











MLP key figures – multi year overview

	All figures in € million	2017	2016	2015	2014	2013 ¹	2012 ¹	2011 ¹	2010 ¹
Continuing operations									
	Total revenue	628.2	610.4	554.3	531.1	499.0	563.6	545.5	522.6
	Revenue	608.7	590.6	535.7	509.7	480.5	538.1	526.7	497.3
	Other revenue	19.4	19.8	18.7	21.4	18.5	25.5	18.8	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
	EBIT margin (%) ⁴	6.0%	3.2%	5.5%	7.3%	6.2%	12.5%	3.2%	9.0%
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 €	0.20 ²	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 ³	–	–	858,700	847,600	830,300	816,200	794,500	774,500
	Private clients (Family) ⁵	529,100	517,400	510,200	–	–	–	–	–
	Corporate and institutional clients ⁵	19,800	19,200	18,200	–	–	–	–	–
	Consultants ³	1,909	1,940	1,943	1,952	1,998	2,081	2,132	2,273
	Branch offices ³	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 business³									
	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

¹ Values adjusted.

² Subject to the consent of the Annual General Meeting on June 14, 2018.

³ Continuing operations.

⁴ EBIT in relation to total revenue.

⁵ MLP adjusted the way it counts clients in Q1 2016.