

# OVB Holding AG

## Conference Call

### Nine-month report 2016

1 January to 30 September 2016

- 46 years of experience
- represented in 14 European countries
- 3.26 million clients
- 5,089 financial advisors
- more than 100 product partners



Cologne, 10 November 2016  
Mario Freis, CEO  
Oskar Heitz, CFO

**OVB Allfinanz – simply better!**



# Agenda



**1**

**Overview of 1-9/2016**

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**Development of clients and financial advisors**

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**Total sales commission / Regional diversification / Product mix**

**4**

**Financial information in detail**

**5**

**General conditions and outlook for 2016**

**6**

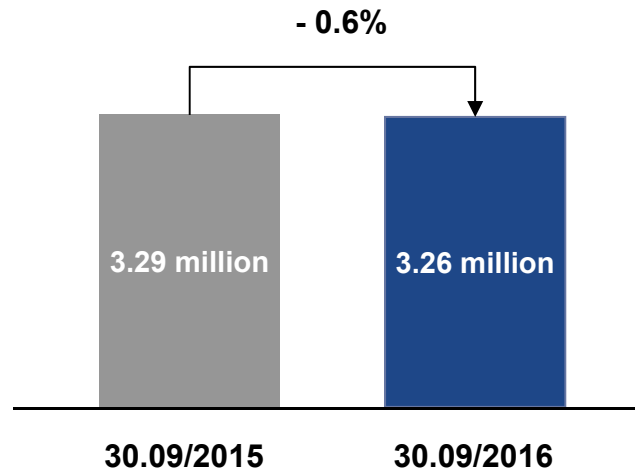
**Disclaimer / Financial calendar / Contact**



	1-9/2015	1-9/2016	Change
Total sales commission	€165.7 million	€171.1 million	+ 3.2%
EBIT	€10.3 million	€12.4 million	+ 20.4%
Consolidated net income	€7.3 million	€9.7 million	+ 32.0%
Earnings per share	€0.51	€0.68	+ 32.0%

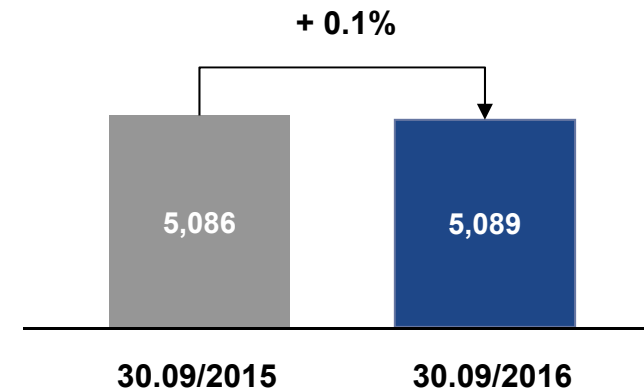
- **OVB continues to post profitable growth in the first nine months of 2016**
  - Substantial increase in earnings
  - EBIT margin up from 6.2 percent to 7.3 percent.
  - OVB matched the earnings per share of the whole of the 2015 financial year by the end of the third quarter of 2016

### Clients



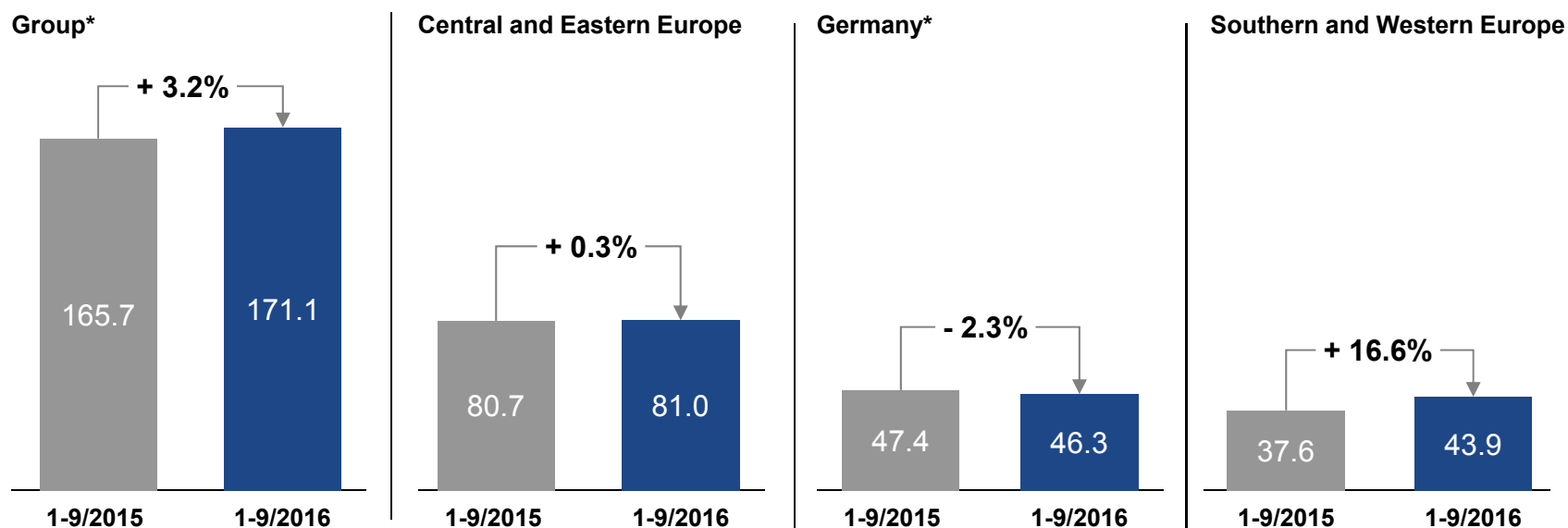
- Central and Eastern Europe: slight decrease at a high level (- 2.2% year on year)
- Germany: slight decrease due to demographic factors (- 1.5% year on year)
- Southern and Western Europe: substantial increase (+ 9.8% year on year)

### financial advisors



- Central and Eastern Europe: number of advisors down slightly (overall - 2.0% year on year)
- Germany: number of advisors essentially stable (- 0.7% year on year)
- Southern and Western Europe: significant rise in the number of advisors (+ 12.1% year on year)

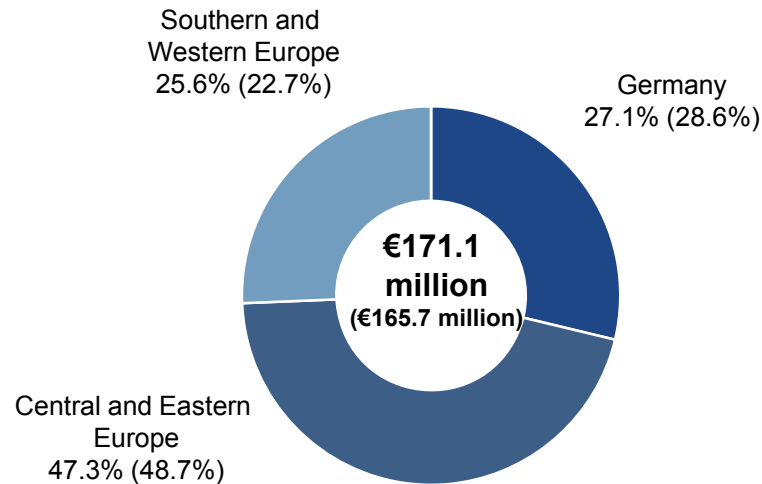
## Total sales commission by segment (in € million, rounded)



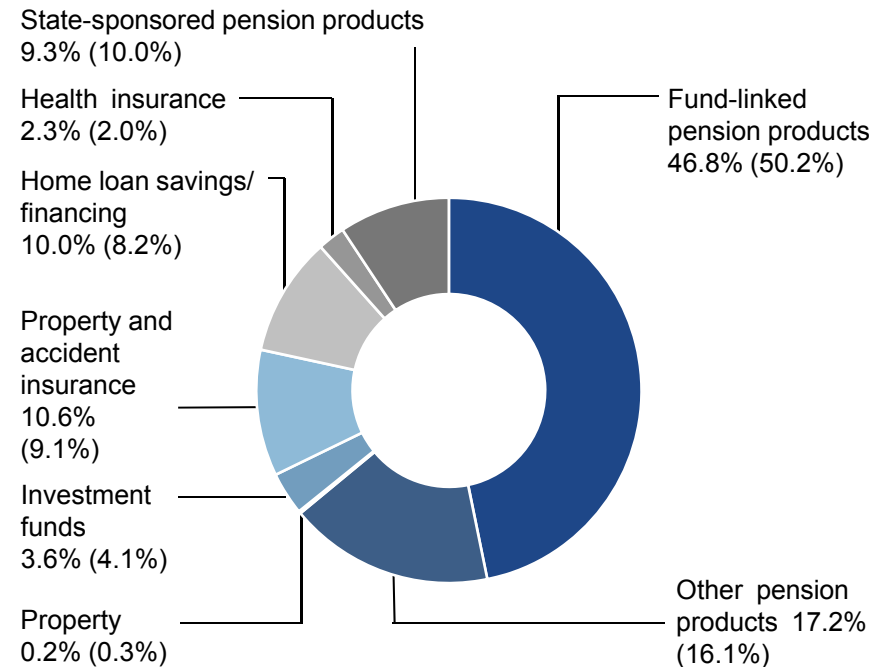
\* Including share of sales commission from secondary contractual relationships: €9.5 million (previous year: €11.1 million)

- Slight increase in total sales commission in the Central and Eastern Europe segment despite conditions being challenging as expected
- Onset of initial impacts of commission reductions in life insurance during the year in the Germany segment
- Further dynamic growth in the Southern and Western Europe segment

### Total sales commission 1-9/2016 (1-9/2015) by region

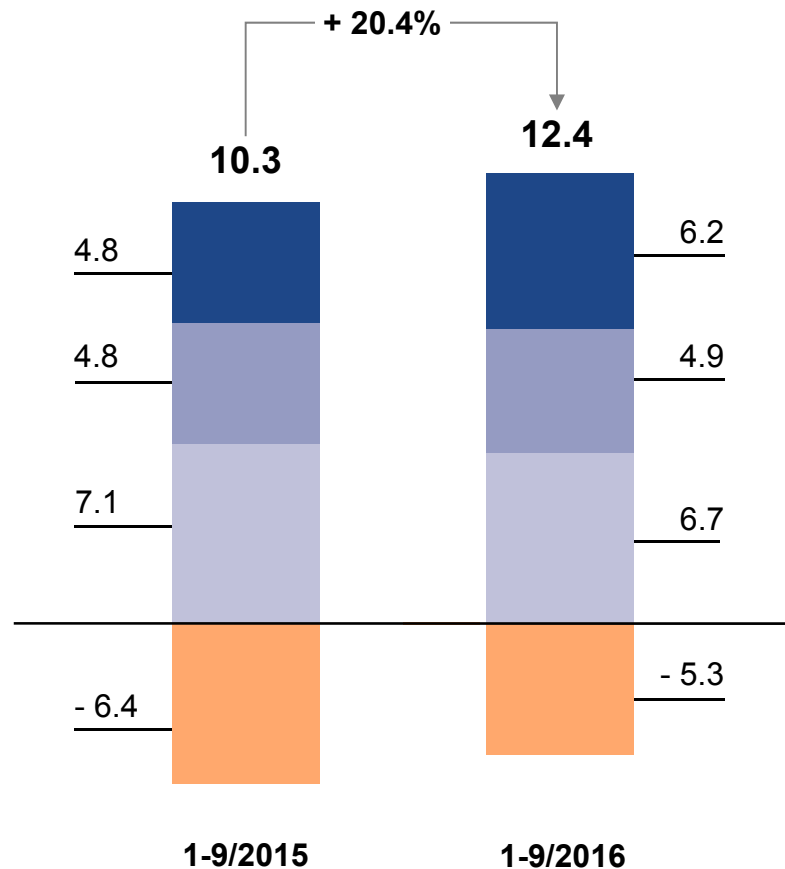


### Composition of new business 1-9/2016 (1-9/2015)



- Focus on real value maintained
- In construction financing, our customers benefit from low interest rates
- Demand for securing of assets and hedging of biometric risks is rising

## EBIT development by segment (in € million, rounded)



- The main contribution to the rise in EBIT came from the Southern and Western Europe segment, where operating income was up by 28.9%
- The other segments also continuously contributed to earnings
- Further reduction in the loss of the central units

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

## Selected items of the consolidated income statement



(in € million, rounded)	1-9/2016	1-9/2015	Change
<b>Total sales commission*</b>	<b>171.1</b>	165.7	<b>+ 3.2%</b>
<b>Other operating income</b>	<b>6.2</b>	6.4	<b>- 2.2%</b>
<b>Brokerage expenses**</b>	<b>- 116.4</b>	- 113.6	<b>+ 2.5%</b>
<b>Gross profit</b>	<b>54.7</b>	52.1	<b>+ 4.8%</b>
<b>Other operating expenses</b>	<b>- 26.6</b>	- 25.7	<b>+ 3.2%</b>
<b>Personnel expenses</b>	<b>- 19.3</b>	- 19.9	<b>- 3.3%</b>
<b>Depreciation and amortisation</b>	<b>- 2.6</b>	- 2.5	<b>+ 3.1%</b>
<b>EBIT</b>	<b>12.4</b>	10.3	<b>+ 20.4%</b>
<b>Net financial income</b>	<b>0.7</b>	0.3	<b>+ 97.9%</b>
<b>Taxes</b>	<b>- 3.3</b>	- 3.1	<b>+ 4.5%</b>
<b>Consolidated net income***</b>	<b>9.7</b>	7.3	<b>+ 32.0%</b>
<b>Earnings per share (in €)</b>	<b>0.68</b>	0.51	<b>+ 32.0%</b>

- Decrease due in particular to lower third-party income at service companies.
- Increased gross profit
- Moderate rise in view of business expansion
- Positive impact of restructuring in Germany
- Significant rise in EBIT

\* Of which brokerage income of €161.6 million according to the income statement (previous year: €154.6 million)

\*\* Brokerage expenses of €107.0 million according to the income statement (previous year: €102.4 million)

\*\*\* Consolidated net income after non-controlling interests



## Unchanged conditions

**Long-term business potential in the area of private insurance and pension provision continues to exist throughout Europe (demography, risk of old-age poverty, etc.)**

**A changing regulatory environment poses one of the greatest challenges**

**Low interest rates are influencing our business**

## Affirmation of the forecast increased mid-year

**As things stand, OVV's expectations for the entire year are:**

- **Sales up slightly on the previous year**
- **Sharp increase in operating income**

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.

OVV 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 statements contained in this document and does not undertake any obligation to update the statements contained in this document.



## 2017 financial year

### March 2017

<b>28 March 2017</b>	Frankfurt/Main	Publication of the 2016 annual financial statements, annual report, analyst conference
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### May 2017

<b>10 May 2017</b>	Cologne	Results for the first quarter of 2017 and conference call
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### June 2017

<b>2 June 2017</b>	Cologne	Annual General Meeting 2017
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### August 2017

<b>14 August 2017</b>	Cologne	Results for the second quarter of 2017 and conference call
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### November 2017

<b>9 November 2017</b>	Cologne	Results for the third quarter of 2017 and conference call
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