



# MLP SE – Tailored solutions for all financial questions Metzler MicroCap Days 2022

March, 2022



# Agenda

**01** MLP at a glance

**02** Business performance 2021

**03** Outlook

# MLP SE: The leading independent financial advisory group

Group of strong  
B2B and B2C  
brands

Creating  
exceptional  
added value  
and helping our  
clients to  
make better  
financial  
decisions

Intensive  
transfer of  
know-how  
within the  
network

Intelligently  
combining  
personal and  
digital offerings

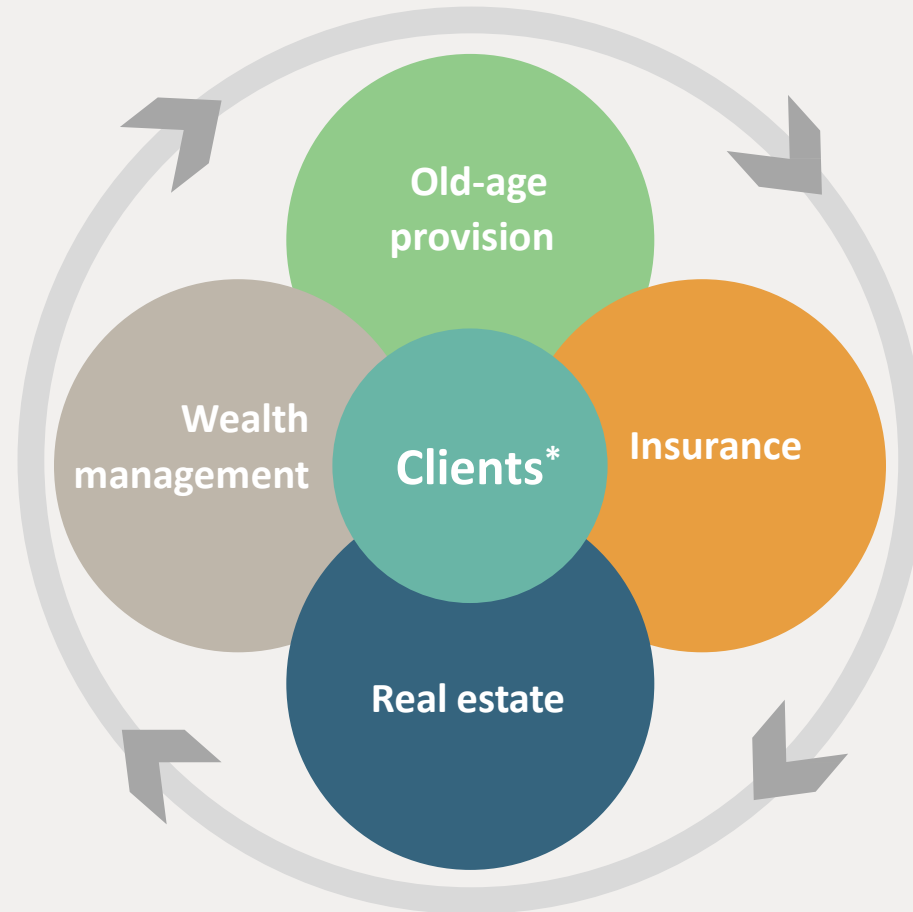
**“The networking of different perspectives and expertise creates special added value within the Group.”**

This is MLP

# Extended value creation within the MLP Group

**Expansion of business relations** with growing range of services in the network

**Intensive networking and further knowledge transfer** among specialists from the Group divisions



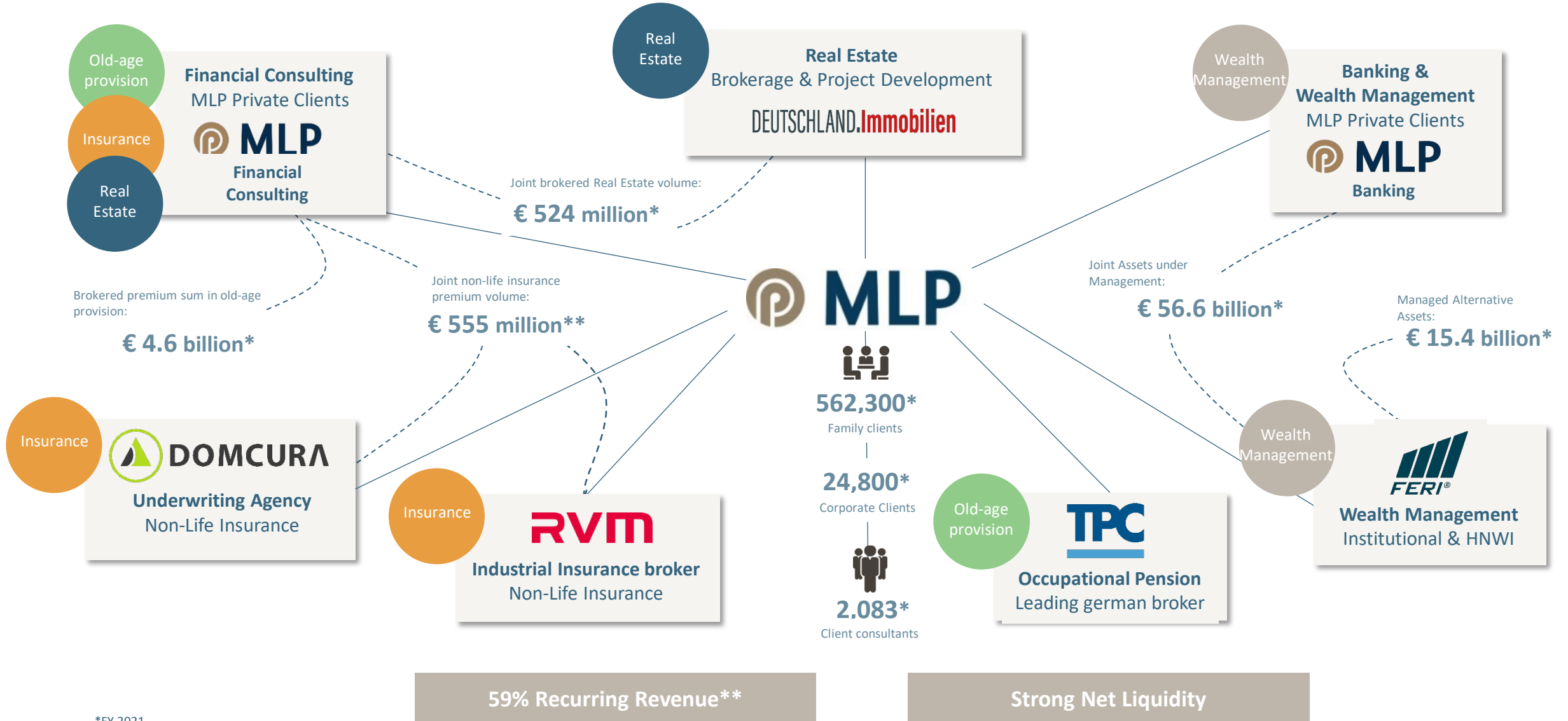
**Strong brands in their respective business field:**



**Digitalisation to increase process efficiency** for both clients and consultants

\*Different client groups within the Group: private clients, family offices, institutional investors, companies, brokers and other intermediaries etc.  
Metzler MicroCap Days 2022, March 6, 2022

# MLP SE: Brands and figures



\*FY 2021

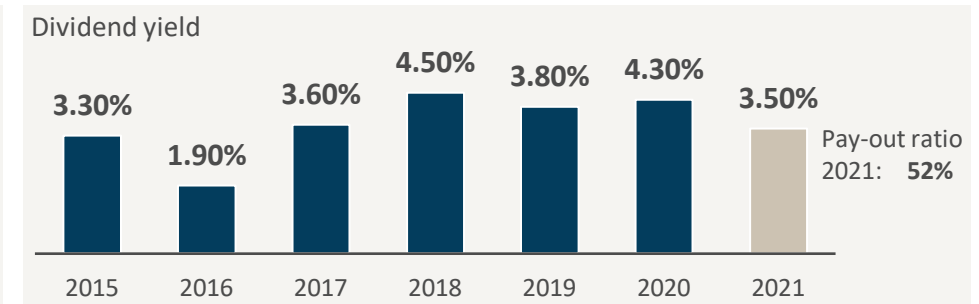
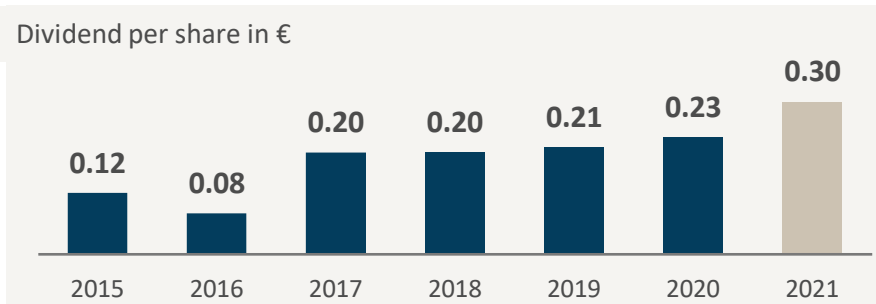
# MLP SE: Attractive dividend policy & valuation

**1**

**Attractive**

**Dividend policy**

Pay out ratio: **50%-70%**  
of net profit



**2**

**Broad**

**Research coverage**

100% BUY Ø TP € 10.10

Hauck & Aufhäuser	Buy	TP € 11.00
Pareto Securities	Buy	TP € 10.00
Kepler Cheuvreux	Buy	TP € 10.00
Independent Research	Buy	TP € 9.50
Bankhaus Metzler	Buy	TP € 10.00

**3**

**Stable**

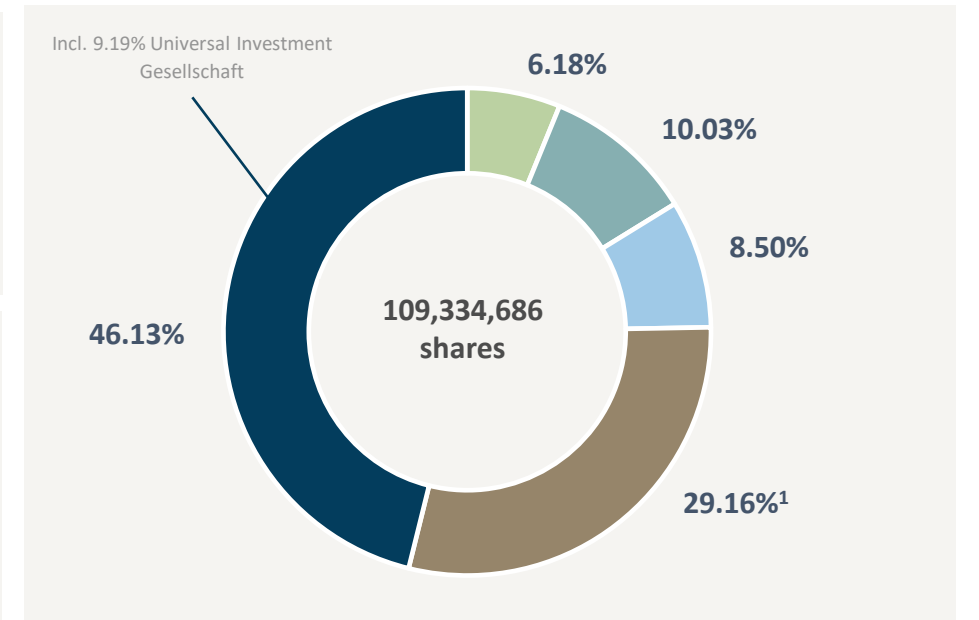
**Shareholder structure<sup>2</sup>**

Notifications made to MLP SE  
>3%

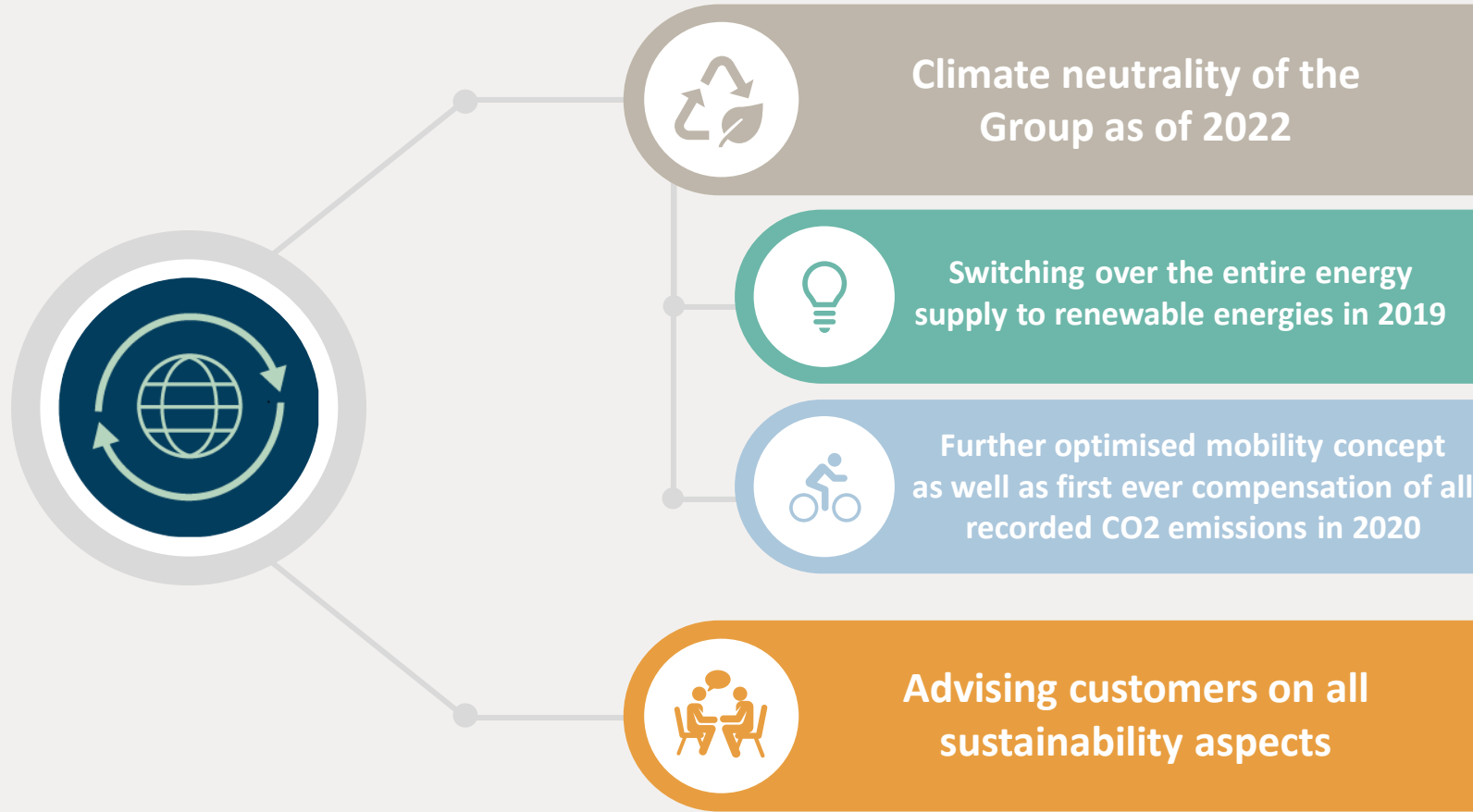
Family Lautenschläger <sup>1</sup>	29.16%
Barmenia	8.50%
Allianz	6.18%
HanseMerkur Krankenversicherung	10.03%
Freefloat (Definition Deutsche Börse)	46.13%

<sup>1</sup> Pooling agreement

<sup>2</sup> As of March 2022



# Sustainability management becoming more important



**2022: Dedicated Sustainability Policy adopted for the MLP Group**

**2020: "Prime" status achieved for the first time**





# Agenda

01 MLP at a glance

02 Business performance 2021

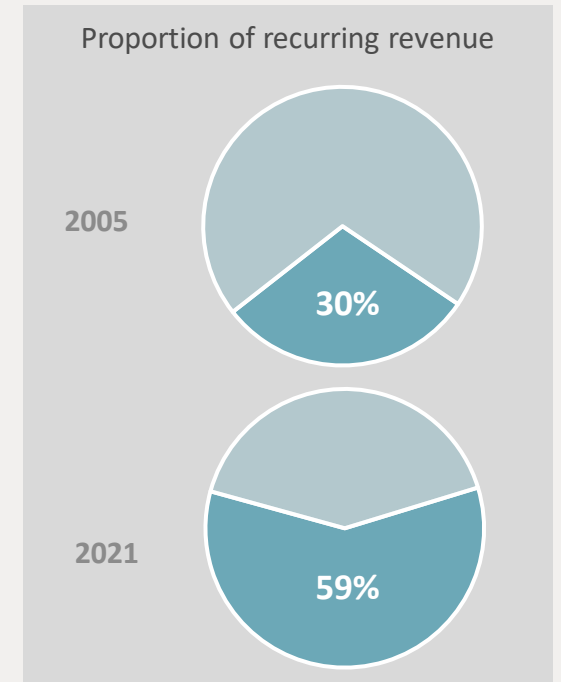
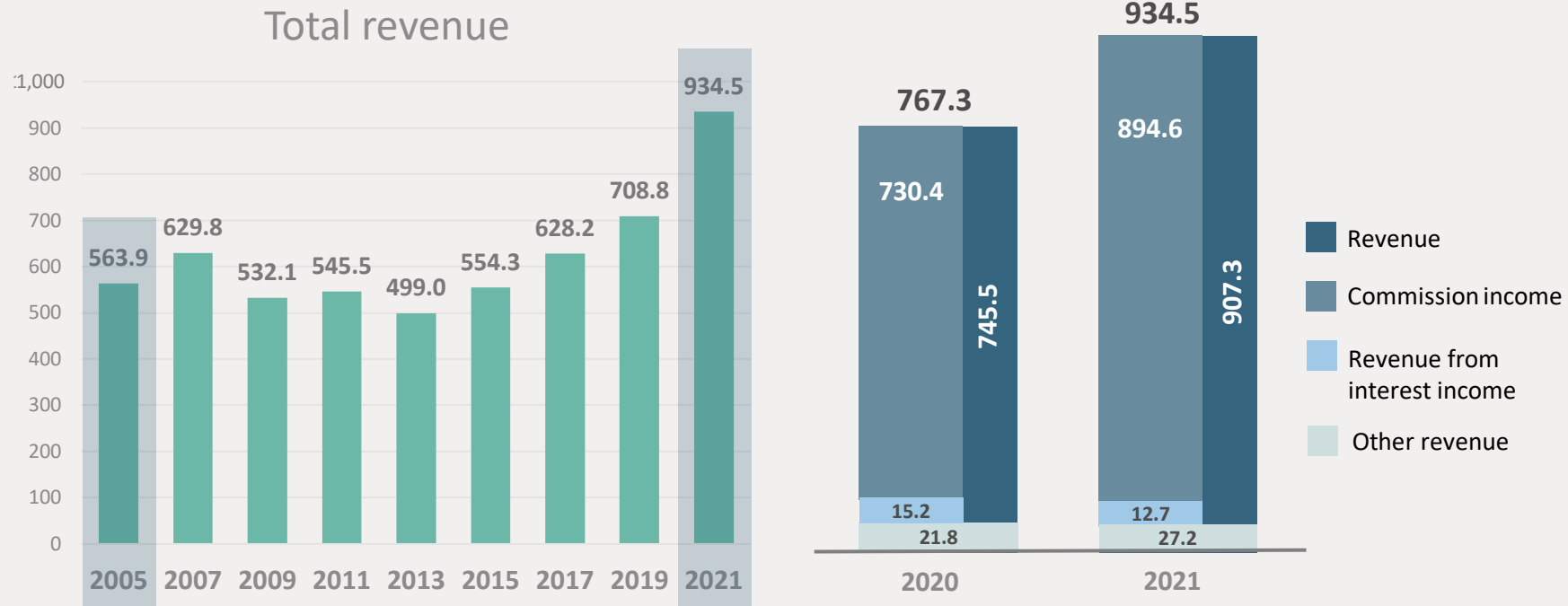
03 Outlook

# Highlights FY 2021

- FY 2021: **Total revenue** increased for the eighth year in succession, setting **new all-time high** at € 934.5 million
- Particularly **strong gains** recorded in **real estate brokerage** (up 59 percent) and **wealth management** (up 36 percent) – significantly higher performance-based compensation than planned
- Despite challenging framework conditions and ongoing investments, **earnings before interest and taxes (EBIT)** significantly **above the previous year's level** at € 96.8 million (2020: € 59.4 million)
- Executive Board proposes **dividend of 30 cents** per share (2020: 23 cents)
- **Further development of MLP** resolutely driven forward – past financial year as a further, particularly successful intermediate step

# FY 2021: Total revenue reaches new all-time high

In € million



# FY 2021: Wealth management and real estate brokerage with particularly strong growth

Revenue in € million



## Wealth management

FY: 356.1 (262.1)  
Q4: 106.3 (76.5) | +39.0%

**+35.9%**



## Old-age provision

FY: 241.7 (214.6)  
Q4: 103.8 (90.1) | +15.2%

**+12.6%**



## Non-life insurance

FY: 149.5 (137.2)  
Q4: 28.1 (26.7) | +5.2%

**+9.0%**

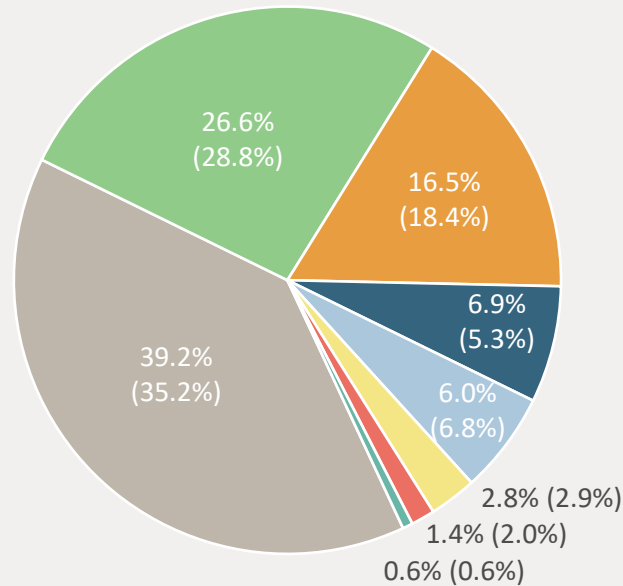


## Real estate brokerage

FY: 62.8 (39.5)  
Q4: 23.1 (13.5) | +71.1%

**+59.0%**

Revenue breakdown:



## Health insurance

FY: 54.4 (50.6)  
Q4: 13.6 (13.5) | +0.7%

**+7.5%**



## Loans and mortgages\*

FY: 25.0 (21.8)  
Q4: 9.1 (8.2) | +11.0%

**+14.7%**



## Interest income

FY: 12.7 (15.2)  
Q4: 3.1 (3.5) | -11.4%

**-16.4%**



## Other commissions and fees

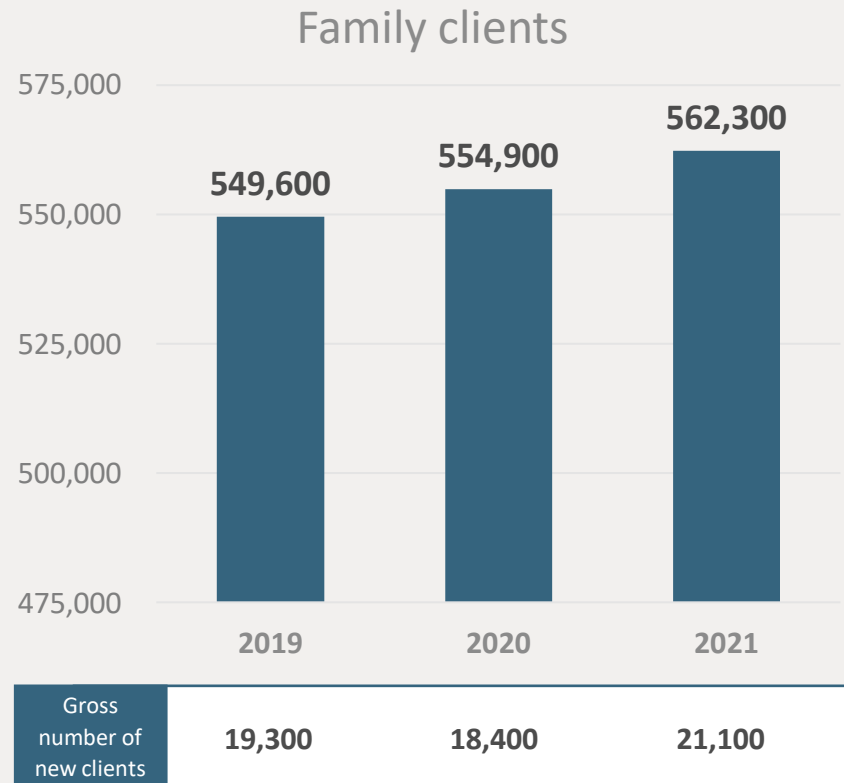
FY: 5.2 (4.6)  
Q4: 1.8 (1.6) | +12.5%

**+13.0%**

Previous year's values in brackets

\*Excluding MLP Hyp

# Growth in family, corporate and institutional clients



Each as of December 31

# FY 2021: EBIT significantly increased

## Income statement

In € million

	Q4 2020	Q4 2021	Change in percent	2020	2021	Change in percent
Total revenue	242.0	302.3	+24.9	767.3	934.5	+21.8
EBIT	32.6	49.5	+51.8	59.4	96.8	+63.0
Finance cost	-1.2	-0.9	+25.0	-3.0	-3.6	-20.0
EBT	31.4	48.6	+54.8	56.3	93.3	+65.7
Taxes	-6.5	-17.0	-161.5	-13.1	-30.4	-132.1
Net profit	24.9	31.6	+26.9	43.2	62.8	+45.4
EPS in € (basic/diluted)	0.23	0.29	+26.1	0.40	0.57	+42.5

# Return on equity increased

In € million

Assets	Dec. 31, 2020	Dec. 31, 2021
Intangible assets	178.9	226.8
Financial assets	197.6	195.2
Receivables from clients in the banking business	880.6	961.4
Receivables from financial institutions in the banking business	751.5	478.3
Other receivables and assets	199.8	261.9
Cash and cash equivalents	859.0	1,377.8
<b>Liabilities and shareholders' equity</b>		
Shareholders' equity	454.0	496.2
Provisions	115.8	137.0
Liabilities due to clients in the banking business	2,271.9	2,516.1
Liabilities due to banks in the banking business	107.5	129.3
Other liabilities	265.7	370.3
<b>Total</b>	<b>3,235.0</b>	<b>3,693.4</b>

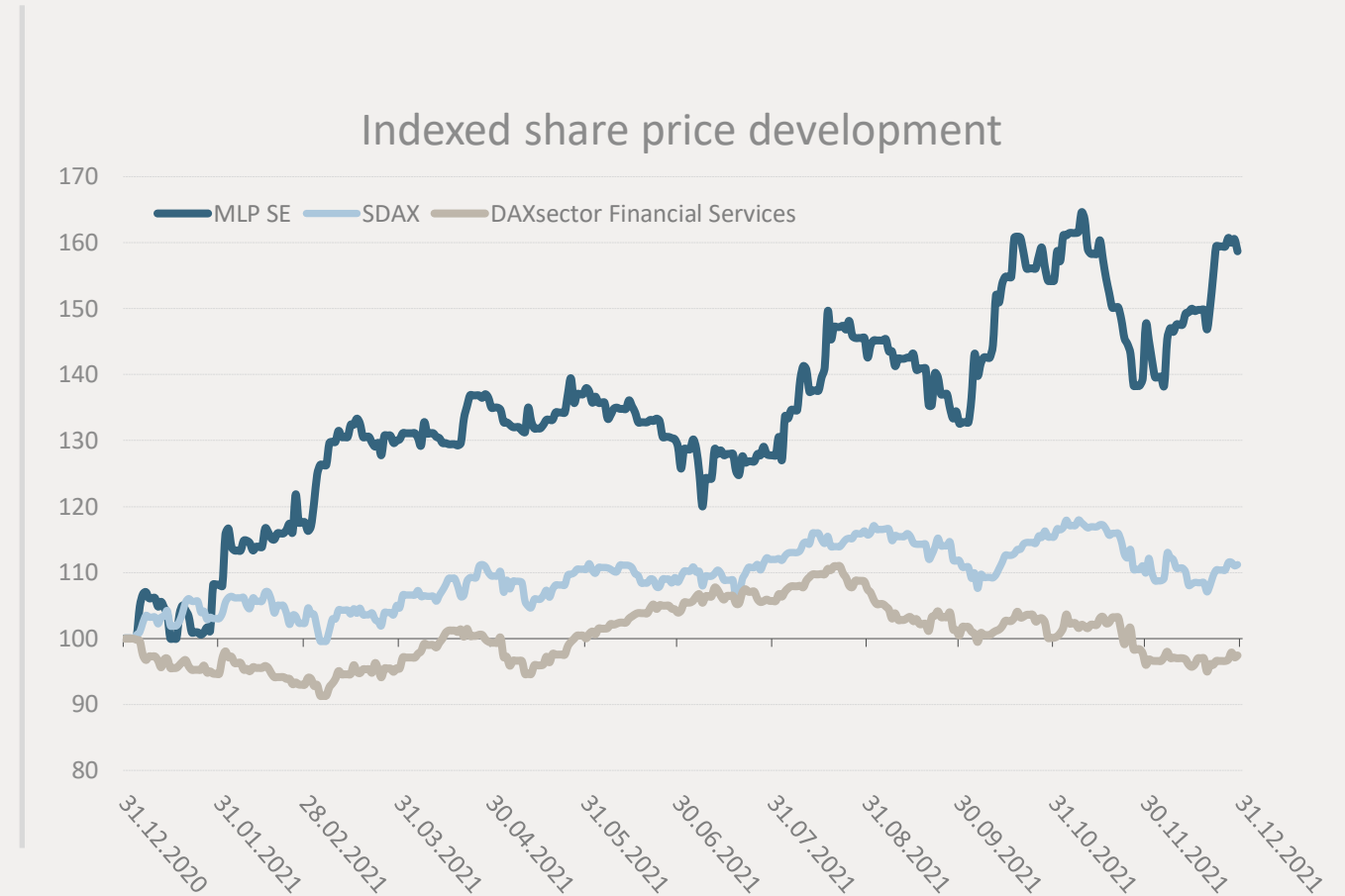
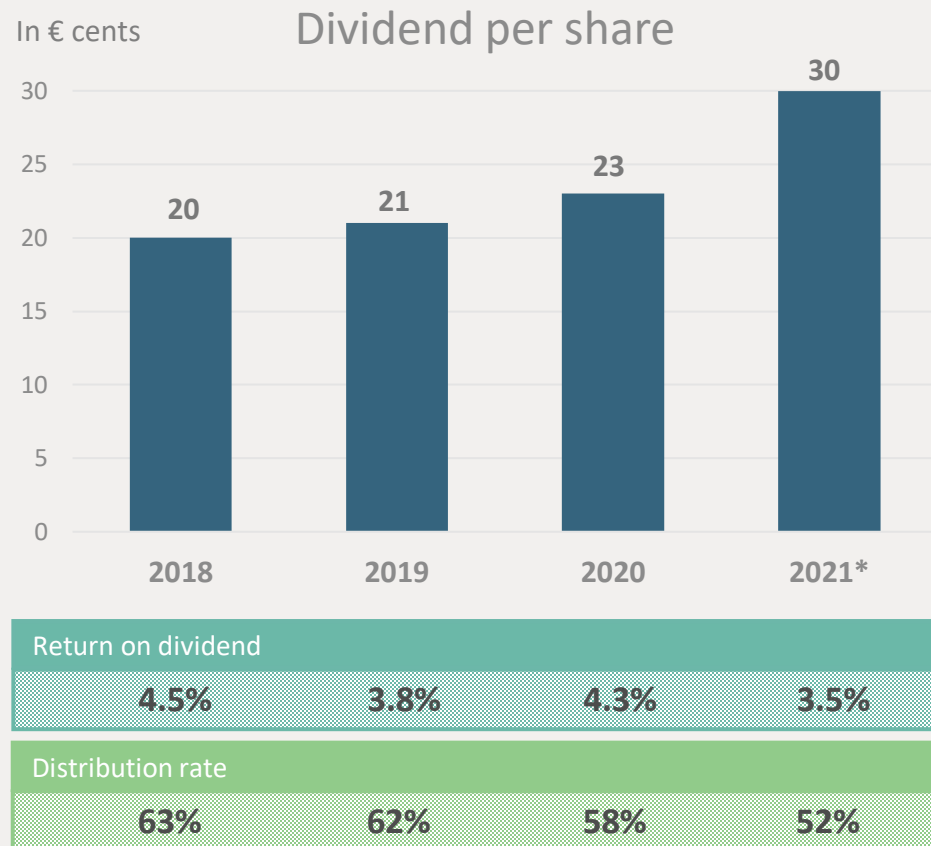
Equity ratio: 13.4%

Return on equity: 13.8%

Core capital ratio: 17.9%

Net liquidity: € 209 million

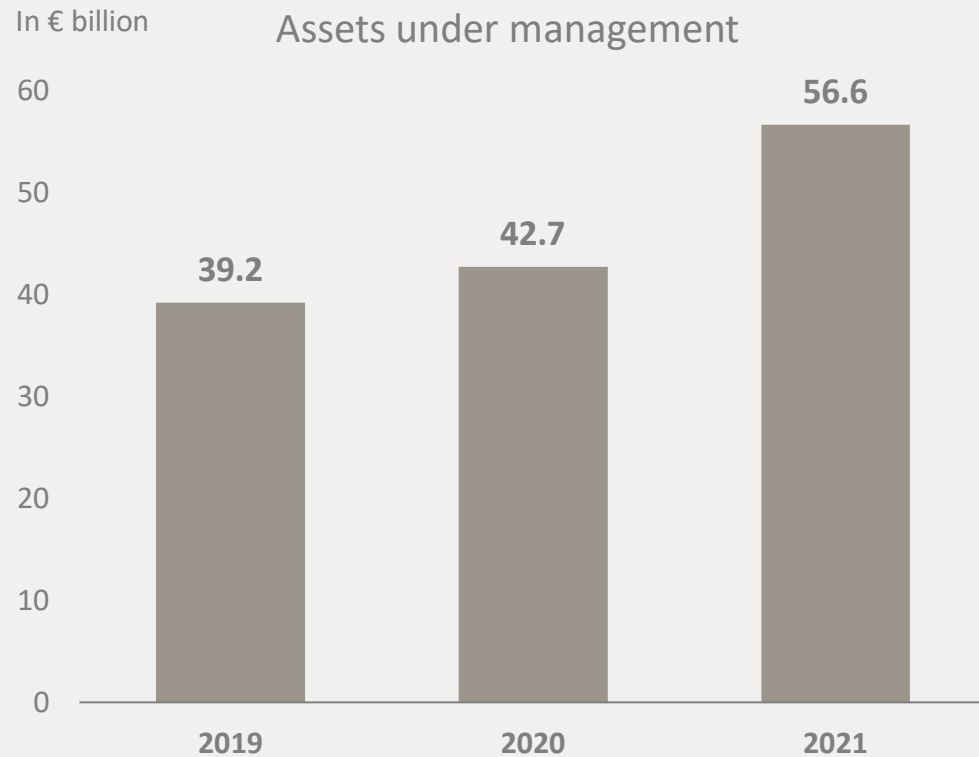
# Executive Board proposes dividend of 30 cents per share



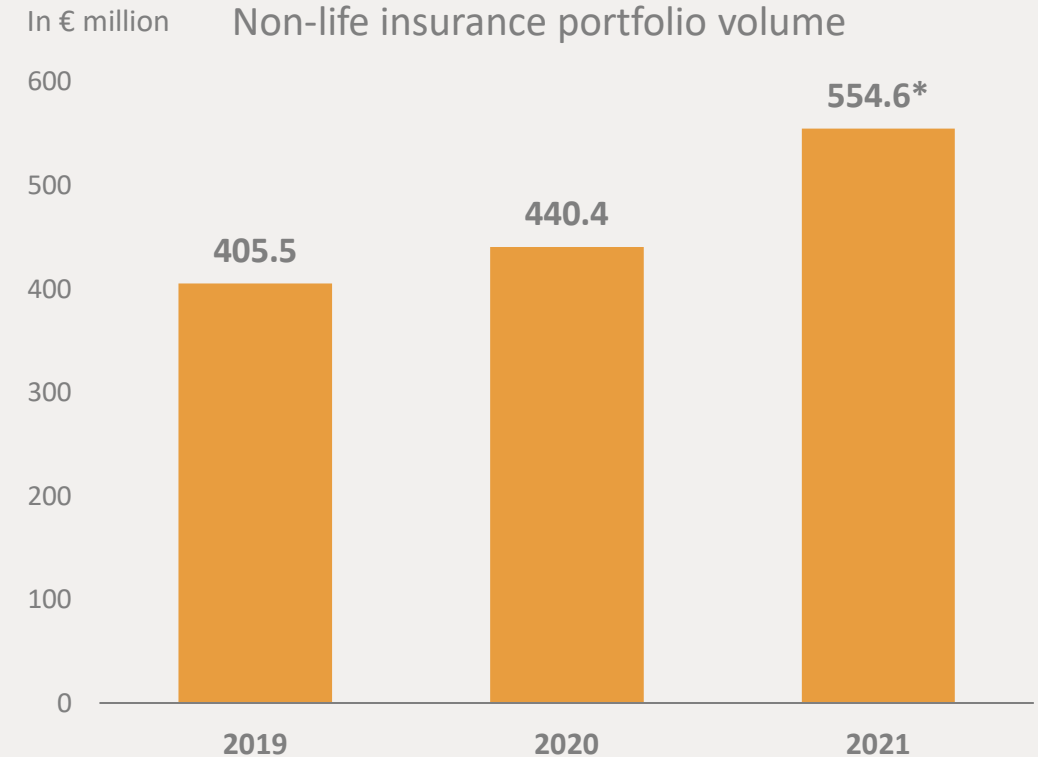
\*Subject to approval by the Supervisory Board and Annual General Meeting.  
Metzler MicroCap Days 2022, March 6, 2022



# Further increases of key figures in the MLP Group



Each as of December 31



\* Incl. first-time consolidation of RVM Group as of April 1

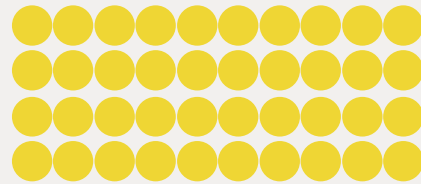
# Industrial Broker segment established – further expansion

## Highly fragmented market\*

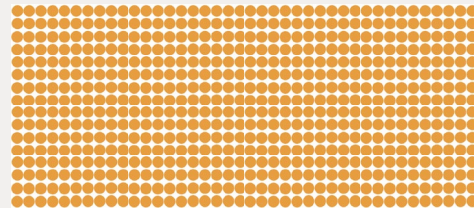
approx. 10 companies  
generating revenue  
> € 30 million



approx. 40 companies  
generating revenue of  
€ 10 - 30 million



approx. 900 companies  
generating revenue of  
€ 1 - 10 million



Focus MLP

## MLP's buy and build strategy

RVM Group as a  
key market member

RVM / MLP: Tapping  
common potential

Acquisition of further  
brokers from the industrial  
insurance segment

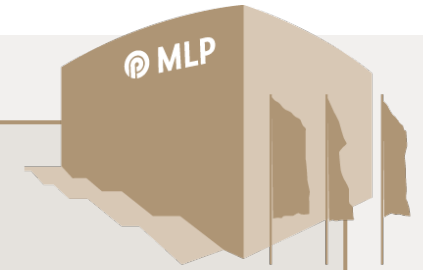
Synergies within the new segment and within the MLP  
ecosystem

04/22 Latest acquisition: Dr. Schmitt GmbH Würzburg-Versicherungsmakler / DSV

Segment sales revenue reaching € 30 million

\*MLP's own estimate

# Further training now also offered to external participants: MLP School of Financial Education



- The MLP Corporate University has been offering top level training and further education for more than 20 years – **The MLP School of Financial Education** now also offers training programmes for external participants
- These courses focus on financial education and have a modular portfolio (virtual events or face-to-face training)

## For experts from the financial services sector\*:

- Certified Financial Planner CFP®
- Real estate brokerage: theory and practice



## For entrepreneurs\*:

- The entrepreneur as a manager
- Behavioural Finance

## For physicians\*:

- The medical manager
- Behavioural Finance



## For companies\*:

- Financial education for employees
- Career essentials for young professionals

\*Selected offers

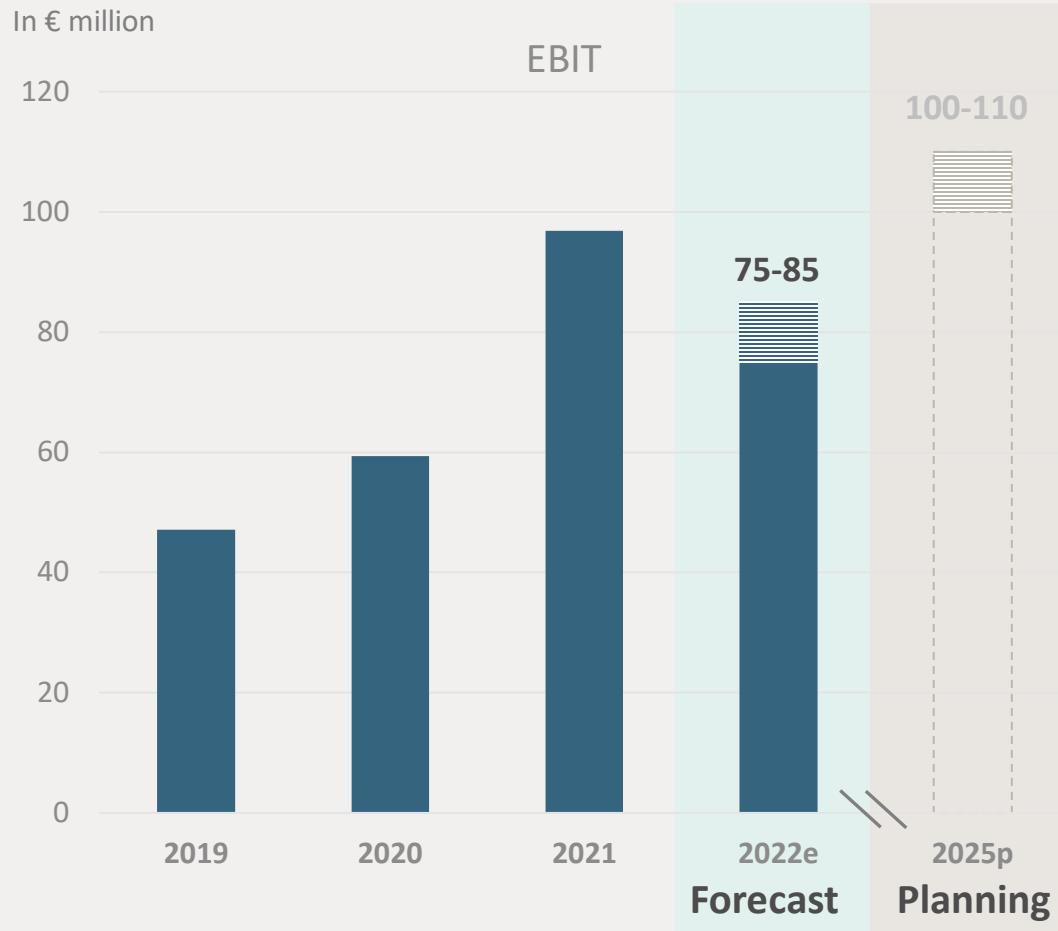
# Agenda

**01** MLP at a glance

**02** Business performance

**03** Outlook

# Forecast 2022 – EBIT benefits from successfully implemented growth drivers



## EBIT 2022 expected to reach € 75 to 85 million



### Strong investment phase completed in 2021

- Break-even in the young segment
- Optimised cost structure



### EBIT 2020 and 2021

- Strong contribution from performance-based compensation\*
- The decline in these in 2022 is to be largely compensated for by further growth in new business and increasing recurring revenues in other consulting fields



Real estate business gaining ground /  
contribution from industrial segment

\*Sales revenue effect 2020: € 35.5 million, 2021: € 66.9 million

# Forecast 2022 – Diversified revenue growth

Qualitative assessment of revenue development



Wealth management | -



Real estate brokerage | ++



Old-age provision | +



Health insurance | 0



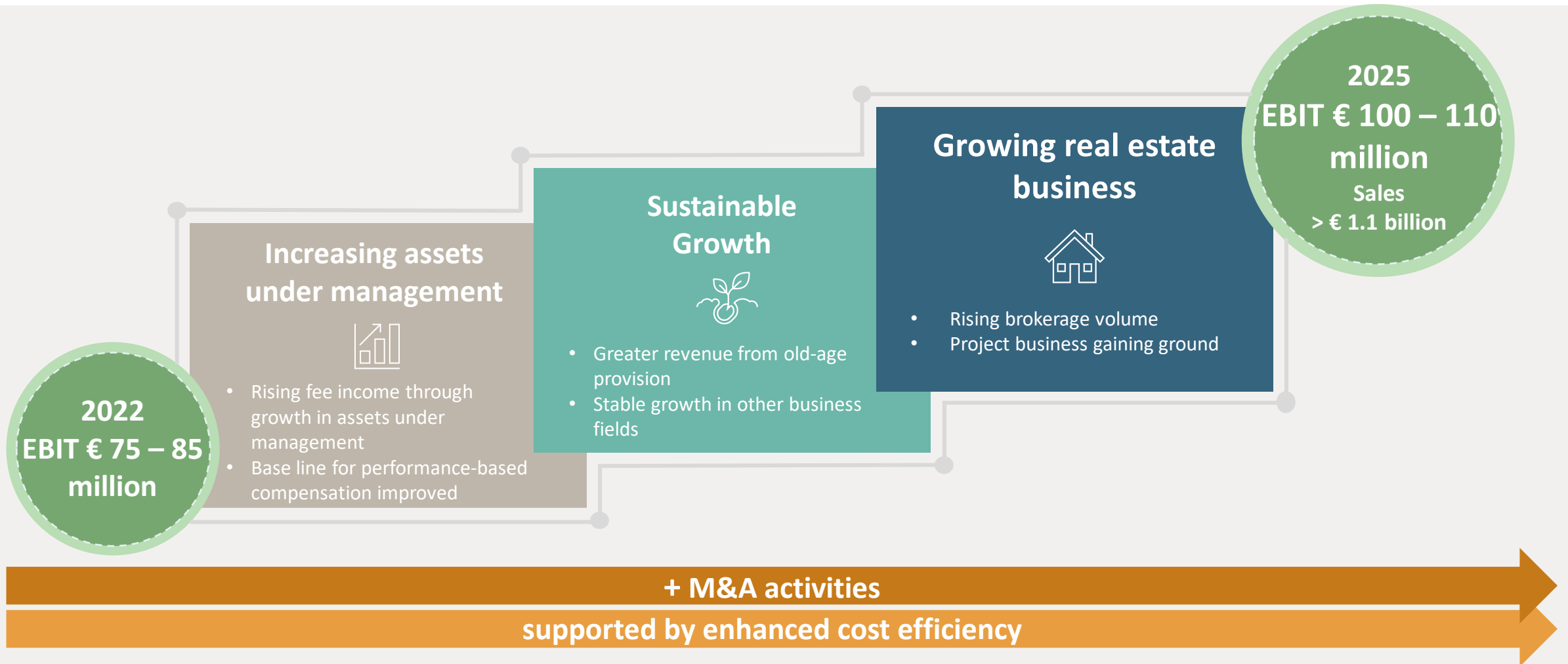
Non-life insurance | ++



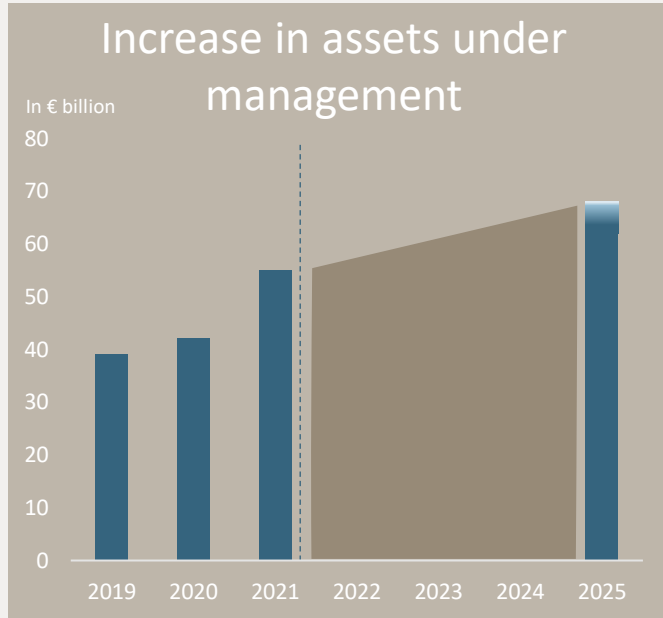
Loans and mortgages | +

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

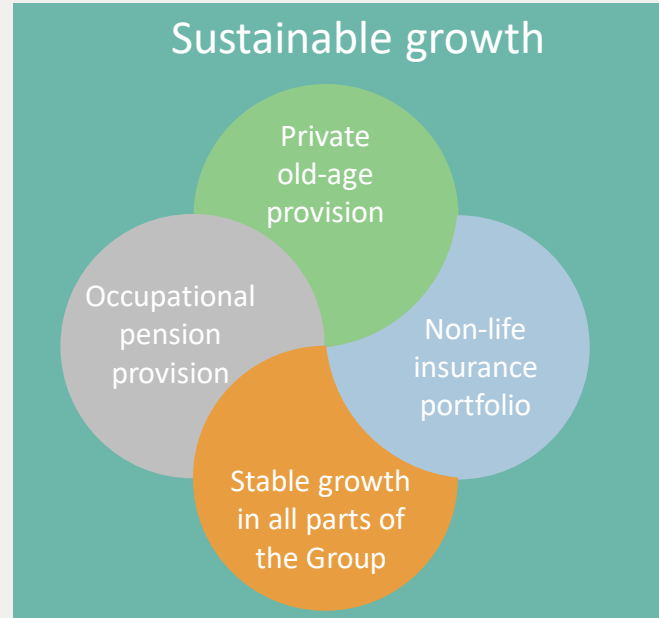
# Planning for 2025 – EBIT and sales revenue reaching the next level



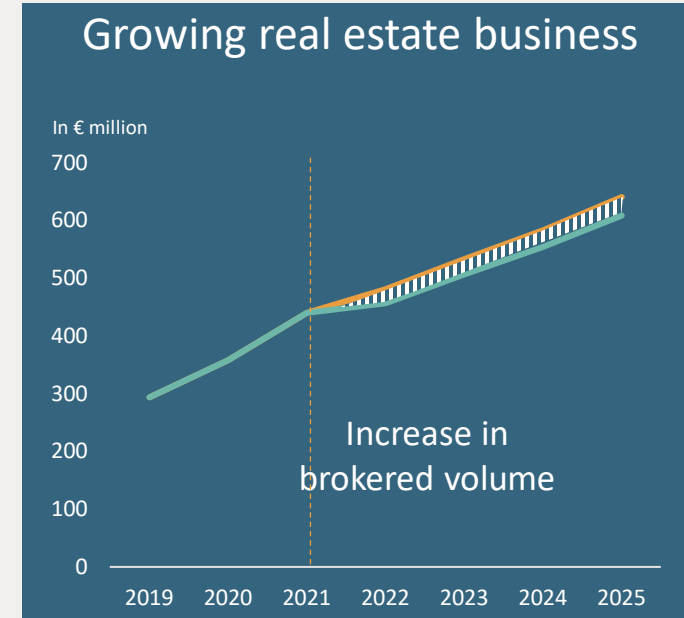
# Success factors for growth to next EBIT level in 2025



- Constant growth in assets under management to € 62 to 68 billion, leading to greater fee income
- Contribution of institutional and private clients



- Young segment broke even in 2021 / further growth in old-age provision thanks to seasoned consultants
- Ongoing recovery in occupational pension provision
- Constant growth of the non-life insurance portfolio volume
- Sustainable growth in all parts of the Group



- Brokered real estate volume rising to € 600 to 640 million
- Established project business with increasing earnings contribution



# Summary

- A wide range of challenges overcome, while seizing opportunities in markets – **2021** again represents an exceptional and **particularly successful year** for MLP
- **MLP Group** now stronger and more diversified than ever before, at the same time additional growth potential created – **Forecast for 2022 and Planning for 2025** underpin this
- Confident start to the year despite increased risks in the markets – focus already on the **next period of growth**: planned EBIT of € 100 to 110 million in 2025

# Thanks for your attention!

If you have any questions, please do not hesitate to contact us.

## Financial calendar 2022

March 28, 2022

Publication of the annual financial year 2021

May 12, 2022

Publication of the financial results for the first quarter 2022

June 2, 2022

Annual General Meeting of MLP SE

August 11, 2022

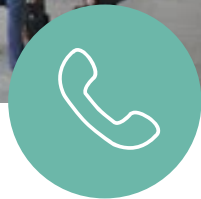
Publication of the financial results for the first half-year and second quarter 2022

November 10, 2022

Publication of the financial results for the first nine months and the third quarter 2022



Alte Heerstraße 40  
69168 Wiesloch



06222 • 308 • 8320



[investorrelations@mlp.com](mailto:investorrelations@mlp.com)



[mlp-se.com](http://mlp-se.com)

