

Talanx: Sustainable profitability

Jan Wicke, CFO

German Corporate Conference Frankfurt, 15 January 2024





Agenda



Talanx at a glance

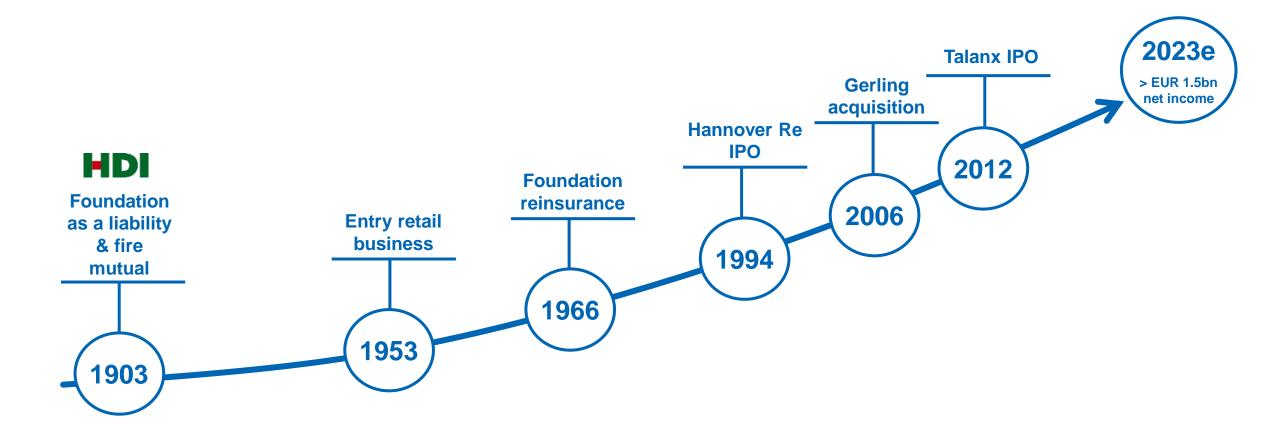
Group strategy



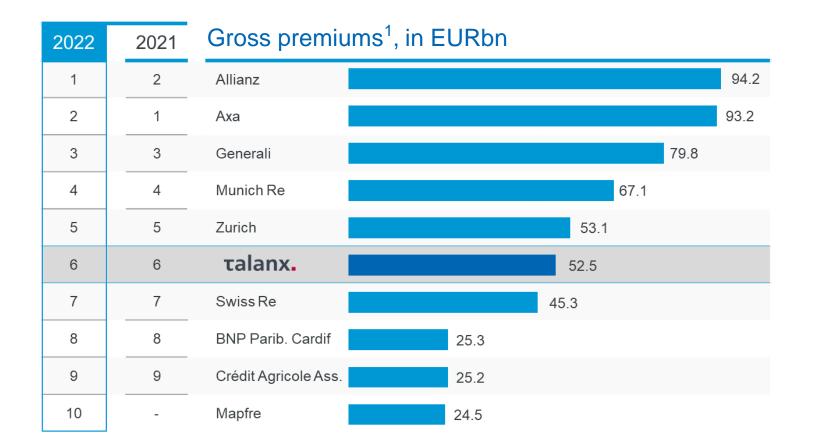
Highlights from 9M 2023 results and outlook

Appendix

1 Talanx has a history of 120 years



2022 among the 6 largest insuranceproviders in Europe



+ >50% GWP growth (2018 – 2022)

5 continents

More than **175 countries**

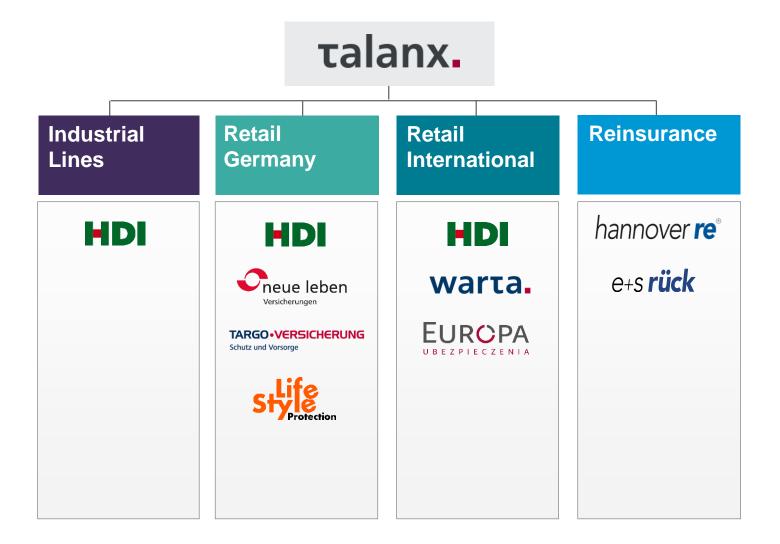
~ 24.000 employees worldwide²

1 Excl. savings elements of premiums from unit-linked life and annuity insurance; For Swiss Re and Zurich, currency translation is based on average exchange rates 2022; Source: Company publications, as at 06 June 2022 2 As at December 2022

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



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





Agenda



Talanx at a glance

Group strategy

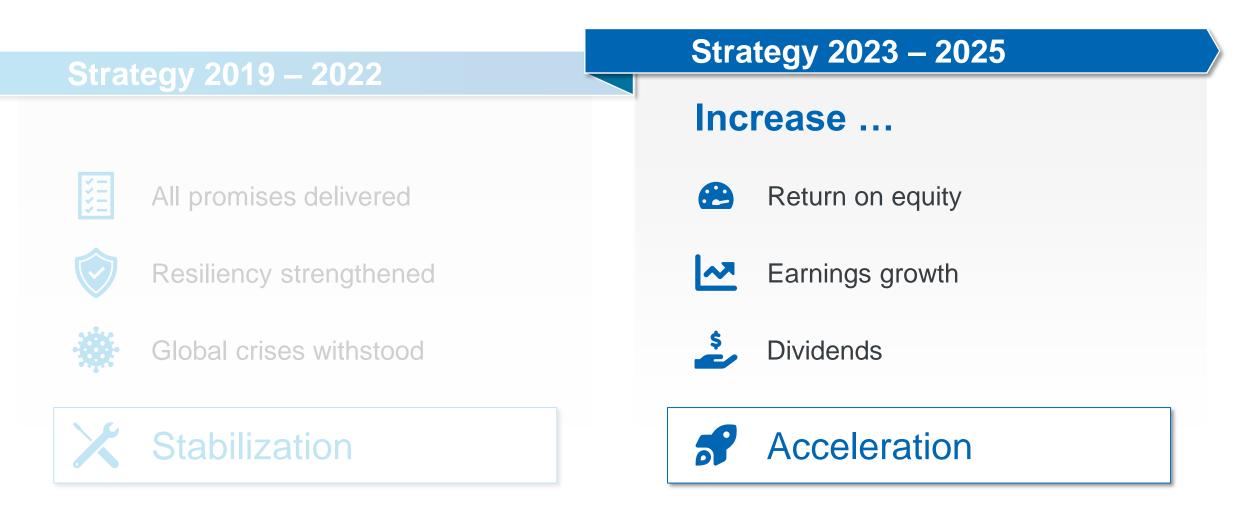


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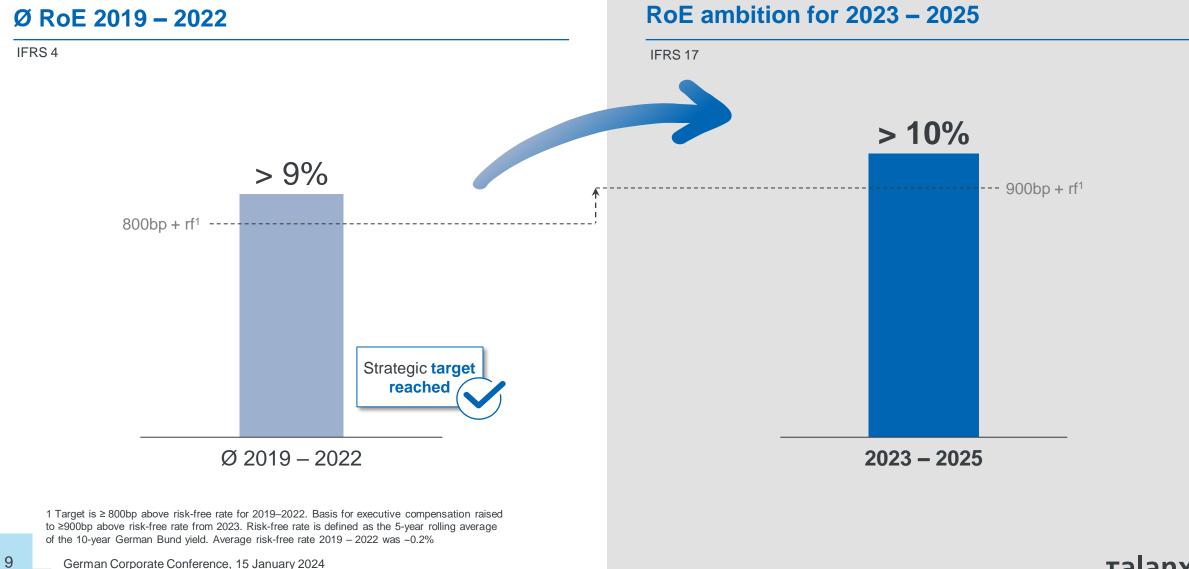
Highlights from 9M 2023 results and outlook

Appendix

2 From stabilisation to acceleration



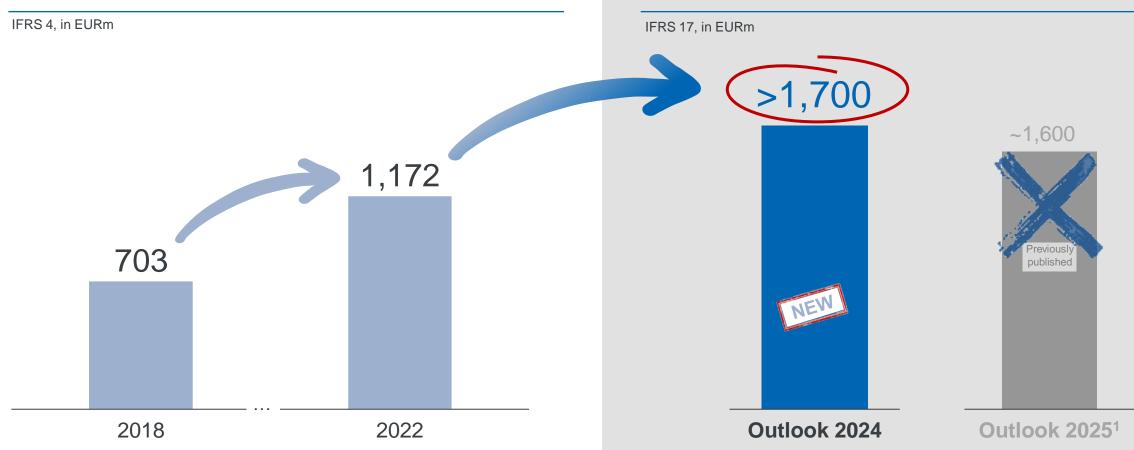
RoE significantly above 10% is the ambition for 2023 – 2025 2



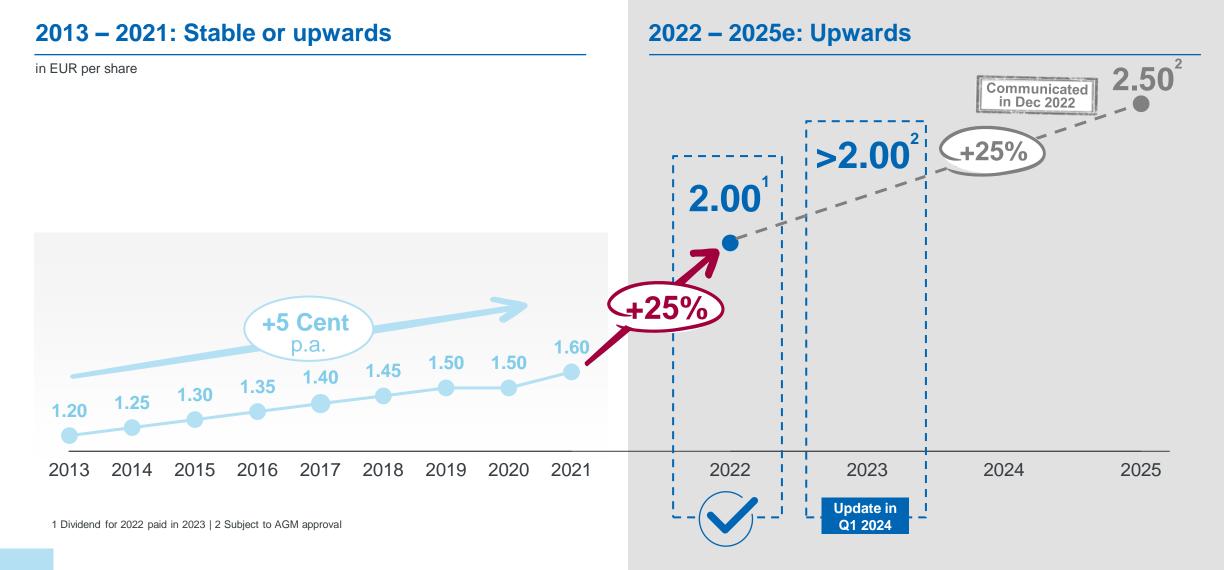
Earnings outlook 2024:More than EUR 1,700m

Net income 2018 + 2022

Net income outlook for 2024



New dividend policy: Step one
delivered in 2022, up 25%





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- Talanx at a glance
- Group strategy



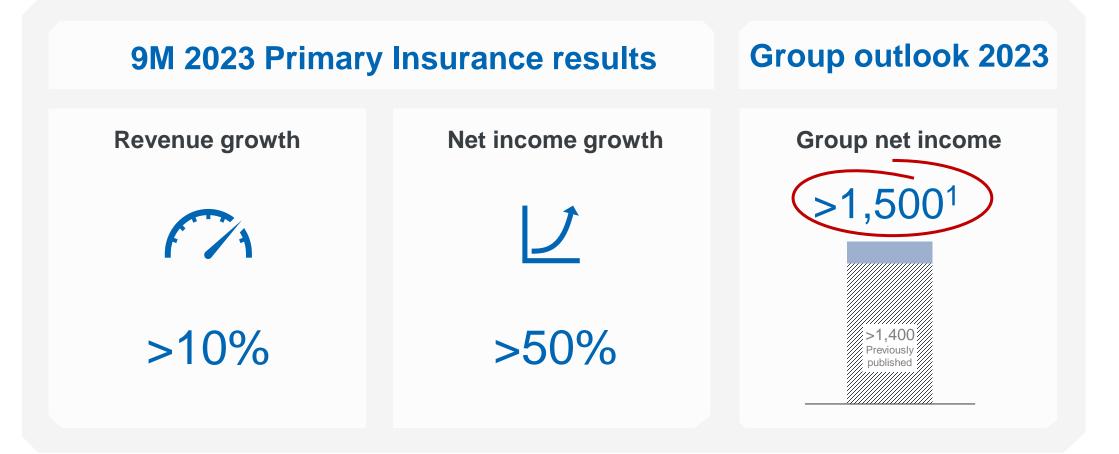
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Highlights from 9M 2023 results and outlook

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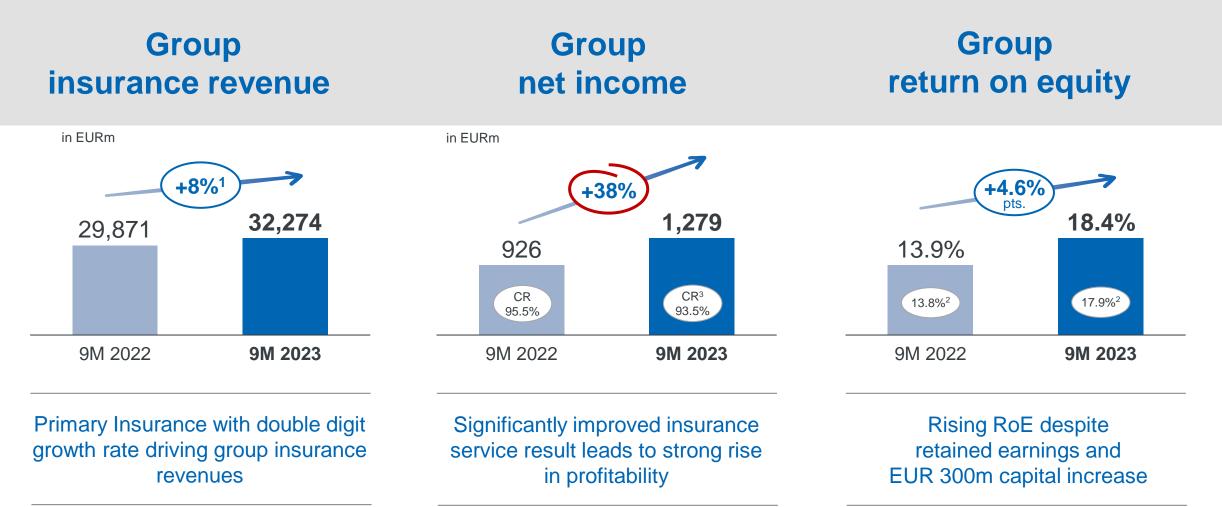
3 On track for a record year ...



Note: Financial targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 As announced on 23 October 2023

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3 ... driven by strong performance of primary insurance



1 Currency adjusted: 11%

14

2 Return on equity adjusted for net income impact from fair value through p&I (FVPL) assets

3 Impact of interest rate changes on CR due to discounting: 1.7%-pts (Discount rate 9M23: 4.6% vs 2.9% in 9M2022)

Accelerated growth in Primary Insurance lifts earnings contribution to almost 50%

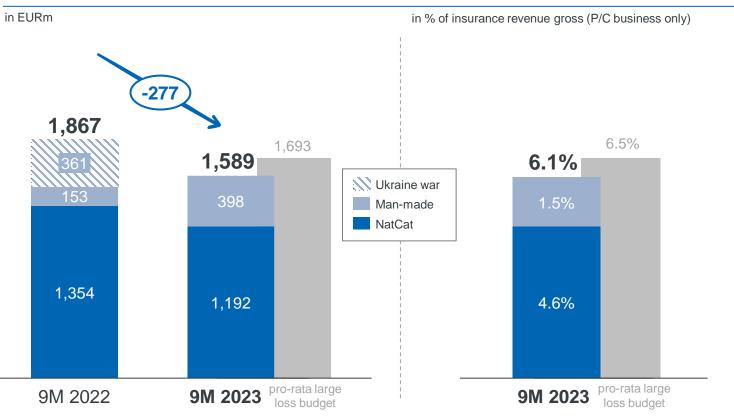
Reinsurance **Total net income Primary Insurance** net income net income split in EURm in EURm in % of total¹ **Primary Insurance** Reinsurance +26% +51% 624 704 559 413 53% 9M 2022 9M 2022 9M 2023 **9M 2023**

Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International 1 Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation

3

3 Large losses down and well within budget

Net large losses



Large losses EUR 277m lower than last year due to high Ukraine war-related reserves in 2022

Large losses EUR 103m below budget despite increased number of events in Q3

Largest 2023 NatCat losses:

- Türkiye earthquake EUR 329m
- Italy storm / hail EUR 132m
- Hawaii "Maui" fires EUR 87m

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

Shareholders' total value Intrinsic value of EUR ~67 per share

Shareholders' capital

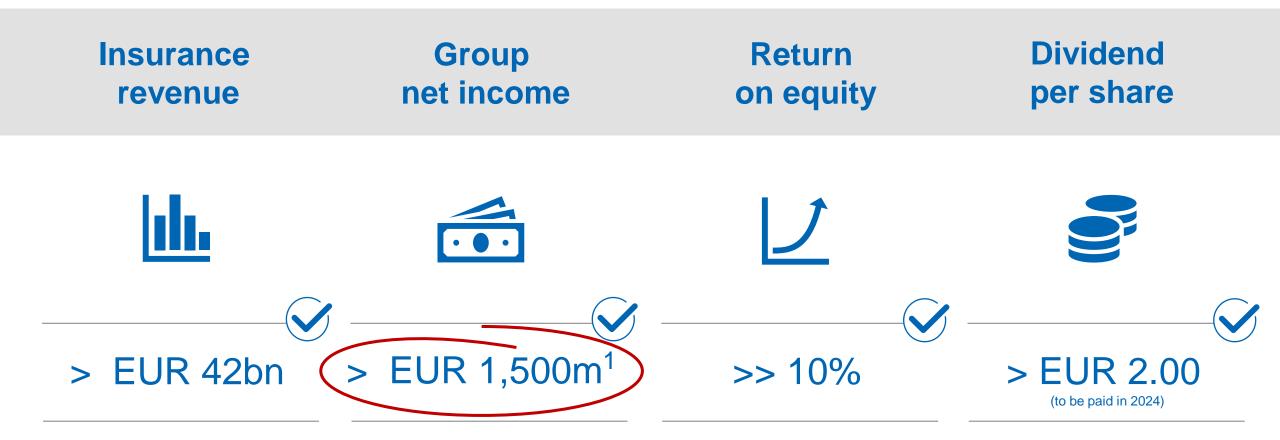
After taxes and minorities, as of 30 Sep 2023, in EURm



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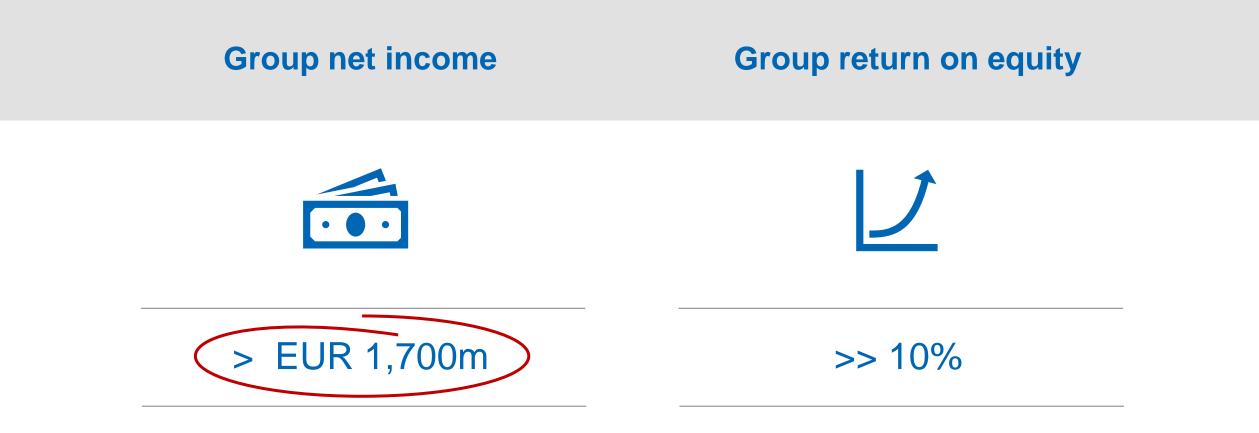
3

3 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. 1 As announced on 23 October 2023

3 ... and introducing ambitious net income outlook for 2024



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.



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- 1
- 2 Group strategy



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Highlights from 9M 2023 results and outlook

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Talanx at a glance



Talanx operates a multi-brand business with 4 segments



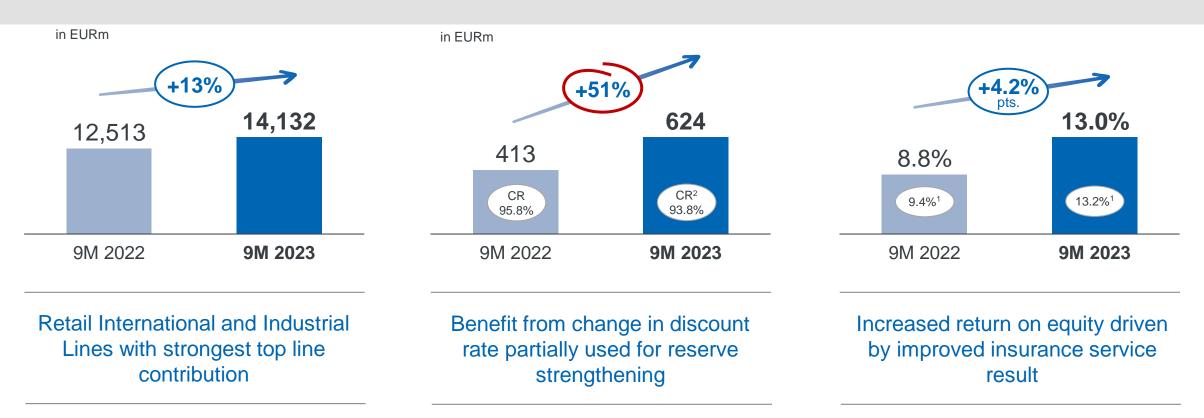
Primary Insurance

4 Bottom line growth exceeds top line growth

Primary Insurance insurance revenue

Primary Insurance net income

Primary Insurance return on equity

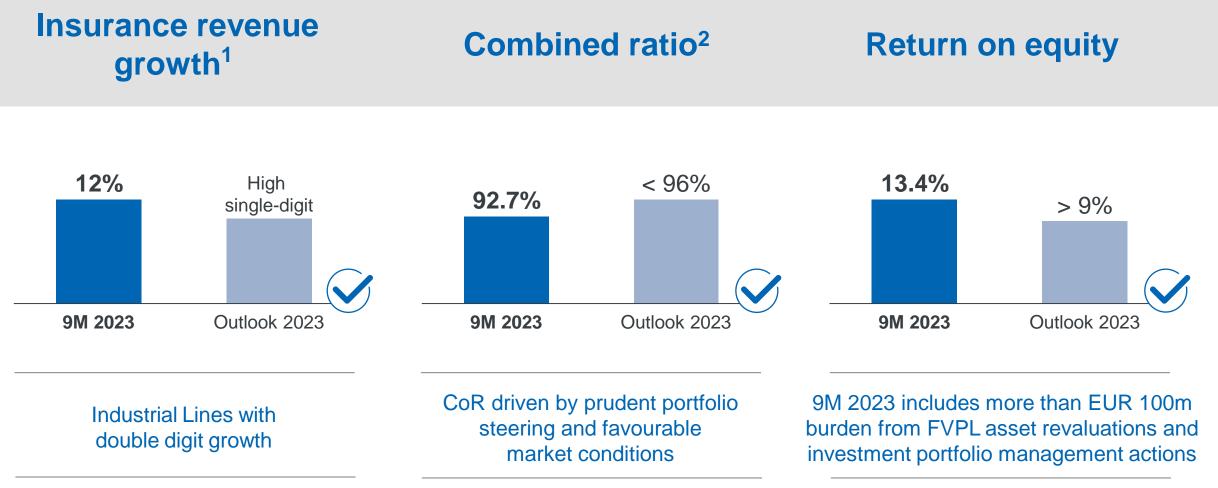


1 Return on equity adjusted for net income impact from fair value through p&I (FVPL) assets

2 Impact of interest rate changes on CR due to discounting: 2.0%-pts (Discount rate 9M23: 4.6% vs 2.6% in 9M2022)

Industrial Lines

4 Leveraging hard market cycle



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.

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

4 Strong profitable growth across all regions



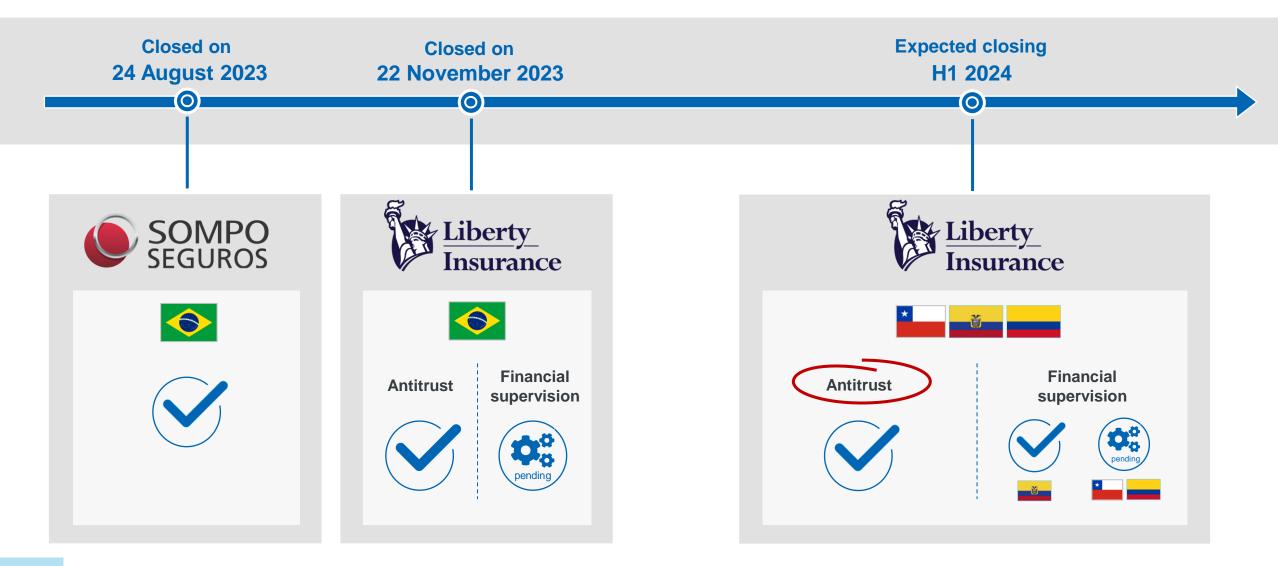
Note: All targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment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

1 Currency-adjusted 2 Combined ratio (net / gross): Insurance service expenses after reinsurance expenses divided by insurance revenue before reinsurance 3 First time consolidation date was 24 August 2023

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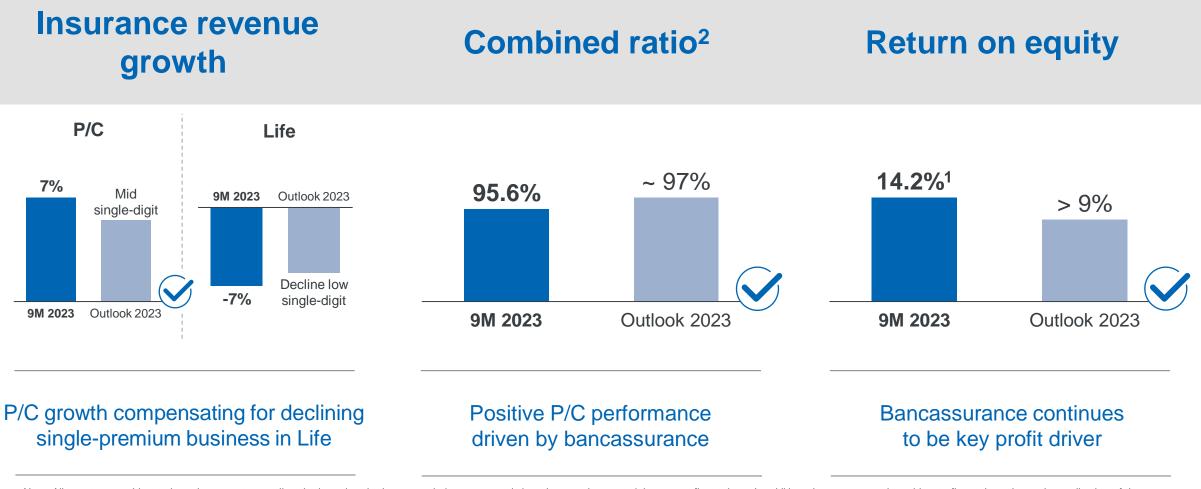
Retail International

4 M&A update - Sompo closed and Liberty on track



Retail Germany

4 Solid profit contribution from P/C and Life



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.

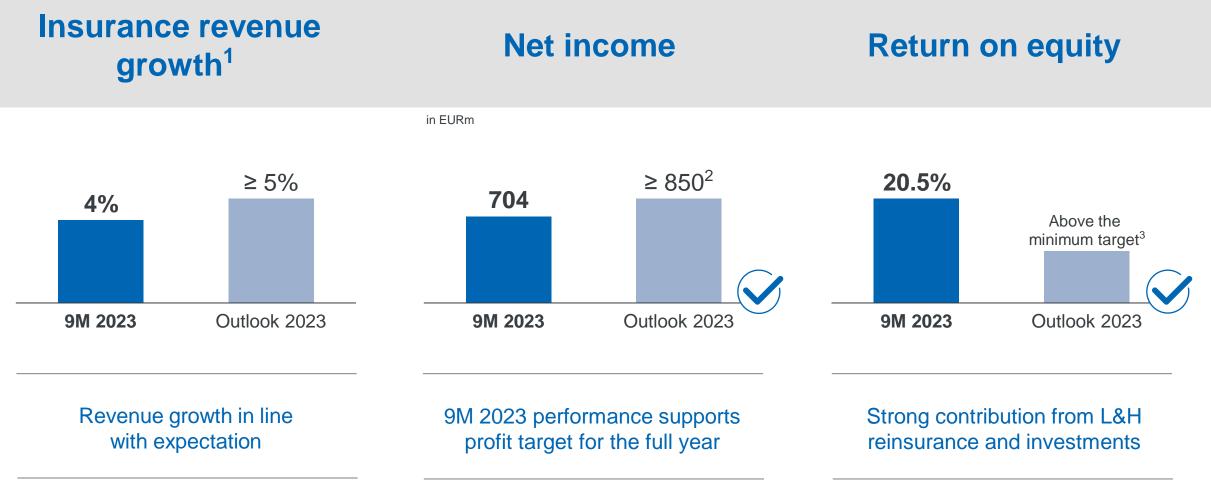
1 RoE including Asset Management contribution: 15.8%

2 Combined ratio (net / gross): Insurance service expenses after reinsurance expenses divided by insurance revenue before reinsurance

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Reinsurance

YTD performance fully supports targets for the full year

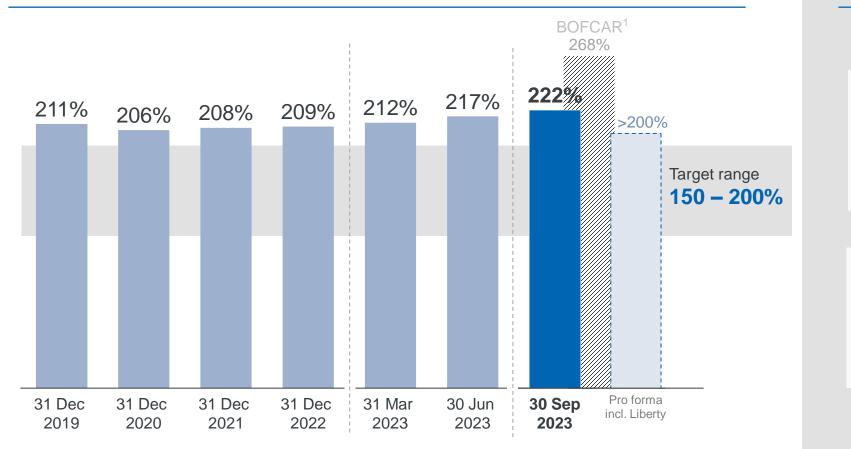


Note: All targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment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

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

4 Strong capitalisation

High solvency capital generation in 2023



Strong ratings

S&P Global

Ratings

BE

Note: Solvency 2 ratio of HDI Group as the regulated entity, as of period end excluding transitional measures. Solvency 2 ratio including transitional measures as of 30 Sep 2023: 253% 1 Economic funds excl. regulatory haircut for Hannover Re minorities

Note: Insurer Financial Strength Rating

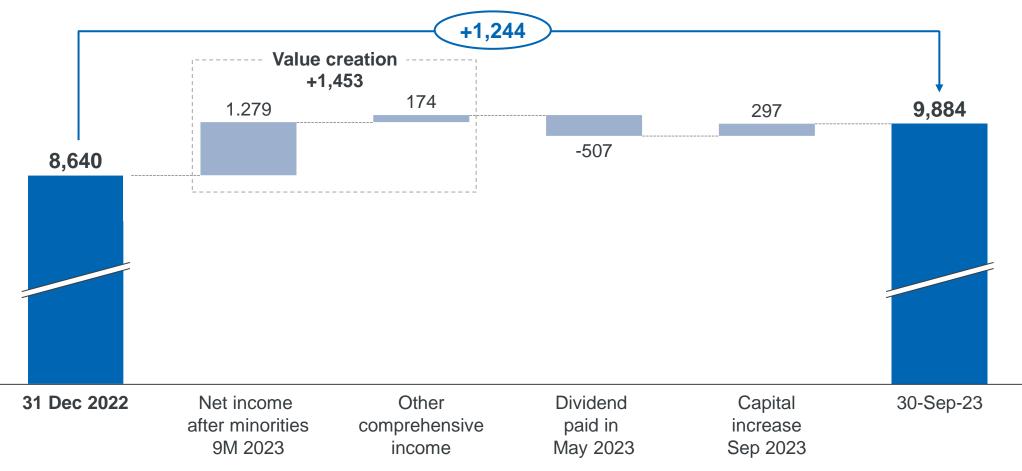
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4 Shareholders' equity increasing by EUR 1.2bn in 9M 2023

Shareholders' equity development

After taxes and minorities, in EURm



4 Our low beta investment portfolio

Investments for own risk

As of 30 Sep 2023, in EURbn

130.3

17% 106.1 106.1 106.1 2% 3% 7% 17% 18% 43% 18% 30% 93% 81% invest-27% ment 57% grade 49% 30% Asset allocation Currency split By type By rating Euro Fixed-income securities Goverment Bonds AAA AA Equities Non-Euro Corporate Bonds Other¹ Covered Bonds A BBB Other Below BBB and n.r.

Investments for own risk increased by ~ EUR 3.0bn vs 31 Dec 2022

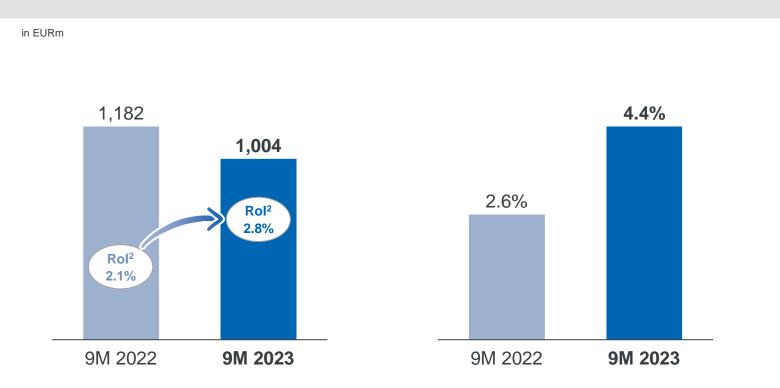
~10%pts migration of bond rating from AAA to AA versus 30 Jun 2023 due to U.S. credit rating downgrade

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

Group investment portfolio management actions starting to materialise

Net insurance finance and investment result¹

Average reinvestment yield³



Strong ordinary investment result + EUR 280m versus 9M 2022 mainly benefiting from higher interest rates

Realised losses from bond portfolio management actions of EUR ~180m impacting net insurance finance and investment result in P/C

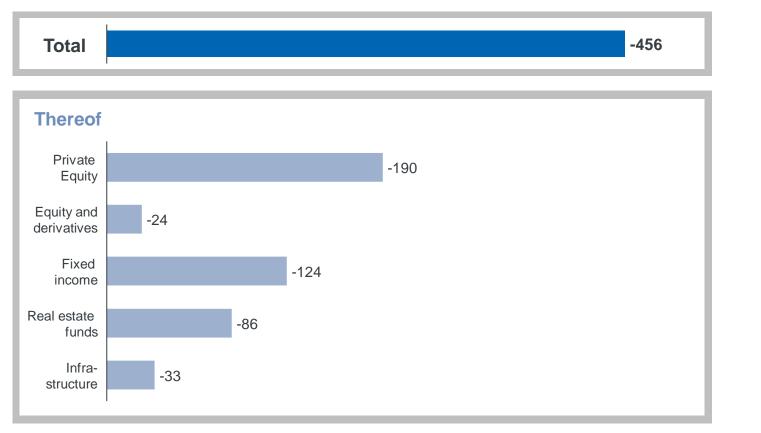
1 Before currency effects

2 Net return on investments for own risk: Income from investments for own risk divided by average investments for own risk 3 On fixed income securities

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

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

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



~90% of financial investments without P&L volatility

Minor net income impact from FVPL in 9M 2023 (EUR +37m) may not be sustainable

1 Based on flat / average tax rates and minorities

4 Q3 2023 and 9M 2023 results overview – Talanx Group

EURm	Q3 2022	Q3 2023	9M 2022	9M 2023	9M 2023 / 9M 2022
Insurance revenue (gross)	10,712	11,411	29,871	32,274	+8%
Insurance service result (net)	496	950	1,789	2,577	+44%
thereof Non-Life	314	610	1,078	1,675	+55%
Net investment income for own risk	740	931	2,177	2,657	+22%
Result from unit-linked contracts	-248	-72	-1,850	707	+138%
Net insurance finance result before currency effects	-116	-615	856	-2,360	-376%
Net insurance finance and investment result before currency effects	376	244	1,182	1,004	-15%
Net currency result	66	-36	34	0	-99%
Other result	-192	-356	-756	-822	-9%
Operating result (EBIT)	747	802	2,249	2,760	+23%
Financing costs	-39	-54	-128	-175	-37%
Taxes on income	-220	-91	-461	-540	-17%
Minority interest on profit & loss	-247	-205	-735	-765	-4%
Net income	240	452	926	1,279	+38%
Earnings per share (EPS)	0.95	1.78	3.66	5.05	+1.39
Combined ratio P/C	96.4%	93.3%	95.5%	93.5%	-1.9%pts
Tax ratio	31.1%	12.1%	21.7%	20.9%	-0.8%pts
Return on equity	10.5%	19.0%	13.9%	18.4%	+4.6%pts
Return on investment for own risk	2,3%	2,9%	2.1%	2.8%	+0.6%pts

4 Q3 2023 results overview - Segments

EURm	Industria	al Lines	Retail Germany		Retail International		Primary Insurance		Reinsurance	
	Q3 2022	Q3 2023	Q3 2022	Q3 2023	Q3 2022	Q3 2023	Q3 2022	Q3 2023	Q3 2022	Q3 2023
Insurance revenue (gross)	2,143	2,367	929	905	1,412	1,830	4,484	5,101	6,515	6,242
Insurance service result (net)	49	189	51	135	17	118	117	442	370	483
Net investment income for own risk	60	27	212	329	109	157	380	513	376	424
Result from unit-linked contracts	0	0	-239	-71	-8	-1	-248	-72	0	0
Net insurance finance result before currency effects	6	-54	35	-241	-47	-52	-6	-346	-113	-260
Net insurance finance and investment result before currency effects	66	-27	7	17	53	104	127	95	263	165
Net currency result	13	-1	32	11	-1	-4	44	7	21	-42
Other result	-31	-60	-56	-46	-46	-60	-133	-165	-104	-115
Operating result (EBIT)	97	102	34	118	23	158	155	378	550	491
Financing costs	-2	-2	-2	-2	-4	-8	-8	-12	-26	-33
Taxes on income	-21	-9	-33	-43	5	-50	-49	-102	-164	-20
Minority interest on profit & loss	0	0	-2	-3	-15	-18	-17	-21	-209	-218
Net income	75	92	-2	70	8	82	81	244	151	220
Combined ratio P/C	97.7%	92.0%	94.7%	94.6%	97.7%	94.1%	97.4%	93.1%	95.4%	93.4%
Return on equity	12.5%	14.5%	-0.5%	18.4%	1.5%	12.3%	4.9%	14.5%	12.8%	19.0%
Return on investments for own risk	2.1%	0.8%	1.7%	2.8%	3.2%	4.8%	2.1%	2.8%	2.7%	2.9%

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

4 9M 2023 results overview - Segments

EURm	Industria	al Lines	Retail G	ermany	Retail Inte	rnational	Primary Ir	isurance	Reinsu	rance
	9M 2022	9M 2023	9M 2022	9M 2023	9M 2022	9M 2023	9M 2022	9M 2023	9M 2022	9M 2023
Insurance revenue (gross)	5,975	6,588	2,641	2,627	3,898	4,917	12,513	14,132	18,331	18,514
Insurance service result (net)	275	481	259	314	127	303	660	1,098	1,064	1,561
Net investment income for own risk	171	135	555	860	278	409	1,004	1,404	1,216	1,291
Result from unit-linked contracts	0	0	-1,790	684	-61	24	-1,850	707	0	0
Net insurance finance result before currency effects	-3	-112	1,253	-1,456	-83	-171	1,168	-1,740	-319	-602
Net insurance finance and investment result before currency effects	169	22	19	87	134	262	321	371	897	688
Net currency result	-27	4	66	1	6	3	45	8	-6	-8
Other result	-146	-214	-165	-135	-139	-161	-450	-510	-278	-389
Operating result (EBIT)	271	293	178	268	128	407	577	967	1.676	1.853
Financing costs	-7	-8	-5	-5	-3	-18	-15	-31	-80	-107
Taxes on income	-65	-42	-8	-96	-25	-107	-98	-246	-368	-318
Minority interest on profit & loss	0	0	-6	-9	-45	-58	-51	-67	-669	-724
Net income	199	243	159	158	55	223	413	624	559	704
Combined ratio P/C	95.4%	92.7%	94.4%	95.6%	96.9%	94.9%	95.8%	93.8%	95.1%	93.1%
Return on equity	11.6%	13.4%	12.7%	14.2%	3.2%	11.9%	8.8%	13.0%	15.5%	20.5%
Return on investments for own risk	2.0%	1.5%	1.4%	2.5%	2.7%	4.2%	1.7%	2.6%	2.9%	3.0%

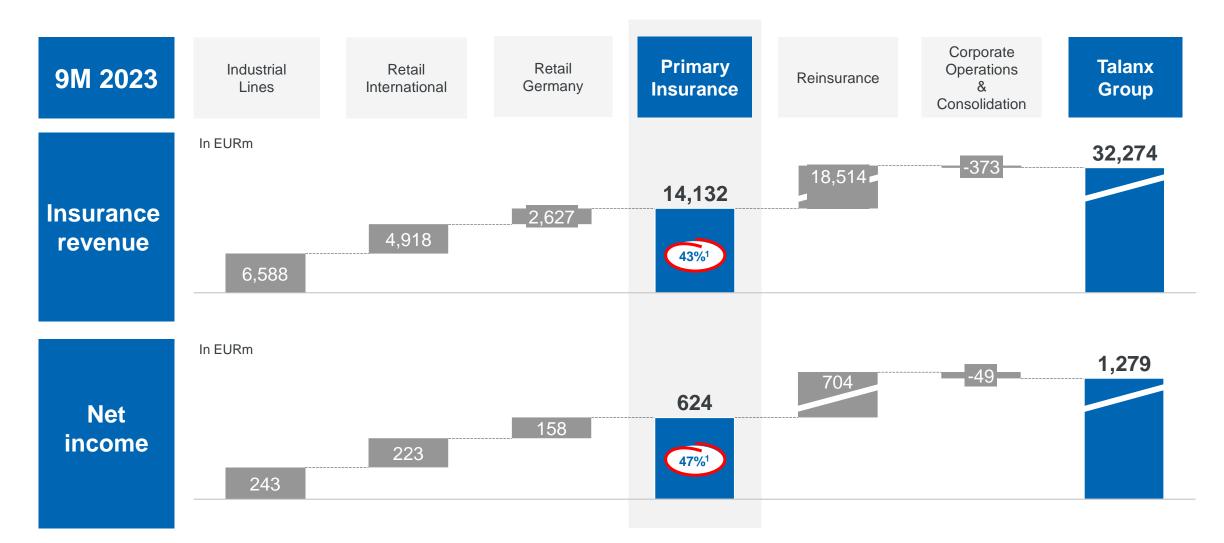
Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International

Large loss detailBudget not fully utilised

Net Iosses in EURm, 9M 2023 (9M 2022)	Industrial Lines	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Talanx Group
TOP 10 NatCat							
1. Earthquake Türkiye (February)	20.8		9.9	30.7	273.1	25,0	328,8
2. Storm and hail, Italy (July – August)					131.7		131,7
3. Forest fires "Maui" Haiwaii, USA (August)					87.2		87,2
4. Cyclone "Gabrielle" New Zealand (February)	4.3			4.3	66.0		70,3
5. Earthquake Morocco (September)					70.0		70,0
6. Hurricane Idalia, Mexico (August)	6.8			6.8	55.0		61,8
7. Heavy rain, Slovenia and Austria (August)	14.3			14.3	31.8		46,0
8. Flood "Auckland" New Zealand (February)					45.7		45,7
9. Rain and flood, Italy (May)	5.9			5.9	37.5		43,3
10. Tornados and storm, USA (March – April)					40.7		40,7
Sum NatCat (total)	133.4 (251.0)	21.5 (36.3)	18.5 (8.6)	173.4 (295.9)	968.1 (1,051.4)	50.5 (6.2)	1,192.0 (1,353.5)
Property	115,0		13,1	128,2	191,1	13,7	333,0
Credit					29,7		29,7
Aviation	8,7			8,7	14,7		23,4
Transport	10,0			10,0		1,4	11,4
Sum other large losses	133.7 (35.3)	0.0 (0.0)	13.1 (4.3)	146.8 (39.6)	235.6 (101.8)	15.1 (11.2)	397.5 (152.6)
Russian war in Ukraine				(30)	(330.8)		
Total large losses	267.1 (316.3)	21.5 (36.3)	31.6 (12.9)	320.2 (365.5)	1,203.6 (1,484.0)	65.6 (17.4)	1,589.5 (1,866.9)
Pro-rata large loss budget	282.7	33.8	11.3	327.7	1,327.6	37.5	1,692.8

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

4 Primary Insurance contribution to bottom line at 47%



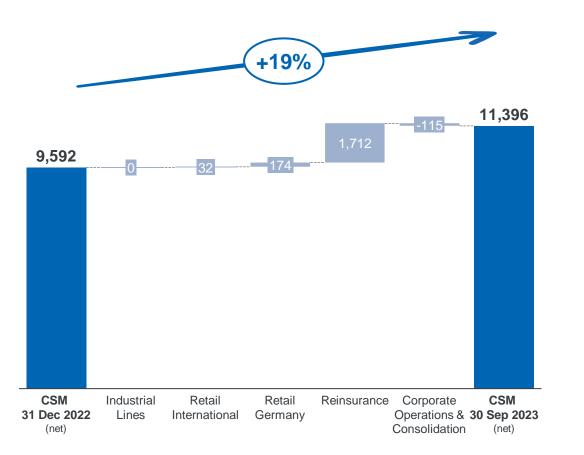
Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International 1 Percentages are calculated in percent of Group insurance revenue and net income respectively, adjusted for Corporate Operations and Consolidation

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CSM increase of ~ 19% driven4 by new business

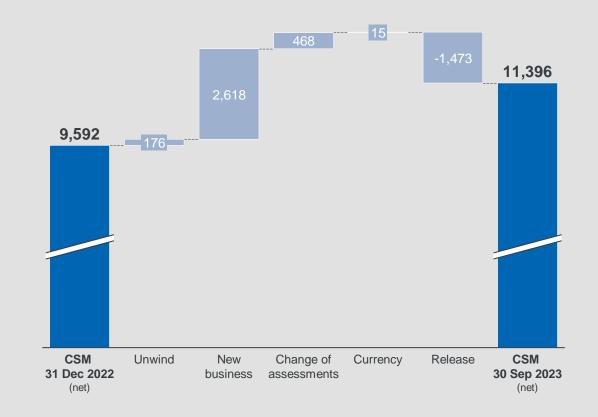
CSM – Change per segment

Before taxes and minorities, in EURm



CSM – Change per value driver

Before taxes and minorities, in EURm



Book value per share

Increased in 2023 4

Shareholders' equity

in EURm 174 1,279 9,884 297 8,640 -507 Net income Other Dividend Capital 30 Sep 2023 31 Dec 2022 after minorities comprehensive paid in increase 9M 2023 income May 2023 Sep 2023 30 Jun 30 Sep Change Book value per share 31 Dec 2022 2023 2023 31 Dec / 30 Sep in EUR Abs. Including goodwill 34.10 36.37 38.28 +4.17Excluding goodwill 32.20 33.84 +3.76 30.08

1 Adjusted according to IAS 8

Shareholders' CSM and risk adjustment



1 Based on flat / average tax rates and minorities

%

+12.2%

+12.5%

2 CSM before taxes and minorities: EUR 11.396m; Risk adjustment before taxes and minorities: EUR 4,738m



4 Details on selected fixed-income country exposure

Investments into issuers from countries with a rating below A- (in EURm), as of 30 Sep 2023

Country	Rating	Sovereign	Semi- Sovereign	Financial	Corporate	Covered	Other	Total
Italy	BBB	2,900	-	666	449	214	3	4,231
Brazil	BB	492	-	32	261	-	33	818
Mexico	BBB	447	1	143	277	-	-	867
Hungary	BBB	86	-	6	22	-	-	114
Russia		19	-	1	9	-	-	30
South Africa	BB-	100	-	3	133	-	2	238
Portugal	BBB+	82	-	12	59	8	-	159
Türkiye	В	84	-	9	9	-	-	102
Other BBB+		72	-	29	49	-	-	150
Other BBB		302	265	76	260	-	-	903
Below BBB or non-rated		417	199	130	173	-	-	919
Total		5,000	465	1,107	1,701	221	38	8,533
In % of total investments under own management ¹		3.8%	0.4%	0.8%	1.3%	0.2%	0.0%	6.5%
In % of total Group assets ²		3.1%	0.3%	0.7%	1.0%	0.1%	0.0%	5.2%

Note: Percentages may not add up due to rounding. 1 EUR 130,297m. 2 EUR 163,350m.

4 Contact us



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09 Apr 2024 Post FY 2023 results roadshow, London

24 / 25 Apr 2024 Münchner Kapitalmarkt Konferenz

15 May 2024 3M 2024 results

30 May 2024 Deutsche Bank Global Financial Services Conference, New York

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