



Business figures 9M/Q3 2023

Reinhard Loose
Chief Financial Officer of MLP SE

Wiesloch, November 9, 2023

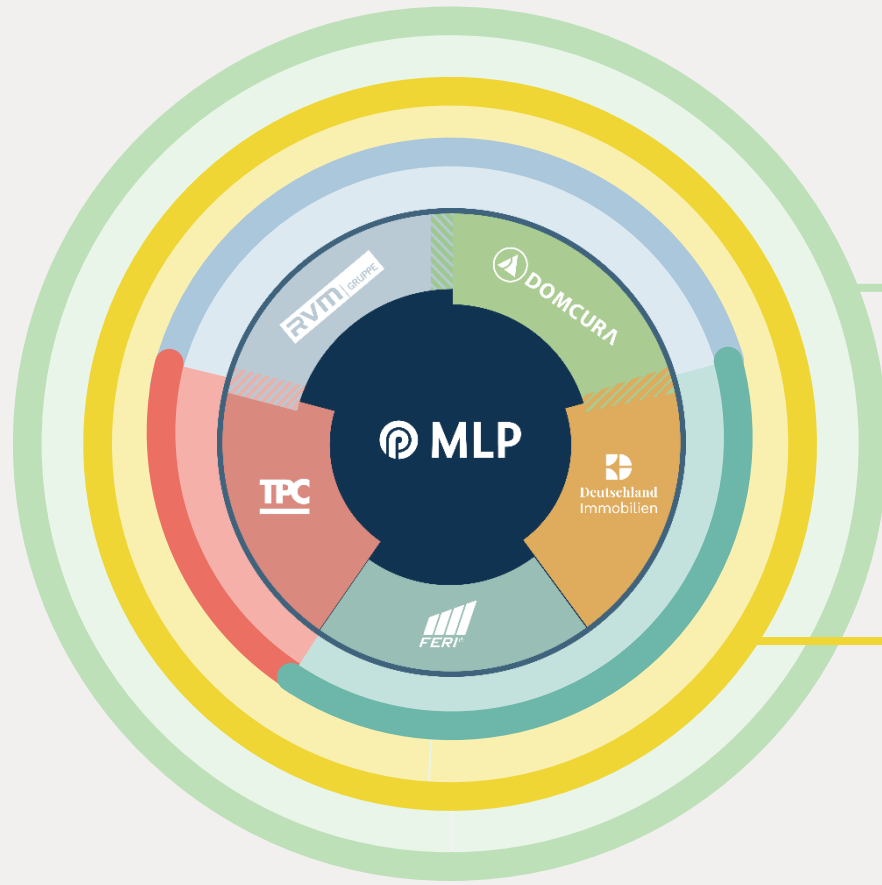


Finanzen verstehen. Richtig entscheiden.

Highlights 9M/Q3 2023

- **Total revenue sets a new record at € 684.6 million** – pronounced stability in the overall business thanks to the Group's broad and strategically interlinked positioning
- **Successful operational development** continued, interest rate business remains very strong
- Despite challenging framework conditions and ongoing investments, **earnings before interest and taxes (EBIT) at € 45.2 million** (9M 2022: € 52.2 million)
- **Forecast for 2023 confirmed:** EBIT of € 75 to 85 million despite difficult environment
- **Mid-term planning to the end of 2025 reaffirmed:** EBIT of € 100 to 110 million with sales revenue of more than € 1.1 billion

MLP Group: Enhanced value creation and consistent digitalisation



Greater depth of value added in the Group

- Mutual support through brand and know-how transfer in the Group
- Economies of scale and expanded client base
- Direct support for consulting processes by specialists
- Sales revenue synergies through interaction of the companies with their core competencies and client bases

Consistent digitalisation

- Further digitalisation of work processes and targeted use of tools
- Examination and use of artificial intelligence in all parts of the Group
- New business areas with a digital focus, such as
 - Platform for employee benefits (":pxtra")
 - New direct client support ("MLP Choice")
 - Trading with crypto currencies via the MLP client portal¹

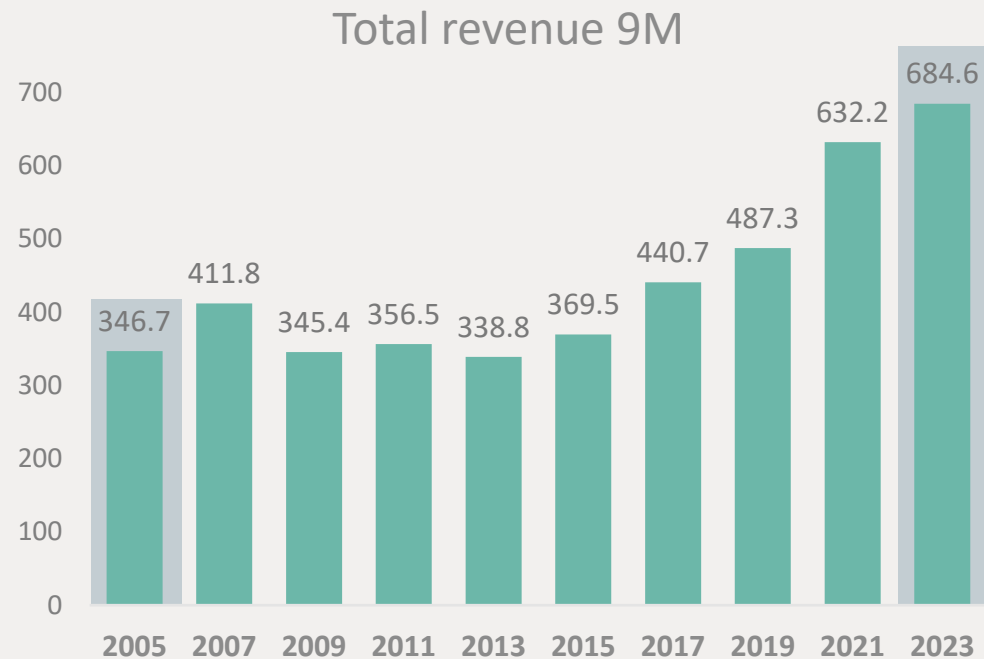
¹ execution only

Agenda

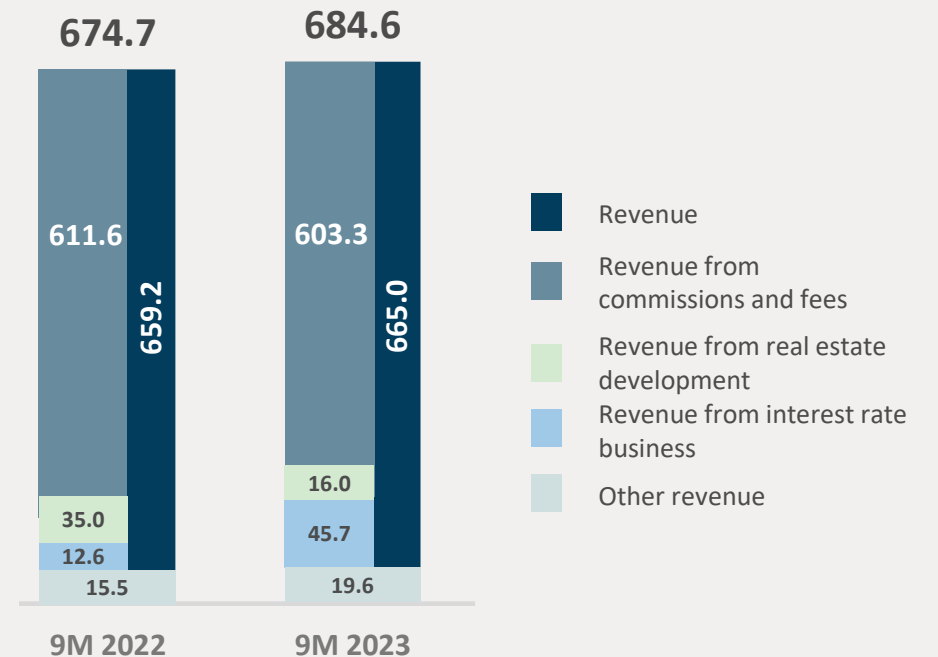
- **Business performance 9M/Q3 2023**
- Forecast 2023 and planning 2025
- Summary and questions

Total revenue hits new record level

in € million



Each as of September 30



Revenue growth in various consulting fields

Revenue in € million



Wealth management
 9M: 228.5 (240.1) | -5%
 Q3: 78.1 (78.6) | -1%



Non-life insurance
 9M: 161.8 (142.1) | +14%
 Q3: 34.0 (29.3) | +16%

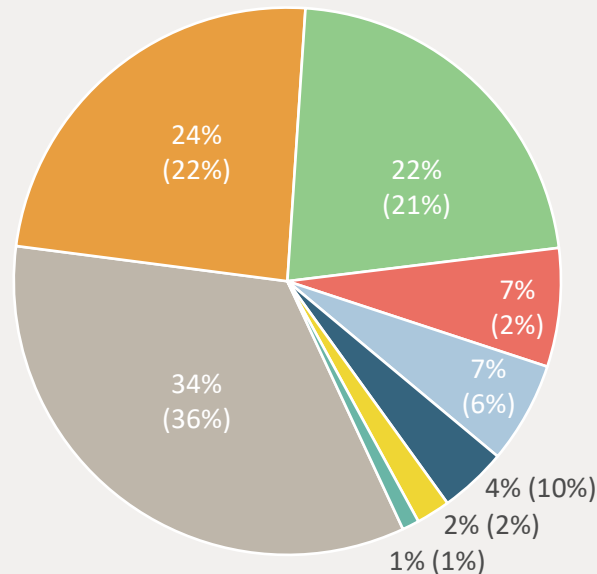


Old-age provision
 9M: 144.4 (136.3) | +6%
 Q3: 51.3 (49.9) | +3%



Interest income
 9M: 45.7 (12.6) | +264%
 Q3: 18.2 (5.1) | +260%

Revenue breakdown:



Health insurance
 9M: 44.8 (41.6) | +8%
 Q3: 15.3 (13.5) | +13%



Real estate brokerage and development*
 9M: 24.9 (66.0) | -62%
 Q3: 4.4 (15.5) | -72%



Loans and mortgages**
 9M: 10.3 (16.1) | -36%
 Q3: 3.3 (4.6) | -28%

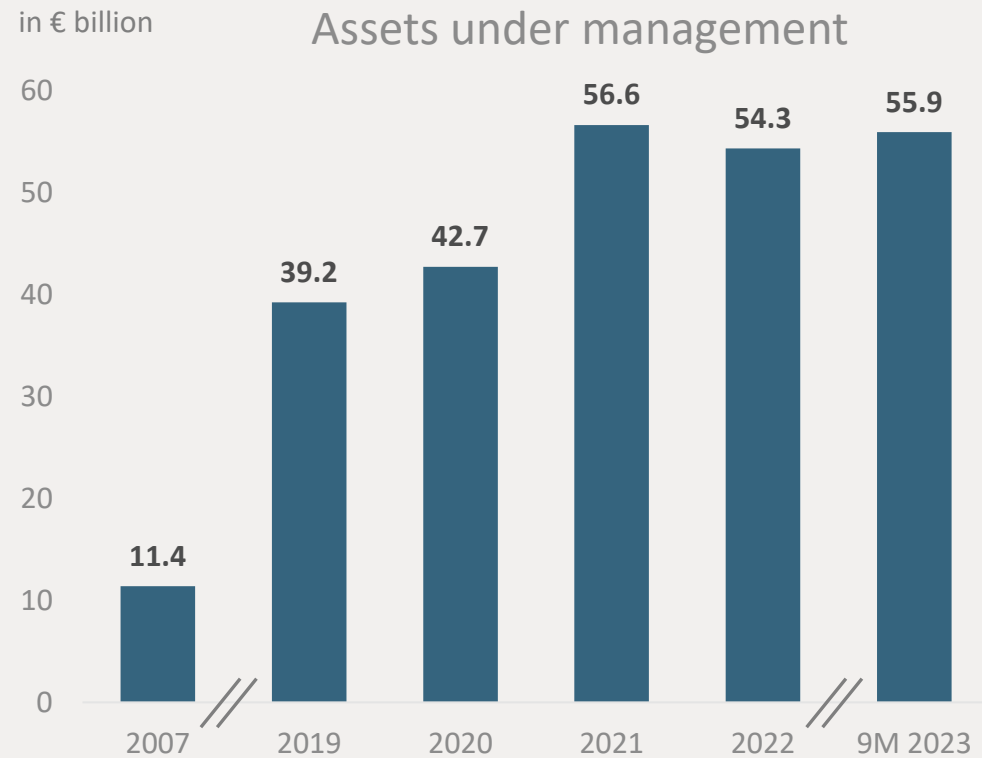


Other commissions and fees
 9M: 4.7 (4.6) | +2%
 Q3: 0.8 (1.1) | -28%

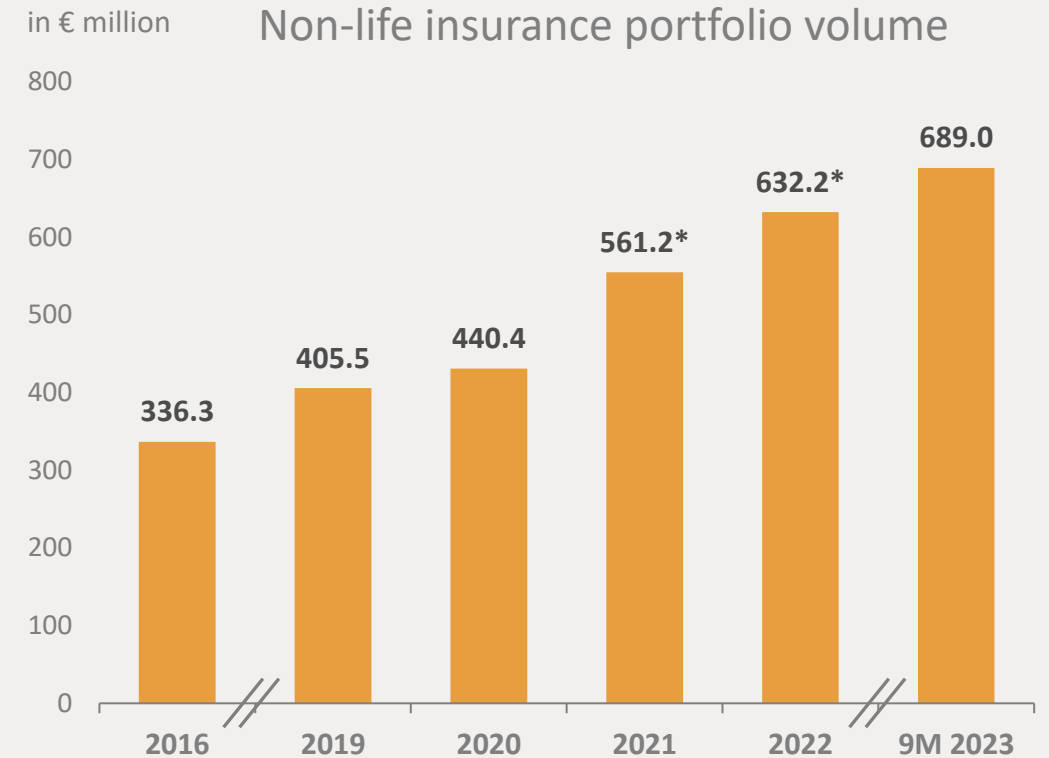
Previous year's values in brackets

* of which real estate development: 9M 2023: € 16.0 Mio. (9M 2022: € 35.0 Mio.) | **without MLP Hyp

An overview of key figures



Each as of December 31, 9M 2023 as of September 30



Each as of December 31, 9M 2023 as of September 30

*incl. first-time consolidation of the companies in the Industrial Broker segment; among them RVM Group as of April 1, 2021

9M: EBIT at € 45.2 million

Income statement

in € million

	Q3 2022	Q3 2023	Change in %	9M 2022	9M 2023	Change in %
Total revenue	202.1	209.7	+3.8	674.7	684.6	+1.5
EBIT	8.2	7.8	-4.6	52.2	45.2	-13.4
Finance cost	-0.7	0.6	+183.2	-2.0	-1.8	+11.6
EBT	7.5	8.3	+11.5	50.2	43.4	-13.5
Taxes	-3.6	-2.9	+18.4	-15.3	-14.4	+6.1
Net profit	3.9	5.4	+39.2	34.9	29.0	-16.8
EPS in € (diluted/basic)	0.04	0.06	+50.0	0.32	0.30	-6.3

Strong balance sheet structure

Statement of financial position

in € million

Assets	Dec. 31, 2022	Sep. 30, 2023
Intangible assets	234.5	230.7
Financial assets	243.6	180.9
Receivables from clients in the banking business	1,149.3	1,212.0
Receivables from banks in the banking business	753.2	782.1
Other receivables and assets	237.7	206.8
Cash and cash equivalents	961.2	958.6
Liabilities and shareholders' equity		
Shareholders' equity	525.5	521.8
Provisions	97.6	86.5
Liabilities due to clients in the banking business	2,633.5	2,675.9
Liabilities due to banks in the banking business	137.0	139.8
Other liabilities	353.1	312.6
Balance sheet total	3,784.6	3,776.1

Key figures as of September 30, 2023

MLP Group

Equity ratio: 13.8%

Return on equity*: 5.5%

Net liquidity: € 247.5 million

MLP Financial holding group

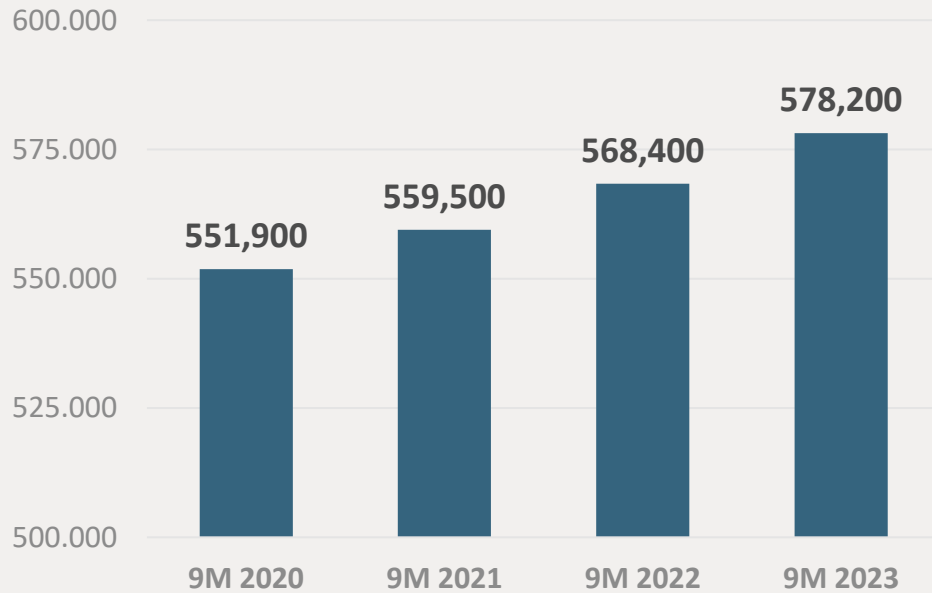
Core capital ratio: 20.0%

Liquidity Coverage Ratio (LCR): 1,618.0%

*not annualized

Development in the numbers of family, corporate and institutional clients

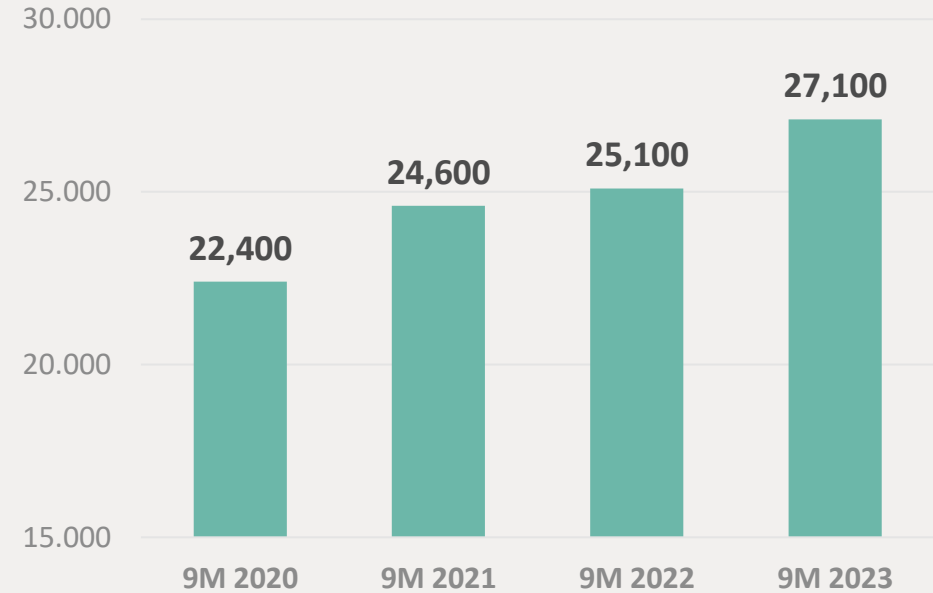
Family clients



New clients 9M gross

9M 2020	13,100	9M 2021	14,500	9M 2022	13,700	9M 2023	14,100
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Corporate and institutional clients



Agenda

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Forecast 2023


 Wealth management | 0

 Health insurance | +

 Old-age provision | +

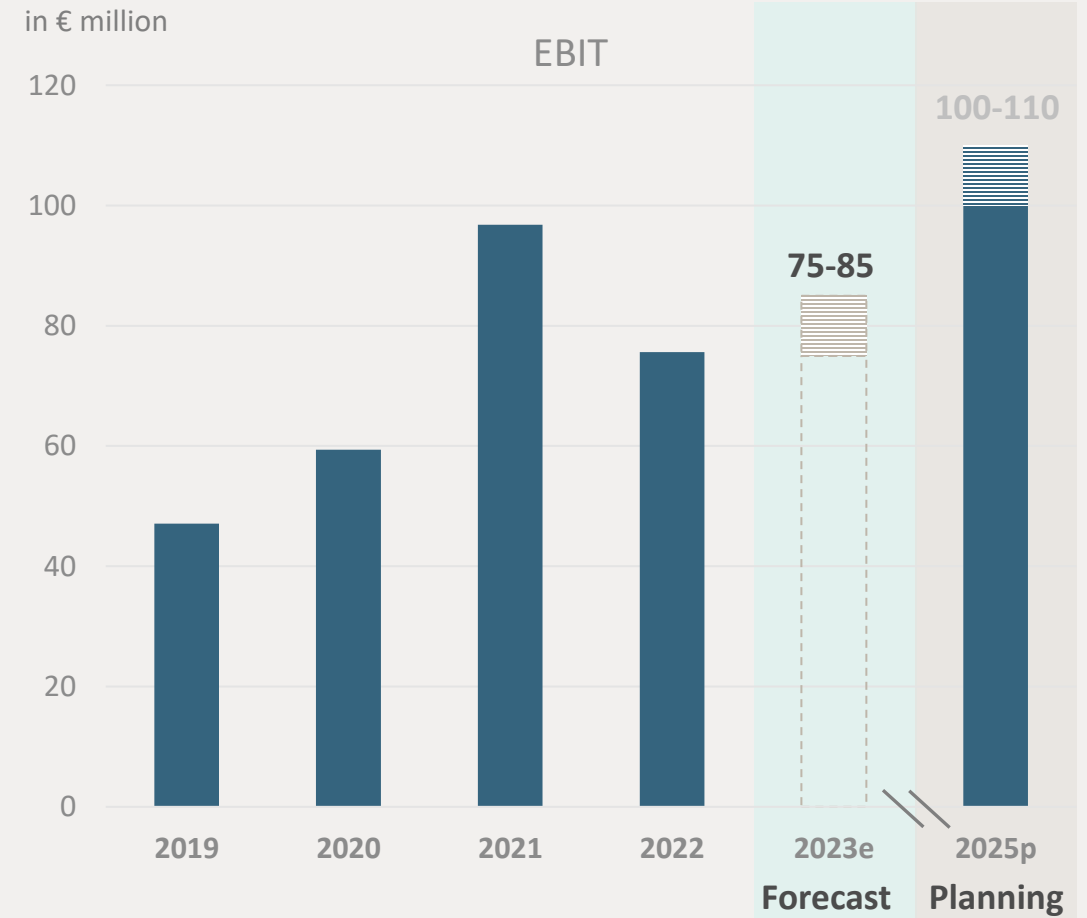
 Loans and mortgages | --

 Non-life insurance | ++

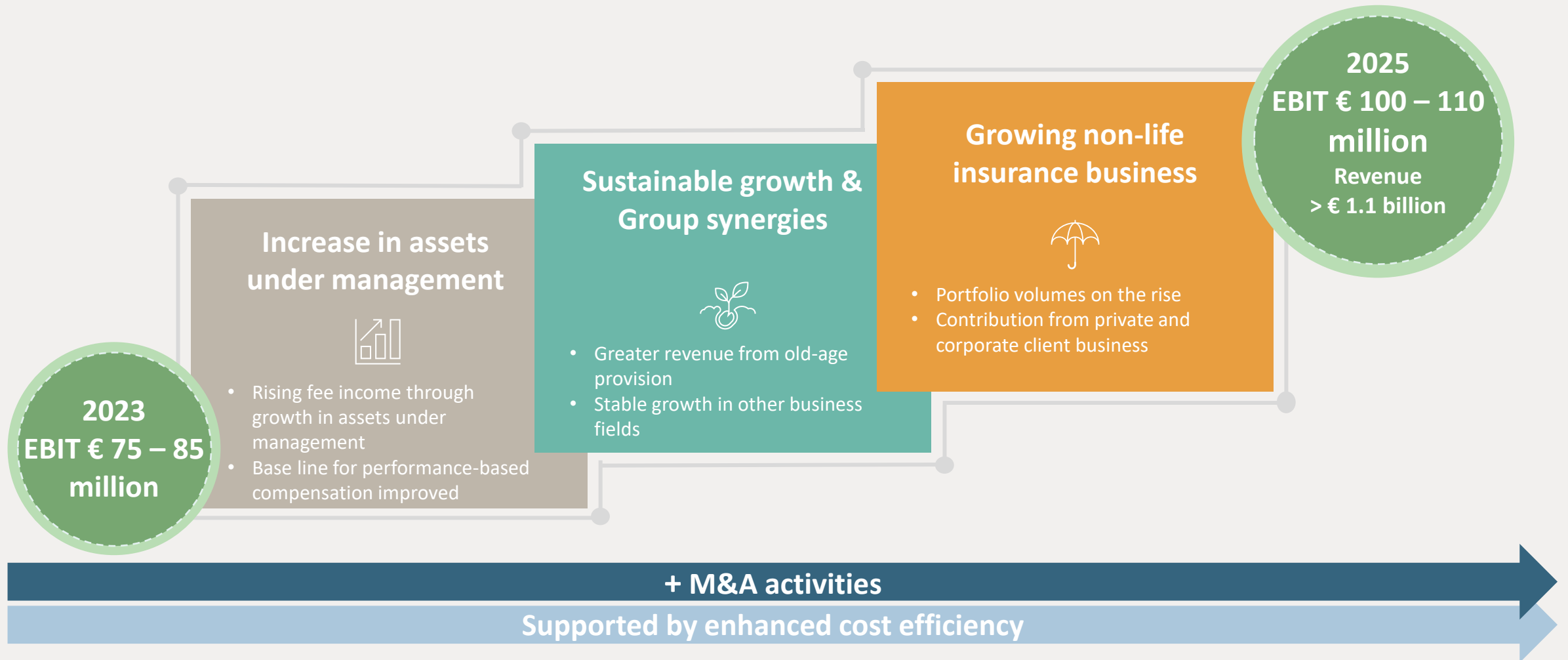
 Interest income | ++

 Real estate brokerage and development | --

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



Planning for 2025: EBIT and sales revenue reach the next level



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Summary

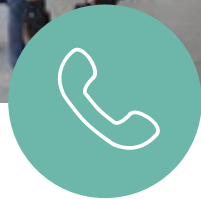
- Operational development confirms **successful and robust positioning** of the MLP Group – basis for **continuously driving forward the business**
- Another **important step towards achieving our annual target** – **continued dynamics** particularly in the interest rate business and old-age provision expected
- **Forecast for 2023 confirmed** and **planning for 2025 reaffirmed** with ambitious growth path underlying

Many thanks for your time.

We are happy to answer any questions you may have.



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