

# Annual General Meeting

MBB SE  
Berlin, 30 June 2016

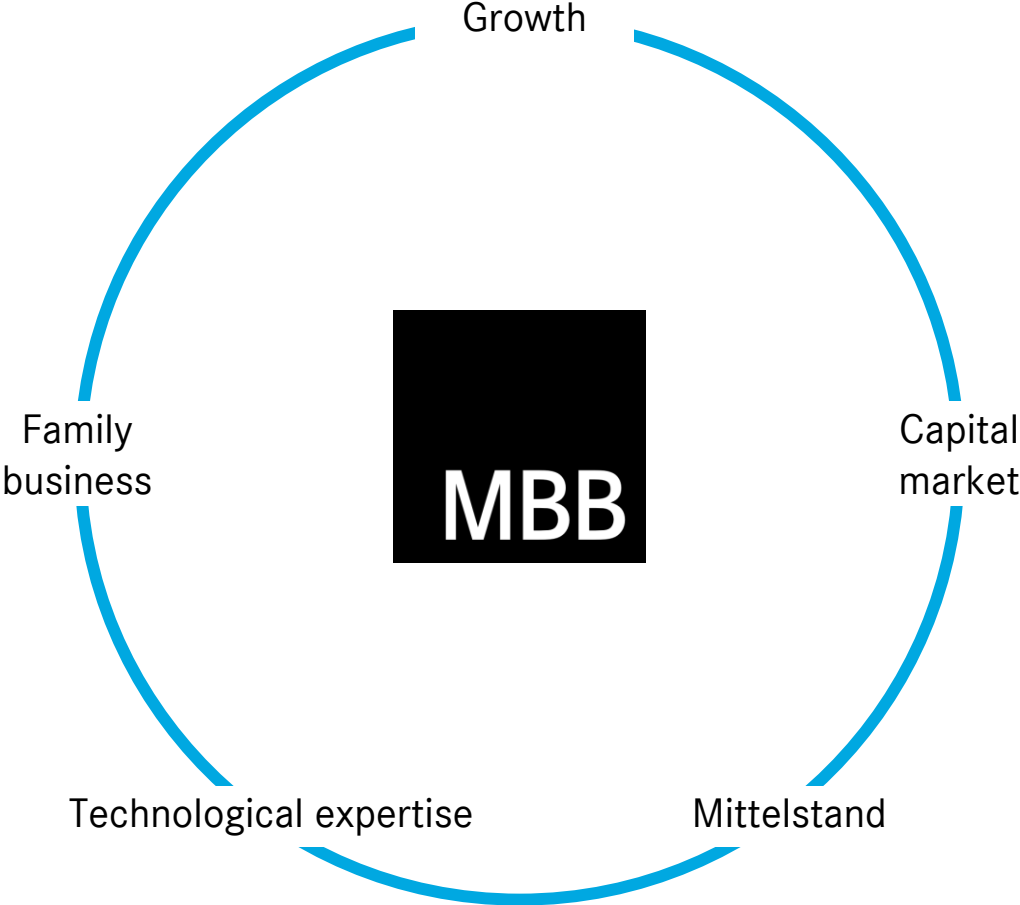
## **Overview**

2015

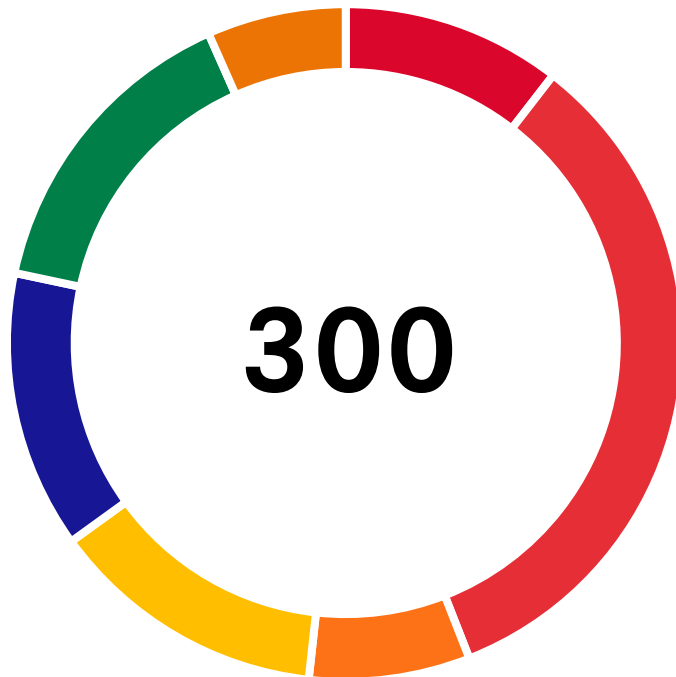
2016

Share & Outlook








Mission: MBB is a listed family business that generates exceptional sales and value growth with technological expertise



MBB expects €300 million in revenues in 2016 with 1,500 employees



Revenues in millions of €  
approx. 1,500 employees

-  **Aumann**  
*Coil winding technology (MBB company since 2015)*
-  **MBB Fertigungstechnik**  
*Special machinery manufacturer (MBB company since 2012)*
-  **CT Formpolster**  
*Soft foams (MBB company since 2010)*
-  **DTS**  
*IT-Services (MBB company since 2008)*
-  **Hanke Tissue**  
*Tissue products (MBB company since 2006)*
-  **Delignit**  
*Wood based products (MBB company since 2003)*
-  **OBO**  
*Tooling products (MBB company since 2003)*



**1** **ORGANIC**

Investments in our companies



**2** **BUY AND BUILD**

Acquisitions of new subsidiaries for our companies



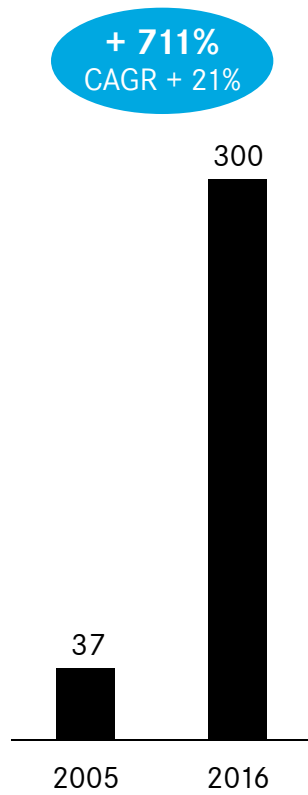
**3** **NEW**

Acquisitions of new companies

20% average growth rate since IPO

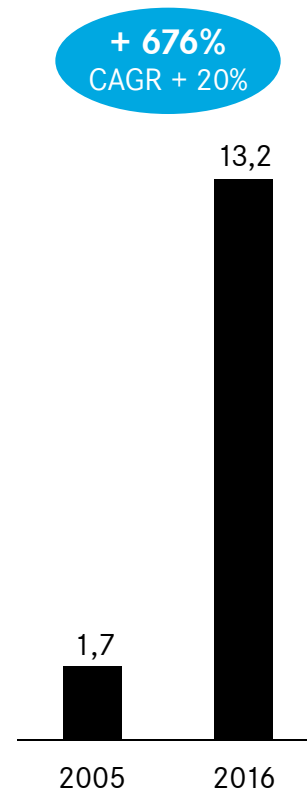


### Revenues



in millions of €

### Earnings



in millions of €

Overview

**2015**

2016

Share & Outlook

# Organic: CT Formpolster grows by increasing added value

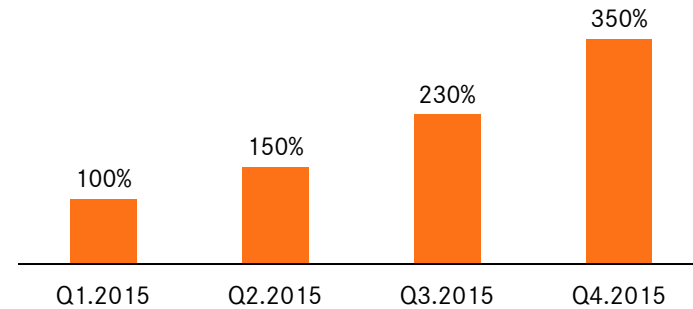
From foaming unit to a One-Stop-Shop for mattresses



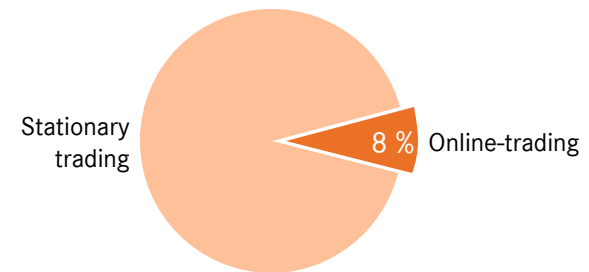
Drop-Shipping allows online-traders to focus on the frontend



Growth in drop-Shipping volume at CT Formpolster



Estimation of online-trading share of mattresses market



Mattresses market in Germany: approx. €1 Bio.\*

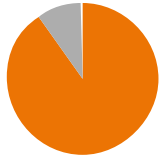
\* Source: Annual Report for companies within the manufacturing sector, April 2015



# OBO acquired tooling business from Huntsman in 2014

## Revenue split 2009

OBO-Festholz®  
(hard wood)

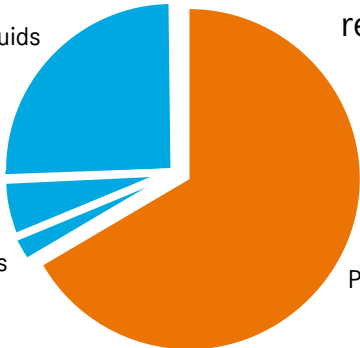


PU boards

€7 million  
revenues

## Revenue split 2016<sup>e</sup>

PU/EP liquids



PU/EP seamless  
modelling paste

EP boards

PU boards

€20 million  
revenues

Master-distributor  
for liquids by  
Huntsman



Production  
of pastes and  
EP boards

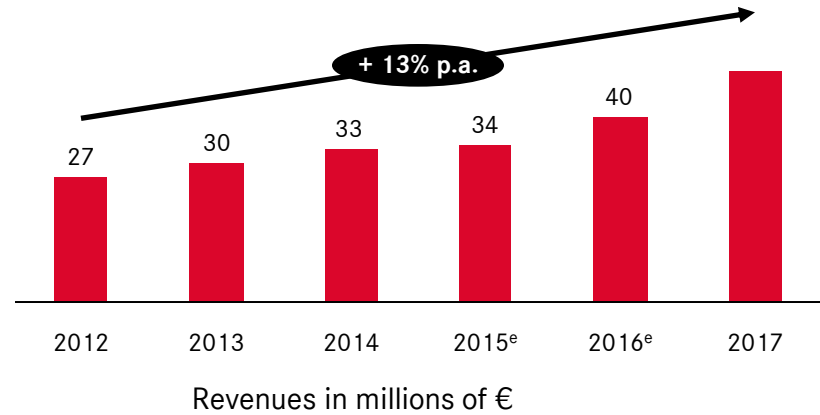
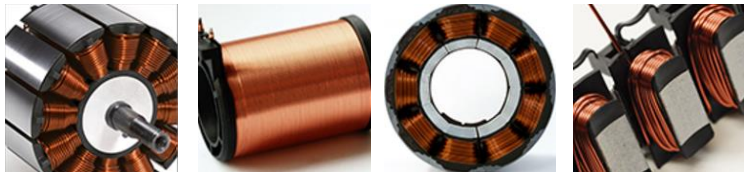


# Acquisition of Aumann – growth in the fields of coil winding technology and E-Mobility

Coil winding technology



Applications



- Founded in 1936 by Willy Aumann
- MBB holds 75% since 19 November 2015
- Today 170 employees in Espelkamp (East Westphalia), Berlin and the US
- Leading special machinery manufacturer for coil winding and automation in efficient electric motors
- Strong position in the E-Mobility growth market

Aumann benefits from strong market growth



### Aumann's markets

Automotive



Appliances



Recreation



Medical



Industrial



### Aumann's growth trends

E-Mobility



Energy efficiency



Electrification



E-Health



Regulation



# Stronger together: Aumann + MBB Fertigungstechnik



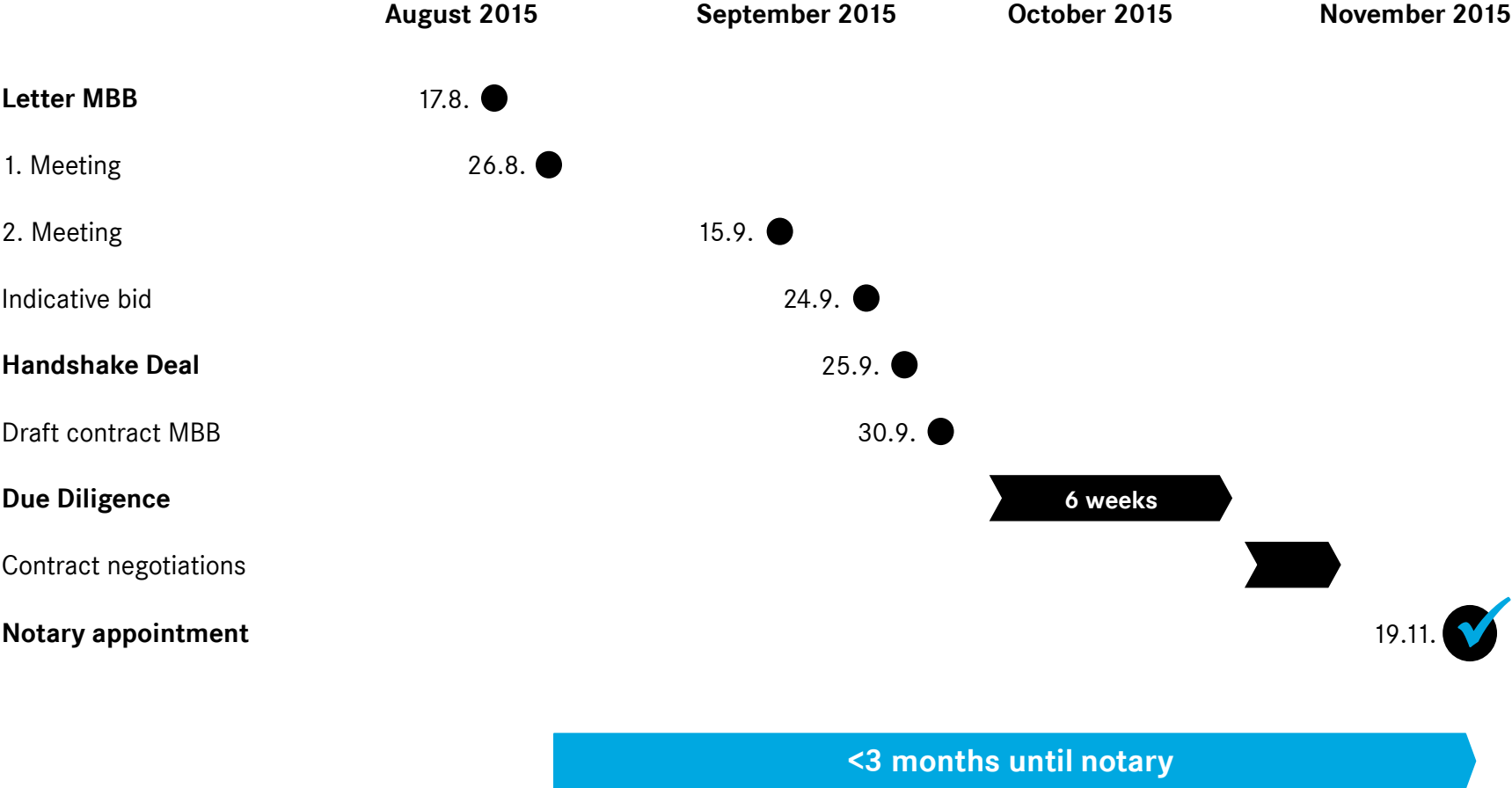
|              |   |   |                                      |
|--------------|---|---|--------------------------------------|
| Locations    | Germany, USA                                  | Germany, China  | <b>Global machine manufacturer</b>   |
| Revenues     | Expectation 2016<br>~ €40 million             | Expectation 2016<br>~ €100 million                      | <b>&gt; €140 million</b>             |
| Employees    | 170   | 340   | <b>&gt; 500 employees</b>            |
| Markets      | E-Mobility<br>Medical<br>General Industry     | Conventional drive<br>Aerospace<br>Household appliances | <b>Diversification</b>               |
| Technologies | Coil winding<br>Wire enamelling<br>Automation | Connection technology<br>Assembly technology<br>Tooling | <b>Technological complementarity</b> |

MBB



- **Niche market player with established business model**
- **High and long-term value growth potential**
- **Experienced, highly motivated and participating managers**
- **Majority stakes**
- **Preferably in the German Mittelstand**

Aumann acquisition was once again slim and fast



# MBB group earnings 2015 below previous year



### Revenues



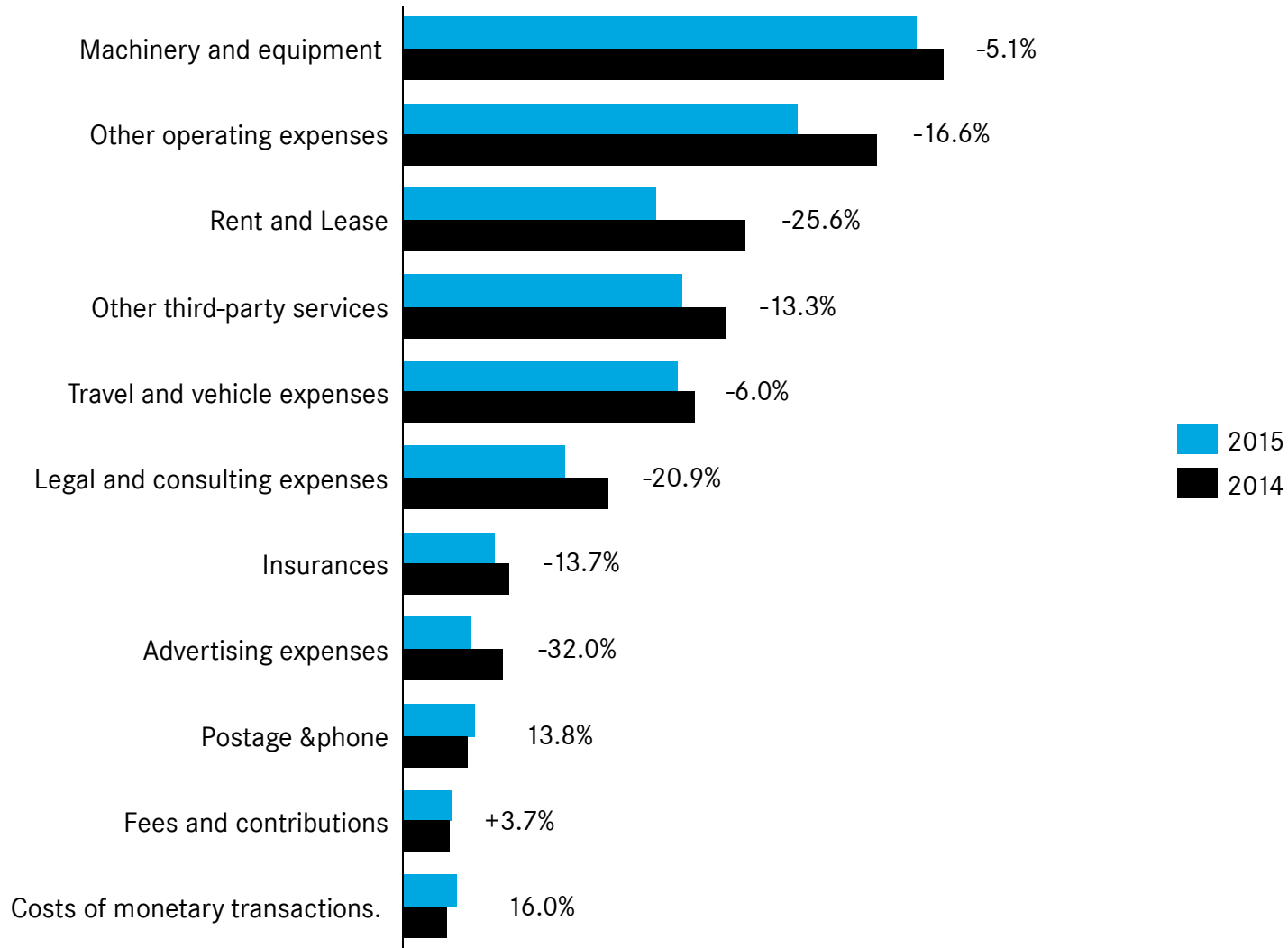
in millions of €

### Earnings



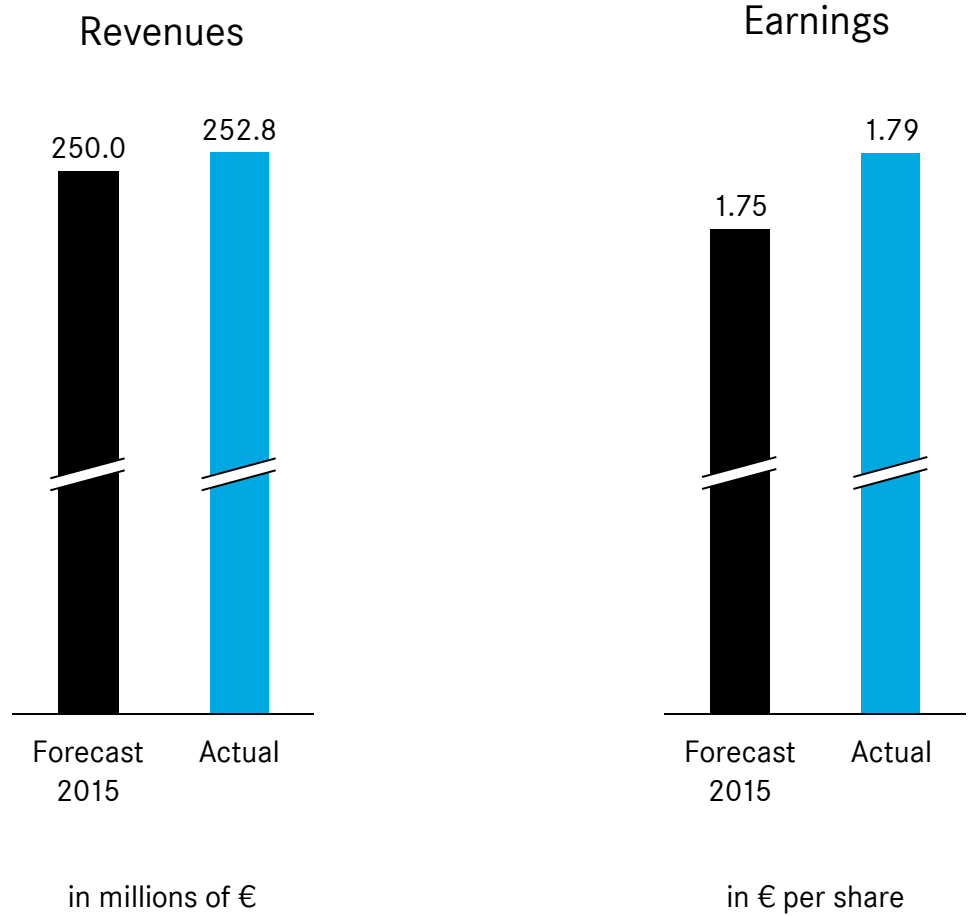
in millions of €

...thus, iniiates considerable savings by an overhead cost project in 2015...

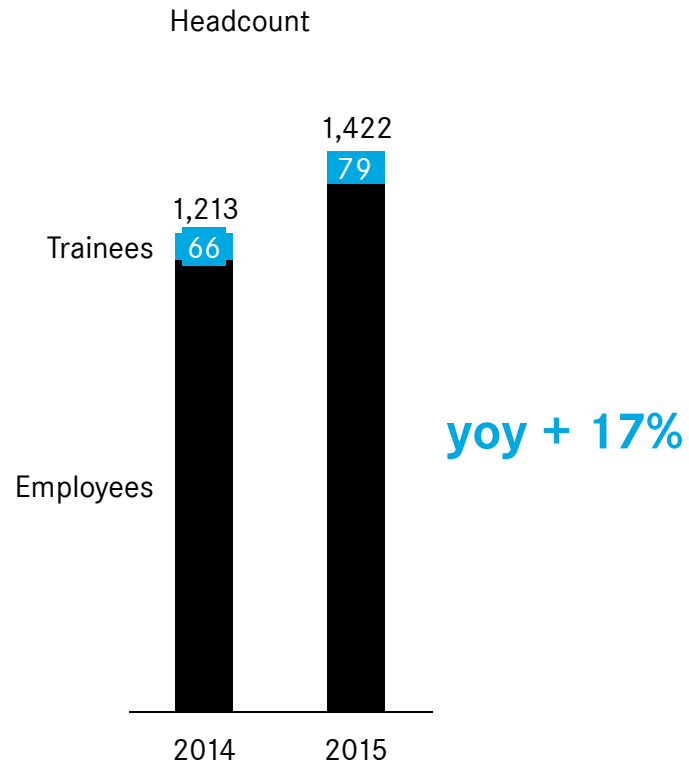




...by which management forecast is being exceeded once more.

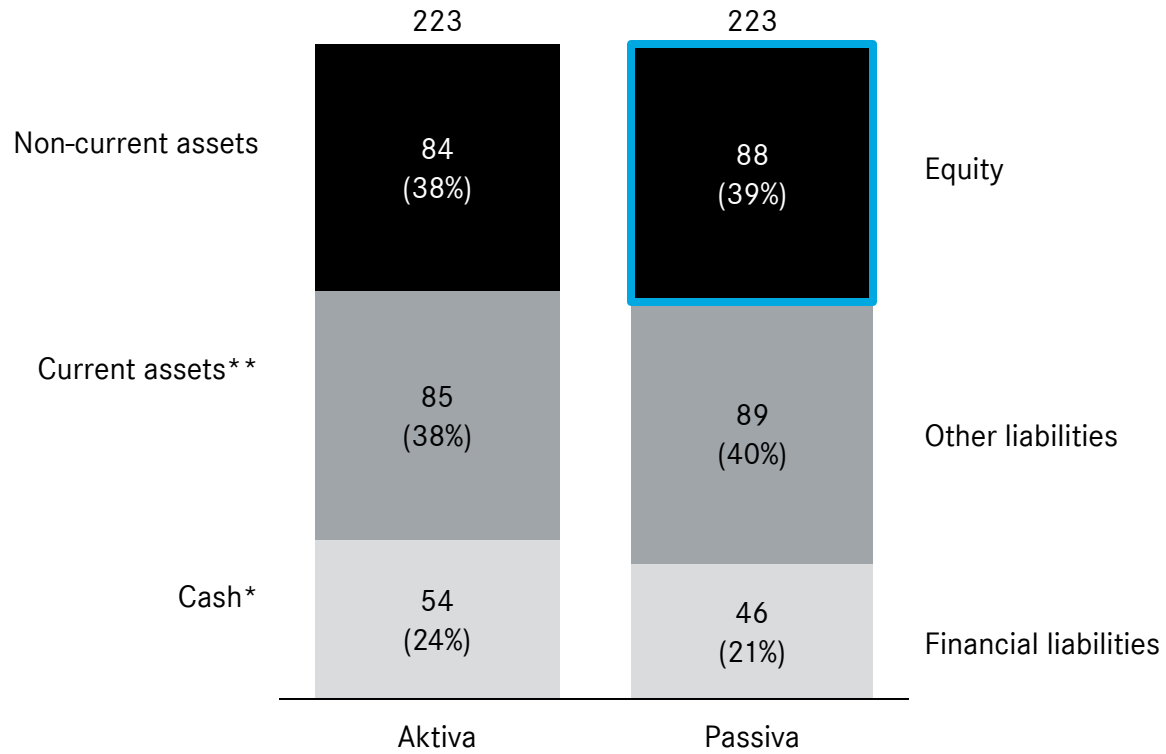


MBB creates the prerequisite for further growth by new employees



# 39% equity ratio and € 8 million Net Cash as of 31 December 2015

in millions of €



Stand: 31. Dezember 2015

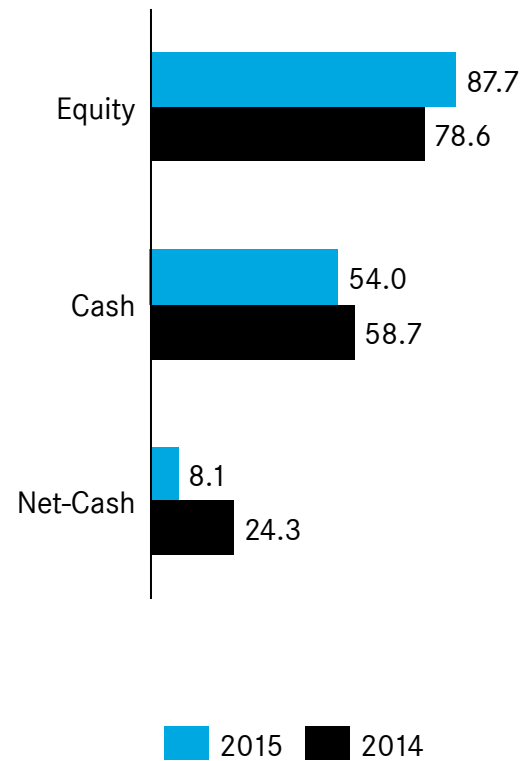
\* Liquidität & Wertpapiere & Gold

\*\* Ohne Cashpositionen

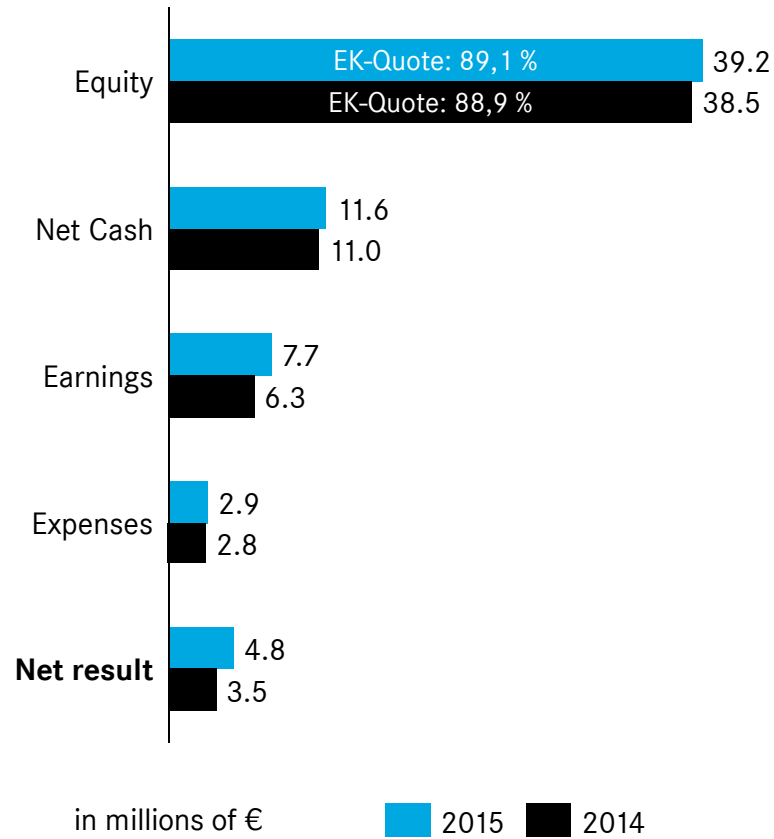
# Aumann acquisition leads to a slight decline in Cash and Net-Cash



in millions of €

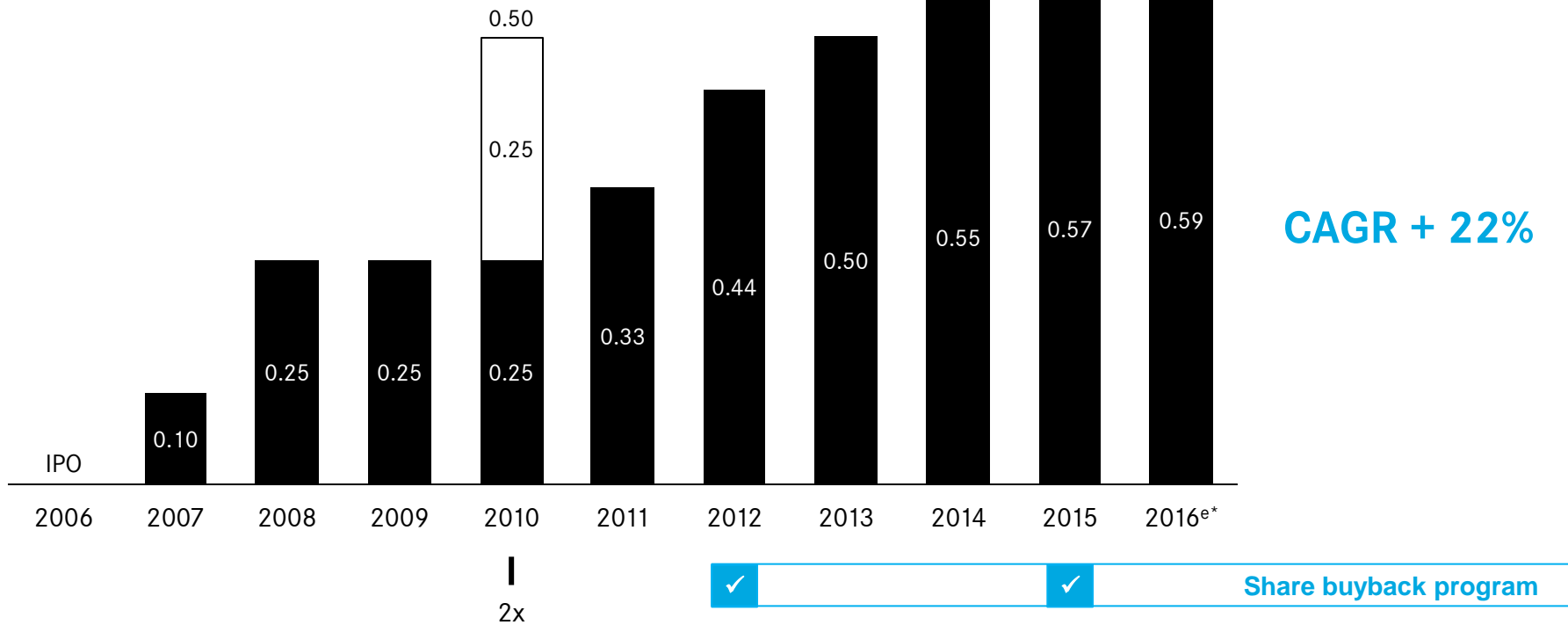


# MBB SE Individual Financial Statement earnings above previous year



# Increasing dividend in the 10th year

in € per share



\* Proposal to Annual General Meeting on 30 June 2016 in Berlin

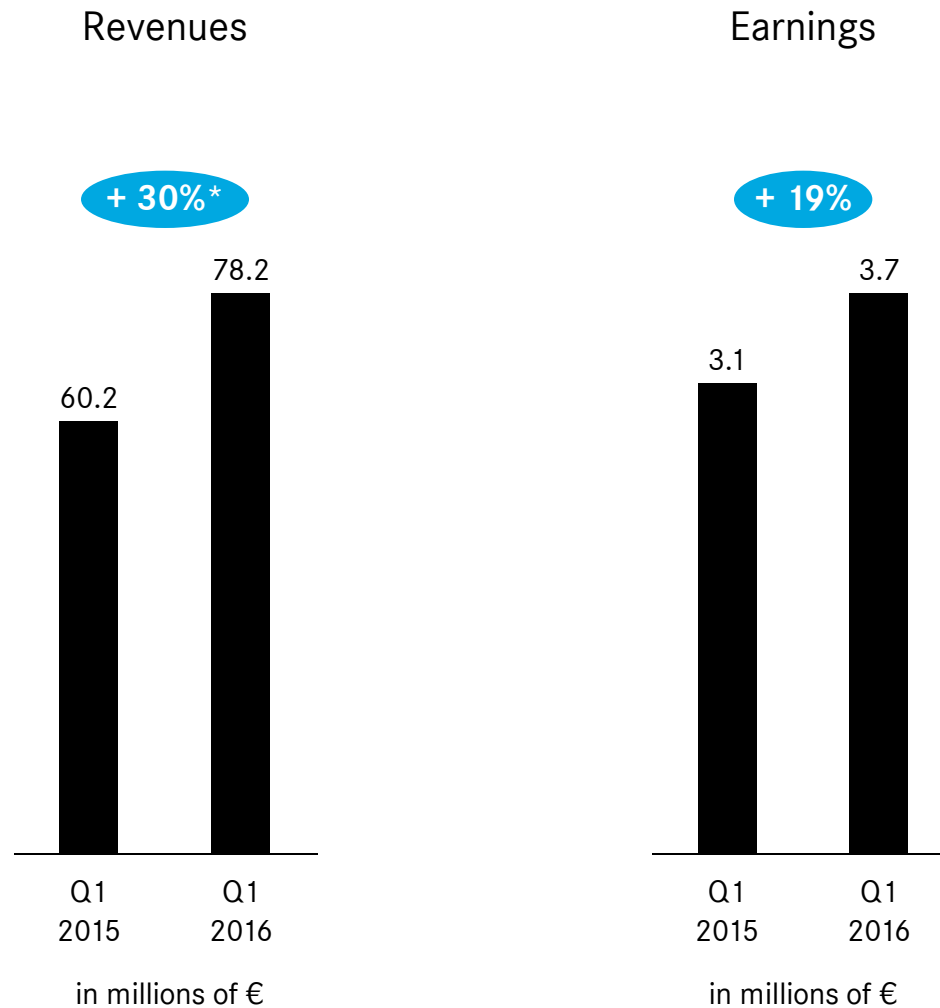
Overview

2015

**2016**

Share & Outlook

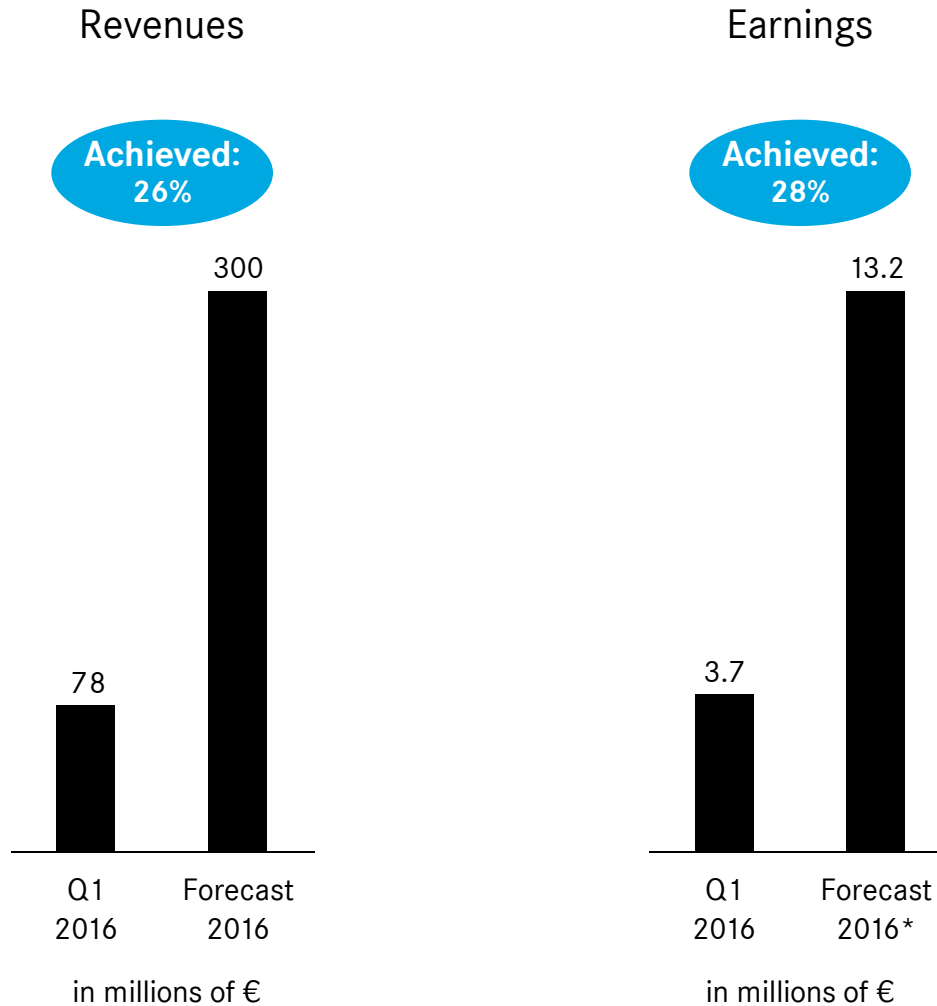
# MBB starts into 2016 with record revenues



\* Thereof 12% organically



MBB has a more and more conservative forecast for 2016

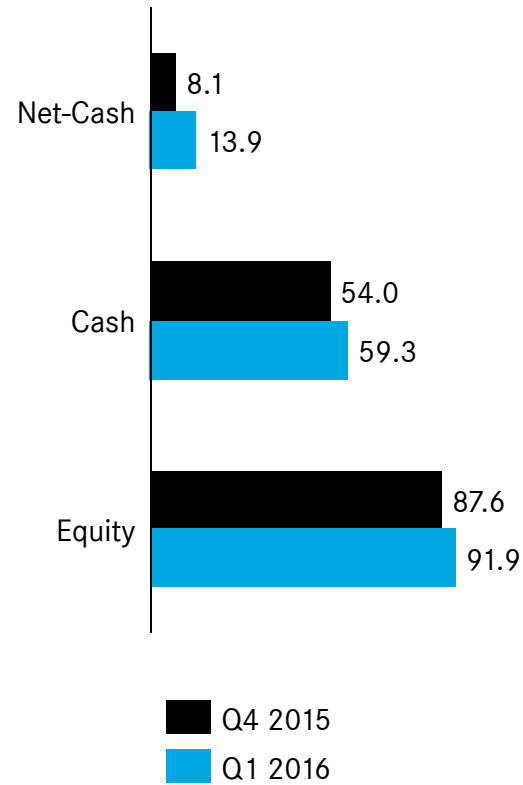


\* Reflects €2 earnings per share

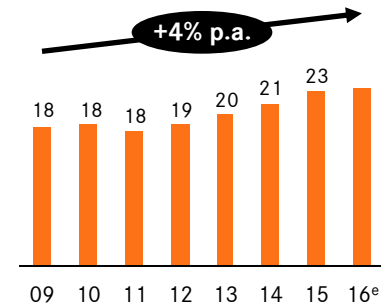
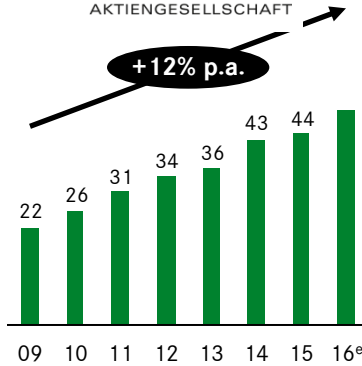
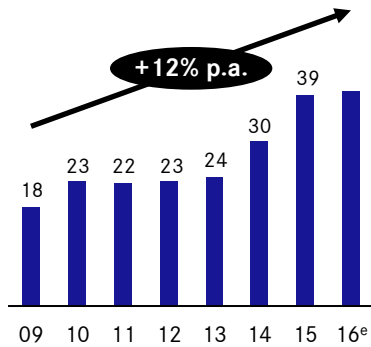
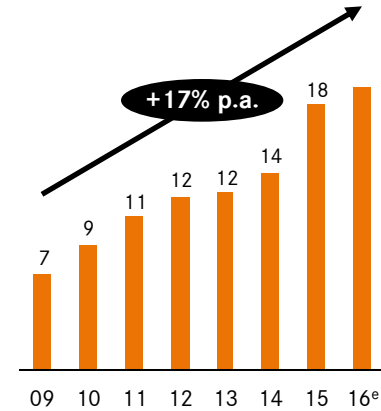
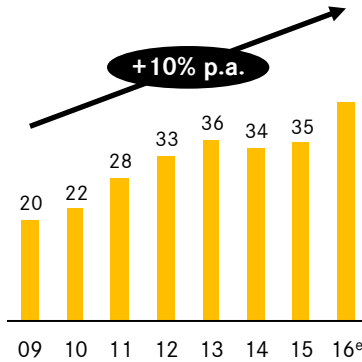
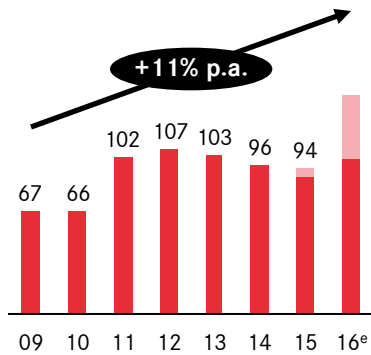
# Strong Cash-Flow in Q1



in millions of €



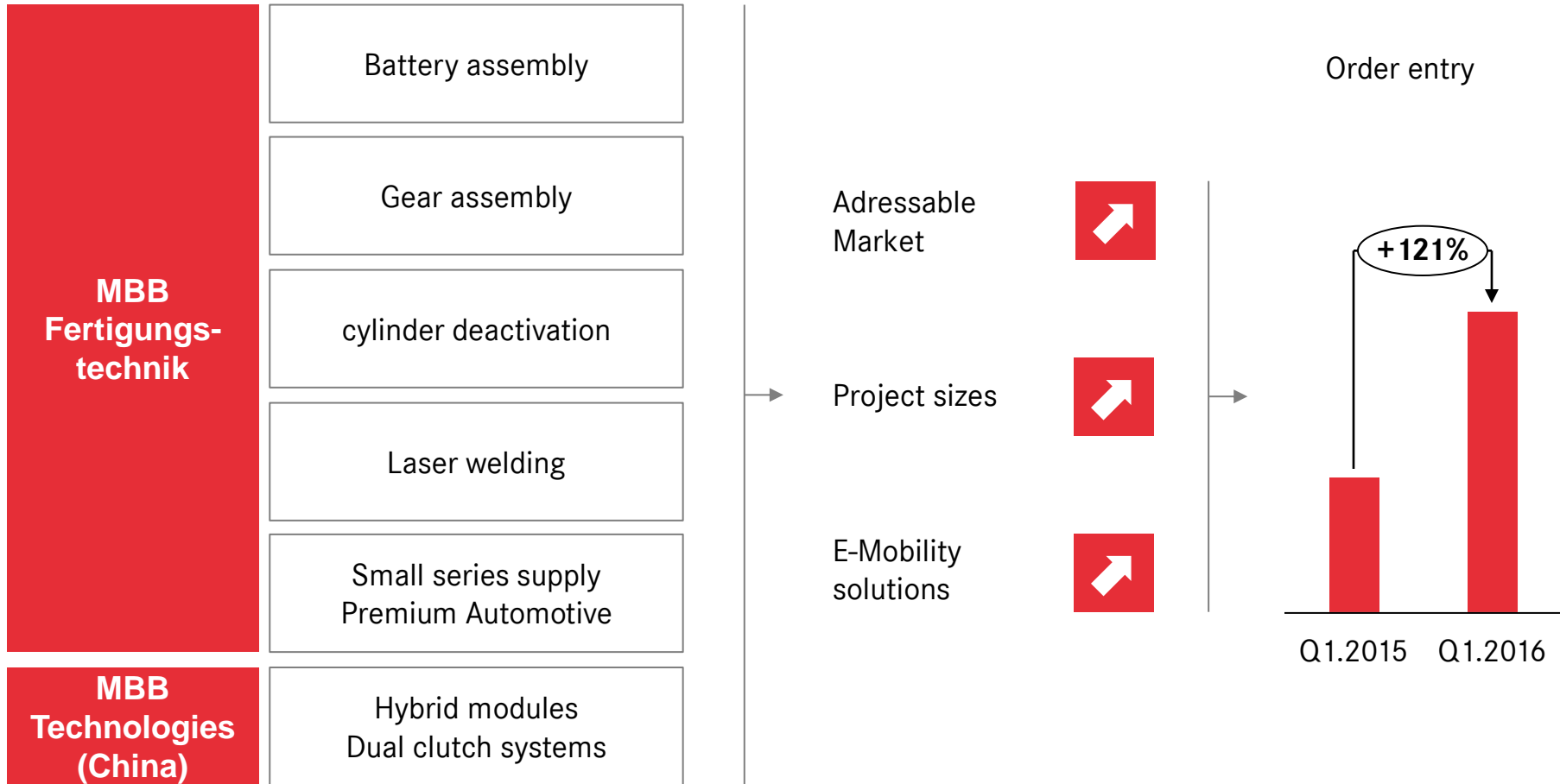
MBB Fertigungstechnik, Aumann and DTS with very strong growth in Q1



# MBB Fertigungstechnik grows with new competences

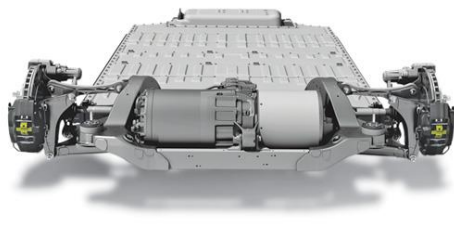


New business fields 2015/2016



# Aumann technology is central to electric motor and battery manufacturing

Electric motors



Batteries



Leading manufacturer of highly automated **coil winding** machines

**Unique technology** that cannot be copied easily by competitors

**30 years of experience** with OEM standards and requirements



**Addressing complex process** requirements for assembly

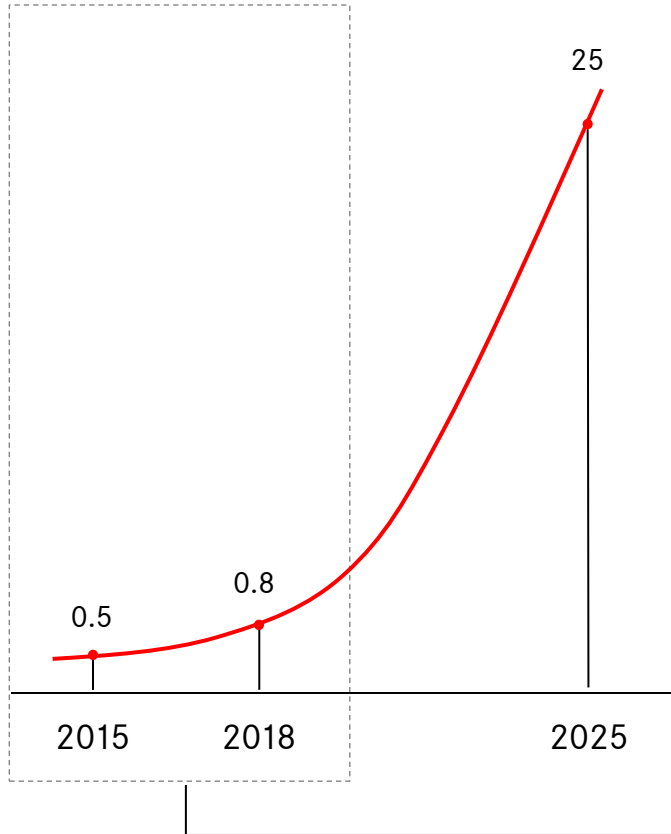
Rich experience in **welding** and **contacting**

Technologically pioneering **landmark projects** in the US

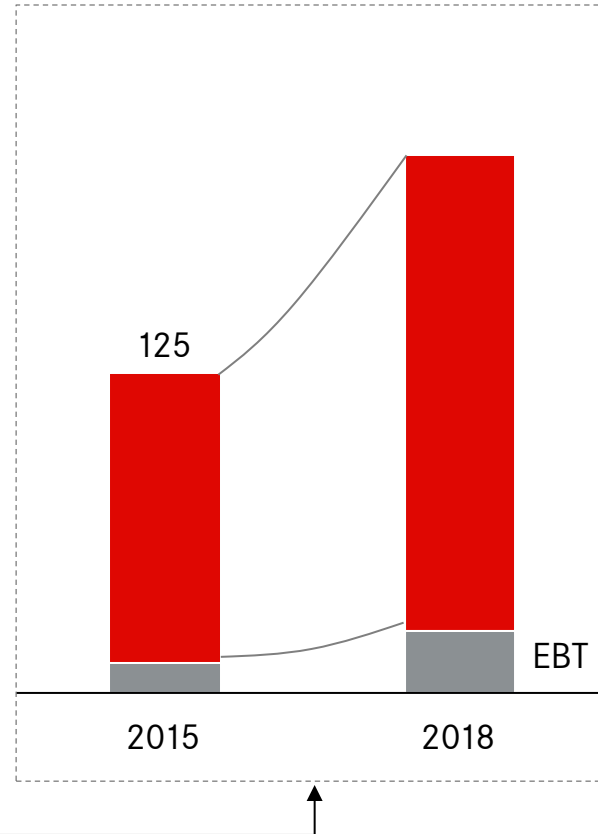


# Electric mobility drives development of MBB Fertigungstechnik & Aumann

Sold electric vehicles  
in million vehicles

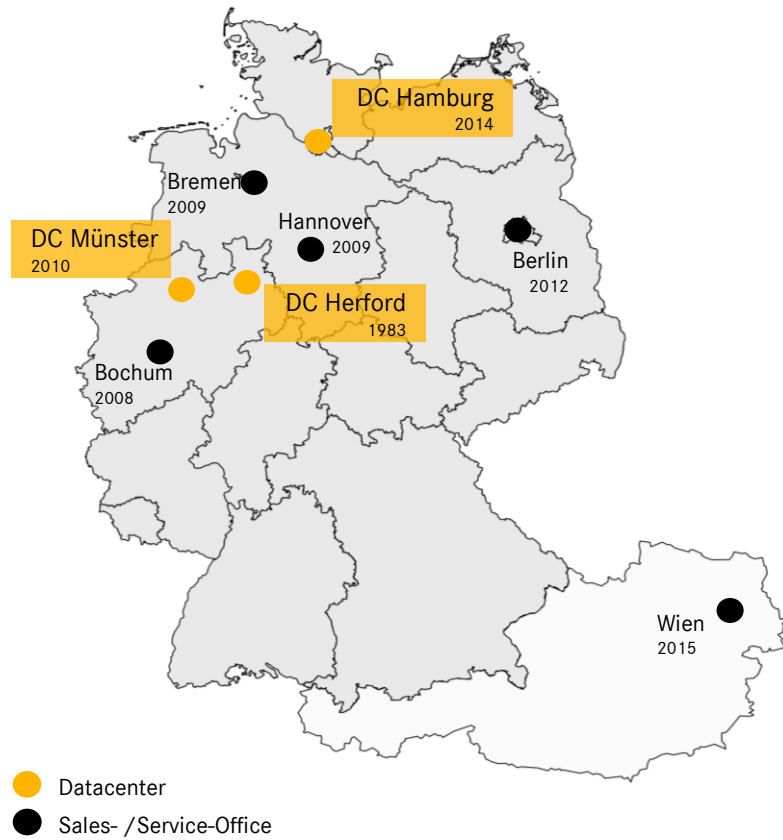


MBB Fertigungstechnik & Aumann  
Revenue and earnings in millions of €



# DTS with a leap in growth by D-A-CH presence and specialization in security

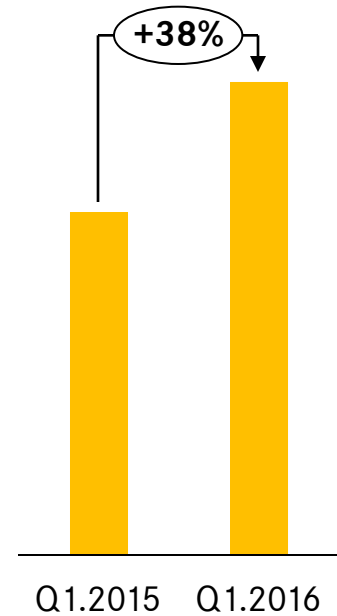
## Regional development D-A-CH 2008 to 2015



## Security Portfolio

- Blocking and alerting
- Analyze and identify
- Find
- Delete
- Encrypt
- Authenticate

## Revenues



Overview

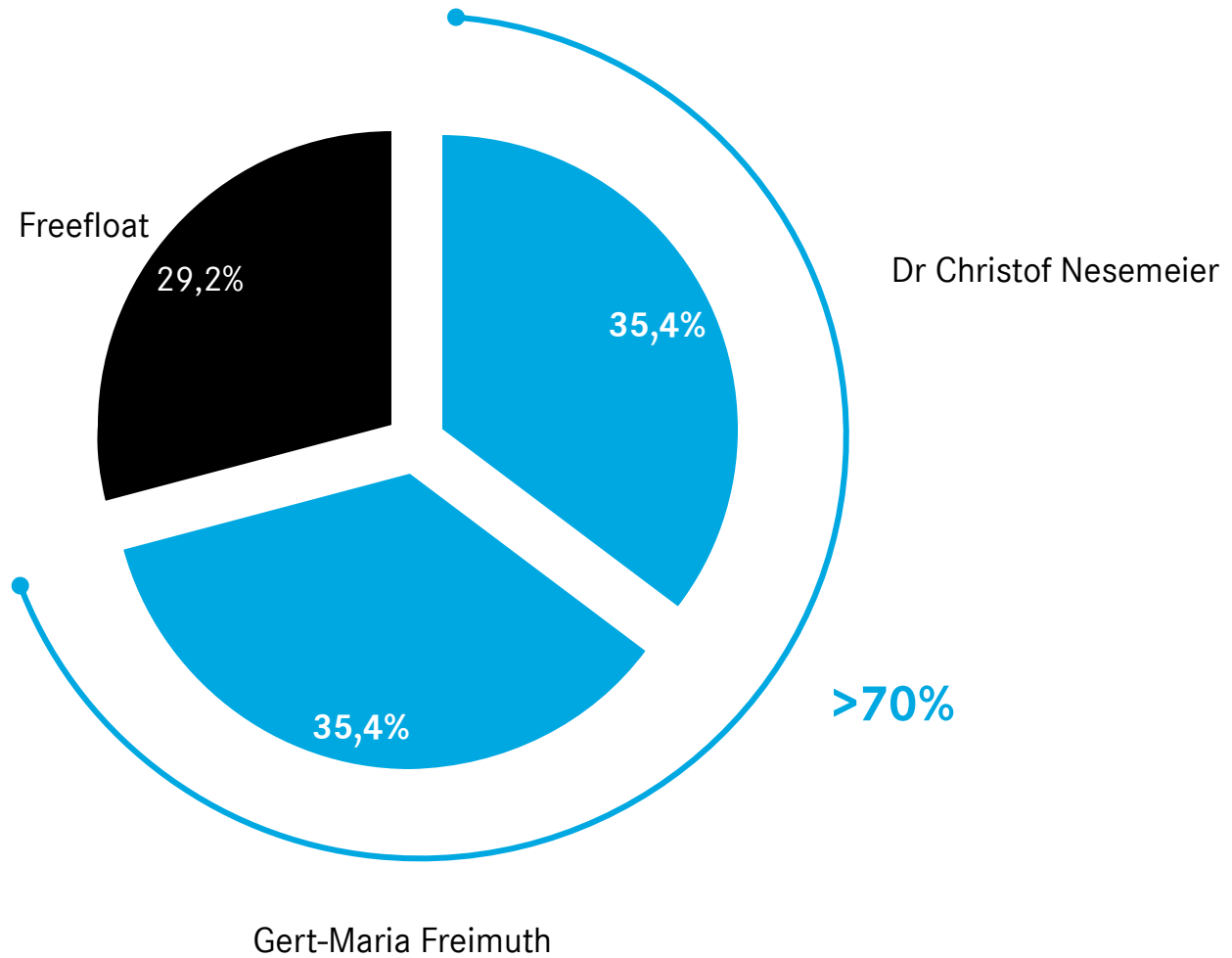
2015

2016

**Share & Outlook**



# Unchanged shareholder structure

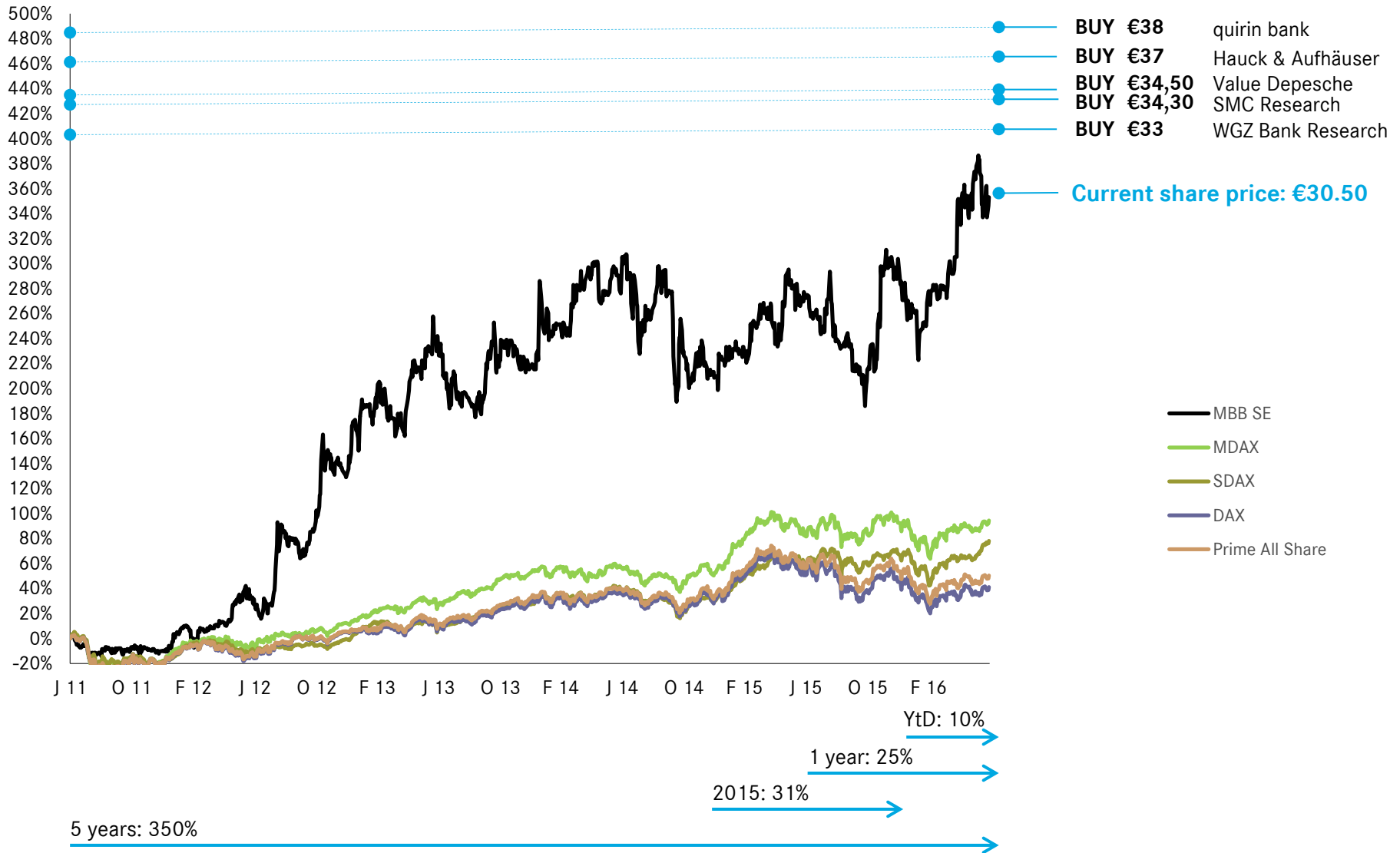


## Vivid IR-activity in the first half of 2016



|  |                         |
|--|-------------------------|
| Roadshow, Warschau                     | 14 January 2016         |
| Roadshow, Frankfurt & München          | 2 March 2016            |
| Prior Kapitalmarktkonferenz, Frankfurt | 8 March 2016            |
| 21. Münchener Kapitalmarktkonferenz    | 27 April 2016           |
| <b>Annual report 2015</b>              | <b>29 April 2016</b>    |
| Frühjahrskonferenz, Frankfurt          | 10 May 2016             |
| <b>Quarterly report Q1.2016</b>        | <b>31 May 2016</b>      |
| Roadshow, Frankfurt                    | 2 June 2016             |
| Roadshow, Düsseldorf                   | 23 June 2016            |
| <b>Annual General Meeting</b>          | <b>30 June 2016</b>     |
| MBB Roadtrip Ostwestfalen              | 19 – 20 July 2016       |
| <b>Quarterly report Q2.2016</b>        | <b>31 August 2016</b>   |
| German Equity Forum, Frankfurt         | 21 - 23 November 2016   |
| <b>Quarterly report Q3.2016</b>        | <b>30 November 2016</b> |
| <b>End of fiscal year</b>              | <b>31 December 2016</b> |

# Share price and analyst targets as of June 2016



Growth targets

Revenues  
**15% p.a.**

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EBITDA margin  
**> 10%**

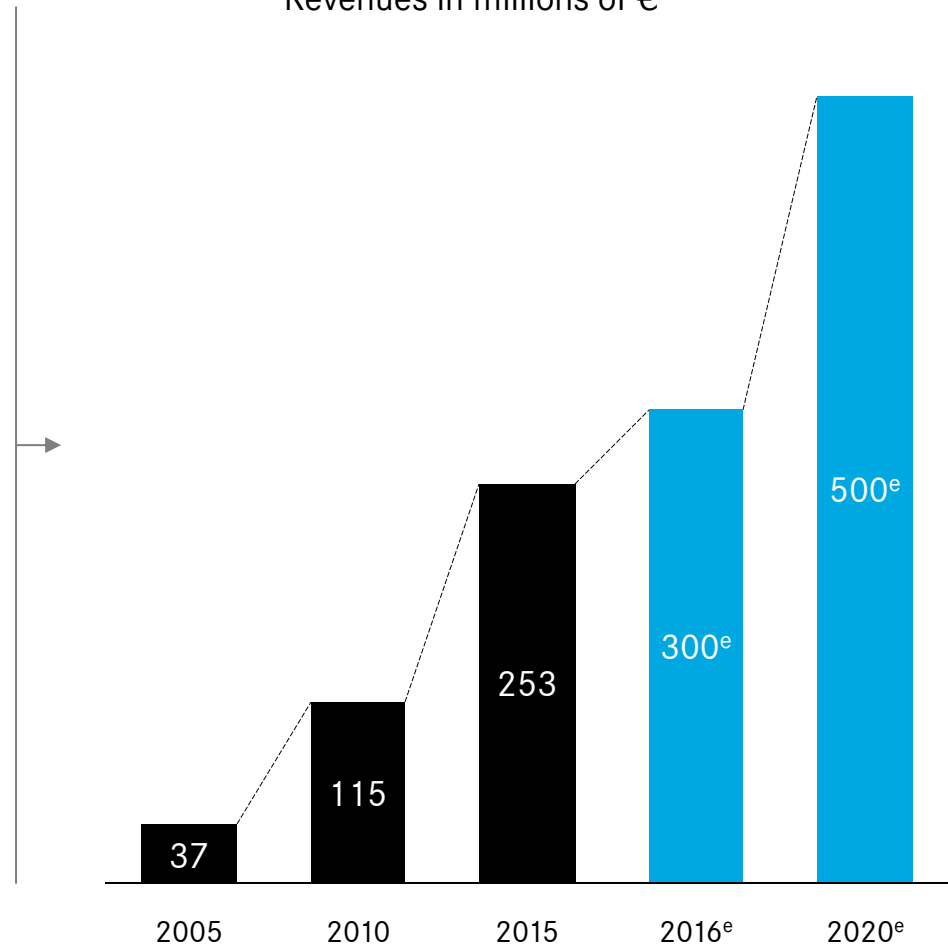
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Increasing  
**Dividends**

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Financial  
**Solidity**

Revenues in millions of €



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