

# Quirin Champions Conference 2022

MBB SE

1-2 June 2022

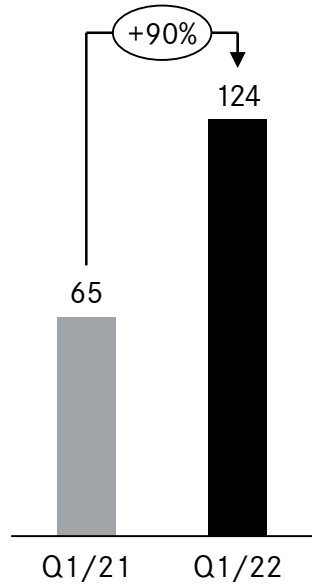
MBB offers long-term succession solutions to sustainable Mittelstand companies



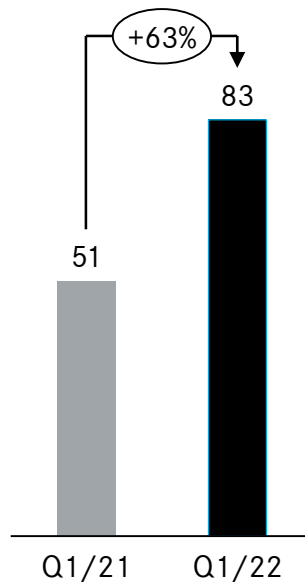
The central graphic features the MBB logo (a black square with "MBB" in white) inside a white circle. This circle is overlaid on a 2x2 grid of four quadrants, each with a different background image and text:

- Top-Left Quadrant:** Background image shows two hands shaking. Text: **Family business** (blue), "Founded in 1995 and family-owned for the long term" (black).
- Top-Right Quadrant:** Background image shows a bull statue. Text: **Capital markets** (blue), "Extraordinary growth and value creation potential through capital markets" (black).
- Bottom-Left Quadrant:** Background image shows a small green seedling growing from soil. Text: **Long-term focus** (blue), "Long-term investment horizon without intention to resell businesses" (black).
- Bottom-Right Quadrant:** Background image shows a globe of the Earth. Text: **Sustainability** (blue), "Entrepreneurial success through a focus on sustainable business models" (black).

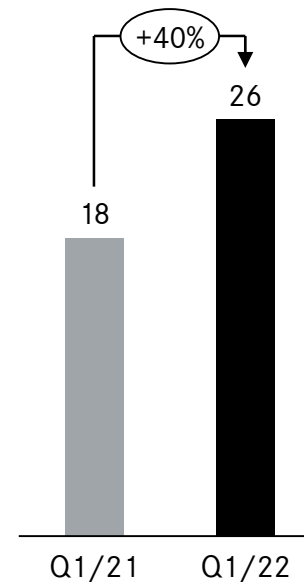
# Three impressive growth figures from the first quarter of 2022



Order intake  
in € million



Order intake  
in € million



Revenue  
in € million

# MBB remains resilient in the current market environment



## Service & Infrastructure



Clean energy transition

+11%

Revenues

High order intake with additional potentials

Ramp-up and integration costs in the first quarter



IT security

+40%

Revenues

IT security is becoming increasingly important

Supply chain remains challenging

## Technological Applications



E-mobility

+23%

Revenues

New strategic order in the battery field

Positive and growing EBITDA margin



Ecological system solutions



Revenues

Production stops at automotive customers

Currently rising demand



Special chemicals for tooling



Revenues

Recovery despite rising raw material prices

## Consumer Goods



Tissue products



Revenues

Energy and raw material costs impact profitability

Price increases successfully implemented



Matresses for e-commerce



Revenues

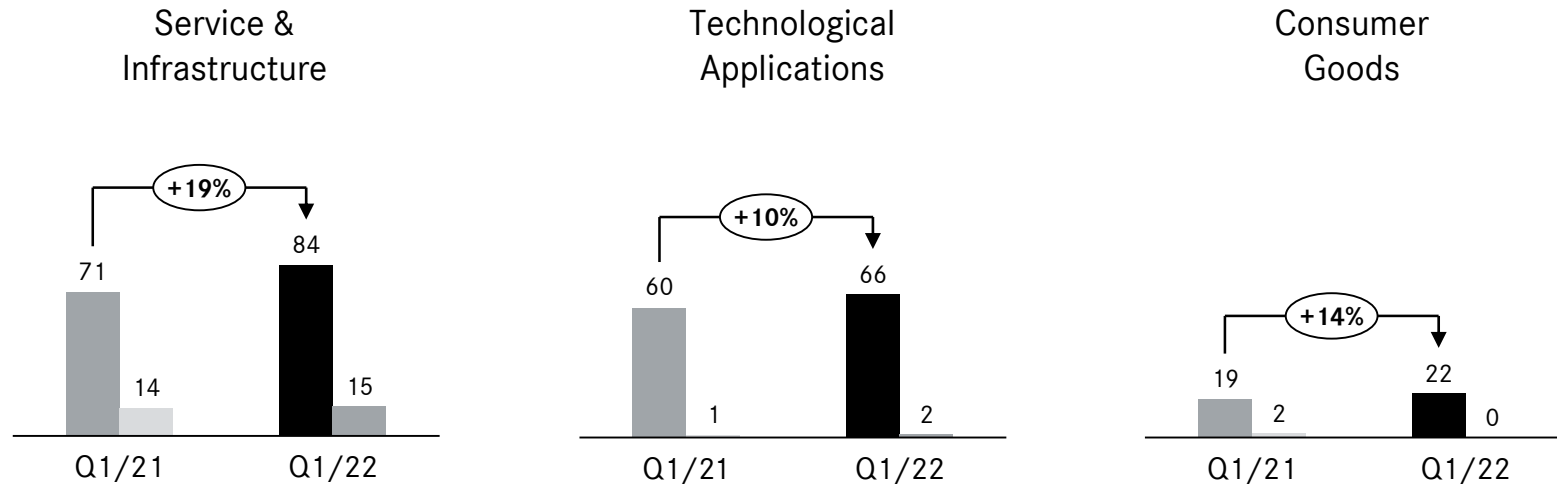
Weaker e-commerce

Rising raw material prices

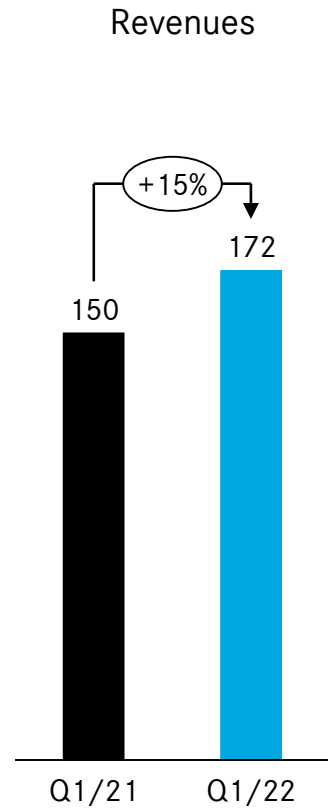
# All three segments posted double-digit growth in the first quarter

## Revenues and adj. EBITDA

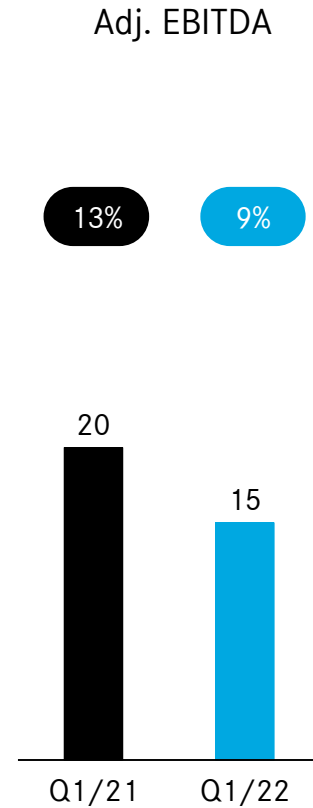
in € million



Total revenues increased by 15% while the EBITDA margin declined to 9%



in € million



in € million

Conservative growth at >10% EBITDA margin expected for full year 2022



Revenues



in € million

Adj. EBITDA

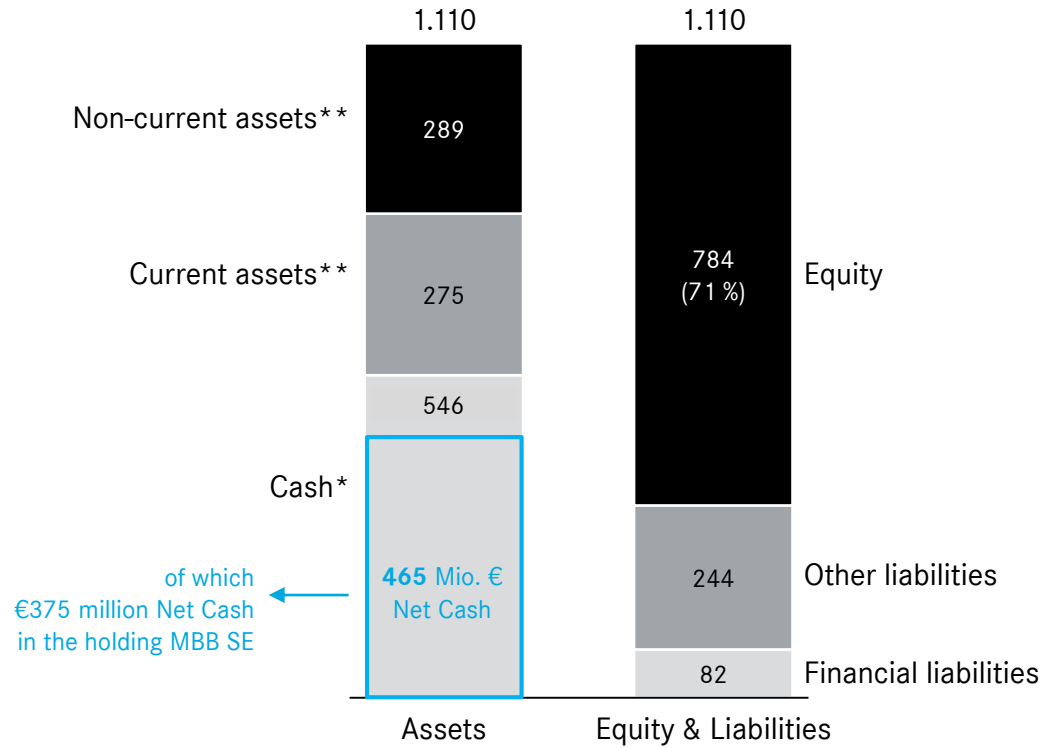


in € million

The balance sheet remains very strong with an equity ratio of 71% and a high cash position

### Balance sheet as at 31 March 2022

in € million

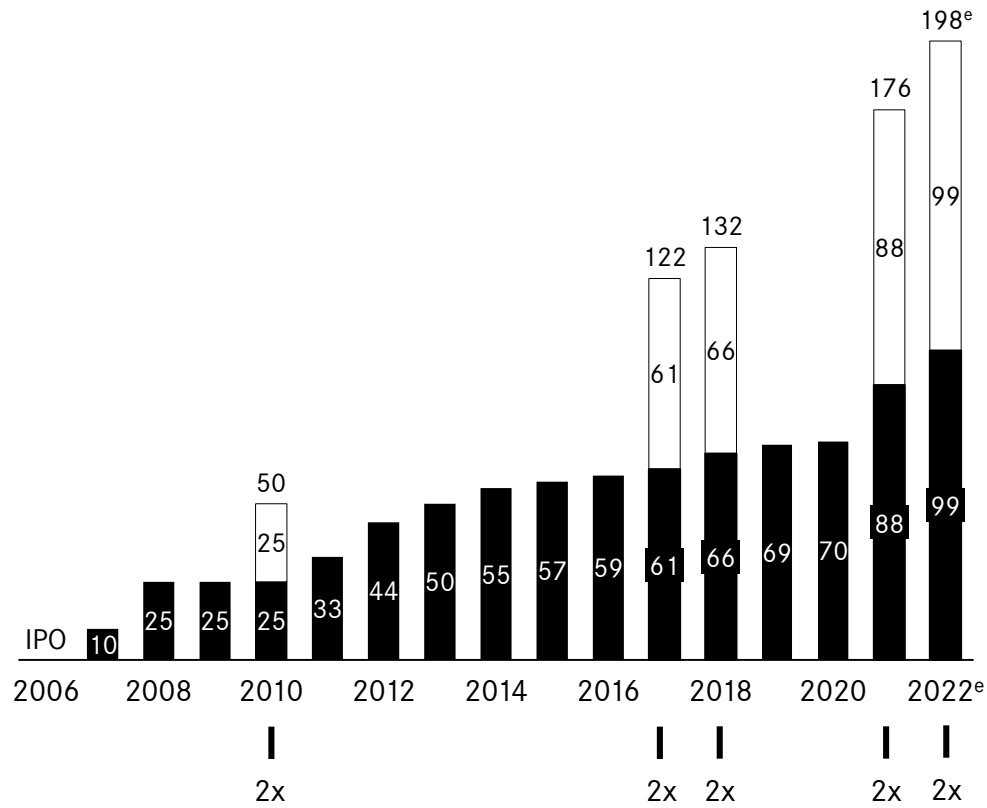


\* Liquidity incl. securities & gold  
 \*\* Without cash positions



A dividend of €1.98 per share will be proposed to the Annual General Meeting

Dividends in €-Cent per share



**€154 million**

Dividends and buybacks since 2006

**€17 million**

Planned dividend and acquired own shares 2022





# MBB's market position pays off in a volatile environment



## Economic risk factors

  
Supply chain  
disruptions

  
Economic  
outlook

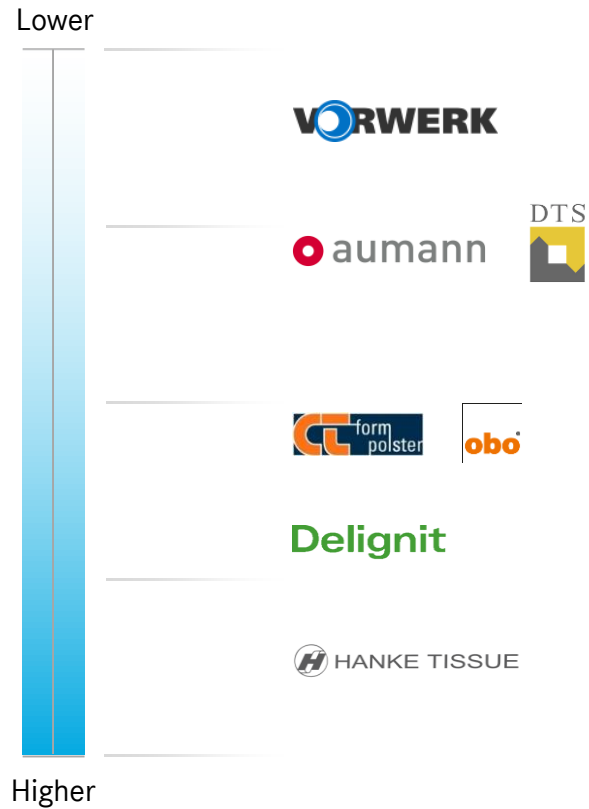
  
War in  
Ukraine

  
Volatile  
energy prices

  
Availability of  
raw materials

  
Rising  
inflation

## Influence on MBB subsidiaries

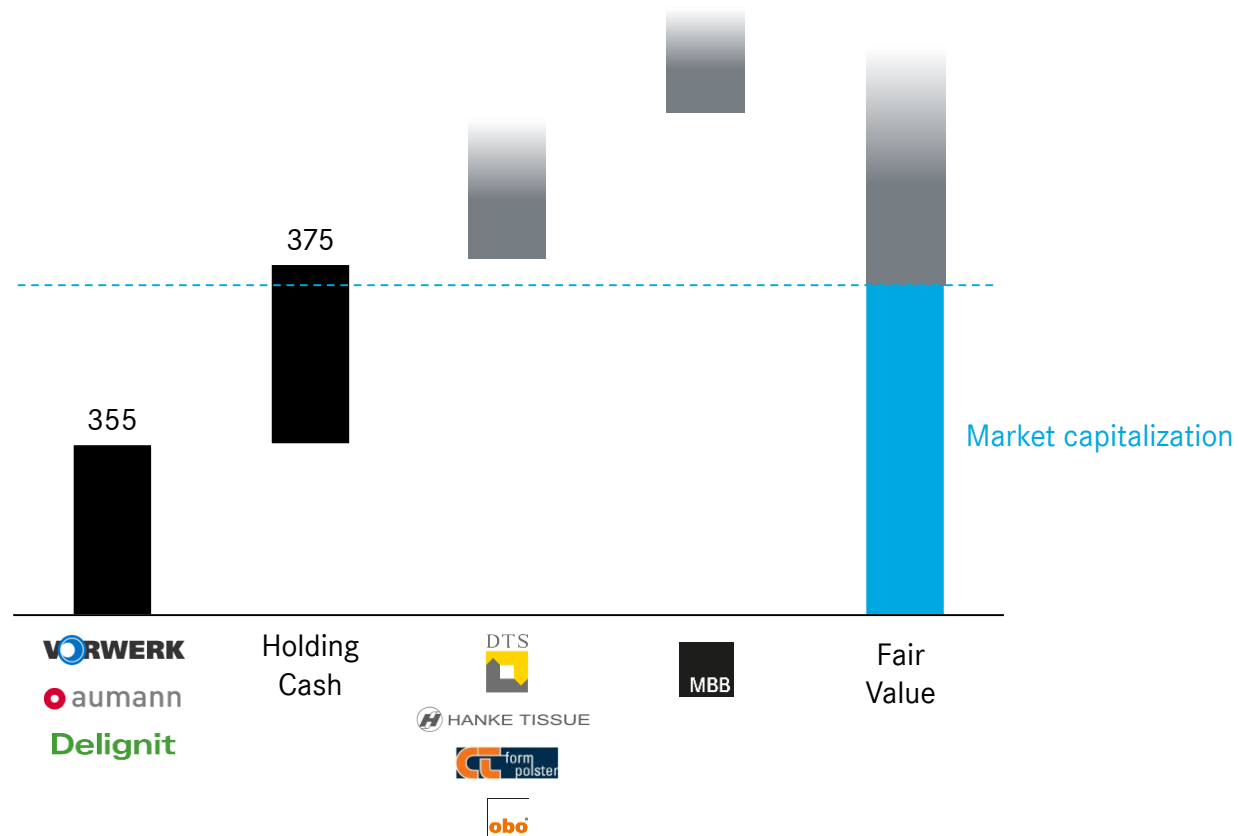


# The volatile environment impacts the M&A market



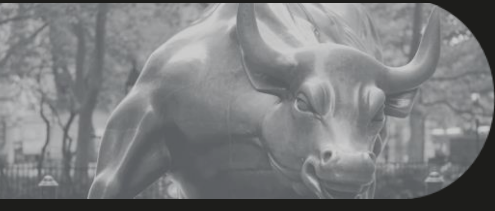
# A large part of the value of MBB is transparent

Sum-of-the-parts  
in € million\*



\* Market capitalizations of listed companies rounded and as at 1 June 2022; Holding Cash as at 31. March 2022

# Questions & Answers



Constantin Mang  
CEO

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

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