



Consolidated Financial Statements 2020 - People create markets

Analyst- and Press Conference

Cologne, 23 March 2021

Mario Freis, CEO

Frank Burow, CFO

Thomas Hücker, COO



OVB at a glance



More than 50 years of experience



Represented in 15 European countries



3.96 million clients



5,248 financial advisors



Over 100 product partners

- 1** 2020 financial year – an overview
- 2** Development of clients and financial advisors
- 3** Brokerage income, diversification through internationality and cross-thematic advice
- 4** Financial information in detail
- 5** Summary and outlook 2021
- 6** Annex

2020 financial year – an overview



OVB in its 50th anniversary year: highest sales in the company's history

- Brokerage income rises to €270.6 million
- EBIT improves to €14.9 million
- Considerable growth in clients and financial advisors
- Stable dividend of €0.75 plus €0.25 anniversary bonus*

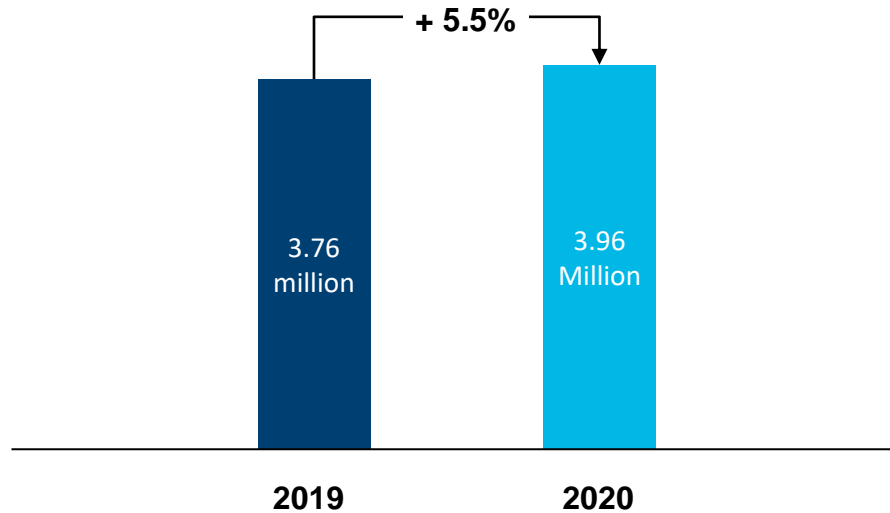
	2019	2020	Change
Clients	3.76 million	3.96 million	+ 5.5%
Financial advisors	5069	5248	+ 3.5%
Brokerage income	257.8 million	270.6 million	+ 4.9%
EBIT	14.1 million	14.9 million	+ 5.7%
Consolidated net income after non-controlling interests	11.0 million	10.5 million	- 4.8%
Earnings per share	€0.77	€0.74	- 4.8%
Dividend per share (proposal*)	€0.75	€0.75 + €0.25	+ 33.3%

Substantial growth in clients and financial advisors



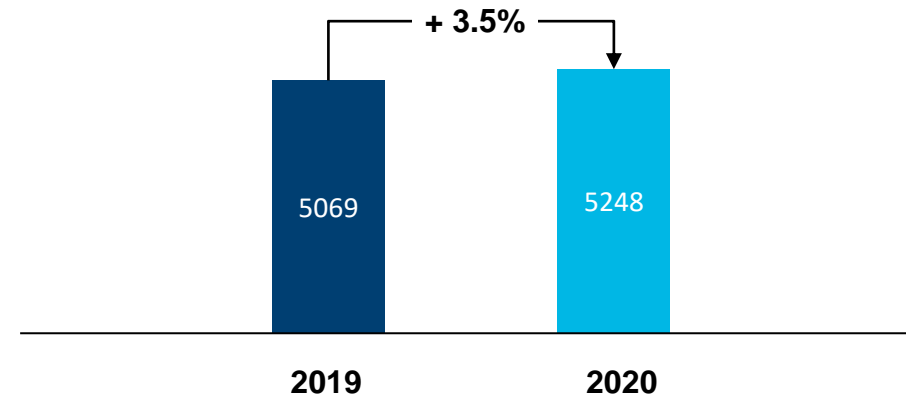
Number of clients

- Central and Eastern Europe: Significant growth (+ 7.0%*)
- Germany: Minor decrease (- 0.6%*)
- Southern and Western Europe: Significant growth (+ 5.4%*)



Number of financial advisors

- Central and Eastern Europe: Significant growth (+ 5.2%*)
- Germany: Moderate decrease (- 4.1%*)
- Southern and Western Europe: Sharp increase (+ 9.4%*)

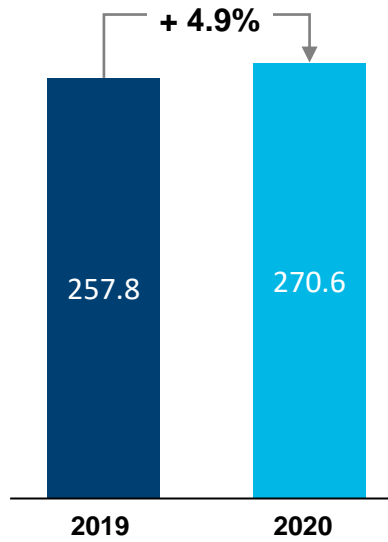


* year-on-year

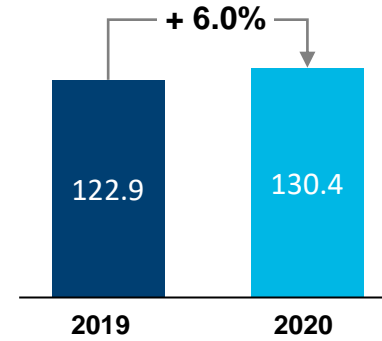
Consolidated sales hit historic high in 2020

- Considerable year-on-year growth of 6.0% in Central and Eastern Europe
- Germany close to previous year's level at -0.4%
- Southern and Western Europe also see substantial growth of 7.6% against previous year

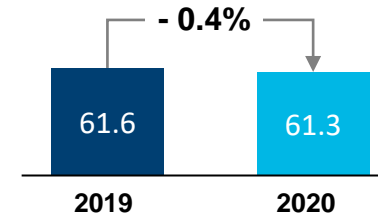
Group



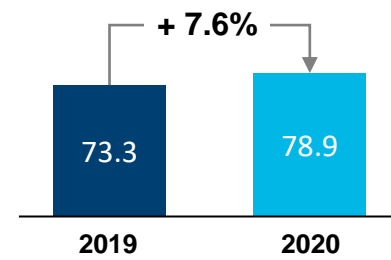
Central and Eastern Europe



Germany



Southern and Western Europe



(in € million, rounded)



**Remote working
at OVB's central
offices with
employees
working from
home**



**Digital
consulting
solutions in
sales**



Online sales events





Digitization of education and training

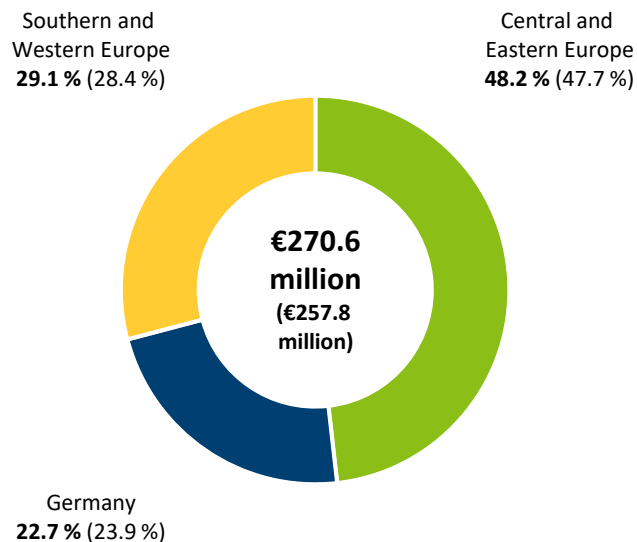
Flexibility, high level of acceptance and motivation by sales to use digital tools in day-to-day business



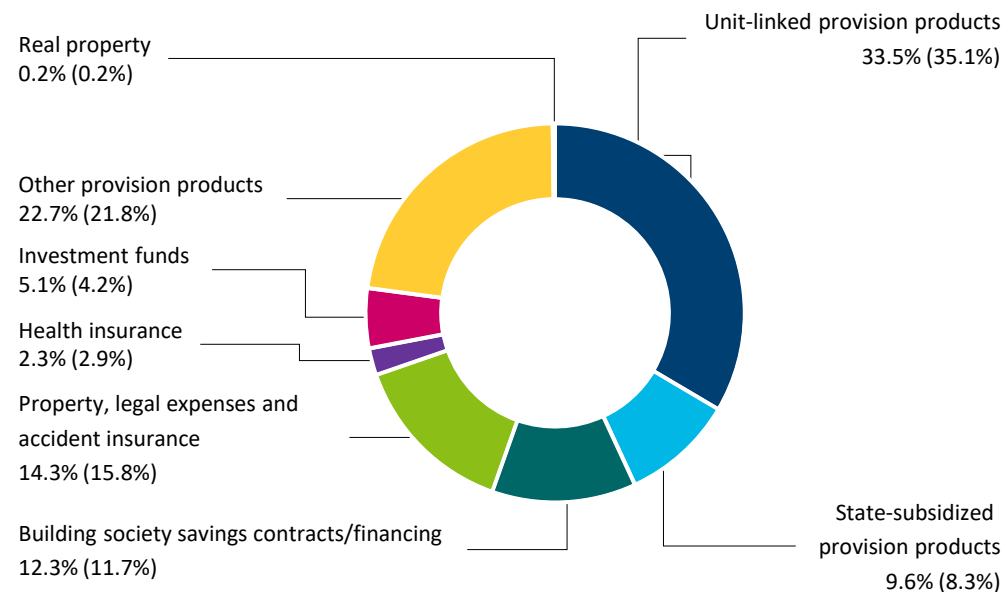
**Customers
open to
individual
online
consultations**

- Stability and resilience thanks to double diversification strategy

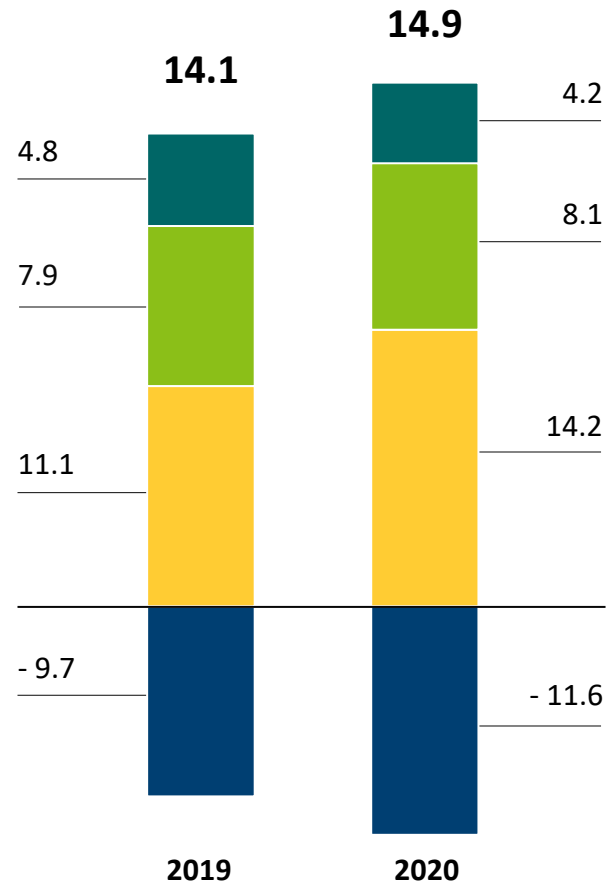
Brokerage income by region 2020 (2019)



Composition of new business in 2020 (2019)

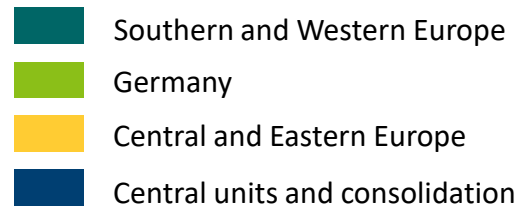


EBIT higher than forecast



(in € million, rounded)

- Group EBIT essentially reflects good performance in the Central and Eastern Europe and Germany regions
- Development of EBIT in the Southern and Western Europe segment influenced by COVID-19 and digitization expenses



Selected items of the consolidated income statement

	2019	2020	Change*
Brokerage income	257.8	270.6	+ 4.9%
Brokerage expenses	- 170.0	- 181.5	+ 6.7%
Gross profit	87.8	89.1	+ 1.5%
Other operating income	11.2	10.2	- 9.7%
Other operating expenses	- 40.0	- 38.1	- 4.7%
Personnel expenses	- 38.0	- 39.3	+ 3.4%
Depreciation and amortisation	- 6.9	- 6.9	±0.0%
EBIT	14.1	14.9	+ 5.7%
Net financial income	1.3	- 0.2	- 116.0%
Income taxes	- 4.1	- 4.0	- 4.4%
Consolidated net income after non-controlling interests	11.0	10.5	- 4.8%
Earnings per share (in €)	0.77	0.74	- 4.8%

(in € million, rounded)

* Changes are determined as in the Annual Report (in € thousands)

Review of 2020

- The positive business performance shows that OVB is adaptable, flexible and capable of reacting quickly and effectively to challenging situations
- Consistent implementation of the „OVV Evolution 2022“ strategy, the increased pace of digitization and strong commitment shown by financial advisors established the conditions for business success
- Our customers were very open to individual online consultations
- Thanks to the harmonious interaction of these factors, sales reached a new historic high in OVB’s 50th anniversary year

Outlook for 2021 as a whole

- OVB expects to continue to grow
- In 2021, OVB expects a slight rise in brokerage income in comparison to 2020. Operating income is expected to remain stable in line with the 2020 financial year
- Uncertainties remain as a result of the still unknown further consequences of the continuing spread of COVID-19



Looking ahead

Personal financial advice – whether online or offline – will also be irreplaceable in the future



- Individual online consultations will also be the norm in future, alongside individual face-to-face consultations
- Online training courses will be used as well as conventional classroom training
- Customers and financial advisors will choose which way to go depending on the situation
- The pandemic has undermined basic confidence in a life lived in safety. Many more people than before the crisis – primarily among the younger generation – think increasingly about protection and financial provision

OVB at a glance



More than 50 years of experience



Represented in 15 European countries



3.96 million Kunden



5,248 financial advisors



Over **100** product partners



Mario Freis, CEO

- born in 1975
- over 25 years' experience in financial services sales
- at OVB since 1995

Responsibilities:

- Group development
- Group controlling
- Sales
- Training
- Product management
- Marketing
- Communication
- Internal Audit
- Investor Relations



Frank Burow, CFO

- born in 1972
- over 20 years' experience in finance, accounting and controlling
- at OVB since 2010

Responsibilities:

- Group accounting
- Risk management
- Compliance
- Controlling
- Legal
- Taxes
- Data protection
- Money laundering



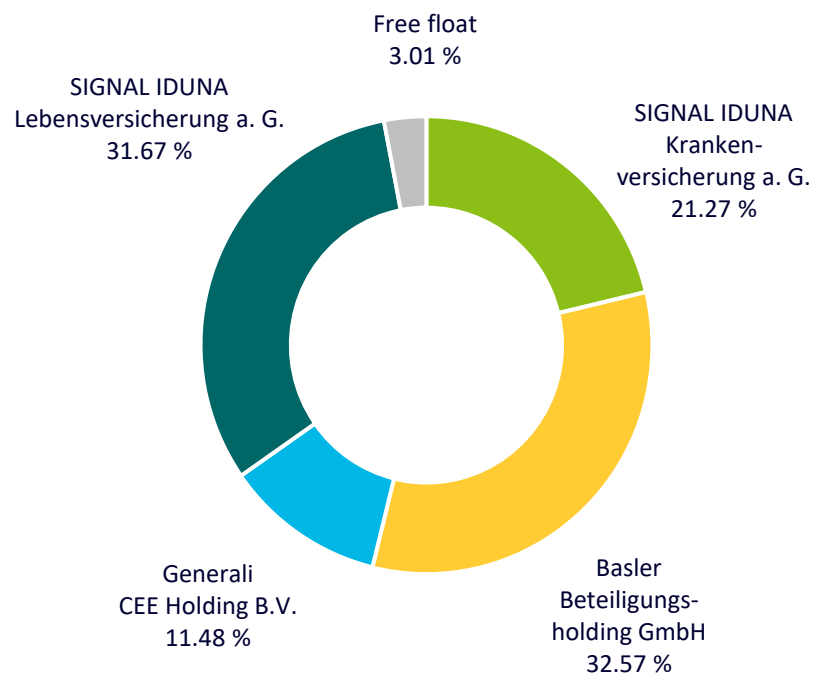
Thomas Hücker, COO

- born in 1965
- over 20 years' experience in the fields of operations and business management
- at OVB since 2013

Responsibilities:

- Group IT
- IT security
- Process management
- Staff

Current shareholder structure



Share data 2020

WKN / ISIN code	628656 / DE0006286560
Börsenkürzel	O4B
Reuters	O4BG.DE
Bloomberg	O4B: GR
Share class	No-par-value ordinary bearer shares
Number of shares	14,251,314
Share capital	€14,251,314.00 Euro
Xetra prices (closing)	
End of previous year	€16.70 (30 December 2019)
High	€18.70 (10 November 2020)
Low	€14.80 (19 March 2020)
Most recent	€18.20 (30 December 2020)
Market capitalisation	€259 million (30 December 2020)

23 March 2021

Publication of the Annual Financial Statements for 2020, Press and Analyst Conference

11 May 2021

Results for the first quarter of 2021 and conference call

9 June 2021

Annual General Meeting 2021

11 August 2021

Results for the second quarter of 2021 and conference call

9 November 2021

Results for the third quarter 2021 and conference call

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.

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