MLP SE – Tailored solutions for all financial questions
Roadshow Pareto

May 19, 2022
Agenda

01 MLP at a glance

02 Business performance Q1 2022

03 Outlook
MLP SE: The leading independent financial advisory group

Group of strong B2B and B2C brands

Creating exceptional added value and helping our clients to make better financial decisions

Intensive transfer of know-how within the network

Intelligently combining personal and digital offerings
“The networking of different perspectives and expertise creates special added value within the Group.”

This is MLP
Extended value creation within the MLP Group

Expansion of business relations with growing range of services in the network

Intensive networking and further knowledge transfer among specialists from the Group divisions

Strong brands in their respective business field:

- MLP
- FERI
- RVM
- TPC
- DOMCURA
- DEUTSCHLAND. Immobilien

Digitalisation to increase process efficiency for both clients and consultants

*Different client groups within the Group: private clients, family offices, institutional investors, companies, brokers and other intermediaries etc.*

Roadshow Pareto, May 19, 2022
MLP SE: Attractive dividend policy & valuation

**1. Attractive Dividend policy**

**Dividend per share in €**

- 2015: €0.12
- 2016: €0.08
- 2017: €0.20
- 2018: €0.20
- 2019: €0.21
- 2020: €0.23
- 2021: €0.30

**Pay out ratio: 50%-70% of net profit**

**2. Broad Research coverage**

- Hauck & Aufhäuser: Buy, TP €11.00
- Pareto Securities: Buy, TP €10.00
- Kepler Cheuvreux: Buy, TP €10.00
- Independent Research: Buy, TP €9.50
- Bankhaus Metzler: Buy, TP €10.00

**3. Stable Shareholder structure**

- Family Lautenschläger: 29.16%
- Barmer: 8.50%
- Allianz: 6.18%
- HanseMerkur Krankenversicherung: 10.03%
- Freefloat (Definition Deutsche Börse): 46.13%

**Notifications made to MLP SE >3%**

1. Family Lautenschläger
2. Barmer
3. Allianz
4. HanseMerkur Krankenversicherung
5. Freefloat (Definition Deutsche Börse)

**Dividend yield**

- 2015: 3.30%
- 2016: 1.90%
- 2017: 3.60%
- 2018: 4.50%
- 2019: 3.80%
- 2020: 4.30%
- 2021: 3.50%

**Incl. 9.19% Universal Investment Gesellschaft**

- 2015: 46.13%
- 2016: 10.03%
- 2017: 8.50%
- 2018: 6.18%
- 2019: 2.03%
- 2020: 4.30%
- 2021: 29.16%

**Pay-out ratio 2021: 52%**

**Notifications made to MLP SE >3%**

- As of May 2022
- Subject to approval by the Annual General Meeting on June 2, 2022

**As of May 2022**

- 109,334,686 shares

**1 Pooling agreement**

**2 Subject to approval by the Annual General Meeting on June 2, 2022**
Sustainability management becoming more important

- Climate neutrality of the Group as of 2022
- Switching over the entire energy supply to renewable energies in 2019
- Further optimised mobility concept as well as first ever compensation of all recorded CO2 emissions in 2020
- Advising customers on all sustainability aspects

2022: Dedicated Sustainability Policy adopted for the MLP Group

2020: "Prime" status achieved for the first time
Agenda

01 MLP at a glance

02 Business performance Q1 2022

03 Outlook
Highlights Q1 2022

- Significant increase in total revenue to €254.7 million at the start of the year (up 15%)
- Gains across all fields of consulting and in virtually all parts of the MLP Group
- EBIT increases significantly to €34.6 million (Q1 2021: €21.8 million) – first-time consolidation of the Industrial Broker segment in a first quarter and a pronounced increase in the real estate business
- Forecast for 2022 confirmed: Despite increased risks in the markets, MLP still anticipates recording EBIT of €75 to 85 million
- Medium-term planning of reaching EBIT of €100 to 110 million and sales revenue of more than €1.1 billion by the end of 2025 reaffirmed
Total revenue up by 15 %

Each as of March 31
Gains in all consulting fields

Revenue in € million

<table>
<thead>
<tr>
<th>Service</th>
<th>Q1 2022 (2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wealth management</td>
<td>81.2 (77.3)</td>
</tr>
<tr>
<td>Old-age provision</td>
<td>40.4 (39.2)</td>
</tr>
<tr>
<td>Non-life insurance</td>
<td>82.2 (67.1)</td>
</tr>
<tr>
<td>Real estate brokerage and development*</td>
<td>20.1 (8.7)</td>
</tr>
<tr>
<td>Health insurance</td>
<td>14.6 (14.2)</td>
</tr>
<tr>
<td>Loans and mortgages**</td>
<td>5.6 (4.8)</td>
</tr>
<tr>
<td>Interest income</td>
<td>3.6 (3.3)</td>
</tr>
<tr>
<td>Other commissions and fees</td>
<td>2.2 (1.0)</td>
</tr>
</tbody>
</table>

Revenue breakdown:

- Wealth management: +5.0%
- Old-age provision: +3.1%
- Non-life insurance: +22.5%
- Real estate brokerage and development*: +131.0%
- Health insurance: +2.8%
- Loans and mortgages**: +16.7%
- Interest income: +9.1%
- Other commissions and fees: +120.0%

Previous year’s values in brackets
*of which real estate project development: Q1 2022: € 7.6 million (Q1 2021: € 2.0 million) | **excl. MLP Hyp
### Development of client and consultant numbers

<table>
<thead>
<tr>
<th></th>
<th>March 31, 2020</th>
<th>March 31, 2021</th>
<th>March 31, 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross number of new clients</strong></td>
<td>4,500</td>
<td>4,600</td>
<td>4,000</td>
</tr>
</tbody>
</table>

**Family clients**

- March 31, 2020: 564,200
- March 31, 2021: 555,200
- March 31, 2022: 564,200

**Number of client consultants**

- March 31, 2021: 2,069
- December 31, 2021: 2,083
- March 31, 2022: 2,048
**Q1: EBIT increases significantly to € 34.6 million**

Income statement

<table>
<thead>
<tr>
<th></th>
<th>Q1 2021</th>
<th>Q1 2022</th>
<th>Change in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>221.4</td>
<td>254.7</td>
<td>+15.0</td>
</tr>
<tr>
<td>EBIT</td>
<td>21.8</td>
<td>34.6</td>
<td>+58.7</td>
</tr>
<tr>
<td>Finance cost</td>
<td>-0.9</td>
<td>-0.6</td>
<td>+33.3</td>
</tr>
<tr>
<td>EBT</td>
<td>20.9</td>
<td>34.0</td>
<td>+62.7</td>
</tr>
<tr>
<td>Taxes</td>
<td>-5.1</td>
<td>-9.8</td>
<td>-92.2</td>
</tr>
<tr>
<td>Net profit</td>
<td>15.8</td>
<td>24.2</td>
<td>+53.2</td>
</tr>
<tr>
<td>EPS in € (diluted/basic)</td>
<td>0.15</td>
<td>0.23</td>
<td>+53.3</td>
</tr>
</tbody>
</table>
### Strong balance sheet

**Equity ratio:** 14.0%

**Return on equity:** 4.9%

**Own funds ratio:** 18.8%

**Net liquidity € 233 million**

<table>
<thead>
<tr>
<th>Assets</th>
<th>Dec 31, 2021</th>
<th>March 31, 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intangible assets</td>
<td>226.8</td>
<td>225.6</td>
</tr>
<tr>
<td>Financial assets</td>
<td>195.2</td>
<td>210.2</td>
</tr>
<tr>
<td>Receivables from clients in the banking business</td>
<td>961.4</td>
<td>1,019.0</td>
</tr>
<tr>
<td>Receivables from banks in the banking business</td>
<td>478.3</td>
<td>560.1</td>
</tr>
<tr>
<td>Other receivables and assets</td>
<td>261.9</td>
<td>225.2</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>1,377.8</td>
<td>1,311.5</td>
</tr>
</tbody>
</table>

| Liabilities and shareholders' equity         |
|---------------------------------------------|--------------|----------------|
| Shareholders’ equity                        | 496.2        | 522.6          |
| Provisions                                  | 137.0        | 129.1          |
| Liabilities due to clients in the banking business | 2,516.1 | 2,553.2        |
| Liabilities due to banks in the banking business | 129.3    | 136.5          |
| Other liabilities                           | 370.3        | 350.8          |
| **Total**                                   | **3,693.4**  | **3,742.3**    |
Executive Board proposes dividend of 30 cents per share

- Subject to approval by the Supervisory Board and Annual General Meeting.

### Dividend per share

<table>
<thead>
<tr>
<th>Year</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>20</td>
<td>21</td>
<td>23</td>
<td>30</td>
</tr>
</tbody>
</table>

### Return on dividend

- 2018: 4.5%
- 2019: 3.8%
- 2020: 4.3%
- 2021*: 3.5%

### Distribution rate

- 2018: 63%
- 2019: 62%
- 2020: 58%
- 2021*: 52%

*Subject to approval by the Supervisory Board and Annual General Meeting.

Roadshow Pareto, May 19, 2022
Assets under management remain at record level

As of December 31, Q1 as of March 31

*incl. first-time consolidation of RVM Group as of April 1, 2021
Industrial Broker segment established – further expansion

Highly fragmented market*

- **approx. 10 companies** generating revenue > € 30 million
- **approx. 40 companies** generating revenue of € 10 - 30 million
- **approx. 900 companies** generating revenue of € 1 - 10 million

MLP's buy and build strategy

- **RVM / MLP: Tapping common potential**
- **Acquisition of further brokers from the industrial insurance segment**
- **Synergies within the new segment and within the MLP ecosystem**

---

**04/22 Latest acquisition: Dr. Schmitt GmbH Würzburg-Versicherungsmakler / DSV**

*MLP's own estimate

---

Segment sales revenue reaching **€ 30 million**
Further training now also offered to external participants: MLP School of Financial Education

• The MLP Corporate University has been offering top level training and further education for more than 20 years – The MLP School of Financial Education now also offers training programmes for external participants
• These courses focus on financial education and have a modular portfolio (virtual events or face-to-face training)

For experts from the financial services sector*:
• Certified Financial Planner CFP©
• Real estate brokerage: theory and practice

For physicians*:
• The medical manager
• Behavioural Finance

For entrepreneurs*:
• The entrepreneur as a manager
• Behavioural Finance

For companies*:
• Financial education for employees
• Career essentials for young professionals

*Selected offers
Agenda

01 MLP at a glance

02 Business performance

03 Outlook
Forecast 2022 – EBIT benefits from successfully implemented growth drivers

EBIT 2022 expected to reach € 75 to 85 million

- Strong investment phase completed in 2021
  - Break-even in the young segment
  - Optimised cost structure

- EBIT 2020 and 2021
  - Strong contribution from performance-based compensation*
  - The decline in these in 2022 is to be largely compensated for by further growth in new business and increasing recurring revenues in other consulting fields

- Real estate business gaining ground / contribution from industrial segment

*Sales revenue effect 2020: € 35.5 million, 2021: € 66.9 million
Forecast 2022 – Diversified revenue growth

Qualitative assessment of revenue development

- Wealth management
  - Old-age provision
  - Non-life insurance
  - Real estate brokerage
  - Health insurance
  - Loans and mortgages

very positive: ++, positive: +, neutral: 0, negative: -, very negative: --
Planning for 2025 – EBIT and sales revenue reaching the next level

**2022**
- EBIT € 75 – 85 million

**Growing real estate business**
- EBIT € 100 – 110 million
- Sales > € 1.1 billion

**Sustainable Growth**
- Greater revenue from old-age provision
- Stable growth in other business fields

**Increasing assets under management**
- Rising fee income through growth in assets under management
- Base line for performance-based compensation improved

**+ M&A activities**

**Supported by enhanced cost efficiency**
Success factors for growth to next EBIT level in 2025

- Constant growth in assets under management to € 62 to 68 billion, leading to greater fee income
- Contribution of institutional and private clients

- Young segment broke even in 2021 / further growth in old-age provision thanks to seasoned consultants
- Ongoing recovery in occupational pension provision
- Constant growth of the non-life insurance portfolio volume
- Sustainable growth in all parts of the Group

- Brokered real estate volume rising to € 600 to 640 million
- Established project business with increasing earnings contribution
Summary

• **Significant rise** in **revenue and profit** recorded in the first quarter – despite **intensified challenges in the markets**

• Right **on track** for the **current year**; at the same time **MLP prepares itself** to weather any potential setbacks due to the effects of **inflation** and the **Ukraine war**

• **Focus on mid-term planning for 2025**: to raise revenue and profit in the MLP Group to the **next level**
Thanks for your attention!
If you have any questions, please do not hesitate to contact us.

<table>
<thead>
<tr>
<th>Financial event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual General Meeting of MLP SE</td>
<td>June 2, 2022</td>
</tr>
<tr>
<td>Publication of the financial results for the first half-year and second quarter 2022</td>
<td>August 11, 2022</td>
</tr>
<tr>
<td>Publication of the financial results for the first nine months and the third quarter 2022</td>
<td>November 10, 2022</td>
</tr>
</tbody>
</table>

Alte Heerstraße 40
69168 Wiesloch

06222 • 308 • 8320

investorrelations@mlp.com

mlp-se.com