



- **48 years** of experience
- Represented in **14 European countries**
- **3.35 million** clients
- **4,700** financial advisors
- Over **100** product partners



# OVB Holding AG

## 2018 Annual General Meeting

Cologne, 5 June 2018

Mario Freis, CEO



- 1** The 2017 financial year
- 2** Business development in Q1/2018
- 3** 2018 financial year outlook
- 4** »OVB Evolution 2022« strategy

# 2017 financial year – an overview



- Sales and operating income at the OVB Group almost reach the high level of the previous year
- »OVB Evolution 2022« strategy being implemented
- Proposed dividend of €0.75 per share matches that of the previous year

	2016	2017	Change
<b>Total sales commission</b>	€231.8 million	<b>€225.3 million</b>	- 2.8%
<b>EBIT</b>	€16.5 million	<b>€16.0 million</b>	- 3.3%
<b>Consolidated net income</b>	€12.5 million	<b>€12.1 million</b>	- 3.1%
<b>Earnings per share</b>	€0.88	<b>€0.85</b>	- 3.1%
<b>Dividend per share (proposal)</b>	€0.75	<b>€0.75</b>	± 0.0%

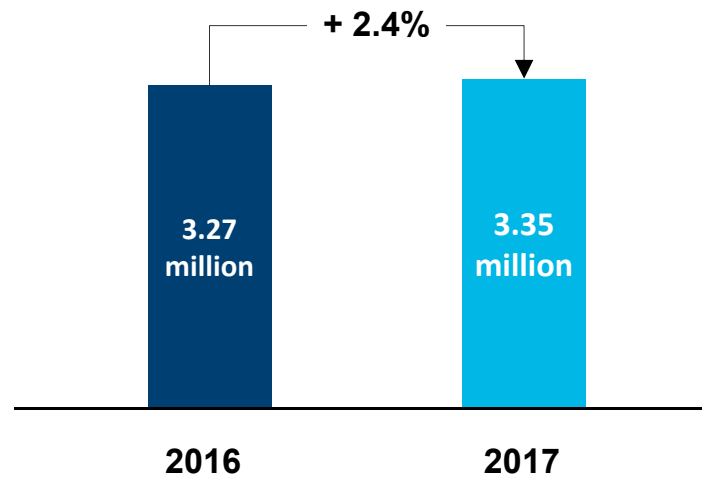
\* After non-controlling interests

# Development of clients and financial advisors



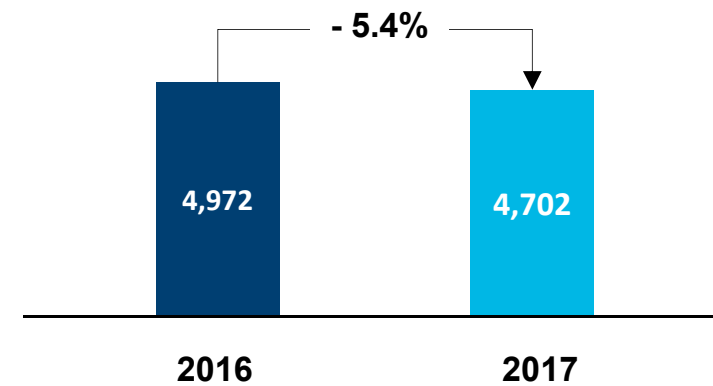
## Clients

- Central and Eastern Europe: significant growth (+ 3.1%\*)
- Germany: slight fall (- 1.6%\*)
- Southern and Western Europe: significant increase (+ 4.7%\*)



## Financial advisors

- Central and Eastern Europe: number of advisors down (- 6.5%\*)
- Germany: number of advisors stable (- 0.3%\*)
- Southern and Western Europe: number of advisors down (- 10.3%\*)

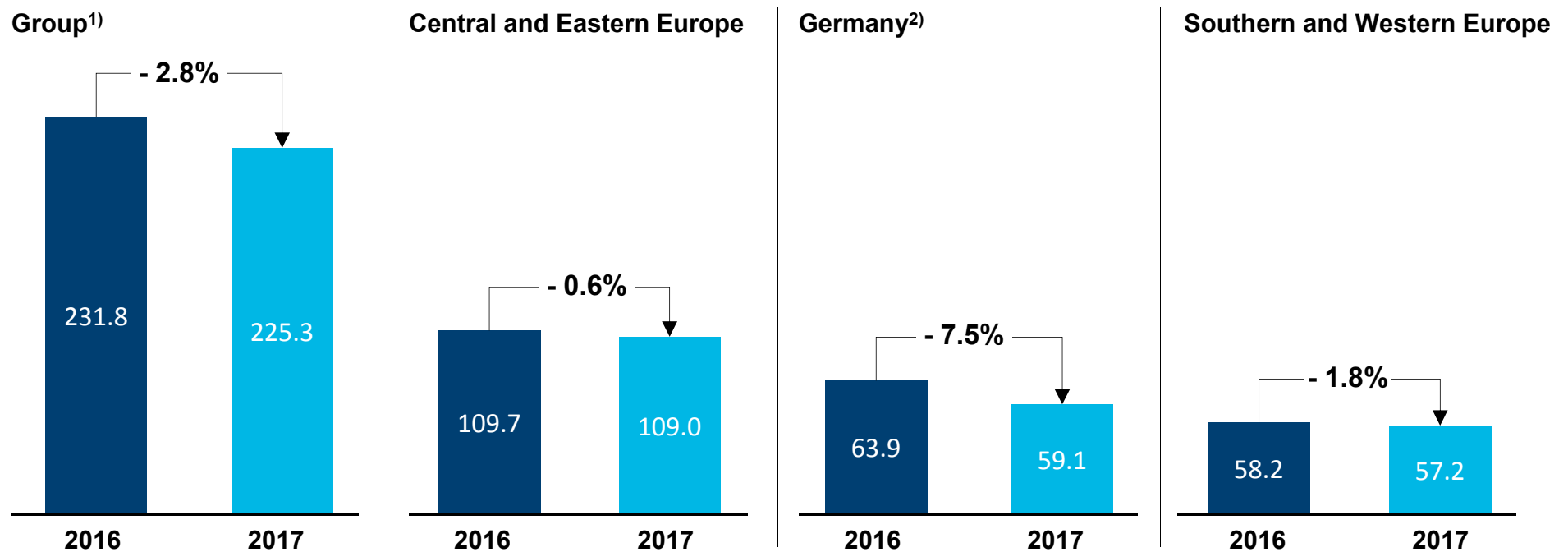


\* year on year

# Total sales commission by segment



- Central and Eastern Europe at the level of the previous year
- Southern and Western Europe largely stable
- Germany largely affected by the impact of the German Life Insurance Reform Act (LVRG)

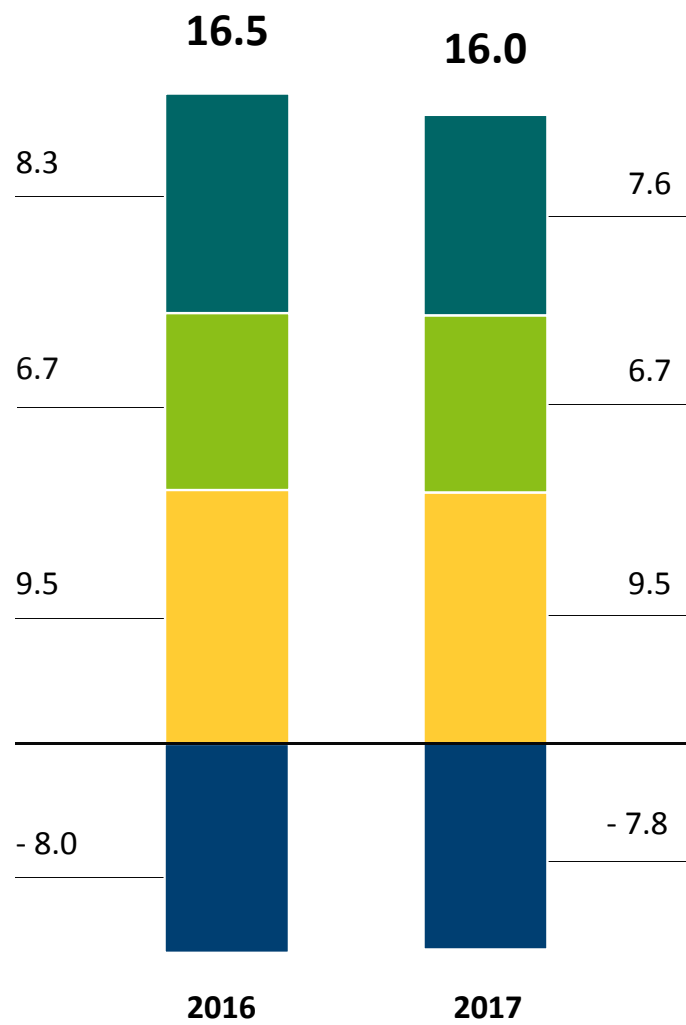


(in € million, rounded)

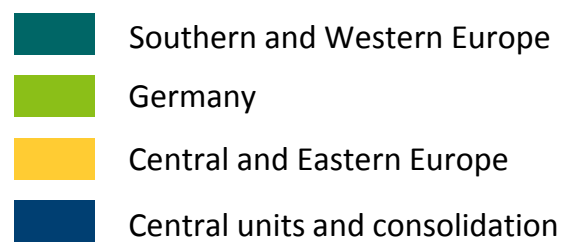
<sup>1)</sup> €221.6 million of which was brokerage income according to the income statement (previous year: €218.7 million)

<sup>2)</sup> €55.4 million of which was brokerage income according to the income statement (previous year: €50.8 million)

# EBIT development

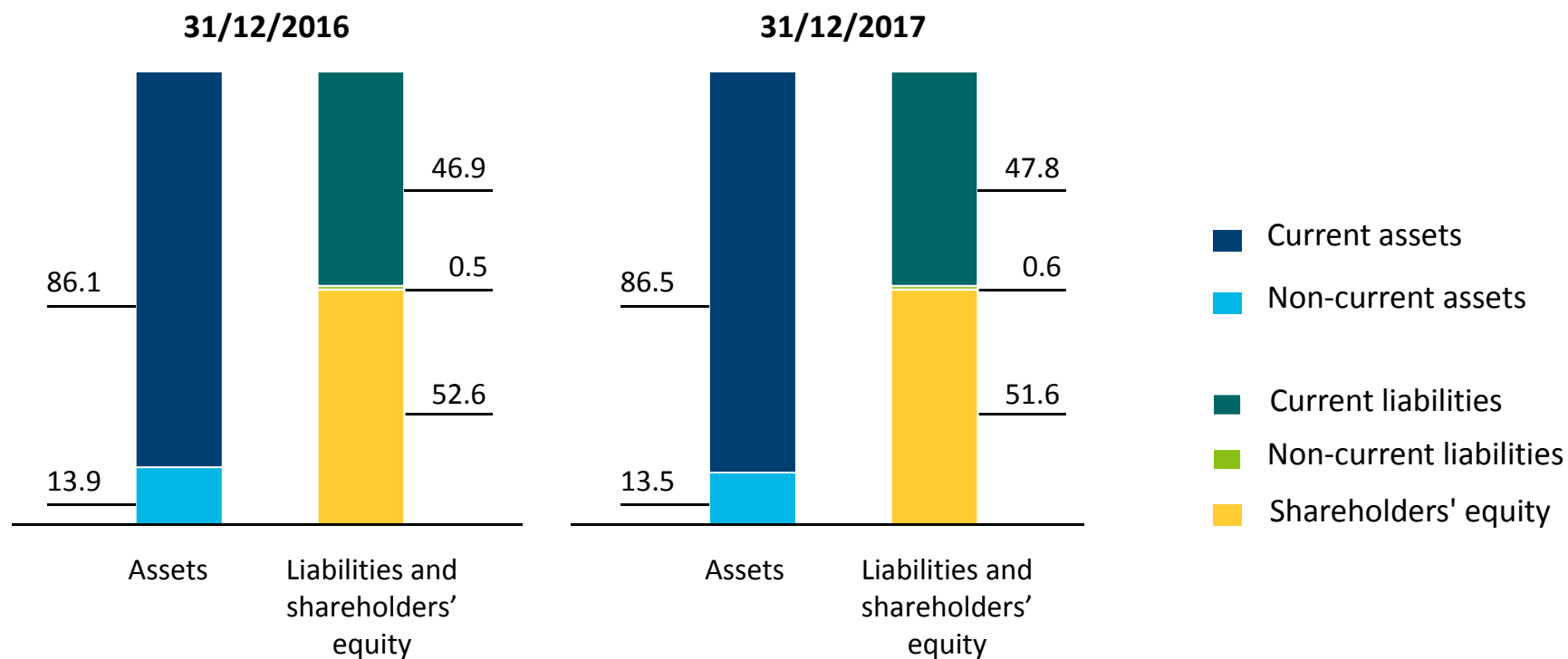


- Operating income down 3.3%, only slightly lower than high previous-year figure
- At 7.1%, EBIT margin\* stable year on year



(in € million, rounded)  
\* Based on the total sales commission

# Financial strength and independence



(in %)

- Cash and cash equivalents: €55.5 million (32.1% of total assets)
- Equity ratio at a very solid level of 51.6%
- Return on equity of 13.6%



# Overview of Q1/2018



- Slight rise in total sales commission through recognition of subsequent pro rata and partially discounted sales commission of €1.7 million due to the application of IFRS 15
- Scheduled development of operating earnings, influenced by higher expenses for strategic measures and implementing regulatory requirements

	<b>Q1/2017</b>	<b>Q1/2018</b>	<b>Change</b>
<b>Total sales commission</b>	€58.4 million	<b>€58.6 million</b>	+ 0.3%
<b>EBIT</b>	€3.3 million	<b>€2.9 million</b>	- 10.8%
<b>Consolidated net income</b>	€2.5 million	<b>€1.9 million</b>	- 21.4%
<b>Earnings per share</b>	€0.17	<b>€0.13</b>	- 21.4%

(in € million, rounded)

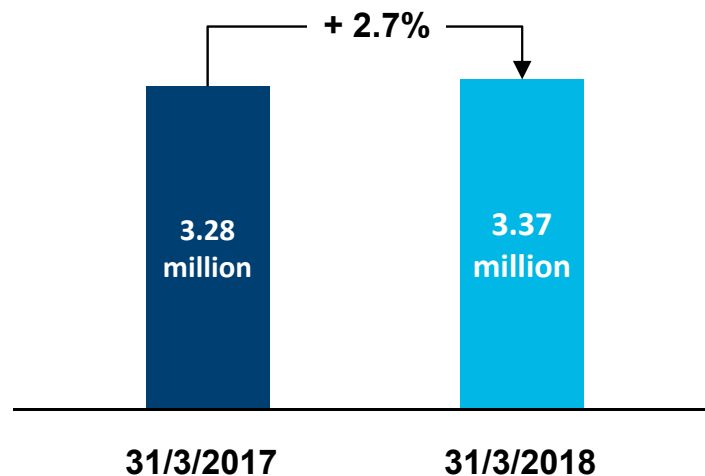
\* Before non-controlling interests

# Development of clients and financial advisors



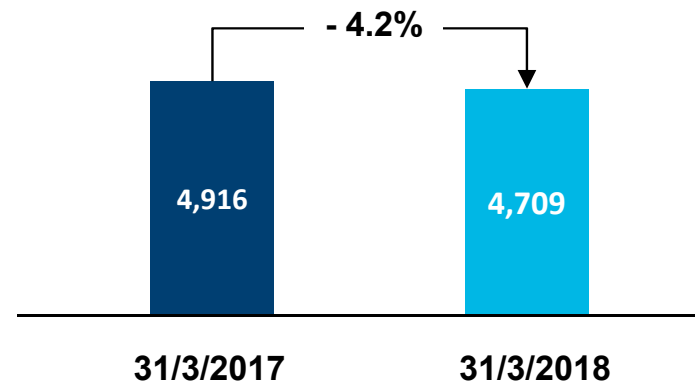
## Clients

- Central and Eastern Europe: significant growth (+ 3.4%\*)
- Germany: slight fall (- 1.5%\*)
- Southern and Western Europe: significant growth (5.6%\*)



## Financial advisors

- Central and Eastern Europe: number of advisors down (- 4.4%\*)
- Germany: number of advisors stable (- 0.2%\*)
- Southern and Western Europe: number of advisors down (- 10.5%\*)

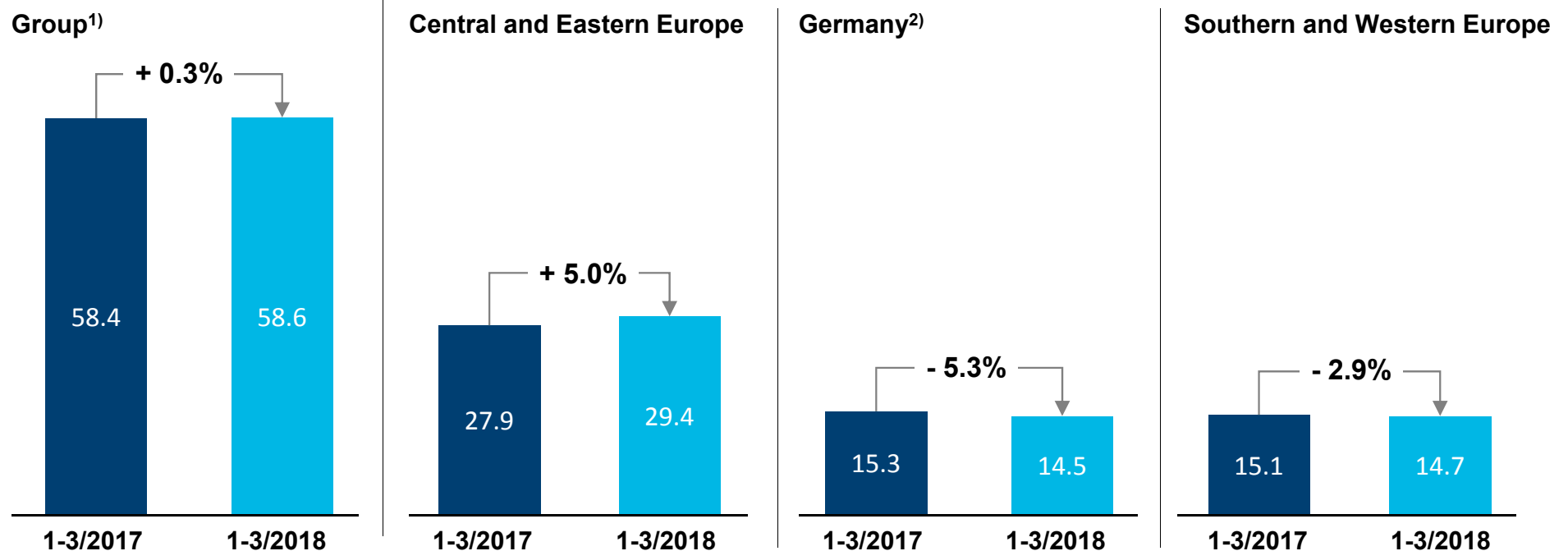


\* Year on year

# Total sales commission by segment



- In Central and Eastern Europe, considerable growth of 5.0% was achieved
- Southern and Western Europe at €0.4 million slightly lower year on year
- Regulatory changes continue to have an impact in Germany

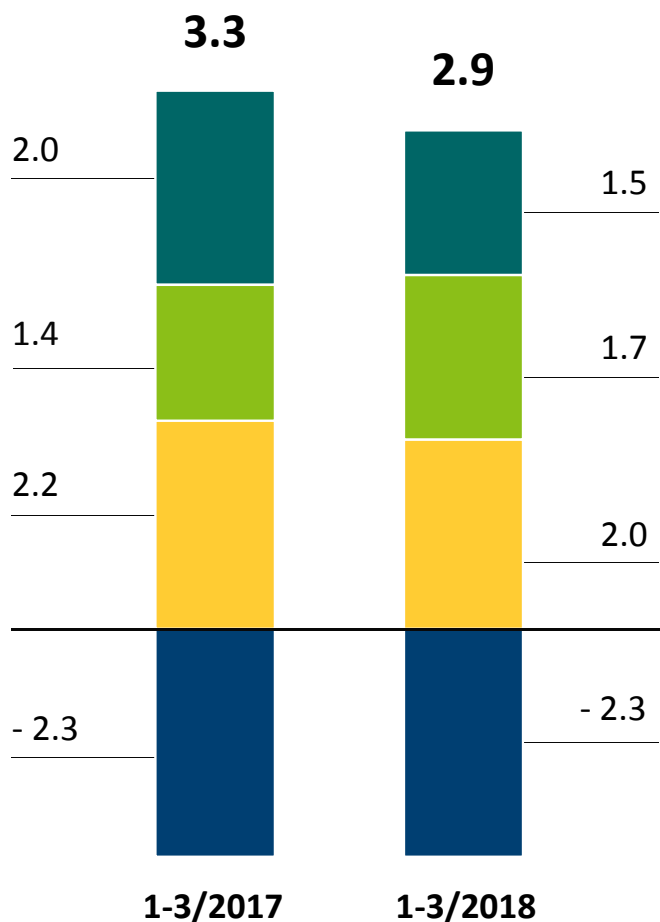


(in € million, rounded)

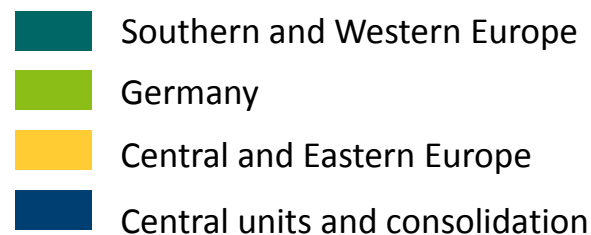
<sup>1)</sup> €54.7 million of which was brokerage income in the previous year according to the income statement

<sup>2)</sup> €11.7 million of which was brokerage income in the previous year according to the income statement

# EBIT development



- Group EBIT essentially influenced by a scheduled increase in expenses for strategic measures
- EBIT in the Southern and Western Europe segment influenced by the trend in sales
- Earnings growth in Germany results from an increase in gross profit



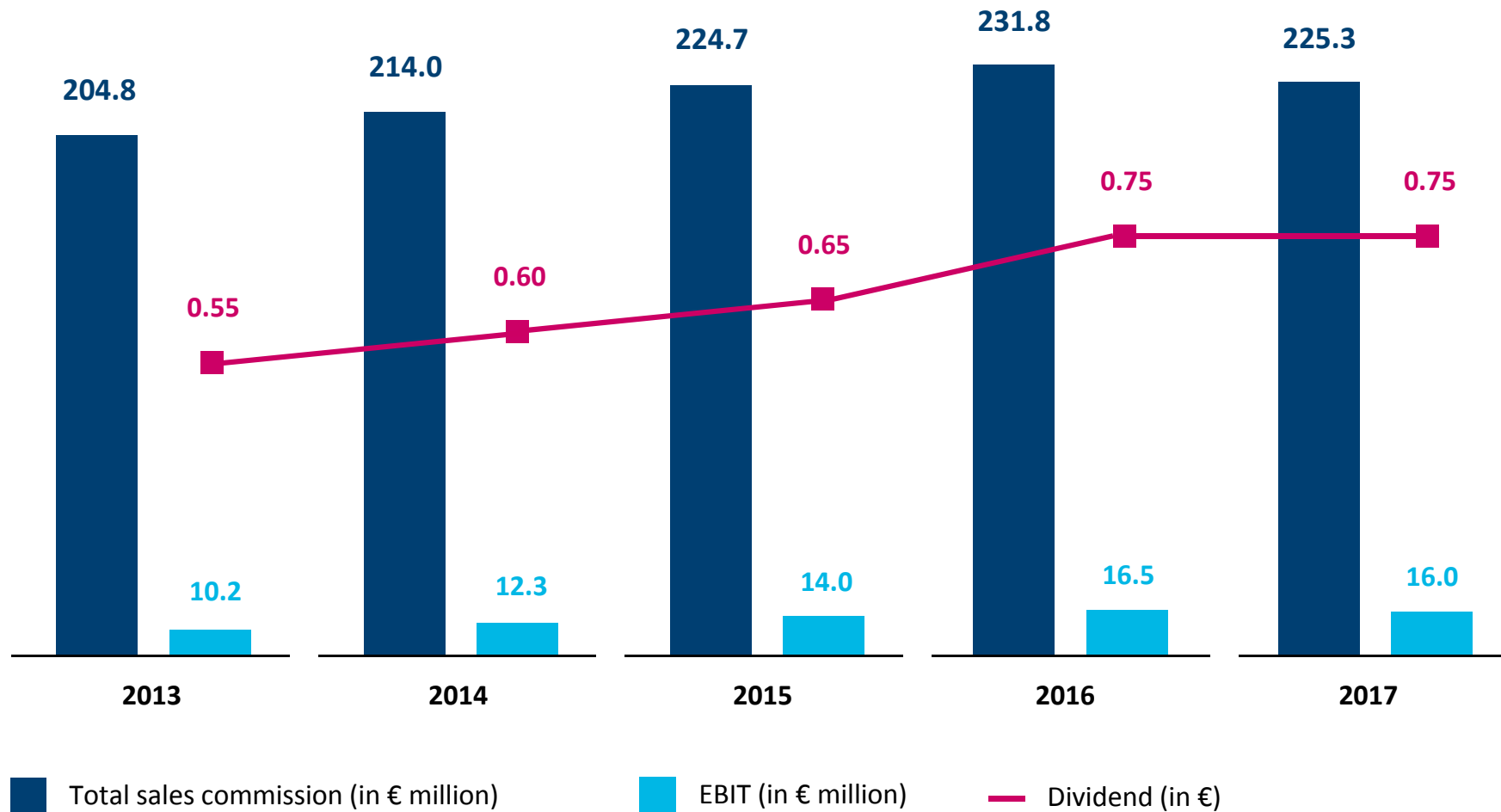
(in € million, rounded)

- Long-term business potential in the area of private insurance and pension provision remains unchanged throughout Europe
- Considerably changing regulatory environment is a major challenge for the industry
- Investments and increased ongoing expenses associated with strategic measures and regulatory requirements to be implemented

## Confirmation of the forecast for 2018 as a whole

- Total sales commission down slightly
- Operating income at €13.0 to €13.5 million

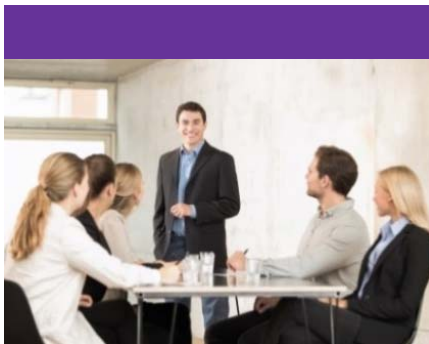
# Long-term-oriented growth track



# »OVB Evolution 2022« strategy being implemented



The fundamental elements of our strategy



**Exploitation of potential**



**Digitalisation**



**Modernisation**



**Expansion**



- Development of the Europe-wide training and professional development system
- Optimisation of cross-selling and up-selling activities
- Establishment and expansion of service units in the context of our service approach





- Development of IT-supported advisory processes
- Digitalisation of the business processes
- Expanded options for interaction between clients, financial advisors and OVB
- Expansion of online business for our financial advisors in areas that are not consulting-intensive

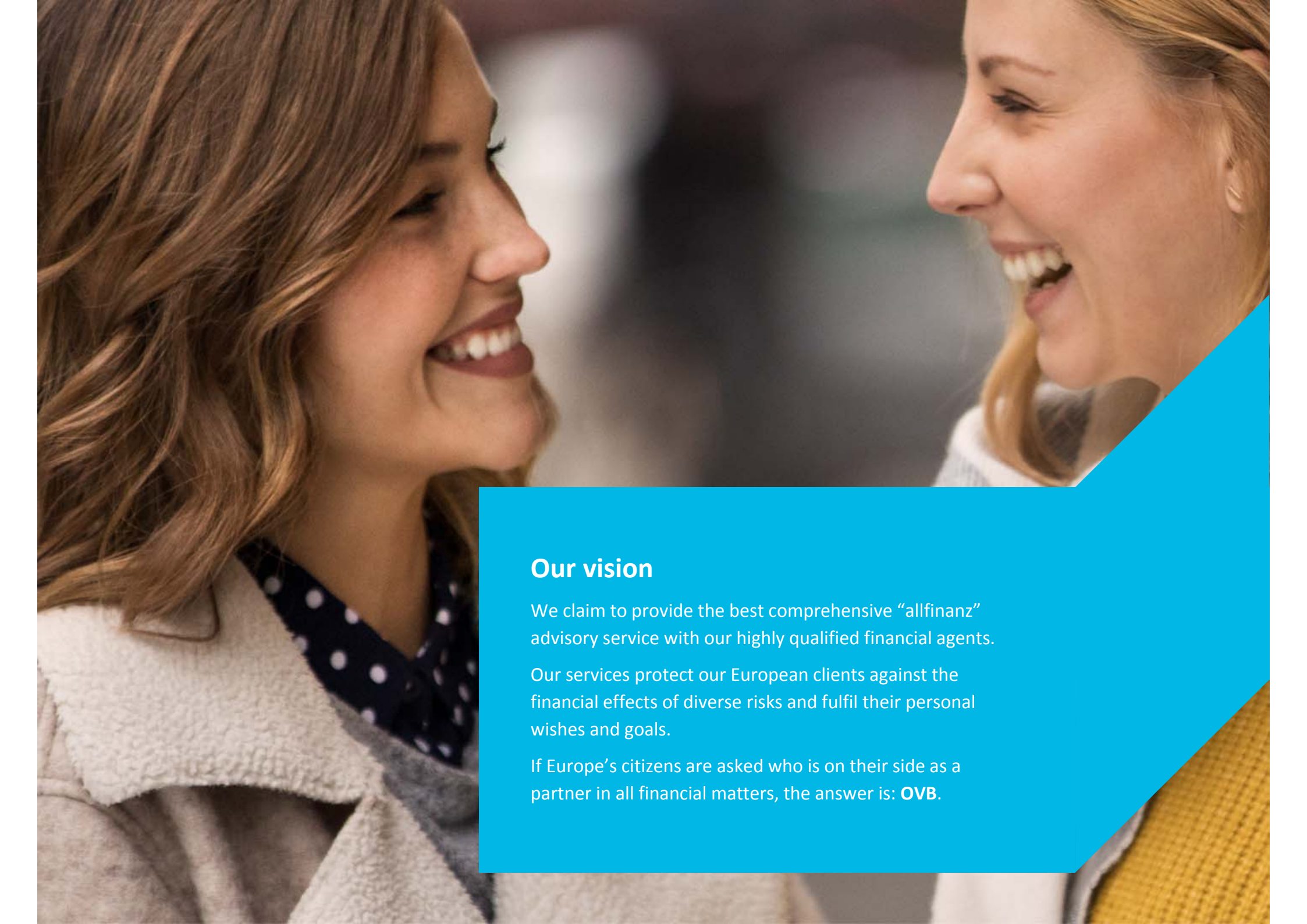


- Online marketing for target-group-appropriate communication with clients and financial advisors
- Development and expansion of social media activities
- Group-wide expansion of social commitment





- OVB will press ahead with the expansion into promising European markets and consequently continue its success story
- OVB is currently examining expansion into various national markets
- By 2022, OVB intends to be active in at least two more country markets



## Our vision

We claim to provide the best comprehensive “allfinanz” advisory service with our highly qualified financial agents.

Our services protect our European clients against the financial effects of diverse risks and fulfil their personal wishes and goals.

If Europe’s citizens are asked who is on their side as a partner in all financial matters, the answer is: **OVB**.



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

# 2018 financial calendar



**5 June 2018 | Cologne**

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2018 Annual General Meeting

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**7 August 2018 | Cologne**

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Results for the second quarter of 2018 and conference call

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**9 November 2018 | Cologne**

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Results for the third quarter of 2018 and conference call

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