



A LEADING FINANCIAL ADVISORY NETWORK  
FOR FAMILY AND CORPORATE CLIENTS

# Roadshow Paris 2024

Paris, April 29, 2024

# Summary MLP Group

- MLP proves **resilience of its business model** – **strategic developments** consistently expedited, supported by important trends
- MLP Group **admitted to the SDAX** – **consistent dividend proposal of 30 cents per share**
- **Total revenue** reached new **peak of €973 million** with **EBIT at €70.7 million** – **Assets under management** at a record high of **€57.0 billion**
- **Forecast for 2024** underscores **resilience and growth opportunities** – **Planning for the end of 2025** with **EBIT of €100 to 110 million reassured**

# Agenda

## Roadshow Paris 2024

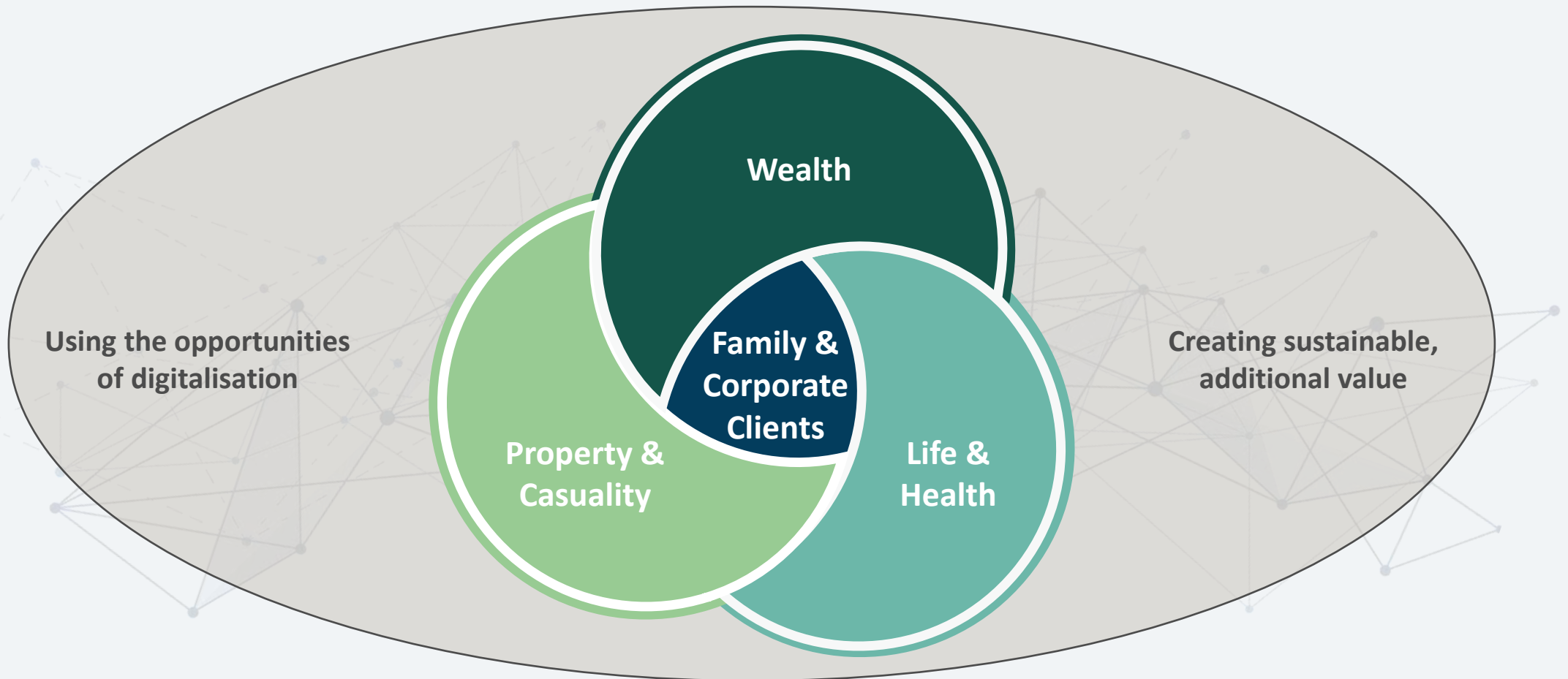
1 | MLP AT A GLANCE

2 | BUSINESS PERFORMANCE 2023

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# Business model

 **MLP** a leading financial advisory network for ...



1 | MLP AT A GLANCE

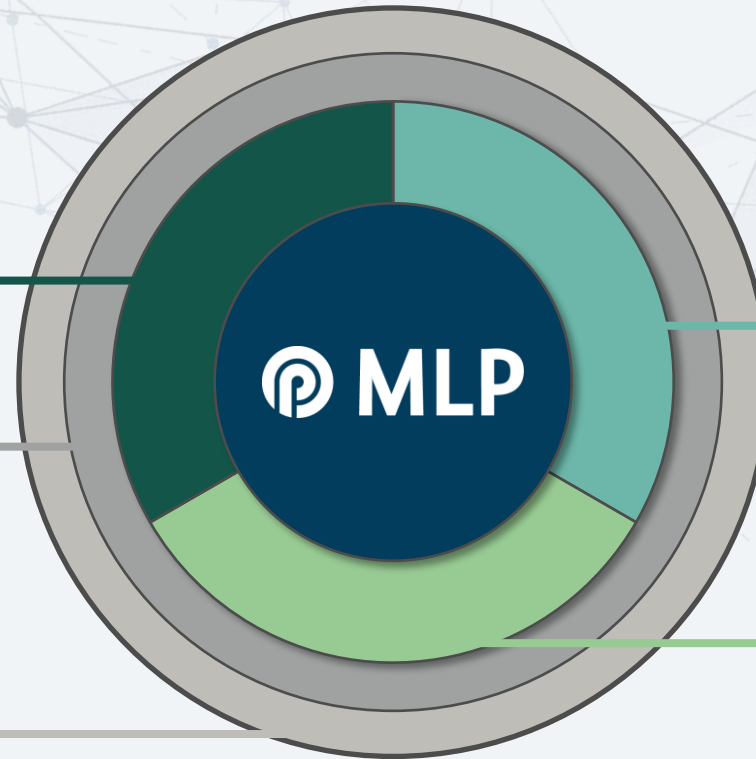
# Trends support growth ambitions in competence fields

**GROWING WEALTH, MORE ASSET SUCCESSIONS** increases demand for wealth management with a diversified portfolio

**DEMOGRAPHIC DEVELOPMENT** increasingly generates need for private and occupational pension provision

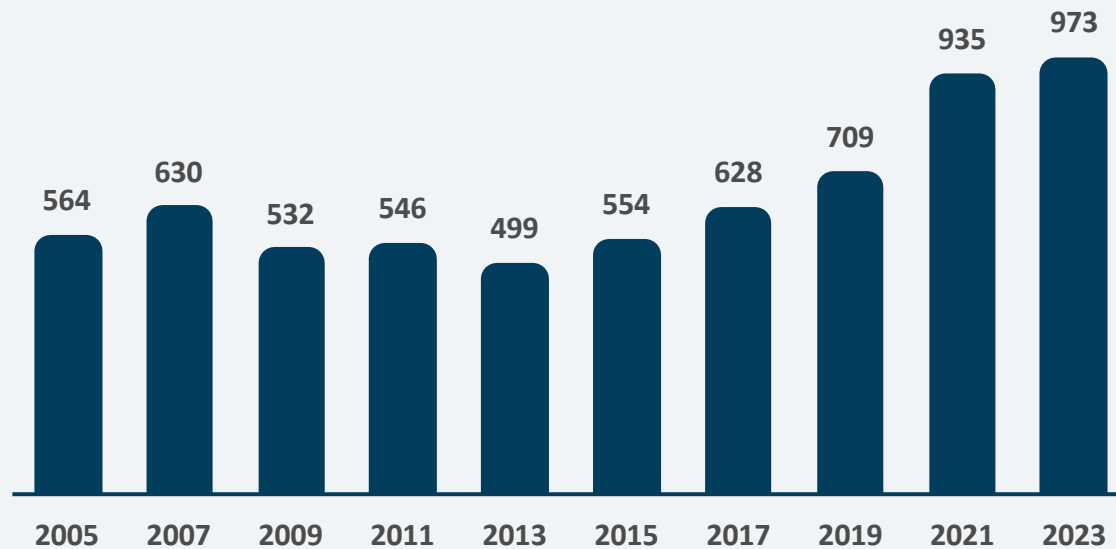
**DIGITALISATION** improves client experience and cost efficiency  
**SUSTAINABILITY** creates new prospects and need for consulting services

**INFLATION** increases demand for financial consulting in various competence fields

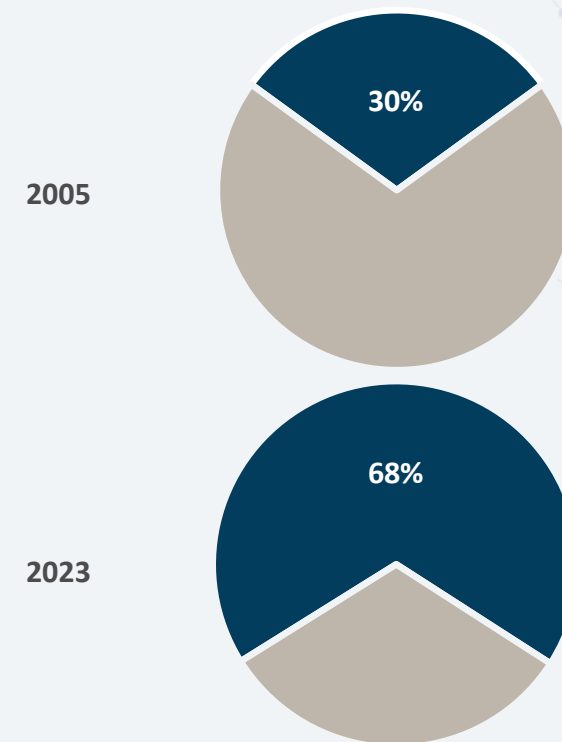


# Total revenue at new all-time high

Total revenue of the MLP Group  
in € million



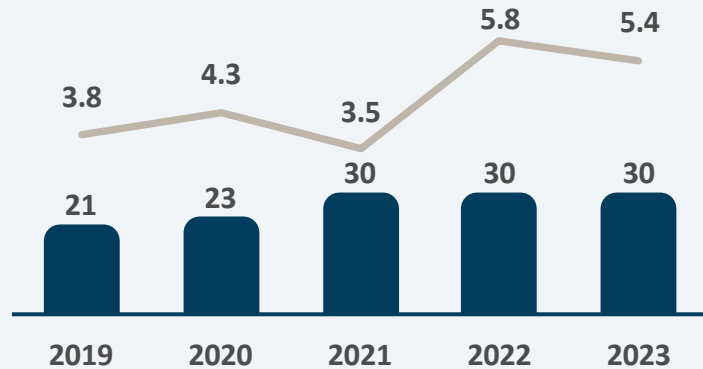
Recurring Revenue  
Proportion of sales revenue



# MLP SE – attractive dividend policy & valuation

## Dividend

Dividend per share in Cents; Dividend yield in %



**Consistent dividend policy**  
Pay out ratio of 50 % to 70 % of net profit

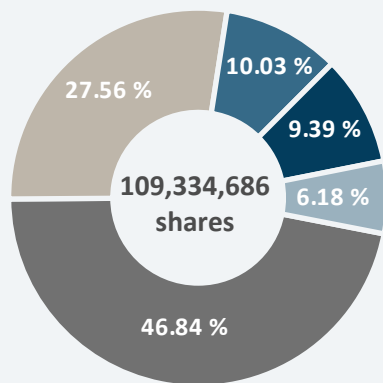
## Broad Research Coverage\*

NuWays	Buy	TP € 12.00
Pareto Securities	Buy	TP € 9.00
Kepler Cheuvreux	Buy	TP € 7.50
Metzler	Buy	TP € 7.20
<b>Consensus</b>	<b>100% Buy</b>	<b>Ø TP € 8.93</b>

\* target price estimates as of April 4, 2024

## Stable shareholder structure

Notifications made to MLP as of December 31, 2023



Family Lautenschläger (pooling agreement)

HanseMercur Krankenversicherung auf Gegenseitigkeit

Barmenia Versicherungen a. G.

Allianz SE

Freefloat (Definition Deutsche Börse)\*\*

\*\* thereof shareholdings of the Executive Board 2.22 %

## Planning key figures

MLP Group	2023	2025p
EBIT (in € million)	70.7	100 - 110
AUM (in € billion)	57.0	62 - 68



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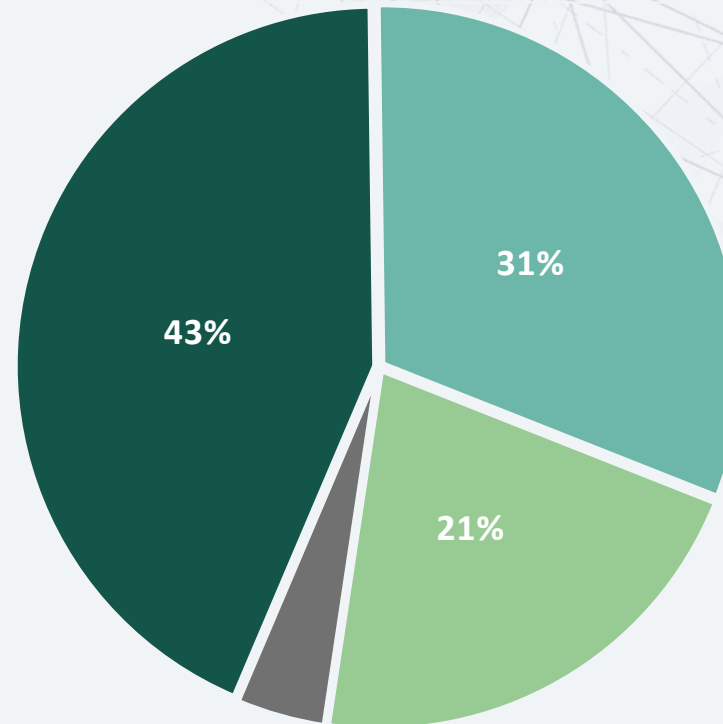


# Revenue recorded in competence fields

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

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

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

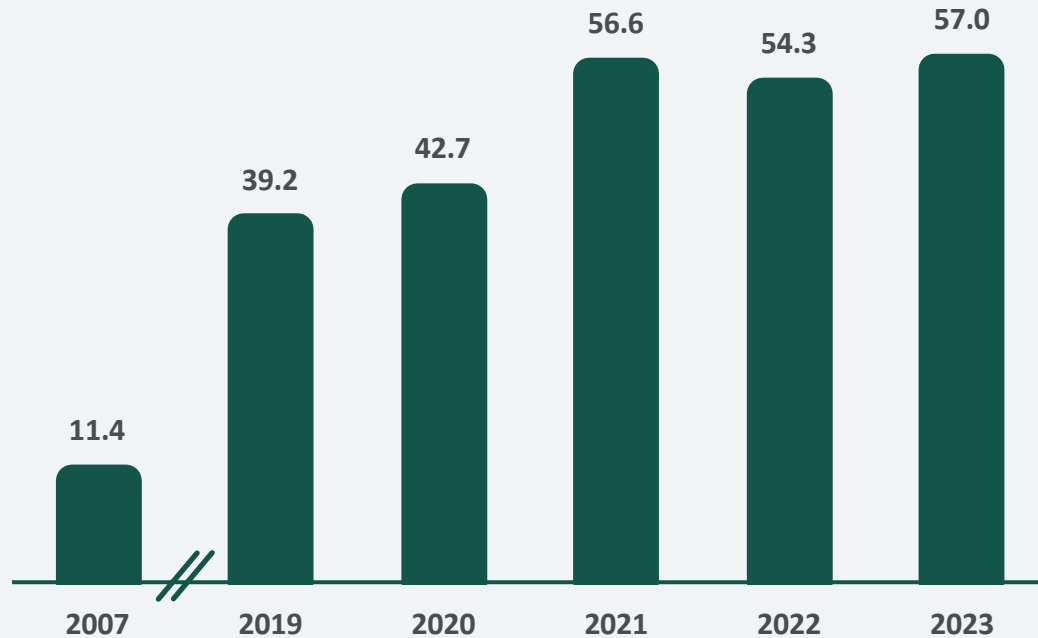


<b>Life &amp; Health</b>	<b>294</b>	<b>(285)</b>	<b>+3 %</b>
Old-age provision	234	(229)	+2 %
Health insurance	60	(56)	+8 %

<b>Property &amp; Casualty</b>	<b>201</b>	<b>(174)</b>	<b>+15 %</b>
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

# EBIT at €70.7 million – strong balance sheet

## Income statement

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

## Balance sheet figures

MLP Group	December 31, 2023
<b>Balance sheet total</b>	<b>€3,917 million</b>
<b>Shareholders' equity</b>	<b>€532 million</b>
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 %

Detailed information can be found in our MLP Group Annual Report for the financial year 2023 on our website:  
<https://mlp-se.com/investors/financial-publications/reports/reports-2023/>

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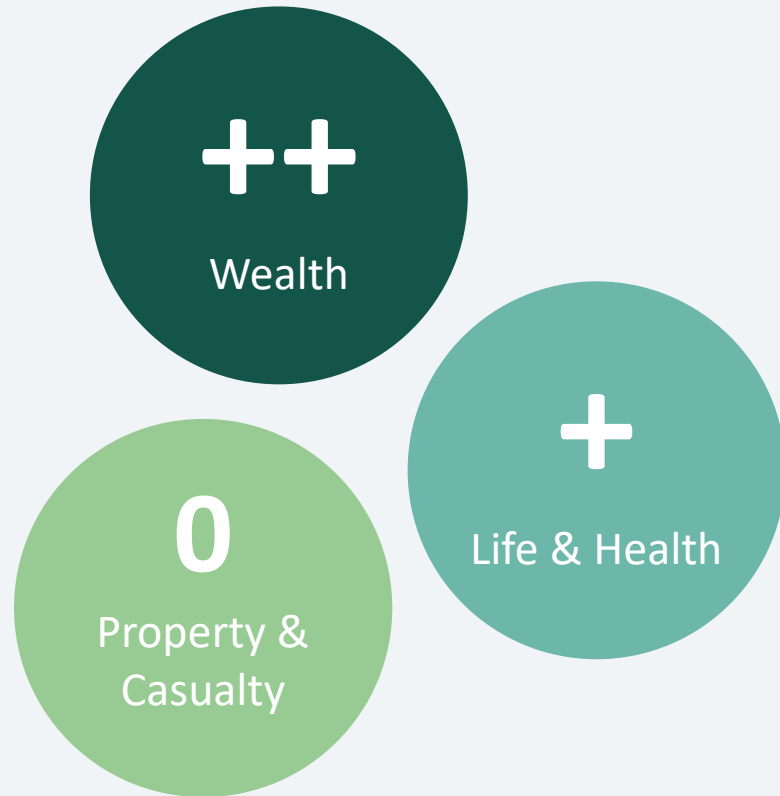
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# Forecast 2024

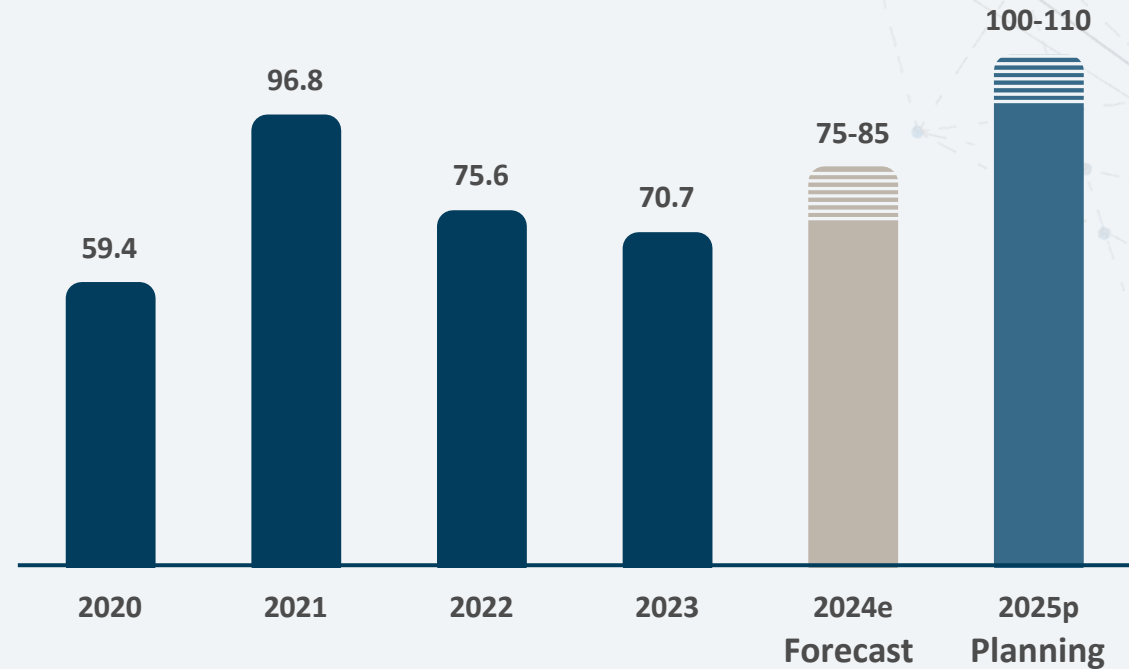
## Sales revenue

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

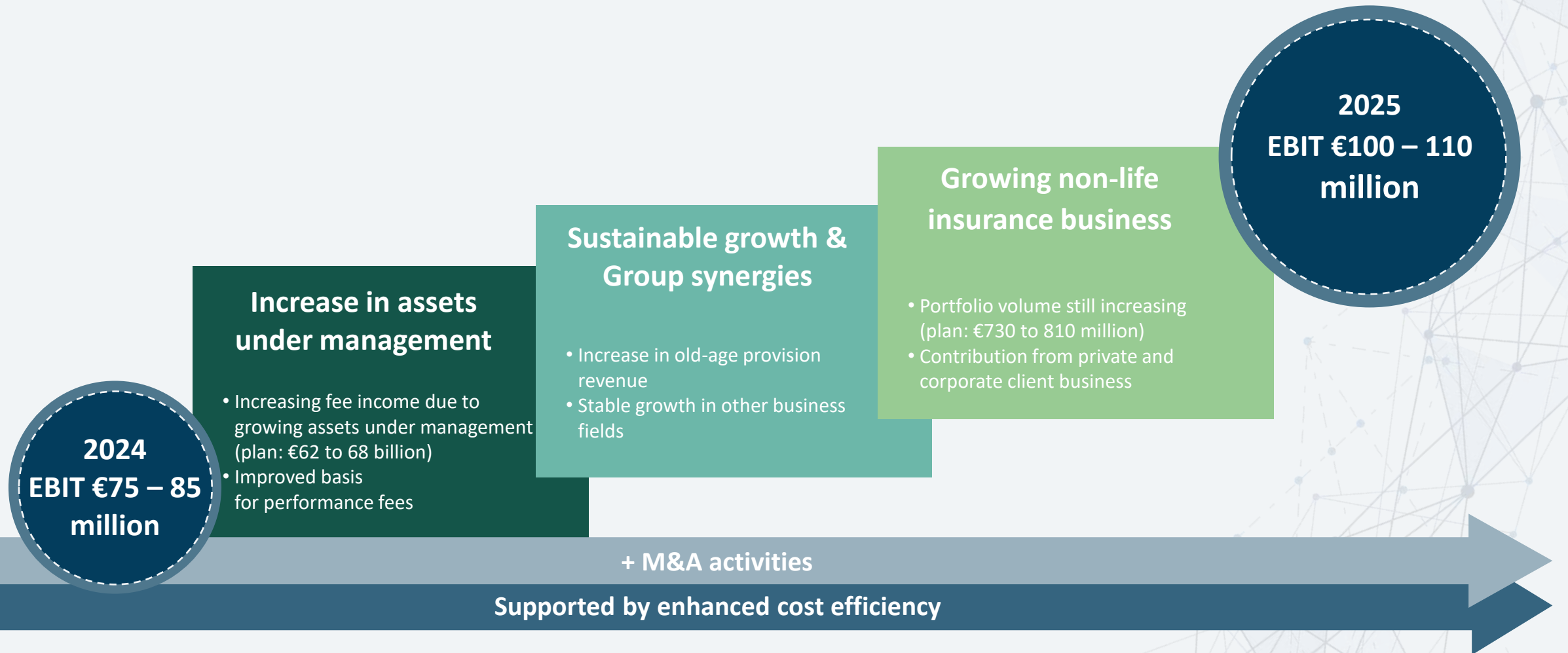


## EBIT

in € million



# Planning 2025





# We are happy to answer your questions

## Your contact



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