



A LEADING FINANCIAL ADVISORY NETWORK  
FOR FAMILY AND CORPORATE CLIENTS

# Roadshow

Frankfurt

May 22, 2025

# 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 proposal for 2024: **+20 % yoy**
- **Key figures with good growth and basis for recurring revenues** – assets under management at **€62.8 billion**
- **Forecast for 2025 confirmed: EBIT of €100 to 110 million** – **Planning for 2028 reaffirmed: Significant growth to EBIT of €140 to 150 million**

# Agenda

# Roadshow Frankfurt

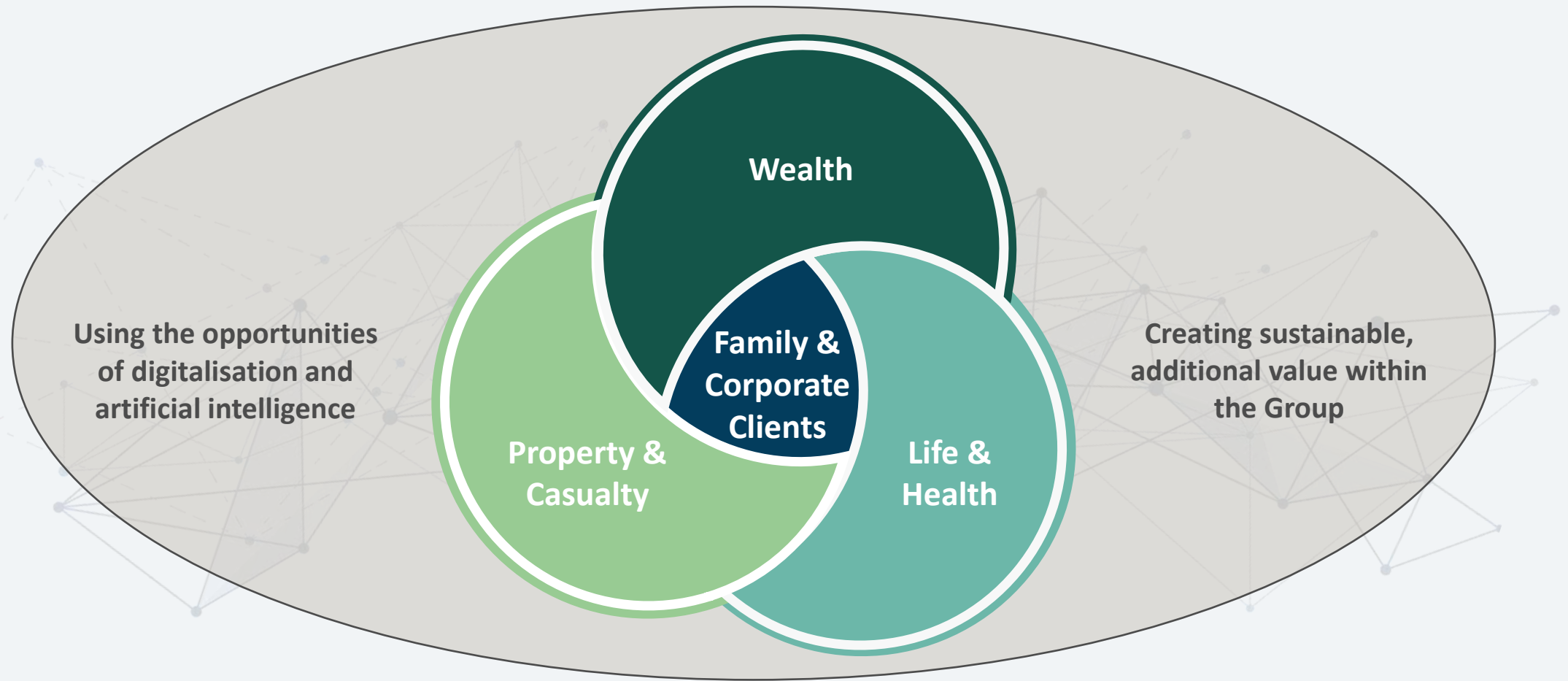
1 | MLP AT A GLANCE

2 | DIGITALISATION AND AI

3 | FORECAST 2025 AND PLANNING 2028

# Diversified business model

Financial advisory network 



1 | MLP AT A GLANCE

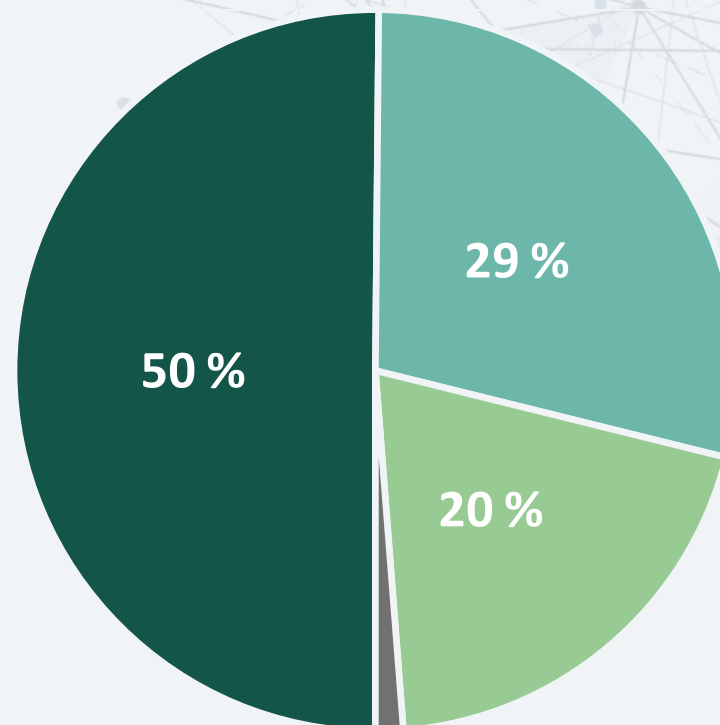
# Strong growth in the Wealth competence field

## Sales revenue breakdown into competence fields

in € million, as of December 31, previous year's values in brackets

Wealth	520	(408)	+27 %
Wealth management	380	(308)	+23 %
Interest income	90	(66)	+38 %
Real estate brokerage	35	(20)	+73 %
Loans and mortgages	15	(14)	+3 %

Others	13	(38)	-66 %
Real estate development	5	(31)	-85 %
Other commissions and fees	8	(7)	+16 %

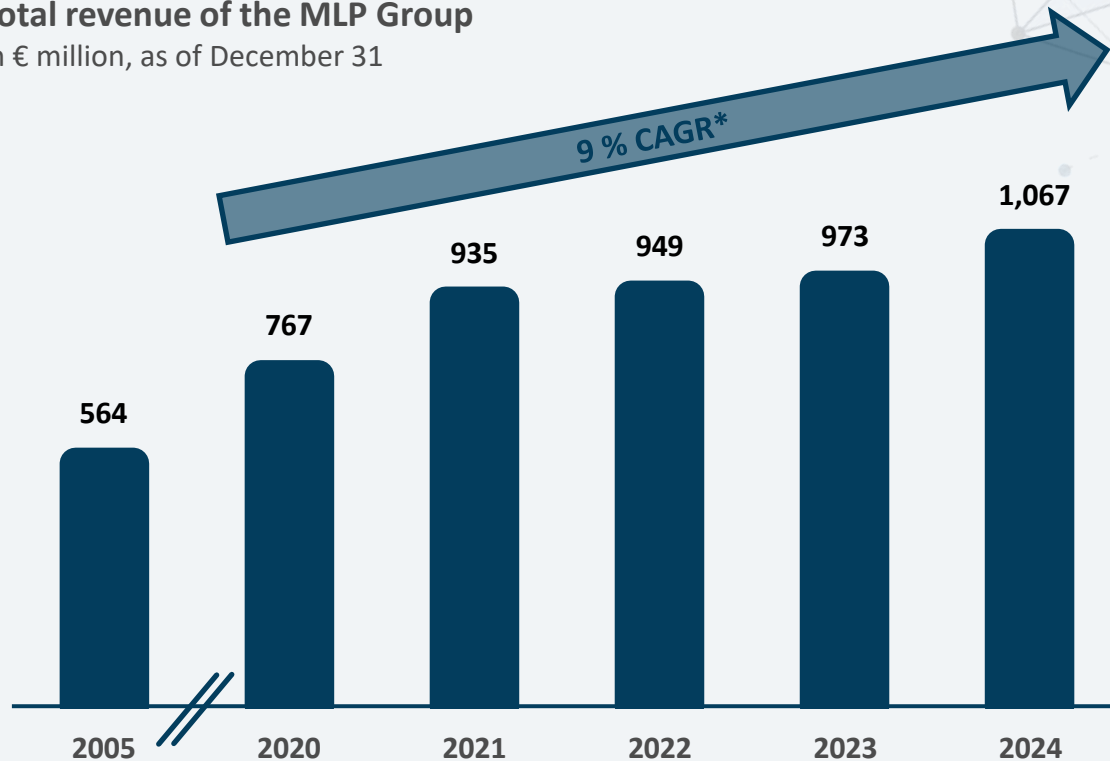


Life & Health	298	(294)	+1 %
Old-age provision	234	(234)	+0 %
Health insurance	64	(60)	+6 %

Property & Casualty	206	(201)	+3 %
Non-life insurance	206	(201)	+3 %

# Total revenue exceeds 1 billion euros for the first time

Total revenue of the MLP Group  
in € million, as of December 31



Recurring revenue

Proportion of sales revenue, as of December 31

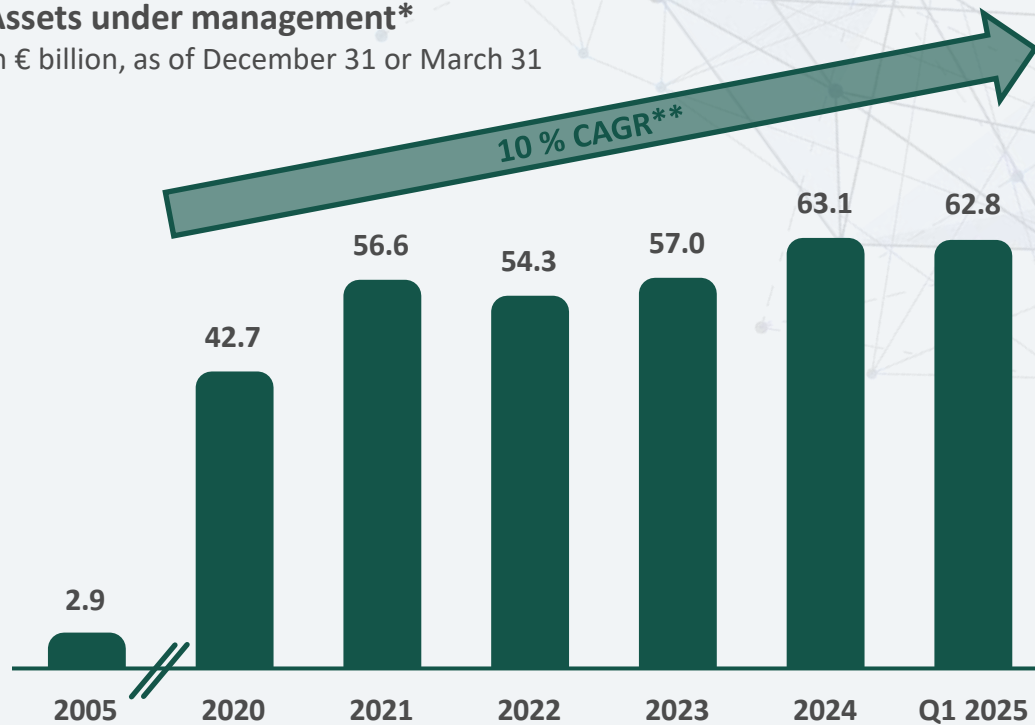
**68 %** of the sales revenue  
are **recurring** (€708 million)

\* Compound annual growth rate (period 2020-2024)

# Overview of key figures

## Assets under management\*

in € billion, as of December 31 or March 31

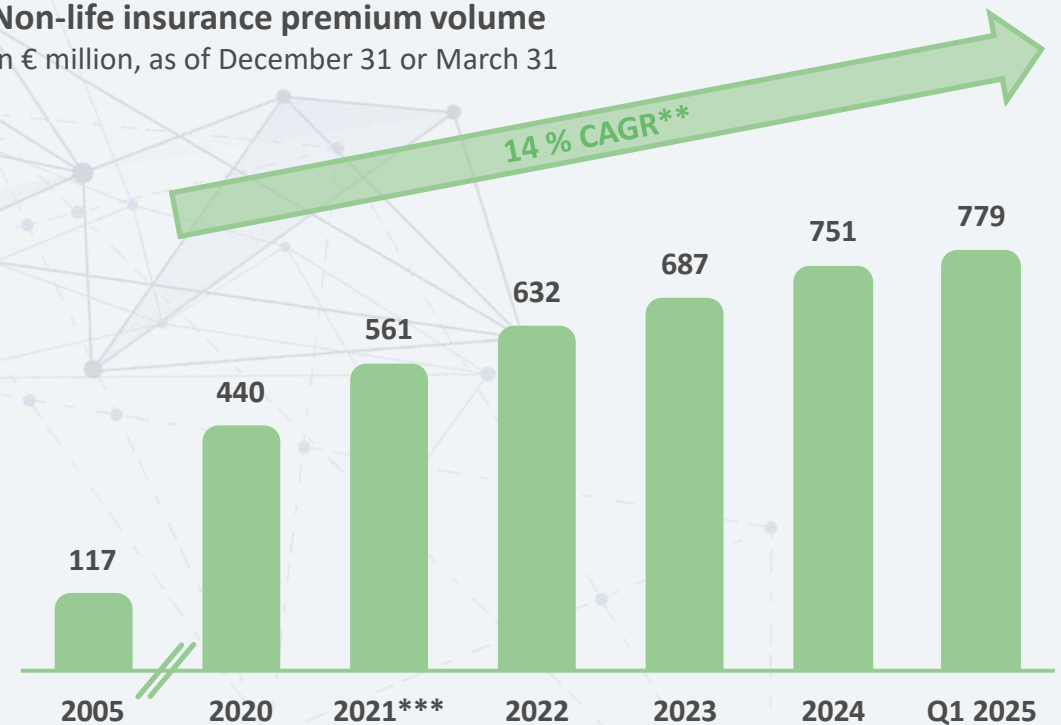


\* Contains wealth management and interest income

\*\* Compound annual growth rate (period FY 2020 - Q1 2025)

## Non-life insurance premium volume

in € million, as of December 31 or March 31



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



# EBIT significantly increased to €95 million

## Income statement

MLP Group (in € million)	FY 2024	FY 2023	△
Total revenue	1,066.7	973.5	+10 %
EBIT	95.0	70.7	+34 %
Finance result	4.6	-1.7	+361 %
EBT	99.6	69.0	+44 %
Income taxes	-30.3	-24.9	-22 %
Net profit	69.3	44.1	+57 %
EPS in Euro	0.63	0.44	+43 %

## Balance sheet figures

MLP Group	December 31, 2024
Balance sheet total	€4,152 million
Shareholders' equity	€570 million
Equity ratio	13.7 %
Return on equity	13.0 %
MLP Financial holding group	December 31, 2024
Core capital ratio	19.2 %
Liquidity Coverage Ratio (LCR)	1,843 %

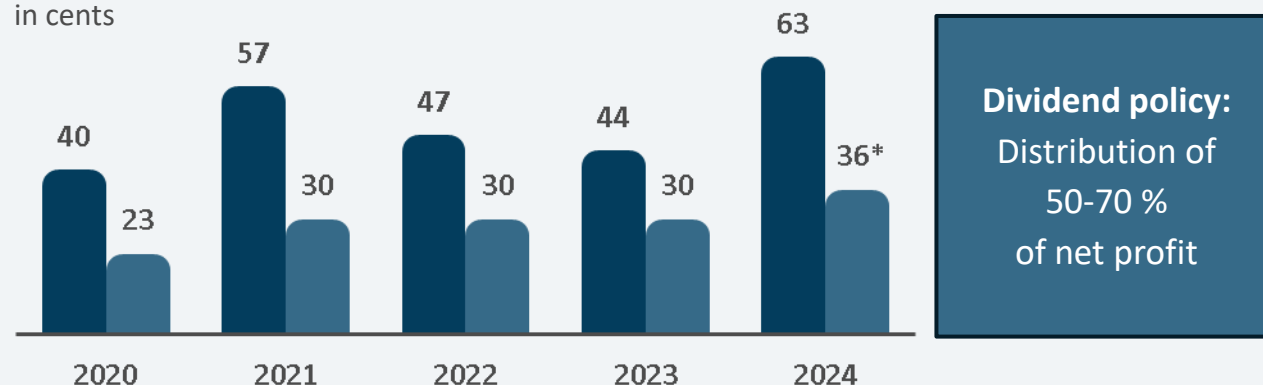
Detailed information can be found on our website: <https://mlp-se.com/corporate-calendar/annual-press-conference-2025/>  
 Definitions of key figures can be found on our website: <https://mlp-se.com/investors/mlp-share/key-figures/>



# MLP SE – attractive dividend policy & valuation

## Earnings per share (EPS) and dividend per share (DPS)

in cents



EPS planning 2028

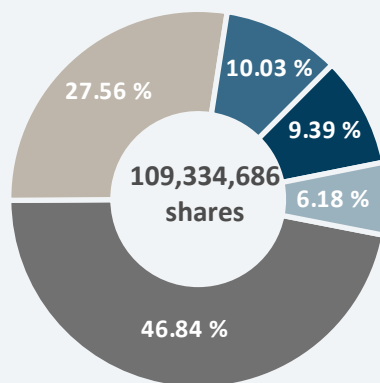
**90-95 cents**

Earnings per share (EPS)    Dividend per share (DPS)

\* subject to approval by the Annual General Meeting on June 25, 2025

## Stable shareholder structure

Notifications made to MLP as of December 31, 2024



**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 2.22 %

## Research Coverage\*

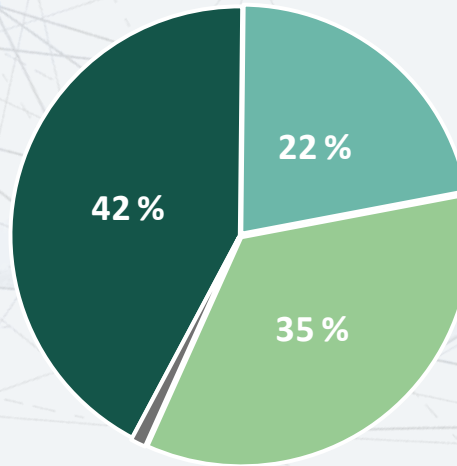
NuWays	Buy	TP € 13.00
Metzler	Buy	TP € 10.20
Pareto Securities	Buy	TP € 9.80
Consensus estimate	100% Buy	Ø TP € 11.00

\* date of last update: May 19, 2025

# Q1 2025: Successful start to the year

**Sales revenue breakdown into competence fields**  
in € million, as of March 31, previous year's values in brackets

<b>Wealth</b>	<b>125</b>	<b>(116)</b>	<b>+8 %</b>
<b>Life &amp; Health</b>	<b>64</b>	<b>(59)</b>	<b>+10 %</b>
<b>Property &amp; Casualty</b>	<b>102</b>	<b>(97)</b>	<b>+5 %</b>
<b>Others</b>	<b>3</b>	<b>(6)</b>	<b>-50 %</b>



## Income statement

MLP Group (in € million)	Q1 2025	Q1 2024	△
<b>Total revenue</b>	<b>300.6</b>	<b>284.1</b>	<b>+6 %</b>
<b>EBIT</b>	<b>37.8</b>	<b>37.0</b>	<b>+2 %</b>
Finance result	-0.2	-0.2	-20 %
<b>EBT</b>	<b>37.6</b>	<b>36.8</b>	<b>+2 %</b>
Income taxes	-9.9	-10.3	+3 %
<b>Net profit</b>	<b>27.6</b>	<b>26.5</b>	<b>+4 %</b>
EPS in Euro	0.25	0.25	-1 %

Detailed information can be found on our website: <https://mlp-se.com/corporate-calendar/results-for-the-fist-quarter-2025/>  
Definitions of key figures can be found on our website: <https://mlp-se.com/investors/mlp-share/key-figures/>

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# Digitalisation strategy creates competitive advantages

## Digital complement to the personal client relationship

### Digital financial overview thanks to **Financial Home**

Presentation and management of the entire asset structure and all contracts for risk protection



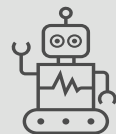
### Personal consulting facilitated by the **Consultant Portal**

Gap analysis of customer needs as a central element for comprehensive, client-centric consulting

Client



Language and topic recognition in the service area



Automation of business processes

Selection of digital robots and AI

Email distribution and electronic mail processing

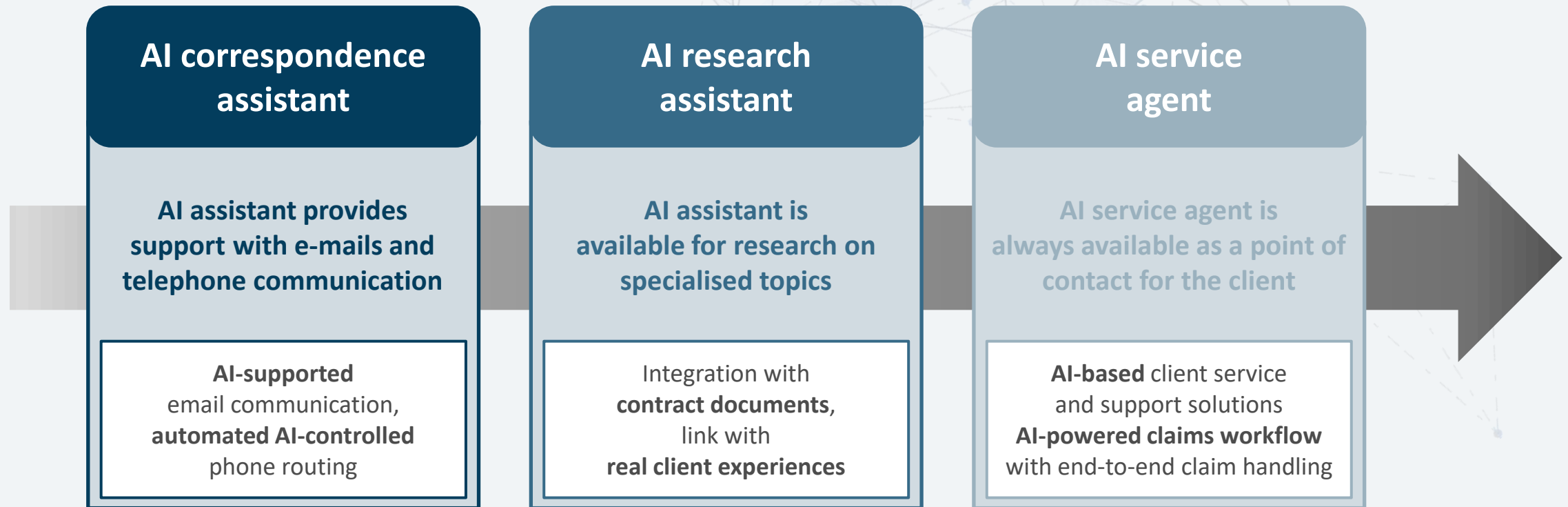


Use cases in the context of ChatGPT



## Responsible use of robotics and artificial intelligence

# Further efficiency gains thanks to artificial intelligence



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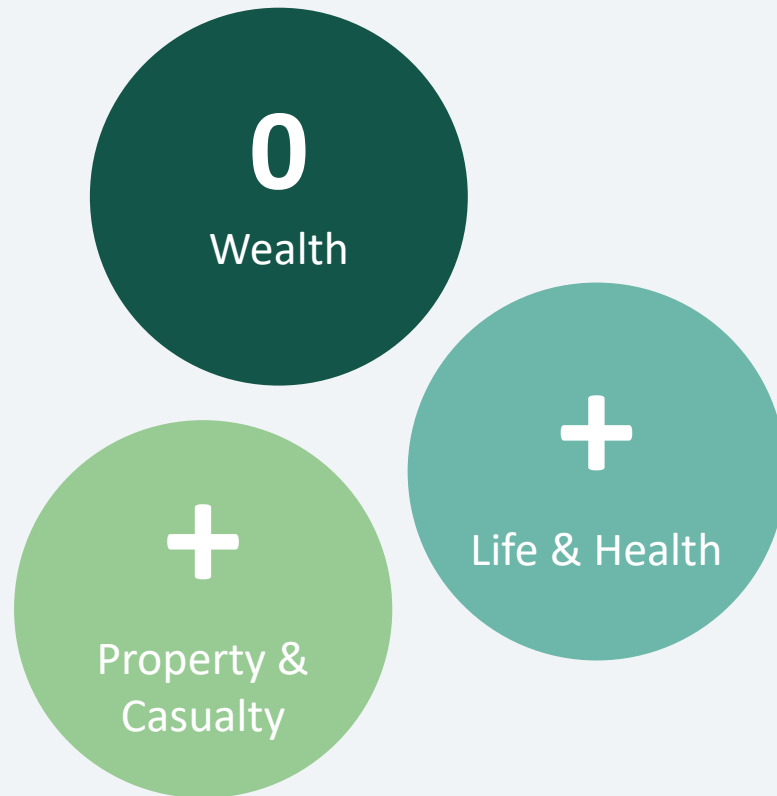
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# Forecast for 2025 confirmed

## Sales revenue

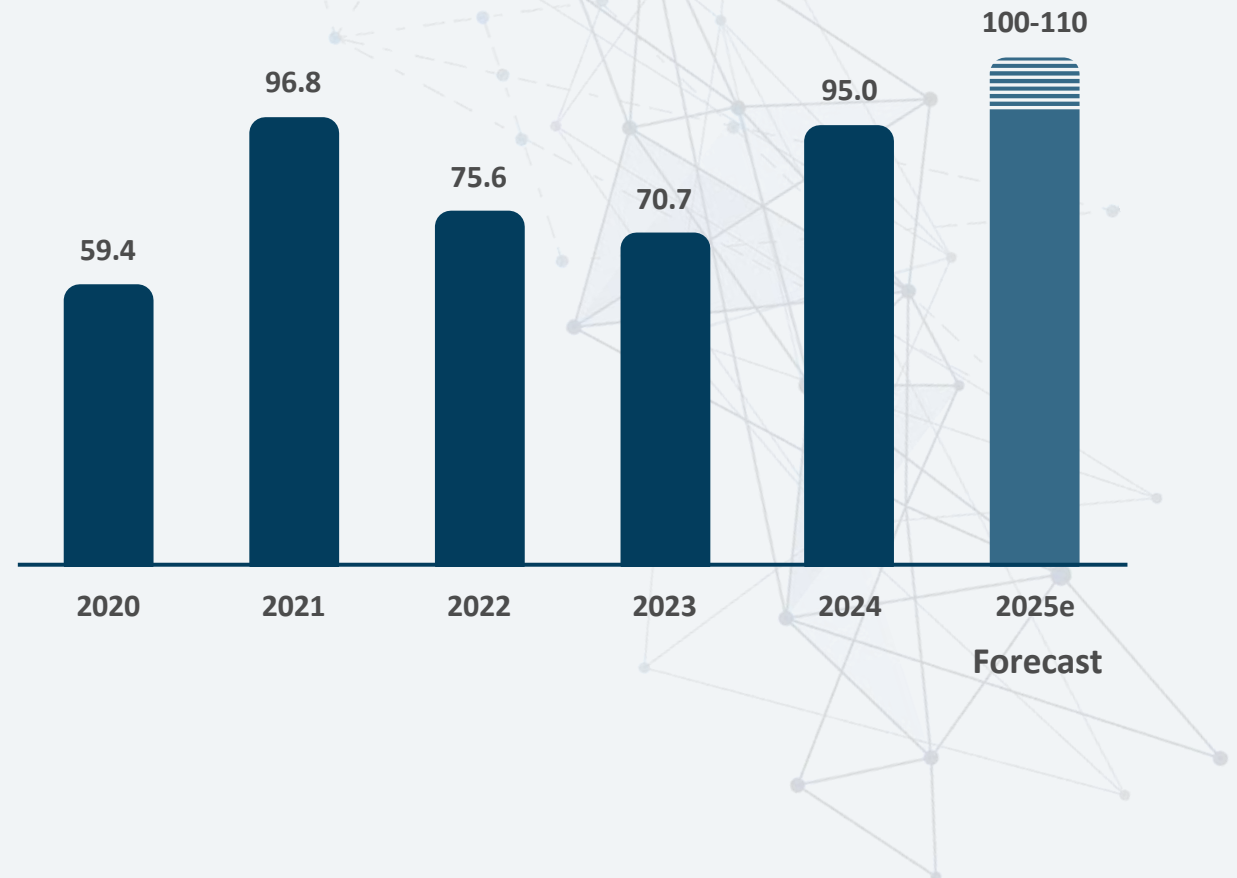
very positive: ++, positive: +, neutral: 0, negative: -, very negative: --



Forecast includes only a small amount of performance-based compensation

## EBIT

in € million, as of December 31

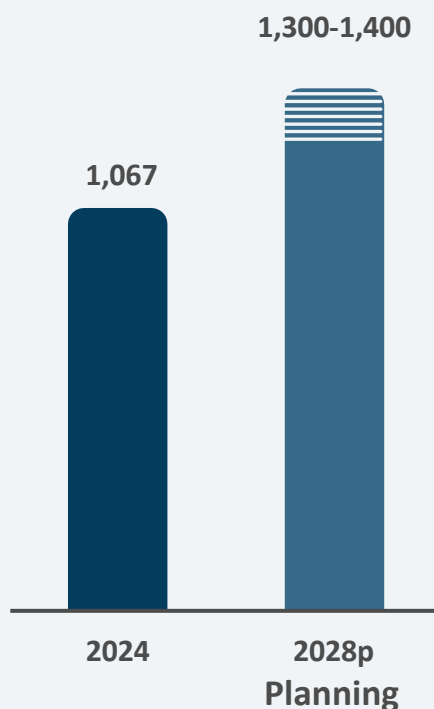




# Planning for 2028 reaffirmed – further significant growth

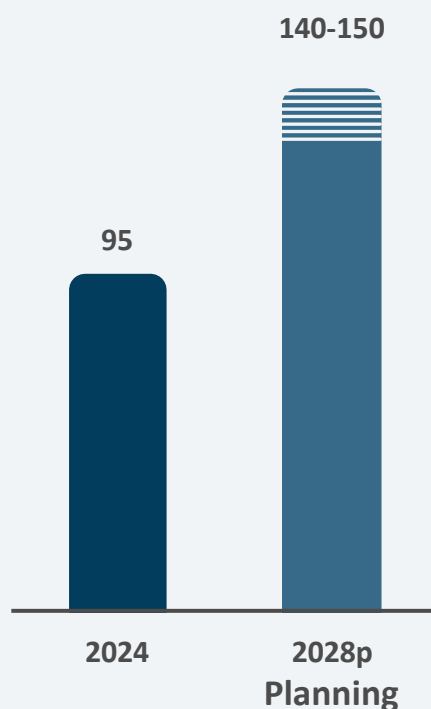
## Total revenue

in € million, as of December 31



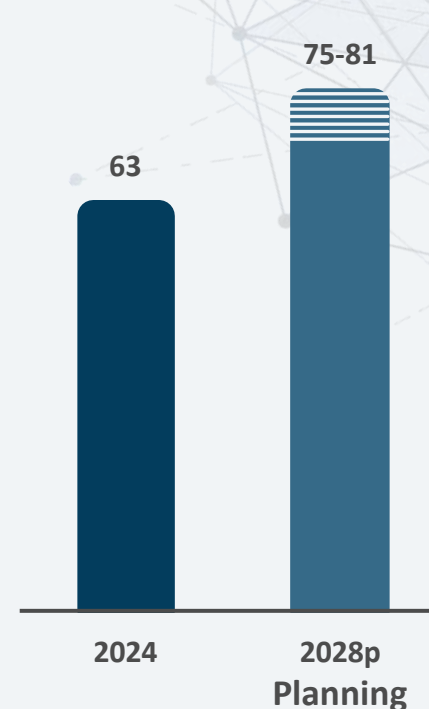
## EBIT

in € million, as of December 31



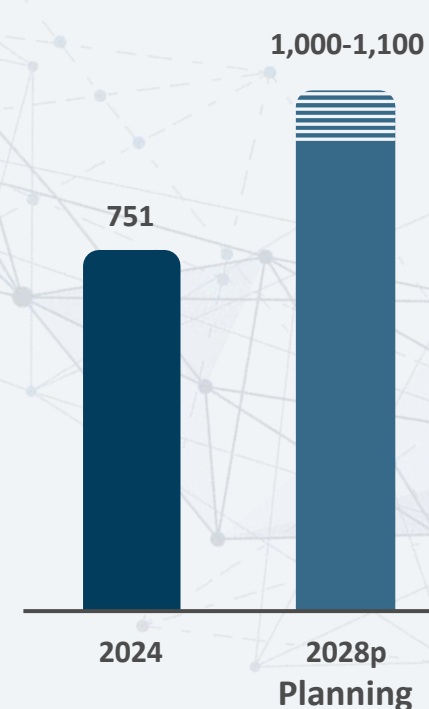
## Assets under management

in € billion, as of December 31



## Non-life insurance premium volume

in € million, as of December 31



Planning includes only a small amount of performance-based compensation

# Planning for 2028 reaffirmed – growth in all competence fields

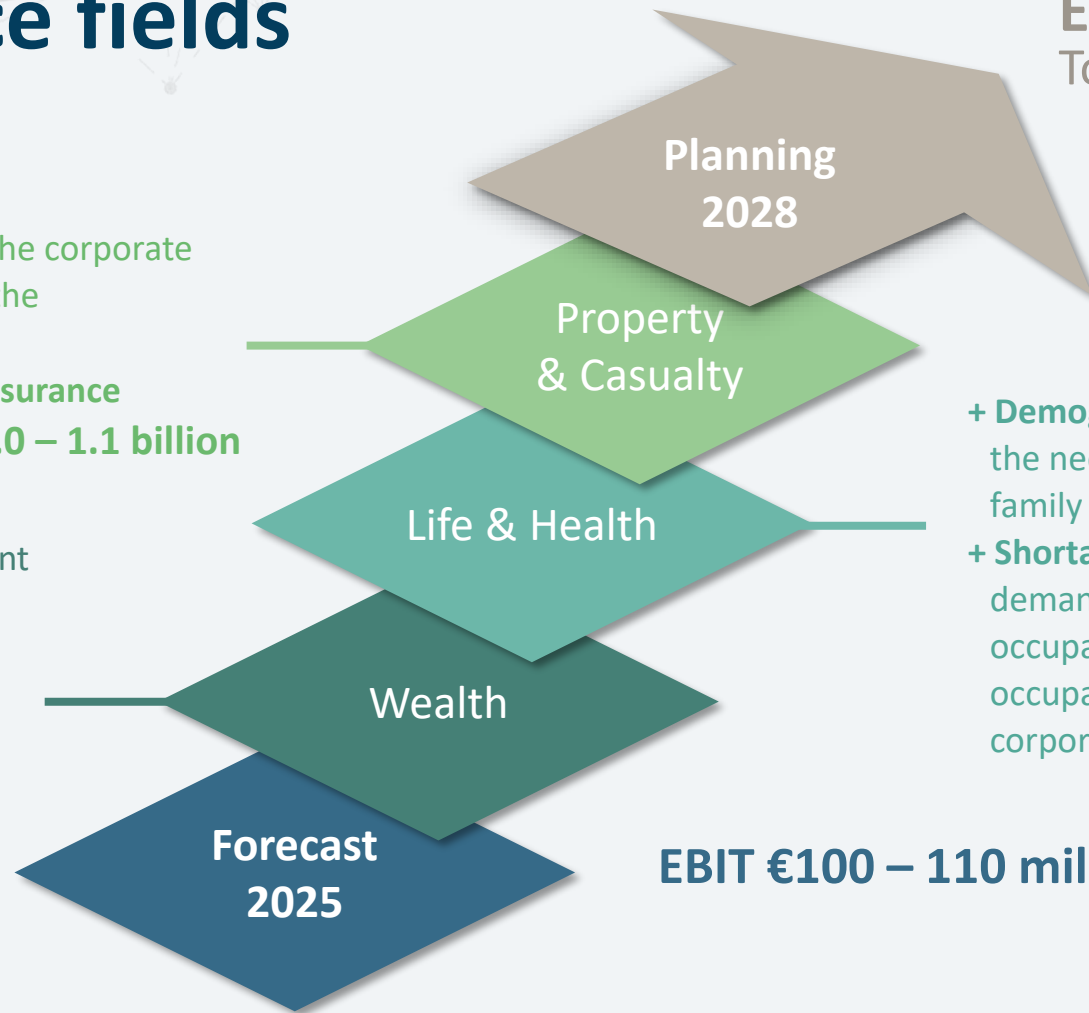
**EBIT €140 – €150 million**  
Total revenue €1.3 – 1.4 billion

+ Digitalisation strategy  
+ Cost efficiency

+ **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**

+ **Demographic development** is increasing the need for advisory services in the family client business  
+ **Shortage of skilled specialists** is driving demand for corporate benefits (including occupational health insurance and occupational pension provision) in the corporate client business



# 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**

# We are happy to answer any questions you may have

## Your contact



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