



A LEADING FINANCIAL ADVISORY NETWORK
FOR FAMILY AND CORPORATE CLIENTS

Virtual Roundtable 2024

Wiesloch, August 27, 2024

Summary MLP Group

- **Broad and strategically interlinked positioning** of the MLP Group is taking effect and shows its **future potential**, supported by overall trends
- MLP Group **listed in SDAX** – Attractive **dividend policy**
- Ongoing **successful developments** of total revenue and EBIT in **2024** – **Assets under management** surpasses the **€60 billion mark** for the first time
- **EBIT forecast for 2024** of €75 to 85 million **confirmed** and **specified to the upper half of the corridor** – **EBIT plan for 2025** of €100 to 110 million **reaffirmed**

Agenda

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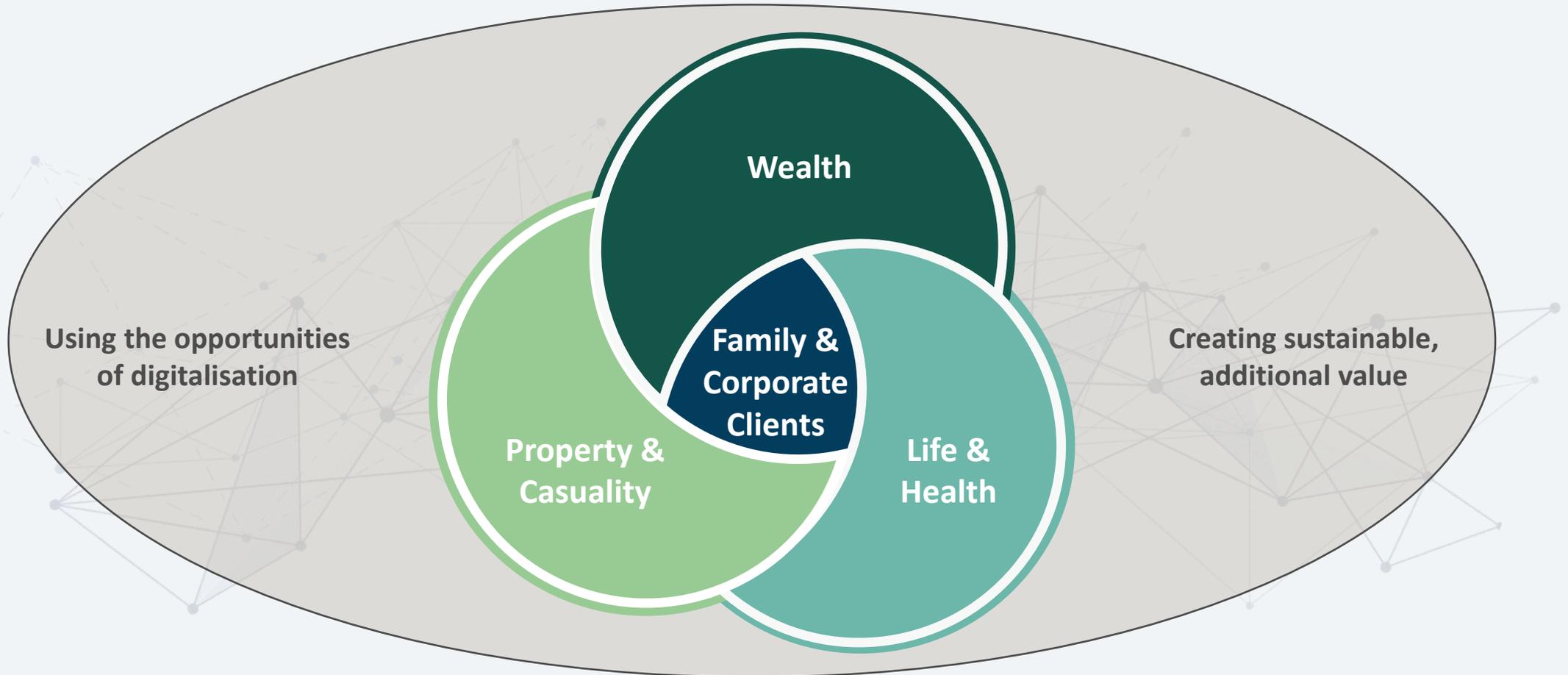
1 | MLP AT A GLANCE

2 | BUSINESS PERFORMANCE H1/Q2 2024

3 | FORECAST 2024 AND PLANNING 2025

Business model

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



1 | MLP AT A GLANCE

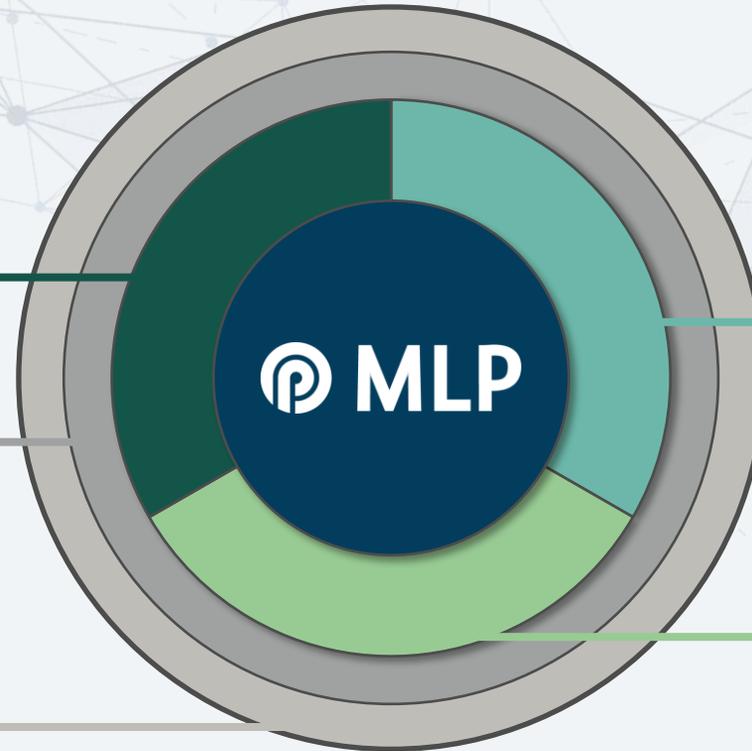
Trends support growth ambitions in competence fields

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

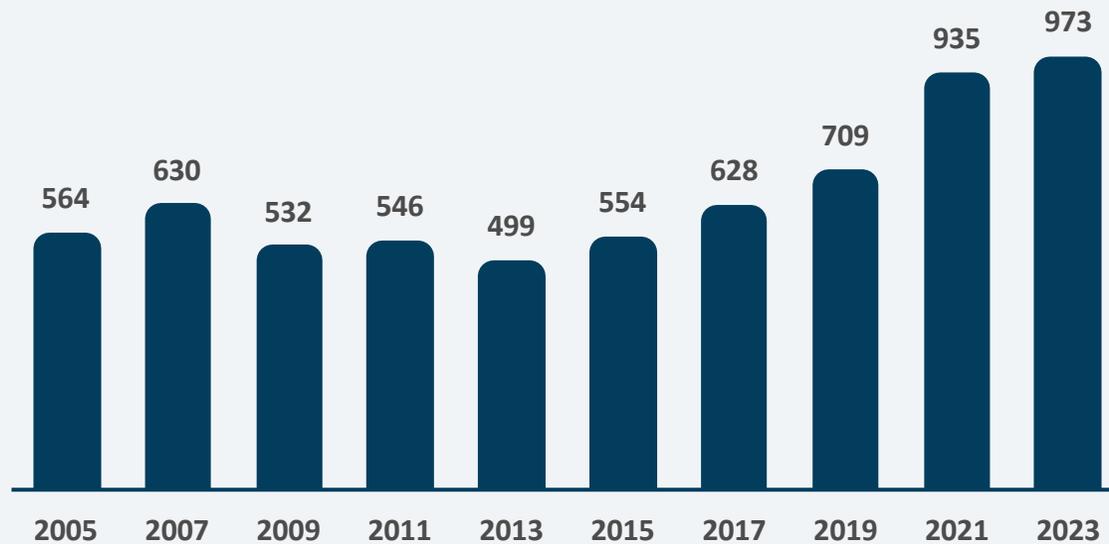
DIGITALISATION improves client experience and cost efficiency
SUSTAINABILITY creates new prospects and need for consulting services

INFLATION increases demand for financial consulting in various competence fields

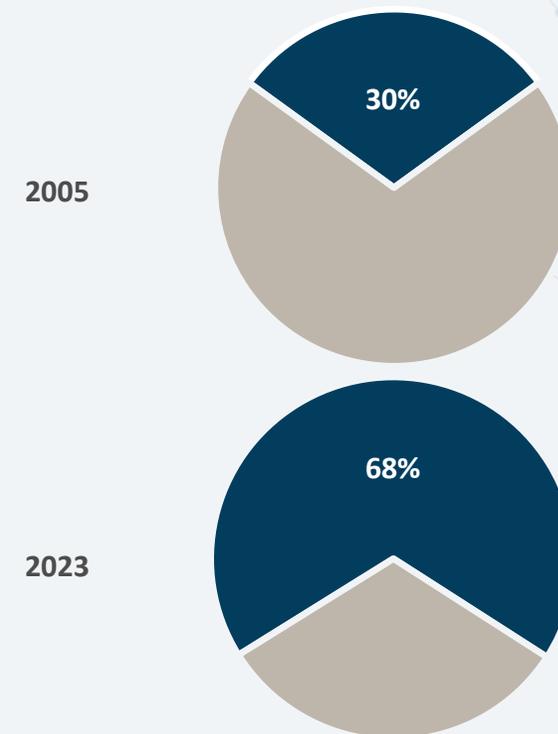


Total revenue at new all-time high

Total revenue of the MLP Group
in € million



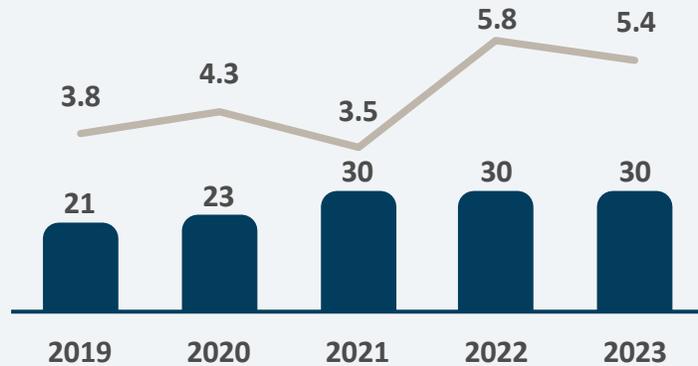
Recurring Revenue
Proportion of sales revenue



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

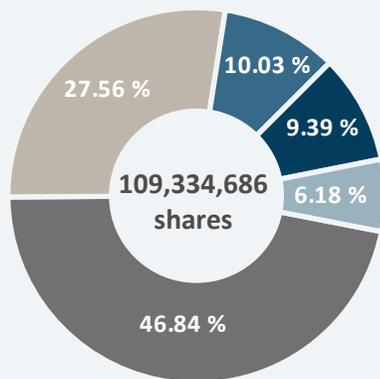
Broad Research Coverage*

| | | |
|-------------------|-----------------|--------------------|
| NuWays | Buy | TP € 11.50 |
| Pareto Securities | Buy | TP € 9.00 |
| Metzler | Buy | TP € 7.90 |
| Kepler Cheuvreux | Buy | TP € 7.50 |
| Consensus | 100% Buy | Ø TP € 8.98 |

* target price estimates as of August 23, 2024

Stable shareholder structure

Notifications made to MLP as of December 31, 2023



Family Lautenschläger (pooling agreement)

HanseMercur Krankenversicherung auf Gegenseitigkeit

Barmeria Versicherungen a. G.

Allianz SE

Freefloat (Definition Deutsche Börse)**

** thereof shareholdings of the Executive Board 2.22 %

Planning key figures

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

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Total revenue reaches new peak

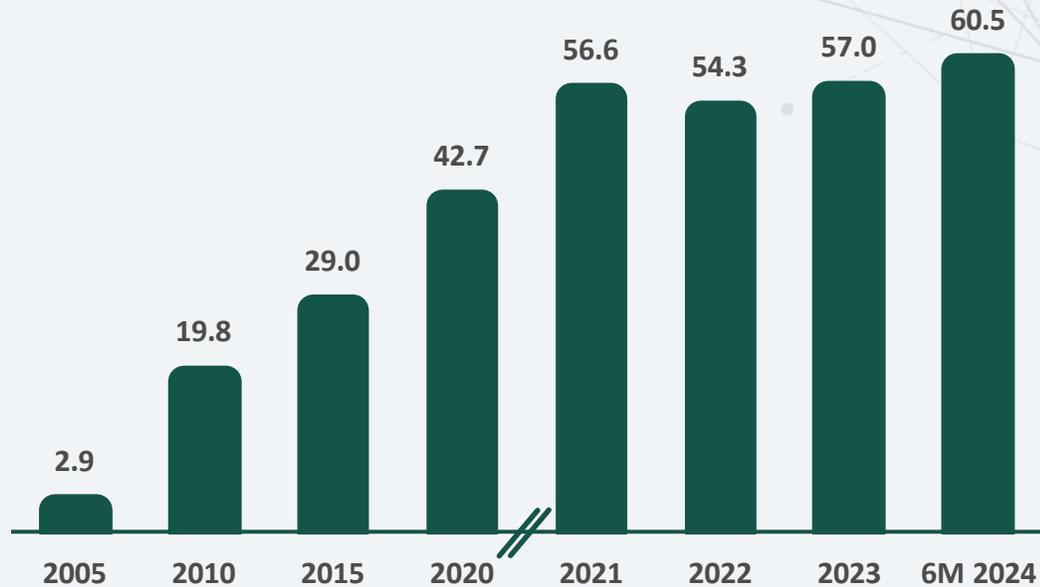
6M total revenue of the MLP Group
in € million



Assets under management pass the €60 billion mark

Assets under management*

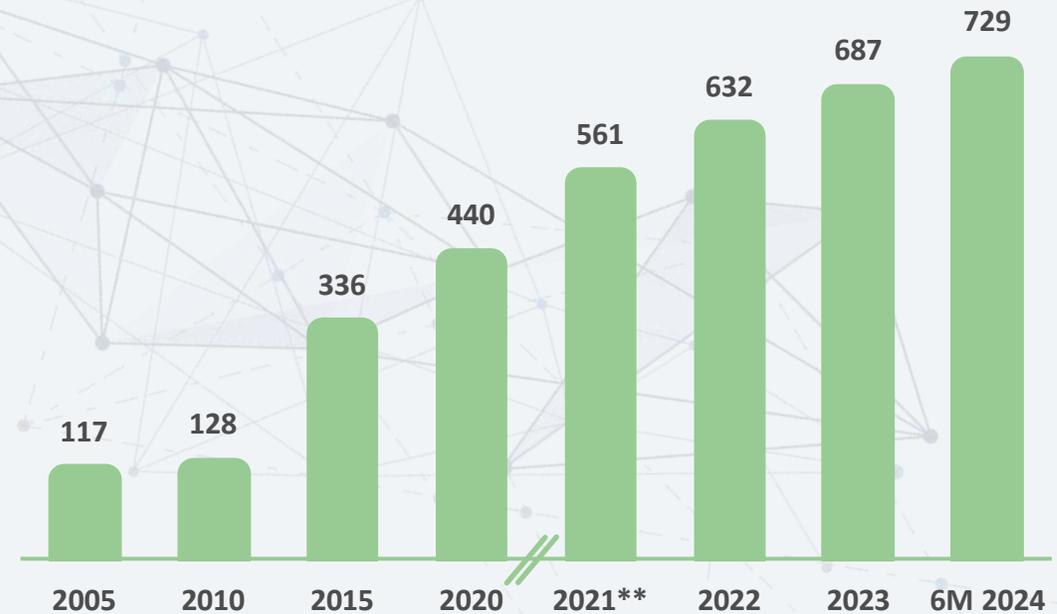
in € billion, as of December 31 or June 30, respectively



*contains wealth management and interest income

Non-life insurance portfolio volume

in € million, as of December 31 or June 30, respectively



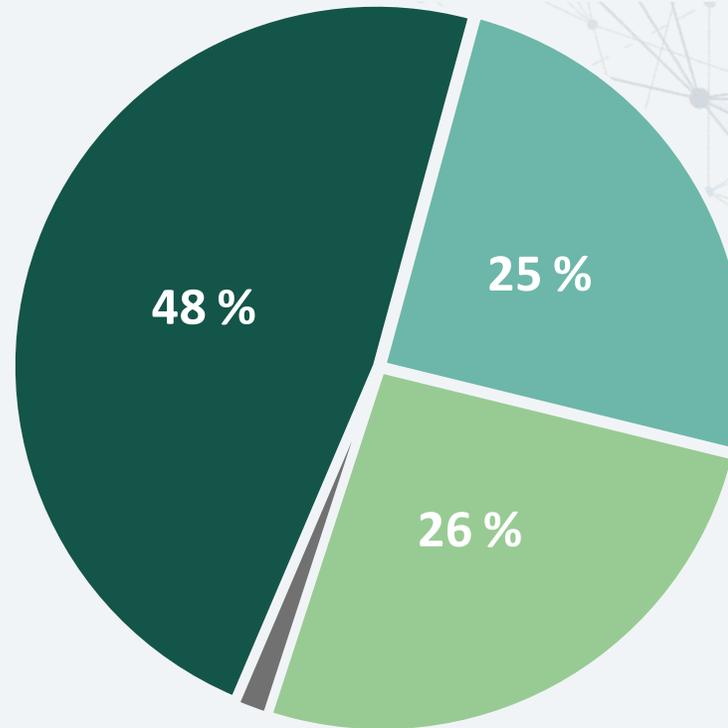
**as from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

Strong growth in the Wealth competence field

6M sales revenue breakdown into competence fields
in € million, previous year's values in brackets

| Wealth | 240 | (190) | +26 % |
|-----------------------|-----|-------|--------|
| Wealth management | 176 | (150) | +17 % |
| Interest income | 46 | (27) | +66 % |
| Real estate brokerage | 11 | (6) | +107 % |
| Loans and mortgages | 6 | (7) | -7 % |

| Others | 7 | (19) | -63 % |
|----------------------------|---|------|-------|
| Real estate development | 3 | (15) | -81 % |
| Other commissions and fees | 4 | (4) | +8 % |



| Life & Health | 123 | (123) | +1 % |
|-------------------|-----|-------|------|
| Old-age provision | 93 | (93) | -0 % |
| Health insurance | 31 | (30) | +3 % |

| Property & Casualty | 131 | (128) | +3 % |
|---------------------|-----|-------|------|
| Non-life insurance | 131 | (128) | +3 % |

EBIT at €48.7 million – strong second quarter

Income statement

| MLP Group (in € million) | 6M 2024 | 6M 2023 | △ |
|--------------------------|--------------|--------------|--------------|
| Total revenue | 514.3 | 475.0 | +8 % |
| EBIT | 48.7 | 37.4 | +30 % |
| Finance result | 5.5 | -2.4 | +332 % |
| EBT | 54.1 | 35.1 | +54 % |
| Income taxes | -16.4 | -11.4 | -43 % |
| Net profit | 37.8 | 23.6 | +60 % |
| EPS in Euro | 0.35 | 0.24 | +45 % |

Balance sheet figures

| MLP Group | June 30, 2024 |
|--------------------------------|-----------------------|
| Balance sheet total | €4,076 million |
| Shareholders' equity | €570 million |
| Equity ratio | 14.0 % |
| Return on equity | 7.1 % |
| MLP Financial holding group | June 30, 2024 |
| Core capital ratio | 19.9 |
| Liquidity Coverage Ratio (LCR) | 1,092 |

Detailed information can be found in our report for the first half year and second quarter of 2024 on our website:
<https://mlp-se.com/investors/financial-publications/reports/reports-2024/>

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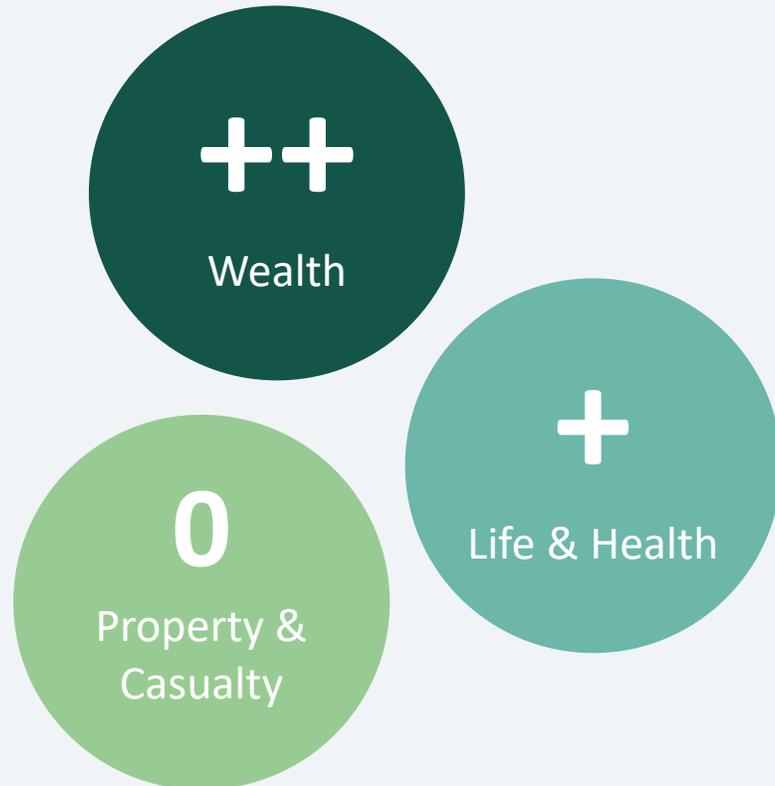
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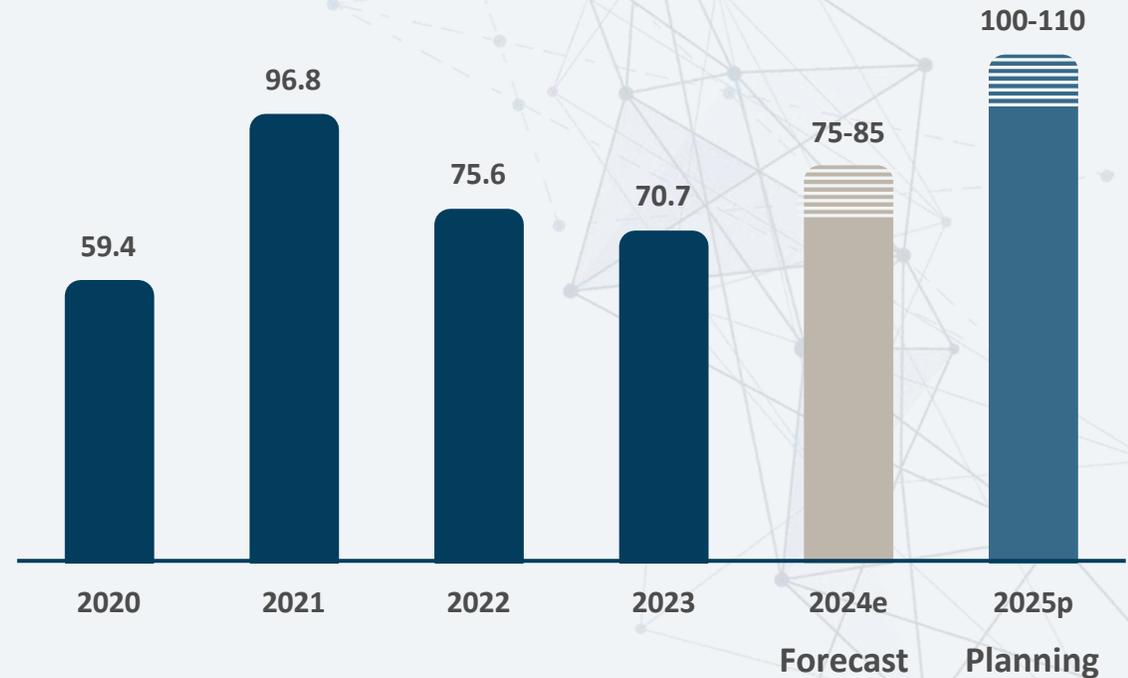
Forecast 2024

Sales revenue

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

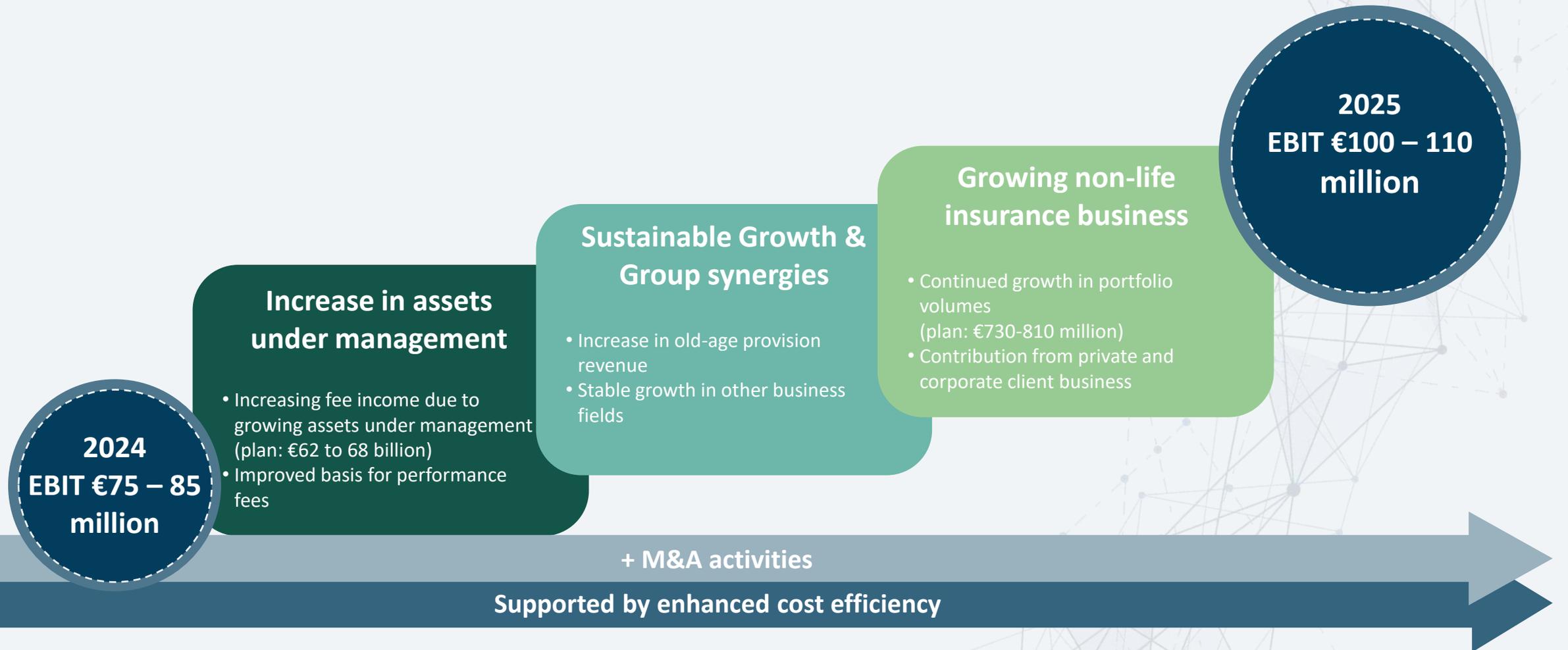


EBIT in € million



EBIT 2024 expected to be in the upper half of the forecast corridor

Planning 2025



We are happy to answer any questions you may have

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