



Conference call

Consolidated interim report on Q1 2024

Cologne, 8 May 2024

Mario Freis, CEO

Frank Burow, CFO

Heinrich Fritzlär, COO



OVB at a glance



More than **50 years'** experience



Operating in **16 countries** throughout Europe



4.55 million clients



5,939 financial advisors



Over **100** product partners

- 1** Overview of Q1 2024
- 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 2024
- 6** Disclaimer/financial calendar/contact

OVB starts the 2024 financial year with strong sales and earnings growth

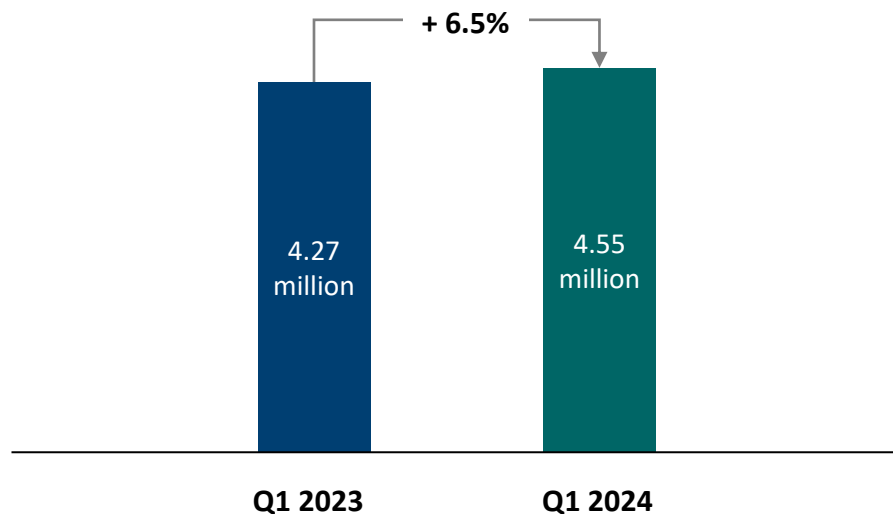
- Client base grows by 6.5 per cent
- Number of financial advisors rises by 2.7 per cent to 5,939
- Brokerage income up very significantly by 16.1 per cent at €96.8 million
- EBIT growth of 37.2 per cent
- Earnings per share improve from €0.16 to €0.31

	Q1 / 2023	Q1 / 2023	Change
Clients	4.27 million	4.55 million	+ 6.5%
Financial advisors	5,785	5,939	+ 2.7%
Brokerage income	€83.4 million	€96.8 million	+ 16.1%
Operating income (EBIT)	€3.1 million	€4.3 million	+ 37.2%
Consolidated net income after non-controlling interests	€2.3 million	€4.4 million	+ 87.2%
Earnings per share	€0.16	€0.31	+ 87.2%

Further increase in number of clients and financial advisors

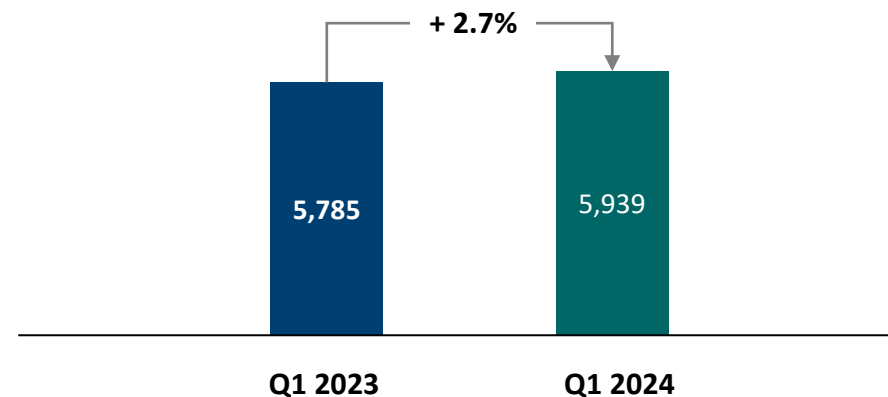
Number of clients

- Central and Eastern Europe: Strong growth (+ 8.2%)
- Germany: Virtually stable year-on-year (- 0.5%)
- Southern and Western Europe: Significant growth (+ 5.9%)



Number of financial advisors

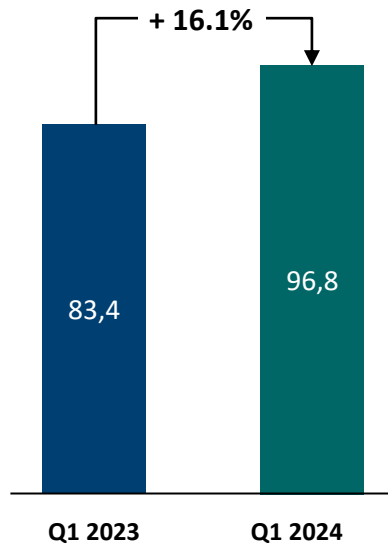
- Central and Eastern Europe: Significant growth (+ 4.3%)
- Germany: Marked decline (- 6.2%)
- Southern and Western Europe: Strong growth (+ 7.0%)



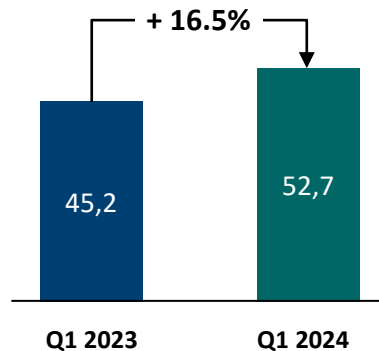
Significant growth in brokerage income

- Substantial increase in growth momentum for all segments
- Strong growth of 16.5 per cent to €52.7 million in Central and Eastern Europe segment
- Germany segment increases brokerage income significantly by 6.8 per cent
- The Southern and Western Europe segment was the most dynamic with sales rising by 20.5 per cent

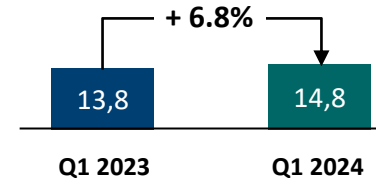
Group



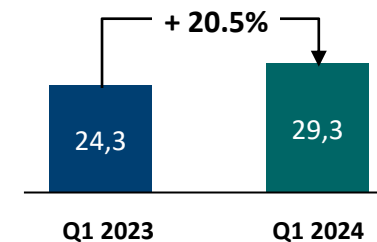
Central and Eastern Europe



Germany



Southern and Western Europe

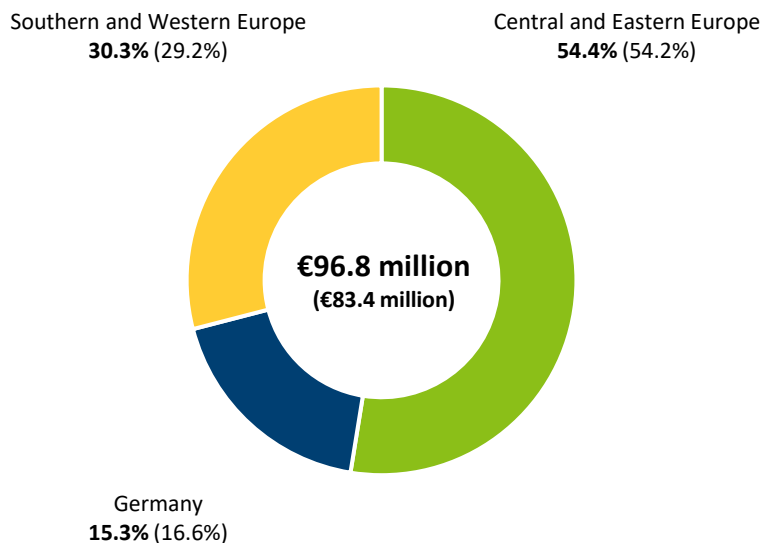


(in € million, rounded)

Diversification by region and product area

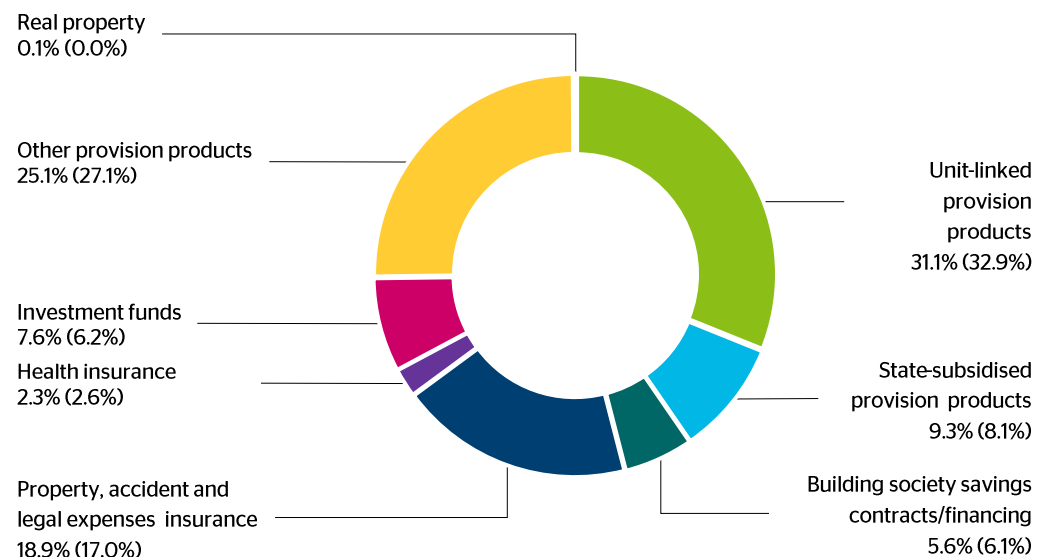
- Sales by region: Central and Eastern Europe segment's share increases to 54.4 per cent
- Allfinanz portfolio: focus on asset-based financial products and products for hedging biometric risks

Brokerage income in Jan. - March 2024 (Jan. - March 2023) by region

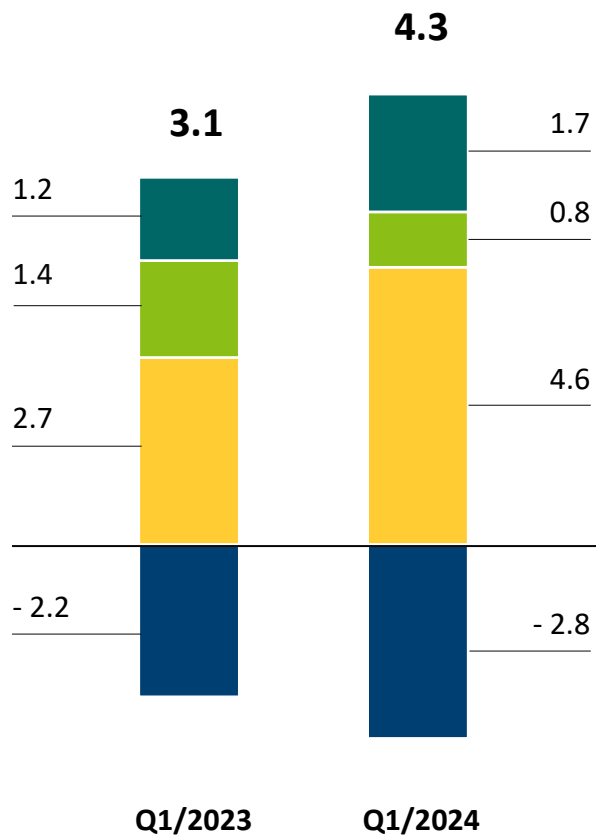


(Percentages calculated on the basis of thousands of euros)

Composition of new business in Jan. - March 2024 (Jan. - March 2023)

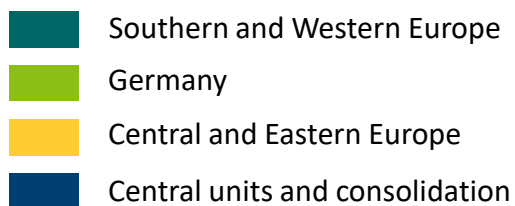


Segment breakdown of operating income (EBIT)



(in € million, rounded)

- Strong EBIT growth of 37.2 per cent in the Group
- Substantial EBIT growth of 68.2 per cent in the Central and Eastern Europe segment
- EBIT in the Southern and Western Europe segment rises by 39.8 per cent
- EBIT in the Germany segment characterised by increasing expenditure on digitalisation and training and further education



Selected items of the consolidated income statement

	Jan. - March / 2023	Jan. - March / 2024	Change ¹⁾
Brokerage income	83.4	96.8	+ 16.1%
Brokerage expenses	- 55.3	- 64.7	+ 17.0%
Gross profit	28.1	32.1	+ 14.2%
Other operating income	4.2	2.8	- 32.4%
Other operating expenses	- 14.9	- 14.8	- 0.7%
Personnel expenses	- 12.3	- 13.5	+ 9.7%
Depreciation and amortisation	- 2.0	- 2.4	+ 18.9%
EBIT	3.1	4.3	+ 37.2%
Net financial income/expenses	0.5	1.7	> 100%
Income tax	- 1.1	- 1.6	+ 37.3%
Consolidated net income after non-controlling interests	2.3	4.4	+ 87.2%
Earnings per share (in euros)	0.16	0.31	+ 87.2%

(in € million, rounded)

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

Q1 2024

- Strong sales and earnings growth
- Further increase in the number of clients and financial advisors
- Rise in growth momentum

Outlook for 2024 as a whole

- The Executive Board of OVB Holding AG expects the positive trend in sales performance to continue
- To take account of the continuing uncertainties over macroeconomic developments, OVB is forecasting brokerage income in a range between €360 million and €385 million and operating income of between €17 million and €20 million in the Group for the 2024 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.

8 May 2024

Results for Q1 2024 and conference call

12 June 2024

2024 Annual General Meeting

13 August 2024

Results for Q2 2024 and conference call

7 November 2024

Results for Q3 2024 and 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