



**Buy** (old: Buy)

**Price target: EUR 30.00** (old: EUR 30.00)

**Price:** EUR 18.40      **Next result:** Q3 20 12.11.20  
**Bloomberg:** DFVA GR      **Market cap:** EUR 261.1 m  
**Reuters:** DFV.DE      **Enterprise Value:** EUR 246.9 m

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## DFV shows its resilience during the pandemic, chg

**DFV is expected to publish solid Q3 results** reflecting that the company is well protected against COVID-19 thanks to its digitized insurance platform.

**GWP are seen to rise by 25% yoy to € 30m in Q3** showing significant growth driven by the structural shift towards digital, as well as rising brand awareness thanks to successful marketing initiatives. Following an initial dip due to COVID-19, dental insurance (50% of total contracts) has shown a solid rebound while pet insurance should continue to thrive (eH&A: +4k yoy contracts in Q3). Meanwhile, travel insurance (15% of total contracts) continues to be burdened by muted travel activity. While this is seen to weigh on the number of new clients, the low average premium (€ 20 p.a.) should limit the effect on group premiums. Hence, due to COVID-19 related restrictions, the number of new clients might underperform the FY'20 run-rate of 100k. However, **DFV should be fully on track to achieve its target of c. € 125m existing premium volume in FY'20.**

Profitability is seen to improve compared to Q3'19. In fact, **EBIT looks set to increase to € -1.0m versus € -1.7m in Q3'19** (adjusted for € 3m positive one-offs), showing the scalability of the business model despite investments to prepare for CareFlexChemie in 2021, including recruiting 55 employees for IT, admin and customer service as well as IT investments (i.e. server expansion). With that, **EBIT is expected to arrive at € -7m in 9M'20, putting DFV well on track to achieve its FY'20 target** of € -9m to € -11m EBIT (eH&A: € -10.8m, eCons: € -10m).

**DFV should also be well on track to execute on its mid-term ambition** of 1.1m contracts in 2021E and a premium volume of at least € 200m supported by the CareFlex Chemie deal which looks set to double DFV's client base in July 2021. In the mid-term, DFV looks set to achieve 2m contracts, € 500m premium volume and a 10% EBIT margin driven by economies of scale thanks to its lean and fully digitized insurtech setup.

Meanwhile, **the stock is still trading at an 80% discount to US peer Lemonade** based on USD/contract (USD 600 vs USD 3,260) which looks unjustified, in our view. In fact, while Lemonade Lemonade grows faster (115% yoy vs 29% yoy in H1'20), DFV shows much better profitability (EBIT € -6m vs USD -57m in H1). **Action:** Sales and EBIT estimates are slightly decreased due to lower volume in travel insurance as travel activity is seen to remain muted in 2020/21E. **BUY, PT € 30.00, 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	116.0	183.9	264.2
Sales growth	1 %	10 %	-6 %	37 %	28 %	59 %	44 %
EBITDA	3.5	3.7	-1.1	-2.2	-8.3	13.8	25.1
EBIT	2.0	2.1	-4.1	-5.2	-10.8	10.8	21.4
Net income	1.7	1.5	-3.3	-2.0	-7.5	7.6	15.1
Net debt	-4.7	-5.5	-9.0	-3.7	-30.2	-36.6	-48.5
Net gearing	-25.2 %	-28.3 %	-14.8 %	-5.8 %	-39.0 %	-51.0 %	-68.7 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.13	0.10	-0.25	-0.15	-0.51	0.52	1.03
CPS	1.06	1.07	0.40	0.97	0.23	0.72	1.12
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 %	-7.1 %	7.5 %	9.5 %
EBIT margin	3.2 %	3.0 %	-6.2 %	-3.8 %	-9.3 %	5.9 %	8.1 %
ROCE	4.1 %	3.5 %	-4.4 %	-4.0 %	-7.7 %	7.0 %	12.3 %
EV/sales	3.9	3.8	3.6	1.8	2.1	1.3	0.9
EV/EBITDA	70.0	73.5	-213.1	-114.0	-29.8	17.6	9.2
EV/EBIT	122.6	128.2	-58.8	-48.4	-22.9	22.3	10.8
PER	139.8	176.3	-71.5	-116.8	-34.8	34.2	17.4
Adjusted FCF yield	1.2 %	0.9 %	-1.0 %	-0.4 %	-5.4 %	7.4 %	17.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 30.10.2020



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 26.50 / 9.99

**Price/Book Ratio:** 3.4

**Relative performance (-):**

3 months -  
6 months -  
12 months -

### Changes in estimates

		Sales	EBIT	EPS
2020	old:	118.2	-10.6	-0.51
	Δ	-1.8%	n.m.	n.m.
2021	old:	187.3	11.1	0.53
	Δ	-1.8%	-1.8%	-1.8%
2022	old:	264.2	21.4	1.03
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs) 13.9  
 Authorised capital: (in € m) -  
 Book value per share: (in €) 5.3  
 Ø trading volume: (12 months) 13,500

### Major shareholders:

Free Float 26.1 %  
 Luca Pesarini 21.1 %  
 Dr. Stefan Knoll (CEO) 19.5 %  
 Vogel Family & Heir 19.1 %  
 VPV Versicherungen 14.3 %

### 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>116.0</b>	<b>183.9</b>	<b>264.2</b>
Sales growth	1.4 %	10.3 %	-5.9 %	36.7 %	27.6 %	58.5 %	43.7 %
Cost of sales	35.6	39.1	30.4	36.6	46.4	72.1	102.3
<b>Gross profit</b>	<b>28.4</b>	<b>31.6</b>	<b>36.1</b>	<b>54.4</b>	<b>69.6</b>	<b>111.8</b>	<b>162.0</b>
Sales and marketing	-0.4	1.5	-1.3	4.0	2.3	5.5	7.9
General and administration	16.8	18.0	20.2	33.0	43.3	65.3	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	32.5	34.0	47.3
Other operating expenses	1.4	1.6	4.1	5.2	7.0	7.2	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>-8.3</b>	<b>13.8</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>-8.3</b>	<b>13.8</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	2.9	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>-10.8</b>	<b>10.8</b>	<b>21.4</b>
Interest income	0.0	0.0	0.0	0.0	0.1	0.1	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	0.0	0.1	0.1	0.1
<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>-10.7</b>	<b>10.9</b>	<b>21.5</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>-10.7</b>	<b>10.9</b>	<b>21.5</b>
Taxes	0.3	0.6	-0.8	-3.1	-3.2	3.3	6.5
<b>Net income from continuing operations</b>	<b>1.7</b>	<b>1.5</b>	<b>-3.3</b>	<b>-2.0</b>	<b>-7.5</b>	<b>7.6</b>	<b>15.1</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>-7.5</b>	<b>7.6</b>	<b>15.1</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>-7.5</b>	<b>7.6</b>	<b>15.1</b>
Average number of shares	13.3	13.9	13.3	13.3	13.9	14.6	14.6
<b>EPS reported</b>	<b>0.13</b>	<b>0.11</b>	<b>-0.25</b>	<b>-0.15</b>	<b>-0.54</b>	<b>0.52</b>	<b>1.03</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 %	37.3 %	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 %	2.2 %	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 %	0.1 %	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 %	0.0 %	0.1 %	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>4.2 %</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>4.2 %</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>4.2 %</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	30.2	36.6	48.5
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>90.1</b>	<b>102.9</b>	<b>124.7</b>
<b>TOTAL ASSETS</b>	<b>72.6</b>	<b>94.3</b>	<b>156.7</b>	<b>189.8</b>	<b>222.8</b>	<b>242.6</b>	<b>271.8</b>
SHAREHOLDERS EQUITY	18.5	19.5	60.7	64.3	77.4	71.7	70.6
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>222.8</b>	<b>242.6</b>	<b>271.8</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>4.3 %</b>	<b>4.3 %</b>	<b>4.2 %</b>
Property, plant and equipment	2.9 %	1.5 %	0.9 %	0.7 %	0.6 %	0.6 %	0.5 %
Financial assets	43.7 %	49.2 %	57.5 %	64.1 %	54.6 %	52.7 %	49.4 %
<b>FIXED ASSETS</b>	<b>59.8 %</b>	<b>60.5 %</b>	<b>64.2 %</b>	<b>69.4 %</b>	<b>59.5 %</b>	<b>57.6 %</b>	<b>54.1 %</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 %	2.4 %	2.0 %	2.6 %
Other current assets	28.4 %	31.2 %	22.3 %	21.3 %	20.7 %	21.7 %	22.2 %
Liquid assets	6.4 %	5.8 %	5.7 %	1.9 %	13.6 %	15.1 %	17.8 %
Deferred taxes	0.6 %	0.4 %	1.3 %	3.1 %	2.6 %	2.4 %	2.2 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	3.2 %	1.5 %	1.2 %	1.1 %	1.0 %
<b>CURRENT ASSETS</b>	<b>40.2 %</b>	<b>39.5 %</b>	<b>35.8 %</b>	<b>30.6 %</b>	<b>40.4 %</b>	<b>42.4 %</b>	<b>45.9 %</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 %	34.7 %	29.6 %	26.0 %
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	20.8 %	16.8 %	8.2 %	8.4 %	7.2 %	7.3 %	7.1 %
Other provisions	28.8 %	33.3 %	28.3 %	30.6 %	30.6 %	33.2 %	35.0 %
<b>Non-current liabilities</b>	<b>49.7 %</b>	<b>50.2 %</b>	<b>36.5 %</b>	<b>39.0 %</b>	<b>37.8 %</b>	<b>40.4 %</b>	<b>42.2 %</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 %	26.0 %	28.6 %	30.7 %
Deferred taxes	1.8 %	1.6 %	0.6 %	1.7 %	1.5 %	1.4 %	1.2 %
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>27.5 %</b>	<b>30.0 %</b>	<b>31.9 %</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	-7.5	7.6	15.1
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	2.9	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	5.0	12.2	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	0.3	-2.2
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	0.3	-2.2
<b>Cash flow from operating activities</b>	<b>14.8</b>	<b>16.6</b>	<b>6.6</b>	<b>14.3</b>	<b>5.0</b>	<b>12.5</b>	<b>18.3</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	-5.0	6.4	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	31.5	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	0.0	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>0.0</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>
Increase/decrease in liquid assets	-3.9	0.9	3.5	-5.3	26.5	6.4	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>30.2</b>	<b>36.6</b>	<b>48.5</b>

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 %	27.6 %	58.5 %	43.7 %
EBITDA growth	82.3 %	4.3 %	-130.7 %	93.5 %	632.3 %	-729.7 %	-402.8 %
EBIT growth	185.8 %	4.8 %	-293.7 %	25.8 %	162.9 %	-310.2 %	-298.4 %
EPS growth	95.7 %	-16.9 %	-335.3 %	-38.8 %	115.4 %	-441.9 %	-291.3 %
<b>Efficiency</b>							
Total operating costs / sales	41.2 %	41.7 %	60.4 %	65.5 %	69.3 %	54.9 %	53.2 %
Sales per employee	481.8	593.7	583.3	821.8	1,032.9	1,589.4	2,217.5
EBITDA per employee	26.6	31.0	-9.9	-19.8	-73.8	119.2	210.7
<b>Balance sheet analysis</b>							
Avg. working capital / sales	7.7 %	3.8 %	5.1 %	5.6 %	4.4 %	2.8 %	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	5.0	12.5	18.3
Free cash flow/sales	23.1 %	23.5 %	9.9 %	10.6 %	4.3 %	6.8 %	6.9 %
FCF / net profit	870.1 %	1122.1 %	neg.	neg.	neg.	163.3 %	121.9 %
Capex / depre	1118.1 %	937.6 %	1638.6 %	841.6 %	400.0 %	206.9 %	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 %	8.6 %	3.3 %	2.4 %
<b>Security</b>							
Net debt	-4.7	-5.5	-9.0	-3.7	-30.2	-36.6	-48.5
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	0.7	1.1	1.4
Operating assets turnover	11.6	21.5	10.6	13.7	17.5	29.0	31.1
Plant turnover	30.5	51.3	48.3	66.0	84.3	133.6	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 %	-7.7 %	7.0 %	12.3 %
ROE	9.2 %	7.6 %	-5.5 %	-3.2 %	-9.7 %	10.7 %	21.3 %
<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	13.9	13.3	13.3	13.9	14.6	14.6
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	-0.54	0.52	1.03
<b>Valuation ratios</b>							
P/BV	12.8	13.4	3.9	3.7	3.4	3.6	3.7
EV/sales	3.9	3.8	3.6	1.8	2.1	1.3	0.9
EV/EBITDA	70.0	73.5	-213.1	-114.0	-29.8	17.6	9.2
EV/EBITA	70.0	73.5	-213.1	-114.0	-29.8	17.6	9.2
EV/EBIT	122.6	128.2	-58.8	-48.4	-22.9	22.3	10.8
EV/FCF	16.8	16.3	36.7	17.4	49.5	19.4	12.6
Adjusted FCF yield	1.2 %	0.9 %	-1.0 %	-0.4 %	-5.4 %	7.4 %	17.0 %
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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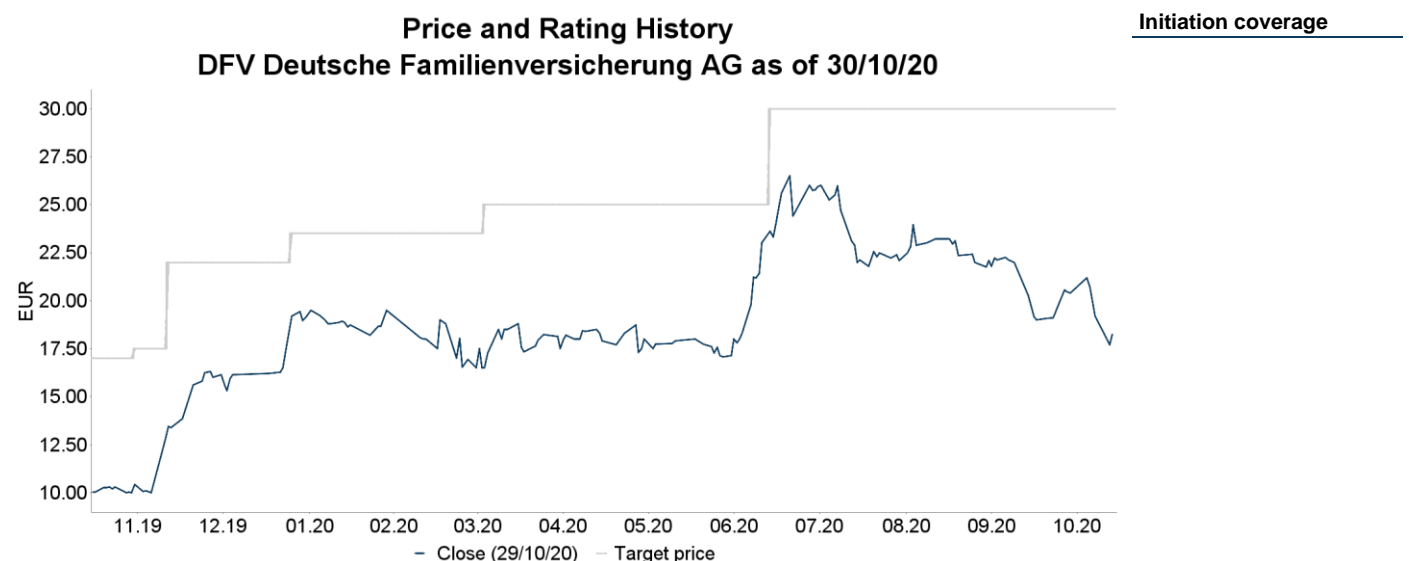
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Company	Disclosure
DFV Deutsche Familienversicherung AG	

### 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	04.09.2020	Salis, Christian	Buy	EUR 30,00	EUR 22,37
	14.08.2020	Salis, Christian	Buy	EUR 30,00	EUR 22,07
	03.07.2020	Salis, Christian	Buy	EUR 30,00	EUR 25,60
	30.06.2020	Salis, Christian	Buy	EUR 30,00	EUR 23,30

## DFV Deutsche Familienversicherung AG

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16.06.2020	Salis, Christian	Buy	EUR 25,00	EUR 18,00
15.05.2020	Salis, Christian	Buy	EUR 25,00	EUR 18,00
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

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