

# Press release

28 March 2017

Page 1 of 4



## OVB Group achieves sales increase and significant earnings growth in 2016

- Solid growth in total sales commission to €231.8 million
- Operating income rises significantly by 17.7% to €16.5 million
- Dividend increase of 15.4% to 75 euro cents

**Cologne/Frankfurt am Main, 28 March 2017** – OVB, a European financial advisory group, can look back on a successful financial year in 2016. The Cologne-based company grew profitably in all three regional segments with 14 national markets in total. Despite the impact of changing regulatory requirements and their associated effects, the company still managed to meet its forecast for 2016, which had been increased during the year, with total sales commission up by 3.1% to €231.8 million. Operating income grew considerably to €16.5 million, a rise of 17.7% year-on-year.

Mario Freis, CEO of OVB Holding AG, is delighted with the 2016 financial year: “In Europe, we tackled the many different challenges of 2016 extremely well. We increased both sales and operating income, and further reduced the Group’s dependence on individual national markets for business development. For us, this is a very important strategic aspect.”

### Central and Eastern Europe remains the strongest region

In the Central and Eastern Europe segment, total sales commission increased by 1.3% from €108.2 million to €109.7 million despite more challenging conditions. In Hungary, Croatia and Romania, OVB achieved significant sales increases. OVB also achieved slight growth on the Czech market. Although operating income in the Central and Eastern Europe segment continued to lag behind prior-year figures during the year, a slight increase of €9.5 million was achieved in the 2016 financial year.

Despite the noticeable impact of the German Life Insurance Reform Act, total sales commission in the Germany segment were essentially at the level of the previous year. Operating income rose by 2.9% to €6.7 million.

OVB Holding AG  
Heumarkt 1  
50667 Cologne  
Germany

Contact:

Brigitte Bonifer  
Investor Relations  
Tel.: +49 (0) 221 2015-288  
Fax: +49 (0) 221 2015-325  
bbonifer@ovb.de

Internet: [www.ovb.eu](http://www.ovb.eu)



# Press release

28 March 2017

Page 2 of 4

The Southern and Western Europe segment continued its dynamic business development in 2016. Total sales commission here rose significantly by 12.8% from €51.6 million to €58.2 million. Business development was particularly strong in Spain, Italy and Austria. Operating income in the segment rose sharply by 22.7% from €6.7 million to €8.3 million.

Oskar Heitz, CFO of OVB Holding AG, also considers the results of 2016 to be a success: “We increased our operating margin to 7.1%. Consolidated net income and earnings per share even improved by 33.7%. Continuously positive development over the past few years has allowed us to increase the dividend for the third time in a row.” The Executive Board and Supervisory Board will propose to the Annual General Meeting on 2 June 2017 that a dividend of 75 euro cents per share, representing a year-on-year increase of 10 euro cents, be paid to shareholders for the 2016 financial year.

## **Outlook for the 2017 financial year**

The Executive Board anticipates a slight increase in sales within the Group for the 2017 financial year. As a result of increased investment expenditure to further strengthen OVB’s viability, operating income is likely to move at the level of the previous year. Thomas Hücker, COO of OVB Holding AG, explained: “OVB will tap into efficiency potential through digitalisation and combine its traditional strength – personal, trust-based contact with its customers – with current technical possibilities.



# Press release

28 March 2017

Page 3 of 4

## **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 14 European countries.

Around 5,000 full-time financial advisors currently advise 3.27 million clients.

In 2016, OVB Holding AG and its subsidiaries generated total sales commission of €231.8 million and EBIT of €16.5 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 2016 can be downloaded from the Investor Relations section of [www.ovb.eu](http://www.ovb.eu).

This press release is also available on the Internet at:  
[www.ovb.eu](http://www.ovb.eu) → in Dialogue → Press Releases



# Press release

28 March 2017

Page 4 of 4

## Key figures of the OVB Group for the 2016 financial year

Key operating figures	Unit	2015	2016	Change
Clients (31 December)	Number	3.24 million	3.27 million	+0.8%
Financial advisors (31 December)	Number	5,062	4,972	-1.8%
Total sales commission	€ million	224.7	231.8	+3.1%
<b>Key financial figures</b>				
EBIT	€ million	14.0	16.5	+17.7%
EBIT margin*	%	6.2	7.1	+0.9% pts.
Consolidated net income	€ million	9.4	12.5	+33.7%
<b>Key figures for OVB shares</b>				
Share capital (31 December)	€ million	14.25	14.25	±0%
Number of shares (31 December)	Number in million	14.25	14.25	±0%
Earnings per share (basic)	€	0.66	0.88	+33.7%
Dividend per share**	€	0.65	0.75	+15.4%

\* Based on total sales commission

\*\* Proposed for 2016

## Key figures by region for the 2016 financial year

	Unit	2015	2016	Change
<b>Central and Eastern Europe</b>				
Clients (31 December)	Number	2.21 million	2.20 million	-0.4%
Financial advisors (31 December)	Number	3,087	2,944	-4.6%
Total sales commission	€ million	108.2	109.7	+1.3%
EBIT	€ million	9.4	9.5	+0.8%
EBIT margin*	%	8.7	8.7	±0% pts.
<b>Germany</b>				
Clients (31 December)	Number	642,107	633,025	-1.4%
Financial advisors (31 December)	Number	1,309	1,300	-0.7%
Total sales commission	€ million	64.9	63.9	-1.5%
EBIT	€ million	6.5	6.7	+2.9%
EBIT margin*	%	10.1	10.5	+0.4% pts.
<b>Southern and Western Europe</b>				
Clients (31 December)	Number	388,728	432,712	+11.3%
Financial advisors (31 December)	Number	666	728	+9.3%
Total sales commission	€ million	51.6	58.2	+12.8%
EBIT	€ million	6.7	8.3	+22.7%
EBIT margin*	%	13.1	14.2	+1.1% pts.

\* Based on total sales commission