



Consolidated Financial Statements 2021 – Shaping the future together Analyst and Press Conference

Cologne, 23 March 2022
Mario Freis, CEO
Frank Burow, CFO
Thomas Hücker, COO



OVB at a glance



More than **50 years** of experience



Represented in **15 European countries**



4.1 million clients



5,600 financial advisors



Over **100** product partners



Y **United**
we help

- 1** 2021 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 2022
- 6** Final spurt of »OVV Evolution 2022«
- 7** Annex

2021 financial year – an overview



OVB achieves strong sales and earnings growth in 2021

- Brokerage income increases to new high of €320.7 million – all three regional segments contribute to the sales growth
- Significant increase in profitability: EBIT improves by 46.2% and reaches €21.8 million
- Further growth in clients and financial advisors
- Dividend proposal of €0.90

	2020	2021	Change
Clients	3.96 million	4.13 million	+ 4.3 %
Financial advisors	5,248	5,603	+ 6.8 %
Brokerage income	€270.6 million	€320.7 million	+ 18.5 %
EBIT	€14.9 million	€21.8 million	+ 46.2 %
Consolidated net income after non-controlling interests	€10.5 million	€15.7 million	+ 49.9 %
Earnings per share	€0.74	€1.10	+ 49.9 %
Dividend per share*	€0.75 + €0.25	€0.90	+ 20.0 %

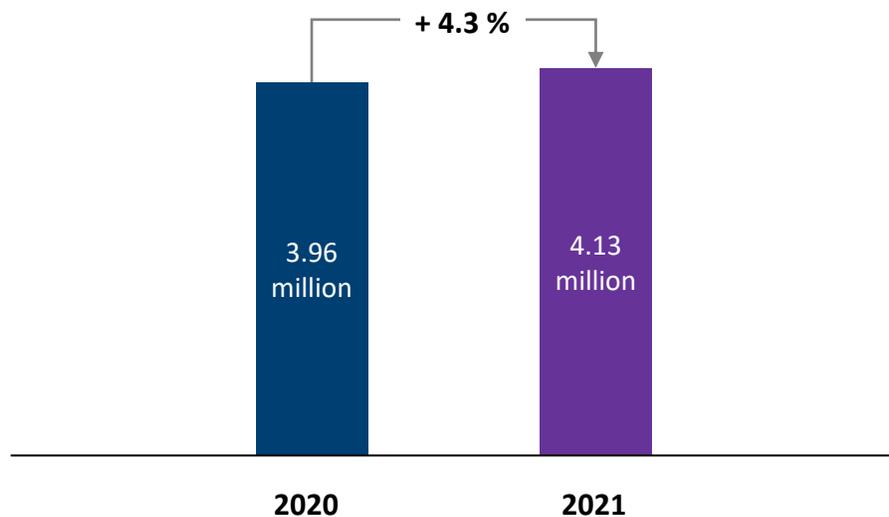
* proposal; change versus the ordinary dividend of €0.75 for 2020

Further growth in clients and financial advisors



Number of clients

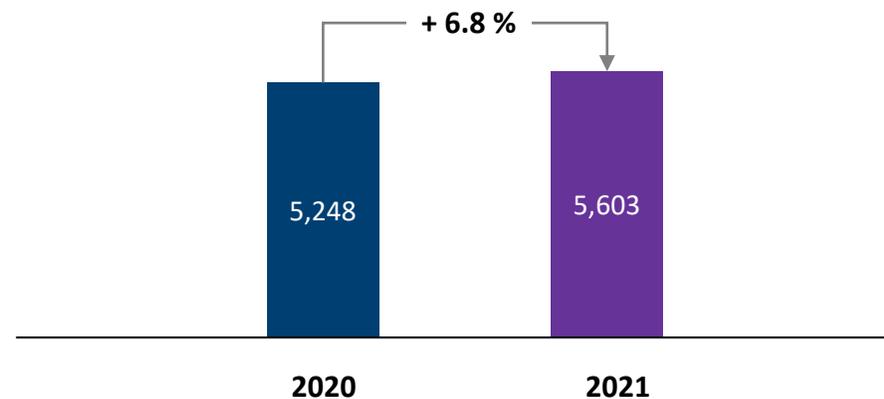
- Central and Eastern Europe: Significant increase (+ 4.4%*)
- Germany: Slight increase (+ 0.6%*)
- Southern and Western Europe: Significant increase (+ 7.3%*)



* year-on-year

Number of financial advisors

- Central and Eastern Europe: Significant increase (+ 6.7%*)
- Germany: Stable development (- 0.2%*)
- Southern and Western Europe: Sharp increase (+16.3%*)



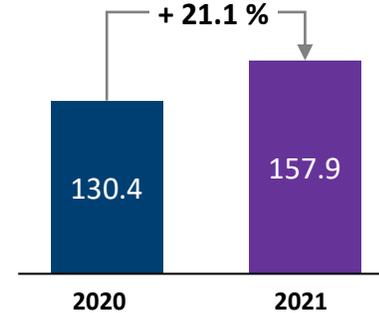
Brokerage income reaches new all-time high in 2021

- Growth of 21.1% in the Central and Eastern Europe segment
- Increase of 5.1% in the Germany segment
- Southern and Western Europe segment climbs by 24.7%

Group



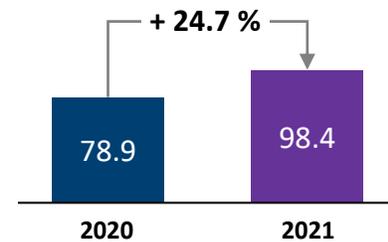
Central and Eastern Europe



Germany



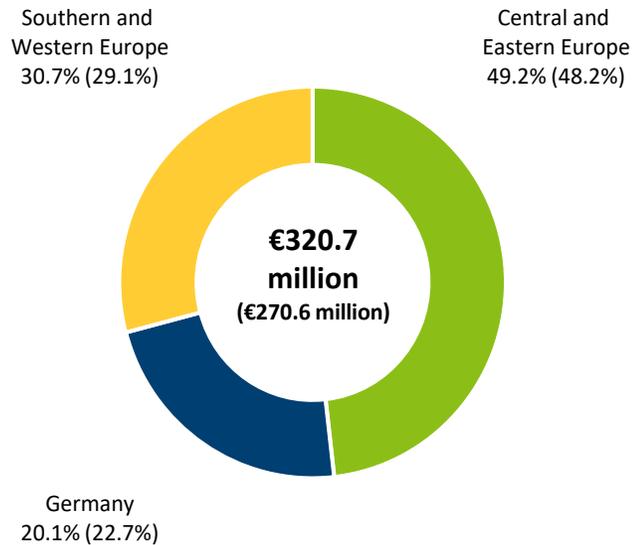
Southern and Western Europe



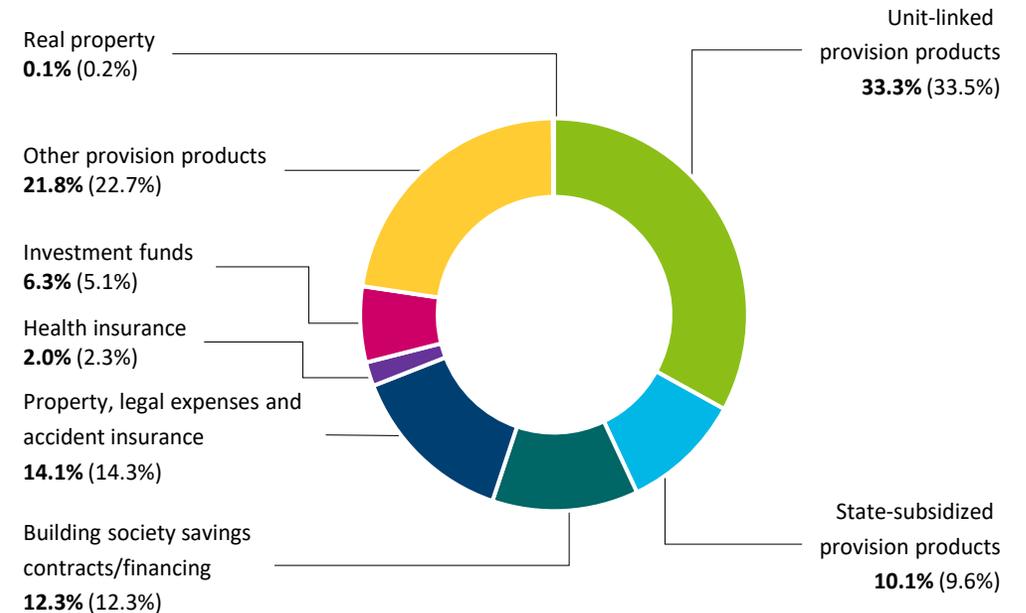
(in € million, rounded)

Product and regional diversification as basis for stable growth

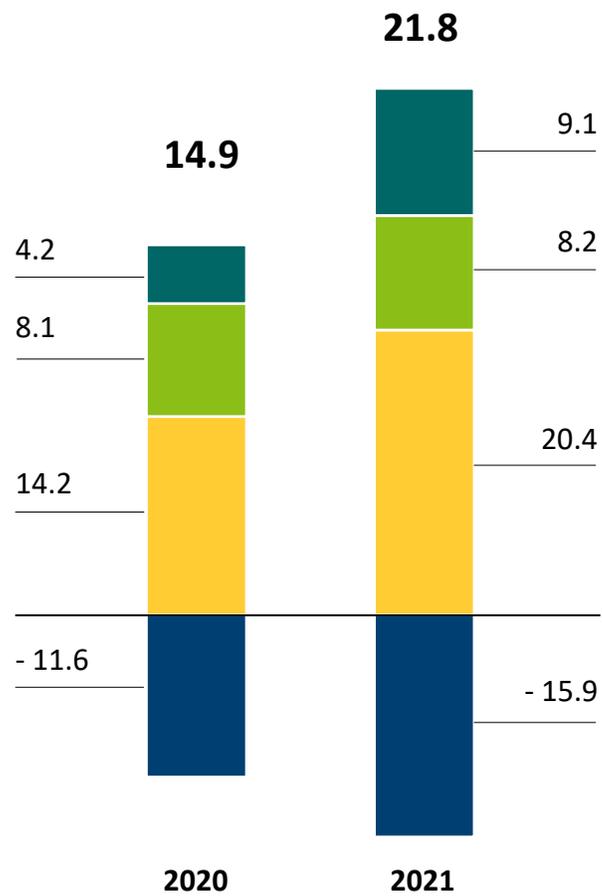
Brokerage income by region 2021 (2020)



Composition of new business in 2021 (2020)

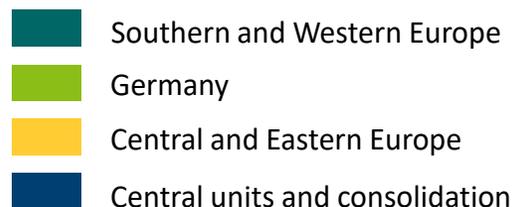


Strong EBIT growth



(in € million, rounded)

- Dynamic EBIT growth of 43.4% in the Central and Eastern Europe region
- Increase of 117.1% in the Southern and Western Europe region is more than a doubling
- Growth in business volume, digitalisation and COVID-19 measures result in increase in loss of the central units



Selected items of the consolidated income statement

	2020	2021	Change ¹⁾
Brokerage income	270.6	320.7	+ 18.5 %
Brokerage expenses	- 181.5	- 215.5	+ 18.8 %
Gross profit	89.1	105.2	+ 18.1 %
Other operating income	10.2	11.0	+ 7.9 %
Other operating expenses	- 38.1	- 44.4	+ 16.3 %
Personnel expenses	- 39.3	- 42.3	+ 7.7 %
Depreciation and amortisation	- 6.9	- 7.7	+ 11.3 %
EBIT	14.9	21.8	+ 46.2 %
Net financial income	- 0.2	+ 0.4	+ 287.1 %
Income taxes	- 4.0	- 6.5	+ 63.3 %
Consolidated net income after non-controlling interests	10.5	15.7	+ 49.9 %
Earnings per share (in €)	0.74	1.10	+ 49.9 %

(in € million, rounded)

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

Review of 2021

- New high in brokerage income
- Significant increase in profitability
- High customer acceptance of individual online consulting
- Advancing digitalisation of business processes enhances efficiency of our sales activities

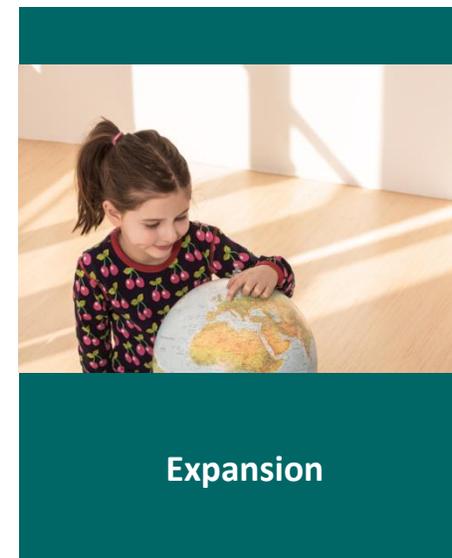
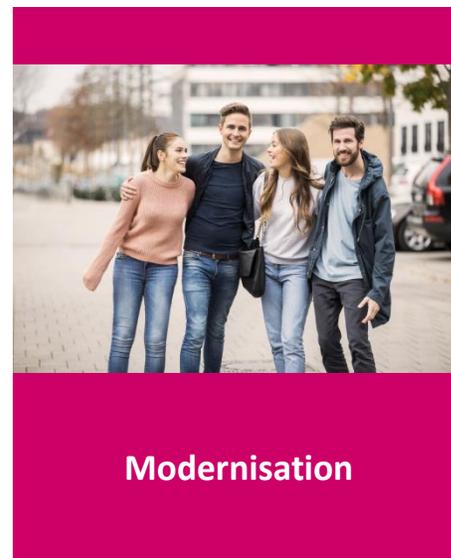
Outlook for 2022 as a whole

- OVB again expects to generate growth in all segments in 2022
- OVB anticipates Group brokerage income of between €315 million and €330 million in the 2022 financial year
- Operating income is expected to increase to between €22 million and €25 million
- There are increasing uncertainties over macroeconomic developments
- Economic effects of the war in Ukraine cannot be estimated yet



**Final spurt of
»OVB Evolution 2022«**

Final spurt of »OVB Evolution 2022« – Focuses





Another attractive
expansion target in
sight for 2022

OVB is currently laying the groundwork to enter the Slovenian market



Market data



OVB at a glance



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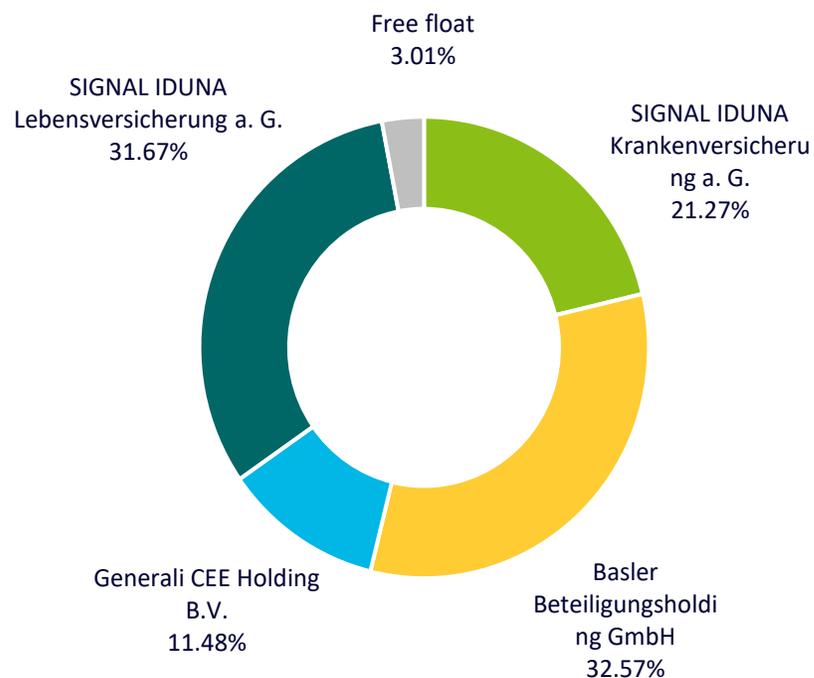
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Current shareholder structure



Share data 2021

WKN / ISIN Code	628656 / DE0006286560
Stock market code	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
Xetra prices (closing)	
End of previous year	€18.00 (30 December 2020)
High	€27.00 (8 June 2021)
Low	€17.60 (23 February 2021)
Most recent	€25.00 (30 December 2021)
Market capitalisation	€356 million (30 December 2021)

23 March 2022

Publication of the Annual Financial Statements for 2021, Press and Analyst Conference

11 May 2022

Results for the first quarter of 2022 and conference call

15 July 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

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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