

# Financial results 9M/Q3 2015

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12th November 2015



Finanzen verstehen. Richtig entscheiden.

# Agenda

- Highlights 9M/Q3 2015
- Key financial figures 9M/Q3 2015
- Consultants and clients
- Outlook and summary
- Questions & Answers

# Highlights 9M/Q3 2015

- 9M: **Total revenue** up 7% to **€369.5 million**
- **Pro forma EBIT** (prior to acquisitions) at **€8.3 million** (€9.4 million)
- **Q3: earnings** – as communicated end of October – burdened as a result of severe **volatility** on the capital markets and a **one-off tax effect**
- **Growth initiatives** on track – **costs** under control
- Significant upturn in **business development** anticipated in last weeks of the year

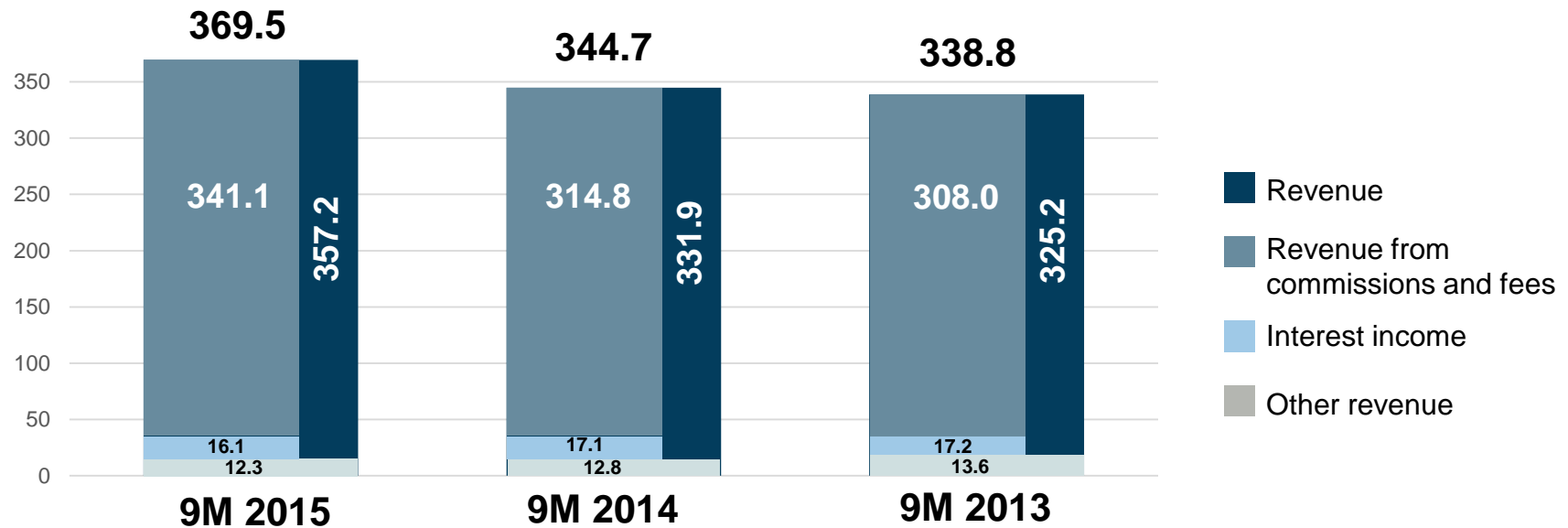
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# 9M: Total revenue rises to €369.5 million

## Total revenue 9M

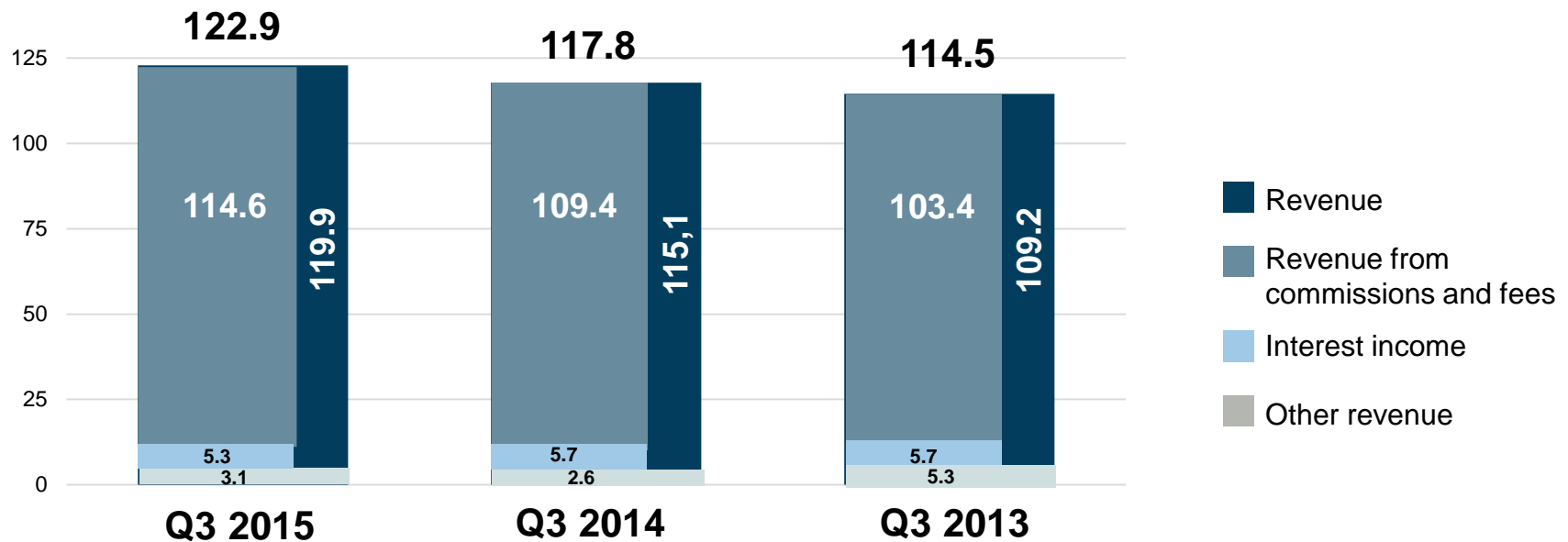
[in € million]



# Q3: Total revenue rises to €122.9 million

## Total revenue Q3

[in € million]



# 9M: Growth in nearly all consulting areas

## Revenue

[in € million]

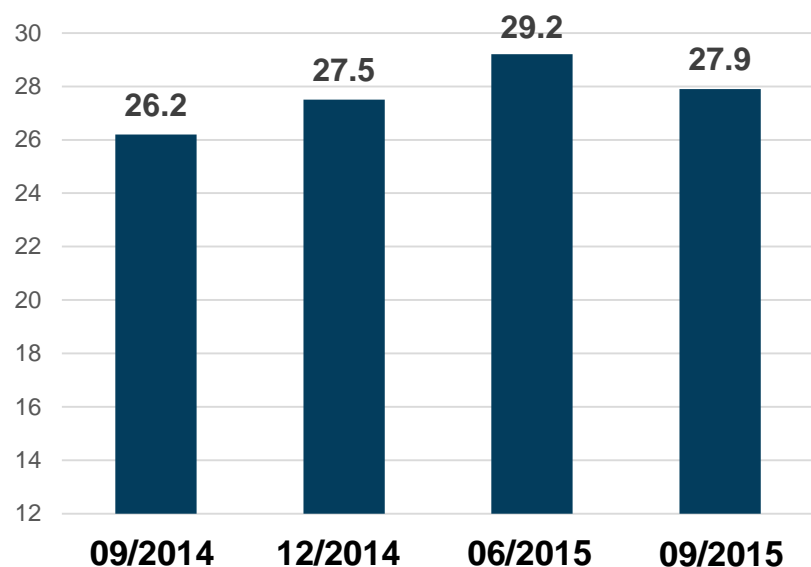
	Q3 2015	Q3 2014	Δ in %	9M 2015	9M 2014	Δ in %
Old-age provision	44.8	48.9	-8	128.0	133.1	-4
Wealth management	38.7	38.8	0	121.3	105.7	15
Health insurance	11.4	10.7	7	33.6	31.8	6
Non-life insurance*	11.5	5.5	>100	36.7	29.6	24
Loans and mortgages**	4.2	3.2	31	11.1	9.1	22
Other commissions and fees	4.0	2.4	67	10.4	5.4	93
Interest income	5.3	5.7	-7	16.1	17.1	-6

\* since end of July 2015 incl. DOMCURA, \*\*excluding MLP Hyp

# Volatility on the capital markets: Assets under Management at €27.9 billion

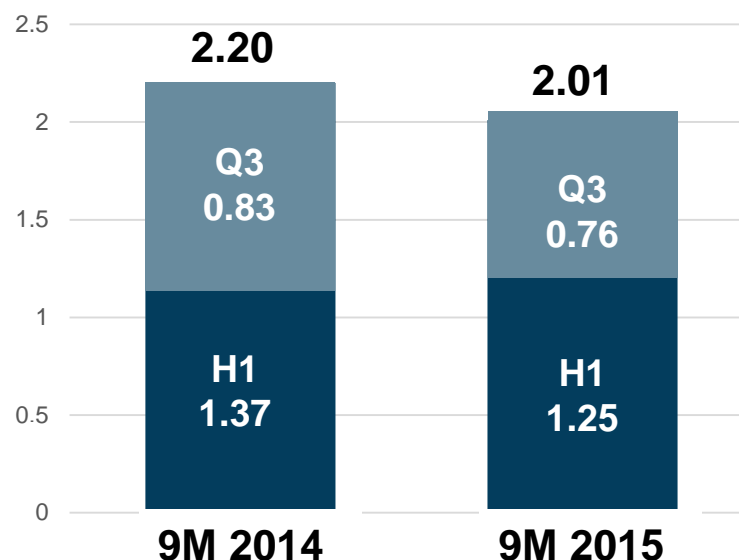
## Assets under Management

[in € billion]



## Premium sum: old-age provision

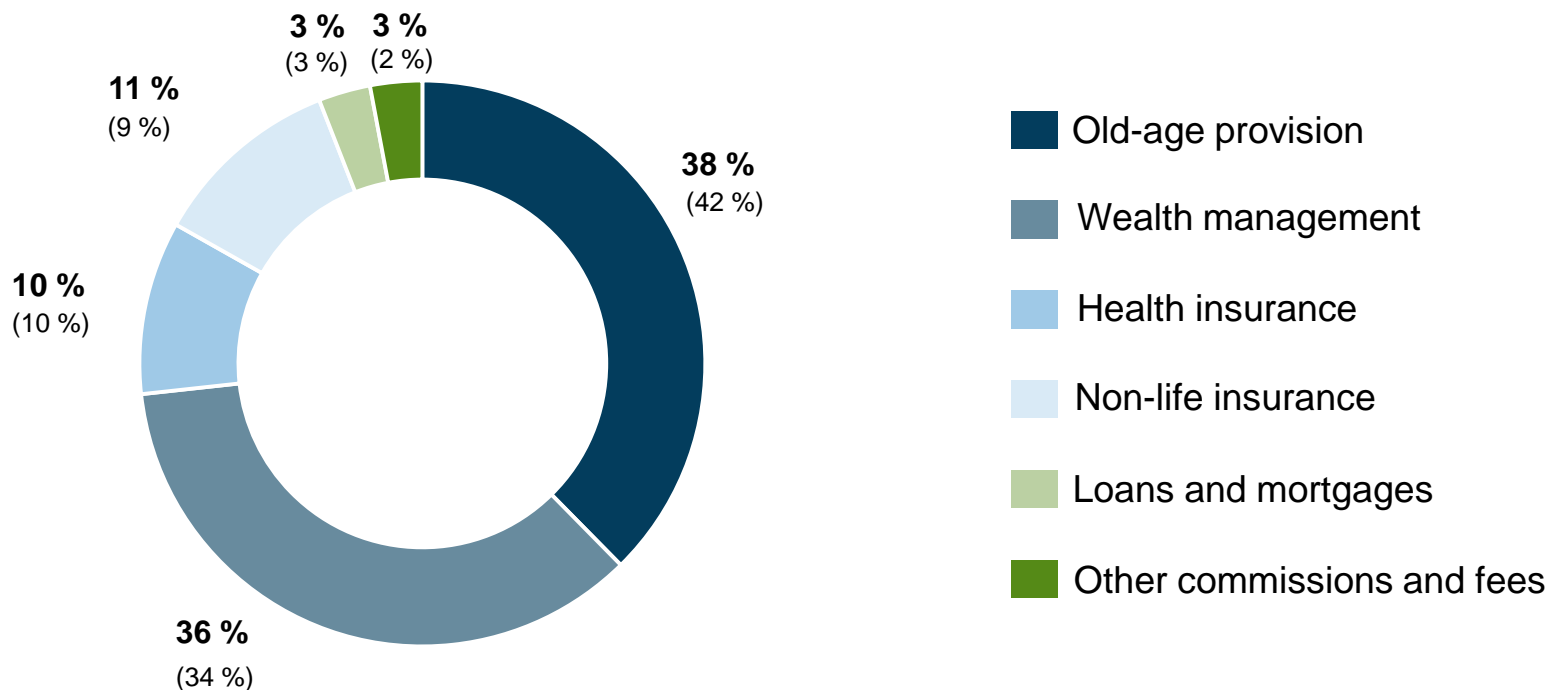
[in € billion]





# MLP benefits from further broadened revenue mix

Revenue from commissions and fees 9M 2015: € 341.1 million  
(€ 314.8 million)



# 9M: Proforma-EBIT reaches €8.3 million

## Income statement

[in € million]	Q3 2015	Q3 2014	9M 2015	9M 2014*	<b>Burdens Q3/2015:</b> <ul style="list-style-type: none"> <li>Market-related decrease in performance-linked fees and hesitancy in old-age provision</li> <li>One-time tax burden (€-1.1 million)</li> <li>One-time burden within finance costs (€-2.0 million)</li> </ul>
Total revenue	122.9	117.8	369.5	344.7	
Pro forma-EBIT**	0.2	4.9	8.3	9.4	
EBIT	-0.7	4.9	7.4	9.4	
Finance cost	-2.0	0.0	-2.3	-0.1	
EBT	-2.8	4.9	5.0	9.3	
Taxes	-0.1	-1.5	-1.4	-2.1	
Group net profit	-2.9	3.4	3.7	7.2	
EPS in € (diluted/undiluted)	-0.03	0.03	0.03	0.07	<b>Group net profit 9M/2015 with simulated DOMCURA purchase as of 1<sup>st</sup> Jan 2015: €7.1 million</b>

\*Previous year's figures adjusted

\*\*Adjusted for the acquisition of DOMCURA

# Core capital ratio: 13.1 percent

## MLP Group

[in € million]

	30/09/2015	31/12/2014
Intangible assets	172.8	156.2
Financial investments	140.0	145.3
Cash and cash equivalents	79.6	49.1
Other receivables and other assets	95.9	117.7
<hr/>		
Shareholders' equity	368.9	376.8
Equity ratio	22.2%	23.2%
Other liabilities	107.8	117.8
Total	1,664.0	1,624.7

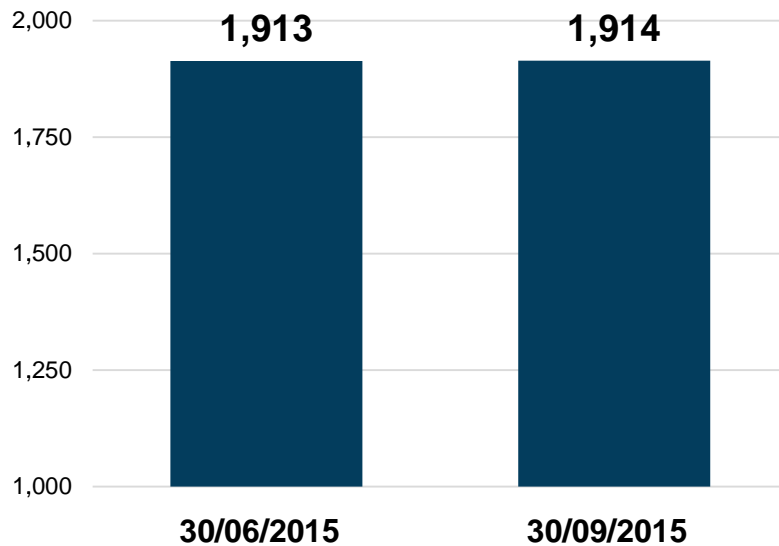
- Equity ratio: 22.2%
- Core capital ratio: 13.1%
- Intangible assets increased due to DOMCURA acquisition

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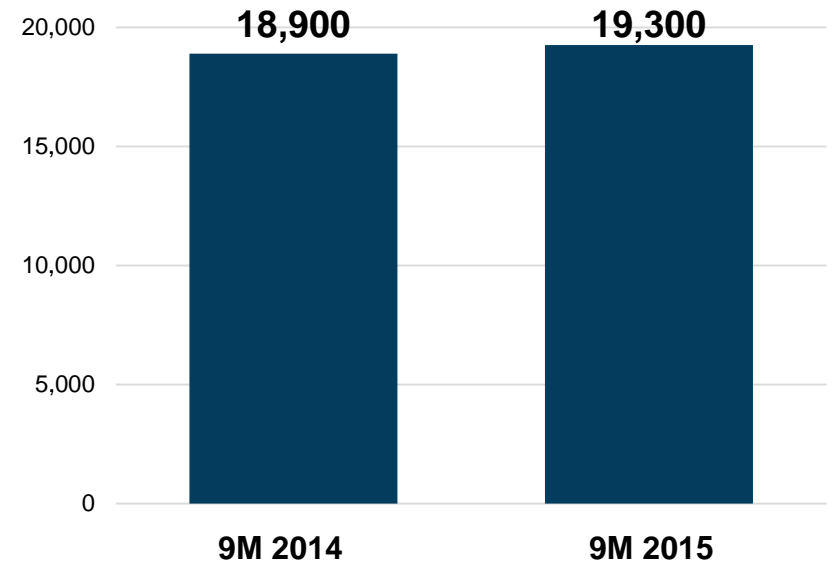
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# MLP attracts 19,300 new clients

## Consultants



## Gross number of new clients



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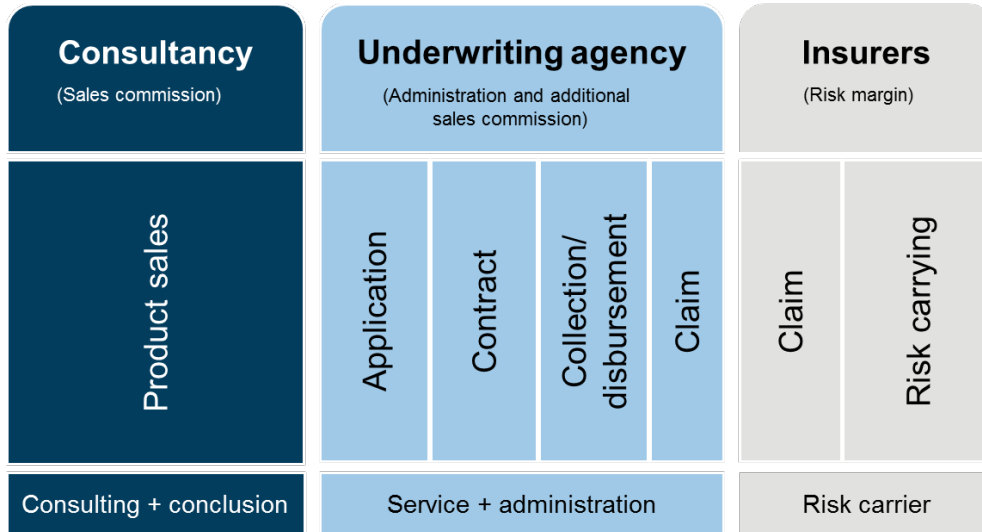
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# Implemented growth initiatives systematically continued

Focus	Measures implemented in the first nine months
<b>1. Online strategy</b>	<ul style="list-style-type: none"><li>• Expansion of the internet presence in order to serve as a significant channel for attracting interested parties and new clients</li><li>• Start of the new internet presence “MLP financify” in April 2015 to address the needs of young adults</li><li>• Re-launch of the mlp.de website in July 2015 – creates basis for online contract conclusion for simple products by the end of the year</li></ul>
<b>2. Recruiting</b>	<ul style="list-style-type: none"><li>• New further training bonus introduced for new client consultants</li><li>• Combination of high quality initial and further training with an easier start into self-employment</li><li>• Opening of a new branch in the university segment, further more in planning</li></ul>
<b>3. Broadening of the revenue base</b>	<ul style="list-style-type: none"><li>• Development of a further, strategically relevant business segment in the area of non-life insurance through the ongoing acquisition of the DOMCURA Group – at the same time, considerable revenue synergies with the classical MLP business</li><li>• Continued expansion of wealth management</li><li>• Ongoing expansion of real estate brokerage</li></ul>

Make MLP more independent of short-term market influences

# Integration of the underwriting agency DOMCURA is progressing according to plan



- Range of jointly-issued, high performance package-type products for consulting at MLP is currently under development
- Improvement of technical and process handling in non-life business at MLP is underway

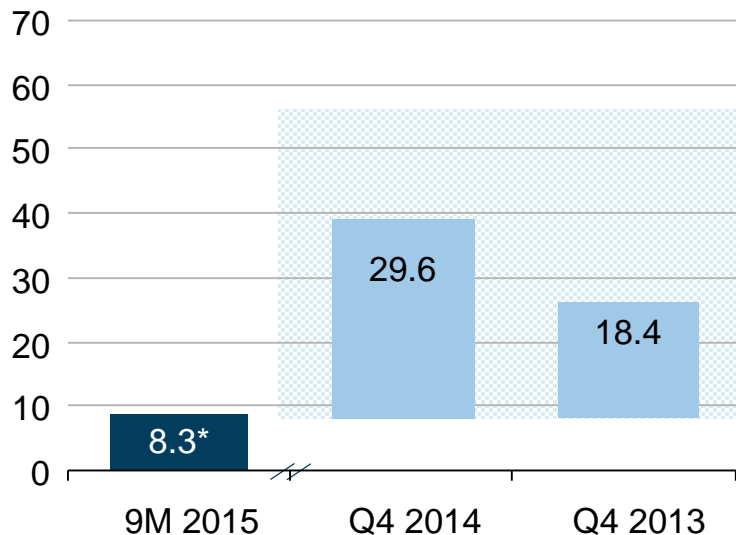
- Further expansion of non-life business contributes to the broadening of the revenue mix and increases recurring revenue
- The underwriting agency services lengthen the value-added chain within the MLP Group



# Outlook: Q4 with significant influence on the full-year results

## Contribution of Q4 to the full-year EBIT

[in € million]



- Very strong last quarter in 2014 will probably not be achieved in the current year

\* Pro forma EBIT (adjusted for the acquisition of DOMCURA)

# Administrative costs stay at previous year's level

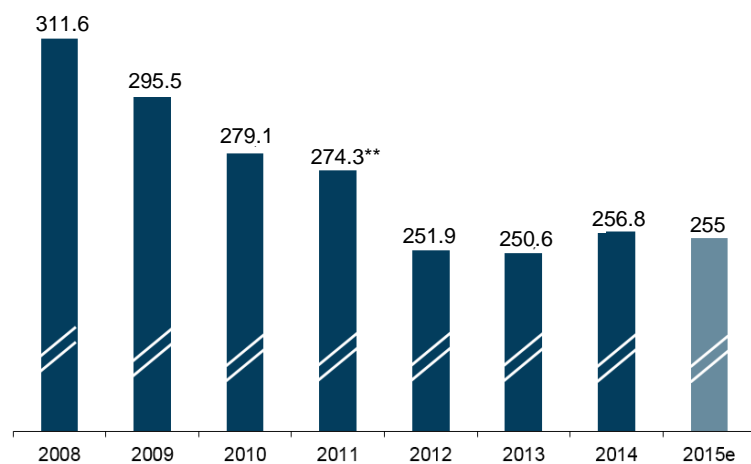
## Outlook

### Administrative costs\* (excl. DOMCURA)

### Sales revenue

[in € million]

In each case compared to the previous year



2015	
Revenue from old-age provision	Decreasing trend
Revenue from health insurance	Slight increase
Revenue from wealth management	Significant increase
Other commissions and fees (real estate)	Significant increase

\* Definition: Personnel expenses, depreciation and amortisation and other operating expenses

\*\* Adjusted to include one-off expenses

# Summary

- **Growth** in nearly all consulting areas in the first nine months
- **Market environment** remains **difficult** – Q3 burdened by **external effects**
- **Successful development** in areas in which MLP **can directly influence** the factors
- **Growth initiatives** continued – integration of DOMCURA is progressing according to plan
- **Cost target** confirmed
- **Significant pick-up** expected to the end of the year – full-year EBIT traditionally very dependent on the **final few weeks of the year**

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