

# OVB Annual General Meeting 2013

- More than **40** years' experience
- Represented in **14** countries throughout Europe
- **3.0 million** clients
- **5,000** financial consultants
- **587,000** new contracts in 2012
- Over **100** product partners



Michael Rentmeister, Chief Executive  
21 June 2013, Cologne

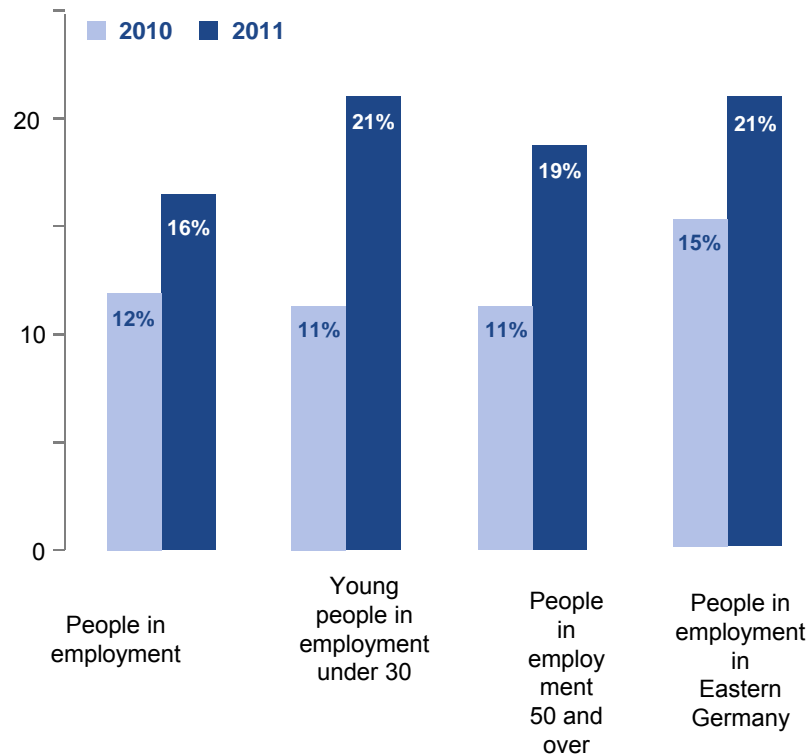
2013 **OVB Next Level**  
Allfinanz einfach besser



# Despite concern about not having enough money in old age, willingness to make private retirement provisions is lower than ever

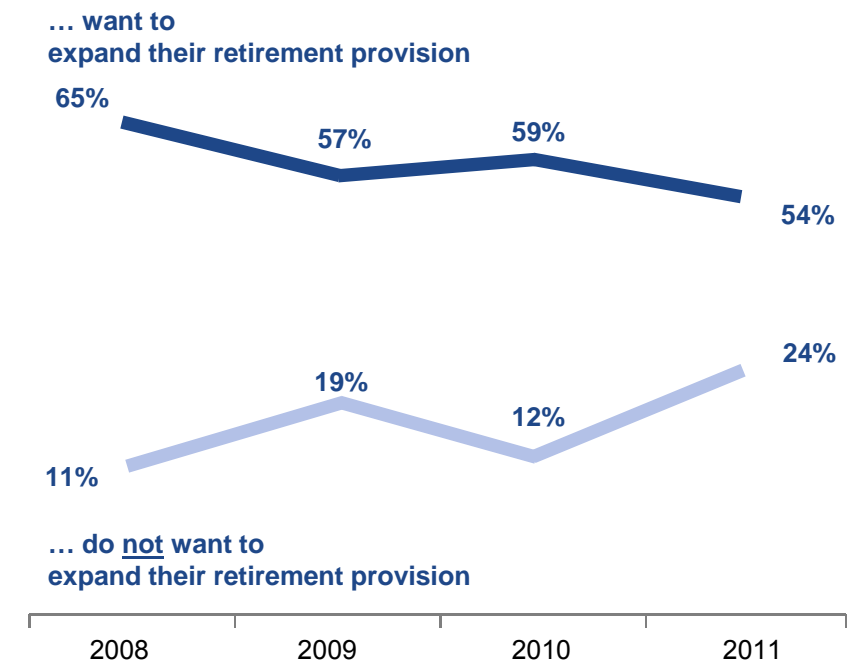


## Concern about not having enough money in old age is growing significantly



Basis: People in employment in Germany of 16 years and over

## The willingness of young employed people to do something for their private retirement is lower than ever before



Basis: People in employment in Germany between 16 and 29

Source: Postbank study on retirement provision 2011/2012

## OVB financial year 2012: stable market position due to unique service



**5,097 consultants as of end of 2012**

**Total sales €14.7 million  
(€22.1 million)**

**Significant growth in  
the number of new contracts:  
increase of 12.0% to 587,140**

**EBIT €10.5 million  
(€6.1 million)**

**For the first time, more than  
3 million clients trust the  
OVB Group**

**Consolidated net income €8.2 million  
(€4.2 million)  
Earnings per share €0.57  
(€0.29)**

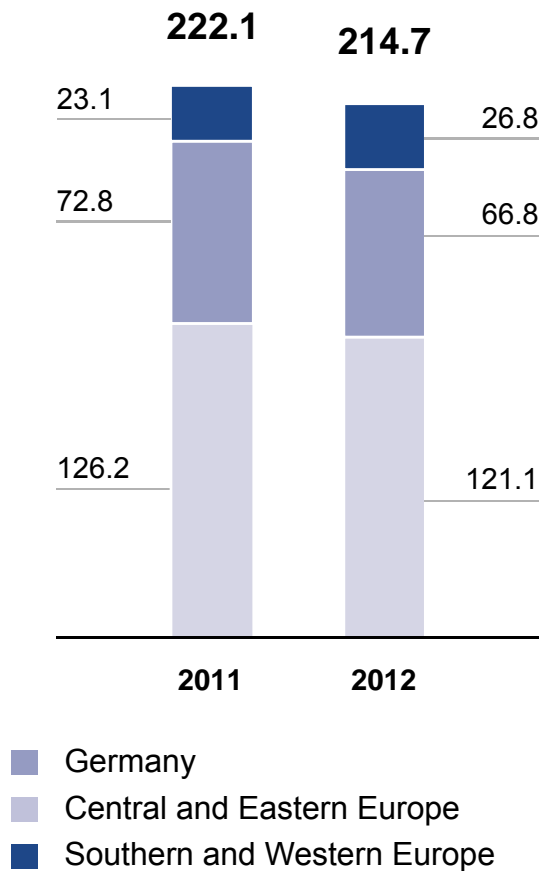
**Demand for  
comprehensive consulting grows**

**Dividend proposal of €0.55 per share**

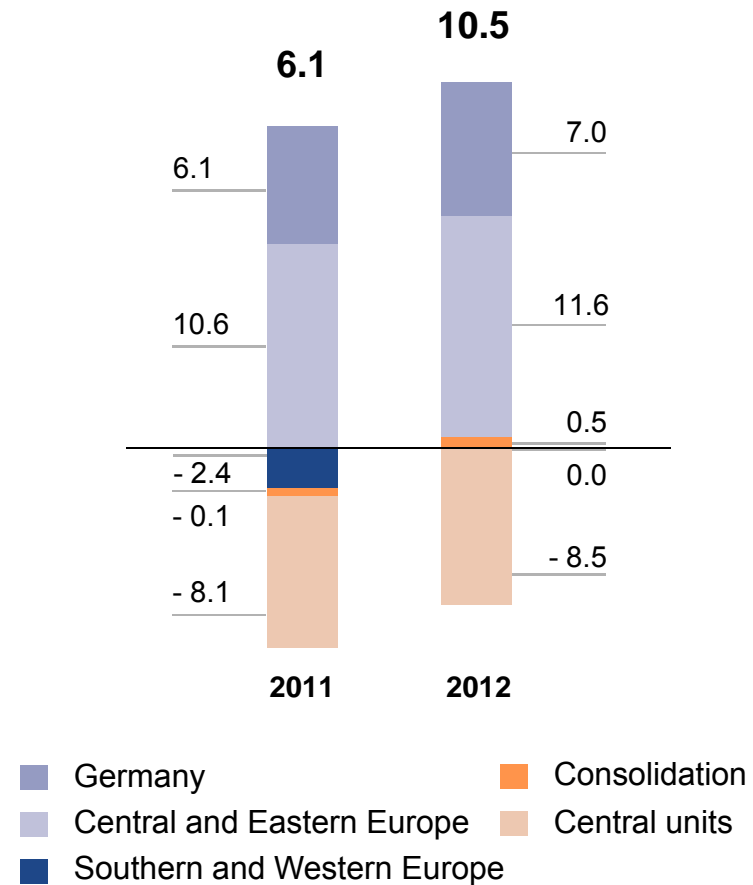
# OVB financial year 2012: stability due to internationality



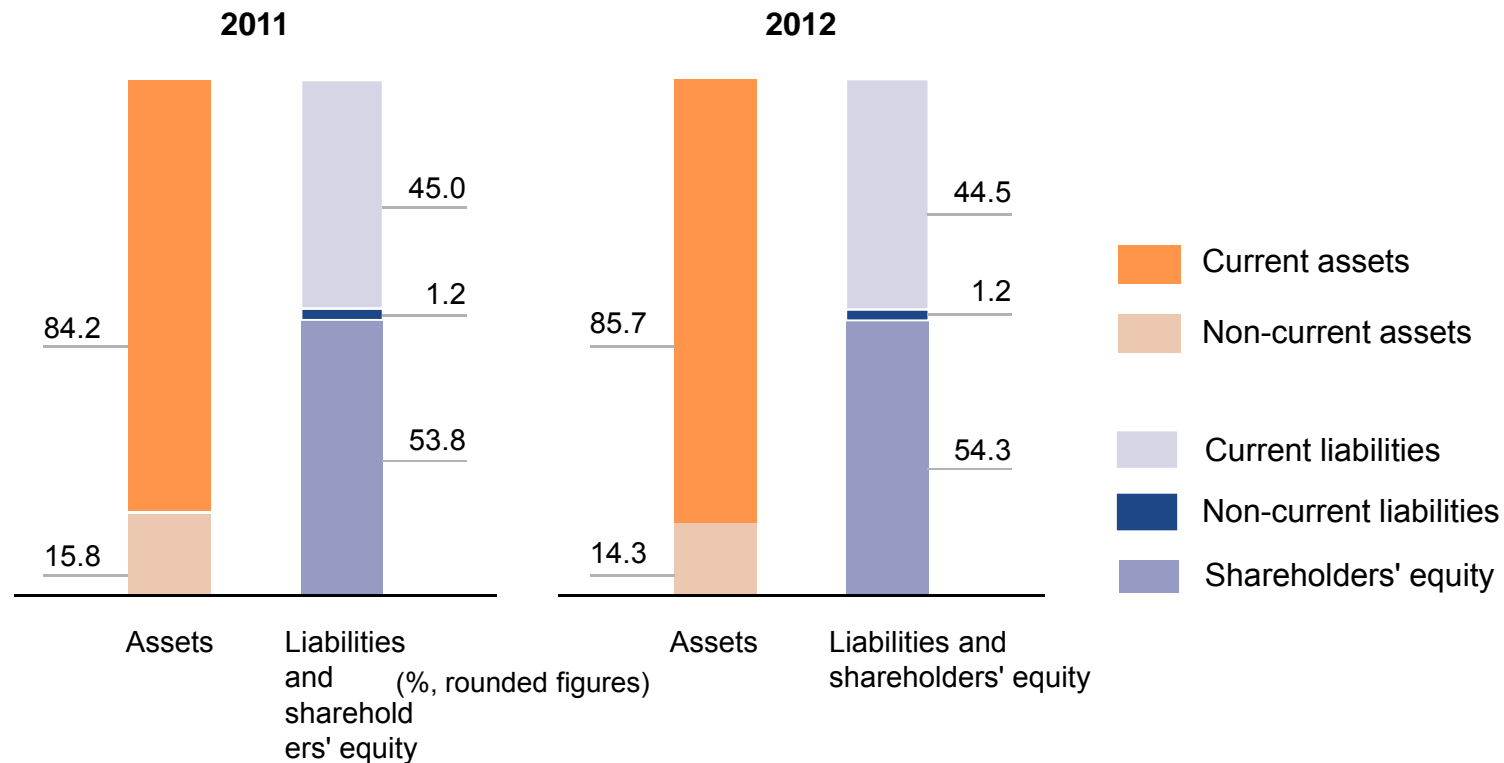
**Total sales commission in 2012 by region**



**Consistently positive earnings performance in all regions**



# OVB financial year 2012: Solid assets, liabilities and shareholders' equity



- **Cash and cash equivalents** → total €35.7 million as of 31 December 2012 → 23.3% of total assets
- **Equity ratio constant at a high level** → 54.3%
- **Financial strength makes OVB a reliable partner**

# OVB financial year 2013: Solid 1st quarter



Market environment remains challenging

Stable financial consultant development

<b>Clients</b>	<b>3.0 million</b> (2.89 million)	<b>Solid basis</b>
<b>Total sales</b>	<b>€54.8 million</b> (€54.3 million)	<b>Stable sales performance</b>
<b>EBIT</b>	<b>€2.2 million</b> (€1.9 million)	<b>EBIT margin 4.0%</b>
<b>Consolidated net income</b>	<b>€1.7 million</b> (€1.4 million)	<b>Good start</b>
<b>Earnings per share</b>	<b>€0.12</b> (€0.10)	

# OVB – the quality model: unique multi-topic service

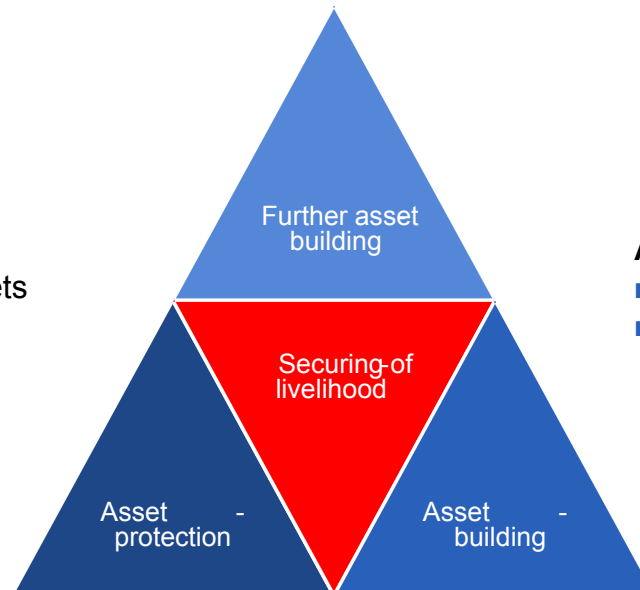


## Further asset building

- Investment optimisation
- Bequeathing and donating

## Asset protection

- Hedging tangible assets
- Hedging assets



## Asset building

- Creating and maintaining real property assets
- Retirement provision

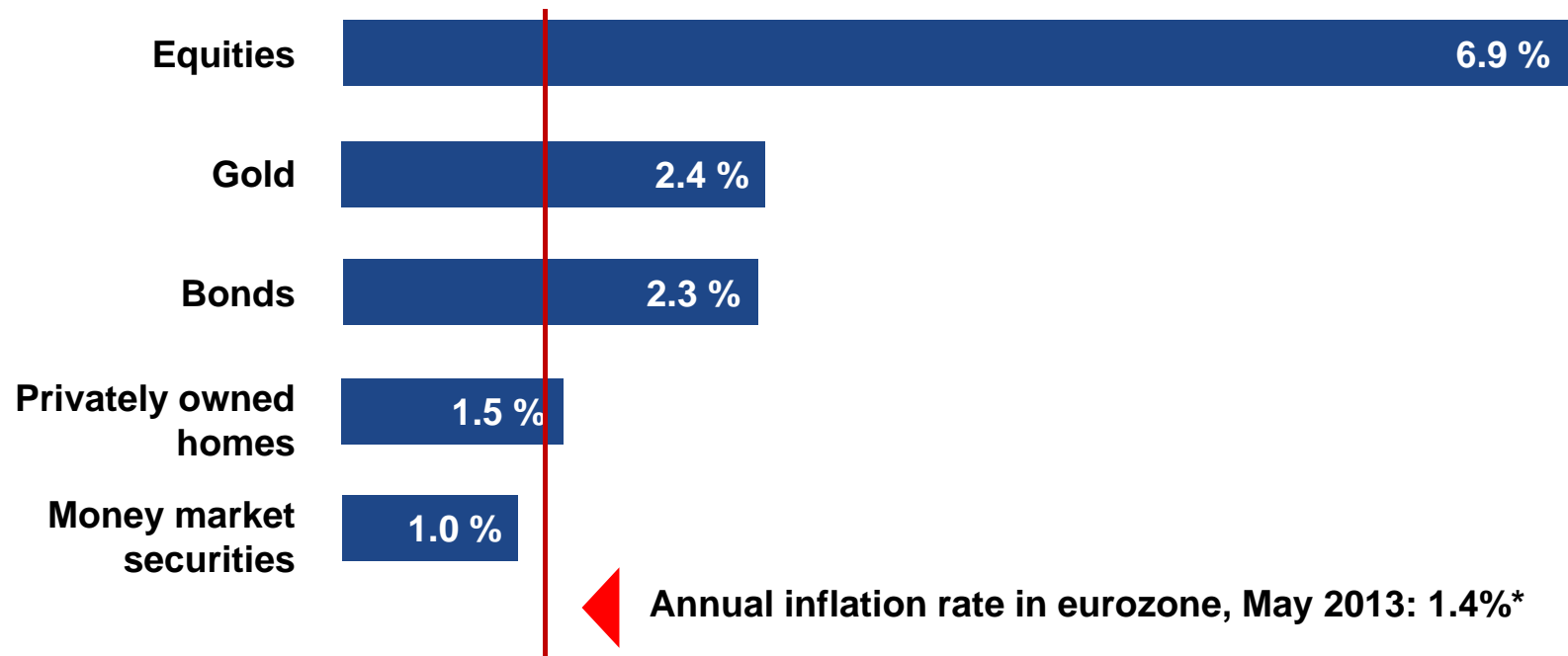
## Securing of livelihood

- Health care
- Income maintenance
- (State-sponsored) retirement provision
- Joining OVB personally

# OVB – simply better one-stop finance: "Never place all your eggs in one basket!"



Average real annual return on selected types of investment between 1900 and 2011 in %

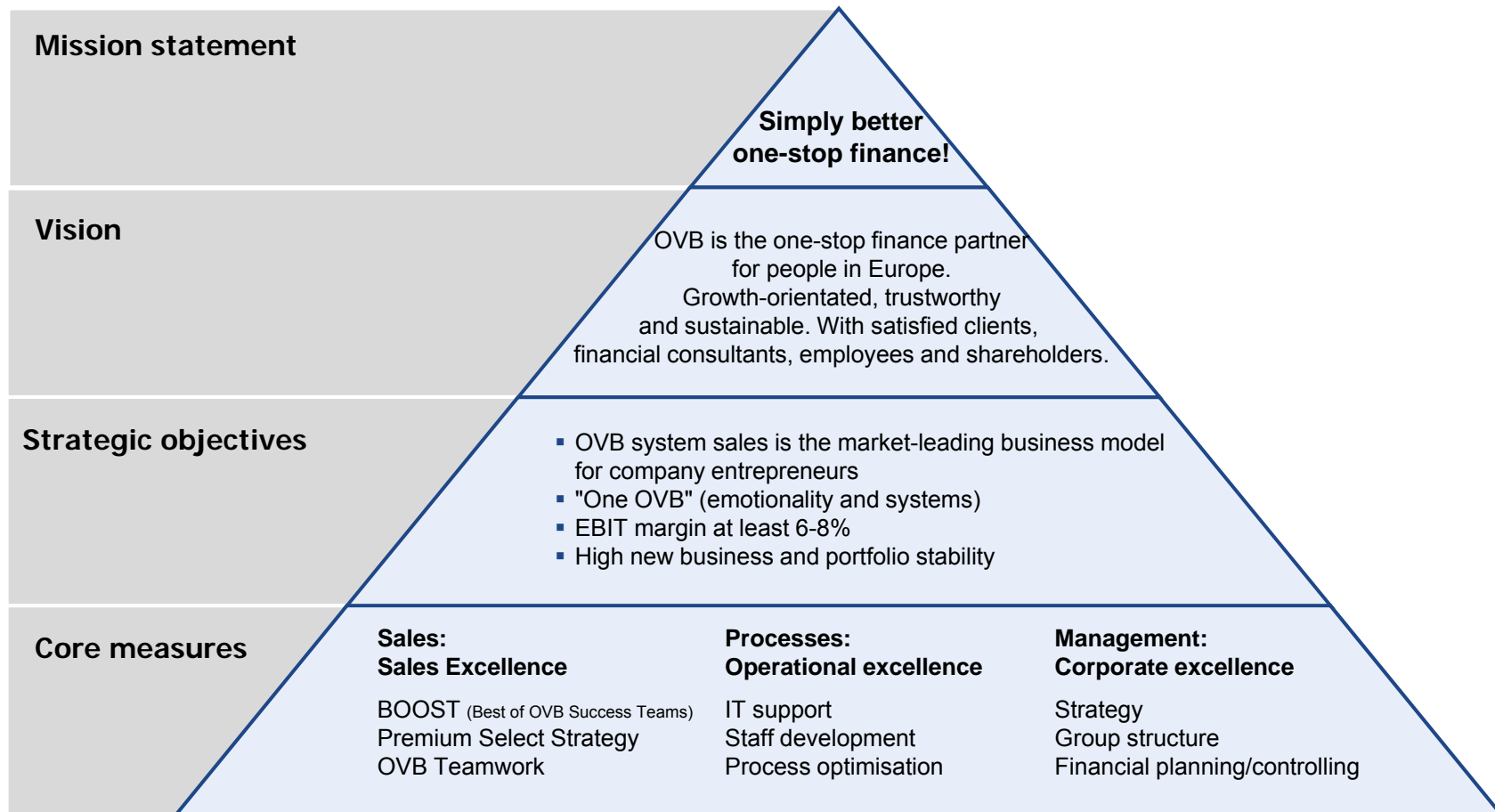


Source: Credit Suisse Global Investment Returns Yearbook 2012

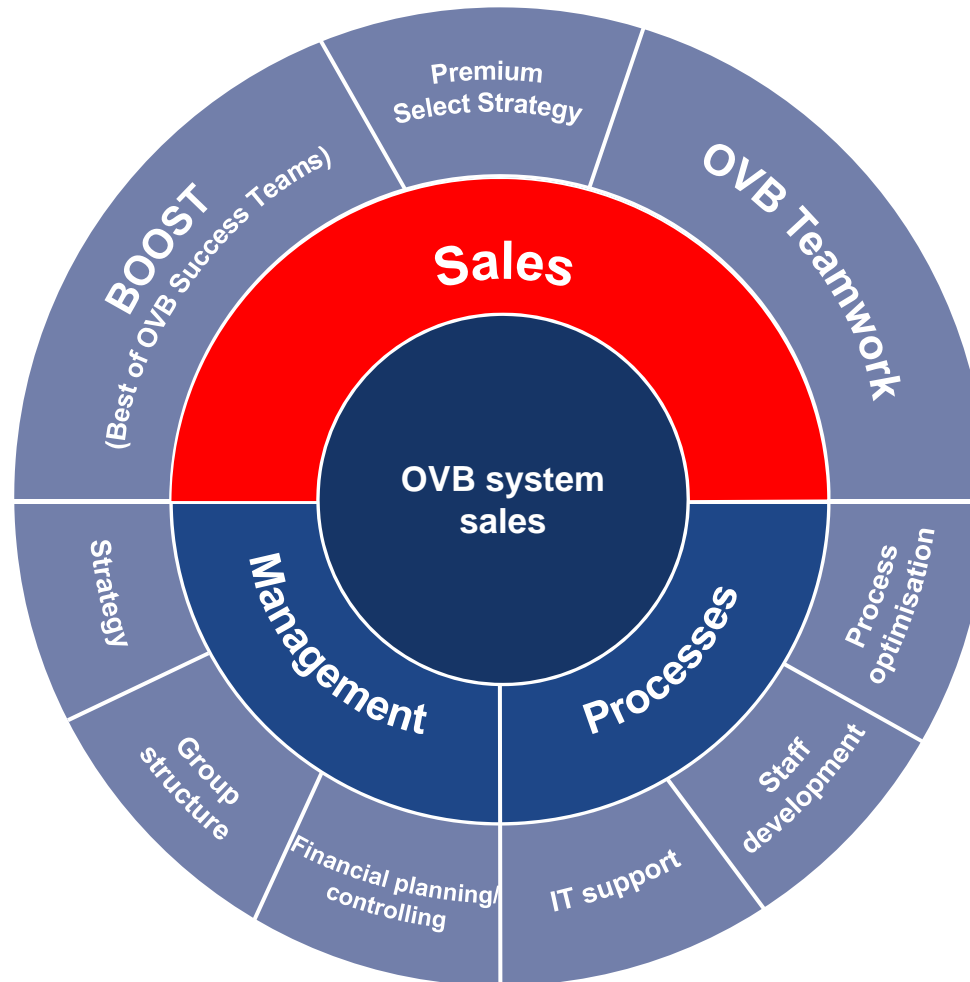
\* Source: eurostat, provisional



# "Strategy 2016": OVB develops into the leading system sales company in Europe



# OVB system sales: strengthening growth momentum in the individual markets



### **The operational conditions are not new**

- Demographic change
- Persistent low-interest environment
- Further privatisation of state social benefits required (see OECD)
- The one-sided public debate leads to uncertainty within the population, resulting in a continued low level of private retirement provisions and a risk of further increases in poverty in old age
- Focus on long-term preservation of assets instead of excessive return expectations (“Waste not, want not!”)

**"Strategy 2016": stability and growth potential  
due to international Group alignment**

**"Strategy 2016": strengthening Group companies  
through "best of" transfer**