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OVB in its 50th anniversary year: highest sales in the company's history

- Brokerage income climbs 4.9% to reach new record high of €270.6 million
- EBIT improves to €14.9 million
- Considerable growth in clients and financial advisors
- Dividend of €0.75 and €0.25 anniversary bonus*

Cologne, 23 March 2021. OVB achieved its best sales result in company history in 2020, its 50th anniversary year, with brokerage income rising by 4.9% to €270.6 million. The number of customers advised by OVB in 15 European national markets increased by 5.5% to almost 4 million. The OVB sales team expanded to 5,248 full-time financial advisors. "Despite the negative impact of the COVID-19 pandemic, we successfully maintained growth and improved all key performance indicators, in some cases substantially," said OVB CEO Mario Freis.

Consistent implementation of the "OVB Evolution 2022" strategy, the increased pace of digitalisation and strong commitment shown by financial advisors in the particularly challenging year that was 2020 are the basis for business success in the past financial year.

Thanks to excellent business performance in the anniversary year 2020 and the continued positive outlook for 2021 as a whole, at their meeting on 17 March 2021 the Executive Board and Supervisory Board resolved to recommend that the Annual General Meeting for the 2020 financial year distribute a one-time anniversary bonus of €0.25 in addition to the stable dividend of €0.75 per share.

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* Proposal to shareholders for the Annual General Meeting on 9 June 2021

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Key figures in detail

In the strongest segment, Central and Eastern Europe, brokerage income rose significantly by 6.0% from €122.9 million to €130.4 million. Business performance was particularly strong in Romania, Poland, the Czech Republic and Slovakia. In the Germany segment, brokerage income was almost on par with the previous year at €61.3 million (previous year: €61.6 million). Brokerage income in the Southern and Western Europe segment came to €78.9 million, also up by a significant 7.6% on the €73.3 million generated in the previous year. Sales growth was particularly substantial in Switzerland, Spain, Austria and Belgium.

EBIT for the Central and Eastern Europe segment increased dynamically by 28.0% from €11.1 million to €14.2 million. In particular, the national markets in the Czech Republic, Romania, Poland and Slovakia enjoyed a considerable earnings upturn. EBIT in the Southern and Western Europe segment declined by 13.5% from €4.8 million to €4.2 million, in part due to higher digitalisation expenses, while operating income in the Germany segment increased by 2.6% from €7.9 million to €8.1 million. This put the OVV Group's operating income (EBIT) at €14.9 million, 5.7% higher than the previous year's figure of €14.1 million. CFO Frank Burow emphasised: "In its anniversary year, OVV boosted sales, earnings and operating cash flow. This represents strong business foundations on which to achieve the targets set out in our strategy."

Outlook for 2021

OVV expects to continue to grow in 2021 and is aiming to further increase its number of financial advisors and customers. In 2021, OVV anticipates a slight rise in brokerage income in comparison to 2020. Operating income is expected to remain stable and in line with the 2020 financial year. Uncertainties remain as a result of the still unknown consequences of the continuing spread of COVID-19.

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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, from subsistence and property/asset insurance to pensions and asset building and growth.

OVB currently operates in 15 European countries. 5,248 full-time financial advisors currently advise 3.96 million clients.

In 2020, OVB Holding AG and its subsidiaries generated total sales commission of €270.6 million and EBIT of €14.9 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 2020 financial year and the annual report can be downloaded from the Investor Relations section of www.ovb.eu. This press release is also available on the Internet at:

www.ovb.eu → Public Relations → Press Releases.

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Key figures of the OVB Group in 2020

Key operating figures

	Unit	01.01. – 31.12.2019	01.01. – 31.12.2020	Change
Clients (31.12.)	Number	3.76 million	3.96 million	+5.5%
Financial advisors (31.12)	Number	5,069	5,248	+3.5%
Brokerage income	€ million	257.8	270.6	+4.9%

Key financial figures

	Unit	01.01. – 31.12.2019	01.01. – 31.12.2020	Change
EBIT	€ million	14.1	14.9	+5.7%
EBIT margin	%	5.5	5.5	±0.0% pts.
Consolidated net income after non-controlling interests	€ million	11.0	10.5	-4.8%
Earnings per share (basic)	€	0.77	0.74	-4.8%
Dividend per share*	€	0.75	0.75 + 0.25	+33.3%

* Proposed for 2020

Key figures by region for 2020 as a whole

Central and Eastern Europe

	Unit	01.01. – 31.12.2019	01.01. – 31.12.2020	Change
Clients (31.12)	Number	2.52 million	2.70 million	+7.0%
Financial advisors (31.12)	Number	2,919	3,071	+5.2%
Brokerage income	€ million	122.9	130.4	+6.0%
Earnings before interest and taxes (EBIT)	€ million	11.1	14.2	+28.0%
EBIT margin	%	9.0	10.9	+1.9% pts.

Germany

	Unit	01.01. – 31.12.2019	01.01. – 31.12.2020	Change
Clients (31.12)	Number	612,982	609,432	-0.6%
Financial advisors (31.12)	Number	1,295	1,242	-4.1%
Brokerage income	€ million	61.6	61.3	-0.4%
Earnings before interest and taxes (EBIT)	€ million	7.9	8.1	+2.6%
EBIT margin	%	12.8	13.2	+0.4% pts.

Southern and Western Europe

	Unit	01.01. – 31.12.2019	01.01. – 31.12.2020	Change
Clients (31.12)	Number	619,374	652,934	+5.4%
Financial advisors (31.12)	Number	855	935	+9.4%
Brokerage income	€ million	73.3	78.9	+7.6%
Earnings before interest and taxes (EBIT)	€ million	4.8	4.2	-13.5%
EBIT margin	%	6.6	5.3	-1.3% pts.