Business figures 9M/Q3 2025

Wiesloch, November 13, 2025

Highlights 9M 2025

- **MLP** consistently continues its **growth path in the consulting business**
- **Record highs** in **total revenue** (€773 million) thanks to broad and stable positioning
- **Record highs** in key figures for future revenue development:
  Assets under management (€64.2 billion) and **non-life insurance premium volume** (€794 million)
- **Adjusted forecast for 2025**: EBIT of €90 to €100 million before possible one-off effects from the focussing of the real estate business
- **Increased planning for 2028**: Significant growth to EBIT of €140 to €155 million

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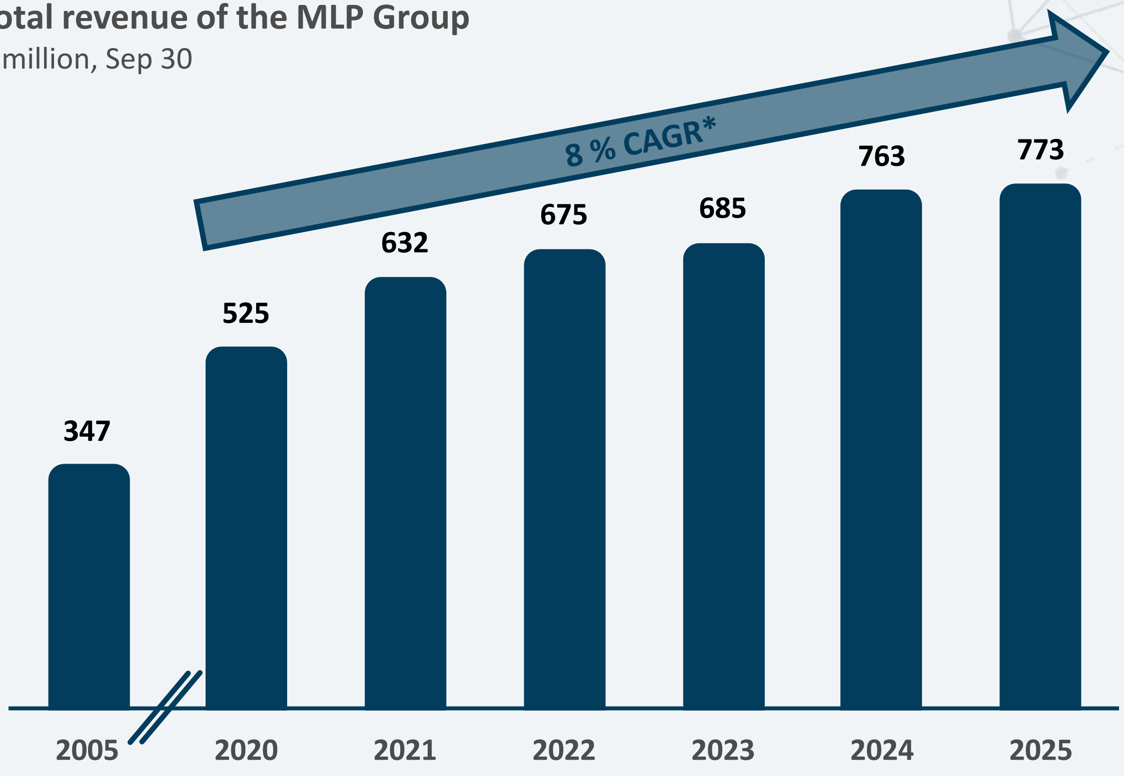
Total revenue reaches new record high

Total revenue of the MLP Group
€ million, Sep 30



* Compound annual growth rate (period 9M 2020 – 9M 2025)

Recurring revenue
Proportion of sales revenue, Dec 31, 2024

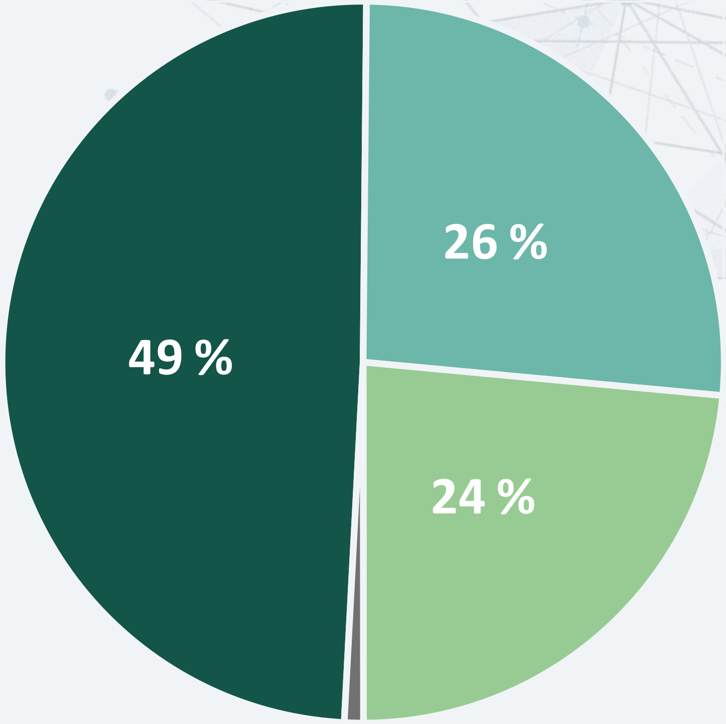
68 % of the sales revenue in 2024 were **recurring**

Broad and stable positioning across competence fields

Sales revenue breakdown into competence fields
€ million, Sep 30, previous year's values in brackets

Wealth	372	(381)	-2 %
Wealth management	277	(281)	-1 %
Interest income	59	(69)	-14 %
Real estate brokerage	25	(21)	+16 %
Loans and mortgages	11	(10)	+14 %

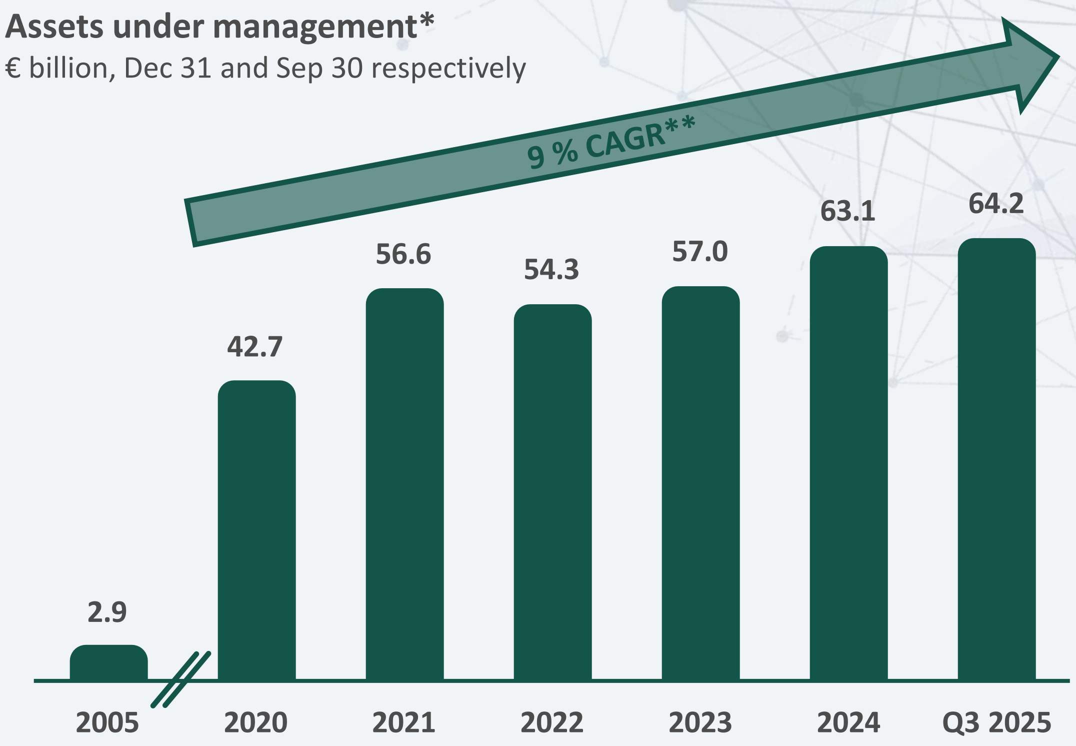
Others	6	(8)	-24 %
Real estate development	0	(3)	-98 %
Other commissions and fees	6	(6)	+13 %



Life & Health	199	(192)	+4 %
Old-age provision	146	(145)	+1 %
Health insurance	52	(47)	+12 %

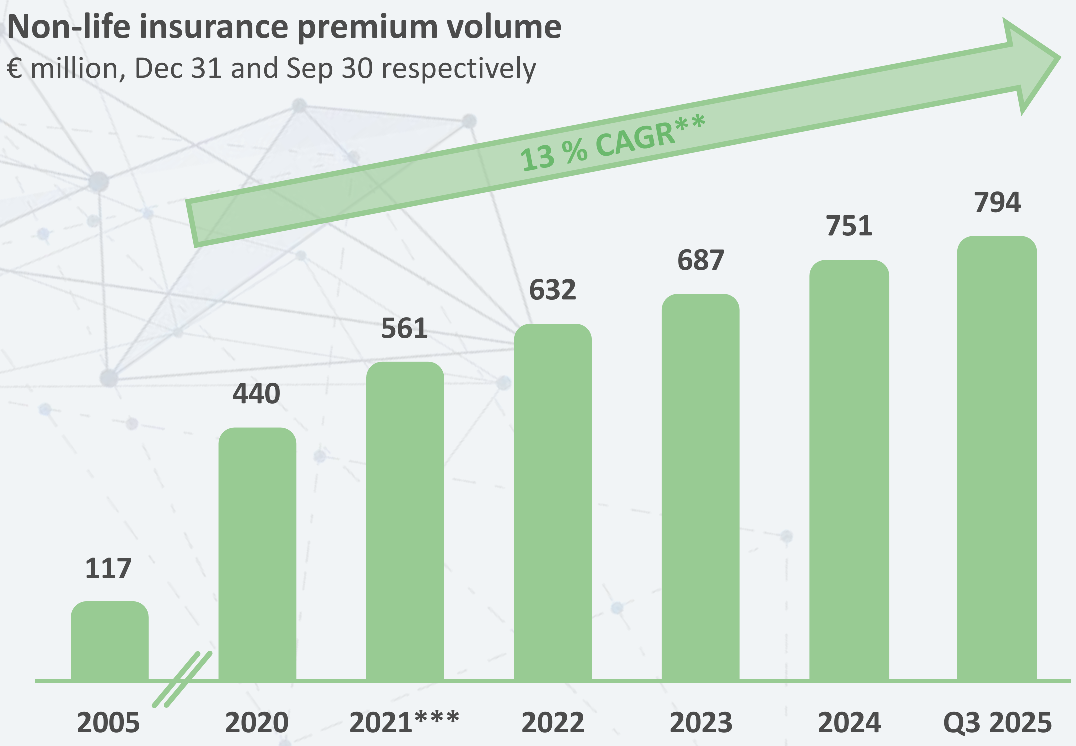
Property & Casualty	177	(165)	+7 %
Non-life insurance	177	(165)	+7 %

Key figures reach new record highs



* Contains wealth management and interest income

** Compound annual growth rate (period FY 2020 – 9M 2025)



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

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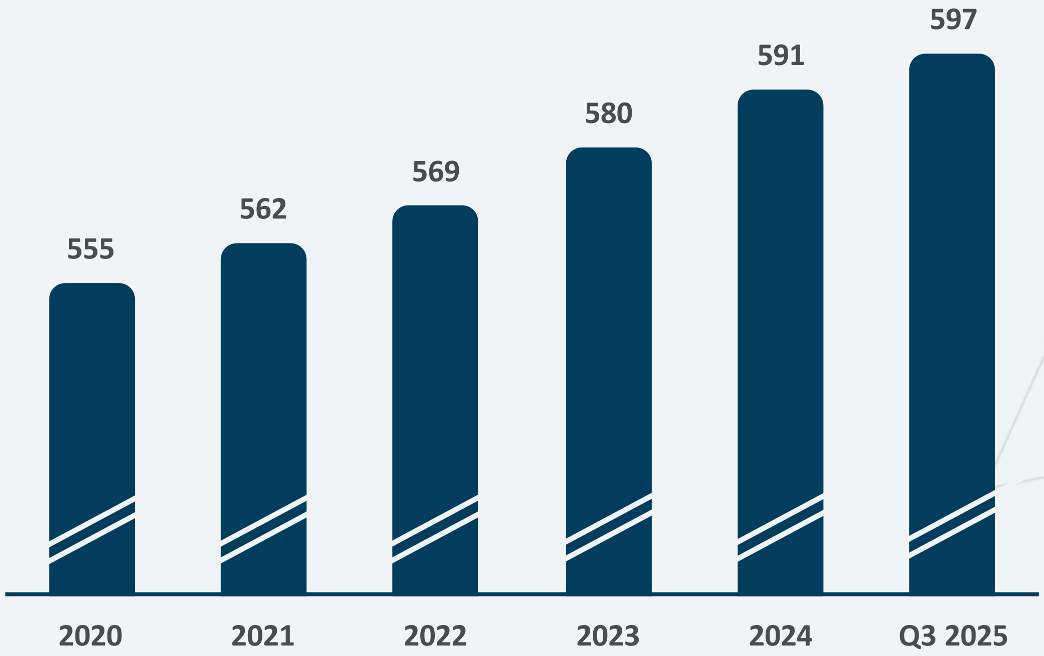
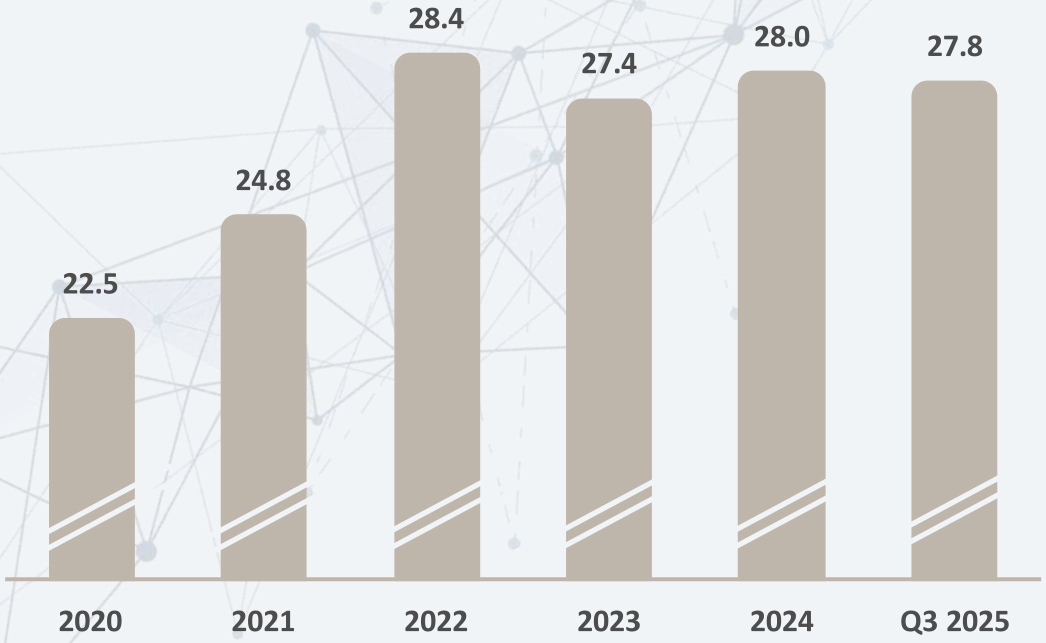
Development of client numbers

Family clients
thousands, Dec 31 and Sep 30 respectively



Corporate and institutional clients
thousands, Dec 31 and Sep 30 respectively



EBIT at €61.1 million

Income statement

MLP Group (€ million)	9M 2025	9M 2024	△
Total revenue	**773.1**	**763.3**	**+1 %**
EBIT	**61.1**	**66.4**	**-8 %**
Financial result	-1.7	4.7	-136 %
EBT	**59.4**	**71.1**	**-17 %**
Income taxes	-14.8	-23.1	-36 %
Net profit	**44.6**	**48.1**	**-7 %**
EPS in Euro	0.41	0.44	-8 %

Balance sheet figures

MLP Group	Sep 30, 2025
Balance sheet total	**€4,140 million**
Shareholders' equity	**€577 million**
Equity ratio	13.9 %
Return on equity	7.8 %
MLP Financial holding group	**Sep 30, 2025**
Core capital ratio	17.9 %
Liquidity Coverage Ratio (LCR)	1,124 %

Detailed information can be found on our website: https://mlp-se.com/corporate-calendar/results-for-the-first-nine-months-and-the-third-quarter-2025/
Definitions of key figures can be found on our website: https://mlp-se.com/investors/mlp-share/key-figures/

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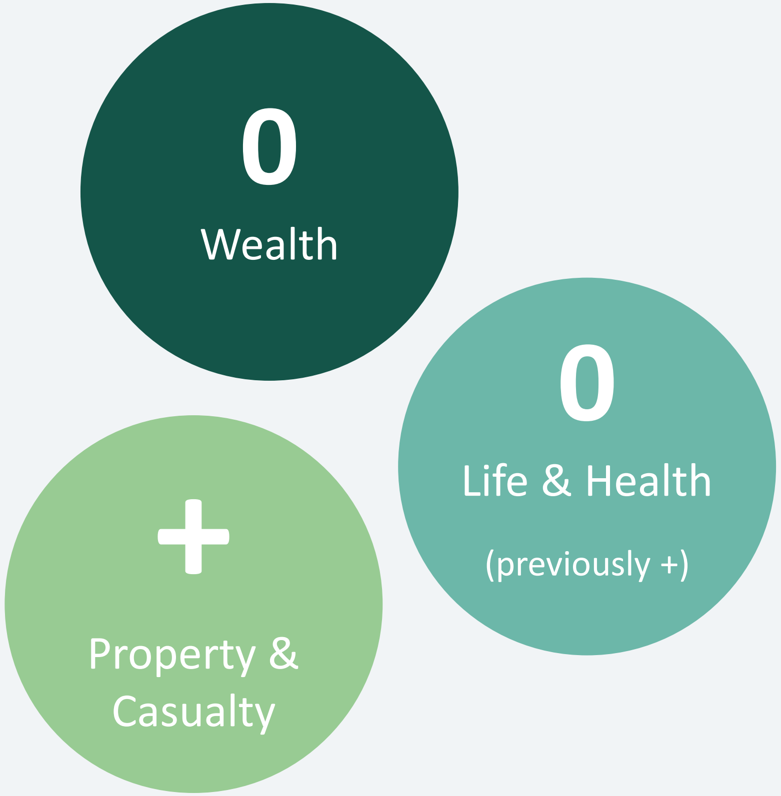
Forecast 2025: Adjustment of expected EBIT range

Sales revenue

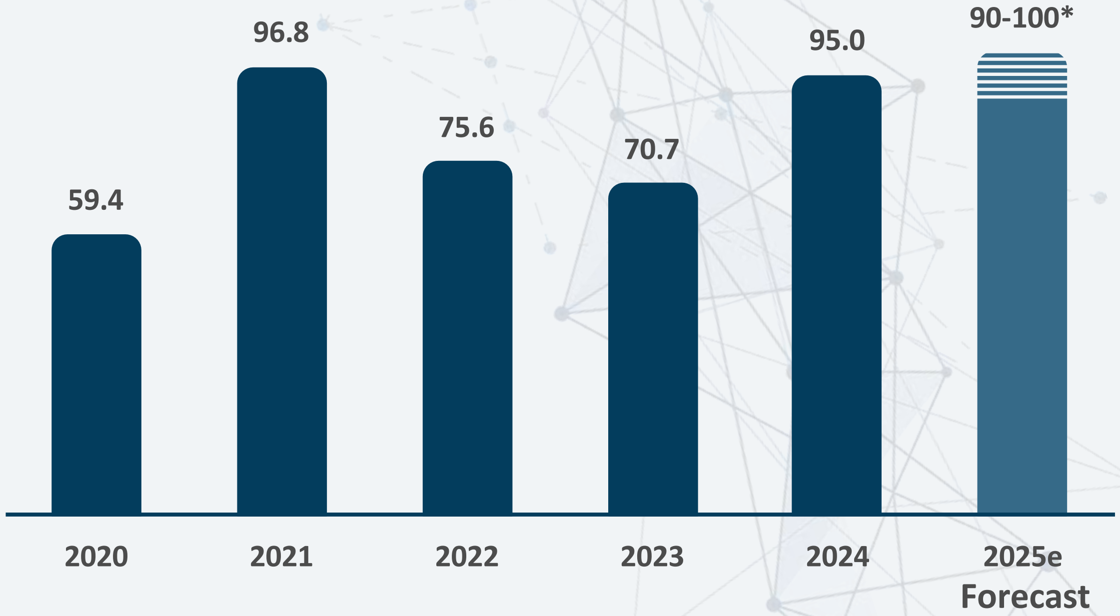
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

EBIT

€ million, Dec 31

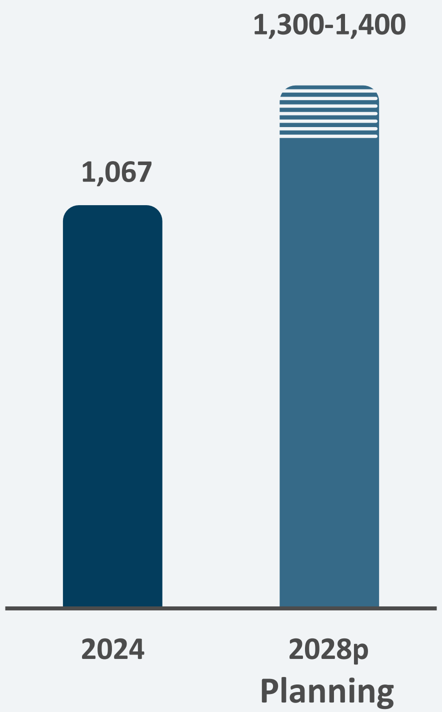


*EBIT forecast for 2025 of €90-100 million before possible negative one-off effects from the business focussing at Group company Deutschland.Immobilien. These effects cannot yet be reliably quantified, but should not exceed €12 million in terms of EBIT and might also even have an impact on EBIT of the financial year 2025.

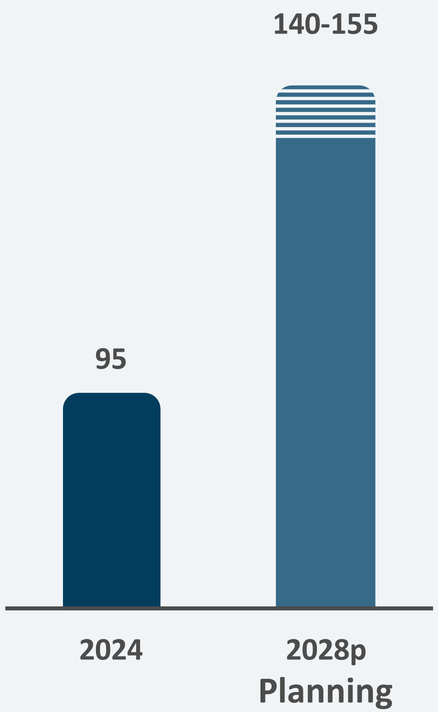
Initial EBIT forecast for 2025 was €100-110 million

Planning 2028: Increased EBIT range of €140-155 million

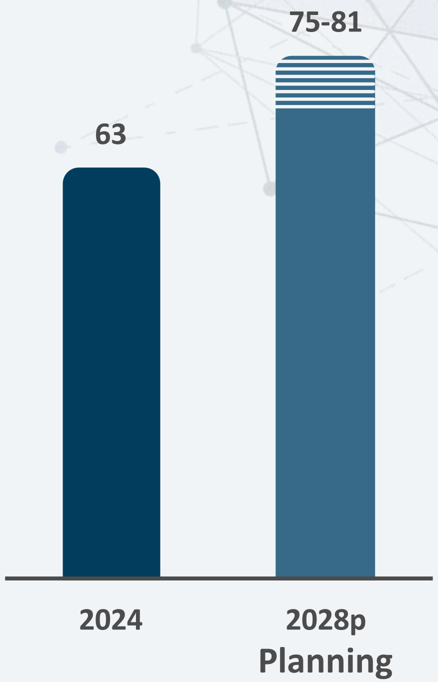
Total revenue
€ million, Dec 31



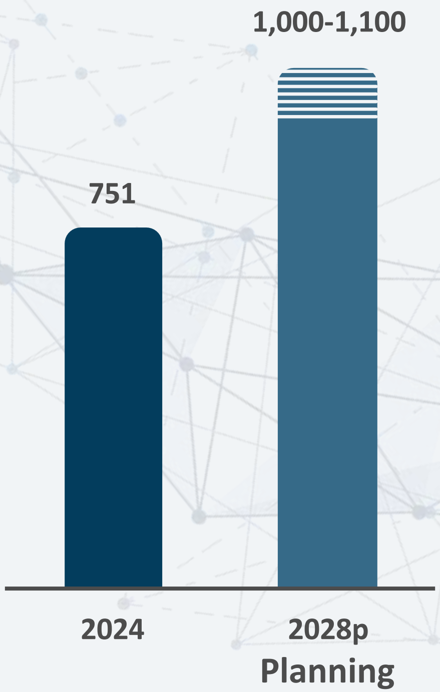
EBIT
€ million, Dec 31



Assets under management
€ billion, Dec 31



Non-life insurance premium volume
€ million, Dec 31



Planning includes only a small amount of performance-based compensation

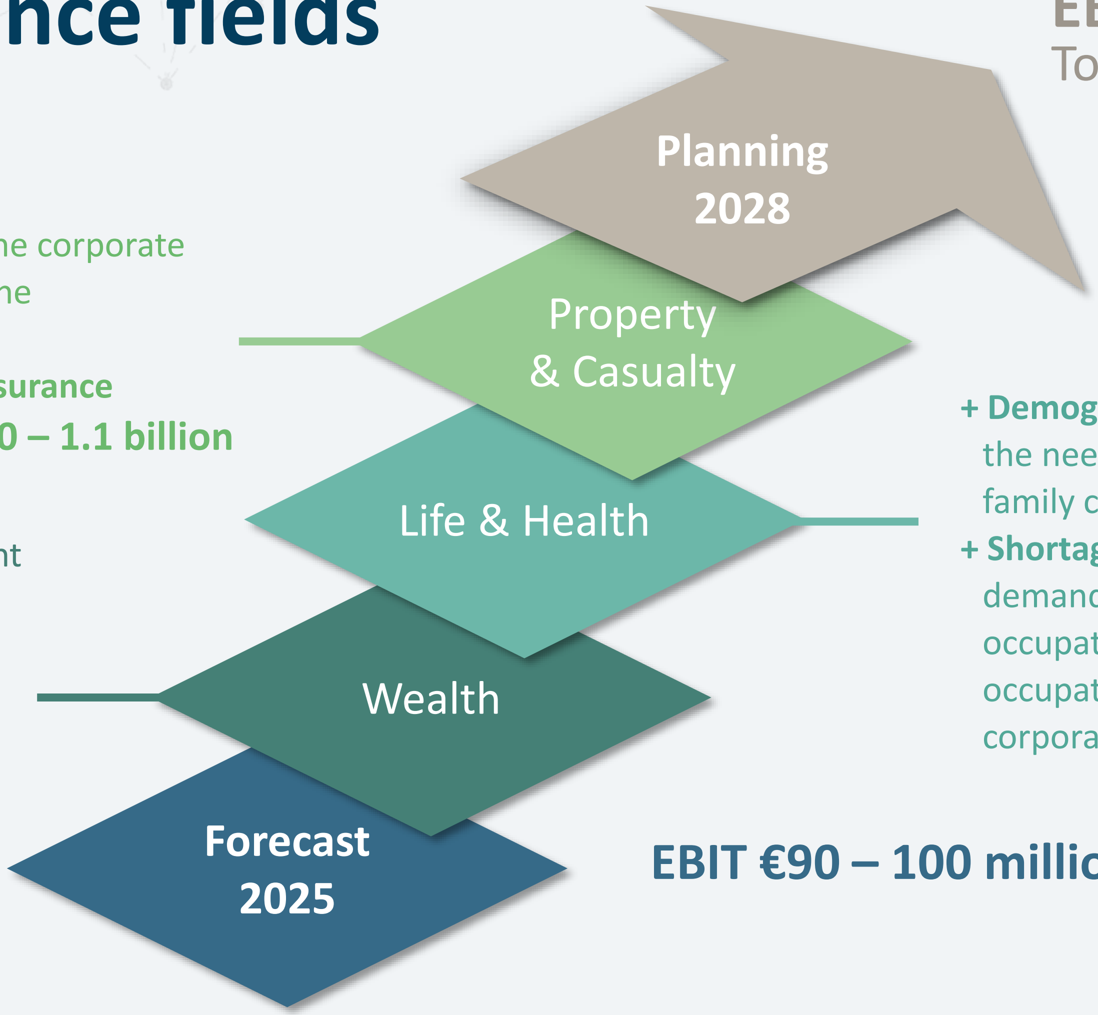
Initial EBIT planning for 2028 was €140-150 million

Planning 2028: Growth in all competence fields

EBIT €140 – €155 million
Total revenue €1.3 – 1.4 billion

+ **Digitalisation strategy**
+ **Cost efficiency**

+ **Unlocking potential** in the corporate client business through the extensive MLP network
+ **Expansion of non-life insurance premium volume to €1.0 – 1.1 billion**



+ **Demographic development** is increasing the need for advisory services in the family client business
+ **Shortage of skilled specialists** is driving demand for corporate benefits (including occupational health insurance and occupational pension provision) in the corporate client business

+ **Unlocking potential** in the family client business, as well as among high net worth individuals and institutional clients
+ **Expansion of assets under management to €75 – 81 billion**

EBIT €90 – 100 million

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Summary

- **Strategic positioning has once again proven its worth** – particularly in the absence of tailwinds from the markets and when processing one-off effects

- **Artificial Intelligence**, as part of our **digital strategy**, is an additional **efficiency and growth factor**

- **Increased mid-term planning for the end of 2028** emphasises **sustainable growth path**

We are happy to answer any questions you may have

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