

MLP fully passes on retrocessions to clients with immediate effect

- **Wealth management clients to be credited with all trailer commissions**
- **Implementation of recommended fund changes in investment portfolios at MLP now free of charge**
- **Clients to benefit from comprehensive cost transparency and the expertise of the MLP subsidiary Feri**

Wiesloch, 13. February 2012 – With immediate effect, MLP clients will be credited in new business with all trailer commissions that MLP receives from investment companies for the brokerage of their products. In this respect, MLP has introduced a new fee structure in wealth management which is also accessible to existing clients. Unlike most intermediaries and banks in the market, which retain trailer commissions as well as levying additional fees, MLP charges its wealth management clients a blanket annual fee of 1.2 percent plus value added tax. For larger asset portfolios, which are in certain cases managed directly by the MLP subsidiary Feri, this rate reduces within the framework of a sliding scale down to a minimum of 0.8 percent. In addition, a market-typical, front load is applied.

Furthermore, and with immediate effect, MLP wealth management clients can now switch to other offered investment funds without charge, providing the change takes place upon the recommendation of

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MLP. Such recommendations are based on research undertaken by the MLP subsidiary Feri, where experts continuously assess the performance of fund managers that clients can then select in conjunction with their financial consultant. “By fully passing on the trailing commissions and offering the possibility of a free-of-charge investment fund switch, MLP highlights its pioneering role in terms of transparency and client orientation”, comments Manfred Bauer, Member of the Executive Board for Product Management at the independent financial services and wealth management consulting company MLP. “At the same time we offer our clients one of the most attractive price-performance ratios in the market.”

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The MLP wealth management philosophy is centred on alignment with the individual risk tolerance of each client. Based on this level of risk tolerance, which is determined together with client, the MLP consultant recommends, for example, wealth management funds that match the clients' individual investment expectations – and which have also been preselected by Feri for their high quality. To meet their liquidity management requirements, MLP clients also have access to necessary products such as the money market-related “ZinsPlus” fund. The fee for this segment is 0.2 percent plus value added tax.