



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

Virtual Roundtable 2024

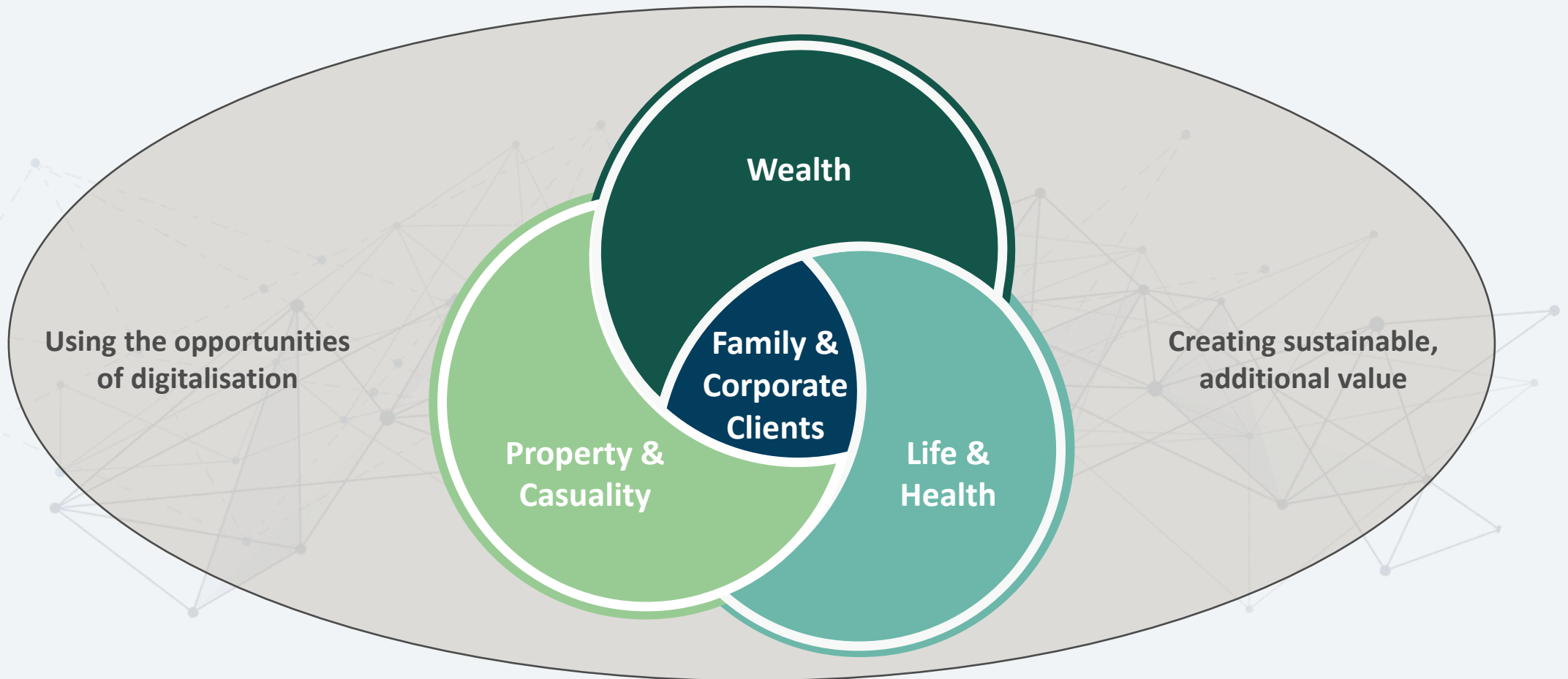
1 | MLP AT A GLANCE

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

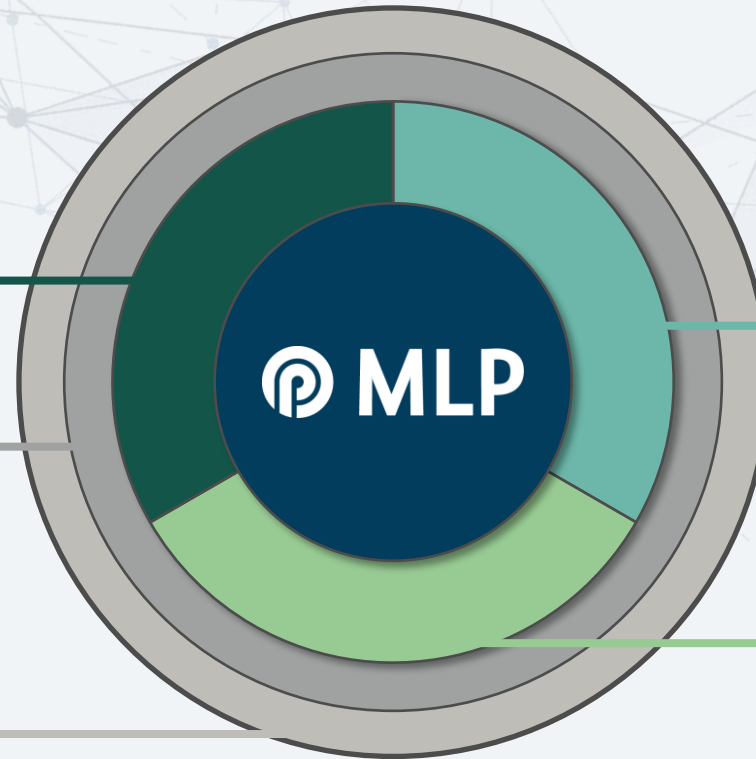
Trends support growth ambitions in competence fields

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

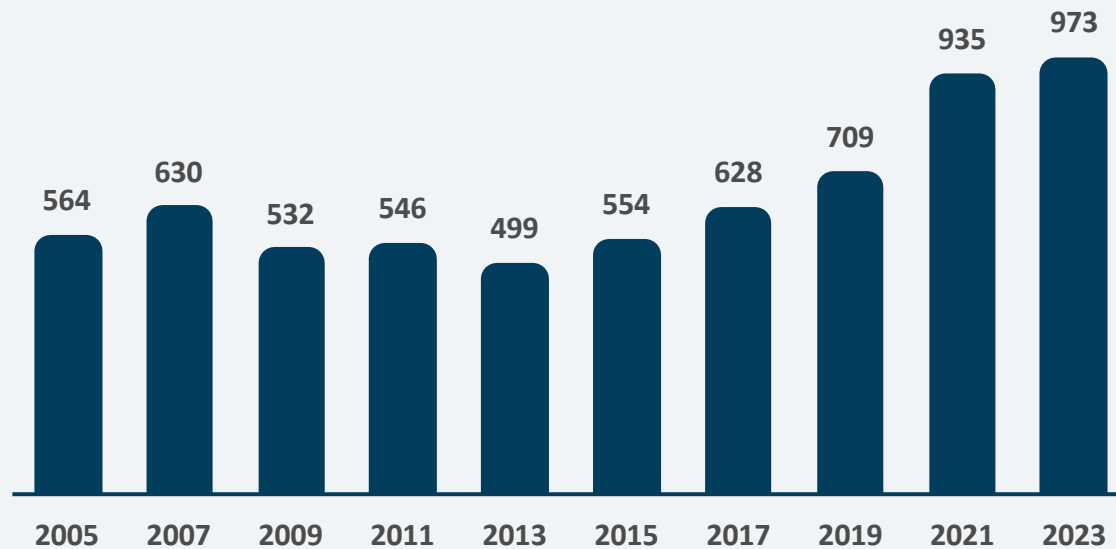
DIGITALISATION improves client experience and cost efficiency
SUSTAINABILITY creates new prospects and need for consulting services

INFLATION increases demand for financial consulting in various competence fields

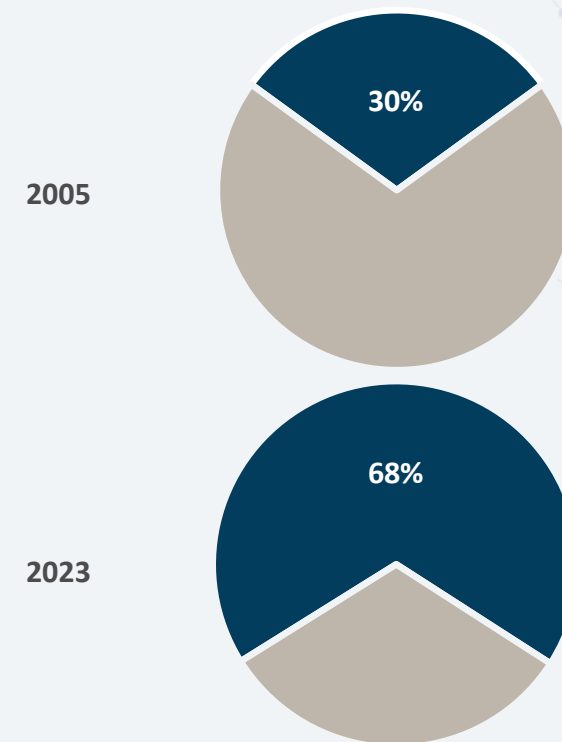


Total revenue at new all-time high

Total revenue of the MLP Group
in € million



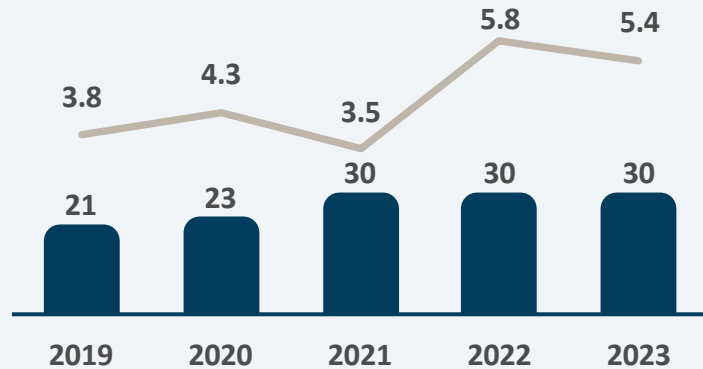
Recurring Revenue
Proportion of sales revenue



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

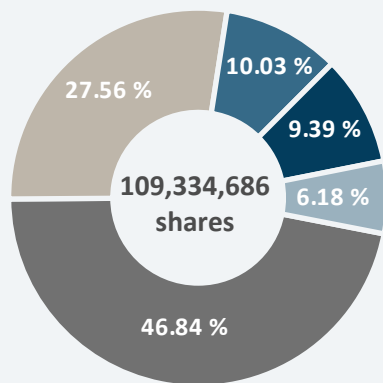
Broad Research Coverage*

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)

HanseMerkur 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

Agenda

Virtual Roundtable 2024

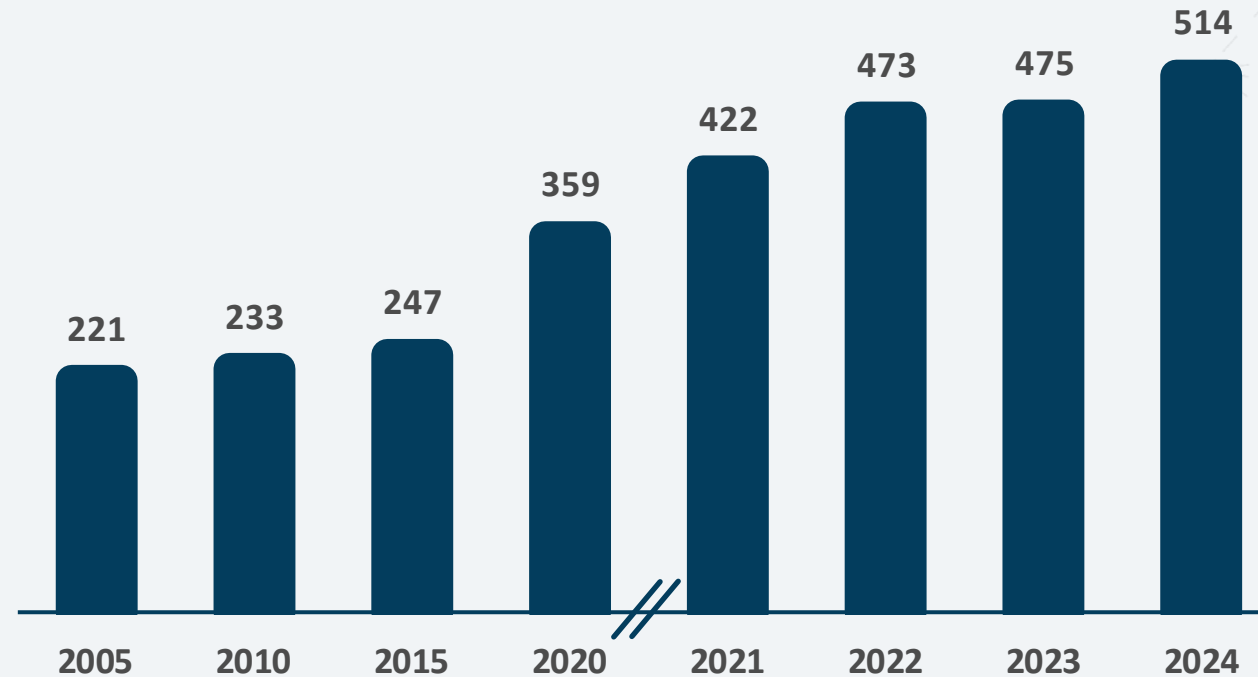
1 | MLP AT A GLANCE

2 | BUSINESS PERFORMANCE H1/Q2 2024

3 | FORECAST 2024 AND PLANNING 2025

Total revenue reaches new peak

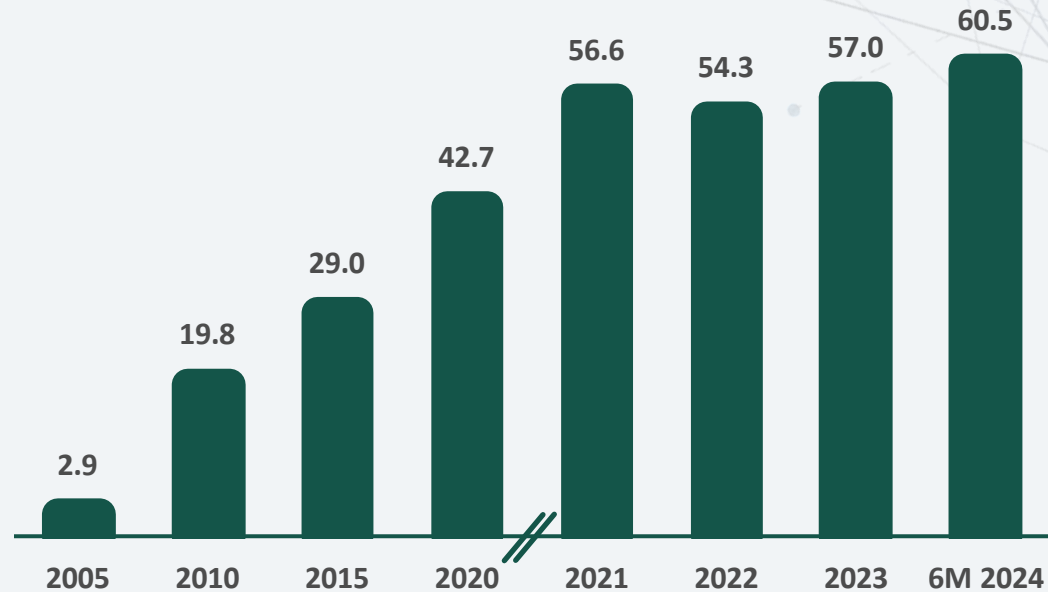
6M total revenue of the MLP Group
in € million



Assets under management pass the €60 billion mark

Assets under management*

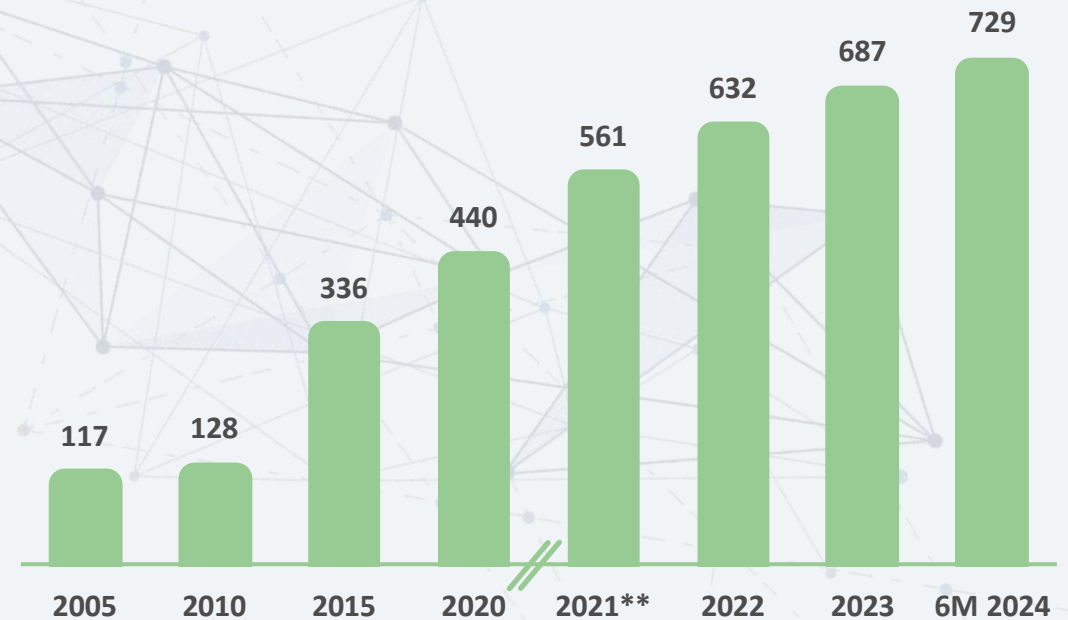
in € billion, as of December 31 or June 30, respectively



*contains wealth management and interest income

Non-life insurance portfolio volume

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



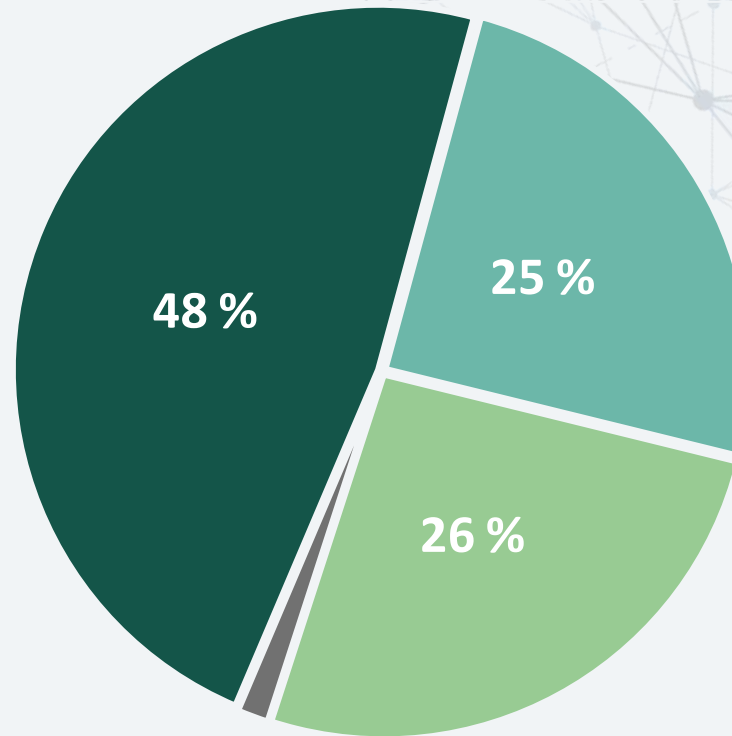
**as from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

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/>

Agenda

Virtual Roundtable 2024

1 | MLP AT A GLANCE

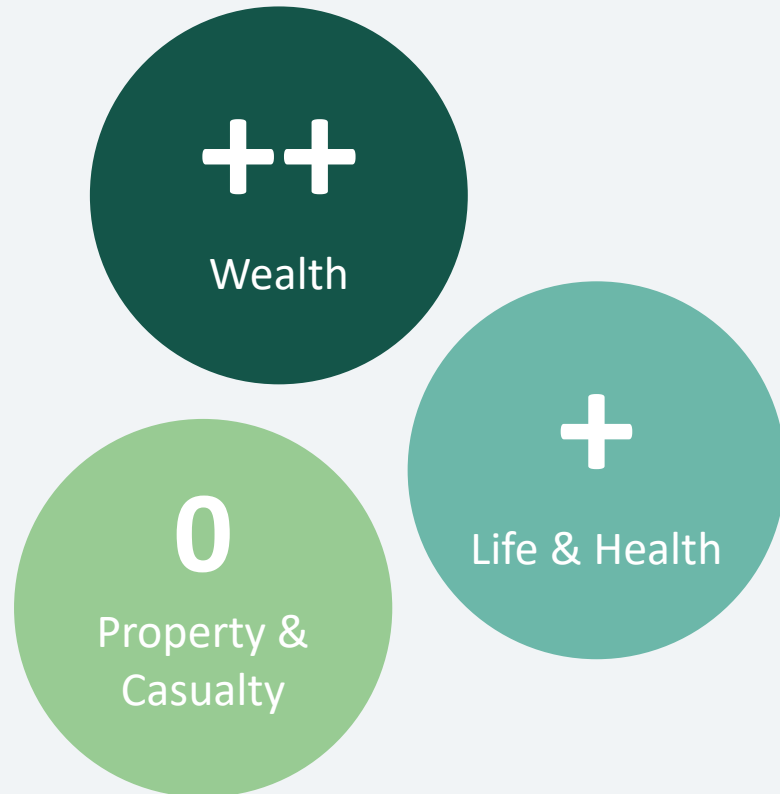
2 | BUSINESS PERFORMANCE H1/Q2 2024

3 | FORECAST 2024 AND PLANNING 2025

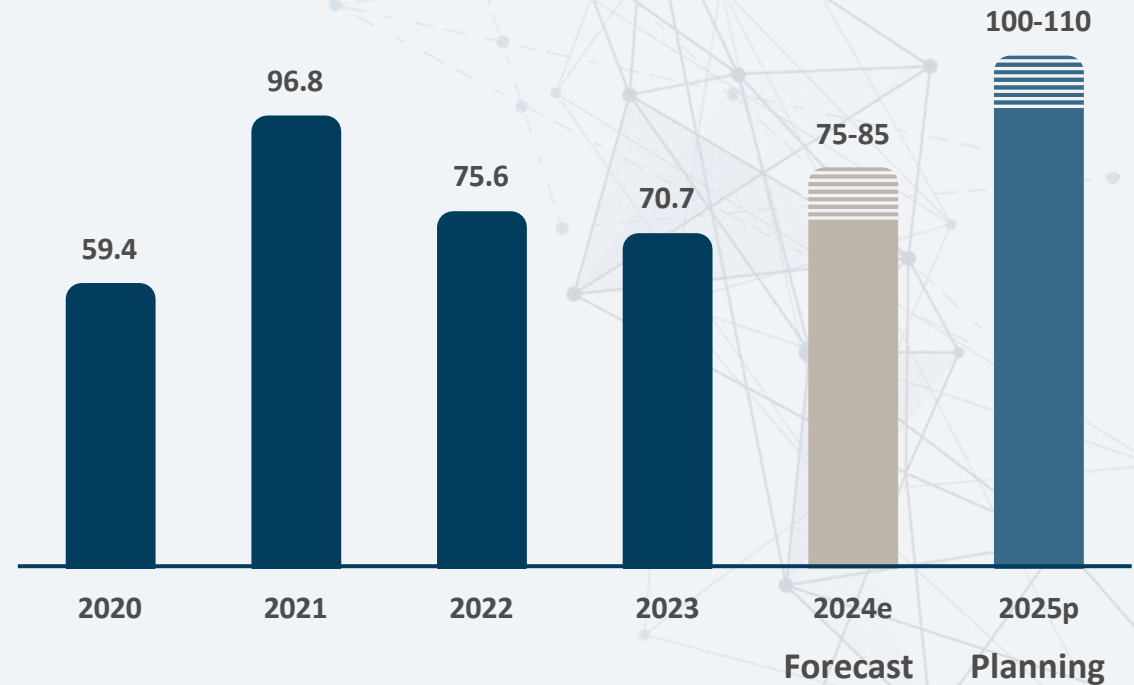
Forecast 2024

Sales revenue

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

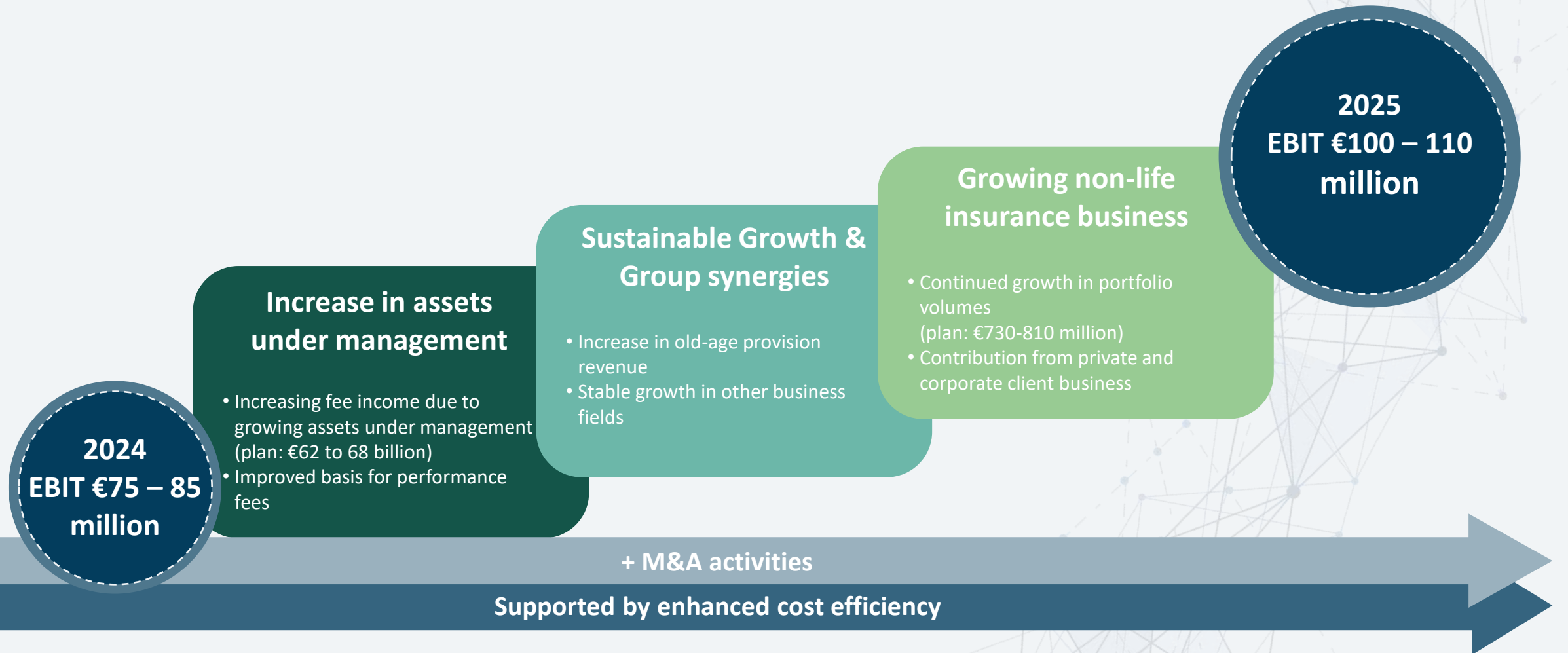


EBIT in € million



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

Your contact



Pascal Löcher

Head of Investor Relations

Tel. +49 (0)6222 • 308 • 3559

E-mail pascal.loecher@mlp.de



Simon Knaack

Manager Investor Relations

Tel. +49 (0)6222 • 308 • 2715

E-mail simon.knaack@mlp.de



Tobias Wolf

Manager Investor Relations

Tel. +49 (0)6222 • 308 • 4337

E-mail tobias.wolf@mlp.de

Details on upcoming events are available on our website:
<https://mlp-se.com/investors/financial-calendar/>