



A LEADING FINANCIAL ADVISORY NETWORK
FOR FAMILY AND CORPORATE CLIENTS

Metzler Small Cap Days 2024

Frankfurt, April 24, 2024

Summary MLP Group

- MLP proves **resilience of its business model** – **strategic developments** consistently expedited, supported by important trends
- MLP Group **admitted to the SDAX** – **consistent dividend proposal of 30 cents per share**
- **Total revenue** reached new **peak of €973 million** with **EBIT at €70.7 million** – **Assets under management** at a record high of **€57.0 billion**
- **Forecast for 2024** underscores **resilience and growth opportunities** – **Planning for the end of 2025** with **EBIT of €100 to 110 million reassured**

Agenda

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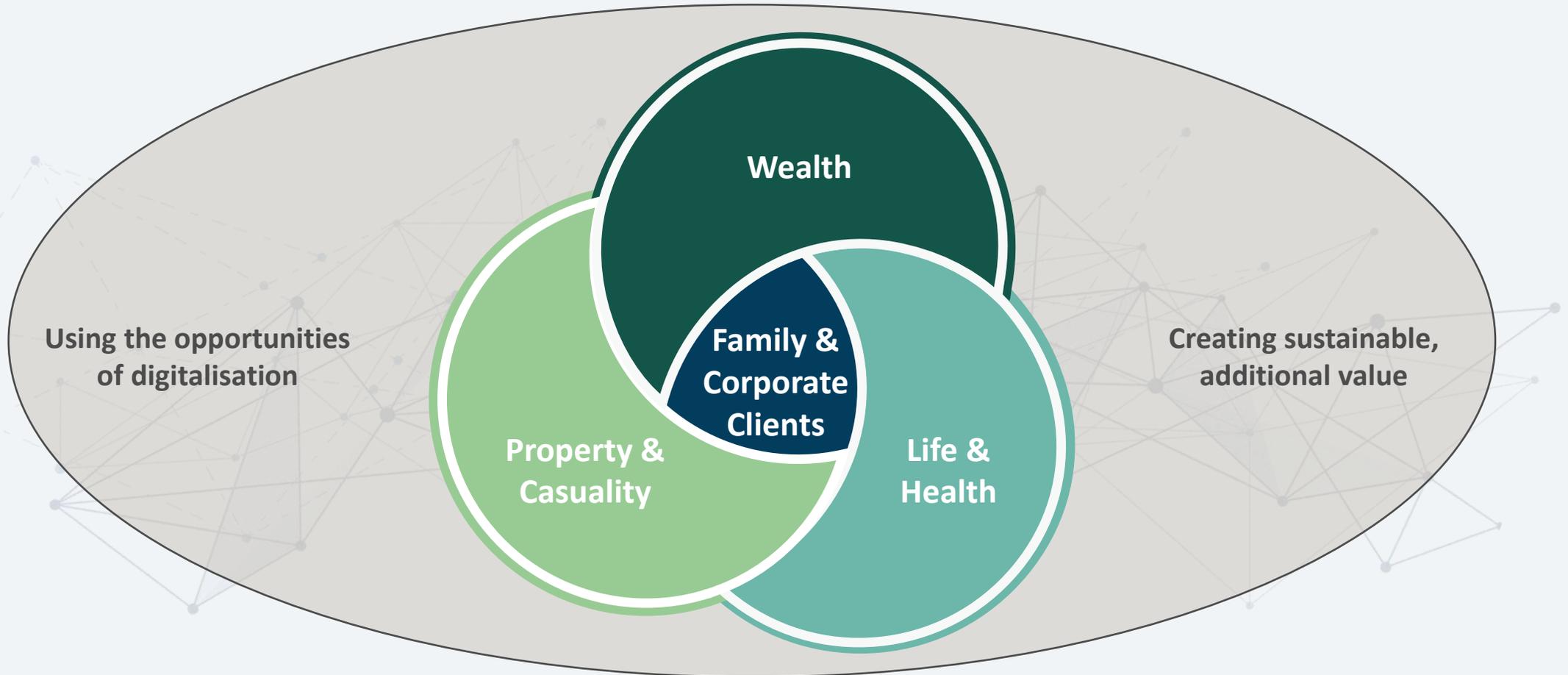
1 | MLP AT A GLANCE

2 | BUSINESS PERFORMANCE 2023

3 | FORECAST 2024 AND PLANNING 2025

Business model

 **MLP** a leading financial advisory network for ...



1 | MLP AT A GLANCE

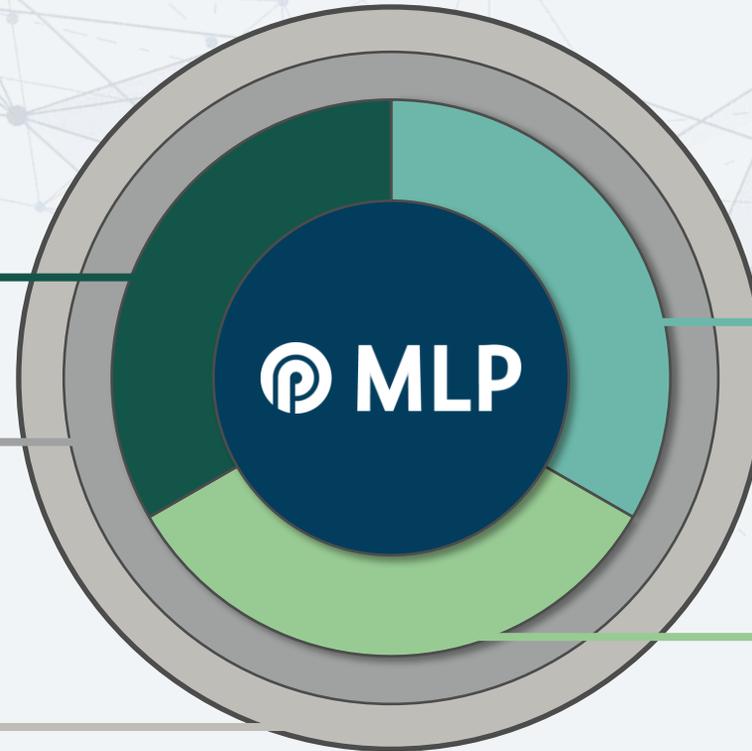
Trends support growth ambitions in competence fields

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

DEMOGRAPHIC DEVELOPMENT increasingly generates need for private and occupational pension provision

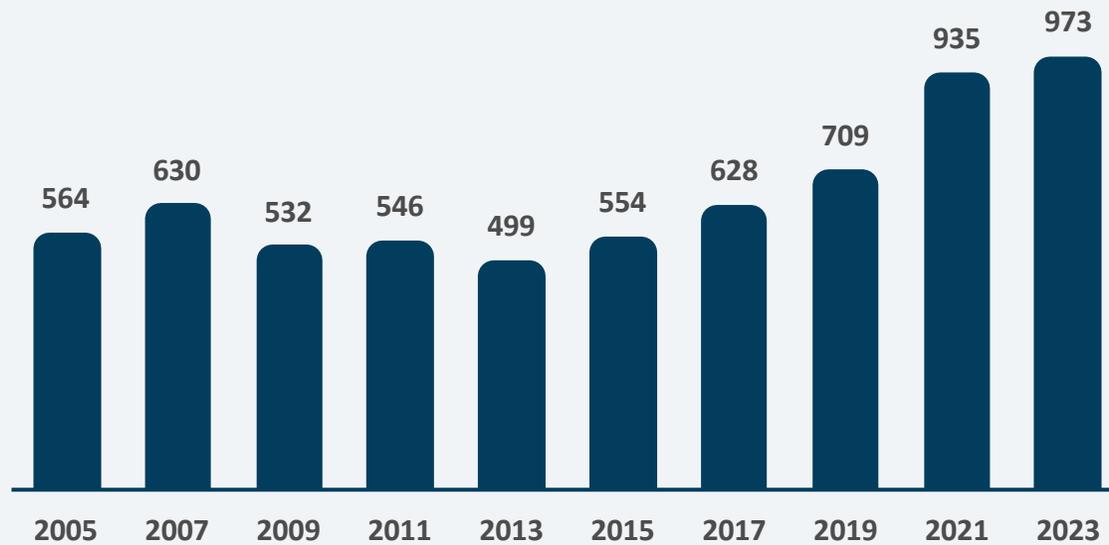
DIGITALISATION improves client experience and cost efficiency
SUSTAINABILITY creates new prospects and need for consulting services

INFLATION increases demand for financial consulting in various competence fields

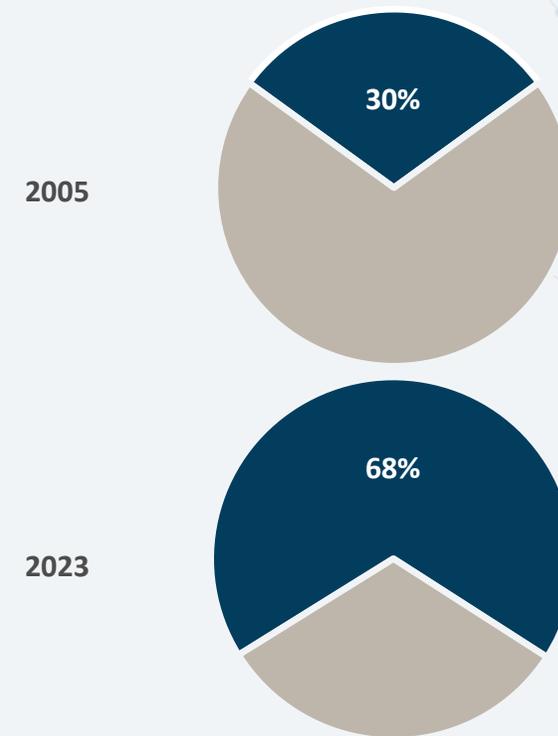


Total revenue at new all-time high

Total revenue of the MLP Group
in € million



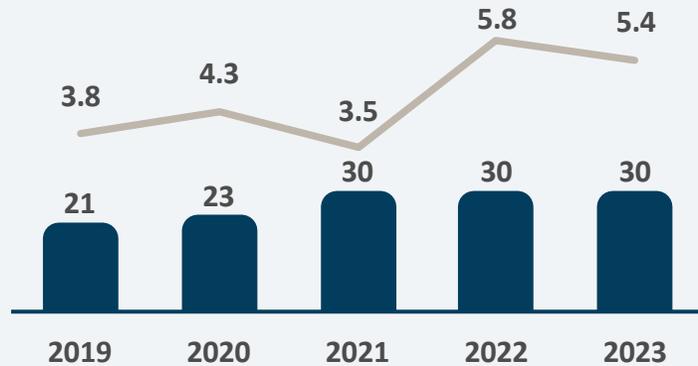
Recurring Revenue
Proportion of sales revenue



MLP SE – attractive dividend policy & valuation

Dividend

Dividend per share in Cents; Dividend yield in %



Consistent dividend policy
Pay out ratio of 50 % to 70 % of net profit

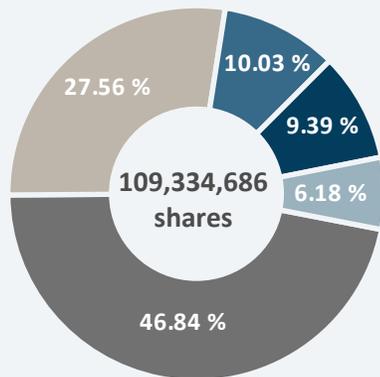
Broad Research Coverage*

NuWays	Buy	TP € 12.00
Pareto Securities	Buy	TP € 9.00
Kepler Cheuvreux	Buy	TP € 7.50
Metzler	Buy	TP € 7.20
Consensus	100% Buy	Ø TP € 8.93

* target price estimates as of April 4, 2024

Stable shareholder structure

Notifications made to MLP as of December 31, 2023



Family Lautenschläger (pooling agreement)

HanseMercur Krankenversicherung auf Gegenseitigkeit

Barmeria Versicherungen a. G.

Allianz SE

Freefloat (Definition Deutsche Börse)**

** thereof shareholdings of the Executive Board 2.22 %

Planning key figures

MLP Group	2023	2025p
EBIT (in € million)	70.7	100 - 110
AUM (in € billion)	57.0	62 - 68

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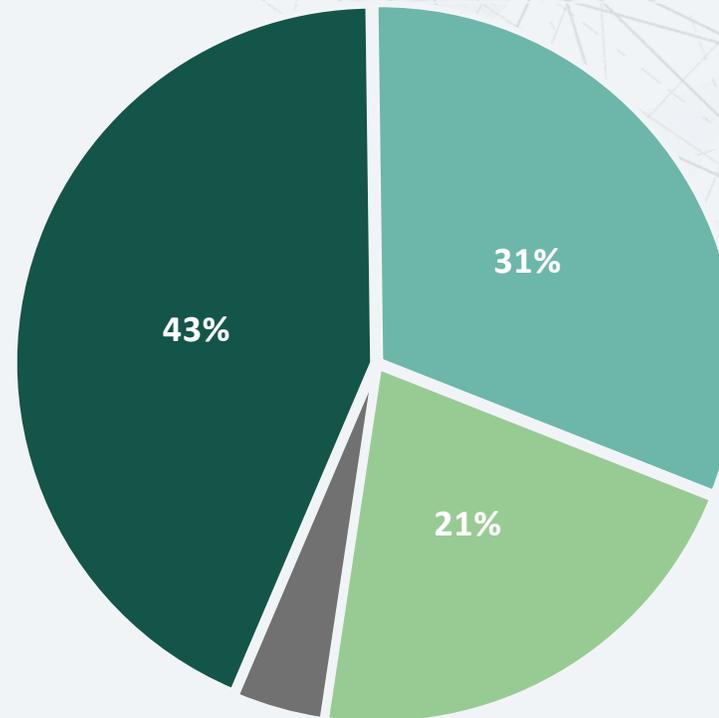
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Revenue recorded in competence fields

Sales revenue breakdown into competence fields
in € million, 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 %

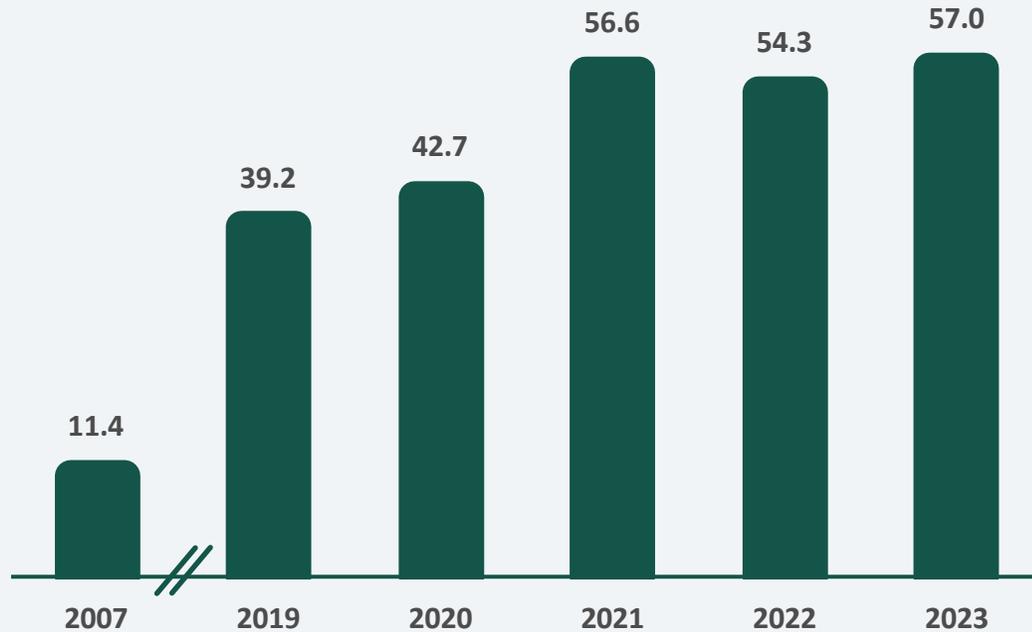


Life & Health	294	(285)	+3 %
Old-age provision	234	(229)	+2 %
Health insurance	60	(56)	+8 %

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

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 %

Detailed information can be found in our MLP Group Annual Report for the financial year 2023 on our website:
<https://mlp-se.com/investors/financial-publications/reports/reports-2023/>

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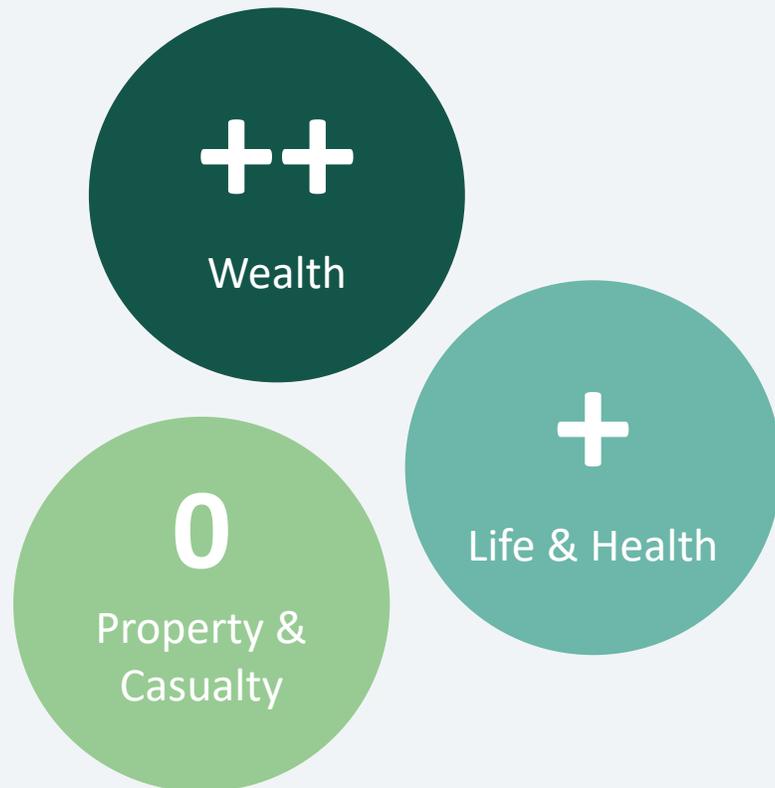
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Forecast 2024

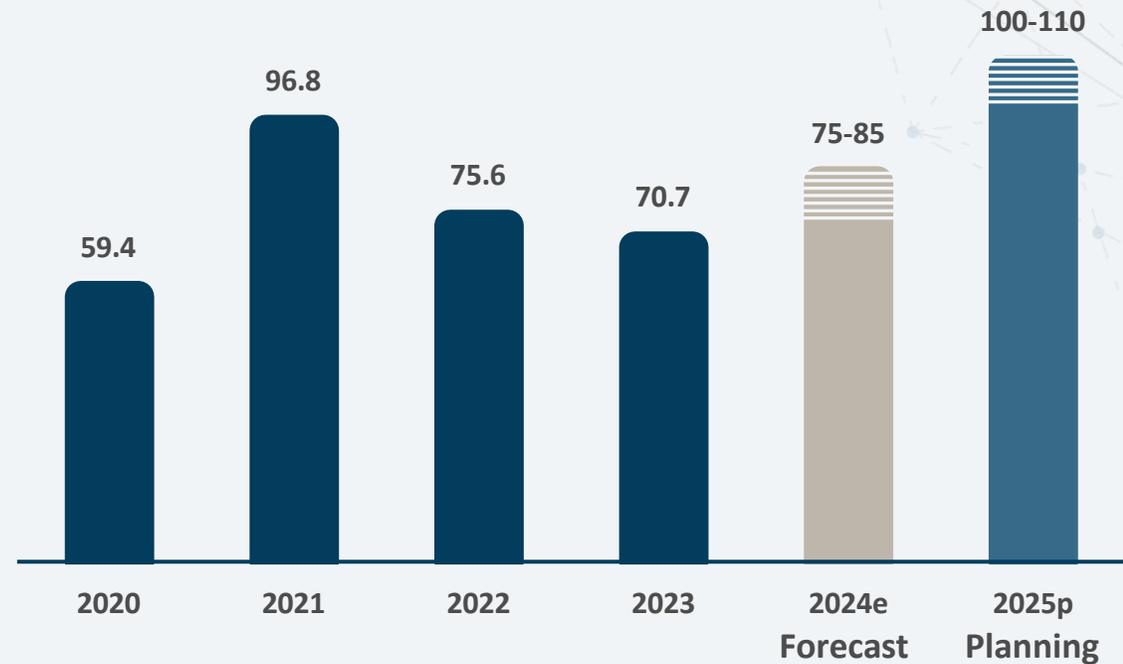
Sales revenue

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

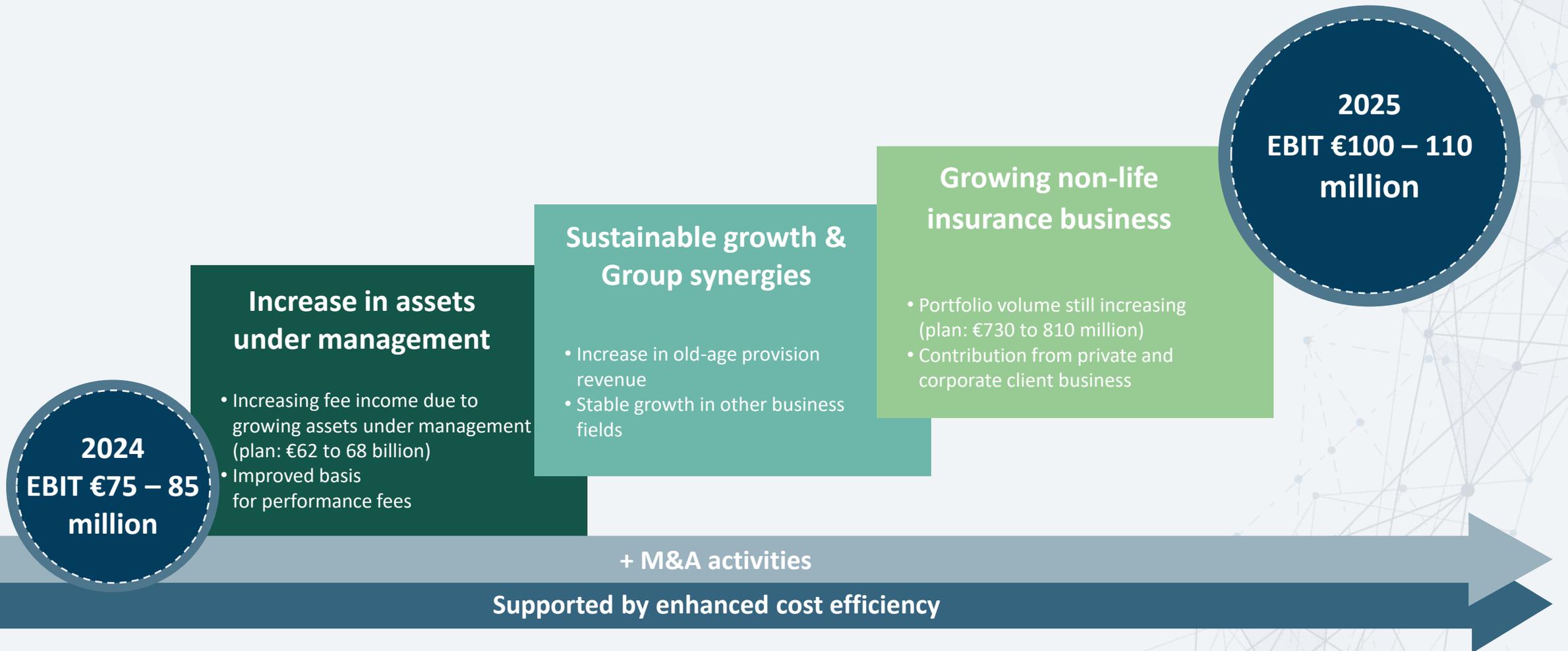


EBIT

in € million



Planning 2025



We are happy to answer your questions

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Information on upcoming events can be found on our website:
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