

# Press Release



27 March 2012

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## OVB Group concludes the 2011 financial year with good results

- Considerable sales and earnings growth
- Solid growth in consultant base and steady expansion of customer numbers
- Dividend proposal of €0.35 per share
- Target for 2012: Sales growth with improved margin

**Cologne/Frankfurt am Main, 27 March 2012** – OVB closed the 2011 financial year with a strong increase in sales and earnings. At €222.1 million (previous year: €197.3 million), total sales commission was 12.6% above the previous year's figure. "2011 was a good year for OVB", states Michael Rentmeister, CEO of the Group since January 2012. "It was particularly important that we succeeded in bringing the upturn of the past financial year into 2012." In Central and Eastern Europe, total sales commission increased almost 35.3% to €126.2 million, with Germany recording moderate growth of 2.0% to €72.8 million. The six countries of OVB's Southern and Western Europe segment suffered in part under considerable macroeconomic problems. At €23.1 million, total sales commission here fell short of the previous year's result by 29.3%.

The Group generated earnings before interest and taxes (EBIT) of €6.1 million, equating to growth of 27.3% (previous year: €4.8 million). Central and Eastern Europe contributed €10.6 million to EBIT (previous year: €8.2 million), Germany €6.1 million (previous year: €5.6 million). The EBIT loss of the Southern and Western Europe segment amounted to €2.4 million (previous year: € - 0.5 million). The Group's EBIT margin was 2.7% (previous year: 2.4%).

In the past financial year, consolidated net income climbed to €4.2 million (previous year: €4.0 million), resulting in basic earnings of €0.29 per share (previous year: €0.28 with the same number of shares). The Executive Board and Supervisory Board will propose to the Annual General Meeting on 5 June 2012 that it adopts a dividend of €0.35 for the 2011 financial year (previous year: €0.50).

The number of customers increased by 2.1% year-on-year, across Europe, OVB advises approximately 2.9 million customers. The number of full-time financial consultants working for OVB across Europe increased from 4,600 to 4,908 sales representatives over the course of 2011, up 6.7%.

"In the current financial year, we are planning to continue increasing sales and improving our results", says Michael Rentmeister, Group CEO, describing the objectives for 2012 as a whole.

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## **About OVB Group**

OVB Group, with its holding company headquartered in Cologne, is one of the leading European financial sales organisations. Since its founding in 1970, customer-oriented consulting for private households with regard to asset protection, asset building, pension plans and real estate acquisition has been the focus of OVB's business activities. OVB currently advises some 2.9 million customers across Europe, working in cooperation with over 100 renowned product partners. OVB is presently active in 14 countries, with 4,908 full-time financial consultants working for the Group. In 2011, OVB Holding AG and its subsidiaries generated total sales commission of €222.1 million and EBIT of €6.1 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 2011 can be downloaded from the Investor Relations section of [www.ovb.ag](http://www.ovb.ag).

This press release is also available on the Internet at:  
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## Key figures of the OVB Group for financial year 2011

Key operating figures	Unit	2010	2011	Change
Clients (31 Dec.)	Million	2.80	2.86	+ 2.1%
Financial advisors (31 Dec.)	Number	4,600	4,908	+ 6.7%
New policies	Number	456,165	523,733	+ 14.8%
Total sales commission	€ million	197.3	222.1	+ 12.6%

  

Key financial figures	Unit	2010	2011	Change
Earnings before interest and taxes (EBIT)	€ million	4.8	6.1	+ 27.3%
EBIT margin*	%	2.4	2.7	+ 0.3% pts.
Consolidated net income	€ million	4.0	4.2	+ 3.8%
Earnings per share (basic)	€	0.28	0.29	+ 3.6%
Dividend per share* <sup>1</sup>	€	0.28	0.29	+ 3.6%

\* Based on total sales commission

\*<sup>1</sup> For the relevant financial year, 2011 proposal

## Key figures by region for financial year 2011

	Unit	2010	2011	Change
<b>Central and Eastern Europe</b>				
Clients (31 Dec.)	Number	1.81 m	1.89 m	+ 4.5%
Financial advisors (31 Dec.)	Number	2,890	3,226	+ 11.6%
Total sales commission	€ million	93.2	126.2	+ 35.3%
EBIT	€ million	8.2	10.6	+ 28.7%
EBIT margin*	%	8.8	8.4	- 0.4% pts.
<b>Germany</b>				
Clients (31 Dec.)	Number	681,100	656,113	- 3.7%
Financial advisors (31 Dec.)	Number	1,282	1,319	+ 2.9%
Total sales commission	€ million	71.4	72.8	+ 2.0%
Brokerage income	€ million	49.2	50.2	+ 2.0%
EBIT	€ million	5.6	6.1	+ 9.3%
EBIT margin*	%	7.8	8.4	+ 0.6% pts.
<b>Southern and Western Europe</b>				
Clients (31 Dec.)	Number	306,350	308,298	+ 0.6%
Financial advisors (31 Dec.)	Number	428	363	- 15.2%
Total sales commission	€ million	32.7	23.1	- 29.3%
EBIT	€ million	-0.5	-2.4	-
EBIT margin*	%	-1.4	-10.5	- 9.1% pts.

\* Based on total sales commission