

OVB Holding AG

Nine-month report as at 30 September 2014 Conference Call

- Around 45 years' experience
- Represented in 14 countries
- 3.2 million clients
- 5,200 financial advisors
- 503,000 new contracts per year
- More than 100 product partners

Michael Rentmeister, CEO
Oskar Heitz, CFO
Cologne, 12 November 2014

OVB Allfinanz – simply better!



Conference Call – Agenda



1. 9M/2014 in overview
2. New business/clients/advisors
3. Financial information
4. Summary, general conditions and outlook
5. Financial calendar/contact/disclaimer

1.

OVB grows profitably

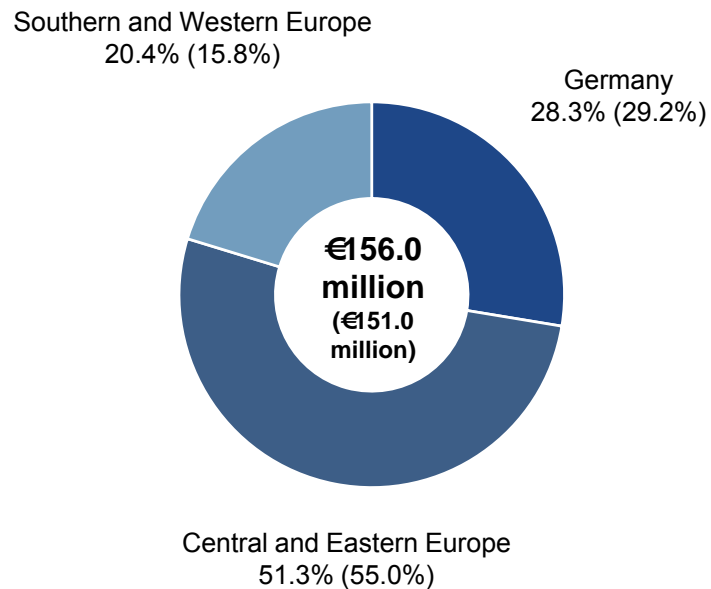


- Comprehensive advice is in demand: customer basis expanded to 3.15 million (+4.0%)
- Advisor team has grown: 5,231 financial advisors (+5.7%)

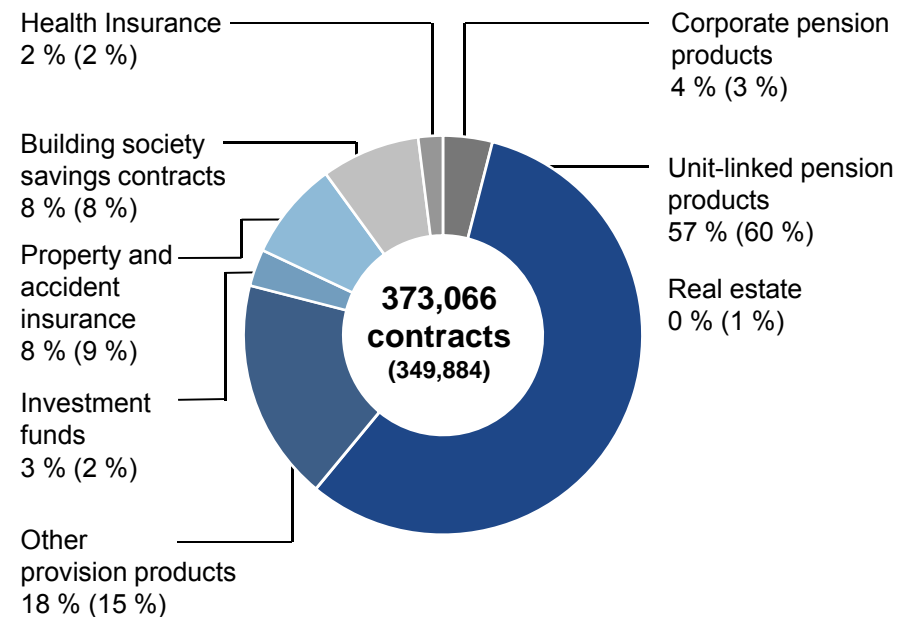
	9M/2013	9M/2014	Change
Total sales	€151.0 million	€156.0 million	+ 3.3%
EBIT	€6.7 million	€8.3 million	+ 23.4%
Consolidated net income	€5.4 million	€6.5 million	+ 20.3%
Earnings per share	€0.38	€0.45	+ 18.4%

**Consistent and concentrated action on the basis
of your own strengths pays off.**

Total sales commission 9M/2014 (9M/2013) by region

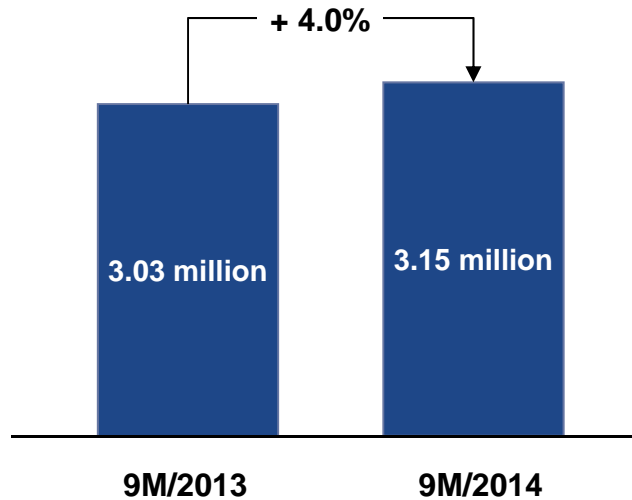


Composition of new business 9M/2014 (9M/2013)

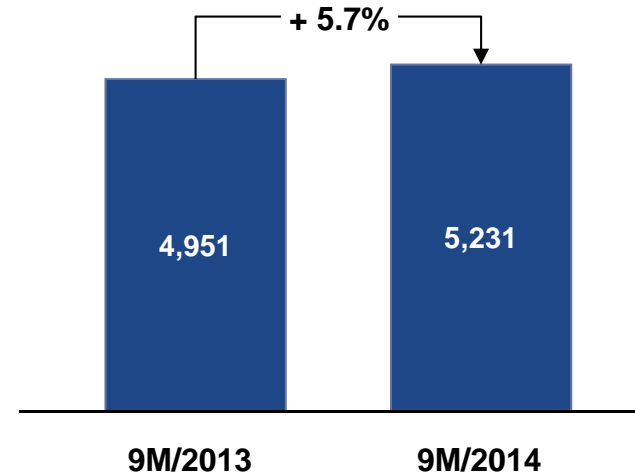


- ➔ Number of new contracts up 6.6%
- ➔ Client interest remains focused on real assets for pensions
- ➔ Clients recognise need for biometric risk products

2.

Increase in the number of customers and financial advisors**Clients**

- Positive client development proves that consumers appreciate comprehensive advice and support

Financial advisors

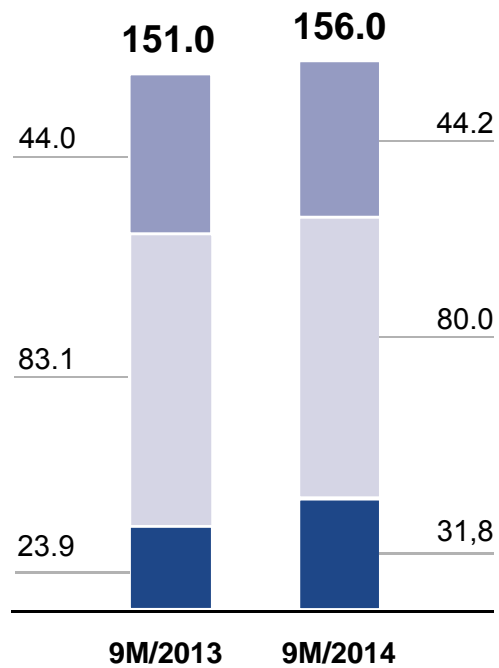
- Significant growth in Southern and Western Europe
- Stable development in Germany
- Moderate expansion in Central and Eastern Europe

3.

Sales increase and disproportionately high earnings development

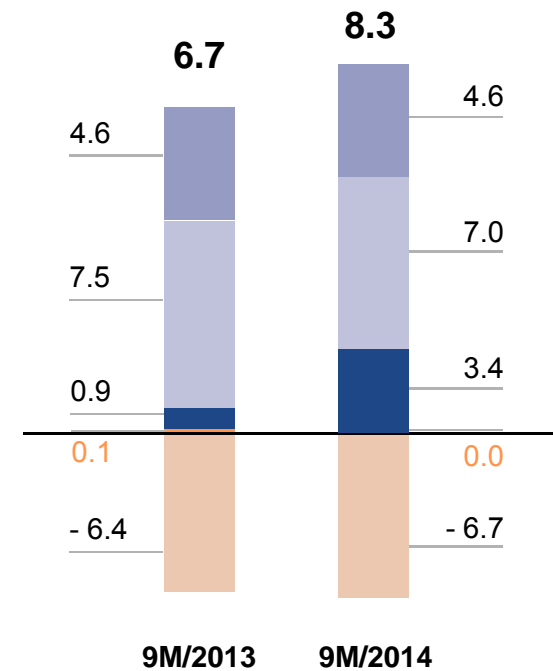


Total sales commission by segment (€ million)



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

EBIT by segment (€ million)



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

3.

Selected financial data



(€ million, rounded)	9M/2013	9M/2014
Total sales commission	151.0	156.0
Brokerage expenses	- 92.8	- 93.9
Other operating expenses	- 26.8	- 25.4
EBIT	6.7	8.3
Net financial income	0.6	0.5
Income tax	- 1.9	- 2.3
Consolidated net income after non-controlling interests	5.4	6.5
Earnings per share (€)	0.38	0.45

- 5.2% decline in other operating expenses
- Disproportionately high improvement of earnings

Summary, general conditions and outlook for 2014 as a whole



Summary

- Positive business performance in consistently demanding market environment
- Increase in the number of customers and financial advisors
- Consistent and concentrated action on the basis of your own strengths pays off

General conditions

Willingness to take personal responsibility for retirement savings is being choked off:

- Toleration of low-interest policy with grave results for pension savers
- Undiminished density of regulation and further bureaucratic requirements of excessive consumer protection
- Unsettling media reports and public debates with negative effects on consumer behaviour

Outlook

Positive business performance in the first nine months of 2014 reinforces the OVB Group's expectation of achieving a slight increase in sales with significantly higher operating earnings on this basis.

March 2015

31 March 2015	Frankfurt	Publication of annual financial statements 2014, annual report, analyst conference
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May 2015

12 May 2015	Cologne	Results for the first quarter of 2015 and conference call
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June 2015

03 June 2015	Cologne	Annual general meeting 2015
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August 2015

14 August 2015	Cologne	Results for the second quarter of 2015 and conference call
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November 2015

13 November 2015	Cologne	Results for the third quarter of 2015 and conference call
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