

## **Company presentation**

MBB Industries AG | Berlin

**Company**

Growth

Results

Share

## **MBB – the group of German Mittelstand companies**

MBB stands for Messerschmitt-Bölkow-Blohm

MBB stands for long-term, value-driven corporate development

Since 1995, MBB has been acquiring and developing small and medium-sized German companies

MBB has been listed on the stock exchange since 2006

MBB generated sales of more than  
€228 million with 1,088 employees in 2013

MBB is 70% owned by its founders, who form the management  
as well as the supervisory board

## **MBB – the business model**

MBB purchases profitable German Mittelstand companies (SMEs)

MBB purchases majority stakes

MBB companies remain independent

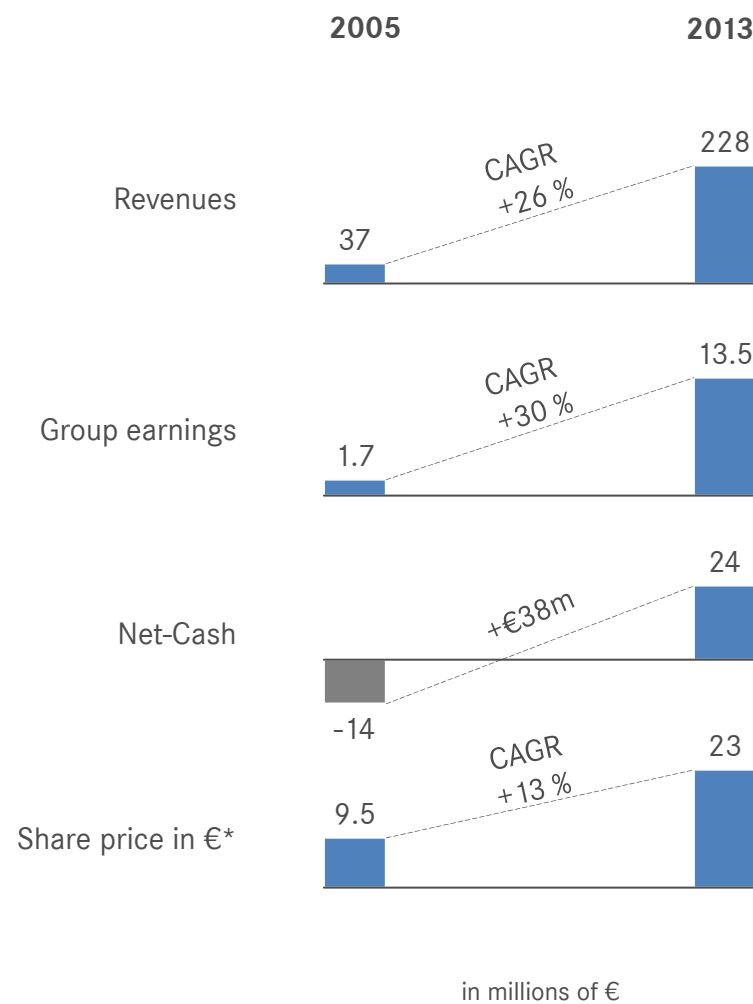
MBB companies benefit from the advantages of a strong group

MBB seeks and promotes entrepreneurs

MBB finances acquisitions with equity

MBB is growing through sustained, long-term value enhancement

## Value development



\* since IPO including dividends

Company

**Growth**

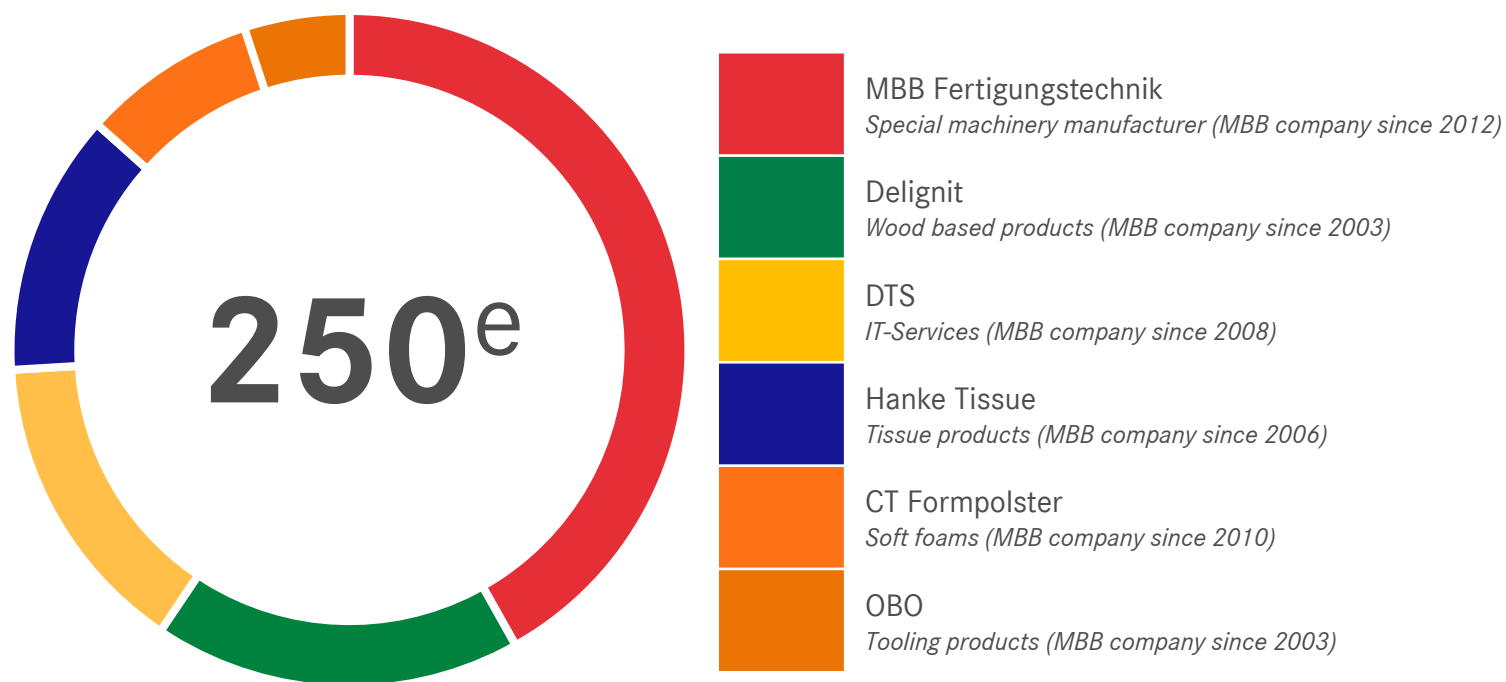
Results

Share

## MBB – growth paths



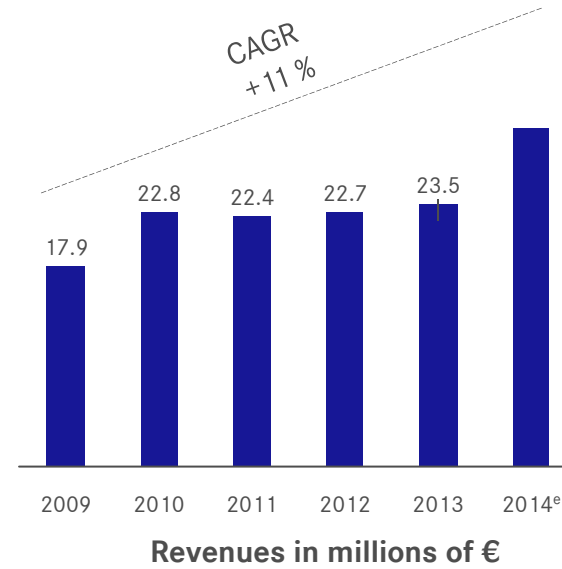
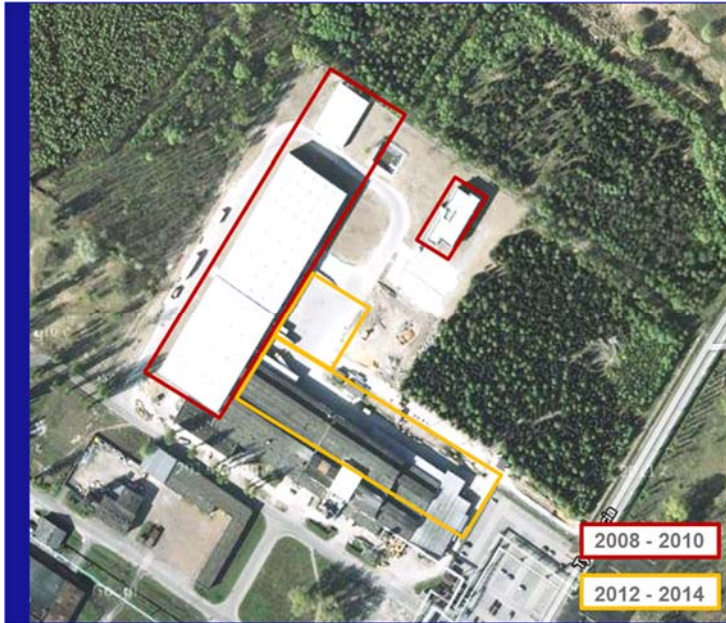
€250 million planned revenue in 2014



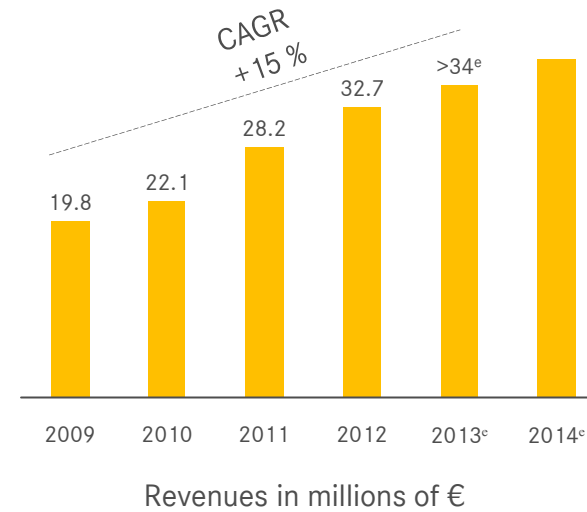
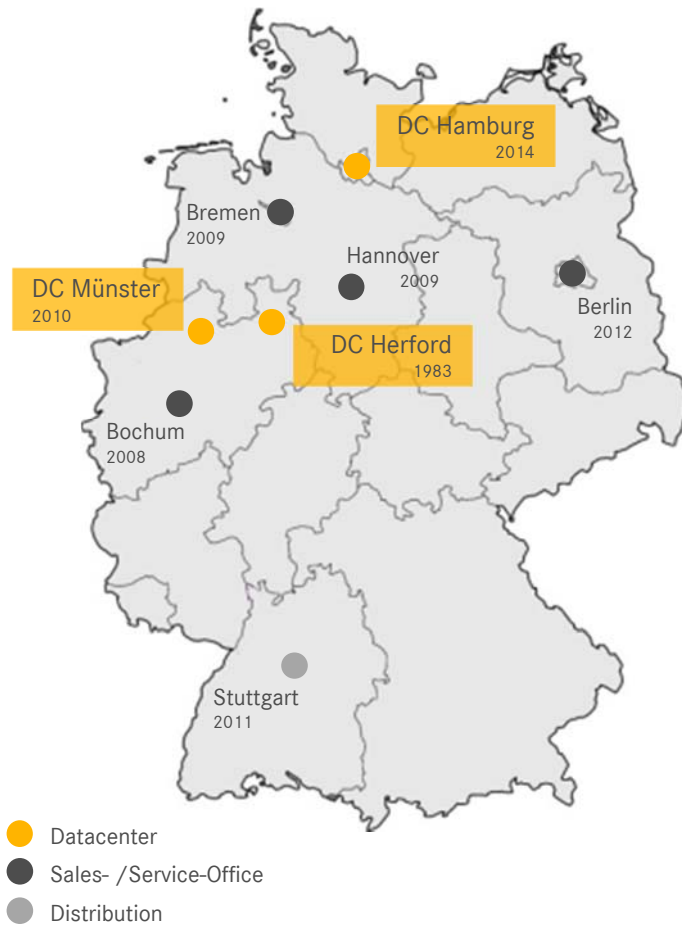
Revenues in millions of €



## €10 million investment in profitable growth



## DTS – Buy & Build growth and focus on cloud business



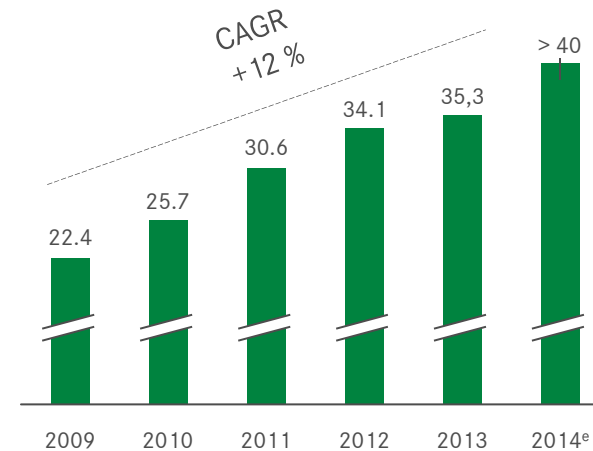
## New contracts and investments – Delignit on growth track

### New contracts 2013

Transporter flooring OEM 1st tier SOP 2014  
 Transporter flooring OEM 2nd tier SOP 2014  
 Concrete stone plates project 2014  
 Intermediate floor high speed train SOP 2015

### Investments 2013

Assembly robot  
 Automated veneer sorting  
 New high compression press  
 Additional veneer jointing line  
 New CNC processing center



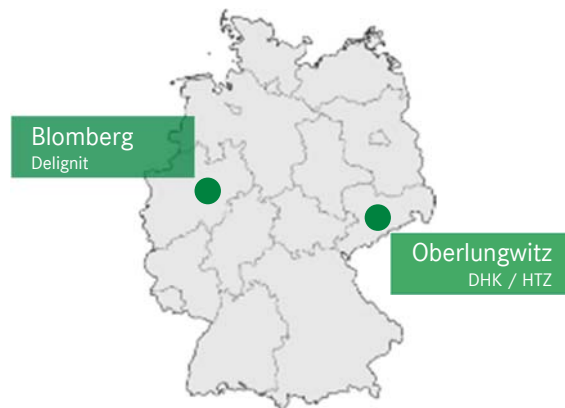
## Acquisition of DHK and HTZ – Delignit enters the OEM car market

### Buy & build acquisitions 2013

DHK automotive GmbH, Oberlungwitz  
HTZ Holz Trocknung GmbH, Oberlungwitz

Acquisition of 100% of shares of both companies as a business succession;  
Former owner responsible as General Manager for the forthcoming three years

Estimated revenue effect 2014e €6m  
Total workforce 43 employees



### New capabilities for Delignit

Direct supplier for car interior with major German automotive-OEMs up to premium segment

Light weight honeycomb material made of renewables

Textile laminating technology



## MBB Fertigungstechnik – business areas

### Automotive



### Further





## MBB Fertigungstechnik – worldwide references

### Automotive



### Locations



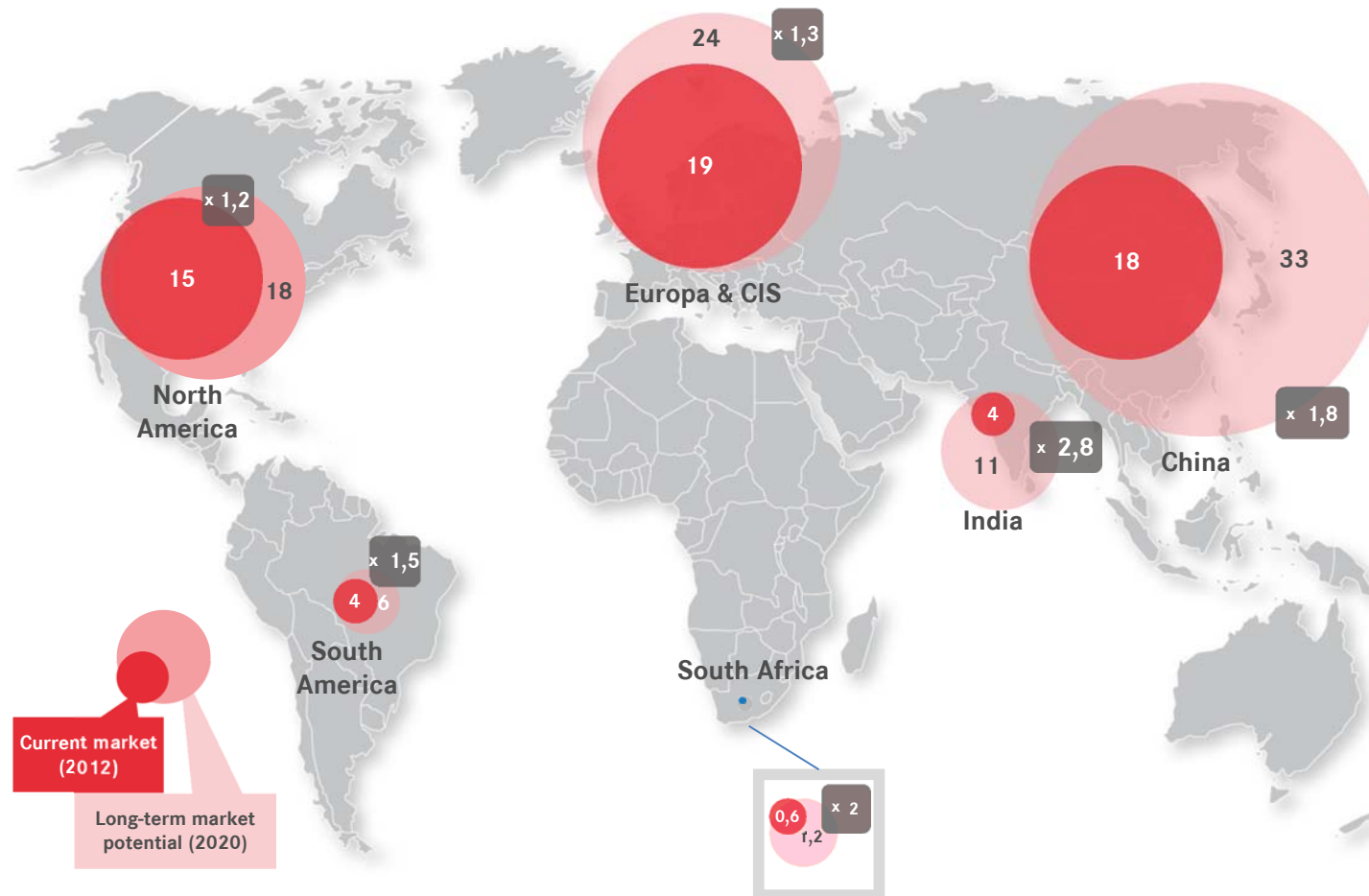
### General Industries



- Production facilities
- Installed machinery
- Service/partner

## Market development global automotive industry – prognosis 2012 to 2020

Total 2012: 60 million PV & LCV produced  
Total 2020: 92 million PV & LCV produced



Source: LMC Automotive Q2/2013; Oliver Wyman  
PV & LCV = Passenger & Light Commercial Vehicle (<3,5 t GVW)

## MBB Fertigungstechnik also located in China since 2013



### MBB Fertigungstechnik GmbH

- Beelen (Münsterland region)
- Since 1992
- 300 employees
- 18,000 square meter assembly area
- 2,000 square meter office space

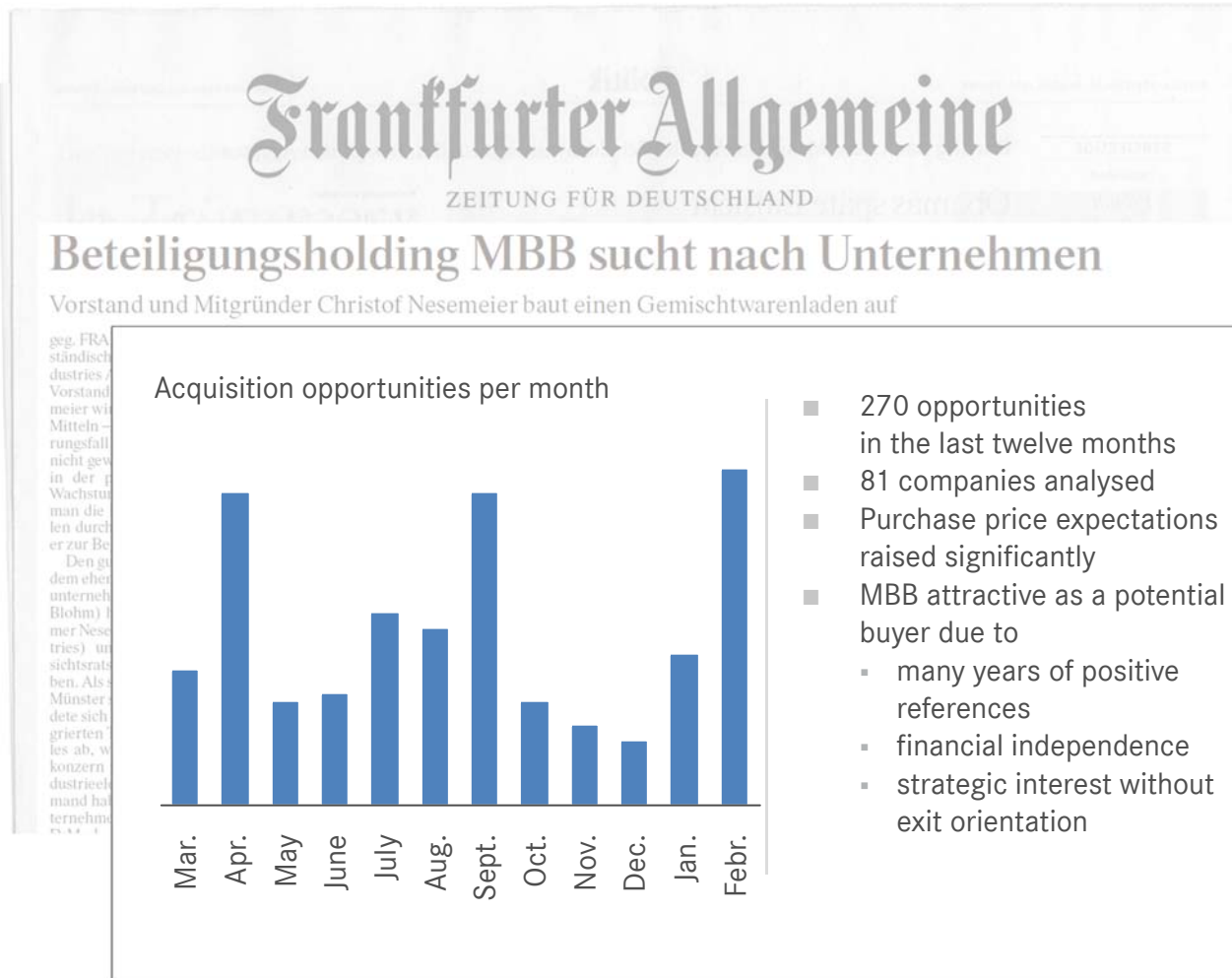


### MBB Technologies (China) Ltd.

- Changzhou (Jiangsu)
- Since 2013
- 17 employees
- 3,000 square meter assembly area
- 800 square meter office space

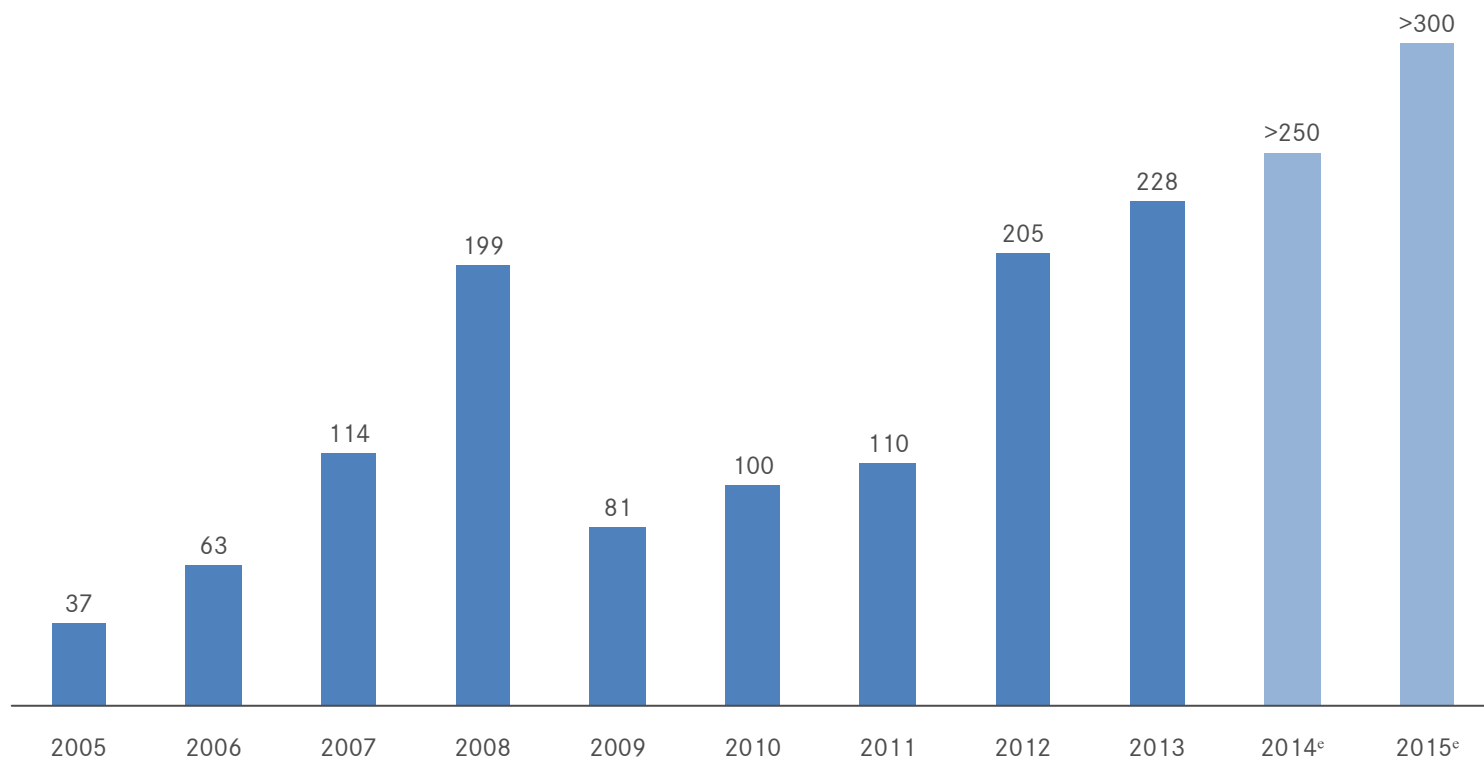


„The show must go on“



## €300 million revenues in 2015

in millions of €



Company

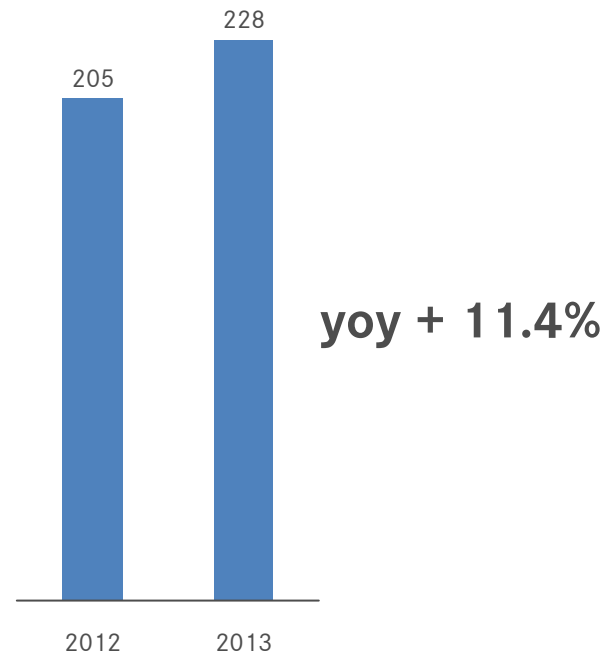
Growth

**Results**

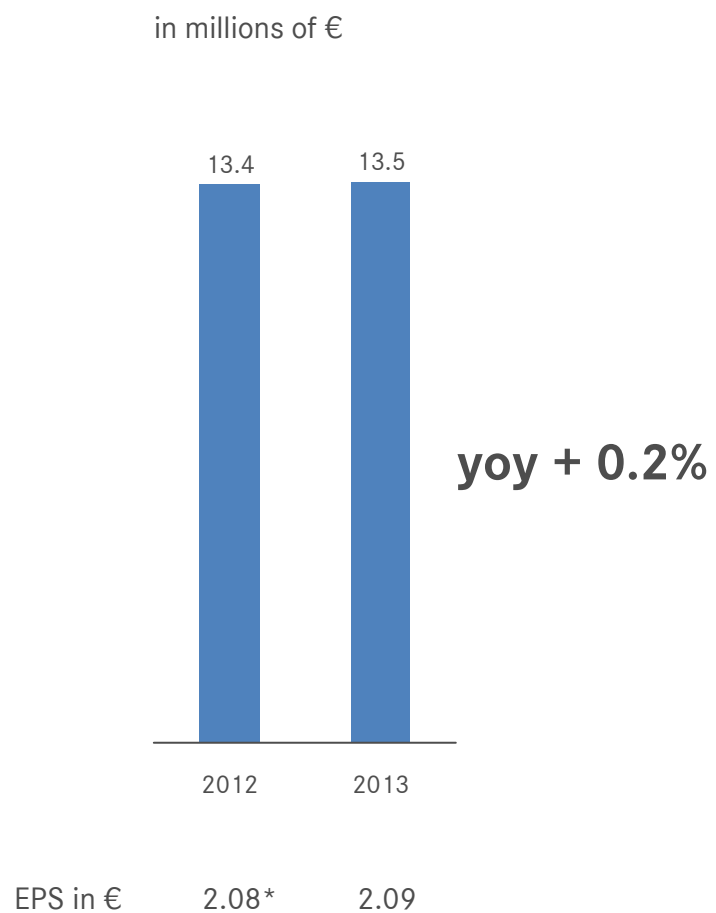
Share

## MBB annual revenues

in millions of €

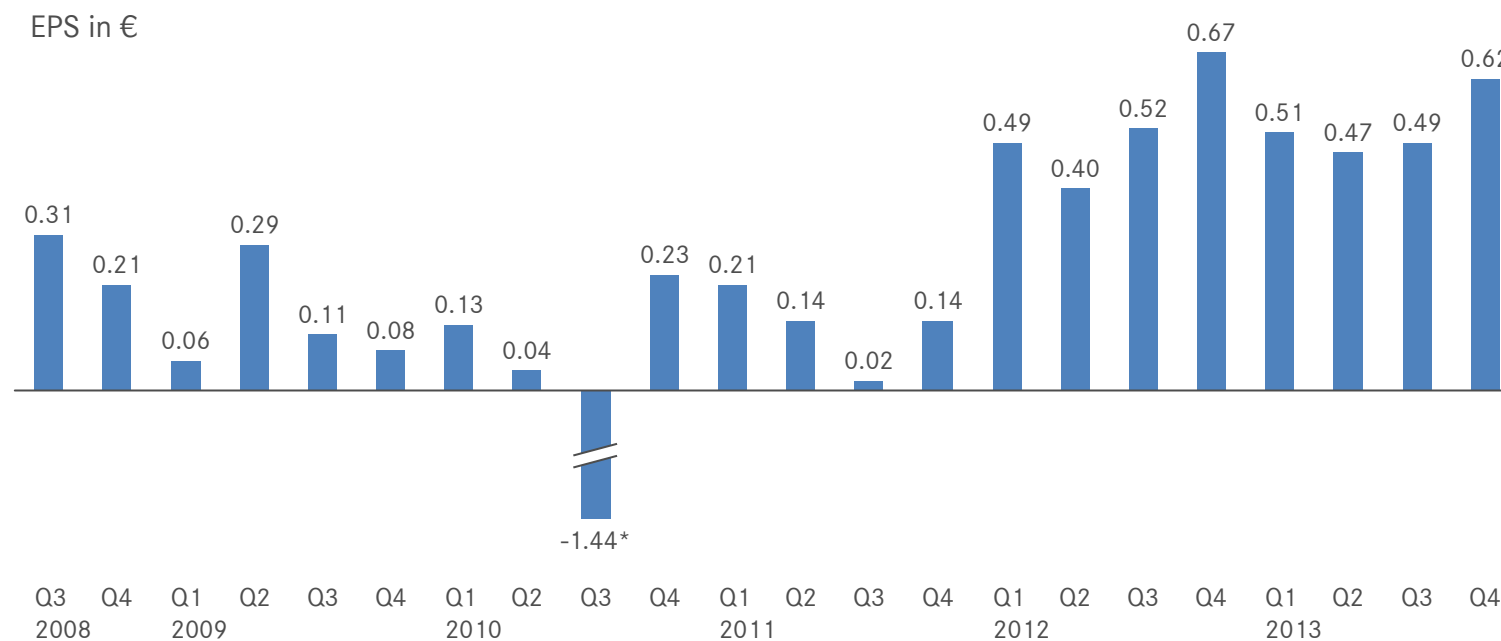


## MBB group earnings



\* Adjustment after first-time application of the amended IAS 19 leads to €13.6 million or €2.11

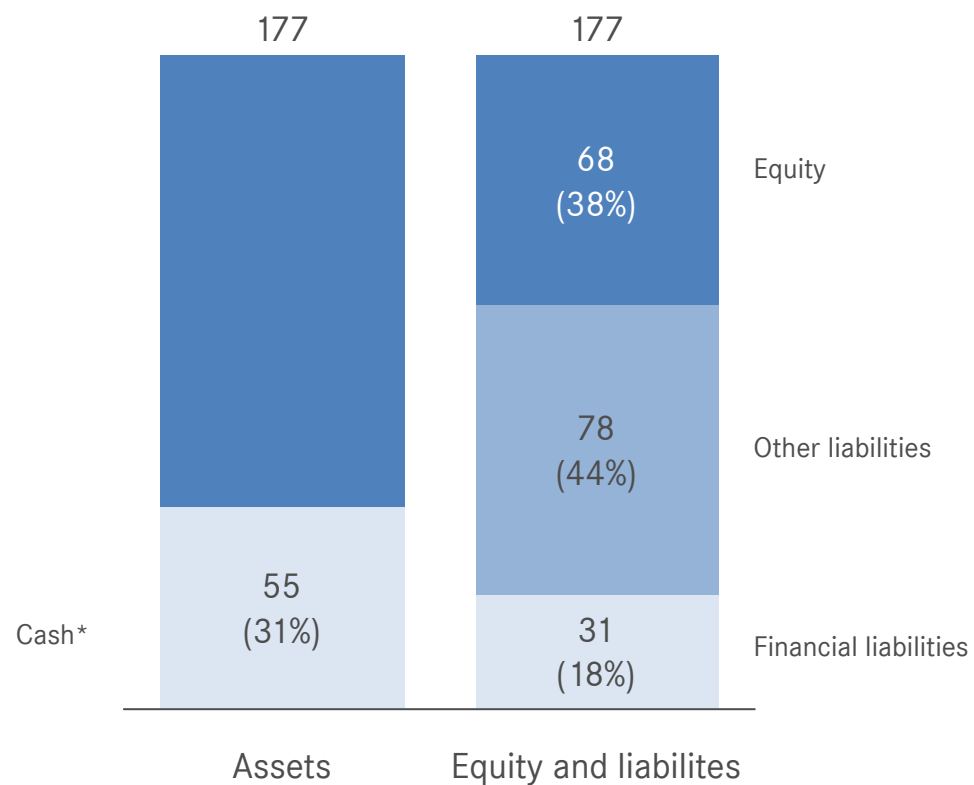
## Positive quarterly trend



\* One time write-off of €1.42 Cildro SA

## Soundness succeeds

in millions of €

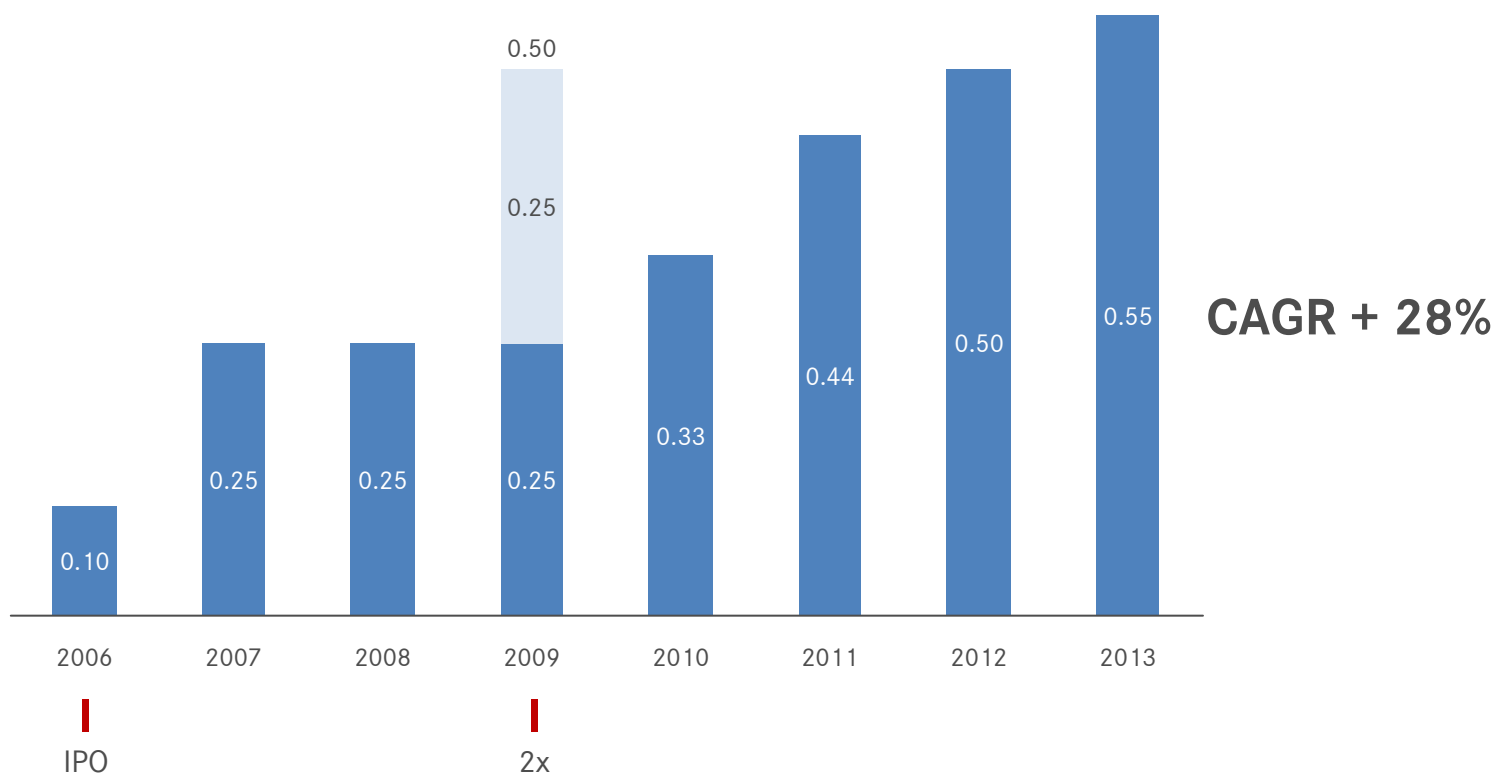


As of 31 December 2013

\* Liquidity & securities & gold

## Dividend increases continually

in € per share





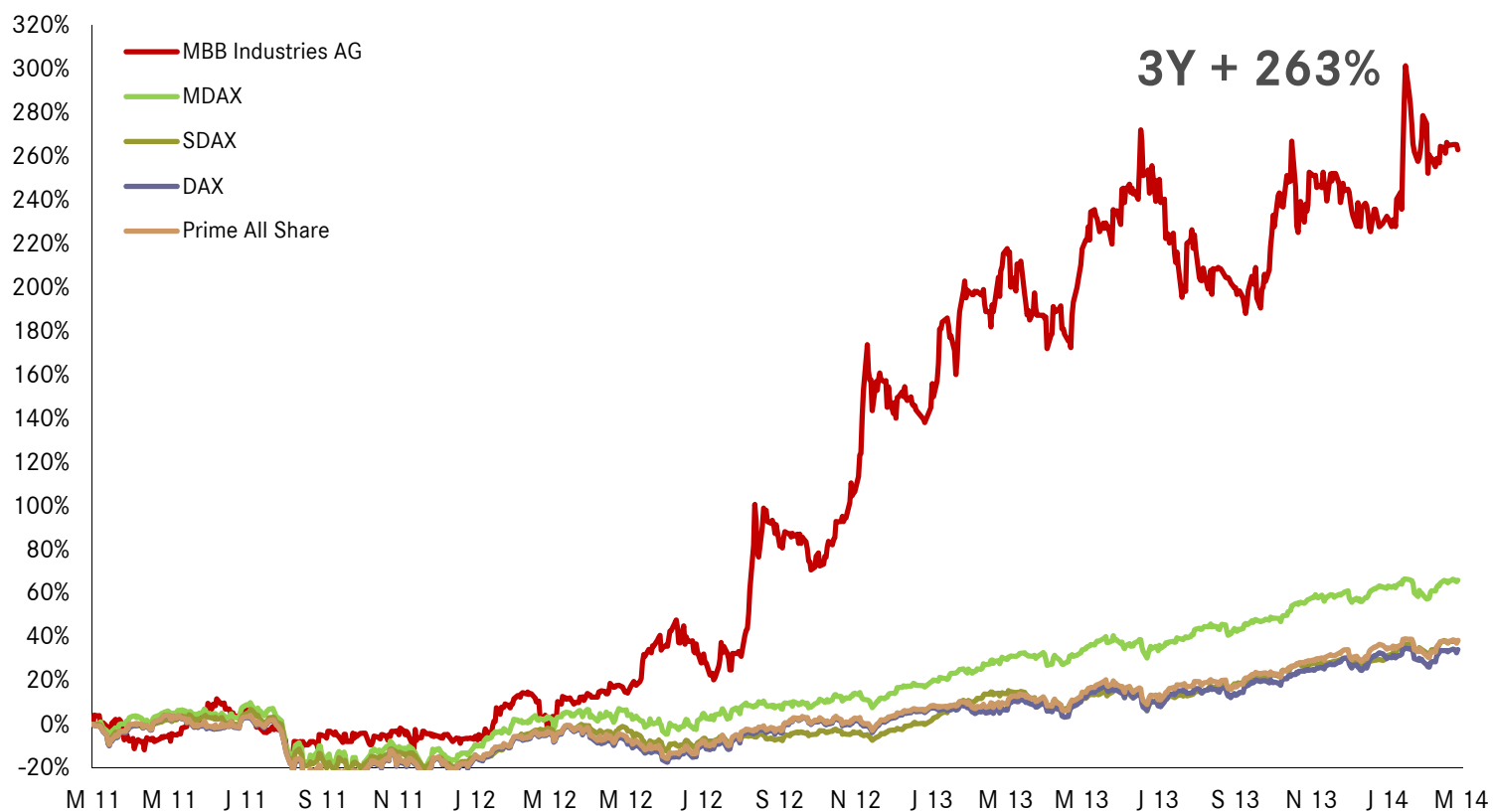
Company

Growth

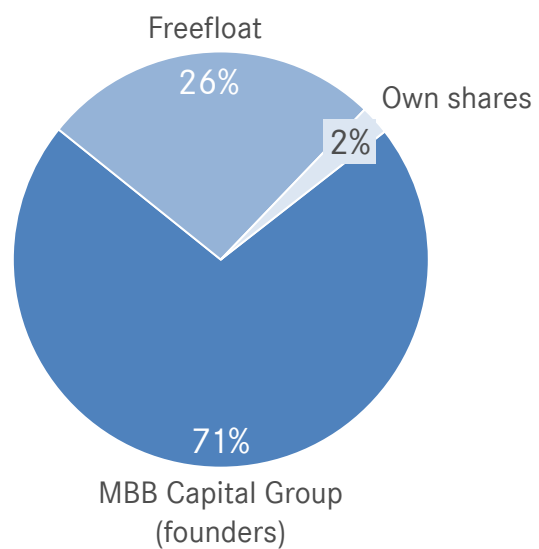
Results

**Share**

## MBB share

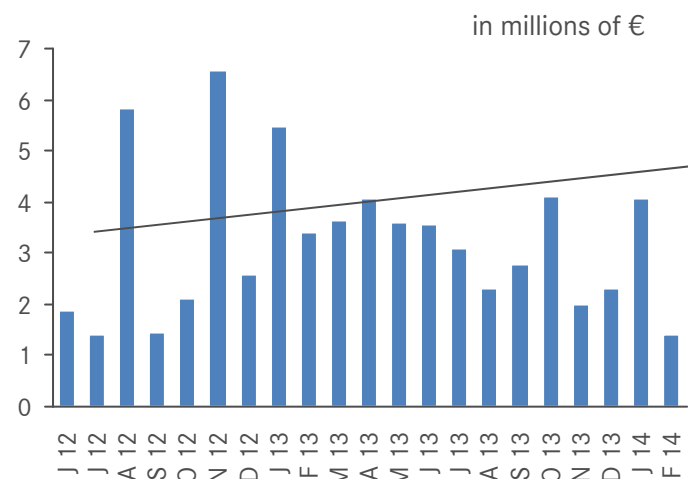


## Increasing liquidity in MBB shares in 2013



Market capitalization of freefloat:

**MDAX Rank: No. 123\***



Order book turnover:

**MDAX Rank: No. 111\***

\* As of 28 February 2014

## MBB: 4 x BUY



Close Brothers Seydler

March 2014

€ 27

BUY



SRH Alster Research

March 2014

€ 30

BUY



Hauck & Aufhäuser

March 2014

€ 31

BUY



WGZ Bank Research

March 2014

€ 29

BUY

OVER 1,000 EMPLOYEES

€300 MILLION IN REVENUE

2015e

EXPERIENCE

ASSETS

GROWTH

DIVIDEND

NET CASH

DIVERSIFICATION

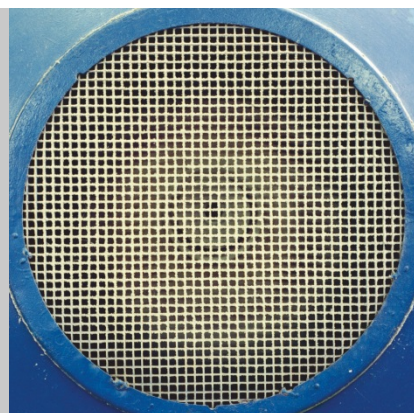
REFERENCES

CONTINUITY

REPUTATION

CASH FLOW

## FINANCIAL CALENDAR



Annual Report 2013	30 April 2014
Interim Report for Q1	30 May 2014
Annual Meeting 2014	30 June 2014
Half-Year Report 2014	29 August 2014
„German Equity Forum“	24 – 26 November 2014
Interim Report for Q3	28 November 2014
End of fiscal Year	31 December 2014

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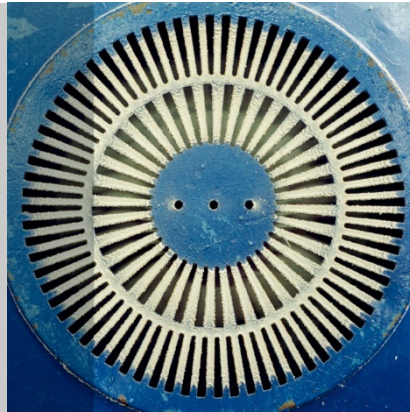
Shares of growth companies can offer major opportunities, but also carry related risks. Shares of growth companies are thus always a risky financial investment. A loss of the investment cannot be ruled out. Therefore, this form of investment is more suited to diversification as part of a portfolio strategy.

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