

talanx.

Insurance. Investments.

Capital Markets Day 2024

Munich, 11 December 2024





Agenda

- 1 Group Strategy** | **Torsten Leue**
- 2 Group Financials | Jan Wicke
- 3 Retail International | Wilm Langenbach
- 4 Deep dive LatAm | Nicolas Masjuan
- 5 Final remarks | Torsten Leue

Strategy 2023-25 – Our existing strategic targets outperformed one year early

Strategy 2019-22

Strategy 2023-25

A

New mid-term targets

B



All promises delivered



Targets outperformed 1yr early



Return on Equity



Resiliency strengthened



Next level for Primary Insurance



Net Income growth



Global crises withstood



Strong M&A – Liberty LatAm



Dividends



Stabilization



Acceleration



Next Level

Our existing strategic targets 2023-25

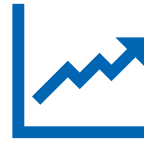
Return on Equity



High level of
profitability

>10%

Net income



Strong earnings
growth

>25%¹

Dividend



Attractive
dividend

+25%²

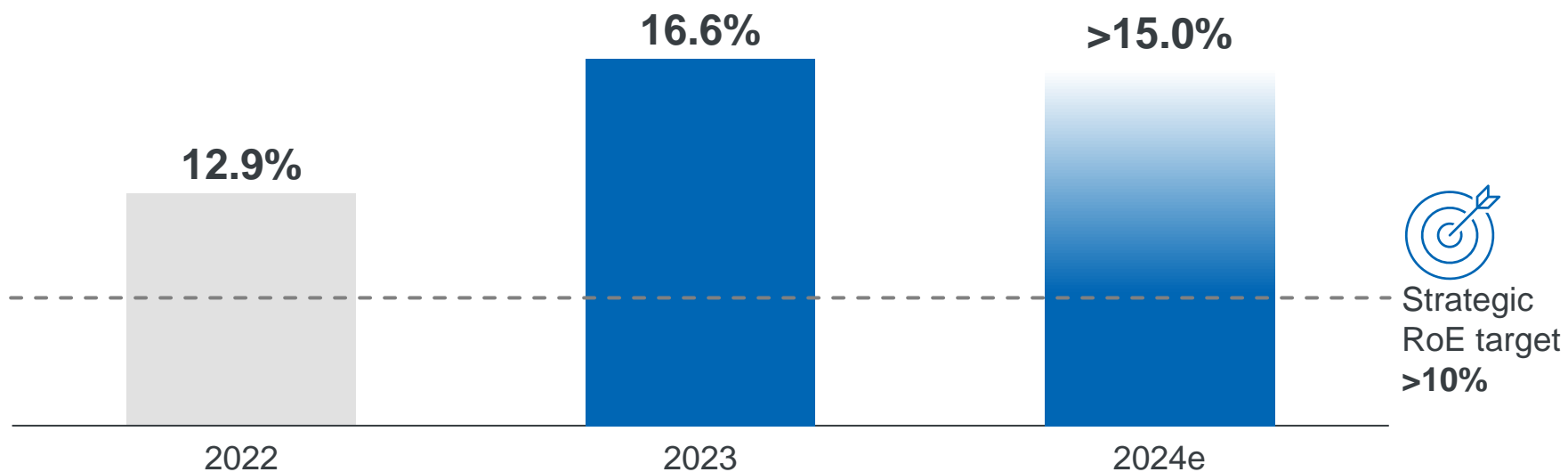
Note: Targets are relevant as of FY2023; targets are subject to large losses staying within their respective annual large-loss budgets as well as no occurrence of major turmoil on currency and/or capital market

1 Until 2025 with normalised net income 2022 baseline of 1,250m EUR

2 Until 2025 based on a dividend of 2.00 EUR per share for 2022 paid in 2023

Return on equity significantly above existing strategic target

Return on equity

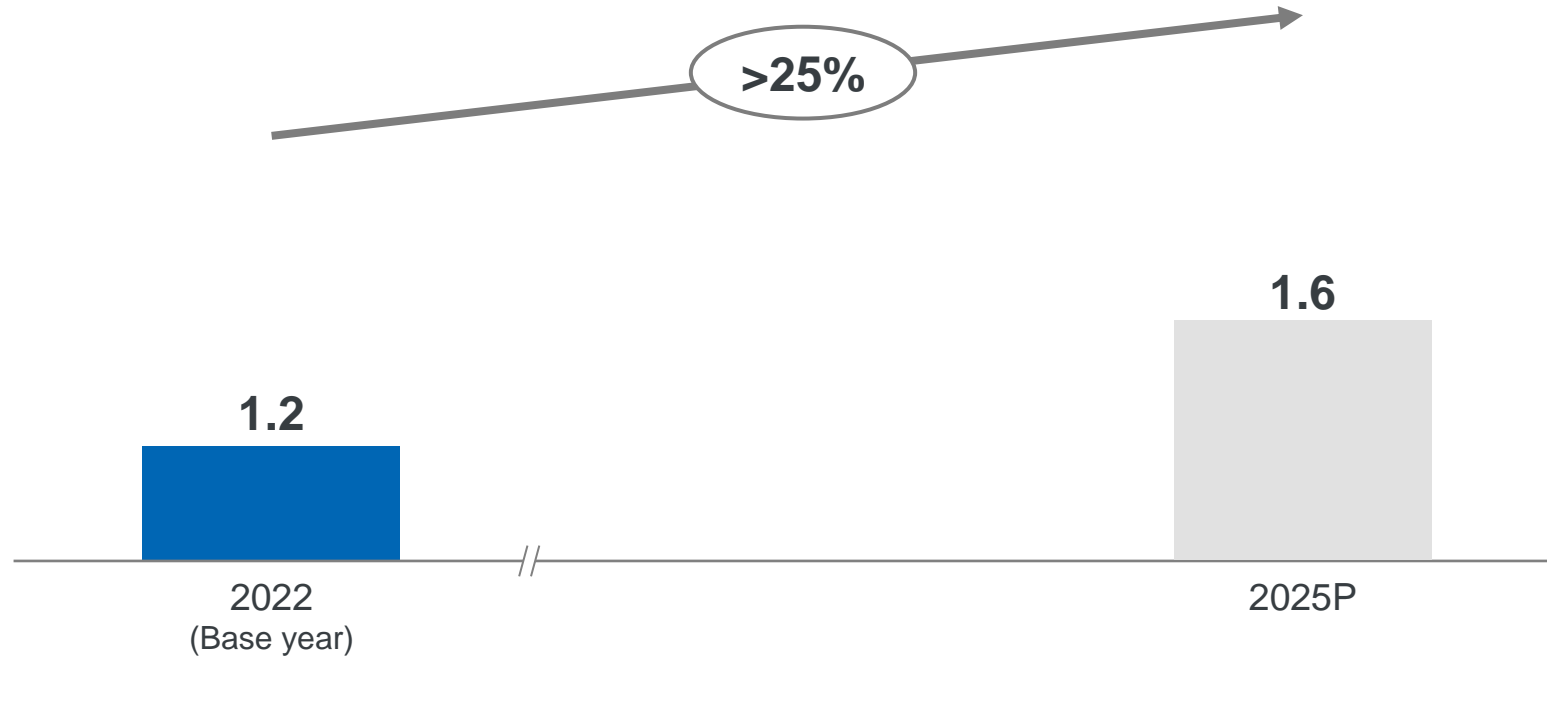


Note: Figures relating to financial year 2022 are according to IFRS 4, figures for 2023 and 2024 are according to IFRS 17

Existing strategic net income growth target >25% until 2025

Net income

in EURbn



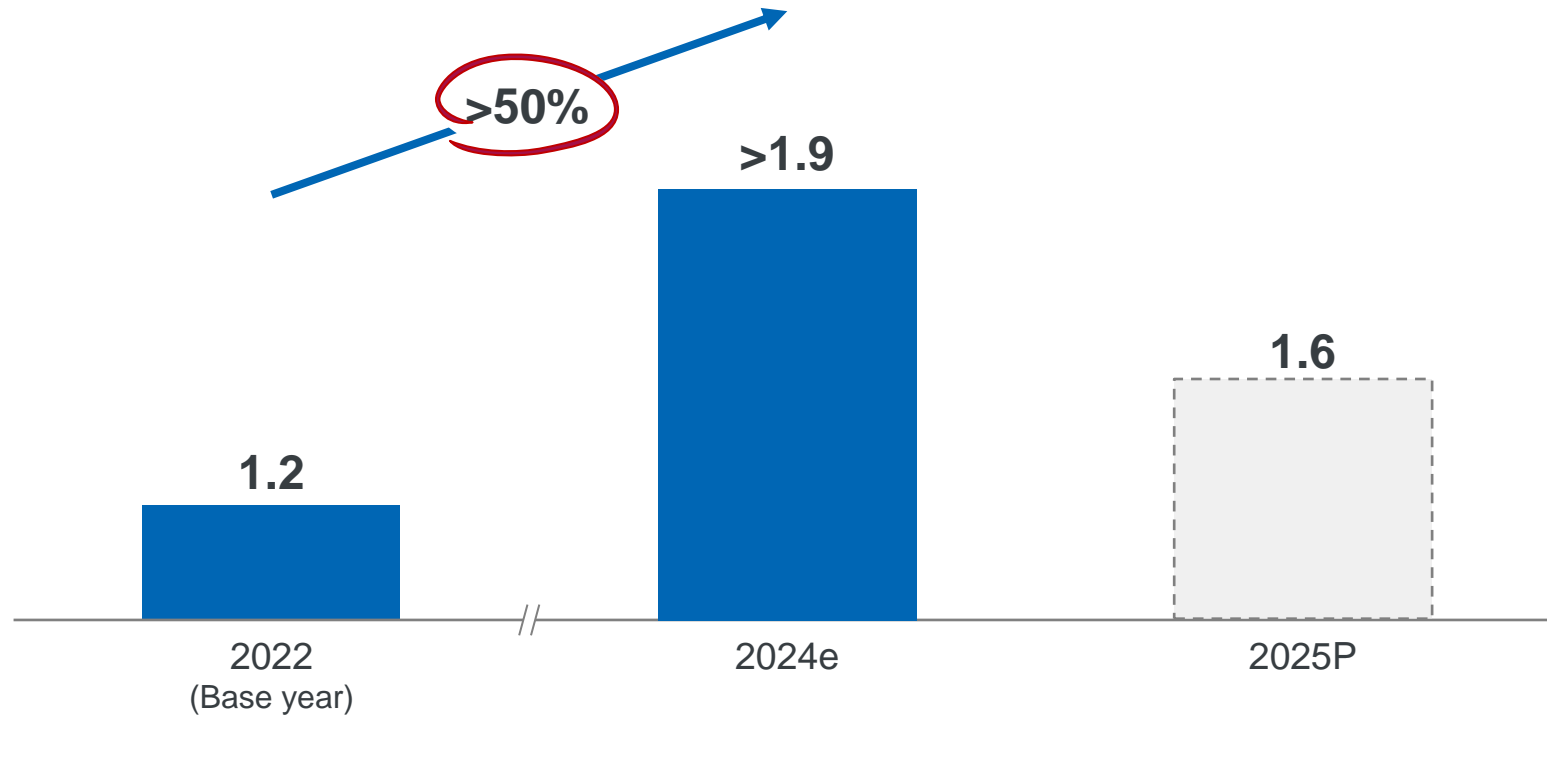
Note: Figures relating to financial year 2022 and prior are according to IFRS 4, figures for 2023ff are according to IFRS 17; strategic net income growth target of +25% until 2025 with normalised net income 2022 baseline of 1,250m EUR; reported IFRS 4 net income 2022 was 1,172m EUR

Strategic target achieved 1 year early – Net income increased by >50%

Net income



in EURbn

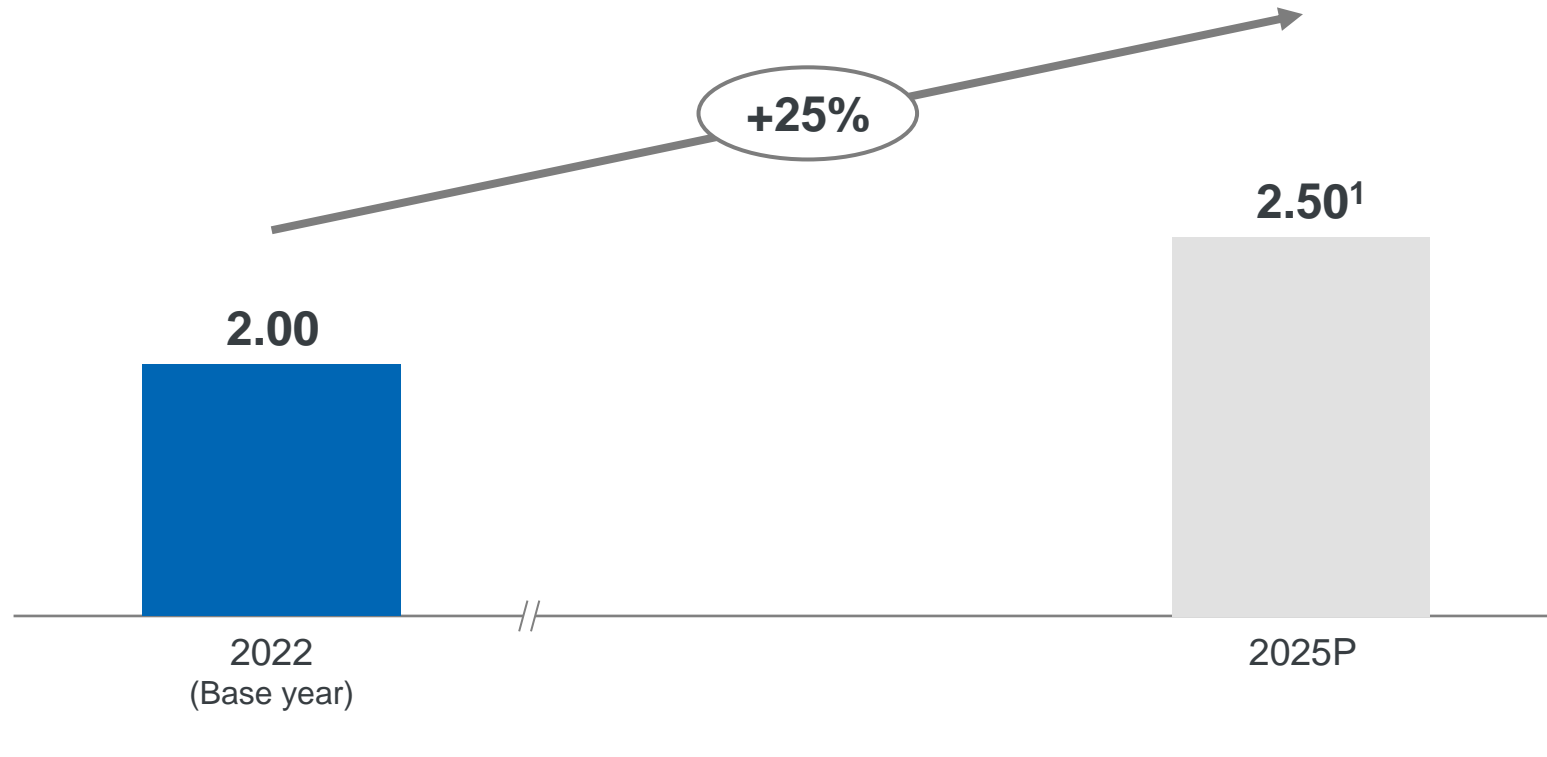


Note: Figures relating to financial year 2022 and prior are according to IFRS 4, figures for 2023ff are according to IFRS 17; strategic net income growth target of +25% until 2025 with normalised net income 2022 baseline of 1,250m EUR; reported IFRS 4 net income 2022 was 1,172 EURm

Existing strategic dividend growth target of +25% until 2025...

Dividend

in EUR per share



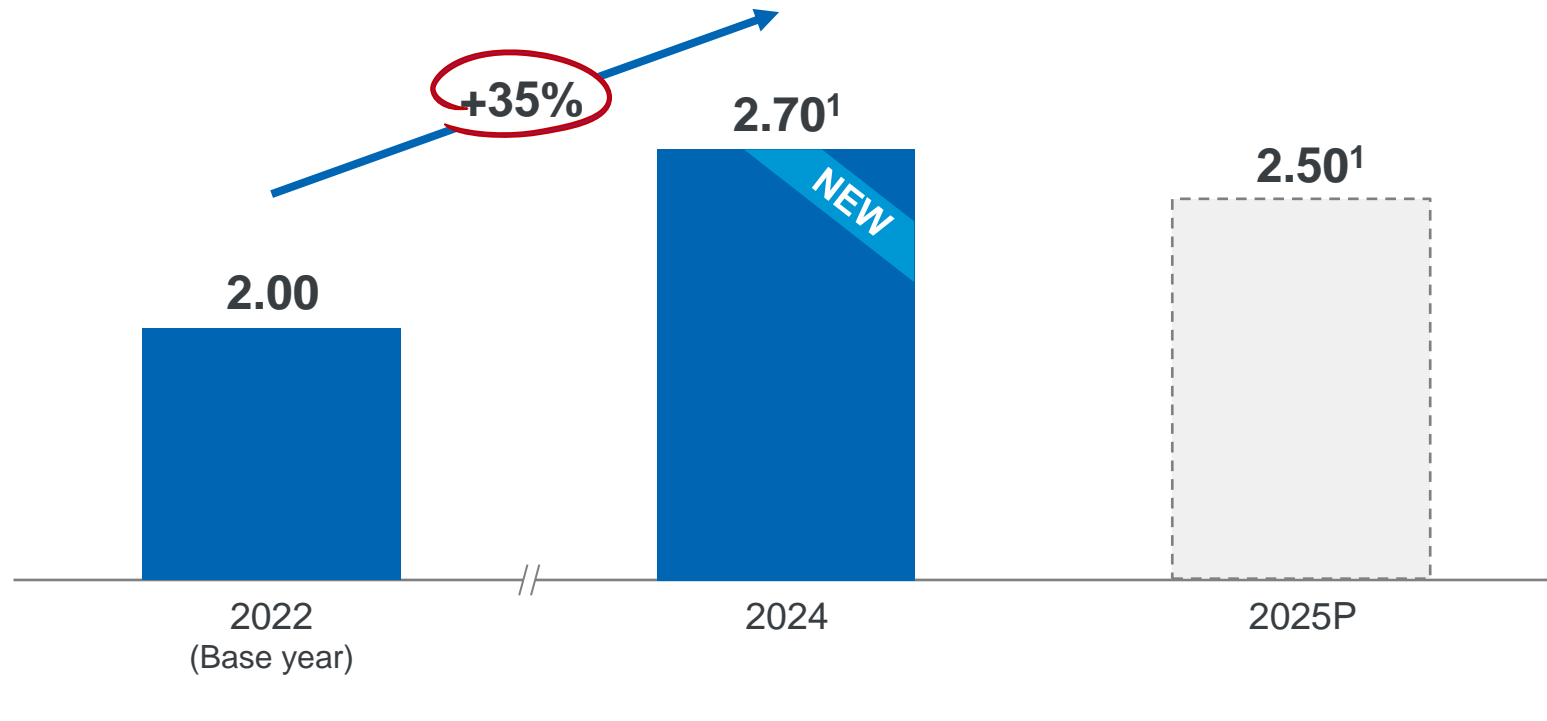
Note: Strategic dividend growth target of +25% until 2025 based on a dividend of 2.00 EUR per share for 2022 paid in 2023 | 1 Subject to supervisory board and AGM approval

...exceeded 1 year earlier

Dividend



in EUR per share

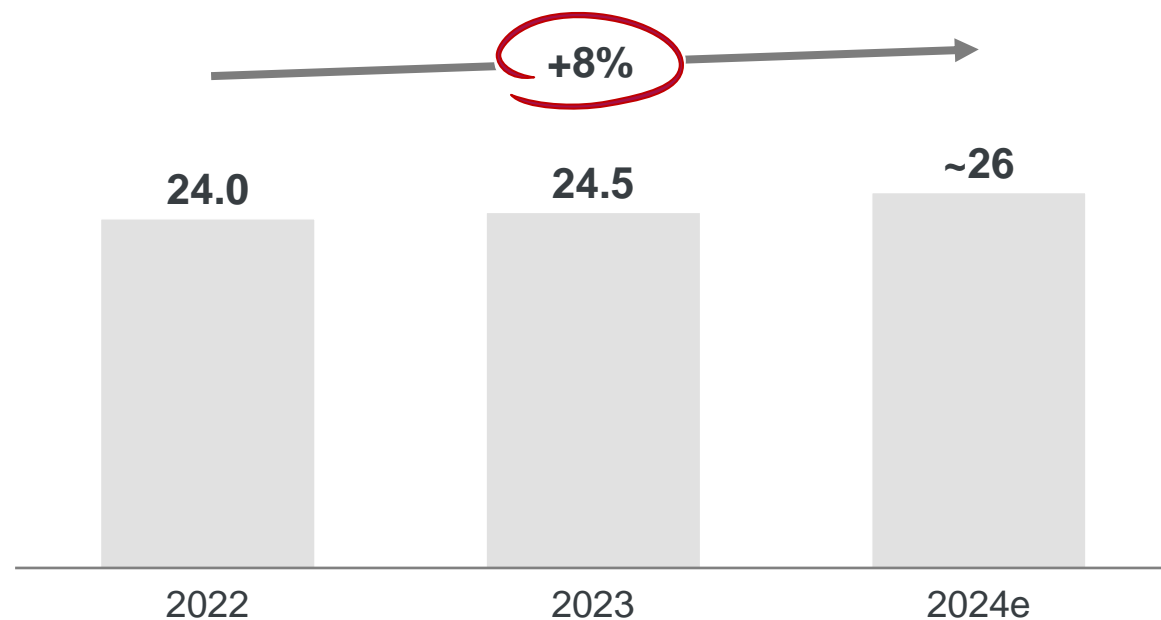


Note: Strategic dividend growth target of +25% until 2025 based on a dividend of 2.00 EUR per share for 2022 paid in 2023 | 1 Subject to supervisory board and AGM approval

Reinsurance with strong top-line growth – Primary Insurance even stronger ...

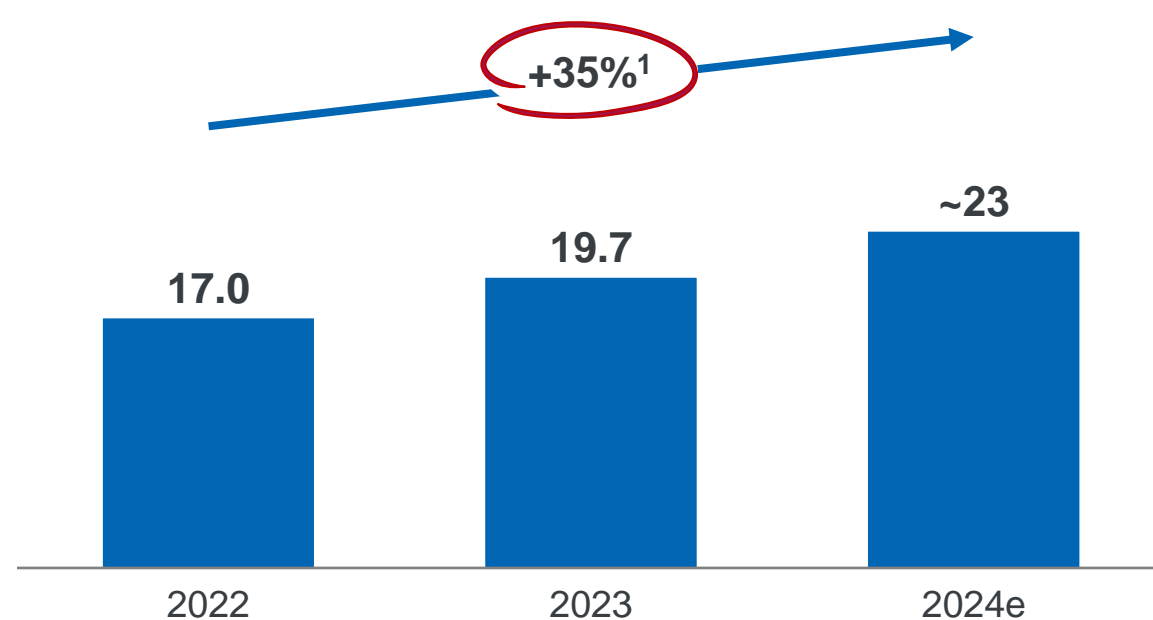
Reinsurance

Insurance revenue, in EURbn



Primary Insurance

Insurance revenue, in EURbn



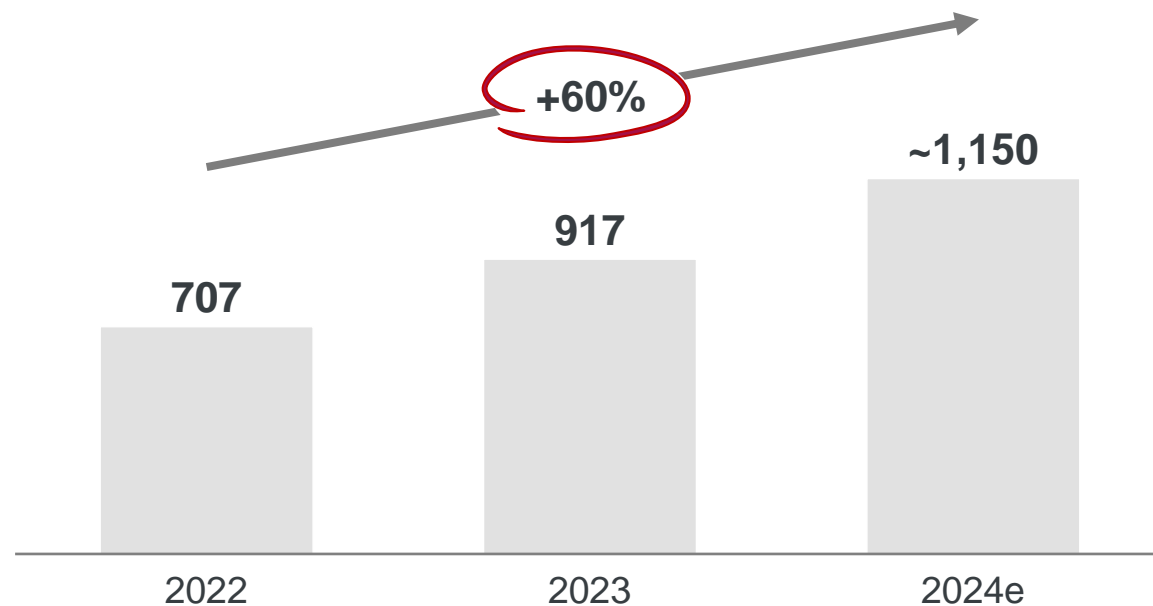
Note: All figures according to IFRS 17; Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany

¹ Thereof ~20% organic growth; ~15% inorganic growth due to acquisitions

... with even higher bottom-line growth ...

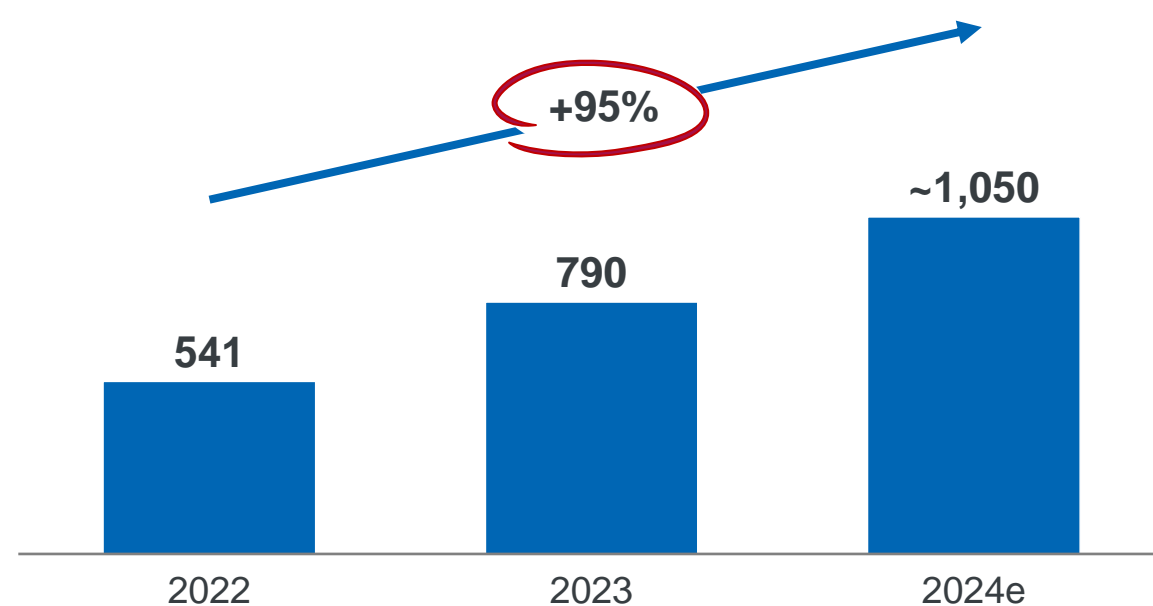
Reinsurance

Net income, in EURm



Primary Insurance

Net income, in EURm

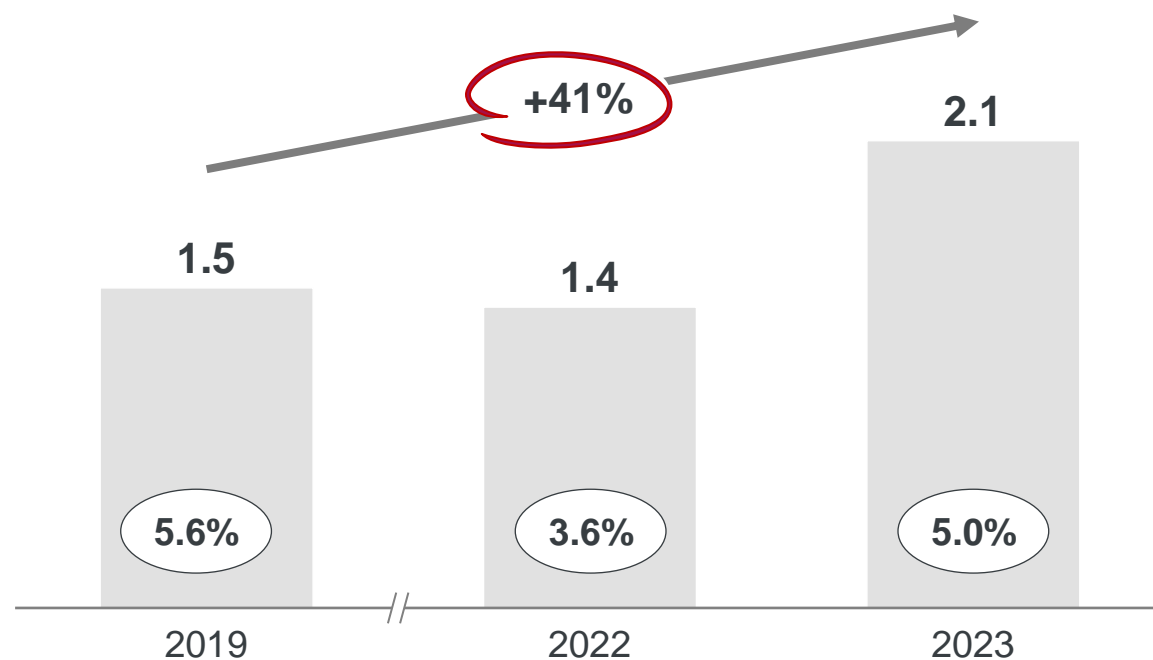


Note: Figures relating to financial year 2022 and prior are according to IFRS 4, figures for FY 2023ff are according to IFRS 17; Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany, without Corporate Operations; Group guidance 2024e = >1,900m EUR (incl. Corporate Operations and Consolidation)

... and overall enhanced resiliency

Reinsurance

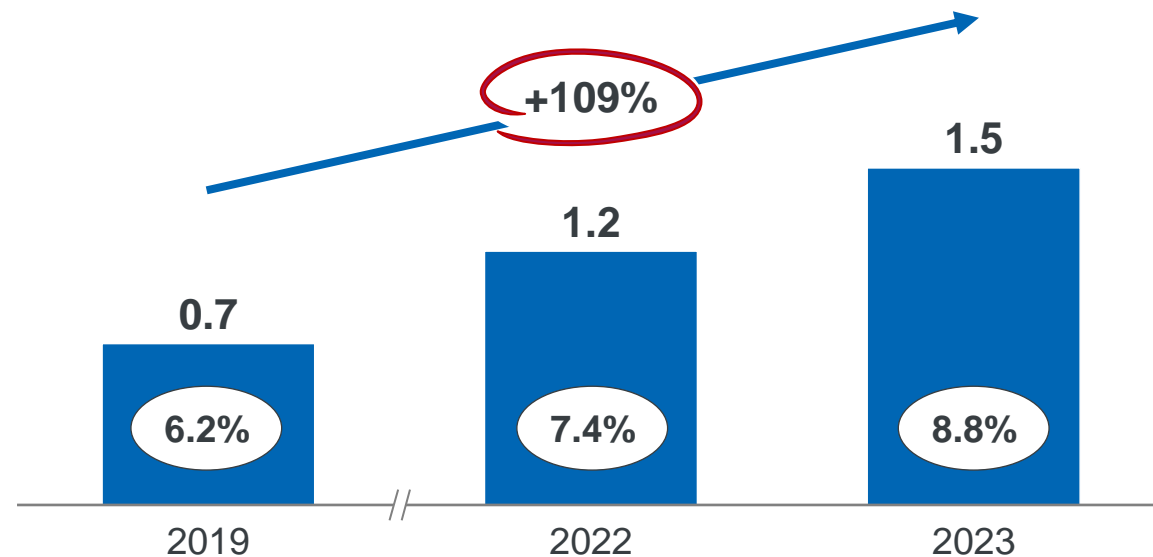
Resiliency within best estimate reserves¹, in EUbn



○ = Resiliency in % of total reserves

Primary Insurance

Resiliency within best estimate reserves¹, in EURbn

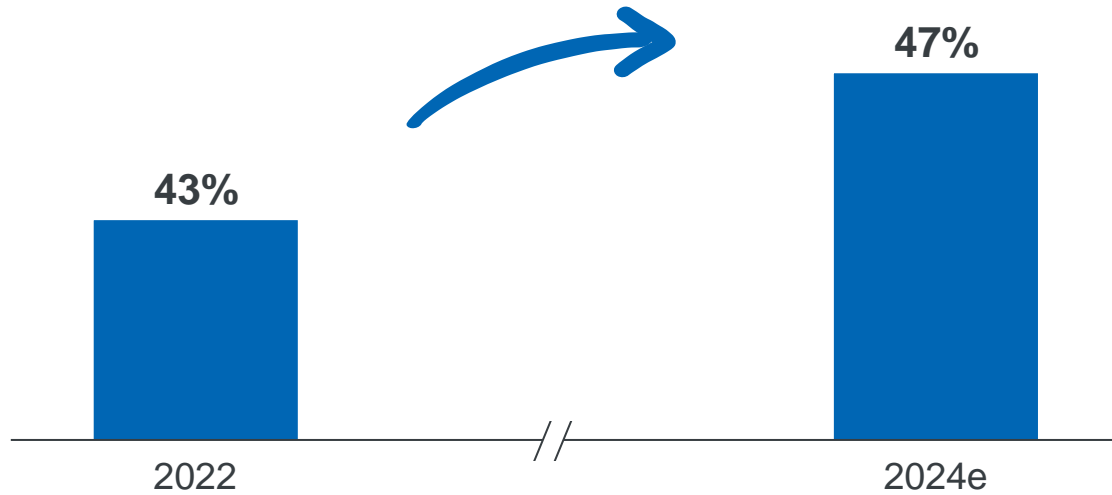


Note: Figures relating to financial year 2022 and prior are according to IFRS 4, figures for 2023ff are according to IFRS 17; Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany, excluding Talanx AG 1 Resiliency embedded in best estimate for P/C net claims reserves (undiscounted), before taxes and minorities which is defined as the difference between booked reserves (based on Talanx' own best estimates) and WTW analysis. WTW calculation based on data provided by Talanx. 2023 figures are based on IFRS 17 without considering discounting to allow comparability with IFRS 4 figures of previous years

Primary Insurance increased to almost 50% profit contribution

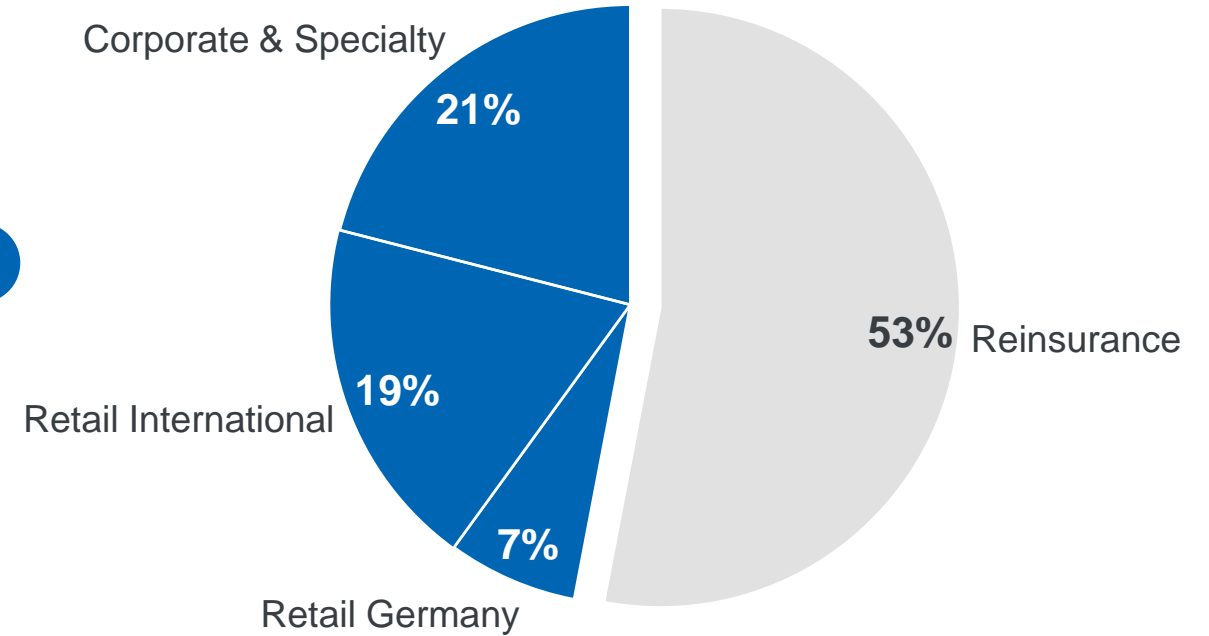
Primary Insurance contribution to group

Net income



Net income split

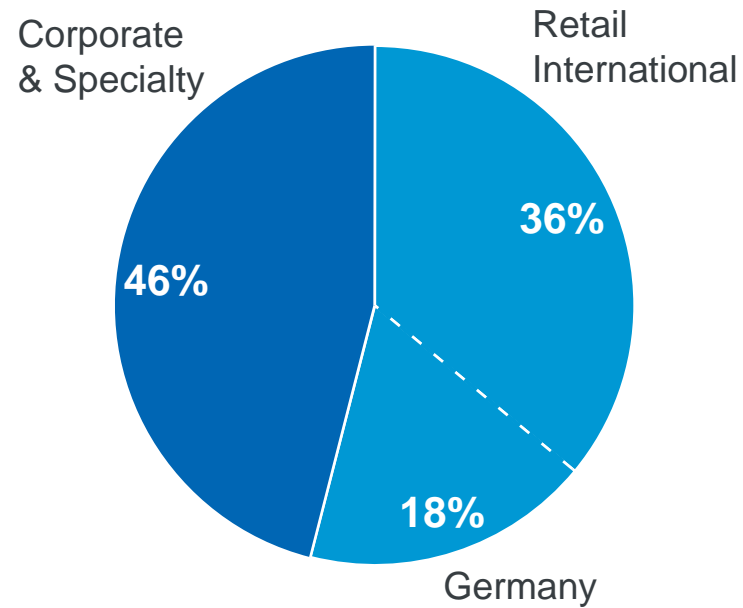
2024e



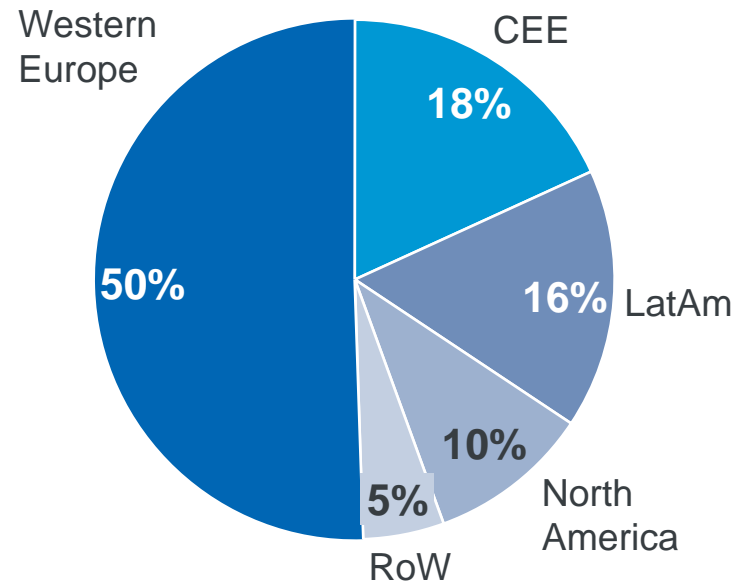
Note: Figures relating to financial year 2022 and prior are according to IFRS 4, figures for 2023ff are according to IFRS 17; Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany; percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation

Primary Insurance: Diversified and focused P&C player ...

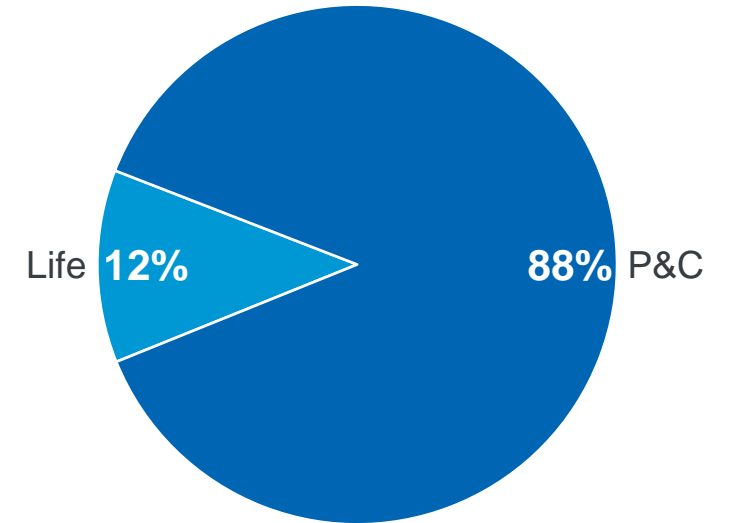
Diversified – Segments



Diversified – Regions



Focused – P&C player

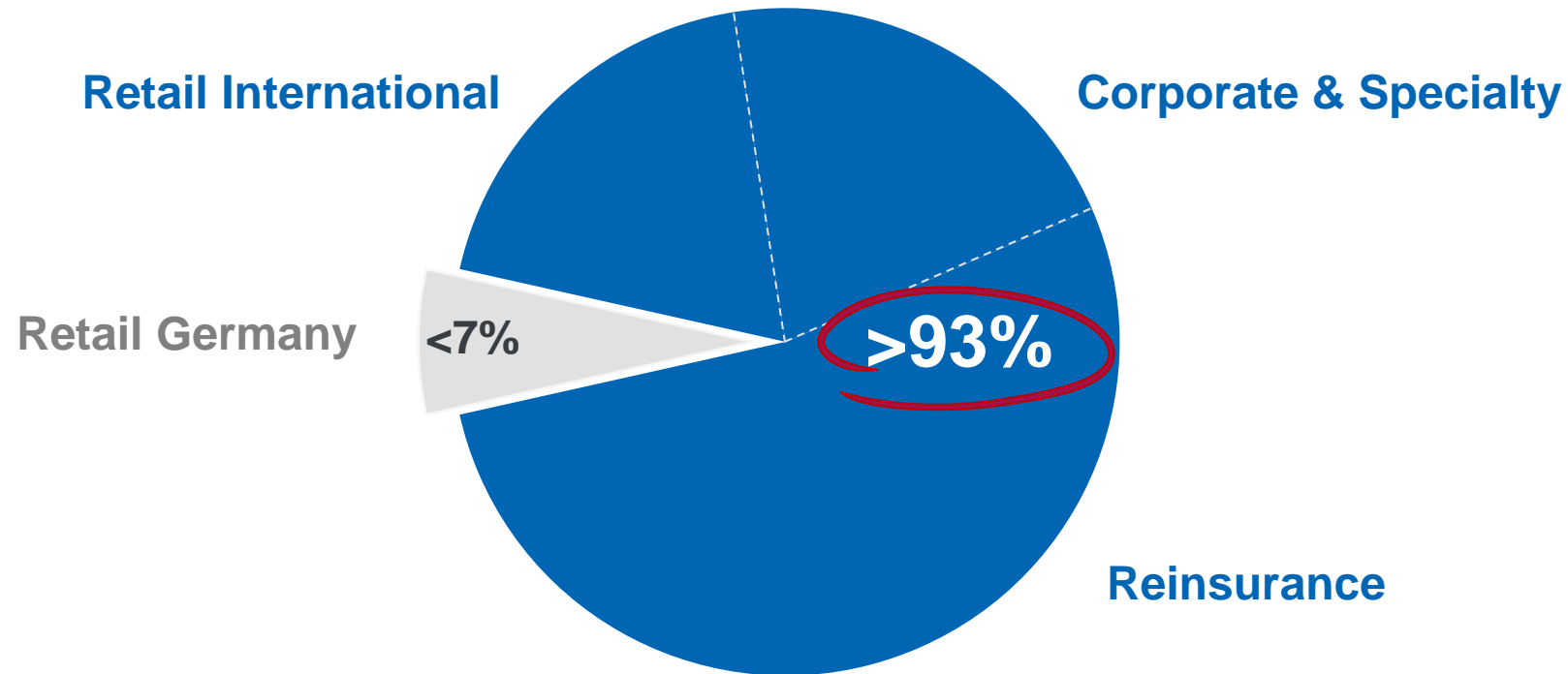


Note: Numbers may not add up due to rounding differences. All numbers are in % of Primary Insurance revenue 2023; Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany

...with cost leadership in most segments...

Cost leadership

Cost advantage over peer group




■ Net income contribution 2024e in % of total group net income for segments with cost advantage over peer group

■ Net income contribution 2024e in % of total group net income for segments with no cost advantage over peer group

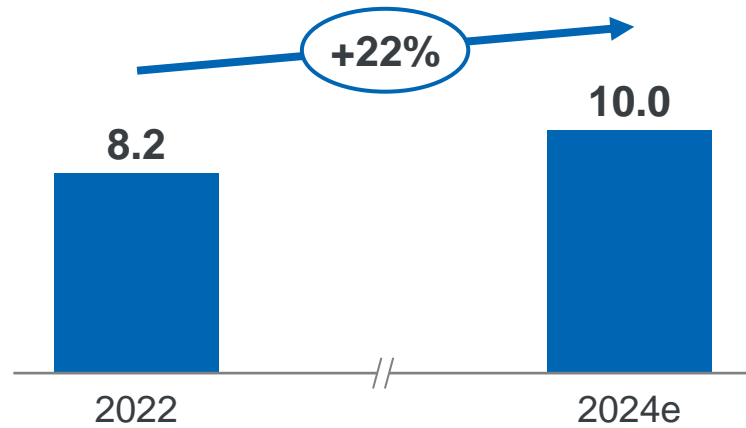
... and distinct competitive profiles

Corporate & Specialty




Global player

Insurance revenue, in EURbn



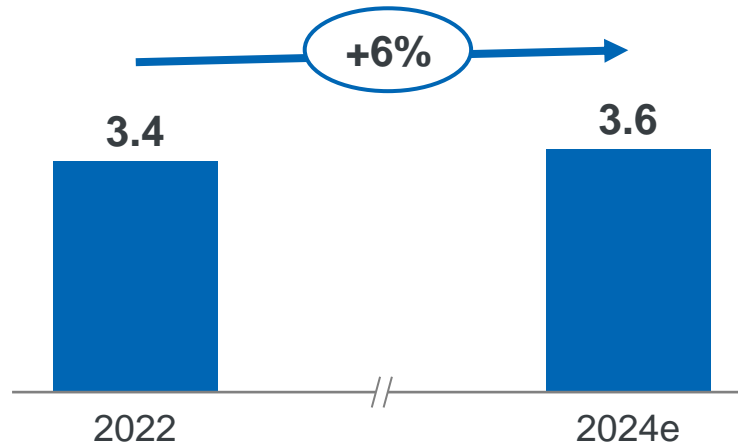
Retail

Germany




Stable player

Insurance revenue, in EURbn

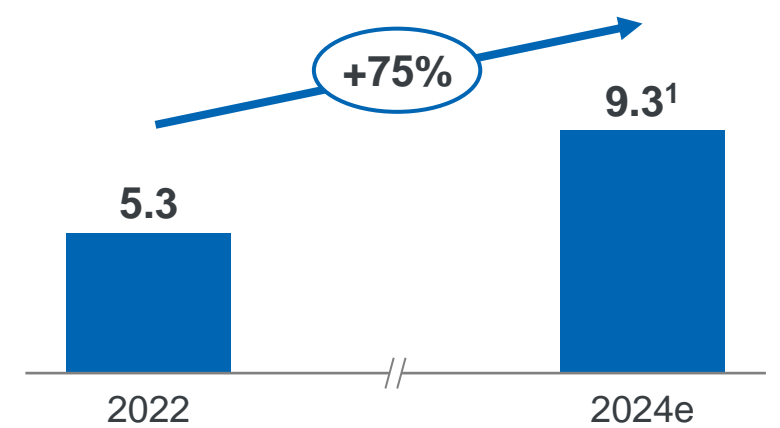


International



Growth player

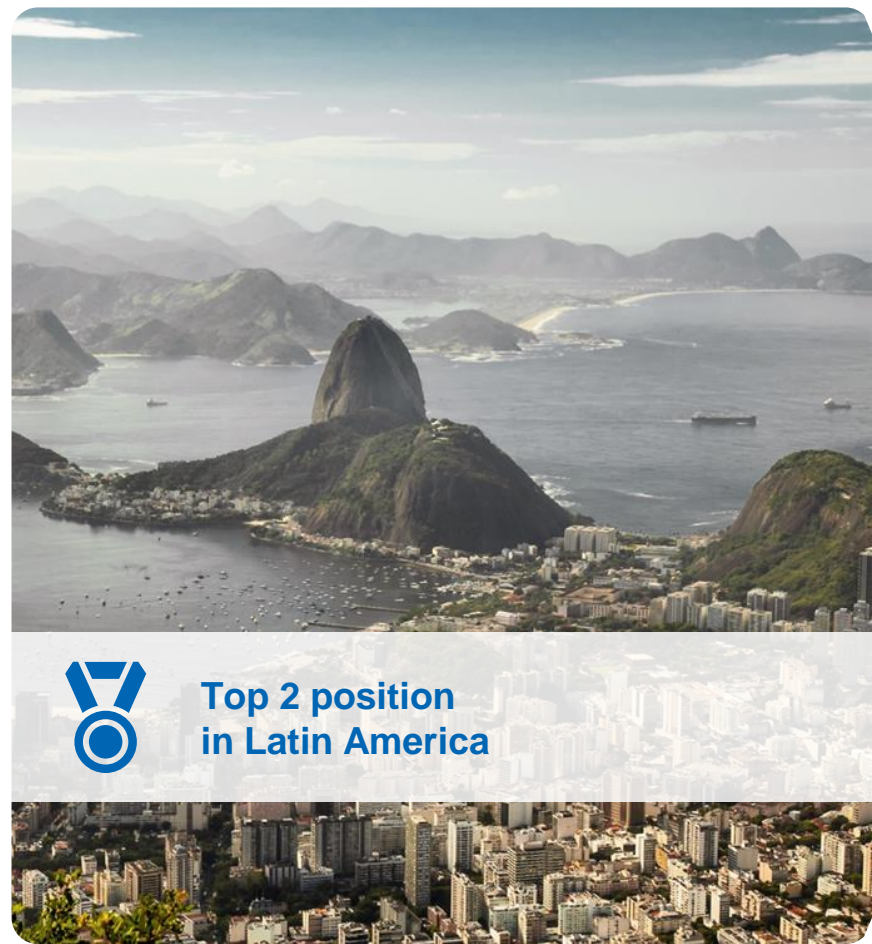
Insurance revenue, in EURbn



Note: All figures according to IFRS 17

¹ Thereof ~1,970m EUR inorganic growth in Latin America due to Liberty transaction

Growth player – Next level in Latin America

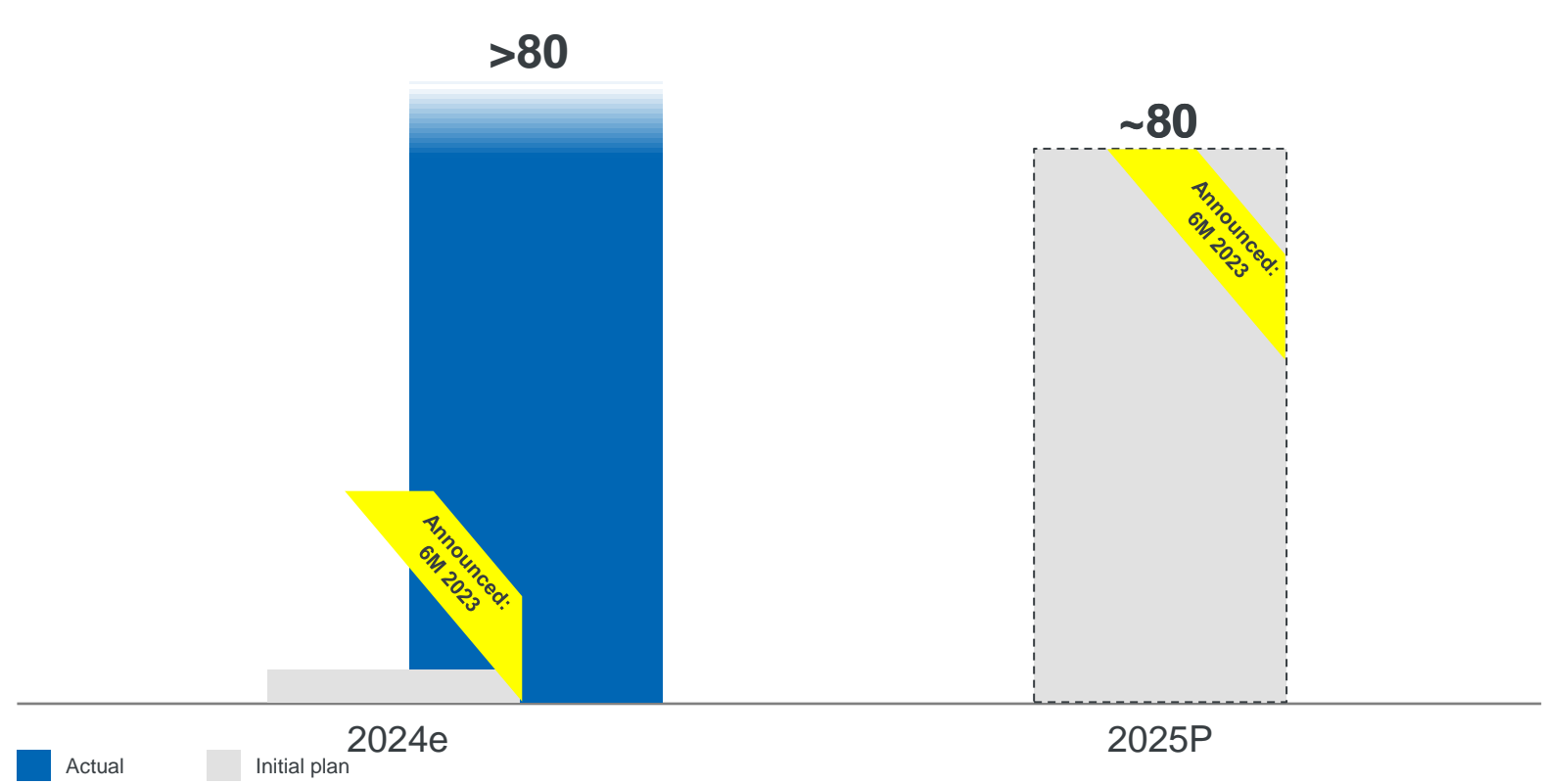


Note: Combined market share in Chile = 17.9%, Brazil = 10.3% and Colombia = 6.5%;
Source: Local supervisory authorities and insurance associations and other publicly available market research data

Liberty integration – Net income contribution of EUR 80m one year early

Net income¹ Liberty LatAm

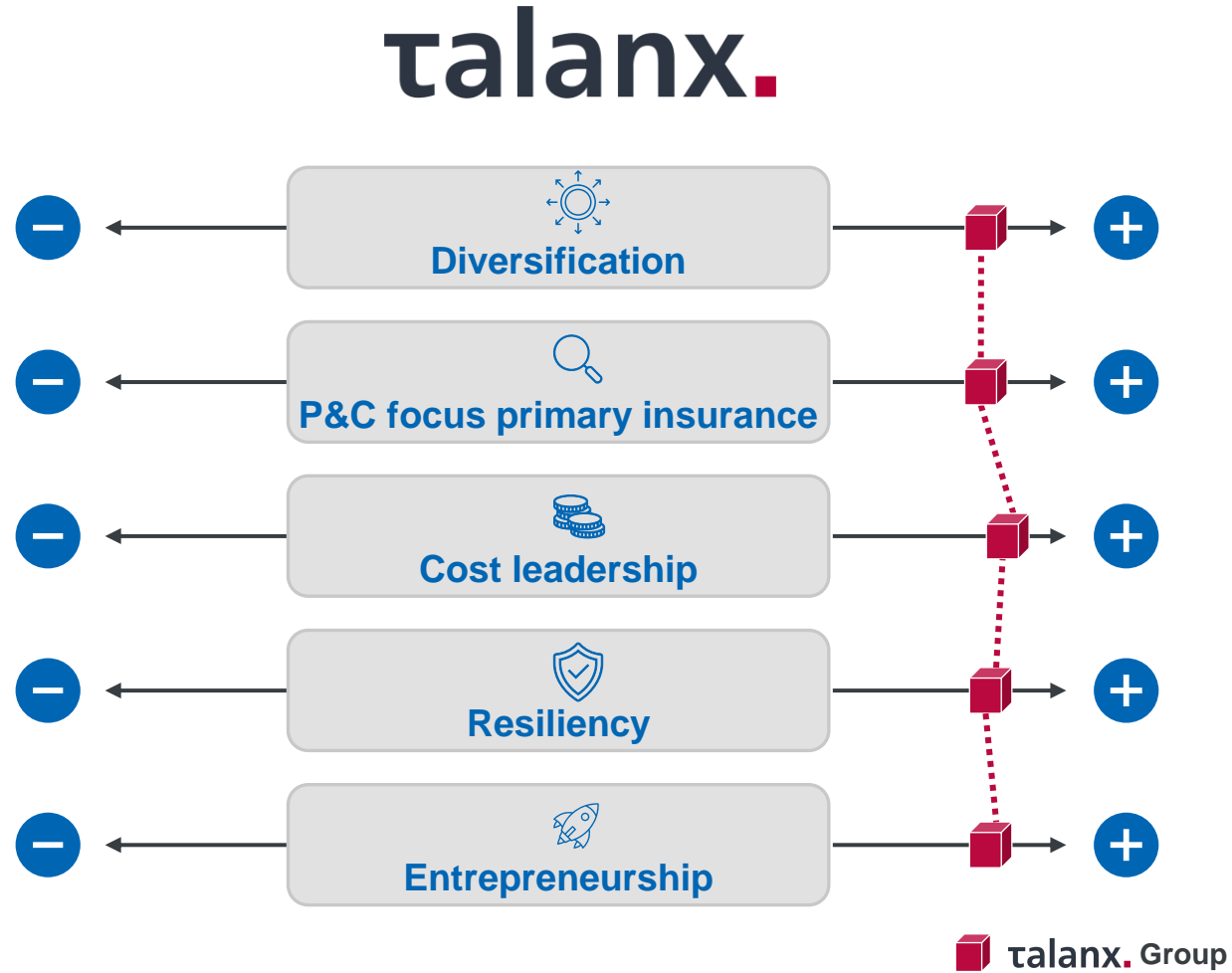
in EURm



- Attrition under control
- Better combined ratios
- Tailwind from accelerated realisation of synergies²

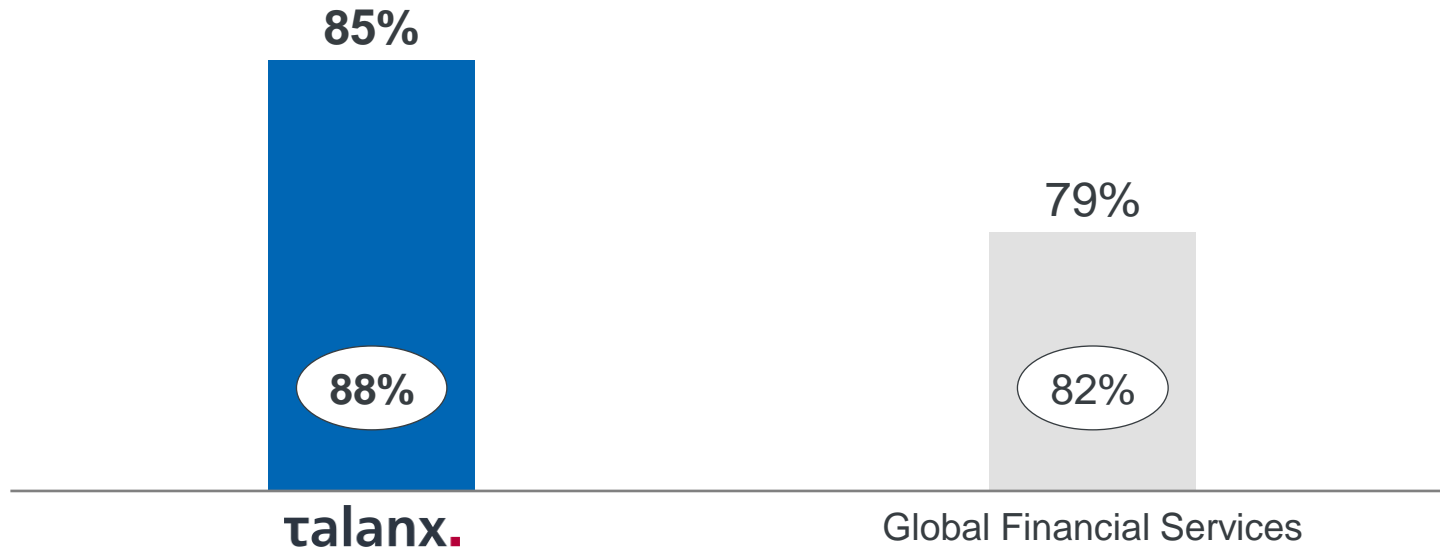
1 After financing costs | 2 That is, ~ 70% restructuring costs booked and ~ 40% of synergies realised by 2024e

The five components of the Talanx business model



Performance culture is strategy


Engagement Score¹
2024



Response rate



¹ Engagement Score: 0-100. Engagement Index is based on five "Engagement questions", which were rated as "fully agree" or "agree" (with the statement); Global Financial Services benchmark (~160 companies)

Total shareholder return since 2023



Source: FactSet

Note: Indexed performance of TSR from 1 January 2023 to 30 November 2024; Talanx peers: Allianz, Munich Re, Generali, AXA, Mapfre, VIG, Zurich, Swiss Re

Shifting gears to the next level ...

Strategy 2019-22

Strategy 2023-25

A

New mid-term targets

B



All promises delivered



Targets outperformed 1yr early



Return on Equity



Resiliency strengthened



Next level for Primary Insurance



Net income growth



Global crises withstood



Strong M&A – Liberty LatAm



Dividends



Stabilization



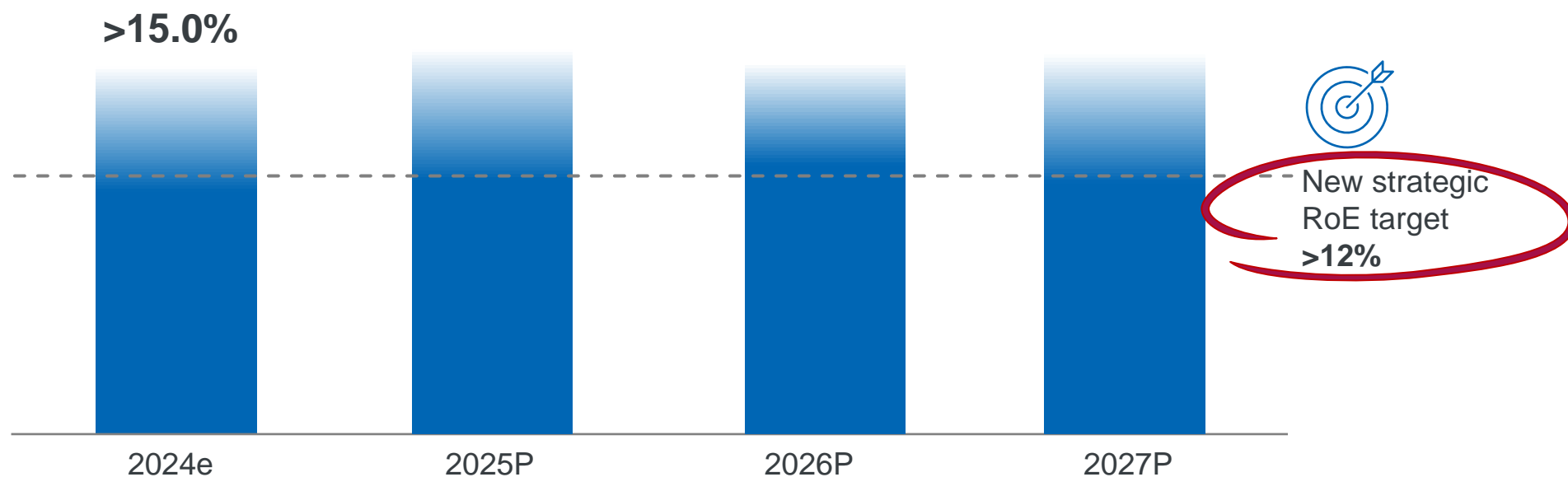
Acceleration



Next level

Maintaining high return on equity

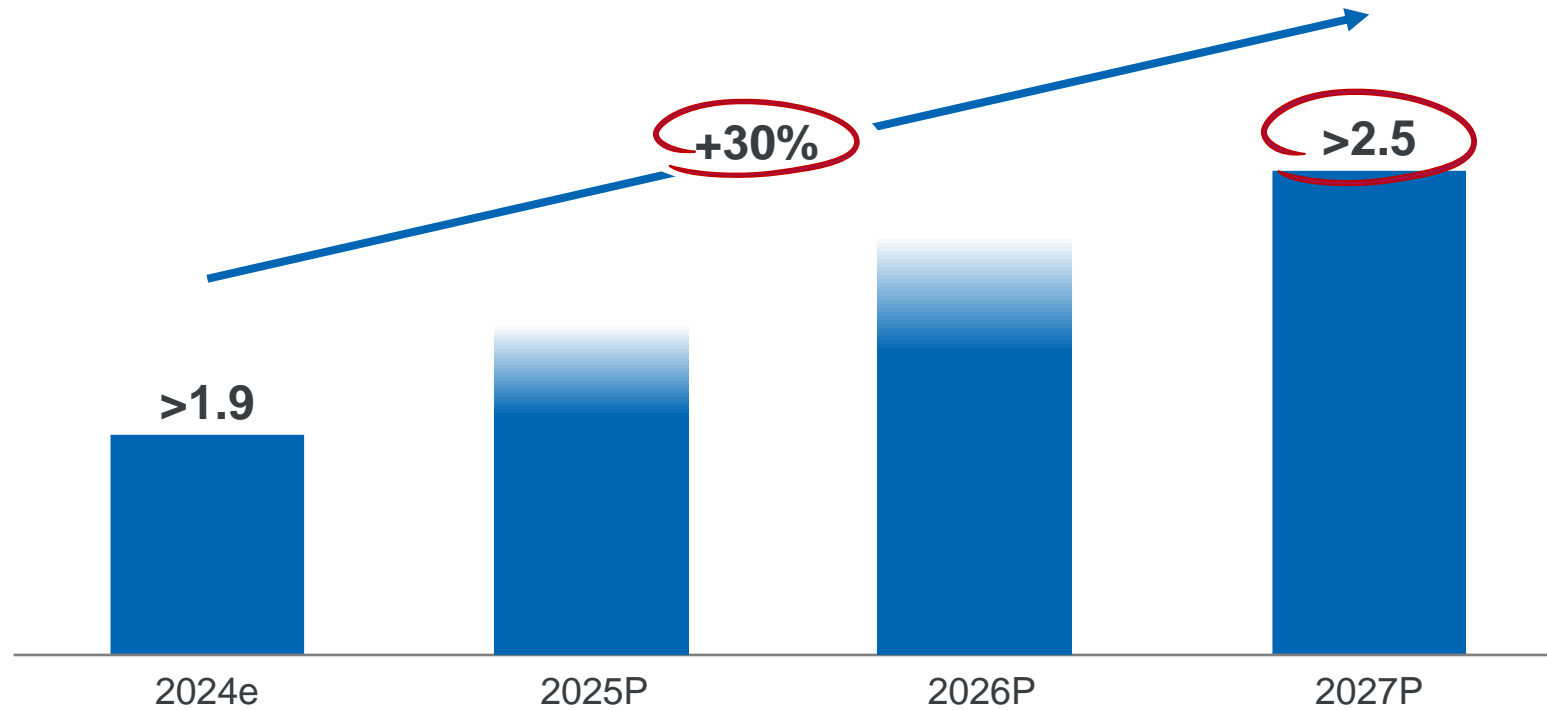
Return on Equity



Accelerating net income growth until 2027 ...

Net income

in EURbn

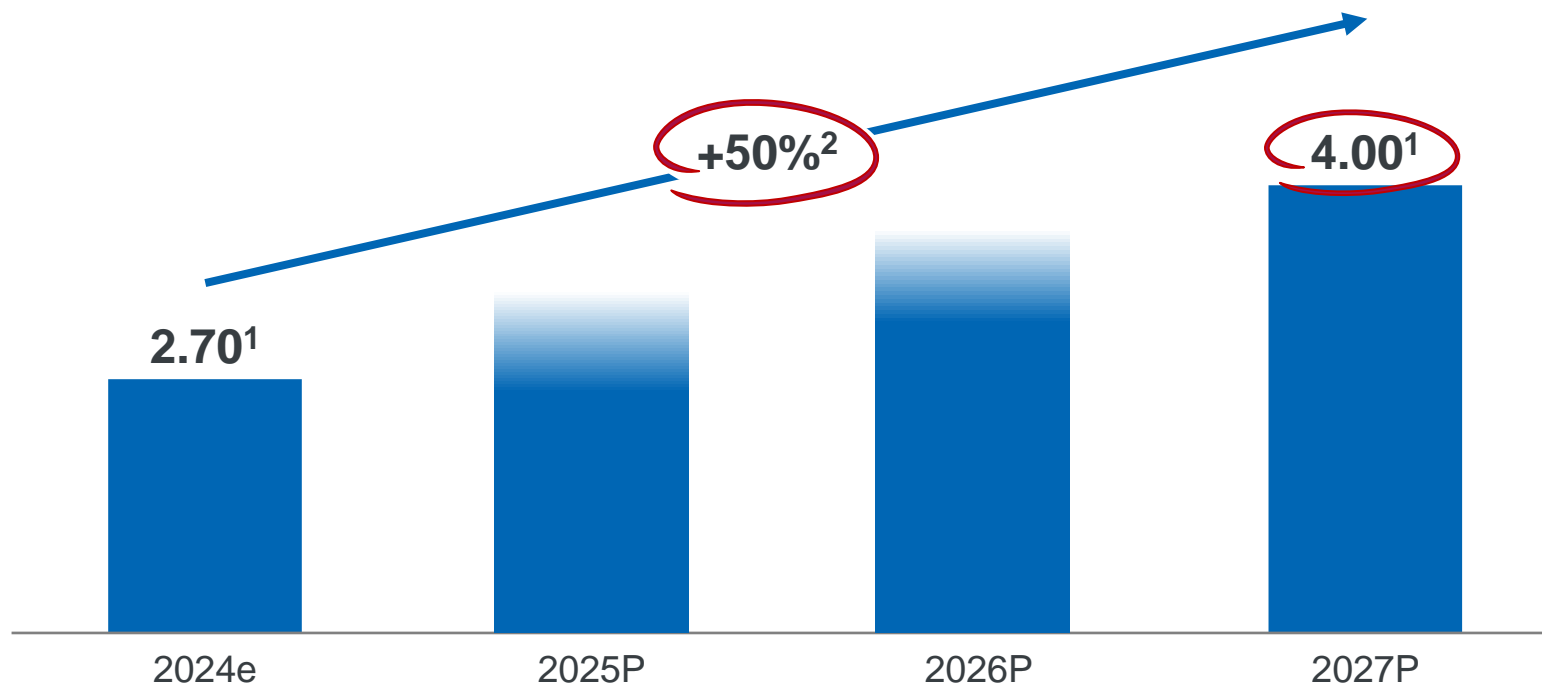


Note: 30% net income growth based on reported 2024 result; initial net income growth target 2022-2025 = +25%; CAGR (2024-2027) = ~10%

... and 50% dividend growth until 2027

Dividend

in EUR per share



1 Subject to supervisory board and AGM approval; initial target for dividend growth 2022-2025 was +25%; CAGR (2024-2027) = ~ 14% | 2 Rounded

Our new strategic targets until 2027

Return on equity



As of
2024

>12%

NEW

Net income



Increase
2024 – 2027

+30%

NEW

Dividend



Increase
2024 – 2027

+50%

NEW

Note: Targets are relevant as of FY2024; 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; net income growth target until 2027 with a net income 2024 baseline of >1,900 EURm; dividend growth target until 2027 with a dividend 2024 baseline of 2.70 EUR; dividend per share for 2027 paid in 2028; subject to supervisory board and AGM approval; CAGR (2024-2027): Net income = ~10%, dividend = 14%



Agenda

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- 5 Final remarks | Torsten Leue

Our new strategic targets until 2027

Return on Equity



As of
2024

>12%

NEW

Net income



Increase
2024 – 2027

+30%

NEW

Dividend



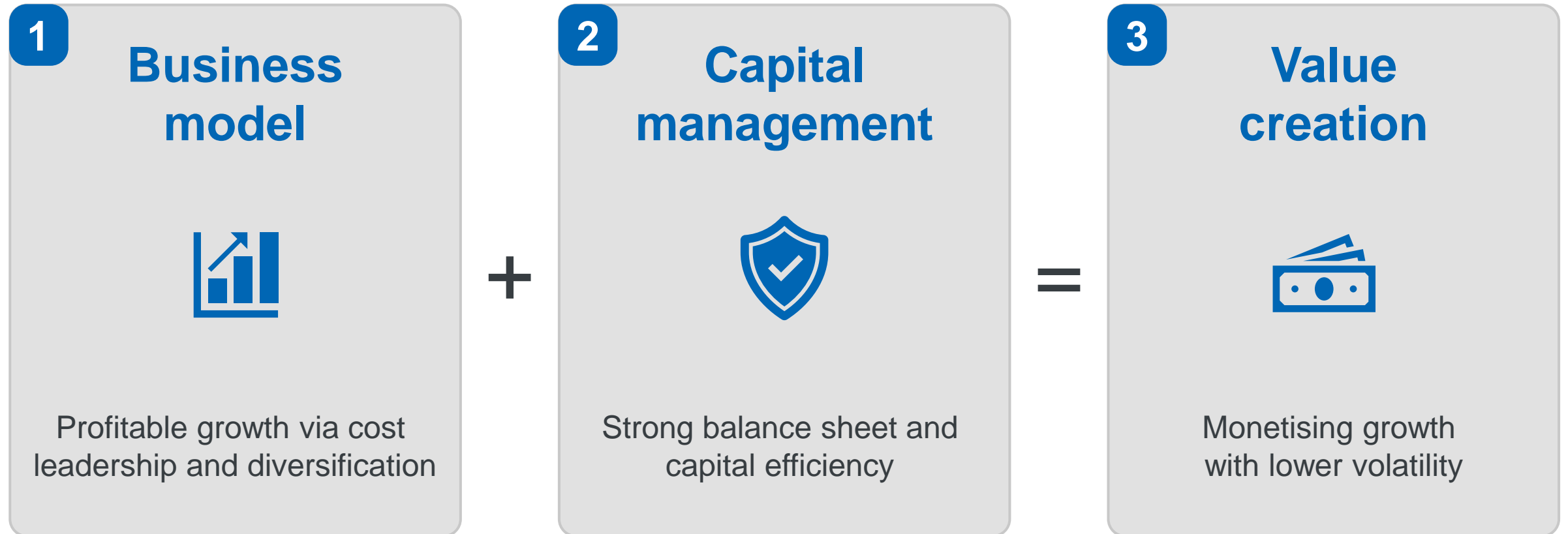
Increase
2024 – 2027

+50%

NEW

Note: Targets are relevant as of FY2024; 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; net income growth target until 2027 with a net income 2024 baseline of >1,900 EURm; dividend growth target until 2027 with a dividend 2024 baseline of 2.70 EUR; dividend per share for 2027 paid in 2028; subject to supervisory board and AGM approval; CAGR (2024-2027): Net income = ~10%, dividend = 14%

How we shift gears to the next level

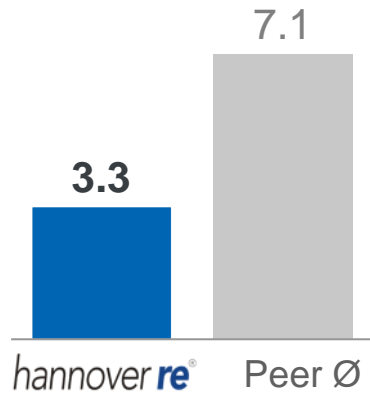


Competitive advantage via cost leadership

Cost benchmarking

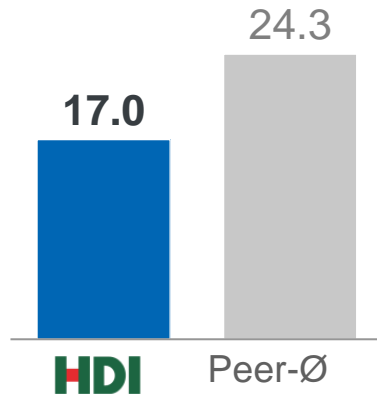
Administration expense ratio in %, 2023

Reinsurance



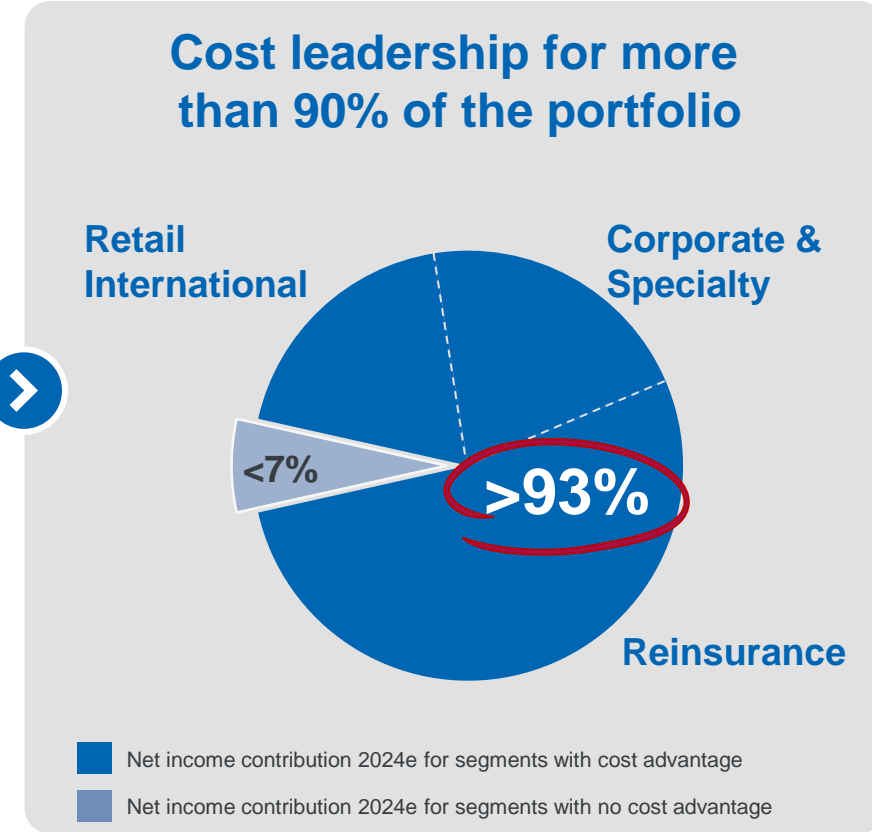
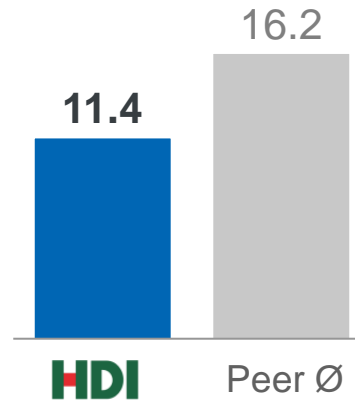
Total expense ratio in%, 2023

Corporate & Specialty



Administration expense ratio in %, 2023

Retail International



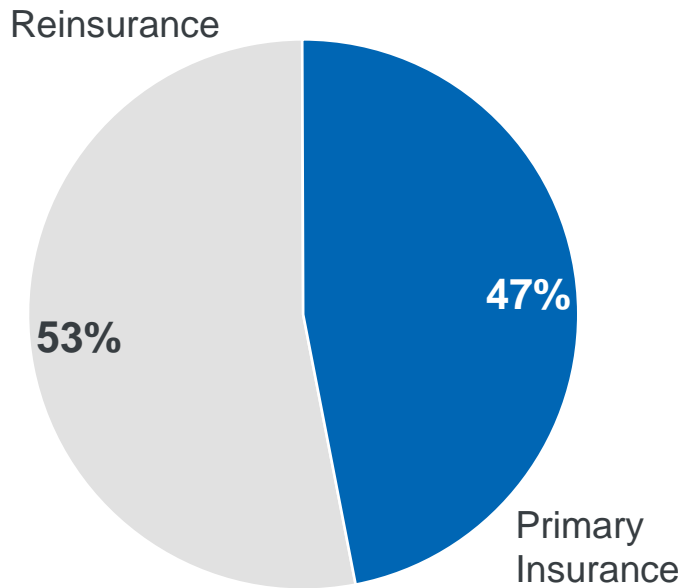
Definitions: Corporate & Specialty: Total expense ratio given that peers do not report split into acquisition and admin expenses. Retail International Poland reflects Warta only. Brazil excludes Liberty | Corporate & Specialty peers: Allianz (AGCS), AXA XL, Zurich (Commercial), QBE. Hannover Re peers: Munich Re (only reinsurance), Everest Re (only P&C), RGA (only L&H) and SCOR. Retail International peers: Poland: PZU, Uniqa, Allianz, Munich Re, VIG. - Türkiye: AK Sigorta, Anadolu Sigorta, Allianz, Sompo. - Brazil: Mapfre, Allianz. Tokio Marine Seguradora, Bradesco Seguros, Porto Seguro. - Chile: Mapfre, CHUBB. - Mexico: Mapfre, GNP, CHUBB, Seguros Atlas, Qualitas.

High level of diversification

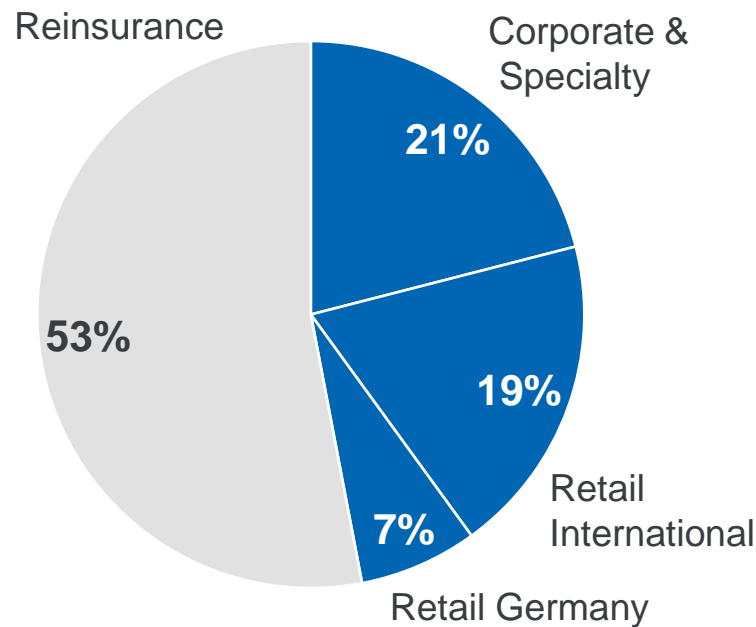
Insurance revenue

2024e

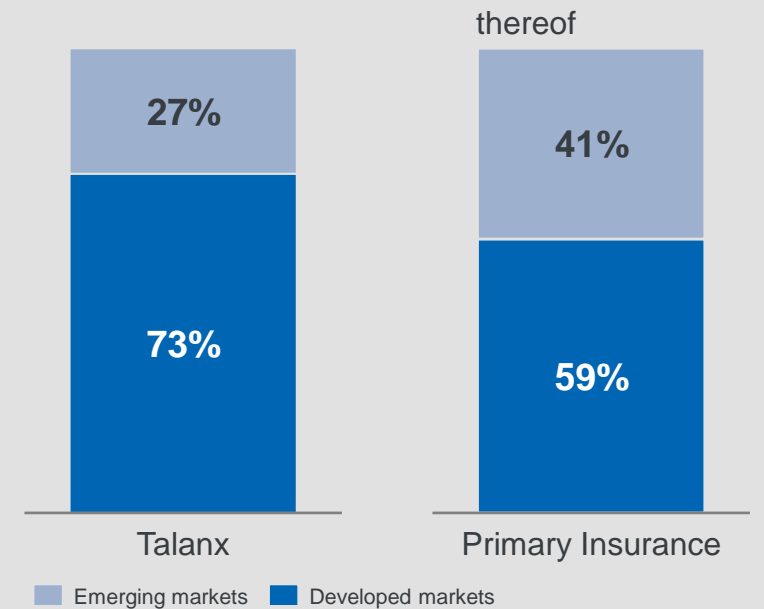
Talanx



Primary Insurance



Market classification¹

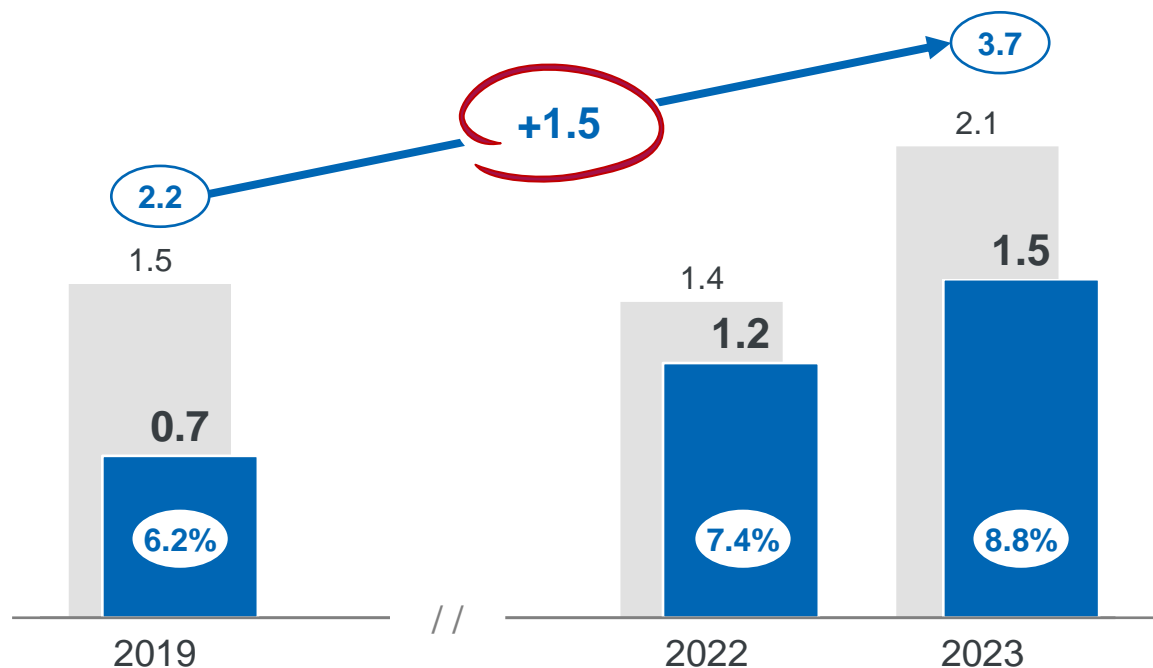


Note: Primary Insurance is the sum of Corporate & Specialty, Retail Germany and Retail International. Percentages are calculated in percent of Group insurance revenue adjusted for Corporate Operations and Consolidation. Sums may not add up due to rounding differences | 1 According to MSCI 2024 Market Classification (assignable markets only). Based on insurance revenue data for 9M 2024, IFRS 17

Managing volatility is part of our business model

Resiliency embedded in best estimate¹

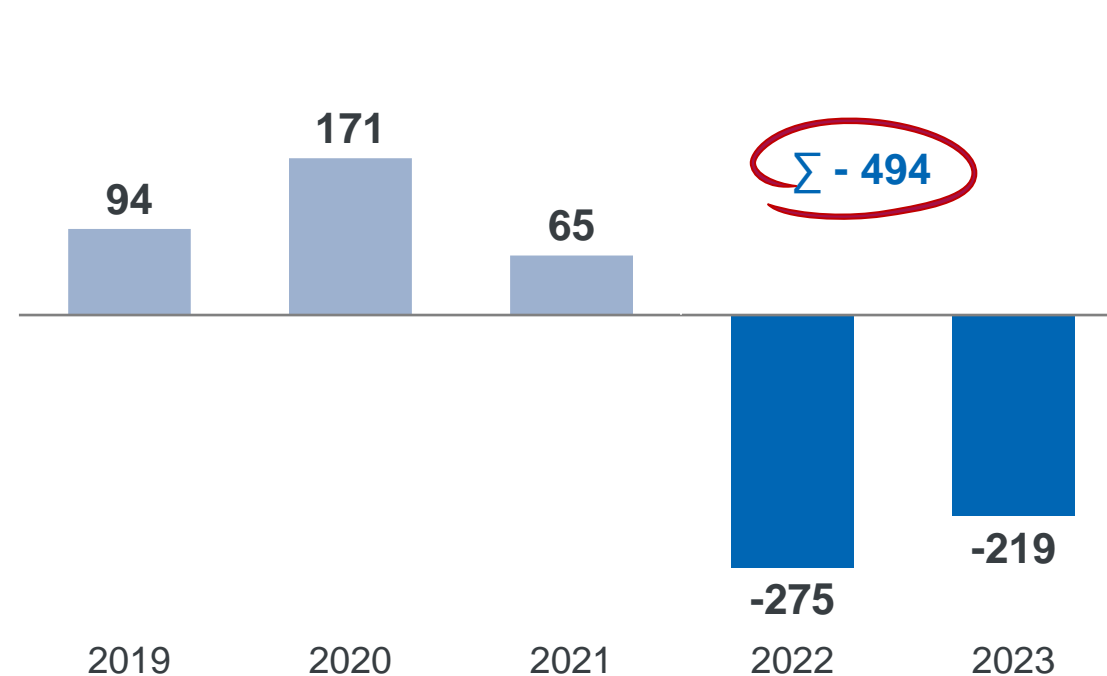
in EURbn



■ Reinsurance (Hannover Re) ■ Talanx Primary Group² ○ % In % of Talanx Primary Group² net reserves

Net realised bond gains/losses³

Net income impact, in EURm

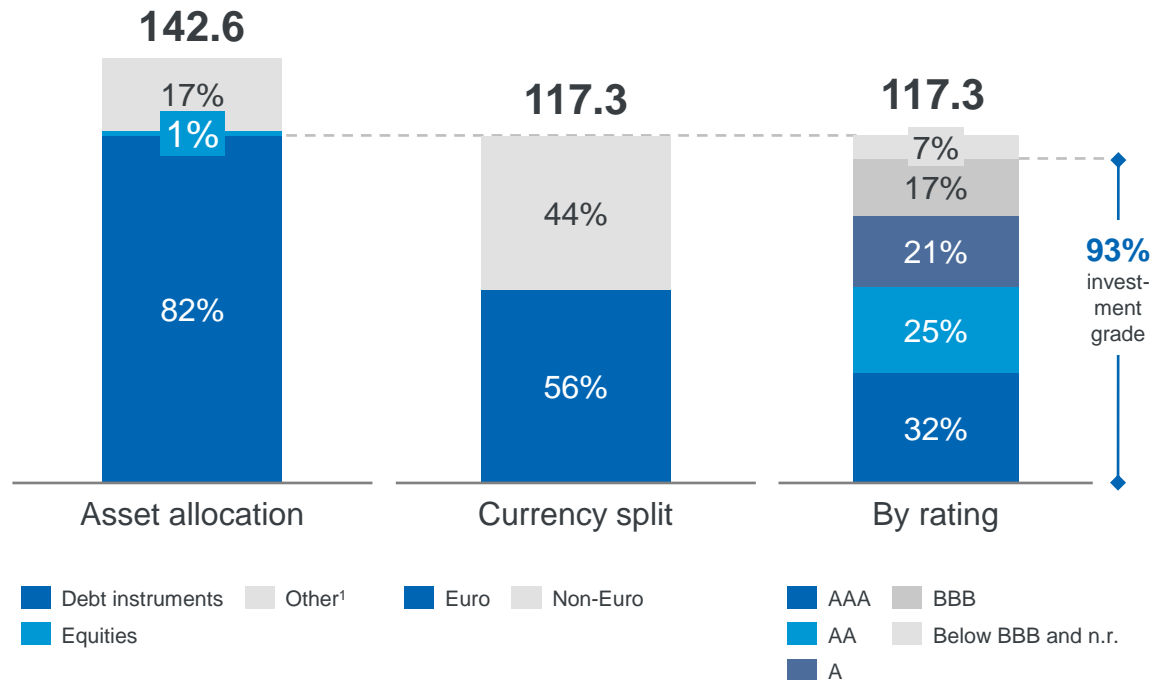


¹ Resiliency embedded in best estimate for P/C net claims reserves (undiscounted), before taxes and minorities which is defined as the difference between booked reserves (based on Talanx' own best estimates) and WTW analysis. WTW calculation based on data provided by Talanx. 2023 figures are based on IFRS 17 without considering discounting to allow comparability with IFRS 4 figures of previous years | ² Talanx Primary Group is the sum of Corporate & Specialty, Retail Germany and Retail International, excluding Talanx AG | ³ excluding losses allocated to policy holders in German Retail Life

Low-risk investment strategy gives high degree of stability

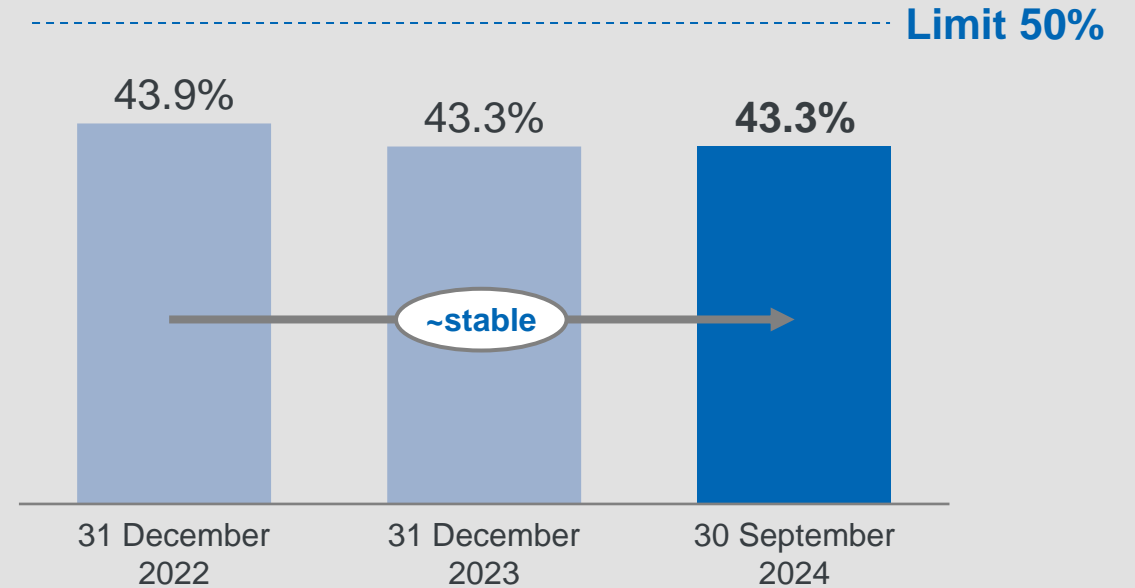
Investments for own risk

as of 30 September 2024, in EURbn



¹ includes mainly private equity, real estate and infrastructure investments

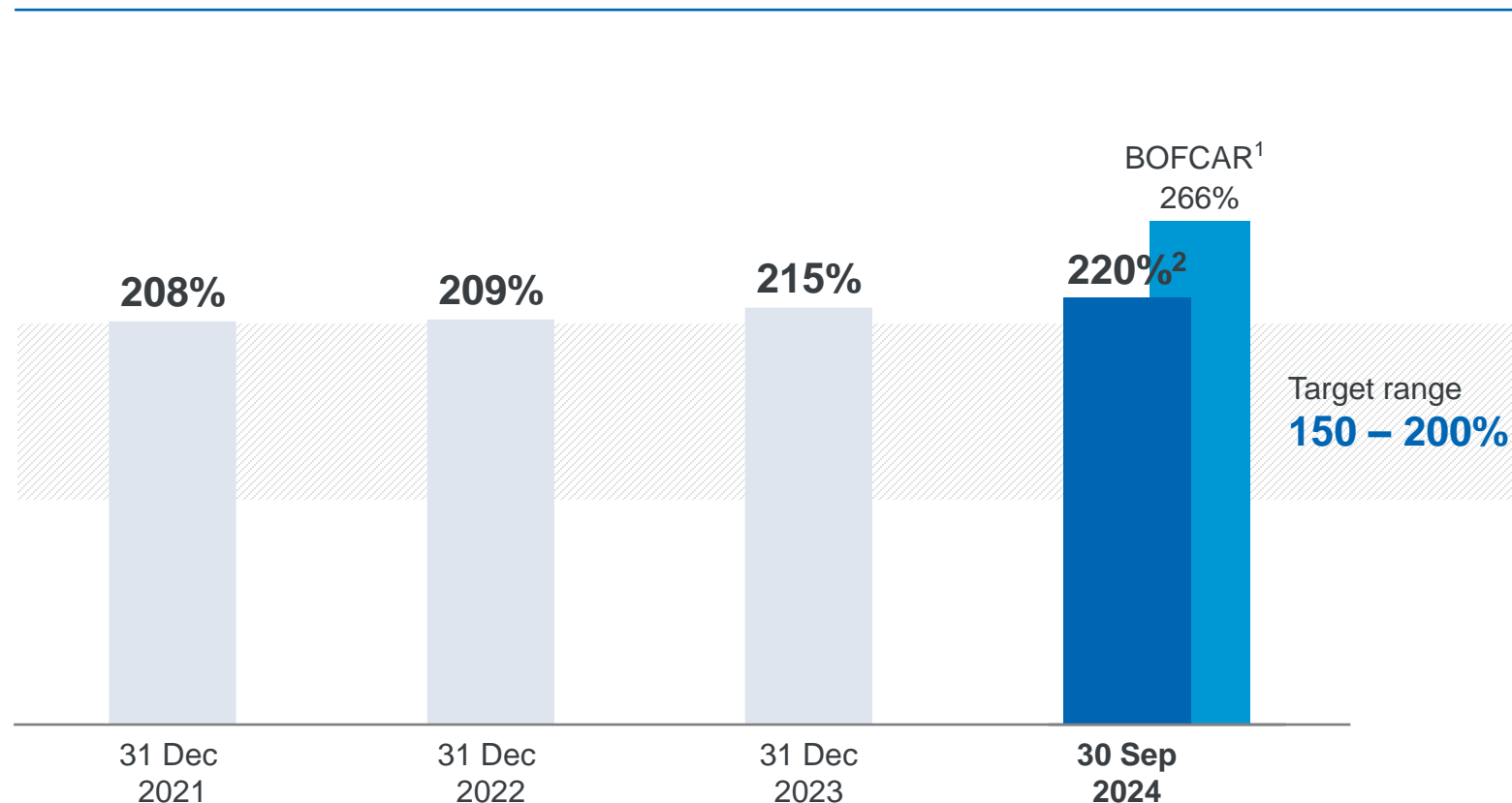
Proportion of Group market risk



Based on TVaR (Tail Value at Risk based on Solvency calculations)

Strong capital position facilitates continuous growth

Solvency 2 ratio²



Ratings

(Insurer Financial Strength Rating)

S&P Global Ratings **A+**
(stable)

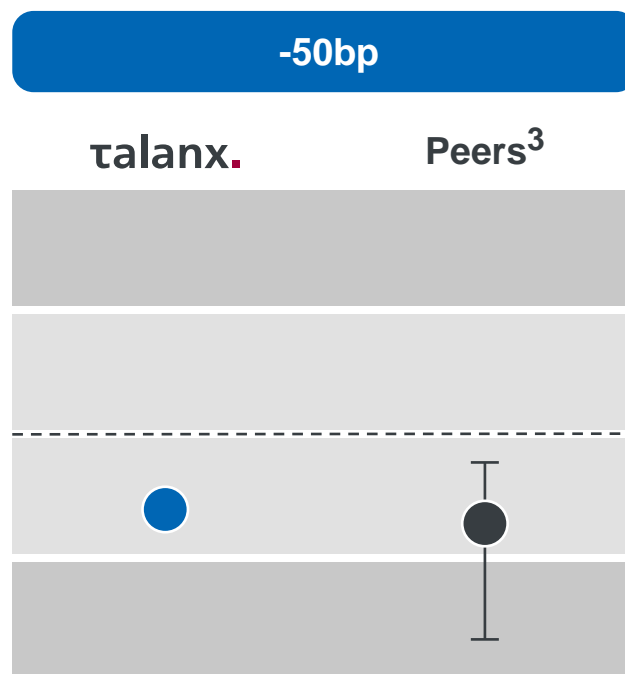
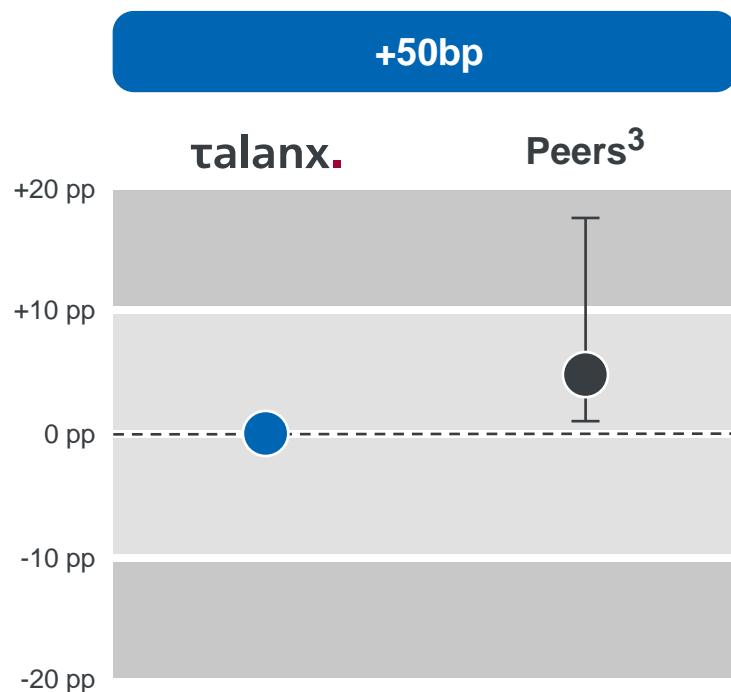
AM BEST **A+**
SINCE 1899 (stable)

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 September 2024 is also 218%. | 1 Economic funds excl. regulatory haircut for Hannover Re minorities | 2 After deduction for the expected full financial year 2024 dividend to be paid in 2025

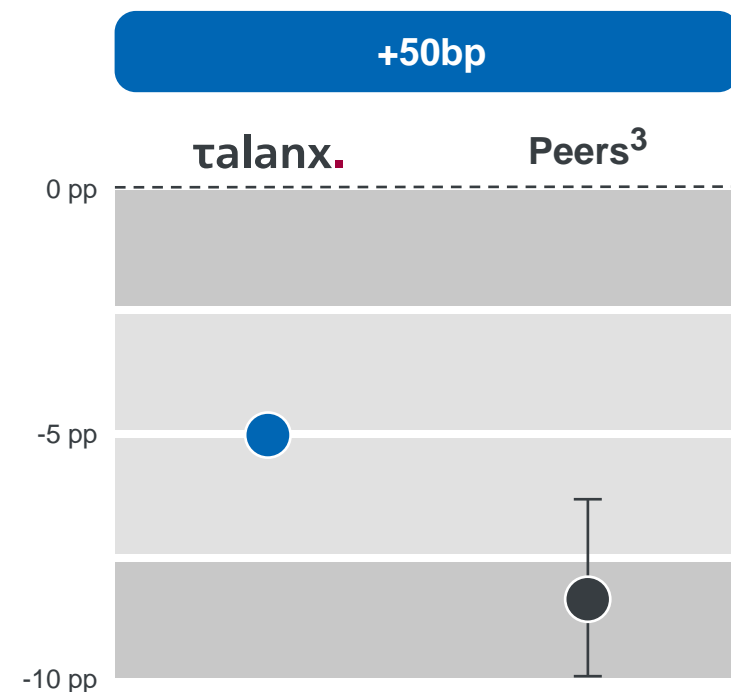
Lower sensitivity of solvency capital ...

Solvency 2 ratio sensitivities¹

Interest rate changes²



Credit spread changes⁴

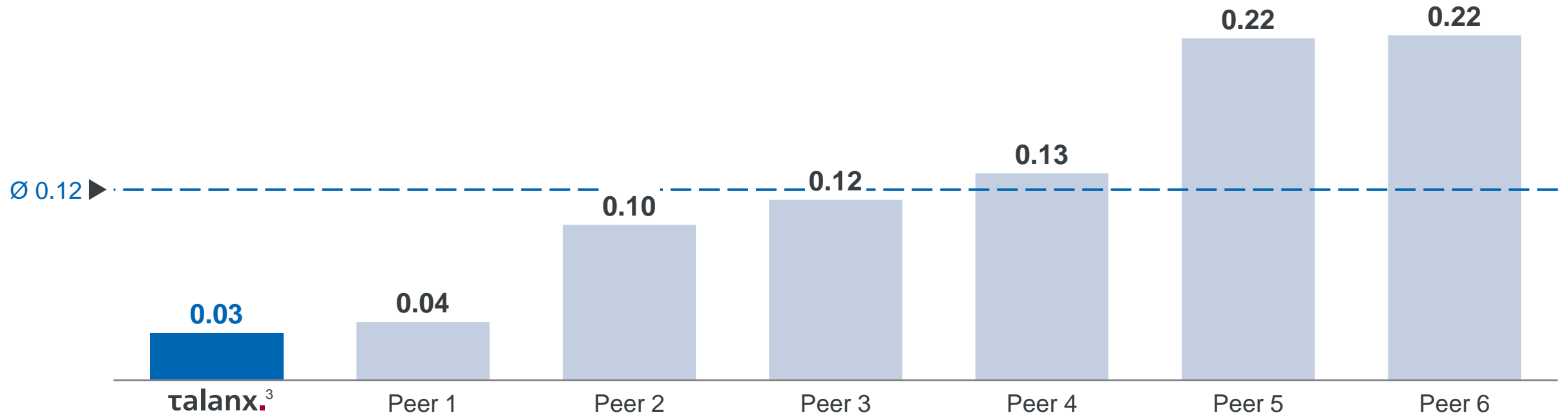


1 Based on sensitivities of Solvency; solvency ratio without transitional measures at YE 2023 as published in Solvency and Financial Condition Report of peers. Approximations have been used to derive comparable sensitivities; Talanx solvency capital includes HDI V.a.G. (i.e., HDI Group solvency) | 2 Parallel shift of risk-free term structure by +/-50bp | 3 Peer group includes Allianz, Munich Re, Generali, AXA, Zurich, Swiss Re | 4 Increase of corporate and sovereign spreads by 50bp

... results in lower volatility compared to peers

Solvency 2 ratio sensitivities - Peer group comparison¹

Standard deviation of Solvency 2 ratio² 2018-23

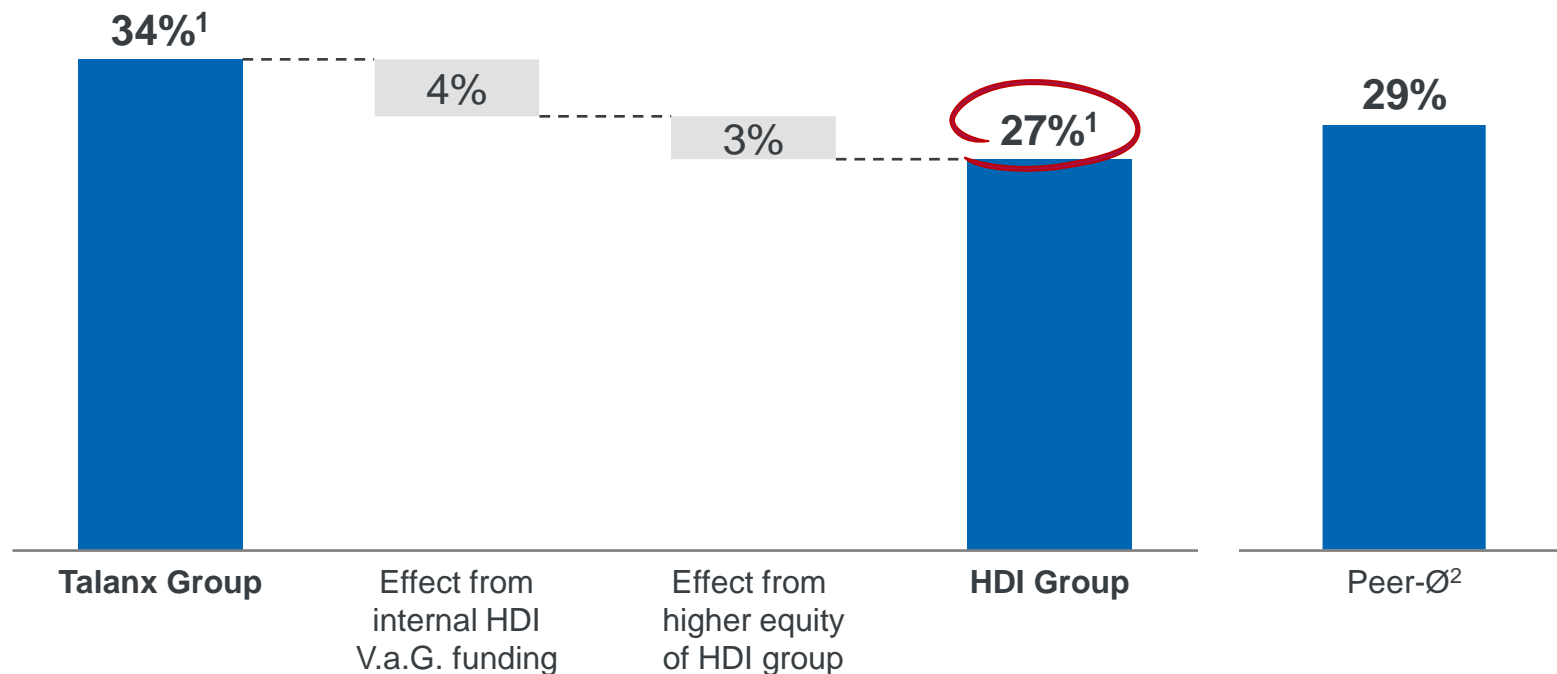


¹ Peer group includes Allianz, Munich Re, Generali, AXA, Zurich, Swiss Re | ² Solvency 2 ratio without transitional measures as published in Solvency and Financial Condition Reports of peers as defined | ³ Talanx solvency capital includes HDI V.a.G. (i.e. HDI Group solvency)

Efficient capital structure ...

Debt leverage ratio

as of 30 Sep 2024, including pension liabilities



Internal borrowings are S&P leverage-neutral

Internal leverage thresholds:
 Talanx Group ~35%
 HDI Group ~30%

¹ Pension liabilities represent 3% of debt leverage | ² Peers: Allianz, AXA, Generali, Mapfre, Munich Re, Swiss Re, VIG, Zurich, as of 30 June 2024, Pension liabilities represent an average 2% of debt leverage

... with a balanced maturity profile

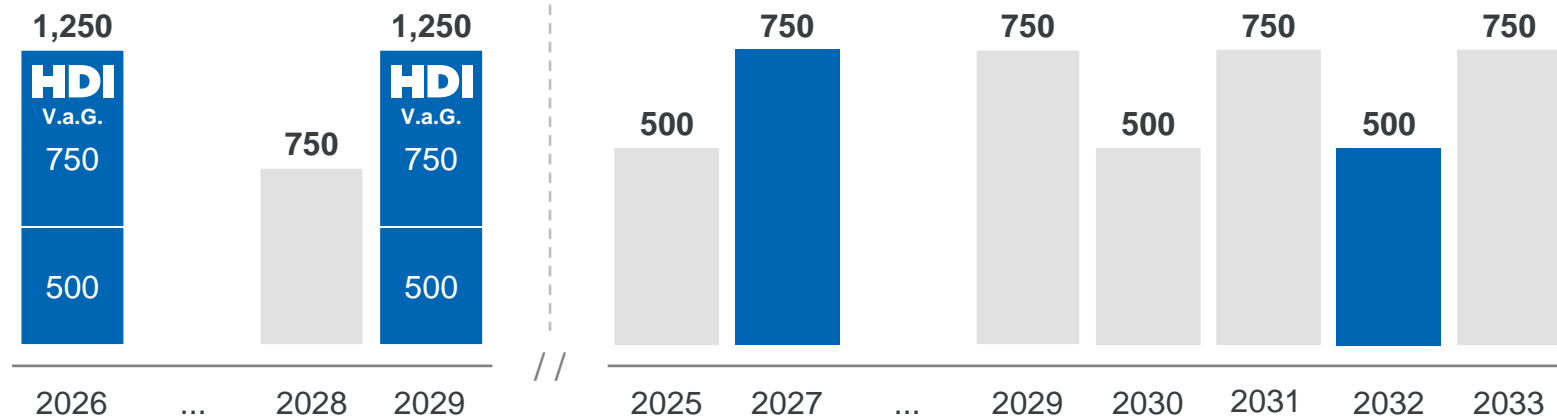
Maturity profile of outstanding bonds

in EURm

Senior bonds

Subordinated liabilities (First call date)

Ø duration¹: 4.5 years
 Ø coupon¹: 2.6% p.a.



■ Hannover Re ■ Talanx

¹ Based on first call date

NatCat Bond

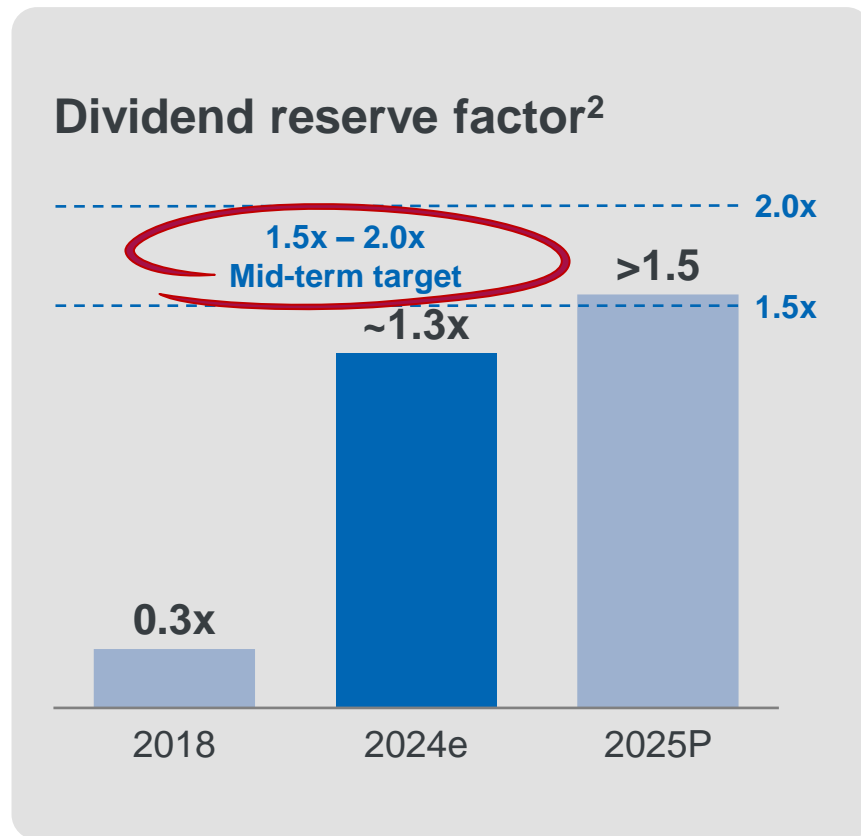
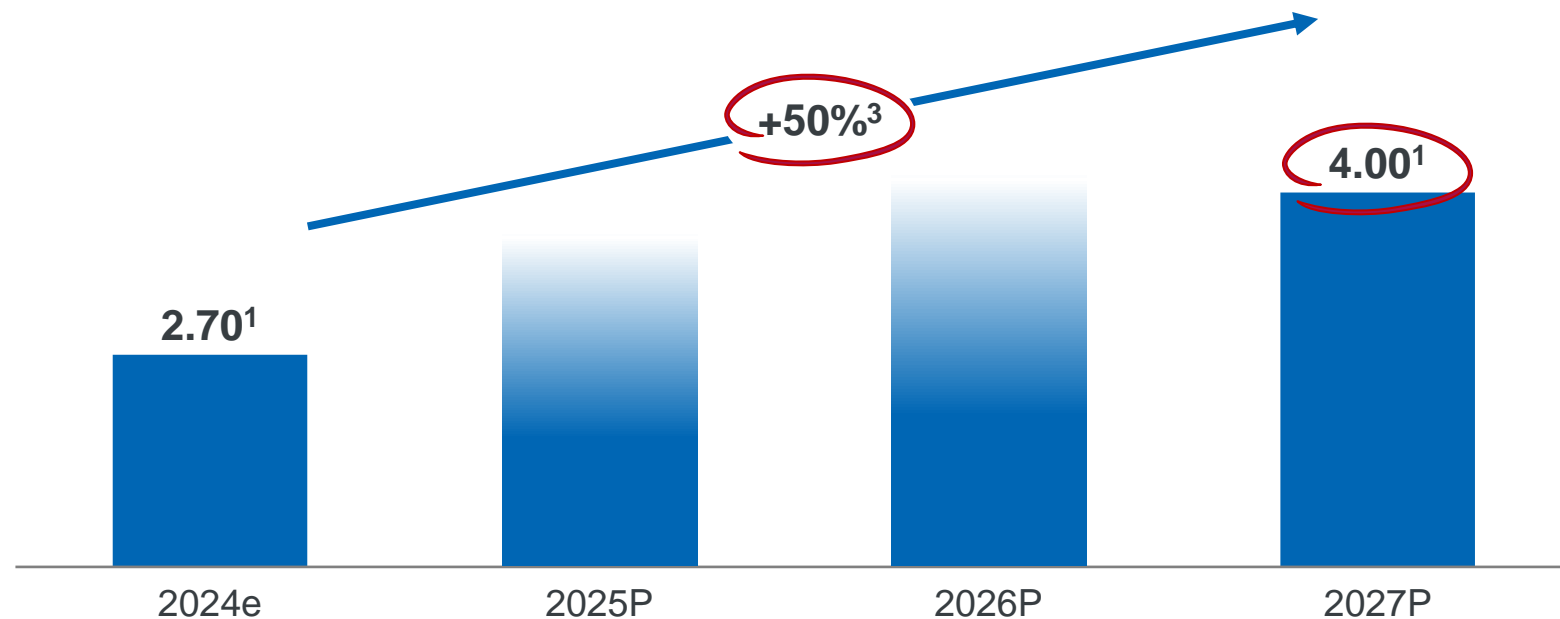
NEW

Issued volume	USD 100m
Issue date	12/2024
Issue price	USD 100m
Spread	+3.50% p.a.
Maturity date	01/2028

Improved dividend reserve factor facilitates steady rise in dividends ...

Dividend per share

in EUR per share



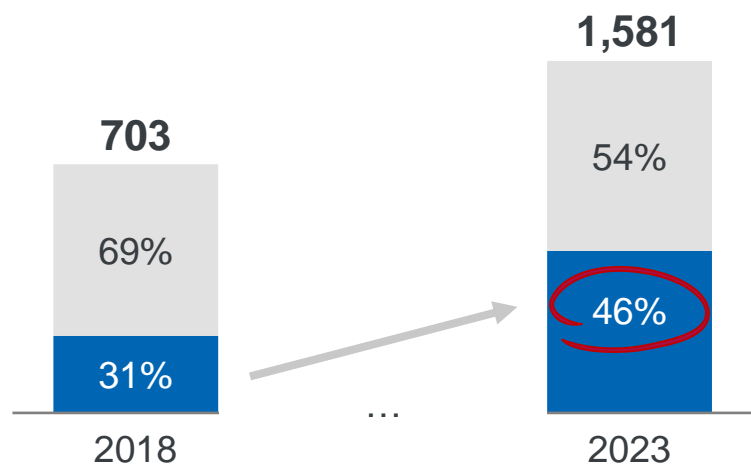
1 Subject to supervisory board and AGM approval; initial target for dividend growth 2022-2025 was 25% | 2 Retained profits carried forward under German GAAP divided by annual dividend | 3 rounded

... driven by rising cash contribution of Primary Insurance ...

Cash generation

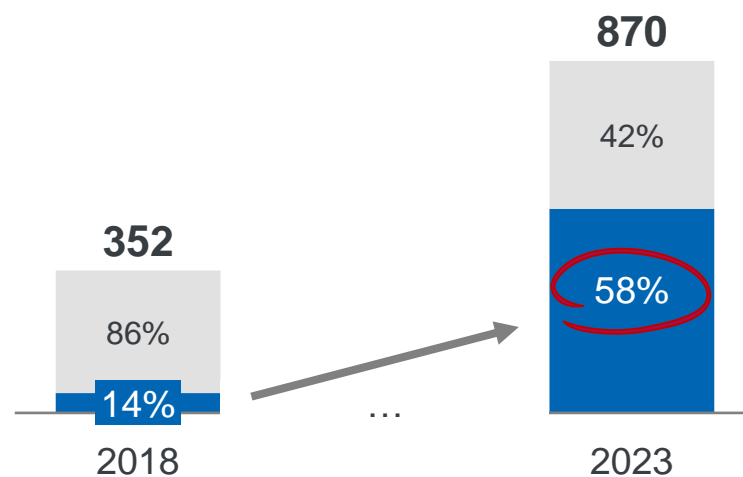
in EURm

Group net income contribution from Primary Insurance



Cash contribution from Primary Insurance¹

(Local GAAP, as affecting income statement of Talanx AG)



■ Hannover Re ■ Primary Insurance

Majority of earnings from Hannover Re

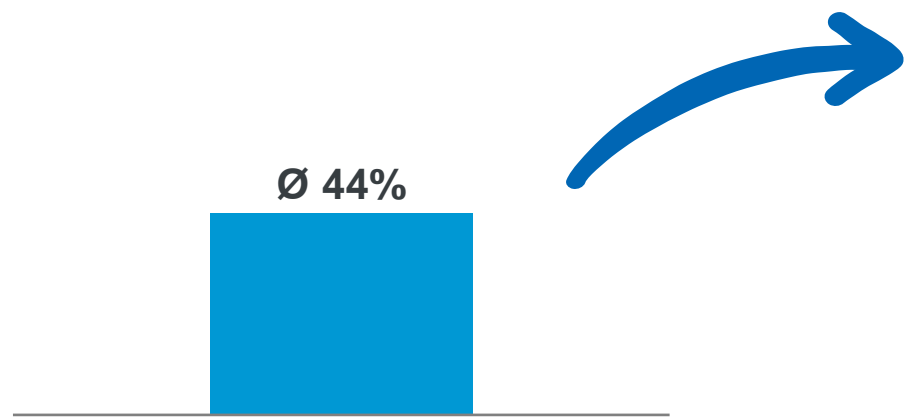
Majority of cash generation from Primary Insurance

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 Dividend from Hannover Re received by Talanx AG in 2023 for 2022 (363 EURm) and in 2018 for 2017 (303 EURm). Excluding Ampega and Talanx Reinsurance Broker contribution as well as Talanx holding costs

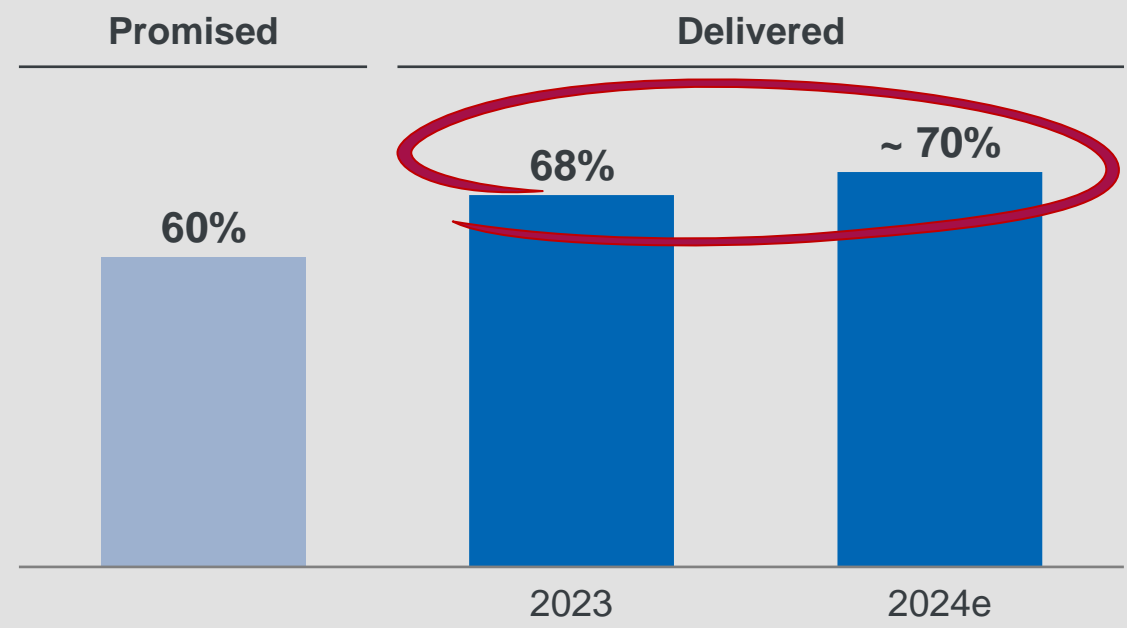
... resulting in higher cash remittance ratios

Primary Insurance remittance ratio¹

Strategic cycle 2019 – 2022



Strategic cycle 2023 – 2025



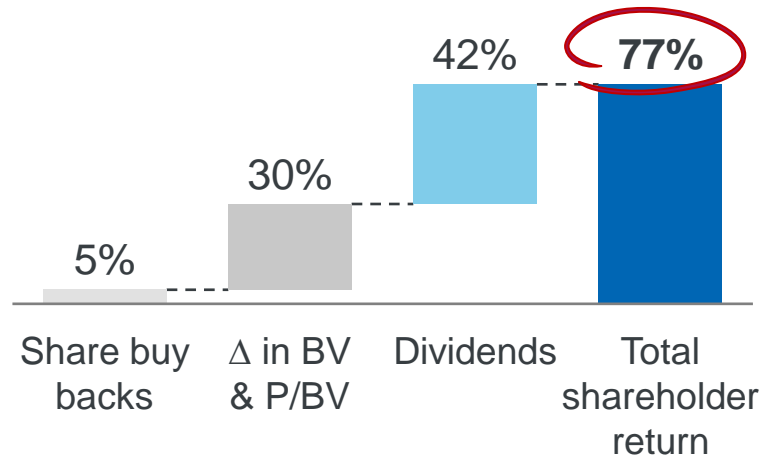
¹ Remittance ratio: Average dividends/profit distribution agreements of the three Primary business entities after taxes and allocation, relative to net income; average weighted by amount of net income

Rising total shareholder return ...

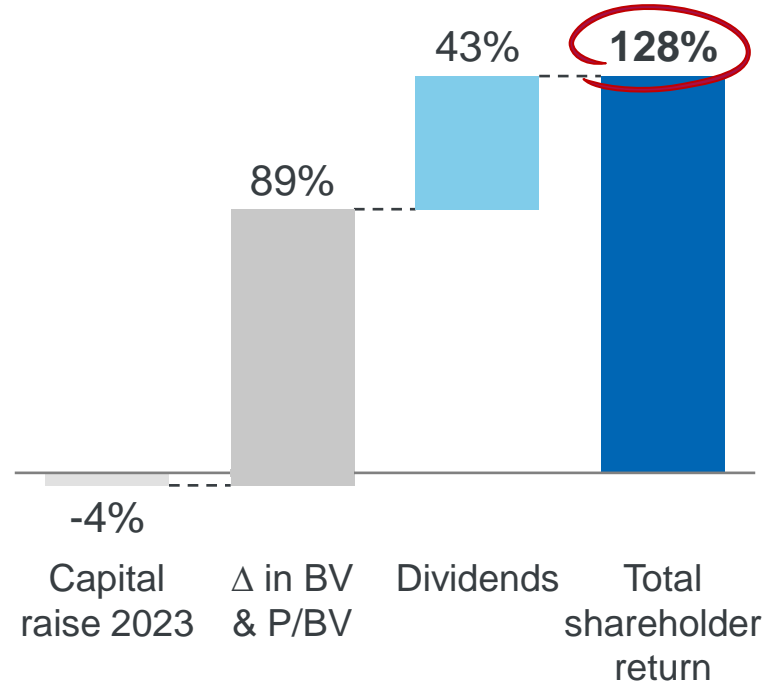
Total shareholder return

5year period 29 Nov 2019 – 29 Nov 2024; in %

Peer group average¹



Talanx



Overall highest 5y TSR amongst peers

Key drivers: P/B multiple uplift and increased book value

Dividend contribution at peer group level

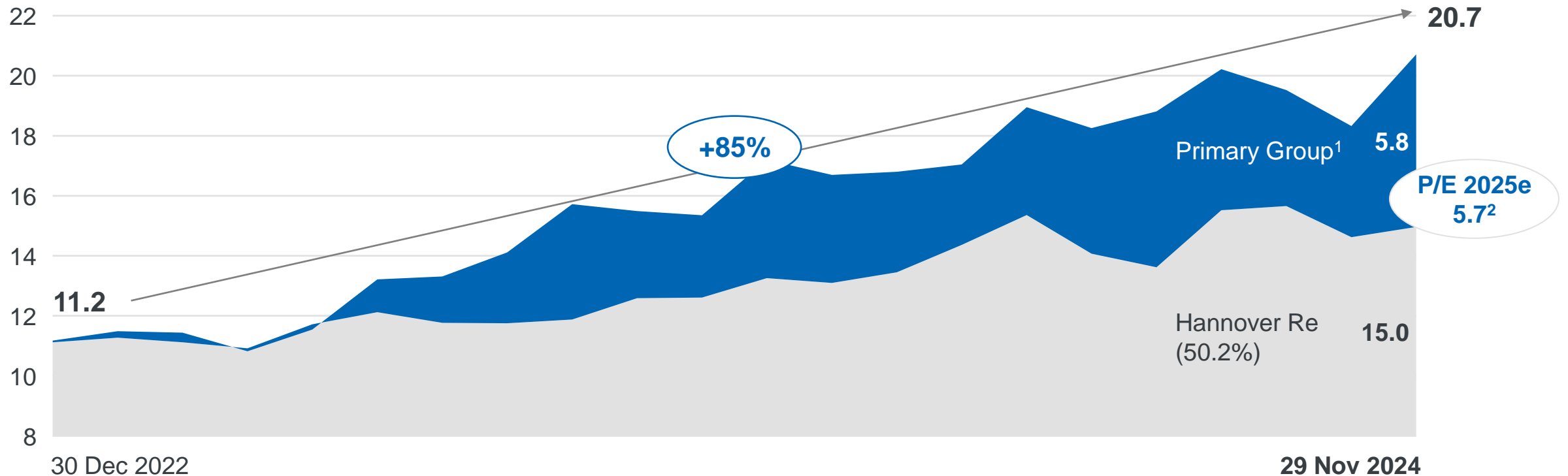
Source: Factset

¹ Simple average of peer group comprising Allianz, AXA, Generali, Mapfre, MunichRe, SwissRe, VIG, Zurich

... with Primary Group currently trading at ~6x P/E

Development of Talanx market capitalisation

In EURbn

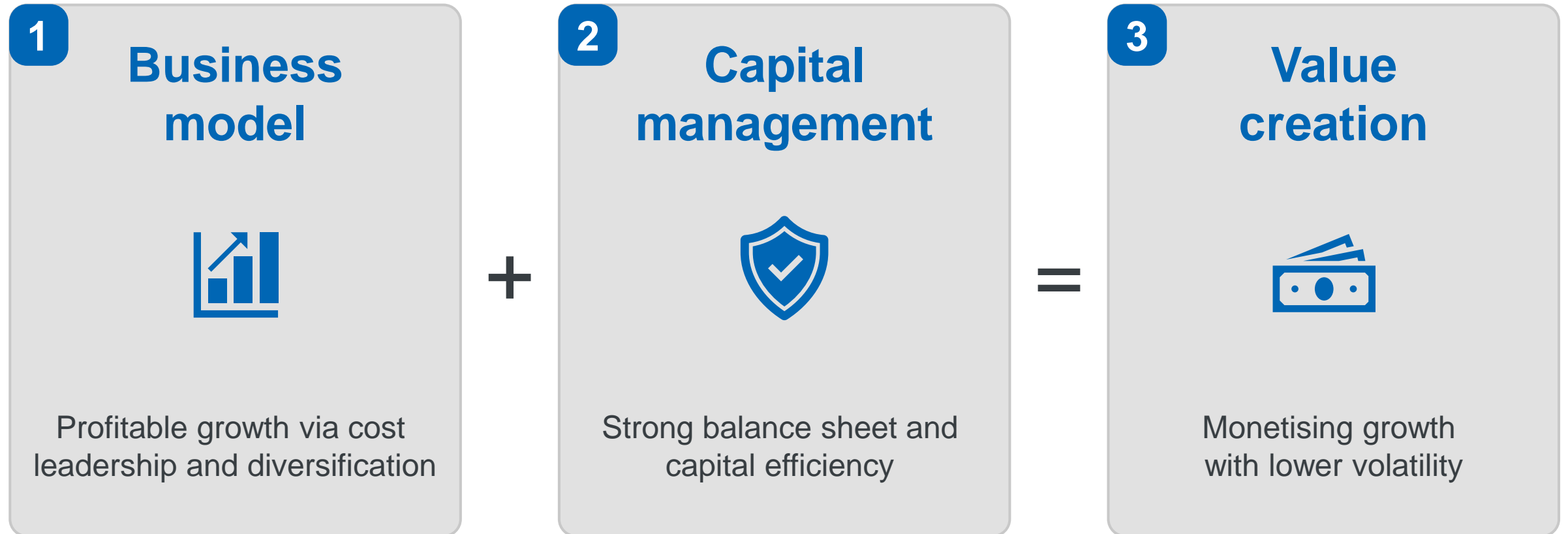


Source: FactSet

¹ Primary Group is here defined as Talanx market cap minus half of Hannover Re market cap. Implied valuation of Primary Group = 5.8bn EUR (based on Hannover Re market capitalisation of 29.8bn EUR as of 29 November 2024)

² P/E based on 1,017m EUR consensus expectation for net income (sum of Corporate & Specialty, Retail International and Retail Germany)

Managing profitability over cycle ...



... with dividends growing faster than profits until 2027

Return on Equity



As of
2024

>12%

NEW

Net income



Increase
2024 – 2027

+30%

NEW

Dividend



Increase
2024 – 2027

+50%

NEW

Note: Targets are relevant as of FY2024; 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; net income growth target until 2027 with a net income 2024 baseline of >1,900 EURm; dividend growth target until 2027 with a dividend 2024 baseline of 2.70 EUR; dividend per share for 2027 paid in 2028; subject to supervisory board and AGM approval; CAGR (2024-2027): Net income = ~10%, dividend = 14%



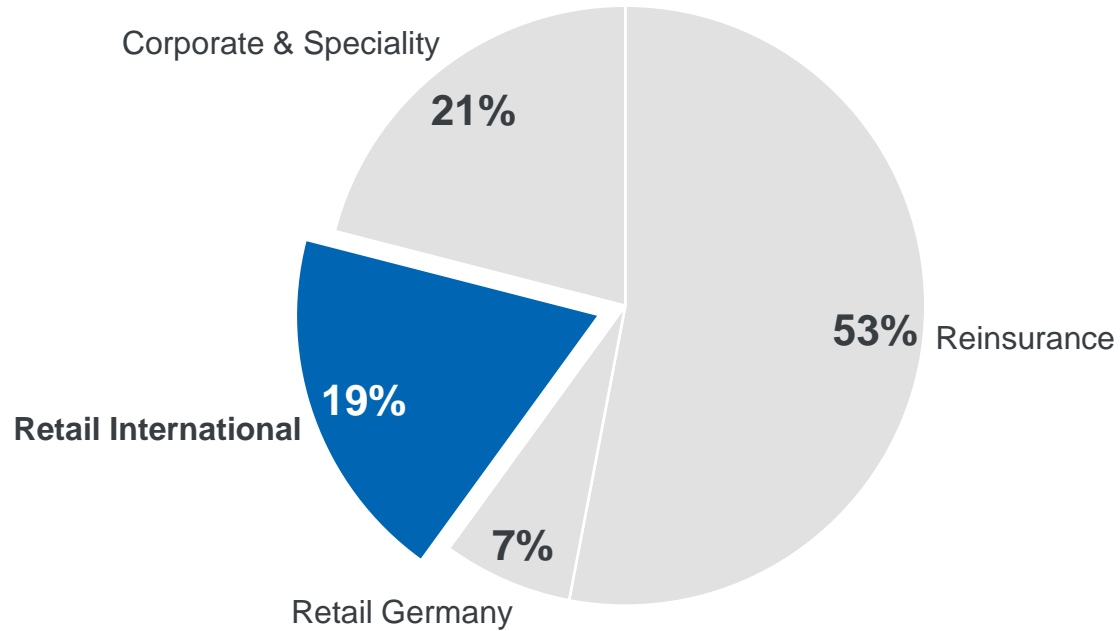
Agenda

- 1 Group Strategy | Torsten Leue
- 2 Group Financials | Jan Wicke
- 3 **Retail International** | **Wilm Langenbach**
- 4 Deep dive LatAm | Nicolas Masjuan
- 5 Final remarks | Torsten Leue

Retail International is a substantial top- & bottom-line contributor ...

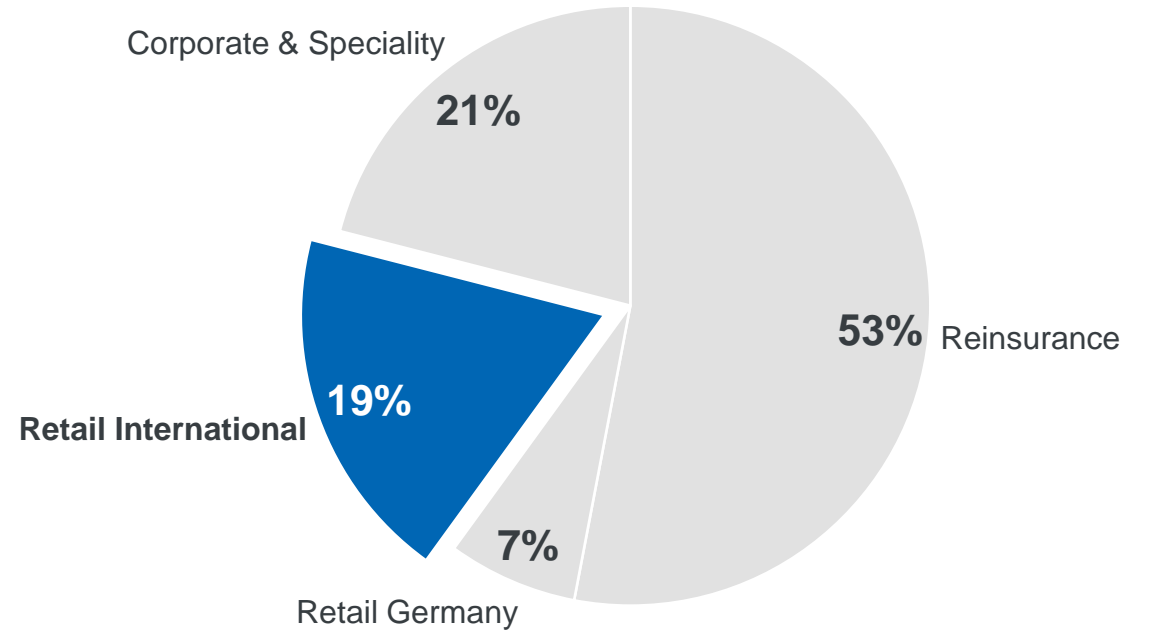
Group insurance revenue¹

2024e



Group net income²

2024e



¹ Percentages are calculated in percent of Group insurance revenue adjusted for Corporate Operations and Consolidation | ² Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation

... present in large and fast growing markets



Note: Market size represents non-life premium volume

Source: Based on local regulators and Swiss Re Sigma

1 GWP for entire Latin America | 2 Includes Poland, Italy, Türkiye and Austria | 3 Assuming 2.5% constant real GDP growth for 2023 – 2040 with 0.2 %-pts increased penetration rate of 1.9% at constant exchange rates | 4 Assuming 2.0% constant real GDP growth for 2023 – 2040 with 0.2%-pts increased penetration rate of 2.1% at unchanged exchange rates

Retail International runs an attractive business ...

Latin America



Europe

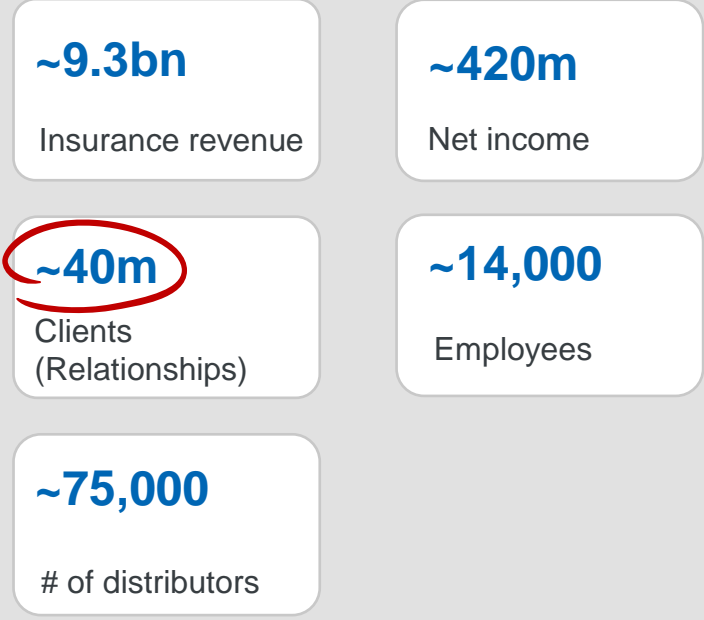


+

=

Retail International

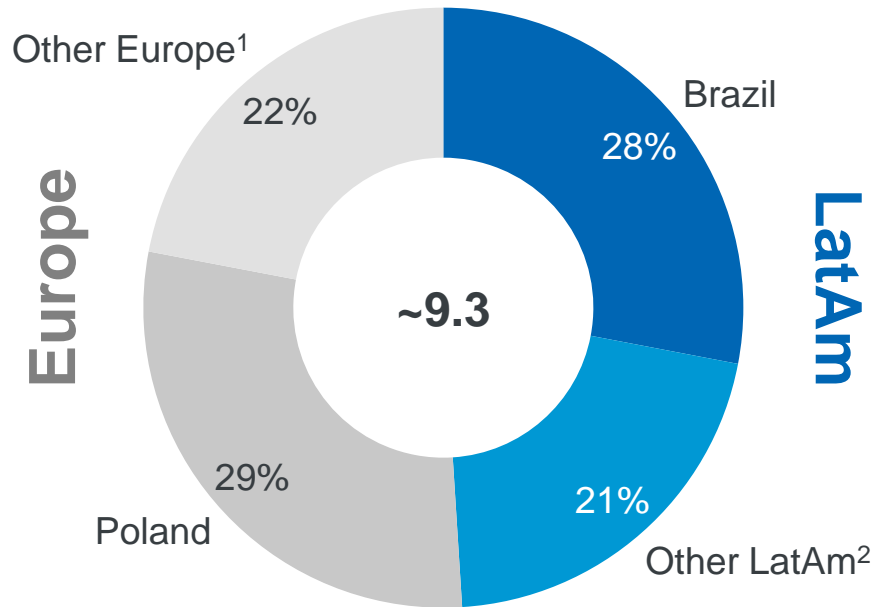
2024e, in EUR



... having a well diversified business portfolio across markets and products ...

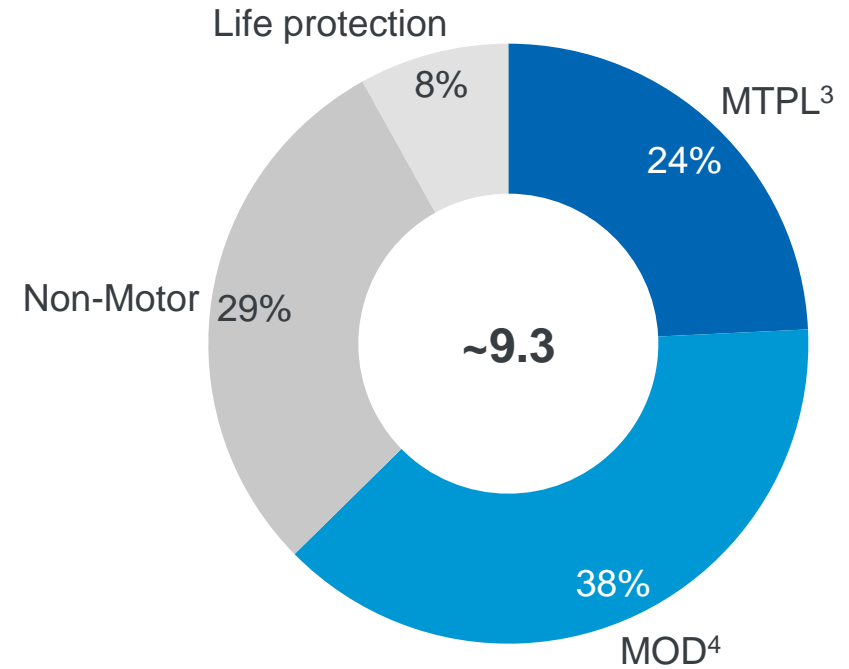
Diversified – Regions

Insurance revenue in EURbn, 2024e



Diversified – Lines of business

Insurance revenue in EURbn, 2024e



1 Predominantly Italy and Türkiye | 2 Predominantly Chile, Mexico and Colombia | 3 Motor third party liability | 4 Motor own damage (casco)

... led by an experienced management team



Dr. Wilm Langenbach

CEO



Oliver Schmid

CFO



Nicolas Masjuan

COO Latin America



Christian Müller

COO Europe

Industry experience

>25 years

>30 years

>15 years

>25 years

Key expertise




Growth business development

Finance

Transformation in LatAm

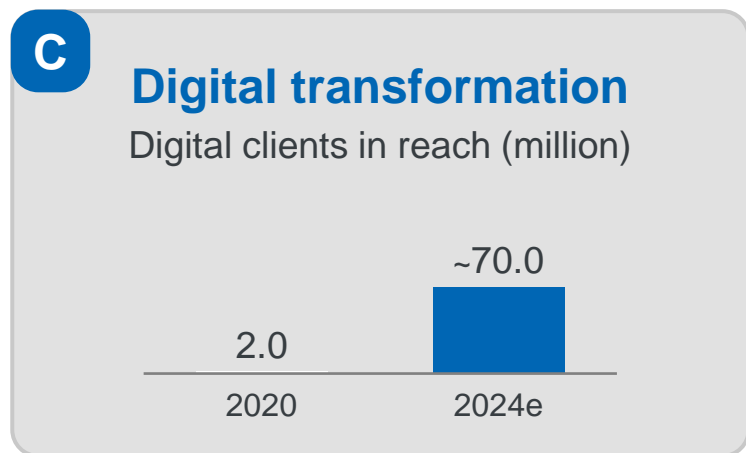
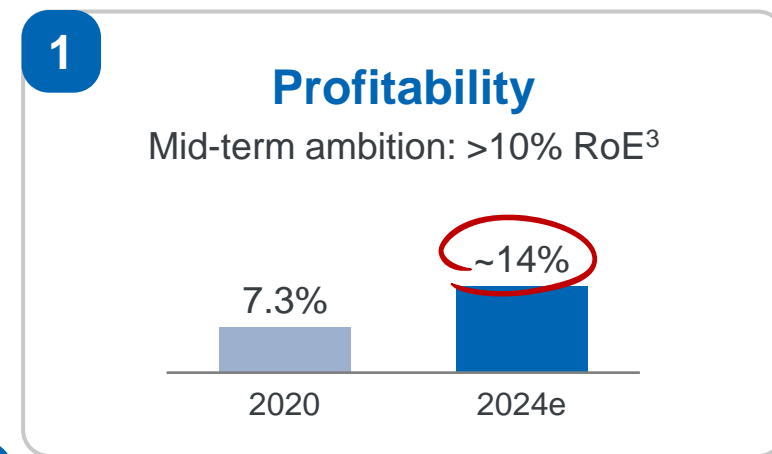
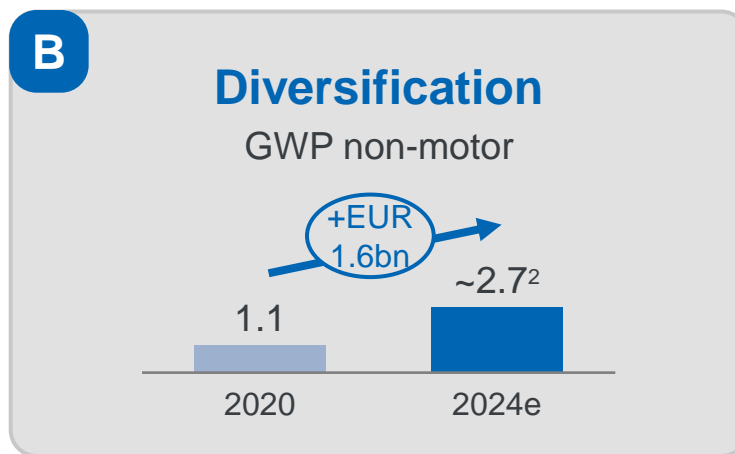
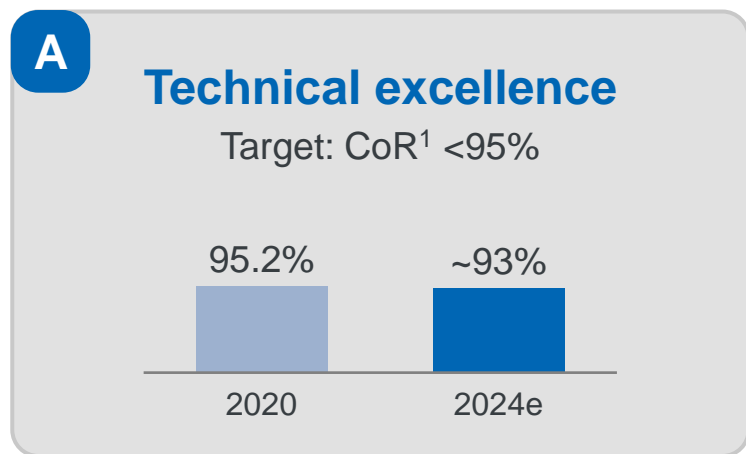
Actuarial / European growth market

Promised and delivered – One year ahead of schedule

	1	2	3
	Return on equity	Topline growth	Regional diversification
Baseline	7% (2020)	0% (CAGR 2018 – 2020)	75:25 (Europe vs. LatAm)
Promise 2025	>10%	>10%	More balanced
Delivered 2024	~14% (2024e) 	~14% (CAGR 2020 vs. 2024e) 	~50:50 (Europe vs. LatAm) 

Note: Figures relating to financial years prior to 2023 according to IFRS 4 and FY 2023ff according to IFRS 17

HINexT 2025 focused on delivering sustainable RoE >10% & Top 5 positions

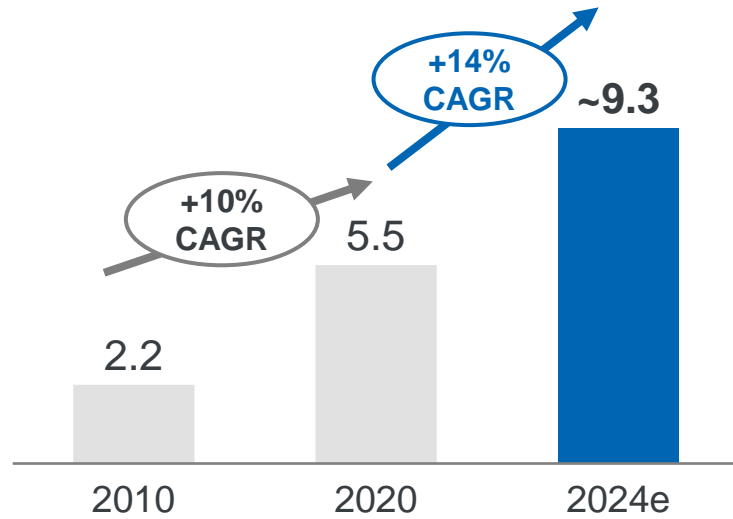


1 Combined ratio (net/gross): Insurance service expenses after reinsurance expenses divided by insurance revenue before reinsurance | 2 Insurance revenue according to IFRS17 | 3 Mid-term ambition without M&A

Profitability – Double-digit growth with bottom-line twice as fast as topline

Insurance revenue

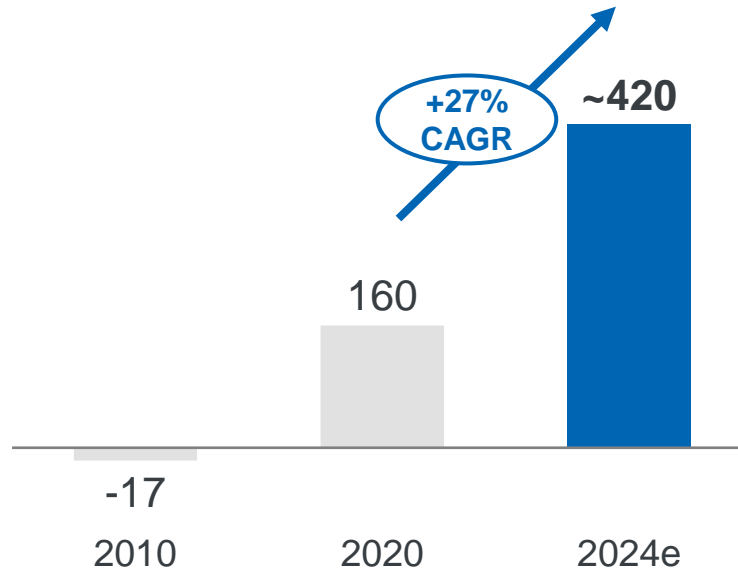
in EURbn



15 years of double-digit growth

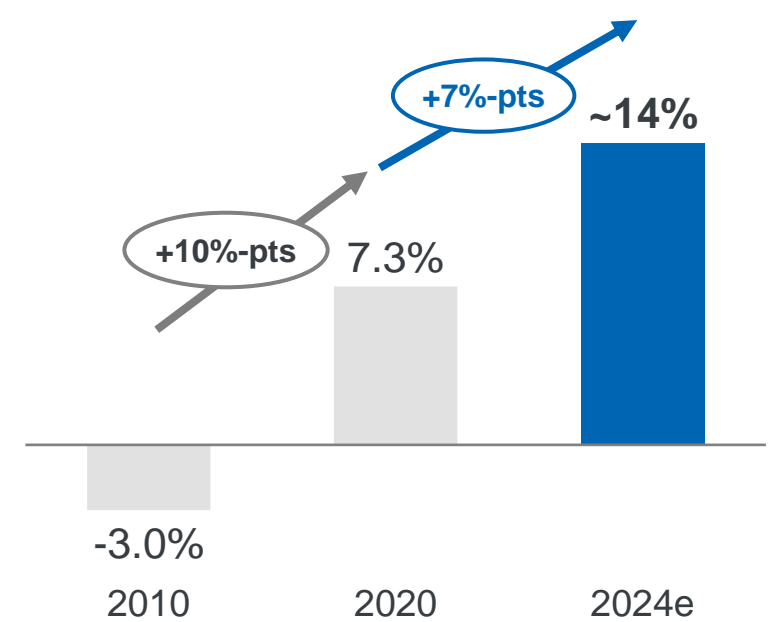
Net income

in EURm



Bottom-line growing twice as fast as topline

Return on equity



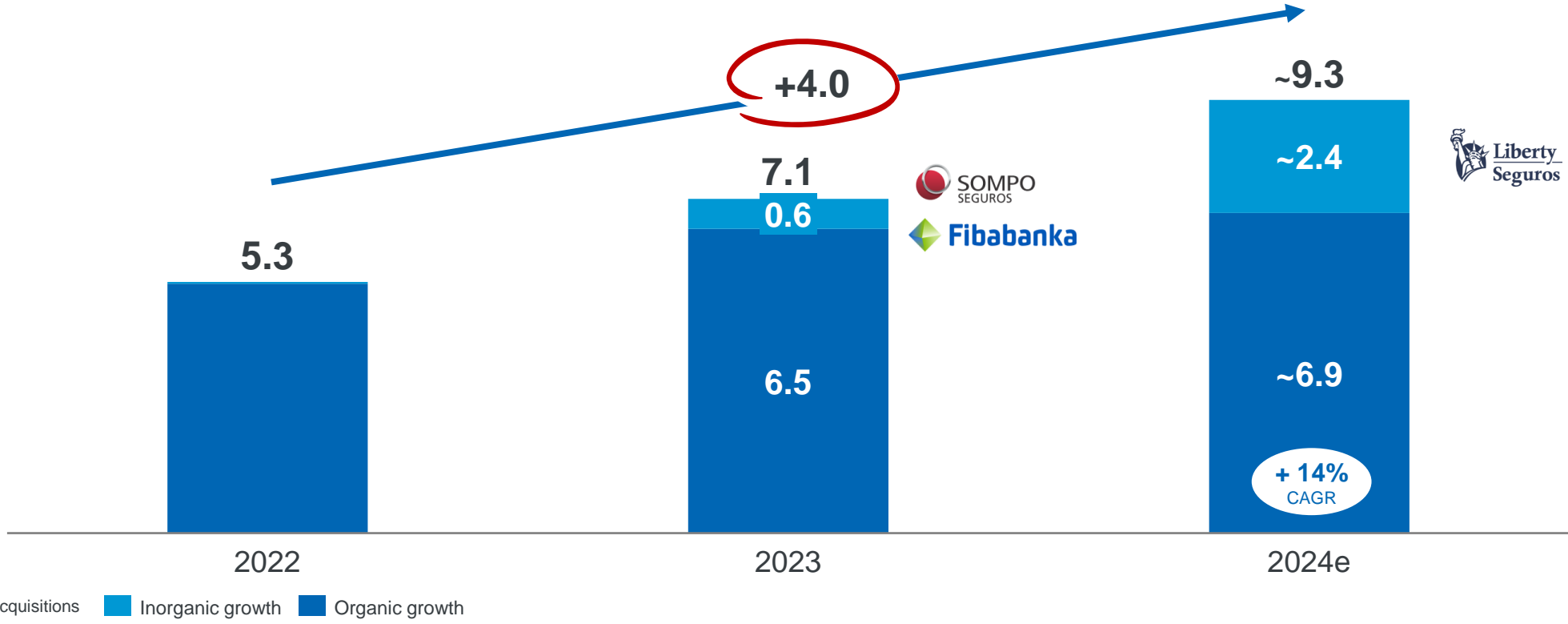
Steadily rising profitability

Note: Figures relating to financial years prior to 2023 according to IFRS 4 and FY 2023ff according to IFRS 17

Growth – Accelerated organic & inorganic growth expands topline by EUR 4bn

Insurance revenue






in EURbn



Note: Numbers may not add up due to rounding differences | Figures relating to financial years prior to 2023 according to IFRS 4 and 2023ff according to IFRS 17

Growth – Top 5 positions reached in 4 out of 5 core markets

Market positions in core P&C markets

		2020	2023	Top 5
	Poland	#3	#2	✓
	Türkiye	#6	#4	✓
	Brazil	#10	#2	✓
	Chile	#6	#1	✓
	Mexico	#11	#9	

Top player in Latin America

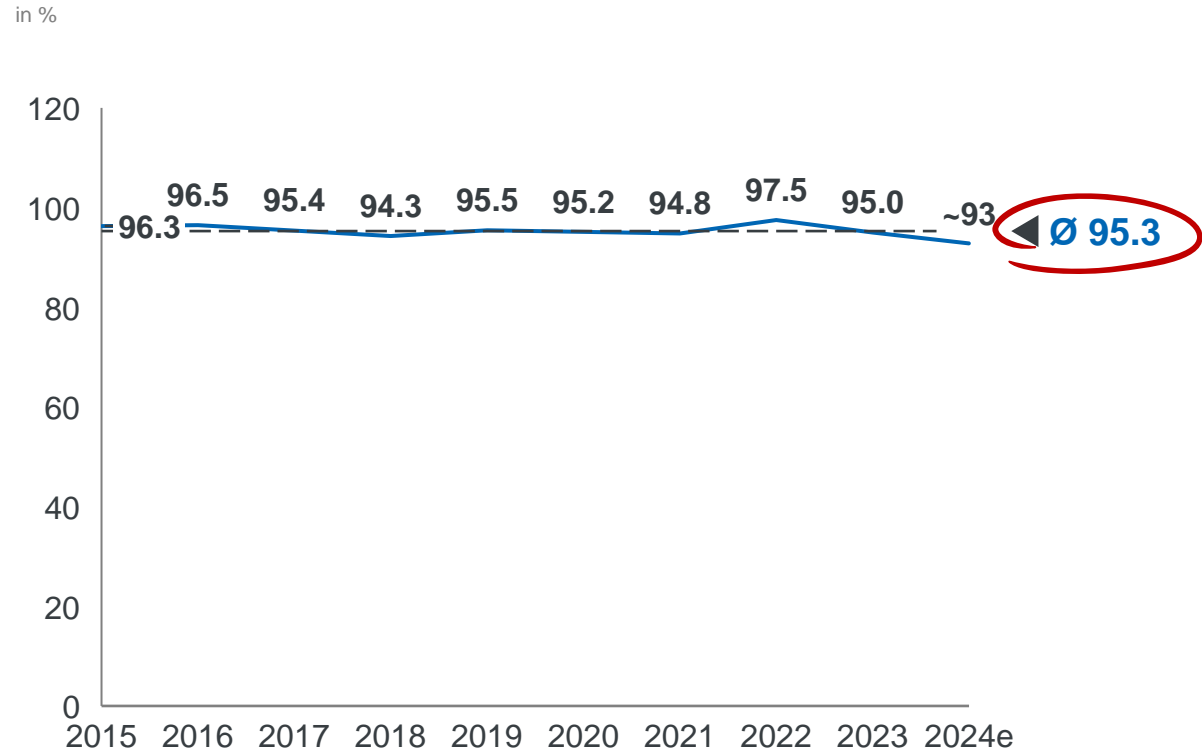


in Latin America P&C overall¹

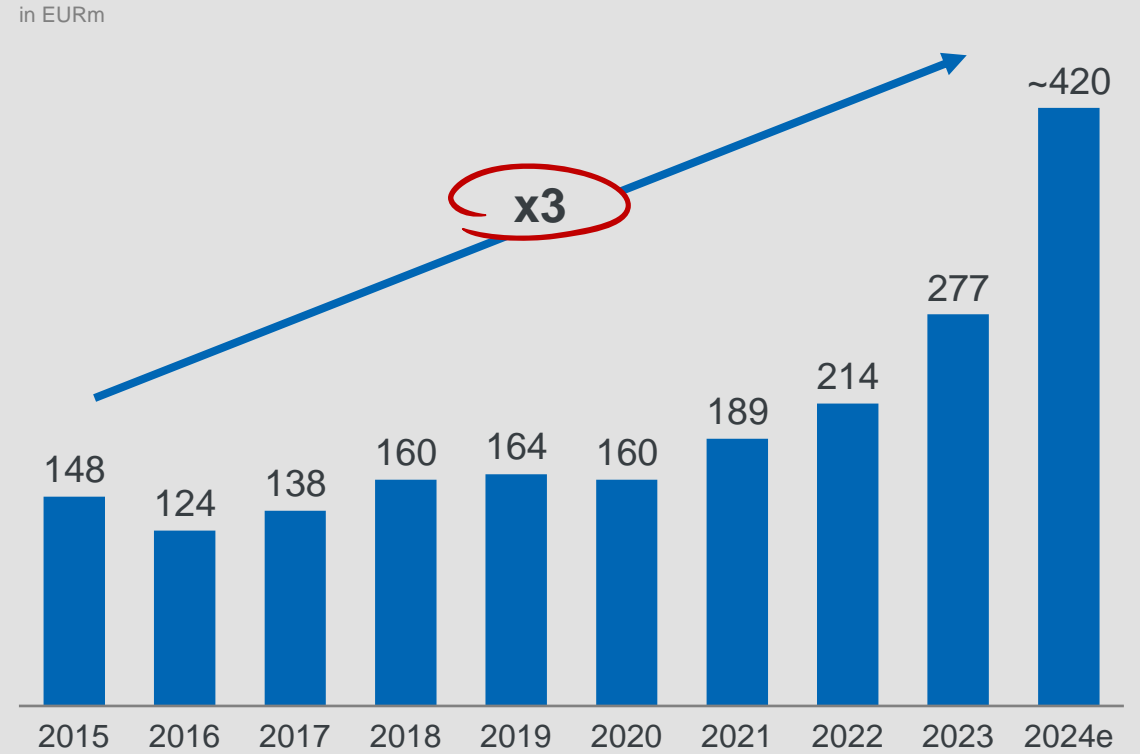
Source: Local supervisory authorities and insurance associations
 1 Pro forma

Technical excellence – Accelerated growth with low volatility

Combined ratio



Net income

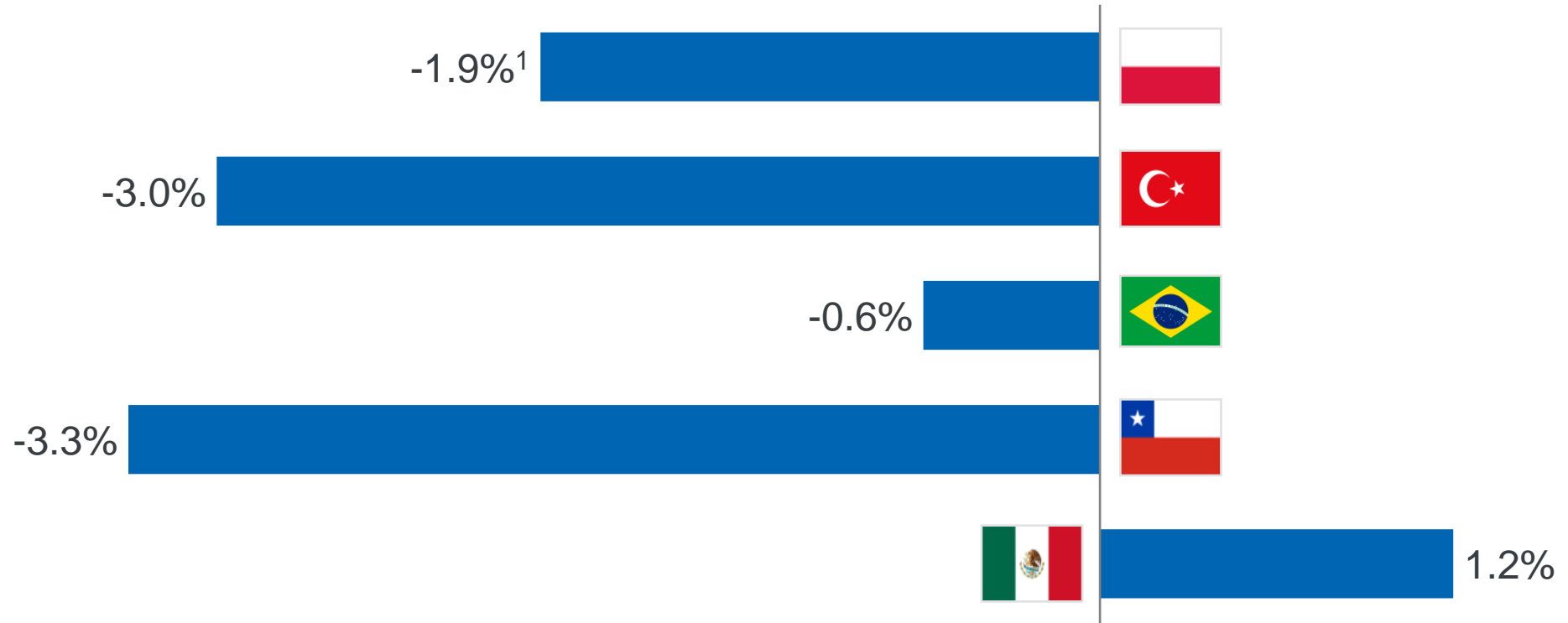


Note: Figures relating to financial years prior to 2023 are according to IFRS 4, 2023ff. according to IFRS 17

Technical excellence – Continuous focus on outperforming peers

Combined ratios vs local peers

6M 2024, local GAAP



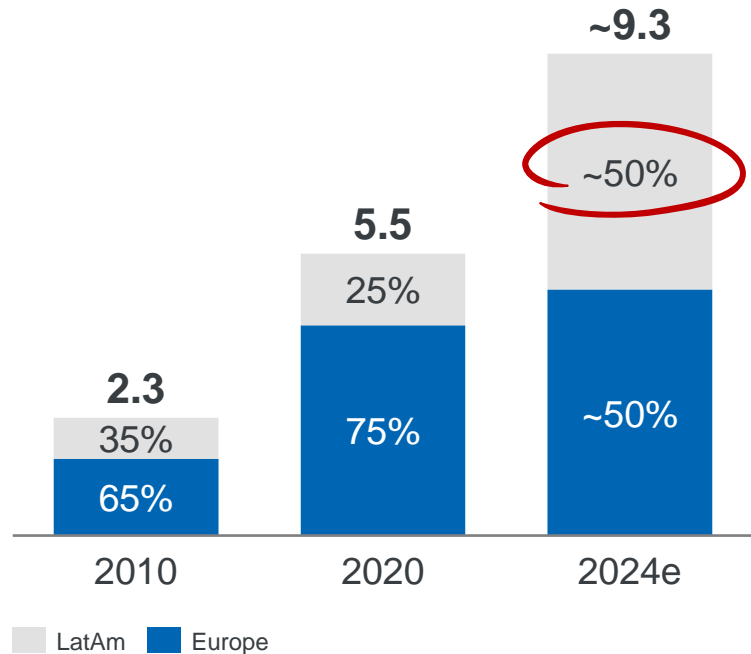
Note: All figures according to local accounting standards | Peers: Poland: Ergo Hestia, VIG, PZU, Uniqa, Generali; Türkiye: Allianz, AXA, Sampo, AKSigorta, Anadolu Sigorta; Brazil: Allianz, Mapfre, Tokio Marine Seguradora, Bradesco Seguros, Porto Seguro; Chile: Mapfre, CHUBB, BCI, Sura; Mexico: Mapfre, AXA, GNP, CHUBB, Seguros Atlas, Qualitas

¹ WARTA only

Diversification – More balanced and more earnings engines

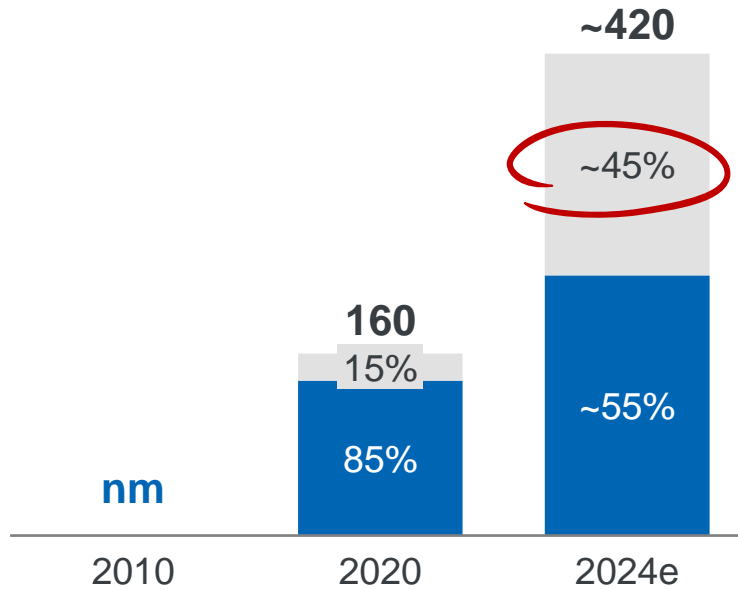
Insurance revenue split

GWP (2010, 2020), insurance revenue (2024e), in EURbn



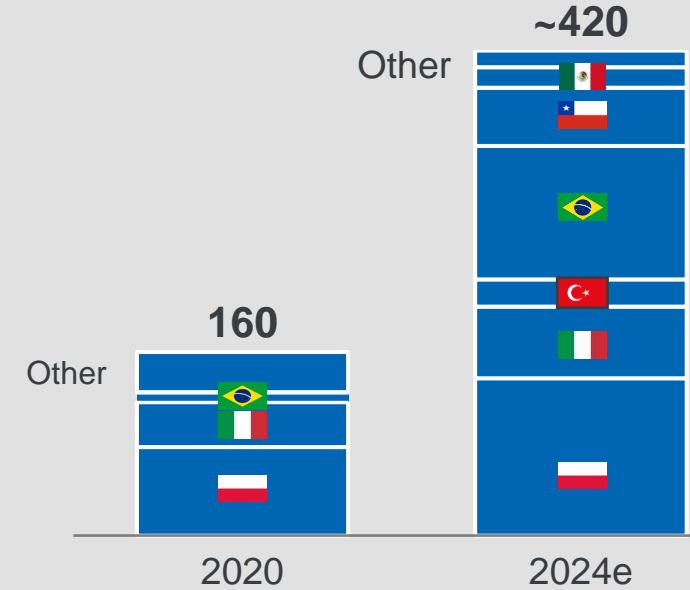
Net income split¹

in EURm



More earnings engines¹

Net income in EURm

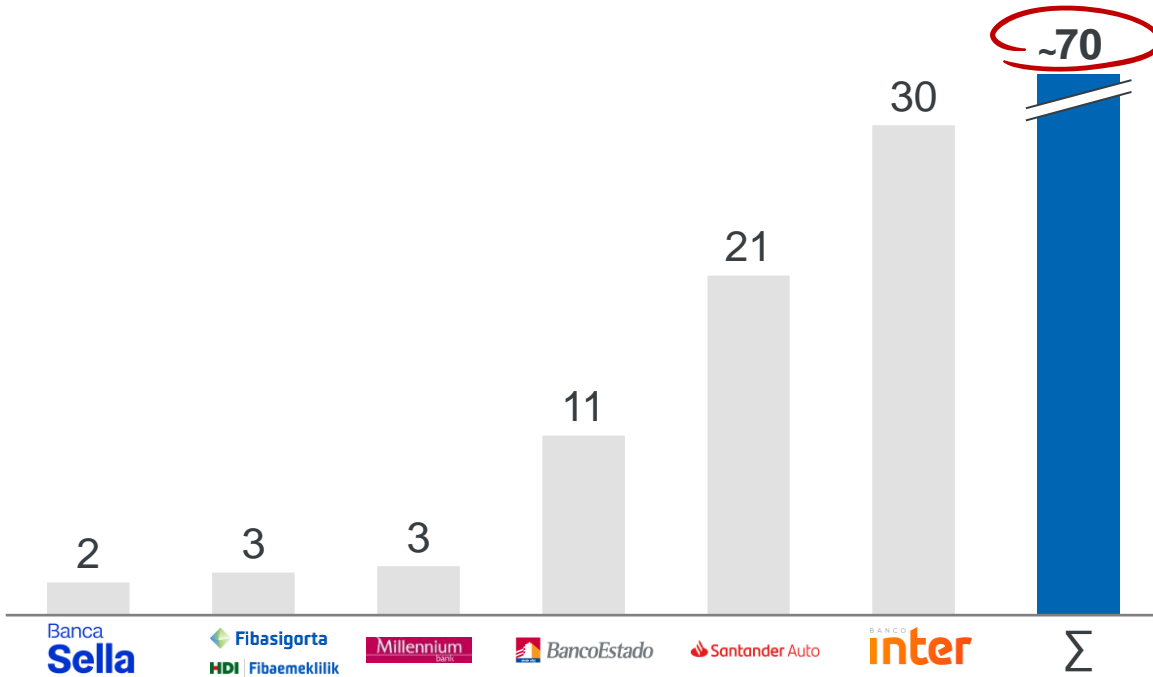


¹ Split of net income before holding and financing costs

Digital transformation – Substantial untapped growth potential available

Customer reach

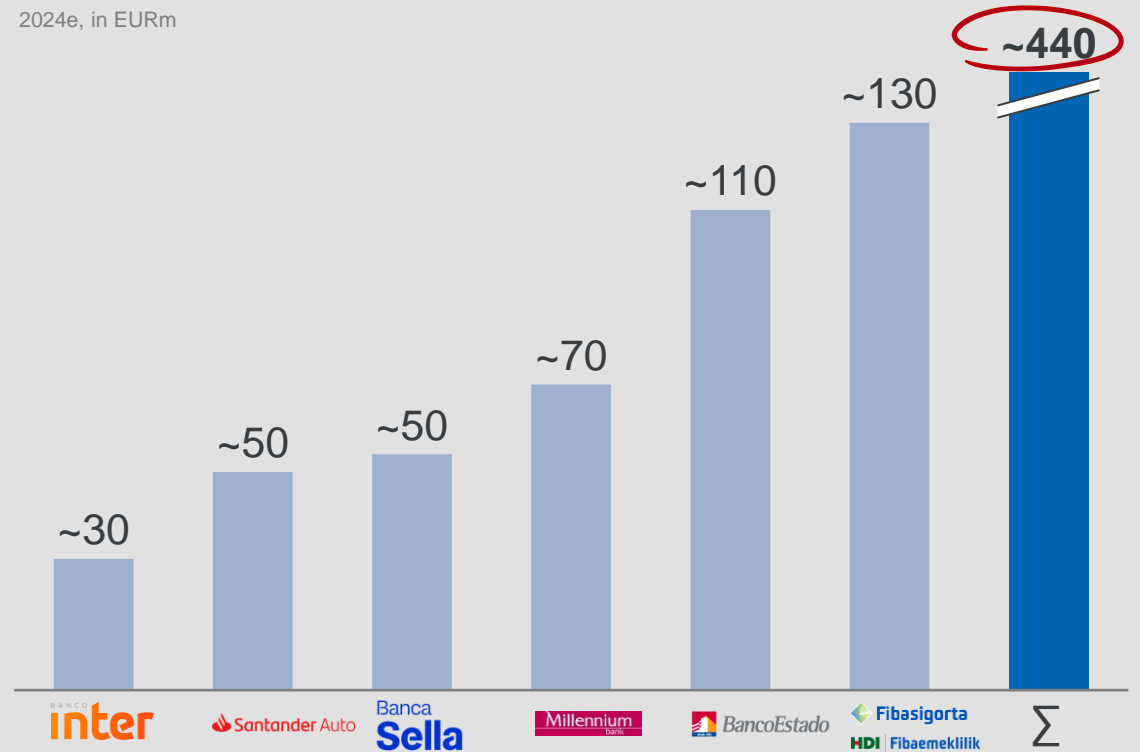
2023, number of digital clients of distribution partners, in m



Note: Banco Inter based on GWP

Insurance revenue

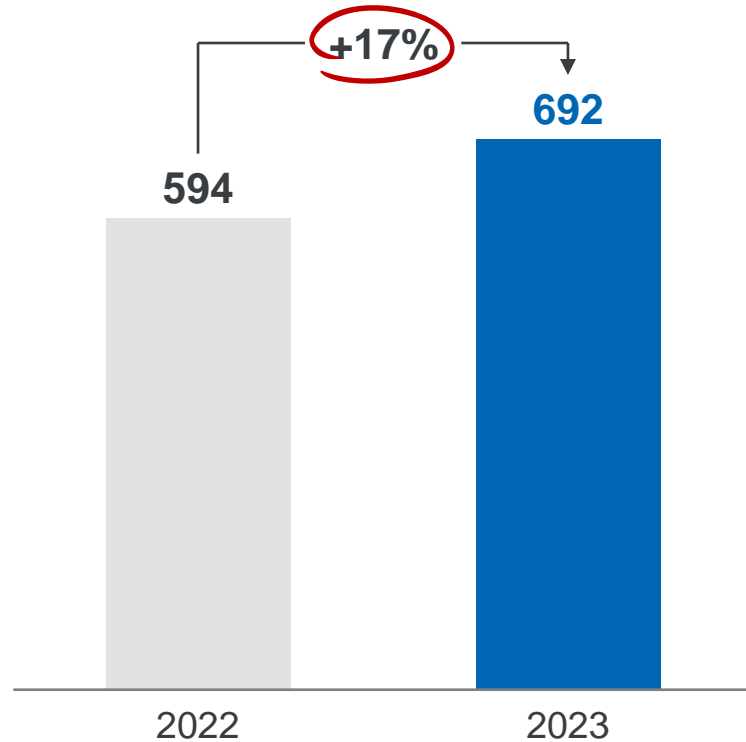
2024e, in EURm



Digital transformation – Increasing efficiency

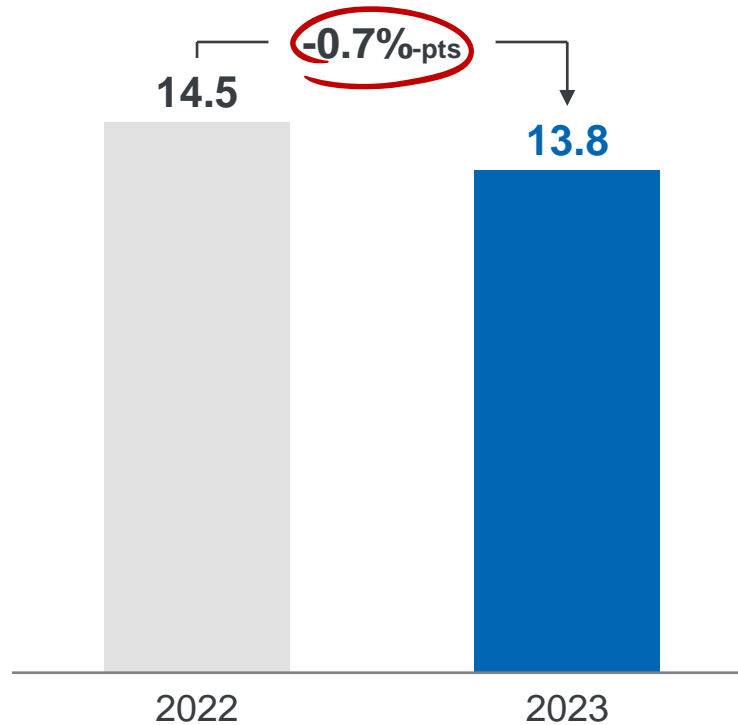
Increasing productivity

Insurance revenue/employee¹, in EUR tsd.



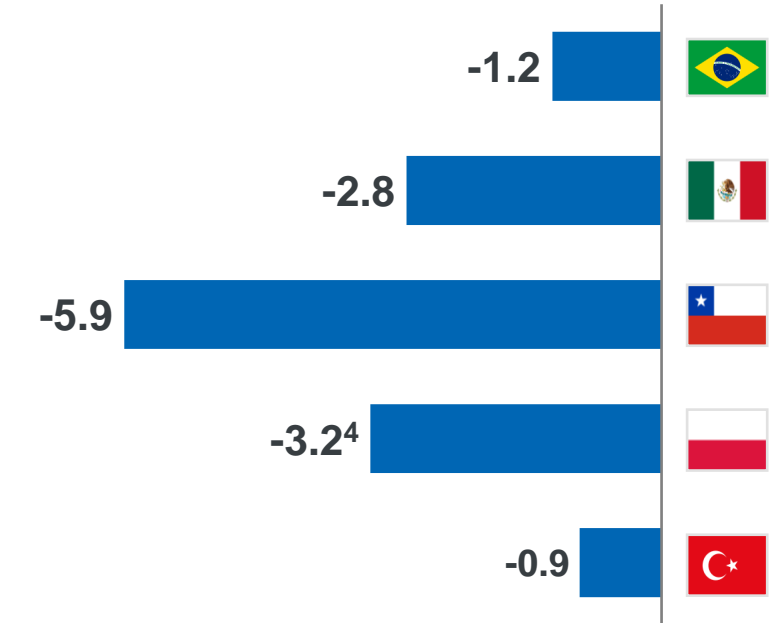
Improving cost ratio

Cost ratio², in %



Cost ratio lower than peers³

Δ Admin. cost ratio P/C 2023 vs. peer average, in %-pts



1 2023 excl. Liberty | 2 Total expenses excl. Ampega, financing and acquisition costs | 3 Peers: Poland: Allianz, Munich Re, VIG, PZU, Uniqa; Türkiye: Allianz, AXA, Sompo, AKSigorta, Anadolu Sigorta; Brazil: Allianz, Mapfre, Tokio Marine Seguradora, Bradesco Seguros, Porto Seguro, (Liberty Seguros); Chile: Mapfre, BCI, Liberty Seguros, Sura, BCI; Mexico: Mapfre, AXA, GNP, CHUBB, Seguros Atlas, Qualitas | 4 WARTA only

M&A/partnerships – our track record

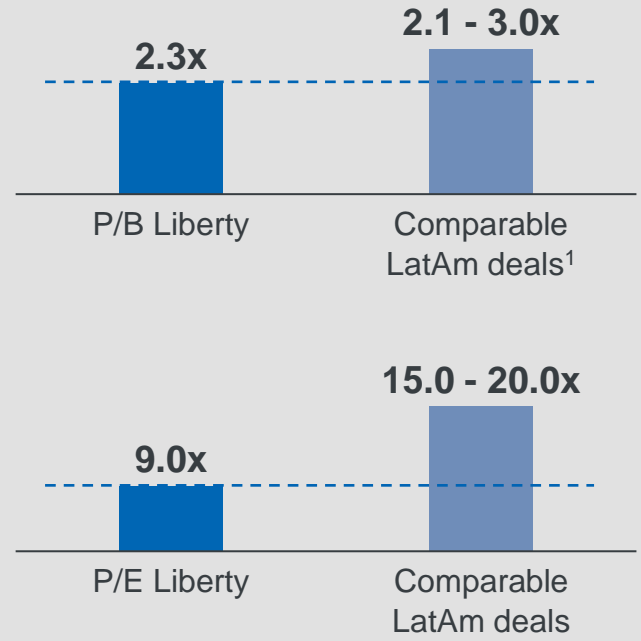
Track record

Bolt-on acquisitions	 2020 
	 2022 
	 2022 
	 2023 
	   2024 
Bancassurance partnerships	 2021 
	 2023 
Disposals	 2021 
	 2022 

Liberty LatAm – Transaction multiples²

P/B

P/E



¹ LatAm range P/B multiples: 2.1x for LatAm excl. Brazil and 3.0x for Brazil | ² Based on publicly available data for transactions involving P&C insurance companies in Latin America between 2012 and 2022

Key messages

1

Growth engine



Leading in attractive markets with disciplined M&A

2

High profitability



Cost leadership and technical excellence

3

Lower volatility



Diversification and resilience



Agenda

- 1 Group Strategy | Torsten Leue
- 2 Group Financials | Jan Wicke
- 3 Retail International | Wilm Langenbach
- 4 **Deep dive LatAm** | **Nicolas Masjuan**
- 5 Final remarks | Torsten Leue

Latin America has a sizeable and attractive insurance market

Market size

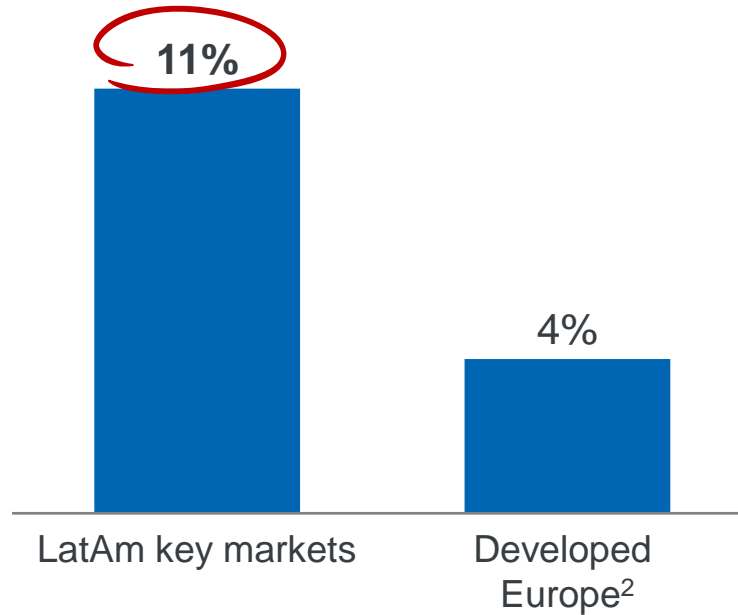
P&C GWP



Sizeable market

Growth

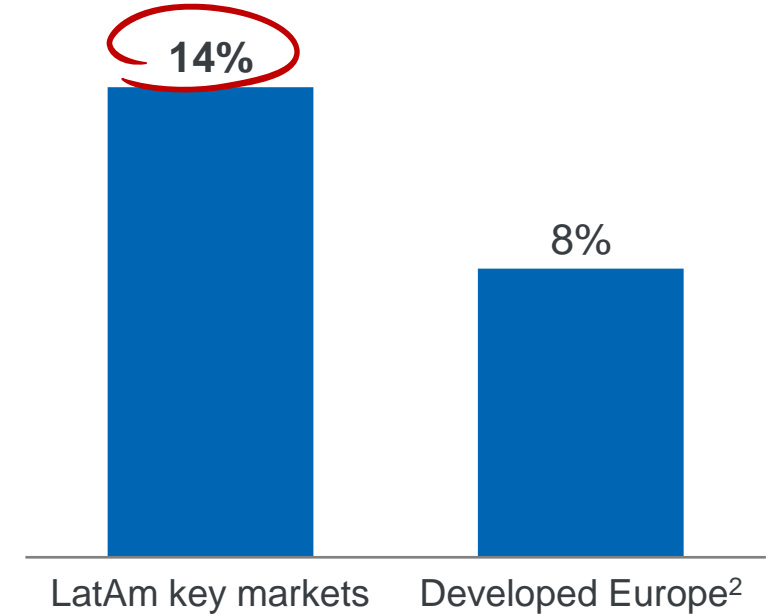
P&C GWP growth³



Double-digit growth

Profitability

P&C return on equity³

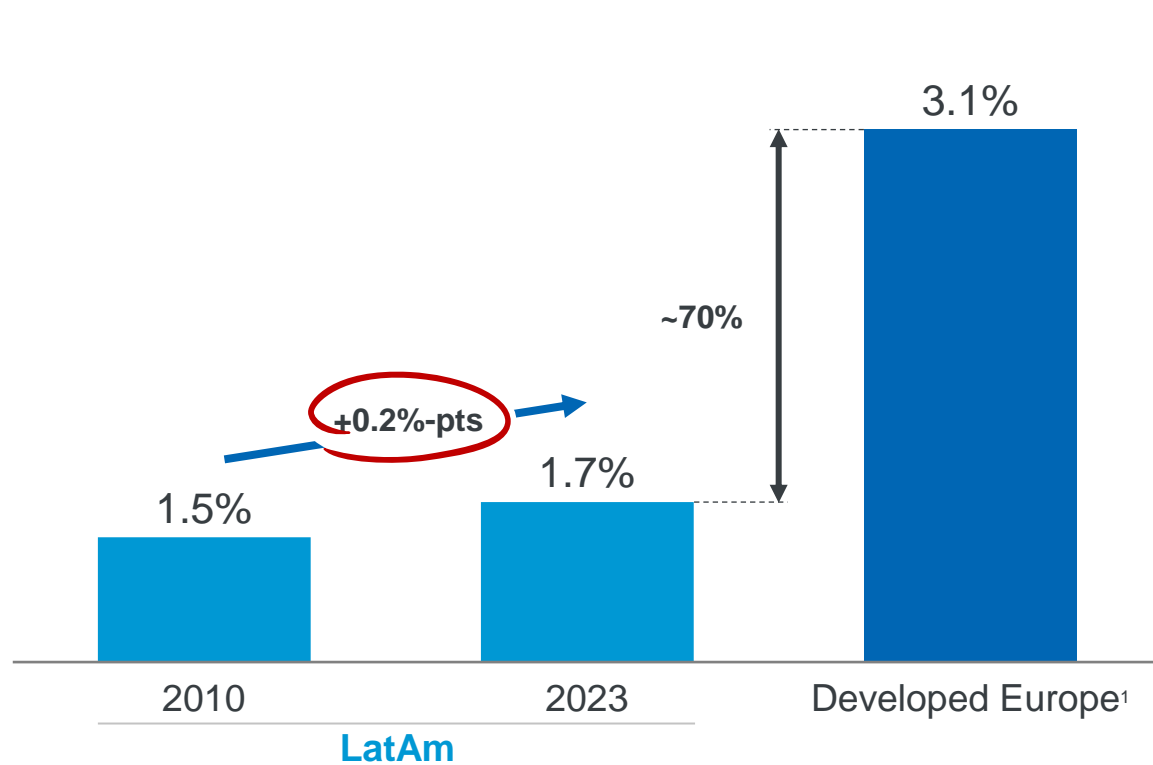


Superior profitability

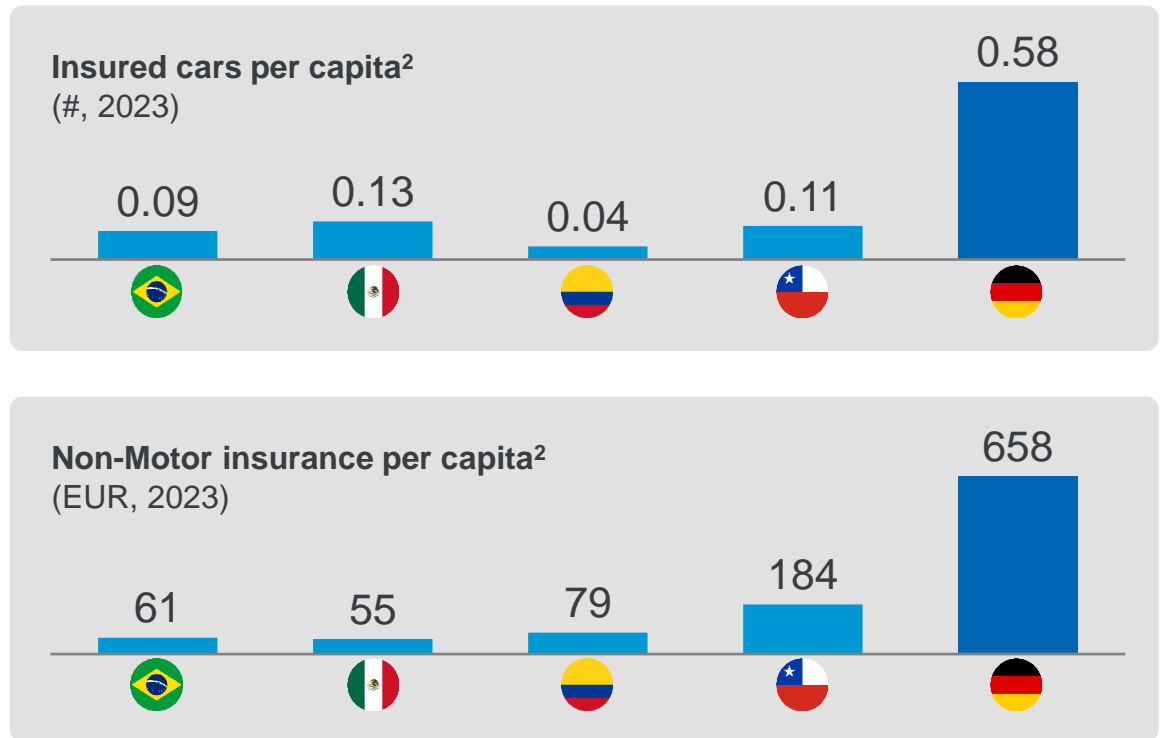
Note: 1 Key markets include Brazil, Chile, Mexico and Colombia | 2 Europe as defined by Swiss Re Sigma Report (18 countries) | 3 Weighted average for 2018-2023
 Source: Susep (Brazil), AMIS (Mexico), Fasescolda (Colombia), AACH (Chile), Swiss Re Sigma Reports, S&P Capital IQ

... with substantial growth potential going forward

P&C insurance penetration evolution



Key penetration indicators

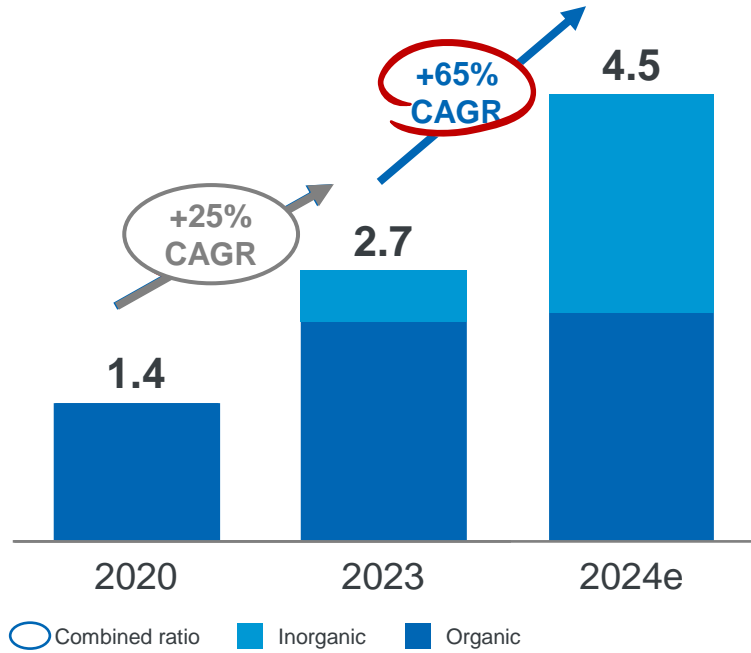


¹ Europe as defined by Swiss Re Sigma Report (18 countries) | ² LatAm - SUSEP; AACH; AMIS; FASECOLDA; FenSeg; CMF; INE; AMASFAC; Germany – GDV; Destatis

Retail International – Strong top and bottom-line growth since 2020 in LatAm ...

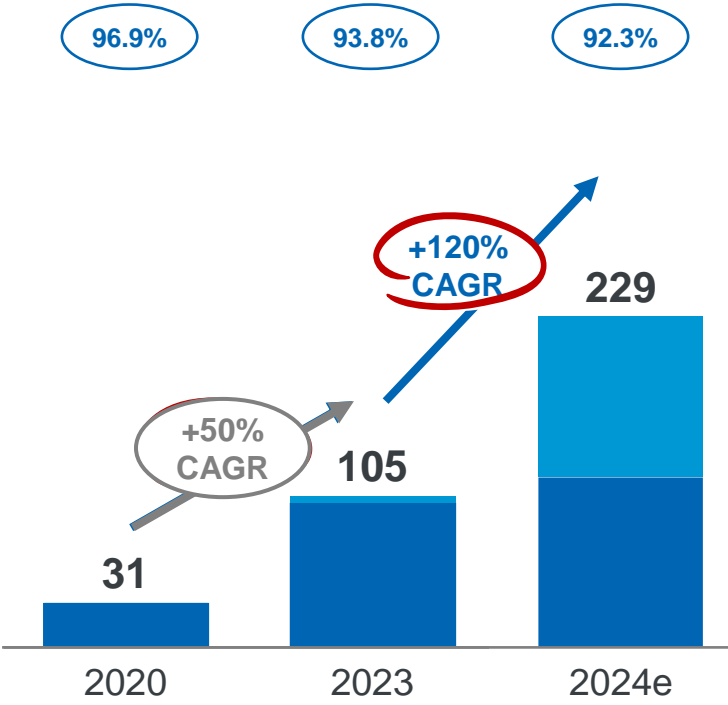
Insurance revenue

in EURbn



Net income

in EURm



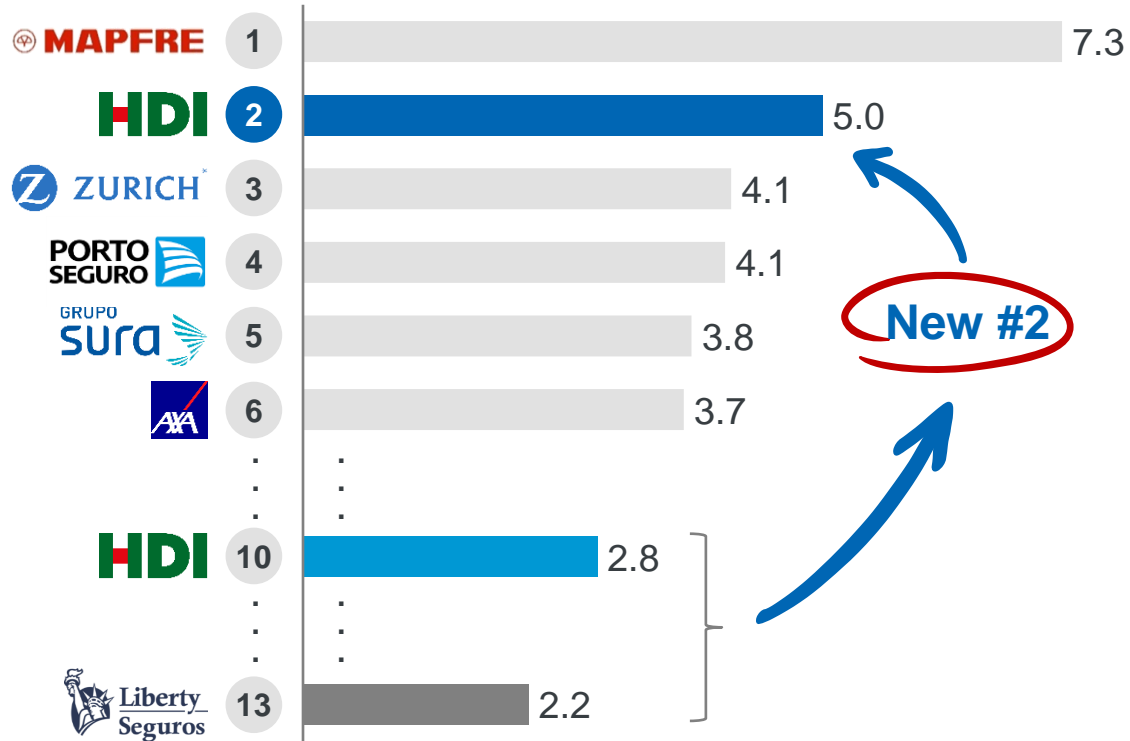
- Strengthened local top management
- Improved technical competitive advantage vs peers
- Improved expense efficiency via scale and digitalization

Note: Figures relating to financial years prior to 2023 according to IFRS 4 and FY 2023ff according to IFRS 17

... building a market leader in Latin American P&C

Overall market ranking

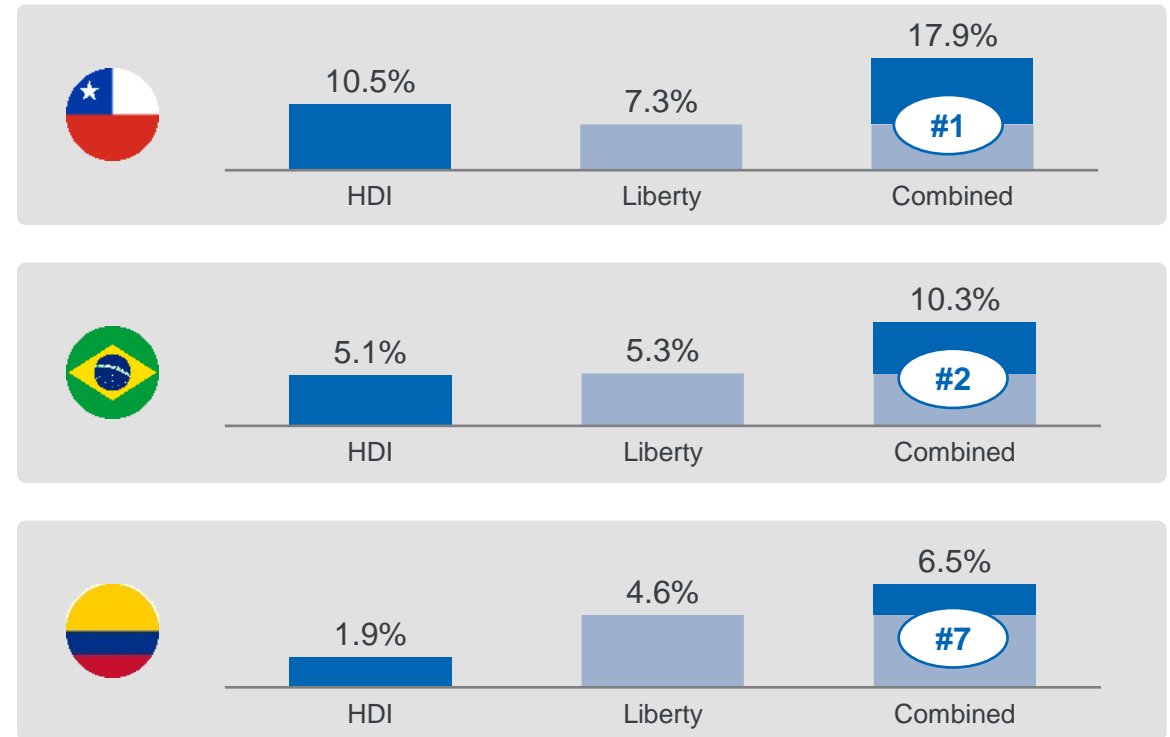
Latin America P&C insurance premium written 2023, in USDbn



Source: Local supervisory authorities and insurance associations

Country-specific market share

2023

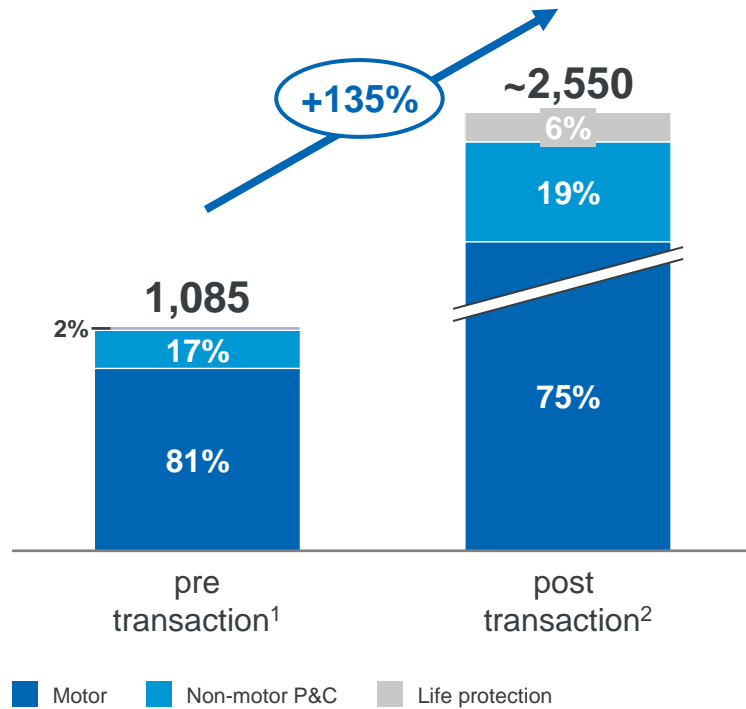


Gaining scale and strength in existing lines of business

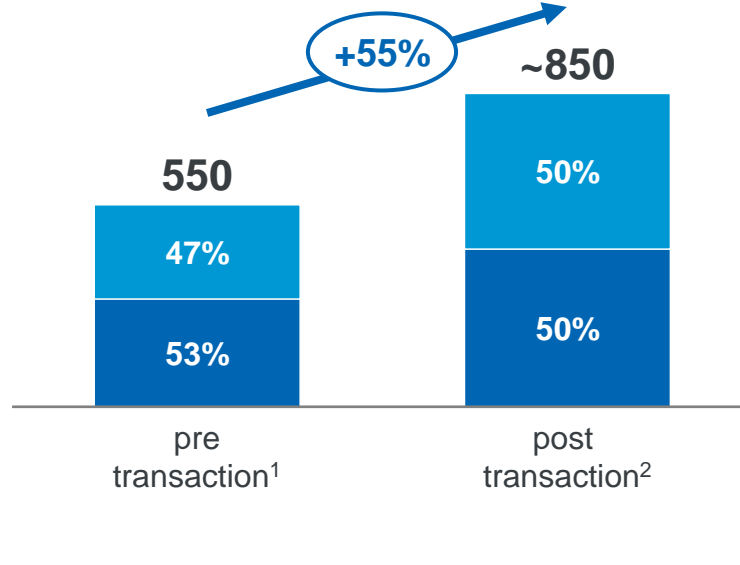
Brazil



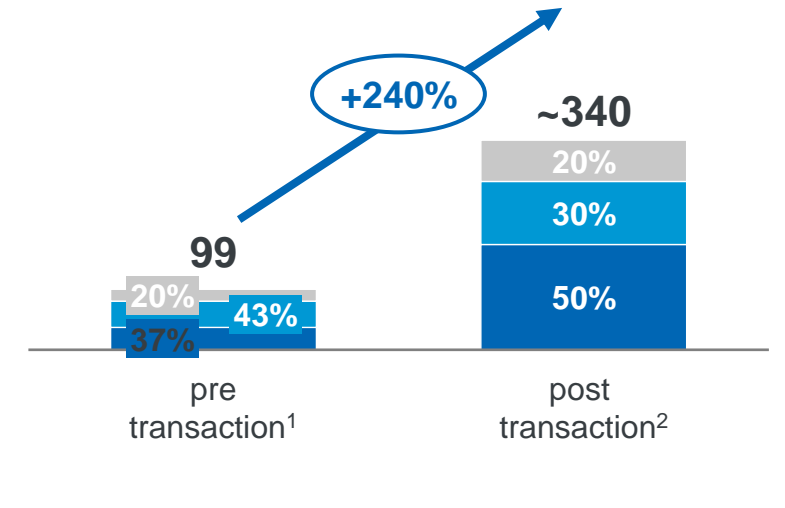
Business mix, insurance revenue in EURm



Chile












Colombia



¹ Pre transaction = 2023; Brazil incl. Sompo Aug-Dec and excl. Liberty Nov-Dec | ² Post transaction = 2024e; Brazil incl. Sompo, Liberty; COL and CL incl. Liberty insurance revenue Mar-Dec

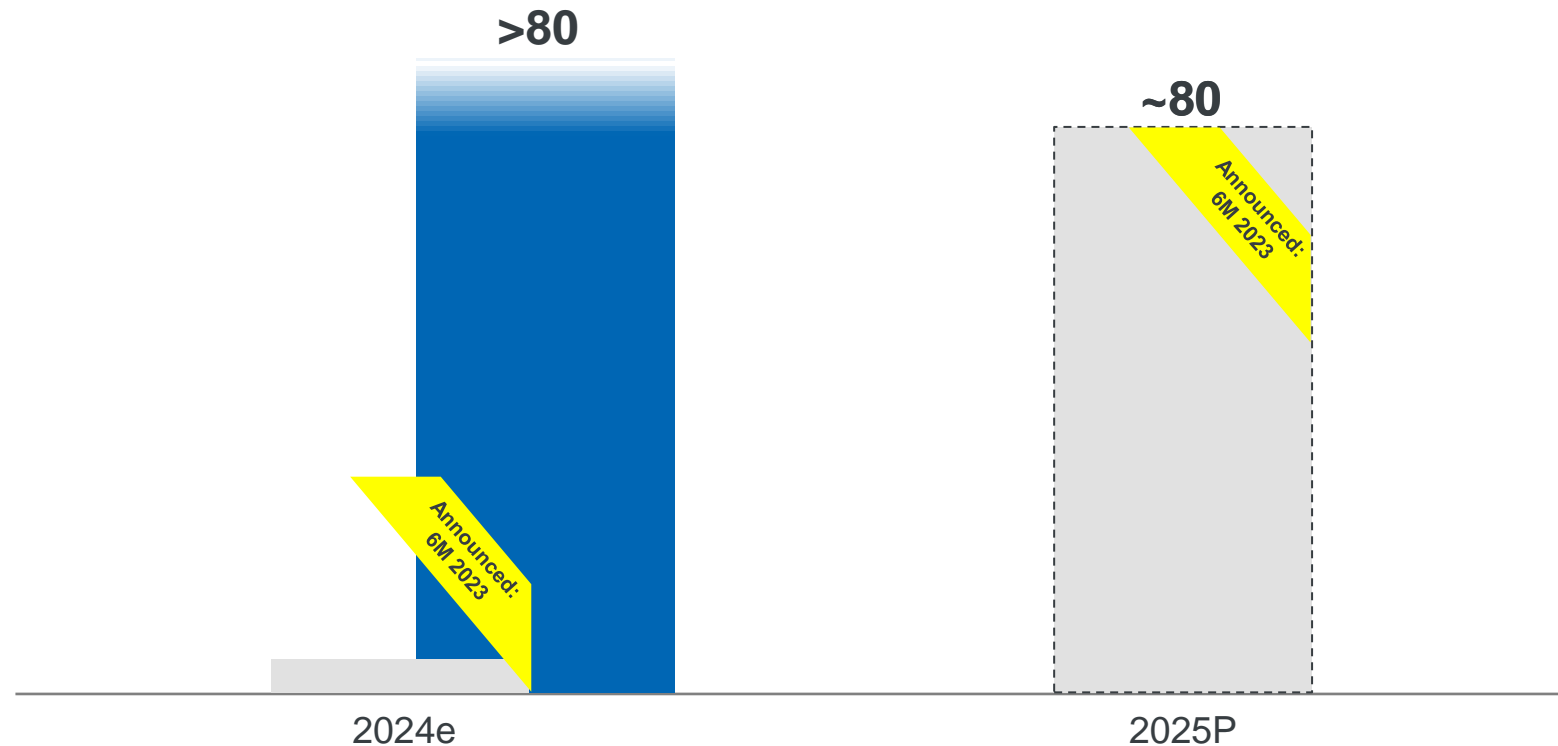
Strong teams with experienced local leaders in post-merger management

	 Brazil	 Chile	 Colombia
	 Eduardo Dal Ri CEO (since 2022)	 Felipe Feres CEO (since 2018)	 Francisco Campos CEO (since 2022)
Industry experience	+25 years	+25 years	+30 years
Post-merger management experience			

Liberty integration – Net income contribution of EUR 80m one year earlier

Net income¹ Liberty LatAm

in EURm



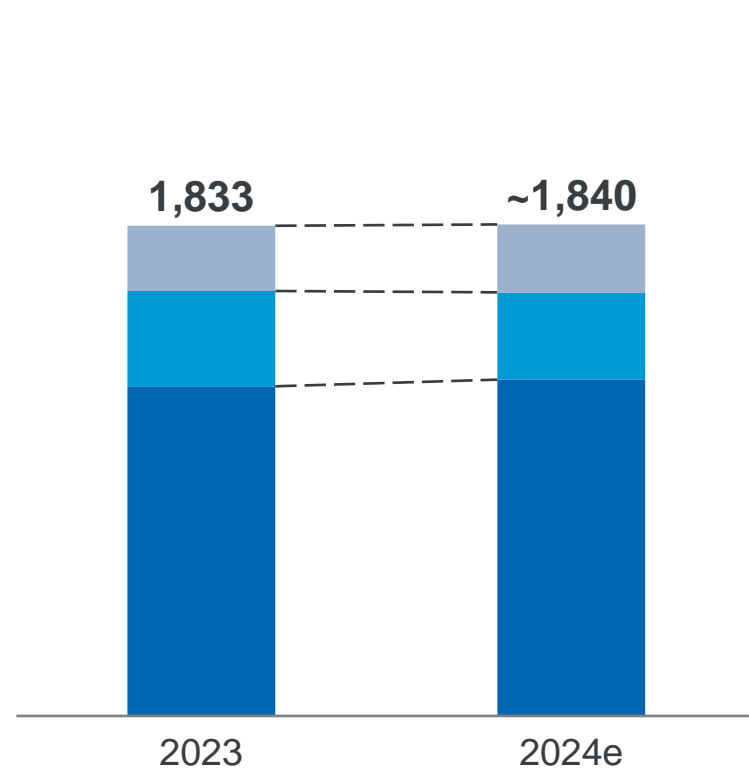
- Attrition under control
- Better combined ratios
- Accelerated realization of synergies²

■ Initial plan ■ Expected 1 After financing costs | 2 That is, ~70% restructuring costs booked and ~40% of synergies realized by 2024e

Attrition under control

Liberty GWP¹

in EURm, local GAAP

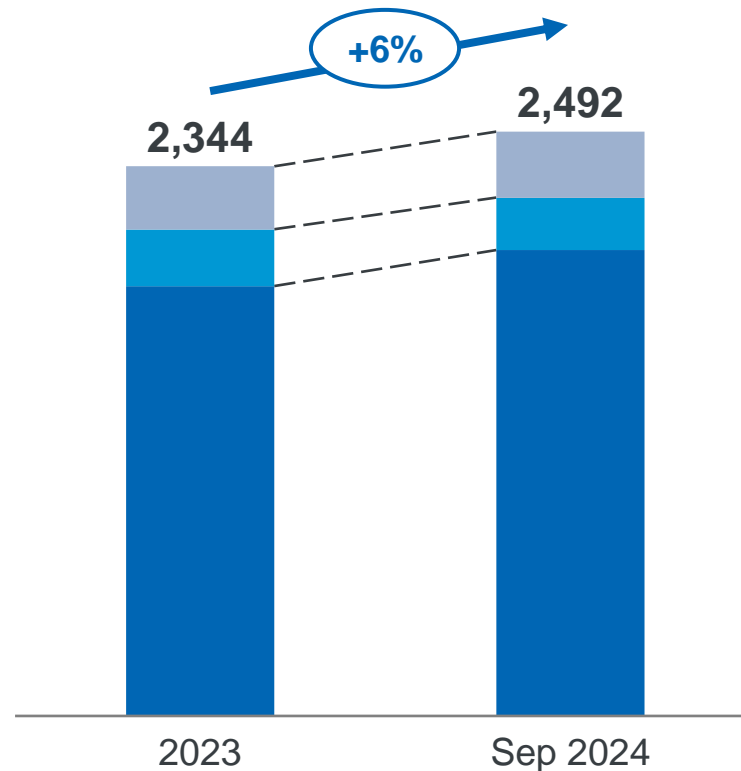


■ Brazil ■ Chile ■ Colombia

¹ Includes Liberty in Brazil, Chile and Colombia. Converted at constant FX rate (Dec 23: CLP/EUR: 1,017.59 ; BRL/EUR: 5.7 ; COP/EUR: 4,338.63)

Liberty # of Motor policies

of policies

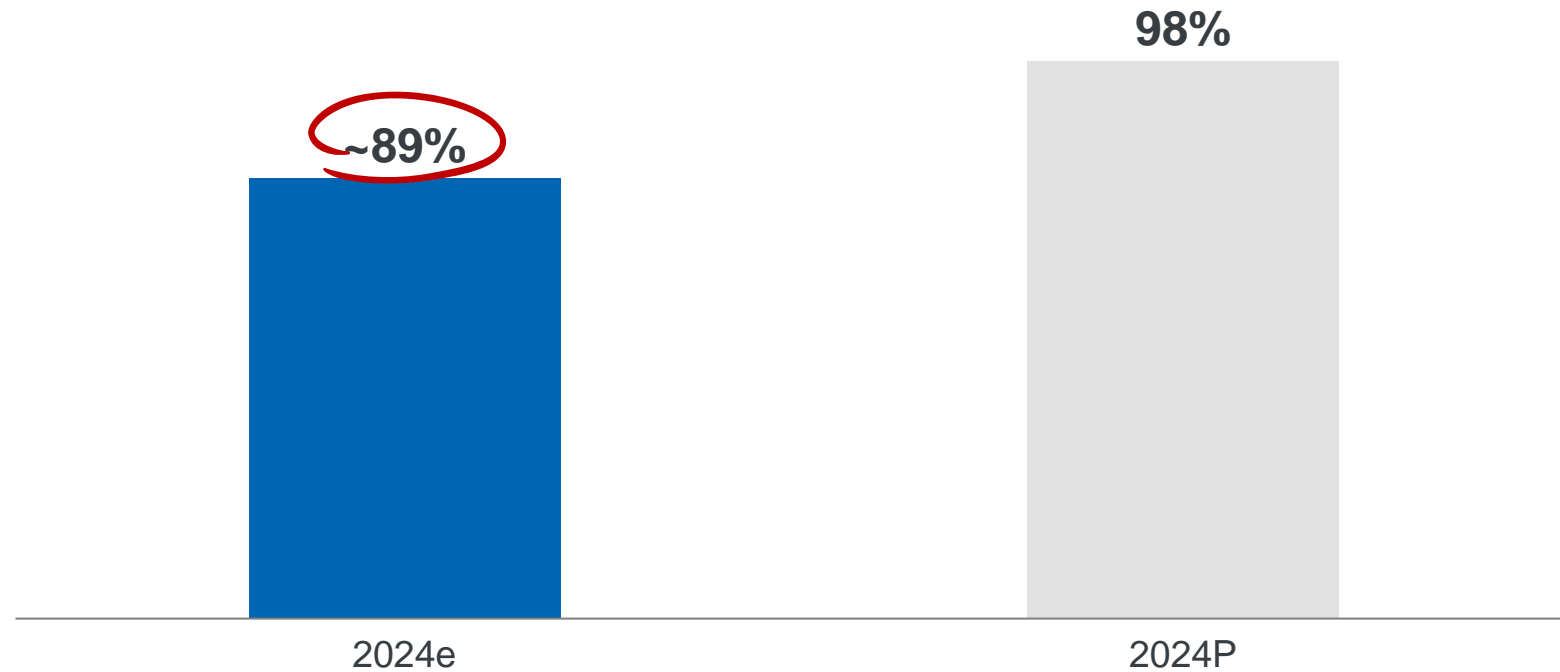


- Strong focus in broker relationship management
- New brand launched in Brazil
- Pricing and underwriting improvements leveraging best practices of both companies

Technical excellence outperforming initial plan

Combined ratio Liberty LatAm

IFRS17



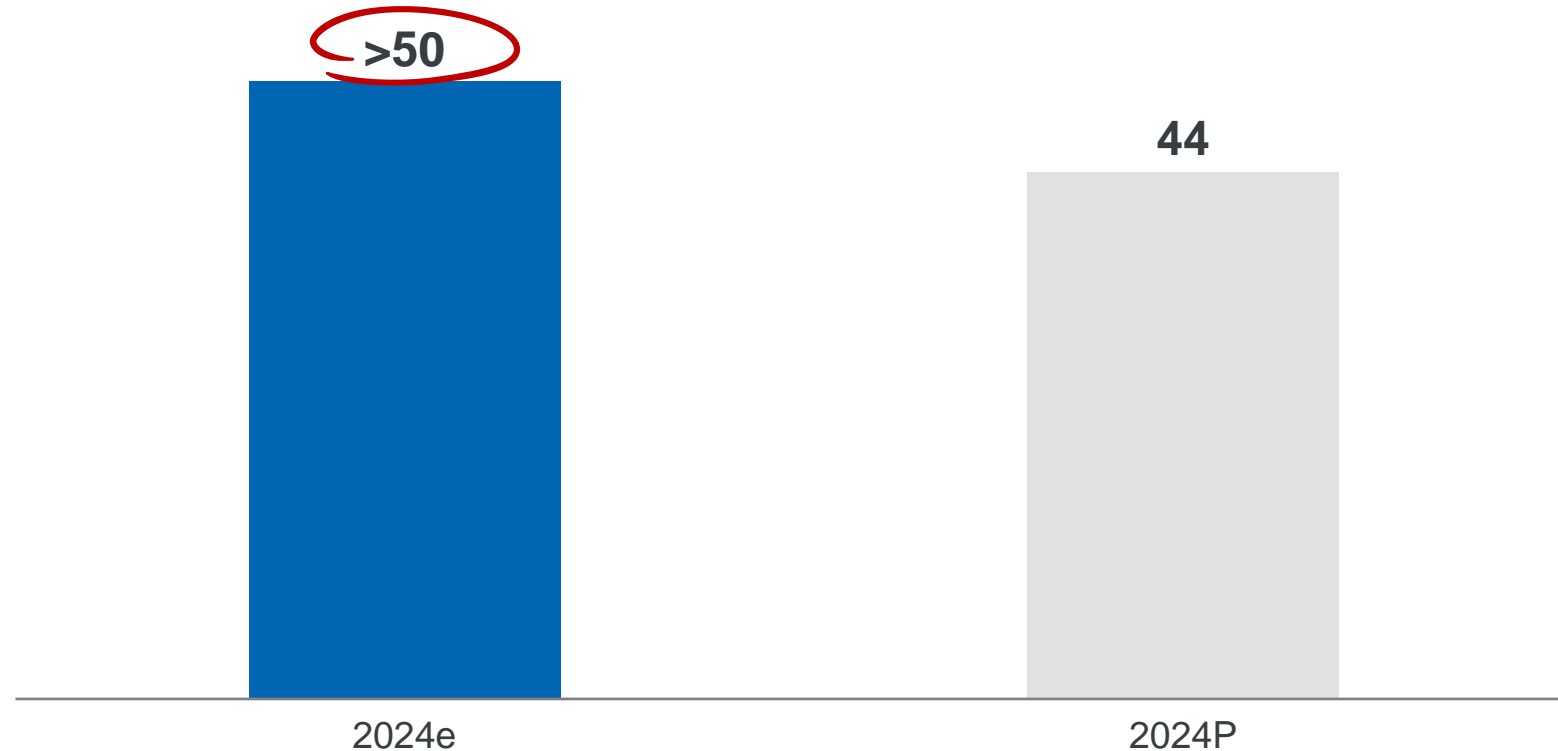
Faster realisation of synergies

Improved loss ratio vs. plan due to technical excellence and market environment

Accelerated realisation of synergies

Administrative expense synergies¹

EBIT impact, in EURm



- ~40% of total synergies captured in 2024
- ~70% of total restructuring cost booked
- ~800 headcount reductions² implemented

Note: Does not include Ecuador

1 All figures in local currency converted at Dec 23 FX rates (EUR/BRL = 5.70; EUR/CLP = 1,017.59; EUR/COP = 4,338.63) | 2 Including Sampo, since end 2022

Key messages

1

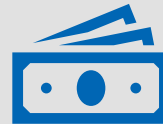
Fast growing market



Sizeable and profitable market

2

Accelerated performance



Strong top & bottom-line growth accelerated by Liberty acquisition

3

Liberty integration



Results and integration ahead of plan




Agenda

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- 3 Retail International | Wilm Langenbach
- 4 Deep dive LatAm | Nicolas Masjuan
- 5 **Final remarks** | **Torsten Leue**

Reaching the next level...

1

Growth momentum




Primary insurance reaching next level



2

Lower volatility



High level of resiliency

... with dividends growing faster than profits until 2027

Return on Equity



As of
2024

>12%

NEW

Net income



Increase
2024 – 2027

+30%

NEW

Dividend



Increase
2024 – 2027

+50%

NEW

Note: Targets are relevant as of FY2024; 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; net income growth target until 2027 with a net income 2024 baseline of >1,900 EURm; dividend growth target until 2027 with a dividend 2024 baseline of 2.70 EUR; dividend per share for FY2027 paid in 2028; subject to supervisory board and AGM approval; CAGR (2024-27): Net income = ~10%, dividend = 14%

Details on reserve review by WTW

(as per pages 12 and 32 of this presentation)

- WTW was separately engaged by Talanx AG and Hannover Rück SE to review certain parts of the undiscounted loss and loss adjustment expense reserve from the consolidated financial statements in accordance with IFRS as at each 31 December from 2019 to 2023. Life and health (re-)insurance business is excluded from the scope of this review..
- WTW's results referenced in this presentation are based on assumptions as to the future. It should be recognised that actual future claim experience is likely to deviate, perhaps materially, from WTW's estimates. This is because the ultimate liability for claims will be affected by future external events; for example, the likelihood of claimants bringing suit, the size of judicial awards, changes in standards of liability, and the attitudes of claimants towards the settlement of their claims.
- WTW's analysis does not anticipate any extraordinary changes to the legal, social, inflationary or economic environment, or to the interpretation of policy language, that might affect the cost, frequency, or future reporting of claims. In addition, WTW's estimates make no provision for potential future claims arising from causes not substantially recognised in the historical data (such as new types of mass torts or latent injuries, terrorist acts), except in so far as claims of these types are included incidentally in the reported claims and are implicitly developed.
- Sharp increases in inflation in many economies worldwide have resulted from rises in energy, food, component and raw material prices driven by wider economic effects of heightened geopolitical instability with increased possibilities of hitherto unexpected conflict escalation from the Russia-Ukraine and Israel-Gaza conflicts in combination with factors such as supply chain disruptions and labour shortages. Longer term implications for inflation remain uncertain. WTW's analysis makes no explicit allowance for extraordinary future effects that may result from the above factors or other emerging shocks on the projection results.
- In accordance with its scope, WTW's estimates are on the basis that all of Talanx AG's and Hannover Rück SE's reinsurance protection will be valid and collectable. Further liability may exist for any reinsurance that proves to be irrecoverable.
- WTW's estimates are in Euros based on the exchange rates provided by Talanx AG and Hannover Rück SE as at each 31 December evaluation date. However, a substantial proportion of the liabilities is denominated in foreign currencies. To the extent that the assets backing the reserves are not held in matching currencies, future changes in exchange rates may lead to significant exchange gains or losses.
- In its review, WTW has relied on audited and unaudited data and financial information supplied by Talanx AG, Hannover Rück SE and their respective subsidiaries, including information provided orally. WTW relied on the accuracy and completeness of this information without independent verification.
- WTW's analysis relies on data provided by Talanx as of each 31 December. The analysis may not reflect claim development or all information that became available after the valuation dates and the results, opinions and conclusions referenced herein may be rendered inaccurate by developments after the valuation dates.
- Except for any agreed responsibilities WTW may have to Talanx AG or Hannover Rück SE, WTW does not assume any responsibility and will not accept any liability to any third party for any damages suffered by such third party arising out of this commentary or references to WTW in this document.

Source: WTW

Qualifications and caveats

This presentation contains forward-looking statements which are based on certain assumptions, expectations and opinions of the management of Talanx AG (the “Company”) or cited from third-party sources. These statements are, therefore, subject to certain known or unknown risks and uncertainties. A variety of factors, many of which are beyond the Company’s control, affect the Company’s business activities, business strategy, results, performance and achievements. Should one or more of these factors or risks or uncertainties materialise, actual results, performance or achievements of the Company may vary materially from those expressed or implied as being expected, anticipated, intended, planned, believed, sought, estimated or projected in the relevant forward-looking statement. The Company does not guarantee that the assumptions underlying such forward-looking statements are free from errors nor does the Company accept any responsibility for the actual occurrence of the forecasted developments. The Company neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by the Company as being accurate.

Presentations of the company usually contain supplemental financial measures (e.g., return on investment, return on equity, gross/net combined ratios, solvency ratios) which the Company believes to be useful performance measures but which are not recognised as measures under International Financial Reporting Standards, as adopted by the European Union (“IFRS”). Therefore, such measures should be viewed as supplemental to, but not as substitute for, balance sheet, statement of income or cash flow statement data determined in accordance with IFRS. Since not all companies define such measures in the same way, the respective measures may not be comparable to similarly-titled measures used by other companies.

This presentation is dated as of 11 December 2024. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. This material is being delivered in conjunction with an oral presentation by the Company and should not be taken out of context.

Numbers and percentages may not add up due to rounding. For the same reason, percentage changes may not be consistent with the absolute numbers they relate to.