

## Positive trend at MLP continues – revenue and earnings growth in Q1

- Total revenue increases by 10 percent to EUR 130.9 million (EUR 118.8 million), EBIT rises to EUR 7.0 million (EUR 3.4 million)
- Revenue in all consulting fields above the previous year; significant growth in wealth management
- Forecast reiterated: slight rise in EBIT anticipated

Wiesloch, 12th May 2015 – In the first quarter of 2015 the MLP Group maintained its positive trend of the previous financial year. In Q1, total revenue increased by 10 percent to EUR 130.9 million, earnings before interest and tax (EBIT) climbed to EUR 7.0 million. Furthermore, MLP recorded growth in all consulting fields, including a significant rise in wealth management, which once again developed very positively – both in the private client business at MLP as well as at the subsidiary FERI.

“We had a good start to the new financial year. However, our markets remain very difficult and the forthcoming months will also be highly challenging for us. In this environment, we have to work very hard to be successful. The broad-based growth that we have achieved demonstrates that we can operate successfully in these markets,” comments Chief Executive Officer Dr. Uwe Schroeder-Wildberg.

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Total revenue increases to EUR 130.9 million

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Total revenue in the first quarter 2015 rose by 10 percent to EUR 130.9 million (Q1 2014: EUR 118.8 million). Revenue from commissions and fees accounted for the largest portion of this figure and amounted to EUR 120.3 million (EUR 107.1 million). Interest income totalled EUR 5.6 million (EUR 5.8 million) and thus remained at the level of the previous year. Other revenue decreased from EUR 6.0 million to EUR 5.0 million.

Wealth management also developed very positively in the first quarter – both in the MLP private client business as well as in the high net-worth individuals and institutional clients business at FERL. In addition to new business, higher performance fees for performance in the client portfolios at FERL also made a significant contribution to growth. Overall, revenue in this consulting field rose from EUR 32.6 million to EUR 40.7 million. Revenue in old-age provision also exceeded the previous year and amounted to EUR 42.0 million (EUR 40.1 million).

Renewed growth was achieved in non-life insurance. Here, revenue rose from EUR 18.8 million to EUR 20.1 million. Health insurance totalled EUR 11.8 million (EUR 11.4 million) and thus slightly exceeded the level of the previous year. Growth was also achieved in loans and mortgages (revenue increase from EUR 2.9 million to EUR 3.2 million). Real estate brokerage is shown under other commissions and fees which rose from EUR 1.3 million to EUR 2.5 million. "The first quarter is a clear proof of our strategy to base MLP on several reliable pillars of earnings. We will continue to broaden our

revenue mix in order to make MLP even more independent of short-term market influences," comments Uwe Schroeder-Wildberg.

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## EBIT climbs to EUR 7.0 million

Supported by revenue growth, EBIT rose to EUR 7.0 million (EUR 3.4 million). Group net profit totalled EUR 5.2 million, equating to an increase of 93 percent over the previous year (EUR 2.7 million).

## MLP welcomes 5,800 new clients in the first quarter

MLP gained 5,800 new clients (6.000) in the first quarter. The number of client consultants reflected the usual seasonal fall at the beginning of the year. At 31st March 2015 1,931 consultants were working for MLP (31st December 2014: 1,952). As announced in February, MLP has launched an extensive recruiting campaign. The aim is to increase the number of client consultants by the end of 2015 to above the level recorded on 31st December 2014.

Assets under management climbed to EUR 29.0 billion (31st December 2014: EUR 27.5 billion). The premium sum for new business in old-age provision amounted to EUR 570 million (EUR 630 million).

## Outlook reiterated: slight EBIT increase anticipated

MLP expects the difficult framework conditions to continue in 2015.

"Despite persistent headwinds from the market, and although we are simultaneously making extensive investments in support of our recruiting

activities, we still expect to achieve a slight increase in EBIT in the financial year 2015," comments Chief Financial Officer Reinhard Loose.

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## Overview of the key figures

MLP Group (in EUR million)	Q1/2015	Q1/2014*	Change in %
Revenue	125.9	112.8	12
Revenue from commissions and fees	120.3	107.1	12
Interest income	5.6	5.8	-3
Other revenue	5.0	6.0	-17
Total revenue	130.9	118.8	10
Earnings before interest and tax (EBIT)	7.0	3.4	>100
Earnings before tax (EBT)	6.9	3.4	>100
Group net profit	5.2	2.7	93
Earnings per share (diluted /basic) in EUR	0.05	0.02	>100
New clients	5,800	6,000	-3
Total number of clients	849,300	847,600**	0
Consultants	1,931	1,952**	-1

\*) Previous year values adjusted

\*\*) 31st December 2014

## About MLP:

The MLP Group is the partner for all financial matters – for private clients, companies and institutional investors. With our three brands, each of which enjoy a leading position in their respective markets, we offer a broad range of services:

- MLP Finanzdienstleistungen AG: The dialogue partner for all financial matters
- FERI AG: The investment expert for institutional investors and high net-worth individuals
- TPC GmbH: The specialist in pension management for companies

The views and expectations of our clients always represent the starting point in each of these fields. Building on this, we then present our clients with suitable options in a comprehensible way so that they can make the right financial decisions themselves. For the implementation, we examine the offers of all relevant product providers in the market. Our product ratings are based on scientifically substantiated market and product analyses. Manfred Lautenschläger and Eicke Marschollek founded MLP in 1971. Just under 2,000 client consultants and around 1,500 employees work at MLP

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