

Press Release

Dated 11 August 2021



OVB achieves very successful first half of 2021

- Growth in clients and financial advisors
- Brokerage income and operating income up significantly on previous year
- Forecast for the entire year raised

Cologne, 11 August 2021. The European financial advisory group OVB continued its successful corporate development and grew with strong momentum in the first half of 2021.

OVB increased its brokerage income by 21.8% from €130.7 million to €159.2 million in the reporting period. All three regional segments contributed to this very positive performance.

The number of customers advised in 15 countries increased by 3.7% to 4.05 million. As at 30 June 2021, there were 5,465 full-time financial advisors working for OVB, representing an increase of 393 or 7.7%.

“We are observing a growing need for high-quality allfinanz advisory service. The accelerated digitization of our business processes has also further increased the efficiency of our sales activities,” says Mario Freis, CEO of OVB Holding AG.

Sales and earnings of the segments

In the strongest segment, Central and Eastern Europe, brokerage income gained 22.4% to €76.1 million with all national markets reporting growth. Brokerage income generated in the Germany segment was up 4.4% to €31.7 million (previous year: €30.4 million). The most dynamic growth was achieved in the segment Southern and Western Europe with a 34.6% increase to €51.4 million.

Operating income (EBIT) climbed by 66.1% to €12.4 million (previous year: €7.5 million). EBIT for the Central and Eastern Europe segment grew by 38.8% from €6.0 million to €8.3 million. Operating income in the Germany segment rose by 2.6% from €4.9 million to €5.0 million. EBIT in the Southern and Western Europe segment increased by €3 million from €1.7 million to €4.7 million (up 181.3%).

“It is pleasing that almost every national company significantly increased its earnings. The OVB Group’s EBIT margin increased to 7.8% in the reporting period after 5.7% in the same period of the previous year,” emphasises CFO Frank Burow.

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Forecast for 2021 as a whole

It will prove a deciding factor for the development of the second half-year which course the persistent COVID-19 pandemic will take. Based on the highly dynamic business performance of the first half-year 2021, the Executive Board currently anticipates brokerage income of €300 million to €310 million and operating income (EBIT) between €19 million and €22 million for 2021 as a whole.

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. 5,465 full-time financial advisors support 4.05 million clients. In 2020, OVB Holding AG and its subsidiaries generated brokerage income 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 first half of 2021 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: [www.ovb.eu/Public Relations/Press Releases](http://www.ovb.eu/Public-Relations/Press-Releases).

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Key figures for the OVB Group for the first half of 2021

Key operating figures

	Unit	1 Jan.-30 Jun. 2020	1 Jan.-30 Jun. 2021	Change
Clients (30 June)	Number	3.90 million	4.05 million	+3.7%
Financial advisors (30 June)	Number	5,072	5,465	+7.7%
Brokerage income	€ million	130.7	159.2	+21.8%

Key financial figures

	Unit	1 Jan.-30 Jun. 2020	1 Jan.-30 Jun. 2021	Change
EBIT	€ million	7.5	12.4	+66.1%
EBIT margin	%	5.7	7.8	+2.1% pts.
Consolidated net income after non-controlling interests	€ million	5.5	9.6	+74.1%
Earnings per share (basic)	€	0.39	0.67	+74.1%

Key figures by region for the first half of 2021

Central and Eastern Europe

	Unit	1 Jan.-30 Jun. 2020	1 Jan.-30 Jun. 2021	Change
Clients (30 June)	Number	2.66 million	2.76 million	+3.8%
Financial advisors (30 June)	Number	2,964	3,188	+7.6%
Brokerage income	€ million	62.2	76.1	+22.4%
Earnings before interest and taxes (EBIT)	€ million	6.0	8.3	+38.8%
EBIT margin	%	9.6	10.9	+1.3% pts.

Germany

	Unit	1 Jan.-30 Jun. 2020	1 Jan.-30 Jun. 2021	Change
Clients (30 June)	Number	611,524	608,544	-0.5%
Financial advisors (30 June)	Number	1,224	1,216	-0.7%
Brokerage income	€ million	30.4	31.7	+4.4%
Earnings before interest and taxes (EBIT)	€ million	4.9	5.0	+2.6%
EBIT margin	%	16.1	15.8	-0.3% pts.

Southern and Western Europe

	Unit	1 Jan.-30 Jun. 2020	1 Jan.-30 Jun. 2021	Change
Clients (30 June)	Number	633,691	680,572	+7.4%
Financial advisors (30 June)	Number	884	1,061	+20.0%
Brokerage income	€ million	38.2	51.4	+34.6%
Earnings before interest and taxes (EBIT)	€ million	1.7	4.7	+181.3%
EBIT margin	%	4.4	9.2	+4.8% pts.