

Financial results 9M/Q3 2014

Reinhard Loose, CFO

13th November 2014

Agenda

- **Highlights 9M/Q3 2014**
- **Key financial figures 9M/Q3 2014**
- **Consultants and clients**
- **Outlook and summary**
- **Questions and answers**

Highlights 9M/Q3 2014

- **Total revenue** in the first nine months increases by 2 percent to **€345.7 million** (9M 2013: €338.8 million)
- Growth in **wealth management**, Q3 was the **strongest revenue quarter** in wealth management so far in the history of MLP
- Market for **old-age provision** remains difficult – however **slight revenue increase** and gain of **market share**
- **Health insurance remains below expectations** due to market conditions
- **Q3 earnings burdened** by several **one-off effects** – cost forecast for the full year reiterated
- **New business** in old-age provision in the first few weeks of the **fourth quarter significantly above the previous year**
- **Growth initiatives** are having an **increasingly positive effect**

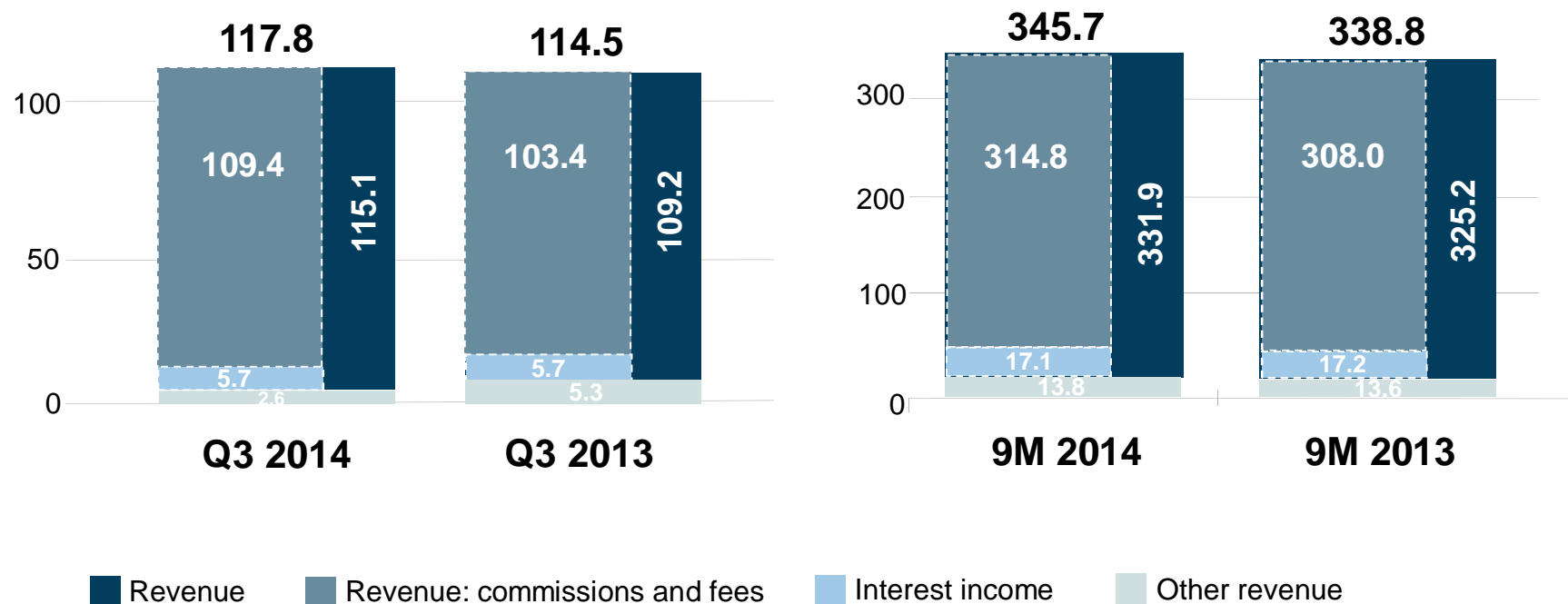
Agenda

- Highlights 9M/Q3 2014
- **Key financial figures 9M/Q3 2014**
- Consultants and clients
- Outlook and summary
- Questions and answers

Total revenue rises in both Q3 as well as in the first nine months

Total revenue in Q3 and 9M

[in € million]



Slight increase in old-age provision, strong growth in wealth management

Revenue

[in €million]

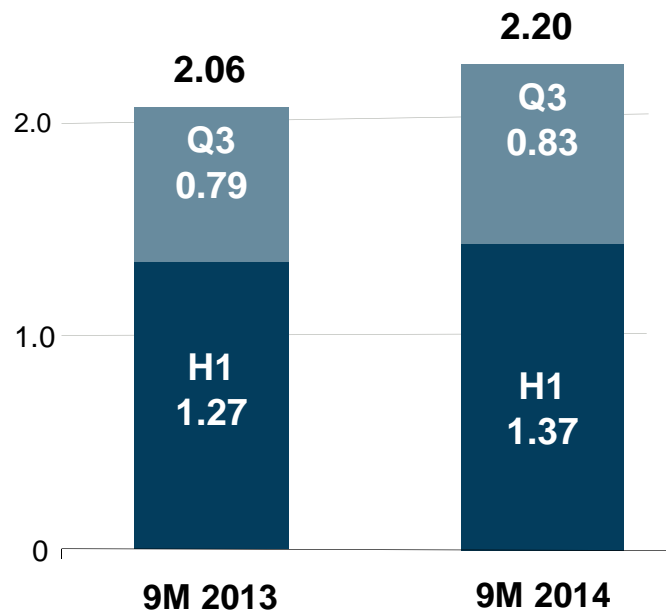
| | Q3 2014 | Q3 2013 | Δ in % | 9M 2014 | 9M 2013 | Δ in % |
|----------------------------|---------|---------|--------|---------|---------|--------|
| Old-age provision | 48.9 | 48.1 | 2 | 133.1 | 131.6 | 1 |
| Wealth management | 38.8 | 35.1 | 11 | 105.7 | 100.4 | 5 |
| Health insurance | 10.7 | 10.7 | 0 | 31.8 | 36.2 | -12 |
| Non-life insurance | 5.5 | 4.6 | 20 | 29.6 | 27.1 | 9 |
| Loans and mortgages* | 3.2 | 3.8 | -16 | 9.1 | 9.8 | -7 |
| Other commissions and fees | 2.4 | 1.2 | 100 | 5.4 | 2.9 | 86 |
| Interest income | 5.7 | 5.7 | 0 | 17.1 | 17.2 | -1 |

*excluding MLP Hyp

Brokered new business in old-age provision increases by 7 percent

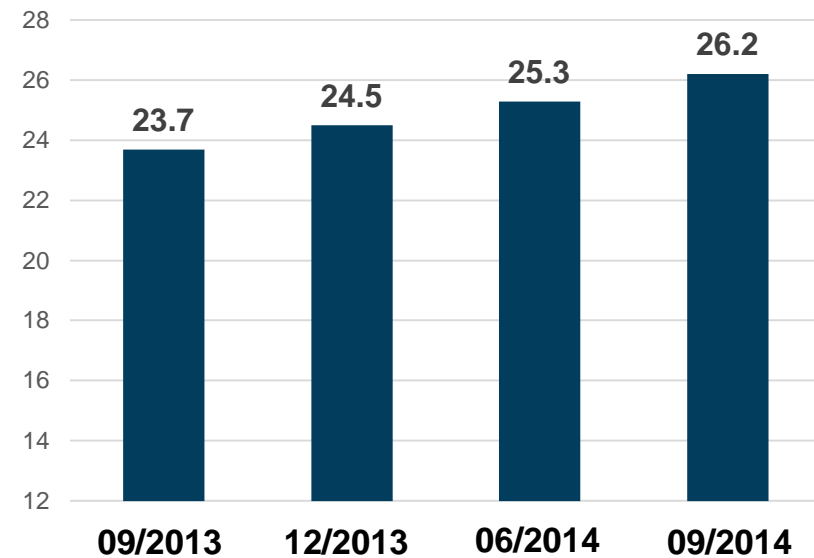
Premium sum: old-age provision

[in € billion]



Assets under management

[in € billion]



Positive development in non-life insurance – Health insurance below expectations

Revenue

[in €million]

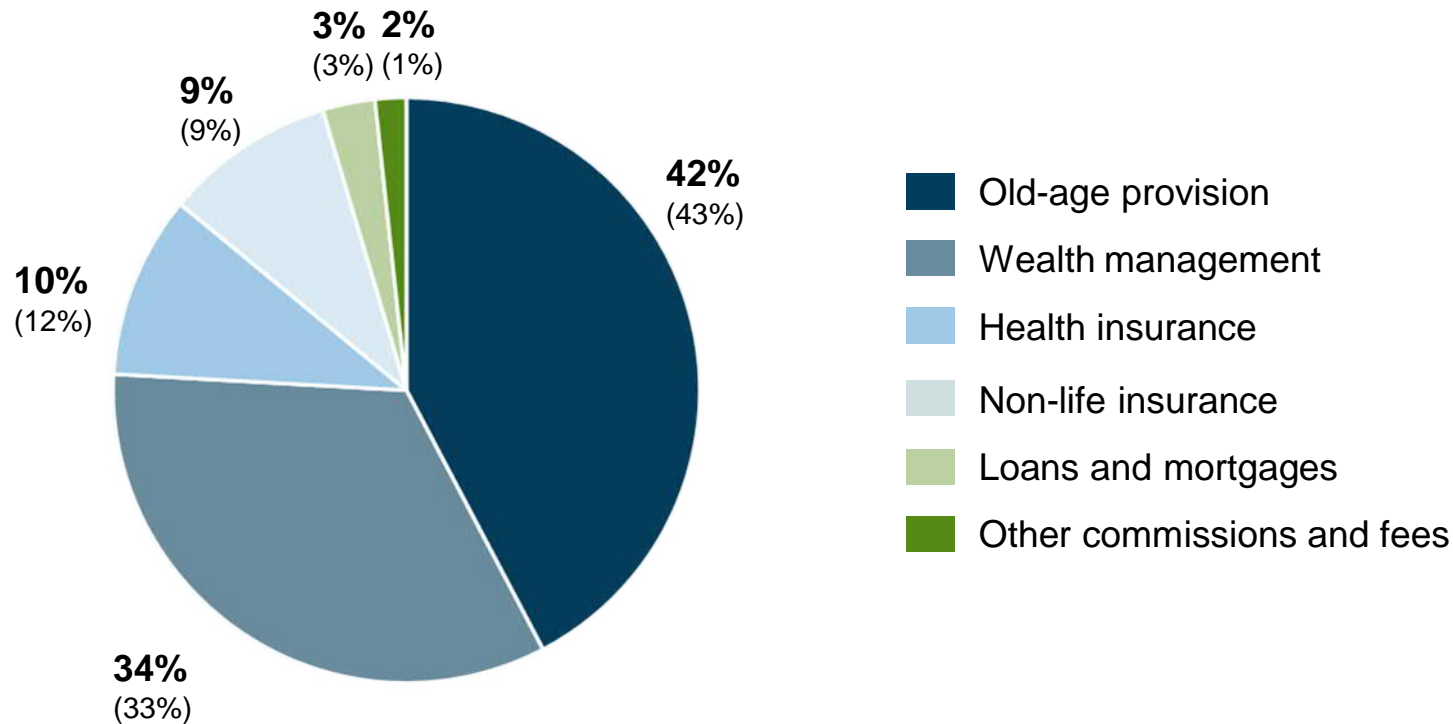
| | Q3 2014 | Q3 2013 | Δ in % | 9M 2014 | 9M 2013 | Δ in % |
|----------------------------|---------|---------|--------|---------|---------|--------|
| Old-age provision | 48.9 | 48.1 | 2 | 133.1 | 131.6 | 1 |
| Wealth management | 38.8 | 35.1 | 11 | 105.7 | 100.4 | 5 |
| Health insurance | 10.7 | 10.7 | 0 | 31.8 | 36.2 | -12 |
| Non-life insurance | 5.5 | 4.6 | 20 | 29.6 | 27.1 | 9 |
| Loans and mortgages* | 3.2 | 3.8 | -16 | 9.1 | 9.8 | -7 |
| Other commissions and fees | 2.4 | 1.2 | 100 | 5.4 | 2.9 | 86 |
| Interest income | 5.7 | 5.7 | 0 | 17.1 | 17.2 | -1 |

*excluding MLP Hyp

MLP benefits from broadened revenue base – Wealth management provides stability

Revenue from commissions and fees 9M 2014: €314.8 million
(€308.0 million)

[in %]



EBIT falls due to several one-off effects in Q3

Income statement

[in € million]

| | Q3 2014 | Q3 2013 | 9M 2014 | 9M 2013 |
|---------------------------------|---------|---------|---------|---------|
| Total revenue | 117.8 | 114.5 | 345.7 | 338.8 |
| EBIT | 4.9 | 7.3 | 10.4 | 12.3 |
| Finance cost | 0.0 | 0.1 | -0.1 | 0.1 |
| EBT | 4.9 | 7.4 | 10.3 | 12.4 |
| Taxes | -1.5 | -2.2 | -2.4 | -2.9 |
| Group net profit | 3.4 | 5.3 | 7.9 | 9.5 |
| EPS in € (diluted/undiluted) | 0.03 | 0.05 | 0.07 | 0.09 |

- Administration costs for FY 2014 still expected to be around €255 million
- Commission ratio for FY 2014 expected to remain at the same level as 2013

Strong balance sheet

MLP Group

[in € million]

| | 30/09/2014 | 31/12/2013 |
|---|------------|------------|
| Intangible assets | 156.5 | 155.3 |
| Financial investments | 164.6 | 146.1 |
| Cash or cash equivalents | 39.3 | 46.4 |
| Other receivables and other assets | 95.2 | 109.2 |
| Shareholders' equity | 361.6 | 374.5 |
| Equity ratio | 23.3 % | 24.4 % |
| Other liabilities | 84.7 | 106.6 |
| Total | 1,550.2 | 1,536.9 |

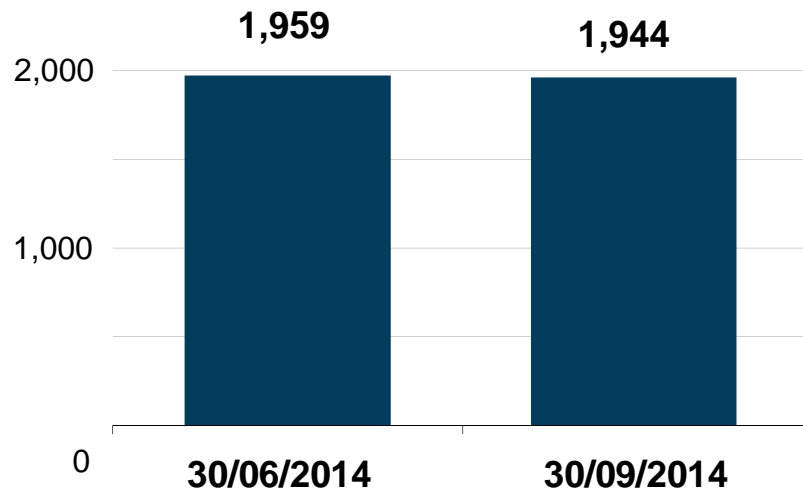
• Core capital ratio:
13.6%

Agenda

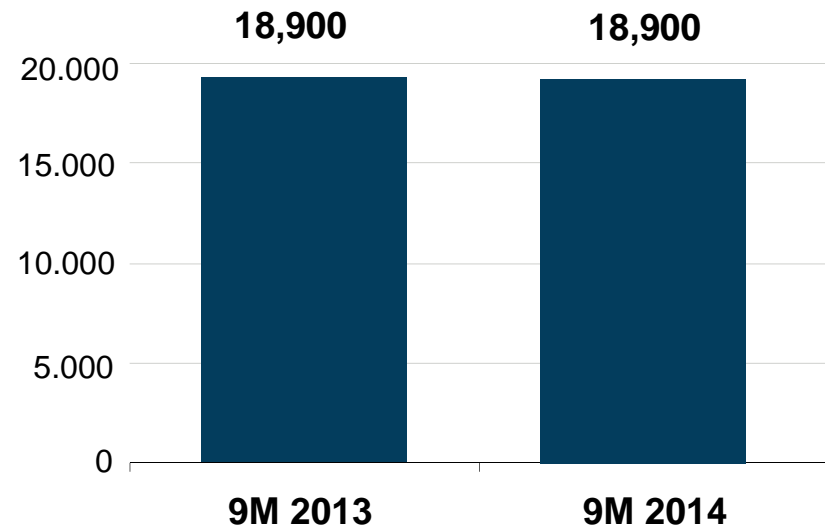
- Highlights 9M/Q3 2014
- Key financial figures 9M/Q3 2014
- **Consultants and clients**
- Outlook and summary
- Questions and answers

18,900 new clients

Consultants



New clients (gross)



Agenda

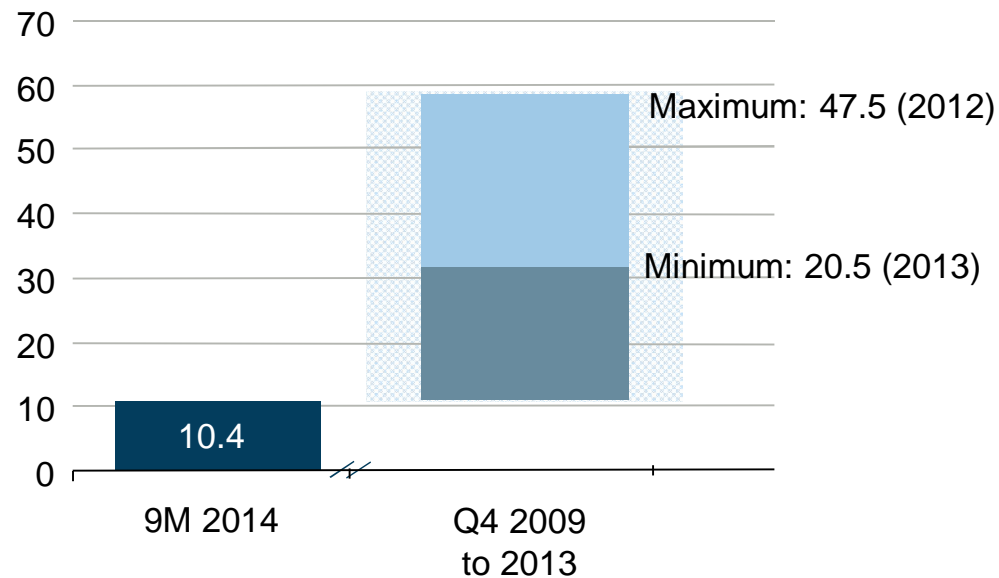
- Highlights 9M/Q3 2014
- Key financial figures 9M/Q3 2014
- Consultants and clients
- **Outlook and summary**
- Questions and answers

Strong influence of Q4 on full-year earnings

Outlook 2014

Contribution of Q4 to full-year EBIT* (2009-2013)

[in € million]



*operating EBIT

- Wide range shows the leverage on earnings in the final quarter
- Achievement of the lower forecast scenario (at least €50 million EBIT) has become more ambitious
- Very high momentum needed in the remaining weeks of the financial year

Summary

- Business development in Q3 still characterised by the **difficult market conditions** in old-age provision and particularly in health insurance
- MLP benefits from the **broadening of its business model** in the past few years
- After nine months, MLP **is below its own expectations** but has registered **a good start into the final quarter**
- The last few weeks through to the end of this financial year are crucial – **very high momentum is needed** in order to achieve **the minimum EBIT target of €50 million**

Agenda

- Highlights 9M/Q3 2014
- Key financial figures 9M/Q3 2014
- Consultants and clients
- Outlook and summary
- **Questions and answers**

Contact

MLP Corporate Communications
Alte Heerstr. 40
69168 Wiesloch
Germany

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

Tel.: +49 (0) 6222 308 8320

Fax: +49 (0) 6222 308 1131

investorrelations@mlp.de

www.mlp-ag.de