

# MLP SE

Financial Services - Germany



**Buy** (old: Buy)

08.10.2024

**EUR 12.00** (old: EUR 11.50)

## Guidance hike thanks to FERi's fund solutions; chg. est & PT

Last week, MLP increased its FY'24 EBIT guidance thanks to a favourable development of FERi's institutional fund solutions, leading to highly profitable performance fees in Q3. In detail:

MLP disclosed **€ 17m of performance fees** collected in the third quarter, which compares extremely well to last year's Q3 (€ 0.1m) as well as to Q1'24 (€ 3.8m) and Q2 (€ 5.4m) and which is the second largest quarterly collection over the last 4 years (largest: € 27m in Q4'21).

While the exact source of performance fees is undisclosed, we expect it to have mostly stemmed from **FERi's non-public institutional fund solutions** (Alternative and "other" Assets, c. 93% of FERi's AuM, see p.2 for details) as the observable public funds (Optoflex and Equity Flex fund families) have not performed to the extent to explain the large amount of € 17m. As it is impossible to observe or anticipate the fund performance of the non-public funds from the outside, the strong collection of performance fees hit us with a positive surprise.

Consequently, **MLP raised its FY'24e EBIT guidance by € 10m from € 75-85m to € 85-95m**, now in line with our old estimate of € 90m. Assuming a 60-75% incremental EBIT margin from performance fees (eNuW), this implies € 10-13m of incremental Q3 EBIT and fully explains the € 10m guidance increase.

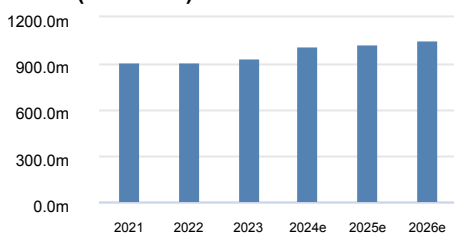
As we have modeled our € 90m EBIT target under the assumption of only € 1m performance fees in Q3 (we have assumed no performance fees from non-public funds due to their unpredictability) we **add an incremental € 10m EBIT** to our previous Q3 EBIT estimate, but also finetune our Q4 estimate by adding € 5m to our personnel expense estimate. As a result, our **new FY'24e EBIT estimate** arrives at the top-end of the new guidance **at € 95m** (old: € 90m), which implies a strong EBIT expansion by 34% yoy.

In sum, the guidance hike completely underpins our **positive view on the stock**. Additional to performance fees, the recovery of the EBIT-negative real estate business as well as the ongoing strong net interest income from banking, should lead to improving profitability into this and next year. This directly contradicts MLP's valuation, which should rerate once the hike in profitability becomes ever more visible. Therefore, we **reiterate our BUY recommendation**, confirm MLP's position in our **NuWays' AlphaList** and **increase our PT to € 12.00** (old: € 11.50), based on FCFY'24e and SOTP.

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	907.3	913.8	941.1	1,020.0	1,027.9	1,058.7
Sales growth	21.7%	0.7%	3.0%	8.4%	0.8%	3.0%
EBITDA	124.0	110.6	106.5	125.9	134.2	143.4
Net debt (if net cash=0)	-133.0	-113.5	-131.0	-156.2	-185.3	-222.7
FCF	536.3	-323.5	101.3	63.5	72.0	76.5
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.57	0.47	0.44	0.62	0.62	0.67
EBITDA margin	13.7%	12.1%	11.3%	12.3%	13.1%	13.5%
ROCE	13.4%	9.9%	9.2%	12.1%	11.9%	12.4%
EV/sales	0.8	0.6	0.5	0.4	0.4	0.4
EV/EBITDA	5.5	5.1	4.0	3.5	3.1	2.7
PER	12.6	11.7	12.4	8.9	8.9	8.2
Adjusted FCF yield	11.6%	13.5%	17.1%	19.5%	23.1%	27.1%

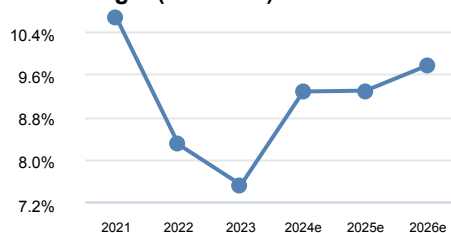
Source: Company data, NuWays, Close price as of 27.09.2024

### Sales (2021-26e)



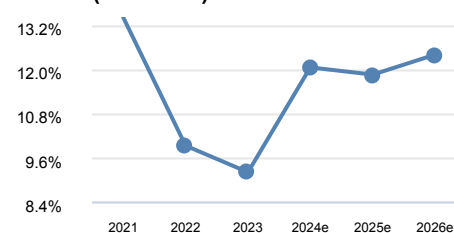
Source: NuWays Research

### EBIT margin (2021-26e)

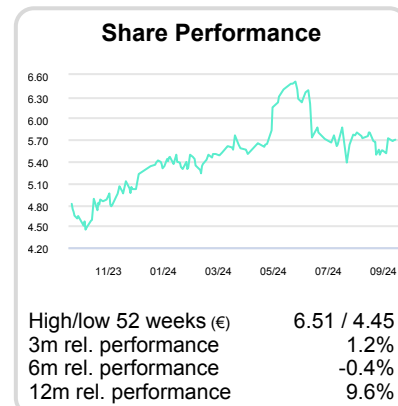


Source: NuWays Research

### ROCE (2021-26e)



Source: NuWays Research



### Market data

Share price (in €)	5.70
Market cap (in € m)	601.7
Number of shares (in m pcs)	109.2
Enterprise value (in € m)	445.6
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	2%	0%	0%
EBIT	5%	0%	0%
EPS	5%	0%	0%

### Comment on changes

### Company description

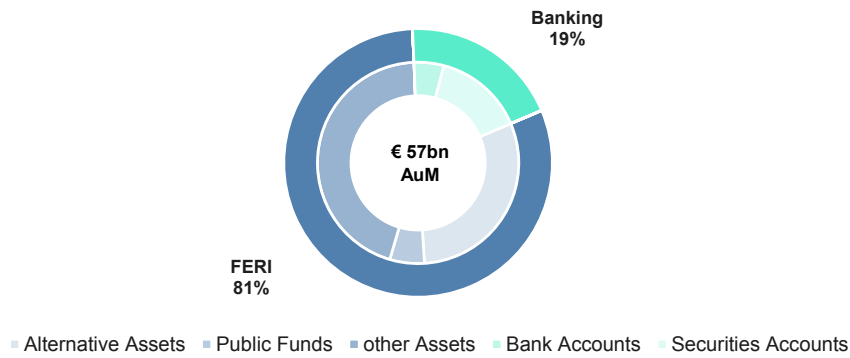
MLP is a leading financial services provider in Europe with a strong focus on Germany. MLP offers financial services in the fields of old-age provision, wealth management, non-life insurance, banking and real estate. The target group are students, wealthy private and institutional clients.

### Guidance

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

## MLP Group - AuM Composition (in € bn, as of FY'23)

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Source: Company data, NuWays

## 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>1,020.0</b>	<b>1,027.9</b>	<b>1,058.7</b>
<i>Sales growth</i>	21.7%	0.7%	3.0%	8.4%	0.8%	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>1,020.0</b>	<b>1,027.9</b>	<b>1,058.7</b>
Other operating income	44.1	35.4	32.4	30.0	30.0	30.0
Material expenses	482.5	477.9	473.0	500.8	504.0	518.6
Personnel expenses	180.5	187.9	209.1	233.8	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>894.1</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>125.9</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>94.6</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>94.6</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>92.8</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>92.8</b>	<b>93.5</b>	<b>101.2</b>
Income tax expense	30.4	24.4	24.9	29.7	29.9	32.4
<b>Net income from continuing operations</b>	<b>62.8</b>	<b>48.6</b>	<b>44.1</b>	<b>63.1</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>63.1</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>67.6</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>0.62</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%	8.4%	0.8%	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%	2.9%	2.9%	2.8%
Material expenses	53.2%	52.3%	50.3%	49.1%	49.0%	49.0%
Personnel expenses	19.9%	20.6%	22.2%	22.9%	21.6%	21.4%
Other operating expenses	18.1%	18.9%	19.6%	18.6%	19.3%	18.9%
<b>Total operating expenses</b>	<b>86.3%</b>	<b>87.9%</b>	<b>88.7%</b>	<b>87.7%</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>12.3%</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>9.3%</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>9.3%</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>9.1%</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>9.1%</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>6.2%</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>6.2%</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>6.6%</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	1,062.0	1,081.2	1,104.6
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>3,371.5</b>	<b>3,390.6</b>	<b>3,414.0</b>
<b>TOTAL ASSETS</b>	<b>3,693.4</b>	<b>3,784.6</b>	<b>3,917.5</b>	<b>3,930.2</b>	<b>3,958.8</b>	<b>3,987.2</b>
<b>SHAREHOLDERS EQUITY</b>	<b>495.2</b>	<b>527.4</b>	<b>538.3</b>	<b>564.8</b>	<b>599.3</b>	<b>636.2</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>3,930.2</b>	<b>3,958.8</b>	<b>3,987.2</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%	51.1%	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>14.4%</b>	<b>15.1%</b>	<b>16.0%</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%	70.3%	69.8%	69.3%
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	63.1	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	74.4	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>94.4</b>	<b>104.3</b>	<b>110.8</b>
CAPEX	10.1	22.3	16.6	31.0	32.2	34.3
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>-32.2</b>	<b>-34.3</b>
Cash flow before financing	466.7	-418.5	-12.7	30.7	34.2	38.4
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	37.9	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>-52.9</b>	<b>-53.1</b>
Increase/decrease in liquid assets	505.8	-425.2	-28.8	15.7	19.2	23.4
<b>Liquid assets at end of period</b>	<b>1,374.1</b>	<b>948.8</b>	<b>1,046.4</b>	<b>1,062.0</b>	<b>1,081.2</b>	<b>1,104.6</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%	8.4%	0.8%	3.0%
EBITDA growth	42.5%	-10.8%	-3.7%	18.2%	6.6%	6.9%
EBIT growth	63.1%	-21.9%	-6.5%	33.7%	1.0%	8.3%
EPS growth	44.8%	-17.7%	-5.6%	39.1%	0.7%	7.7%
<b>Efficiency</b>						
Sales per employee	507.0	500.6	505.5	537.1	530.6	535.8
EBITDA per employee	69.3	60.6	57.2	66.3	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%	-44.3%	-45.4%	-44.0%
Inventory turnover (sales/inventory)	26.2	17.6	23.8	25.8	26.0	26.0
Accounts receivable turnover	579.2	759.9	779.6	719.3	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	63.5	72.0	76.5
Free cash flow/sales	59.1%	-35.4%	10.8%	6.2%	7.0%	7.2%
FCF / net profit	853.8%	neg.	229.5%	100.5%	113.3%	111.3%
Capex / sales	1.6%	7.7%	8.5%	3.0%	3.1%	3.2%
<b>Solvency</b>						
Net debt	-133.0	-113.5	-131.0	-156.2	-185.3	-222.7
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%	12.1%	11.9%	12.4%
ROE	12.6%	9.8%	9.0%	12.0%	11.4%	11.5%
Adjusted FCF yield	11.6%	13.5%	17.1%	19.5%	23.1%	27.1%
Dividend yield	4.1%	5.4%	5.4%	6.3%	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	0.62	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	0.9
EV/sales	0.8	0.6	0.5	0.4	0.4	0.4
EV/EBITDA	5.5	5.1	4.0	3.5	3.1	2.7
EV/EBIT	7.1	7.4	6.0	4.7	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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The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

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ment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

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