

Business figures: Q1 2021

Reinhard Loose, Chief Financial Officer

Wiesloch, May 12, 2021



Finanzen verstehen. Richtig entscheiden.

Agenda

- Highlights Q1 2021
- Key financial figures Q1 2021
- Consultants and clients
- Summary and outlook
- Questions and answers

Highlights Q1 2021

- **Total revenue** increase substantially to € 221.4 million (+ 14 %) at the start of the year
- **Broad-based growth** in all parts of the MLP Group and across virtually all fields of consulting
- **Assets under management** rise by 13 % from end-2020, reaching a **new all-time high** of € 48.2 billion
- **Significant EBIT growth** to € 21.8 million (Q1 2020: € 10.7 million)
- **Forecast 2021:** EBIT between € 55 and 61 million expected – **Planning 2022** confirmed: EBIT between € 75 and 85 million

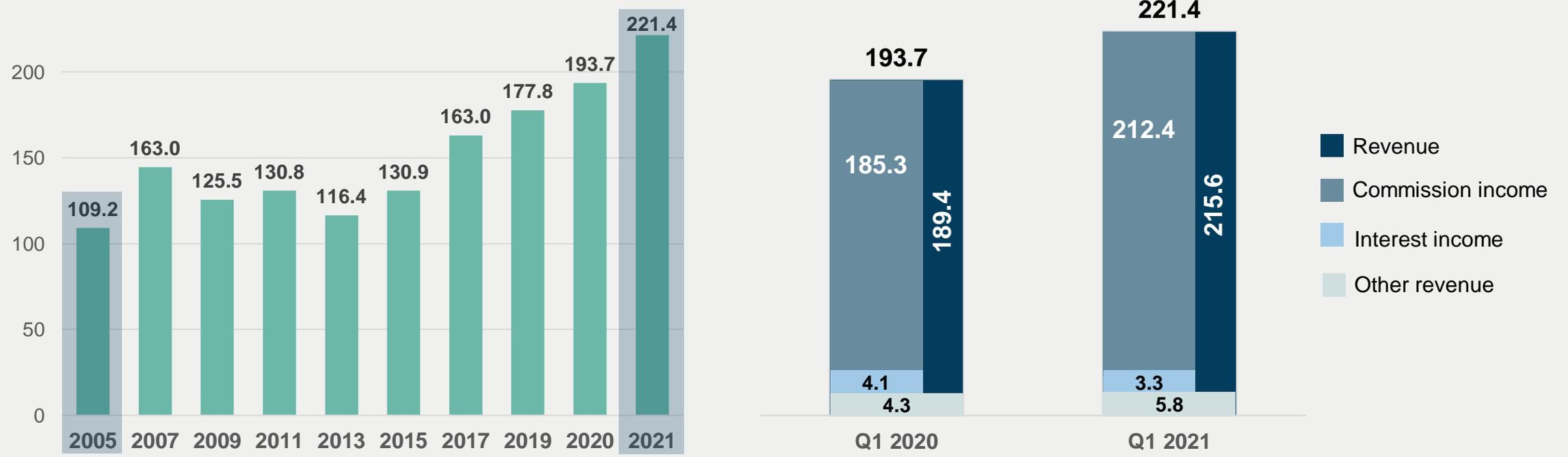
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Total revenue up by 14 %

Total revenue Q1

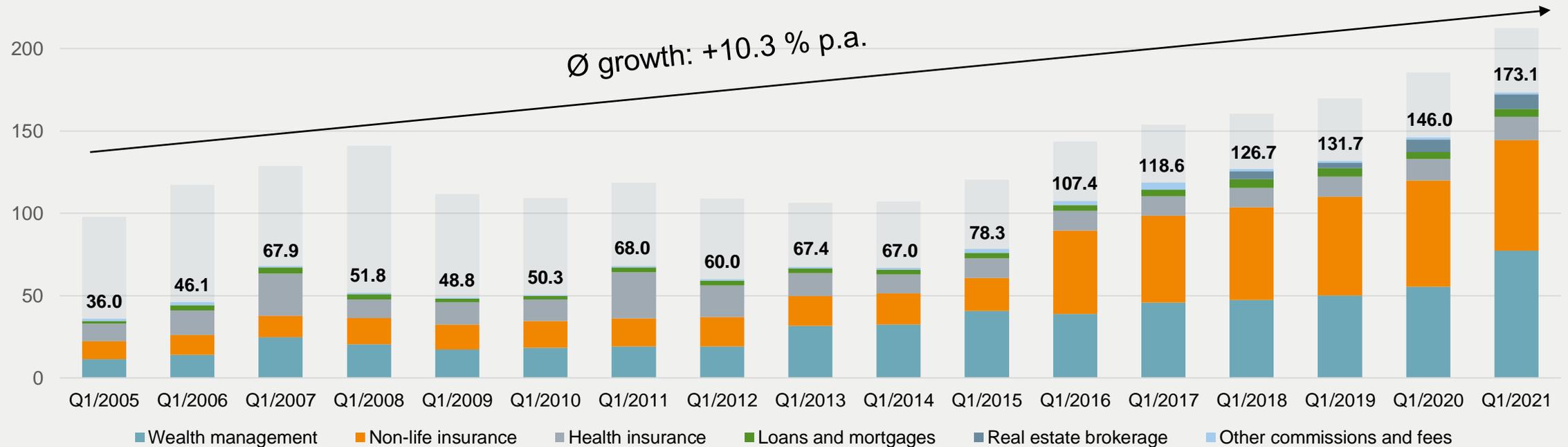
in € million



Successful diversification beyond old-age provision

Commission income in the first three months (all segments, excluding old-age provision)

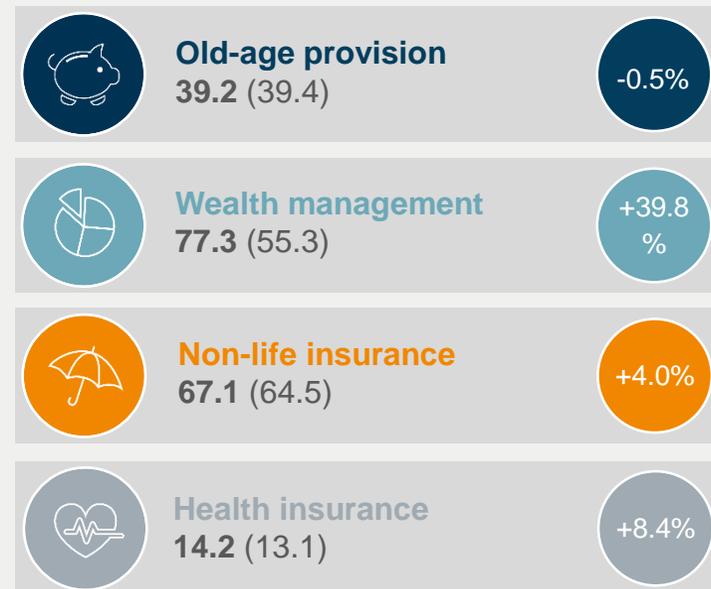
in € million



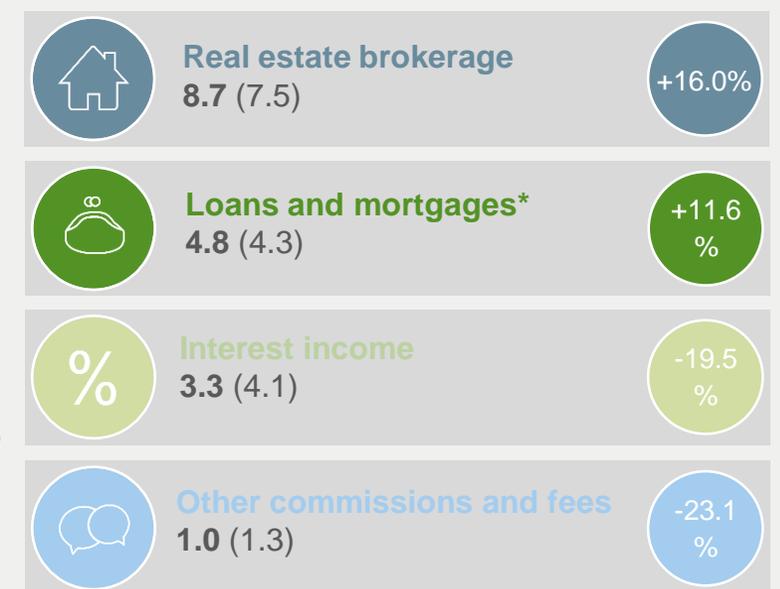
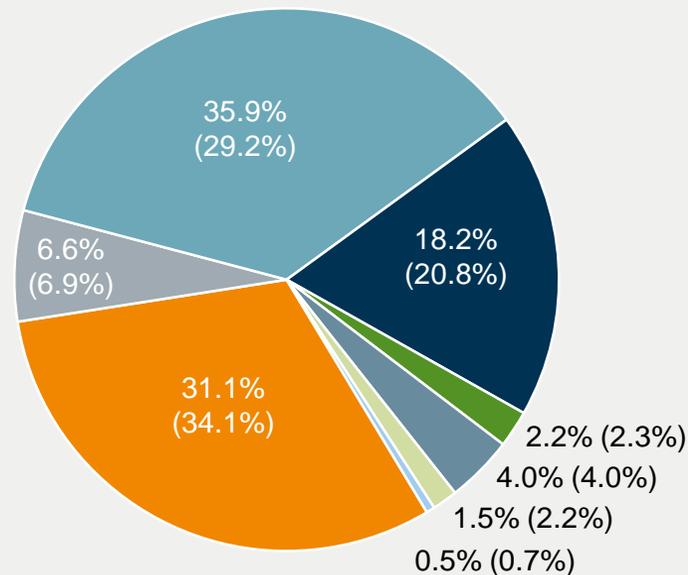
Growth in virtually all fields of consulting

Revenue Q1

in € million



Revenue breakdown:



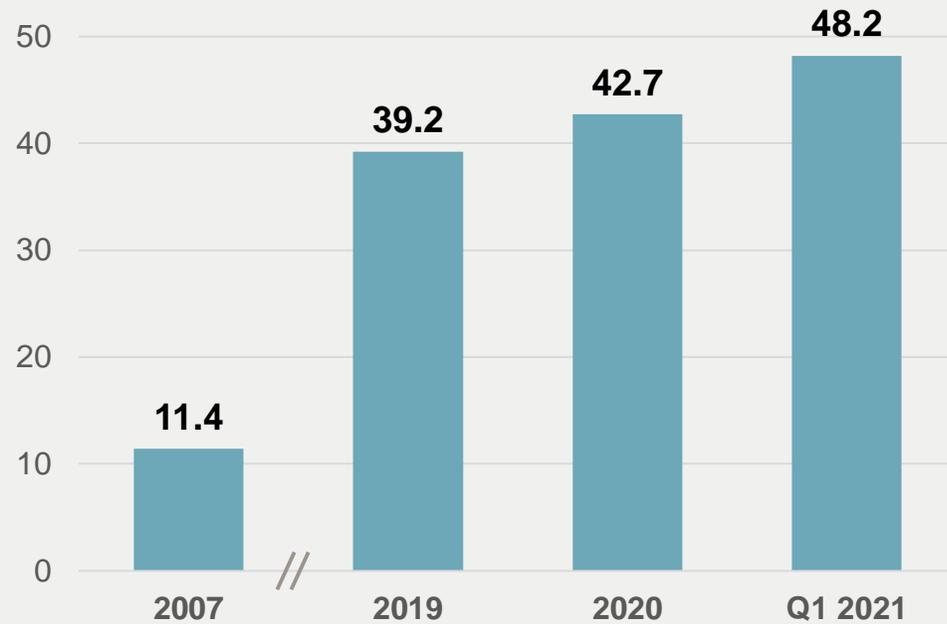
Previous year's values in brackets

* Excluding MLP Hyp

Positive development of key figures

Assets under management

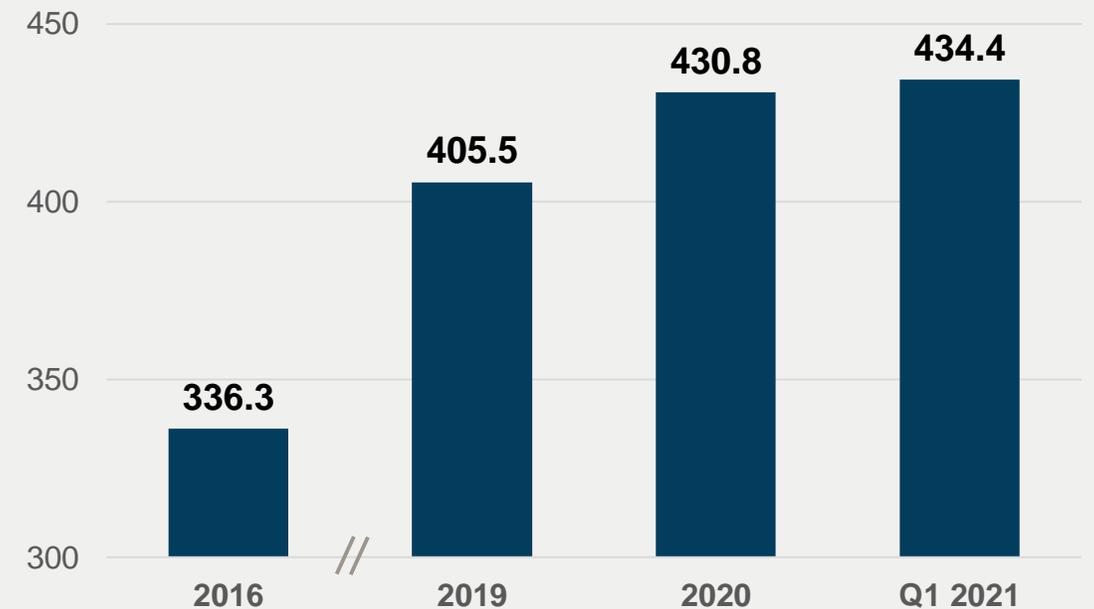
in € billion



Each as at December 31

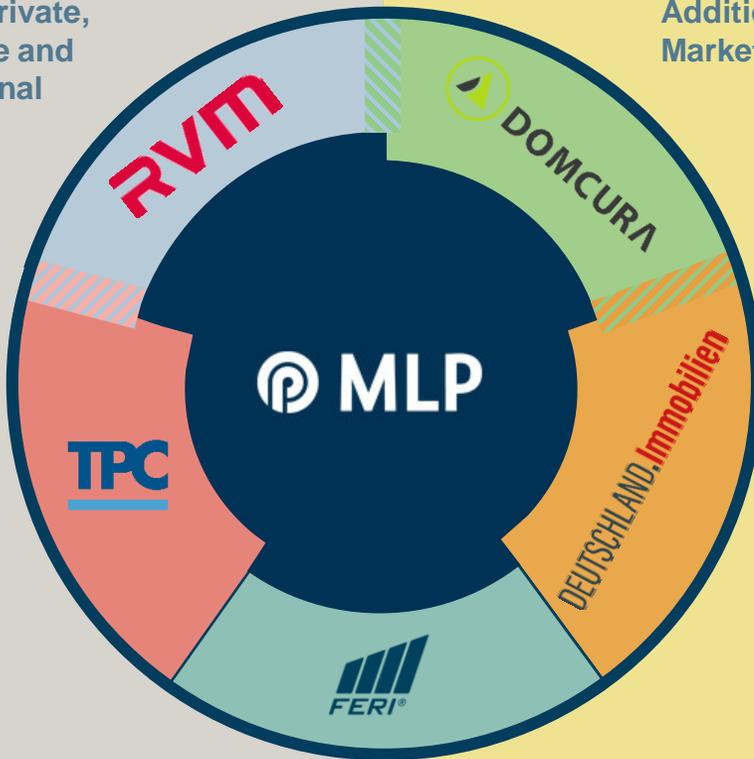
Non-life insurance portfolio volume

in € million



Strategic value creation within the MLP Group

Focus: Private, corporate and institutional clients



Additional focus: Market members/brokers

Further added value for MLP's private client business:

- Indirect support through brand and know-how transfer
- Direct support for consulting processes by specialists
- Processing benefits for consultants and clients

Further added value for Group companies:

- Increased client base
- Increased volume
- Economies of scale

Tangible added value based on shared and deeper value creation

Q1: EBIT at € 21.8 million

Income statement

in € million

	Q1 2020	Q1 2021
Total revenue	193.7	221.4
EBIT	10.7	21.8
Finance cost	-0.9	-0.9
EBT	9.8	20.9
Taxes	-2.2	-5.1
Net profit	7.6	15.8
EPS in € (diluted/basic)	0.07	0.15

EBIT Q1 2021:

- Significant increase in performance-linked compensation – marked by an overall positive operational development
- Expenses resulting from remeasurement gains/losses and loan loss provisions fell by € 2.7 million over the same period of the previous year.

Strong balance sheet

Balance sheet overview

in € million

Assets	31.12.2020	31.03.2021
Intangible assets	178,9	177.4
Financial assets	197,6	198.4
Receivables from clients in the banking business	880.6	886.1
Receivables from banks in the banking business	751.5	635.0
Other receivables and assets	199,8	240.9
Cash and cash equivalents	859.0	1,097.5
Liabilities and shareholders' equity		
Shareholders' equity	454.0	469.3
Provisions	115,8	118.9
Liabilities due to clients in the banking business	2,271.9	2,371.0
Liabilities due to banks in the banking business	107.5	115.7
Other liabilities	265.7	308.7
Total	3,235.0	3,408.1

Equity ratio: 13.8 %

Core capital ratio: 20.2 %

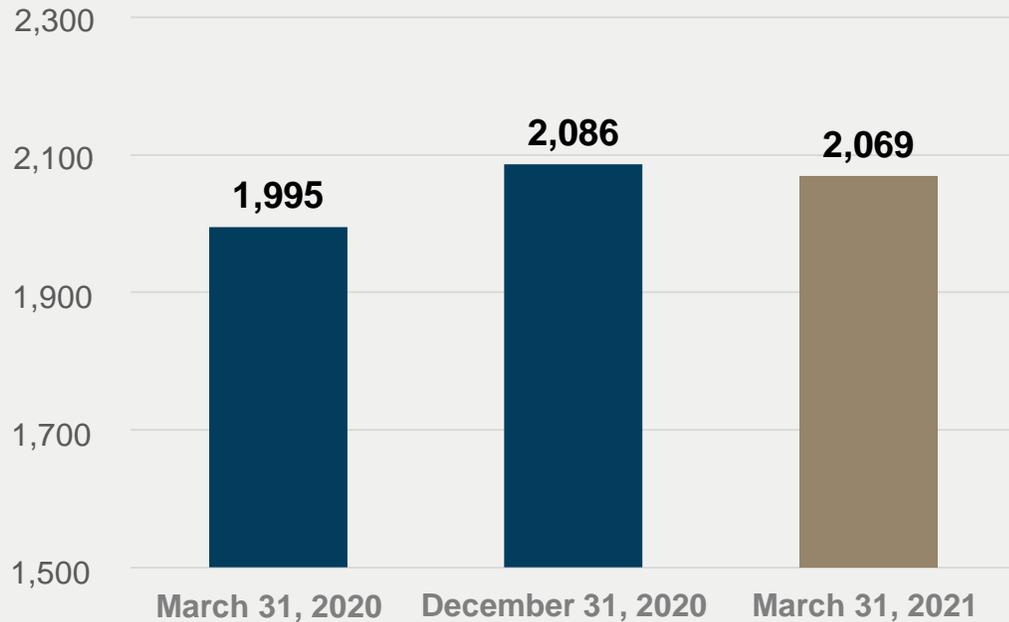
Net liquidity € 219 million

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Number of consultants up on the previous year

Number of client consultants

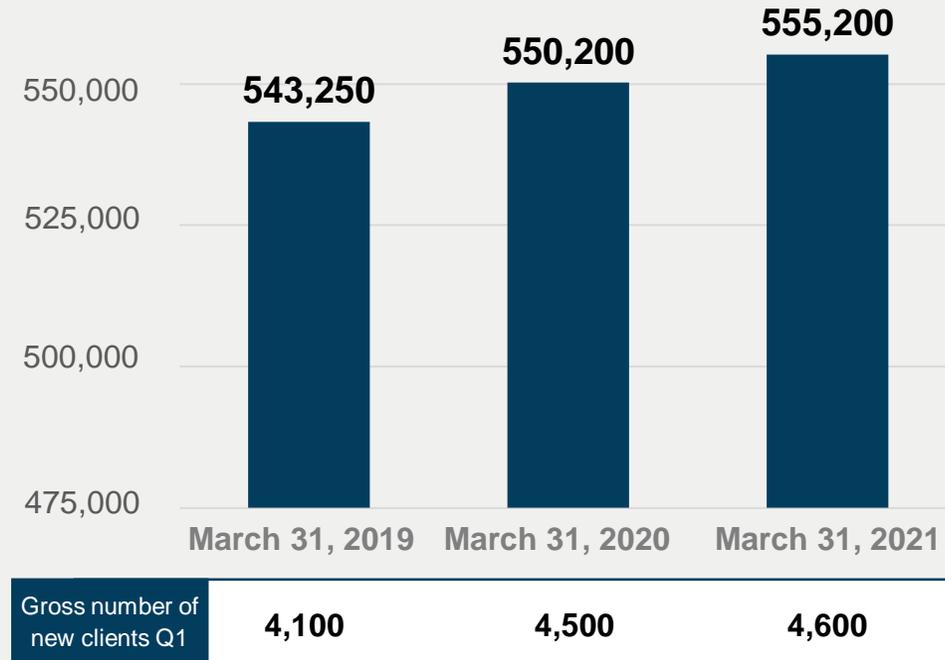


Year-on-year trend in consultant numbers

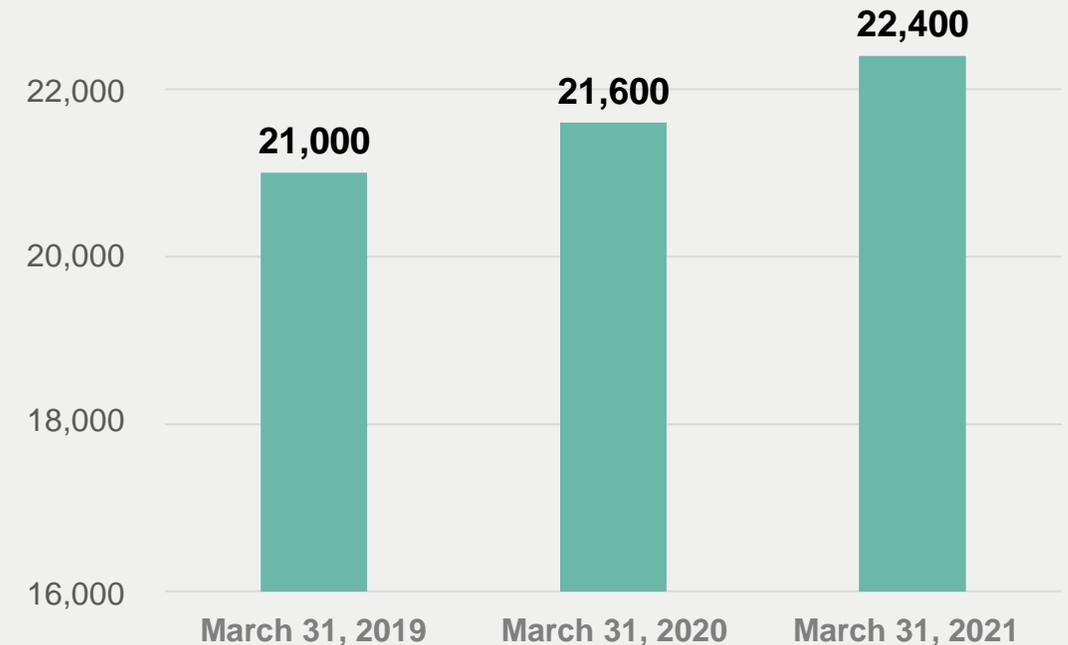


Number of family clients increases to 555,200

Family clients



Corporate and institutional clients



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2021 forecast – EBIT expected in the same high range as the previous year

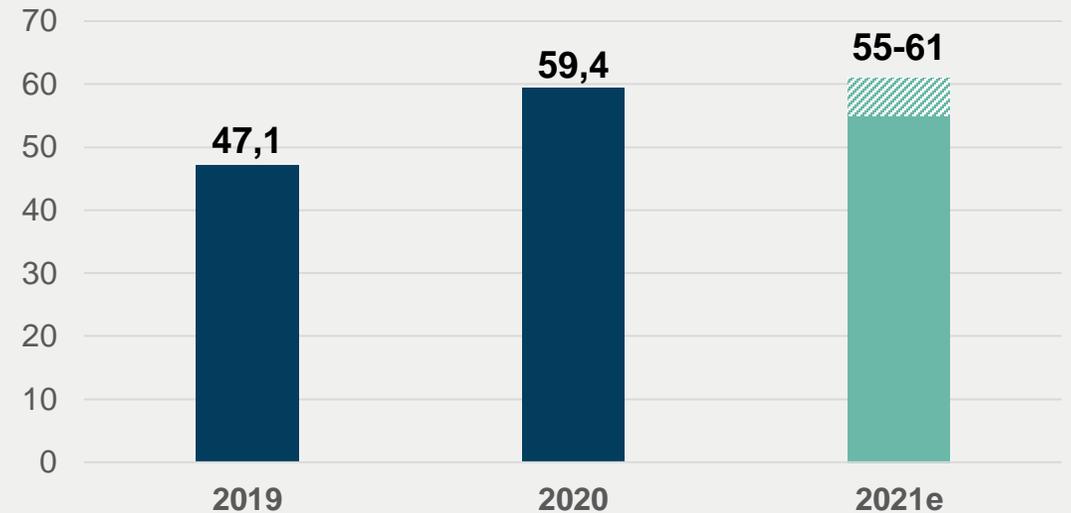
Qualitative assessment of revenue development

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

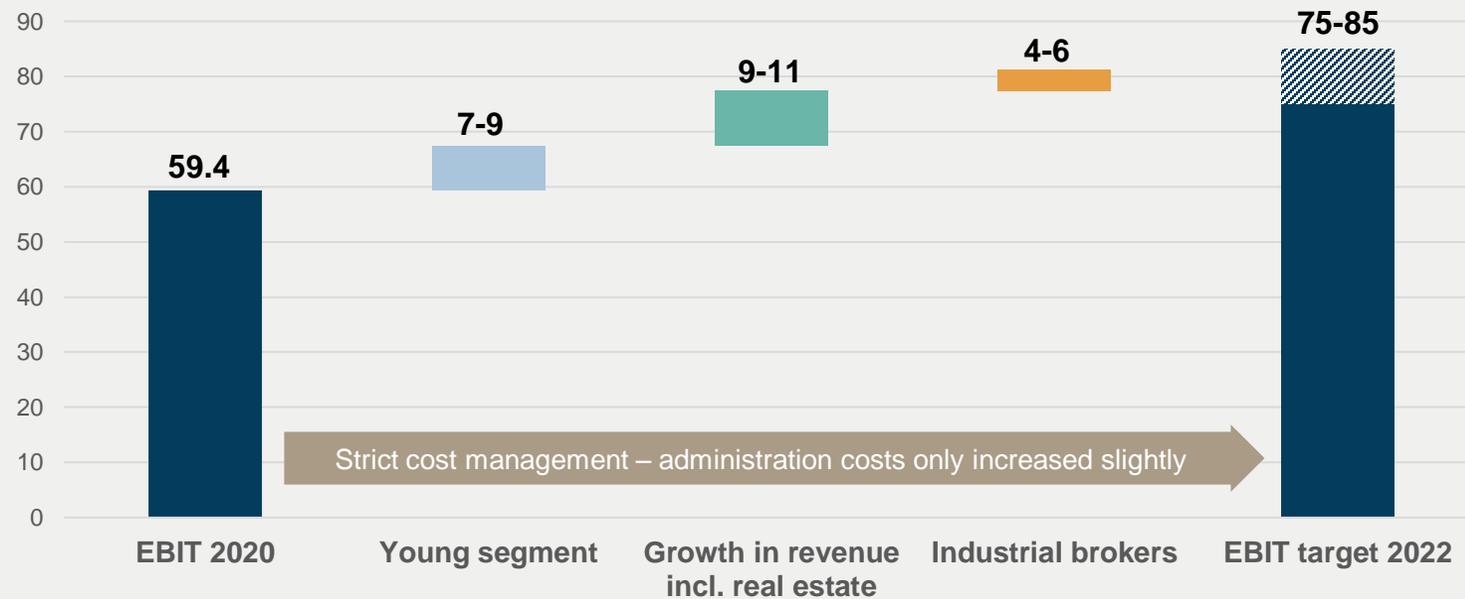


Stable EBIT anticipated in 2021 following very strong development in 2020

Planned EBIT range for 2022 of € 75 to 85 million confirmed

EBIT performance

in € million



Summary

- Significant increase in revenue and profit in the opening quarter – providing a solid basis for the remainder of the year
- Highly diversified positioning and close client support provide great stability – also in view of potential setbacks still prevailing in terms of the pandemic
- Value drivers already implemented are progressing according to plan – Planning 2022 reaffirmed

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