

# DFV Deutsche Familienversicherung AG

## Germany - Financial Services



HAUCK & AUFHÄUSER  
Investment Banking

**Buy** (old: Buy)

**Price target: EUR 25.00** (old: EUR 25.00)

**Price:** EUR 17.51      **Next result:** Q2 20 13.8.20  
**Bloomberg:** DFVA GR      **Market cap:** EUR 218.8 m  
**Reuters:** DFV.DE      **Enterprise Value:** EUR 230.6 m

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### Underlying performance ahead of plan despite COVID-19, chg. est.

**DFV published a solid set of Q1 results.** While profitability was burdened by softer capital investments due to COVID-19, **growth continued to be very strong** confirming the company's growth strategy. In fact, DFV should continue to disrupt the European insurance industry on the back of its highly scalable insurtech platform. That said, **management confirmed its 2021E target of € 10-12m EBIT** and we reiterate **BUY**.

**Gross written premiums grew by 31% yoy to € 26.4m in Q1** (eH&A: € 26m) benefitting from brisk demand in non-life insurance (7k contracts vs 1k last year) especially supported by the new private liability and pet insurance. This also compensated for a slightly weaker dental care and travel insurance following COVID-19 related lockdowns.

**Growth in net new customers arrived at 27,718 in Q1** outperforming the FY run-rate of 100,000 despite a tough comparable base as Q1'19 was supported by the Henkel cooperation. **Existing premiums stood at € 108m at the end of Q1 implying 30% growth yoy** fully in-line with the company's mid-term run-rate.

Profitability was burdened by devaluations of capital investments due to COVID-19 related volatility, which had a negative impact of € 2.8m on Q1 EBIT. Moreover, **DFV started to prepare for the major 'CareFlex Chemie' deal** (i.e. IT) which looks set to double its business in 2021E. As a result, EBIT declined to € -5.6m in Q1 (eH&A: € -4m) compared to € -1m last year.

Positively, however, **DFV's underwriting result arrived at € -1.8m in Q1** (€ 0.5m last year). This implies an outperformance of the FY'20 EBIT run-rate of € -9m to € -11m reflecting that **DFV's underlying operating performance should be slightly ahead of plan despite COVID-19**.

This explains why **management confirmed its FY'20 targets** of at least 30% GWP growth yoy (eH&A: 35% yoy), 100,000 new customers as well as an EBIT of € -9m to € -11m (eH&A: € -10.6m). At the same time, **management reiterated its ambition of € 10-12m EBIT in 2021E** (eH&A: € 11.1m) as rising volumes in 2021E are seen to highlight the scalability of DFV's lean insurtech platform.

**Action:** Sales (GWP) estimates are reduced slightly due to a slight negative effect from COVID-19 on dental and travel insurance while EBIT estimates are cut due to negative effects on capital investments and lower op. leverage. **BUY, PT € 25.00, based on DCF.**

Y/E 31.12 (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
Sales	64.1	70.7	66.5	90.9	118.2	187.3	264.2
Sales growth	1 %	10 %	-6 %	37 %	30 %	59 %	41 %
EBITDA	3.5	3.7	-1.1	-2.2	-8.1	14.1	25.1
EBIT	2.0	2.1	-4.1	-5.2	-10.6	11.1	21.4
Net income	1.7	1.5	-3.3	-2.0	-7.4	7.8	15.0
Net debt	-4.7	-5.5	-9.0	-3.7	-4.2	-10.6	-22.6
Net gearing	-25.2 %	-28.3 %	-14.8 %	-5.8 %	-8.2 %	-23.1 %	-50.5 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.13	0.11	-0.25	-0.15	-0.56	0.58	1.13
CPS	1.06	1.18	0.40	0.97	0.25	0.80	1.24
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	44.4 %	44.7 %	54.2 %	59.8 %	60.0 %	60.8 %	61.3 %
EBITDA margin	5.5 %	5.2 %	-1.7 %	-1.6 %	-6.9 %	7.5 %	9.5 %
EBIT margin	3.2 %	3.0 %	-6.2 %	-3.8 %	-9.0 %	5.9 %	8.1 %
ROCE	4.1 %	3.5 %	-4.4 %	-4.0 %	-8.4 %	7.8 %	14.5 %
EV/sales	3.6	3.2	3.3	1.7	2.0	1.2	0.8
EV/EBITDA	64.7	62.1	-196.7	-105.5	-28.3	16.1	8.6
EV/EBIT	113.4	108.2	-54.2	-44.8	-21.7	20.4	10.1
PER	128.8	147.7	-65.9	-107.7	-29.4	28.2	14.6
Adjusted FCF yield	1.3 %	1.1 %	-1.2 %	-0.5 %	-6.1 %	8.9 %	20.5 %

Source: Company data, Hauck & Aufhäuser Close price as of: 14.05.2020



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 19.50 / 9.85

**Price/Book Ratio:** 4.4

**Relative performance (-):**

3 months -  
6 months -  
12 months -

### Changes in estimates

		Sales	EBIT	EPS
2020	old:	122.7	-9.1	-0.48
	Δ	-3.7%	n.a.	n.a.
2021	old:	191.5	11.9	0.63
	Δ	-2.2%	-6.8%	-6.8%
2022	old:	264.2	21.4	1.13
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs) 13.3  
 Authorised capital: (in € m) -  
 Book value per share: (in €) 3.9  
 Ø trading volume: (12 months) 8,179

### 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)	2016	2017	2018	2019	2020E	2021E	2022E
<b>Sales</b>	<b>64.1</b>	<b>70.7</b>	<b>66.5</b>	<b>90.9</b>	<b>118.2</b>	<b>187.3</b>	<b>264.2</b>
Sales growth	1.4 %	10.3 %	-5.9 %	36.7 %	30.0 %	58.5 %	41.0 %
Cost of sales	35.6	39.1	30.4	36.6	47.3	73.4	102.3
<b>Gross profit</b>	<b>28.4</b>	<b>31.6</b>	<b>36.1</b>	<b>54.4</b>	<b>70.9</b>	<b>113.9</b>	<b>162.0</b>
Sales and marketing	-0.4	1.5	-1.3	4.0	2.4	5.6	7.9
General and administration	16.8	18.0	20.2	33.0	43.7	66.5	92.0
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	7.9	11.4	14.5	25.4	33.1	34.7	47.3
Other operating expenses	1.4	1.6	4.1	5.2	7.1	7.3	9.2
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>3.5</b>	<b>3.7</b>	<b>-1.1</b>	<b>-2.2</b>	<b>-8.1</b>	<b>14.1</b>	<b>25.1</b>
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITA</b>	<b>3.5</b>	<b>3.7</b>	<b>-1.1</b>	<b>-2.2</b>	<b>-8.1</b>	<b>14.1</b>	<b>25.1</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.5	1.6	3.0	3.0	2.5	3.0	3.7
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>2.0</b>	<b>2.1</b>	<b>-4.1</b>	<b>-5.2</b>	<b>-10.6</b>	<b>11.1</b>	<b>21.4</b>
Interest income	0.0	0.0	0.0	0.0	0.0	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	0.0	0.0	0.0	0.0
<b>Recurring pretax income from continuing operations</b>	<b>2.0</b>	<b>2.1</b>	<b>-4.1</b>	<b>-5.2</b>	<b>-10.6</b>	<b>11.1</b>	<b>21.4</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>2.0</b>	<b>2.1</b>	<b>-4.1</b>	<b>-5.2</b>	<b>-10.6</b>	<b>11.1</b>	<b>21.4</b>
Taxes	0.3	0.6	-0.8	-3.1	-3.2	3.3	6.4
<b>Net income from continuing operations</b>	<b>1.7</b>	<b>1.5</b>	<b>-3.3</b>	<b>-2.0</b>	<b>-7.4</b>	<b>7.8</b>	<b>15.0</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>1.7</b>	<b>1.5</b>	<b>-3.3</b>	<b>-2.0</b>	<b>-7.4</b>	<b>7.8</b>	<b>15.0</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit (reported)</b>	<b>1.7</b>	<b>1.5</b>	<b>-3.3</b>	<b>-2.0</b>	<b>-7.4</b>	<b>7.8</b>	<b>15.0</b>
Average number of shares	13.3	13.3	13.3	13.3	13.3	13.3	13.3
<b>EPS reported</b>	<b>0.13</b>	<b>0.11</b>	<b>-0.25</b>	<b>-0.15</b>	<b>-0.56</b>	<b>0.58</b>	<b>1.13</b>

Profit and loss (common size)	2016	2017	2018	2019	2020E	2021E	2022E
<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	55.6 %	55.3 %	45.8 %	40.2 %	40.0 %	39.2 %	38.7 %
<b>Gross profit</b>	<b>44.4 %</b>	<b>44.7 %</b>	<b>54.2 %</b>	<b>59.8 %</b>	<b>60.0 %</b>	<b>60.8 %</b>	<b>61.3 %</b>
Sales and marketing	neg.	2.2 %	neg.	4.4 %	2.0 %	3.0 %	3.0 %
General and administration	26.2 %	25.5 %	30.4 %	36.2 %	37.0 %	35.5 %	34.8 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	12.3 %	16.2 %	21.9 %	27.9 %	28.0 %	18.5 %	17.9 %
Other operating expenses	2.1 %	2.2 %	6.2 %	5.7 %	6.0 %	3.9 %	3.5 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITDA</b>	<b>5.5 %</b>	<b>5.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>7.5 %</b>	<b>9.5 %</b>
Depreciation	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITA</b>	<b>5.5 %</b>	<b>5.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>7.5 %</b>	<b>9.5 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.4 %	2.2 %	4.5 %	3.3 %	2.1 %	1.6 %	1.4 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT (inc revaluation net)</b>	<b>3.2 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>5.9 %</b>	<b>8.1 %</b>
Interest income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	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 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Recurring pretax income from continuing operations</b>	<b>3.2 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>5.9 %</b>	<b>8.1 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>3.2 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>5.9 %</b>	<b>8.1 %</b>
Tax rate	16.0 %	30.1 %	18.7 %	60.6 %	30.0 %	30.0 %	30.0 %
<b>Net income from continuing operations</b>	<b>2.7 %</b>	<b>2.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>4.1 %</b>	<b>5.7 %</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>2.7 %</b>	<b>2.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>4.1 %</b>	<b>5.7 %</b>
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>2.7 %</b>	<b>2.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>4.1 %</b>	<b>5.7 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
<b>Intangible assets</b>	<b>9.6</b>	<b>9.3</b>	<b>9.2</b>	<b>8.7</b>	<b>9.5</b>	<b>10.5</b>	<b>11.5</b>
Property, plant and equipment	2.1	1.4	1.4	1.4	1.4	1.4	1.4
Financial assets	31.7	46.4	90.1	121.7	121.7	127.8	134.2
<b>FIXED ASSETS</b>	<b>43.4</b>	<b>57.1</b>	<b>100.6</b>	<b>131.8</b>	<b>132.7</b>	<b>139.7</b>	<b>147.1</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	3.4	1.9	4.9	5.3	5.3	5.0	7.1
Other current assets	20.7	29.4	35.0	40.5	46.0	52.7	60.4
Liquid assets	4.7	5.5	9.0	3.7	4.2	10.6	22.6
Deferred taxes	0.5	0.4	2.0	5.9	5.9	5.9	5.9
Deferred charges and prepaid expenses	0.0	0.0	5.1	2.8	2.8	2.8	2.8
<b>CURRENT ASSETS</b>	<b>29.2</b>	<b>37.2</b>	<b>56.0</b>	<b>58.1</b>	<b>64.1</b>	<b>77.0</b>	<b>98.8</b>
<b>TOTAL ASSETS</b>	<b>72.6</b>	<b>94.3</b>	<b>156.7</b>	<b>189.8</b>	<b>196.8</b>	<b>216.7</b>	<b>245.9</b>
SHAREHOLDERS EQUITY	18.5	19.5	60.7	64.3	51.4	45.8	44.7
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	15.1	15.9	12.8	16.0	16.0	17.6	19.4
Other provisions	20.9	31.4	44.3	58.0	68.2	80.5	95.2
<b>Non-current liabilities</b>	<b>36.1</b>	<b>47.3</b>	<b>57.1</b>	<b>74.0</b>	<b>84.2</b>	<b>98.1</b>	<b>114.6</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)	16.8	26.0	37.9	48.2	57.9	69.5	83.4
Deferred taxes	1.3	1.5	1.0	3.3	3.3	3.3	3.3
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>18.0</b>	<b>27.5</b>	<b>38.8</b>	<b>51.5</b>	<b>61.2</b>	<b>72.8</b>	<b>86.6</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>72.6</b>	<b>94.3</b>	<b>156.7</b>	<b>189.9</b>	<b>196.8</b>	<b>216.7</b>	<b>246.0</b>

Balance sheet (common size)	2016	2017	2018	2019	2020E	2021E	2022E
<b>Intangible assets</b>	<b>13.2 %</b>	<b>9.9 %</b>	<b>5.9 %</b>	<b>4.6 %</b>	<b>4.8 %</b>	<b>4.8 %</b>	<b>4.7 %</b>
Property, plant and equipment	2.9 %	1.5 %	0.9 %	0.7 %	0.7 %	0.6 %	0.6 %
Financial assets	43.7 %	49.2 %	57.5 %	64.1 %	61.9 %	59.0 %	54.6 %
<b>FIXED ASSETS</b>	<b>59.8 %</b>	<b>60.5 %</b>	<b>64.2 %</b>	<b>69.4 %</b>	<b>67.4 %</b>	<b>64.5 %</b>	<b>59.8 %</b>
Inventories	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	4.7 %	2.0 %	3.1 %	2.8 %	2.7 %	2.3 %	2.9 %
Other current assets	28.4 %	31.2 %	22.3 %	21.3 %	23.4 %	24.3 %	24.6 %
Liquid assets	6.4 %	5.8 %	5.7 %	1.9 %	2.1 %	4.9 %	9.2 %
Deferred taxes	0.6 %	0.4 %	1.3 %	3.1 %	3.0 %	2.7 %	2.4 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	3.2 %	1.5 %	1.4 %	1.3 %	1.1 %
<b>CURRENT ASSETS</b>	<b>40.2 %</b>	<b>39.5 %</b>	<b>35.8 %</b>	<b>30.6 %</b>	<b>32.6 %</b>	<b>35.5 %</b>	<b>40.2 %</b>
<b>TOTAL ASSETS</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>
SHAREHOLDERS EQUITY	25.5 %	20.6 %	38.8 %	33.9 %	26.1 %	21.1 %	18.2 %
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	20.8 %	16.8 %	8.2 %	8.4 %	8.1 %	8.1 %	7.9 %
Other provisions	28.8 %	33.3 %	28.3 %	30.6 %	34.7 %	37.1 %	38.7 %
<b>Non-current liabilities</b>	<b>49.7 %</b>	<b>50.2 %</b>	<b>36.5 %</b>	<b>39.0 %</b>	<b>42.8 %</b>	<b>45.3 %</b>	<b>46.6 %</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)	23.1 %	27.6 %	24.2 %	25.4 %	29.4 %	32.1 %	33.9 %
Deferred taxes	1.8 %	1.6 %	0.6 %	1.7 %	1.7 %	1.5 %	1.3 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>24.8 %</b>	<b>29.2 %</b>	<b>24.8 %</b>	<b>27.1 %</b>	<b>31.1 %</b>	<b>33.6 %</b>	<b>35.2 %</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)	2016	2017	2018	2019	2020E	2021E	2022E
Net profit/loss	1.7	1.5	-3.3	-2.0	-7.4	7.8	15.0
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	1.5	1.6	3.0	3.0	2.5	3.0	3.7
Others	2.3	2.8	9.9	13.7	10.0	1.6	1.8
Cash flow from operations before changes in w/c	5.6	5.9	9.6	14.6	5.1	12.4	20.5
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	9.2	10.8	-3.0	-0.3	0.0	0.2	-2.1
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	9.2	10.8	-3.0	-0.3	0.0	0.2	-2.1
<b>Cash flow from operating activities</b>	<b>14.8</b>	<b>16.6</b>	<b>6.6</b>	<b>14.3</b>	<b>5.1</b>	<b>12.6</b>	<b>18.4</b>
CAPEX	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	17.0	14.8	48.7	25.0	10.0	6.1	6.4
Income from asset disposals	-1.7	-1.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-18.7</b>	<b>-15.8</b>	<b>-48.7</b>	<b>-25.0</b>	<b>-10.0</b>	<b>-6.1</b>	<b>-6.4</b>
Cash flow before financing	-3.9	0.9	-42.1	-10.7	-4.9	6.5	12.0
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	0.0	0.0	45.6	6.1	6.1	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	-0.7	-0.7	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>0.0</b>	<b>0.0</b>	<b>45.6</b>	<b>5.4</b>	<b>5.4</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	-3.9	0.9	3.5	-5.3	0.5	6.5	12.0
<b>Liquid assets at end of period</b>	<b>4.7</b>	<b>5.5</b>	<b>9.0</b>	<b>3.7</b>	<b>4.2</b>	<b>10.6</b>	<b>22.6</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
Domestic	64.1	70.7	66.5	90.9	118.2	187.3	264.2
yoy change	1.4 %	10.3 %	-5.9 %	36.7 %	30.0 %	58.5 %	41.0 %
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>64.1</b>	<b>70.7</b>	<b>66.5</b>	<b>90.9</b>	<b>118.2</b>	<b>187.3</b>	<b>264.2</b>
yoy change	1.4 %	10.3 %	-5.9 %	36.7 %	30.0 %	58.5 %	41.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
<b>P&amp;L growth analysis</b>							
Sales growth	1.4 %	10.3 %	-5.9 %	36.7 %	30.0 %	58.5 %	41.0 %
EBITDA growth	82.3 %	4.3 %	-130.7 %	93.5 %	618.9 %	-741.6 %	-408.5 %
EBIT growth	185.8 %	4.8 %	-293.7 %	25.8 %	159.2 %	-314.1 %	-301.2 %
EPS growth	95.7 %	-12.8 %	-324.1 %	-38.8 %	124.1 %	-481.4 %	-301.8 %
<b>Efficiency</b>							
Total operating costs / sales	41.2 %	41.7 %	60.4 %	65.5 %	69.0 %	54.9 %	53.2 %
Sales per employee	481.8	593.7	583.3	821.8	1,052.3	1,619.3	2,217.5
EBITDA per employee	26.6	31.0	-9.9	-19.8	-72.5	121.5	210.7
<b>Balance sheet analysis</b>							
Avg. working capital / sales	7.7 %	3.8 %	5.1 %	5.6 %	4.3 %	2.7 %	2.3 %
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Trade debtors in days of sales	19.4	9.8	9.8	9.8	9.8	9.8	9.8
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	14.8	16.6	6.6	14.3	5.1	12.6	18.4
Free cash flow/sales	23.1 %	23.5 %	9.9 %	10.6 %	4.3 %	6.7 %	7.0 %
FCF / net profit	870.1 %	1122.1 %	neg.	neg.	neg.	161.9 %	122.6 %
Capex / depre	1118.1 %	937.6 %	1638.6 %	841.6 %	400.0 %	203.1 %	172.8 %
Capex / maintenance capex	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / sales	26.5 %	20.9 %	73.2 %	27.5 %	8.5 %	3.2 %	2.4 %
<b>Security</b>							
Net debt	-4.7	-5.5	-9.0	-3.7	-4.2	-10.6	-22.6
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	1.2	1.1	0.6	0.7	0.9	1.3	1.7
Operating assets turnover	11.6	21.5	10.6	13.7	17.8	29.2	31.1
Plant turnover	30.5	51.3	48.3	66.0	85.9	136.1	192.0
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Returns</b>							
ROCE	4.1 %	3.5 %	-4.4 %	-4.0 %	-8.4 %	7.8 %	14.5 %
ROE	9.2 %	7.6 %	-5.5 %	-3.2 %	-14.5 %	16.9 %	33.6 %
<b>Other</b>							
Interest paid / avg. debt	n/a	n/a	n/a	n/a	n/a	n/a	n/a
No. employees (average)	133	119	114	111	112	116	119
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	0.13	0.11	-0.25	-0.15	-0.56	0.58	1.13
<b>Valuation ratios</b>							
P/BV	11.8	11.2	3.6	3.4	4.3	4.8	4.9
EV/sales	3.6	3.2	3.3	1.7	2.0	1.2	0.8
EV/EBITDA	64.7	62.1	-196.7	-105.5	-28.3	16.1	8.6
EV/EBITA	64.7	62.1	-196.7	-105.5	-28.3	16.1	8.6
EV/EBIT	113.4	108.2	-54.2	-44.8	-21.7	20.4	10.1
EV/FCF	15.5	13.8	33.9	16.1	45.6	18.0	11.7
Adjusted FCF yield	1.3 %	1.1 %	-1.2 %	-0.5 %	-6.1 %	8.9 %	20.5 %
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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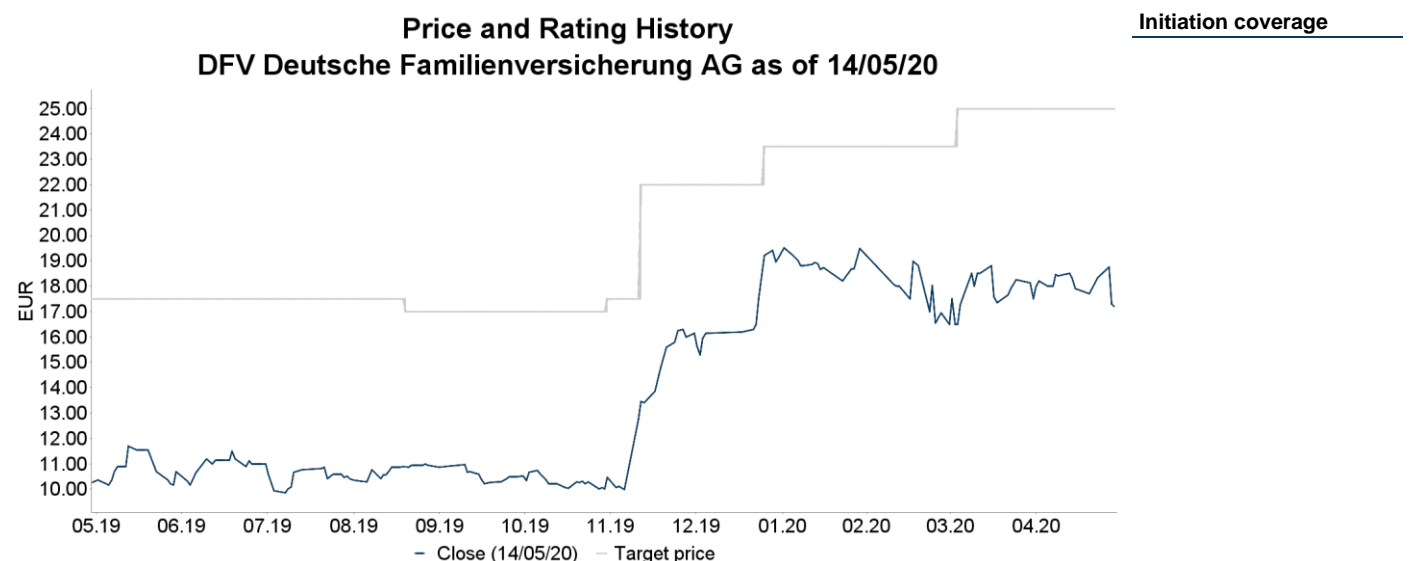
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Company	Date	Analyst	Rating	Target price	Close
DFV Deutsche Familienversicherung AG	20.03.2020	Salis, Christian	Buy	EUR 25,00	EUR 17,26
	13.01.2020	Salis, Christian	Buy	EUR 23,50	EUR 19,42
	28.11.2019	Salis, Christian	Buy	EUR 22,00	EUR 13,40
	18.11.2019	Salis, Christian	Buy	EUR 17,50	EUR 10,07

06.09.2019	Salis, Christian	Buy	EUR 17,00	EUR 10,95
24.05.2019	Becke, Carlos	Buy	EUR 17,50	EUR 10,90

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