

# Company presentation

MBB SE, Berlin  
Hamburg, 5 May 2015

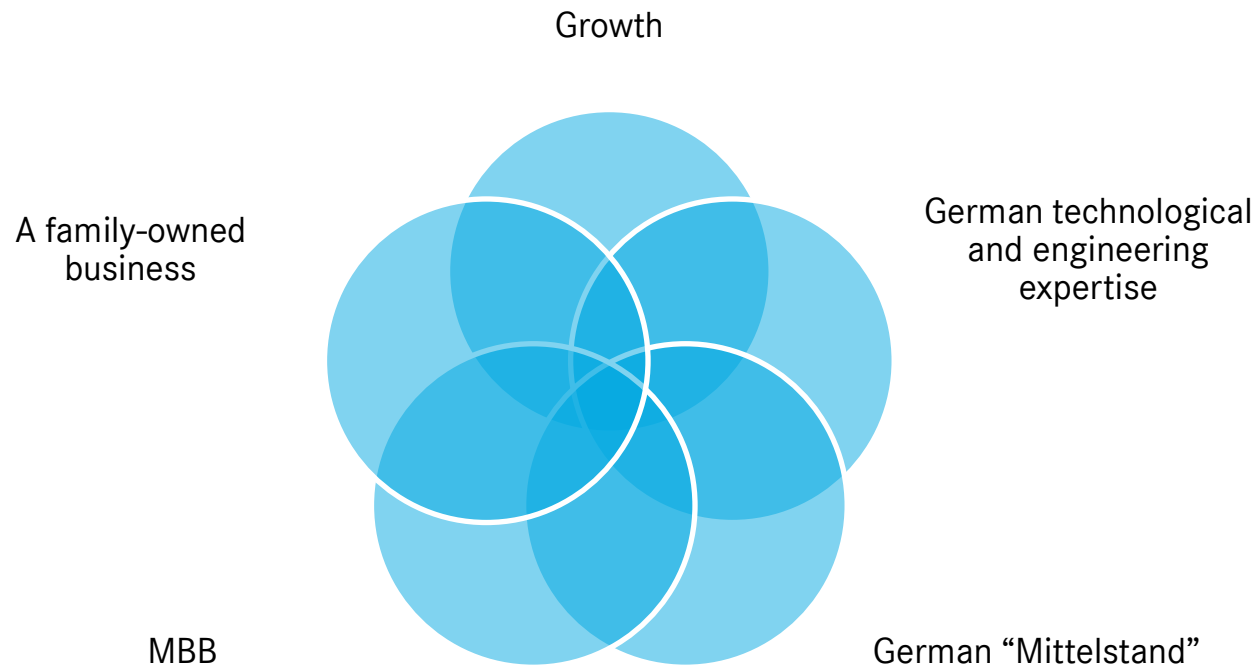
## **Mission**

2014

2015

Share

Mission: As a family-owned German “Mittelstands” company, MBB generates exceptional sales and value growth through German technological and engineering expertise



# MBB SE – The Team



## Board



Gert-Maria Freimuth  
(Chairman)



Dr Christof Nesemeier  
*Chief Executive Officer*



Dr Peter Niggemann  
(Vice Chairman)

## Executive Management



Anton Breitkopf  
*Chief Financial Officer*



Klaus Seidel  
*Chief Technical Officer*



Dr Gerrit Karalus  
*Chief Investment Officer*

## Team



Dr Ralf Meinert  
*Manager Corporate Finance*



Dr Constantin Mang  
*Executive Assistant*



Steffen Stachna  
*Analyst & IR*



Pia Kramer  
*Office Manager*



## Organic

Investments in our companies

- MBB Fertigungstechnik:
  - 2014 Training center
  - 2013 MBB Technologies (China)
- CT Formpolster:
  - 2014 Corporate real estate
  - 2014 Vertical CNC machine
- Hanke Tissue:
  - 2014 Paper machine
  - 2015 New toilet paper machine
- DTS:
  - 2014 Real estate property
- Delignit:
  - 2013 High compression press



## Buy & Build

Acquisitions of new subsidiaries for our companies

- OBO-Werke
  - 2014 Huntsman Tolling business
- Delignit
  - 2013 DHK automotive
  - 2013 HTZ Holztrocknung
- DTS
  - 2013 ICSmedia

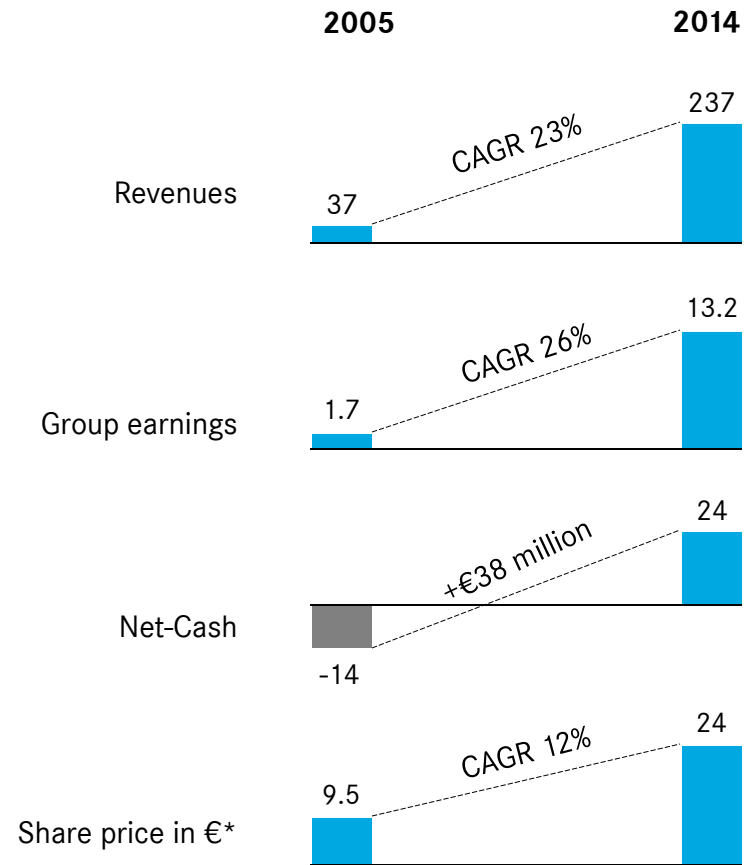


## M&A New

Acquisitions of new companies

- MBB Fertigungstechnik 2012
- CT Formpolster 2010
- DTS 2008
- Hanke 2006

# Value development



\* Since IPO incl. dividends

Mission

**2014**

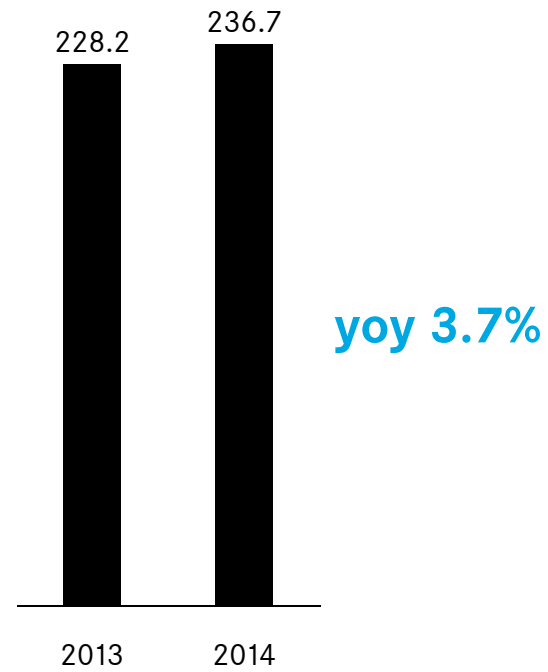
2015

Share

# MBB annual group revenues



in millions of €

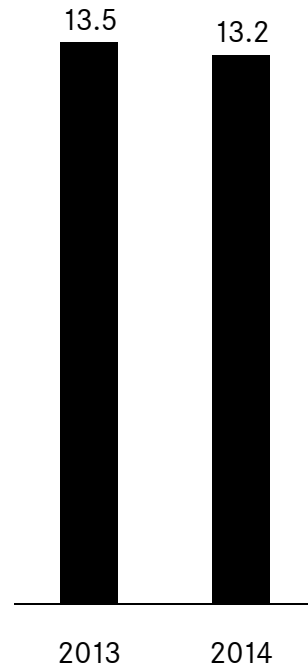




# MBB annual group earnings



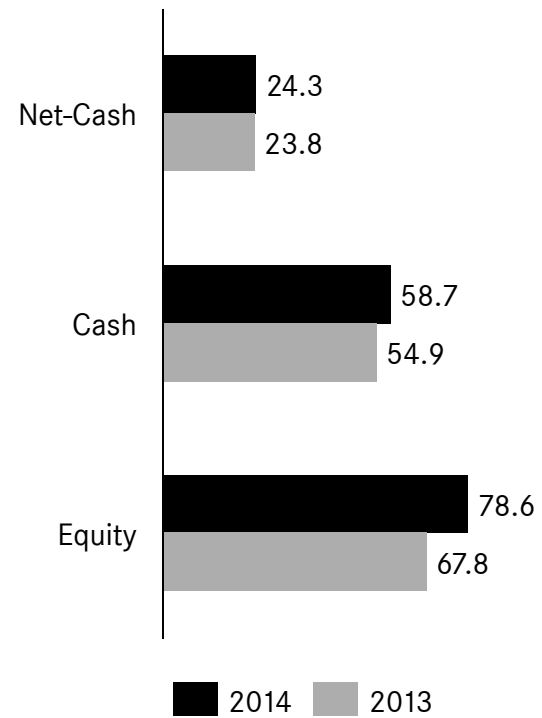
in millions of €



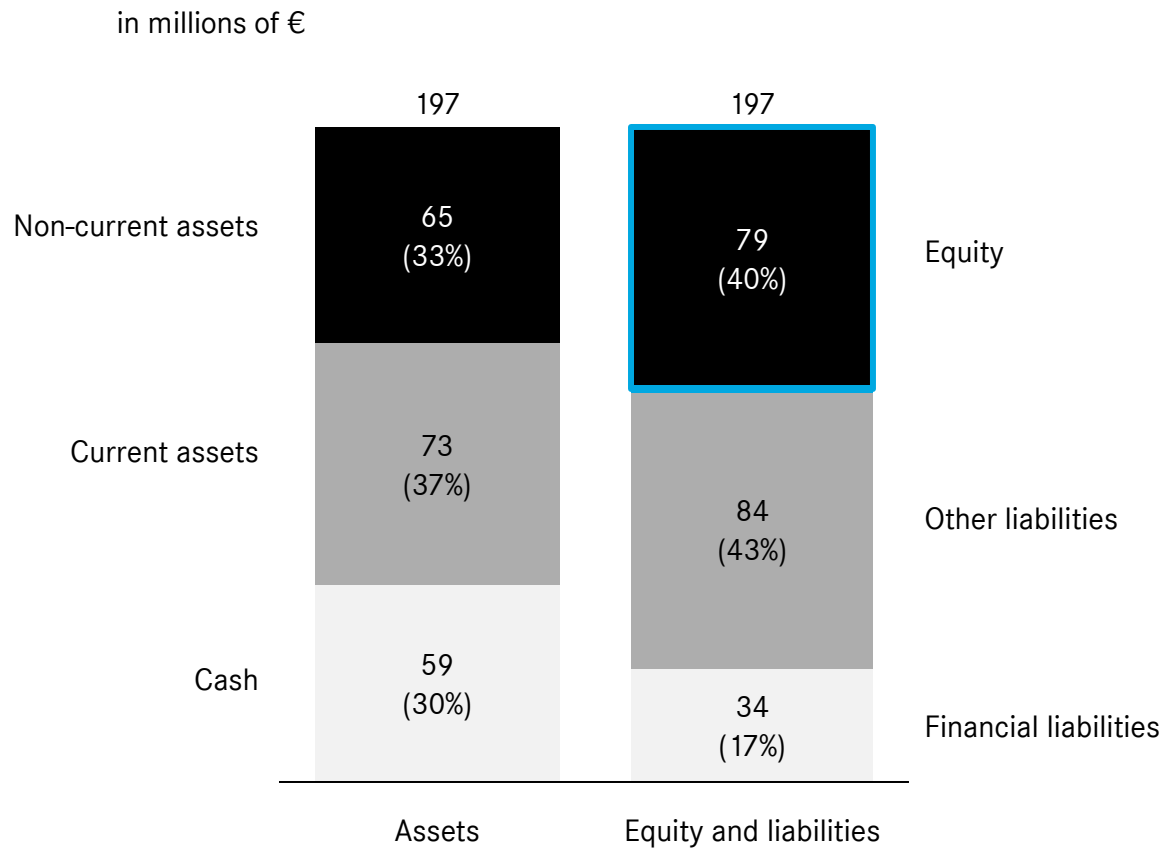
yoy -2,0%

EPS in €    2.09    2.01

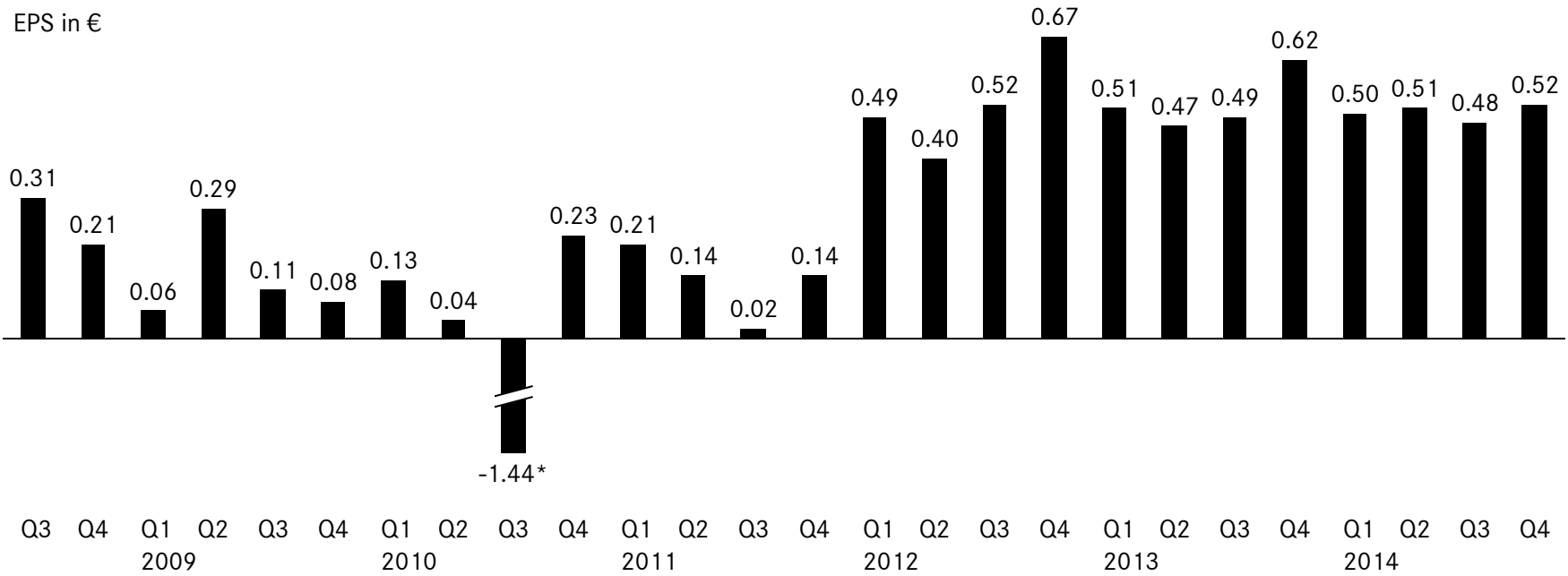
in millions of €



# Soundness succeeds



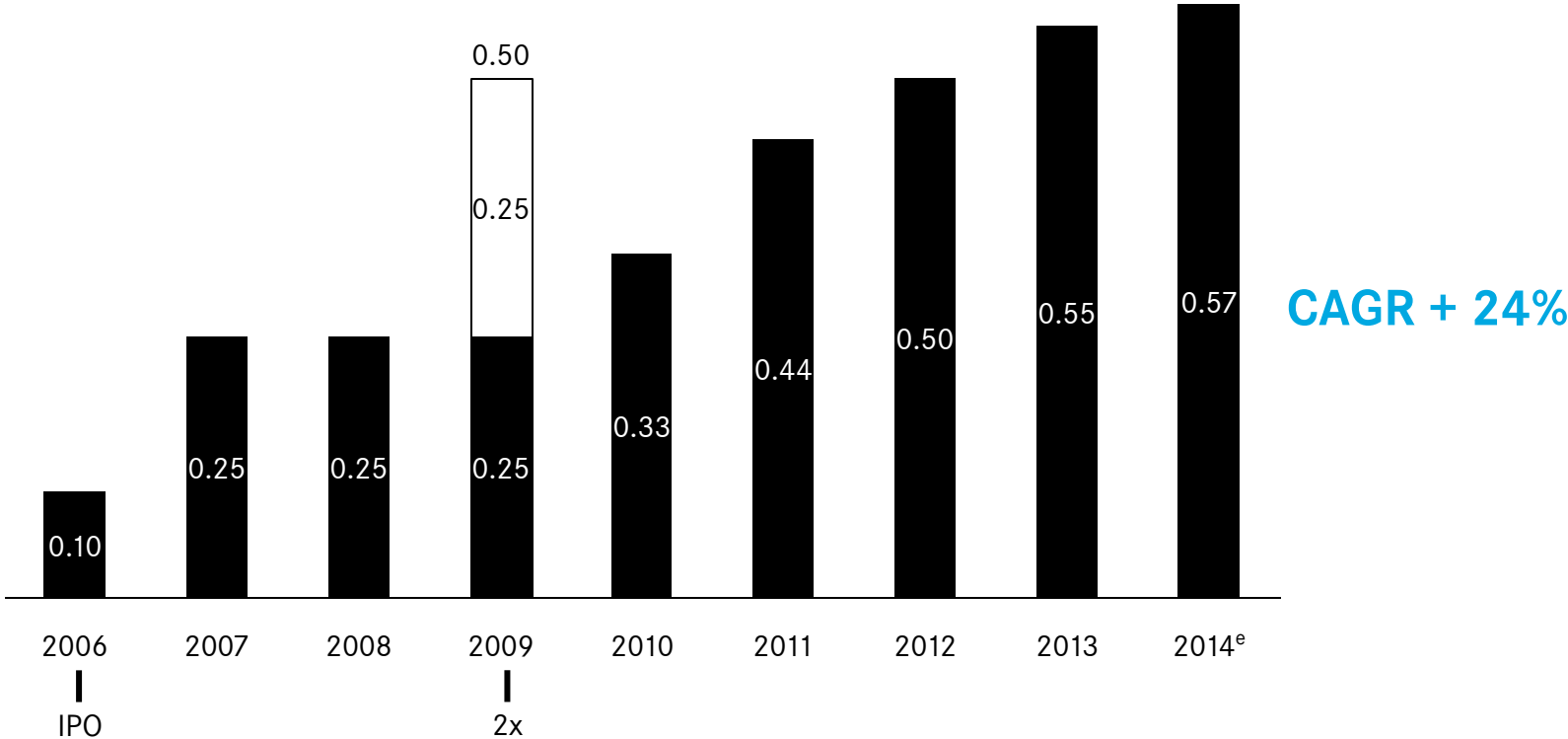
# Positive quarterly trend



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

# Dividend continuously rising

in € per share



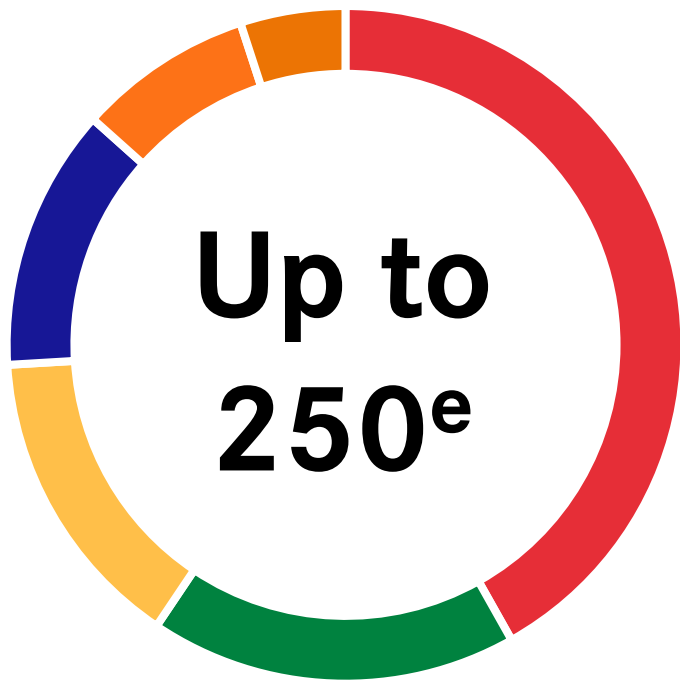
Mission







2014

**2015**

Share

€250 million revenue plan for 2015



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

Revenues in million of €

## Origin

Founded as CLAAS tool manufacturing in the 60s

Becoming the leading special purpose machine builder for the automotive and aviation industry

Company spin off from CLAAS in 2012

## Company

Approximately 300 employees plus 35 trainees

Locations in Beelen (D) and Changzhou (CN)

Approx. 80% customers in the automotive industry

## Business segments

Assembly technology

Joining technology

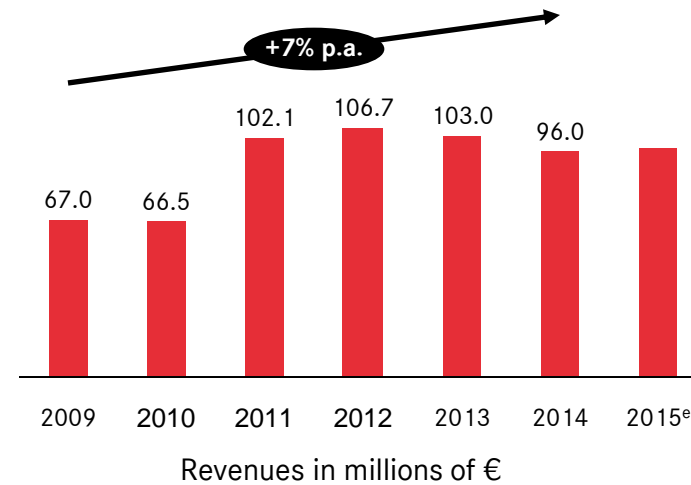
Toolmaking

## Markets

Automotive

Aviation

General Industries





Automotive

Camshafts



Chassis



Steering column and sensors



Further

Aviation



Agricultural technology



Household appliances



# New contracts, investments and innovations – Delignit on growth track

## New contracts 2014

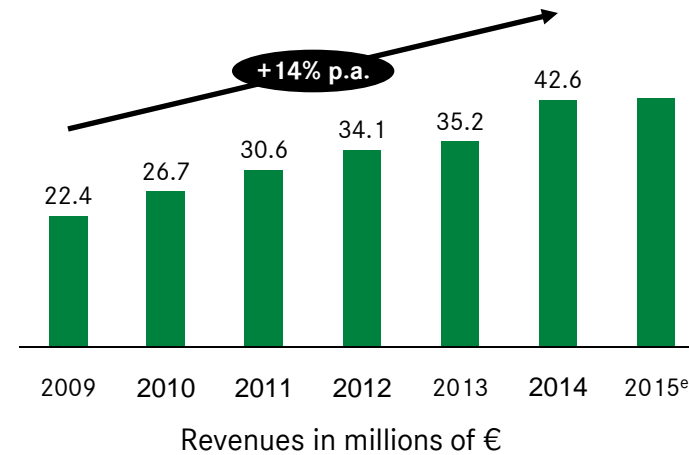
- Light commercial automotive vehicle floor OEM SOP 2014
- Building equipment industrial flooring projects 2014
- Special rail floor for high speed trains SOP 2015

## Investments 2013/2014

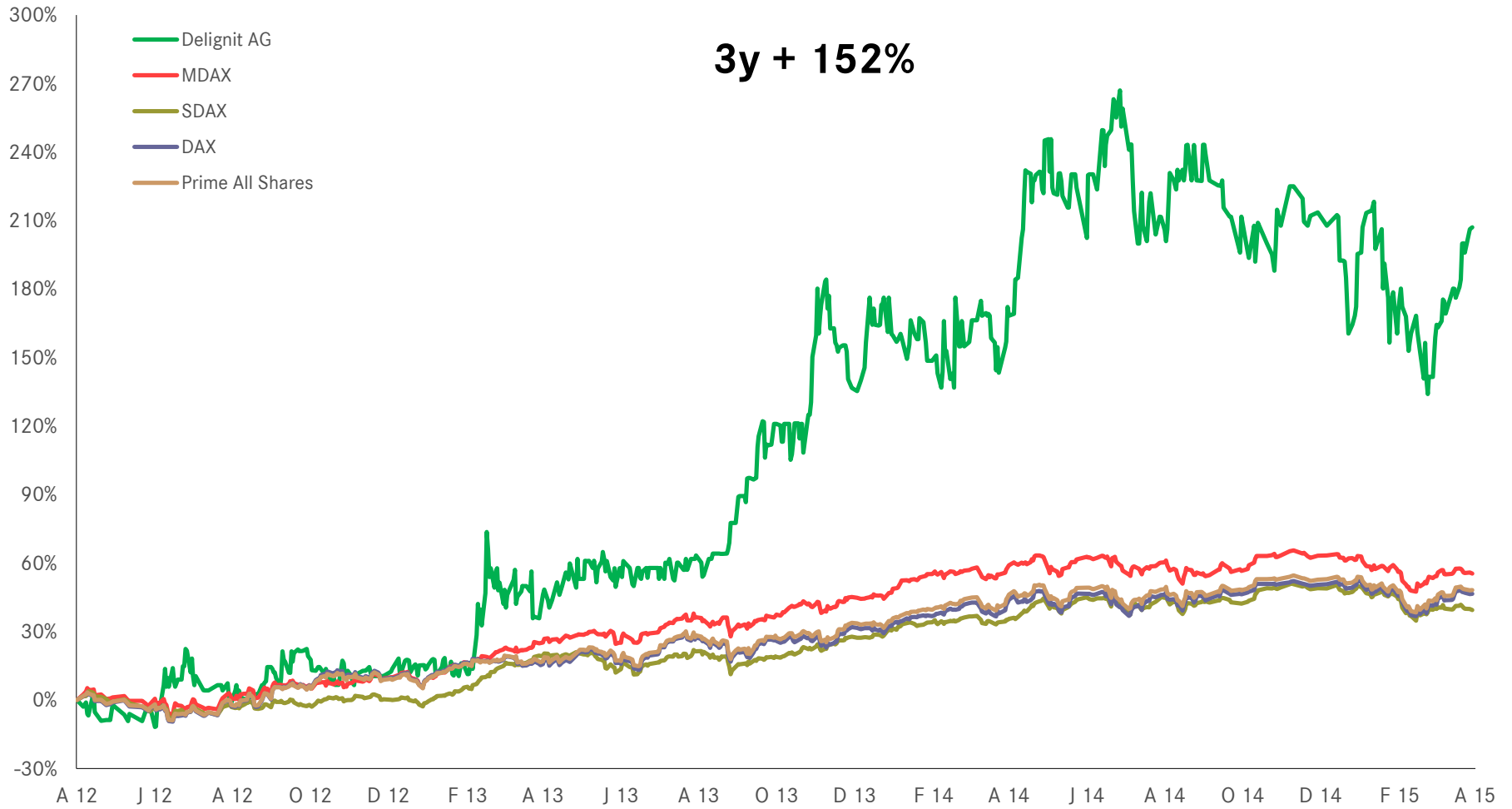
- New CNC center and new assembly robot
- Automated veneer-sorting and additional veneer-jointing line
- New high compression press
- Acquisition of DHK automotive group

## Innovations 2013/2014

- dunacore®, a lightweight honeycomb sandwich construction from renewable raw materials such as hemp
- Light commercial vehicle floor with load securing system certified under the EN ISO 27956 standard
- carbonwood®, a wood-CFK composite material

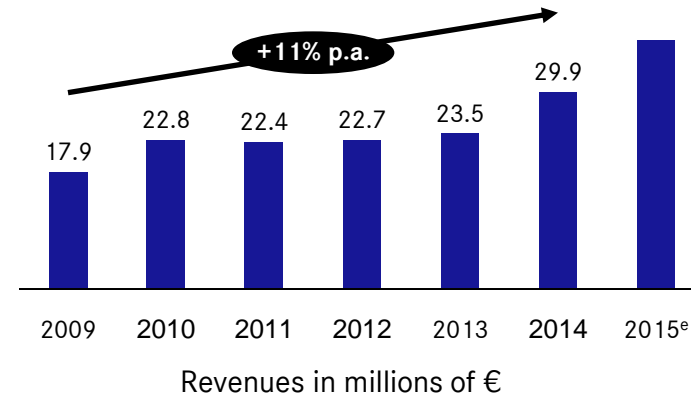
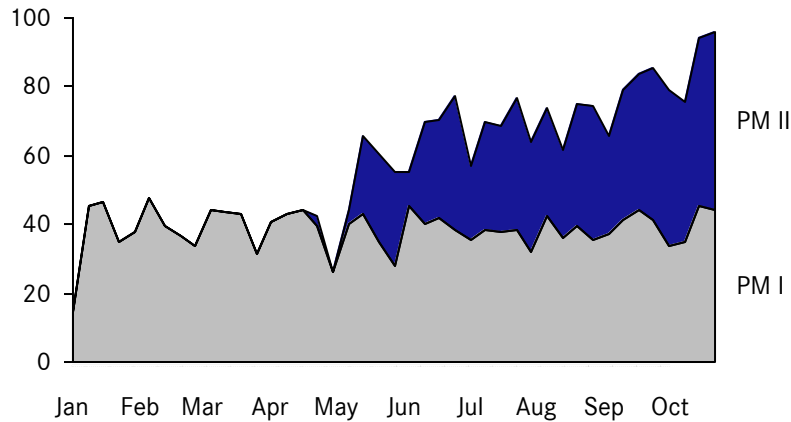


# Delignit share



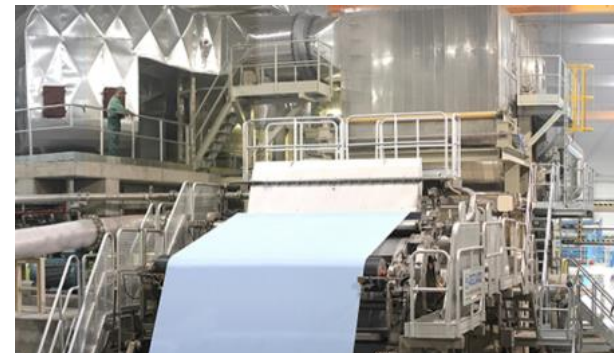
# Hanke Tissue – investments in high margin growth

Output volume 2014 (in t per day)

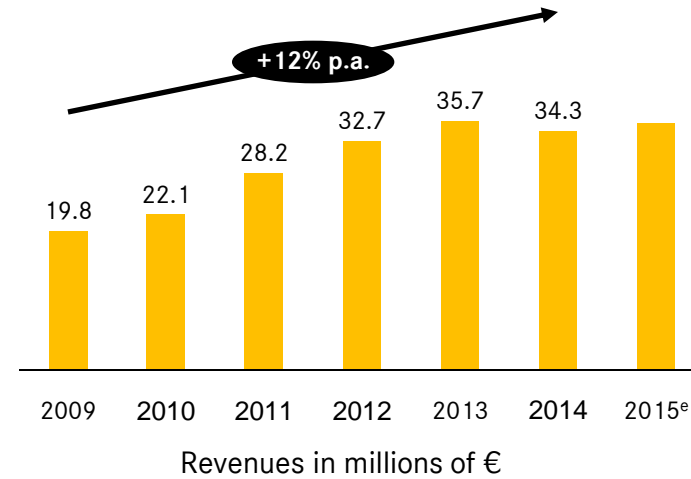
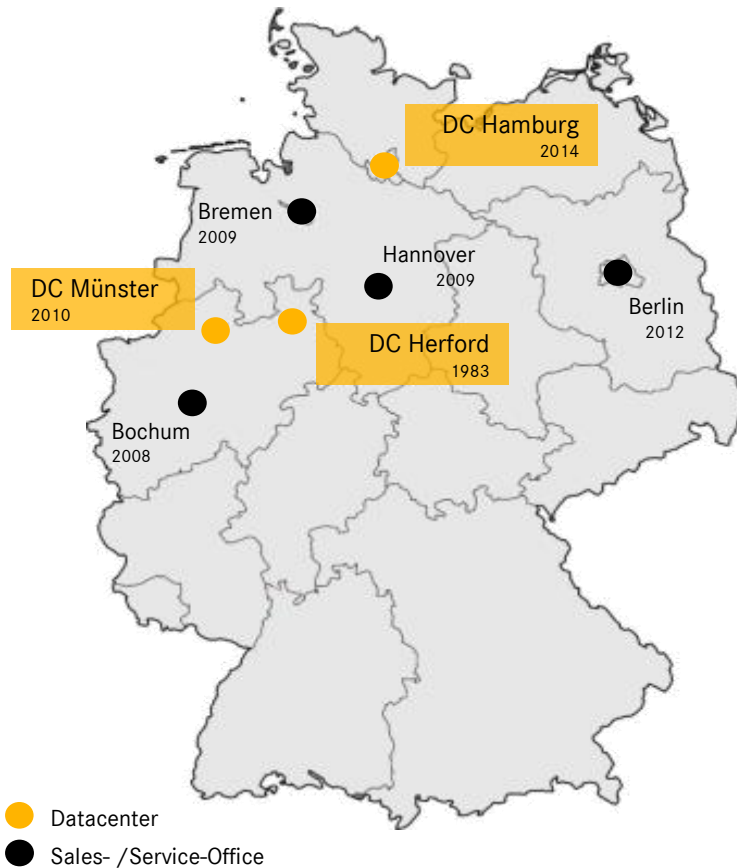


## Further completed investments

- Logistics center 7,600 sqm
- New 5-color logo printing machine
- New converting line for table runners
- New converting line for facial tissue
- New converting line for toilet paper
- New automated packaging line for toilet paper



Regional development 2008 – 2014

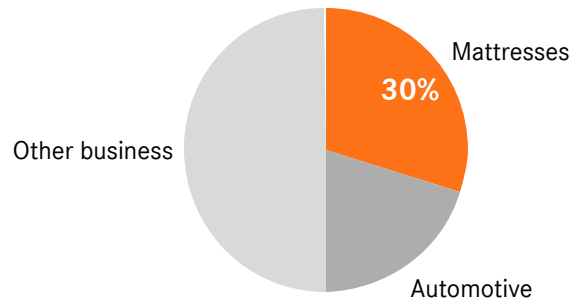


**DTS IST DIAMOND PARTNER**

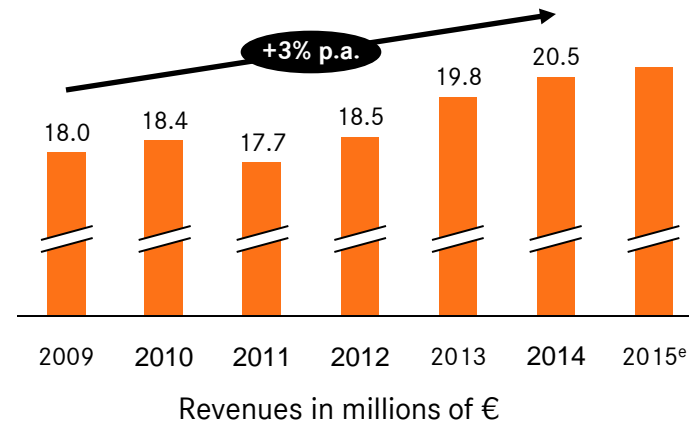
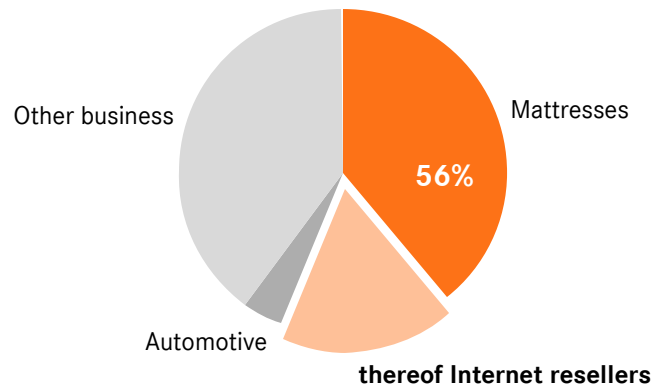
DTS Systeme ist größter Palo Alto Networks Partner in Mittel- und Osteuropa!

CT Formpolster growing with focus on mattresses – Internet drop-shipping as growth area

Revenue split 2009

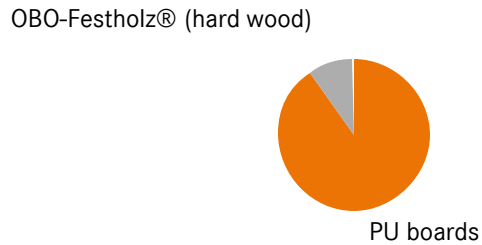


Revenue split 2015<sup>e</sup>

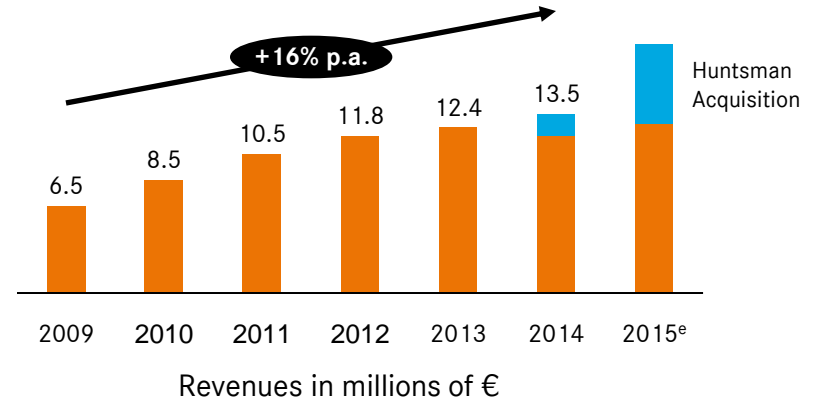
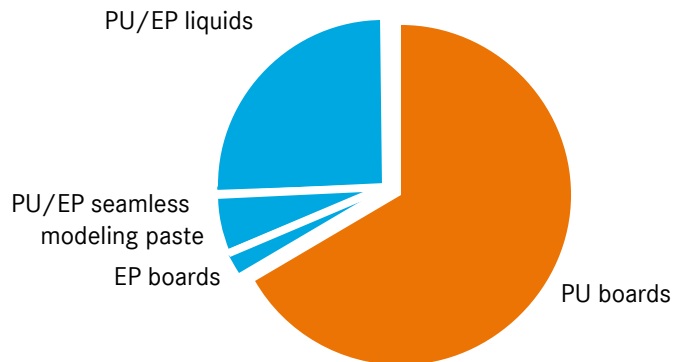


OBO has grown organically and by acquiring Huntsman Advanced Materials' tooling business

Revenue split 2009

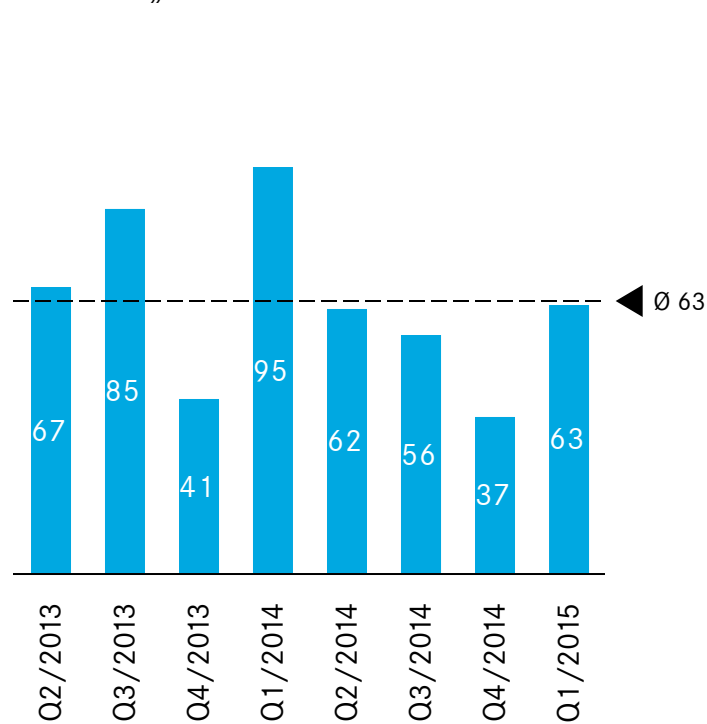


Revenue split 2015<sup>e</sup>



# Promising M&A potential

MBB M&A „Leads“



Ø ~ 250-300 Leads p.a with  
 ~ 100 detailed analyses

M&A trends for MBB

- Size More companies with €50 to €100 million in revenues
- Add-On Options Increasing number of buy & build opportunities as strategic additions
- Price expectations Increased price expectations by vendors
- Importance of reputation Large number of situations in which the sole criterion of price is irrelevant; reluctance with PE-business model



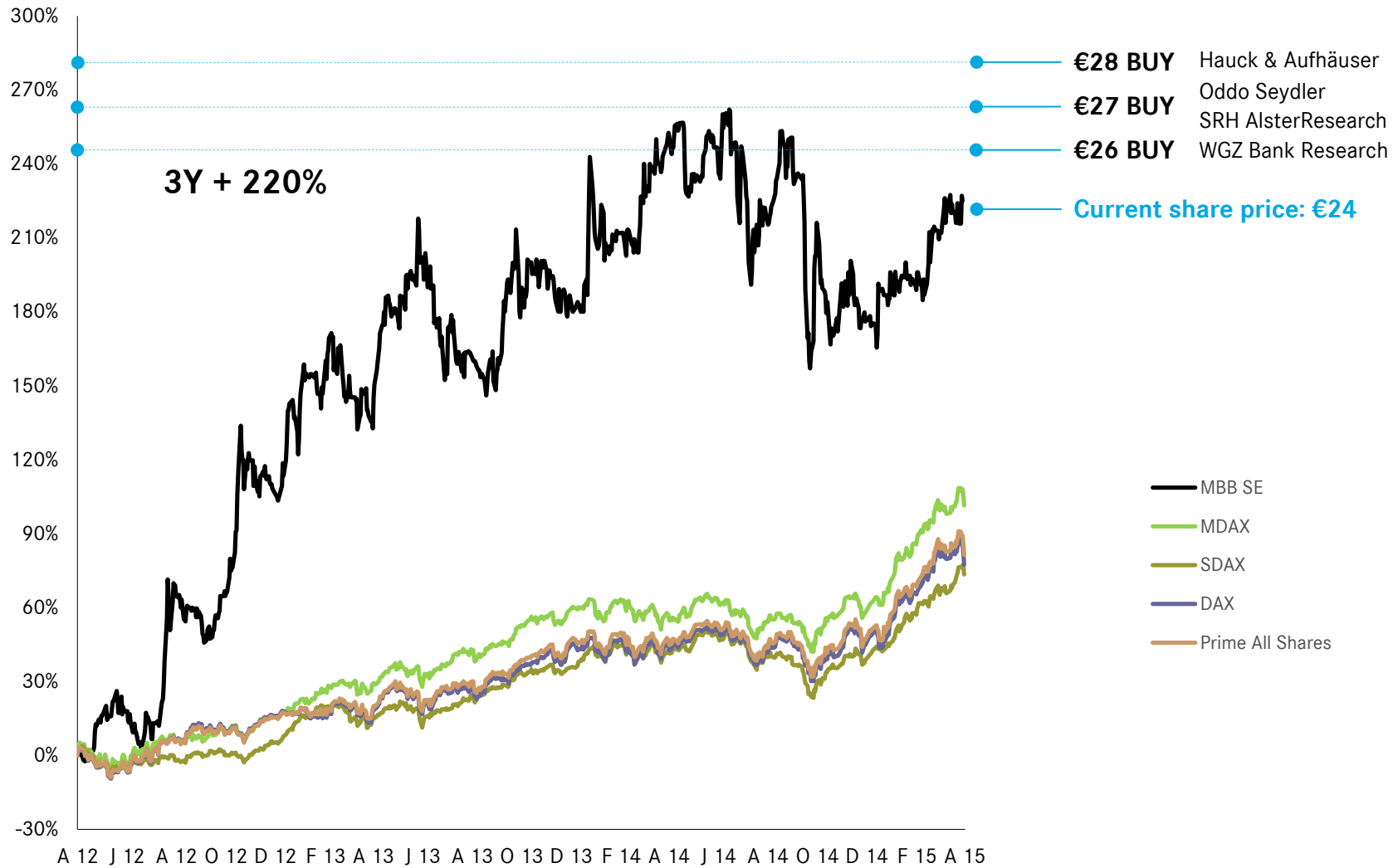
Mission

2014

2015

**Share**

# MBB share price development and analyst targets as of April 2015



## COMPANY

MBB SE is a family run group of German Mittelstand companies with technological and engineering expertise. Since 1995, MBB is growing sustainably by the long-term value enhancement of its subsidiaries as well as acquisition based. MBB stands for Messerschmitt-Bölkow-Blohm.

## Executive Management

Dr Christof Nesemeier (CEO)  
Anton Breitkopf  
Dr Gerrit Karalus  
Klaus Seidel

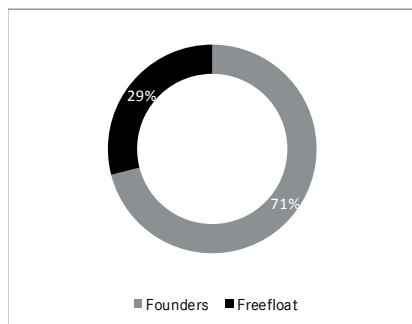
## BOARD

Gert-Maria Freimuth (Chairman)  
Dr Peter Niggemann (Vice Chairman)  
Dr Christof Nesemeier

## MBB SUBSIDIARIES

CT Formpolster GmbH  
Delignit AG  
DTS IT AG  
Hanke Tissue Spolka z o.o.  
MBB Fertigungstechnik GmbH  
OBO Werke GmbH & Co. KG

## SHAREHOLDER STRUCTURE



## KEY FIGURES (in million of €)

	2006	2007	2008	2009	2010	2011	2012	2013	2014
Revenue	63	114	199	81	100	110	205	228	237
EBITDA	10.6	21.2	19.5	7.9	-3.2	9.2	24.6	22.7	22.0
Group earnings	4.3	13.6	8.0	3.5	-6.8	3.3	13.6	13.5	13.2
EPS in €	0.65	2.07	1.22	0.54	-1.04	0.51	2.11	2.09	2.01
DPS in €	0.1	0.25	0.25	0.5	0.33	0.44	0.5	0.55	0.57 <sup>e</sup>
Total Assets	79.4	131.9	139.9	101.9	91.7	85.8	148.7	177.2	196.7
Equity	35.5	50.5	54.3	55.6	47.4	45.7	57.4	67.8	78.6
Equity ratio	44.7%	38.3%	38.8%	54.5%	51.7%	53.3%	38.6%	38.3%	39.9%
Net Debt (-) / Net Cash (+)	8.9	0.8	-1.0	10.7	14.8	13.7	31.5	23.8	24.3
Employees	1,372	1,792	1,827	1,122	665	714	998	1,066	1,146

## CONTACT

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10719 Berlin  
Germany

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Fax: +49-30-844-153-33  
request@mbb.com  
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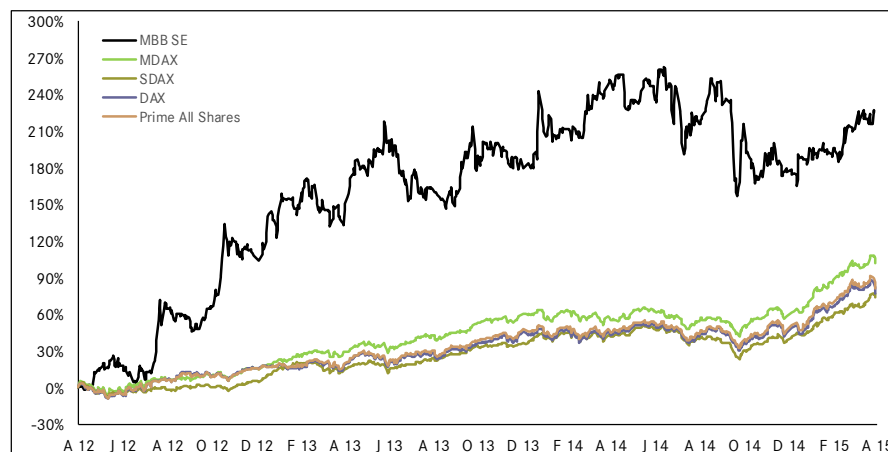
## SHARE DATA

ISIN DE000A0ETBQ4  
WKN A0ETBQ  
Share type Ordinary shares  
Reuters Code MBBG.DE  
Ticker Symbol MBB  
Admission segment Prime Standard  
Number of shares 6,600,000

## FINANCIAL CALENDAR

29 May 2015 Quarterly report Q1.2015  
30 Jun 2015 Annual General Meeting 2015  
31 Aug 2015 Quarterly report Q2.2015  
25 Nov 2015 German Equity Forum 2015  
30 Nov 2015 Quarterly report Q3.2015  
31 Dec 2015 End of fiscal year

## SHARE PRICE DEVELOPMENT (3 years)



## FINANCIAL CALENDAR



Quarterly report Q1.2015	29 May 2015
Annual General Meeting 2015	30 June 2015
Quarterly report Q2.2015	31 August 2015
Quarterly report Q3.2015	30 November 2015
End of fiscal year	31 December 2015

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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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