



Annual General Meeting 2024

Dr. Uwe Schroeder-Wildberg
Chief Executive Officer of MLP SE

Wiesloch, June 27, 2024

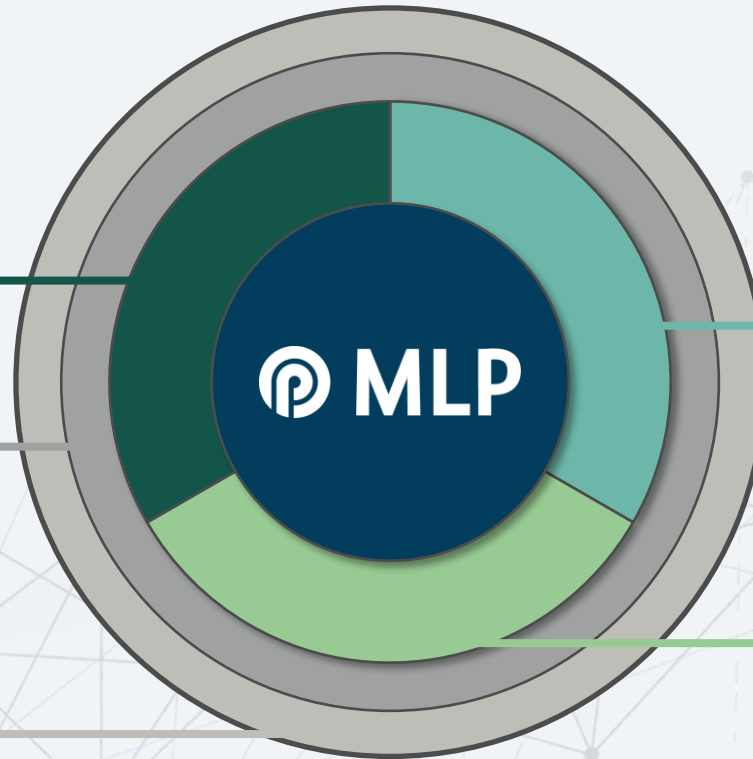
Highlights 2023

- MLP proves **resilience of its business model – strategic developments** consistently expedited
- Despite severe external pressures: **Total revenue** reached new **peak of €973 million** (PY: €949 million)
- Key figures relevant for future revenue development increased to **record levels: Assets under management at €57.0 billion** and **non-life insurance portfolio volume at €687 million**
- **EBIT at €70.7 million** due to a specific effect in the real estate business – **consistent dividend proposal of 30 cents per share**

Trends support growth ambitions

GROWING WEALTH, MORE ASSET SUCCESSIONS increases demand for wealth management with a diversified portfolio

DIGITALISATION improves client experience and cost efficiency
SUSTAINABILITY creates new prospects and need for consulting services

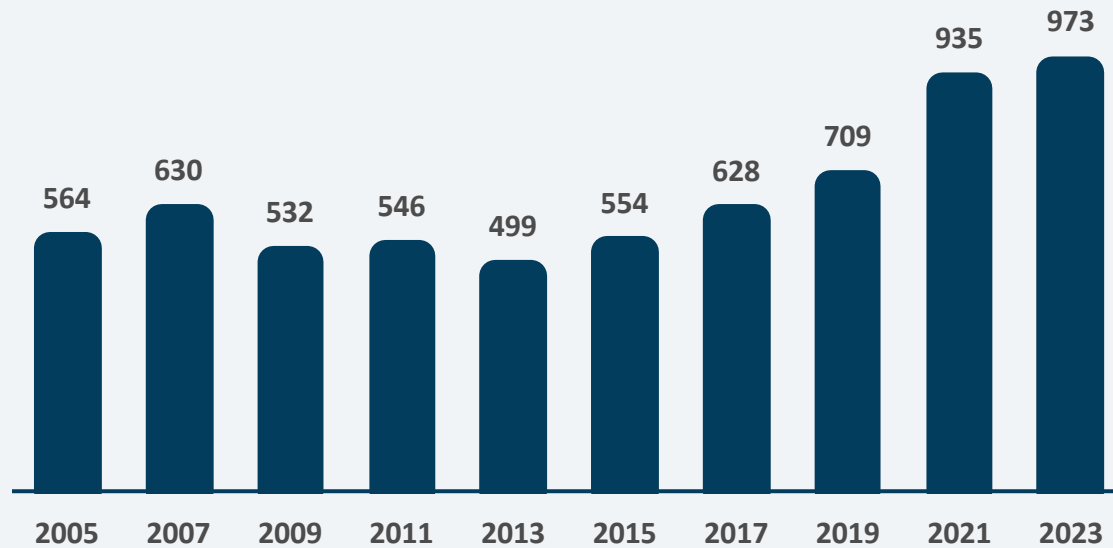


DEMOGRAPHIC DEVELOPMENT increasingly generates need for private and occupational pension provision

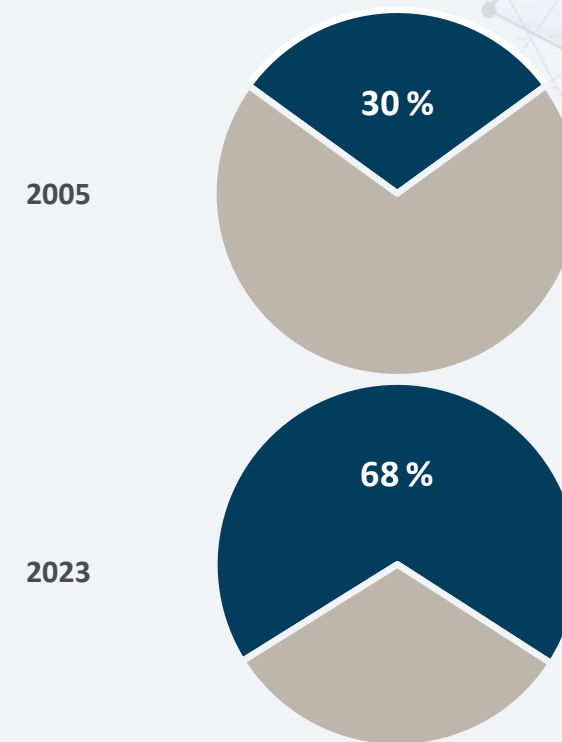
INFLATION increases demand for financial consulting in various competence fields

Total revenue at new all-time high

Total revenue of the MLP Group
in € million



Recurring Revenue
Proportion of sales revenue



Stable revenue structure

Sales revenue breakdown into consulting fields
in € million, FY 2023, previous year's values in brackets



-3 %

Wealth management
FY: 308 (317)



+2 %

Old-age provision
FY: 234 (229)



+15 %

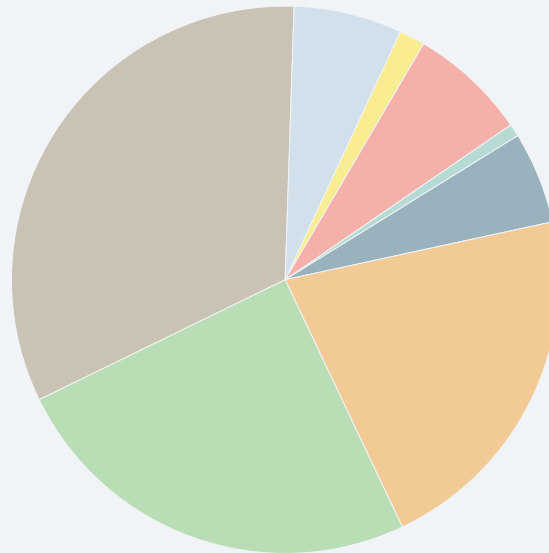
Non-life insurance
FY: 201 (174)



-42 %

**Real estate brokerage
and development***
FY: 51 (88)

* of which real estate development: 31 (50)



+8 %

Health insurance
FY: 60 (56)



-35 %

**Loans and mortgages
(without MLP Hyp)**
FY: 14 (22)



+209 %

Interest income
FY: 66 (21)



+3 %

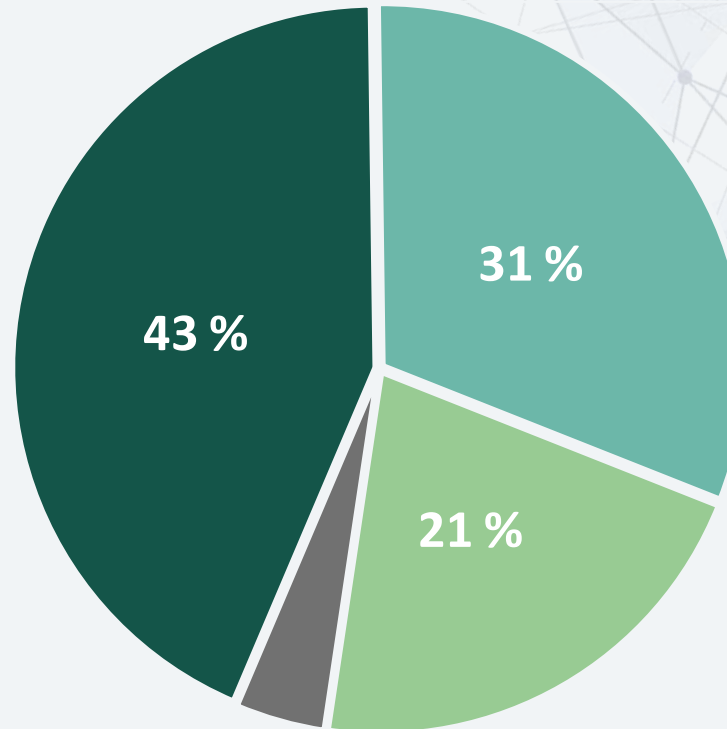
Other commissions and fees
FY: 7 (7)

Revenue recorded in competence fields

Sales revenue breakdown into competence fields
in € million, FY 2023, previous year's values in brackets

Wealth	408	(398)	+3 %
Wealth management	308	(317)	-3 %
Interest income	66	(21)	+209 %
Real estate brokerage	20	(38)	-47 %
Loans and mortgages	14	(22)	-35 %

Others	38	(57)	-33 %
Real estate development	31	(50)	-38 %
Other commissions and fees	7	(7)	+3 %

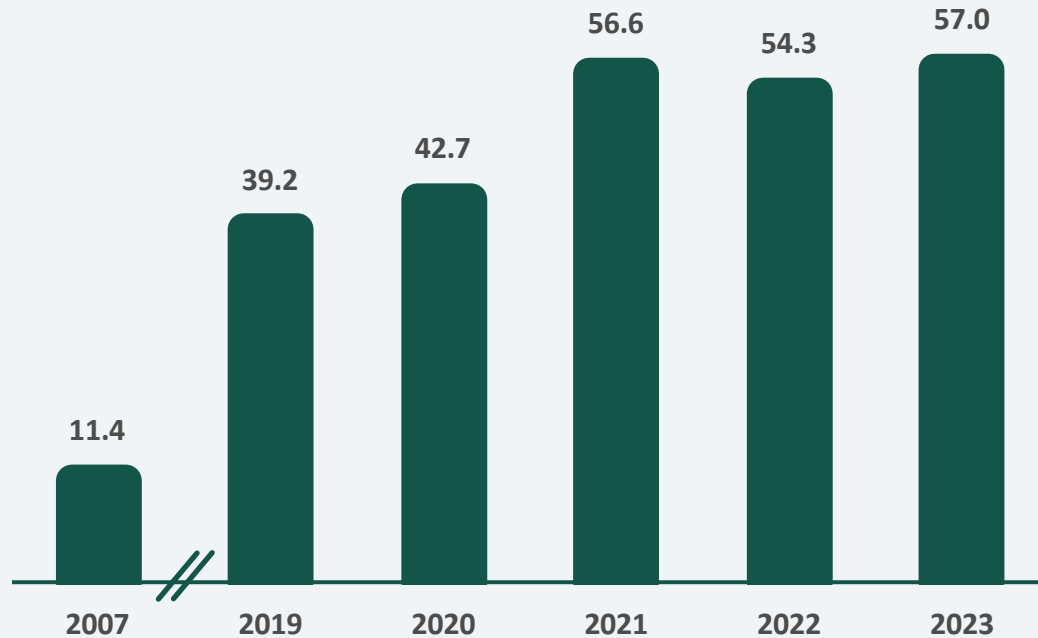


Life & Health	294	(285)	+3 %
Old-age provision	234	(229)	+2 %
Health insurance	60	(56)	+8 %

Property & Casualty	201	(174)	+15 %
Non-life insurance	201	(174)	+15 %

Growth in key figures

Assets under management*
in € billion, as of December 31



* contains wealth management and interest income

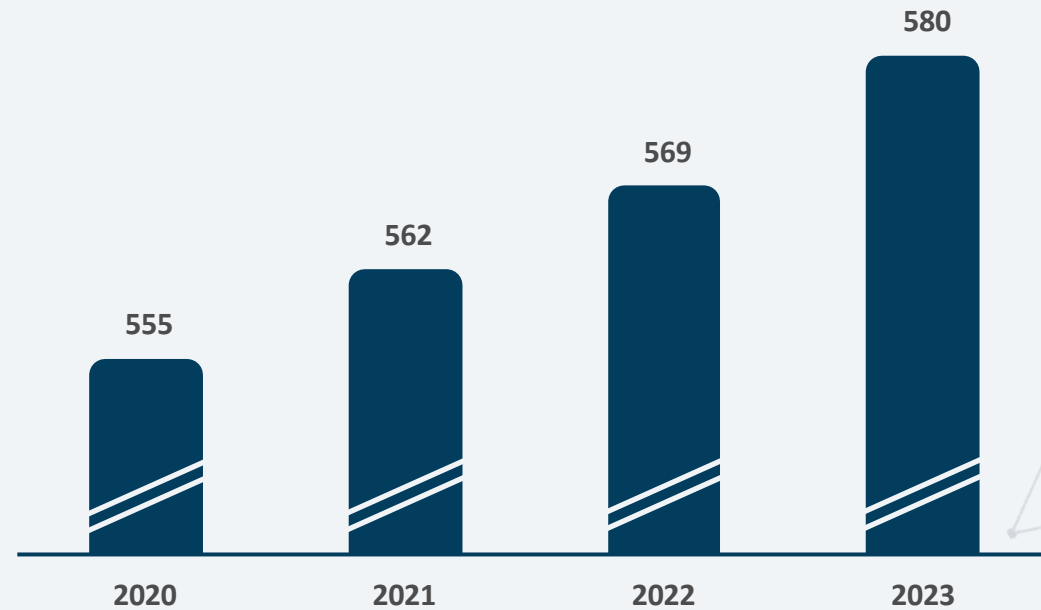
Non-life insurance portfolio volume
in € million, as of December 31



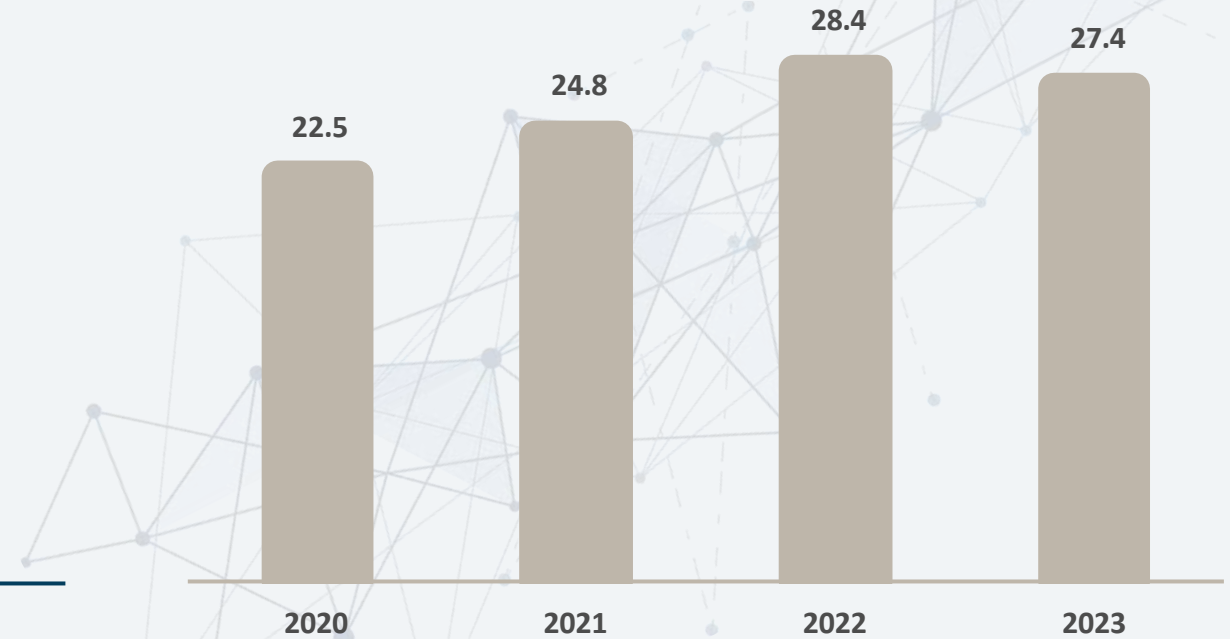
** as from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

Family clients increased to 580,000

Family clients
in thousands, as of December 31



Corporate and institutional clients
in thousands, as of December 31



New clients gross (in thousands)			
18.4	21.1	19.2	19.5

EBIT at €70.7 million – strong balance sheet

Income statement

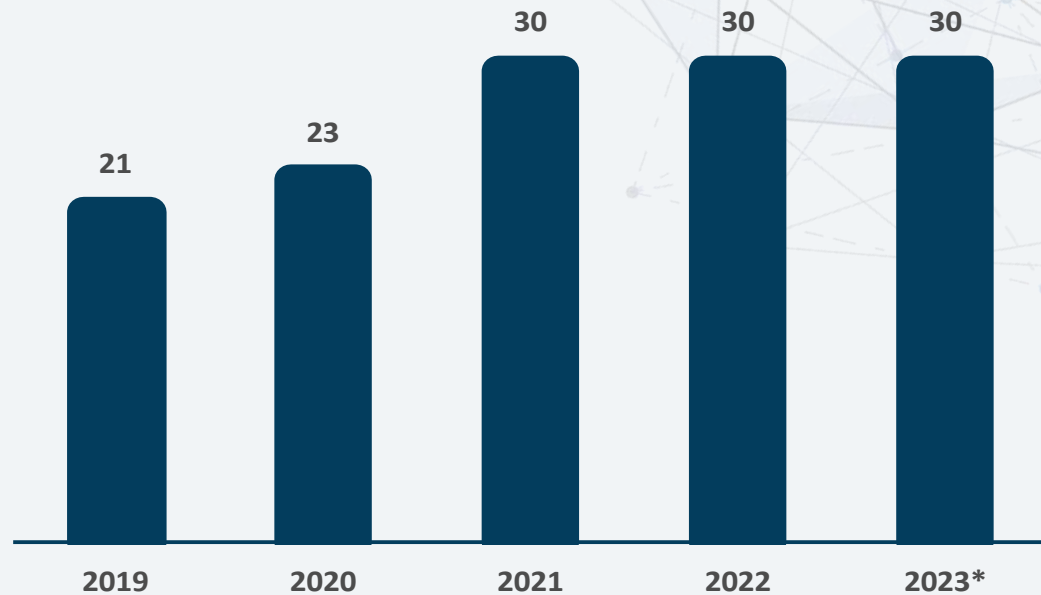
MLP Group (in € million)	2023	2022	△
Total revenue	973.5	949.1	+3 %
EBIT	70.7	75.6	-6 %
Finance result	-1.7	-2.5	-31 %
EBT	69.0	73.1	-6 %
Income taxes	-24.9	-24.4	+2 %
Net profit	44.1	48.6	-9 %
EPS in Euro	0.44	0.47	-6 %

Balance sheet figures

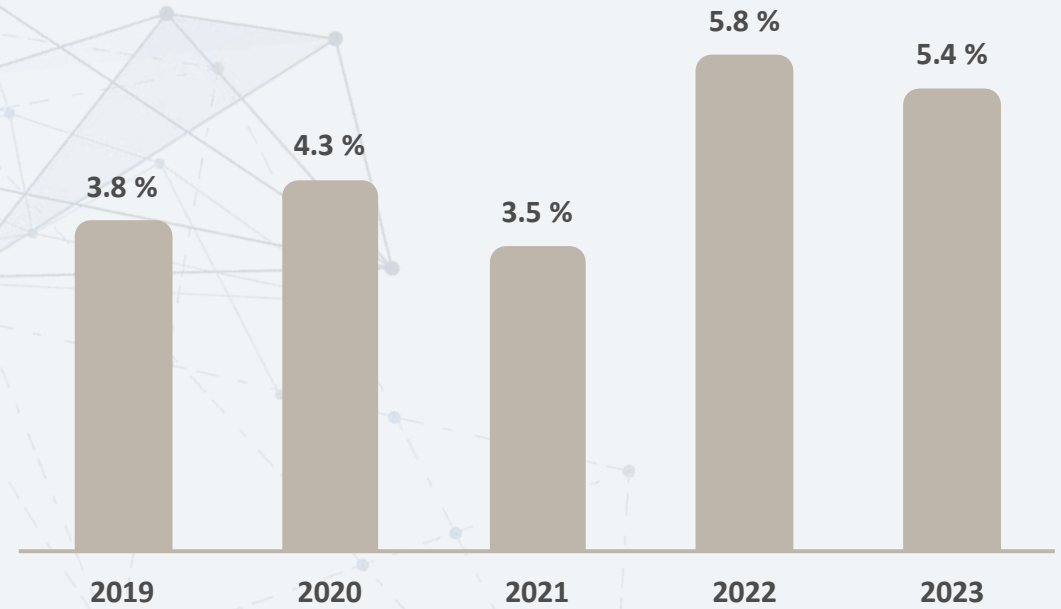
MLP Group	December 31, 2023
Balance sheet total	€3,917 million
Shareholders' equity	€532 million
Equity ratio	13.6 %
Return on equity	8.4 %
MLP Financial holding group	December 31, 2023
Core capital ratio	18.1 %
Liquidity Coverage Ratio (LCR)	1,850 %

Consistent dividend: 30 cents per share proposed

Dividend per share
in cents



Dividend yield
in relation to the respective year-end price



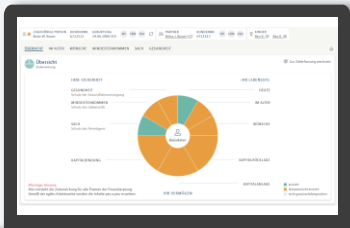
* Subject to approval by the Annual General Meeting on 27 June 2024

Consistent digitalisation – support from artificial intelligence

Group-wide digitalisation strategy



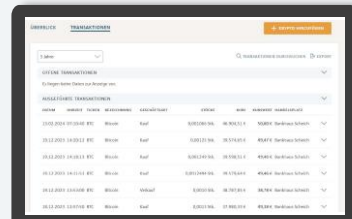
Financial home



Consultant portal



Direct client support



Crypto trading



Benefit portal

Targeted and responsible expansion of digital robots and AI (selection)



Email distribution and electronic mail processing



Language and topic recognition in the service area



Use cases in the context of ChatGPT

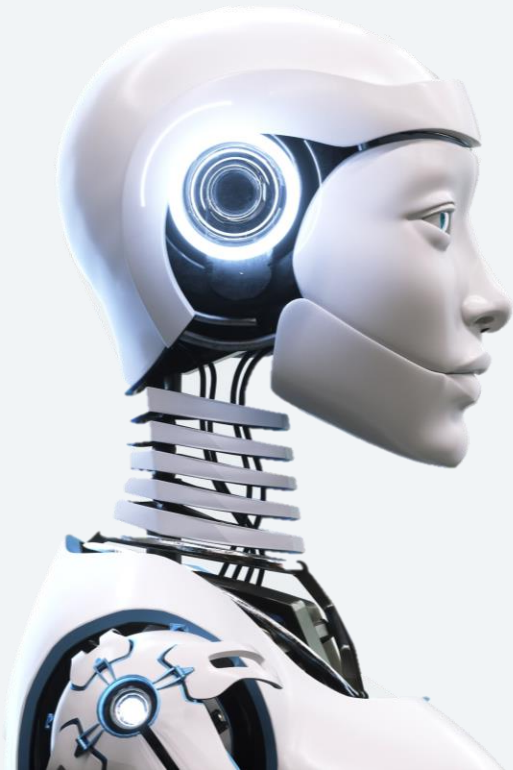


Automation of business processes



Knowledge management

Further development of consultants and workforce



Effects of AI on workplaces...

87 %

of managers surveyed expect professional duties to be extended rather than replaced by generative AI.

...and financial consulting

11 %

of the population, and therefore only a small part, state they would prefer AI to a real person when receiving consulting services.

Demography management for the MLP consultant base:

Trainee programme

Site planning

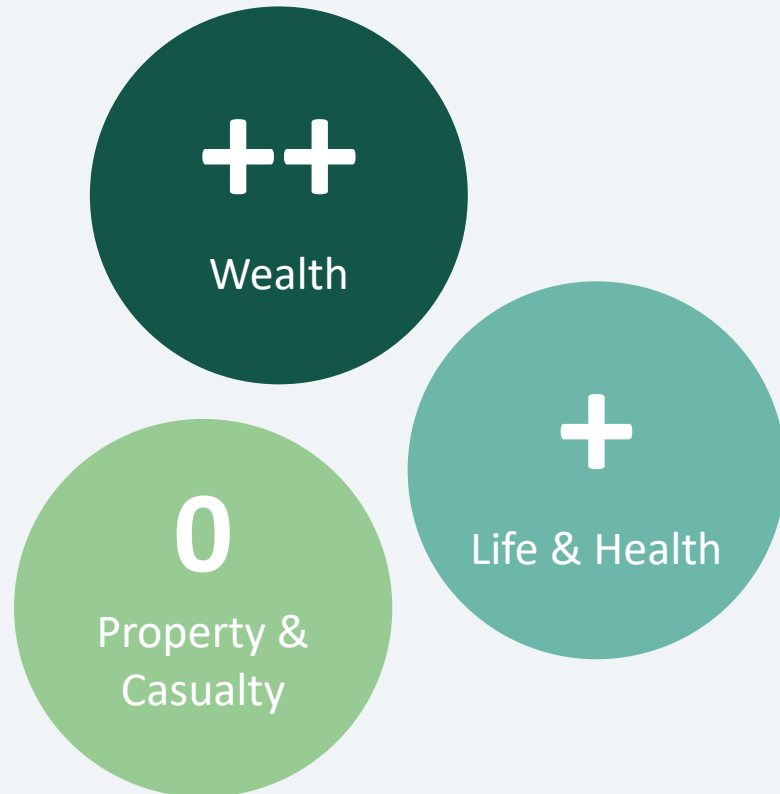
Structured succession planning

Sources: "Augmented work for an automated, AI-driven world", IBM (2023); TeamBank Liquidity Barometer Germany 2023

Forecast 2024

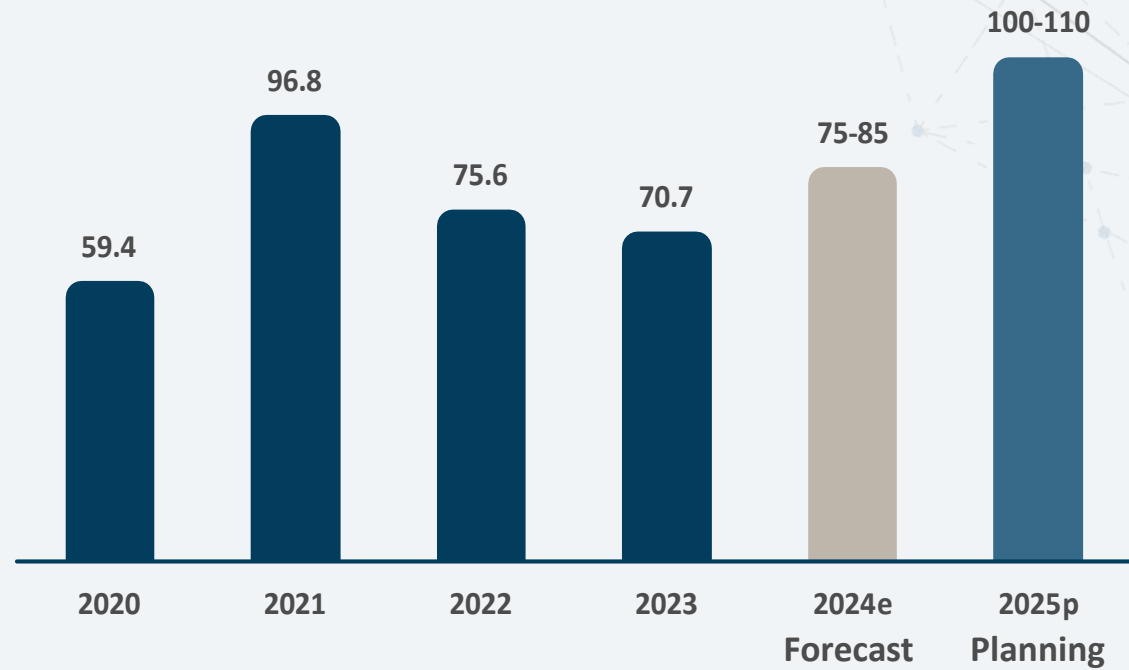
Sales revenue

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

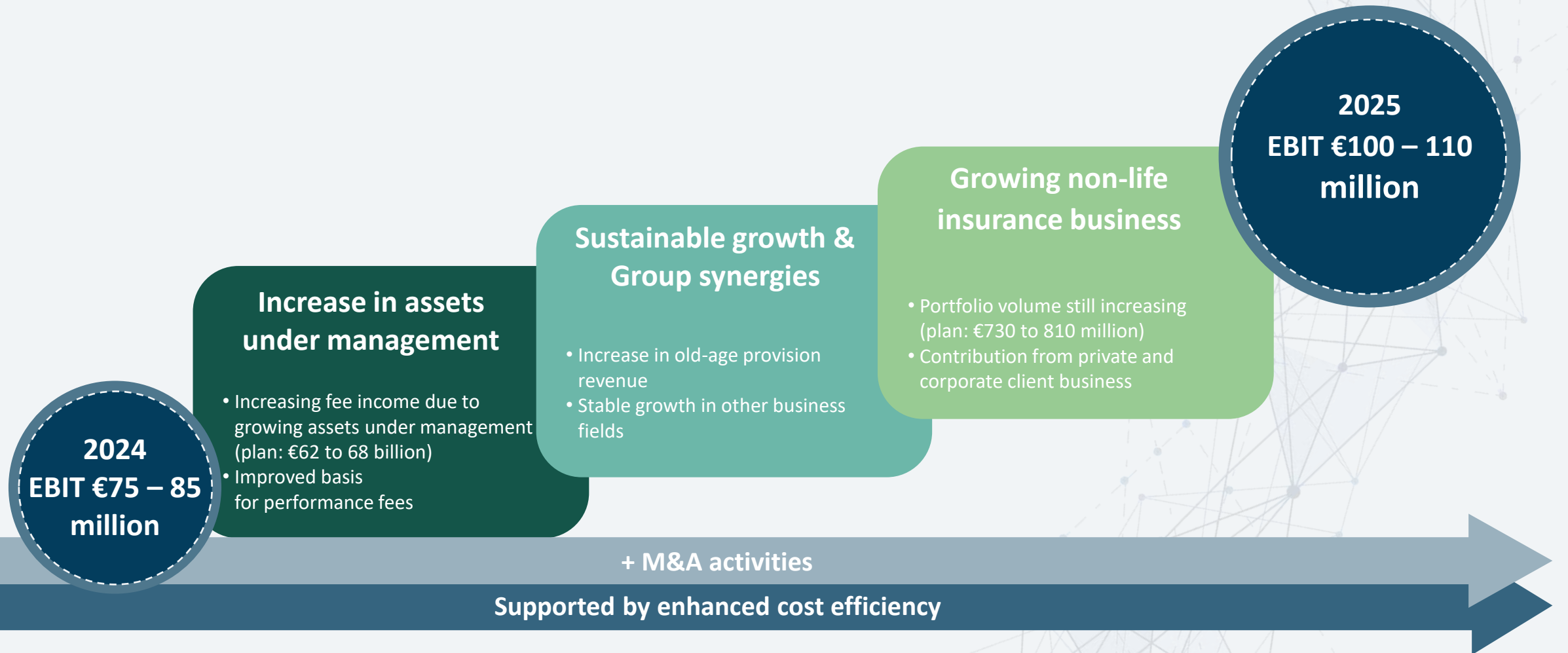


EBIT

in € million



Planning 2025



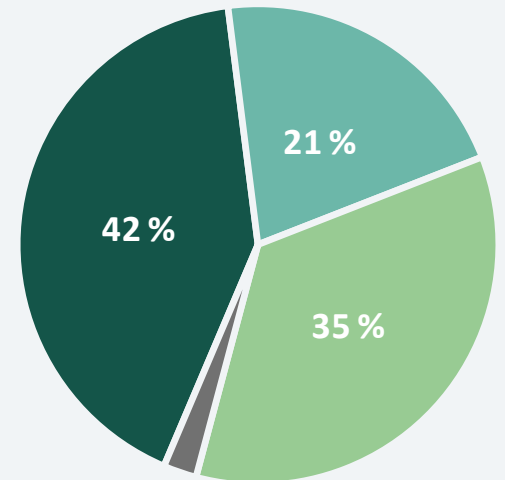
Q1 2024: Successful start to the year

Income statement

MLP Group (in € million)	Q1 2024	Q1 2023	△
Total revenue	284.1	262.8	+8 %
EBIT	37.0	32.4	+14 %
Finance result	-0.2	-1.0	-80 %
EBT	36.8	31.4	+17 %
Income taxes	-10.3	-8.5	+21 %
Net profit	26.5	22.9	+16 %
EPS in Euro	0.25	0.22	+18 %

Sales revenue breakdown into competence fields
in € million, Q1 2024, previous year's values in brackets, *

Wealth	116	(91)	+27 %
Life & Health	59	(59)	-1 %
P&C	97	(92)	+6 %
Others	6	(12)	-50 %



* the pie chart shows the share of the competence fields in sales revenue

Summary

- **Pronounced stability** in the last financial year – thanks to strategically developed business model with mutually compensating or even reinforcing pillars
- **Forecast for 2024** underscores **resilience and growth opportunities** of the MLP Group – pioneering role in the market for high-quality financial consulting services, overall trends are supportive
- **Growth path** reaffirmed across all competence fields – **EBIT of €100 to 110 million** by the end of **2025 planned**

Many thanks for your time

We are happy to answer your questions

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