

# MLP – Company Presentation

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**Bankhaus Lampe Kapitalmarktkonferenz**

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# Agenda

- **Highlights 2010**
- **Preliminary results 2010**
- **Strategy, market developments, outlook and summary**
- **Appendix**

# Overview

## Financial Year 2010

- MLP concluded the financial year with **significant earnings growth**  
– EBIT increased by 11%, Group net profit rose by 41%
- Successful **efficiency management**: cost savings target once again clearly exceeded
- MLP continues to benefit from its **holistic approach** and achieved growth particularly in wealth management and health insurance
- Assets under Management continued to grow – reaching new record high of **€19.8 billion**
- Executive Board and Supervisory Board propose a **dividend of 30 cents per share** (2009: 25 cents)

# Financial crisis leaves far-reaching after-effects

Personal stance towards financial investments has changed since the start of the financial crisis ...

[in %]



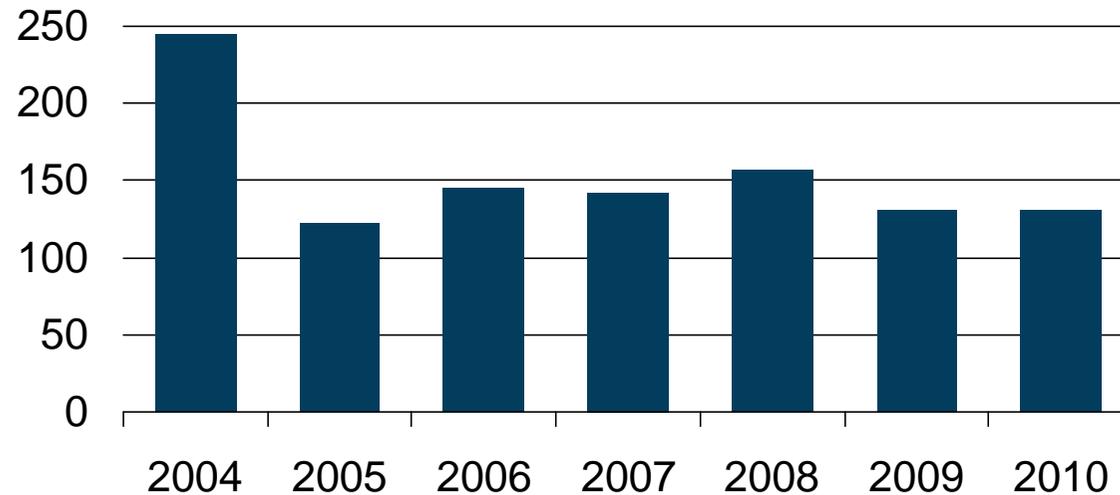
Source: Forsa survey commissioned by Allianz Deutschland AG, December 2010, Base: 1,003 respondents

# Old-age provision business remains difficult

## Market development

New business: old-age provision (recurring premiums) in the market

[in € billion]



Source: GDV (German Insurance Association), own calculations (premium sum new business: recurring premiums x duration)

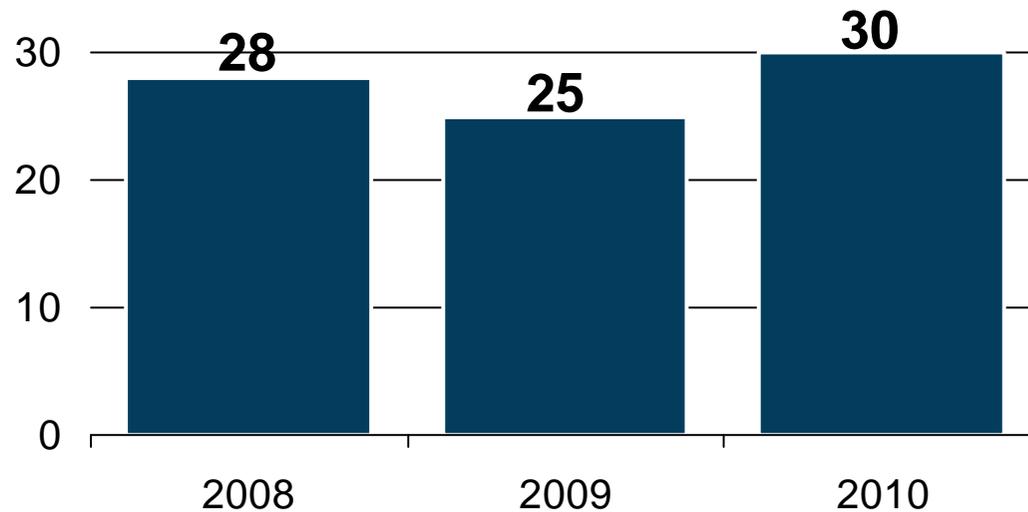
# Earnings situation improved significantly

<b>Total revenue</b>	€522.6 million	-2%
<b>EBIT</b>	€47.0 million	+11%
<b>Group net profit</b>	€34.1 million	+41%
<b>EPS (diluted)</b>	€0.31	+41%

# Dividend increases to 30 cents per share

## Dividend per share

[in cents]

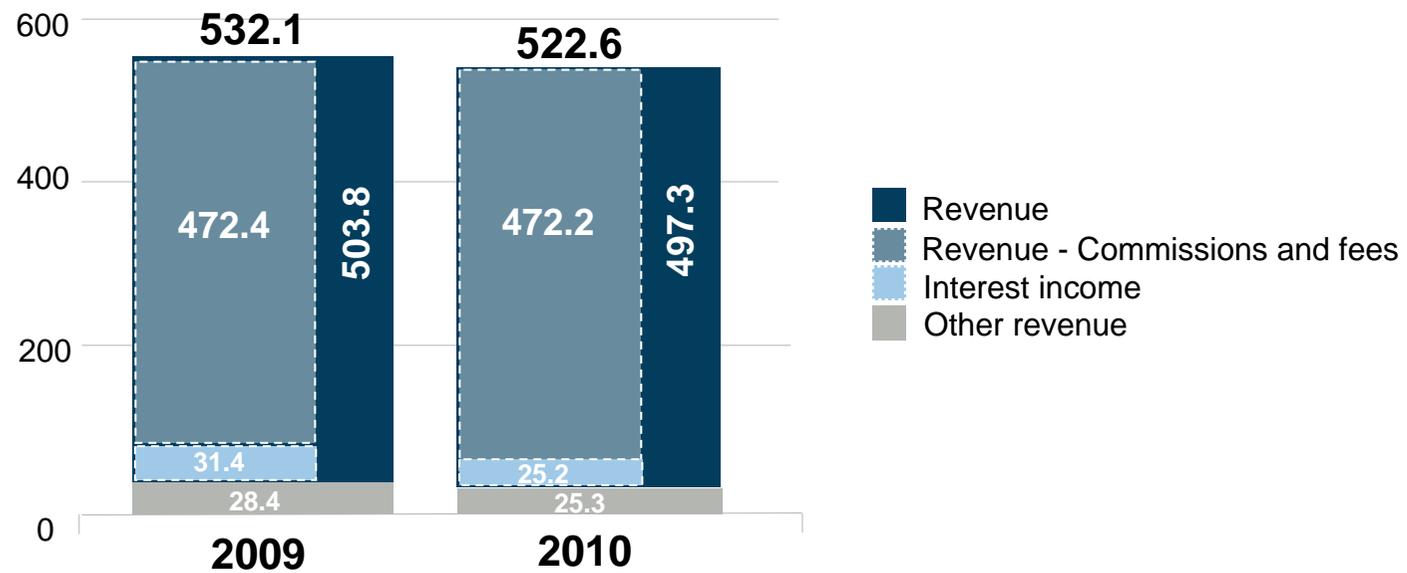


- Total dividend sum  
€ 32.4m

# Stable revenue from commissions and fees

## Total revenue 2010

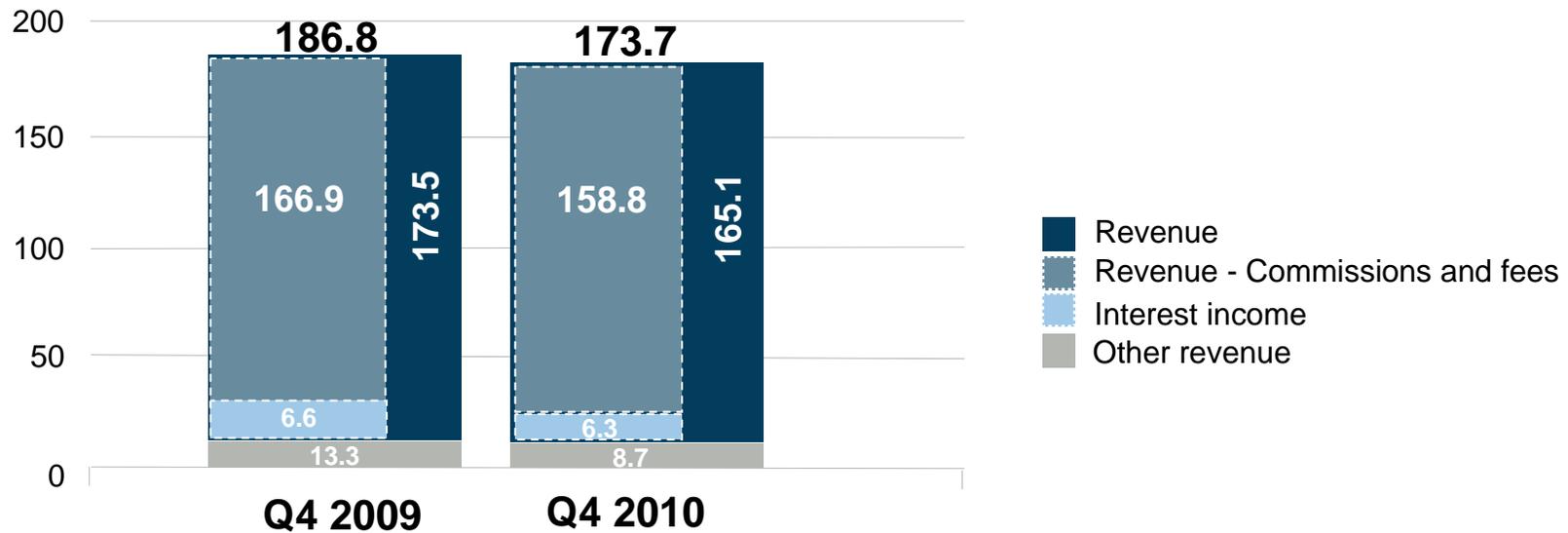
[in € million]



## Q4: Total revenue declined by 7%

### Total revenue Q4 2010

[in € million]



# Very positive development in health insurance

## Revenue - commissions and fees

[in € million]

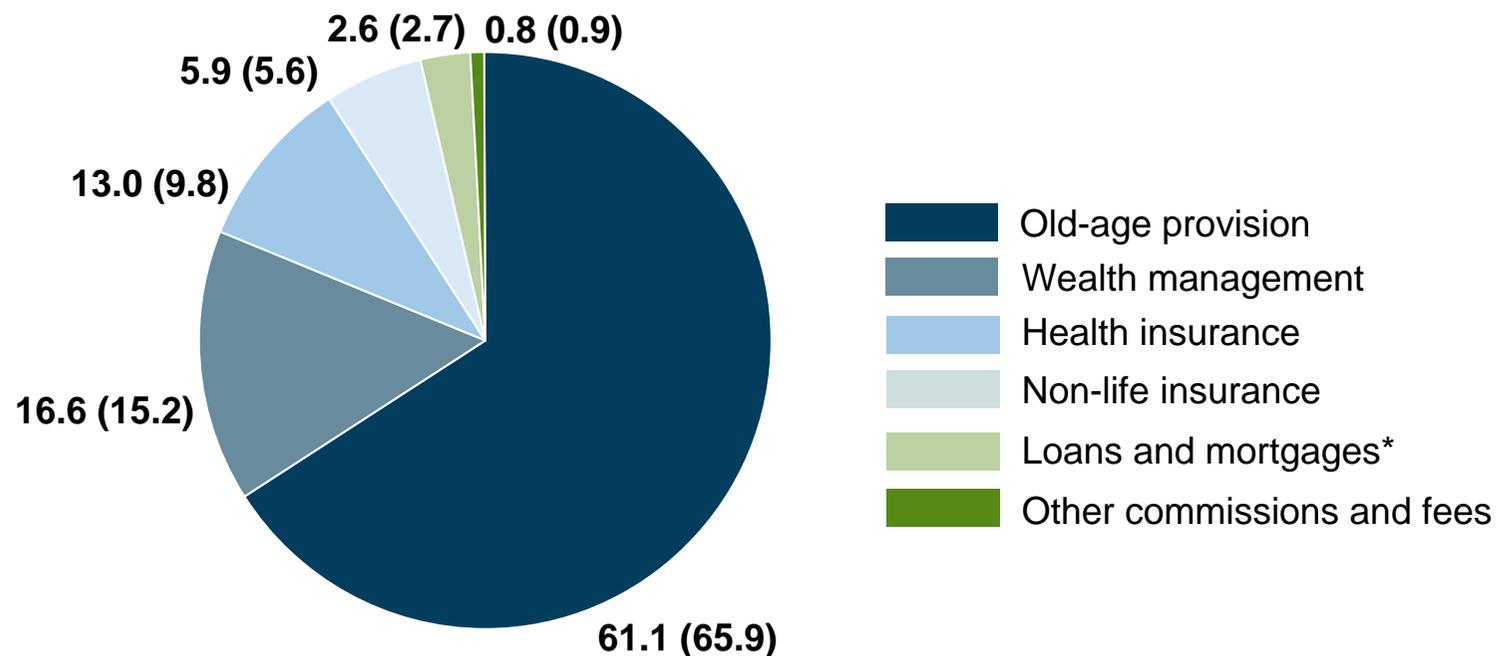
	Q4 2009	Q4 2010	in %	2009	2010	in %
Old-age provision	123.1	105.6	-14	311.1	288.3	-7
Wealth management	19.8	21.5	+9	71.6	78.5	+10
Health insurance	13.3	21.8	+64	46.5	61.3	+32
Non-life insurance	4.3	4.0	-7	26.5	27.9	+5
Loans and mortgages*	4.6	4.3	-7	12.6	12.2	-3
Other commissions and fees	1.7	1.6	-6	4.1	4.0	-2

\* excluding MLP Hyp

# Share of wealth management increased to 17%

Revenue – commissions and fees, 2010: € 472.2 million

[in %]



\* excluding MLP Hyp

# Net profit increased by 41%

## Income statement

[in € million]

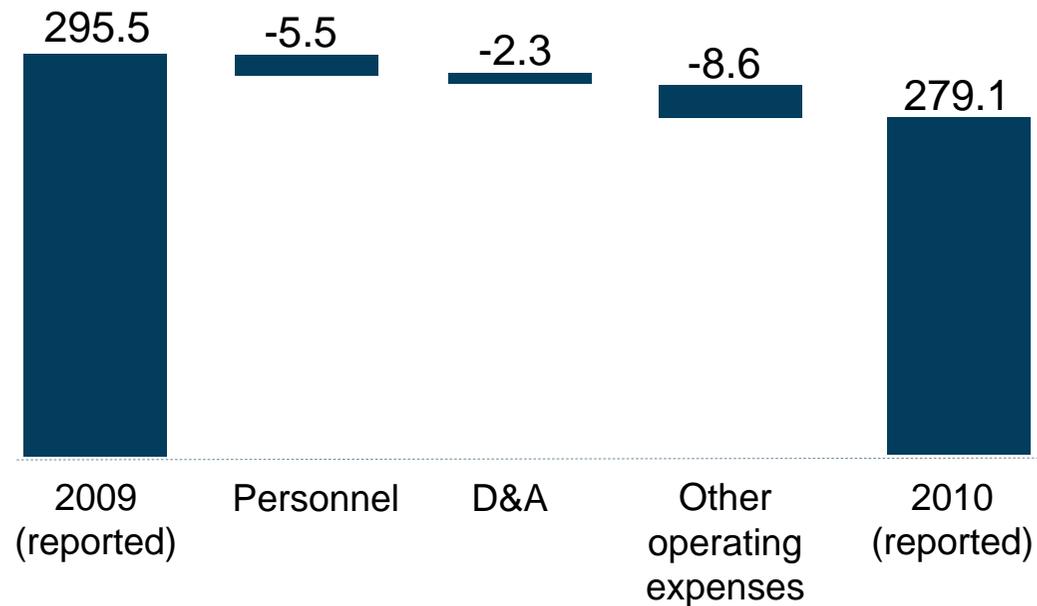
	Q4 2009	Q4 2010	2009	2010
Total revenue	186.8	173.7	532.1	522.6
EBIT	30.5	30.0	42.2	47.0
Finance cost	-1.5	0.1	-2.5	0.0
EBT	29.0	30.1	39.7	47.1
Taxes	-6.0	-7.9	-12.5	-13.0
Net profit continuing operations	23.0	22.2	27.2	34.1
Net profit discontinued operations	3.4	-0.6	-3.0	0.0
Group net profit	26.5	21.6	24.2	34.1
EPS in € (diluted)	0.24	0.20	0.22	0.31

- EBIT increased by 11%
- Net profit reached € 34.1m
- EPS +41%

# Cost-cutting target again clearly exceeded

## Development of fixed costs\*

[in € million]



\* Personnel, D&A, other operating expenses

# Strong equity base and liquidity

## MLP Group – selected balance sheet items

[in € million]

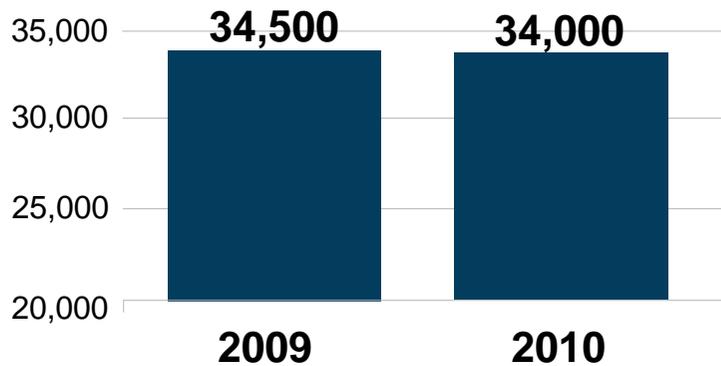
	31/12/2009	31/12/2010
<b>Intangible assets</b>	156.1	148.2
<b>Financial investments</b>	192.4	252.7
<b>Cash and cash equivalents</b>	55.0	50.5
<b>Other receivables and other assets</b>	132.1	122.0
<b>Shareholders' equity</b>	418.5	428.4
<b>Equity ratio</b>	28.4%	28.5 %
<b>Other liabilities</b>	211.8	177.7
<b>Total</b>	1,475.5	1,505.4

- Liquid funds € 223m

- Equity ratio 28.5%

# 34,000 new clients gained in 2010

New clients



Consultants

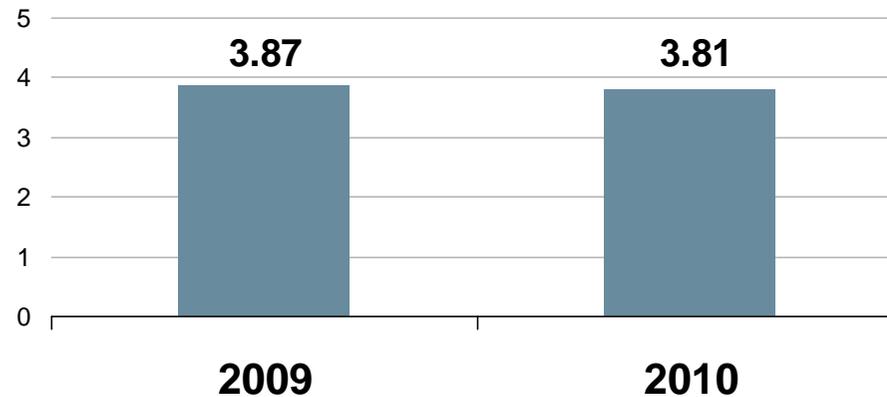


# Market share for recurring premiums at previous year's level

Market share – old-age provision

Market share - recurring premiums\*

[in %]



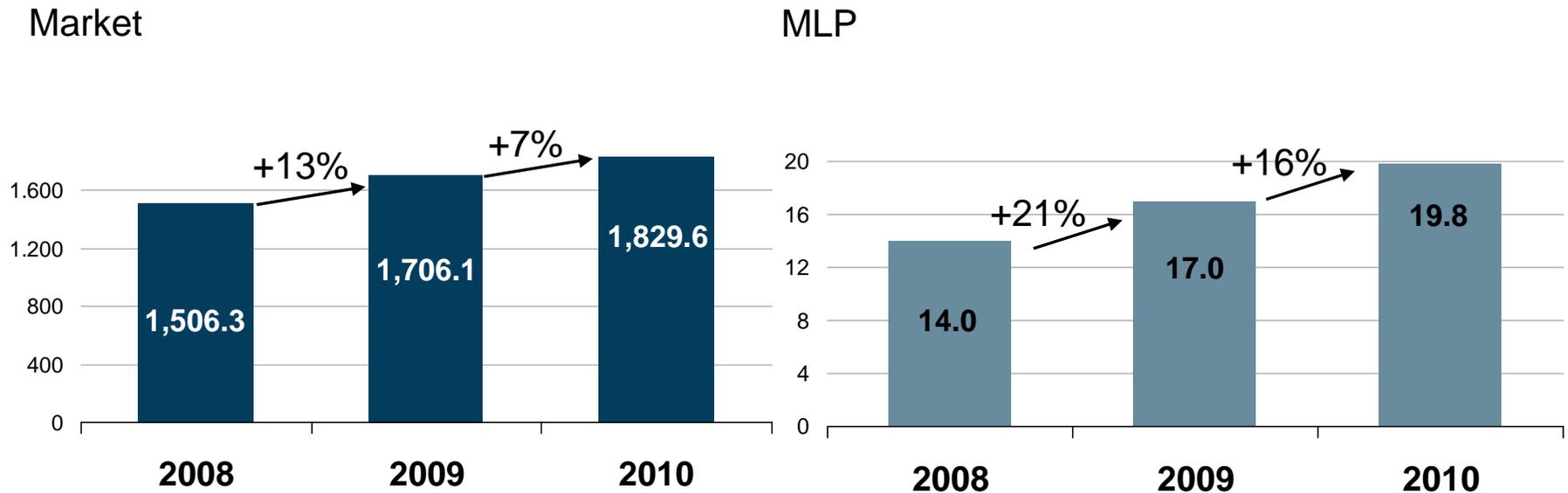
Source: GDV (German Insurance Association), own calculations / \*preliminary market figures

# Market share further increased

Market share – Wealth management

## Assets under Management

[in € bn]



Source: BVI, own calculations

# MLP – a broad-based consulting house



# Unique investment universe

Portfolio in wealth management for MLP clients

Wealth management					
Strategic asset management	Liquidity management	Asset concepts			
Modular wealth management	Finance pilot	conservative	balanced	dynamic	
Strategic wealth management	Current account	Asset managers			
Individual wealth management	Credit cards	X of the Best conservative	X of the Best balanced	X of the Best dynamic	
Special topics	AXA Reinvestment account	Ethna Global D.	Carmignac Patrimoine	Carmignac Investissement	
	Overnight money	FI Alpha Fixed Income Global	Ethna Active E.	FMM Funds	
Feri HNWI business (assets above €5 m)	“ZinsPlus OP”	Sauren Global Defensive	Sauren Global Balanced	Sauren Global Opportunities	
Foundations	Basis Fund I	MLP absolute return I / II			
	Deposit account	Selected Investment Funds	titan portfolio (Funds list)		
	Fixed deposits	Specialities	best select participations currency account online portfolio account		
		Other investment funds	capital-forming benefits		

# MLP has firmly established itself in wealth management

AuM: MLP compared to selected German private banks

Company	Managed assets
HSBC Trinkaus	€ 99 billion
Sal. Oppenheim	€ 68 billion
BHF-Bank	€ 43 billion
Metzler	€ 37 billion
M.M. Warburg	€ 32 billion
Berenberg	€ 22 billion
Hauck & Aufhäuser	€ 20 billion
<b>MLP</b>	<b>€ 19.8 billion</b>
Bankhaus Lampe	€ 14 billion
Merck Finck	€ 10 billion

Source: Financial Times Deutschland, 08/11/2010, own data

# High consulting demand from institutional clients

## Feri Institutional Advisors

### Asset Allocation

Selection of the right investment classes and protection systems/mechanisms within the framework of asset allocation is becoming increasingly important

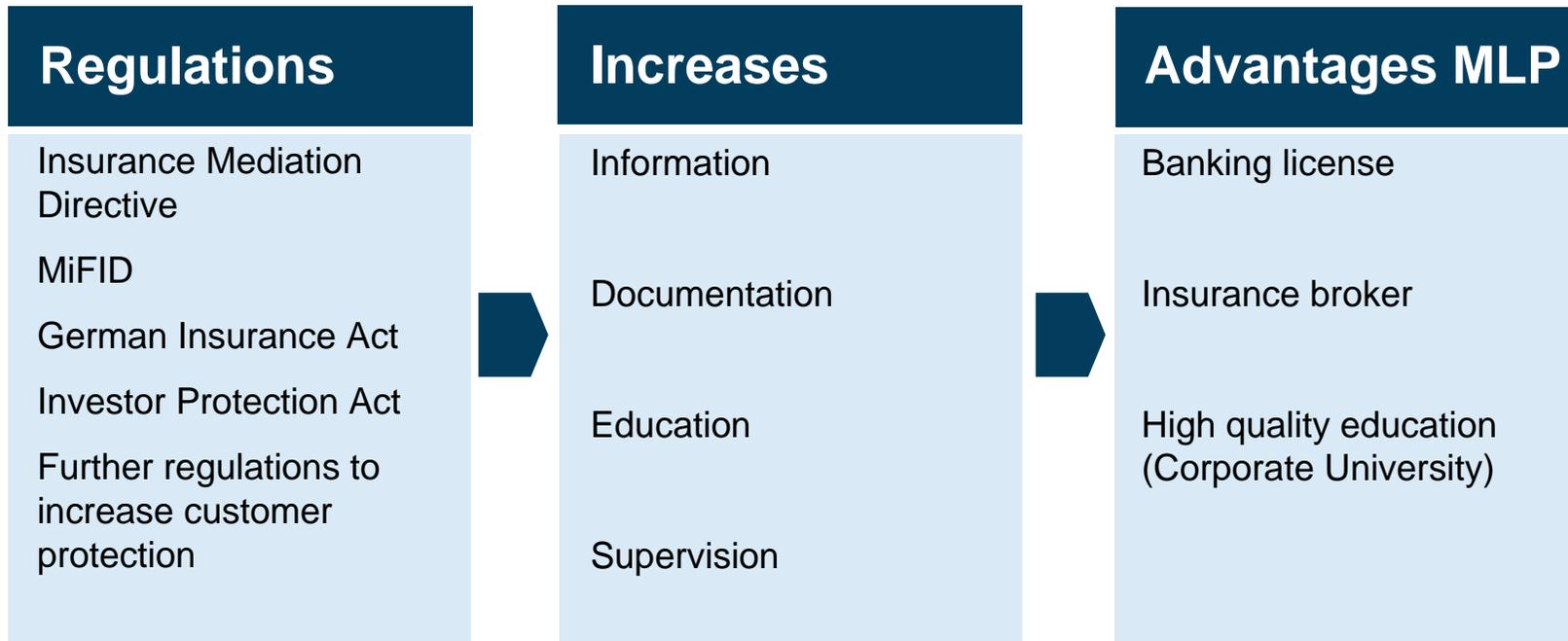
### Manager Selection

Growing need with respect to manager selection services (particularly selection of risk investments and alternative investments such as property, but also themes/niche themes such as infrastructure)

### Risk Overlay

Increasing demand with respect to the implementation of intelligent risk-overlay systems which allow short-term protection of individual asset classes whilst also enabling rapid re-entry.

# MLP will benefit from tighter regulations

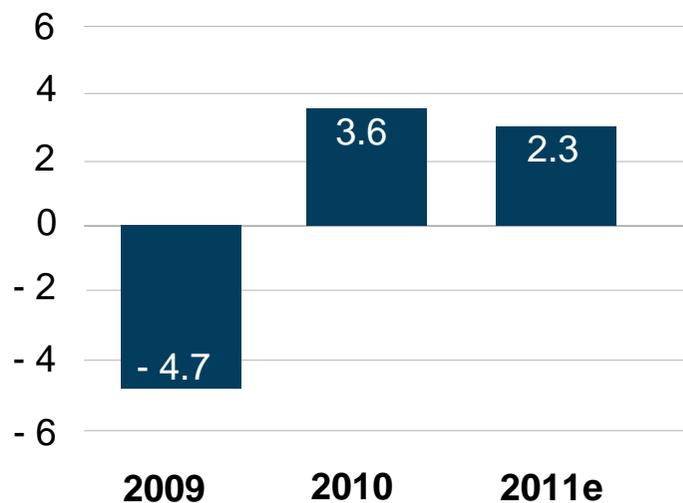


**MLP benefits from its early alignment to the new requirements and calls for even higher quality standards**

# Demanding market environment

## Change in German GDP

[in %]



- Positive market environment for wealth management and health insurance will continue
- Further development in the old-age provision market uncertain

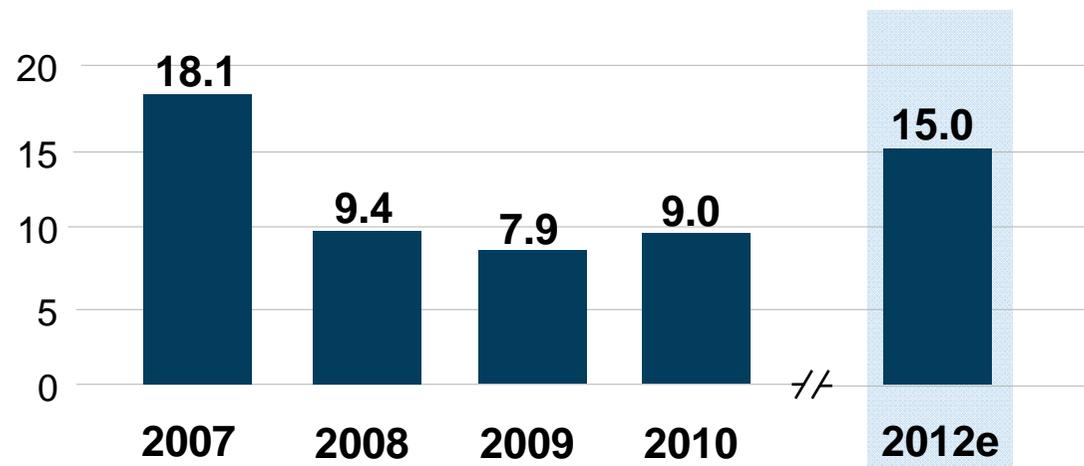
Source: Annual economic report

# Target 2012: Increase EBIT margin to 15%

MLP Group

Operating EBIT margin\*

[in %]



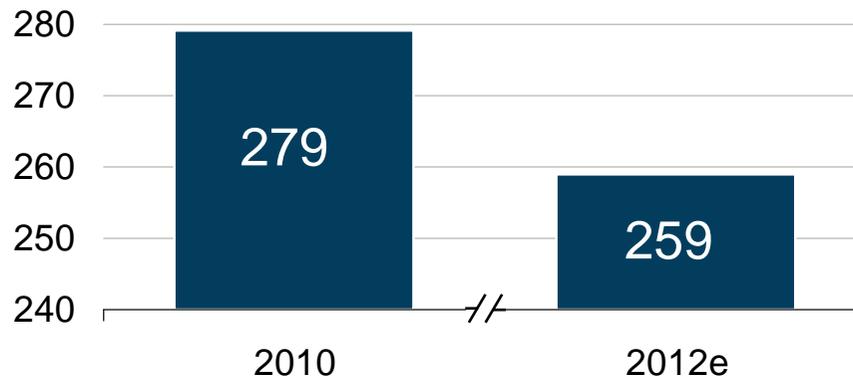
\* Before acquisitions and one-offs

# Further cost savings of €20 million

## Outlook

### Fixed costs

[in € million]



- Further reduction of fixed costs by the end of 2012 amounting to €20m
- Focus: administrative expenses, reduction of IT complexity

# Growth expected in wealth management and health insurance

## Outlook

	2011	2012
Revenue – old-age provision	→	→
Revenue – wealth management	↗	↗
Revenue – health insurance	↗	↗

- Further growth in wealth management and health insurance expected in 2011 and 2012
- Outlook for old-age provision remains uncertain – from a current perspective, stable revenues in 2011 and a slight increase in the following year

# Summary

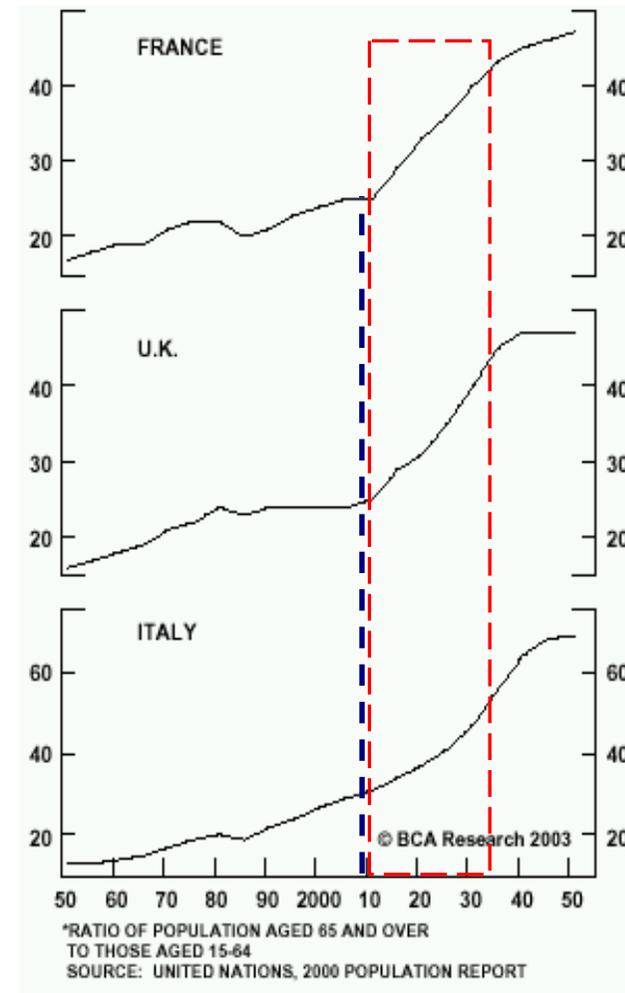
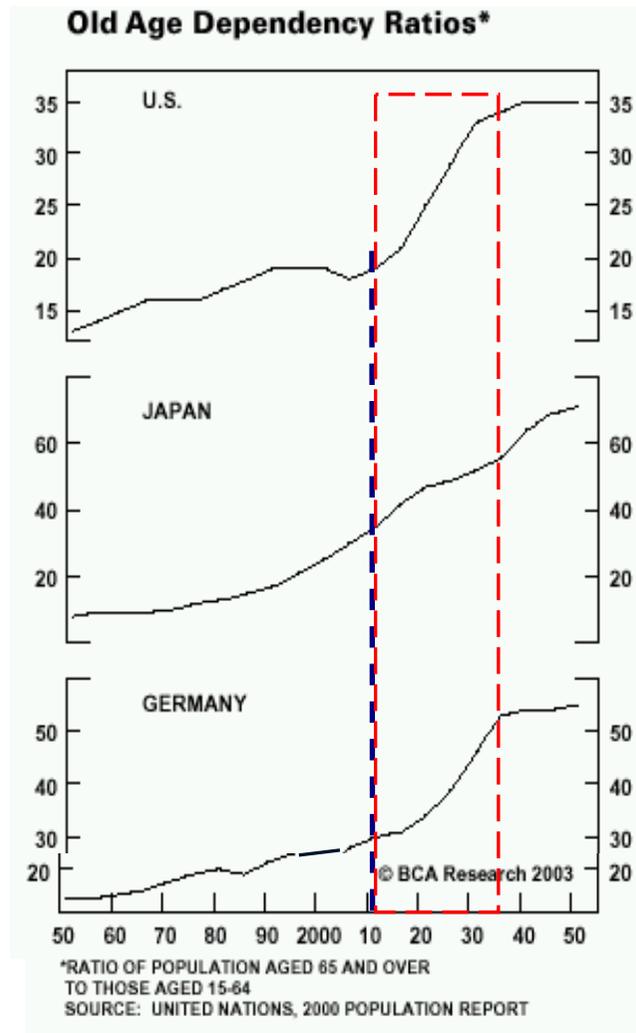
- MLP **performed well** in 2010 and concluded the year with a **considerable increase in earnings**
- As in 2010, MLP will also benefit in 2011 from the **new breadth in the business model**
- 2011 will **not be an easy year**. However, even these demanding framework conditions offer **many opportunities** which MLP will utilise
- **Goal for 2012:** Increase in the operating EBIT margin to 15%



# Appendix

# Pressure on social security systems is imminent

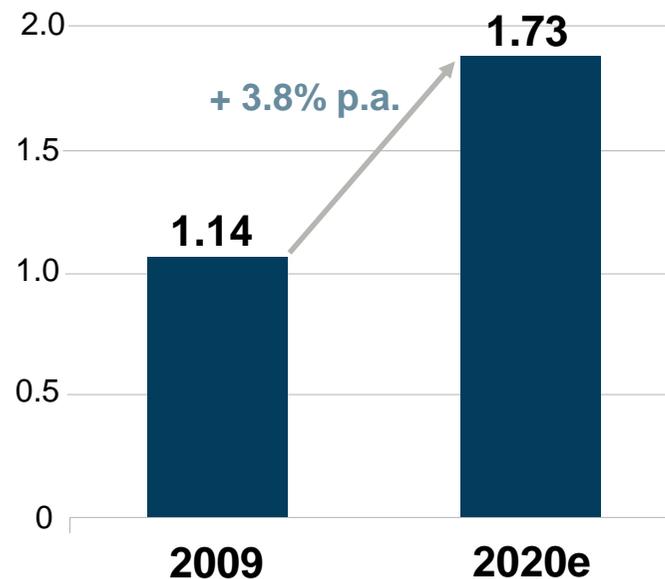
Massive increase in the “dependency ratio” for the period 2010 - 2035



# Old-age provision market is expected to grow

## Money invested in old-age provision products in Germany

[in €trillion]



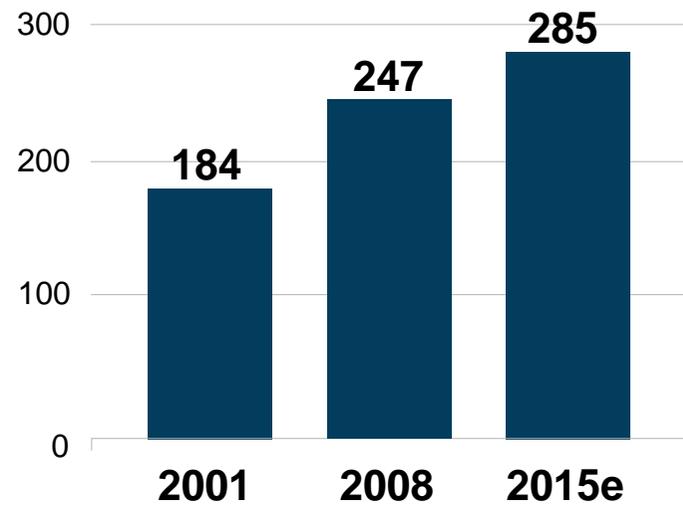
- Includes single premium business
- Includes occupational pension business

Source: Allianz, Handelsblatt (September 1, 2010)

# Extensive new client potential at the universities

University graduates in Germany

[in thsd.]



Sources: Institut für Wirtschaft in Cologne, Federal Statistics Agency, BCG

# Top ratings in consulting tests

**1st place** in the old-age pension provision assessment by *WirtschaftsWoche* (05/2009)

**2nd place** and top rating in the client assessment of MLP consulting by *WhoFinance* (05/2010)

**2nd place** in the mortgage test carried out by the magazine *Euro* (07/2010)

**1st place** as the best wealth manager in Germany Survey conducted by the investors' magazine *Börse Online* and the *WHU – Otto Beisheim School of Management* (07/2010)

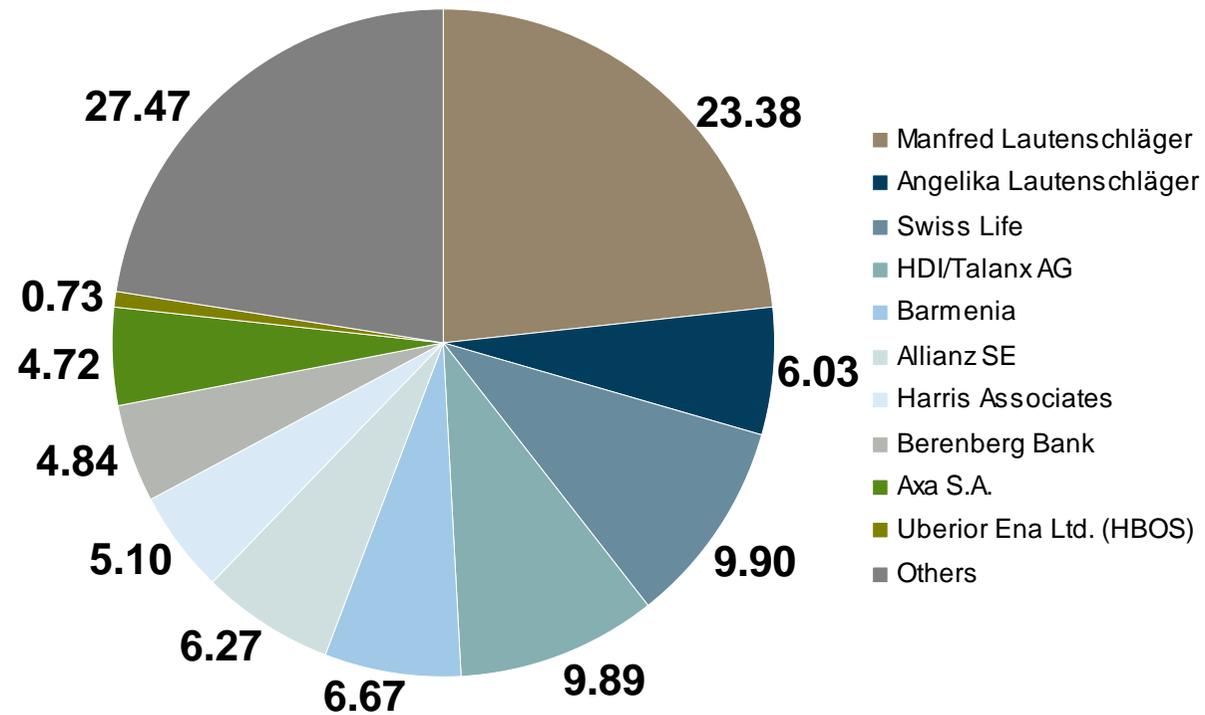
Euro-Baufinanzierungstest			Wirtschaftswoche-Beratungstest		
Platz	Kreditinstitut	Gesamt-ergebnis	Platz	Anbieter	Gesamt-ergebnis
1	Interhyp	91,3	1	MLP Finanzdienstleistungen AG	73,7
2	Creditweb	83,0	2	HypoVereinsbank	71,5
3	MLP	82,5	3	AXA	69,5
4	Dr. Klein	78,6	4	Deutsche Bank	69,3
5	comdirect bank		5	Allianz	68,8
6	CosmosDirekt		6	Postbank	68,6
6	Sant. Consum			AWB	68,6
				bank	67,8



# Stable shareholder structure

## Overview of shareholders

[in %]



# Independent business model and one-stop for lifetime financial solutions

Independent business model is unique in the German Market



# Contact

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