



# Conference Call

## Consolidated interim report Q1 2021

Cologne, 11 May 2021  
Mario Freis, CEO  
Frank Burow, CFO  
Thomas Hücker, COO



# OVB at a glance



More than 50 years' experience



Represented in 15 European countries



4.01 million clients



5,358 financial advisors



Over 100 product partners

- 1** Overview of Q1 2021
- 2** Development of clients and financial advisors
- 3** Brokerage income, regional diversification and product mix
- 4** Financial information in detail
- 5** Summary and outlook for 2021
- 6** Disclaimer/financial calendar/contact

## OVB makes an extremely dynamic start to the 2021 financial year

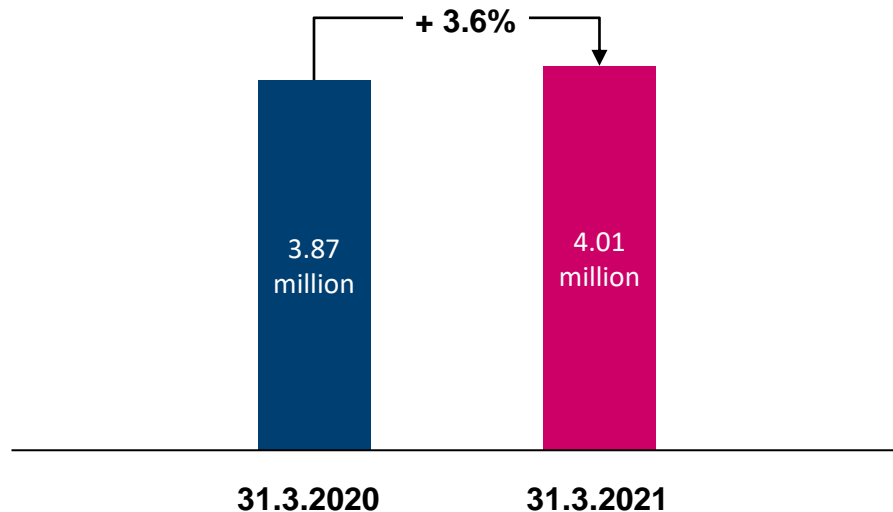
- Further expansion in the number of financial advisors and clients
- Sharp rise in brokerage income to €78.7 million
- Significant EBIT growth of 50.6%
- Consolidated net income virtually doubled

	Q1/2020	Q1/2021	Change
Clients	3.87 million	<b>4.01 million</b>	+ 3.6%
Financial advisors	5,041	<b>5,358</b>	+ 6.3%
Brokerage income	€66.8 million	<b>€78.7 million</b>	+ 17.7%
Operating income (EBIT)	€3.9 million	<b>€5.9 million</b>	+ 50.6%
Consolidated net income after non-controlling interests	€2.4 million	<b>€4.7 million</b>	+ 95.5%
Earnings per share (basic)	€0.17	<b>€0.33</b>	+ 95.5%

# Expansion in the number of financial advisors and clients

## Number of clients

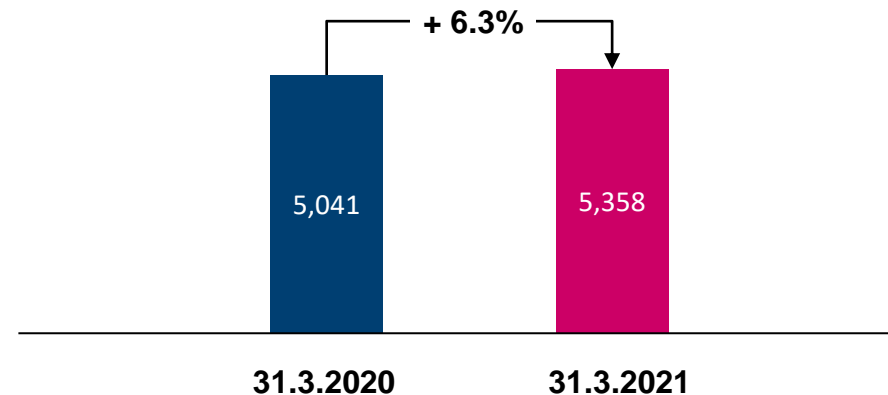
- Central and Eastern Europe: Further increase at a high level (+ 3.9%\*)
- Germany: Minor decrease (- 0.5%\*)
- Southern and Western Europe: Significant growth (+ 6.0%\*)



\* year-on-year

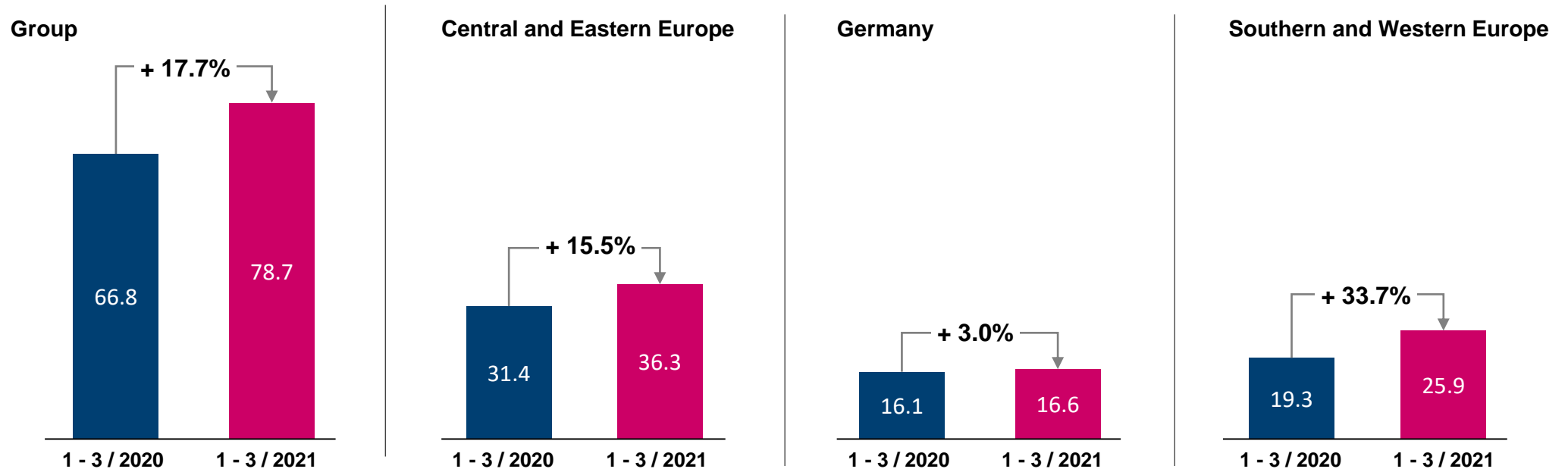
## Number of financial advisors

- Central and Eastern Europe: Significant growth (+ 5.5%\*)
- Germany: Slight decline (- 1.1%\*)
- Southern and Western Europe: Significant rise (19.6%\*)



# Sales increase in all three regional segments

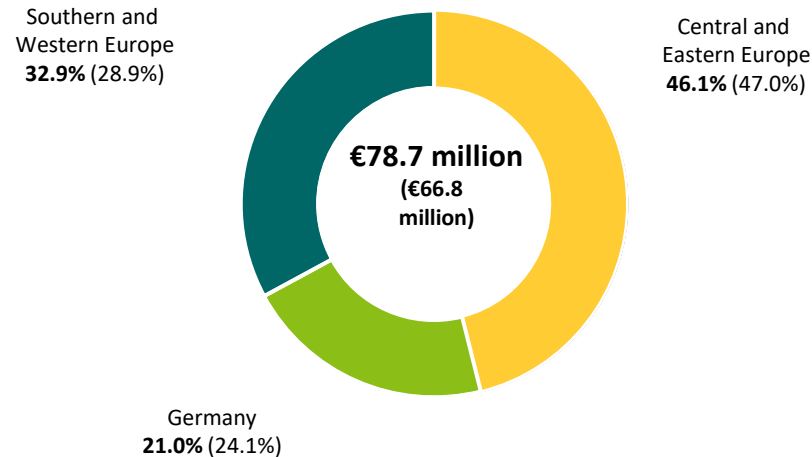
- Strongest segment Central and Eastern Europe recording dynamic growth
- The Germany segment achieved moderate growth in sales
- The Central and Eastern Europe segment increased sales by a third



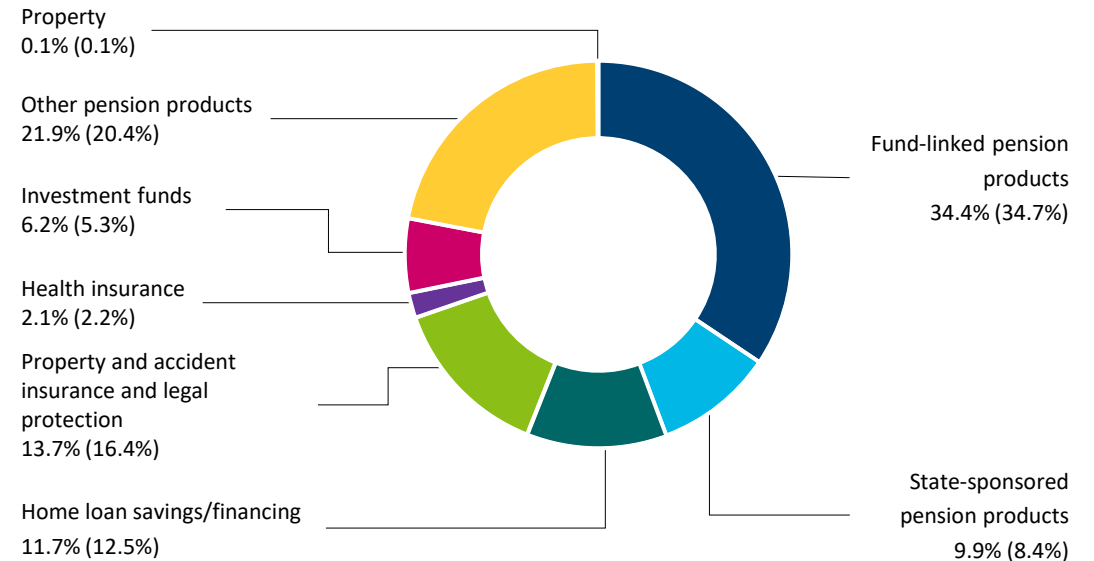
(in € million, rounded on a segment basis)

- Sales share by region: Southern and Western Europe segment at around one third
- Allfinanz portfolio: Slight increase in pension provision products

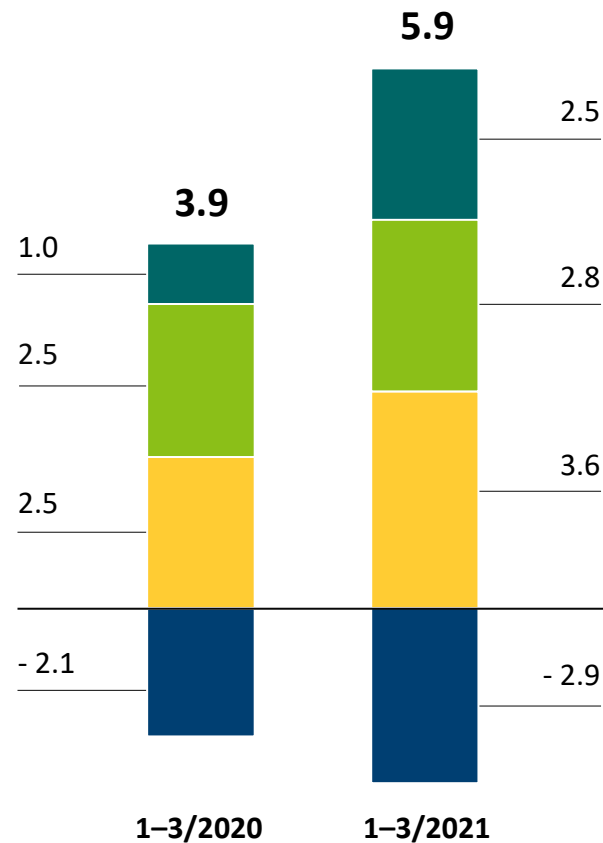
**Brokerage income in Jan. - March 2021 (Jan. - March 2020) by region**



**Composition of new business in Jan. - March 2021 (Jan. - March 2020)**

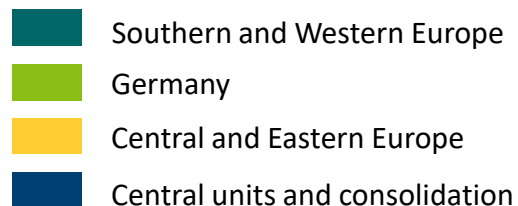


# Strong EBIT growth in the Group



(in € million, rounded on a segment basis)

- Group EBIT rose by 50.6% to €5.9 million
- EBIT growth in all operational segments
- Strongest absolute rise in EBIT in the Southern and Western Europe segment
- Central and Eastern Europe segment sees strong growth
- The Germany segment still has the highest EBIT margin
- Significantly improved Group EBIT margin of 7.5%





# Selected items of the consolidated income statement

	Jan. - March 2020	Jan. - March 2021	Change <sup>1)</sup>
Brokerage income	66.8	<b>78.7</b>	+ 17.7%
Brokerage expenses	- 43.5	- <b>52.7</b>	+ 21.1%
Other operating income	3.7	<b>2.0</b>	- 44.4%
Other operating expenses	- 11.5	- <b>10.0</b>	- 13.6%
Personnel expenses	- 9.8	- <b>10.3</b>	+ 5.7%
Depreciation and amortisation	- 1.8	- <b>1.8</b>	+ 3.9%
EBIT	3.9	<b>5.9</b>	+ 50.6%
Net financial income	-1.2	<b>0</b>	+ 97.4%
Taxes	- 0.3	- <b>1.2</b>	>+ 100%
<b>Consolidated net income after non-controlling interests</b>	2.4	<b>4.7</b>	+ 95.5%
<b>Earnings per share (in €)</b>	0.17	<b>0.33</b>	+ 95.5%

(in € million, rounded, unless stated otherwise)

<sup>1)</sup> Changes are determined as in the Annual Report (in € thousands)

## Q1 2021

- Dynamic start to the 2021 financial year achieved across Europe
- Rising profitability
- Expansion in the number of financial brokers and clients creates a key basis for future growth

## Outlook for 2021 as a whole

After the positive development in Q1/2021, the Executive Board is raising the annual forecast

- Brokerage income: substantial increase (previously: “slight increase”)
- Operating income (EBIT): substantial increase (previously: “expected to remain stable and in line with the 2020 financial year”)

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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.

**11 May 2021**

Results for the first quarter of 2021 and conference call

**9 June 2021**

2021 Annual General Meeting

**11 August 2021**

Results for the second quarter of 2021 and conference call

**9 November 2021**

Results for the third quarter of 2021 and conference call

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