



# The MLP Group – The partner for all financial matters

## Virtual Roadshow

Reinhard Loose, CFO  
Wiesloch, June 10, 2020

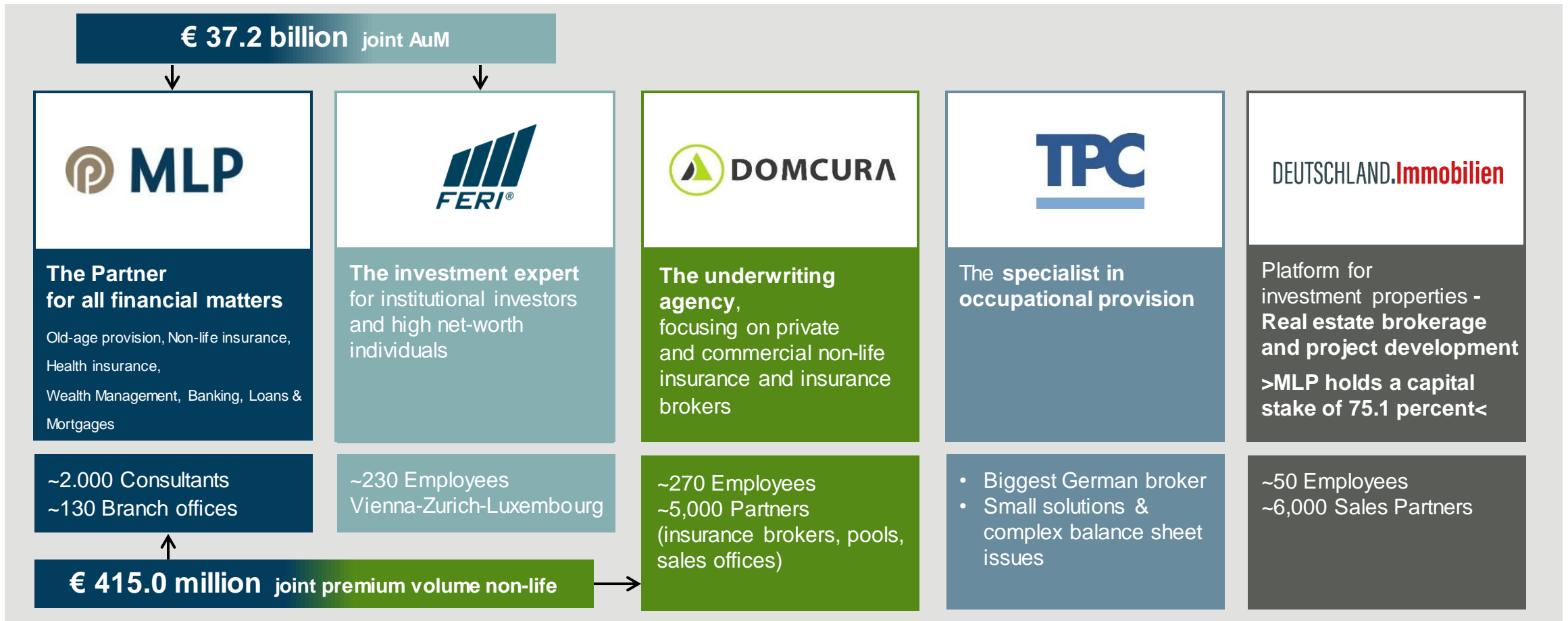


# Agenda

1. MLP at a glance
2. Strategy
3. Business Performance Q1 2020

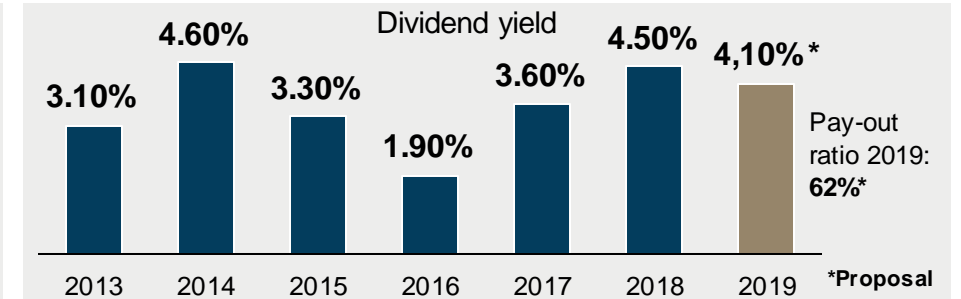
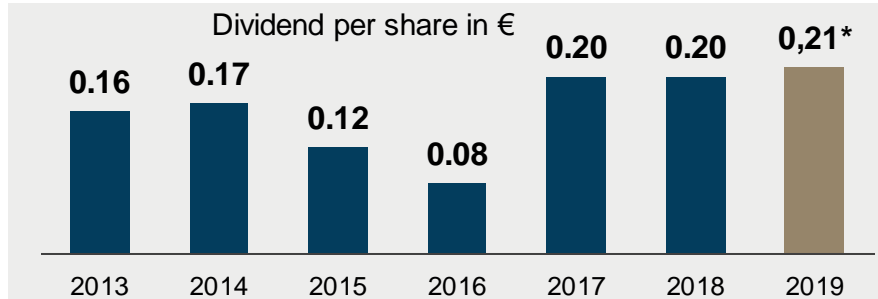
# MLP Group

5 Brands – each with outstanding market position



# MLP Group – Attractive dividend policy & stable shareholder structure

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

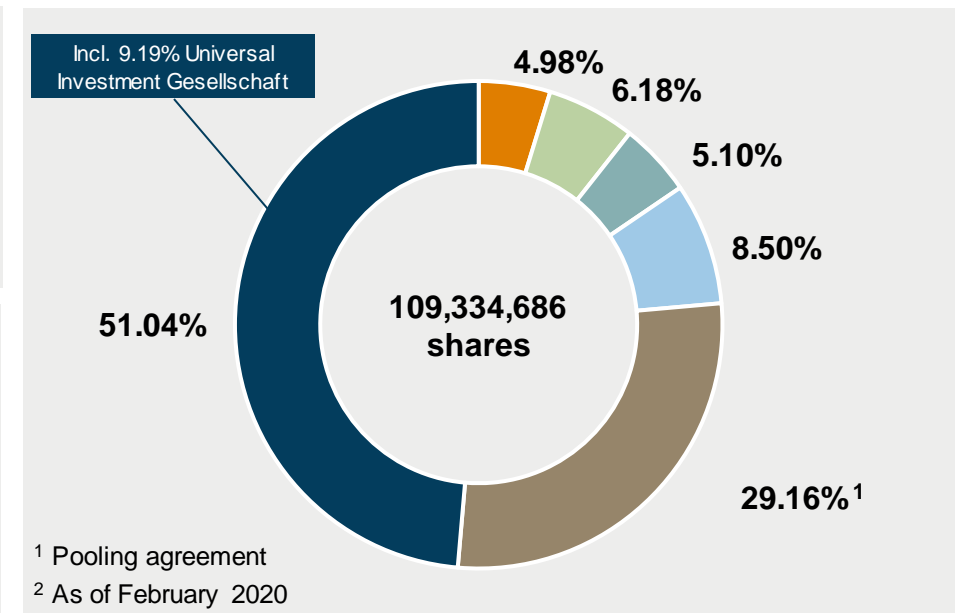


**2** **Broad**  
**Research coverage**

Hauck & Aufhäuser	Buy	TP € 7.20
Kepler Cheuvreux	Buy	TP € 6.00
Commerzbank AG	Hold	TP € 4.75
Pareto Securities	Buy	TP € 7.50
Bankhaus Lampe	Buy	TP € 6.30
Independent Research	Hold	TP € 5.20

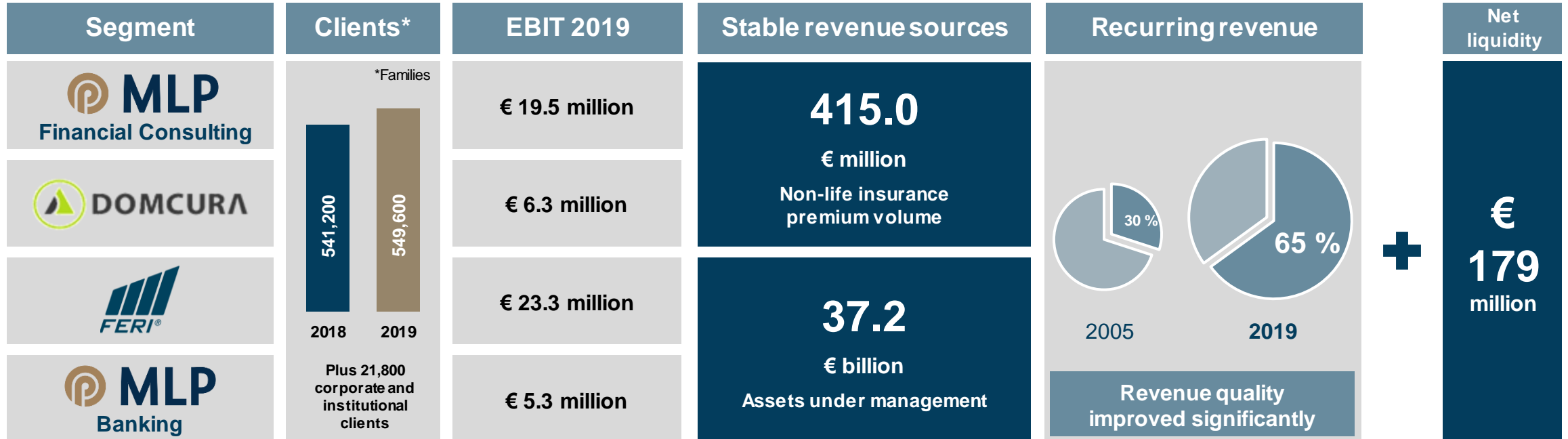
**3** **Stable**  
**Shareholder structure<sup>2</sup>**  
 Notifications made to MLP SE >3%

Family Lautenschläger <sup>1</sup>	29.16%
HDI Pensionskasse AG	4.98%
Barmenia	8.50%
Allianz	6.18%
Hanse Merkur Krankenversicherung	5.10%
Freefloat (Definition Deutsche Börse)	51.04%



# Strong foundation established

## MLP Group



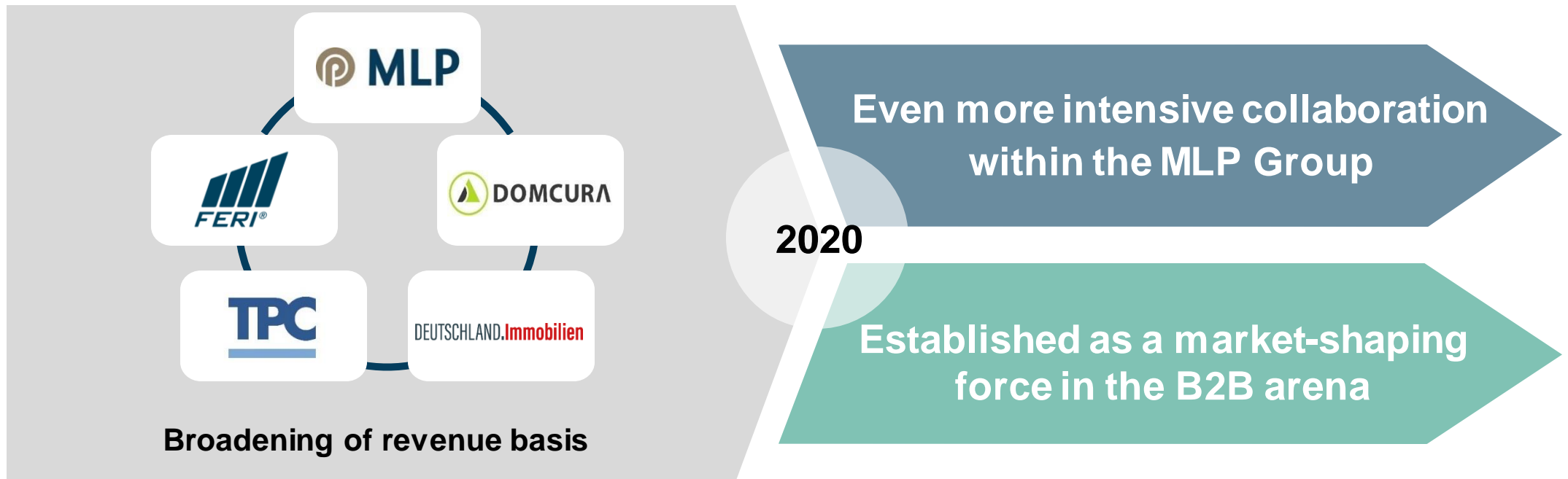
Stable business with a high proportion of recurring revenue  
 → Positioning and liquidity form a strong basis



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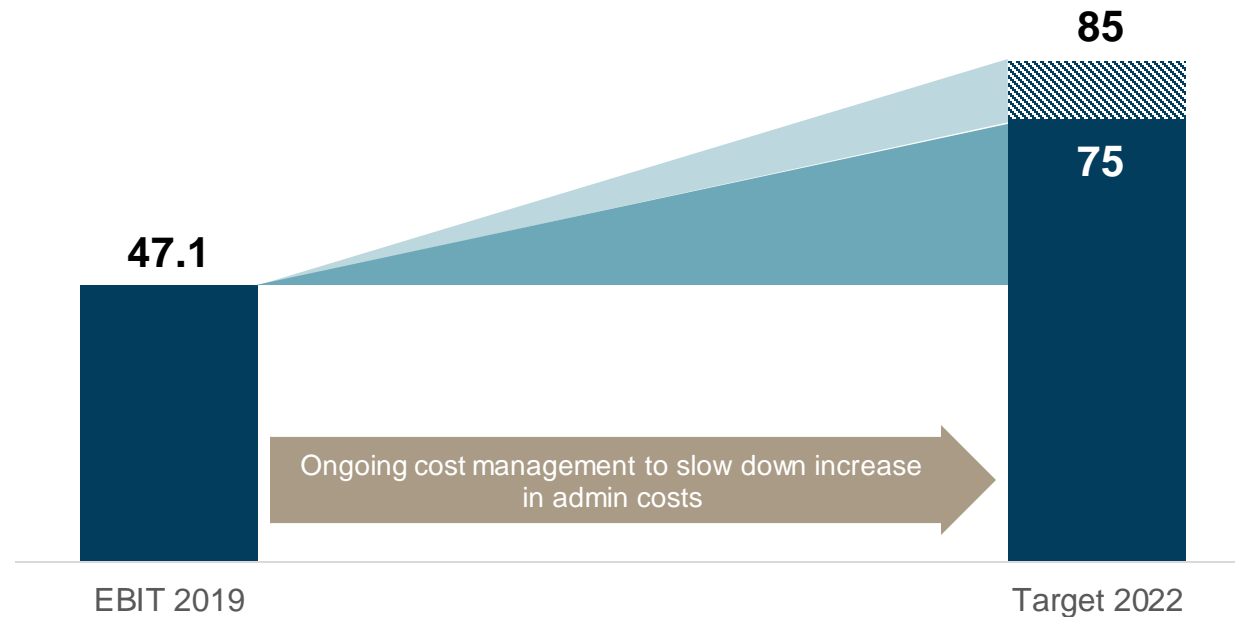
# Strategic further development of the MLP Group



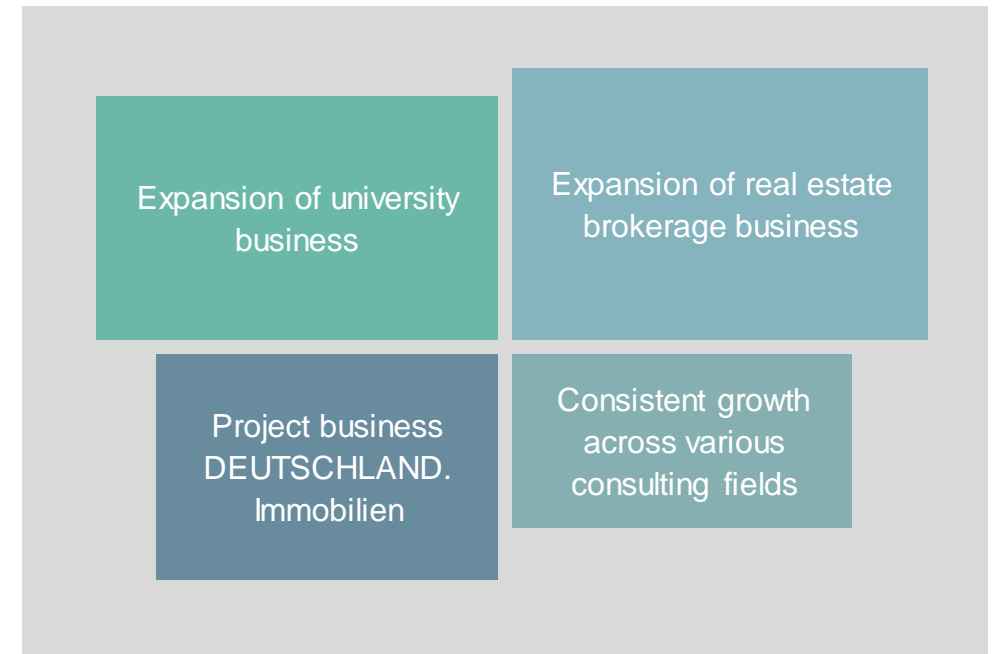
# Target 2022: EBIT of € 75 to 85 million anticipated

## EBIT performance

In € million



## Growth driver



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

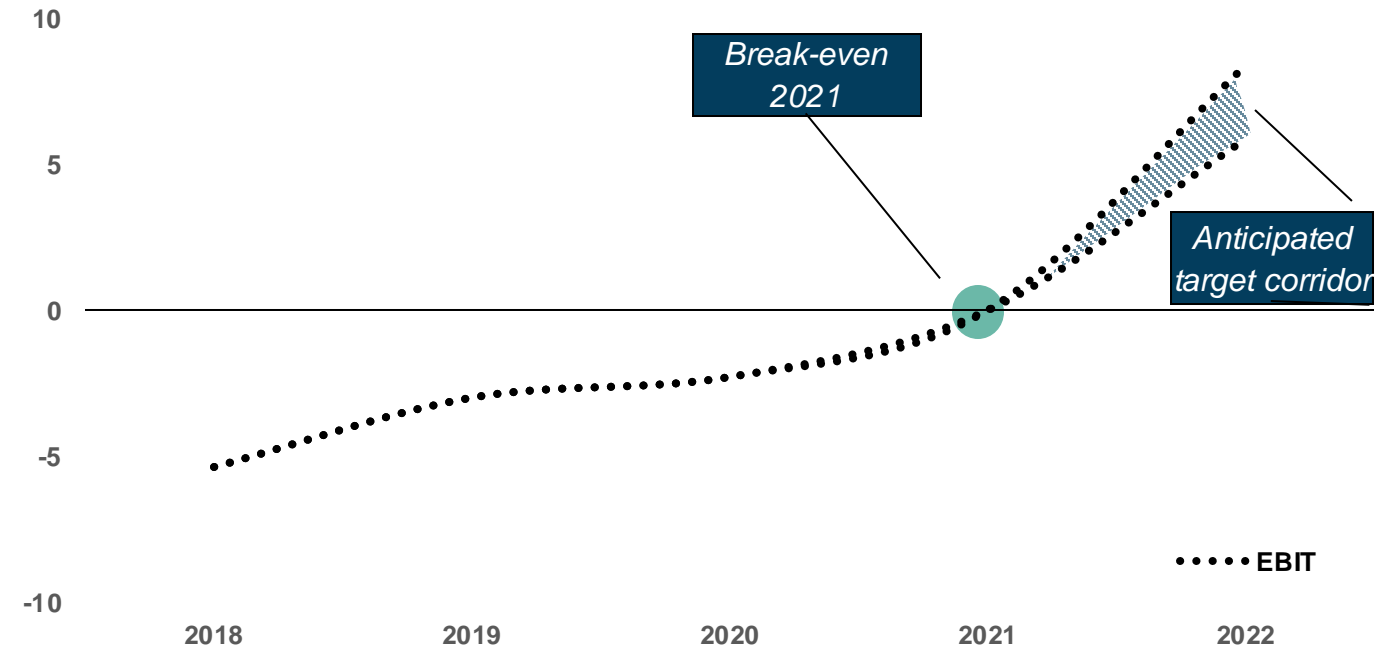


# Acquiring young new consultants as growth driver



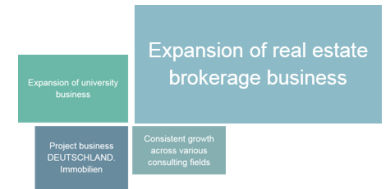
## EBIT contribution from the university segment

In € million



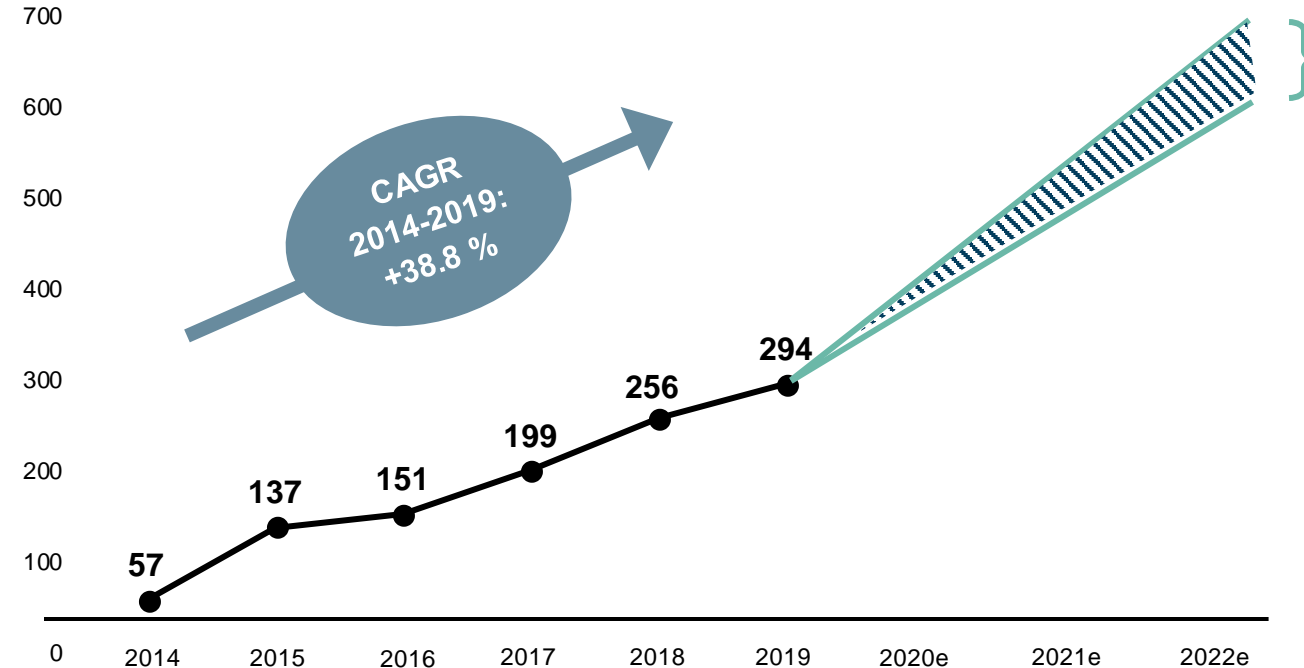
- Ongoing significant investments planned in the university segment
- Increase anticipated in number of young consultants from 330 currently to 500 or 600 by the end of 2022
- Break-even anticipated in 2021 – important growth driver in the following years

# Real estate brokerage holds massive potential



## Brokered real estate volume

In € million



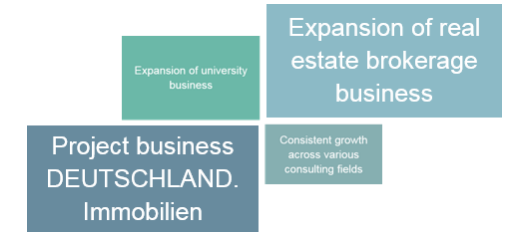
Anticipated target corridor

- 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



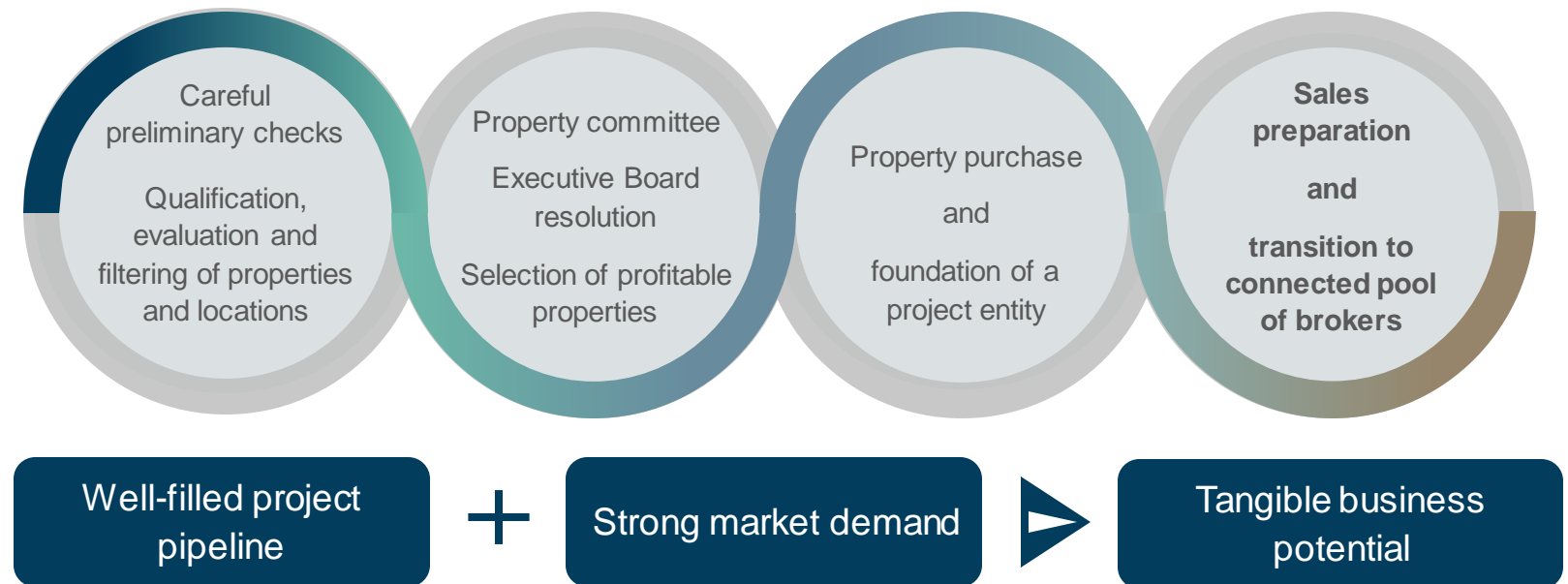
# DEUTSCHLAND.Immobilien: Selected project business in growth markets



## Project map


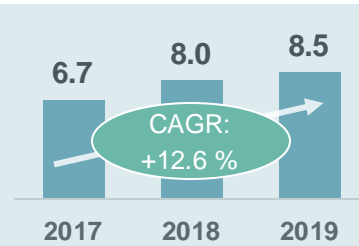



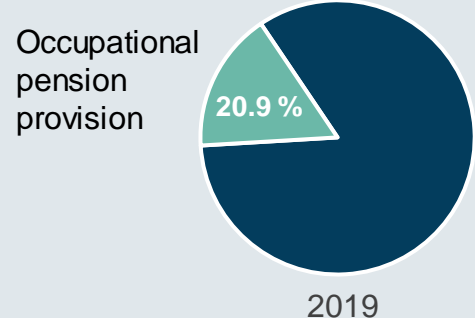


## Project development process



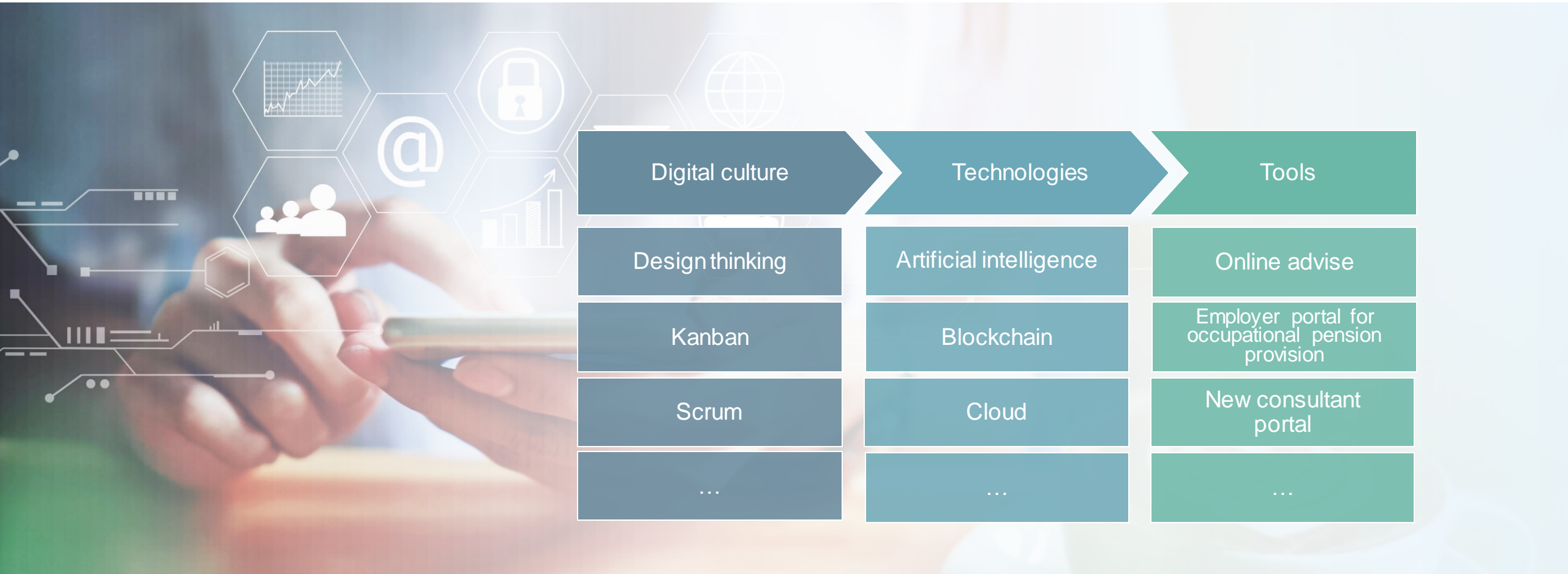
# Strong and continuously growing revenue sources



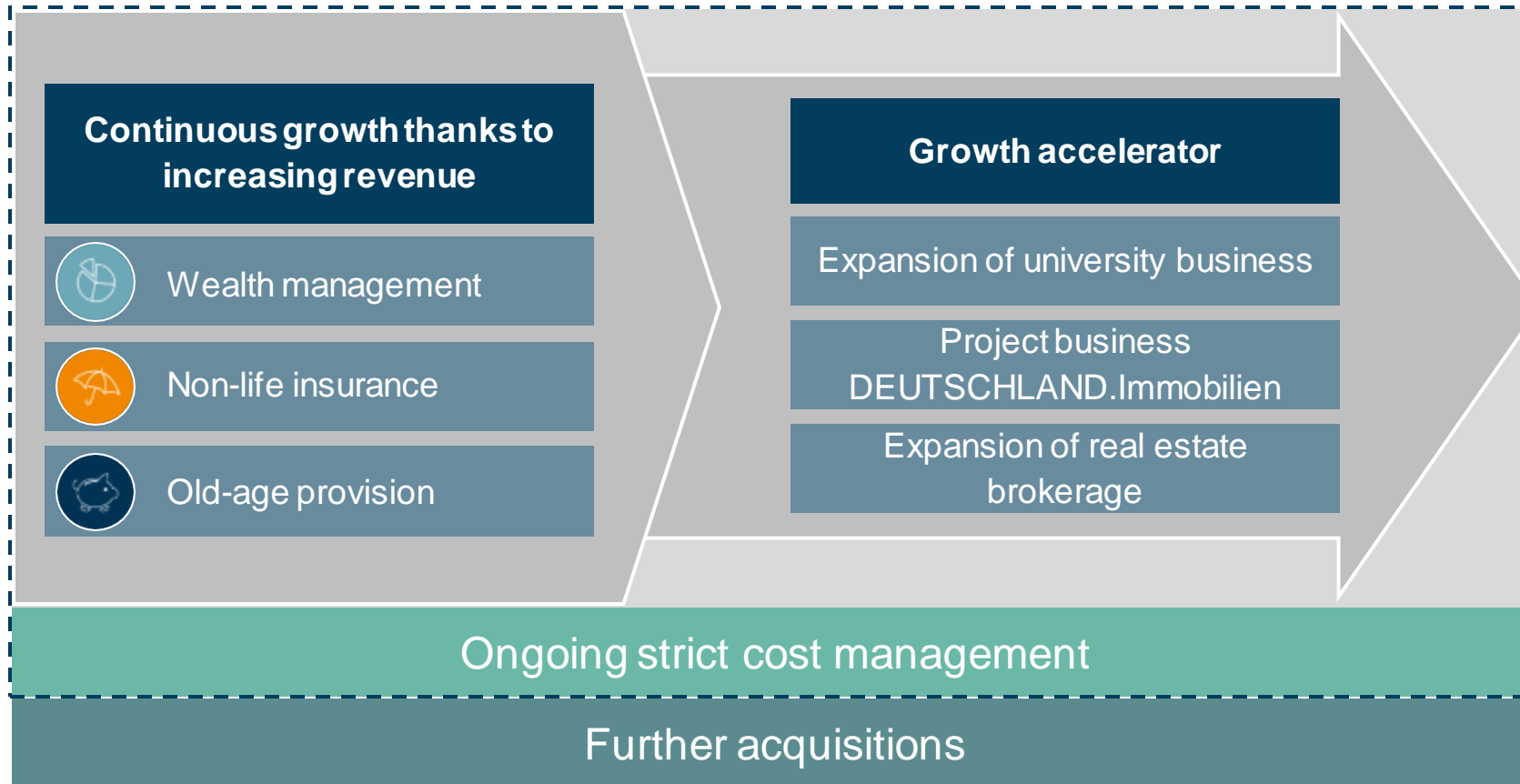
<p> <b>Wealth management</b></p> <p><b>FERI</b></p> <ul style="list-style-type: none"> <li>Managing around € 8.5 billion in alternative assets, such as private equity or hedge funds</li> <li>Investment share of wealthy families and professional investors in this asset class: further increase throughout the market anticipated over the next few years*</li> </ul>  <p>Alternative assets managed by FERI in € billion</p>	<p> <b>Non-life insurance</b></p> <p><b>DOMCURA</b></p> <ul style="list-style-type: none"> <li>Positioning through leading role for insurance coverage in and around the home</li> </ul> <p><b>MLP private client business</b></p> <ul style="list-style-type: none"> <li>Further potential, above all for portfolio transfers</li> </ul> <p> Award-winning <b>solutions for insurance in and around the home</b></p>	<p> <b>Old-age provision</b></p> <p><b>MLP private client business</b></p> <ul style="list-style-type: none"> <li>Strong new business, above all in occupational pension provision</li> <li>Share of occupational pension provision in premium sum of new old-age provision business:</li> </ul>  <p>Occupational pension provision</p> <p>20.9 %</p> <p>Overall old-age provision at MLP</p> <p>2019</p>
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\*Source: BAI Alternative Investor Survey 2019 and in-house assessment

# Digitalisation of the Group is progressing



# Strategic agenda wrap-up



MLP also reaching the next level in terms of earnings

# Agenda

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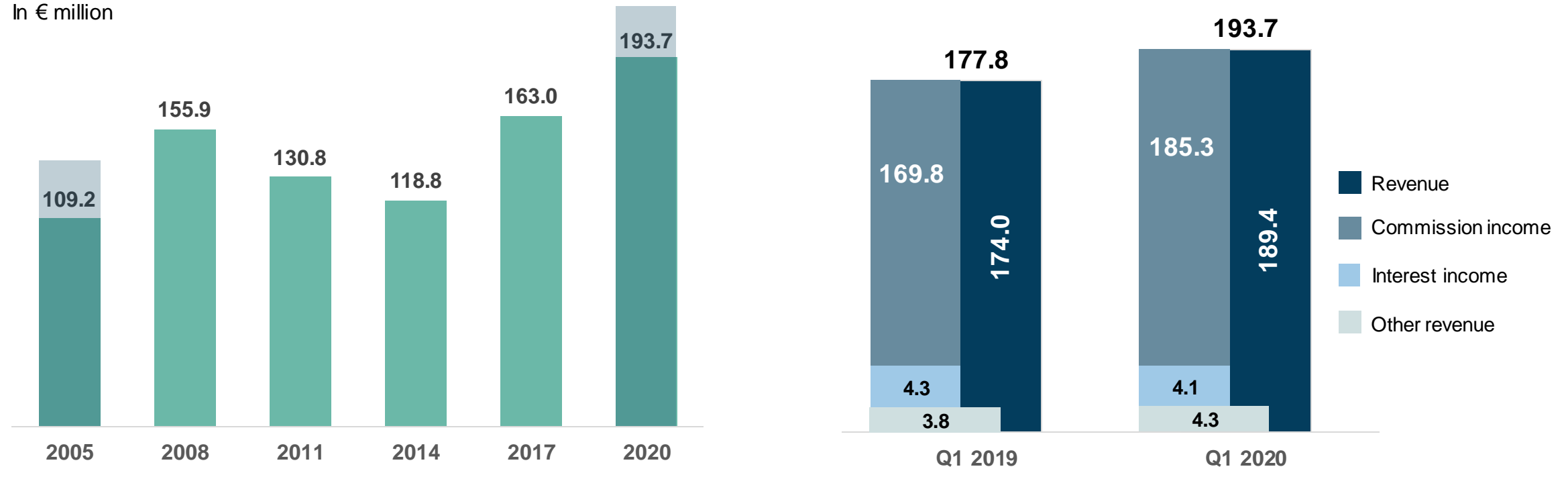
## Highlights Q1 2020:

- **Total revenue grows considerably** to € 193.7 million (+9%)
- MLP benefits more than ever from the achieved broadening of the **revenue basis**
- Comprehensive customer service ensured via **online advisory**
- **Number of consultants rises** against the seasonal trend in the opening quarter for the first time in ten years
- **Solid earnings performance** in view of the general conditions caused by the global coronavirus crisis: EBIT at € 10.7 million (Q1 2019: € 12.5 million)
- **MLP anticipates** an EBIT of € 34 to 42 million for 2020 – **Planning 2022 confirmed**: EBIT rising to € 75 to 85 million

# Total revenue grows considerably

## Total revenue Q1 2020

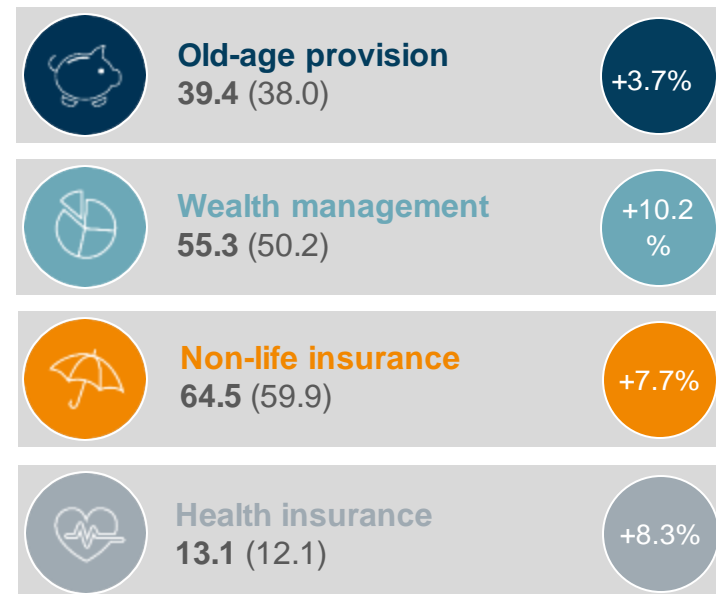
In € million



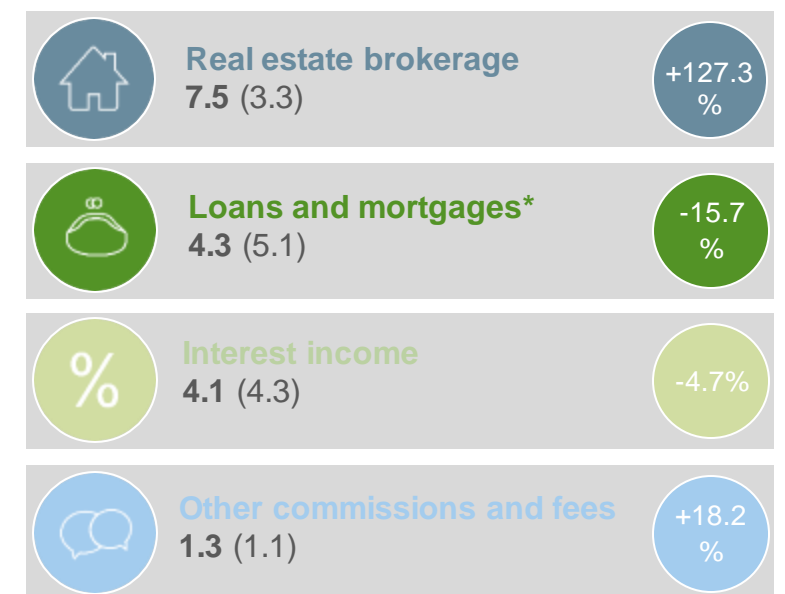
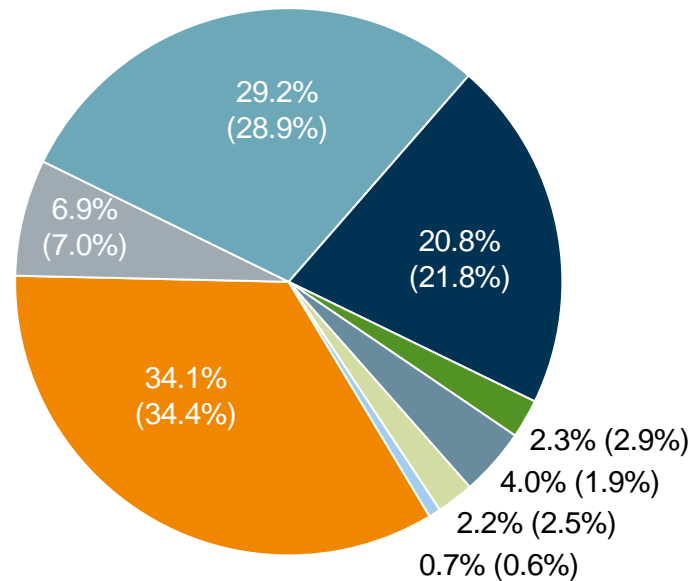
# Revenue increased in almost all consulting fields

## Revenue Q1 2020

In € million



Revenue breakdown:



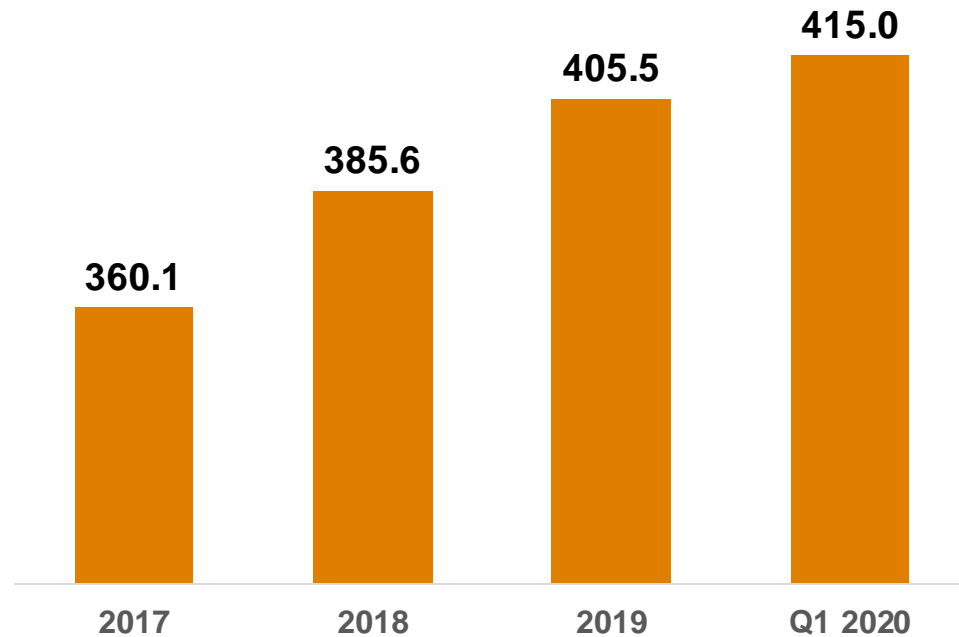
Previous year's values in brackets \*Excluding MLP Hyp

# Development of major stock values

## MLP Group

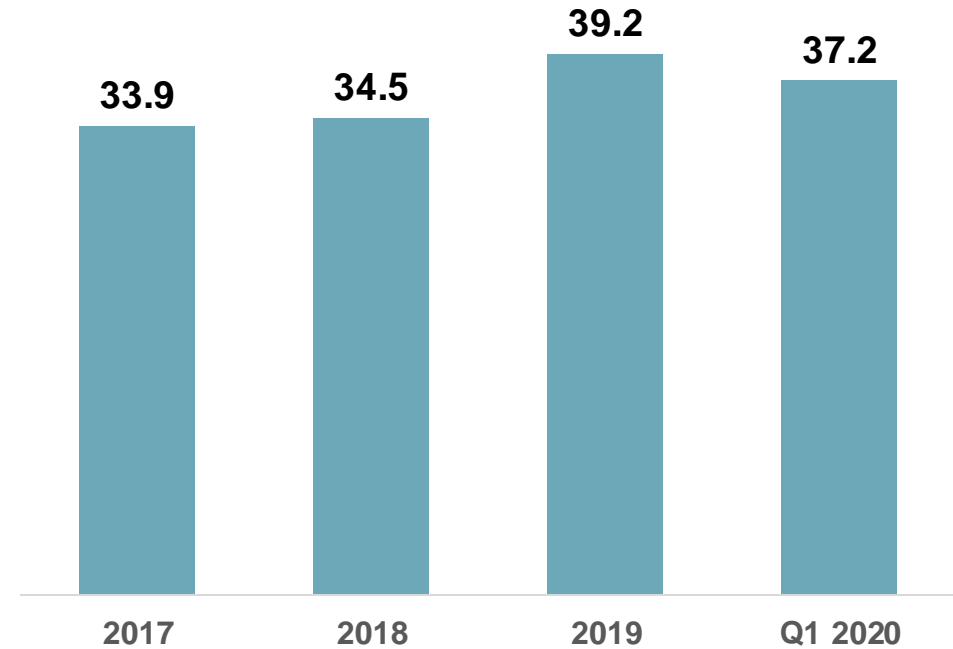
### Non-life insurance premium volumes

In € million



### Assets under management

In € billion

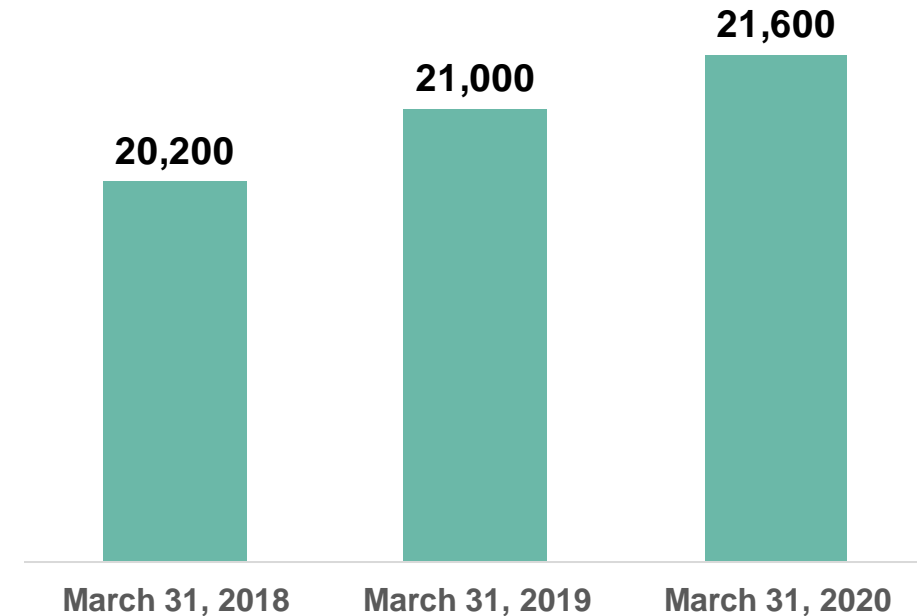
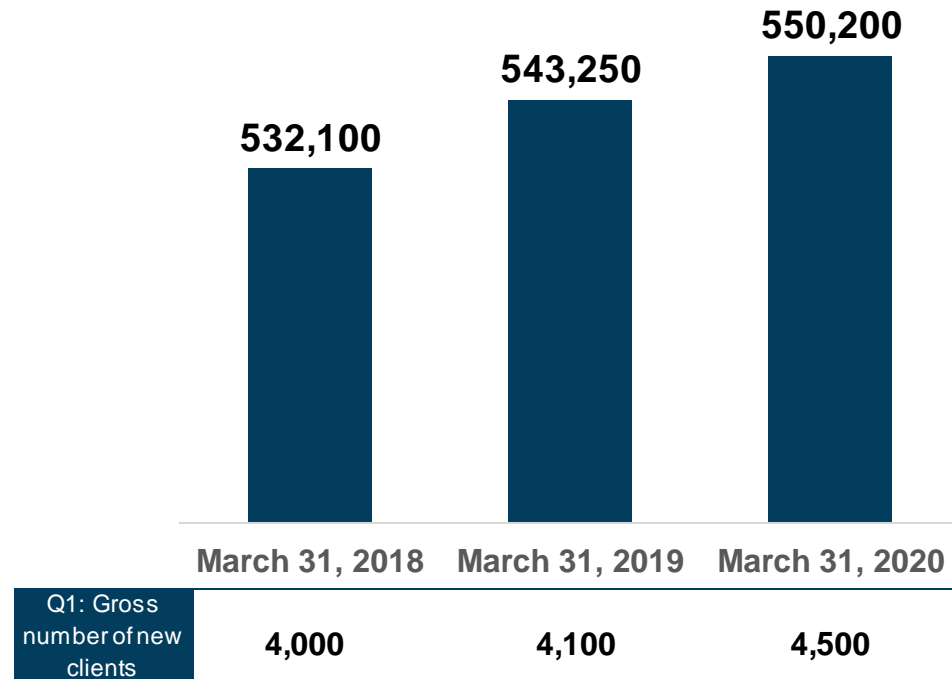


In each case on the reporting date December 31 and Q1 on the reporting date March 31

# Number of family clients increases to 550,200

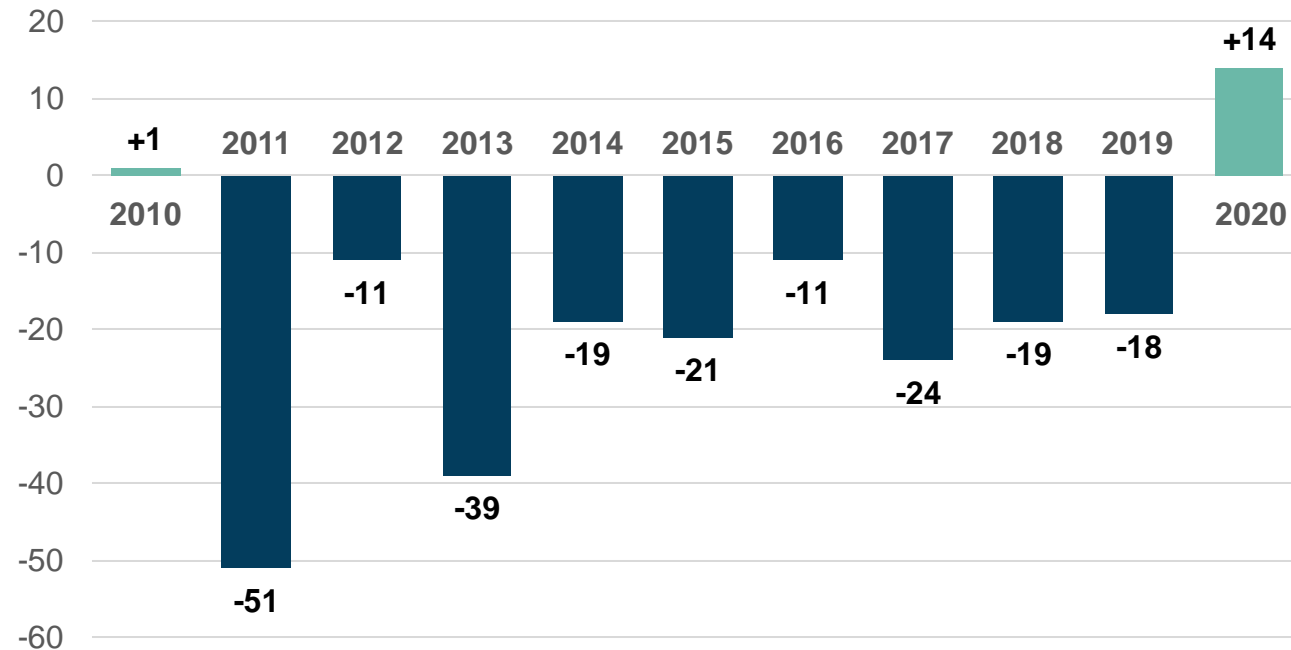
## Family clients

## Corporate and institutional clients

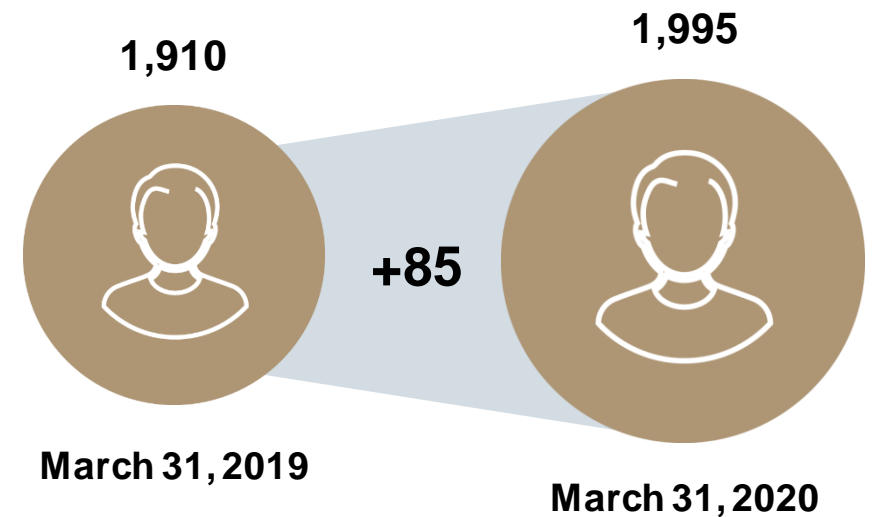


# First opening quarter increase in consultant numbers for ten years

Consultant development in the first quarter



Number of consultants



# Q1: EBIT at € 10.7 million

## Income statement

In € million

	Q1 2019	Q1 2020
Total revenue	177.8	193.7
EBIT	12.5	10.7
Finance cost	-0.2	-0.9
EBT	12.3	9.8
Taxes	-3.1	-2.2
Net profit	9.1	7.6
EPS in € (diluted/basic)	0.08	0.07

EBIT Q1 2020: Initial effects of the coronavirus crisis, mainly due to increased risk provisions, market value fluctuations and revaluations of, among other things, promissory note loans

# Strong balance sheet

## Balance sheet overview

In € million

<u>Assets</u>	Dec 31, 2019	Mar 31, 2020
Intangible assets	183.1	181.8
Property, plant and equipment	178.6	171.0
Financial investments	872.2	840.3
Receivables from clients in the banking business	728.1	750.1
Receivables from banks in the banking business	168.6	156.1
Other receivables and assets	510.8	675.4
<u>Liabilities and shareholders' equity</u>		
Shareholders' equity	437.4	442.0
Provisions	101.6	108.5
Liabilities due to clients in the banking business	1,894.8	1,999.8
Liabilities due to banks in the banking business	98.4	101.1
Other liabilities	250.6	266.1
<b>Balance sheet total</b>	<b>2,799.6</b>	<b>2,935.2</b>

Equity ratio: 15,1 %

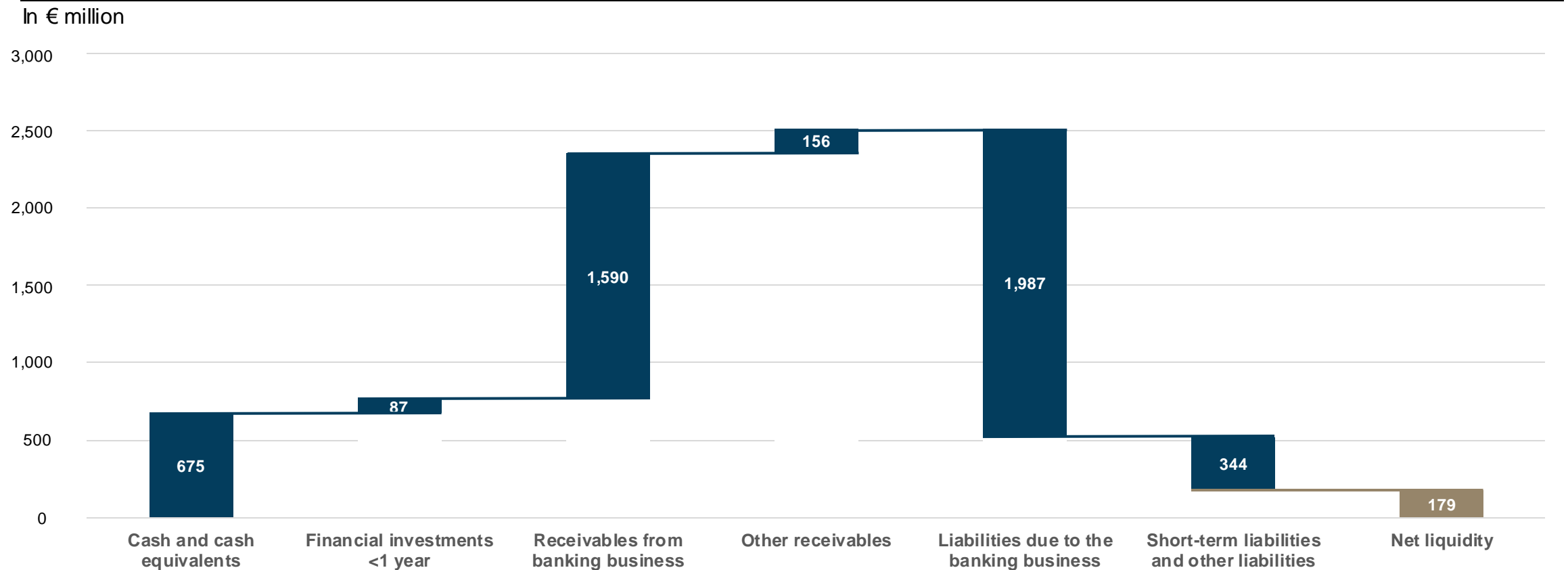
Core capital ratio: 18.9 %

Net liquidity: € 179 million



# Net liquidity of around € 179 million

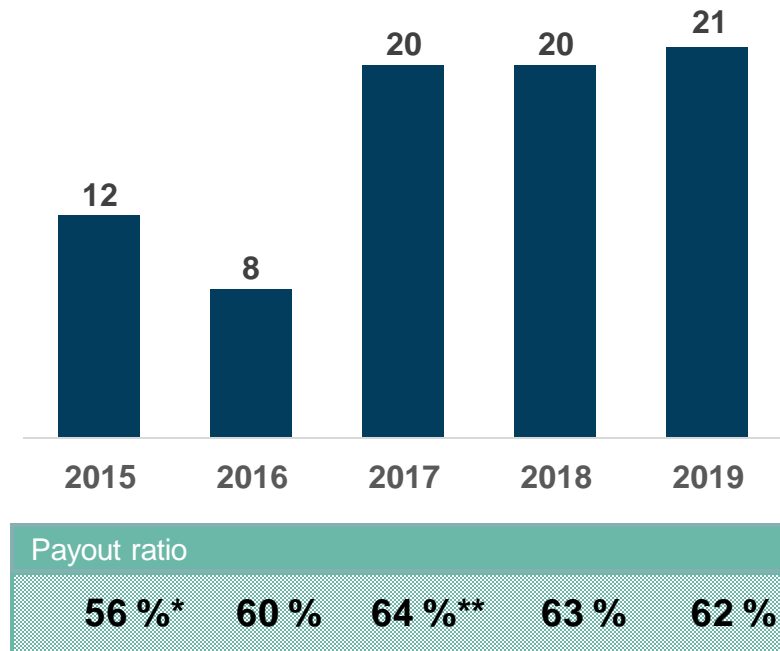
As of March 31, 2020



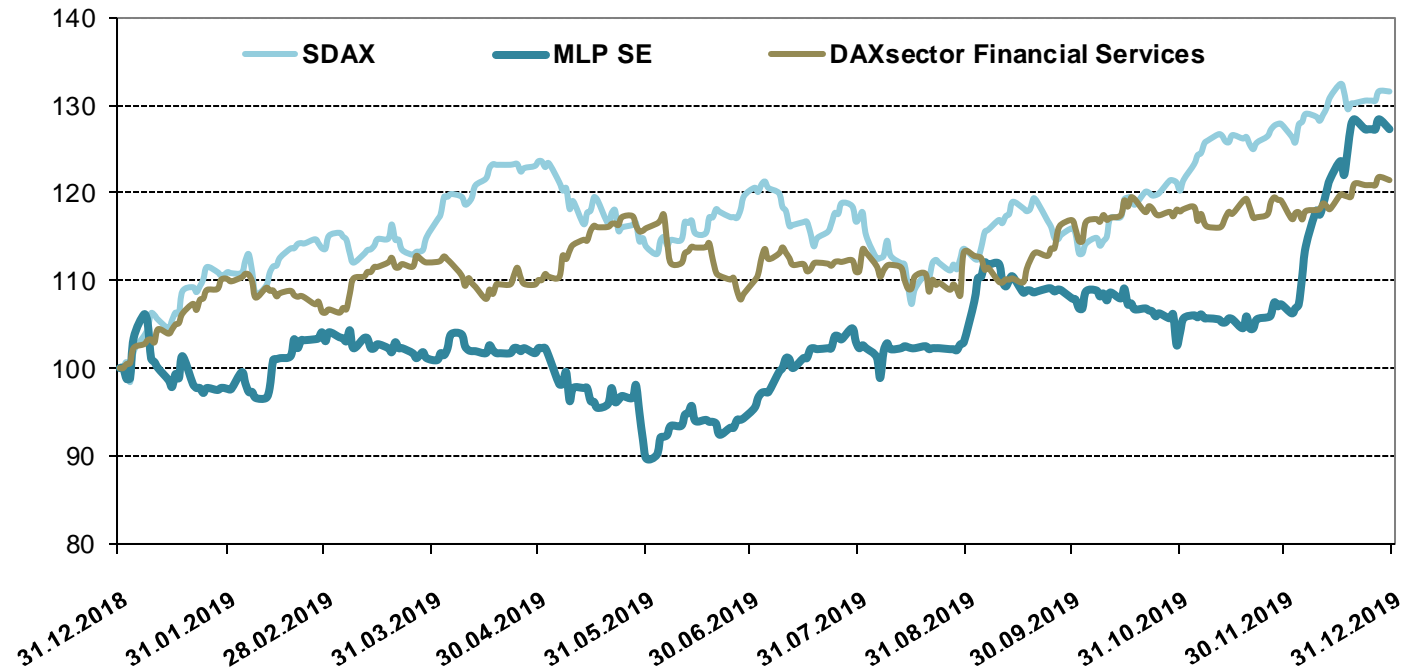
# Executive Board proposes dividend of 21 cents per share

## Dividend per share

In euro cents



## Indexed share price performance









\* based on net profit, simulating an acquisition of DOMCURA on January 1, 2015. \*\* based on the operating net profit.

# Forecast 2020

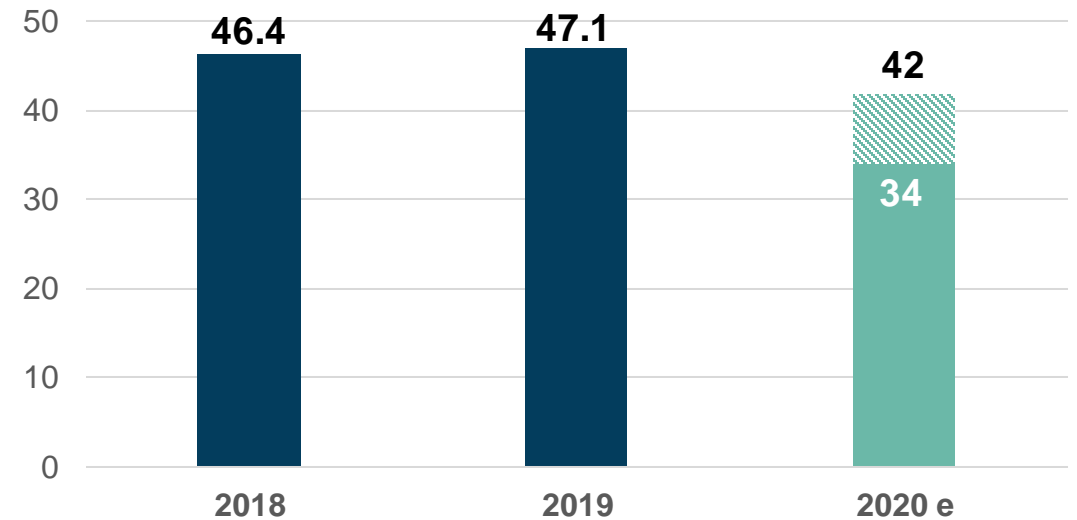
## Qualitative assessment of revenue development

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

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

## Earnings performance (EBIT)

In € million



MLP anticipates an EBIT of € 34 to 42 million for 2020

# Summary

- **Revenue** in the first quarter **considerably increased** and – measured against initial corona-related challenges – **solid earnings** achieved
- Further **burdens from the crisis** foreseeable – **but well manageable** thanks to very stable positioning, digital infrastructure and strong balance sheet
- **Key earnings drivers** for the future **further developed as scheduled** – mid-term planning of EUR 75 to 85 million EBIT for 2022 **confirmed**

# Financial calendar 2020 & contact details

November 12, 2020	9M/Q3 results
August 13, 2020	1H/Q2 results
June 25, 2020	Virtual Annual General Meeting

## MLP Investor Relations

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