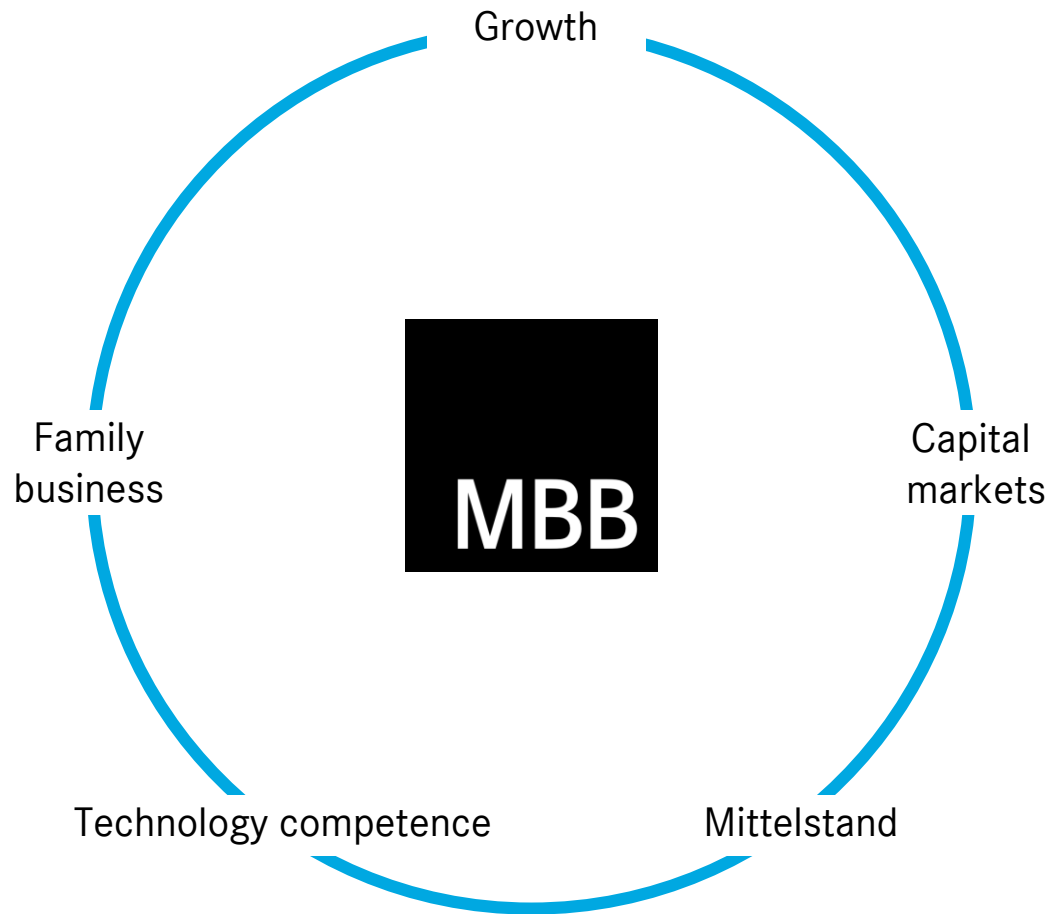


ODDO BHF Forum

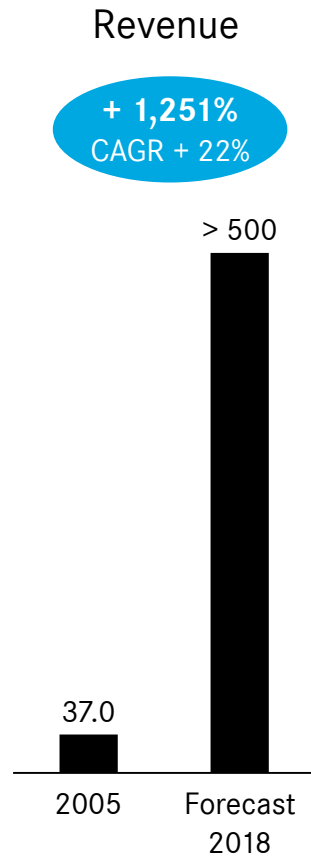
MBB SE

10 January 2019

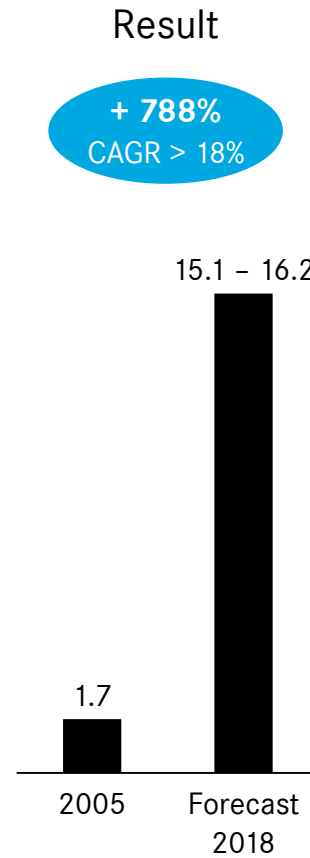
As a listed family business, MBB generates growth through technological expertise



Around 20% growth per year since IPO



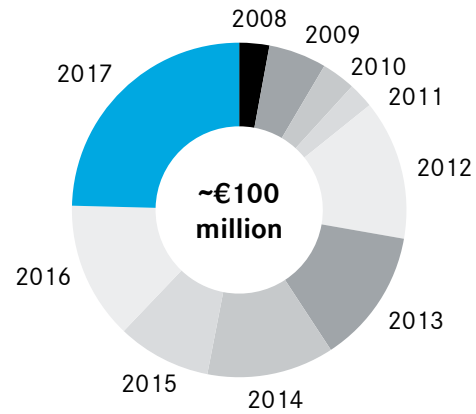
in millions of €



in millions of €

MBB grows through investments and employee development

Growth through investments (without M&A)



Hanke Tissue



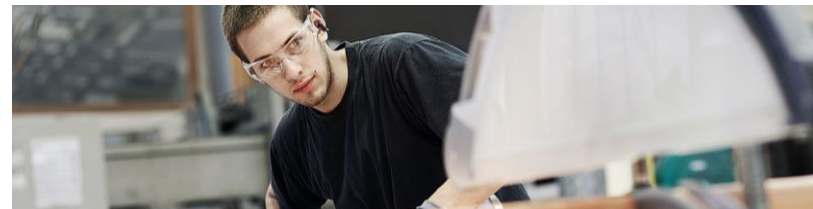
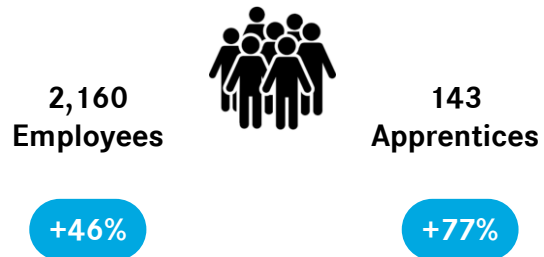
Delignit



Aumann

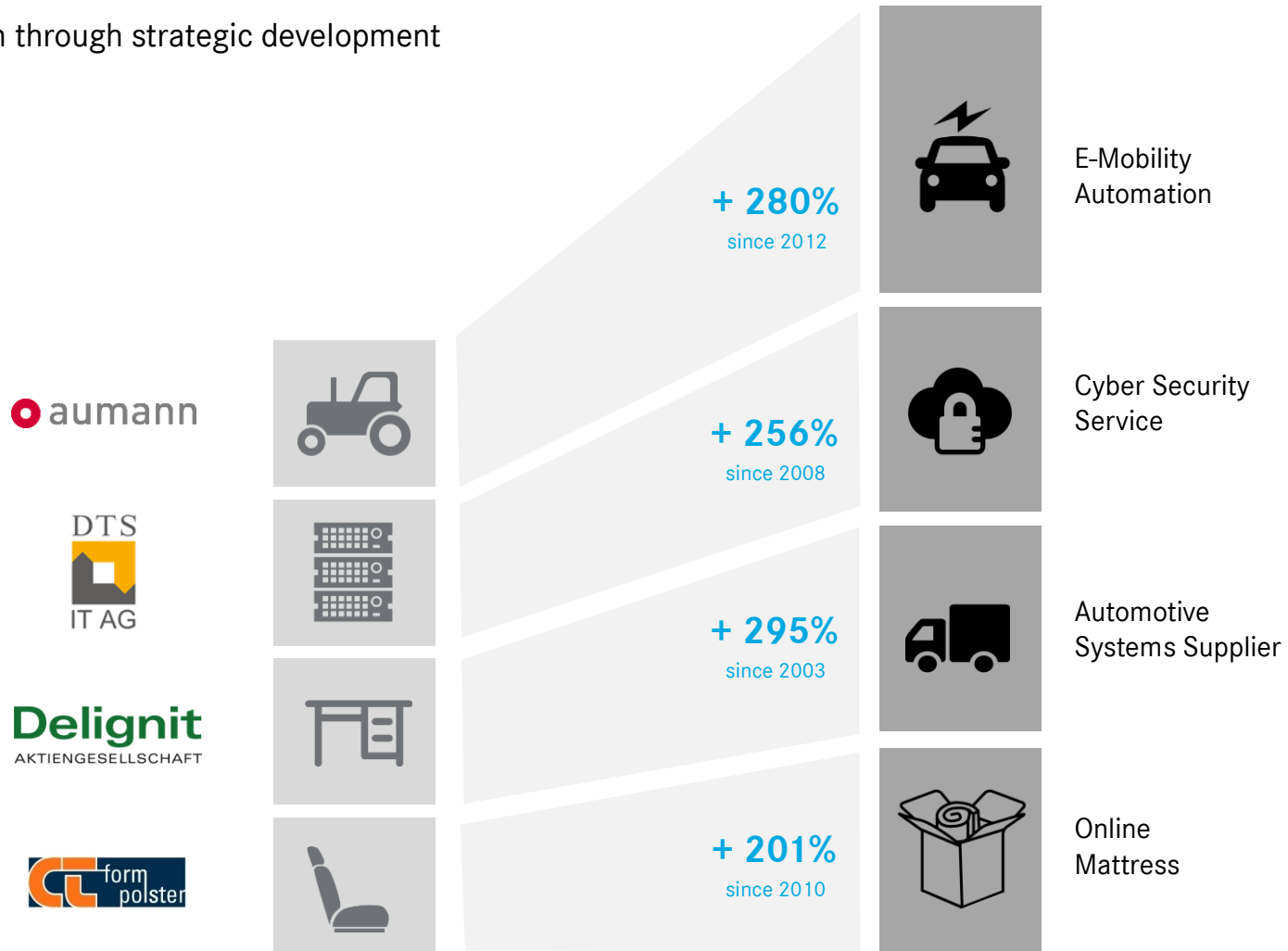


Employee development As at 30 September 2018



MBB develops business models to growth models

Growth through strategic development



MBB strengthens strategic development through M&A

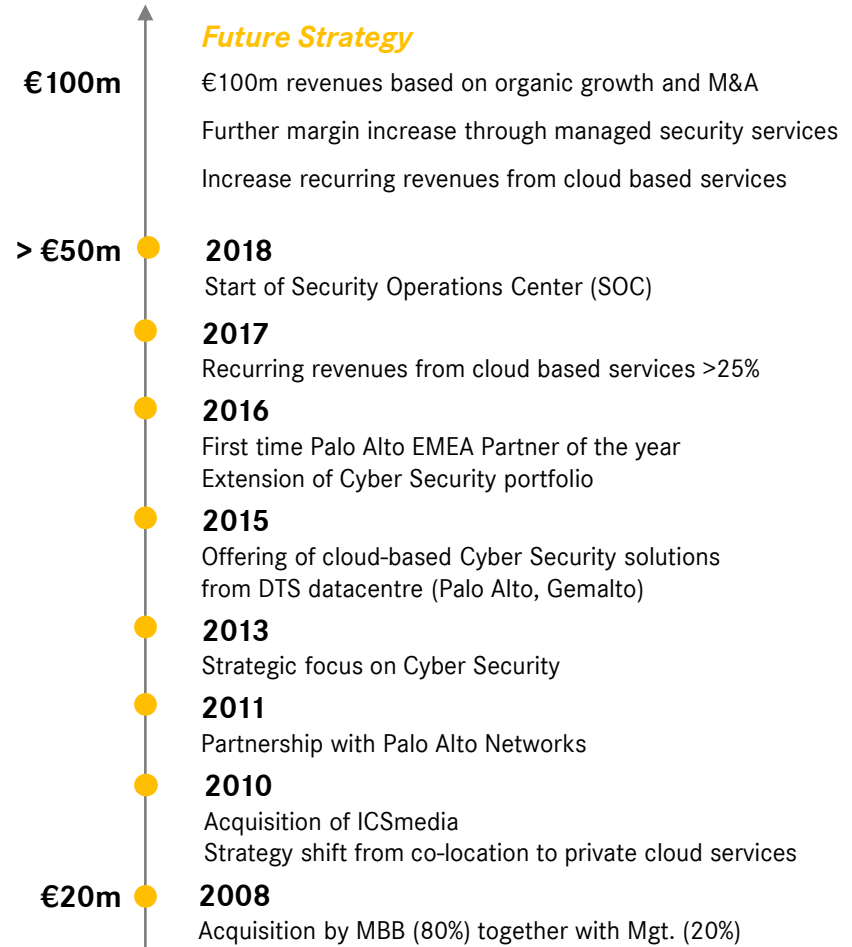
Growth through bolt-on acquisitions

		Claas FT 2012	Aumann GmbH 2015	USK 2017
		DTS 2008	ICSmedia 2010	eld 2011
		BHI 2003	DHK 2013	HTZ 2013
		OBO 2003	Huntsman Tooling 2014	

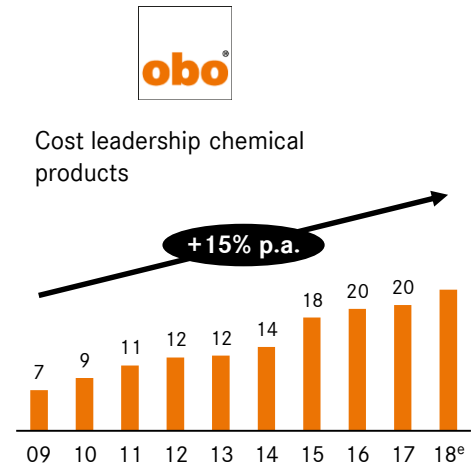
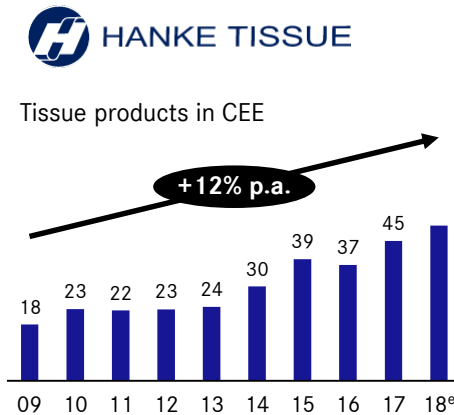
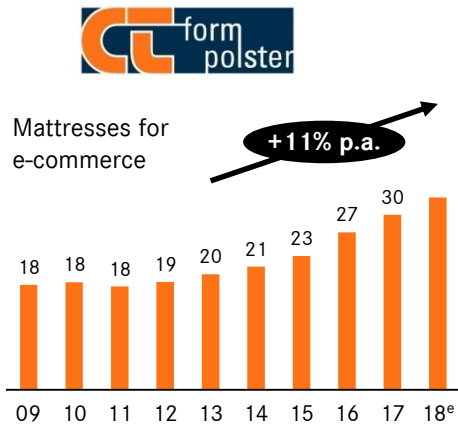
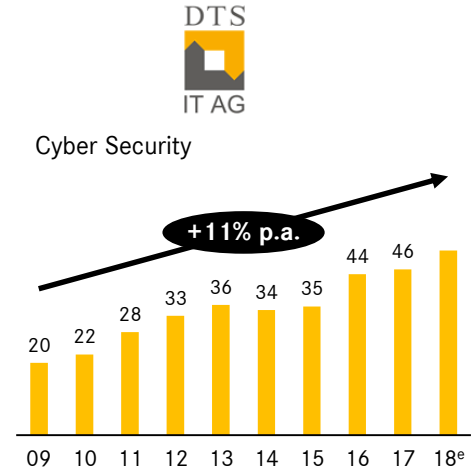
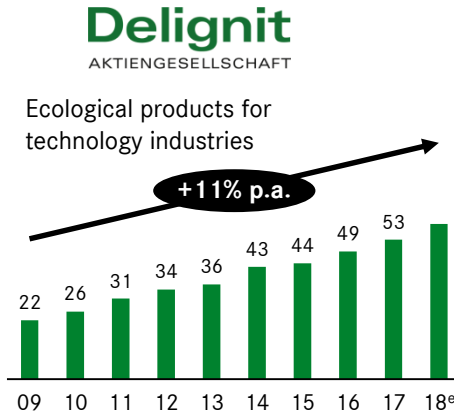
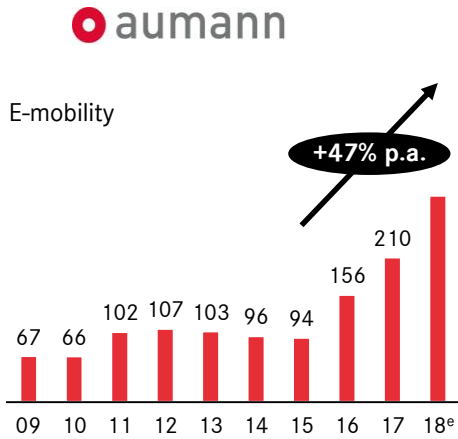
DTS – becoming the leading Cyber Security supplier together with MBB



- 1 Leading edge Cyber Security solutions portfolio implemented on premise or from DTS datacentre
- 2 Long standing loyal vendor partnerships with direct access to top level executives
- 3 Wide blue chip customer base with high level of cyber protection requirements



All subsidiaries show double-digit growth

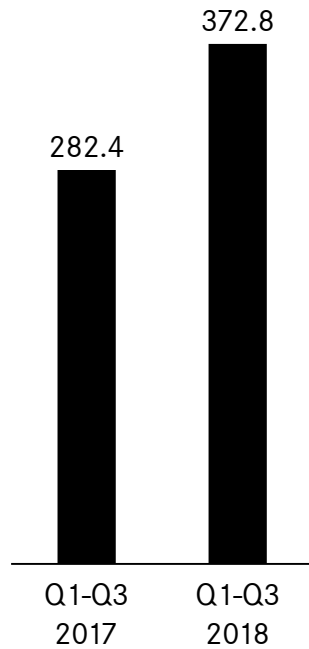


The story goes on



Revenue

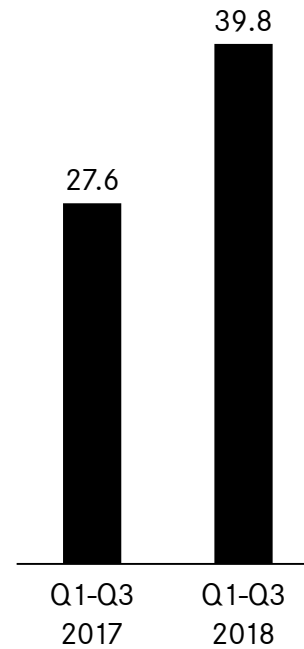
+ 32%



in millions of €

EBITDA Adj.

+ 44%



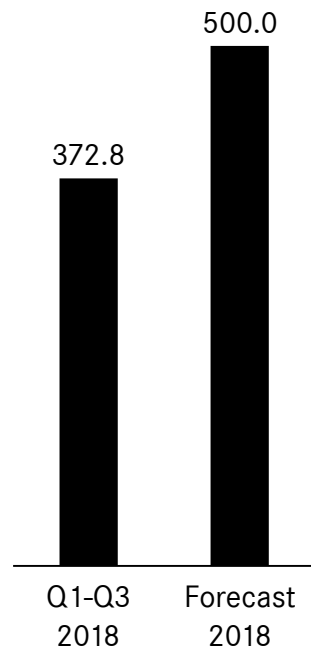
in millions of €

On track



Revenue

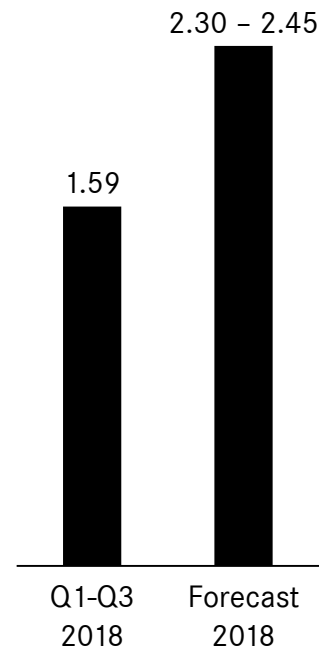
75%
Reached



in millions of €

EPS*

69%
Reached



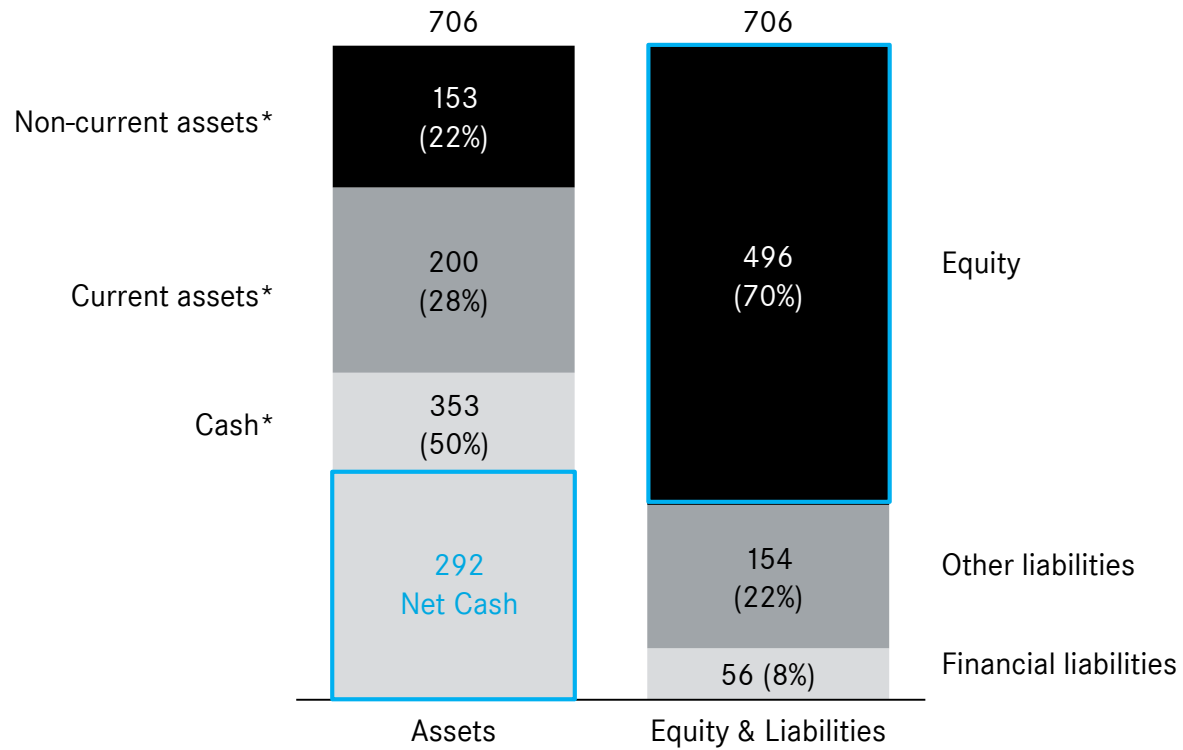
in millions of €

* The placement of Aumann shares has increased the minority interest compared to the previous year

Strong substance



Balance sheet as of 30 September 2018
in millions of €

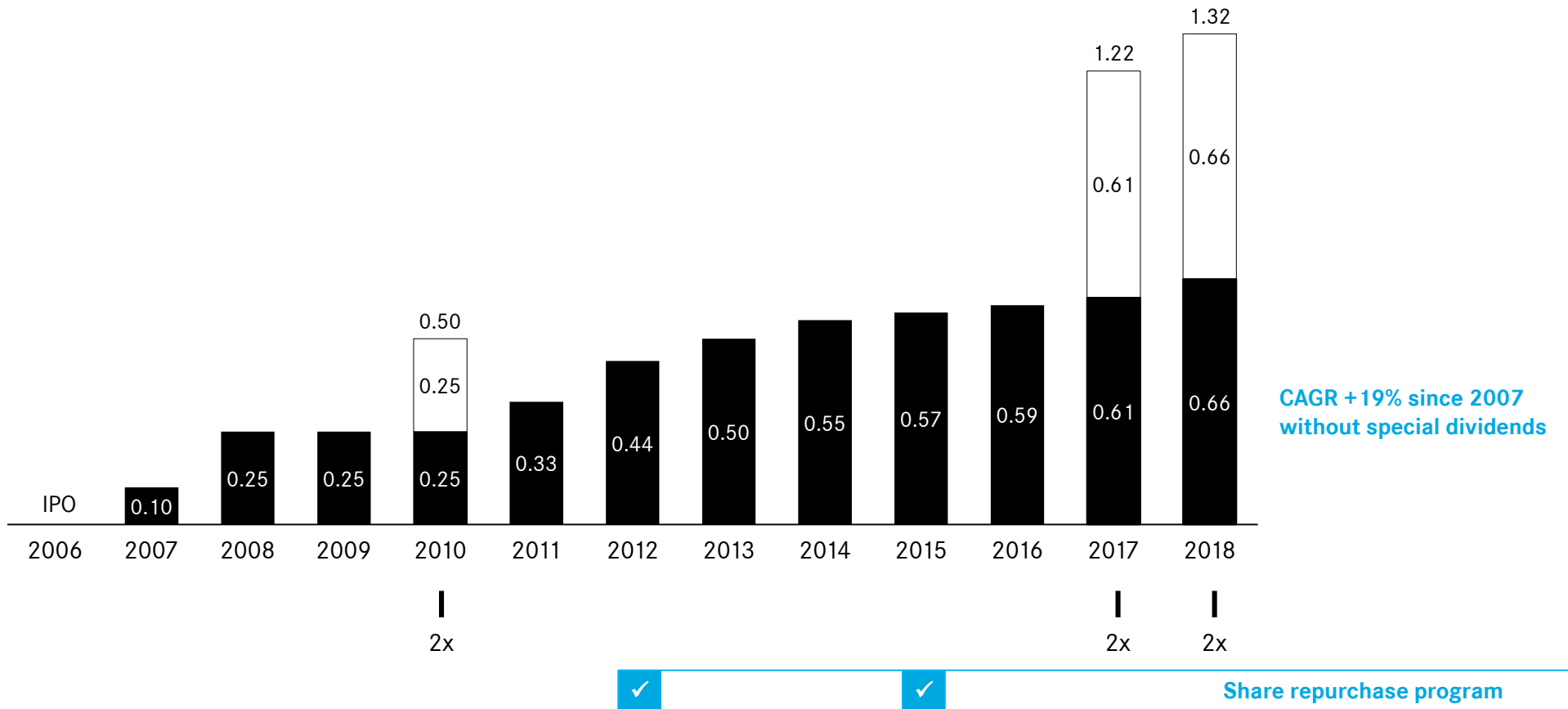


* Non-financial assets, current assets excluding securities and gold, cash equals cash and cash equivalents, financial assets, securities and gold

Dividend aristocrat

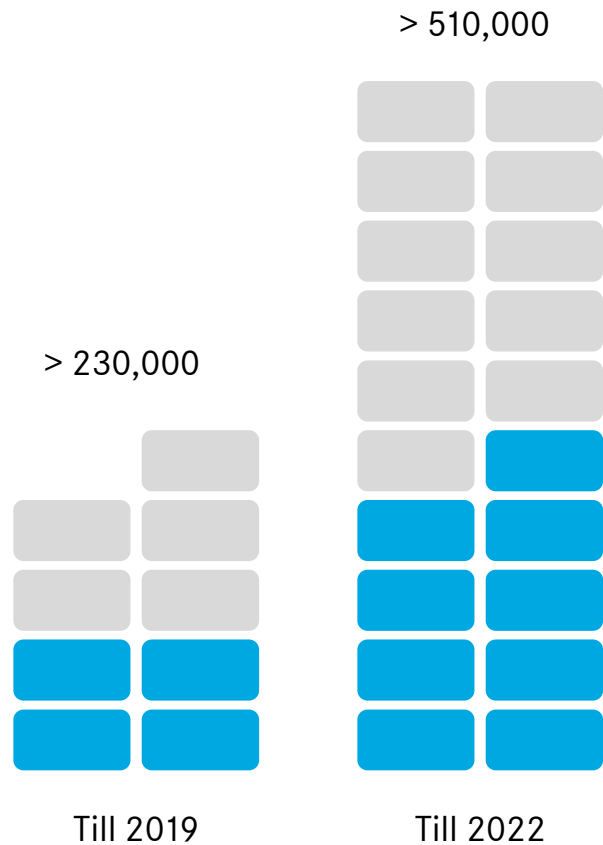


Dividend payments in € per share




The German Mittelstand is at the verge of a major generational change

Upcoming generational changes in the German Mittelstand

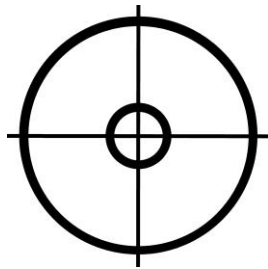


„A wave of generational changes will roll across the Mittelstand until 2020“

KFW-Mittelstandspanel

 External acquirer considered

Target profile for acquisitions



- ✓ Majority shareholdings
- ✓ Niche players with established business models
- ✓ Long-term value creation potential
- ✓ Highly motivated managers with strong incentives

MBB offers substantial benefits to all stakeholders

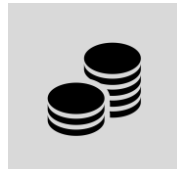
Discrete & lean process



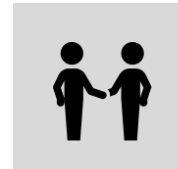
Long-term perspective



Equity financing



Entrepreneurial culture



Fully satisfied sellers



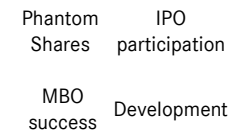
Committed employees



Fully satisfied customers



Committed management



Growth targets

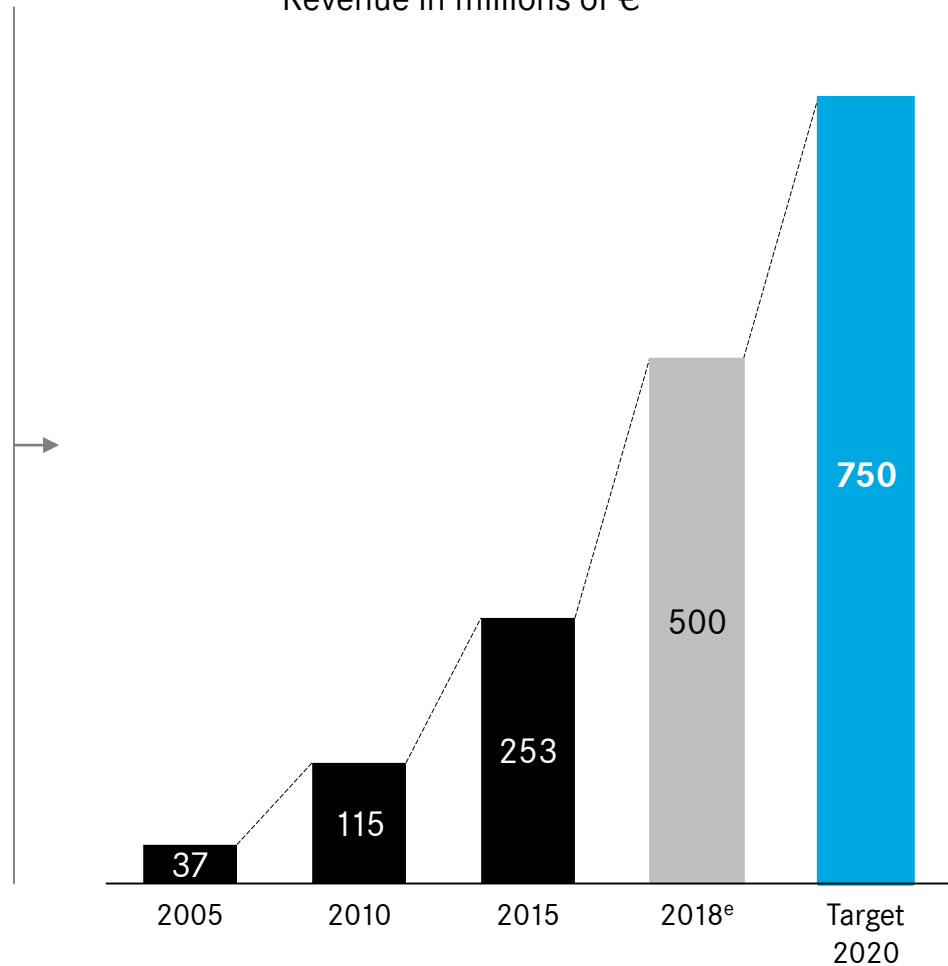
Revenues
15% p.a.

EBITDA margin
>10%

Increasing
Dividends

SDAX
Listing

Revenue in millions of €



ODDO BHF German Conference, Frankfurt am Main	20 February 2019
Annual Report 2018	10 April 2019
Q1 Interim Report 2019	17 May 2019
Annual General Meeting	28 May 2019
Q2 Interim Report 2019	16 August 2019
Q3 Interim Report 2019	15 November 2019

CONTACT

The logo consists of the letters 'MBB' in a white, bold, sans-serif font, centered within a solid black square.

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