# Group interim report – First Nine Months

1 January – 30 September 2024

OVB

# OVB profile

With 4.65 million clients, over 6,100 full-time financial advisors and business operations in 16 national markets, OVB is one of the leading financial intermediary groups in Europe.

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## Key figures for the OVB Group 9M 2024

### Key operating figures

| | Unit | 01/01 - 30/09/2023 | 01/01 - 30/09/2024 | Change |
|---|---|---|---|---|
| Clients (30/09) | Number | 4.46 m | 4.65 m | +4.3 % |
| Financial advisors (30/09) | Number | 5,896 | 6,143 | +4.2 % |
| Brokerage income | Euro million | 260.3 | 298.1 | +14.6 % |

### Key financial figures

| | Unit | 01/01 - 30/09/2023 | 01/01 - 30/09/2024 | Change |
|---|---|---|---|---|
| Earnings before interest and taxes (EBIT) | Euro million | 11.4 | 13.9 | +21.9 % |
| EBIT margin | % | 4.4 | 4.7 | +0.3 %-pts |
| Consolidated net income after non-controlling interests | Euro million | 9.1 | 13.3 | +45.8 % |
| Earnings per share (undiluted) | Euro | 0.64 | 0.93 | +45.8 % |

## Key figures for the regions 9M 2024

### Central and Eastern Europe

| | Unit | 01/01 - 30/09/2023 | 01/01 - 30/09/2024 | Change |
|---|---|---|---|---|
| Clients (30/09) | Number | 3.08 m | 3.24 m | +5.1 % |
| Financial advisors (30/09) | Number | 3,658 | 3,864 | +5.6 % |
| Brokerage income | Euro million | 146.1 | 166.8 | +14.2 % |
| Earnings before interest and taxes (EBIT) | Euro million | 13.1 | 16.8 | +28.9 % |
| EBIT margin | % | 8.9 | 10.1 | +1.2 %-pts |

### Germany

| | Unit | 01/01 - 30/09/2023 | 01/01 - 30/09/2024 | Change |
|---|---|---|---|---|
| Clients (30/09) | Number | 613,767 | 598,843 | -2.4 % |
| Financial advisors (30/09) | Number | 1,172 | 1,105 | -5.7 % |
| Brokerage income | Euro million | 42.7 | 45.0 | +5.3 % |
| Earnings before interest and taxes (EBIT) | Euro million | 3.2 | 2.3 | -27.3 % |
| EBIT margin | % | 7.4 | 5.1 | -2.3 %-pts |

### Southern and Western Europe

| | Unit | 01/01 - 30/09/2023 | 01/01 - 30/09/2024 | Change |
|---|---|---|---|---|
| Clients (30/09) | Number | 767,136 | 819,235 | +6.8 % |
| Financial advisors (30/09) | Number | 1,066 | 1,174 | +10.1 % |
| Brokerage income | Euro million | 71.4 | 86.3 | +20.8 % |
| Earnings before interest and taxes (EBIT) | Euro million | 2.3 | 2.8 | +20.9 % |
| EBIT margin | % | 3.3 | 3.3 | ±0.0 %-pts |

Percentages and figures may be subject to rounding differences. Percentages are calculated on the basis of EUR thousand.

**Heinrich Fritzlar, COO**
- Born 1973
- More than 20 years of experience in the fields of insurance and IT consulting
- With OVB since 2022

**Mario Freis, CEO**
- Born 1975
- More than 25 years of experience in the distribution of financial services
- With OVB since 1995

**Frank Burow, CFO**
- Born 1972
- More than 20 years of experience in finance, accounting and controlling
- With OVB since 2010

# Dear shareholders, ladies and gentlemen,

OVB was able to continue the positive business development of the past quarters seamlessly in the third quarter. In an economically and geopolitically challenging environment, we are showing very dynamic growth and at the same time recording a significantly above-average increase in our consolidated net income.

We increased our brokerage income by 14.6 per cent to EUR 298.1 million on a group-wide basis in the first nine months of 2024. All operating segments contributed to the positive development and significantly increased their sales revenues. In the Central and Eastern Europe segment, OVB managed to increase the brokerage income from EUR 146.1 million by 14.2 per cent to EUR 166.8 million. In the German market, OVB was able to increase the brokerage income by 5.3 per cent to EUR 45.0 million. The Southern and Western Europe segment was the most dynamic, with a strong increase in brokerage income of 20.8 per cent to EUR 86.3 million.

Our customer base reached a new high with 4.65 million. Our Europe-wide sales team grew by 4.2 per cent to 6.143 compared to the previous year, continuing the long-term upward trend.

The Group's operating result increased disproportionately by 21.9 per cent to EUR 13.9 million in the reporting period. The consolidated net income after non-controlling interests increased by 45.8 per cent to EUR 13.3 million due to the significant increase in financial result. Accordingly, earnings per share rose from Euro 0.64 to Euro 0.93.

Based on the good business development in the first nine months, the Board of Directors expects a brokerage income in a range of EUR 380 to 395 million for the full year and expects an operating result of between EUR 18 and 21 million.

Yours,

| Mario Freis | Frank Burow | Heinrich Fritzlar |
|---|---|---|
| CEO | CFO | COO |

# OVB on the capital market

At year-end 2023, the German stock index (DAX) closed trading at 16,752 points. The benchmark index thus recorded a positive performance of 20.3 per cent over the past year as a whole. In the first three months of 2024, the DAX climbed to new record highs and ended the first quarter at a record closing price of 18,492 points.

In the second quarter, the DAX fell below the 18,000-point mark again. From May onwards, it picked up momentum, closing at 18,235 points at the end of the first half-year 2024. At the beginning of August, the DAX, along with other major international indices, fell sharply to as low as 17,339 points. The reasons for the drastic stock market decline included not only fears of a recession in the United States and the Middle East conflict but also, in particular, the interest rate hike in Japan. Many investors closed out their yen carry trades, thereby increasing selling pressure on the financial markets. However, the DAX began a strong recovery as early as mid-August, passing the 19,000-point mark for the first time in September and then setting a new closing price record of 19,474 on 27 September. The quarter ended on 30 September at 19,325 points. The rally was fuelled in the end by the significant interest rate turnaround launched by the US Federal Reserve, in conjunction with a global decline in inflation rates and new economic stimulus packages in China.

SIGNAL IDUNA Lebensversicherung a. G.
31.67 %

Free float
3.01 %

SIGNAL IDUNA
Krankenversicherung a. G.
21.27 %

Baloise Beteiligungsholding GmbH
32.57 %

Generali CEE Holding B.V.
11.48 %

Shareholder structure of OVB Holding AG as of 30/09/2024

| | | |
|---|---|---|
| WKN / ISIN Code | 628656 / DE0006286560 | |
| Stock symbol / Reuters / Bloomberg | O4B / O4BG.DE / O4B:GR | |
| Class of shares | No-par ordinary bearer shares | |
| Number of shares | 14,251,314 | |
| Share capital | Euro 14,251,314.00 | |
| Xetra price (closing prices) | | |
| Prior year-end | Euro 18.80 | (29/12/2023) |
| High | Euro 21.40 | (12/06/2024) |
| Low | Euro 18.30 | (06/02/2024) |
| Last | Euro 19.20 | (30/09/2024) |
| Market capitalization | Euro 274 million | (30/09/2024) |

Shares in OVB Holding AG closed trading at year-end 2023 at Euro 18.80. In the first three months of 2024, the share price ranged between Euro 18.30 and Euro 20.40. At the end of the first quarter, the share traded at Euro 19.80. From April onwards, a longer phase of sideways movement was observed before the share experienced a strong increase in June and reached its highest level so far this financial year on 12 June with a closing price of Euro 21.40. At the end of the second quarter, the price fell again, and on 30 June the share was listed at Euro 19.50. Between July and the end of September, the share price fluctuated only slightly between Euro 18.70 and a peak of Euro 19.50. The OVB Holding AG share finally closed trading at Euro 19.20 at the end of the third quarter. Only 3.0 per cent of the shares of OVB Holding AG are free float so that the trading volume and thus the significance of the share price are closely limited.

As in the 2023 financial year, the Annual General Meeting of OVB Holding AG was held in person this year. The venue on 12 June 2024 was the Dorint Hotel am Heumarkt in Cologne. In his speech, CEO Mario Freis summarised the successfully completed financial year and the good start to the first quarter. The CEO also provided further details of the corporate strategy »OVB Excellence 2027«. The shareholders approved all items on the agenda with a large majority, including the distribution of a dividend of Euro 0.90 per share. In total, this corresponds to a dividend payout of Euro12.83 million.

# Interim consolidated management report of OVB Holding AG for the period from 1 January to 30 September 2024

## Business activity

As the management holding company, OVB Holding AG is at the top of OVB Group. OVB stands for cross-thematic financial advice based on a long-term approach. Private households in Europe are the key client target group. The Company cooperates with more than 100 high-capacity product partners and fulfils its clients' individual needs with competitive products, starting at basic protection for financial security as well as asset and financial risk protection, followed by retirement provision, asset generation and wealth management.

OVB brokers financial products in 16 European countries at present. OVB's 6,143 full-time financial advisors support 4.65 million clients. The Group's broad European positioning stabilises its business performance and opens up growth potential. OVB's currently 16 national markets are different in terms of structure, development status and size. OVB has a leading market position in several of these countries. In the course of demographic transition, the number of senior citizens in Europe rises as the number of young people is going down. Public social security systems are increasingly being overburdened. Personal counselling is gaining in importance, especially in economically challenging times from which private households in particular are suffering. Therefore, OVB continues to see considerable potential for the services it provides.

The cross-thematic advice of clients through all stages of their lives is based on a comprehensive, tried and tested approach: It starts with the identification and analysis of the clients' financial situation. The financial advisors particularly ask for the clients' wishes and goals and then create an individually tailored solution in consideration of personal financial resources, a solution with a long-term horizon that is both affordable and sufficiently flexible. OVB accompanies its clients over many years. Service meetings with clients are held on a regular basis in order to consistently adjust our clients' financial planning to their current situation in life. This effort results in protection and provision concepts suited to each client's demands and respective phase of life.

OVB has actively pushed digitalisation over the past years and accelerated the expansion of the necessary technical prerequisites for digitally supported advisory services. Thanks to targeted investments, complete solutions for video advice and digital online business transac-tions are available at all OVB subsidiaries.

The professional training of the financial advisors, the analysis of client demand and the re-sulting product recommendations are based on the general conditions prevailing in the re-spective market. The continuous advancement of these issues is given great emphasis. OVB adjusts swiftly to any future regulatory or qualitative requirements.

In the reporting period, OVB Group had an average of 787 employees (prior-year period: 748 employees) in the holding company, the head offices of the subsidiaries and the service com-panies that control and manage the Group.

In the 2023 financial year, OVB launched its new strategy period »OVB Excellence 2027« and started the implementation of strategic measures. Focus topics are the areas »Sales and Career Excellence«, »Expansion and Innovation«, »People and Organisation« and »Operational Excellence«.

## Macroeconomic environment

OVB currently operates in 16 European countries divided into three regional segments: OVB's Central and Eastern Europe segment comprises the national markets Croatia, Czech Republic, Hungary, Poland, Romania, Slovakia, Slovenia and Ukraine; the Group generated roughly 56.0 per cent of its sales in this segment in the previous year. 16.6 per cent of OVB Group's sales were accounted for by the German market in 2023. The national markets Austria, Belgium, France, Greece, Italy, Spain and Switzerland constitute the Southern and Western Europe segment, contributing some 27.4 per cent to OVB Group's brokerage income in 2023. With the exception of Switzerland, these countries belong to the eurozone. OVB thus generates more than 80 per cent of its brokerage income outside Germany. Against this backdrop, it is important to consider the macroeconomic development in Europe for an assessment of the business performance. Among the relevant factors are economic growth, the development of the job market and changes in the real income of private households.

With regard to the current state of the global economy, it can be stated that it has remained very resilient despite the continued tight monetary policy in the fight against inflation. However, global geopolitical tensions are still present in 2024. Russia continues its war of aggression in Ukraine and the war in the Middle East that began with Hamas' attack on Israel has spread to Lebanon, with the threat of involving other countries in the conflict. The current effects of the conflicts range from refugee movements to the disruption of supply chains and volatile commodity prices.

In its World Economic Outlook of October 2024, the International Monetary Fund (IMF) predicts global economic growth of 3.2 per cent for the full year 2024 as well as for 2025.

While the outlook for the US has improved, the forecasts for the largest European countries in particular have been revised downwards. Overall, the IMF experts expect the eurozone's gross domestic product to rise by 0.8 per cent in 2024. For 2025, economic output is currently anticipated to grow by 1.2 per cent.

The European Parliament's EGOV Briefing also points out that economic development varies across Europe's regions, explicitly mentioning Germany as a country with weak industrial activity and poor consumer sentiment. For Germany, the IMF expects economic stagnation in 2024 and 0.8 per cent growth in 2025.

According to the World Economic Outlook of October 2024, the battle against inflation has almost been won globally. While inflation rates in many industrialised countries will be close to the target level defined by the central banks from 2025 onwards, this process may take longer in emerging and developing countries. According to the IMF experts, it is now necessary to strive for a turnaround in monetary policy, fiscal policy and structural reforms.

In the eurozone, the inflation rate is expected to reach 2.4 per cent in 2024 before dropping to 2.0 per cent in the following year. Price increases in Germany will also be 2.4 per cent in 2024 and 2.0 per cent in 2025.

Central banks around the world have raised interest rates in response to high inflation rates. The ECB, for example, had increased key interest rates in ten consecutive steps since the summer of 2022. In response to recent developments with a significantly improved inflation outlook, the Governing Council of the ECB decided for the first time on 6 June 2024 to lower the key interest rates by 25 basis points each.

**Key macroeconomic indicators**

| | Real GDP (change in %) | | | Consumer prices (change in %)* | | | Unemployment rate in % [Unemployed / (Employed + Unemployed)] | | |
|---|---|---|---|---|---|---|---|---|---|
| | 2023 | 2024f | 2025f | 2023 | 2024f | 2025f | 2023 | 2024f | 2025f |
| Croatia | 3.1 | 3.4 | 2.9 | 8.4 | 4.0 | 2.8 | 6.2 | 5.6 | 5.5 |
| Czech Republic | -0.1 | 1.1 | 2.3 | 10.7 | 2.3 | 2.0 | 2.6 | 2.8 | 2.5 |
| Hungary | -0.9 | 1.5 | 2.9 | 17.1 | 3.8 | 3.5 | 4.1 | 4.4 | 4.2 |
| Poland | 0.2 | 3.0 | 3.5 | 11.4 | 3.9 | 4.5 | 2.8 | 3.2 | 3.3 |
| Romania | 2.1 | 1.9 | 3.3 | 10.4 | 5.3 | 3.6 | 5.6 | 5.6 | 5.4 |
| Slovakia | 1.6 | 2.2 | 1.9 | 11.0 | 2.8 | 5.1 | 5.8 | 5.6 | 5.7 |
| Slovenia | 2.1 | 1.5 | 2.6 | 7.4 | 2.0 | 2.7 | 3.7 | 3.5 | 3.5 |
| Ukraine | 5.3 | 3.0 | 2.5 | 12.9 | 5.8 | 9.0 | 19.1 | 14.2 | 12.7 |
| **Eurozone** | **0.4** | **0.8** | **1.2** | **5.4** | **2.4** | **2.0** | **6.6** | **6.5** | **6.4** |
| Germany | -0.3 | 0.0 | 0.8 | 6.0 | 2.4 | 2.0 | 3.0 | 3.4 | 3.2 |
| Austria | -0.8 | -0.6 | 1.1 | 7.7 | 3.0 | 2.5 | 5.1 | 5.6 | 5.6 |
| Belgium | 1.4 | 1.1 | 1.2 | 2.3 | 4.3 | 2.1 | 5.5 | 5.7 | 5.7 |
| France | 1.1 | 1.1 | 1.1 | 5.7 | 2.3 | 1.6 | 7.4 | 7.4 | 7.2 |
| Greece | 2.0 | 2.3 | 2.0 | 4.2 | 2.9 | 2.1 | 11.1 | 10.5 | 10.1 |
| Italy | 0.7 | 0.7 | 0.8 | 5.9 | 1.3 | 2.1 | 7.7 | 7.0 | 7.2 |
| Spain | 2.7 | 2.9 | 2.1 | 3.4 | 2.8 | 1.9 | 12.2 | 11.6 | 11.2 |
| Switzerland | 0.7 | 1.3 | 1.3 | 2.1 | 1.3 | 1.0 | 2.0 | 2.4 | 2.5 |

f = forecast; * = changes in consumer prices presented as annual average
Source: IMF World Economic Outlook (October 2024)

After another interest rate cut decided at the September meeting of the ECB, a further reduction in the key interest rates by 25 basis points each followed in October 2024. The interest rate for the main refinancing operations and the interest rates for the marginal lending facility and the deposit facility are now 3.40 per cent, 3.65 per cent and 3.25 per cent respectively. The Governing Council of the ECB still intends to keep interest rates restrictive in order to achieve a timely return of the inflation rate to 2.0 per cent. Further interest rate decisions are intended to be made on a data-driven basis from meeting to meeting.

The situation on the labour market remains robust.

The high price level reduces the available resources of private households for seeing to private financial provision and protection after spending on essentials. Especially lower-income households no longer have the means to take out new contracts. The tense financial situation can also lead to the cancellation of existing contracts.

On the other hand, escalated risks in the political and economic environment give rise to considerably increased willingness among private households to invest in financial provision and protection, and the demand for advice is rising. Investors have also become increasingly aware of the importance of retirement provision. In demand are above all direct investments in funds and unit-linked life or pension insurance. OVB offers a wide variety of products, from high-potential investments to more safety-oriented capital investments. OVB's independent financial advisors can put together offers for investors that suit their personal situation and risk tolerance.

In addition, OVB sees considerable growth in many countries for products covering biometric risks such as death, disability, illness or the need for long-term care. Furthermore, a growing number of investors attach importance to sustainable investments that support ecological or social objectives either directly or indirectly.

OVB is certain that the demand for cross-thematic, competent and comprehensive personal advice on all kinds of financial matters is increasing: The product offering for private households is almost inscrutable and state support plans are hard to comprehend. Financial decisions once made must also be routinely reviewed and adapted if necessary to changing needs and situations in life but also due to changing market conditions.

The market for private risk protection and provision therefore continues to offer long-term market potential and sound opportunities for growth.

**Breakdown of new business**
1-9/2024 (1-9/2023)

Unit-linked provision products
32.1 % (34.5 %)

State-subsidised provision products
8.5 % (8.0 %)

Building society savings contracts/financing
6.7 % (6.2 %)

Property, accident and legal expenses insurance
17.7 % (16.5 %)

Health insurance
2.3 % (2.6 %)

Investment funds
7.9 % (5.8 %)

Other provision products
24.8 % (26.4 %)

Real property
0.0 % (0.0 %)

## Business performance

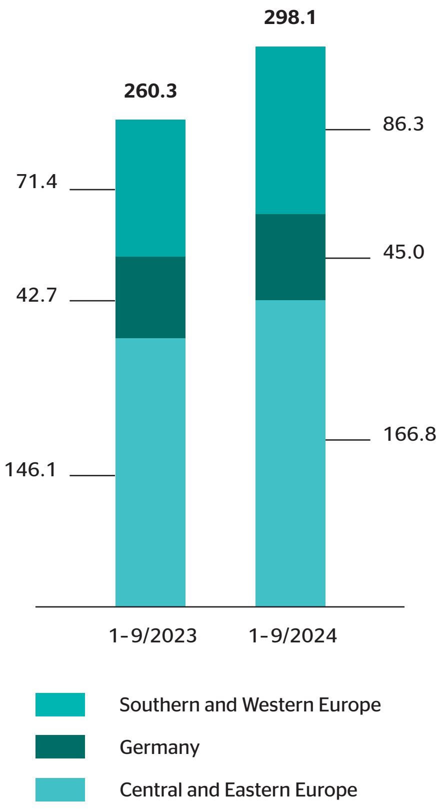
OVB Group generated brokerage income in the amount of Euro 298.1 million in the first nine months of 2024, thus recording growth of 14.6 per cent over the prior-year period of comparison. This considerable increase is based on growth achieved in all three operating segments.

At the end of September 2024, OVB supported 4.65 million clients in 16 European countries, (previous year: 4.46 million), equivalent to a growth of 4.3 per cent.

The total number of full-time OVB financial advisors gained 4.2 per cent from 5,896 as of the prior-year reporting date to 6,143 as of 30 September 2024.

In the first nine months of 2024, the product distribution in new business changed slightly compared to the same period of the previous year. Unit-linked provision products were the top-selling product group while reducing its share from 34.5 per cent to 32.1 per cent. Other provision products continued to make the second-highest contribution to new business, accounting for 24.8 per cent of new business in the reporting period after 26.4 per cent in the previous year. By contrast, property, accident and legal expenses insurance increased to 17.7 per cent, compared with 16.5 per cent in the same period of the previous year. State-subsidised provision products also increased their contribution, from 8.0 per cent to 8.5 per cent. Investment funds rose from 5.8 per cent to 7.9 per cent and the building society savings / financing segment recorded a slight increase from 6.2 per cent to 6.7 per cent. Health insurance fell from 2.6 per cent to 2.3 per cent. The real property business remained at a low level.

**Brokerage income by region**
Euro million, figures rounded*




*rounding differences may occur during summation

**Central and Eastern Europe**
In the Central and Eastern Europe segment, brokerage income rose sharply by 14.2 per cent from Euro 146.1 million to Euro 166.8 million. All national markets in the target region contributed to this increase in sales once more. The sales team of 3,864 full-time OVB financial advisors grew by 5.6 per cent compared with the 3,658 financial advisors by the prior-year reporting date. As of 30 September 2020, these advisors supported a total of 3.24 million clients (previous year: 3.08 million clients), an increase of 5.1 per cent.

In the Central and Eastern Europe segment, the product group with the highest contribution to new business was other provision products, with a share of 32.1 per cent; in the previous year, their share was slightly higher, at 32.7 per cent. Unit-linked provision products declined in the reporting period, falling from 35.6 per cent in the period of comparison to 29.4 per cent. Property, accident and legal expenses insurance increased from 17.3 per cent to 19.8 per cent.

**Germany**
Growth was also recorded in the German market, where OVB was able to increase its brokerage income by 5.3 per cent to Euro 45.0 million. In the previous year, the Company recorded a figure of Euro 42.7 million here. The number of financial advisors working in Germany was 1,105 at the end of the third quarter, thus slightly higher than in the two previous quarters. Compared to the previous year, when 1,172 financial advisors worked full-time for OVB, the decline was 5.7 per cent.

The number of actively supported clients was 598,843 as of 30 September 2020, compared to 613,767 clients as of the prior-year reporting date.

Unit-linked provision products increased their share of new business from 30.4 per cent to 32.7 per cent. Other provision products remained unchanged with a share of new business of 13.0 per cent. Property, accident and legal expenses insurance fell from 14.3 per cent in the previous year to 12.8 per cent. Demand for investment funds rose from 9.2 per cent to 11.8 per cent. The product group building society savings contracts / financing went down from 13.0 per cent to 11.4 per cent. State-subsidised provision products contributed 10.8 per cent to new business (previous year: 12.0 per cent) and health insurance policies contributed 7.4 per cent (previous year: 8.0 per cent).

**Southern and Western Europe**
In the reporting period, the Southern and Western Europe segment recorded a strong increase in brokerage

income of 20.8 per cent to Euro 86.3 million (previous year: Euro 71.4 million). The number of financial advisors also increased significantly by 10.1 per cent from 1,066 to 1,174. These advisors supported a total of 819,235 customers, compared with 767,136 as of 30 September 2023. This equals an increase of 6.8 per cent in the number of clients in the region.

Unit-linked provision products accounted for the lion's share of new business at 38.5 per cent (previous year: 33.5 per cent). There was also demand for state-subsidised provision products, increasing their contribution from 25.4 per cent to 27.0 per cent in the first nine months of 2024. Property, accident and legal expenses insurance contributed a total of 14.7 per cent (previous year: 15.6 per cent), while other provision products fell from 16.8 per cent to 11.9 per cent.

rose from 4.4 per cent in the first three quarters of 2023 to 4.7 per cent in the reporting period. Due to significantly higher finance income, the financial result improved by almost Euro 2.8 million, from Euro 1.9 million to Euro 4.6 million.

Income taxes increased from Euro 3.9 million to Euro 5.0 million. Consolidated net income after non-controlling interests thus amounted to Euro 13.3 million, which corresponds to an increase of 45.8 per cent compared to the previous year's figure of Euro 9.1 million. Consequently, earnings per share rose from Euro 0.64 to Euro 0.93, calculated on the basis of 14,251,314 no-par shares respectively.

## Profit / Loss

In the first nine months of 2024, OVB Group generated brokerage income of Euro 298.1 million. Compared to the three prior-year quarters, with brokerage income of Euro 260.3 million, this represents a significant increase of 14.6 per cent.

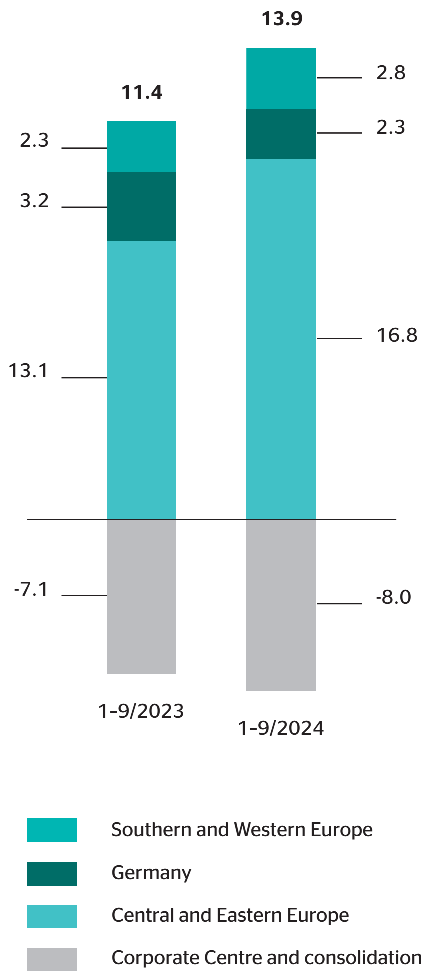
Other operating income amounted to Euro 8.0 million, compared with Euro 9.0 million in the previous year. This was due to lower income from the release of provisions, lower income from the release of valuation allowances on receivables and lower income from currency translation.

Brokerage expenses showed a 16.0 per cent increase, from Euro 173.4 million to Euro 201.2 million. Personnel expenses for the Group's employees grew by 7.8 per cent from Euro 37.0 million to Euro 39.8 million due to the planned expansion of the workforce and market-related salary adjustments. Depreciation and amortisation totalled Euro 7.4 million in the first nine months of 2020, compared with Euro 6.3 million in the previous year. Other operating expenses increased by 6.4 per cent from Euro 41.2 million to Euro 43.8 million.

Overall, OVB Group generated a strong increase in operating income (EBIT) of 21.9 per cent to Euro 13.9 million (previous year: Euro 11.4 million) in the reporting period. EBIT in the Central and Eastern Europe segment rose by 28.9 per cent from Euro 13.1 million to Euro 16.8 million. The Southern and Western Europe segment also performed very well, with EBIT rising by 20.9 per cent from Euro 2.3 million to Euro 2.8 million. Contrary to the higher brokerage income, EBIT in the Germany segment went down as expected from Euro 3.2 million to Euro 2.3 million due to lower other operating income and higher brokerage expenses.

The negative operating result of Corporate Centre including consolidation effects amounted to Euro 8.0 million in the first nine months of 2024 after Euro 7.1 million in the previous year. OVB Group's EBIT margin

**Earnings before interest and taxes (EBIT) by segment**
Euro million, figures rounded*




*rounding differences may occur during summation

## Financial position

Compared to the prior-year period, cash flow from operating activities increased from Euro12.0 million to Euro 22.3 million. This development is due, among other things, to the significantly higher brokerage income and the resulting significant increase in consolidated net income.

Cash flow from investing activities was reduced to Euro -10.6 million in the first nine months of 2024. In the same period of the previous year, the cash outflow had amounted to Euro -4.2 million. While there had been a significant cash inflow from the disposal of securities and other short-term capital investments in the amount of Euro 21.2 million in the 2023 financial year, the cash inflow from the disposal of securities and other short-term capital investments amounted to Euro 12.9 million in the reporting period. At the same time, payments for investments in tangible assets increased from Euro 1.0 million to Euro 3.2 million. This was offset by lower payments for investments in securities and other short-term capital investments in the amount of Euro 18.8 million (previous year: Euro 21.5 million).

Cash flow from financing activities came to Euro -15.3 million in the reporting period, compared with Euro -14.9 million in the previous year. The main factor was the dividend payment of Euro 13.2 million (previous year: Euro 12.8 million). In addition to the dividends, payments were made for the principal and interest portions of the lease liability from financing activities.

Cash and cash equivalents of OVB Holding AG thus amounted to Euro 68.9 million as of 30 September 2024, compared with Euro 73.9 million as of the previous year's interim reporting date.

## Assets and liabilities

As of 30 September 2024, the total assets of OVB Holding AG amounted to Euro 286.2 million. At the end of 2023, they came to Euro 273.0 million.

On the assets side, non-current assets increased from Euro 39.6 million to Euro 40.9 million, which corresponds to a growth rate of 3.4 per cent. Tangible assets went up by 31.6 per cent from Euro 5.1 million to Euro 6.7 million. In addition, deferred tax assets amounted to Euro 6.5 million, compared with Euro 6.0 million as of 31 December 2023. In contrast, rights of use of leased assets went down Euro 0.8 million, from Euro 10.8 million to Euro 10.0 million. Financial assets fell slightly from Euro 0.4 million to Euro 0.3 million, while intangible assets remained unchanged at Euro 17.3 million.

Current assets increased by 5.1 per cent from Euro 233.4 million to Euro 245.3 million. Securities and other capital investments rose by 17.3 per cent from Euro 48.0 million to Euro 56.2 million, while receivables and other assets increased by 11.6 per cent from Euro 57.7 million to Euro 64.4 million.

Trade receivables also increased, growing by Euro 0.7 million to Euro 53.7 million, and income tax receivables reached Euro 2.1 million compared with Euro 1.9 million as of the prior-year reporting date. Cash and cash equivalents developed in the opposite direction, going down from Euro 72.8 million to Euro 68.9 million.

On the liabilities side, the Company's equity increased slightly by 0.4 per cent from Euro 95.7 million to Euro 96.1 million. This development is due to the improved retained earnings of Euro 28.0 million compared with Euro 27.5 million in the previous year. The equity ratio is 33.6 per cent due to the increased balance sheet total, compared with 35.1 per cent at the end of 2023.

Non-current liabilities decreased from Euro 11.2 million to Euro 10.5 million. This was mainly due to other liabilities, reduced from Euro 8.9 million to Euro 8.3 million. There are still no liabilities to banks.

Current liabilities increased from Euro 166.1 million to Euro 179.6 million as of the interim reporting date. Other provisions rose from Euro 71.0 million to Euro 78.9 million, while other liabilities increased from Euro 67.1 million to Euro 72.9 million. Income tax liabilities increased from Euro 0.7 million to Euro 1.8 million. By contrast, trade payables decreased by 4.5 per cent from Euro 26.0 million to Euro 24.8 million.

## Personnel

In the reporting period, OVB Group had an average of 787 employees (prior-year period: 748 employees) in the holding company, the head offices of the operating subsidiaries and the service companies that manage and control the Group.

The employees support the self-employed financial advisors working for OVB by providing the service-oriented transaction of all core processes and the required technical infrastructure, among other things, holding training courses, developing and implementing sales promoting measures, performing administrative tasks and consulting on compliance with regulatory requirements.

## Subsequent events

Business transactions or events of relevance to an appraisal of OVB Group's profit/loss, financial position and assets and liabilities have not occurred since 30 September 2024.

## Opportunities and risks

OVB continues to operate in growth markets. Fundamental trends such as the demographic development in Europe require more private provision and risk protection. Personal advice is additionally gaining in relevance in an economic environment that also brings challenges to private households; the IMF has recently revised its economic forecasts downwards for the largest European countries.

Even though inflation rates are decreasing at present, prices for services in particular are still rising at an above-average rate. Furthermore, the developments differ especially when comparing industrialised countries with faster recovery tendencies and emerging and developing countries with slower progress.

In view of the current situation in Ukraine, the war continues to pose a risk for OVB. It is not possible to predict how the conflict will develop in terms of geography and time. The war directly affects clients, financial advisors, office staff and partner companies of OVB, which has been doing business in Ukraine since 2007. The immediate effects on OVB Group's profit/loss, financial and assets and liabilities are very limited.

Indirectly, however, the war also has an impact on the international economic development, the income and employment situation of private households and the financial markets, which in turn might have negative effects on OVB's business in Europe. Especially decreasing real income due to industry-specific inflation, in the energy sector in particular, diminishes the financial resources of the people in Europe, with the consequence that fewer financial products might be in demand or paid for.

Geopolitical challenges are also growing beyond Ukraine. On 7 October 2023, the terrorist organisation Hamas attacked Israel. The military conflict in the region is increasingly spreading to neighbouring countries, currently particularly to Lebanon. How the situation in the Middle East develops will also depend on the extent to which Iran allows events to escalate further. The ongoing confrontation could continue to affect supply chains in the future – with potential implications for the global economy.

As the region is very important as a supplier of energy, among other things, a prolonged war might lead to price increases again and thus also affect Europe economically, which could also have consequences for companies like OVB as well as its clients.

In addition, the tax framework and socio-political general conditions, developments on the capital market and a host of regulatory amendments influence OVB's business and the business of its product partners. At the same time, OVB regards such adjustments to its business framework also as an opportunity to further improve the quality of its services.

Most recently, the European Commission presented its draft for its retail investor strategy on 24 May 2023. A commission ban - as had been discussed for some time - is no longer included. However, due to the elections to the EU Parliament in June 2024, the decision is expected for the now beginning legislative period at the soonest. OVB continues to be in close contact with industry associations and analyses the transparency requirements and regulations for the sale of financial products proposed in the draft.

OVB is aware of cyber risks that might negatively affect its IT-based processes and lead to system failures. These could limit the operating performance of individual business segments or of the entire Group. In order to minimise such risks, OVB has taken and implemented corresponding cybersecurity measures to ensure the security and reliability of its IT systems. In addition, OVB uses new technologies to optimise its IT infrastructure or to increase transaction speed. These technologies not only offer opportunities for the prevention of cyber risks but also for increasing the effectiveness and profitability of sales and working methods. OVB has a clear strategy and robust management for the use of new technologies in order to avoid potential security gaps or compatibility issues.

OVB's risk management system and the implemented reporting contribute considerably to the transparency and control of the Group's overall risk position. The risk management and internal control system is updated on an ongoing basis in order to enhance transparency of the risks taken and to further improve available risk control options.

Opportunities and risks have not changed substantially since the preparation of the 2023 consolidated financial statements. They are described in detail in the 2023 Annual Report, particularly in its chapter »Report on opportunities and risks«.

## Outlook

A key strength of OVB Group is its broad international positioning across currently 16 European countries. Overall, the market conditions remain challenging. Despite the high demand for individual protection and provision, it cannot be ruled out that clients will act more cautiously in their long-term investment decisions – especially against the backdrop of persistently high inflation rates. OVB will continue to pursue its growth course and strive for further expansion of the number of financial advisors and clients.

The long-term business potential in the market for private protection and provision remains unchanged. In view of further changes in the environment, the markets and the legal framework for business activity, OVB presented its medium-term growth strategy »OVB Excellence 2027« in the past financial year, with the goal of sustainably expanding the sales organisation and broadening the client base.

OVB generally assumes that it will be able to achieve growth in all segments in 2024. In order to take account of the current uncertainties in the macroeconomic development, OVB expects the Group's brokerage income to range between Euro 380 million and Euro 395 million in the 2024 financial year. In light of the expenses linked to the new strategy, an operating result of between Euro 18 million and Euro 21 million is expected.

Cologne, 30 October 2024

| | | |
|---|---|---|
| Mario Freis | Frank Burow | Heinrich Fritzlar |
| CEO | CFO | COO |

# IFRS-Interim consolidated financial statements

## Consolidated statement of financial position

of OVB Holding AG as of 30 September 2024 according to IFRS

### Assets

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| **A. Non-current assets** | | |
| Intangible assets | 17,271 | 17,277 |
| Rights of use of leased assets | 10,031 | 10,836 |
| Tangible assets | 6,725 | 5,109 |
| Financial assets | 344 | 375 |
| Deferred tax assets | 6,546 | 5,974 |
| | **40,917** | **39,571** |
| **B. Current assets** | | |
| Trade receivables | 53,705 | 53,028 |
| Receivables and other assets | 64,366 | 57,698 |
| Income tax assets | 2,097 | 1,880 |
| Securities and other capital investments | 56,237 | 47,954 |
| Cash and cash equivalents | 68,900 | 72,832 |
| | **245,305** | **233,392** |
| **Total assets** | **286,222** | **272,963** |

### Equity and liabilities

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| **A. Equity** | | |
| Subscribed capital | 14,251 | 14,251 |
| Capital reserve | 39,342 | 39,342 |
| Treasury shares | 0 | 0 |
| Revenue reserves | 13,573 | 13,573 |
| Other reserves | 478 | 391 |
| Non-controlling interests | 509 | 660 |
| Retained earnings | 27,975 | 27,481 |
| | **96,128** | **95,698** |
| **B. Non-current liabilities** | | |
| Provisions | 1,028 | 1,073 |
| Other liabilities | 8,321 | 8,933 |
| Deferred tax liabilities | 1,125 | 1,149 |
| | **10,474** | **11,155** |
| **C. Current liabilities** | | |
| Provisions for taxes | 1,191 | 1,282 |
| Other provisions | 78,894 | 70,994 |
| Income tax liabilities | 1,776 | 716 |
| Trade payables | 24,831 | 25,994 |
| Other liabilities | 72,928 | 67,124 |
| | **179,620** | **166,110** |
| **Total equity and liabilities** | **286,222** | **272,963** |

# IFRS-Interim consolidated financial statements

## Consolidated income statement

of OVB Holding AG for the period from 1 January to 30 September 2024 according to IFRS

| EUR'000 | 01/07 - 30/09/2024 | 01/07 - 30/09/2023 | 01.01 - 30/09/2024 | 01.01 - 30/09/2023 |
|---|---|---|---|---|
| Brokerage income | 99,485 | 89,682 | 298,127 | 260,255 |
| Other operating income | 2,473 | 2,003 | 8,041 | 8,979 |
| **Total income** | **101,958** | **91,685** | **306,168** | **269,234** |
| Brokerage expenses | -67,091 | -59,857 | -201,222 | -173,397 |
| Personnel expenses | -13,043 | -12,247 | -39,819 | -36,950 |
| Depreciation and amortisation | -2,544 | -2,150 | -7,375 | -6,273 |
| Other operating expenses | -14,670 | -12,868 | -43,846 | -41,202 |
| **Earnings before interest and taxes (EBIT)** | **4,610** | **4,563** | **13,906** | **11,412** |
| Finance income | 1,284 | 730 | 5,015 | 2,162 |
| Finance expenses | -95 | -98 | -401 | -301 |
| **Financial result** | **1,189** | **632** | **4,614** | **1,861** |
| **Consolidated income before income tax** | **5,799** | **5,195** | **18,520** | **13,273** |
| Taxes on income | -1,609 | -1,371 | -4,989 | -3,915 |
| **Consolidated net income** | **4,190** | **3,824** | **13,531** | **9,358** |
| Thereof non-controlling interests | -98 | 1 | -211 | -222 |
| **Consolidated net income after non-controlling interests** | **4,092** | **3,825** | **13,320** | **9,136** |
| Basic earnings per share in Euro | 0.29 | 0.27 | 0.93 | 0.64 |

# IFRS-Interim consolidated financial statements

## Consolidated statement of comprehensive income

of OVB Holding AG for the period from 1 January to 30 September 2024 according to IFRS

| EUR'000 | 01/07 - 30/09/2024 | 01/07 - 30/09/2023 | 01.01 - 30/09/2024 | 01.01 - 30/09/2023 |
|---|---|---|---|---|
| **Consolidated net income** | **4,190** | **3,824** | **13,531** | **9,358** |
| Change from revaluation of financial assets measured at fair value outside profit or loss | 296 | 27 | 186 | 81 |
| Change in currency translation reserve | -26 | -359 | -99 | -146 |
| **Other comprehensive income to be reclassified to the income statement** | **270** | **-332** | **87** | **-65** |
| **Total comprehensive income before non-controlling interests** | **4,460** | **3,492** | **13,618** | **9,293** |
| Total comprehensive income attributable to non-controlling interests | -98 | 1 | -211 | -222 |
| **Total comprehensive income** | **4,362** | **3,493** | **13,407** | **9,071** |

# IFRS-Interim consolidated financial statements

## Consolidated statement of cash flows

of OVB Holding AG for the period from 1 January to 30 September 2024 according to IFRS

| EUR'000 | | 01/01 – 30/09/2024 | 01/01 – 30/09/2023 |
|---|---|---|---|
| Consolidated income before income tax | | 18,520 | 13,273 |
| +/- | Depreciation, amortisation and impairment/Appreciation in value and reversal of impairment loss of non-current assets | 7,375 | 6,273 |
| - | Financial result | -4,614 | -1,861 |
| -/+ | Unrealised currency gains/losses | 257 | -378 |
| +/- | Allocation to/reversal of valuation allowances for receivables | 1,681 | -287 |
| +/- | Other non-cash financial items | 497 | 170 |
| +/- | Increase/decrease in provisions | 7,855 | 1,548 |
| +/- | Result from the disposal of intangible and tangible assets | -103 | -8 |
| +/- | Decrease/increase in trade receivables and other assets | -9,028 | -4,637 |
| +/- | Increase/decrease in trade payables and other liabilities | 4,701 | 2,877 |
| - | Income tax paid | -4,834 | -4,961 |
| **= Cash flow from operating activities** | | **22,307** | **12,009** |
| + | Payments received from disposal of tangible assets and intangible assets | 130 | 63 |
| + | Payments received from disposal of financial assets | 148 | 102 |
| + | Payments received from disposal of securities and other short-term capital investments | 12,924 | 21,201 |
| - | Payments for expenditure on tangible assets | -3,153 | -988 |
| - | Payments for expenditure on intangible assets | -3,960 | -4,651 |
| - | Payments for expenditure on financial assets | -118 | -42 |
| - | Payments for expenditure on securities and other short-term capital investments | -18,754 | -21,519 |
| + | Other finance income | 219 | 11 |
| + | Interest received | 1,917 | 1,657 |
| **= Cash flow from investing activities** | | **-10,647** | **-4,166** |
| - | Dividends paid | -13,188 | -12,826 |
| - | Payments on the principal of the lease liability from financing activities | -1,827 | -1,775 |
| - | Payments on the interest of the lease liability from financing activities | -284 | -257 |
| **= Cash flow from financing activities** | | **-15,299** | **-14,858** |
| **Overview:** | | | |
| Cash flow from operating activities | | 22,307 | 12,009 |
| Cash flow from investing activities | | -10,647 | -4,166 |
| Cash flow from financing activities | | -15,299 | -14,858 |
| **= Net change in cash and cash equivalents** | | **-3,639** | **-7,015** |
| Exchange rate changes in cash and cash equivalents | | -293 | 222 |
| + Cash and cash equivalents at end of the prior year | | 72,832 | 80,644 |
| **= Cash and cash equivalents at the end of the period** | | **68,900** | **73,851** |

# IFRS-Interim consolidated financial statements

## Consolidated statement of changes in equity

of OVB Holding AG as of 30 September 2024 according to IFRS

| EUR'000 | Subscribed capital | Capital reserve | Statutory reserve | Other revenue reserves | Revaluation reserve | Reserve from provisions for pensions |
|---|---|---|---|---|---|---|
| **31/12/2023** | **14,251** | **39,342** | **2,576** | **10,997** | **-204** | **462** |
| Consolidated net income | | | | | | |
| Treasury shares | | | | | | |
| Corporate actions | | | | | | |
| Dividends paid | | | | | | |
| Change in revaluation reserve | | | | | 186 | |
| Allocation to other reserves | | | | | | |
| Change in currency translation reserve | | | | | | |
| Revaluation effect from provisions for pensions | | | | | | |
| Consolidated net income | | | | | | |
| **30/09/2024** | **14,251** | **39,342** | **2,576** | **10,997** | **-18** | **462** |

of OVB Holding AG as of 30 September 2023 according to IFRS

| EUR'000 | Subscribed capital | Capital reserve | Statutory reserve | Other revenue reserves | Revaluation reserve | Reserve from provisions for pensions |
|---|---|---|---|---|---|---|
| **31/12/2022** | **14,251** | **39,342** | **2,576** | **11,132** | **-308** | **-82** |
| Consolidated net income | | | | | | |
| Treasury shares | | | | | | |
| Corporate actions | | | | | | |
| Dividends paid | | | | | | |
| Change in revaluation reserve | | | | | 81 | |
| Allocation to other reserves | | | | -135 | | |
| Change in currency translation reserve | | | | | | |
| Revaluation effect from provisions for pensions | | | | | | |
| Consolidated net income | | | | | | |
| **30/09/2023** | **14,251** | **39,342** | **2,576** | **10,997** | **-227** | **-82** |

| Deferred tax on unrealised gains/losses | Currency translation reserve | Total income recognised directly in equity | Retained profits brought forward | Consolidated net income after non-con-trolling interests | Total compre-hensive income | Equity of the shareholders of OVB Holding AG | Non-controlling interests | Total |
|---:|---:|---:|---:|---:|---:|---:|---:|---:|
| **-84** | **217** | | **13,166** | **14,315** | | **95,038** | **660** | **95,698** |
| | | | 14,315 | -14,315 | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | -12,826 | | | -12,826 | -362 | -13,188 |
| | | 186 | | | 186 | 186 | | 186 |
| | | | | | | | | |
| | -99 | -99 | | | -99 | -99 | | -99 |
| | | | | | | | | |
| | | | | 13,320 | 13,320 | 13,320 | 211 | 13,531 |
| **-84** | **118** | **87** | **14,655** | **13,320** | **13,407** | **95,619** | **509** | **96,128** |

| Deferred tax on unrealised gains/losses | Currency translation reserve | Total income recognised directly in equity | Retained profits brought forward | Consolidated net income after non-con-trolling interests | Total compre-hensive income | Equity of the shareholders of OVB Holding AG | Non-controlling interests | Total |
|---:|---:|---:|---:|---:|---:|---:|---:|---:|
| **56** | **177** | | **11,186** | **14,671** | | **93,001** | **513** | **93,514** |
| | | | 14,671 | -14,671 | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | -12,826 | | | -12,826 | | -12,826 |
| | | 81 | | | 81 | 81 | | 81 |
| | | | 135 | | | | | |
| | -146 | -146 | | | -146 | -146 | | -146 |
| | | | | | | | | |
| | | | | 9,136 | 9,136 | 9,136 | 222 | 9,358 |
| **56** | **31** | **-65** | **13,166** | **9,136** | **9,071** | **89,246** | **735** | **89,981** |

# IFRS interim consolidated financial statements – Notes as of 30 September 2024

## I. General information

### 1. General information on OVB Group

The condensed interim consolidated financial statements for the first nine months of 2024 are released for publication pursuant to Executive Board resolution adopted today.

The parent company of OVB Group (hereinafter referred to as »OVB«) is OVB Holding AG, Cologne, recorded in the Commercial Register at the Local Court (Amtsgericht) of Cologne, Reichenspergerplatz 1, 50670 Cologne, under registration number HRB 34649. OVB Holding AG has its registered office at Heumarkt 1, 50667 Cologne.

### 2. Accounting principles

Pursuant to IAS 34 »Interim Financial Reporting«, the condensed interim consolidated financial statements for the first nine months of 2024 have been prepared in accordance with the International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS) as adopted by the European Union and released by the International Accounting Standards Board (IASB), and they are intended to be read in conjunction with the consolidated financial statements for the year ended 31 December 2023.

For the preparation of the condensed interim consolidated financial statements, the same accounting policies, measurement and consolidation methods and the same standards have been adopted as applied and published in the consolidated financial statements for the year ended 31 December 2023 unless otherwise indicated.

The condensed interim consolidated financial statements are prepared in euros. Unless stated otherwise, all figures are rounded up or down to the nearest thousand euros (EUR'000) in accordance with commercial rounding principles. As the figures are presented in thousand euro increments, rounding differences may arise when individual amounts as stated are added together.

In preparing the condensed interim consolidated financial statements pursuant to IAS 34, the Executive Board must make assessments and assumptions and apply estimates that have an effect on the application of accounting policies within the Group and on the disclosure of assets and liabilities as well as of income and expenses. Actual amounts may vary from respective estimates made.

Further information on discretionary decisions and estimate uncertainty can be found in chapter 4.4 »Discretionary decisions« in the notes to the consolidated financial statements as of 31 December 2023.

In the year under review 2024, the following new standards are subject to mandatory first-time adoption:

**IAS 1 Presentation of Financial Statements (amendments)**

The standard clarifies the classification of liabilities as current or non-current liabilities in its amended version. The amendment is effective as of 1 January 2024. No material effects on the consolidated financial statements result from this amendment.

**IAS 7 Statement of Cash Flows / IFRS 7 Financial Instruments: Disclosures (amendments)**

In order to provide clear guidance on qualitative and quantitative information in connection with financing arrangements with suppliers, the IASB has announced amendments to IAS 7 and IFRS 7. The amendments relate to the definition of characteristics of an arrangement for which disclosures must be made in the notes as well as additional disclosures to be made in the notes in connection with supplier financing arrangements. Amendments are effective as of 1 January 2024. No material effects on the consolidated financial statements result from these amendments.

**IFRS 16 Leases (amendments)**

For a clarification of the subsequent measurement of lease liabilities in a sale and leaseback, the IASB has announced amendments to IFRS 16. These provide for the seller-lessee to measure lease liabilities without recognising any amount of the gain or loss that relates to the sale of the retained right of use. Amendments are effective as of 1 January 2024, application ahead of schedule was permitted. No material effects on the consolidated financial statements result from these amendments.

The following standards have been adopted by the IASB and will be subject to application in future periods after they have been EU endorsed:

**IAS 21 The Effects of Changes in Foreign Exchange Rates (amendments)**

An amendment governs how to determine exchange rates where there is a lack of exchangeability. If a currency is not exchangeable at the measurement date, the reporting entity estimates the closing rate as the rate that would have applied to an orderly transaction between market participants and that would faithfully reflect prevailing economic conditions. The entity also provides additional information that enables users of financial statements to evaluate how the lack of exchangeability of a currency affects, or is expected to affect, the entity's financial performance, financial position and cash flows.

The amendment is effective as of 1 January 2025, application ahead of schedule is permitted. No material effects on the consolidated financial statements will result from this amendment.

**IFRS 7 Financial Instruments: Disclosures / IFRS 9 Financial Instruments (amendments)**

In order to improve the comprehensibility of the provisions of IFRS 9, the IASB has released amendments to the classification and measurement of financial instruments. In addition to the possibility of derecognising a financial liability settled by electronic payment before the settlement date, the amendments include clarifications and guidance on the classification of financial assets. Furthermore, disclosure requirements were defined for equity instruments measured at fair value through other comprehensive income.

The amendments are effective as of 1 January 2026, application ahead of schedule is permitted. No material effects on the consolidated financial statements will result from these amendments.

**IFRS 18 Presentation and Disclosure in Financial Statements**

In order to increase the comparability and transparency of reporting, the IASB has released the standard IFRS 18 Presentation and Disclosure in Financial Statements, intended to replace the previous IAS 1. While the majority of IAS 1 has been adopted, IFRS 18 also includes defined subtotals and categories in the income statement, requirements for aggregation and disaggregation as well as specifications for the introduction and disclosure of performance indicators defined by the entity's management.

The new standard is effective as of 1 January 2027, application ahead of schedule is permitted. No material effects on the consolidated financial statements will result from its application.

**IFRS 19 Subsidiaries Without Public Accountability: Disclosures**

With the release of IFRS 19, companies are given the opportunity under certain conditions to prepare their local financial statements in accordance with IFRS accounting standards with reduced disclosure requirements. The new standard stipulates that subsidiaries that are not publicly accountable and whose parent companies prepare IFRS-compliant financial statements may apply the reduced disclosure requirements. However, the companies are still required to comply with the full IFRS requirements for recognition, measurement and presentation.

The new standard is effective as of 1 January 2027, application ahead of schedule is permitted. No material effects on the consolidated financial statements will result from its application.

**Annual Improvements to IFRS**

As part of its Annual Improvements Process for making minor improvements to standards and interpretations, the IASB has published a collection of "Annual Improvements to IFRS Accounting Standards – Volume 11", which includes minor changes to a total of five standards. The amendments concern IAS 7, IFRS 1, IFRS 7, IFRS 9 and IFRS 10 and are effective as of 1 January 2026, application ahead of schedule is permitted. There will be no material effects on the consolidated financial statements.

## 2.1 Financial Instruments

Financial assets and liabilities are recognised in the consolidated statement of financial position as of the date when an entity of OVB Group becomes a contracting party with respect to the contractual provisions of the respective financial instrument. Recognition thus takes place as of the trading day.

Classification according to measurement categories is based on the identification of the business model under which contractual cash flows are collected as well as on an assessment of the terms of the cash flows by way of the SPPI test (Solely Payment of Principal and Interest). OVB Group's financial instruments can be classified as follows:

**Amortised Cost (AC)**

Financial instruments measured at amortised cost (business model: hold; cash flow conditions compliant) are generally recognised at fair value upon addition. Trade receivables are recognised at the amount determined in accordance with IFRS 15 upon addition. Insofar as future impairment is anticipated, it is considered for measurement unless immaterial. Subsequent to first-time recognition, such financial instruments are measured at amortised cost. That is the amount at which a financial asset was valuated upon first-time recognition less repayments, plus or less the cumulative amortisation of any difference between the originally assigned value and the amount repayable upon final maturity based on the effective interest method, and less any valuation allowances for expected credit loss.

**Fair Value through Profit or Loss (FVPL)**

Financial instruments measured at fair value through profit or loss (business model: either not hold or cash flow conditions not compliant) are recognised at fair value upon addition. Gains or losses resulting from subsequent measurement are to be recognised through profit or loss in the income statement.

**Fair Value through Other Comprehensive Income (FVOCI)**

Debt instruments (business model: hold and sale; cash flow conditions compliant) and equity instruments (by designation) measured at fair value outside profit or loss are recognised at fair value upon addition. Gains or losses resulting from subsequent measurement are to be recognised in equity outside profit or loss. Upon the disposal of debt instruments, gains or losses included in revaluation reserve are to be recognised in the income statement. With respect to equity instruments there is no reclassification of the revaluation reserve through profit or loss but rather within equity outside profit or loss. Interest income, valuation allowances and exchange rate gains/losses of debt instruments are recognised in the income statement through profit or loss. Legal claims to dividends on equity instruments are also recognised in profit or loss for the period.

## 2.2 Impairment and reversal of impairment loss of financial assets

As of each reporting date, expected credit losses are considered for valuation allowances for financial assets/contract assets measured at amortised cost. Present values of classical default scenarios are multiplied by the corresponding probability of occurrence. The initial effective interest rate is applied for discounting.

### Stage transfer
Upon first-time assessment of future credit loss, impairment equals expected credit losses within the next twelve months. If a significant increase in credit risk compared to the initial assessment materialises at a later reporting date, impairment equals expected credit losses over the entire remaining term of the asset.

### Simplified approach
For trade receivables without a significant financing component, expected credit losses are determined collectively for a group of assets with the same credit risk characteristics and recognised as a risk provision item over the asset term pursuant to IFRS 9.5.5.15.

## 2.3 Recognition of sales

OVB generally recognises sales at the time the agreed performances have been provided to the client (satisfaction of performance obligation). In case of uncertainty with respect to recognition in profit or loss, sales are recognised as soon as such uncertainty ceases to apply, i.e. no later than the date of OVB's actual cash inflow of commission. For the risk of any commission refunds to product partners as a result of cancelled contracts or in the event of non-payment, provisions are made on the basis of historical figures (provisions for cancellation risk). Changes in provisions for cancellation risk are charged or credited to sales. Considering potential refunds of commission already received in case of cancellation, sales represent variable consideration for the purpose of IFRS 15 due to the element of uncertainty in the amounts of revenue.

Sales from subsequent commission are recognised as contract asset under »Receivables and other assets«. Subsequent commission is estimated on the basis of the most probable amount at which a significant cancellation of recorded sales is deemed highly improbable. Corresponding brokerage expenses to be handed on to financial advisors are included in provisions from subsequent commission.

OVB recognises as sales new business commission, policy service commission and dynamic commission.

OVB is paid new business commission for the successful brokerage of an insurance policy. Settlement follows either a discounted, partially discounted or pro-rata approach. With respect to partially discounted and pro-rata new business commission received in the categories unit-linked provision products, other provision products, property, accident and legal expenses insurance, investment funds and health insurance, sales are recognised at an earlier point in time for the sales portion attributable to the successful brokerage of the contract yet settled only in later reporting periods; in doing that, assumptions are made with respect to the probable term in consideration of future contract cancellations.

OVB is paid policy service commission for the policyholder's continuous contract support. The performance is thus rendered over a certain period of time so that sales are to be recognised over that time period accordingly.

OVB is paid dynamic commission for premium raises during the contract term. Dynamic commission is recognised as of the point in time the policyholder's withdrawal period with respect to the premium raise has expired.

OVB acts as principal and the financial advisors act as multiple agents/brokers.

## 3. Changes to the scope of consolidation

A business combination is the result of OVB assuming control over one or more entities by transaction or another business event. For any case of business combinations, the acquisition method is to be applied. Acquisition cost of an acquired subsidiary is measured according to the fair value of the transferred consideration, i.e. the total of transferred assets, assumed liabilities, issued equity instruments and contingent consideration. Incidental transaction costs are generally recognised as expense. Recognisable assets and assumed liabilities as well as contingent liabilities are measured at fair value to the full amount regardless of the amount of OVB's investment. Applicable are the respective values as of the time control over the subsidiary was assumed. The measurement of any goodwill is determined by the positive difference between the acquisition's transaction cost less the fair value of the acquired net assets.

OVB Informatikai Kft, Budapest, was deconsolidated in the first quarter of 2024. The entity was liquidated by order of the Budapest Commercial Court in February 2024. The deconsolidation result of EUR 40 thousand relates to currency effects from other comprehensive income and is recognised in other operating expenses.

# II. Significant events in the interim reporting period

International conflicts continue to pose a challenge in 2024. The war in Ukraine, which has been going on for more than two and a half years now, has been joined by a new conflagration with the war in the Middle East sparked by the attack on Israel by the radical Islamic organisation Hamas, still leading to global disruptions to supply chains and volatile commodity prices.

Despite the geopolitical crises, persistently high inflation and increased interest rates, the global economy is proving to be very resilient. For this reason, OVB has adjusted or reduced provisions made as of 31 December 2023 in line with the overall improvement in the macroeconomic environment. This had the following effects on the mentioned balance sheet items in the first nine months of 2024.

**Cancellation risk**
Due to the current macroeconomic development, no significant risk of increased contract cancellation that would have an increasing impact on the provision for cancellation risk has to be expected (31 December 2023: EUR 0.8 million).

**Contract asset**
The contract asset less provisions from subsequent commission (IFRS 15) is no longer reduced by additional provisions as of 30 September 2024 (31 December 2023: EUR 0.1 million).

Further reportable events pursuant to IAS 34 (e.g. exceptional business transactions, launch of restructuring measures or discontinuation of operations) did not occur.

**Product partner**
A product partner with whom OVB maintains contractual relationships in Spain, Italy, Belgium and France was subject to special measures imposed by the competent supervisory authority, the Commissariat aux Assurances (CAA) in Luxembourg, after it was informed that the product partner no longer met the capital requirements under Solvency II (i.e. own funds are below the thresholds of the Minimum Capital Requirement (MCR) and the Solvency Capital Requirement (SCR) as per the Luxembourg Solvency II transposition law and regulation). The product partner is required to submit a financing plan to the CAA for approval by mid-October 2024 to restore the level of own funds to at least the MCR.

If there is no realistic short-term financing plan or if the product partner fails to comply with the plan approved by the CAA, the CAA can decide to withdraw the product partner's insurance licence. At this stage, the CAA's regulatory action is not equivalent to ordinary insolvency proceedings. At times, the regulatory action prevented the product partner from providing contractual services in order to ensure fair treatment of policyholders and beneficiaries.

The currently anticipated effects for OVB have been taken into account in the forecast for the 2024 financial year.

# III. Notes to the statement of financial position and the statement of cash flows

## 1. Financial assets

| EUR'000 | | 30/09/2024 | 31/12/2023 |
|---|---|---|---|
| Financial assets | AC | 344 | 375 |

AC = Amortised Cost

Financial assets comprise loans to employees and self-employed sales advisors with terms of more than one year, issued at customary interest rates.

## 2. Receivables and other assets

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| Receivables | 16,970 | 17,991 |
| Other assets | 8,541 | 5,725 |
| Contract asset (IFRS 15) | 38,855 | 33,982 |
| | **64,366** | **57,698** |

Receivables include, among other things, claims against financial advisors arising from advances on commission and claims for commission refunds.

## 3. Securities and other capital investments

| EUR'000 | | 30/09/2024 | 31/12/2023 |
|---|---|---|---|
| Securities | FVPL | 23,133 | 19,232 |
| Securities | FVOCI | 17,653 | 17,466 |
| Other capital investments | AC | 15,451 | 11,256 |
| | | **56,237** | **47,954** |

AC = Amortised Cost / FVPL = Fair Value through Profit or Loss / FVOCI = Fair Value through Other Comprehensive Income

## 4. Cash and cash equivalents

Cash and cash equivalents can be broken down for the presentation of the consolidated statement of cash flows as follows:

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| Cash | 13 | 14 |
| Cash equivalents | 68,887 | 72,818 |
| | **68,900** | **72,832** |

Cash includes the group companies' cash in hand in domestic currency and foreign currencies translated into euros as of the quarter closing date.

Cash equivalents are assets that can be converted into cash immediately. Cash equivalents include bank balances in domestic and foreign currencies with maturities of three months or less, checks and stamps. Measurement is based on amortised cost; foreign currencies are measured in euros as of the closing date.

## 5. Share capital

Unchanged from 31 December 2023, the subscribed capital (share capital) of OVB Holding AG amounts to EUR 14,251,314.00. It is divided into 14,251,314 no-par ordinary bearer shares.

## 6. Dividend

Distributable amounts relate to the retained earnings of OVB Holding AG as determined in compliance with German commercial law.

The resolution on the appropriation of retained earnings of OVB Holding AG for the 2023 financial year was adopted by the Annual General Meeting on 12 June 2024.

The shareholders' entitlement to the dividend in the amount of EUR 12,826 thousand was due on 17 June 2024. The dividend corresponds to EUR 0.90 per share (previous year: EUR 0.90 per share):

| EUR'000 | 2023 | 2022 |
|---|---|---|
| Distribution to shareholders | 12,826 | 12,826 |
| Profit carry-forward | 7,956 | 7,896 |
| **Retained earnings** | **20,782** | **20,722** |

## 7. Treasury shares

OVB Holding AG did not hold any treasury shares as of the reporting date. In the period between the quarter closing date and the preparation of the interim consolidated financial statements, no transactions involving the Company's ordinary shares or options to its ordinary shares took place.

The Annual General Meeting of OVB Holding AG held on 10 June 2020 authorised the Executive Board, with the Supervisory Board's approval, to acquire up to 300,000 of the Company's bearer shares in the period between 11 June 2020 and 9 June 2025, in one or several transactions. Shares acquired on the basis of this resolution may also be retired.

## 8. Other provisions

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| 1. Cancellation risk | 21,087 | 20,183 |
| 2. Unbilled liabilities | 25,894 | 21,421 |
| 3. Litigation | 2,011 | 2,015 |
| 4. Provisions from subsequent commission (IFRS 15) | 25,286 | 22,899 |
| | **74,278** | **66,518** |
| 5. Miscellaneous | | |
| - Obligations to employees | 3,011 | 3,079 |
| - Costs for financial statements / Audit cost | 793 | 559 |
| - Other obligations | 812 | 838 |
| | **4,616** | **4,476** |
| | **78,894** | **70,994** |

### 1. Cancellation risk
Cancellation risk primarily includes provisions for expected commission refunds claimed by product partners.

### 2. Unbilled liabilities
Unbilled liabilities primarily include commission not yet billed by financial advisors.

### 3. Litigation
Provisions are made for litigation primarily due to legal disputes with clients and former financial advisors. When such legal disputes will end and what exact amount the corresponding outflow of economic benefits will come to is uncertain.

### 4. Provisions from subsequent commission
Provisions from subsequent commission are made for commission not yet passed on to financial advisors.

### 5. Miscellaneous
Miscellaneous provisions encompass all provisions not to be categorised under any of the sub-items above.

## 9. Other non-current liabilities

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| Non-current lease liabilities | 8,321 | 8,933 |

Non-current lease liabilities result from the application of IFRS 16.

## 10. Other current liabilities

| EUR'000 | 30/09/2024 | 31/12/2023 |
|---|---|---|
| 1. Retained security | 59,842 | 55,461 |
| 2. Other tax liabilities | 1,916 | 2,066 |
| 3. Liabilities to employees | 3,871 | 3,289 |
| 4. Liabilities to product partners | 3,017 | 2,680 |
| 5. Current lease liabilities | 2,378 | 2,437 |
| 6. Miscellaneous liabilities | 1,904 | 1,191 |
| | **72,928** | **67,124** |

1. Retained security
Retained security includes provisions for cancellation risk set aside on account of financial advisors. Amounts are retained in order to cover anticipated commission refund claims.

2. Other tax liabilities
Tax liabilities only include other actual tax liabilities that can be exactly determined or that have already been assessed.

3. Liabilities to employees
Payments due to employees in the short term for work performed such as holiday pay, bonuses or premiums as well as benefits paid to employees due to the termination of employment are recognised at expected settlement amounts.

4. Liabilities to product partners
Liabilities to product partners that are not affiliates generally result from the reversal of commission entries and are paid by OVB as they arise over the course of business. These liabilities are measured at nominal value.

5. Current lease liabilities
Current lease liabilities result from the application of IFRS 16.

6. Miscellaneous liabilities
Miscellaneous liabilities comprise all liabilities that are not attributable to any of the above sub-items. This item essentially includes liabilities from social security contributions and deferred income.

# IV. Notes to the income statement

## 1. Brokerage income

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| 1. New business commission | 238,315 | 201,958 |
| 2. Policy service commission | 42,898 | 40,578 |
| 3. Dynamic commission | 5,243 | 5,760 |
| 4. Other brokerage income | 11,671 | 11,959 |
| | **298,127** | **260,255** |

### 1. New business commission
New business commission results from the successful brokerage of various financial products.

### 2. Policy service commission
Policy service commission results from the policyholder's continuous contract support and is collected after rendering respective services.

### 3. Dynamic commission
Dynamic commission results from dynamic adjustments of contributions to insurance policies during the contract term.

### 4. Other brokerage income
Other brokerage income encompasses income from brokerage resulting from bonus payments and other sales related payments made by product partners as well as changes in cancellation risk provisions.

Brokerage income includes income from subsequent commission in the amount of EUR 5,076 thousand (previous year: EUR 3,476 thousand) as a result of earlier capitalisation of partly discounted and pro-rata new business commission.

## 2. Other operating income

Other operating income essentially includes refunds paid by financial advisors for workshop participation, reversals of provisions, reimbursements of costs paid by sales force and partner companies, income from statute-barred liabilities and all other operating income not to be recorded as brokerage income.

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| Other operating income | 8,041 | 8,979 |

## 3. Brokerage expenses

Brokerage expenses include all direct payments to financial advisors. Current commission encompasses all directly performance-based commission, i.e. new business commission, policy service commission and dynamic commission. Other commission includes all other commission linked to a specific purpose, e.g. other performance-based remuneration.

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| Current commission | -182,425 | -157,704 |
| Other commission | -18,797 | -15,693 |
| | **-201,222** | **-173,397** |

## 4. Personnel expense

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| Wages and salaries | -32,561 | -30,201 |
| Social security | -6,673 | -6,187 |
| Pension plan expenses | -585 | -562 |
| | **-39,819** | **-36,950** |

## 5. Depreciation and amortisation

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| Amortisation of intangible assets | -3,912 | -2,946 |
| Depreciation of rights of use | -1,969 | -1,906 |
| Depreciation of tangible assets | -1,494 | -1,421 |
| | **-7,375** | **-6,273** |

## 6. Other operating expenses

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| Sales and marketing expenses | -15,693 | -16,071 |
| Administrative expenses | -22,084 | -20,482 |
| Non-income-based tax | -5,187 | -3,797 |
| Miscellaneous operating expenses | -882 | -852 |
| | **-43,846** | **-41,202** |

## 7. Financial result

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| **Finance income** | | |
| Interest income and similar income | 2,380 | 1,827 |
| Income from securities | 219 | 11 |
| Reversal of impairment loss on capital investments | 2,416 | 324 |
| | **5,015** | **2,162** |
| **Finance expenses** | | |
| Interest expenses and similar expenses | -284 | -257 |
| Expenses for capital investments | -117 | -44 |
| | **-401** | **-301** |
| **Financial result** | **4,614** | **1,861** |

## 8. Taxes on income

Current and deferred taxes are determined on the basis of the income tax rates applicable in the respective country. Current income taxes were recognised on the basis of the best estimate of the weighted average of the annual income tax rate expected for the full year. Deferred taxes were calculated on the basis of the expected applicable future tax rate.

The main components of income tax expense are the following items as reported in the consolidated income statement:

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| Current income tax | -5,560 | -4,199 |
| Deferred income tax | 571 | 284 |
| | **-4,989** | **-3,915** |

## 9. Earnings per share

The calculation of basic/diluted earnings per share is based on the following data:

| EUR'000 | 01/01 - 30/09/2024 | 01/01 - 30/09/2023 |
|---|---|---|
| **Net income for the reporting period after non-controlling interests** | | |
| Basis for basic / diluted earnings per share (net income for the reporting period attributable to owners of the parent) | 13,320 | 9,136 |
| **Number of shares** | | |
| Weighted average number of shares for the calculation of basic / diluted earnings per share | 14,251,314 | 14,251,314 |
| **Basic / Diluted earnings per share in EUR** | **0.93** | **0.64** |

# V. Notes on segment reporting

The principal business activity of OVB's operating subsidiaries consists of advising clients in managing and structuring their finances and brokering various financial products offered by insurance companies, banks, building societies and other enterprises in this context. It is not feasible to break down the services provided to clients by product type. Within the consolidated companies there are no identifiable and distinctive key sub-activities at group level. In particular, it is not possible to present assets and liabilities based on the brokered products. Therefore the individual entities are each categorised as single-product companies. Consequently, segment reporting is based exclusively on geographic aspects as internal reporting to group management and corporate governance are also structured solely according to these criteria. In this regard, the operating subsidiaries represent operating segments for the purpose of IFRS 8, aggregated in three reportable segments. All entities not involved in brokerage service operations represent the »Corporate Centre« segment. For this categorisation, the criteria for aggregation defined by IFRS 8.12 have been complied with. Internal reporting to the Company's management is a condensed presentation of the income statement, compliant with IFRS, presented more elaborately in segment reporting. The entities' earnings are monitored separately by the Company's management in order to measure and assess profitability. Segment assets and segment liabilities are not disclosed in the presentation of segment reporting compliant with IFRS 8.23 as such disclosure is not part of internal reporting.

The »Central and Eastern Europe« segment includes: OVB Vermögensberatung A.P.K. Kft., Budapest; OVB Allfinanz a.s., Prague; OVB Allfinanz Slovensko a.s., Bratislava; OVB Allfinanz Polska Społka Finansowa Sp. z o.o., Warsaw; OVB Allfinanz Romania Broker de Asigurare S.R.L., Cluj; OVB Imofinanz S.R.L., Cluj; OVB Allfinanz Croatia d.o.o., Zagreb; OVB Allfinanz Zastupanje d.o.o., Zagreb; TOB OVB Allfinanz Ukraine, Kiev, and OVB Allfinanz SI, zavarovalno zastopniška družba, d.o.o., Ljubljana. Material contributions to the brokerage income of the »Central and Eastern Europe« segment were generated by OVB Allfinanz a.s., Prague, at EUR 47,407 thousand (previous year: EUR 41,066 thousand), OVB Allfinanz Slovensko a.s., Bratislava, at EUR 41,645 thousand (previous year: EUR 37,795 thousand), and OVB Vermögensberatung A.P.K. Kft., Budapest, at EUR 32,061 thousand (previous year: EUR 28,760 thousand).

The »Germany« segment comprises OVB Vermögensberatung AG, Cologne; Advesto GmbH, Cologne; and Eurenta Holding GmbH, Cologne. In this segment, brokerage income is primarily generated by OVB Vermögensberatung AG, Cologne.

The »Southern and Western Europe« segment includes the following entities: OVB Allfinanzvermittlungs GmbH, Wals near Salzburg; OVB Vermögensberatung (Schweiz) AG, Hünenberg; OVB-Consulenza Patrimoniale SRL, Verona; OVB Allfinanz España S.A., Madrid; OVB (Hellas) Allfinanz Vermittlungs GmbH & Co. KG, Bankprodukte, Athens; OVB Hellas Allfinanz Vermittlungs GmbH, Athens; OVB Conseils en patrimoine France Sàrl., Strasbourg; Eurenta Hellas Monoprosopi EPE Asfalistiki Praktores, Athens; and Willemot Bijzonder Verzekeringsbestuur NV, Gent. A material contribution to the brokerage income of the »Southern and Western Europe« segment was generated by OVB Allfinanz España S.A., Madrid, at EUR 30,399 thousand (previous year: EUR 23,764 thousand).

The »Corporate Centre« segment includes OVB Holding AG, Cologne; Nord-Soft EDV-Unternehmensberatung GmbH, Horst; Nord-Soft Datenservice GmbH, Horst; and OVB Informatikai Kft., Budapest (liquidated on 7 February 2024). The entities of the »Corporate Centre« segment are not involved in the brokerage of financial products but primarily concerned with providing services to OVB Group. The range of services particularly comprises management and consulting services, software and IT services as well as marketing services.

The individual segments are presented in segment reporting before the elimination of inter-segment interim results and consolidation of expense and income. Intra-group dividend distributions are not taken into account. Reconciliations of segment values to corresponding consolidated data are made directly in the consolidation column in segment reporting. Recognition, disclosure and measurement of the consolidated values in segment reporting correspond to the values presented in the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of cash flows and the consolidated statement of changes in equity. For intra-group allocations, an appropriate additional overhead charge is levied on the individual cost items incurred.

# IFRS-Interim consolidated financial statements

## Segment reporting

of OVB Holding AG for the period from 1 January to 30 September 2024 according to IFRS

| EUR'000 | Central and Eastern Europe | Germany | Southern and Western Europe | Corporate Centre | Consoli-dation | Consoli-dated |
|---|---|---|---|---|---|---|
| **Segment income** | | | | | | |
| Income from business with third parties | | | | | | |
| - Brokerage income | 166,804 | 45,003 | 86,320 | 0 | 0 | 298,127 |
| - New business commission | 145,013 | 27,900 | 65,402 | 0 | 0 | 238,315 |
| - Policy service commission | 12,870 | 14,243 | 15,785 | 0 | 0 | 42,898 |
| - Dynamic commission | 1,069 | 2,439 | 1,735 | 0 | 0 | 5,243 |
| - Other brokerage income | 7,852 | 421 | 3,398 | 0 | 0 | 11,671 |
| Other operating income | 2,098 | 1,762 | 2,583 | 1,929 | -331 | 8,041 |
| Income from inter-segment transactions | 2 | 741 | 0 | 18,135 | -18,878 | 0 |
| **Total segment income** | **168,904** | **47,506** | **88,903** | **20,064** | **-19,209** | **306,168** |
| **Segment expenses** | | | | | | |
| Brokerage expenses | | | | | | |
| - Current commission | -104,738 | -27,569 | -50,118 | 0 | 0 | -182,425 |
| - Other commission | -10,095 | -2,421 | -6,281 | 0 | 0 | -18,797 |
| Personnel expenses | -10,738 | -5,651 | -11,981 | -11,749 | 300 | -39,819 |
| Depreciation/amortisation | -1,974 | -726 | -1,630 | -3,045 | 0 | -7,375 |
| Other operating expenses | -24,523 | -8,843 | -16,075 | -13,452 | 19,047 | -43,846 |
| **Total segment expenses** | **-152,068** | **-45,210** | **-86,085** | **-28,246** | **19,347** | **-292,262** |
| **Earnings before interest and taxes (EBIT)** | **16,836** | **2,296** | **2,818** | **-8,182** | **138** | **13,906** |
| Interest income | 1,182 | 594 | 261 | 355 | -12 | 2,380 |
| Interest expenses | -149 | -87 | -56 | -4 | 12 | -284 |
| Other financial result | 0 | 1,082 | 60 | 1,376 | 0 | 2,518 |
| **Earnings before taxes (EBT)** | **17,869** | **3,885** | **3,083** | **-6,455** | **138** | **18,520** |
| Taxes on income | -3,548 | 0 | -1,210 | -159 | -72 | -4,989 |
| Non-controlling interests | 0 | 0 | 0 | -211 | 0 | -211 |
| **Segment result** | **14,321** | **3,885** | **1,873** | **-6,825** | **66** | **13,320** |
| **Additional disclosures** | | | | | | |
| Capital expenditures for intangible and tangible assets | 2,472 | 239 | 1,066 | 3,336 | 0 | 7,113 |
| Material non-cash expenses (-) and income (+) | 630 | 98 | -921 | -36 | 0 | -229 |
| Impairment/fair value expenses in accordance with IFRS 9 | -305 | -430 | -1,591 | -84 | -1 | -2,411 |
| Impairment reversal/fair value write-up in accordance with IFRS 9 | 308 | 1,408 | 125 | 1,432 | -22 | 3,251 |

# IFRS-Konzernzwischenabschluss

## Segmentberichterstattung

of OVB Holding AG for the period from 1 January to 30 September 2023 according to IFRS

| EUR'000 | Central and Eastern Europe | Germany | Southern and Western Europe | Corporate Centre | Consoli-dation | Consoli-dated |
|---|---|---|---|---|---|---|
| **Segment income** | | | | | | |
| Income from business with third parties | | | | | | |
| - Brokerage income | 146,081 | 42,735 | 71,439 | 0 | 0 | 260,255 |
| - New business commission | 125,725 | 24,971 | 51,262 | 0 | 0 | 201,958 |
| - Policy service commission | 11,801 | 14,170 | 14,607 | 0 | 0 | 40,578 |
| - Dynamic commission | 1,397 | 2,555 | 1,808 | 0 | 0 | 5,760 |
| - Other brokerage income | 7,158 | 1,039 | 3,762 | 0 | 0 | 11,959 |
| Other operating income | 1,989 | 2,544 | 2,351 | 2,613 | -518 | 8,979 |
| Income from inter-segment transactions | 1 | 713 | 0 | 16,029 | -16,743 | 0 |
| **Total segment income** | **148,071** | **45,992** | **73,790** | **18,642** | **-17,261** | **269,234** |
| **Segment expenses** | | | | | | |
| Brokerage expenses | | | | | | |
| - Current commission | -91,488 | -25,368 | -40,848 | 0 | 0 | -157,704 |
| - Other commission | -8,643 | -2,335 | -4,715 | 0 | 0 | -15,693 |
| Personnel expenses | -10,120 | -5,814 | -10,555 | -10,461 | 0 | -36,950 |
| Depreciation/amortisation | -1,654 | -723 | -1,591 | -2,305 | 0 | -6,273 |
| Other operating expenses | -23,103 | -8,592 | -13,751 | -12,822 | 17,066 | -41,202 |
| **Total segment expenses** | **-135,008** | **-42,832** | **-71,460** | **-25,588** | **17,066** | **-257,822** |
| **Earnings before interest and taxes (EBIT)** | **13,063** | **3,160** | **2,330** | **-6,946** | **-195** | **11,412** |
| Interest income | 1,284 | 219 | 65 | 264 | -5 | 1,827 |
| Interest expenses | -122 | -89 | -49 | -2 | 5 | -257 |
| Other financial result | 0 | 252 | 13 | 26 | 0 | 291 |
| **Earnings before taxes (EBT)** | **14,225** | **3,542** | **2,359** | **-6,658** | **-195** | **13,273** |
| Taxes on income | -2,546 | -14 | -1,181 | -174 | 0 | -3,915 |
| Non-controlling interests | 0 | 0 | 0 | -222 | 0 | -222 |
| **Segment result** | **11,679** | **3,528** | **1,178** | **-7,054** | **-195** | **9,136** |
| **Additional disclosures** | | | | | | |
| Capital expenditures for intangible and tangible assets | 1,903 | 90 | 1,236 | 2,410 | 0 | 5,639 |
| Material non-cash expenses (-) and income (+) | 1,157 | 612 | 631 | -4 | 0 | 2,396 |
| Impairment/fair value expenses in accordance with IFRS 9 | -686 | -378 | -466 | -100 | 0 | -1,630 |
| Impairment reversal/fair value write-up in accordance with IFRS 9 | 341 | 1,162 | 210 | 38 | 0 | 1,751 |

# VI. Other disclosures relating to the interim consolidated financial statements

## 1. Leases

Rights of use of leased objects amount to EUR 10,031 thousand as of 30 September 2024 (31 December 2023: EUR 10,836 thousand). Corresponding lease liabilities total EUR 10,699 thousand (31 December 2023: EUR 11,370 thousand) and are classified in the statement of financial position depending on maturity as either non-current (EUR 8,321 thousand / 31 December 2023: EUR 8,933 thousand) or current liabilities (EUR 2,378 thousand / 31 December 2023: EUR 2,437 thousand), entered under the item »Other liabilities« respectively.

Lease agreements entered into by OVB essentially involve real property, vehicles and office equipment.

The development of rights of use divided into categories of underlying assets is as follows:

| EUR'000 | 01/01/2024 | Additions | Disposals | Depreciation | Exchange rate differences | 30/09/2024 |
|---|---|---|---|---|---|---|
| Software | 18 | 0 | 0 | -12 | 0 | 6 |
| Land and buildings | 9,772 | 946 | -57 | -1,585 | -42 | 9,034 |
| Machinery, equipment, furniture, vehicles, others | 988 | 338 | -20 | -353 | 0 | 953 |
| IT equipment | 58 | 0 | 0 | -19 | -1 | 38 |
| | **10,836** | **1,284** | **-77** | **-1,969** | **-43** | **10,031** |

| EUR'000 | 01/01/2023 | Additions | Disposals | Depreciation | Exchange rate differences | 31/12/2023 |
|---|---|---|---|---|---|---|
| Software | 0 | 34 | 0 | -16 | 0 | 18 |
| Land and buildings | 9,036 | 2,894 | -88 | -2,055 | -15 | 9,772 |
| Machinery, equipment, furniture, vehicles, others | 787 | 681 | -33 | -447 | 0 | 988 |
| IT equipment | 51 | 34 | 0 | -25 | -2 | 58 |
| | **9,874** | **3,643** | **-121** | **-2,543** | **-17** | **10,836** |

The development of the corresponding total lease liability is as follows:

| EUR'000 | | 2024 | 2023 |
|---|---|---|---|
| Lease liabilities as of 1 January | | 11,370 | 10,251 |
| Cash outflow repayment component (cash flow from financing activities) | | -1,827 | -1,775 |
| Additions | | 1,284 | 3,500 |
| Disposals | | -81 | -22 |
| Interest expenses | | 268 | 241 |
| Cash outflow interest component (cash flow from financing activities) | | -268 | -241 |
| Exchange rate differences | | -47 | -13 |
| Lease liability as of 30 September | | **10,699** | **11,941** |

Interest expenses from accrued interest on lease liabilities amount to EUR 268 thousand (previous year: EUR 241 thousand), reported under »Other finance expenses«.

Expenses for short-term leases with terms of less than twelve months amount to EUR 13 thousand (previous year: EUR 81 thousand), reported under »Other operating expenses«.

Expenses for low value leases amount to EUR 28 thousand (previous year: EUR 28 thousand), reported under »Other operating expenses«.

Terms to maturity of not discounted lease liabilities as of 30 September 2024 are as follows:

| EUR'000 | Less than 3 months | 3-6 months | 6-12 months | 1-3 years | 3-5 years | More than 5 years | Total |
|---|---|---|---|---|---|---|---|
| | 728 | 684 | 1,272 | 4,396 | 3,261 | 1,339 | 11,680 |

Terms to maturity of not discounted lease liabilities as of 31 December 2023 are as follows:

| EUR'000 | Less than 3 months | 3-6 months | 6-12 months | 1-3 years | 3-5 years | More than 5 years | Total |
|---|---|---|---|---|---|---|---|
| | 700 | 691 | 1,381 | 4,415 | 3,517 | 1,716 | 12,420 |

Income in the amount of EUR 43 thousand was generated from sub-leases (previous year: EUR 43 thousand).

Terms to maturity of expected lease payments from sub-leases are as follows:

| EUR'000 | 1 year | 2 years | 3 years | 4 years | 5 years | More than 5 years | Total |
|---|---|---|---|---|---|---|---|
| | 42 | 29 | 29 | 29 | 29 | 0 | 158 |

As of 30 September 2024, there are no renewal options whose probable exercise would result in cash outflow for future reporting periods.

## 2. Contingent liabilities

OVB Holding AG and some of its subsidiaries have given guarantees and assumed liabilities on behalf of financial advisors arising from the ordinary course of business. The associated risks are recognised in »Other provisions« to the extent they give rise to obligations whose values can be reliably estimated. There have been no material changes in comparison with 31 December 2023.

Some group companies are currently involved in various legal disputes arising from the ordinary course of business, primarily in connection with the settlement of accounts for brokerage services provided by financial advisors.

Management holds the view that adequate provisions have been made for contingent liabilities arising from such guarantees, the assumption of liabilities and legal disputes and that such contingencies will not have any material effect on the Group's financial position, assets and liabilities and profit/loss beyond that.

OVB's brokerage business carries the inherent risk that working together with self-employed financial advisors might be interpreted by tax authorities or social security agencies as an employment relationship, resulting in OVB's obligation to pay taxes and make social security contributions. OVB has a constant focus on this risk but cannot rule out completely that subsequent claims against OVB might arise due to possible changes to national legal frameworks. Without OVB being engaged in any notable litigation at present in this regard, from today's viewpoint retrospective payments of taxes and social security contributions of up to EUR 6.2 million might result for one of the operating subsidiaries. Based on legal expert opinions at hand, Management deems corresponding liabilities for OVB improbable.

## 3. Employees

OVB Group had a commercial staff of altogether 787 employees on average in the first nine months of 2024 (31 December 2023: 751), 68 thereof in executive positions (31 December 2023: 68).

## 4. Related party disclosures

OVB has concluded agreements covering the brokerage of financial products with related parties belonging to SIGNAL IDUNA Group, Baloise Group and Generali Group.

Principal shareholders as of 30 September 2024 are entities of

- SIGNAL IDUNA Group,
- Baloise Group and
- Generali Group.

SIGNAL IDUNA Group is a horizontally organised group of companies (»Gleichordnungsvertragskonzern«). The group's parent companies are:

- SIGNAL IDUNA Krankenversicherung a. G., Dortmund
- SIGNAL IDUNA Lebensversicherung a. G., Hamburg
- SIGNAL IDUNA Unfallversicherung a. G., Dortmund

As of 30 September 2024, SIGNAL IDUNA Lebensversicherung a. G., Hamburg, held shares in OVB Holding AG carrying 31.67 per cent of the voting rights. As of 30 September 2024, SIGNAL IDUNA Krankenversicherung a. G., Dortmund, held shares in OVB Holding AG carrying 21.27 per cent of the voting rights. Based on agreements concluded with entities of SIGNAL IDUNA Group, sales in the amount of EUR 31,424 thousand (previous year: EUR 26,996 thousand) were generated in the first nine months of 2024. Receivables exist in the amount of EUR 2,370 thousand (31 December 2023: EUR 3,543 thousand).

The item »Securities and other capital investments« includes securities issued by SIGNAL IDUNA Group in the amount of EUR 0 thousand (31 December 2023: EUR 1,376 thousand).

As of 30 September 2024, Baloise Beteiligungsholding GmbH, Hamburg, held shares in OVB Holding AG carrying 32.57 per cent of the voting rights. This entity belongs to Baloise Group, whose parent company is Bâloise Holding AG, Basel. Based on agreements concluded with Baloise Group, sales in the amount of EUR 13,825 thousand (previous year: EUR 13,955 thousand) were generated in the first nine months of 2024, primarily in the Germany segment. Receivables exist in the amount of EUR 3,755 thousand (31 December 2023: EUR 3,466 thousand) and liabilities in the amount of EUR 356 thousand (31 December 2023: EUR 0 thousand).

The item »Securities and other capital investments« includes securities issued by Bâloise Holding AG in the amount of EUR 762 thousand (31 December 2023: EUR 740 thousand).

As of 30 September 2024, Generali CEE Holding B.V., Amsterdam, The Netherlands, held shares in OVB Holding AG carrying 11.48 per cent of the voting rights. This entity is part of Generali Group, whose parent is Assicurazioni Generali S.p.A., Trieste, Italy. Based on agreements concluded with Generali Group, sales in the amount of EUR 23,333 thousand (previous year: EUR 20,896 thousand) were generated in the first nine months of 2024. Receivables exist in the amount of EUR 3,026 thousand (31 December 2023: EUR 6,573 thousand) and liabilities in the amount of EUR 12 thousand (31 December 2023: EUR 0 thousand).

The terms and conditions of brokerage contracts concluded with related parties are comparable to the terms and conditions of contracts OVB has concluded with providers of financial products not regarded as related parties.

Items outstanding as of 30 September 2024 are not secured, do not bear interest and are settled by payment. There are no guarantees relating to receivables from or liabilities to related parties.

## 5. Executive Board and Supervisory Board

**Members of the Executive Board of OVB Holding AG:**
- Mario Freis, CEO
- Frank Burow, CFO
- Heinrich Fritzlar, COO

**Members of the Supervisory Board of OVB Holding AG:**
- Michael Johnigk (Chairman of the Supervisory Board); Business Graduate, ret., former Member of the Executive Boards of SIGNAL IDUNA Group, Dortmund/Hamburg
- Dr. Thomas A. Lange (Deputy Chairman of the Supervisory Board and Chairman of the Audit Committee); Chairman of the Executive Board of NATIONAL-BANK AG, Essen
- Markus Jost (Chairman of the Nomination and Remuneration Committee); Independent Certified Expert for Accounting and Management Accounting, former Member of the Executive Boards of Basler Versicherungen, Bad Homburg/Hamburg
- Sascha Bassir; Member of the Executive Board of Baloise Vertriebsservice AG, Hamburg, Vice Chairman of Deutscher Ring Unterstützungskasse e. V., Rosenheim, and Managing Chairman of Gilde Unterstützungskasse e. V., Rosenheim
- Roman Juráš; Chairman of the Executive Board of Generali Česká pojišťovna, a.s., Prague, Czech Republic, and Country Manager for the business operations of Generali in the Czech Republic and Slovakia
- Torsten Uhlig; Member of the Executive Boards of SIGNAL IDUNA Krankenversicherung a. G. (Dortmund), SIGNAL IDUNA Lebensversicherung a. G., Hamburg, SIGNAL IDUNA Unfallversicherung a. G., Dortmund, SIGNAL IDUNA Allgemeine Versicherung Aktiengesellschaft, Dortmund, and SIGNAL IDUNA Holding Aktiengesellschaft, Dortmund

# Responsibility statement

We confirm that to the best of our knowledge, and in accordance with the accounting principles applicable to interim financial reporting, the consolidated interim financial statements give a true and fair view of the assets and liabilities, financial position and profit/loss of the Group, and the consolidated interim management report includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group.

Cologne, 30 October 2024

| Mario Freis | Frank Burow | Heinrich Fritzlar |
|---|---|---|
| CEO | CFO | COO |

# Review report

To OVB Holding AG, Cologne

We have reviewed the condensed interim consolidated financial statements of the OVB Holding AG – comprising the consolidated statement of financial position, consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity, consolidated statement of cash flows and selected explanatory notes – together with the interim group management report of the OVB Holding AG, for the period from 1 January to 30 September, 2024. The preparation of the condensed interim consolidated financial statements in accordance with International Accounting Standard for Interim Financial Reporting as adopted by the EU, and of the interim group management report in accordance with the requirements of the WpHG applicable to interim group management reports, is the responsibility of the Company's management. Our responsibility is to issue a report on the condensed interim consolidated financial statements and on the interim group management report based on our review.

We performed our review of the condensed interim consolidated financial statements and the interim group management report in accordance with the German generally accepted standards for the review of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). Those standards require that we plan and perform the review so that we can preclude through critical evaluation, with a certain level of assurance, that the condensed interim consolidated financial statements have not been prepared, in material respects, in accordance with International Accounting Standard for Interim Financial Reporting as adopted by the EU, and that the interim group management report has not been prepared, in material respects, in accordance with the requirements of the WpHG applicable to interim group management reports. A review is limited primarily to inquiries of company employees and analytical assessments and therefore does not provide the assurance attainable in a financial statement audit. Since, in accordance with our engagement, we have not performed a financial statement audit, we cannot issue an auditor's report.

Based on our review, no matters have come to our attention that cause us to presume that the condensed interim consolidated financial statements have not been prepared, in material respects, in accordance with International Accounting Standard for Interim Financial Reporting as adopted by the EU, or that the interim group management report has not been prepared, in material respects, in accordance with the requirements of the WpHG applicable to interim group management reports.

Our assignment and professional liability is governed by the General Conditions of Assignment for Wirtschaftsprüfer and Wirtschaftsprüfungsgesellschaften (Allgemeine Auftragsbedingungen für Wirtschaftsprüfer und Wirtschaftsprüfungsgesellschaften) in the version dated January 1, 2024. By reading and using the information contained in this report, each recipient confirms notice of provisions of the General Conditions of Assignement (including the limitation of our liability as stipulated in No. 9) and accepts the validity of the attached General Conditions of Assignment with respect to us.

Düsseldorf, 30 October 2024
KPMG AG
Wirtschaftsprüfungsgesellschaft

**Möllenkamp**
Wirtschaftsprüfer
(German Public Auditor)

**Schenke**
Wirtschaftsprüfer
(German Public Auditor)

# Financial Calendar

**7 November 2024**
Results for the third quarter of 2024, Conference Call

**28 March 2025**
Publication of the Annual Financial Statements 2024,
Analyst Conference

**8 May 2025**
Results for the first quarter of 2025, Conference Call

**18 June 2025**
Annual General Meeting 2025, Cologne

**8 August 2025**
Results for the second quarter of 2025, Conference Call

**30 October 2025**
Results for the third quarter of 2025, Conference Call

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