

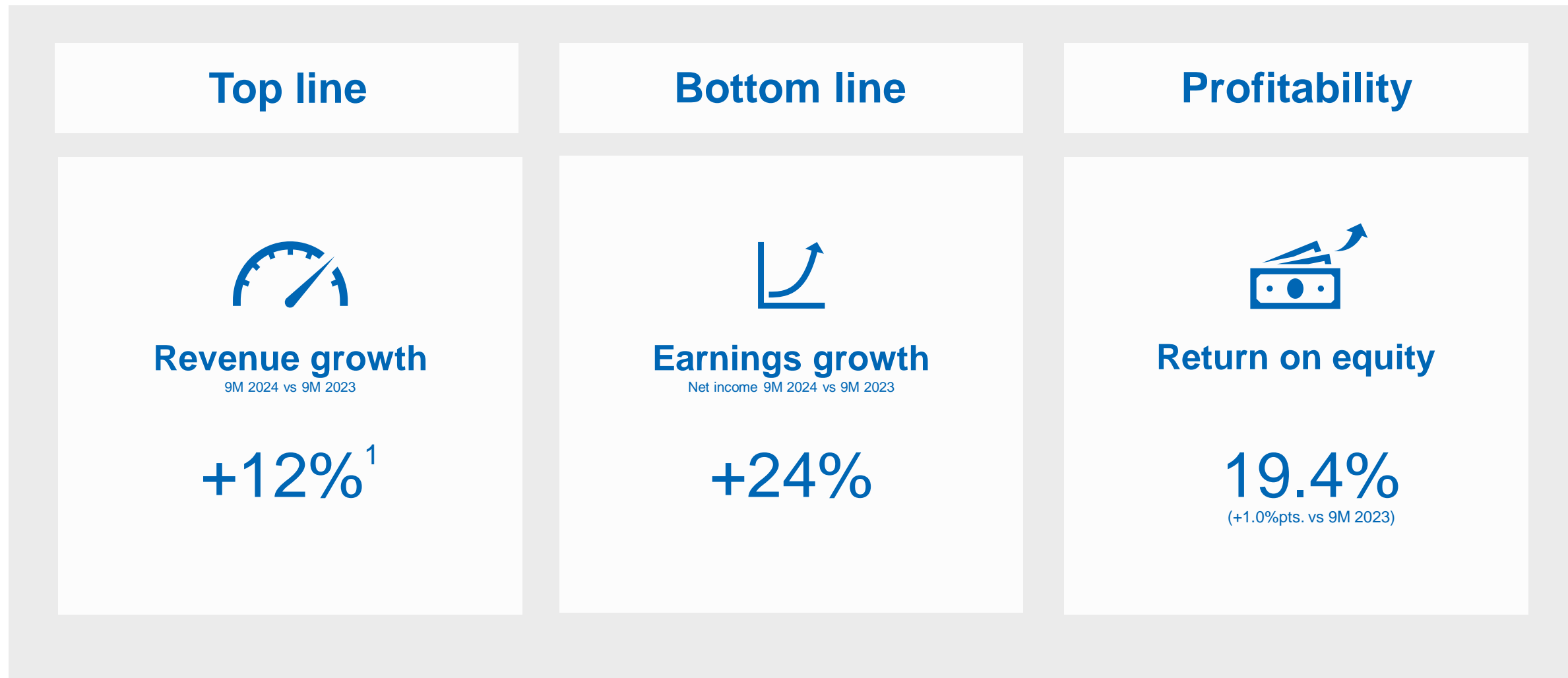


# ■ 9M 2024 Results

Jan Wicke, CFO

14 November 2024

■ Bottom line growing twice as fast as top line



<sup>1</sup> Currency adjusted:13%

# Agenda

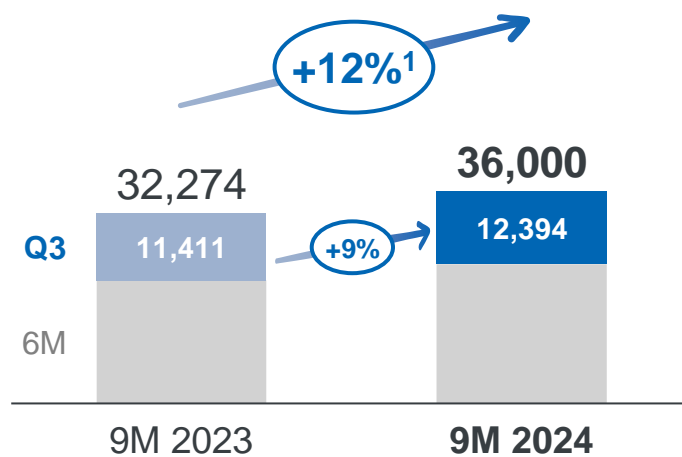


- 1** Group financials
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# 1 Profits at new record level

## Insurance revenue

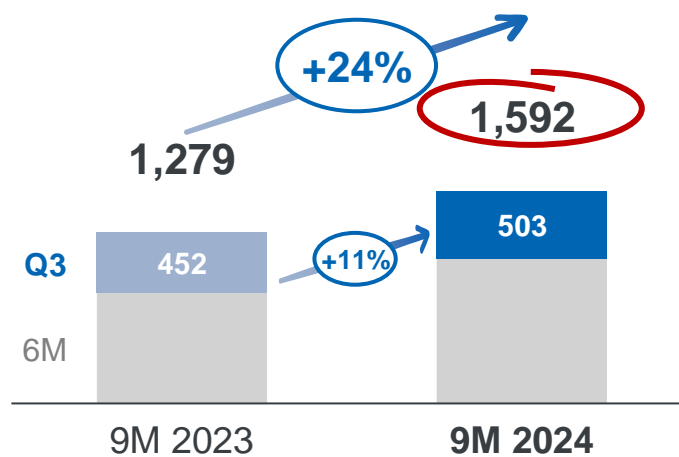
in EURm



Primary Insurance remains key top-line driver<sup>2</sup>

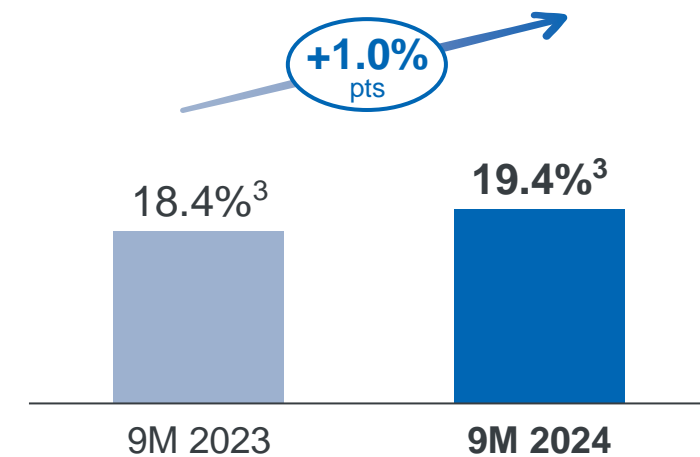
## Group net income

in EURm



Group earnings after 9M already exceeds FY 2023 level

## Return on equity



Strong technical profitability amplified by rising investment income

<sup>1</sup> Currency adjusted:13% | <sup>2</sup> YoY growth Primary Insurance +20% (excl. acquisitions: +8%) | <sup>3</sup> Return on equity for Q3 2023 = 19.0% and for Q3 2024 = 17.9% (Q3 2024 vs Q3 2023 = -1.0%pts)

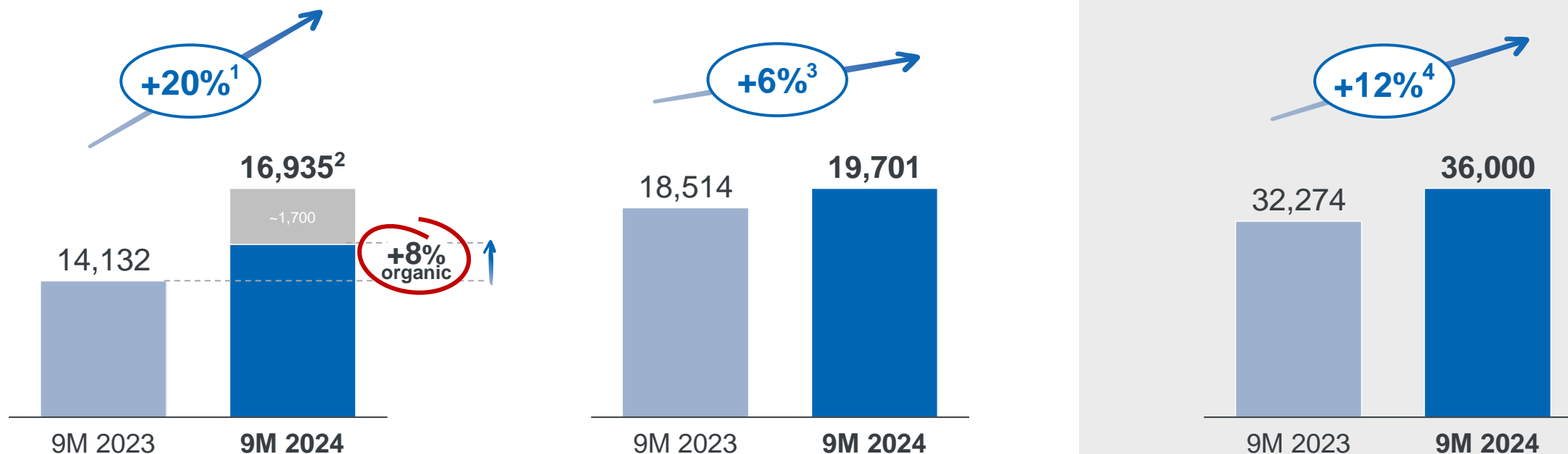
# 1 Primary Insurance is a key top-line driver

## Primary Insurance

## Reinsurance

## Group

Insurance revenue, in EURm



Note: Primary Insurance is the sum of Corporate & Specialty, Retail Germany and Retail International.

1 Currency-adjusted: +23% | 2 Thereof ~ EUR 1.7bn from acquisitions | 3 Currency-adjusted: +7% | 4 Currency-adjusted: +13%

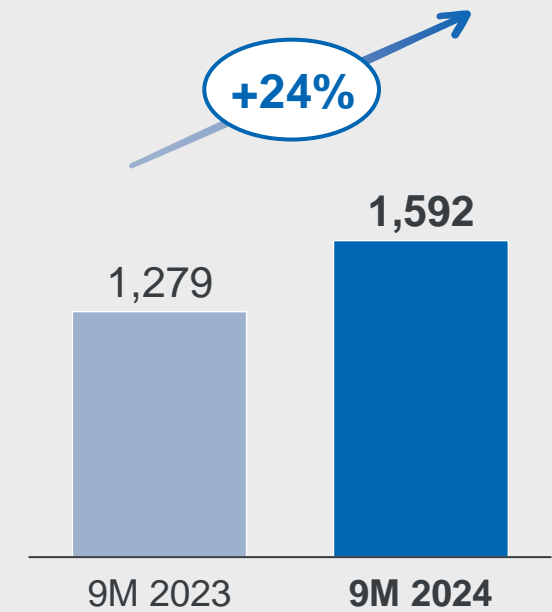
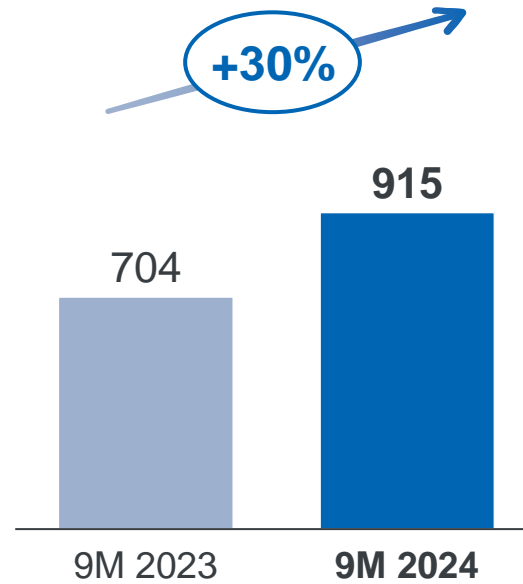
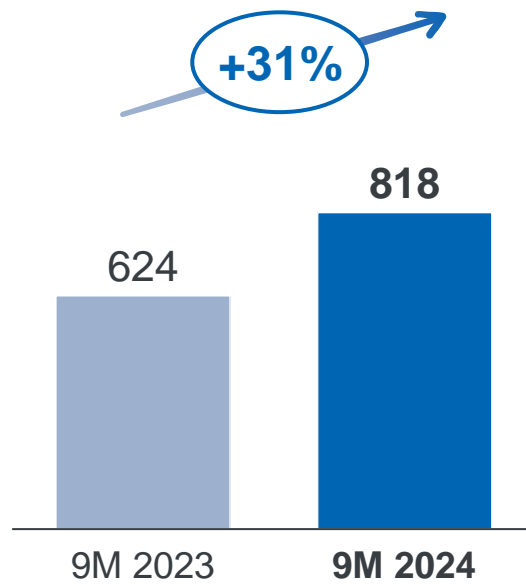
# 1 Profitability continues to rise strongly ...

## Primary Insurance

## Reinsurance

## Group

Net income, in EURm

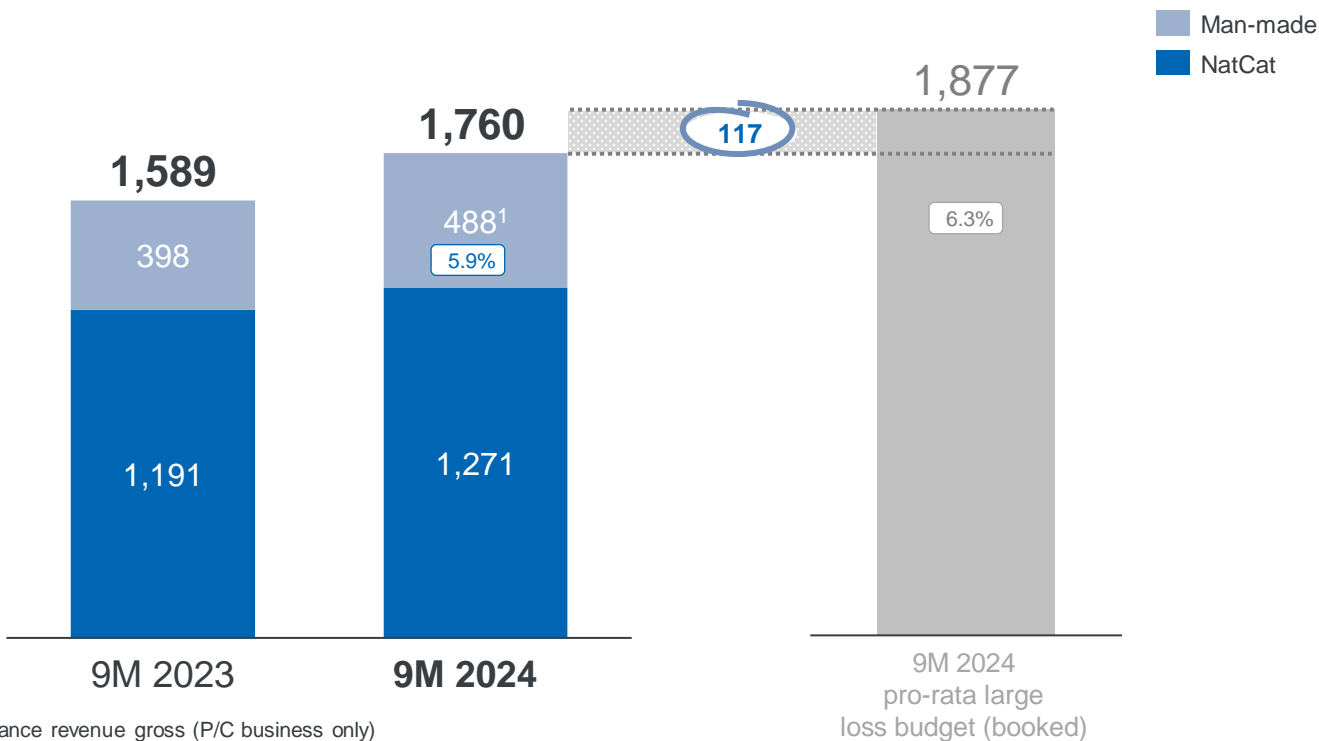


Note: Primary Insurance is the sum of Corporate & Specialty, Retail Germany and Retail International.

# 1 ... despite elevated large losses

## Net large losses

in EURm



   = in % of insurance revenue gross (P/C business only)

Note: Definition "large loss": In excess of EUR 10m gross in either Primary Insurance or Reinsurance  
 1 Includes EUR 100m losses booked for the collapse of the bridge in Baltimore | 2 Hurricane Milton is a Q4 2024 event

### TOP 3 large losses<sup>2</sup>

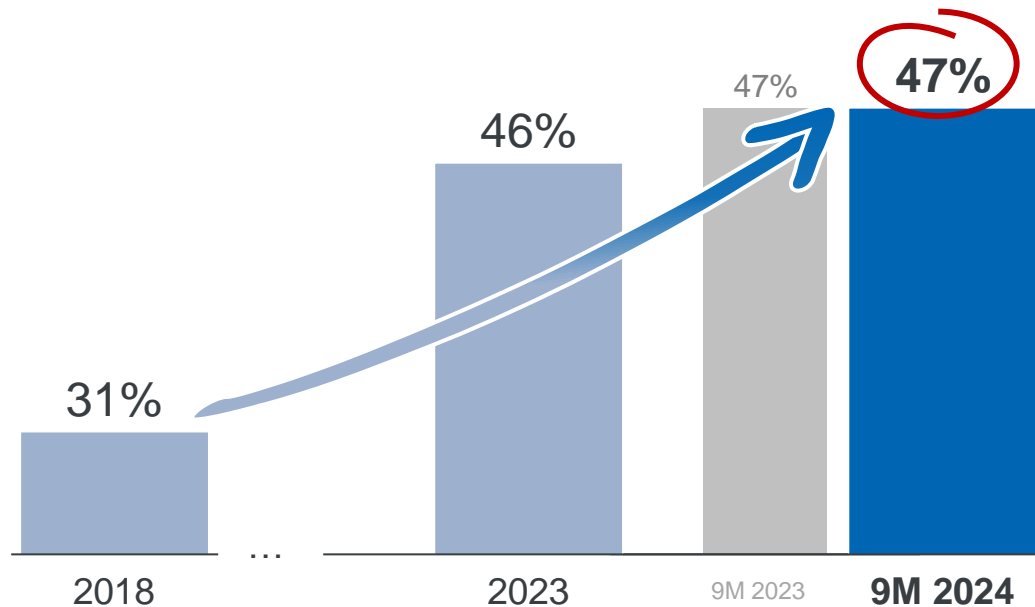
Flood Eastern Europe EUR 265m  
 Hurricane Helene EUR 180m  
 Flood Germany EUR 135m

Floods and rains dominating NatCat events in 9M – hurricane season strong but less severe than initially expected

EUR 117m unutilised large loss budget available for Q4 2024

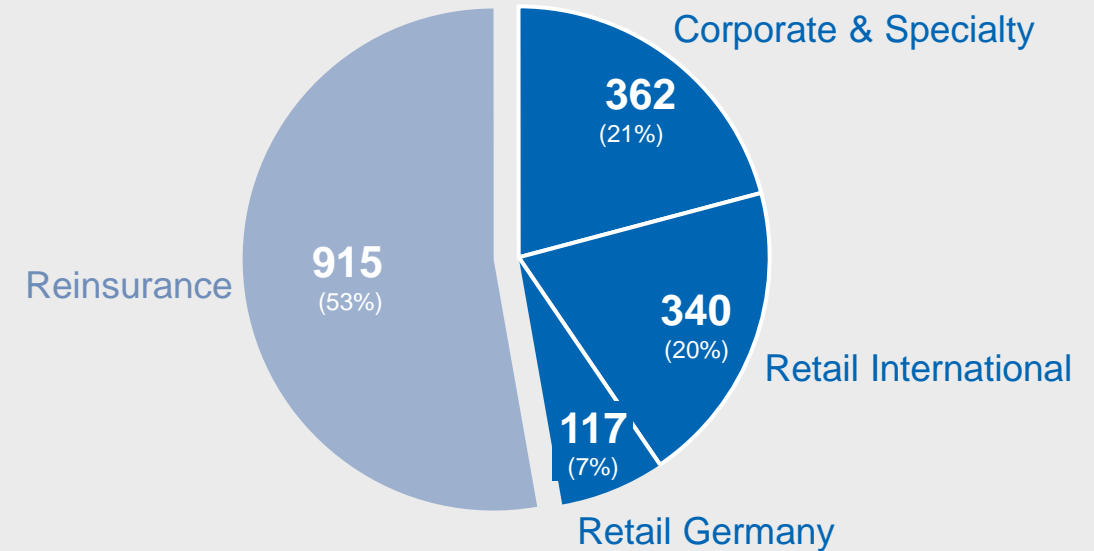
# 1 Close to 50/50 profit split between Primary Insurance and Reinsurance

## Primary Insurance contribution to group net income



## Net income split

9M 2024, in EURm



Note: Primary Insurance is the sum of Corporate & Specialty, Retail Germany and Retail International. Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation. Sums may not add up due to rounding differences



# 1 Net income guidance for FY2024 raised to more than EUR 1.9bn

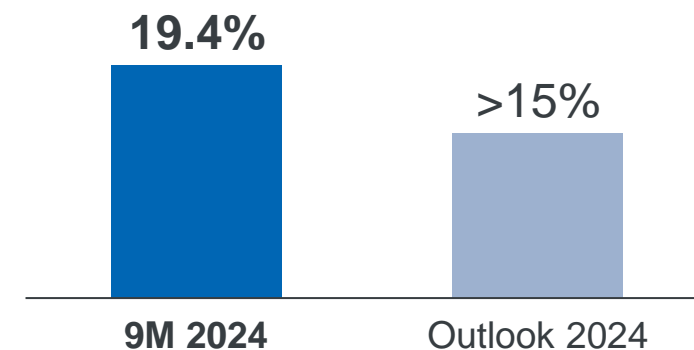
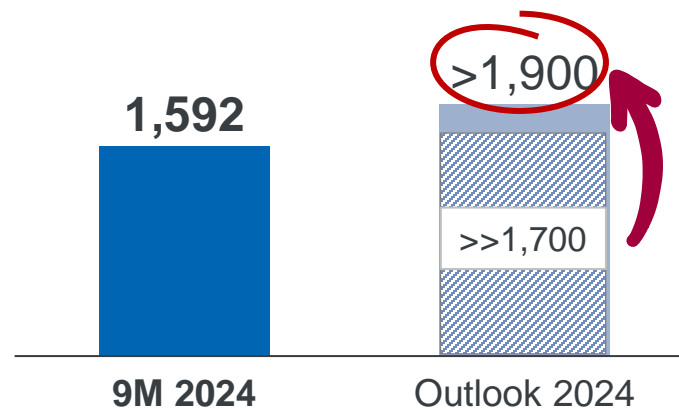
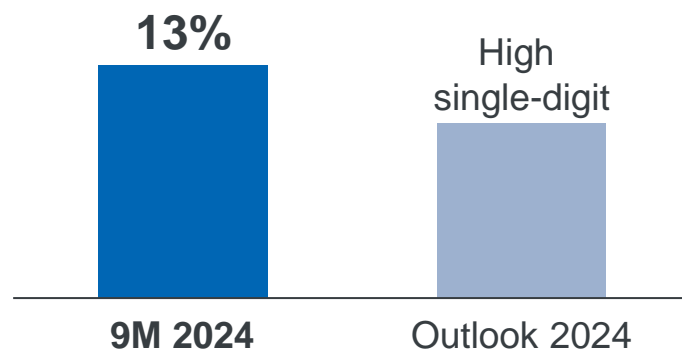
## Insurance revenue growth

(FX-adjusted)

## Group net income

## Return on equity

in EURm



Note: All targets are subject to large losses not exceeding the large loss budget, 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 IFRS 9 accounting standard for the valuation of the investment portfolio.

# ■ Agenda

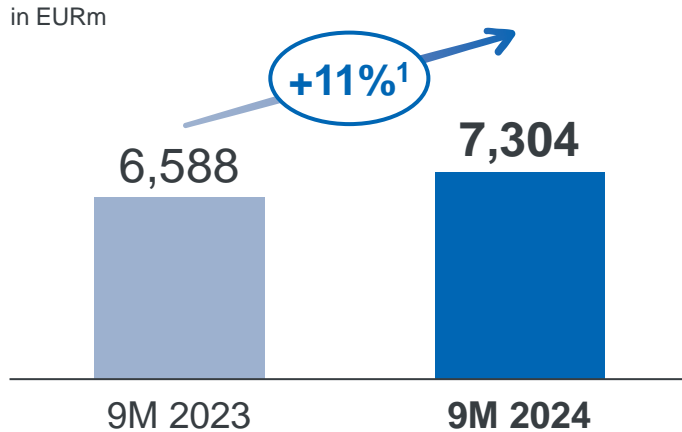


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# Corporate & Specialty

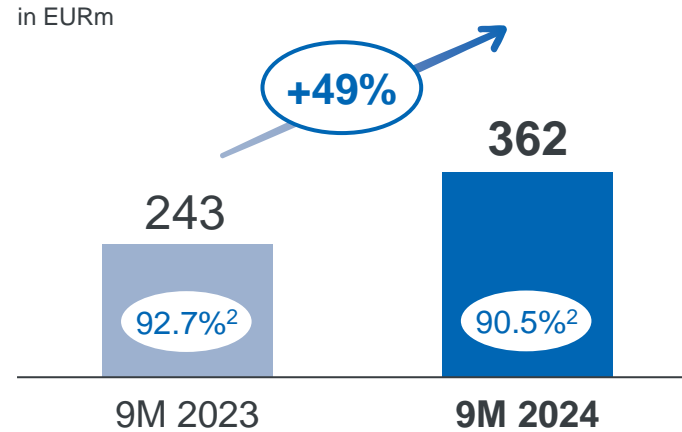
## 2 Profitable growth based on strong underwriting

### Insurance revenue



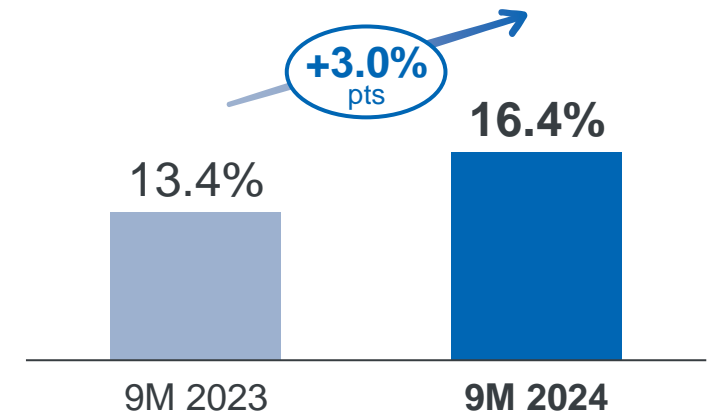
Rate changes  
compensate claims inflation

### Group net income



Strong underwriting performance  
despite elevated level of  
large losses³

### Return on equity



Technical performance supported  
by improved investment income⁴

○ = Combined ratio (net / gross) Property / Casualty

1 Currency-adjusted: +11% | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance | 3 Incurred large losses 9M 2024: EUR 313m (9M 2023: EUR 267m) translates into 4.3%-pts (9M2023: 4.1%-pts) vs booked budget 9M 2024 EUR 361m (9M 2023: EUR 283m) translates into 4.9%pts (9M 2023: 4.3%-pts); Q3 2024 incurred losses of EUR185m (Q3 2023: EUR 133m) translate into 7.4%-pts (Q3 2023: 5.6%-pts)  
4 Net insurance finance and investment result improved from 9M 2023 EUR 22m to 9M 2024 EUR 65m; RoI 9M 2024: 2.5% vs RoI 9M 2023: 1.5%

# Retail International

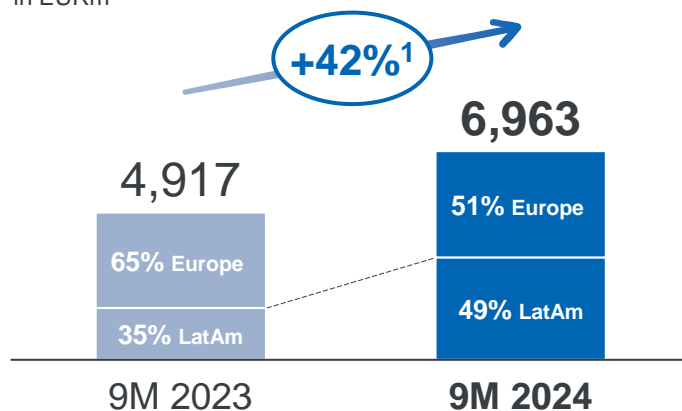
## 2 Strong growth in both top and bottom line

### Insurance revenue

### Group net income

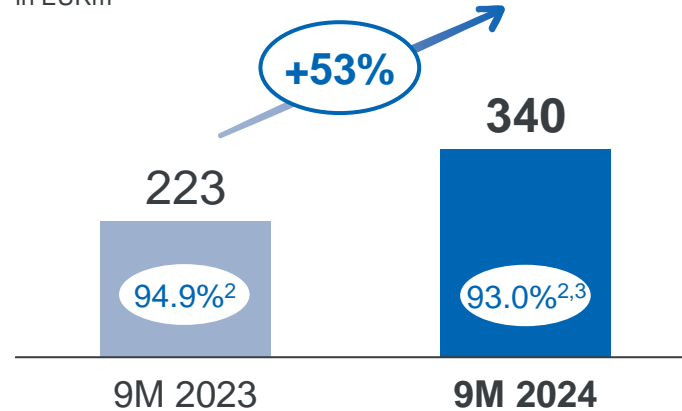
### Return on equity

in EURm

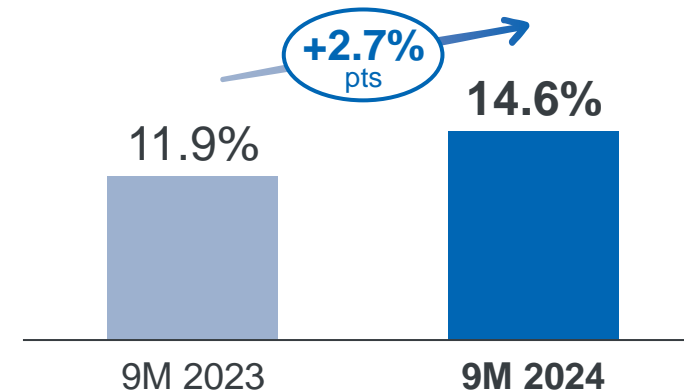


Double-digit organic growth<sup>1</sup> and better-balanced regional business split

in EURm



Improved profitability despite Nat Cat losses<sup>3</sup> and integration efforts related to LatAm acquisition



Improved RoE despite partial (internal) equity funding of LatAm acquisition

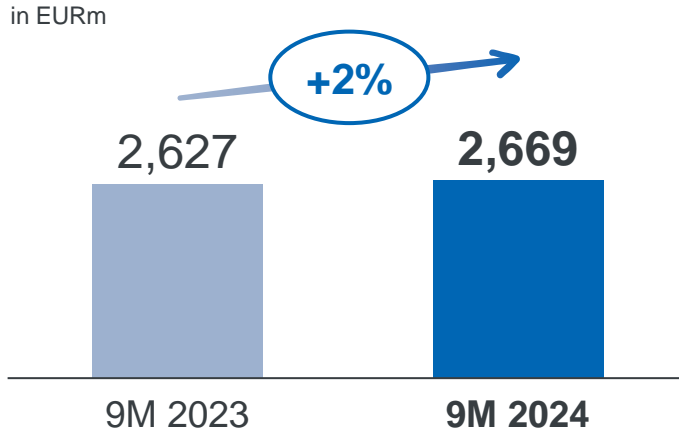
= Combined ratio (net / gross) Property / Casualty

<sup>1</sup> Currency-adjusted: +51% (organic growth currency-adjusted: 18%) Accounting effect related to first-time consolidation of the LatAm acquisition overstates top-line growth by ca. 4%p | <sup>2</sup> Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance | <sup>3</sup> Floods in Eastern Europe (EUR 31m) and storms and floods in Chile (EUR 18m); 9M 2024 incurred large losses of EUR 72m translate into 1.1%-pts (9M 2023: EUR 32m translating into 0.7%-pts)

# Retail Germany

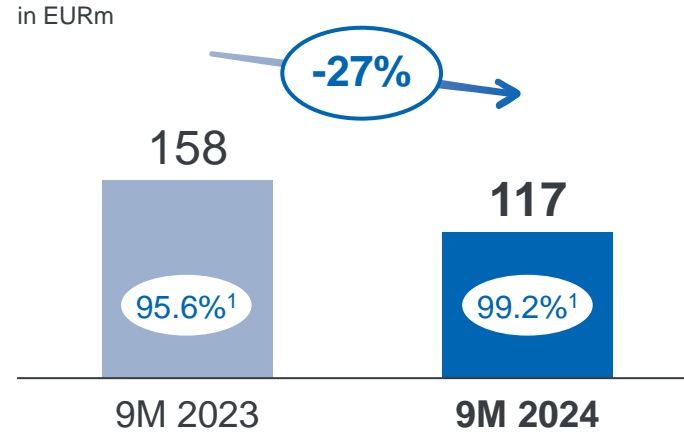
## 2 Repricing not yet reflected in profitability

### Insurance revenue



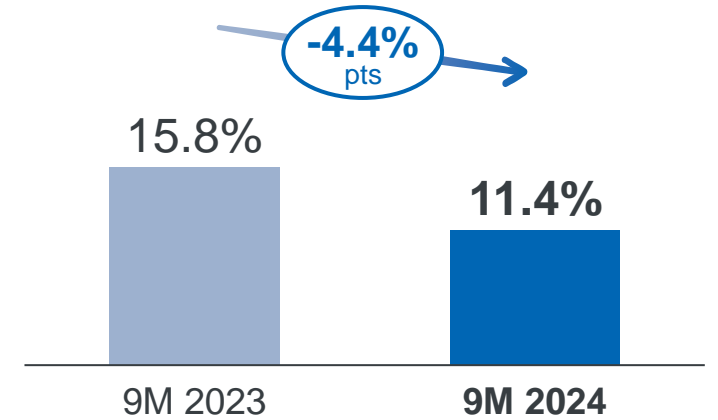
More selective underwriting and repricing for large parts of P/C portfolio

### Group net income



Repricing not yet reflected in current year performance

### Return on equity<sup>2</sup>



On track for full-year guidance

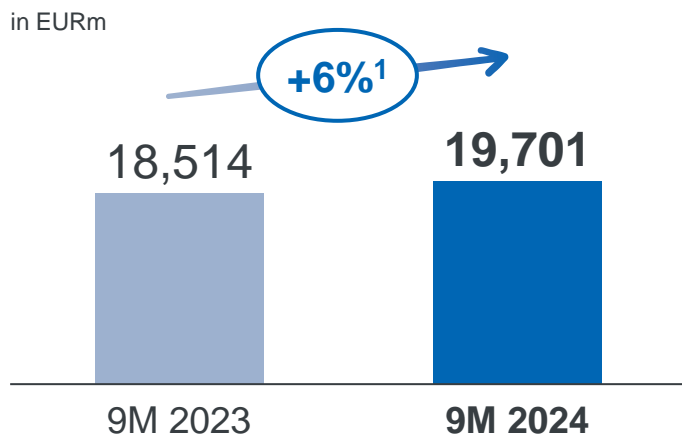
= Combined ratio (net / gross) Property / Casualty

<sup>1</sup> Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance | <sup>2</sup> RoE is including Asset Management contribution; RoE without Asset Management contribution was 14.2% for 9M 2023 and was 9.8% for 9M 2024

# Reinsurance

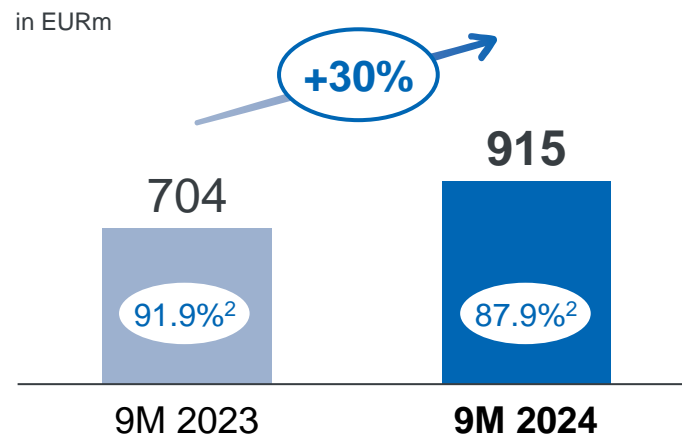
## 2 Strong RoE of 23%, clearly beating ambition level

### Insurance revenue



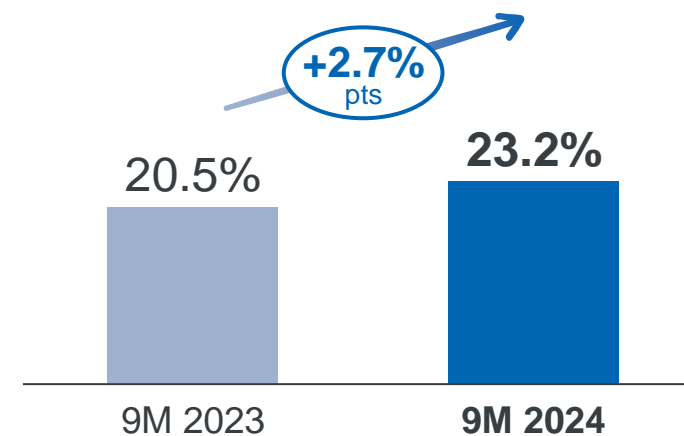
Continued growth in a favourable market environment

### Group net income



Attractive underlying profitability supported by one-time tax benefit

### Return on equity



Strong performance

= Combined ratio (net / net) Property / Casualty

1 Currency-adjusted +7% | 2 Combined ratio (net / net): Insurance service expenses after reinsurance divided by insurance revenue after reinsurance

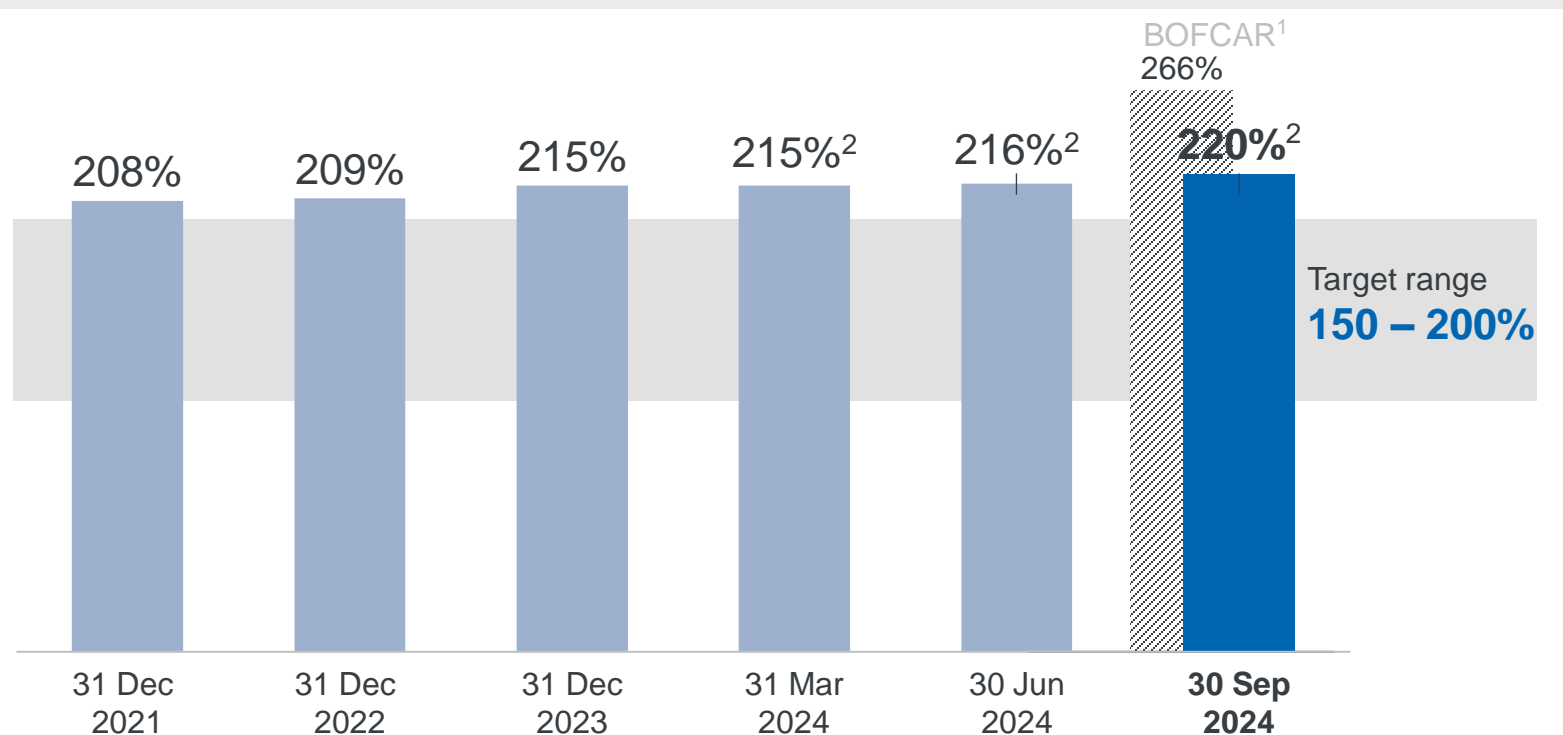
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### 3 Capital position stable and strong

## High solvency



## Strong ratings

**S&P Global**  
Ratings

**A+**  
(stable)

**AM**  
**BEST**  
SINCE 1899

**A+**  
(stable)

Note: Insurer Financial Strength Rating

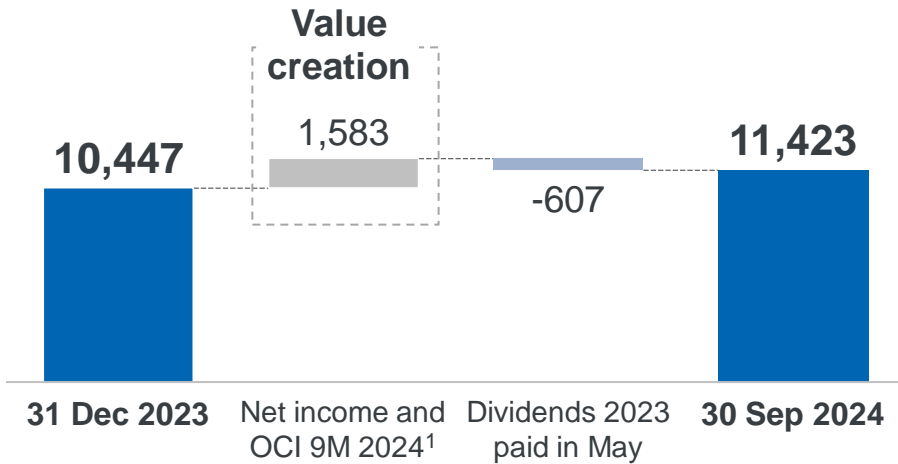
Note: Solvency 2 ratio of HDI Group as the regulated entity, as of period end excluding transitional measures. Due to a recalculation of the transitional measures, the Solvency 2 ratio including transitional measures as of 30 Sep 2024 is also 220%. | 1 Economic funds excl. regulatory haircut for Hannover Re minorities and without deduction for the expected full financial year 2024 dividend to be paid in 2025. | 2 After deduction for the expected full financial year 2024 dividend to be paid in 2025. The numbers published previously for 31 March 2024 (217%) and 30 June 2024 (218%) did not reflect such a reduction.



### 3 Intrinsic value per share increased to EUR 74.40

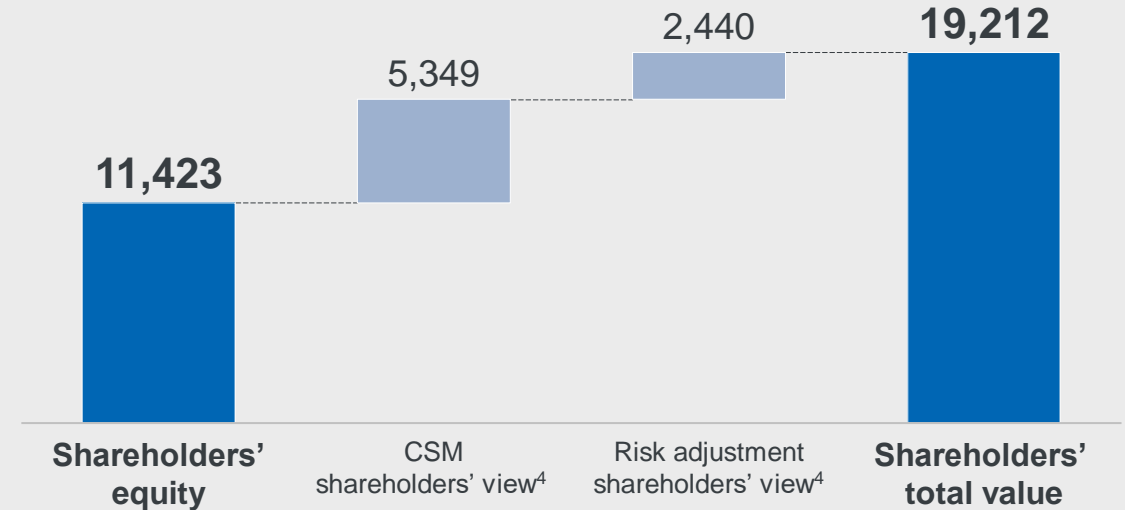
## Shareholders' equity development

After taxes and minorities, in EURm



## Shareholders' capital components

After taxes and minorities, as of 30 Sep 2024, in EURm



### Value per share<sup>2</sup>

in EUR

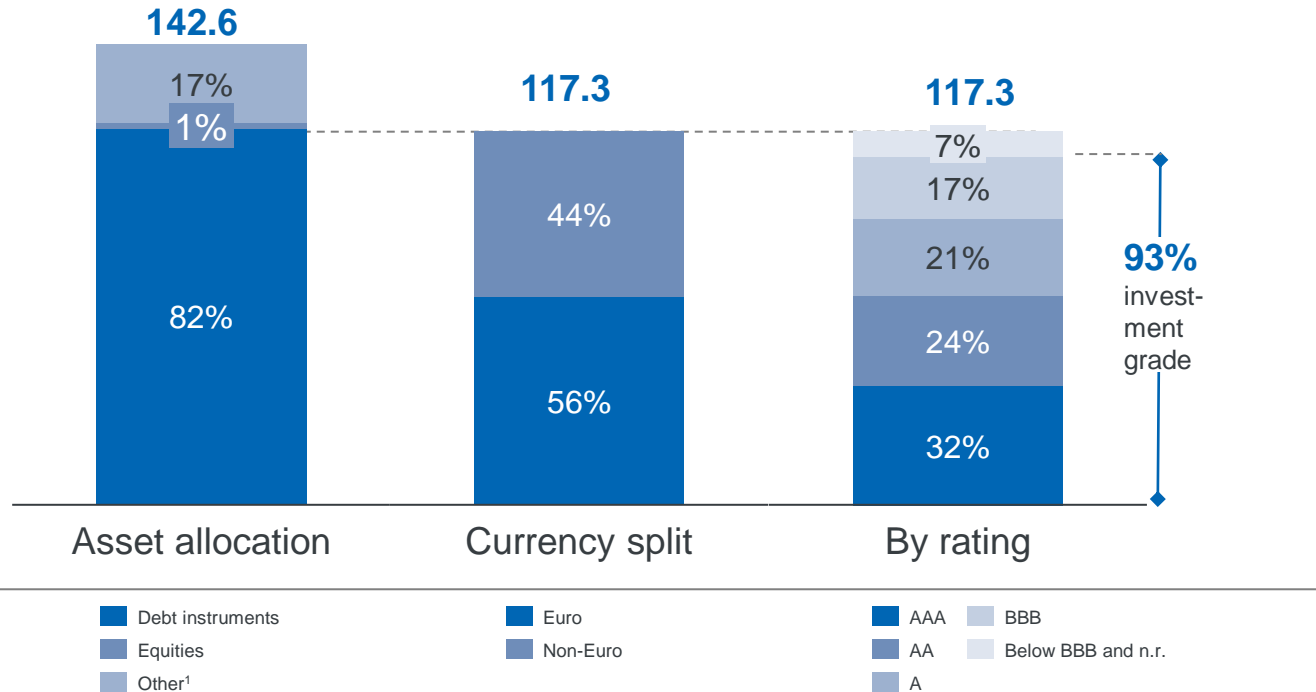


1 Net income (EUR 1,592m) and Other Comprehensive Income after minorities | 2 Based on 258,228,991 shares | 3 Incl. goodwill (shareholder's equity excl. goodwill: EUR 37.96) | 4 Based on flat / average tax rates and minorities

### 3 Unchanged low-beta strategy with high-quality investment portfolio

## Investments for own risk

in EUR bn



Main part (82%) of assets invested in debt instruments

Debt instruments mainly (93%) invested in investment grade

Market value of debt instruments started to increase with declining interest rates

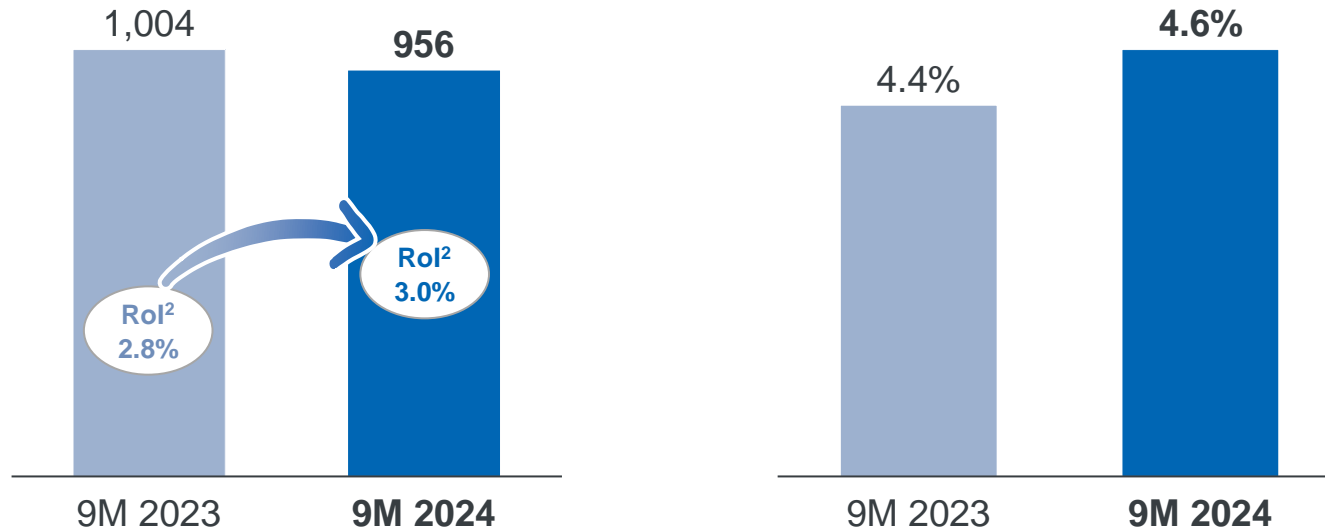
Note: "Below BBB and n.r." includes non-rated bonds  
<sup>1</sup> Includes mainly private equity, real estate and infrastructure investments

### 3 Return on investment benefits from past portfolio management actions

## Net insurance finance and investment result<sup>1</sup>

## ∅ Reinvestment yield<sup>3</sup>

in EURm



Strong ordinary investment result +EUR 468m versus 9M 2023 reflects higher interest rates in bond portfolio

EUR 127m realised losses on bond portfolio in P/C

EUR 257m real estate write-downs with EUR 78m net income impact

<sup>1</sup> Before currency effects

<sup>2</sup> Net return on investments for own risk: Income from investments for own risk divided by average investments for own risk

<sup>3</sup> On debt instruments

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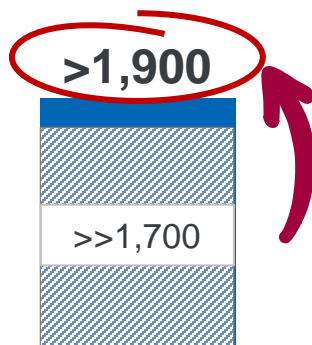


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## 4 Net income ambition for FY 2025 more than EUR 2.1bn

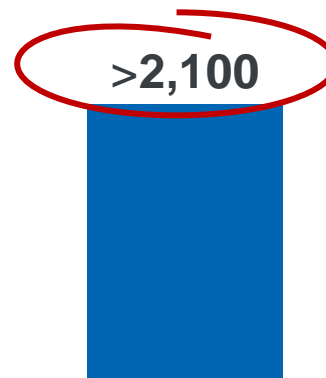
### Group net income

2024



Exceeding and delivering initial target of EUR 1.6bn for FY 2025<sup>1</sup> one year early

2025



Shifting gears with higher ambition level for next phase

### Dividend per share



EUR 2.50<sup>2</sup>  
(to be paid in 2025)



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.

<sup>1</sup> According to financial promises 2023-2025 communicated on Capital Markets Day 6<sup>th</sup> of Dec 2022 | <sup>2</sup> Subject to supervisory board and AGM approval

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# 5 Talanx Primary Insurance and Reinsurance Contributions to net income

Net income attributable to Talanx AG shareholders, in EURm

		1	2	3	4	5	6	7	8
		Corporate & Specialty	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Consolidations	Talanx Group
IFRS 4	2018	-16	102	161	247 31%	540 69%	-80	-4	703
	2019	103	133	164	400 39%	619 61%	-97	1	923
	2020	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 17	2023	351	161	277	790 46%	917 54%	-87	-38	1,581
	9M 2024	362	117	340	818 47%	915 53%	-162	21	1,592

Note: Primary Insurance is the sum of Corporate & Specialty, Retail Germany and Retail International. Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation

## 5 9M 2024 and 9M 2023 results overview – Talanx Group

EURm	9M 2023	9M 2024	9M 2024 / 9M 2023
<b>Insurance revenue (gross)</b>	<b>32,274</b>	<b>36,000</b>	<b>11.5%</b>
<b>Insurance service result (net)</b>	<b>2,577</b>	<b>3,745</b>	<b>45.3%</b>
<i>thereof Non-Life</i>	1,675	2,630	57.0%
Net investment income for own risk	2,657	3,105	16.9%
Result from unit-linked contracts	707	1,476	108.7%
Net insurance finance result before currency effects	-2,360	-3,625	-53.6%
<b>Net insurance finance and investment result before currency effects</b>	<b>1,004</b>	<b>956</b>	<b>-4.8%</b>
Net currency result	0	12	
Other result	-822	-1,036	-25.9%
<b>Operating result (EBIT)</b>	<b>2,760</b>	<b>3,677</b>	<b>33.2%</b>
Financing costs	-175	-170	2.6%
Taxes on income	-540	-901	-66.7%
Minority interest on profit & loss	-765	-1,014	-32.4%
<b>Net income</b>	<b>1,279</b>	<b>1,592</b>	<b>24.5%</b>
<b>Earnings per share (EPS)</b>	<b>5.05</b>	<b>6.17</b>	<b>+1.12</b>
Combined ratio Property / Casualty (net / gross)	93.5%	91.2%	-2.4%pts
Tax ratio	20.9%	25.7%	4.8%pts
<b>Return on equity (RoE)</b>	<b>18.4%</b>	<b>19.4%</b>	<b>1.0%pts</b>
RoE adjusted for net income impact from fair value through p&l assets	17.9%	19.3%	1.5%pts
Return on investment for own risk	2.8%	3.0%	+0.2%pts



## 5 9M 2024 results overview - Segments

EURm	Corporate & Specialty		Retail Germany		Retail International		Primary Insurance		Reinsurance	
	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023
<b>Insurance revenue (gross)</b>	7,304	6,588	2,668	2,627	6,963	4,917	16,935	14,132	19,701	18,514
<b>Insurance service result (net)</b>	<b>692</b>	<b>481</b>	270	314	<b>550</b>	<b>303</b>	<b>1,511</b>	<b>1,098</b>	<b>2,130</b>	<b>1,561</b>
Net investment income for own risk	262	135	951	860	558	409	1,770	1,404	1,473	1,291
Result from unit-linked contracts	0	0	1,450	684	26	24	1,476	707	0	0
Net insurance finance result before currency effects	-197	-112	-2,339	-1,456	-260	-171	-2,796	-1,740	-784	-602
<b>Net insurance finance and investment result before currency effects</b>	<b>65</b>	<b>22</b>	<b>61</b>	<b>87</b>	<b>324</b>	<b>262</b>	<b>451</b>	<b>371</b>	<b>689</b>	<b>688</b>
Net currency result	-29	4	-8	1	16	3	-21	8	32	-8
Other result	-249	-214	-117	-135	-260	-161	-625	-510	-384	-389
<b>Operating result (EBIT)</b>	<b>479</b>	<b>293</b>	206	268	<b>631</b>	<b>407</b>	<b>1,315</b>	<b>967</b>	<b>2,467</b>	<b>1,853</b>
Financing costs	-8	-8	-2	-5	-53	-18	-62	-31	-95	-107
Taxes on income	-109	-42	-83	-96	-179	-107	-371	-246	-518	-318
Minority interest on profit & loss	0	0	-5	-9	-60	-58	-64	-67	-939	-724
<b>Net income</b>	<b>362</b>	<b>243</b>	<b>117</b>	<b>158</b>	<b>340</b>	<b>223</b>	<b>818</b>	<b>624</b>	<b>915</b>	<b>704</b>
Combined ratio Property / Casualty (net / gross)	90.5%	92.7%	99.2%	95.6%	93.0%	94.9%	92.4%	93.8%	87.9% <sup>1</sup>	91.9% <sup>1</sup>
<b>Return on equity (RoE)</b>	<b>16.4%</b>	<b>13.4%</b>	<b>9.8%</b>	<b>14.2%</b>	<b>14.6%</b>	<b>11.9%</b>	<b>14.3%</b>	<b>13.0%</b>	<b>23.2%</b>	<b>20.5%</b>
RoE adjusted for net income impact from fair value through p&l assets	16.4%	14.9%	9.9%	14.7%	14.1%	10.6%	14.1%	13.2%	23.2%	19.2%
Return on investments for own risk	2.5%	1.5%	2.7%	2.5%	5.0%	4.2%	3.1%	2.6%	3.2%	3.0%

<sup>1</sup> Combined ratio (net/net)

# Large loss detail

## 5 Large losses still below pro-rata budget

Net losses in EURm, 9M 2024 (9M 2023)	Corporate & Specialty	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Talanx Group
<b>TOP 10 NatCat</b>							
Flood, Eastern Europe (Sep)	3.2		30.9	34.1	225.0	5.5	264.6
Hurricane "Helene", USA (Sep)	50.0			50.0	130.0		180.0
Flood, Germany (May/June)	30.0	21.3		51.3	81.7	2.2	135.2
Flood, Brazil (Apr/May)	47.0		10.6	57.6	56.7	14.6	128.9
Flood, Dubai (Apr)	1.7			1.7	120.8		122.6
Hurricane "Beryl", USA (Jun/Jul)					73.5		73.5
Hurricane "Debby", USA & Canada (Aug)					54.4		54.4
Hailstorm "Calgary", Canada (Aug)					50.7		50.7
Earthquake, Taiwan (Apr)	5.6			5.6	34.6		40.2
Flood and tornadoes, USA (Apr/May)	3.2			3.2	34.4		37.5
<b>Sum NatCat (total)</b>	<b>145.6</b> (133.4)	<b>24.8</b> (21.5)	<b>62.4</b> (18.5)	<b>232.8</b> (173.4)	<b>1,013.9</b> (968.1)	<b>24.8</b> (50.5)	<b>1,271.4</b> (1,192.0)
<b>Sum man-made<sup>1</sup></b>	<b>167.7</b> (133.7)	<b>12.1</b> (0)	<b>9.3</b> (13.1)	<b>189.1</b> (146.8)	<b>290.3</b> (235.6)	<b>9.0</b> (15.1)	<b>488.4</b> (397.5)
<b>Total large losses<sup>1</sup></b>	<b>313.3</b> (267.1)	<b>37.0</b> (21.5)	<b>71.6</b> (31.6)	<b>421.9</b> (320.2)	<b>1,304.2</b> (1,203.6)	<b>33.8</b> (65.6)	<b>1,759.9</b> (1,589.5)
Pro-rata large loss budget	360.9 (282.7)	33.8 (33.8)	20.4 (11.3)	415.0 (327.7)	1,409.4 (1,327.6)	52.5 (37.5)	1,876.9 (1,692.8)

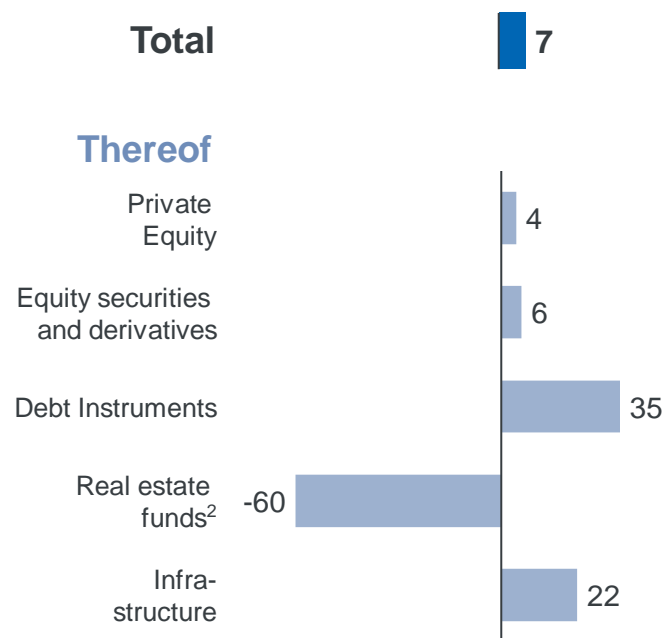
Note: Definition "large loss": in excess of EUR 10m gross in either Primary Insurance or Reinsurance.

<sup>1</sup> Includes EUR 100m losses booked for the collapse of the bridge in Baltimore | <sup>2</sup> Hurricane Milton is a Q4 2024 event

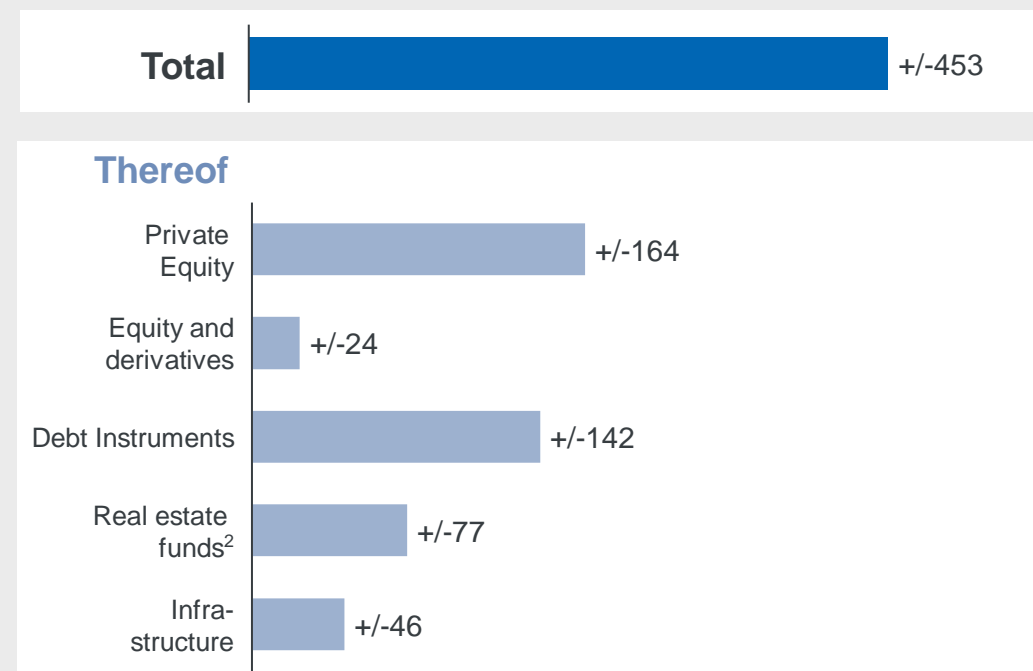
## 5 Insignificant fair value changes on FVPL assets in 9M 2024

### Actual P&L impact 9M 2024

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



### P&L impact of “+/-10% scenario”<sup>1</sup>



<sup>1</sup> Based on flat / average tax rates and minorities on Talanx Group level

<sup>2</sup> Includes directly-held real estate in German life book (EUR 3.3bn), which is measured at fair value through p&I (FVPL) as well but has no bottom-line p&I impact for shareholders as it is held for the benefit of policyholders.



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