

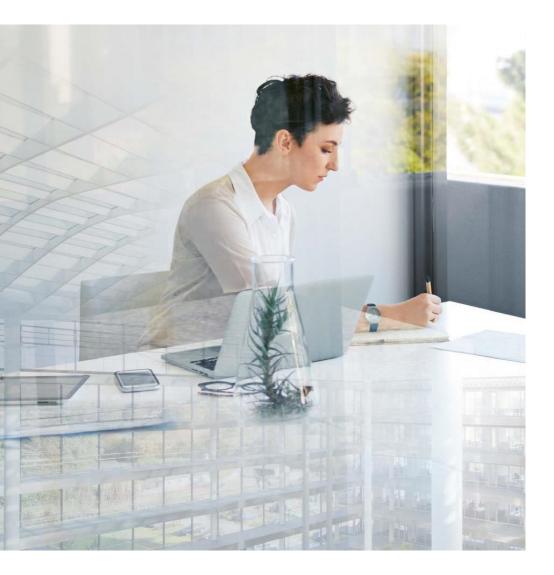


# Talanx: Sustainable profitability

Torsten Leue, CEO

Post FY 2023 results roadshow | London, 9 April 2024

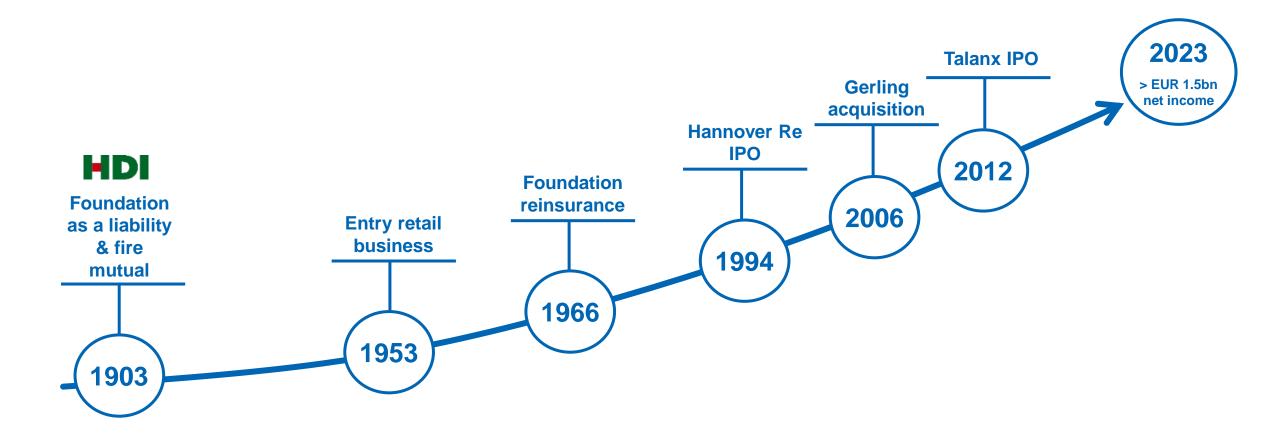




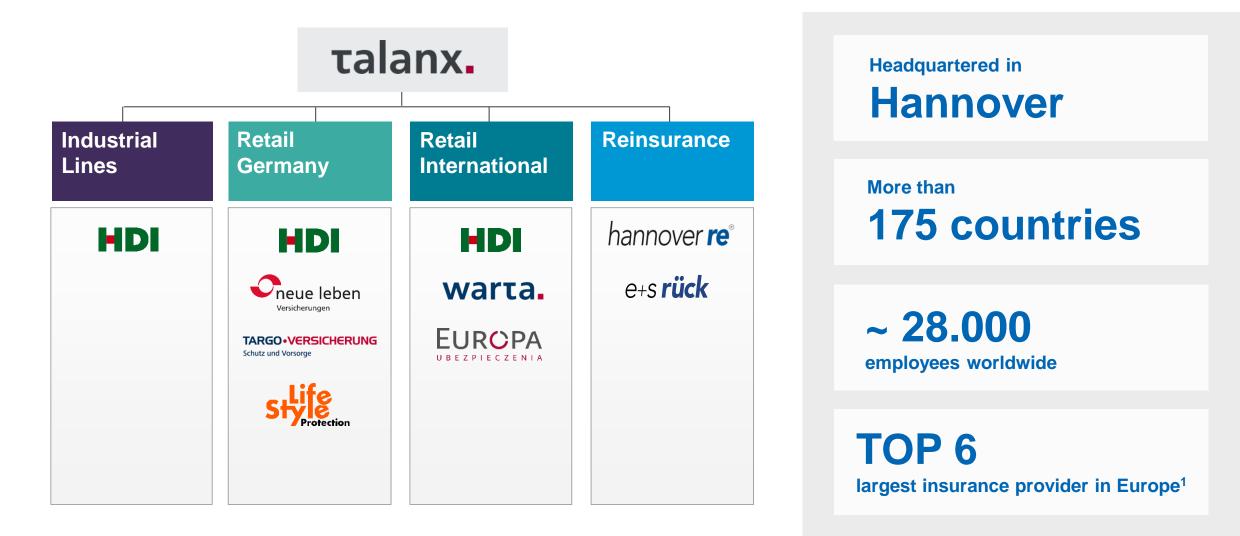




### **1** Talanx has a history of 120 years



**1** Talanx operates a multi-brand business with 4 segments and ...

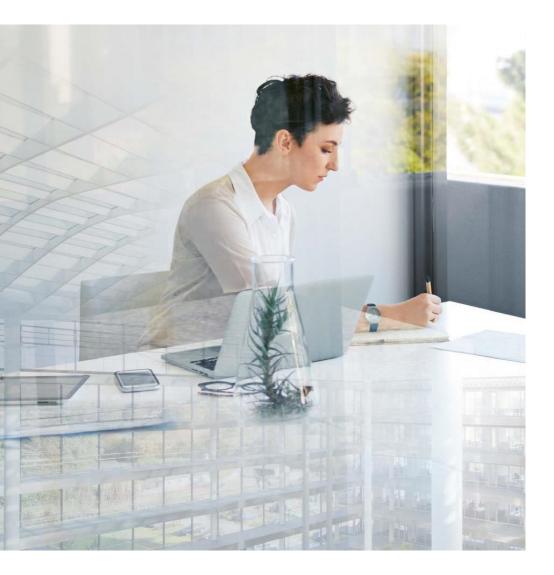


1 Insurance revenue; Source: Company publications, as at 03 April 2023

## 1 ... a well-balanced business with a low risk profile











### 2 2023 – Another record year ...



#### Ahead of schedule for 2025 strategic targets

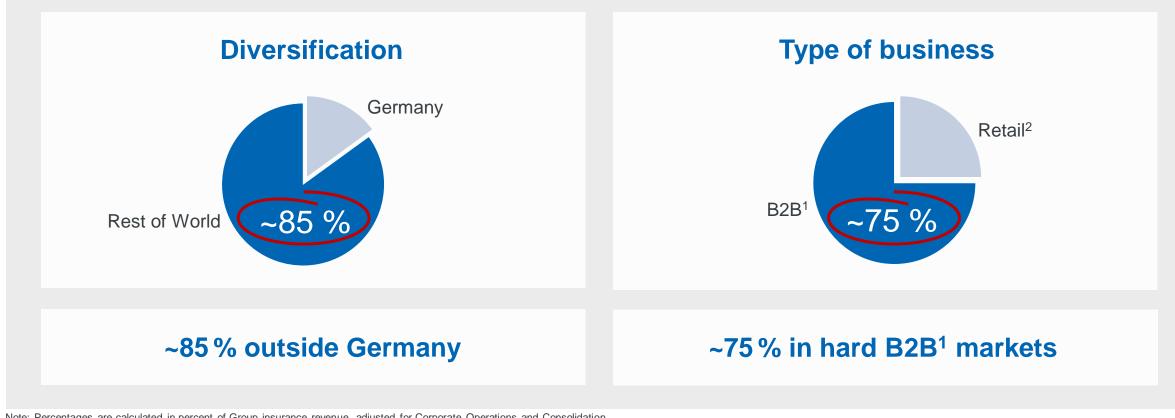
1 IFRS 4 2022: EUR 1,172m (2023 vs. 2022: + 35%); IFRS 17 2022: EUR 706m, no meaningful base for comparison given different treatment of management actions taken in 2022 under IFRS 4 accounting regime | 2 Estimates per the end of 2023 financial year (external expert assessment to be published with Q1 2024 results on 15 May 2024). Resiliency defined as the difference between booked reserves (based on Talanx' own best estimates) and external expert analysis | 3 Undiscounted; 31 Dec 2022: EUR 2,648m | 4 Dividend for 2023 to be paid in 2024, subject to AGM approval τalanx. 2 ... with strong Primary Insurance performance ...



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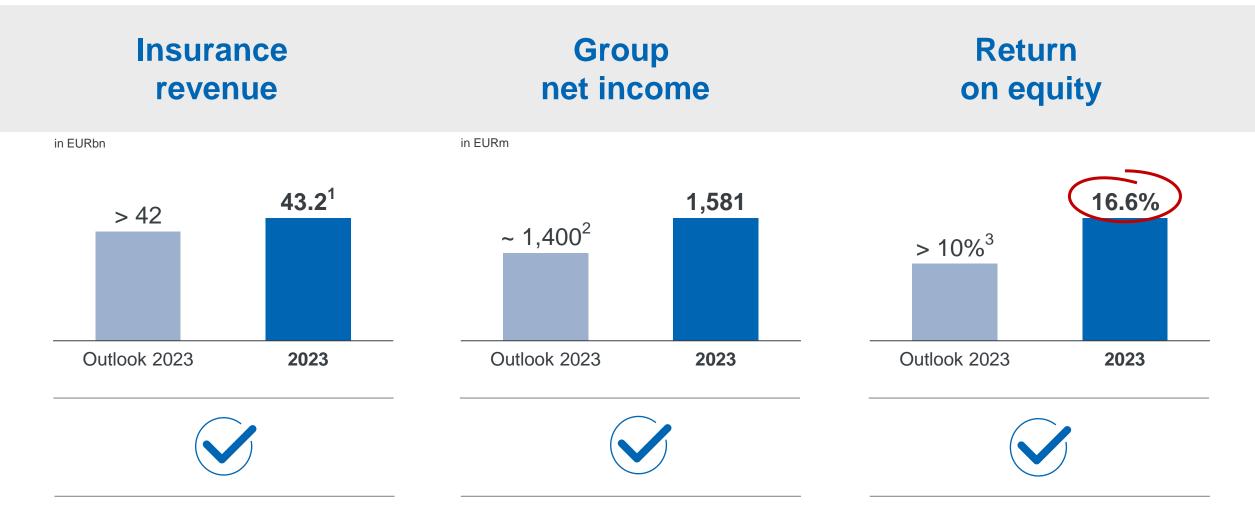
2 ... and a well diversified business with a strong B2B focus





Note: Percentages are calculated in percent of Group insurance revenue, adjusted for Corporate Operations and Consolidation 1 B2B: Industrial Lines (~20%) and Reinsurance (~55%) | 2 Retail: Retail International (~17%) and Retail Germany (~8%)

2 A promise is a promise – Outlook 2023 outperformed ...



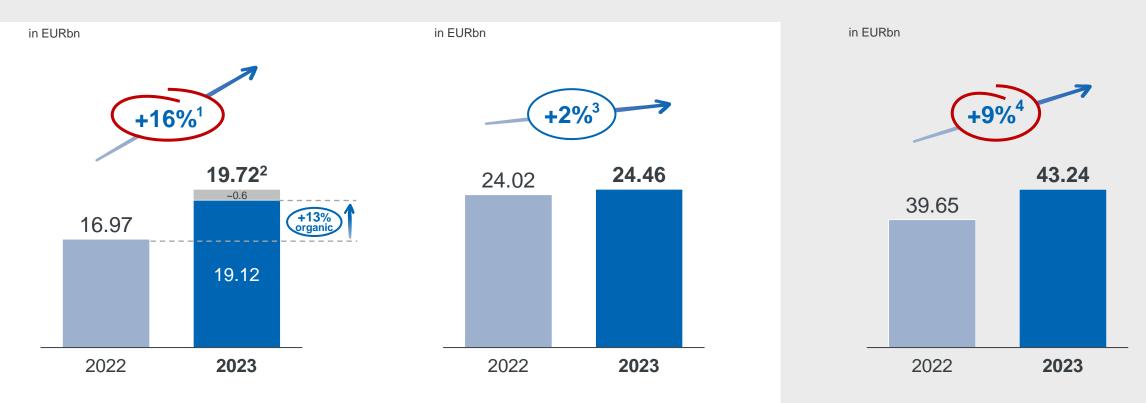
1 Insurance revenue growth 2023 versus 2022: +9% (currency-adjusted: +12%) | 2 Initial guidance as communicated with 2022 results; was lifted to >1,400 with 6M 2023 results and lifted to >1,500 with 9M 2023 results 3 Initial guidance as communicated with 2022 results; was lifted to >> 10% with 6M 2023 results

2 ... with Primary Insurance as key growth driver ...

# Primary Insurance insurance revenue

# Reinsurance insurance revenue

#### Group insurance revenue



Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International

1 Currency-adjusted: +20% | 2 Thereof ~ EUR 0.6bn from acquisitions | 3 Currency-adjusted: +4%; shift towards non-proportional business | 4 Currency-adjusted: +12%

2 ... now contributing almost 50% to group results ...

# **Primary Insurance revenue contribution**

#### Primary Insurance net income contribution

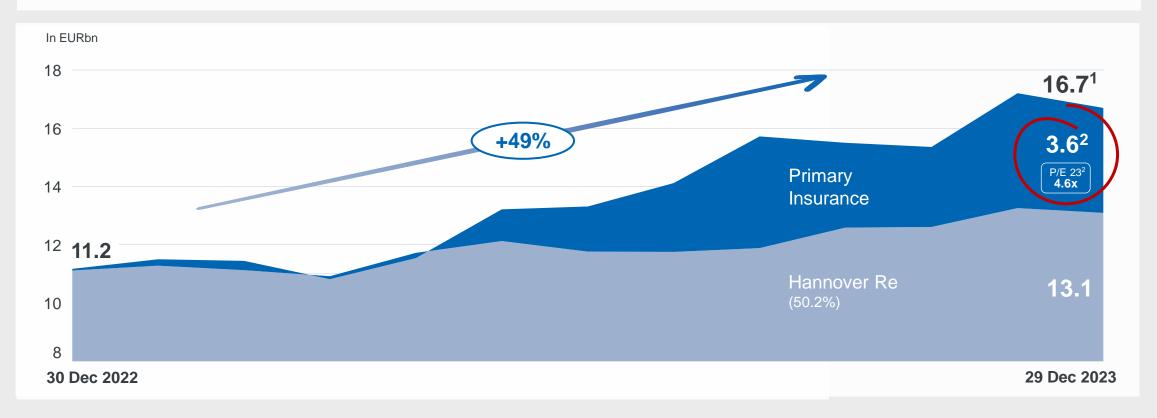
in EURm



Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International. Percentages are calculated in percent of Group insurance revenue and Group net income adjusted for Corporate Operations and Consolidation 1 IFRS 4 2022: EUR 541m, IFRS 17 2022: EUR 439m no meaningful base for comparison given different treatment of management actions taken in 2022 under IFRS 4 accounting regime

2 ... and lifting implied Primary Insurance valuation to new levels

#### **Development of market capitalisation**



Source: FactSet | Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International

1 Market capitalisation as of 29 Dec 2023 | 2 Implied valuation of Primary Insurance = EUR 3.6bn (based on HannoverRe Market capitalization of EUR 26.2bn as of 29 Dec 2023) translating into P/E23 of ~ 4.6x based on net income of EUR 790m

**2** Disciplined strategy execution is key ...



2 ... to allow increased earnings outlook...

## Strategic cycle 2019 – 2022



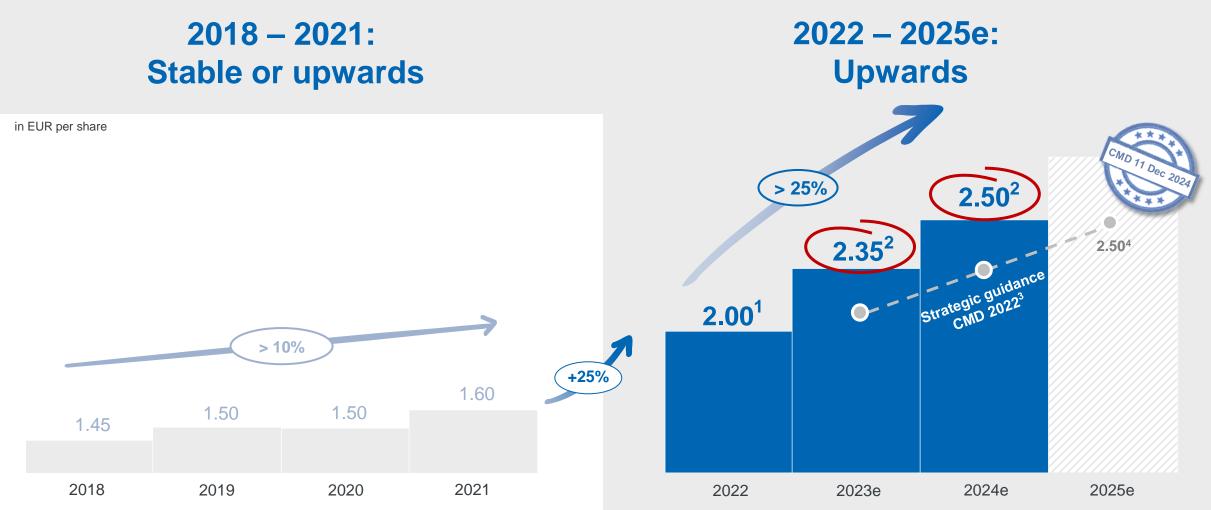


1 CAGR 2022 - 2025e; 2022 based on IFRS 4

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**2** ... and accelerated dividend payout



1 Dividend for 2022 paid in 2023 | 2 Subject to AGM approval; dividend for 2023 to be paid in 2024, dividend for 2024e to be paid in 2025 | 3 Assuming linear annual increase of EUR 2.00 dividend for 2022 to EUR 2.50 as target dividend for 2025 | 4 As communicated at Capital Markets Day on 6 Dec 2022 τalanx.

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# **Return on equity**

### Net income growth

#### Dividend

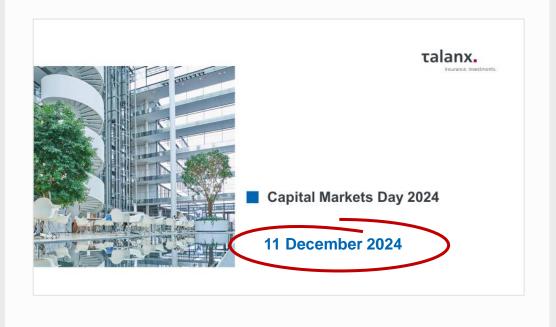


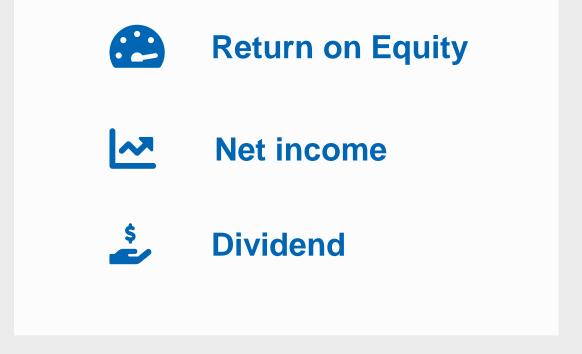


2 New financial mid-term targets already @ CMD 2024

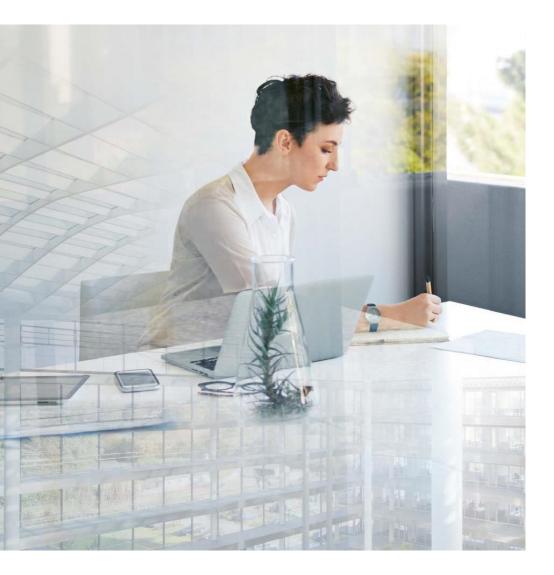
# **Capital Markets Day 2024**

# New financial mid-term targets







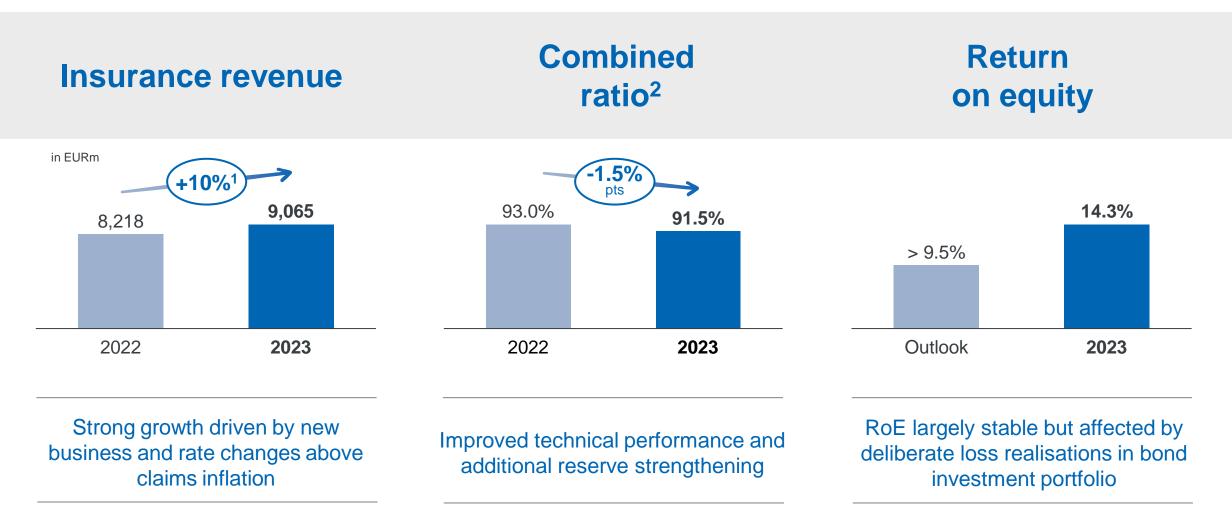






#### **Industrial Lines**

3 Continue to leverage hard market cycle



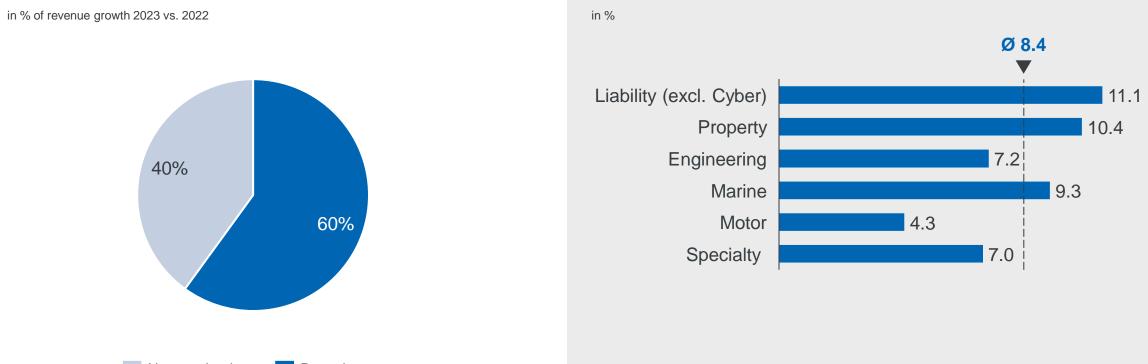
1 Currency-adjusted: +12.3% | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance; Combined ratio (net / net): Insurance service expenses after reinsurance divided by insurance revenue after reinsurance 86.7% τalanx.

#### **Industrial Lines**

3 Strong growth driven by good new business and rate changes

# Sources of growth

# Adjusted rate changes<sup>1</sup>



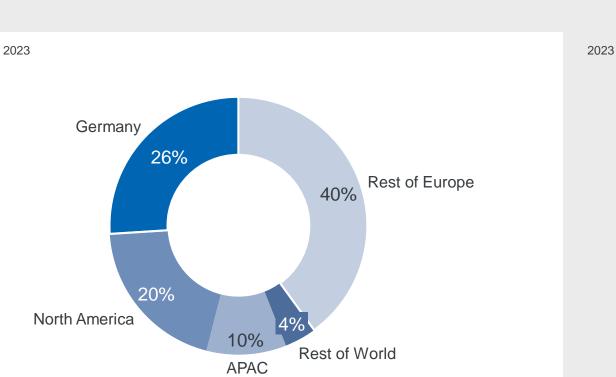
Net new business Rate changes

1 Calculated based on renewed premium (after cancellations and change of share) for risk renewing starting 1/1/23 (exception Motor) and consider effects of premium, fees (exception Liability, Specialty) and equivalents. Engineering for annuals only (excl. project business) τalanx.

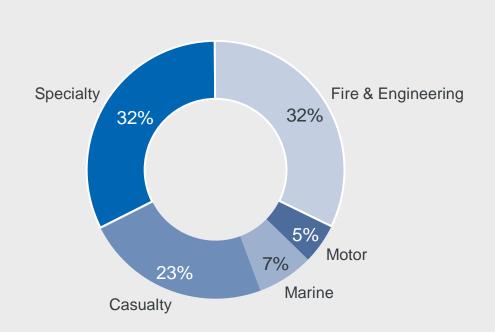
### **Industrial Lines**

**3** Well diversified business portfolio across regions and lines of business

# Insurance revenue by region<sup>1</sup>



# Insurance revenue by line of business



1 Breakdown based on (booking) entity location for commercial business, on (insured) country risk for specialty business



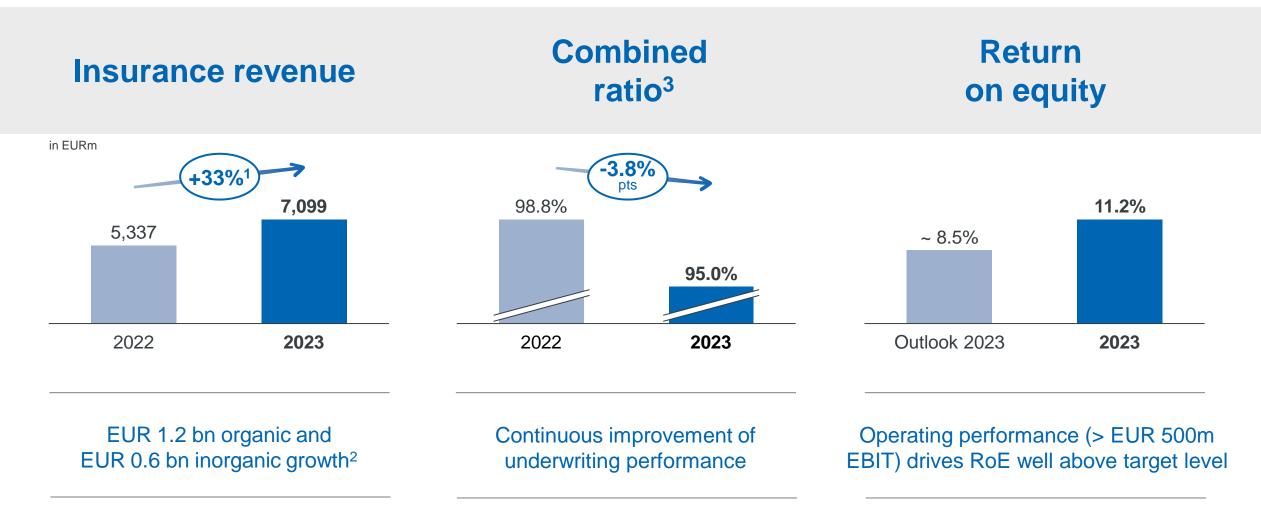
Insurance revenue growth <sup>1</sup>	Combined ratio <sup>2</sup>	Return on equity
		ノ
High single-digit	< 93%	~ 13%

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 468m in 2024), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Currency-adjusted | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue <u>before</u> reinsurance



#### **Retail International**

3 Strong profitable growth across regions

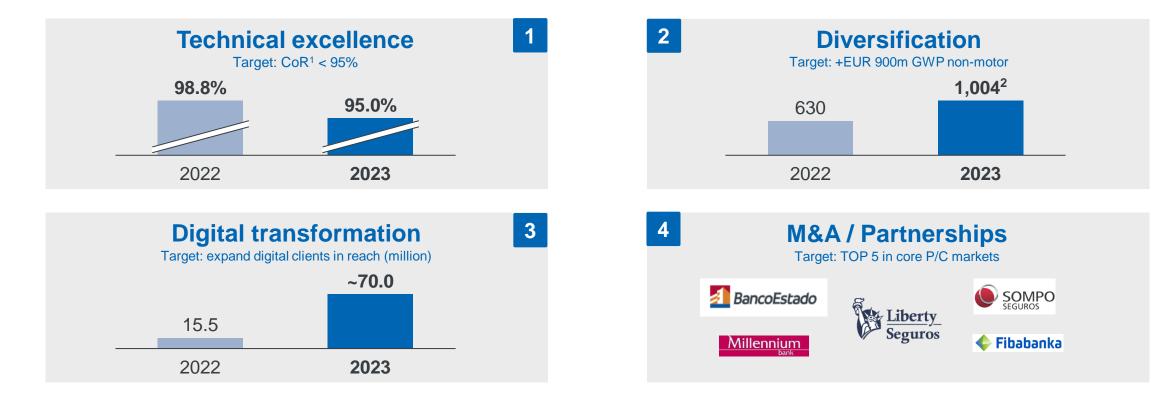


1 Currency-adjusted: +41%. | 2 Organic growth number adjusts 2023 for acquisitions and divestments | 3 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance

#### **Retail International**

3 Execution of HINexT 2025 set to exceed initial targets

# HINexT 2025 - Progress 2023



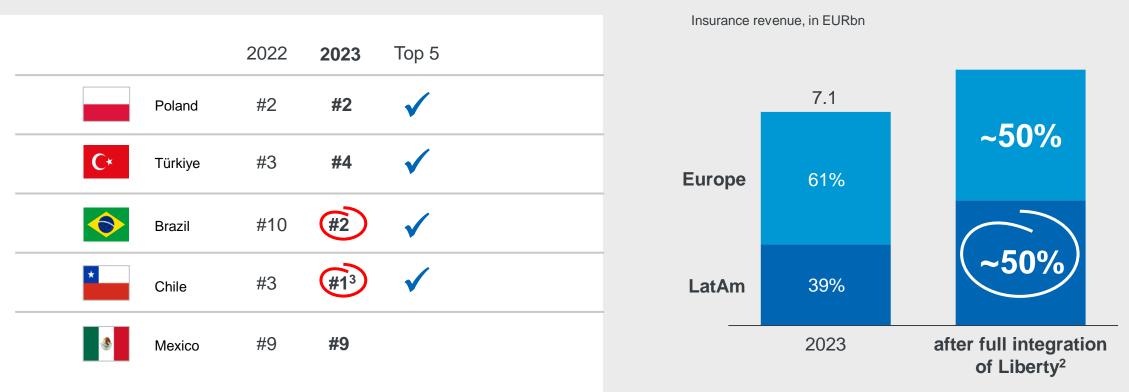
1 Combined ratio (net / gross): Insurance service expenses after reinsurance expenses divided by insurance revenue before reinsurance | 2 Insurance revenue according to IFRS17

#### **Retail International**

3 No. 2 in Retail P&C in LatAm and more balanced business mix

# Market positions in core P/C markets<sup>1</sup>

## **Regional business mix**



1 Market ranks as of year end 2023 except Poland as of 9M 2023. Source: Local supervisory authorities and insurance associations | 2 Pro-forma, considering EUR 1.7bn GWP (2022) for Liberty 3 Pro-forma, closing of Liberty acquisition occurred on 1 March 2024

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**3** Outlook 2024

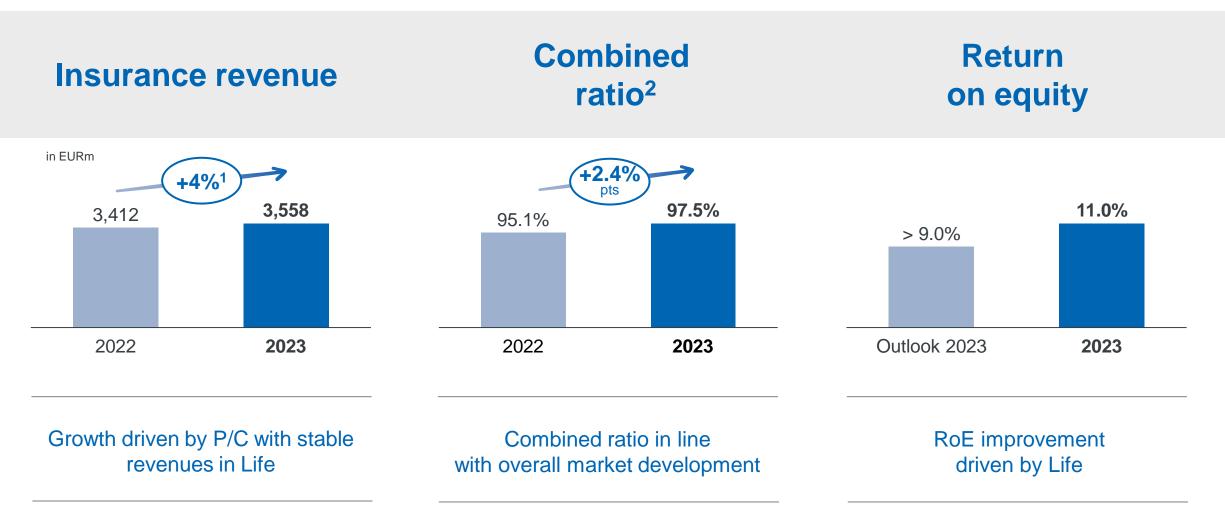
Insurance revenue growth <sup>1</sup>	Combined ratio <sup>2</sup>	Return on equity
		ノ
P/C: Low double-digit Life: Mid single-digit	< 95%	> 8.5% <sup>3</sup>

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 27m in 2024), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Currency-adjusted | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance 3 Includes EUR 672m internal capital increase at Retail International for Liberty acquisition, thereof EUR 250m in 2023



#### **Retail Germany**

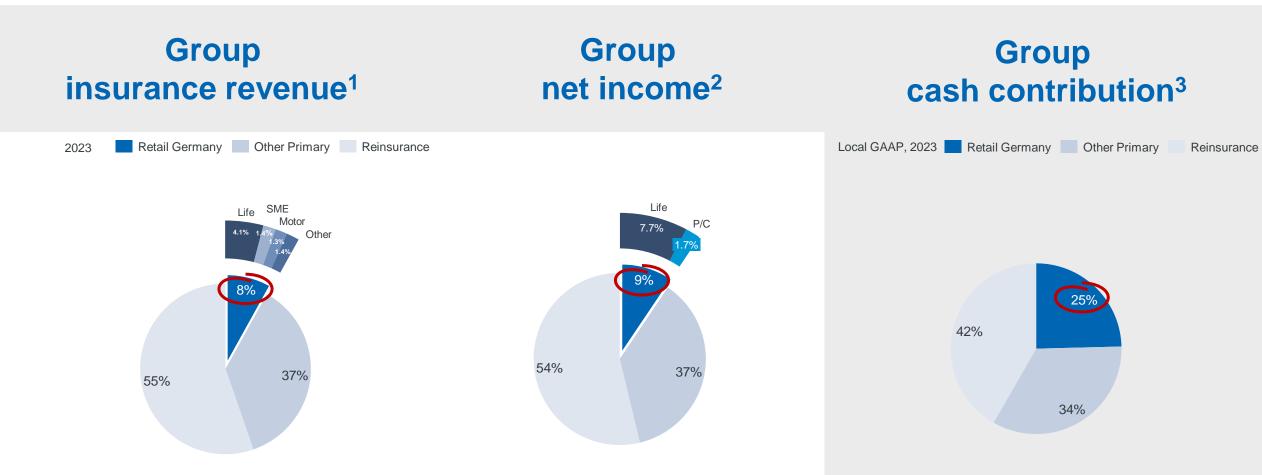
3 Targets achieved in challenging market environment



1 +8% in Property / Casualty, +1% in Life | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance

### **Retail Germany**

3 Solid profitability with significant cash contribution to the group

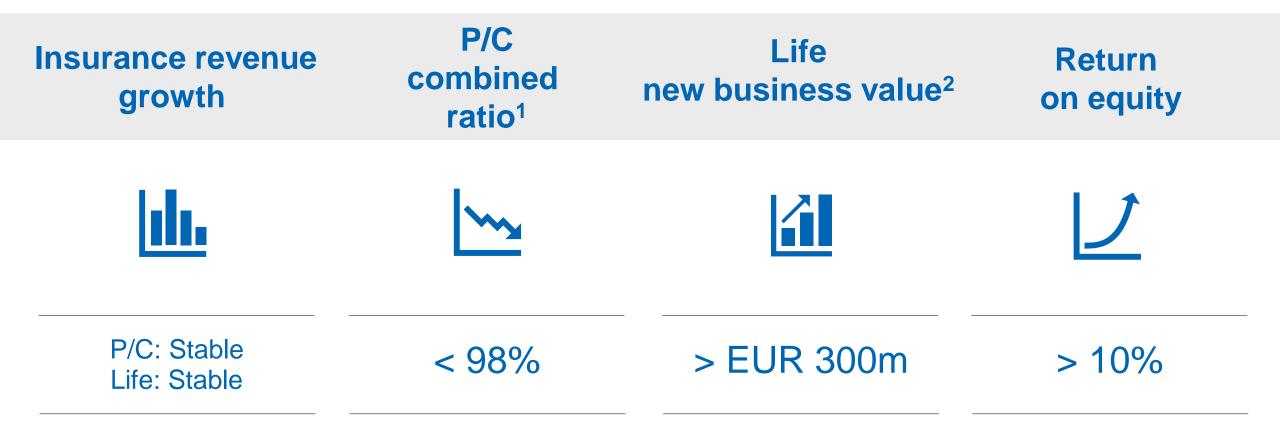


Note: Numbers may not add up due to rounding differences

1 Percentages are calculated in percent of Group insurance revenue adjusted for Corporate Operations and Consolidation | 2 Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation 3 Percentages are calculated in percent of cash contributions to Talanx AG adjusted for contribution from Corporate Operations (mainly Ampega)

Retail Germany

**3** Outlook 2024

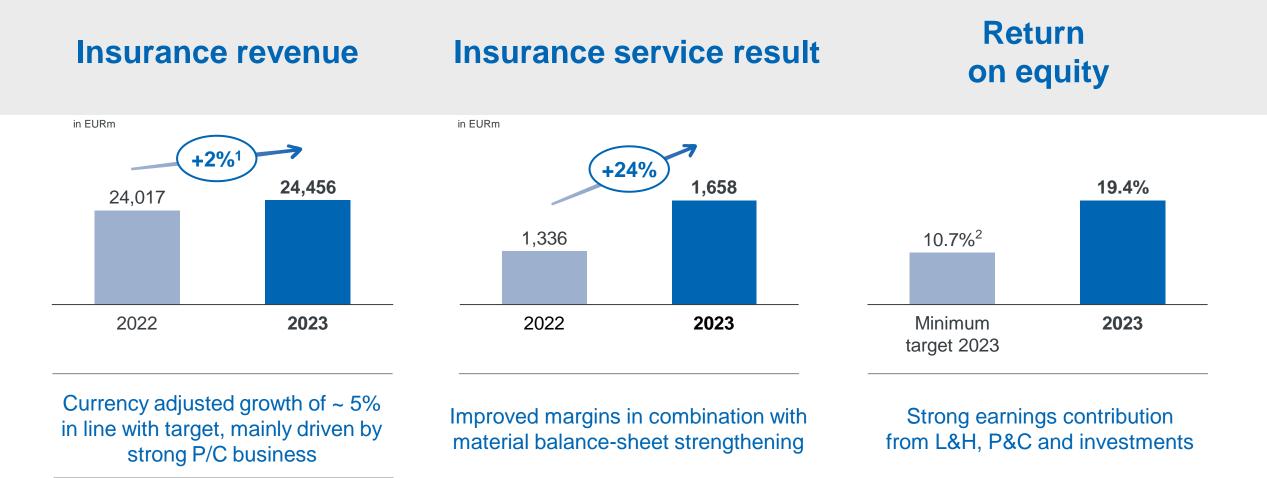


Note: All targets are subject to large losses not exceeding the large loss budget (EUR 45m for 2024), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance | 2 Contractual service margin from new business minus loss component from new business, after reinsurance

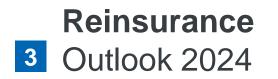


#### Reinsurance

# **3** Strong and reliable profitability



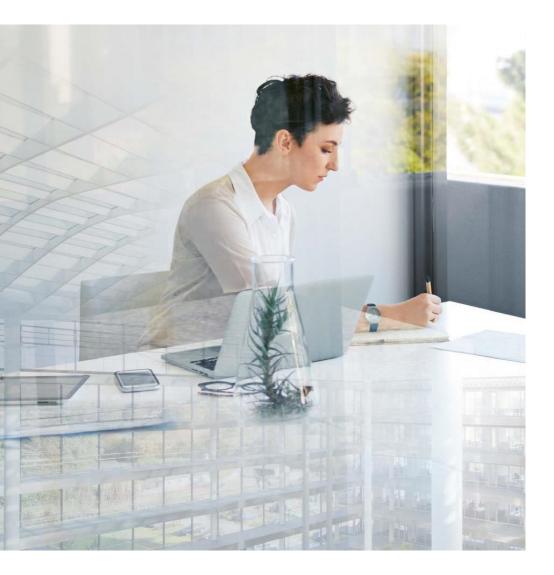
1 Currency-adjusted (+4.9%) | 2 Minimum target defined as 1,000 basis points above five-year average of the ten-year German federal bond yield



Insurance revenue growth <sup>1</sup>	Combined ratio <sup>2</sup>	Return on equity
		ノ
> 5%	P/C: < 89%	> 14%

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 1,825m for 2024), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Currency-adjusted | 2 Combined ratio (net / net): Insurance service expenses after reinsurance divided by insurance revenue <u>after</u> reinsurance





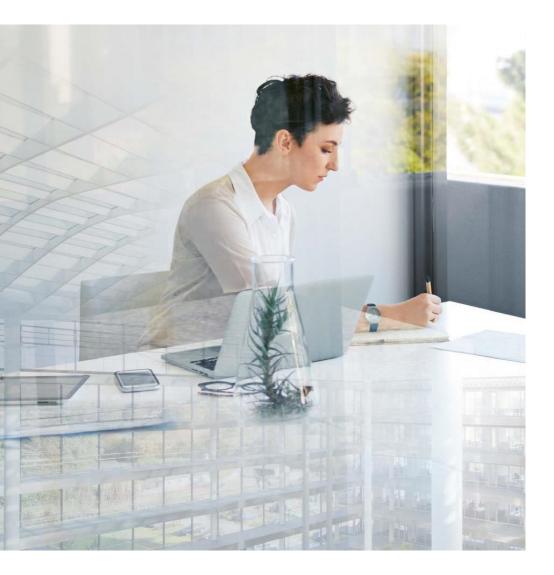




	Return on equity	Group net income	Dividend per share
		ノ	
2024	~ 15%	> EUR 1,700m	EUR 2.50 <sup>1</sup> (to be paid in 2025)
2025		> EUR 1,900m	CMD 11 Dec 2024

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 2,435m for 2024), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Subject to supervisory board and AGM approval

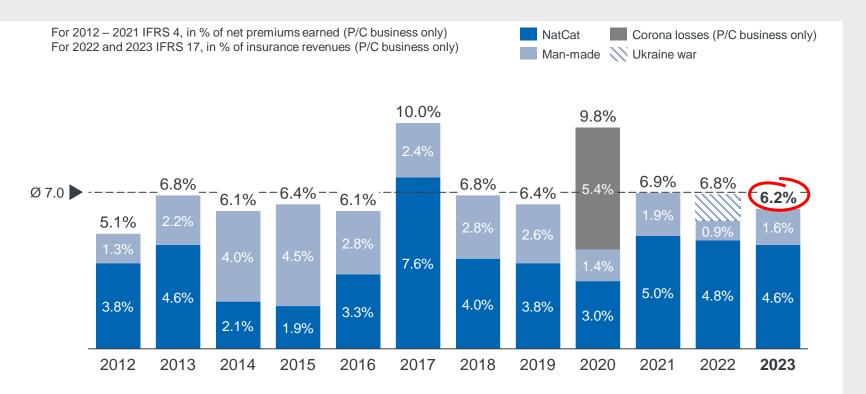






# 5 Normalised level of large losses within budget

# Net large losses in relative terms



Large losses of EUR 2,167m slightly below budget (EUR 2,200m) despite higher NatCat losses (EUR +83m) and higher man-made losses (EUR +277m)

#### Top 3 largest NatCat losses:

- Italy storm / hail EUR 354m
- Türkiye earthquake EUR 315m
- Mexico hurricane "Otis" EUR 171m

Note: Definition "large loss": In excess of EUR 10m gross in either Primary Insurance or Reinsurance

#### **Talanx Primary Insurance and Reinsurance** 5 Contributions to net income

Net income attributable to Talanx AG shareholders, in EURm

		1	2	3	4	4			6	7	8
		Industrial Lines	Retail Germany	Retail International		imary rance	Reinsurance		Corporate Operations	Conso- lidations	Talanx Group
	2018	-16	102	161	247	31%	540	69%	-80	-4	703
IFRS	2019	103	133	164	400	39%	619	61%	-97	1	923
	S 4 <sup>2020</sup>	47	119	160	326	42%	442	58%	-117	-3	648
	2021	143	161	189	493	45%	609	55%	-105	14	1,011
	2022	177	150	214	541	43%	707	57%	-95	19	1,172
IFRS	<b>5 17</b> 2023	351	161	277	789	46%	917	54%	-87	-38	1,581

Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International. Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation (e.g. adding back EUR 87m and EUR 38m to EUR 1,581m in 2023) τalanx.

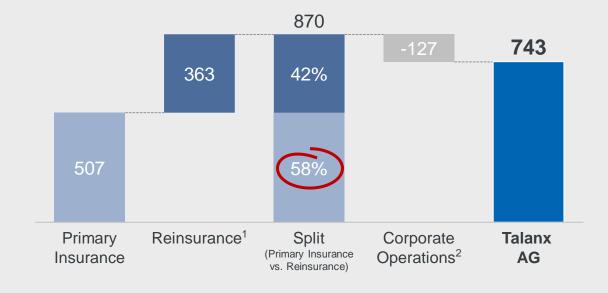
5 ... are backed by strong earnings and cash generation of Primary Insurance ...

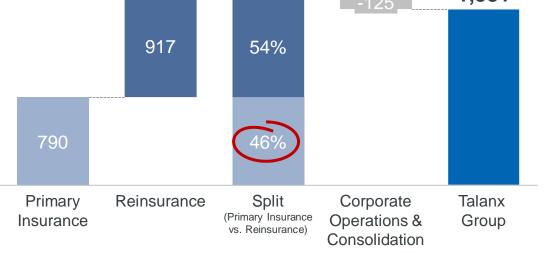
### **Net income**

## 2023, in EURm -125 917 54%

## Cash contribution from subsidiaries

Local GAAP, as affecting income statement of Talanx AG in 2023, in EURm





Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International

1 Dividend from Hannover Re received by Talanx AG in 2023 for 2022 | 2 Including Ampega and Talanx Reinsurance Broker contribution as well as Talanx holding costs

#### τalanx.

#### **5** Q4 2023 and FY 2023 results overview – Talanx Group

EURm	Q4 2022	Q4 2023	FY 2022	FY 2023	FY 2023 / FY 2022
Insurance revenue (gross)	9,774	10,964	39,645	43,237	+9%
Insurance service result (net)	665	657	2,454	3,234	+32%
thereof Non-Life	460	342	1,538	2,017	+31%
Net investment income for own risk	165	578	2,342	3,235	+38%
Result from unit-linked contracts	284	707	-1,566	1,414	+190%
Net insurance finance result before currency effects	-807	-1,159	49	-3,519	>-999%
Net insurance finance and investment result before currency effects	-358	126	824	1,130	+37%
Net currency result	-51	86	-17	87	+619%
Other result	310	-560	-446	-1,383	-210%
Operating result (EBIT)	566	308	2,815	3,068	+9%
Financing costs	-54	-59	-182	-234	-29%
Taxes on income	-270	251	-731	-289	+60%
Minority interest on profit & loss	-461	-199	-1,196	-964	+19%
Net income	-219	302	706	1,581	+124%
Earnings per share (EPS) <sup>1</sup>	-0.87	1.17	2.79	6.21	+3.42
Combined ratio Property / Casualty (net / gross)	94.2%	96.3%	95.2%	94.3%	-0.9%pts
Tax ratio	52.8%	-100.9%	27.8%	10.2%	-17.6%pts
Return on equity	-9.8%	11.9%	8.2%	16.6%	+8.4%pts
Return on investment for own risk	0.5%	1.7%	1.7%	2.5%	+0.7%pts

1 Based on: 253,169,802 shares for Q4 2022; 258,228,991 shares for Q4 2023; 253,120,747 shares for FY 2022 and 254,687,395 shares for FY 2023 (weighted average)

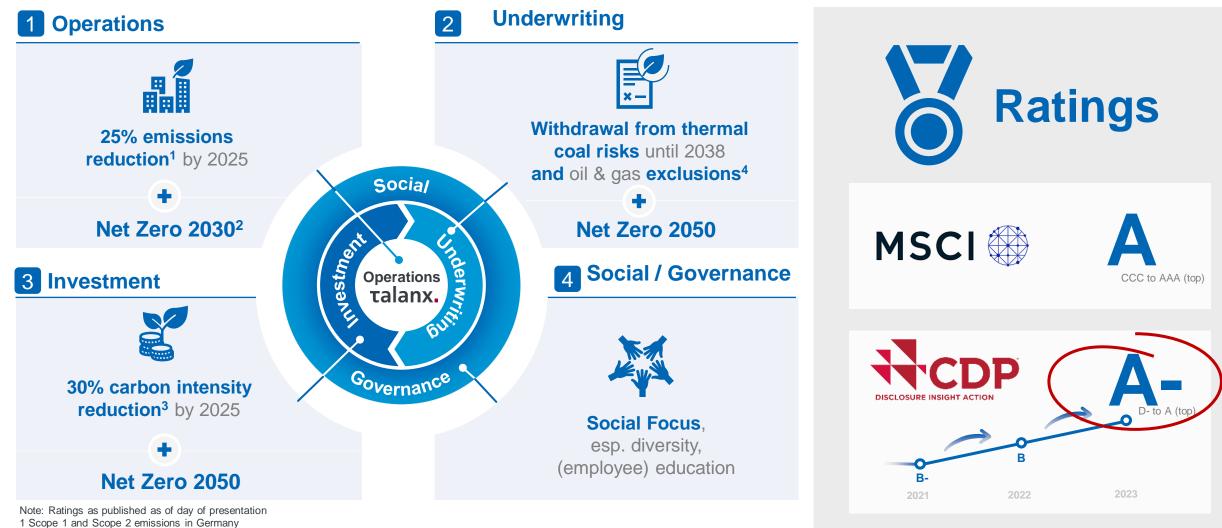
## **5** FY 2023 results overview - Segments

EURm		Industrial Lines		Retail Germany		Retail International		Primary Insurance		Reinsurance	
	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	
Insurance revenue (gross)	8,218	9,065	3,412	3,558	5,337	7,099	16,967	19,722	24,017	24,456	
Insurance service result (net)	574	770	256	360	109	426	939	1,556	1,336	1,658	
Net investment income for own risk	223	196	771	909	420	583	1,414	1,689	996	1,622	
Result from unit-linked contracts	0	0	-1,512	1,369	-54	45	-1,566	1,414	0	0	
Net insurance finance result before currency effects	-53	-185	824	-2,158	-134	-261	637	-2,604	-583	-880	
Net insurance finance and investment result before currency effects	169	11	83	120	232	368	484	499	413	741	
Net currency result	-47	24	18	-20	2	-5	-27	-1	16	87	
Other result	-267	-358	-228	-201	-204	-281	-698	-841	411	-496	
Operating result (EBIT)	430	446	129	260	139	507	698	1,213	2,177	1,990	
Financing costs	-10	-10	-6	-8	-7	-36	-23	-54	-112	-138	
Taxes on income	-109	-85	-40	-81	-37	-118	-186	-285	-526	-26	
Minority interest on profit & loss	0	0	-11	-9	-39	-76	-51	-85	-1,146	-909	
Net income	311	351	72	161	56	277	439	790	392	917	
Combined ratio Property / Casualty (net / gross)	93.0%	91.5%	95.1%	97.5%	98.8%	95.0%	95.2%	93.4%	94.5% <sup>1</sup>	94.0% <sup>1</sup>	
Return on equity	14.1%	14.3%	4.9%	11.0%	2.5%	11.2%	7.4%	12.4%	8.4%	19.4%	
Return on investments for own risk	2.0%	1.6%	1.4%	1.9%	3.1%	4.3%	1.8%	2.3%	1.8%	2.8%	

1 Combined ratio (net/net)

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## 5 Sustainability – Our commitments recognized by improving ratings



τalanx.

2 With compensation of residual emissions

3 30% reduction in the carbon intensity of the liquid portfolio by 2025 compared to the 2019 baseline

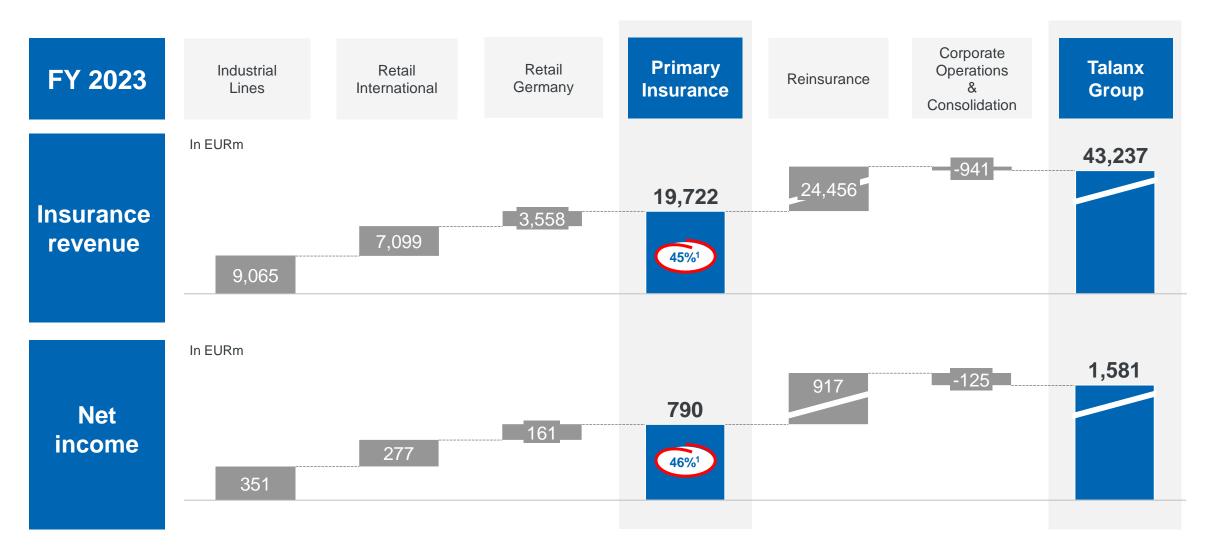
4 With effect from 1 July 2023

# Large loss detailLarge losses in line with budget

<b>Net losses</b> in EURm, 2023 (2022)	Industrial Lines	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Talanx Group
TOP 10 NatCat							
1. Storm and hail, Italy (July)	11.0		5.0	16.0	313.1	25.0	354.1
2. Earthquake, Türkiye (February)	18.1		7.5	25.6	270.1	19.2	314.9
3. Hurricane "Otis", USA / Mexico, (October)	7.2		5.8	13.0	142.2	15.7	170.9
4. Forest fires "Maui" Haiwaii, USA (August)					96.8		96.8
5. Earthquake, Morocco (September)					73.5		73.5
<ol><li>Cyclone "Gabrielle", New Zealand (February)</li></ol>	0.2			0.2	67.1		67.3
<ol><li>Storm "Lambert", Germany (June)</li></ol>	16.1	24.0		40.2	12.7	7.8	60.7
8. Flood "Auckland", New Zealand (January / February	)				46.8		46.8
9. Heavy rain, Slovenia / Austria (August)	15.7			15.7	28.3		44.1
10. Storm and flood, Australia (December)	0.2			0.2	43.8		44.0
Sum NatCat (total <sup>1</sup> )	<b>122.2</b> (270.4)	<b>49.9</b> (36.2)	<b>21.9</b> (8.5)	<b>194.0</b> (315.0)	<b>1,347.7</b> (1,205.1)	<b>69.6</b> (8.3)	<b>1,611.3</b> (1,528.5)
Property	166.7	20.0	13.2	199.9	197.6	37.5	435.0
Aviation	25.2			25.2	36.9		62.1
Transport	19.7			19.7	13.8	1.4	34.9
Credit					24.6		24.6
Sum other large losses	<b>211.5</b> (74.5)	<b>20.0</b> (10.0)	<b>13.2</b> (8.6)	<b>244.7</b> (93.1)	<b>272.9</b> (169.7)	<b>38.9</b> (17.3)	<b>556.6</b> (280.0)
Russian war in Ukraine				(36.3)	(330.9)		(367.2)
Total large losses	<b>333.7</b> (381.2)	<b>69.9</b> (46.2)	<b>35.1</b> (17.1)	<b>438.8</b> (444.4)	<b>1,620.5</b> (1,705.7)	<b>108.5</b> (25.6)	<b>2,167.9</b> (2,175.7)
Pro-rata large loss budget	365.0	45.0	15.0	425.0	1,725.0	50.0	2,200.0

Note: Definition "large loss": in excess of EUR 10m gross in either Primary Insurance or Reinsurance. 1 In total 27 NatCat large losses at group level in 2023

### 5 Well diversified business portfolio with Primary Insurance contributing almost 50%



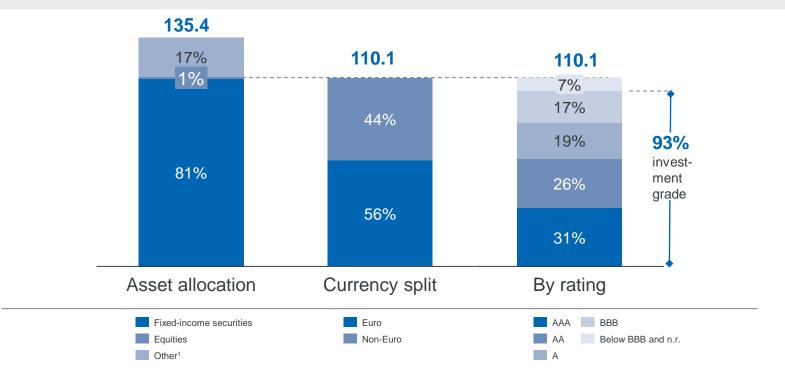
Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International

1 Percentages are calculated in percent of Group insurance revenue and net income respectively, adjusted for Corporate Operations and Consolidation



5 Low beta strategy with high quality in investment portfolio

#### **Investments for own risk**



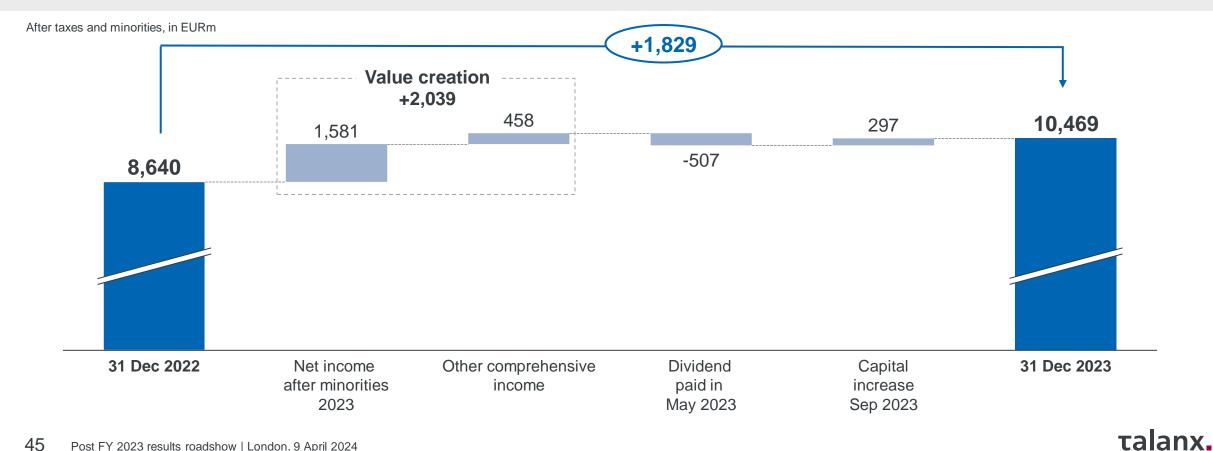
Investments for own risk increased by 6.4% to EUR 135.4bn compared to 31 Dec 2022

> Decline in AAA bonds (2022: 43%) mainly caused by U.S. credit rating downgrade

Note: "Below BBB and n.r." includes non-rated bonds 1 Includes mainly private equity, real estate and infrastructure investments

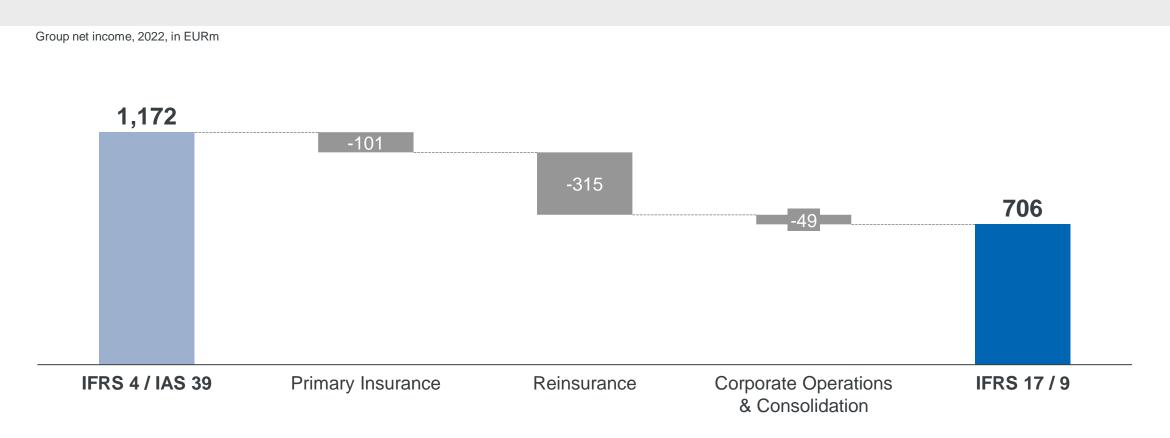
#### 5 Strong capital generation – Shareholders' equity up by EUR 1.8bn

#### Shareholders' equity development





#### **Reconciliation of consolidated net income 2022**

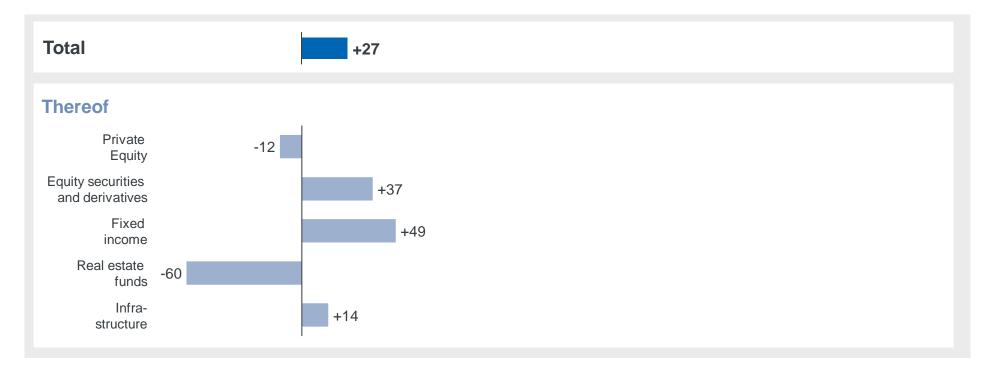


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### **5** FVPL (Fair Value Through Profit & Loss) assets

#### Fair value changes on investments 2023

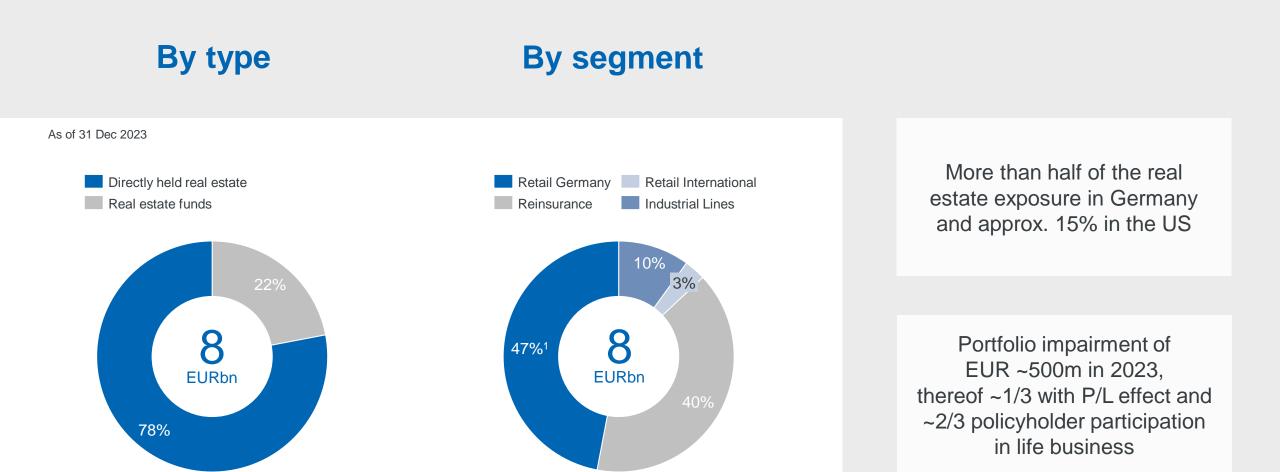
Shareholder view: Without Primary Life, after taxes and without minorities<sup>1</sup>, 2023, in EURm



1 Based on flat / average tax rates and minorities

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Note: Real estate portfolio without owner-occupied property 1 Thereof 97% Life, 3% P/C

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