

Quarterly Statement as at 31 March 2016

talanx.

Insurance. Investments.

2016
PERFORMANCE AND RESULTS

First Quarter 2016 Results

13 May 2016

Herbert K. Haas, CEO
Dr. Immo Querner, CFO

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Q1 2016 underpins recently increased bottom-line target for FY2016



Q1 2016 Group net income of €222m fully in line with FY2016 Group net income outlook of ~€750m



Adjusting for last year's "special effect" in Life/Health Reinsurance (~€19m after taxes and minorities), quarterly performance roughly in line with previous strong Q1



All Non-Life segments remained within their Q1 2016 large loss budgets. Combined ratio on Group level improved to 96.3% (Q1 2015: 96.5%)



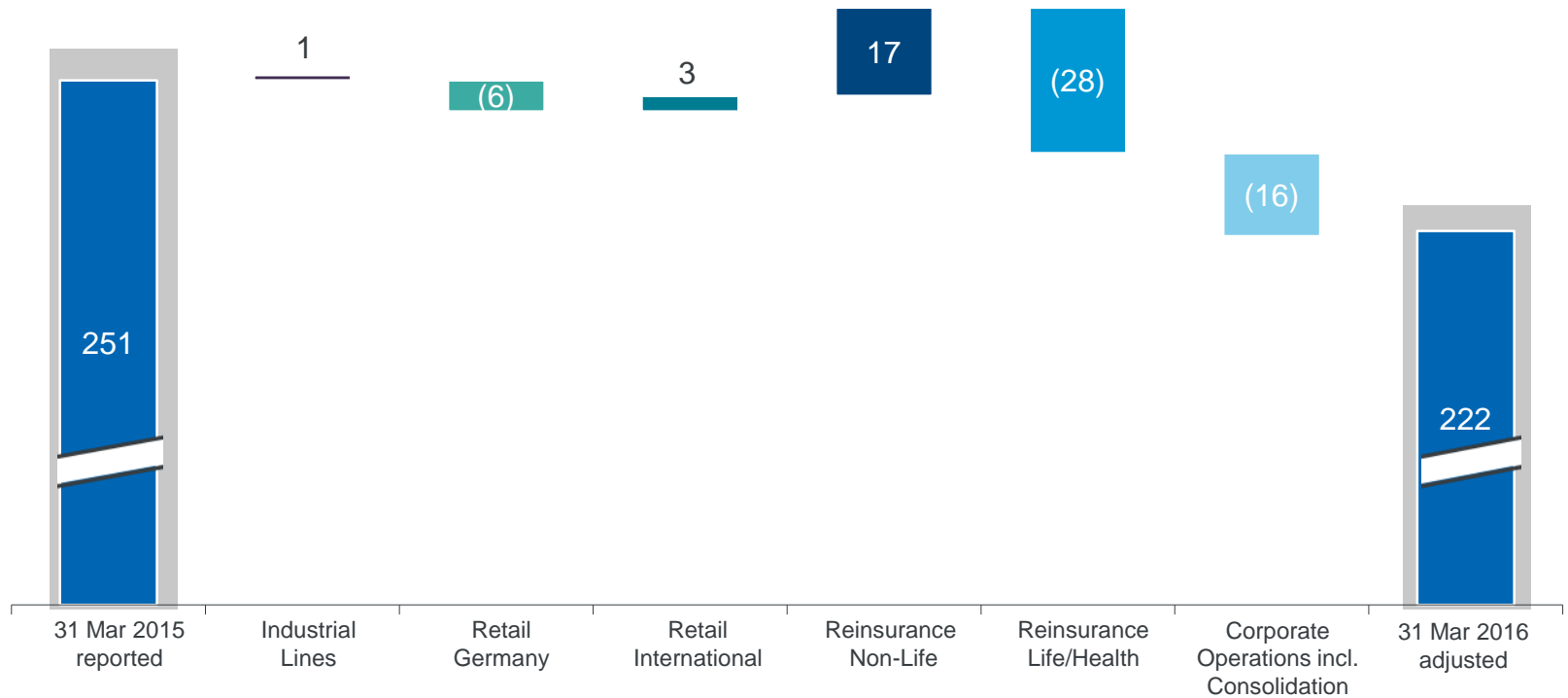
Over the first three months, shareholders' equity increased by ~€250m to €8,532m or €33.75 per share (31 Dec. 2015: €32.76). NAV up to €29.64 per share (FY 2015: €28.66)



In parallel to today's reporting, risk management reports for FY2015 have been published. The Solvency II Ratio stands at a good 171 (FY 2014: 182) percent. Based on Basic Own Funds, Talanx's capitalisation was 253 (299) percent

I Q1 2016 – Segmental contribution to change in Group net income

in €m



Negative base effect from Life/Health Re determines development in Group net income

I Q1 2016 results – Key financials

Summary of Q1 2016

€m, IFRS	Q1 2016	Q1 2015	Change
Gross written premium	8,995	9,440	(5%)
Net premium earned	6,266	6,367	(2%)
Net underwriting result	(422)	(389)	+9%
Net investment income	1,022	996	+3%
Operating result (EBIT)	573	643	(11%)
Net income after minorities	222	251	(11%)
Key ratios	Q1 2016	Q1 2015	Change
Combined ratio non-life insurance and reinsurance	96.3%	96.5%	(0.2%)pts
Return on investment	3.7%	3.6%	0.1%pts
Balance sheet	Q1 2016	FY2015	Change
Investments under own management	101,913	100,777	+1%
Goodwill	1,039	1,037	+0%
Total assets	154,779	152,760	+1%
Technical provisions	108,686	106,831	+2%
Total shareholders' equity	13,826	13,431	+3%
Shareholders' equity	8,532	8,282	+3%

Comments

- GWP is down by 4.7% y/y, due to currency effects (curr.-adj.: -3.0%) and the premium decline in Retail Germany (Life) and Non-Life Reinsurance. Industrial Lines, Retail International and L/H Reinsurance with underlying growth
- Industrial Lines and Non-Life Reinsurance with improved underwriting result. Decline in net underwriting result is mainly due to higher RfB contribution in Retail Germany (“ZZR”), following higher realised investment gains
- Group combined ratio improved by 0.2%pts y/y to 96.3%. All segments remained within their large loss budgets for the quarter
- Increase in investment result is mainly due to a ~€107m higher extraordinary investment result, mainly financing the ZZR allocation. Ordinary investment result down by ~€60m mainly due to the negative base effect from the one-off payment in L/H Reinsurance in Q1 2015 (~€39m)
- Decline in net income can be fully explained by the one-off effect mentioned above and a negative impact from currency effects in the “other result”
- Shareholders' equity increased ytd to €8,532m, or €33.75 per share (FY2015: €32.76). 2015 Solvency II ratio slightly down by 6% to 171% (FY2014: 182%)



Improvement in Group combined ratio – adjusting for base effects, Group net income is in line with strong Q1 2015

I Large losses¹ in Q1 2016

€m, net		Primary insurance	Reinsurance	Talanx Group
Earthquake, Taiwan	February 2016	3.3	15.6	18.9
Total Nat Cat		3.3	15.6	18.9
Fire/Property		63.8	39.9	103.7
Total other large losses		63.8	39.9	103.7
Total large losses		67.1	55.5	122.5
Impact on Combined Ratio (incurred)		4.4%pts	2.8%pts	3.5%pts
Total large losses Q1 2015		93.5	62.0	155.5
Impact on Combined Ratio (incurred) Q1 2015		6.2%pts	3.3%pts	4.6%pts

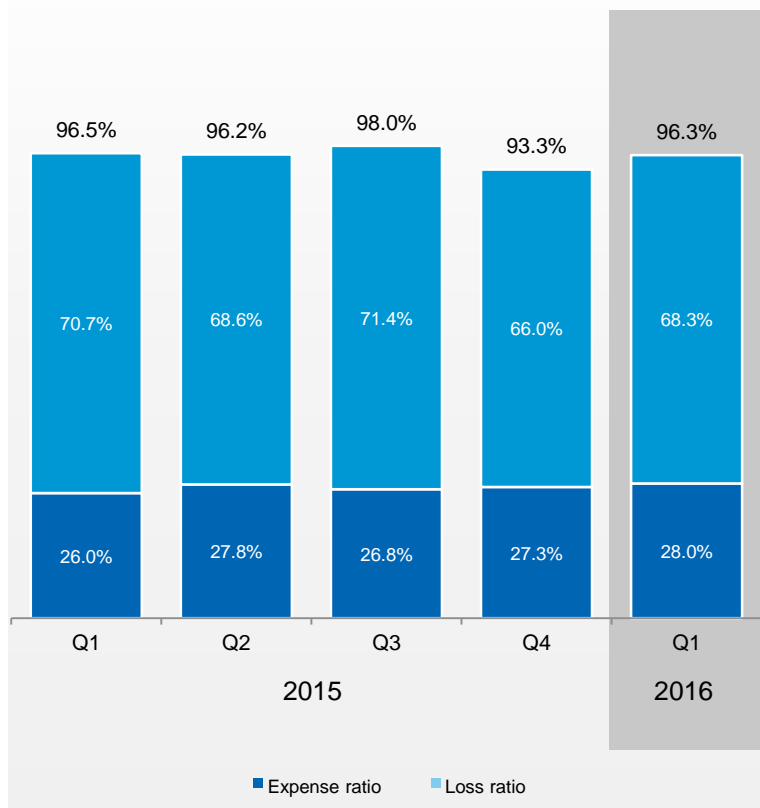
¹ Definition „large loss“: in excess of €10m gross in either Primary Insurance or Reinsurance

Note: Q1 2016 Primary Insurance large losses (net) are split as follows: Industrial Lines: €67m; Retail Germany: €0; Retail International: €0m, Group Functions: €0m; from FY2016 onwards, table includes large losses from Industrial Liability line, booked in the respective FY. The latter also explains the stated increase in the large loss budget for Primary Insurance by €10m for FY2016.

- Group Q1 2016 large loss burden of €123m (Q1 2015: €156m) – below the Group’s Q1 2016 large loss budget of €264m
- Q1 2016 net burden of €67m in Primary and €56m in Reinsurance – mainly due to man-made large losses; NatCat large loss of €19m from Taiwan earthquake
- Reinsurance well below its Q1 2016 large loss budget of €189m; Primary also below its pro-rata large loss budget of €75m

I Combined ratios

Development of net combined ratio¹



Combined ratio¹ by segment/selected carrier

	Q1 2016	Q1 2015	FY2015
Industrial Lines	97.6%	98.9%	99.2%
Retail Germany	103.8%	100.5%	99.3%
Retail International	96.2%	94.6%	96.3%
HDI Seguros S.A., Brazil	101.6%	99.2%	99.3%
HDI Seguros S.A., Mexico	92.0%	90.4%	93.2%
TUiR Warta S.A., Poland	95.8%	94.7%	96.4%
TU Europa S.A., Poland	81.5%	83.2%	84.6%
HDI Sigorta A.Ş., Turkey	102.5%	102.7%	102.5%
HDI Assicurazioni S.p.A., Italy	96.4%	91.1%	95.4%
HDI Seguros S.A., Chile ²	90.5%	n/m	n/m
Non-Life Reinsurance	94.7%	95.9%	94.5%

¹ Incl. net interest income on funds withheld and contract deposits

² Incl. Magallanes Generales; merged with HDI Seguros S.A. on 1 April 2016



Apart from Retail Germany, combined ratios in all non-life segments below the 100% level

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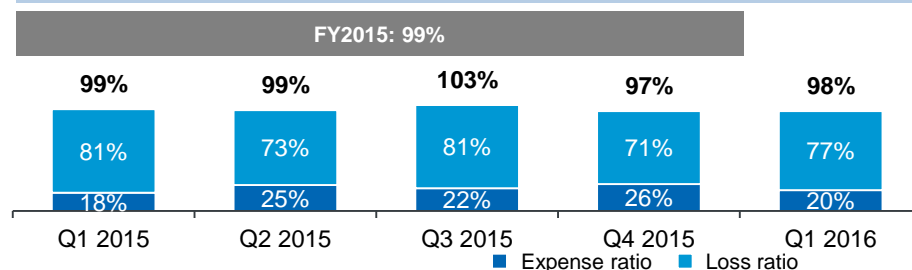
Risk Management Reports 2015

II Segments – Industrial Lines

P&L for Industrial Lines

€m, IFRS	Q1 2016	Q1 2015	Δ
Gross written premium	1,921	1,889	+2%
Net premium earned	537	518	+4%
Net underwriting result	13	6	+141%
Net investment income	50	53	(6%)
Operating result (EBIT)	74	72	+3%
Group net income	48	47	+3%
Return on investment (annualised)	2.6%	2.8%	(0.2%)pts

Combined ratio¹



¹Incl. net interest income on funds withheld and contract deposits

Comments

- Q1 2016 GWP up 1.7% y/y, dampened by currency effects (curr.-adj.:+2.5%). Growth was mainly driven by international markets, including new business units, e.g. in Brazil. Some dampening effect from profitabilisation measures, namely “Balanced Book”
- Retention rate was up (Q1 2016: 55.5%; Q1 2015: 50.4%), mainly in Liability lines. Reinstatement premiums remained broadly unchanged (Q1 2016: ~€12m)
- Q1 2016 combined ratio improved mainly due to lower large losses and despite prudential reserving as well as a higher expense ratio from international growth
- Decline in net investment result mainly due to the low interest rate environment; no significant extraordinary investment gains
- Net income slightly up on the back of the improved underwriting result

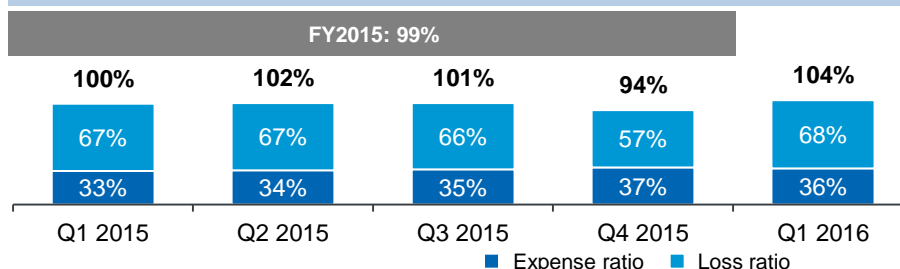
Improvement in net underwriting result leads to higher EBIT and bottom-line contribution

II Segments – Retail Germany

P&L for Retail Germany

€m, IFRS	Q1 2016	Q1 2015	Δ
Gross written premium	1,904	2,135	(11%)
of which Life	1,155	1,373	(16%)
of which Non-Life	749	762	(2%)
Net premium earned	1,217	1,448	(16%)
Net underwriting result	(478)	(392)	+22%
of which Life	(465)	(390)	+19%
of which Non-Life	(13)	(2)	+550%
Net investment income	535	445	+20%
Operating result (EBIT)	47	57	(18%)
Group net income	29	35	(17%)
Return on investment (annualised)	4.5%	3.8%	+0.7%pts

Combined ratio¹



¹Incl. net interest income on funds withheld and contract deposits

KuRS investments largely explain EBIT decline

Comments

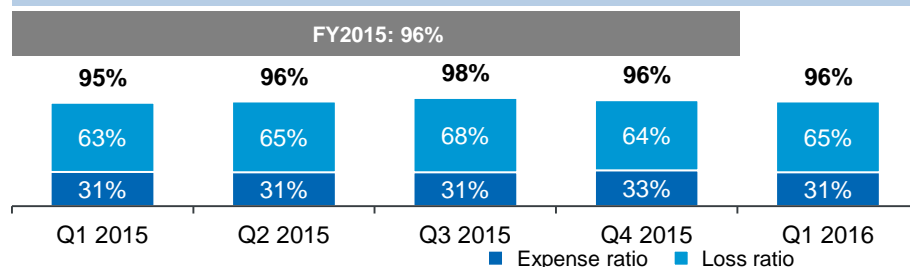
- Decline in Q1 2016 GWP in Life predominantly due to a base effect. Q1 2015 saw an overlap from strong FY2014 year-end business. Premium trend consistent with the targeted phase-out of classical and single-premium business
- Slight decline in Non-Life GWP particularly in Motor and Homeowner business
- In Q1 2016, costs for efficiency program “KuRS” sum up to €10m, impacting Q1 2016 EBIT by ~€8m. Negative impact of ~2.3%pts on combined ratio (0.5% pts on Q1 2016 loss ratio, 1.8%pts on cost ratio). Adjusting for impact from KuRS, Q1 2016 combined ratio was 101.5% (reported: 103.8%)
- Decline in EBIT largely explained by investments for KuRS program
- Increase in investment result due to higher extraordinary result, mainly to finance ZZR contribution, while ordinary investment broadly unchanged. Q1 2016 ZZR allocation – according to HGB – of €168m (Q1 2015: €109m). Total ZZR stock reached €1.73bn in Q1 2016, expected to rise to €2.2bn until year-end 2016

II Segments – Retail International

P&L for Retail International

€m, IFRS	Q1 2016	Q1 2015	Change
Gross written premium	1,148	1,206	(5%)
of which Life	390	384	+1%
of which Non-Life	759	822	(8%)
Net premium earned	986	960	+3%
Net underwriting result	8	8	+6%
of which Life	(16)	(26)	(37%)
of which Non-Life	25	34	(27%)
Net investment income	80	79	+1%
Operating result (EBIT)	61	56	+9%
Group net income	36	33	+9%
Return on investment (annualised)	4.0%	4.0%	(0.0%)pts

Combined ratio¹



¹Incl. net interest income on funds withheld and contract deposits

Comments

- Q1 2016 GWP down by 4.8% y/y due to currency effects predominantly from Brazil and Poland (currency-adj.: +3.5%), mainly impacting the Non-Life business
- On a currency-adjusted level, GWP in Non-Life grew by 3.5% y/y, backed by double-digit local growth rates in Mexico, Chile and Turkey – and a high single-digit local growth rate in Brazil
- Combined ratio up to 96.2% (Q1 2015: 94.6%), mainly as currency depreciation (i.e. in Brazil) led to increased costs for spare parts in Motor, resulting in a higher loss ratio. Cost ratio slightly down to 31.2% (Q1 2015: 31.4%)
- Despite the impact from currency depreciation and a ~€4m asset tax charge in Poland, Q1 2016 EBIT grew by 9.3% to €61m (Q1 2015: €56m)
- Turkey continued its positive trend, contributing €1.4m to segment EBIT (Q1 2015: €0.9m). Strong contribution from Chile²: €69m GWP; €4.6m EBIT

² Consolidated from 13 Feb 2015; “as-if” numbers for HDI Seguros S.A after merger (1 April 2016) with Magallanes Generales; total Chile Group: €78m GWP; €5.3m EBIT

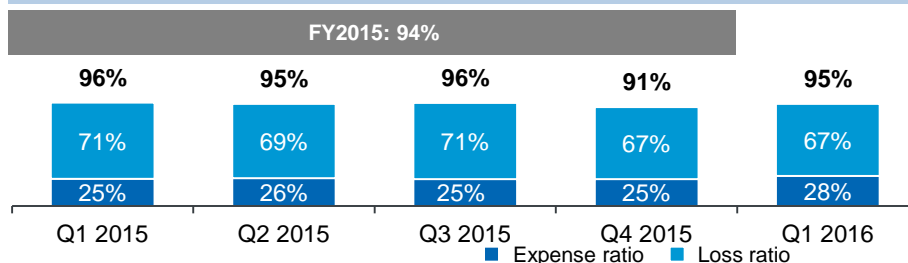
EBIT improvement despite significant currency headwind and impact from asset tax in Poland

II Segments – Non-Life Reinsurance

P&L for Non-Life Reinsurance

€m, IFRS	Q1 2016	Q1 2015	Change
Gross written premium	2,502	2,617	(4%)
Net premium earned	1,961	1,882	+4%
Net underwriting result	100	73	+37%
Net investment income	213	199	+7%
Operating result (EBIT)	310	279	+11%
Group net income	104	87	+20%
Return on investment (annualised)	2.8%	2.6%	+0.2%pts

Combined ratio¹



¹Incl. net interest income on funds withheld and contract deposits

² EBIT margins reflect a Talanx Group view

Comments

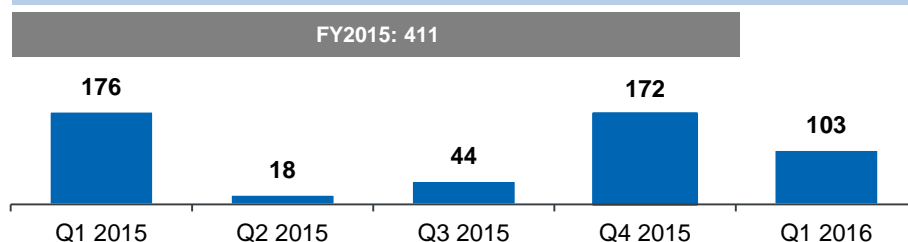
- Q1 2016 GWP declined by 4.4% y/y (adjusted for currency effects: -3.7%); growth mainly from US, reduced volume from China motor business. Net premium grew currency-adj. by +5.2%
- Major losses of €55m (2.8% of net premium earned) well below budget of €189m for Q1 2016
- Conservative reserving policy unchanged, reserve run-off unremarkable
- Ordinary investment income in line with expectation
- Other income mainly improved due to positive currency effects
- Q1 2016 EBIT margin² of 15.8% (Q1 2015: 14.8%) well above target

Favourable underwriting result in a competitive environment

P&L for Life/Health Reinsurance

€m, IFRS	Q1 2016	Q1 2015	Change
Gross written premium	1,761	1,783	(1%)
Net premium earned	1,581	1,550	+2%
Net underwriting result	(68)	(85)	n/m
Net investment income	157	219	(28%)
Operating result (EBIT)	103	176	(41%)
Group net income	38	66	(42%)
Return on investment	3.6%	6.4%	(2.8%)pts

EBIT (€m)



¹ EBIT margin reflects a Talanx Group view

EBIT decreased due to positive one-off and currency gains in Q1 2015

Comments

- Q1 2016 GWP slightly down up by 1.2%; adjusted for currency effects: +0.3%, mainly from UK Longevity BATs, reduced volume from Australia
- Net premium earned grew by 3.6% on currency-adjusted basis
- Favourable underwriting result reflects underlying profitability
- Ordinary investment income in line with expectation (Q1 2015 affected by positive one-off of €39m)
- Decreased “other income and expenses” due to significantly reduced positive currency effects
- Q1 2016 EBIT margin¹ of 6.5% (Q1 2015: 11.3%) for the segment, meeting EBIT targets for all business divisions

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Net investment income

Net investment income Talanx Group

€m, IFRS	Q1 2016	Q1 2015	Change
Ordinary investment income	783	843	(7%)
thereof current investment income from interest	690	729	(5%)
thereof profit/loss from shares in associated companies	2	4	(66%)
Realised net gains/losses on investments	221	176	+25%
Write-ups/write-downs on investments	(40)	(75)	(47%)
Unrealised net gains/losses on investments	31	5	+549%
Investment expenses	(55)	(50)	+11%
Income from investments under own management	941	899	+5%
Income from investment contracts	2	2	+9%
Interest income on funds withheld and contract deposits	79	95	(16%)
Total	1,022	996	+3%

Comments

- Ordinary investment income down due to the decline in interest income and the negative base effect from the one-off payment following a withdrawal from a US-transaction (~€39m) in Life/Health Reinsurance in Q1 2015
- Realised investment net gains of €221m in Q1 2016 include higher realised gains in Retail Germany to finance ZZR (allocation according to German GAAP in Q1 2016: €168m vs. Q1 2015: €109m) and clean-up of private equity portfolio in Reinsurance
- Lower writedowns on investments in Q1 2016 y/y mainly due to a base effect from Q1 2015, which had been impacted by a 50% impairment of the bond position in Heta Asset Resolution (mid double-digit €m amount)
- ROI of 3.7% (Q1 2015: 3.6%) – well above the FY2016 outlook of “at least 3.0%”
- ModCo derivatives: €-1m (Q1 2015: €0m); no impact from inflation swaps as these have been terminated in FY2015 (Q1 2015: €-15m)

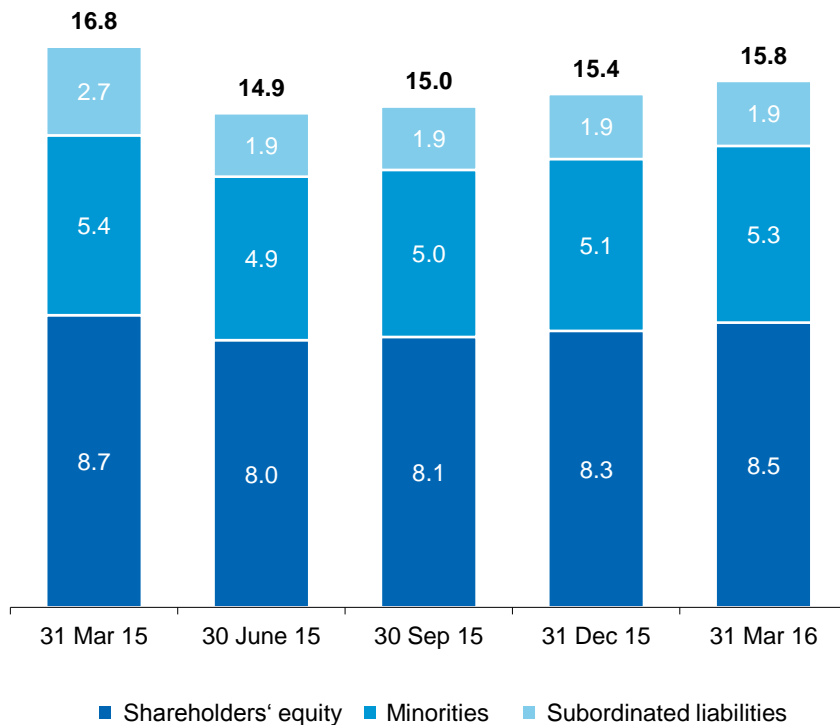


Net investment income increased - Q1 2016 ROI reached 3.7%



Equity and capitalisation – Our equity base

Capital breakdown (€bn)



Comments

- Compared to the end of FY2015, shareholders' equity increased by ~€250m to €8,532 million at the end of Q1 2016, predominantly driven by the net income; limited net effect from lower interest rates and currencies
- Book value per share stood at €33.75 compared to €34.60 in Q1 2015 and €32.76 in FY 2015, while NAV (excl. goodwill) per share was €29.64 (Q1 2015: €29.69, FY2015: €28.66)
- Neither book value per share nor NAV contain off-balance sheet reserves. These amounted to €449m (see next page) or €1.78 per share (shareholder share only). This added up to an adjusted book value of €35.53 per share and an NAV (excluding goodwill) of €31.42
- In June 2015, three hybrid bonds in the Group were paid back earlier, bringing subordinated liabilities down compared to Q1 2015

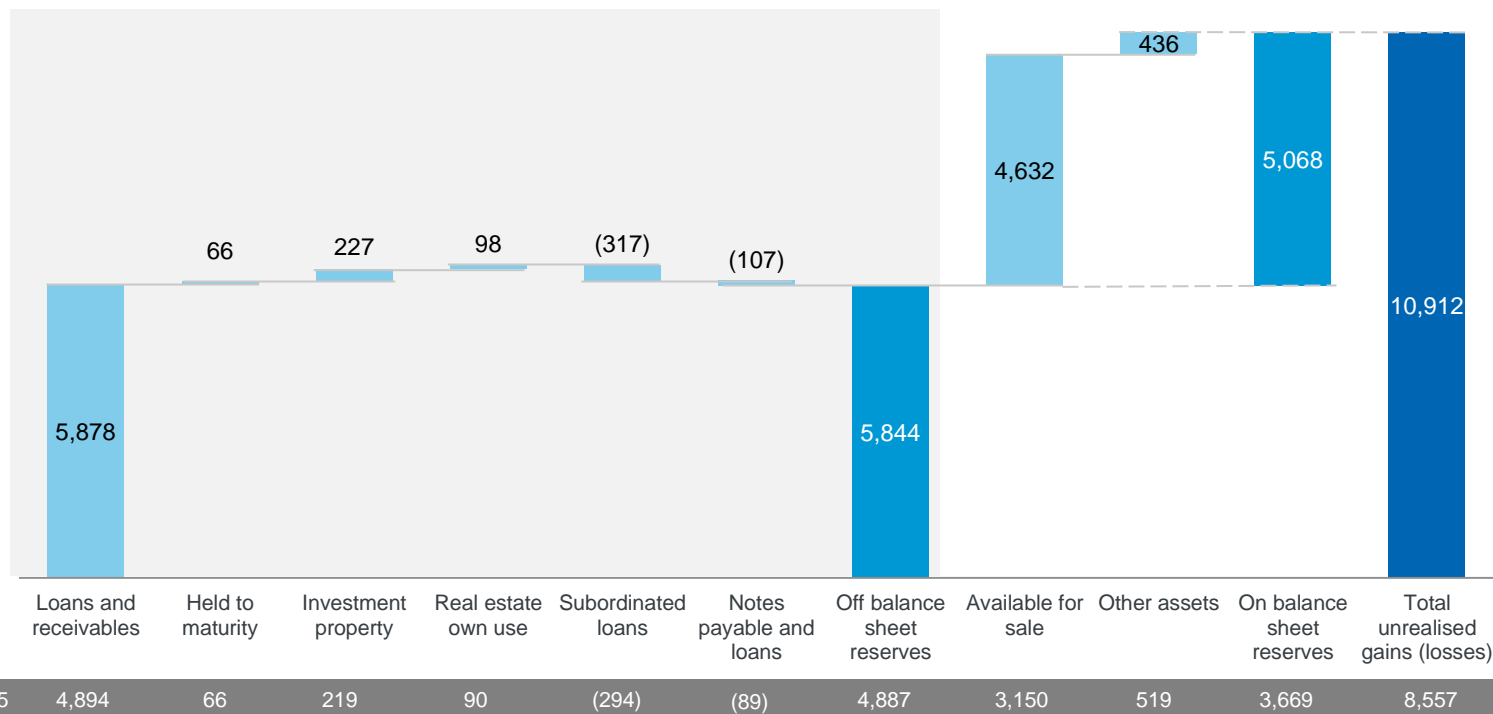


Shareholders' equity up by ~€250m compared to end of December 2015



Equity and capitalisation – Unrealised gains

Unrealised gains and losses (off and on balance sheet) as of 31 March 2016 (€m)



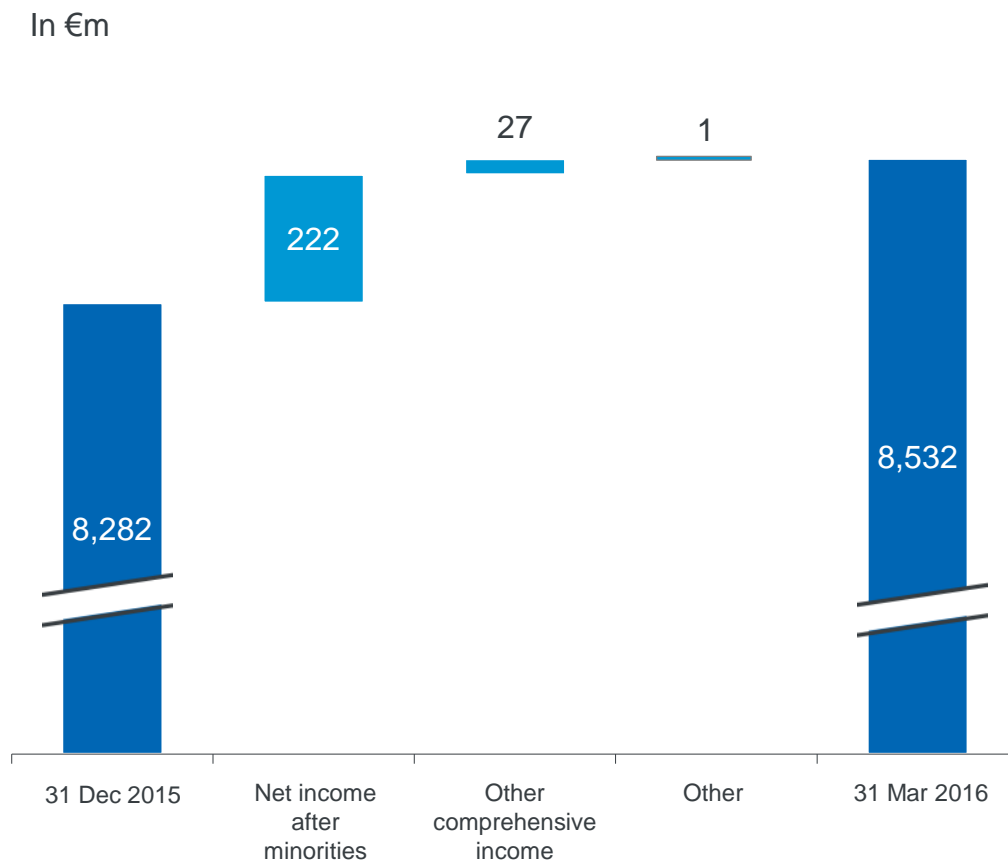
Δ market value vs. book value



Off-balance sheet reserves of ~€5.8bn – about €449m (€1.78 per share) attributable to shareholders (net of policyholders, taxes & minorities)



Equity and capitalisation – Contribution to change in equity



Comments

- At the end of March 2016, shareholders' equity stood at €8,532m or €33.75 per share
- This was above the level at the end of FY2015 (€8,282m or €32.76 per share) predominantly driven by the Q1 2016 Group net income, while the impact from OCI movement was very limited



Shareholders' equity up to €8,532m or €33.75 per share

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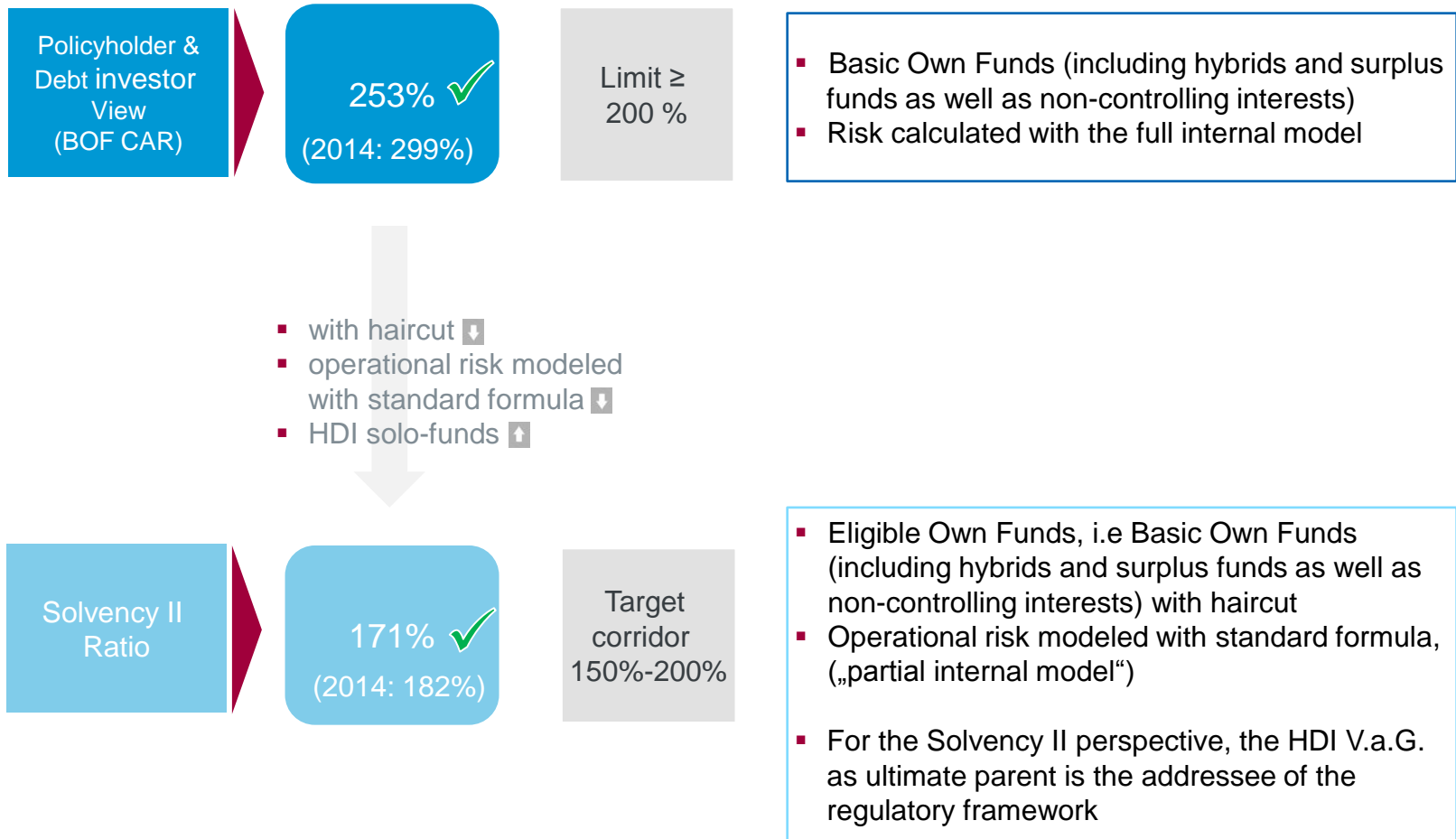
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Risk Management Reports 2015

- ▶ **TERM (Talanx Enterprise Risk Model) approved as Group Internal Model by BaFin end of 2015**
- ▶ **While model uncertainty has further declined, the Capital Adequacy Ratios demonstrate a solid capitalisation from all perspectives – in absolute terms and in a sector comparison**
- ▶ **Based on the concept of Basic Own Funds (Policyholder & Debt investor View), the CAR stands at 253% (2014: 299%, both 99.5% confidence level). Market risks of 44% remain well below the 50% strategic limit. Solvency II related CAR at a solid 171% (2014: 182%)**
- ▶ **Increase in Group MCEV by 7.5% y/y to €3,339m. The rise in MCEV is primarily driven by an increase in the German MCEV from €644m to €939m**
- ▶ **The MCEV for the international retail business was largely stable**
- ▶ **The New Business Value developed positively for the Primary Insurance and excellently for Reinsurance**

Note: In the entire presentation, calculations are based on a 99.5% confidence level, including volatility adjustments yet without the effect of applicable transitionals

IV TERM 2015 – Capitalisation perspectives



▶ **Comfortable capital position from all angles**

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Gross written premium	stable
Return on investment	≥3.0%
Group net income	~€750m
Return on equity	>8.5%
Dividend payout ratio	35-45% target range

¹ The targets are based on a large loss budget of €300m in Primary Insurance, of which €270m in Industrial Lines. From FY2016 onwards, table includes large losses from Industrial Liability line, booked in the respective FY. The large loss budget in Reinsurance stands at €825m (2015: €690m)



Targets are subject to no large losses exceeding budget (**cat**), no turbulences on capital markets (**capital**), and no material currency fluctuations (**currency**)

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Segments	Key figures	Strategic targets (2015 - 2019)	
Group	Gross premium growth ¹	3 - 5%	
	Return on equity	≥ 750 bps above risk free ²	
	Group net income growth	mid single-digit percentage growth rate	
	Dividend payout ratio	35 - 45%	
	Return on investment	≥ risk free + (150 to 200) bps ²	
Primary Insurance	Industrial Lines	Gross premium growth ¹	3 - 5%
		Retention rate	60 - 65%
	Retail Germany	Gross premium growth	≥ 0%
	Retail International	Gross premium growth ¹	≥ 10%
	Primary Insurance	Combined ratio ³	~ 96%
EBIT margin ⁴		~ 6%	
Non-Life Reinsurance⁷	Gross premium growth ⁶	3 - 5%	
	Combined ratio ³	≤ 96%	
	EBIT margin ⁴	≥ 10%	
Life & Health Reinsurance⁷	Gross premium growth ¹	5 - 7%	
	Average value of New Business (VNB) after minorities ⁵	> € 90m	
	EBIT margin ⁴ financing and longevity business	≥ 2%	
	EBIT margin ⁴ mortality and health business	≥ 6%	

¹ Organic growth only; currency-neutral

² Risk-free rate is defined as the 5-year rolling average of the 10-year German government bond yield

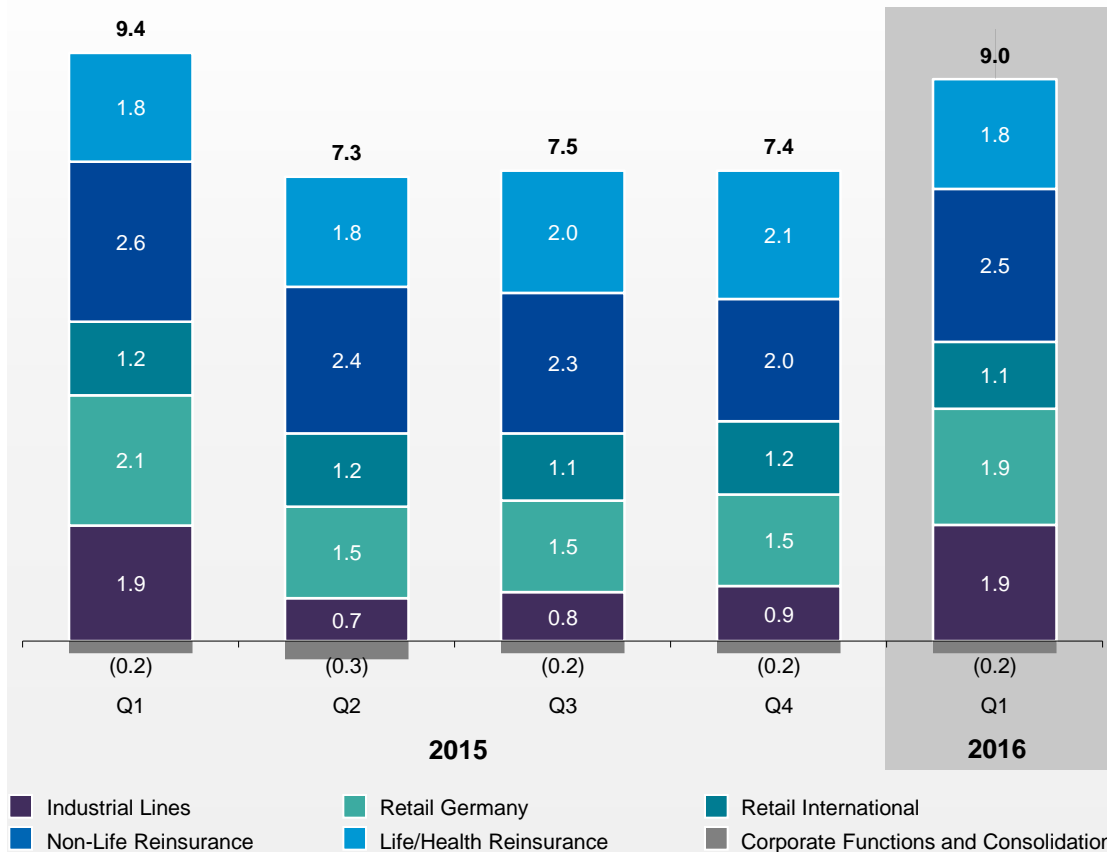
³ Talanx definition: incl. net interest income on funds withheld and contract deposits

⁴ EBIT/net premium earned, ⁵ Reflects Hannover Re target of at least €180m

⁶ Average throughout the cycle; currency-neutral, ⁷ Targets reflect Hannover Re's targets for 2015-2017 strategy cycle

Note: growth targets are based on 2014 results. Growth rates, combined ratios and EBIT margins are average annual targets

GWP development (€bn)



Comments

- Q1 2016 GWP down by 4.7%, mainly due to currency effects (curr.-adj.: -3.0%) and the strategy-conform decline in Retail Germany
- Industrial Lines, Retail International and Life/Health Reinsurance with underlying GWP growth
- Retail International most impacted by currency effects (Q1 2016 GWP: -4.8%; curr.-adj.: +3.5%)
- Seasonal pattern remains intact



Q1 2016 GWP dampened by currency effects and the anticipated decline in Retail Germany

	Industrial Lines			Retail Germany			Retail International		
€m, IFRS	Q1 2016	Q1 2015	Change	Q1 2016	Q1 2015	Change	Q1 2016	Q1 2015	Change
P&L									
Gross written premium	1,921	1,889	+2%	1,904	2,135	(11%)	1,148	1,206	(5%)
Net premium earned	537	518	+4%	1,217	1,448	(16%)	986	960	+3%
Net underwriting result	13	6	+141%	(478)	(392)	n/m	8	8	+6%
Net investment income	50	53	(6%)	535	445	+20%	80	79	+1%
Operating result (EBIT)	74	72	+3%	47	57	(18%)	61	56	+9%
Net income after minorities	48	47	+3%	29	35	(18%)	36	33	+9%
Key ratios									
Combined ratio non-life insurance and reinsurance	97.6%	98.9%	(1.3%)pts	103.8%	100.5%	3.3%pts	96.2%	94.6%	1.6%pts
Return on investment	2.6%	2.8%	(0.2%)pts	4.5%	3.8%	0.7%pts	4.0%	4.0%	0.0%pts

A Q1 2016 Additional Information - Segments (continued)

	Non-Life Reinsurance			Life and Health Reinsurance			Group		
€m, IFRS	Q1 2016	Q1 2015	Change	Q1 2016	Q1 2015	Change	Q1 2016	Q1 2015	Change
P&L									
Gross written premium	2,502	2,617	(4%)	1,761	1,783	(1%)	8,995	9,440	(5%)
Net premium earned	1,961	1,882	+4%	1,581	1,550	+2%	6,266	6,367	(2%)
Net underwriting result	100	73	+37%	(68)	(85)	n/m	(422)	(389)	n/m
Net investment income	213	199	+7%	157	219	(28%)	1,022	996	+3%
Operating result (EBIT)	310	279	+11%	103	176	(42%)	573	643	(11%)
Net income after minorities	104	87	+19%	38	66	(42%)	222	251	(11%)
Key ratios									
Combined ratio non-life insurance and reinsurance	94.7%	95.9%	(1.2%)pts	---	---	---	96.3%	96.5%	(0.2%)pts
Return on investment	2.8%	2.6%	0.2%pts	3.6%	6.4%	(2.8%)pts	3.7%	3.6%	0.1%pts

Retail Germany

GWP, €m, IFRS	Q1 2016	Q1 2015	Change
Non-life Insurance	749	762	(2%)
HDI Versicherung AG	712	727	(2%)
Life Insurance	1,155	1,373	(16%)
HDI Lebensversicherung AG	473	515	(8%)
neue leben Lebensversicherung AG ¹	206	365	(44%)
TARGO Lebensversicherung AG	248	254	(2%)
PB Lebensversicherung AG	188	199	(6%)
Total	1,904	2,135	(11%)

¹ Talanx ownership 67.5%

² Talanx ownership of 75.74%

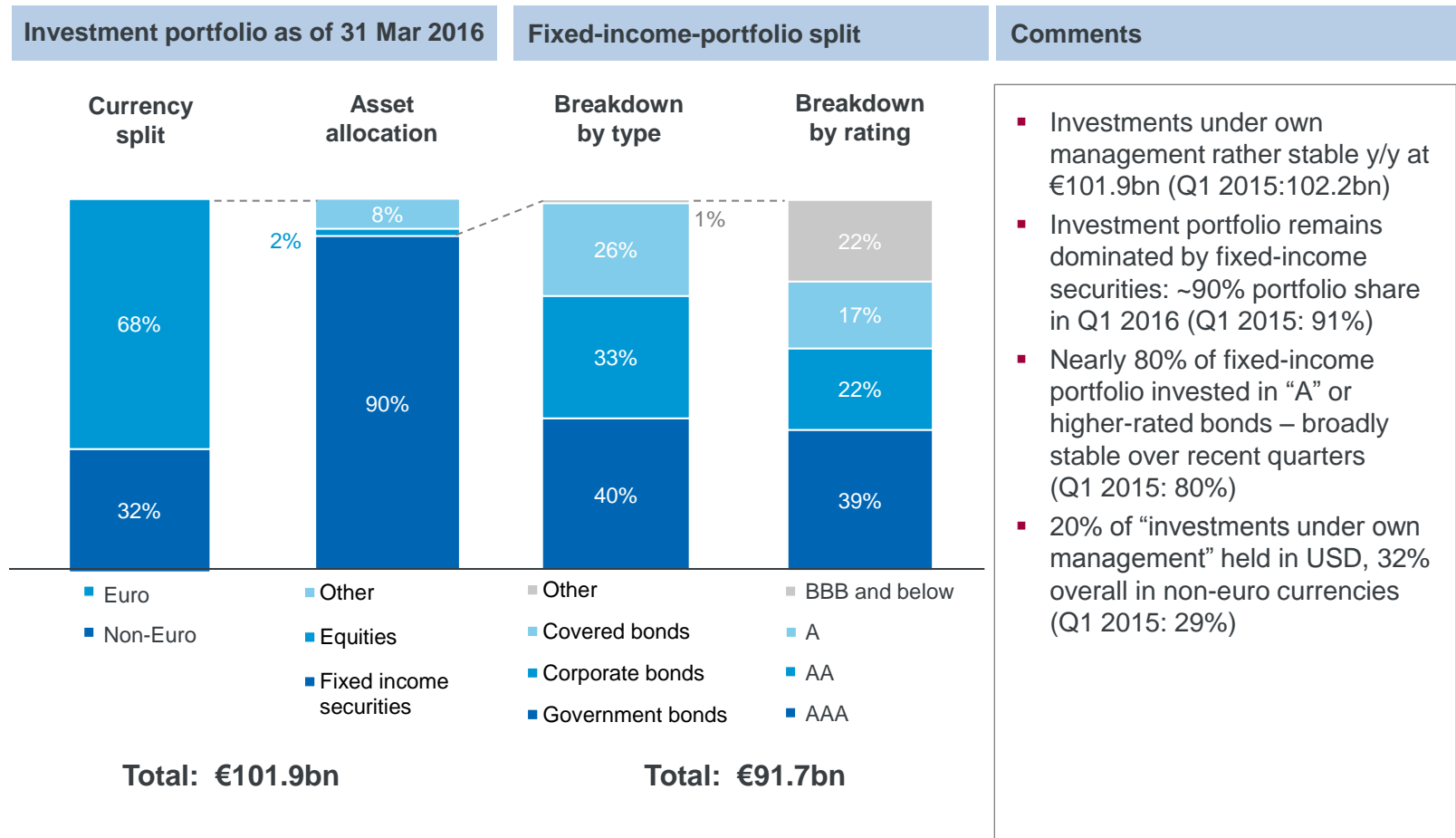
³ Talanx ownership 50% + 1 share

⁴ incl. Magallanes Generales; merged with HDI Seguros S.A. from 1 April 2016

Retail International

GWP, €m, IFRS	Q1 2016	Q1 2015	Change
Non-life Insurance	759	822	(8%)
HDI Seguros S.A., Brazil	172	210	(18%)
TUiR Warta S.A. ² , Poland	220	233	(6%)
TU Europa S.A. ³ , Poland	28	59	(53%)
HDI Assicurazioni S. p. A., Italy (P&C)	84	85	(1%)
HDI Seguros S.A. De C.V., Mexico	57	57	(1%)
HDI Sigorta A.Ş., Turkey	69	71	(2%)
HDI Seguros S.A., Chile ⁴	69	n/m	(n/m)
Life Insurance	390	384	+1%
TU Warta Zycie S.A., Poland ²	40	92	(57%)
TU Europa Zycie, Poland ³	32	26	+25%
Open Life ³	0	10	(96%)
HDI Assicurazioni S. p. A., Italy (Life)	222	155	+43%
Total	1,148	1,206	(5%)

Q1 Additional Information – Breakdown of investment portfolio



Investment strategy unchanged – portfolio dominated by strongly rated fixed-income securities

Q1 2016 Additional Information – Details on selected fixed income country exposure

Investments into issuers from countries with a rating below A-¹ (in €m)

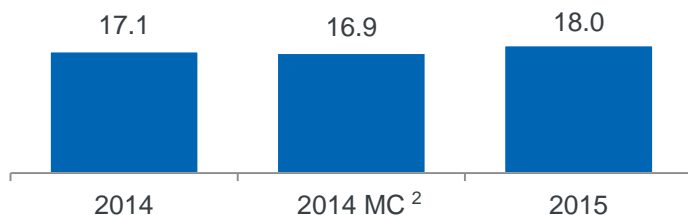
Country	Rating	Sovereign	Semi-Sovereign	Financial	Corporate	Covered	Other	Total
Italy	BBB	1,425	-	658	619	366	-	3,067
Spain	BBB+	802	507	279	417	315	-	2,321
Brazil	BB	186	2	95	340	-	11	633
Mexico	BBB+	106	1	21	309	-	-	437
Hungary	BB+	321	-	8	8	10	-	348
Russia	BB+	83	-	112	144	-	-	339
South Africa	BBB-	154	10	22	41	-	7	233
Portugal	BB+	35	-	3	39	17	-	93
Turkey	BBB-	31	-	37	9	-	-	76
Greece	CCC	0	0	0	0	0	0	0
Other BBB+		27	-	33	65	-	-	125
Other BBB		87	57	46	37	-	-	227
Other <BBB		82	19	57	105	-	292	555
Total		3,338	597	1,371	2,131	708	310	8,455
In % of total assets under own management		3,3%	0,6%	1,3%	2,1%	0,7%	0,3%	8,3%
In % of total Group assets		2,2%	0,4%	0,9%	1,4%	0,5%	0,2%	5,5%

¹ investment under own management

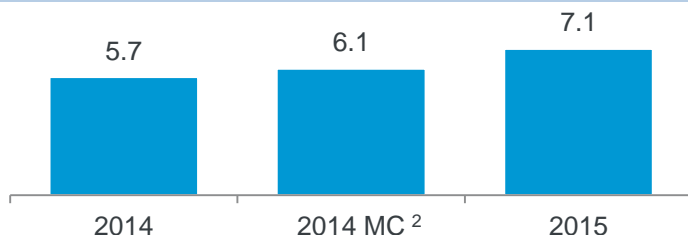
A

TERM 2015 - Result History (Policyholder & Debt investor View, based on Basic Own Funds)

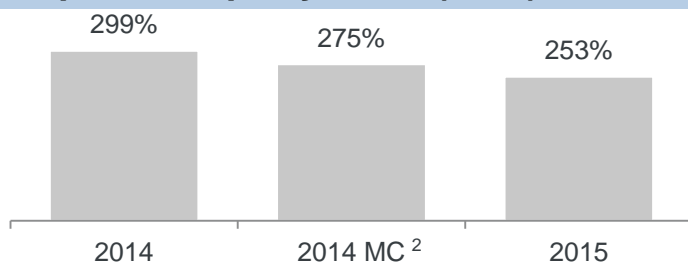
Basic Own Funds (€bn)¹



Solvency Capital Required (€bn)¹



Capital Adequacy Ratio (CAR)¹



Comments

- Basic Own Funds (including hybrids and surplus funds as well as non-controlling interests)
- The respective CAR (99.5% confidence level) stands at a comfortable 253%
- The decline from last year's level of 299% reflects both the effects of the market environment as well as the effects of model changes. The latter solely refer to the Primary Life business
- This concept is used for risk budgeting and steering at Talanx as it best reflects the economic capital position of the Group

¹ Including non-controlling interests

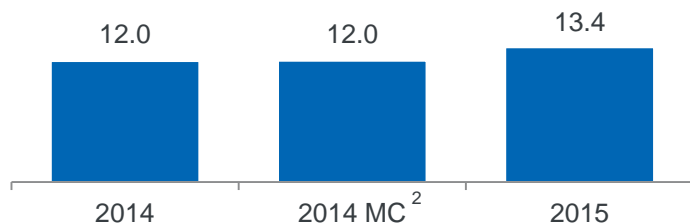
² Re-calculation of 2014 results with pre-approval model changes



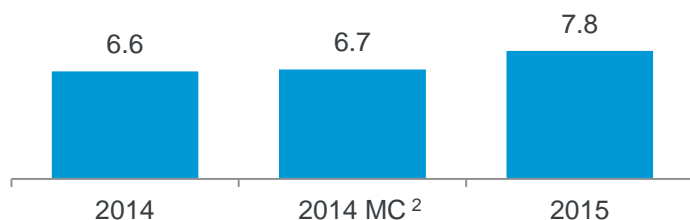
Strong capitalisation despite dampening effects from markets and pre-approval model changes

A TERM 2015 - Result History (Solvency II View)

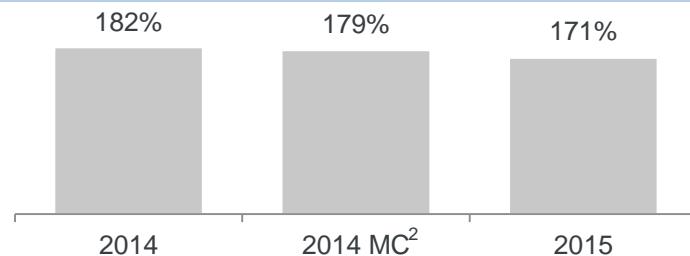
Eligible Own Funds (€bn)¹



Solvency Capital Required (€bn)¹



Solvency II Ratio¹



Comments

- Eligible Own Funds, i.e. Basic Own Funds (including hybrids and surplus funds as well as minority interests) with haircut on Talanx's minority holdings
- Compared to the Policyholder & Debt investor View (BOF CAR), the higher level of the SCR reflects the measurement of operational risks by means of the standard formula
- Due to the technical regulatory framework for the regulatory view (haircut) the decrease of SII-CAR is dampened compared to the Policyholder & Debt investor View (BOF CAR)

Note: In the entire presentation, calculations are based on a 99.5% confidence level, including volatility adjustments yet without the effect of applicable transitionals

¹ Including non-controlling interests

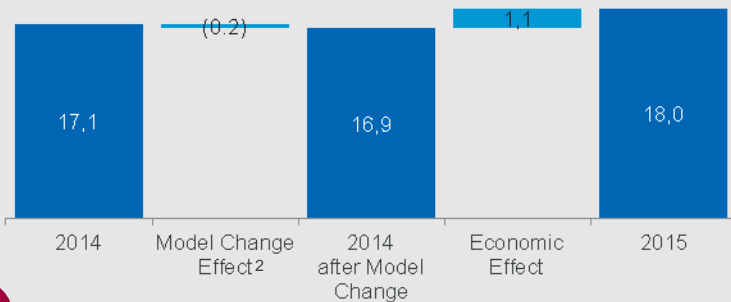
² Re-calculation of 2014 results with pre-approval model changes



Comfortable regulatory capitalisation despite the effects from markets and from pre-approval model changes

A TERM 2015 – Analysis of Change

Basic Own Funds (€bn)¹



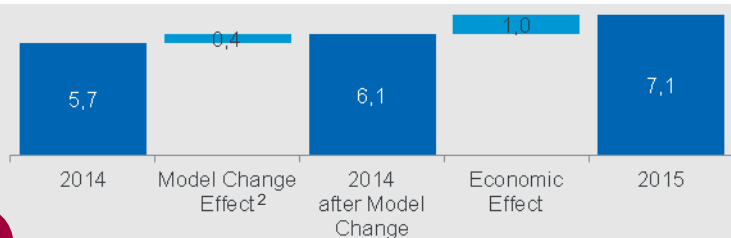
Model Change Effect

- Slight decrease of Own Funds for Primary Life, due to model changes 🏠
- Higher risk margins 🏠

Economic Effect

- Call of hybrids ⬇️
- Interest rate development 📈
- Credit spread widening 🏠
- Retention of profits 📈
- Magallanes goodwill ⬇️
- Higher risk margins 🏠

Solvency Capital Required (€bn)¹



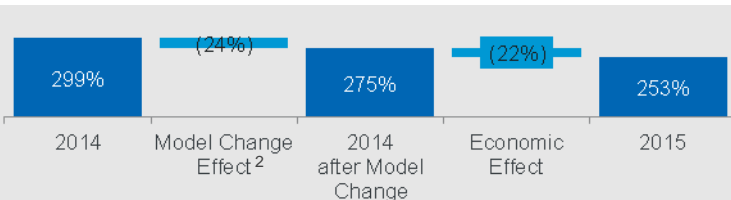
Model Change Effect

- Credit risk 📈
- Interest rate 📈

Economic Effect

- Currency-adjusted (underlying) growth 📈
- Currencies (USD) 🏠
- De-risking in the German Life portfolio ⬇️
- Overall increase of exposures to credit risk 🏠
- Increased credit risk lowering diversification 🏠
- Credit spread widening 🏠

Capital Adequacy Ratio (CAR)¹



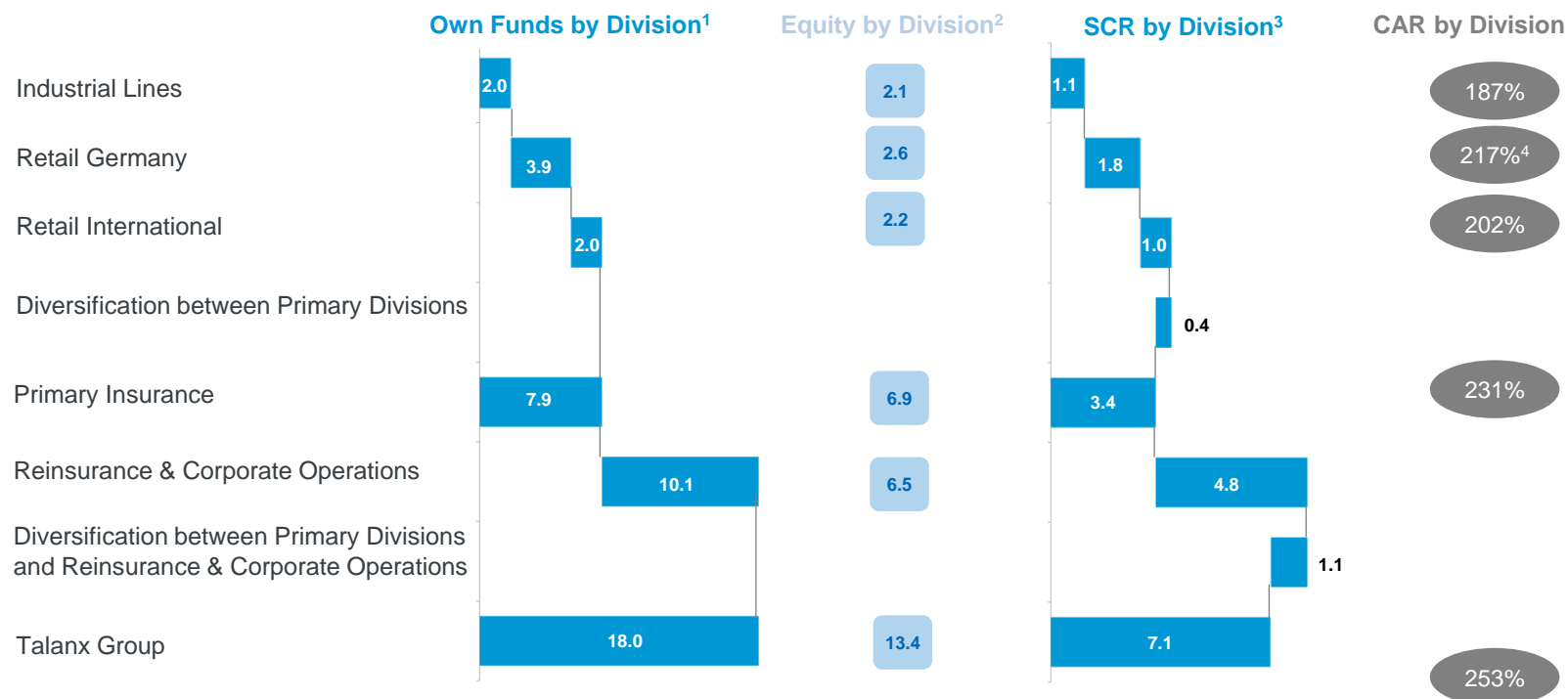
- 🔴 detrimental impact
- 🟡 moderately negative impact
- 🟢 favourable impact

¹ Including non-controlling interests | ² Pre-approval



Few model changes further increasing model robustness

Own Funds, SCR and CAR by Division



¹ Economic View based on Basic Own Funds (including hybrids, surplus funds and non-controlling interests)

² approximated IFRS equity without consideration of consolidation effects

³ Solvency capital requirement; determined according to 99.5% security level, economic view based on Basic Own Funds, including non-controlling interests

⁴ In the internal model view, the CAR of the German Life carriers stand at above 140% overall, for each individually above 100%

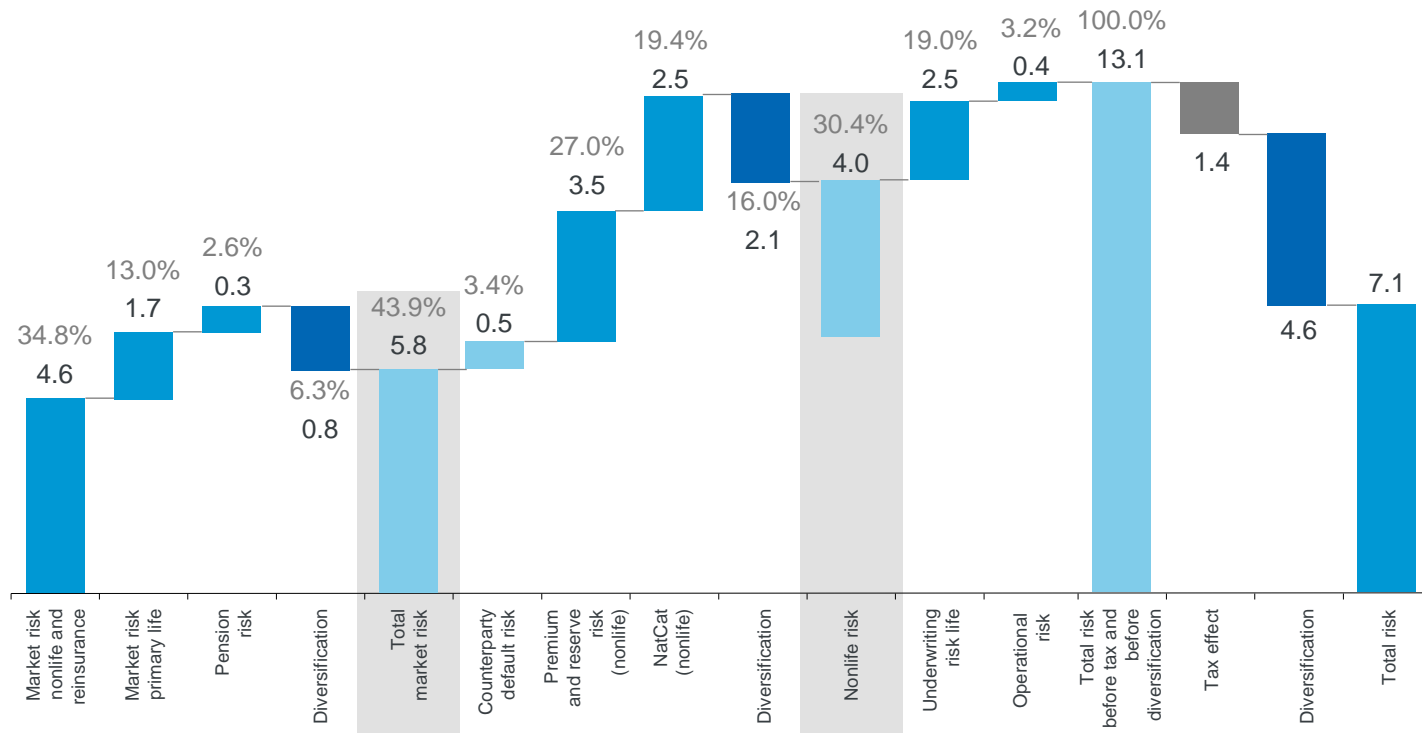


All Divisions well capitalised

Solvency capital requirement split into components

Risk components of Talanx Group¹

(as of 31 December 2015, €bn)



¹ Figures show risk categorisation of the Talanx Group including non-controlling interests. Solvency capital requirement determined according to 99.5% security level for the economic view, based on Basic Own Funds (BOF)



High diversification between risk categories – market risk remains still below 50% threshold

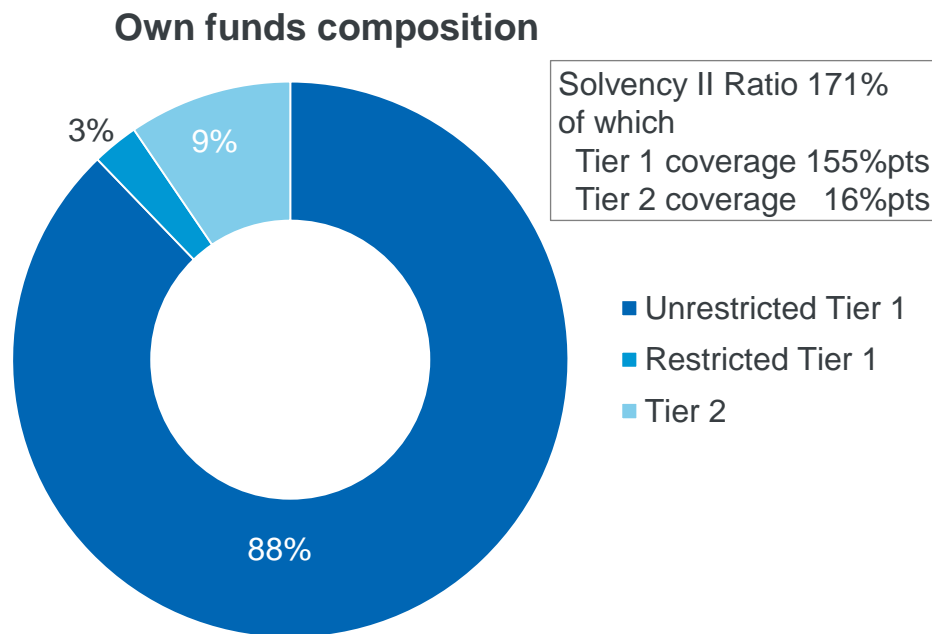
Talanx level	HDI level	Terminology
	in €m	
IFRS total equity	13,431	
- Non-controlling interests	-5,149	
= IFRS shareholders' equity	8,282	
- Goodwill & Intangible assets	-1,936	
+ Valuation adjustments	1,988	
= Shareholders' net assets	8,334	
+ Non-controlling interests (incl. Valuation adjustments)	6,590	
+ Surplus funds (before minorities)	1,581	
= Excess of Assets over Liabilities (EAoL)	16,505	
+ Subordinated liabilities (before minorities)	2,165	
- Own shares	0	
- Foreseeable dividends & distributions	-677	
= Basic Own Funds (Talanx) before deductions	17,993	
		BOF CAR = $17,993 / 7,113 = 253\%$ (BOF/SCR_{BOF})
		Policyholder & Debt investor View
+ HDI V.a.G. (extension from Talanx Group to HDI Group)	1,027	
= Basic Own Funds (HDI) before deductions	19,020	
- Total of non-available own fund items	-5,081	
- Other	-676	
+ Ancillary own funds		
+ Own funds for FCIIF, IORP and entities included	103	
= Total Available Own Funds (AOF)	13,366	
- Effects from tiering restrictions	0	
= Total Eligible Own Funds (EOF)	13,366	
		SII Ratio = $13,366 / 7,826 = 171\%$
		Solvency II View

FCIIF – Financial Credit Institutions and Investment Firms
 IORP – Institutions for Occupational Retirement Provisions

► Figures according to Talanx's standardised terminology

A TERM 2015 – Solvency II Perspective - Tiering

Talanx's Tiering

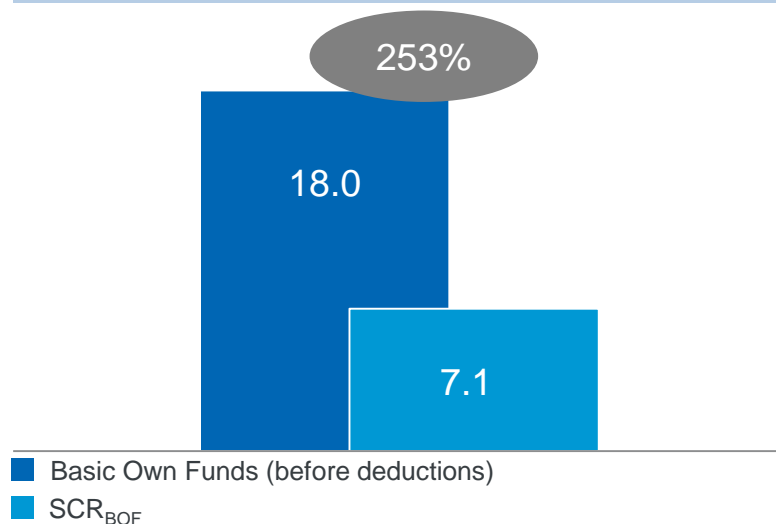
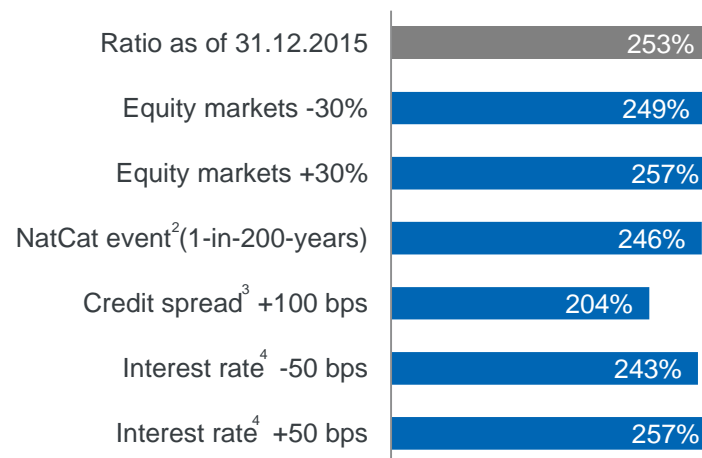


Comments

- The SCR is based on the partial internal model, i.e. operational risk is captured by standardised methods
- The tiering of Talanx compares well with sector peers. 88% of Own Funds consist of unrestricted Tier 1. The Tier 1 coverage stands at 155%
- Tier 2 mainly consists of subordinated bonds issued by Hannover Finance and Talanx Finance

▶ Talanx is very well placed compared to peers

Policyholder & Debt investor View

Estimation of stress impact¹

- Sensitivities are comparable to last year's results which underlines that the risk profile is largely unchanged
- Sensitivities completely calculated in TERM which improves last year's results. However, this effect is leveled out by increased exposures

¹ Estimated BOF CAR changes in case of stress scenarios (stress applied on both Basic Own Funds and capital requirement, approximation for loss absorbing capacity of deferred taxes)

² European storm; net after reinstatement premium, single event

³ The credit spreads are calculated as spreads over the swap curve (credit spread stresses include stress on government bonds)

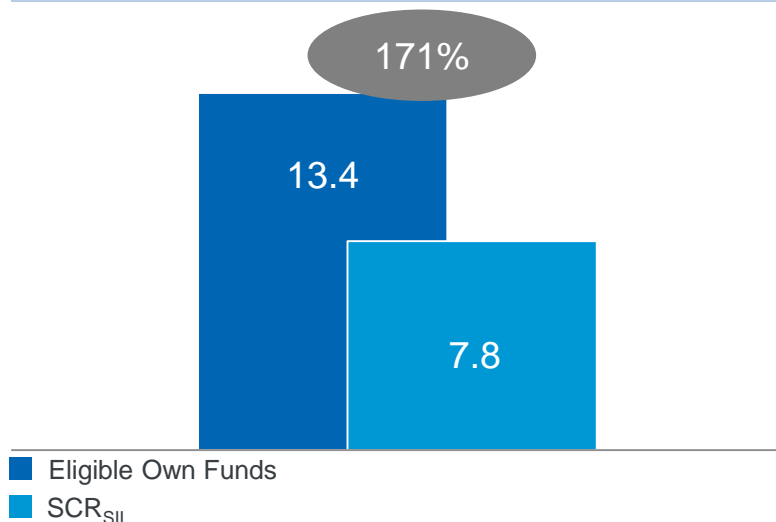
⁴ Interest rate stresses based on non-parallel shifts of the interest rate curve based on EIOPA approach



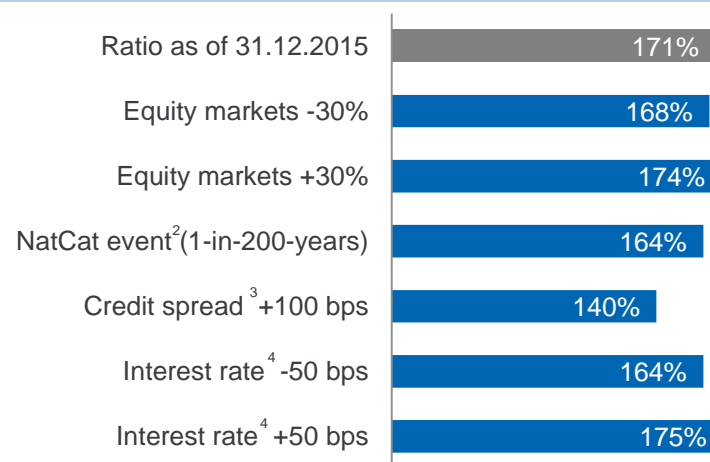
BOF CAR after stresses comfortably above target

A TERM 2015 – Sensitivities of Solvency II Ratio

Solvency II Perspective



Estimation of stress impact¹



- In the Solvency II Perspective, sensitivities are dampened

¹ Estimated solvency ratio changes in case of stress scenarios (stress applied on both Eligible Own Funds and capital requirement, approximation for loss absorbing capacity of deferred taxes)

² European storm; net after reinstatement premium, single event

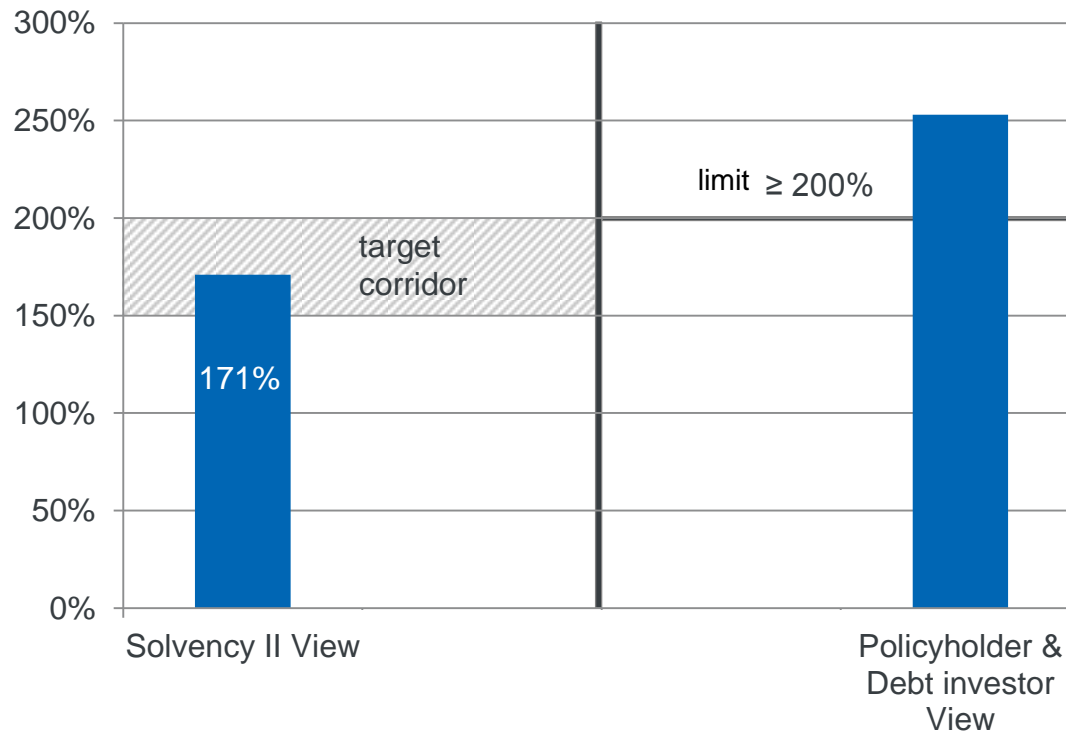
³ The credit spreads are calculated as spreads over the swap curve (credit spread stresses include stress on government bonds)

⁴ Interest rate stresses based on non-parallel shifts of the interest rate curve based on EIOPA approach



Solvency II Ratio after stresses on interest rates, NatCat and equities comfortably above target

Talanx approach



Comments

- For the Solvency II Perspective, Talanx defines a target corridor of 150 to 200%
- For the Policyholder & Debt investor View, a minimum target of 200% is set.
- The latter reflects the concept that is used for risk budgeting and steering at Talanx as it best reflects the economic capital position of the Group



Talanx sets strategic targets for Solvency II Perspective and BOF CAR

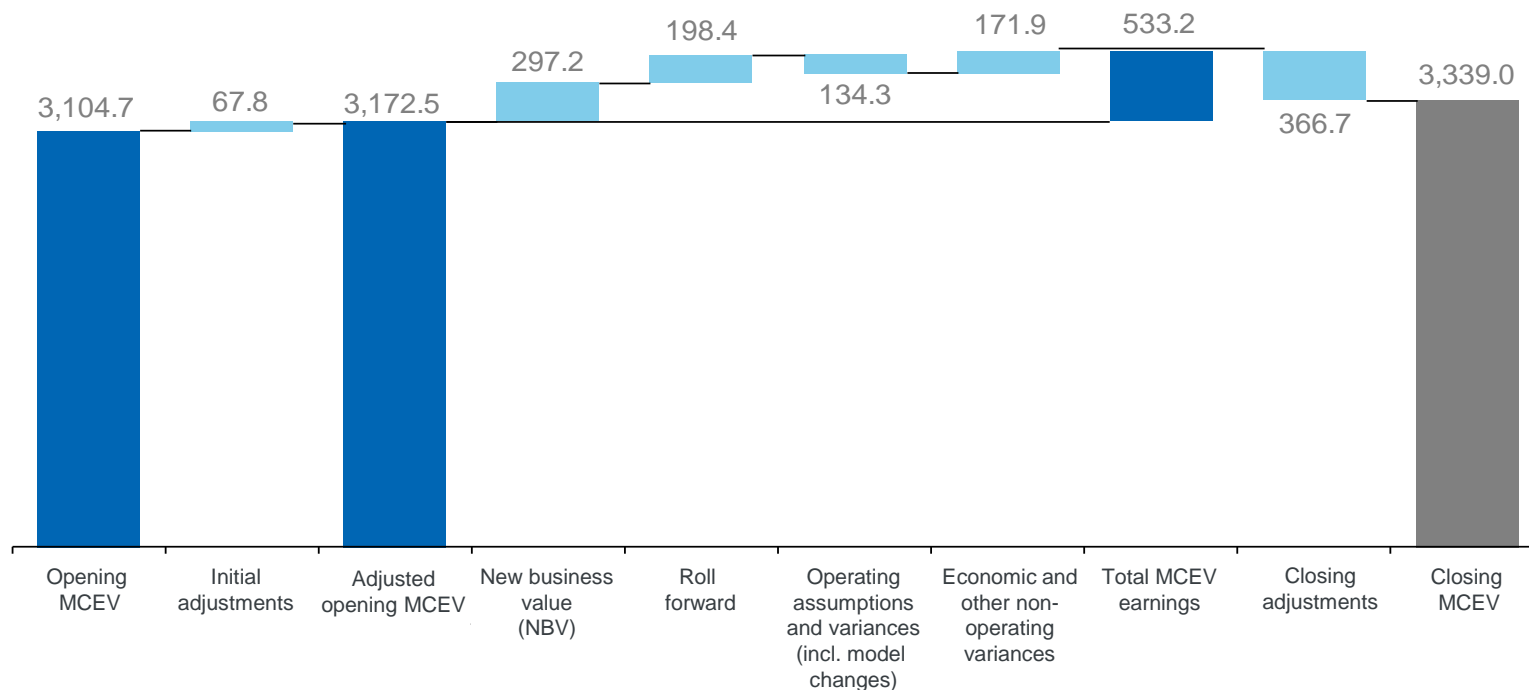
	Primary Insurance						Reinsurance		Talanx		
	Primary D		Primary INT		Total		2015	2014	2015	2014	Change
	2015	2014	2015	2014	2015	2014					
	€m	€m	€m	€m	€m	€m	€m	€m	€m	€m	%
Net asset value (NAV)	671.9	771.2	336.4	303.3	1,008.3	1,074.5	832.9	857.1	1,841.2	1,931.5	-4.7
Present value of future profits (certainty equivalent)	1,050.0	678.1	146.3	123.3	1,196.3	801.4	1,937.4	1,707.8	3,133.7	2,509.2	24.9
Financial options and guarantees (FOGs)	-592.3	-803.7	-34.5	-20.6	-626.8	-824.3	-2.0	-4.7	-628.7	-829.0	24.2
Cost of residual non-hedgeable risks (CoRNHR)	-317.8	-143.6	-19.1	-18.4	-336.9	-162.0	-654.4	-353.5	-991.3	-515.6	-92.3
Cost of required capital (CoRC)	-8.3	5.9	-8.3	-4.3	-16.6	1.6	-59.4	-58.8	-76.0	-57.1	-33.1
Look through and other adjustments	135.9	136.4	-16.4	-18.1	119.4	118.3	-59.2	-52.6	60.2	65.7	-8.3
Value in-force (VIF)	267.5	-127.0	67.9	62.0	335.4	-65.0	1,162.4	1,238.2	1,497.8	1,173.2	27.7
MCEV after minorities	939.4	644.1	404.3	365.3	1,343.7	1,009.4	1,995.3	2,095.2	3,339.0	3,104.7	7.5

- Increase in MCEV mainly stems from domestic business (Primary D) due to slightly higher yields at year-end and due to some positive impact from assumption changes. The MCEV of the International Primary business (Primary INT) is 10.7% up. For Reinsurance, the MCEV slightly decreased mainly due to the increase in the cost of capital factor for CoRNHR from 4.5% to 6% as required by Solvency II alignment (€ -163.3m)
- MCEV explicitly calculated for major Primary Life Insurance carriers in Germany, Italy and Poland¹
- Covered businesses contribute more than 95% of total IFRS net premiums written by Primary Life Insurance and Life/Health Reinsurance businesses of Talanx Group

¹ HDI-, neue leben-, PB and TARGO Lebensversicherung AG, HDI Pensionskasse AG, HDI Assicurazioni S.p.A. Life and Towarzystwo Ubezpieczen na Zycie WARTA S.A., as well as for the active Life and Health reinsurance businesses of Hannover Re

 **MCEV improved on Primary Insurance and Group level**

Movement of Embedded Value (€m)



Primary Ins.	1,009	0	1,009	36	127	137	213	512	(178)	1,344
Reins.	2,095	68	2,163	261	72	(271)	(41)	21	(189)	1,995



Primary Insurance benefits from slightly higher yields and from assumption changes – Reinsurance improved its excellent new business value

	Primary insurance			Reinsurance			Talanx
	NAV	VIF	Total	NAV	VIF	Total	Total
	€m	€m	€m	€m	€m	€m	€m
Opening MCEV	1,074.5	-65.0	1,009.4	857.1	1,238.2	2,095.2	3,104.7
Capital injection	-	-	-	67.8	-	67.8	67.8
Dividend payments	-	-	-	-	-	-	-
Other implications	-	-	-	-	-	-	-
Adjusted opening MCEV	1,074.5	-65.0	1,009.4	924.9	1,238.2	2,163.0	3,172.5
New business value	-4.1	40.2	36.0	-27.2	288.3	261.1	297.2
Expected existing business contribution (reference rate)	0.9	107.4	108.3	4.9	57.4	62.3	170.6
Expected existing business contribution (in excess of reference rate)	0.6	17.9	18.5	9.4	-	9.4	27.9
Transfers from VIF and required capital (RC) to free surplus (FS)	61.3	-61.3	-	144.5	-144.5	-	-
Experience variances	33.9	-5.2	28.7	6.1	-81.8	-75.7	-47.0
Assumption changes	-	231.4	231.4	4.4	61.4	65.9	297.2
Other operating variances	1.5	-125.0	-123.5	-5.4	-255.7	-261.1	-384.6
Operating MCEV earnings	94.2	205.3	299.5	136.6	-74.8	61.8	361.3
Economic variances	19.1	200.9	220.0	21.1	-61.9	-40.8	179.2
Other non-operating variances	-	-7.3	-7.3	-	-	-	-7.3
Total MCEV earnings	113.2	398.9	512.2	157.7	-136.7	21.0	533.2
Closing adjustments	-179.4	1.5	-177.9	-249.7	60.9	-188.8	-366.7
Capital injection	-168.3	1.0	-167.4	-181.0	-	-181.0	-348.3
Dividend payments	-10.1	-	-10.1	-73.5	-	-73.5	-83.6
Change in currency exchange rates	-1.0	0.5	-0.4	4.9	60.9	65.8	65.3
Closing MCEV after minorities	1,008.3	335.4	1,343.7	832.9	1,162.4	1,995.3	3,339.0

VIF = Value In Force
NAV = Net Asset Value

Comments

Primary insurance

- Increase in MCEV mainly due to slightly higher yields and due to assumption changes
- International business developed positively although the operating increase in MCEV was slightly offset by the negative effect of the new Polish tax legislation (impact projected into infinity for € -7.3m)

Reinsurance

- The excellent new business value of Reinsurance is overcompensated by the increase in the cost of capital factor, further model changes as well as experience variances



Significant increase in MCEV for Primary Insurance while MCEV for Reinsurance is slightly down

	Primary insurance				Reinsurance		Talanx		
	D	INT	Total		2015	2014	2015	2014	Change
	2015	2015	2015	2014					
€m	€m	€m	€m	€m	€m	€m	€m		
Profit/Loss on new business	2.9	-7.0	-4.1	-3.9	-27.2	-33.4	-31.3	-37.3	16.1
Present value of future profits (certainty equivalent)	75.1	28.7	103.8	71.0	384.3	318.4	488.2	389.4	25.4
Financial options and guarantees (FOGs)	-20.7	-6.6	-27.3	-46.0	0.0	0.0	-27.3	-46.0	40.6
Cost of residual non-hedgeable risks (CoRNHR)	-25.7	-4.2	-29.9	-14.7	-77.1	-50.9	-107.1	-65.6	-63.1
Cost of required capital (CoRC)	-2.4	-1.8	-4.2	4.2	-7.5	-8.9	-11.7	-4.7	-149.5
Look through and other adjustments	0.6	-2.9	-2.3	-1.4	-11.4	-8.7	-13.6	-10.1	-35.3
New business value after minorities	29.9	6.2	36.0	9.2	261.1	216.5	297.2	225.7	31.7
New business margin	1.1%	0.8%	1.0%	0.2%	3.9%	4.1%	2.9%	2.4%	20.5%

Comments

- Significant increase in new business value (NBV) of domestic Primary Insurance (2015: €29.9m; 2014: €2.7m) due to a recovery of new business profitability. This results from a somewhat more favourable interest outlook and, in particular, from an improved business mix
- NBV of international Primary Insurance virtually flat (2015: €6.2m, 2014: €6.5m). The increase of NBV in Italy is offset by an decrease in profitability in the Polish insurance market due to the new tax law
- Reinsurance improved its excellent NBV from last year (2015: €261.1m, 2014: €216.5m)



Significant increase in Talanx's new business value due to improvements both on the domestic Primary Insurance as well as on the Reinsurance side

	Primary insurance				Reinsurance		Talanx	
	D	INT	Total		2015	2014	2015	2014
	2015	2015	2015	2014				
	€m	€m	€m	€m	€m	€m	€m	€m
MCEV after minorities	939.4	404.3	1,343.7	1,009.4	1,995.3	2,095.2	3,339.0	3,104.7
	%	%	%	%	%	%	%	%
Mortality/Morbidity +5% (non-annuity)	-3.7	-2.1	-3.2	-5.3	-34.9	-29.3	-22.2	-21.5
Mortality/Morbidity -5% (non-annuity)	3.8	2.1	3.3	5.3	35.2	29.6	22.4	21.7
Mortality +5% (annuity)	4.7	-0.0	3.3	5.7	8.5	6.1	6.4	6.0
Mortality -5% (annuity)	-5.0	0.0	-3.5	-6.3	-9.0	-6.5	-6.8	-6.4
Lapse rate +10%	-1.4	-1.1	-1.3	-1.4	-7.3	-6.0	-4.9	-4.5
Lapse rate -10%	1.6	1.2	1.5	1.8	8.9	7.2	5.9	5.5
Maintenance expenses +10%	-10.5	-2.4	-8.1	-13.8	-2.8	-2.6	-4.9	-6.2
Maintenance expenses -10%	10.4	2.4	8.0	13.5	2.9	2.5	5.0	6.1
Yield curve +1%	19.6	-10.4	10.5	40.3	-5.7	-4.9	0.8	9.8
Yield curve -1%	-63.8	1.1	-44.3	-84.8	7.1	6.6	-13.6	-23.1
Swaption implied volatilities +25%	-7.9	-4.7	-7.0	-16.4	-	-0.2	-2.8	-5.4
Equity and property value +10%	7.3	1.6	5.6	7.9	0.0	0.0	2.3	2.6
Equity and property value -10%	-7.8	-2.6	-6.2	-7.9	-0.0	-0.0	-2.5	-2.6
Equity option volatilities +25%	-1.7	-0.0	-1.2	-2.2	-	-0.0	-0.5	-0.7
CoRNHR: Cost of capital rate 4.5% ¹	8.5	1.2	6.3		8.2		7.4	

Comments

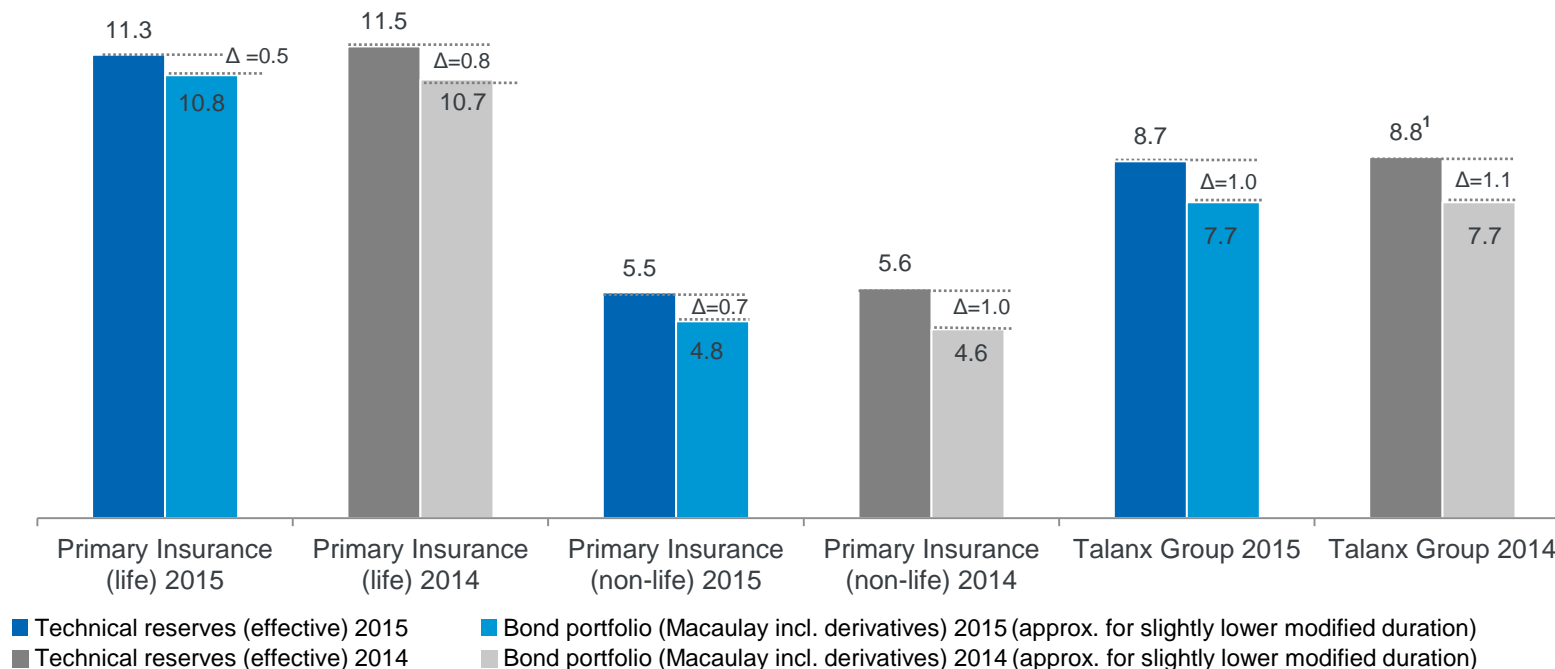
- MCEV sensitivities for interest rate changes in Primary Insurance have significantly reduced
- Other sensitivities are more stable compared to the previous year
- For Primary Insurance most sensitivities have decreased in absolute terms
- Higher MCEV levels in domestic business contribute to the overall decline in Primary Insurance sensitivities in percentage terms

¹ For comparison purposes the calculation with the former cost of capital rate (4.5% - now 6%) in the CoRNHR is shown as a sensitivity.



Sensitivities on Group level have considerably lowered

Durations of technical reserves and bond portfolio, 2015 and 2014



Note: Effective duration bases on the concept of modified duration, i.e. indicates a relative change in portfolio/asset values in terms of interest rate changes. It additionally takes embedded options and guarantees into account. It recognises that surplus funds and taxes act as a buffer that bears parts of potential negative effects from interest rate declines.

¹ Retroactively the 2014 number for the Group has been adjusted from 8.6 to 8.8. The increase results from true-up effects reflecting a more precise calculation of consolidation effects.



Duration gaps have somewhat narrowed

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