



People create markets

Annual General Meeting of OVB Holding AG

Cologne, 9 June 2021
Mario Freis, CEO



2020 financial year – an overview

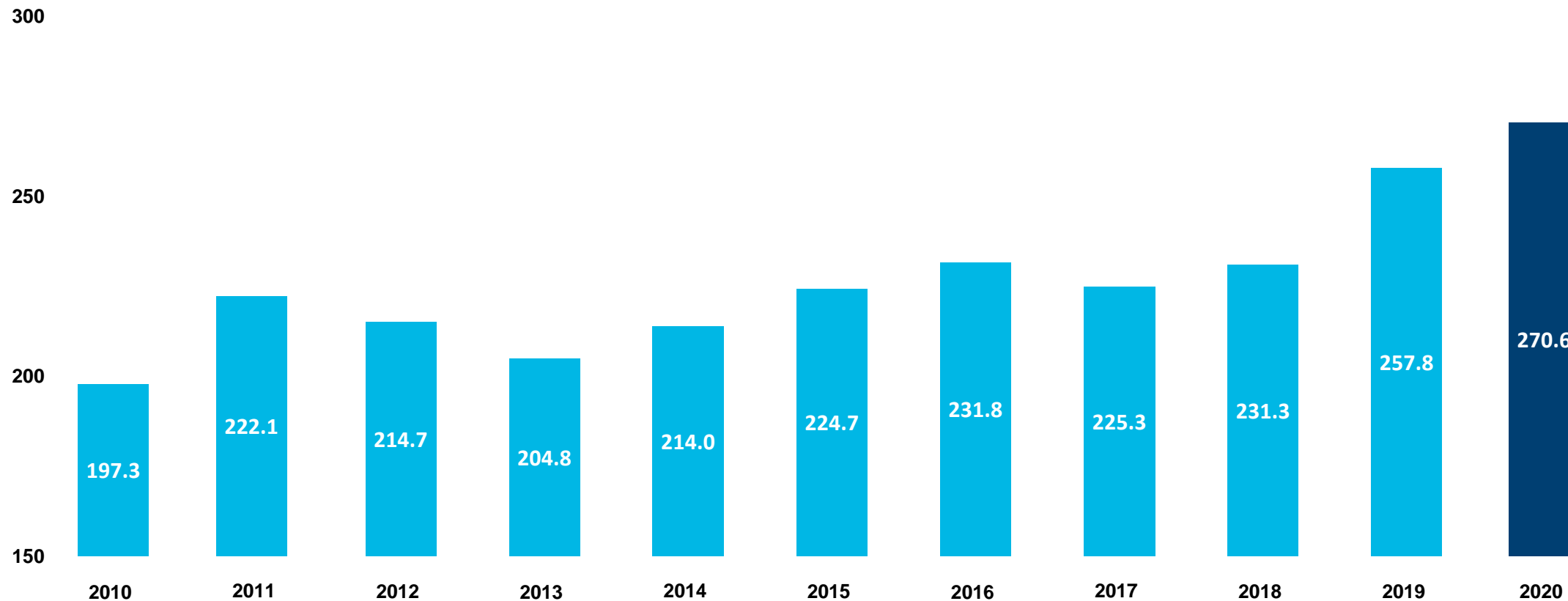


OVB in its 50th anniversary year: highest sales in the company's history

- 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	5,069	5,248	+ 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 %

Brokerage income, 2010 to 2020*

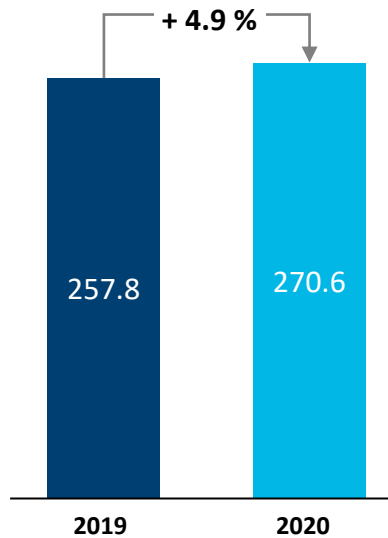


* in € million, rounded; previously total sales commissions

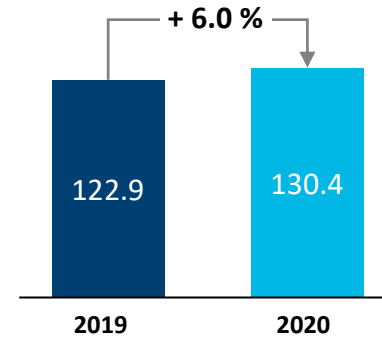
Consolidated sales hit historic high in 2020

- 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

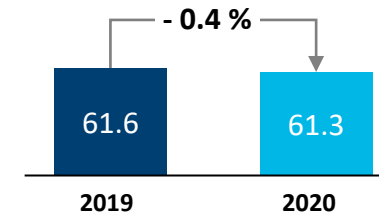
Group



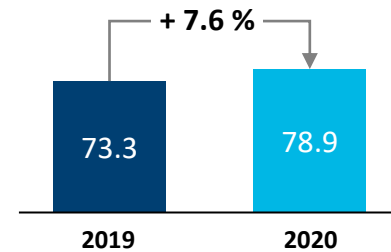
Central and Eastern Europe



Germany

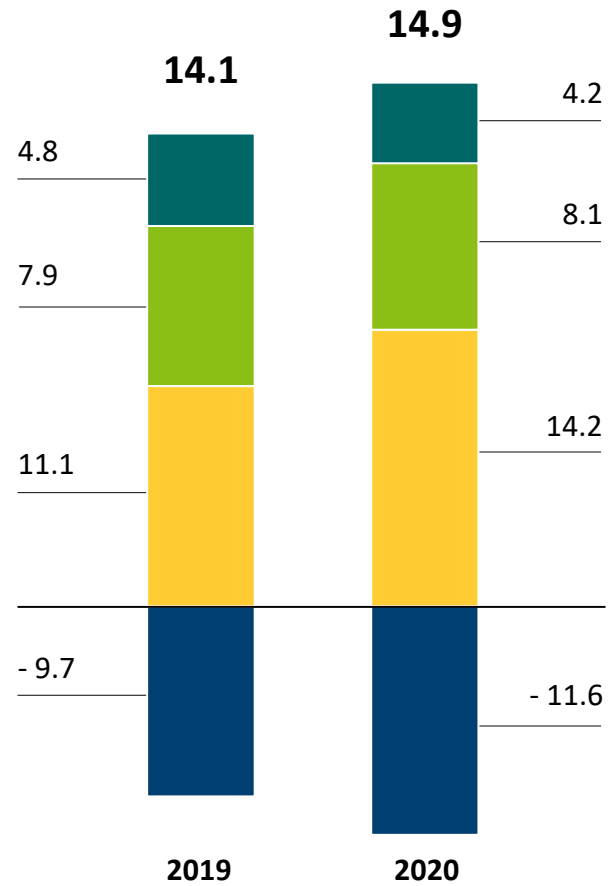


Southern and Western Europe



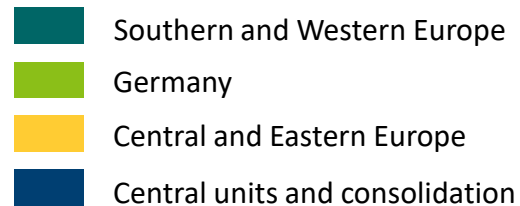
(in € million, rounded)

EBIT higher than forecast



(in € million, rounded)

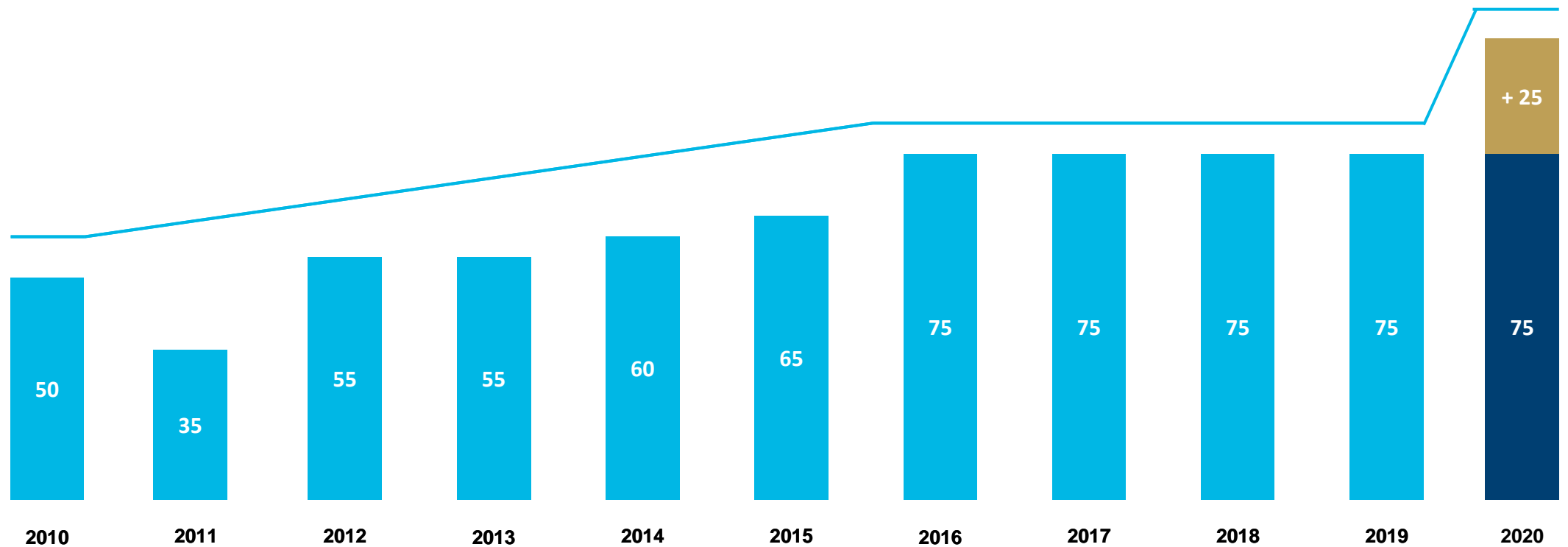
- Group EBIT essentially reflects good performance in the Central and Eastern Europe and Germany regions
- Development of EBIT in the Southern and Western Europe segment influenced by COVID-19 and digitization expenses




Dividend proposal for the 2020 financial year



Stable dividend of €0.75 plus €0.25 anniversary bonus



Dividend per share in euro cent

A woman with dark, wavy hair is sitting at a desk in a home office, smiling as she works on a black laptop. She is wearing a light blue cardigan over a white top and a gold watch. The desk is cluttered with papers, a keyboard, and a mouse. In the background, there are shelves with binders and books.

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



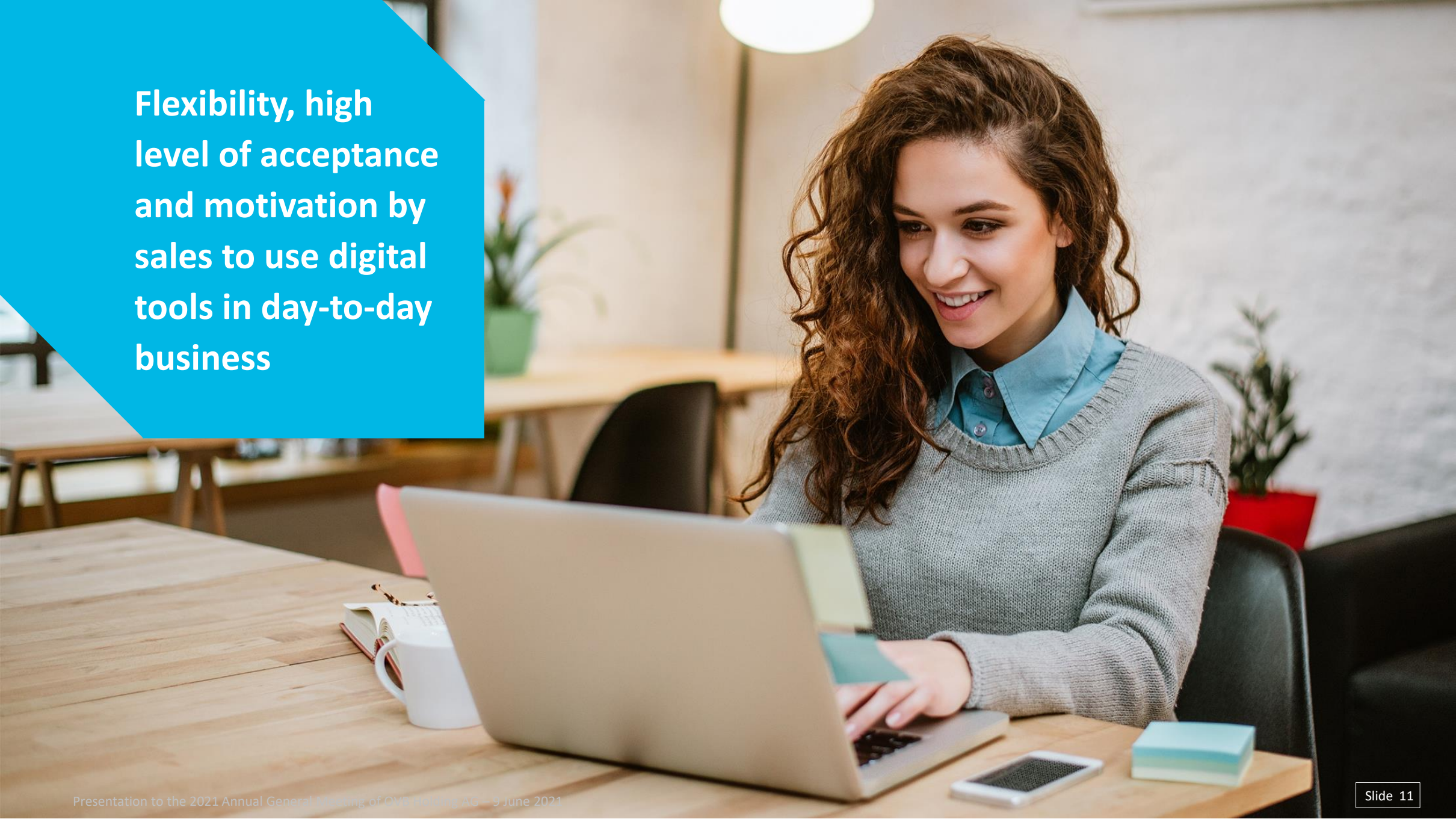
**Digital
consulting
solutions in
sales**





Digitization of education and training

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



A young man and woman are sitting on a grey couch, looking at a laptop. The woman has curly hair and is wearing a blue and white striped shirt. The man has a beard and is wearing a grey sweater. They are both smiling. A blue graphic overlay is on the right side of the image.

**Customers
open to
individual
online
consultations**

Exceptionally 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	4.01 million	+ 3.6%
Financial advisors	5,041	5,358	+ 6.3%
Brokerage income	€66.8 million	€78.7 million	+ 17.7%
Operating income (EBIT)	€3.9 million	€5.9 million	+ 50.6%
Consolidated net income after non-controlling interests	€2.4 million	€4.7 million	+ 95.5%
Earnings per share (basic)	€0.17	€0.33	+ 95.5%

Q1 2021

- Dynamic start to the 2021 financial year achieved across Europe
- Rising profitability
- Expansion in the number of financial advisors 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”)



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



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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.

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