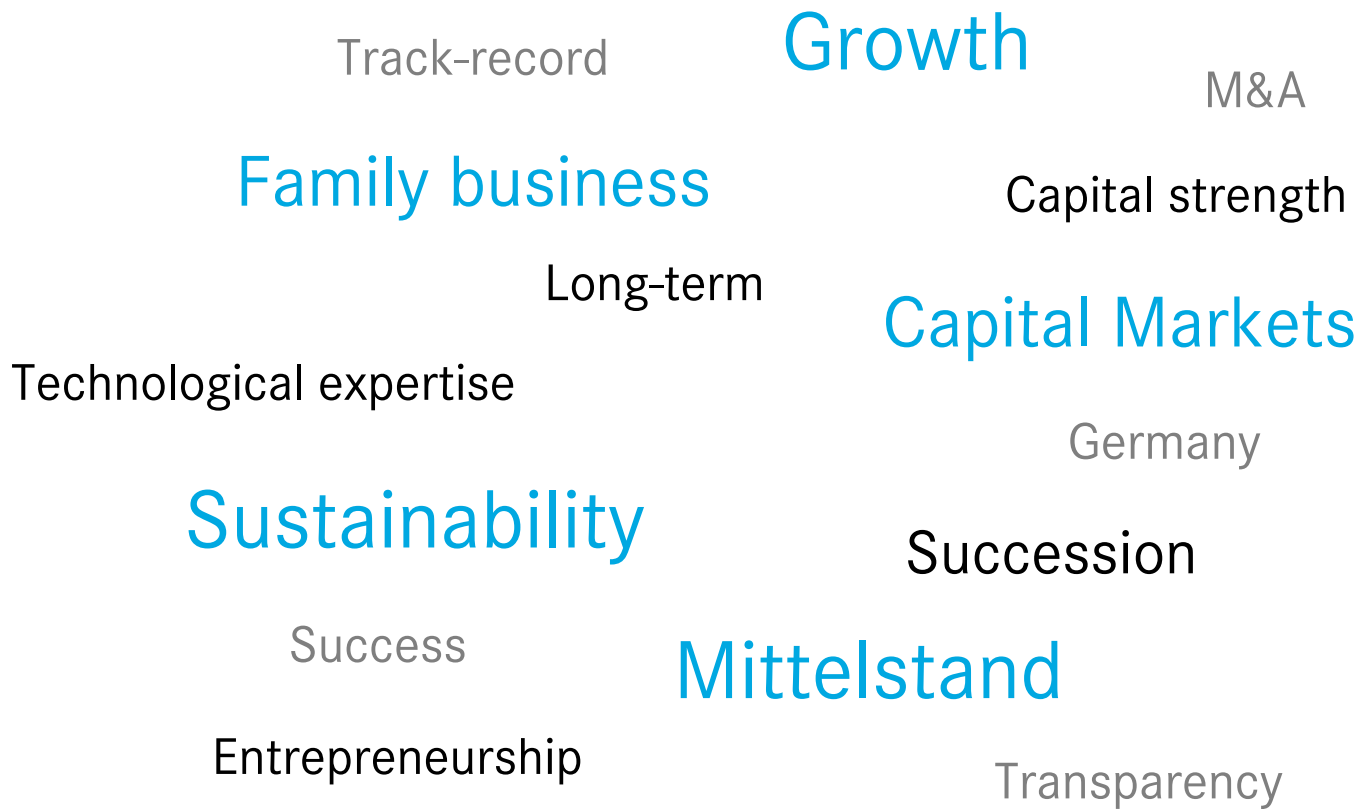


Deutsches Eigenkapitalforum 2020

MBB SE

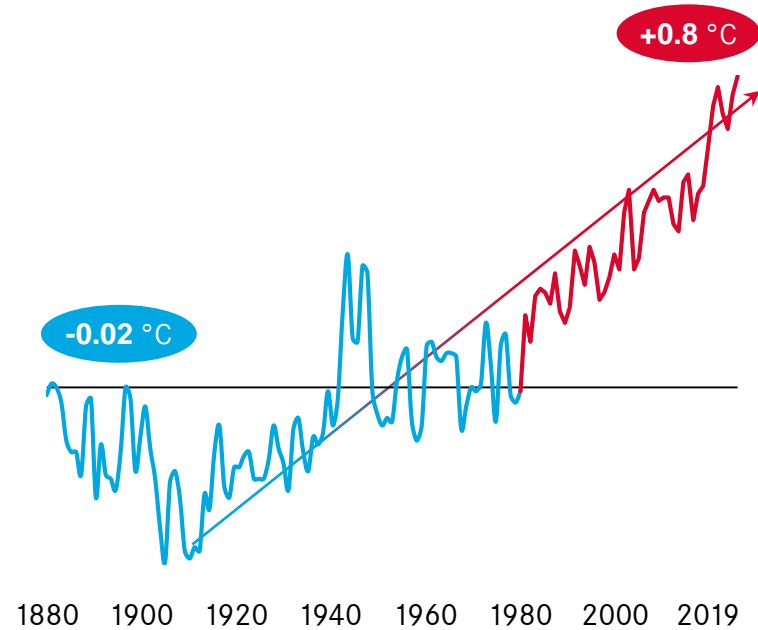
16-18 November 2020

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



EU to be first climate-neutral continent by 2050

Annual divergence of global ocean temperature in °C, 1880-2019



„The Arctic sea ice is melting at a rate far faster than almost all climate models predicted.”



EU carbon-neutral by 2050

„EU approves biggest Green Stimulus in History with \$572 Billion Plan”

— Bloomberg
Jul 2020



Decarbonization of **energy sector**



Innovation and decarbonization of **industry**

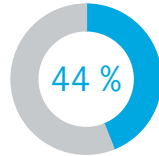


Cleaner forms of **transportation**

MBB benefits from focus on sustainability trends

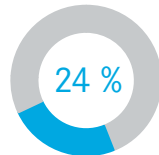
Revenue share
(9M 2020)

Key driver



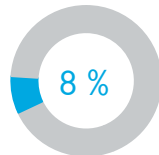
Clean energy transition

Tremendous investments in energy infrastructure to meet strict climate goals



E-mobility

Continuous shift to electrical drivetrain to accelerate decarbonization of mobility



Sustainable raw materials

Significant trend towards products made from renewable raw materials

~76 %

of revenues

>80 %

of EBITDA

directly driven by **major sustainability trends**

Vorwerk plans, realizes and operates the energy infrastructure of the future



With success

In highly attractive markets



>280 million €
revenues



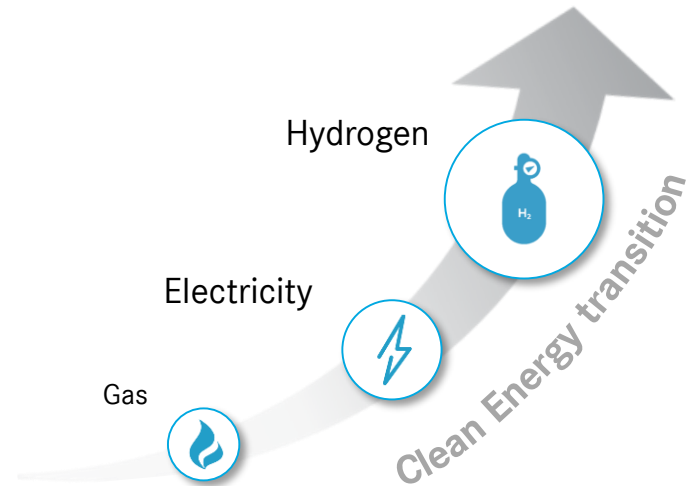
>1,250
employees



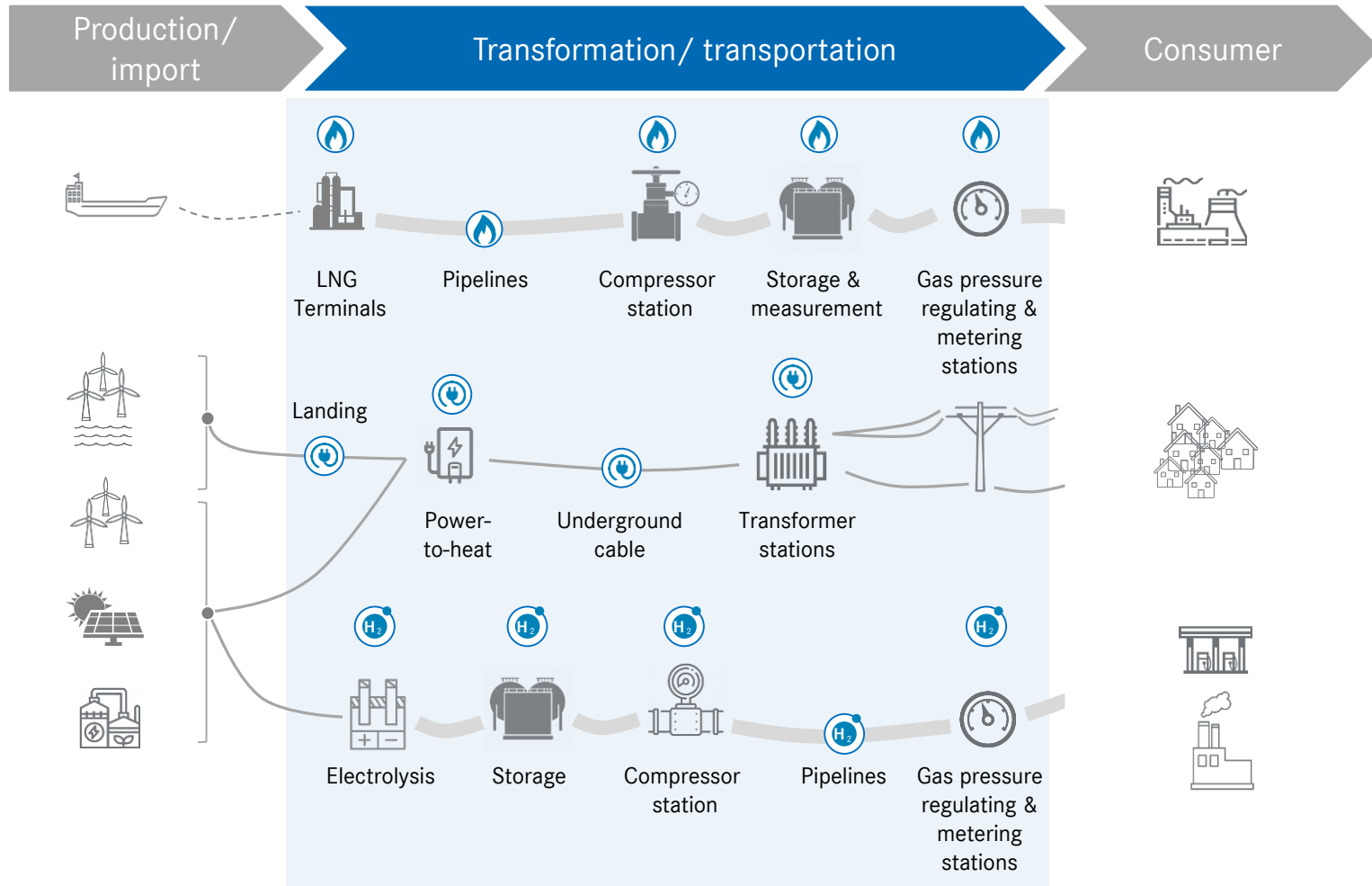
>14%
EBIT margin



>10%
organic growth



Vorwerk with unique service offering for the transformation and transport of energy



Clean energy transition commands unprecedented investments in the energy infrastructure



Expansion of
Natural Gas Infrastructure
to compensate for coal and
nuclear phase-out



Planned investment
volume until 2030



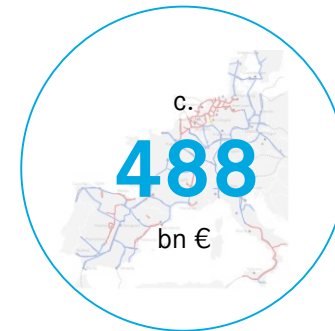
Realization of
Electricity Highways
to allow for north-south distribution
of renewable energies



Planned investment
volume until 2030



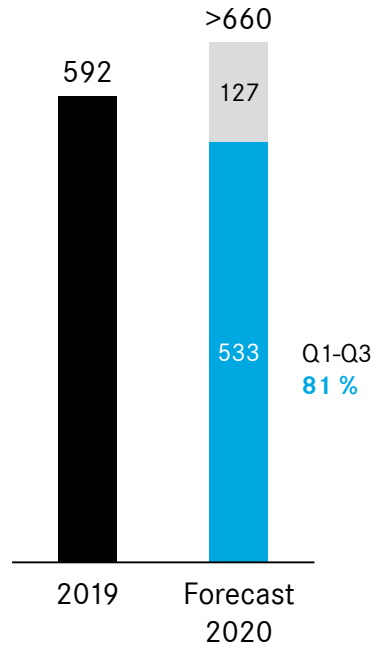
Significant ramp-up of
Green Hydrogen
to drive decarbonization of
industry and transport



Planned investment
volume until 2050

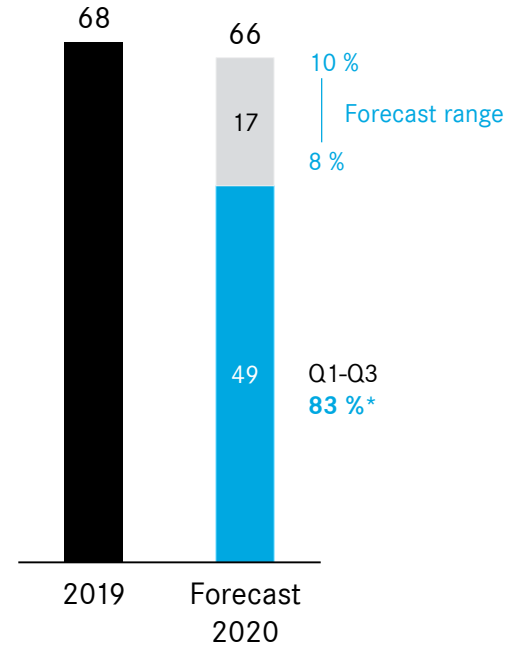
MBB has already reached more than 80% of yearly forecast within the first 9 months

Revenues



in million €

Adj. EBITDA



in million €

* Based on middle of forecasted EBITDA range 2020

MBB achieved the best Q3 results in its history



Revenues

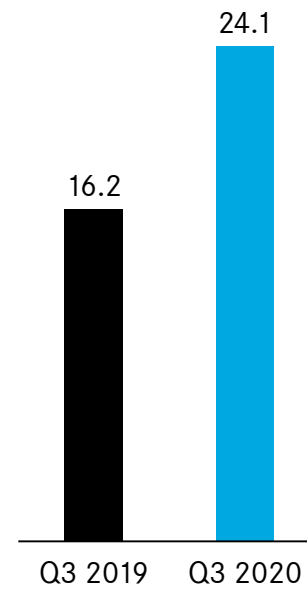
+ 16 %



in million €

Adj. EBITDA

+ 49 %



in million €

Vorwerk and DTS show strong growth despite COVID

Service & Infrastructure #1



Clean energy transition



Technological Applications



E-mobility



Consumer Goods



Tissue products



IT security



Ecological system solutions



Mattresses for e-commerce

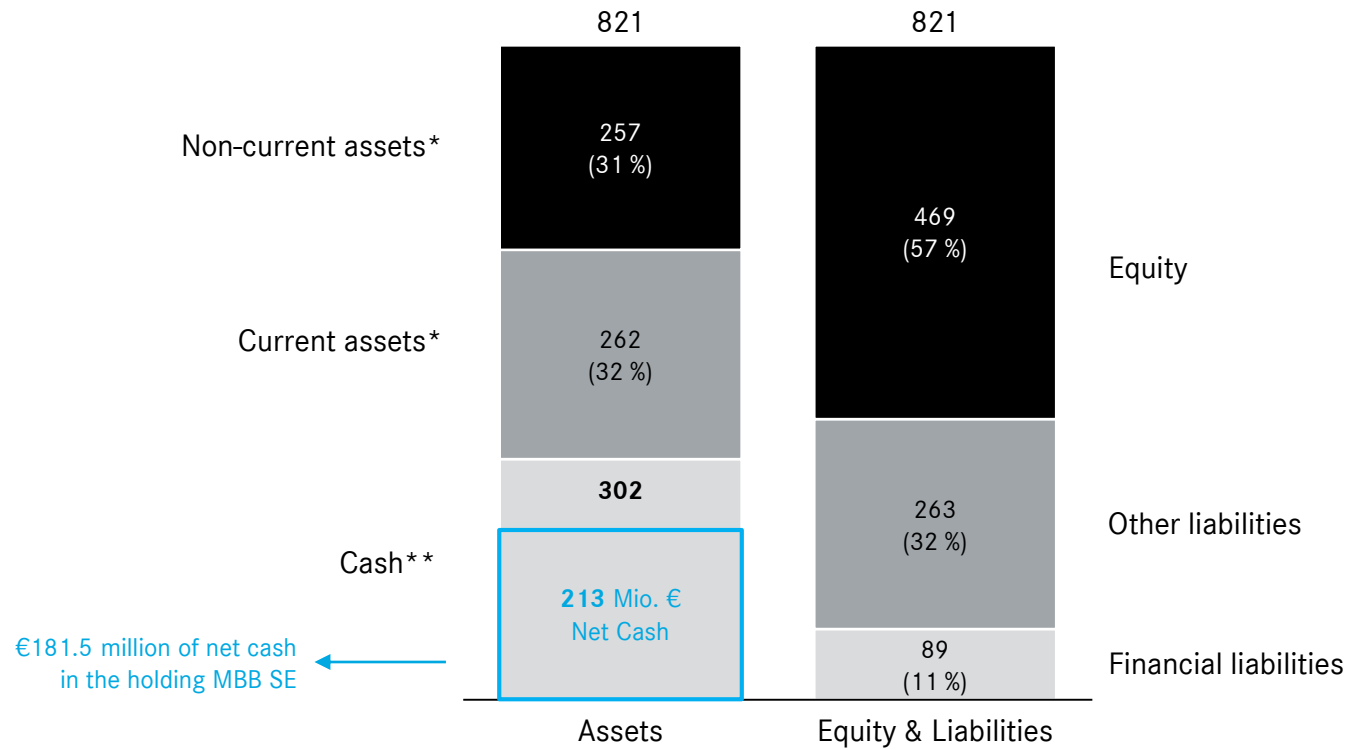


Specialty chemicals for tooling



MBB maintains a strong balance sheet for further acquisitions

Balance sheet as per September 2020
in million €



* Without cash positions
** Liquidity incl. securities & gold

MBB has unique selling points and an excellent reputation as buyer



Current developments in the M&A market



More opportunities

In the medium term, COVID-19 will lead to an increase in company sales



Business models under scrutiny

The distinction between temporary crisis and structural problem becomes more important



Bank independence as an advantage

Acquisition financing with high debt levels becomes more difficult

Unique selling points of MBB



Long-term perspective

MBB acquires businesses without the intention to sell in the future



Equity-based financing

MBB funds its acquisitions primarily through equity and without structured finance

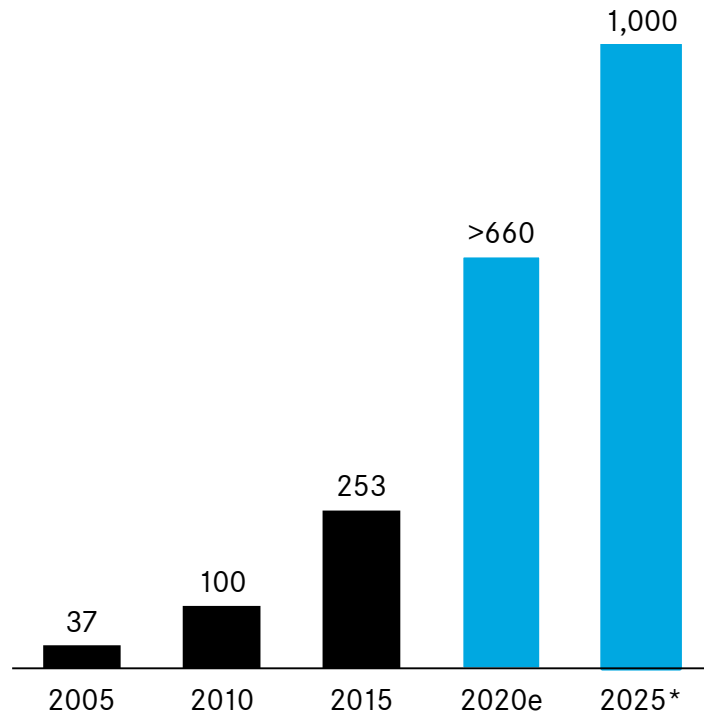


...from family to family...

As family-run Mittelstand company MBB maintains an entrepreneurial culture

MBB is looking at outstanding growth perspectives

Revenues
in million €



Key investment highlights



Focus on sustainability trends drives strong revenue growth at stable 10+ % EBITDA margin



Vorwerk on track for exponential growth due to clean energy transition



DTS with unique positioning in booming IT security market



Aumann with 60+ % e-mobility share in order intake on track for successful turnaround



25 years track-record and substantial cash reserves to seize rising number of attractive M&A opportunities

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

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