

# OVB Half Year Results 2010

1 January – 30 June 2010

Conference Call - 12 August 2010

Oskar Heitz,  
Executive Board Member  
Finances and Administration

- 40 years of experience
- Operating in 14 countries
- 2.79 million customers
- Currently 4,600 financial advisors
- 496,000 new contracts per year
- Over 100 product partners



## Agenda

- **Key statements 6M/2010**
- **Key operating figures**
- **Financial information**
- **Conclusion and outlook**
- **Appendix**

## Key statements 6M/2010

- Stable overall business development in the first half of 2010
- Acquisition of some 200 financial advisors in the second quarter of 2010
- Net growth of client base of 10,000 customers in the second quarter of 2010
- Adjustment of remuneration model for field sales is paying off

## Key statements 6M/2010

### ■ Key figures:

■ Total sales:	€95.2 million (€100.7 million)
■ EBIT:	€2.9 million (€4.9 million)
■ Consolidated net income 6M/2010:	€2.0 million (€3.7 million)

### ■ Central and Eastern Europe back on growth course

### ■ Further utilisation of savings potential will also limit costs in the future

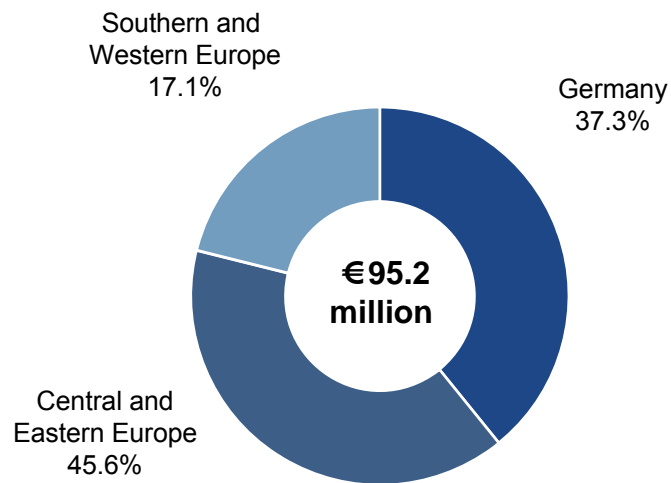
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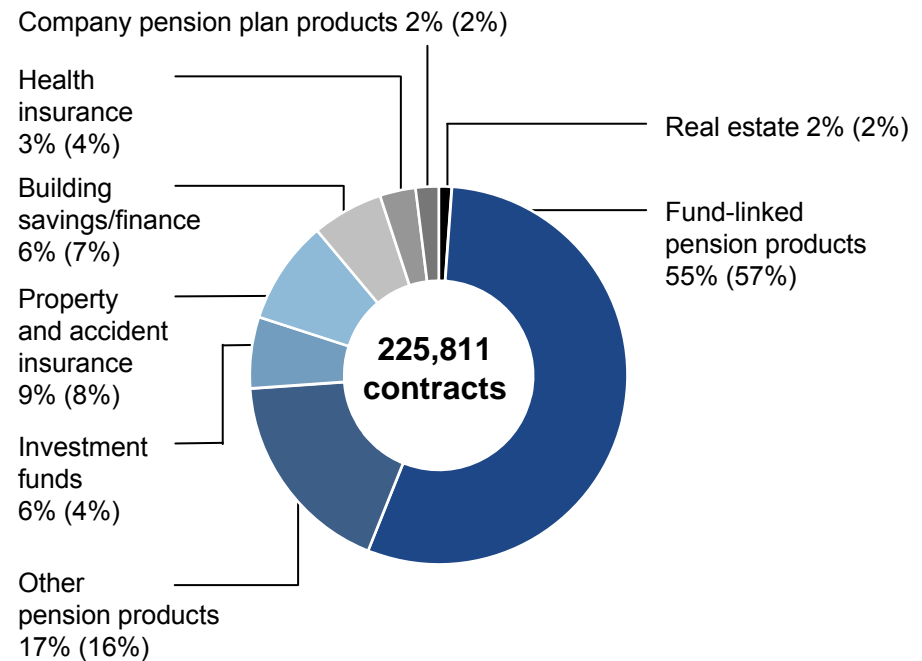
# Regional diversification of sales/new business product mix 6M/2010 (6M/2009)



**Total sales commission in 6M/2010 by region as a percentage**



**Composition of new business in 6M/2010 (6M/2009)**



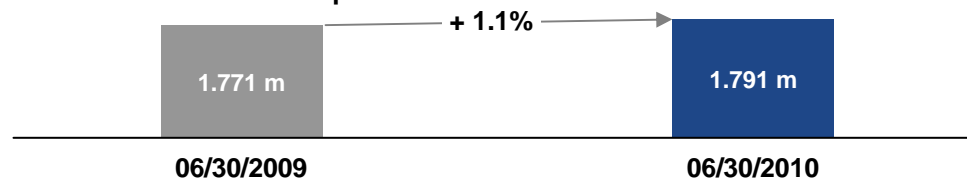
- ➔ Sales decline in individual countries is offset by growth in other markets
- ➔ Product mix virtually unchanged; fund-linked pension products still most in demand

## Client development in 6M/2010 (6M/2009)

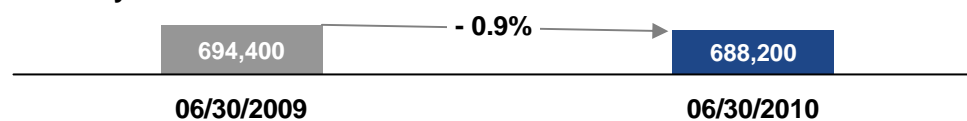
### Group



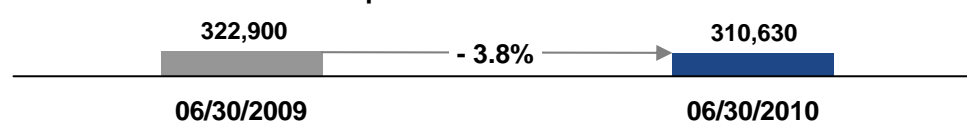
### Central and Eastern Europe



### Germany

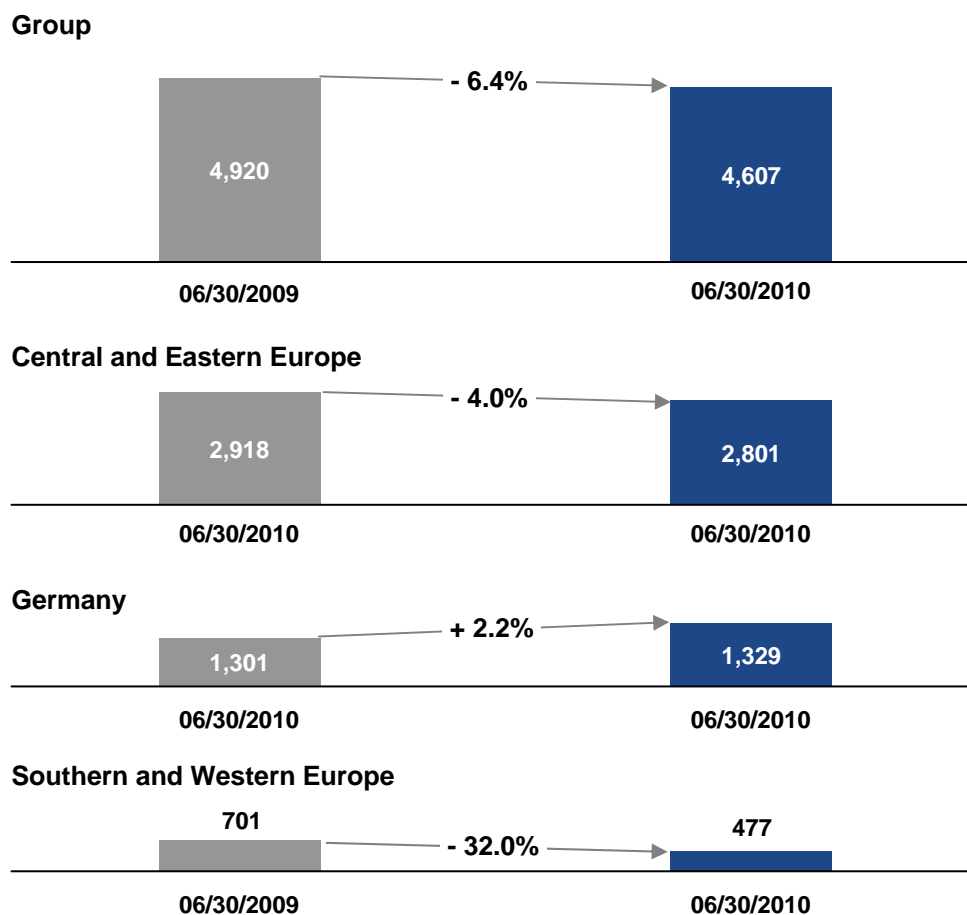


### Southern and Western Europe



- **Central and Eastern Europe:**  
pleasing growth of new customers in Q2/2010
- **Southern and Western Europe:**  
expansion of client base again in Q2/2010

## Consultant development in 6M/2010 (6M/2009)



- Acquisition of consultants in Q1/2010 paying off: marketing base boosted throughout the Group by 200 full-time consultants between March and June
- Central and Eastern Europe: 261 new full-time financial consultants in Q2/2010 (plus 10.3%)
- Germany: stable growth; 25 additional financial consultants in Q2/2010
- Southern and Western Europe: development shaped by one-off effects

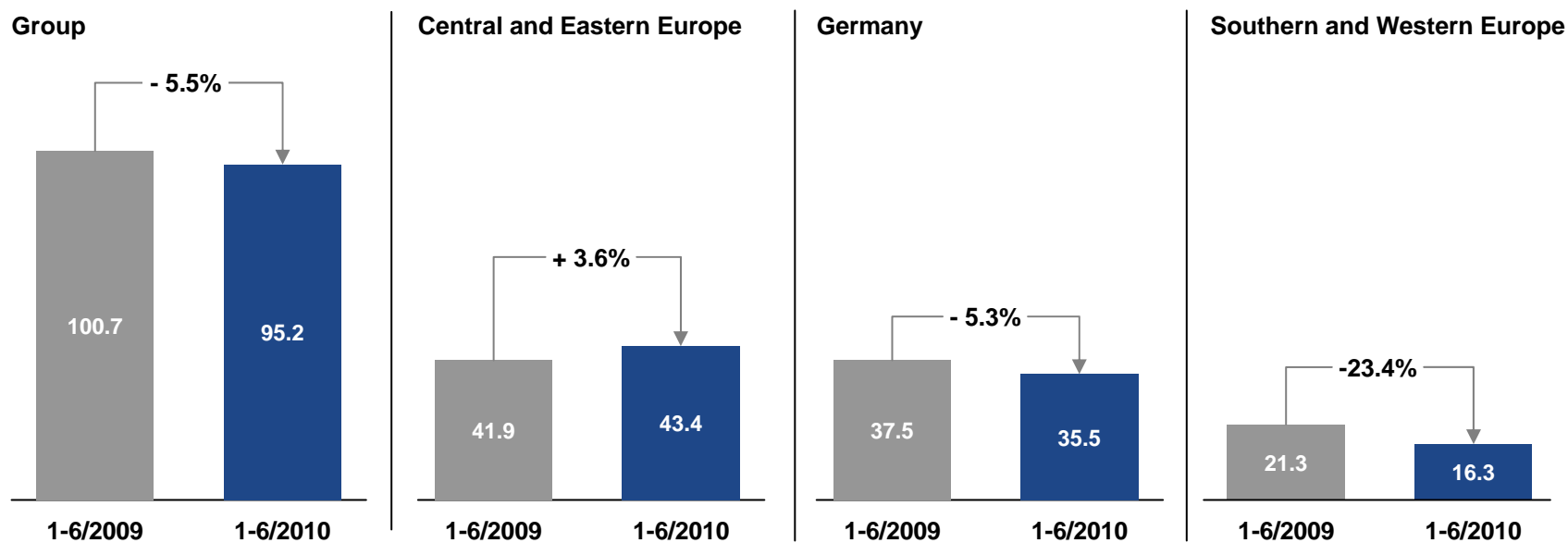


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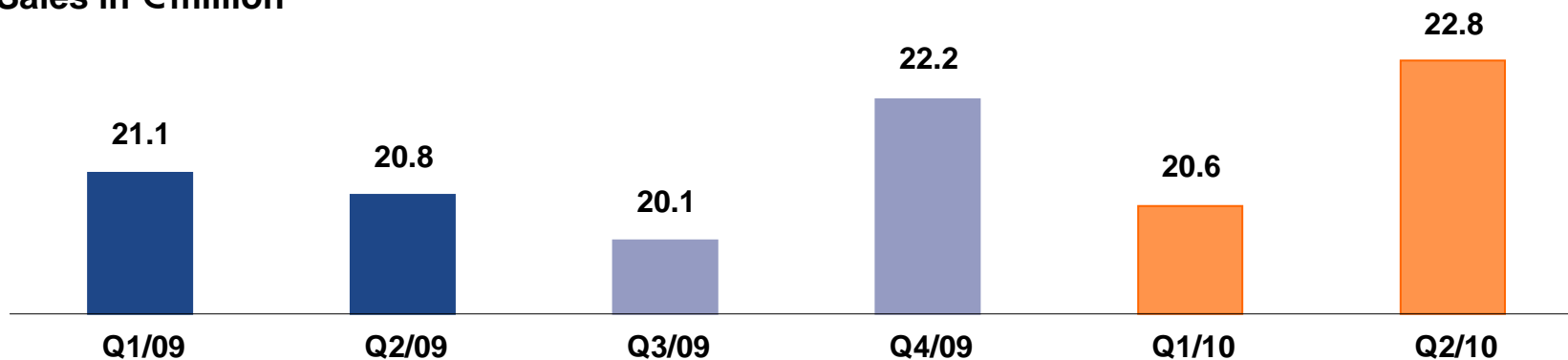
## Sales development in 6M/2010 (6M/2009) (in € million, rounded off)

- Sales development in Central and Eastern Europe swinging back to plus
- Revival of new business in Germany particularly marked in June 2010
- Sales growth in the Czech Republic, Hungary, Romania, the Ukraine and Spain also continued in Q2/2010

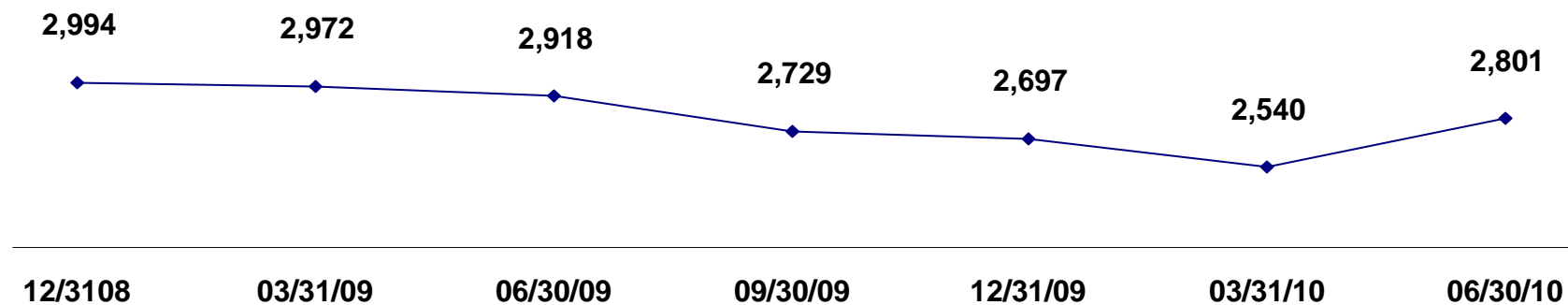


## Central and Eastern Europe on the upswing

Sales in €million



Number of advisors



# Earnings before interest and taxes (EBIT) in 6M/2010 (6M/2009) (in € million, rounded off)



- EBIT development influenced by sales performance and changed structure of ongoing commission
- Consistent savings policy with expense items subject to short-term influence strengthening EBIT in Germany
- Group EBIT margin of 3.0%

- Germany
- Central and Eastern Europe
- Southern and Western Europe
- Consolidation
- Central divisions

## Financial figures for 6M/2010 (6M/2009)

(in € million, rounded off)	6M/2009	6M/ 2010
<b>Brokerage income</b>	<b>90.4</b>	<b>84.7</b>
<b>Brokerage expenses</b>	<b>- 53.8</b>	<b>- 53.2</b>
Personnel expenses	- 12.6	- 12.5
Depreciation and amortisation	- 1.8	- 1.6
Other operating expenses	- 24.3	- 19.7
Other operating income	7.1	5.2
<b>EBIT</b>	<b>4.9</b>	<b>2.9</b>
<b>Financial result</b>	<b>1.0</b>	<b>0.4</b>
<b>Taxes on income</b>	<b>- 2.2</b>	<b>- 1.3</b>
<b>Net income</b>	<b>3.7</b>	<b>2.0</b>
<b>Earnings per share (in €)</b>	<b>0.26</b>	<b>0.14</b>

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## Summary

- **Business development undergoing stabilisation phase over summer**
- **Acquisition of consultants and new customers positive again in Q2/2010**
- **Brokerage expenses influenced by new commission model**
- **Other operating expenses have been significantly reduced by 19%**

## Outlook

- **Market development remains heterogeneous**
- **Positive sales performance in Central and Eastern Europe in Q2/2010 and recently in Germany as well has put us in an optimistic frame of mind for the year as a whole**
- **The improving economic development is influencing customer sentiment: customers are investing in pension provision again**
- **Continuation of cost saving should give rise to positive effect in the coming quarters**
- **Annual forecast:**
  - 2010 consolidated sales:      → around those of 2009**
  - 2010 operating income:      → depends on sales performance and  
any one-off measures**



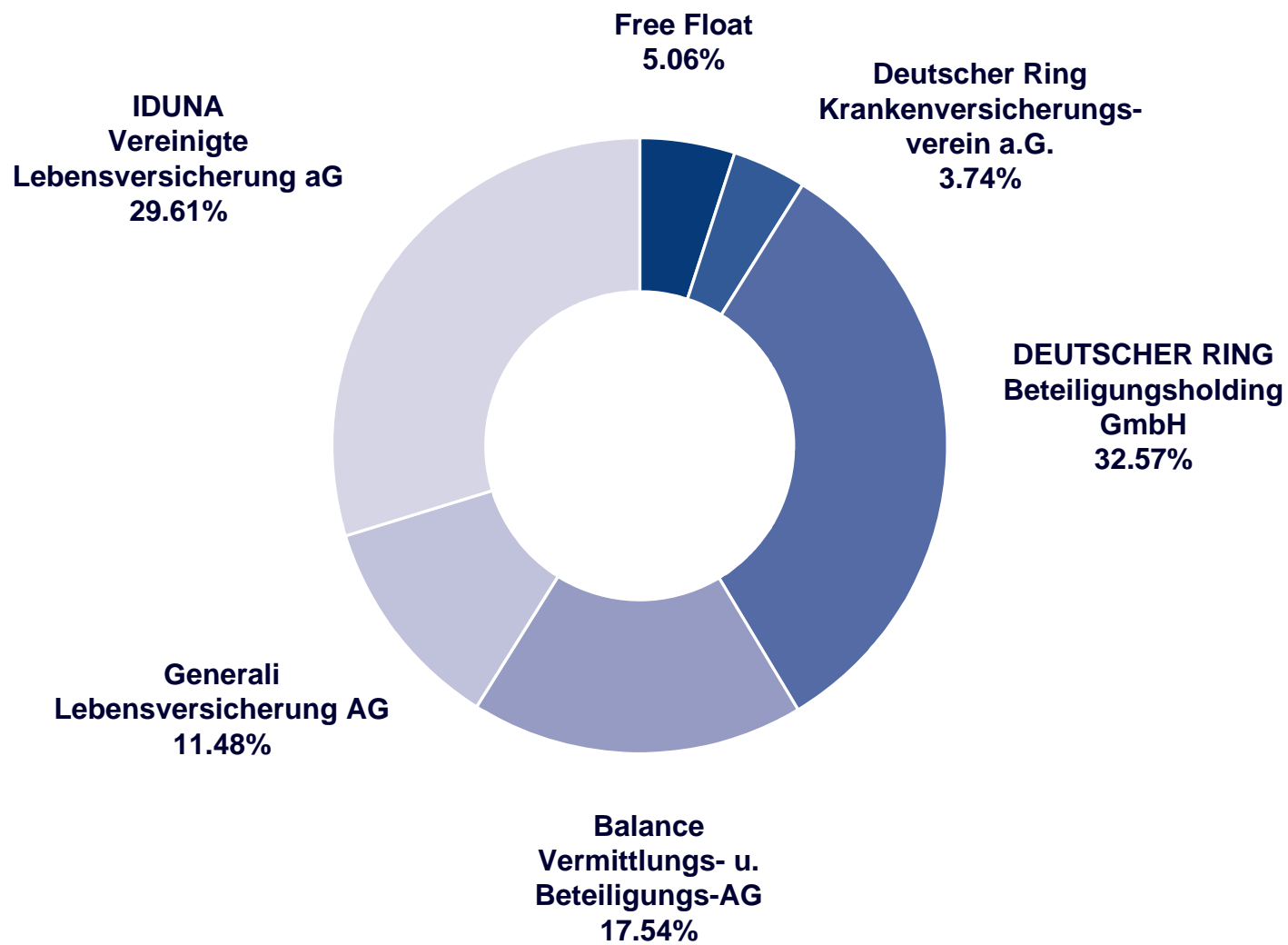
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## Balance sheet

(in € million, rounded off)	12/31/2009	06/30/2010
<b>Assets</b>		
<b>Non-current assets</b>	<b>23.5</b>	<b>23.6</b>
<b>Current assets</b>	<b>125.3</b>	<b>116.6</b>
Trade receivables	15.9	15.1
Receivables and other assets	33.4	32.9
Securities and other investments	30.9	41.5
Cash and cash equivalents	45.1	27.1
<b>Total assets</b>	<b>148.8</b>	<b>140.2</b>
<b>Liabilities</b>		
<b>Total equity</b>	<b>86.1</b>	<b>81.5</b>
<b>Non-current liabilities</b>	<b>1.3</b>	<b>1.3</b>
<b>Current liabilities</b>	<b>61.4</b>	<b>57.4</b>
Provisions	29.5	25.5
Trade payables	6.7	8.4
Other liabilities	25.2	23.5
<b>Total equity and liabilities</b>	<b>148.8</b>	<b>140.2</b>

## Current shareholder structure



## Financial calendar 2010

### August 2010

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<b>12/08/2010</b>	Cologne	Results for the first half of 2010 and conference call
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### November 2010

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<b>5/11/2010</b>	Cologne	Results for the third quarter of 2010 and conference call
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