



**BFRC – BLACK FOREST
REINSURANCE
CONSULTING GMBH**

"Your partner for reinsurance, digitalization and
legacy management"

02.05.2024

AGENDA:

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BFRC overview

02

BFRC services

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BFRC solutions

04

Testimonials - Successful transactions (examples)

05

BFRC's USP and your benefit working with us?

1. BFRC overview

BFRC core team



Jens Ziser – Managing Director



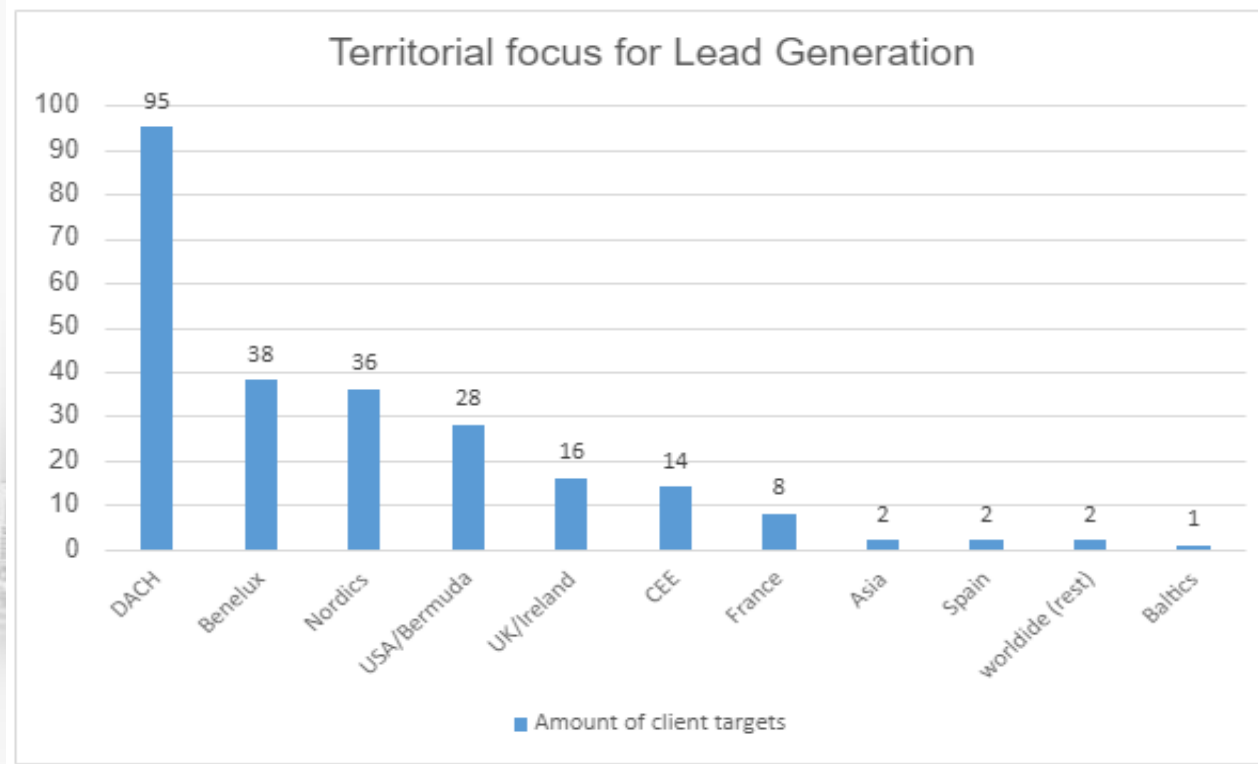
Michael Hainz – Head of Business Development



Alexander Bayer – Junior Consultant

1. BFRC overview

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



Notes:

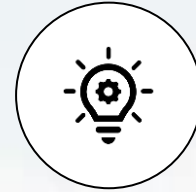
- Reserve sizes EUR 10m to EUR 500m
- Approx. 50% of opportunities seen via broker
- IT platform solutions have a focus on the German market

2. BFRC services

BFRC's service offerings



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 Insurance Software—as-a-service solutions (SaaS)	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 ratio & critical performance • Key person issue or IT migration 	<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"> • reliable, trust-worthy, 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) • Efficient end-to-end portfolio management • Cost savings 5-10 % points • Can be used for Insurers, brokers but also 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 testimonials



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

Holger Tewes-Kampelmann / CEO, Allianz Re



“ ... 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.



„“ ... 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



“ ... Based on our experience, we confidently recommend BFRC as efficient and effective legacy consultants, and we look forward to potential future collaborations.“

Gert Wellhöfer (Managing Director - Ecclesia Re)



“... We recommend BFRC for their professional approach and look forward to potential future collaborations.“

Dr. Kerstin Paehler - Head of Reinsurance Operations & IT / AXA Versicherung AG

5. What is your benefit working with us?

BFRC's USP & benefits working with us



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.

Benefits working with us

1. **Personalized connection:** We foster personal connections with our clients and stake holders, offering them a reliable and trustworthy partnership they can count on.
2. **Proven success through experience and our network:** With our team's extensive transactional experience and business network, we've consistently delivered successful outcomes for our clients, navigating complexities with finesse.
3. **Beyond service: Your strategic partner:** We don't just provide services; we become strategic allies, deeply invested in our clients' success and growth.
4. **Empathetic understanding of your challenges:** We understand the unique challenges our clients face because we take the time to listen and empathize, ensuring our solutions are tailored to their specific needs. We also provide feedback and professional expertise to make sure we can achieve the best possible outcome.
5. **A solution together with our clients for our clients:** Collaboration is at the heart of what we do. We work hand-in-hand with our clients, bonding with their teams to ensure existing expertise is respected, included, and further nurtured. We develop in collaboration and execute strategies that drive tangible results. We're not just consultants; we're trusted advisors and partners in your journey to success.



YOUR:

- business enabler,
- business developer
- transaction supporter

CONTACT DETAILS:



Marie-Curie-Strasse 2, 79211 Denzlingen, DE



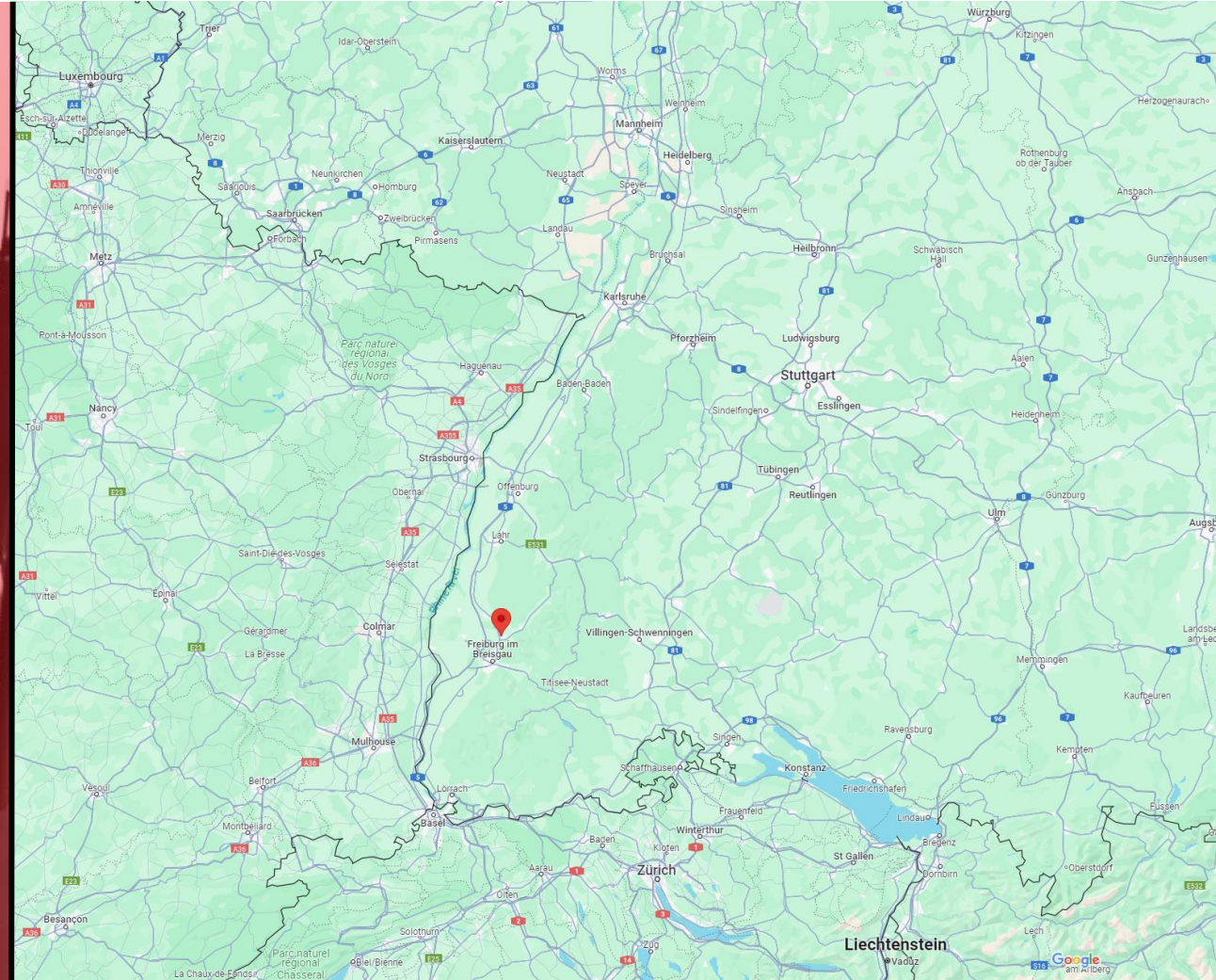
+49 7666 9123 931



service@bfrc.de



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Date: 02.05.2024