## MLP key figures – multi year overview

All figures in € million	2017	2016	2015	2014	20131	2012'	2011'	20101
Continuing operations								
Total revenue	628.2	610.4	554.3	531.1	499.0	563.6	545.5	522.6
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								25.3
Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions)	37.6	19.7	32.5	39.0	30.7	70.5	17.3	47.0
Earnings before interest and tax (EBIT) (before one- off exceptional costs)	46.7	35.1	30.7	39.0	30.7	70.5	50.7	47.0
Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)	37.6	19.7	30.7	39.0	30.7	70 5	17 3	47.0
								9.0%
2211 11101 9111 (70)	0.070	3.270	3.370	71070	0.270	12.570	0.270	3.070
MLP Group								
Net profit (total)	27.8	14.7	19.8	29.0	23.9	50.5	11.5	34.1
Earnings per share (diluted) in €	0.25	0.13	0.18	0.27	0.22	0.47	0.11	0.31
Dividend per share in €	0.20²	0.08	0.12	0.17	0.16	0.32	0.60	0.30
Cash flow from operating activities	115.5	144.7	58.8	32.3	67.6	22.4	53.8	91.0
Capital expenditure	7.3	18.4	12.8	15.4	22.5	14.5	7.8	3.9
Total shareholders' equity	404.9	383.6	385.8	376.8	370.5	381.7	399.6	421.2
Equity ratio	18.7%	19.7%	22.0%	23.2%	24.2%	25.6%	26.8%	27.6%
Balance sheet total	2,169.5	1,944.1	1,752.7	1,624.7	1,533.6	1,491.3	1,489.8	1,524.0
Clients <sup>3</sup>	-	_	858,700	847,600	830,300	816,200	794,500	774,500
Private clients (Family) <sup>5</sup>	529,100	517,400	510,200	_	_	_		_
Corporate and institutional clients <sup>5</sup>	19,800	19,200	18,200	_	_	_	_	-
Consultants <sup>3</sup>	1,909	1,940	1,943	1,952	1,998	2,081	2,132	2,273
Branch offices³	145	146	156	162	169	174	178	192
University teams	58	_	_	_	_	_	_	_
Employees	1,686	1,768	1,802	1,542	1,559	1,524	1,584	1,672
Brokered new business <sup>3</sup>								
Old-age provision (premium sum in € billion)	3.4	3.7	3.5	4.1	3.6	4.8	5.2	5.0
Loans and mortgages	1,728.4	1,709.7	1,798.0	1,415.0	1,513.0	1,301.0	1,327.0	1,219.0
Assets under management in € billion	33.9	31.5	29.0	27.5	24.5	21.2	20.2	19.8
	Continuing operations  Total revenue  Revenue  Other revenue  Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions)  Earnings before interest and tax (EBIT) (before one-off exceptional costs)  Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)  EBIT margin (%) <sup>4</sup> MLP Group  Net profit (total)  Earnings per share (diluted) in €  Cash flow from operating activities  Capital expenditure  Total shareholders' equity  Equity ratio  Balance sheet total  Clients'  Private clients (Family) <sup>5</sup> Corporate and institutional clients <sup>5</sup> Consultants'  Branch offices'  University teams  Employees  Brokered new business'  Old-age provision (premium sum in € billion)  Loans and mortgages  Assets under management	Total revenue 628.2  Revenue 608.7  Other revenue 19.4  Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions) 37.6  Earnings before interest and tax (EBIT) (before one-off exceptional costs) 46.7  Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs) 37.6  EBIT margin (%) <sup>4</sup> 6.0%  MLP Group  Net profit (total) 27.8  Earnings per share (diluted) in € 0.20²  Cash flow from operating activities 115.5  Capital expenditure 7.3  Total shareholders' equity 404.9  Equity ratio 18.7%  Balance sheet total 2,169.5  Clients¹ -  Private clients (Family) <sup>5</sup> 529,100  Corporate and institutional clients⁵ 19,800  Consultants¹ 1,909  Branch offices¹ 1,686  Brokered new business² 1,686  Brokered new business² 1,728.4  Assets under management	Total revenue 628.2 610.4  Revenue 608.7 590.6  Other revenue 19.4 19.8  Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions) 37.6 19.7  Earnings before interest and tax (EBIT) (before one-off exceptional costs) 46.7 35.1  Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs) 37.6 19.7  EBIT margin (%)⁴ 6.0% 3.2%  MLP Group  Net profit (total) 27.8 14.7  Earnings per share (diluted) in € 0.25 0.13  Dividend per share in € 0.20² 0.08  Cash flow from operating activities 115.5 144.7  Capital expenditure 7.3 18.4  Total shareholders' equity 404.9 383.6  Equity ratio 18.7% 19.7%  Balance sheet total 2,169.5 1,944.1  Clients³  Private clients (Family)⁵ 529,100 517,400  Corporate and institutional clients⁵ 1,990 1,940  Branch offices³ 1,990 1,940  Branch offices³ 145 146  University teams 58 -  Employees 1,686 1,768  Brokered new business³  Old-age provision (premium sum in € billion) 3.4 3.7  Loans and mortgages 1,728.4 1,709.7	Continuing operations         Continuing operations           Total revenue         628.2         610.4         554.3           Revenue         608.7         590.6         535.7           Other revenue         19.4         19.8         18.7           Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions)         37.6         19.7         32.5           Earnings before interest and tax (EBIT) (before one-off exceptional costs)         46.7         35.1         30.7           Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)         37.6         19.7         30.7           EBIT margin (%) <sup>4</sup> 6.0%         3.2%         5.5%           MLP Group           19.7         30.7           Earnings per share (diluted) in €         0.25         0.13         0.18           Earnings per share (diluted) in €         0.25         0.13         0.18           Dividend per share in €         0.20³         0.08         0.12           Cash flow from operating activities         115.5         144.7         58.8           Capital expenditure         7.3         18.4         12.8           Total shareholders' equity         404.9         383.6         385.8     <	Continuing operations         Continuing operations         Continuing operations         Control revenue         628.2         610.4         554.3         531.1           Revenue         608.7         590.6         535.7         509.7           Other revenue         19.4         19.8         18.7         21.4           Pro forma earnings before interest and tax (Pro forma EBIT) (before one-off exceptional costs)         37.6         19.7         32.5         39.0           Earnings before interest and tax (EBIT) (before one-off exceptional costs)         46.7         35.1         30.7         39.0           Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)         37.6         19.7         30.7         39.0           EBIT margin (%) <sup>4</sup> 6.0%         3.2%         5.5%         7.3%           MLP Group              29.0           Earnings per share (diluted) in €         0.25         0.13         0.18         0.27	Continuing operations           Total revenue         628.2         610.4         554.3         531.1         499.0           Revenue         608.7         590.6         535.7         509.7         480.5           Other revenue         19.4         19.8         18.7         21.4         18.5           Pro forma earnings before interest and tax (Pro forma EBIT) (before one-off exceptional costs)         37.6         19.7         32.5         39.0         30.7           Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)         46.7         35.1         30.7         39.0         30.7           Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)         37.6         19.7         30.7         39.0         30.7           BEIT margin (%) <sup>4</sup> 6.0%         3.2%         5.5%         7.3%         6.2%           MLP Group         59.1         19.7         19.8         29.0         23.9           Earnings per share (diluted) in €         0.25         0.13         0.18         0.27         0.22           Dividend per share in €         0.20 <sup>2</sup> 0.08         0.12         0.17         0.16           Cash flow from operating activities         115.5         144.7	Continuing operations         Continuing operations         Continuing operations         Continuing operations         Control revenue         628.2         610.4         554.3         531.1         499.0         563.6           Revenue         608.7         590.6         535.7         509.7         480.5         538.1           Other revenue         19.4         19.8         18.7         21.4         18.5         25.5           For forma earnings before interest and tax (Por forma EBIT) (before acquisitions)         37.6         19.7         32.5         39.0         30.7         70.5           Earnings before interest and tax (Coprating EBIT) (before one-off exceptional costs)         46.7         35.1         30.7         39.0         30.7         70.5           EBIT margin (%) <sup>4</sup> 6.0%         3.2%         5.5%         7.3%         6.2%         12.5%           MLP Group         Starrings per share (diluted) in €         0.25         0.13         0.18         0.27         0.22         0.47           Dividend per share in €         0.20°         0.08         0.12         0.17         0.16         0.32           Cash flow from operating activities         115.5         144.7         58.8         32.3         67.6         22.4	Continuing operations   Con

Values adjusted.
 Values adjusted.
 Subject to the consent of the Annual General Meeting on June 14, 2018.
 Continuing operations.
 EBIT in relation to total revenue.
 MLP adjusted the way it counts clients in Q1 2016.