










MLP key figures – multi year overview

All figures in € million	2018	2017	2016	2015	2014	2013'	2012'	2011'
Continuing operations								
Total revenue	666.0	628.2	610.4	554.3	531.1	499.0	563.6	545.5
 Revenue	642.1	608.7	590.6	535.7	509.7	480.5	538.1	526.7
Other revenue	23.8	19.4	19.8	18.7	21.4	18.5	25.5	18.8
Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions)	46.4	37.6	19.7	32.5	39.0	30.7	70.5	17.3
Operating Earnings before interest and tax (Operating EBIT) (before one-off exceptional costs)	46.4	46.7	35.1	30.7	39.0	30.7	70.5	50.7
 Earnings before interest and tax (EBIT)	46.4	37.6	19.7	30.7	39.0	30.7	70.5	17.3
EBIT margin (in %) ⁴	7.0%	6.0%	3.2%	5.5%	7.3%	6.2%	12.5%	3.2%
MLP Group								
 Net profit (total)	34.5	27.8	14.7	19.8	29.0	23.9	50.5	11.5
 Earnings per share (diluted/undiluted) (in €)	0.32	0.25	0.13	0.18	0.27	0.22	0.47	0.11
 Dividend per share in €	0.20 ²	0.20	0.08	0.12	0.17	0.16	0.32	0.60
Cash flow from operating activities	141.2	115.5	144.7	58.8	32.3	67.6	22.4	53.8
Capital expenditure	26.6	7.3	18.4	12.8	15.4	22.5	14.5	7.8
Total shareholders' equity	424.8	404.9	383.6	385.8	376.8	370.5	381.7	399.6
Equity ratio (in %)	17.5%	18.7%	19.7%	22.0%	23.2%	24.2%	25.6%	26.8%
 Balance sheet total	2,421.0	2,169.5	1,944.1	1,752.7	1,624.7	1,533.6	1,491.3	1,489.8
 Clients ³	-	-	-	858,700	847,600	830,300	816,200	794,500
Private clients (Family) ⁵	541,150	529,100	517,400	510,200	-	-	-	-
Corporate and institutional clients ⁵	20,892	19,800	19,200	18,200	-	-	-	-
 Consultants ³	1,928	1,909	1,940	1,943	1,952	1,998	2,081	2,132
Branch offices ³	131	145	146	156	162	169	174	178
University teams	77	58	-	-	-	-	-	-
 Employees	1,722	1,686	1,768	1,802	1,542	1,559	1,524	1,584
Brokered new business ³								
Old-age provision (premium sum in € billion)	3.6	3.4	3.7	3.5	4.1	3.6	4.8	5.2
Loans and mortgages	1,806.0	1,728.4	1,709.7	1,798.0	1,415.0	1,513.0	1,301.0	1,327.0
Assets under management (in € billion)	34.5	33.9	31.5	29.0	27.5	24.5	21.2	20.2

¹ Values adjusted.

² Subject to the consent of the Annual General Meeting on May 29, 2019.

³ Continuing operations.

⁴ EBIT in relation to total revenue.

⁵ Client counting method adjusted in Q1 2016