



## **MLP SE – The partner for all financial matters**

Deutsches Eigenkapitalforum  
November 16–18, 2020

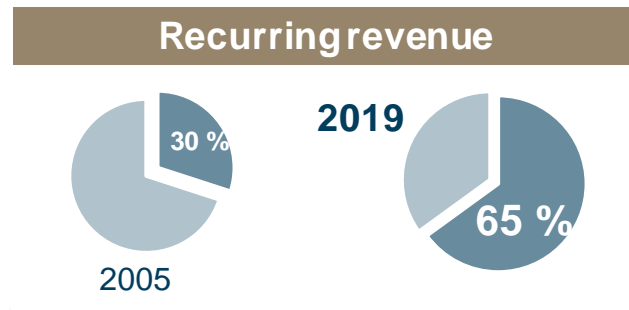
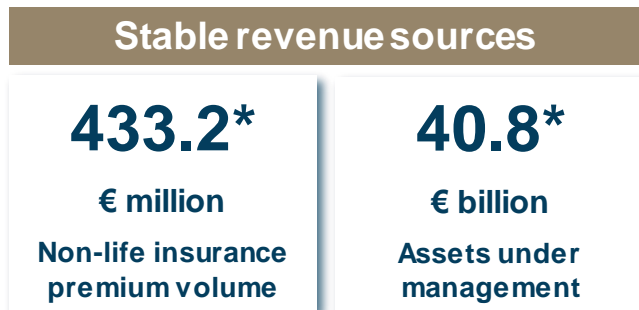
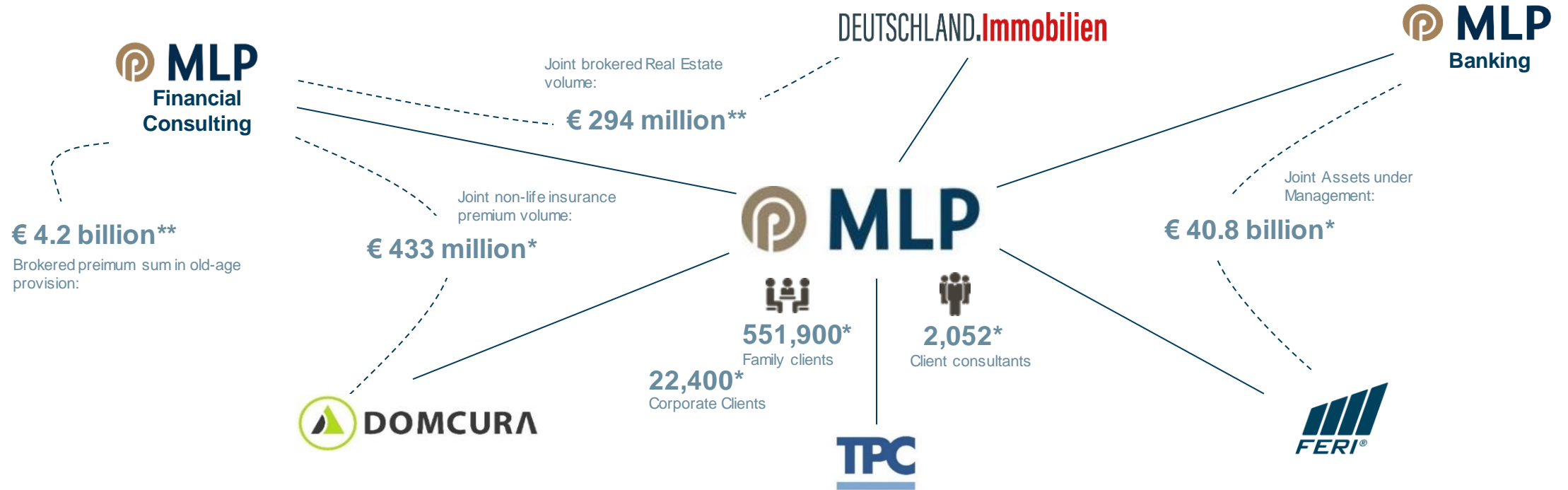


Finanzen verstehen. Richtig entscheiden.

# Agenda

1. MLP at a glance
2. Strategy
3. Appendix: Business Performance 9M/Q3 2020

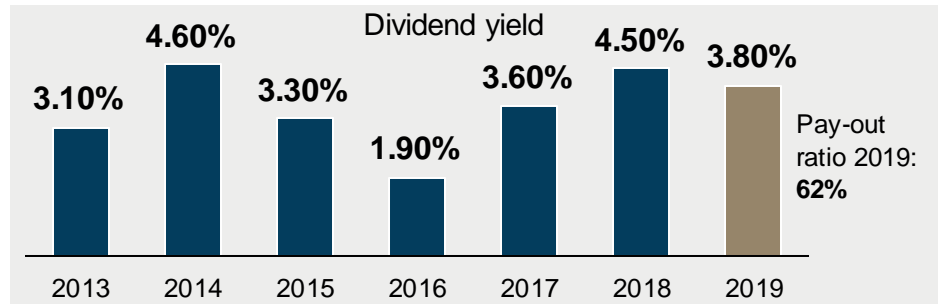
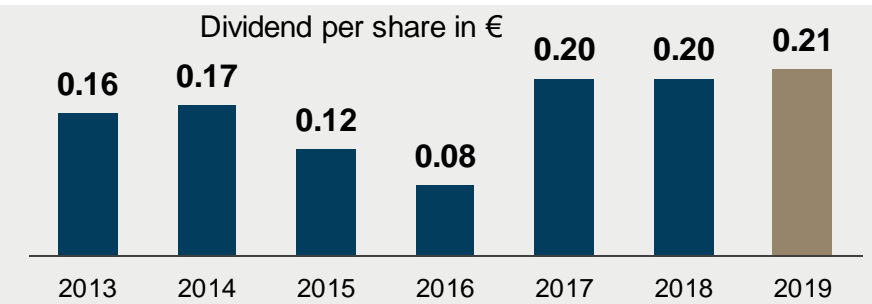
# MLP SE: Strong foundation for future growth



\*9M 2020 / \*\*FY 2019

# MLP SE – Attractive dividend policy & valuation

**1** **Attractive**  
**Dividend policy**  
 Pay out ratio: 50%-70% of net profit



**2** **Broad**  
**Research coverage**  
 80% BUY Ø TP 6.78

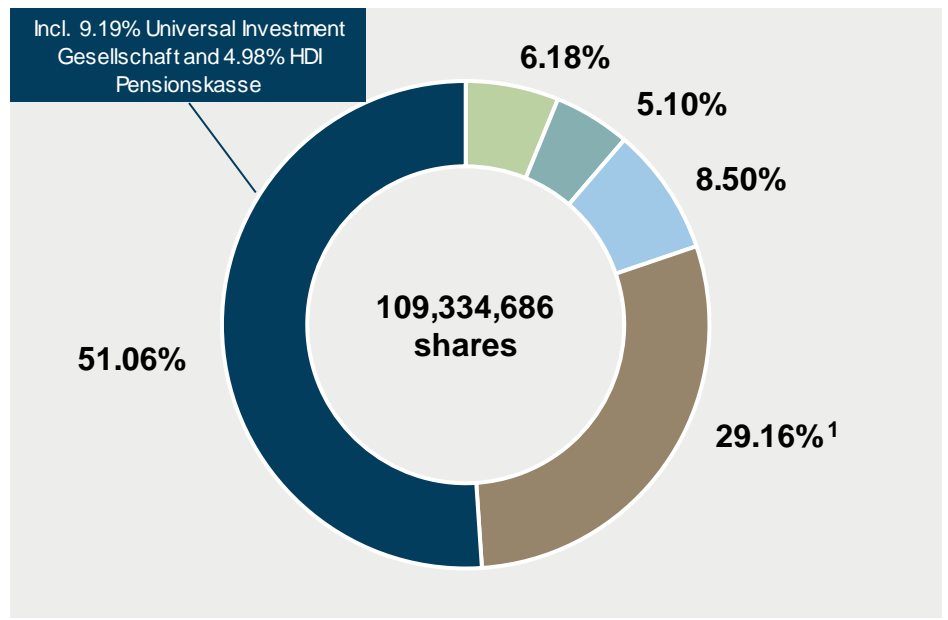
Hauck & Aufhäuser	Buy	TP € 7.70
Pareto Securities	Buy	TP € 7.50
Kepler Cheuvreux	Buy	TP € 6.50
Bankhaus Lampe	Buy	TP € 6.50
Commerzbank	Hold	TP € 6.30
Independent Research	Buy	TP € 6.20

Ø TP € 6.78  
 35% Potential

**3** **Stable**  
**Shareholder structure<sup>2</sup>**  
 Notifications made to MLP SE >3%

Family Lautenschläger <sup>1</sup>	29.16%
Barmenia	8.50%
Allianz	6.18%
Hanse Merkur Krankenversicherung	5.10%
Freefloat (Definition Deutsche Börse)	51.06%

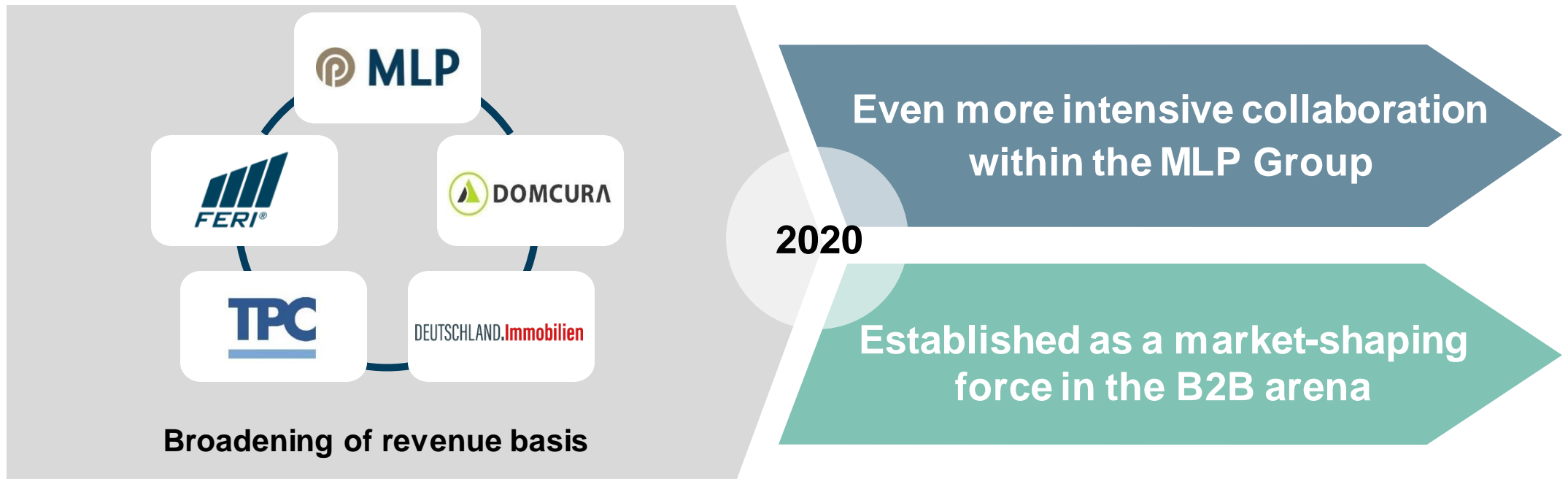
<sup>1</sup> Pooling agreement  
<sup>2</sup> As of November 2020



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1. MLP at a glance
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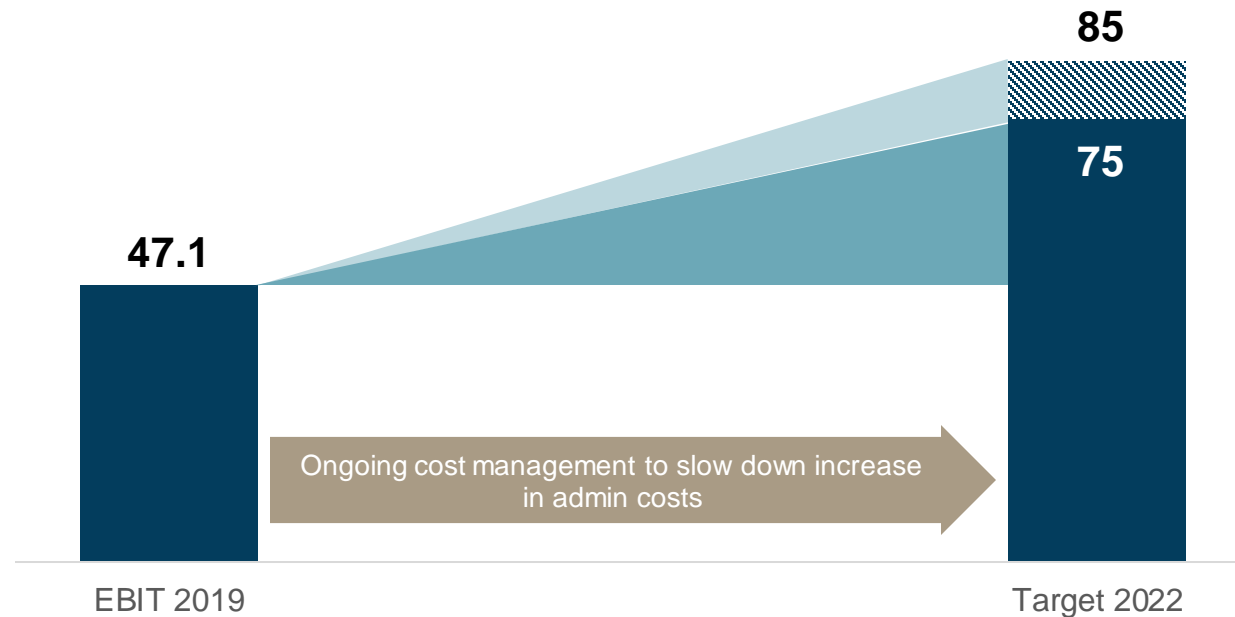
# Strategic further development of the MLP Group



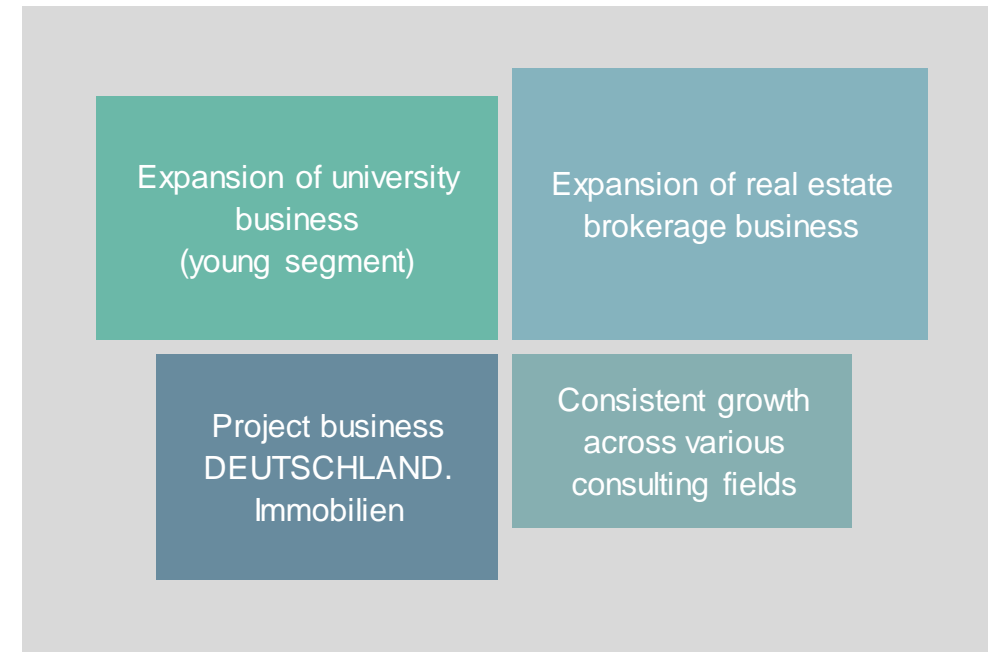
# Target 2022: EBIT of € 75 to 85 million anticipated

## EBIT performance

in € million



## Growth driver



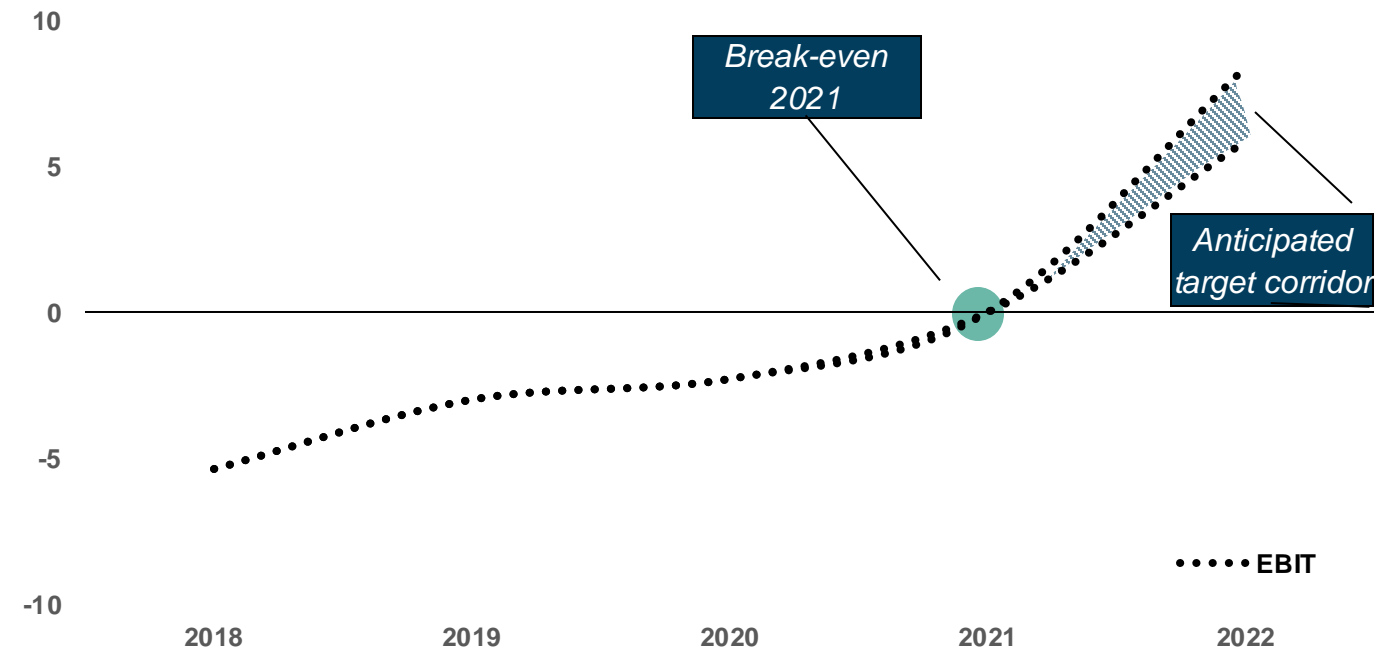
Assumption: No fundamental regulatory changes with effects on the commission or project business.

# Acquiring young new consultants as growth driver



## EBIT contribution from the university segment (young segment)

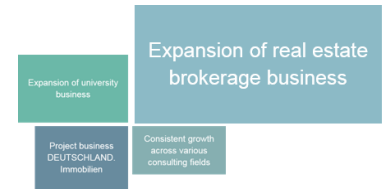
in € million



- Ongoing significant investments planned in the university segment (young segment)
- Increase anticipated in number of young consultants from ~400 currently to **500 or 600** by the **end of 2022**
- **Break-even** anticipated **in 2021** – important growth driver for the following years

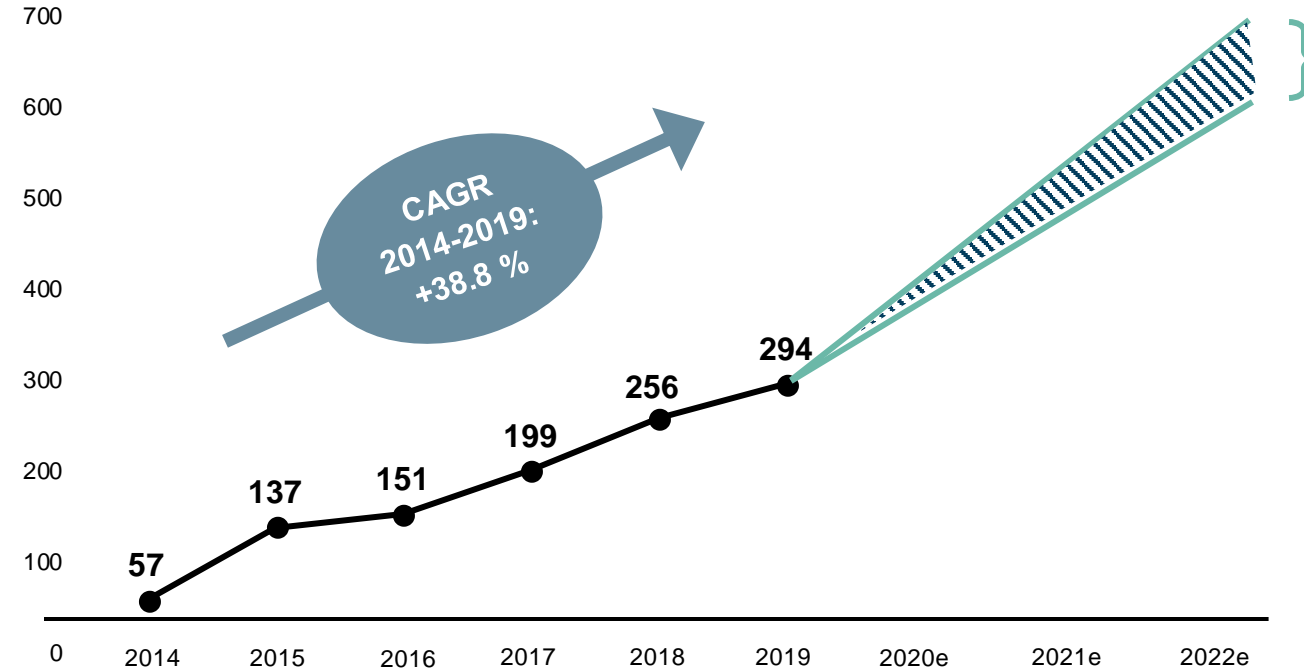


# Real estate brokerage holds massive potential



## Brokered real estate volume

in € million



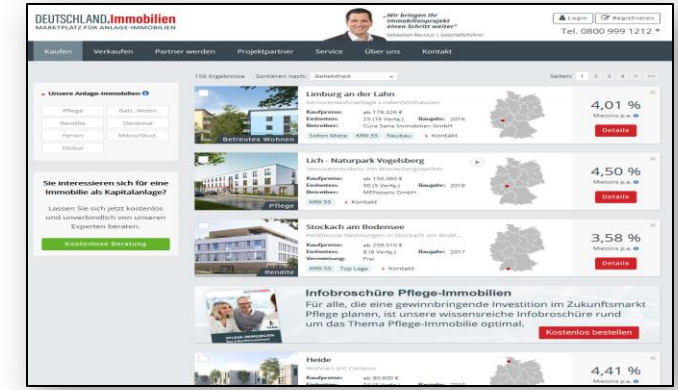
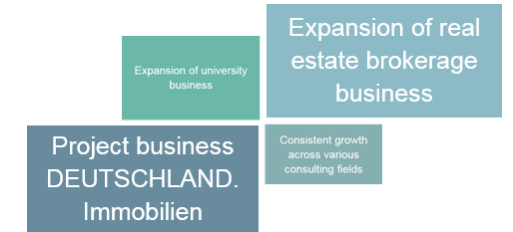
Anticipated target corridor

- Online-portal as central hub: >6,000 associated real-estate and financial agents
- Real-estate of growing importance among MLP clients
- ~1,300 licensed MLP consultants in the meantime

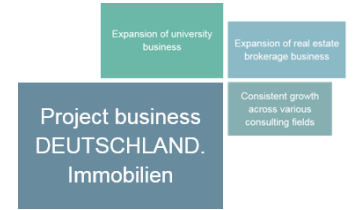
# Profile of DEUTSCHLAND.Immobilien

Brokerage and project development in the real estate sector

## Business model



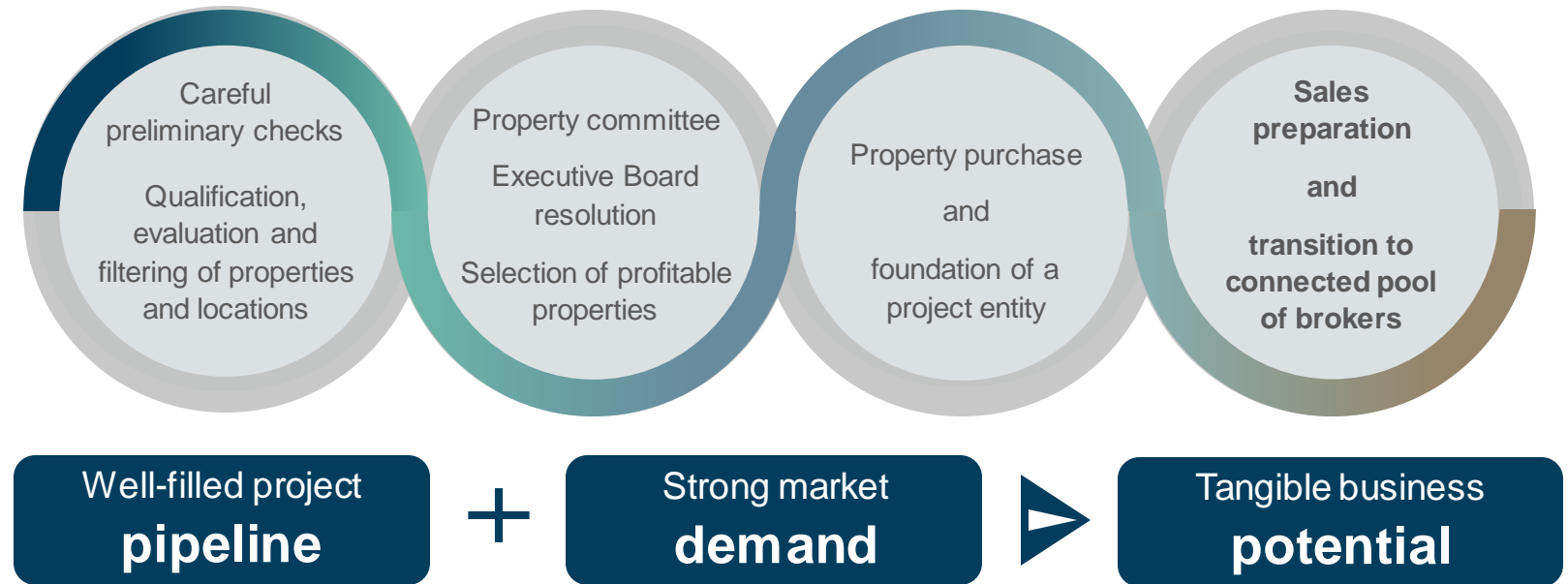
# DEUTSCHLAND.Immobilien: Selected project business in growth markets



## Project map



## Project development process



# Strong and continuously growing revenue sources



**Wealth management**

**FERI**

- Managing around € 9.0 billion in alternative assets, such as private equity or hedge funds
- Investment share of wealthy families and professional investors in this asset class: further increase throughout the market anticipated over the next few years\*

Year	Alternative assets managed by FERI in € billion
2017	6.7
2018	8.0
2019	8.5
9M 2020	9.0

Alternative assets managed by FERI in € billion

**Non-life insurance**

**DOMCURA**

- Positioning through leading role for insurance coverage in and around the home

**MLP private client business**

- Further potential, above all for portfolio transfers

Award-winning **solutions for insurance in and around the home**

**Old-age provision**

**MLP private client business**

- Strong new business, above all in occupational pension provision
- Share of occupational pension provision in premium sum of new old-age provision business:

Occupational pension provision: 20.9%

Overall old-age provision at MLP

2019

\*Source: BAI Alternative Investor Survey 2019 and in-house assessment

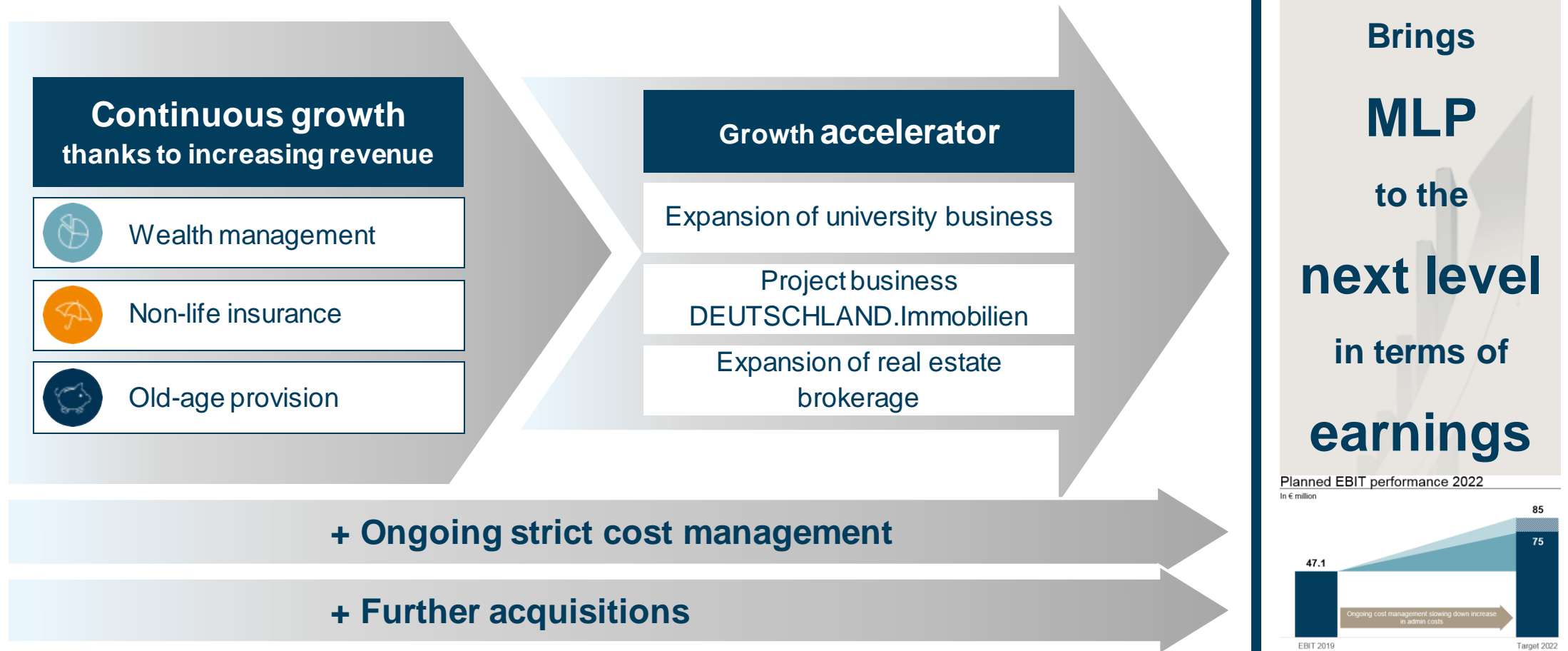
# Digitalisation of the Group is progressing

Digital culture	Technologies	Tools
Design thinking	Artificial intelligence	Online advise
Kanban	Blockchain	Employer portal for occupational pension provision
Scrum	Cloud	New consultant portal
...	...	...

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- Scheduling appointments
- Video & audio chat
- Text chat
- Whiteboard
- Screen sharing

# Strategic agenda wrap-up



# Agenda

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## Highlights 9M/Q3 2020

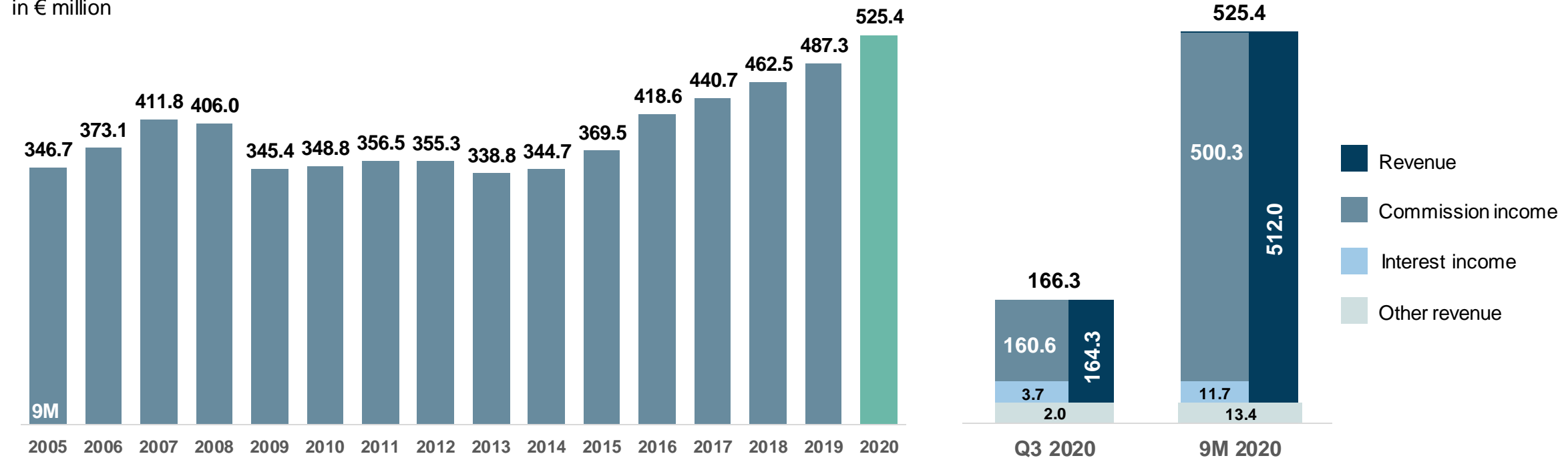
- Positive trend continues – Diversification strategy is paying off especially in times of Covid-19
- 9M: Total revenue increases by **8 %** to € 525.4 (9M 2019: € 487.3 million)
- Successful development recorded above all in **real estate brokerage (+82 %)**, **wealth management (+16 %)** and **non-life 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



# 9M: Total revenue increased to highest level since 2005

## Total revenue

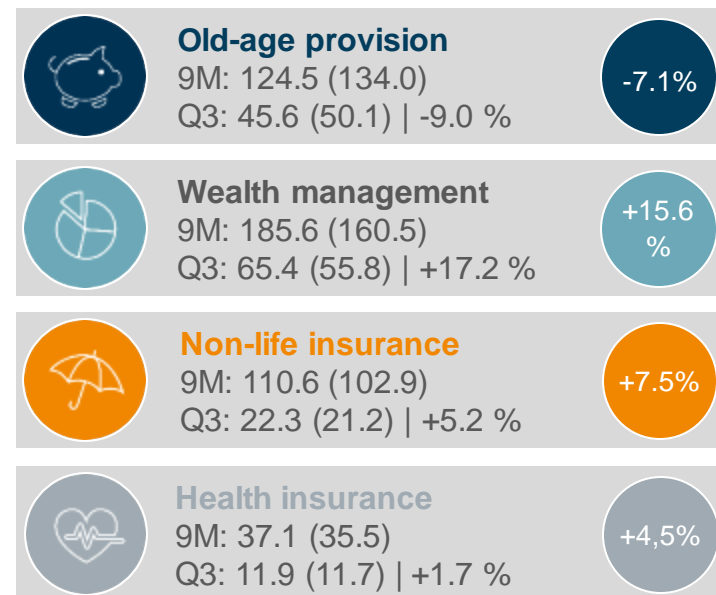
in € million



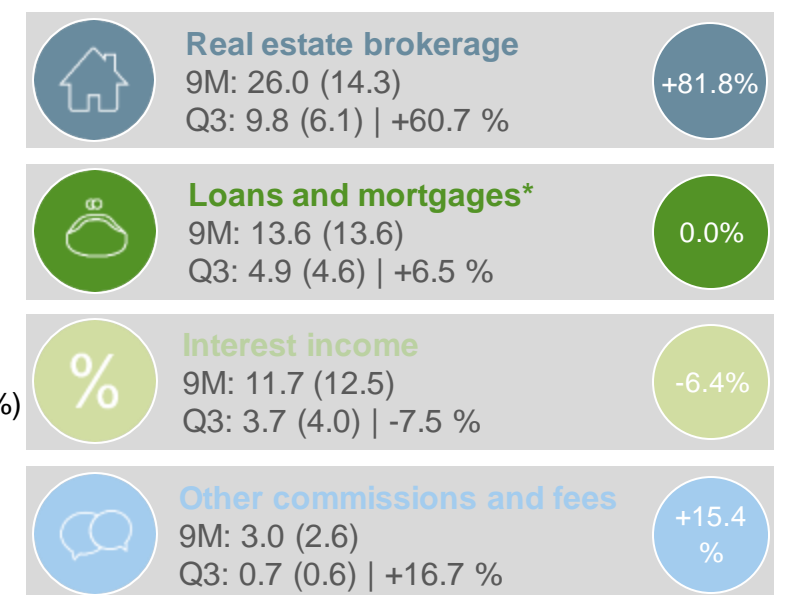
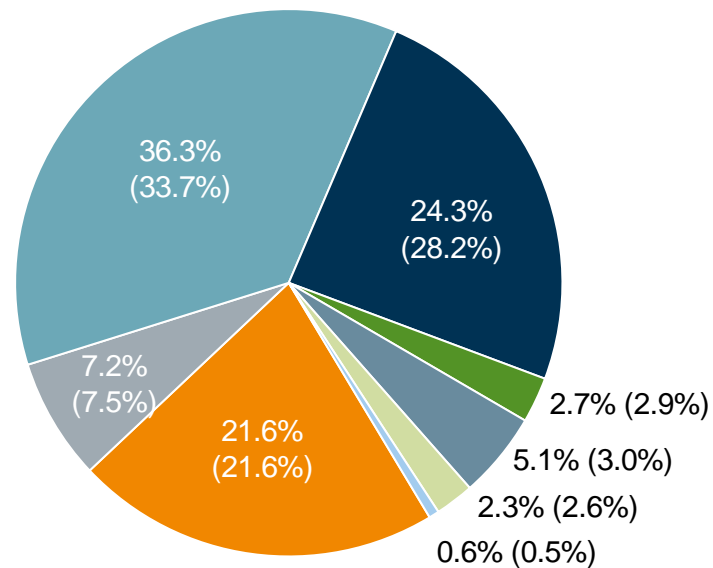
# Gains in real estate brokerage, wealth management and non-life insurance

## Revenue 9M and Q3

in € million



Revenue breakdown 9M:



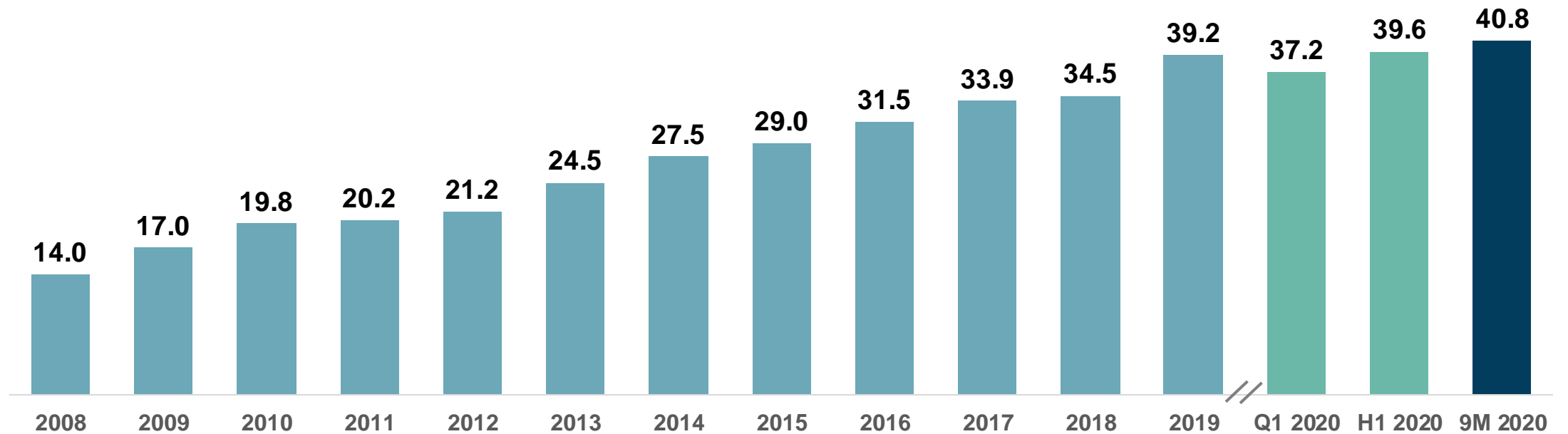
Previous year's values in brackets \* Excluding MLP Hyp

# 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

<b>Assets</b>	<b>Dec 31, 2019</b>	<b>Sep. 30, 2020</b>
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
<b>Liabilities and shareholders' equity</b>		
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
<b>Total</b>	<b>2,799.6</b>	<b>3,058.2</b>

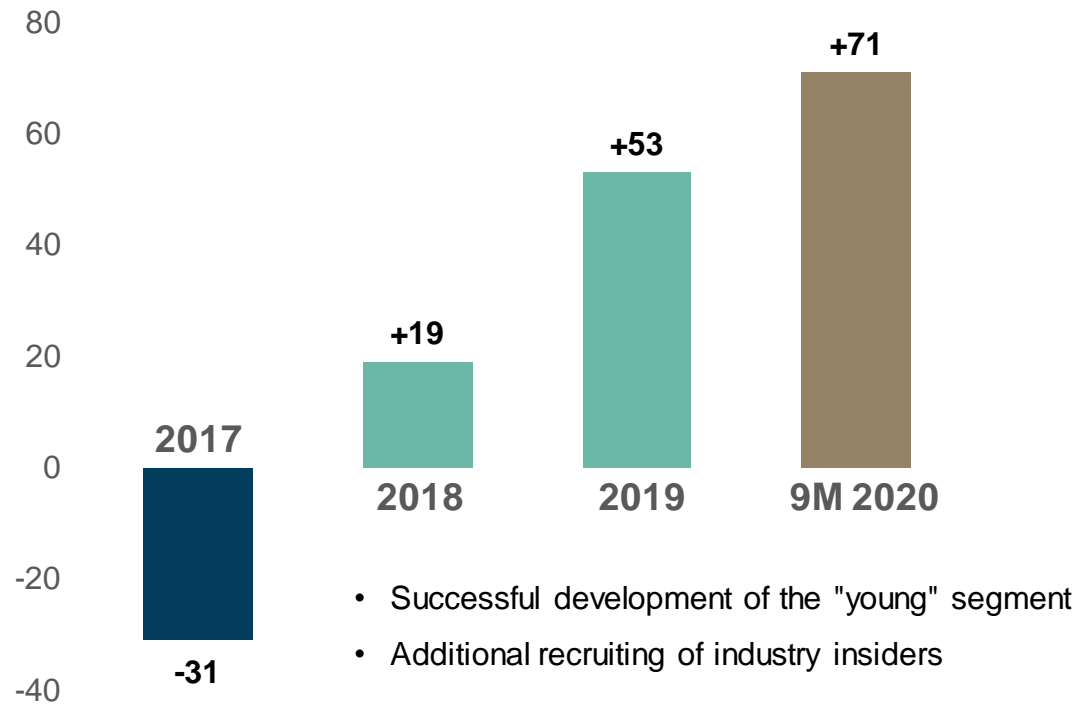
Equity ratio: 14.1 %

Core capital ratio: 18.6 %

Net liquidity € 160 million

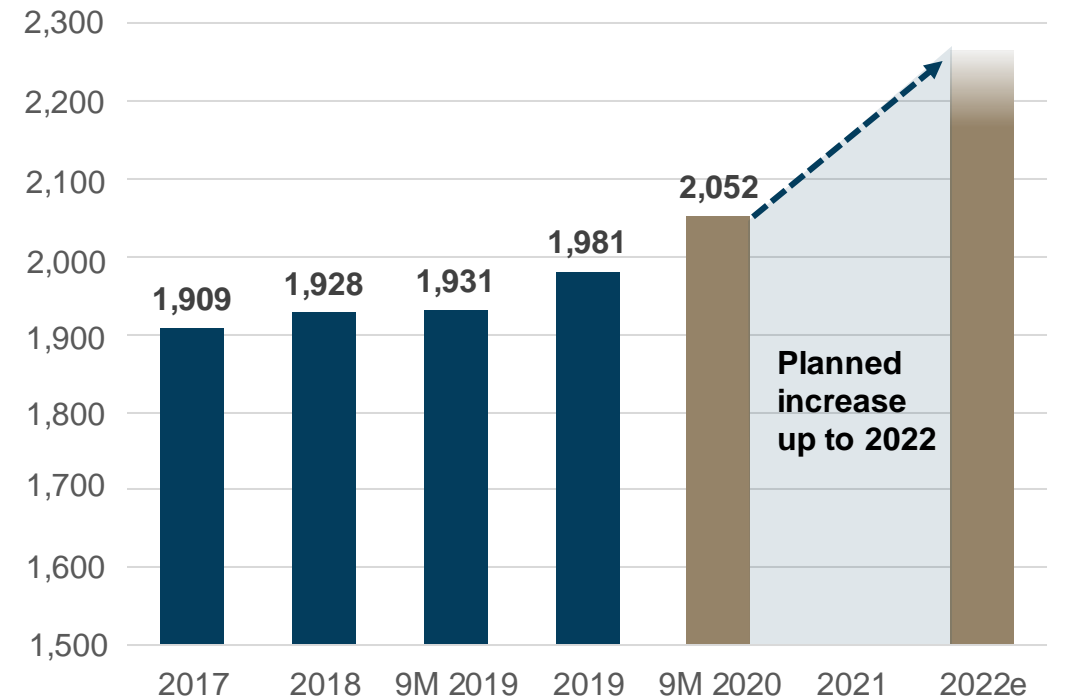
# Continuous increase in number of consultants

## Development of consultant numbers



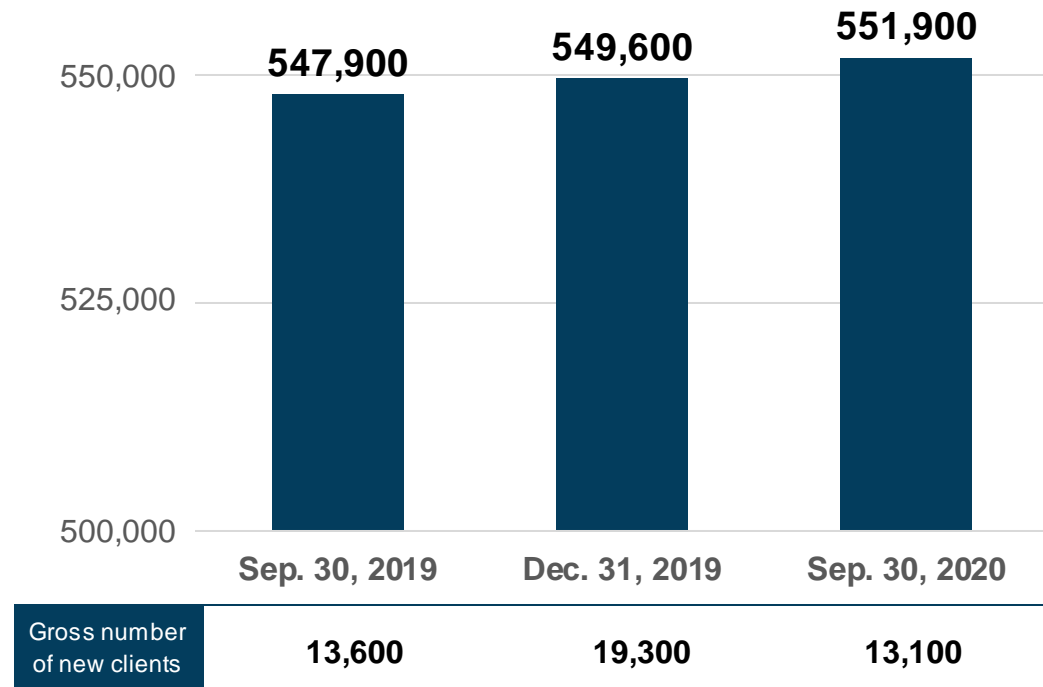
On an annual basis, 9M as at Sept. 30

## Number of consultants

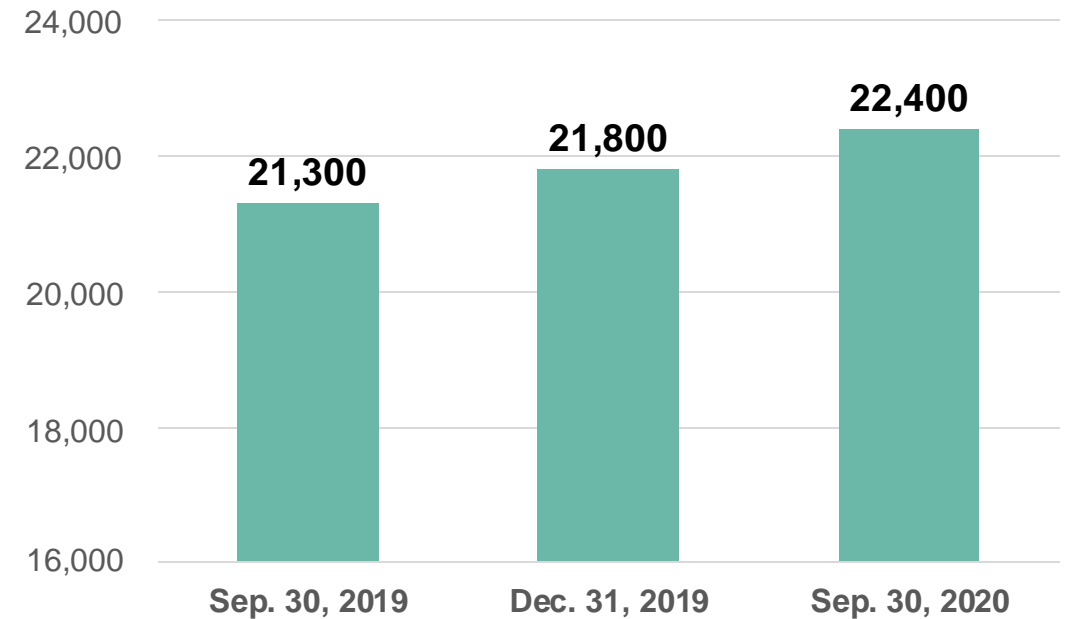


# Number of family clients at 551,900

## Family clients









## Corporate and institutional clients



# Forecast 2020 – upper end of the EBIT range anticipated

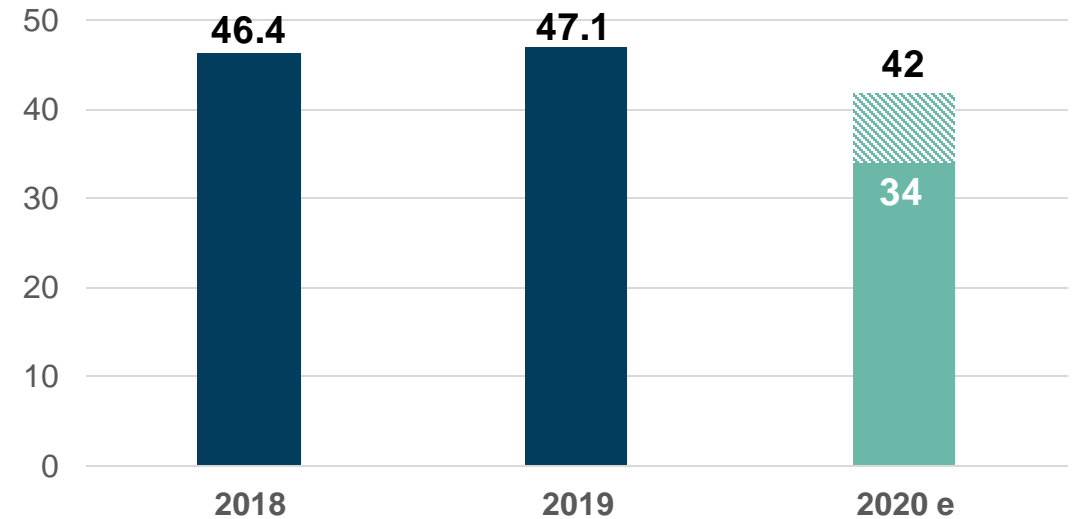
## Qualitative assessment of revenue development

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



# Financial calendar 2020 & contact details

## MLP Investor Relations

Phone: +49 6222 308 8320

E-Mail: [investorrelations@mlp.com](mailto:investorrelations@mlp.com)

Homepage: [www.mlp-se.com/investors](http://www.mlp-se.com/investors)

Andreas Herzog,  
Head of Investor Relations  
[Email: andreas.herzog@mlp.de](mailto:andreas.herzog@mlp.de)  
Phone: +49 6221 308 2272