

Press Release



9 May 2012

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Q1: OVB increases earnings significantly

- **Total sales reach €54.3 million**
- **EBIT grows 12.3%**
- **Number of consultants exceeds 5,000 mark**
- **Confirmation of the annual forecast**

Cologne, 9 May 2012 – In the first quarter of 2012, OVB achieved total sales commission of €54.3 million (Q1 2011: €54.1 million). Operating income (EBIT) increased by a disproportionate 12.3% to €1.9 million. Net income climbed from €1.2 million to €1.4 million.

"Earnings performance in the first quarter shows that we have made good progress on our way to increasing our earnings power," says CEO Michael Rentmeister. Sales power is also on the rise with more than 5,000 financial consultants (up 8.5%). "These are positive results, and I am confident that we will achieve our growth targets for sales and earnings for 2012," Rentmeister continues.

Business in Central and Eastern Europe continues to grow at a high level; brokerage income increased 3.4% to €31.5 million. In the six countries of the Southern and Western Europe segment, business recovered palpably in the first three months of 2012. Sales increased to €7.1 million (€5.9 million). In Germany, total sales commission decreased to €15.7 million (€17.7 million).

The Group's EBIT increased to €1.9 million (€1.7 million). This is growth of 12.3%. The EBIT contribution from Central and Eastern Europe was €2.7 million (€2.8 million). In Germany, operating income sank from €1.7 million to €1.4 million. The EBIT loss of the Southern and Western Europe segment decreased to €-0.1 million (€-0.3 million). The EBIT margin – calculated on the basis of total sales commission – was 3.6% (3.2%).

Consolidated net income for January to March 2012 reached €1.4 million (€1.2 million), resulting in basic earnings of €0.10 per share (€0.09) with the same number of shares.

The number of customers advised by OVB is increasing all the time and had reached 2.89 million (2.82 million) as of 31 March 2012.

At the end of March 2012, 5,047 financial consultants were working full-time for OVB, 396 more than a year before.

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About the OVB Group

The 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 more than 100 renowned product partners. OVB is presently active in 14 countries, with 5,047 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 results of the first quarter and the interim report can be downloaded from the Investor Relations section of www.ovb.ag.

This press release is also available on the Internet at:
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Key figures of the OVB Group for Q1/2012

Key operating figures	Unit	01.01.– 31.03.2011	01.01.– 31.03.2012	Change
Clients (31 Mar.)	Million	2.82	2.89	+ 2.5%
Financial consultants (31 Mar.)	Number	4,651	5,047	+ 8.5%
New policies	Number	126,164	145,446	+ 15.3%
Total sales commission	€ million	54.1	54.3	+ 0.4%
Key financial figures	Unit	01.01.– 31.03.2011	01.01.– 31.03.2012	Change
Earnings before interest and taxes (EBIT)	€ million	1.7	1.9	+ 12.3%
EBIT margin*	%	3.2	3.6	+ 0.4%-pts.
Consolidated net income	€ million	1.2	1.4	+ 15.4%
Earnings per share (basic)	€	0.09	0.10	+ 11.1%

* Based on total sales commission

Key figures by region for Q1/2012

	Unit	01.01.– 31.03.2011	01.01.– 31.03.2012	Change
Central and Eastern Europe				
Clients (31 Mar.)	Number	1.84 million	1.92 million	+ 4.3%
Financial consultants (31 Mar.)	Number	2,935	3,326	+ 13.3%
Total sales commission	€ million	30.4	31.5	+ 3.4%
EBIT	€ million	2.8	2.7	-5.1 %
EBIT margin*	%	9.2	8.5	- 0.7%-pts.
Germany				
Clients (31 Mar.)	Number	669,713	649,296	- 3.0%
Financial consultants (31 Mar.)	Number	1,294	1,335	+ 3.2%
Total sales commission	€ million	17.7	15.7	- 11.5%
EBIT	€ million	1.7	1.4	- 21.6%
EBIT margin*	%	9.6	8.6	- 1.0%-pts.
Southern and Western Europe				
Clients (31 Mar.)	Number	307,631	311,009	+ 1.1%
Financial consultants (31 Mar.)	Number	422	386	- 8.5%
Total sales commission	€ million	5.9	7.1	+ 20.2%
EBIT	€ million	-0.3	-0.1	-%
EBIT margin*	%	-4.3	-1.0	+ 3.3%-pts.

* Based on total sales commission