

# MLP SE

Financial Services - Germany



**Buy** (old: Buy)

12.12.2024

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

## Strategy roundup: AuM growth, corporate clients & digitalization

**Topic:** earlier this week, we attended an analyst dialogue with MLP's C-level. Here are our key take-aways:

**AuM strategy:** having shown a 10% AuM growth CAGR (FY'20-9M'24), MLP should continue to maintain this high level of growth, due to several reasons: **(1)** First, steady inflows from 83k customers (eNuW) with an average monthly **savings plan** of € 500 currently contribute € 0.5bn annually to the now € 61bn total AuM. Especially the young customers show an above average behaviour, as 70% of young customers have a savings plan with MLP. **(2)** Secondly, an incoming **wave of inheritances** in Germany should create demand for wealth management solutions. Here MLP is especially well positioned having a mass-affluent customer base with a largely academic background, which often also holds true for the respective testators. **(3)** Thirdly, a meaningful part of MLP customers are expecting payouts from **expiring life insurance policies**, which create a cash influx for which a **suitable investment strategy is offered by MLP**. On group level, MLP is well positioned to service the growing demand for wealth management with its own banking business (bank and custody accounts for savings plans), but also benefits from FER's strong wealth management and multi-asset expertise which offers all services together with the MLP consultant.

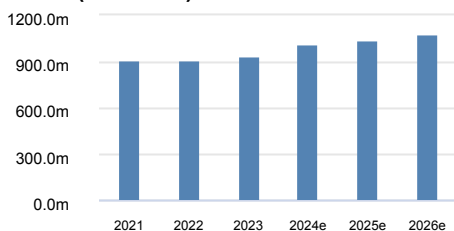
**Corporate client strategy:** MLP's corporate client strategy focuses on insurance solutions for corporates, especially corporate pension schemes, health insurance and employee benefits (under the brand TPC and :pxtra) as well as corporate insurance brokerage (under RVM), the latter serving as a competence centre for highly specialized industrial insurances. Here, referrals within the MLP group (e.g. from wealth management to industrial brokerage or vice versa) seems to be working well, which was shown by 10x increase in RVM mandates diverted from within the group since 2021.

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Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	907.3	913.8	941.1	1,020.0	1,040.4	1,082.0
Sales growth	21.7%	0.7%	3.0%	8.4%	2.0%	4.0%
EBITDA	124.0	110.6	106.5	125.9	133.0	147.3
Net debt (if net cash=0)	-133.0	-113.5	-131.0	-158.6	-185.1	-220.0
FCF	536.3	-323.5	101.3	65.9	70.9	78.0
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.57	0.47	0.44	0.64	0.68	0.77
EBITDA margin	13.7%	12.1%	11.3%	12.3%	12.8%	13.6%
ROCE	13.4%	9.9%	9.2%	12.1%	12.6%	14.0%
EV/sales	0.8	0.6	0.5	0.5	0.4	0.4
EV/EBITDA	5.5	5.1	4.0	3.8	3.4	2.9
PER	12.6	12.4	13.2	9.1	8.6	7.6
Adjusted FCF yield	11.6%	13.5%	17.1%	17.8%	20.0%	24.2%

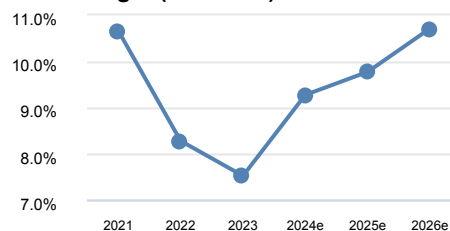
Source: Company data, NuWays, Close price as of 06.12.2024

### Sales (2021-26e)



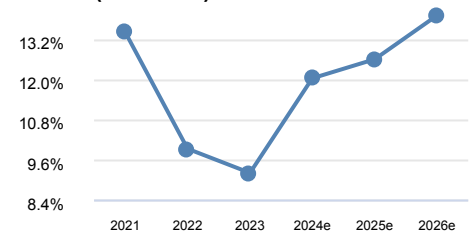
Source: NuWays Research

### EBIT margin (2021-26e)



Source: NuWays Research

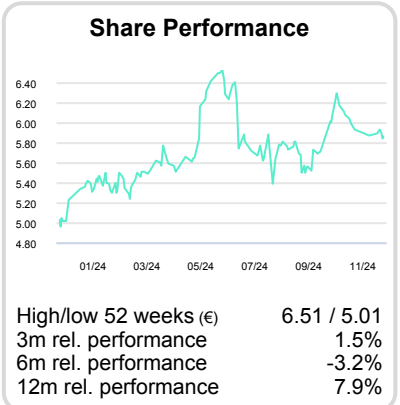
### ROCE (2021-26e)



Source: NuWays Research

### 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.



### Market data

Share price (in €)	5.85
Market cap (in € m)	638.9
Number of shares (in m pcs)	109.2
Enterprise value (in € m)	480.3
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

### Guidance

- FY'24e EBIT: €85-95m
- FY'25e: € 100-110m EBIT
- FY'25e: € 62-68bn AuM

**Digitalisation:** MLP continues to digitize in all areas, but we shed the light on two examples.

**(1) a more digital customer experience.** First, it is not designed to move away from a personal consulting through the MLP consultant, but rather to complement the consulting approach in a more digital customer experience, ultimately improving the customer satisfaction and preventing potential churn via the MLP Financial Home (client portal showcasing the client's asset structure and insurance contracts). Moreover, the incorporated gap analysis showcases the consultant as well as the client a potential underinsurance or the need for action in order to reach the personal financial goal and protection.

**(2) business automation.** Secondly, the effective use of automation as well as the company internal AI assistance (similar to "ChatGPT") serves as a key enabler of more efficient processes, but also serves as a digital database of the profound and interdisciplinary knowledge across the group. For example, the claims management for claims below € 5k at the underwriting agent DOMCURA is fully digitized and reduced the processing time by more than 90% (eNuW). Here, the "Claims-AI" (introduced in July 2024) handles incoming claims, assesses the situation, matches and cross-checks the written text with pictures attached and creates a recommendation for the clerk with a ready to send reply within seconds. All the clerk has to do is to approve it. Moreover, this has reduced the claims backlog by more than 80% within a few months.

Looking ahead, MLP will announce **new mid-term (2028e) targets with FY'24 results on 13th March 2025**, as the old mid-term 2025 targets will be next year's guidance. The new targets should be "no less ambitious than our previous medium-term planning" according to the CFO Reinhard Loose. Consequently the announcement should serve as a **catalyst for the stock**, as MLP's underlying financial performance over the last years does not match the share price development, in our view. Thus, we reiterate **BUY with unchanged PT of € 12.00**, based on FCFY'24e.

## 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>1,040.4</b>	<b>1,082.0</b>
<i>Sales growth</i>	21.7%	0.7%	3.0%	8.4%	2.0%	4.0%
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>1,040.4</b>	<b>1,082.0</b>
Other operating income	44.1	35.4	32.4	30.0	30.6	31.8
Material expenses	482.5	477.9	473.0	500.8	498.0	516.8
Personnel expenses	180.5	187.9	209.1	233.8	248.0	255.5
Other operating expenses	164.4	172.7	184.9	189.5	192.0	194.2
<b>Total operating expenses</b>	<b>783.3</b>	<b>803.2</b>	<b>834.6</b>	<b>894.1</b>	<b>907.4</b>	<b>934.7</b>
<b>EBITDA</b>	<b>124.0</b>	<b>110.6</b>	<b>106.5</b>	<b>125.9</b>	<b>133.0</b>	<b>147.3</b>
Depreciation	27.2	35.0	35.8	31.3	31.3	31.3
<b>EBITA</b>	<b>96.8</b>	<b>75.6</b>	<b>70.7</b>	<b>94.6</b>	<b>101.7</b>	<b>116.0</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>101.7</b>	<b>116.0</b>
Interest income	0.7	2.8	8.4	12.0	12.0	12.0
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	1.8	1.6	1.3
<b>Recurring pretax income from continuing operations</b>	<b>93.2</b>	<b>73.1</b>	<b>69.0</b>	<b>96.4</b>	<b>103.3</b>	<b>117.3</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>96.4</b>	<b>103.3</b>	<b>117.3</b>
Income tax expense	30.4	24.4	24.9	30.9	33.0	37.5
<b>Net income from continuing operations</b>	<b>62.8</b>	<b>48.6</b>	<b>44.1</b>	<b>65.6</b>	<b>70.2</b>	<b>79.8</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>65.6</b>	<b>70.2</b>	<b>79.8</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>70.0</b>	<b>74.7</b>	<b>84.2</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>0.64</b>	<b>0.68</b>	<b>0.77</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%	2.0%	4.0%
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%	2.9%
Material expenses	53.2%	52.3%	50.3%	49.1%	47.9%	47.8%
Personnel expenses	19.9%	20.6%	22.2%	22.9%	23.8%	23.6%
Other operating expenses	18.1%	18.9%	19.6%	18.6%	18.5%	18.0%
<b>Total operating expenses</b>	<b>86.3%</b>	<b>87.9%</b>	<b>88.7%</b>	<b>87.7%</b>	<b>87.2%</b>	<b>86.4%</b>
<b>EBITDA</b>	<b>13.7%</b>	<b>12.1%</b>	<b>11.3%</b>	<b>12.3%</b>	<b>12.8%</b>	<b>13.6%</b>
Depreciation	3.0%	3.8%	3.8%	3.1%	3.0%	2.9%
<b>EBITA</b>	<b>10.7%</b>	<b>8.3%</b>	<b>7.5%</b>	<b>9.3%</b>	<b>9.8%</b>	<b>10.7%</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>9.8%</b>	<b>10.7%</b>
Interest income	0.1%	0.3%	0.9%	1.2%	1.2%	1.1%
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.	0.2%	0.2%	0.1%
<b>Recurring pretax income from continuing operations</b>	<b>10.3%</b>	<b>8.0%</b>	<b>7.3%</b>	<b>9.5%</b>	<b>9.9%</b>	<b>10.8%</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>9.5%</b>	<b>9.9%</b>	<b>10.8%</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>6.4%</b>	<b>6.7%</b>	<b>7.4%</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>6.4%</b>	<b>6.7%</b>	<b>7.4%</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>6.9%</b>	<b>7.2%</b>	<b>7.8%</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	1,064.5	1,081.0	1,101.9
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>3,373.9</b>	<b>3,390.5</b>	<b>3,411.4</b>
<b>TOTAL ASSETS</b>	<b>3,693.4</b>	<b>3,784.6</b>	<b>3,917.5</b>	<b>3,932.7</b>	<b>3,958.6</b>	<b>3,984.5</b>
<b>SHAREHOLDERS EQUITY</b>	<b>495.2</b>	<b>527.4</b>	<b>538.3</b>	<b>567.2</b>	<b>599.1</b>	<b>633.5</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>3,932.7</b>	<b>3,958.6</b>	<b>3,984.5</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%	27.1%	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>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%	70.3%	69.8%	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%	2.6%	2.7%	2.8%
<b>NON-CURRENT LIABILITIES</b>	<b>75.3%</b>	<b>75.8%</b>	<b>76.8%</b>	<b>76.1%</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	65.6	70.2	79.8
Depreciation of fixed assets (incl. leases)	27.2	35.0	35.8	31.3	31.3	31.3
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	76.9	82.5	91.1
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>96.9</b>	<b>103.5</b>	<b>113.1</b>
CAPEX	10.1	22.3	16.6	31.0	32.6	35.0
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>-32.6</b>	<b>-35.0</b>
Cash flow before financing	466.7	-418.5	-12.7	33.1	31.6	35.9
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	39.3	42.1
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>-54.3</b>	<b>-57.1</b>
Increase/decrease in liquid assets	505.8	-425.2	-28.8	18.1	16.6	20.9
<b>Liquid assets at end of period</b>	<b>1,374.1</b>	<b>948.8</b>	<b>1,046.4</b>	<b>1,064.5</b>	<b>1,081.0</b>	<b>1,101.9</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%	2.0%	4.0%
EBITDA growth	42.5%	-10.8%	-3.7%	18.2%	5.6%	10.7%
EBIT growth	63.1%	-21.9%	-6.5%	33.7%	7.5%	14.0%
EPS growth	44.8%	-17.7%	-5.6%	44.1%	6.7%	12.8%
<b>Efficiency</b>						
Sales per employee	507.0	500.6	505.5	537.1	537.1	547.6
EBITDA per employee	69.3	60.6	57.2	66.3	68.7	74.5
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%	-44.8%	-43.1%
Inventory turnover (sales/inventory)	26.2	17.6	23.8	25.8	26.3	26.3
Accounts receivable turnover	579.2	759.9	779.6	719.3	705.2	678.1
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	65.9	70.9	78.0
Free cash flow/sales	59.1%	-35.4%	10.8%	6.5%	6.8%	7.2%
FCF / net profit	853.8%	neg.	229.5%	100.5%	101.0%	97.9%
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	-158.6	-185.1	-220.0
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%	60.0%
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%	12.6%	14.0%
ROE	12.6%	9.8%	9.0%	12.3%	12.5%	13.3%
Adjusted FCF yield	11.6%	13.5%	17.1%	17.8%	20.0%	24.2%
Dividend yield	4.1%	5.1%	5.1%	6.2%	6.6%	7.5%
DPS	0.3	0.3	0.3	0.4	0.4	0.4
EPS reported	0.57	0.47	0.44	0.64	0.68	0.77
Average number of shares	109.3	109.2	109.2	109.2	109.2	109.2
<b>Valuation ratios</b>						
P/BV	1.6	1.2	1.2	1.1	1.1	1.0
EV/sales	0.8	0.6	0.5	0.5	0.4	0.4
EV/EBITDA	5.5	5.1	4.0	3.8	3.4	2.9
EV/EBIT	7.1	7.4	6.0	5.1	4.5	3.6

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	08.10.2024	Wendisch, Henry	Buy	EUR 12.00	EUR 5.70
	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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