

Annual General Meeting 2021

Dr. Uwe Schroeder-Wildberg

Chief Executive Officer of MLP SE

Wiesloch, June 24, 2021



Finanzen verstehen. Richtig entscheiden.

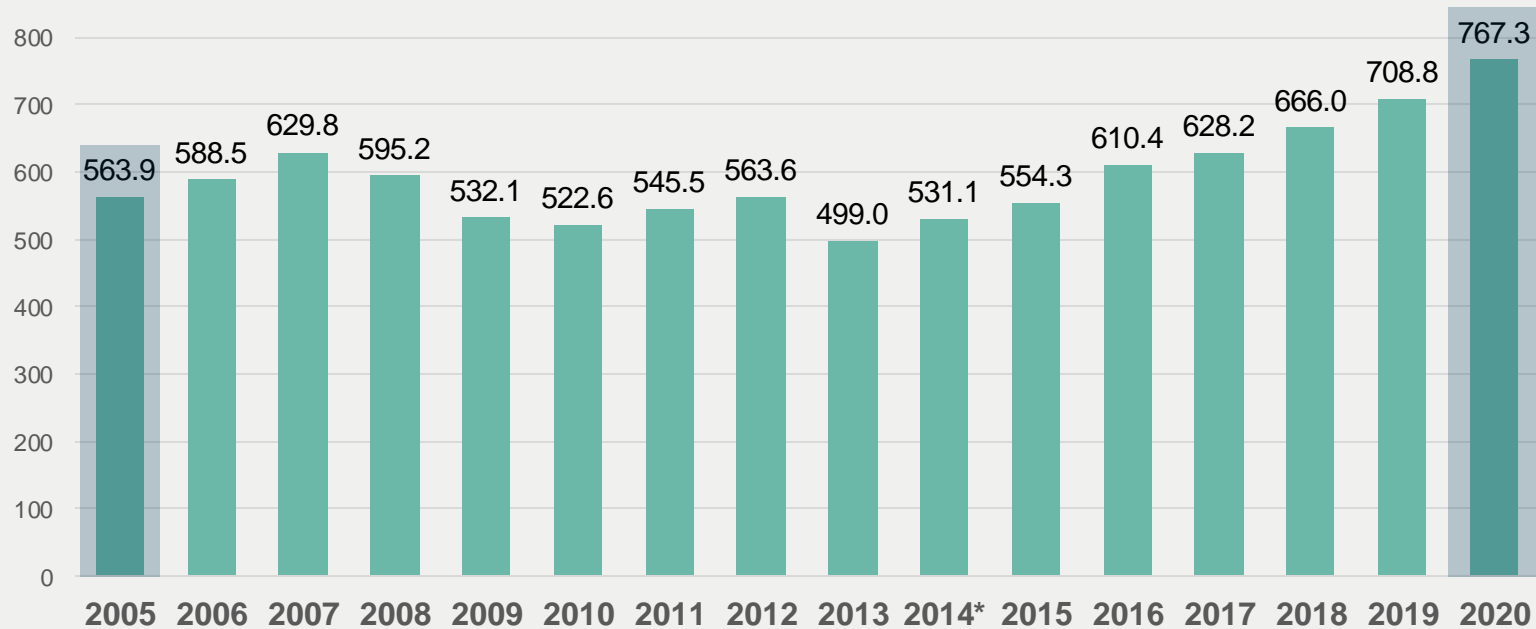
Overview FY 2020

- FY 2020: **Total revenue** up 8.3 percent, setting a **new record** – growth for seventh year in succession
- **Earnings** before interest and taxes (EBIT) of € 59.4 million, **up 26 percent on the previous year** – original forecast exceeded despite **coronavirus effects**
- Executive Board and Supervisory Board proposes a **dividend of 23 cents** per share (2019: 21 cents) – **MLP remains a very attractive dividend stock**
- **Planning for 2022 confirmed:** EBIT increase to € 75 to 85 million

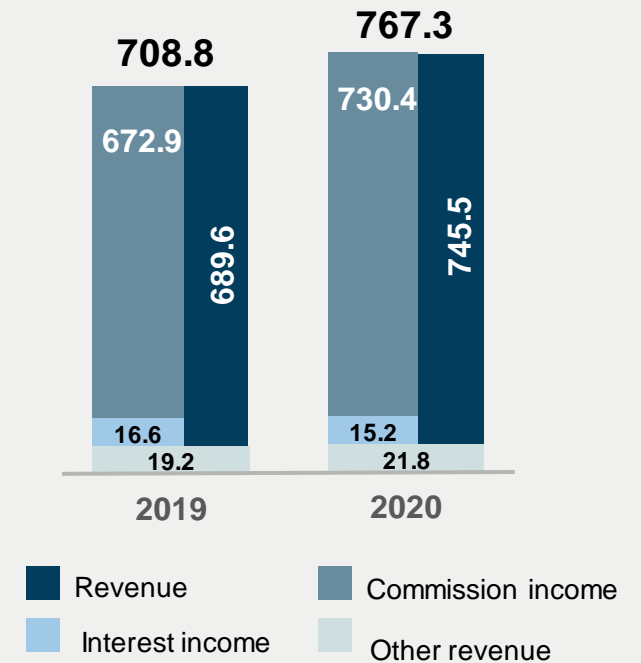
FY 2020: Total revenue reaches new all-time high

Total revenue FY

In € million



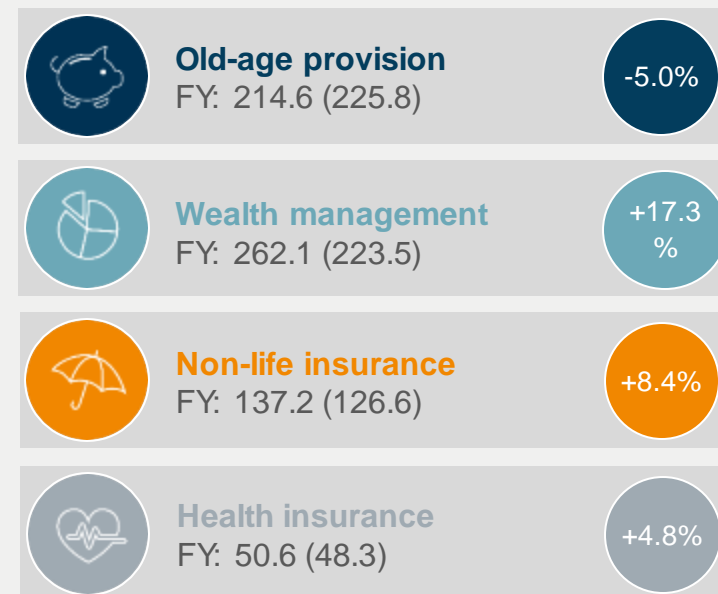
* Previous year's values adjusted



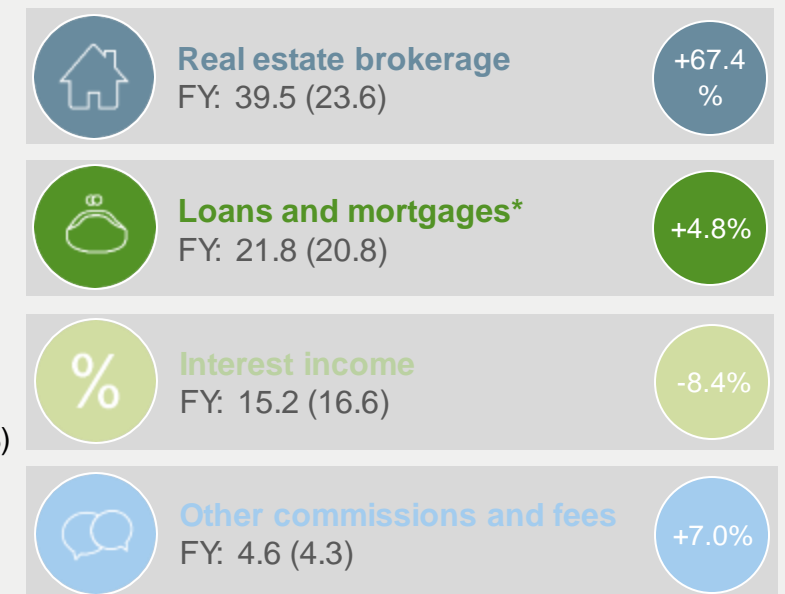
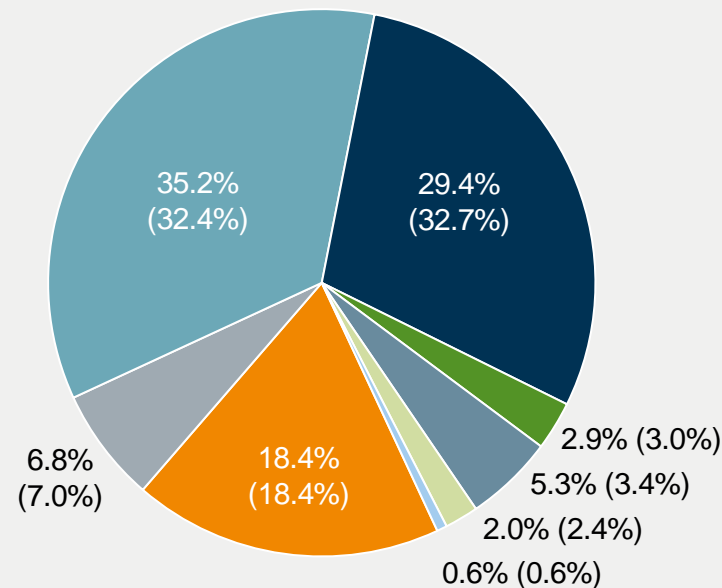
FY 2020: Wealth management with the highest share of revenue

Revenue 2020

In € million



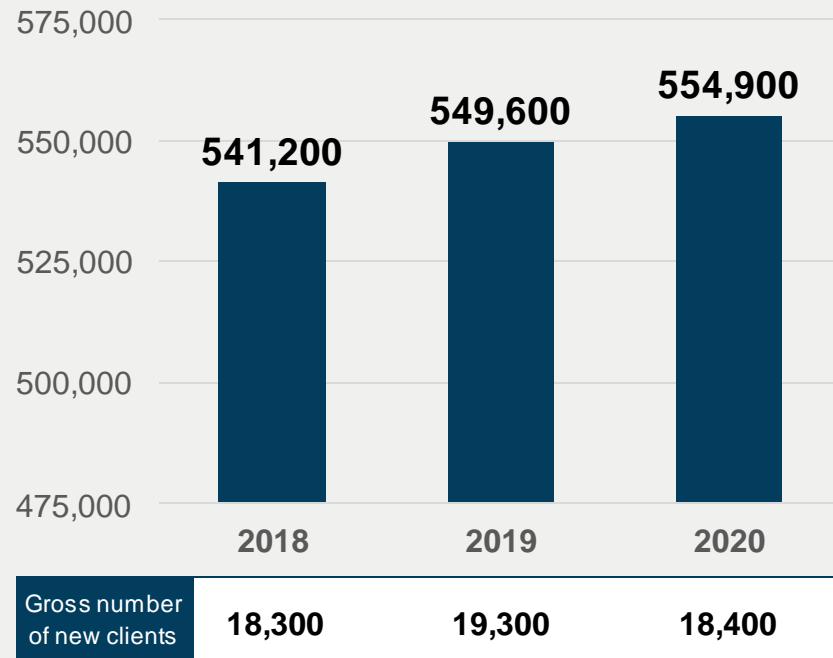
Revenue breakdown FY 2020



Previous year's values in brackets * Excluding MLP Hyp

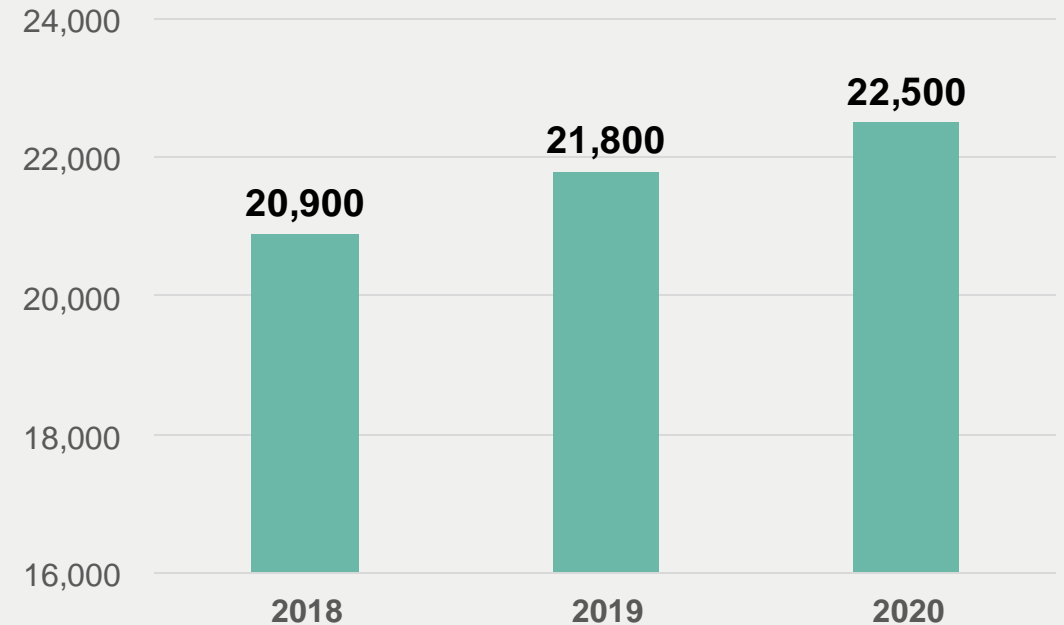
Growth in family clients, as well as corporate and institutional clients

Family clients



Each as at December 31

Corporate and institutional clients



FY 2020: EBIT increased significantly

Income statement

In € million

| | 2019 | 2020 |
|-----------------------------|-------|-------|
| Total revenue | 708.8 | 767.3 |
| EBIT | 47.1 | 59.4 |
| Finance cost | -2.3 | -3.0 |
| EBT | 44.8 | 56.3 |
| Taxes | -7.8 | -13.1 |
| Net profit | 36.9 | 43.2 |
| EPS in € (diluted/basic) | 0.34 | 0.40 |

- At revenue level, performance-linked compensation for 2020 amounted to € 34 million
- One-time sales tax refund of € 3.4 million received
- Gross investments of around € 11 million made in the young segment in 2020

Return on equity increased to 9.9 Percent

| In € million | Assets | Dec. 31, 2019 | Dec. 31, 2020 |
|--------------|--|----------------------|----------------------|
| | Intangible assets | 183.1 | 178.9 |
| | Financial assets | 178.6 | 197.6 |
| | Receivables from clients in the banking business | 872.2 | 880.6 |
| | Receivables from banks in the banking business | 728.1 | 751.5 |
| | Other receivables and assets | 168.6 | 199.8 |
| | Cash and cash equivalents | 510.8 | 859.0 |
| | Liabilities and shareholders' equity | | |
| | Shareholders' equity | 437.4 | 454.0 |
| | Provisions | 101.6 | 115.8 |
| | Liabilities due to clients in the banking business | 1,894.8 | 2,271.9 |
| | Liabilities due to banks in the banking business | 98.4 | 107.5 |
| | Other liabilities | 250.6 | 265.7 |
| | Total | 2,799.6 | 3,235.0 |

Equity ratio: 14.0 %

Return on equity: 9.9 %

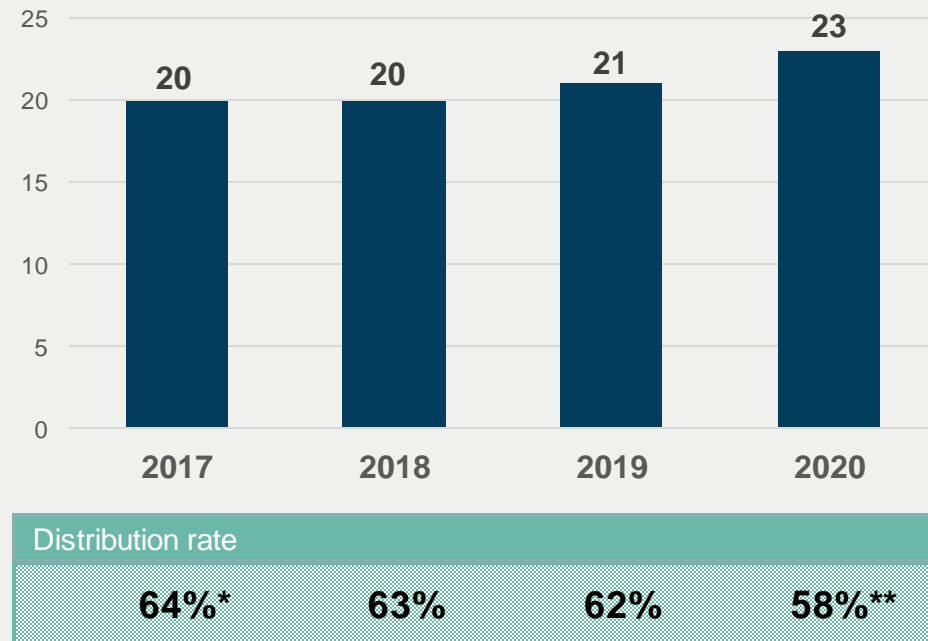
Core capital ratio: 21.3 %

Net liquidity € 197 million

Executive Board and Supervisory Board propose dividend of 23 cents per share

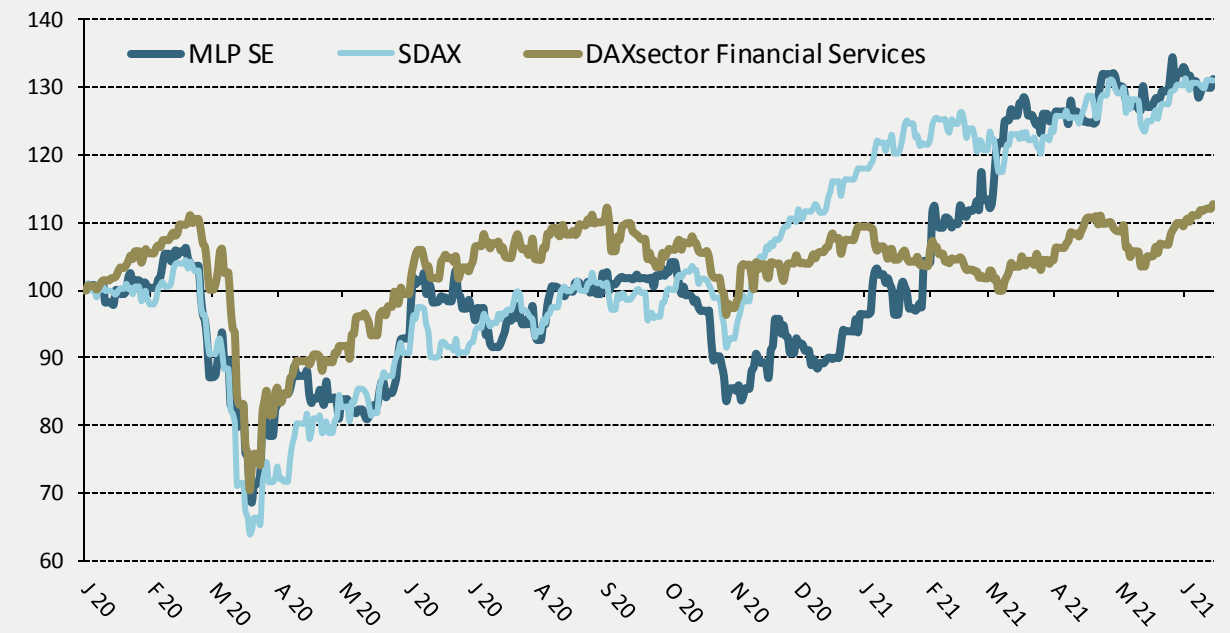
Dividend per share

In € cents



* Based on the operating net profit. ** Subject to approval by the Annual General Meeting.

Indexed price chart



Targeted diversification of the business model

Occupational pension provision

2004
Foundation of the Occupational Pension Provision division, incl. acquisition of BERAG

2008
Acquisition of TPC

Wealth management

2006
MLP acquires shares in FERI AG

2011
MLP acquires all shares in FERI AG

Start of real estate business

2011
Start of real estate portfolio

2014
Expansion of real estate portfolio

Non-life insurance

2015
MLP takes over DOMCURA

Massive expansion of real estate operations

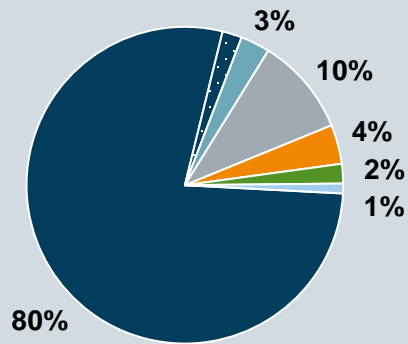
2019
MLP acquires majority shareholding in DEUTSCHLAND.Immobilien

Industrial insurance

2021
MLP acquires industrial insurance broker RVM

FY 2005

Commission income: € 467.9 million

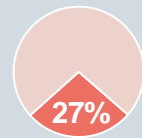


Recurring revenue:

Share of sales revenue

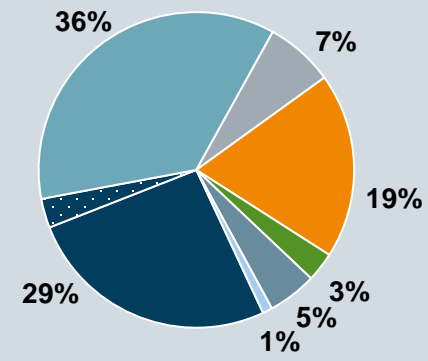


Share of contribution margin I in administration expenses



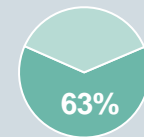
FY 2020

Commission income: € 730.4 million

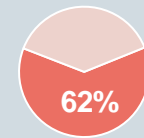


Recurring revenue:

Share of sales revenue



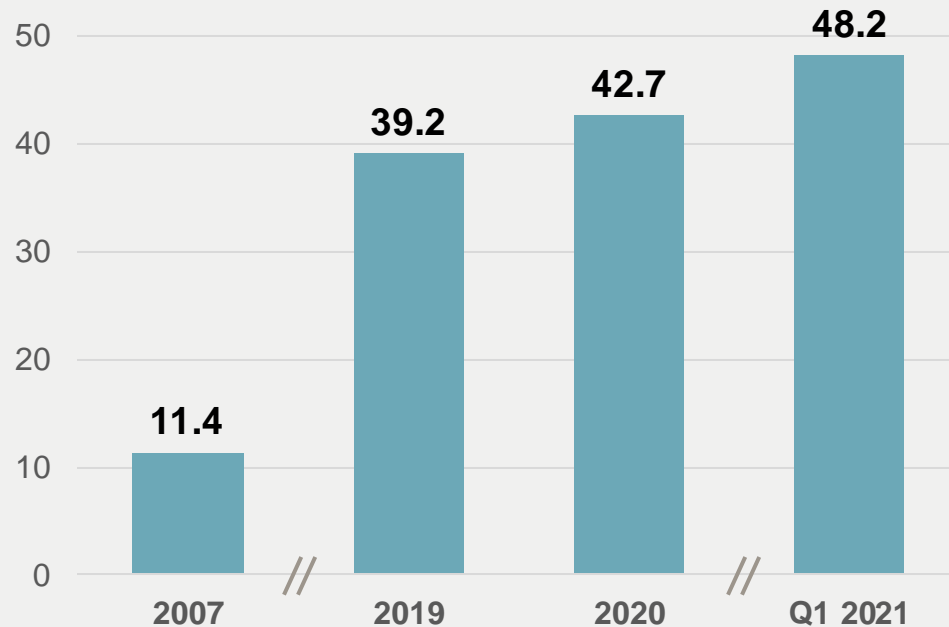
Share of contribution margin I in administration expenses



Positive development of key figures

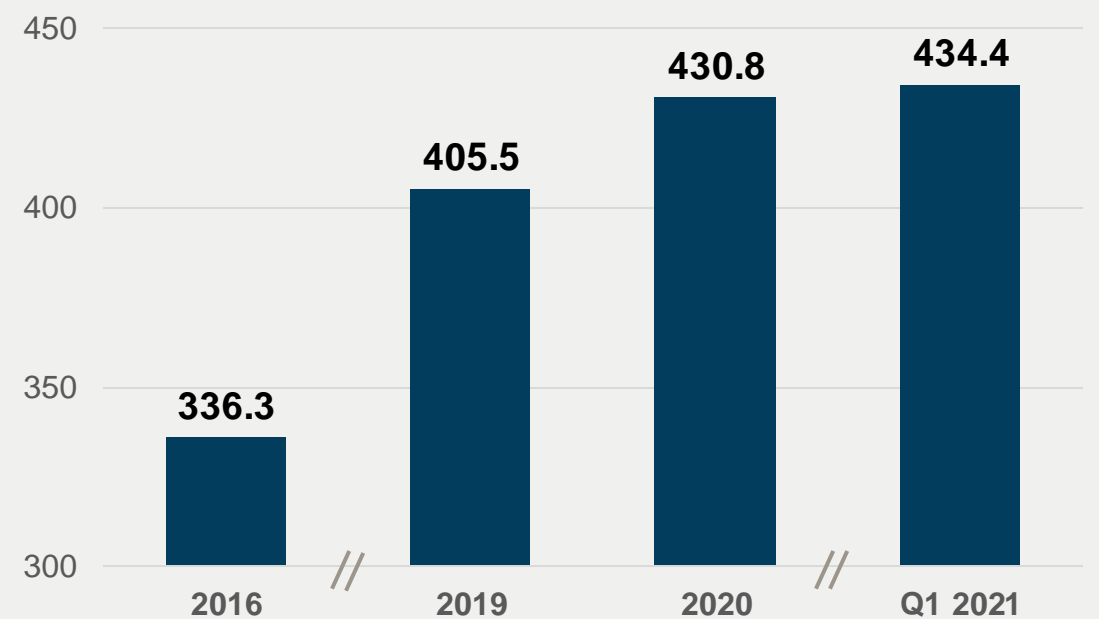
Assets under management

In € billion



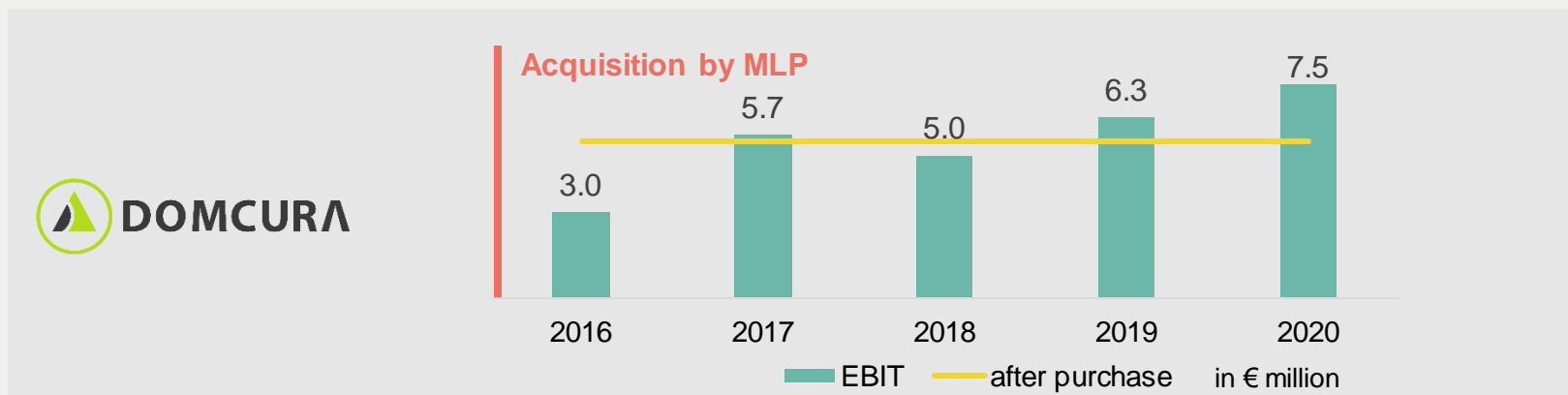
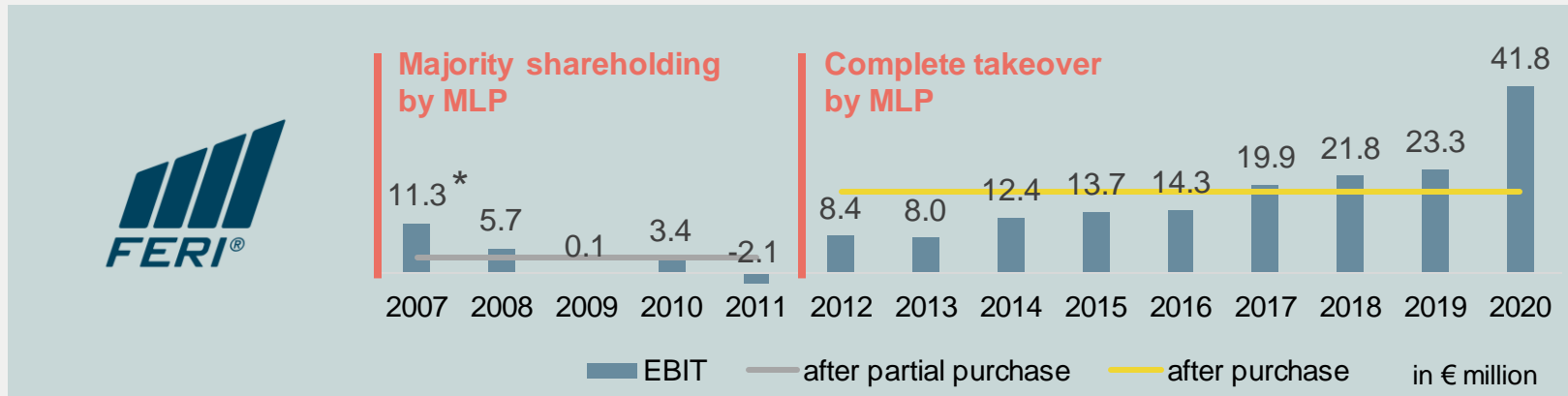
Non-life insurance premium volume

In € million



Each as at December 31, Q1 as at March 31

Significant further development within the MLP Group

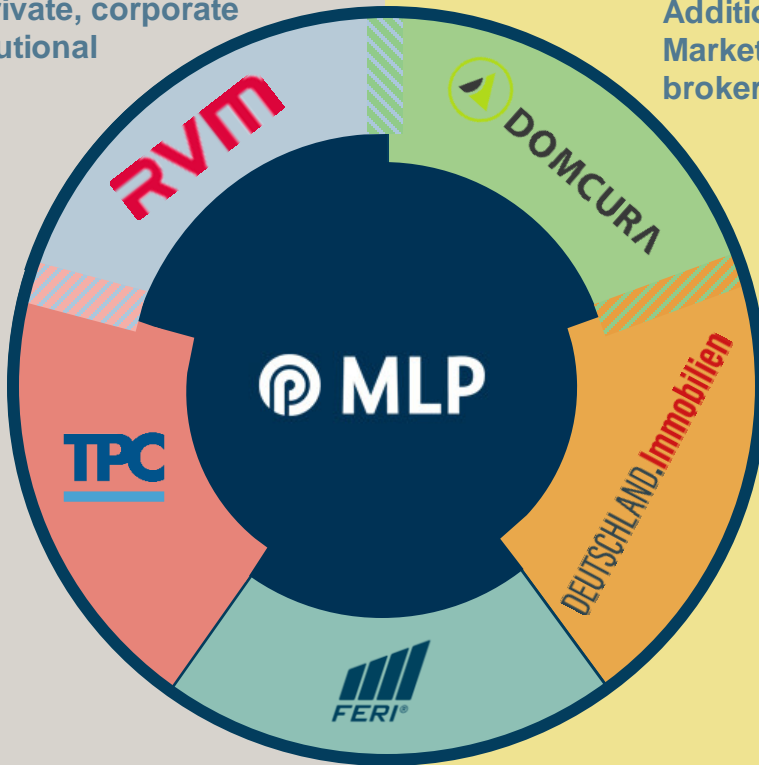


- Each Group company has its own strong business model and there is also potential in the interaction
- Revenue synergies successfully realized by leveraging value creation at MLP

*Including positive one-off contribution of € 4.0 million through sale of Feri Fund Market Information Ltd and subsidiary FI Datenservice GmbH

Targeted value creation in the MLP Group

Focus: Private, corporate and institutional clients



Additional focus: Market members/brokers

Further value creation for MLP's private client business:

- Indirect support through brand and know-how transfer
- Direct support for consulting processes by specialists
- Processing benefits for consultants and clients

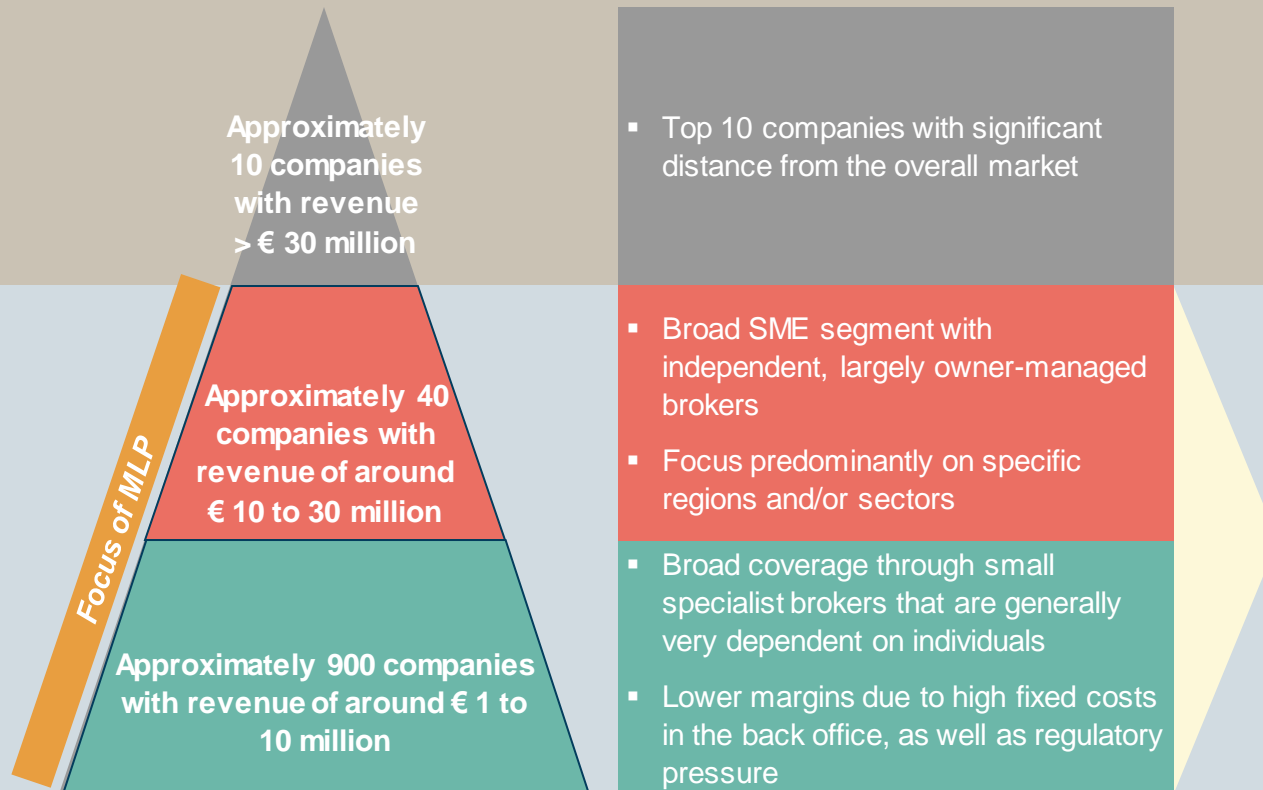
Further value creation for Group companies:

- Increased client base
- Increased volume
- Economies of scale

Tangible added value through joint and deeper value creation

RVM: Establishing the broker group at eye level with the top ten

Highly fragmented market*



MLP's "buy and build" strategy

RVM Group as significant market member

RVM / MLP: Developing common potential

- Establishment of the new industrial insurance broker segment
- Collaboration with other parts of the Group

Acquisition of further brokers in the industrial insurance field

- RVM as an established platform
- Further expansion of expertise and networking















Synergies within the new segment and within the MLP ecosystem

* Market assessment by MLP

2021 forecast – EBIT anticipated in the high range as the previous year

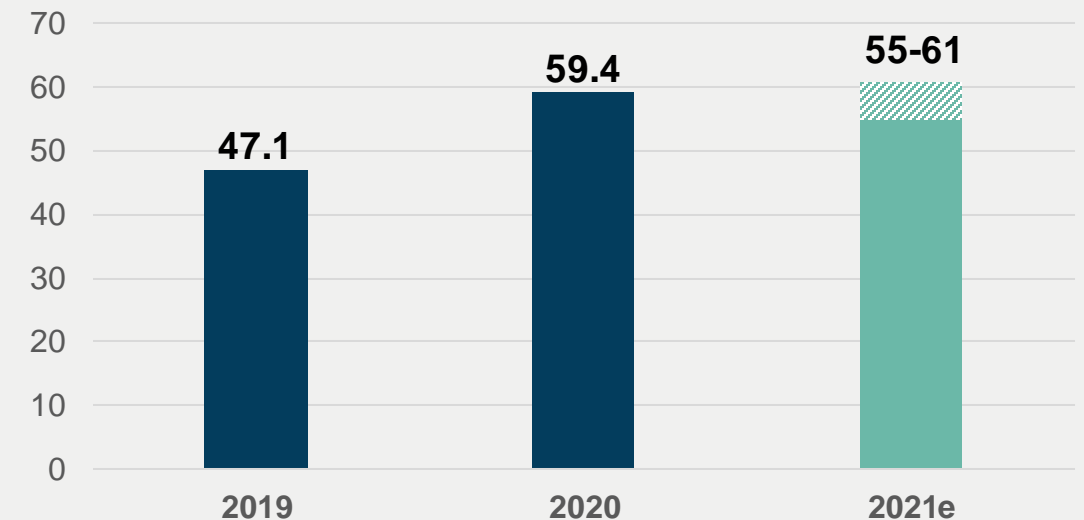
Qualitative assessment of revenue development

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

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

Earnings performance (EBIT)

In € million

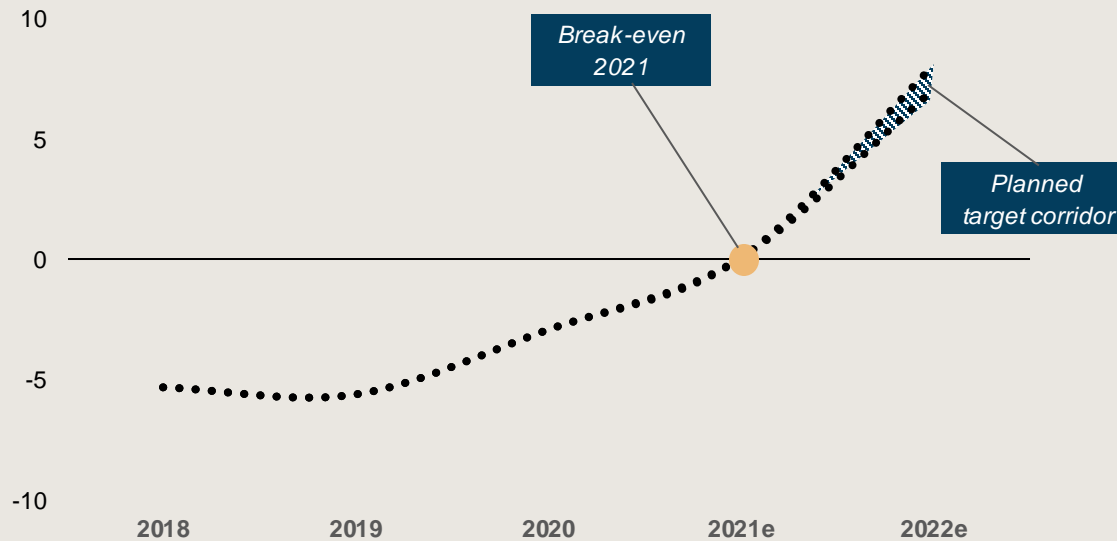


Stable EBIT anticipated in 2021 following very strong development in 2020

An overview of growth areas for 2022

1 EBIT contribution from the young segment

In € million

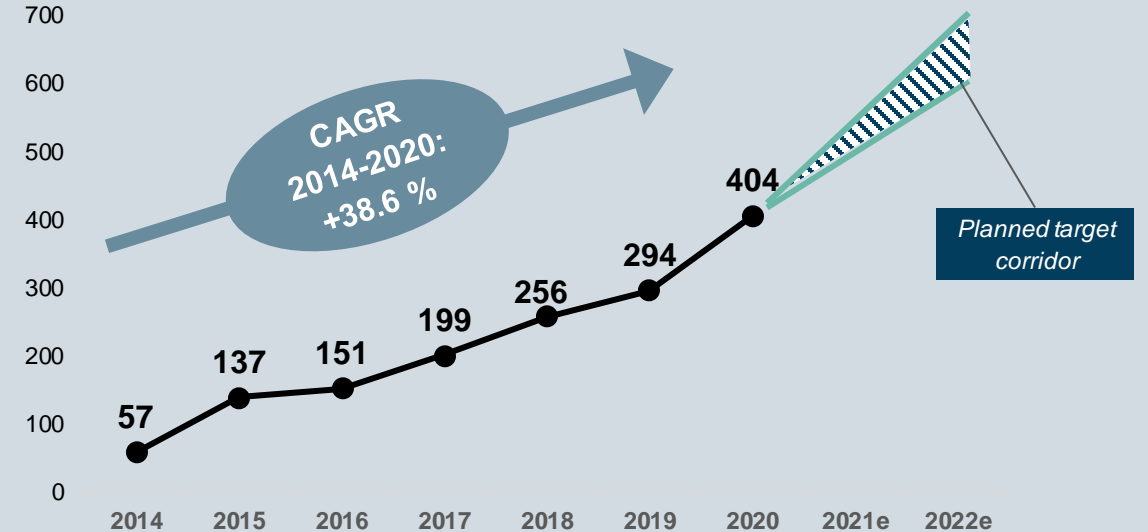


2 Growth in sales revenue across various fields of consulting

- Renewed increase in occupational pension provision following negative impacts, above all in the previous year (COVID-19)
- Continuous organic growth in the non-life insurance business

3 Brokered real estate volume

In € million



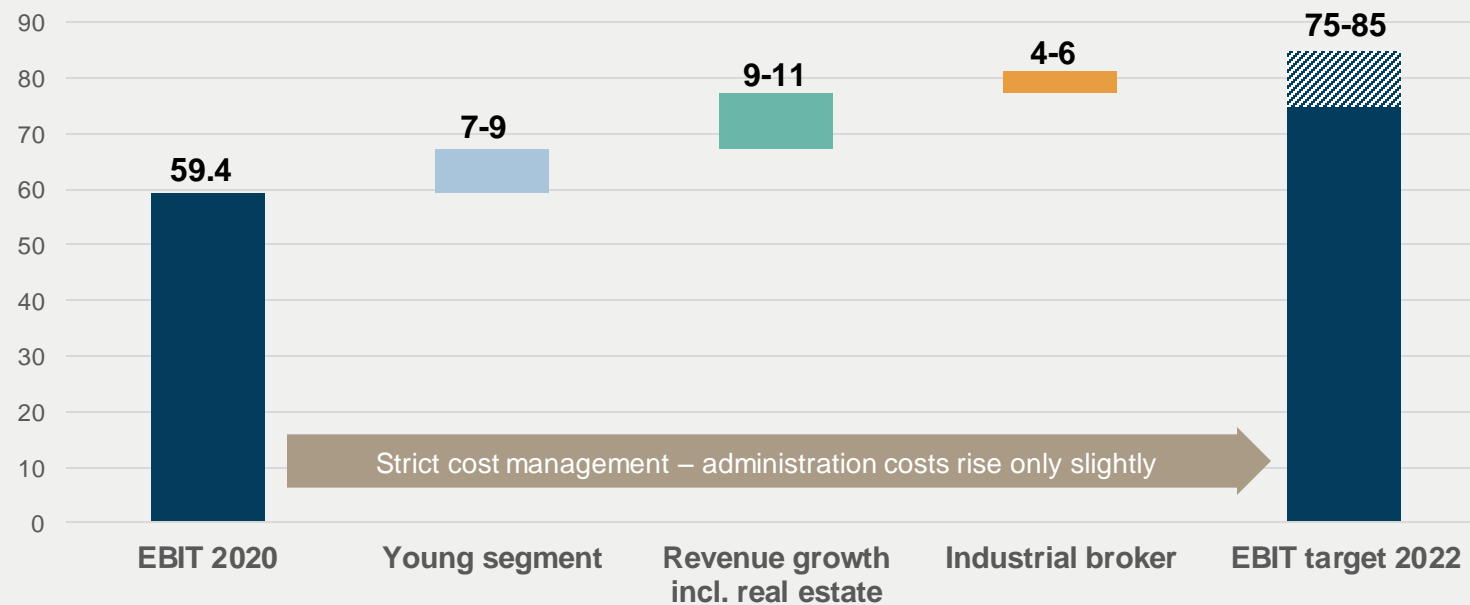
4 Project business DEUTSCHLAND.Immobilien

- Significant increase in project volume planned: At least 10 projects p.a. in the pipeline from 2021 onwards

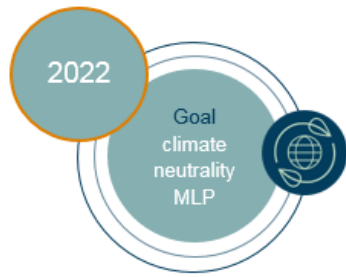
Still EBIT of € 75 to 85 million for 2022 planned

EBIT performance

In € million



Sustainability at MLP



Consideration of ecological and social aspects as well as the principles of good corporate governance

Responsibility

Realization

Engagement*

Economic

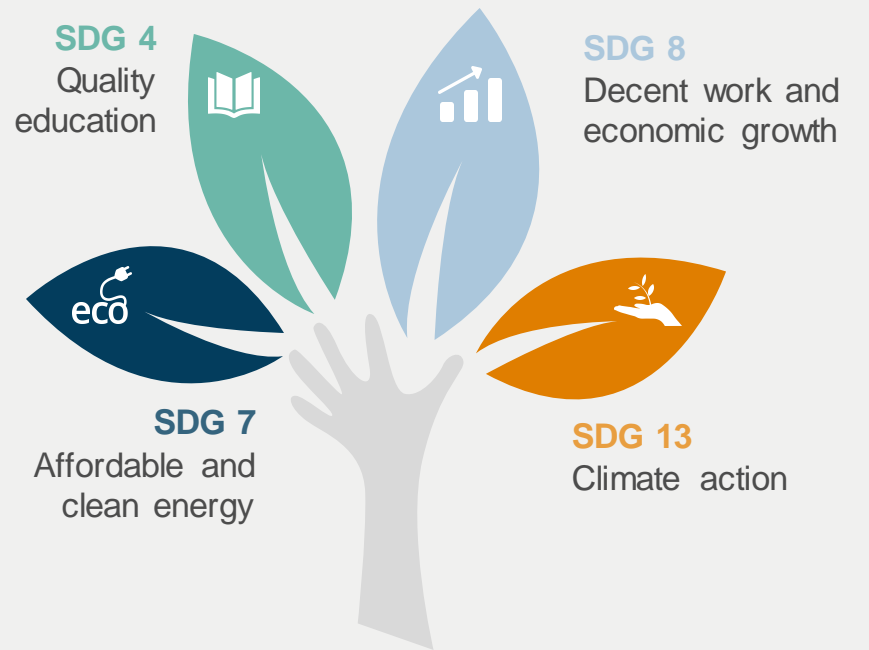
- Sustainable action as an essential part of services and activities
- Anchoring sustainability in the core business
- ...

Ecological

- Electricity from renewable energy sources
- Reduce and avoid emissions
- ...

Social

- Equality of opportunity, diversity, and compatibility of work and family life
- Combining successful entrepreneurship with social and civic commitment
- ...

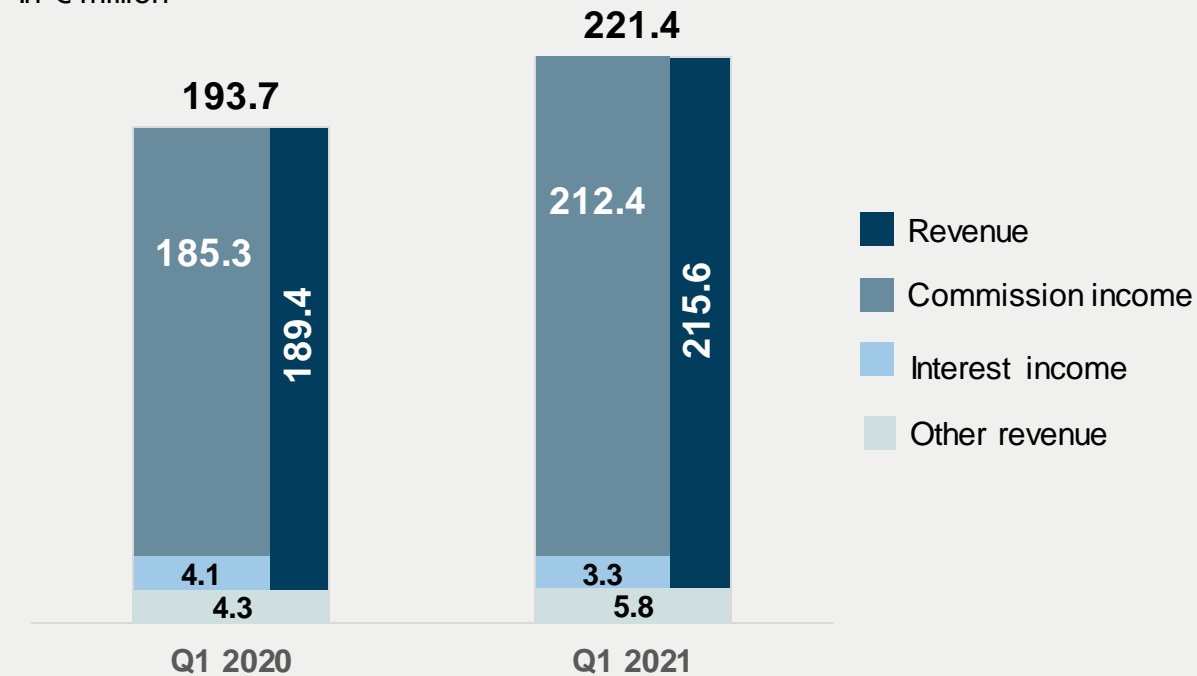


*The Sustainable Development Goals (SDG) of the United Nations include 17 global goals for sustainable development.

Q1 2021: Total revenue up by 14 percent

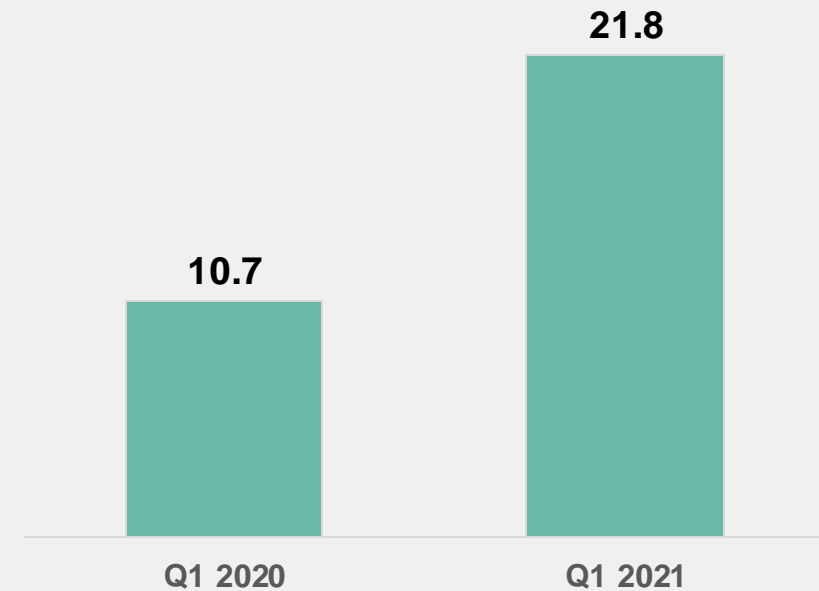
Total revenue Q1

In € million



EBIT Q1

In € million



Summary

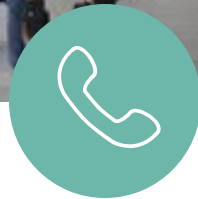
- Behind MLP stands an **extraordinary** and an **exceptionally** successful year
- In its anniversary year 2021, the MLP Group is **stronger** and **more broadly** positioned than ever before
- Focus is **on 2022** – all measures are in place to take MLP to the planned **next level** in terms of **profits**

Thanks for your attention!

If you have any questions, please do not hesitate to contact us.



Alte Heerstraße 40
69168 Wiesloch



06222 • 308 • 8320



investorrelations@mlp.com



mlp-se.com