

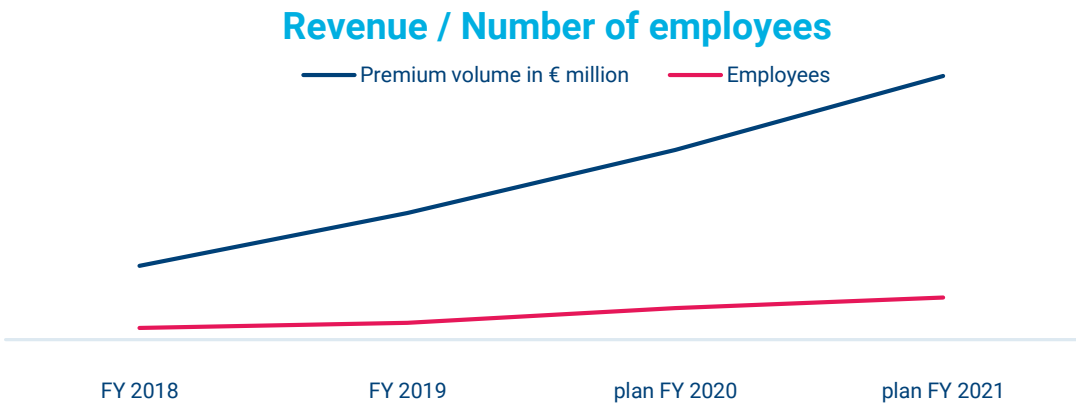
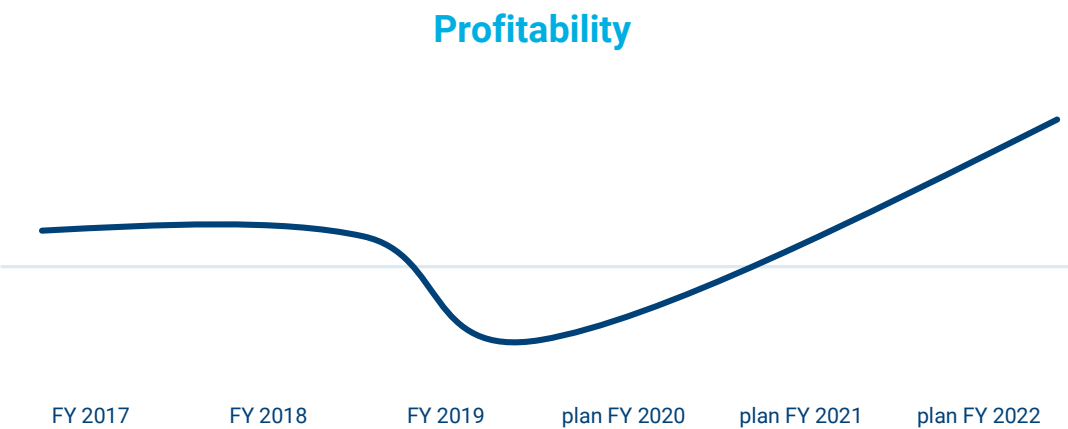
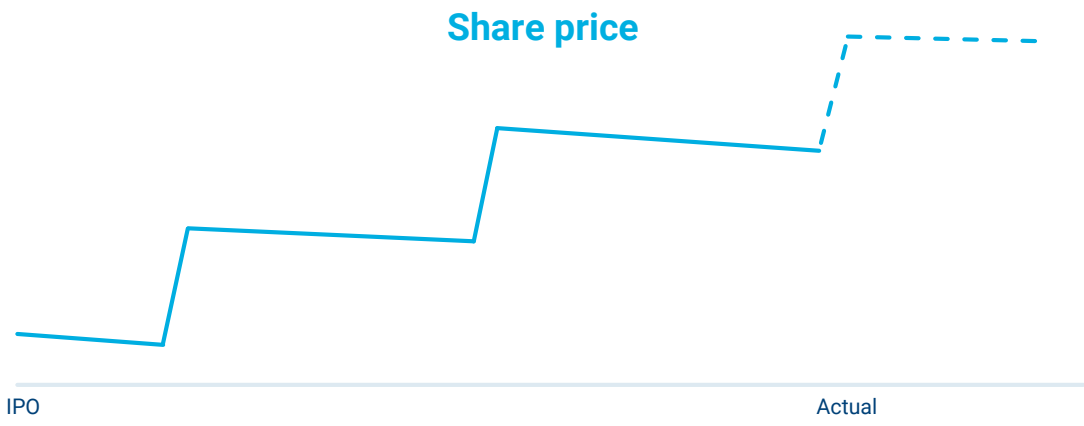


Financial results 9M 2020

DFV Deutsche Familienversicherung AG
FRANKFURT/MAIN | 12 November 2020

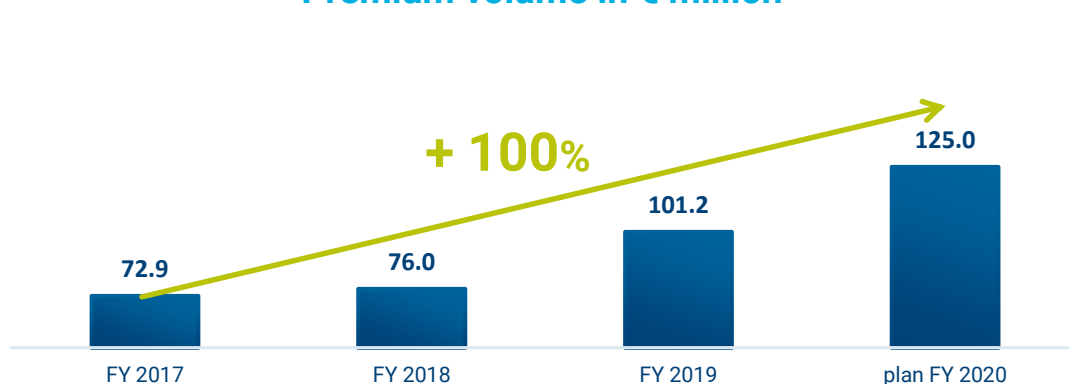
The leading InsurTech in Europe

What do you think about a company with this track record?



If you consider investing in such a company, then Deutsche Familienversicherung is a good option!

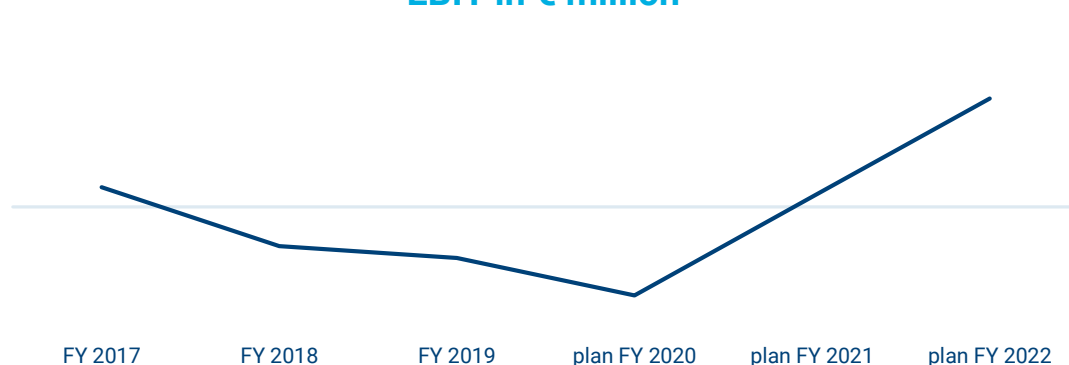
Premium volume in € million



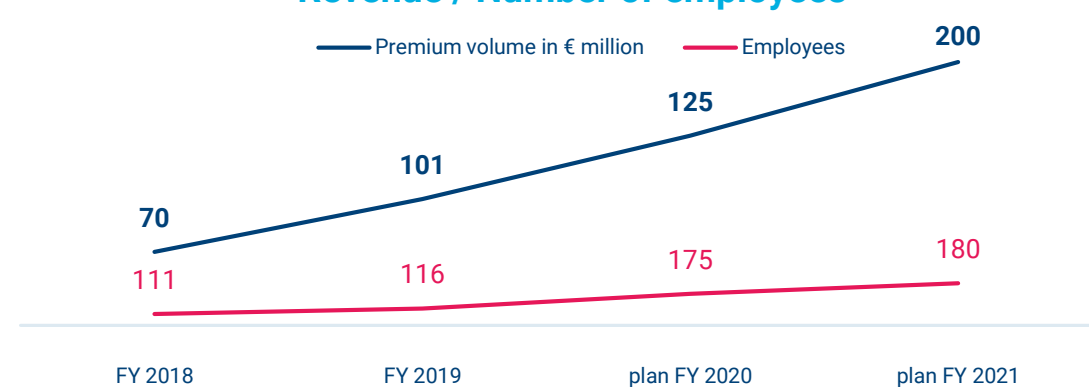
Share price in €



EBIT in € million



Revenue / Number of employees



What we have achieved in the first 9 months 2020

Our highlights at a glance

+ 67,285

new contracts

+ 227%

increase in P&C
business line

+ 27.1%

increase in gross
premiums written

+ €22.3m

new premium
volume

€120.3m

premium volume

61.2%

claims ratio

€134.6m

financial
investments

402%

Solvency II ratio

And ...

- Realisation of CareFlex
- Realisation of IT outsourcing
- Recruitment of 60 new employees
- New structure of financial department & capital investment
- Successful capital increase

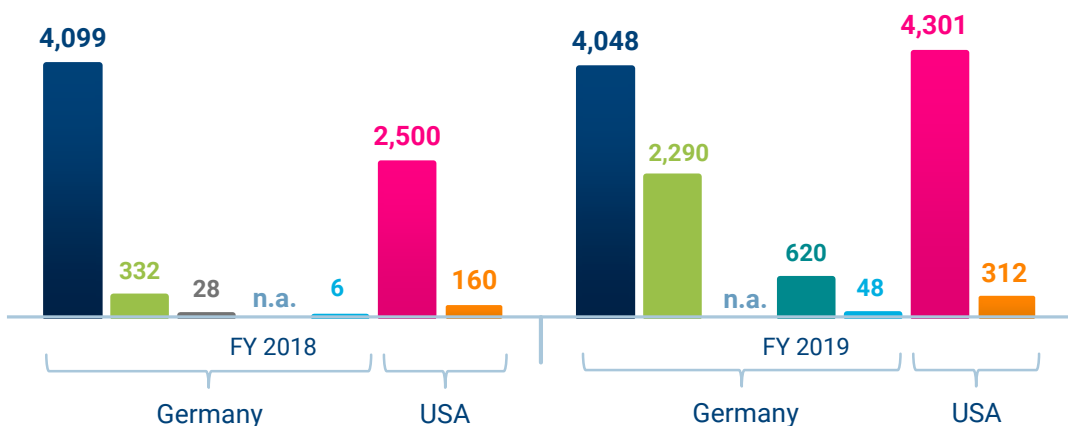
**Insurtech peer group
strong in comparison**

Leading by existing business

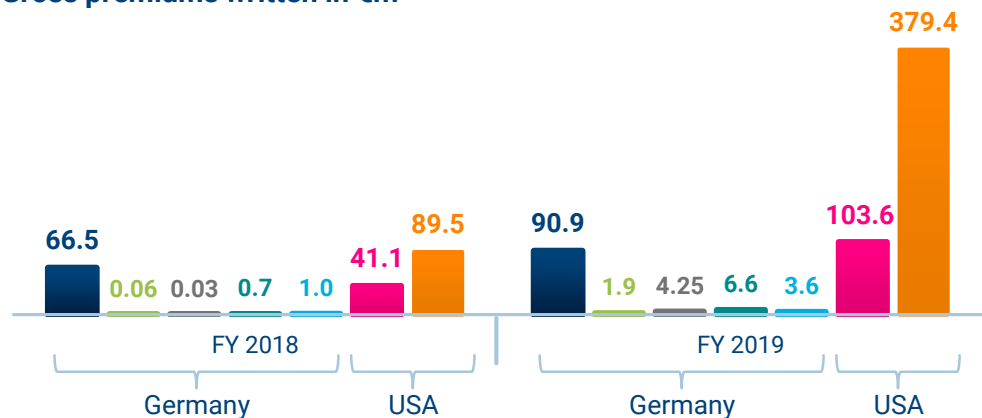
Almost always one step ahead



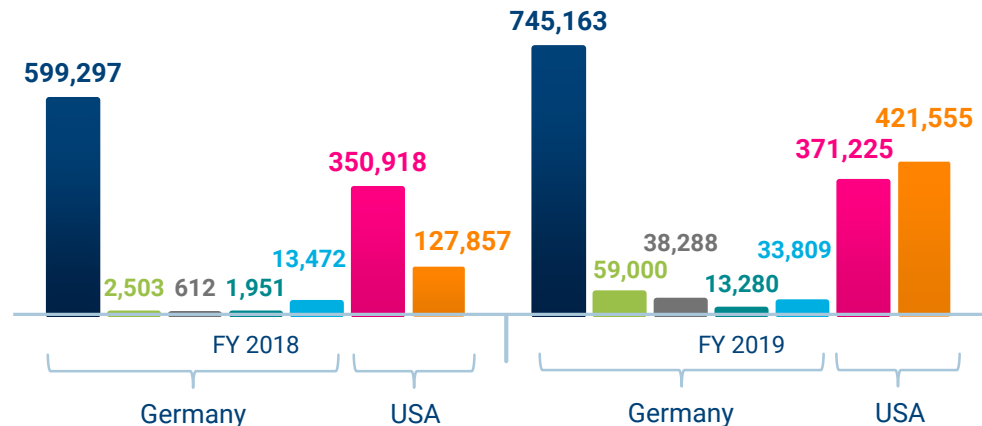
Contracts per employee**



Gross premiums written in €m**










Gross premiums written per employee in €**



* The figures based on publicly available sources believed to be reliable. DFV AG has checked the information for plausibility but not for accuracy or completeness.
** OnInsurance belongs to the wefox Group and has just 13 employees. The rates contracts per employee and gross written premium per employee take the number of employees from wefox into account, because OnInsurance belongs to wefox group. Gross written premium and number of contracts refers to OnInsurance.

The first real comparison with a listed InsurTech peer

9M 2020

			
 Premium volume in €m	120.3	161.4*	x 1.3
 Customer/contract base first 9 months 2020	548.284	941.313	x 1.7
 Net income in €m	-4.7	-75.5	x 16
 Market cap in €m	~300	~3,160	x 10

* The "In-force premium" of Lemonade is used to compare the premium volume of DFV.

The reported figures are the 9M 2020 results. Lemonade published its figures on 11th of November. They are available on:
https://s24.q4cdn.com/139015699/files/doc_downloads/2020/11/Q3-2020-Shareholder-Letter.pdf

Highlights 9M 2020

Strong performance in a challenging environment

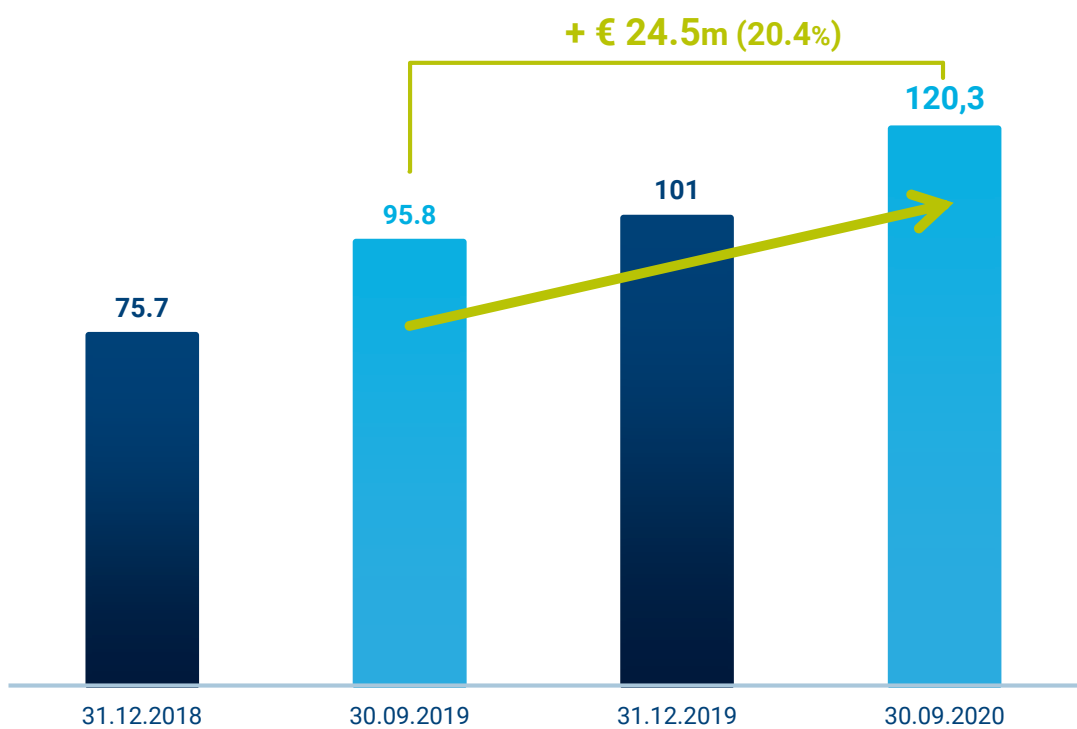
Growth between 19 and 27 percent

- **Hardly any COVID-19 impacts** thanks to **strong online sales** and substantially more business in the property insurance segment
- **New business** achieves **premium volume of € 22.3m** in the first nine months of 2020 as **planned**
- **Gross premiums** written **increased** significantly by **27.1%**, to reach **€ 83.5m**
- **Premium volume** up by **18.9%**, to **€ 120.3m**

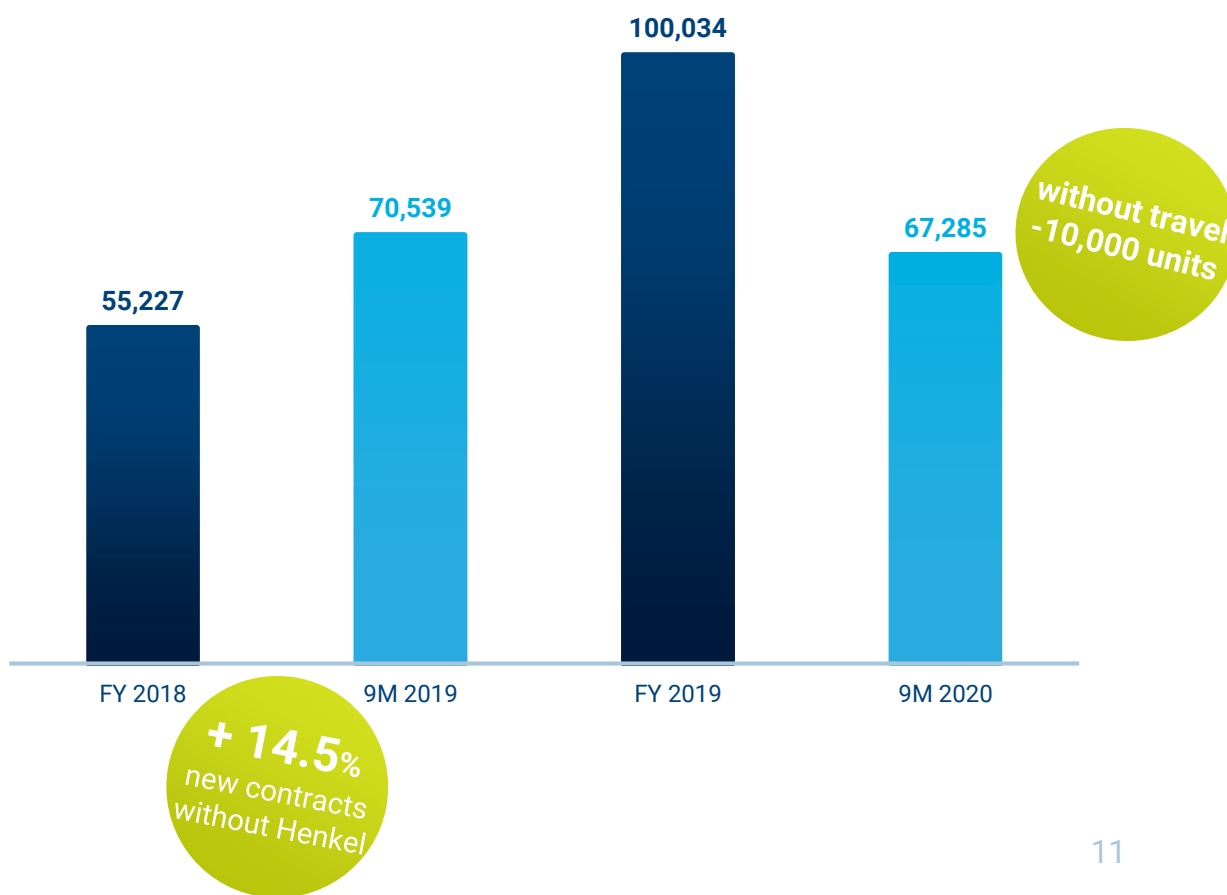
Premium volume increased by € 24.5m since 9M 2019

Excellent new business despite COVID-19

Premium volume in €m



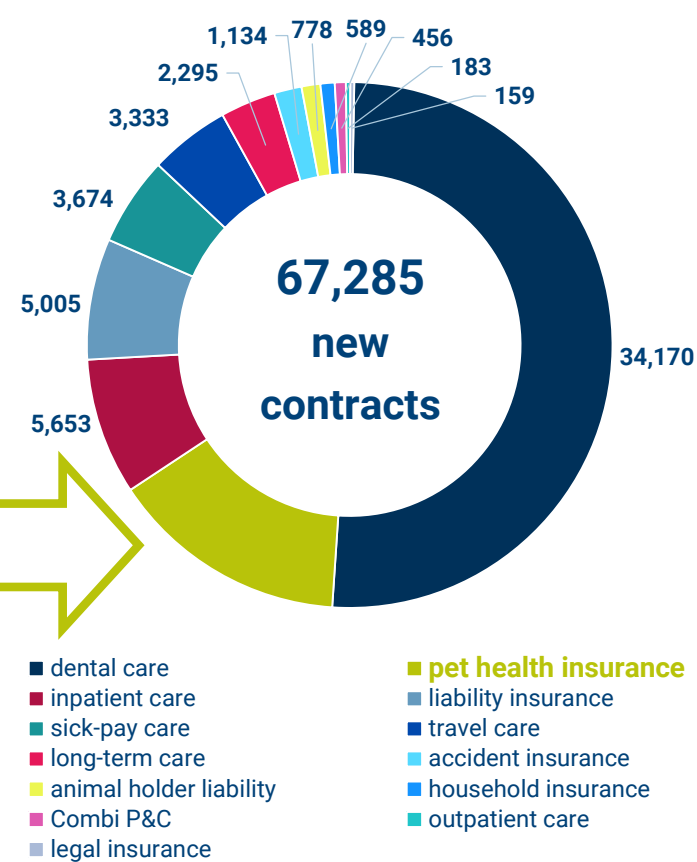
New business in contracts



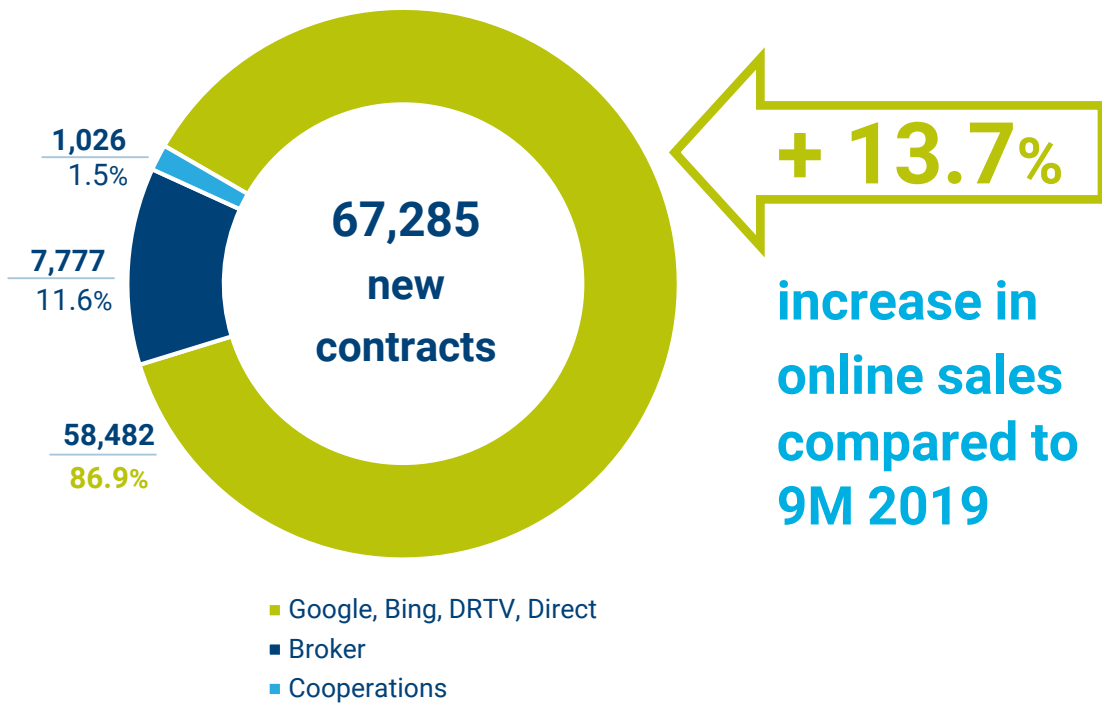
Despite COVID-19 strong online sales

Outstanding performance because of our proven scalable sales channels

New business (contracts) by product category 9M 2020



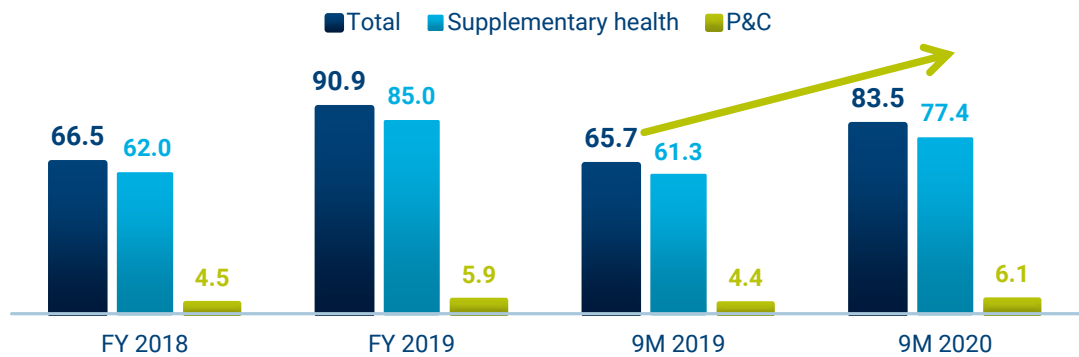
New business (contracts) by sales channel 9M 2020



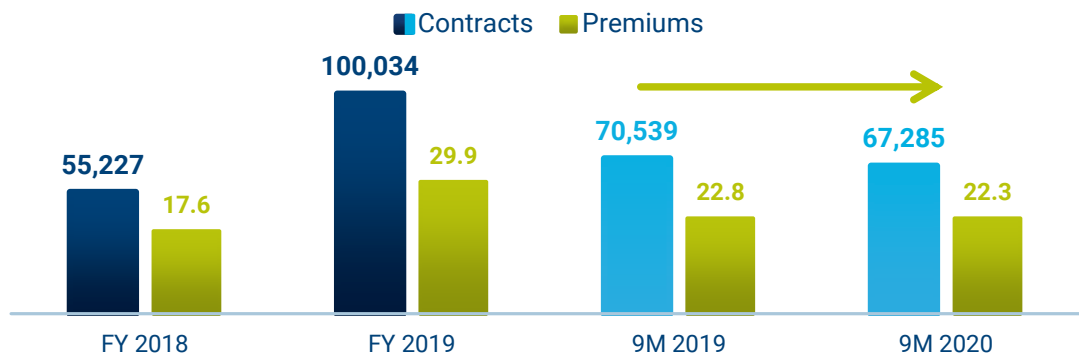
Gross premiums written increased by 27.1 percent in 9M 2020

Fullfilling our promises

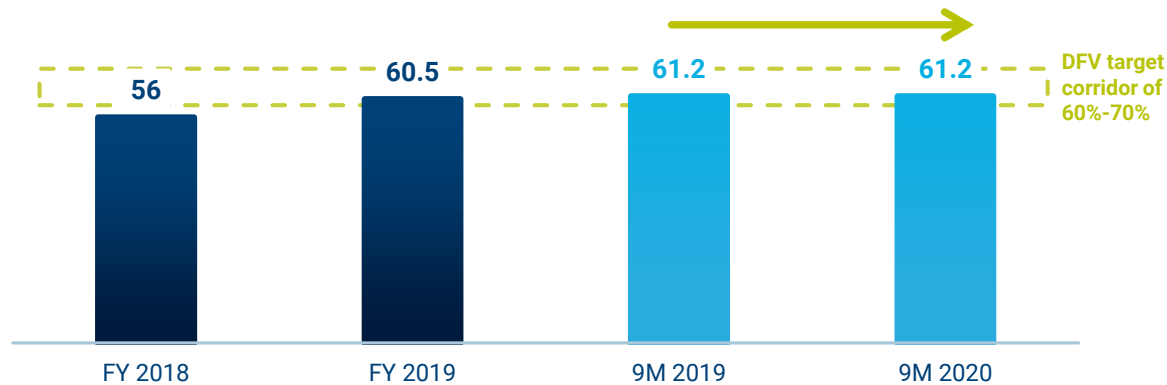
Gross premiums written in €m



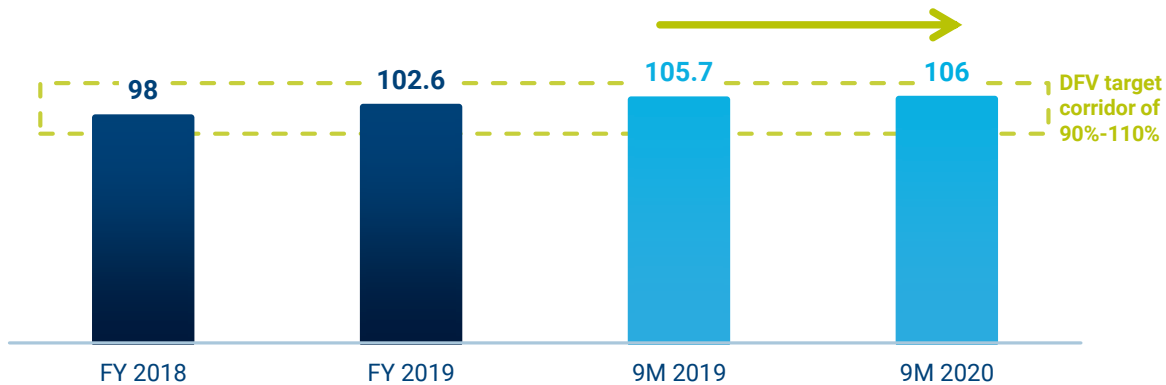
New business in contracts, premiums in €m



Claims ratio in %



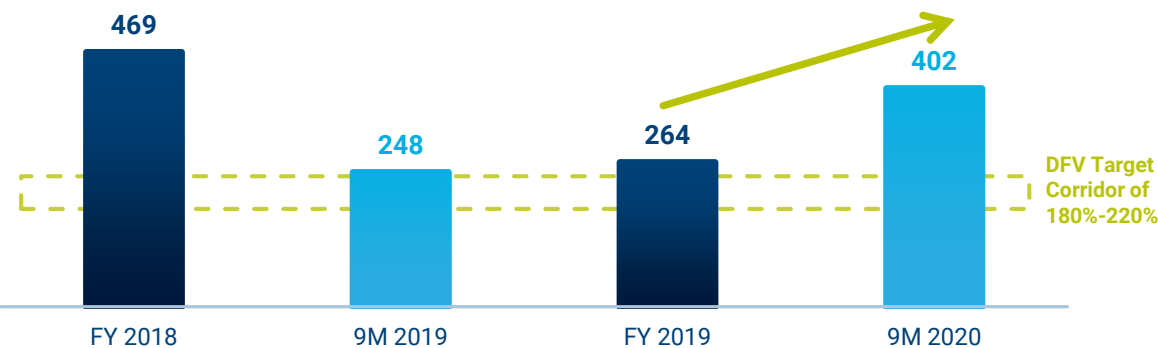
Combined ratio in %



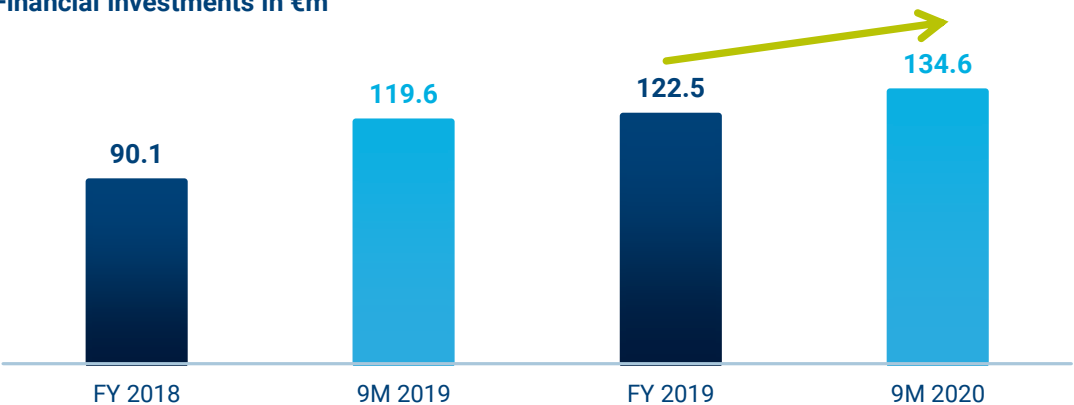
Further key financial figures

Fullfilling our promises

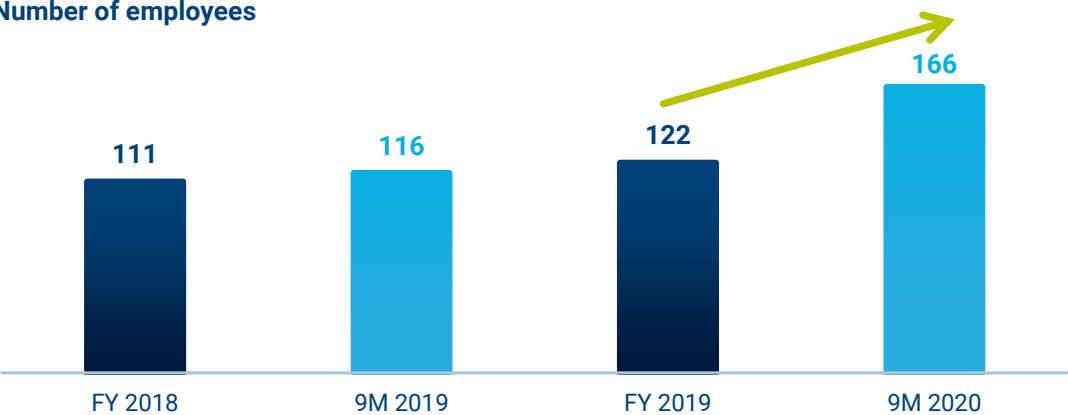
Solvency ratio in %



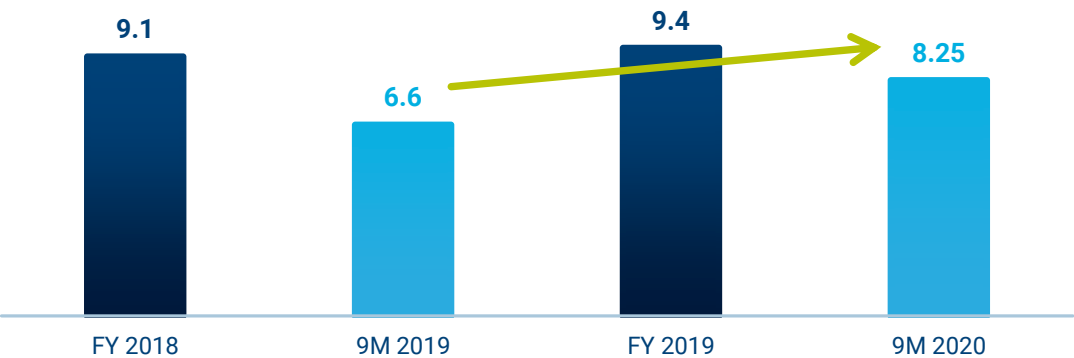
Financial investments in €m



Number of employees



Personnel costs in €m



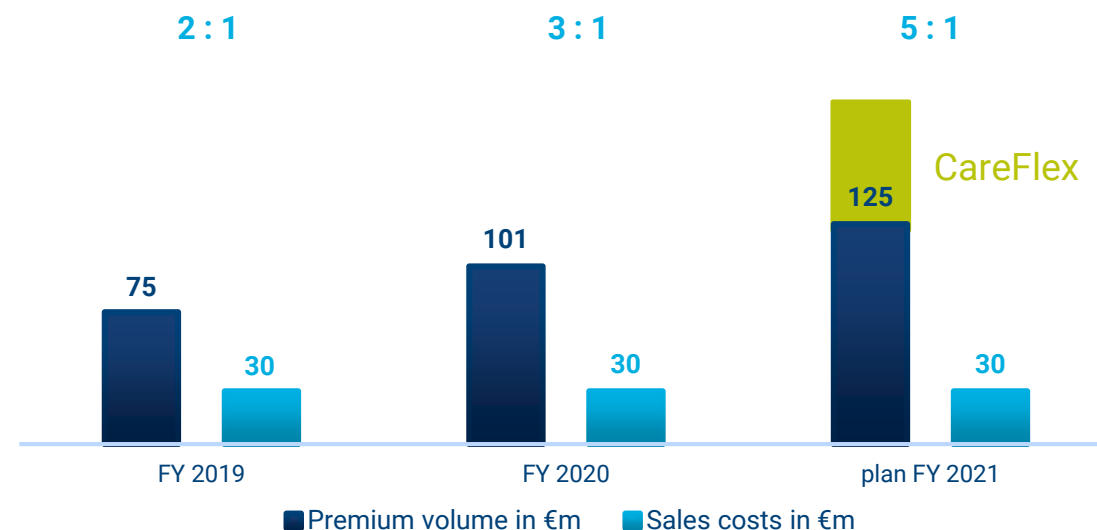
Investing in our growth, profitable in our core business

Underwriting result according to HGB

Premiums	9M 2020
Gross premiums written	€ 83,280,517
Claim payments to customers (incls. claims settlement costs)	€ -45,995,132
Underwriting result I	€ 37,285,384
Costs (without claims settlement, without sales costs)	€ -17,299,457
Underwriting result II	€ 19,985,928
Sales expenditures	€ -26,827,030
Underwriting result III	€ -6,841,102
Financial investments (costs)	€ -49,036*
Underwriting result IV	€ -6,890,138

*without realisation of investment income

Premium volume to sales costs (planning)



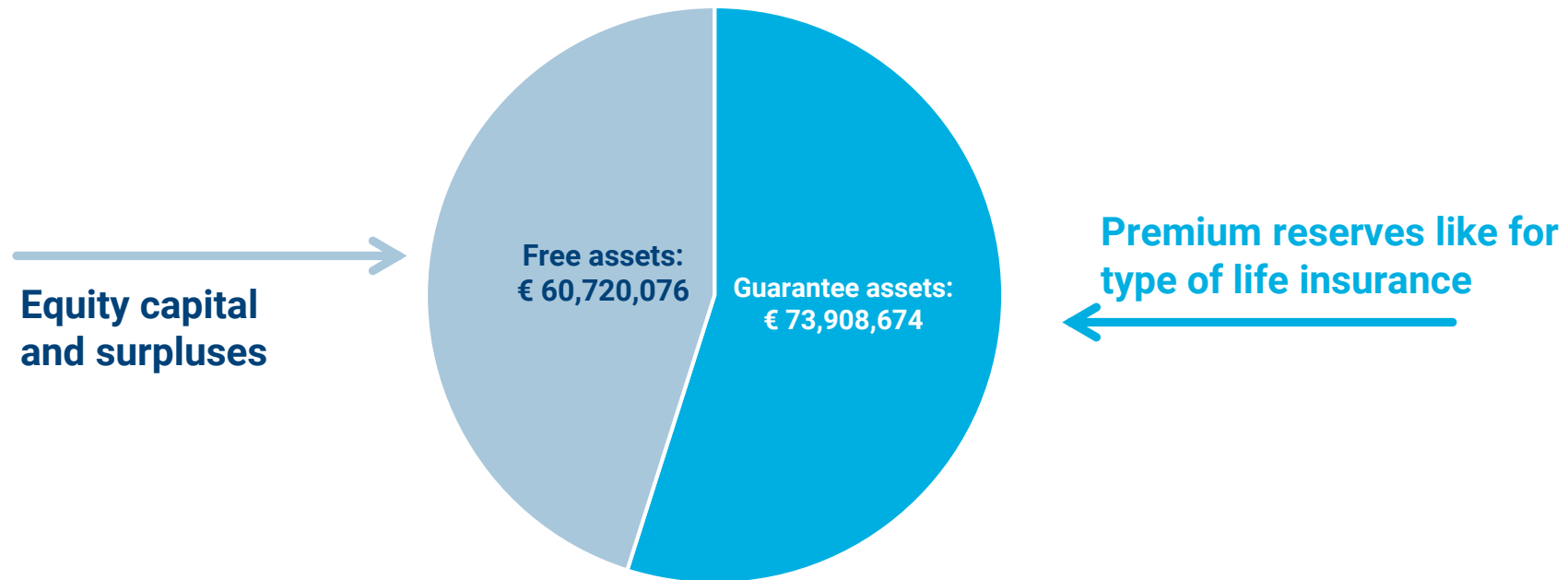
We are reaching the profit zone

With a ratio of 4 : 1 or higher an insurance company should be profitable.

Financial investments in a challenging environment

A word about financial investments

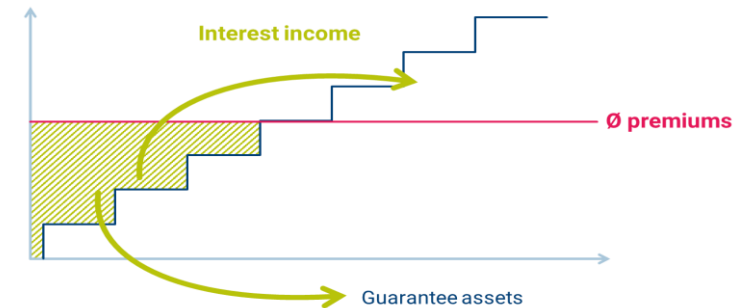
- **Deutsche Familienversicherung** manages **assets of around € 140m**. These are divided into **free assets** and **guarantee assets**.
- While the free assets are fed by the equity capital of the company and its economic surpluses, the guarantee assets are formed by provisions from health insurance premiums, which are calculated like for type of life insurance.



Guarantee assets are more strongly geared to generating returns

- All **products alike of life insurance** include a calculated **actuarial interest rate**. For **Deutsche Familienversicherung**, this averages **1.85%**. Overall, Deutsche Familienversicherung must **generate** an actuarial corporate interest rate (**ACR**) of **2%** in its **guarantee assets**.

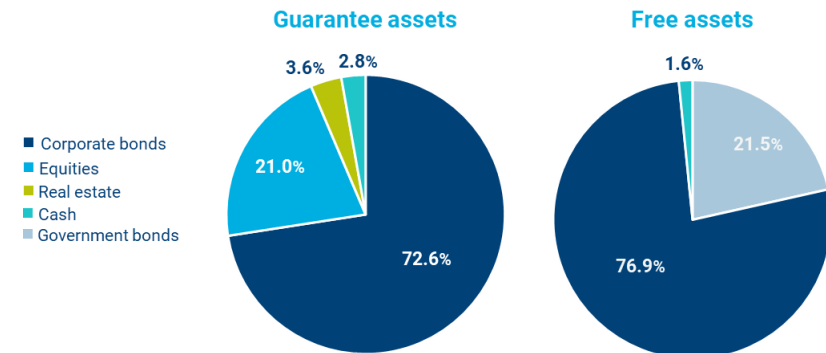
Example: CareFlex



- Various **investment options** are available for this purpose, which the company is basically free to choose, but must back the **investment-specific risk with solvency capital**.

Asset class	Solvency II-stress
Government bonds	0%
Equities	39%
Real estate	31%
Corporate bonds	
A	11%
BBB	15%
BB	12%
B	16%
CCC	20%
NR	32%

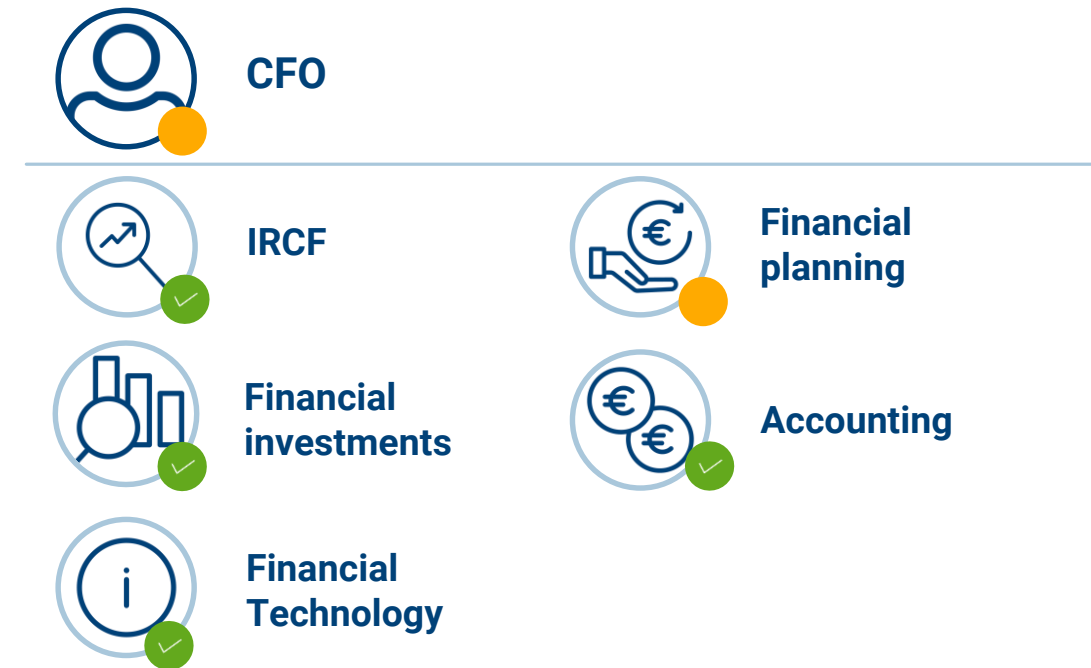
- Due to the required earning of an ACR of 2 %, the **guarantee assets are more aggressively geared to generating returns**.



New structure of the finance department

As of January 1, 2020, Dr Knoll additionally became CFO of the company

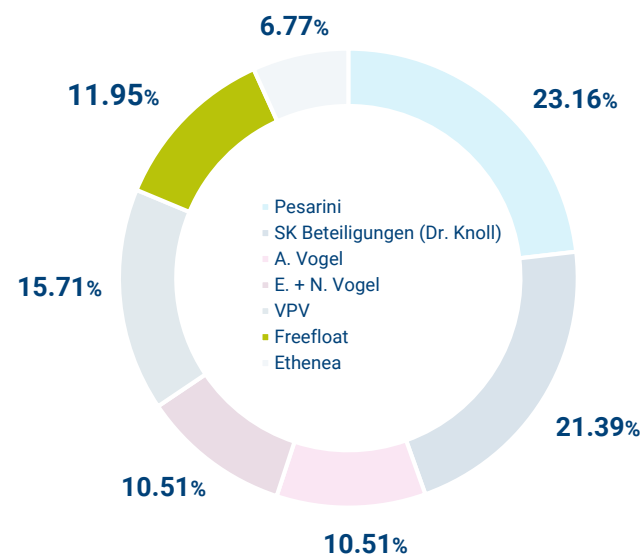
- Implementation of **new reporting system**
- **Restructuring** of the financial investments
- **Recruitment of open key positions:**
 - CFO
 - IRCF
 - Head of Financial Investments
 - Head of Financial Technology
- **Realisation of capital increase**



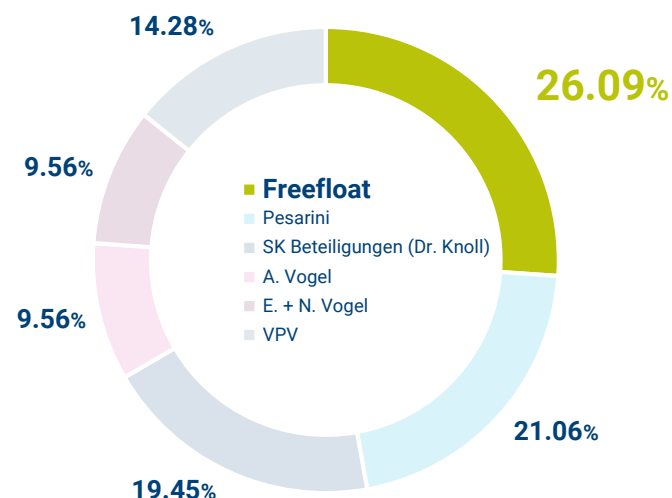
Successful capital increase and IR-activities

Despite COVID-19 crisis

Shareholder structure pre capital increase



Shareholder structure post capital increase



Current Research

Research	Analyst	Date	Recommendation	Target
Berenberg	Gerhard Orgonas	6 Nov 2020	Buy	€ 30,00
Hauck & Aufhäuser	Christian Salis	2 Nov 2020	Buy	€ 30,00
MainFirst	René Locher	15 Oct 2020	Buy	€ 30,00
FMR	Enid Omerovic	13 Aug 2020	Buy	€ 30,00
Bankhaus Metzler	Jochen Schmitt	12 Oct 2020	Buy	€ 24,20



Capital increase within one day



No correction of guidance despite COVID-19 crisis



Gross proceeds of around € 32m



Increasing of Freefloat to 26.09%

Outlook

Entering a new dimension

Growth, growth, growth

CareFlex



New risk carriers



Health



P&C



Life

Europe



DFV and CareFlex

Unique in Germany and Europe

approx. **1,900** holdings approx. **5,000** companies



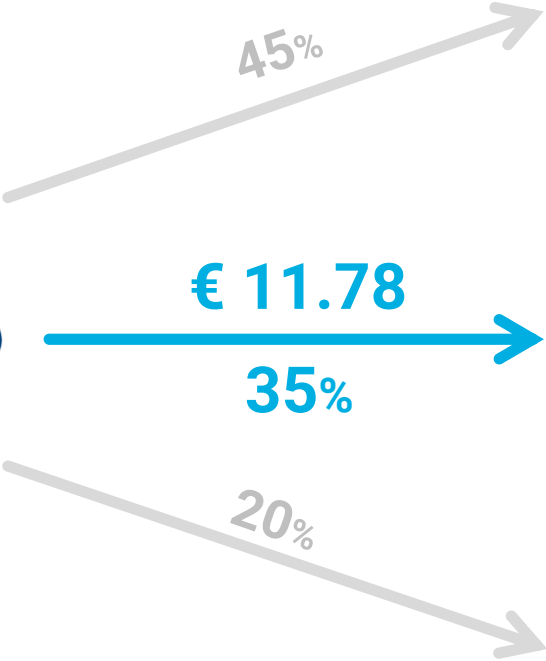
435,000 **145,000**
tariff-paid employees non-tariff employees



We expect **500,000** contracts



- Service
- IT-provider*



CareFlex
Chemie
Consortium



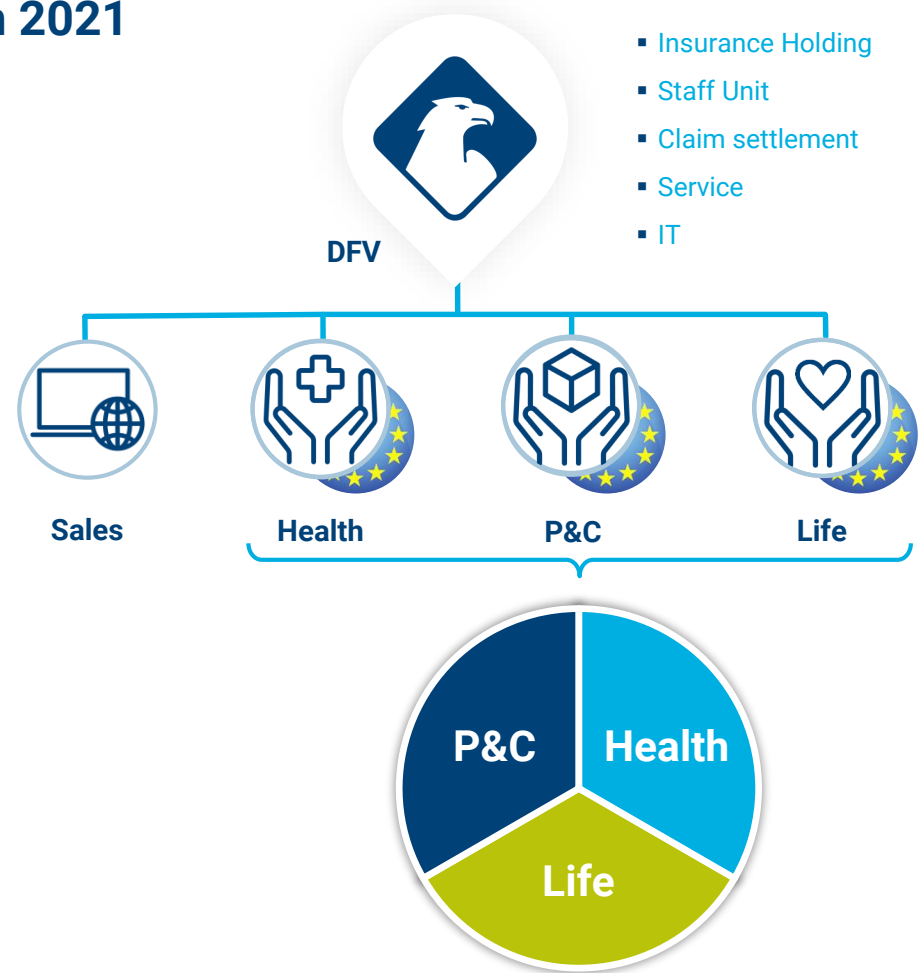
Barmenia
Versicherungen

* For the services & IT service provider role in the consortium, DFV AG receives additional fees.

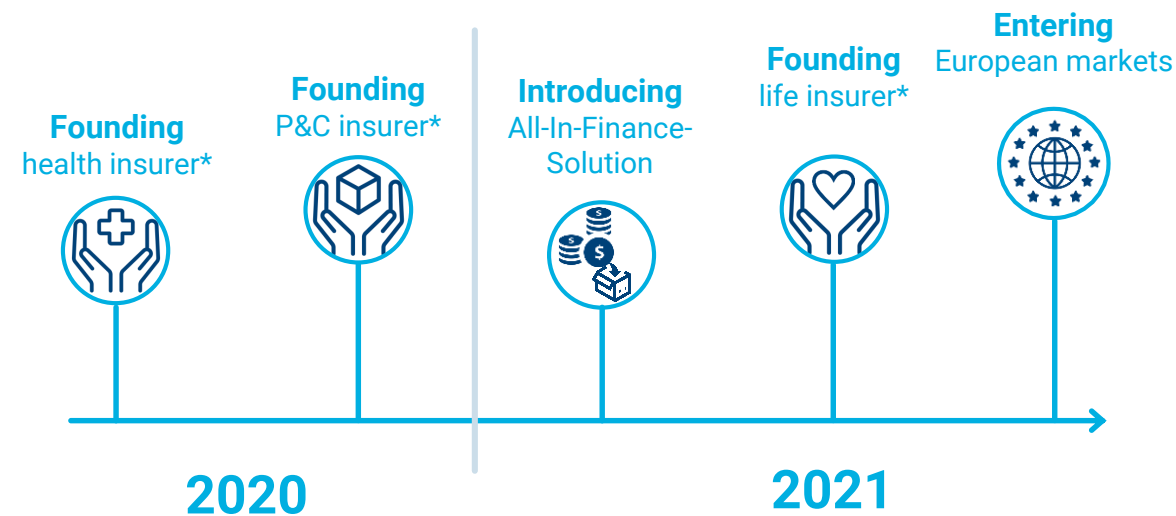
Founding new risk carriers

Our milestones to broaden product range and to enter European markets

Plan 2021






Our timeline



*Application to be submitted in 2020.

Outlook – Continuing profitable growth

	2019	Guidance 2020	Targets 2021	Mid-Term Targets
Customers/ Contracts 	514,104	570,000	1,100,000	2,000,000
Premium volume 	€ 101m	>€ 125m	>€ 200m	€ 500m
EBIT 	€ -5.2m	€ -9m to € -11m	profitable	EBIT margin > 10%

Summary

We promise and we deliver - Fully on track

- Annual operating targets for 2020 affirmed
- CareFlex – implementation on track
- Founding new risk carriers – on track
- European market entry – on track



Looking forward to your questions!



Dr Stefan M. Knoll
CEO & CFO

Your contact:

Lutz Kiesewetter

Head of IR & PR

+49 (0)69 / 74 30 46 396

lutz.kiesewetter@deutsche-familienversicherung.de

Our next IR dates:

16/11 Deutsches Eigenkapitalforum

24/11 Virtual Roadshow with
Berenberg

2021

21/01 „One more step“ – Capital
markets day

DEUTSCHE 
Familienversicherung