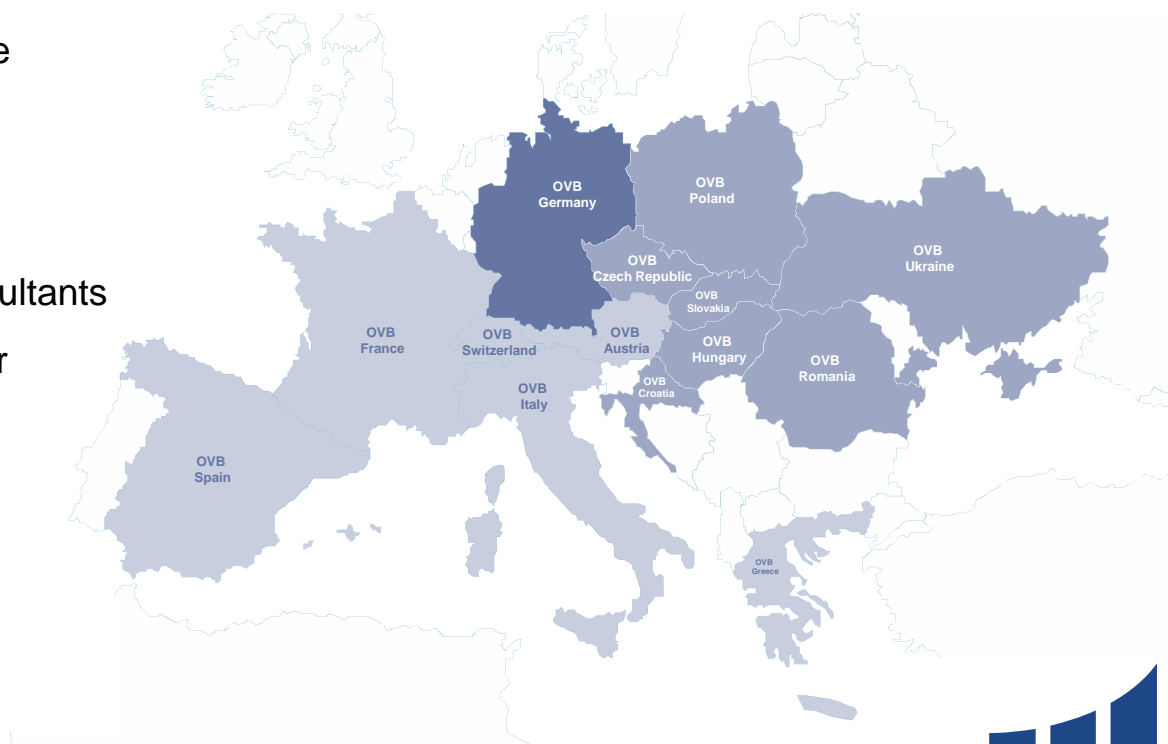


# OVB Holding AG – Nine-Month report 2012

1 January – 30 September 2012

- more than 40 years' experience
- represented in 14 countries
- 3.0 million clients
- more than 5,000 financial consultants
- 524,000 new contracts per year
- over 100 product partners



Conference call  
8 November 2012

Michael Rentmeister, CEO  
Oskar Heitz, CFO and COO

**OVB allfinanz solutions – simply better**



# Agenda



**1** Core statements first nine months 2012

**2** Key operating figures

**3** Financial information

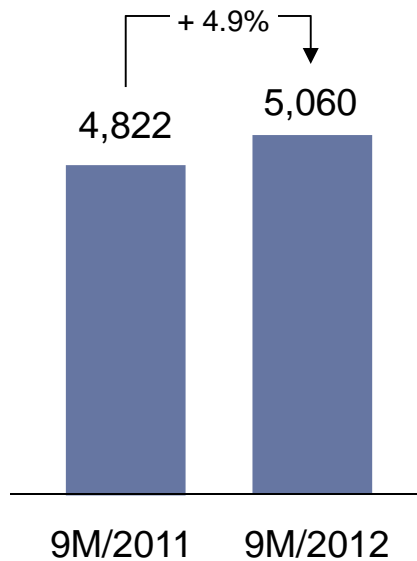
**4** Summary and outlook

**5** Annex

# OVB is on course – sales power strengthened further in contrast to an industry that is generally in decline

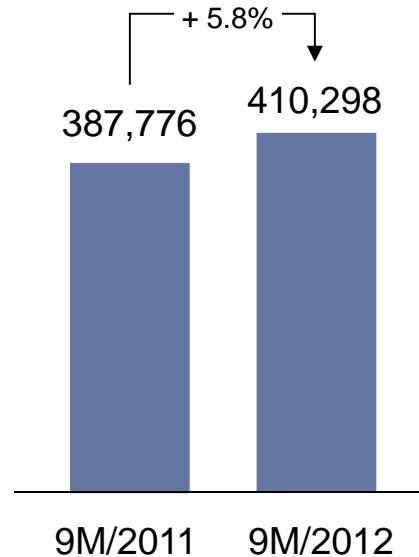


## Full-time consultants



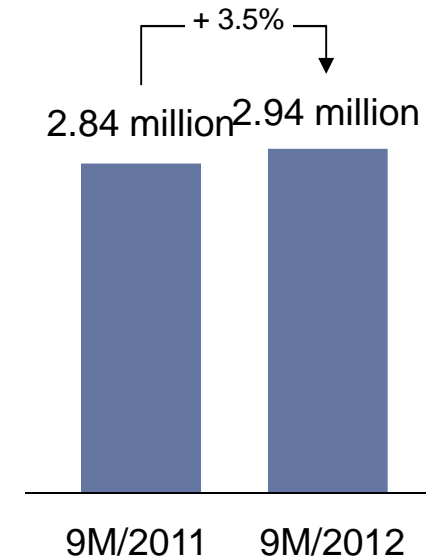
→ Further heavy expansion of consulting capacity

## Number of new contracts



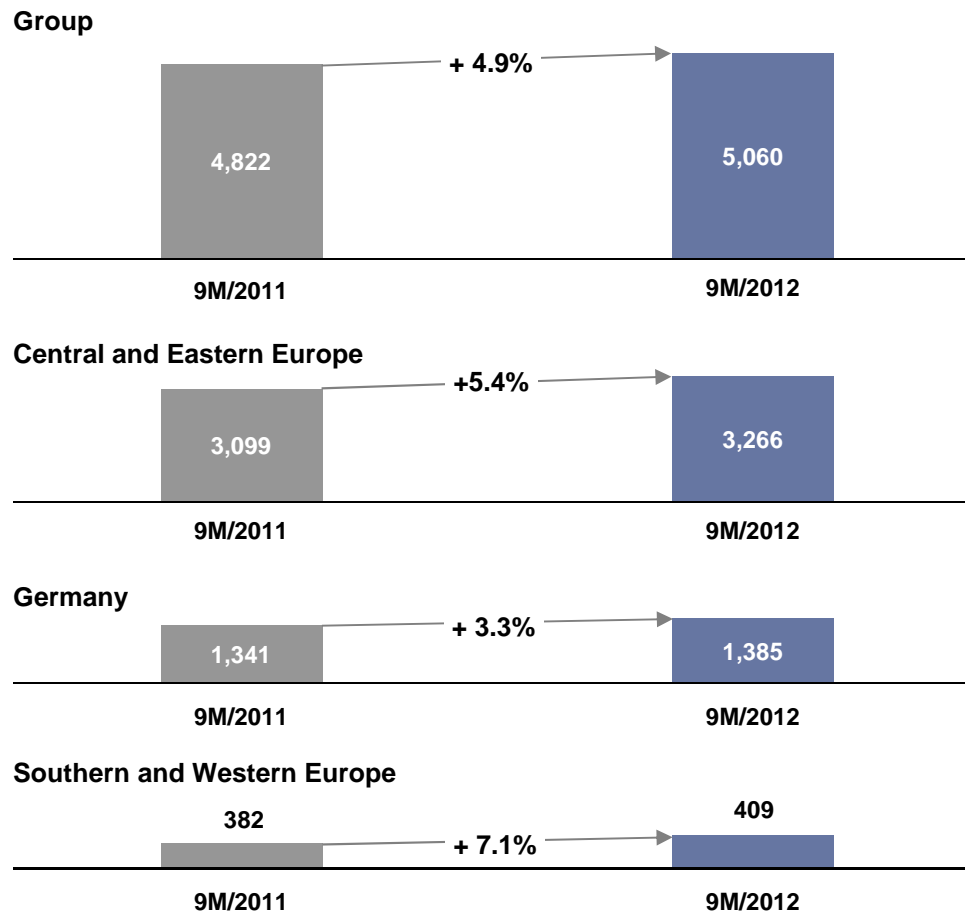
→ Considerable increase in new business

## Clients



→ Client base in Europe grows to almost 3 million

## Consultant development first nine months 2012 – in detail

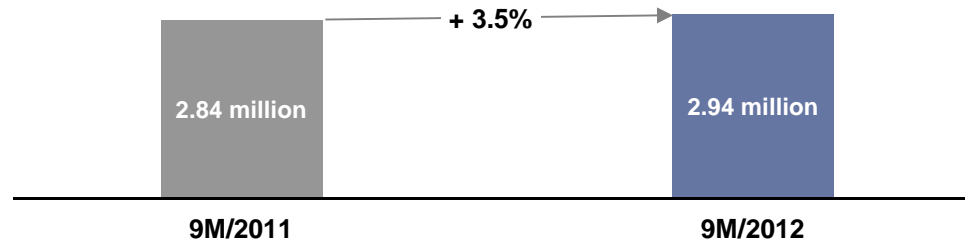


- Rising consultant figures confirm our attractiveness as a competent service provider and employer
- The ongoing positive trend in consultant hiring shows: OVB offers financial consultants an ideal environment in which to realise Europe-wide career opportunities based on their career plan that applies throughout Europe
- Consultant growth forms the basis for the sales growth and performance of tomorrow

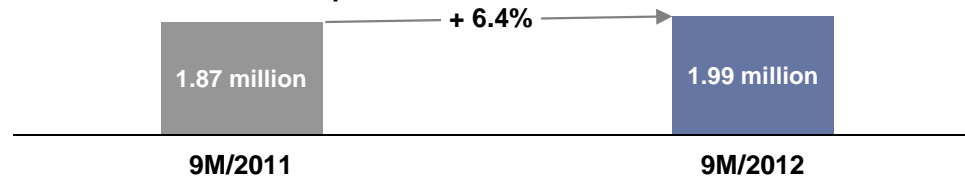
## Client development first nine months 2012 – in detail



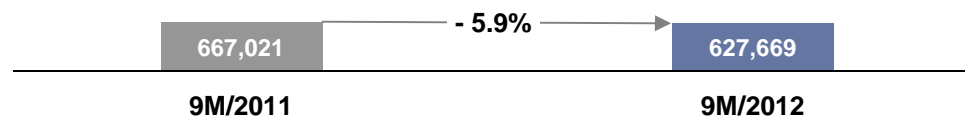
### Group



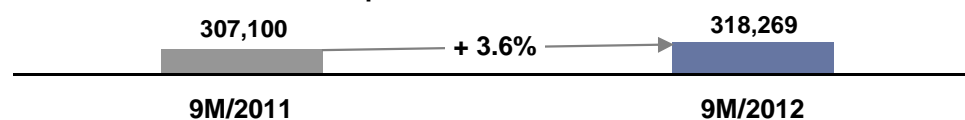
### Central and Eastern Europe



### Germany

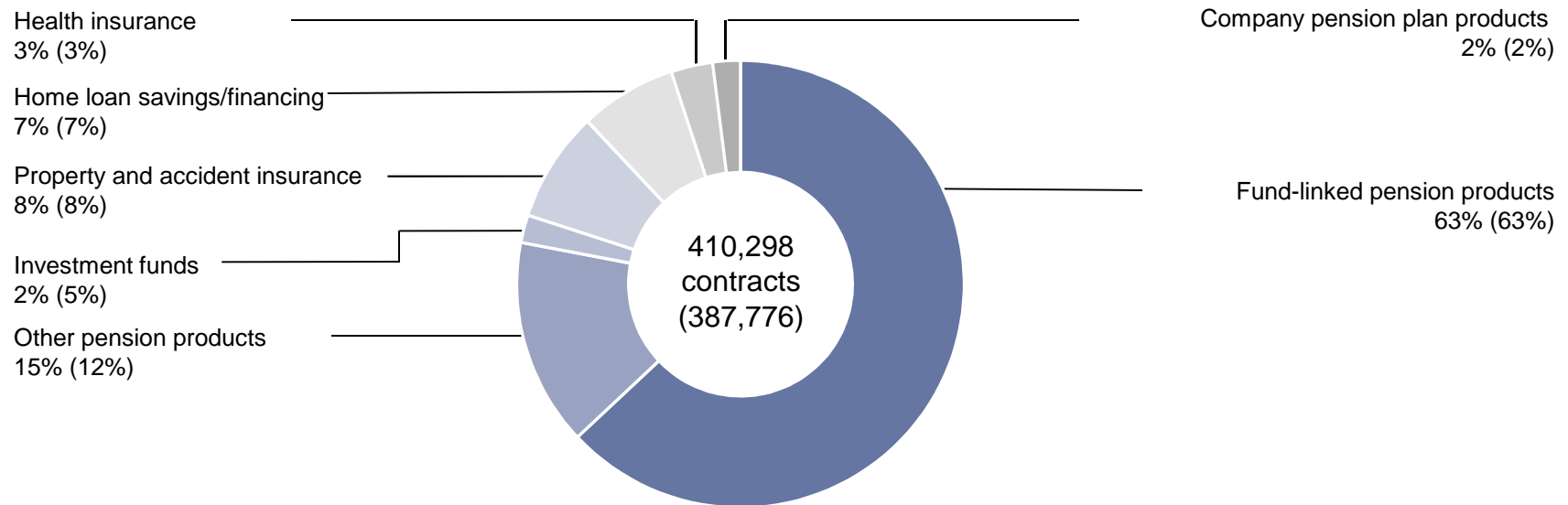


### Southern and Western Europe



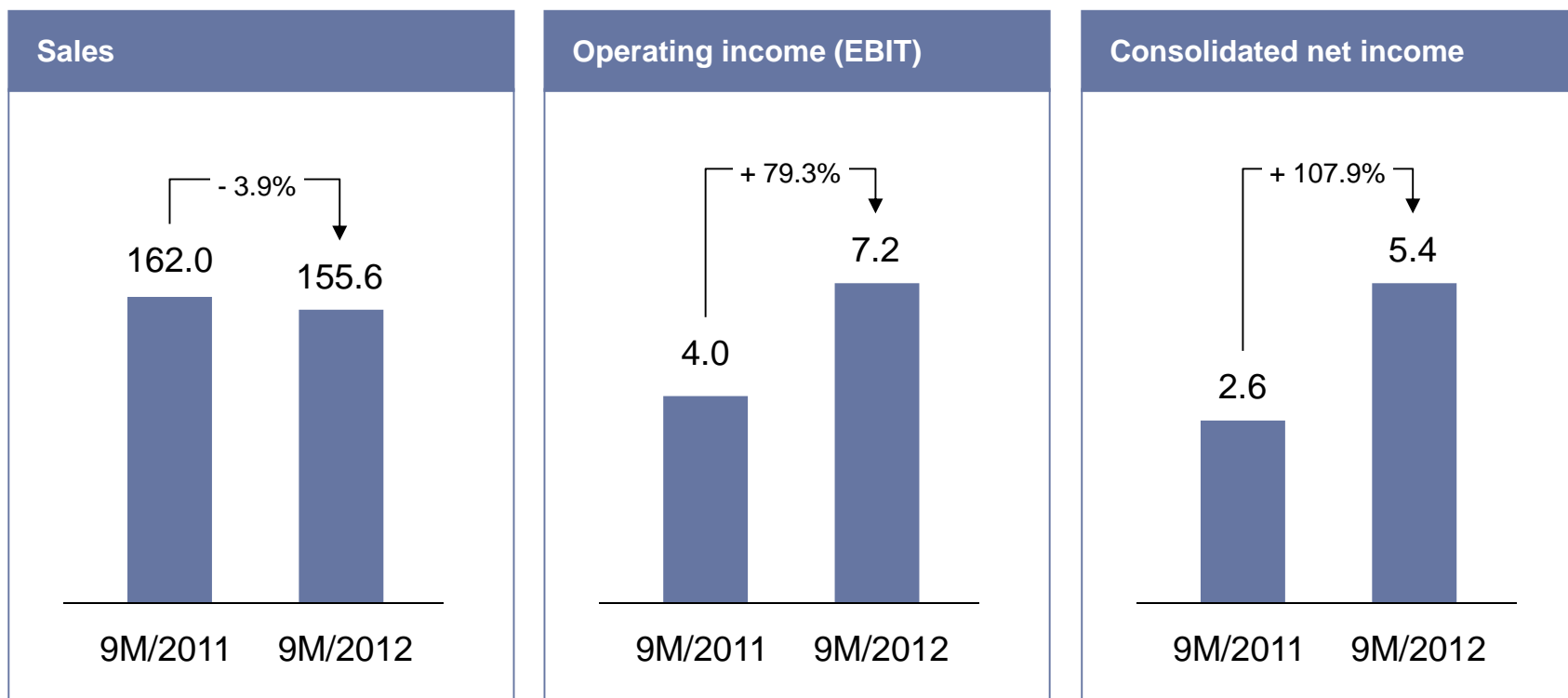
- Europe-wide client base expanded: one in six Slovaks and one in 10 Czechs is already a client of OVB
- Growth clearly documents the added value we offer our clients with our services:
  - Multi-topic, ongoing and systematic consulting
  - Pension concepts and insurance strategies based on the individual needs, objectives and wishes of our clients

## Product mix new business first nine months 2012 (first nine months 2011)



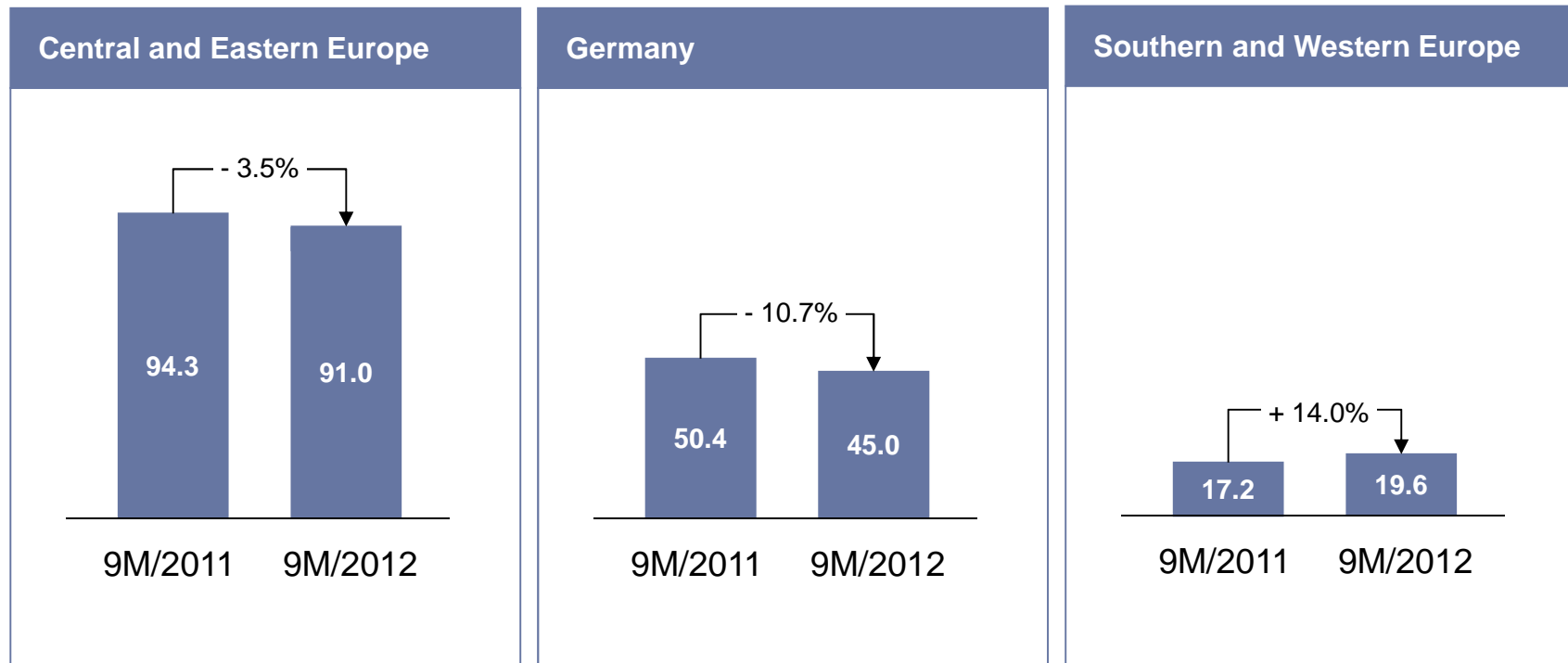
- ➔ **Dynamic new business: increase of 5.8% in contract numbers**
- ➔ **Fund-linked pension products are attractive for retirement provision and asset building**
- ➔ **Classic life and pension insurance policies accommodate investors' need for security in long-term pension provision**

## Key Group figures first nine months 2012 (in € million)



- Sales nearly at the level of the previous year
- EBIT benefits from the Group-wide measures introduced with the aim of improving earnings, with which OVB wants to expand its market position further to become the leader in system sales in Europe:
  - Group-wide process optimisation
  - Considerable earnings improvement, especially in the Southern and Western Europe segment

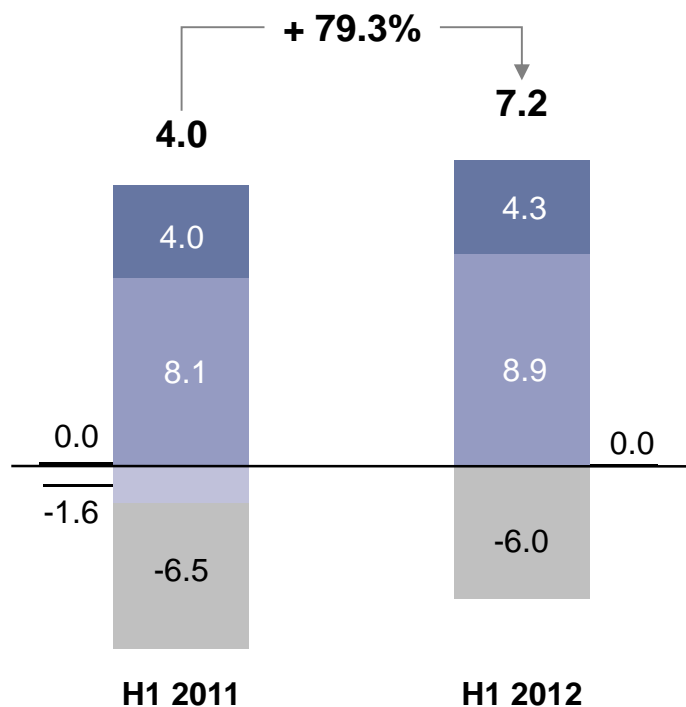
## Segment sales performance first nine months 2012



- Southern and Western Europe: Considerable increase in sales; sales increase in all countries of the segment except Greece: strong growth in the national markets of Switzerland, Italy and Spain
- Central and Eastern Europe: Mixed picture, pleasing business development in the Czech Republic and Slovakia, declines mainly in Poland and Hungary
- Germany: sales below previous year, largely like the industry as a whole



## Earnings situation first nine months 2012 (€ million, rounded)



- Germany
- Central and Eastern Europe
- Southern and Western Europe
- Central units, consolidation

	9M/2011	9M/2012	Change
Total sales commission	162.0	155.6	- 3.9%
Brokerage income	146.5	142.0	- 3.0%
Brokerage expenses	99.6	94.4	- 5.3%
Gross profit	46.8	47.6	+ 1.7%
Personnel expenses	- 18.5	- 18.1	- 2.0%
Other operating expenses	- 28.8	- 26.9	- 6.6%
<b>EBIT</b>	<b>4.0</b>	<b>7.2</b>	<b>+ 79.3 %</b>
<b>Net income</b>	<b>2.6</b>	<b>5.4</b>	<b>+ 107.9 %</b>

## Key developments in the first nine months of 2012



- Consultant and client numbers in Group grow steadily
- New contract figures considerably above previous year
- Considerable earnings growth: OVB benefits from the Group-wide measures introduced with the aim of improving earnings, with which we want to expand our market position further to become the leader in system sales in Europe:
  - Group-wide process optimisation
  - Considerable earnings improvement, especially in the Southern and Western Europe segment
  - In its business development, OVB decouples from the economic development in some national markets (e.g.: Italy, Spain and Ukraine)

### **Optimally equipped for the future:**

- Systematic expansion of the European one-stop finance model
- Comprehensive corporate development programme with the focus "Strengthen to Strengthen"
- Stock market listing strengthens independence and flexibility
- Financial strength ensures stability

## Outlook for 2012



### **Growth potential remains good:**

- Demography remains the key topic in all European markets in which OVB has a presence
- Against the backdrop of the European sovereign debt crisis, the privatisation of state social benefits will increase further
- Persistent low-interest environment

Internationality of the business model creates independence:  
development of individual markets of smaller influence on Group development

Continuation of disciplined approach to costs in the administrative area

**Sales approaching the level of the previous year**

**Considerable rise in earnings on 2011**

## Financial calendar 2013



### March 2013

---

<b>26 March 2013</b>	Frankfurt am Main	Publication of annual financial statements 2012, annual report, analyst conference
----------------------	----------------------	---

### May 2013

---

<b>8 May 2013</b>	Cologne	Results for the first quarter of 2013 and conference call
-------------------	---------	---

### June 2013

---

<b>21 June 2013</b>	Cologne	Annual General Meeting in Cologne
---------------------	---------	-----------------------------------

### August 2013

---

<b>8 August 2013</b>	Cologne	Results for the second quarter of 2013 and conference call
----------------------	---------	--

### November 20123

---

<b>7 November 2013</b>	Cologne	Results for the third quarter of 2013 and conference call
------------------------	---------	---

## Contact



OVB Holding AG  
Heumarkt 1  
50667 Cologne  
Germany

[www.ovb.ag](http://www.ovb.ag)

**Brigitte Bonifer**

Director/Prokuristin (authorised signatory with general power of attorney)  
Investor Relations

**Tel.:** +49 (0) 221 - 2015 - 288  
**Fax:** +49 (0) 221 - 2015 - 325  
**E-mail:** [bbonifer@ovb.de](mailto:bbonifer@ovb.de)

## Disclaimer



The information in this document in some cases includes forward-looking statements that are based on assumptions and expectations and are subject to unforeseeable risks.

If the assumptions regarding the further internal and external growth of the company prove to be inaccurate or if other unforeseeable risks materialise, it cannot be ruled out that the actual net assets, financial position and results of operations of the company may differ significantly and adversely from the assumptions and expectations expressed in this document. Such deviations may be caused, for example, by changes in the economic situation, the competitive situation, changes in legislation or tax changes.

OVB Holding AG therefore cannot guarantee that the actual development of the net assets, financial position and results of operations of the company will correspond to the the statements contained in this document and does not undertake any obligation to update the statements contained in this document.