

## Managing long-term stable organic growth



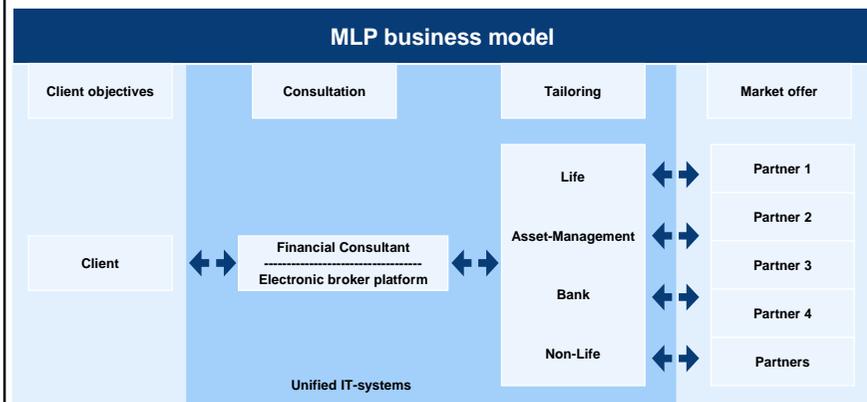
1st Quarter 2002

Dr. Bernhard Termühlen,  
CEO and Chairman MLP AG

## MLP company structure



## MLP business model

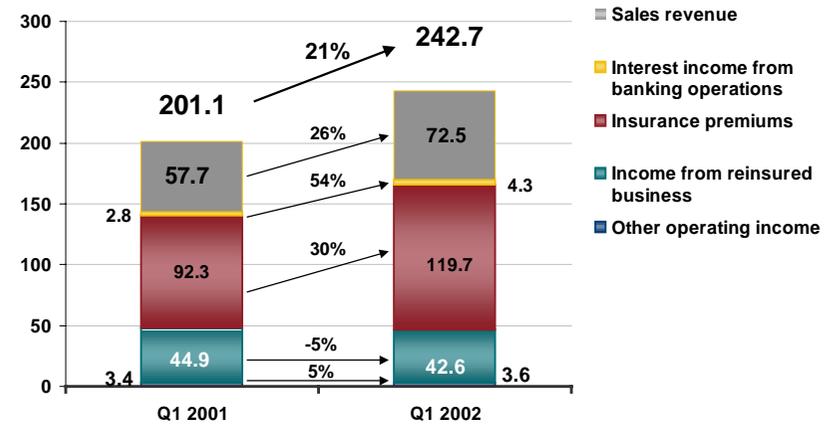


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## MLP Group: Total revenue split



In euro million

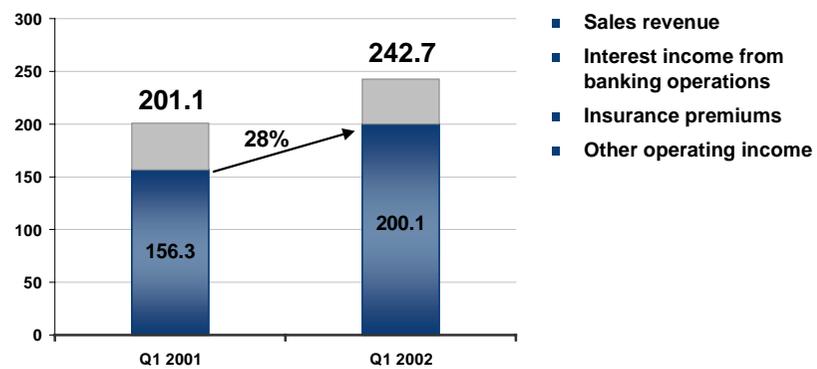


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## MLP Group: Growth relevant revenue



In euro million

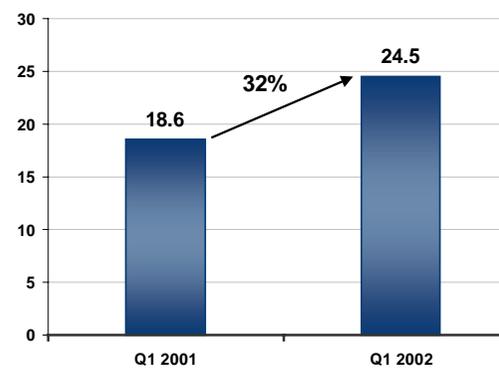


This represents an increase of +28 % compared to last year

## MLP Group Pre-tax profit



In euro million

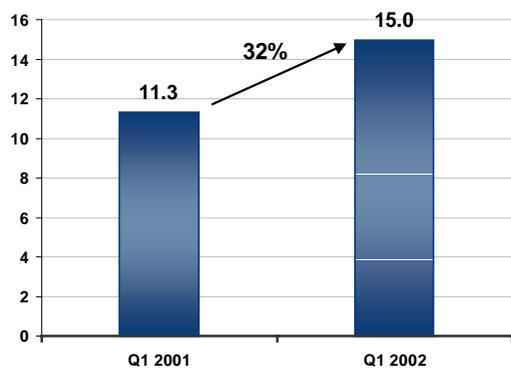


This represents an increase of + 32 % compared to last year.

## MLP Group: net profit



In euro million



This represents an increase of +32 % compared to last year

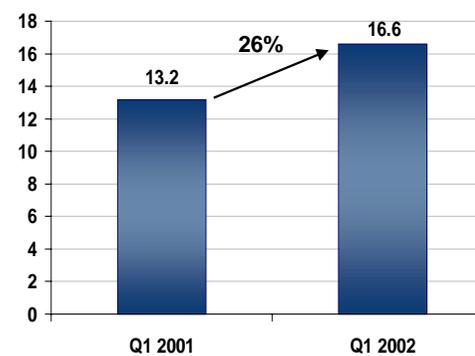
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## DVFA-result per share



In euro cent



This represents an increase of +26 % compared to last year

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## DVFA-result per share 2001



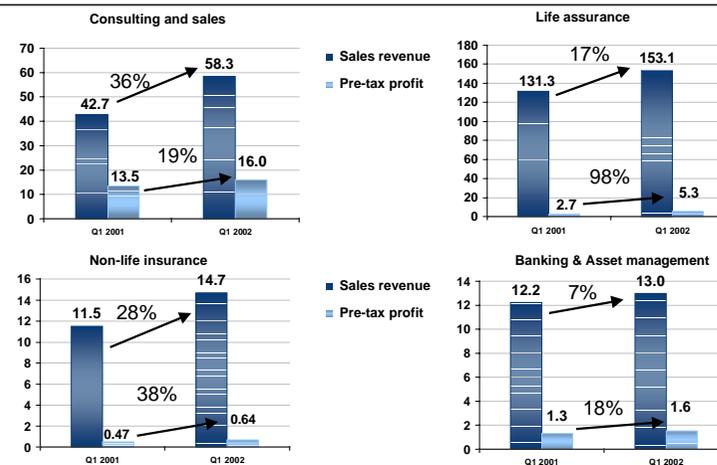
In euro million

	Q1 2001	Q1 2002
Net profit	11.332	14.9517
Depreciation start-up costs	0.2854	0.7104
Profit and loss of minorities	1.2027	2.5514
<b>Sum</b>	<b>10.4148</b>	<b>13.1107</b>
Number of shares in million	79.2	79.2
DVFA-result per share in cent	13.2	16.6

## Segment results

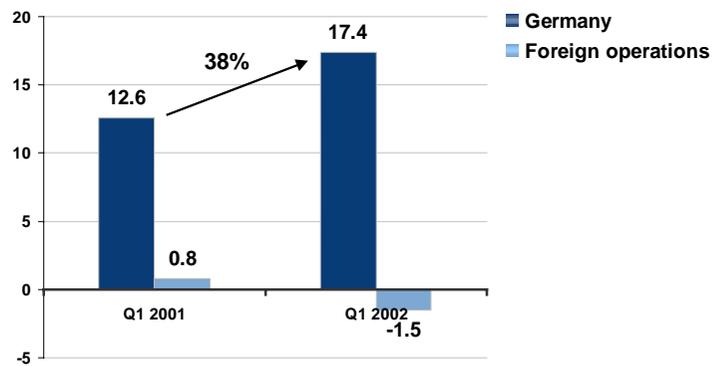


In euro million

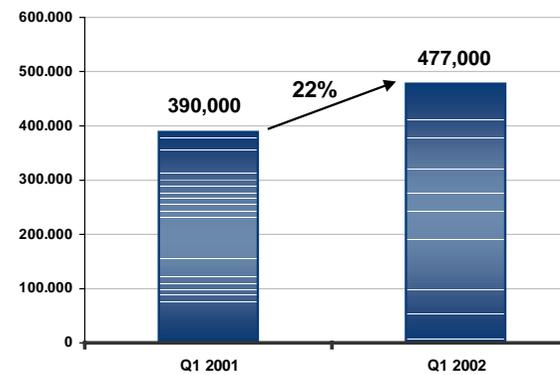


## MLP Finanzdienstleistungen AG Pre-tax profit

In euro million

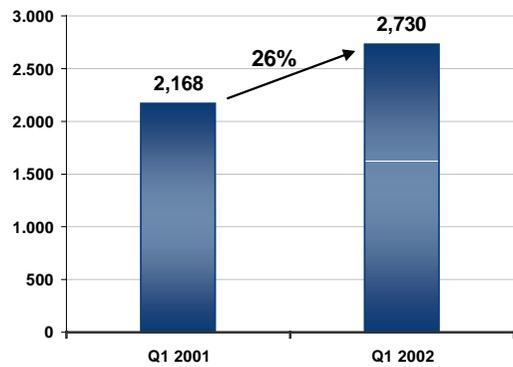


## MLP client stock development



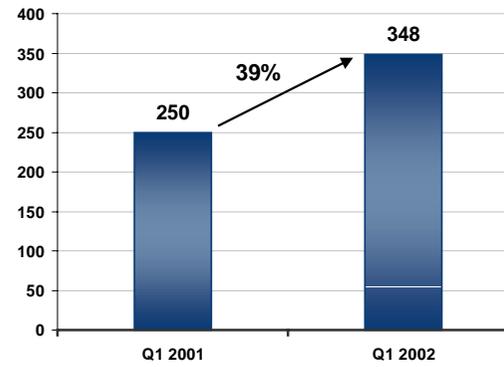
This represents an increase of +22 % compared to last year

### MLP Financial Consultants



This represents an increase of +26 % compared to last year

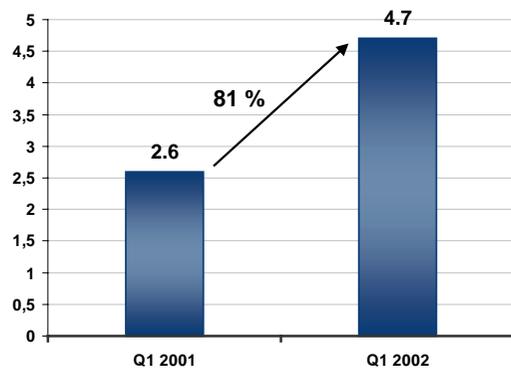
### MLP branch offices



This represents an increase of +39 % compared to last year

### MLP Lebenversicherung AG, Germany Pre-tax profit

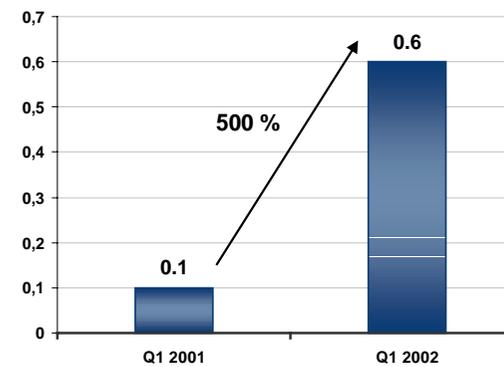
In euro million



This represents an increase of +81 % compared to last year

### MLP-Lebenversicherung AG, Austria Pre-tax profit

In euro million

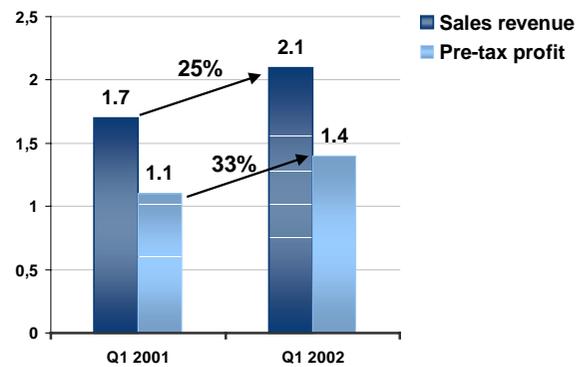


This represents an increase of +500 % compared to last year

## MLP Vermögensverwaltung AG Sales revenue and pre-tax profit



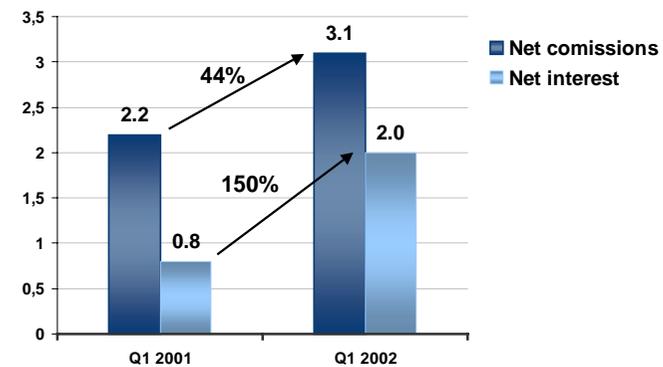
In euro million



## MLP Bank AG Net commissions and net interest

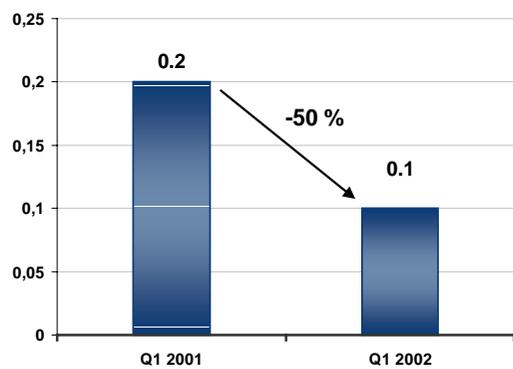


In euro million



### MLP Bank AG Pre-tax profit

In euro million

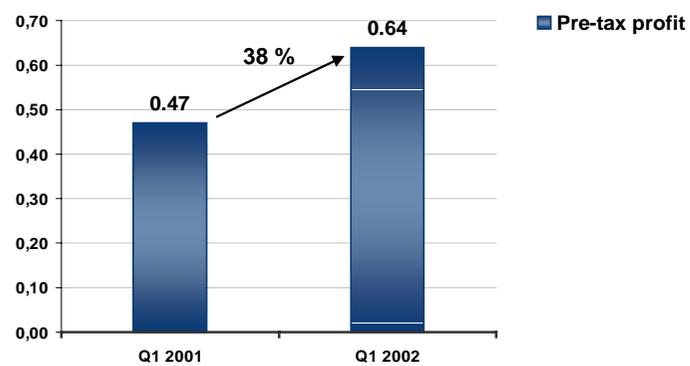


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### MLP Versicherung AG Pre-tax profit

In euro million



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## Outlook 2002 and 2003



### Estimates for 2002:

- Some 550.000 clients
- More than 3.000 Financial Consultants
- More than 400 branch offices
- Pre-tax profit Group: ~ 195 Mio. Euro

### Estimates for 2003:

- ~ 665.000 clients
- ~ 4.000 Financial Consultants
- More than 500 branch offices
- Pre-tax profit Group : ~ 250 Mio. Euro

 **MLP PRIVATE FINANCE**  
AND LIFE WILL GET BETTER.

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