MLP

A LEADING FINANCIAL ADVISORY NETWORK
FOR FAMILY AND CORPORATE CLIENTS

Virtual Roundtable

Wiesloch

October 14, 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**

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Virtual Roundtable

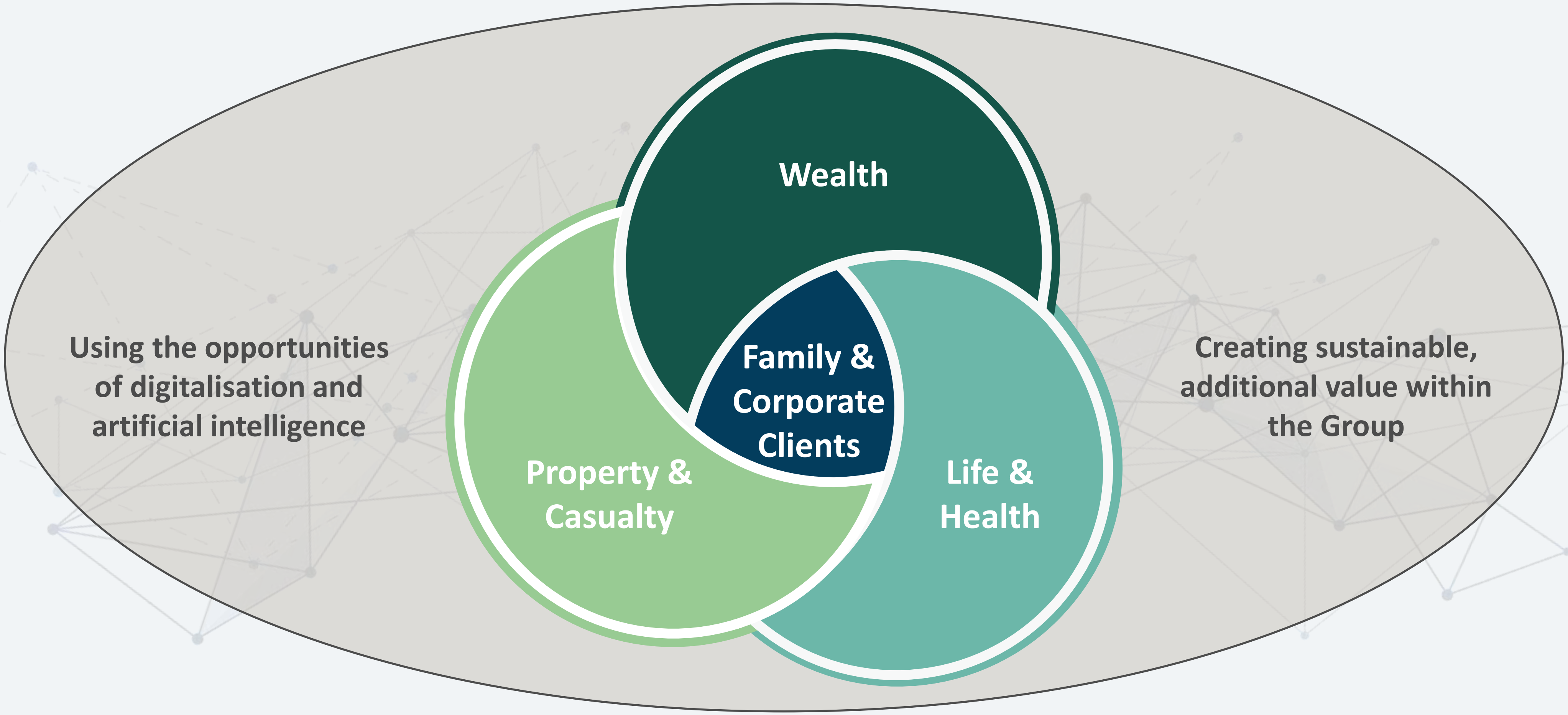
1 | MLP AT A GLANCE

2 | AI AND CORPORATE CLIENTS

3 | FORECAST 2025 AND PLANNING 2028

Diversified business model

Financial advisory network MLP



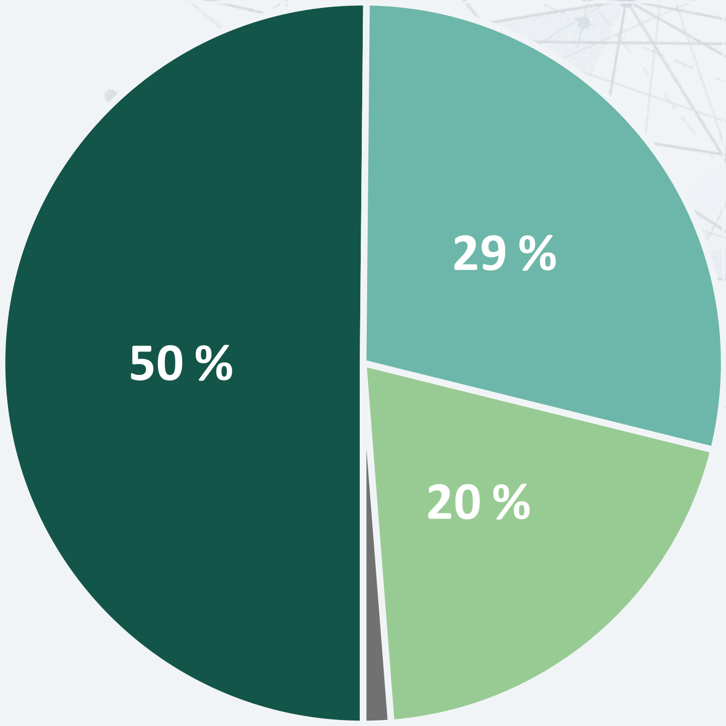
1 | MLP AT A GLANCE

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 %

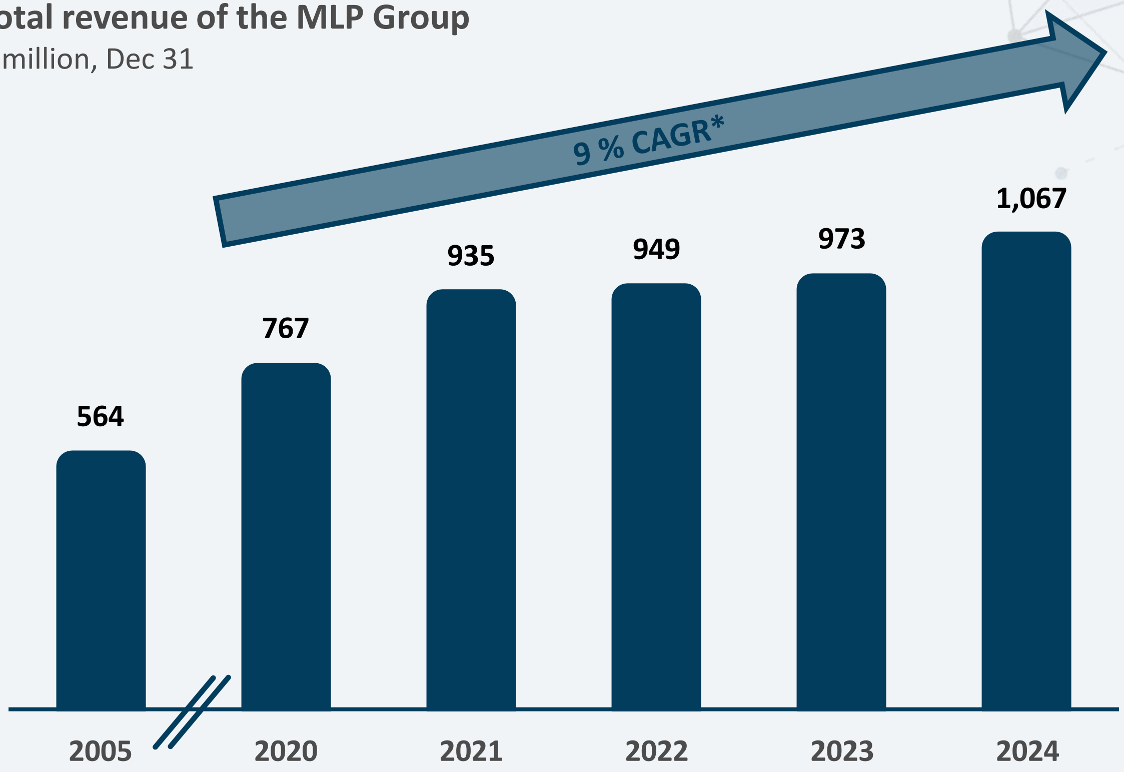


Life & Health	298	(294)	+1 %
Old-age provision	234	(234)	+0 %
Health insurance	64	(60)	+6 %

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

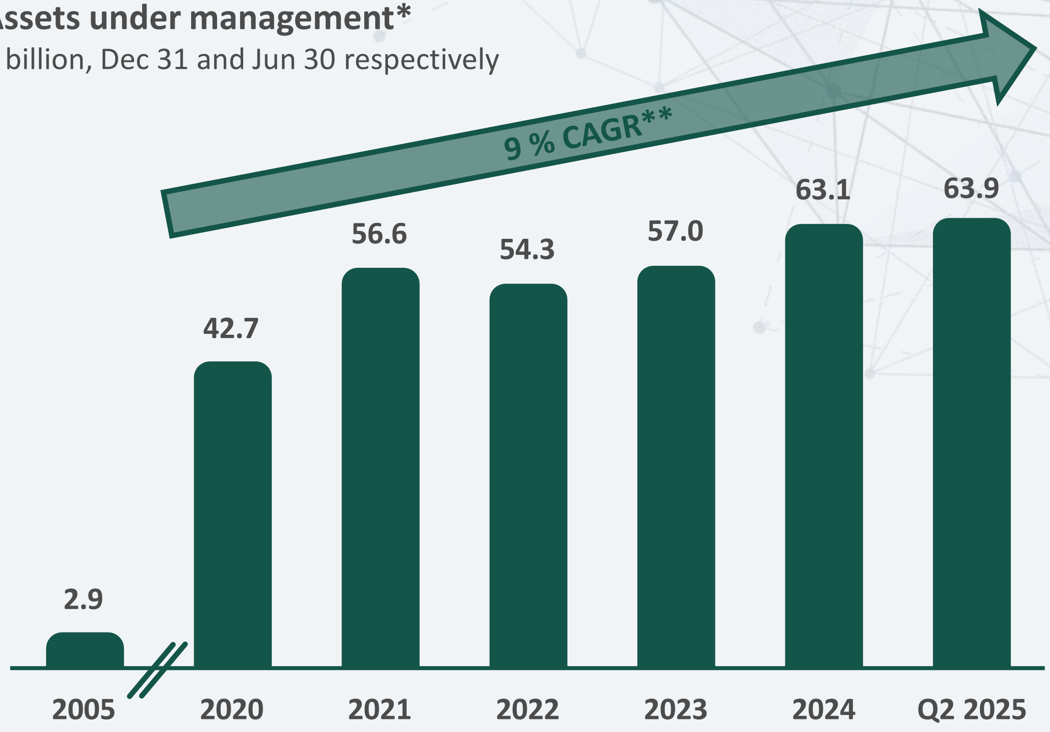


* Compound annual growth rate (period 2020-2024)

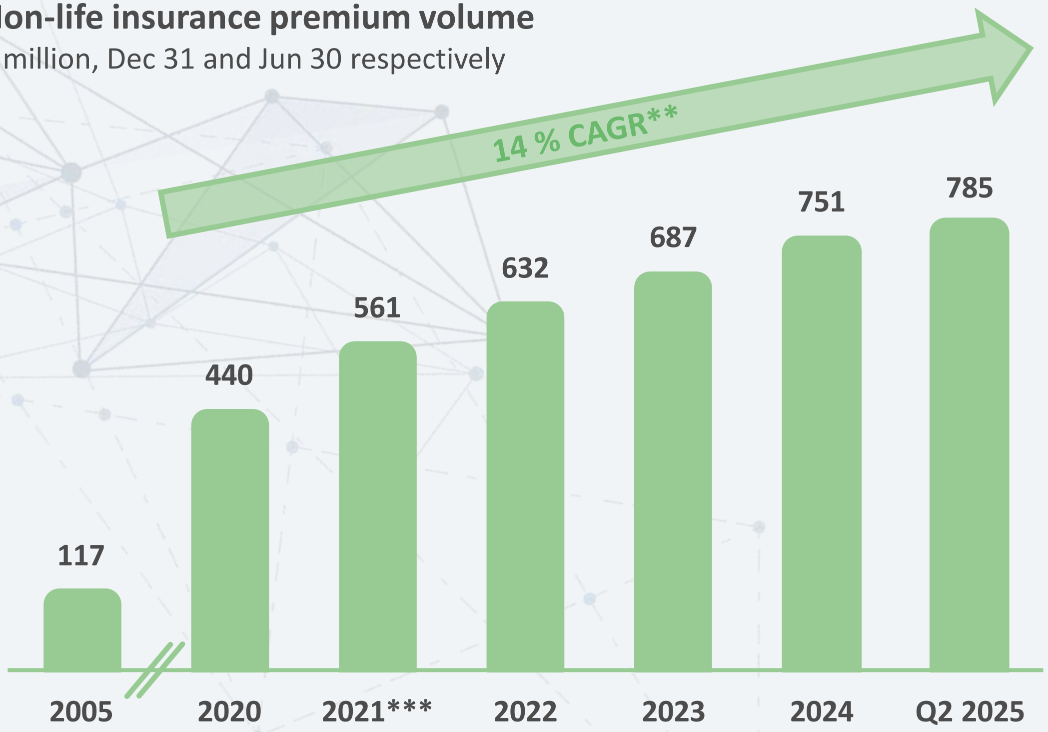
Recurring revenue
Proportion of sales revenue, Dec 31

Record levels in key figures

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



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



* Contains wealth management and interest income

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

*** 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 significantly increased to €95 million

Income statement

MLP Group (€ million)	FY 2024	FY 2023	△
Total revenue	**1,066.7**	**973.5**	**+10 %**
EBIT	**95.0**	**70.7**	**+34 %**
Finance result	4.6	-1.7	+361 %
EBT	**99.6**	**69.0**	**+44 %**
Income taxes	-30.3	-24.9	-22 %
Net profit	**69.3**	**44.1**	**+57 %**
EPS in Euro	0.63	0.44	+43 %

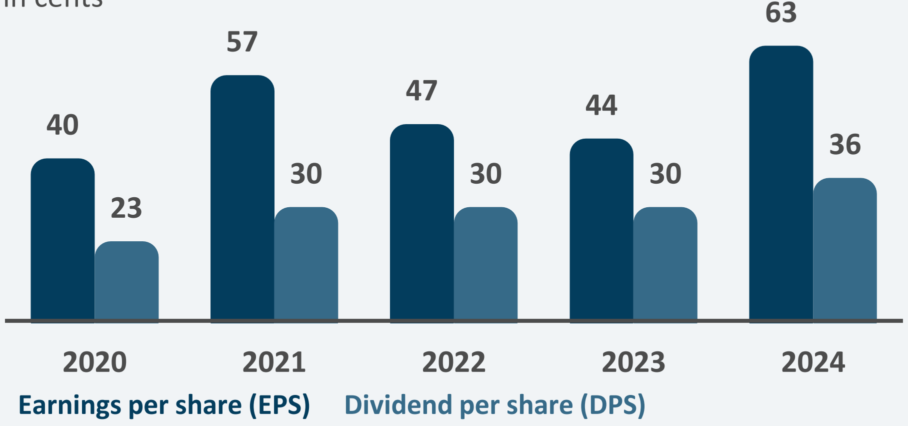
Balance sheet figures

MLP Group	December 31, 2024
Balance sheet total	**€4,152 million**
Shareholders' equity	**€570 million**
Equity ratio	13.7 %
Return on equity	13.0 %
MLP Financial holding group	**December 31, 2024**
Core capital ratio	19.2 %
Liquidity Coverage Ratio (LCR)	1,843 %

Detailed information can be found on our website: https://mlp-se.com/corporate-calendar/annual-press-conference-2025/
Definitions of key figures can be found on our website: https://mlp-se.com/investors/mlp-share/key-figures/

Attractive dividend policy & valuation

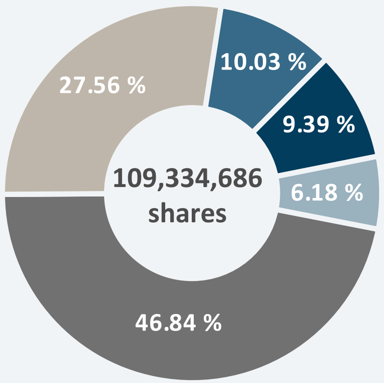
Earnings per share (EPS) and dividend per share (DPS)
in cents



Dividend policy:
Distribution of
50-70 %
of net profit

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 %

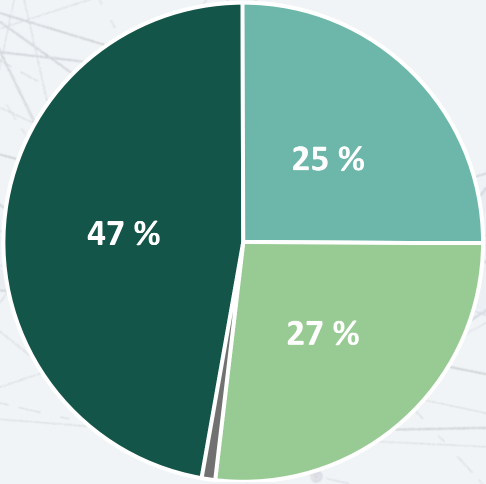
Research Coverage*		
NuWays	Buy	TP € 13.00
ODDO BHF	Outperform	TP € 11.00
Metzler	Buy	TP € 9.80
Pareto Securities	Buy	TP € 9.80
Consensus estimate		Ø TP € 10.90

* date of last update: Aug 21, 2025

H1 2025: New record set for total revenue

Sales revenue breakdown into competence fields
in € 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/

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MLP

AI increases client benefit and creates process efficiency

Development steps towards an **AI service agent:**

1. Identification of queries and routing
enable precise classification and targeted distribution of client enquiries

2. Smart FAQs and process completion
provide clients with real-time answers and efficient process guidance

3. End-to-end processing
enables comprehensive and conclusive handling of service processes

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

Initial **example** from the **MLP Group**

At DOMCURA, an **AI agent** handles the **end-to-end processing** of all **property insurance claims**.

- **Claims reported by clients**
- **Identification of queries**
- **Process completion**
- **Case handling & settlement**
- **Payment to clients**

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

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

:pxtra

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

2 | AI AND CORPORATE CLIENTS

MLP

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

RVM Group
Industrial insurance

Target group corporate clients:
Industrial clients

RVM SmartProtect
Commercial insurance

Target group corporate clients:
Commercial clients

Know-how & specialists

Addressing high-potential MLP client target groups in the fast-growing SME market segment

RVM SmartProtect
as a digital end-to-end platform

- **Establishment of a virtual team of experts for MLP consultants**
- **Digitisation of entire business processes**
- **Development of individual concepts**

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MLP

Forecast 2025

Sales revenue

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

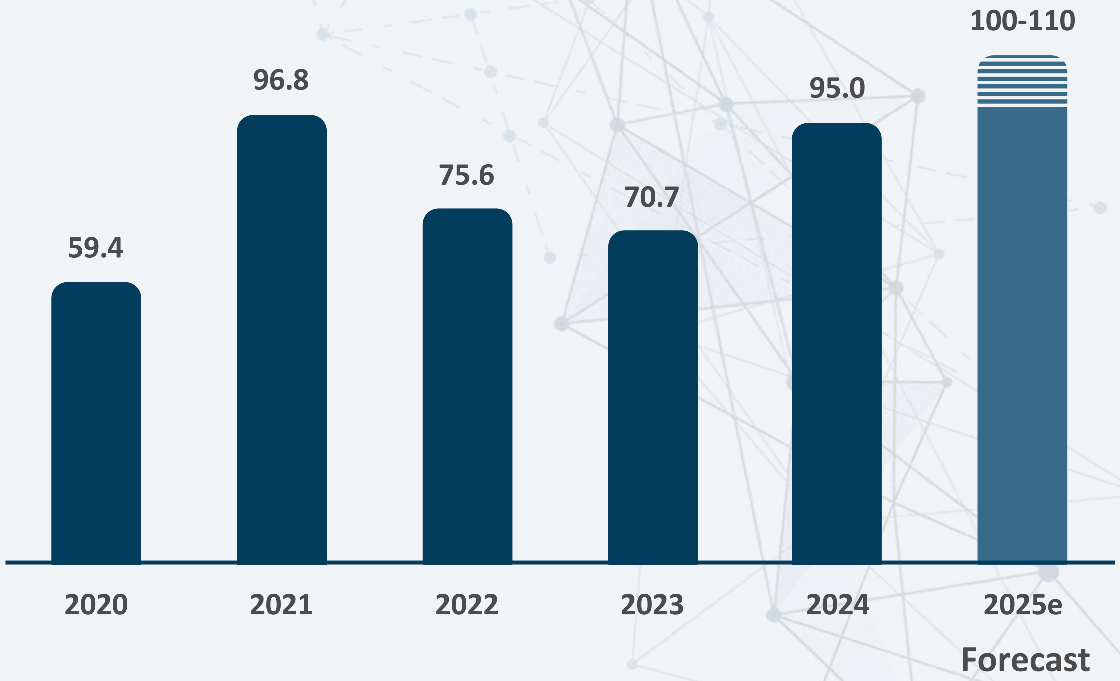
0 Wealth

+ Life & Health

+ Property & Casualty

EBIT

€ million, Dec 31



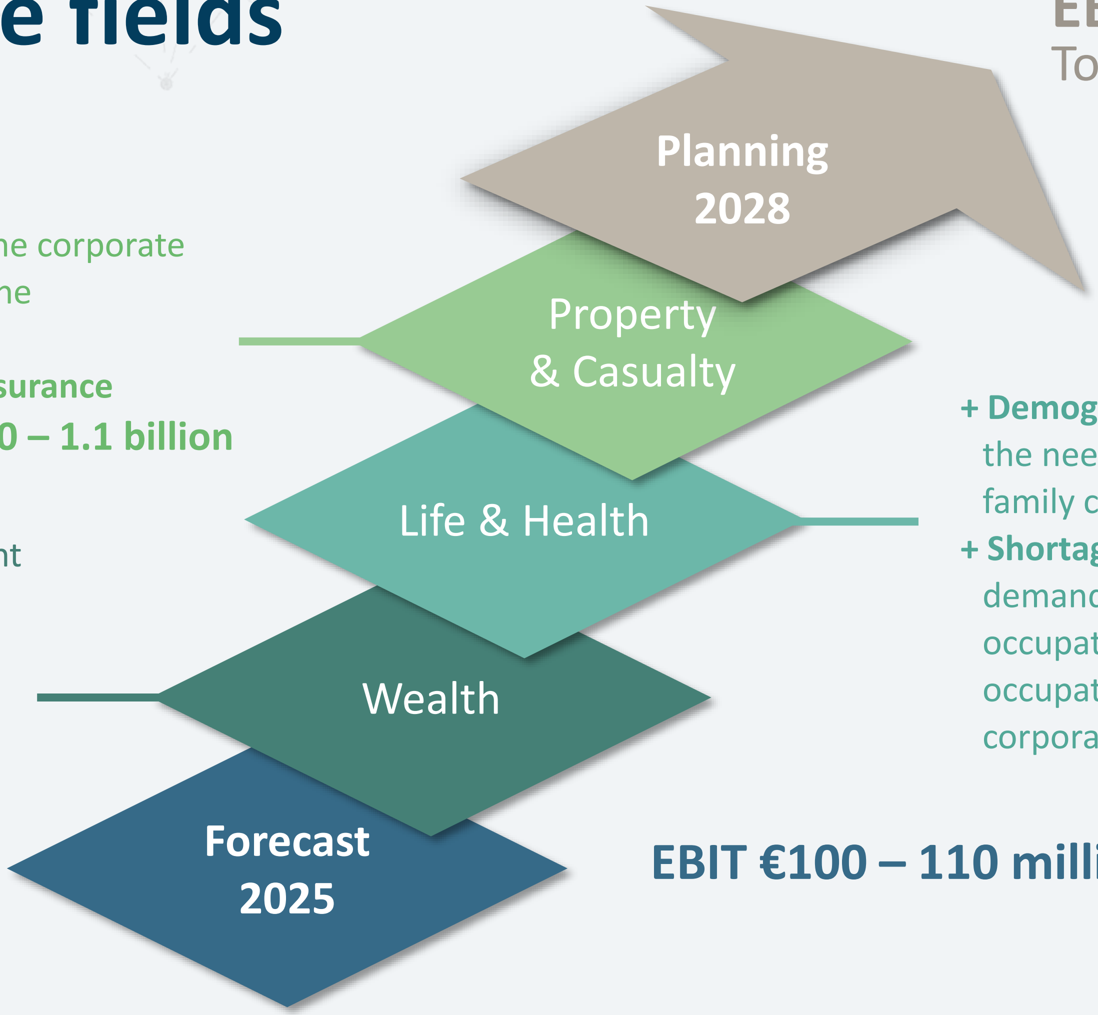
Forecast includes only a small amount of performance-based compensation

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**



+ **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

+ **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**

EBIT €100 – 110 million

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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