

# Annual Analyst and Investor Conference 2020

Wiesloch, March 5, 2020



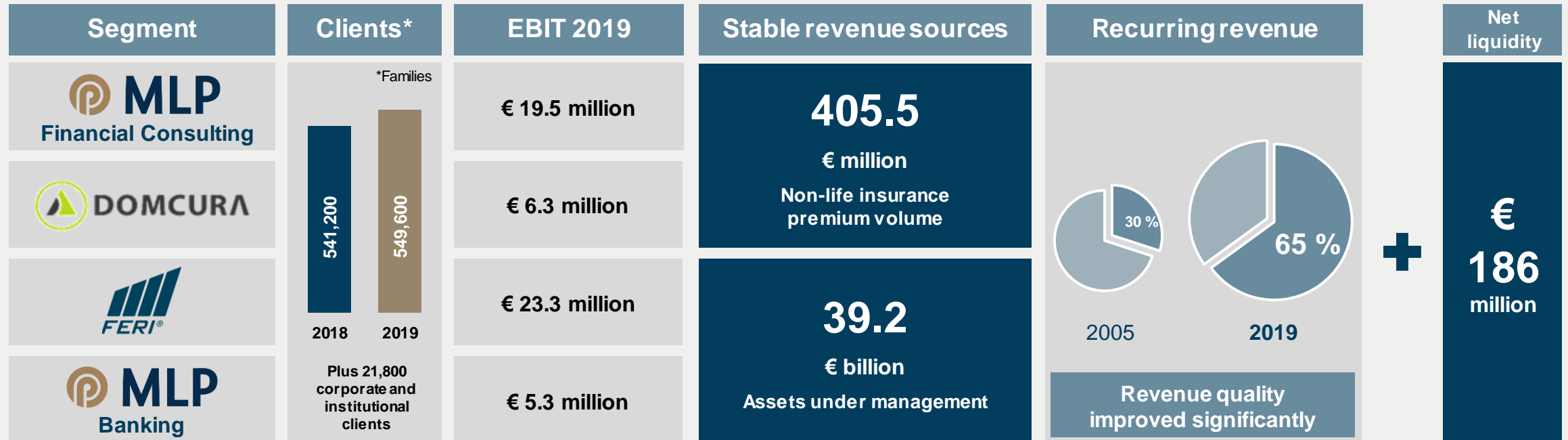
Finanzen verstehen. Richtig entscheiden.

# 2019: Successful financial year with foundation laid for future growth

- Growth recorded in all important key figures, financial targets met and foundation laid for future growth
- Total revenue increased for the sixth time in succession – new all-time high of € 708.8 million. At € 47.1 million, EBIT well within the target range
- Investments continuing to pay off: increase of 53 consultants – scale last seen some 13 years ago
- Foundation already laid today for taking MLP to the next level in terms of earnings
- Executive Board proposes a dividend of 21 cents – distribution rate of 62 percent in the upper half of the announced corridor

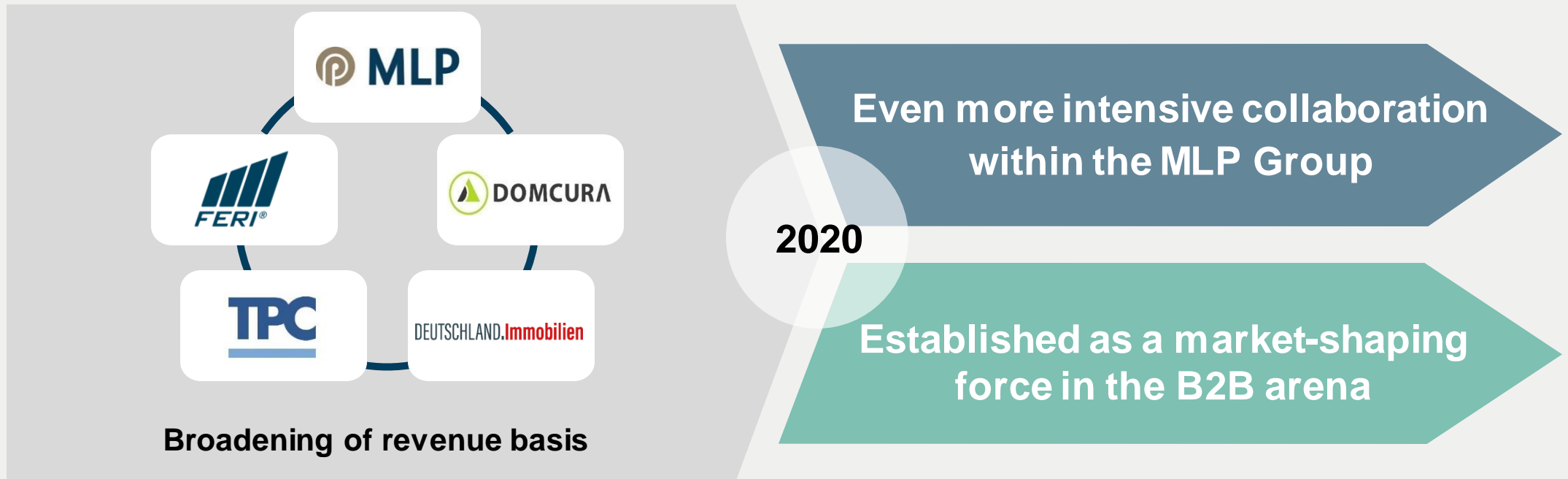
# Strong foundation established

## MLP Group



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

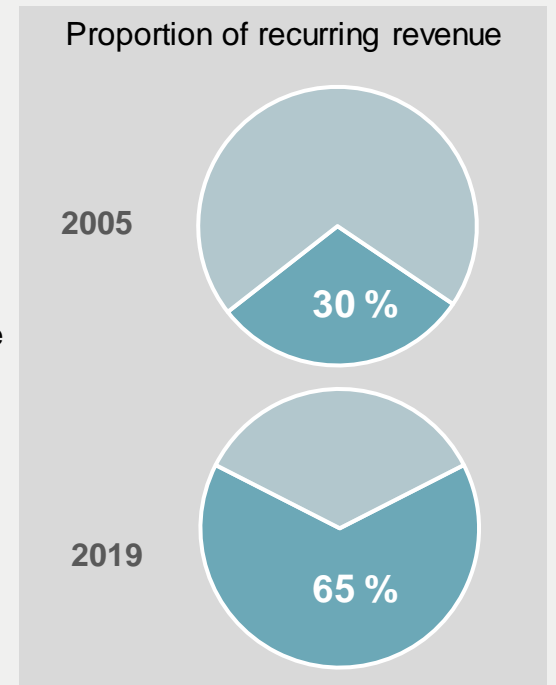
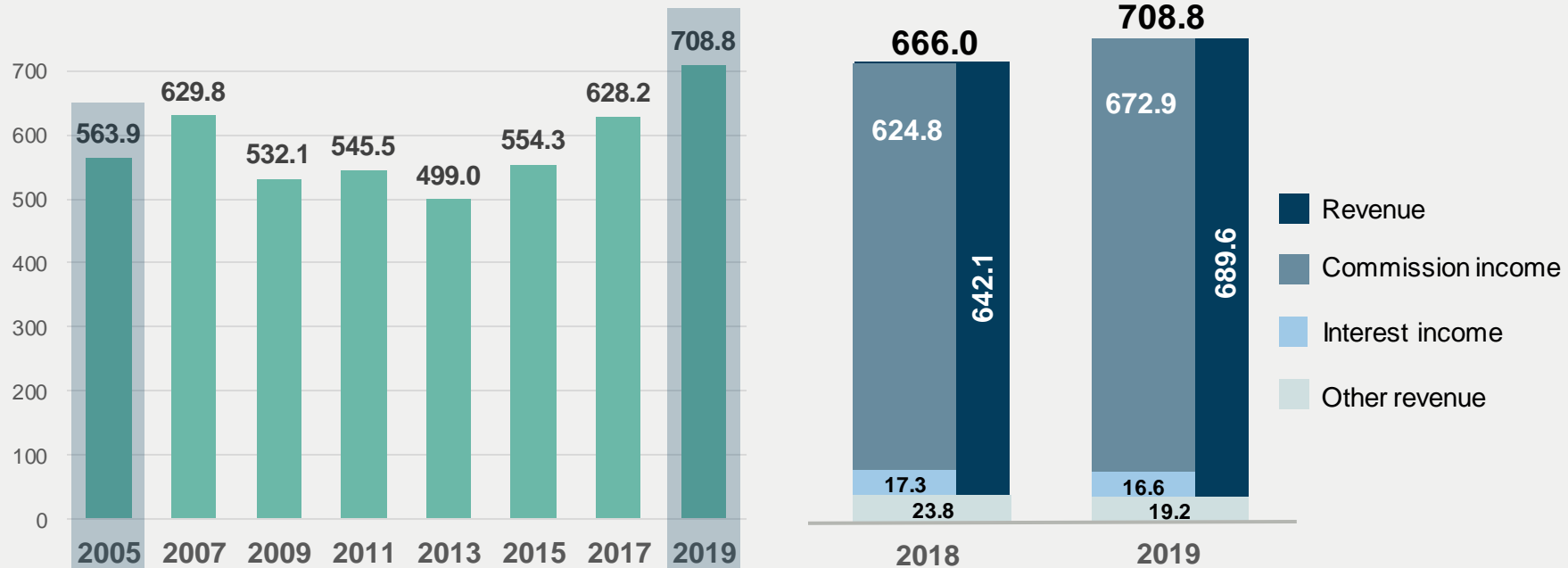
# Strategic further development of the MLP Group



# FY 2019: Total revenue increased to new all-time high

## Total revenue FY

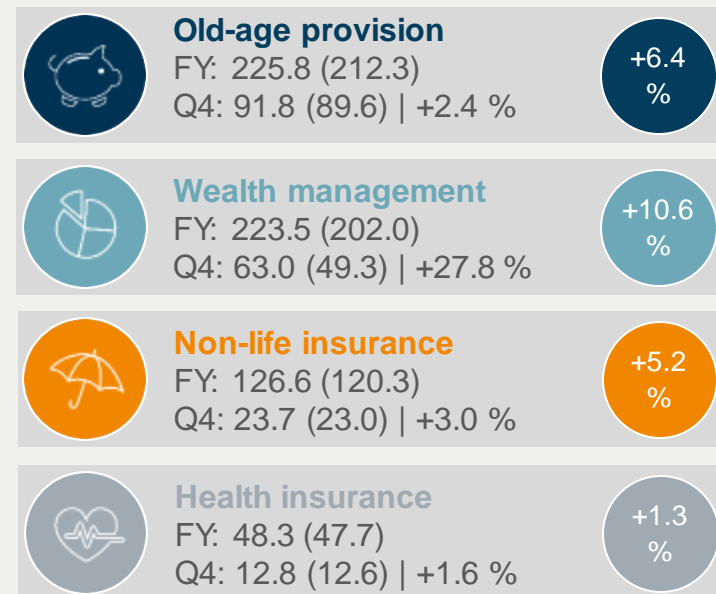
In € million



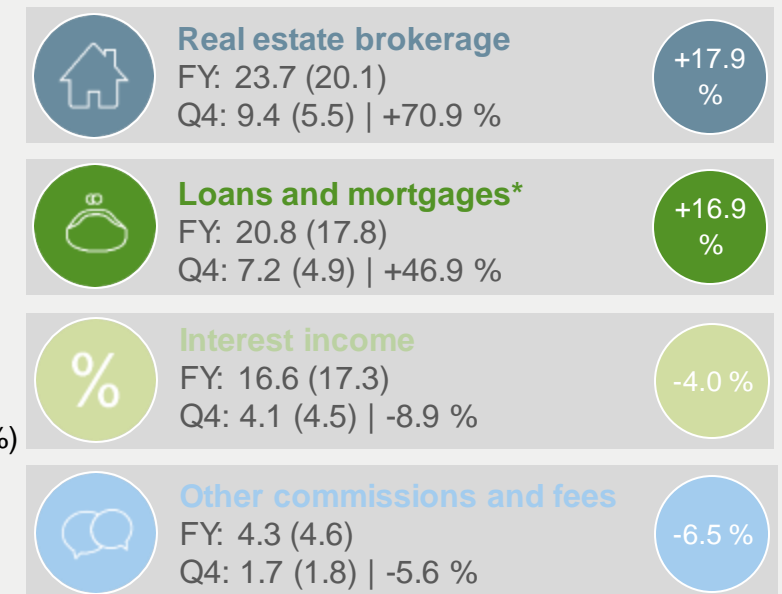
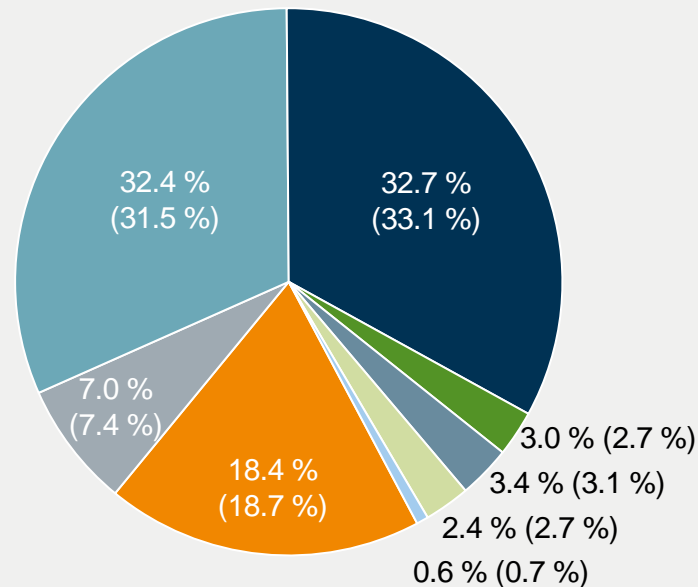
# FY 2019: Growth in all consulting fields

## Revenue 2019

In € million



Revenue breakdown FY 2019



Previous year's values in brackets

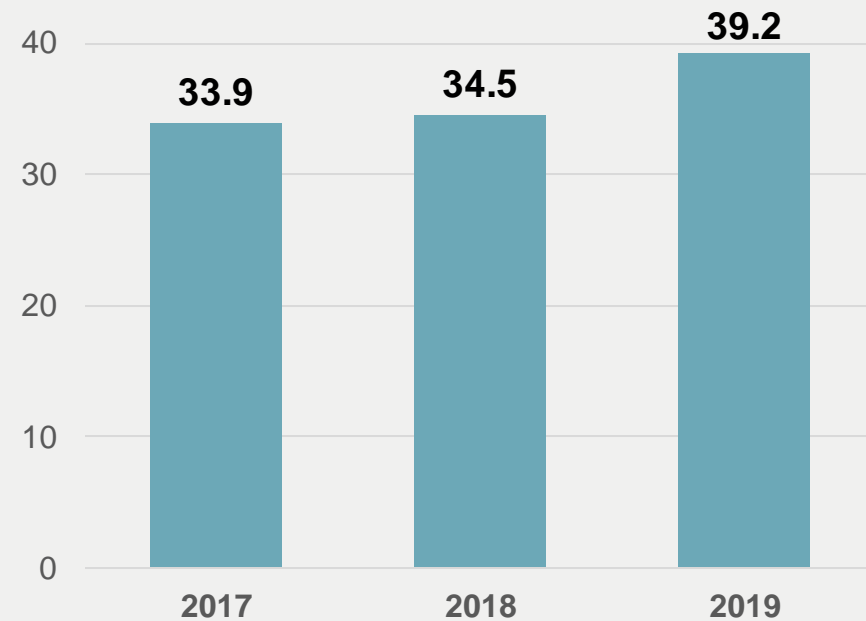
\* Excluding MLP Hyp

# Positive development of major stock values

MLP Group

## Assets under management

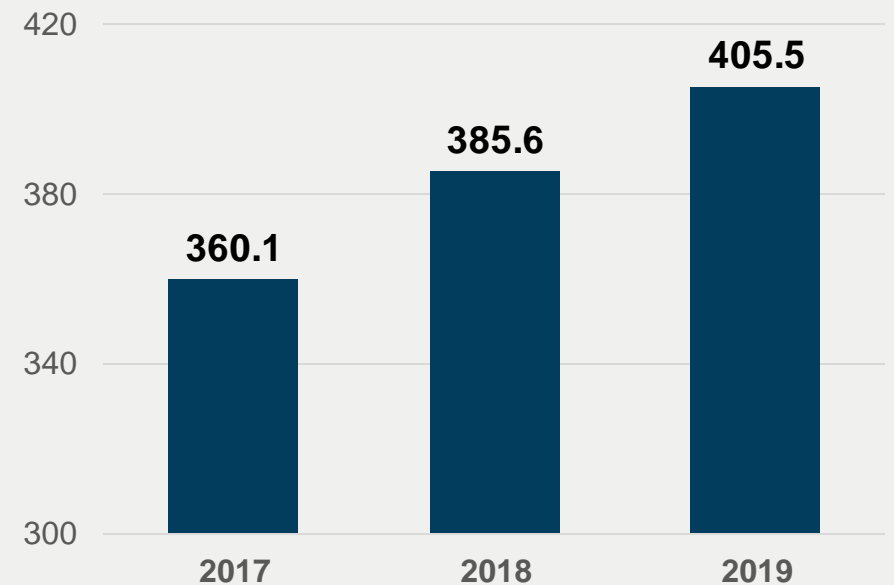
In € billion



Each as at December 31

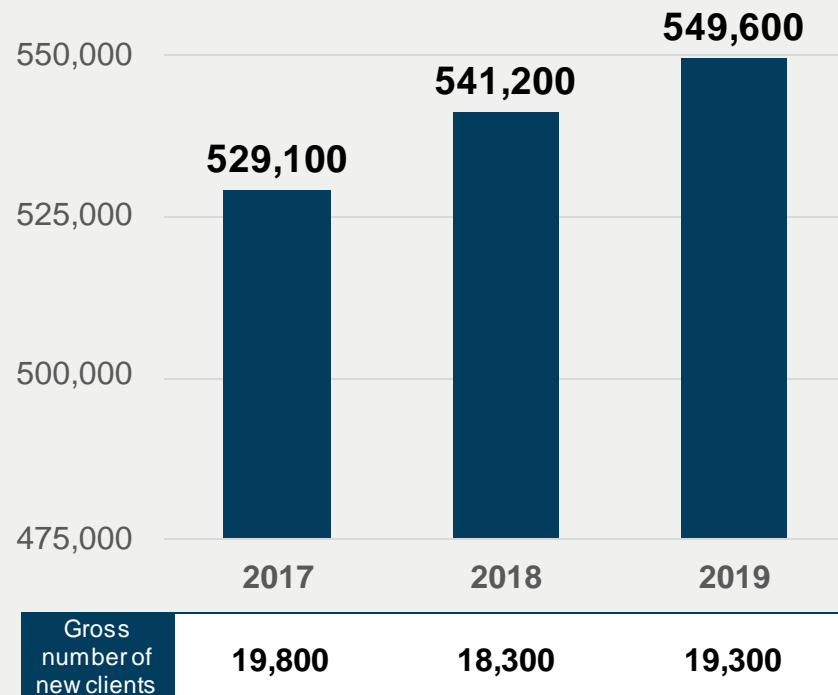
## Non-life insurance premium volumes

In € million



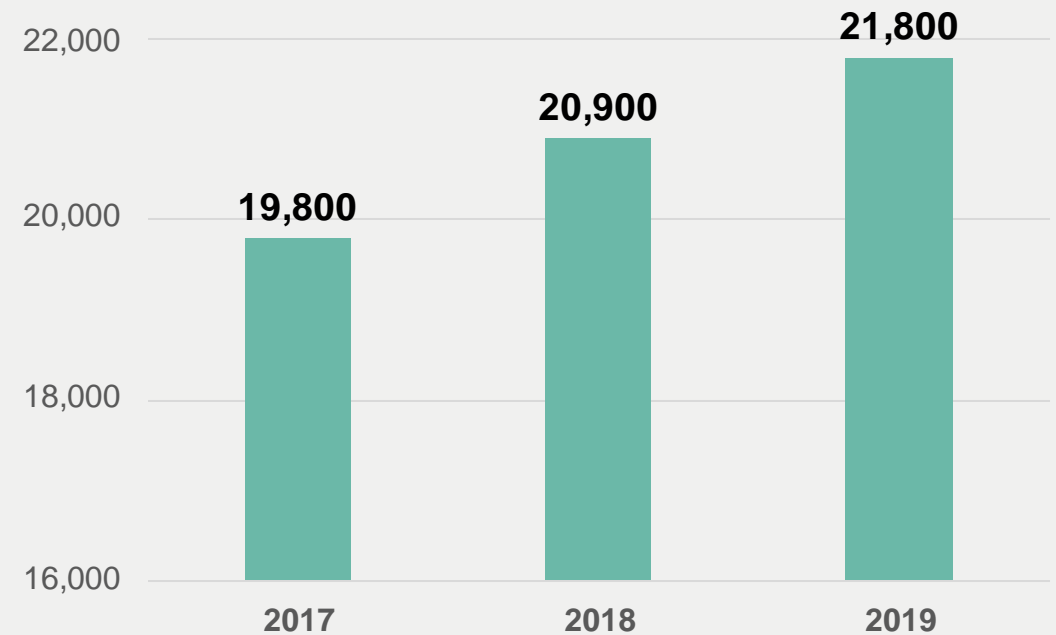
# Growth in family as well as corporate and institutional clients

## Family clients



Each as at December 31

## Corporate and institutional clients



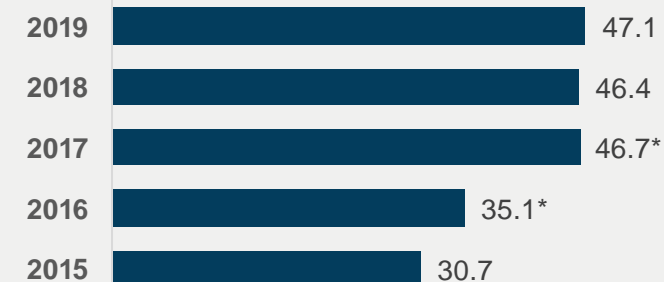


# FY 2019: EBIT well within the predicted target range

## Income statement

In € million

|                             | Q4 2018 | Q4 2019 | 2018  | 2019  |
|-----------------------------|---------|---------|-------|-------|
| Total revenue               | 203.4   | 221.4   | 666.0 | 708.8 |
| EBIT                        | 23.5    | 28.2    | 46.4  | 47.1  |
| Finance cost                | 0       | -1.6    | -0.6  | -2.3  |
| EBT                         | 23.5    | 26.6    | 45.8  | 44.8  |
| Taxes                       | -6.4    | -5.0    | -11.3 | -7.8  |
| Net profit                  | 17.1    | 21.5    | 34.5  | 36.9  |
| EPS in €<br>(diluted/basic) | 0.16    | 0.20    | 0.32  | 0.34  |



Operating EBIT, before one-off expenses

# Return on equity increased to 8.7 percent

| In € million | <b>Assets</b>                                      | <b>Dec. 31, 2018</b> | <b>Dec 31, 2019</b> |
|--------------|--|----------------------|---------------------|
|              | Intangible assets                                  | 155.9                | 183.1               |
|              | Financial assets                                   | 165.3                | 178.6               |
|              | Receivables from clients in the banking business   | 761.0                | 872.2               |
|              | Receivables from banks in the banking business     | 694.2                | 728.1               |
|              | Other receivables and assets                       | 158.1                | 168.6               |
|              | Cash and cash equivalents                          | 385.9                | 510.8               |
|              | <b>Liabilities and shareholders' equity</b>        |                      |                     |
|              | Shareholders' equity                               | 424.8                | 437.4               |
|              | Provisions   | 94.5                 | 101.2               |
|              | Liabilities due to clients in the banking business | 1,638.9              | 1,894.8             |
|              | Liabilities due to banks in the banking business   | 81.6                 | 98.4                |
|              | Other liabilities                                  | 165.8                | 250.6               |
|              | <b>Total</b>                                       | <b>2,421.0</b>       | <b>2,799.6</b>      |

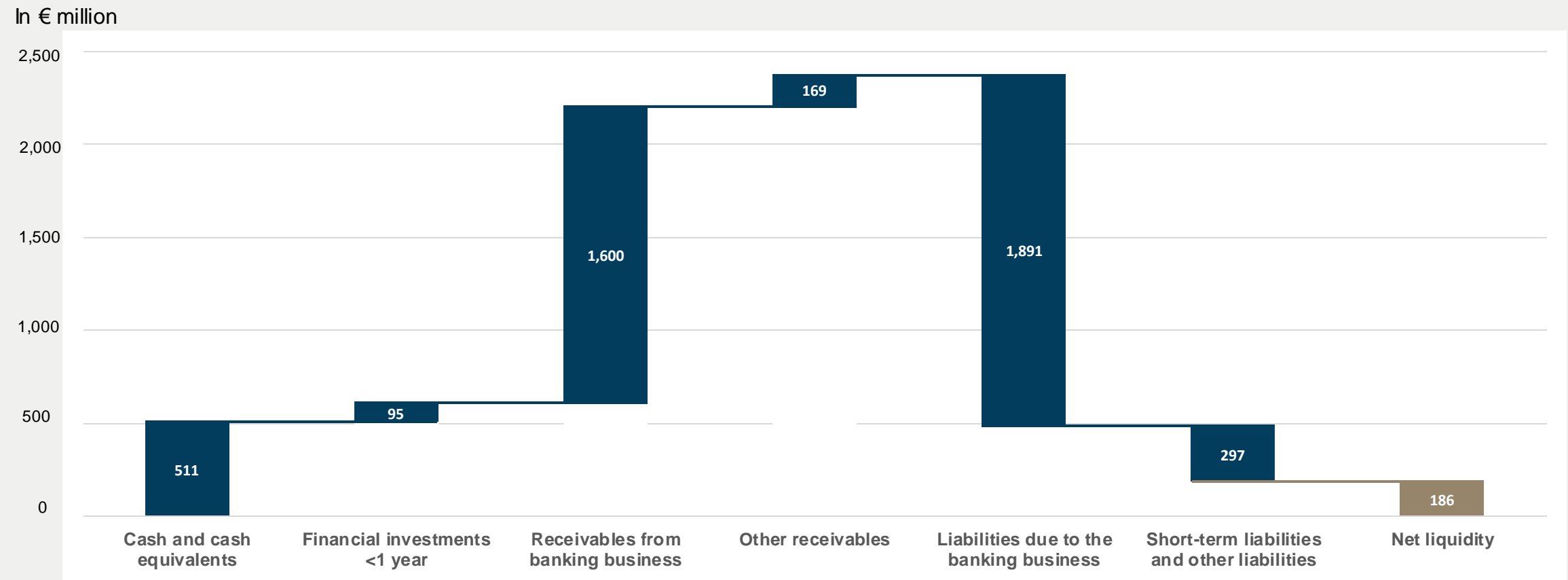
Equity ratio: 15.6 %

Return on equity: 8.7 %

Core capital ratio 19.2 %

# Net liquidity of around € 186 million

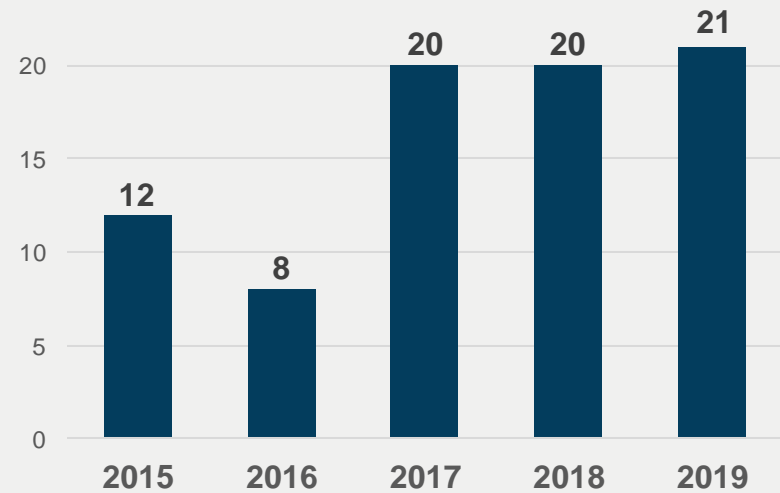
As of December 31, 2019



# Executive Board proposes dividend of 21 cents per share

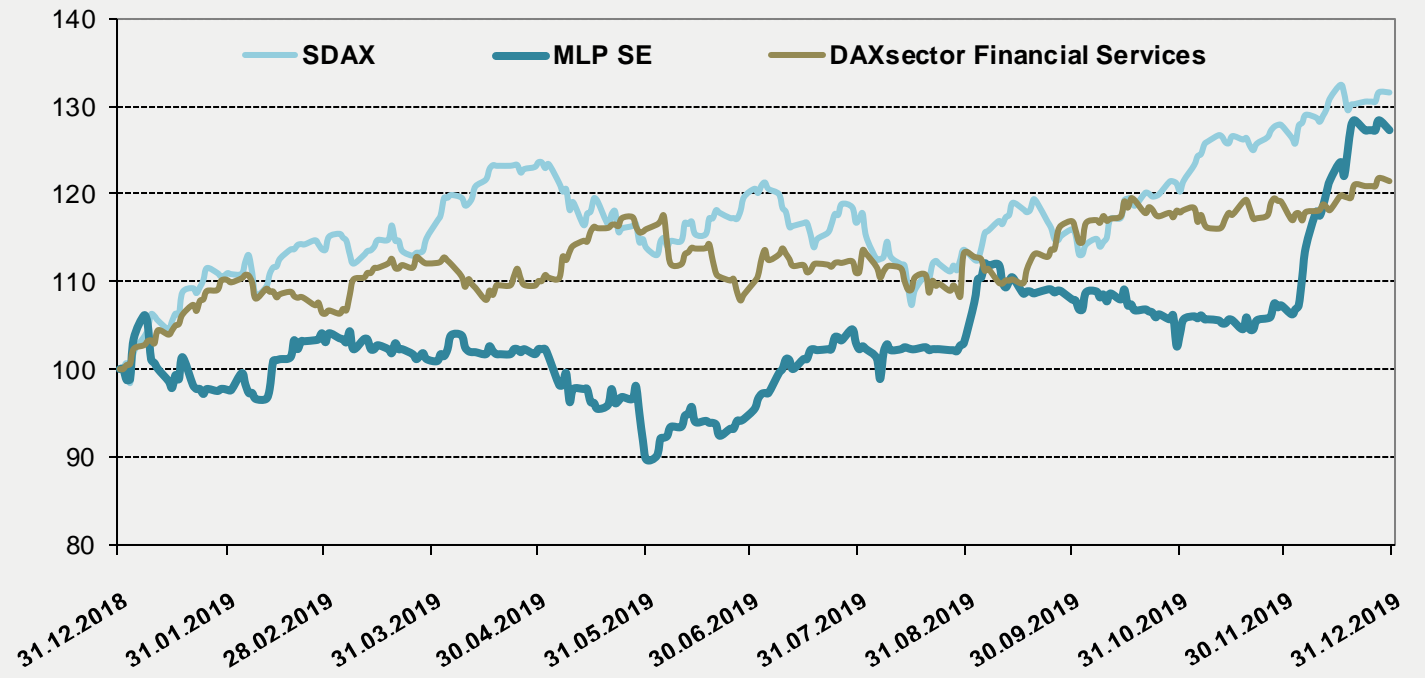
## Dividend per share

In euro cents



| Payout ratio |      |        |      |      |
|--------------|------|--------|------|------|
| 56 %*        | 60 % | 64 %** | 63 % | 62 % |

## Indexed share price performance

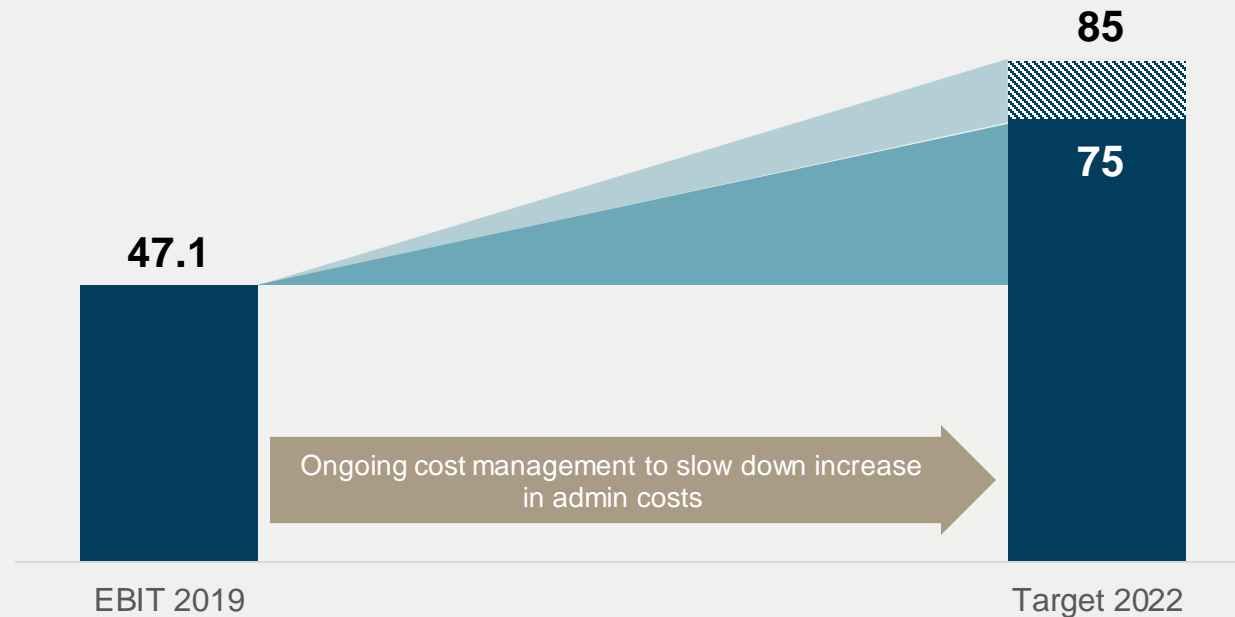


\* based on net profit, simulating an acquisition of DOMCURA on January 1, 2015. \*\* based on the operating net profit.

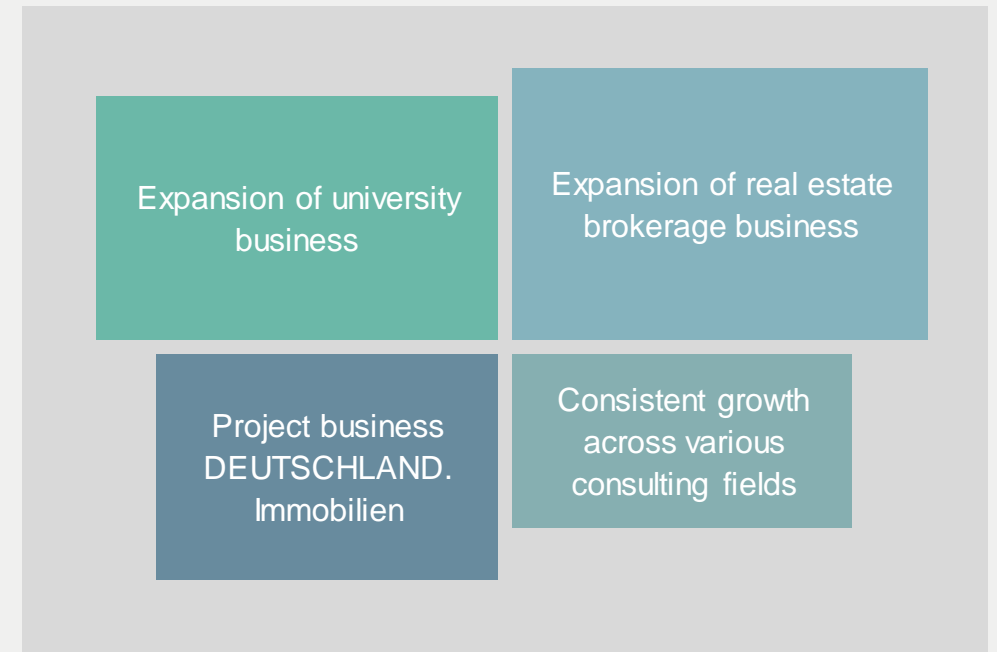
# Target 2022: EBIT of € 75 to 85 million anticipated

## EBIT performance

In € million



## Growth driver

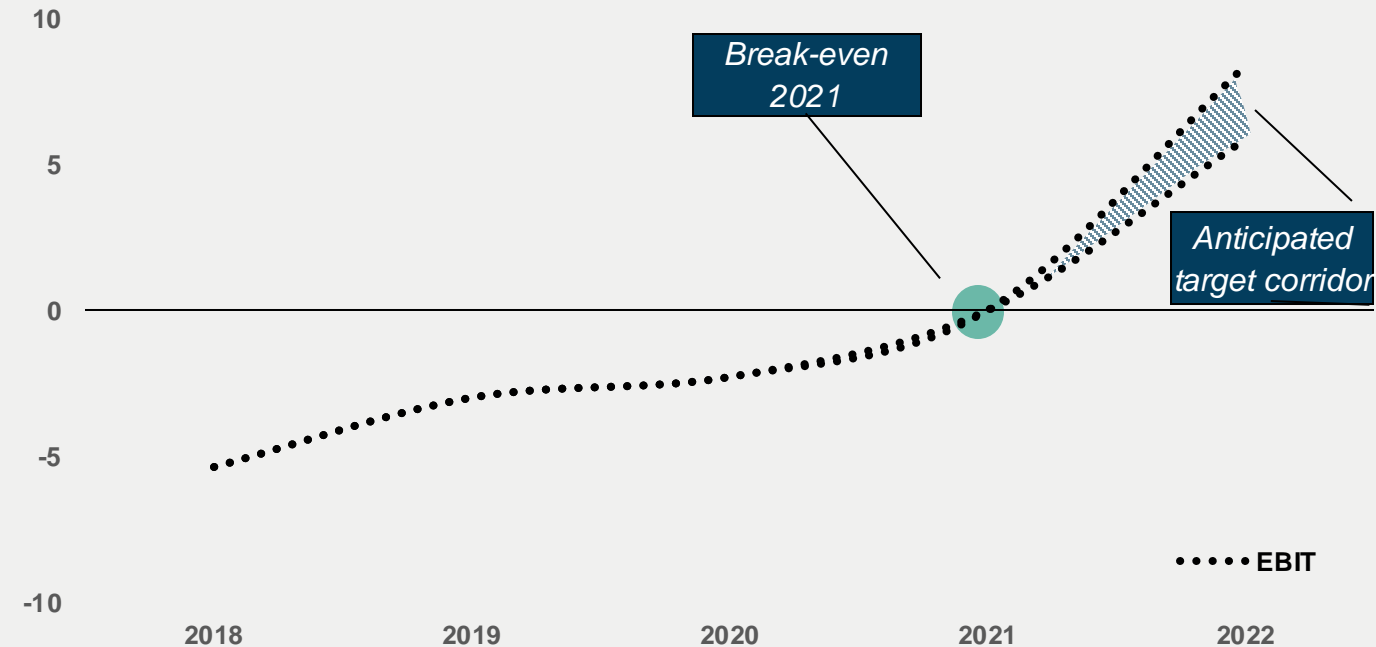


Assumption: No fundamental regulatory changes with effects on the commission or project business.

# Acquiring young new consultants as growth driver

## EBIT contribution from the university segment

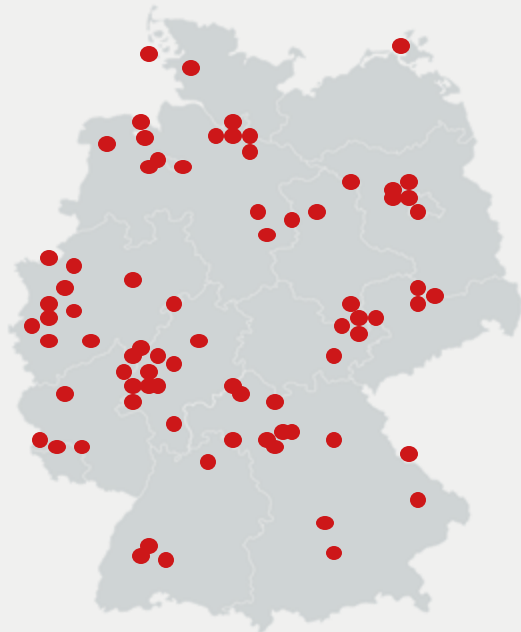
In € million



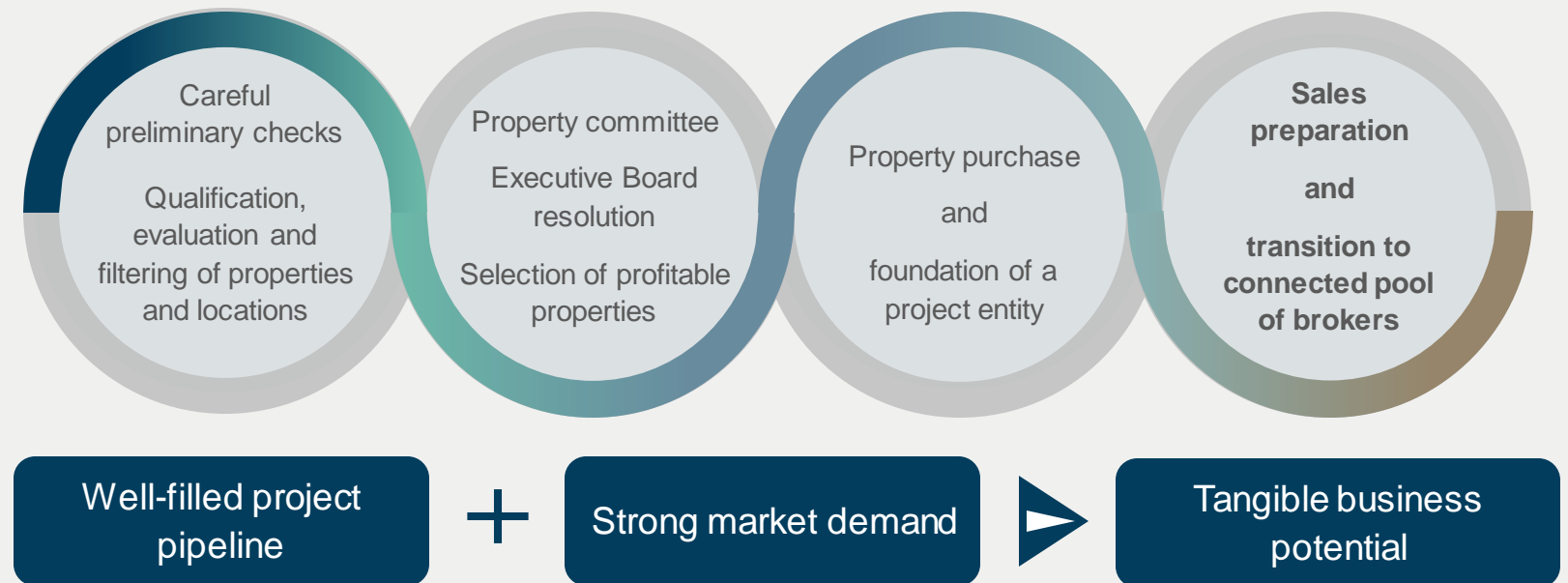
- Ongoing significant investments planned in the university segment
- Increase anticipated in number of young consultants from 330 currently to 500 or 600 by the end of 2022
- Break-even anticipated in 2021 – important growth driver in the following years

# DEUTSCHLAND.Immobilien: Selected project business in growth markets

## Project map



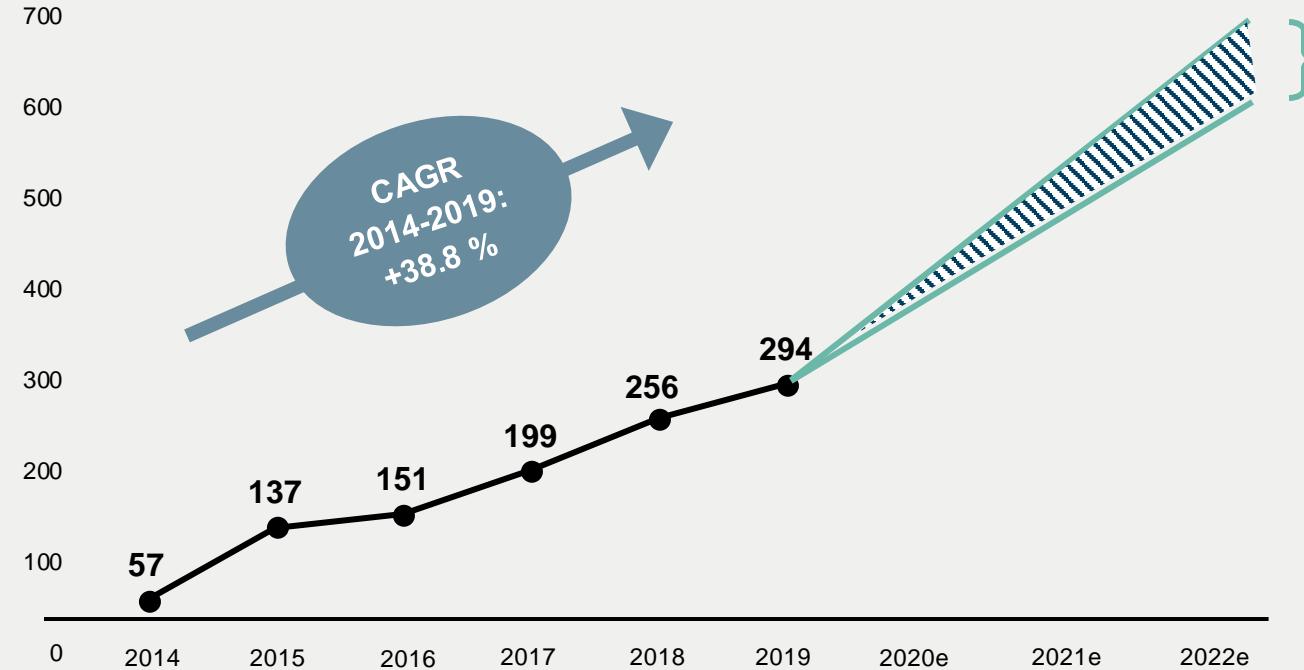
## Project development process



# 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



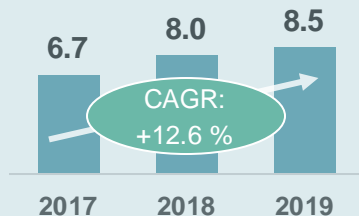
# Strong and continuously growing revenue sources



## Wealth management

### FERI

- Managing around € 8.5 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\*



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**

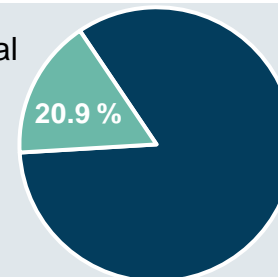


## Old-age provision

### 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

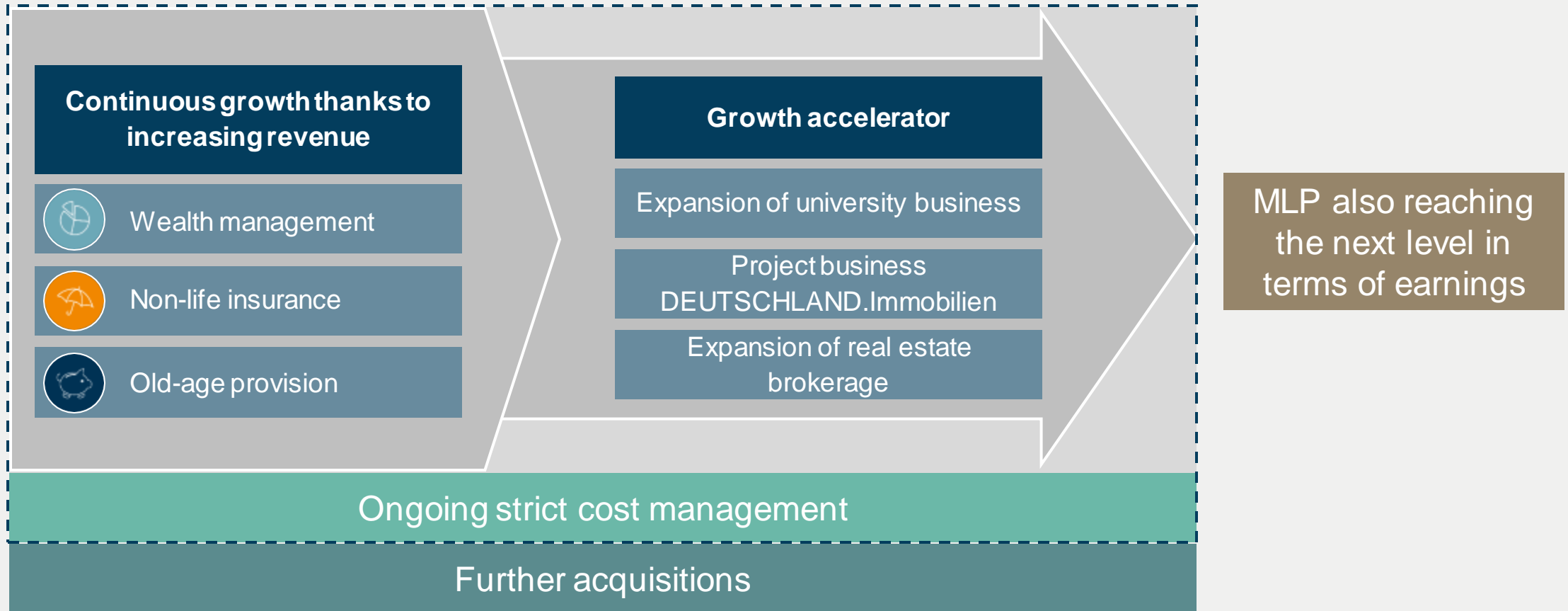


Overall old-age provision at MLP

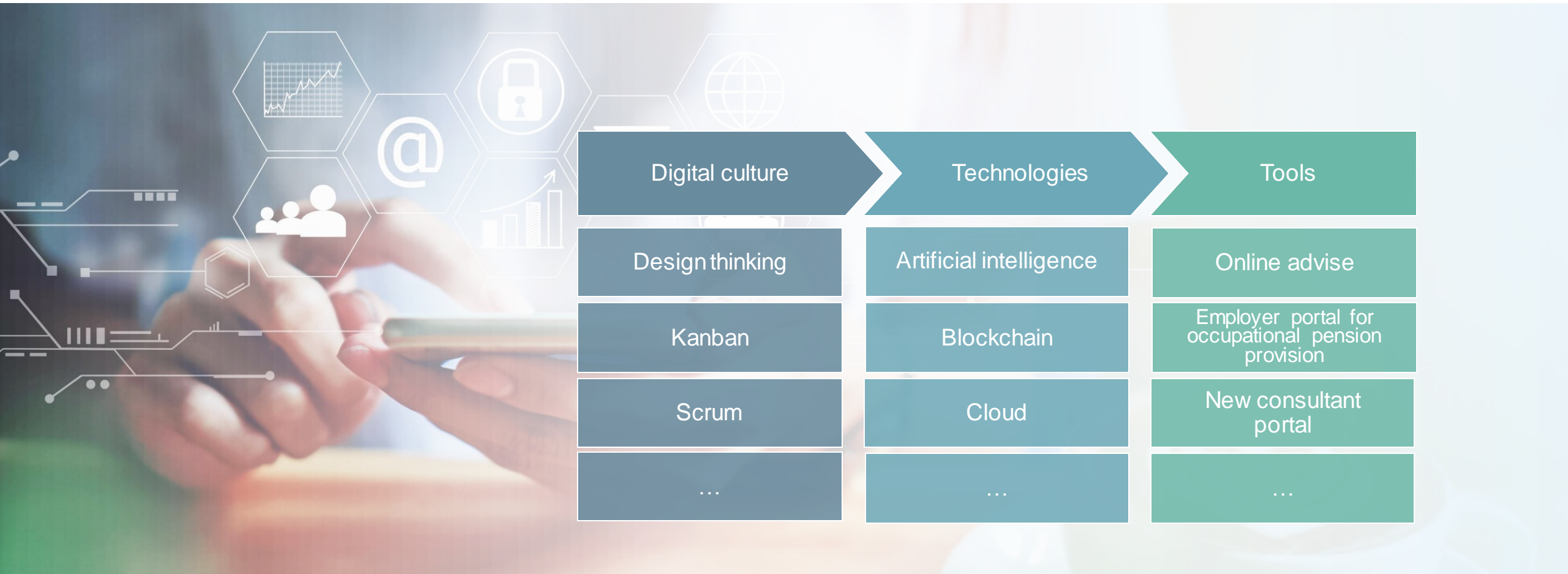
2019

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

# Strategic agenda















# Digitalisation of the Group is progressing



# Forecast 2020

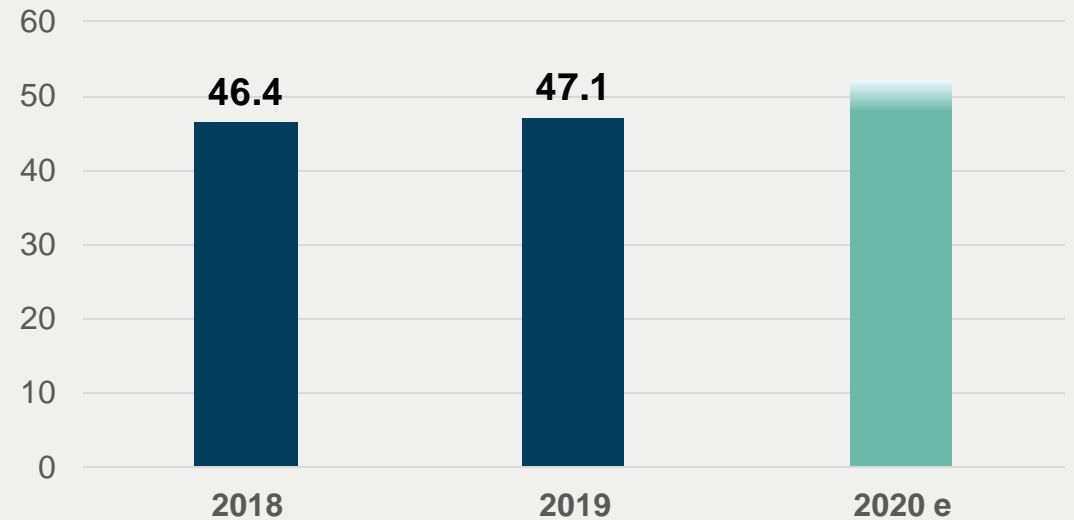
## Qualitative assessment of revenue development

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

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

## Earnings performance (EBIT)

In € million



MLP forecasts EBIT to rise slightly in 2020

# Summary

- MLP can reflect on a very successful financial year
- Unprecedented level of stability achieved, while foundations for future growth drivers have been laid
- Growth areas to be consistently developed in the coming years – making a massive contribution to earnings development
- Significantly increased EBIT of € 75 to 85 million anticipated for 2022



**Many thanks for your time!**