

Business figures 9M/Q3 2020

Reinhard Loose, CFO

Wiesloch, November 12, 2020



Finanzen verstehen. Richtig entscheiden.

Agenda

- Highlights 9M/Q3 2020
- Key financial figures 9M/Q3 2020
- Consultants and clients
- Summary and outlook
- Questions and answers

Highlights 9M/Q3 2020

- Positive trend continues – Diversification strategy is paying off especially in times of Covid-19
- 9M: Total revenue increases by **8 %** to € 525.4 (9M 2019: € 487.3 million)
- Successful development recorded above all in **real estate brokerage (+82 %)**, **wealth management (+16 %)** and **non-life insurance (+7 %)**
- Earnings before interest and taxes **increased significantly to € 26.8 million** (9M 2019: € 19.0 million)
- **Number of consultants** increased further to **2,052** representing a rise of **121** compared to the previous year's figure
- **Forecast for 2020:** MLP continues to anticipate EBIT at the **upper end** of the communicated range of € 34 million to € 42 million

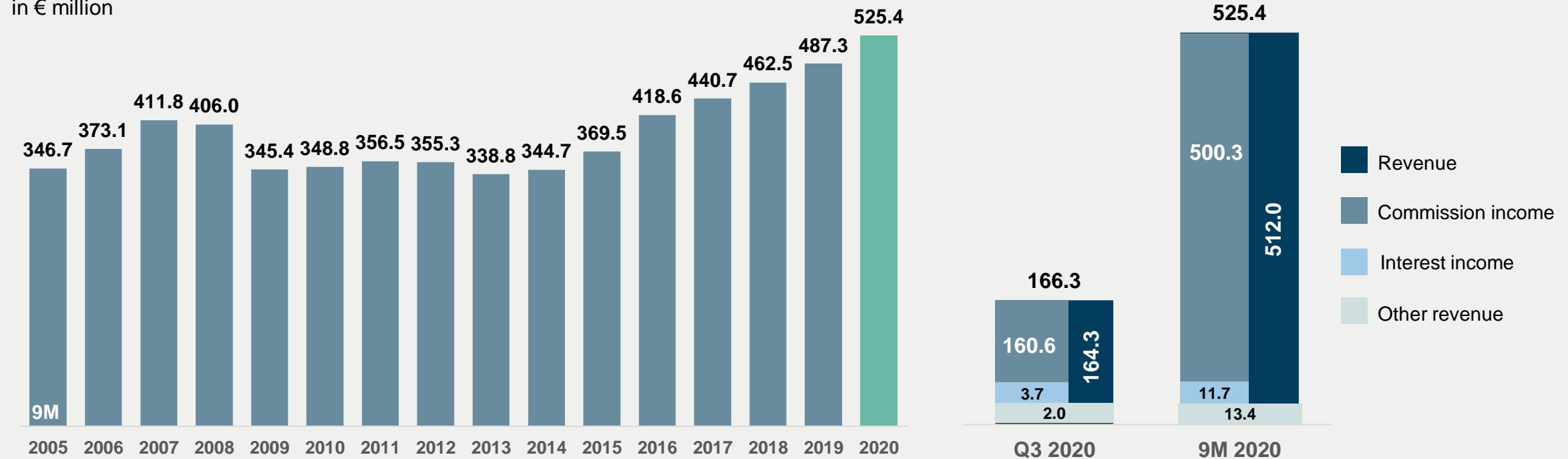
Agenda

- Highlights 9M/Q3 2020
- **Key financial figures 9M/Q3 2020**
- Consultants and clients
- Summary and outlook
- Questions and answers

9M: Total revenue increased to highest level since 2005

Total revenue

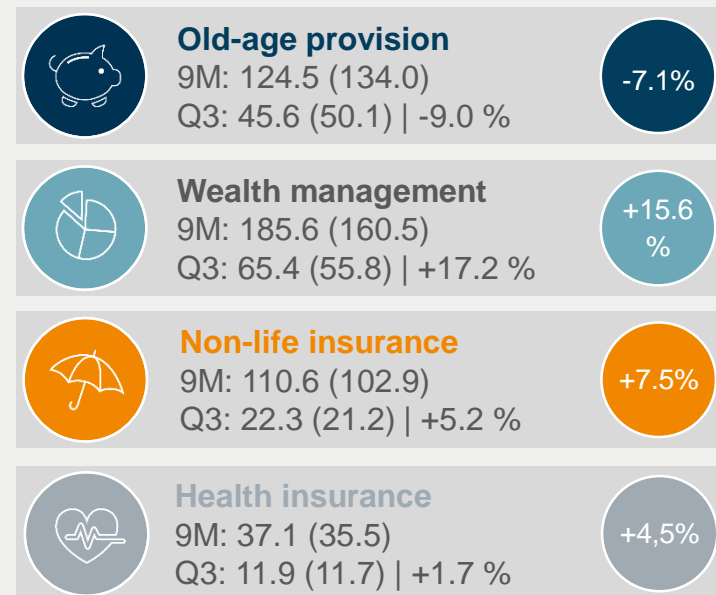
in € million



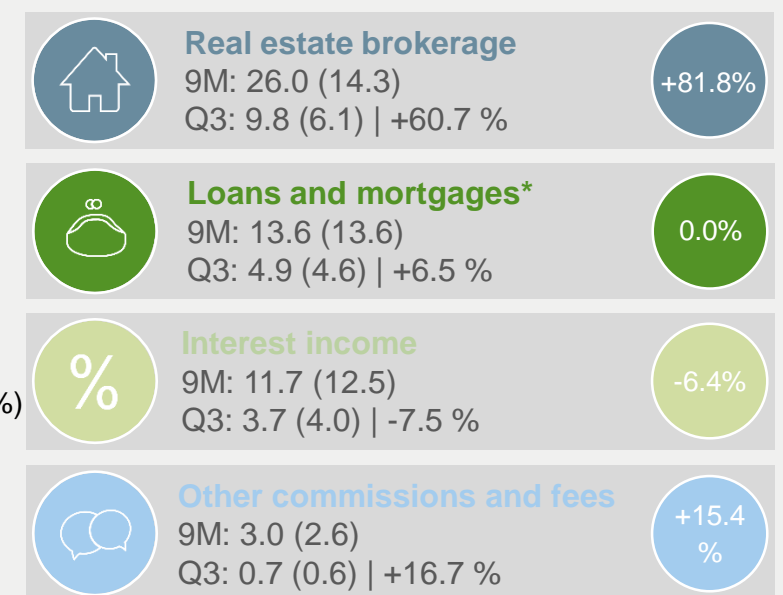
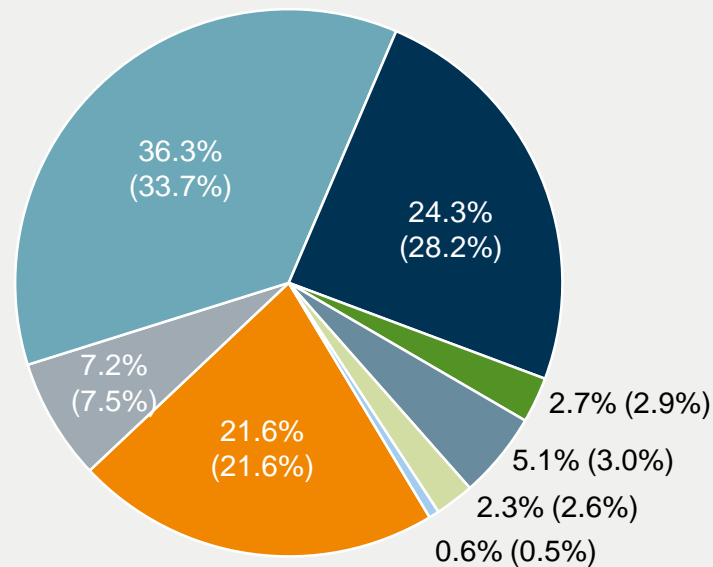
Gains in real estate brokerage, wealth management and non-life insurance

Revenue 9M and Q3

in € million



Revenue breakdown 9M:



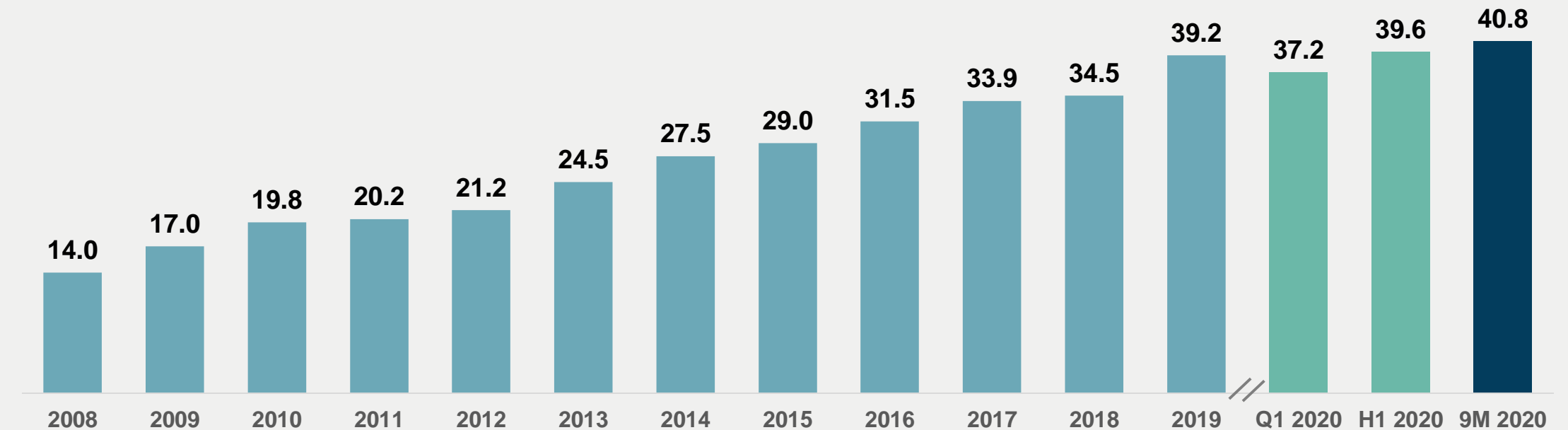
Previous year's values in brackets * Excluding MLP Hyp

Assets under management reach record level

MLP Group

Assets under management

in € billion



As of December 31, Q1 as of March 31, H1 as of June 30 and 9M as of September 30.

9M: Significant rise in EBIT despite coronavirus impact

Income statement

in € million	Q3 2019	Q3 2020	9M 2019	9M 2020
Total revenue	158.1	166.3	487.3	525.4
EBIT	6.7	8.1	19.0	26.8
Finance cost	-0.1	-0.9	-0.7	-1.9
EBT	6.6	7.1	18.2	25.0
Taxes	-0.4	-2.0	-2.9	-6.6
Net profit	6.2	5.2	15.3	18.3
EPS in € (diluted/basic)	0.06	0.05	0.14	0.17

Effects on EBIT:

- 9M 2020:** Claims for VAT refunds from previous year recognised in income in Q2 (€ 3.4 million)
- 9M 2020:** Significantly higher performance fees in wealth management recorded in Q2 and Q3 than in the same period of the previous year

Strong balance sheet

Balance sheet overview

in € million

Assets	Dec 31, 2019	Sep. 30, 2020
Intangible assets	183,1	179.7
Financial assets	178,6	227.1
Receivables from clients in the banking business	872.2	856.1
Receivables from banks in the banking business	728.1	829.9
Other receivables and assets	168,6	162.7
Cash and cash equivalents	510.8	638.3
Liabilities and shareholders' equity		
Shareholders' equity	437,4	429.8
Provisions	101,6	100.7
Liabilities due to clients in the banking business	1,894.8	2,175.8
Liabilities due to banks in the banking business	98.4	103.0
Other liabilities	250.6	231.3
Total	2,799.6	3,058.2

Equity ratio: 14.1 %

Core capital ratio: 18.6 %

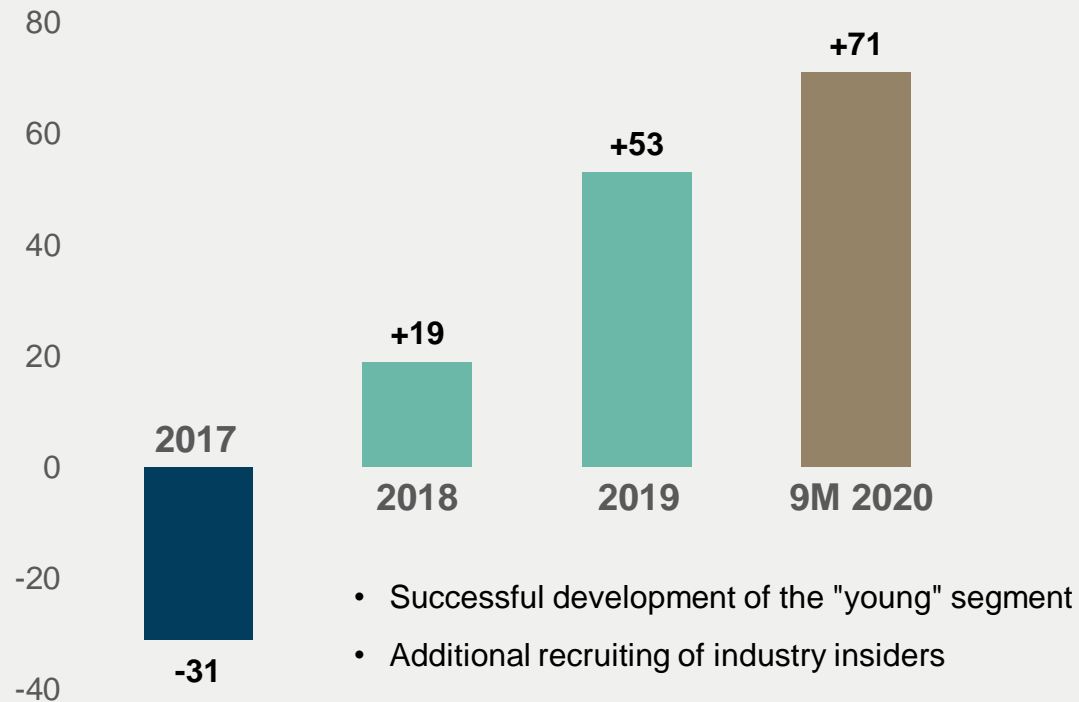
Net liquidity € 160 million

Agenda

- Highlights 9M/Q3 2020
- Key financial figures 9M/Q3 2020
- **Consultants and clients**
- Summary and outlook
- Questions and answers

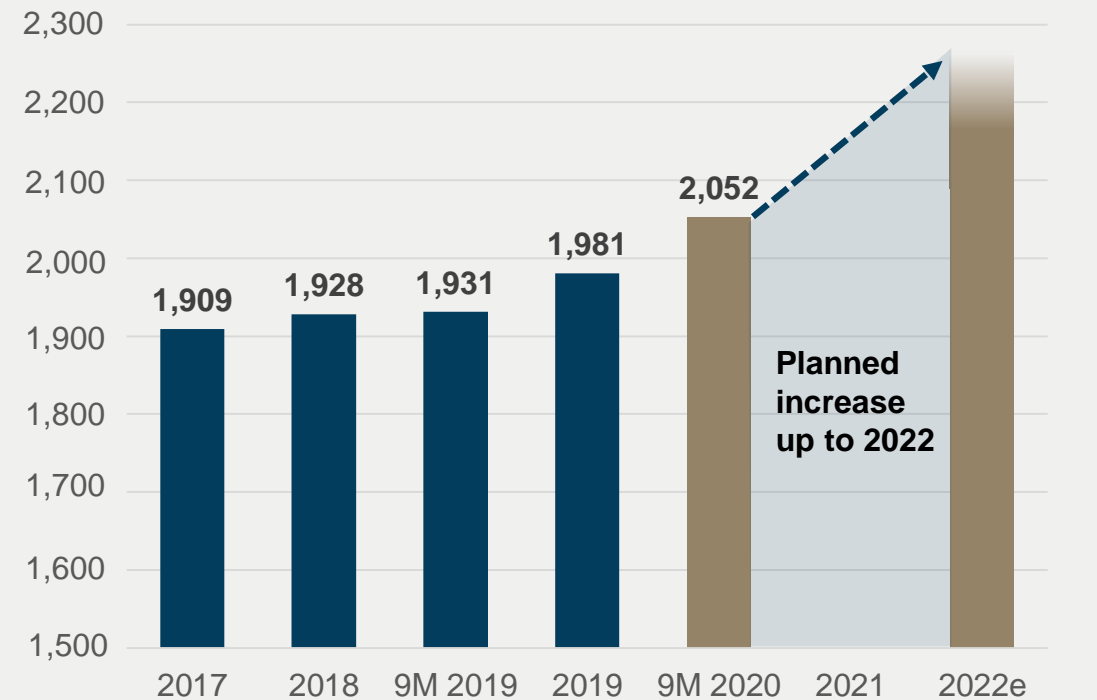
Continuous increase in number of consultants

Development of consultant numbers



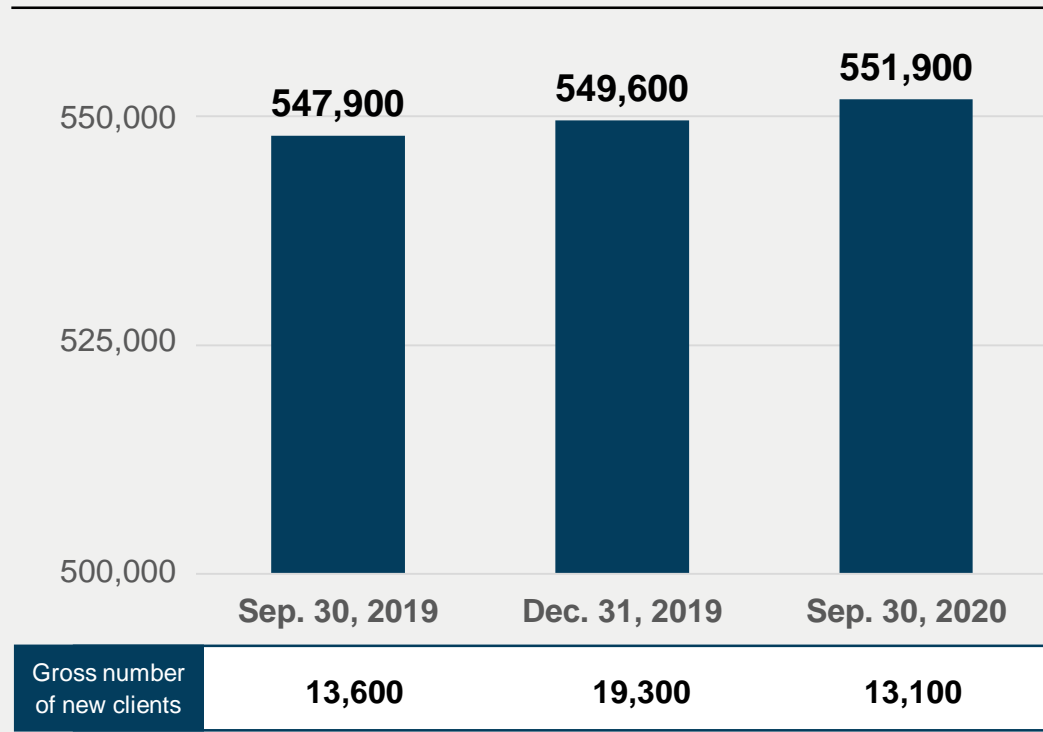
On an annual basis, 9M as at Sept. 30

Number of consultants

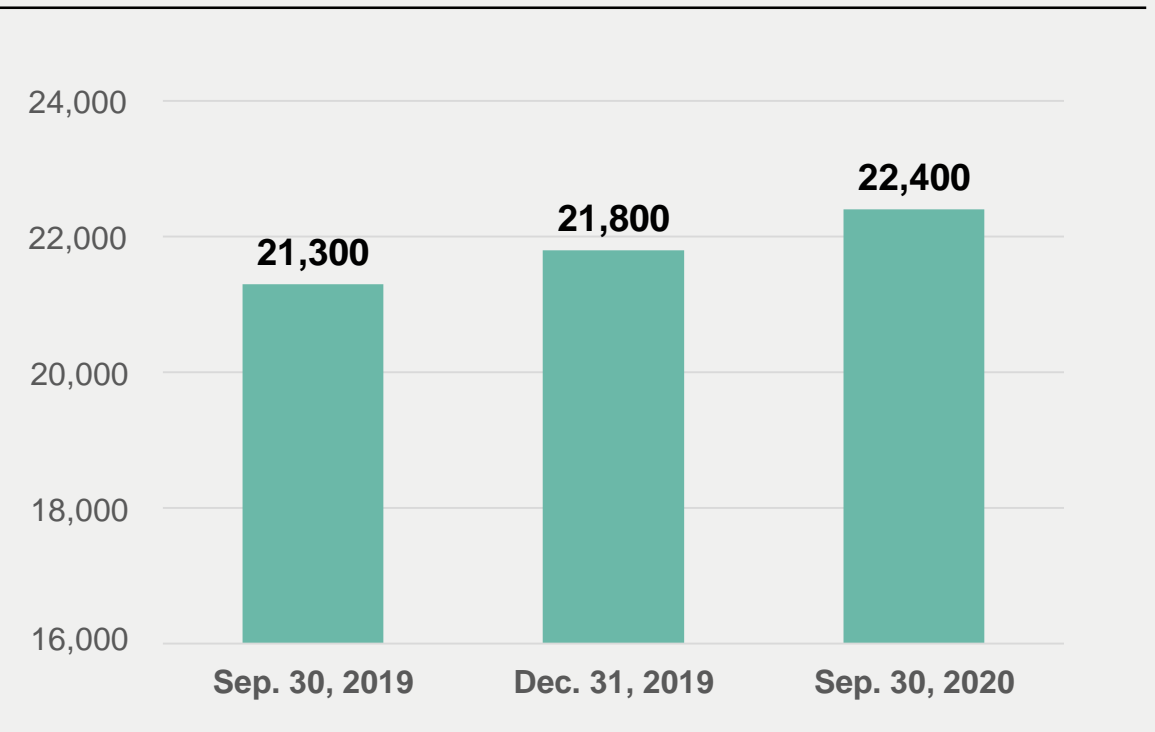


Number of family clients at 551,900

Family clients



Corporate and institutional clients









Agenda

- Highlights 9M/Q3 2020
- Key financial figures 9M/Q3 2020
- Consultants and clients
- **Summary and outlook**
- Questions and answers

Forecast 2020 – upper end of the EBIT range anticipated

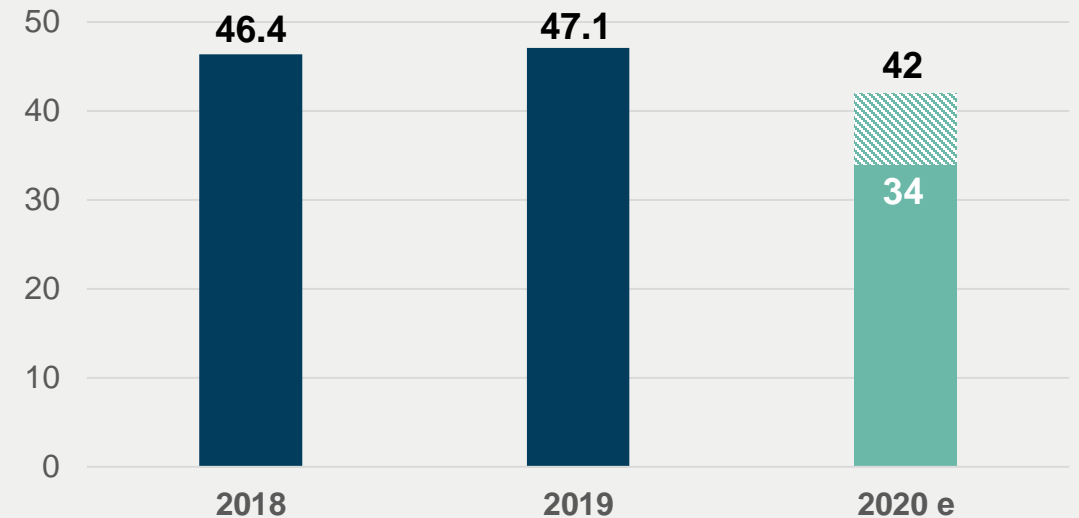
Qualitative assessment of revenue development

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

	Old-age provision	-
	Wealth management	+
	Health insurance	0
	Non-life insurance	+
	Loans and mortgages	0
	Real estate brokerage	++

Earnings performance (EBIT)

in € million

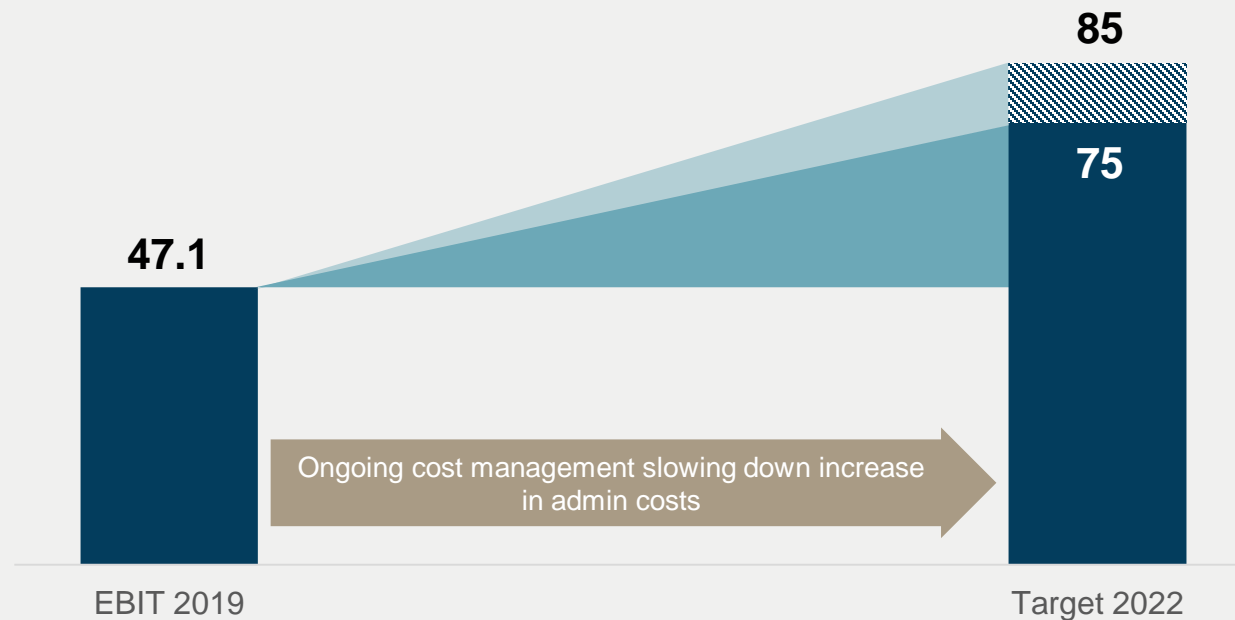


MLP expects to reach an EBIT at the upper end of the corridor between € 34 and 42 million in 2020

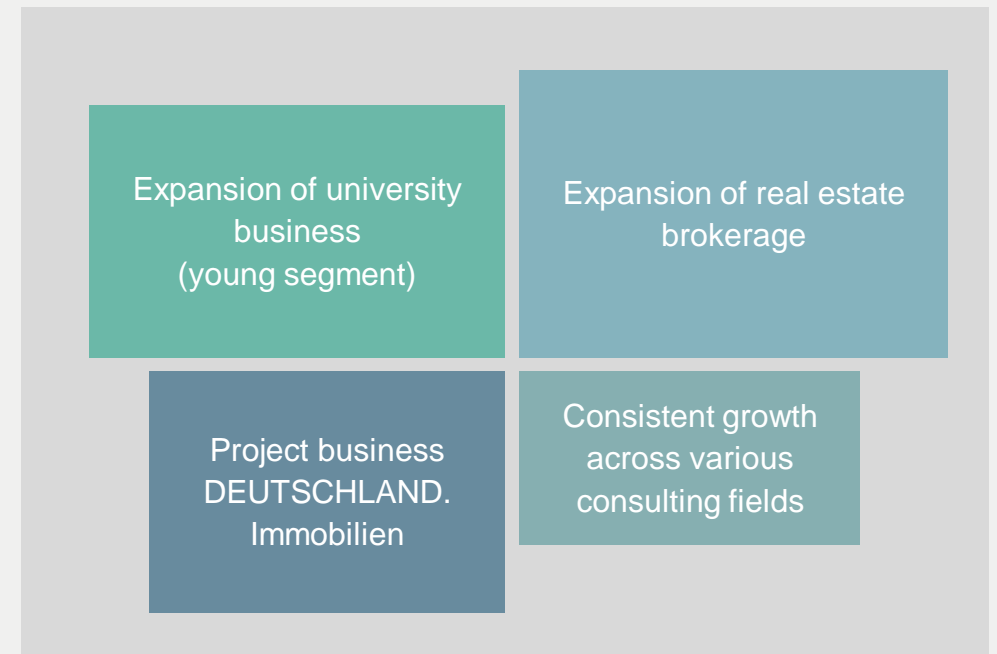
Planning for 2022 confirmed: EBIT of € 75 to 85 million anticipated

EBIT performance

in € million



Growth driver



Assumption: No fundamental regulatory changes with effects on the commission or project business.

Summary

- MLP continues growth trend of previous quarters: strong gains in revenue and earnings in the first nine months despite coronavirus pandemic
- Annual forecast confirmed: EBIT expected to reach the upper end of the corridor of € 34 and 42 million
- MLP will remain resolute in taking all opportunities presented by the markets
- Mid-term planning confirmed: EBIT to rise to between €75 million and € 85 million by the end of 2022

Agenda

- Highlights 9M/Q3 2020
- Key financial figures 9M/Q3 2020
- Consultants and clients
- Summary and outlook
- **Questions and answers**

Contact

MLP Corporate Communications
Alte Heerstr. 40
69168 Wiesloch
Germany

- **Frank Heinemann, Head of External Communications**
- **Andreas Herzog, Head of Investor Relations and Financial Communications**

Tel.: +49 (0) 6222 308 8320

Fax: +49 (0) 6222 308 1131

investorrelations@mlp.de

www.mlp-se.com