











MLP key figures – multi year overview

| All figures in € million | 2016 | 2015 | 2014 | 2013 ¹ | 2012 ¹ | 2011 ¹ | 2010 ¹ | 2009 |
|---|-------------------|---------|---------|-------------------|-------------------|-------------------|-------------------|---------|
| Continuing operations | | | | | | | | |
| Total revenue | 610.4 | 554.3 | 531.1 | 499.0 | 563.6 | 545.5 | 522.6 | 532.1 |
|  Revenue | 590.6 | 535.7 | 509.7 | 480.5 | 538.1 | 526.7 | 497.3 | 503.8 |
| Other revenue | 19.8 | 18.7 | 21.4 | 18.5 | 25.5 | 18.8 | 25.3 | 28.4 |
| Pro forma earnings before interest and tax (Pro forma EBIT) (before acquisitions) | 19.7 | 32.5 | 39.0 | 30.7 | 70.5 | 17.3 | 47.0 | 42.2 |
| Earnings before interest and tax (EBIT) (before one-off exceptional costs) | 35.1 | 30.7 | 39.0 | 30.7 | 70.5 | 50.7 | 47.0 | 42.2 |
|  Earnings before interest and tax (EBIT) | 19.7 | 30.7 | 39.0 | 30.7 | 70.5 | 17.3 | 47.0 | 42.2 |
| EBIT margin (%) ⁴ | 3.2% | 5.5% | 7.3% | 6.2% | 12.5% | 3.2% | 9.0% | 7.9% |
| Earnings from continuing operations | 14.7 | 19.8 | 29.0 | 23.9 | 50.5 | 11.2 | 34.1 | 27.2 |
| Earnings per share (diluted) in € | 0.13 | 0.18 | 0.27 | 0.22 | 0.47 | 0.10 | 0.32 | 0.25 |
| MLP Group | | | | | | | | |
|  Net profit (total) | 14.7 | 19.8 | 29.0 | 23.9 | 50.5 | 11.5 | 34.1 | 15.8 |
|  Earnings per share (diluted) in € | 0.13 | 0.18 | 0.27 | 0.22 | 0.47 | 0.11 | 0.31 | 0.15 |
|  Dividend per share in € | 0.08 ² | 0.12 | 0.17 | 0.16 | 0.32 | 0.60 | 0.30 | 0.25 |
|  Cash flow from operating activities | 144.7 | 58.8 | 32.3 | 67.6 | 22.4 | 53.8 | 91.0 | 72.5 |
| Capital expenditure | 18.4 | 12.8 | 15.4 | 22.5 | 14.5 | 7.8 | 3.9 | 4.0 |
| Total shareholders' equity | 383.6 | 385.8 | 376.8 | 370.5 | 381.7 | 399.6 | 421.2 | 410.0 |
| Equity ratio | 19.7% | 22.0% | 23.2% | 24.2% | 25.6% | 26.8% | 27.6% | 27.4% |
|  Balance sheet total | 1,944,1 | 1,752.7 | 1,624.7 | 1,533,6 | 1,491,3 | 1,489,8 | 1,524,0 | 1,498,4 |
|  Clients ³ | – | 858,700 | 847,600 | 830,300 | 816,200 | 794,500 | 774,500 | 785,500 |
| Private clients (Family) ⁵ | 517,400 | 510,200 | – | – | – | – | – | – |
| Corporate and institutional clients ⁵ | 19,200 | 18,200 | – | – | – | – | – | – |
| Consultants ³ | 1,940 | 1,943 | 1,952 | 1,998 | 2,081 | 2,132 | 2,273 | 2,383 |
| Branch offices ³ | 146 | 156 | 162 | 169 | 174 | 178 | 192 | 238 |
|  Employees | 1,768 | 1,802 | 1,542 | 1,559 | 1,524 | 1,584 | 1,672 | 1,900 |
| Brokered new business³ | | | | | | | | |
| Old-age provision (premium sum in € billion) | 3.7 | 3.5 | 4.1 | 3.6 | 4.8 | 5.2 | 5.0 | 5.1 |
| Loans and mortgages | 1,710.0 | 1,798.0 | 1,415.0 | 1,513,0 | 1,301.0 | 1,327,0 | 1,219,0 | 1,119,0 |
|  Assets under management in € billion | 31.5 | 29.0 | 27.5 | 24.5 | 21.2 | 20.2 | 19.8 | 17.0 |

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.

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