



# Business figures Q1 2023

Reinhard Loose  
Chief Financial Officer of MLP SE

Wiesloch, May 11, 2023



Finanzen verstehen. Richtig entscheiden.

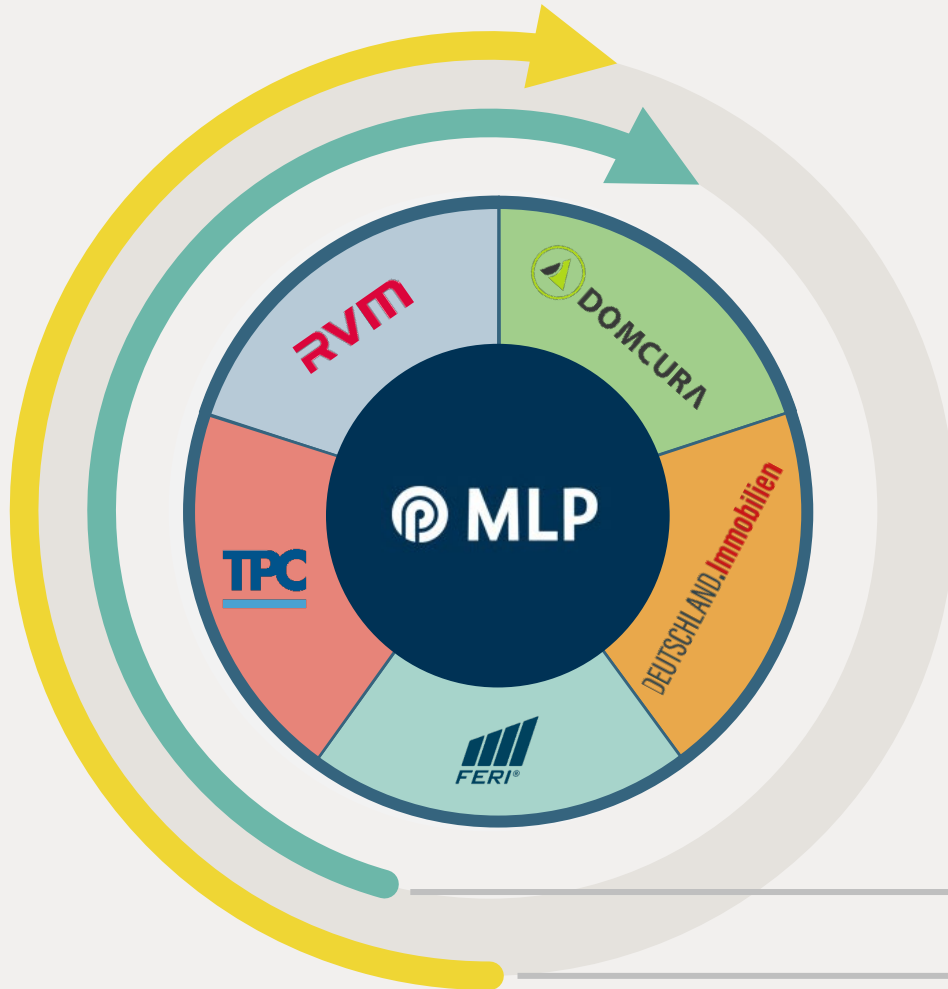
# Agenda

- **Highlights Q1 2023**
- Business performance Q1 2023
- Outlook and summary
- Questions and answers

# Highlights Q1 2023

- **Total revenue increased** to € 262.8 million (up 3 %) – stable revenue structure, strong growth particularly in the interest rate business
- At € 32.4 million, **earnings before interest and taxes (EBIT) almost equalled the strong level recorded in the same quarter of the previous year** – despite framework conditions that remain challenging, as well as politically instigated uncertainties
- **Forecast for 2023 confirmed:** EBIT of € 75 to 85 million still anticipated, despite operating in an environment that remains difficult
- **Mid-term planning reaffirmed with EBIT in the range of € 100 to 110 million and revenue of more than € 1.1 billion by the end of 2025**

# Stronger synergies in the Group



## Greater depth of value added in the Group

- Mutual support through brand and know-how transfer in the Group
- Economies of scale and expanded client base
- Direct support for consulting processes by specialists
- Sales revenue synergies through interaction of the companies with their core competencies and client bases

## Consistent digitalisation

- Further digitalisation of work processes and targeted use of tools
- Examination and use of artificial intelligence in all parts of the Group
- New business areas with a digital focus, such as
  - Platform for employee benefits (":pxtra")
  - New direct client support ("MLP Choice")
  - Crypto currencies via the MLP client portal

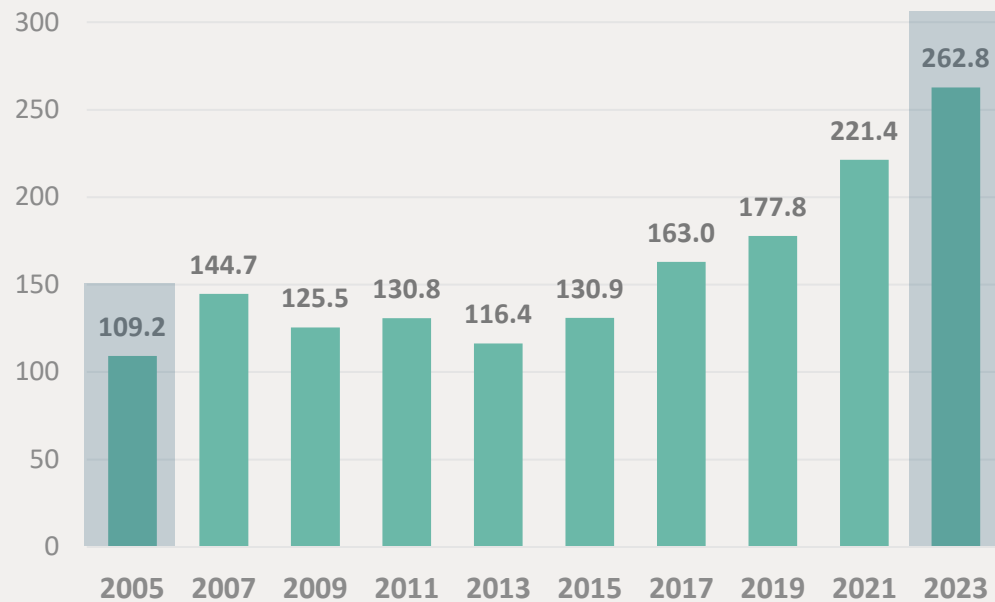
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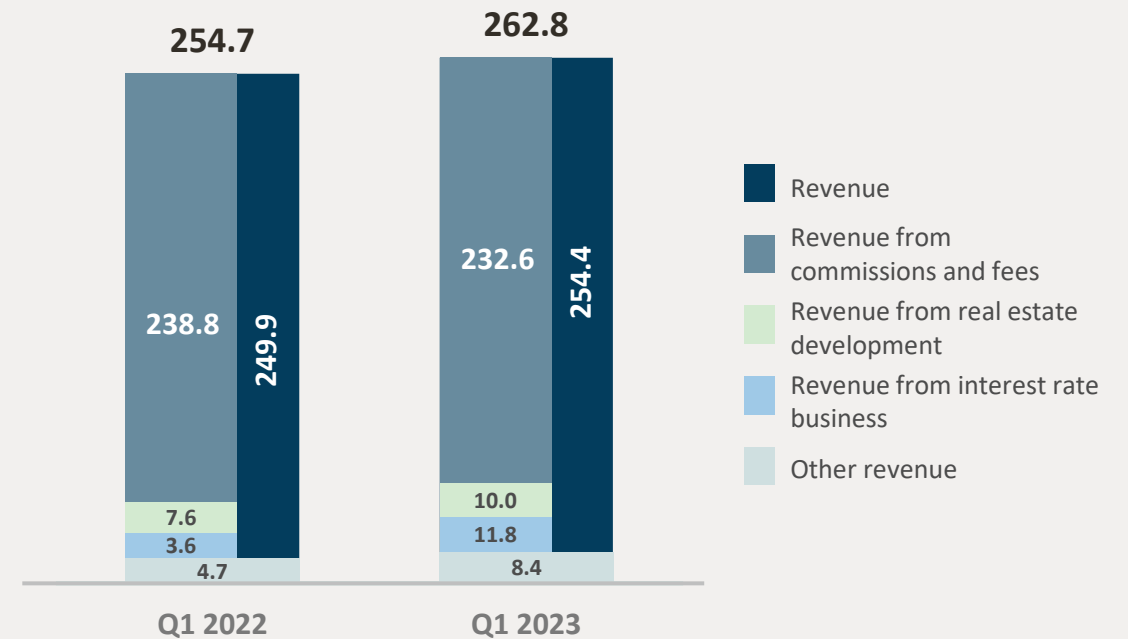
# Total revenue up by 3 percent

in € million

Total revenue Q1



Each as of March 31



# Q1: Non-life insurance delivering the greatest share of revenue

Revenue in € million



**Wealth management**  
Q1: 73.8 (81.2) | -9%



**Old-age provision**  
Q1: 43.6 (40.4) | +8%

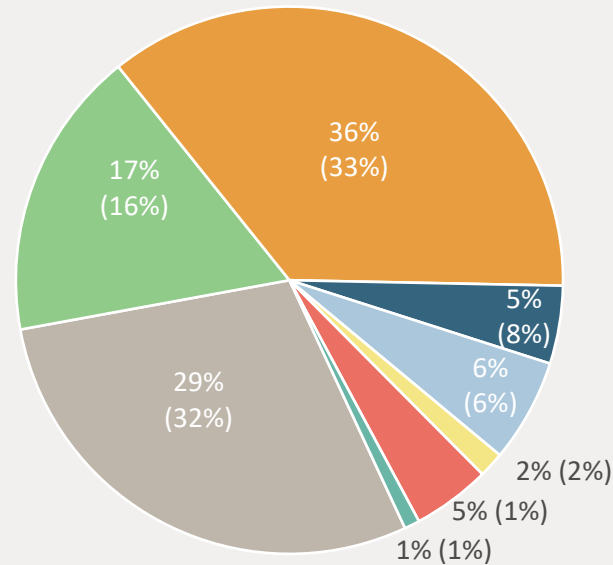


**Non-life insurance**  
Q1: 91.7 (82.2) | +12%



**Real estate brokerage and development\***  
Q1: 11.9 (20.1) | -41%

Revenue breakdown:



**Health insurance**  
Q1: 15.4 (14.6) | +5%



**Loans and mortgages\*\***  
Q1: 3.9 (5.6) | -31%



**Interest income**  
Q1: 11.8 (3.6) | +231%

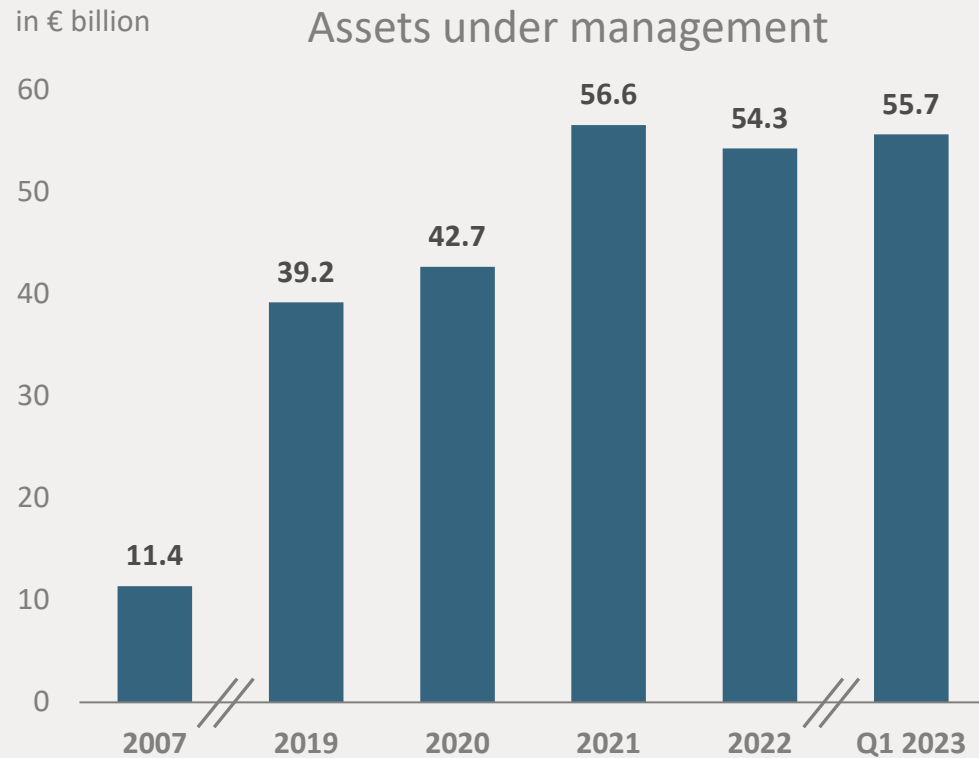


**Other commissions and fees**  
Q1: 2.4 (2.2) | +6%

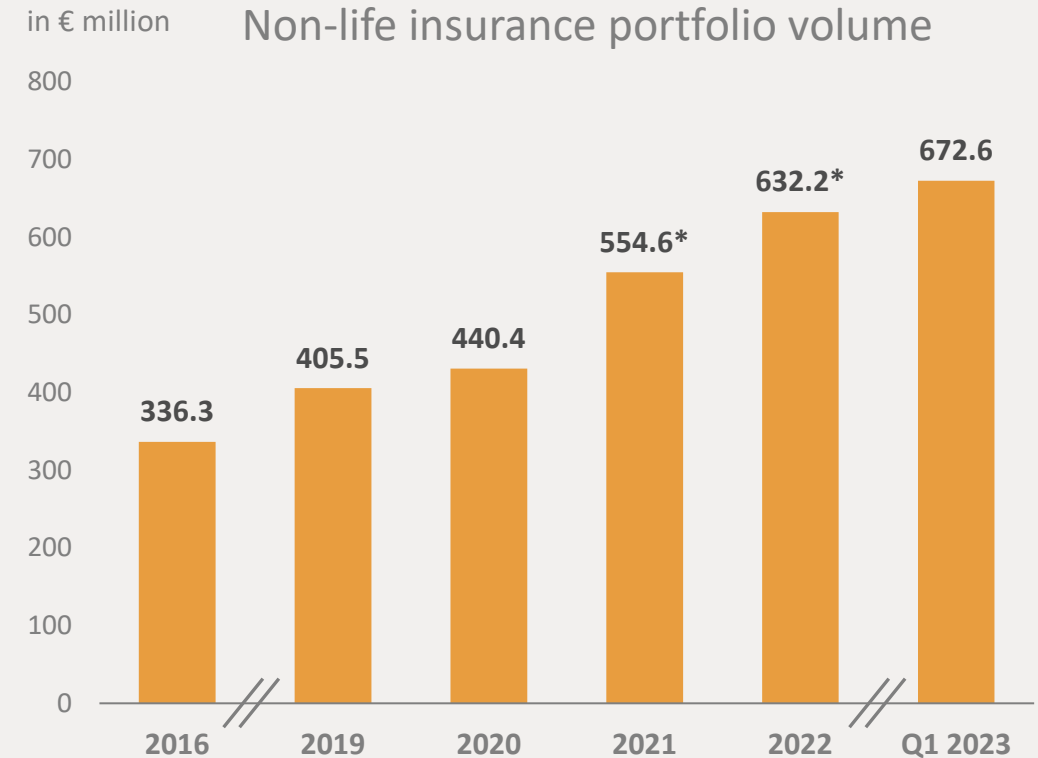
Previous year's values in brackets

\*of which real estate development: Q1 2023: € 10.0 Mio. (Q1 2022: € 7.6 Mio. | \*\*without MLP Hyp

# An overview of key figures



As of December 31, Q1 as of March 31



As of December 31, Q1 as of March 31

\*incl. first-time consolidation of the companies in the Industrial Broker segment; among them RVM Group as of April 1, 2021



# Q1: EBIT at € 32.4 million

## Income statement

in € million

	Q1 2022	Q1 2023	Change in %
Total revenue	254.7	262.8	+3.2
EBIT	34.6	32.4	-6.3
Finance cost	-0.6	-1.0	-66.1
EBT	34.0	31.4	-7.6
Taxes	-9.8	-8.5	+13.0
Net profit	24.2	22.9	-5.4
EPS in € (diluted/basic)	0.23	0.22	-4.4

# Strong balance sheet

in € million

Assets	Dec. 31, 2022	March 31, 2023
Intangible assets	234.5	233.5
Financial assets	243.6	234.1
Receivables from clients in the banking business	1,149.3	1,179.9
Receivables from banks in the banking business	753.2	816.9
Other receivables and assets	237.7	241.3
Cash and cash equivalents	961.2	885.0
<b>Liabilities and shareholders' equity</b>		
Shareholders' equity	525.5	545.9
Provisions	97.6	104.5
Liabilities due to clients in the banking business	2,633.5	2,603.1
Liabilities due to banks in the banking business	137.0	137.7
Other liabilities	353.1	361.5
<b>Balance sheet total</b>	<b>3,784.6</b>	<b>3,794.9</b>

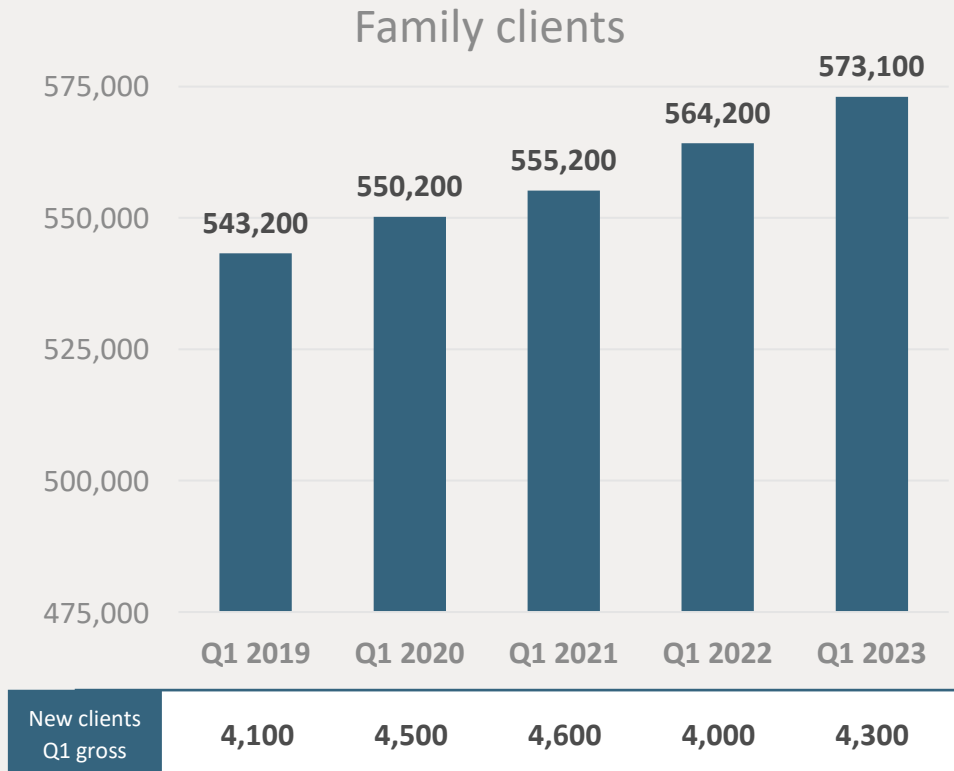
Equity ratio: 14.4%

Return on equity: 4.4%

Core capital ratio: 21.2%

Net liquidity: € 161.6 million

# Growth in the number of family, corporate and institutional clients



Each as of March 31

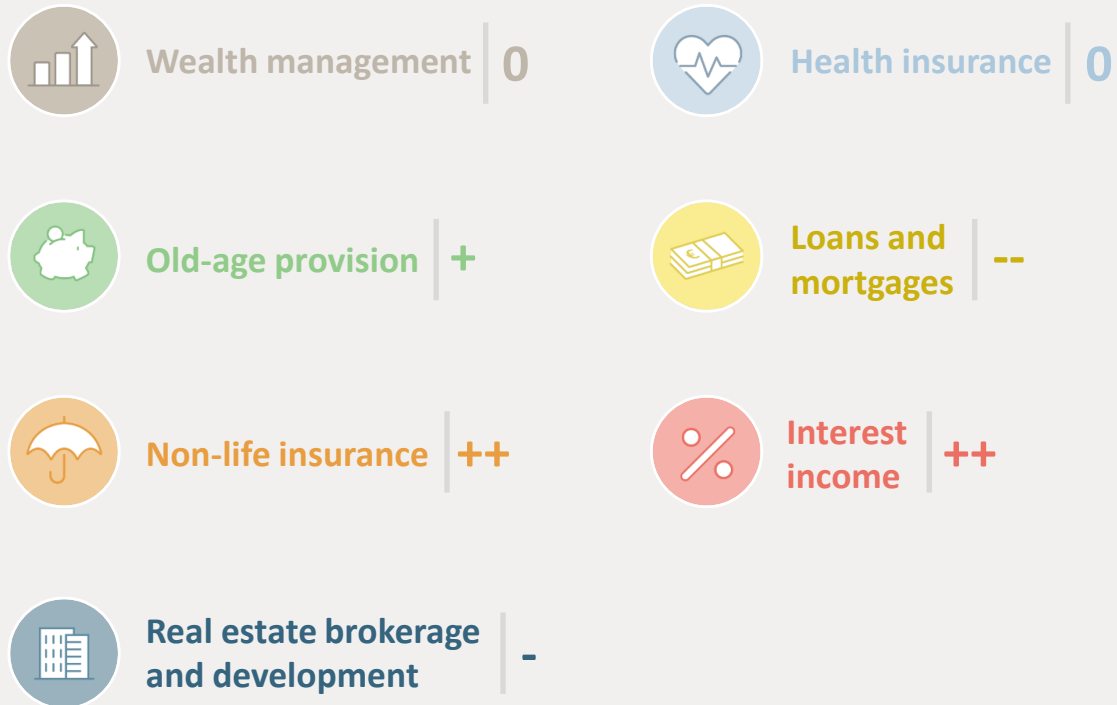


Each as of March 31

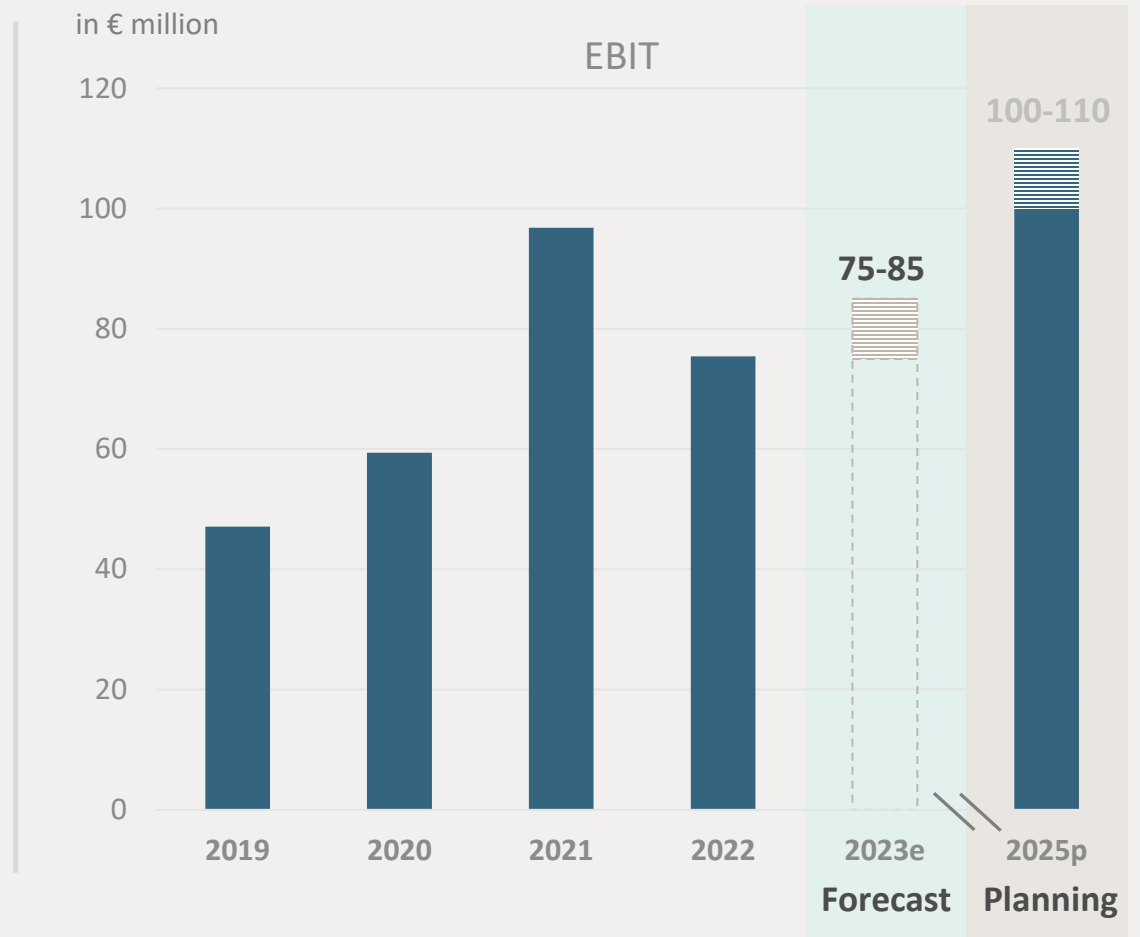
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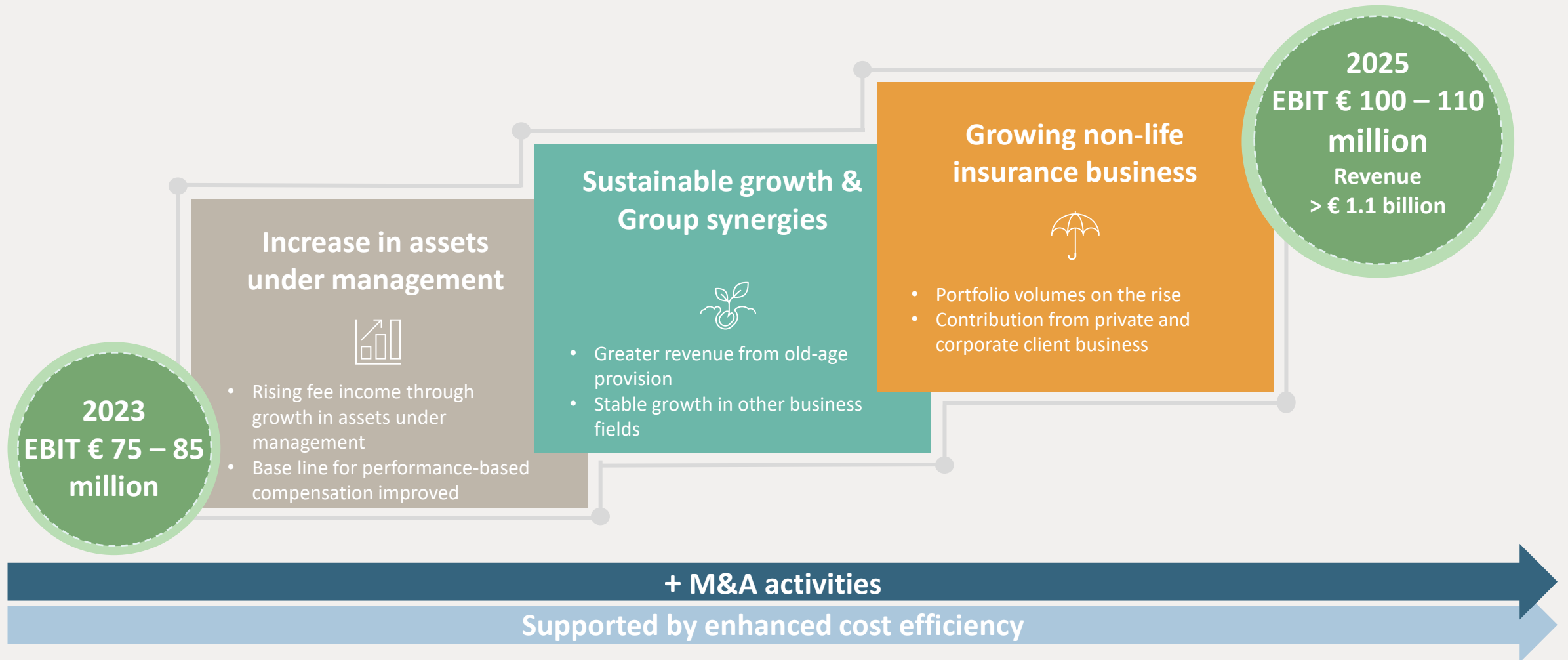
# Forecast for 2023



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



# Planning for 2025: EBIT and sales revenue reach the next level



# Summary

- **Successful start to the year** despite pronounced and ongoing pressures in parts of the markets – compensating effects of multiple **strong pillars in the Group**
- **MLP remains on course** for this year and beyond – also prepared for market challenges that could potentially persist for an extended time
- **Focus on confirmed mid-term planning for 2025:** The MLP Group has already entered the next growth phase – **synergies** and **digital strategy expedited in the Group**

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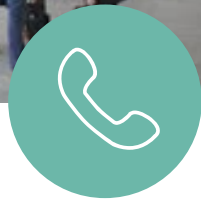


# Many thanks for your time.

We are happy to answer any questions you may have.



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