



German Corporate Conference KeplerCheuvreux & UniCredit 18 January 2022 – Jan Wicke, CFO



Highlights from Capital Markets Day Frankfurt, 17 November 2021



# Talanx Group Strategy update 2021



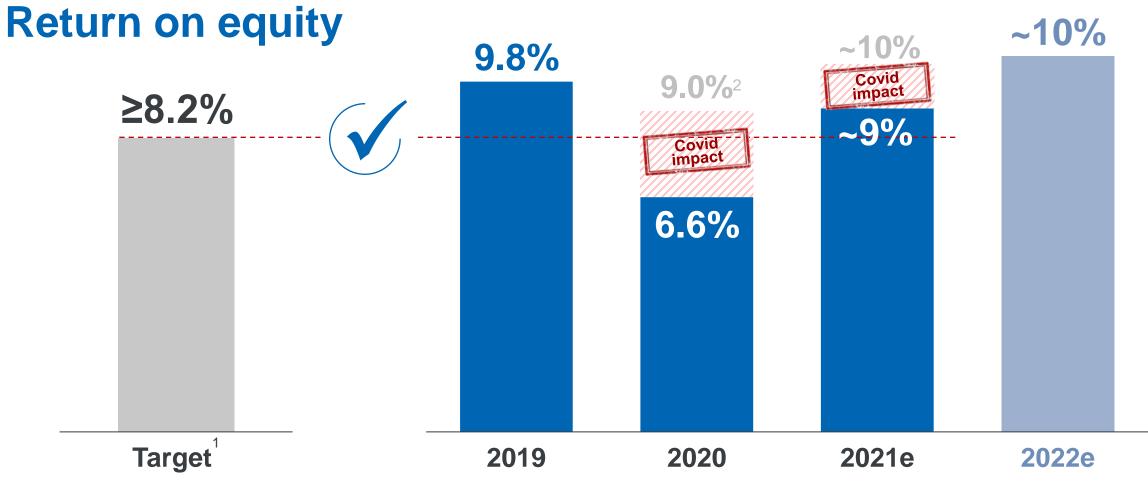


Our three promises 2019 - 2022



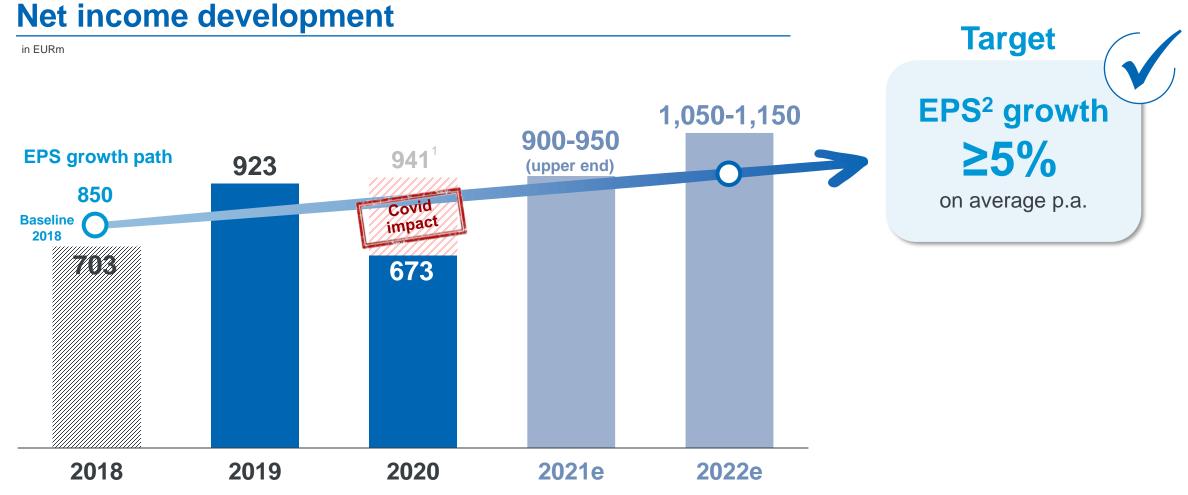
Note: Targets are relevant as of FY2019. The risk-free rate is defined as the 5-year rolling average of the 10-year German Bund yield. EPS CAGR until 2022 (base level: original Group net income Outlook of ~EUR 850m for 2018). Targets are subject to large losses staying within their respective annual large-loss budgets as well as no occurrence of major turmoil on currency and/or capital markets

# **1** High level of profitability ...



1 ≥8% above risk-free rate; average risk-free rate 2019-2020: 0.16%. 2 Adjusted for negative corona effects (EUR 486m) and positive special effects (EUR 218m) in 2020.

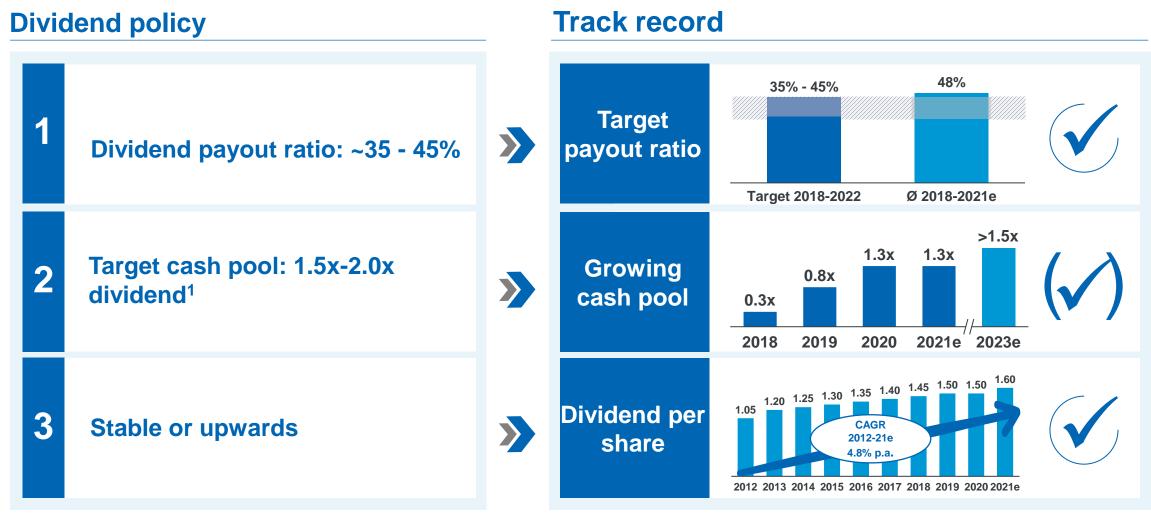
# 2 ... mainly driven by EPS growth above 5%



1 Adjusted for negative corona effects (EUR 486m) and positive special effects (EUR 218m) in 2020. 2 Assuming stable number of shares outstanding

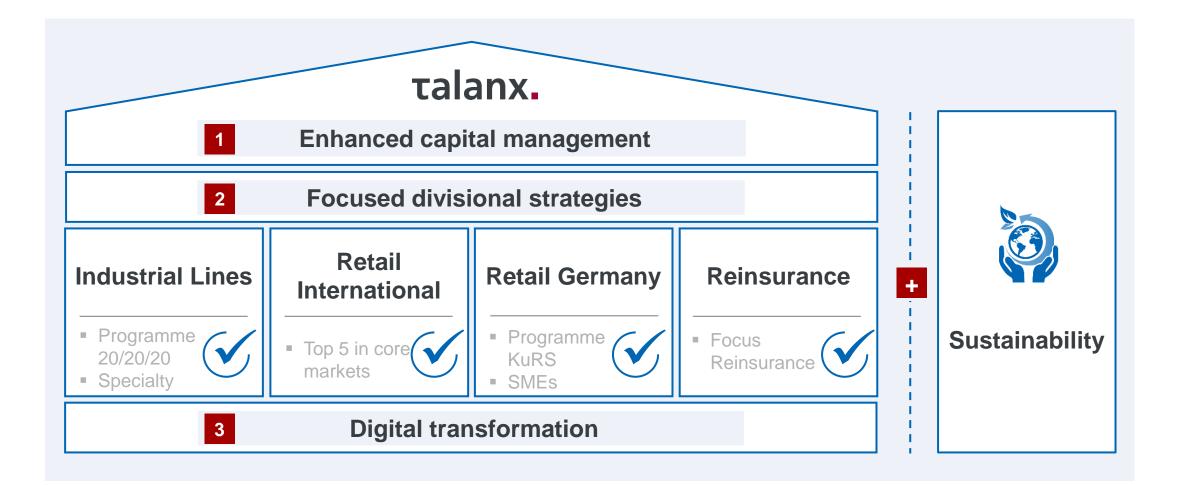
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# 3 Attractive payout: Growing cash pool and growing dividend



1 Cash pool: "Gewinnvortrag" (retained profits carried forward under German GAAP divided by annual dividend)

# Delivery on our strategy



# I Enhanced capital management Strong capitalisation almost at peer level

# **Solvency ratio**



Note: Solvency 2 ratio as of period end excluding transitional measure. 1 Peer group: Allianz, AXA, Generali, Mapfre, Munich Re, VIG (VIG as of June 2021)

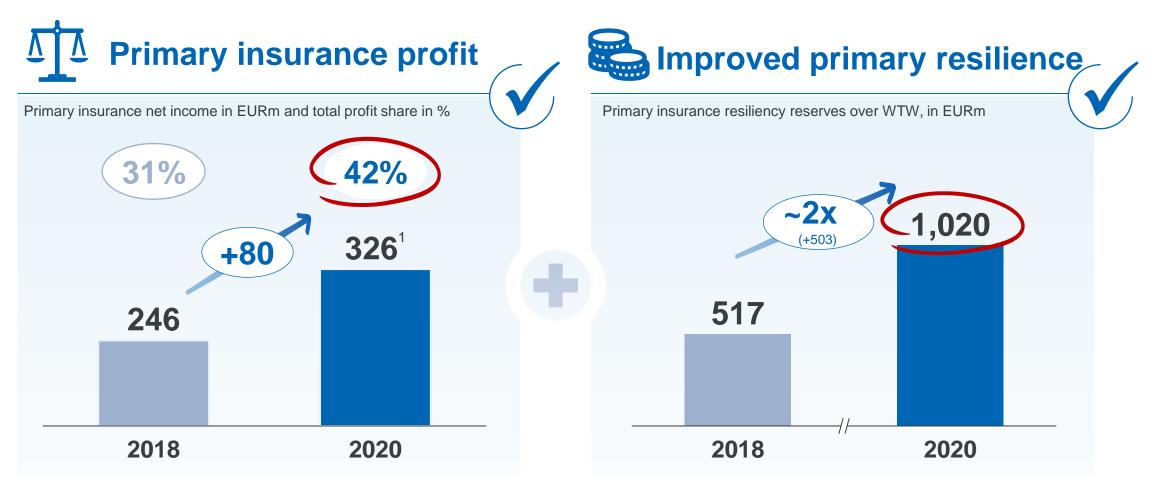
**2** Focused divisional strategies Strong growth – we continue profitable growth above peer average

# **GWP** development since IPO

GWP in %, indexed to 2012, as reported +54% 160% **τalanx**. 140% ~6) 120% +9% 100% peer average 80% 2012 2013 2014 2015 2016 2017 2018 2019 2020

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

# Pocused divisional strategies Increased primary insurance profit share and improved resilience

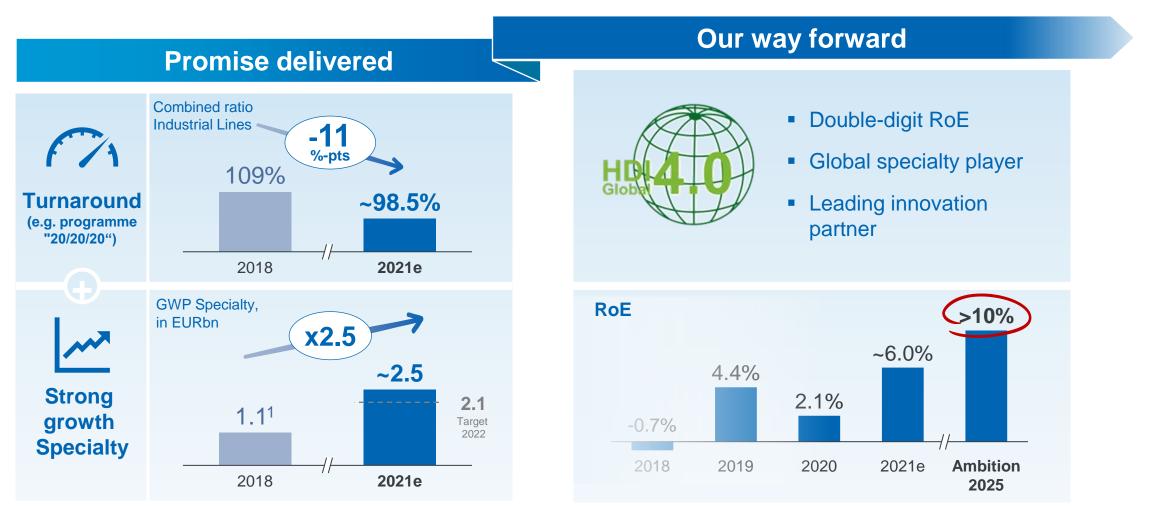


Note: Resiliency reserves of Primary Group (excluding Talanx AG) embedded in best estimate; Source: Willis Towers Watson (WTW) calculation based on data provided by Talanx. The scope of the estimate includes only analysed share of reserves. See also appendix to CFO presentation.

Note: Profit share = Net income attributable to shareholders in % of Talanx Group net income (excluding Corporate Operations and Consolidation) 1 Adjusted net income (excl. negative corona effects and positive special effects): EUR 416m

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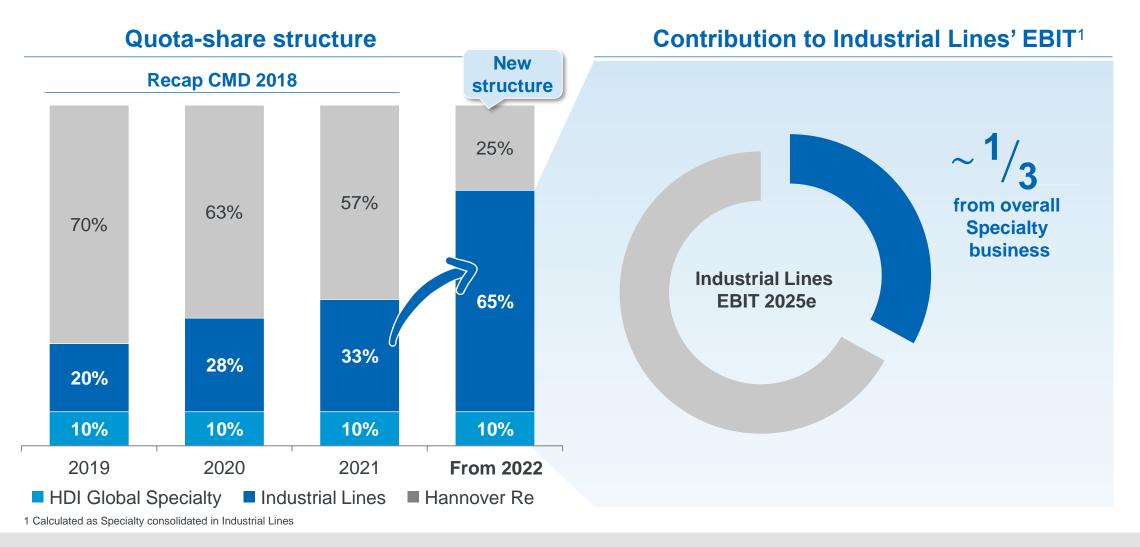
Pocused divisional strategies – Industrial Lines
Delivered on "20/20/20" and initiative Specialty – now path to double-digit RoE



Note: RoE = Return on equity; Group RoE target: ≥ 800bp above risk-free rate. 1 As if consolidated into Industrial Lines

2 Focused divisional strategies – Industrial Lines

Specialty will become a significant contributor to Industrial Lines' profitability



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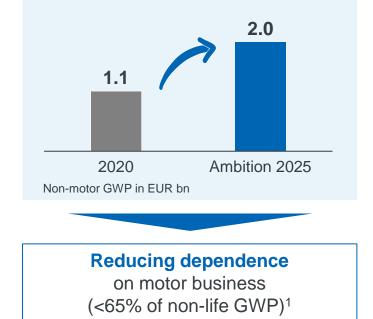
**2** Focused divisional strategies – Retail International Top 5 position in 4 motor markets – now targeting double-digit RoE



### Pocused divisional strategies – Retail International Retail International: Supporting profitable growth by portfolio diversification

#### **Non-motor**

- Grow non-motor share profitably by EUR 900m
- Focus on SME / Mid Markets



#### **Life Protection**

- Scale up Life Protection, which offers growth opportunities with attractive margins
- De-risk Life savings and reduce Life share significantly<sup>2</sup>

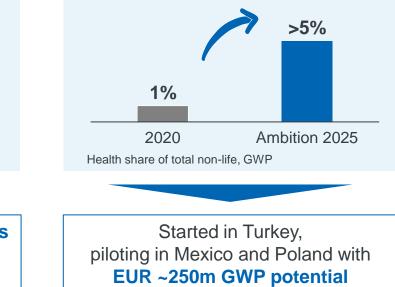


expected with

EUR ~130m GWP

#### Health

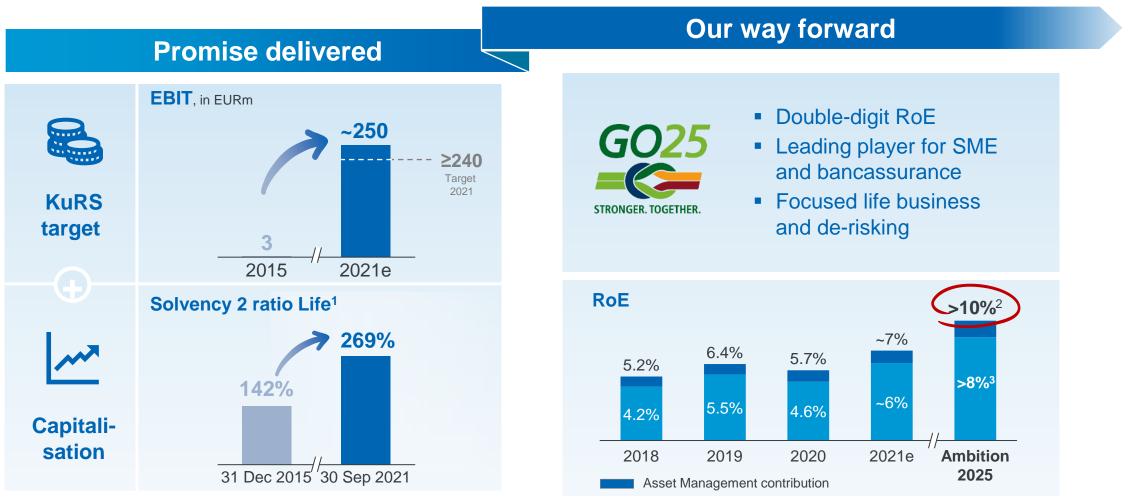
- Enter "non-life" Health with specialized partners like Bupa
- Sizable and growing LoB with attractive margins in most countries



1 Approx. 70% in 2020. 2 Target is to reduce Life share of Retail International GWP from 32% in 2020 to ~20% in 2025

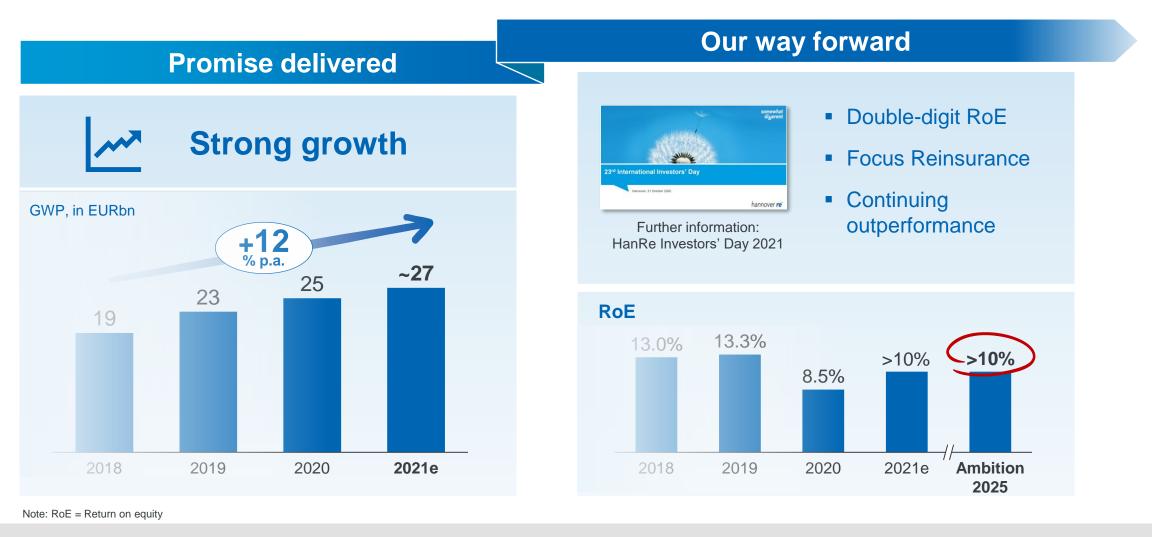
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# Pocused divisional strategies – Retail Germany KuRS promise delivered – now targeting double-digit RoE



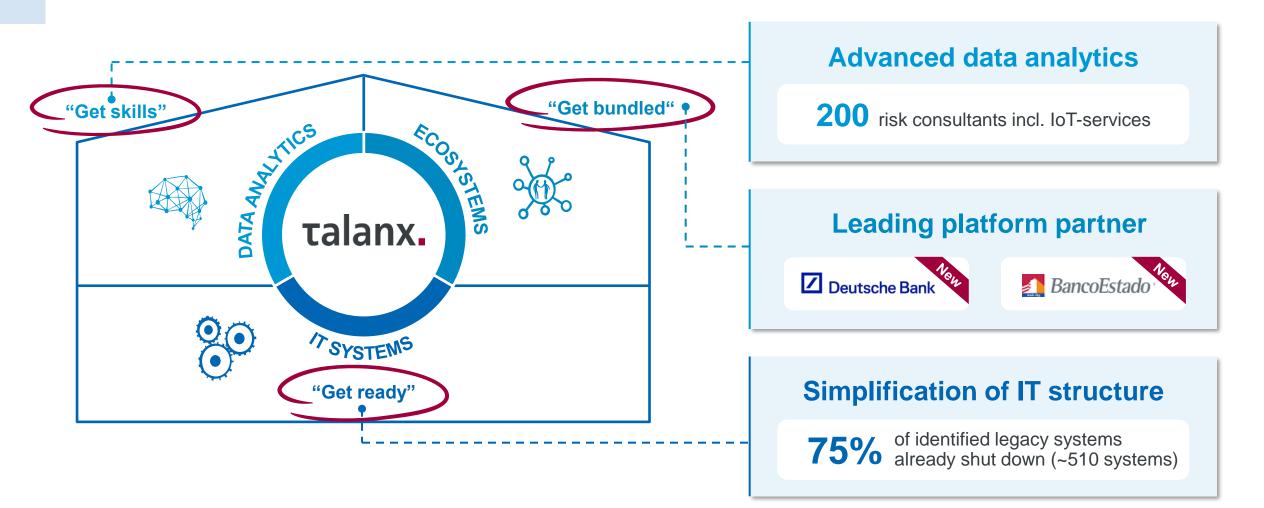
1 As-if-merged Solvency Capital Adequacy Ratio for the four German life entities. Change 30 September versus 30 June 2021 (224%) mainly due to refinement of model. 2 RoE including Asset Management contribution. 3 RoE as reported

# 2 Focused divisional strategies – Reinsurance Sustainable strong growth and continued outperformance

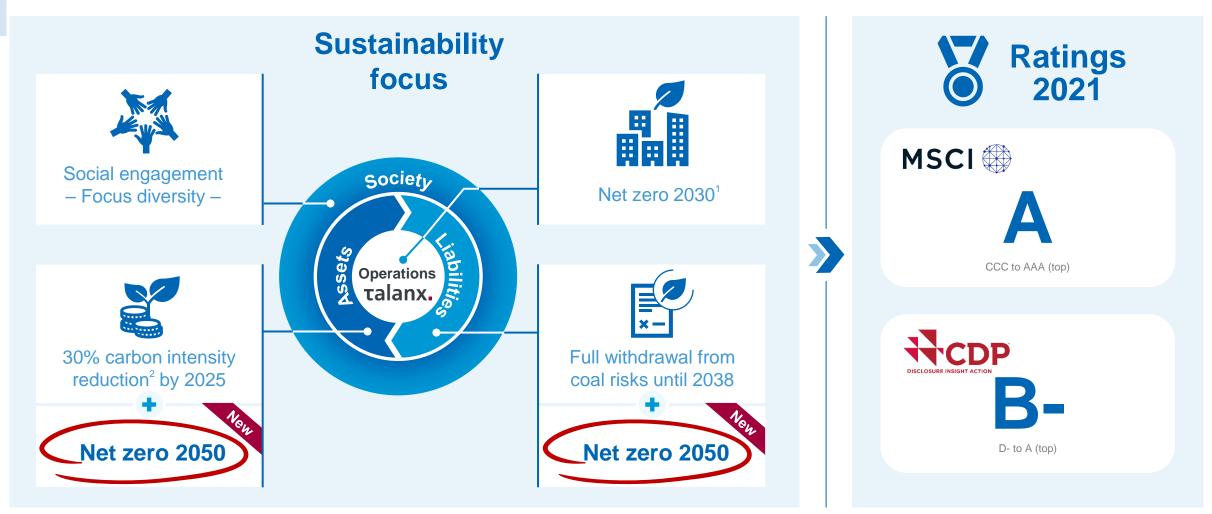


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### 3 Digital transformation We are speeding up digitisation



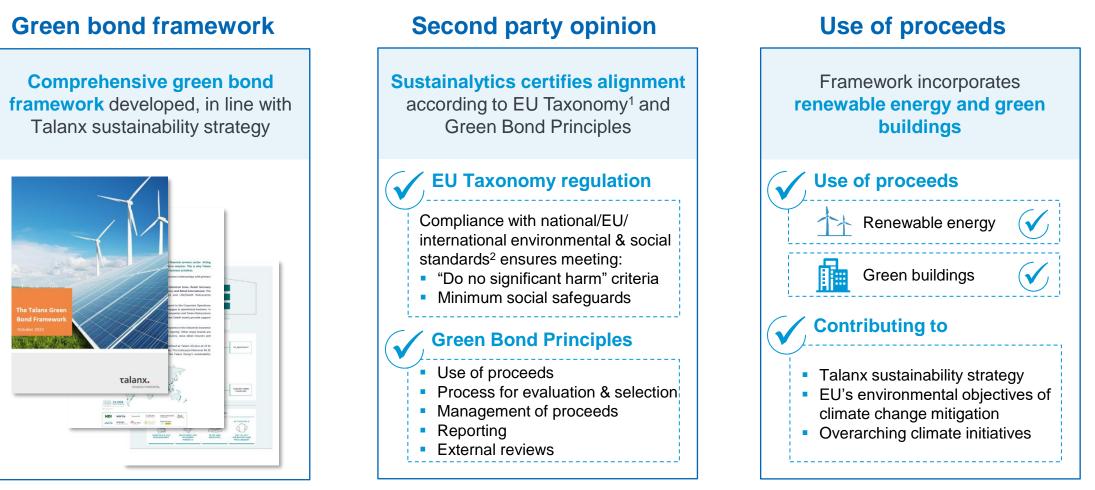
#### Sustainability Turning sustainability into differentiation



1 CO2-neutral in Germany since 2019. 2 Reduction of CO2 intensity of the liquid portfolio by 30% by the end of 2025 compared to the beginning of 2020

#### Sustainability

# Talanx green bond framework – strong support for sustainability strategy

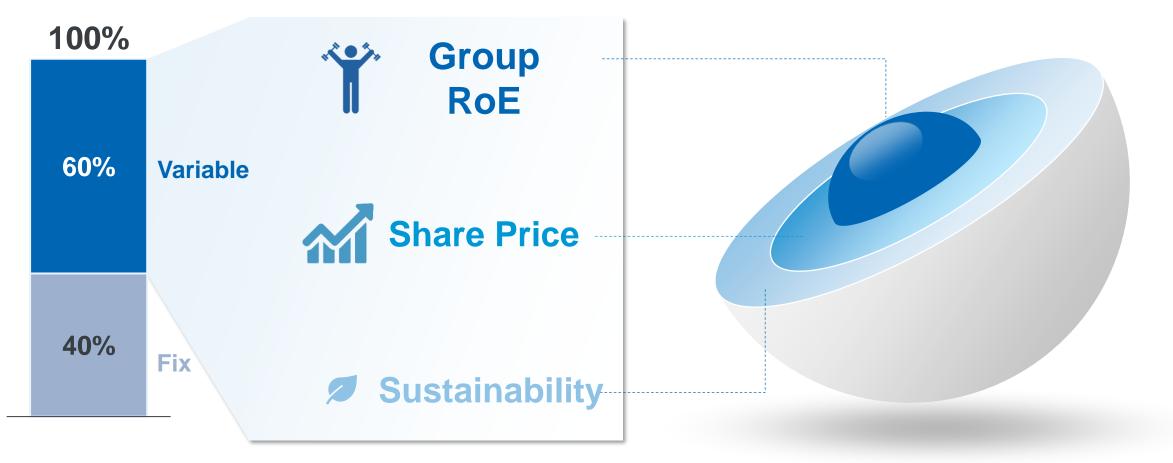


1 Alignment on assessed categories; for further information please check second party opinion. 2 Including the ILO Core Labour Conventions and the UN Guiding Principles on Business and Human Rights.

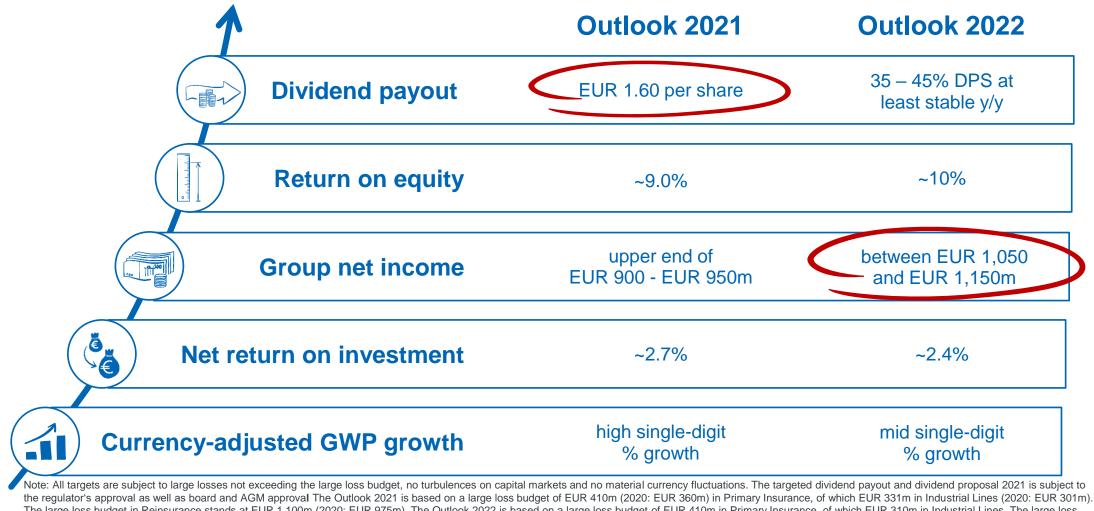
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New board remuneration system since January 2021

# **Board remuneration**



# Updated outlook 2021 and new outlook 2022 for Talanx Group



The large loss budget in Reinsurance stands at EUR 1,100m (2020: EUR 975m). The Outlook 2022 is based on a large loss budget of EUR 410m in Primary Insurance, of which EUR 310m in Industrial Lines. The large loss budget in Reinsurance 2022 is EUR 1,300m





Highlights from the 9M 2021 results (as presented on 15 November 2021)

Net income 2021 at upper end of EUR 900 – 950m range with earnings outlook 2022 set at EUR 1.05 – 1.15bn

**9M 2021** 

GWP up 10.2% in 9M, 12.3% currency-adjusted – growth momentum continues

Combined ratio 97.6%, despite EUR 321m net claims from European flood events

EUR 723m Group net income, thereof 46% in Primary Insurance<sup>1</sup>, RoE at 9.2%<sup>2</sup>

#### **Outlook**

Industrial Lines acquires residual 49.8% stake in HDI Global Specialty SE<sup>3</sup>

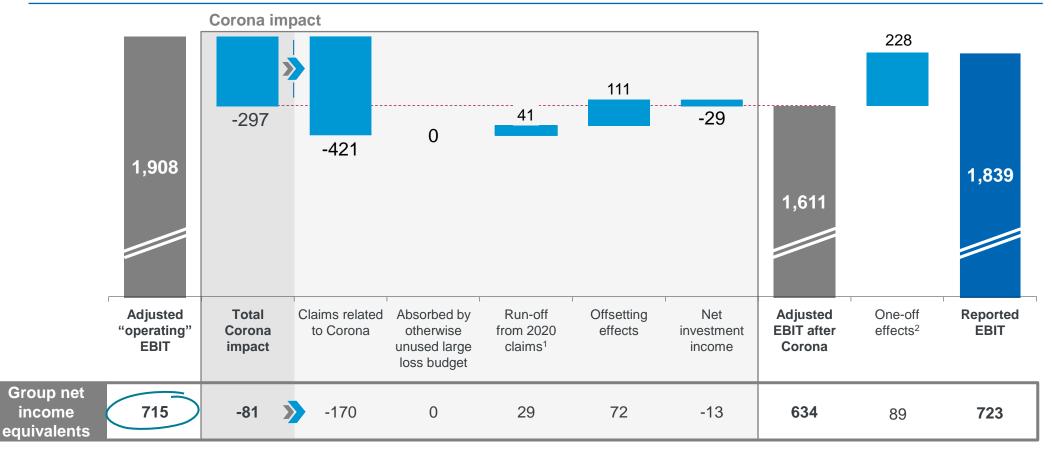
Group net income 2021 now expected at upper end of EUR 900 – 950m range

Group net income 2022 expected between EUR 1.05 and 1.15bn

1 Primary Insurance in percent of Group net income adjusted for Corporate Operations and Consolidation (EUR -71m). 2 Excluding Other Comprehensive Income from investments from shareholders' equity, RoE was at 11.3% in 9M 2021 (8.2% in 9M 2020). 3 Effective 31 Dec 2021 Note: Financial targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets and no material currency fluctuations

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#### EBIT (before taxes and minorities) in 9M 2021, in EURm



1 Includes releases of reserves for premium reimbursement in Industrial Lines. 2 Includes two effects in L/H Reinsurance: EUR 129m Voya gain in Q1 2021 (thereof EUR 86m net interest income from funds withheld, EUR -14m extraordinary investment income, EUR 58m other income) and EUR 99m release in provisions for adverse deviations (longevity) in Q3 2021

#### Total EBIT impact (before taxes and minorities) in 9M 2021, in EURm

	Industrial Lines	Retail Germany P&C	Retail Germany Life	Retail International	∑ Primary Insurance	P/C Reinsurance	Life / Health Reinsurance	Corporate Operations	Talanx Group
Corona-related claims (net)	-1	-3		-13 <sup>2</sup>	-17		-404		-421
Absorbed by otherwise unused large loss budget									
Run-off from 2020 claims	38 <sup>1</sup>	3		0	41				41
Offsetting effects	25	23		63	111				111
Net investment income <sup>3</sup>	-4			-1	-5	-24			-29
Total EBIT impact	58	23	0	49	130	-24	-404		-297
Group net income impact	41	16	0	30	86	-9	-158		-81

Note: Numbers may not add up due to rounding. 0 represents amount lower than EUR 0.5m. Group net income impact is after taxes and minorities

1 Includes releases of reserves for premium reimbursement. 2 EUR 12m related to excess mortality in life business, mainly in Poland. 3 Impairments only

#### Total EBIT impact (before taxes and minorities) in Q3 2021, in EURm

	Industrial Lines	Retail Germany P&C	Retail Germany Life	Retail International	∑ Primary Insurance	P/C Reinsurance	Life / Health Reinsurance	Corporate Operations	Talanx Group
Corona-related claims (net)	-1	0		-1 <sup>2</sup>	-2		-140		-142
Absorbed by otherwise unused large loss budget									
Run-off from 2020 claims	47 <sup>1</sup>	2		0	49				49
Offsetting effects	23	-3		4	23				23
Net investment income <sup>3</sup>	-1			-1	-2	-4			-6
Total EBIT impact	68	-1	0	2	68	-4	-140		-75
Group net income impact	47	-1	0	1	47	-1	-55		-9

Note: Numbers may not add up due to rounding. 0 represents amount lower than EUR 0.5m. Group net income impact is after taxes and minorities 1 Includes releases of reserves for premium reimbursement . 2 Related to excess mortality in life business, mainly in Poland. 3 Impairments only

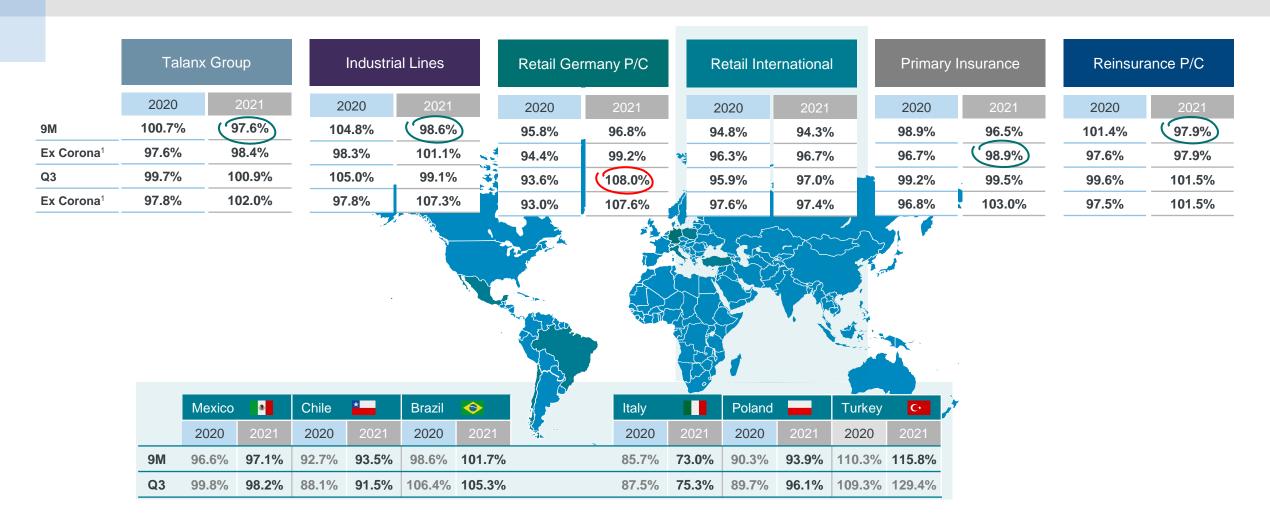
#### Full year large loss budget almost fully utilised after nine months

#### Corona losses (P/C business only) 10.0% 9.8% Man-made 2.4% NatCat 8.1% FY 2021 large loss 6.8% 6.8% budget 6.4% 6.1% 6.4% 5.4% 2.2% 6.1% 5.1% 9M 2021 Iarge loss 2.8% 2.2% budget 2.6% 2.8% 1.3% 4.5% 4.0% 7.6% 1.4% 5.9% 4.6% 4.0% 3.8% 3.8% 3.3% 3.0% 2.1% 1.9% 2012 2013 2014 2015 2016 2017 2018 2019 2020 9M 2021 838 883 In EURm 600 782 992 1,620 1,244 1,319 2,148 1,482 Usage of budget for 94% 91% 111% 111% 161%<sup>1</sup> 128% 119% 94% 78% 145% NatCat and man-made

#### Net large losses Talanx Group, in % of net premiums earned (P/C business only)

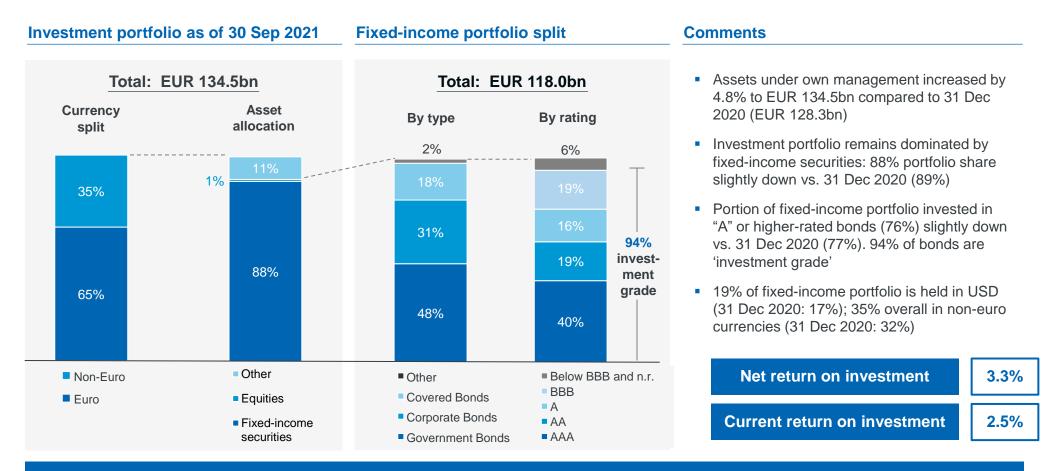
Note: Definition "large loss": in excess of EUR 10m gross in either Primary Insurance or Reinsurance. 1 Ratio of 161% includes NatCat, man-made and Corona

#### **Combined ratios**



Note: Non-life business. Primary Insurance excludes figures for Corporate Operations. For Retail International this page highlights only core markets plus Italy. Poland includes TUiR Warta only, which generates approx. 95% of P/C GWP in Poland. 1 Adjusted for corona-related claims and offsetting effects, as per pages 27 and 28 in this presentation.

#### Breakdown of investment portfolio



#### Investment strategy unchanged – 94% of bonds are investment grade

Note: Percentages may not add up due to rounding. "Below BBB and n.r." includes non-rated bonds

#### Book value per share up 2% in Q3

#### in EURm 723 -379 -85 10,651 10,392 31 Dec 2020 9M 2021 Dividend Other 30 Sep 2021 paid in May comprehensive net income after 2021 minorities income

#### Shareholders' equity

#### Comments

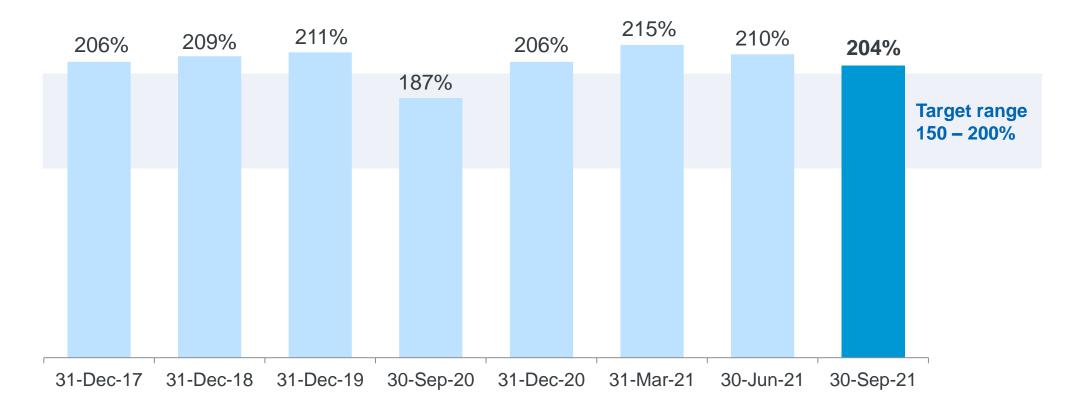
- Shareholders' equity at EUR 10,651m, up 2.5% versus the level of Dec 2020
- In other comprehensive income, positive effects from currency translation cannot fully offset decrease in unrealised gains
- Book value excl. goodwill per share up 90 cents versus 30 June 2021

#### **Book value per share**

	31 Dec 31 Mar		30 Jun	30 Sep	Change in Q3		
EUR	2020	2021	2021	2021	Abs.	%	
Including goodwill	41.11	41.24	41.31	42.13	0.82	2.0	
Excluding goodwill	37.00	37.17	37.13	38.03	0.90	2.4	

### Capital Adequacy Ratio continues to be in robust territory

#### Development of Solvency 2 capitalisation (Regulatory View, S2 CAR, excl. transitional)



Note: Solvency 2 ratio relates to HDI Group as the regulated entity. The chart does not contain the effect of transitional measure. Solvency 2 ratio including transitional measure as of 30 September 2021: 244%

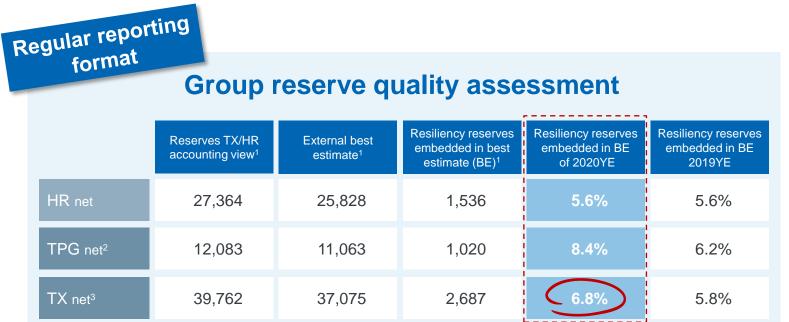
# Appendix

#### Net income attributable to Talanx AG shareholders, in EURm

	Industrial Lines	Retail Germany	Retail International	∑ Prin Insura		Reinst	urance	Corporate Operations	Consoli- dations	Talanx Group
2014	121	-84	122	159	24%	508	76%	132	-30	769
2015	127	-76	148	199	25%	606	75%	-51	-20	734
2016	241	68	124	433	42%	595	58%	-135	10	903
2017	91	102	138	331	41%	479	59%	-141	2	671
2018	-16	102	161	247	31%	540	69%	-80	-4	703
2019	103	133	164	400	39%	619	61%	-97	1	923
2020	47	119	160	326	42%	442	58%	-92	-3	673
9M 2021	101	131	135	366	46%	427	54%	-72	1	723

Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International. Percentages are calculated in percent of Group net income adjusted for Corporate Operations and Consolidation (for example, adding back EUR 71m to EUR 723m in 9M 2021)

#### Resiliency reserves: Primary Group levels above Hannover Re's



1 Figures before taxes and minorities, in EURm; source: Willis Towers Watson calculation based on data provided by Talanx. See appendix to CFO presentation. The scope of the estimate includes 96.7% of reserves, as of 31 December 2020 (note: EUR 1,305m out of EUR 39,762m are not analysed). 2 Talanx Primary Group, excluding Talanx AG. 3 Sum of Hannover Re, Talanx Primary Group, Talanx AG (not consolidated)

- Increase in resiliency reserves at Primary
   Insurance level is mainly driven by Industrial Lines
- Reserve level provides for reliable future returns

#### Large loss detail for 9M 2021: Budget exceeded due to significant NatCat events

Net losses Talanx Group in EURm, 9M 2021 (9M 2020)	Industrial Lines	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Talanx Group
Hurricane Ida (Aug./Sep.)	43.9			43.9	305.7		349.6
Heavy rain <i>Bernd</i> (Jul.)	81.0	15.6		96.6	214.2	10.0	320.8
Winterstorm Texas, USA (Feb.)	65.6			65.6	158.1	1.5	225.2
Storm Volker, Central Europe (Jun.)	2.6	11.4	11.6	25.6	59.0	3.1	87.8
Flood, China (Jul.)	~0.0			~0.0	34.5		34.6
Cyclone Seroja, Australia (Apr.)	8.7			8.7	13.6		22.3
Flood, Australia (Mar.)	1.4			1.4	13.3		14.7
Storm <i>Filomena</i> , Spain (Jan.)	0.2			0.2	12.9		13.1
Storm, Poland (Jul.)			12.7	12.7			12.7
Hurricane Henry (Aug.)				0.0	7.4		7.4
Sum NatCat	<b>203.4</b> (114.9)	<b>27.0</b> (9.2)	<b>24.3</b> (15.9)	<b>254.6</b> (140.0)	<b>818.9</b> (367.4)	<b>14.6</b> (0.0)	<b>1,088.1</b> (507.4)
Fire/Property	110.6			110.6	194.0	5.8	310.3
Credit				0.0	21.2		21.2
Marine	2.8			2.8	22.5		25.3
Aviation	1.3			1.3	13.7		14.9
Casualty	21.7			21.7			21.7
Cyber				0.0			0.0
Sum other large losses	<b>136.3</b> (76.4)	<b>0.0</b> (20.0)	<b>0.0</b> (4.6)	<b>136.3</b> (101.0)	<b>251.4</b> (81.6)	<b>5.8</b> (12.1)	<b>393.5</b> (194.7)
Corona losses	<b>0.0</b> (129.5)	<b>0.0</b> (23.0)	<b>0.0</b> (36.1)	<b>0.0</b> (188.6)	<b>0.0</b> (700.3)	<b>0.0</b> (10.0)	0.0 (898.8)
Total large losses	<b>339.7</b> (320.7)	<b>27.0</b> (52.2)	<b>24.3</b> (56.6)	<b>390.9</b> (429.6)	<b>1,070.2</b> (1,149.3)	<b>20.4</b> (22.1)	<b>1,481.6</b> (1,601.0)
Pro-rata large loss budget	248.5	20.9	8.2	277.5	848.9	30.0	1,156.4

Note: Definition "large loss": in excess of EUR 10m gross in either Primary Insurance or Reinsurance. Corona losses in P/C business only shown here. Additional Corona losses of EUR 415m in life and health businesses, EUR 404m thereof in L/H Reinsurance

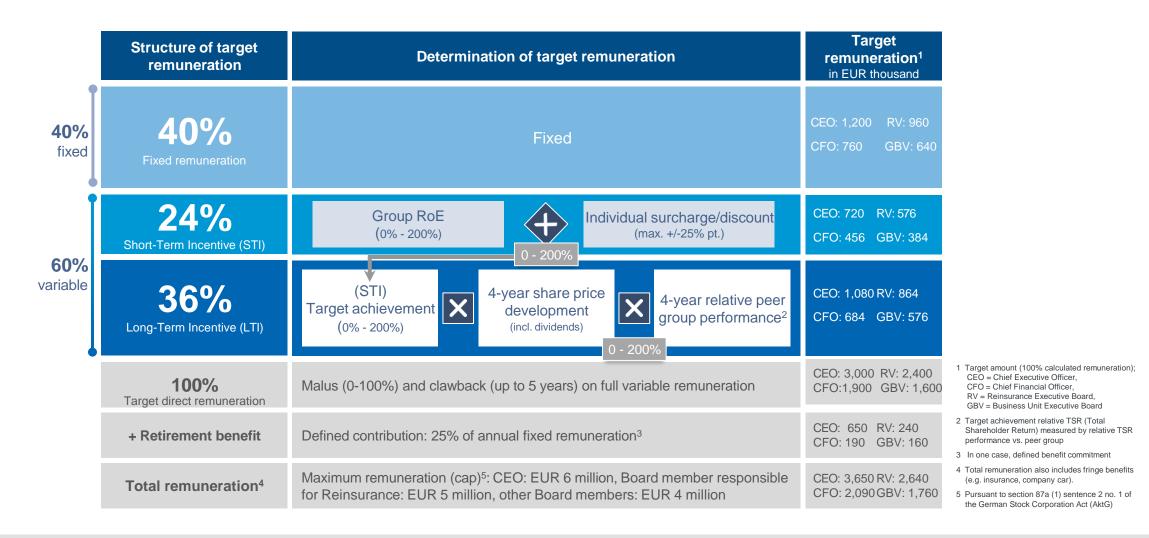
#### Net investment income

EURm, IFRS	9M 2020	<b>9M 2021</b>	Change	Q3 2020	Q3 2021	Change	C	Comments
Ordinary investment income	2,461	2,684	+9%	848	906	+7%		Increase in ordinary investment income in 9M
thereof current interest income	1,933	1,930	-0%	628	650	+4%		driven by significant private equity returns in P/C Re and Industrial Lines; increasing
thereof income from real estate	213	250	+17%	68	94	+38%		income from investments in Ampega real estate fund in German Life
Extraordinary investment income	651	813	+25%	473	258	-45%	_	Significant increase in realised net gains in 9M
Realised net gains / losses on investments	834	1,059	+27%	509	330	-35% -		+EUR 225m), driven by net gains in German
Write-ups / write-downs on investments	-224	-195	-13%	-41	-60	+49% -		Life (+EUR 189m) partly related to the front- oaded build-up of annual <i>Zinszusatzreserve</i>
Unrealised net gains / losses on investments	40	-50	n.m.	4	-11	n.m	-   -	
Other investment expenses	-204	-227	11%	-72	-77	+7%		Non-recurrence of EUR 47m corona-related
Income from assets under own management	2,907	3,270	+13%	1,250	1,088	-13%		write-downs on equities in first half of 2020;
Interest income on funds withheld and contract deposits	151	204	+35%	24	39	+63%		line also includes regular depreciation of infrastructure and real estate investments
Income from investment contracts	1	3	+171%	1	1	+40%		Unrealized langes on derivatives in Q4 2024
Total: Net investment income	3,059	3,477	+14%	1,274	1,128	-11%		Unrealised losses on derivatives in Q1 2021, mainly in L/H Reinsurance
Assets under own management at period end	127,115	134,473	+6%	127,115	134,473	+6%		5% increase in assets under own manage-
Average assets under own management	124,876	131,387	+5%	126,461	133,562	+6%		ment versus 31 December 2020
Net return on investment <sup>1</sup>	3.1%	3.3%	+0.2%pts	4.0%	3.3%	-0.7%pts		(EUR 128.3bn), 1% versus 30 June 2021 (EUR 132.7bn)
Current return on investment <sup>2</sup>	2.4%	2.5%	+0.1%pts	2.5%	2.5%	±0.0%pts	-	· · ·

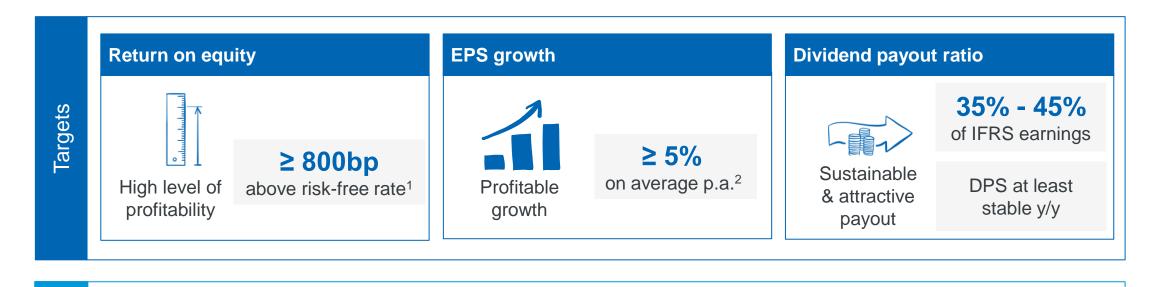
1 Net return on investment: Income from assets under own management divided by average assets under own management

2 Current return on investment: Income from assets under own management excl. extraordinary investment income divided by average assets under own management

#### Board of Management remuneration system as approved by AGM 2021



#### Strategy 2022 – Mid-term target matrix



Constraints

Strong capitalisation

Solvency 2 target ratio 150 - 200%

Market risk limitation (low beta)

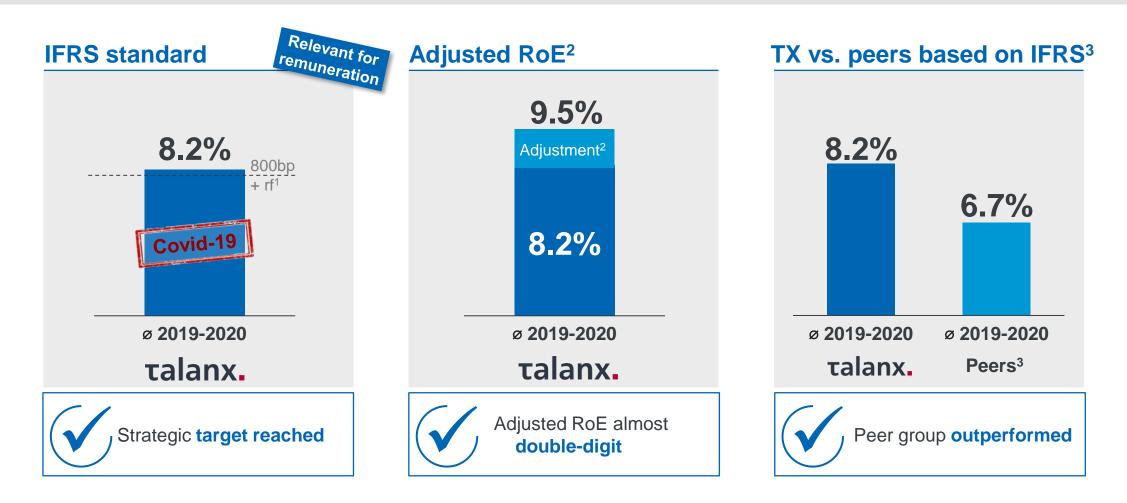
Market risk ≤ 50% of Solvency Capital Requirement High level of diversification

targeting 2/3 of Primary Insurance premiums to come from outside of Germany

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Note: All targets are subject to large losses not exceeding the large loss budget, no major turbulences on capital markets and no material currency fluctuations 1 The risk-free rate is defined as the 5-year rolling average of the 10-year German Bund yield. 2 EPS CAGR 2018 to 2022 (base level: original Group net income Outlook of ~EUR 850m for 2018)

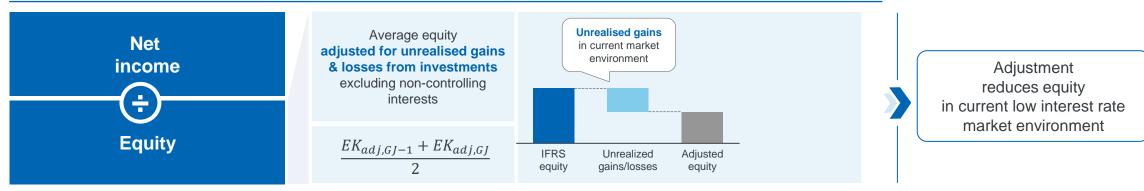
#### Talanx with higher return on equity than peers



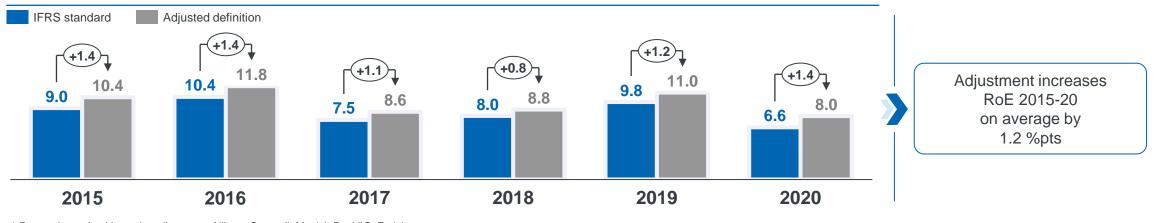
1 Target is ≥ 800bp above risk-free rate. The risk-free rate is defined as the 5-year rolling average of the 10-year German Bund yield. Average risk-free rate 2019-2020 was 0.16% | 2 Adjusted RoE: Equity adjusted for unrealised gains / losses on investments | 3 Peers: Allianz, Axa, Generali, Mapfre, Munich Re, Swiss Re, VIG, Zurich.

## Talanx RoE with OCI adjustment on average 1.2 percentage points higher

#### RoE adjusted in line with many peers<sup>1</sup>



#### IFRS versus adjusted RoE for Talanx, in % or %pts.



1 Peers who make this equity adjustment: Allianz, Generali, Munich Re, VIG, Zurich