

MLP presents Annual Report 2016

Page 1 of 2

Wiesloch, March 23, 2017 – Following publication of the operating results at the end of February, MLP today presented its financial statements for 2016. Like last year, MLP has once again chosen to publish the Annual Report as an online-only version. Among other things, this allows targeted information to be called up and added to a basket. The report, which automatically adapts to the respective terminal device of the user, is available at: www.mlp-annual-report.com.

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As reported, the MLP Group significantly improved its key figures in the financial year 2016. Total revenue increased by 10.1 percent to EUR 610.4 million. (2015: EUR 557.2 million). Operating EBIT (before one-off expenses) was EUR 35.1 million (EUR 30.7 million). EBIT was EUR 19.7 million (EUR 30.7 million). As anticipated, net profit for the period declined to EUR 14.7 million (EUR 19.8 million). This was due to one-off exceptional costs of EUR 15.4 million for the efficiency programme announced in February 2016. On this basis, the Supervisory Board is following the recommendation of the Executive Board from February and proposes a dividend of 8 cents per share (2015: 12 cents) to the Annual General Meeting. This corresponds to a payout ratio of 60 percent and therefore falls within the announced corridor.

As reported, MLP will continue its strategic initiatives in the financial year 2017 – including both further broadening of the revenue base as well as cost management. These are complemented by two other key topics: further strengthening of the university segment and a new Group structure.

In terms of business development, MLP anticipates EBIT of at least EUR 36 million – taking into account the announced one-off exceptional costs of EUR 9 million for further development of the Group structure. This corresponds to an operating EBIT of at least EUR 45 million.

Page 2 of 3
March 23, 2017

The Annual General Meeting will convene in Wiesloch on June 29, 2017.

An overview of key figures

MLP Group (in EUR million)	Q4/2016	Q4/2015	Change in %		12 months 2016	12 months 2015	Change in %
Revenue	186.1	178.4	4.3		590.6	535.7	10.2
Commission income	181.2	173.2	4.6		570.1	514.3	10.8
Interest income	4.9	5.3	-7.5		20.5	21.4	-4.2
Other revenue	5.6	8.1	-30.9		19.8	18.7	5.9
Total revenue	191.7	186.5	2.8		610.4	554.3	10.1
Operating EBIT	19.3	23.3	-17.2		35.1	30.7	14.3
Earnings before interest and tax (EBIT)	8.2	23.3	-64.8		19.7	30.7	-35.8
Earnings before tax (EBT)	7.7	22.9	-66.4		18.7	28.0	-33.2
Net profit for the period	5.1	16.1	-68.3		14.7	19.8	-25.8
Earnings per share (basic/diluted) in euros	0.05	0.15	-66.7		0.13	0.18	-27.8
Clients					517,400	514,600*	
Corporate, institutional clients					19,200	18,600*	
Client consultants					1,940	1,924*	

*) As at September 30, 2016

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

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 for MLP.

Page 3 of 3
March 23, 2017