

# Business figures H1/Q2 2019

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Wiesloch, August 8, 2019

# Agenda

- Highlights of H1/Q2 2019
- Key financial figures H1/Q2 2019
- Summary and outlook
- Questions and answers

# Highlights of H1/Q2 2019

- **H1: Total revenue up 6 %** to € 329.2 million – the highest figure at the start of a year since the sale of the insurance subsidiaries
- **Successful diversification of revenue basis** as the foundation for today's growth and continued sources of income in the future
- **H1: At € 12.2 million, EBIT is slightly above the previous year's level** (2018: € 12.1 million)
- **Increase in consultant numbers and real estate brokerage** as key drivers of growth for the future
- **Outlook for 2019: EBIT slightly above the previous year's figure** (€ 46.4 million) still anticipated – despite high levels of investment in the university segment to bolster future operations

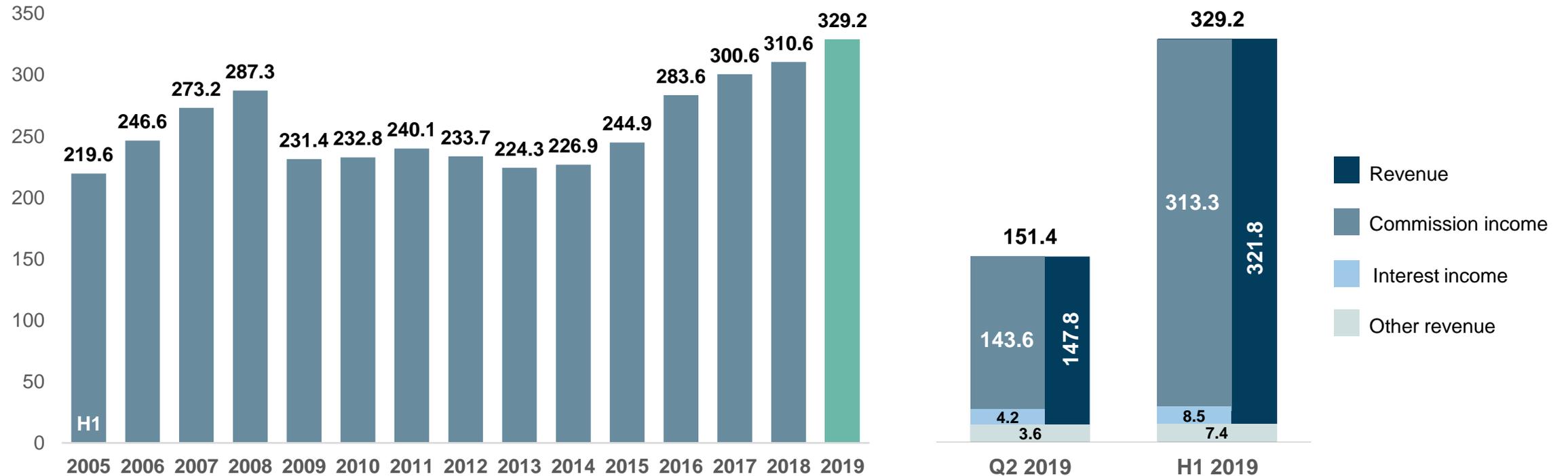
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# H1: Total revenue rose to a new high

## Total revenue

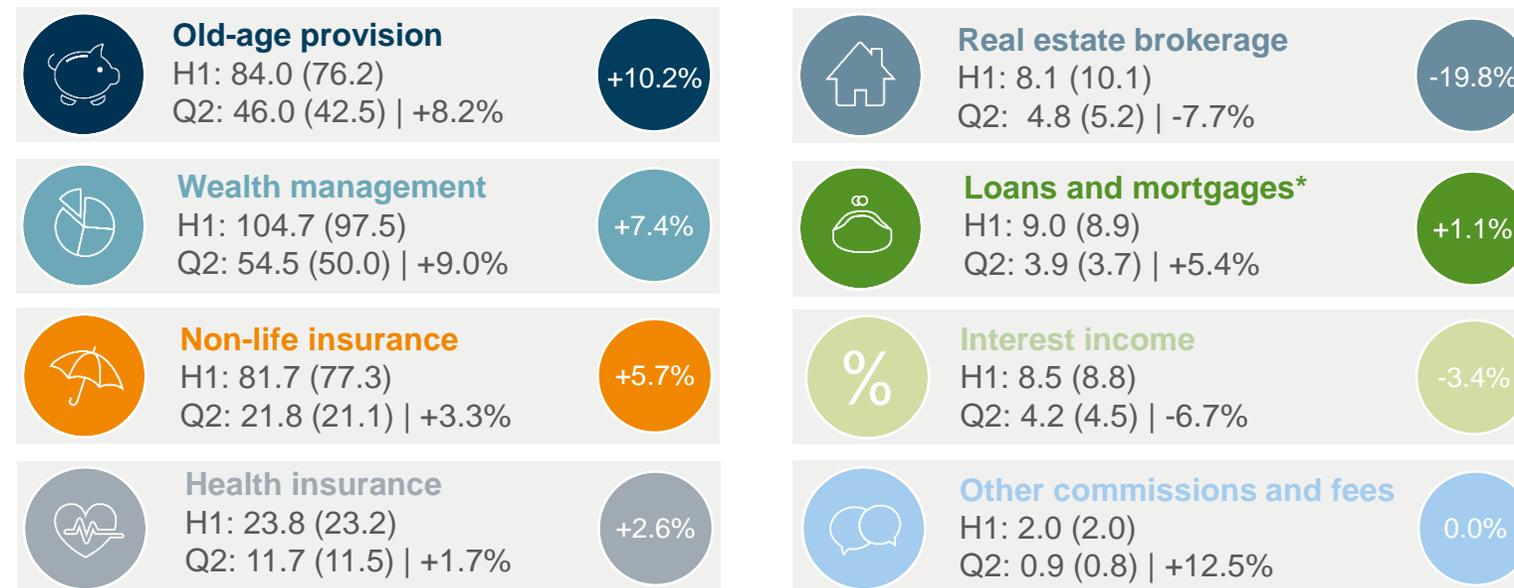
In € million



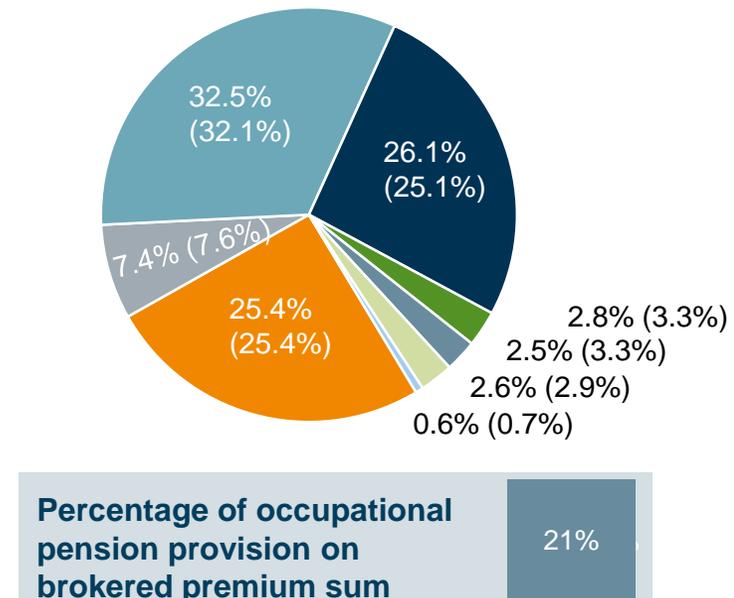
# H1: Growth in virtually all fields of consulting

## Revenue H1/Q2

in € million



Revenue breakdown:



Previous year's values in brackets

\* Excluding MLP Hyp

# H1: EBIT of € 12.2 million generated

## Income statement

In € million

	Q2 2018	Q2 2019	H1 2018	H1 2019
Total revenue	142.7	151.4	310.6	329.2
EBIT	-1.0	-0.3	12.1	12.2
Finance cost	0.0	-0.3	-0.4	-0.6
EBT	-0.9	-0.7	11.7	11.6
Taxes	1.4	0.6	-1.9	-2.6
Net profit	0.5	-0.1	9.8	9.0
EPS in Euro (diluted/basic)	0.00	0.00	0.09	0.08

# Core capital ratio at 18.5 %

## Balance sheet overview

<u>Assets</u>	In € million	Dec. 31, 2018	June 30, 2019
Intangible assets		155.9	152.7
Property, plant and equipment		78.3	132.8
Financial assets		165.3	178.4
Receivables from clients in the banking business		761.0	787.2
Receivables from banks in the banking business		694.2	687.3
Other receivables and assets		158.1	148.3
Cash and cash equivalents		385.9	471.7
<b><u>Liabilities and shareholders' equity</u></b>			
Shareholders' equity		424.8	406.3
Provisions		94.5	85.7
Liabilities due to clients in the banking business		1,638.9	1,797.9
Liabilities due to banks in the banking business		81.6	92.4
Other liabilities		165.8	190.1
<b><u>Balance sheet total</u></b>		<b>2,421.0</b>	<b>2,586.4</b>

Equity ratio: 15.7 %

Core capital ratio 18.5 %

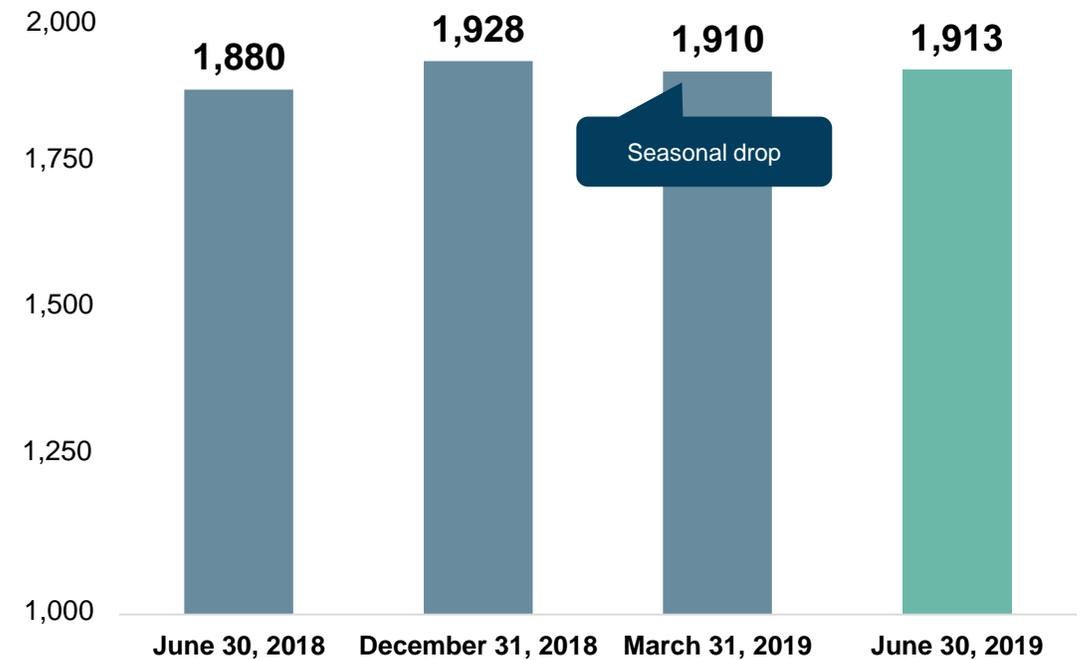
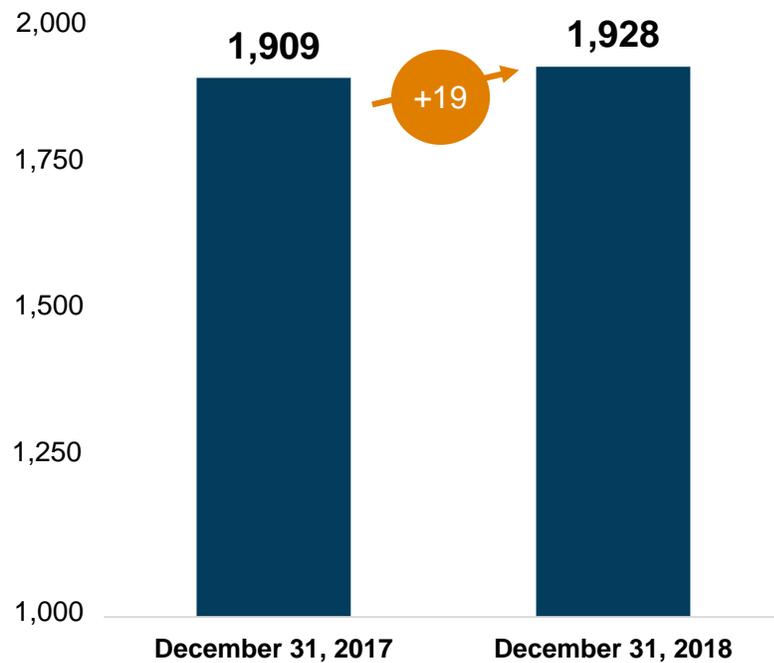
Total capital at around € 262 million

# Strategic agenda 2019

Strategic focus	1 Organic growth	2 Inorganic growth	3 Continued cost management
Implementation	<ul style="list-style-type: none"> <li>• <b>Strengthening of the university segment in the private client business:</b> through focus on recruiting young consultants and acquiring clients</li> <li>• <b>Further diversification of revenue basis:</b> primarily through further expansion of wealth management, non-life insurance and real estate brokerage business</li> <li>• <b>Accelerated implementation of digitalisation strategy:</b> in particular extension of digital information and service offers</li> </ul>	<ul style="list-style-type: none"> <li>• Closing of majority holding in DEUTSCHLAND.Immobilien expected for September</li> <li>• MLP Group remains open for acquisitions</li> </ul>	<ul style="list-style-type: none"> <li>• Ongoing efficiency management programme on the cost base, which was further reduced in 2016</li> <li>• Simultaneous investment in future projects</li> </ul>
<p>Making MLP less susceptible to short-term market influences and building on profit level already achieved</p>			

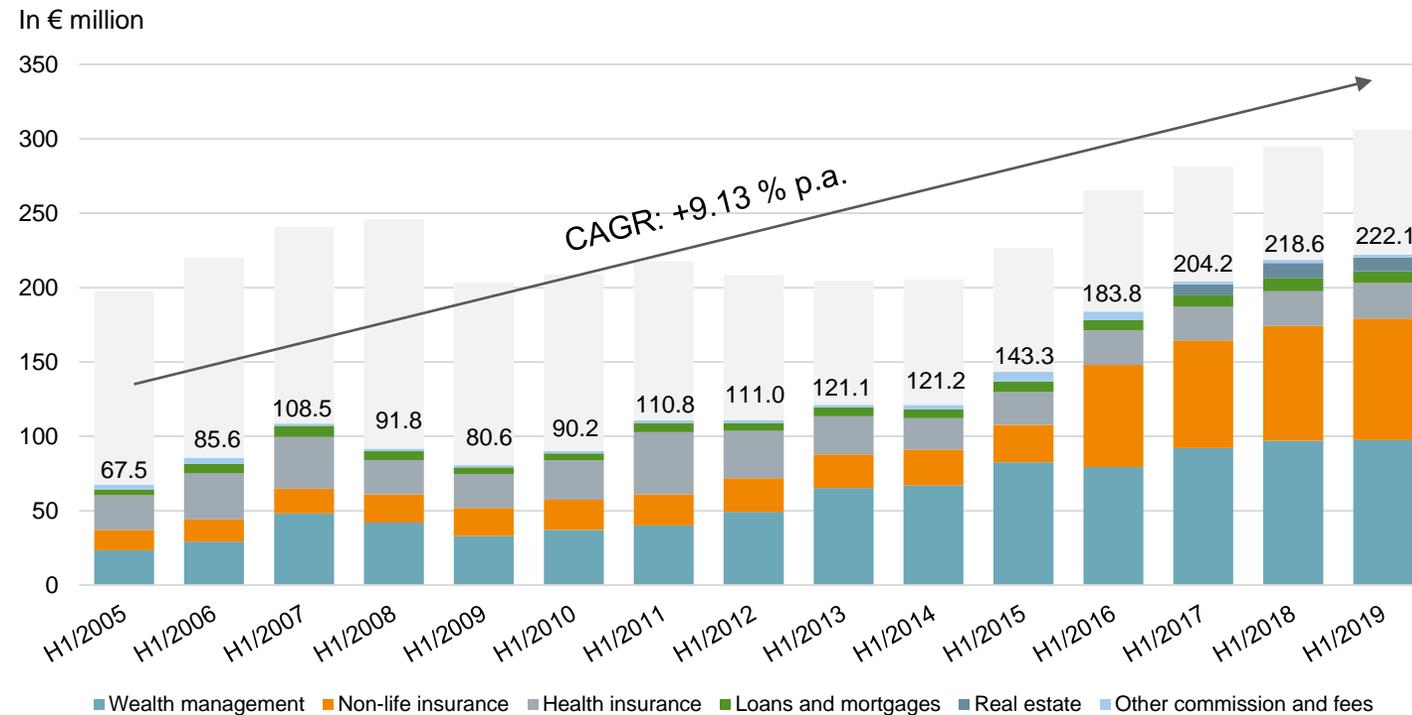
# Accelerated acquisitions of new consultants is progressing as planned

## MLP consultants

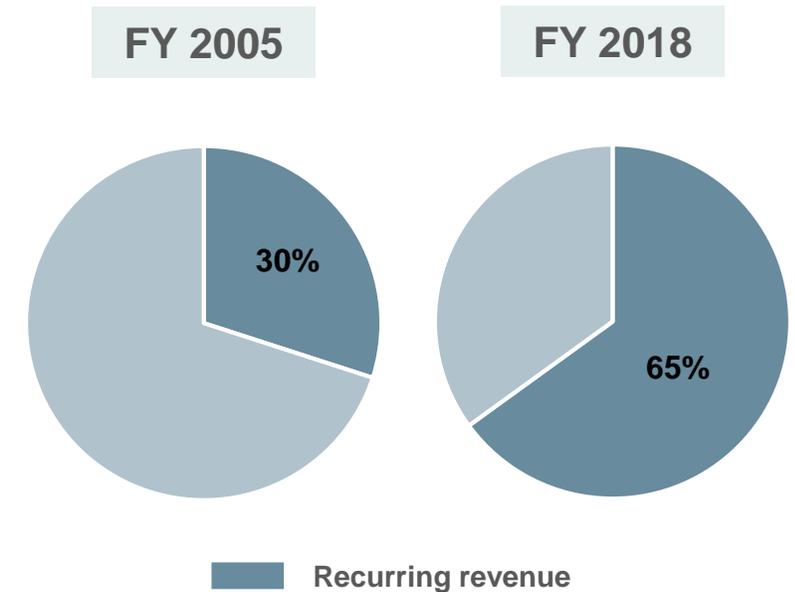


# Successful diversification beyond old-age provision

Commission income H1 (all fields, excl. old-age provision)

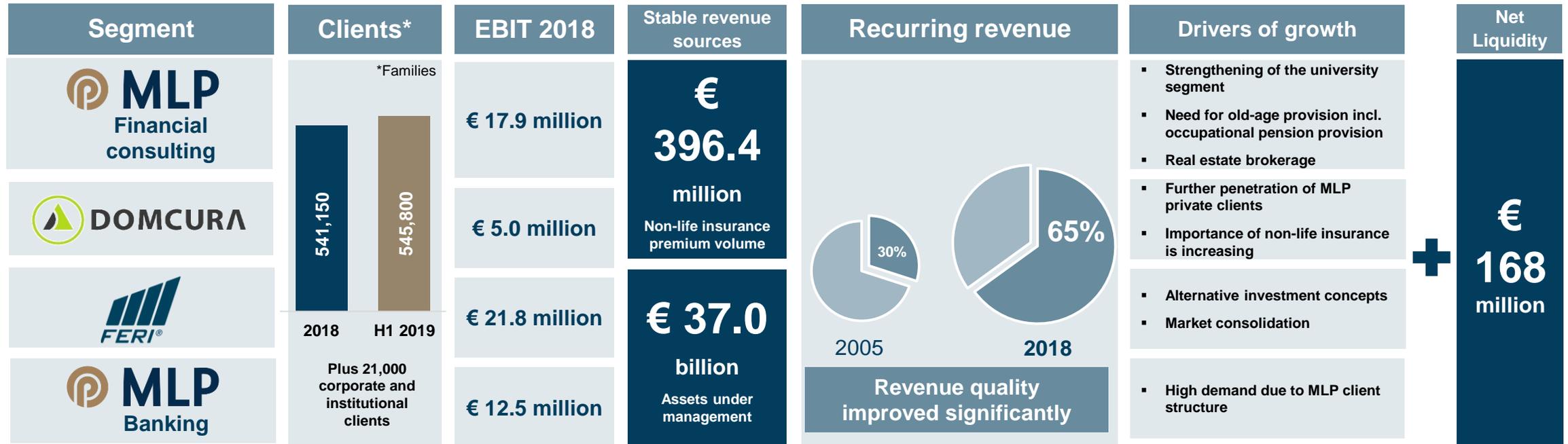


Recurring revenue



# Strong substance and high potential

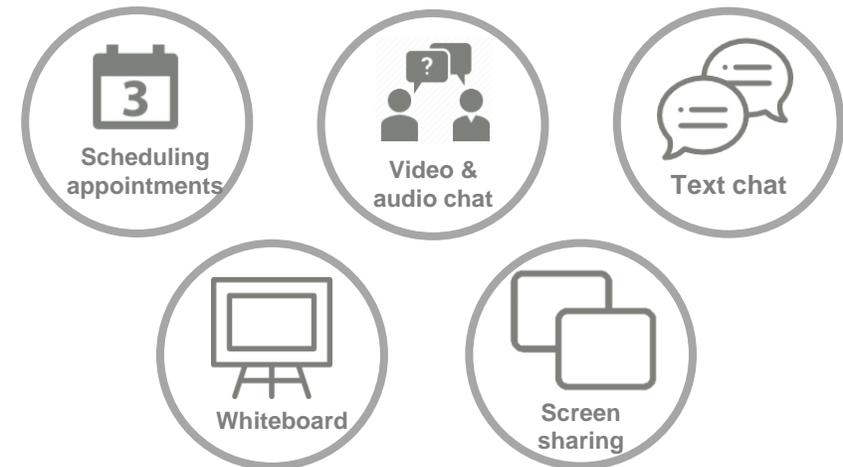
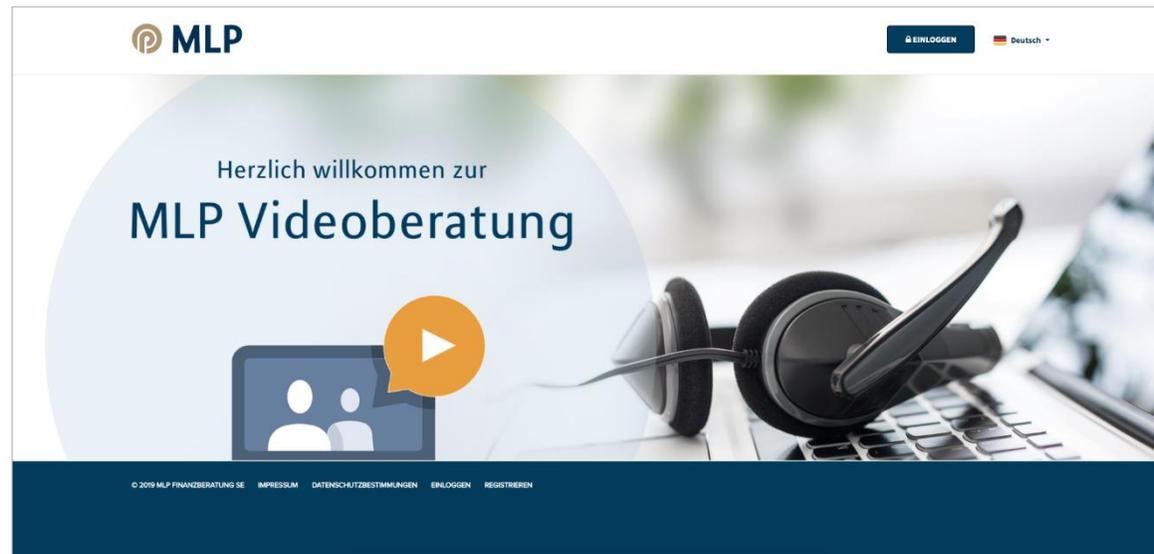
## MLP Group



Quality: Stable business with a high proportion of recurring revenue  
Potential: Growth opportunities in existing business  
 → Positioning and liquidity form a strong basis

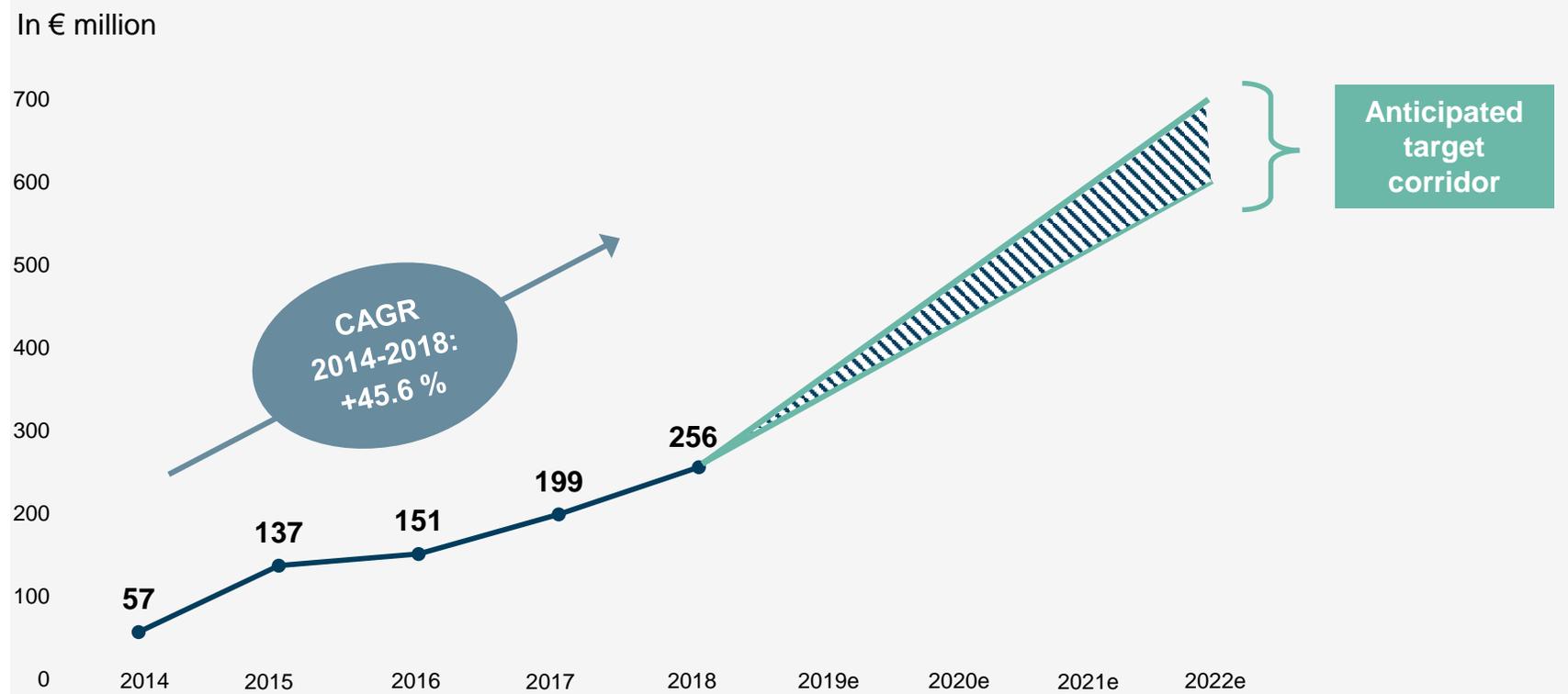
# Digital support increases consulting efficiency and client proximity

Expanded online client support by MLP consultants



# Enormous potential in real estate brokerage

## Real estate volume brokered by MLP consultants



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# Forecast for the financial year 2019 confirmed

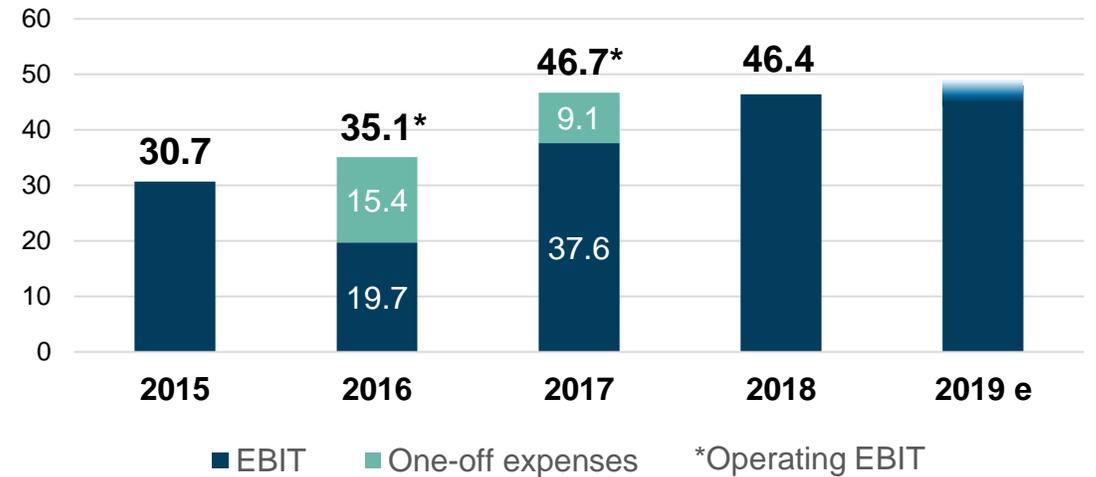
## Qualitative assessment of revenue development

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

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

## Earnings performance

In € million



MLP anticipates EBIT to rise slightly in 2019

# Summary

- **Revenue increased substantially** in the first six months – continued **sound basis** for the remainder of the financial year
- Implementation of **strategic agenda** is well underway – **significant potential** within the entire MLP Group
- Further development of the **university segment** is delivering results
- **Outlook unchanged:** Despite high investments in the future, slight increase is anticipated over the EBIT recorded in 2018

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