

Press Release



dated 11 May 2016

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OVB continues on profitable growth path

- Total sales commission increases by 4.8% to €57.1 million
- EBIT rises by 31.6% to €3.0 million
- First quarter exceeds expectations

Cologne, 11 May 2016 – In the first quarter of 2016, the European financial advisory group OVB recorded positive business performance that exceeded expectations. All of the Group's relevant financial figures increased. While total sales commission rose by 4.8%, EBIT increased by 31.6% and consolidated net income went up 29.0%. "In the first three months of this year, we achieved good business performance in a challenging environment. The balanced nature and stability of the OVB business model has proven itself once again. Moderate business performance in Slovakia, the Czech Republic and Poland was offset by positive development on other national markets of the Central and Eastern Europe segment. The Germany segment saw a significant year-on-year increase. We continue to see very dynamic growth in the Southern and Western Europe segment," summarised CEO of OVB Holding AG Mario Freis regarding the OVB Group's business performance in the first quarter of 2016.

Development in the segments

The very positive performance in Southern and Western Europe continued unabated, achieving a rise of 15.2% in total sales commission and a 35.4% improvement in earnings. In Germany, total sales commission increased by 8.1% – with a significant improvement in earnings by 13.3%. In Central and Eastern Europe, brokerage income and operating income fell slightly behind the level of the previous year.

"This indicates that we have grown profitably again across the Group in the first quarter," highlighted CFO Oskar Heitz.

The number of clients advised amounted to 3.26 million clients at the end of the reporting period on 31 March 2016 (previous year: 3.24 million clients). Across Europe, these clients are advised by 5,179 full-time OVB financial advisors (previous year: 5,204 financial advisors).

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Outlook

Based on this successful first quarter, OVB made a slight upward revision to its sales and earnings expectations for 2016 as a whole. The Executive Board now anticipates total sales commission for the year as a whole to be close to the level of the previous year. Operating income is expected to move slightly above the level of the previous year. “Our performance in the first three months was good and proves that we are on the right track with the OVB allfinanz advisory concept. However, we are facing great challenges across Europe. In particular, regulatory changes on individual national markets may dampen the OVB Group’s growth momentum,” Mario Freis summarised the Executive Board’s expectations for the year as a whole.

About OVB Group

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 allfinanz consulting for private households. OVB works with more than 100 high-performance providers and uses competitive products to serve its clients’ individual needs for subsistence and pensions, asset building, asset protection and increasing assets. OVB currently operates in a total of 14 countries.

Over 5,100 full-time financial advisors currently advise approximately 3.26 million clients. In 2015, OVB Holding AG and its subsidiaries generated total sales commission of €224.7 million and EBIT of €14.0 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 of 2016 and the interim report can be downloaded from the Investor Relations section of www.ovb.eu.

This press release is also available on the Internet at:
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Key figures of the OVB Group for Q1/2016

Key operating figures	Unit	01/01– 31/03/2015	01/01– 31/03/2016	Change
Clients (31 March)	Million	3.24	3.26	+ 0.6%
Financial advisors (31 March)	Number	5,204	5,179	- 0.5%
Total sales commission	€ million	54.5	57.1	+ 4.8%
Key financial figures	Unit	01/01– 31/03/2015	01/01– 31/03/2016	Change
EBIT ¹⁾	€ million	2.2	3.0	+ 31.6%
EBIT margin ¹⁾	%	4.1	5.2	+ 1.1% pts.
Consolidated net income ¹⁾	€ million	1.6	2.0	+ 29.0%
Earnings per share (basic) ¹⁾	€	0.11	0.14	+ 27.3%

¹⁾ Based on total sales commission

Key figures by region for Q1/2016

	Unit	01/01– 31/03/2015	01/01– 31/03/2016	Change
Central and Eastern Europe				
Clients (31 March)	Number	2.22 million	2.21 million	- 0.5%
Financial advisors (31 March)	Number	3,260	3,132	- 3.9%
Total sales commission	€ million	26.6	26.0	- 2.2%
EBIT	€ million	1.8	1.7	- 5.9%
EBIT margin ¹⁾	%	6.7	6.5	- 0.2% pts.
Germany				
Clients (31 March)	Number	645,371	639,288	- 0.9%
Financial advisors (31 March)	Number	1,329	1,327	- 0.2%
Total sales commission	€ million	15.2	16.4	+ 8.1%
EBIT	€ million	1.3	1.5	+ 13.3%
EBIT margin ¹⁾	%	8.5	9.0	+ 0.5% pts.
Southern and Western Europe				
Clients (31 March)	Number	372,776	408,994	+ 9.7%
Financial advisors (31 March)	Number	615	720	+ 17.1%
Total sales commission	€ million	12.7	14.6	+ 15.2%
EBIT	€ million	1.3	1.8	+ 35.4%
EBIT margin ¹⁾	%	10.2	12.0	+ 1.8% pts.

¹⁾ Based on total sales commission