



Conference Call

Consolidated interim report Q1 2023

Cologne, 9 May 2023
Mario Freis, CEO
Frank Burow, CFO
Heinrich Fritzlär, COO



OVB at a glance



More than **50 years'** experience



Operating in **16 countries** throughout Europe



4.27 million clients



5,785 financial advisors



Over **100** product partners

- 1** Overview of Q1 2023
- 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 2023
- 6** Disclaimer/financial calendar/contact

OVB posts further growth in number of clients and financial advisors

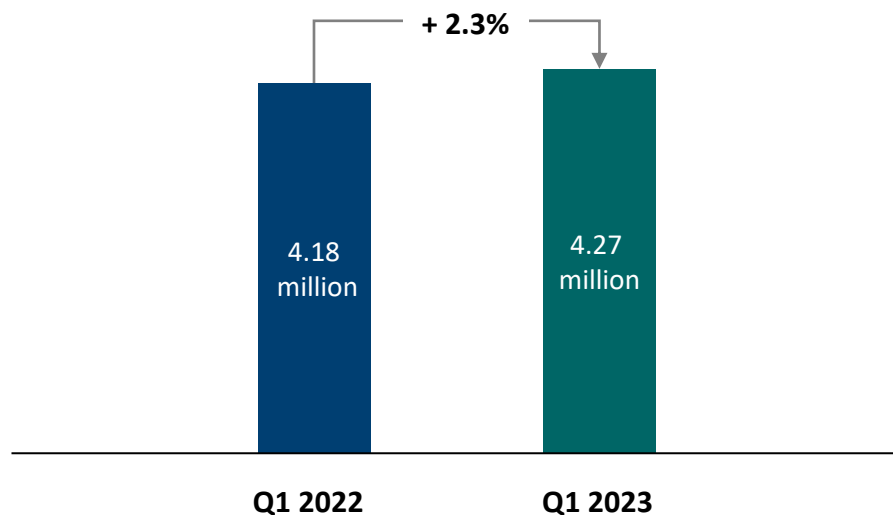
- Client base increases by 2.3%
- Number of financial advisors up 3.1%
- Brokerage income in Q1 2023 in line with planning at €83.4 million and thus almost at previous year's level

	Q1/2022	Q1/2023	Change
Clients	4.18 million	4.27 million	+ 2.3%
Financial advisors	5,613	5,785	+ 3.1%
Brokerage income	€84.2 million	€83.4 million	- 1.0%
Operating income (EBIT)	€6.0 million	€3.1 million	- 48.5%
Consolidated net income after non-controlling interests	€3.4 million	€2.3 million	- 31.9%
Earnings per share	€0.24	€0.16	- 31.9%

Number of clients and financial advisors increases further

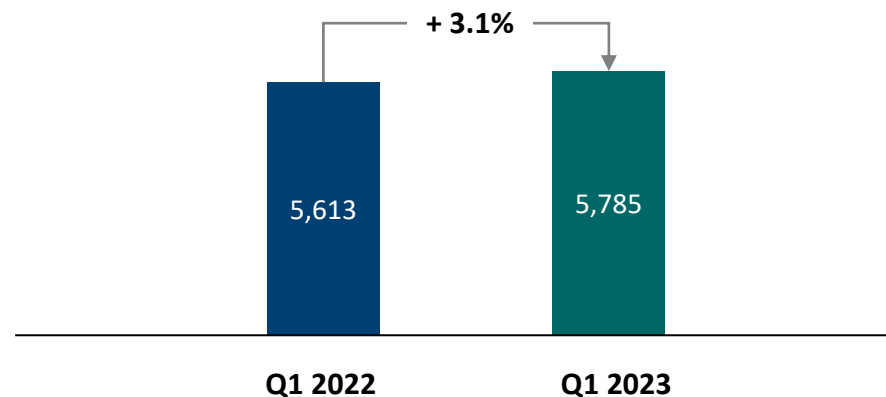
Number of clients

- Central and Eastern Europe: Slight growth (+ 2.1%)
- Germany: Stable year-on-year (- 0.2%)
- Southern and Western Europe: Strong growth (+ 5.1%)



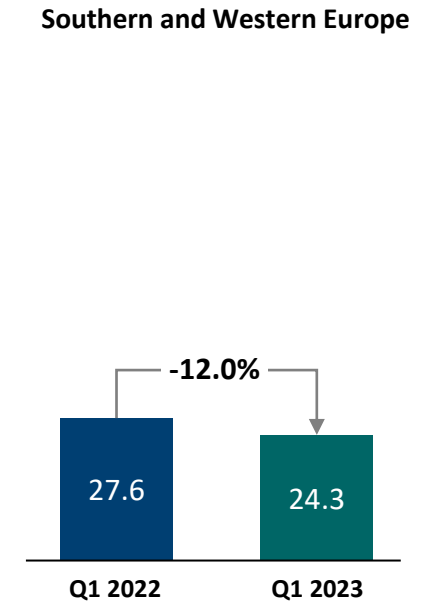
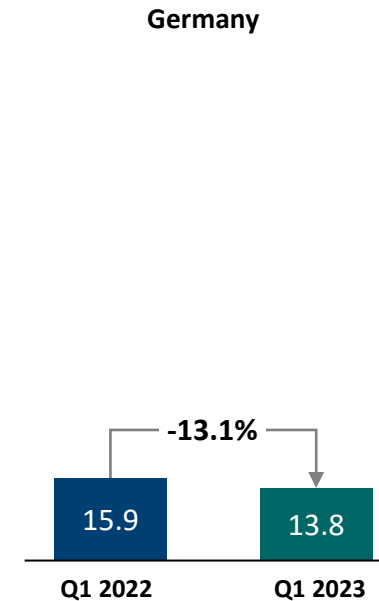
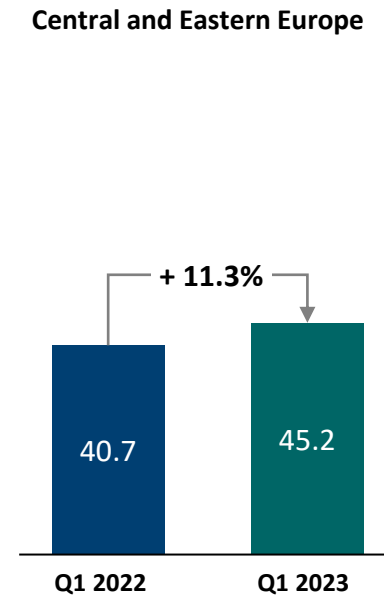
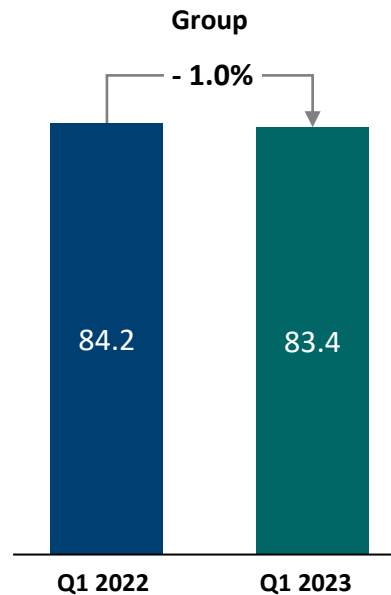
Number of financial advisors

- Central and Eastern Europe: Strong growth (+ 7.3%)
- Germany: Moderate decrease (- 3.5 %)
- Southern and Western Europe: Slight decrease (- 2.5 %)



Brokerage income decreases slightly in first quarter of 2023

- Slight decline in brokerage income of 1.0% to €83.4 million
- Growth of 11.3% to €45.2 million in Central and Eastern Europe segment
- Decline in Germany segment and in Southern and Western Europe segment



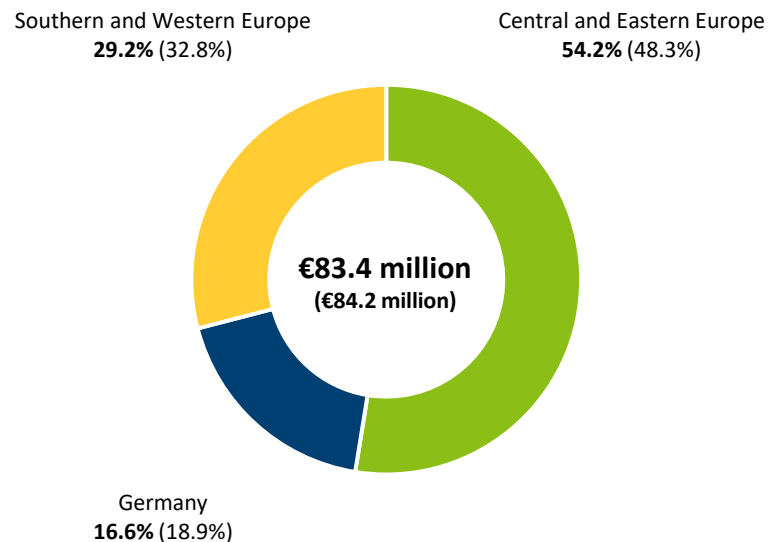
(in € million, rounded)

Pan-European positioning with broad product portfolio



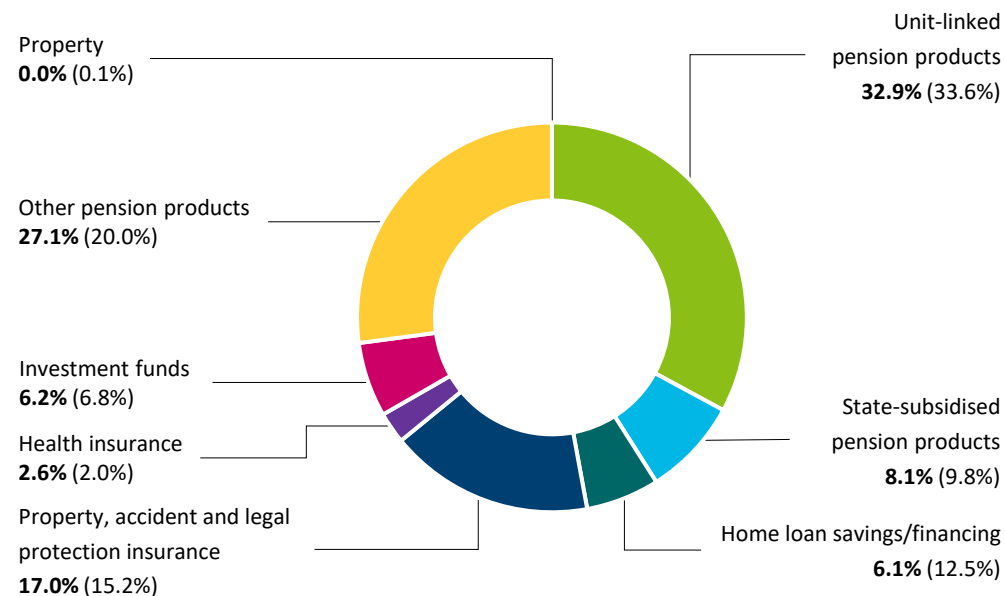
- Sales by region: Central and Eastern Europe segment's share increases to 54.2%
- »Allfinanz« portfolio: decline in financing due to rising interest rates; significant shift towards other pension products

Brokerage income 1-3/2023 (1-3/2022) by region

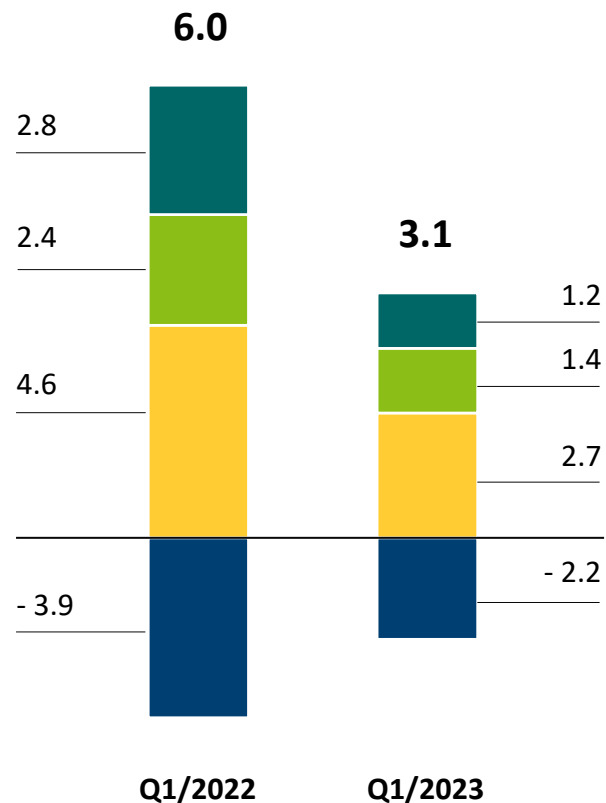


(Percentages calculated on basis of thousands of euros)

Composition of new business 1-3/2023 (1-3/2022)

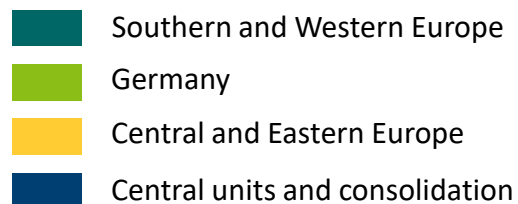


Operating income by segment



(in € million, rounded)

- Operating income (EBIT) affected on the cost side by targeted workforce expansion and mainly inflation-driven rise in expenses due to salary adjustments and event costs
- Successful reduction in negative operating income of the central units



Selected items of the consolidated income statement

	1-3/2022	1-3/2023	Change ¹⁾
Brokerage income	84.2	83.4	- 1.0%
Brokerage expenses	- 55.7	- 55.3	-0.6%
Gross profit	28.6	28.1	- 1.6%
Other operating income	3.3	4.2	+ 26.6%
Other operating expenses	- 12.4	- 14.9	+ 20.0%
Personnel expenses	- 11.4	- 12.3	+ 8.3%
Depreciation and amortisation	- 2.1	- 2.0	- 4.0%
EBIT	6.0	3.1	- 48.5%
Net financial income/expenses	-0.8	0.5	< - 100%
Income tax	- 1.8	- 1.1	- 35.7%
Consolidated net income after non-controlling interests	3.4	2.3	- 31.9%
Earnings per share (in euros)	0.24	0.16	- 31.9%

(in € million, rounded)

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

Q1 2023

- First quarter developed in line with planning overall despite demanding market environment
- Number of clients and financial advisors increases further
- Brokerage income temporarily down slightly - demand for financing lower
- Operating income negatively impacted by inflation-driven cost increases

Outlook for 2023 as a whole

- Despite the market environment dominated by political and economic uncertainties, OVB is optimistic for the 2023 financial year
- To take account of the continuing uncertainties over macroeconomic developments, OVB is anticipating brokerage income in a range between €325 million and €350 million and operating income of between €16 million and €19 million in the Group for the 2023 financial year

- 1 Overview of Q1 2023
- 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 2023
- 6 Disclaimer/financial calendar/contact**

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.

9 May 2023

Results for Q1 2023 and conference call

14 June 2023

2023 Annual General Meeting

11 August 2023

Results for Q2 2023 and conference call

8 November 2023

Results for Q3 2023 und conference call

OVV Holding AG

Heumarkt 1
50667 Cologne
Germany

www.ovv.eu

Jürgen Kotulla
Chief Marketing Officer

Tel.: +49 (0) 221 - 2015 - 233
Fax: +49 (0) 221 - 2015 - 224
E-mail: jkotulla@ovv.de

Brigitte Bonifer
Director Investor Relations

Tel.: +49 (0) 221 - 2015 – 288
Fax: +49 (0) 221 - 2015 – 325
E-mail: bbonifer@ovv.de