



A LEADING FINANCIAL ADVISORY NETWORK
FOR FAMILY AND CORPORATE CLIENTS

ODDO BHF Small & Mid Cap Conference

Frankfurt

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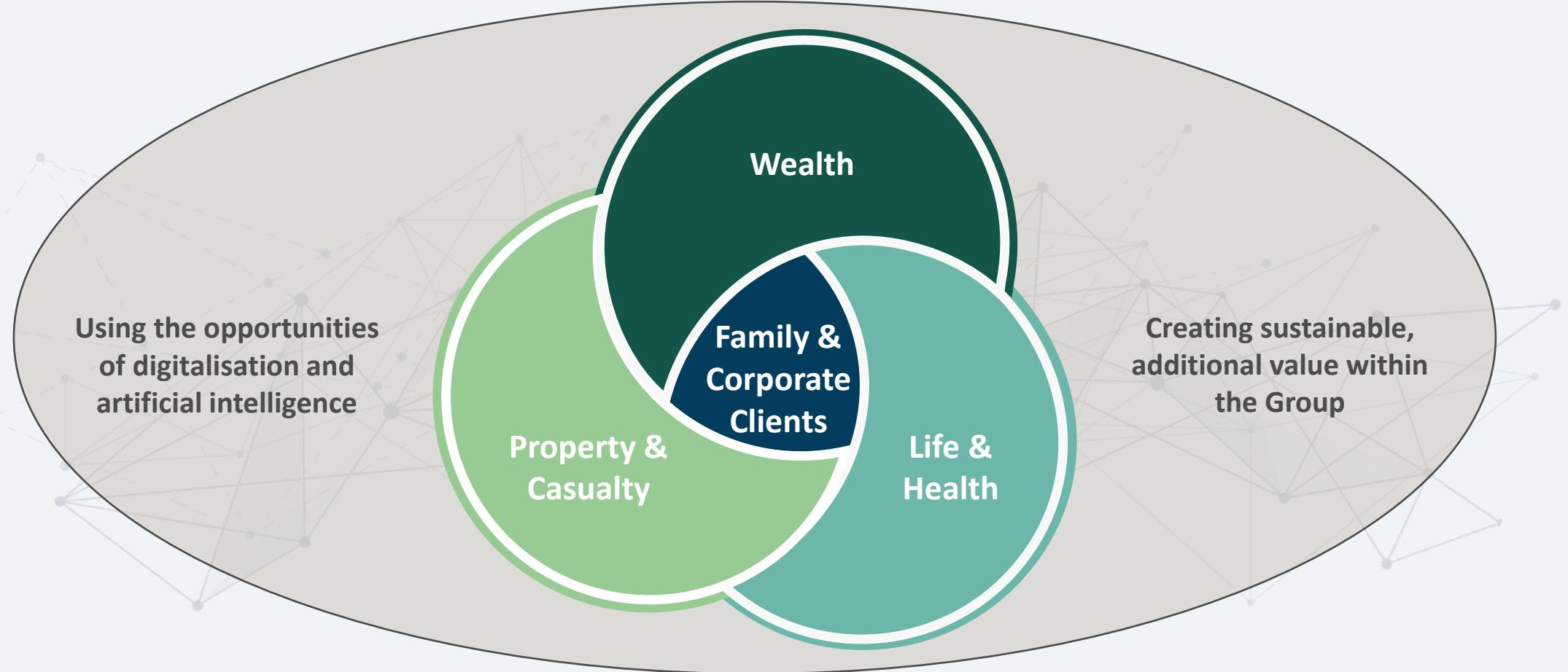
Highlights MLP Group

- **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 **yield** for financial year 2024 at **5.9 %**
- **Record highs** in key figures as a basis for recurring revenues: **Assets under management** (€64.2 billion) and **non-life insurance premium volume** (€794 million)



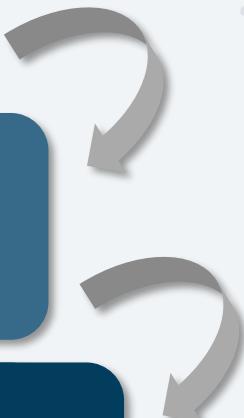
Diversified business model

Financial advisory network  MLP



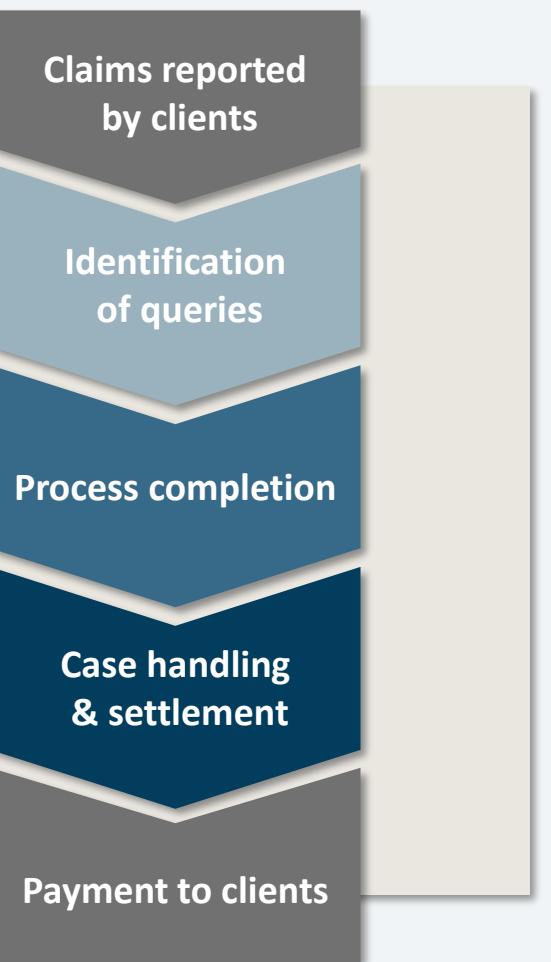
AI increases client benefit and creates process efficiency

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

1. **Identification of queries and routing**
enable precise classification and targeted distribution of client enquiries
 1. 2. **Smart FAQs and process completion**
provide clients with real-time answers and efficient process guidance
 1. 2. 3. **End-to-end processing**
enables comprehensive and conclusive handling of service processes
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Initial example
from the
MLP Group

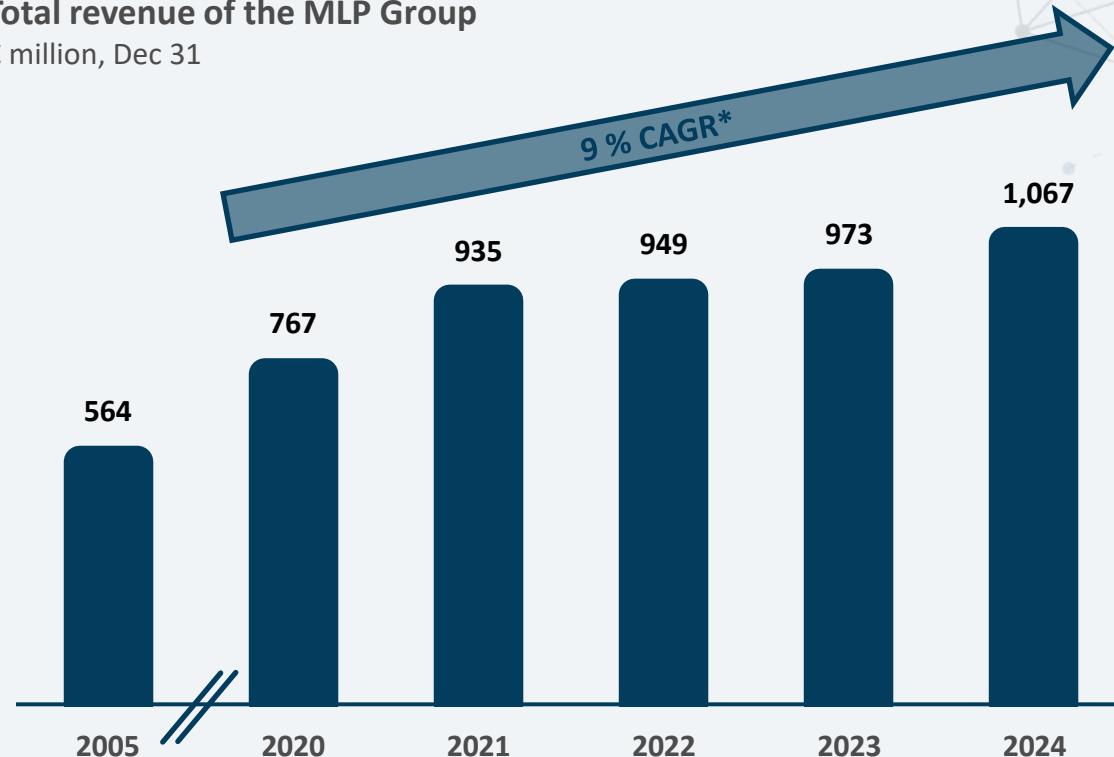
At DOMCURA, an **AI agent** handles the **end-to-end** processing of all property insurance claims.



Total revenue exceeds 1 billion euros for the first time

Total revenue of the MLP Group

€ million, Dec 31



* Compound annual growth rate (period FY 2020 – FY 2024)

Recurring revenue

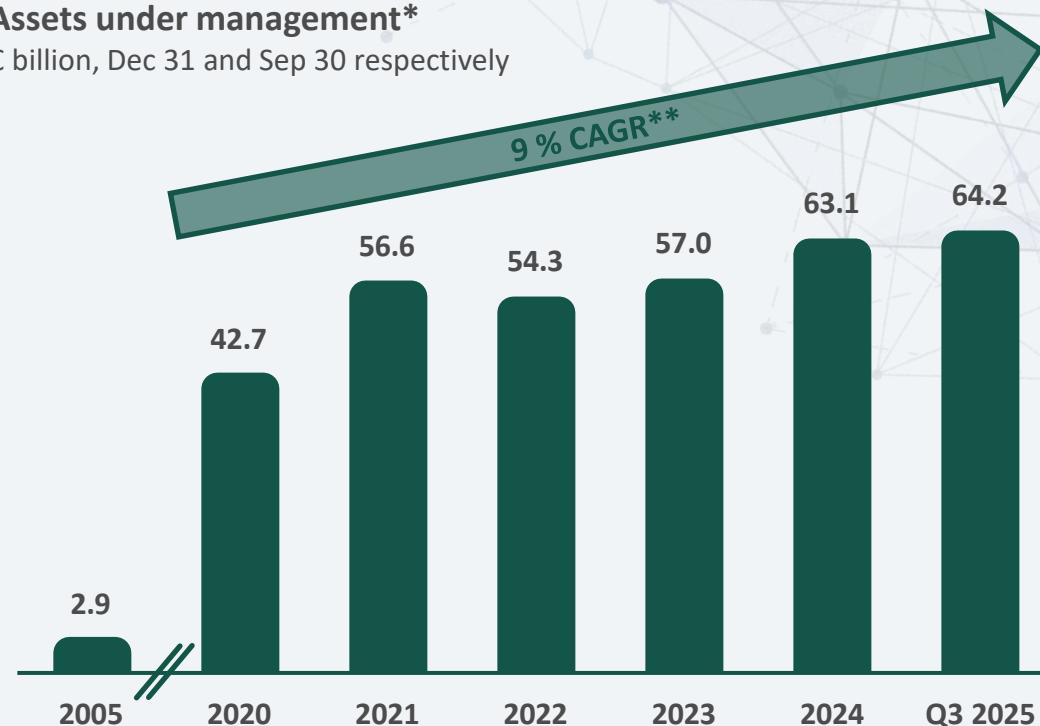
Proportion of sales revenue, Dec 31

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

Key figures reach new record highs

Assets under management*

€ billion, Dec 31 and Sep 30 respectively

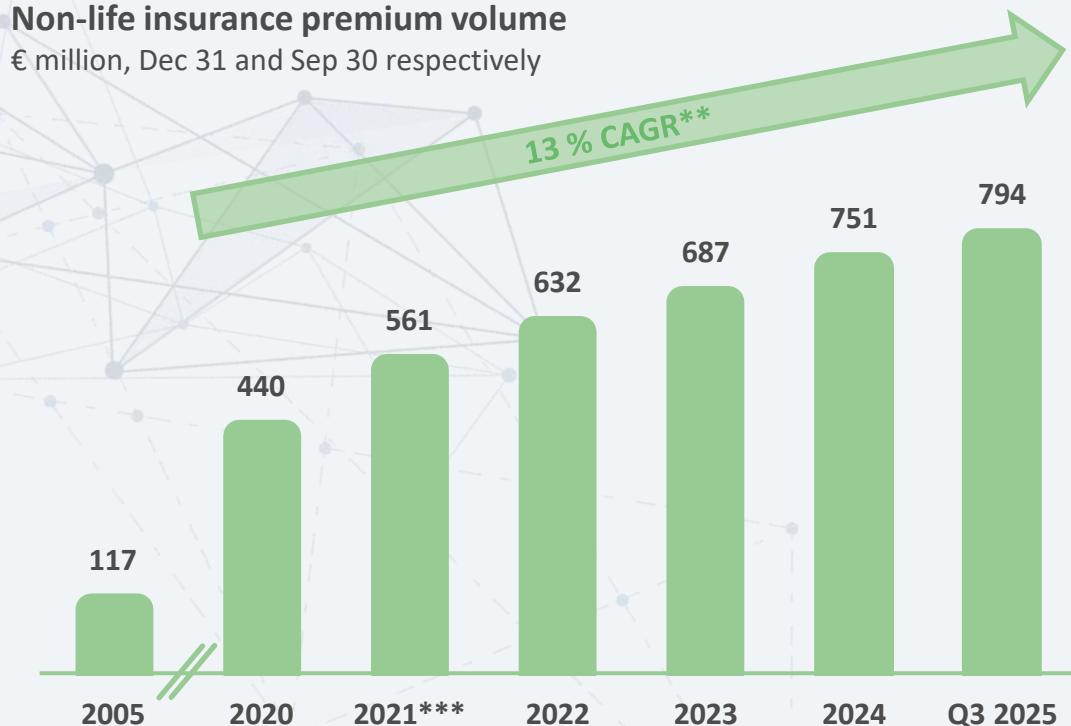


* Contains wealth management and interest income

** Compound annual growth rate (period FY 2020 – 9M 2025)

Non-life insurance premium volume

€ million, Dec 31 and Sep 30 respectively

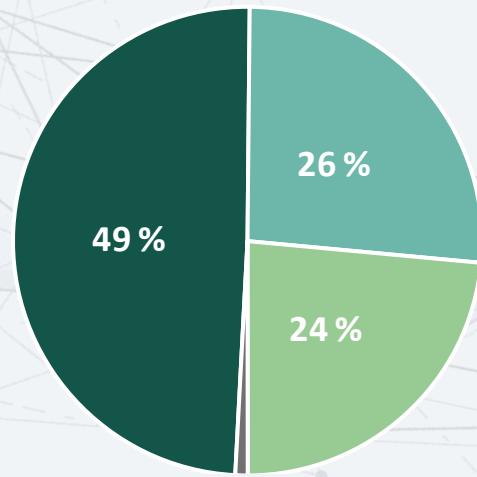


*** As from 2021 incl. first-time consolidation of the companies in the Industrial Broker segment; also including RVM with effect from April 1, 2021

9M 2025: Total revenue reaches new record high

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

Wealth	372 (381)	-2 %
Life & Health	199 (192)	+4 %
Property & Casualty	177 (165)	+7 %
Others	6 (8)	-24 %



Income statement

MLP Group (€ million)	9M 2025	9M 2024	△
Total revenue	773.1	763.3	+1 %
EBIT	61.1	66.4	-8 %
Financial result	-1.7	4.7	-136 %
EBT	59.4	71.1	-17 %
Income taxes	-14.8	-23.1	-36 %
Net profit	44.6	48.1	-7 %
EPS in Euro	0.41	0.44	-8 %

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

Forecast 2025: Adjustment of expected EBIT range

Sales revenue

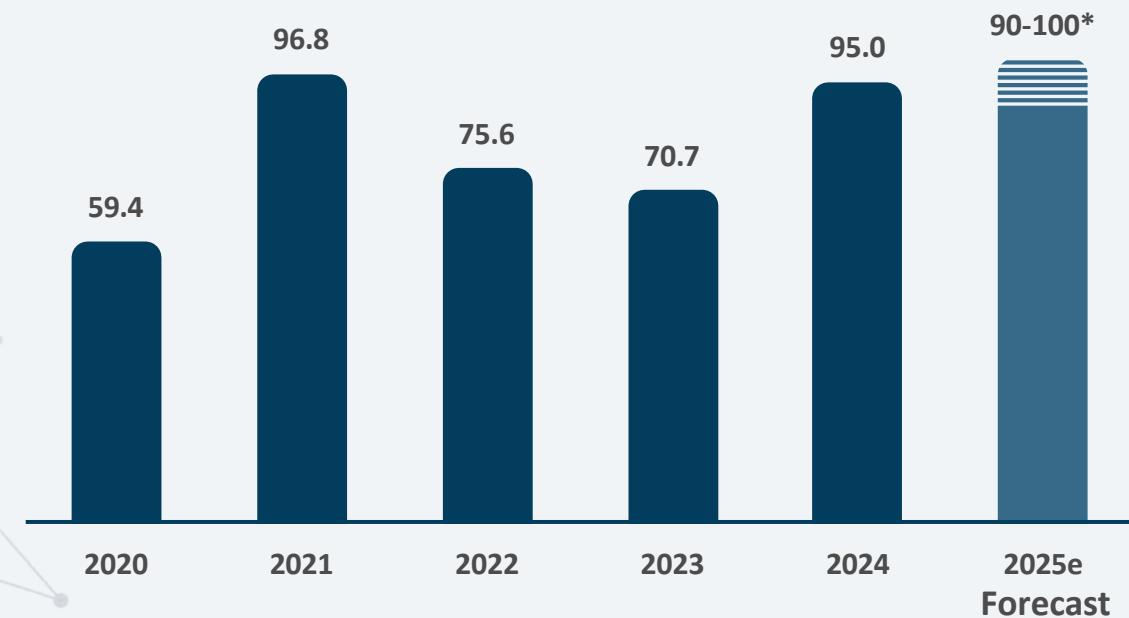
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

EBIT

€ million, Dec 31



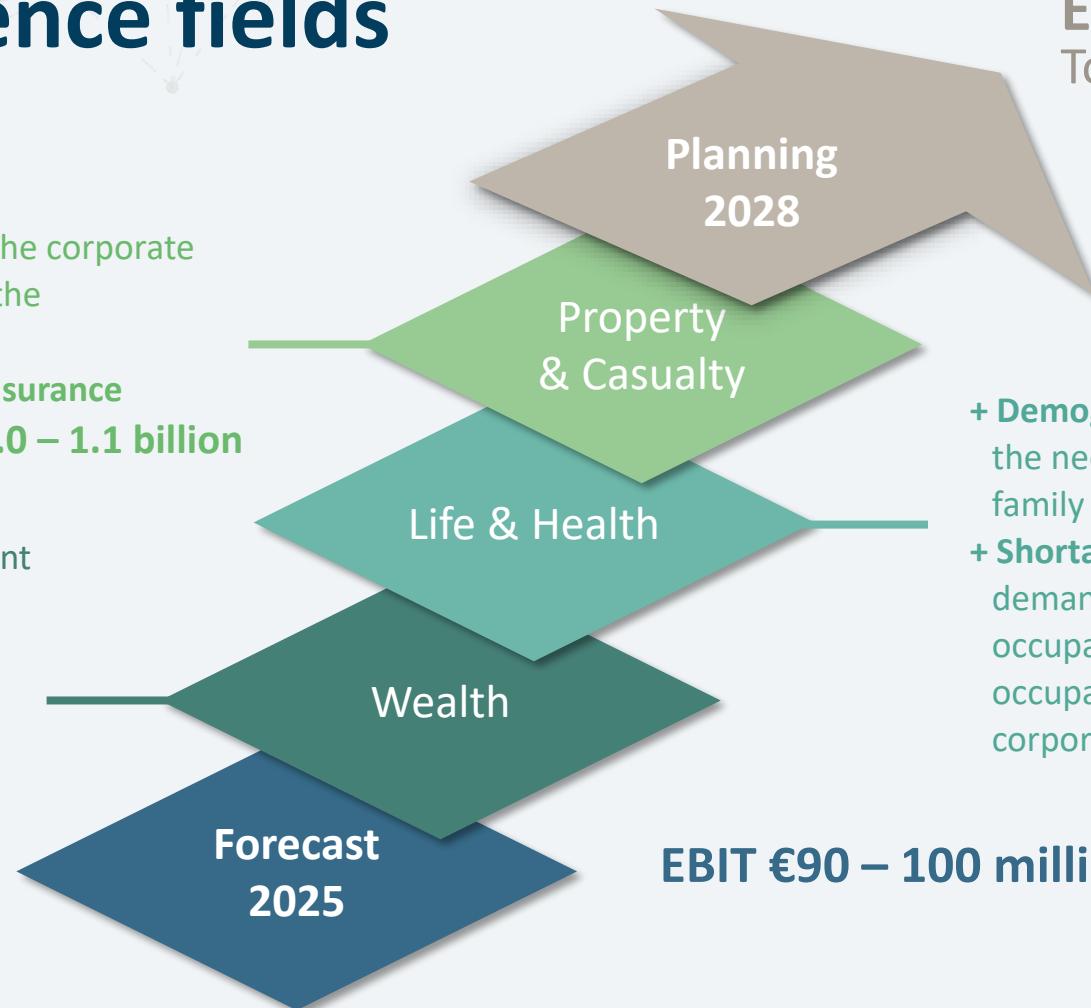
*EBIT forecast for 2025 of €90-100 million before possible negative one-off effects from the business focussing at Group company Deutschland.Immobilien. These effects cannot yet be reliably quantified, but should not exceed €12 million in terms of EBIT and might also even have an impact on EBIT of the financial year 2025.

Initial EBIT forecast for 2025 was €100-110 million

Planning 2028: Growth in all competence fields

- + **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**



Attractive dividend policy & valuation

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

in cents



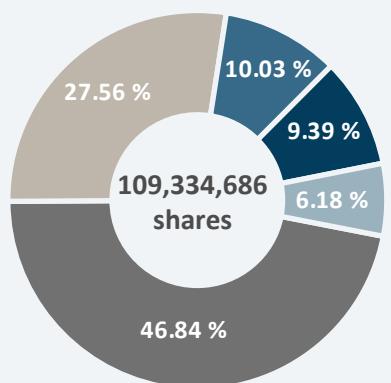
Dividend policy:
Distribution of
50-70 %
of net profit

EPS planning 2028

90-99 cents

Stable shareholder structure

Notifications made to MLP, date of last update: 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

Analysts' estimates, date of last update: Jan 22, 2026

NuWays	Buy	TP € 12.50
ODDO BHF	Outperform	TP € 10.00
Metzler	Buy	TP € 9.80
Pareto Securities	Buy	TP € 9.00
Baader Bank	Buy	TP € 8.80
Consensus estimate		Ø TP € 10.02

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**



Many thanks for your time We are happy to answer your questions

Phone +49 (0)6222 • 308 • 8320

E-mail investorrelations@mlp.de

Website www.mlp-se.com

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