

# Business figures: Q1 2019

Reinhard Loose, CFO

Wiesloch, May 15, 2019

# Agenda

- Highlights Q1 2019
- Key financial figures Q1 2019
- Consultants and clients
- Summary and outlook
- Questions and answers

# Highlights Q1 2019

- **Total revenue up 6 %** to € 177.8 million – the highest figure at the start of a year since 2003
- MLP is increasingly benefiting from the **strategic diversification of revenue streams** that has been undertaken in the last few years
- **Pleasing development of early indicators**, such as consultant and new client acquisition
- At € 12.5 million, **EBIT remains at the high level recorded in same period of the previous two years** (2018: € 13.0 million, 2017: € 12.5 million)
- **Outlook for 2019: EBIT slightly above the previous year's figure** (€ 46.4 million) still anticipated – despite high levels of investment in the university segment to bolster future operations

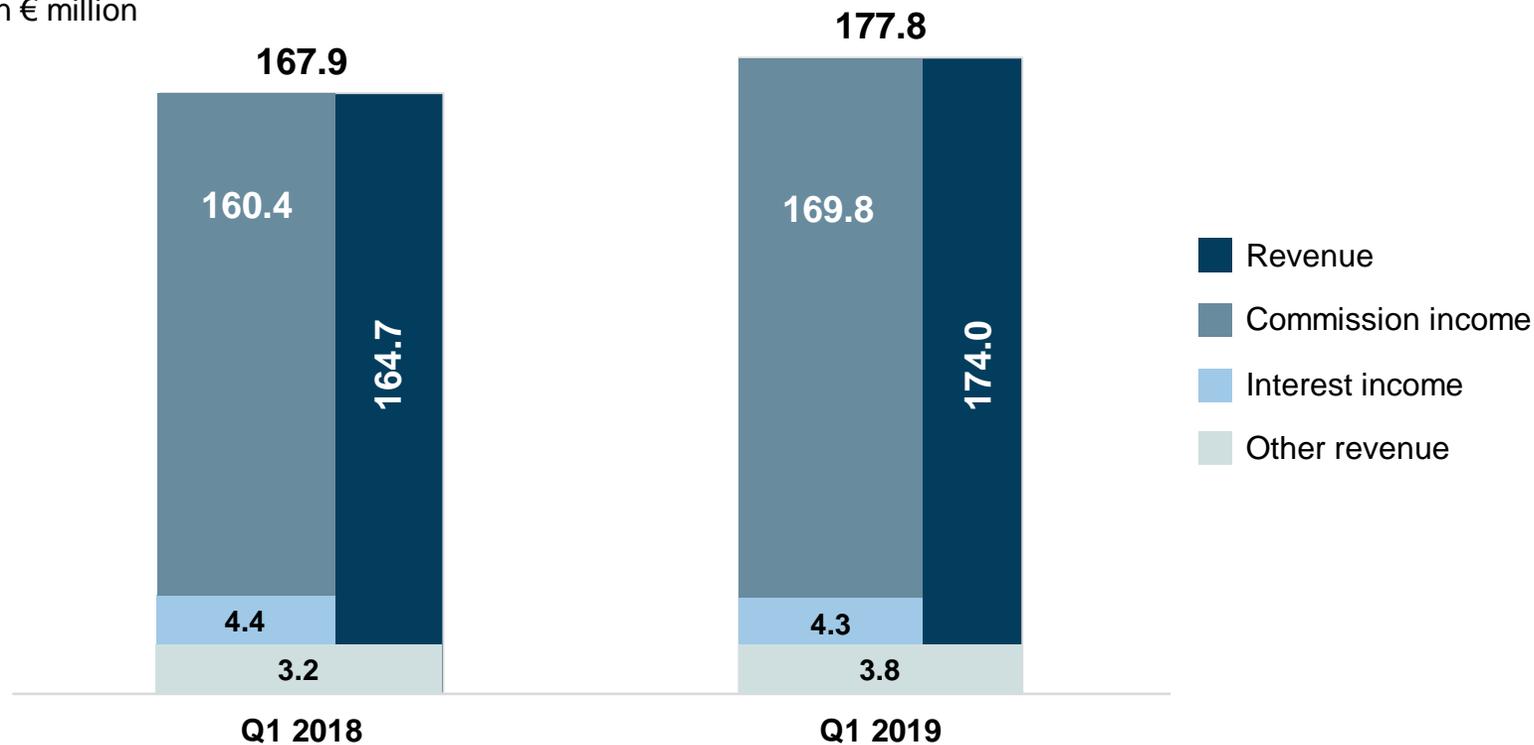
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# Q1: Total revenue increases to € 177.8 million – highest figure since 2003

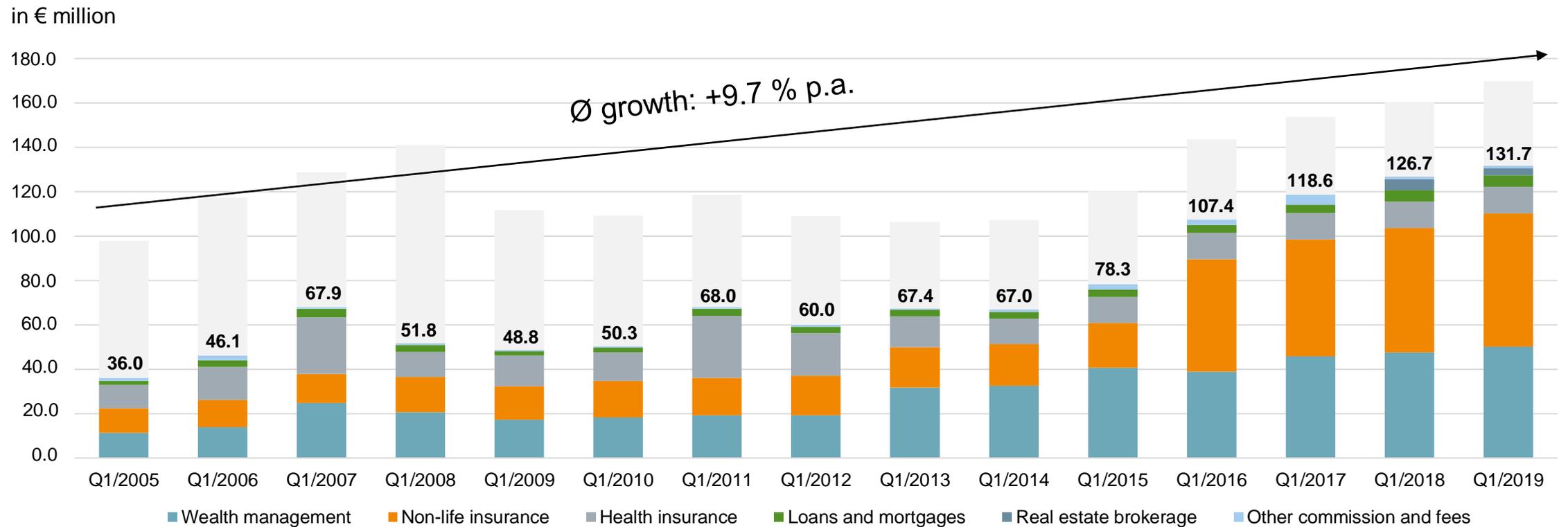
## Total revenue Q1

in € million



# Successful diversification beyond old-age provision

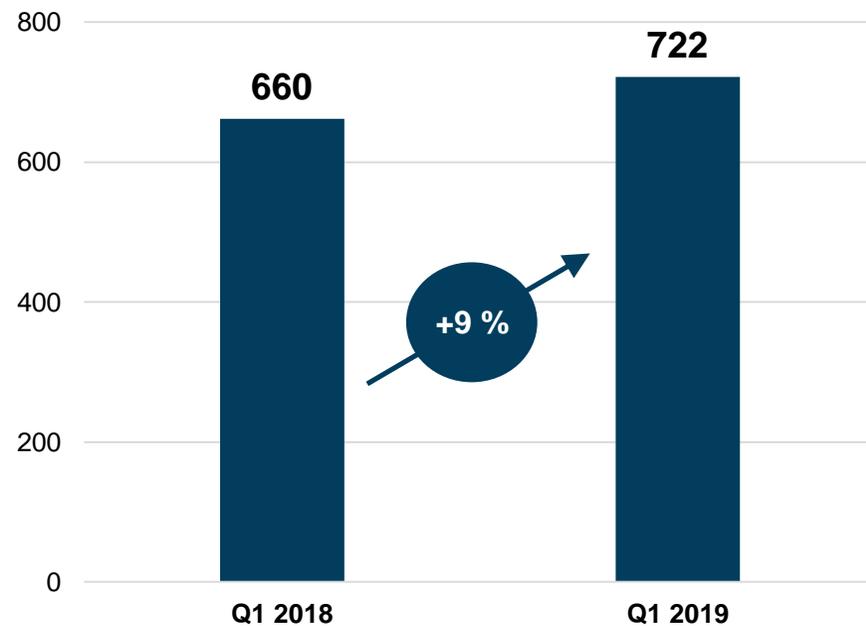
## Commission income in the first three months (all fields, excluding old-age provision)



# Increased interest in occupational pension provision among clients

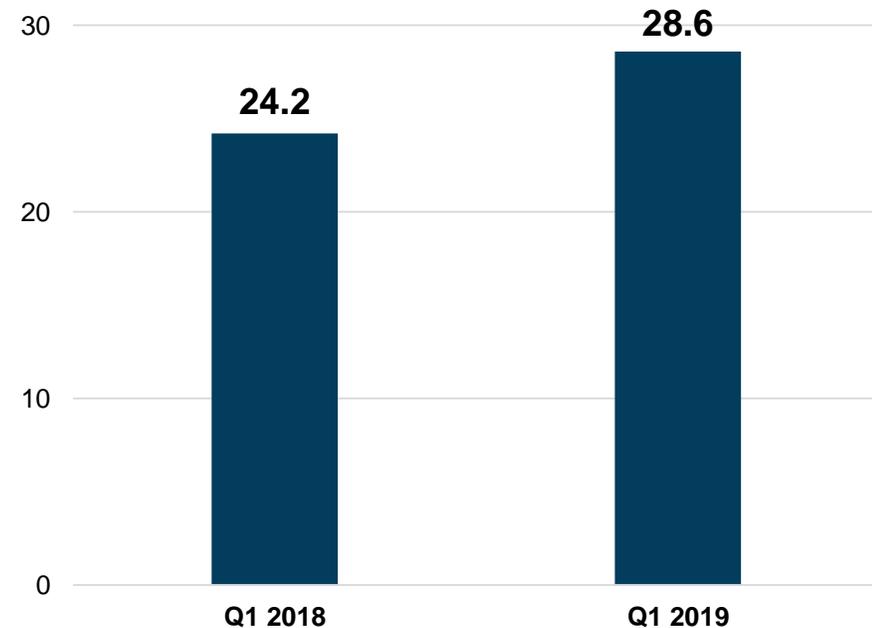
Premium sum of new business in the old-age provision area

in € million



Occupational pension provision: share of the brokered premium sum

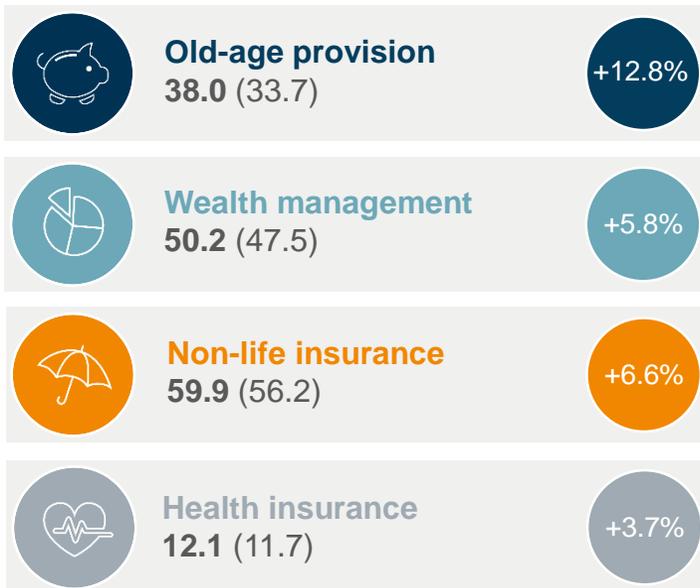
in %



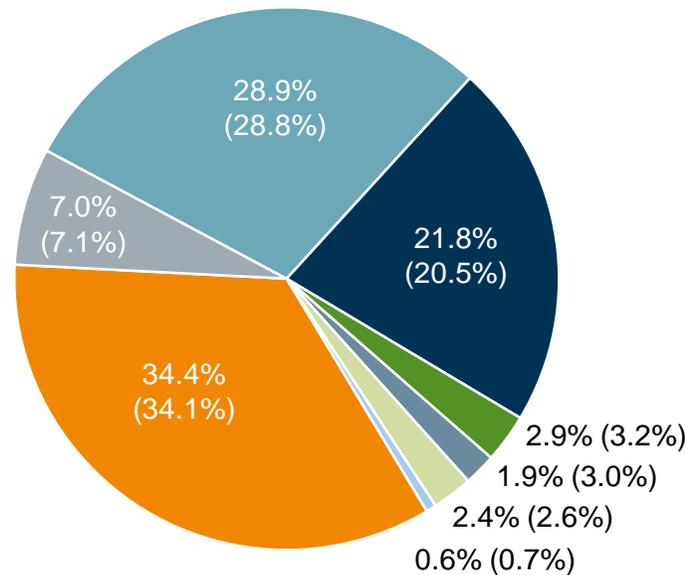
# Growth in virtually all fields of consulting

## Revenue Q1

in € million



Revenue breakdown:



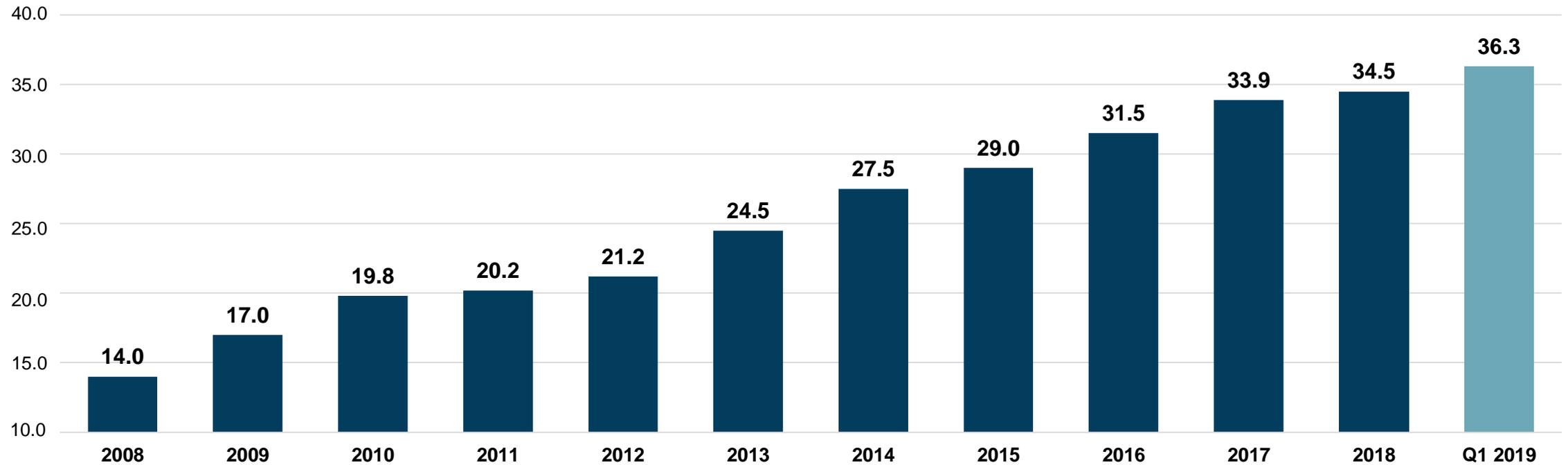
Previous year's values in brackets

\* Excluding MLP Hyp

# Assets under management reaches record level

## Assets under management MLP Group

in € billion



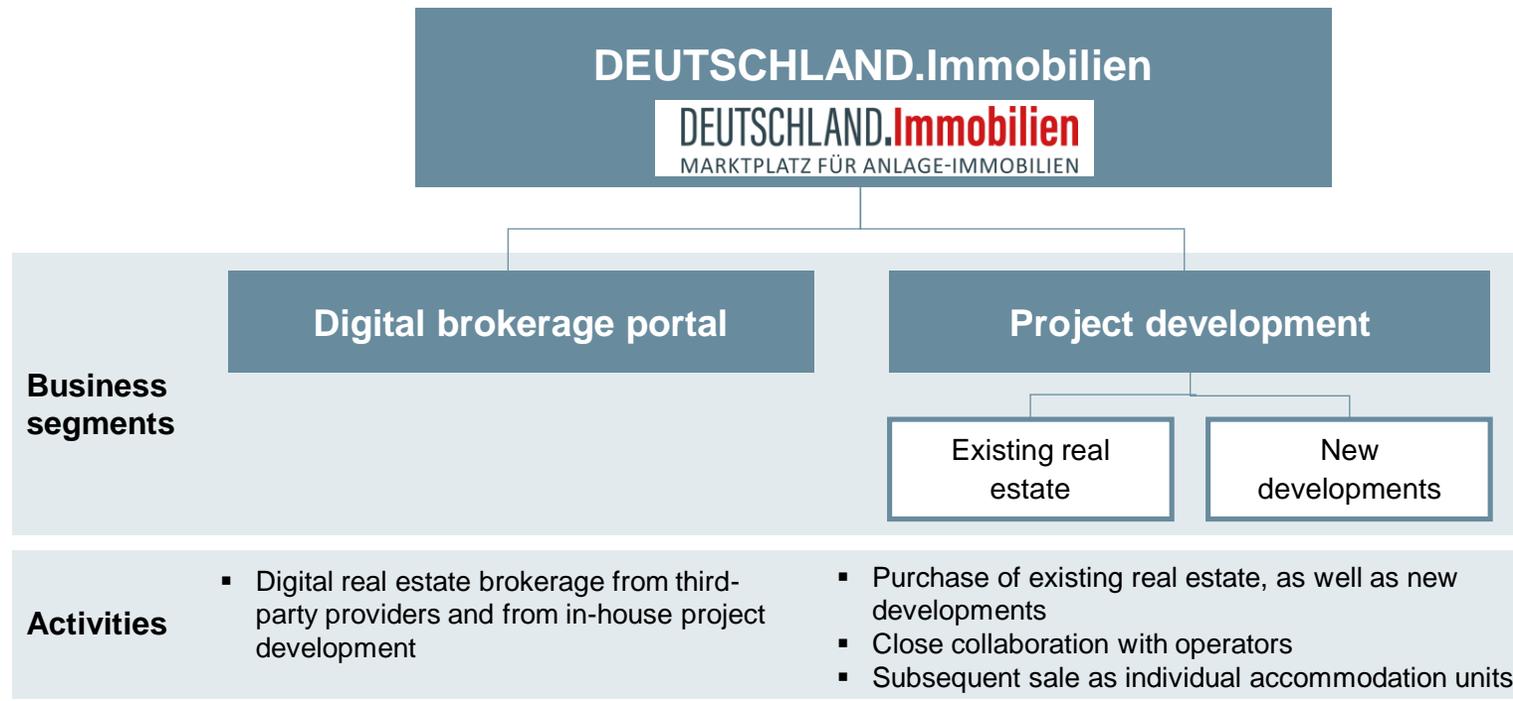
As of December 31 in each case, except Q1 2019

# Acquisition of DEUTSCHLAND.Immobilien Gruppe

Brokerage and project development in the real estate area

## Business model

## Basic data



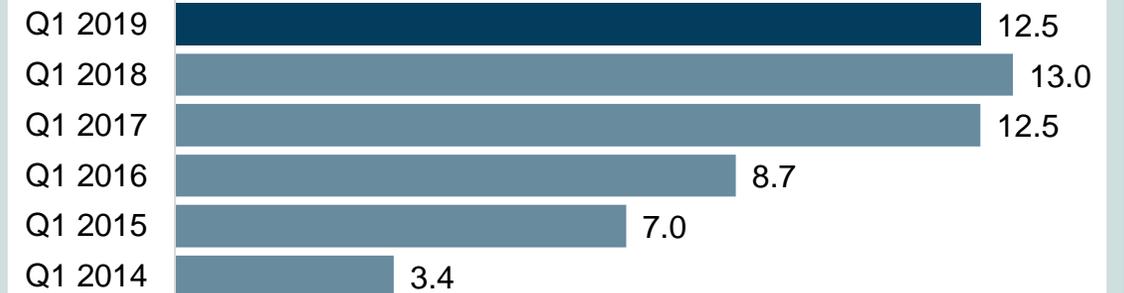
- High degree of specialization in the field of senior-citizen housing/nursing care
- Registered office: Hanover
- Number of entities: 8 entities plus project entities
- Employees: approx. 50
- Sales partners: approx. 5,800

# Q1: EBIT at € 12.5 million

## Income statement

in € million

	Q1 2018	Q1 2019
Total revenue	167.9	177.8
Operating EBIT*	13.0	12.5
EBIT	13.0	12.5
Finance cost	-0.4	-0.2
EBT	12.6	12.3
Taxes	-3.3	-3.1
Net profit	9.3	9.1
EPS in € (diluted/basic)	0.09	0.08



\*before one-off expenses

# Core capital ratio at 19.2 %

## Statement of financial position (overview)

<u>Assets</u>	in € million	Dec. 31, 2018	March 31, 2019
Intangible assets		155.9	154.0
Property, plant and equipment		78.3	132.5
Financial assets		165.3	165.5
Receivables from clients in the banking business		761.0	756.7
Receivables from banks in the banking business		694.2	701.2
Other receivables and assets		158.1	145.9
Cash and cash equivalents		385.9	498.8
<b><u>Liabilities and shareholders' equity</u></b>			
Shareholders' equity		424.8	429.2
Provisions		94.5	104.7
Liabilities due to clients in the banking business		1,638.9	1,702.4
Liabilities due to banks in the banking business		81.6	87.5
Other liabilities		165.8	240.6
<b><u>Balance sheet total</u></b>		<b>2,421.0</b>	<b>2,579.9</b>

Equity ratio: 16.6 %

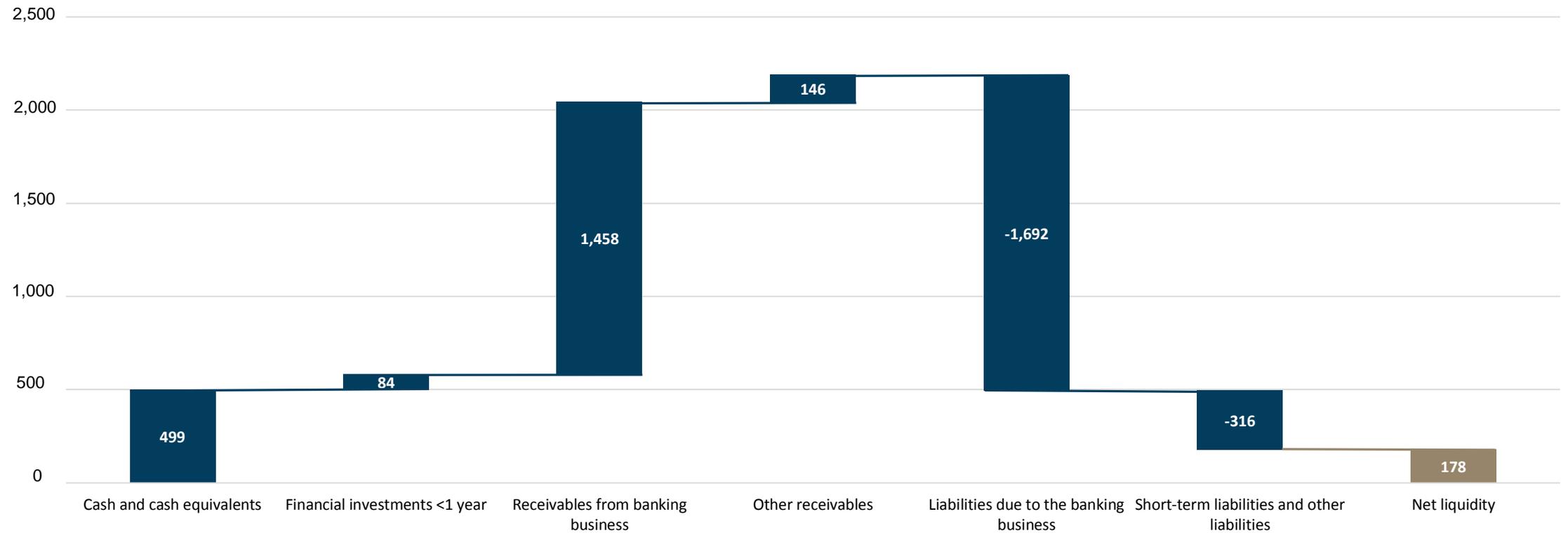
Core capital ratio: 19.2 %

Total capital at around € 264 million

# Net liquidity of around € 178 million

As of March 31, 2019

in € million

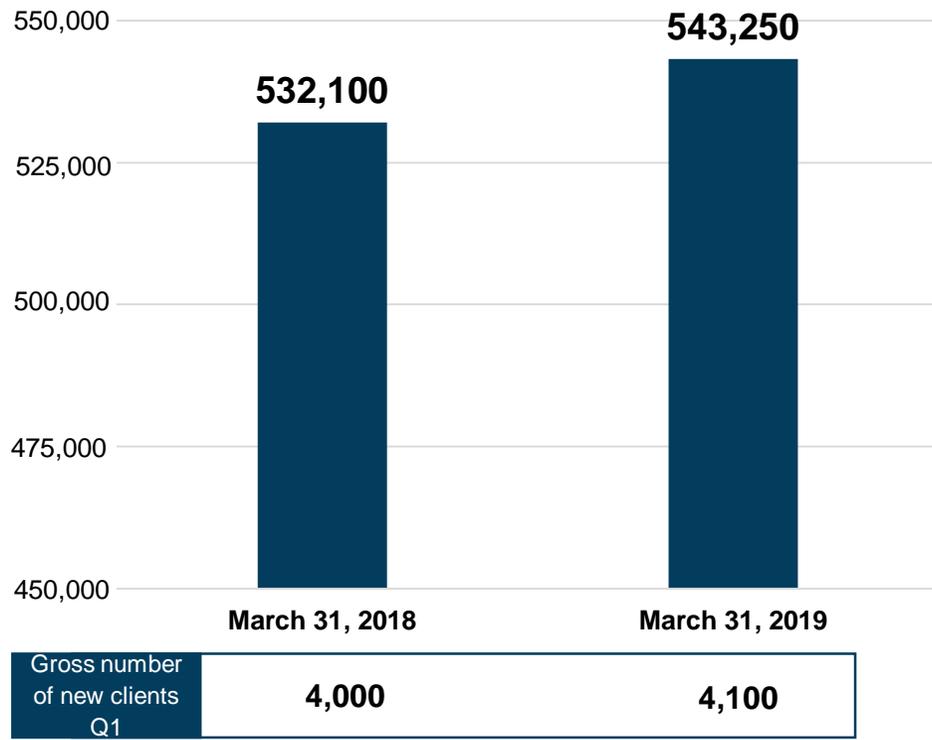


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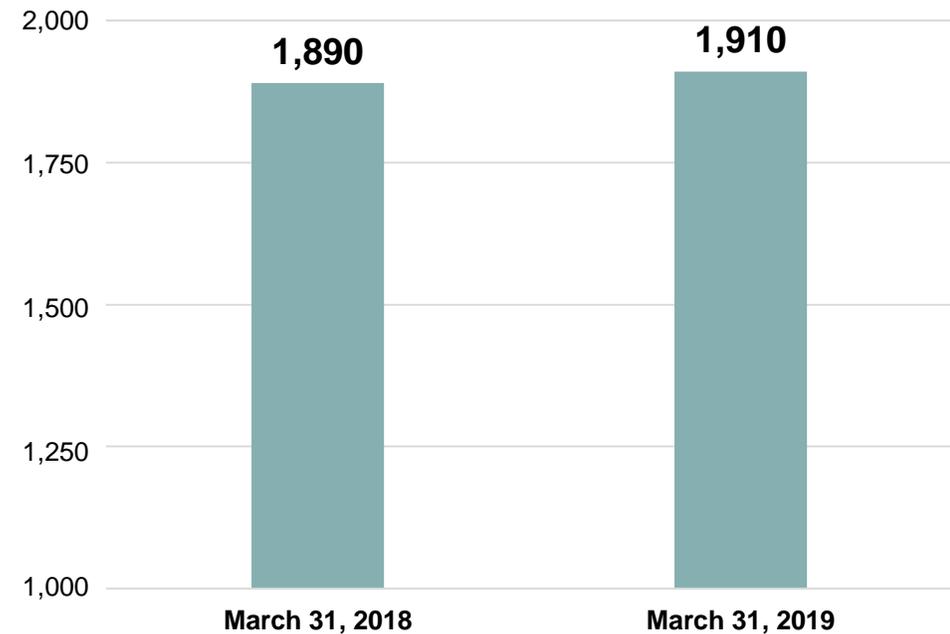
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# Number of family clients increases to 543,250

## Family clients



## Consultants



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# Forecast for the financial year 2019

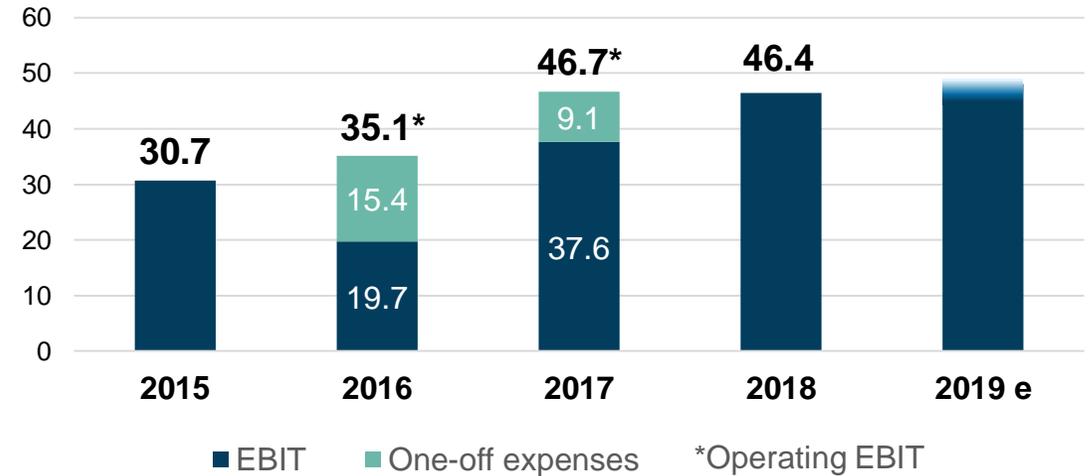
## Qualitative assessment of revenue development

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

	<b>Old-age provision</b>	0
	<b>Wealth management</b>	+
	<b>Health insurance</b>	0
	<b>Non-life insurance</b>	+
	<b>Loans and mortgages</b>	++
	<b>Real estate brokerage</b>	++

## Sales development

in € million



MLP anticipates EBIT to rise slightly in 2019

# Summary

- **Sales revenue increased significantly** in the first quarter, positive early indicators – providing a **sound basis** for the rest of the year
- Further development of the **university segment** increasingly delivering results – ongoing acceleration in acquiring new consultants
- **Outlook unchanged:** slight increase anticipated over the EBIT recorded in 2018

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# Contact

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