

Business figures 9M/Q3 2019

Reinhard Loose, CFO

Wiesloch, November 14, 2019

Agenda

- Highlights 9M/Q3 2019
- Key financial figures 9M/Q3 2019
- Summary and outlook
- Questions and answers

Highlights 9M/Q3 2019

- **9M: Total revenue up 5 percent to new record high** (€ 487.3 million)
- **Gains recorded in virtually all fields of consulting** – greatest dynamics recorded in **old-age provision** with an increase of 9 percent
- At € 19.0 million, **earnings** before interest and taxes (EBIT) **fully in line with planning** – following positive one-off effects in Q3 2018, yet below the previous year
- **Number of consultants increased to 1,932** – already above the value as at December 31, 2018, further gains anticipated by the end of the year
- **Outlook confirmed:** good closing quarter and **slight increase in EBIT** still anticipated for the financial year

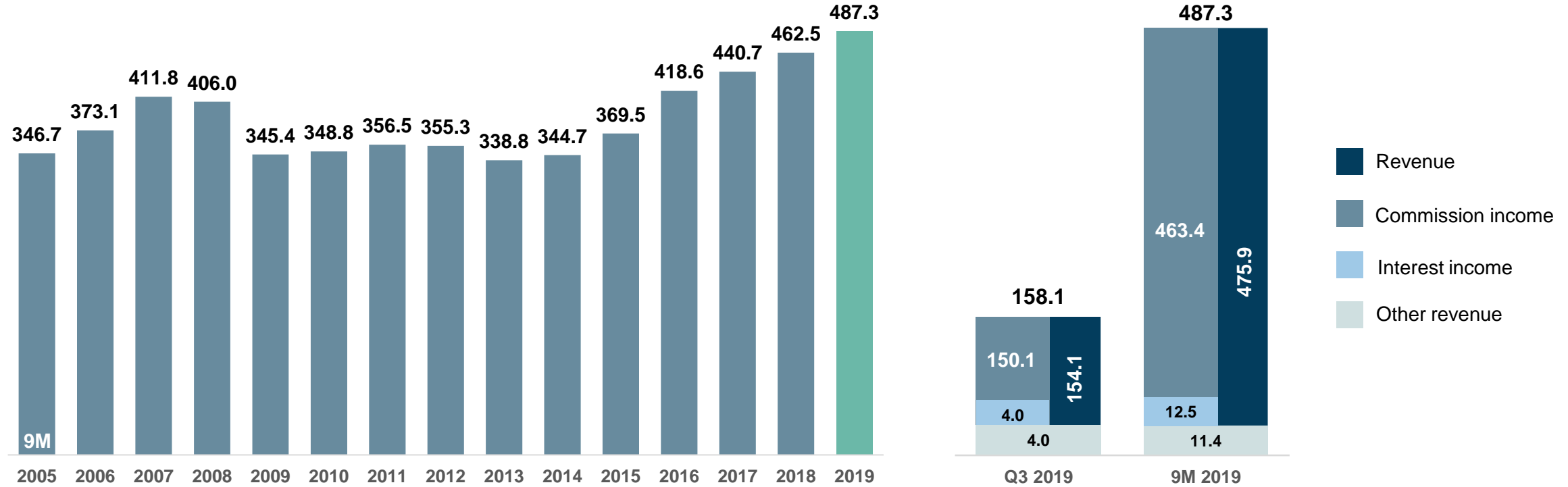
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9M: Total revenue on a new high

Total revenue

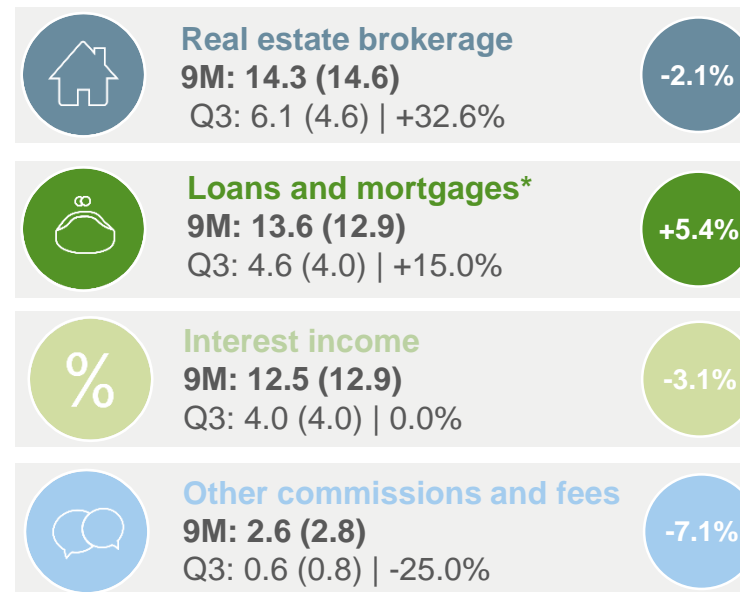
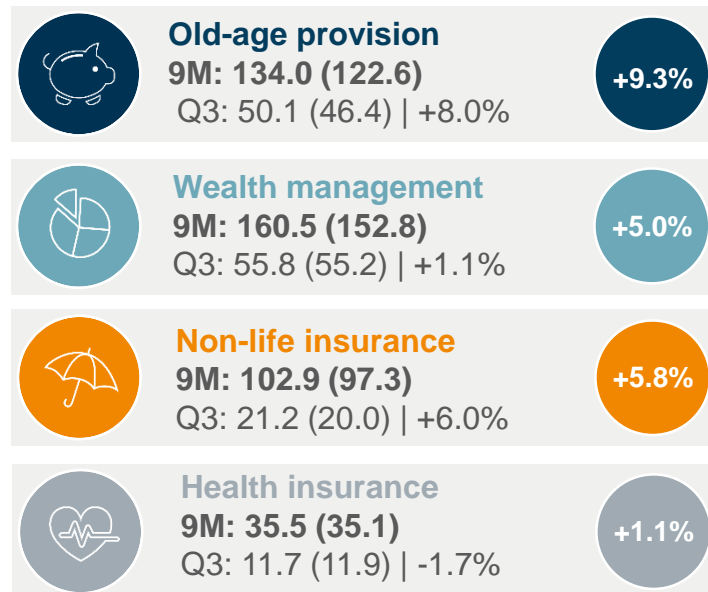
In € million



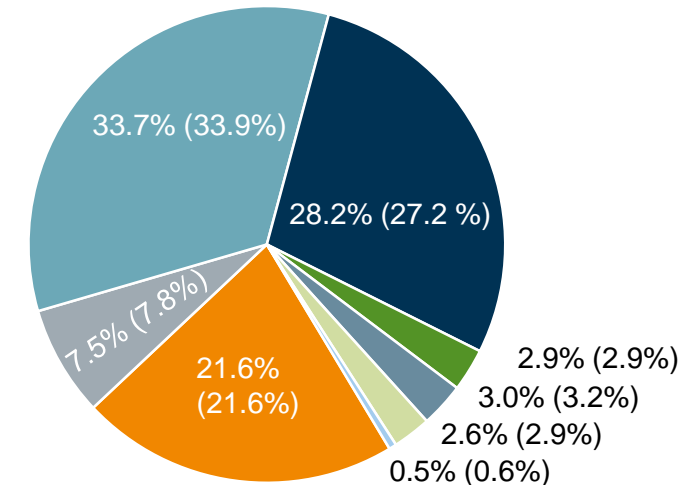
9M: Revenue increased in almost all consulting fields

Revenue 9M/Q3

In € million



Revenue breakdown:



9M: Development of the brokered premium sum in the field of occupational pension provision **+23%**

Previous year's values in brackets

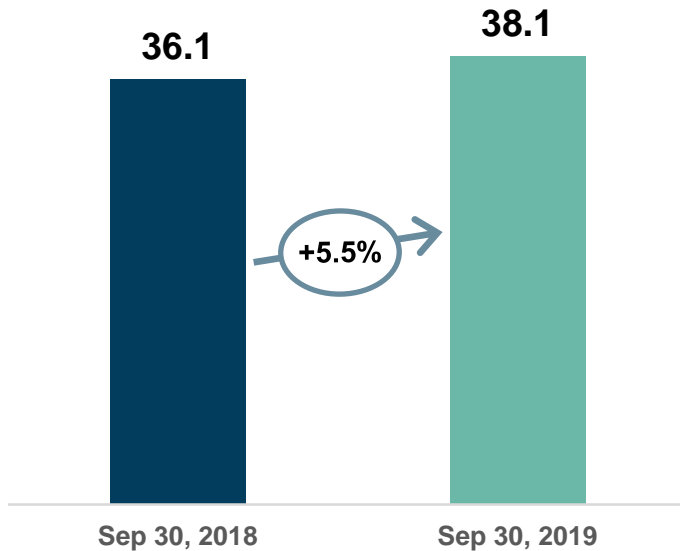
* Excluding MLP Hyp

9M: Growth in stock values

Assets under management

In € billion

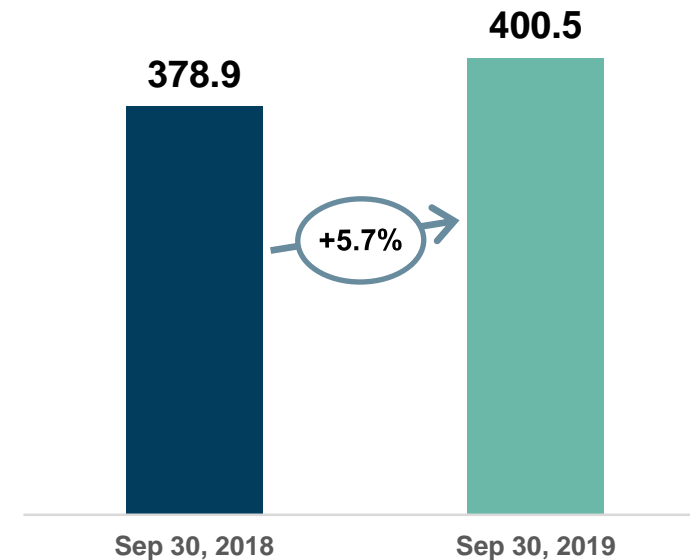
Highest figure in
Group history



Non-life insurance premium volume

In € million

Volume comparable to that of a medium-sized insurer in the market



9M: EBIT at € 19.0 million

Income statement

In € million

	Q3 2018	Q3 2019	9M 2018	9M 2019
Total revenue	151.9	158.1	462.5	487.3
EBIT	10.8	6.7	22.9	19.0
Finance cost	-0.1	-0.1	-0.5	-0.7
EBT	10.7	6.6	22.3	18.2
Taxes	-3.0	-0.4	-4.9	-2.9
Net profit	7.6	6.2	17.4	15.3
EPS in € (diluted/basic)	0.07	0.06	0.16	0.14

Effects on EBIT:

- Q3 2018:** Capitalisation of a VAT receivable, EBIT contribution of € 2.9 million
- Q3 2019:** Lower performance fees in wealth management due to market conditions
- 9M 2019:** Different costs accrued compared to the same period of the previous year

Core capital ratio at 17.7 percent

Balance sheet overview

<u>Assets</u>	In € million	Dec 31, 2018	Sep 30, 2019
Intangible assets		155.9	186.0
Property, plant and equipment		78.3	134.0
Financial investments		165.3	172.4
Receivables from clients in the banking business		761.0	830.2
Receivables from banks in the banking business		694.2	710.7
Other receivables and assets		158.1	147.6
Cash and cash equivalents		385.9	443.5
<u>Liabilities and shareholders' equity</u>			
Shareholders' equity		424.8	409.5
Provisions		94.5	99.1
Liabilities due to clients in the banking business		1,638.9	1,818.2
Liabilities due to banks in the banking business		81.6	96.3
Other liabilities		165.8	224.3
<u>Balance sheet total</u>		2,421.0	2,662.4

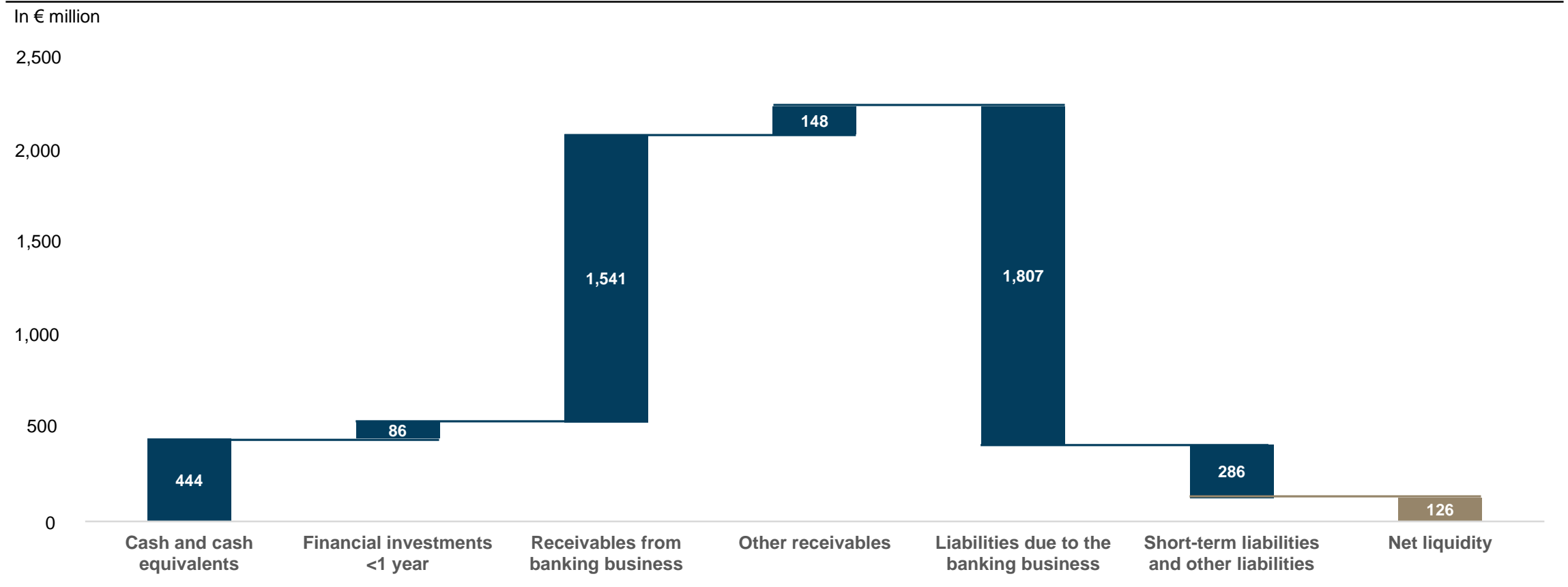
Equity ratio: 15.4 %

Core capital ratio 17.7 %

Total capital at around € 258 million

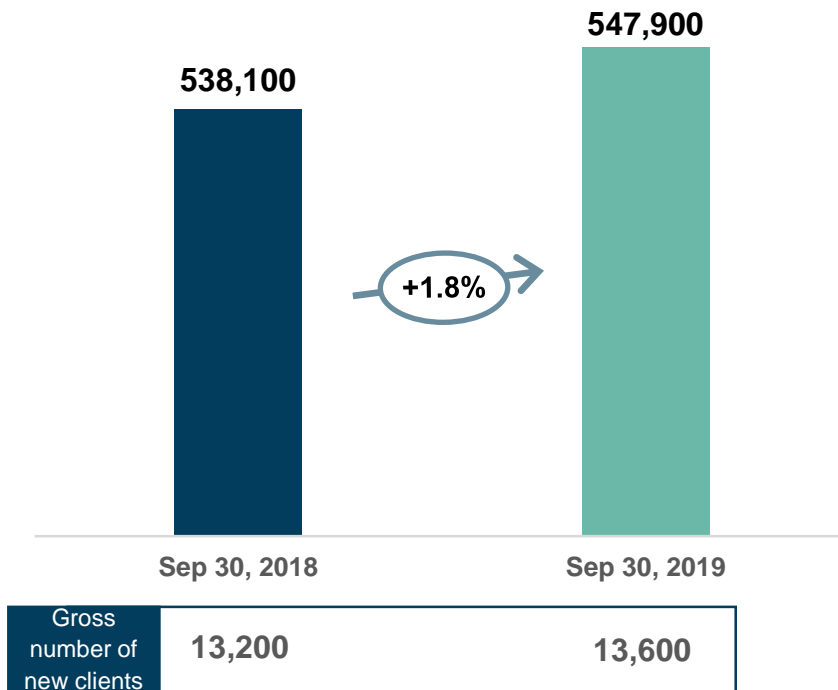
Net liquidity of around € 126 million

As of September 30, 2019

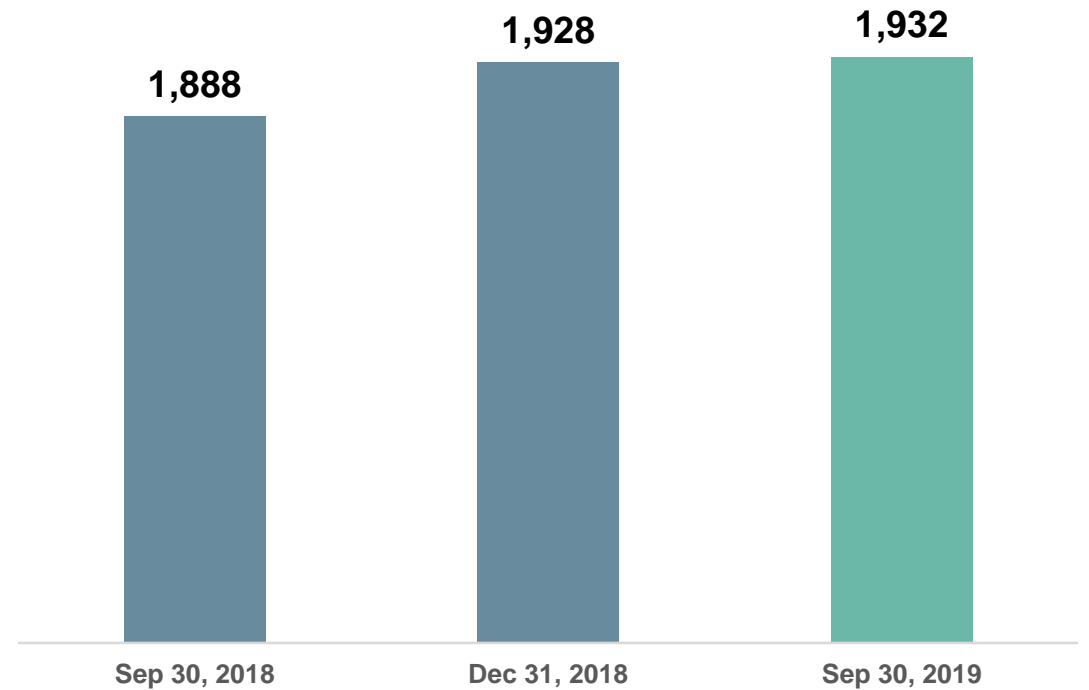


Growth in both client and consultant numbers

MLP family clients

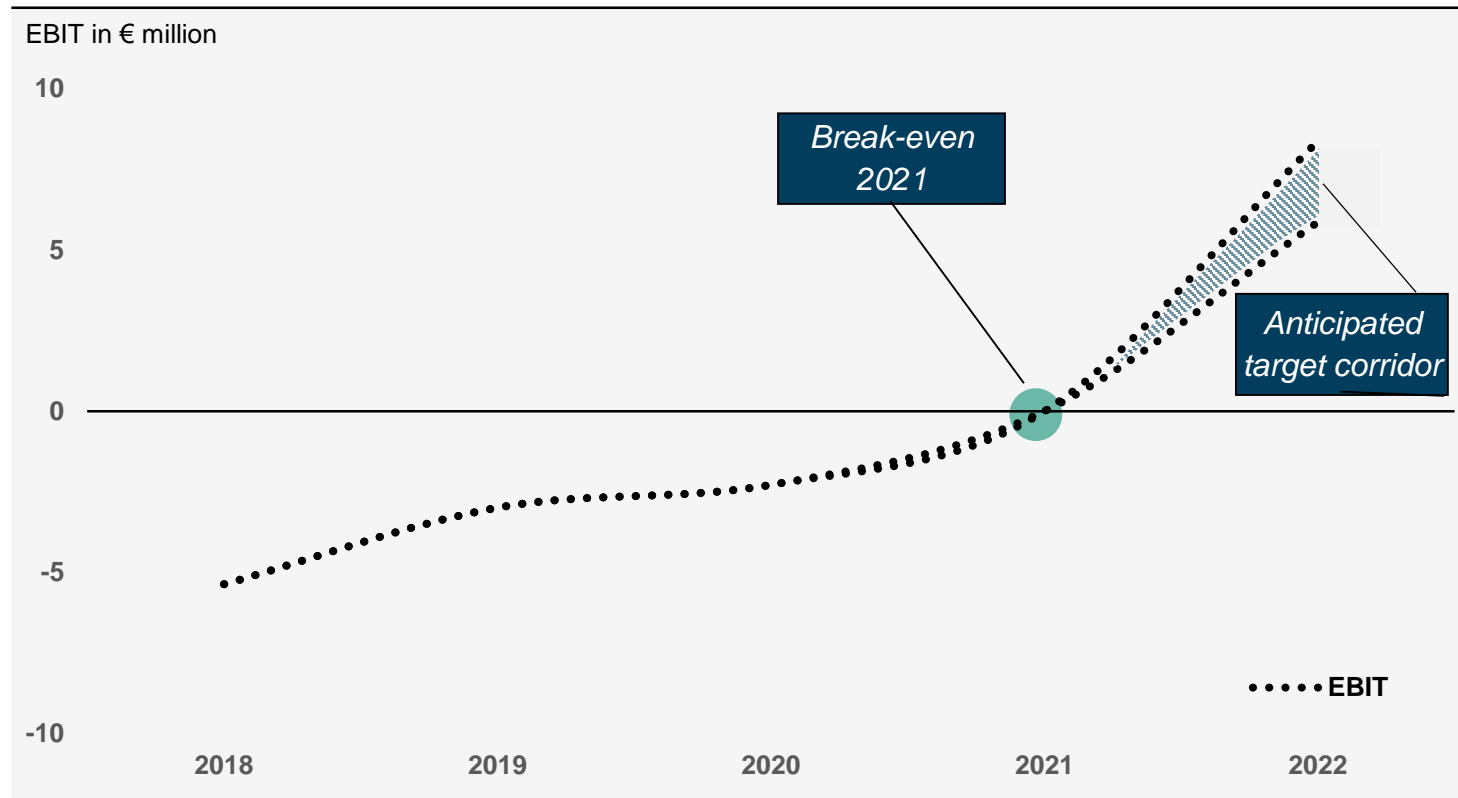


MLP consultants



Expedited process for acquiring new consultants – tangible potential

EBIT contribution from the university segment



- Number of consultants in the university segment increased from around 200 to around 300 since the same quarter of the previous year
- Increase to 500 to 600 consultants anticipated by 2022
- Additional revenue already expected in 2019 backed by increase in new business
- Further additional investments planned in the university segment
- Break-even anticipated in 2021

Integration of DEUTSCHLAND.Immobilien running to schedule

The MLP Group at a glance



DEUTSCHLAND.Immobilien

New DEUTSCHLAND.Immobilien Store at the MLP Consulting Centre in Heidelberg

- Showroom with current real estate objects for investments
– also as waiting area for MLP clients
- Regular events for prospective clients and brokers affiliated with DEUTSCHLAND.Immobilien









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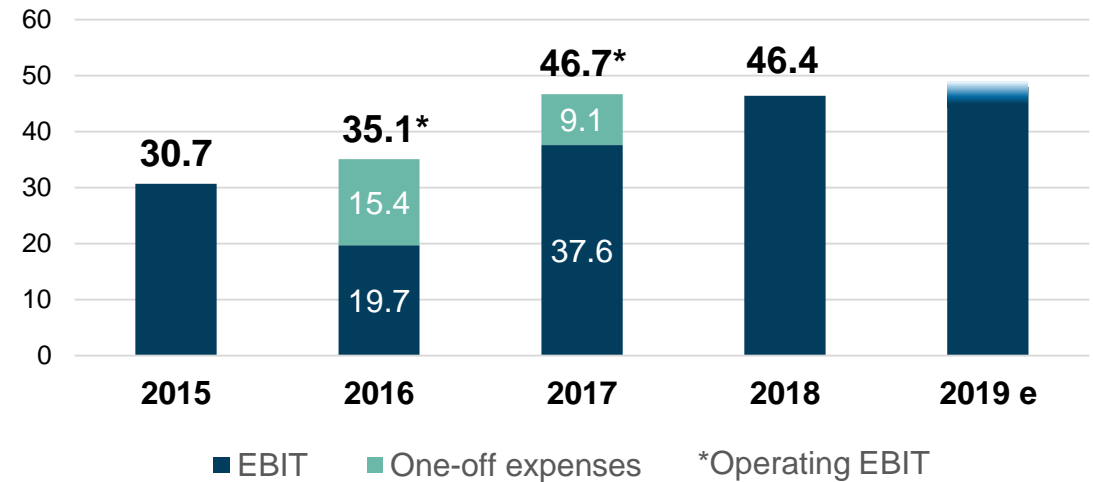
Forecast for the financial year 2019 confirmed

Qualitative assessment of revenue development Earnings performance

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

	Old-age provision	+
	Wealth management	+
	Health insurance	0
	Non-life insurance	+
	Loans and mortgages	+
	Real estate brokerage	++

in € million



MLP anticipates EBIT to rise slightly in 2019

Summary

- **Sales revenue** after nine months **increased** to new record level – positive development of important value stocks
- Further development of the **university segment** with visible success – **further increase in consultant numbers** anticipated by the end of the year
- **Stronger earnings trend** than in the same period of the previous year anticipated for the **fourth quarter, which remains very important** in MLP's business model
- **Outlook unchanged:** Despite high investments in the future, slight increase over the EBIT recorded in 2018 planned

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