

DFV Deutsche Familienversicherung AG

Germany - Financial Services



HAUCK & AUFHÄUSER
Investment Banking

06-September-19

Buy (old: Buy)

Price target: EUR 17.00 (old: EUR 17.50)

Price:	EUR 10.90	Next result:	Q3 19 13.09.19
Bloomberg:	DFVA GR	Market cap:	EUR 144.6 m
Reuters:	DFV.DE	Enterprise Value:	EUR 132.0 m

Christian Salis
Analyst

christian.salis@ha-ib.de
Tel.: +49 40 414 3885 96

Strong growth to continue in Q2, chg est. & PT

DFV is expected to publish solid Q2 results on September 13th. Strong GWP growth of around 26% should support our investment case that DFV just seems to be at the helm of disrupting the German insurance market on the back of its fully digitized insurtech platform. Hence, we confirm our BUY recommendation.

- **Strong GWP growth and customer wins** should underpin DFV's growth ambition driven by its state-of-the-art insurtech platform. Gross written premiums are seen to rise by 26% yoy to € 18m in Q2 in-line with FY run-rate of c. 26% yoy. Moreover, the number of new customers is expected to grow by 18,000 yoy in Q2 which should result in customer wins of 48,000 in H1'19. Hence, DFV's FY'19 target of 100k customers should be in reach. In our view, strong improvement underpins that DFV is just at the start of a virtuous growth path.
- **Growth investments should pay-off in the mid-term.** Q2 EBIT is seen to decline to € -4m in Q2 (Q2 '18: € -1m) given marketing investments to drive strong customer acquisition. With that, EBIT in H1'19 should come in at € -5m in-line with the FY target of € -8m to € -11m (eH&A: € -10m). Considering DFV's early growth stage, marketing investments should pay-off in the mid-term as contracts provide a high share of recurring revenues (average contract duration c. 8.5 years). That said, DFV's scalable business model should allow for sound profitability improvement already from 2020E onwards. Hence, DFV is expected to show a solid 4% EBIT margin already in 2021E.

In sum, sound growth in Q2 should fully underscore our investment case and the company's position as one of the leading insurtechs in Europe. Shares are attractively priced trading at a 30% discount to its insurtech/fintech peer group (Wirecard, IHS Markit, Paypal, Fiserv, Intuit) based on EV/EBIT 21E.

Action: We overhaul our model as coverage is transferred. Sales estimates are trimmed due to slightly slower growth in H1 while EBIT estimates are reduced to reflect higher marketing investments which leads to a slightly reduced PT.

BUY, new PT € 17.00 (old: € 17.50), based on DCF. - Analyst change -

Y/E 31.12 (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	63.2	64.1	70.7	68.5	86.3	133.8	159.2
Sales growth	27 %	1 %	10 %	-3 %	26 %	55 %	19 %
EBITDA	1.9	3.5	3.7	-0.8	-7.9	0.2	9.1
EBIT	0.7	2.0	2.1	-2.5	-9.9	-2.3	6.6
Net income	0.9	1.7	1.5	-1.7	-6.9	-1.6	4.7
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 %	-56.8 %	-44.1 %	-50.2 %
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	-0.52	-0.12	0.35
CPS	0.73	1.06	1.18	-0.17	-0.44	-0.15	0.42
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 %	-8.9 %	0.2 %	5.7 %
EBIT margin	1.1 %	3.2 %	3.0 %	-3.6 %	-11.2 %	-1.7 %	4.1 %
ROCE	2.0 %	4.1 %	3.5 %	-2.6 %	-8.0 %	-1.8 %	5.0 %
EV/sales	2.4	2.4	2.2	1.7	1.5	1.1	0.9
EV/EBITDA	77.9	43.8	41.9	-153.8	-16.6	646.8	15.4
EV/EBIT	213.9	76.7	73.1	-47.7	-13.3	-62.7	21.3
PER	166.5	85.1	97.6	-87.0	-20.9	-92.5	31.0
Adjusted FCF yield	1.2 %	2.0 %	1.9 %	-2.1 %	-9.9 %	-1.2 %	8.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 05.09.2019



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 12.25 / 9.85

Price/Book Ratio: 2.6

Relative performance (-):

3 months	-
6 months	-
12 months	-

Changes in estimates

		Sales	EBIT	EPS
2019	old:	89.0	-7.0	-0.37
	Δ	-3.0%	41.0%	41.3%
2020	old:	135.0	0.0	0.00
	Δ	-0.9%	-	-
2021	old:	161.0	8.0	0.42
	Δ	-1.1%	-17.2%	-17.1%

Key share data:

Number of shares: (in m pcs)	13.3
Authorised capital: (in € m)	-
Book value per share: (in €)	4.2
Ø trading volume: (12 months)	-

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
Sales	63.2	64.1	70.7	68.5	86.3	133.8	159.2
Sales growth	26.7 %	1.4 %	10.3 %	-3.0 %	26.0 %	55.0 %	19.0 %
Cost of sales	35.2	35.6	39.1	32.2	40.1	61.5	65.3
Gross profit	28.0	28.4	31.6	36.3	46.2	72.2	93.9
Sales and marketing	0.4	-0.4	1.5	0.3	0.8	1.2	1.6
General and administration	19.3	16.8	18.0	22.3	25.9	47.5	62.1
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	29.3	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
EBITDA	1.9	3.5	3.7	-0.8	-7.9	0.2	9.1
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITA	1.9	3.5	3.7	-0.8	-7.9	0.2	9.1
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
EBIT (inc revaluation net)	0.7	2.0	2.1	-2.5	-9.9	-2.3	6.6
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
Recurring pretax income from continuing operations	0.7	2.0	2.1	-2.4	-9.9	-2.2	6.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	0.7	2.0	2.1	-2.4	-9.9	-2.2	6.7
Taxes	-0.2	0.3	0.6	-0.7	-3.0	-0.7	2.0
Net income from continuing operations	0.9	1.7	1.5	-1.7	-6.9	-1.6	4.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.9	1.7	1.5	-1.7	-6.9	-1.6	4.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	0.9	1.7	1.5	-1.7	-6.9	-1.6	4.7
Average number of shares	13.3	13.3	13.3	13.3	13.3	13.3	13.3
EPS reported	0.07	0.13	0.11	-0.13	-0.52	-0.12	0.35

Profit and loss (common size)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	55.7 %	55.6 %	55.3 %	47.0 %	46.5 %	46.0 %	41.0 %
Gross profit	44.3 %	44.4 %	44.7 %	53.0 %	53.5 %	54.0 %	59.0 %
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 %	30.0 %	35.5 %	39.0 %
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 %	34.0 %	19.8 %	15.7 %
Other operating expenses	1.0 %	2.1 %	2.2 %	5.6 %	1.9 %	1.3 %	1.1 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	3.1 %	5.5 %	5.2 %	neg.	neg.	0.2 %	5.7 %
Depreciation	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITA	3.1 %	5.5 %	5.2 %	neg.	neg.	0.2 %	5.7 %
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 %	2.3 %	1.9 %	1.6 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	1.1 %	3.2 %	3.0 %	neg.	neg.	neg.	4.2 %
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 %
Recurring pretax income from continuing operations	1.1 %	3.2 %	3.0 %	neg.	neg.	neg.	4.2 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	1.1 %	3.2 %	3.0 %	neg.	neg.	neg.	4.2 %
Tax rate	-22.7 %	16.0 %	30.1 %	30.0 %	30.0 %	30.0 %	30.0 %
Net income from continuing operations	1.4 %	2.7 %	2.1 %	neg.	neg.	neg.	2.9 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	1.4 %	2.7 %	2.1 %	neg.	neg.	neg.	2.9 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	1.4 %	2.7 %	2.1 %	neg.	neg.	neg.	2.9 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Intangible assets	9.3	9.6	9.3	7.8	6.1	4.1	1.6
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
FIXED ASSETS	26.5	43.4	57.1	65.9	74.5	82.8	84.5
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	5.8	9.0	10.8
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
CURRENT ASSETS	28.9	29.2	37.2	87.7	84.2	86.7	95.8
TOTAL ASSETS	55.4	72.6	94.3	153.6	158.7	169.5	180.3
SHAREHOLDERS EQUITY	17.0	18.5	19.5	65.5	56.0	51.7	54.0
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
Non-current liabilities	26.7	36.1	47.3	57.9	69.7	81.6	86.7
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
Current liabilities	11.7	18.0	27.5	30.1	33.0	36.1	39.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	55.4	72.6	94.3	153.6	158.7	169.5	180.3

Balance sheet (common size)	2015	2016	2017	2018	2019E	2020E	2021E
Intangible assets	16.8 %	13.2 %	9.9 %	5.1 %	3.9 %	2.4 %	0.9 %
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 %	41.8 %	45.1 %	44.5 %
FIXED ASSETS	47.9 %	59.8 %	60.5 %	42.9 %	46.9 %	48.9 %	46.8 %
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 %	3.7 %	5.3 %	6.0 %
Other current assets	24.5 %	28.4 %	31.2 %	24.8 %	29.1 %	32.1 %	31.9 %
Liquid assets	15.4 %	6.4 %	5.8 %	29.1 %	20.0 %	13.4 %	15.0 %
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 %
CURRENT ASSETS	52.1 %	40.2 %	39.5 %	57.1 %	53.1 %	51.2 %	53.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	30.8 %	25.5 %	20.6 %	42.6 %	35.3 %	30.5 %	29.9 %
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 %	12.5 %	12.9 %
Other provisions	20.5 %	28.8 %	33.3 %	26.4 %	31.8 %	35.7 %	35.2 %
Non-current liabilities	48.1 %	49.7 %	50.2 %	37.7 %	43.9 %	48.2 %	48.1 %
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 %	20.4 %	21.1 %
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 %
Current liabilities	21.1 %	24.8 %	29.2 %	19.6 %	20.8 %	21.3 %	22.0 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

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	-6.9	-1.6	4.7
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	-3.2	2.9	9.3
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	-1.2	-3.2	-1.7
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	-1.2	-3.2	-1.7
Cash flow from operating activities	10.1	14.8	16.6	-1.1	-4.4	-0.4	7.6
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
Cash flow from investing activities	-5.3	-18.7	-15.8	-10.3	-10.3	-10.3	-4.2
Cash flow before financing	4.8	-3.9	0.9	-11.4	-14.7	-10.7	3.4
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
Cash flow from financing activities	2.0	0.0	0.0	50.5	0.0	0.0	0.0
Increase/decrease in liquid assets	6.8	-3.9	0.9	39.1	-14.7	-10.7	3.4
Liquid assets at end of period	8.5	4.7	5.5	44.6	30.0	19.3	22.7

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	86.3	133.8	159.2
yoy change	26.7 %	1.4 %	10.3 %	-3.0 %	26.0 %	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
TTL	63.2	64.1	70.7	68.5	86.3	133.8	159.2
yoy change	26.7 %	1.4 %	10.3 %	-3.0 %	26.0 %	55.0 %	19.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
P&L growth analysis							
Sales growth	26.7 %	1.4 %	10.3 %	-3.0 %	26.0 %	55.0 %	19.0 %
EBITDA growth	-507.9 %	82.3 %	4.3 %	-120.7 %	940.1 %	-129.0 %	-214.8 %
EBIT growth	-153.3 %	185.8 %	4.8 %	-216.3 %	303.4 %	-7.5 %	-166.6 %
EPS growth	-103.6 %	95.7 %	-12.8 %	-212.2 %	315.9 %	-5.9 %	-167.5 %
Efficiency							
Total operating costs / sales	43.1 %	41.2 %	41.7 %	56.6 %	65.0 %	55.7 %	54.8 %
Sales per employee	308.1	481.8	593.7	600.9	780.1	1,191.1	1,376.1
EBITDA per employee	9.5	26.6	31.0	-6.7	-71.7	2.0	78.8
Balance sheet analysis							
Avg. working capital / sales	8.6 %	7.7 %	3.8 %	4.8 %	6.1 %	5.1 %	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
Cash flow analysis							
Free cash flow	10.1	14.8	16.6	-1.4	-4.7	-0.7	7.2
Free cash flow/sales	16.1 %	23.1 %	23.5 %	-2.0 %	-5.3 %	-0.5 %	4.5 %
FCF / net profit	1169.3 %	870.1 %	1122.1 %	neg.	neg.	neg.	154.6 %
Capex / depre	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 %	12.0 %	7.7 %	2.6 %
Security							
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 %
Asset utilisation							
Capital employed turnover	1.4	1.2	1.1	0.6	0.7	1.0	1.1
Operating assets turnover	7.8	11.6	21.5	10.9	11.0	11.8	11.9
Plant turnover	39.9	30.5	51.3	40.9	43.3	57.6	59.6
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Returns							
ROCE	2.0 %	4.1 %	3.5 %	-2.6 %	-8.0 %	-1.8 %	5.0 %
ROE	5.1 %	9.2 %	7.6 %	-2.5 %	-12.3 %	-3.0 %	8.6 %
Other							
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	-0.52	-0.12	0.35
Valuation ratios							
P/BV	8.5	7.8	7.4	2.2	2.6	2.8	2.7
EV/sales	2.4	2.4	2.2	1.7	1.5	1.1	0.9
EV/EBITDA	77.9	43.8	41.9	-153.8	-16.6	646.8	15.4
EV/EBITA	77.9	43.8	41.9	-153.8	-16.6	646.8	15.4
EV/EBIT	213.9	76.7	73.1	-47.7	-13.3	-62.7	21.3
EV/FCF	14.9	10.5	9.3	-83.8	-28.2	-209.3	19.5
Adjusted FCF yield	1.2 %	2.0 %	1.9 %	-2.1 %	-9.9 %	-1.2 %	8.4 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

Disclosures regarding research publications of Hauck & Aufhäuser Privatbankiers AG pursuant to section 85 of the German Securities Trading Act (WpHG) and distributed in the UK under an EEA branch passport, subject to the FCA requirements on research recommendation disclosures

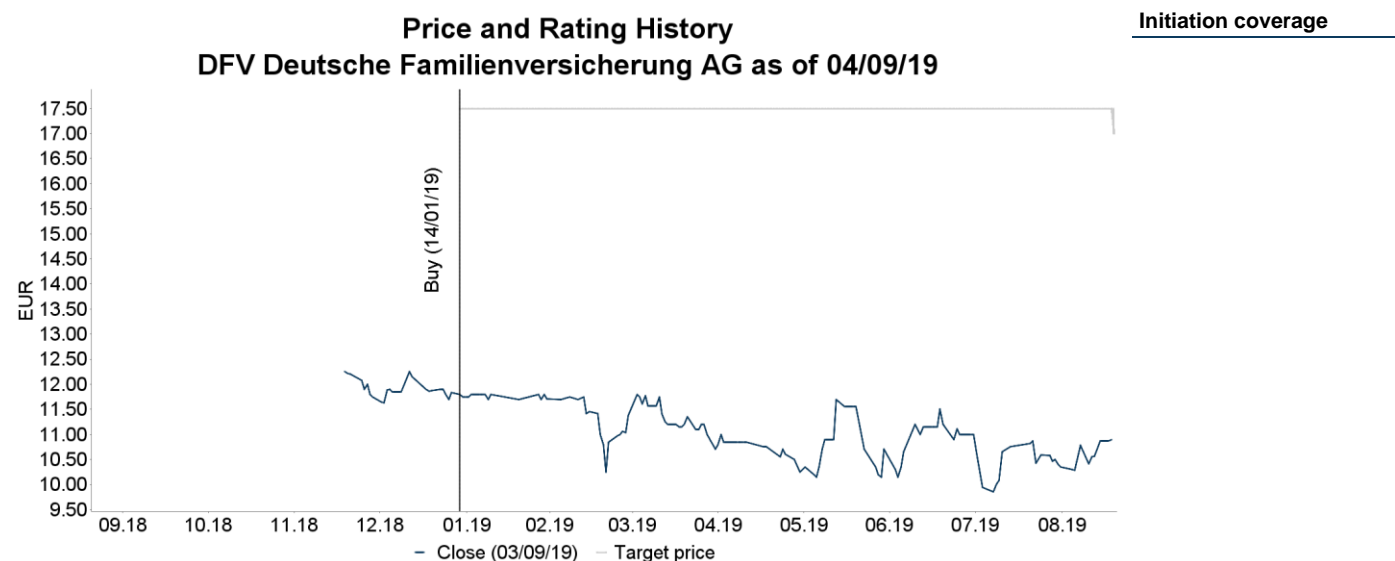
It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. Further to this, under the FCA’s rules on research recommendations, any conflicts of interest in connection with the recommendation must be disclosed. A conflict of interest is presumed to exist in particular if Hauck & Aufhäuser Privatbankiers AG

- (1) or its affiliate(s) (either in its own right or as part of a consortium) within the past twelve months, acquired the financial instruments of the analysed company,
- (2) has entered into an agreement on the production of the research report with the analysed company,
- (3) or its affiliate(s) has, within the past twelve months, been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement,
- (4) or its affiliate(s) holds a) 5% or more of the share capital of the analysed company, or b) the analysed company holds 5% or more of the share capital of Hauck & Aufhäuser Privatbankiers AG or its affiliate(s),
- (5) or its affiliate(s) holds a net long (a) or a net short (b) position of 0.5% of the outstanding share capital of the analysed company or derivatives thereof,
- (6) or its affiliate(s) is a market maker or liquidity provider in the financial instruments of the issuer,
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company or a significant conflict of interest with respect to the issuer,
- (8) The research report has been made available to the company prior to its publication. Thereafter, only factual changes have been made to the report.

Conflicts of interest that existed at the time when this research report was published:

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	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
15.10.2018	Becke, Carlos		-	-

Hauck & Aufhäuser distribution of ratings and in proportion to investment banking services

Buy	65.19 %	73.68 %
Sell	12.03 %	5.26 %
Hold	22.78 %	21.05 %

Date of publication creation: 05/09/2019 05:56 PM

Date of publication dissemination: 06/09/2019 07:57 AM

1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by Hauck & Aufhäuser Privatbankiers AG, exclusively to selected recipients [in DE, GB, FR, CH, US, UK, Scandinavia, and Benelux or, in individual cases, also in other countries]. A distribution to private investors in the sense of the German Securities Trading Act (WpHG) is excluded. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of Hauck & Aufhäuser Privatbankiers AG. Reproduction of this document, in whole or in part, is not permitted without prior permission Hauck & Aufhäuser Privatbankiers AG. All rights reserved.

Under no circumstances shall Hauck & Aufhäuser Privatbankiers AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

3. Organisational Requirements

Hauck & Aufhäuser Privatbankiers AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of Hauck & Aufhäuser Privatbankiers AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

Hauck & Aufhäuser Privatbankiers AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 10% within 12 months
Sell: Sustainable downside potential of more than 10% within 12 months.
Hold: Upside/downside potential is limited. No immediate catalyst visible.

NB: The ratings of Hauck & Aufhäuser Privatbankiers AG are not based on a performance that is expected to be "relative" to the market.

The decision on the choice of the financial instruments analysed in this document was solely made by Hauck & Aufhäuser Privatbankiers AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of Hauck & Aufhäuser Privatbankiers AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. Hauck & Aufhäuser Privatbankiers AG has checked the information for plausibility but not for accuracy or completeness.

6. Competent Supervisory Authority

Hauck & Aufhäuser Privatbankiers AG are under supervision of the BaFin – German Federal Financial Supervisory Authority Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

This document is distributed in the UK under a MiFID EEA branch passport and in compliance with the applicable FCA requirements.

7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany. The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:
<https://www.hauck-aufhaeuser.com/en/investment-banking/equities#institutionalresearch>

Contacts: Hauck & Aufhäuser Privatbankiers AG

Hauck & Aufhäuser Research

Hauck & Aufhäuser
Privatbankiers AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 (0) 40 414 3885 91
Fax: +49 (0) 40 414 3885 71
Email: research@ha-ib.de
www.ha-research.de

Tim Wunderlich, CFA
Head of Transactional Research
Tel.: +49 40 414 3885 81
E-Mail: tim.wunderlich@ha-ib.de

Henning Breiter
Head of Research
Tel.: +49 40 414 3885 73
E-Mail: henning.breiter@ha-ib.de

Marie-Thérèse Grübner
Head of Corporate Brokerage
Tel.: +49 40 450 6342 3097
E-Mail: marie-therese.gruebner@ha-ib.de

Aliaksandr Halitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: aliaksandr.halitsa@ha-ib.de

Alina Köhler
Analyst
Tel.: +49 40 450 6342 3095
E-Mail: alina.koehler@ha-ib.de

Catharina Claes
Analyst
Tel.: +49 40 450 6342 3092
E-Mail: catharina.claes@ha-ib.de

Christian Glowa
Analyst
Tel.: +49 40 414 3885 95
E-Mail: christian.glowa@ha-ib.de

Christian Salis
Analyst
Tel.: +49 40 414 3885 96
E-Mail: christian.salis@ha-ib.de

Christian Sandherr
Analyst
Tel.: +49 40 414 3885 79
E-Mail: christian.sandherr@ha-ib.de

Frederik Bitter
Analyst
Tel.: +49 40 450 6342 3091
E-Mail: frederik.bitter@ha-ib.de

Julius Stinauer
Analyst
Tel.: +49 40 414 3885 84
E-Mail: julius.stinauer@ha-ib.de

Robin Brass, CFA
Analyst
Tel.: +49 40 414 3885 76
E-Mail: robin.brass@ha-ib.de

Simon Bentlage
Analyst
Tel.: +49 40 450 6342 3096
E-Mail: simon.bentlage@ha-ib.de

Hauck & Aufhäuser Sales

Toby Woods
Head of Sales
Tel.: +44 203 9473 245
E-Mail: toby.woods@ha-ib.de

Christian Alisch
Sales
Tel.: +49 40 414 3885 99
E-Mail: christian.alisch@ha-ib.de

Vincent Bischoff
Sales
Tel.: +49 40 414 3885 88
E-Mail: vincent.bischoff@ha-ib.de

Carlos Becke
Sales
Tel.: +49 40 414 3885 74
E-Mail: carlos.becke@ha-ib.de

Alexander Lachmann
Sales
Tel.: +41 43 497 30 23
E-Mail: alexander.lachmann@ha-ib.de

Hugues Madelin
Sales
Tel.: +33 1 78 41 40 62
E-Mail: hugues.madelin@ha-ib.de

Christian Schwenkenbecher
Sales
Tel.: +44 203 9473 246
E-Mail: christian.schwenkenbecher@ha-ib.de

Imogen Voorspuy
Junior Sales
Tel.: +44 203 9473 244
E-Mail: imogen.voorspuy@ha-ib.de

Hauck & Aufhäuser Sales Trading

Hauck & Aufhäuser
Privatbankiers AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
Email: info@hauck-aufhaeuser.com
www.hauck-aufhaeuser.com

Mirko Brueggemann
Trading
Tel.: +49 40 414 3885 78
E-Mail: mirko.brueggemann@hauck-aufhaeuser.com

Christian von Schuler
Trading
Tel.: +49 40 414 3885 77
E-Mail: christian.schuler@hauck-aufhaeuser.com

Fin Schaffer
Trading
Tel.: +49 40 414 3885 98
E-Mail: fin.schaffer@hauck-aufhaeuser.com

Kathleen Jonas
Middle-Office
Tel.: +49 40 414 3885 97
E-Mail: kathleen.jonas@hauck-aufhaeuser.com

Alexander Hanisch
Middle-Office
Tel.: +49 40 414 3885 87
E-Mail: alexander.hanisch@hauck-aufhaeuser.com