

# DFV Deutsche Familienversicherung AG

## Germany - Financial Services



HAUCK & AUFHÄUSER  
Investment Banking

**Buy** (old: Buy)

**Price target: EUR 17.50** (old: EUR 17.00)

<b>Price:</b>	EUR 10.45	<b>Next result:</b>	tba
<b>Bloomberg:</b>	DFVA GR	<b>Market cap:</b>	EUR 135.3 m
<b>Reuters:</b>	DFV.DE	<b>Enterprise Value:</b>	EUR 122.7 m

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### Strong Q3 underpins growth ambition; Est. & PT up

DFV released a strong set of Q3 results confirming that the company is fully on track executing on its growth potential in the European insurtech market.

Gross written premiums rose strongly by 37% yoy to € 23.9m in Q3 (eH&A: € 23.5m) fully in-line with its FY run-rate. Existing premiums came in at € 95m in 9M compared to € 89m in H1, slightly outperforming the growth trajectory this year. The sound performance was driven by disproportionate growth in dental care. That said, the number of new customers came in at 70,539 in 9M. This implies around 20k new customers acquired in Q3 representing a slight acceleration versus Q2. Positively, customer acquisition looks set to accelerate in Q4 with an expected 30k added customers fuelled by intensified marketing activities. The total number of customers increased to roughly 500k in 9M.

At the same time, EBIT came in at € 1.3m in Q3 vs € -1.3m last year beating our expectations (eH&A: € -2.0m). The strong EBIT improvement was supported by € 3m higher investment income. With that, EBIT in 9M arrived at € -3.3m, ahead of the FY run-rate.

Finally, management confirmed its FY'19 guidance of 100,000 new customers and an EBIT of € -9m to € -11m as intensified marketing efforts are seen to burden EBIT in Q4. Still, we expect DFV to reach the upper end of its EBIT guidance supported by decent profitability in Q3.

Overall, dynamic growth in Q3 fully underscores our investment case and DFV's ability to capitalise on its leading insurtech platform. While profitability in FY'19 should be marked by growth investments (i.e. marketing), scalability of the business model should already become evident from 2020E onwards, expecting a strong margin uplift to 4.4% EBIT margin in 2021E.

**Action:** Following better-than-expected Q3 results, growth estimates are lifted in 2019-21E. EBIT estimates are raised accordingly, expecting DFV to reach break-even in 2021E. **BUY, new PT € 17.50 (old: € 17.00), based on DCF.**

Y/E 31.12 (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	63.2	64.1	70.7	68.5	89.7	139.1	165.5
Sales growth	27 %	1 %	10 %	-3 %	31 %	55 %	19 %
EBITDA	1.9	3.5	3.7	-0.8	-7.2	0.8	9.6
EBIT	0.7	2.0	2.1	-2.5	-9.2	-1.7	7.1
Net income	0.9	1.7	1.5	-1.7	-6.4	-1.1	5.0
Net debt	-8.5	-4.7	-5.5	-44.6	-31.8	-22.8	-27.1
Net gearing	-50.1 %	-25.2 %	-28.3 %	-68.2 %	-56.2 %	-43.3 %	-49.0 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.07	0.13	0.11	-0.13	-0.48	-0.09	0.38
CPS	0.73	1.06	1.18	-0.17	-0.42	-0.13	0.44
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	44.3 %	44.4 %	44.7 %	53.0 %	53.5 %	54.0 %	59.0 %
EBITDA margin	3.1 %	5.5 %	5.2 %	-1.1 %	-8.1 %	0.6 %	6.0 %
EBIT margin	1.1 %	3.2 %	3.0 %	-3.6 %	-10.3 %	-1.2 %	4.4 %
ROCE	2.0 %	4.1 %	3.5 %	-2.6 %	-7.4 %	-1.3 %	5.3 %
EV/sales	2.2	2.3	2.1	1.6	1.4	1.0	0.8
EV/EBITDA	73.1	41.2	39.4	-141.7	-17.1	160.3	13.7
EV/EBIT	200.8	72.1	68.8	-43.9	-13.4	-80.2	18.5
PER	155.8	79.6	91.3	-81.4	-21.2	-119.2	27.0
Adjusted FCF yield	1.3 %	2.2 %	2.1 %	-2.4 %	-10.6 %	-0.7 %	10.7 %

Source: Company data, Hauck & Aufhäuser Close price as of: 15.11.2019



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 12.25 / 9.85

**Price/Book Ratio:** 2.3

**Relative performance (-):**

3 months	-
6 months	-
12 months	-

#### Changes in estimates

		Sales	EBIT	EPS
2019	old:	86.3	-9.9	-0.52
	Δ	4.0%	n/a	n/a
2020	old:	133.8	-2.3	-0.12
	Δ	4.0%	n/a	n/a
2021	old:	159.2	6.6	0.35
	Δ	4.0%	7.5%	7.5%

#### Key share data:

Number of shares: (in m pcs)	13.3
Authorised capital: (in € m)	-
Book value per share: (in €)	4.3
Ø trading volume: (12 months)	2,400

#### Major shareholders:

Luca Pesarini	22.9 %
Dr. Stefan Knoll (CEO)	21.3 %
Vogel Family & Heir	21.0 %
VPV Versicherungen	15.7 %
Free Float	12.3 %
Ethenea	6.8 %

#### Company description:

The DFV is an early mover in the insurtech field being the first fully digital insurance company in Europe and among the healthiest worldwide.

## Financials

Profit and loss (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
<b>Sales</b>	<b>63.2</b>	<b>64.1</b>	<b>70.7</b>	<b>68.5</b>	<b>89.7</b>	<b>139.1</b>	<b>165.5</b>
Sales growth	26.7 %	1.4 %	10.3 %	-3.0 %	31.0 %	55.0 %	19.0 %
Cost of sales	35.2	35.6	39.1	32.2	41.7	64.0	67.9
<b>Gross profit</b>	<b>28.0</b>	<b>28.4</b>	<b>31.6</b>	<b>36.3</b>	<b>48.0</b>	<b>75.1</b>	<b>97.7</b>
Sales and marketing	0.4	-0.4	1.5	0.3	0.8	1.3	1.7
General and administration	19.3	16.8	18.0	22.3	26.5	49.8	65.4
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	7.7	7.9	11.4	13.0	29.9	26.5	25.0
Other operating expenses	0.6	1.4	1.6	3.8	1.7	1.7	1.8
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>1.9</b>	<b>3.5</b>	<b>3.7</b>	<b>-0.8</b>	<b>-7.2</b>	<b>0.8</b>	<b>9.6</b>
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITA</b>	<b>1.9</b>	<b>3.5</b>	<b>3.7</b>	<b>-0.8</b>	<b>-7.2</b>	<b>0.8</b>	<b>9.6</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.2	1.5	1.6	1.7	2.0	2.5	2.5
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>0.7</b>	<b>2.0</b>	<b>2.1</b>	<b>-2.5</b>	<b>-9.2</b>	<b>-1.7</b>	<b>7.1</b>
Interest income	0.0	0.0	0.0	0.1	0.1	0.0	0.1
Interest expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	0.0	0.0	0.0	0.1	0.1	0.0	0.1
<b>Recurring pretax income from continuing operations</b>	<b>0.7</b>	<b>2.0</b>	<b>2.1</b>	<b>-2.4</b>	<b>-9.1</b>	<b>-1.6</b>	<b>7.2</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>0.7</b>	<b>2.0</b>	<b>2.1</b>	<b>-2.4</b>	<b>-9.1</b>	<b>-1.6</b>	<b>7.2</b>
Taxes	-0.2	0.3	0.6	-0.7	-2.7	-0.5	2.1
<b>Net income from continuing operations</b>	<b>0.9</b>	<b>1.7</b>	<b>1.5</b>	<b>-1.7</b>	<b>-6.4</b>	<b>-1.1</b>	<b>5.0</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>0.9</b>	<b>1.7</b>	<b>1.5</b>	<b>-1.7</b>	<b>-6.4</b>	<b>-1.1</b>	<b>5.0</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit (reported)</b>	<b>0.9</b>	<b>1.7</b>	<b>1.5</b>	<b>-1.7</b>	<b>-6.4</b>	<b>-1.1</b>	<b>5.0</b>
Average number of shares	13.3	13.3	13.3	13.3	13.3	13.3	13.3
<b>EPS reported</b>	<b>0.07</b>	<b>0.13</b>	<b>0.11</b>	<b>-0.13</b>	<b>-0.48</b>	<b>-0.09</b>	<b>0.38</b>

Profit and loss (common size)	2015	2016	2017	2018	2019E	2020E	2021E
<b>Sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Cost of sales	55.7 %	55.6 %	55.3 %	47.0 %	46.5 %	46.0 %	41.0 %
<b>Gross profit</b>	<b>44.3 %</b>	<b>44.4 %</b>	<b>44.7 %</b>	<b>53.0 %</b>	<b>53.5 %</b>	<b>54.0 %</b>	<b>59.0 %</b>
Sales and marketing	0.7 %	neg.	2.2 %	0.5 %	0.9 %	0.9 %	1.0 %
General and administration	30.6 %	26.2 %	25.5 %	32.5 %	29.5 %	35.8 %	39.5 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	12.2 %	12.3 %	16.2 %	19.0 %	33.3 %	19.1 %	15.1 %
Other operating expenses	1.0 %	2.1 %	2.2 %	5.6 %	1.8 %	1.2 %	1.1 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITDA</b>	<b>3.1 %</b>	<b>5.5 %</b>	<b>5.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>0.6 %</b>	<b>5.8 %</b>
Depreciation	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITA</b>	<b>3.1 %</b>	<b>5.5 %</b>	<b>5.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>0.6 %</b>	<b>5.8 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.0 %	2.4 %	2.2 %	2.5 %	2.2 %	1.8 %	1.5 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT (inc revaluation net)</b>	<b>1.1 %</b>	<b>3.2 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>4.3 %</b>
Interest income	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.0 %	0.0 %
Interest expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.0 %	0.0 %
<b>Recurring pretax income from continuing operations</b>	<b>1.1 %</b>	<b>3.2 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>4.3 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>1.1 %</b>	<b>3.2 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>4.3 %</b>
Tax rate	-22.7 %	16.0 %	30.1 %	30.0 %	30.0 %	30.0 %	30.0 %
<b>Net income from continuing operations</b>	<b>1.4 %</b>	<b>2.7 %</b>	<b>2.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>3.0 %</b>
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>1.4 %</b>	<b>2.7 %</b>	<b>2.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>3.0 %</b>
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>1.4 %</b>	<b>2.7 %</b>	<b>2.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>3.0 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
<b>Intangible assets</b>	<b>9.3</b>	<b>9.6</b>	<b>9.3</b>	<b>7.8</b>	<b>6.1</b>	<b>4.1</b>	<b>1.6</b>
Property, plant and equipment	1.6	2.1	1.4	1.7	2.0	2.3	2.7
Financial assets	15.6	31.7	46.4	56.4	66.4	76.4	80.2
<b>FIXED ASSETS</b>	<b>26.5</b>	<b>43.4</b>	<b>57.1</b>	<b>65.9</b>	<b>74.5</b>	<b>82.8</b>	<b>84.5</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	6.5	3.4	1.9	4.6	6.1	9.4	11.2
Other current assets	13.6	20.7	29.4	38.0	46.2	54.5	57.6
Liquid assets	8.5	4.7	5.5	44.6	31.8	22.8	27.1
Deferred taxes	0.3	0.5	0.4	0.4	0.4	0.4	0.4
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>28.9</b>	<b>29.2</b>	<b>37.2</b>	<b>87.7</b>	<b>84.4</b>	<b>87.1</b>	<b>96.3</b>
<b>TOTAL ASSETS</b>	<b>55.4</b>	<b>72.6</b>	<b>94.3</b>	<b>153.6</b>	<b>158.9</b>	<b>169.9</b>	<b>180.7</b>
SHAREHOLDERS EQUITY	17.0	18.5	19.5	65.5	56.5	52.7	55.3
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	15.3	15.1	15.9	17.5	19.2	21.1	23.2
Other provisions	11.4	20.9	31.4	40.5	50.5	60.5	63.5
<b>Non-current liabilities</b>	<b>26.7</b>	<b>36.1</b>	<b>47.3</b>	<b>57.9</b>	<b>69.7</b>	<b>81.6</b>	<b>86.7</b>
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	10.6	16.8	26.0	28.6	31.5	34.6	38.1
Deferred taxes	1.1	1.3	1.5	1.5	1.5	1.5	1.5
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>11.7</b>	<b>18.0</b>	<b>27.5</b>	<b>30.1</b>	<b>33.0</b>	<b>36.1</b>	<b>39.6</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>55.4</b>	<b>72.6</b>	<b>94.3</b>	<b>153.6</b>	<b>159.2</b>	<b>170.4</b>	<b>181.6</b>

Balance sheet (common size)	2015	2016	2017	2018	2019E	2020E	2021E
<b>Intangible assets</b>	<b>16.8 %</b>	<b>13.2 %</b>	<b>9.9 %</b>	<b>5.1 %</b>	<b>3.8 %</b>	<b>2.4 %</b>	<b>0.9 %</b>
Property, plant and equipment	2.9 %	2.9 %	1.5 %	1.1 %	1.3 %	1.4 %	1.5 %
Financial assets	28.2 %	43.7 %	49.2 %	36.7 %	41.7 %	44.8 %	44.1 %
<b>FIXED ASSETS</b>	<b>47.9 %</b>	<b>59.8 %</b>	<b>60.5 %</b>	<b>42.9 %</b>	<b>46.8 %</b>	<b>48.6 %</b>	<b>46.5 %</b>
Inventories	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	11.7 %	4.7 %	2.0 %	3.0 %	3.8 %	5.5 %	6.2 %
Other current assets	24.5 %	28.4 %	31.2 %	24.8 %	29.0 %	32.0 %	31.7 %
Liquid assets	15.4 %	6.4 %	5.8 %	29.1 %	20.0 %	13.4 %	14.9 %
Deferred taxes	0.5 %	0.6 %	0.4 %	0.3 %	0.3 %	0.2 %	0.2 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>52.1 %</b>	<b>40.2 %</b>	<b>39.5 %</b>	<b>57.1 %</b>	<b>53.1 %</b>	<b>51.1 %</b>	<b>53.0 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>99.8 %</b>	<b>99.7 %</b>	<b>99.5 %</b>
SHAREHOLDERS EQUITY	30.8 %	25.5 %	20.6 %	42.6 %	35.5 %	30.9 %	30.4 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Provisions for pensions and similar obligations	27.6 %	20.8 %	16.8 %	11.4 %	12.1 %	12.4 %	12.8 %
Other provisions	20.5 %	28.8 %	33.3 %	26.4 %	31.7 %	35.5 %	35.0 %
<b>Non-current liabilities</b>	<b>48.1 %</b>	<b>49.7 %</b>	<b>50.2 %</b>	<b>37.7 %</b>	<b>43.8 %</b>	<b>47.9 %</b>	<b>47.8 %</b>
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	19.2 %	23.1 %	27.6 %	18.6 %	19.8 %	20.3 %	21.0 %
Deferred taxes	2.0 %	1.8 %	1.6 %	1.0 %	1.0 %	0.9 %	0.8 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>21.1 %</b>	<b>24.8 %</b>	<b>29.2 %</b>	<b>19.6 %</b>	<b>20.7 %</b>	<b>21.2 %</b>	<b>21.8 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Net profit/loss	0.9	1.7	1.5	-1.7	-6.4	-1.1	5.0
Depreciation of fixed assets (incl. leases)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.2	1.5	1.6	1.7	2.0	2.5	2.5
Others	6.6	2.3	2.8	1.6	1.7	1.9	2.1
Cash flow from operations before changes in w/c	8.7	5.6	5.9	1.6	-2.6	3.3	9.6
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	1.5	9.2	10.8	-2.7	-1.4	-3.3	-1.8
Increase/decrease in accounts payable	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	1.5	9.2	10.8	-2.7	-1.4	-3.3	-1.8
<b>Cash flow from operating activities</b>	<b>10.1</b>	<b>14.8</b>	<b>16.6</b>	<b>-1.1</b>	<b>-4.1</b>	<b>-0.1</b>	<b>7.8</b>
CAPEX	0.0	0.0	0.0	0.3	0.3	0.3	0.3
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	2.9	17.0	14.8	10.0	10.0	10.0	3.8
Income from asset disposals	-2.5	-1.7	-1.0	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-5.3</b>	<b>-18.7</b>	<b>-15.8</b>	<b>-10.3</b>	<b>-10.3</b>	<b>-10.3</b>	<b>-4.2</b>
Cash flow before financing	4.8	-3.9	0.9	-11.4	-14.4	-10.4	3.7
Increase/decrease in debt position	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	2.0	0.0	0.0	50.5	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>2.0</b>	<b>0.0</b>	<b>0.0</b>	<b>50.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	6.8	-3.9	0.9	39.1	-14.4	-10.4	3.7
<b>Liquid assets at end of period</b>	<b>8.5</b>	<b>4.7</b>	<b>5.5</b>	<b>44.6</b>	<b>30.3</b>	<b>19.9</b>	<b>23.6</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Domestic	63.2	64.1	70.7	68.5	89.7	139.1	165.5
yoy change	26.7 %	1.4 %	10.3 %	-3.0 %	31.0 %	55.0 %	19.0 %
Rest of Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>TTL</b>	<b>63.2</b>	<b>64.1</b>	<b>70.7</b>	<b>68.5</b>	<b>89.7</b>	<b>139.1</b>	<b>165.5</b>
yoy change	26.7 %	1.4 %	10.3 %	-3.0 %	31.0 %	55.0 %	19.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
<b>P&amp;L growth analysis</b>							
Sales growth	26.7 %	1.4 %	10.3 %	-3.0 %	31.0 %	55.0 %	19.0 %
EBITDA growth	-507.9 %	82.3 %	4.3 %	-120.7 %	842.1 %	-209.2 %	-233.7 %
EBIT growth	-153.3 %	185.8 %	4.8 %	-216.3 %	273.0 %	-32.3 %	-177.4 %
EPS growth	-103.6 %	95.7 %	-12.8 %	-212.2 %	284.4 %	-31.7 %	-178.5 %
<b>Efficiency</b>							
Total operating costs / sales	43.1 %	41.2 %	41.7 %	56.6 %	63.7 %	55.2 %	54.7 %
Sales per employee	308.1	481.8	593.7	600.9	811.1	1,238.3	1,430.7
EBITDA per employee	9.5	26.6	31.0	-6.7	-65.0	7.4	83.1
<b>Balance sheet analysis</b>							
Avg. working capital / sales	8.6 %	7.7 %	3.8 %	4.8 %	6.0 %	5.0 %	5.2 %
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Trade debtors in days of sales	37.5	19.4	9.8	24.7	24.7	24.7	24.7
A/P turnover [(A/P*365)/sales]	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash conversion cycle (days)	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Cash flow analysis</b>							
Free cash flow	10.1	14.8	16.6	-1.4	-4.4	-0.4	7.5
Free cash flow/sales	16.1 %	23.1 %	23.5 %	-2.0 %	-4.9 %	-0.3 %	4.7 %
FCF / net profit	1169.3 %	870.1 %	1122.1 %	neg.	neg.	neg.	149.4 %
Capex / deprn	233.6 %	1118.1 %	937.6 %	605.9 %	515.8 %	413.2 %	166.6 %
Capex / maintenance capex	0.0 %	0.0 %	0.0 %	25.0 %	21.0 %	19.5 %	17.4 %
Capex / sales	4.6 %	26.5 %	20.9 %	15.0 %	11.5 %	7.4 %	2.5 %
<b>Security</b>							
Net debt	-8.5	-4.7	-5.5	-44.6	-31.8	-22.8	-27.1
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Interest cover	999.0	999.0	999.0	999.0	999.0	999.0	999.0
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Asset utilisation</b>							
Capital employed turnover	1.4	1.2	1.1	0.6	0.7	1.0	1.2
Operating assets turnover	7.8	11.6	21.5	10.9	11.1	11.9	11.9
Plant turnover	39.9	30.5	51.3	40.9	45.1	59.9	62.0
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Returns</b>							
ROCE	2.0 %	4.1 %	3.5 %	-2.6 %	-7.4 %	-1.3 %	5.3 %
ROE	5.1 %	9.2 %	7.6 %	-2.5 %	-11.3 %	-2.2 %	9.1 %
<b>Other</b>							
Interest paid / avg. debt	n/a	n/a	n/a	n/a	n/a	n/a	n/a
No. employees (average)	205	133	119	114	111	112	116
Number of shares	13.3	13.3	13.3	13.3	13.3	13.3	13.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	0.07	0.13	0.11	-0.13	-0.48	-0.09	0.38
<b>Valuation ratios</b>							
P/BV	7.9	7.3	7.0	2.1	2.4	2.6	2.4
EV/sales	2.2	2.3	2.1	1.6	1.4	1.0	0.8
EV/EBITDA	73.1	41.2	39.4	-141.7	-17.1	160.3	13.7
EV/EBITA	73.1	41.2	39.4	-141.7	-17.1	160.3	13.7
EV/EBIT	200.8	72.1	68.8	-43.9	-13.4	-80.2	18.5
EV/FCF	14.0	9.9	8.8	-77.2	-27.9	-350.4	17.5
Adjusted FCF yield	1.3 %	2.2 %	2.1 %	-2.4 %	-10.6 %	-0.7 %	10.7 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

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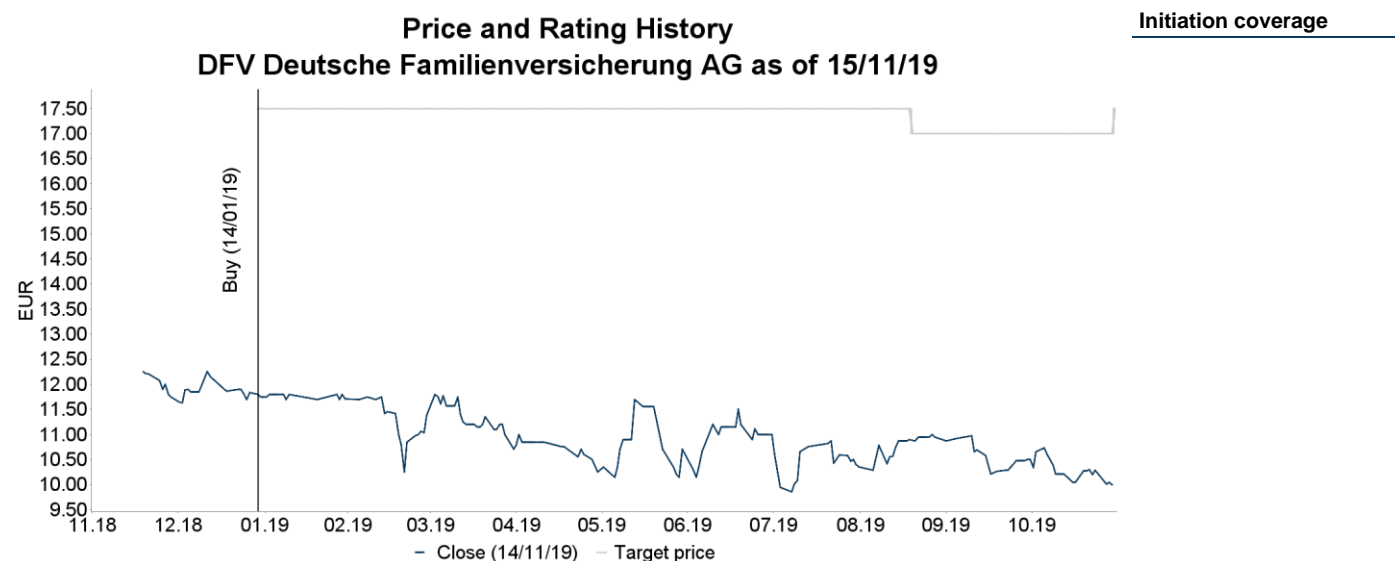
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Company	Disclosure
DFV Deutsche Familienversicherung AG	

**Historical target price and rating changes for DFV Deutsche Familienversicherung AG in the last 12 months**



Company	Date	Analyst	Rating	Target price	Close
DFV Deutsche Familienversicherung AG	06.09.2019	Salis, Christian	Buy	EUR 17,00	EUR 10,95
	24.05.2019	Becke, Carlos	Buy	EUR 17,50	EUR 10,90
	09.04.2019	Becke, Carlos	Buy	EUR 17,50	EUR 11,10
	29.03.2019	Becke, Carlos	Buy	EUR 17,50	EUR 11,21
	07.03.2019	Becke, Carlos	Buy	EUR 17,50	EUR 10,25

22.01.2019	Becke, Carlos	Buy	EUR 17,50	EUR 11,80
14.01.2019	Becke, Carlos	Buy	EUR 17,50	EUR 11,80
14.01.2019	Becke, Carlos	Buy	EUR 17,50	EUR 11,80

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