

# Press release



dated 10 November 2016

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## OVB continues to grow in the first nine months of 2016

- Total sales commission up 3.2 percent year on year
- Operating income up 20.4 percent
- Affirmation of mid-year increase in forecast for 2016

**Cologne, 10 November 2016** – The European financial advisory group OVB Holding AG continued its positive business and income trend in the first nine months of 2016: the Group's total sales commission rose by 3.2 percent to €171.1 million (Q1-Q3 2015: €165.7 million). The majority of the OVB national companies recorded good or extremely good business performance. Earnings before interest and taxes increased sharply by 20.4 percent to €12.4 million (Q1-Q3 2015: €10.3 million).

"Overall, we are delighted with our business performance in the first nine months in an increasingly challenging European environment. We have continued our growth trend of the first six months, and are affirming our forecast for the year as a whole, which we increased halfway through the year. In the 2016 financial year, we expect a slight rise in sales and sharp growth in operating income", said Mario Freis, CEO of OVB Holding AG, giving his assessment of the situation.

### Central and Eastern Europe remains the strongest region

In the Central and Eastern Europe segment, total sales commission rose slightly by 0.3 percent to €81.0 million (Q1-Q3 2015: €80.7 million) in the first nine months despite the expected difficult conditions in some national markets.

In the Germany segment, OVB generated total sales commission of €46.3 million (Q1-Q3 2015: €47.4 million).

There was further strong expansion in the business volume in the Southern and Western Europe segment. Total sales commission grew by 16.6 percent to €43.9 million in the reporting period (Q1-Q3 2015: €37.6 million). The national companies in Spain, Italy and Austria performed particularly well.

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## **Substantial increase in earnings**

In the first three quarters of 2016, the OVB Group's operating income rose significantly year on year by 20.4 percent from €10.3 million to €12.4 million. "Along with the sharp rise in earnings in the Southern and Western Europe segment, the consistently high earnings contribution of the Central and Eastern Europe segment and the slight improvement in the Germany segment are factors in the positive EBIT trend up to 30 September 2016", said CFO Oskar Heitz.

The Group's EBIT margin, calculated on the basis of total sales commission, rose considerably from 6.2 percent to 7.3 percent. Earnings per share increased by 32.0 percent from €0.51 to €0.68. OVB thus matched the earnings per share of the whole of the 2015 financial year by the end of the third quarter of 2016.

The presentation of the results of the first nine months of 2016 and the interim report can be downloaded from the Investor Relations section of [www.ovb.eu](http://www.ovb.eu).

## **About the 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.

5,089 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.

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## Key figures of the OVB Group in the first nine months of 2016

Key operating figures	Unit	1 Jan. – 30 Sep.2015	1 Jan. – 30 Sep.2016	Change
Clients (30 Sep.)	Number	3.29 million	3.26 million	– 0.6%
Financial consultants (30 Sep.)	Number	5,086	5,089	+ 0.1%
Total sales commission	€ million	165.7	171.1	+ 3.2%

Key financial figures	Unit	1 Jan. – 30 Sep.2015	1 Jan. – 30 Sep.2016	Change
EBIT	€ million	10.3	12.4	+ 20.4%
EBIT margin*	%	6.2	7.3	up 1.1% pts.
Consolidated net income	€ million	7.3	9.7	+ 32.0%
Earnings per share (basic)	€	0.51	0.68	+ 32.0%

\* Based on total sales commission

## Key figures by region for the first nine months of 2016

	Unit	1 Jan. – 30 Sep.2015	1 Jan. – 30 Sep.2016	Change
<b>Central and Eastern Europe</b>				
Clients (30 Sep.)	Number	2.25 million	2.20 million	– 2.2%
Financial consultants (30 Sep.)	Number	3,091	3,028	– 2.0%
Total sales commission	€ million	80.7	81.0	+ 0.3%
EBIT	€ million	7.1	6.7	– 6.3%
EBIT margin*	%	8.8	8.2	– 0.6 % pts.
<b>Germany</b>				
Clients (30 Sep.)	Number	645,079	635,471	– 1.5%
Financial consultants (30 Sep.)	Number	1,367	1,357	– 0.7%
Total sales commission	€ million	47.4	46.3	– 2.3%
EBIT	€ million	4.8	4.9	+ 1.3%
EBIT margin*	%	10.1	10.5	up 0.4% pts.
<b>Southern and Western Europe</b>				
Clients (30 Sep.)	Number	388,543	426,649	+ 9.8%
Financial consultants (30 Sep.)	Number	628	704	+ 12.1%
Total sales commission	€ million	37.6	43.9	+ 16.6%
EBIT	€ million	4.8	6.2	+ 28.9%
EBIT margin*	%	12.8	14.2	up 1.4% pts.

\* Based on total sales commission