

Annual General Meeting 2017

MBB SE

Berlin, 28 June 2017

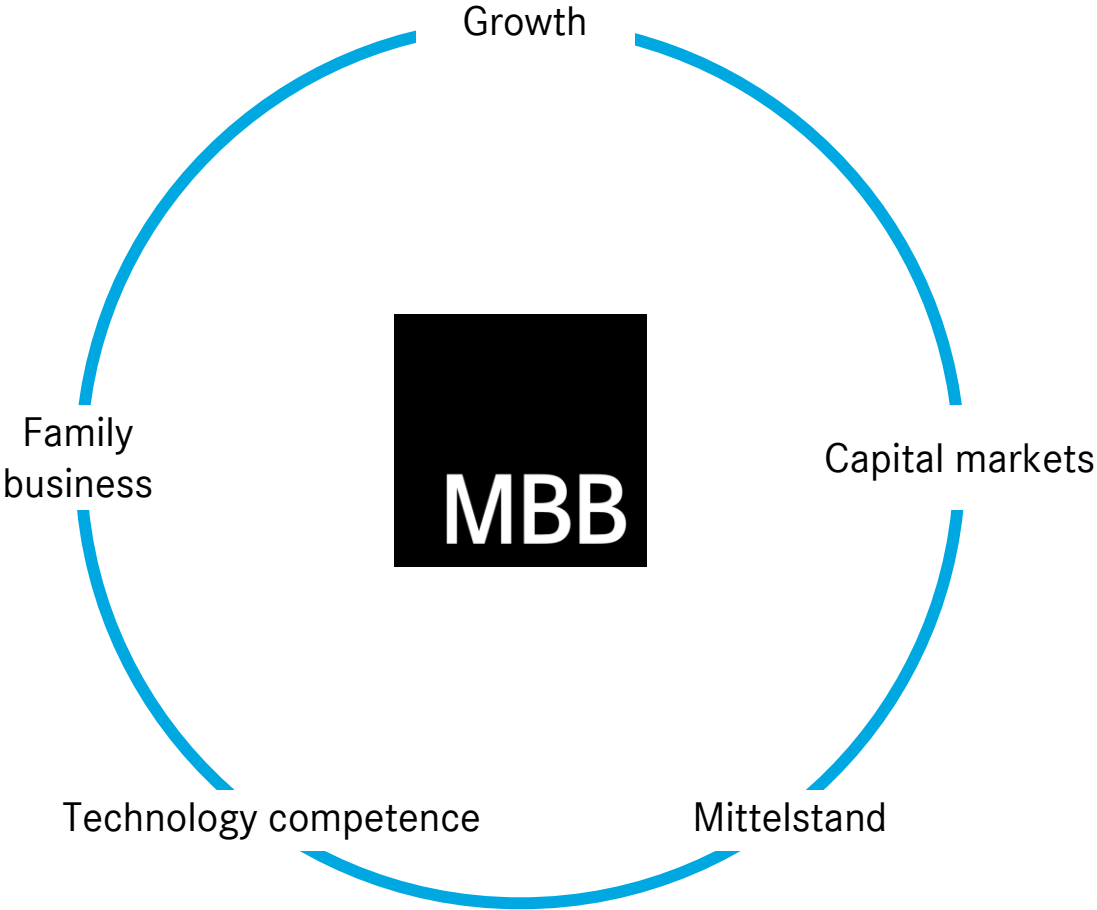
Overview

2016

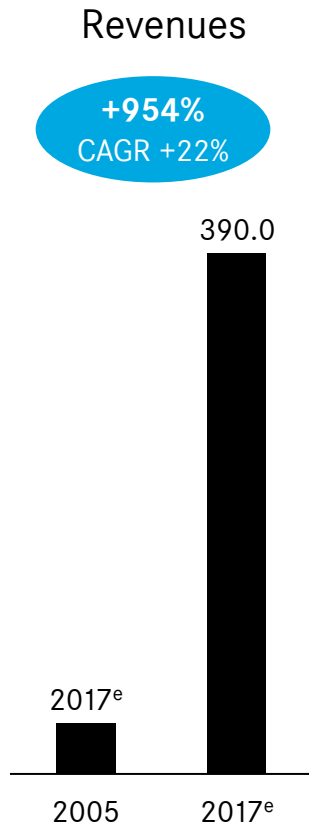
2017

Share & Outlook

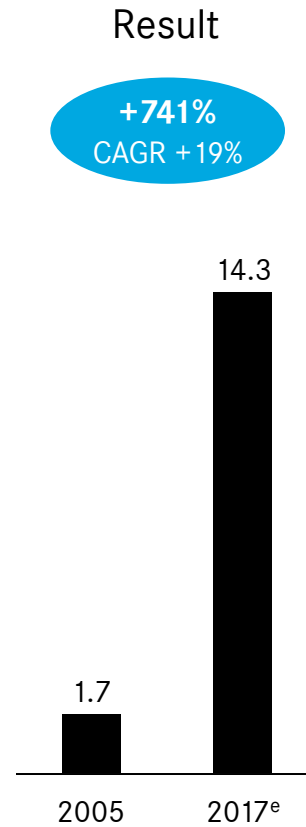
Mission: As a listed family business, MBB generates exceptional revenues and value growth through technological expertise



20% average growth since IPO

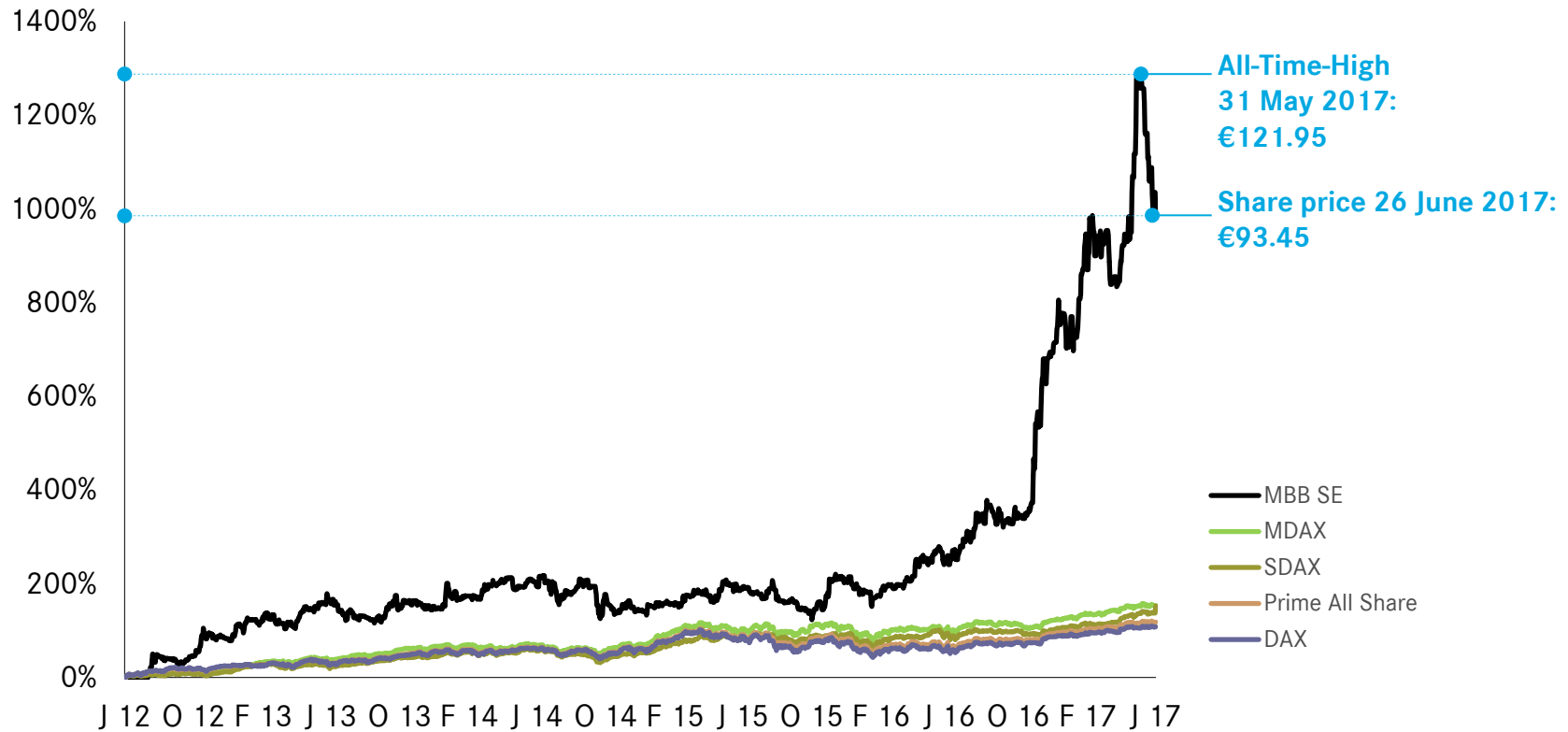


in millions of €

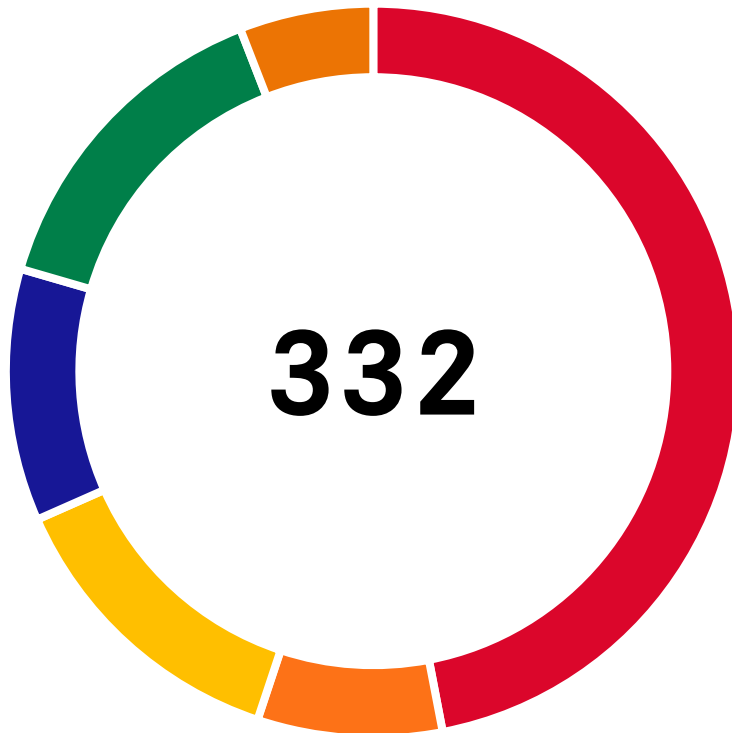


in millions of €

205% share price increase since last Annual General Meeting



€332 million revenues in 2016 with more than 1,500 employees



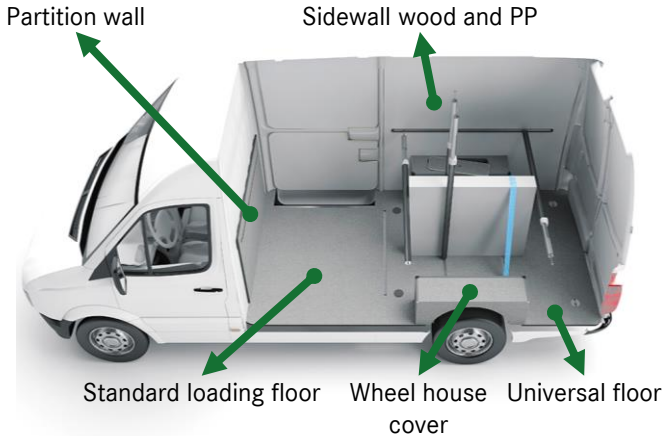
- Aumann**
E-mobility
(MBB subsidiary since 2012/2015)
- CT Formpolster**
Mattresses for e-commerce
(MBB subsidiary since 2010)
- DTS**
IT security
(MBB subsidiary since 2008)
- Hanke Tissue**
Tissue products in CEE
(MBB subsidiary since 2006)
- Delignit**
Ecological products for technology industries
(MBB subsidiary since 2003)
- OBO**
Cost leadership chemical products
(MBB subsidiary since 2003)

Revenues in millions of €
1,558 employees (incl. trainees)*

* As of 31 December 2016

Delignit with significant new orders of high strategic relevance

New and follow-up automotive orders for transporter projects



Three new OEM orders;
two orders with more than 10 years duration
one order with one year duration and potential extension

Ramp-up phase with first revenues in 2017

Delivery to a production site in Europe as well as to a new US production site of an OEM through the foundation of Delignit North America Inc.

New automotive orders



New order with multi-year duration

Scope of order: cargo securing package including fixation technology

New rail orders



Two new orders for the rail industry with equipment of 29 resp. 70 trains; delivery until end of 2018

Delignit® Railfloor Basic as system floor solution

OBO accelerates growth through investments

Boards



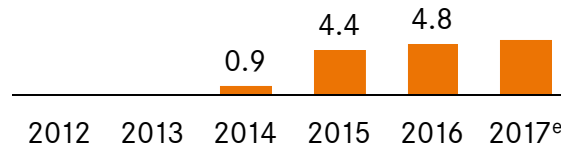
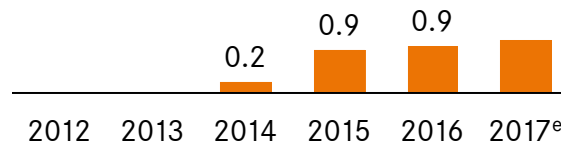
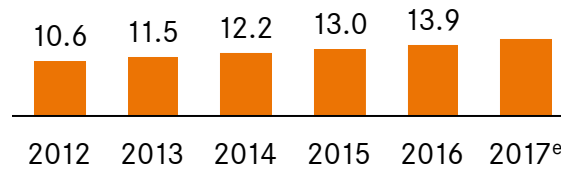
Pastes



Liquids



Revenues by product group
in millions of €



Growth perspective

New casting machine to increase capacity and efficiency

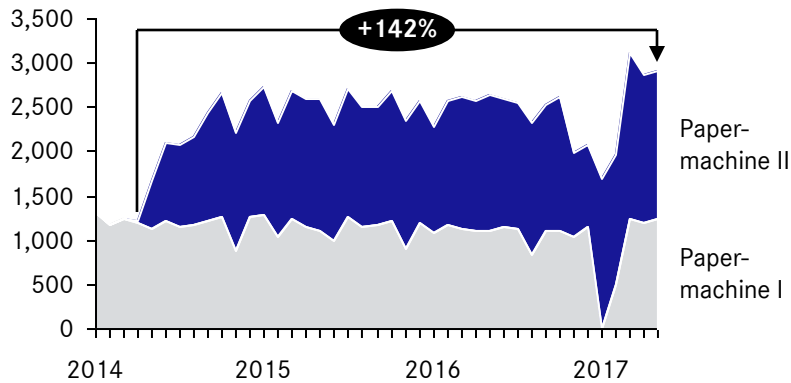
New production site

Higher share of in-house production

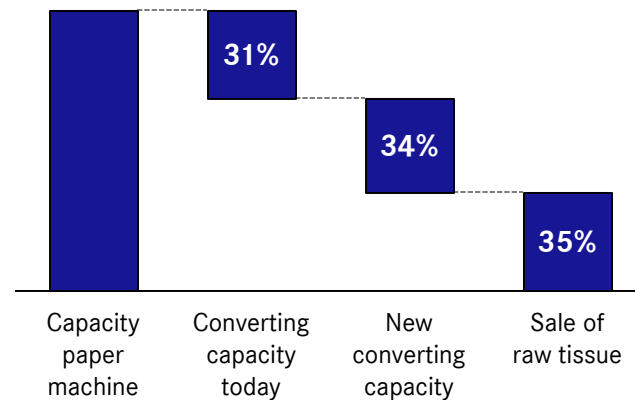
Diversification
(e.g. more project business, production of finished parts)

Hanke Tissue – 11 years of investing into sustainable organic growth

Raw tissue output (in tons per month)



Sales channels for raw tissue paper (> 35k tons per year)



Investments

Total investment since 2006 > €35m

2016: new logistic facility 5,200 sqm

2016 and beyond: significant increase in converting and packaging capacity for napkins, toilet paper, facial tissues, away-from-home products

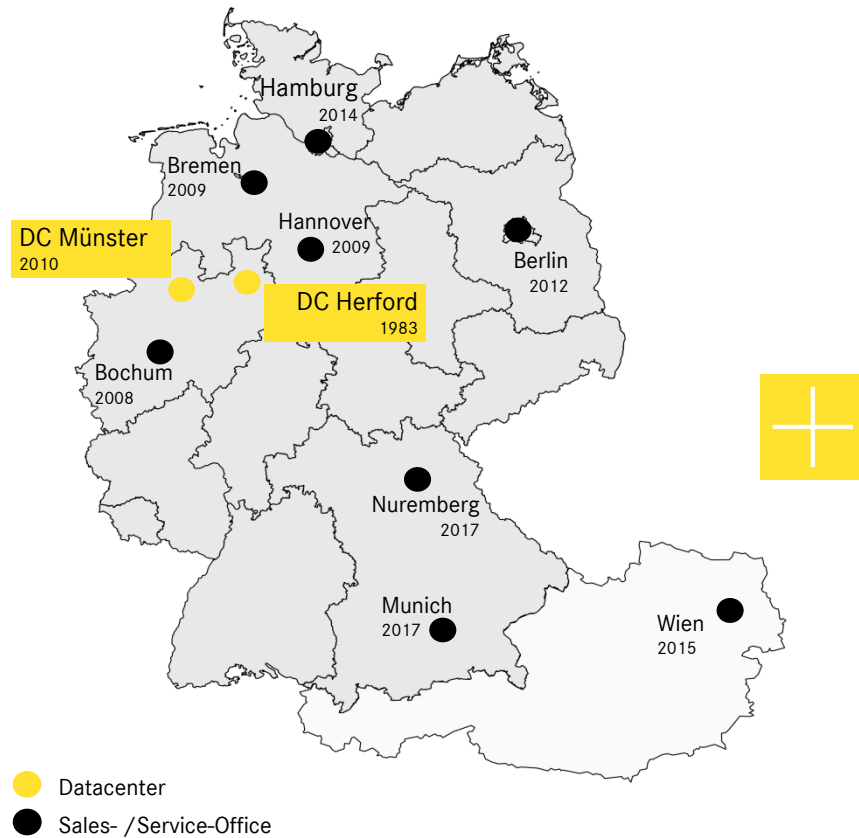
2016/2017 new central energy and steam generation

2016/2017 gas heating for paper machines

2017-19 new logistic facility 9,000 sqm

DTS with excellent solutions for new trends resulting in record breaking year

Regional expansion 2008 to 2016



DTS Key topics

IT Security

From enterprise firewall to security event management

Big Data

from SSD-High-Speed-Cluster to distributed object storage

Industry 4.0

From machine access control to SPS monitoring

Hybrid Cloud

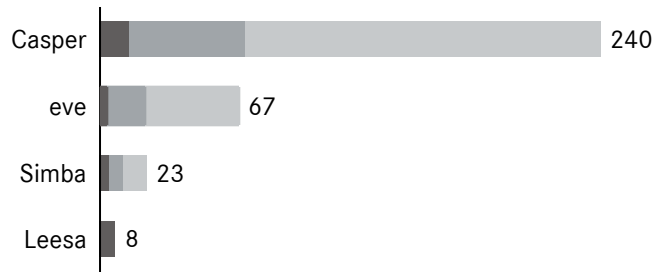
From storage tiering to cloud-authentication-solutions

Record year 2016

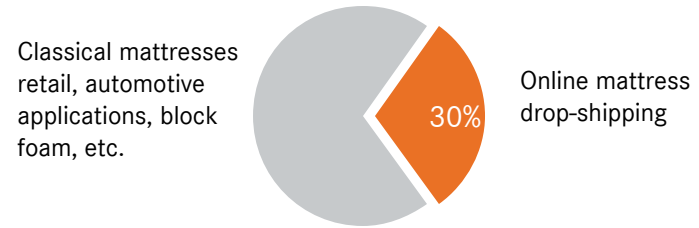


CT Formpolster is ideally positioned to benefit from the online mattress trend

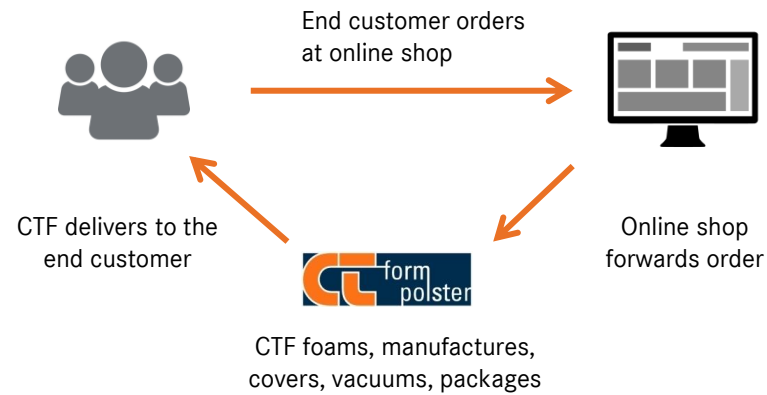
Online mattress start-ups are raising high amounts of money
 Financing rounds of international mattress start-ups in millions of \$



Almost one third of revenues with online retailers
 Revenue distribution of CT Formpolster Q1 2017



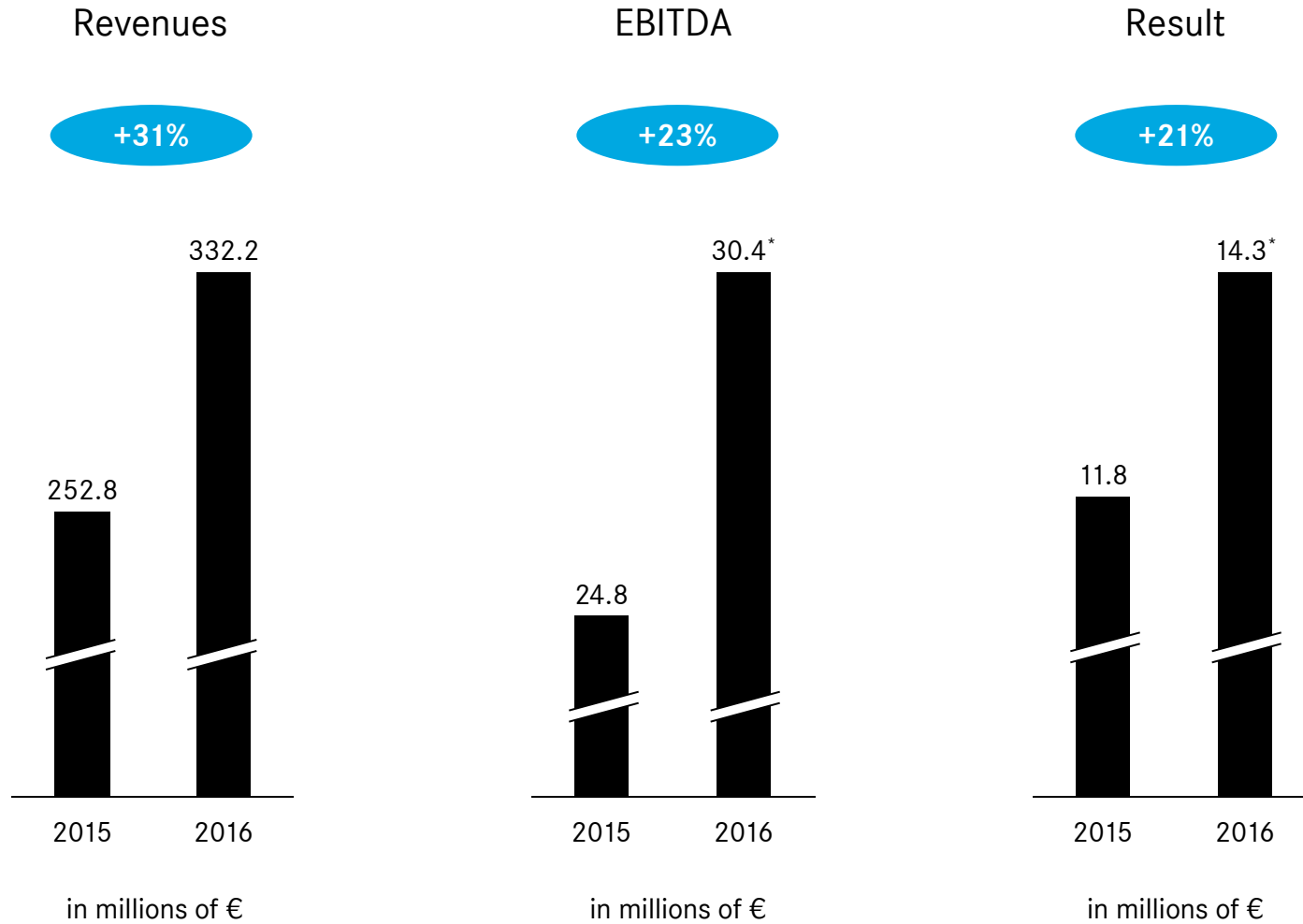
CT Formpolster is a one-stop-shop for online mattress retailers



Substantial increase of drop-shipping capacities
 Additional site in Löhne



Strong growth in revenues and result in 2016 ...

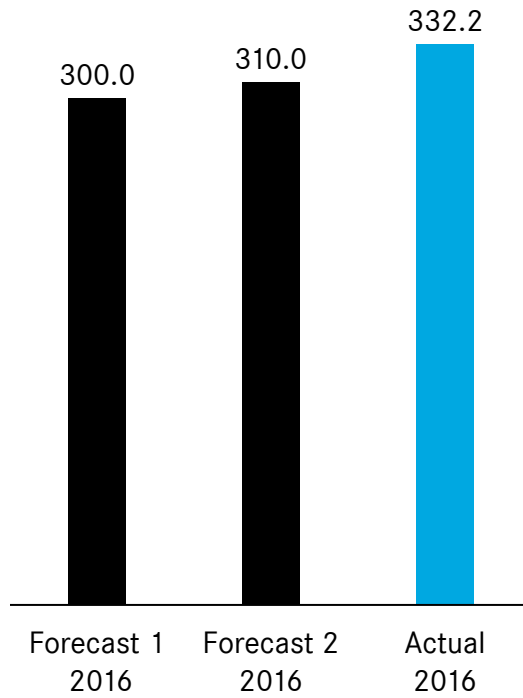


*Including a one-off effect of €4.4 million (before taxes) resp. €3 million (after taxes) from the set-up of provisions for the long-term bonus programme, which has not been normalized.

... exceeding the forecasts again

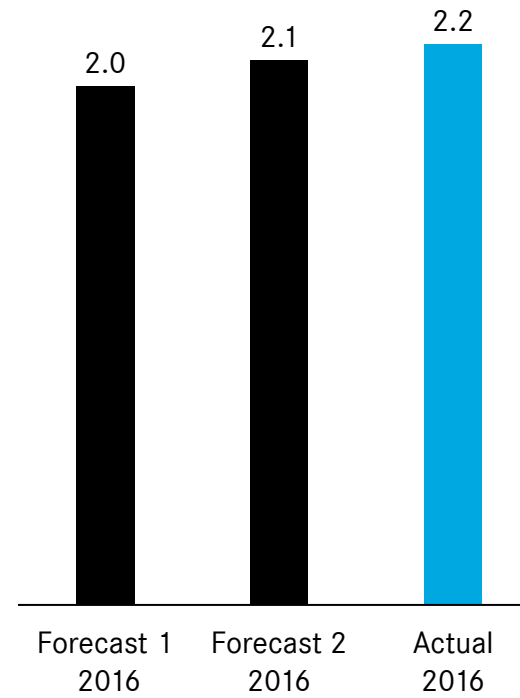


Revenues



in millions of €

Result



in millions of €

Sound financial basis ...

Balance sheet as of 31 December 2016
in millions of €

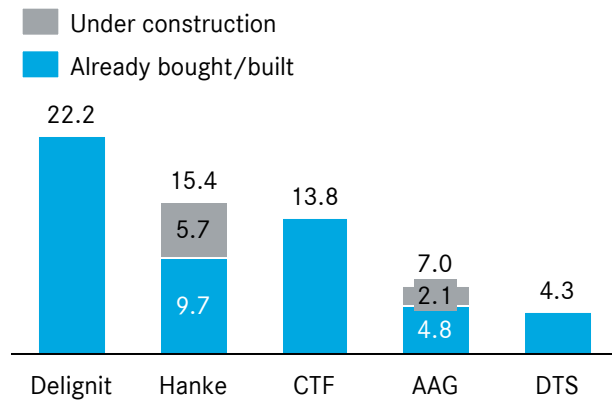


* Liquidity & securities & gold

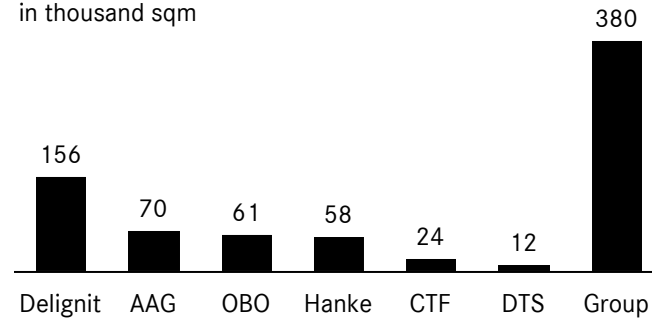
** without cash

... enables significant investments into the substance ...

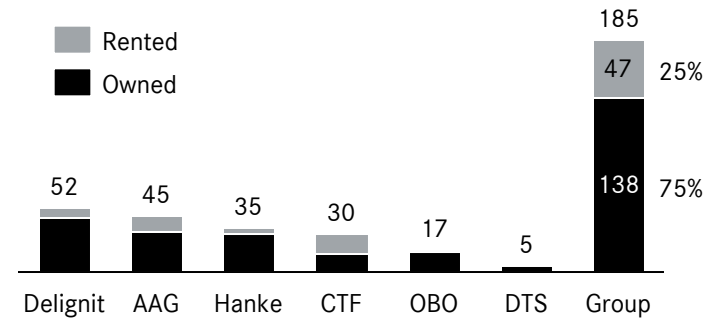
New buildings since 2014
in thousand sqm



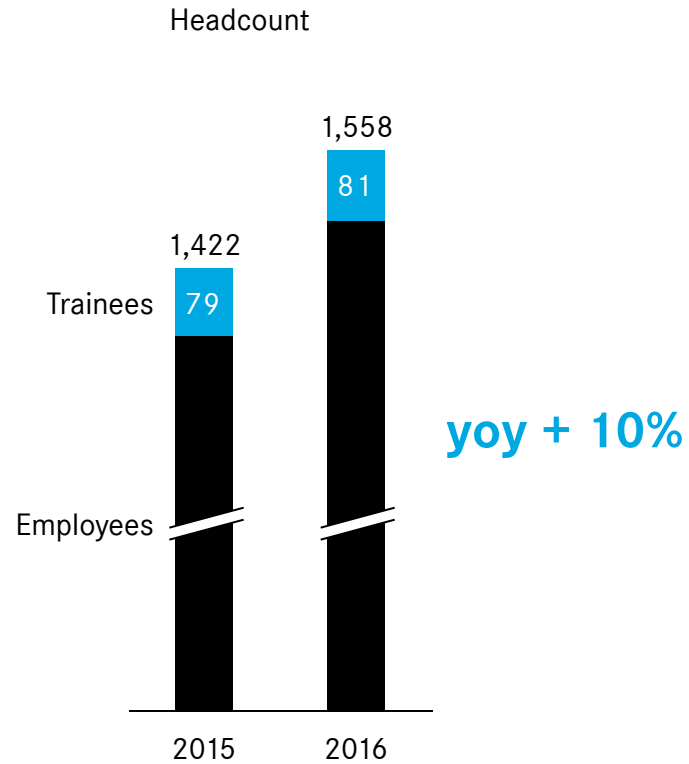
Land area
in thousand sqm



Production-, storage-, office- and other area
in thousand sqm



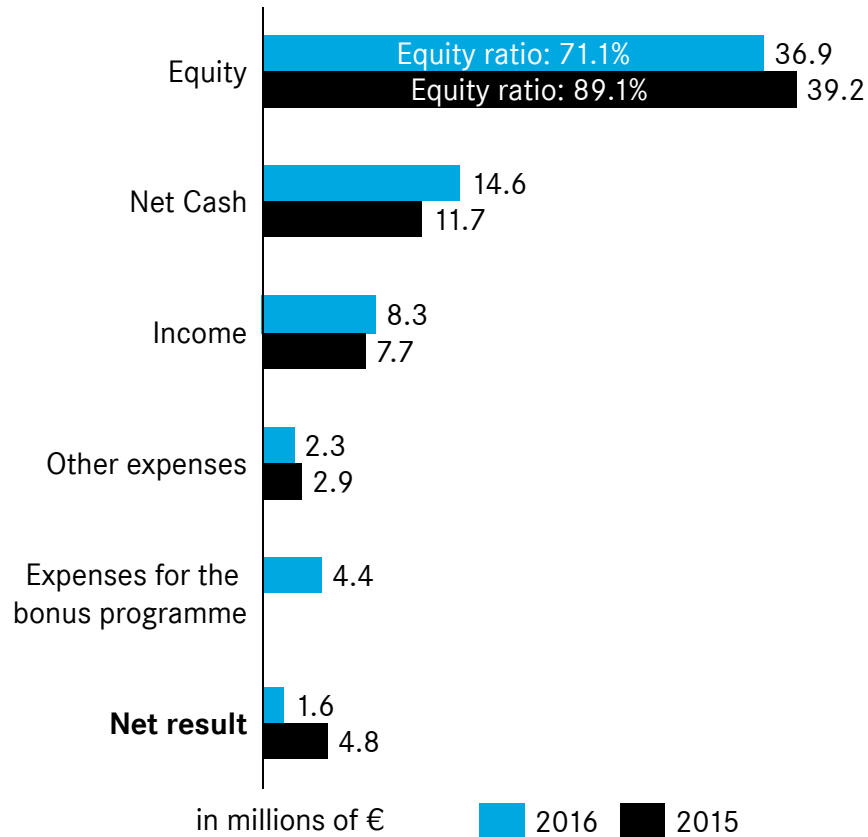
... and creates attractive workplaces for new MBB employees



Stock performance impacts result due to provision for the bonus programme related to the share price



Individual financial statement MBB SE 2016 (German GAAP)



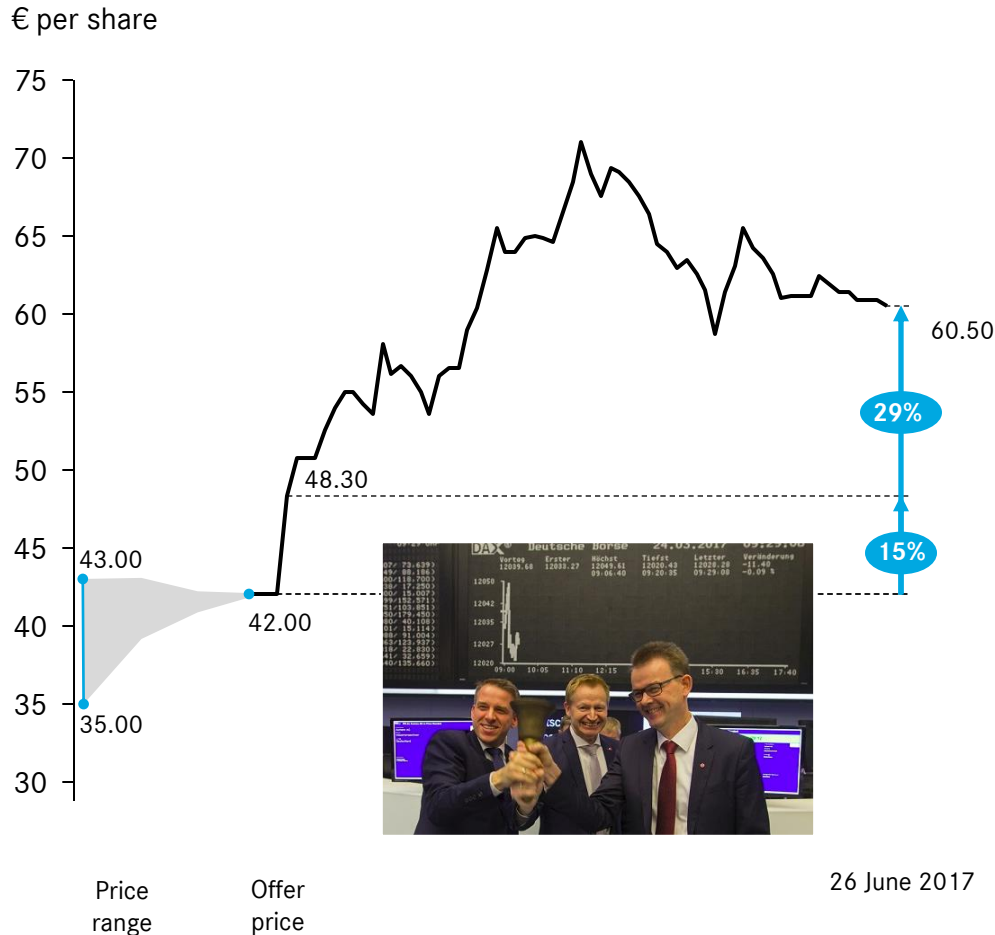
Overview

2016

2017

Share & Outlook

The beginning of the year was impacted by the very successful Aumann IPO ...



Effects on MBB

As majority shareholder (53.6% of shares) MBB still **participates** in the **e-mobility** prospects

Strengthening of Aumann's **growth prospects** (Capital increase €63 million)

Increase in **Net Cash (Group)** to **€213 million**

Increase in **Net Cash (MBB SE)** to **€178 million**

Strengthening of equity by more than €160 million (€24 / share)

Higher **visibility of asset value** in the MBB portfolio

Rebalancing of **the opportunities and risks profile** of the MBB portfolio

... which generated very positive media response

Frankfurter Allgemeine
ZEITUNG FÜR DEUTSCHLAND

„Aumann manages brilliant IPO“

Handelsblatt

„Fantastic IPO for automotive supplier Aumann“

Börsen-Zeitung
Zeitung für die Finanzmärkte

„Aumann masters fulminant IPO“

boerse.ARD.de

„Aumann is surfing the e-mobility wave“

BÖRSE
ONLINE

„IPO candidate starts considerably above issue price “

DERAKTIONÄR

„MBB subsidiary Aumann celebrates top IPO“

GoingPublic
Magazin

„Aumann debuts with price increase at stock exchange“

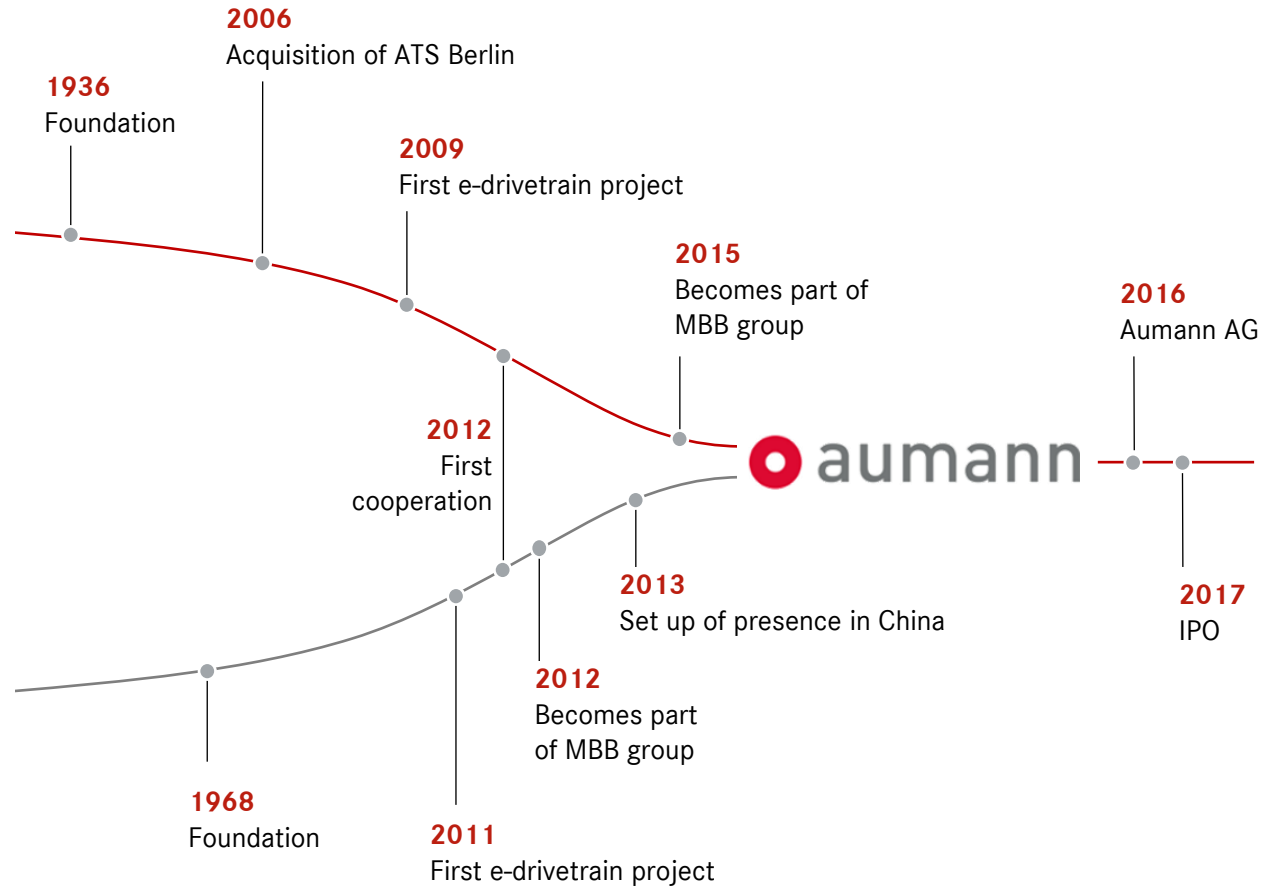
Aumann is an excellent example of the successful development of a MBB company



- ▶ E-mobility focus
- ▶ E-mobility references
- ▶ Winding technology

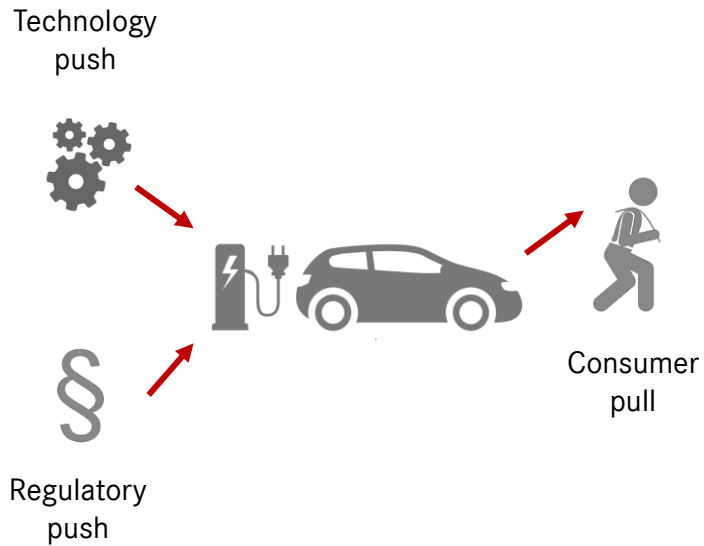


- ▶ Automation know-how and production scalability
- ▶ E-mobility experience and process excellence
- ▶ OEM relationships



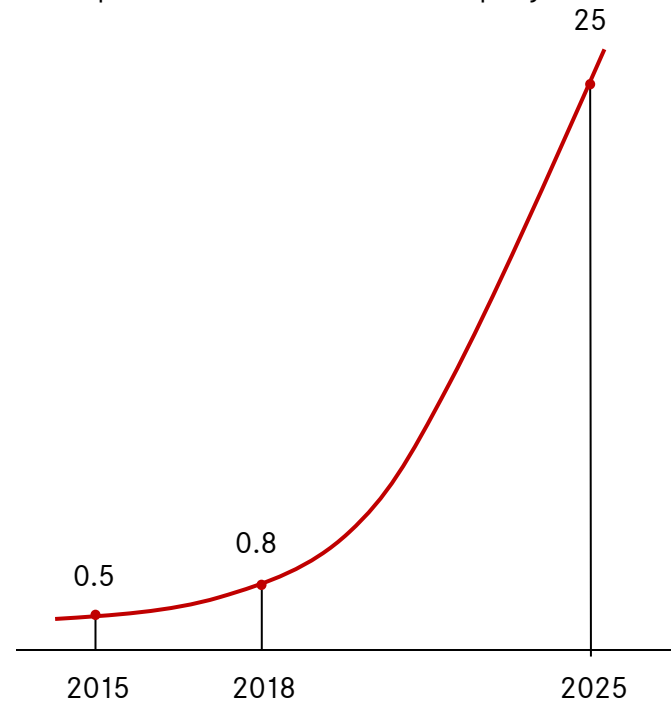
E-mobility will grow rapidly

Three factors put electric vehicles on the road



Electric vehicles*

Global production in million vehicles per year



* Electric vehicles including hybrids
Source: IHS

Aumann is well positioned

1 **Pioneer of e-mobility revolution**
based on leading modular mechanical engineering



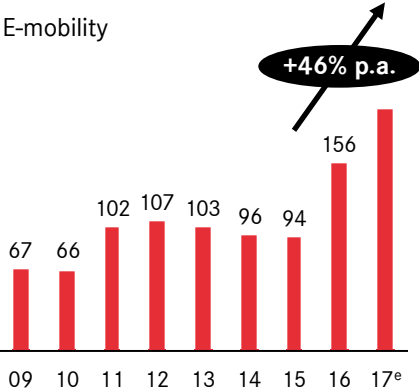
2 **Outstanding technology for e-mobility**
through decades of experience in winding and automation



3 **Long-standing partnership with OEMs + Tier-1s**
with large installed base around the globe



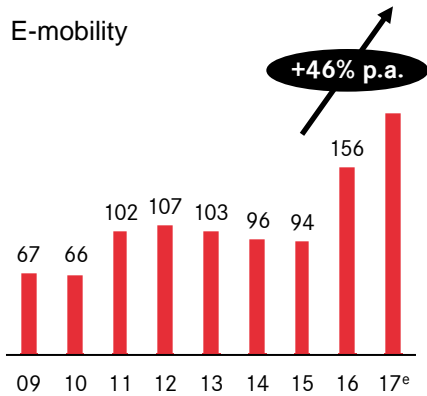
E-mobility drives Aumann's revenue growth in 2017 to more than €200 million ...



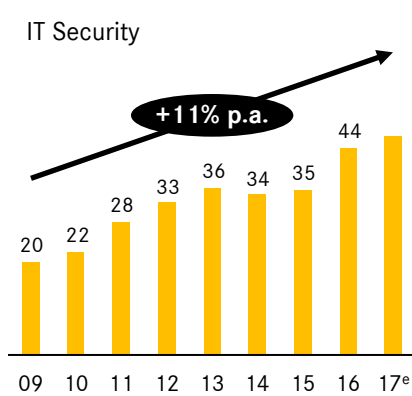
... while at the same time all other MBB subsidiaries grow strongly as well



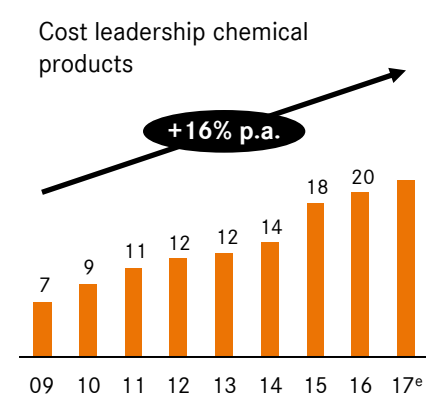
E-mobility



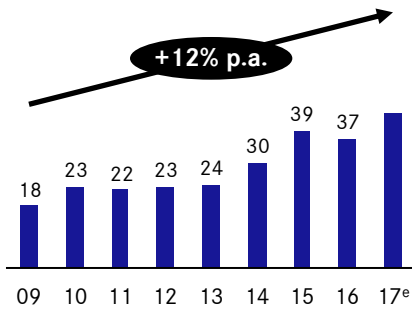
IT Security



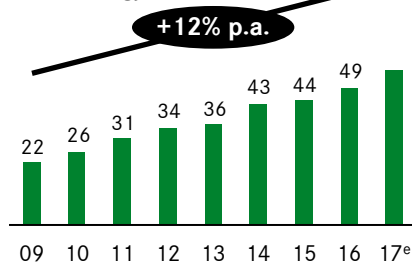
Cost leadership chemical products



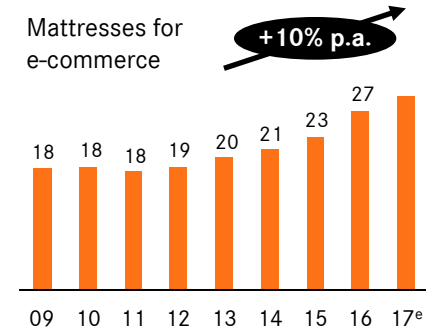
Tissue products in CEE



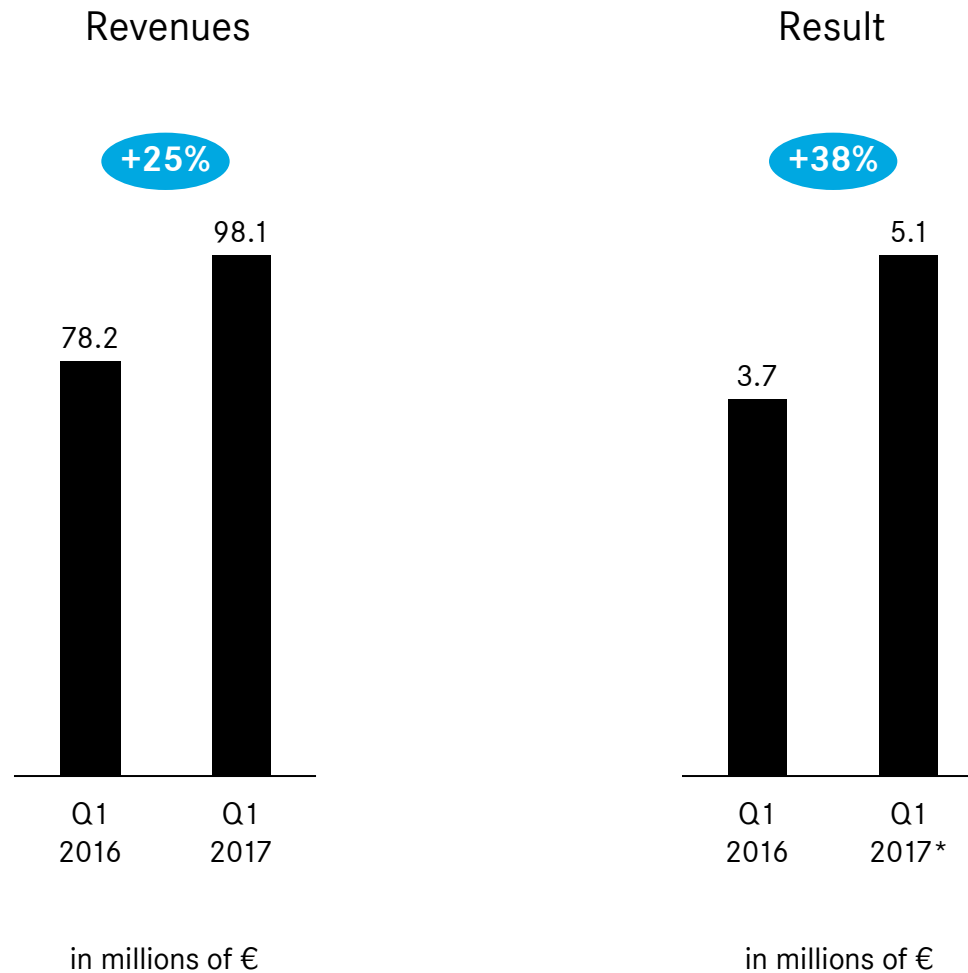
Ecological products for technology industries



Mattresses for e-commerce

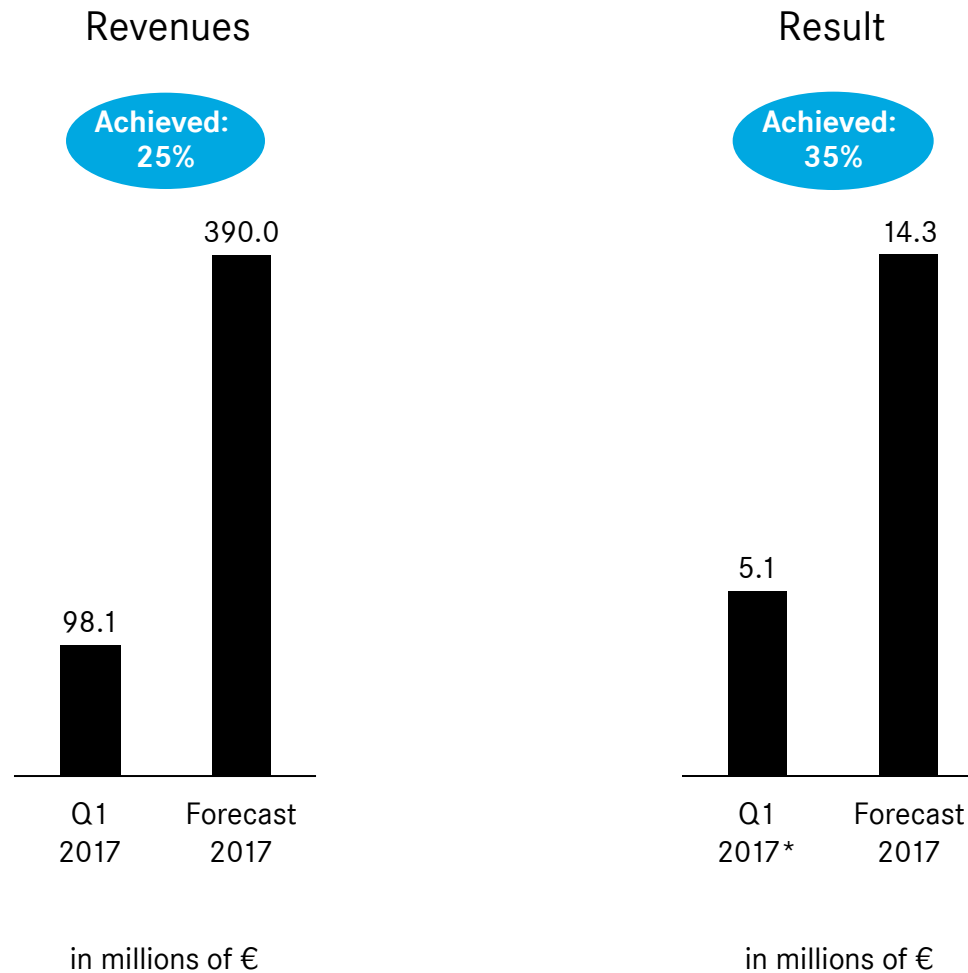


MBB starts into 2017 with record revenues and result



* Partial disposal of the shareholding in Aumann AG with effective date 31 March 2017. Accordingly, the minority share increases from Q2 onwards.

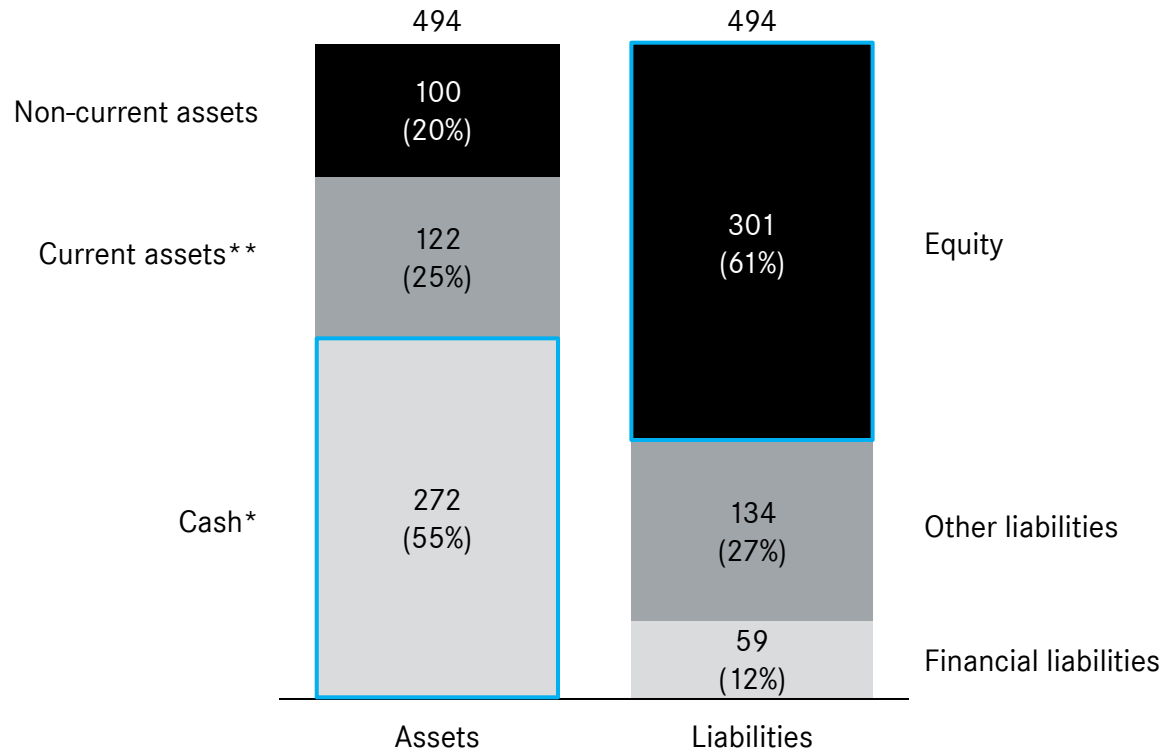
Q1 is in line with the forecast for the full year



* Partial disposal of the shareholding in Aumann AG with effective date 31 March 2017. Accordingly, the minority share increases from Q2 onwards.

Balance sheet enables further growth

in millions of €



As of 31 March 2017
 * Liquidity & securities & gold
 ** without cash

Overview

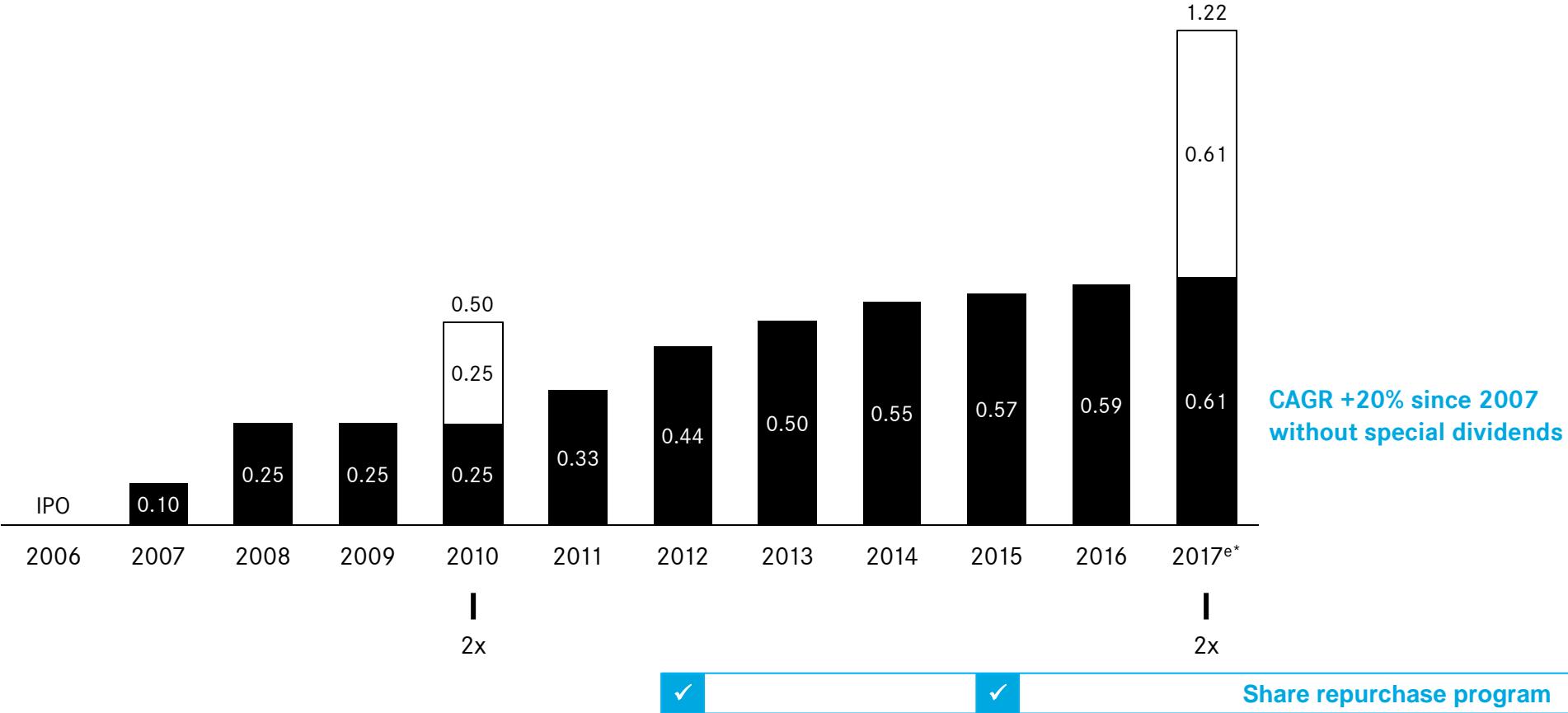
2016

2017

Share & Outlook

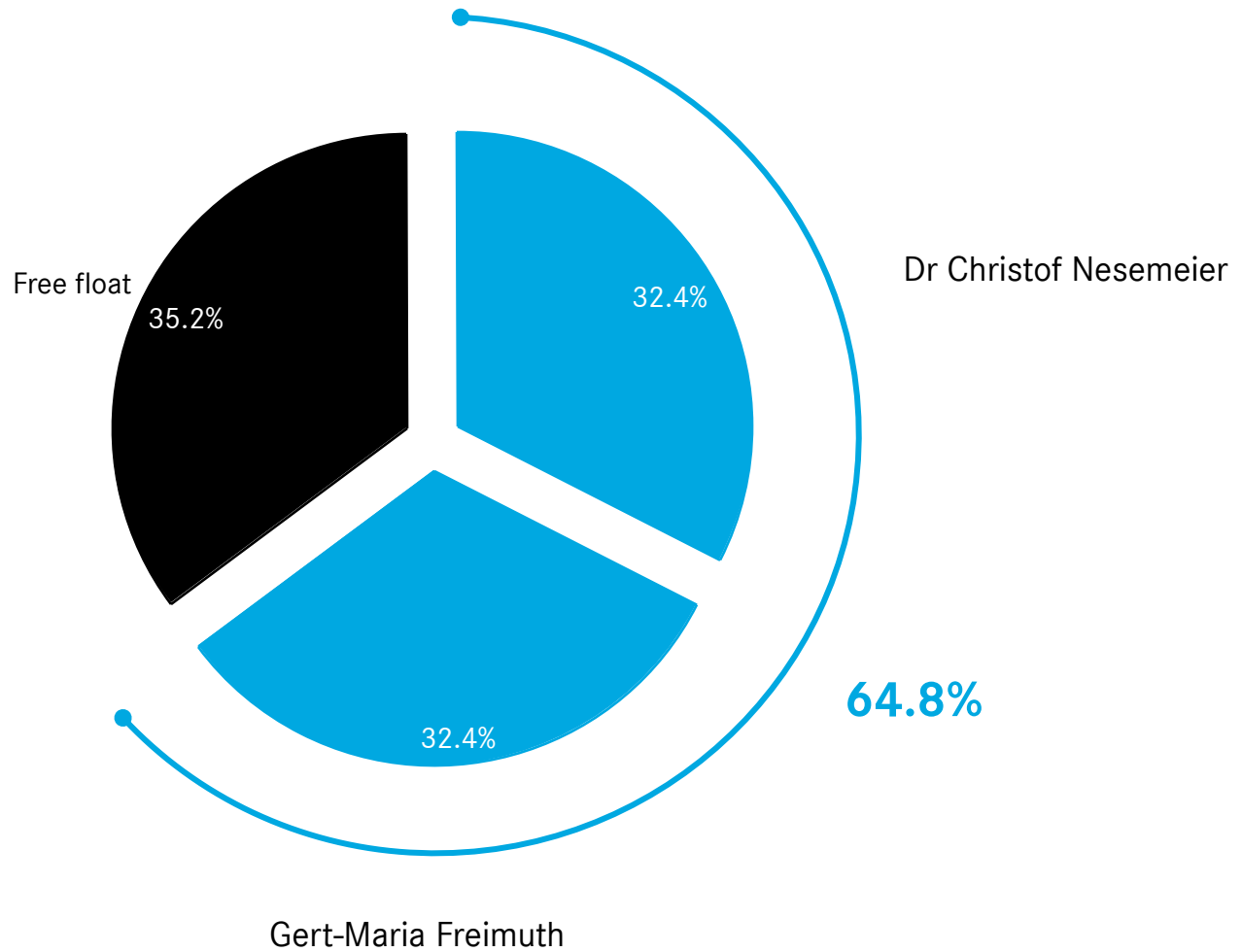
Doubled dividend due to record year 2016 and Aumann IPO

Dividend payments in € per share



* Proposal of the Board to the Annual General Meeting to be held on 28 June 2017

Free float increases the likelihood of SDAX inclusion



MBB wants to achieve strong growth on well established paths



1 Organic

Growth through investments in our companies



2 Buy-and-build

Acquisitions of new subsidiaries for our companies



3 New

Acquisitions of new companies

Acquisitions are at the heart of the growth model of MBB

MBB



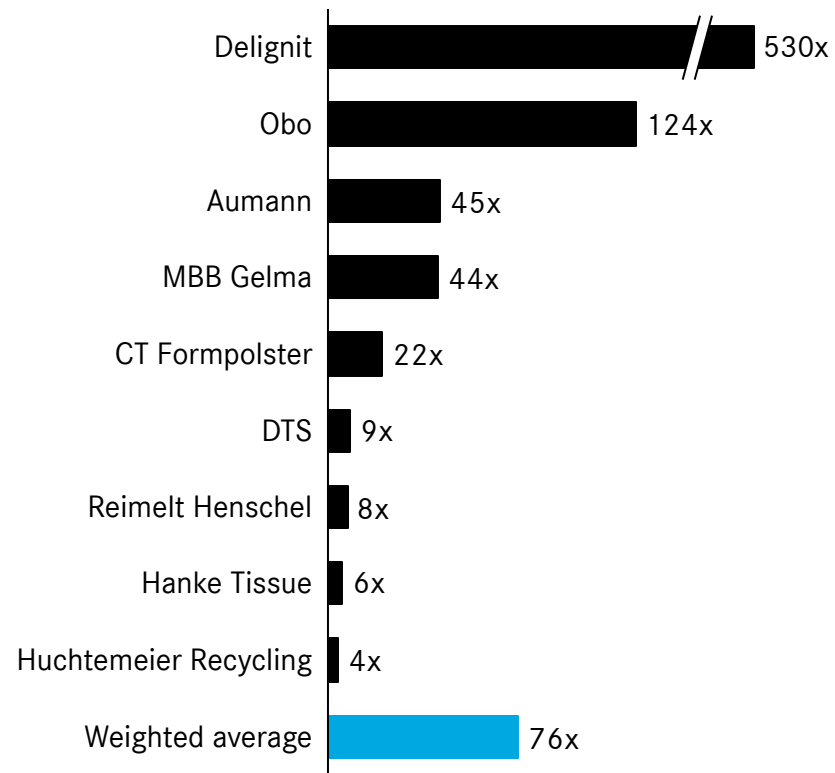
MBB

- **Majority stakes**
- **Niche market player with established business model**
- **High and long-term value growth potential**
- **Experienced, highly motivated and success dependent managers**
- **Selling situations with focus on reliable and sustainable new owner**
- **Acquisitions with up to €40 million equity investments**

20 years track record of investment quality



Equity value increase



MBB in five years: €750 million revenue in 2022



Growth targets

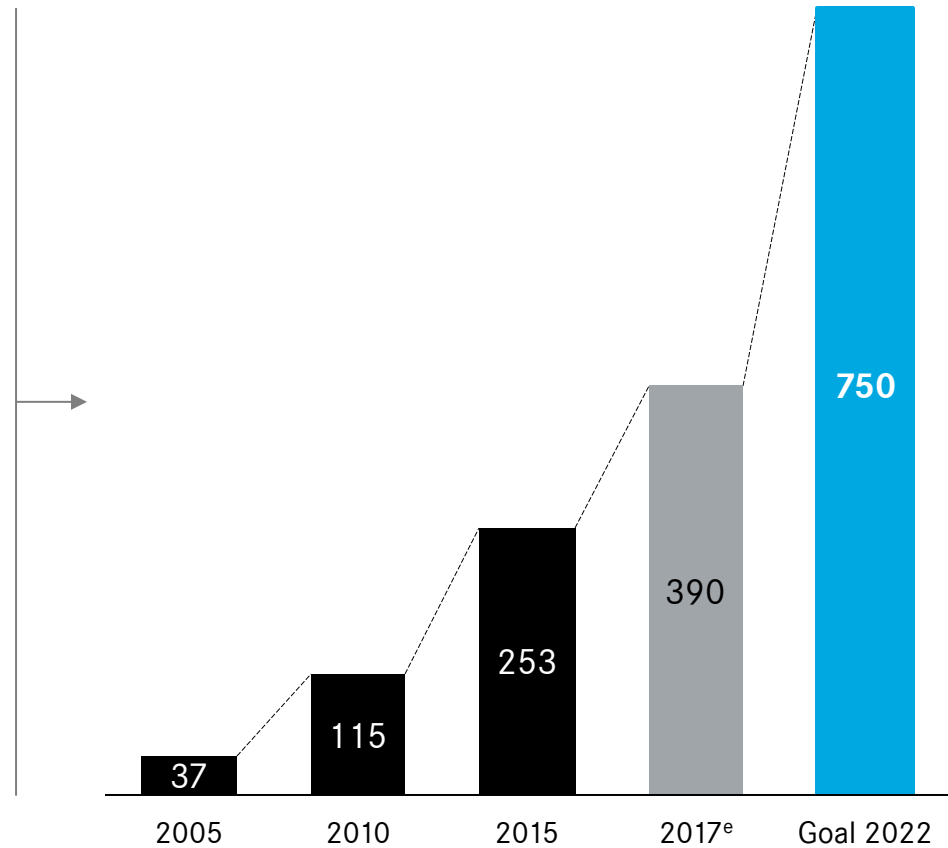
Revenues
15% p.a.

EBITDA margin
>10%

Increasing
dividends

SDAX
Listing

Revenue in millions of €



Annual General Meeting	28 June 2017
Sector Conference Commerzbank, Frankfurt a. M.	30 August 2017
Quarterly report Q2.2017	31 August 2017
Prior Capital Market Conference, Frankfurt a. M.	12 September 2017
Berenberg and Goldman Sachs German Conference, Munich	20 September 2017
Commerzbank Roadshow, Los Angeles & New York City	10 – 11 October 2017
German Equity Forum, Frankfurt a. M.	27 – 29 November 2017
Quarterly report Q3.2017	30 November 2017
End of fiscal year	31 December 2017

DISCLAIMER

The information in this presentation is not an offer for sale or request to submit a bid to purchase or subscribe to shares of MBB SE shares; it is for information purposes only.

German legal framework

The information in this presentation is intended solely for persons who have a residential or business address in Germany. Access to the following information is permitted for these persons only. The publication of this information on the internet does not represent an offer to persons with a residential or business address in other countries, particularly the United States of America, the UK and Northern Ireland, Canada and Japan. The shares of MBB SE are publicly offered for sale and subscription only in the Federal Republic of Germany.

The information in this presentation can be disseminated in other legal systems only in accordance with local laws and persons who obtain access to this information must inform themselves about and comply with the local laws. All information is made without guarantee.

No investment advice

The information in this presentation does not represent investment advice.

Forward-looking statements

If the information in this presentation expresses forecasts, estimates, opinions or expectations, or forward-looking statements are made, these statements can be related to known and unknown risks and uncertainties. Therefore, the actual results and developments can differ greatly from the expectations and assumptions expressed here.

Risky investment

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.

Confidentiality

The information in this presentation is strictly confidential. It is intended for the designated recipient only and cannot be disseminated without the prior consent of MBB SE. For questions, contact:

MBB SE
Joachimsthaler Straße 34
D-10719 Berlin
web: www.mbb.com
Tel: +49-30-844 15 330
Fax: +49-30-844 15 333
E-mail: request@mbb.com

