



Conference Call

Interim report 1 January to 30 September 2021

Cologne, 9 November 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**



4.09 million clients



5,466 financial advisors



Over **100** product partners

Agenda



- 1** Overview of the first nine months of 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 as a whole
- 6** Disclaimer/financial calendar/contact

Overview of the first nine months of 2021



OVB continues positive business performance in third quarter of 2021 with dynamic growth in sales and earnings

- Ongoing increase in number of clients and financial advisors
- Brokerage income up significantly on previous year
- Group EBIT rises to €16.3 million

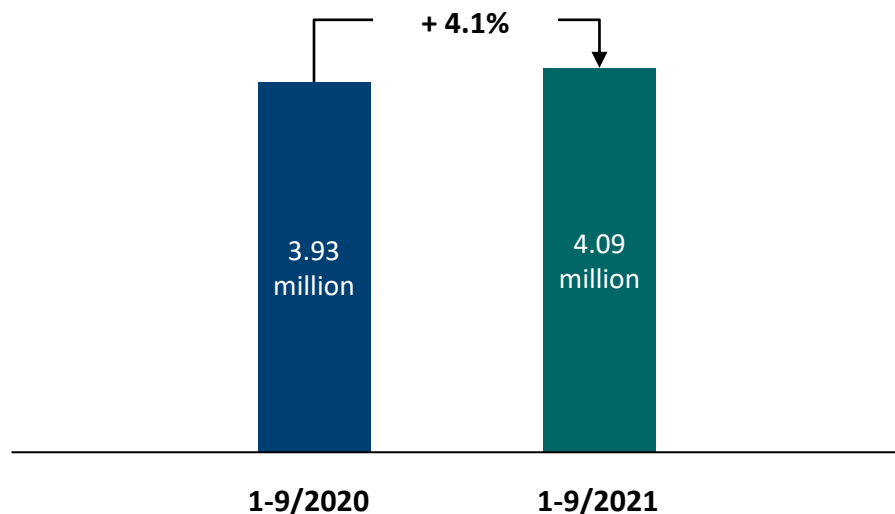
	1-9/2020	1-9/2021	Change
Clients	3.93 million	4.09 million	+ 4.1 %
Financial advisors	5,164	5,466	+ 5.8 %
Brokerage income	€ 195.2 million	€ 234.2 million	+ 20.0 %
Operating income (EBIT)	€ 11.1 million	€ 16.3 million	+ 46.8 %
Consolidated net income after non-controlling interests	€ 8.3 million	€ 12.3 million	+ 48.5 %
Earnings per share (undiluted)	€ 0.58	€ 0.86	+ 48.5 %

Ongoing increase in number of clients and financial advisors



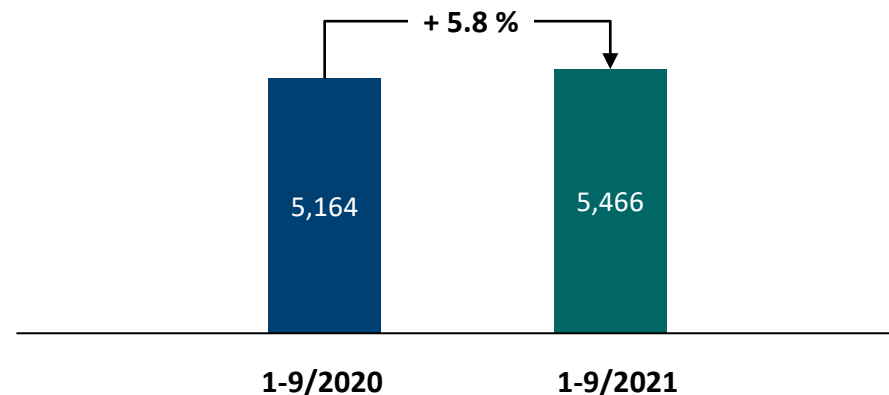
Clients

- Central and Eastern Europe: Increase at a high level (+ 4.2%*)
- Germany: Slight increase (+ 0.5%*)
- Southern and Western Europe: Significant growth (+ 7.4%*)



Financial advisors

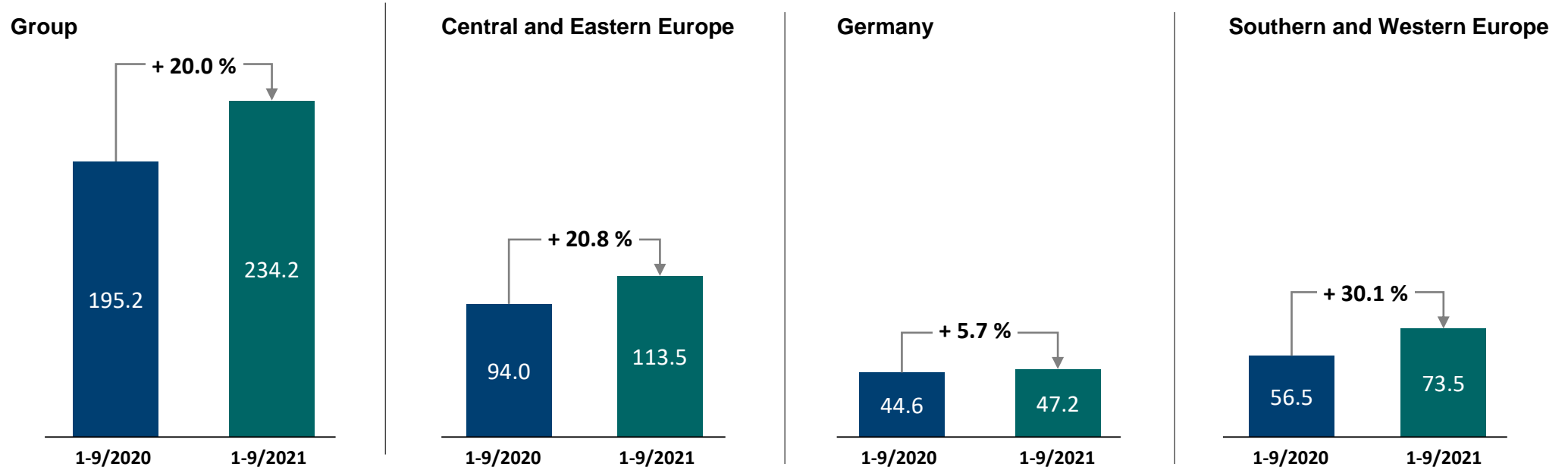
- Central and Eastern Europe: Steady expansion at high level (+ 4.8%*)
- Germany: Virtually stable year-on-year (- 0.6%*)
- Southern and Western Europe: Further significant rise (+ 18.7%*)



* 30 September 2021 compared to 30 September 2020

All regional segments contribute to dynamic sales growth

- Sales in the strongest segment, Central and Eastern Europe, climb by 20.8%
- Germany segment sales rise by 5.7% to €47.2 million
- Ongoing dynamic performance in Southern and Western Europe segment: Sales up 30.1%

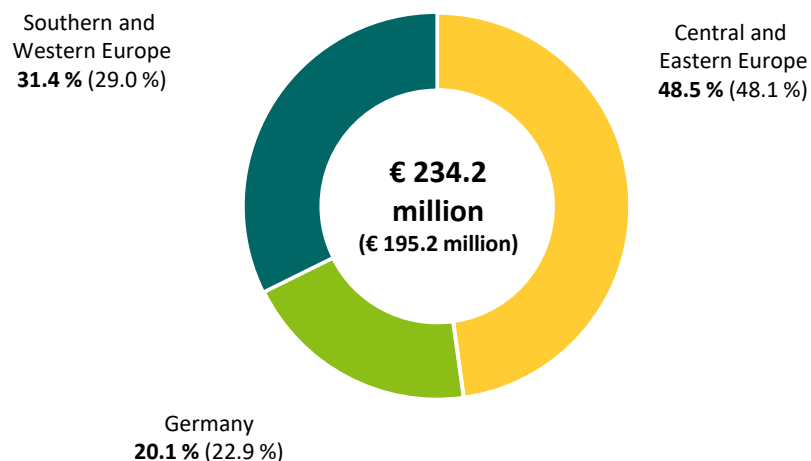


(in € million, rounded on a segment basis)

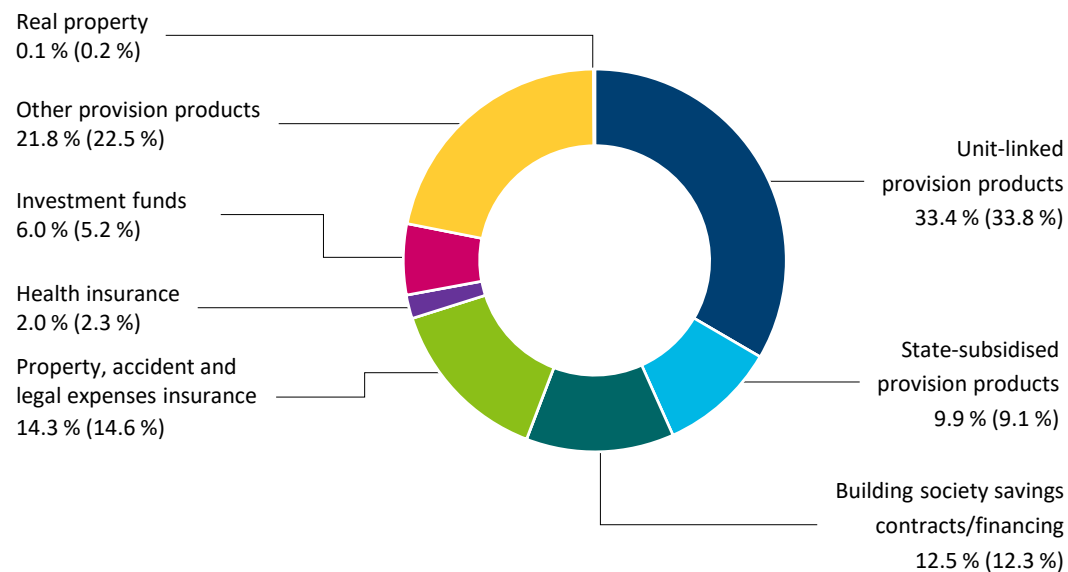
Internationality and one-stop finance

- Share of sales by region: Southern and Western Europe segment still gaining in significance
- One-stop finance portfolio: growing weighting of state-subsidised pension products and investment funds

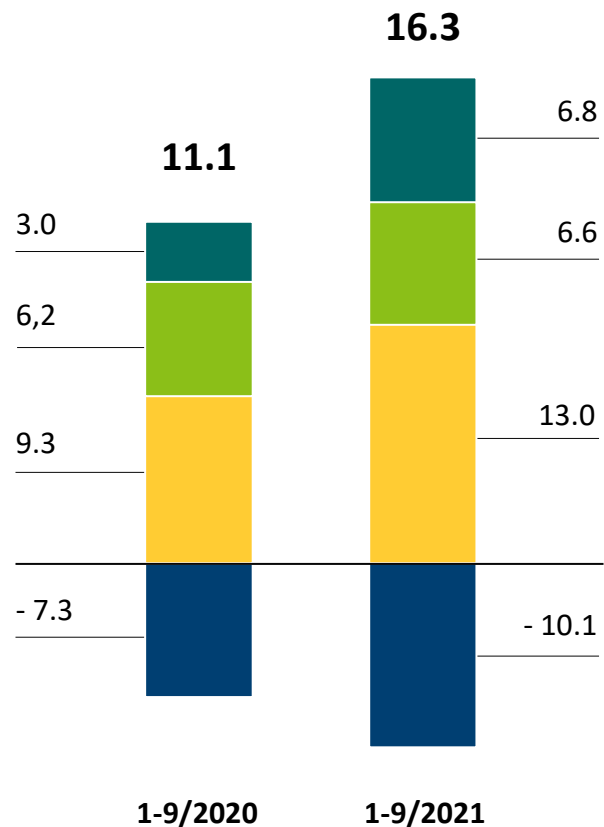
Brokerage income 1-9/2021 (1-9/2020) by region



Composition of new business 1-9/2021 (1-9/2020)

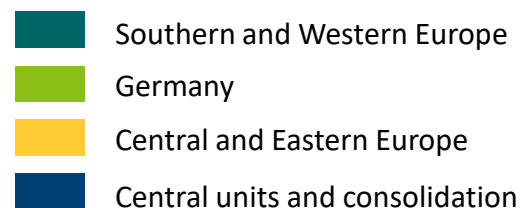


Strong year-on-year EBIT growth



(in € million, rounded)

- Group EBIT rises by 46.8% year-on-year to €16.3 million
- All operating segments contribute to earnings improvement
- Group EBIT margin rises to 7.0%



Selected items of the consolidated income statement

	1-9/2020	1-9/2021	Change ¹⁾
Brokerage income	195.2	234.2	+ 20.0 %
Brokerage expenses	- 130.0	- 157.2	+ 20.9 %
Other operating income	7.3	6.9	- 6.3 %
Other operating expenses	- 27.2	- 30.6	+ 12.3 %
Personnel expenses	- 29.0	- 31.3	+ 7.9 %
Depreciation and amortization	- 5.1	- 5.7	+ 11.2 %
Operating income (EBIT)	11.1	16.3	+ 46.8 %
Net financial income	- 0.4	0.2	n/a
Income taxes	- 2.2	- 4.2	+ 91.0 %
Consolidated net income after non-controlling interests	8.3	12.3	+ 48.5 %
Earnings per share (in €)	0.58	0.86	+ 48.5 %

(in € million, rounded, unless stated otherwise)

¹⁾ Changes are determined as in the Annual Report (in thousands)

Q3 2021

- Rising demand for consultancy across Europe
- Advancing digitalisation of business processes enhances efficiency of our sales activities
- OVB in the home straight of its “OVV Evolution 2022” strategy
- Robust increase in sales and higher profitability

Outlook for 2021 as a whole

Executive Board confirms forecast for year raised after six months

- Brokerage income: €300 to €310 million (2020: €270.6 million)
- EBIT: €19 to €22 million (2020: €14.9 million)

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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.

Financial Calendar 2022



23 March 2022	Publication of the Annual Financial Statements for 2021, Analyst Conference
11 May 2022	Results for the first quarter of 2022 and conference call
15 June 2022	Annual General Meeting 2022
10 August 2022	Results for the second quarter of 2022 and conference call
9 November 2022	Results for the third quarter 2022 and conference call

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