



Business figures H1/Q2 2025

Wiesloch, August 14, 2025

Highlights H1 2025

- **MLP** makes further progress on its **strategically planned growth path**
- **Record high in total revenue** (€529 million) through growth in all competence fields
- **Record highs** in key figures for future revenue development:
Assets under management (€63.9 billion) and **non-life insurance premium volume** (€785 million)
- **Forecast for 2025 confirmed:** EBIT of €100 to €110 million
- **Planning for 2028 reaffirmed:** Significant growth to EBIT of €140 to €150 million

Agenda

Business figures H1/Q2 2025

1 | BUSINESS PERFORMANCE H1/Q2 2025

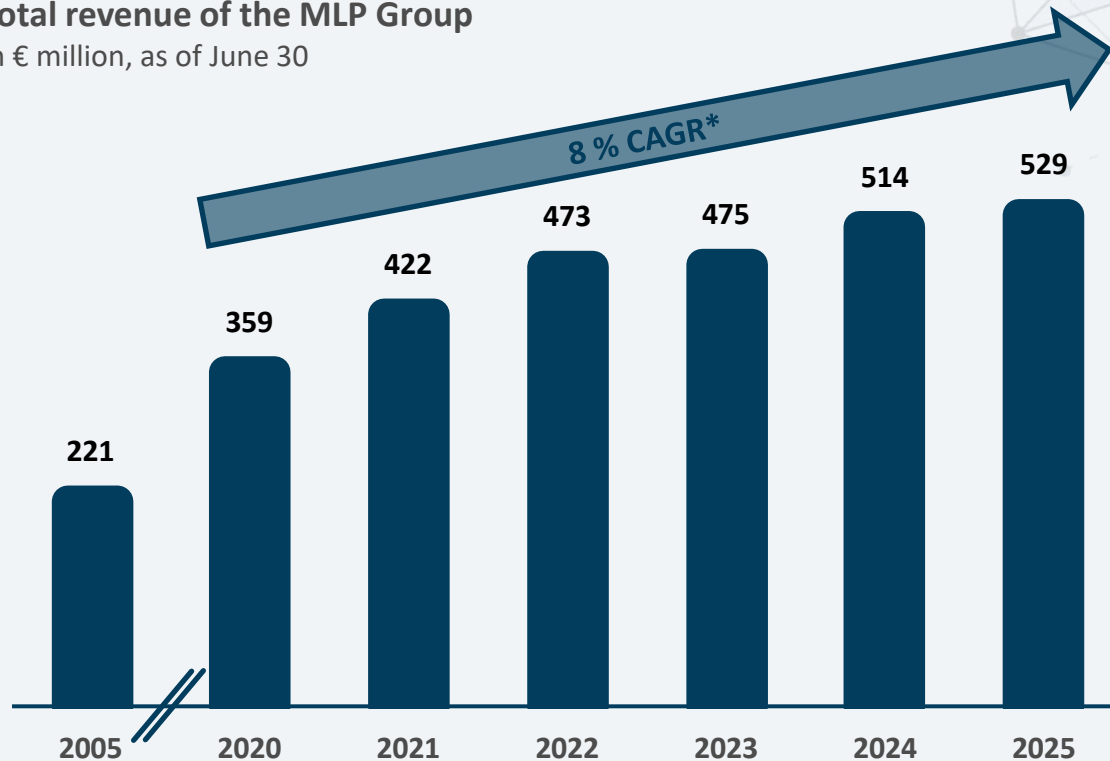
2 | STRATEGIC FURTHER DEVELOPMENTS

3 | FORECAST 2025 AND PLANNING 2028

4 | SUMMARY AND QUESTIONS

New all-time high for total revenue

Total revenue of the MLP Group
in € million, as of June 30



Recurring revenue

Proportion of sales revenue, as of December 31, 2024

68 % of the sales revenue
in 2024 were **recurring**

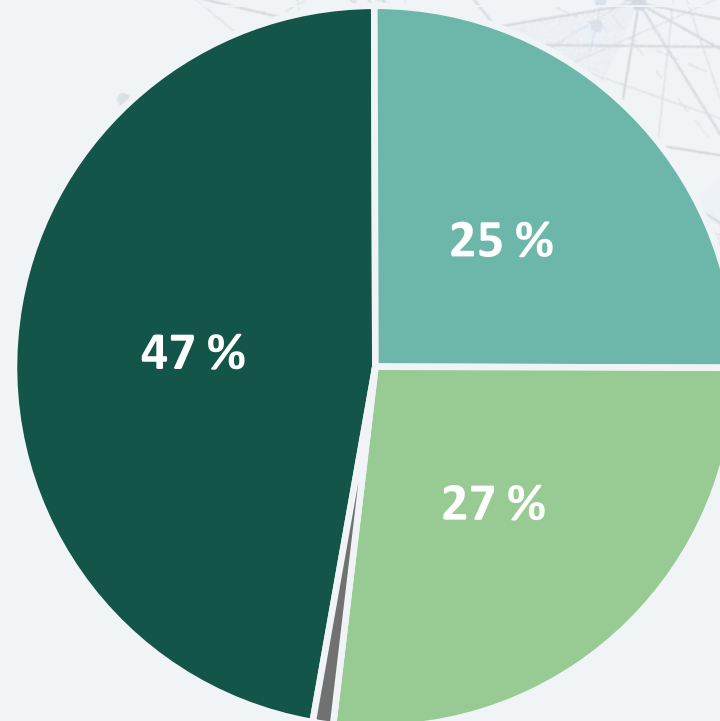
* Compound annual growth rate (period H1 2020 - H1 2025)

Growth in all competence fields

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

Wealth	244	(240)	+2 %
Wealth management	182	(176)	+3 %
Interest income	40	(46)	-12 %
Real estate brokerage	15	(11)	+32 %
Loans and mortgages	7	(6)	+14 %

Others	5	(7)	-33 %
Real estate development	0	(3)	-98 %
Other commissions and fees	5	(4)	+12 %



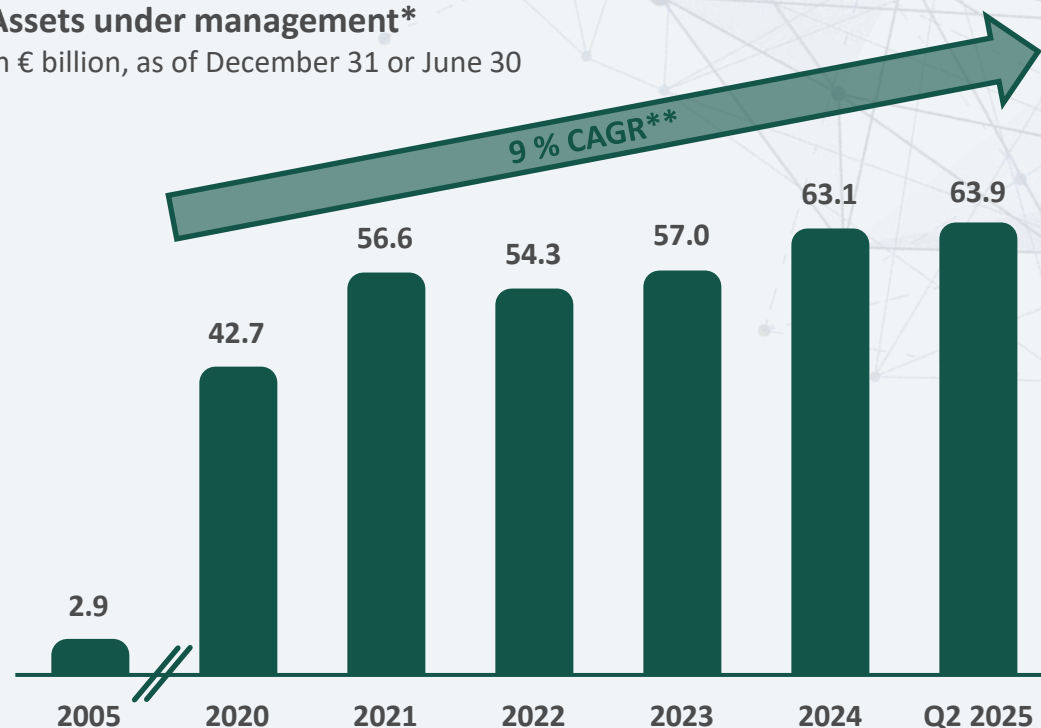
Life & Health	130	(123)	+5 %
Old-age provision	94	(93)	+1 %
Health insurance	36	(31)	+17 %

Property & Casualty	139	(131)	+6 %
Non-life insurance	139	(131)	+6 %

Record levels in key figures

Assets under management*

in € billion, as of December 31 or June 30

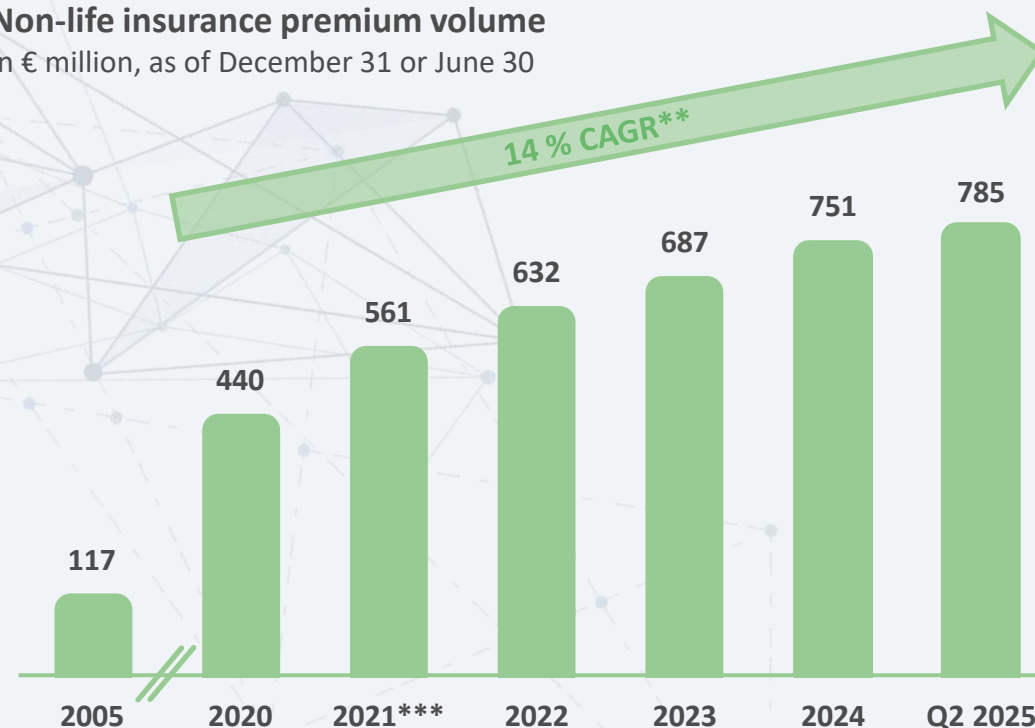


* Contains wealth management and interest income

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

Non-life insurance premium volume

in € million, as of December 31 or June 30

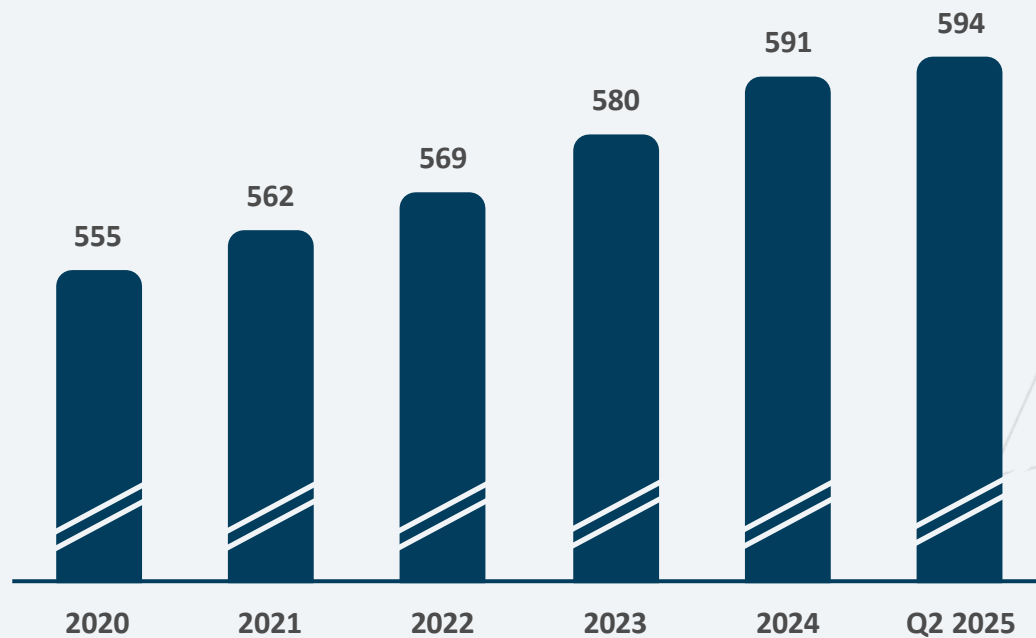


*** As from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

Development of client numbers

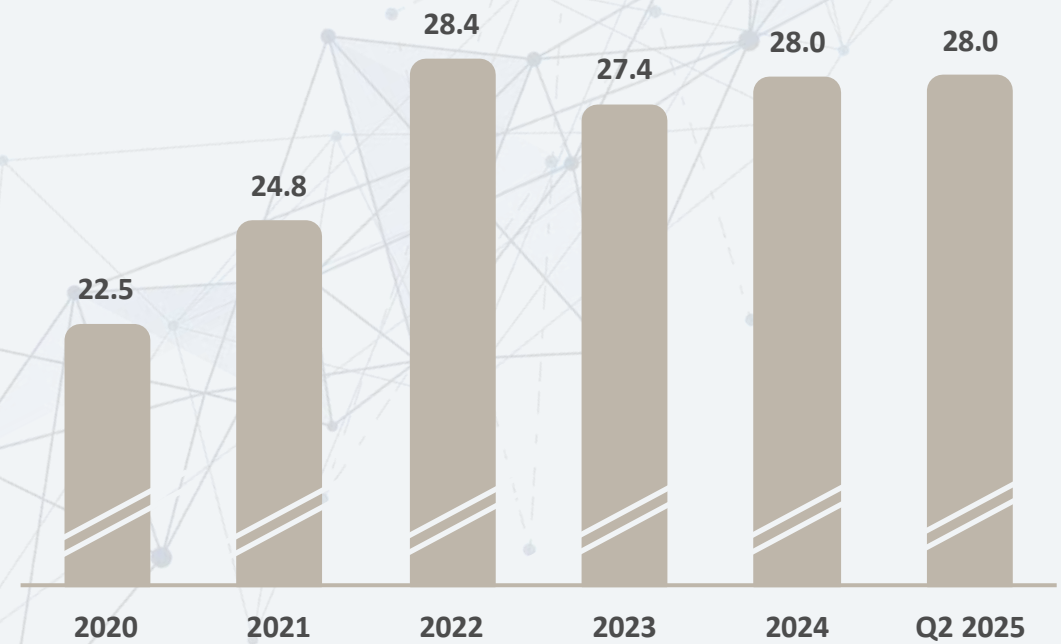
Family clients

in thousands, as of December 31 or June 30



Corporate and institutional clients

in thousands, as of December 31 or June 30



EBIT at 42.7 million euros

Income statement

MLP Group (in € 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 %

Balance sheet figures

MLP Group	June 30, 2025
Balance sheet total	€4,169 million
Shareholders' equity	€561 million
Equity ratio	13.4 %
Return on equity	5.1 %
MLP Financial holding group	June 30, 2025
Core capital ratio	18.1 %
Liquidity Coverage Ratio (LCR)	1,093 %

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/>

Agenda

Business figures H1/Q2 2025

1 | BUSINESS PERFORMANCE H1/Q2 2025

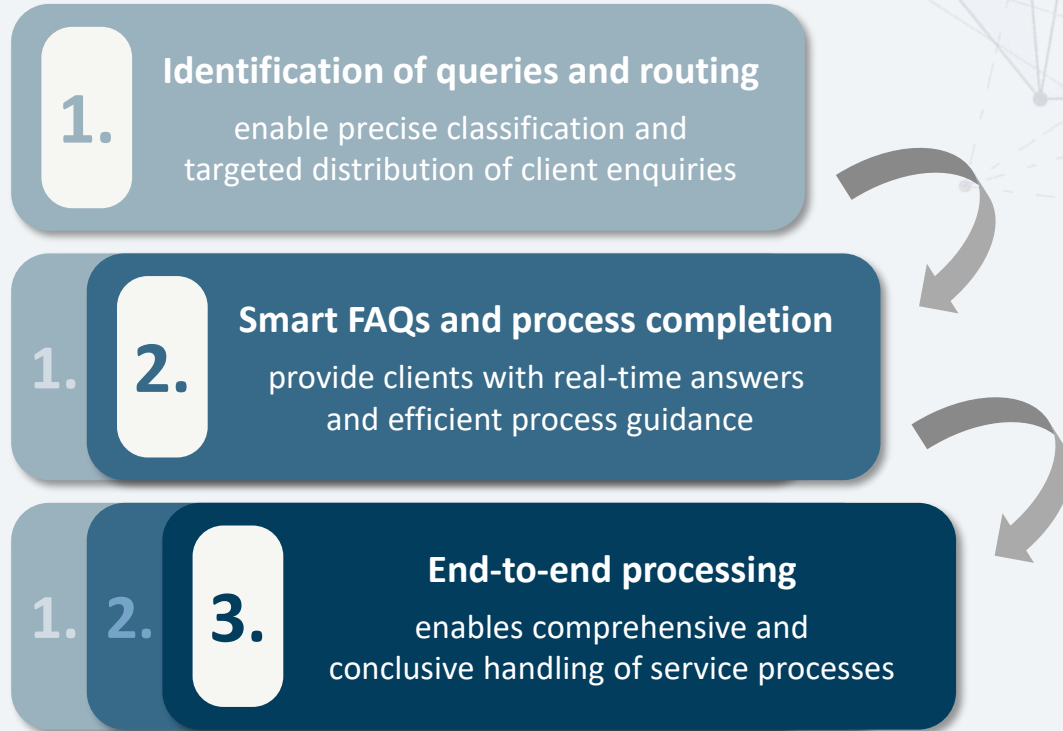
2 | STRATEGIC FURTHER DEVELOPMENTS

3 | FORECAST 2025 AND PLANNING 2028

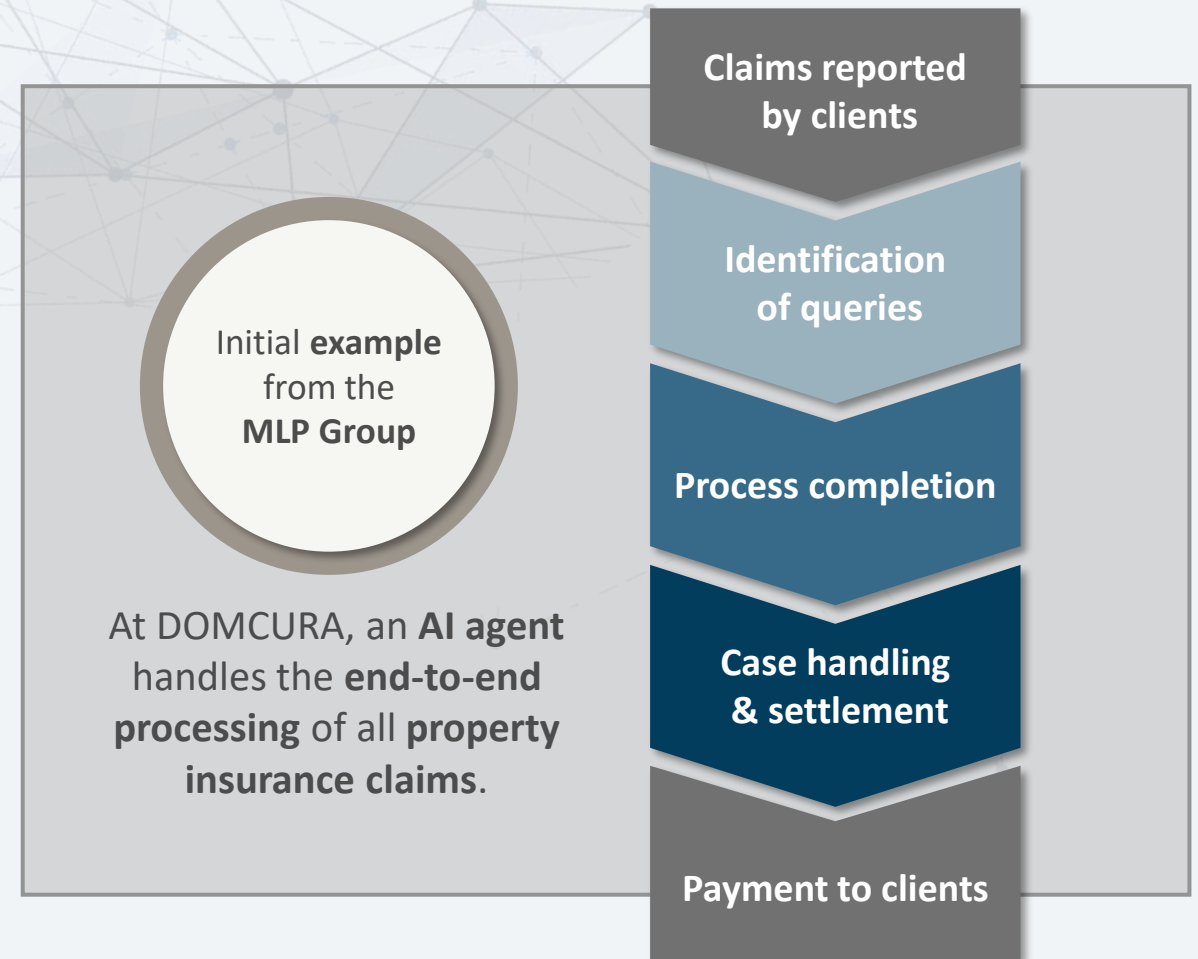
4 | SUMMARY AND QUESTIONS

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



Agenda

Business figures H1/Q2 2025

1 | BUSINESS PERFORMANCE H1/Q2 2025

2 | STRATEGIC FURTHER DEVELOPMENTS

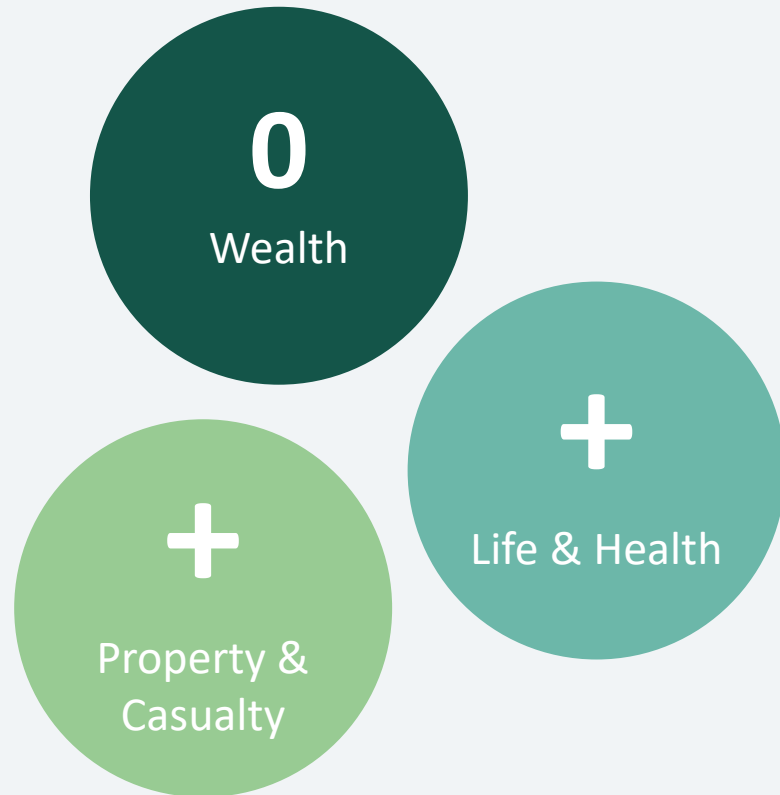
3 | FORECAST 2025 AND PLANNING 2028

4 | SUMMARY AND QUESTIONS

Forecast 2025 confirmed

Sales revenue

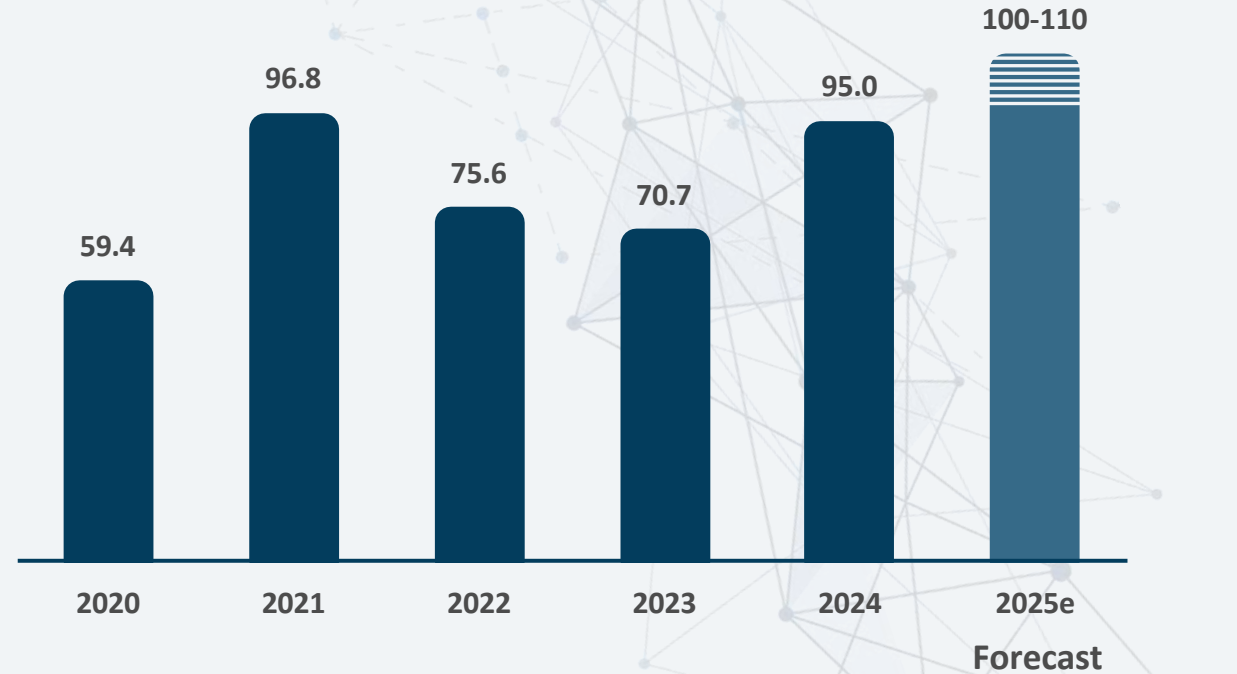
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

EBIT

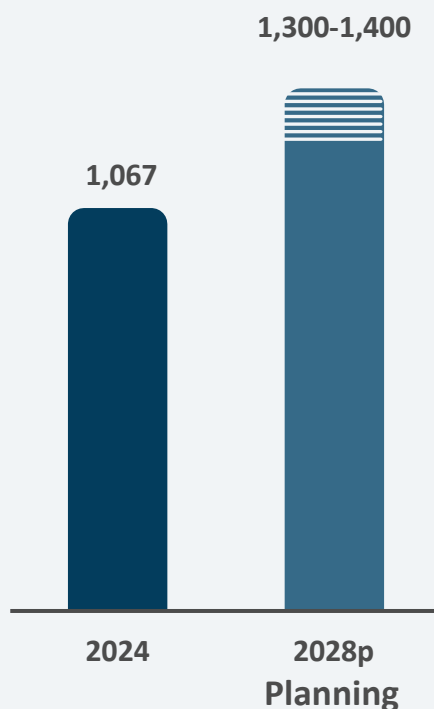
in € million, as of December 31



Planning 2028 reaffirmed – further significant growth

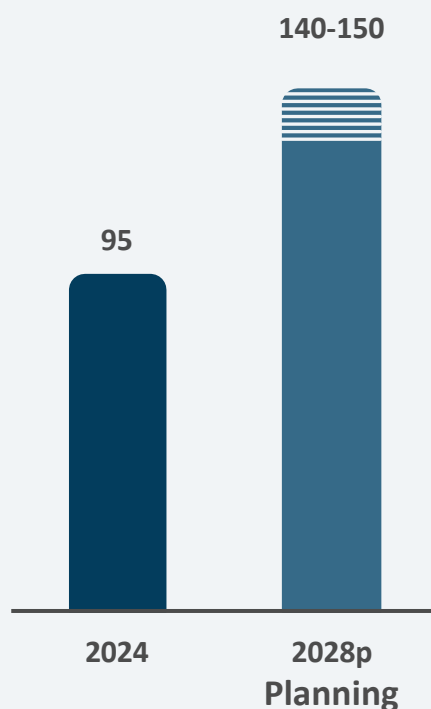
Total revenue

in € million, as of December 31



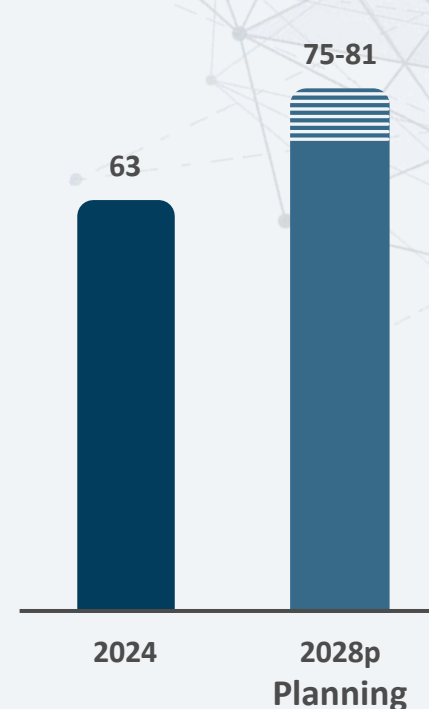
EBIT

in € million, as of December 31



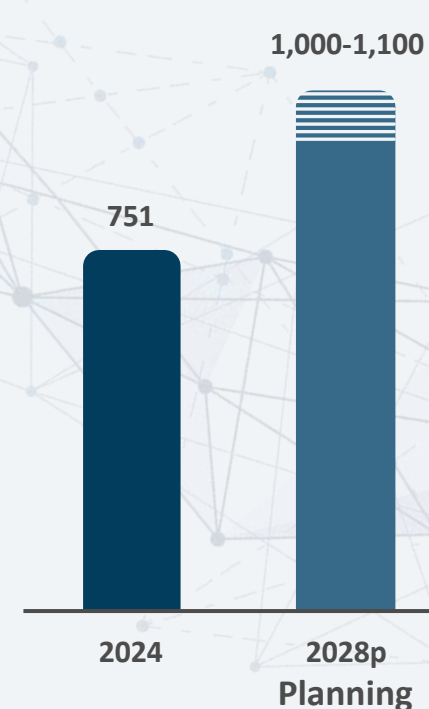
Assets under management

in € billion, as of December 31



Non-life insurance premium volume

in € million, as of December 31



Planning includes only a small amount of performance-based compensation

Planning 2028 reaffirmed – growth in all competence fields

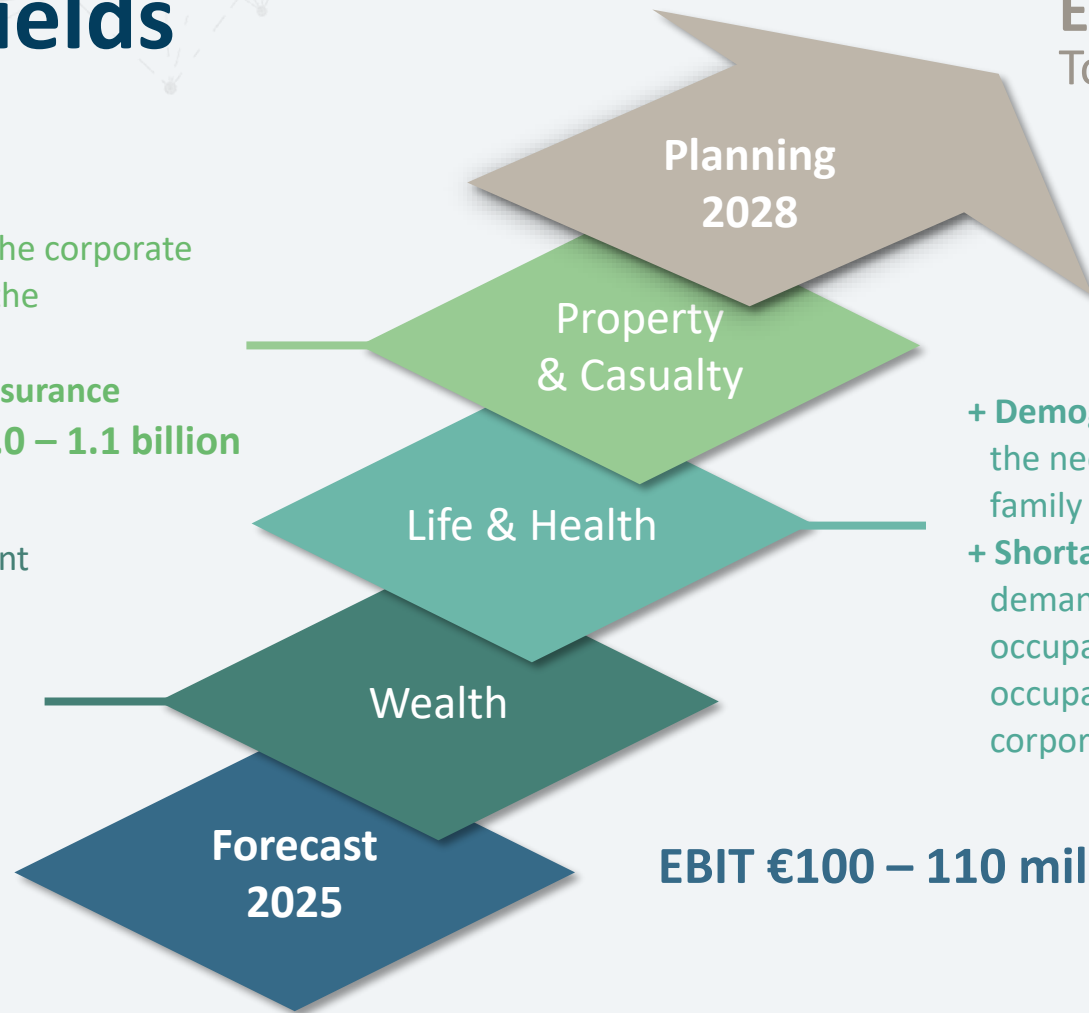
EBIT €140 – €150 million
Total revenue €1.3 – 1.4 billion

+ 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



Agenda

Business figures H1/Q2 2025

1 | BUSINESS PERFORMANCE H1/Q2 2025

2 | STRATEGIC FURTHER DEVELOPMENTS

3 | FORECAST 2025 AND PLANNING 2028

4 | SUMMARY AND QUESTIONS

Summary

- **Earnings forecast** for the full year 2025 **confirmed** – strategically developed **positioning proves its worth**, especially in challenging market phases
- **Artificial intelligence** as part of our **digitalisation strategy** and strategic **expansion of corporate client business** as additional growth drivers
- **Sustainable growth path**, simultaneous **accelerated implementation of innovations** – **mid-term planning** for end of 2028 **reaffirmed**

We are happy to answer any questions you may have

Your contact



Pascal Löcher

Head of Investor Relations

Phone +49 (0)6222 • 308 • 3559

E-mail pascal.loecher@mlp.de



Simon Knaack

Manager Investor Relations

Phone +49 (0)6222 • 308 • 2715

E-mail simon.knaack@mlp.de



Tobias Wolf

Manager Investor Relations

Phone +49 (0)6222 • 308 • 4337

E-mail tobias.wolf@mlp.de

Details on upcoming events can be found on our website:
<https://mlp-se.com/investors/financial-calendar/>