# Quarterly Group Statement Q1 2016



#### MLP Group

	1st quarter	1st quarter	Change
All figures in € million	2016	20152	in %
MLP Group			
Total revenue	152.4	130.0	17.2 %
Revenue	148.8	125.9	18.2 %
Other revenue	3.6	4.1	-12.2%
Earnings before interest an tax (EBIT) (before one-off exceptional costs – operating EBIT)	8.8	7.0	25.7%
Earnings before interest and tax (EBIT)	8.7	7.0	24.3 %
EBIT margin (%)	5.7 %	5.4%	-
Net profit	6.2	5.2	19.2%
Earnings per share (diluted/undiluted) in €	0.06	0.05	20.0 %
Cashflow from operating activities	70.0	35.4	97.7%
Capital expenditure	1.9	2.9	-34.5 %
Shareholders' equity	387.9	385.81	0.5 %
Equity ratio (%)	21.6%	22.0 %1	_
Balance sheet total	1,799.2	1,752.71	2.7 %
Private clients (Family)	511,000	510,200 <sup>1</sup>	0.2 %
Corporate and institutional clients	18,300	18,200¹	0.1%
Consultants	1,931	1,942 1	-0.6 %
Branch offices	154	156 ¹	-1.3 %
Employees	1,795	1,545	-0.4 %
Arranged new business			
Old-age provisions (premium sum)	582.0	570.0	2.1 %
Loans mortgages	455.3	427.3	6.6%
Assets under management in € billion	29.3	29.0 1	1.0 %

<sup>&</sup>lt;sup>1</sup>As of December 31, 2015.

<sup>&</sup>lt;sup>2</sup>As of 2016, loan loss provisions are disclosed as a seperate item. For this reason, the previous year's disclosure was adjusted.

### Quarterly Group Statement Q1 2016

#### Q1 2016 AT A GLANCE

- Total revenue rises from € 130.0 to € 152.4 million
- At € 8.8 million, operating EBIT is 26 % above the previous year (Q1 2015: € 7.0 million)
- Outlook: Announced efficiency measures introduced on schedule,
  EBIT level should rise again significantly from 2017 onwards

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### Introductory notes

This quarterly Group statement presents significant events and business transactions of the first quarter 2016 and updates forecast-oriented information contained in the last joint management report. The Annual Report is available on our website at www.mlp-ag.com and www.mlp-annual-report.com/.

In the description of the MLP Group's financial position, net assets and results of operations pursuant to International Financial Reporting Standards (IFRS), the previous year's figures are given in brackets.

The information contained in this quarterly Group statement has neither been audited by an auditor nor subjected to an audit review.

#### **Profile**

#### The MLP Group - The partner for all financial matters

The MLP Group (MLP) is the partner for all financial matters – for private clients as well as for companies and institutional investors. With our four brands, each of which enjoys a leading position in their respective markets, we offer a broad range of services:

- MLP Finanzdienstleistungen AG: The dialogue partner for all financial matters
- FERI AG: The investment expert for institutional investors and high net-worth individuals
- DOMCURA AG: The underwriting agency focusing on private and commercial non-life insurance products
- TPC GmbH: The specialist in occupational pension provision management for companies

The views and expectations of our clients always represent the starting point in each of these fields. Building on this, we then present our clients with suitable options in a comprehensible way so that they can make the right financial decisions themselves. For the implementation, we examine the offers of all relevant product providers in the market. Our product ratings are based on scientifically substantiated market and product analyses.

Manfred Lautenschläger and Eicke Marschollek founded MLP in 1971. Just under 2,000 client consultants and around 1,800 employees work at MLP.

### Quarterly Group statement Q1 2016

The values disclosed in the following quarterly statement have been rounded to one decimal place. As a result, differences to reported total amounts may arise when adding up the individual values.

There were no changes in the period under review compared to the corporate profile of the MLP Group described in the Annual Report for the financial year 2015. The overall economic climate, industry situation and competitive environment have also not encountered any significant change since the Annual Report 2015.

Comparisons between the figures from the same quarter in the previous year and the current results from Q1 2016 are only comparable to a limited extent, particularly in terms of revenues in the field of non-life insurance, as the DOMCURA Group was not yet part of the MLP Group in the same period of the previous year.

The MLP AG share exited the SDAX with effect from March 21, 2016. Due to IPOs and changes to the stock exchange segments of certain major companies last year, these occupied places ahead of MLP in the ranking list. The decline in share price of the MLP share also contributed to this development. Our objective is to once again increase market capitalisation and stock market liquidity by improving our operative development in order to return to the index.

#### **BUSINESS PERFORMANCE**

The MLP Group made a positive start to the new year. In the first three months, total revenue increased by 17.2% over the same period in the previous year. Gains were in particular recorded in the field of non-life insurance as a result of DOMCURA, the subsidiary acquired in June 2015 which was not yet part of the MLP Group in the first quarter of the previous year. The difficult market conditions, particularly in the fields of old-age provision and health insurance, also continued into 2016. Nevertheless, multiple indicators for future revenue performance developed positively in the first quarter. For example, the number of new family clients increased by 13.5% compared to the same period of the previous year. New business in the field of oldage provision also reported a slight increase.

With the acquisition of the DOMCURA Group at the end of July 2015, the Q1 results now hold more significance than in the last few years. This is because the new subsidiary typically generates most of its earnings in the first three months of each year. It then records a loss from Q2 to Q4, as the non-life insurance premiums are largely collected at the start of the year. However, the fourth quarter still remains the most important overall for the MLP Group, as a significant portion of total revenue and earnings in the financial services segment are accrued during this period.

#### New clients

As announced within the scope of the annual press conference, the MLP Group is adapting the way it counts clients to the revised Group structure. As of this quarter, we will firstly report family clients that we support at MLP Finanzdienstleistungen AG and in the FERI Group. Secondly, we will also report corporate and institutional clients. These include clients in the field of occupational pension provision, as well as institutional clients at FERI and sales partners at DOMCURA. On the basis of this definition, the Group served 511,000 family clients as at March 31 (December 31, 2015: 510,200), as well as 18,300 corporate and institutional clients (18,200).

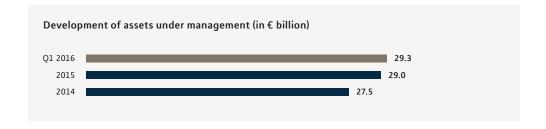
#### **RESULTS OF OPERATIONS**

#### Development of total revenue

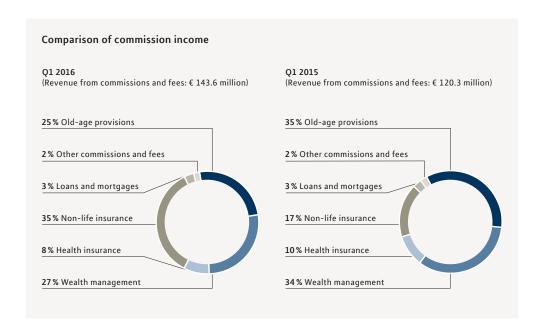
In the time period from January to March 2016, the total revenue of the MLP Group increased by 17.2 % to  $\in$  152.4 million ( $\in$  130.0 million). At 143.6 million, commission income made the greatest contribution to this ( $\in$  120.3 million). At  $\in$  5.2 million, revenue from the interest rate business was slightly below the previous year's figure ( $\in$  5.6 million). Other revenue was  $\in$  3.6 million ( $\in$  4.1 million).

The breakdown by consulting field reveals significant growth in the field of non-life insurance, in which revenues increased from  $\[ \in \]$  20.1 million to  $\[ \in \]$  50.7 million. Around  $\[ \in \]$  30.5 million thereof can be attributed to the new subsidiary DOMCURA. The field of loans and mortgages also recorded gains with revenue of  $\[ \in \]$  3.6 million ( $\[ \in \]$  3.2 million). At  $\[ \in \]$  11.8 million ( $\[ \in \]$  11.8 million), revenue in the field of health insurance remained at the same level as the previous year. At  $\[ \in \]$  2.4 million, other commission and fees also remained at around the previous year's level ( $\[ \in \]$  2.5 million). Other commission and fees primarily reflect the brokerage of real estate objects.

At  $\[ \in \]$  582 million, brokered new business in the field of old-age provision was 2.1% above the previous year in Q1 ( $\[ \in \]$  570 million). Yet despite this, revenue in this field of consulting declined from  $\[ \in \]$  42.0 million to  $\[ \in \]$  36.2 million. This can largely be attributed to a one-time positive effect in the same period of the previous year. As communicated in the report on Q1 2015, this is due to rectification of an incorrect account settlement by a product partner. In the field of wealth management, the funds under management increased to  $\[ \in \]$  29.3 billion as at March 31, 2016 (December 31, 2015:  $\[ \in \]$  29.0 billion). At  $\[ \in \]$  38.9 million ( $\[ \in \]$  40.7 million), revenues displayed a slight downward trend. This was due to the very strong capital market development recorded in the previous year.



The strengthening of the non-life insurance segment through the acquisition of DOMCURA last year has also further diversified the distribution of sales. Due to the seasonality of the DOMCURA business, its 35 % share is extremely high and will then decline again over the course of the year in relation to the other fields of consulting.



#### Analysis of expenses

Commission expenses primarily comprise performance-linked commission payments to our consultants, which also includes the commissions paid in the DOMCURA segment. These variable expenses occur due to the remuneration of brokerage services in the non-life insurance business. Added to these are the commissions paid in the FERI segment, which in particular result from the activities in the field of fund administration. Variable expenses are, for example, accrued in this business segment due to remuneration of the depository bank and fund sales.

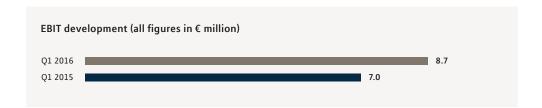
Largely influenced by higher commission income, commission expenses increased to  $\[mathcape{\in}\]$  75.1 million in the first three months ( $\[mathcape{\in}\]$  58.4 million). As is the case with commission income, the increase can essentially be attributed to the new subsidiary DOMCURA. At  $\[mathcape{\in}\]$  o.5 million, interest expenses remained at the same level as the previous year ( $\[mathcape{\in}\]$  0.4 million). The total cost of sales increased to  $\[mathcape{\in}\]$  75.6 million ( $\[mathcape{\in}\]$  58.8 million).

Administrative expenses (defined as the sum of personnel expenses, depreciation/amortisation and impairment, as well as other operating expenses) increased to  $\[ \in \]$  63.8 million). The administrative expenses at DOMCURA amounted to  $\[ \in \]$  5.3 million. Personnel expenses were  $\[ \in \]$  30.0 million ( $\[ \in \]$  27.3 million). Depreciation/amortisation and impairments declined to  $\[ \in \]$  3.1 million ( $\[ \in \]$  4.9 million). The previous year's higher figure was due to an impairment on software. Other operating expenses increased to  $\[ \in \]$  34.1 million ( $\[ \in \]$  31.5 million), which can essentially also be attributed to the consolidation of the new subsidiaries.

#### Earnings development

EBIT in the first quarter of the financial year increased to EUR 8.7 million (EUR 7.0 million). This rise is attributable to higher commission income. Operating EBIT reached  $\in$  8.8 million, since the one-off expenses announced within the scope of the efficiency measures will mostly be accrued from Q2 onwards. Adjusted for the EBIT contribution of DOMCURA of  $\in$  6.4 million, this results in pro forma EBIT of  $\in$  2.7 million. When comparing with the previous year, it is important to note that the EBIT recorded in the first quarter of 2015 received stimulus from the described effect in the field of old-age provision.

At  $\in$  -0.1 million, the finance cost remained at the previous year's level. The tax rate was 28.0 %. Net profit for the period increased from  $\in$  6.2 million following  $\in$  5.2 million in the previous year. The diluted and basic earnings per share were  $\in$  0.06 ( $\in$  0.05).



#### Structure and changes in earnings in the Group

All figures in Conillian	Q1 2016	Q1 2015	Channa in 9/
All figures in € million	Q1 2016	Q1 2015	Change in %
Total revenue	152.4	130.0	17.2 %
Gross profit <sup>1</sup>	76.8	71.2	7.9 %
Gross profit margin (%)	50.4 %	54.8 %	
Operating EBIT	8.8	7.0	25.7 %
Operating EBIT margin (%)	5.8 %	5.4 %	
EBIT	8.7	7.0	24.3 %
EBIT margin (%)	5.7 %	5.4 %	
Finance cost	-0.1	-0.2	-50.0 %
EBT	8.6	6.9	24.6%
EBT margin (%)	5.6 %	5.3 %	
Income taxes	-2.4	-1.6	50.0 %
Net profit	6.2	5.2	19.2 %
Net margin (%)	4.1 %	4.0 %	

 $<sup>^{1}</sup>$  Definition: Gross profit is the result of total revenue less commission expenses and interest expenses.

#### FINANCIAL POSITION

You can find detailed information on the aims of financial management in the MLP Group's Annual Report under "Financial position"/"Aims of financial management" at www.mlp-annual-report.com

#### Financing analysis

The MLP business model is comparatively low in capital intensity and generates high cash flows. However, increased capital requirements have been budgeted for in order to meet the revised definition of equity and stricter requirements of Basel III.

At present, we are not using any borrowed funds in the form of securities or promissory note bond issues to finance the Group long-term. Our non-current assets are financed in part by non-current liabilities. Current liabilities due to clients and banks in the banking business represent further refinancing funds that are generally available to us in the long term.

As at March 31, 2016, total liabilities due to clients and financial institutions from the banking business of  $\in$  1,138.7 million (December 31, 2015:  $\in$  1,125.7 million) were offset on the assets side of the balance sheet by receivables due from clients and financial institutions in the banking business of  $\in$  1,134.1 million (December 31, 2015:  $\in$  1,143.0 million).

We did not perform any capital increases in the reporting period.

#### Liquidity analysis

Cash flow from operating activities increased to  $\in$  70.0 million, compared to  $\in$  35.4 million in the same period of the previous year. Here, significant cash flows result from the deposit business with our clients and from the investment of these funds.

Cash flow from investing activities changed from  $\in$  -12.0 million to  $\in$  -31.2 million. In the reporting period, more term deposits were made than in the same period of the previous year.

At the end of the third quarter 2016, the MLP Group had cash and cash equivalents of around € 196 million. The liquidity situation therefore remains good. There are sufficient liquidity reserves available to the MLP Group. In addition to the liquid funds, free lines of credit are also in place.

#### Capital expenditure

The investment volume of the MLP Group reached  $\in$  1.9 million at the end of March, following  $\in$  2.9 million in the previous year. The vast majority of capital expenditure was channelled to the financial services segment, focusing in particular on investments in software and IT. We financed all capital expenditure from cash flow.

#### NET ASSETS

#### Analysis of the asset and liability structure

On the reporting date, March 31, 2016, the balance sheet total of the MLP Group was € 1,799.2 million (December 31, 2015: € 1,752.7 million). On the assets side of the balance sheet, changes essentially affected the following items: Financial investments increased to € 158.8 million (December 31, 2015: € 147.9 million), largely due to a greater investment volume in fixed income securities. Deferred tax assets increased to € 8.9 million (€ 7.0 million). This rise was due to a scheduled adjustment to pension provisions. Other accounts receivable and other assets fell to € 94.1 million (December 31, 2015: € 112.5 million). This item primarily comprises receivables due from insurers for which we have brokered insurance policies. Due to the typically strong year-end business, these increase considerably at the end of the year and then decline again during the course of the following financial year. Receivables from clients in the banking business increased slightly to € 556.4 million (December 31, 2015: € 542.7 million). Due to lower investments in daily deposits due on demand, receivables due from banks in the banking business fell slightly to € 577.7 million (December 31, 2015: € 600.3 million).

At € 387.9 million, the shareholders' equity of the MLP Group remained virtually unchanged as at the reporting date, March 31, 2016 (December 31, 2015: € 385.8 million). The balance sheet equity ratio as at the reporting date was 21.6% (December 31, 2015: 22.0%).

Provisions increased slightly to  $\in$  90.9 million (December 31, 2015:  $\in$  86.5 million) within the scope of the standard allocation to the provision for client support commissions and due to higher pension provisions. Liabilities due to clients in the banking business remained stable at  $\in$  1,111.0 million (December 31, 2015:  $\in$  1,102.6 million). Liabilities due to banks in the banking business increased to  $\in$  27.7 million (December 31, 2015:  $\in$  23.1 million). This was essentially due to increased refinancing investments. Other liabilities increased to  $\in$  163.0 million (December 31, 2015:  $\in$  140.2 million) in particular due to higher liabilities from DOMCURA's underwriting business. This was offset by lower commission claims by our consultants. Due to our typically strong year-end business, these claims increase markedly on the balance sheet date, December 31, and then decline again in the subsequent quarters.

#### SEGMENT REPORT

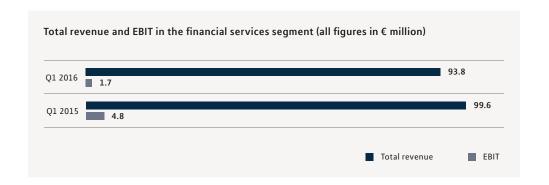
The financial services segment reflects revenue from all fields of consulting – i.e. old-age provision, health and non-life insurance, wealth management and loans & mortgages. The FERI segment primarily generates revenue from the wealth management field of consulting, while the DOMCURA segment generates most of its revenue from the non-life insurance business. You can find a detailed description of the individual segments in the sections of the 2015 MLP Group Annual Report entitled "Economic report"/"Segment report" at www.mlp-annual-report.com.

#### Financial services segment

Set against the background of the described special effect in the previous year, total revenue in the financial services segment decreased to  $\in$  93.8 million in the first quarter of 2016 ( $\in$  99.6 million). Sales revenues declined to  $\in$  91.0 million ( $\in$  96.3 million). After reaching  $\in$  3.2 million in the previous year, other revenue fell to  $\in$  2.7 million.

Commission expenses declined to  $\[ \in \]$  40.3 million ( $\[ \in \]$  41.5 million). Interest expenses were  $\[ \in \]$  0.5 million ( $\[ \in \]$  0.4 million). At  $\[ \in \]$  19.1 million, personnel expenses remained stable ( $\[ \in \]$  19.3 million). Depreciation and amortisation declined to  $\[ \in \]$  1.9 million ( $\[ \in \]$  3.9 million). The previous year's higher figure was primarily due to a one-off write-down. At  $\[ \in \]$  30.0 million, other operating expenses were slightly above the previous year ( $\[ \in \]$  29.1 million).

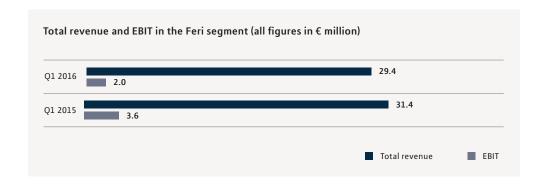
Earnings before interest and taxes (EBIT) were  $\[ \in \]$  1.7 million, following  $\[ \in \]$  4.8 million in the previous year. The higher earnings recorded in the previous year can be attributed to the described one-time effect. With an unchanged finance cost of  $\[ \in \]$  -0.1 million ( $\[ \in \]$  -0.1 million), earnings before tax (EBT) reached  $\[ \in \]$  1.7 million ( $\[ \in \]$  4.8 million).



#### FERI segment

The FERI segment represents the activities of the FERI Group. Revenue is primarily generated in this segment from the wealth management field of consulting.

Set against the background of the strong development observed on the capital markets in the previous year, total revenue in the FERI segment declined to  $\[ \in \]$  29.4 million ( $\[ \in \]$  31.4 million). In this context, commission expenses reduced to  $\[ \in \]$  16.9 million ( $\[ \in \]$  17.6 million). At  $\[ \in \]$  6.6 million, personnel expenses were also slightly below the previous year's figure ( $\[ \in \]$  7.0 million). Lower revenues meant that EBIT declined to  $\[ \in \]$  2.0 million, following  $\[ \in \]$  3.6 million in the previous year.



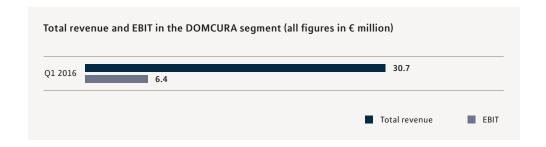
#### DOMCURA segment

The DOMCURA segment primarily generates revenue from the brokering of non-life insurance.

DOMCURA's business model is characterised by a high degree of seasonality. Accordingly, the subsidiary records high sales revenue and comparably high earnings in the first quarter of each year. This is then followed by a loss in Q2 to Q4. Since DOMCURA was only included in Group consolidation at the end of the Q3, no comparative figures from 2015 are available for Q1.

However, sales revenues in the first three months of the year were  $\in$  30.5 million. This primarily reflects the premium volume received. Other revenue amounted to  $\in$  0.2 million. Total revenue therefore reached  $\in$  30.7 million. Commission expenses were  $\in$  19.0 million. These are essentially accrued as variable remuneration for brokerage services.

Administrative expenses of DOMCURA were  $\ \in \ 5.3$  million. Of these expenses,  $\ \in \ 3.3$  million were attributable to personnel expenses. Other operating expenses amounted to  $\ \in \ 1.7$  million. EBIT reached  $\ \in \ 6.4$  million. With a finance cost of  $\ \in \ 0.0$  million, EBT was also  $\ \in \ 6.4$  million.



#### Holding segment

The Holding segment does not have active operations. Total revenue in the Holding segment declined slightly to  $\in$  2.5 million in the first three months of the year ( $\in$  2.7 million) and essentially results from the letting of buildings to affiliated companies. Personnel expenses fell slightly to  $\in$  0.9 million ( $\in$  1.0 million). At  $\in$  2.5 million, other operating expenses were also slightly below the previous year's level ( $\in$  2.7 million). EBIT reached  $\in$  -1.4 million, following  $\in$  -1.5 million in the previous year. At  $\in$  -1.5 million, EBT remained at the previous year's level ( $\in$  -1.5 million).

#### EMPLOYEES AND SELF-EMPLOYED CLIENT CONSULTANTS

As MLP is a knowledge-based service provider, qualified and motivated employees and consultants represent the most important foundation for sustainable company success. The focus is therefore on continuous further development of personnel work, qualifications and further training, as well as recruiting new consultants.

In the reporting period the number of employees increased by around 16.2 % to 1,795 (1,545), in particular due to the acquisition of the DOMCURA Group. Adjusted for the acquisition of DOMCURA, the figure remained virtually constant at 1,539.

#### Number of employees by segment (without MLP consultants)

Segment	March 31, 2016	March 31, 2015
Financial services	1,295	1,304
FERI	237	234
Holding	7	7
Total (excluding DOMCURA)	1,539	1,545
DOMCURA	256	_
Total (incl. DOMCURA)	1,795	_

Despite the typical seasonal drop in the first three months, the number of client consultants remained virtually constant at 1,931 (December 31, 2015: 1,942). At 8.5 %, the consultant turnover rate remained below our maximum threshold of 12 % (+/-2%). Having observed a significant increase in applications in the field of financial consulting in Q1 2015, the figure remained stable at the increased level in the first quarter of this year.

As at March 31, 2016 MLP operated 154 branch offices (December 31, 2015: 156).

#### Forecast

Examining the development of total revenue and costs together, we are in line with our expectations in the first three months of the financial year. Following on from the first quarter, we are adhering to the statements made in the forecast of the Annual Report 2015. You can find details on our forecast in the Annual Report of the MLP Group at www.mlp-annual-report.com.

## Income statement and statement of comprehensive income

#### Income statement for the period from January 1 to March 31, 2016

All figures in €'000	1st quarter 2016	1st quarter 2015*
Revenue	148,815	125,868
Other Revenue	3,569	4,098
Total revenue	152,384	129,966
Commission expenses	-75,118	-58,371
Interest expenses	-482	-404
Loan loss provisions	-1,243	-751
Personnel expenses	-29,968	-27,340
Depreciation and impairments	-3,143	-4,891
Other operating expenses	-34,069	-31,537
Earnings from investments accounted for using the equity method	340	362
Earnings before interest and tax (EBIT)	8,700	7,034
Other interest and similar income	126	121
Other interest and similar expenses	-270	-297
Finance cost	-144	-177
Earnings before tax (EBT)	8,556	6,857
Income taxes	-2,397	-1,628
Net profit	6,159	5,229
Of which attributible to		
owners of the parent company	6,159	5,229
Earnings per share in €**		
basic/diluted	0.06	0.05

<sup>\*</sup> As of 2016, loan loss provisions are disclosed as a separate item. For this reason, the previous year's disclosure was adjusted.

#### Statement of comprehensive income for the period from January 1 to March 31, 2016

All figures in €′000	1st quarter 2016	1st quarter 2015
Net profit	6,159	5,229
Gains/losses due to the revaluation of defined benefit obligations	-5,165	-5,490
Deferred taxes on non-reclassifiable gains/losses	1,513	1,603
Non reclassifiable gains/losses	-3,652	-3,888
Gains/losses from changes in the fair value of	-485	635
Deferred taxes on non-reclassifiable gains/losses	120	-184
Reclassifiable gains/losses	-365	452
Othe comprehensive income	-4,018	-3,436
Total comprehensive income	2,141	1,794
Of which attributible to		
owners of the parent company	2,141	1,794

<sup>\*\*</sup>Basis of calculation: average number of ordinary shares outstanding at March 31, 2016: 108,849,037.

## Statement of financial position

#### Assets as of March 31, 2016

		. ———
All figures in €'000	March 31, 2016	March 31, 2015
Intangible assets	173,896	174,504
Property, plant and equipment	65,059	65,745
Investments accounted for using the equity method	3,821	3,481
Deferred tax assets	8,936	7,033
Receivables from clients in the banking business	556,390	542,696
Receivables from banks in the banking business	577,688	600,339
Financial assets	158,806	147,916
Tax refund claims	21,022	14,893
Other receivables and assets	94,131	112,531
Cash and cash equivalents	133,396	77,540
Non-current assets held for sale	6,040	6,040
Total	1,799,186	1,752,719

#### Liabilities and shareholders' equity as of March 31, 2016

All figures in €'000	March 31, 016	March 31, 2015
Shareholders' equity	387,895	385,753
Provisions	90,900	86,536
Deferred tax liabilities	10,503	10,549
Liabilities due to clients in the banking business	1,111,009	1,102,569
Liabilities due to banks in the banking business	27,746	23,095
Tax liabilities	8,093	4,006
Other liabilities	163,039	140,211
Total	1,799,186	1,752,719

### Condensed statement of cash flow

#### Condensed statement of cash flow for the period from January 1 to March 31, 2016

All figures in €'000	1st quarter 2016	1st quarter 2015
Cash and cash equivalents at the beginning of the period	94,540	72,119
Cashflow from operating activities	70,032	35,384
Cashflow from investing activities	-31,176	-11,987
Cashflow from financing activities	-	_
Change in cash and cash equivalents	38,856	23,397
Cash and cash equivalents at the end of the period	133,396	95,516

## Statement of changes in equity

#### Statement of changes in equity for the period from January 1 to March 31, 2016

Equity attributable to MLP AG shareholders							
All figures in €'000	Share capital	Capital reserves	Gains/losses from changes in the fair value of available-for-sale securities*	Revaluation gains/ losses related to defined benefit obligations after taxes	Retained earnings	Total shareholders equity	
As of Jan. 1, 2015	107,878	142,184	1,460	-10,730	136,004	376,795	
Net profit		_			5,229	5,229	
Other comprehensive income		_	452	-3,888		-3,436	
Total comprehensive income		_	452	-3,888	5,229	1,794	
As of March 31, 2015	107,878	142,184	1,912	-14,618	141,233	378,589	
As of Jan 1, 2016	109,335	146,727	1,212	-8,968	137,448	385,753	
Net profit		_			6,159	6,159	
Other comprehensive income		_	-365	-3,652		-4,018	
Total comprehensive income		_	-365	-3,652	6,159	2,141	
As of March 31, 2016	109,335	146,727	847	-12,620	143,607	387,895	

<sup>\*</sup>Reclassifiable gains/losses.

## Reportable business segments

#### Information regarding reportable business segments

	F	inancial services	
All General in Coope	1st quarter	1st quarter 2015*	
All figures in €'000	2016	2015	· <del></del>
Revenue	91,034	96,333	
Other revenue	2,715	3,235	
Total revenue	93,750	99,568	
Commission expenses	-40,277	-41,544	
Interest expenses	-486	-404	
Loan loss provisions	-572	-751	
Personnel expenses	-19,143	-19,311	
Depreciation and impairments	-1,904	-3,946	
Other operating expenses	-29,960	-29,136	
Earnings from investments accounted for using the equity method	340	362	
Segment earnings before interest and tax (EBIT)	1,748	4,838	
Other interests and similar income	107	98	
Other interest and similar expenses	-164	-196	
Finance cost	-57	-98	
Earnings before tax (EBT)	1,691	4,740	
Income Taxes	_	_	
Net profit	-	-	

<sup>\*</sup>As of 2016, loan loss provisions are disclosed as a separate item. For this reason, the previous year's disclosure was adjusted.

Total	To			Holding		DOMCURA		FERI		
1st quarter 2015*	1st quarter 2016	1st quarter 2015	1st quarter 2016							
125,868	148,815	-890	-1,217	_	_	_	30,501	30,425	28,497	
4,098	3,569	-2,824	-2,805	2,745	2,507		246	942	905	
129,966	152,384	-3,713	-4,022	2,745	2,507		30,747	31,367	29,402	
-58,371	-75,118	751	1,085		-		-19,023	-17,578	-16,903	
-404	-482	1	4		-		-		_	
-751	-1,243	_	-		-	_	5	_	-677	
-27,340	-29,968		-	-1,009	-921		-3,282	-7,020	-6,623	
-4,891	-3,143		-	-508	-486		-317	-437	-435	
-31,537	-34,069	2,993	2,960	-2,690	-2,533	_	-1,737	-2,705	-2,799	
362	340	_	-		-		-	-	-	
7,034	8,700	31	26	-1,461	-1,432		6,394	3,626	1,964	
121	126	-25	-29	39	19	_	19	8	11	
-297	-270	61	49	-121	-129		-2	-41	-25	
-177	-144	36	20	-81	-110		17	-33	-14	
6,857	8,556	67	46	-1,542	-1,542	_	6,411	3,593	1,950	
-1,628	-2,397		-		-		-		_	
5,229	6,159	_	-		_	_	-	-	_	

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