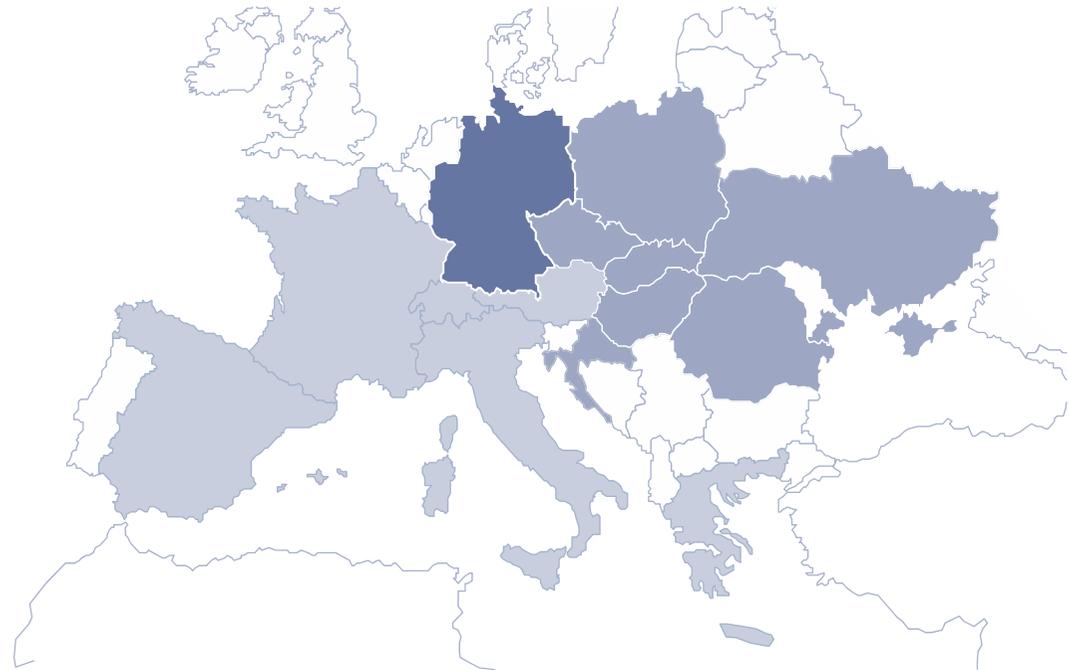


# OVB Holding AG

## Nine-month report – 30 September 2013 Conference call

- over 40 years of experience
- active in 14 countries
- around 3.0 million clients
- around 5,000 financial consultants
- 587,000 new contracts in 2012
- more than 100 product partners



Michael Rentmeister, CEO  
Oskar Heitz, CFO and COO  
7 November 2013, Cologne

2013 **OVB Next Level**  
Allfinanz – simply better



# Agenda



**1** Core statements on the first nine months of 2013

**2** Key operating figures

**3** Financial information

**4** Summary and outlook

**5** Annex

## 9M/2013: OVB holds its own in a challenging market environment and consolidates its competitive positions



**Stable consultant base:**  
Currently 4,951 consultants (5,060 consultants)

**Total sales almost at the level of the previous year:**  
€151.0 million (€155.6 million)

**Broad European client base**  
Currently 3.03 million clients (€2.94 million)

**EBIT: €6.7 million**  
(€7.2 million)

**Business development characterized by low-interest environment and special topics in some national markets such as pension reforms and the unisex issue**

**Consolidated net income: €5.4 million**  
(€5.4 million)  
**Earnings per share: €0.38**  
(€0.38)

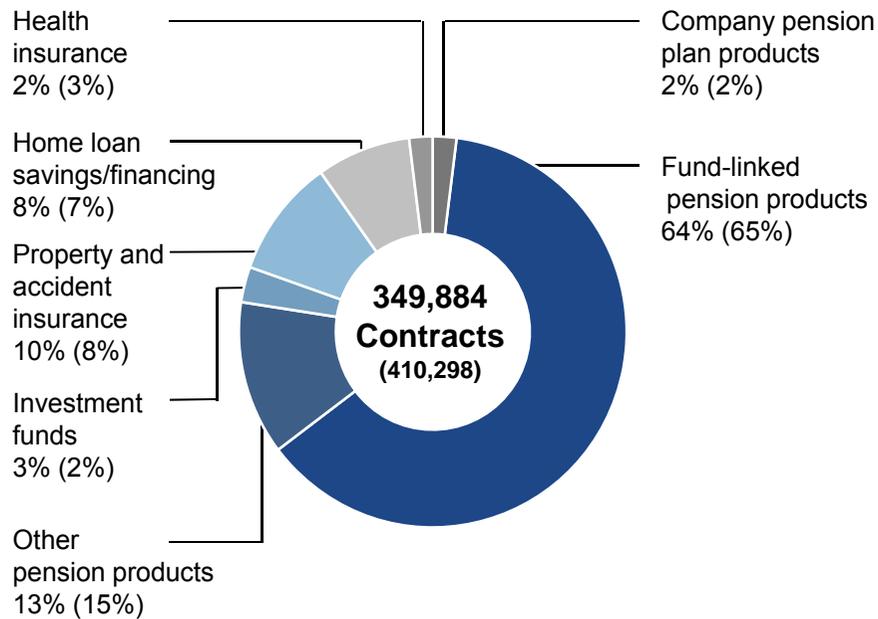
**OVB is countering the challenge of lower willingness to take out pension provisions with comprehensive consulting**

**Highly stable international business model**

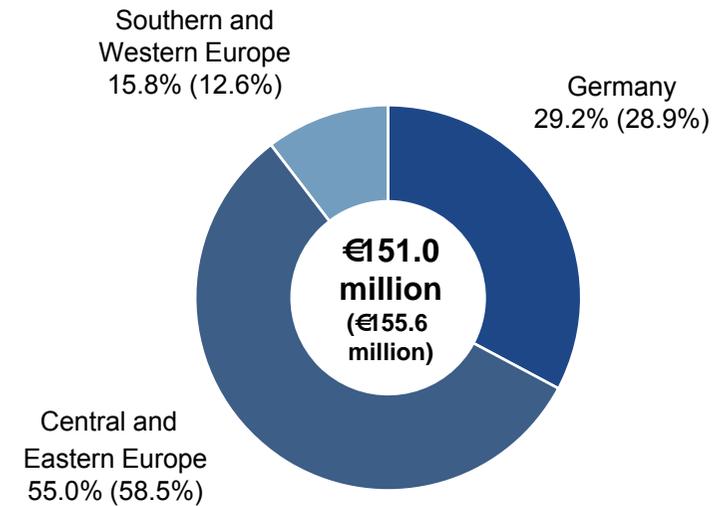
# 9M/2013: Asset-based retirement provision



## Composition of new business 9M/2013 (9M/2012)



## Total sales commission 9M/2013 (9M/2012) by geographical region

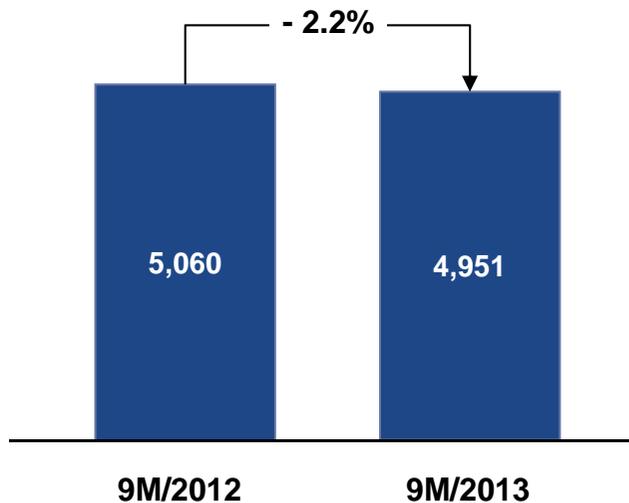


➔ The structure of new business reflects consulting priority

## 9M/2013: Stable consulting capacity and steady expansion of client base

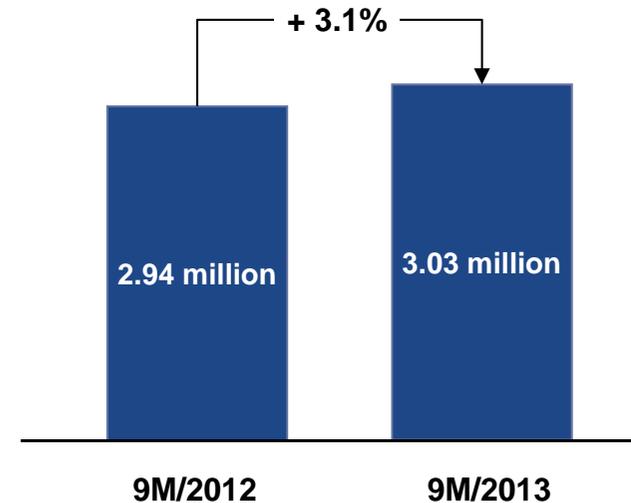


### Financial consultants



- Expansion in Southern and Western Europe
- Stability in the German consultant team
- Slightly declining development in Central and Eastern Europe focussed on the temporarily problematic Czech national market

### Clients

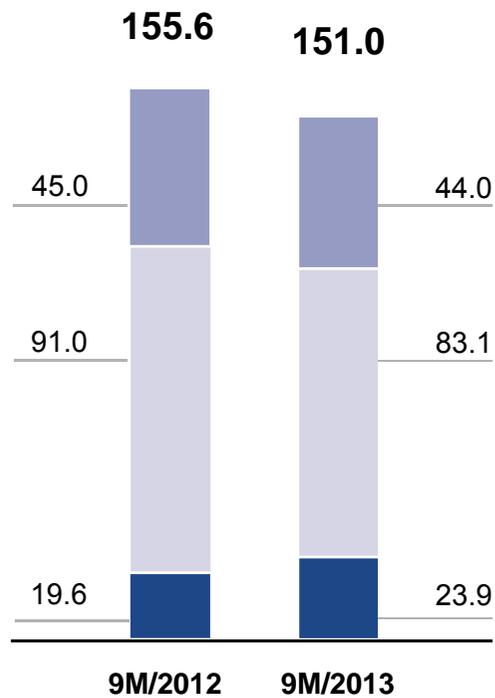


- Clients appreciate the added value of comprehensive consulting based on the systematic approach of analysis, consulting and service

# 9M/2013: OVB is well positioned in the market environment and emphasises its operational stability



Total sales commission by region



- Germany
- Central and Eastern Europe
- Southern and Western Europe

Earnings performance by region



- Germany
- Central and Eastern Europe
- Southern and Western Europe
- Consolidation
- Central units

## Selected financial data 9M/2013 (9M/2012)



(€ million, rounded)	9M 2012	9M 2013
<b>Total sales commission</b>	155.6	151.0
<b>Brokerage expenses</b>	- 94.4	- 92.8
<b>Other operating expenses</b>	- 26.9	- 26.8
<b>EBIT</b>	7.2	6.7
<b>Net financial income</b>	1.0	0.6
<b>Income tax</b>	- 2.9	- 1.9
<b>Consolidate net income after minority interests</b>	5.4	5.4
<b>Earnings per share (€)</b>	0.38	0.38

- ➔ Negative effects from unfavourable development of exchange rates
- ➔ Stable earnings per share
- ➔ Management declares goal of dividend continuity

# General conditions – Summary 9M/2013 – Outlook for 2013 as a whole



## General conditions unchanged

- Demographic change
- Necessity of private retirement provision is growing
- Persistent low-interest environment
- One-sided public debates and lack of support for political reforms make the public uncertain, resulting in a continued low level of private retirement provisions and a risk of further increases in poverty in old age
- Focus on long-term preservation of assets instead of excessive return expectations (“Save in time so you have it when you need it!”)

## Summary 9M/2013

- OVB is characterized by stability in every area: sales and earnings, financial consultant organisation, client numbers and earnings per share

## Outlook for 2013 as a whole

- Due to increasing imponderables on the market, OVB currently expects sales to be slightly lower than the previous year with stable earnings
- The target of generating a dividend at the previous year’s level from the results of current business is achievable

# Financial calendar 2014



## March 2014

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<b>26 March 2014</b>	Frankfurt/Main	Publication of annual financial statements 2013, annual report, analyst conference
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## May 2014

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<b>14 May 2014</b>	Cologne	Results for the first quarter of 2014 and conference call
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## June 2014

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<b>6 June 2014</b>	Cologne	Annual General Meeting
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## August 2014

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<b>13 August 2014</b>	Cologne	Results for the second quarter of 2014 and conference call
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## November 2014

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<b>12 November 2014</b>	Cologne	Results for the third quarter of 2014 and conference call
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