



A LEADING FINANCIAL ADVISORY NETWORK
FOR FAMILY AND CORPORATE CLIENTS

ODDO BHF Small & Mid Cap Conference

Frankfurt

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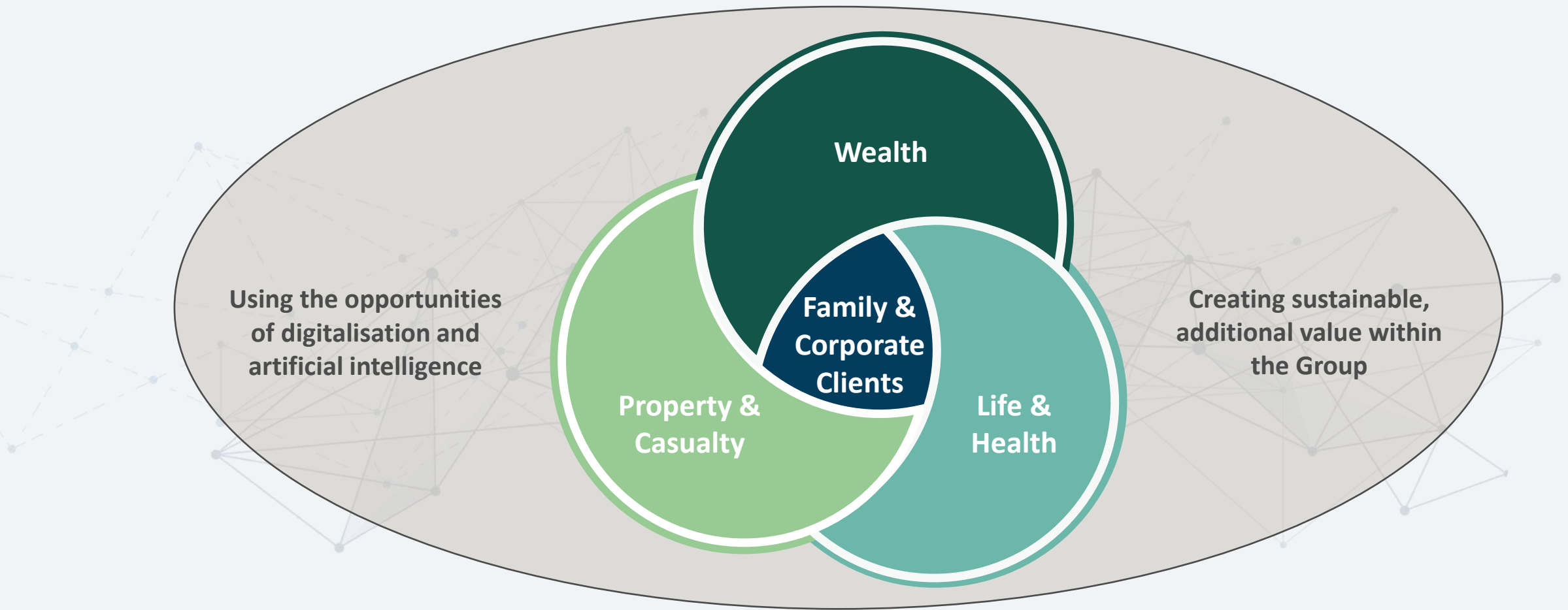
You should review this presentation and the related materials along with the information we have publicly disclosed about MLP SE, which is available at the Investor Relations page of our website at <https://mlp-se.com/investors/>.

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)

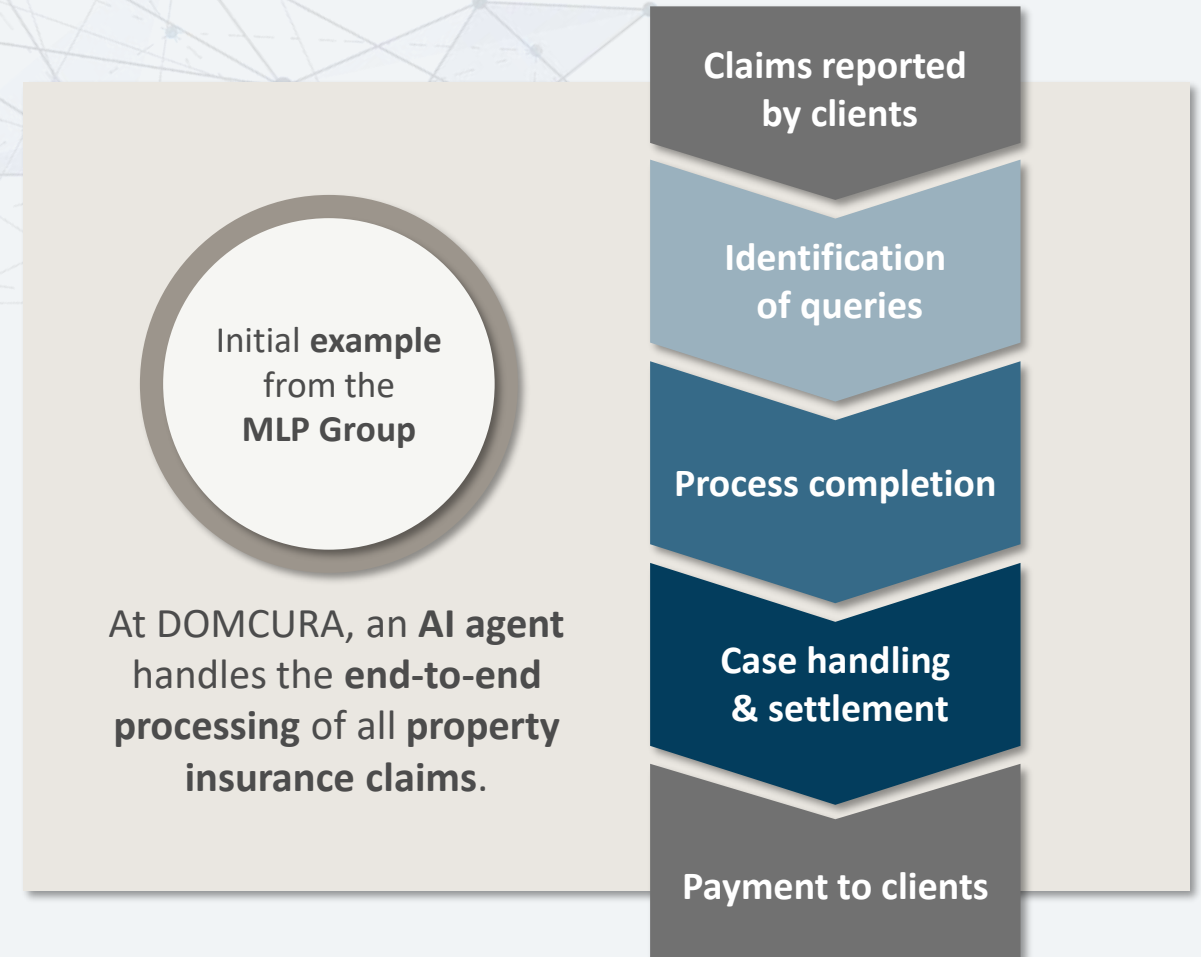
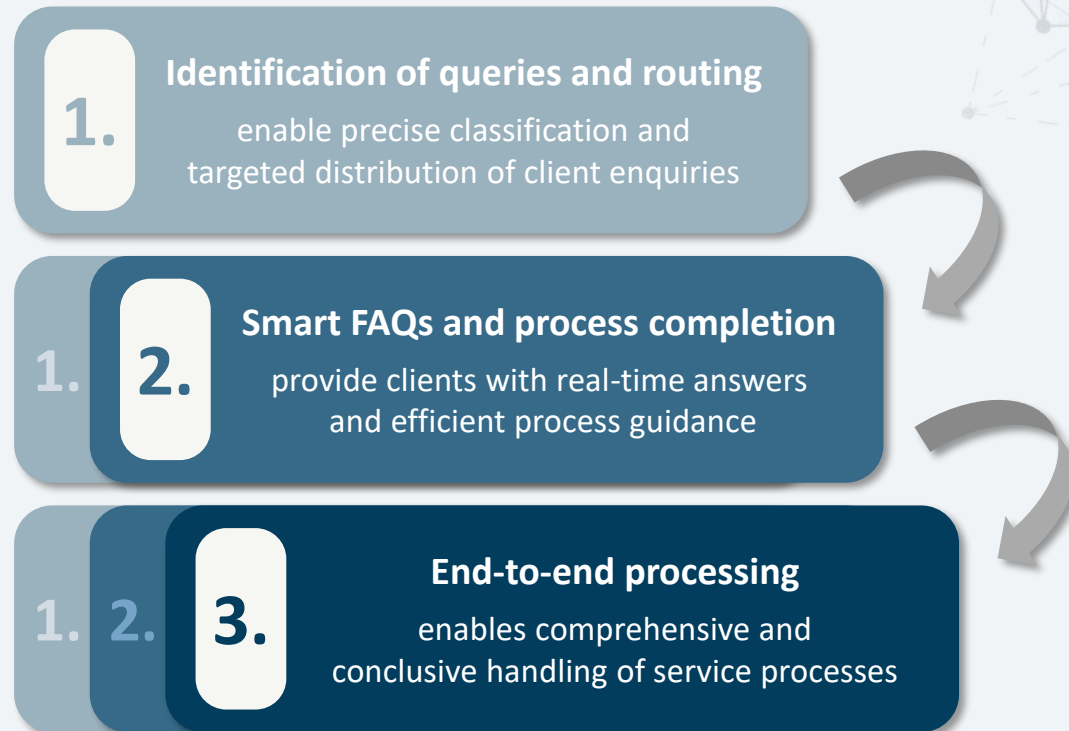
Diversified business model

Financial advisory network 



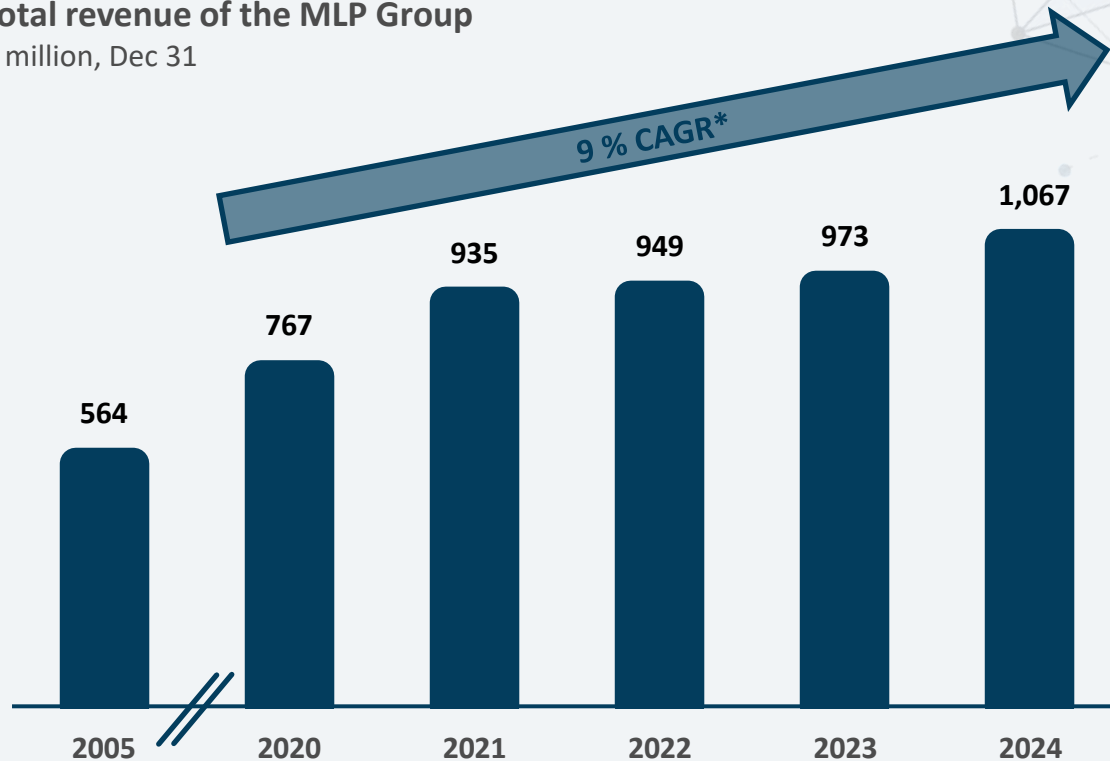
AI increases client benefit and creates process efficiency

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



Total revenue exceeds 1 billion euros for the first time

Total revenue of the MLP Group
€ million, Dec 31



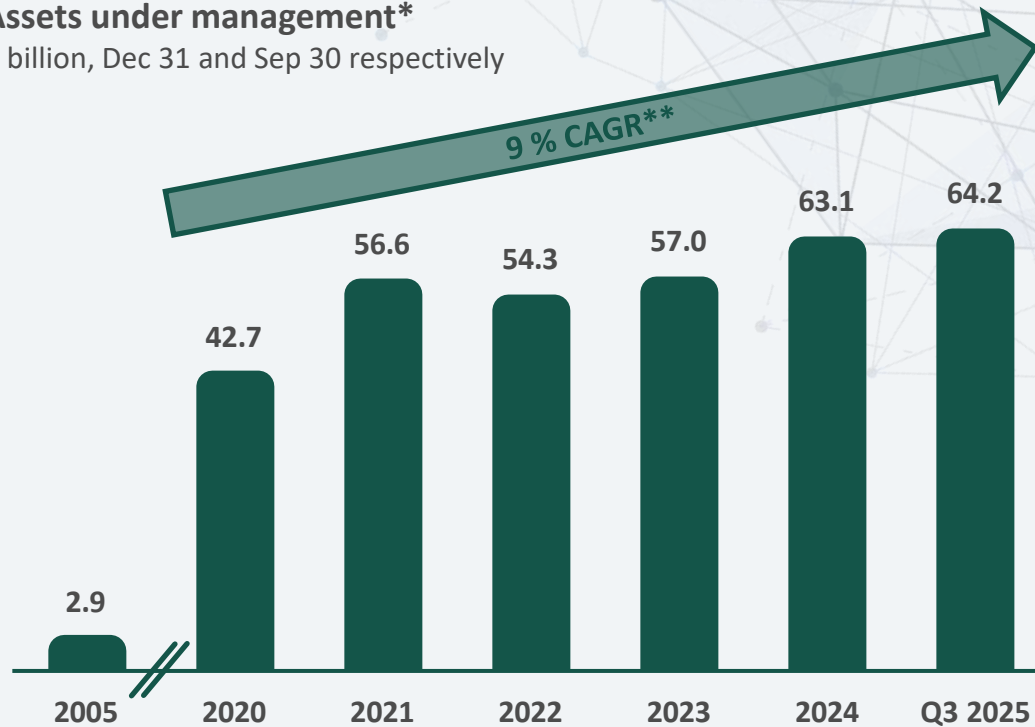
Recurring revenue
Proportion of sales revenue, Dec 31

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

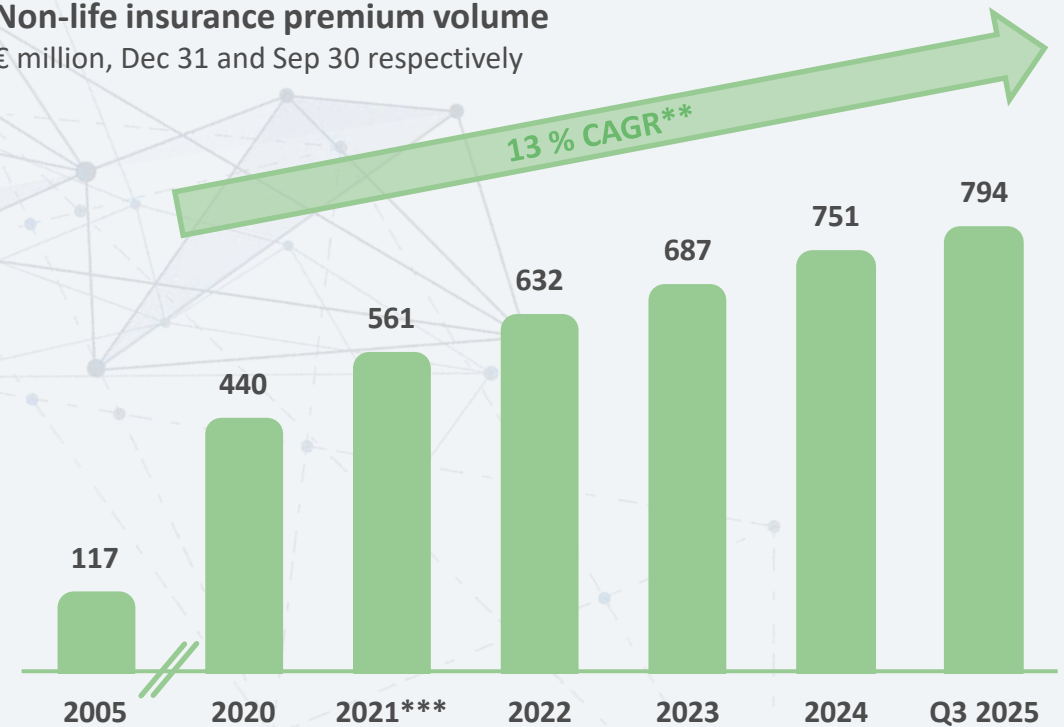
* Compound annual growth rate (period FY 2020 – FY 2024)

Key figures reach new record highs

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



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



* Contains wealth management and interest income

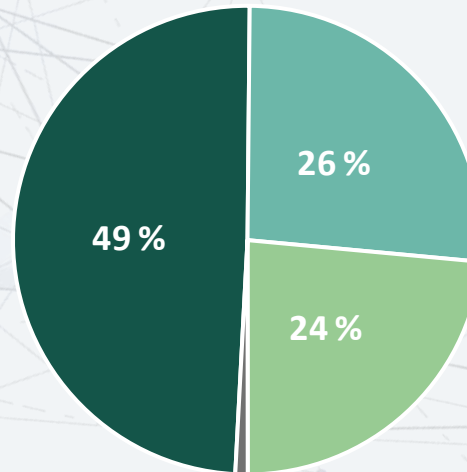
** Compound annual growth rate (period FY 2020 – 9M 2025)

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

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

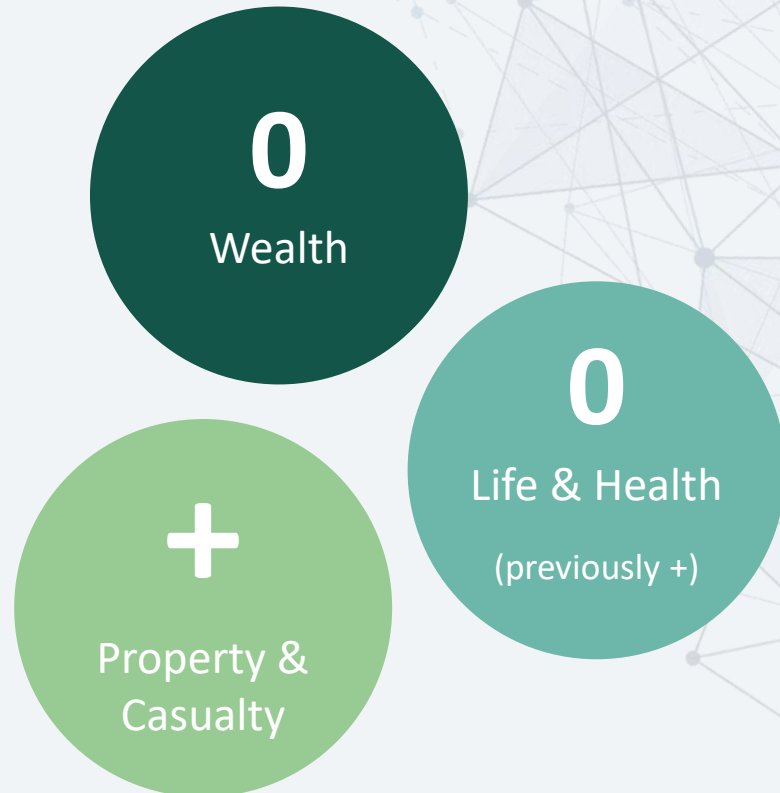
MLP Group (€ million)	9M 2025	9M 2024	△
Total revenue	773.1	763.3	+1 %
EBIT	61.1	66.4	-8 %
Financial result	-1.7	4.7	-136 %
EBT	59.4	71.1	-17 %
Income taxes	-14.8	-23.1	-36 %
Net profit	44.6	48.1	-7 %
EPS in Euro	0.41	0.44	-8 %

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

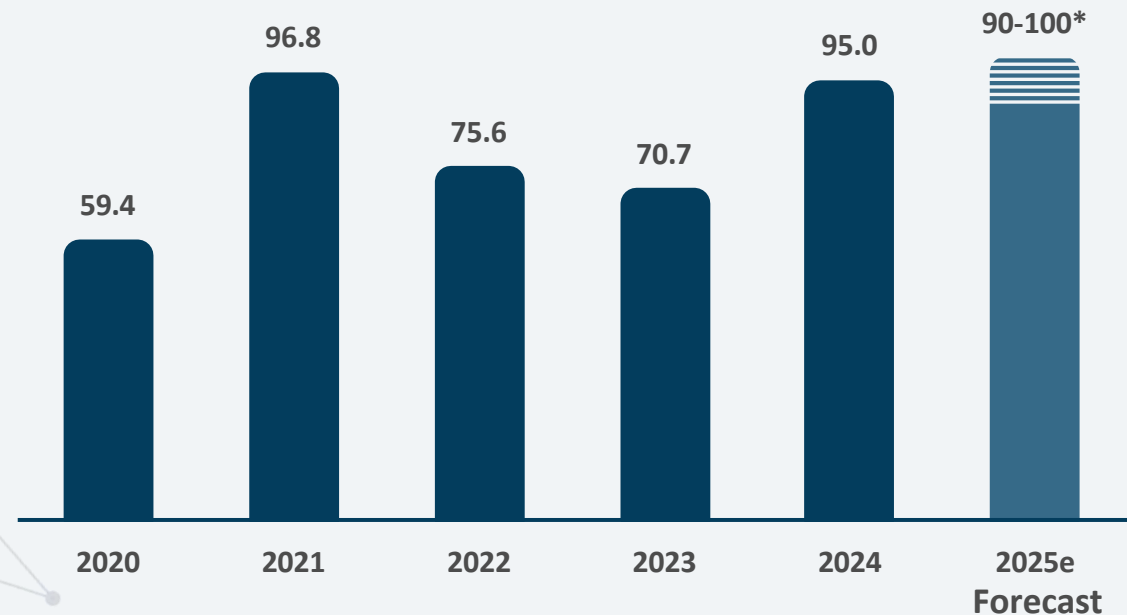
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

EBIT

€ million, Dec 31



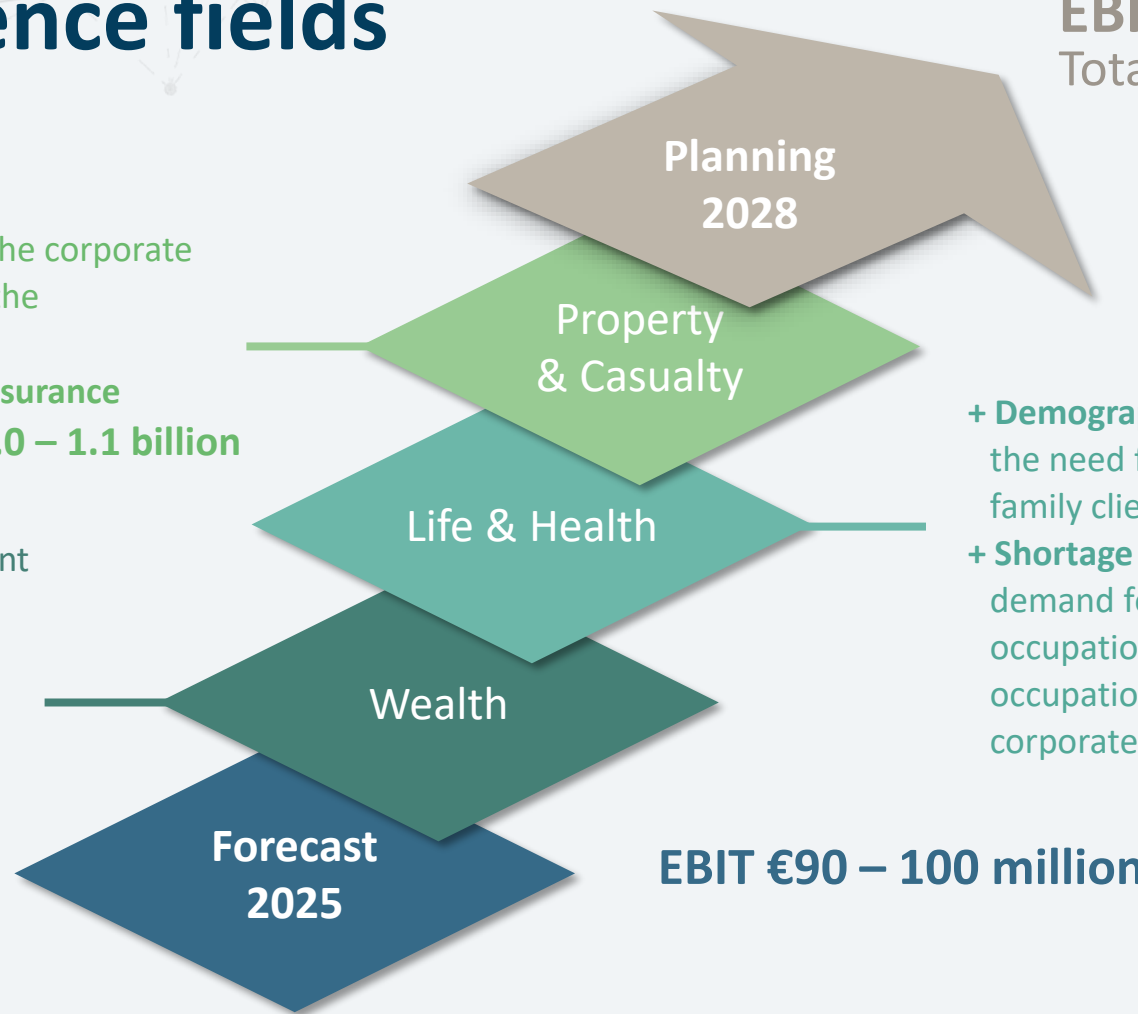
*EBIT forecast for 2025 of €90-100 million before possible negative one-off effects from the business focussing at Group company Deutschland.Immobilien. These effects cannot yet be reliably quantified, but should not exceed €12 million in terms of EBIT and might also even have an impact on EBIT of the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

Initial EBIT forecast for 2025 was €100-110 million

Planning 2028: Growth in all competence fields

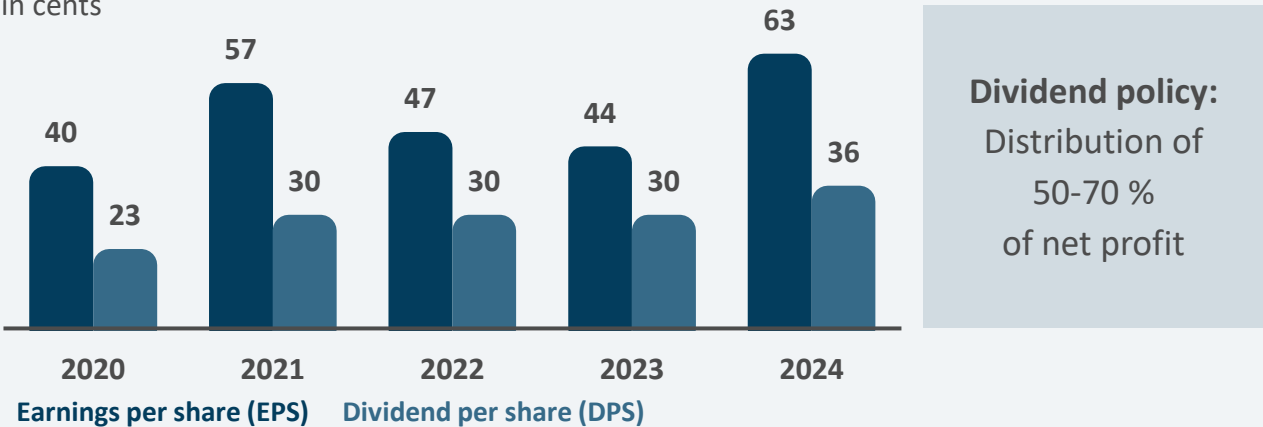
- + **Unlocking potential** in the corporate client business through the extensive MLP network
- + **Expansion of non-life insurance premium volume to €1.0 – 1.1 billion**

- + **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

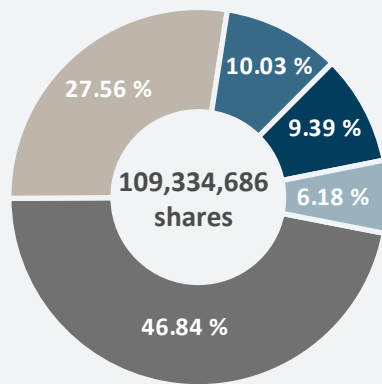
Earnings per share (EPS) and dividend per share (DPS)
in cents



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

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