



2023 consolidated financial statements – analyst conference

Cologne, 21 March 2024

Mario Freis, CEO

Frank Burow, CFO

Heinrich Fritzlar, COO



OVB at a glance



More than 50 years' experience



Operating in 16 countries throughout Europe



4.50 million clients



5,892 financial advisors



Over 100 product partners

- 1** 2023 financial year – an overview
- 2** Development of clients and financial advisors
- 3** Brokerage income, international diversification and “allfinanz”
- 4** Financial information in detail
- 5** Summary of 2023 and outlook for 2024
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2023 financial year – an overview

OVB sets new sales record in the 2023 financial year

- Brokerage income up significantly by 6.7% at €354.3 million
- EBIT on target at €17.8 million
- Earnings per share at previous year's level
- Further growth in the number of clients and financial advisors
- Dividend proposal of €0.90 per share unchanged from the previous year

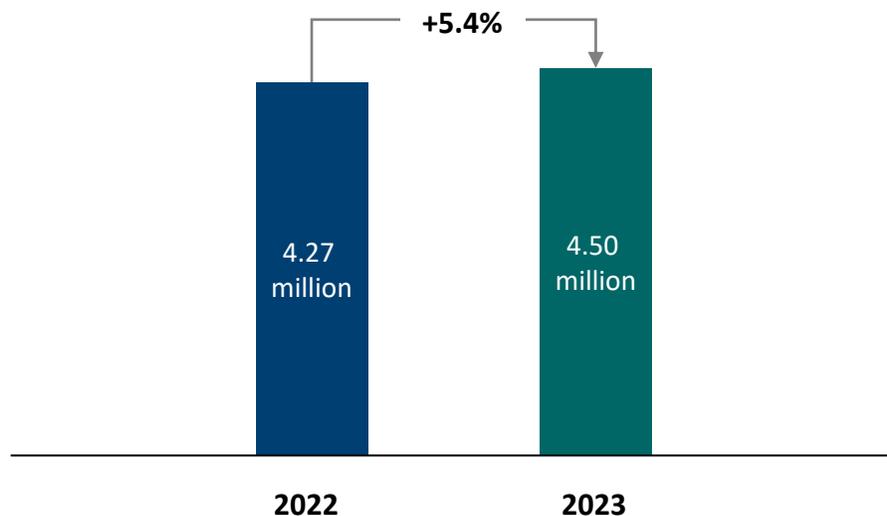
	2022	2023	Change
Clients	4.27 million	4.50 million	+5.4%
Financial advisors	5,772	5,892	+2.1%
Brokerage income	€331.9 million	€354.3 million	+6.7%
EBIT	€22.0 million	€17.8 million	-19.0%
Consolidated net income after non-controlling interests	€14.7 million	€14.3 million	-2.4%
Earnings per share	€1.03	€1.00	-2.4%
Dividend per share	€0.90	€0.90*	±0.0%

* Proposed for 2023

Increase in the number of clients and financial advisors

Number of clients

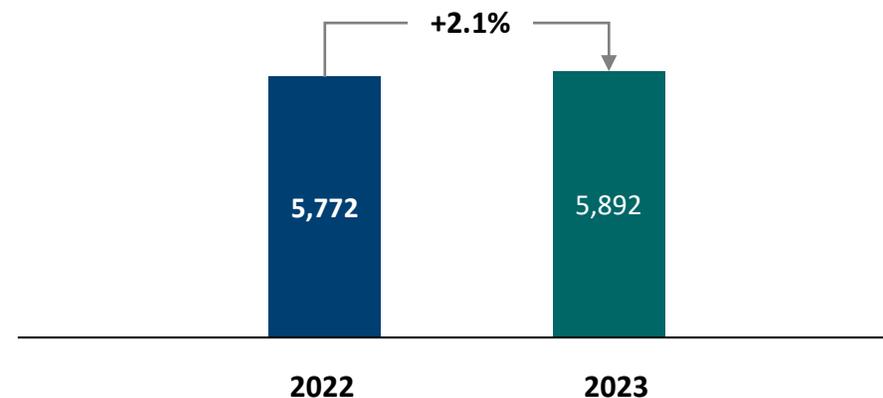
- Central and Eastern Europe: Significant growth (+6.7%*)
- Germany: Almost at the previous year's level (-0.5%*)
- Southern and Western Europe: Significant growth (+5.5%*)



* year-on-year

Number of financial advisors

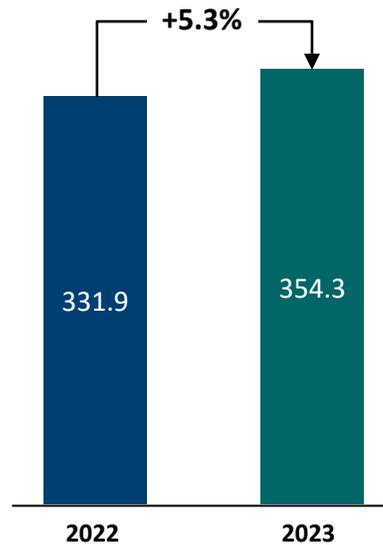
- Central and Eastern Europe: Significant growth (+6.8%*)
- Germany: Noticeable decline (-8.1%*)
- Southern and Western Europe: Slight decline (-1.4%*)



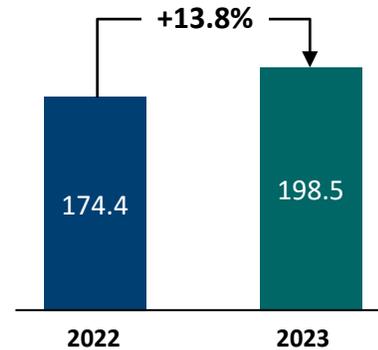
Brokerage income reaches new high in 2023

- Strong growth of 13.8% in the Central and Eastern Europe segment
- Market-related decline in the German segment
- Slight growth in Southern and Western Europe

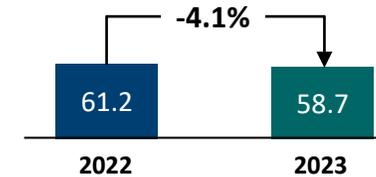
Group



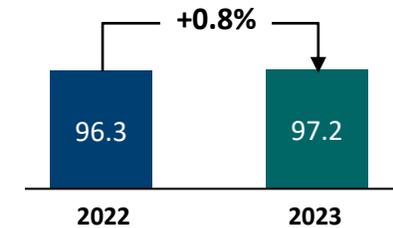
Central and Eastern Europe



Germany



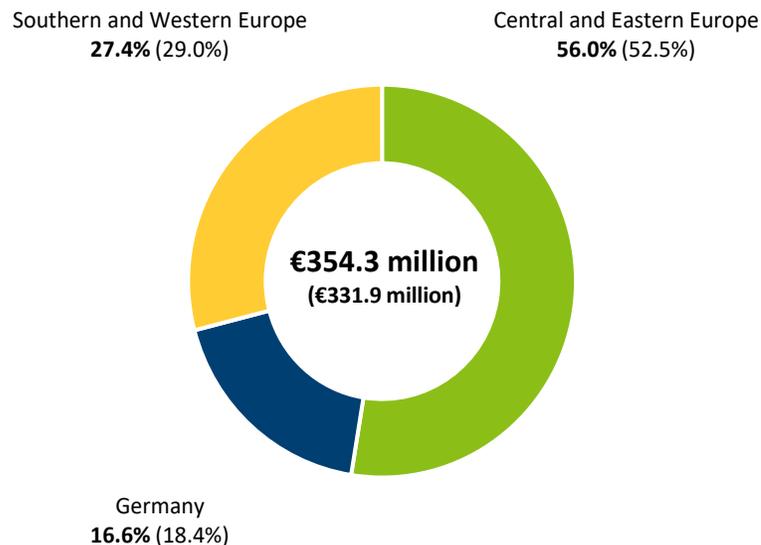
Southern and Western Europe



Broad product portfolio and pan-European positioning

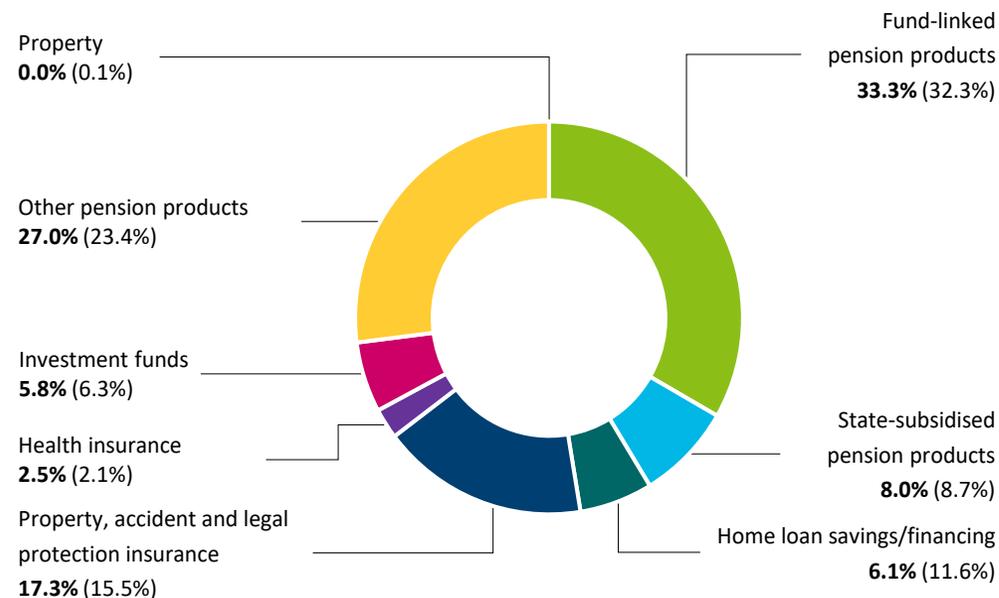
- Sales by region: Central and Eastern Europe segment's share increases to 56.0%
- "Allfinanz" portfolio: Focus on financial products based on tangible assets and products covering biometric risks

Brokerage income in 2023 (2022) by region

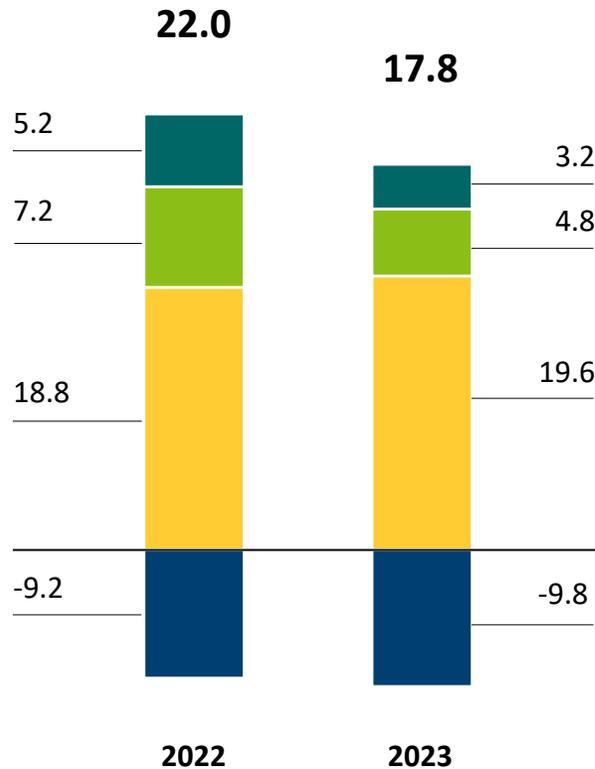


(Percentages calculated on basis of thousands of euros)

Composition of new business in 2023 (2022)

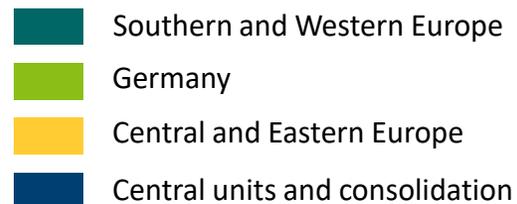


Operating income by segment



(in € million, rounded)

- EBIT impacted by inflation-related cost increases
- EBIT development in the Germany segment also influenced by investments in digitalisation
- EBIT in the Southern and Western Europe segment characterised by higher personnel expenses and investments in sales expansion



Selected items of the consolidated income statement

	2022	2023	Change ¹
Brokerage income	331.9	354.3	+6.7%
Brokerage expenses	-218.3	-235.8	+8.1%
Gross profit	113.7	118.5	+4.2%
Other operating income	15.0	13.3	-11.1%
Other operating expenses	-52.6	-55.6	+5.8%
Personnel expenses	-45.6	-50.1	+10.0%
Depreciation and amortisation	-8.5	-8.2	-2.9%
EBIT (operating income)	22.0	17.8	-19.0%
Net financial income/expenses	-0.6	3.1	>+100%
Income tax	-6.4	-6.2	-2.6%
Consolidated net income after non-controlling interests	14.7	14.3	-2.4%
Earnings per share (in euros)	1.03	1.00	-2.4%

(in € million, rounded)

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

Review of 2023

- New high for brokerage income
- Growth momentum increases significantly
- Implementation of the new corporate strategy “OVV Excellence 2027” has been launched

Outlook for 2024 as a whole

- The Executive Board of OVV Holding AG expects that the overall positive trend in sales performance will continue
- In order to take into account the current uncertainties in the macroeconomic development, OVV is forecasting brokerage income for the Group in the range of €360 to €385 million and an operating income of between €17 and €20 million for the 2024 financial year

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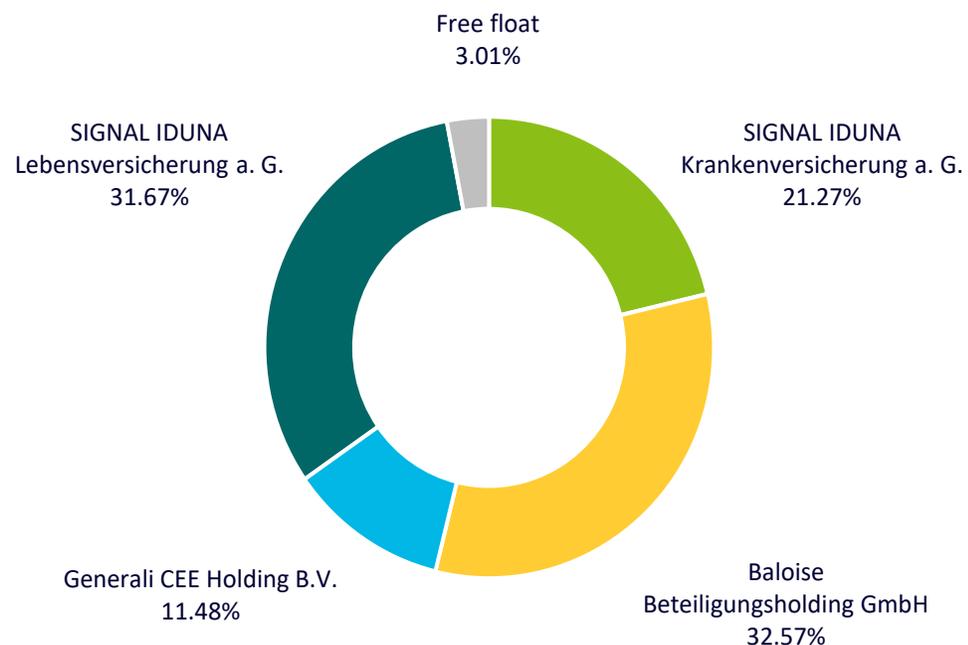
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Current shareholder structure



Share data 2023

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	€22.00 (30 December 2022)
High	€25.40 (11 May 2023)
Low	€17.00 (7 December 2023)
Most recent	€18.80 (29 December 2023)
Market capitalisation	€268 million (29 December 2023)

21 March 2024

Publication of the 2023 annual financial statements, analyst conference

8 May 2024

Results for Q1 2024 and conference call

12 June 2024

Annual General Meeting 2024

13 August 2024

Results for Q2 2024 and conference call

7 November 2024

Results for Q3 2024 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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