

**talanx.**

Insurance. Investments.

# Talanx: Sustainable profitability

**Edgar Puls, Talanx board member  
and CEO Industrial Lines**

Citi's Insurance Conference  
17 January 2024

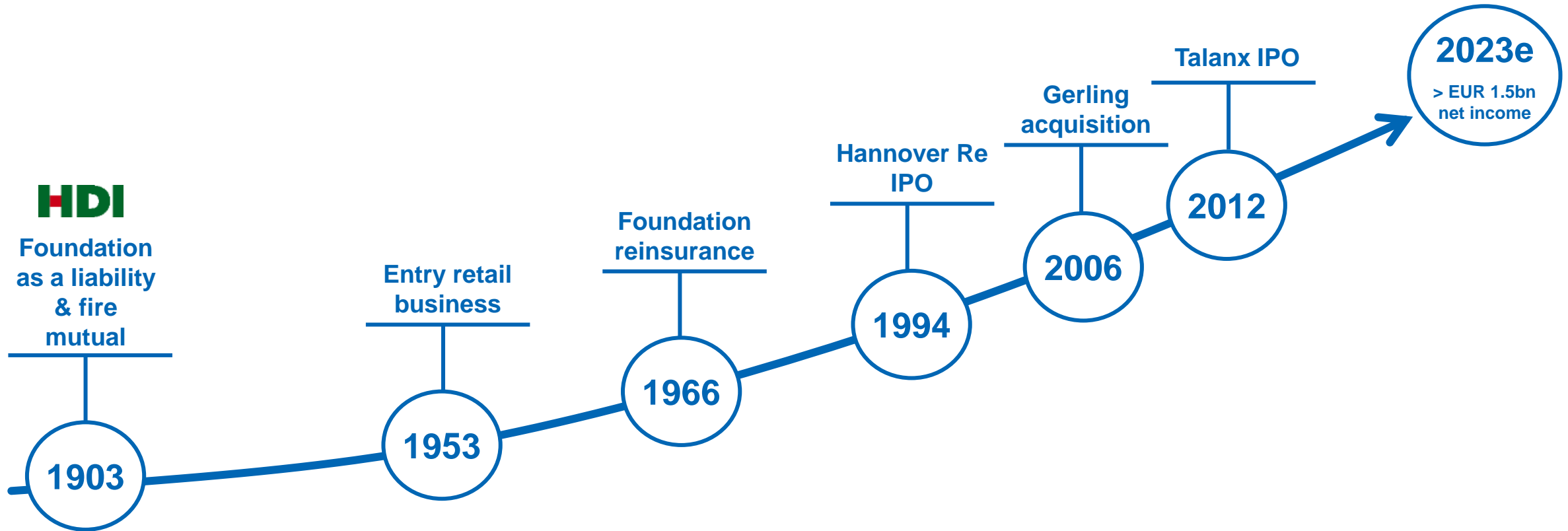




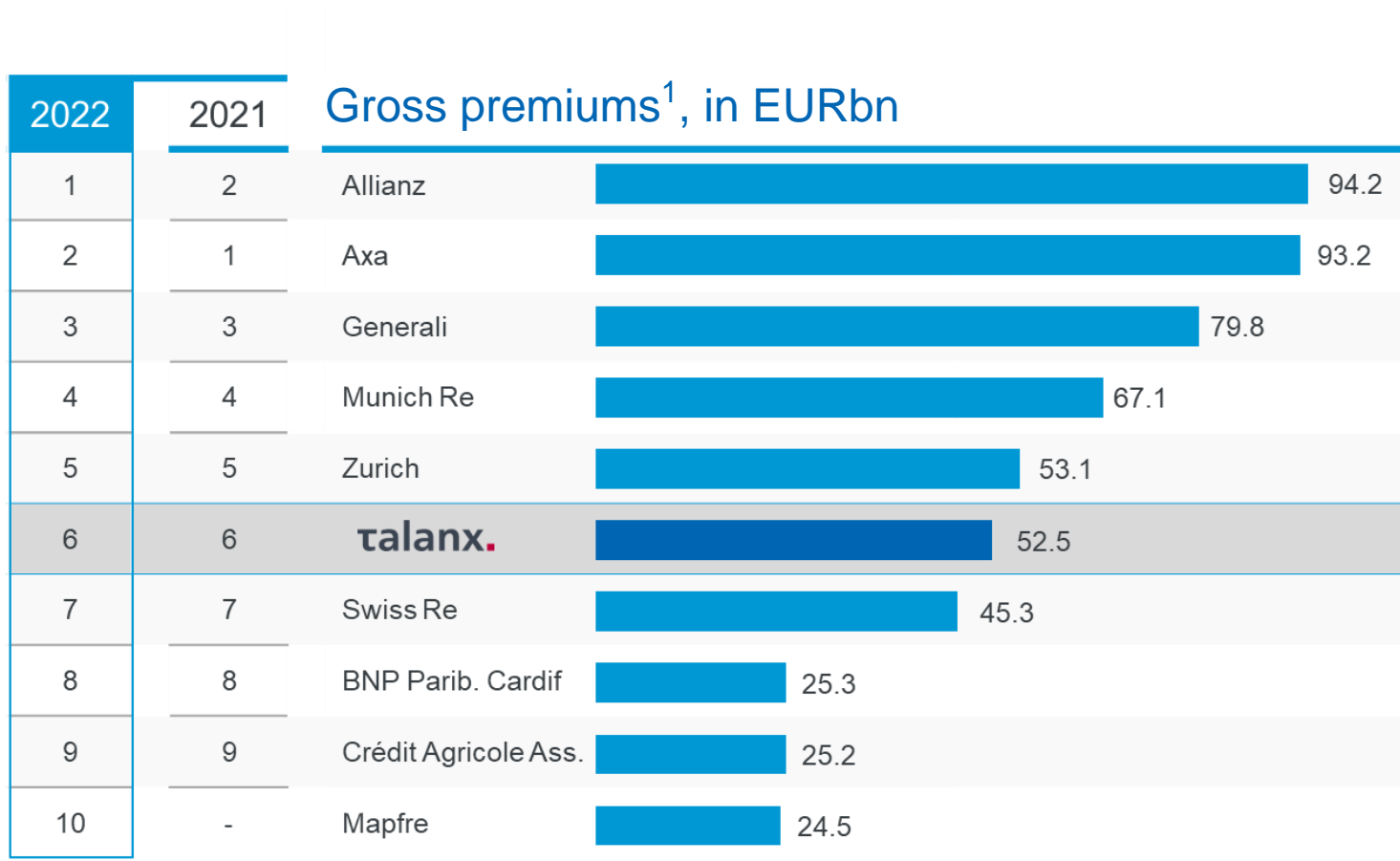
# Agenda

- 1** **Talanx at a glance**
- 2 Group strategy and deep dive Industrial Lines
- 3 Highlights from 9M 2023 results and outlook
- 4 Appendix

# 1 Talanx has a history of 120 years



# 1 2022 among the 6 largest insurance providers in Europe



**+ >50%**  
GWP growth (2018 – 2022)

**5 continents**  
More than  
**175 countries**

**~ 24.000**  
employees worldwide<sup>2</sup>

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

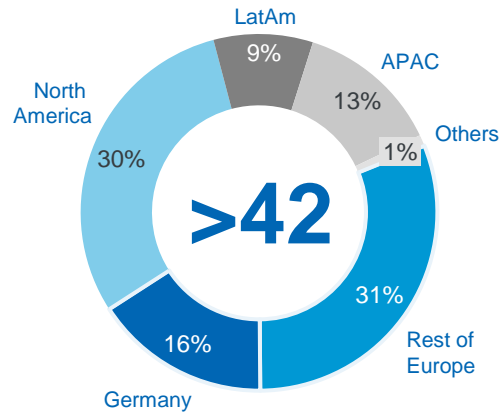
# Talanx operates a multi-brand business with 4 segments and ...



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

## Underwriting

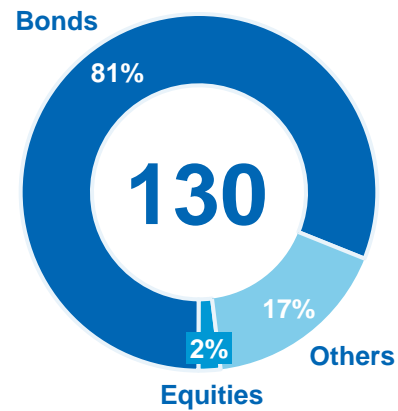
Insurance revenue, 2023e<sup>1</sup>, in EURbn



**Strong diversification**

## Investments

Investment portfolio as of 30 Sep 2023, in EURbn



**Low investment risk**

## Solvency

Solvency 2 CAR for HDI Group as of 30 Sep 2023



**Solid capitalisation**

## Ratings

Insurer financial strength rating (Talanx Primary Group)



**Strong ratings**

<sup>1</sup> Revenue split as of 9M 2023



# Agenda

- 1 Talanx at a glance
- 2 Group strategy and deep dive Industrial Lines**
- 3 Highlights from 9M 2023 results and outlook
- 4 Appendix

## 2 Group strategy: From stabilisation to acceleration

### Strategy 2019 – 2022



All promises delivered



Resiliency strengthened



Global crises withstood



Stabilization

### Strategy 2023 – 2025

Increase ...



Return on equity



Earnings growth



Dividends



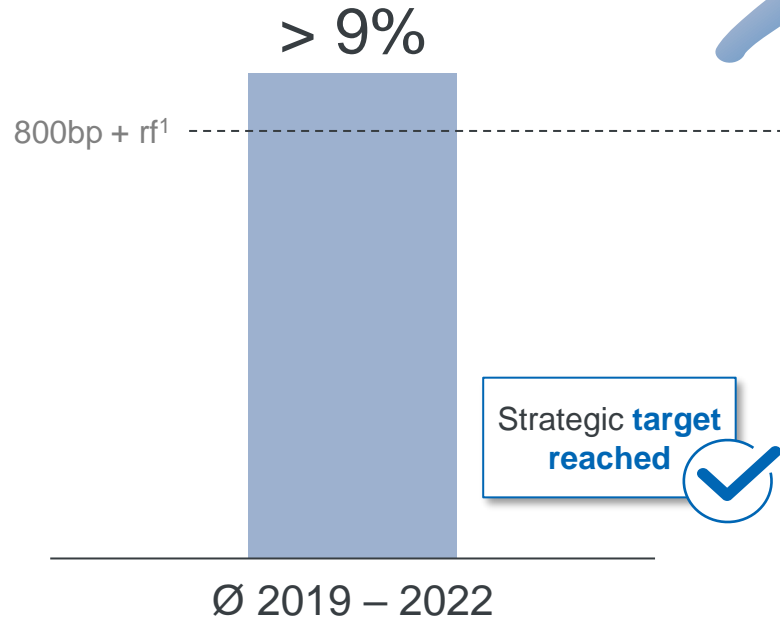
Acceleration



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

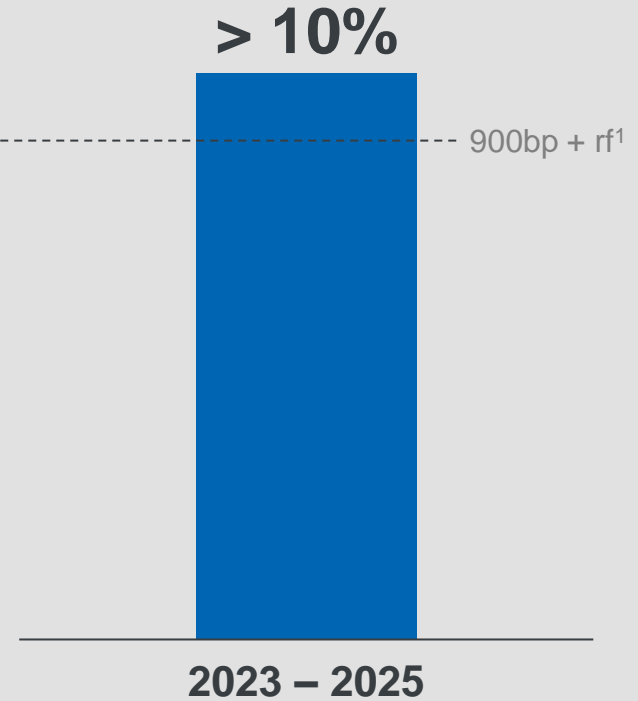
## Ø RoE 2019 – 2022

IFRS 4



## RoE ambition for 2023 – 2025

IFRS 17

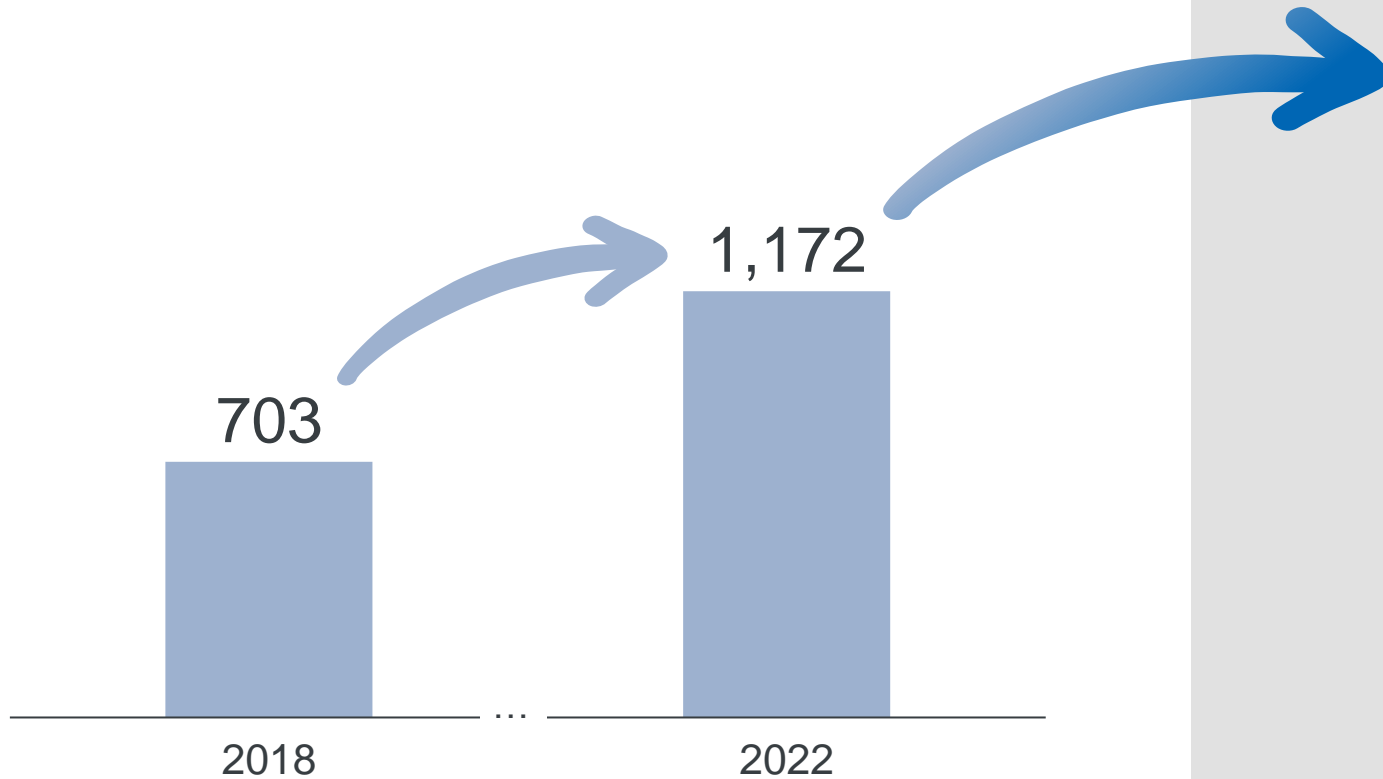


<sup>1</sup> Target is ≥ 800bp above risk-free rate for 2019–2022. Basis for executive compensation raised to ≥900bp above risk-free rate from 2023, and ≥950bp from 2024. Risk-free rate is defined as the 5-year rolling average of the 10-year German Bund yield. Average risk-free rate 2019 – 2022 was -0.2%

# 2 Earnings outlook 2024: More than EUR 1,700m

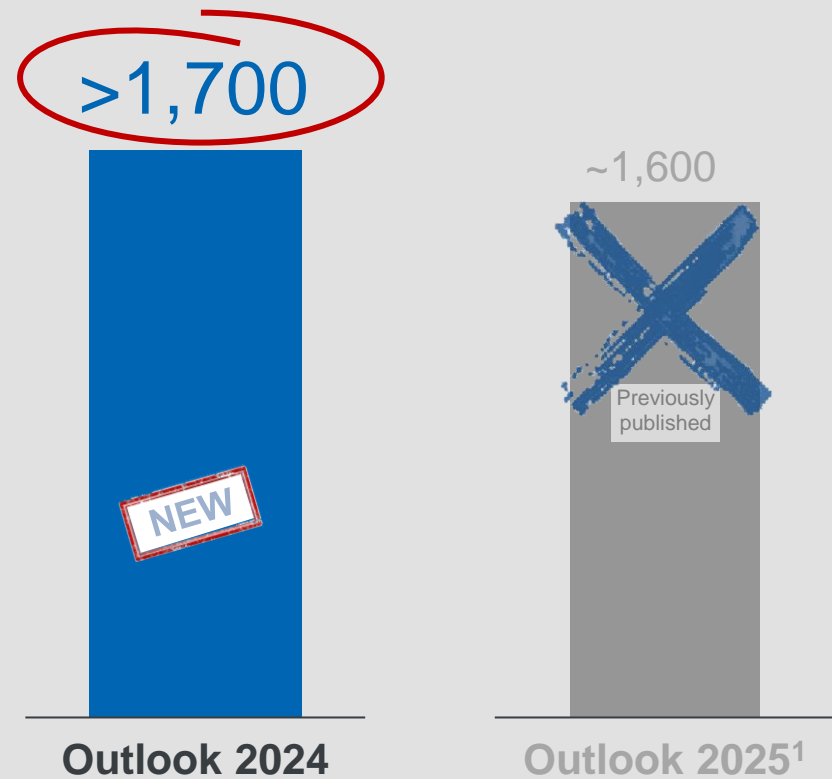
## Net income 2018 and 2022

IFRS 4, in EURm



## Net income outlook for 2024

IFRS 17, in EURm

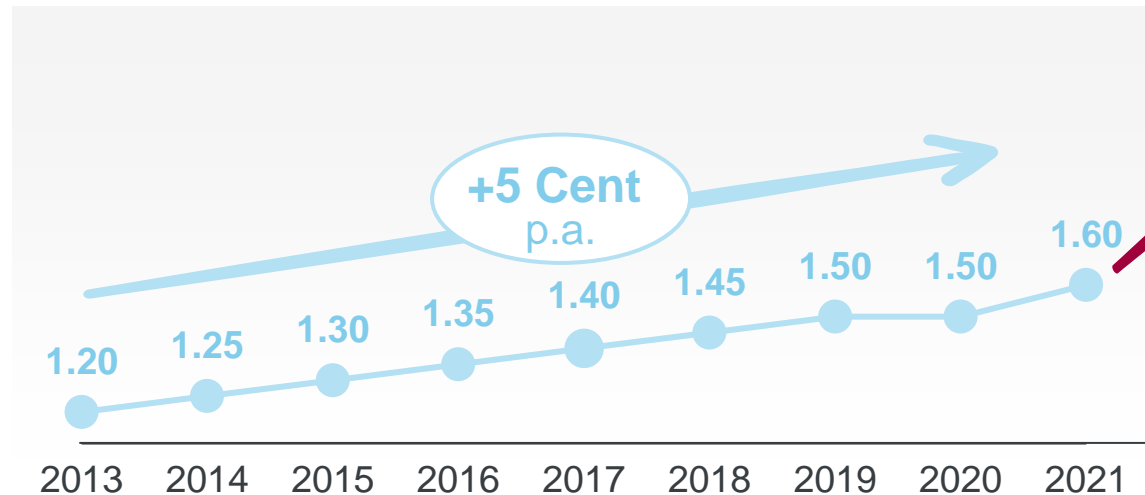


<sup>1</sup> As communicated on Capital Markets Day on 6 December 2022

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

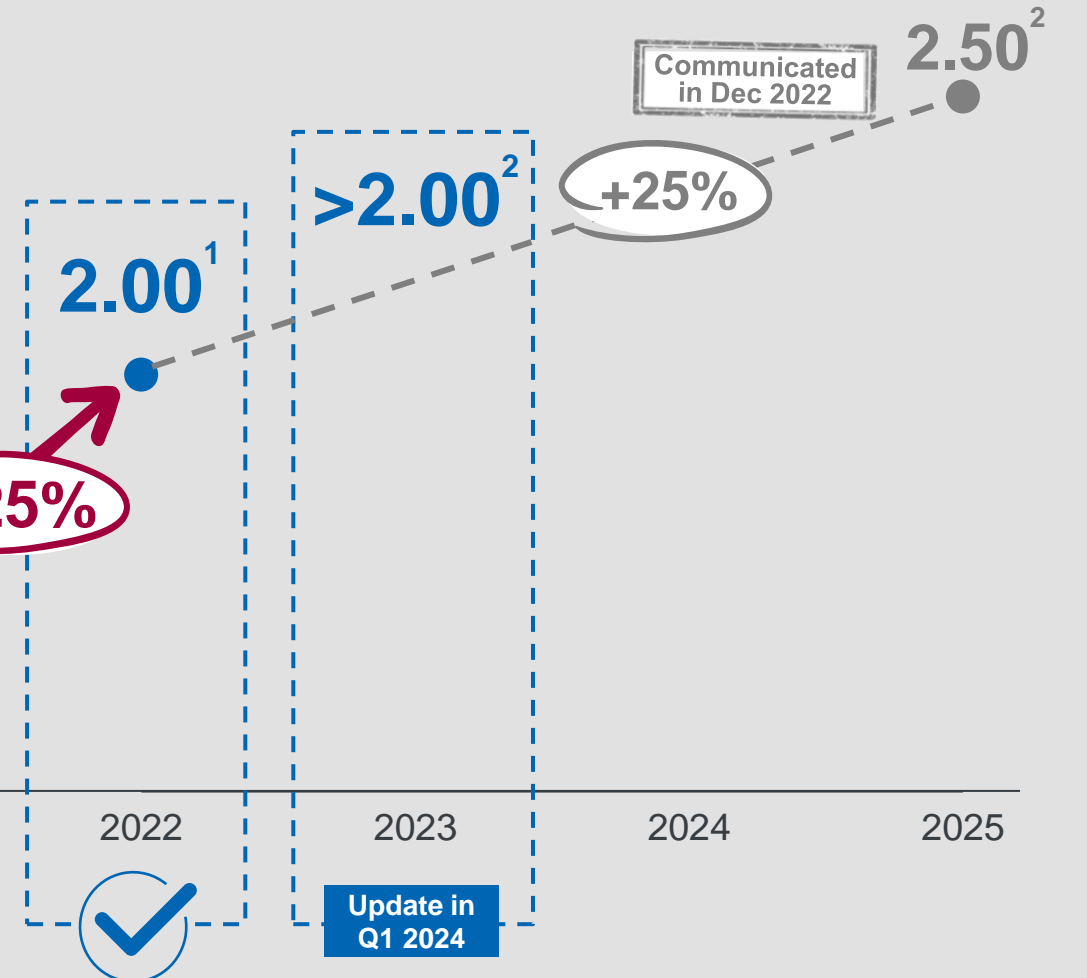
## 2013 – 2021: Stable or upwards

in EUR per share



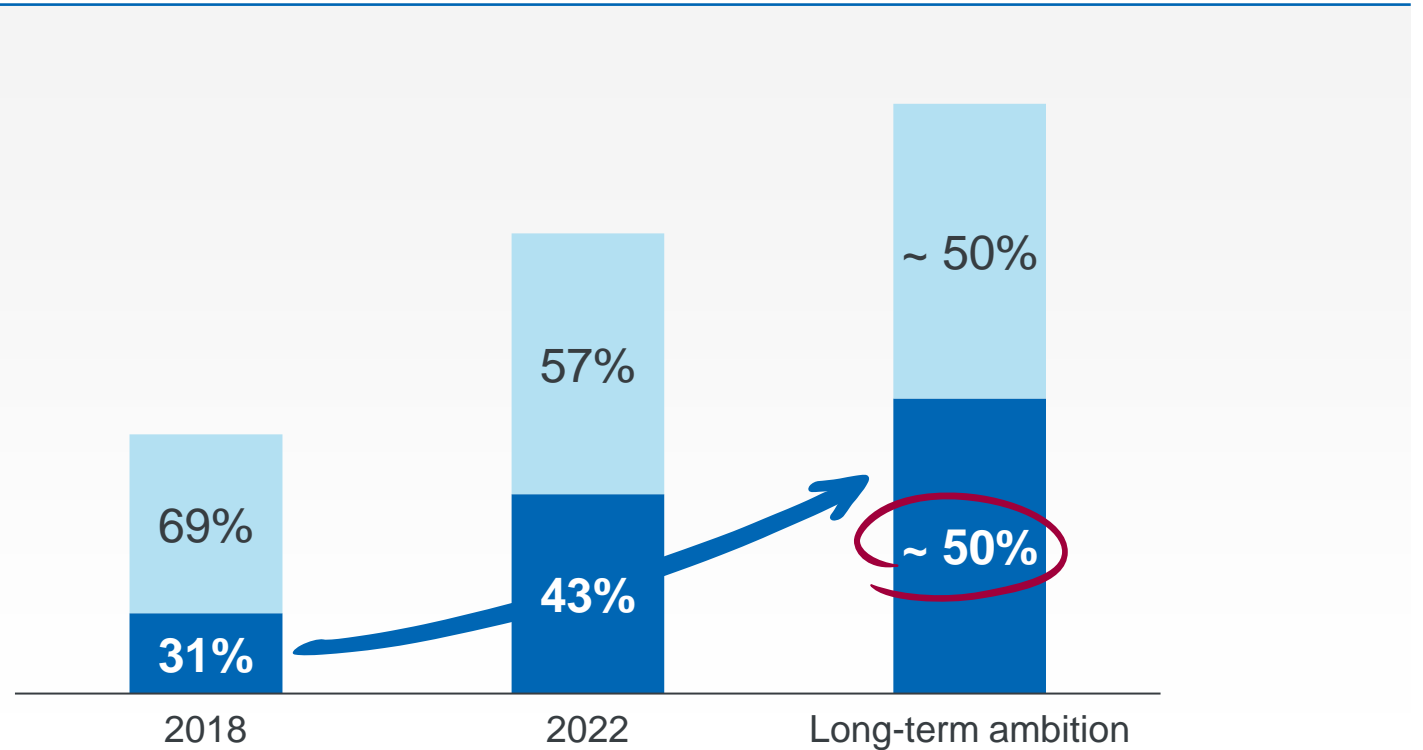
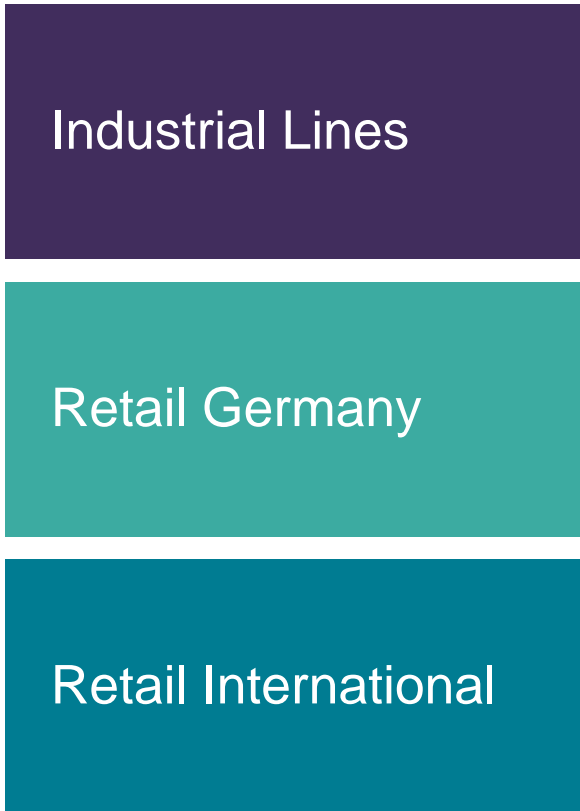
1 Dividend for 2022 paid in 2023 | 2 Subject to AGM approval

## 2022 – 2025e: Upwards



## 2 Focused divisional strategies – Lifting Primary Insurance contribution

### Net income contribution



 Reinsurance  Primary Insurance<sup>1</sup>

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

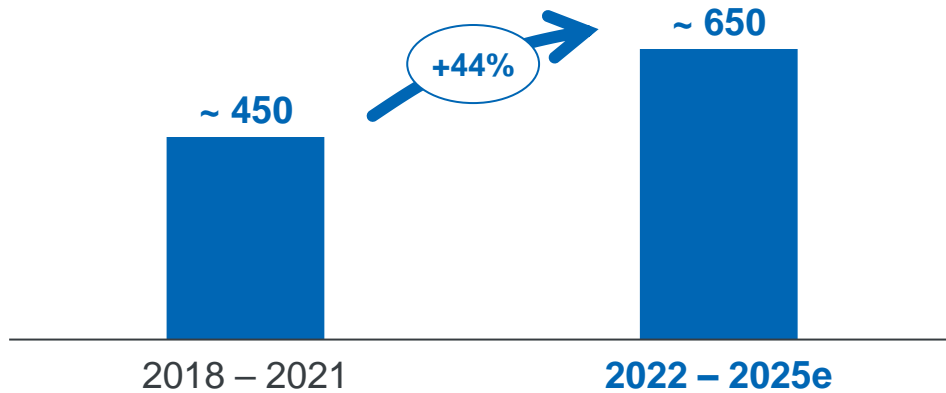
## 2 Retail Germany

### GO25 Strategy



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

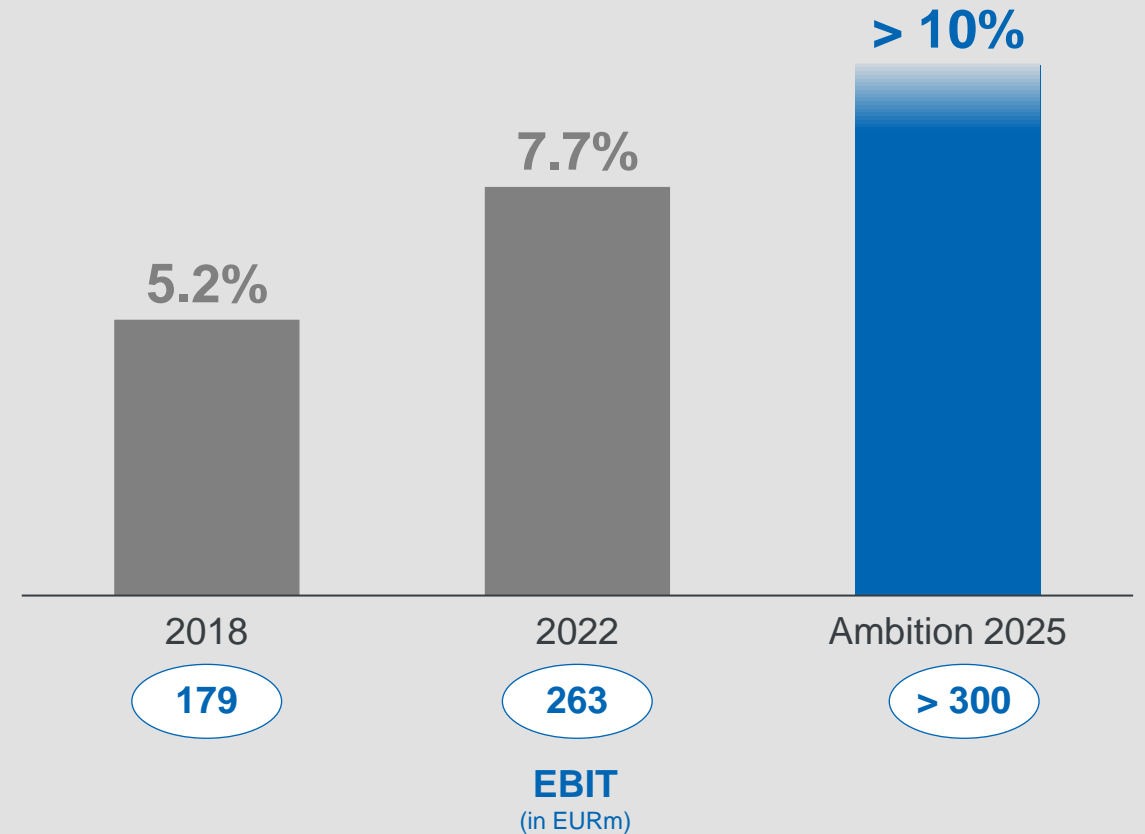
Profit transfer in EURm (German GAAP)



Note: 2018 – 2022 under IFRS 4, ambition 2025 under IFRS 17  
 1 RoE incl. Asset Management contribution; RoE excl. Asset Management contribution 2018: 4.2%, 2022: 6.9%; IFRS 4 Equity 31 Dec 2021: EUR 2.6bn

### Double-digit RoE<sup>1</sup>

in %



## 2 Retail International

### Top 5 in core markets



- Organic and inorganic growth
- Sustain technical excellence
- Portfolio diversification

### Top 5 in core markets



Poland



Turkey



Brazil



Mexico



Chile



2021



5 out of 5  
in motor



Ambition 2025

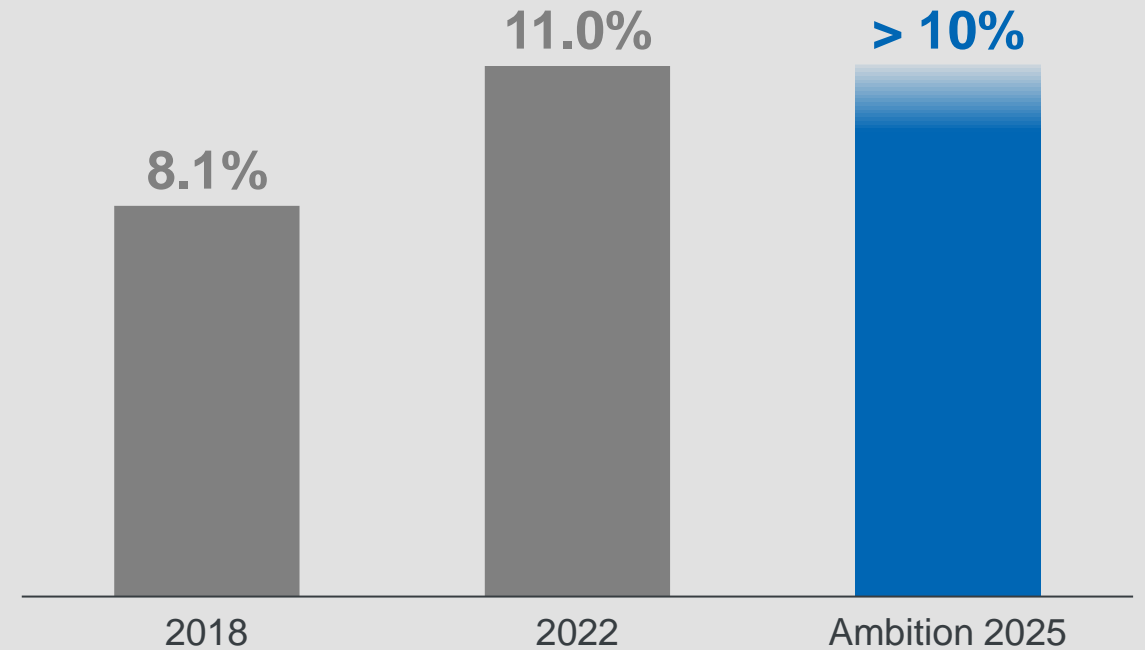


5 out of 5  
in P/C<sup>1</sup>

Note: 2018 – 2022 under IFRS 4, ambition 2025 under IFRS 17  
<sup>1</sup> Currently 3 out of 5 according to local GAAP

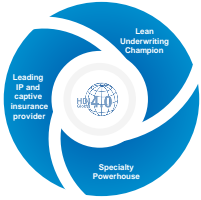
### Double-digit RoE

in %



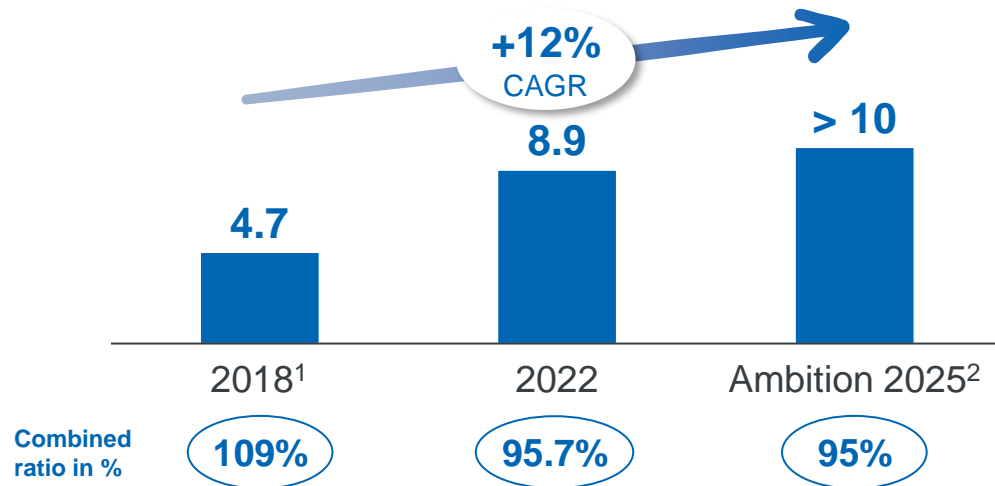
## 2 Industrial Lines

### Scaling Quality<sup>3</sup>



- Lean Underwriting Champion
- Leading IP and captive insurance provider
- Specialty Powerhouse

Gross written premium, in EURbn



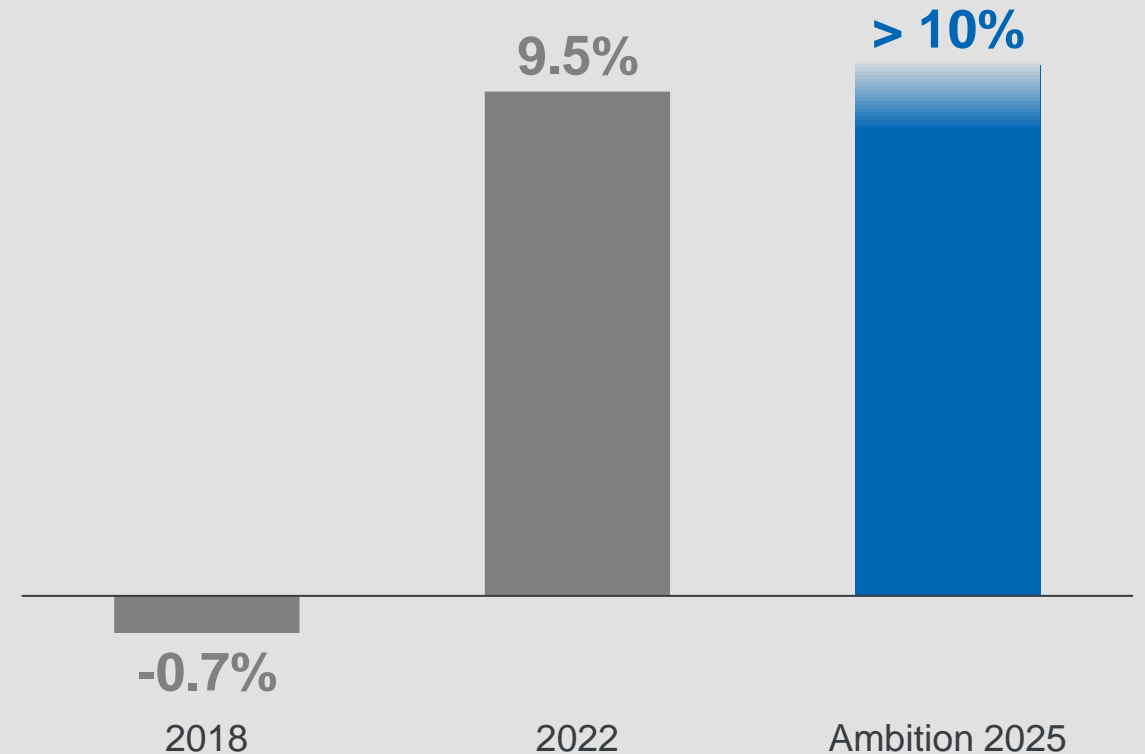
Note: 2018 – 2022e under IFRS 4, ambition 2025 under IFRS 17

1 Founding HDI Specialty: EUR ~900m GWP added from Inter Hannover on 1 January 2019

2 For 2025 IFRS 17 insurance revenue is shown

### Double-digit RoE

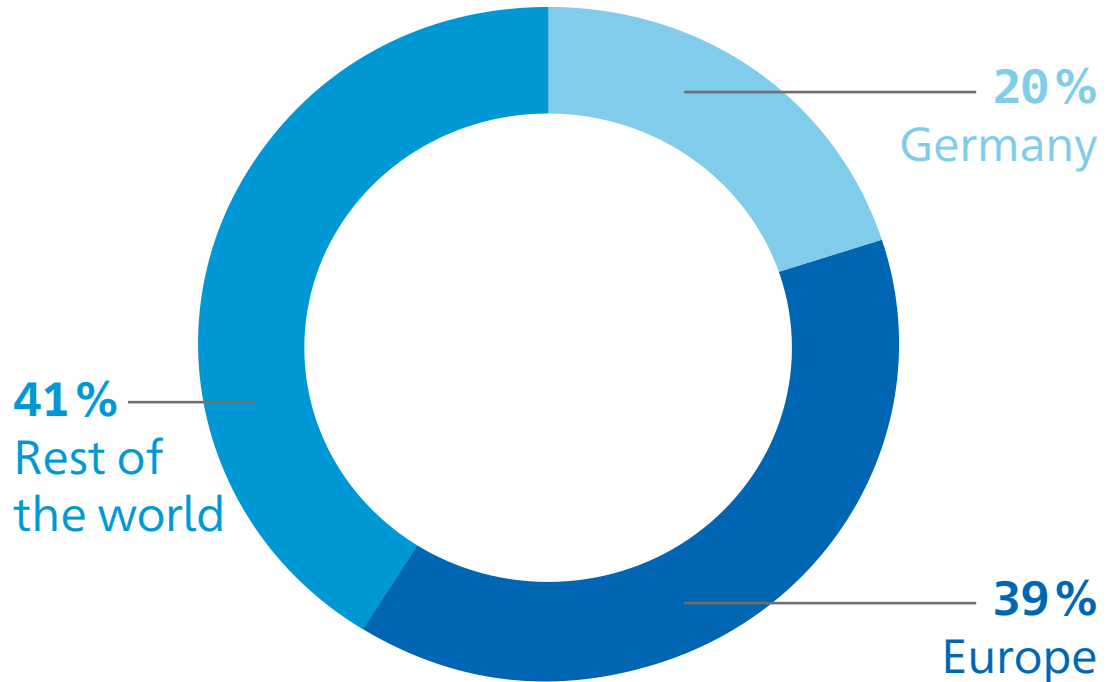
in %



# Deep dive Industrial Lines

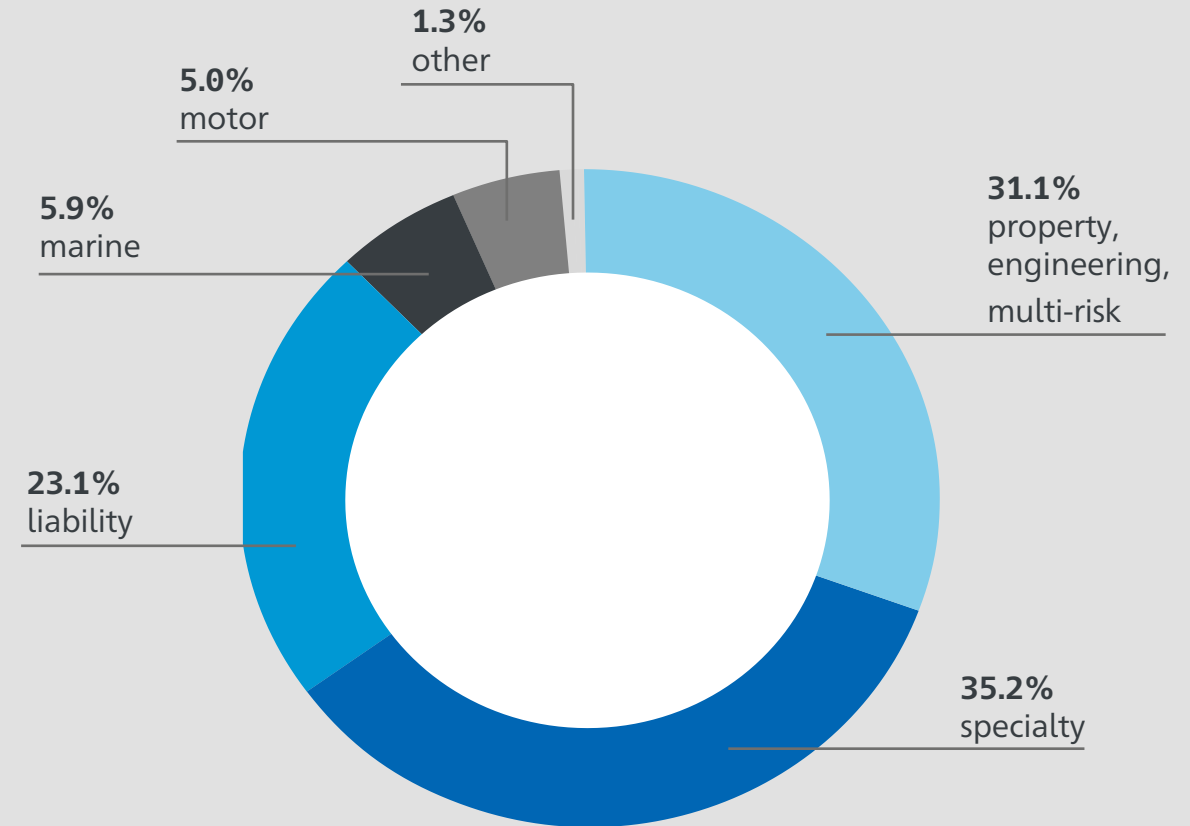
## 2 Well-diversified portfolio

### GWP 2022 - breakdown by region



Source: Annual report Talanx Group 2022.

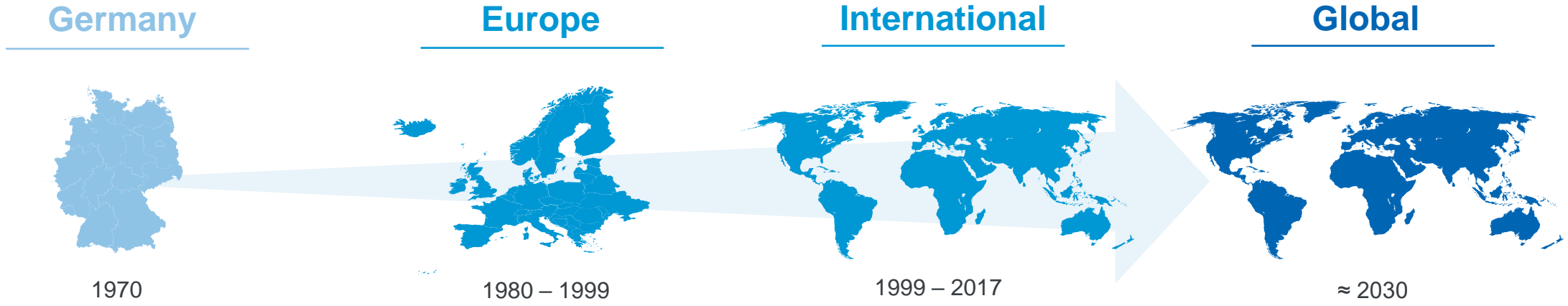
### GWP 2022 - breakdown by line of business



Note: The breakdown by line of business includes intrasegmental consolidation effects and therefore exceeds the value of 100%.



# 2 Deep dive Industrial Lines Global Player – accelerate global growth



Industrial Lines			
Core markets	Grow-to-core markets	Develop opportunistically	Specialty
<b>Insurance revenue<sup>1</sup> 2025e</b> (in EUR bn) <b>4.5</b>	<b>Insurance revenue<sup>1</sup> 2025e</b> (in EUR bn) <b>1.0</b>	<b>Insurance revenue<sup>1</sup> 2025e</b> (in EUR bn) <b>1.8</b>	<b>Insurance revenue 2025e</b> (in EUR bn) <b>3.5</b>

**> 5,000 International Programs**

<sup>1</sup> Insurance revenue figures are on an unconsolidated basis



# Agenda

- 1 Talanx at a glance
- 2 Group strategy and deep dive Industrial Lines
- 3 Highlights from 9M 2023 results and outlook**
- 4 Appendix

### 3 On track for a record year ...

#### 9M 2023 Primary Insurance results

Revenue growth



>10%

Net income growth



>50%

#### Group outlook 2023

Group net income

>1,500<sup>1</sup>



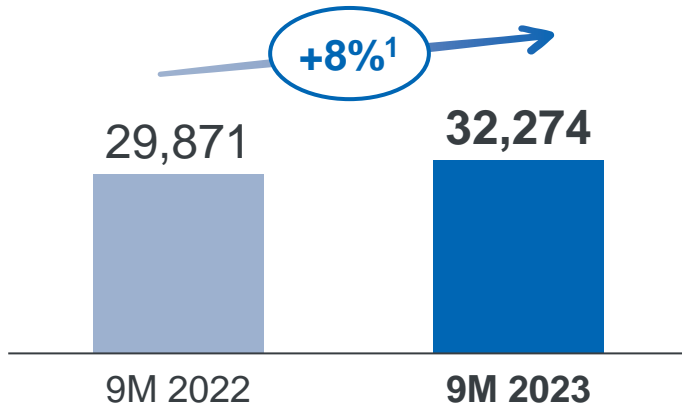
Note: Financial targets are subject to large losses not exceeding the large loss budget, no turbulences on capital markets and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the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

<sup>1</sup> As announced on 23 October 2023

### 3 ... driven by strong performance of primary insurance

#### Group insurance revenue

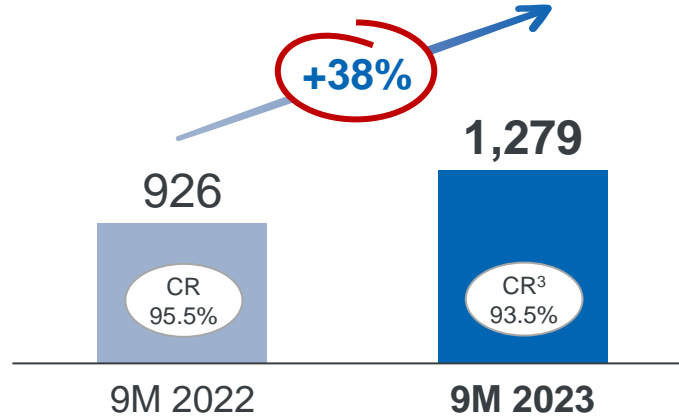
in EURm



Primary Insurance with double digit growth rate driving group insurance revenues

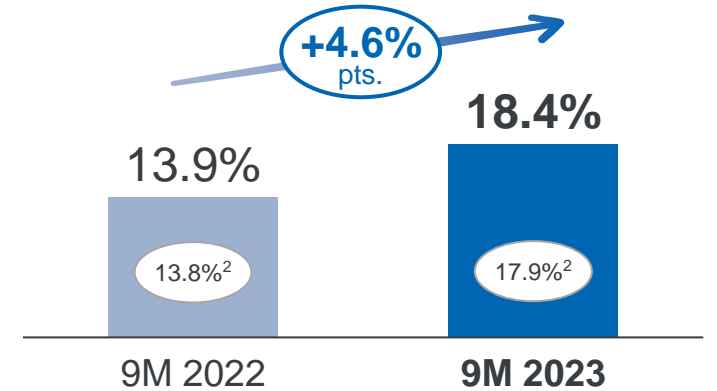
#### Group net income

in EURm



Significantly improved insurance service result leads to strong rise in profitability

#### Group return on equity



Rising RoE despite retained earnings and EUR 300m capital increase

<sup>1</sup> Currency adjusted: 11%

<sup>2</sup> Return on equity adjusted for net income impact from fair value through p&l (FVPL) assets

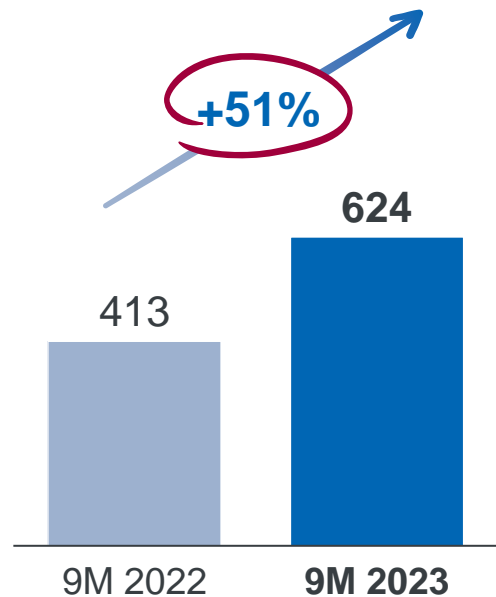
<sup>3</sup> Impact of interest rate changes on CR due to discounting: 1.7%-pts (Discount rate 9M23: 4.6% vs 2.9% in 9M2022)

3

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

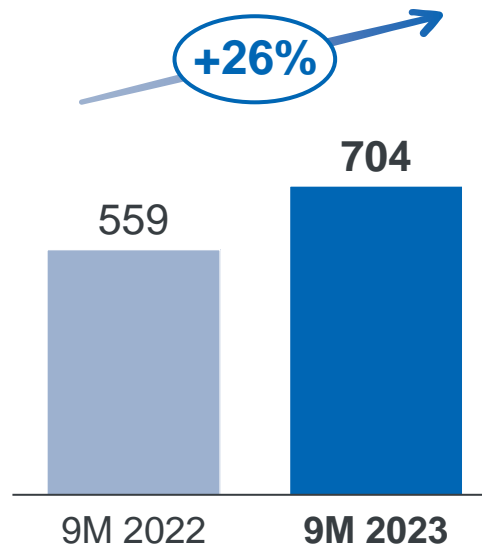
## Primary Insurance net income

in EURm



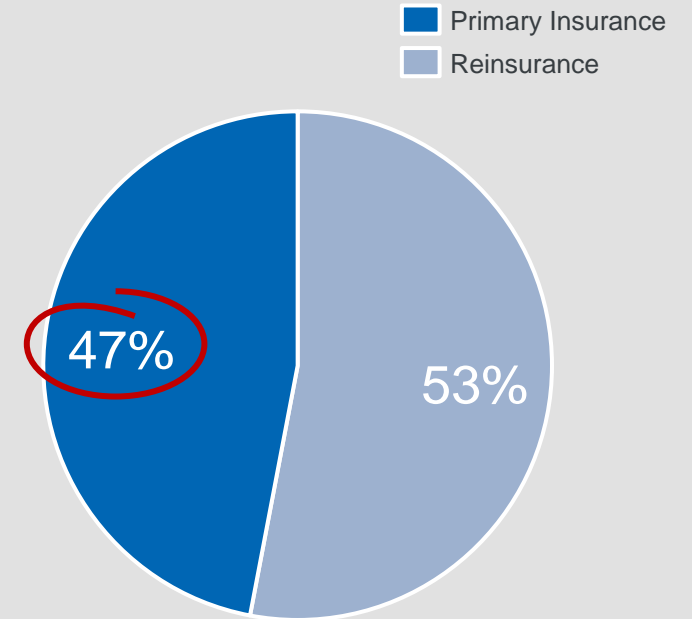
## Reinsurance net income

in EURm



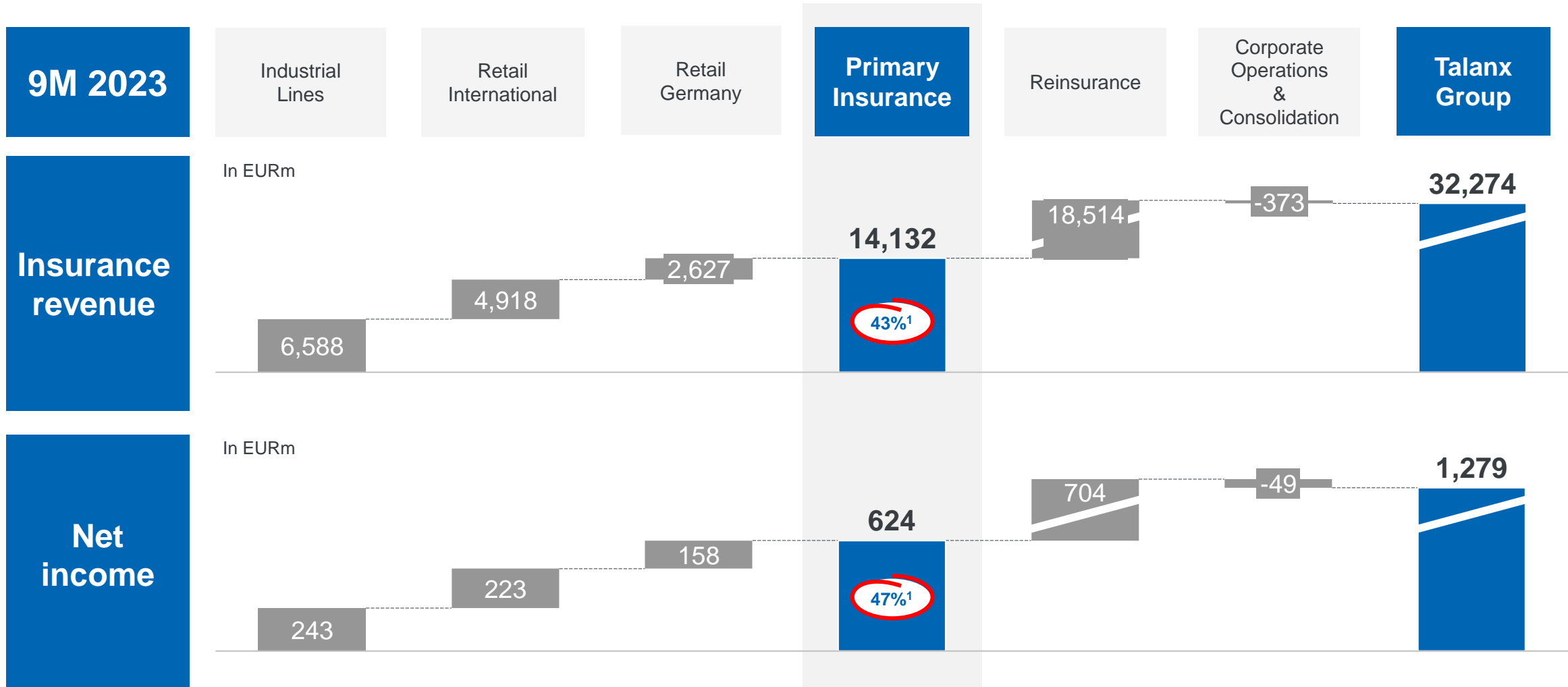
## Total net income split

in % of total<sup>1</sup>



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 ... with well-balanced contributions from all segments



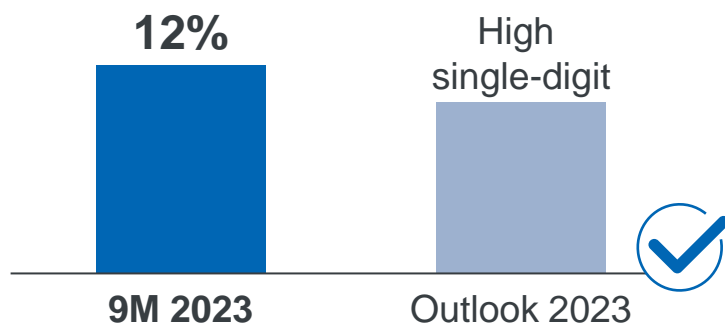
Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International

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

# Industrial Lines 9M performance

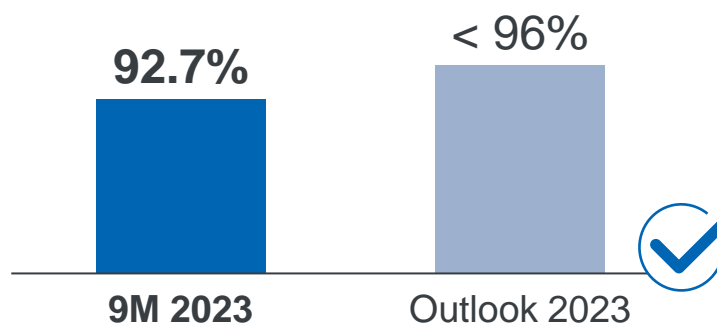
## Leveraging hard market cycle

### Insurance revenue growth<sup>1</sup>



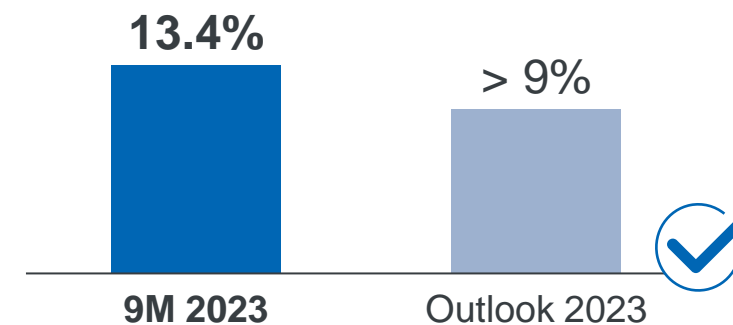
Industrial Lines with double digit growth

### Combined ratio<sup>2</sup>



CoR driven by prudent portfolio steering and favourable market conditions

### Return on equity



9M 2023 includes more than EUR 100m burden from FVPL asset revaluations and investment portfolio management actions

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.

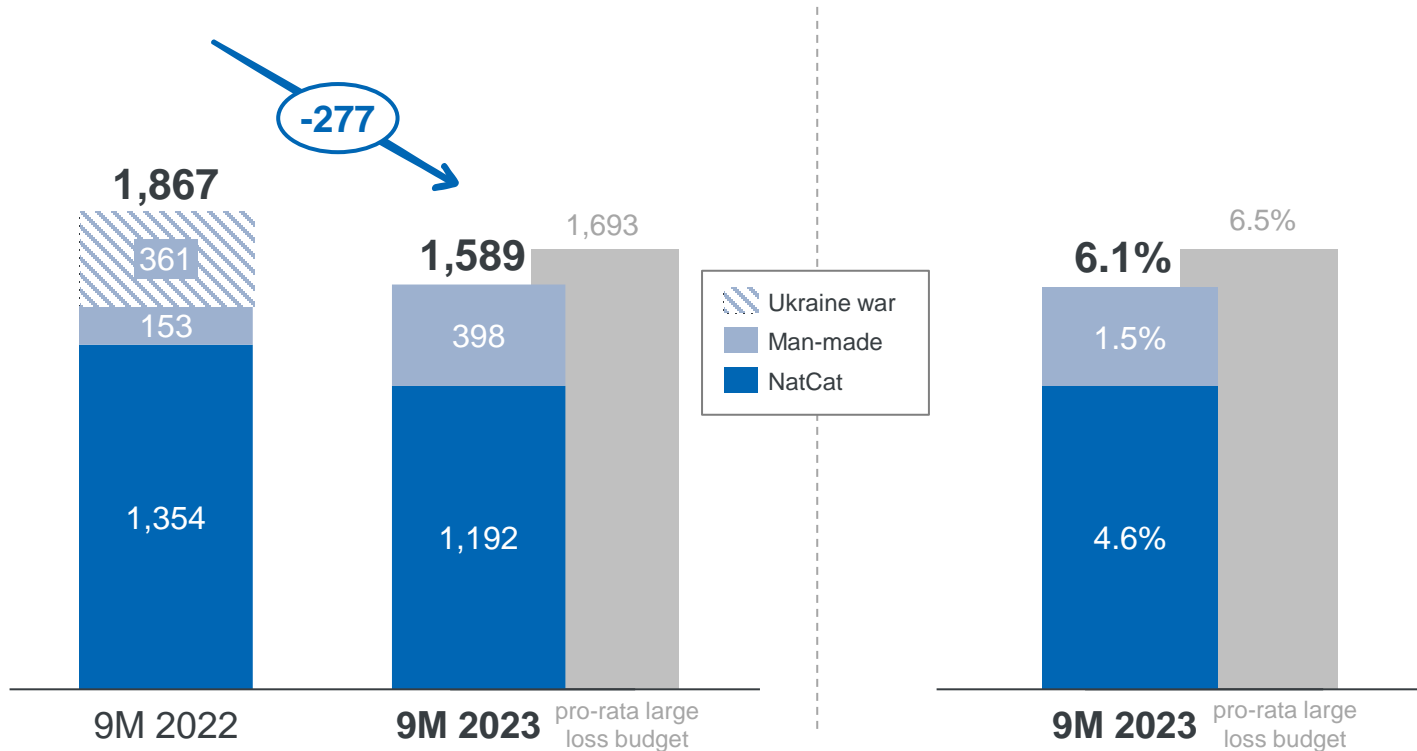
<sup>1</sup> Currency-adjusted | <sup>2</sup> Combined ratio (net / gross): Insurance service expenses after reinsurance expenses divided by insurance revenue before reinsurance

### 3 Large losses down and well within budget

#### Net large losses

in EURm

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



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

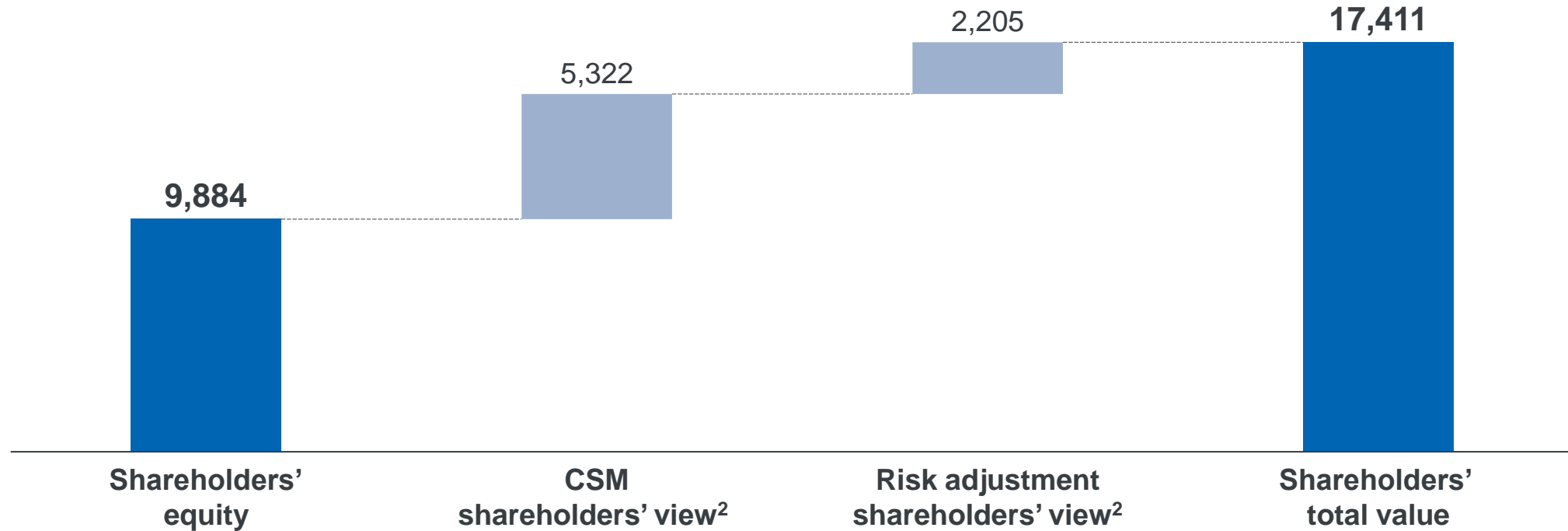


# Shareholders' total value

3 Intrinsic value of EUR ~67 per share

## Shareholders' capital

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



Value per share<sup>1</sup>  
in EUR

38.28<sup>3</sup>

20.61

8.54

67.42<sup>4</sup>

1 Based on 258,228,991 shares

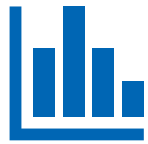
2 Based on flat / average tax rates and minorities

3 Incl. goodwill (excl. goodwill EUR 33.84)

4 Incl. goodwill (excl. goodwill EUR 62.98)

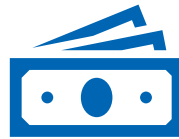
### 3 Confidence to outperform 2023 ...

Insurance  
revenue



> EUR 42bn

Group  
net income



> EUR 1,500m<sup>1</sup>

Return  
on equity



>> 10%

Dividend  
per share

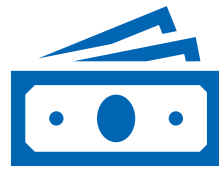


> EUR 2.00

(to be paid in 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.  
1 As announced on 23 October 2023

## Group net income



> EUR 1,700m

## Group return on equity



>> 10%

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.







# Agenda

- 1 Talanx at a glance
- 2 Group strategy and deep dive Industrial Lines
- 3 Highlights from 9M 2023 results and outlook
- 4 Appendix**

# 4 Talanx operates a multi-brand business with 4 segments

## Primary Insurance

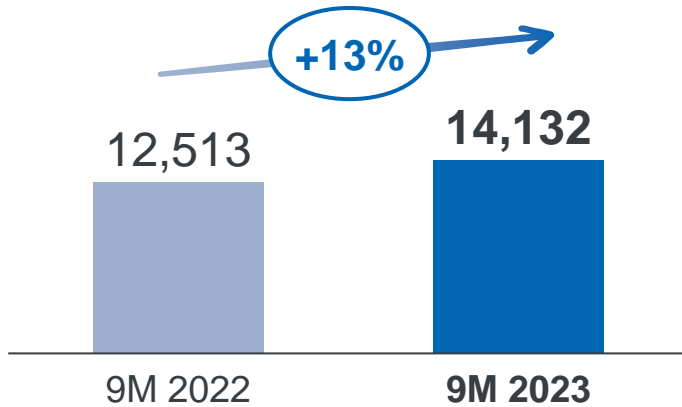
Industrial Lines	Retail Germany	Retail International	Reinsurance																
																			
<ul style="list-style-type: none"> <li>Lines of business include coverage of standard industrial risks (e.g. liability, motor, fire &amp; property)</li> <li>Segment also includes specialty lines business (e.g. financial lines, aviation etc.)</li> </ul>	<ul style="list-style-type: none"> <li>Standard Retail Property &amp; Casualty and Life products operated under HDI brand</li> <li>Bancassurance business with various German banks (e.g. Deutsche Bank, Sparkassen and Targobank)</li> </ul>	<ul style="list-style-type: none"> <li>Standard retail Property &amp; Casualty and Life products</li> <li>Regional focus on CEE (Poland, Turkey, Hungary, Austria), Italy and LatAm (Brazil, Mexico, Chile, Colombia, Argentina)</li> </ul>	<ul style="list-style-type: none"> <li>3<sup>rd</sup> largest reinsurer worldwide offering full range of life and non-life reinsurance products</li> <li>Listed since 1994</li> <li>50.2% owned by Talanx</li> </ul>																
<p>2021, IFRS 4, in EURm</p> <table border="1"> <tr> <td>GWP</td> <td>7,560</td> </tr> <tr> <td>Net income</td> <td>143</td> </tr> </table>	GWP	7,560	Net income	143	<table border="1"> <tr> <td>GWP</td> <td>6,170</td> </tr> <tr> <td>Net income</td> <td>161</td> </tr> </table>	GWP	6,170	Net income	161	<table border="1"> <tr> <td>GWP</td> <td>6,127</td> </tr> <tr> <td>Net income</td> <td>189</td> </tr> </table>	GWP	6,127	Net income	189	<table border="1"> <tr> <td>GWP</td> <td>27,762</td> </tr> <tr> <td>Net income</td> <td>609</td> </tr> </table>	GWP	27,762	Net income	609
GWP	7,560																		
Net income	143																		
GWP	6,170																		
Net income	161																		
GWP	6,127																		
Net income	189																		
GWP	27,762																		
Net income	609																		

# 4 Primary Insurance

## Bottom line growth exceeds top line growth

### Primary Insurance insurance revenue

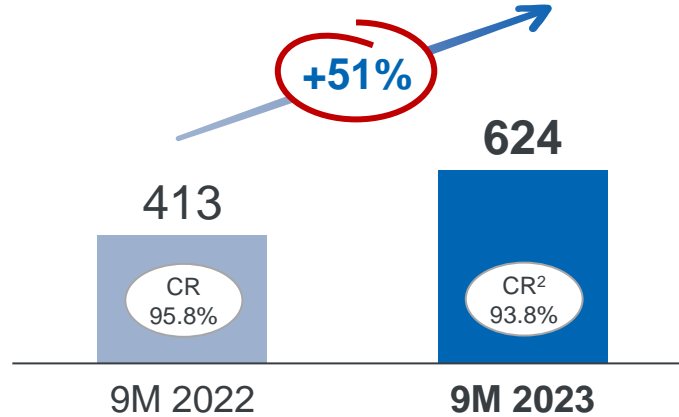
in EURm



Retail International and Industrial Lines with strongest top line contribution

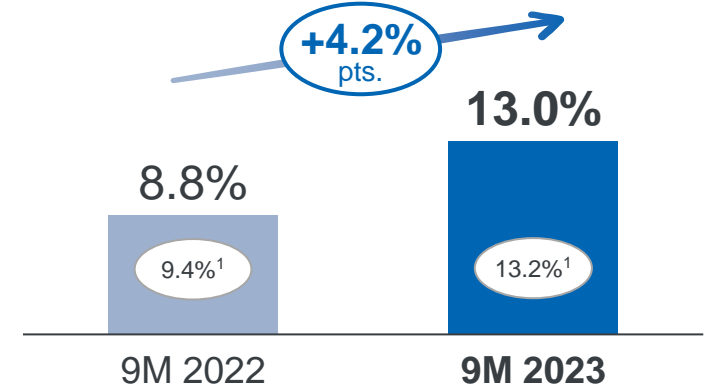
### Primary Insurance net income

in EURm



Benefit from change in discount rate partially used for reserve strengthening

### Primary Insurance return on equity



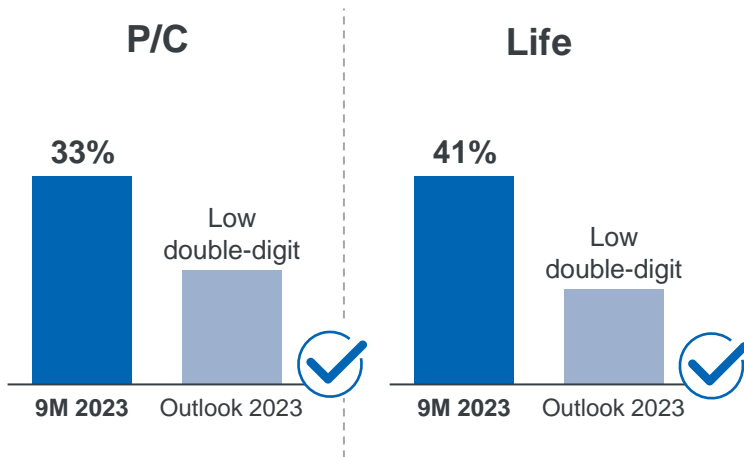
Increased return on equity driven by improved insurance service result

<sup>1</sup> Return on equity adjusted for net income impact from fair value through p&l (FVPL) assets  
<sup>2</sup> Impact of interest rate changes on CR due to discounting: 2.0%-pts (Discount rate 9M23: 4.6% vs 2.6% in 9M2022)

# 4 Retail International

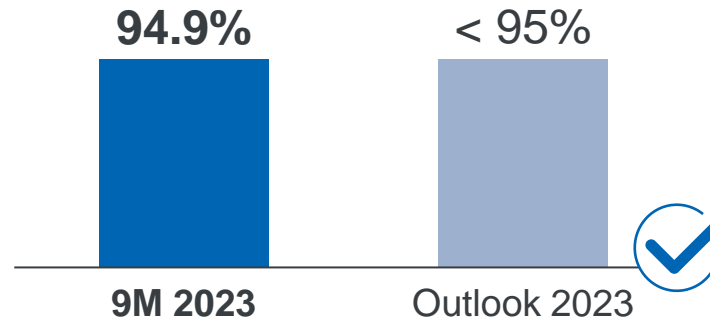
## Strong profitable growth across all regions

### Insurance revenue growth<sup>1</sup>



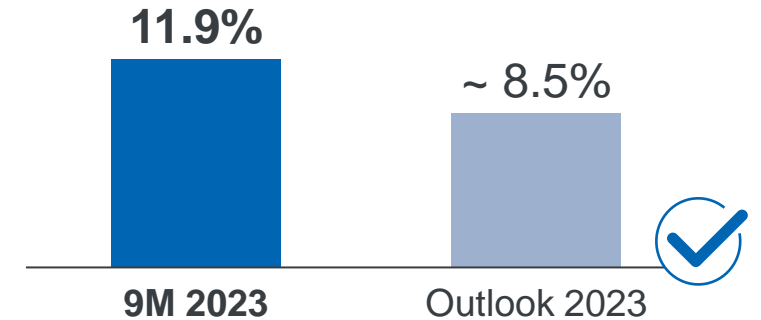
Organic growth supported by Sompo (Brazil)<sup>3</sup> and FiBa JV (Türkiye)

### Combined ratio<sup>2</sup>



Strong technical excellence, especially in LatAm

### Return on equity



Net income drives RoE despite partial execution of (intragroup) equity funding for Liberty Brazil acquisition

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.

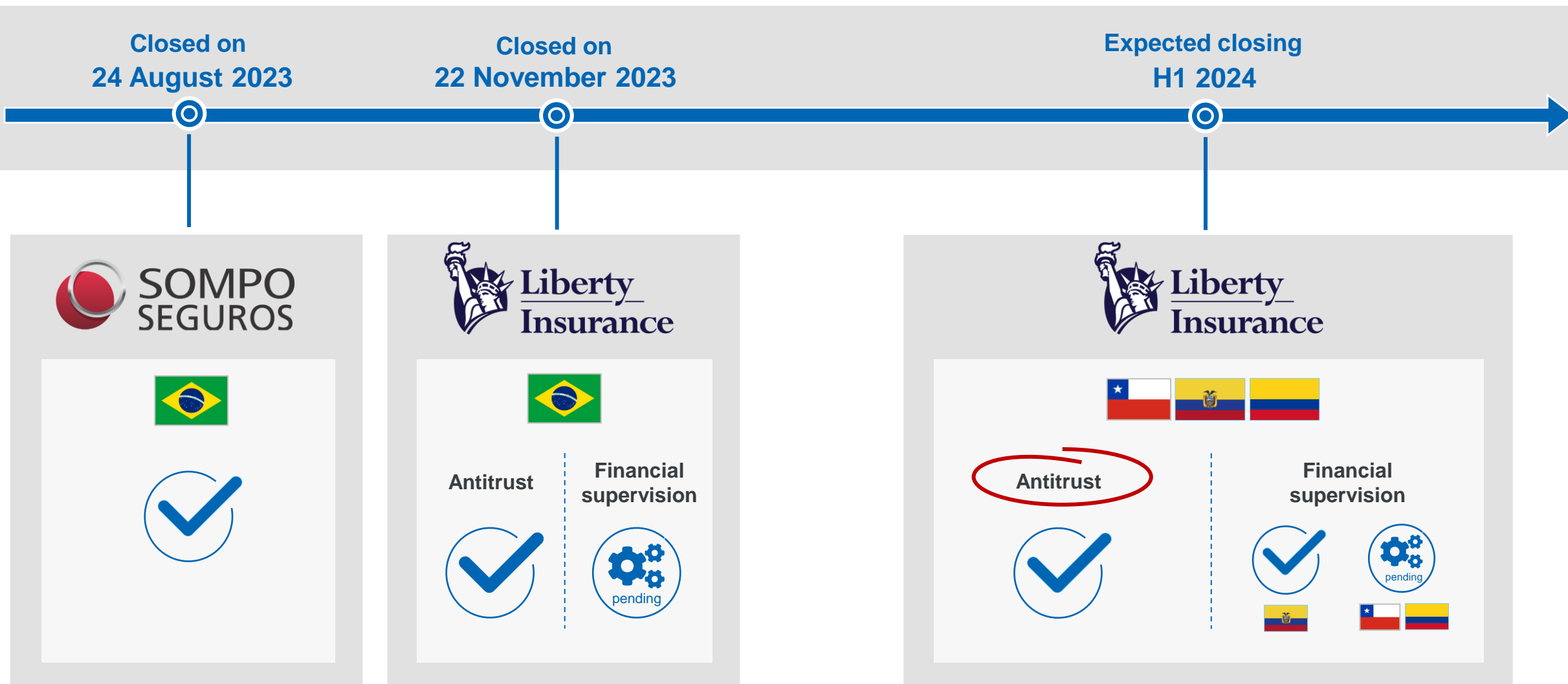
<sup>1</sup> Currency-adjusted    <sup>2</sup> Combined ratio (net / gross): Insurance service expenses after reinsurance expenses divided by insurance revenue before reinsurance

<sup>3</sup> First time consolidation date was 24 August 2023

# Retail International

4

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

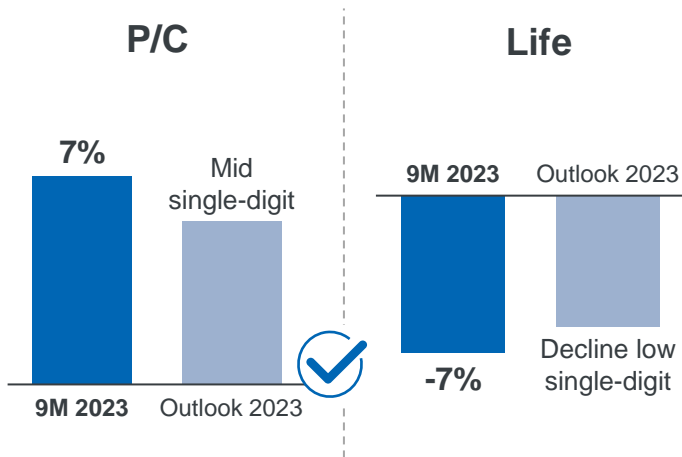




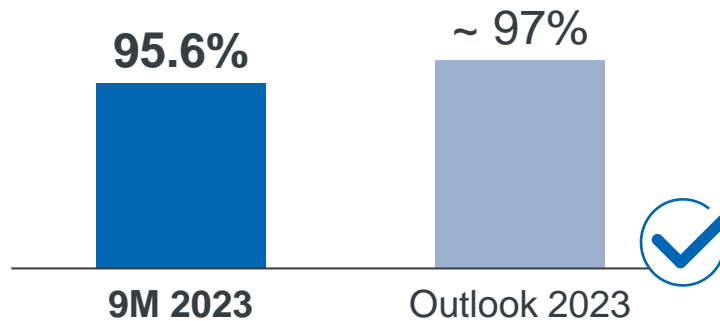
# 4 Retail Germany

## Solid profit contribution from P/C and Life

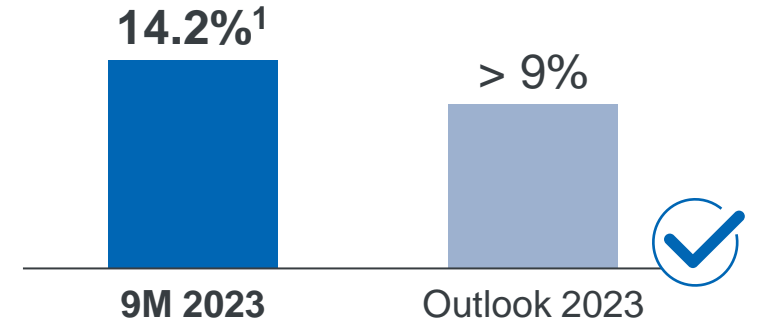
### Insurance revenue growth



### Combined ratio<sup>2</sup>



### Return on equity



P/C growth compensating for declining single-premium business in Life

Positive P/C performance driven by bancassurance

Bancassurance continues to be key profit driver

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.

<sup>1</sup> RoE including Asset Management contribution: 15.8%

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

# Reinsurance

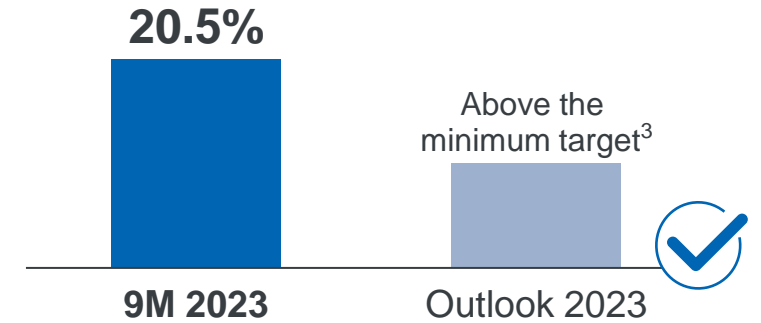
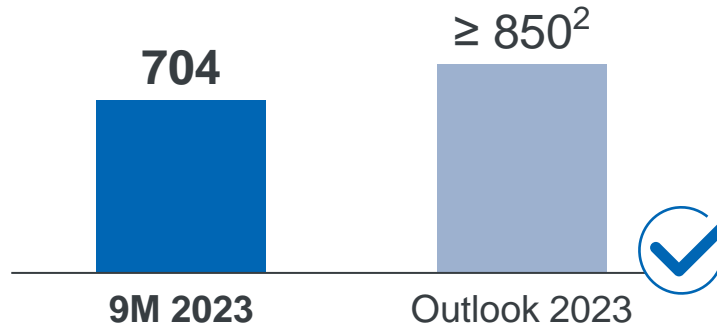
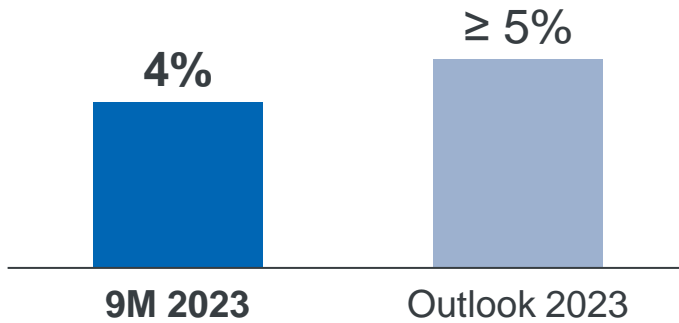
## YTD performance fully supports targets for the full year

### Insurance revenue growth<sup>1</sup>

### Net income

### Return on equity

in EURm



Revenue growth in line with expectation

9M 2023 performance supports profit target for the full year

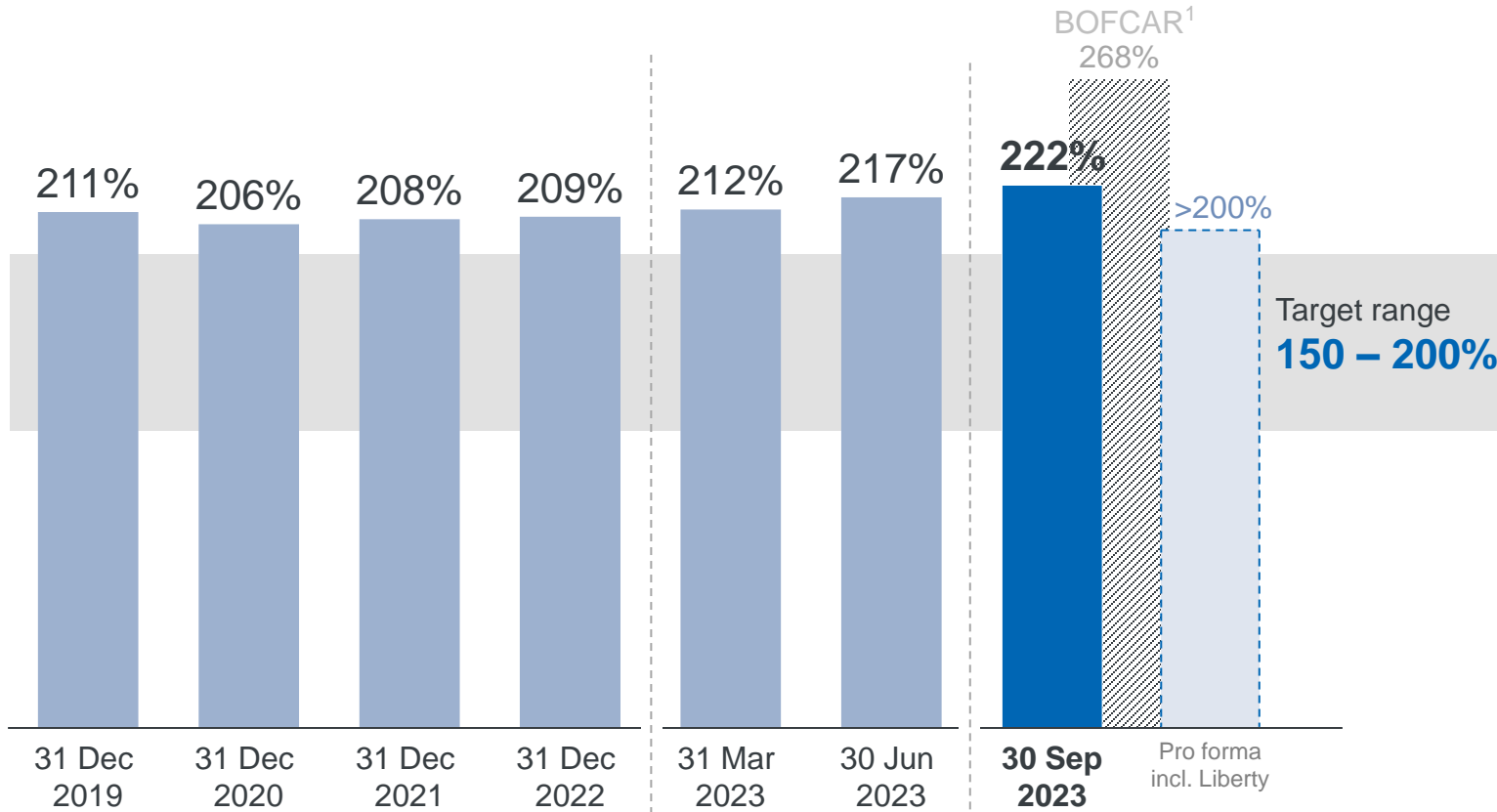
Strong contribution from L&H reinsurance and investments

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.

<sup>1</sup> Currency-adjusted | <sup>2</sup> Talanx share of outlook published by Hannover Re (≥ EUR 1,700m) | <sup>3</sup> 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



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%

<sup>1</sup> Economic funds excl. regulatory haircut for Hannover Re minorities

### Strong ratings

**S&P Global**  
Ratings

**A+**  
(stable)

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

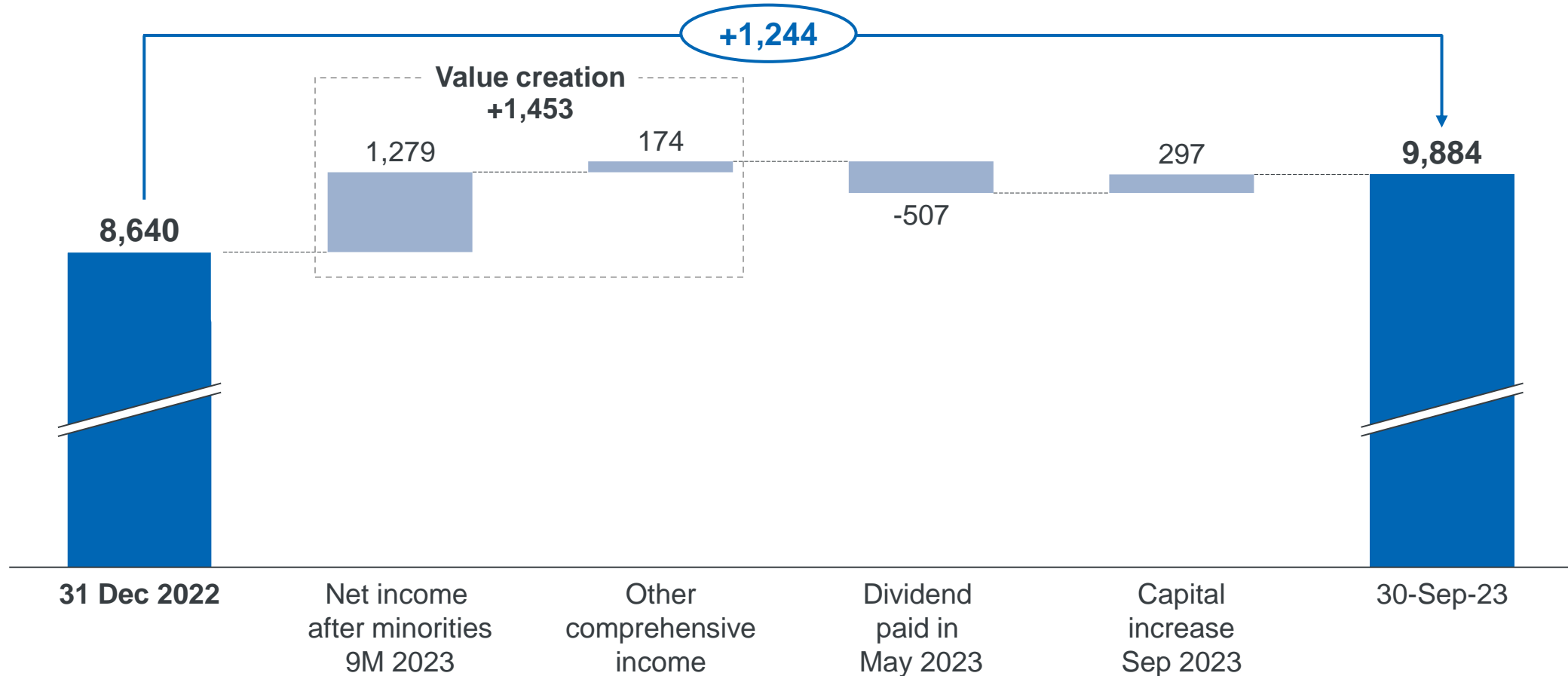
**A+**  
(stable)

Note: Insurer Financial Strength Rating

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

## Shareholders' equity development

After taxes and minorities, in EURm

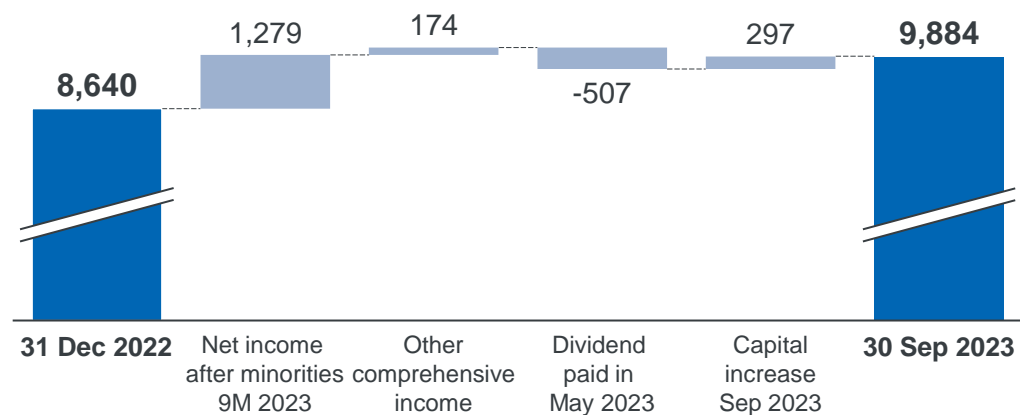


# Book value per share

## Increased in 2023

### Shareholders' equity

in EURm

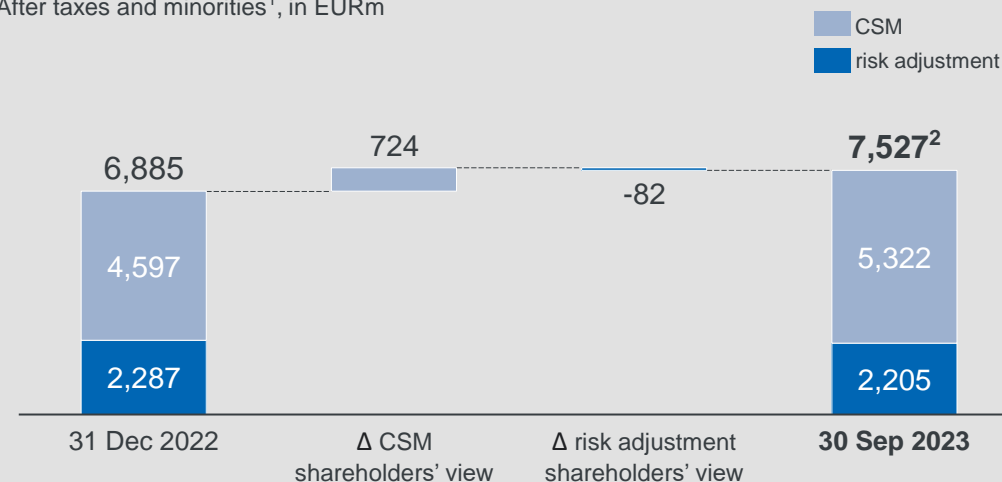


Book value per share in EUR	31 Dec 2022	30 Jun 2023	30 Sep 2023	Change 31 Dec / 30 Sep	
				Abs.	%
Including goodwill	34.10	36.37	<b>38.28</b>	+4.17	+12.2%
Excluding goodwill	30.08	32.20	<b>33.84</b>	+3.76	+12.5%

1 Adjusted according to IAS 8

### Shareholders' CSM and risk adjustment

After taxes and minorities<sup>1</sup>, in EURm



CSM and risk adjustment per share after taxes and minorities <sup>1</sup> , in EUR	31 Dec 2022	30 Jun 2023	30 Sep 2023	Change 31 Dec / 30 Sep	
				Abs.	%
CSM and risk adjustment	27.18	28.25	<b>29.15</b>	1.97	+7.3%
<i>thereof CSM</i>	18.15	19.42	20.61	2.46	+13.6%
<i>thereof Risk Adjustment</i>	9.03	8.82	8.54	-0.49	-5.4%

1 Based on flat / average tax rates and minorities

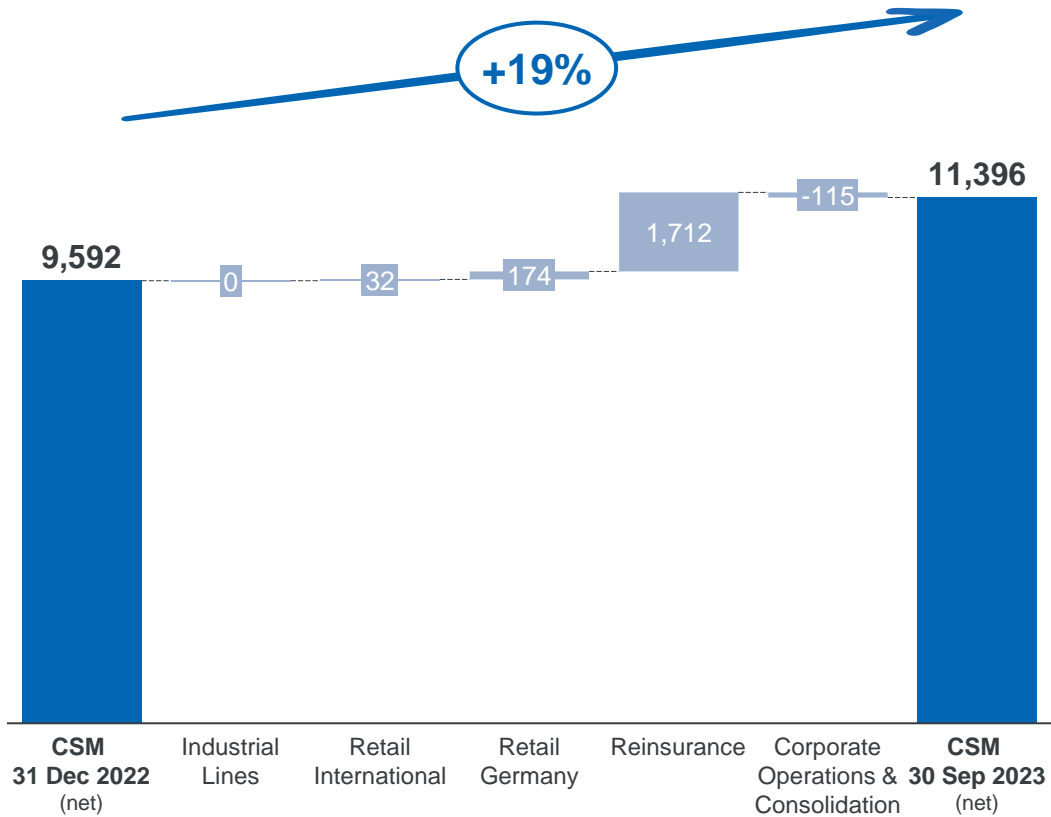
2 CSM before taxes and minorities: EUR 11.396m; Risk adjustment before taxes and minorities: EUR 4,738m

4

# CSM increase of ~ 19% driven by new business

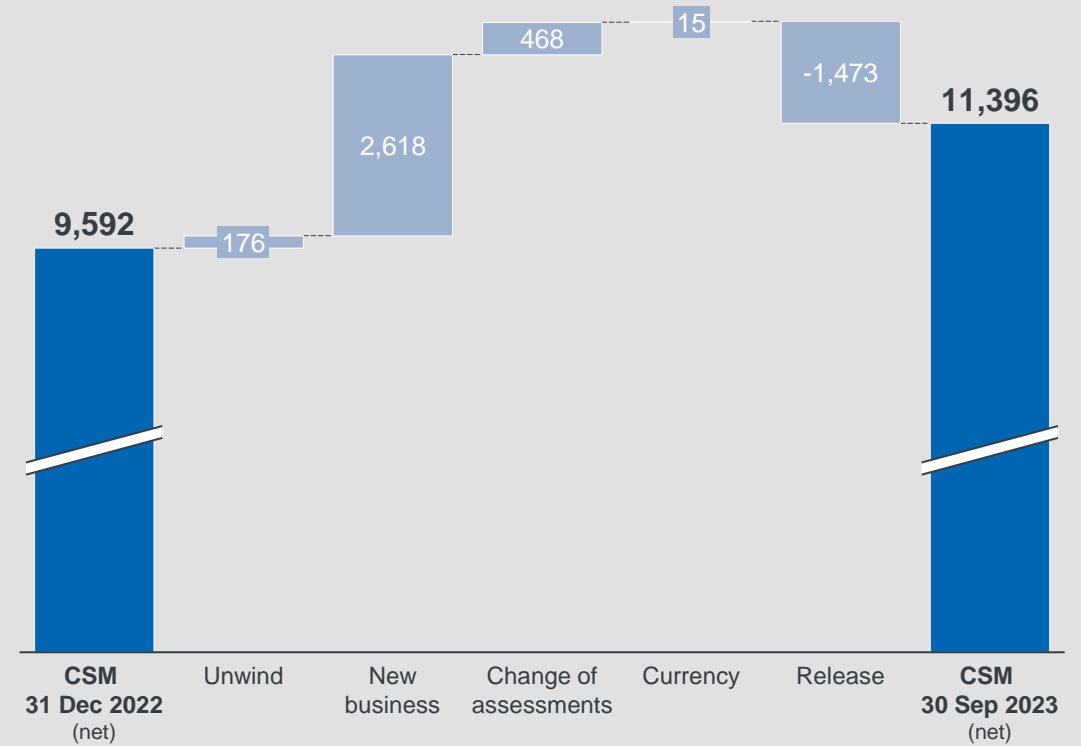
## CSM – Change per segment

Before taxes and minorities, in EURm



## CSM – Change per value driver

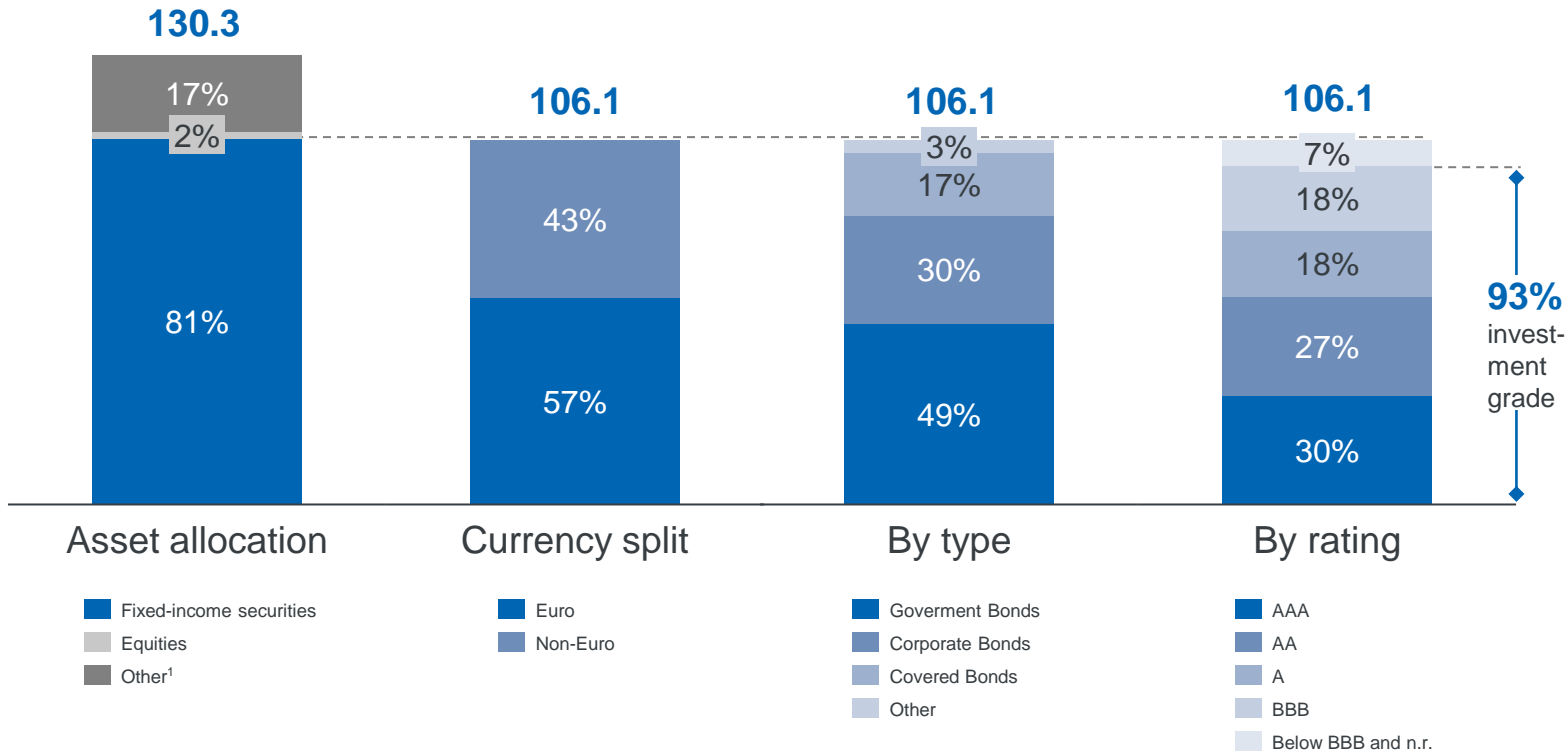
Before taxes and minorities, in EURm



# 4 Our low beta investment portfolio

## Investments for own risk

As of 30 Sep 2023, in EURbn



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

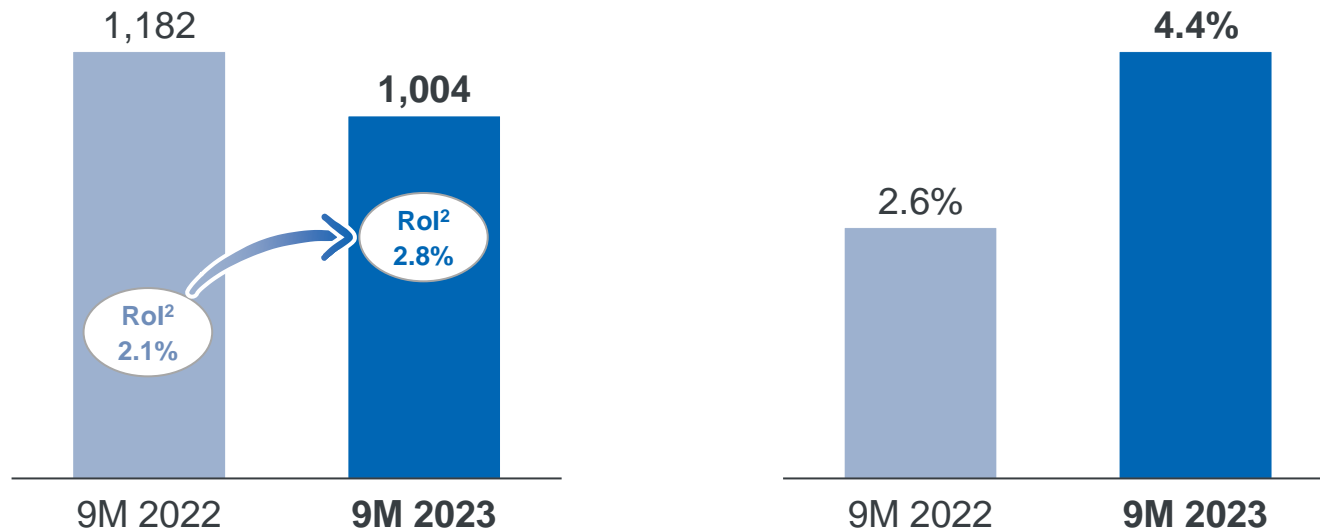
<sup>1</sup> Includes mainly private equity, real estate and infrastructure investments

# 4 Group investment portfolio management actions starting to materialise

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

## Average reinvestment yield<sup>3</sup>

in EURm



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

<sup>1</sup> Before currency effects

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

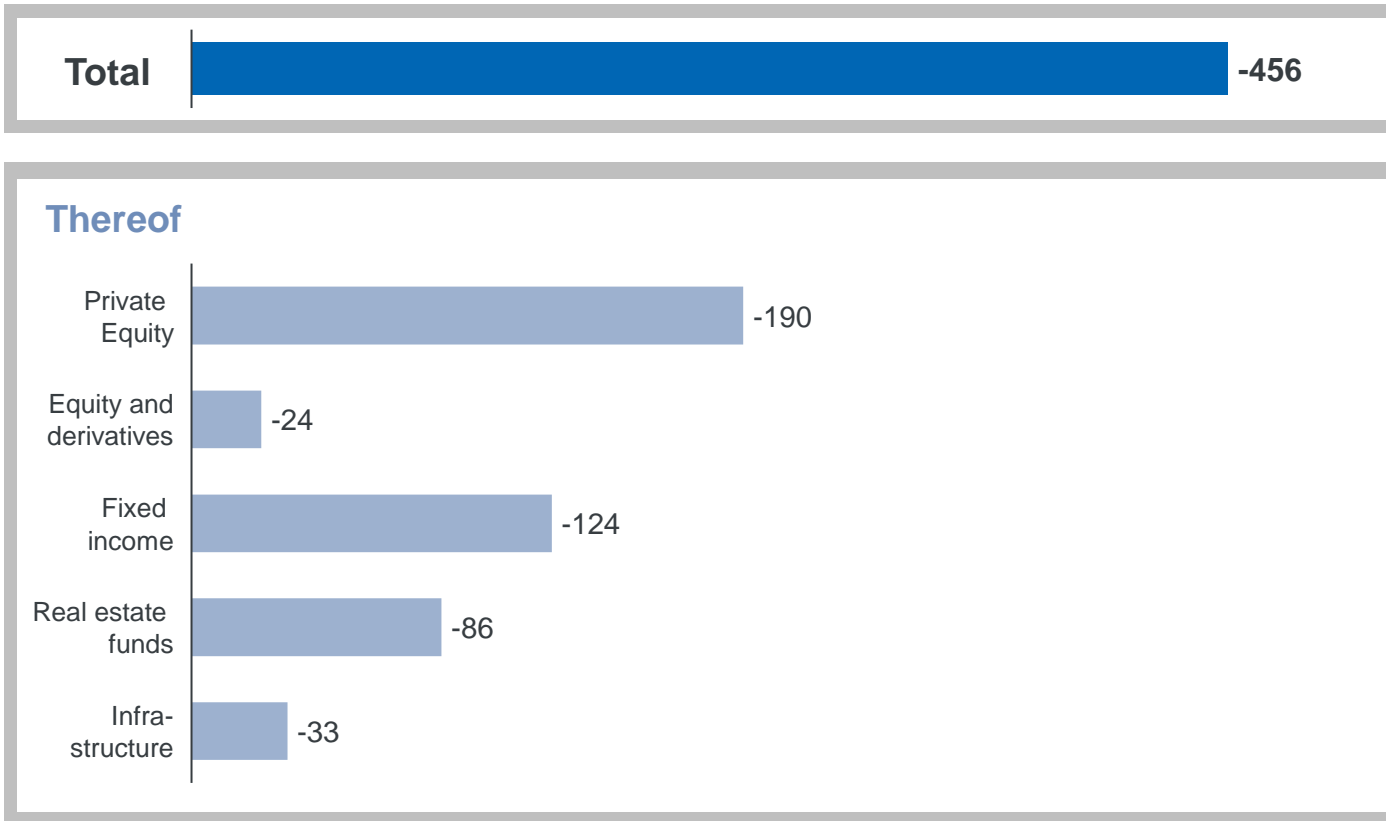
<sup>3</sup> On fixed income securities



## 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 minorities<sup>1</sup>, as of 30 Sep 2023, in EURm



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

~90% of financial investments without P&L volatility

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

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

EURm	Q3 2022	Q3 2023	9M 2022	9M 2023	9M 2023 / 9M 2022
<b>Insurance revenue (gross)</b>	<b>10,712</b>	<b>11,411</b>	<b>29,871</b>	<b>32,274</b>	<b>+8%</b>
<b>Insurance service result (net)</b>	<b>496</b>	<b>950</b>	<b>1,789</b>	<b>2,577</b>	<b>+44%</b>
<i>thereof Non-Life</i>	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%
<b>Net insurance finance and investment result before currency effects</b>	<b>376</b>	<b>244</b>	<b>1,182</b>	<b>1,004</b>	<b>-15%</b>
Net currency result	66	-36	34	0	-99%
Other result	-192	-356	-756	-822	-9%
<b>Operating result (EBIT)</b>	<b>747</b>	<b>802</b>	<b>2,249</b>	<b>2,760</b>	<b>+23%</b>
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%
<b>Net income</b>	<b>240</b>	<b>452</b>	<b>926</b>	<b>1,279</b>	<b>+38%</b>
<b>Earnings per share (EPS)</b>	<b>0.95</b>	<b>1.78</b>	<b>3.66</b>	<b>5.05</b>	<b>+1.39</b>
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
<b>Return on equity</b>	<b>10.5%</b>	<b>19.0%</b>	<b>13.9%</b>	<b>18.4%</b>	<b>+4.6%pts</b>
Return on investment for own risk	2,3%	2,9%	2.1%	2.8%	+0.6%pts

## 4 9M 2023 results overview - Segments

EURm	Industrial Lines		Retail Germany		Retail International		Primary Insurance		Reinsurance	
	9M 2022	9M 2023	9M 2022	9M 2023	9M 2022	9M 2023	9M 2022	9M 2023	9M 2022	9M 2023
<b>Insurance revenue (gross)</b>	5,975	6,588	2,641	2,627	3,898	4,917	12,513	14,132	18,331	18,514
<b>Insurance service result (net)</b>	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
<b>Net insurance finance and investment result before currency effects</b>	<b>169</b>	<b>22</b>	<b>19</b>	<b>87</b>	<b>134</b>	<b>262</b>	<b>321</b>	<b>371</b>	<b>897</b>	<b>688</b>
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
<b>Operating result (EBIT)</b>	<b>271</b>	<b>293</b>	<b>178</b>	<b>268</b>	<b>128</b>	<b>407</b>	<b>577</b>	<b>967</b>	<b>1.676</b>	<b>1.853</b>
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
<b>Net income</b>	<b>199</b>	<b>243</b>	<b>159</b>	<b>158</b>	<b>55</b>	<b>223</b>	<b>413</b>	<b>624</b>	<b>559</b>	<b>704</b>
Combined ratio P/C	95.4%	92.7%	94.4%	95.6%	96.9%	94.9%	95.8%	93.8%	95.1%	93.1%
<b>Return on equity</b>	<b>11.6%</b>	<b>13.4%</b>	<b>12.7%</b>	<b>14.2%</b>	<b>3.2%</b>	<b>11.9%</b>	<b>8.8%</b>	<b>13.0%</b>	<b>15.5%</b>	<b>20.5%</b>
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 detail

## Budget not fully utilised

<b>Net losses</b> in EURm, 9M 2023 (9M 2022)	<b>Industrial Lines</b>	<b>Retail Germany</b>	<b>Retail International</b>	<b>∑ Primary Insurance</b>	<b>Reinsurance</b>	<b>Corporate Operations</b>	<b>Talanx Group</b>
<b>TOP 10 NatCat</b>							
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" Hawaii, 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
<b>Sum NatCat (total)</b>	<b>133.4 (251.0)</b>	<b>21.5 (36.3)</b>	<b>18.5 (8.6)</b>	<b>173.4 (295.9)</b>	<b>968.1 (1,051.4)</b>	<b>50.5 (6.2)</b>	<b>1,192.0 (1,353.5)</b>
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
<b>Sum other large losses</b>	<b>133.7 (35.3)</b>	<b>0.0 (0.0)</b>	<b>13.1 (4.3)</b>	<b>146.8 (39.6)</b>	<b>235.6 (101.8)</b>	<b>15.1 (11.2)</b>	<b>397.5 (152.6)</b>
Russian war in Ukraine				(30)	(330.8)		
<b>Total large losses</b>	<b>267.1 (316.3)</b>	<b>21.5 (36.3)</b>	<b>31.6 (12.9)</b>	<b>320.2 (365.5)</b>	<b>1,203.6 (1,484.0)</b>	<b>65.6 (17.4)</b>	<b>1,589.5 (1,866.9)</b>
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 Contact us



### Bernd Sablowsky

Head of Investor Relations and M&A

+49 511 3747-2793

[bernd.sablowsky@talnx.com](mailto:bernd.sablowsky@talnx.com)



### Anna Färber

Event Management

+49 511 3747-2227

[anna.farber@talnx.com](mailto:anna.farber@talnx.com)



### Bernt Gade

Equity & Debt IR

+49 511 3747-2368

[bernt.gade@talnx.com](mailto:bernt.gade@talnx.com)



### Jessica Blinne

Equity & Debt IR

+49 511 3747-2135

[jessica.blinne@talnx.com](mailto:jessica.blinne@talnx.com)



### Steffen Olinski

Equity & Debt IR

+49 511 6455-2556

[steffen.olinski@talnx.com](mailto:steffen.olinski@talnx.com)



### Maik Knappe

Rating & IR

+49 511 3747-2211

[maik.knappe@talnx.com](mailto:maik.knappe@talnx.com)



Microsoft Teams You can reach us also via video conference

## Join us

17 Jan 2024

Citi's European Insurance Conference

08 Feb 2024

Preliminary FY 2023 results

21 Mar 2024

FY 2023 results

09 Apr 2024

Post FY 2023 results roadshow, London

24 / 25 Apr 2024

Münchener Kapitalmarkt Konferenz

15 May 2024

3M 2024 results

30 May 2024

Deutsche Bank Global Financial Services Conference, New York



## Follow us

[www.talnx.com](http://www.talnx.com)

## Find us

Talnx AG  
HDI-Platz 1, 30659 Hannover, Germany  
E-mail: [ir@talnx.com](mailto:ir@talnx.com)

**talnx.**

# 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 15 January 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.

**tal anx.**

Insurance. Investments.