

# MLP SE

Financial Services - Germany



**Buy** (old: Buy)

07.05.2025

**EUR 13.00** (old: EUR 13.00)

## Q1 preview: Improving RE to drive a solid start into 2025

**Topic:** MLP will publish Q1 results on 15th May, which should show a solid start into the year. In detail:

**Total sales are seen to grow by 8% yoy to € 307m**, which should be driven by an expected **rebound in real estate** (sales from RE Brokerage: € 14m, up 358% yoy) and accompanied by a sales growth from Loans and Mortgages. Furthermore, we expect **Non-Life Insurance** brokerage to pick up momentum again and grow by 8% yoy to € 105m sales, based on the strong growth of MLP's insurance portfolio volume (FY'24: € 751m, +9% yoy). On the other hand, sales from **Wealth Management** should show less momentum (eNuW: € 90m sales, +4% yoy), weakened by the volatile capital market dynamics visible in Q1 but supported by a higher AuM base of € 62.5bn (eNuW; +5% yoy; -1% qoq). Unsurprisingly, we expect **Interest Income** to decline by 9% yoy to € 20m sales, due to recent ECB rate cuts, however still at comfortable levels.

**EBIT is expected to grow by 13% yoy to € 42m** (13.6% margin, up 0.6pp yoy), mainly due to the slight change in revenue and thus cost mix. First, **Deutschland.Immobilien** (with a negative € 4.2m EBIT in Q1'24), is now expected break even (eNuW: € 0m EBIT), as MLP should have reduced RE development significantly and incurred less sales and also much lower development costs. Secondly, the lower interest rate environment should have a slight effect on MLP Banking AG's still solid EBIT margin (eNuW: 23.2%, down 2.2pp yoy). Here MLP has also reduced the interest rate paid to customer on overnight (1% p.a vs. prev.1.5%) and time deposits (1.75% p.a. vs. prev. 2.75%), which should protect the net interest margin. Thirdly, **FERI** should report only minor performance fees of € 1m (eNuW; vs. € 3.8m in Q1'24) which should have also left a mark on profitability, with an expected EBIT margin of 11.1% (down 1.8pp yoy). However, by excluding the performance fees, underlying profitability (EBIT margin ex performance fees) at FERI should have risen by 0.9pp yoy to 10.2%, thanks to a higher AuM base and thus economies of scale and operating leverage. Finally, **Industrial Brokerage** should report a 7% higher EBIT of € 10m (55.6% margin, +0.2pp yoy), on the back of better cross selling within the MLP group.

MLP's diversified business model should once again prove, that MLP is able to show stable growth and sound margins. Therefore, we reiterate our **BUY recommendation** and confirm **MLP's position in our NuWays Alpha List** with an unchanged **PT of € 13.00**, based on SOTP and FCFY'25e.



### Market data

Share price (in €)	8.04
Market cap (in € m)	753.5
Number of shares (in m pcs)	109.2
Enterprise value (in € m)	567.8
Ø trading volume (6 months)	47,158

### Identifier

Bloomberg	MLP GR
Reuters	MLPG
WKN	656990
ISIN	DE0006569908

### Key shareholders

Lautenschläger Family	29.2%
HanseMerkur	10.0%
Barmenia	9.4%
Allianz SE	6.2%
Free Float	45.2%

### Estimates changes

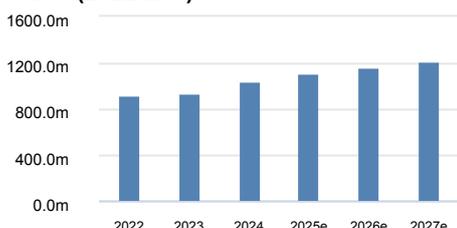
	2025e	2026e	2027e
Sales	0%	0%	0%
EBIT	1%	1%	1%
EPS	1%	1%	1%

### Comment on changes

Y/E 31.12 (EUR m)	2022	2023	2024	2025e	2026e	2027e
Sales	913.8	941.1	1,037.5	1,105.0	1,163.5	1,221.7
Sales growth	0.7%	3.0%	10.2%	6.5%	5.3%	5.0%
EBITDA	110.6	106.5	125.0	136.0	146.9	157.7
Net debt (if net cash=0)	-113.5	-131.0	-172.0	-185.7	-200.4	-214.3
FCF	-323.5	101.3	117.0	57.1	60.7	64.3
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.47	0.44	0.63	0.70	0.77	0.84
EBITDA margin	12.1%	11.3%	12.1%	12.3%	12.6%	12.9%
ROCE	9.9%	9.2%	11.8%	12.6%	13.7%	14.7%
EV/sales	0.6	0.5	0.4	0.5	0.5	0.4
EV/EBITDA	5.1	4.0	3.6	4.2	3.8	3.4
PER	14.7	15.5	10.9	9.8	9.0	8.2
Adjusted FCF yield	13.5%	17.1%	17.7%	15.4%	17.4%	19.4%

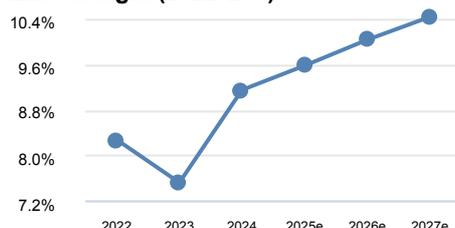
Source: Company data, NuWays, Close price as of 02.05.2025

### Sales (2022-27e)



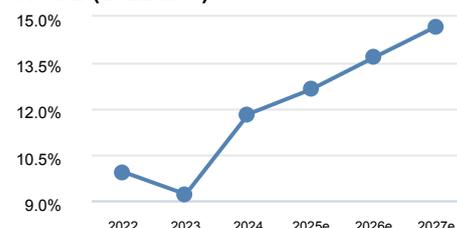
Source: NuWays Research

### EBIT margin (2022-27e)



Source: NuWays Research

### ROCE (2022-27e)



Source: NuWays Research

### Company description

MLP is a leading financial services provider in Europe with a strong focus on Germany. MLP offers financial services in the fields of old-age provision, wealth management, non-life insurance, banking and real estate. The target group are students, wealthy private and institutional clients.

### Guidance

- FY'24e EBIT: €85-95m
- FY'25e: € 100-110m EBIT
- FY'25e: € 62-68bn AuM

## Financials

Profit and loss (EUR m)	2022	2023	2024	2025e	2026e	2027e
<b>Net sales</b>	<b>913.8</b>	<b>941.1</b>	<b>1,037.5</b>	<b>1,105.0</b>	<b>1,163.5</b>	<b>1,221.7</b>
<i>Sales growth</i>	0.7%	3.0%	10.2%	6.5%	5.3%	5.0%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total sales</b>	<b>913.8</b>	<b>941.1</b>	<b>1,037.5</b>	<b>1,105.0</b>	<b>1,163.5</b>	<b>1,221.7</b>
Other operating income	35.4	32.4	29.1	31.0	32.7	34.3
Material expenses	477.9	473.0	514.5	546.4	570.6	595.4
Personnel expenses	187.9	209.1	233.0	249.6	267.4	282.3
Other operating expenses	172.7	184.9	194.1	204.0	211.3	220.7
<b>Total operating expenses</b>	<b>803.2</b>	<b>834.6</b>	<b>912.5</b>	<b>969.0</b>	<b>1,016.6</b>	<b>1,064.0</b>
<b>EBITDA</b>	<b>110.6</b>	<b>106.5</b>	<b>125.0</b>	<b>136.0</b>	<b>146.9</b>	<b>157.7</b>
Depreciation	35.0	35.8	30.0	30.0	30.0	30.0
<b>EBITA</b>	<b>75.6</b>	<b>70.7</b>	<b>95.0</b>	<b>105.9</b>	<b>116.9</b>	<b>127.7</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>75.6</b>	<b>70.7</b>	<b>95.0</b>	<b>105.9</b>	<b>116.9</b>	<b>127.7</b>
Interest income	2.8	8.4	12.5	12.5	12.5	12.5
Interest expenses	5.4	10.2	7.9	8.2	8.4	8.4
Investment income	0.1	0.0	0.0	0.0	0.0	0.0
Financial result	-2.5	-1.7	4.6	4.3	4.1	4.1
<b>Recurring pretax income from continuing operations</b>	<b>73.1</b>	<b>69.0</b>	<b>99.6</b>	<b>110.2</b>	<b>120.9</b>	<b>131.7</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>73.1</b>	<b>69.0</b>	<b>99.6</b>	<b>110.2</b>	<b>120.9</b>	<b>131.7</b>
Income tax expense	24.4	24.9	30.3	33.5	36.8	40.1
<b>Net income from continuing operations</b>	<b>48.6</b>	<b>44.1</b>	<b>69.3</b>	<b>76.7</b>	<b>84.2</b>	<b>91.7</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>48.6</b>	<b>44.1</b>	<b>69.3</b>	<b>76.7</b>	<b>84.2</b>	<b>91.7</b>
Minority interest	-2.8	-4.5	0.0	0.0	0.0	0.0
<b>Net profit (reported)</b>	<b>51.5</b>	<b>48.6</b>	<b>69.3</b>	<b>76.7</b>	<b>84.1</b>	<b>91.7</b>
Average number of shares	109.2	109.2	109.2	109.2	109.2	109.2
<b>EPS reported</b>	<b>0.47</b>	<b>0.44</b>	<b>0.63</b>	<b>0.70</b>	<b>0.77</b>	<b>0.84</b>

Profit and loss (common size)	2022	2023	2024	2025e	2026e	2027e
<b>Net sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<i>Sales growth</i>	0.7%	3.0%	10.2%	6.5%	5.3%	5.0%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Other operating income	3.9%	3.4%	2.8%	2.8%	2.8%	2.8%
Material expenses	52.3%	50.3%	49.6%	49.5%	49.0%	48.7%
Personnel expenses	20.6%	22.2%	22.5%	22.6%	23.0%	23.1%
Other operating expenses	18.9%	19.6%	18.7%	18.5%	18.2%	18.1%
<b>Total operating expenses</b>	<b>87.9%</b>	<b>88.7%</b>	<b>87.9%</b>	<b>87.7%</b>	<b>87.4%</b>	<b>87.1%</b>
<b>EBITDA</b>	<b>12.1%</b>	<b>11.3%</b>	<b>12.1%</b>	<b>12.3%</b>	<b>12.6%</b>	<b>12.9%</b>
Depreciation	3.8%	3.8%	2.9%	2.7%	2.6%	2.5%
<b>EBITA</b>	<b>8.3%</b>	<b>7.5%</b>	<b>9.2%</b>	<b>9.6%</b>	<b>10.0%</b>	<b>10.4%</b>
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBIT (inc revaluation net)</b>	<b>8.3%</b>	<b>7.5%</b>	<b>9.2%</b>	<b>9.6%</b>	<b>10.0%</b>	<b>10.4%</b>
Interest income	0.3%	0.9%	1.2%	1.1%	1.1%	1.0%
Interest expenses	0.6%	1.1%	0.8%	0.7%	0.7%	0.7%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	0.4%	0.4%	0.3%	0.3%
<b>Recurring pretax income from continuing operations</b>	<b>8.0%</b>	<b>7.3%</b>	<b>9.6%</b>	<b>10.0%</b>	<b>10.4%</b>	<b>10.8%</b>
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Earnings before taxes</b>	<b>8.0%</b>	<b>7.3%</b>	<b>9.6%</b>	<b>10.0%</b>	<b>10.4%</b>	<b>10.8%</b>
Tax rate	33.4%	36.0%	30.4%	30.4%	30.4%	30.4%
<b>Net income from continuing operations</b>	<b>5.3%</b>	<b>4.7%</b>	<b>6.7%</b>	<b>6.9%</b>	<b>7.2%</b>	<b>7.5%</b>
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Net income</b>	<b>5.3%</b>	<b>4.7%</b>	<b>6.7%</b>	<b>6.9%</b>	<b>7.2%</b>	<b>7.5%</b>
Minority interest	-0.3%	-0.5%	0.0%	0.0%	0.0%	0.0%
<b>Net profit (reported)</b>	<b>5.6%</b>	<b>5.2%</b>	<b>6.7%</b>	<b>6.9%</b>	<b>7.2%</b>	<b>7.5%</b>

Source: Company data, NuWays

Balance sheet (EUR m)	2022	2023	2024	2025e	2026e	2027e
Intangible assets	234.5	225.5	221.9	221.9	221.9	221.9
Property, plant and equipment	136.6	142.3	157.9	157.9	157.9	157.9
Financial assets	247.1	186.3	191.4	191.4	191.4	191.4
<b>FIXED ASSETS</b>	<b>618.2</b>	<b>554.1</b>	<b>571.1</b>	<b>571.1</b>	<b>571.1</b>	<b>571.1</b>
Inventories	51.9	39.6	26.2	26.2	26.2	26.2
Accounts receivable	1,902.5	2,010.1	2,120.7	2,120.7	2,120.7	2,120.7
Other assets and short-term financial assets	242.4	248.7	271.1	271.1	271.1	271.1
Liquid assets	961.2	1,053.9	1,150.3	1,168.0	1,182.7	1,196.6
Deferred taxes	8.4	11.1	12.9	12.9	12.9	12.9
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>3,166.4</b>	<b>3,363.3</b>	<b>3,581.2</b>	<b>3,598.9</b>	<b>3,613.6</b>	<b>3,627.4</b>
<b>TOTAL ASSETS</b>	<b>3,784.6</b>	<b>3,917.5</b>	<b>4,152.3</b>	<b>4,170.0</b>	<b>4,184.7</b>	<b>4,198.5</b>

<b>SHAREHOLDERS EQUITY</b>	<b>527.4</b>	<b>538.5</b>	<b>570.5</b>	<b>584.0</b>	<b>598.7</b>	<b>612.5</b>
MINORITY INTEREST	-1.9	-6.3	-0.2	0.0	0.0	0.0
Long-term liabilities to banks	137.0	140.6	152.8	152.8	152.8	152.8
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	2,633.5	2,764.6	2,914.0	2,914.0	2,914.0	2,914.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	97.6	104.2	106.8	106.8	106.8	106.8
<b>NON-CURRENT LIABILITIES</b>	<b>2,868.1</b>	<b>3,009.4</b>	<b>3,173.6</b>	<b>3,173.6</b>	<b>3,173.6</b>	<b>3,173.6</b>
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.0	0.0	0.0	0.0	0.0	0.0
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	4.0	4.0	4.0
Other liabilities (incl. from lease and rental contracts)	371.7	358.5	387.8	387.8	387.8	387.8
Deferred taxes	19.3	17.3	20.6	20.6	20.6	20.6
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT LIABILITIES</b>	<b>391.0</b>	<b>375.8</b>	<b>408.4</b>	<b>412.4</b>	<b>412.4</b>	<b>412.4</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>3,784.6</b>	<b>3,917.5</b>	<b>4,152.3</b>	<b>4,170.0</b>	<b>4,184.7</b>	<b>4,198.5</b>

Balance sheet (common size)	2022	2023	2024	2025e	2026e	2027e
Intangible assets	6.2%	5.8%	5.3%	5.3%	5.3%	5.3%
Property, plant and equipment	3.6%	3.6%	3.8%	3.8%	3.8%	3.8%
Financial assets	6.5%	4.8%	4.6%	4.6%	4.6%	4.6%
<b>FIXED ASSETS</b>	<b>16.3%</b>	<b>14.1%</b>	<b>13.8%</b>	<b>13.7%</b>	<b>13.6%</b>	<b>13.6%</b>
Inventories	1.4%	1.0%	0.6%	0.6%	0.6%	0.6%
Accounts receivable	50.3%	51.3%	51.1%	50.9%	50.7%	50.5%
Other assets and short-term financial assets	6.4%	6.3%	6.5%	6.5%	6.5%	6.5%
Liquid assets	25.4%	26.9%	27.7%	28.0%	28.3%	28.5%
Deferred taxes	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT ASSETS</b>	<b>83.7%</b>	<b>85.9%</b>	<b>86.2%</b>	<b>86.3%</b>	<b>86.4%</b>	<b>86.4%</b>
<b>TOTAL ASSETS</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

<b>SHAREHOLDERS EQUITY</b>	<b>13.9%</b>	<b>13.7%</b>	<b>13.7%</b>	<b>14.0%</b>	<b>14.3%</b>	<b>14.6%</b>
MINORITY INTEREST	-0.0%	-0.2%	-0.0%	0.0%	0.0%	0.0%
Long-term liabilities to banks	3.6%	3.6%	3.7%	3.7%	3.7%	3.6%
Bonds (long-term)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
other interest-bearing liabilities	69.6%	70.6%	70.2%	69.9%	69.6%	69.4%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	2.6%	2.7%	2.6%	2.6%	2.6%	2.5%
<b>NON-CURRENT LIABILITIES</b>	<b>75.8%</b>	<b>76.8%</b>	<b>76.4%</b>	<b>76.1%</b>	<b>75.8%</b>	<b>75.6%</b>
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accrued taxes	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%
Other liabilities (incl. from lease and rental contracts)	9.8%	9.2%	9.3%	9.3%	9.3%	9.2%
Deferred taxes	0.5%	0.4%	0.5%	0.5%	0.5%	0.5%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT LIABILITIES</b>	<b>10.3%</b>	<b>9.6%</b>	<b>9.8%</b>	<b>9.9%</b>	<b>9.9%</b>	<b>9.8%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Company data, NuWays

Cash flow statement (EUR m)	2022	2023	2024	2025e	2026e	2027e
Net profit/loss	48.6	44.1	69.3	76.7	84.2	91.7
Depreciation of fixed assets (incl. leases)	35.0	35.8	30.0	30.0	30.0	30.0
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Other costs affecting income / expenses	4.9	2.0	11.2	0.0	0.0	0.0
Cash flow from operating activities	-319.3	98.9	142.6	85.8	92.2	98.7
Increase/decrease in inventory	-17.3	12.3	13.4	0.0	0.0	0.0
Increase/decrease in accounts receivable	-462.9	-107.5	-110.7	0.0	0.0	0.0
Increase/decrease in accounts payable	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in other working capital positions	117.4	131.1	149.4	0.0	0.0	0.0
Increase/decrease in working capital	-362.8	35.9	52.1	0.0	0.0	0.0
<b>Cash flow from operating activities</b>	<b>-301.3</b>	<b>117.9</b>	<b>162.6</b>	<b>106.8</b>	<b>114.2</b>	<b>121.7</b>
CAPEX	22.3	16.6	45.6	49.7	53.5	57.4
Payments for acquisitions	13.9	0.0	0.0	0.0	0.0	0.0
Financial investments	48.3	63.2	0.0	0.0	0.0	0.0
Income from asset disposals	0.1	-18.0	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-84.4</b>	<b>28.6</b>	<b>-45.6</b>	<b>-49.7</b>	<b>-53.5</b>	<b>-57.4</b>
Cash flow before financing	-418.5	-12.7	84.2	17.7	14.7	13.8
Increase/decrease in debt position	-5.0	-20.4	12.2	0.0	0.0	0.0
Purchase of own shares	0.4	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	32.8	32.8	32.8	39.4	46.0	50.5
Others	-1.3	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	12.4	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-39.5</b>	<b>-53.2</b>	<b>-20.6</b>	<b>-39.4</b>	<b>-46.0</b>	<b>-50.5</b>
Increase/decrease in liquid assets	-412.8	-33.2	96.4	17.7	14.7	13.8
<b>Liquid assets at end of period</b>	<b>965.0</b>	<b>1,053.9</b>	<b>1,150.3</b>	<b>1,168.0</b>	<b>1,182.7</b>	<b>1,196.6</b>
<b>Key ratios (EUR m)</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025e</b>	<b>2026e</b>	<b>2027e</b>
<b>P&amp;L growth analysis</b>						
Sales growth	0.7%	3.0%	10.2%	6.5%	5.3%	5.0%
EBITDA growth	-10.8%	-3.7%	17.4%	8.7%	8.0%	7.3%
EBIT growth	-21.9%	-6.5%	34.3%	11.5%	10.3%	9.2%
EPS growth	-17.7%	-5.6%	42.6%	10.7%	9.7%	8.9%
<b>Efficiency</b>						
Sales per employee	500.6	505.5	546.3	570.4	588.9	606.2
EBITDA per employee	60.6	57.2	65.8	70.2	74.4	78.3
No. employees (average)	1,825	1,862	1,899	1,937	1,976	2,015
<b>Balance sheet analysis</b>						
Avg. working capital / sales	-46.5%	-65.9%	-44.9%	-43.5%	-42.6%	-40.6%
Inventory turnover (sales/inventory)	17.6	23.8	39.6	42.2	42.2	42.2
Accounts receivable turnover	759.9	779.6	746.1	700.5	665.3	633.6
Accounts payable turnover	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow analysis</b>						
Free cash flow	-323.5	101.3	117.0	57.1	60.7	64.3
Free cash flow/sales	-35.4%	10.8%	11.3%	5.2%	5.2%	5.3%
FCF / net profit	neg.	229.5%	168.9%	74.4%	72.1%	70.2%
Capex / sales	7.7%	8.5%	4.4%	4.5%	4.6%	4.7%
<b>Solvency</b>						
Net debt	-113.5	-131.0	-172.0	-185.7	-200.4	-214.3
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
Dividend payout ratio	67.4%	74.3%	56.8%	60.0%	60.0%	60.0%
Interest paid / avg. debt	4.1%	7.3%	5.4%	5.3%	5.5%	5.5%
<b>Returns</b>						
ROCE	9.9%	9.2%	11.8%	12.6%	13.7%	14.7%
ROE	9.8%	9.0%	12.1%	13.1%	14.1%	15.0%
Adjusted FCF yield	13.5%	17.1%	17.7%	15.4%	17.4%	19.4%
Dividend yield	4.3%	4.3%	5.2%	6.1%	6.7%	7.3%
DPS	0.3	0.3	0.4	0.4	0.5	0.5
EPS reported	0.47	0.44	0.63	0.70	0.77	0.84
Average number of shares	109.2	109.2	109.2	109.2	109.2	109.2
<b>Valuation ratios</b>						
P/BV	1.4	1.4	1.3	1.3	1.3	1.2
EV/sales	0.6	0.5	0.4	0.5	0.5	0.4
EV/EBITDA	5.1	4.0	3.6	4.2	3.8	3.4
EV/EBIT	7.4	6.0	4.8	5.4	4.7	4.2

Source: Company data, NuWays

## Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

### Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

**Conflicts of interest that existed at the time when this research report was published:**

Company	Disclosures
MLP SE	2

### Historical target price and rating changes for MLP SE

Company	Date	Analyst	Rating	Target Price	Close
MLP SE	14.03.2025	Wendisch, Henry	Buy	EUR 13.00	EUR 6.99
	06.02.2025	Wendisch, Henry	Buy	EUR 12.50	EUR 6.90
	08.10.2024	Wendisch, Henry	Buy	EUR 12.00	EUR 5.70
	16.05.2024	Wendisch, Henry	Buy	EUR 11.50	EUR 5.83

## 1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by NuWays AG exclusively to selected recipients in the European Union (EU) or, in individual cases, also in other countries. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of NuWays AG. Reproduction of this document, in whole or in part, is not permitted without prior permission NuWays AG. All rights reserved.

Under no circumstances shall NuWays AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

## 2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

## 3. Organisational Requirements

NuWays AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of NuWays AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

## 4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the relevant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjust-

ment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

NuWays AG uses the following three-step rating system for the analysed companies:

**Buy:** Sustainable upside potential of more than 20% within 12 months

**Sell:** Sustainable downside potential of more than 20% within 12 months.

**Hold:** Upside/downside potential is limited. No immediate catalyst visible.

The decision on the choice of the financial instruments analysed in this document was solely made by NuWays AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of NuWays AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

## 5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. NuWays AG has checked the information for plausibility but not for accuracy or completeness.

## 6. Competent Supervisory Authority

NuWays AG is an affiliated company of Hauck Aufhäuser Lampe Privatbank AG which is under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

## 7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany and the European Union (EU). The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state. If this communication is distributed in the United Kingdom it is solely directed at (i) investment professionals as defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "FPO") or (ii) high net-worth entities as defined in article 49 of the FPO. This document should not be distributed or forwarded, either directly or indirectly, to any other individuals.

## 8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: [www.nuways-ag.com](http://www.nuways-ag.com)

Date of publication creation: 07/05/2025 07:59 AM

Date of publication dissemination: 07/05/2025 07:59 AM

## Contacts

### NuWays AG

Mittelweg 16-17  
20148 Hamburg  
Germany

+49 170 119 8648  
info@nuways-ag.com  
www.nuways-ag.com



**Christian Sandherr**

Co-CEO/Analyst

christian.sandherr@nuways-ag.com



**Frederik Jarchow**

Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



**Philipp Sennewald**

Analyst

philipp.sennewald@nuways-ag.com



**Henry Wendisch**

Analyst

henry.wendisch@nuways-ag.com



**Mark Schüssler**

Analyst

mark-hendrik.schuessler@nuways-ag.com



**Konstantin Völk**

Analyst

konstantin.voelk@nuways-ag.com

### Find us on Social Media

[Instagram](#)



[Twitter/X](#)



[LinkedIn](#)

