

FACTSHEET

OVB Group business year 2017 (State 03/2018)



Key figures of the OVB Group for the 2017 financial year

Key operating figures

	Unit	2016	2017	Change
Clients (31 December)	Number	3.27 million	3.35 million	+2.4%
Financial advisors (31 December)	Number	4,972	4,702	-5.4%
Total sales commission	€ million	231.8	225.3	-2.8%

Key financial figures

	Unit	2016	2017	Change
EBIT	€ million	16.5	16.0	-3.3%
EBIT margin ¹⁾	%	7.1	7.1	±0.0% pts.
Consolidated net income	€ million	12.5	12.1	-3.1%

¹⁾ Based on total sales commission

Key figures for OVB shares

	Unit	2016	2017	Change
Share capital (31 December)	€ million	14.25	14.25	±0.0 %
Number of shares (31 December)	Number in million	14.25	14.25	±0.0 %
Earnings per share (basic)	€	0.88	0.85	-3.1%
Dividend per share ²⁾	€	0.75	0.75	±0.0 %

²⁾ Proposed for 2017

Key figures by region for the 2017 financial year

Central and Eastern Europe

	Unit	2016	2017	Change
Clients (31 December)	Number	2.20 million	2.27 million	+3.1%
Financial advisors (31 December)	Number	2,944	2,753	-6.5%
Total sales commission	€ million	109.7	109.0	-0.6%
EBIT	€ million	9.5	9.5	+0.1%
EBIT margin ¹⁾	%	8.7	8.7	+0.0% pts.

¹⁾ Based on total sales commission

Germany

	Unit	2016	2017	Change
Clients (31 December)	Number	633,025	623,138	-1.6%
Financial advisors (31 December)	Number	1,300	1,296	-0.3%
Total sales commission	€ million	63.9	59.1	-7.5%
EBIT	€ million	6.7	6.7	-0.7%
EBIT margin ¹⁾	%	10.5	11.3	+0.8% pts.

¹⁾ Based on total sales commission

Southern and Western Europe

	Unit	2016	2017	Change
Clients (31 December)	Number	432,712	453,044	+4.7%
Financial advisors (31 December)	Number	728	653	-10.3%
Total sales commission	€ million	58.2	57.2	-1.8%
EBIT	€ million	8.3	7.6	-8.2%
EBIT margin ¹⁾	%	14.2	13.3	-0.9% pts.

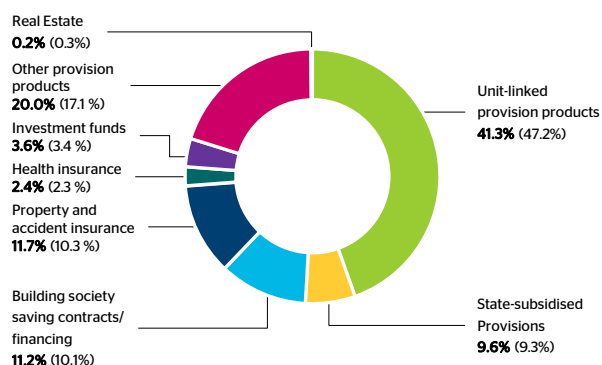
¹⁾ Based on total sales commission

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Breakdown of income from new business 2017 (2016)



Financial calendar 2017/2018

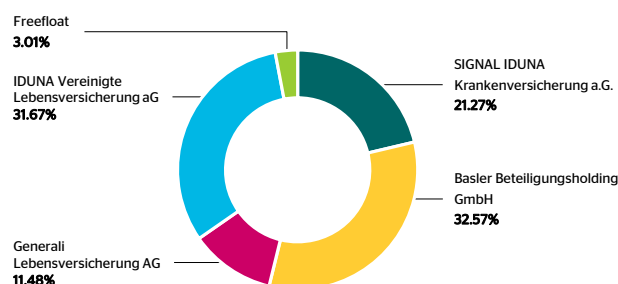
23 March 2017	Full year results 2016
10 May 2017	Results for the first quarter of 2017
2 June 2017	Annual General Meeting 2017, Cologne
14 August 2017	Results for the second quarter of 2017
9 November 2017	Results for the third quarter of 2017
23 March 2018	Full year results 2017
8 May 2018	Results for the first quarter of 2018
5 June 2018	Annual General Meeting 2018, Cologne
7 August 2018	Results for the second quarter of 2018
9 November 2018	Results for the third quarter of 2018

Share Data 2017

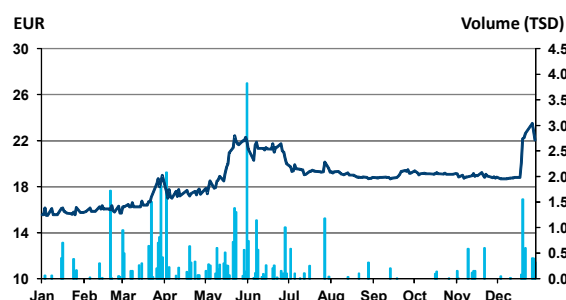
SIC	628656
ISIN	DE0006286560
Ticker symbol	O4B
	Reuters: O4BG.DE
	Bloomberg: O4B:GR
Type	No-par value ordinary bearer shares
Number of shares	14,251,314
Regulated segment	Prime Standard

Issue price	Euro 21.00
Initial share price Xetra	Euro 21.40 (07/21/2006)
End of year 2016	Euro 16.20 (12/30/2016)
High 2017	Euro 23.50 (12/27/2017)
Low 2017	Euro 15.705 (02/28/2017)
Last 2017	Euro 22.065 (12/29/2017)
Market capitalisation	Euro 314 million (12/29/2017)

Shareholder structure of OVB Holding AG 12/31/2017



Equity price 2017 (Xetra)



Executive Board

Mario Freis (CEO)
Oskar Heitz (CFO)
Thomas Hücker (COO)

Supervisory Board

Michael Johnigk (Chairman)
Dr. Thomas A. Lange (Deputy Chairman)
Markus Jost

Wilfried Kempchen
Winfried Spies
Dr. Alexander Tourneau

Company profile

The OVB Group, with its holding company headquartered in Cologne, is one of Europe's leading financial advisory groups. Since being founded in 1970, OVB's business activities have focused on long-term, comprehensive and above all customer-oriented financial consulting for private households. OVB works with more than 100 high-performance providers and uses competitive products to serve its clients' individual needs, from subsistence and property/asset insurance to pensions and asset building and growth. OVB currently operates in 14 European countries. 4,702 full-time financial advisors currently advise 3.35 million clients. In 2017, OVB Holding AG and its subsidiaries generated total sales commission of €225.3 million and EBIT of €16.0 million. OVB Holding AG has been listed on the Frankfurt Stock Exchange (Prime Standard, ISIN DE0006286560) since July 2006. The presentation of the annual results and the annual report 2017 can be downloaded from the Investor Relations section of www.ovb.eu.