

## THE MLP GROUP

All figures in € million	2007	2006 <sup>1</sup>	2005 <sup>2</sup>	2004 <sup>3</sup>	2003
<b>CONTINUING OPERATIONS</b>					
Total income	637.1	588.5	563.9	622.8	536.2
Income from brokerage business	476.3	474.9	467.9	543.7	317.4
Income from insurance business	–	–	–	–	160.9
Income from banking business	79.9	70.0	54.3	48.5	44.3
Income from wealth management	39.2	9.3	–	–	–
Other income	41.8	34.4	41.7	30.6	13.5
Earnings before interest and tax (EBIT)	110.3	95.1	71.8	88.3	79.4
EBIT margin	17.3%	16.2%	12.7%	14.2%	14.8%
Earnings from continuing operations	76.0	76.5	42.5	43.0	39.3
<b>MLP GROUP</b>					
Net profit (total)	62.1	71.8	199.7	50.3	39.3
Earnings per share in €	0.62	0.69	1.84	0.46	0.36
Dividend per share in €	0.50 <sup>4</sup>	0.40	0.30 <sup>5</sup>	0.22	0.15
Capital expenditure	16.2	20.0	16.7	25.3	37.0
Shareholders' equity	339.7	324.9	455.2	289.6	253.8 <sup>6</sup>
Equity ratio	23.9%	25.6%	38.5%	9.4%	10.5%
Balance sheet total	1,424.2	1,270.2	1,182.0	3,086.2	2,427.6
Clients <sup>7</sup>	721,000	685,000	651,000	615,000	558,000
Consultants <sup>7</sup>	2,613	2,571	2,435	2,519	2,738
Branch offices <sup>7</sup>	262	255	267	294	341
Employees <sup>7</sup>	1,871	1,604	1,447	1,408	1,432
<b>BROKERED NEW BUSINESS</b>					
Old-age provision (premium sum in € billion)	6.9	7.1	6.7	11.2	7.4
Health insurance (annual premium)	50.1	71.4	56.4	60.4	64.0
Loans	1,173	1,217	1,016	806	1,064
Funds under management in € billion	11.4 <sup>8</sup>	10.8 <sup>8</sup>	8.3 <sup>8</sup>	2.6	3.5

<sup>1</sup> Previous year adjusted (see note 3).

<sup>2</sup> The values for 2005 were adjusted compared to the values disclosed in the previous year, due to the sale of the subsidiary MLP Private Finance AG, Switzerland.

<sup>3</sup> Adjusted in 2005 due to the sale of the subsidiaries MLP Lebensversicherung AG and MLP Versicherung AG.

<sup>4</sup> Subject to approval by the Annual General Meeting on May 16, 2006.

<sup>5</sup> Plus an extra dividend of €0.30 per share.

<sup>6</sup> Excluding minority interests.

<sup>7</sup> Continuing operations.

<sup>8</sup> MLP and Feri.