

# Press release



9 November 2017

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## Group interim report for the first nine months of 2017: A growing number of clients in Europe trust OVB

- Customer base grows to 3.33 million
- Forecast for the entire year confirmed

**Cologne, 9 November 2017** – The European financial advisory group OVB Holding AG expanded its client base by 1.9% to 3.33 million as at the end of September 2017. At the same time the Group generated total sales commission of €166.3 million from January to September 2017 (previous year: €171.1 million). Total sales commission in the Central and Eastern Europe segment, which accounted for 48.5% of sales, remained largely stable in the reporting period, amounting to €80.7 million (previous year: €81.0 million). An expected slowdown in the Czech Republic and virtually stable business performance in Slovakia and Ukraine were offset by very dynamic business performance in Hungary, Poland, Croatia and Romania. In the Germany segment, OVB generated total sales commission of €42.9 million (previous year: €46.3 million). After extremely dynamic growth in recent years, total sales commission in the Southern and Western Europe segment decreased slightly year-on-year to €42.8 million (previous year: €43.9 million).

Mario Freis, CEO of OVB Holding AG: “Our growing number of clients proves the increasing need within the European population for personal and qualified all-finance consulting.”

### Implementation of strategic measures affects EBIT performance

Aside from the increasingly challenging conditions, particularly the effects of regulation in the key German and Czech national markets, the planned increase in investment expenditure to strengthen medium and long-term viability is having an impact on OVB’s earnings performance. The OVB Group’s operating income amounted to €10.5 million in the period under review (previous year: €12.4 million).

For 2017 as a whole, the Executive Board stands by its expectation of a slight fall in sales against the previous year and a moderate decline in operating income.

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## **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 financial 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.

4,774 full-time financial consultants currently advise 3.33 million clients.

OVB Holding AG and its subsidiaries generated total sales commission of €231.8 million and EBIT of €16.5 million in 2016. 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 nine months of 2017 and the interim report 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) → Press → Press Releases.

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## Key figures of the OVB Group in the first nine months of 2017

Key operating figures	Unit	1 Jan. – 30 Sep. 2016	1 Jan. – 30 Sep. 2017	Change
Clients (30 Sep.)	Number	3.26 million	3.33 million	+ 1.9%
Financial consultants (30 Sep.)	Number	5,089	4,774	– 6.2%
Total sales commission	€ million	171.1	166.3	– 2.8%

Key financial figures	Unit	1 Jan. – 30 Sep. 2016	1 Jan. – 30 Sep. 2017	Change
EBIT	€ million	12.4	10.5	– 15.2%
EBIT margin*	%	7.3	6.3	– 1.0 % pts.
Consolidated net income	€ million	9.7	7.8	– 19.7%
Earnings per share (basic)	€	0.68	0.54	– 19.7%

\* Based on total sales commission

## Key figures by region for the first nine months of 2017

	Unit	1 Jan. – 30 Sep. 2016	1 Jan. – 30 Sep. 2017	Change
<b>Central and Eastern Europe</b>				
Clients (30 Sep.)	Number	2.20 million	2.26 million	+ 2.4%
Financial consultants (30 Sep.)	Number	3,028	2,755	– 9.0%
Total sales commission	€ million	81.0	80.7	– 0.4%
EBIT	€ million	6.7	6.4	– 3.9%
EBIT margin*	%	8.2	7.9	– 0.3 % pts.
<b>Germany</b>				
Clients (30 Sep.)	Number	635,471	623,171	– 1.9%
Financial consultants (30 Sep.)	Number	1,357	1,345	– 0.9%
Total sales commission	€ million	46.3	42.9	– 7.3%
EBIT	€ million	4.9	4.4	– 9.1%
EBIT margin*	%	10.5	10.3	– 0.2 % pts.
<b>Southern and Western Europe</b>				
Clients (30 Sep.)	Number	426,649	447,652	+ 4.9%
Financial consultants (30 Sep.)	Number	704	674	– 4.3%
Total sales commission	€ million	43.9	42.8	– 2.5%
EBIT	€ million	6.2	5.4	– 12.9%
EBIT margin*	%	14.2	12.7	– 1.5 % pts.

\* Based on total sales commission