

Financial results H1/Q2 2018

Reinhard Loose, CFO

Wiesloch – August 9, 2018

Agenda

- Highlights H1/Q2 2018
- Key financial figures H1/Q2 2018
- Consultants and clients
- Summary and outlook
- Questions and answers

Highlights H1/Q2 2018

- **H1: Total revenue** rose to € 310.6 million; net profit of € 9.8 million at the high level of the previous year (€ 10.5 million)
- **Broad-based growth** across virtually all consulting fields
- **Q2:** Slight growth in old-age provision, total revenue up 4 percent, decline in terms of earnings accepted due to various effects
- **Outlook confirmed: EBIT** set to remain **at the 2017 operating EBIT level** (€ 46.7 million) – despite high investments in the future in the university segment

Agenda

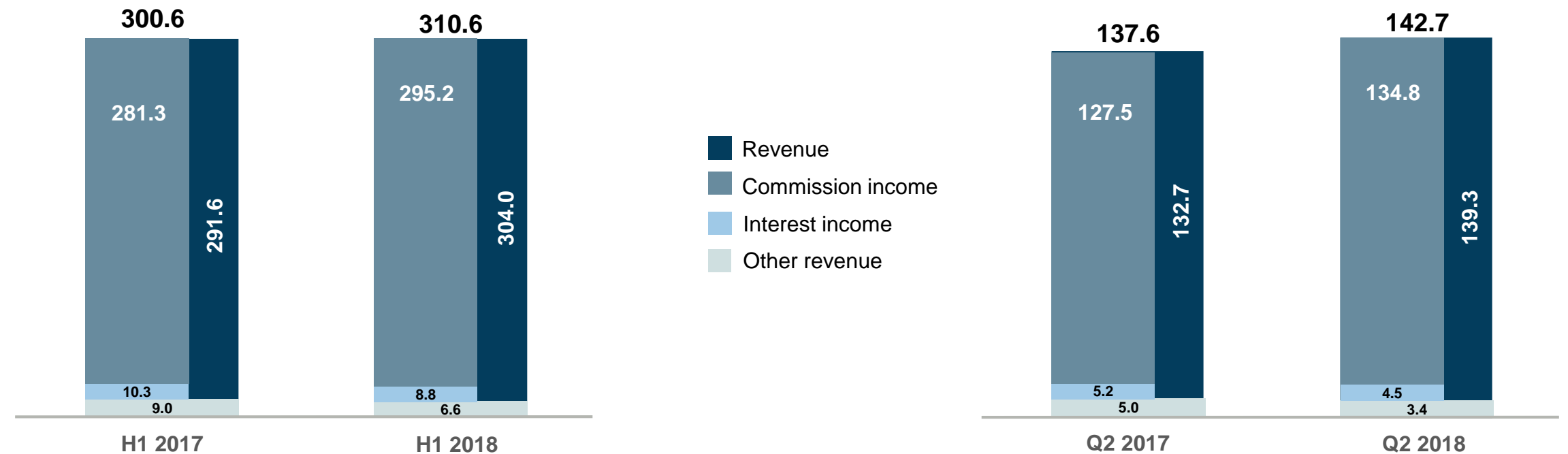
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H1: Total revenue up 3 percent over previous year

Total revenue H1

Total revenue Q2

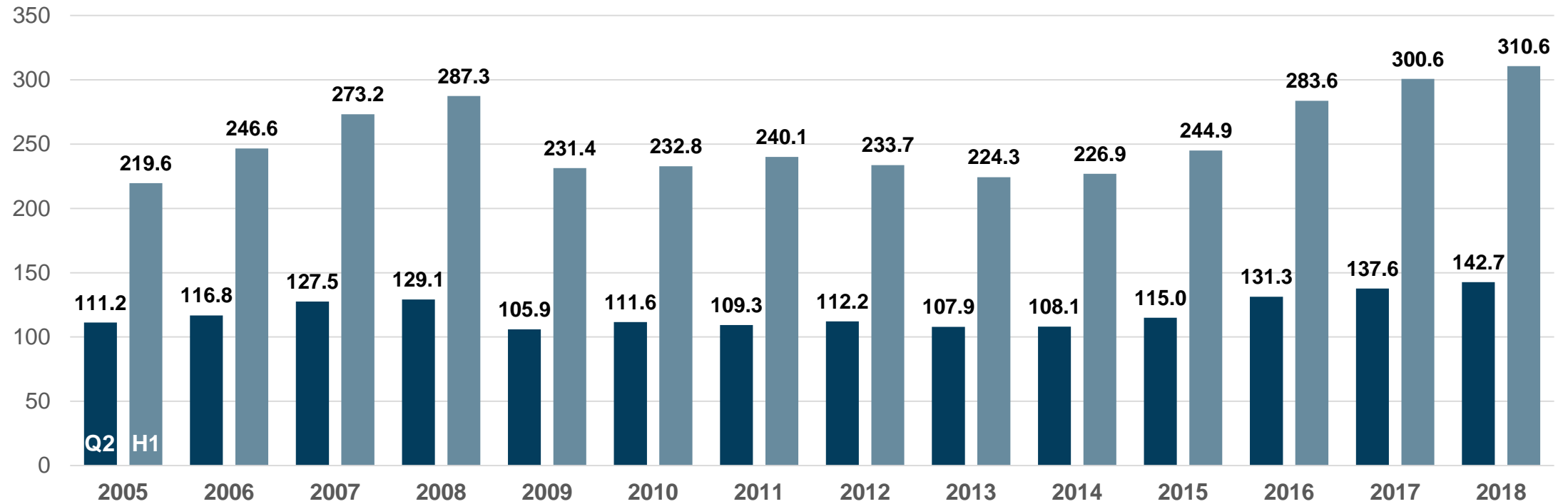
In € million



H1: Total revenue constantly expanded

Total revenue Q2 and H1

In € million



Growth across virtually all consulting fields

Revenue

In € million

	Q2 2017	Q2 2018	Δ in %	H1 2017	H1 2018	Δ in %
Old-age provision	42.0	42.5	1.2	77.2	76.2	-1.3
Wealth management	46.4	50.0	7.8	92.1	97.5	5.9
Non-life insurance	19.4	21.1	8.8	72.3	77.3	6.9
Health insurance	10.9	11.5	5.5	22.7	23.2	2.2
Loans and mortgages*	3.9	3.7	-5.1	7.7	8.9	15.6
Real estate brokerage**	4.0	5.2	30.0	7.4	10.1	36.5
Other commission and fees	1.0	0.8	-20.0	2.0	2.0	0.0
Interest income	5.2	4.5	-13.5	10.3	8.8	-14.6

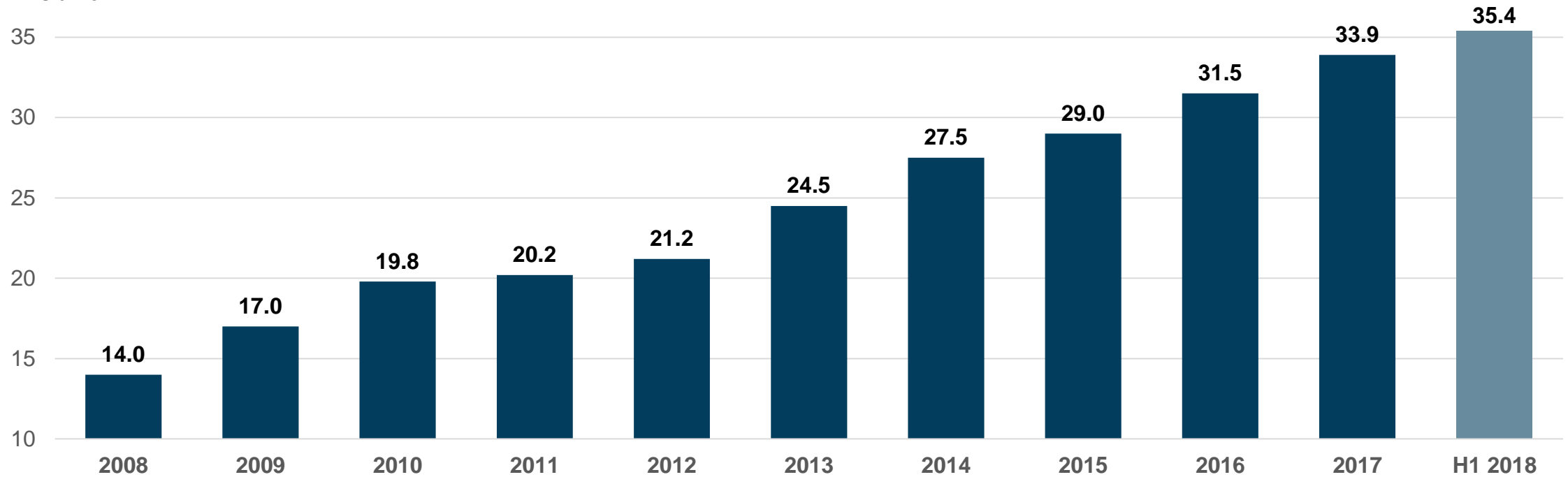
* Excluding MLP Hyp

** 2017 included in "Other commissions and fees"

Assets under Management reach record level

AuM MLP Group

In € billion

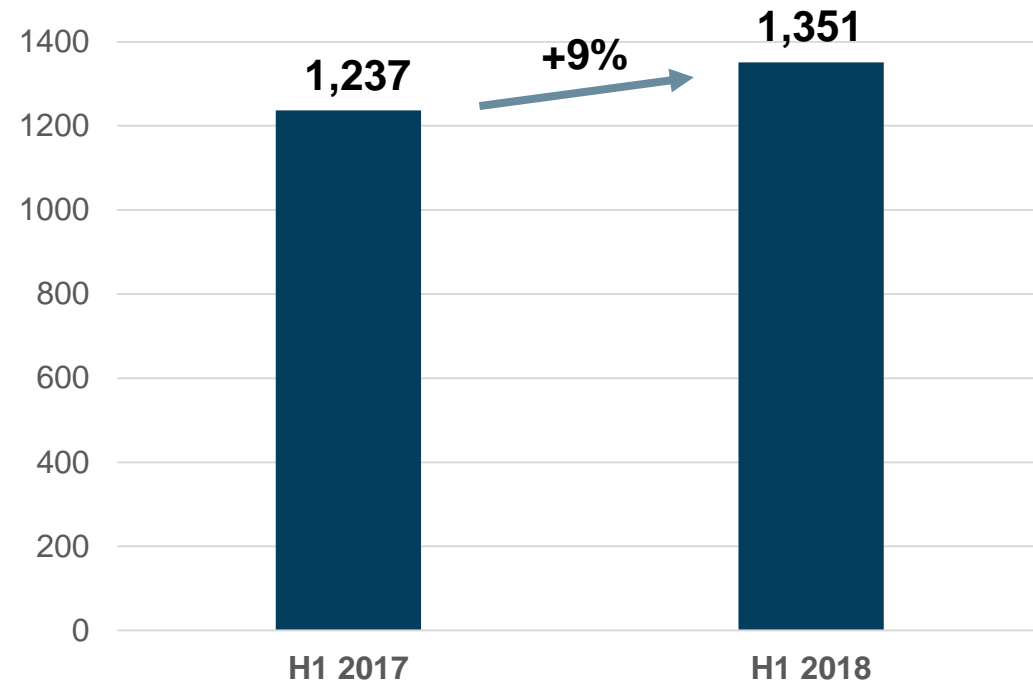


In each case as of December, 31, except H1 2018

Successful new business in old-age provision

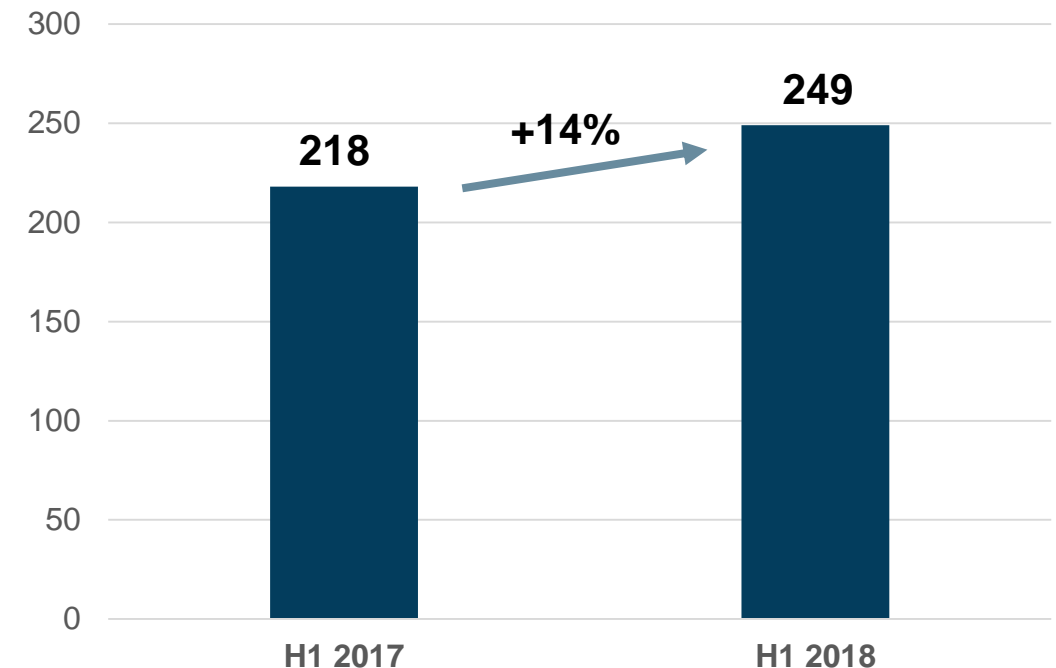
Premium sum new business old-age provision

In € million



Premium sum new business occupational pension provision

In € million

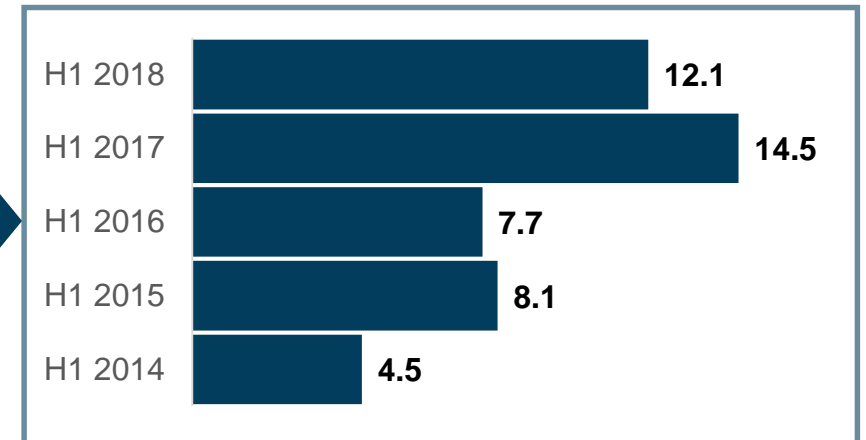


H1: EBIT at 12.1 Mio. €

Income Statement

In € million

	Q2 2017	Q2 2018	H1 2017	H1 2018
Total revenue	137.6	142.7	300.6	310.6
Operating EBIT*	2.7	-1.0	15.9	12.1
EBIT	2.1	-1.0	14.5	12.1
Finance cost	-0.1	0.0	-0.6	-0.4
EBT	1.9	-0.9	13.9	11.7
Taxes	0.0	1.4	-3.4	-1.9
Net profit	2.0	0.5	10.5	9.8
EPS in € (diluted/basic)	0.02	0.00	0.10	0.09



*before one-off expenses

Stable balance sheet

In € million

<u>Assets</u>	Dec 31, 2017	June 30, 2018
Intangible assets	161.8	158.7
Financial assets	158.5	149.9
Receivables from clients in the banking business	702.0	722.4
Receivables from banks in the banking business	634.2	676.6
Other receivables and assets	125.7	137.8
Cash and cash equivalents	301.0	331.6
<u>Liabilities and shareholders' equity</u>		
Shareholders' equity	404.9	400.0
Provisions	88.7	79.5
Liabilities due to clients in the banking business	1,439.8	1,554.8
Liabilities due to banks in the banking business	61.4	73.4
Other liabilities	154.9	138.5
Total	2,169.5	2,260.1

Equity ratio: 17.7 %

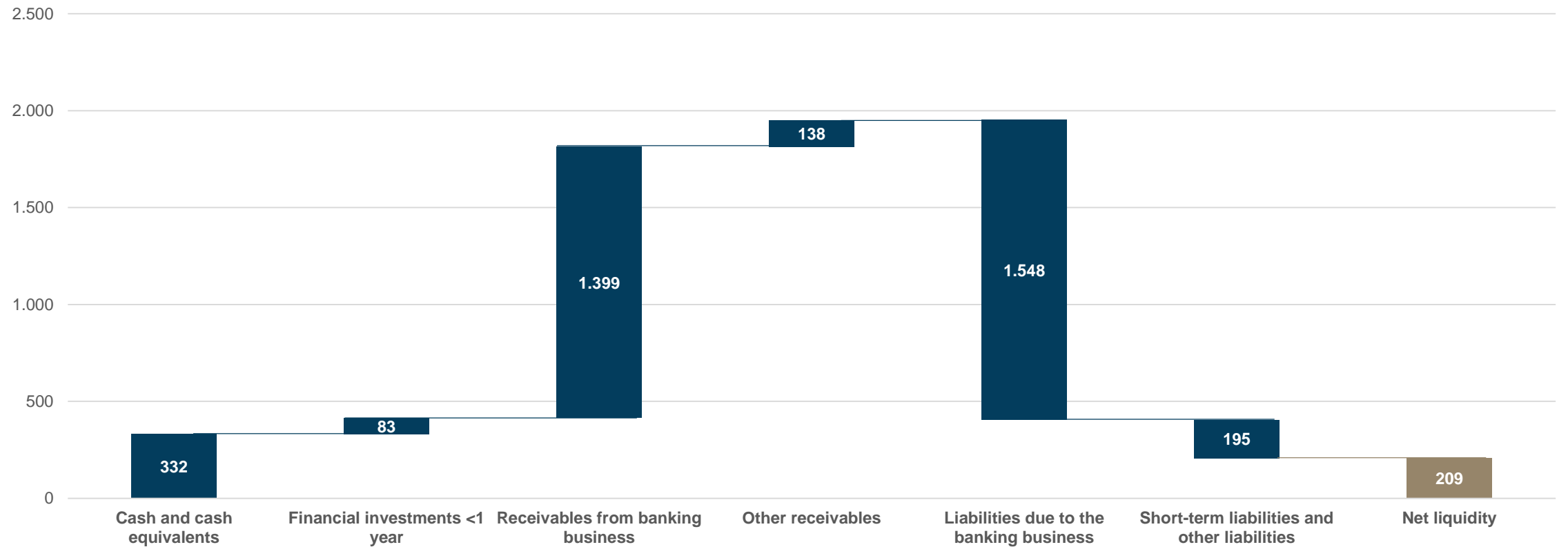
Core capital ratio: 17.4 %

Eligible own funds: € 266 million

Net liquidity of around € 209 million

As of June 30, 2018

In € million

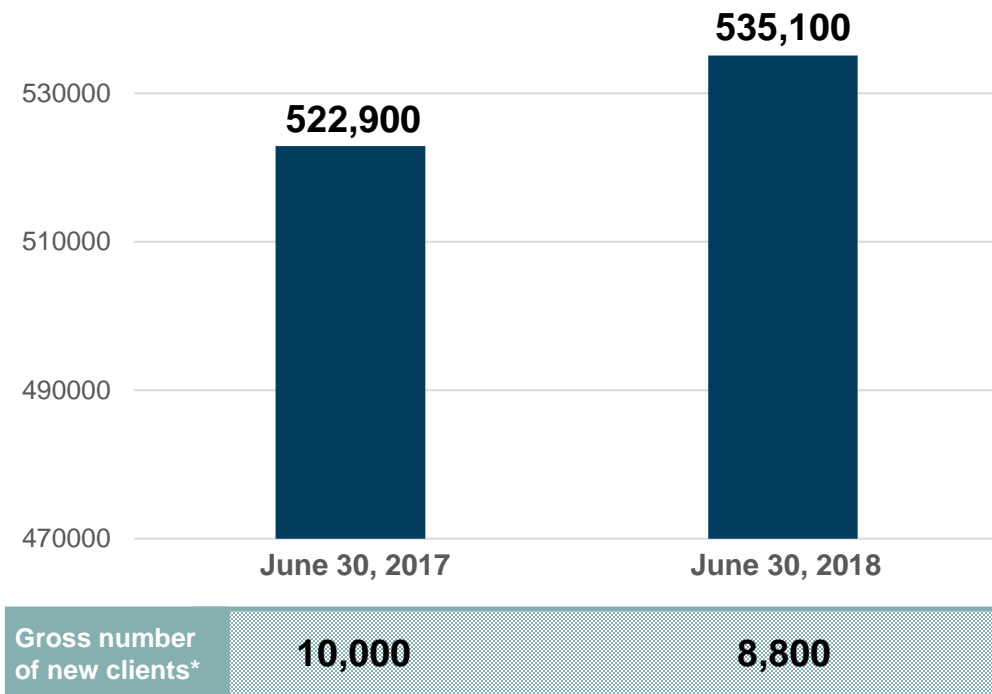


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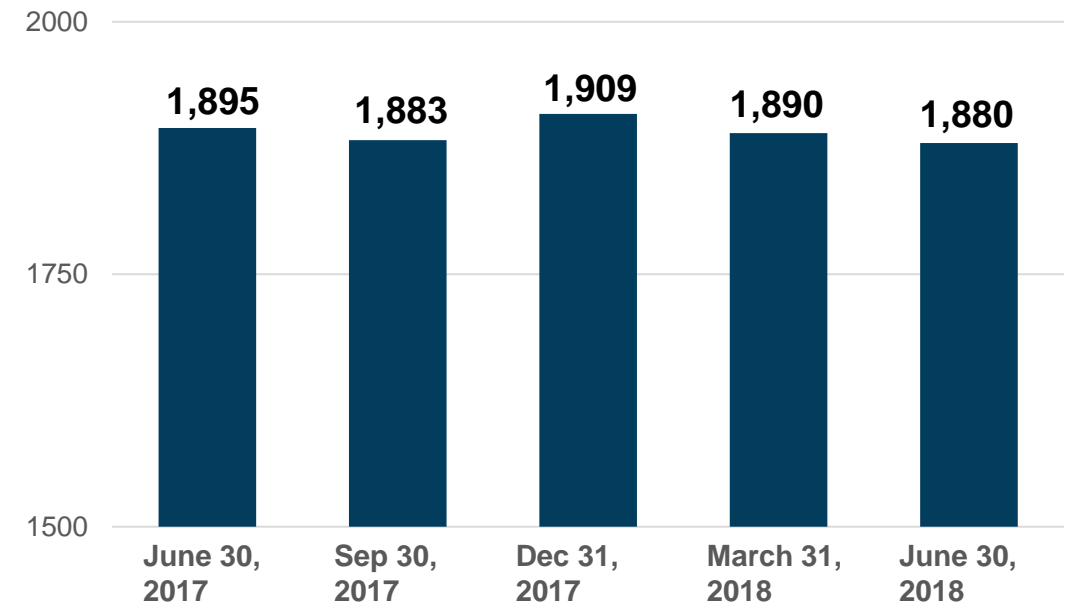
Number of family clients increases to 535,100

Family clients



*Total of H1

Client consultants



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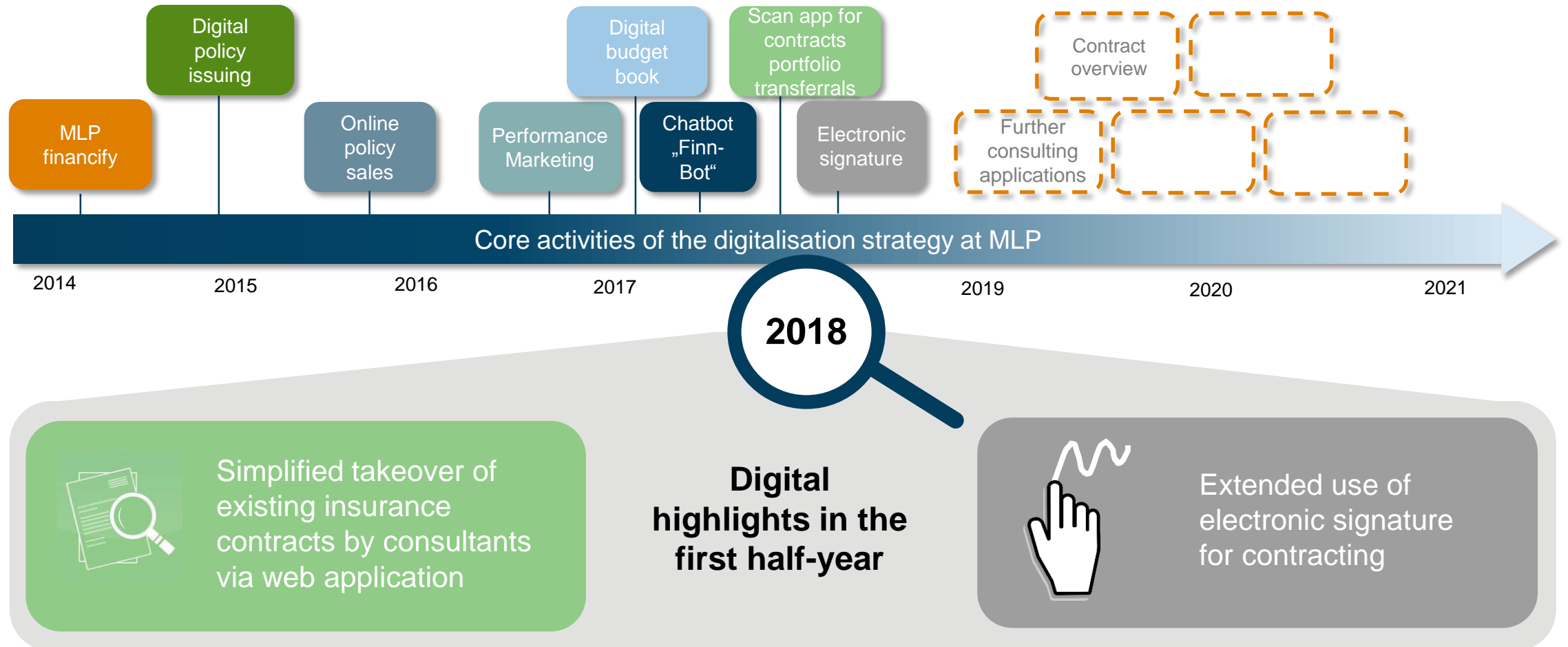
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Strategic agenda 2018

Strategic focus	1 Organic growth	2 Inorganic growth	3 Continued cost management
Implementation	<ul style="list-style-type: none"> • Strengthening of the university segment in the private client business: through focus on recruiting young consultants and acquiring clients • Further broadening of revenue basis: primarily through further expansion of wealth management and non-life insurance business • Accelerated implementation of digitalisation strategy: in particular extension of digital information and service offers 	<p>The MLP group continues to target acquisitions and is open for opportunities in three areas:</p> <ul style="list-style-type: none"> • in the FERI market segment • in the DOMCURA market segment • in MLP's private client business 	<ul style="list-style-type: none"> • Structural reduction of the cost base continued in 2017 – ongoing efficiency management • Simultaneous investment in future projects
<p>Making MLP less susceptible to short-term market influences and building on profit level already achieved</p>			

Accelerated implementation of digitalisation strategy

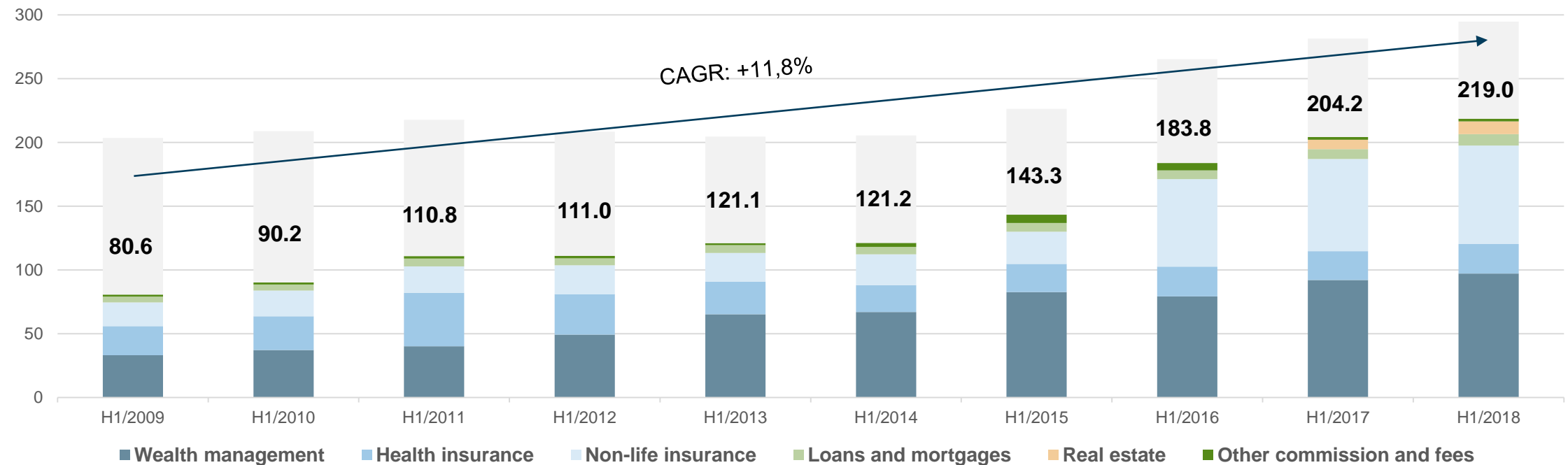
Complement to face-to-face consulting



Broadening of the revenue base successfully continued

Commission income in the first half-year (all fields, excluding old-age provision)

In € million



Strategic agenda 2018

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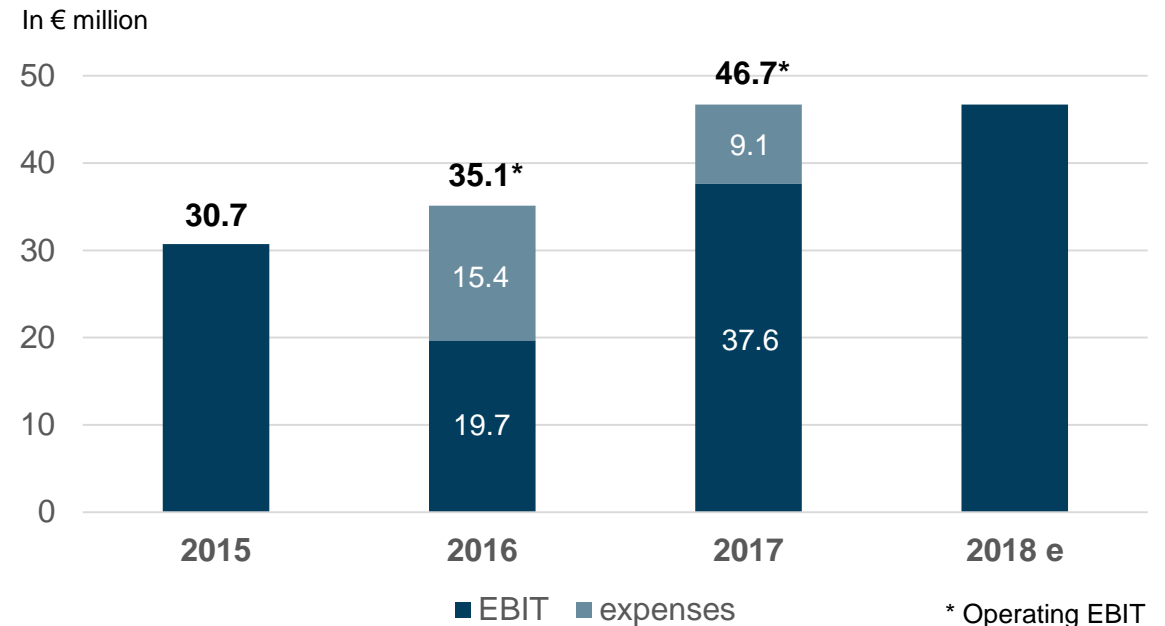
Outlook for the financial year 2018 confirmed

Qualitative assessment of revenue development

Revenue	2018
Old-age provision	+
Wealth management	0
Health insurance	0
Non-life insurance	+
Loans and mortgages	0
Real estate brokerage	++

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

Earnings trend



MLP is anticipating EBIT in 2018 to remain at around the level of operating EBIT recorded in 2017 – as there are no one-off exceptional costs for 2018 EBIT will increase significantly

Summary

- MLP laid a solid foundation in the first six months
- Strategic initiatives are running as scheduled and showing further successes
- Decisive in the business model remains the second half of the year, especially the final quarter
- Outlook confirmed: Despite substantial investments in the future, MLP expects EBIT at the level of the previous year's operating EBIT of € 46.7 million

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Contact

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