FY 2021 business figures

Wiesloch, March 10, 2022
Highlights FY 2021

- **FY 2021**: Total revenue increased for the eighth year in succession, setting **new all-time high** at € 934.5 million
- Particularly **strong gains** recorded in **real estate brokerage** (up 59 percent) and **wealth management** (up 36 percent) – significantly higher performance-based compensation than planned
- Despite challenging framework conditions and ongoing investments, **earnings before interest and taxes** (EBIT) significantly **above the previous year's level** at € 96.8 million (2020: € 59.4 million)
- Executive Board proposes **dividend of 30 cents** per share (2020: 23 cents)
- **Further development of MLP** resolutely driven forward – past financial year as a further, particularly successful intermediate step
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:

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.
FY 2021: Total revenue reaches new all-time high

In € million

- **Total revenue**
  - 2005: 563.9
  - 2007: 629.8
  - 2009: 532.1
  - 2011: 545.5
  - 2013: 499.0
  - 2015: 554.3
  - 2017: 628.2
  - 2019: 708.8
  - 2021: 934.5

- Proportion of recurring revenue:
  - 2005: 30%
  - 2021: 59%

- Revenue from interest income:
  - 2020: 15.2
  - 2021: 12.7

- Other revenue:
  - 2020: 21.8
  - 2021: 27.2

- Commission income:
  - 2020: 730.4
  - 2021: 894.6

- Revenue:
  - 2020: 745.5
  - 2021: 907.3
FY 2021: Wealth management and real estate brokerage with particularly strong growth

<table>
<thead>
<tr>
<th>Service</th>
<th>FY 2021</th>
<th>Q4 2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wealth management</td>
<td>356.1</td>
<td>106.3</td>
<td>+39.0%</td>
</tr>
<tr>
<td>Old-age provision</td>
<td>241.7</td>
<td>103.8</td>
<td>+15.2%</td>
</tr>
<tr>
<td>Non-life insurance</td>
<td>149.5</td>
<td>28.1</td>
<td>+5.2%</td>
</tr>
<tr>
<td>Real estate brokerage</td>
<td>62.8</td>
<td>23.1</td>
<td>+71.1%</td>
</tr>
<tr>
<td>Revenue in € million</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health insurance</td>
<td>54.4</td>
<td>13.6</td>
<td>+0.7%</td>
</tr>
<tr>
<td>Loans and mortgages*</td>
<td>25.0</td>
<td>9.1</td>
<td>+11.0%</td>
</tr>
<tr>
<td>Interest income</td>
<td>12.7</td>
<td>3.1</td>
<td>-11.4%</td>
</tr>
<tr>
<td>Other commissions and fees</td>
<td>5.2</td>
<td>1.8</td>
<td>+12.5%</td>
</tr>
</tbody>
</table>
Growth in family, corporate and institutional clients

<table>
<thead>
<tr>
<th>Gross number of new clients</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Family clients</td>
<td>19,300</td>
<td>18,400</td>
<td>21,100</td>
</tr>
<tr>
<td>Corporate and institutional clients</td>
<td>21,800</td>
<td>22,500</td>
<td>24,800</td>
</tr>
</tbody>
</table>

Each as of December 31
**FY 2021: EBIT significantly increased**

**Income statement**

<table>
<thead>
<tr>
<th></th>
<th>Q4 2020</th>
<th>Q4 2021</th>
<th>Change in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>242.0</td>
<td>302.3</td>
<td>+24.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>32.6</td>
<td>49.5</td>
<td>+51.8</td>
</tr>
<tr>
<td>Finance cost</td>
<td>-1.2</td>
<td>-0.9</td>
<td>+25.0</td>
</tr>
<tr>
<td>EBT</td>
<td>31.4</td>
<td>48.6</td>
<td>+54.8</td>
</tr>
<tr>
<td>Taxes</td>
<td>-6.5</td>
<td>-17.0</td>
<td>-161.5</td>
</tr>
<tr>
<td>Net profit</td>
<td>24.9</td>
<td>31.6</td>
<td>+26.9</td>
</tr>
<tr>
<td>EPS in € (basic/diluted)</td>
<td>0.23</td>
<td>0.29</td>
<td>+26.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>Change in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>767.3</td>
<td>934.5</td>
<td>+21.8</td>
</tr>
<tr>
<td>EBIT</td>
<td>59.4</td>
<td>96.8</td>
<td>+63.0</td>
</tr>
<tr>
<td>Finance cost</td>
<td>-3.0</td>
<td>-3.6</td>
<td>-20.0</td>
</tr>
<tr>
<td>EBT</td>
<td>56.3</td>
<td>93.3</td>
<td>+65.7</td>
</tr>
<tr>
<td>Taxes</td>
<td>-13.1</td>
<td>-30.4</td>
<td>-132.1</td>
</tr>
<tr>
<td>Net profit</td>
<td>43.2</td>
<td>62.8</td>
<td>+45.4</td>
</tr>
<tr>
<td>EPS in € (basic/diluted)</td>
<td>0.40</td>
<td>0.57</td>
<td>+42.5</td>
</tr>
</tbody>
</table>
Return on equity increased

<table>
<thead>
<tr>
<th>Assets</th>
<th>Dec. 31, 2020</th>
<th>Dec. 31, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intangible assets</td>
<td>178.9</td>
<td>226.8</td>
</tr>
<tr>
<td>Financial assets</td>
<td>197.6</td>
<td>195.2</td>
</tr>
<tr>
<td>Receivables from clients in the banking business</td>
<td>880.6</td>
<td>961.4</td>
</tr>
<tr>
<td>Receivables from financial institutions in the banking business</td>
<td>751.5</td>
<td>478.3</td>
</tr>
<tr>
<td>Other receivables and assets</td>
<td>199.8</td>
<td>261.9</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>859.0</td>
<td>1,377.8</td>
</tr>
</tbody>
</table>

**Liabilities and shareholders' equity**

<table>
<thead>
<tr>
<th>Liabilities and shareholders' equity</th>
<th>Dec. 31, 2020</th>
<th>Dec. 31, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholders' equity</td>
<td>454.0</td>
<td>496.2</td>
</tr>
<tr>
<td>Provisions</td>
<td>115.8</td>
<td>137.0</td>
</tr>
<tr>
<td>Liabilities due to clients in the banking business</td>
<td>2,271.9</td>
<td>2,516.1</td>
</tr>
<tr>
<td>Liabilities due to banks in the banking business</td>
<td>107.5</td>
<td>129.3</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>265.7</td>
<td>370.3</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,235.0</strong></td>
<td><strong>3,693.4</strong></td>
</tr>
</tbody>
</table>

Equity ratio: 13.4%

Return on equity: 13.8%

Core capital ratio: 17.9%

Net liquidity: € 209 million
Executive Board proposes dividend of 30 cents per share

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend per share</th>
<th>Return on dividend</th>
<th>Distribution rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>20</td>
<td>4.5%</td>
<td>63%</td>
</tr>
<tr>
<td>2019</td>
<td>21</td>
<td>3.8%</td>
<td>62%</td>
</tr>
<tr>
<td>2020</td>
<td>23</td>
<td>4.3%</td>
<td>58%</td>
</tr>
<tr>
<td>2021*</td>
<td>30</td>
<td>3.5%</td>
<td>52%</td>
</tr>
</tbody>
</table>

Indexed share price development

*MLP SE  SDAX  DAXsector Financial Services*

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

2020: "Prime" status achieved for the first time

2022: Dedicated Sustainability Policy adopted for the MLP Group

Corporate ESG Performance Prime
Further increases of key figures in the MLP Group

Assets under management

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>In € billion</td>
<td>39.2</td>
<td>42.7</td>
<td>56.6</td>
</tr>
</tbody>
</table>

Non-life insurance portfolio volume

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>In € million</td>
<td>405.5</td>
<td>440.4</td>
<td>554.6*</td>
</tr>
</tbody>
</table>

Each as of December 31

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

- 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

RVM Group as a key market member

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

Highly fragmented market*

*MLP's own estimate
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 entrepreneurs*:
- The entrepreneur as a manager
- Behavioural Finance

For physicians*:
- The medical manager
- Behavioural Finance

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

*Selected offers
Forecast 2022 – EBIT benefits from successfully implemented growth drivers

ETIB 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

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

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

Growing real estate business
- Rising brokerage volume
- Project business gaining ground

2025
EBIT € 100 – 110 million
Sales > € 1.1 billion

+ 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

• A wide range of challenges overcome, while seizing opportunities in markets – 2021 again represents an exceptional and particularly successful year for MLP

• MLP Group now stronger and more diversified than ever before, at the same time additional growth potential created – Forecast for 2022 and Planning for 2025 underpin this

• Confident start to the year despite increased risks in the markets – focus already on the next period of growth: planned EBIT of € 100 to 110 million in 2025