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OVB continues dynamic growth trajectory

- Sales rise by 20.0% to €234.2 million
- Ongoing growth in clients and financial advisors
- Strong increase in operating income

Cologne, 9 November 2021. The OVB Group has continued the very good business performance of the preceding quarters in the third quarter of the current 2021 financial year as well. Brokerage income climbed by 20.0% to €234.2 million in the first nine months of 2021. All three regional segments made a positive contribution to this dynamic performance. The strong growth in brokerage income was also accompanied by rising profitability. In the first nine months of 2021, OVB Group generated EBIT of €16.3 million, up 46.8% on the previous year's figure of €11.1 million. The OVB Group's EBIT margin climbed from 5.7% in the previous year to 7.0% in the reporting period. Consolidated net income also improved very significantly by 48.5% to €12.3 million. Earnings per share were €0.86 after €0.58 in the same period of the previous year.

The client base expanded by a further 4.1% from 3.93 million in the same period of the previous year to 4.09 million as at the end of September 2021. The number of financial advisors working for OVB full-time rose by 5.8% year-on-year to 5,466.

Mario Freis, CEO of OVB Holding AG, is satisfied: "Even with the business environment still challenging, OVB has improved its performance throughout Europe very significantly and is enjoying profitable growth."

Business performance of the individual segments

In Central and Eastern Europe, which remains the strongest segment, brokerage income climbed by 20.8% to €113.5 million. All the segment's national markets reported higher sales, mostly with very dynamic rates of growth. Brokerage income in the Germany segment rose significantly by 5.7% to €47.2 million. Sales in the Southern and Western Europe segment even increased by 30.1% to €73.5 million. The rise in brokerage income was also very dynamic in Spain, Austria, Italy and Belgium in particular.

EBIT in the Central and Eastern Europe segment grew by 40.6% from €9.3 million to €13.0 million. Virtually all the national companies in the region achieved strong increases in earnings. The Germany segment's operating income increased significantly by 6.2% to €6.6 million. EBIT in the Southern and Western Europe segment more than doubled by 129.1% to €6.8 million.

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Forecast for 2021 confirmed

The Executive Board is confirming its growth forecast for the 2021 financial year, which was last raised in August. The OVB Group is thus projecting brokerage income of between €300 and €310 million with operating EBIT of between €19 and €22 million.

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. 5,466 full-time financial advisors support 4.09 million clients. OVB Holding AG and its subsidiaries generated brokerage income of €270.6 million and EBIT of €14.9 million in 2020. 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 2021 and the interim report can be downloaded from the Investor Relations section of <https://www.ovb.eu/>. This press release is also available on the Internet at: <https://www.ovb.eu/public-relations>

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Key figures of the OVB Group in the first nine months of 2021

Key operating figures

	Unit	01.01. – 30.09.2020	01.01. – 30.09.2021	Change
Clients (30.09.)	Number	3.93 million	4.09 million	+ 4.1%
Financial advisors (30.09)	Number	5,164	5,466	+ 5.8%
Brokerage income	€ million	195.2	234.2	+ 20.0%

Key financial figures

	Unit	01.01. – 30.09.2020	01.01. – 30.09.2021	Change
Earnings before interest and taxes (EBIT)	€ million	11.1	16.3	+ 46.8%
EBIT margin	%	5.7	7.0	up 1.3%-pts.
Consolidated net income after non-controlling interests	€ million	8.3	12.3	+ 48.5%
Earnings per share (undiluted)	€	0.58	0.86	+ 48.5%

Key figures by region for the first nine months of 2021

Central and Eastern Europe

	Unit	01.01. – 30.09.2020	01.01. – 30.09.2021	Change
Clients (30.09)	Number	2.68 million	2.79 million	+ 4.2%
Financial advisors (30.09)	Number	3,051	3,196	+ 4.8%
Brokerage income	€ million	94.0	113.5	+ 20.8%
Earnings before interest and taxes (EBIT)	€ million	9.3	13.0	+ 40.6%
EBIT margin	%	9.8	11.5	up 1.7 %-pts.

Germany

	Unit	01.01. – 30.09.2020	01.01. – 30.09.2021	Change
Clients (30.09)	Number	611,437	614,278	+0.5%
Financial advisors (30.09)	Number	1,234	1,227	- 0.6%
Brokerage income	€ million	44.6	47.2	+ 5.7%
Earnings before interest and taxes (EBIT)	€ million	6.2	6.6	+ 6.2%
EBIT margin	%	13.9	14.0	up 0.1 %-pts.

Southern and Western Europe

	Unit	01.01. – 30.09.2020	01.01. – 30.09.2021	Change
Clients (30.09)	Number	642,025	689,749	+ 7.4%
Financial advisors (30.09)	Number	879	1,043	+ 18.7%
Brokerage income	€ million	56.5	73.5	+ 30.1%
Earnings before interest and taxes (EBIT)	€ million	3.0	6.8	+ 129.1%
EBIT margin	%	5.2	9.2	up 4.0 %-pts.