

FACTSHEET

OVB Group business year 2018 (State 03/2019)



Key figures of the OVB Group for the 2018 financial year

Key operating figures

	Unit	2017	2018	Change
Clients (31 December)	Number	3.35 million	3.48 million	+4.1 %
Financial advisors (31 December)	Number	4,702	4,715	+0.3 %
Total sales commission	€ million	225.3	231.3	+2.7 %
Brokerage income	€ million	221.6	231.3	+4.4 %

Key financial figures

	Unit	2017	2018	Change
EBIT	€ million	16.0	13.2	-17.6 %
EBIT margin ¹⁾	%	7.1	5.7	-1.4 %-pts.
Consolidated net income after non-controlling interests	€ million	12.1	9.6	-20.8 %

¹⁾ Based on total sales commission

Key figures for OVB shares

	Unit	2017	2018	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)	€	0.85	0.67	-20.8 %
Dividend per share ²⁾	€	0.75	0.75	±0.0 %

²⁾ Proposed for 2018

Key figures by region for the 2018 financial year

Central and Eastern Europe

	Unit	2017	2018	Change
Clients (31 December)	Number	2.27 million	2.39 million	+5.0 %
Financial advisors (31 December)	Number	2,753	2,752	±0.0 %
Total sales commission	€ million	109.0	116.3	+6.7 %
EBIT	€ million	9.5	9.9	+3.5 %
EBIT margin ¹⁾	%	8.7	8.5	-0.2 %-pts.

¹⁾ Based on total sales commission

Germany

	Unit	2017	2018	Change
Clients (31 December)	Number	623,138	616,775	-1.0 %
Financial advisors (31 December)	Number	1,296	1,333	+2.9 %
Total sales commission	€ million	59.1	59.4	+0.5 %
EBIT	€ million	6.7	7.1	+6.0 %
EBIT margin ¹⁾	%	11.3	11.9	+0.6 %-pts.

¹⁾ Based on total sales commission

Southern and Western Europe

	Unit	2017	2018	Change
Clients (31 December)	Number	453,044	481,283	+6.2 %
Financial advisors (31 December)	Number	653	630	-3.5 %
Total sales commission	€ million	57.2	55.6	-2.7 %
EBIT	€ million	7.6	6.2	-18.2 %
EBIT margin ¹⁾	%	13.3	11.2	-2.1 %-pts.

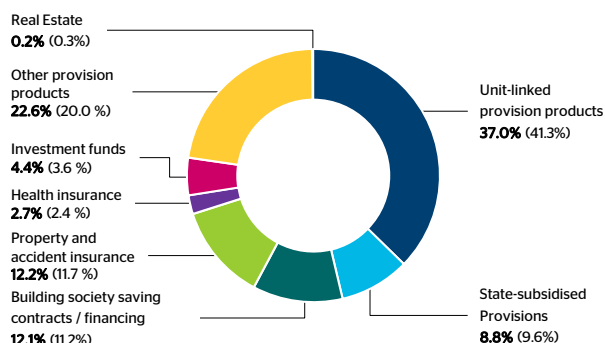
¹⁾ Based on total sales commission

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Breakdown of income from new business 2018 (2017)



Financial calendar 2018/2019

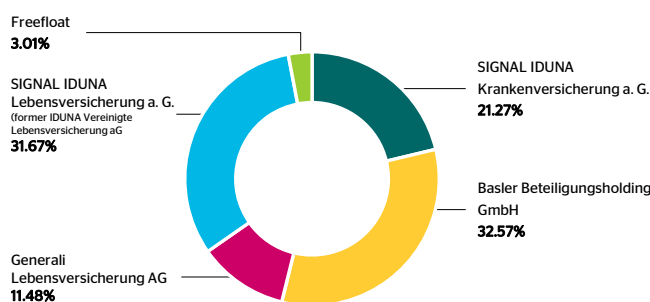
23 March 2018	Full year results 2017
8 May 2018	Results for the first quarter of 2018
5 June 2018	Annual General Meeting 2018, Cologne
7 August 2018	Results for the second quarter of 2018
9 November 2018	Results for the third quarter of 2018
21 March 2019	Full year results 2018
8 May 2019	Results for the first quarter of 2019
14 June 2019	Annual General Meeting 2019, Cologne
14 August 2019	Results for the second quarter of 2019
14 November 2019	Results for the third quarter of 2019

Share Data 2018

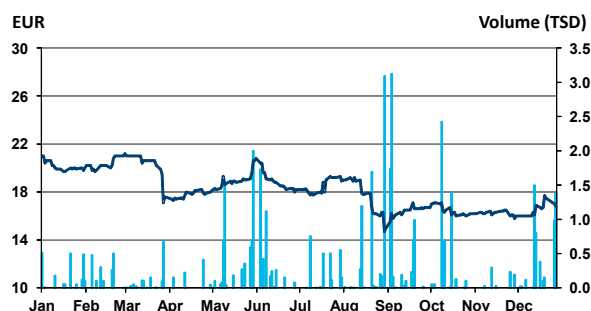
SIC	628656
ISIN	DE0006286560
Ticker symbol	O4B
	Reuters: O4BG.DE
	Bloomberg: O4B:GR
Type	No-par value ordinary bearer shares
Number of shares	14,251,314
Regulated segment	Prime Standard

Issue price	Euro 21.00
Initial share price Xetra	Euro 21.40 (07/21/2006)
End of year 2017	Euro 22.065 (12/29/2017)
High	Euro 21.20 (3/1/2018)
Low	Euro 14.70 (8/30/2018)
Last	Euro 16.80 (12/28/2018)
Market capitalisation	Euro 239 million (12/28/2018)

Shareholder structure of OVB Holding AG 12/31/2018



Equity price 2018 (Xetra)



Executive Board

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

Supervisory Board

Michael Johnigk (Chairman)
Dr. Thomas A. Lange (Deputy Chairman)
Maximilian Beck

Markus Jost
Wilfried Kempchen
Winfried Spies

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 15 European countries. 4,702 full-time financial advisors currently advise 3.48 million clients. In 2018, OVB Holding AG and its subsidiaries generated total sales commission of €231.3 million and EBIT of €13.2 million. OVB Holding AG has been listed on the Frankfurt Stock Exchange (Prime Standard, ISIN DE0006286560) since July 2006.