

Press Release

8 May 2013

Page 1 of 3



Solid first quarter of 2013 for OVB

- Total sales climb to €54.8 million
- EBIT rises 12.7%
- Client growth with stable consultant development
- Outlook for 2013 confirmed

Cologne, 8 May 2013 – OVB generated total sales commission of €54.8 million in the first quarter of 2013 (€54.3 million). EBIT climbed by 12.7% to €2.2 million (€1.9 million). At €1.7 million, net income exceeded the figure for the same quarter of the previous year by 16.0% (€1.4 million).

“2013 has begun solidly for us. Our business performance in Southern and Western Europe in particular was again very encouraging,” said CEO Michael Rentmeister when presenting the figures.

Business development in the regions

Business in the countries of Central and Eastern Europe was kept stable at a high level. Brokerage income amounted to €30.8 million (€31.5 million). Total sales commission of €15.9 million was generated in Germany (€15.7 million). In the six countries of the Southern and Western Europe segment, total sales commission rose strongly by 14.5% in the first three months of 2013 to €8.1 million Euro (€7.1 million). Growth impetus was mainly created in Italy, Spain and Switzerland.

Consolidated EBIT climbed to €2.2 million (€1.9 million), an increase of 12.7% as against the prior-year figure. The EBIT contribution from Central and Eastern Europe was €2.6 million (€2.7 million). Germany matched the previous year’s figure of €1.4 million in 2013. A significant improvement in earnings was achieved in the Southern and Western Europe segment. EBIT here went from a loss in the previous year to income of €0.5 million (€-0.1 million). The EBIT margin – calculated on the basis of total sales commission – was 4.0% (3.6%).

Consolidated net income for the period from January to March 2013 amounted to €1.7 million (€1.4 million), resulting in basic earnings per share of €0.12 (€0.10) with the same number of shares.

Client growth with stable consultant development

OVB gained additional customers in all segments: Over the last twelve months, customer numbers have risen from 2.89 to 3.0 million. The number of OVB financial consultants remained stable year-on-year. However, the unclear political and

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Press Release

8 May 2013

Page 2 of 3

regulatory situation in some countries of the Central and Eastern Europe segment was countered by a rise in consultant numbers.

Outlook

OVB is confident in its outlook for 2013 as a whole and it is standing by its forecast for the year: a sales increase in the mid-single digits, earnings growth of 10% to 15%. "Market conditions are difficult in 2013 as well. Despite a growing awareness of the problem, it is still a challenge for the people of Europe to take responsibility for their own pensions. The reasons for this are varied: The ongoing European debt crisis and therefore persistently low interest rates are making it difficult to generate a return on savings and pension assets above the rate of inflation. In some countries we are currently seeing that political support for necessary pension reform is faltering, a fatal signal to people facing necessary pension decisions. Regular changes in regulatory conditions on the one hand and media reporting that the public find troubling on the other are fanning consumer reluctance regarding urgently needed private pensions," said Rentmeister of the challenge of 2013.

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 3.0 million customers across Europe, working in cooperation with over 100 renowned product partners. OVB is presently active in 14 countries, with roughly 5,000 full-time financial consultants working for the Group. In 2012, OVB Holding AG and its subsidiaries generated total sales commission of €214.7 million and EBIT of €10.5 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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Press Release

8 May 2013

Page 3 of 3

Key figures of the OVB Group for Q1/2013

Key operating figures	Unit	01/01– 31/03/2012	01/01– 31/03/2013	Change
Clients (31 Mar.)	Million	2.89	3.00	+ 3.8 %
Financial consultants (31 Mar.)	Number	5,047	4,934	- 2.2 %
New policies	Number	145,446	116,558	- 19.9 %
Total sales commission	€ million	54.3	54.8	+ 0.9 %
Key financial figures	Unit	01/01– 31/03/2012	01/01– 31/03/2013	Change
Earnings before interest and taxes (EBIT)	€ million	1.9	2.2	+ 12.7 %
EBIT margin*	%	3.6	4.0	+ 0.4 %-pts.
Consolidated net income	€ million	1.4	1.7	+ 16.0 %
Earnings per share (basic)	€	0.10	0.12	+ 20.0 %

* Based on total sales commission

Key figures by region for Q1/2013

	Unit	01/01– 31/03/2012	01/01– 31/03/2013	Change
Central and Eastern Europe				
Clients (31 Mar.)	Number	1.92 million	2.00 million	+ 4.2 %
Financial consultants (31 Mar.)	Number	3,326	3,127	- 6.0 %
Total sales commission	€ million	31.5	30.8	- 2.2 %
EBIT	€ million	2.7	2.6	- 1.4 %
EBIT margin*	%	8.5	8.5	± 0%-pts.
Germany				
Clients (31 Mar.)	Number	649,296	651,004	+ 0.3 %
Financial consultants (31 Mar.)	Number	1,335	1,354	+ 1.4 %
Total sales commission	€ million	15.7	15.9	+ 1.3 %
EBIT	€ million	1.4	1.4	± 0%
EBIT margin*	%	8.9	8.8	- 0.1 %-pts.
Southern and Western Europe				
Clients (31 Mar.)	Number	311,009	316,175	+ 1.7 %
Financial consultants (31 Mar.)	Number	386	453	+ 17.4 %
Total sales commission	€ million	7.1	8.1	+ 14.5 %
EBIT	€ million	-0.1	0.5	- %
EBIT margin*	%	-1.0	6.1	+ 7.1 %-pts.

* Based on total sales commission