



Conference call

Interim report 1 January to 30 September 2019

Cologne, 14 November 2019

Mario Freis, CEO
Oskar Heitz, CFO



OVB at a glance



49 years of experience



Represented in 15 European countries



3.71 million clients



4,960 financial advisors



Over 100 product partners

- 1** Overview of the first nine months of 2019
- 2** Development of clients and financial advisors
- 3** Brokerage income, regional diversification and product mix
- 4** Financial information in detail
- 5** Outlook for 2019 as a whole
- 6** Disclaimer/financial calendar/contact

Overview of the first nine months of 2019



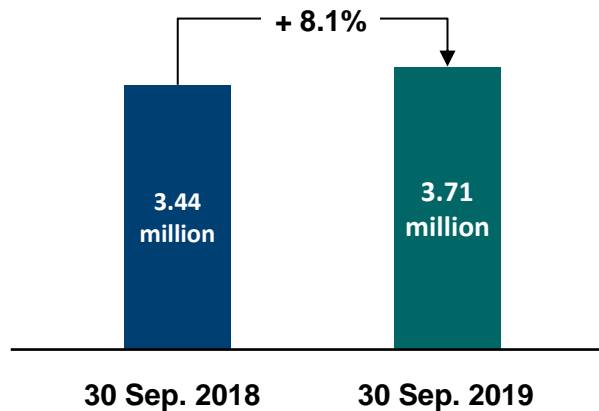
Ongoing expansion of successful business development:

- Double-digit sales growth at Group level
- Pleasing growth in clients and financial advisors
- Consolidated net income rises sharply - by 27.9%

	1-9/2018	1-9/2019	Change
Clients	3.44 million	3.71 million	+ 8.1%
Financial advisors	4,747	4,960	+ 4.5%
Brokerage income	€169.1 million	€188.9 million	+ 11.7%
EBIT	€8.3 million	€8.6 million	+ 3.5%
Consolidated net income after non-controlling interests	€5.5 million	€7.1 million	+ 27.9%
Earnings per share	€0.39	€0.50	+ 27.9%

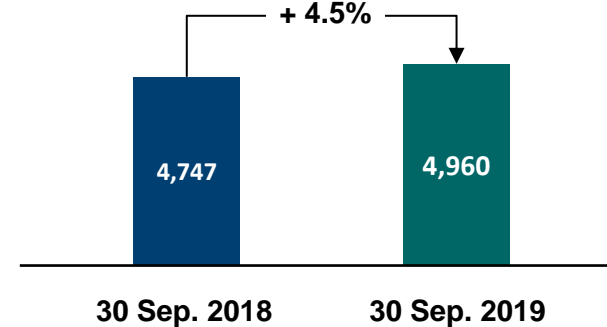
Clients*

- Central and Eastern Europe:
Considerable growth (+ 6.1%)
- Germany:
Number of customers virtually stable (- 0.9%)
- Southern and Western Europe:
Strong growth (+29.6%)



Financial advisors*

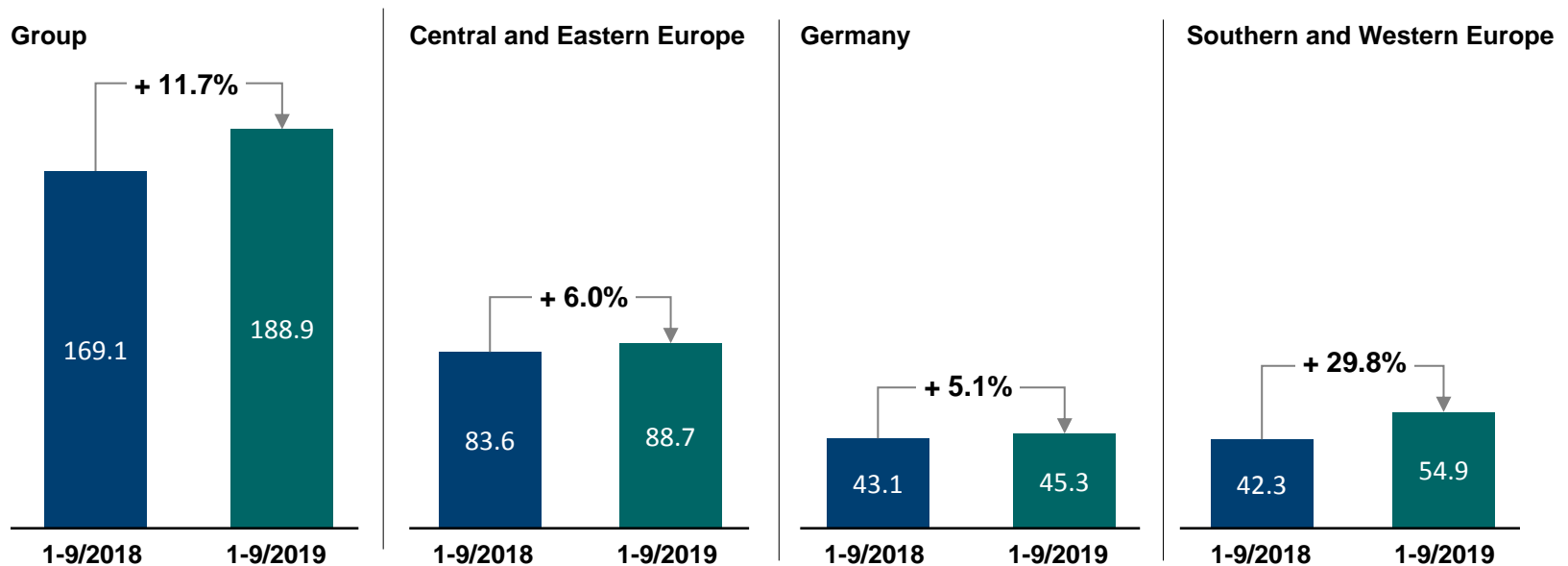
- Central and Eastern Europe:
Number of advisors grows (+ 2.4%)
- Germany:
Number of advisors decreases slightly (- 2.5%)
- Southern and Western Europe:
Substantial increase in number of advisors
(+ 27.7%)



* 30 September 2019 compared to 30 September 2018

Brokerage income by segment

- Significant sales growth in all three segments
- Central and Eastern Europe up 6.0%
- Sales in Germany grows by 5.1%
- Strong sales growth of 29.8% in Southern and Western Europe



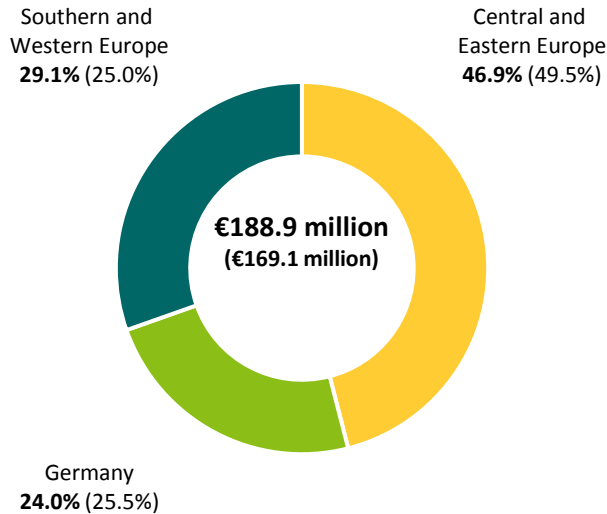
(in € million, rounded)

Regional diversification and product mix

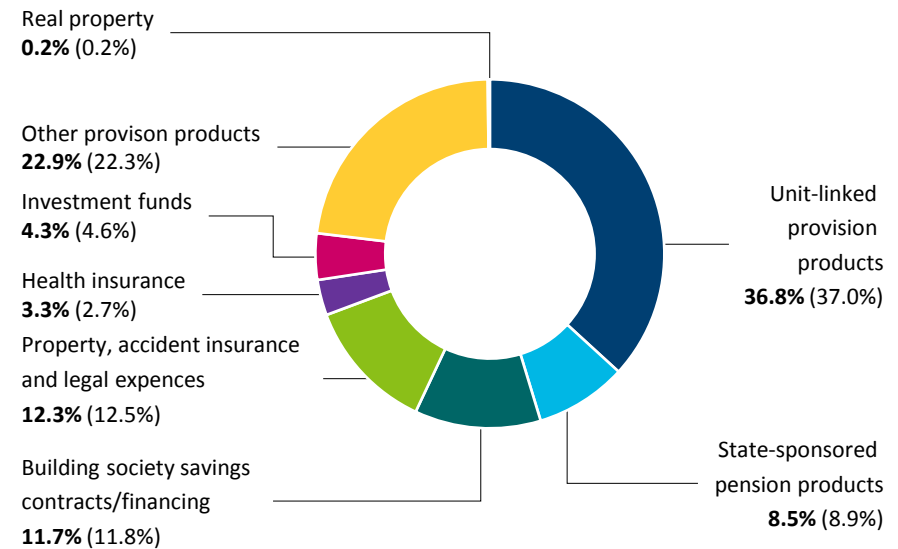


- Belgian national market strengthens Southern and Western Europe segment
- Stable product mix

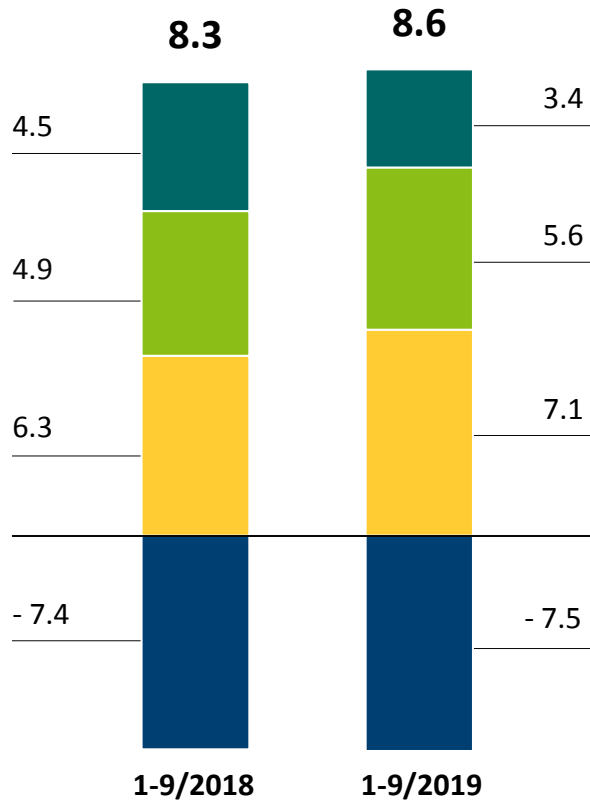
**Brokerage income
1-9/2019 (1-9/2018) by region**



**Composition of new business
1-9/2019 (1-9/2018)**

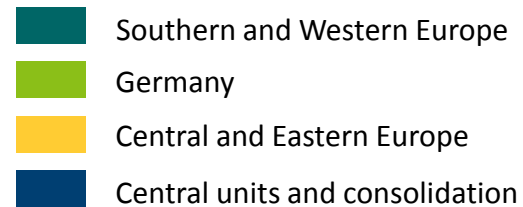


EBIT development



(in € million, rounded)

- Group EBIT benefits sales growth and increase in gross profit



Selected items of the consolidated income statement

	1-9/2018	1-9/2019	Change ¹⁾
Brokerage income	169.1	188.9	+ 11.7%
Brokerage expenses	- 113.5	- 124.7	+ 9.9%
Other operating income	8.5	8.2	- 3.1%
Other operating expenses	- 30.5	- 30.8	+ 1.0%
Personnel expenses	- 22.1	- 27.8	+ 25.9%
Depreciation and amortization	- 3.1	- 5.2	+ 64.1%
EBIT	8.3	8.6	+ 3.5%
Net financial income	- 0.1	1.3	n. a.
Taxes	- 2.5	- 2.7	+ 6.0%
Consolidated net income²⁾	5.5	7.1	+ 27.9%
Earnings per share (in €)	0.39	0.50	+ 27.9%

(in € million, rounded)

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

²⁾ After non-controlling interests

- OVB is taking advantage of the potential of comprehensive cross-thematic consulting in 15 European markets
- OVB is adapting to changed market requirements and a significantly more challenging regulatory environment
- Systematic implementation of the “OVV Evolution 2022” strategy as planned

Confirmation of the forecast for 2019 as a whole

- Marked increase in sales
- Operating income at €13.5 million 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.

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

OVV Holding AG

Heumarkt 1
50667 Cologne
Germany

www.ovv.eu

Jürgen Kotulla
Chief Marketing Officer

Tel: +49 (0) 221 - 2015 - 233
Fax: +49 (0) 221 - 2015 - 224
E-mail: jkotulla@ovv.de

Brigitte Bonifer
Director Investor Relations

Tel: +49 (0) 221 - 2015 - 288
Fax: +49 (0) 221 - 2015 - 325
E-mail: bbonifer@ovv.de