












## MLP key figures – multi year overview

All figures in € million	2019	2018	2017	2016	2015	2014	2013 <sup>1</sup>	2012 <sup>1</sup>
<b>Continuing operations</b>								
Total revenue	708.8	666.0	628.2	610.4	554.3	531.1	499.0	563.6
 Revenue	689.6	642.1	608.7	590.6	535.7	509.7	480.5	538.1
Other revenue	19.2	23.8	19.4	19.8	18.7	21.4	18.5	25.5
Pro forma earnings before interest and taxes (Pro forma EBIT) (before acquisitions)	47.1	46.4	37.6	19.7	32.5	39.0	30.7	70.5
Operating Earnings before interest and taxes (Operating EBIT) (before one-off exceptional costs)	47.1	46.4	46.7	35.1	30.7	39.0	30.7	70.5
 Earnings before interest and taxes (EBIT)	47.1	46.4	37.6	19.7	30.7	39.0	30.7	70.5
EBIT margin (in %) <sup>4</sup>	6.6	7.0	6.0	3.2	5.5	7.3	6.2	12.5
<b>MLP Group</b>								
 Net profit (total)	36.9	34.5	27.8	14.7	19.8	29.0	23.9	50.5
 Earnings per share (diluted/undiluted) (in €)	0.34	0.32	0.25	0.13	0.18	0.27	0.22	0.47
 Dividend per share in €	0.21 <sup>2</sup>	0.20	0.20	0.08	0.12	0.17	0.16	0.32
 Cash flow from operating activities	191.6	141.2	115.5	144.7	58.8	32.3	67.6	22.4
Capital expenditure	22.3	26.6	7.3	18.4	12.8	15.4	22.5	14.5
Total shareholders' equity	437.4	424.8	404.9	383.6	385.8	376.8	370.5	381.7
Equity ratio (in %)	15.6	17.5	18.7	19.7	22.0	23.2	24.2	25.6
 Balance sheet total	2,799.6	2,421.0	2,169.5	1,944.1	1,752.7	1,624.7	1,533.6	1,491.3
 Clients <sup>3</sup>	-	-	-	-	858,700	847,600	830,300	816,200
Private clients (Family) <sup>5</sup>	549,580	541,150	529,100	517,400	510,200	-	-	-
Corporate and institutional clients <sup>5</sup>	21,850	20,892	19,800	19,200	18,200	-	-	-
 Consultants <sup>3</sup>	1,981	1,928	1,909	1,940	1,943	1,952	1,998	2,081
Branch offices <sup>3</sup>	130	131	145	146	156	162	169	174
University teams	93	77	58	-	-	-	-	-
 Employees	1,783	1,722	1,686	1,768	1,802	1,542	1,559	1,524
<b>Brokered new business <sup>3</sup></b>								
Old-age provision (premium sum in € billion)	4.2 <sup>6</sup>	3.9 <sup>6</sup>	3.4	3.7	3.5	4.1	3.6	4.8
Loans and mortgages	1,958.5	1,806.0	1,728.4	1,709.7	1,798.0	1,415.0	1,513.0	1,301.0
 Assets under management (in € billion)	39.2	34.5	33.9	31.5	29.0	27.5	24.5	21.2
Non-life insurance (premium volume)	405.5	385.6	360.1	350.2	331.8	-	-	-
Real estate (brokered volume)	294.0	256.0	198.9	151.4	137.5	57.3	-	-

<sup>1</sup> Values adjusted

<sup>2</sup> Subject to the consent of the Annual General Meeting on June 25, 2020

<sup>3</sup> Continuing operations

<sup>4</sup> EBIT in relation to total revenue

<sup>5</sup> Client counting method adjusted in Q1 2016

<sup>6</sup> Calculation Basis adjusted since 2019 (former calculation values: 2019: 3.9; 2018: 3.6)