

Q1: MLP starts the year with significant growth in revenue – high earnings level confirmed

- Total revenue up 6 percent to EUR 177.8 million at the start to the year
- Growth recorded in all parts of the MLP Group and across virtually all consulting fields
- At EUR 12.5 million (Q1 2018: EUR 13.0 million), EBIT at the same high level recorded in the previous year
- Forecast confirmed: Despite strong investments in the future to develop the university segment, MLP still anticipates modest EBIT growth

Wiesloch, May 15, 2019 – The MLP Group is continuing along its growth course and thereby also maintaining the positive trend observed in the last few months. In the first quarter of 2019, total revenue increased by 6 percent to EUR 177.8 million. As was the case in the 2018 financial year MLP recorded growth in all parts of the Group and across virtually all consulting fields. In particular the non-life insurance business, which plays a key part in the first quarter, and the old-age provision area enjoyed highly successful development with an increase in revenue of 7 percent and 13 percent respectively. At EUR 12.5 million, earnings before interest and taxes (EBIT) remained at the previous year's high level (Q1 2018: EUR 13.0 million). This represents a significant increase in the mid-term comparison.

In addition, multiple early indicators for future revenue performance developed positively from January to March 2019. The premium sum of new business in the old-age provision area increased by 9 percent, while the number

Page 1 of 5

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of newly acquired family clients rose by 3 percent in comparison with Q1 2018 and consultant recruitments were also above the previous year's level. MLP confirms the outlook for the year after the first three months.

Page 2 of 5
May 15, 2019

"The start to the financial year was demonstrably successful and we are doing well. As was also the case throughout 2018, it is clear that the strategic further development of the last few years is having positive effects on our business. The significant diversification of our basis is delivering undeniable successes and helping us further increase stability from quarter to quarter. We are moving into the coming months with a sense of confidence," comments Chief Executive Officer, Dr. Uwe Schroeder-Wildberg.

Total revenue increases to EUR 177.8 million

Total revenue rose to EUR 177.8 million in the first quarter (EUR 167.9 million). At EUR 169.8 million (EUR 160.4 million), commission income made the greatest contribution to this. At EUR 4.3 million, interest income was slightly below the previous year (EUR 4.4 million).

The breakdown by consulting fields shows growth in the fields of old-age provision, non-life insurance, wealth management and health insurance. The old-age provision area recorded the greatest gains here with a plus of 13 percent to EUR 38.0 million (EUR 33.7 million). Occupational pension provision made a significant contribution to this with a 29 percent share in the brokered premium sum. The premium sum of new business, which is an important indicator for future revenue development, rose by 9 percent to EUR 722.1 million (EUR 659.9 million). The non-life insurance business recorded

the second highest growth rate in the first quarter with an increase of 7 percent. The increase in sales revenue from EUR 56.2 million to EUR 59.9 million reflects gains both at the subsidiary DOMCURA and in MLP's private client business. Revenue in the wealth management area rose from EUR 47.5 million to EUR 50.2 million. The Group benefited from gains at both MLP Banking AG and FERI here. As of March 31, 2019, assets under management were EUR 36.3 billion (December 31, 2018: EUR 34.5 billion). In the health insurance area, MLP once again countered the market trend and increased revenue from EUR 11.7 million to EUR 12.1 million. Following a very strong closing quarter in 2018 (plus 90 percent), the real estate brokerage displayed a decline at the start of the year. Revenue was EUR 3.3 million here, following EUR 4.9 million in the same period of the previous year. With revenue of EUR 5.1 million, the loans and mortgages business remained at the same level as the previous year (EUR 5.2 million).

Page 3 of 5
May 15, 2019

High EBIT level from same period of the previous year confirmed EBIT was EUR 12.5 million in the first quarter. This includes one-off consulting expenses of EUR 0.4 million that were accrued in the course of acquiring the announced majority stake in the DEUTSCHLAND.Immobilien Group. Accordingly, EBIT remained at the same high level recorded in the two previous years (Q1 2018: EUR 13.0 million, Q1 2017: EUR 12.5 million). In the mid-term comparison (Q1 2016: EUR 8.7 million, Q1 2015: EUR 7.0 million, Q1 2014: EUR 3.4 million), this represents a significant increase. The net profit for the period was EUR 9.1 million (EUR 9.3 million).

MLP Group supports 543,250 family clients and 21,000 corporate clients. As of March 31, 2019, the MLP Group served 543,250 family clients (December 31, 2018: 541,150). The gross number of newly acquired family clients was 4,100 in the first quarter. Compared to the same quarter of the previous year, this represents an increase of around 3 percent (Q1 2018: 4,000). The Group also served 21,000 corporate and institutional clients (December 31, 2018: 20,900). As of March 31, 2019, 1,910 client consultants were working for MLP. Compared with March 31, 2018 (1,890), this represents an increase of 20 consultants, while compared with December 31, 2018 (1,928) it reflects the typical seasonal dip. The recruitment figures also displayed positive development in the first quarter. MLP is still anticipating further year-on-year gains in the number of client consultants.

Outlook confirmed

As announced with the figures for the financial year 2018, MLP is investing around EUR 8 million of additional funds in the further development of the university segment in 2019. Despite these investments in the future, MLP still anticipates another slight increase in EBIT over 2018 for the year as a whole. "We have established a good starting position and are happy to confirm our outlook. We expect to see the successful trend continue in the coming months," comments Chief Financial Officer Reinhard Loose.

An overview of key figures

Page 5 of 5
May 15, 2019

MLP Group (in EUR million)	Q1/2019	Q1/2018	Change in %
Revenue	174.0	164.7	6
Commission income	169.8	160.4	6
Interest income	4.3	4.4	-2
Other revenue	3.8	3.2	19
Total revenue	177.8	167.9	6
Earnings before interest and taxes (EBIT)	12.5	13.0	-4
Earnings before taxes (EBT)	12.3	12.6	-2
Net profit for the period	9.1	9.3	-2
Earnings per share (diluted/basic) in euros	0.08	0.09	-11
Family clients	543,250	541,150*	0
Corporate, institutional clients	21,000	20,900*	0
Client consultants	1,910	1,928*	-1

*) As at December 31, 2018

About MLP:

The MLP Group is the partner for all financial matters – for private clients, as well as 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: The dialogue partner for all financial matters
- FER: The investment expert for institutional investors and high net-worth individuals
- DOMCURA: The underwriting agency focusing on private and commercial non-life insurance products
- TPC: 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 them with suitable options in a comprehensible way so that they can make the right financial decisions themselves. In advising and supporting our clients, 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 Marscholke founded MLP in 1971. More than 1,900 self-employed client consultants and more than 1,700 employees work at MLP.