



Business figures 2023

Wiesloch, March 7, 2024

Highlights 2023

- MLP proves **resilience of its business model – strategic developments** consistently expedited
- Despite severe external pressures: **Total revenue** reached new **peak of €973 million** (PY: €949 million)
- Key figures relevant for future revenue development increased to **record levels: Assets under management at €57.0 billion** and **non-life insurance portfolio volume at €687 million**
- **EBIT at €70.7 million** due to a specific effect in the real estate business – **consistent dividend proposal of 30 cents per share**

Important trends boost client demand

Inflation

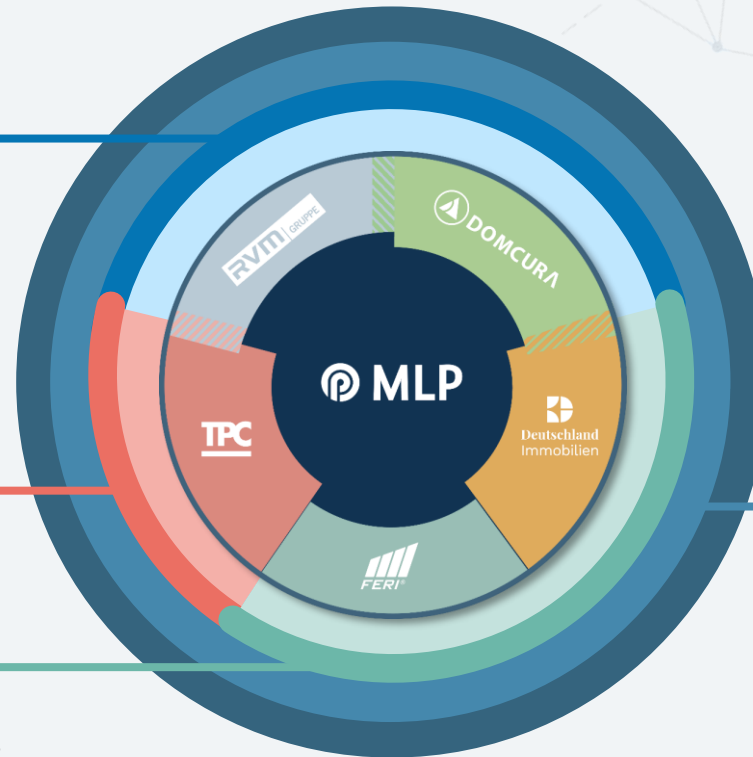
increases demand for financial consulting in various competence fields.

Demographic development

increasingly generates need for private and occupational pension provision.

Growing wealth, more asset successions

increases demand for wealth management with a diversified portfolio.



Digitalisation

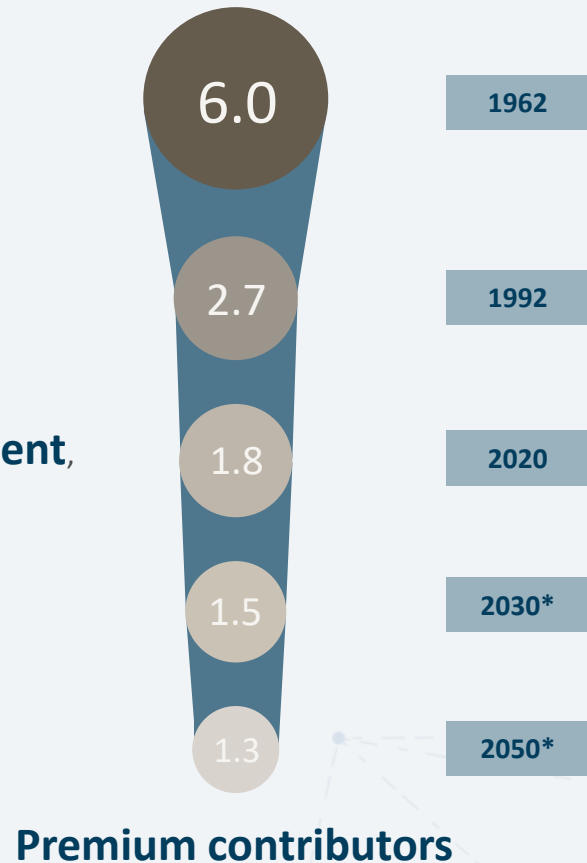
improves client experience and cost efficiency.

Sustainability

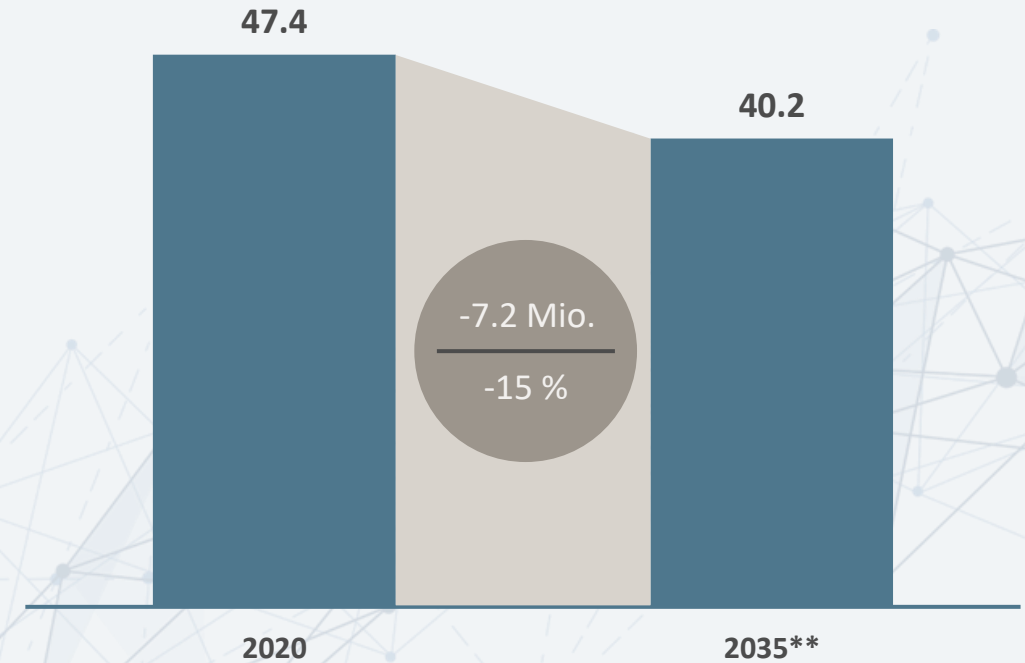
creates new prospects and need for consulting services.

Advancing demographic development exerting pressure on the pension system and employment market

For **1 pension recipient**, there are ...



Workers
(in million)



Sources: German Federal Institute for Population Research (BiB), Institute of the German Economy (IW) in Cologne | *Forecast

Source: IAB | **Forecast

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Annual Analyst Conference 2024

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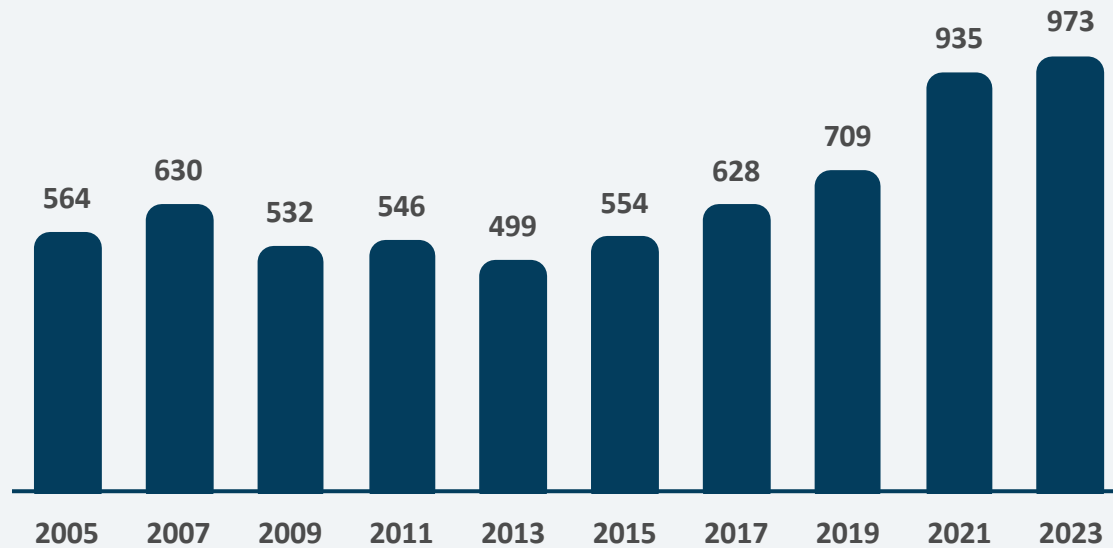
2 | STRATEGIC DEVELOPMENTS

3 | FORECAST 2024 AND PLANNING 2025

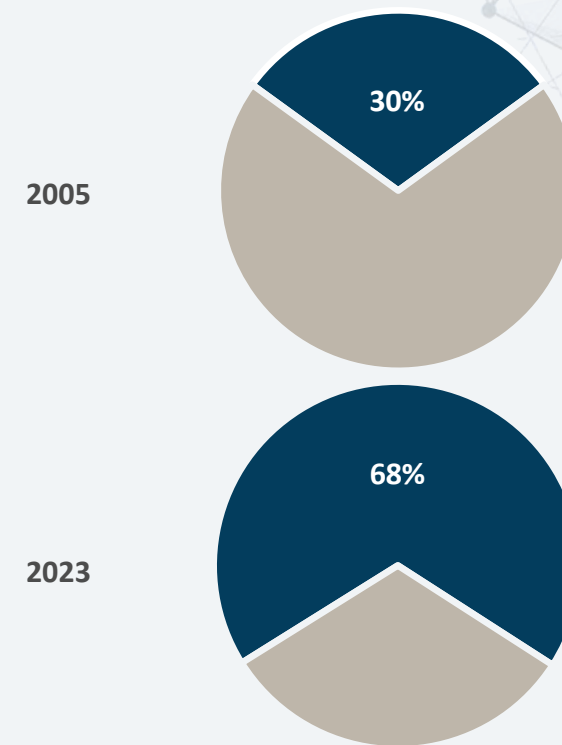
4 | SUMMARY AND QUESTIONS

Total revenue at new all-time high

Total revenue of the MLP Group
in € million



Recurring Revenue
Proportion of sales revenue



Stable revenue structure

Sales revenue breakdown into consulting fields
in € million, previous year's values in brackets



-3 %

Wealth management
FY: 308 (317)



+2 %

Old-age provision
FY: 234 (229)



+15 %

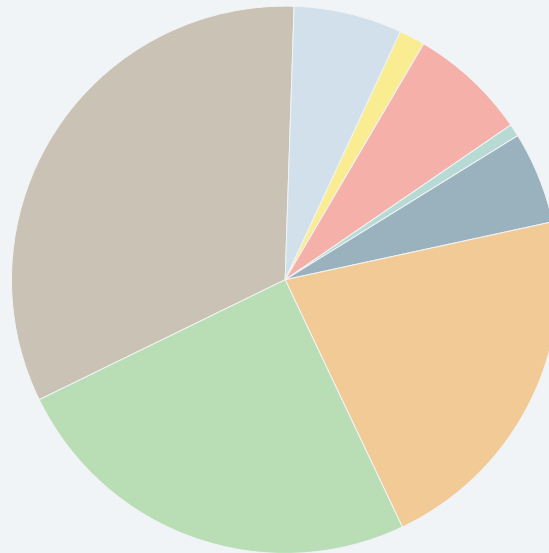
Non-life insurance
FY: 201 (174)



-42 %

**Real estate brokerage
and development***
FY: 51 (88)

* of which real estate development: 31 (50)



+8 %

Health insurance
FY: 60 (56)



-35 %

**Loans and mortgages
(without MLP Hyp)**
FY: 14 (22)



+209 %

Interest income
FY: 66 (21)



+3 %

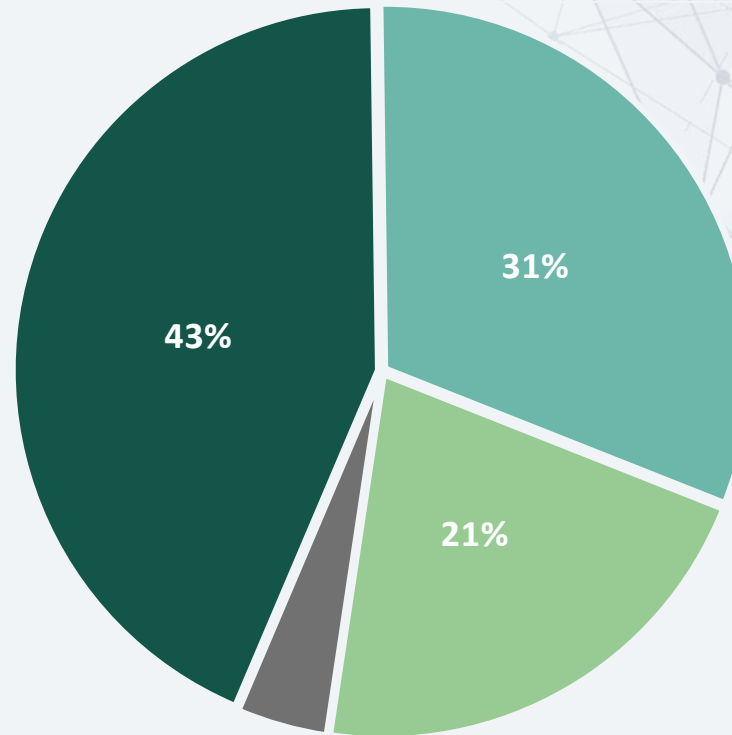
Other commissions and fees
FY: 7 (7)

Revenue recorded in competence fields

Sales revenue breakdown into competence fields
in € million, previous year's values in brackets

Wealth	408	(398)	+3 %
Wealth management	308	(317)	-3 %
Interest income	66	(21)	+209 %
Real estate brokerage	20	(38)	-47 %
Loans and mortgages	14	(22)	-35 %

Others	38	(57)	-33 %
Real estate development	31	(50)	-38 %
Other commissions and fees	7	(7)	+3 %

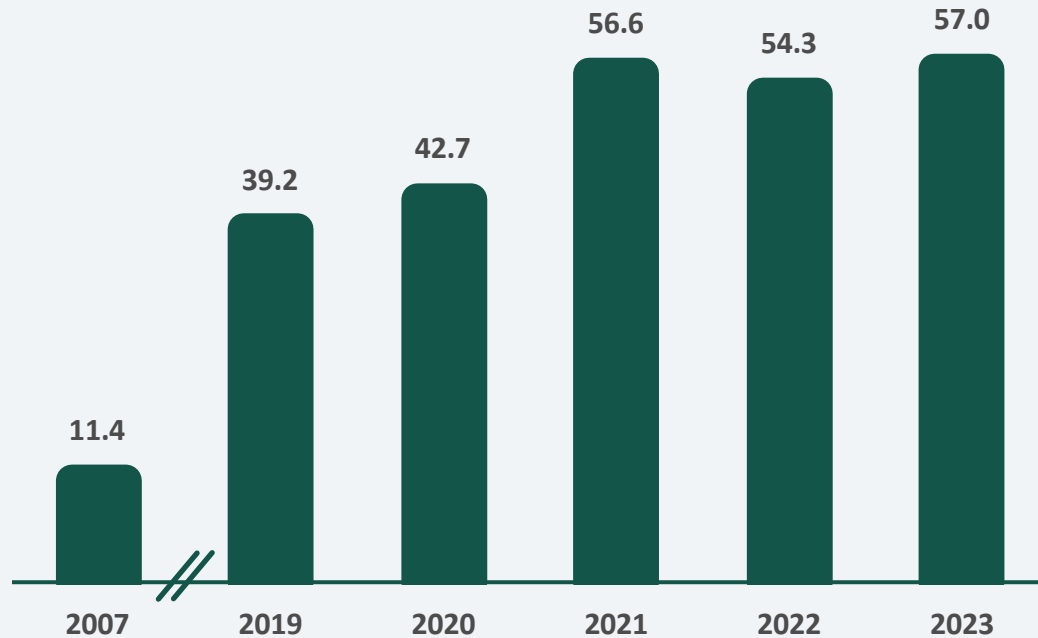


Life & Health	294	(285)	+3 %
Old-age provision	234	(229)	+2 %
Health insurance	60	(56)	+8 %

Property & Casualty	201	(174)	+15 %
Non-life insurance	201	(174)	+15 %

Growth in key figures

Assets under management*
in € billion, as of December 31



* contains wealth management and interest income

Non-life insurance portfolio volume
in € million, as of December 31

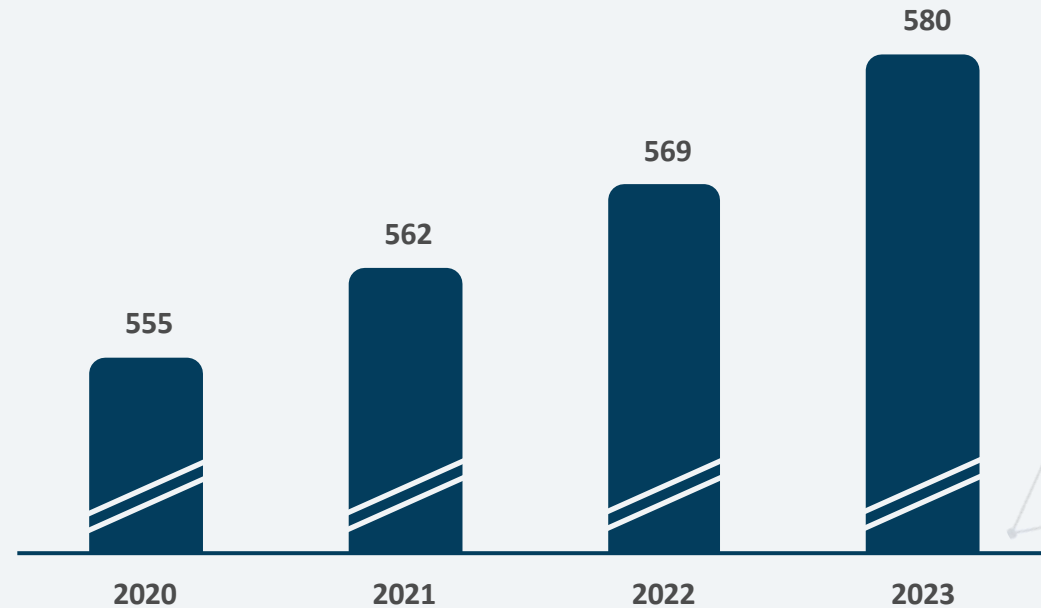


** as from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

Family clients increased to 580,000

Family clients

in thousands, as of December 31

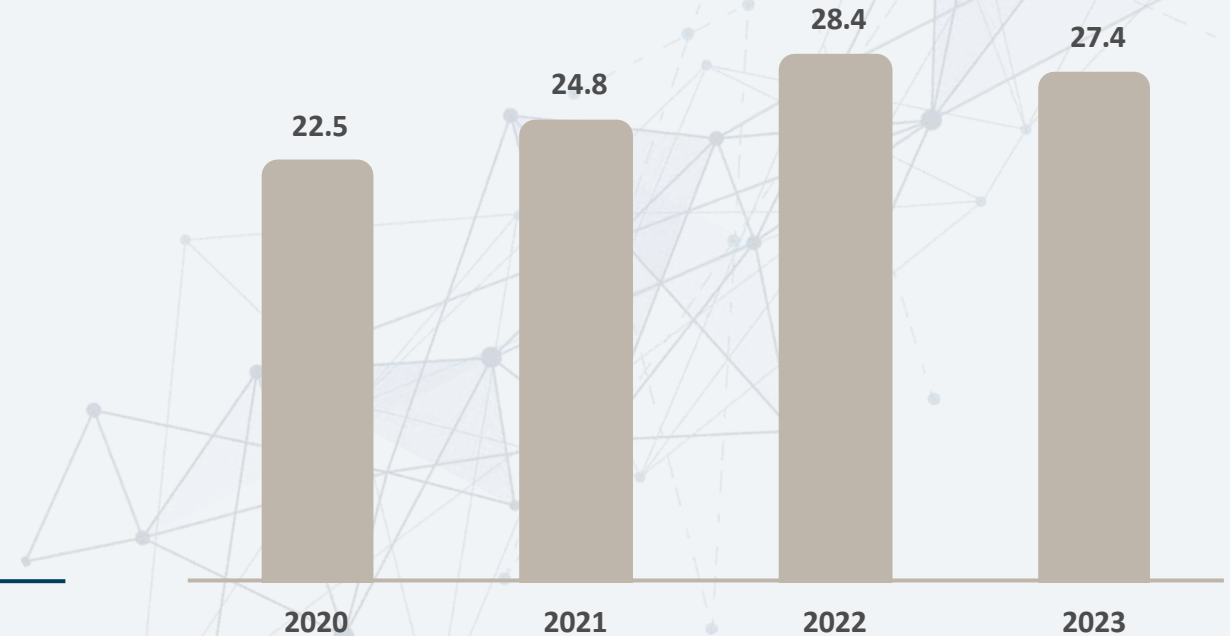


New clients gross (in thousands)

18.4	21.1	19.2	19.5
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Corporate and institutional clients

in thousands, as of December 31



EBIT at €70.7 million – strong balance sheet

Income statement

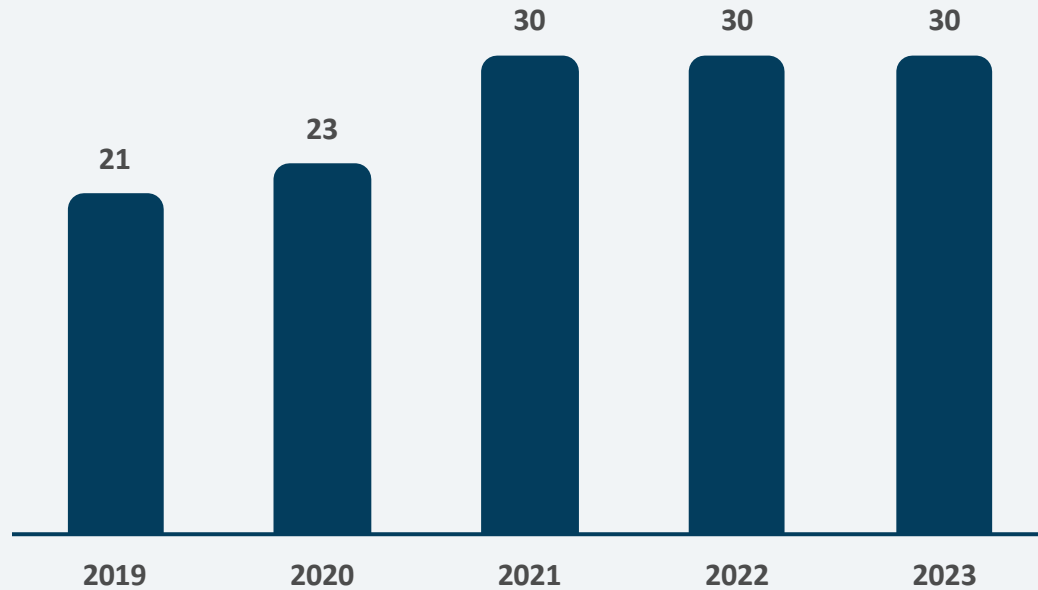
MLP Group (in € million)	2023	2022	△
Total revenue	973.5	949.1	+3 %
EBIT	70.7	75.6	-6 %
Finance result	-1.7	-2.5	-31 %
EBT	69.0	73.1	-6 %
Income taxes	-24.9	-24.4	+2 %
Net profit	44.1	48.6	-9 %
EPS in Euro	0.44	0.47	-6 %

Balance sheet figures

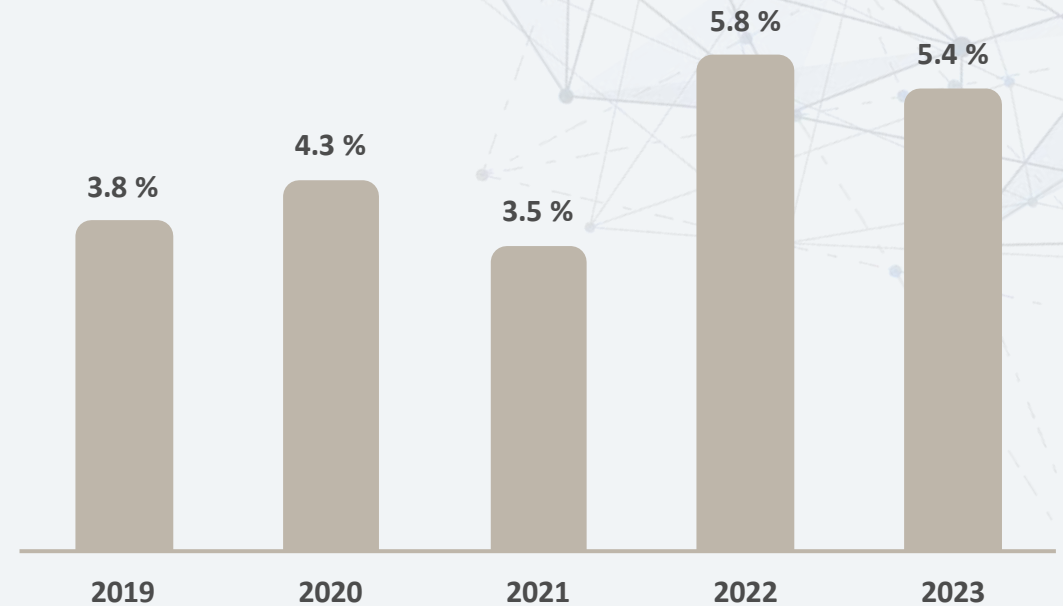
MLP Group	December 31, 2023
Balance sheet total	€3,917 million
Shareholders' equity	€532 million
Equity ratio	13.6 %
Return on equity	8.4 %
MLP Financial holding group	December 31, 2023
Core capital ratio	18.1 %
Liquidity Coverage Ratio (LCR)	1,850 %

Consistent dividend: 30 cents per share proposed

Dividend per share
in cents



Dividend yield



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Consistent digitalisation – support from artificial intelligence

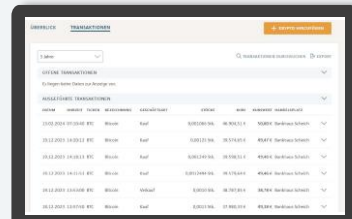
Group-wide digitalisation strategy



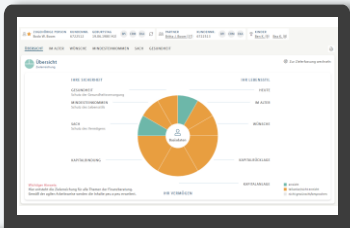
Financial home



Direct client support



Crypto trading



Consultant portal



Benefit portal

Targeted and responsible expansion of digital robots and AI (selection)



Email distribution and electronic mail processing



Use cases in the context of ChatGPT



Language and topic recognition in the service area

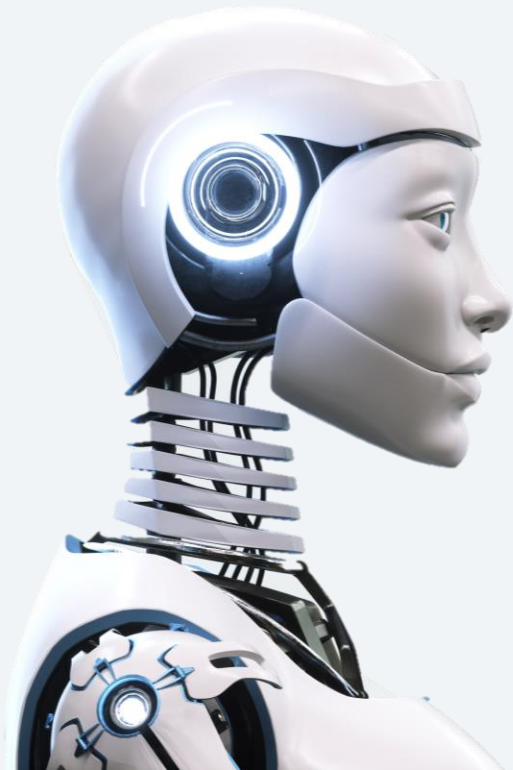


Automation of business processes



Knowledge management

Further development of consultants and workforce



Effects of AI on workplaces...

87 %

of managers surveyed expect professional duties to be extended rather than replaced by generative AI.

...and financial consulting

11 %

of the population, and therefore only a small part, state they would prefer AI to a real person when receiving consulting services.

Demography management for the MLP consultant base:

Trainee programme

Site planning

Structured succession planning

Sources: "Augmented work for an automated, AI-driven world", IBM (2023); TeamBank Liquidity Barometer Germany 2023

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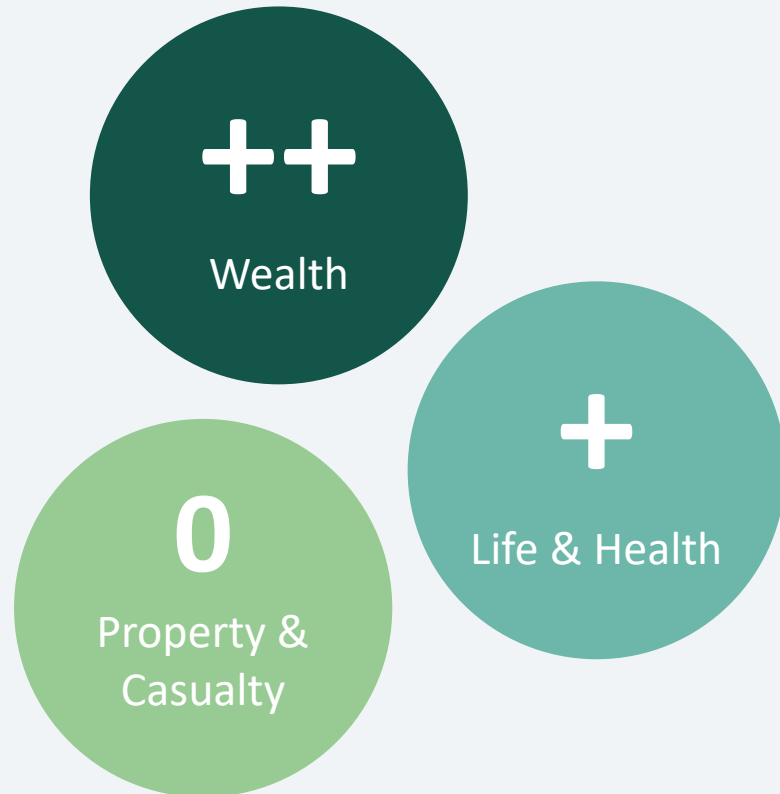
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Forecast 2024

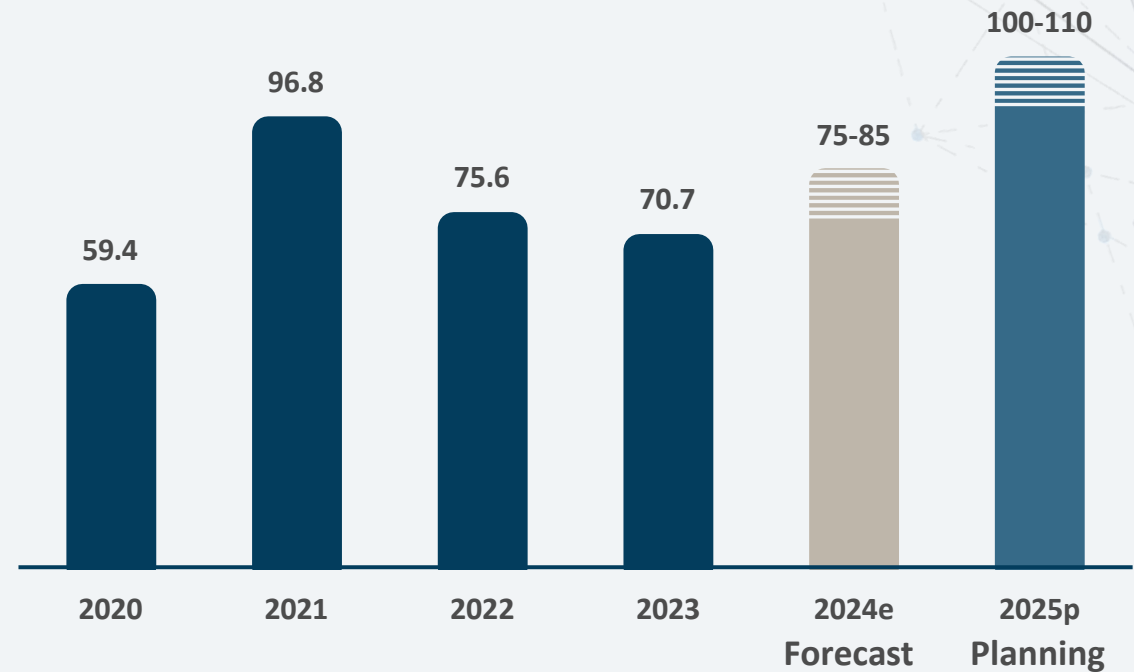
Sales revenue

very positive: ++, positive: +, neutral: 0, negative: -, very negative: --

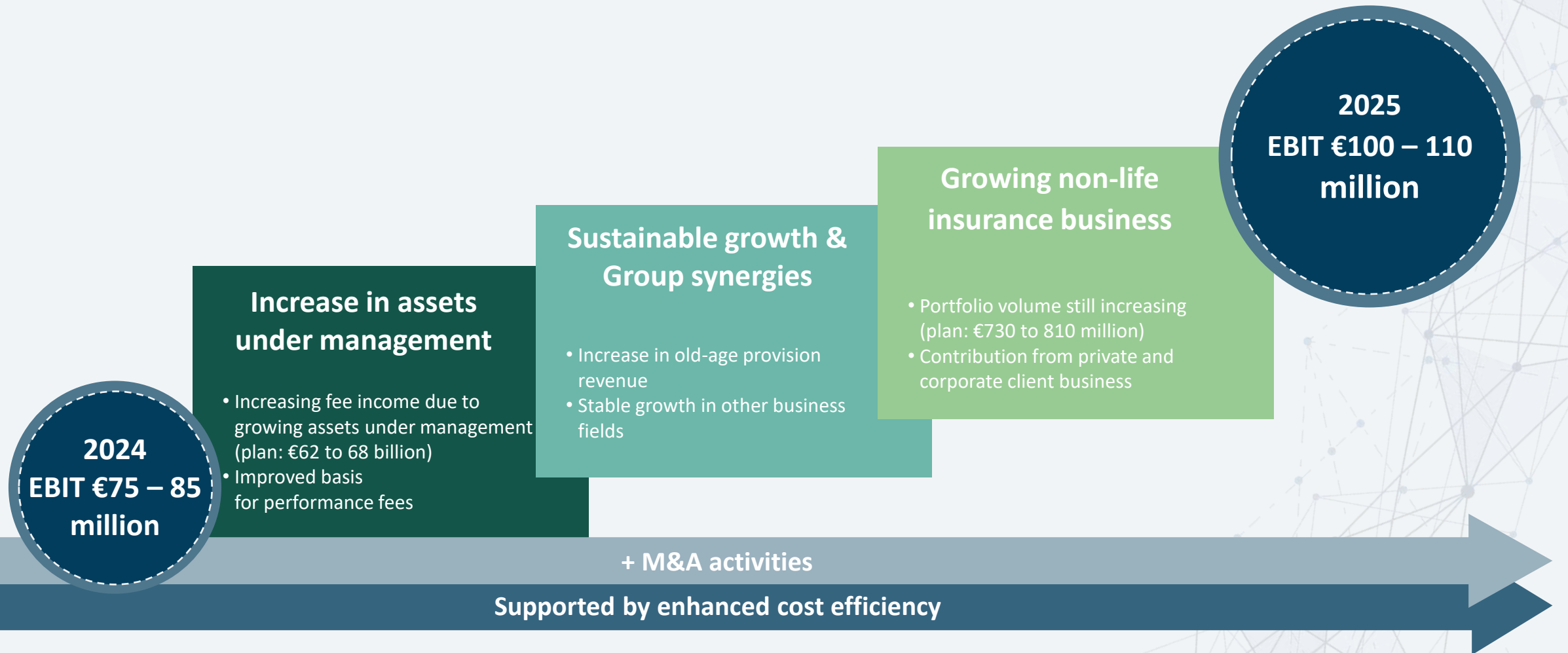


EBIT

in € million



Planning 2025



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Summary

- **Pronounced stability** in the last financial year – thanks to strategically developed business model with mutually compensating or even reinforcing pillars
- **Forecast for 2024** underscores **resilience and growth opportunities** of the MLP Group – pioneering role in the market for high-quality financial consulting services, overall trends are supportive
- **Growth path** reaffirmed across all competence fields – **EBIT of €100 to 110 million** by the end of **2025 planned**

We are happy to answer your questions

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