



Business figures 2025

Wiesloch, March 12, 2026

Highlights 2025

- **Unique business model** with high **stability** and extensive **growth opportunities** – **Innovative strength in artificial intelligence** serves as an additional accelerator
- **Record high in total revenue** (€1.08 billion), **72 % recurring sales revenues**, **record figures for assets under management** (€65.9 billion) and **non-life insurance premium volume** (€809 million)
- **EBIT for the full year 2025 at €87.9 million**, already including **one-off effect** following the implemented focussing in the real estate business
- **Constant dividend proposal of 36 cents per share** corresponds to a **5.2 % dividend yield**
- **Forecast for 2026: EBIT of €100 to €110 million** – **Planning for 2028: EBIT of €140 to €155 million**

Unique business model – AI as an accelerator



MLP's performance for clients is further scaled by AI

- Personal advisory with maximum AI support
- Comprehensive trends provide additional support

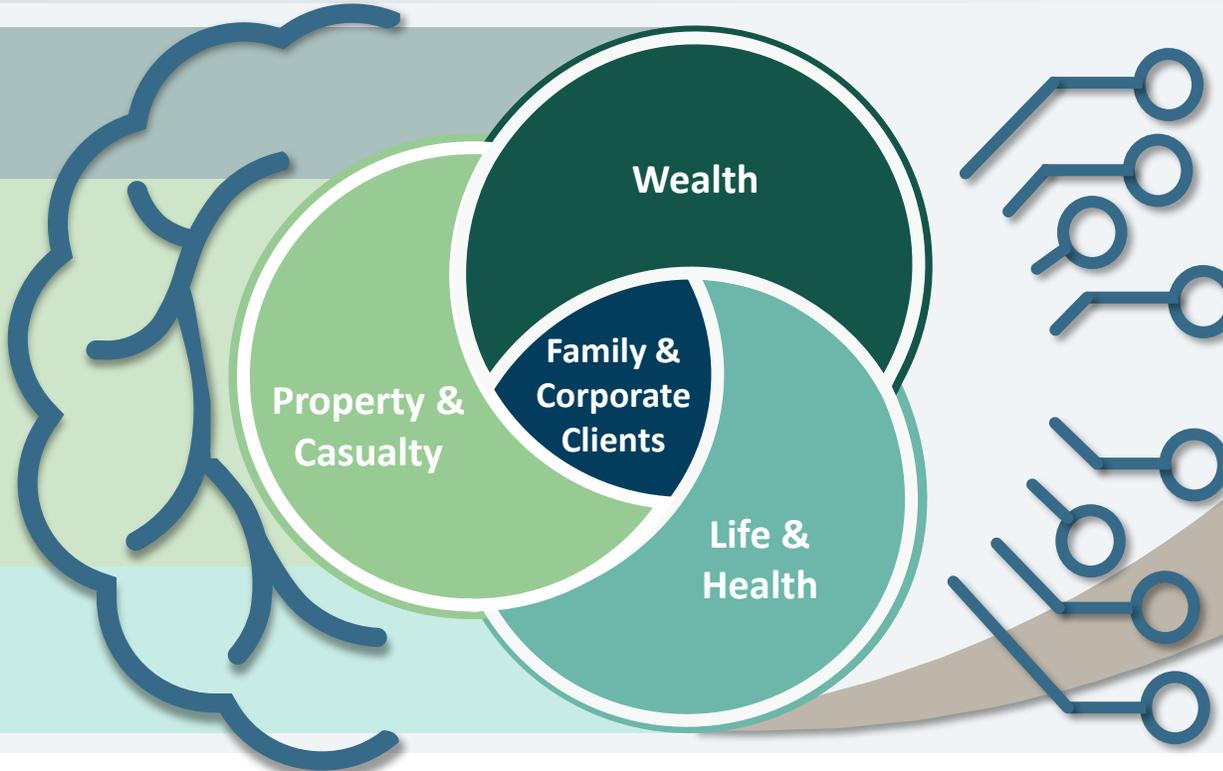
Wealth successions



Environmental risks
(incl. climate and
cyber risks)



Demography



Agenda

Business figures 2025

1 | BUSINESS PERFORMANCE 2025

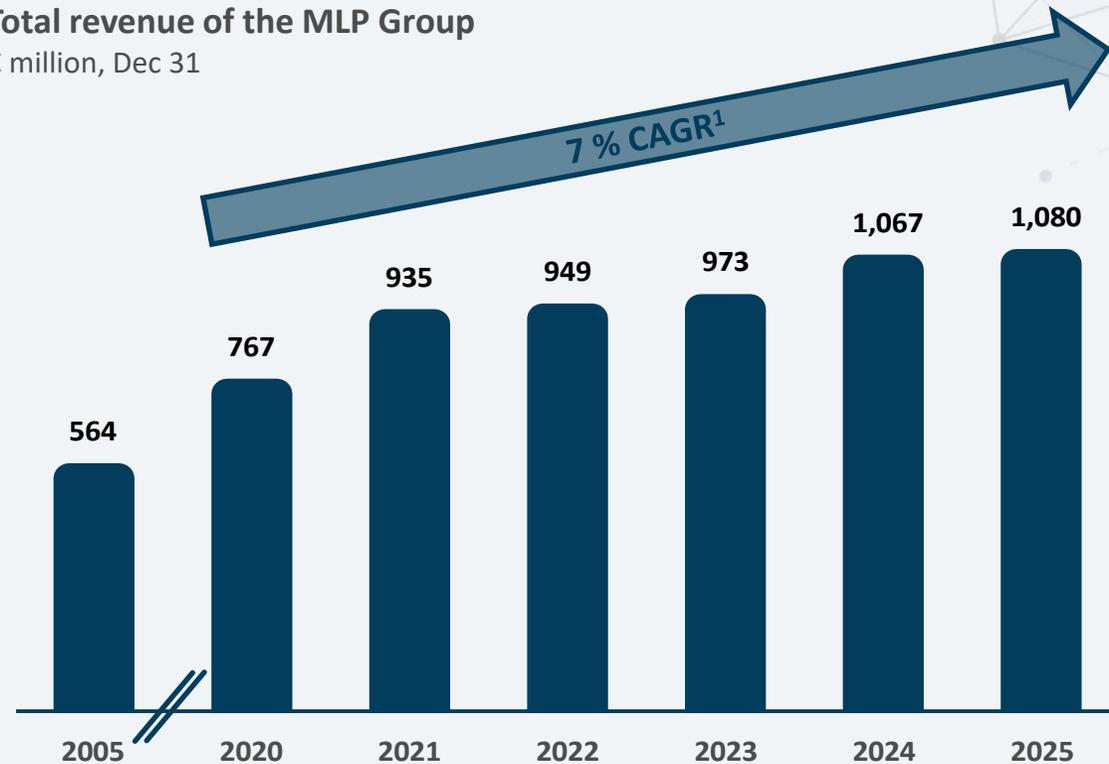
2 | FORECAST 2026

3 | STRATEGY

4 | PLANNING 2028

Total revenue reaches new record high

Total revenue of the MLP Group
€ million, Dec 31



Recurring revenue
Proportion of sale revenue, Dec 31, 2025

72 % of the sales revenue
recurring (€756 million)

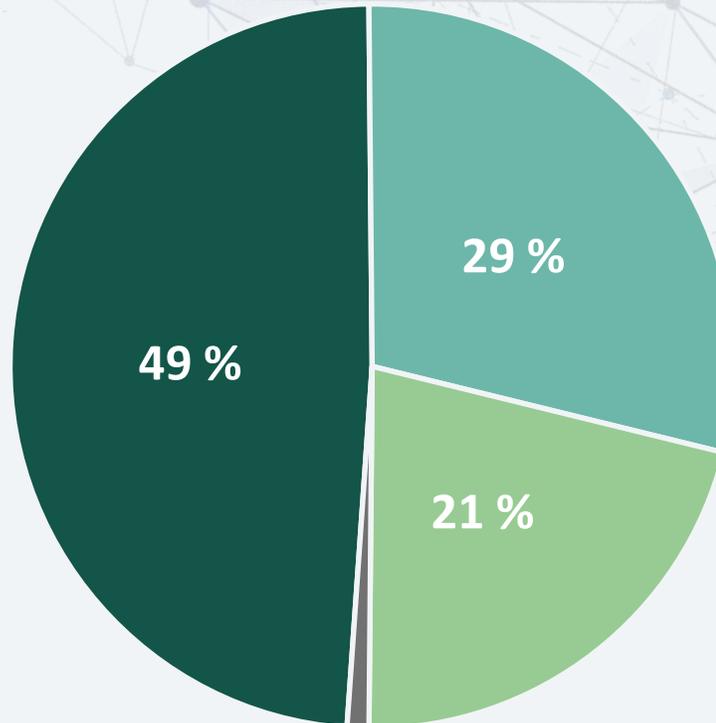
¹ Compound annual growth rate (period 2020-2025)

Strong growth in competence field Property & Casualty

Sales revenue breakdown into competence fields
 € million, Dec 31, 2025, previous year's values in brackets

Wealth	510	(520)	-2 %
Wealth management	380	(380)	-0 %
Interest income	78	(90)	-14 %
Real estate brokerage	36	(35)	+3 %
Loans and mortgages	17	(15)	+11 %

Others	10	(13)	-21 %
Real estate development	-0	(5)	-101 %
Other commissions and fees	10	(8)	+25 %



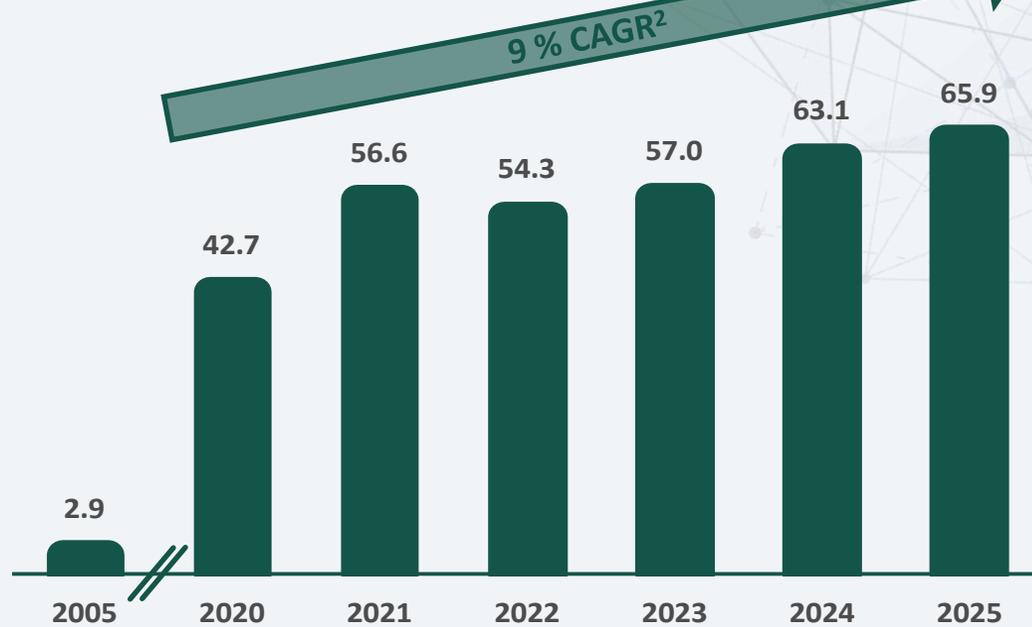
Life & Health	303	(298)	+2 %
Old-age provision	233	(234)	-1 %
Health insurance	70	(64)	+10 %

Property & Casualty	223	(206)	+8 %
Non-life insurance	223	(206)	+8 %

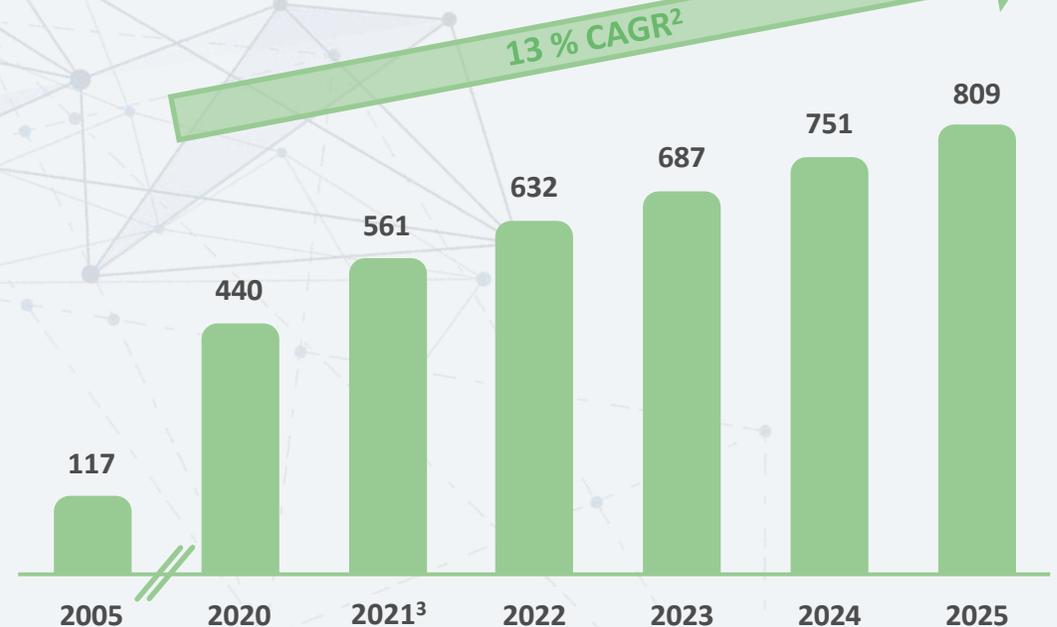
Sales revenue excl. performance-based compensation: +7 % in wealth management and +3 % in the competence field wealth compared with the previous year

Key figures reach new record highs

Assets under management¹
€ billion, Dec 31



Non-life insurance premium volume
€ million, Dec 31



¹ Contains wealth management and interest income

² Compound annual growth rate (period 2020-2025)

³ As from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

EBIT at €87.9 million despite one-off effect

Income statement

MLP Group (€ million)	2025	2024	△
Total revenue	1,079.6	1,066.7	+1 %
EBIT ¹	87.9	95.0	-7 %
Financial result	-2.8	4.6	-162 %
EBT	85.1	99.6	-15 %
Income taxes	-29.4	-30.3	-3 %
Net profit	55.7	69.3	-20 %
EPS in Euro	0.51	0.63	-20 %

Balance sheet figures

MLP Group	Dec 31, 2025
Balance sheet total	€4,269 million
Shareholders' equity	€585 million
Equity ratio	13.7 %
Return on equity	9.8 %
MLP Financial holding group	Dec 31, 2025
Core capital ratio	16.6 %
Liquidity Coverage Ratio (LCR)	972 %

¹ EBIT for 2025 includes a one-off effect of -€9.2 million from the focussing in the real estate business; without this one-off effect EBIT would have reached €97.1 million

Detailed information can be found on our website: <https://mlp-se.com/corporate-calendar/annual-press-conference-2026/>

Definitions of key figures can be found on our website: <https://mlp-se.com/investors/mlp-share/key-figures/>

Dividend policy generates reliable payouts

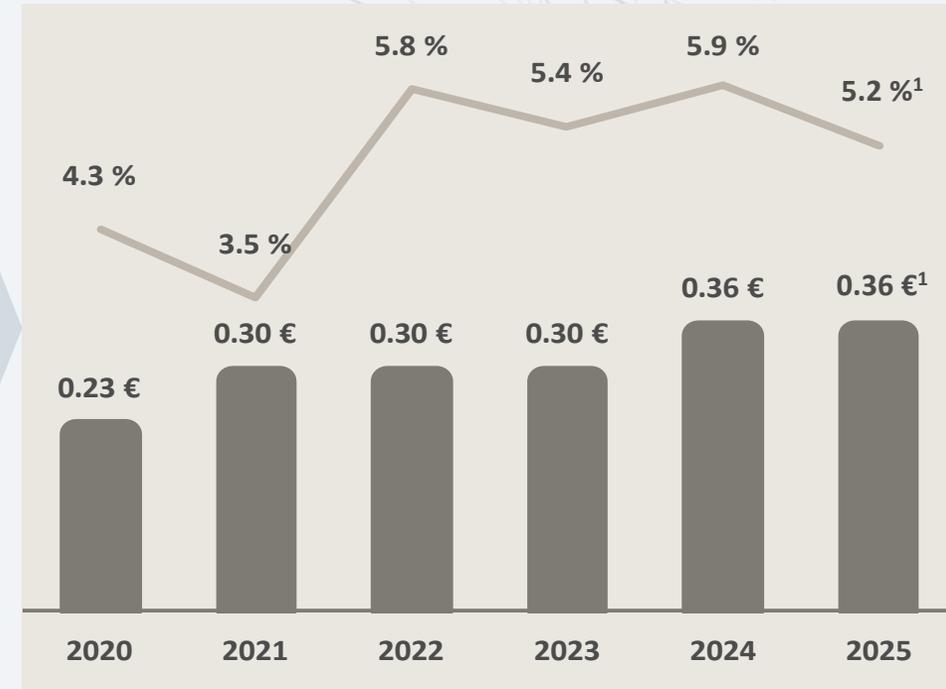
Earnings per share (EPS) and payout ratio
€ and percent, Dec 31



Earnings per share (EPS), payout ratio

Dividend policy:
Payout of
50 % to 70 % of
net profit

Dividend and dividend yield²
€ and percent, Dec 31



Dividend, dividend yield²

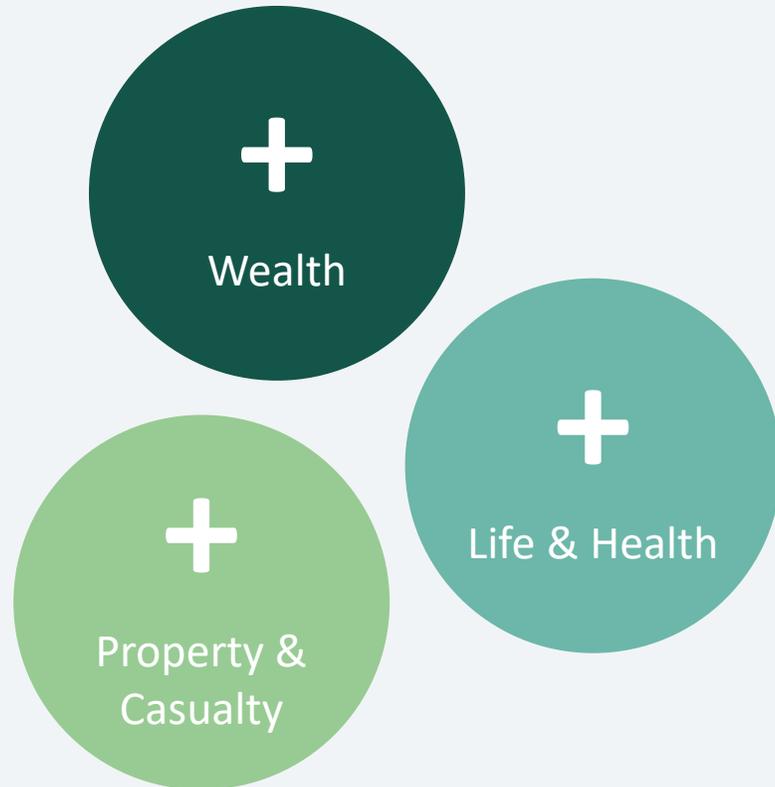
¹ Subject to approval by the Annual General Meeting on Jun 25, 2026

² The dividend yield is calculated based on the dividend for the financial year in relation to the Deutsche Börse XETRA closing price on the last trading day of the financial year

Forecast 2026

Sales revenue

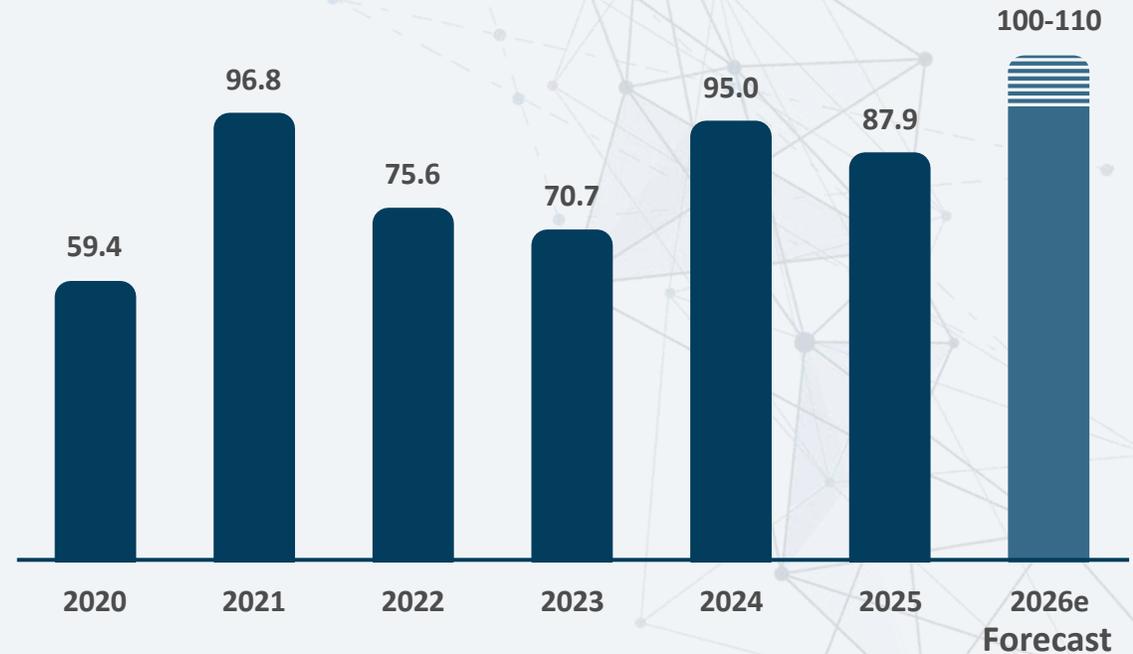
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

EBIT

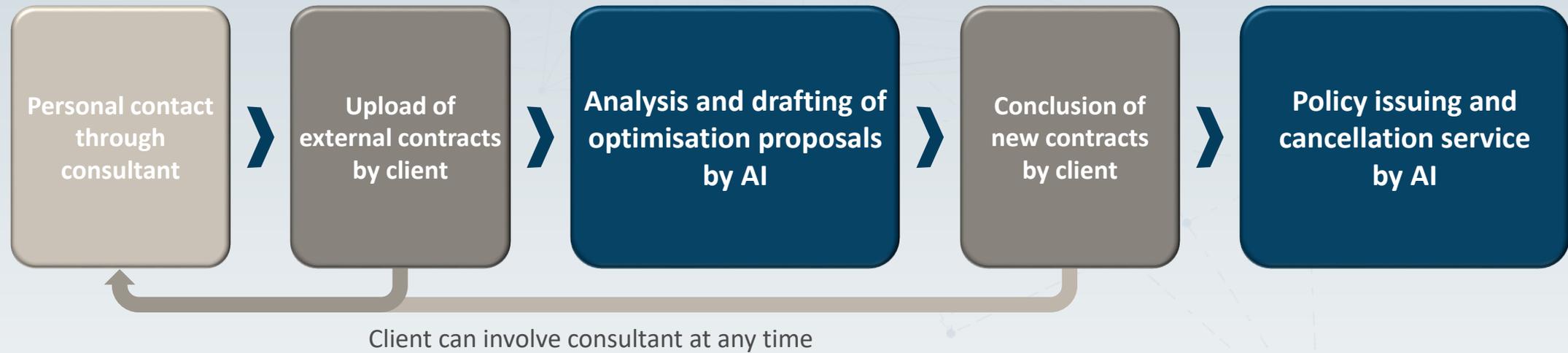
€ million, Dec 31



Intensified use of AI: example non-life insurance

The expertise of the subsidiary DOMCURA¹ will be gradually incorporated into MLP's consulting services

Fully automated contract optimisation with contract conclusion

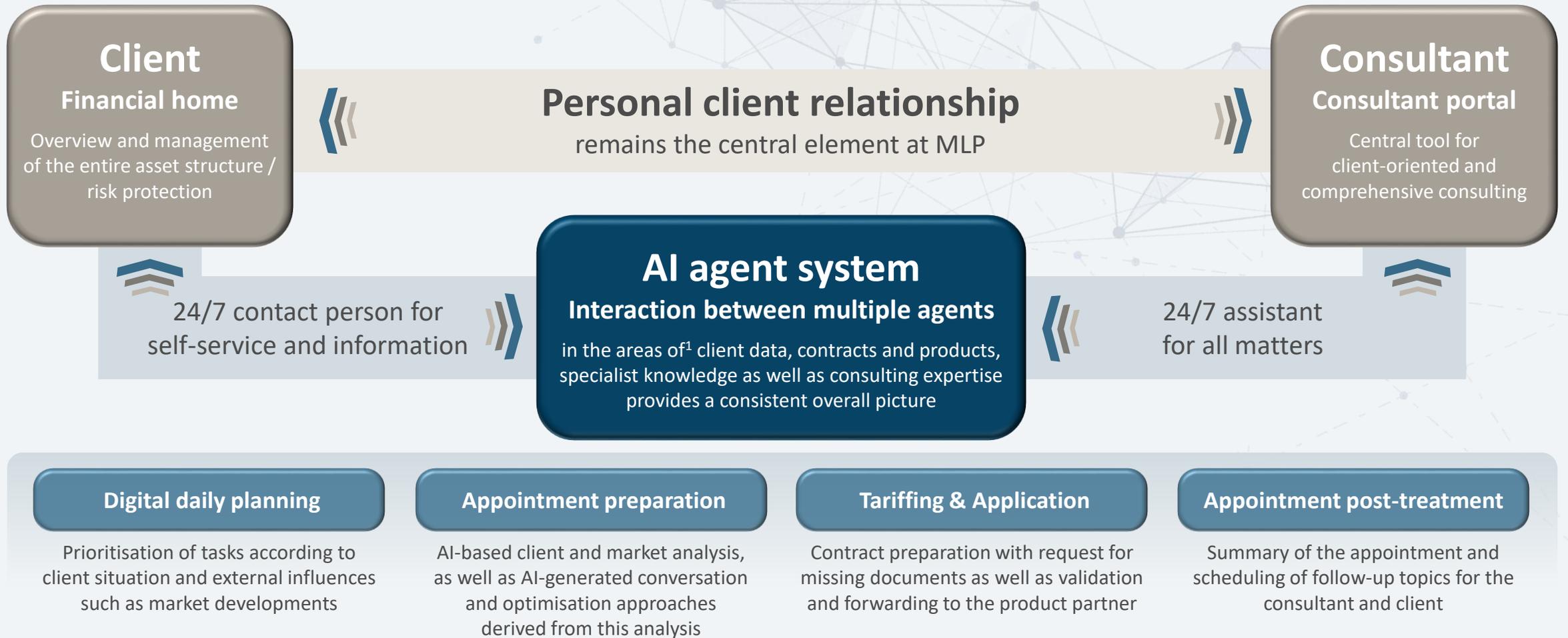


After initial contact by an MLP consultant, the AI takes over completely

MLP consultant always remains point of contact

¹ DOMCURA was named one of 'Germany's most innovative companies' by the economic magazine Capital in its 02/2026 issue, along with other companies

Increasing AI support for personal consulting



¹ Currently being implemented and expanded

Expansion of wealth management for MLP private clients

Significant market potential

Growth segment

703,000 households

2023-2024: **+11 %**

have liquid assets of between €0.5 million and €3 million¹

Asset growth

4-5 % CAGR²

of private banking clients' assets until 2030¹

MLP

is well positioned to achieve further growth in this market

AuM MLP Banking AG

€ billion, Dec 31



Based on MLP's private client business

Net inflows MLP Banking AG

€ billion, Dec 31



of which **€0.6 billion** from savings plans (Dec 31, 2025)

¹ Source: Private-Banking-Studie Deutschland 2025, zeb.rolfes.schierenbeck.associates GmbH

² Compound annual growth rate

Substantial growth opportunities in Alternative Investments

Significant market potential

Share of Alternatives

> 30 %

In institutional portfolios¹

Asset growth

10 % CAGR²

globally in Alternative Assets until 2029²



FERI: Hedge funds

- Largest bank-independent hedge fund research and investment team with around €3 billion in assets under management
- Cooperation Goldman Sachs on two new UCITS hedge funds with >€80 million net inflows in 3 months and positive performance
- Further hedge funds available

FERI: Volatility strategies

- Market-leading performance in volatility strategies
- Eight-member portfolio management team for >€3 billion in assets under management in three active UCITS funds
- Sales offensive in Europe and expansion of sales team

FERI: Private Markets

- >€10 billion in assets under management and over 20 years of experience
- Focus on small and mid-cap managers in private equity, infrastructure, real estate, private debt and timber
- Over 260 private markets investments

¹ Quelle: Investor Survey 2025, Bundesverband Alternative Investments e.V. (BAI)

² Source: Future of Alternatives 2029, Preqin; the reported compound annual growth rate is based on figures for 2023 to forecast 2028 for hedge funds, private markets (private equity and private debt), venture capital, real estate, infrastructure and natural resources

³ Alternative Investments as defined by FERI include hedge funds, private markets, real estate, volatility strategies, commodities and precious metals

Consistent expansion of corporate client business

Micro-companies

- Sales revenue < €1.0 million
- 3,051,000 companies¹

Commercial clients

- €1.0 million < sales revenue < €10.0 million
- 414,000 companies¹

Industrial clients

- Sales revenue > €10.0 million
- 79,000 companies¹

 **MLP**
Focus on freelancers

 **MLP**
RVM

RVM

 **MLP**

MLP's client base with
additional potential in
corporate client business

Corporate
clients

Corporate
clients

Corporate
clients

Additional development of potential at corporate clients
from MLP family clients in leading management positions

¹ Source: Statistical Business Register – Legal entities, employees and sales in the 2024 reporting year, Federal Statistical Office

Expansion of MLP's services to corporate clients

Life & Health

Occupational pension schemes

Growth 2025 to planning 2028 **+19 % CAGR¹**

Growth in sales revenue

Occupational health insurance

Growth 2025 to planning 2028 **+46 % CAGR¹**

Growth in brokered new business

Property & Casualty

- Significant expansion of non-life insurance premium volume of corporate clients planned

- Growth 2025 to planning 2028

+13 % CAGR¹

Wealth

- New launch of wealth management accounts for corporate clients
- Tapping into the MLP client base with all its inherent potential
- Access to additional and generally higher asset volumes

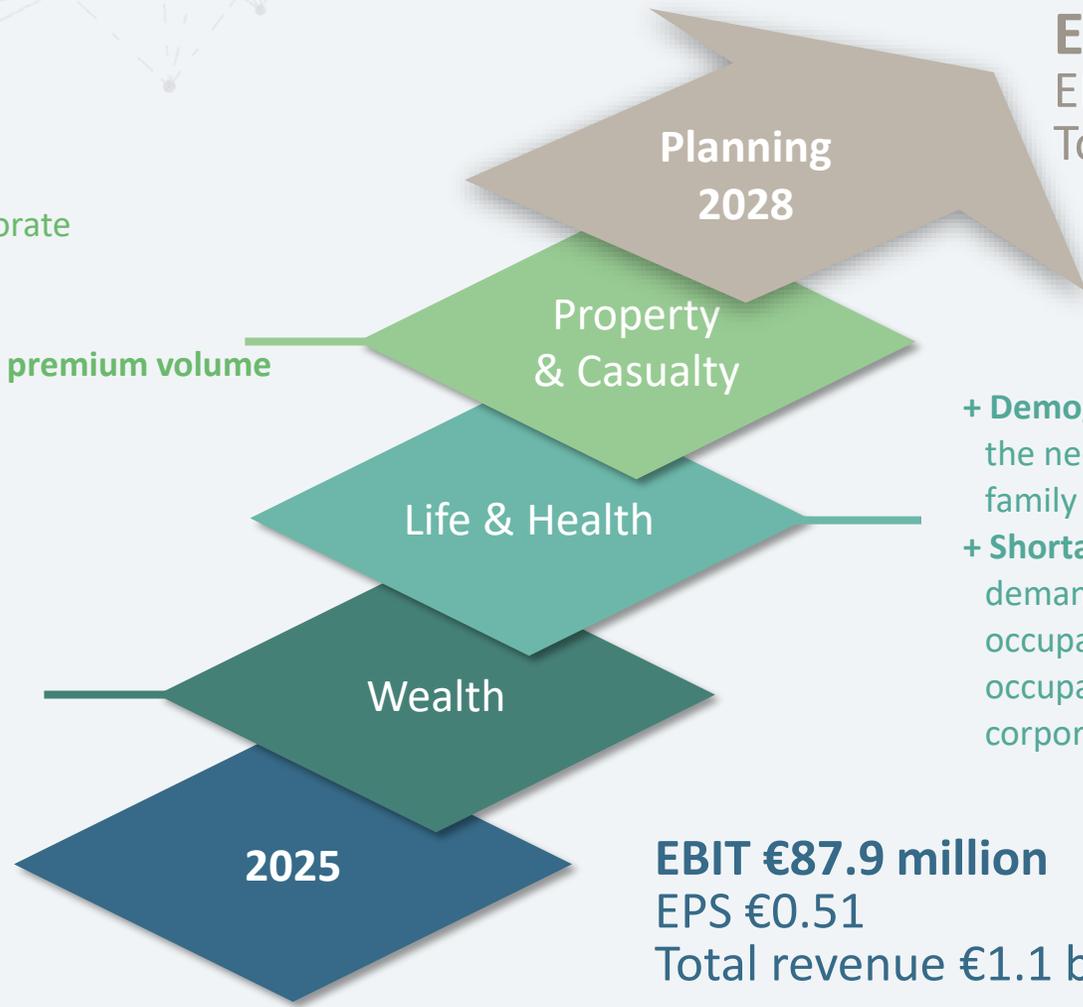
MLP solutions in all three competence fields also for corporate clients

¹ Compound annual growth rate

Planning 2028: Growth in all competence fields

EBIT €140 – €155 million
EPS €0.90 – €0.99
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 from €0.8 billion 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 from €66 billion to €75 – €81 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

EBIT €87.9 million
EPS €0.51
Total revenue €1.1 billion

Summary

- **Strategic positioning** has once again **proven its worth** – **High earnings stability** even in difficult market phases or in the case of one-off effects
- **Artificial intelligence** acts as an **additional accelerator** in the business model – **Innovative strength** secures strong starting position
- **Confirmed mid-term planning for 2028** underlines **growth ambitions**

We are happy to answer any questions you may have

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