

### DEUTSCHE BETEILIGUNGS AG

CAPITALISING STRENGTHS.
CREATING OPPORTUNITIES.

LONDON/ZURICH, 16/17 MARCH 2016



### AGENDA

#### **Business** model

Private equity investments

Investing: Current portfolio

Developing: Case study Spheros

Realising: Companies attract strategic buyers

Fund management

Financial year 2014/2015

Current development Q1 2015/2016

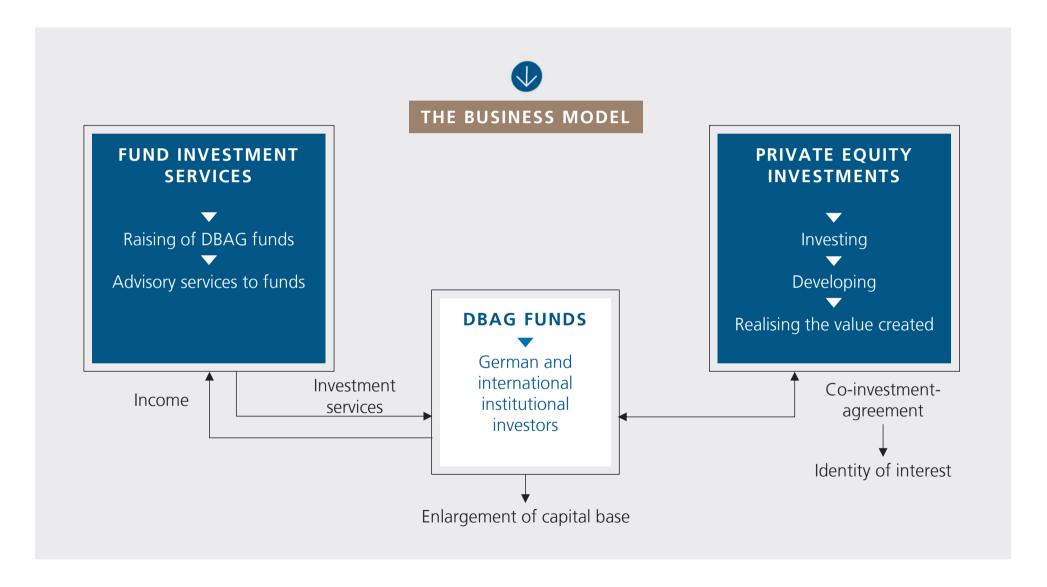
**DBAG Funds** 

**DBAG** shares

Forecast and outlook

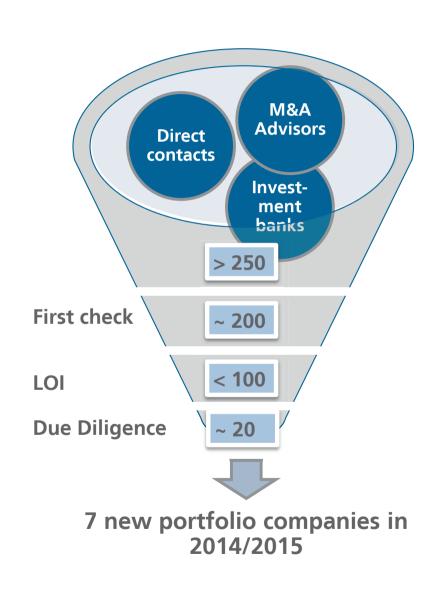
# BUSINESS MODEL: FUND INVESTMENT SERVICES AND PRIVATE EQUITY INVESTMENTS





### PRIVATE EQUITY INVESTMENTS (1/5): INVESTING

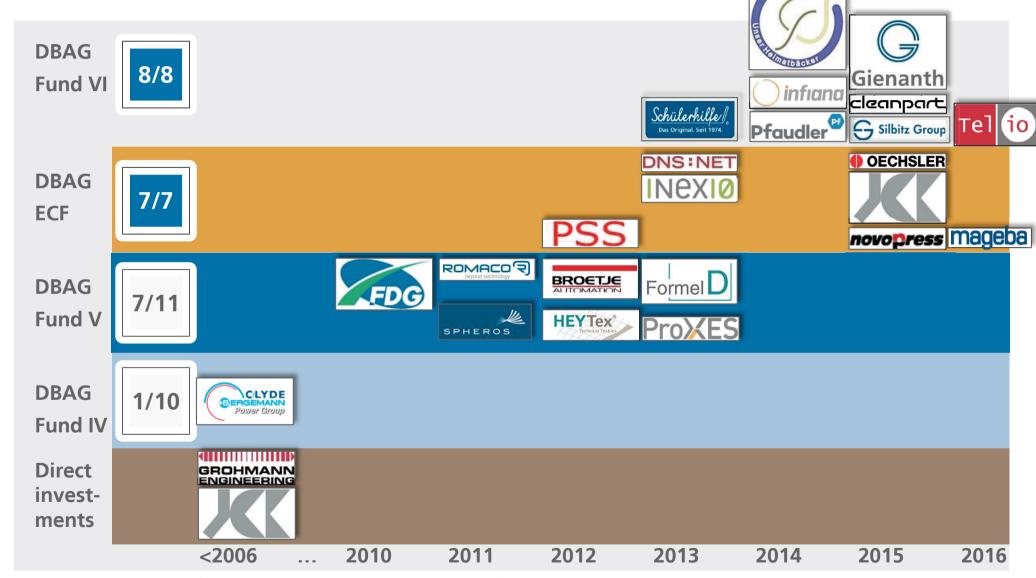






## PRIVATE EQUITY INVESTMENTS (2/5): CURRENT PORTFOLIO





DBAG Fund VI: Acquisition of Telio has not been closed yet; DBAG Fund V: Sale of Spheros agreed in Dec. 2015, transaction not closed yet CAPITALISING STRENGTHS. CREATING OPPORTUNITIES. 16/17 MARCH 2016

## PRIVATE EQUITY INVESTMENTS (3/5): DEVELOPING – FOR EXAMPLE SPHEROS





#### Start of investment in December 2011

- €13.9mn invested from DBAG's balance sheet
- Interest of 15.7% acquired
- A further 63.0% held by DBAG Fund V

End of investment in H1 2016 (signing in December 2015)

Investment performance: Invested capital more than doubled (before costs and carried interest)

Value appreciation reflects successful divestment to an industrial buyer with strategic interests

## PRIVATE EQUITY INVESTMENTS (4/5): DEVELOPING – FOR EXAMPLE SPHEROS



### **Technological expertise expanded**

- Integration of air-conditioning and heating controls into electronics system
- Linkage of all electronically-controlled applications in bus construction

### Global market position strengthened through further internationalisation

- Add-on acquisition in the US created basis to rapidly increase market penetration in that region
- Australian market accessed by founding own subsidiary

### Service and spare-parts business expanded

Company founded in Brazil for service and spare-parts business in South America

#### Customer base broadened

- All major bus manufacturers in western industrialised countries newly solicited or retained as customers
- Preparations completed for entry into transport refrigeration market in Middle East and Brazil

# PRIVATE EQUITY INVESTMENTS (5/5): REALISING – COMPANIES PARTICULARLY ATTRACT STRATEGIC BUYERS



Company	Invested	Divested	Holding period	Exit route	Capital multiple
Schoeller & Hoesch KG	May-97	Nov-98	1.5	Trade Sale	2.6
Libro AG	Feb-97	Oct-99	2.7	Trade Sale	1.6
Sebaldus GmbH	Aug-97	Dec-99	2.3	Trade Sale	3.5
Euvita KG	Jul-97	Jul-00	3.0	Trade Sale	0.9
GAH AG	Jul-98	Jul-00	2.0	Trade Sale	3.7
Edscha AG	Oct-00	Nov-02	2.1	Secondary Buyout	1.8
Andritz AG	Dec-99	Jun-03	3.5	IPO	2.0
Babcock Borsig Service GmbH	Nov-03	Apr-05	1.4	Trade Sale	5.8
Otto Sauer Achsenfabrik GmbH	Feb-04	Mar-06	2.1	Secondary Buyout	4.1
Zapf GmbH	Nov-99	Apr-06	6.4	Trade Sale	0.1
HT Engineering GmbH	Jun-02	Jun-06	4.0	Trade Sale	6.1
DS Technologie GmbH	Jul-98	Oct-07	9.3	Trade Sale	1.3
AkSys GmbH	Nov-01	Oct-08	6.9	Trade Sale	0.1
Lewa GmbH	Oct-05	Aug-09	3.8	Trade Sale	7.3
MCE AG	Apr-07	Oct-09	2.5	Trade Sale	4.1
Heim & Haus GmbH	Sep-06	Mar-11	4.5	Buy Back	1.9
Preh GmbH	Oct-03	Jun-11	7.7	Trade Sale	3.1
Coperion GmbH	Jul-07	Nov-12	5.3	Trade Sale	4.1
ICTS Europe B.V.	Mar-08	Dec-12	4.8	Write off	0.0
Coveright Surfaces GmbH	Jun-03	Jan-13	9.6	Trade Sale	1.2
Homag Group AG	Feb-07	Oct-14	7.7	IPO/Trade Sale	2.9
Average			4.4		2.7

# FUND INVESTMENT SERVICES (1/2): DBAG IS MORE THAN A PORTFOLIO OF PRIVATE EQUITY INVESTMENTS



# Established provider of fund investment services to institutional PE investors

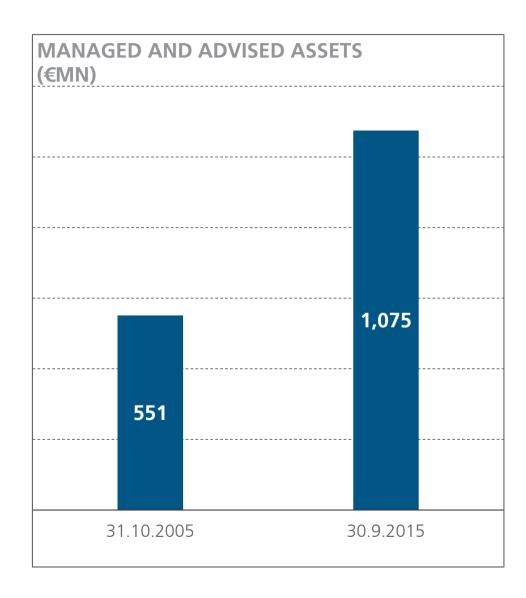
- 22-member investment team
- More than 200 years of experience in private equity
- First-rate network

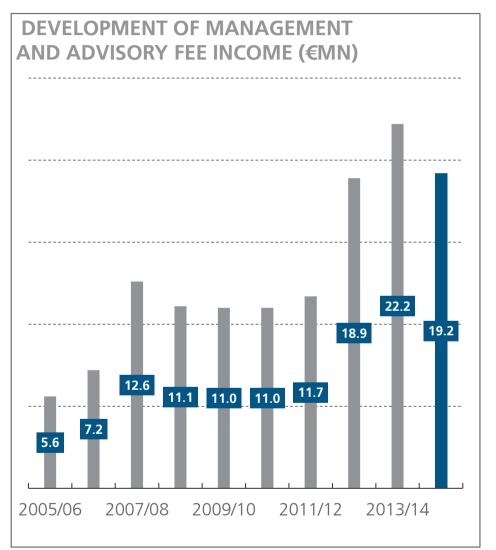
DBAG: A brand that stands for 50 years of investment performance in Germany's 'Mittelstand'



## FUND INVESTMENT SERVICES (2/2): CONSISTENTLY EXPANDED IN PAST TEN YEARS







## FINANCIAL YEAR 2014/2015 (1/2): SUCCESSFUL OVER SHORT- AND LONG-TERM





**Net income** 





Return on net asset value per share





Total return to shareholders



## FINANCIAL YEAR 2014/2015 (2/2): PORTFOLIO MADE GOOD PROGRESS<sup>1</sup>



Portfolio companies' revenues grew by

10.3

percent

Portfolio companies' earnings improved by

8.5

percent

Portfolio companies' debt remains moderate:

2.1x

**EBITDA** 

Portfolio companies' valuation averaged

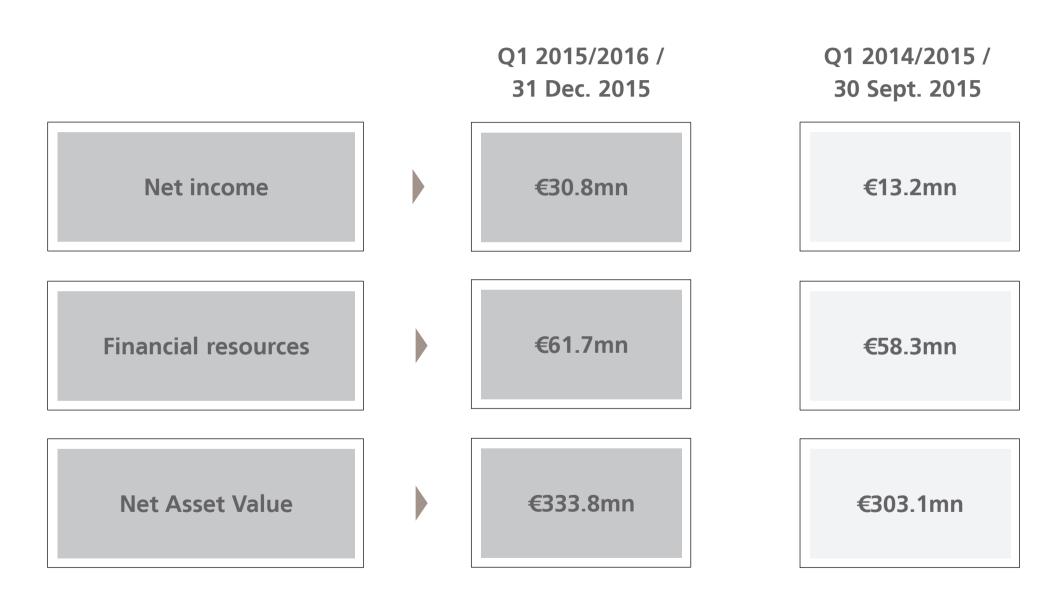
8.0x

**EBITDA** 

<sup>1</sup> Data on revenue and earnings relates to the 15 investee businesses that already were in the portfolio at the beginning of the financial year

## CURRENT DEVELOPMENT Q1 2015/2016 (1/11): KEY INDICATORS





## CURRENT DEVELOPMENT Q1 2015/2016 (2/11): ONE NEW MBO, ONE NEW GROWTH FINANCING



Telio Group: Communications and media systems for correctional facilities (development, installation, operation)

### **MBO alongside DBAG Fund VI**

- agreed in December 2015
- completion expected in Q2
- DBAG's investment up to €12.8mn



mageba AG: Structural bearings, expansion joints and other products/services for infrastructure and building sectors

#### **Growth financing alongside DBAG ECF**

- agreed in December 2015
- completed February 2016
- DBAG's investments up to €7.9mn



## CURRENT DEVELOPMENT Q1 2015/2016 (3/11): REALISATIONS



### Spheros Group: Climate and electronics systems for buses

#### MBO with DBAG Fund V

- investment in December 2011
- divestment agreed in December 2015
- completion expected by end of FY



### DBG Eastern Europe II: Buyout fund (2003) for MBOs in eastern Europe

### One of three remaining investments divested

- divestment agreed November 2015
- completion expected by June 2016

## CURRENT DEVELOPMENT Q1 2015/2016 (4/11): PORTFOLIO VALUE INCREASED THROUGH VALUATION MOVEMENTS



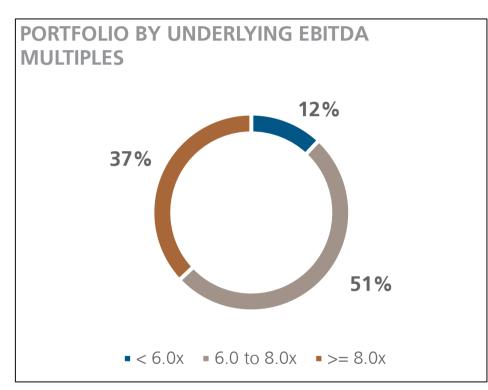
### Portfolio value grew by €33.3mn before carried interest (€2.9mn)



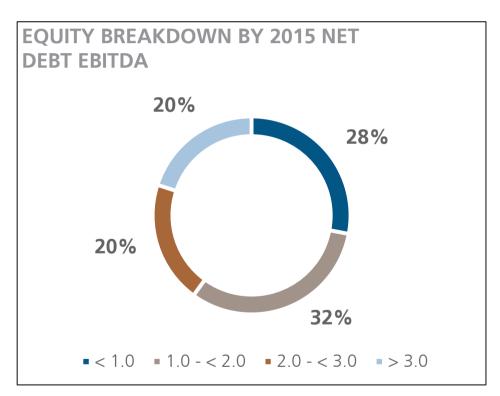
## CURRENT DEVELOPMENT Q1 2015/2016 (5/11): PORTFOLIO BREAKDOWN AT 31 DECEMBER 2015



### Portfolio value based on expected 2016 earnings



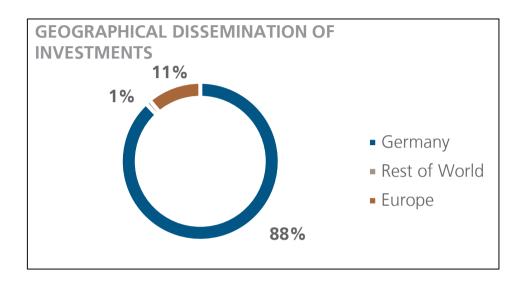
Basis: Portfolio value at 31 December 2015; not including residual investments (reps and warranty retentions), DBG Eastern Europe, Harvest Partners and HSBC PE India as well as DNS:NET and inexio; 2016 EBITDA as budgeted by portfolio companies

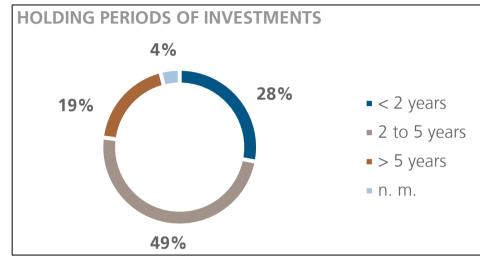


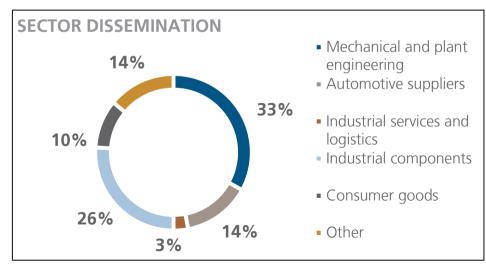
Basis: Portfolio value at 31 December 2015; not including residual investments (reps and warranty retentions), DBG Eastern Europe, Harvest Partners and HSBC PE India; 2016 net debt and EBITDA as budgeted by portfolio companies

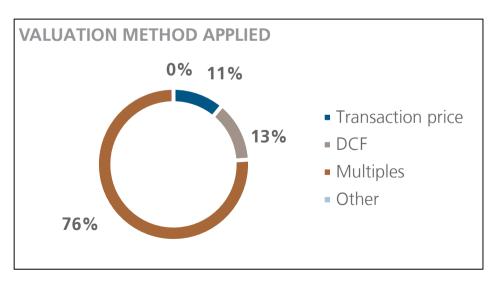
# CURRENT DEVELOPMENT Q1 2015/2016 (6/11): PORTFOLIO PROFILE (BASED ON IFRS VALUE, 31 DECEMBER 2015)











Round-off differences may occur

## CURRENT DEVELOPMENT Q1 2015/2016 (7/11): CREDIT LINE SECURES FINANCING FLEXIBILITY

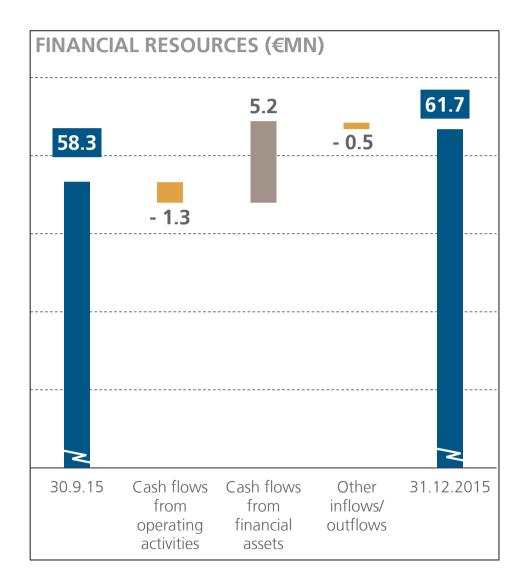


#### Credit line of 50 million euros

- term of five years
- consortium of two banks

A bridge for temporary differences between cash inflows and outflows

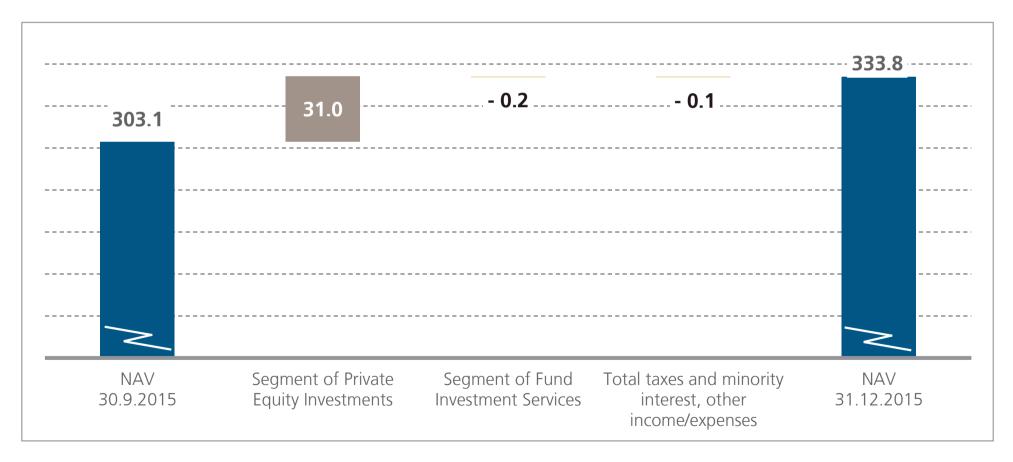
No change in financing strategy: No debt at DBAG level in long-term



## CURRENT DEVELOPMENT Q1 2015/2016 (8/11): NET ASSET VALUE PER SHARE AT 24.41 EUROS



NAV per share rose by €22.16 to €24.41 (+ €2.25) Increase of 10.6 percent after first three months



# CURRENT DEVELOPMENT Q1 2015/2016 (9/11): SEGMENTS – PRIVATE EQUITY INVESTMENTS



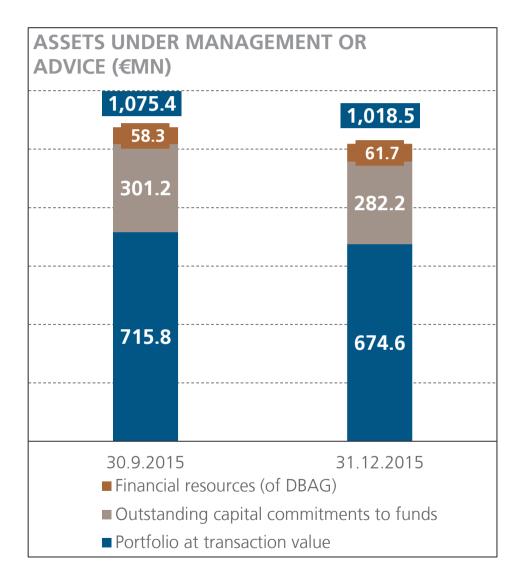
(€mn)	Q1 2015/16	Q1 2014/15
Net result of fund services and investment activity	32.4	1.8
Other income/expenses	-1.5	-0.7
Segment net income before taxes	31.0	12.1

(€mn)	31.12.2015	30.9.2015
Financial assets incl. loans and receivables	290.1	250.2
Financial resources	61.7	58.3
Current liabilities to co- investment vehicles	-13.6	0
Bank liabilities	0	0
Net asset value	338.2	308.5
Financial resources	61.7	58.3
Credit line	50.0	0
Available liquidity	111.7	58.3
Co-investment commitments	102.4	110.7

## CURRENT DEVELOPMENT Q1 2015/2016 (10/11): SEGMENTS – FUND INVESTMENT SERVICES



(€mn)	Q1 2015/16	Q1 2014/15
Fee income from fund management and advisory services	5.2	5.6
Other income/expenses	-5.3	-4.4
Segment net income before taxes	-0.2	1.2



## CURRENT DEVELOPMENT Q1 2015/2016 (11/11): OUTLOOK – FORECAST CONCRETISED



Forecast indicator	2015/2016 forecast (Dec. 2015)	Actual Q1 2015/2016	
Net income	"(on comparable basis of €25.2mn) significantly higher"	€30.8mn, thereof approx. €10mn from unforecastable exits	
Return on NAV	"significantly in excess of cost of equity"	10.6 percent rise in NAV per share in three months	
Net result of investment activity	"significantly higher"	€32.5mn	
Fee income from fund investment services	"slightly lower; in case of divestments possibly moderately or significantly lower"	€4.8mn, after €5.2 mn in Q1 of prior year	
Net expense ratio	"significantly higher"	0.7 percent, after 0.1 percent in Q1 of prior year	
Financial resources	"significantly lower at financial year-end"	€61.7mn, after €58.3mn	

Concretisation of forecast for net income: uplift of €10mn from unplanned sales proceeds

### DBAG FUNDS (1/2)



#### **DBAG Fund IV**

Nine out of ten investments realised

€228mn, plus €93mn through DBAG

#### DBAG Fund V

€434mn, plus €105mn through DBAG

Investment period Feb 2007 – Feb 2013

Four out of eleven investments realised<sup>1</sup>

DBAG Fund VI

€700mn, thereof €133mn DBAG

Investment period since Feb 2013
Seven investments<sup>2</sup>

DBAG Expansion Capital Fund

€113mn, plus €100mn through DBAG

Investment period since Aug 2011
Seven investments

<sup>1</sup> sales contract for one investment signed in December 2015 but not closed yet

<sup>2</sup> one investment a further investment has been agreed, but the transaction is not yet completed

### DBAG FUNDS (2/2): INVESTOR BASE



Region	DBAG Fund IV	DBAG Fund V	DBAG Fund VI
Germany	54%	32%	19%
Great Britain	21%	9%	5%
Rest of Europe	15%	28%	38%
USA	6%	24%	25%
Asia	4%	7%	14%
	•		
Type of investor	DBAG Fund IV	DBAG Fund V	DBAG Fund VI
	DBAG Fund IV 47%	DBAG Fund V	DBAG Fund VI
investor			
investor Banks	47%	20%	8%
Banks Pension funds	47% 16%	20%	8% 35%

8%

13%

Family Offices

Other

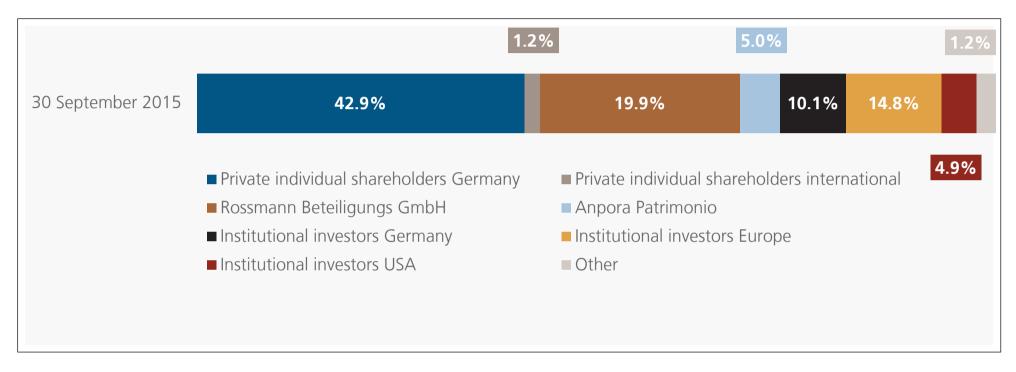
4%

8%

18%

## SHARES (1/7): SHAREHOLDER PROFILE AS OF 30 SEPTEMBER 2015





### Free-float ownership conduct 75.0 percent

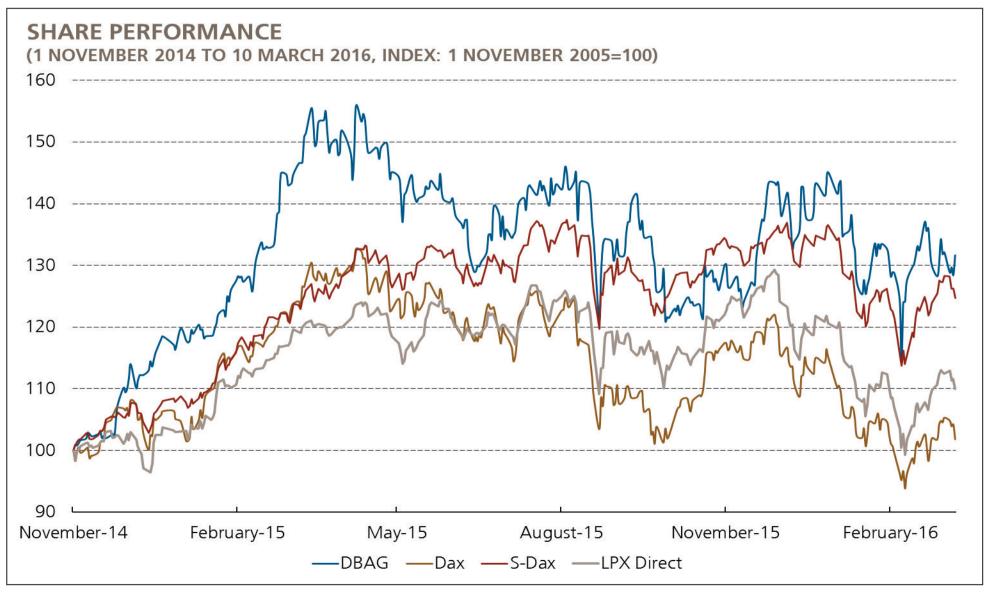
Determined as defined by Deutsche Börse and on the basis of voting rights notifications

### Voting rights notifications since last analysis as 30 September 2015

7 January 2016 – J.P. Morgan Asset Management Ltd., London < 5 percent</li>

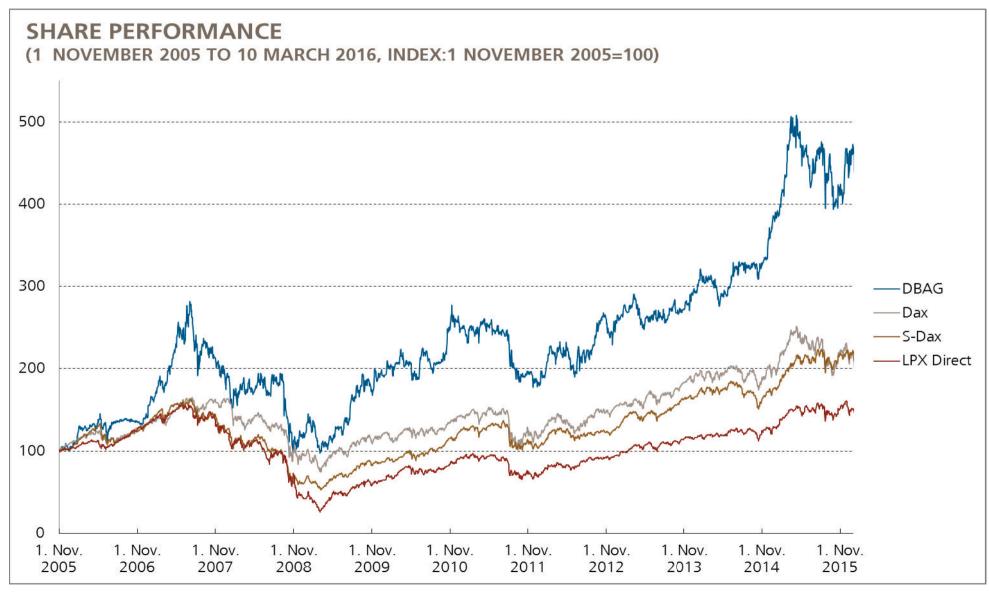
## SHARES (2/7): PERFORMANCE EXCEEDS BENCHMARK INDICES OVER SHORT TERM





## SHARES (3/7): PERFORMANCE ALSO EXCEEDS BENCHMARK INDICES OVER LONG TERM





## SHARES (4/7): SHAREHOLDER PARTICIPATE THROUGH DIVIDENDS

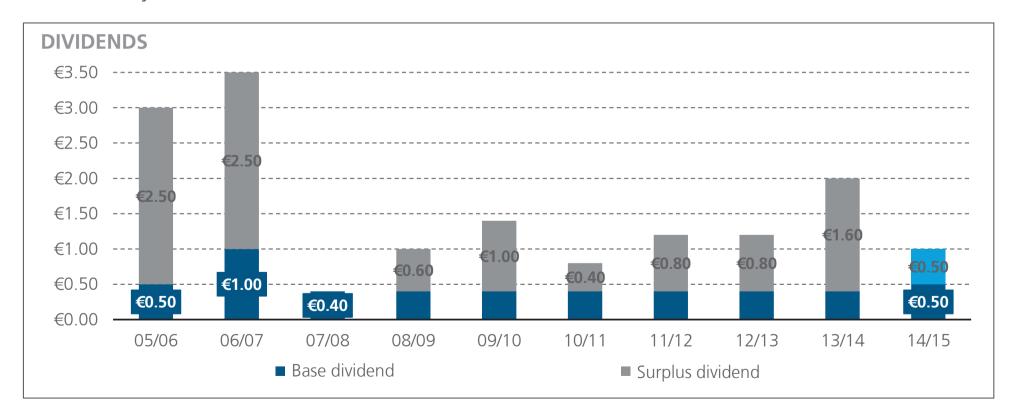


### Average dividend yield 9.2% over ten years

6.1% adjusted for 2005/2006 and 2006/2007

### Dividend payout ratio 50% over ten years

44% adjusted for 2005/2006 and 2006/2007



# SHARES (5/7): ANALYSTS' RATINGS FOR DBAG SHARES



Analyst	Date	Rating	Target price (new/previous)
Baader-Helvea Equity Research, Tim Dawson	February 2016	"Buy"	€34.80
Bankhaus Lampe, Christoph Schlienkamp	March 2016	"Buy"	€35.00
Edison Research, Gavin Wood	February 2016	For regulatory reas	
HSBC Global Research, Thomas Teetz	February 2016	"Hold"	€29.50 (€29.50)
J.P. Morgan Cazenove, Christopher Brown	January 2016	"Underweight"	n.a.
Oddo Seydler Bank AG, Ivo Visic	February 2016	"Buy"	€32.00
Solventis Wertpapierhandelsbank Research, Klaus Schlote	March 2015	"Hold"	€31.95 (€32.05)
Warburg Research GmbH, Harald Hof	February 2016	"Buy"	€30.00

### SHARES (6/7): NEXT EVENTS



Financial calendar	
Roadshow London/Zurich	16/17 March 2016
Solventis Stock Forum, Frankfurt am Main	21 April 2016
Report on first six months 2015/2016 Analysts' conference call, Frankfurt am Main	12 May 2016
Dr Kalliwoda Capital Markets Conference, Warsaw	15 June 2016
Report on third quarter 2015/2016 Analysts' conference call, Frankfurt am Main	11 August 2016
German Equity Forum 2016 (Deutsche Börse), Frankfurt am Main	21 – 23 November 2016

### SHARES (7/7): OTHER INFORMATION



Symbol	Reuters: DBAG.n Bloomberg: DBAN	
ISIN code:	DE000A1TNUT7	
Listed in the Prime Standard segment		
Indices:	S-Dax DAXsector All Financial Services LPX50, LPX Europe, LPX Direct Stoxx Private Equity 20	
DBAG is a member of LPEQ:	www.LPEQ.com	
Contact: Thomas Franke Head of Investor Relations Telephone: +49 69 95787-307 E-mail: IR@dbag.de	Deutsche Beteiligungs AG Börsenstrasse 1 60313 Frankfurt www.dbag.de	













# 15 INVESTMENTS ACCOUNT FOR ALMOST 80 PERCENT OF PORTFOLIO VALUE\* (IFRS) (1/2)



Company (alphabetically ordered)	Investment DBAG (cost, €mn)	Equity share DBAG (%)	Equity share DBAG Fund (%)	Sector
Broetje-Automation GmbH	5.6	13.1	53.2	Mechanical and plant engineering
Clyde Bergemann Group	11.7	15.7	31.5	Mechanical and plant engineering
FDG-Gruppe	2.2	15.5	61.9	Industrial services
Formel D GmbH	1.7	15.7	32.6	Automotive suppliers
Grohmann Engineering GmbH	2.1	25.1	-	Mechanical and plant engineering
Heytex Bramsche GmbH	6.4	16.4	65.7	Industrial components
Inexio KGaA	5.5	6.9	9.6	Telecommunications and IT services
Infiana Group GmbH	12.4	17.4	74.1	Industrial components

At 31 December 2015

<sup>\*</sup>Portfolio value: financial assets without interests in shelf companies and companies that are mainly attributable to third parties

# 15 INVESTMENTS ACCOUNT FOR ALMOST 80 PERCENT OF PORTFOLIO VALUE\* (IFRS) (2/2)



Company (alphabetically ordered)	Investment DBAG (cost, €mn)	Equity share DBAG (%)	Equity share DBAG Fund (%)	Sector
JCK Holding GmbH Textil KG	8.8	9.5	6.5	Consumer goods
Oechsler AG	11.1	8.4	11.6	Automotive suppliers
ProXES GmbH	8.3	18.7	74.8	Mechanical and plant engineering
Romaco GmbH	9.9	18.6	74.3	Mechanical and plant engineering
Schülerhilfe GmbH	9.8	17.8	75.9	Education services
Spheros GmbH	13.9	15.7	63.0	Automotive suppliers
Unser Heimatbäcker GmbH	10.1	12.6	53.7	Consumer goods

At 31 December 2015

<sup>\*</sup>Portfolio value: financial assets without interests in shelf companies and companies that are mainly attributable to third parties

## BROETJE-AUTOMATION INVESTMENT OVERVIEW



#### **Business:**

- Developer and producer of automated riveting machines and complete lines and assembly systems for aircrafts as well as service and consulting provider
- Headquartered in Wiefelstede (Germany)

### Ownership summary:

- Initial investment date: March 2012
- Investment share: 16.7% DBAG (€ 5.6mn)

#### **Transaction:**

- MBO of family-owned business
- Co-investment alongside DBAG Fund V



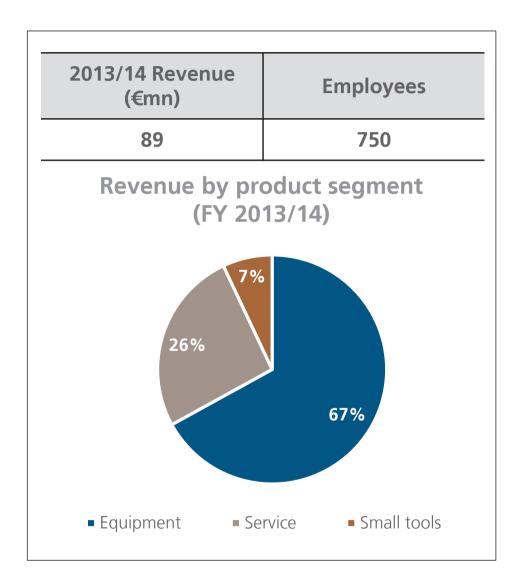
## BROETJE-AUTOMATION INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Service capabilities growth worldwide
- Further internationalisation
- Further operational improvements
- Acquisition of ATS, the aerospace activities of Dürr (2014: €40mn revenue)
- Explore add-on opportunities

- High order intake in the first half of FY 2014/15 (30 September)
- Project delays lead to later than expected revenue recognition



## CLEANPART INVESTMENT OVERVIEW



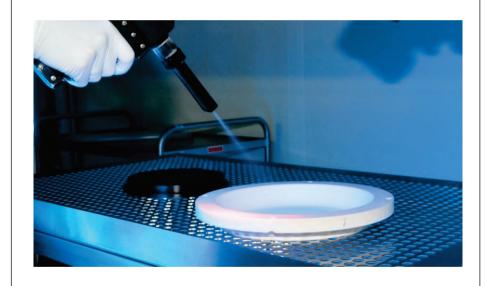
#### **Business:**

- Cleaning, coating and maintenance service provider for the semiconductor, healthcare and other related industries with 14 own servicing facilities located in close proximity to major customers in Europe and the US
- #1 player in Europe, #3 in the US
- Headquartered in Asperg (Germany)

## Ownership summary:

- Initial investment date: April 2015
- Investment share: 14.3% DBAG (€7.6mn)

- Family succession
- MBO alongside DBAG Fund VI



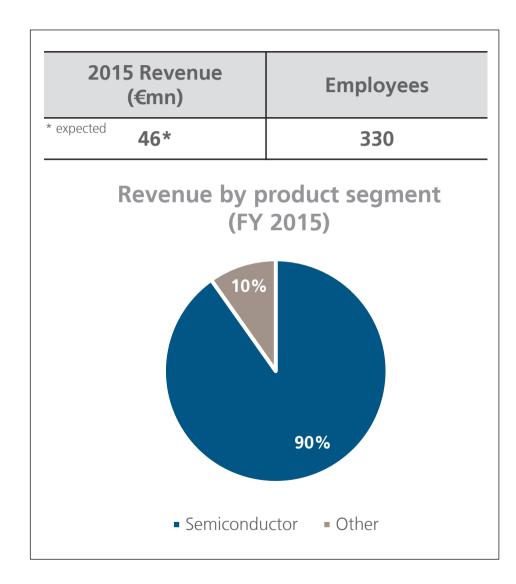
## CLEANPART INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Solid core business with exposure to attractive end-markets
- Growth opportunities in healthcare segment
- Explore add-on opportunities

- Sales were below budget in the second half of 2015 which was overcompensated by the positive development in the first half and higher than expected sales with other customers
- The healthcare segment is marked by a positive development



## CLYDE BERGEMANN INVESTMENT OVERVIEW



#### **Business:**

- Products and services for energy-related production processes
- Global market leader in several product categories
- Headquartered in Wesel (Germany)

### Ownership summary:

- Initial investment date: June 2005
- Investment share: 15.7% DBAG (€11.7mn)

- Secondary buyout
- MBO alongside DBAG Fund IV



## CLYDE BERGEMANN INVESTMENT CASE & COMPANY DEVELOPMENT

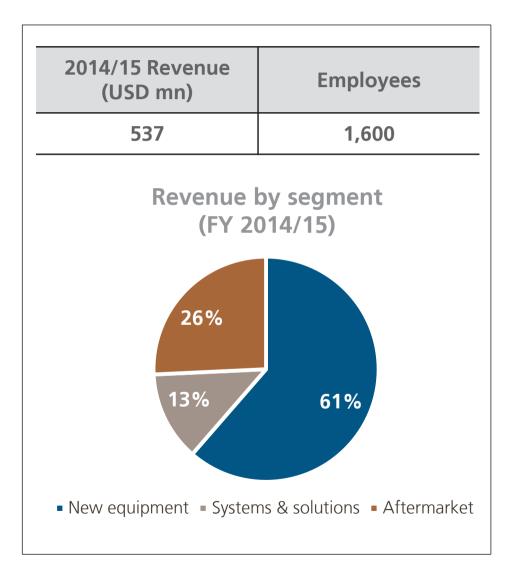


#### Investment case:

- Drive growth in existing markets
- Expand into further regions
- Achieve further operational improvements

### **Development:**

 Positive outlook in all regions driven primarily by new products introduced (business unit "Asia"), increase in aftermarket sales (business unit "Americas") and successful strategic refocusing (Europe)



## FDG INVESTMENT OVERVIEW



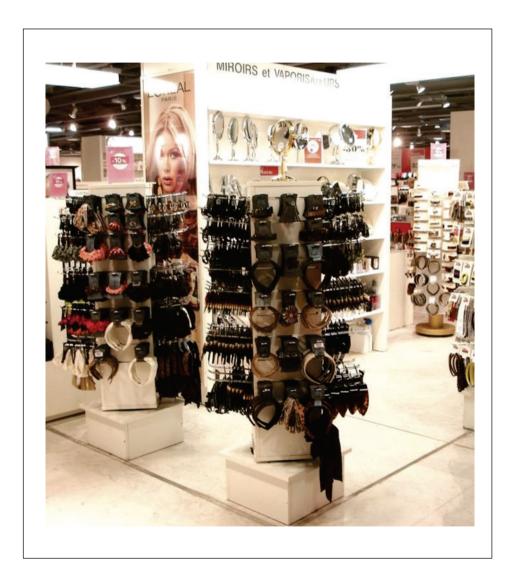
#### **Business:**

- Category manager and supplier of slowmoving non-food consumer goods for the retailing sector
- #2 in France
- Headquartered in Orly (France)

## Ownership summary:

- Initial investment date: June 2010
- Investment share: 15.5% DBAG (€2.2mn)

- Family succession
- MBO alongside DBAG Fund V



## FDG INVESTMENT CASE & COMPANY DEVELOPMENT

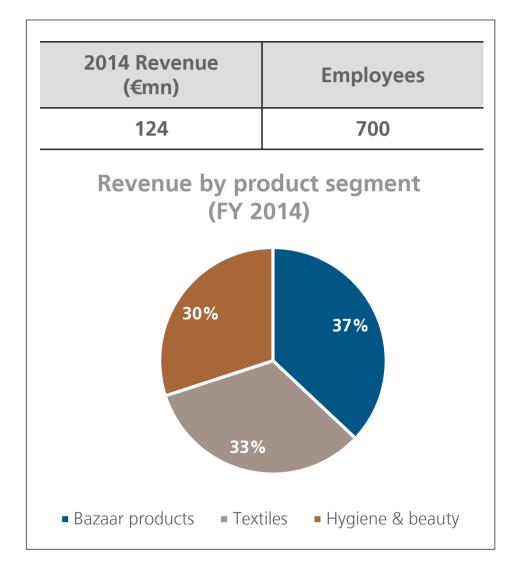


### **Investment case:**

- Growth from new products and clients
- Achieve further operational improvements
- Explore further add-on opportunities

### **Development:**

 FDG continues to perform well despite challenging consumer sentiment in France



## FORMEL D INVESTMENT OVERVIEW



#### **Business:**

- Provider of support services around the production process in the automotive industry, focus on services that address quality issues
- One of the leading service providers globally
- Headquartered in Troisdorf (Germany)

## Ownership summary:

- Initial investment date: May 2013
- Investment share: 15.1% DBAG (€10.4mn)

- Family succession
- MBO alongside DBAG Fund V



## FORMEL D INVESTMENT CASE & COMPANY DEVELOPMENT

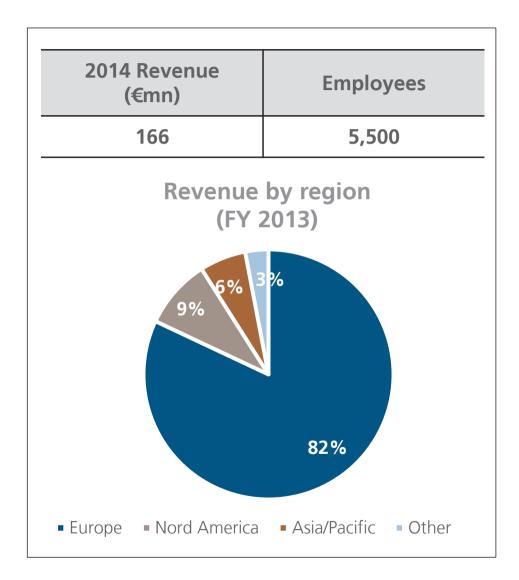


#### Investment case:

- Support of management succession issues
- Implementation of a global finance and reporting structure
- Expansion of the business with existing customers
- Further internationalisation with focus on China and US
- Growth with new services

## **Development:**

 Strong financial performance in the first six months of 2015 due to business expansion in Germany, China and US



## GIENANTH INVESTMENT OVERVIEW



#### **Business:**

- Market leader in complex iron castings, operating two iron foundries in Eisenberg and Fronberg, employing two technologies:
  - Hand moulding for small volume production of large engine blocks for industrial applications
  - Machine moulding for large volume production of driveline parts for the automotive industry
- Headquartered in Eisenberg (Germany)

## Ownership summary:

- Initial investment date: March 2015
- Investment share: 16.0% DBAG (€6.9mn)

#### **Transaction:**

 Secondary buyout from trusteeship alongside DBAG Fund VI



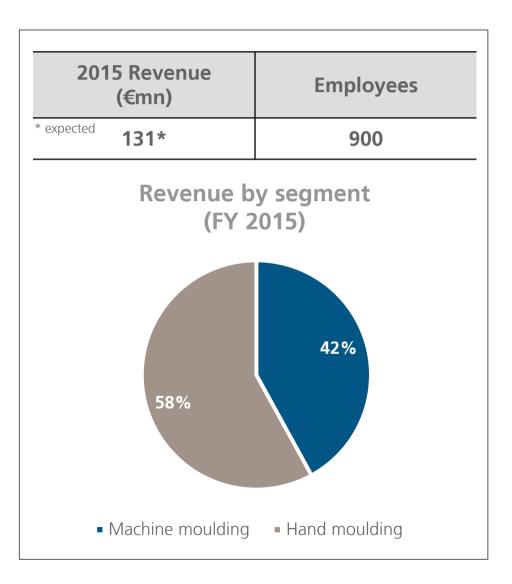
## GIENANTH INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Solid presence in an attractive industry
- Achieve further operational improvements
- Explore add-on opportunities

- Current trading below budget due to weak end markets for engine blocks
- Lower demand due to the drop in the oil price and the crises in the Middle East, Africa and the Ukraine, as well as the economic weakness in Brazil and China
- Revenue and earnings below expectations and down on the previous year's level



## GROHMANN INVESTMENT OVERVIEW



#### **Business:**

- Developer and manufacturer of plants for industrial automation worldwide with focus on automotive, electronics, semi-conductor and pharmaceutical industries
- Operating sites in Europe, North & South America and Asia
- Headquartered in Prüm (Germany)

## Ownership summary:

- Initial investment date: December 1996
- Investment share: 25.1% DBAG (€2.1mn)

### **Transaction:**

Expansion capital investment



## GROHMANN INVESTMENT CASE & COMPANY DEVELOPMENT

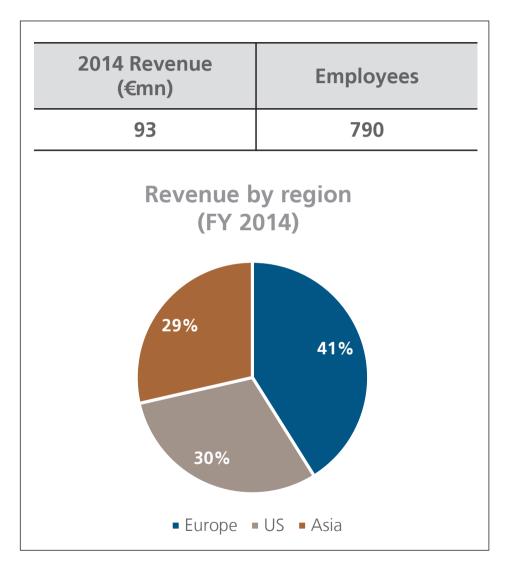


#### Investment case:

- Further strengthen innovation and technological leadership
- Broad positioning of the company to create considerable scope for growth

### **Development:**

 Revenue and earnings slightly below plan due to lower level of customer activities



## INEXIO INVESTMENT OVERVIEW



#### **Business:**

- Provider of fibre-broadband internet and telephone access in rural parts of Southern Germany
- Headquartered in Saarlouis (Germany)

## Ownership summary:

- Initial investment date: May 2013
- Investment share: 6.9% DBAG (€5.5mn)

### **Transaction:**

 Expansion capital investment alongside DBAG ECF



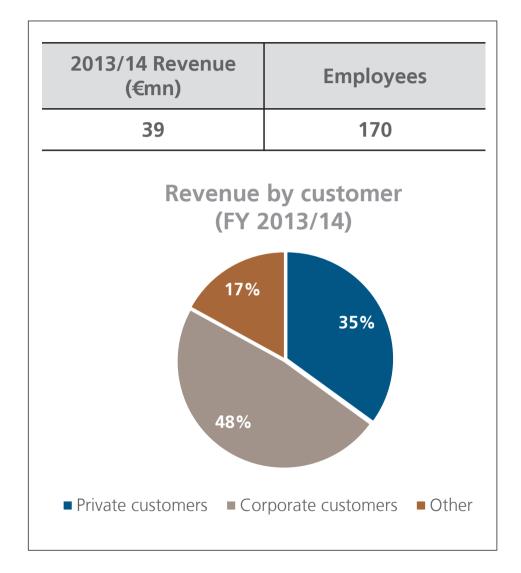
## INEXIO INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Rapid roll-out of proven business model
- Accelerate growth by add-on acquisitions

- Roll-out of infrastructure investments according to plan
- Strong current trading above budget



## INFIANA INVESTMENT OVERVIEW



#### **Business:**

- Global leading developer & manufacturer of engineered plastic films, particularly siliconized and non-siliconized release liners; End-markets:
  - Hygiene/Healthcare
  - Building/Construction
  - Pressure-sensitive
- Global production footprint with sites in Germany, US, Brazil and Thailand
- Headquartered in Forchheim (Germany)

## Ownership summary:

- Initial investment date: December 2014
- Investment share: 17.4% DBAG (€12.4mn)

- Corporate spin-off (Huhtamaki Group)
- MBO alongside DBAG Fund VI



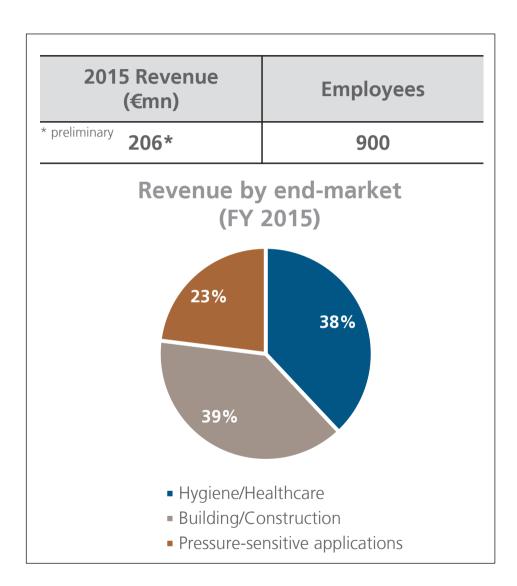
## INFIANA INVESTMENT CASE & COMPANY DEVELOPMENT



#### **Investment case:**

- Exposure to attractive core markets
- Capacity expansion at existing sites
- Product innovations to increase share-ofwallet
- Explore add-on opportunities

- The company expects significant growth in revenues and a distinct rise in earnings, despite fluctuating raw material prices
- Positive volume growth in the core markets is supported by an appreciation of the US dollar



## JCK INVESTMENT OVERVIEW



#### **Business:**

- Trading company for textiles, sportswear and other products
- Market-leading supplier to discount chains especially large supermarket operations
- Headquartered in Quakenbrück (Germany)

## Ownership summary:

- Initial investment date: June 2015
- Investment share: 9.5% DBAG (€8.8mn)

- Acquisition of investment from AlpInvest Partners
- Expansion capital investment alongside DBAG ECF



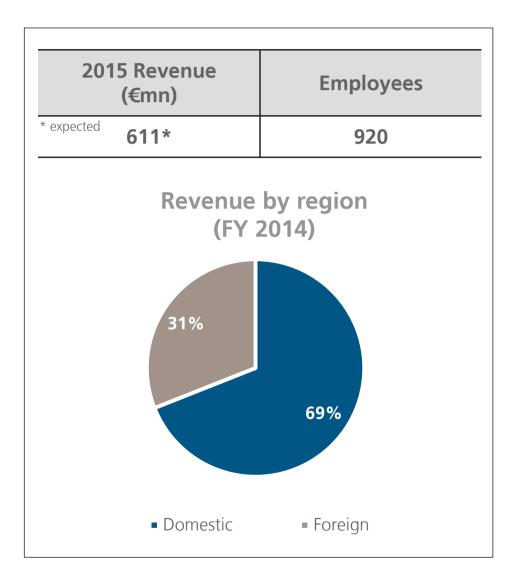
## JCK INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Solid core business with a stable customer base
- Attractive growth investment
- Increase revenue share of merchandising articles

- Strong growth within all business segments
- Revenue and earnings are expected to exceed prior year results



## MAGEBA INVESTMENT OVERVIEW



#### **Business:**

- Leading global provider of structural bearings, expansion joints and other products and services for the infrastructure and building sector
- Headquartered in Bülach (Switzerland)

## Ownership summary:

- Signing: December 2015
- Closing: February 2016
- Investment share: 19.8% DBAG (€7.9mn)

- Share purchase
- Expansion capital investment alongside DBAG ECF



## MAGEBA INVESTMENT CASE & COMPANY DEVELOPMENT

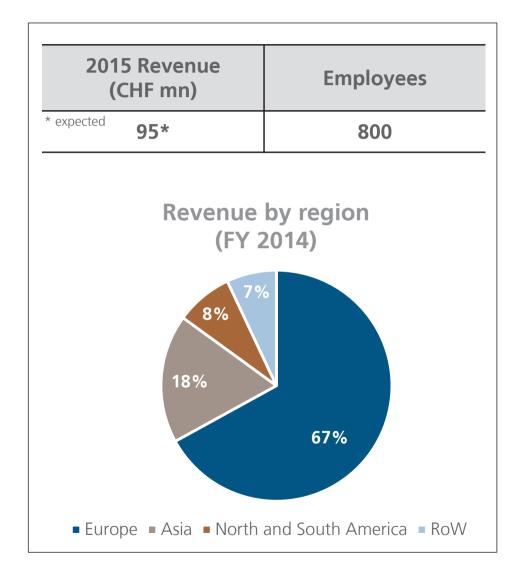


#### Investment case:

- Increase market penetration with existing product portfolio to support revenue growth
- Further internationalisation and development of new products
- Growth opportunities in protection of buildings from seismic forces of earthquakes

## **Development:**

Attractive and growing niche market



## NOVOPRESS INVESTMENT OVERVIEW



#### **Business:**

- Leading developer and manufacturer of tool systems for the sanitary, electrotechnical and construction industries
- Strong position in a niche market
- Headquartered in Neuss (Germany)

## Ownership summary:

- Initial investment date: June 2015
- Investment share: 19.0% DBAG (€2.3mn)

- Acquisition of investment from AlpInvest Partners
- Expansion capital investment alongside DBAG ECF



## NOVOPRESS INVESTMENT CASE & COMPANY DEVELOPMENT

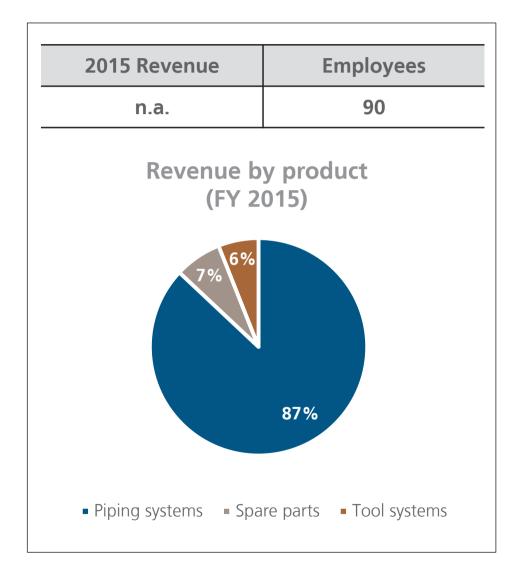


#### Investment case:

- Further expansion of the pipe connecting technology business
- Further internationalisation
- Attractive growth investment

### **Development:**

Strong growth compared to budget and prior year results



## OECHSLER INVESTMENT OVERVIEW



#### **Business:**

- Leading producer of injection-moulded precision parts and electro-mechanical components
- Production sites in Europe (Germany, Romania), North America (Mexico) and Asia (China)
- Headquartered in Ansbach (Germany)

## Ownership summary:

- Initial investment date: February 2015
- Investment share: 8.4% DBAG (€11.1mn)

- Share purchase
- Expansion capital investment alongside DBAG FCF



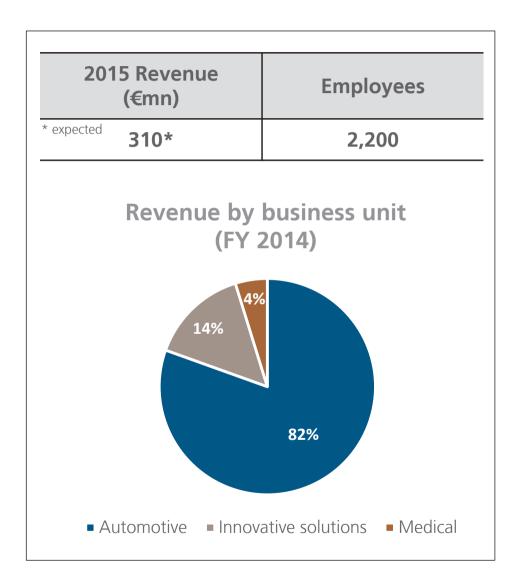
## OECHSLER INVESTMENT CASE & COMPANY DEVELOPMENT



#### **Investment case:**

- New product development based on core technology
- Diversification of customer base
- Further market penetration with existing product portfolio
- Select add-on acquisitions to integrate value chain and/or add specific competencies

- Higher revenues and earnings due to high volumes of the company's core product
- Increase of production capacity to meet customer expectations



## PFAUDLER INVESTMENT OVERVIEW



#### **Business:**

- Global market-leading manufacturer of glass-lined reactors and components for the chemical and pharmaceutical industries
- Provider of aftermarket parts and services based on its own products
- Operating 9 production sites in Europe (4),
   Americas (3) and Asia (2)
- Access to customers in all relevant regional markets

### Ownership summary:

- Initial investment date: December 2014
- Investment share: 17.6% DBAG (€11.4mn)

- Corporate spin-off (National Oilwell Varco Inc.)
- MBO alongside DBAG Fund VI



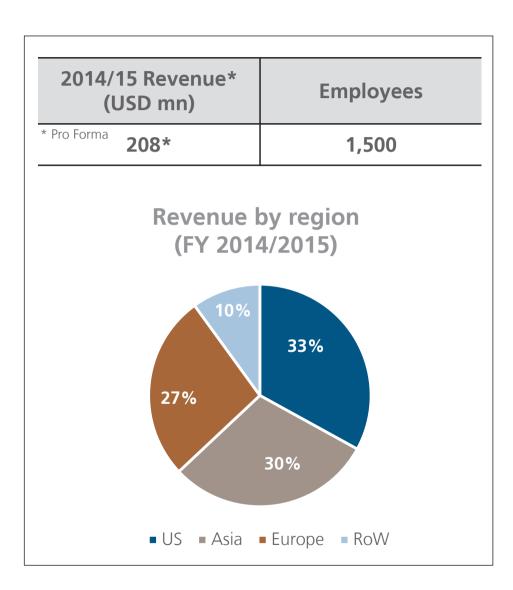
## PFAUDLER INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Optimisation of core business
- Expansion & improvement of the aftermarket business
- Shift from product to process/service orientation
- Follow-on investment in Montz (Aug. 2015)

- Increased pressure on prices and consequently on costs due to a more difficult competitive environment, especially in Europe
- Revenue and earnings below previous year's figures



## PROXES INVESTMENT OVERVIEW



#### **Business:**

- Design and manufacturing of machines for food processing
- Market leader in processing of liquid and semi-liquid food with special expertise in systems engineering
- Headquartered in Hameln (Germany)

## Ownership summary:

- Initial investment date: May 2013
- Investment share: 18.8% DBAG (€9.1mn)

- Corporate spin-off (IMA Group)
- MBO alongside DBAG Fund V



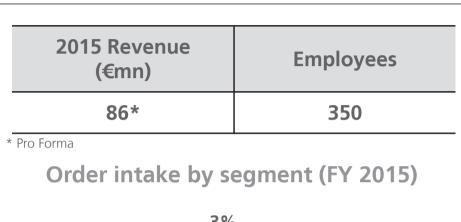
## PROXES INVESTMENT CASE & COMPANY DEVELOPMENT

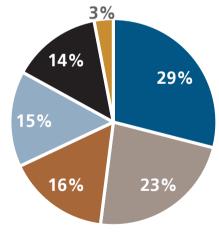


#### Investment case:

- Support of the buy & build strategy
- Establish and grow international sales network
- Expand aftermarket & service business
- Implement best practice in production, R&D and controlling
- Acquisition of FrymaKoruma from Romaco (Oct. 2014) as well as a follow-on investment in Terlet (June 2015)

- Newly created ProXES Group is well received by customers
- Strong order intake and company results in the first six months of FY 2015





- FrymaKoruma Original equipment
- Stephan Industrial machinery
- FrymaKoruma Aftermarket & Service
- Stephan Aftermarket & Services
- Stephan Universal machinery
- Stephan Microcut

## ROMACO INVESTMENT OVERVIEW



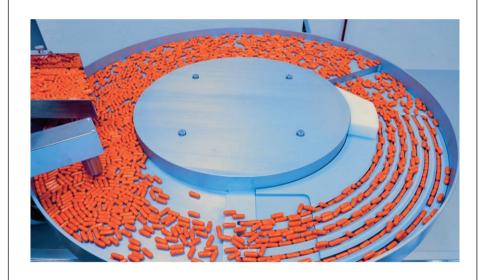
#### **Business:**

- Global supplier of packaging and processing technologies for the pharmaceutical industry
- Leading supplier in the mid-market segment – focused on flexible machines with an attractive price-performance ratio for generics producers and contract packagers
- Headquartered in Karlsruhe (Germany)

## Ownership summary:

- Initial investment date: April 2011
- Investment share: 18.7% DBAG (€11.2mn)

- Corporate spin-off (Robbins & Myers Inc.)
- MBO alongside DBAG Fund V



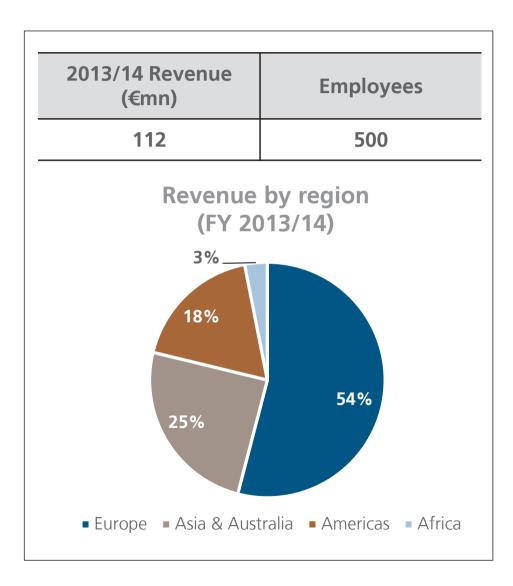
## ROMACO INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Implementation of buy & build "Full-Liner" concept
- Further operational improvements
- Sales and marketing improvements

- Completion of "Full-Liner" strategy well received by customers
- Company strengthened sales and marketing capacity
- Current trading marked by a positive trend in the first six months of FY 2014/15



# "SCHÜLERHILFE" INVESTMENT OVERVIEW



#### **Business:**

- Provider of professional, classroom-based tutoring services to primary and secondary students in Germany and Austria
- #1 in Germany and Austria
- 1,069 sites, thereof 40% own centres and 60% franchise centres
- Headquartered in Gelsenkirchen (Germany)

## Ownership summary:

- Initial investment date: October 2013
- Investment share: 15.3% DBAG (€9.8mn)

- Secondary buyout
- MBO alongside DBAG Fund VI



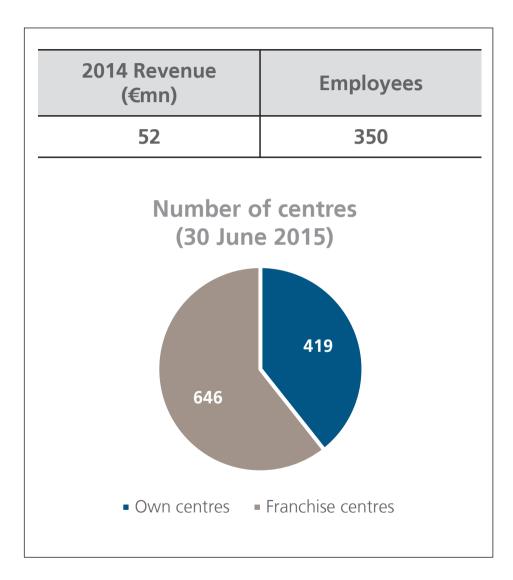
# "SCHÜLERHILFE" INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Growth number of students per centre
- Growth opening of new own centres
- Expansion of product offering
- Growth through add-on acquisitions

- Positive development continues for the first half of FY 2015
- Company continues to be highly cash generative



## SILBITZ INVESTMENT OVERVIEW



#### **Business:**

- Operator of three iron foundries in:
  - Silbitz casting of various materials on an iron and steel basis in handmoulded and automated machinemoulded processes
  - Zeitz focusing on wind energy systems
  - Košice casting of various materials with a high degree of individualisation
- Headquartered in Silbitz (Germany)

## Ownership summary:

- Initial investment date: August 2015
- Investment share: 18.8% DBAG (€7.7mn)

- Secondary buyout
- MBO alongside DBAG Fund VI



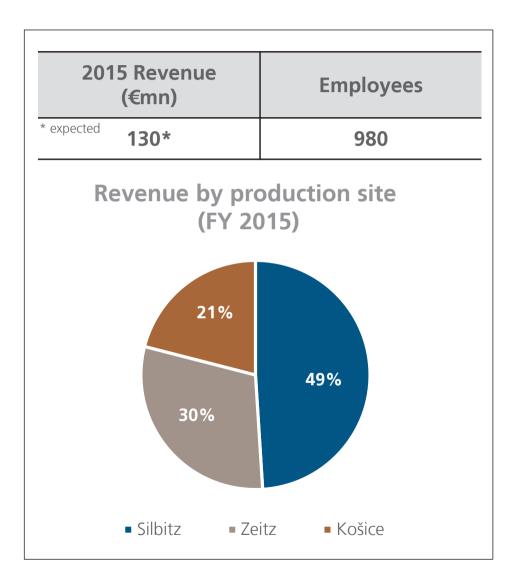
## SILBITZ INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Solid presence in an attractive industry
- Expand melting capacities in Zeitz to enable manufacturing of larger castings
- Strengthen the geographical presence
- Further operational improvements
- Explore add-on opportunities

- Company develops slightly below budget
- Revenue slightly exceeded previous year's figures
- Earnings remain below budget due to lower demand for higher-value castings



## TELIO INVESTMENT OVERVIEW



#### **Business:**

- European market leader in inmate communication solutions for the corrections industry
- Headquartered in Hamburg (Germany)

## Ownership summary:

- Signing: November 2015
- Closing: expected April 2016
- Investment share: 18.8% DBAG (€12.8mn)

- Acquisition of investment from family office
- MBO alongside DBAG Fund VI



## TELIO INVESTMENT CASE & COMPANY DEVELOPMENT

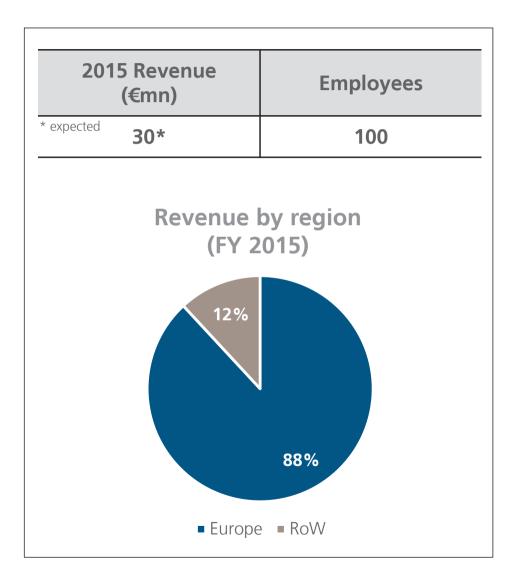


#### **Investment case:**

- Harvest identified upselling opportunities within existing markets
- Add further revenue streams by winning tenders in new markets and applying new products
- Pursue growth opportunities by add-on acquisitions

## **Development:**

 High margin business model with a strong conversion and substantial upside potential with historical growth mainly driven by international expansion



# UNSER HEIMATBÄCKER (UHB) INVESTMENT OVERVIEW



#### **Business:**

- Bakery chain, > 400 outlets under the brands "Unser Heimatbäcker" and "Lila-Bäcker" as well as wholesale business, > 1,500 customers
- Market leader in its geographic area of operations, #5 in Germany
- Headquartered in Pasewalk (Germany)

## Ownership summary:

- Initial investment date: May 2014
- Investment share: 12.6% DBAG (€10.1mn)

- Secondary buyout
- MBO alongside DBAG Fund VI



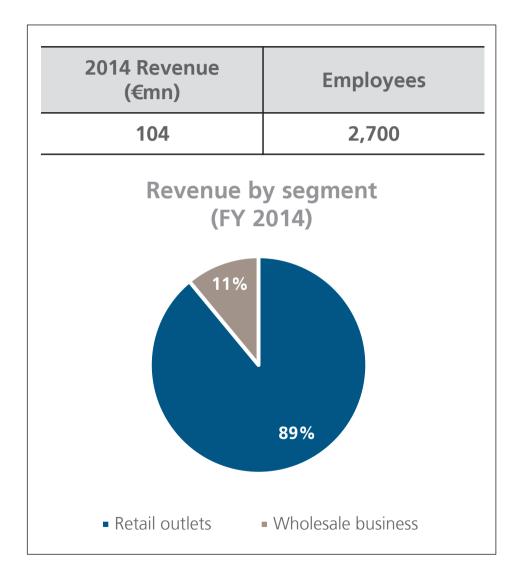
# UNSER HEIMATBÄCKER (UHB) INVESTMENT CASE & COMPANY DEVELOPMENT



#### Investment case:

- Expansion of B-2-C business (outlets)
- Buy & build concept by further consolidations of the existing market or expansion of the regional footprint by the acquisition of competing bakery chains
- Expansion of the wholesale business

- Growth in 2015 driven by acquisition of "De Mäkelbörger" and organic growth
- UHB established as platform for further growth and regional consolidation



## FORWARD-LOOKING STATEMENTS INVOLVE RISKS



This presentation contains forward-looking statements. Forward-looking statements are statements that do not describe facts or past events; they also include statements about our assumptions and expectations.

Any statement in this report that states our intentions, assumptions, expectations or predictions and the underlying assumptions is a forward-looking statement. These statements are based on plans, estimates and projections currently available to the Board of Management of Deutsche Beteiligungs AG. Therefore, forward-looking statements only relate to the date on which they are made. We do not assume any obligation to update such statements in light of new information or future events.

Forward-looking statements involve inherent risks and uncertainties. A number of important factors may cause actual events to differ significantly from those in forward-looking statements. Such factors include the conditions in the financial markets in Germany, in Europe, in the United States and elsewhere – the key regions for our investment activities.