Quarterly Group Statement for the first nine months of 2016

MLP

MLP key figures

All figures in € million	3rd quarter 2016	3rd quarter 2015[2]	9 months 2016	9 months 2015[2]	Change in %
MLP Group					
Total revenue	135.0	122.9	418.7	367.8	13.8 %
Revenue	128.8	119.9	404.5	357.2	13.2 %
Other revenue	6.2	3.0	14.2	10.6	34.0 %
Earnings before interest and tax (EBIT) (before one-off exceptional costs – operating EBIT)	6.6	–0.7	16.1	7.4	>100 %
Earnings before interest and tax (EBIT)	3.8	–0.7	11.5	7.4	55.4 %
EBIT margin (%)	2.8 %	–0.6 %	2.7 %	2.0 %	–
Net profit	4.0	–2.9	9.6	3.7	>100 %
Earnings per share (diluted/undiluted) in €	0.04	–0.03	0.09	0.03	>100 %
Cashflow from operating activities	19.5	9.8	83.9	48.6	72.6 %
Capital expenditure	2.1	3.1	5.9	8.7	–32.2 %
Shareholders' equity	–	–	373.9	385.8[1]	–3.1 %
Equity ratio (%)	–	–	20.7 %	22.0 %[1]	–
Balance sheet total	–	–	1,808.8	1,752.7[1]	3.2 %
Private clients (Family)	–	–	514,600	510,200[1]	0.9 %
Corporate and institutional clients	–	–	18,600	18,200[1]	2.2 %
Consultants	–	–	1,924	1,943[1]	–1.0 %
Branch offices	–	–	151	156[1]	–3.2 %
Employees	–	–	1,745	1,803	–3.2 %
Arranged new business					
Old-age provisions (premium sum)	769.4	764.4	2,075.6	2,014.2	3.0 %
Loans mortgages	415.9	473.7	1,300.7	1,372.1	–5.2 %
Assets under management in € billion	–	–	30.0	29.0[1]	3.4 %

[1] As of December 31, 2015.

[2] As of 2016, loan loss provisions are disclosed as a separate item. For this reason, the previous year's disclosure was adjusted.

Quarterly Group Statement for the first nine months of 2016

THE FIRST NINE MONTHS OF 2016 AT A GLANCE

- Total revenue of € 418.7 million is 14 % above the previous year and operating EBIT of € 16.1 million more than doubled compared to previous year
- Old-age provision: MLP records slight gains two quarters in succession
- Wealth management: Assets under management reached the € 30 billion mark for the first time
- Outlook: As announced, EBIT level to rise again significantly from 2017

TABLE OF CONTENTS

Introductory notes

This quarterly group statement presents the key events and business transactions of the first nine months of 2016 and updates forecast-based information in the last joint management report. The Annual Report is available on our website at www.mlp-ag.com and also at www.mlp-annual-report.com.

In the description of the MLP Group's financial position, net assets and results of operations pursuant to International Financial Reporting Standards (IFRS), the previous year's figures are given in brackets.

The information in this quarterly Group statement has neither been verified by an auditor nor subjected to a review.

Profile

The MLP Group – The partner for all financial matters

The MLP Group is the partner for all financial matters – for private clients as well as for companies and institutional investors. With our four brands, each of which enjoys 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
- DOMCURA AG: The underwriting agency focusing on private and commercial non-life insurance products
- TPC GmbH: The specialist in occupational pension provision 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 products are selected and rated on the basis of scientifically substantiated market and product analyses.

Manfred Lautenschläger and Eicke Marschollek founded MLP in 1971. Just under 2,000 client consultants and almost 1,800 employees work at MLP.

Quarterly Group Statement for the first nine months of 2016

The values disclosed in the following quarterly statement have been rounded to one decimal place. As a result, differences to reported total amounts may arise when adding up the individual values.

In the course of the reporting period no changes occurred to the fundamental principles of the group as described in the MLP Group's 2015 Annual Report. The national economic climate, the industry situation and the competitive environment have also not changed significantly in comparison with the 2015 Annual Report.

The figures from the same quarter in the previous year are only partially comparable with the current results from the first nine months of 2016, particularly with regard to revenues in the non-life insurance area. This is because the DOMCURA Group was only included in the consolidation scope of the MLP Group from end of July 2015.

The following changes to the scope of consolidation occurred in the first nine months. Our subsidiary FERI AG announced the sale of FERI Eurorating Services AG to Scope Corporation AG on June 30, 2016. The transaction was then concluded on August 1, 2016. FERI is now continuing to focus on its core strengths of investment management, investment consulting and investment research, as well as on strategic further development to become the leading investment company in Germany, Luxembourg, Switzerland and Austria.

In the course of the ongoing focus on the corporate structure in the DOMCURA Group, Ralf W. Barth GmbH and F&F Makler AG were merged with nordias GmbH Versicherungsmakler.

BUSINESS PERFORMANCE

The MLP Group recorded positive business development in the first nine months of the year. Compared to the previous year, in part significant gains were made in the relevant KPIs. Total revenue and commission income were both above the same period of the previous year. The old-age provision area, the wealth management area and the non-life insurance area all recorded gains in the third quarter. Looking at the first nine months, the old-age provision area was able to maintain the same level as in the previous year despite a one-off positive effect in Q1 of the previous year and was thereby able to continue to buck the negative market trend. Sales revenues in the wealth management business were slightly above the previous year. The non-life insurance are more than doubled its revenue, primarily due to the revenue contributions from DOMCURA. The health insurance business recorded a slight increase at the end of the first nine months and thereby continued to display better development than the market. In the loans and mortgages area, it was not quite possible to reach the previous year's record result. Other commission and fees, an item that primarily reflects brokerage of real estate, was considerably below the previous year.

With the acquisition of the DOMCURA Group at the end of July 2015, the results of the first nine months are now more important than in previous years. This is because the new subsidiary generates most of its earnings in the first three months of each year. It then records a loss in quarters two to four, as the non-life insurance premiums are largely collected at the start of the year. However, the fourth quarter still remains the most important overall for the MLP Group. This is when a large proportion of total revenue and earnings are generated in the financial services segment.

New clients

The activities to gain new clients continued to develop positively in the first nine months of the year. As announced well in advance, the MLP Group has adapted the way it counts clients to the enhanced Group structure. Since Q1 2016 we have differentiated in our reporting according to family clients served at MLP Finanzdienstleistungen AG and in the FERI Group, and according to corporate and institutional clients. These include clients in the field of occupational pension provision as well as institutional clients at FERI and sales partners at DOMCURA. On the basis of this definition, the MLP Group served 514,600 family clients at the end of September (December 31, 2015: 510,200). In the first nine months of the year, the gross number of newly acquired family clients increased by 8.4 % to 14,200 (13,100). In addition, the MLP Group provided its services for 18,600 corporate and institutional clients (December 31, 2015: 18,200).

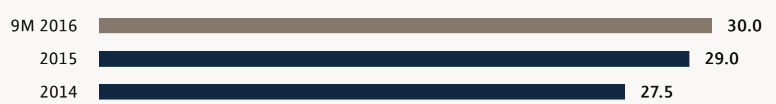
RESULTS OF OPERATIONS

Development of total revenue

In the time period from January to September, the total revenue of the MLP Group increased to € 418.7 million (€ 367.8 million). Commission income, which increased by 14.0 % to € 388.9 million (€ 341.1 million), made the greatest contribution to this. Revenue from the interest rate business of € 15.5 million (€ 16.1 million) was slightly below the previous year's level. Following € 10.6 million in the previous year, other revenue stood at € 14.2 million. This increase can essentially be attributed to a settlement payment in legal proceedings.

When examining the individual fields of consulting, the non-life insurance area continues to display significant growth with revenues having more than doubled to € 85.6 million (€ 36.7 million). Around € 54.3 million of this can be attributed to the subsidiary DOMCURA, which was acquired in July 2015. When examining the same period of the previous year, the revenue contribution was around € 6.4 million, as the first consolidation of the new subsidiaries only took place in the third quarter of 2015.

Development of assets under management (in € billion)



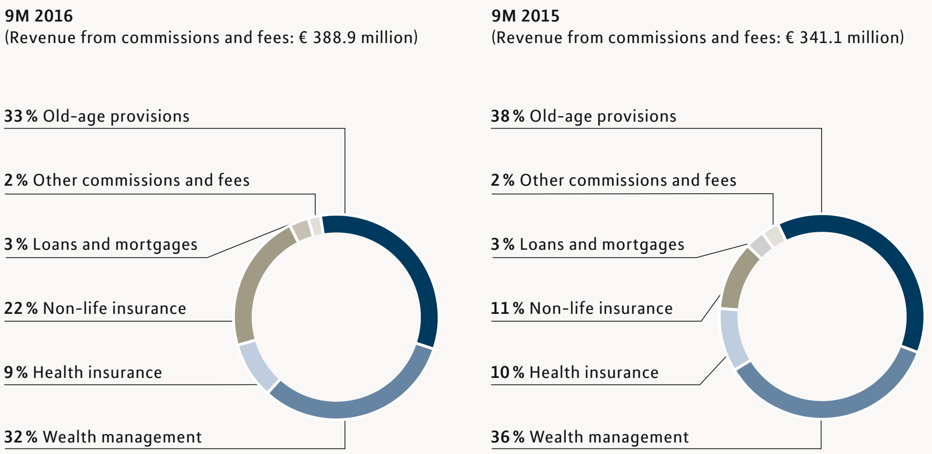
At € 127.2 million after the first nine months (€ 128.0 million), revenues in the old-age provision area were able to get back to the previous year's level despite a one-off positive effect in the first quarter of 2015. As communicated in the report on Q1 2015, this is due to correction of an incorrect settlement by a product partner. The brokered premium sum of new business increased by 3.0 % to € 2,075.6 million (€ 2,014.2 million).

In the wealth management business, assets under management reached the € 30.0 billion mark for the first time in company history at the end of the third quarter (June 30, 2016: € 29.3 billion). At € 122.9 million (€ 121.3 million), revenue in the wealth management business was slightly above the previous year. This can largely be attributed to a significant increase in revenues in the third quarter.

Revenue in the health insurance area was € 34.0 million after the first nine months (€ 33.6 million). Following the record level set in the previous year, revenue from the loans and mortgages business reached € 10.4 million (€ 11.1 million). In this field of consulting, the requirements of the EU Mortgage Credit Directive (Wohnimmobilienkreditrichtlinie, WiKR) that has been in place since March 2016 have had a negative impact on business throughout the market. Other commission and fees generated € 8.8 million, following € 10.4 million in the same period of the previous year. The demand for real estate objects exceeded the current portfolio that MLP was able to provide for clients here. For this reason MLP already included further project partners in its brokerage activities in the course of the second quarter and is continuously examining others.

Business development at MLP Hyp GmbH still was very encouraging in the first nine months of the year. MLP holds a 49.8 % stake in this company, which is operated as a joint venture together with mortgage broker Interhyp. At € 1.5 million, the earnings of the company that are attributable to MLP are above the previous year's already high level (€ 1.4 million). This is reflected in the income statement under the item "Earnings from investments accounted for using the equity method" and is therefore not part of the revenue from the loans and mortgages business.

Comparison of revenue from commission and fees



Analysis of expenses

Commission expenses primarily comprise performance-linked commission payments to consultants. This item also includes the commissions paid in the DOMCURA segment. These variable expenses occur due to the remuneration of brokerage services in the non-life insurance business. Added to these are the commissions paid in the FERI segment, which in particular result from the activities in the field of fund administration. Variable expenses are, for example, accrued in this business segment due to remuneration of the depository bank and fund sales.

Set against the background of increased commission income, commission expenses increased to € 201.6 million in the first nine months of 2016 (€ 167.4 million). As is the case with commission income, the increase can essentially be attributed to the new subsidiary DOMCURA, which was acquired last year. At € 1.2 million, interest expenses were slightly below the previous year's level (€ 1.4 million). The total cost of sales thereby increased to € 202.8 million (€ 168.8 million).

Loan loss provisions, which MLP has disclosed in a dedicated item since Q1 2016, were € 1.9 million (€ 0.9 million) after the first nine months of 2016. This is largely due to a greater write-down on receivables in the FERI segment, which was already accrued in the first quarter of 2016.

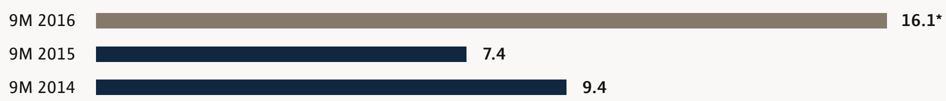
Administrative expenses (defined as the sum of personnel expenses, depreciation/amortisation and impairment, as well as other operating expenses) increased to € 203.9 million (€ 192.1 million). This includes administrative expenses at DOMCURA of € 16.3 million (€ 3.6 million). DOMCURA was only included in the consolidation scope in the course of the third quarter of 2015. Personnel expenses in the MLP Group were € 89.8 million (€ 81.0 million). Other operating expenses were € 103.2 million (€ 99.3 million). Both of these increases can essentially be attributed to the expenses accrued at DOMCURA. Depreciation/amortisation and impairment amounted to € 10.9 million, following € 11.8 million in the previous year. However, the previous year's figure included impairment losses on a let building in Q2.

As announced at the start of the year, one-off expenses of approximately € 15 million will be incurred through planned efficiency measures during the financial year 2016. MLP recorded € 4.6 million of these expenses in the first nine months of the year, which are distributed fairly equally across the items of “Personnel expenses”, “Depreciation and impairments” and “Other operating expenses”.

Earnings trend

Operating earnings before interest, taxes and one-off special expenses (operating EBIT) more than doubled to € 16.1 million (€ 7.4 million) in the first nine months. Including the one-off expenses of € –4.6 million, EBIT amounted to € 11.5 million (€ 7.4 million). The higher commission income and higher other revenue played a key part in this positive development.

EBIT development (all figures in € million)



*Operating EBIT (before one-off expenses)

At € –0.5 million (€ –2.3 million), finance cost improved significantly. Reason for the one-off expenses in the previous year were interest payments on a retrospective tax payment. Earnings before tax (EBT) were thereby € 11.0 million, following € 5.0 million in the previous year. The tax rate was 13.4 %. For the period of the previous year it was 27.5 % due to a retrospective tax payment as a result of a regular tax audit. At the same time an altered profit appropriation had a reducing effect on the tax rate during the year. Net profit amounted to € 9.6 million (€ 3.7 million). The diluted and basic earnings per share were € 0.09 (€ 0.03).

Structure and changes in earnings in the Group

All figures in € million	9 months 2016	9 months 2015	Change in %
Total revenue	418.7	367.8	13.8 %
Gross profit[1]	215.9	199.0	8.5 %
Gross profit margin (%)	51.6 %	54.1 %	–
Operating EBIT	16.1	7.4	>100 %
Operating EBIT margin (%)	3.8 %	2.0 %	–
EBIT	11.5	7.4	55.4 %
EBIT margin (%)	2.7 %	2.0 %	–
Finance cost	–0.5	–2.3	–78.3 %
EBT	11.0	5.0	>100 %
EBT margin (%)	2.6 %	1.4 %	–
Income taxes	–1.5	–1.4	7.1 %
Net profit	9.6	3.7	>100 %
Net margin (%)	2.3 %	1.0 %	–

[1] Definition: Gross profit is the result of total revenue less commission expenses and interest expenses.

FINANCIAL POSITION

You can find detailed information on the aims of the financial management in the MLP Group 2015 Annual Report under “Financial position” / “Aims of financial management” at www.mlp-annual-report.com.

Financing analysis

The MLP business model is comparatively low in capital intensity and generates high cash flows. However, increased capital requirements have been budgeted in order to meet the revised definition of equity and stricter requirements of Basel III.

At present, we are not using any borrowed funds in the form of securities or promissory note bond issues to finance the Group long-term. Our non-current assets are financed in part by non-current liabilities. Current liabilities due to clients and banks in the banking business represent further refinancing funds that are generally available to us in the long term.

As of September 30, 2016, liabilities due to clients and banks in the banking business of € 1,232.5 million (December 31, 2015: € 1,125.7 million) were offset on the assets side of the balance sheet by receivables from clients and financial institutions in the banking business of € 1,163.4 million (December 31, 2015: € 1,143.0 million).

We did not perform any increase in capital stock in the reporting period.

Liquidity analysis

Cash flow from operating activities increased to € 83.9 from € 48.6 million in the same period of the previous year. Here, significant cash flows result from the deposit business with our clients and from the investment of these funds.

Cash flow from investing activities changed from € –5.8 million to € –36.3 million. A higher volume of new investments in time deposits were made in the reporting period than in the same period of the previous year.

As at the end of the third quarter 2016, the MLP Group has cash and cash equivalents of around € 212 million. The liquidity situation therefore remains good. There are sufficient cash reserves available to the MLP Group. Alongside cash holdings, free lines of credit are also in place.

Capital expenditure analysis

The investment volume of the MLP Group was € 5.9 million (€ 8.7 million) in the first nine months of 2016. The vast majority of investments were made in the financial services segment focusing in particular on investments in software and IT.

NET ASSETS

Analysis of the asset and liability structure

On the reporting date, September 30, 2016, the balance sheet total of the MLP Group was € 1,808.8 million (€ 1,752.7 million). On the assets side of the balance sheet, changes essentially affected the following items: Receivables from clients in the banking business increased to € 613.2 million (€ 542.7 million). This increase can largely be attributed to an increase in loan exposure. Receivables from banks in the banking business declined to € 550.2 million (€ 600.3 million). This decrease can mainly be attributed to higher deposits at the Deutsche Bundesbank as well as increased financial investments. Financial investments increased to € 162.8 million (€ 147.9 million) due to redeployment of other forms of investment. The tax refund claim declined to € 12.9 million (€ 14.9 million). This can be attributed to a reimbursement of corporation tax overpayments. Other receivables and assets essentially comprise receivables from insurers for whom we broker insurance policies. Due to the typically strong year-end business, these increase considerably at the end of the year and then decline again during the course of the following financial year. This item declined to € 87.5 million on the reporting date (December 31, 2015: € 112.5 million). Cash and cash equivalents increased to € 129.0 million as a result of reporting-date factors (December 31, 2015: € 77.5 million), reflecting a temporarily increased level of deposits at Deutsche Bundesbank. At the same time, this item is positively influenced by the contributions of the profit/loss transfer agreements in place, while among others the payment of dividends had a negative impact.

On the reporting date, September 30, 2016, the shareholders' equity of the MLP Group was € 373.9 million (December 31, 2015: € 385.8 million). This decrease can essentially be attributed to the € 13.1 million total dividend payout to our shareholders in June of this year. The balance sheet equity ratio was 20.7 % (December 31, 2015: 22.0 %).

At € 84.1 million (December 31, 2015: € 86.5 million), provisions remained slightly below the previous year's level. Liabilities due to clients in the banking business rose to € 1,199.1 million, essentially as a result of increased client deposits (December 31, 2015: € 1,102.6 million). Liabilities due to banks in the banking business rose to € 33.4 million (December 31, 2015: € 23.1 million), essentially due to the increased refinancing investments. Other liabilities declined to € 103.5 million (December 31, 2015: € 140.2 million). Due to our typically strong year-end business, the commission claims of our consultants increase markedly on the balance sheet date, December 31, and then decline again in the subsequent quarters.

SEGMENT REPORT

The financial services segment reflects revenue from all fields of consulting – i.e. old-age provision, health and non-life insurance, wealth management and loans & mortgages. The FERI segment primarily generates revenue from the wealth management field of consulting, while the DOMCURA segment generates most of its revenue from the non-life insurance business. You can find a detailed description of the individual segments in the 2015 Annual Report of the MLP Group at www.mlp-annual-report.com "Economic report" / "Segment report".

Financial services segment

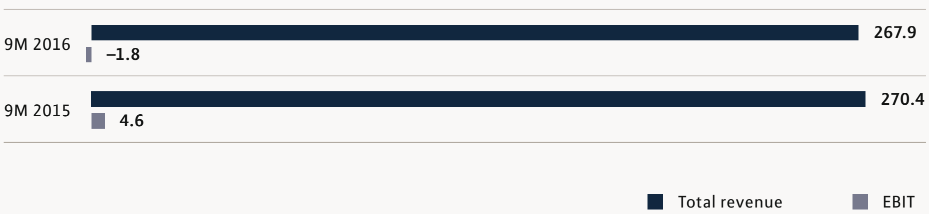
At € 267.9 million (€ 270.4 million), total revenue in the financial services segment remained at the previous year's level. Here it is important to note that the previous year's figure was positively influenced by a one-off effect in the old-age provision segment in the first quarter of 2015. Sales revenues were € 260.7 million (€ 263.3 million). At € 7.2 million (€ 7.1 million), other revenue remained virtually unchanged.

Commission expenses were € 115.1 million (€ 112.7 million). Among other factors, the slight increase can be attributed to effects of the remuneration model introduced last year within the scope of our recruiting measures. At € 1.2 million, interest expenses are slightly below the previous year (€ 1.4 million). This is due to the ongoing period of low interest rates. At € 56.1 million, personnel expenses remained virtually unchanged (€ 55.3 million). Depreciation/amortisation and impairment were € 7.3 million (€ 7.6 million). Other operating expenses were € 90.4 million, following € 89.5 million in the previous year.

EBT declined to € –1.8 million (€ 4.6 million). The measures implemented to date within the scope of the efficiency programme had a negative impact with non-recurring expenses of around € –3.8 million in the first nine months. Operating EBIT was therefore € 2.0 million. The previous year's figure was also positively influenced by the described one-off effect in the old-age provision segment.

The finance cost amounted to € –0.4 million (€ –0.2 million). EBT was therefore € –2.2 million, following € 4.4 million in the previous year.

Total revenue and EBIT in the financial services segment (all figures in € million)



FERI segment

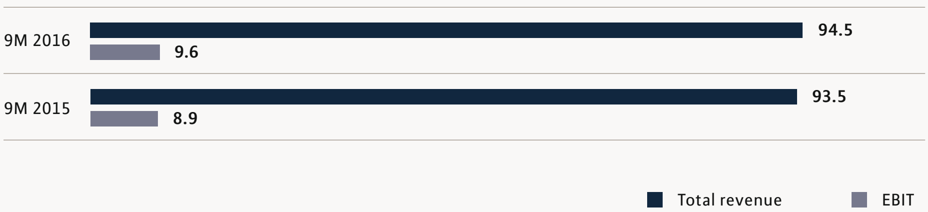
The FERI segment represents the activities of the FERI Group. Revenue is primarily generated in this segment from the wealth management field of consulting.

Total revenue in the FERI segment was € 94.5 million, following € 93.5 million in the previous year. After Q1 and Q2 were well below the equivalent quarters in the previous year due to difficult capital market development, the performance-based remuneration for the performance of client portfolios (performance fees) in Q3 increased significantly above the level recorded in the same quarter of the previous year and reached the level recorded in 2014.

At € 53.0 million (€ 52.7 million), commission expenses remained at the previous year's level. Loan loss provisions were € 0.7 million (€ 0.0 million) and can be attributed to a write-down on receivables in the first quarter of the year. At € 31.3 million (€ 31.9 million), administrative expenses remained slightly below the previous year's level. However, personnel expenses remained stable at € 21.7 million (€ 21.3 million) and depreciation/amortisation and impairment charges remained unchanged at € 1.3 million (€ 1.3 million). Other operating expenses dropped to € 8.3 million (€ 9.3 million). Among others, higher consulting costs within the scope of acquiring the license to operate as a capital management company (KVG), played a part in the previous year.

EBIT increased to € 9.6 million (€ 8.9 million) due to higher revenues. The measures implemented to date within the scope of the efficiency programme had a negative impact with one-off costs of around € –0.2 million in the first nine months. Operating EBIT was therefore € 9.8 million. With a finance cost of € 0.2 million (€ –0.1 million), EBT was € 9.8 million (€ 8.7 million).

Total revenue and EBIT in the FERI segment (all figures in € million)



DOMCURA segment

The DOMCURA segment primarily generates revenue from the brokering of non-life insurance. DOMCURA's business model is characterised by a high degree of seasonality. Accordingly, the subsidiary records high sales revenue and comparably high earnings in the first quarter of each year. This is then followed by a loss in Q2 to Q4. Since DOMCURA was only included in the Group consolidation scope from end of July 2015, any comparisons with the results of the first nine months in the previous year are of limited usefulness.

Sales revenues were € 55.7 million (€ 6.7 million) in the first nine months. This primarily reflects the premium volumes received. With other revenue of € 1.8 million (€ 0.2 million), total revenue was € 57.5 (€ 6.9 million).

Commission expenses amounted to € 36.3 million (€ 4.3 million). These are essentially accrued as variable remuneration for brokerage services. Administrative expenses were € 16.3 million (€ 3.6 million). € 9.8 million (€ 2.0 million) of these costs are attributable to personnel expenses. Depreciation/amortisation and impairment amounted to € 1.0 million (€ 0.3 million). Other operating expenses were € 5.5 million (€ 1.3 million).

EBIT amounted to € 4.9 million (€ –0.9 million). EBT was also € 4.9 million (€ –0.9 million).

Total revenue and EBIT in the DOMCURA segment (all figures in € million)

*DOMCURA was only included in the scope of consolidation at group level at end of July 2015

Holding segment

The Holding segment does not have active operations. At € 11.0 million (€ 8.2 million), total revenue generated in the first nine months was significantly above the previous year's level. This increase can essentially be attributed to a settlement payment in legal proceedings. However, lower revenue from the letting of buildings served to counteract this.

At € 2.3 million (€ 2.4 million), personnel expenses remained at the previous year's level. Depreciation and impairment expenses declined to € 1.4 million (€ 2.6 million). The previous year's higher figure was the result of a greater one-off write-down due to revaluation of a property in the previous year. At € 8.2 million, other operating expenses also remained at the previous year's level (€ 8.1 million).

Due to greater total revenue, EBIT was € –1.0 million (€ –5.1 million) after the first nine months of the year. The measures implemented to date within the scope of the efficiency programme had a negative impact with one-off costs of around € –0.7 million in the first nine months. Operating EBIT was therefore € –0.3 million. The finance cost was € –0.4 million, following € –2.1 million in the previous year. The tax effect already described had a significant negative impact on the previous year's earnings. EBT was € –1.4 million (€ –7.2 million).

EMPLOYEES AND SELF-EMPLOYED CLIENT CONSULTANTS

As MLP is a knowledge-based service provider, qualified and motivated employees and consultants represent the most important foundation for sustainable company success. The focus is therefore on continuous further development of personnel work, qualifications and further training, as well as recruiting new consultants.

The number of employees in the MLP Group fell to 1,745 in the reporting period (September 30, 2015: 1,803). This development can be attributed to two key factors. The first focuses on the effects of the efficiency programme and a reduction in the number of temporary staff in the financial services segment. This figure dropped to 42 in the period under review (September 30, 2015: 75). The second revolves around the sale of FERI EuroRating, with the closing completed on August 1, 2016 and which had an impact on the number of employees in the FERI segment.

Development of number of employees by segment (excluding MLP consultants)

Segment	September 30, 2016	September 30, 2015
Financial services	1,265	1,302
FERI	206	234
Holding	6	7
Total (without DOMCURA)	**1,477**	**1,543**
DOMCURA	268	260
Total (with DOMCURA)	**1,745**	**1,803**

At 1,924, the number of freelance client consultants displayed a slight downward trend at the end of the first nine months (December 31, 2015: 1,943), but was still higher than the number from the comparable period in the previous year (September 30, 2015: 1.922).

Forecast

Development in the first nine months was in line with expectations. Following on from the first nine months of the year, we remain committed to the statements made in the forecast section of the 2015 Annual Report. You can find details on our forecast in the Annual Report of the MLP Group at www.mlp-annual-report.com.

Income statement and statement of comprehensive income

Income statement for the period from January 1 to September 30, 2016

All figures in €'000	3rd quarter 2016	3rd quarter 2015*	9 months 2016	9 months 2015*
Revenue	128,801	119,895	404,458	357,217
Other Revenue	6,209	2,956	14,200	10,576
Total revenue	**135,010**	**122,851**	**418,658**	**367,793**
Commission expenses	–64,607	–59,123	–201,623	–167,426
Interest expenses	–246	–516	–1,172	–1,357
Loan loss provisions	–217	–228	–1,867	–875
Personnel expenses	–29,193	–26,625	–89,824	–80,992
Depreciation and impairments	–4,624	–2,927	–10,924	–11,806
Other operating expenses	–33,008	–34,700	–103,200	–99,327
Earnings from investments accounted for using the equity method	685	538	1,488	1,371
Earnings before interest and tax (EBIT)	**3,800**	**–729**	**11,537**	**7,380**
Other interest and similar income	113	193	631	396
Other interest and similar expenses	–192	–2,233	–1,140	–2,740
Finance cost	**–79**	**–2,040**	**–509**	**–2,344**
Earnings before tax (EBT)	**3,721**	**–2,769**	**11,028**	**5,037**
Income taxes	237	–134	–1,477	–1,385
Net profit	**3,957**	**–2,904**	**9,552**	**3,652**
Of which attributable to				
owners of the parent company	3,957	–2,904	9,552	3,652
Earnings per share in €**				
basic/diluted	0.04	–0.03	0.09	0.03

*As of 2016, loan loss provisions are disclosed as a separate item. For this reason, the previous year´s disclosure was adjusted.
**Basis of calculation: average number of ordinary shares outstanding at September 30, 2016: 109,334,686.

Statement of comprehensive income for the period from January 1 to September 30, 2016

All figures in €'000	3rd quarter 2016	3rd quarter 2015	9 months 2016	9 months 2015
Net profit	**3,957**	**–2,904**	**9,552**	**3,652**
Gains/losses due to the revaluation of defined benefit obligations	–3,330	1,602	–11,647	1,602
Deferred taxes on non-reclassifiable gains/losses	972	–468	3,400	–468
Non reclassifiable gains/losses	**–2,358**	**1,134**	**–8,247**	**1,134**
Gains/losses from changes in the fair value of available-for-sale securities	299	–128	–15	–356
Deferred taxes on non-reclassifiable gains/losses	–85	–47	–40	66
Reclassifiable gains/losses	**215**	**–175**	**–55**	**–290**
Other comprehensive income	**–2,144**	**959**	**–8,302**	**844**
Total comprehensive income	**1,814**	**–1,945**	**1,250**	**4,496**
Of which attributable to				
owners of the parent company	1,814	–1,945	1,250	4,496

Statement of financial position

Assets as of September 30, 2016

All figures in €'000	September 30, 2016	December 31, 2015
Intangible assets	169,839	174,504
Property, plant and equipment	63,545	65,745
Investments accounted for using the equity method	3,133	3,481
Deferred tax assets	10,634	7,033
Receivables from clients in the banking business	613,215	542,696
Receivables from banks in the banking business	550,240	600,339
Financial assets	162,767	147,916
Tax refund claims	12,868	14,893
Other receivables and assets	87,478	112,531
Cash and cash equivalents	129,035	77,540
Non-current assets held for sale	6,040	6,040
Total	**1,808,795**	**1,752,719**

Liabilities and shareholders' equity as of September 30, 2016

All figures in €'000	September 30, 2016	December 31, 2015
Shareholders' equity	373,883	385,753
Provisions	84,058	86,536
Deferred tax liabilities	10,240	10,549
Liabilities due to clients in the banking business	1,199,056	1,102,569
Liabilities due to banks in the banking business	33,433	23,095
Tax liabilities	4,596	4,006
Other liabilities	103,529	140,211
Total	**1,808,795**	**1,752,719**

Condensed statement of cash flow

Condensed statement of cash flow for the period from January 1 to September 30, 2016

All figures in €'000	9 months 2016	9 months 2015
Cashflow from operating activities	83,893	48,591
Cashflow from investing activities	–36,278	–5,796
Cashflow from **financing** activities	–13,120	–18,339
Change in cash and cash equivalents	**34,495**	**24,456**
Cash and cash equivalents at the end of the period	**129,035**	**96,574**

Condensed statement of cash flow for the period from July 1 to September 30, 2016

All figures in €'000	3rd quarter 2016	3rd quarter 2015
Cashflow from operating activities	19,518	9,846
Cashflow from investing activities	–16,282	–9,394
Cashflow from financing activities	–	–
Change in cash and cash equivalents	**3,236**	**451**
Cash and cash equivalents at the end of the period	**129,035**	**96,574**

Statement of changes in equity

Statement of changes in equity for the period from January 1 to September 30, 2016

	Equity attributable to MLP AG shareholders					
All figures in €'000	Share capital	Capital reserves	Gains/losses from changes in the fair value of available-for-sale securities*	Revaluation gains/ losses related to defined benefit obligations after taxes	Retained earnings	Total shareholders equity
As of January 1, 2015	**107,878**	**142,184**	**1,460**	**–10,730**	**136,004**	**376,795**
Dividend	–	–	–	–	–18,339	–18,339
Increase of capital – §202 of the German Stock Corporation Act (AktG)	1,457	4,543	–	–	–	6,000
Transactions with owners	**1,457**	**4,543**	**–**	**–**	**–18,339**	**–12,339**
Net profit	–	–	–	–	3,652	3,652
Other comprehensive income after taxes	–	–	–290	1,134	–	844
Total comprehensive income	**–**	**–**	**–290**	**1,134**	**3,652**	**4,496**
As of September 30, 2015	**109,335**	**146,727**	**1,170**	**–9,596**	**121,317**	**368,952**
As of January 1, 2016	**109,335**	**146,727**	**1,212**	**–8,968**	**137,448**	**385,753**
Dividend	–	–	–	–	–13,120	–13,120
Transactions with owners	**–**	**–**	**–**	**–**	**–13,120**	**–13,120**
Net profit	–	–	–	–	9,552	9,552
Other comprehensive income after taxes	–	–	–55	–8,247	–	–8,302
Total comprehensive income	**–**	**–**	**–55**	**–8,247**	**9,552**	**1,250**
As of September 30, 2016	**109,335**	**146,727**	**1,158**	**-17,215**	**133,881**	**373,883**

*Reclassifiable gains/losses.

Reportable business segments

Information regarding reportable business segments (quarterly comparison)

	Financial services	
All figures in €'000	3rd quarter 2016	**3rd quarter 2015***
Revenue	85,017	85,921
Other revenue	1,627	1,518
Total revenue	**86,644**	**87,439**
Commission expenses	−38,873	−38,621
Interest expenses	−246	−516
Loan loss provisions	−217	−236
Personnel expenses	−17,316	−17,564
Depreciation and impairments	−3,437	−1,721
Other operating expenses	−29,120	−30,499
Earnings from investments accounted for using the equity method	685	538
Segment earnings before interest and tax (EBIT)	**−1,880**	**−1,180**
Other interests and similar income	14	11
Other interest and similar expenses	−80	−91
Finance cost	**−65**	**−80**
Earnings before tax (EBT)	**−1,945**	**−1,260**
Income taxes	–	–
Net profit	**–**	**–**

*As of 2016, loan loss provisions are disclosed as a separate item. For this reason, the previous year´s disclosure was adjusted.

FERI		DOMCURA		Holding		Consolidation		Total	
3rd quarter 2016	**3rd quarter 2015**	3rd quarter 2016	**3rd quarter 2015**	3rd quarter 2016	**3rd quarter 2015**	3rd quarter 2016	**3rd quarter 2015**	3rd quarter 2016	**3rd quarter 2015***
32,608	28,157	12,110	6,725	–	–	–934	–908	128,801	119,895
1,017	1,478	1,011	155	5,938	2,651	–3,385	–2,846	6,209	2,956
33,625	**29,635**	**13,122**	**6,880**	**5,938**	**2,651**	**–4,319**	**–3,754**	**135,010**	**122,851**
–18,488	–16,950	–8,116	–4,323	–	–	870	771	–64,607	–59,123
–	–	–	–	–	–	1	1	–246	–516
–19	–	19	8	–	–	–	–	–217	–228
–7,902	–6,461	–3,287	–1,967	–688	–633	–	–	–29,193	–26,625
–396	–437	–319	–272	–472	–496	–	–	–4,624	–2,927
–2,369	–3,405	–2,151	–1,265	–2,797	–2,467	3,429	2,936	–33,008	–34,700
–	–	–	–	–	–	–	–	685	538
4,450	**2,383**	**–732**	**–940**	**1,981**	**–946**	**–19**	**–46**	**3,800**	**–729**
99	5	4	5	–3	174	–1	–2	113	193
–29	–40	–1	0	–104	–2,141	22	39	–192	–2,233
70	**–36**	**3**	**5**	**–108**	**–1,967**	**21**	**38**	**–79**	**–2,040**
4,520	**2,347**	**–729**	**–935**	1,873	**–2,913**	**1**	**–8**	**3,721**	**–2,769**
–	–	–	–	–	–	–	–	237	–134
–	**–**	**–**	**–**	**–**	**–**	**–**	**–**	**3,957**	**–2,904**

Information regarding reportable business segments (9 months comparison)

All figures in €'000	Financial services 9 months 2016	 9 months 2015*
Revenue	260,708	263,320
Other revenue	7,225	7,116
Total revenue	**267,933**	**270,436**
Commission expenses	–115,147	–112,650
Interest expenses	–1,179	–1,359
Loan loss provisions	–1,136	–725
Personnel expenses	–56,089	–55,327
Depreciation and impairments	–7,259	–7,600
Other operating expenses	–90,444	–89,514
Earnings from investments accounted for using the equity method	1,488	1,371
Segment earnings before interest and tax (EBIT)	**–1,834**	**4,632**
Other interests and similar income	113	144
Other interest and similar expenses	–509	–385
Finance cost	**–396**	**–241**
Earnings before tax (EBT)	**–2,230**	**4,391**
Income taxes	–	–
Net profit	**–**	**–**

*As of 2016, loan loss provisions are disclosed as a separate item. For this reason, the previous year´s disclosure was adjusted.

FERI		DOMCURA		Holding		Consolidation		Total	
9 months 2016	9 months 2015*	9 months 2016	9 months 2015*	9 months 2016	9 months 2015*	9 months 2016	9 months 2015	9 months 2016	9 months 2015*
91,285	89,879	55,673	6,725	–	–	–3,208	–2,708	404,458	357,217
3,196	3,623	1,826	155	10,951	8,180	–8,997	–8,497	14,200	10,576
94,481	**93,502**	**57,499**	**6,880**	**10,951**	**8,180**	**–12,205**	**–11,205**	**418,658**	**367,793**
–52,968	–52,740	–36,316	–4,323	–	–	2,808	2,287	–201,623	–167,426
–	–	–	–	–	–	8	2	–1,172	–1,357
–734	–22	4	8	–	–137	–	–	–1,867	–875
–21,673	–21,291	–9,811	–1,967	–2,250	–2,408	–	–	–89,824	–80,992
–1,265	–1,307	–967	–272	–1,433	–2,626	–	–	–10,924	–11,806
–8,283	–9,290	–5,541	–1,265	–8,237	–8,103	9,305	8,845	–103,200	–99,327
–	–	–	–	–	–	–	–	1,488	1,371
9,557	**8,852**	**4,867**	**–940**	**–969**	**–5,094**	**–85**	**–71**	**11,537**	**7,380**
350	22	30	5	171	254	–33	–29	631	396
–120	–128	–4	0	–604	–2,373	97	146	–1,140	–2,740
230	**–105**	**26**	**5**	**–433**	**–2,119**	**64**	**117**	**–509**	**–2,344**
9,787	**8,747**	**4,893**	**–935**	**–1,402**	**–7,212**	**–20**	**46**	**11,028**	**5,037**
–	–	–	–	–	–	–	–	–1,477	–1,385
–	**–**	**–**	**–**	**–**	**–**	**–**	**–**	**9,552**	**3,652**

Financial Calendar 2016

NOVEMBER

November 22, 2016
Company presentation at German Equity Forum in Frankfurt.

Financial Calendar 2017

FEBRUARY

February 23, 2017
Publication of the results for the financial year 2016 – Annual analyst conference and press conference in Frankfurt.

MARCH

March 23, 2017
Publication of the annual report for the financial year 2016.

MAY

May 11, 2017
Publication of the financial results for the first quarter 2017.

JUNE

June 29, 2017
Annual General Meeting (AGM) of MLP AG in Wielsoch
MLP AG holds its AGM at the Palatin Congress Center in Wiesloch.

AUGUST

August 10, 2017
Publication of the financial results for the half-year and the second quarter 2017.

NOVEMBER

November 14, 2017
Publication of the financial results for the first nine months and the third quarter 2017.

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