

MLP Group

MLP key figures – multi year overview

	2020	2019	2018	2017	2016	2015	2014	2013 ¹
All figures in € million								
Continuing operations								
Total revenue	767.3	708.8	666.0	628.2	610.4	554.3	531.1	499.0
 Revenue	745.5	689.6	642.1	608.7	590.6	535.7	509.7	480.5
Other revenue	21.8	19.2	23.8	19.4	19.8	18.7	21.4	18.5
Pro forma earnings before interest and taxes (Pro forma EBIT) (before acquisitions)	59.4	47.1	46.4	37.6	19.7	32.5	39.0	30.7
Operating Earnings before interest and taxes (Operating EBIT) (before one-off exceptional costs)	59.4	47.1	46.4	46.7	35.1	30.7	39.0	30.7
 Earnings before interest and taxes (EBIT)	59.4	47.1	46.4	37.6	19.7	30.7	39.0	30.7
EBIT margin (in %) ⁴	7.7	6.6	7.0	6.0	3.2	5.5	7.3	6.2
MLP Group								
 Net profit (total)	43.2	36.9	34.5	27.8	14.7	19.8	29.0	23.9
 Earnings per share (diluted/undiluted) (in €)	0.40	0.34	0.32	0.25	0.13	0.18	0.27	0.22
 Dividend per share in €	0.23 ²	0.21	0.20	0.20	0.08	0.12	0.17	0.16
 Cash flow from operating activities	408.1	191.6	141.2	115.5	144.7	58.8	32.3	67.6
Capital expenditure	9.3	22.3	26.6	7.3	18.4	12.8	15.4	22.5
Total shareholders' equity	454.0	437.4	424.8	404.9	383.6	385.8	376.8	370.5
Equity ratio (in %)	14.0	15.6	17.5	18.7	19.7	22.0	23.2	24.2
 Balance sheet total	3,235.0	2,799.6	2,421.0	2,169.5	1,944.1	1,752.7	1,624.7	1,533.6
Clients ³	-	-	-	-	-	858,700	847,600	830,300
 Private clients (Family) ⁵	554,900	549,580	541,150	529,100	517,400	510,200	-	-
 Corporate and institutional clients ⁵	22,500	21,850	20,892	19,800	19,200	18,200	-	-
 Consultants ³	2,086	1,981	1,928	1,909	1,940	1,943	1,952	1,998
Branch offices ³	129	130	131	145	146	156	162	169
University teams	102	93	77	58	-	-	-	-
 Employees	1,850	1,783	1,722	1,686	1,768	1,802	1,542	1,559
Brokered new business ³								
Old-age provision (premium sum in € billion)	3.8 ⁶	4.2 ⁶	3.9 ⁶	3.4	3.7	3.5	4.1	3.6
Loans and mortgages	2,357.5	1,958.5	1,806.0	1,728.4	1,709.7	1,798.0	1,415.0	1,513.0
 Assets under management (in € billion)	42.7	39.2	34.5	33.9	31.5	29.0	27.5	24.5
Non-life insurance (premium volume)	430.8	405.5	385.6	360.1	350.2	331.8	-	-
Real estate (brokered volume)	403.8	294.0	256.0	198.9	151.4	137.5	57.3	-

¹ Values adjusted

² Subject to the consent of the Annual General Meeting on June 24, 2021

³ Continuing operations

⁴ EBIT in relation to total revenue

⁵ Client counting method adjusted in Q1 2016

⁶ Calculation Basis adjusted since 2019 (former calculation values: 2020: 3.5; 2019: 3.9; 2018: 3.6)