

MLP key figures – multi year overview

All figures in € million	2015	2014	2013 ¹	2012 ¹	2011 ¹	2010 ¹	2009	2008
Continuing operations								
Total revenue	557.2	531.1	499.0	563.6	545.5	522.6	532.1	595.2
Revenue	535.7	509.7	480.5	538.1	526.7	497.3	503.8	552.3
Other revenue	21.5	21.4	18.5	25.5	18.8	25.3	28.4	42.9
Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions)	32.5	39.0	30.7	70.5	17.3	47.0	42.2	56.2
Earnings before interest and tax (EBIT) (before one-off exceptional costs)	30.7	39.0	30.7	70.5	50.7	47.0	42.2	56.2
Earnings before interest and tax (EBIT)	30.7	39.0	30.7	70.5	17.3	47.0	42.2	56.2
EBIT margin (%) ⁴	5.5%	7.3%	6.2%	12.5%	3.2%	9.0%	7.9%	9.4%
Earnings from continuing operations	19.8	29.0	23.9	50.5	11.2	34.1	27.2	30.7
Earnings per share (diluted) in €	0.18	0.27	0.22	0.47	0.10	0.32	0.25	0.30
MLP Group								
Net profit (total)	19.8	29.0	23.9	50.5	11.5	34.1	15.8	24.6
Earnings per share (diluted) in €	0.18	0.27	0.22	0.47	0.11	0.31	0.15	0.24
Dividend per share in €	0,12 ²	0.17	0.16	0.32	0.60	0.30	0.25	0.28
Cash flow from operating activities	58.8	32.3	67.6	22.4	53.8	91.0	72.5	81.0
Capital expenditure	12.8	15.4	22.5	14.5	7.8	3.9	4.0	12.2
Total shareholders' equity	385.8	376.8	370.5	381.7	399.6	421.2	410.0	425.9
Equity ratio	22.0%	23.2%	24.2%	25.6%	26.8%	27.6%	27.4%	27.8%
Balance sheet total	1,752.7	1,624.7	1.533,6	1.491,3	1.489,8	1.524,0	1.498,4	1.534,0
Clients ³	858,700	847,600	830,300	816,200	794,500	774,500	785,500	728,000
Consultants ³	1,935	1,952	1,998	2,081	2,132	2,273	2,383	2,413
Branch offices ³	156	162	169	174	178	192	238	241
Employees	1,802	1,542	1,559	1,524	1,584	1,672	1,900	1,986
Brokered new business ³								
Old-age provision (premium sum in € billion)	3.5	4.1	3.6	4.8	5.2	5.0	5.1	6.6
Loans and mortgages	1,798.0	1,415.0	1.513,0	1,301.0	1.327,0	1.219,0	1.119,0	919,0
Assets under management in € billion	29.0	27.5	24.5	21.2	20.2	19.8	17.0	14.0

¹ Values adjusted.

² Subject to the consent of the Annual General Meeting on June 16, 2016.

³ Continuing operations.

⁴ EBIT in relation to total revenue.