

# DFV Deutsche Familienversicherung AG

WKN: A2NBVD | ISIN: DE000A2NBVD5 | Bloomberg: DFV GY

## H1/20: Weak capital income and ongoing business expansion

**Development of contracts and premiums:** While companies from different sectors struggled during the Covid-19 quarter, the Germany-based InsurTech took measures to further strengthen its almost fully digitalized insurance business model (H1/20 number of cases processed fully automatically increased by 54% yoy). Simultaneously it pressed ahead with preparations (additional staff, transition the pre-existing IT infrastructure to a domestic service provider) for the envisaged start of the first industry-wide long-term care solution in July 2021. Above that, DFV expanded its product portfolio (reworked personal liability insurance, revision of combined insurance products and motor legal protection) and continued to attract a significant amount of new insurance customers via digital distribution channels. In H1/20 the company generated +46,415 (full year target: +100,000) new insurance contracts (H1/19: +49,105; -5.5%). Taking out the erratic jump in new contracts resulted from the collaboration with Henkel in H1/19, new contract acquisition increased by 16% yoy. Written premiums grew by 28.3% yoy to EUR 53.7m in H1/20, whereby the share of reinsurers increased from 38.5% to 47.2%.

**Liquidity and solvency:** According to the company the solvency ratio reduced from 264% as at the end of H1/19 to 218% as at the end of H1/20. This metric should have increased significantly based on the capital increase executed at the beginning of July (see update from 15.07.2020). The same is true for the cash position that reduced from EUR 3.8m at the end of 2019 to EUR 3.1m as at the end of H1/20.

**Investment risks:** Although DFV's business model showed strong operational resilience during the nationwide foreclosure, there were negative spillover effects from its link to the capital markets. Income from capital investments burdened pre-tax income (H1/20 EBT: EUR -5.99m; guidance 2020: EUR -9 to -11m; FMRe: EUR -9.5m) by EUR -1.94m in H1/20. The management confirmed its guidance for 2020 but pointed to investment risks associated with a potential second wave of Covid-19 and related capital market turmoil. This by no means relates to existent capital investments that were restructured during the market crash in Q2/20. This investment risk primarily relates to the cash raised through the capital increase in need to be invested adequately until used for operational investments.

**Our price target remains unchanged (EUR 30.00 per share). We continue to recommend to BUY the stock.**

FY End: 31.12. in EURm	CAGR (19-22e)	2017	2018	2019	2020e	2021e	2022e
Gross written premium	39.3%	70.7	66.5	90.9	113.9	173.9	245.6
Total income	27.4%	33.1	34.7	58.4	58.8	87.5	120.6
EBIT		2.1	-4.1	-5.2	-9.5	7.4	10.9
EBIT margin	6.4%	-11.8%	-8.9%	-16.1%	8.4%	9.0%	
Net income		0.9	-5.9	-0.6	-7.1	5.5	8.2
Net margin	2.8%	-16.9%	-1.1%	-12.1%	6.3%	6.8%	
EPS		0.17	-0.36	-0.16	-0.49	0.38	0.56
Dividend per share		0.00	0.00	0.00	0.00	0.00	0.00
Price/Book		-	-	-	3.6	3.4	3.1
Combined ratio		86.8%	93.2%	96.4%	107.3%	108.3%	83.1%
Equity ratio		25.5%	20.6%	38.1%	33.8%	35.9%	28.3%

Source: DFV, FMR

Published: 13.08.2020

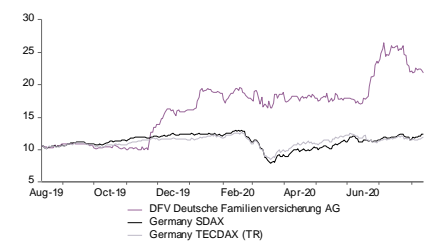
**BUY**

Old rec.: BUY

Price target **EUR 30.00** (30.00)  
Price\* **EUR 21.77** (+38%)

\*XETRA trading price at the close of the previous day

Change	2020e	2021e	2022e
Total income	-	-	-
EBIT	-	-	-
EPS	-	-	-



Source: Factset

### Share Data

Shares (millions)	14.59
Free float (%)	26.09%
Market Cap (EURm)	317.6
Daily turnover (€)	12,481
High (EUR, 52 weeks)	28.5
Low (EUR, 52 weeks)	9.9

### Shareholders

SK Beteiligungen (Dr. Knoll)	19.45%
Heirs & Supervisory board	19.12%
Luca Pesarini	21.06%
VPV Versicherungen	14.28%

### Company events

Q3/20 financial report	12.11.2020
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## Appendix

### Discounted cash flow model

EURm	PHASE 1			PHASE 2						PHASE 3	
	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	∞
Earned net premiums	56.95	84.32	115.41	138.50	163.43	189.58	216.12	242.06	266.26	287.56	
growth YoY in %	4.8%	48.1%	36.9%	20.0%	18.0%	16.0%	14.0%	12.0%	10.0%	8.0%	
Operating result	-9.46	7.38	10.88	13.86	16.83	20.10	23.56	27.11	30.35	33.07	
Margin in % of earned net premiums	-16.6%	8.7%	9.4%	10.0%	10.3%	10.6%	10.9%	11.2%	11.4%	11.5%	
Income tax on operating result	2.37	-1.84	-2.72	-3.46	-4.21	-5.02	-5.89	-6.78	-7.59	-8.27	
Depreciation and amortisation	1.01	1.09	1.17	1.26	1.35	1.45	1.55	1.65	1.76	1.76	
Change in net working capital	-0.35	0.47	0.21	0.21	0.21	0.21	0.21	0.21	0.21	0.21	
Net capital expenditure	-1.50	-1.59	-1.67	-1.76	-1.85	-1.95	-2.05	-2.05	-2.06	-1.96	
<b>Free cash flow</b>	<b>-7.9</b>	<b>5.5</b>	<b>7.9</b>	<b>10.1</b>	<b>12.3</b>	<b>14.8</b>	<b>17.4</b>	<b>20.1</b>	<b>22.7</b>	<b>24.8</b>	
<b>Present values</b>	<b>-7.9</b>	<b>5.1</b>	<b>6.7</b>	<b>7.9</b>	<b>8.9</b>	<b>9.8</b>	<b>10.6</b>	<b>11.4</b>	<b>11.8</b>	<b>11.9</b>	<b>212.7</b>
Present value Phase 1	3.8	2%									
Present value Phase 2	72.3	25%									
Present value Phase 3	212.7	74%									
<b>Total present value</b>	<b>288.8</b>	100%									
+ Net Cash	33.6										
- Minority interest (est. market value)	0.0										
<b>Fair value of equity</b>	<b>322.3</b>										
Number of shares (m)	14.6										
<b>Fair value per share (EUR)</b>	<b>22.10</b>										

Risk free rate	2.0%	Target equity ratio	80.0%
Equity risk premium	6.0%	Tax shield	25.0%
Debt risk premium	2.0%	Beta (fundamental)	1.30
CAGR Sales Phase 2	12.9%	<b>WACC</b>	<b>8.50%</b>
Ø EBIT-margin Phase 2	10.8%	<b>Terminal growth</b>	<b>2%</b>

Sensitivity analysis					
Terminal growth (Phase 3)					
	1.5%	2.0%	2.5%	3.0%	3.5%
7.5%	22.19	23.57	25.22	27.23	29.73
8.0%	20.34	21.46	22.78	24.36	26.29
<b>WACC 8.5%</b>	18.75	19.68	<b>22.10</b>	22.02	23.54
9.0%	17.38	18.15	19.04	20.07	21.29
9.5%	16.19	16.83	17.57	18.43	19.42

Source: FMR

## Peer group valuation

Peer Group: Insurance brokerage (EURm)	Market cap.	EV	Price/Book		EV/EBITDA		EV/EBIT		EV / Total income	
			2020e	2021e	2020e	2021e	2020e	2021e	2020e	2021e
Arthur J Gallagher Co	17351.7	19128.1	3.9x	3.2x	16.8x	14.4x	36.7x	25.6x	3.2x	3.3x
Brown & Brown	10972.8	11654.7	3.9x	3.5x	19.1x	18.0x	24.7x	22.4x	5.7x	5.4x
Goosehead Insurance	3096.8	1472.1	-	-	99.1x	60.8x	111.1x	74.5x	22.4x	15.9x
Willis Towers Watson	21328.9	26359.3	2.4x	2.3x	13.4x	12.7x	16.8x	16.5x	3.4x	3.3x
<b>Average</b>	<b>13,188</b>	<b>14,654</b>	<b>3.4x</b>	<b>3.0x</b>	<b>56.3x</b>	<b>36.8x</b>	<b>64.0x</b>	<b>45.5x</b>	<b>12.9x</b>	<b>9.6x</b>
<b>Median</b>	<b>14,162</b>	<b>15,391</b>	<b>3.9x</b>	<b>3.2x</b>	<b>56.3x</b>	<b>36.8x</b>	<b>64.0x</b>	<b>45.5x</b>	<b>12.9x</b>	<b>9.6x</b>

Peer Group: Insurance software & consulting (EURm)	Market cap.	EV	Price/Book		EV/EBITDA		EV/EBIT		EV / Total income	
			2020e	2021e	2020e	2021e	2020e	2021e	2020e	2021e
Guidewire Software	7472.8	6926.6	5.6x	5.4x	61.9x	97.9x	67.3x	118.7x	11.4x	11.6x
Ebix	661.5	1246.5	-	-	8.3x	8.9x	9.2x	10.3x	2.5x	2.9x
Sapiens International	1406.3	1445.6	-	-	30.6x	25.1x	32.6x	26.8x	5.2x	4.5x
Symbility Solutions	-	-	-	-	-	-	-	-	-	-
Aon	37703.4	44607.1	13.1x	10.5x	16.4x	15.9x	17.3x	16.7x	4.7x	4.8x
Marsh & McLennan	50054.3	62421.3	-	-	16.9x	16.5x	21.8x	20.0x	4.4x	4.3x
<b>Average</b>	<b>19,460</b>	<b>23,329</b>	<b>9.3x</b>	<b>8.0x</b>	<b>21.3x</b>	<b>19.1x</b>	<b>23.9x</b>	<b>21.1x</b>	<b>4.8x</b>	<b>4.5x</b>
<b>Median</b>	<b>7,473</b>	<b>6,927</b>	<b>9.3x</b>	<b>8.0x</b>	<b>16.9x</b>	<b>16.5x</b>	<b>21.8x</b>	<b>20.0x</b>	<b>4.7x</b>	<b>4.5x</b>

Peer Group: Online Distribution (EURm)	Market cap.	EV	Price/Book		EV/EBITDA		EV/EBIT		EV / Total income	
			2020e	2021e	2020e	2021e	2020e	2021e	2020e	2021e
Moneysupermarket com Grp	1825.5	1815.2	8.2x	7.7x	11.6x	14.8x	13.5x	17.4x	4.2x	4.6x
GoCo Group	534.3	616.7	-	-	17.3x	15.9x	21.1x	20.3x	3.7x	3.4x
QuinStreet	590.6	497.8	-	-	14.7x	16.4x	55.3x	95.5x	1.3x	1.2x
eHealth	1625.3	1492.4	-	-	13.3x	12.0x	13.6x	12.9x	3.5x	2.7x
iSelect	36.5	30.2	-	-	2.2x	-	3.3x	-	0.3x	-
<b>Average</b>	<b>922</b>	<b>890</b>	<b>8.2x</b>	<b>7.7x</b>	<b>10.1x</b>	<b>14.2x</b>	<b>24.1x</b>	<b>54.2x</b>	<b>1.7x</b>	<b>1.9x</b>
<b>Median</b>	<b>591</b>	<b>617</b>	<b>8.2x</b>	<b>7.7x</b>	<b>13.3x</b>	<b>14.2x</b>	<b>13.6x</b>	<b>54.2x</b>	<b>1.3x</b>	<b>1.9x</b>

Peer Group: Online Banking and financial services (EURm)	Market cap.	EV	Price/Book		EV/EBITDA		EV/EBIT		EV / Total income	
			2020e	2021e	2020e	2021e	2020e	2021e	2020e	2021e
1st Source	800.2	1055.4	1.1x	1.0x	-	-	9.1x	8.7x	4.1x	3.8x
Hypoport	2818.1	2880.8	15.4x	13.1x	55.3x	50.8x	87.3x	77.4x	8.5x	7.0x
Sparebank 1 Ringerike	339.0	860.7	1.0x	0.9x	-	-	18.4x	22.3x	10.9x	12.1x
Kakaku.com	4154.1	4016.7	12.2x	10.8x	16.7x	20.6x	18.6x	24.2x	8.3x	9.7x
<b>Average</b>	<b>2,028</b>	<b>2,203</b>	<b>7.4x</b>	<b>6.5x</b>	<b>16.7x</b>	<b>20.6x</b>	<b>18.5x</b>	<b>23.3x</b>	<b>9.6x</b>	<b>10.9x</b>
<b>Median</b>	<b>1,809</b>	<b>1,968</b>	<b>6.7x</b>	<b>5.9x</b>	<b>16.7x</b>	<b>20.6x</b>	<b>18.5x</b>	<b>23.3x</b>	<b>9.6x</b>	<b>10.9x</b>
<b>Total Average</b>			<b>6.7x</b>	<b>5.9x</b>	<b>25.9x</b>	<b>26.7x</b>	<b>32.1x</b>	<b>35.9x</b>	<b>6.0x</b>	<b>5.9x</b>

EURm, except EPS (EUR)	Book		EBITDA		EBIT		Total income	
	2020e	2021e	2020e	2021e	2020e	2021e	2020e	2021e
DFV: Financial estimates by FMR	88.85	94.37	-8.45	8.46	-9.46	7.38	56.95	84.32
Applied multiples: Peer group Price/Book	6.7x	5.9x	25.9x	26.7x	32.1x	35.9x	6.0x	5.9x
<b>Enterprise value (derived)</b>				<b>226.01</b>		<b>264.85</b>	<b>341.44</b>	<b>497.69</b>
Financial net debt & minority interests	33.6							
<b>Market capitalisation (derived)</b>	<b>592.67</b>	<b>553.14</b>		<b>259.57</b>		<b>298.40</b>	<b>374.99</b>	<b>531.24</b>
<b>Market capitalization based on Price/Book 2021e</b>		<b>553.14</b>						
Premium (discount) vs. Peer Group		0%						
<b>Fair market capitalisation</b>		<b>553.14</b>						
Number of shares (m)		14.6						
<b>Fair value per share (EUR)</b>		<b>37.92</b>						

Source: FactSet, FMR

<b>P&amp;L</b>						
IFRS EURm	2017	2018	2019	2020e	2021e	2022e
<b>Gross written premiums</b>	<b>70.7</b>	<b>66.5</b>	<b>90.9</b>	<b>113.9</b>	<b>173.9</b>	<b>245.6</b>
YoY growth	10.3%	-5.8%	36.7%	25.3%	52.6%	41.2%
Share of reinsurers	39.7	30.8	36.1	57.0	89.5	130.1
as % of gross written premiums	56.1%	46.3%	39.7%	50.0%	51.5%	53.0%
<b>Net written premiums</b>	<b>31.0</b>	<b>35.7</b>	<b>54.8</b>	<b>57.0</b>	<b>84.3</b>	<b>115.4</b>
as % of gross written premiums	43.9%	53.7%	60.3%	50.0%	48.5%	47.0%
Net change in unearned premiums	-0.6	-0.4	0.4	0.0	0.0	0.0
as % of net written premiums	-1.8%	-1.0%	0.8%	0.0%	0.0%	0.0%
<b>Earned net premiums</b>	<b>31.6</b>	<b>36.1</b>	<b>54.4</b>	<b>57.0</b>	<b>84.3</b>	<b>115.4</b>
as % of gross written premiums	44.7%	54.2%	59.8%	50.0%	48.5%	47.0%
Result from investments	1.1	-2.3	3.4	1.4	2.7	4.7
as % of earned net premiums	3.4%	-6.5%	6.3%	2.4%	3.2%	4.1%
Other income	0.5	1.0	0.6	0.5	0.5	0.5
as % of earned net premiums	1.5%	2.9%	1.2%	0.8%	0.6%	0.4%
<b>Total income</b>	<b>33.1</b>	<b>34.7</b>	<b>58.4</b>	<b>58.8</b>	<b>87.5</b>	<b>120.6</b>
as % of gross written premiums	46.8%	52.2%	64.2%	51.6%	50.3%	49.1%
Net change in benefits paid to customers	18.0	20.2	33.0	28.3	43.3	61.2
as % of gross written premiums	25.5%	30.4%	36.2%	24.8%	24.9%	24.9%
Net change of expenses for insurance operations	11.4	14.5	25.4	33.4	26.8	34.3
as % of gross written premiums	16.2%	21.9%	27.9%	29.3%	15.4%	14.0%
Other expenses	1.6	4.1	5.3	6.6	10.1	14.2
as % of gross written premiums	2.2%	6.2%	5.8%	5.8%	5.8%	5.8%
<b>Total expenses</b>	<b>31.0</b>	<b>38.8</b>	<b>63.6</b>	<b>68.2</b>	<b>80.1</b>	<b>109.7</b>
as % of gross written premiums	43.8%	58.4%	70.0%	59.9%	46.1%	44.7%
<b>EBIT (Operating result)</b>	<b>2.1</b>	<b>-4.1</b>	<b>-5.2</b>	<b>-9.5</b>	<b>7.4</b>	<b>10.9</b>
as % of gross written premiums	3.0%	-6.2%	-5.7%	-8.3%	4.2%	4.4%
<b>EBT (Earnings before income taxes)</b>	<b>2.1</b>	<b>-4.1</b>	<b>-5.2</b>	<b>-9.5</b>	<b>7.4</b>	<b>10.9</b>
as % of gross written premiums	3.0%	-6.2%	-5.7%	-8.3%	4.2%	4.4%
Financing expenses for leases	0.0	0.0	0.0	0.0	0.0	0.0
Income taxes	0.6	-0.8	-3.1	-2.4	1.8	2.7
as % of EBT	30.1%	18.7%	60.0%	25.1%	24.9%	25.0%
<b>Income from continuing operations</b>	<b>1.5</b>	<b>-3.3</b>	<b>-2.1</b>	<b>-7.1</b>	<b>5.5</b>	<b>8.2</b>
Other results (recognized directly in equity)	-0.5	-0.1	1.5	0.0	0.0	0.0
Expenses for the procurement of equity capital	0.0	-2.5	0.0	0.0	0.0	0.0
<b>Total result</b>	<b>0.9</b>	<b>-5.9</b>	<b>-0.6</b>	<b>-7.1</b>	<b>5.5</b>	<b>8.2</b>
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income attributable to shareholders</b>	<b>0.9</b>	<b>-5.9</b>	<b>-0.6</b>	<b>-7.1</b>	<b>5.5</b>	<b>8.2</b>
as % of gross written premiums	1.3%	-8.8%	-0.7%	-6.2%	3.2%	3.3%
<b>Adjusted net income after minorities</b>	<b>0.9</b>	<b>-5.9</b>	<b>-0.6</b>	<b>-7.1</b>	<b>5.5</b>	<b>8.2</b>
as % of gross written premiums	1.3%	-8.8%	-0.7%	-6.2%	3.2%	3.3%
Shares outstanding (in m)	9.0	9.2	13.2	14.6	14.6	14.6
<b>Basic earnings per share (EUR)</b>	<b>0.17</b>	<b>-0.36</b>	<b>-0.16</b>	<b>-0.49</b>	<b>0.38</b>	<b>0.56</b>

Source: DFV Deutsche Familienversicherung AG, FMR

**Balance sheet**

IFRS EURm	2017	2018	2019	2020e	2021e	2022e
<b>Assets</b>						
<b>Intangible Assets</b>	<b>9.3</b>	<b>9.2</b>	<b>8.7</b>	<b>9.2</b>	<b>9.7</b>	<b>10.2</b>
as % of total assets	9.9%	5.9%	4.5%	3.7%	2.9%	2.3%
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Other intangible assets	9.3	9.2	8.7	9.2	9.7	10.2
<b>Rights of use pursuant to IFRS 16</b>	<b>0.0</b>	<b>0.0</b>	<b>2.1</b>	<b>2.1</b>	<b>2.1</b>	<b>2.1</b>
<b>Investments</b>	<b>46.4</b>	<b>90.1</b>	<b>121.7</b>	<b>136.5</b>	<b>180.8</b>	<b>236.4</b>
as % of total assets	49.2%	58.0%	63.9%	55.2%	54.2%	53.0%
Financial investments available for sale	44.1	33.7	121.3	136.5	180.8	236.4
Time Deposits and call money	2.3	56.4	0.4	0.0	0.0	0.0
<b>Receivables from direct insurance business</b>	<b>1.9</b>	<b>4.9</b>	<b>5.3</b>	<b>5.3</b>	<b>5.3</b>	<b>5.3</b>
as % of total assets	2.0%	3.2%	2.8%	2.1%	1.6%	1.2%
<b>Current accounts at banks</b>	<b>5.5</b>	<b>9.0</b>	<b>3.8</b>	<b>33.6</b>	<b>35.8</b>	<b>43.6</b>
as % of total assets	5.8%	5.8%	2.0%	13.6%	10.7%	9.8%
<b>Share of reinsurers in underwriting provisions</b>	<b>29.4</b>	<b>35.0</b>	<b>40.5</b>	<b>58.1</b>	<b>97.4</b>	<b>146.2</b>
Assets	31.2%	22.5%	21.2%	23.5%	29.2%	32.7%
Unearned premiums	2.0	0.6	0.6	3.5	5.5	7.2
Actuarial reserves	22.0	30.5	37.0	45.5	77.6	118.4
Reserves for outstanding claims	5.4	4.0	2.9	9.1	14.2	20.6
Other underwriting provisions	0.0	0.0	0.0	0.0	0.0	0.0
<b>Tax refund claims</b>	<b>0.4</b>	<b>2.0</b>	<b>5.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
as % of total assets	0.4%	1.3%	3.1%	0.0%	0.0%	0.0%
<b>Other assets</b>	<b>1.4</b>	<b>5.1</b>	<b>2.8</b>	<b>2.8</b>	<b>2.8</b>	<b>2.8</b>
as % of total assets	1.5%	3.3%	1.4%	1.1%	0.8%	0.6%
<b>Total assets</b>	<b>94.3</b>	<b>155.3</b>	<b>190.6</b>	<b>247.4</b>	<b>333.6</b>	<b>446.4</b>
<b>Shareholders' equity and liabilities</b>						
<b>Shareholders' equity</b>	<b>19.5</b>	<b>59.2</b>	<b>64.5</b>	<b>88.9</b>	<b>94.4</b>	<b>102.5</b>
as % of total equity and liabilities	20.6%	38.1%	33.8%	35.9%	28.3%	23.0%
<b>Gross underwriting provisions</b>	<b>46.8</b>	<b>56.2</b>	<b>68.6</b>	<b>92.1</b>	<b>143.8</b>	<b>208.0</b>
as % of total equity and liabilities	49.7%	36.2%	36.0%	37.2%	43.1%	46.6%
Unearned premiums	4.3	2.5	3.0	5.9	7.9	9.6
Actuarial reserves	30.9	42.6	51.1	65.8	104.6	153.6
Reserves for outstanding claims	10.7	10.3	13.0	18.9	29.8	43.4
Other underwriting provisions	0.8	0.9	1.5	1.5	1.5	1.5
<b>Other reserves</b>	<b>0.5</b>	<b>0.9</b>	<b>5.4</b>	<b>5.4</b>	<b>5.4</b>	<b>5.4</b>
as % of total equity and liabilities	0.5%	0.6%	2.9%	2.2%	1.6%	1.2%
<b>Liabilities from direct insurance business</b>	<b>26.0</b>	<b>37.9</b>	<b>48.2</b>	<b>57.2</b>	<b>89.5</b>	<b>129.9</b>
as % of total equity and liabilities	27.6%	24.4%	25.3%	23.1%	26.8%	29.1%
to policyholders	0.2	0.2	0.2	0.2	0.2	0.2
to insurance brokers	0.5	1.4	0.9	0.9	0.9	0.9
Other liabilities	25.3	36.3	47.1	56.1	88.4	128.8
<b>Tax debt</b>	<b>1.5</b>	<b>1.2</b>	<b>3.8</b>	<b>3.8</b>	<b>0.6</b>	<b>0.6</b>
as % of total equity and liabilities	1.6%	0.7%	2.0%	1.5%	0.2%	0.1%
<b>Total equity and liabilities</b>	<b>94.3</b>	<b>155.3</b>	<b>190.6</b>	<b>247.4</b>	<b>333.6</b>	<b>446.4</b>

Source: DFV Deutsche Familienversicherung AG, FMR

**Cash Flow Statement**

IFRS Mio.EUR	2017	2018	2019	2020e	2021e	2022e
<b>Periodenergebnis vor außerordentlichen Posten</b>	<b>1.5</b>	<b>-3.3</b>	<b>-2.1</b>	<b>-7.1</b>	<b>5.5</b>	<b>8.1</b>
Veränderung der versicherungstechnischen Netto-Rückstellungen	2.7	3.8	6.9	5.9	12.4	15.5
Veränderung der Depotforderungen und -verbindlichkeiten sowie der Abrechnungsforderungen und -verbindlichkeiten	11.0	6.1	10.4	8.9	32.3	40.4
Veränderung der sonstigen Forderungen und Verbindlichkeiten	-0.2	2.7	3.2	0.0	0.0	0.0
Gewinne und Verluste aus dem Abgang von Kapitalanlagen	-0.3	2.0	-3.4	0.0	0.0	0.0
Veränderung sonstiger Bilanzposten	0.4	-7.7	1.3	5.9	-3.3	0.0
Sonstige zahlungsunwirksame Aufwendungen und Erträge	1.6	3.0	-1.9	1.0	1.1	1.2
<b>Cashflow aus der laufenden Geschäftstätigkeit</b>	<b>16.6</b>	<b>6.6</b>	<b>14.3</b>	<b>14.6</b>	<b>48.1</b>	<b>65.2</b>
Einzahlungen aus dem Verkauf und der Endfälligkeit von übrigen Kapitalanlagen	2.2	-0.1	2.8	0.0	0.0	0.0
Auszahlungen aus dem Erwerb von übrigen Beteiligungen	-17.0	-46.7	-26.7	-16.3	-45.8	-57.3
Sonstige Einzahlungen	0.0	-0.3	0.0	0.0	0.0	0.0
Sonstige Auszahlungen	-1.0	-1.5	-1.2	0.0	0.0	0.0
<b>Cashflow aus Investitionstätigkeit</b>	<b>-15.8</b>	<b>-48.7</b>	<b>-25.0</b>	<b>-16.3</b>	<b>-45.8</b>	<b>-57.3</b>
Einzahlungen aus Eigenkapitalzuführungen	0.0	45.6	6.1	31.5	0.0	0.0
Auszahlungen an Unternehmenseigner und Minderheitsgesellschafter	0.0	0.0	0.0	0.0	0.0	0.0
Tilgung von Leasingverbindlichkeiten	0.0	0.0	-0.7	0.0	0.0	0.0
<b>Cashflow aus Finanzierungstätigkeit</b>	<b>0.0</b>	<b>45.6</b>	<b>5.4</b>	<b>31.5</b>	<b>0.0</b>	<b>0.0</b>
<b>Veränderung des Finanzmittelbestandes</b>	<b>0.9</b>	<b>3.5</b>	<b>-5.3</b>	<b>29.8</b>	<b>2.2</b>	<b>7.9</b>
Finanzmittelfonds am Anfang der Periode	4.7	5.5	9.0	3.8	33.6	35.8
<b>Finanzmittelbestand am Ende der Periode</b>	<b>5.5</b>	<b>9.0</b>	<b>3.8</b>	<b>33.6</b>	<b>35.8</b>	<b>43.6</b>

Source: DFV Deutsche Familienversicherung AG, FMR

**Declaration of liability (disclaimer) and mandatory details pursuant to Section 85 Securities Trading Act (WpHG), EU Market Abuse Regulation (EU Regulation No. 596/2014), Delegated Regulation 2016/958 and Delegated Regulation 2017/565 including details of possible conflicts of interest (disclosures), the author and the responsible supervisory authority**

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- b) Time conditions of expected updates: quarterly
- c) Supervisory authority: Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Lurgiallee 12, 60439 Frankfurt am Main
- d) Previous analyses: No analysis was published in the 12 months before publication of this analysis that contains a recommendation for a specific investment decision which contradicts this analysis.
- e) The analysis was made available to the issuer, to the extent that is legally permissible, before publication and was not amended thereafter.
- f) All prices and price developments listed in the analysis are based on closing prices insofar as no contradictory details were provided about prices and price developments.

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  - (vi.) has concluded an agreement regarding the preparation of investment recommendations with the issuer.

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Company	Disclosure(s)
DFV Deutsche Familienversicherung AG	-

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(ii.) was involved in the management of a syndicate within the past five months that issued financial instruments of the issuer in the context of a public tender;

(iii.) managed financial instruments of the issuer on a market by means of concluding purchase or sale agreements:

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(vi.) has concluded an agreement regarding the preparation of investment recommendations with the issuer.

(vii.) has other significant interests with regard to the company being analysed, for example clients with the company being analysed.

Company	Disclosure(s)
DFV Deutsche Familienversicherung AG	iii, vi

Recommendation history over last 12 months:

Date	Recommendation	Share price at publication date	Price target
17.09.2019	BUY	10.87 EUR	15.00 EUR
15.11.2019	BUY	10.00 EUR	15.00 EUR
10.12.2019	BUY	15.80 EUR	20.00 EUR
10.01.2020	BUY	18.15 EUR	22.00 EUR
20.03.2020	BUY	16.50 EUR	22.00 EUR
15.05.2020	BUY	17.51 EUR	22.00 EUR
26.06.2020	BUY	21.42 EUR	24.00 EUR
15.07.2020	BUY	25.75 EUR	30.00 EUR
13.08.2020	BUY	21.77 EUR	30.00 EUR

#### 4. Creation and distribution

a) Responsibility for creation and distribution

FMR Frankfurt Main Research AG

Registered office: Frankfurt am Main; Commercial Register No. HRB 113537, Frankfurt am Main district court; Chairman: Marcus Silbe

b) Issuer

Enid Omerovic, Senior Analyst

Marcus Silbe (CEFA), Head of Research, Senior Analyst

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#### 5. Investment recommendation details



Investment recommendation details - stocks:

- Purchase: In our opinion, the stock will demonstrate an absolute price gain of at least 10 % in a 12-month period.
- Retain: In our opinion, the stock will not exceed or fall below an absolute price gain or loss of 10% in a 12-month period.
- Sell: In our opinion, the stock will demonstrate an absolute price loss of at least 10 % in a 12-month period.

Trend prediction details – thematic information:

- Opportunities/winners/positive: In our opinion, the company will profit from the assumed development.
- Risks/losers/negative: In our opinion, the company will be negatively affected by the assumed development.
- Neutral/balanced: In our opinion, the assumed development will not have any decisive impact on the company.

A possible indicated ranking position of the issuers demonstrates the relatively strong impact we believe the assumed development will have on the various issuers.

#### **6. Sensitivity of the evaluation parameters**

The figures from profit and loss calculations, cash flow statements and balance sheets which form the basis of the company evaluation are date-related estimates and therefore subject to risks. These may change at any time without prior notice. Regardless of the evaluation methods used, there are significant risks that the price goal/trend will not be achieved within the expected time frame. The risks include unforeseeable changes with regard to competition pressure, demand for the products of an issuer and the offer situation with respect to materials required for production as well as non-occurrence of the assumed development. Such deviations may be the result of changes relating to technology and changes relating to the economy, legal situation and exchange rates. No claim is made that this statement of evaluation methods and risk factors is complete.

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