



**BFRC – BLACK FOREST
REINSURANCE
CONSULTING GMBH**

"Your non-life portfolio partner – Providing Trust,
Reliability, and Expert Solutions."

12.03.2024

AGENDA:

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BFRC overview

02

BFRC services

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BFRC solutions

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Testimonials – Successful transactions (examples)

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BFRC's USP and your benefit working with us?

1. BFRC overview

BFRC core team



Jens Ziser – Managing Director



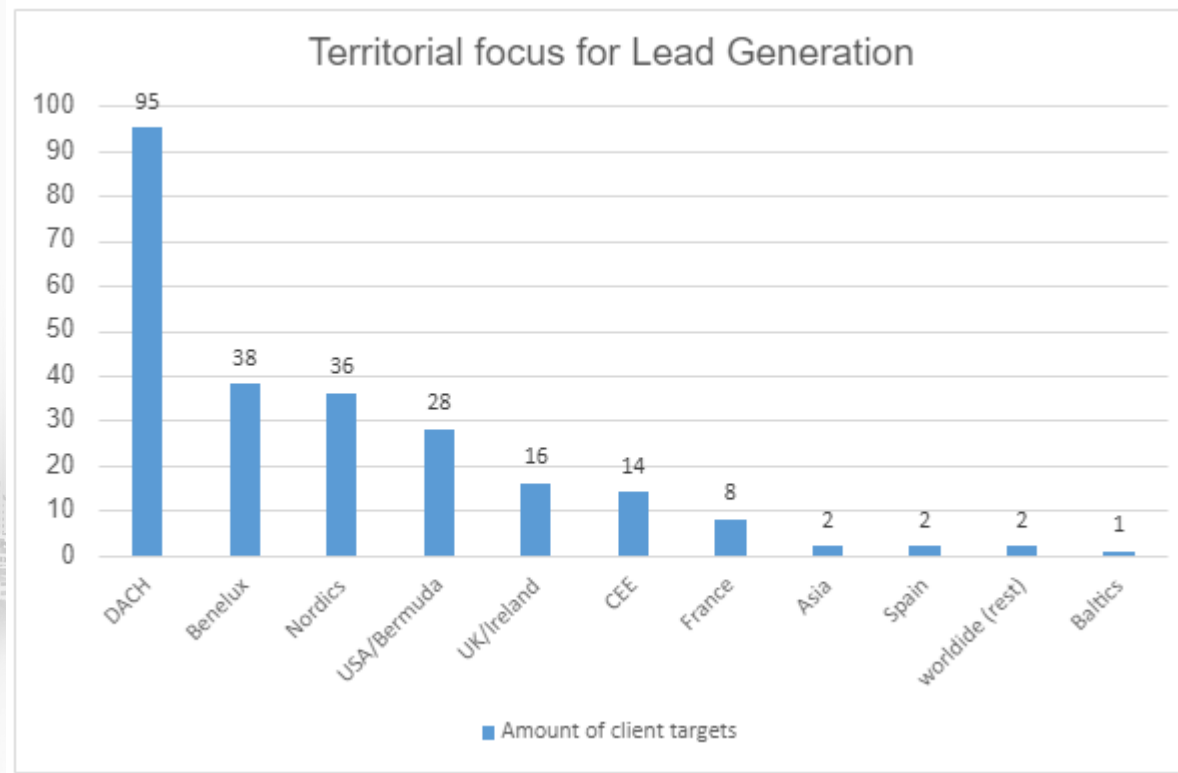
Michael Hainz – Head of Business Development



Alexander Bayer – Junior Consultant

1. BFRC overview

Non-life portfolio targets & most recent seen exit solution opportunities



Notes:

- Reserve sizes EUR10m to EUR500m
- Approx. 50% of opportunities seen via broker
- IT platform solutions have a focus on the German market

Type of M&A transaction	Most recent seen M&A opportunities
Acquisition	14
Acquisition/IBT	2
ADC/LPT	5
IBT	16
LPT/IBT	19
Total	56
Execution hit ratio approx.	15%

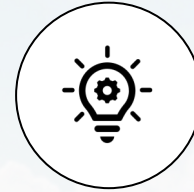
Cedant country	Most recent seen M&A opportunities
USA/Caribbean	14
DACH	12
UK/IRE/GIB	9
Benelux	7
Nordics	6
Italy	3
Middle East	3
CEE/Baltics	1
France	1
Total opportunities	56

2. BFRC services

BFRC's service packages



M&A Business
Development



Portfolio
Digitalization



Prospective
Underwriting Support



Commutation
Support



Local Representation

3. BFRC Solutions

Client motivations & client benefits

	Advisory & coaching solutions	IT platform solutions	Full finality solutions
Client Solution	Tailored consulting & coaching – Analysis, Strategy, Implementation, Maintenance	Tailored IT-platform	LPT/ADC, IBT or full sale solution
Client Motivation	<ul style="list-style-type: none"> • High administrative burden • Advice on portfolio optimization needed • High cost ratios & critical performance 	<ul style="list-style-type: none"> • High cost ratio & critical performance • Required streamlining • Advanced monitoring & steering 	<ul style="list-style-type: none"> • Strategic change • Operational cost & complexity reduction • Operational focus on active business • M&A
Client Benefits	<ul style="list-style-type: none"> • Access reliable, trustworthy, and expert support • Support across the whole value chain & life cycle • Streamlined processes • More efficient portfolio 	<ul style="list-style-type: none"> • Fast execution (within 2-3 months) • More efficient portfolio • Cost savings 5-10 percentage points • Can be used for MGAs & white label set-ups 	<ul style="list-style-type: none"> • Reserve risk reductions • Premium risk reduction • Solvency improvement • Investment benefits • Capital efficiency • Operational cost savings • Release of collateral

4. Successful transactions

Client testimonial 1



LPT/IBT

„I have worked with BFRC – Black Forest Reinsurance Consulting and R&Q and their A- rated EU platform, Accredited Insurance (Europe) Limited over the last 12 months successfully on a Loss Portfolio Transfer and a Reinsurance Business Transfer.

Here I found both to be competent and customer centric in their way of finding tailor-made Legacy solutions for Allianz Re's third party reinsurance business.

I would have no hesitation in recommending BFRC and R&Q to anyone requiring effective Legacy solutions.”

Holger Tewes-Kampelmann / CEO, Allianz Re

Date: 09.2021

4. Successful transactions

Client testimonial 2



Business
Development

„BFRC and Jens Ziser are a valuable resource and successful business partner in the Legacy area for R&Q and our A- rated EU platform, Accredited Insurance (Europe) Limited. BFRC are R&Q's conduit into legacy opportunities across continental Europe (...). They are a reliable and competent firm delivering deals to R&Q.“

Paul R Corver / Group Head of M&A, R&Q Investment Holdings Ltd.

Date: 08.2021

4. Successful transactions

Client testimonial 3

The Delvag logo is displayed in a large, bold, blue sans-serif font.

LPT/IBT

„We have worked with BFRC – Black Forest ReInsurance Consulting and R&Q and their A- rated EU platform, Accredited Insurance (Europe) Limited over the last 15 months successfully on a Loss Portfolio Transfer and a Reinsurance Business Transfer. Here we appreciated the cooperation and professionalism in efficiently executing a captive Loss Portfolio Transfer and consequently reaching Bafin’s approval on an Insurance Business Transfer.

We would have no hesitation in recommending BFRC and R&Q to anyone requiring effective Legacy solutions.”

Lorenz Hanelt / Member of the Executive Board, Delvag Versicherungs-AG

Date: 09.2022

5. What is your benefit working with us?

BFRC's USP & Client benefits

Our USP

We distinguish ourselves by offering a holistic approach to non-life portfolio solutions, combining unparalleled expertise, extensive market experience, and strategic partnerships with industry leaders across the whole value chain and product life cycle.

Client benefits

1. Tailored Solutions:

Streamline processes and enhance portfolio efficiency by reducing operational complexities.

2. Consultation and Project Implementation:

Ensure successful project outcomes through a partnership-driven approach, leveraging our expertise for client success.

3. Efficient IT Platform Solutions:

Boost efficiency and adapt to dynamic market conditions with integrated IT solutions.

4. Exit Strategies:

Support in crafting and executing exit strategies for smooth transitions and maximized Return on Investment (ROI).

5. Reliable Partnership:

Access reliable, trustworthy, and expert support across Europe, addressing specific needs for successful portfolio management.

Additional Value:

- Industry-Specific Expertise:

Tailored services to industry-specific requirements for a deep understanding of unique challenges and opportunities.

- Industry Network:

Access to an extensive network of resources and expertise through strategic partnerships, enhancing overall service capabilities.

YOUR:

- business enabler,
- business developer
- transaction supporter

CONTACT DETAILS:



Marie-Curie-Strasse 2, 79211 Denzlingen, DE



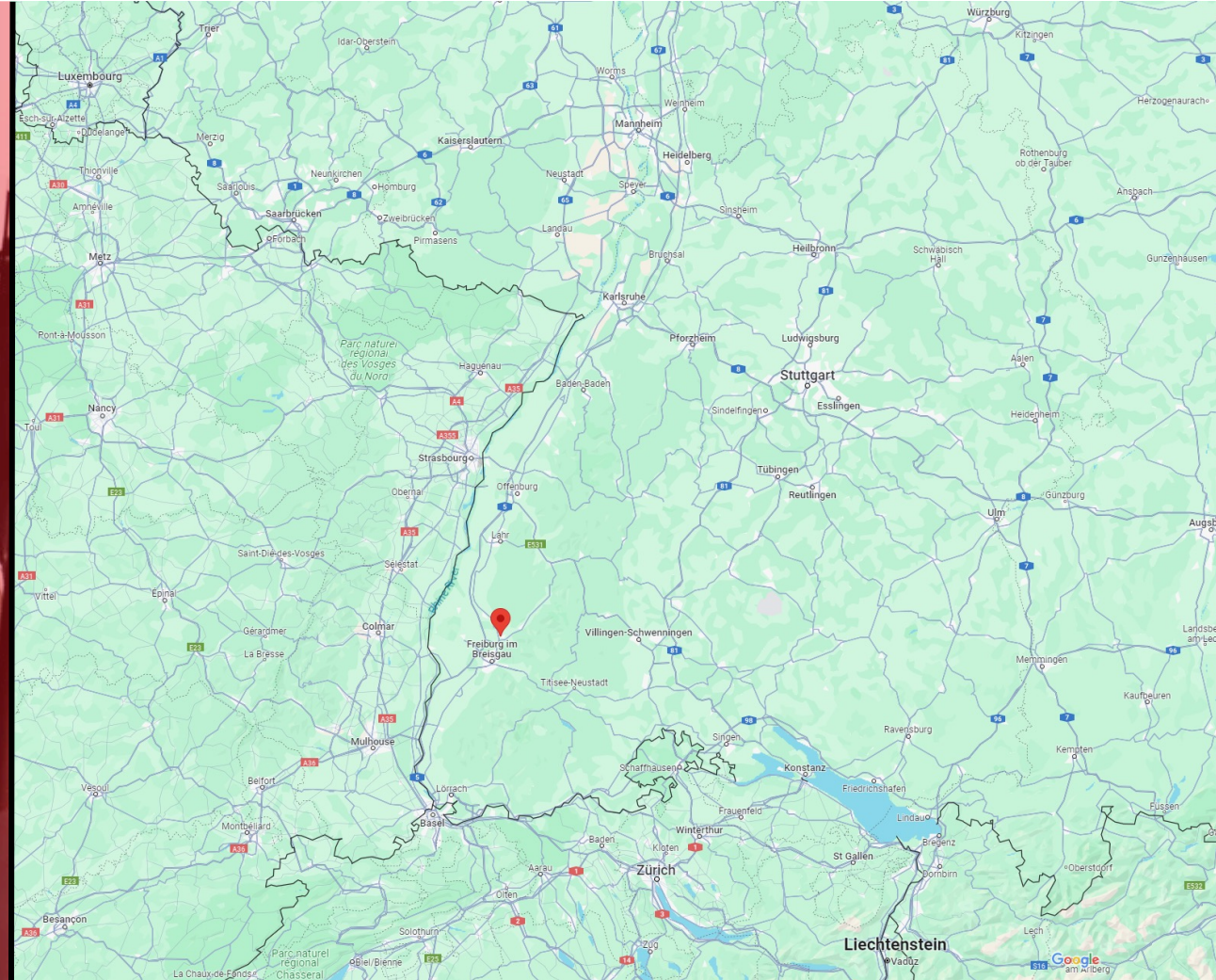
+49 7666 9123 931



service@bfrc.de



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Date: 12.03.2024