

## MLP presents its annual report

- Confirmation of preliminary business figures for 2011
- Total revenue up 4 percent to EUR 545.5 million, operating EBIT up 11 percent to EUR 52.3 million
- Proposed dividend of EUR 0.60 per share

**Wiesloch, 22nd March 2012** – MLP today presented its financial statements and thereby confirmed the preliminary business figures for 2011. Under the heading of "Focused on what matters", the annual report puts MLP's client orientation at the forefront. The advantages of MLP's holistic approach to consulting and concentration on specific professional groups are demonstrated in reference to the current image campaign.

MLP concluded the financial year 2011 with significant growth in both revenue and earnings. Following a dynamic fourth quarter, total revenue increased by 4 percent to EUR 545.5 million (2010: EUR 522.6 million). Operating earnings before interest and taxes (EBIT before one-off exceptional costs) enjoyed an 11 percent gain to EUR 52.3 million (EUR 47.0 million). As announced, one-off expenses were accrued within the scope of the investment and efficiency program. These expenses totalled EUR 33.4 million. The EBIT was therefore EUR 18.9 million (EUR 47.0 million). Net profit for the period declined accordingly to EUR 12.5 million (EUR 34.1 million). Liquid funds as of 31st December 2011 were EUR 171 million (31st December 2010: EUR 223 million), while the equity ratio as of 31st December 2011 was 26.8 percent (December 31, 2010: 27.6 percent).

Page 1 of 4

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The Executive Board and Supervisory Board of MLP AG will propose a dividend of EUR 0.60 per share (2010: EUR 0.30) to the Annual General Meeting. MLP will thereby pay out a constant dividend and an additional EUR 0.30 per share based on the liquidity not required for the operating business. "MLP employs a non-capital-intensive business model and has great financial strength. This allows us to pay a stable dividend, even in a year with one-off expenses", comments Chief Financial Officer Reinhard Loose. "At the same time, we are underlining our confidence in MLP's future with our dividend payout."

MLP's goal for the current financial year 2012 remains increasing the operating EBIT margin to 15 percent (2011: 9.6 percent).

The annual report is available online at <http://www.mlp-ag.com/investor-relations/financial-publication/reports>. The Annual General Meeting is scheduled for June 26, 2012 in Mannheim.

Overview of the key figures

Continuing operations (in EUR million)	Q4/2011	Q4/2010	Change in %	12 months 2011	12 months 2010	Change in %
Revenues	183.0	165.1	11	526.7	497.3	6
Revenues from commissions and fees	175.6	158.8	11	498.5	472.2	6
Interest income	7.3	6.3	16	28.2	25.2	12
Other revenues	6.0	8.7	-31	18.8	25.3	-26
<b>Total revenues</b>	<b>189.0</b>	<b>173.7</b>	<b>9</b>	<b>545.5</b>	<b>522.6</b>	<b>4</b>
<i>Operating EBIT (before one-off exceptional costs)</i>	33.6	30.0	12	52.3	47.0	11
<b>Earnings before interest and tax (EBIT)</b>	<b>14.2</b>	<b>30.0</b>	<b>-53</b>	<b>18.9</b>	<b>47.0</b>	<b>-60</b>
<b>Earnings before tax (EBT)</b>	<b>14.5</b>	<b>30.1</b>	<b>-52</b>	<b>18.7</b>	<b>47.1</b>	<b>-60</b>
<b>Net profit</b>	<b>10.8</b>	<b>21.8</b>	<b>-50</b>	<b>12.2</b>	<b>34.1</b>	<b>-64</b>
<b>Group net profit (including discontinued operations)</b>	<b>10.4</b>	<b>21.6</b>	<b>-52</b>	<b>12.5</b>	<b>34.1</b>	<b>-63</b>
<b>Diluted earnings per share (including discontinued operations) in EUR</b>	<b>0.10</b>	<b>0.20</b>	<b>-50</b>	<b>0.12</b>	<b>0.31</b>	<b>-61</b>
<b>Clients</b>				794,500	785,500*	1
<b>Consultants</b>				2,132	2,160*	-1

\*) 30th September 2011

**About MLP:**

MLP is Germany's leading independent consulting company. Supported by comprehensive research, the Group provides a holistic consulting approach that covers all economic and financial questions for private and corporate clients, as well as institutional investors. The key aspect of the consulting approach is the independence from insurance companies, banks and investment firms. The MLP Group manages total assets of more than EUR 20.2 billion and supports more than 794,500 private and 5,000 corporate clients or employers. The financial services and wealth man-

agement consulting company was founded in 1971 and holds a full banking licence.

Page 4 of 4  
March 2012

The concept of the founders, which still remains the basis of the current business model, is to provide long-term consulting for academics and other discerning clients in the fields of provision, financial investment, health insurance, non-life insurance, loans and mortgages and banking. Private individuals with assets above EUR 5 million and institutional clients benefit from extensive wealth management and consulting services as well as receiving economic forecasts and ratings provided by the subsidiaries of the Feri Group. Supported by its subsidiary TPC and the joint venture HEUBECK-FERI Pension Asset Consulting GmbH, MLP also provides companies with independent consulting and conceptual services in all issues pertaining to occupational pension schemes and remuneration as well as asset and risk management.