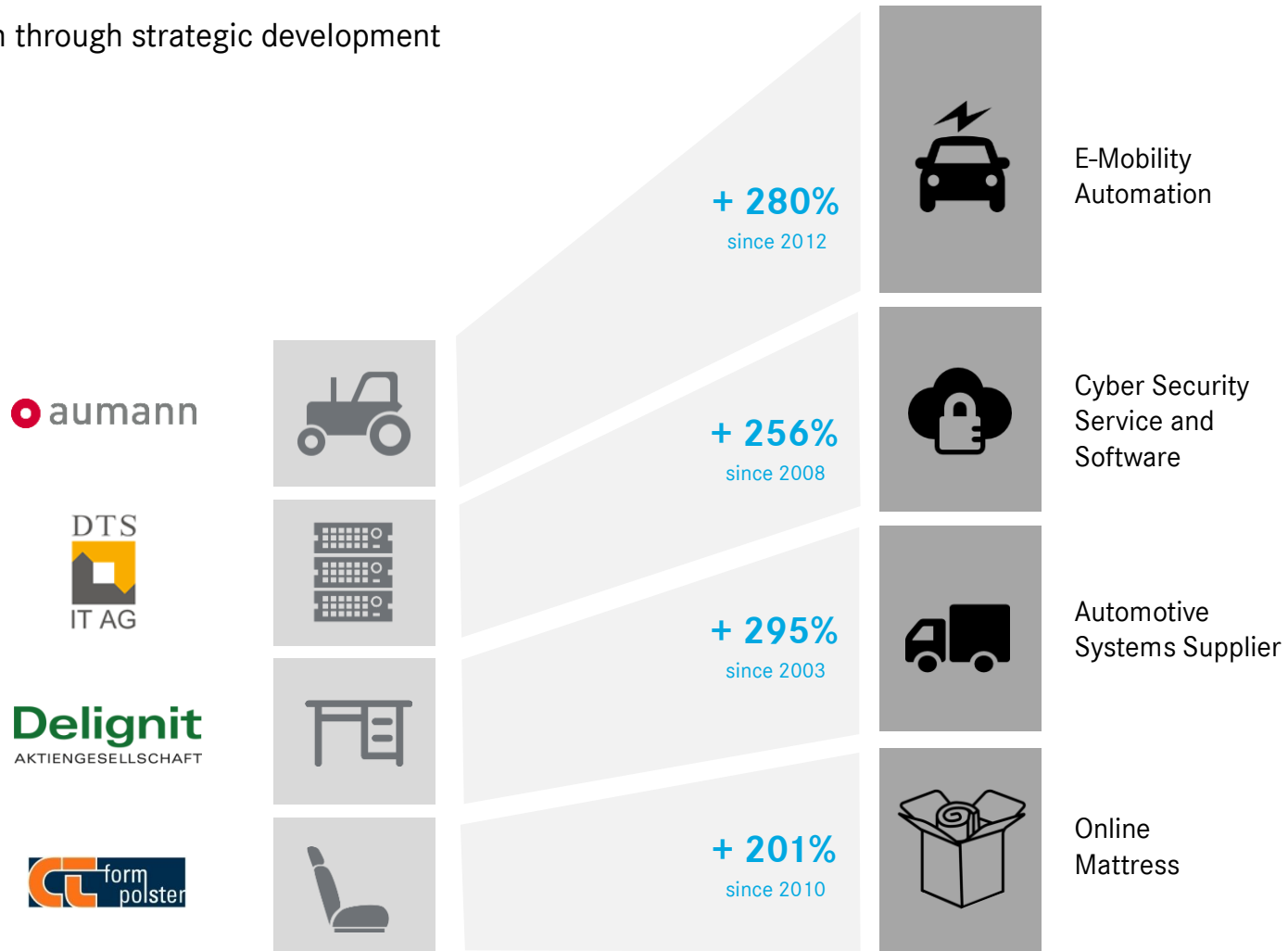
20 February 2019

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



MBB develops business models to growth models

Growth through strategic development



MBB strengthens strategic development through M&A

Growth through bolt-on acquisitions

		DTS 2008	ICSmedia 2010	eld 2011	ISL 2019
		Claas FT 2012	Aumann GmbH 2015	USK 2017	
		BHI 2003	DHK 2013	HTZ 2013	
		OBO 2003	Huntsman Tooling 2014		

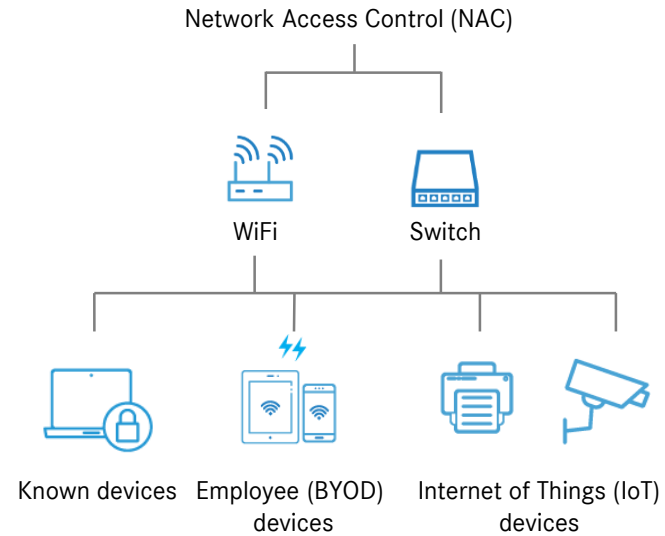
Through the acquisition of ISL, DTS becomes a software developer for IT security applications

In February 2019, DTS IT AG acquires 66% of the shares in software developer ISL



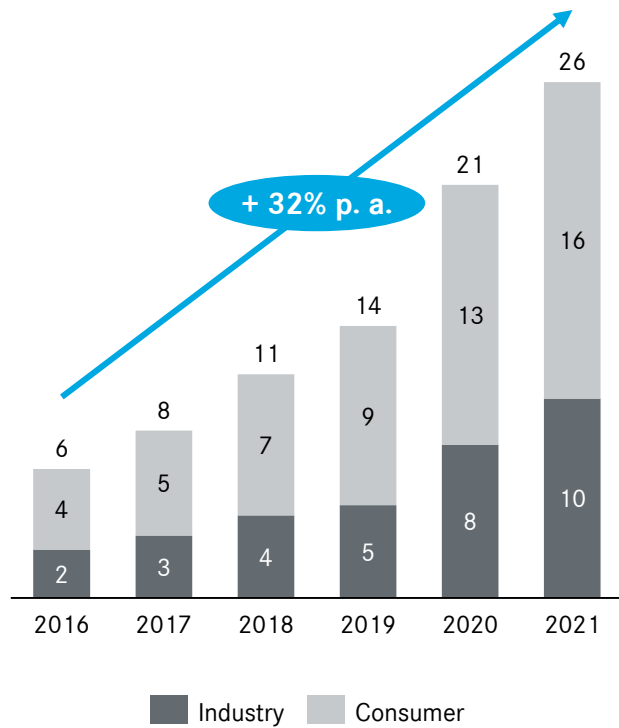
ISL is a developer of NAC solutions that secure the access to private networks

- 1 Device identification
- 2 Device classification
- 3 Policy enforcement

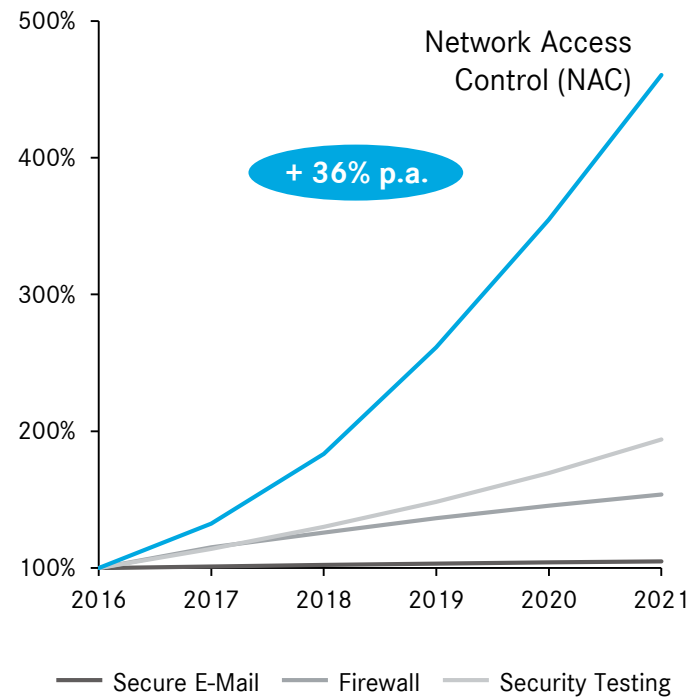


Due to the growing number of end devices, NAC solutions are becoming increasingly important

Growth of the Internet of Things (IoT)
Billions of end devices

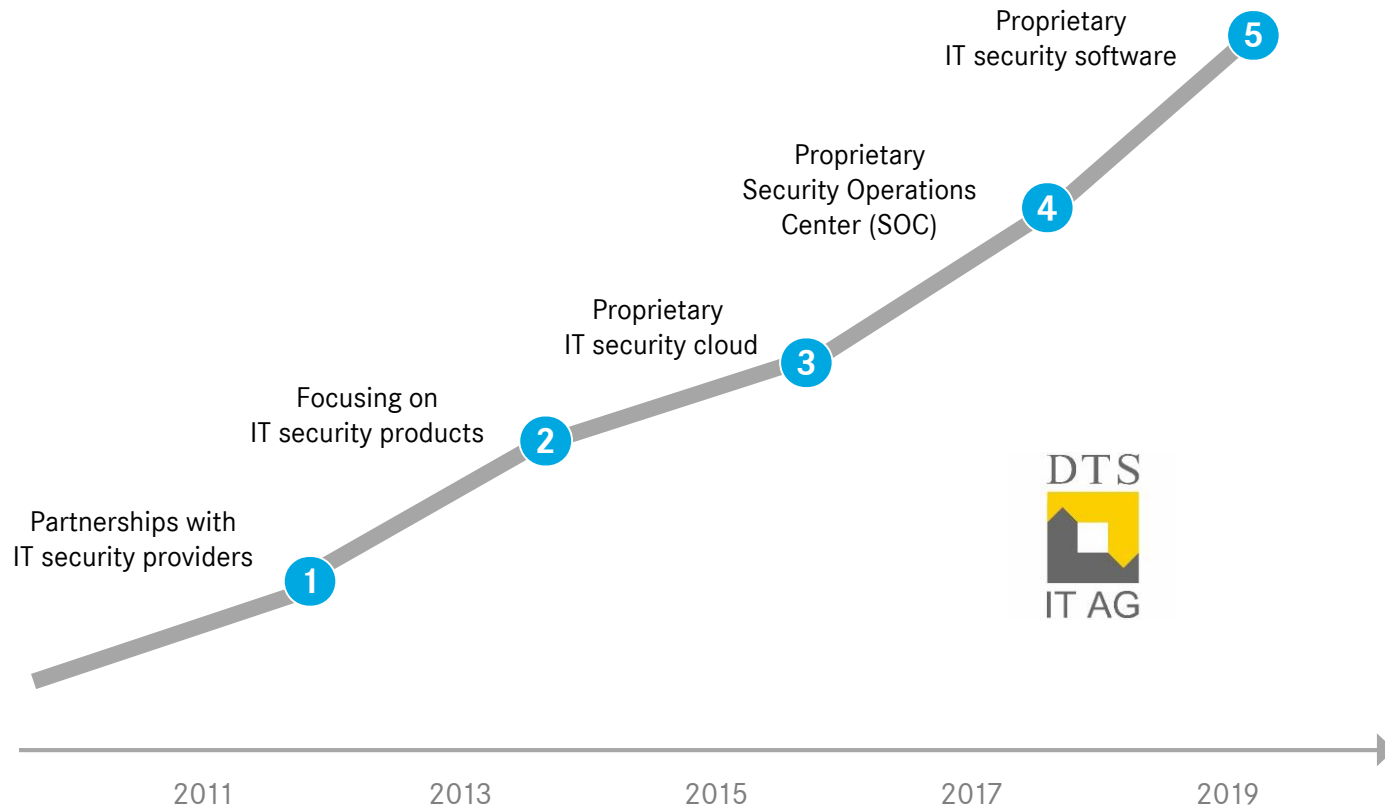


Growth of IT security applications
Base 2016 = 100%



Becoming an IT security software company is a decisive milestone for DTS

Milestones in the IT security strategy of DTS



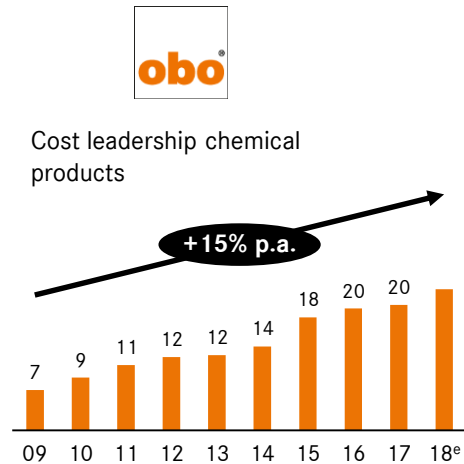
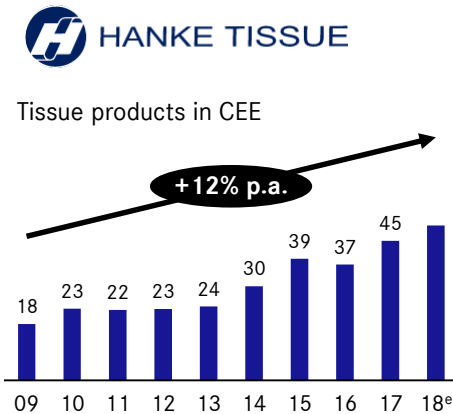
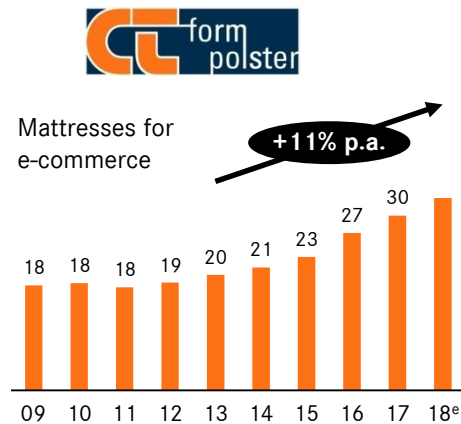
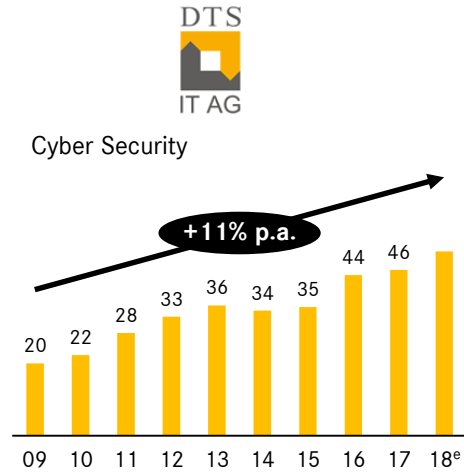
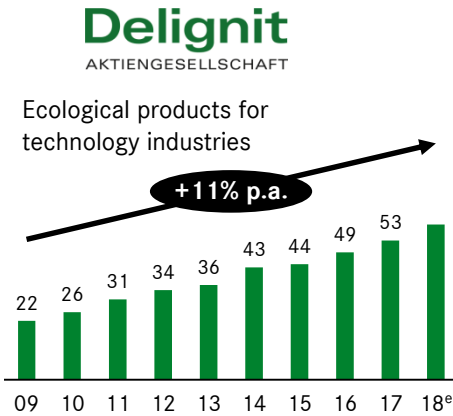
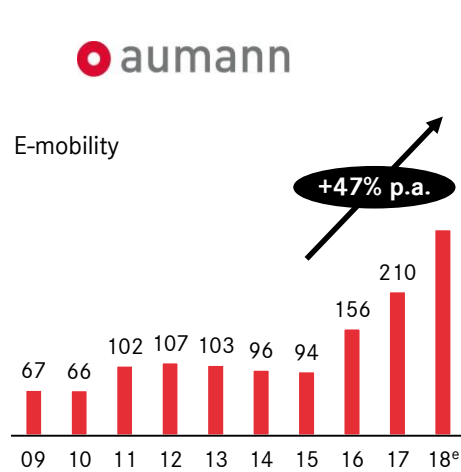
DTS – becoming the leading Cyber Security supplier together with MBB



- 1 IT security solutions and proprietary software
Made in Germany
- 2 Long-term partnership with product providers
through individualized solutions for the European market
- 3 Wide blue chip customer base
with high level of cyber protection requirements



All subsidiaries show double-digit growth

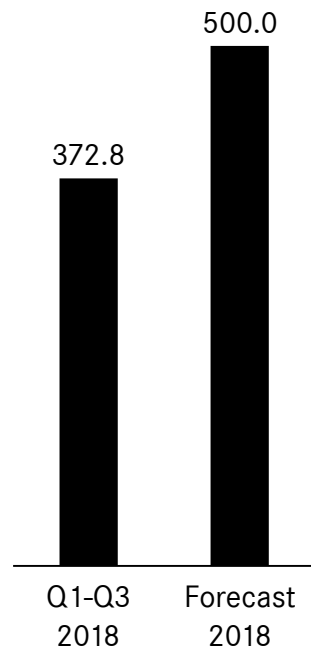


On track



Revenue

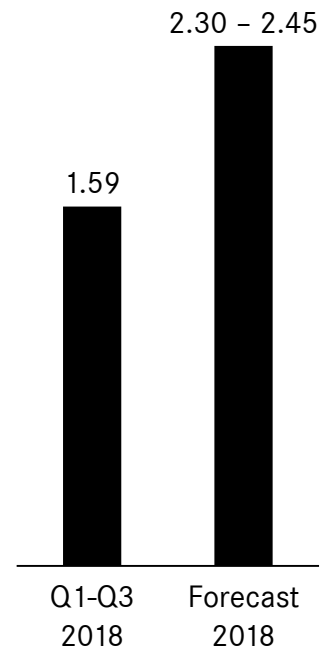
75%
Reached



in millions of €

EPS*

69%
Reached



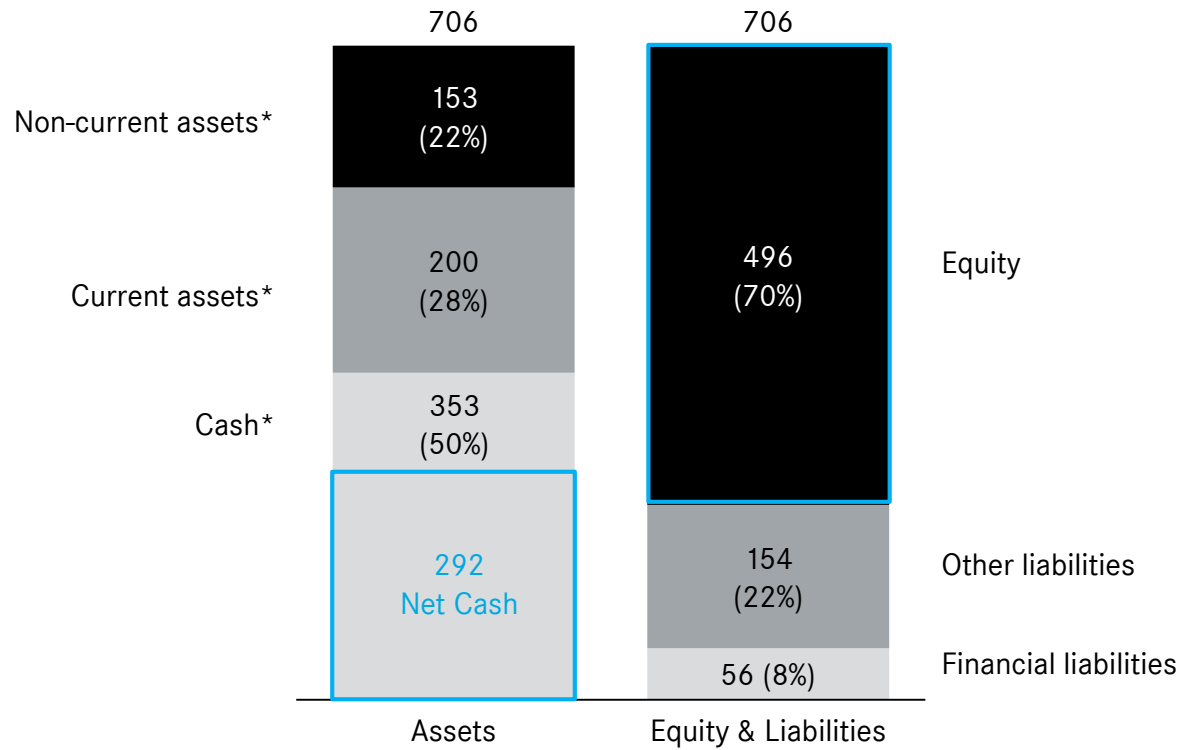
in millions of €

* the replacement of Aumann shares has increased the minority interest in EPS compared to the previous year

Strong substance



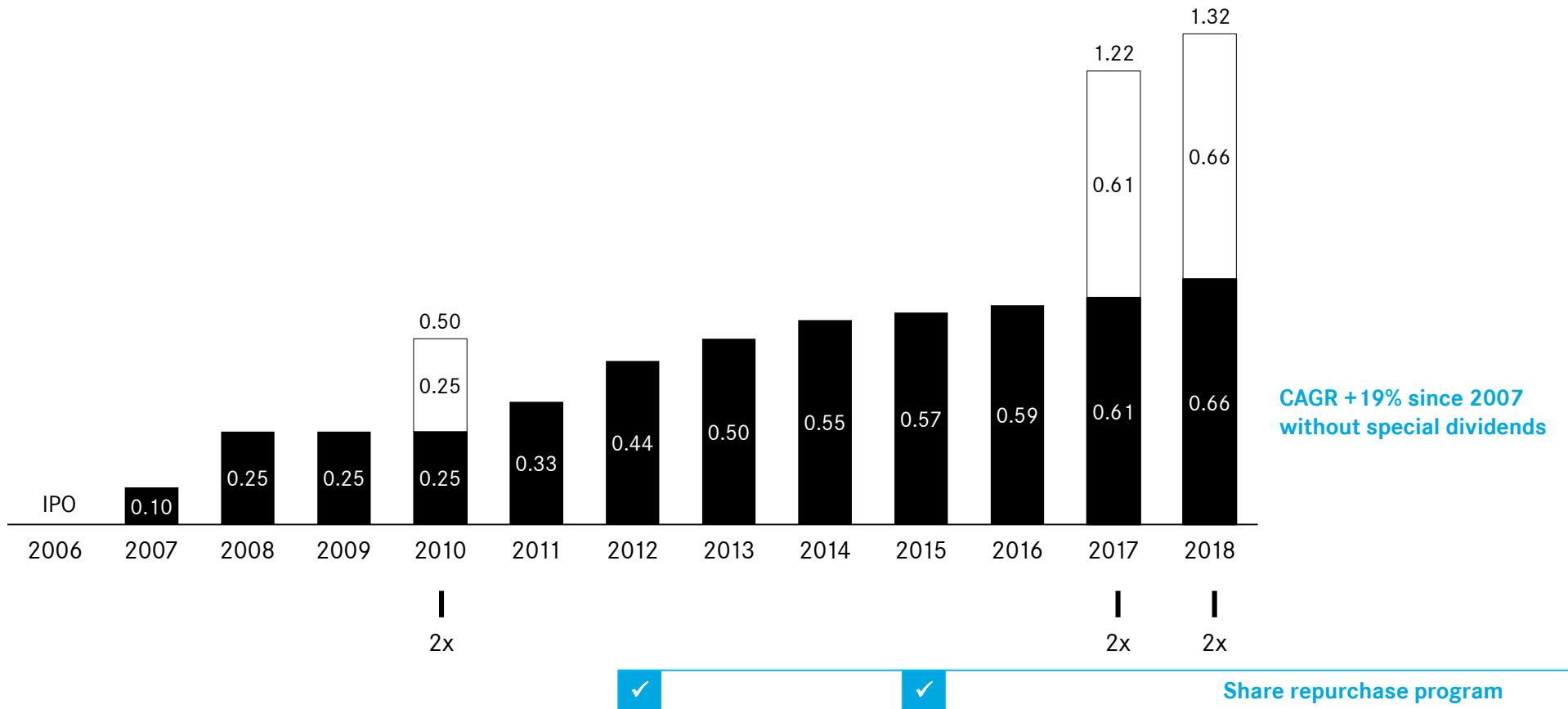
Balance sheet as of 30 September 2018
in millions of €



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

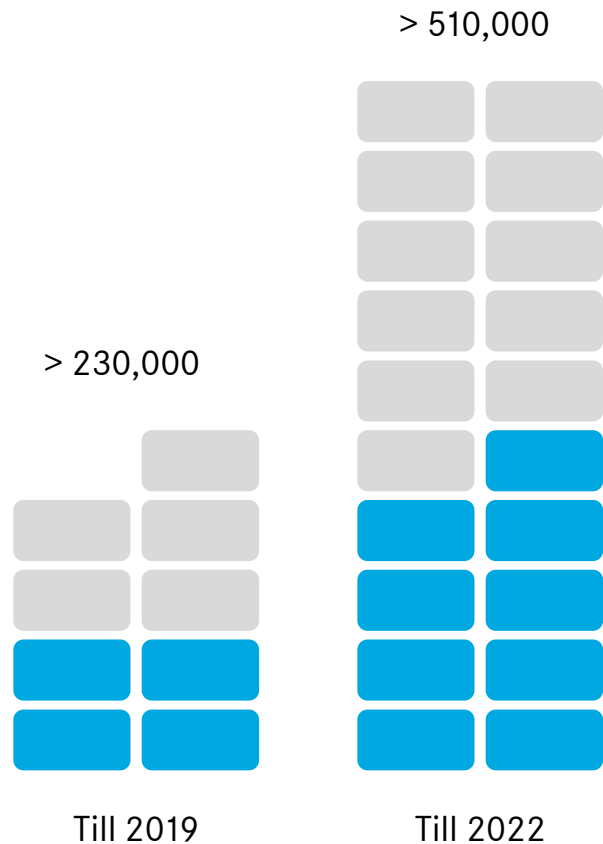
Dividend aristocrat

Dividend payments in € per share




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

Upcoming generational changes in the German Mittelstand

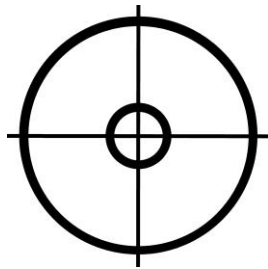






„A wave of generational changes will roll across the Mittelstand until 2020“

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

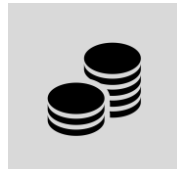
Discrete & lean process



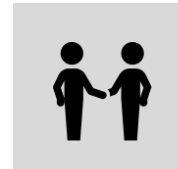
Long-term perspective



Equity financing



Entrepreneurial culture



Fully satisfied sellers



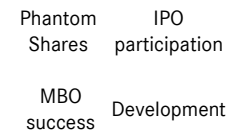
Committed employees



Fully satisfied customers



Committed management



Growth targets

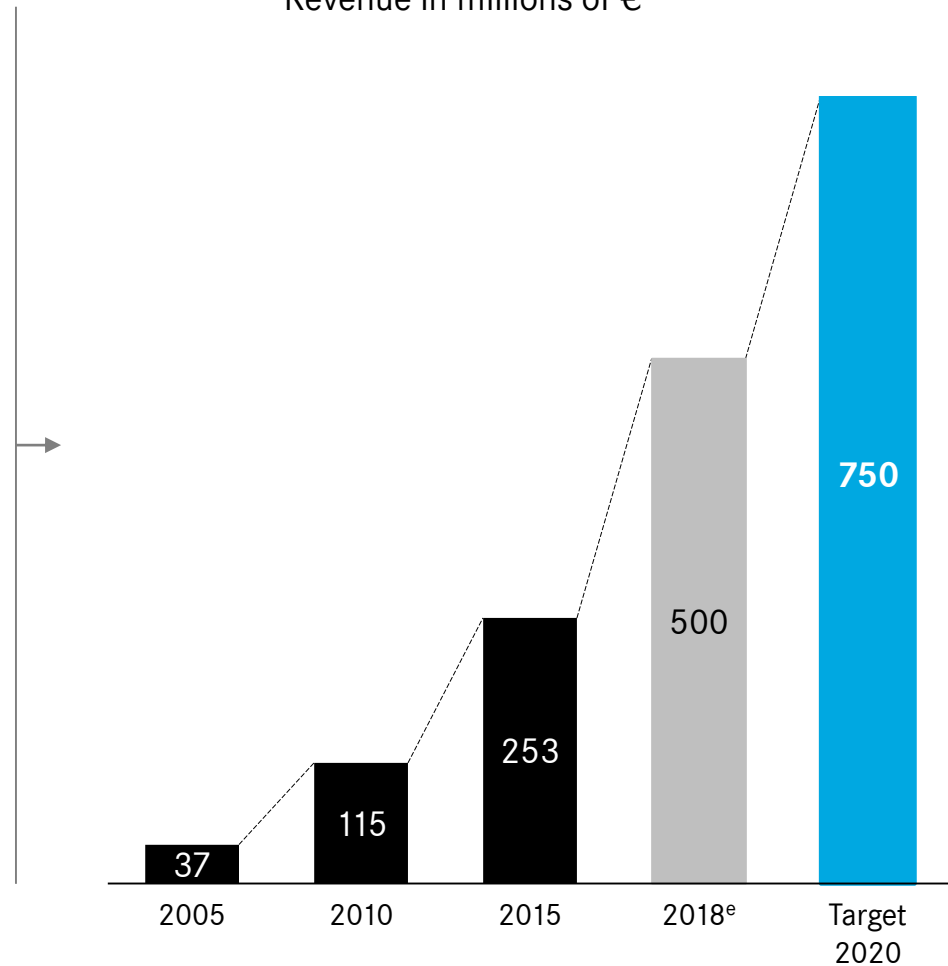
Revenues
15% p.a.

EBITDA margin
>10%

Increasing
Dividends

SDAX
Listing

Revenue in millions of €



Annual Report 2018	10 April 2019
Q1 Interim Report 2019	17 May 2019
Annual General Meeting	28 May 2019
Q2 Interim Report 2019	16 August 2019
Berenberg / Goldman Sachs German Corporate Conference, Munich	24 September 2019
Q3 Interim Report 2019	15 November 2019
Deutsches Eigenkapitalforum 2019	25 - 27 November 2019

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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