



Strategic expansion of the industrial brokerage business

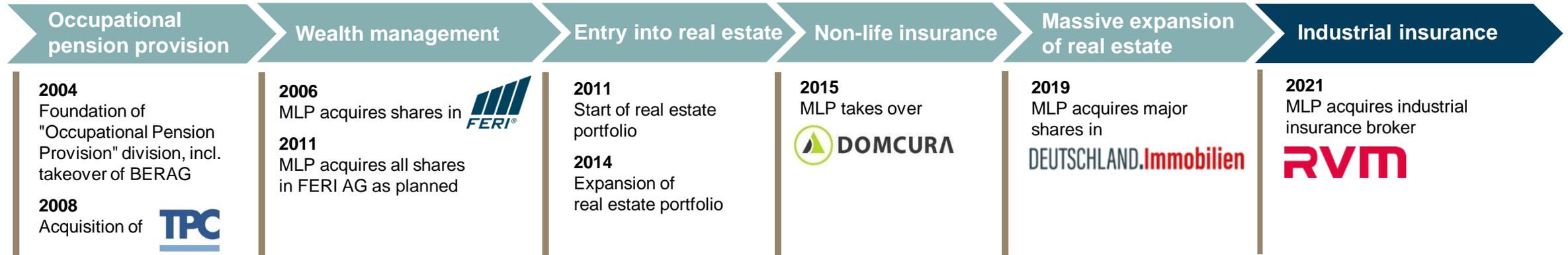


Finanzen verstehen. Richtig entscheiden.

Overview

- Over the last few years, the MLP Group has significantly extended its offers for corporate and institutional clients, as well as its B2B services. In the field of occupational pension provision, MLP has become the leading German broker. The next step in the expansion of the corporate client business is now to further open the market for industrial insurance.
- To this end, MLP is acquiring 100% of the shares in industrial insurance broker RVM.
- This forms the basis for the systematic development of the new industrial insurance broker segment in the MLP Group. Further acquisitions of brokers are planned in this heavily fragmented market. The objective is to assume a significant position in this market in the mid-term, while maintaining the medium-sized identity.
- By taking this step, MLP is continuing to pursue its consistent strategy of the last few years, which focuses on further diversifying its revenue basis and expanding recurring revenue. This will help MLP to also establish itself as a market-shaping power in the corporate client segment.
- RVM's successful business model will continue to operate under the same brand and with the same, proven management team – securing a very high degree of continuity for clients

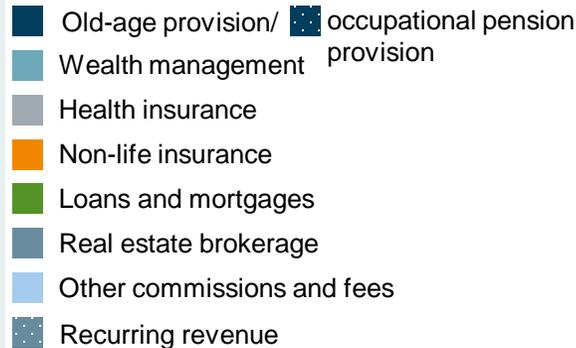
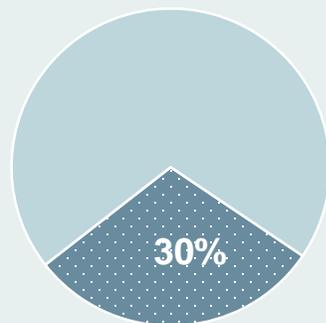
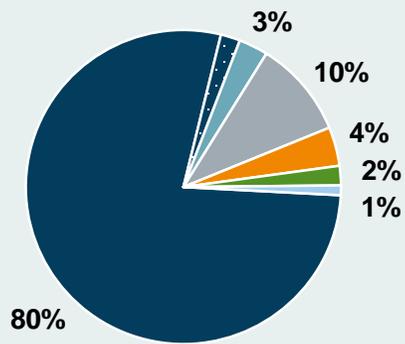
Targeted diversification of revenue basis and the B2B business



FY 2005

Commission income: € 467.9 million

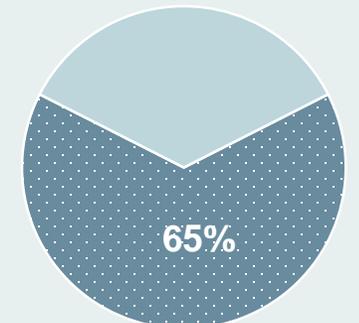
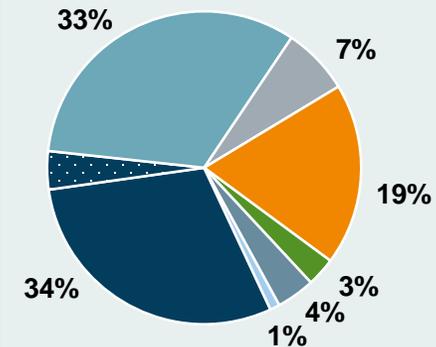
Proportion of recurring revenue:



FY 2019

Commission income: € 672.9 million

Proportion of recurring revenue:



The MLP Group

The partner for all financial matters | Private clients – Institutional investors – Corporate clients – B2B



The partner
for all financial matters



The investment expert
for institutional investors
and
high net-worth
individuals



The underwriting
agency,
focusing on private
and commercial non-life
insurance and
insurance brokers



The specialist in
occupational provision



The industrial broker
with a focus on
medium-sized
enterprises



The marketplace for
investment properties

Profile: RVM

A leading market player for brokerage of industrial insurance products

Business model



- Broker in the industrial insurance field
- Strong focus on medium-sized clients as part of a business model that has proven itself over many years
- Strong regional presence in Southern Germany, HQ: Eningen/Reutlingen (Baden-Württemberg)

KPIs



Employees: approx. 200



Clients: more than 2,500



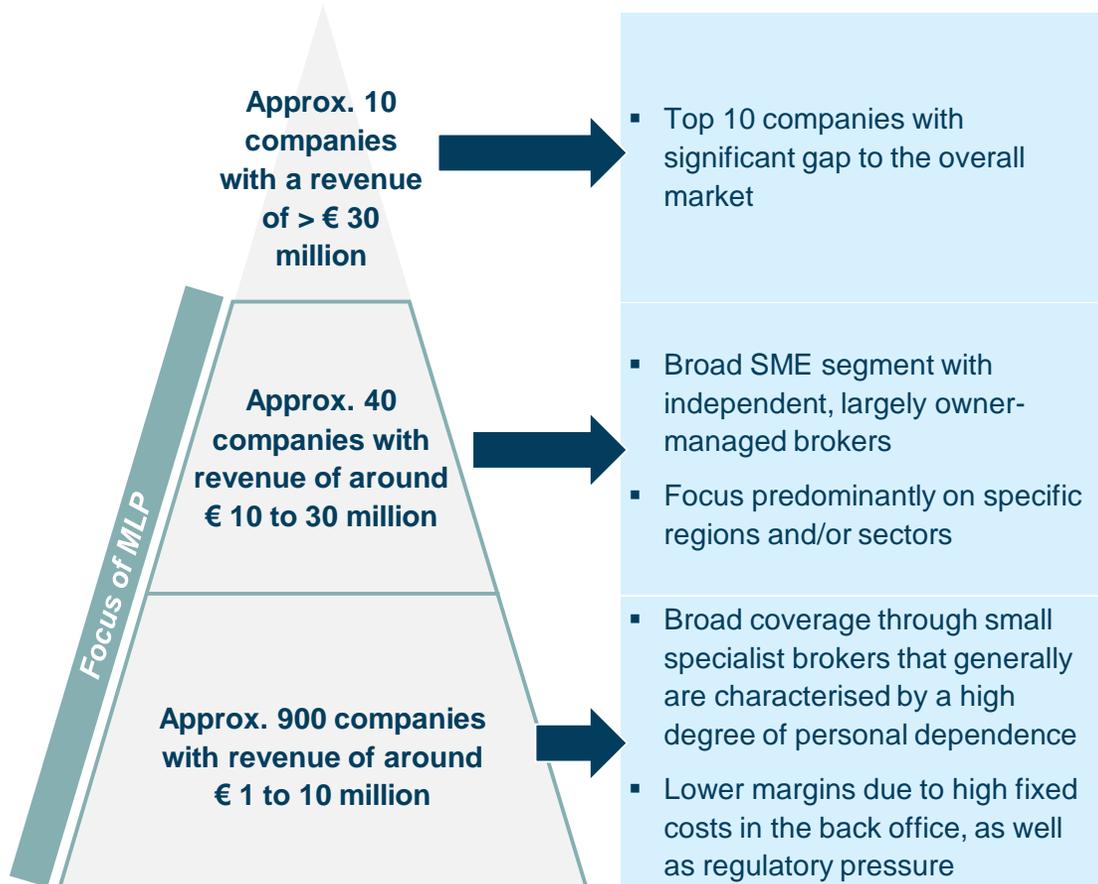
Revenue: approx. € 19 million (2019)



EBIT: MLP is anticipating a EUR mid-single-digit million EBIT contribution on an annual basis from the new industrial insurance broker segment from the first full financial year onwards (2022).

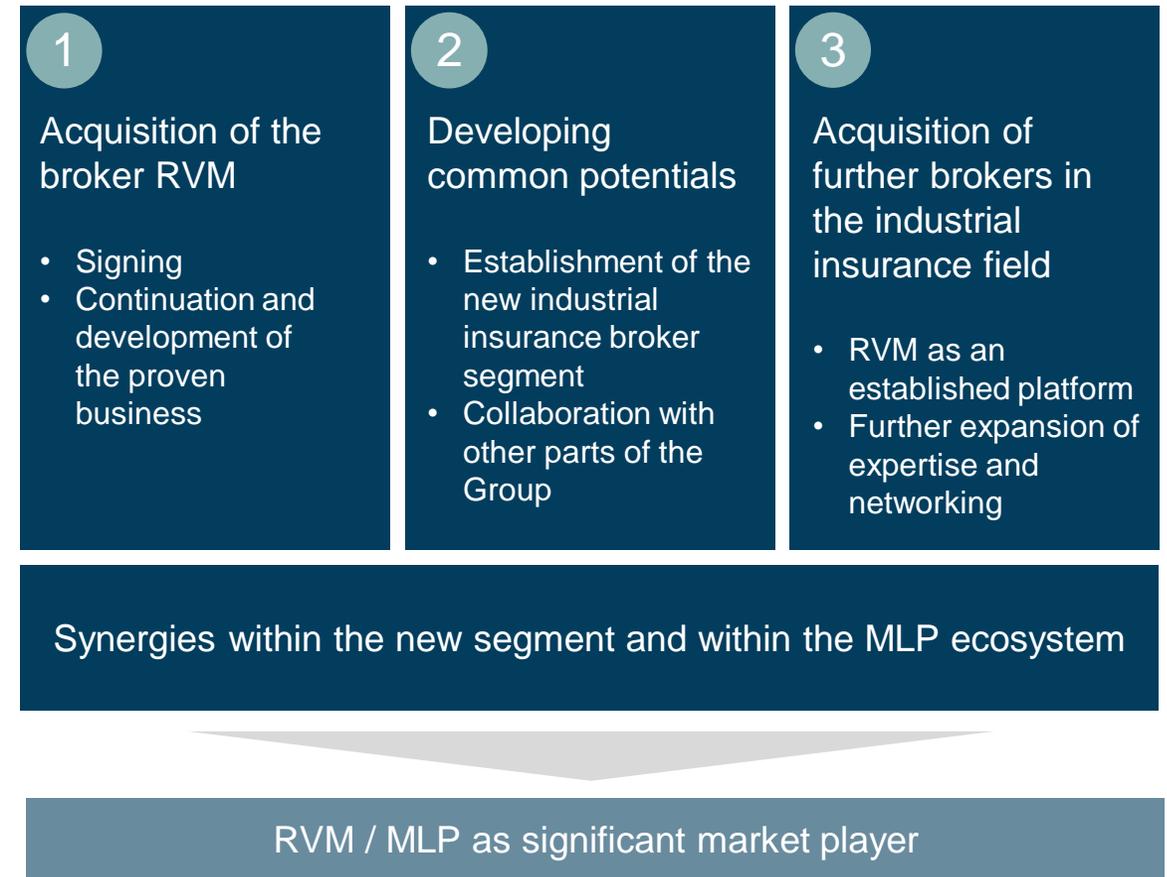
The market for industrial insurance offers great potential – MLP wants to actively shape consolidation of the market

Heavily fragmented market*



* Market assessment by MLP

MLP's "buy and build" strategy



Maintenance and expansion of the range of services for RVM's corporate clients – further potential in the MLP Group

RVM corporate clients



- The business model will be continued and can be significantly expanded within the MLP Group
- Accelerated development possible thanks to the financial power of the MLP Group – while maintaining the identity of a medium-sized enterprise
- High degree of continuity in the Management Team ensured
- RVM will remain a strong and reliable partner also in future

MLP Group



- Expansion of the scope of services offered for corporate clients and further broadening of the revenue basis
- Expansion of expertise in the MLP Group and sales interactions with other parts of the Group, above all in occupational pension provision
- Use of the shared infrastructure, in particular IT, and working together to establish digital transformation processes

Key data on the transaction

Purchase price



- Total purchase price in the mid-double-digit million range, comprising a mechanism by which part of the purchase price is linked in retrospect to the quality of business development up to the end of 2022

Structure of the purchase



- As the new intermediate holding company, MLP Assekuranzmakler Holding GmbH is to acquire 100% of the shares with retroactive economic effect from January 1, 2021
- Around half of the purchase price is to be paid from cash funds

Closing conditions



- Approval from the Supervisory Board at MLP SE (already issued) and the competition authorities (registered)

Valuation (for 100% of the shares)



- Sales revenue multiple, EBIT multiple, etc.
- RVM with major strategic impact, as MLP is laying the foundations for systematically expanding the new industrial insurance broker segment and making further acquisitions

Corporate governance



- The current management team will remain in place
- Manfred Bauer, Member of the Executive Board at MLP, as Chairman of the Shareholders' Assembly

Strategic further development of the MLP Group

