

»Shaping the future together«
Annual General Meeting of OVB Holding AG 2022



Cologne, 15 June 2022 Mario Freis, CEO



## 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

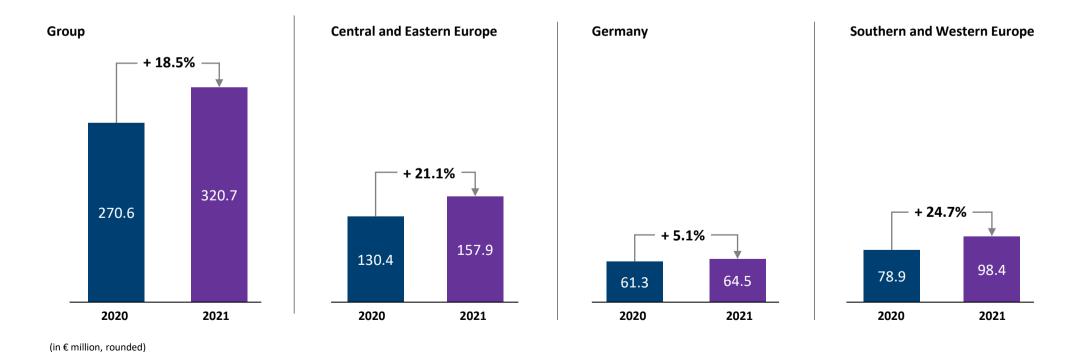
2020	2021	Change
3.96 million	4.13 million	+ 4.3%
5,248	5,603	+ 6.8%
€270.6 million	€320.7 million	+ 18.5%
€14.9 million	€21.8 million	+ 46.2%
€10.5 million	€15.7 million	+ 49.9%
€0.74	€1.10	+ 49.9%
€0.75 + €0.25	€0.90	+ 20.0%
	3.96 million 5,248 €270.6 million €14.9 million €10.5 million	3.96 million  5,248  5,603  €270.6 million  €14.9 million  €10.5 million  €0.74  €1.10

<sup>\*</sup> Proposal; change versus the ordinary dividend of €0.75 for 2020

# Brokerage income reaches new all-time high in 2021



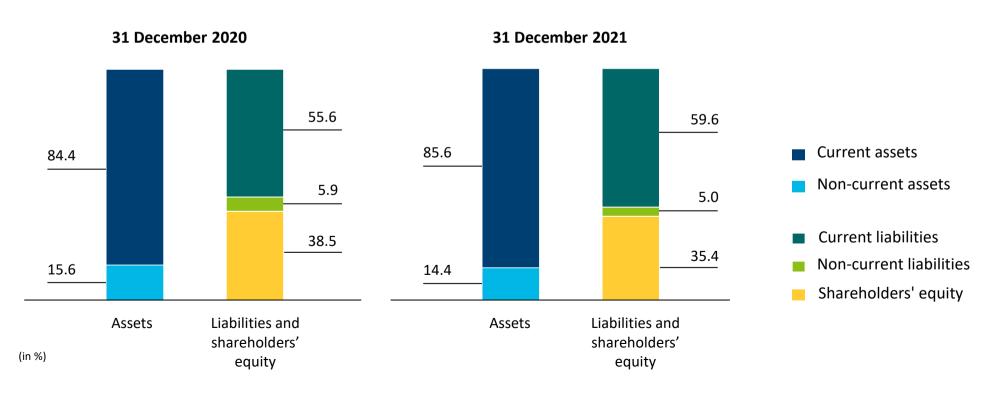
- Growth of 21.1% in the Central and Eastern Europe segment
- Increase of 5.1% in the Germany segment
- Southern and Western Europe segment climbs by 24.7%



# Solid balance sheet and financial strength



- Equity ratio of 35.4%
- Return on equity of 17.2%



## Overview of Q1 2022



## OVB continues to grow at a high level in 2022

- Further expansion in the number of financial advisors and clients
- Significant increase in brokerage income to €84.2 million
- EBIT rises further to €6.0 million
- Net financial income and income tax expenses burden consolidated net income

	Q1/2021	Q1/2022	Change
Clients	4.01 million	4.18 million	+ 4.2%
Financial advisors	5,358	5,613	+ 4.8%
Brokerage income	€78.7 million	€84.2 million	+ 7.0%
Operating income (EBIT)	€5.9 million	€6.0 million	+ 1.8%
Consolidated net income after non-controlling interests	€4.7 million	€3.4 million	- 26.2%
Earnings per share (basic)	€0.33	€0.24	- 26.2%

# **Summary and outlook for 2022**



## Q1 2022

- Increasing challenges due to the ongoing pandemic and the war in Ukraine
- After very dynamic growth, OVB got off to a good start in 2022
- Strong performance from the Central and Eastern Europe and Southern and Western Europe segments

### Outlook for 2022 as a whole

Despite increasing risks and uncertainties, the Executive Board confirms its outlook for 2022:

- Brokerage income: in a range between €315 million and € 330 million
- Operating result (EBIT) between €22 million and € 25 million

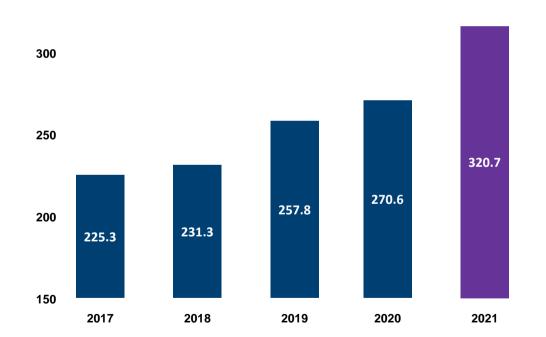


# "OVB Evolution 2022" strategy period



#### Change in brokerage income, 2017 to 2021

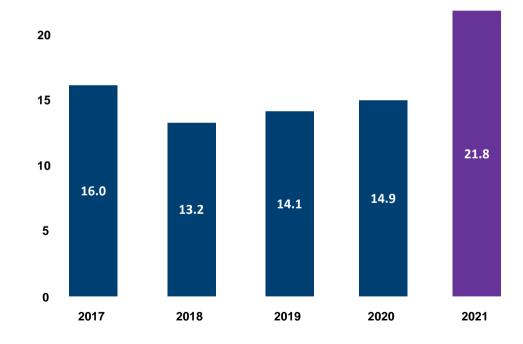
#### 350



#### (in € million, rounded; previously total sales commissions)

### Change in operating income (EBIT), 2017 to 2021

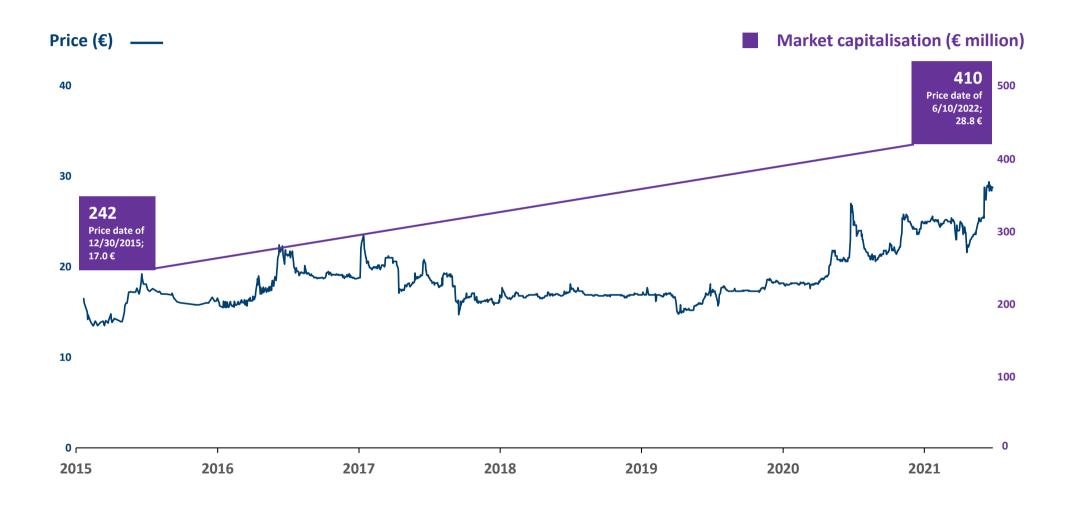




(in € million, rounded)

# OVB Holding AG share price performance (Xetra) and market capitalisation





# **OVB Europe**







# OVB is currently laying the groundwork to enter the Slovenian market







# **OVB** at a glance



More than **50 years** of experience



Represented in 15 European countries



**4.18** million clients



**5,613** financial advisors



Over **100** product partners



## Disclaimer



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.

## **Contact**



# **OVB Holding AG**

Heumarkt 1 50667 Cologne Germany

www.ovb.eu

Jürgen Kotulla

**Chief Marketing Officer** 

Tel.: +49 (0) 221 - 2015 - 233

Fax: +49 (0) 221 - 2015 - 224

E-mail: jkotulla@ovb.de

Brigitte Bonifer

**Director Investor Relations** 

Tel.: +49 (0) 221 - 2015 – 288

Fax: +49 (0) 221 - 2015 - 325

E-mail: bbonifer@ovb.de

