



A LEADING FINANCIAL ADVISORY NETWORK
FOR FAMILY AND CORPORATE CLIENTS

ODDO BHF Autumn Round Table

Frankfurt

October 30, 2025

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Highlights MLP Group

- **Broad and strategically interlinked positioning** of the MLP Group is taking effect and shows its **future potential**, supported by overall trends
- MLP Group **listed in SDAX** –
Attractive **dividend policy**, dividend payout for 2024: **+20 % yoy**
- **Record highs in key figures** as a **basis for recurring revenues** –
Assets under management at €63.9 billion and
Non-life insurance premium volume at €785 million

Agenda

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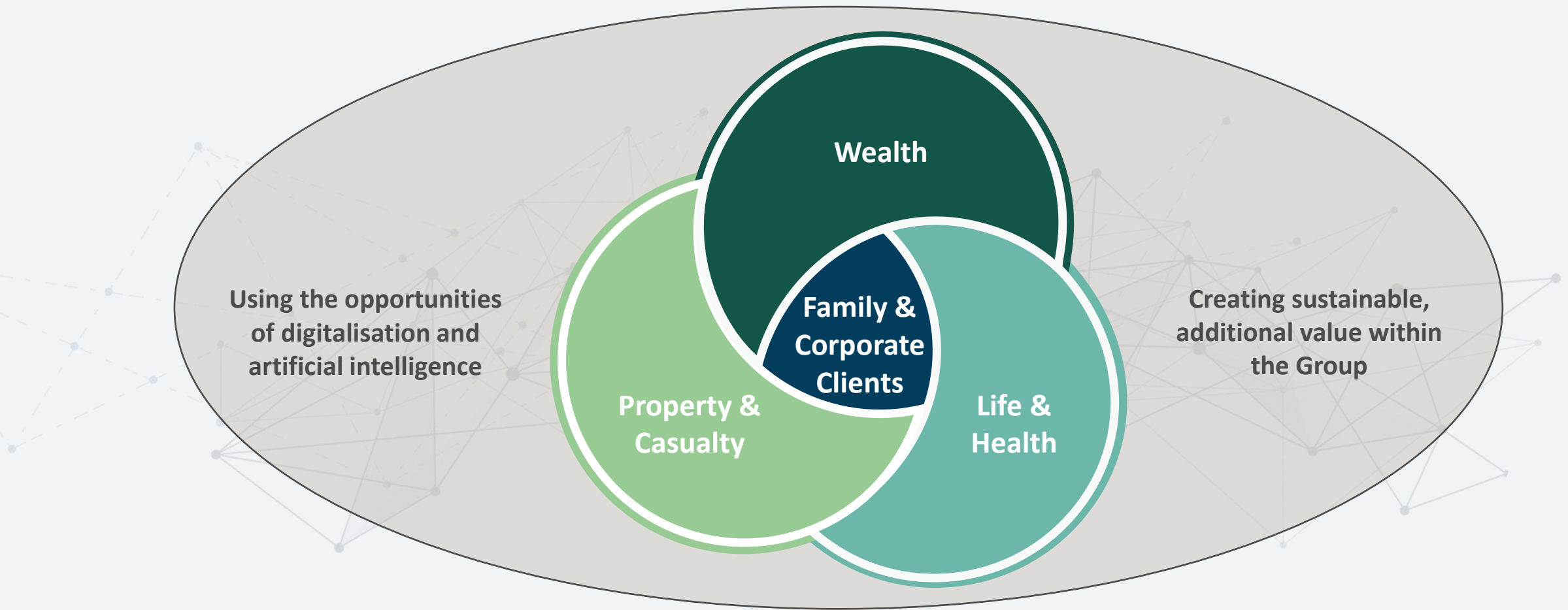
1 | MLP AT A GLANCE

2 | AI AND CORPORATE CLIENTS

3 | FORECAST 2025 AND PLANNING 2028

Diversified business model

Financial advisory network 



1 | MLP AT A GLANCE

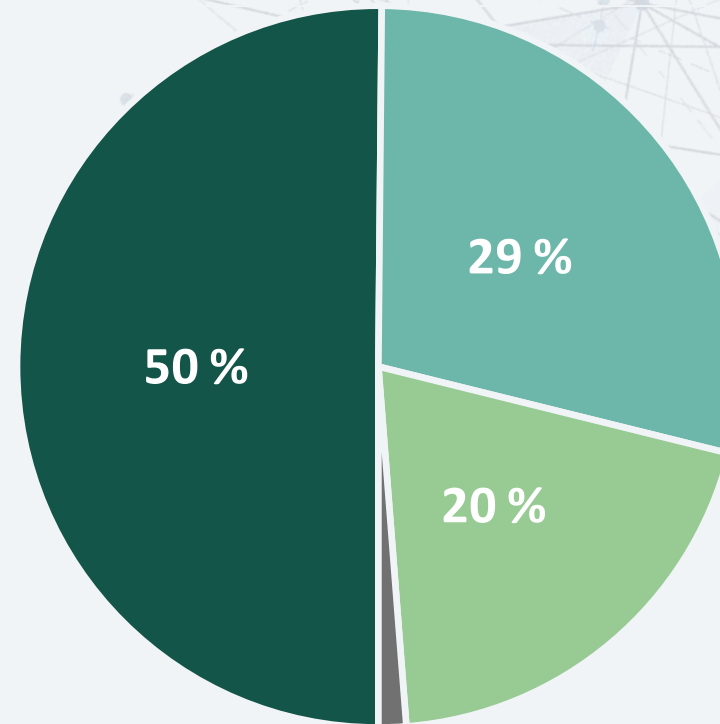
Strong growth in the Wealth competence field

Sales revenue breakdown into competence fields

€ million, Dec 31, previous year's values in brackets

Wealth	520	(408)	+27 %
Wealth management	380	(308)	+23 %
Interest income	90	(66)	+38 %
Real estate brokerage	35	(20)	+73 %
Loans and mortgages	15	(14)	+3 %

Others	13	(38)	-66 %
Real estate development	5	(31)	-85 %
Other commissions and fees	8	(7)	+16 %

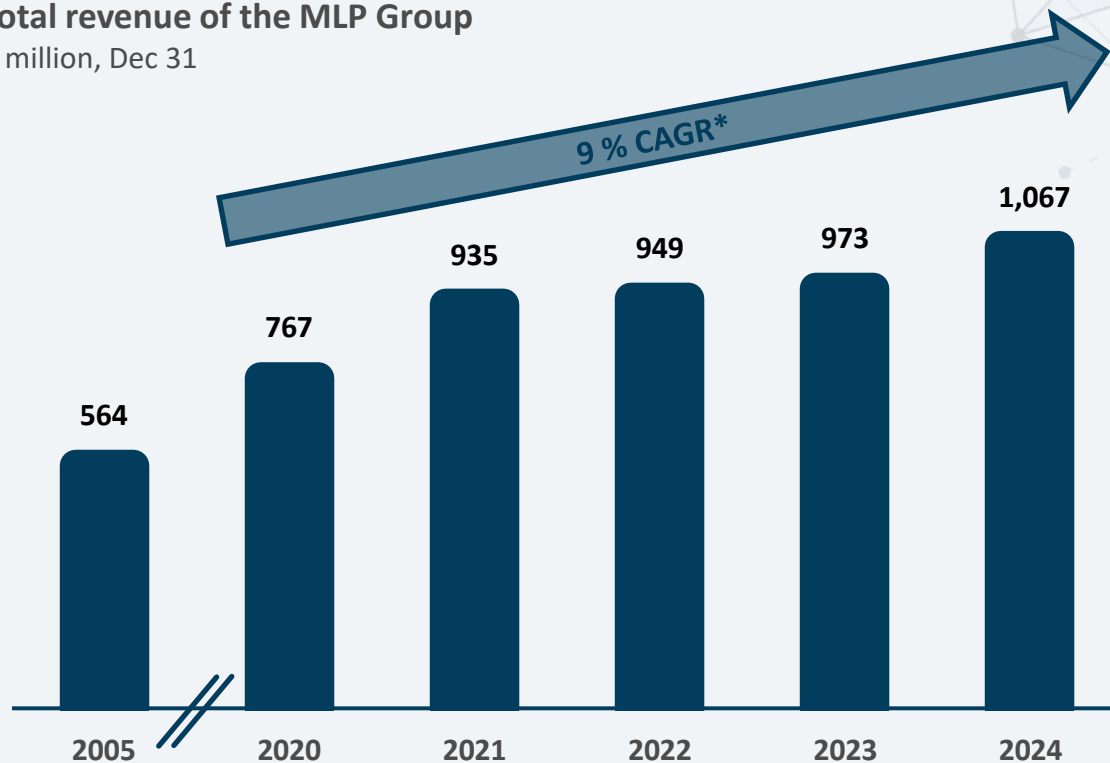


Life & Health	298	(294)	+1 %
Old-age provision	234	(234)	+0 %
Health insurance	64	(60)	+6 %

Property & Casualty	206	(201)	+3 %
Non-life insurance	206	(201)	+3 %

Total revenue exceeds 1 billion euros for the first time

Total revenue of the MLP Group
€ million, Dec 31



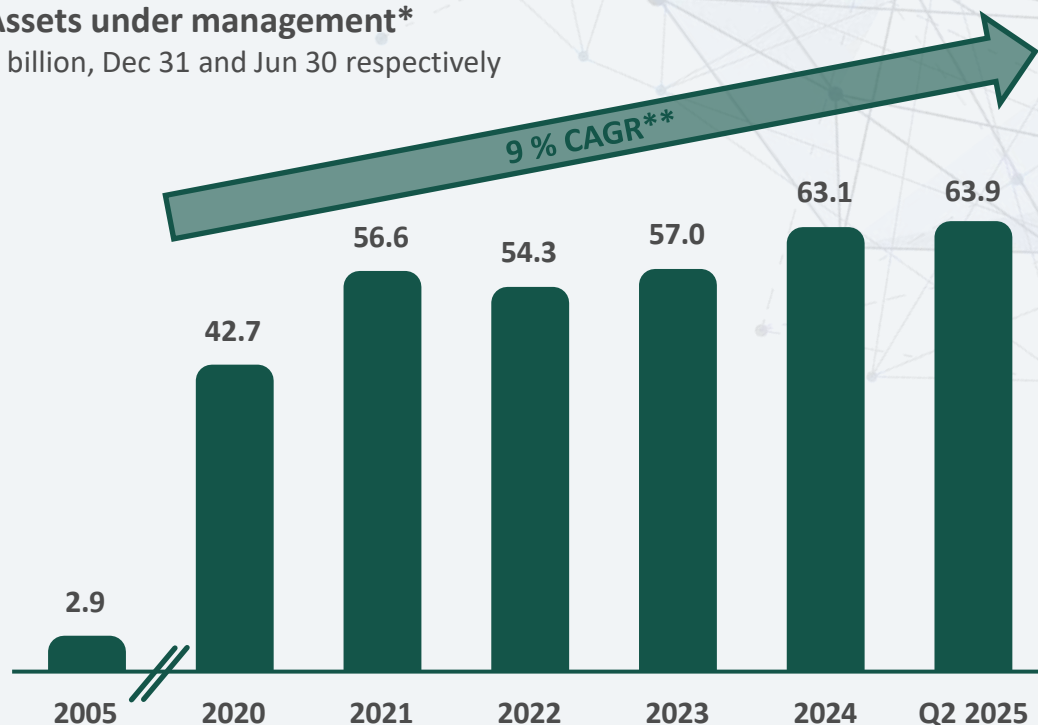
Recurring revenue
Proportion of sales revenue, Dec 31

68 % of the sales revenue
are **recurring** (€708 million)

* Compound annual growth rate (period 2020-2024)

Record levels in key figures

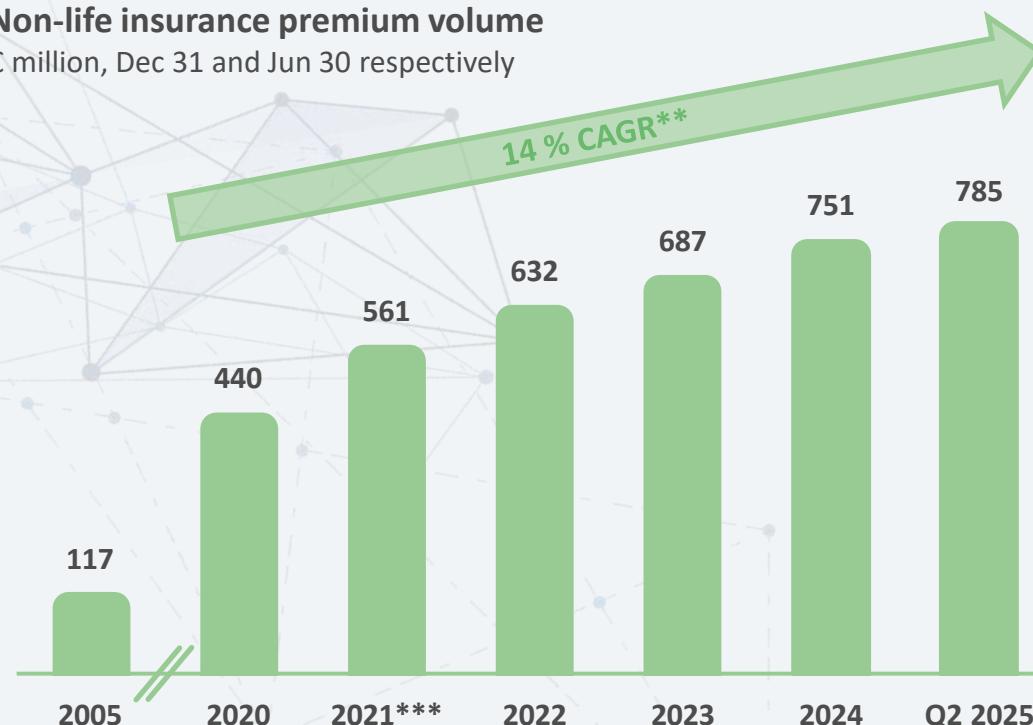
Assets under management*
€ billion, Dec 31 and Jun 30 respectively



* Contains wealth management and interest income

** Compound annual growth rate (period FY 2020 – Q2 2025)

Non-life insurance premium volume
€ million, Dec 31 and Jun 30 respectively

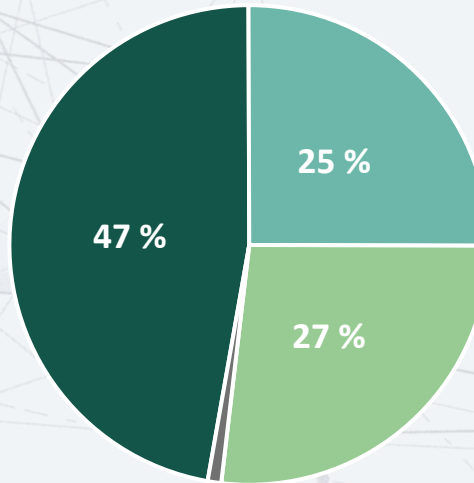


*** As from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

H1 2025: New record set for total revenue

Sales revenue breakdown into competence fields
 € million, Jun 30, previous year's values in brackets

Wealth	244 (240)	+2 %
Life & Health	130 (123)	+5 %
Property & Casualty	139 (131)	+6 %
Others	5 (7)	-33 %



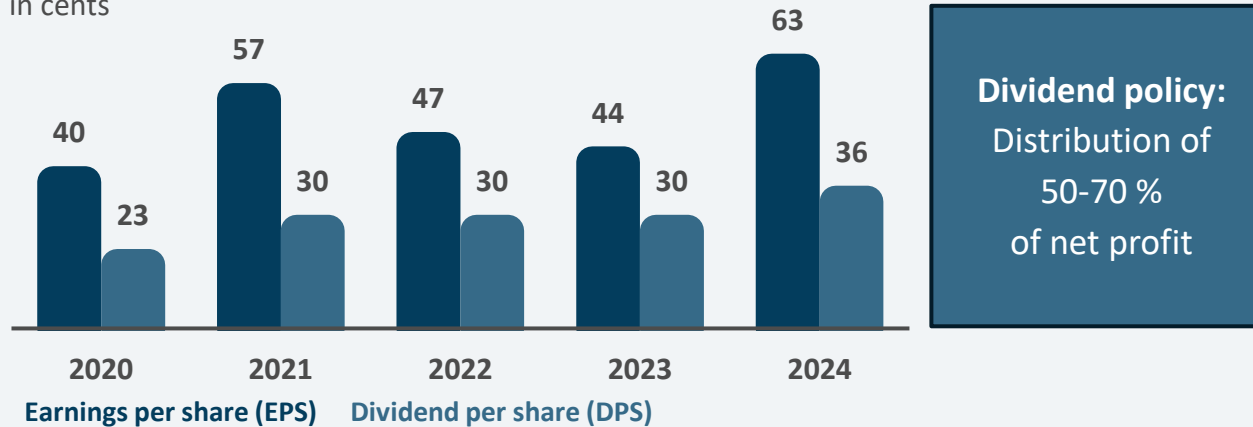
Income statement

MLP Group (€ million)	6M 2025	6M 2024	△
Total revenue	529,1	514,3	+3 %
EBIT	42,7	48,7	-12 %
Finance result	-0,9	5,5	-117 %
EBT	41,8	54,1	-23 %
Income taxes	-12,9	-16,4	-21 %
Net profit	28,9	37,8	-23 %
EPS in Euro	0,26	0,35	-24 %

Detailed information can be found on our website: <https://mlp-se.com/corporate-calendar/results-for-the-first-half-year-and-the-second-quarter-2025/>
 Definitions of key figures can be found on our website: <https://mlp-se.com/investors/mlp-share/key-figures/>

Attractive dividend policy & valuation

Earnings per share (EPS) and dividend per share (DPS)
in cents

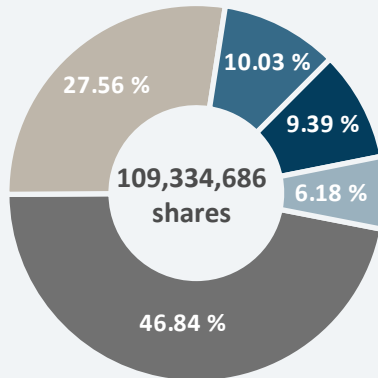


EPS planning 2028

90-95 cents

Stable shareholder structure

Notifications made to MLP, Jan 9, 2025



Family Lautenschläger (pooling agreement)

HanseMerkur Krankenversicherung auf Gegenseitigkeit

**Barmenia Versicherungen a. G., Gothaer
Versicherungsbank VVaG**

Allianz SE

Freefloat (Definition Deutsche Börse)*

* thereof shareholdings of the Executive Board 2.21 %

Research Coverage*

NuWays	Buy	TP € 13.00
ODDO BHF	Outperform	TP € 11.00
Metzler	Buy	TP € 9.80
Pareto Securities	Buy	TP € 9.80
Consensus estimate		Ø TP € 10.90

* date of last update: Aug 21, 2025

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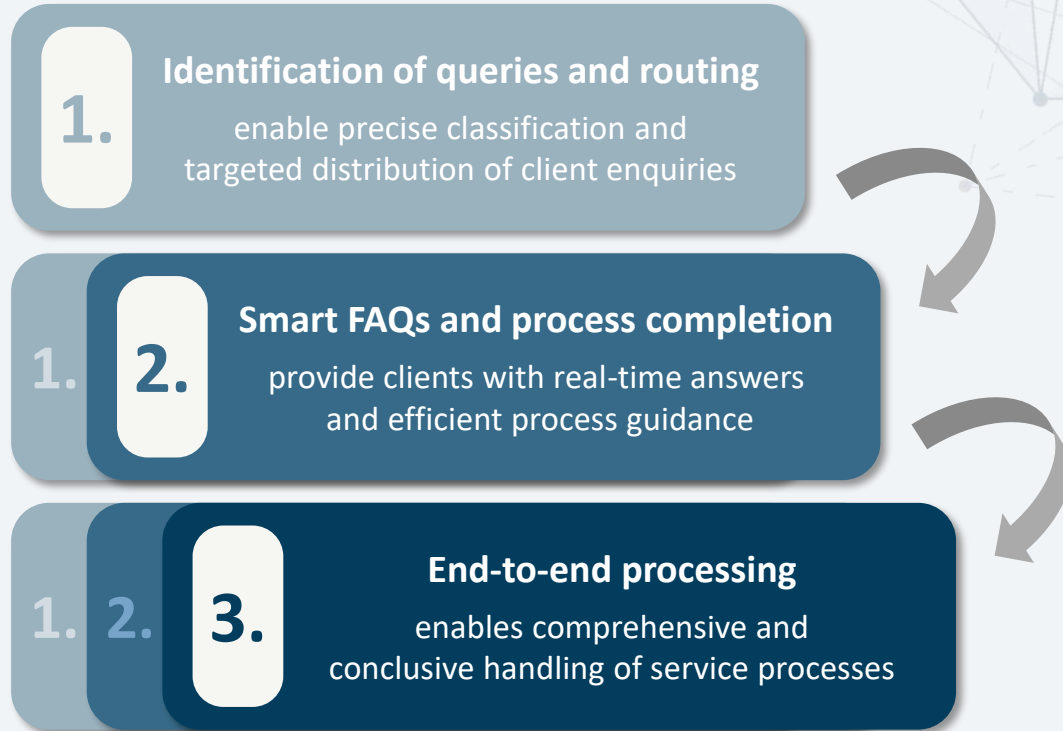
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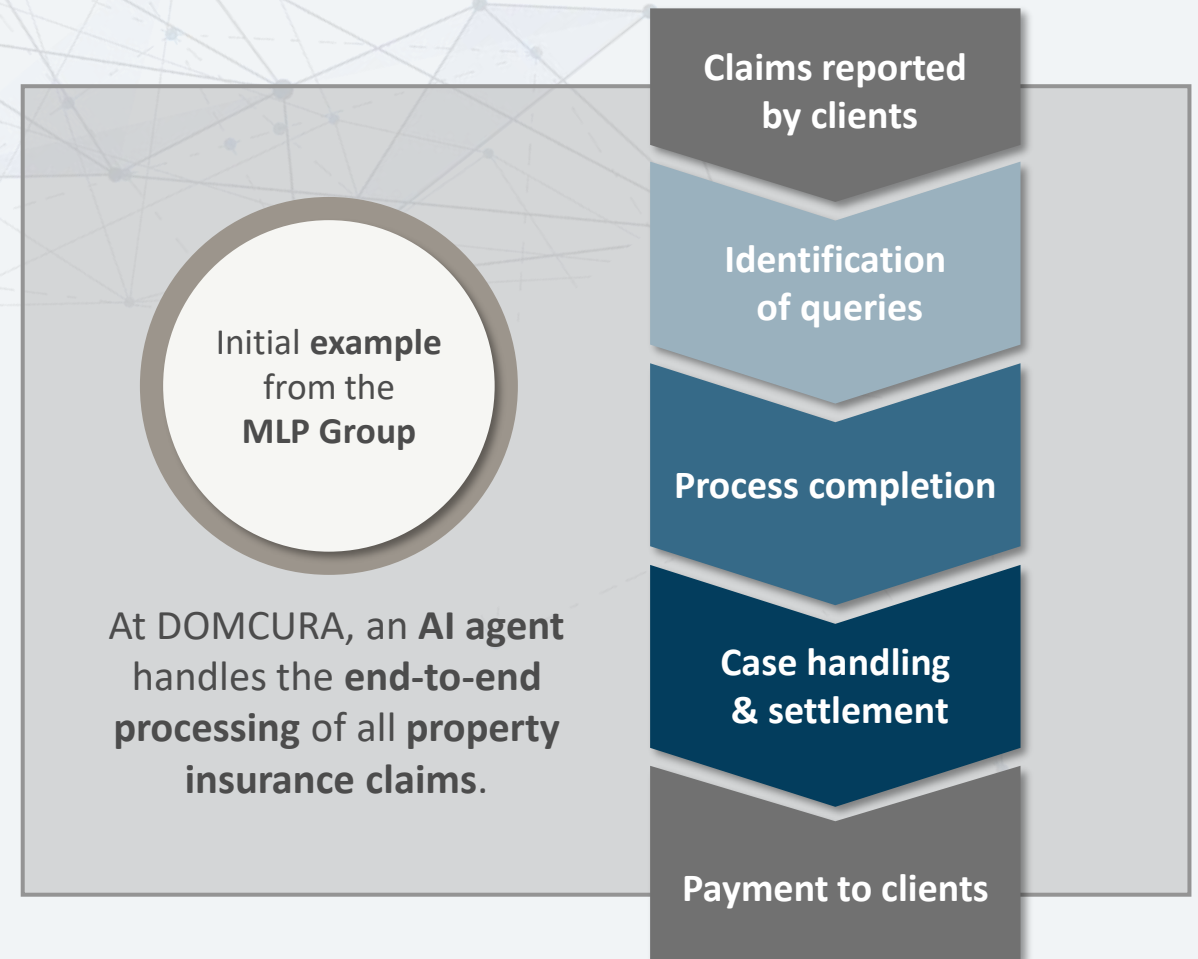
3 | FORECAST 2025 AND PLANNING 2028

AI increases client benefit and creates process efficiency

Development steps towards an AI service agent:



The AI service agent offers clients **anytime availability** and **comprehensive handling** of simple requests



Expansion of corporate clients: Growing digital platform :pxtra for serving the corporate benefits market

:pxtra

In times of shortage of skilled specialists, corporate benefits support companies in retaining and attracting employees.

Employer determines budget and benefits package

Employee selects desired benefits

Implementation via digital platform

MLP offers corporate clients attractive solutions in the field of corporate benefits



Public transport ticket



Fitness offers



Non-cash benefits



Custom benefits



Occupational pension scheme



Occupational health insurance



Childcare costs



Meal subsidy

Consulting solutions from the MLP Group by: **TPC**

As well as further corporate benefits

Successful expansion

Already
> 200 corporate clients

Already
> 10,000 users

> Scalability through the use of AI

Expansion of corporate clients: New digital platform RVM SmartProtect for tapping into the SME market



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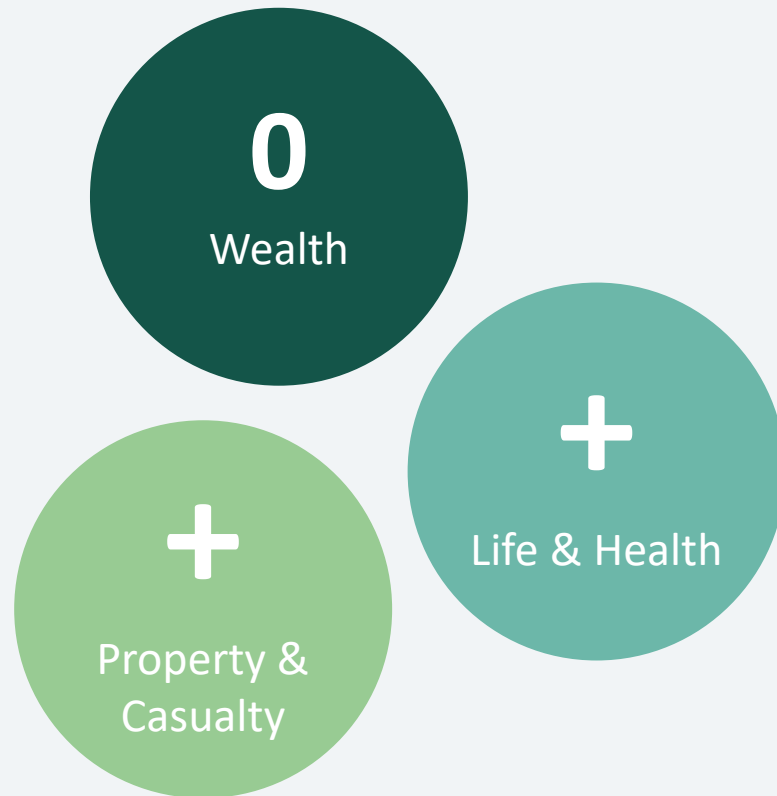
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Forecast 2025

Sales revenue

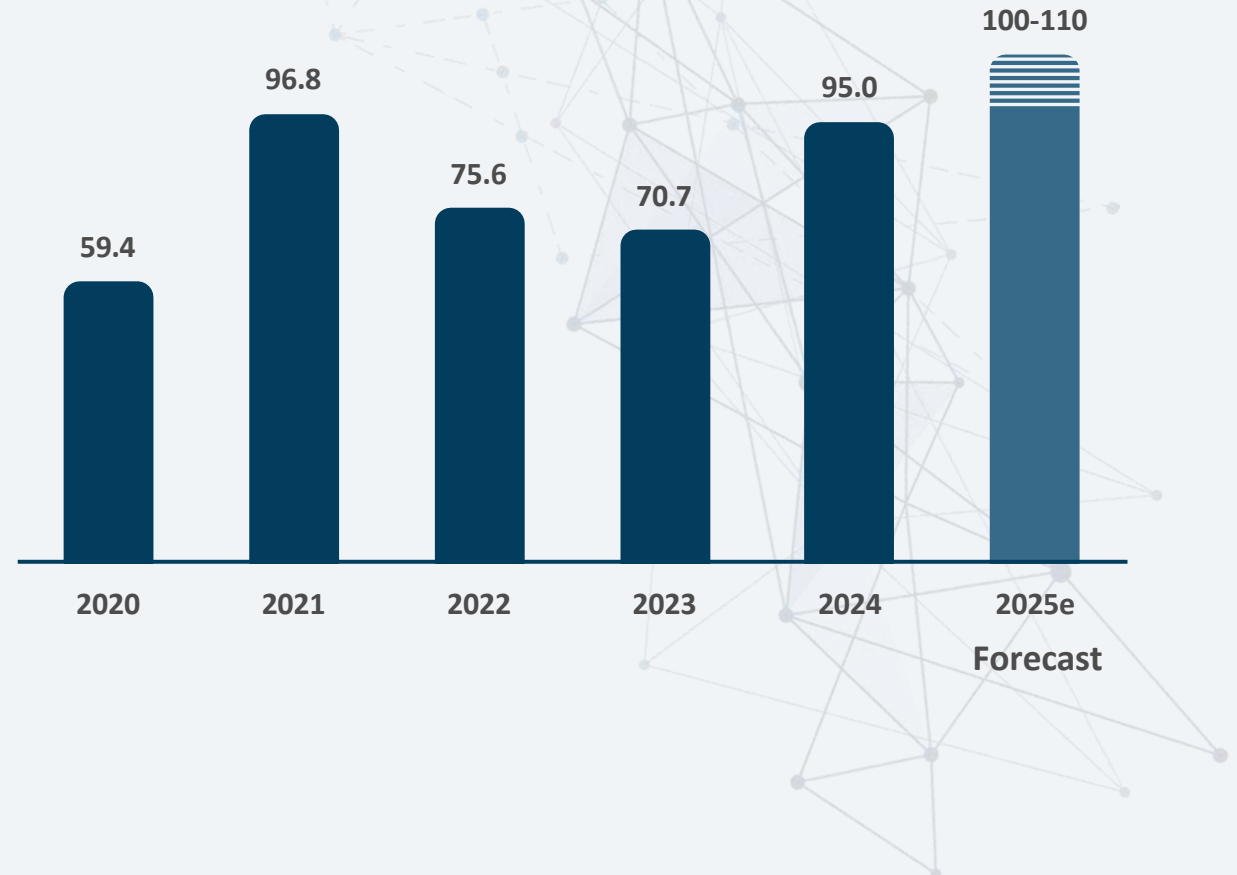
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

EBIT

€ million, Dec 31



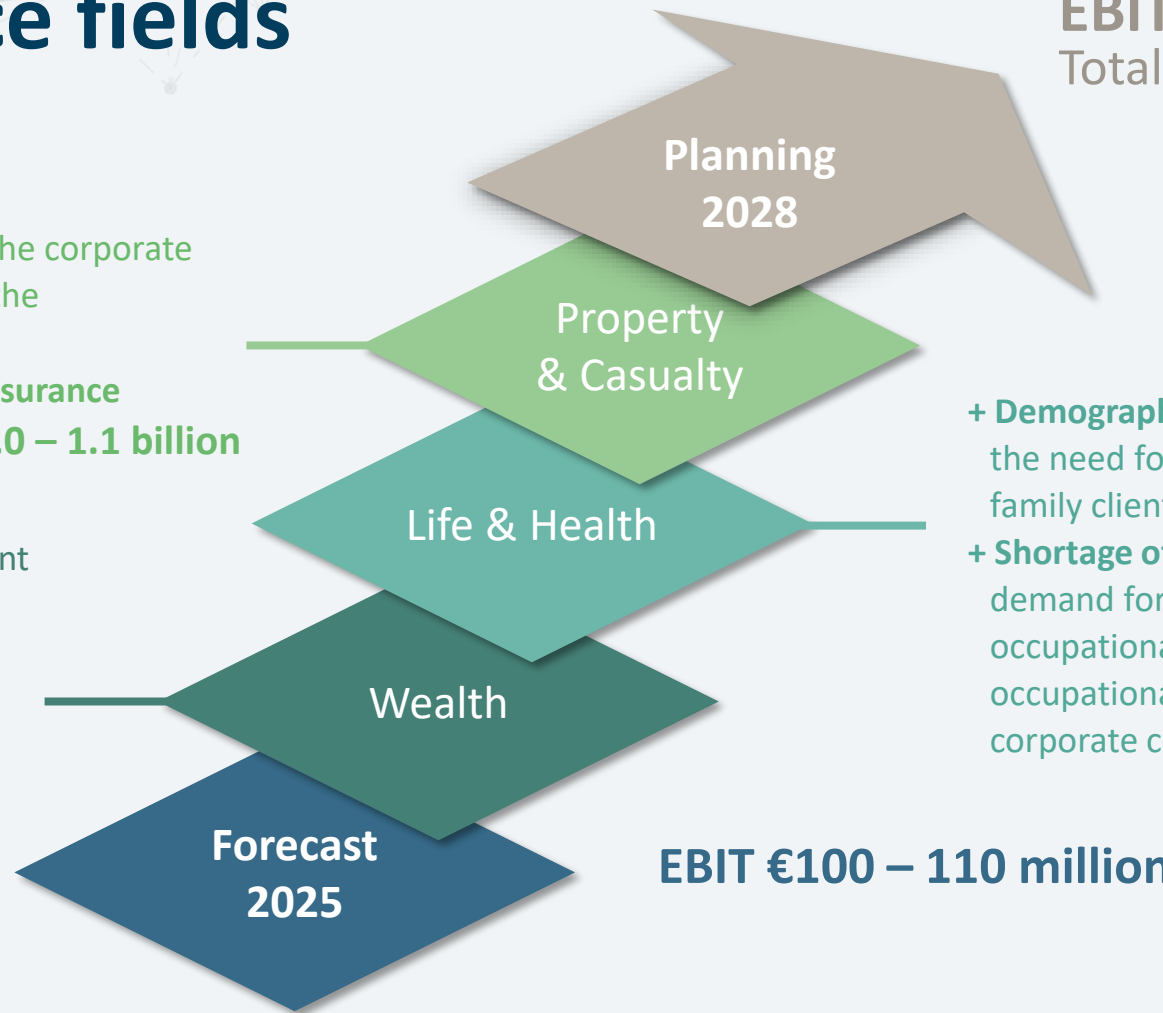
Planning 2028 reaffirmed – growth in all competence fields

EBIT €140 – €150 million
Total revenue €1.3 – 1.4 billion

+ Digitalisation strategy
+ Cost efficiency

+ **Unlocking potential** in the corporate client business through the extensive MLP network
+ **Expansion of non-life insurance premium volume to €1.0 – 1.1 billion**

+ **Unlocking potential** in the family client business, as well as among high net worth individuals and institutional clients
+ **Expansion of assets under management to €75 – 81 billion**



+ **Demographic development** is increasing the need for advisory services in the family client business
+ **Shortage of skilled specialists** is driving demand for corporate benefits (including occupational health insurance and occupational pension provision) in the corporate client business

Summary MLP Group

- ✓ **Stable business model** with high percentage of recurring revenues and **solid balance sheet structure**
- ✓ **Successful growth path** and **ambitious future plannings**
- ✓ **Overall trends support** further growth ambitions
- ✓ **Stable shareholder structure** and **attractive dividend policy**

We are happy to answer any questions you may have

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Details on upcoming events can be found on our website:
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