



# Conference call Consolidated interim report H1 2024



Cologne, 13 August 2024  
Mario Freis, CEO | Frank Burow, CFO

# Agenda

- 1** Overview of H1 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 at a glance



**More than 50 years'**  
experience



**4.60 million**  
clients



Operating in  
**16 countries** throughout Europe



**6,005**  
financial advisors



Over **100**  
product partners

# Overview of H1 2024

## OVB continues positive sales and earnings performance in the first half of 2024

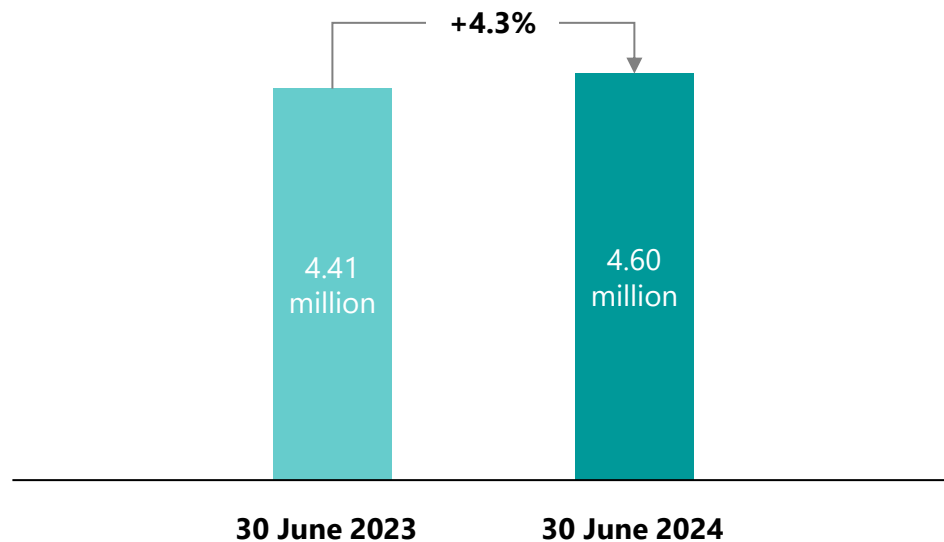
- » Brokerage income grows significantly by 16.5 per cent to Euro 198.6 million
- » EBIT rises sharply by 35.7 per cent to Euro 9.3 million
- » Earnings per share increases by 73.8 per cent from Euro 0.37 to Euro 0.65
- » Number of financial advisors and clients continues to grow

	H1 2023	H1 2024	Change
Clients	4.41 million	4.60 million	+4.3 %
Financial advisors	5,806	6,005	+3.4 %
Brokerage income	€170.6 million	€198.6 million	+16.5 %
Operating income (EBIT)	€6.8 million	€9.3 million	+35.7 %
Consolidated net income after non-controlling interests	€5.3 million	€9.2 million	+73.8 %
Earnings per share	€0.37	€0.65	+73.8 %

# Client base and number of financial advisors increases further

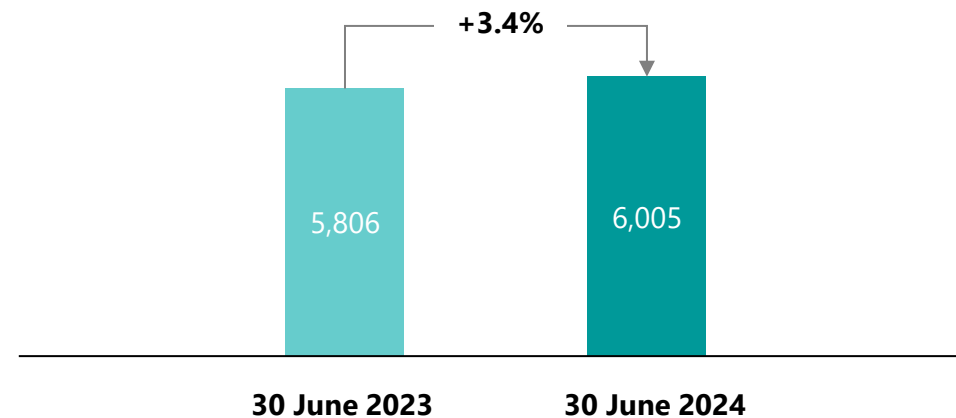
## Number of clients

- » Central and Eastern Europe: Significant growth (+5.1%)
- » Germany: Slight decline (-2.2%)
- » Southern and Western Europe: Significant growth (+6.5%)



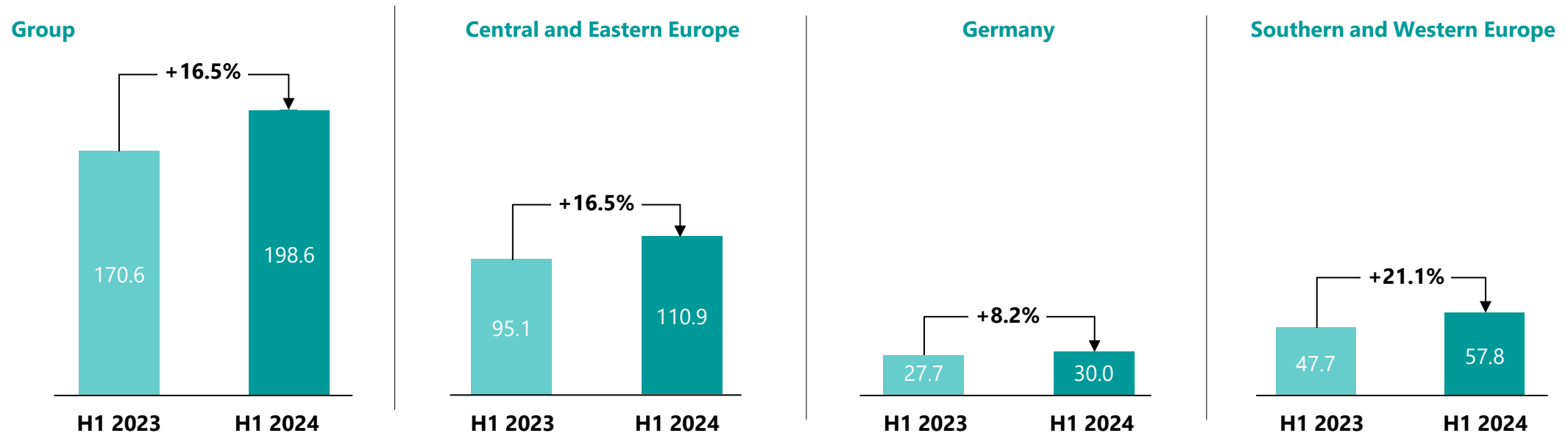
## Number of financial advisors

- » Central and Eastern Europa: Significant growth (+5.4%)
- » Germany: Noticeable decline (-6.3%)
- » Southern and Western Europe: Strong growth (+7.3%)



# Very significant growth of brokerage income

- » All segments show a high growth momentum
- » Strong growth by 16.5% to Euro 110.9 million in the Central and Eastern Europe segment
- » The Germany segment increases brokerage income significant by 8.2%
- » The Southern and Western Europe segment develops particularly dynamically with an increase in sales of 21.1%

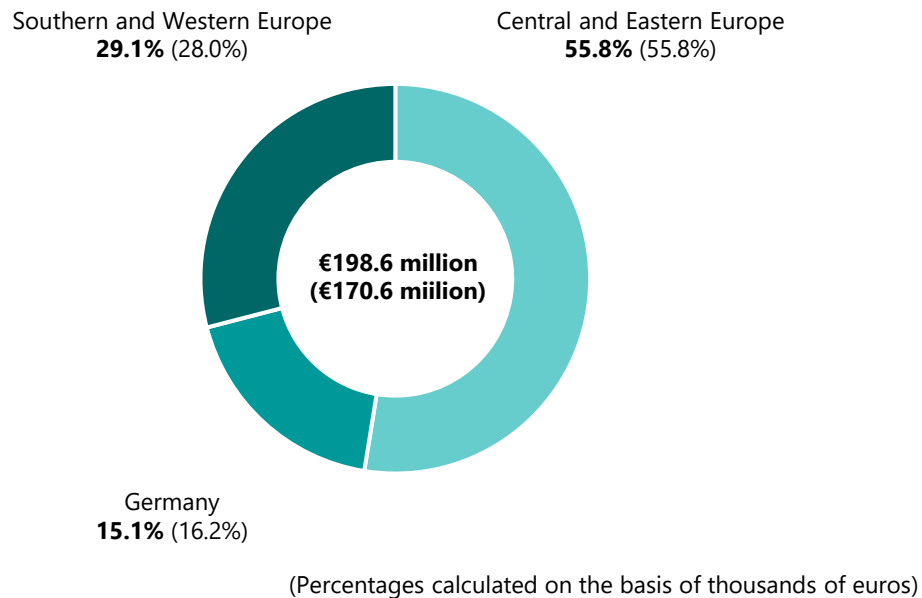


(in € million, rounded on € thousand basis)

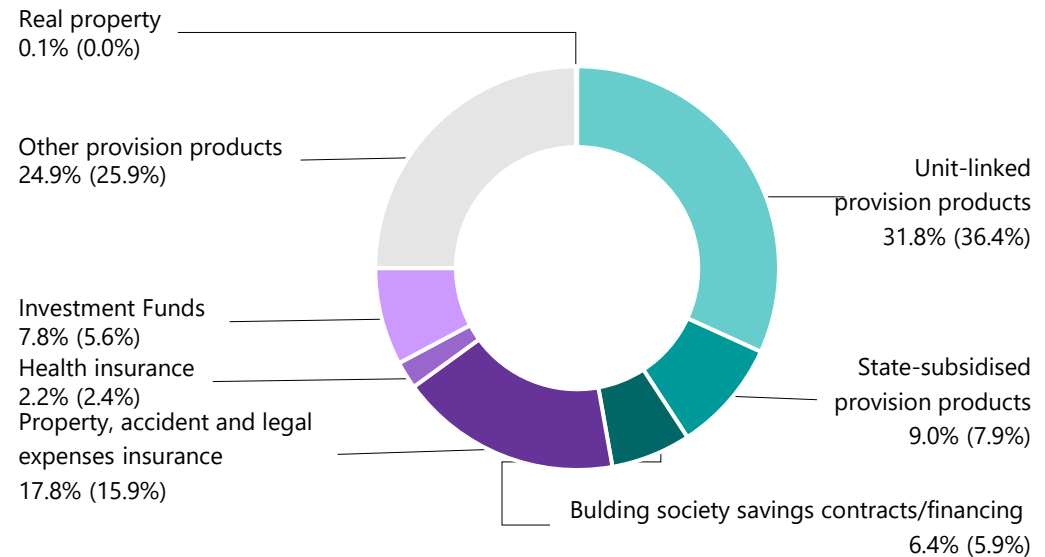
# Diversification by region and product segments

- » Sales by region: Share of the Central and Eastern Europe segment remains constant at 55.8 per cent
- » Allfinanz portfolio: focus on asset-based financial products and products for hedging biometric risks

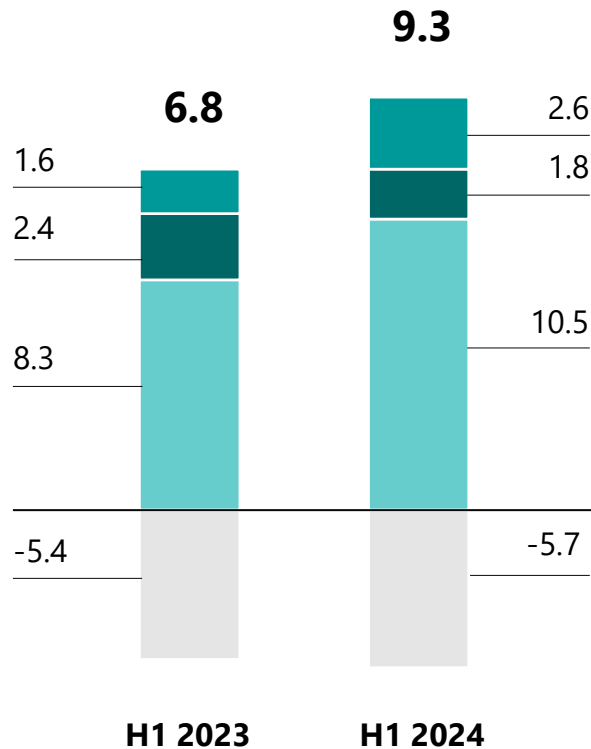
## Brokerage income 1-6/2024 (1-6/2023) by region



## Composition of new business 1-6/2024 (1-6/2023)

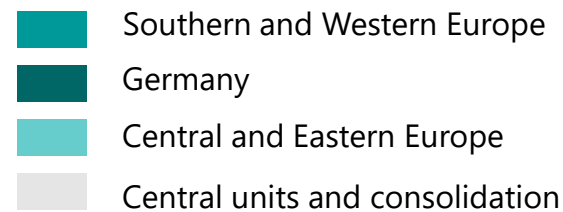


# Operating income by segment (EBIT)



(in € million, rounded)

- » Strong EBIT growth of 35.7 per cent at Group level
- » EBIT growth of 27.5 per cent in the Central and Eastern Europe segment
- » The Southern and Western Europe segment rises by 63.3 per cent
- » EBIT in the Germany segment characterised by increasing expenditure on digitalisation as well as training and further education





# Selected items of the consolidated income statement

	1-6/2023	1-6/2024	Change <sup>1)</sup>
Brokerage income	170.6	<b>198.6</b>	+16.5%
Brokerage expenses	-113.5	<b>-134.1</b>	+18.1%
Other operating income	7.0	<b>5.6</b>	-20.2%
Other operating expenses	-28.3	<b>-29.2</b>	+3.0%
Personnel expenses	-24.7	<b>-26.8</b>	+8.4%
Depreciation and amortisation	-4.1	<b>-4.8</b>	+17.2%
EBIT	6.8	<b>9.3</b>	+35.7%
Net financial income	1.2	<b>3.4</b>	+178.7%
Income tax	-2.5	<b>-3.4</b>	+32.9%
<b>Consolidated net income after non-controlling interests</b>	5.3	<b>9.2</b>	+73.8%
<b>Earnings per share</b> (in euros)	0.37	<b>0.65</b>	+73.8%

(in € million, rounded)

<sup>1)</sup>Changes are determined as in the Annual Report (in thousands)

# Summary and outlook 2024

## H1 2024

- » Very significant sales and earnings growth
- » All segments in a strong phase of growth
- » Once again new all-time highs in the number of clients and financial advisors

## Outlook for 2024 as a whole

Due to the dynamic business performance in the first half of 2024, the Executive Board has raised its forecast for the year.

- » Brokerage income: Euro 380 – Euro 395 million (previously: Euro 360 – Euro 385 million), compared to Euro 354.3 million in 2023
- » Operative income (EBIT): Euro 18 – Euro 21 million (previously: Euro 17 – Euro 20 million), compared to Euro 17.8 million in 2023

# 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.

# Financial calendar 2024

21 March 2024	Publication of the financial statements 2023, analyst conference
8 May 2024	Results for the first quarter 2024 and conference call
12 June 2024	Annual General Meeting 2024
13 August 2024	Results for the second quarter 2024 and conference call
<b>7 November 2024</b>	Results for the third quarter 2024 and conference call

# Contact

## OVB Holding AG

Heumarkt 1  
50667 Cologne  
Germany

[www.ovb.eu](http://www.ovb.eu)

Jürgen Kotulla  
Chief Marketing Officer

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

E-mail: [jkotulla@ovb.de](mailto:jkotulla@ovb.de)

Brigitte Bonifer  
Director Investor Relations

Tel.: +49 (0) 221 - 2015 - 288

E-mail: [bbonifer@ovb.de](mailto:bbonifer@ovb.de)