

MLP presents Annual Report 2015

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Wiesloch, March 24, 2016 – Following the publication of the operating results at the end of February, MLP has today presented its financial statements for 2015. In doing so, MLP has switched to a purely online version. Among other things, this allows users to call up specific information and compile their own individual download package. The report, which adapts to the respective terminal device of the user, is available at www.mlp-annual-report.com.

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As reported, in the financial year 2015 MLP increased its total revenue by 4.9 percent to EUR 557.2 million (2014: EUR 531.1 million). Earnings before interest and tax adjusted for acquisitions (pro forma EBIT) were EUR 32.5 million (EUR 39.0 million). The main reason for this decline is the market environment in the field of old-age provision, which remains very difficult. The EBIT was EUR 30.7 million (EUR 39.0 million), while net profit amounted to EUR 19.8 million (EUR 29.0 million). The supervisory Board concurs with the proposal of the Management Board in February, and proposes a dividend of 12 cents per share (2014: 17 cents) to the Annual General Meeting.

MLP will further accelerate its strategic restructuring in the financial year 2016. To this end, the company will continue its growth initiatives: the recruitment of new consultants, the implementation of the digitalisation strategy and the further broadening of the revenue basis. As previously communicated, MLP will also further tighten its efficiency measures. The aim of the measures is to significantly reduce costs once again in the financial

year 2017 and the following years and to achieve a positive EBIT effect of around EUR 15 million compared to the financial year 2015. This will incur one-off expenses of around EUR 15 million in 2016. As of the financial year 2017, MLP expects a significant increase in the EBIT over the year 2015.

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The Annual General Meeting will convene in Wiesloch on June 16, 2016.

An overview of key figures

MLP Group (in EUR million)	Q4/2015	Q4/2014	Change in %		12 months 2015	12 months 2014	Change in %
Revenue	178.4	177.8	0		535.7	509.7	5
Commission income	173.2	172.0	1		514.3	486.9	6
Interest income	5.3	5.8	-9		21.4	22.9	-7
Other revenue	9.3	8.6	8		21.5	21.4	0
Total revenue	187.7	186.4	1		557.2	531.1	5
Earnings before interest and tax (EBIT)	23.3	29.6	-21		30.7	39.0	-21
Earnings before tax (EBT)	22.9	28.4	-19		28.0	37.6	-26
Net profit for the period	16.1	21.8	-26		19.8	29.0	-32
Earnings per share (basic/diluted) in euros	0.15*	0.20	-25		0.18*	0.27	-33
Clients					858.700	854.900**	0
Client consultants					1.935	1.914**	1

*) based on the average number of shares in the financial year (108,484,800 shares)

***) as at September 30, 2015

About MLP:

The MLP Group 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

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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.