



Business figures Q1 2024

Wiesloch, May 15, 2024

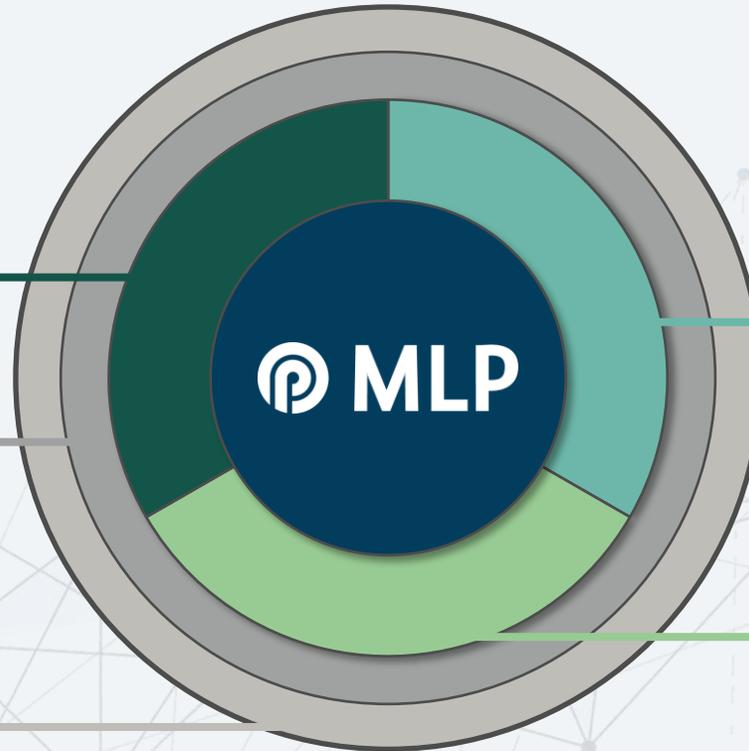
Highlights Q1 2024

- **Successful start to the year for MLP – strategically developed business model** pays off
- **Total revenue** increased to an **all-time high of €284 million** (PY: €263 million), above all in the Wealth competence field
- Key figures for future revenue development increased to **record levels: Assets under management at €59.3 billion** and **non-life insurance portfolio volume at €719 million**
- **EBIT** significantly above the previous year at **€37.0 million** (€32.4 million) – **forecast for 2024 and planning for 2025 confirmed**

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

Agenda

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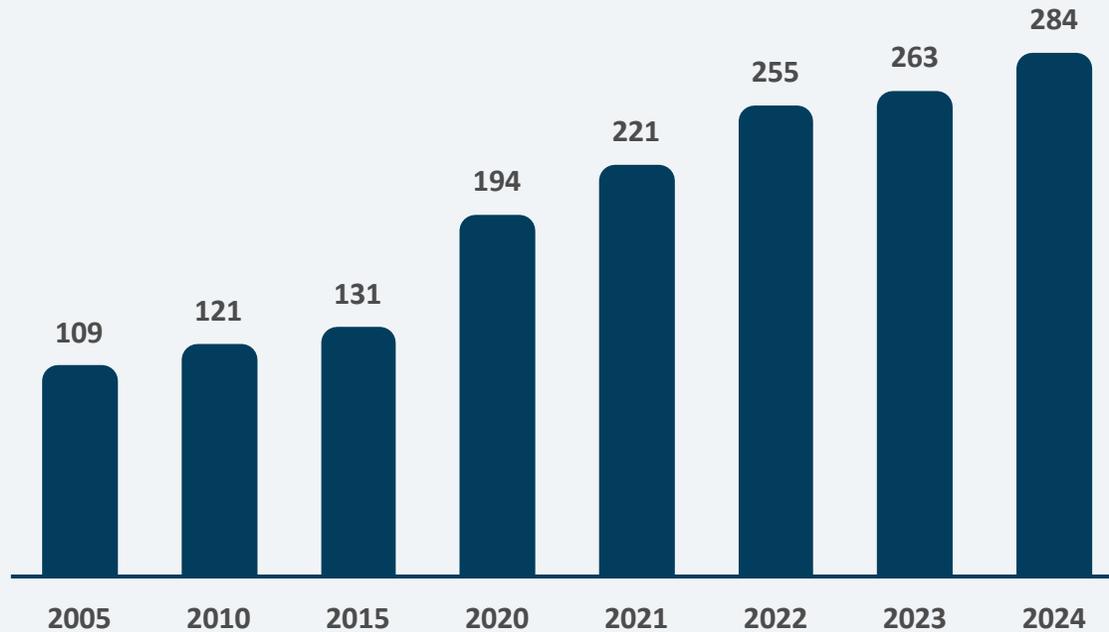
1 | BUSINESS PERFORMANCE Q1 2024

2 | FORECAST 2024 AND PLANNING 2025

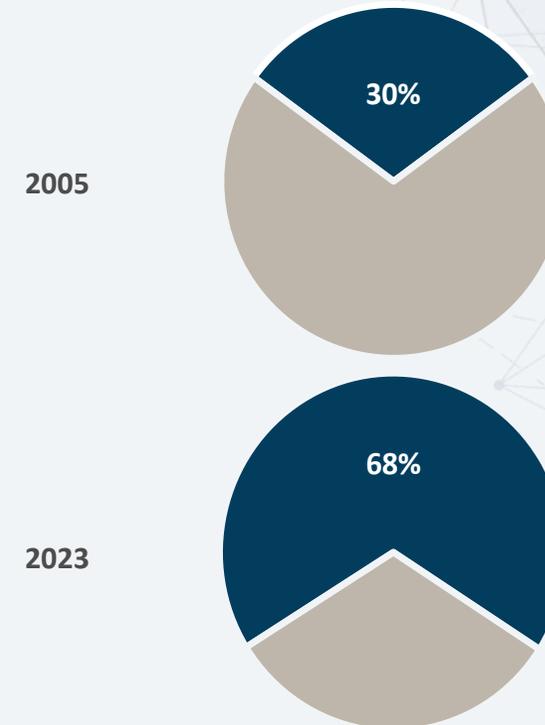
3 | SUMMARY AND QUESTIONS

Total revenue at new all-time high

Total revenue Q1 of the MLP Group
in € million



Recurring Revenue
Proportion of sales revenue

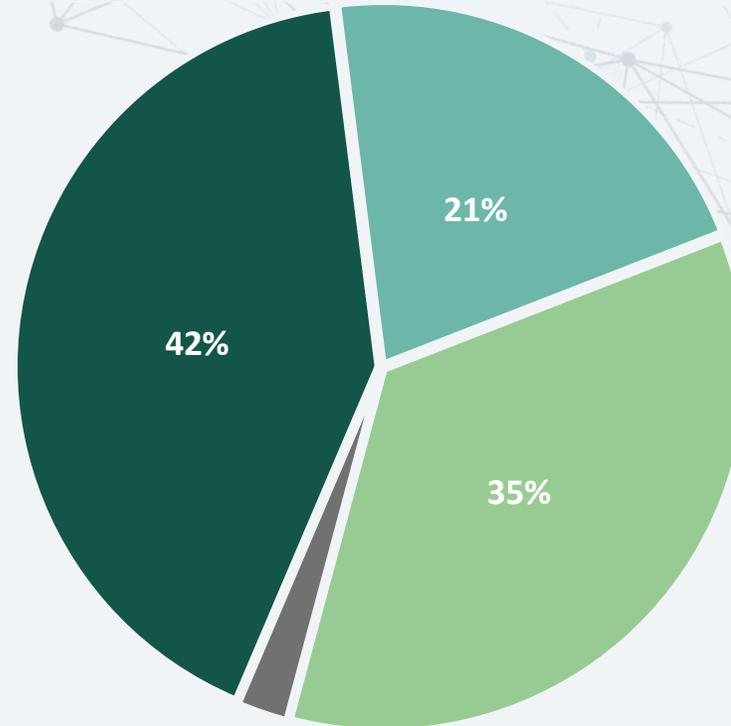


Strong growth in the Wealth competence field

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

Wealth	116	(91)	+27 %
Wealth management	86	(74)	+17 %
Interest income	22	(12)	+89 %
Real estate brokerage	3	(2)	+69 %
Loans and mortgages	4	(4)	-2 %

Others	6	(12)	-50 %
Real estate development	3	(10)	-66 %
Other commissions and fees	3	(2)	+18 %



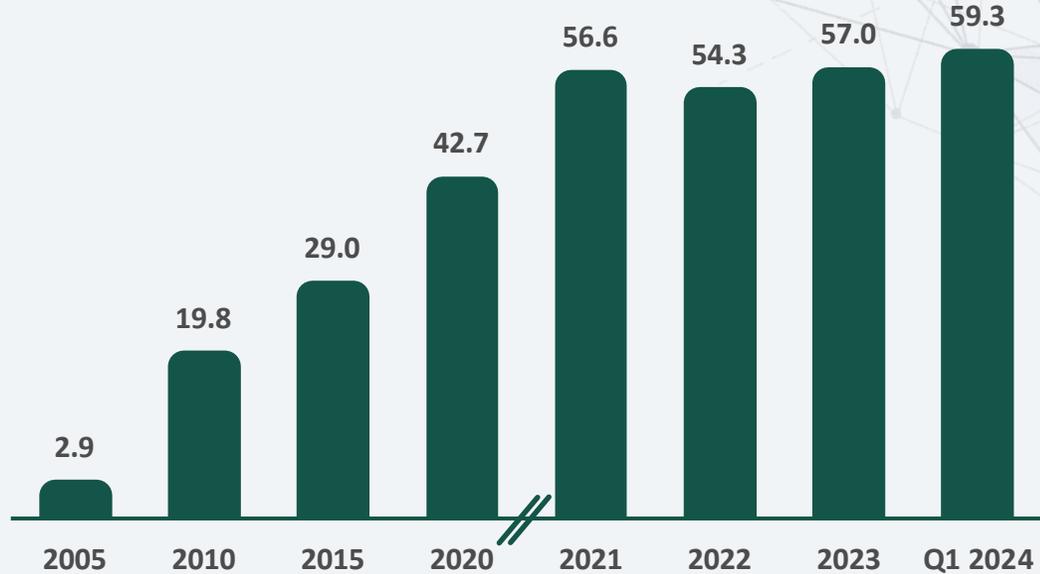
Life & Health	59	(59)	-1 %
Old-age provision	43	(44)	-2 %
Health insurance	16	(15)	+2 %

Property & Casualty	97	(92)	+6 %
Non-life insurance	97	(92)	+6 %

Key figures reach new record levels

Assets under management*

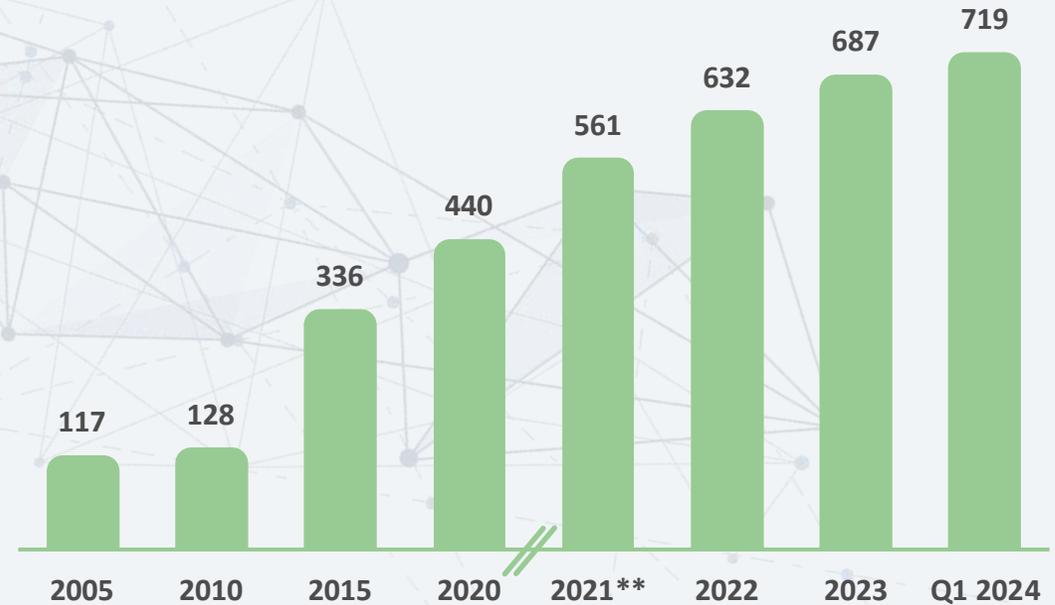
in € billion, as of Dec. 31 or March 31, respectively



* contains wealth management and interest income

Non-life insurance portfolio volume

in € million, as of Dec. 31 or March 31, respectively

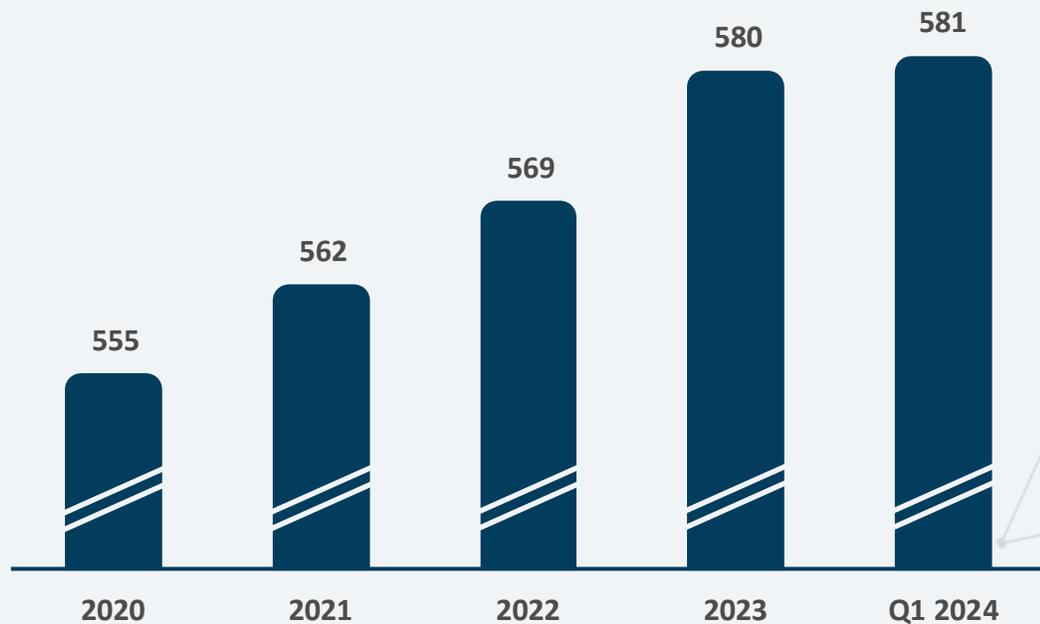


** as from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

Growth across all customer groups

Family clients

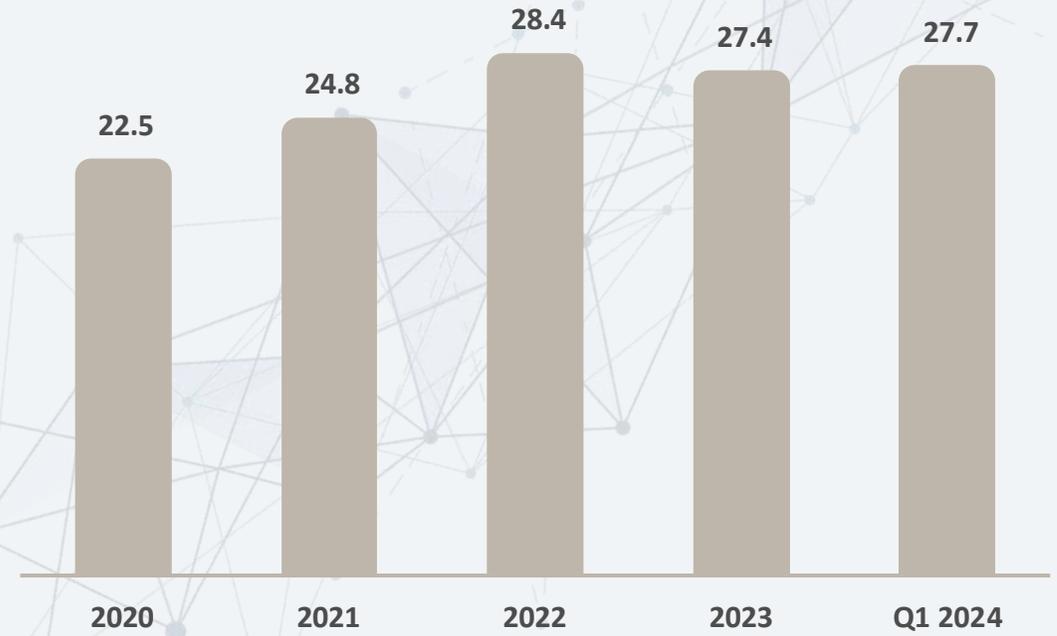
in thousands, as of Dec. 31 or March 31, respectively



New client gross
4.4

Corporate and institutional clients

in thousands, as of Dec. 31 or March 31, respectively



EBIT at €37.0 million – solid balance sheet

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 %

Balance sheet figures

MLP Group	March 31, 2024
Balance sheet total	€4,051 million
Shareholders' equity	€557 million
Equity ratio	13.8 %
Return on equity	5.0 %
MLP Financial holding group	March 31, 2024
Core capital ratio	20.2 %
Liquidity Coverage Ratio (LCR)	1,890 %

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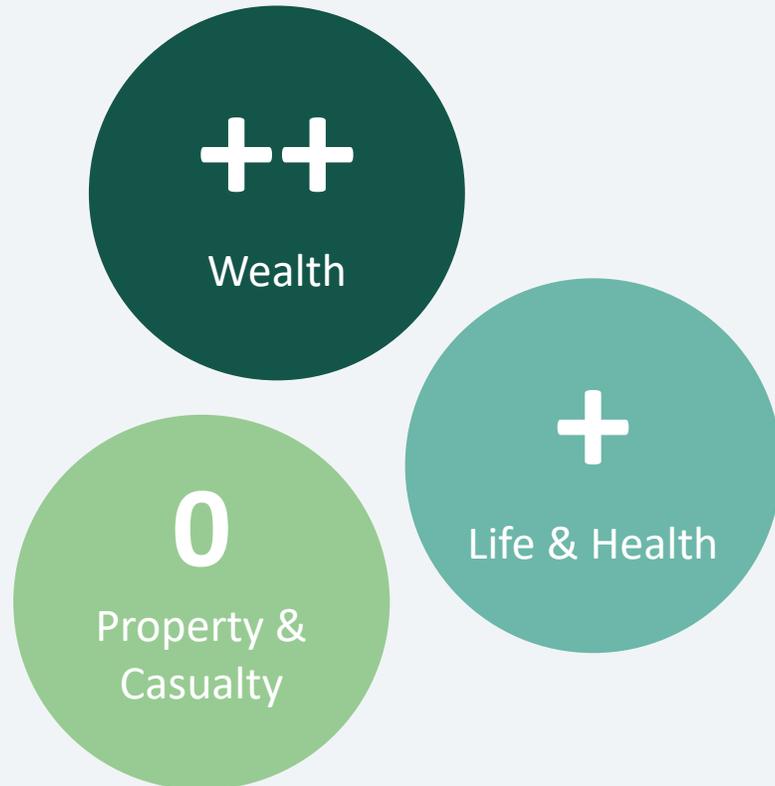
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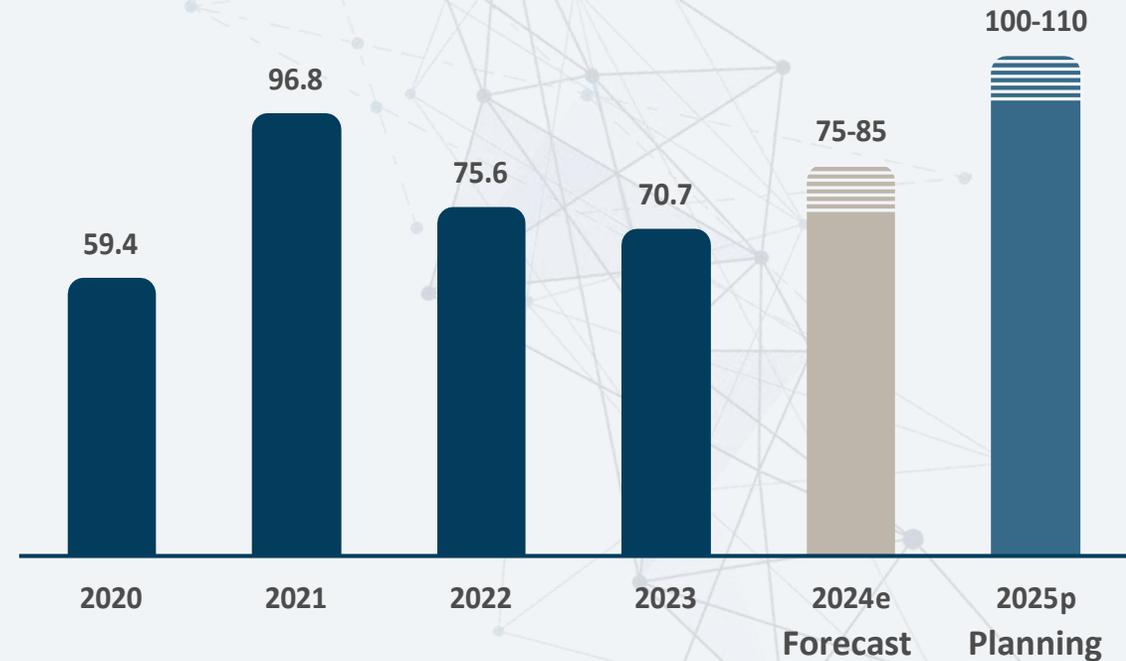
Forecast 2024

Sales revenue

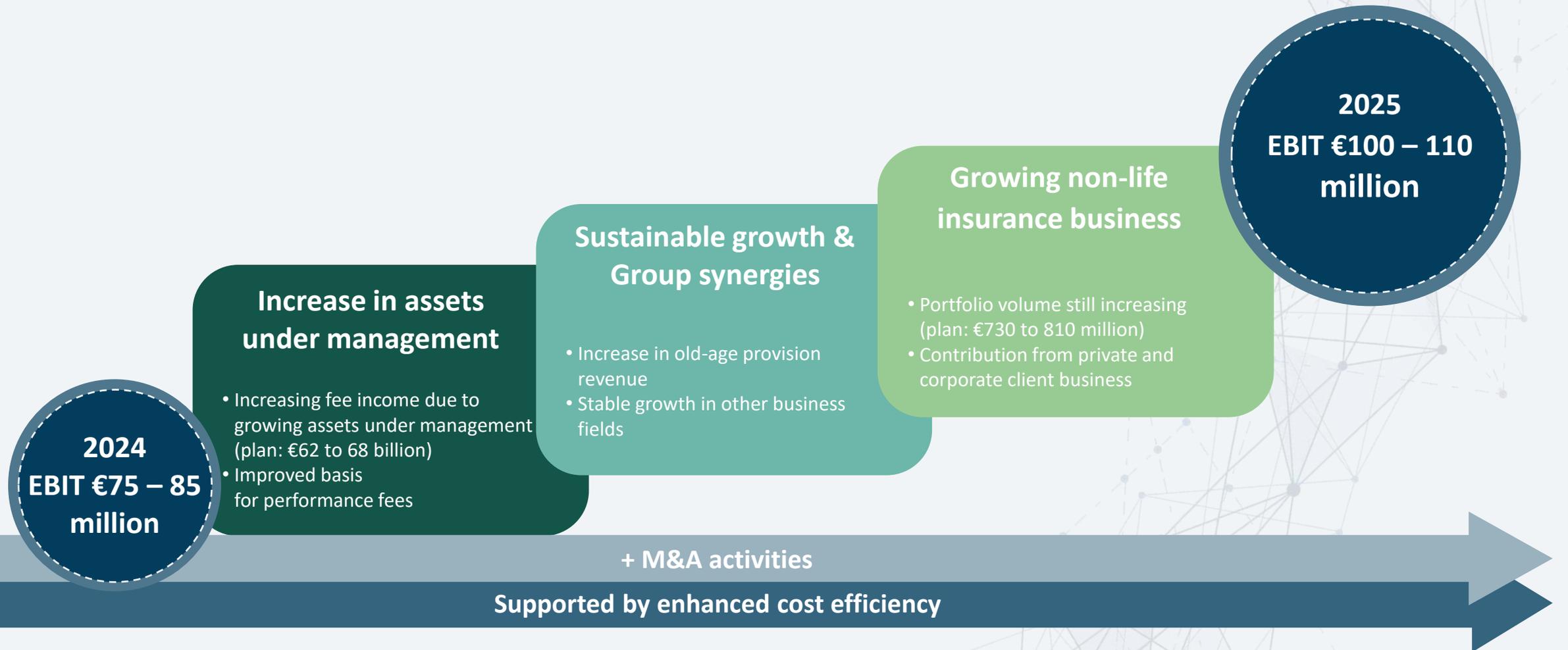
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



EBIT in € million



Planning 2025



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Summary

- MLP Group leverages its **pioneering role** in the market for high-quality financial consulting services, **overall trends** provide support
- **Forecast for 2024 confirmed: EBIT of €75 to 85 million** in an environment that remains challenging
- **Planning for 2025 reaffirmed: EBIT of €100 to 110 million** through further increase in key figures and sustainable growth across all competence fields

We are happy to answer any questions you may have

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