

# OVB Holding AG

## Annual General Meeting 2015

- 45 years of experience
- Represented in 14 European countries
- 3.2 million clients
- More than 5,200 financial brokers
- More than 500,000 new contracts per year
- More than 100 product partners



Cologne, 3 June 2015  
Michael Rentmeister, Chief Executive Officer

**Simply better one-stop finance!**



## Executive Board report – agenda



**1**

**Business performance 2014**

**2**

**Developments in Q1/2015 and outlook for the year**

**3**

**Current environment**

**4**

**OVB Next Level – a business model with a real future**

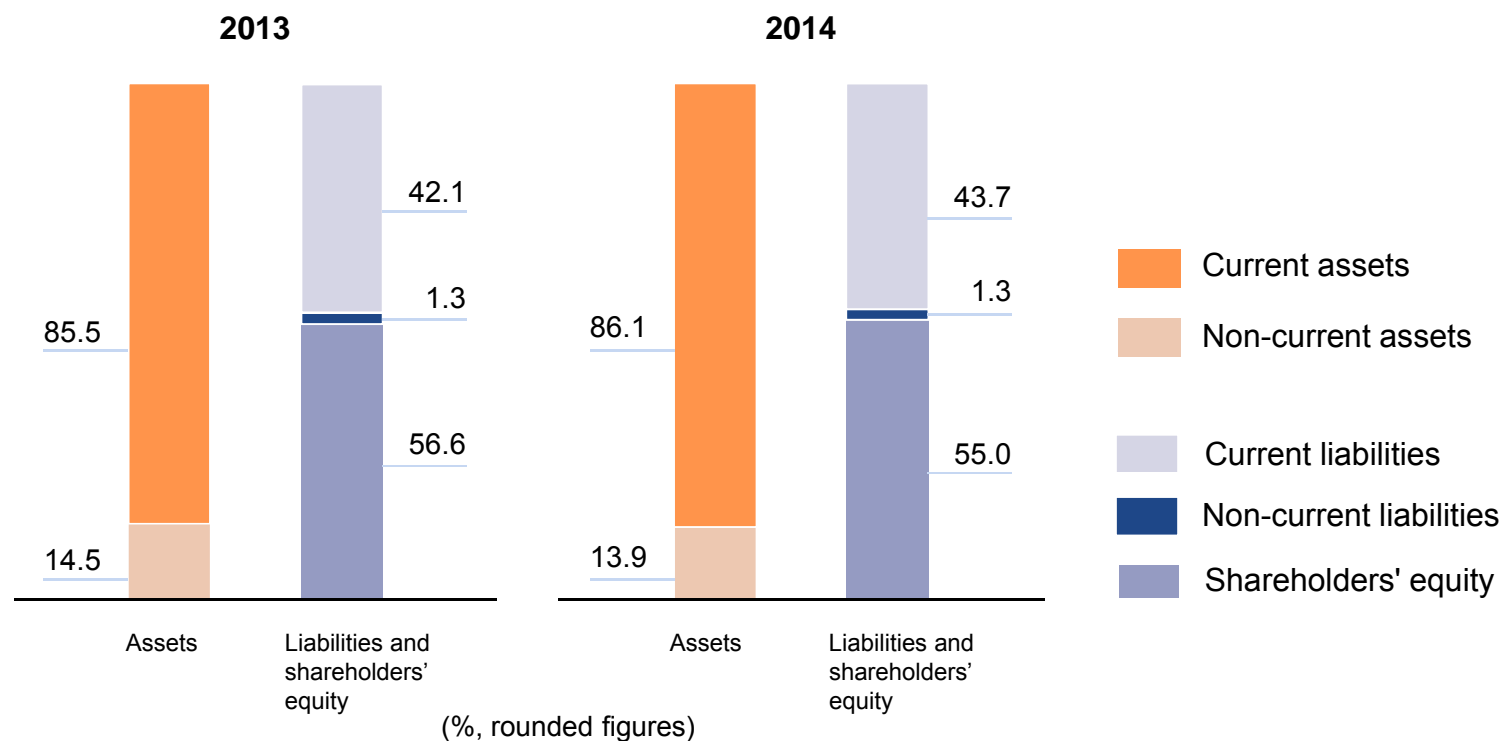
## 2014 financial year: OVB growing despite changing conditions



	2014	2013
Clients advised	3.22 million	3.08 million
Financial advisors	5,173	5,082
Total sales	€214.0 million	€204.8 million
EBIT	€12.3 million	€10.2 million
Consolidated net income	€8.7 million	€8.0 million
Earnings per share	€0.61	€0.56

▶ **Dividend proposal: €0.60 – our shareholders will benefit from a dividend that has been increased by 5 euro cents to 60 euro cents compared with 2013**

## OVB's strong balance sheet



**Cash and cash equivalents: €39.9 million (26.3% of the balance sheet total)**

**Equity ratio: 55%**

## Q1 2015: Off to a good start!



	Q1/2015	Q1/2014
Number of clients	3.24 million	3.10 million
Financial advisors	5,204	5,118
Total sales	€54.5 million	€49.7 million
EBIT	€2.2 million	€1.6 million
Consolidated net income	€1.6 million	€1.4 million
Earnings per share	€0.11	€0.10

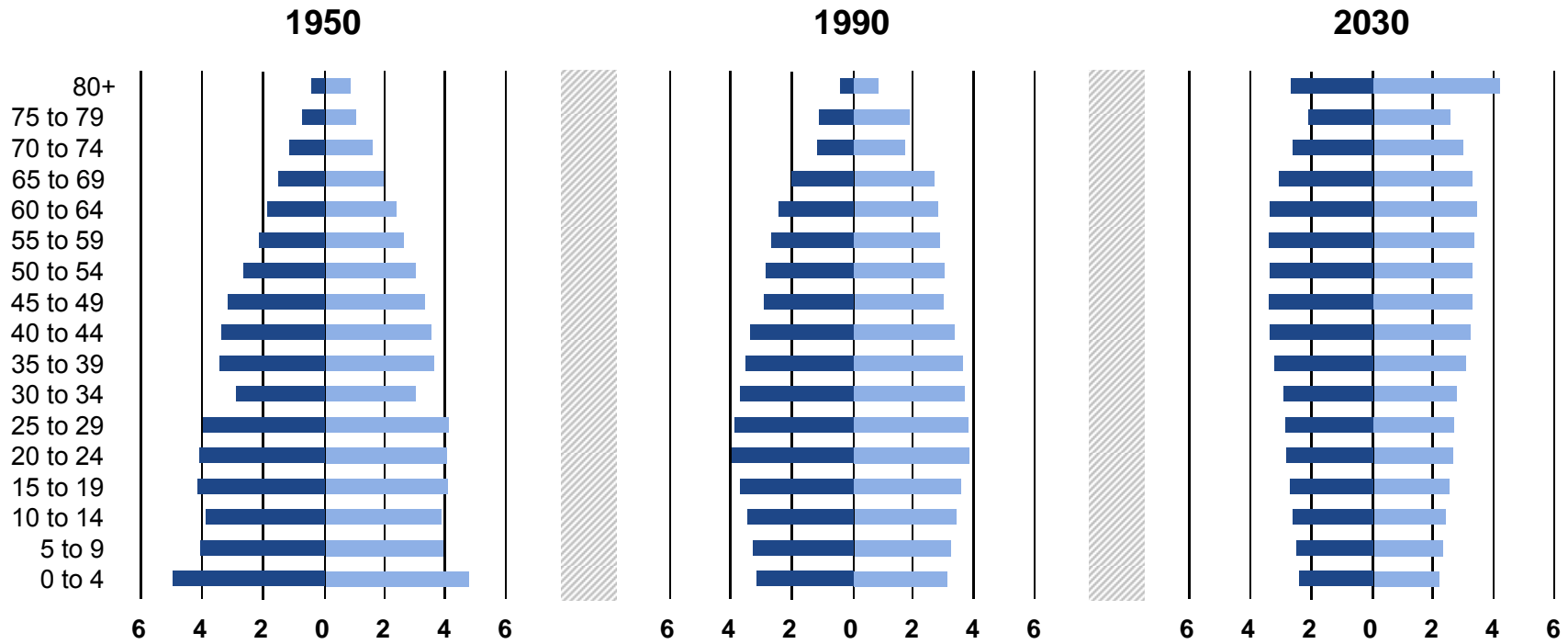
Despite a difficult market, OVB feels the outlook is promising in 2015 for matching the 2014 operating earnings, with a slight increase in sales revenues.

# No private pensions without financial brokers

## Result: old-age poverty will become the norm in a few years



**Shift in age pyramid, EU-27<sup>(1)</sup>**  
(in % of the total population)

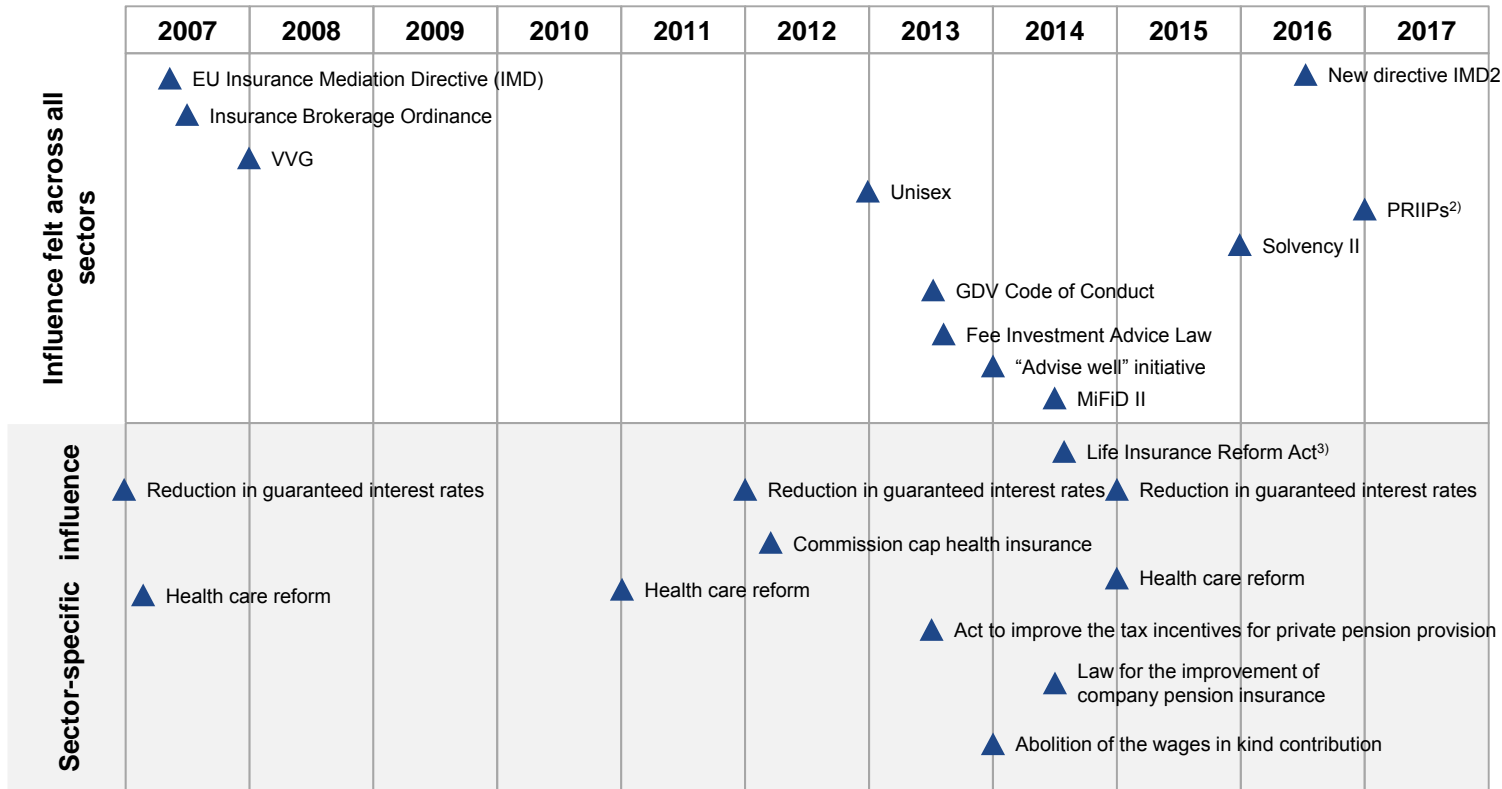


(1) Only for the member states due to limited data available for the period between 1950 and 1970; for 2010 and beyond the data are based on forecasts (EUROPOP 2008 convergence scenario).

Source: Eurostat (demo\_pjan and proj\_08c2150p)

■ Men ■ Women

# The tide of regulations is high (e.g. in Germany) – Demographic problems are being ignored!



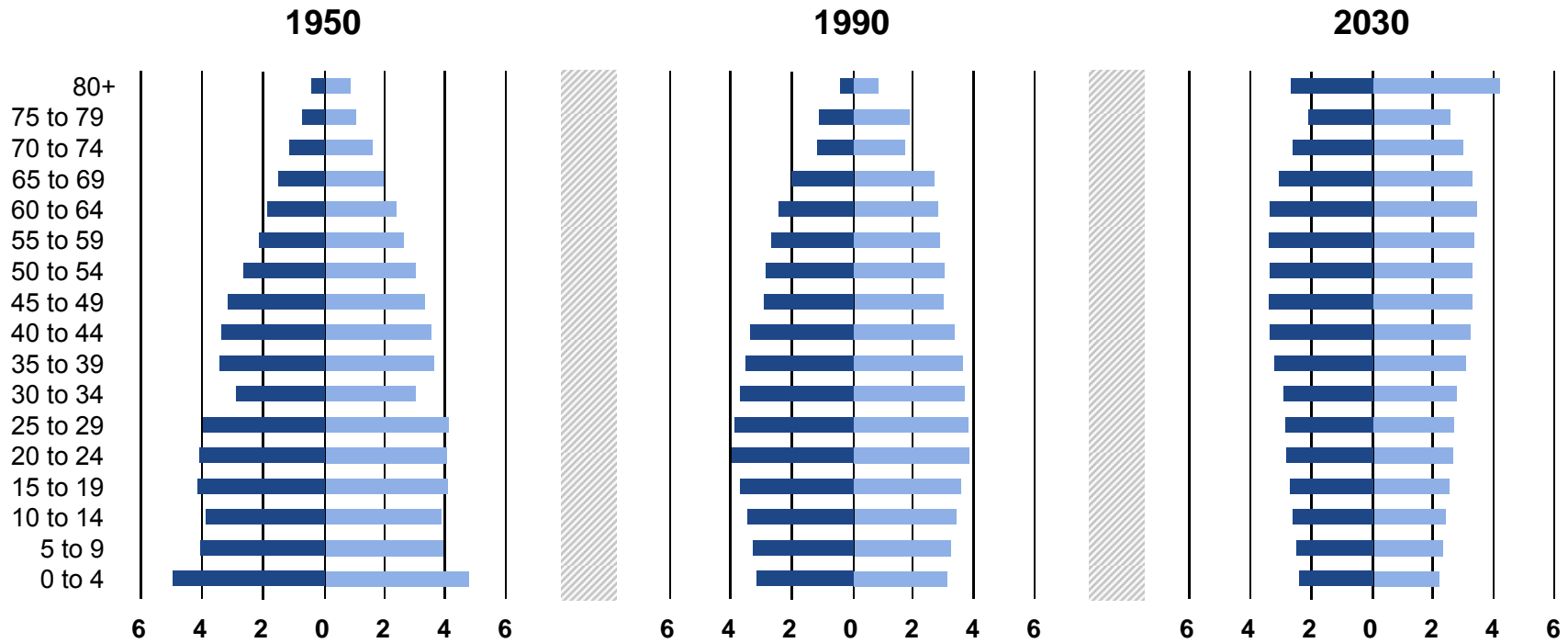
- 1) Date of the reform/initiative = date of commencement
- 2) To be implemented up to this date, date for commencement not known
- 3) Second part in force from 1 January 2015

# No private pensions without financial brokers

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## Conditions require clear positions



**Objective financial advisers are essential for the urgently needed private pension provision**

**Pension advice is socially just and must be promoted, not blocked**

**OVV expressly supports all initiatives that lead to more transparency:**

- **Compulsory documented advice (advisory transcripts)**
- **Standardised product information (PRIIPs regulations)**

**Over-regulation will not mean greater consumer protection, but a further increase in inadequate retirement planning within the population (as the example of the UK shows).**

**Therefore:**

- **Immediate stop to regulations in favour of deregulation**
- **Concentration of government subsidies only on pension plans**
- **Uniform and greatly simplified promotion of collective and individual insurance plans that ensure steady private income in old age.**

## OVB: The business model with a past and a future!



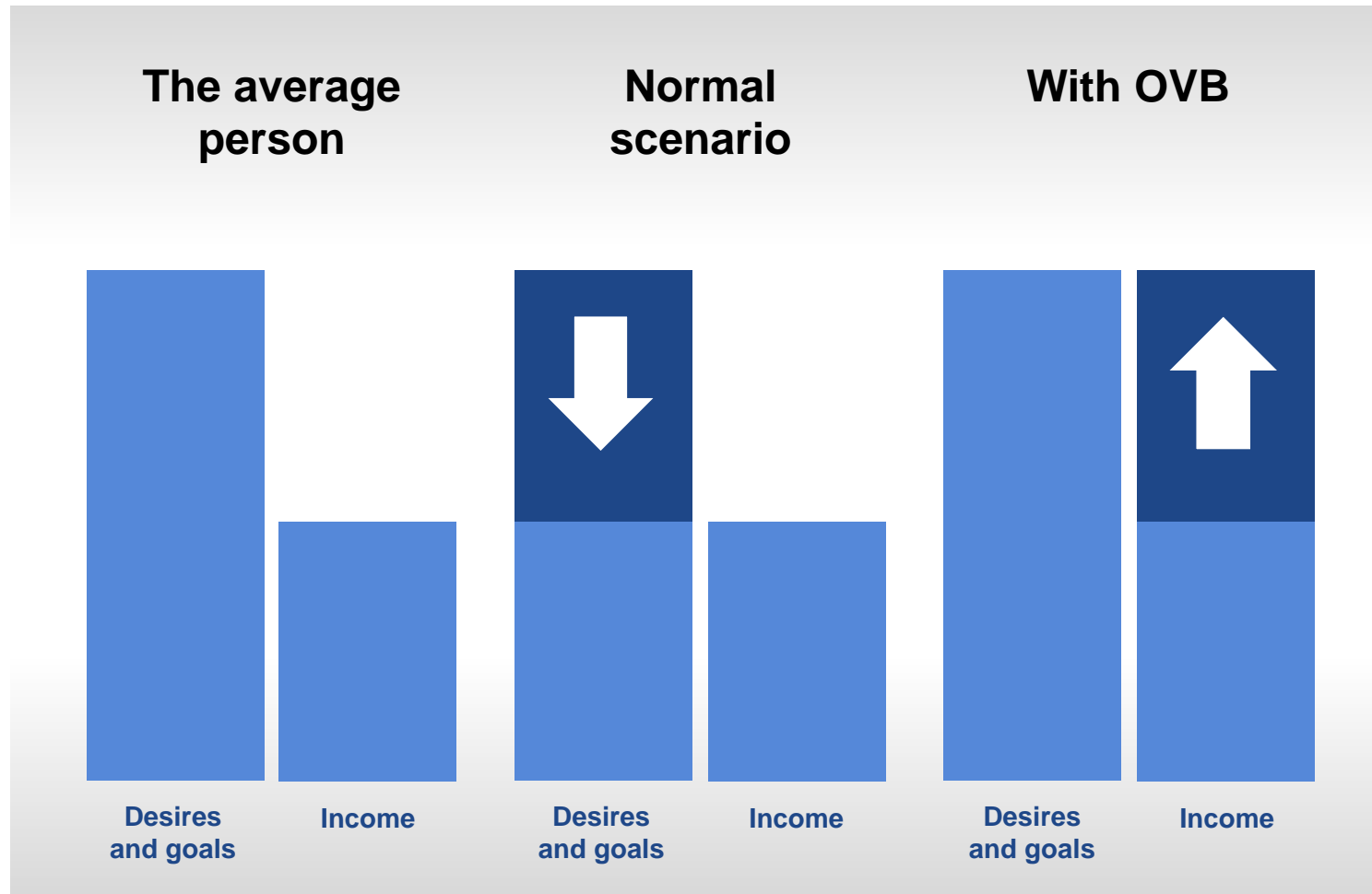
**For 45 years** OVB has been a **fair and reliable partner** for clients, financial advisers, employees, shareholders and product partners

# 2015

## OVB Next Level

2014 2016

**Be a part of OVB:  
Achieve your personal goals and help others**



We have a great and common objective!



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