

Financial results Q1 2014

Reinhard Loose, CFO

15th May 2014

Agenda

- **Highlights Q1 2014**
- **Key financial figures Q1 2014**
- **New business, consultants and clients**
- **Outlook and summary**
- **Questions and Answers**

Highlights Q1 2014

- **Total revenue** increases by 3 percent to € 119.8 million, **EBIT** rises by 10 percent to € 4.4 million
- **Positive early indicators** for future revenue development – despite the continuingly difficult market environment
 - **20 percent increase in new clients**
(Q1 2014: 6,000, Q1 2013: 5,000)
 - **15 percent more new business in old-age provision**
(Q1 2014: € 630 million, Q1 2013: € 550 million)
 - **Positive start** with the expanded **real-estate product offering**

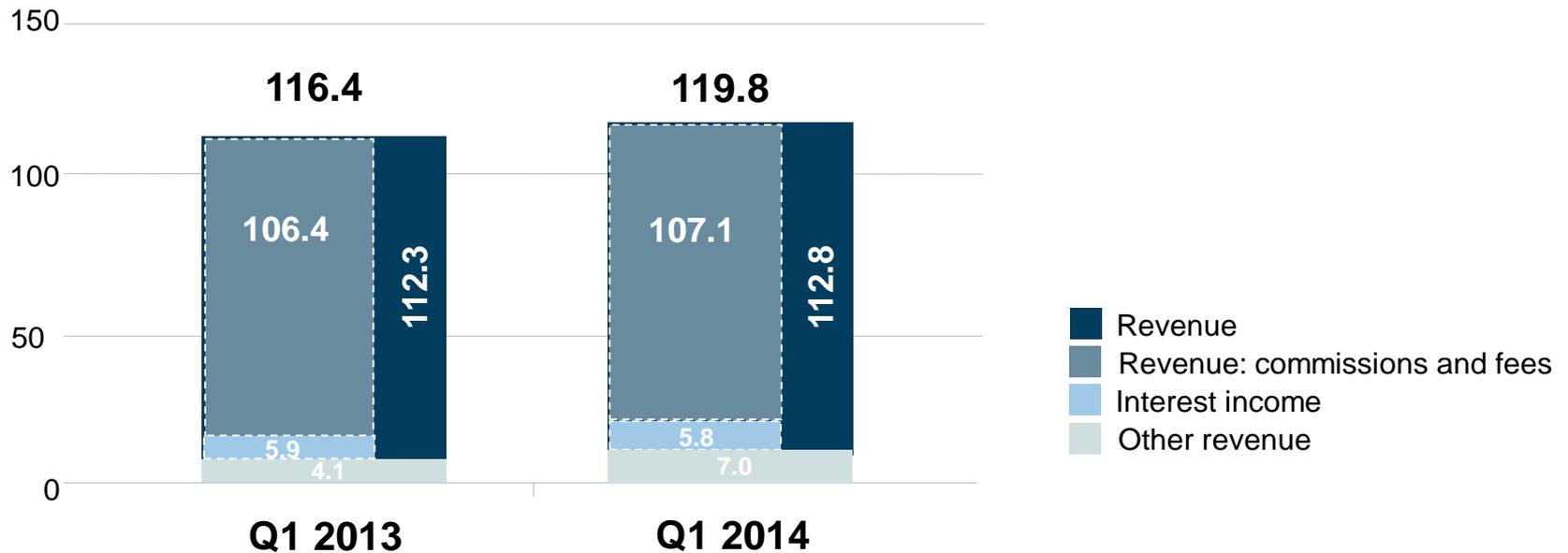
Agenda

- Highlights Q1 2014
- **Key financial figures Q1 2014**
- New business, consultants and clients
- Outlook and summary
- Questions and Answers

Total revenue: € 119.8 million

Total revenue in Q1

[in € million]



Old-age provision, wealth management and non-life insurance slightly above the previous year

Revenue

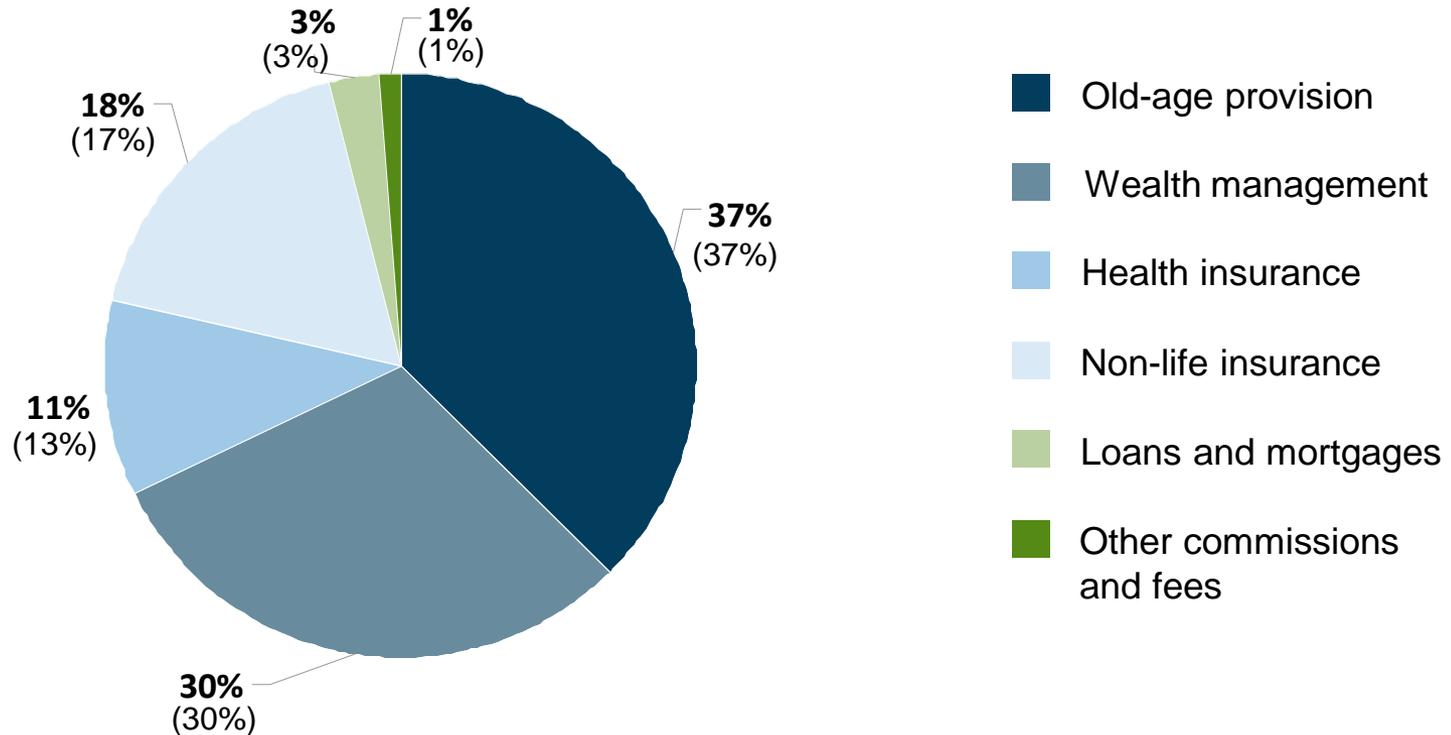
[in € million]

	Q1 2013	Q1 2014	Δ in %
Old-age provision	38.9	40.1	3
Wealth management	31.7	32.6	3
Health insurance	13.9	11.4	-18
Non-life insurance	18.2	18.8	3
Loans and mortgages*	2.9	2.9	0
Other commissions and fees	0.7	1.3	86
Interest income	5.9	5.8	-2

* excluding MLP Hyp

MLP benefits from broad-based business model

Revenue from commissions and fees Q1 2014:
€ 107.1 million (€ 106.4 million)



EBIT rises by 10 percent to € 4.4 million

Income Statement

[in € million]

	Q1 2013	Q1 2014
Total revenue	116.4	119.8
EBIT	4.0	4.4
Finance cost	0.1	0.0
EBT	4.1	4.4
Taxes	-1.0	-1.0
Net profit	3.2	3.4
EPS in € (diluted/undiluted)	0.03	0.03

- Administration costs of € 63.5 million in Q1 slightly above the previous year due to one-off exceptional costs.
- Around € 0.6 million of the previously announced € 6 million for one-off investments for the future incurred in Q1.

Strong balance sheet

MLP Group

[in € million]

	31/12/2013	31/03/2014
Intangible assets	155.3	156.3
Financial investments	146.1	180.7
Cash or cash equivalents	46.4	35.9
Other receivables and other assets	109.2	98.2
Shareholders' equity	374.5	376.9
Equity ratio	24.4%	23.5%
Other liabilities	106.6	85.7
Total	1,536.9	1,605.9

- Core capital ratio of 13.8% still at a high level – but decreased due to Basel III requirements (Dec. 31, 2013: 16.3%).

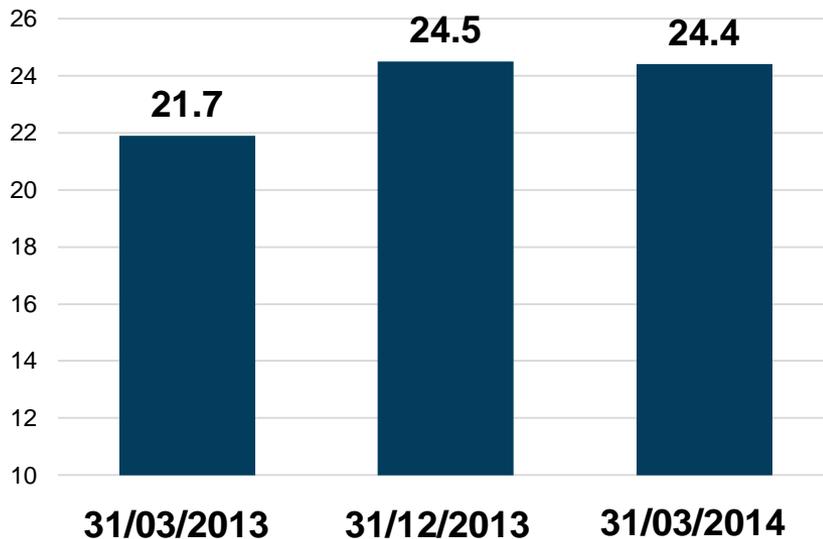
Agenda

- Highlights Q1 2014
- Key financial figures Q1 2014
- **New business, consultants and clients**
- Outlook and summary
- Questions and Answers

New business in old-age provision rises by 15 percent to € 630 million

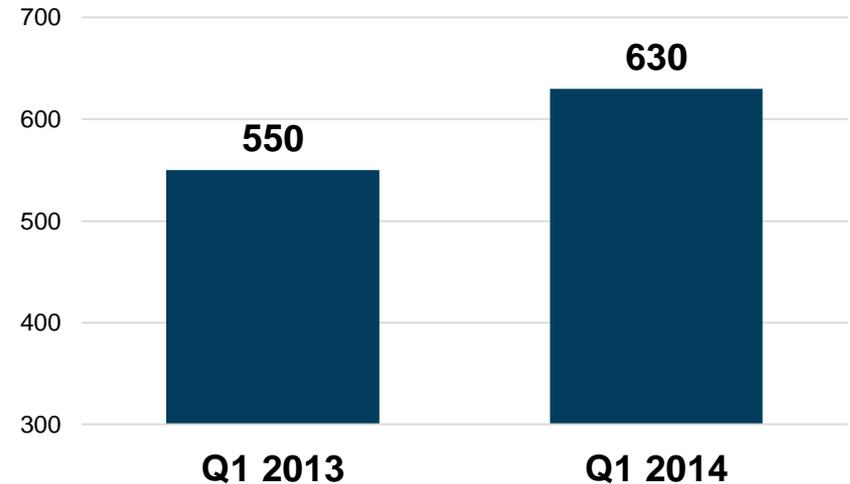
Assets under Management

[in € billion]



Premium sum: old-age provision

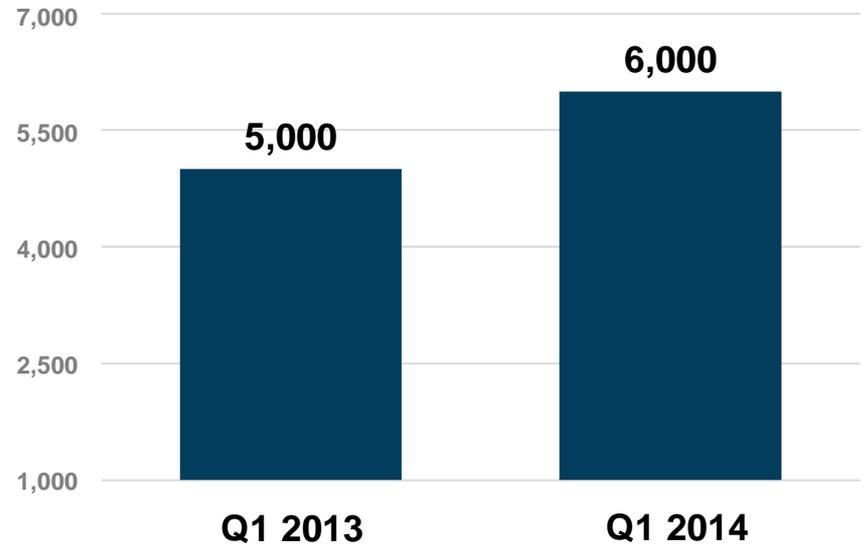
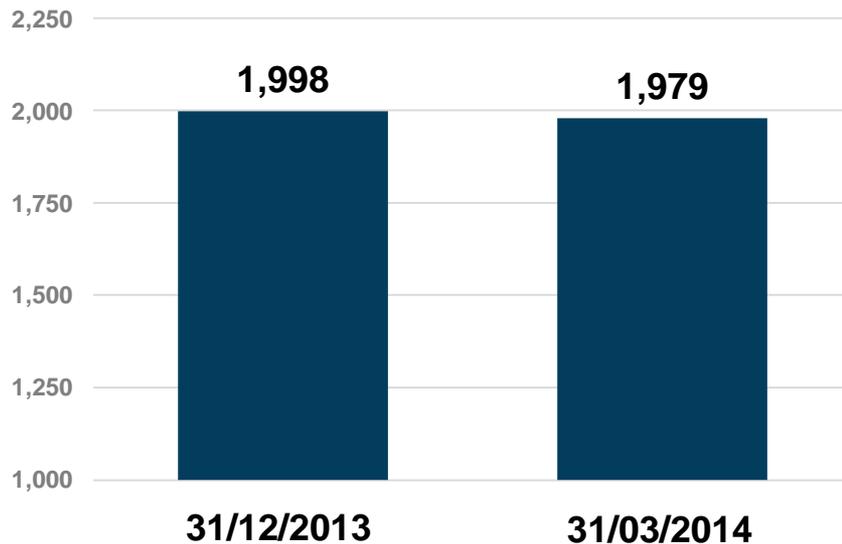
[in € million]



New client acquisition up 20 percent on previous year

Consultants

New clients (gross)



Agenda

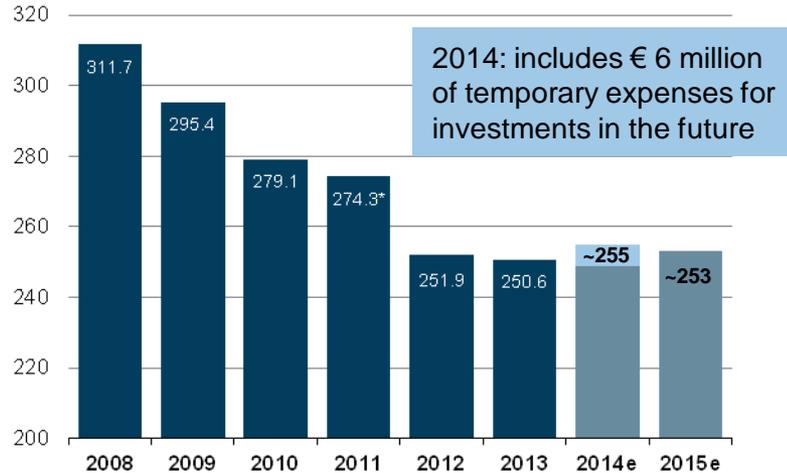
- Highlights Q1 2013
- Key financial figures Q1 2013
- New business, consultants and clients
- **Outlook and summary**
- Questions and Answers

Base scenario still sees rise in EBIT to € 65 million in 2014

Outlook

Administration costs

[in € million] *adjusted for one-off exceptional costs



Revenue

in comparison to the previous year

	2014	2015
Revenue Old-age Provision	+	0
Revenue Health Insurance	+	+
Revenue Wealth Management	+	+

positive: +, neutral: 0, negative: -

Forecast base scenario:

EBIT of around € 65 million in 2014 and a slight increase in 2015

Significant increase in earnings expected in all scenarios

Outlook

	Environment	Assumptions	EBIT
Upper Scenario	Significant improvement in the market environment	<ul style="list-style-type: none"> • Hesitancy towards capital market-related provision products largely disappears • Health insurance develops very positively throughout the market • New areas of potential through real estate brokerage • Disappearance of the negative unisex effect from 2013 	~ € 75 m
Base Scenario	Initial improvement in the framework conditions	<ul style="list-style-type: none"> • Opportunities for products with minor capital market component (long-term care pension, occupational disability, occupational provision) • Slight improvement for capital market-related provision products – especially through new guarantee concepts • Reduction of uncertainties in health insurance • New areas of potential through real estate brokerage • Disappearance of the negative unisex effect from 2013 	~ € 65 m
Lower Scenario	Continued hesitancy on the part of clients	<ul style="list-style-type: none"> • Critical public debate, such as a reduction of the guaranteed interest rate for life insurance and pension insurance policies, leads to similar hesitancy as witnessed in 2013 • Reduction of uncertainties in health insurance • New areas of potential through real estate brokerage • Disappearance of the negative unisex effect from 2013 	~ € 50 m

Administration costs 2014: ~ € 255 million

Summary

- MLP continues to benefit from the new **breadth of the business model**
- **Framework conditions** remain **challenging** – particularly in health insurance and old-age provision
- **First signs of pick-up** in **old-age provision** as well as revenue growth in wealth management and in non-life insurance
- **Good start** with the **extended real estate product offering** introduced in March
- As is usual in the MLP business model, it is particularly the **second half-year** that plays a crucial role in the full-year results
- **Outlook for 2014 reiterated**

Agenda

- Highlights Q1 2014
- Key financial figures Q1 2014
- New business, consultants and clients
- Outlook and summary
- **Questions and Answers**

Contact

MLP Corporate Communications
Alte Heerstr. 40
69168 Wiesloch
Germany

- **Jan Berg, Head of Corporate Communications**
- **Andreas Herzog, Teamhead Investor Relations and Financial Communications**

Tel.: +49 (0) 6222 308 8310

Fax: +49 (0) 6222 308 1131

investorrelations@mlp.de

www.mlp-ag.com