

Financial results 9M/Q3 2016

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Agenda

- Highlights 9M/Q3 2016
- Key financial figures 9M/Q3 2016
- Consultants and clients
- Outlook and summary
- Questions & Answers

Highlights 9M/Q3 2016

- **9M: Total revenue** increases by 14 percent to **€418.7 million**
- **Operating EBIT** rises to **€16.1 million** (9M 2015: €7.4 million)
- **Q3: Old-age provision** grows for the second quarter in a row – significant **rises in the wealth management (+12%)** and the **non-life insurance field (+47%)**
- **Efficiency measures** are continuously running **according to schedule**
- **Outlook:** As announced, **EBIT level** should **rise again significantly** from **2017**

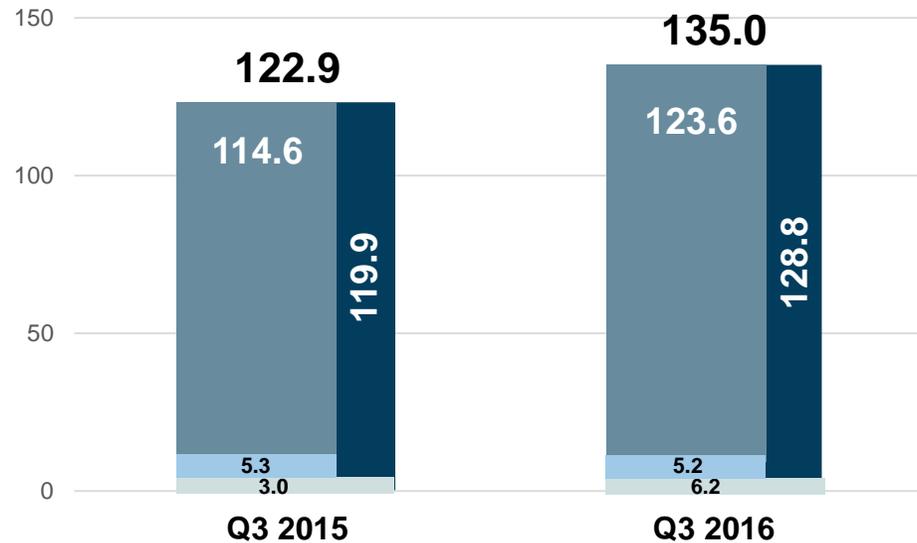
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Total revenue in Q3 and after 9 months significantly increased

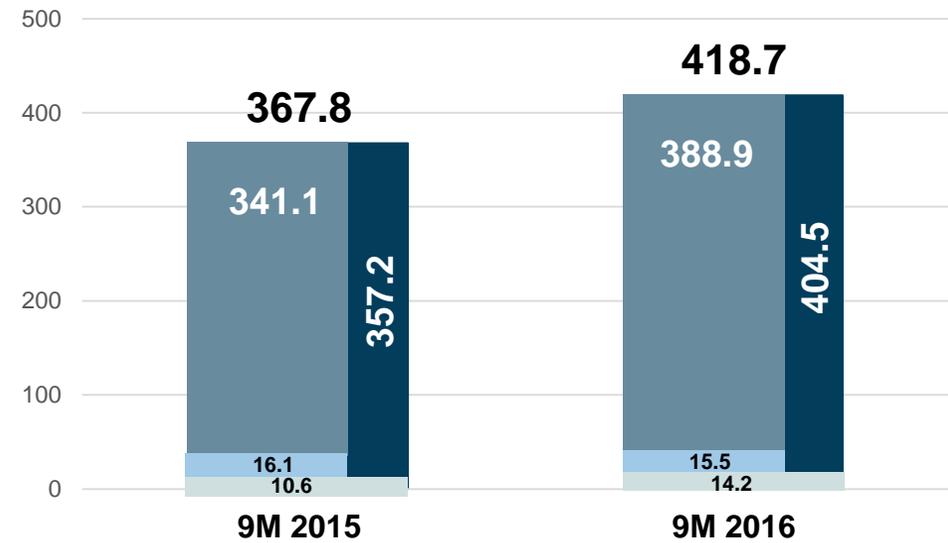
Total revenue Q3

[in € million]



Total revenue 9M

[in € million]

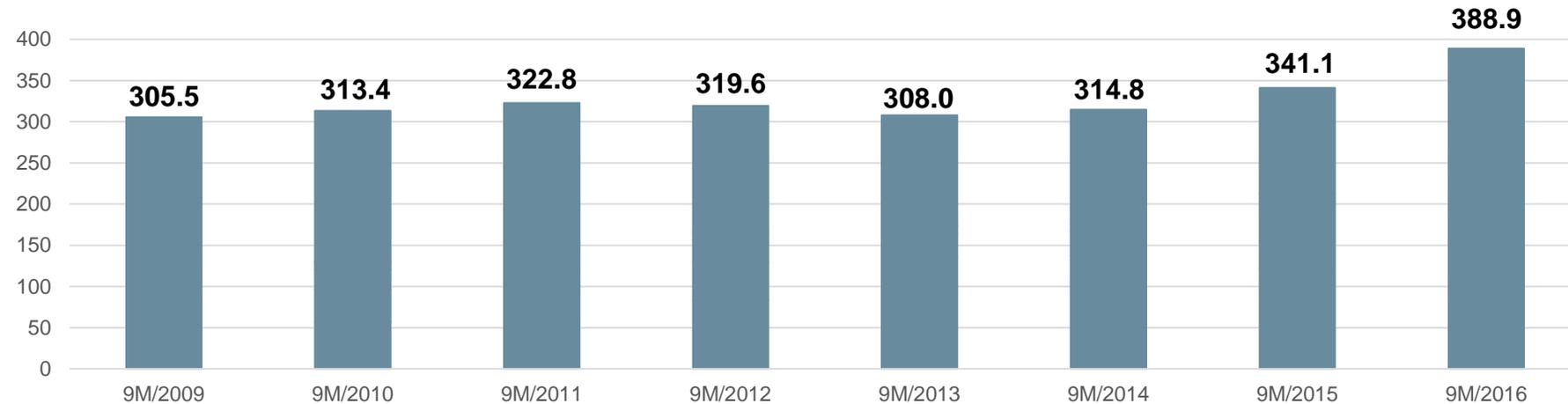


Revenue
 Revenue from commissions and fees
 Interest income
 Other revenue

Commission income reaches highest level since the financial crisis

Commission income 9M

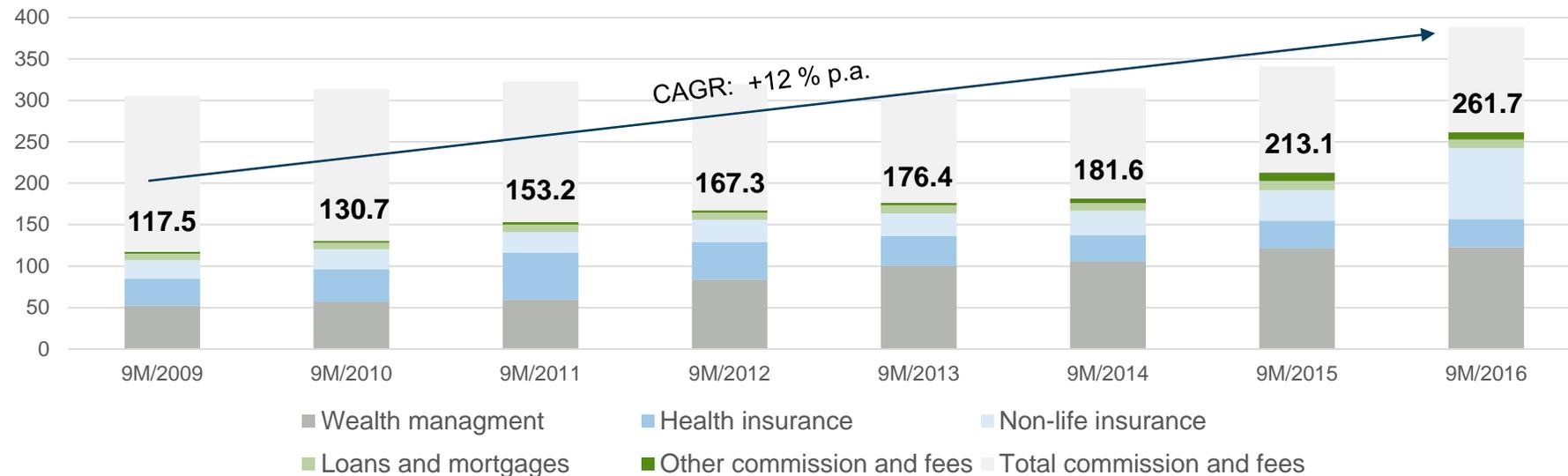
[in € million]



Successful diversification beyond the old-age provision

Commission income in 9M (all consulting areas, excl. old-age provision)

[in € million]



- Significant increase in 9M 2016
- CAGR +12% p.a. since 2009

Q3: Strong growth in wealth management

Revenue

[in € million]

	Q3 2015	Q3 2016	Δ in %	9M 2015	9M 2016	Δ in %
Old-age provision	44.8	45.7	2	128.0	127.2	-1
Wealth management	38.7	43.5	12	121.3	122.9	1
Health insurance	11.4	10.8	-5	33.6	34.0	1
Non-life insurance	11.5	16.9	47	36.7	85.6	>100
Loans and mortgages*	4.2	3.6	-14	11.1	10.4	-6
Other commissions and fees	4.0	3.1	-23	10.4	8.8	-15
Interest income	5.3	5.2	-2	16.1	15.5	-4

9M/2015:

- Revenue in old-age provision positively influenced by a one-off effect in Q1/2015

9M/2016:

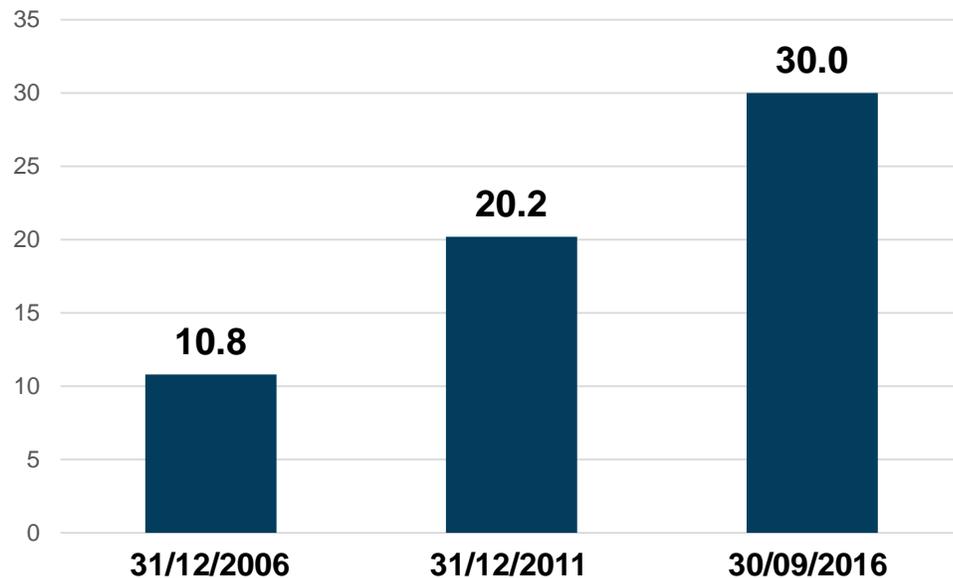
- Revenue contribution DOMCURA (non-life) of around € 54.3 million

*excluding MLP Hyp

Assets under management passed the EUR 30 billion mark for the first time

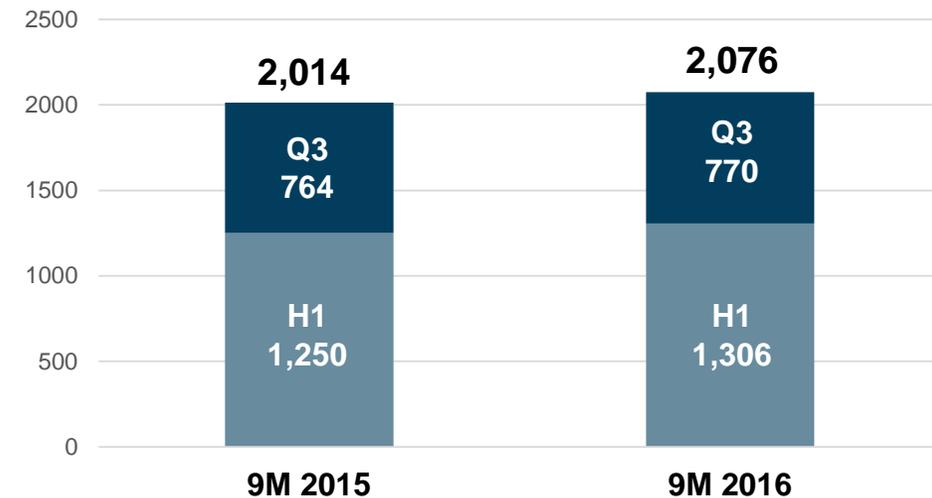
Assets under management

[in € billion]



Premium sum: old-age provision

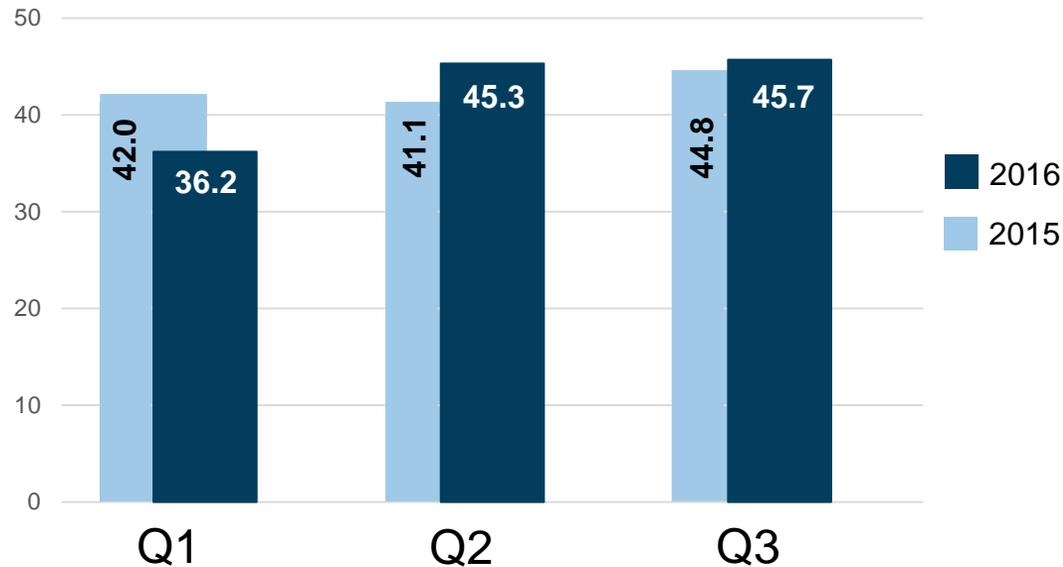
[in € million]



Q3: Old-age provision grows for the second quarter in a row

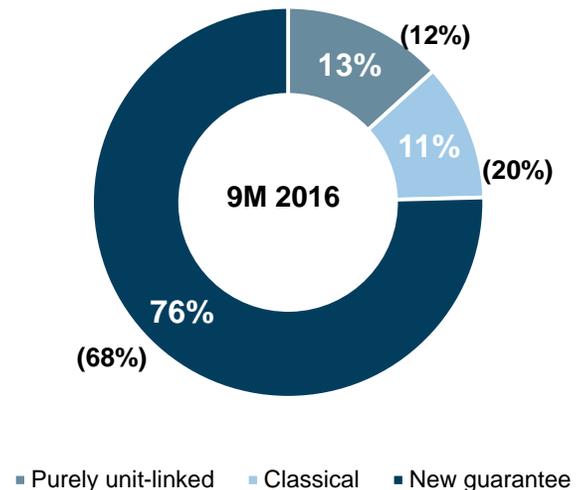
Commission income old-age provision 2016

[in € million]



Product mix in the new business 9M

[in %*]



*Previous year's values in bracket

9M: Operating EBIT at €16.1 million significantly above previous year

Income statement

[in € million]	Q3 2015	Q3 2016	9M 2015	9M 2016
Total revenue	122.9	135.0	367.8	418.7
Operating EBIT*	-0.7	6.6	7.4	16.1
EBIT	-0.7	3.8	7.4	11.5
Finance cost	-2.0	-0.1	-2.3	-0.5
EBT	-2.8	3.7	5.0	11.0
Taxes	-0.1	0.2	-1.4	-1.5
Group net profit	-2.9	4.0	3.7	9.6
EPS in € (diluted/undiluted)	-0.03	0.04	0.03	0.09

Extraordinary charge due to one-off expenses for announced efficiency measures

- 9M 2016: € 4.6 million
- Q3 2016: € 2.8 million

9M/2015

- one-off positive effect associated with the correction of an incorrect settlement by a product partner in old-age provision in Q1 2015

*before one-off exceptional costs

Balance sheet

<u>Assets</u>	31/12/2015	30/09/2016
Intangible Assets	174.5	169.8
Financial Assets	147.9	162.8
Receivables from clients in the banking business	542.7	613.2
Receivables from banks in the banking business	600.3	550.2
Other receivables and assets	112.5	87.5
Cash and cash equivalents	77.5	129.0
<u>Liabilities and shareholders equity</u>		
Shareholders equity	385.8	373.9
Provisions	86.5	84.1
Liabilities due to clients in the banking business	1,102.6	1,199.1
Liabilities due to banks in the banking business	23.1	33.4
Other Liabilities	140.2	103.5
<u>Total</u>	1,752.7	1,808.8

Equity ratio: 20.7 %

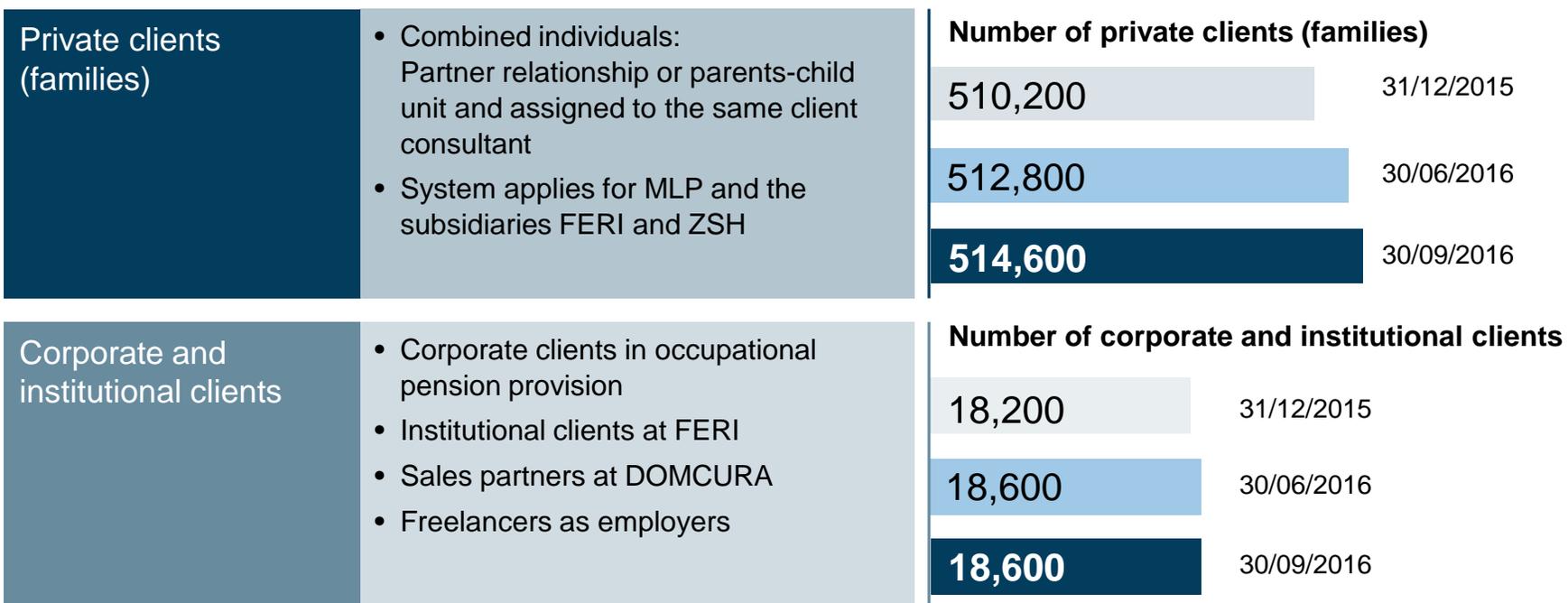
Core capital ratio: 12.81 %

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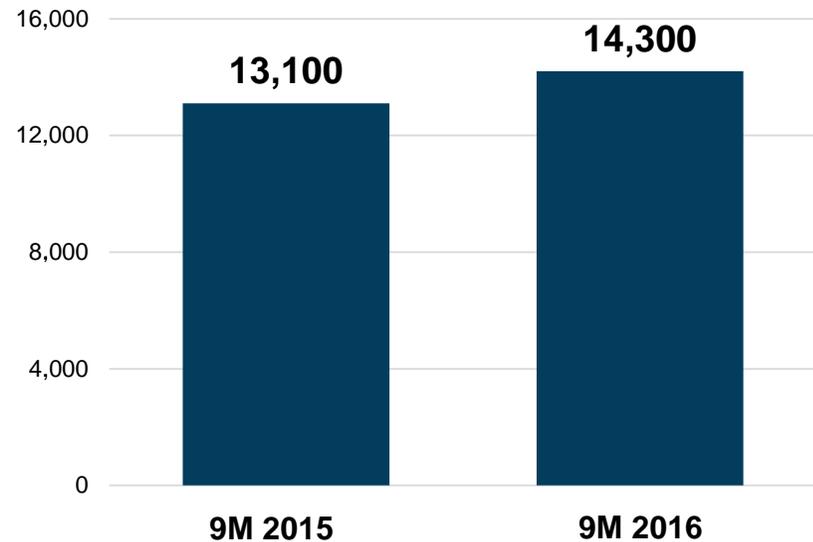
MLP serves 514,600 private and 18,600 corporate clients

Client base: family clients / corporate and institutional clients

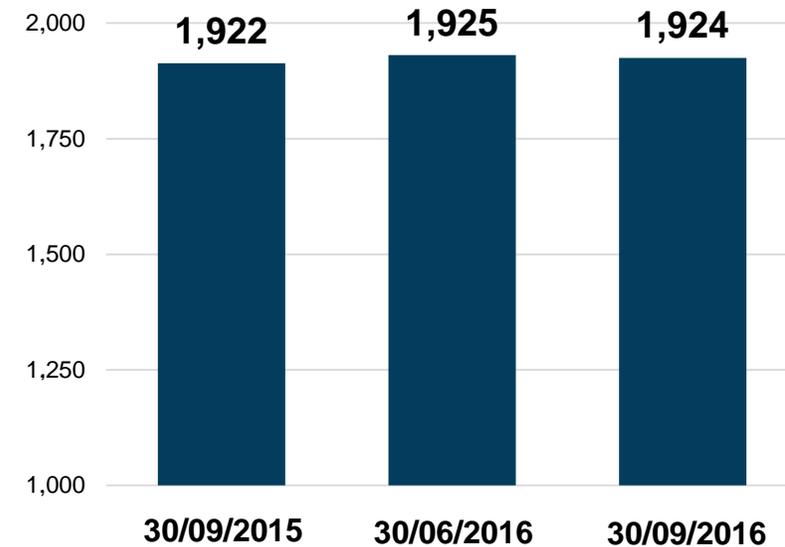


MLP attracts 14,300 new clients (families)

Gross number of new clients (families)



Consultants



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Outlook confirmed

Qualitative assessment of the development of sales revenues

	2016	2017
Revenue from old-age provision	0	0
Revenue from health insurance	+	0
Revenue from wealth management	+	+
Revenue from non-life insurance	++	+

very positive: ++, positive: +, neutral: 0, negative: -, very negative: --
(in each case compared to the previous year)

- Costs will once again be significantly reduced in the financial year 2017 and subsequent years (positive EBIT effect of around EUR 15 million compared to 2015).
- As announced, this will incur one-off expenses of approximately EUR 15 million in the financial year 2016.

→ **As of 2017, MLP anticipates a significant increase in EBIT over 2015**

Summary

- **Increase in total revenue and earnings on quarterly and nine-month basis**
- Especially in old-age provision **market environment** remains **difficult** – discussion on statutory pension contributing to further uncertainty among consumers
- **Efficiency measures** are running **according to schedule**
- As always with the MLP business model, the **fourth quarter** is **particularly important** for the earnings
- Forecast confirmed: From **FY 2017 onwards** MLP anticipates a **significant increase in EBIT** over 2015

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