



# Business figures H1/Q2 2023

Reinhard Loose  
Chief Financial Officer of MLP SE

Wiesloch, August 10, 2023

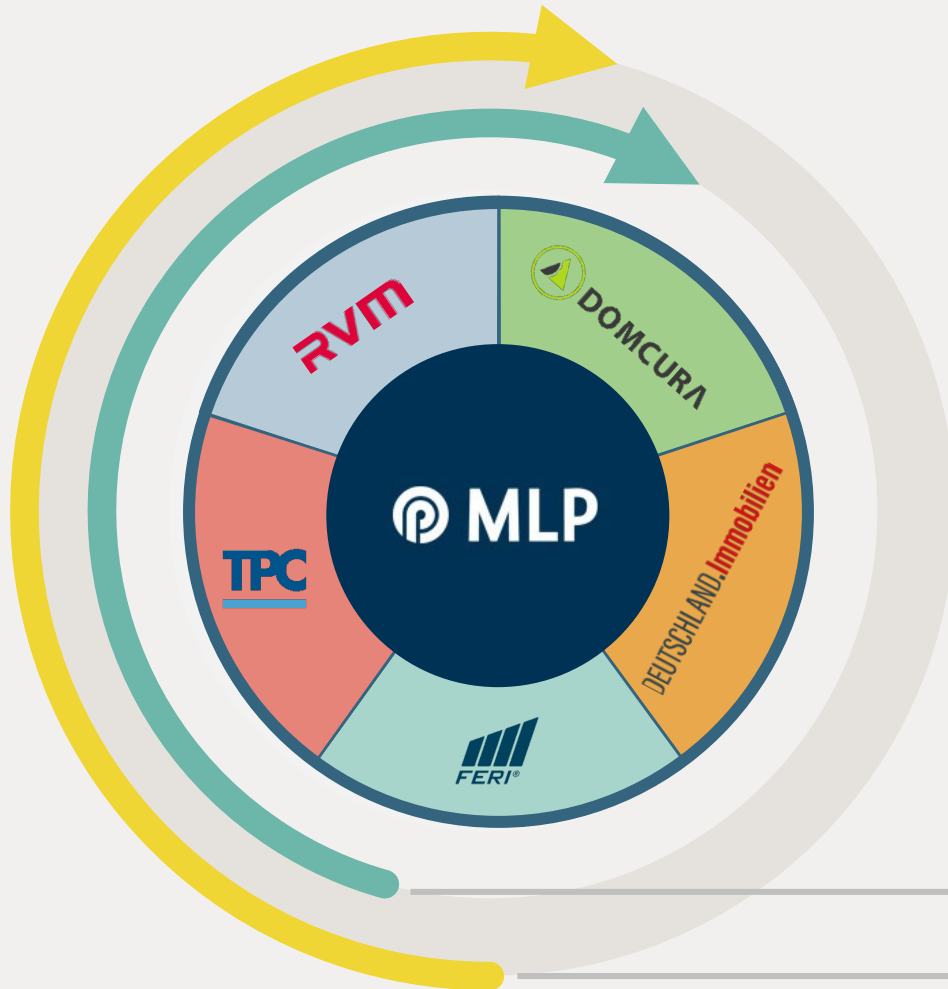


Finanzen verstehen. Richtig entscheiden.

# Highlights H1 2023

- **Total revenue rises to new all-time high of € 475.0 million** – broad and strategically interlinked positioning is securing stability of the overall business, strong growth recorded particularly in interest rate business and occupational pension provision
- Despite operating in framework conditions that remain challenging, **earnings before interest and taxes (EBIT)** hit **€ 37.4 million** (H1 2022: € 44.1 million)
- **Forecast for 2023 confirmed:** EBIT of € 75 to 85 million in an environment that remains difficult
- **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: Strengthened synergies, digital focus



## 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

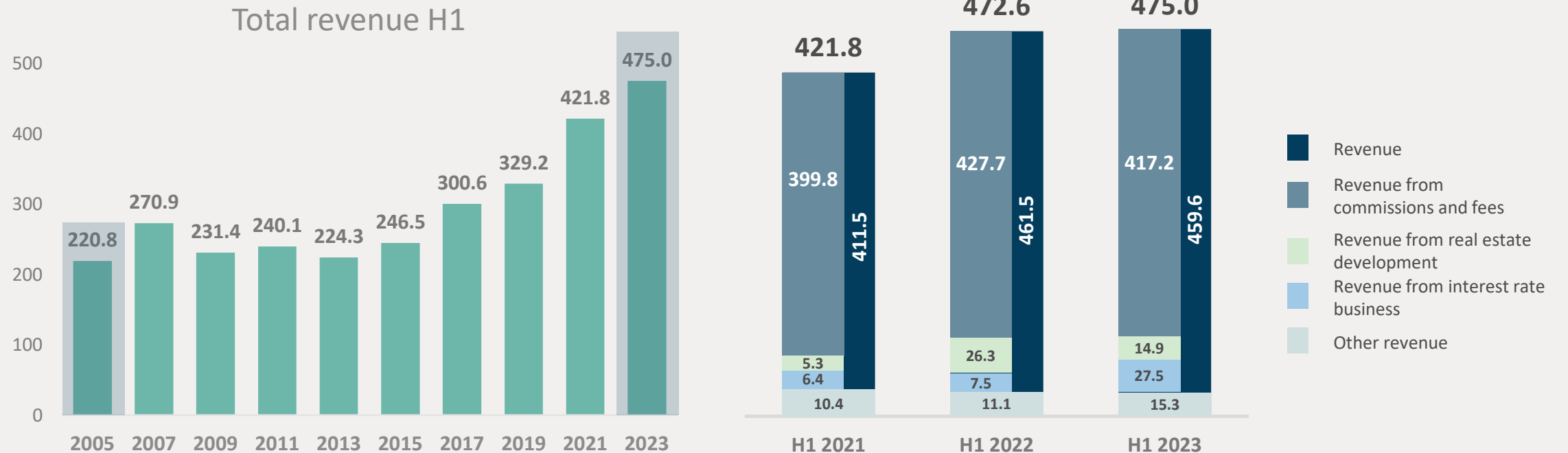
- Further digitalisation of work processes and targeted use of tools
- Examination and use of artificial intelligence in all parts of the Group
- New business areas with a digital focus, such as
  - Platform for employee benefits (":pxtra")
  - New direct client support ("MLP Choice")
  - Crypto currencies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

# Agenda

- **Business performance H1/Q2 2023**
- Strategic developments
- Forecast 2023 and planning 2025
- Summary and questions

# Total revenue hits new record level

in € million



Each as of June 30

# Revenue growth in various consulting fields

Revenue in € million



**Wealth management**  
**H1: 150.3 (161.4) | -7%**  
**Q2: 76.6 (80.3) | -5%**



**Non-life insurance**  
**H1: 127.8 (112.8) | +13%**  
**Q2: 36.1 (30.6) | +18%**

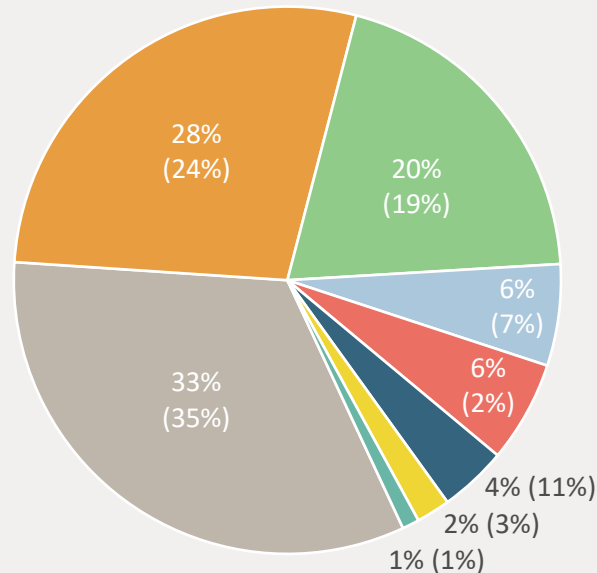


**Old-age provision**  
**H1: 93.2 (86.3) | +8%**  
**Q2: 49.6 (45.9) | +8%**



**Health insurance**  
**H1: 29.6 (28.1) | +5%**  
**Q2: 14.2 (13.5) | +5%**

Revenue breakdown:



**Interest income**  
**H1: 27.5 (7.5) | +266%**  
**Q2: 15.7 (3.9) | +299%**



**Real estate brokerage and development\***  
**H1: 20.5 (50.4) | -59%**  
**Q2: 8.6 (30.3) | -72%**



**Loans and mortgages\*\***  
**H1: 7.0 (11.5) | -39%**  
**Q2: 3.0 (5.8) | -48%**

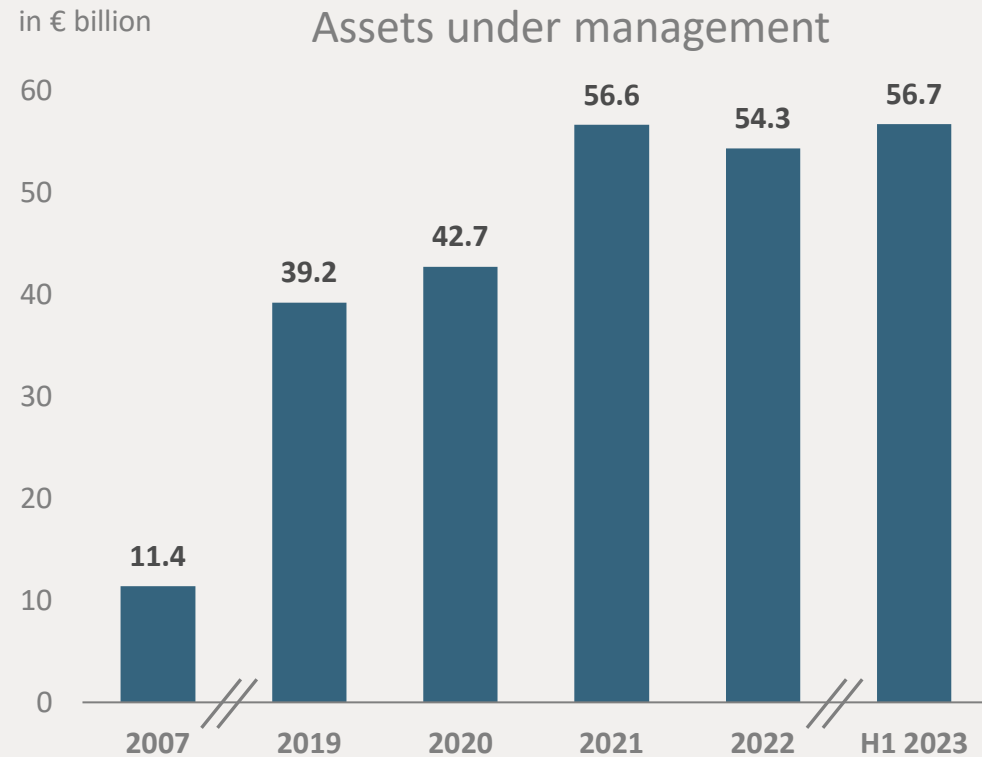


**Other commissions and fees**  
**H1: 3.9 (3.5) | +12%**  
**Q2: 1.5 (1.2) | +23%**

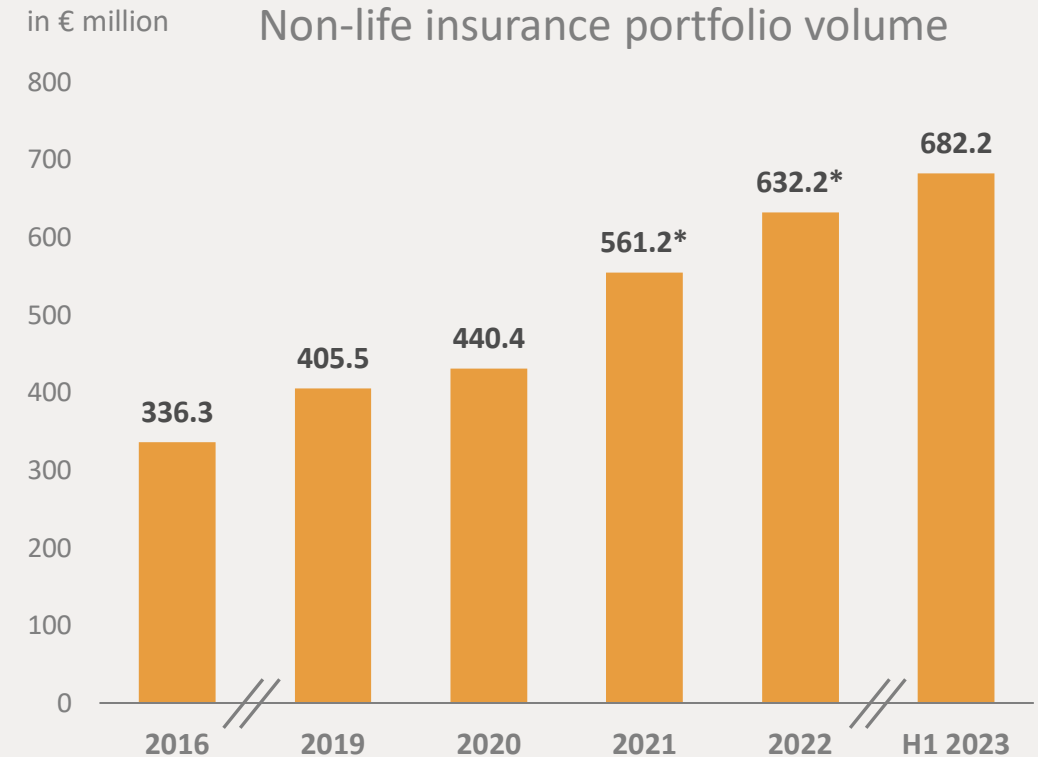
Previous year's values in brackets

\* of which real estate development: H1 2023: € 14.9 Mio. (H1 2022: € 26.3 Mio.) | \*\*without MLP Hyp

# New record levels in key figures



As of December 31, H1 2023 as of June 30



As of December 31, H1 2023 as of June 30

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

# H1: EBIT at € 37.4 million

## Income statement

in € million

	Q2 2022	Q2 2023	Change in %	H1 2022	H1 2023	Change in %
Total revenue	217.9	212.2	-2.6	472.6	475.0	+0.5
EBIT	9.5	5.0	-47.2	44.1	37.4	-15.1
Finance cost	-0.7	-1.3	-79.5	-1.4	-2.4	-73.4
EBT	8.7	3.7	-57.9	42.7	35.1	-17.9
Taxes	-1.9	-2.9	-51.1	-11.7	-11.4	+2.3
Net profit	6.8	0.7	-89.2	31.0	23.6	-23.8
EPS in € (diluted/basic)	0.05	0.02	-60.0	0.28	0.24	-14.3



# Strong balance sheet structure

## Statement of financial position

in € million

Assets	Dec. 31, 2022	June 30, 2023
Intangible assets	234.5	231.7
Financial assets	243.6	185.8
Receivables from clients in the banking business	1,149.3	1,211.7
Receivables from banks in the banking business	753.2	789.3
Other receivables and assets	237.7	222.0
Cash and cash equivalents	961.2	953.1
<b>Liabilities and shareholders' equity</b>		
Shareholders' equity	525.5	547.1
Provisions	97.6	85.6
Liabilities due to clients in the banking business	2,633.5	2,660.5
Liabilities due to banks in the banking business	137.0	139.1
Other liabilities	353.1	322.6
<b>Balance sheet total</b>	<b>3,784.6</b>	<b>3,799.4</b>

### Key figures as of June 30, 2023

#### MLP Group

Equity ratio: 14.4%

Return on equity\*: 4.5%

Net liquidity: € 179.3 million

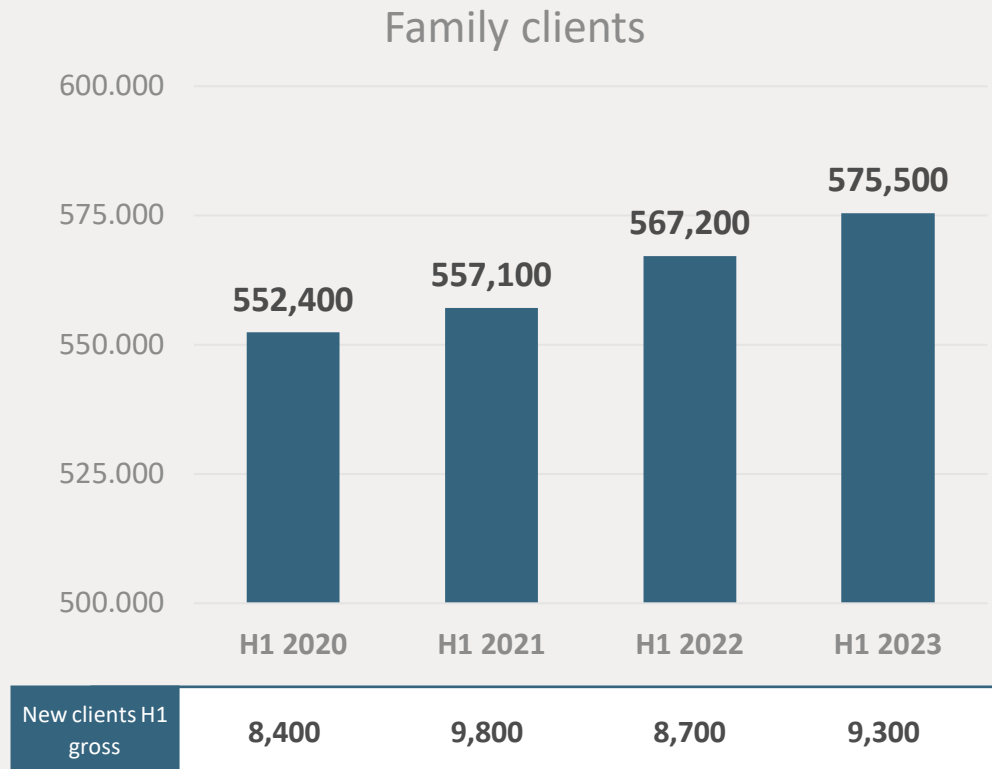
#### MLP Financial holding group

Core capital ratio: 20.5%

Liquidity Coverage Ratio (LCR): 881%

\*not annualized

# H1: Growth in the number of family as well as corporate and institutional clients



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# New trainee programme simplifies entry into the consultant role



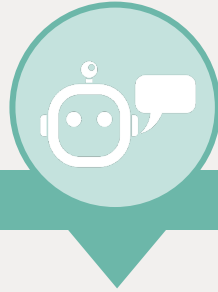
## Quality-assured consultancy thanks to

- **continuous further training** at the multi-accredited and certified MLP Corporate University
- an objective and transparent **partner and product selection process** that was recently extended to include sustainability features
- extensive **knowledge sharing** between the specialists within the MLP Group

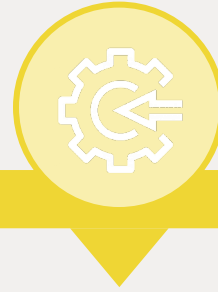
# :pxtra – digital platform for employee benefits



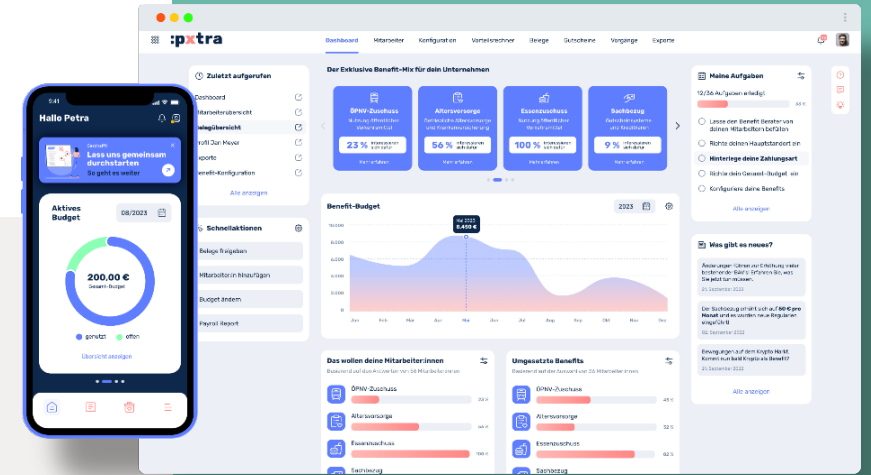
The employer specifies the level of the budget and available benefit mix



Employees pick their own package of desired benefits



Implementation and administration are straightforward and legally watertight thanks to use of a digital platform



All-in-one digital solution for selection and management of additional benefits that employers offer their workforce

## Popular benefits (selection):

- Mobility: job bike, public transport ticket
- Communication: hardware, internet costs
- Family & day-to-day: childcare costs, discounted meals
- Health & welfare: **occupational pension provision, occupational health insurance**

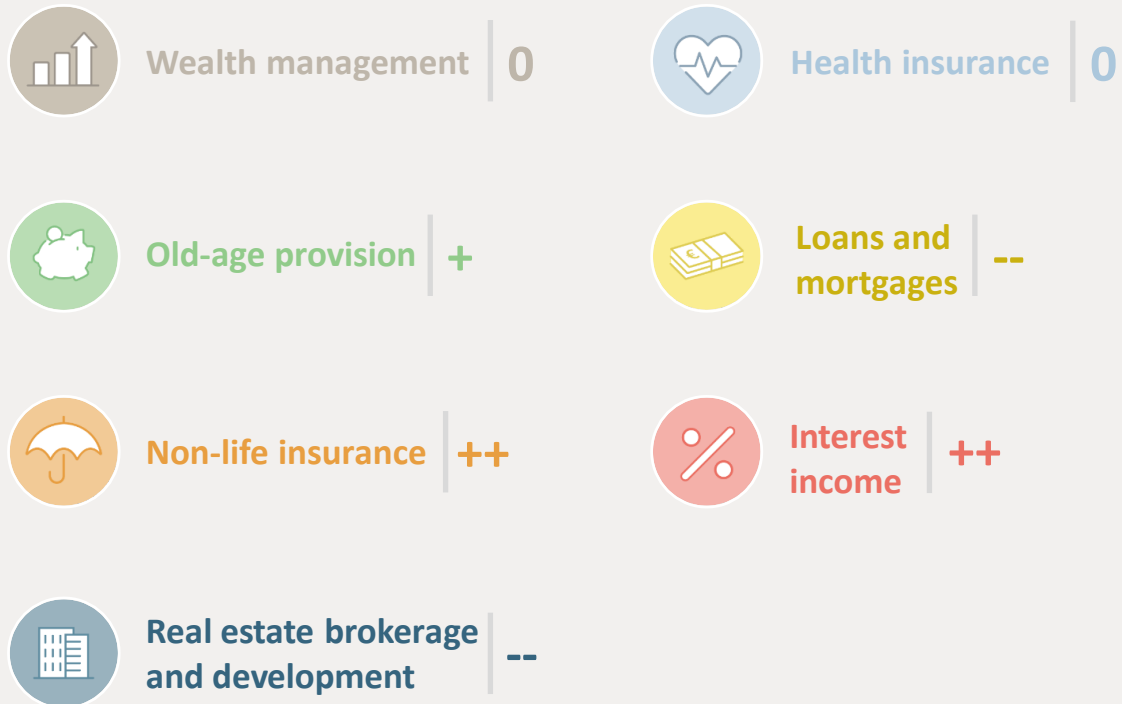
Offers from



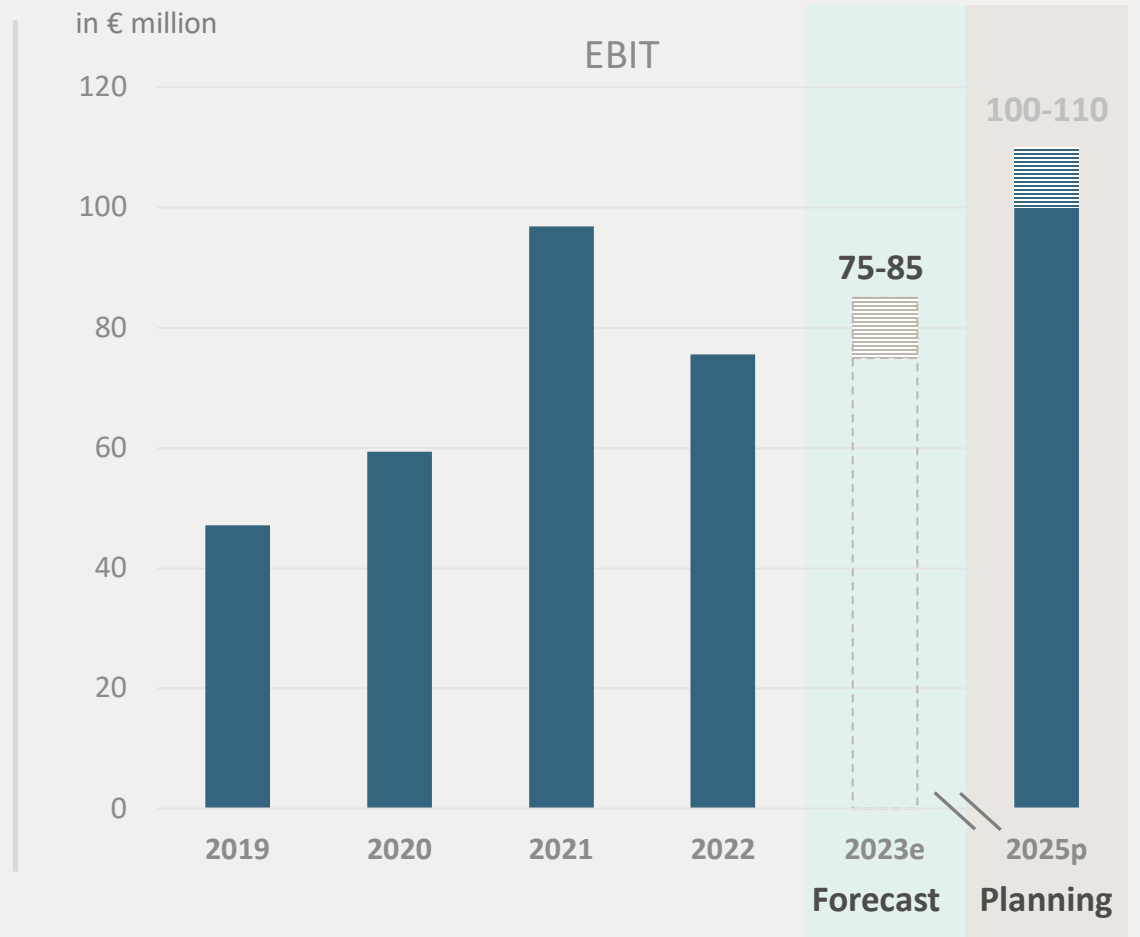
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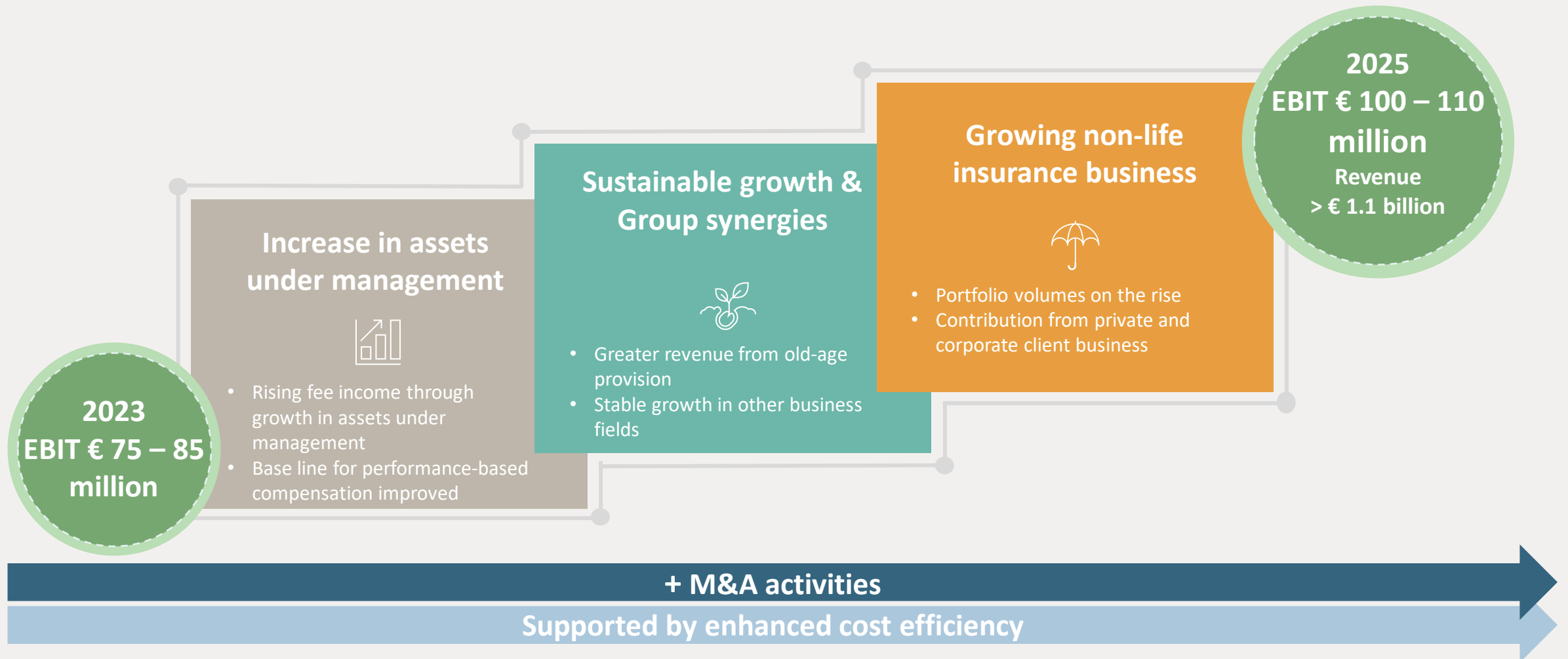
# Forecast 2023



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



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





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# Summary

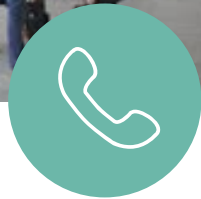
- The first six months of the year underline the **resilience of MLP** in the face of negative developments in the markets, EBIT also impacted by one-off effect
- **Very solid base established** for the rest of the year – as well as **strategic further developments** expedited
- **Forecast for 2023 confirmed** and **planning for 2025 reaffirmed** with ambitious growth path

# Many thanks for your time.

We are happy to answer any questions you may have.



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