



## Strategic expansion of the real estate business

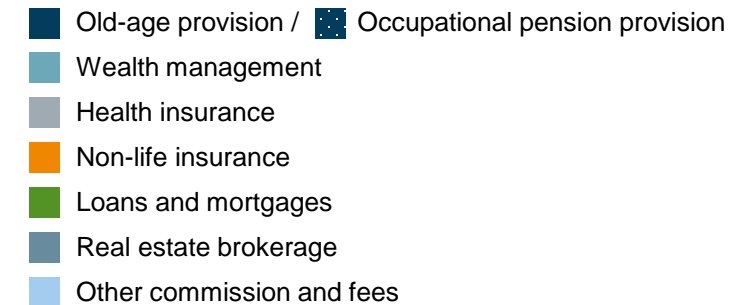
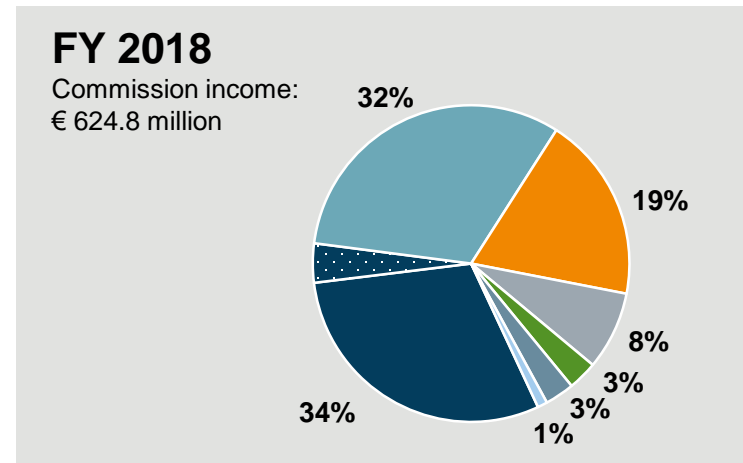
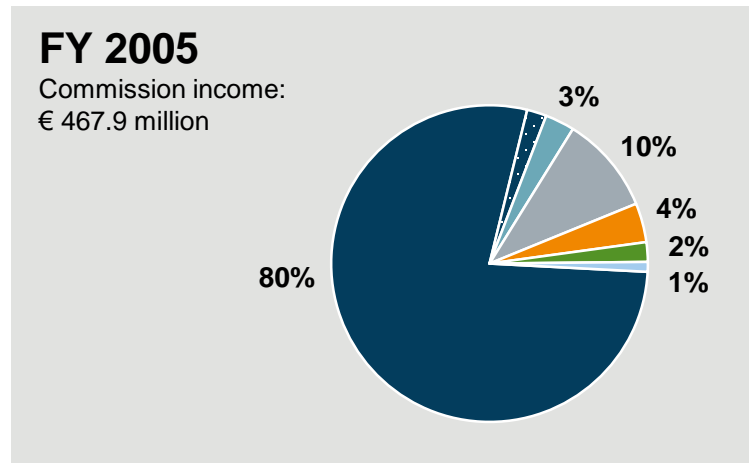


Finanzen verstehen. Richtig entscheiden.

# Overview

- MLP acquires 75.1 % of shares in the DEUTSCHLAND.Immobilien Group
- The MLP Group strategically further develops real estate business – revenue basis is further diversified
- Successful business model of DEUTSCHLAND.Immobilien to be expanded and strengthened – very high degree of continuity assured for sales partners
- At the same time, there is considerable potential in conjunction with MLP's private client business and within the MLP Group as a whole

# Targeted diversification of the revenue basis



# The MLP Group

The Partner for all financial matters | Private clients – Institutional investors – Companies



The Partner  
for all financial matters



The investment expert  
for institutional investors  
and  
high net-worth  
individuals



The underwriting  
agency,  
focusing on private  
and commercial non-life  
insurance and  
insurance brokers



The specialist in  
occupational provision

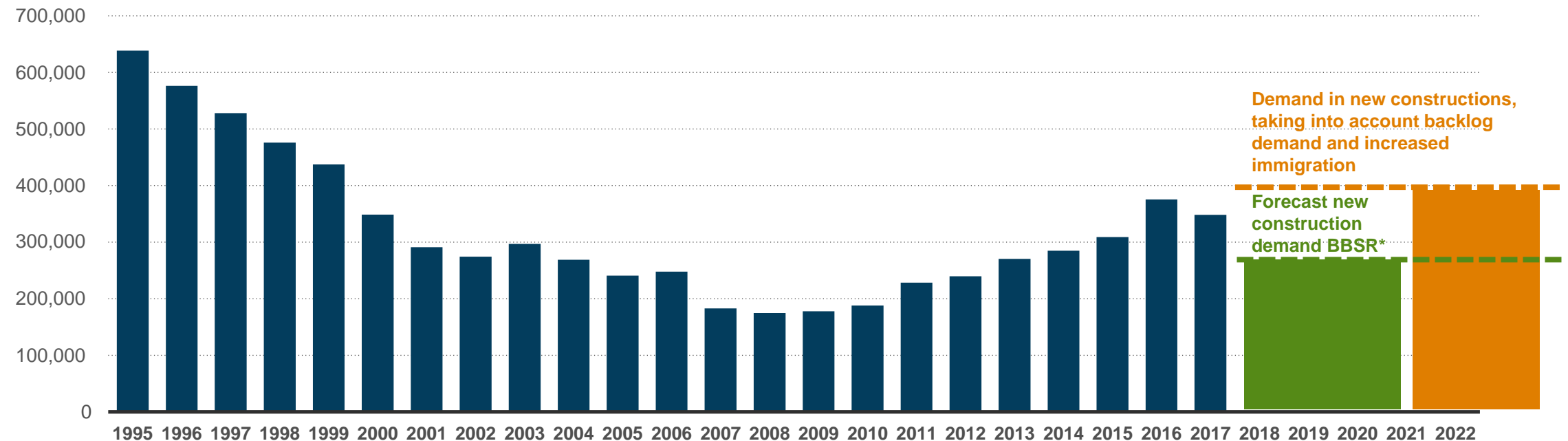
DEUTSCHLAND.Immobilien

Platform for  
investment properties

# The real estate market offers interesting future potential for clients

Framework conditions

## Number of approved apartments



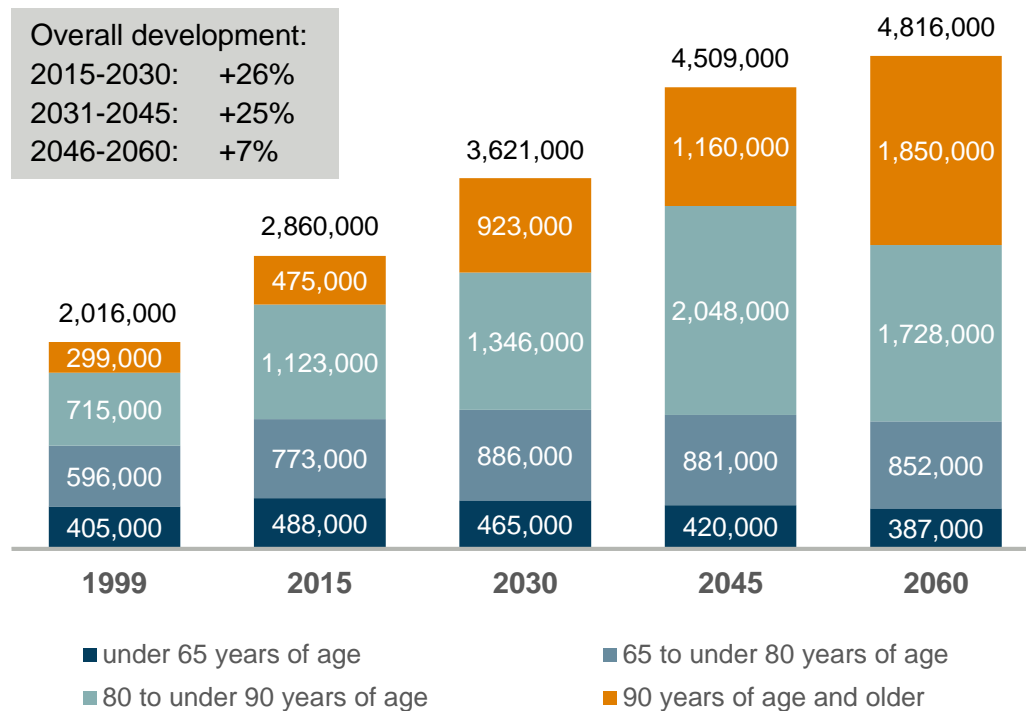
Source: German Federal Statistical Office / Statista GmbH

\* Bundesinstitut für Bau-, Stadt- und Raumforschung  
(Federal Institute for Research on Building, Urban Affairs and Spatial Development)

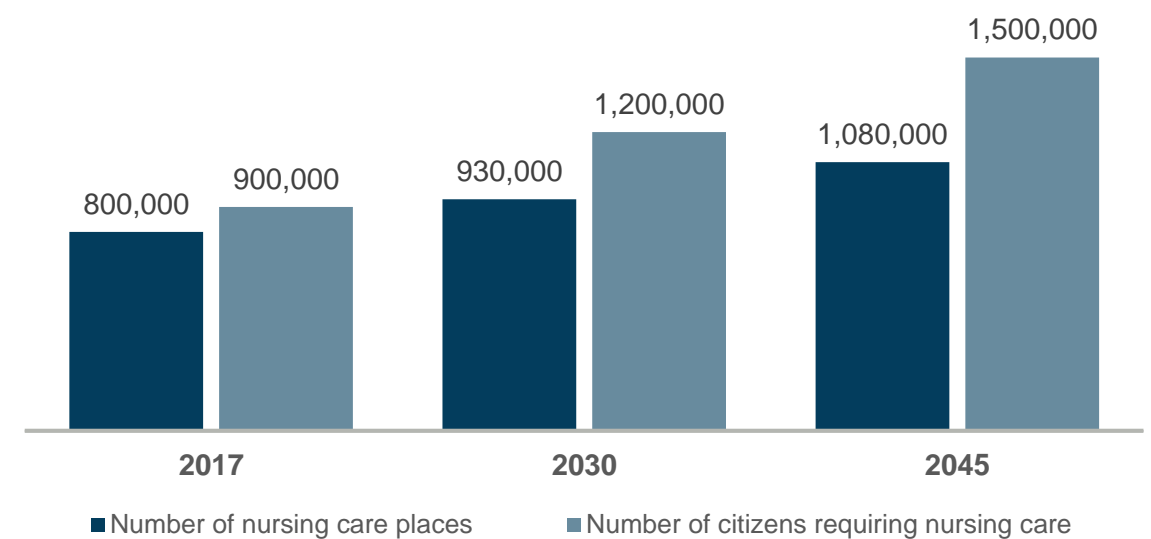
# Nursing care properties and age-appropriate living present opportunities within the scope of holistic financial consulting

## Framework conditions

Citizens requiring nursing care by age group (1999 - 2060)    Development of nursing care places



Source: German Federal Statistical Office, German Federal Institute for Population Research (BiB)



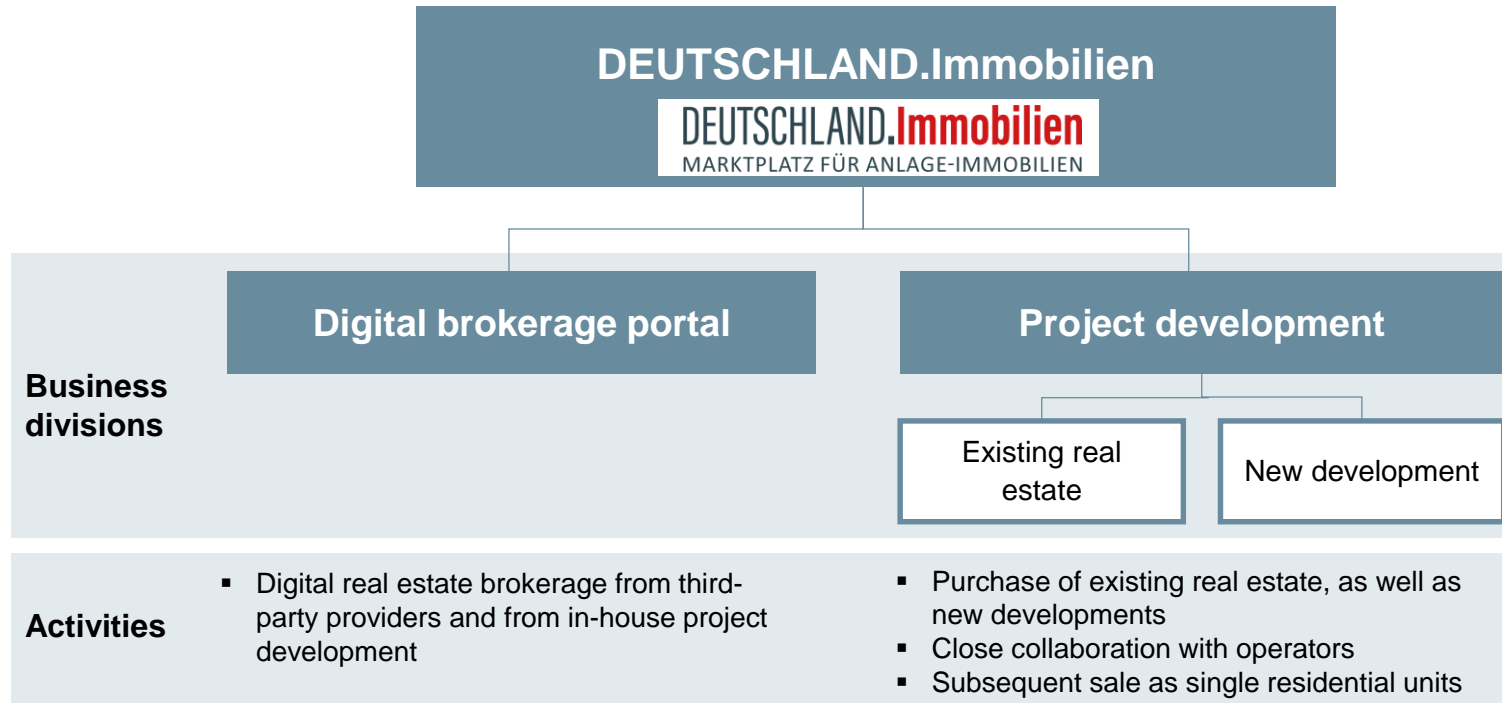
Additional demand: 20,000 beds per year  
 Actual implementation: 10,000 beds per year

Source: Pro Urban

# Profile of DEUTSCHLAND.Immobilien

Brokerage and project development in the real estate sector

## Business model



## Key data

- High degree of specialization in the age-appropriate living/nursing care sector
- Registered office: Hanover
- Number of companies: 8 companies plus project enterprises
- Employees: Approximately 50
- Sales partners: Approximately 5,800

# DEUTSCHLAND.Immobilien web portal

**DEUTSCHLAND.Immobilien**  
MARKTPLATZ FÜR ANLAGE-IMMOBILIEN

„Wir bringen Ihr Immobilienprojekt einen Schritt weiter“  
Sebastian Reucus | Geschäftsführer

Login Registrieren  
Tel. 0800 999 1212 \*

Kaufen Verkauften Partner werden Projektpartner Service Über uns Kontakt

156 Ergebnisse Sortieren nach: Beliebtheit Seiten: 1 2 3 4 >>

**Unsere Anlage-Immobilien**

Pflege Betr. Wohn Rendite Denkmal Ferien Mikro/Stud. Global

Sie interessieren sich für eine Immobilie als Kapitalanlage?  
Lassen Sie sich jetzt kostenlos und unverbindlich von unseren Experten beraten.  
**Kostenlose Beratung**

**Limburg an der Lahn**  
Seniorenwohnanlage Lindenholzhausen  
Kaufpreise: ab 178.326 € Einheiten: 25 (16 Verfg.) Baujahr: 2016  
Betreiber: Cura Sana Immobilien GmbH  
Sofort Miete KfW-55 Neubau Kontakt  
4,01 % Mietzins p.a. Details

**Lich - Naturpark Vogelsberg**  
Seniorenresidenz Am Breuerbergsweiher  
Kaufpreise: ab 150.360 € Einheiten: 90 (5 Verfg.) Baujahr: 2018  
Betreiber: MENetatis GmbH  
KfW 55 Kontakt  
4,50 % Mietzins p.a. Details

**Stockach am Bodensee**  
Penthouse-Wohnungen in Stockach am Bode...  
Kaufpreise: ab 259.510 € Einheiten: 8 (6 Verfg.) Vermietung: Frei Baujahr: 2017  
KfW-55 Top Lage Kontakt  
3,58 % Mietzins p.a. Details

**Infobroschüre Pflege-Immobilien**  
Für alle, die eine gewinnbringende Investition im Zukunftsmarkt Pflege planen, ist unsere wissensreiche Infobroschüre rund um das Thema Pflege-Immobilie optimal.  
**Kostenlos bestellen**

**Heide**  
Wohnen am Campus  
Kaufpreise: ab 90.600 € Einheiten: 64 (24 Verfg.) Baujahr: 2016  
4,41 % Mietzins p.a. Details

## B2B

- Roughly 5,800 sales partners are registered in the system
- Brokers can process all steps, from gathering information, through calculations and reservations, all the way up to the actual sale and commission calculation
- Property developers have complete transparency regarding the sales status of their properties

## B2C

- Several thousand prospective and existing clients are in the system
- Prospective clients are provided with regular information on new products



# Significant benefits for DEUTSCHLAND.Immobilien sales partners and clients of the MLP Group

DEUTSCHLAND.  
Immobilien  
sales partners








- The business model will be permanently continued and can be substantially expanded in the MLP Group
- Faster development made possible by the financial strength of the MLP Group
- High degree of continuity in the Executive Board assured – also through shareholding
- DEUTSCHLAND.Immobilien will continue to remain a strong and reliable partner

MLP  
clients



- Significant strengthening of the real estate portfolio
- Broad portfolio in the future markets of age-appropriate living and nursing care
- Additional expertise in the real estate market
- Expansion of the market position

# Key data on the transaction

Purchase price		<ul style="list-style-type: none"><li>• The total purchase price is in the lower double-digit million range. It comprises an initial purchase price and a performance-based purchase price component, which is linked to the business development from 2019 to 2021</li></ul>
Structure of the purchase		<ul style="list-style-type: none"><li>• MLP Finanzberatung SE acquires 75.1% of the shares with economic effect on January 1, 2019</li><li>• 24.9% of the shares remain with the company's management team</li><li>• MLP has a right of first refusal for the remaining shares should they be offered for sale</li></ul>
Closing conditions		<ul style="list-style-type: none"><li>• Consent of the German Federal Competition Authority</li><li>• Consent of the Supervisory Boards at MLP Finanzberatung SE and MLP SE</li><li>• Resolution of the MLP Annual General Meeting for extending the business activities</li></ul>
Valuation (for 100% of the shares)		<ul style="list-style-type: none"><li>• Average earnings (EBT) for the financial years 2019-2021 (IFRS) of the consolidated DEUTSCHLAND.Immobilien Group multiplied by the factor 6</li></ul>
Corporate governance		<ul style="list-style-type: none"><li>• The current management team will remain in place</li><li>• Marc-Philipp Unger (formerly divisional head at MLP) will be appointed as a further member of the Executive Board</li><li>• MLP Executive Manfred Bauer will become Chairman of the Supervisory Board of the DEUTSCHLAND.Immobilien Group and MLP will appoint the majority of Supervisory Board members in the DEUTSCHLAND.Immobilien Group</li></ul>

# Summary

- MLP is further accelerating along the path of diversifying its revenue basis and making the Group even more resilient to short-term market influences
- MLP is further strengthening DEUTSCHLAND.Immobilien's existing business model, while at the same time making the most of the joint potential, in particular with MLP's private client business
- Fair purchase price for the acquisition – MLP is anticipating an EBIT contribution from the DEUTSCHLAND.Immobilien Group in the lower single-digit million range as early as from 2020



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