

Talanx: Sustainable profitability

Jan Wicke, CFO

Baader Investment Conference München, 19 September 2023



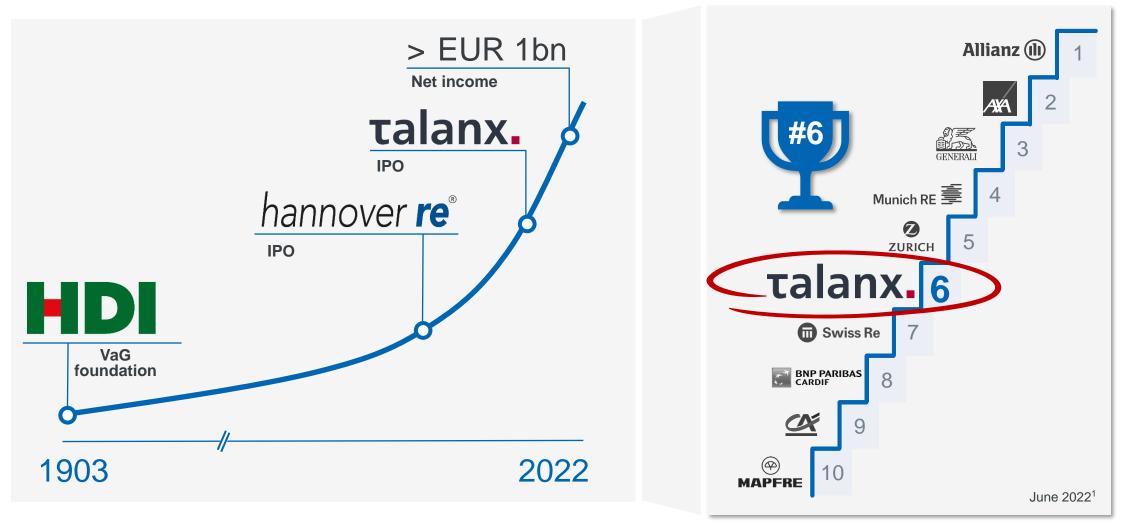


Agenda

- **1** Talanx at a glance
- 2 Group Strategy / Segment Strategies
- **3** 6M 2023 results
- 4 Outlook 2023
- 5 Appendix



1 Talanx #6 insurance group in Europe with more than 100 years of history



1 Source for peer GWP data: Own analysis based on company publications, as of 6 June 2022; currency translation based on average exchange rates 2022

3



80% of Talanx business B2B benefiting from hard markets 1



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



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





Agenda

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4

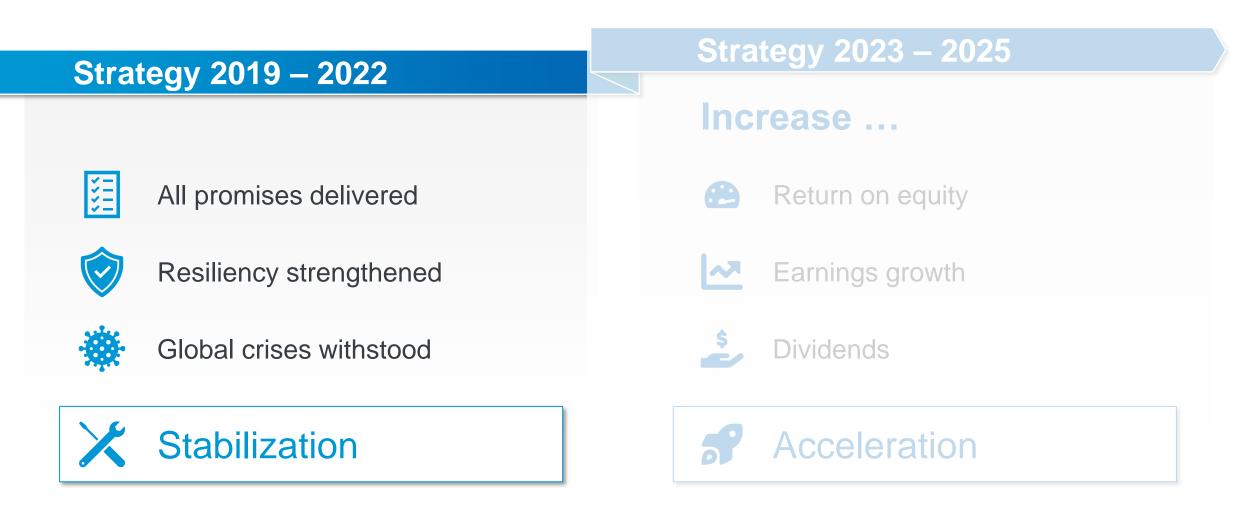
Talanx at a glance

Group Strategy / Segment Strategies

- **3** 6M 2023 results
 - Outlook 2023
- 5 Appendix

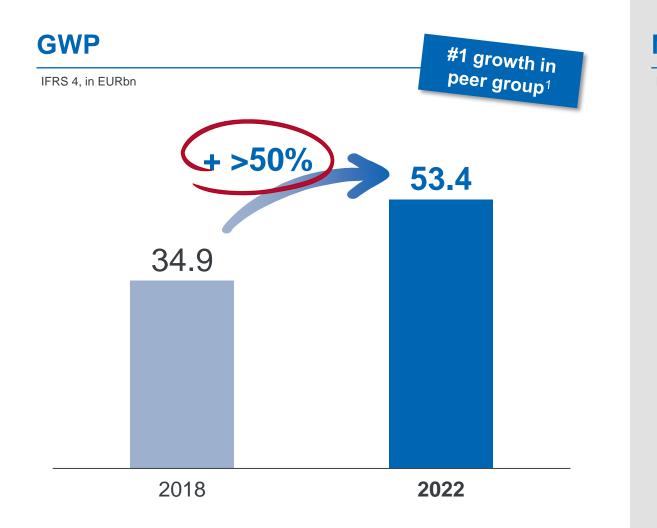


2 From stabilization to acceleration



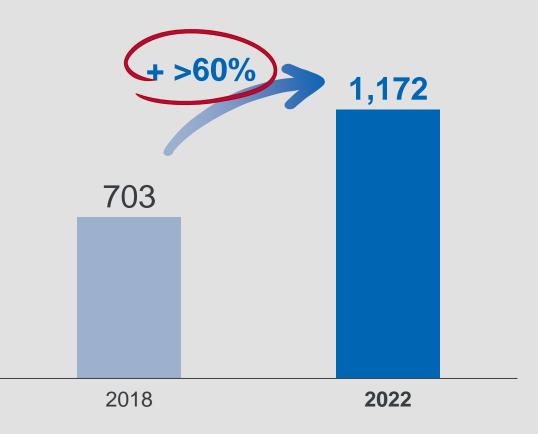


Profitable, best-in-peer-groupgrowth ...



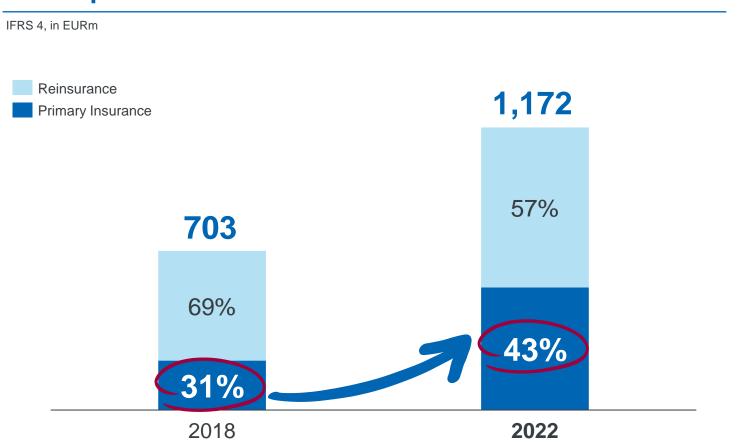
Net income

IFRS 4, in EURm



1 Talanx peer group: Allianz, Munich Re, AXA, Generali, Mapfre, Swiss Re, VIG, Zurich

2 ... driven by Primary Insurance contribution ...



Development of net income contribution¹

1 Percentages are calculated in percent of net income adjusted for Corporate Operations and Consolidation

Industrial Lines

Successfully turned around

Retail International Diversification intensified

Retail Germany KuRS delivered

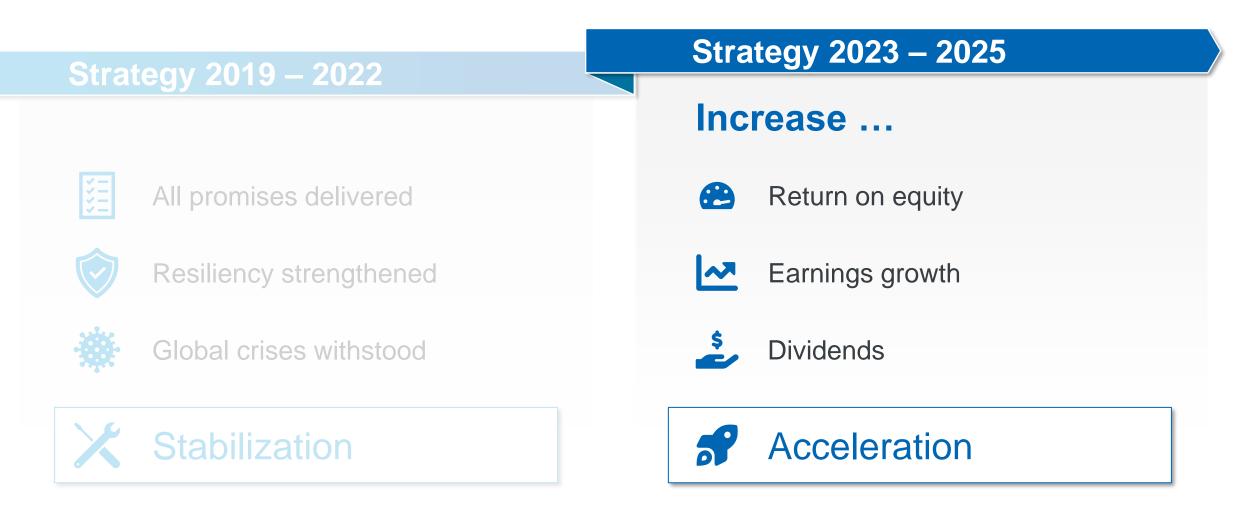
2 and strengthening resilience



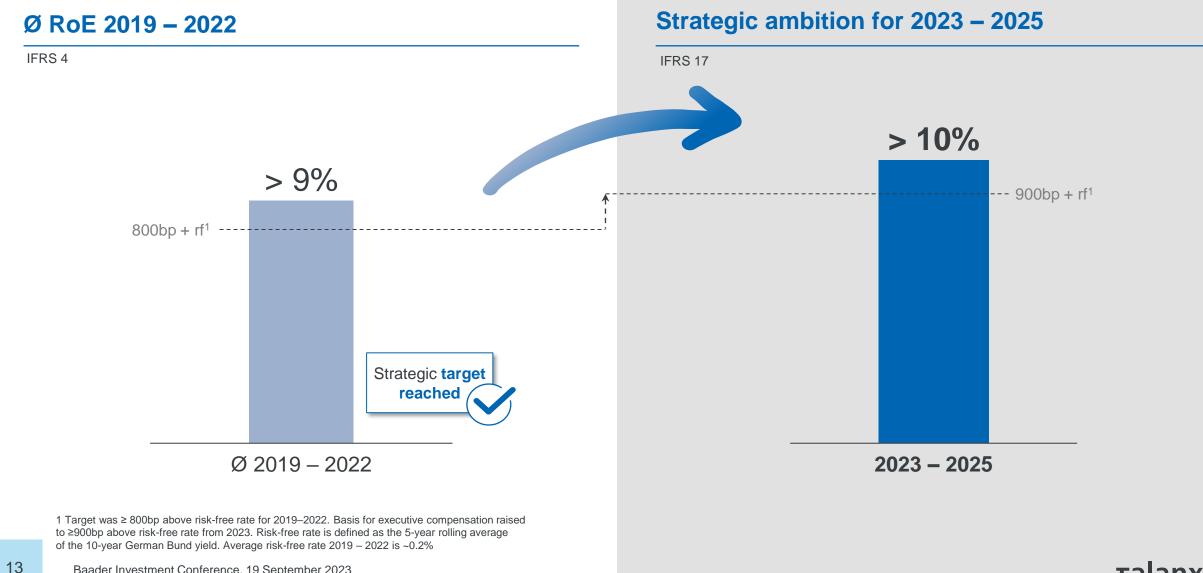
1 Difference between booked claims reserves (based on Talanx' own best estimates) and Willis Towers Watson analysis 2 Includes EUR 1.6bn Covid-19 claims in 2020 and 2021, EUR 0.4bn for Ukraine in 2022

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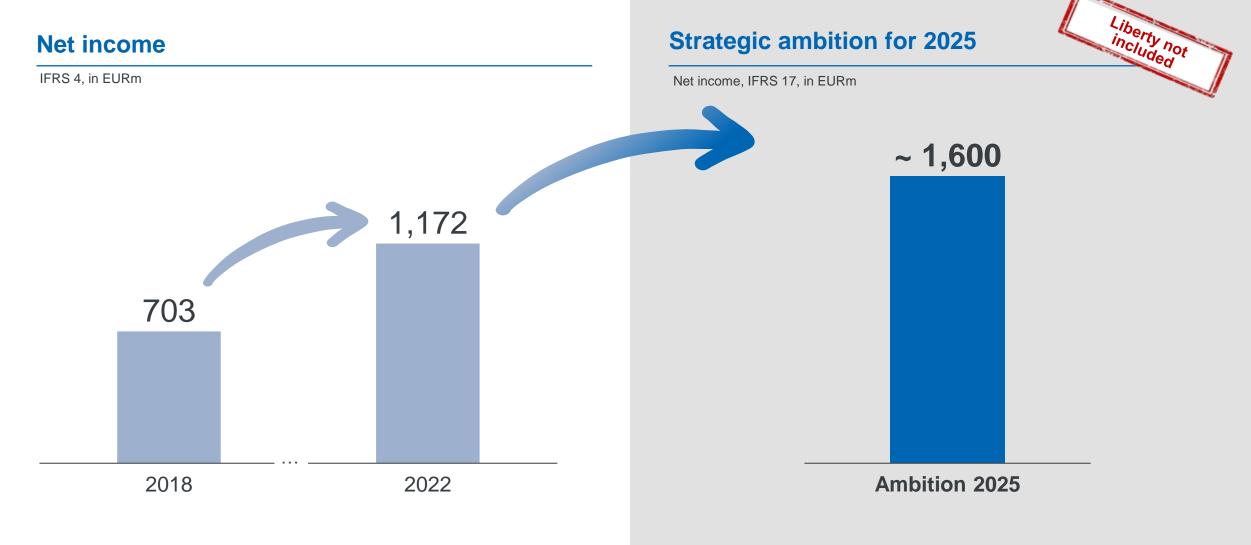
2 From stabilization to acceleration



RoE > 10% 2 as new target for 2023 – 2025



Net income ~ EUR 1,600m as new target for 2025

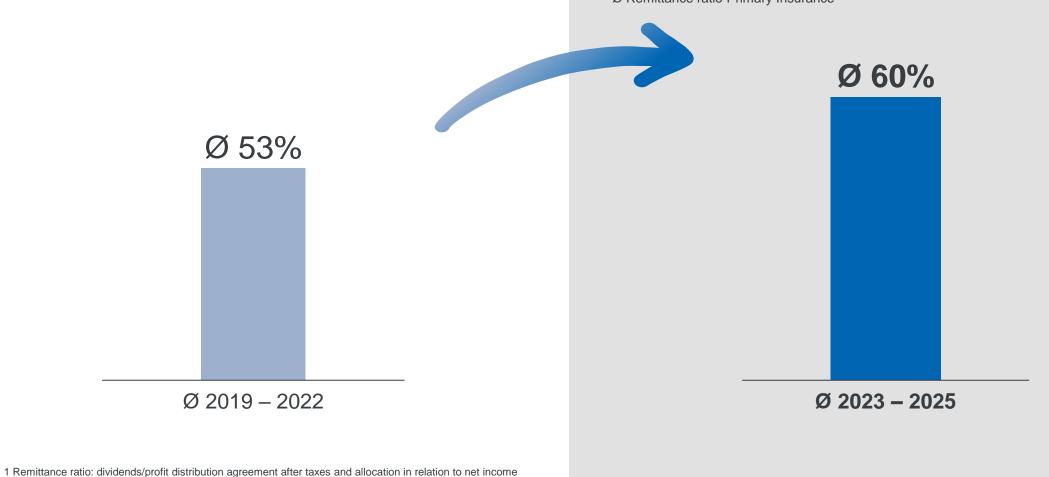


Capital Management – Increasing remittance ratio (Primary Insurance)

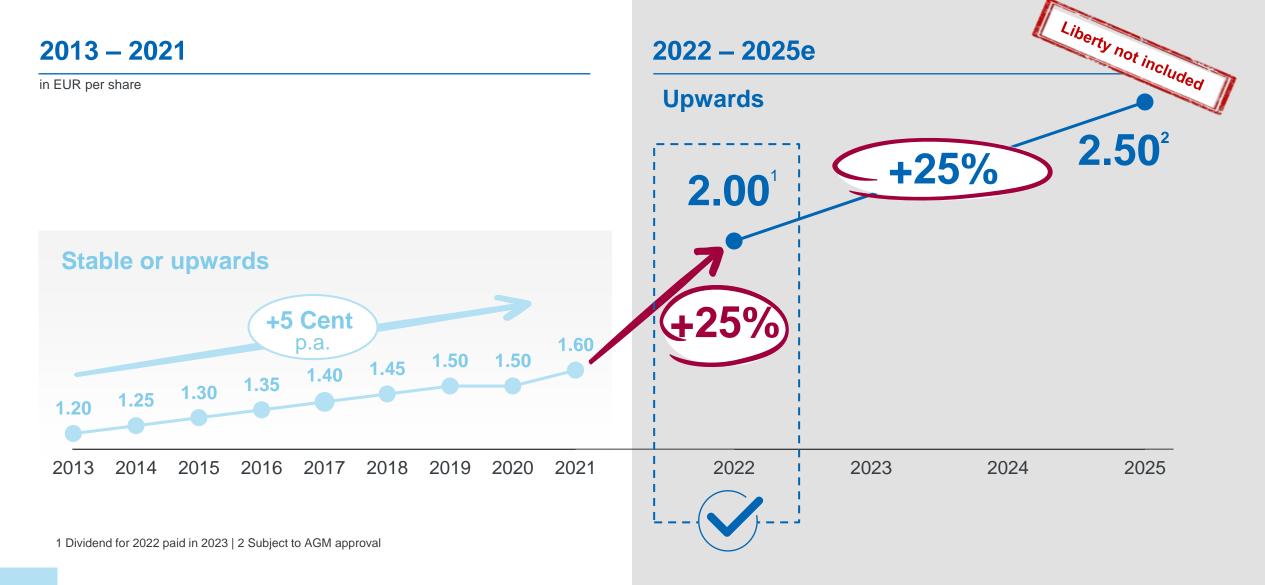
Ø Remittance ratio Primary Insurance 2019 – 2022¹

Strategic ambition for 2023 – 2025

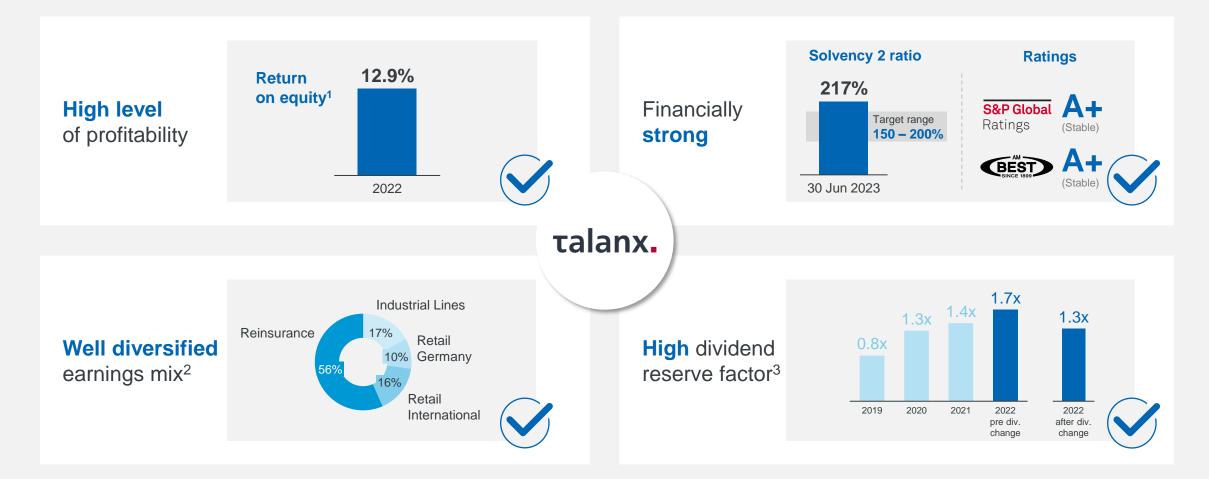
Ø Remittance ratio Primary Insurance¹



New dividend policy: Up 25% in
2022 and +25% until 2025



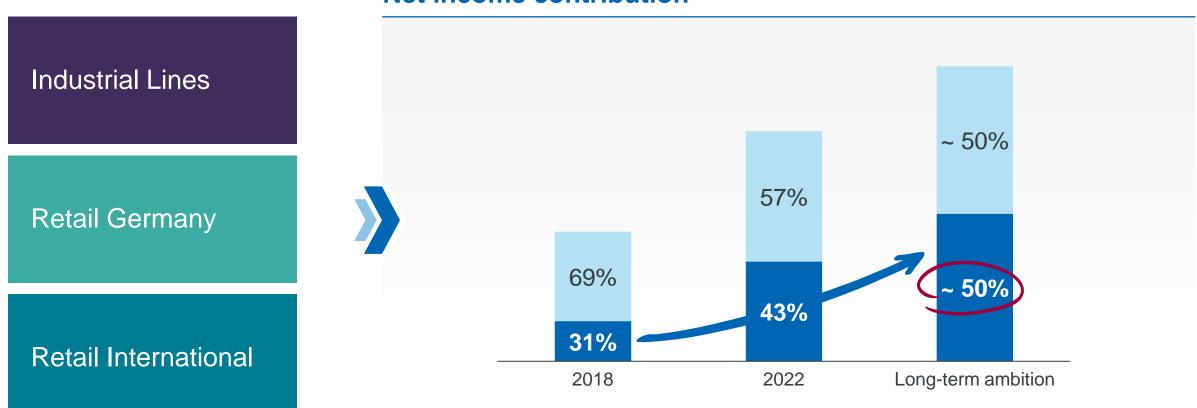
2 More ambitious dividend payout based on strong resilience



1 IFRS 4

2 Net income 6M 2023, in % of Group net income adjusted for Corporate Operations and Consolidation 3 Retained profits carried forward under German GAAP divided by annual dividend; status Capital Markets Day December 2022

2 Focused divisional strategies – Lifting Primary Insurance contribution



Net income contribution

Reinsurance Primary Insurance¹

1 Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International. Percentages are calculated excluding Corporate Operations and Consolidation

2 Industrial Lines

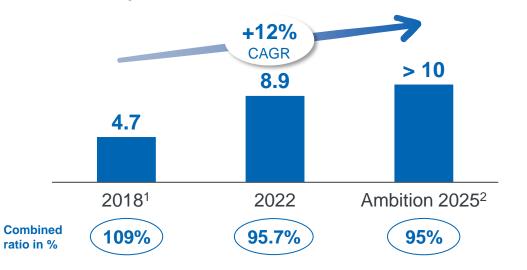
Scaling Quality³



Lean Underwriting Champion

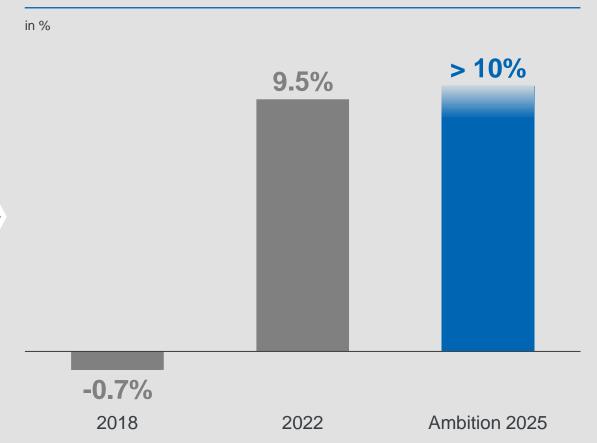
- Leading IP and captive insurance provider
- Specialty Powerhouse

Gross written premium, in EURbn



Note: 2018 – 2022 under IFRS 4, ambition 2025 under IFRS 17 1 Founding HDI Specialty: EUR ~900m GWP added from Inter Hannover on 1 January 2019 2 Ambition 2025 reflects IFRS 17 insurance revenue

Double-digit RoE

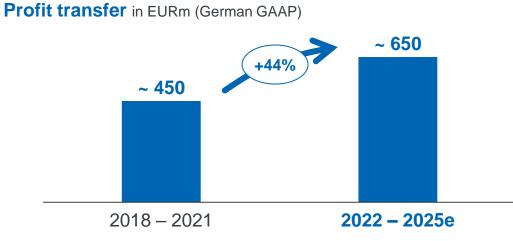


2 Retail Germany

GO25 Strategy reaffirmed

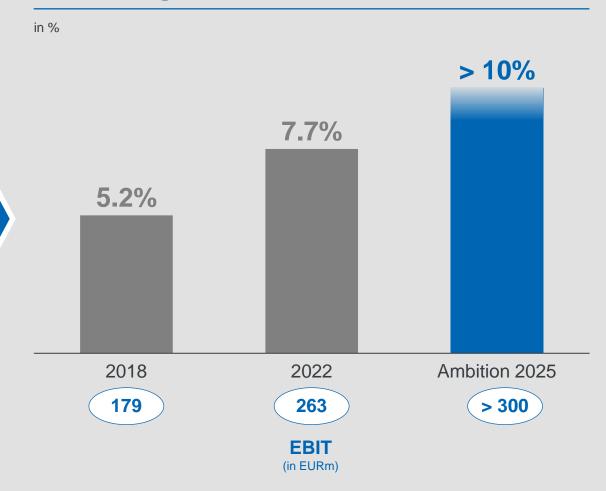


- Delivering RoE > 10%
- Accelerating profit & cash contribution
- Pursuing focused approach in Life and P/C and becoming leading bancassurer



1 RoE 2018 and 2022 under IFRS 4, ambition 2025 under IFRS 17. RoE incl. Asset Management contribution; RoE excl. Asset Management contribution 2018: 4.2%, 2022: 6.9%

Double-digit RoE¹



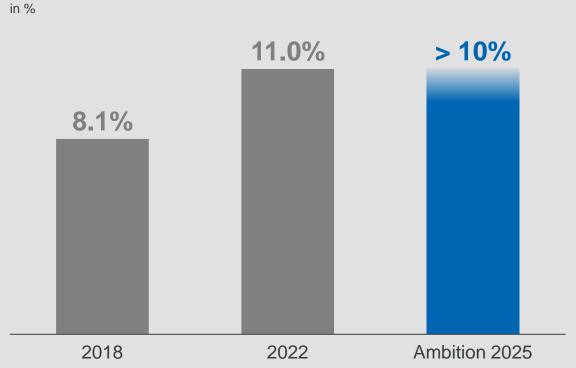


Top 5 in core markets



Note: 2018 and 2022 under IFRS 4, ambition 2025 under IFRS 17 1 As of 2022: 3 out of 5 according to local GAAP Deep dive into LatAm/ Liberty acquisition see next pages

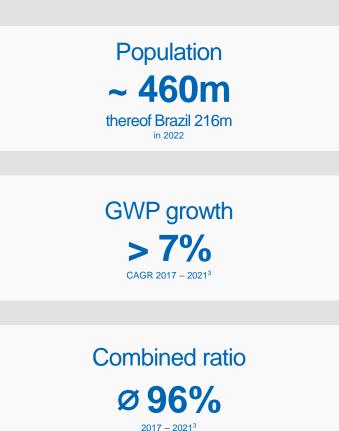
Double-digit RoE



2 LatAm markets large and growing profitably

P/C GWP¹ 2022E TOP 5 LatAm markets² Other LatAm markets ~ 52bn

TOP 5 market characteristics

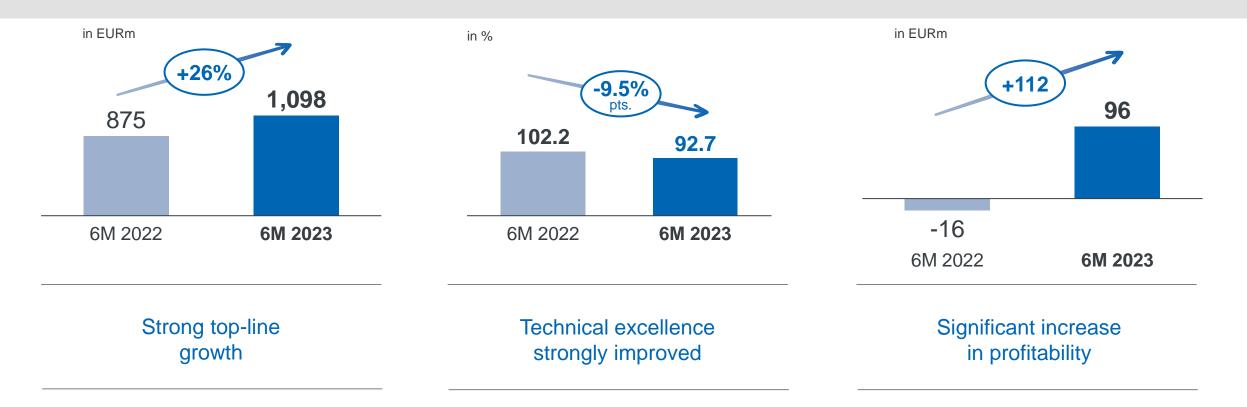


Source: Local supervisory authorities 1 Estimated 2022E; currency conversion at avg. 2022 exchange rate | 2 Brazil, Mexico, Argentina, Chile, Colombia | 3 Average without Argentina

2 Excellent performance in LatAm – Strong turnaround in Brazil

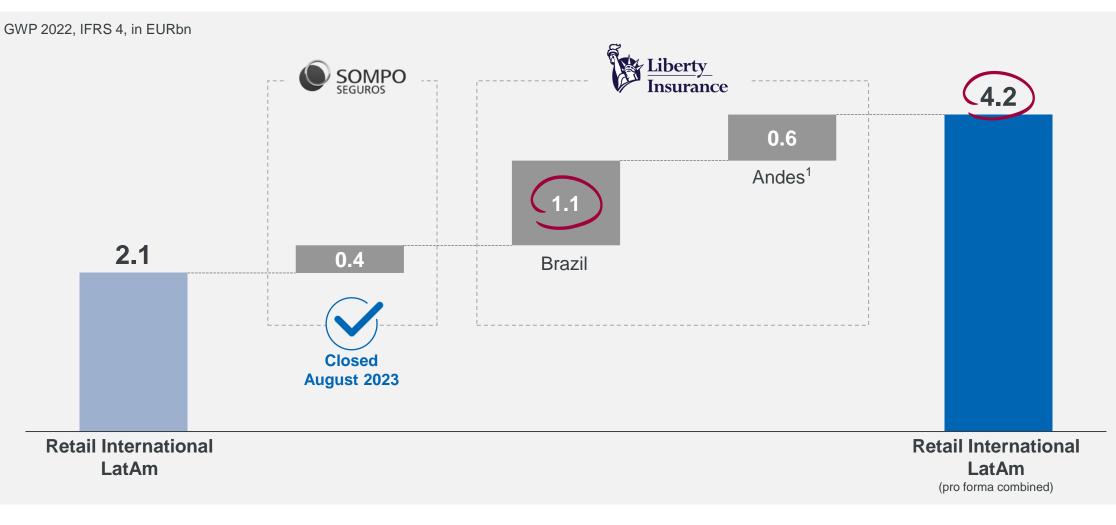
Combined ratio





Insurance revenue

2 Doubling our LatAm business through recent M&A



1 Chile, Colombia, Ecuador

Retail International – Deep dive LatAm Reaching #3 in LatAm P/C ...

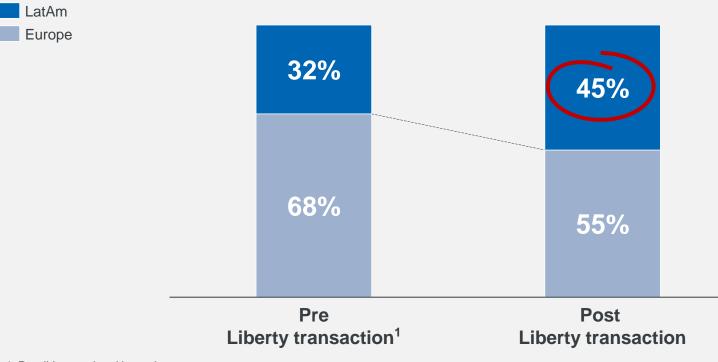


2



Note: Market ranking P/C 2022YE (pro-forma incl. Liberty business and business acquired from Sompo); in addition, improvement of market position in Colombia to # 7 (pro-forma combined)

2 ... and with balanced regional business mix for Retail International

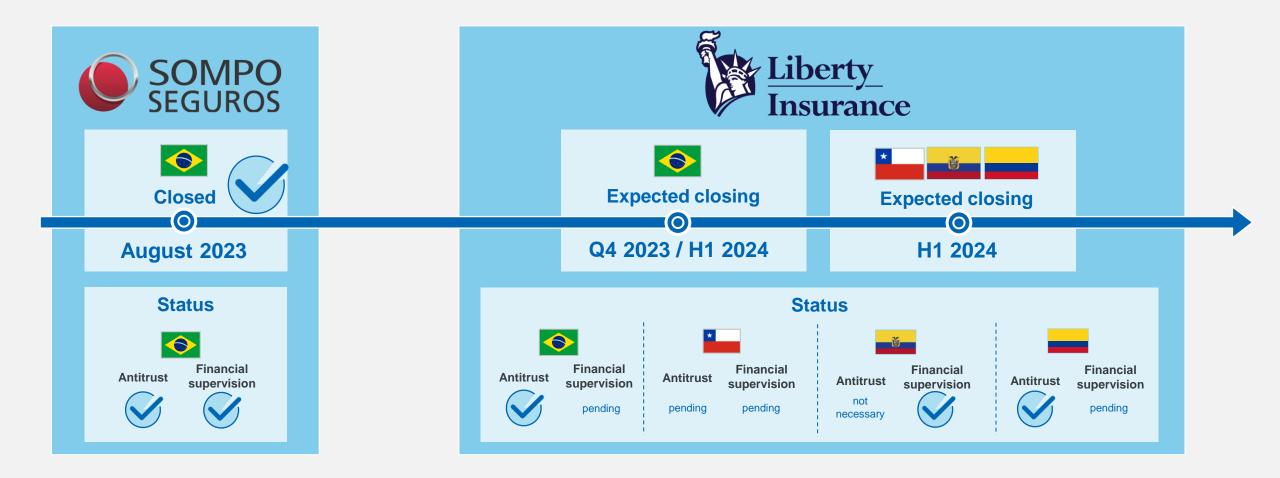


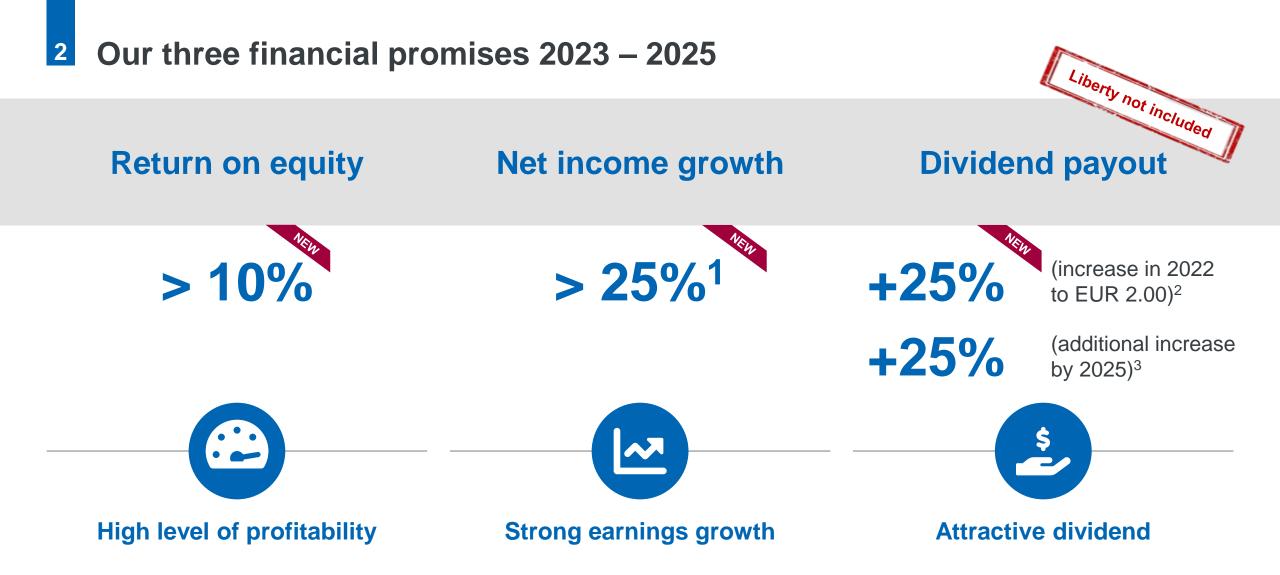
Regional business mix

GWP 2022, IFRS 4, Retail International in total

1 Including Sompo transaction

2 Liberty closing expected in H1 2024 – Brazil possibly earlier





Note: Targets are relevant as of FY2023. Targets are subject to large losses staying within their respective annual large-loss budgets as well as no occurrence of major turmoil on currency and/or capital market. The Russian war in Ukraine represents an additional uncertainty factor.

1 By 2025 with normalised net income 2022 baseline of EUR ~1,250m | 2 Dividend per share for FY2022 paid in 2023 | 3 subject to supervisory board and AGM approval



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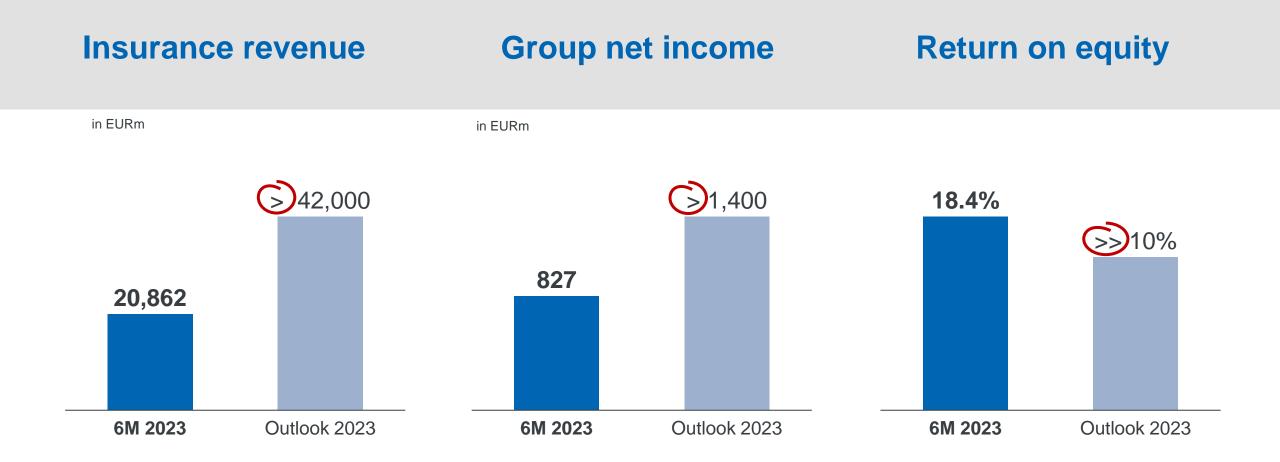
3 On track for a record year



Note: Financial targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets and no material currency fluctuations. The Russian war in Ukraine represents an additional uncertainty factor.

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3 Confidence to outperform FY23 guidance ...

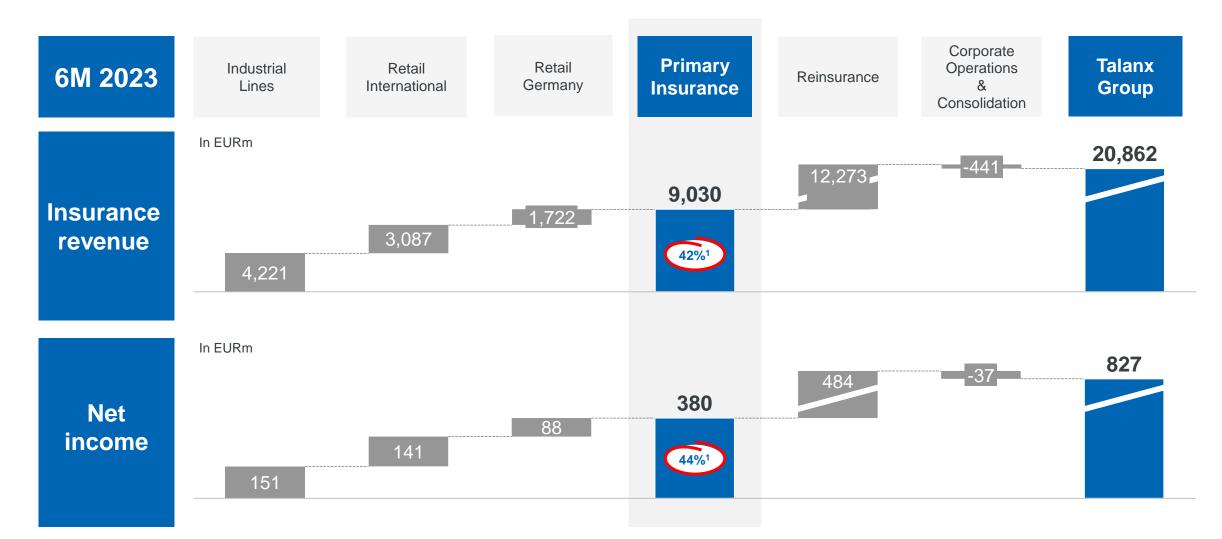


Note: All targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. The Russian war in Ukraine represents an additional uncertainty factor.

3 ... driven by strong performance of primary insurance



3 Primary insurance contribution to bottom line 44%



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

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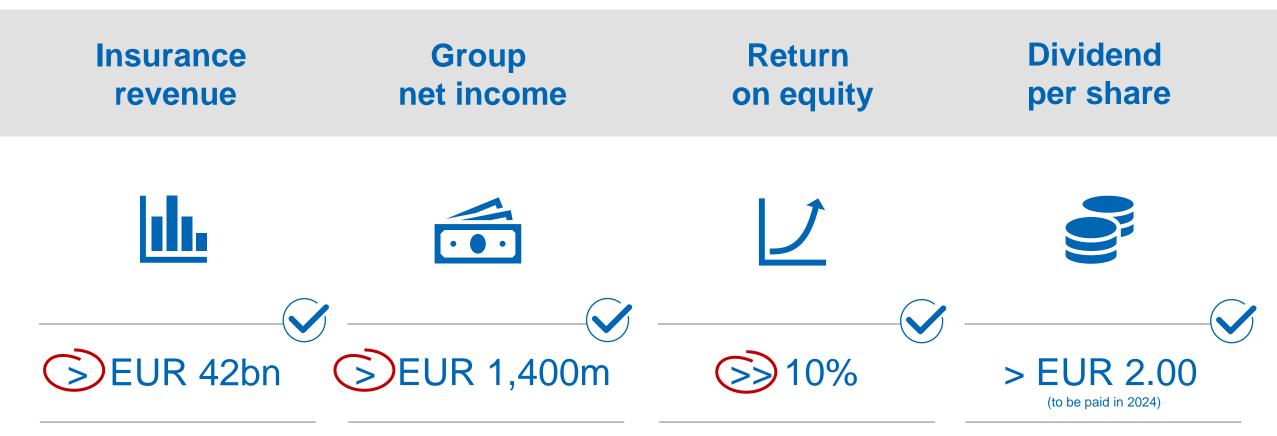


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4 Confidence to outperform 2023



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 new IFRS 9 accounting standard for the valuation of the investment portfolio. The Russian war in Ukraine represents an additional uncertainty factor.



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5 Q2 2023 and 6M 2023 results overview – Talanx Group

EURm	Q2 2022	Q2 2023	6M 2022	6M 2023	6M 2023 / 6M 2022
Insurance revenue (gross)	9,082	10,151	19,159	20,862	+9%
Insurance service result (net)	660	747	1,293	1,627	+26%
thereof Non-Life	421	497	764	1,064	+39%
Net investment income for own risk	587	962	1,437	1,726	+20%
Result from unit-linked contracts	-1,057	386	-1,603	779	+149%
Net insurance finance result before currency effects	888	-918	972	-1,745	-280%
Net insurance finance and investment result before currency effects	418	430	806	760	-6%
Net currency result	-6	12	-32	36	+213%
Other result	-342	-274	-565	-466	+17%
Operating result (EBIT)	730	915	1,502	1,957	+30%
Financing costs	-44	-60	-88	-120	-36%
Taxes on income	-96	-201	-241	-450	-87%
Minority interest on profit & loss	-226	-250	-488	-561	-15%
Net income	363	404	686	827	+21%
Earnings per share (EPS)	1.44	1.59	2.71	3.26	+0.55
Combined ratio P/C	94.1%	93.9%	95.0%	93.7%	-1.3%pts
Tax ratio	14.0%	23.5%	17.0%	24.5%	+7.4%pts
Return on equity	16.0%	17.4%	15.4%	18.4%	+3.0%pts
Return on investment for own risk	1.8%	3.0%	2.1%	2.7%	+0.6%pts

5 Q2 2023 results overview - Segments

EURm	Industrial Lines		Retail Germany		Retail International		Primary Insurance		Reinsurance	
	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023
Insurance revenue (gross)	2.003	2.149	903	916	1.299	1.598	4.205	4.663	5.205	5.702
Insurance service result (net)	156	151	106	102	58	67	320	320	272	510
Net investment income for own risk	49	61	28	312	84	126	161	499	439	478
Result from unit-linked contracts	0	0	-1.023	374	-33	11	-1.057	386	0	0
Net insurance finance result before currency effects	1	-33	978	-654	-9	-53	969	-740	-83	-176
Net insurance finance and investment result before currency effects	49	28	-17	32	41	85	73	145	356	302
Net currency result	-22	5	26	0	2	12	7	17	-15	-9
Other result	-71	-80	-65	-44	-27	-53	-162	-176	-88	-164
Operating result (EBIT)	113	104	50	90	75	111	238	306	525	640
Financing costs	-3	-2	-2	-2	1	-5	-3	-9	-27	-38
Taxes on income	-21	-20	30	-38	-20	-20	-12	-78	-87	-128
Minority interest on profit & loss	0	0	-2	-3	-17	-20	-19	-23	-218	-236
Net income	89	82	76	48	39	66	204	196	193	237
Combined ratio P/C	92.2%	93.0%	98.3%	97.1%	96.4%	97.3%	94.3%	95.0%	93.6%	92.5%
Return on equity	15.6%	13.7%	17.7%	11.8%	6.7%	10.9%	12.9%	12.1%	15.7%	20.5%
Return on investments for own risk	1.7%	2.0%	0.2%	2.6%	2.4%	3.9%	2.6%	2.9%	3.2%	3.3%

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

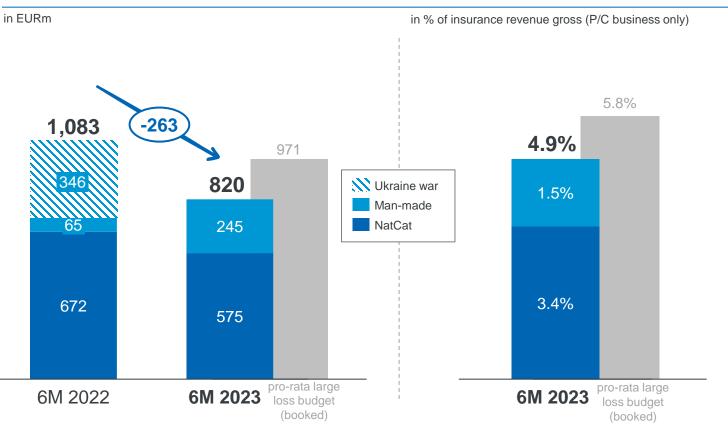
5 6M 2023 results overview - Segments

EURm	Industrial Lines		Retail Germany		Retail International		Primary Insurance		Reinsurance	
	6M 2022	6M 2023	6M 2022	6M 2023	6M 2022	6M 2023	6M 2022	6M 2023	6M 2022	6M 2023
Insurance revenue (gross)	3.831	4.221	1.712	1.722	2.485	3.087	8.028	9.031	11.816	12.273
Insurance service result (net)	226	292	208	179	110	185	543	656	694	1.079
Net investment income for own risk	111	108	343	531	169	252	624	890	839	866
Result from unit-linked contracts	0	0	-1.550	754	-53	25	-1.603	779	0	0
Net insurance finance result before currency effects	-8	-59	1.218	-1.215	-36	-120	1.174	-1.394	-205	-342
Net insurance finance and investment result before currency effects	103	49	11	70	81	157	195	276	634	524
Net currency result	-39	5	33	-10	7	7	1	1	-27	34
Other result	-116	-155	-109	-89	-93	-101	-318	-345	-174	-274
Operating result (EBIT)	174	190	143	150	104	249	421	589	1.126	1.362
Financing costs	-5	-6	-3	-3	2	-10	-7	-19	-53	-74
Taxes on income	-44	-34	25	-53	-30	-57	-49	-144	-205	-298
Minority interest on profit & loss	0	0	-4	-5	-29	-41	-34	-46	-460	-506
Net income	124	151	162	88	47	141	332	380	409	484
Combined ratio P/C	94.1%	93.1%	94.2%	96.1%	96.4%	95.4%	94.9%	94.3%	94.9%	92.9%
Return on equity	10.9%	12.8%	19.7%	11.3%	4.0%	12.0%	10.7%	12.2%	16.8%	21.5%
Return on investments for own risk	2.0%	1.8%	1.2%	2.3%	2.4%	3.9%	-	-	3.0%	3.1%

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

5 Large losses in 6M 2023 below budget

Net large losses



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

Large losses lower than last year due to high Ukraine war-related reserves in 2022

Large losses EUR 151m below booked budget (EUR 971m)

Largest 2023 NatCat losses:

- Türkiye earthquake EUR 306m
- New Zealand cyclone EUR 66m
- Rain / flood Italy EUR 47m

Industrial Lines

5 Strong and continuously improving result



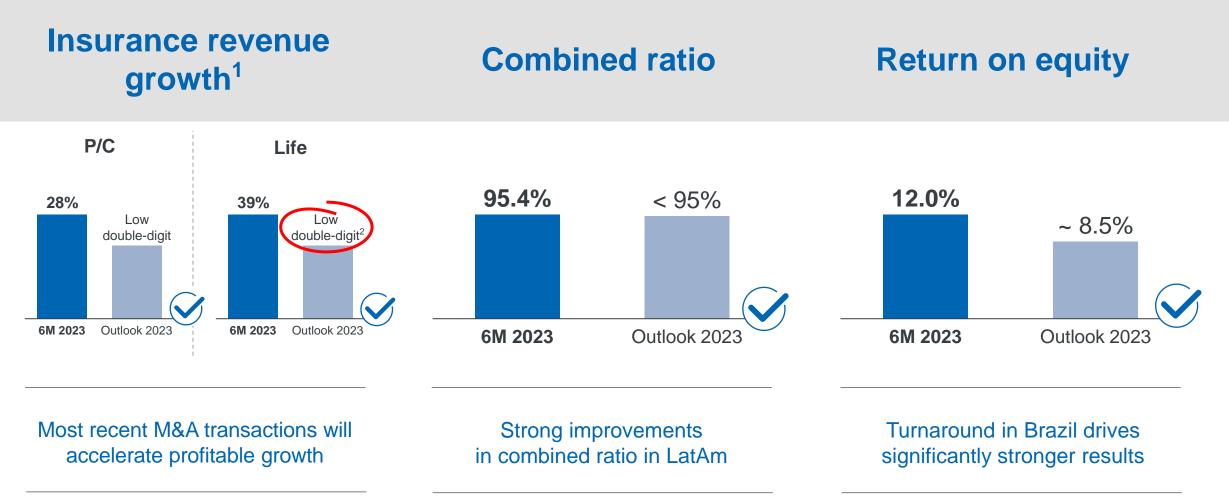
Note: All targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment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

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Retail International

5 Strong earnings growth overall, especially in Latin America



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 new IFRS 9 accounting standard for the valuation of the investment portfolio. The Russian war in Ukraine represents an additional uncertainty factor. 1 Currency-adjusted

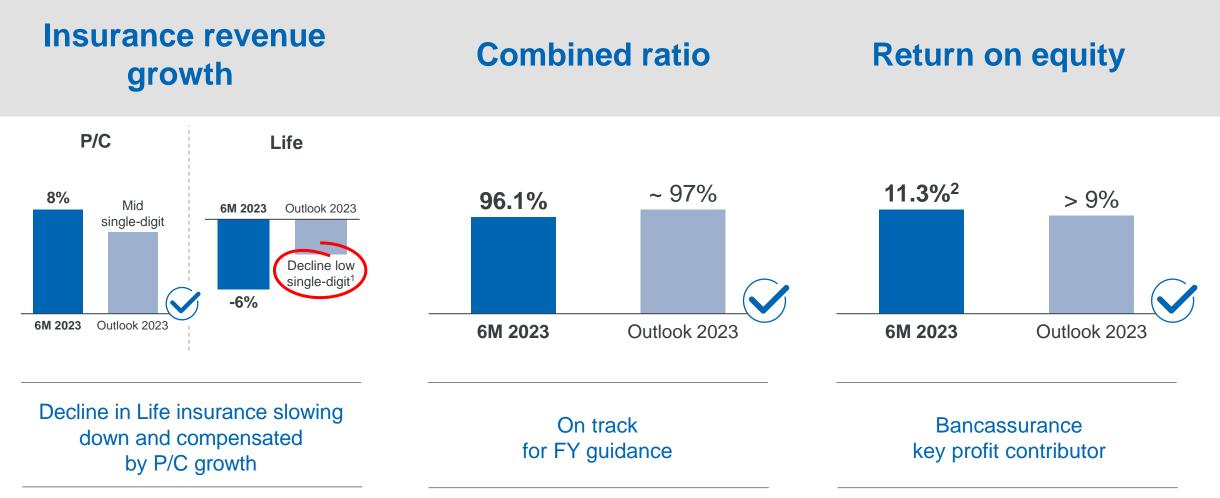
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2 Previously "mid single-digit"

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Retail Germany

5 Solid performance despite headwinds in P/C



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 new IFRS 9 accounting standard for the valuation of the investment portfolio. The Russian war in Ukraine represents an additional uncertainty factor. 1 Previously: high single digit increase

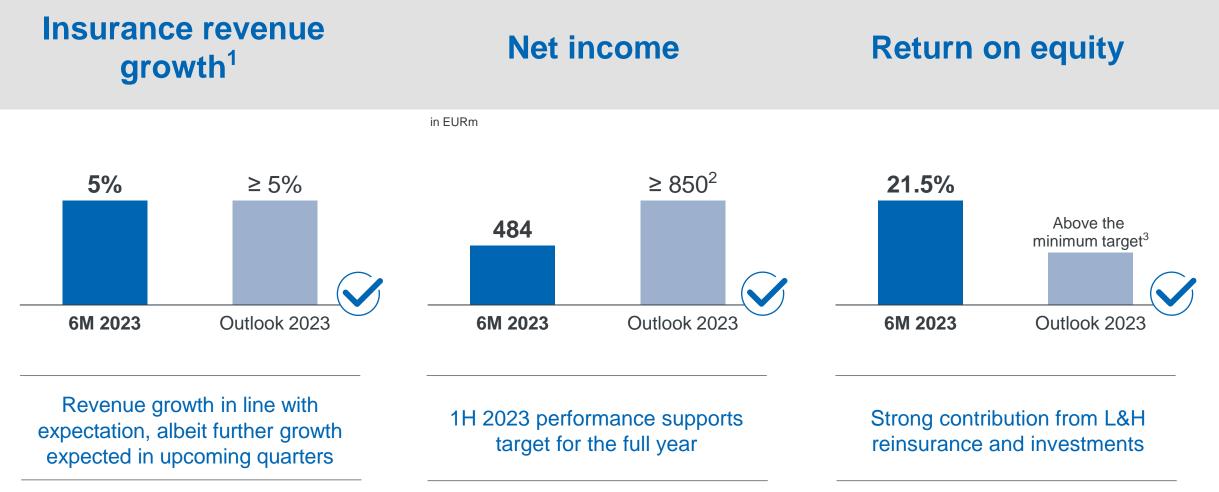
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2 RoE including Asset Management contribution: 12.5%

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Reinsurance

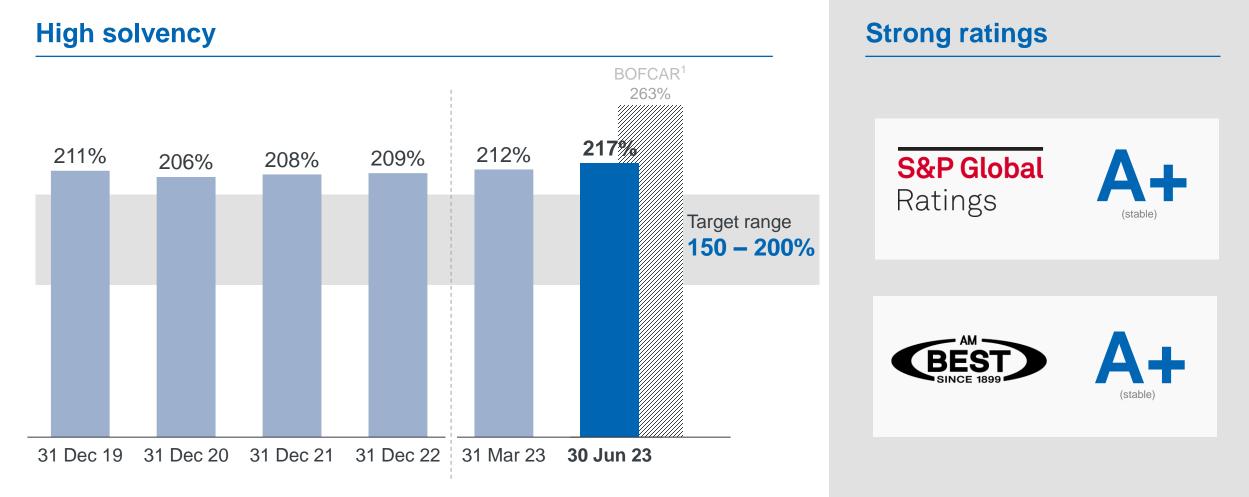
5 Running like a clockwork



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 new IFRS 9 accounting standard for the valuation of the investment portfolio. The Russian war in Ukraine has emerged as an additional uncertainty factor.

1 Currency-adjusted | 2 Talanx share of outlook published by Hannover Re (≥ EUR 1,700m) | 3 Defined as 1,000 basis points above five-year average of the ten-year German federal bond yield

5 Consistently robust solvency



Note: Solvency 2 ratio of HDI Group as the regulated entity, as of period end excluding transitional measure. Solvency 2 ratio including transitional measure as of 30 June 2023: 248% 1 Economic funds excl. regulatory haircut for Hannover Re minorities

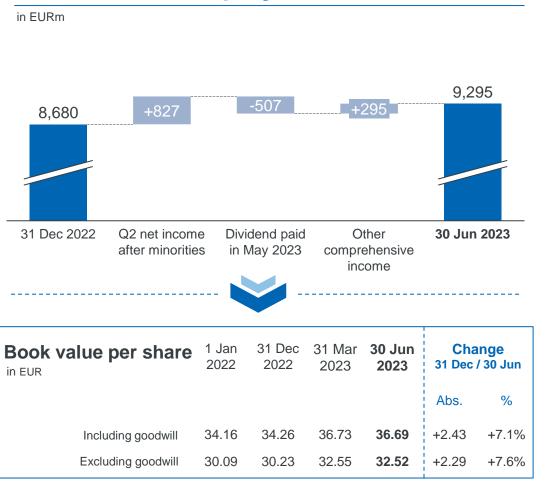
Note: Insurer Financial Strength Rating

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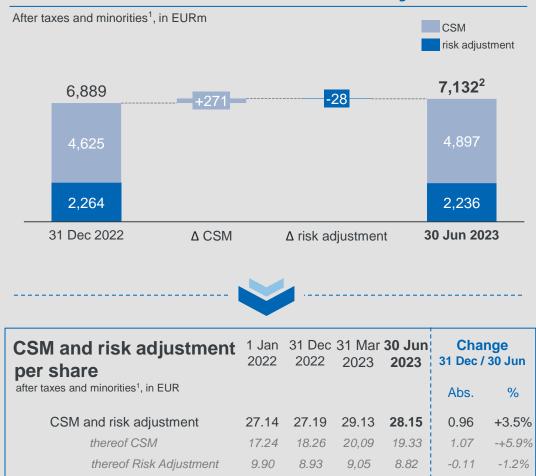
Book value per share

5 Increased in 2023

Shareholders' equity



Shareholders' CSM and risk adjustment



1 Based on flat / average tax rates and minorities

2 CSM before taxes and minorities: EUR 10.342m; risk adjustment before taxes and minorities: EUR 4,830m

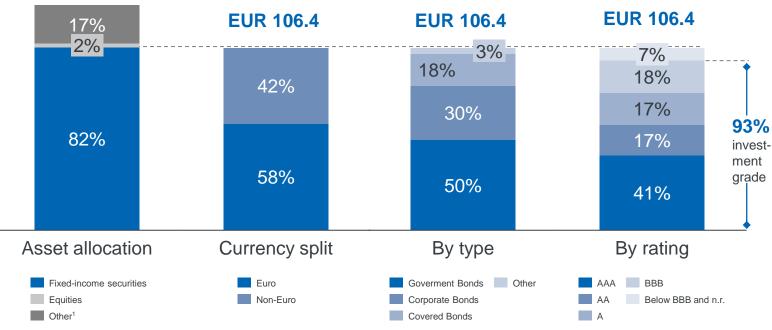


5 Our low beta investment portfolio

Investments for own risk

As of 30 Jun 2023, in EURbn

EUR 130.5



Investments for own risk increased by ~ EUR 3.1bn vs 31 Dec 2022

Portfolio dominated by fixed-income securities (82%; stable vs 31 Mar 2023)

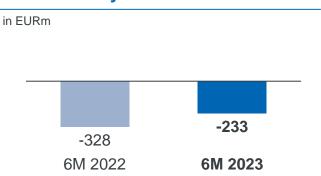
22% of fixed-income portfolio is held in USD, 42% in non-euro currencies in total (stable vs 31 Mar 2023)

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

5 Higher interest rate levels coming through



Extraordinary investment result

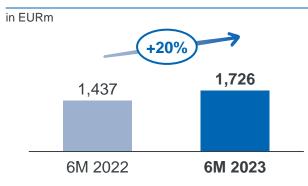


Good ordinary investment result +EUR 210m vs. 6M 2022 mainly due to higher interest rate level

Extraordinary investment result +EUR 96m YoY due to realised losses partially offset by positive market value development in German Life

EUR +16m of net FVPL assets effect (without Life) in 2023

Net investment income for own risk



Net return on investments for own risk¹

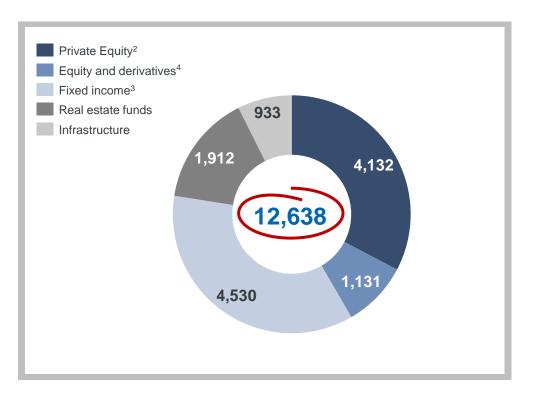


1 Net return on investment for own risk: Income from investments for own risk divided by average investments for own risk

Deep dive: FVPL assets includingLife, before taxes and minorities

FVPL asset split – Investment income basis

Including Life, before taxes and minorities¹, in EURm



1 Based on flat / average tax rates and minorities

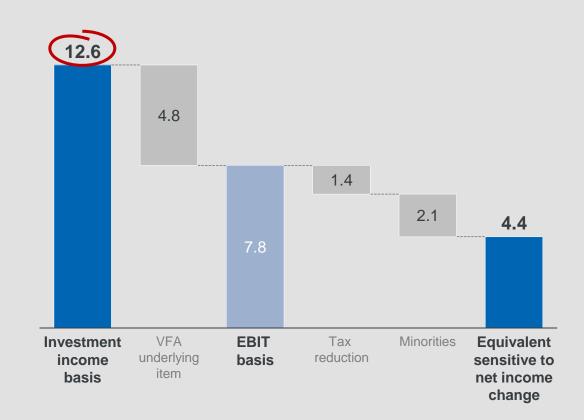
2 Including participations consolidated at equity

3 Without short term investments and Investment contracts

4 Without equity securities through OCI

FVPL assets transition

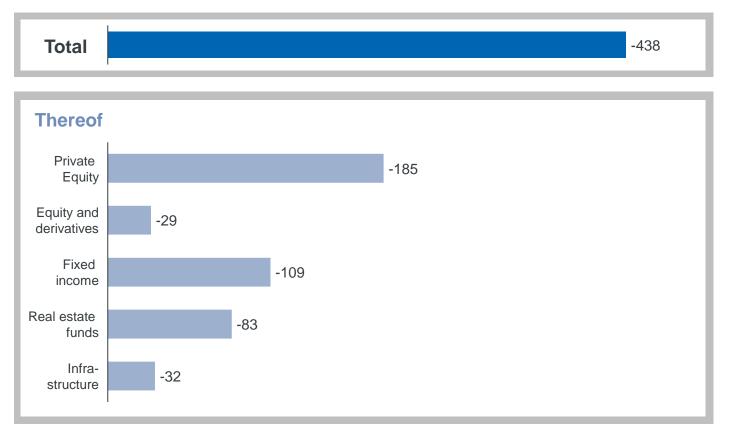
In EURbn



5 FVPL assets with minor impact on P&L so far

P&L sensitivity of FVPL assets – Impact "-10% scenario"

Shareholder view: Without Primary Life, after taxes and without minorities¹, as of 30 June 2023, in EURm



1 Based on flat / average tax rates and minorities

~90% of financial investments without P&L volatility

Minor net income impact from FVPL in 2023 (EUR +16m) may not be sustainable

5 Contact us



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19 Sep 2023 Baader Investment Conference, Munich

13 Nov 2023 Conference Call 9M 2023

15 Nov 2023 9M 2023 roadshow (virtual)

29 Nov 2023 Société Générale Premium Review Conference, Paris



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Qualifications and caveats

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