

# MLP SE

Financial Services - Germany



**Buy** (old: Buy)

23.09.2024

**EUR 11.50** (old: EUR 11.50)

## Banking business is no one-hit wonder

Despite declining interest rates, MLP's banking business looks set to remain strong. In detail:

**Generation of interest income:** MLP's banking business comprises **€ 3bn of interest receiving assets with an average interest rate of 3%** from three different pillars: **(1) Loans given out to MLP customers** (43%), mainly for real estate and medical practice financing, **(2) Deposits at commercial banks** (25%) held as investment purposes as part of the banking business and **(3) deposits at central banks** (32%).

**Interest payments to customers:** MLP's customers have deposited **€ 2.9bn**, for which MLP currently pays 1.2% interest on average (per H1; annualized), in three types of accounts: **(1) checking accounts** for 0% interest p.a., **(2) overnight deposits** for currently 1.5% interest p.a., and **(3) time deposits** for currently 2.75% interest p.a. Here, the mix of deposits is undisclosed, but our ballpark estimate would be 40% in checking accounts, 30% in overnight deposits and 30% in time deposits (eNuW).

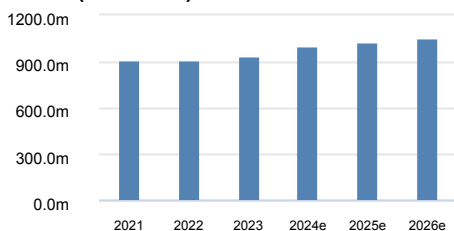
**What changes with falling ECB rates:** With a decline of ECB rates (as expected by the ECB Survey of Professional Forecasters and us respectively), we expect a proportionate decline in average interest rate received, but only for short-term maturity commercial and central bank deposits (57% of int. receiving assets). On the other hand, the **longer-term maturity fixed-rate loans given** to MLP's customers should show **stable or slightly rising interest rates**, as here the change in ECB rate drop comes into effect with a substantial delay and the loan book should gradually shift towards higher rate loans as old loans from the low interest rate are running out. For interest expenses, we also expect **MLP to reduce interest rates** on short-term maturity **deposits** proportionately to the ECB rate decline, in order to protect the net interest margin of currently 61% (H1'24). As the changes of interest receiving assets and customer deposits are unpredictable, we model no changes here. - see p. 2 for details

**Net interest income to peak now, but to remain at solid levels going forward:** In our base case scenario, reflecting current market expectation for rate declines and assuming changes at neither int. receiving assets nor customer deposits, we expect a net interest income of **€ 46m in FY'25e** (€ 41m in FY'26e), both at solid levels, reflecting a "new normal" after years of low interest rates. - continued -

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	907.3	913.8	941.1	1,000.0	1,027.9	1,058.7
Sales growth	21.7%	0.7%	3.0%	6.3%	2.8%	3.0%
EBITDA	124.0	110.6	106.5	121.4	134.2	143.4
Net debt (if net cash=0)	-133.0	-113.5	-131.0	-153.1	-183.4	-220.2
FCF	536.3	-323.5	101.3	60.4	71.4	75.9
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.57	0.47	0.44	0.59	0.62	0.67
EBITDA margin	13.7%	12.1%	11.3%	12.1%	13.1%	13.5%
ROCE	13.4%	9.9%	9.2%	11.5%	11.9%	12.5%
EV/sales	0.8	0.6	0.5	0.4	0.4	0.4
EV/EBITDA	5.5	5.1	4.0	3.7	3.1	2.7
PER	12.6	11.7	12.4	9.3	8.9	8.2
Adjusted FCF yield	11.6%	13.5%	17.1%	18.7%	22.8%	26.9%

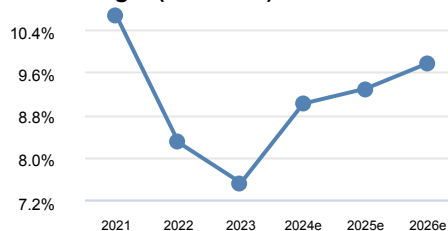
Source: Company data, NuWays, Close price as of 17.09.2024

### Sales (2021-26e)



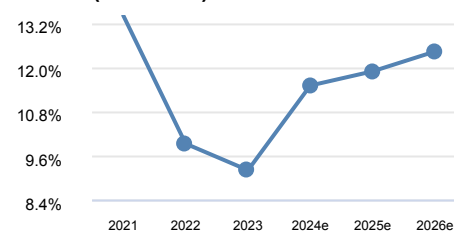
Source: NuWays Research

### EBIT margin (2021-26e)

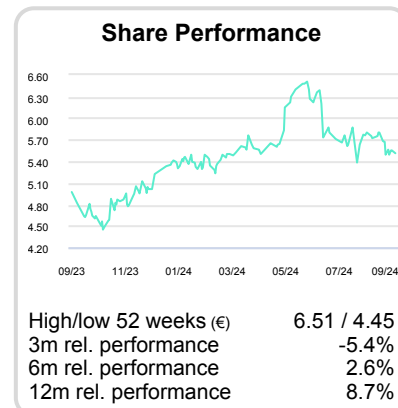


Source: NuWays Research

### ROCE (2021-26e)



Source: NuWays Research



### Market data

Share price (in €)	5.51
Market cap (in € m)	601.7
Number of shares (in m pcs)	109.2
Enterprise value (in € m)	448.6
Ø trading volume (6 months)	47,158

### Identifier

Bloomberg	MLP GR
Reuters	MLPG
WKN	656990
ISIN	DE0006569908

### Key shareholders

Lautenschläger Family	29.2%
HanseMerkur	10.0%
Barmenia	9.4%
LAIQON	9.2%
Allianz SE	6.2%
Free Float	36.0%

### Estimates changes

	2024e	2025e	2026e
Sales	0%	0%	0%
EBIT	0%	0%	0%
EPS	0%	0%	0%

### Comment on changes

### Company description

MLP is a leading financial services provider in Europe with a strong focus on Germany. MLP offers financial services in the fields of old-age provision, wealth management, non-life insurance, banking and real estate. The target group are students, wealthy private and institutional clients.

### Guidance

- FY'24e EBIT: €80-85m
- FY'25e: € 100-110m EBIT
- FY'25e: € 62-68bn AuM

# MLP SE

Update - 23.09.2024

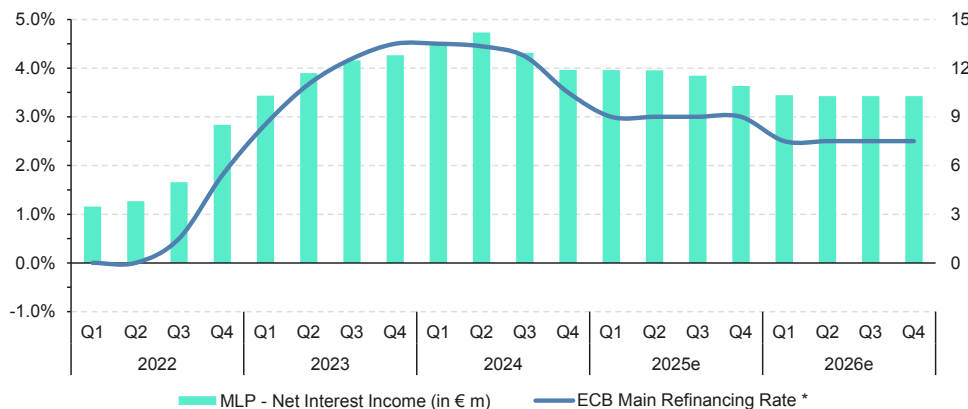
Furthermore, we conduct a **sensitivity analysis** (for FY'26e) in order to assess the impact of deviations from our assumptions (see below), showing **net interest incomes in the range of € 23m to € 65m**.

Against this backdrop, we remain confident that MLP remains on track to reach its guidance and continue to grow earnings and thus reiterate our **BUY recommendation** with unchanged **PT of € 11.50**, based on FCFY'24e and SOTP.

	2022 FY	2023 FY	Q1	Q2	2024 Q3e	Q4e	FYe	2025 FYe	2026 FYe
(1) Loans given to MLP customers <i>annual interest rate received (undisclosed, calculated retrogradely)</i>	1,149 1.3%	1,231 0.6%	1,258 1.2%	1,283 1.6%	1,300 1.4%	1,350 1.7%	1,350 1.5%	1,350 2.1%	1,350 2.1%
(2) Deposits at other banks <i>annual interest rate received (undisclosed, proxy: € STR)</i>	753 0.3%	779 3.2%	779 3.9%	752 3.9%	750 3.7%	750 3.1%	750 3.6%	750 2.4%	750 1.9%
(3) Deposits at central banks <i>annual interest rate received (undisclosed, proxy: ECB main refinancing rate)</i>	866 0.6%	964 3.8%	963 4.5%	963 4.5%	970 4.2%	980 3.5%	980 4.2%	980 3.0%	980 2.5%
Total interest receiving assets <i>avg. interest rate received (annualized)</i>	2,768 0.8%	2,974 2.3%	2,999 3.0%	2,998 3.1%	3,020 2.9%	3,080 2.6%	3,080 2.9%	3,080 2.5%	3,080 2.2%
<b>Interest Income</b>	<b>21.3</b>	<b>65.7</b>	<b>22.3</b>	<b>23.3</b>	<b>21.5</b>	<b>20.0</b>	<b>87.2</b>	<b>75.8</b>	<b>67.8</b>
Customer Deposits <i>avg. interest paid to customers (annualized)</i>	2,633 0.0%	2,765 0.7%	2,833 1.2%	2,912 1.2%	2,912 1.2%	2,912 1.1%	2,900 1.2%	2,900 1.0%	2,900 0.9%
<b>Interest Expense</b>	<b>-0.5</b>	<b>-18.5</b>	<b>-8.7</b>	<b>-9.1</b>	<b>-8.6</b>	<b>-8.1</b>	<b>-34.5</b>	<b>-29.6</b>	<b>-26.6</b>
<b>Net Interest Income</b> <i>net interest margin</i>	<b>20.8</b> 98%	<b>47.3</b> 72%	<b>13.6</b> 61%	<b>14.2</b> 61%	<b>12.9</b> 60%	<b>11.9</b> 59%	<b>52.6</b> 60%	<b>46.2</b> 61%	<b>41.1</b> 61%

Source: Company data, NuWays

## ECB main refinancing rate (qtl. avg.) and MLP's net interest income



Source: ECB, NuWays // \* Forecast for MRF from ECB Survey of Professional Forecasters (Q3'24)

## Sensitivity analysis of net interest income (FY'26e)

		Interest Receiving Assets (in € bn)						
		2.33	2.58	2.83	3.08	3.33	3.58	3.83
Avg. Interest Rate	1.6%	23	25	27	30	32	35	37
	1.8%	25	28	31	34	36	39	42
	2.0%	28	31	34	37	40	43	47
	2.2%	31	34	38	41	44	48	51
	2.4%	34	38	41	45	49	52	56
	2.6%	37	41	45	49	53	57	60
	2.8%	40	44	48	52	57	61	65

Source: NuWays // assumption: 61% net interest margin i.e., proportionate decline in interest expense to interest income.

## Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	2026e
<b>Net sales</b>	<b>907.3</b>	<b>913.8</b>	<b>941.1</b>	<b>1,000.0</b>	<b>1,027.9</b>	<b>1,058.7</b>
<i>Sales growth</i>	21.7%	0.7%	3.0%	6.3%	2.8%	3.0%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total sales</b>	<b>907.3</b>	<b>913.8</b>	<b>941.1</b>	<b>1,000.0</b>	<b>1,027.9</b>	<b>1,058.7</b>
Other operating income	44.1	35.4	32.4	33.0	30.0	30.0
Material expenses	482.5	477.9	473.0	493.8	504.0	518.6
Personnel expenses	180.5	187.9	209.1	228.3	221.7	226.7
Other operating expenses	164.4	172.7	184.9	189.5	198.0	200.0
<b>Total operating expenses</b>	<b>783.3</b>	<b>803.2</b>	<b>834.6</b>	<b>878.6</b>	<b>893.7</b>	<b>915.3</b>
<b>EBITDA</b>	<b>124.0</b>	<b>110.6</b>	<b>106.5</b>	<b>121.4</b>	<b>134.2</b>	<b>143.4</b>
Depreciation	27.2	35.0	35.8	31.3	38.7	40.0
<b>EBITA</b>	<b>96.8</b>	<b>75.6</b>	<b>70.7</b>	<b>90.1</b>	<b>95.5</b>	<b>103.4</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>96.8</b>	<b>75.6</b>	<b>70.7</b>	<b>90.1</b>	<b>95.5</b>	<b>103.4</b>
Interest income	0.7	2.8	8.4	8.4	8.4	8.4
Interest expenses	4.9	5.4	10.2	10.2	10.4	10.7
Investment income	0.6	0.1	0.0	0.0	0.0	0.0
Financial result	-3.6	-2.5	-1.7	-1.7	-2.0	-2.2
<b>Recurring pretax income from continuing operations</b>	<b>93.2</b>	<b>73.1</b>	<b>69.0</b>	<b>88.3</b>	<b>93.5</b>	<b>101.2</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>93.2</b>	<b>73.1</b>	<b>69.0</b>	<b>88.3</b>	<b>93.5</b>	<b>101.2</b>
Income tax expense	30.4	24.4	24.9	28.3	29.9	32.4
<b>Net income from continuing operations</b>	<b>62.8</b>	<b>48.6</b>	<b>44.1</b>	<b>60.1</b>	<b>63.6</b>	<b>68.8</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>62.8</b>	<b>48.6</b>	<b>44.1</b>	<b>60.1</b>	<b>63.6</b>	<b>68.8</b>
Minority interest	0.2	-2.8	-4.5	-4.5	-4.5	-4.5
<b>Net profit (reported)</b>	<b>62.6</b>	<b>51.5</b>	<b>48.6</b>	<b>64.5</b>	<b>68.0</b>	<b>73.3</b>
Average number of shares	109.3	109.2	109.2	109.2	109.2	109.2
<b>EPS reported</b>	<b>0.57</b>	<b>0.47</b>	<b>0.44</b>	<b>0.59</b>	<b>0.62</b>	<b>0.67</b>

Profit and loss (common size)	2021	2022	2023	2024e	2025e	2026e
<b>Net sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<i>Sales growth</i>	21.7%	0.7%	3.0%	6.3%	2.8%	3.0%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Other operating income	4.9%	3.9%	3.4%	3.3%	2.9%	2.8%
Material expenses	53.2%	52.3%	50.3%	49.4%	49.0%	49.0%
Personnel expenses	19.9%	20.6%	22.2%	22.8%	21.6%	21.4%
Other operating expenses	18.1%	18.9%	19.6%	19.0%	19.3%	18.9%
<b>Total operating expenses</b>	<b>86.3%</b>	<b>87.9%</b>	<b>88.7%</b>	<b>87.9%</b>	<b>86.9%</b>	<b>86.5%</b>
<b>EBITDA</b>	<b>13.7%</b>	<b>12.1%</b>	<b>11.3%</b>	<b>12.1%</b>	<b>13.1%</b>	<b>13.5%</b>
Depreciation	3.0%	3.8%	3.8%	3.1%	3.8%	3.8%
<b>EBITA</b>	<b>10.7%</b>	<b>8.3%</b>	<b>7.5%</b>	<b>9.0%</b>	<b>9.3%</b>	<b>9.8%</b>
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBIT (inc revaluation net)</b>	<b>10.7%</b>	<b>8.3%</b>	<b>7.5%</b>	<b>9.0%</b>	<b>9.3%</b>	<b>9.8%</b>
Interest income	0.1%	0.3%	0.9%	0.8%	0.8%	0.8%
Interest expenses	0.5%	0.6%	1.1%	1.0%	1.0%	1.0%
Investment income	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>10.3%</b>	<b>8.0%</b>	<b>7.3%</b>	<b>8.8%</b>	<b>9.1%</b>	<b>9.6%</b>
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Earnings before taxes</b>	<b>10.3%</b>	<b>8.0%</b>	<b>7.3%</b>	<b>8.8%</b>	<b>9.1%</b>	<b>9.6%</b>
Tax rate	32.6%	33.4%	36.0%	32.0%	32.0%	32.0%
<b>Net income from continuing operations</b>	<b>6.9%</b>	<b>5.3%</b>	<b>4.7%</b>	<b>6.0%</b>	<b>6.2%</b>	<b>6.5%</b>
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Net income</b>	<b>6.9%</b>	<b>5.3%</b>	<b>4.7%</b>	<b>6.0%</b>	<b>6.2%</b>	<b>6.5%</b>
Minority interest	0.0%	-0.3%	-0.5%	-0.4%	-0.4%	-0.4%
<b>Net profit (reported)</b>	<b>6.9%</b>	<b>5.6%</b>	<b>5.2%</b>	<b>6.5%</b>	<b>6.6%</b>	<b>6.9%</b>

Source: Company data, NuWays

Balance sheet (EUR m)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	226.8	234.5	225.5	228.5	231.5	234.5
Property, plant and equipment	128.1	136.6	142.3	142.0	146.4	146.4
Financial assets	206.4	247.1	186.3	188.3	190.3	192.3
<b>FIXED ASSETS</b>	<b>561.2</b>	<b>618.2</b>	<b>554.1</b>	<b>558.8</b>	<b>568.2</b>	<b>573.2</b>
Inventories	34.6	51.9	39.6	39.6	39.6	39.6
Accounts receivable	1,439.7	1,902.5	2,010.1	2,010.1	2,010.1	2,010.1
Other assets and short-term financial assets	268.0	242.4	248.7	248.7	248.7	248.7
Liquid assets	1,377.8	961.2	1,053.9	1,059.0	1,079.3	1,102.1
Deferred taxes	12.1	8.4	11.1	11.1	11.1	11.1
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>3,132.1</b>	<b>3,166.4</b>	<b>3,363.3</b>	<b>3,368.4</b>	<b>3,388.8</b>	<b>3,411.5</b>
<b>TOTAL ASSETS</b>	<b>3,693.4</b>	<b>3,784.6</b>	<b>3,917.5</b>	<b>3,927.2</b>	<b>3,957.0</b>	<b>3,984.7</b>
<b>SHAREHOLDERS EQUITY</b>	<b>495.2</b>	<b>527.4</b>	<b>538.3</b>	<b>561.7</b>	<b>597.5</b>	<b>633.7</b>
MINORITY INTEREST	1.0	-1.9	-6.3	-5.0	-5.0	-3.5
Long-term liabilities to banks	129.3	137.0	140.6	125.6	110.6	95.6
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	2,516.1	2,633.5	2,764.6	2,764.6	2,764.6	2,764.6
Provisions for pensions and similar obligations	27.0	0.0	0.0	0.0	2.0	4.0
Other provisions and accrued liabilities	110.0	97.6	104.2	104.2	107.2	110.2
<b>NON-CURRENT LIABILITIES</b>	<b>2,782.4</b>	<b>2,868.1</b>	<b>3,009.4</b>	<b>2,994.4</b>	<b>2,984.4</b>	<b>2,974.4</b>
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.0	0.0	0.0	0.0	0.0	0.0
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	0.0	4.0	4.0
Other liabilities (incl. from lease and rental contracts)	403.4	371.7	358.5	358.5	358.5	358.5
Deferred taxes	11.3	19.3	17.3	17.3	17.3	17.3
Deferred income	0.0	0.0	0.2	0.2	0.2	0.2
<b>CURRENT LIABILITIES</b>	<b>414.7</b>	<b>391.0</b>	<b>376.0</b>	<b>376.0</b>	<b>380.0</b>	<b>380.0</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>3,693.4</b>	<b>3,784.6</b>	<b>3,917.5</b>	<b>3,927.2</b>	<b>3,957.0</b>	<b>3,984.7</b>
<b>Balance sheet (common size)</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024e</b>	<b>2025e</b>	<b>2026e</b>
Intangible assets	6.1%	6.2%	5.8%	5.8%	5.8%	5.9%
Property, plant and equipment	3.5%	3.6%	3.6%	3.6%	3.7%	3.7%
Financial assets	5.6%	6.5%	4.8%	4.8%	4.8%	4.8%
<b>FIXED ASSETS</b>	<b>15.2%</b>	<b>16.3%</b>	<b>14.1%</b>	<b>14.2%</b>	<b>14.4%</b>	<b>14.4%</b>
Inventories	0.9%	1.4%	1.0%	1.0%	1.0%	1.0%
Accounts receivable	39.0%	50.3%	51.3%	51.2%	50.8%	50.4%
Other assets and short-term financial assets	7.3%	6.4%	6.3%	6.3%	6.3%	6.2%
Liquid assets	37.3%	25.4%	26.9%	27.0%	27.3%	27.7%
Deferred taxes	0.3%	0.2%	0.3%	0.3%	0.3%	0.3%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT ASSETS</b>	<b>84.8%</b>	<b>83.7%</b>	<b>85.9%</b>	<b>85.8%</b>	<b>85.6%</b>	<b>85.6%</b>
<b>TOTAL ASSETS</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>SHAREHOLDERS EQUITY</b>	<b>13.4%</b>	<b>13.9%</b>	<b>13.7%</b>	<b>14.3%</b>	<b>15.1%</b>	<b>15.9%</b>
MINORITY INTEREST	0.0%	-0.0%	-0.2%	-0.1%	-0.1%	-0.1%
Long-term liabilities to banks	3.5%	3.6%	3.6%	3.2%	2.8%	2.4%
Bonds (long-term)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
other interest-bearing liabilities	68.1%	69.6%	70.6%	70.4%	69.9%	69.4%
Provisions for pensions and similar obligations	0.7%	0.0%	0.0%	0.0%	0.1%	0.1%
Other provisions and accrued liabilities	3.0%	2.6%	2.7%	2.7%	2.7%	2.8%
<b>NON-CURRENT LIABILITIES</b>	<b>75.3%</b>	<b>75.8%</b>	<b>76.8%</b>	<b>76.2%</b>	<b>75.4%</b>	<b>74.6%</b>
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accrued taxes	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%
Other liabilities (incl. from lease and rental contracts)	10.9%	9.8%	9.2%	9.1%	9.1%	9.0%
Deferred taxes	0.3%	0.5%	0.4%	0.4%	0.4%	0.4%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT LIABILITIES</b>	<b>11.2%</b>	<b>10.3%</b>	<b>9.6%</b>	<b>9.6%</b>	<b>9.6%</b>	<b>9.5%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Company data, NuWays

Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net profit/loss	62.8	48.6	44.1	60.1	63.6	68.8
Depreciation of fixed assets (incl. leases)	27.2	35.0	35.8	31.3	38.7	40.0
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Other costs affecting income / expenses	-400.1	4.9	2.0	0.0	0.0	0.0
Cash flow from operating activities	529.4	-319.3	98.9	71.4	83.3	88.8
Increase/decrease in inventory	-16.8	-17.3	12.3	0.0	0.0	0.0
Increase/decrease in accounts receivable	192.4	-462.9	-107.5	0.0	0.0	0.0
Increase/decrease in accounts payable	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in other working capital positions	244.2	117.4	131.1	0.0	0.0	0.0
Increase/decrease in working capital	419.8	-362.8	35.9	0.0	0.0	0.0
<b>Cash flow from operating activities</b>	<b>546.4</b>	<b>-301.3</b>	<b>117.9</b>	<b>91.4</b>	<b>104.3</b>	<b>110.8</b>
CAPEX	10.1	22.3	16.6	31.0	32.9	34.9
Payments for acquisitions	39.9	13.9	0.0	0.0	0.0	0.0
Financial investments	4.6	48.3	63.2	0.0	0.0	0.0
Income from asset disposals	0.0	0.1	-18.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-45.4</b>	<b>-84.4</b>	<b>28.6</b>	<b>-31.0</b>	<b>-32.9</b>	<b>-34.9</b>
Cash flow before financing	466.7	-418.5	-12.7	27.6	35.4	37.8
Increase/decrease in debt position	54.6	-5.0	-20.4	-15.0	-15.0	-15.0
Purchase of own shares	0.0	0.4	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	25.1	32.8	32.8	32.8	36.0	38.1
Others	-15.5	-1.3	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	4.3	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>14.0</b>	<b>-39.5</b>	<b>-53.2</b>	<b>-47.8</b>	<b>-51.0</b>	<b>-53.1</b>
Increase/decrease in liquid assets	505.8	-425.2	-28.8	12.6	20.4	22.8
<b>Liquid assets at end of period</b>	<b>1,374.1</b>	<b>948.8</b>	<b>1,046.4</b>	<b>1,059.0</b>	<b>1,079.3</b>	<b>1,102.1</b>

Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
<b>P&amp;L growth analysis</b>						
Sales growth	21.7%	0.7%	3.0%	6.3%	2.8%	3.0%
EBITDA growth	42.5%	-10.8%	-3.7%	13.9%	10.5%	6.9%
EBIT growth	63.1%	-21.9%	-6.5%	27.4%	6.0%	8.3%
EPS growth	44.8%	-17.7%	-5.6%	32.8%	5.4%	7.7%
<b>Efficiency</b>						
Sales per employee	507.0	500.6	505.5	526.6	530.6	535.8
EBITDA per employee	69.3	60.6	57.2	63.9	69.3	72.6
No. employees (average)	1,790	1,825	1,862	1,899	1,937	1,976
<b>Balance sheet analysis</b>						
Avg. working capital / sales	-48.8%	-46.5%	-65.9%	-45.1%	-45.4%	-44.0%
Inventory turnover (sales/inventory)	26.2	17.6	23.8	25.3	26.0	26.0
Accounts receivable turnover	579.2	759.9	779.6	733.7	713.8	693.0
Accounts payable turnover	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow analysis</b>						
Free cash flow	536.3	-323.5	101.3	60.4	71.4	75.9
Free cash flow/sales	59.1%	-35.4%	10.8%	6.0%	6.9%	7.2%
FCF / net profit	853.8%	neg.	229.5%	100.6%	112.3%	110.3%
Capex / sales	1.6%	7.7%	8.5%	3.1%	3.2%	3.3%
<b>Solvency</b>						
Net debt	-133.0	-113.5	-131.0	-153.1	-183.4	-220.2
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
Dividend payout ratio	52.2%	67.4%	74.3%	60.0%	60.0%	55.0%
Interest paid / avg. debt	4.1%	4.1%	7.3%	7.6%	8.8%	10.4%
<b>Returns</b>						
ROCE	13.4%	9.9%	9.2%	11.5%	11.9%	12.5%
ROE	12.6%	9.8%	9.0%	11.5%	11.4%	11.6%
Adjusted FCF yield	11.6%	13.5%	17.1%	18.7%	22.8%	26.9%
Dividend yield	4.1%	5.4%	5.4%	6.0%	6.3%	6.3%
DPS	0.3	0.3	0.3	0.3	0.3	0.3
EPS reported	0.57	0.47	0.44	0.59	0.62	0.67
Average number of shares	109.3	109.2	109.2	109.2	109.2	109.2
<b>Valuation ratios</b>						
P/BV	1.6	1.1	1.1	1.1	1.0	1.0
EV/sales	0.8	0.6	0.5	0.4	0.4	0.4
EV/EBITDA	5.5	5.1	4.0	3.7	3.1	2.7
EV/EBIT	7.1	7.4	6.0	5.0	4.4	3.7

Source: Company data, NuWays

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Company	Disclosures
MLP SE	2

### Historical target price and rating changes for MLP SE

Company	Date	Analyst	Rating	Target Price	Close
MLP SE	16.05.2024	Wendisch, Henry	Buy	EUR 11.50	EUR 5.83
	04.04.2024	Wendisch, Henry	Buy	EUR 12.00	EUR 5.56

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Date of publication creation: 20/09/2024 08:05 AM

Date of publication dissemination: 20/09/2024 08:05 AM

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