



A LEADING FINANCIAL ADVISORY NETWORK  
FOR FAMILY AND CORPORATE CLIENTS

# German Corporate Conference

Frankfurt

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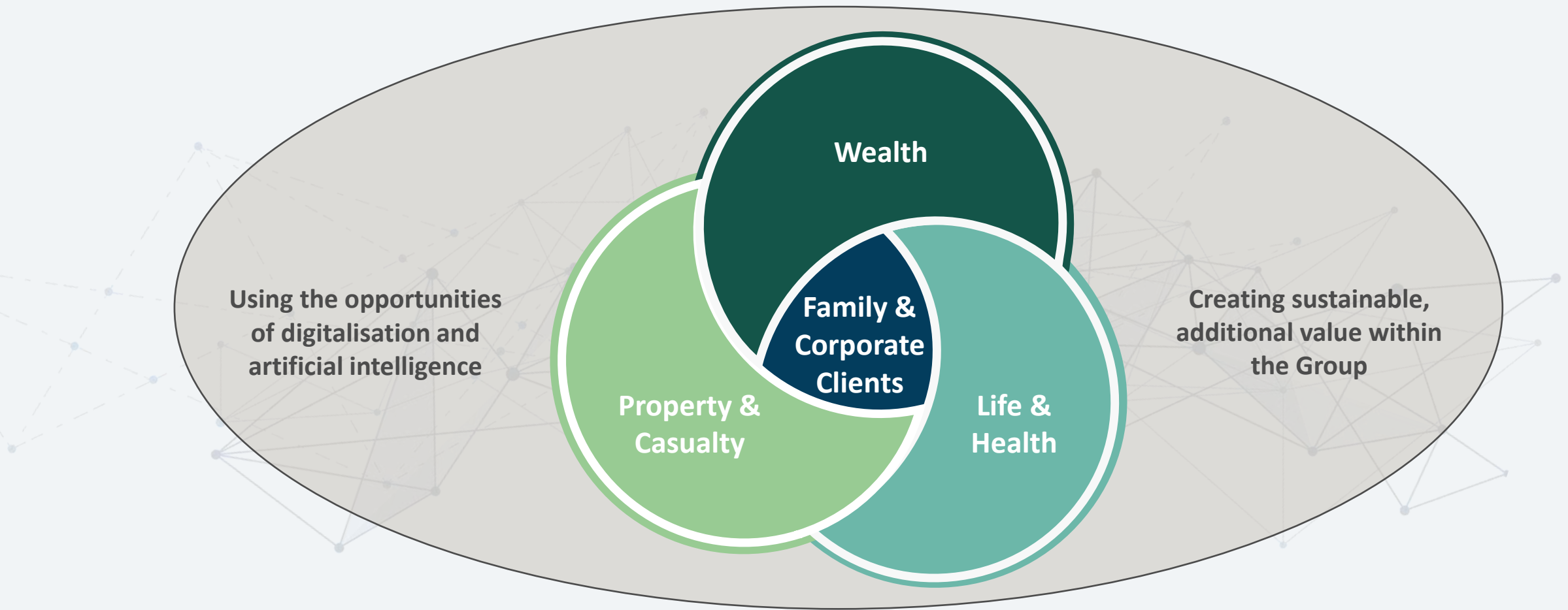
You should review this presentation and the related materials along with the information we have publicly disclosed about MLP SE, which is available at the Investor Relations page of our website at <https://mlp-se.com/investors/>.

# Highlights 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**, dividend **yield** for financial year 2024 at **5.9 %**
- **Record highs** in key figures as a basis for recurring revenues: **Assets under management** (€64.2 billion) and **non-life insurance premium volume** (€794 million)

# Diversified business model

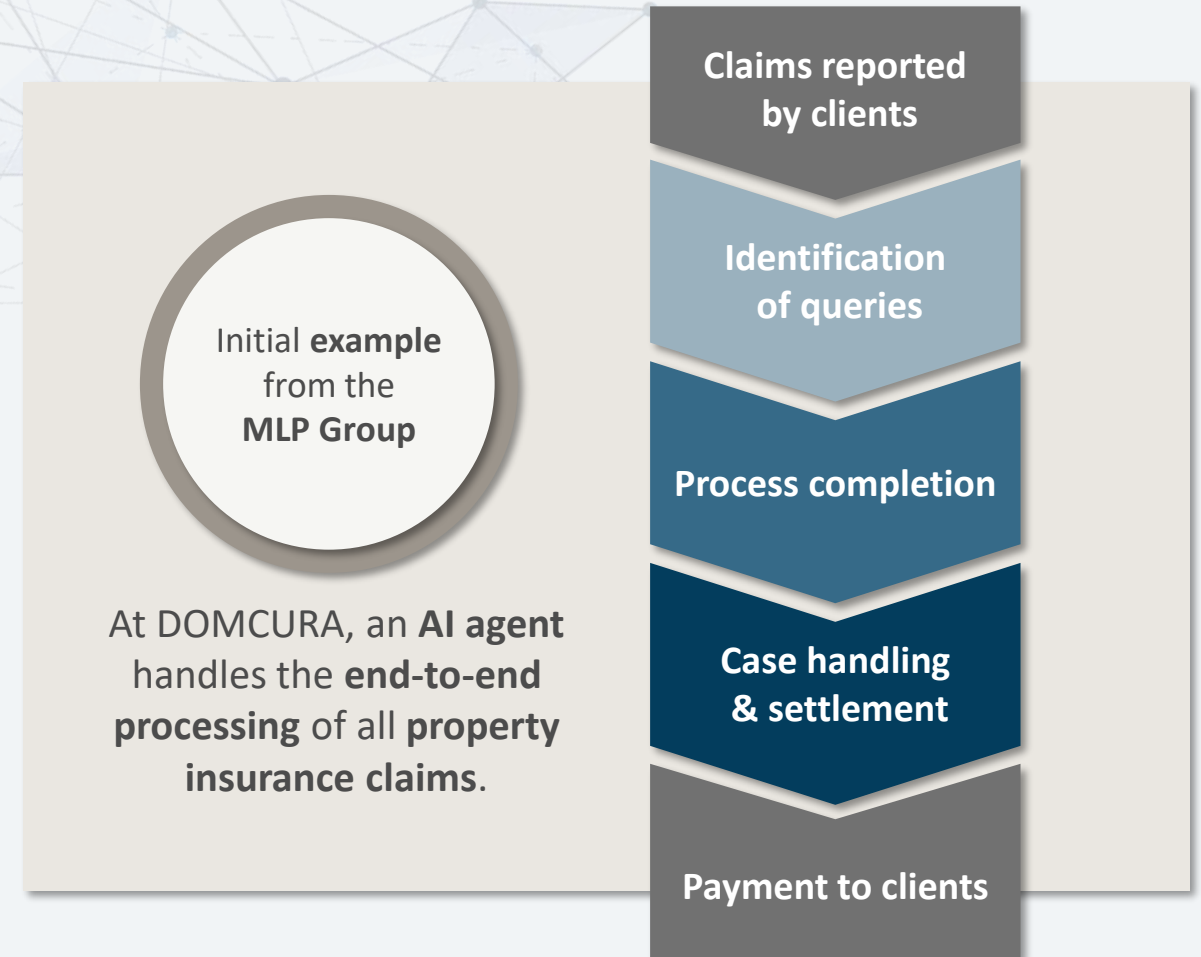
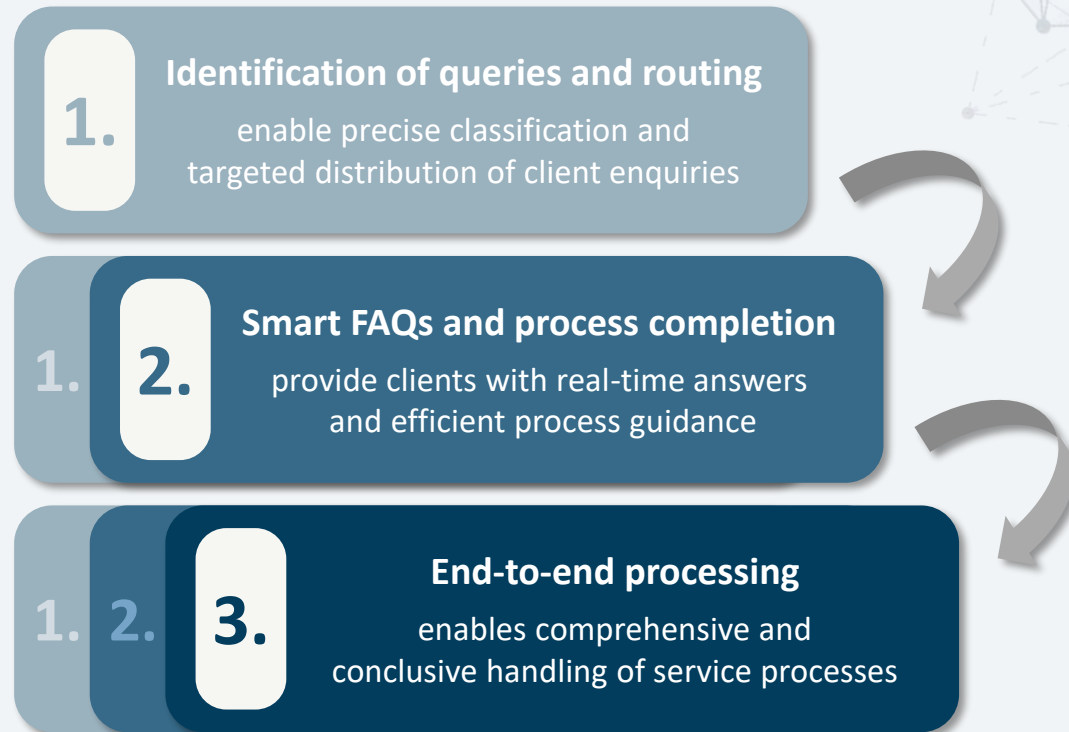
Financial advisory network 



1 | MLP AT A GLANCE

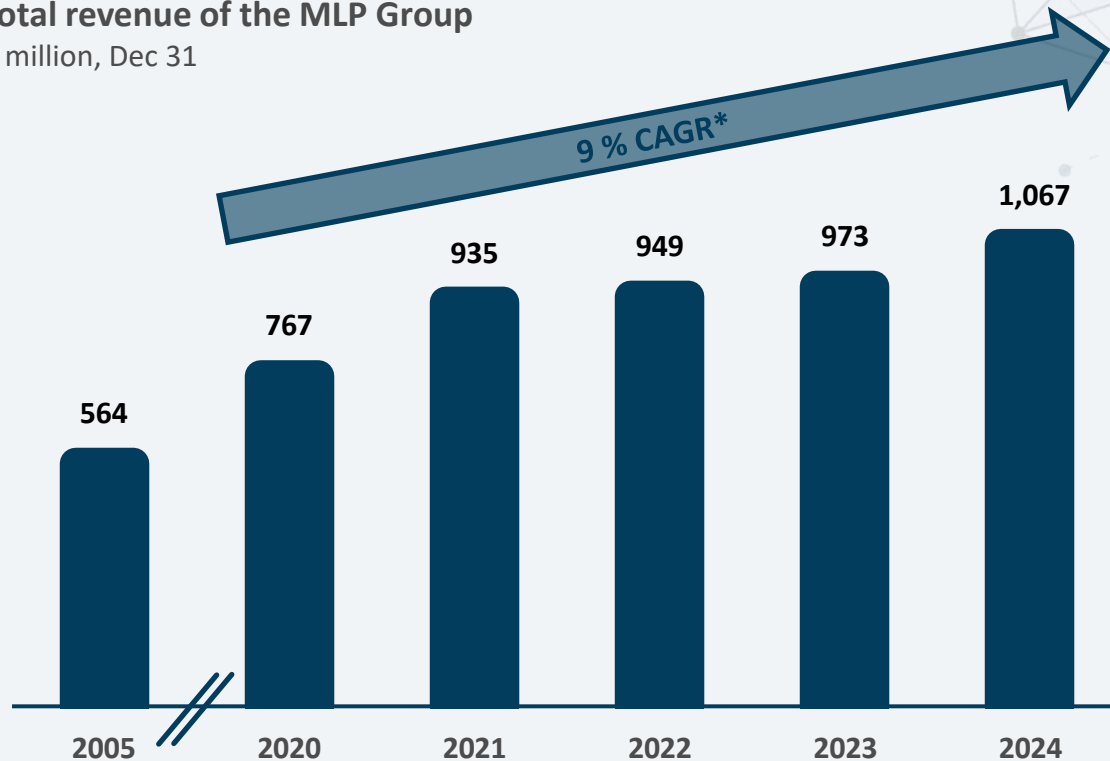
# AI increases client benefit and creates process efficiency

An **AI service agent** offers clients **anytime availability** and **comprehensive handling** of simple requests



# Total revenue exceeds 1 billion euros for the first time

Total revenue of the MLP Group  
€ million, Dec 31



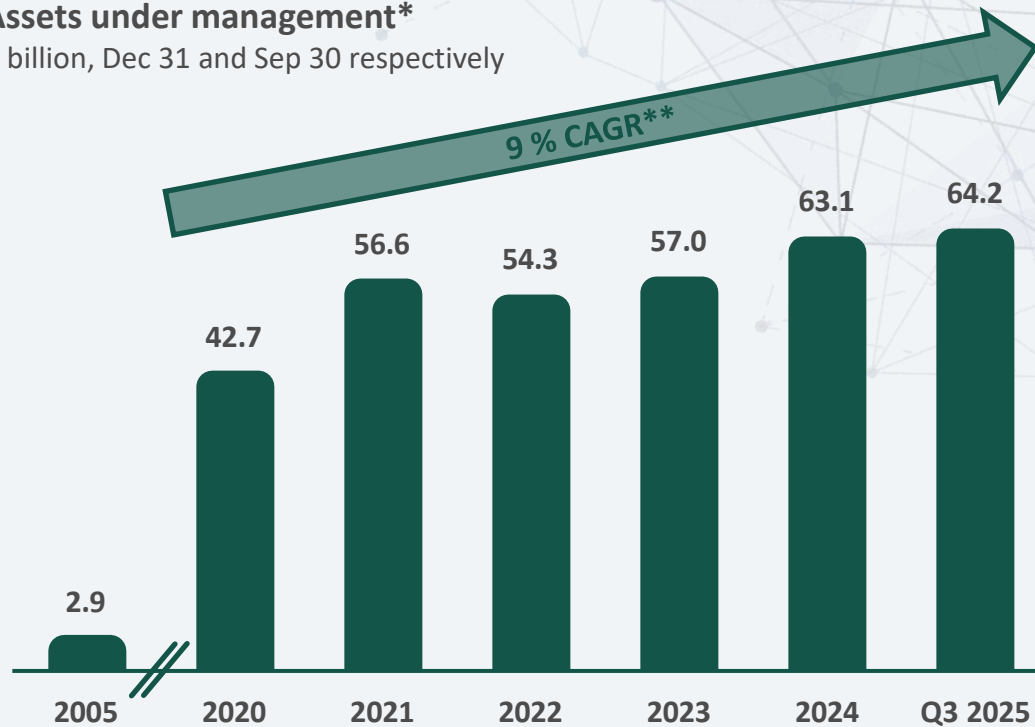
Recurring revenue  
Proportion of sales revenue, Dec 31

**68 %** of the sales revenue  
are **recurring** (€708 million)

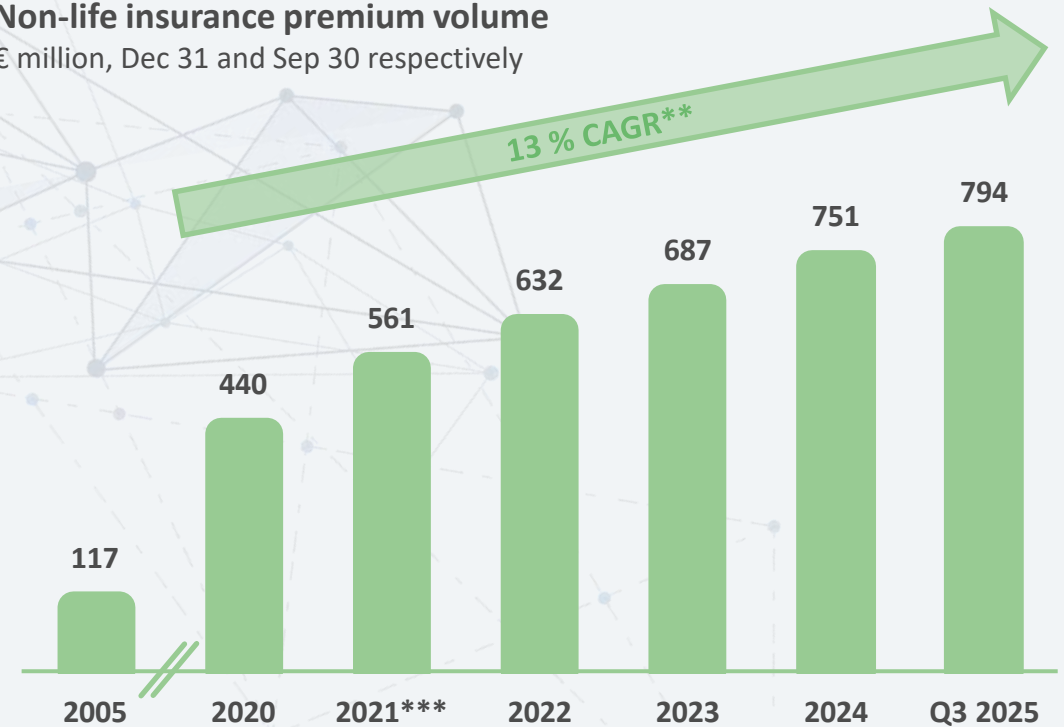
\* Compound annual growth rate (period FY 2020 – FY 2024)

# Key figures reach new record highs

**Assets under management\***  
€ billion, Dec 31 and Sep 30 respectively



**Non-life insurance premium volume**  
€ million, Dec 31 and Sep 30 respectively



\* Contains wealth management and interest income

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

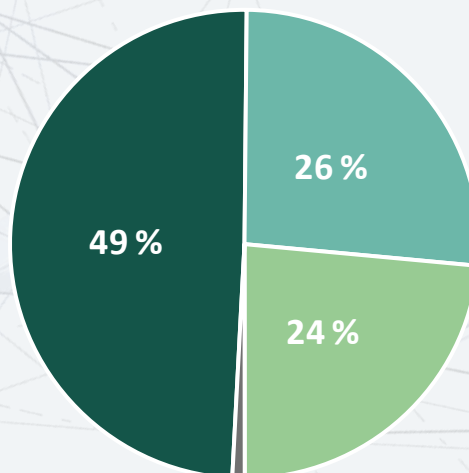
\*\*\* As from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

# 9M 2025: Total revenue reaches new record high

## Sales revenue breakdown into competence fields

€ million, Sep 30, previous year's values in brackets

<b>Wealth</b>	<b>372</b>	<b>(381)</b>	<b>-2 %</b>
<b>Life &amp; Health</b>	<b>199</b>	<b>(192)</b>	<b>+4 %</b>
<b>Property &amp; Casualty</b>	<b>177</b>	<b>(165)</b>	<b>+7 %</b>
<b>Others</b>	<b>6</b>	<b>(8)</b>	<b>-24 %</b>



## Income statement

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

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/>

# Forecast 2025: Adjustment of expected EBIT range

## Sales revenue

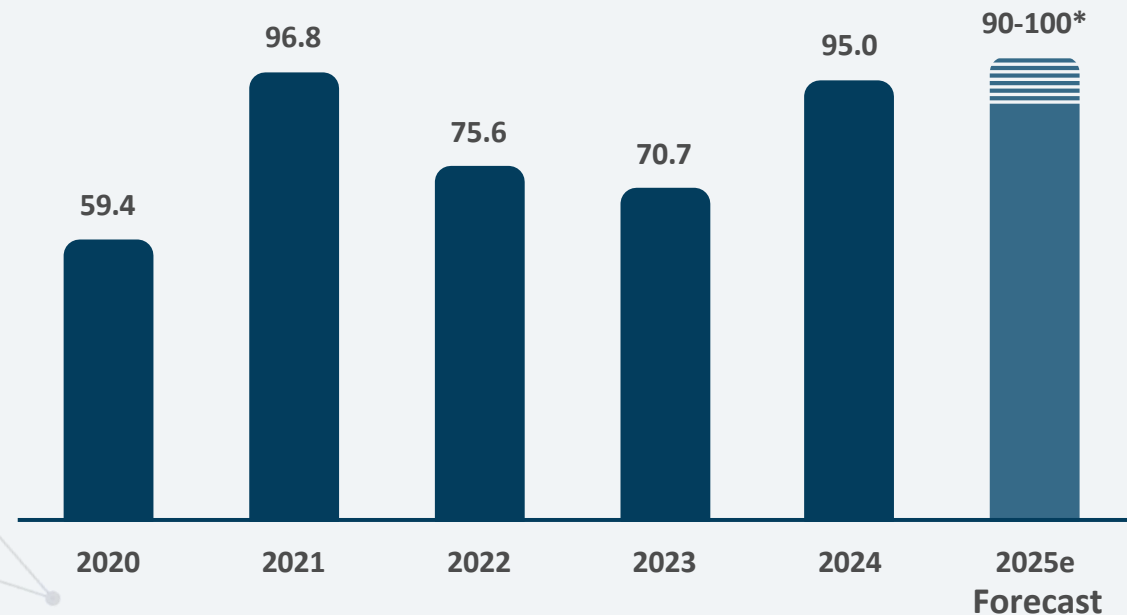
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

## EBIT

€ million, Dec 31



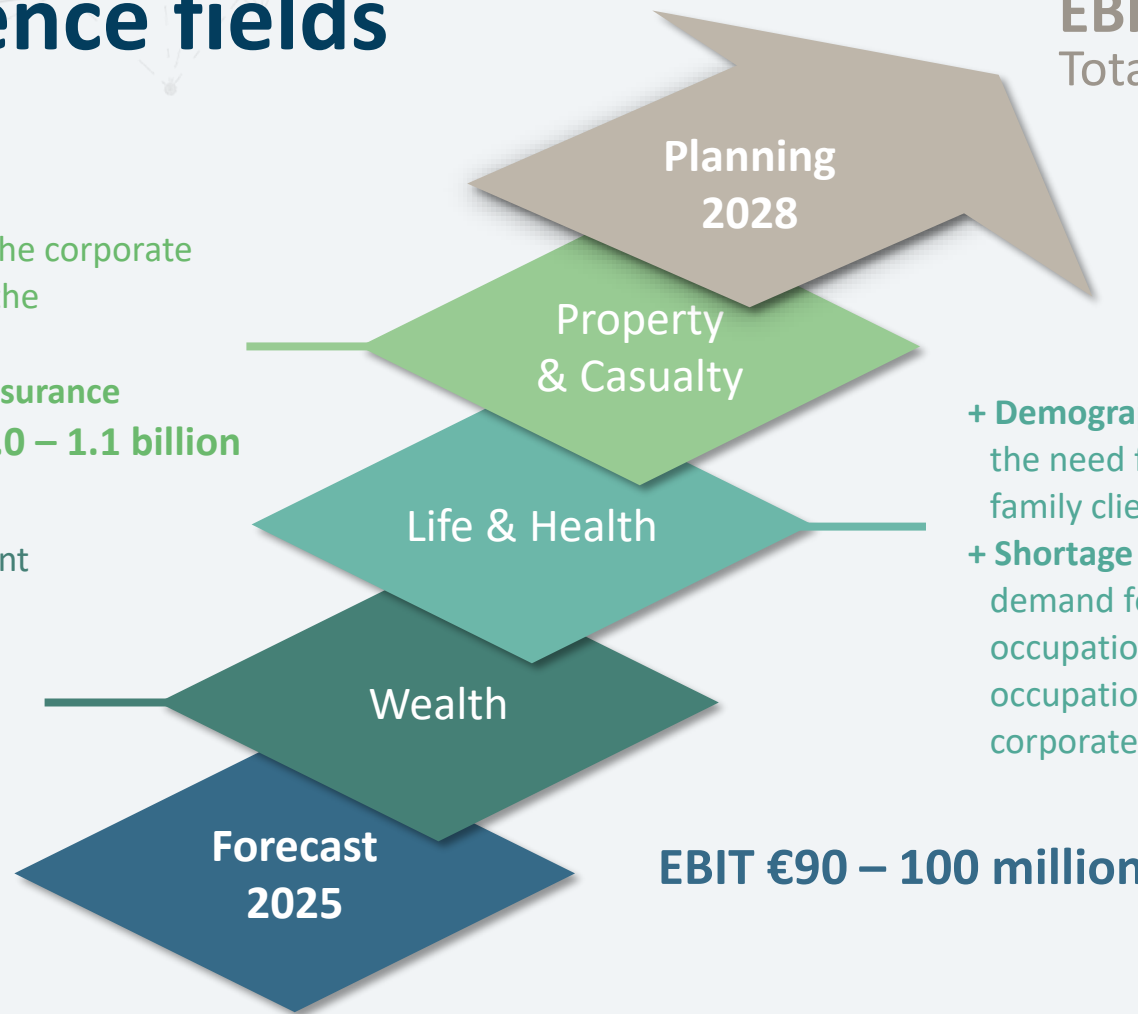
\*EBIT forecast for 2025 of €90-100 million before possible negative one-off effects from the business focussing at Group company Deutschland.Immobilien. These effects cannot yet be reliably quantified, but should not exceed €12 million in terms of EBIT and might also even have an impact on EBIT of the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

Initial EBIT forecast for 2025 was €100-110 million

# Planning 2028: Growth in all competence fields

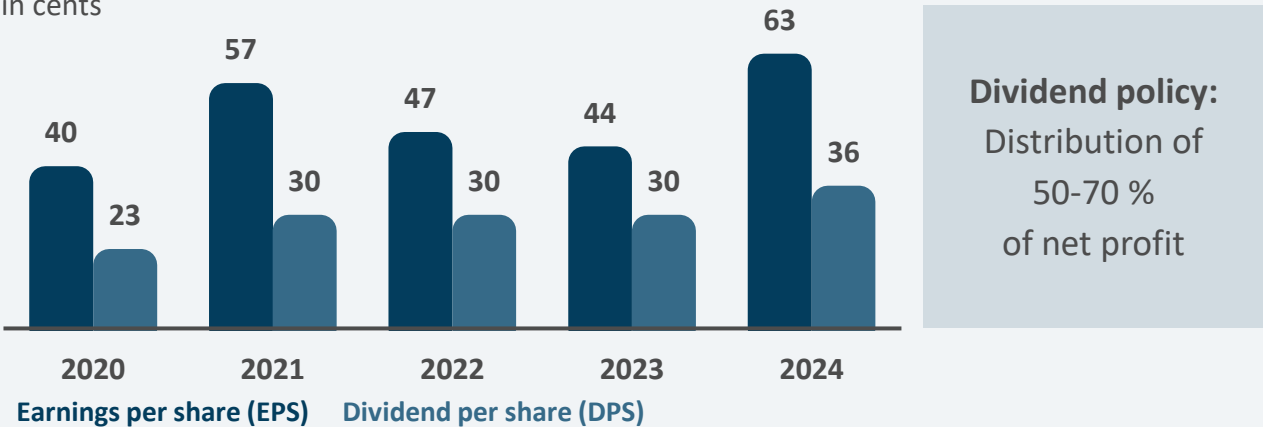
- + **Unlocking potential** in the corporate client business through the extensive MLP network
- + **Expansion of non-life insurance premium volume to €1.0 – 1.1 billion**

- + **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**



# Attractive dividend policy & valuation

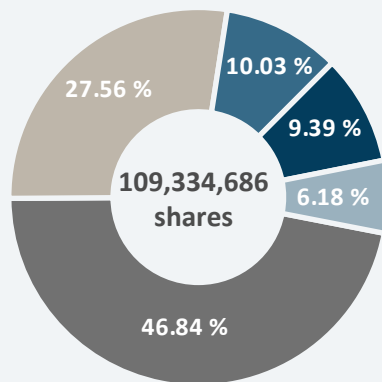
Earnings per share (EPS) and dividend per share (DPS)  
in cents



EPS planning 2028  
**90-99 cents**

## Stable shareholder structure

Notifications made to MLP, date of last update: Jan 9, 2025



- Family Lautenschläger (pooling agreement)
- HanseMerkur Krankenversicherung auf Gegenseitigkeit
- Barmenia Versicherungen a. G., Gothaer
- Versicherungsbank VVaG
- Allianz SE
- Freefloat (Definition Deutsche Börse)\*
- \* thereof shareholdings of the Executive Board 2.21 %

## Research Coverage

Analysts' estimates, date of last update: Dec 8, 2025

NuWays	Buy	TP € 12.50
ODDO BHF	Outperform	TP € 10.00
Metzler	Buy	TP € 9.80
Pareto Securities	Buy	TP € 9.00
Consensus estimate		Ø TP € 10.33

# Summary MLP Group

- ✓ **Stable business model** with high percentage of recurring revenues and **solid balance sheet structure**
- ✓ **Successful growth path** and **ambitious future plannings**
- ✓ **Overall trends support** further growth ambitions
- ✓ **Stable shareholder structure** and **attractive dividend policy**

# Many thanks for your time

## We are happy to answer your questions

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Details on upcoming events can be found on our website:  
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