



Conference Call Interim report H1 2019

Cologne, 14 August 2019

Mario Freis, CEO

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OVB at a glance



49 years of experience



Represented in 15 European countries



3.67 million clients



4,954 financial advisors



Over 100 product partners

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- 2** Development of clients and financial advisors
- 3** Brokerage income, regional diversification and product mix
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Overview of H1 2019

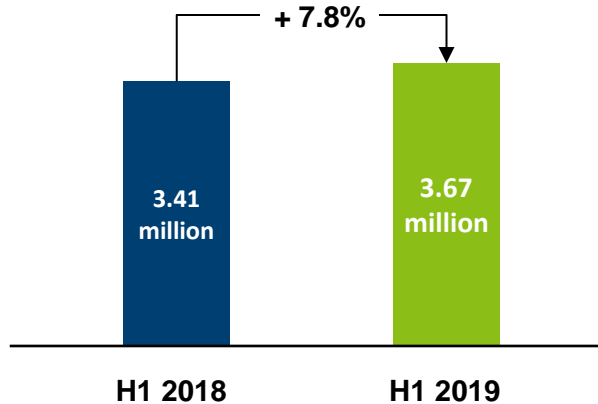


- Double-digit upturn in brokerage income
- Pleasing growth in clients and financial advisors
- Earnings growth despite strategic additional expenses

	H1 2018	H1 2019	Change
Clients	3.41 million	3.67 million	+ 7.8%
Financial advisors	4,732	4,954	+ 4.7%
Brokerage income	€115.3 million	€127.1 million	+ 10.2%
EBIT	€5.6 million	€5.7 million	+ 1.3%
Consolidated net income after non-controlling interests	€3.8 million	€4.7 million	+ 24.0%
Earnings per share	€0.26	€0.33	+ 24.0%

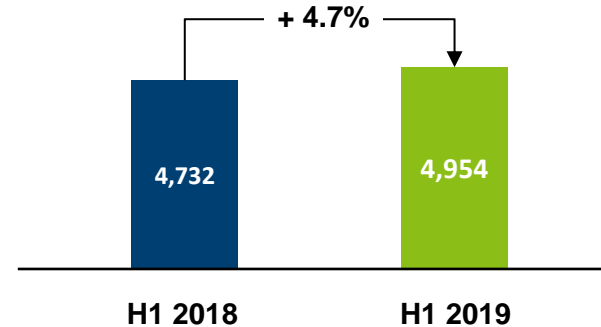
Clients

- Central and Eastern Europe:
Significant growth (+ 5.6%*)
- Germany:
Number of customers virtually stable (- 0.8 %*)
- Southern and Western Europe:
Sharp increase (+ 30.4%*)



Financial advisors

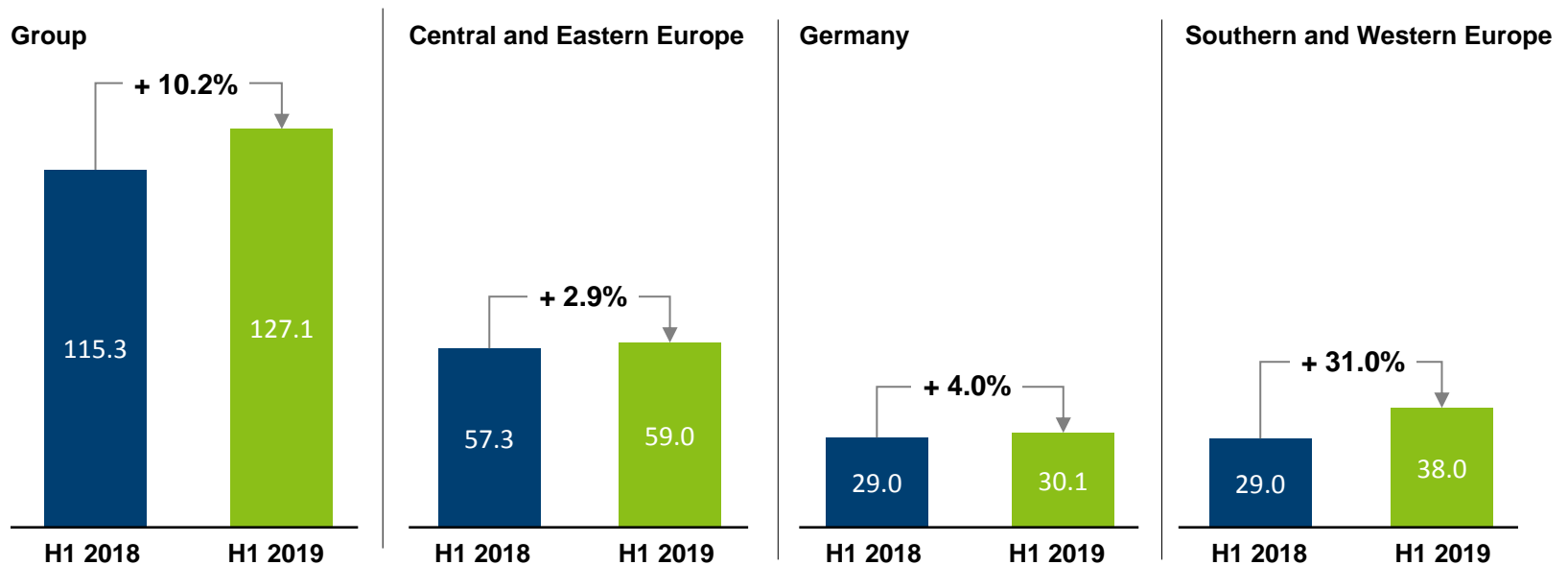
- Central and Eastern Europe:
Number of advisors grows (+ 2.3%*)
- Germany:
Number of advisors virtually stable (- 1.5 %*)
- Southern and Western Europe:
Number of advisors surges (+ 27.0%*)



* year-on-year

Brokerage income by segment

- All segments contribute to growth
- Increase of 2.9% in Central and Eastern Europe
- 4.0 % growth in Germany
- Strong sales growth of 31.0% in Southern and Western Europe

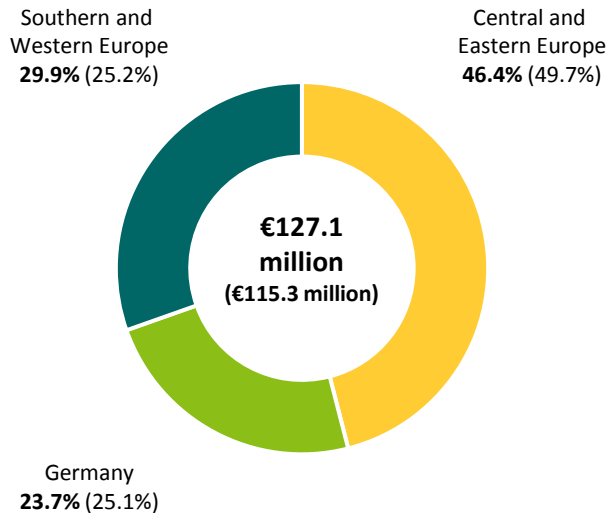


(in € million, rounded)

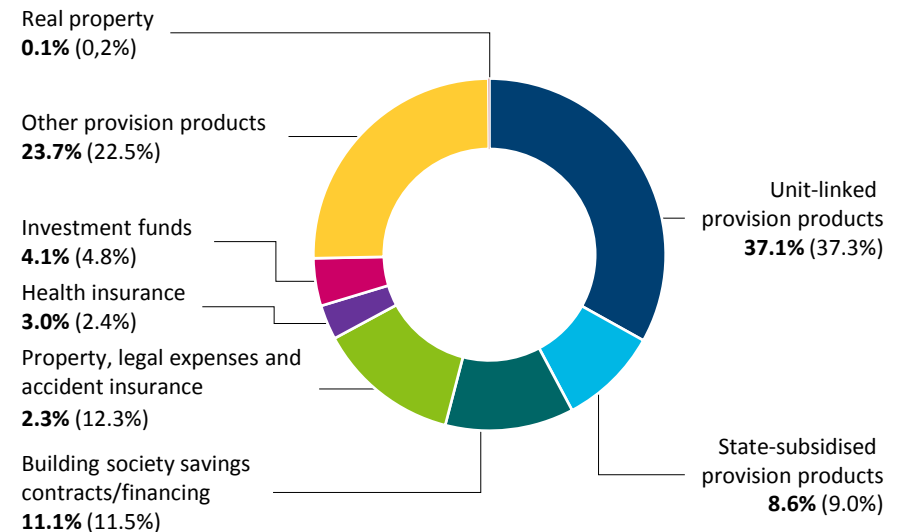
Regional diversification and product mix

- Belgian national market strengthens Southern and Western Europe segment
- Share of other provision products in new business increases

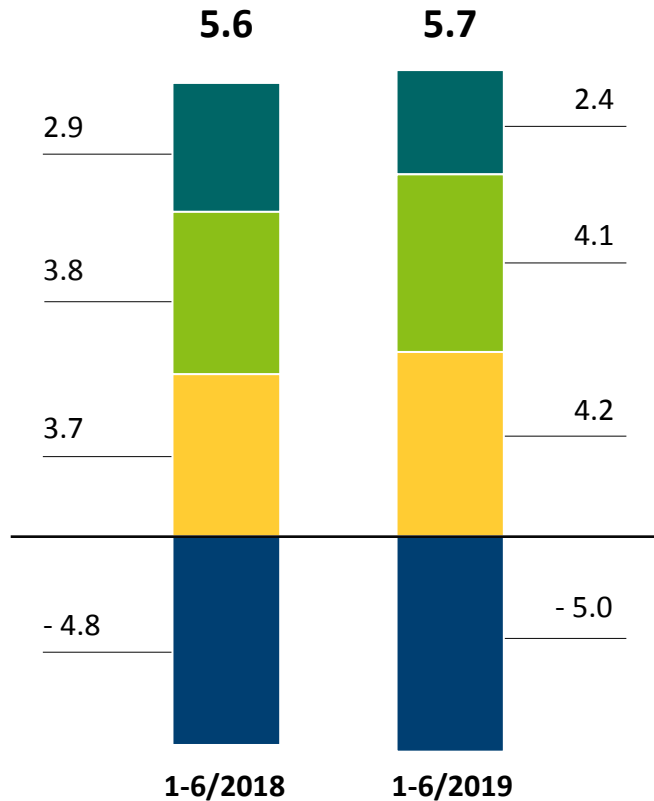
**Brokerage income
1-6/2019 (1-6/2018) by region**



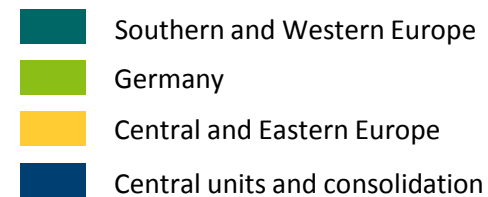
**Breakdown of new business
1-6/2019 (1-6/2018)**



EBIT development



- Group EBIT benefits sales growth and increase in gross profit



(in € million, rounded)

Selected items of the consolidated income statement

	1-6/2018	1-6/2019	Change ¹⁾
Brokerage income	115.3	127.1	+ 10.2%
Brokerage expenses	- 78.2	- 83.8	+ 7.3%
Other operating income	6.3	5.5	- 12.3%
Other operating expenses	- 20.7	- 21.0	+ 1.7%
Personnel expenses	- 15.0	- 18.7	+ 24.7%
Depreciation and amortisation	- 2.1	- 3.4	+ 56.5%
EBIT	5.6	5.7	+ 1.3%
Net financial income	- 0.1	0.9	> +100.0%
Taxes	- 1.7	- 1.9	+ 10.3%
Consolidated net income²⁾	3.8	4.7	+ 24.0%
Earnings per share (in €)	0.26	0.33	+ 24.0%

(in € million, rounded)

¹⁾ Changes are determined in **€ thousands**

²⁾ After non-controlling interests

- OVB is taking advantage of the potential of comprehensive one-stop financial consulting in 15 European markets
- OVB is adapting to changed market requirements and a significantly changing regulatory environment
- Further implementation of the »OVV Evolution 2022« strategy

Confirmation of the forecast for 2019 as a whole

- Significant increase in sales
- Operating income at €13.5 to €14.0 million

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.

Financial calendar 2019/2020



2019

14 August 2019
Cologne

Results for the second quarter 2019 and conference call

14 November 2019
Cologne

Results for the third quarter 2019 and conference call

2020

26 March 2020
Cologne

Publication of the Annual Financial Statements for 2019,
Analyst Conference, Press Conference

08 May 2020
Cologne

Results for the first quarter of 2020 and conference call

10 June 2020
Cologne

Annual General Meeting 2020

12 August 2020
Cologne

Results for the second quarter of 2020 and conference call

10 November 2020
Cologne

Results for the third quarter 2020 and conference call

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