

Insurance. Investments.

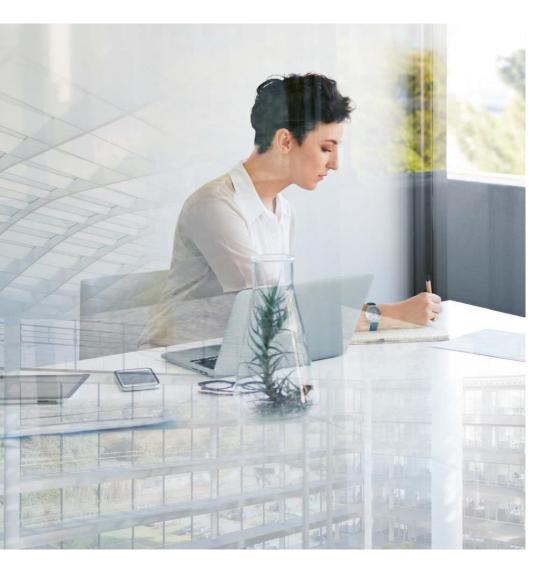


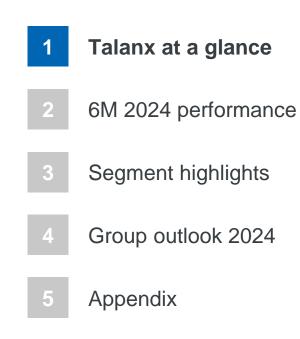
# Talanx:Sustainable profitability

Bank of America 29<sup>th</sup> Annual Financials CEO Conference London, 26 September 2024

Torsten Leue, CEO

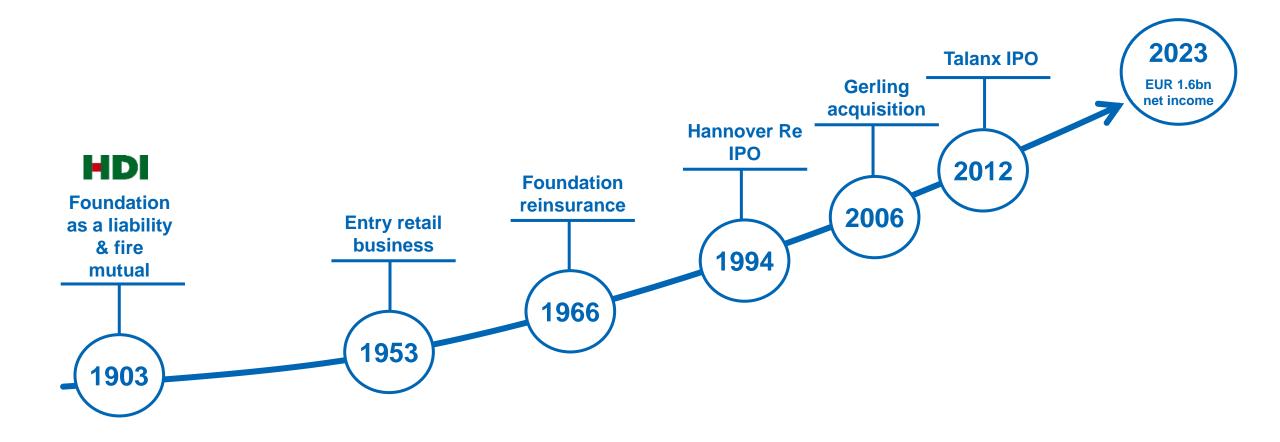








#### **1** Talanx has a history of 120 years



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



1 Based on insurance revenue; source: company publications, as of 3 April 2024

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

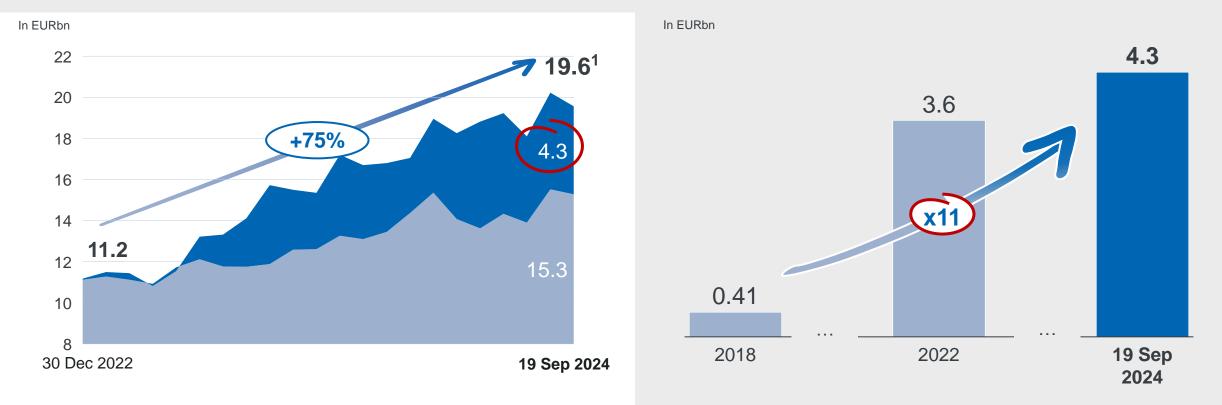


1 Solvency 2 ratio of HDI Group as the regulated entity, as of period end excluding transitional measures. Due to a recalculation of the transitional measures, the Solvency 2 ratio including transitional measures as of 30 June 2024 is also 218%. Does not include any deduction for the financial year 2024 dividend to be paid in 2025, which differs from the regulatory view that requires the deduction of the full-year dividend. Accrual of dividend for 2024 would impact the S2 ratio by ~ 1-2%-pts.

**1** Primary Insurance rising to new valuation levels...

# Development of market capitalisation

#### **Implied primary valuation**

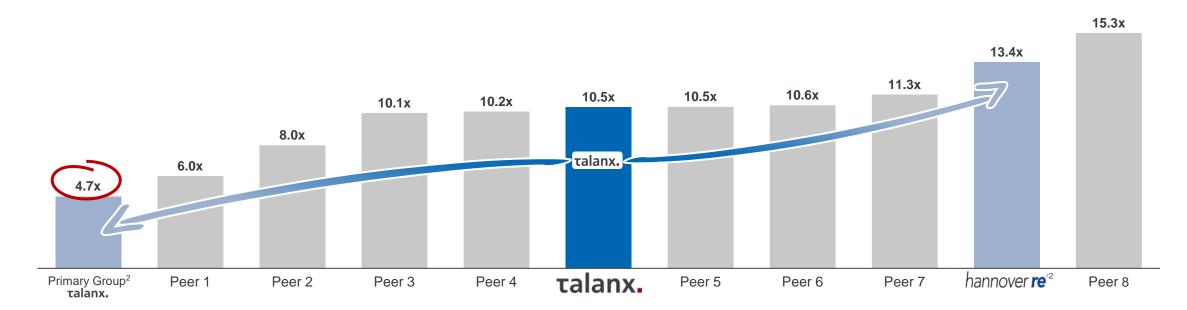


Source: FactSet | Note: Primary Insurance is here defined as Talanx market cap minus half of Hannover Re market cap. 1 Market capitalisation as of 19<sup>th</sup> September 2024 | 2 Implied valuation of Primary Insurance = EUR 4.3bn (based on Hannover Re market capitalisation of EUR 30.4bn as of 19<sup>th</sup> September 2024)



# 2024 P/E multiple peer benchmarking<sup>1</sup>

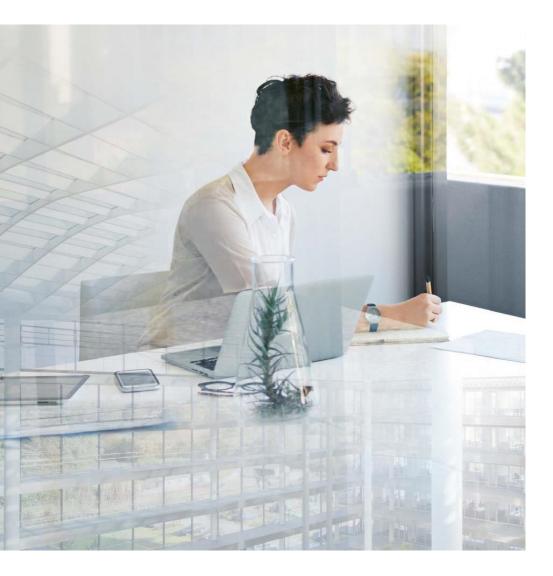
P/E 2024e, as of 19 September 2024

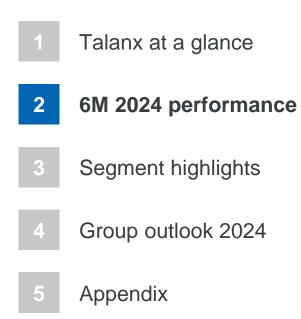


Source: Ampega Asset Management GmbH | 1 Multiple calculations based on net income 2024e as per company collated consensus of EUR 1.868 mn for Talanx Group, EUR 921 mn for Talanx Primary Insurance (sum of net income of Primary Group segments Industrial Lines, Retail Germany and Retail International) and EUR 1.114 mn for Reinsurance | 2 Implied valuation of Primary Group = EUR 4.3bn (based on Hannover Re market capitalisation of EUR 31.0bn as of 19 September 2024) divided by EUR 921 mn Primary Group net income based on company collated analysts' consensus τalanx.

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# 2 Strong double-digit top and bottom line growth

#### **Insurance revenue**

#### **Group net income**

#### **Return on equity**



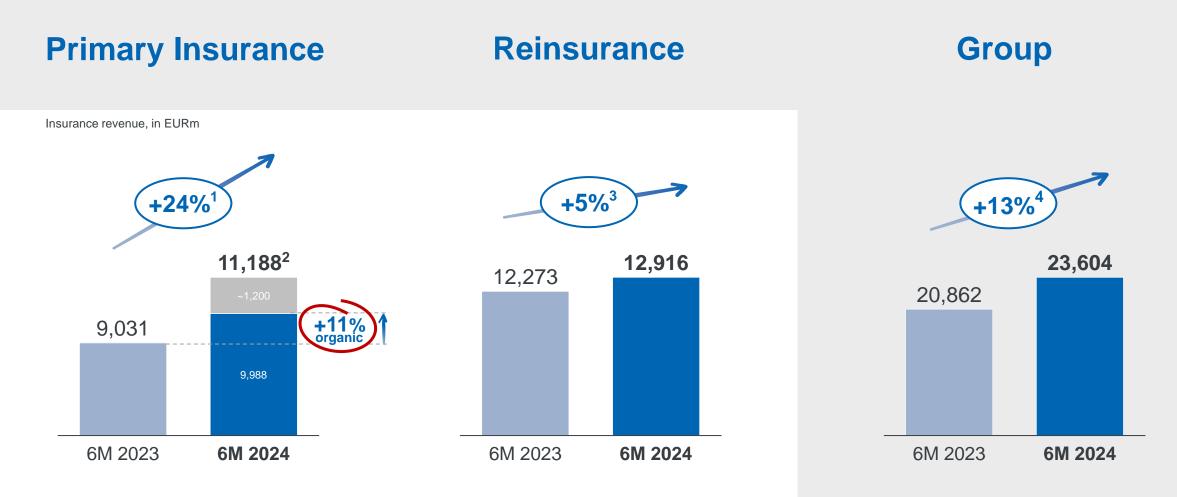
= Combined ratio (net / gross) Property / Casualty

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1 YoY growth Primary Insurance +24% (excl. acquisitions: +11%) | 2 Return on equity for Q2 2023 = 17.5% and for Q2 2024 = 18.5% (Q2 2024 vs Q2 2023 = +1.0% pts)

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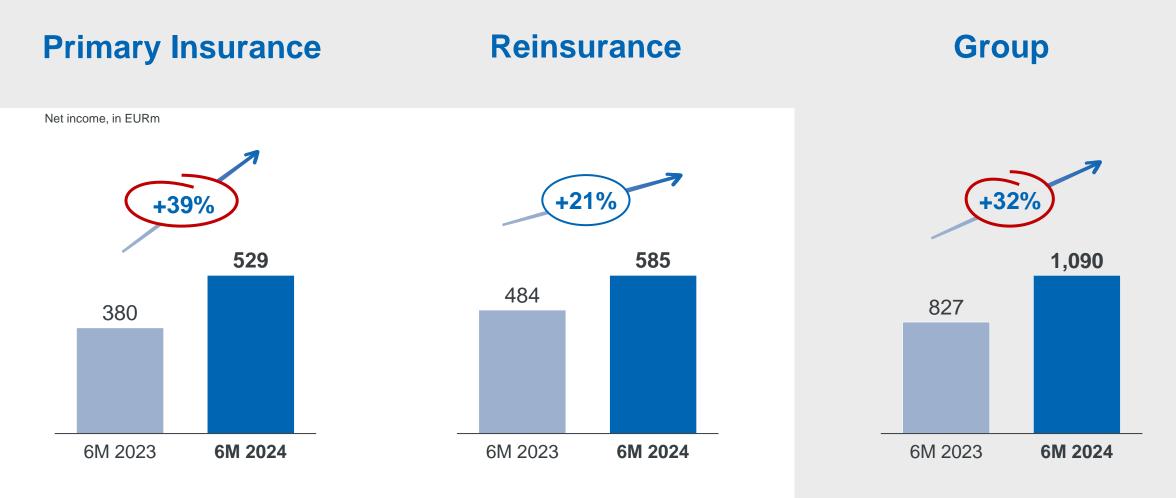
2 Reinsurance top-line strong - Primary Insurance even stronger...



Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International. 1 Currency-adjusted: +27% | 2 Thereof ~ EUR 1.2bn from acquisitions | 3 Currency-adjusted: +6% | 4 Currency-adjusted: +14%

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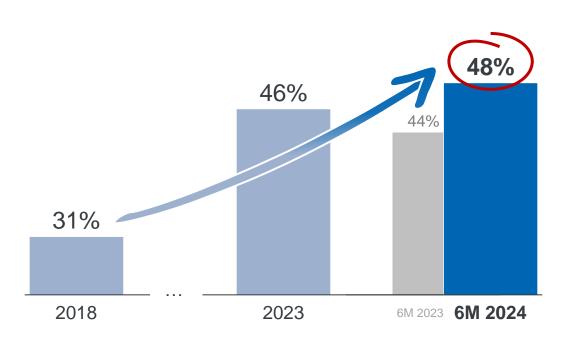
#### 2 ... with even more pronounced bottom-line development

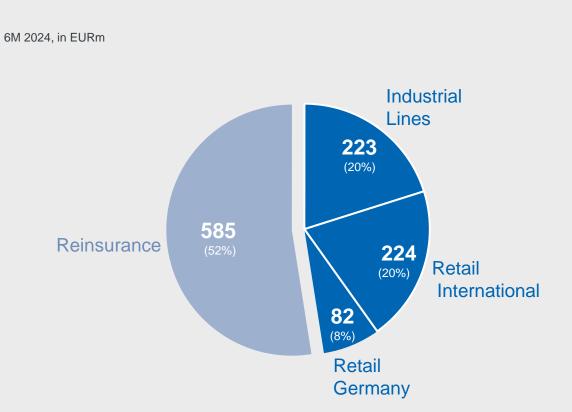


Note: Primary Insurance is the sum of Industrial Lines, Retail Germany and Retail International.

2 Primary Insurance profit contribution moving closer to 50%

### **Primary Insurance** contribution to group net income

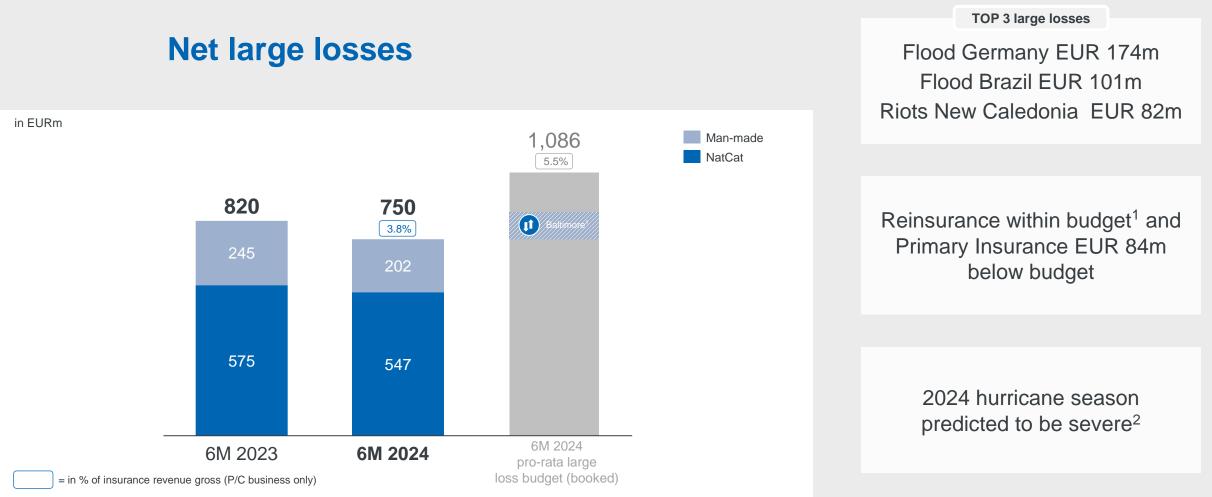




Net income split

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. Sums may not add up due to rounding differences τalanx.

# **2** Going into hurricane season with large-loss buffer



τalanx.

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

1 Losses caused by the collapse of the bridge in Baltimore cannot yet be estimated and are therefore part of the booked but not yet utilised large loss budget. Hurricane Beryl is a Q3 2024 event. 2 Source: National Oceanic and Atmospheric Administration predicts 85% chance of severe hurricane season and Colorado State University predicts 25 storms

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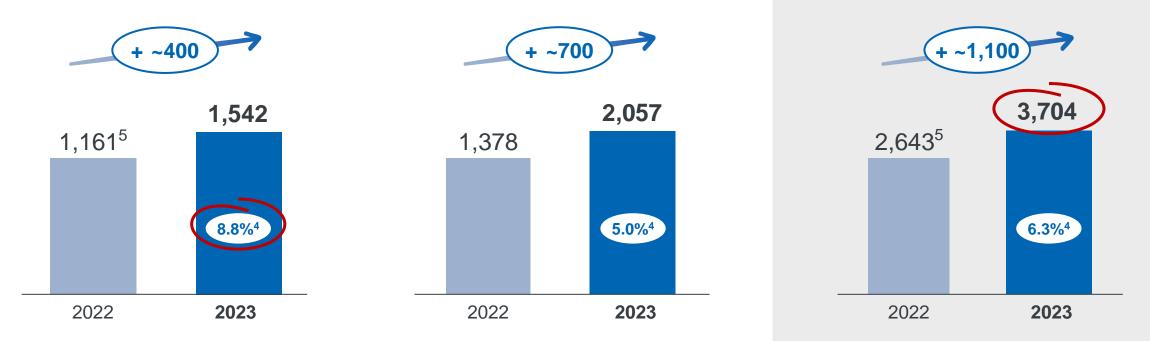
# 2 High level of resiliency embedded in best estimate

# **Talanx Primary Group**<sup>2</sup>

#### Reinsurance (Hannover Re)

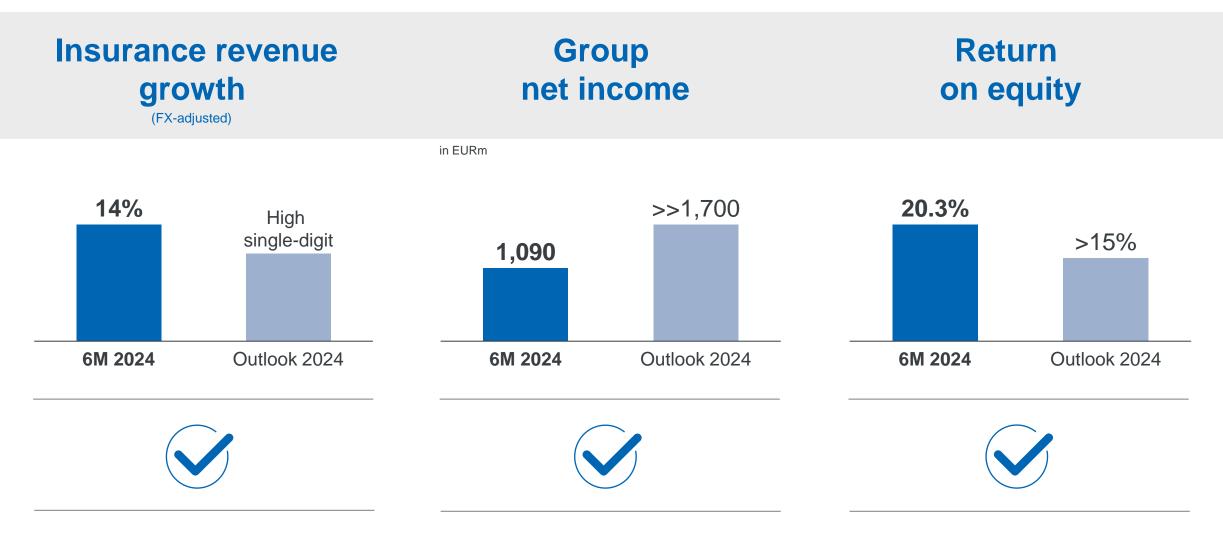
#### Talanx net<sup>3</sup>

Resiliency embedded in best estimate for P/C net claims reserves (undiscounted)<sup>1</sup>, before taxes and minorities, as of year end in EURm



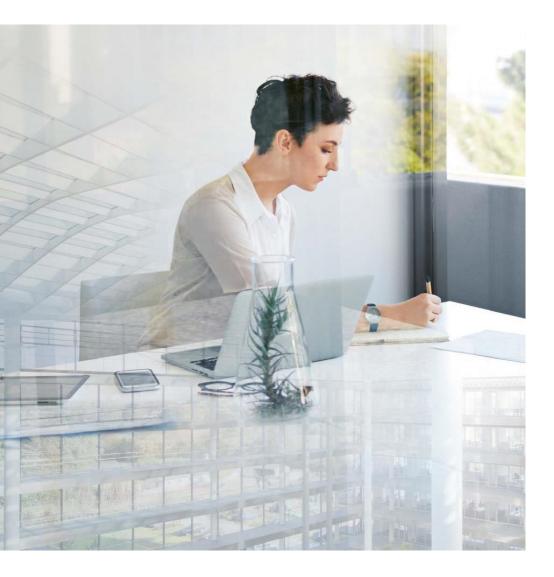
1 Resiliency embedded in best estimate defined as the difference between booked reserves (based on Talanx' own best estimates) and WTW analysis. WTW calculation based on data provided by Talanx. 2023 figures are based on IFRS 17 without considering discounting to enable comparability with IFRS 4 figures of previous years | 2 Talanx Primary Group is the sum of Industrial Lines, Retail Germany and Retail International, excluding Talanx AG | 3 Sum of Hannover Re, Talanx Primary Group, Talanx AG (not consolidated). | 4 in % of total P/C net reserves | 5 Excludes EUR 5m related to Hungarian entity which was deconsolidated in 2023 τalanx.

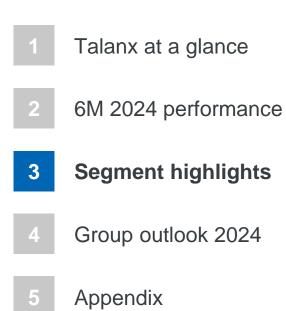
### 2 Guidance for FY 2024 to be reviewed post Q3



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 IFRS 9 accounting standard for the valuation of the investment portfolio. τalanx.



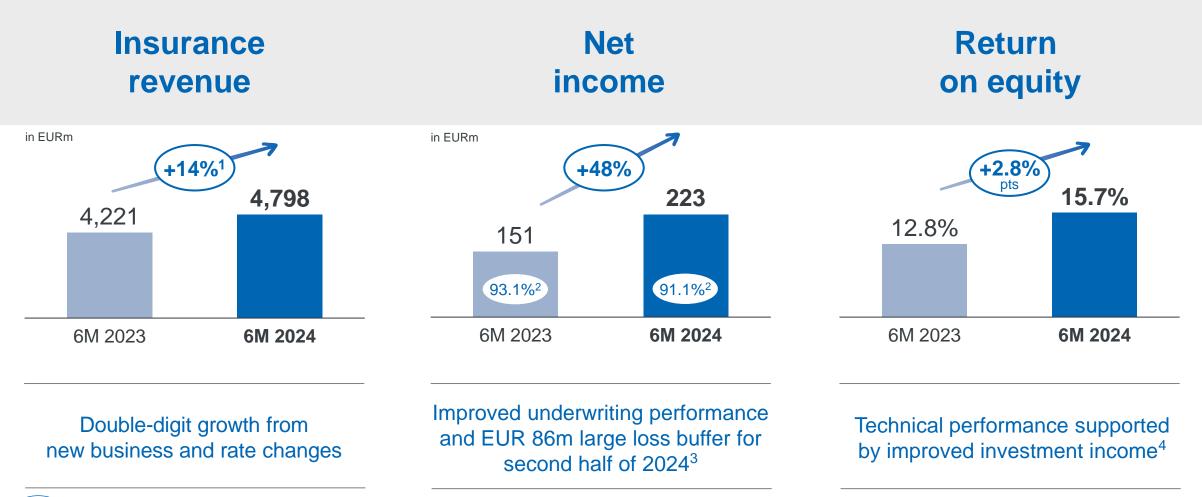






#### **Industrial Lines**

Continuous improvement of underwriting performance

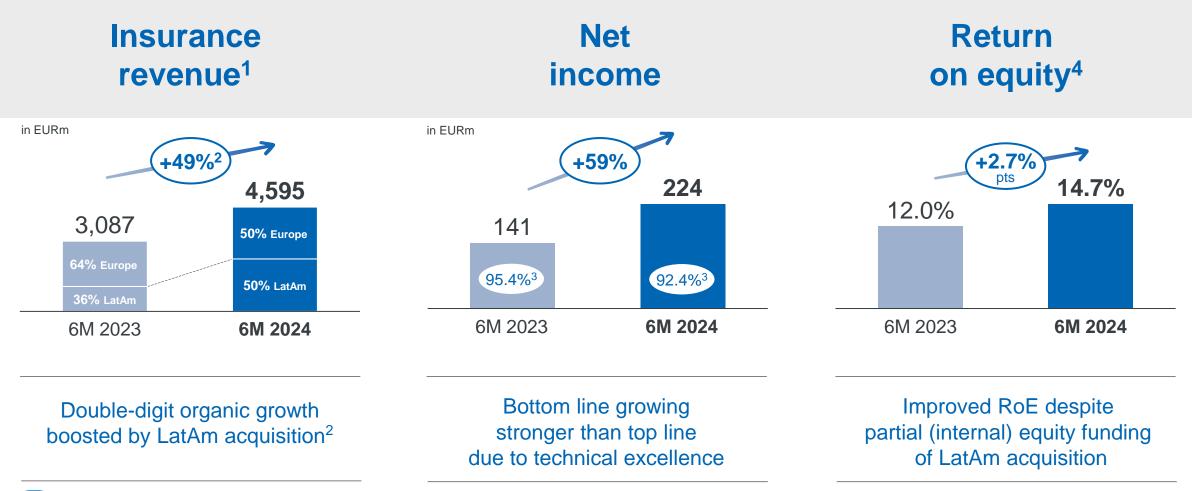


= Combined ratio (net / gross) Property / Casualty

<sup>1</sup> Currency-adjusted: +14% | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue <u>before</u> reinsurance | 3 Incurred large losses 6M 2024: EUR 128m (translates into 2.7%pts) vs booked budget 6M 2024: EUR 214m (translates into 4.5%pts) | 4 Net insurance finance and investment result improved from 6M 2023 EUR 49m to 6M 2024 EUR 68m; Rol 6M 2024: 2.7% vs Rol 6M 2023: 1.8%

#### **Retail International**

3 Strong organic growth and profitability boosted by LatAm acquisition



= Combined ratio (net / gross) Property / Casualty

1 Full-year insurance revenue guidance adjusted from "low double digit" to "clearly double digit" growth for P/C and "mid-single digit" to "clearly double digit" growth for Life | 2 Currency-adjusted: +58% (organic growth currency-adjusted: 19%) 3 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance | 4 Full-year RoE guidance adjusted from > 8.5% to > 10% τalanx.

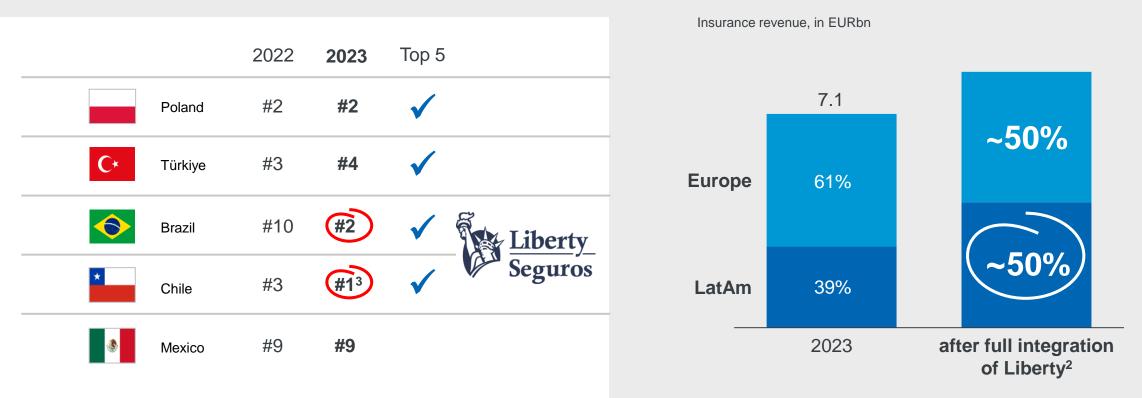
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#### **Retail International**

3 Now no. 2 in Retail P/C in LatAm and more balanced business mix

# Market positions in core P/C markets<sup>1</sup>

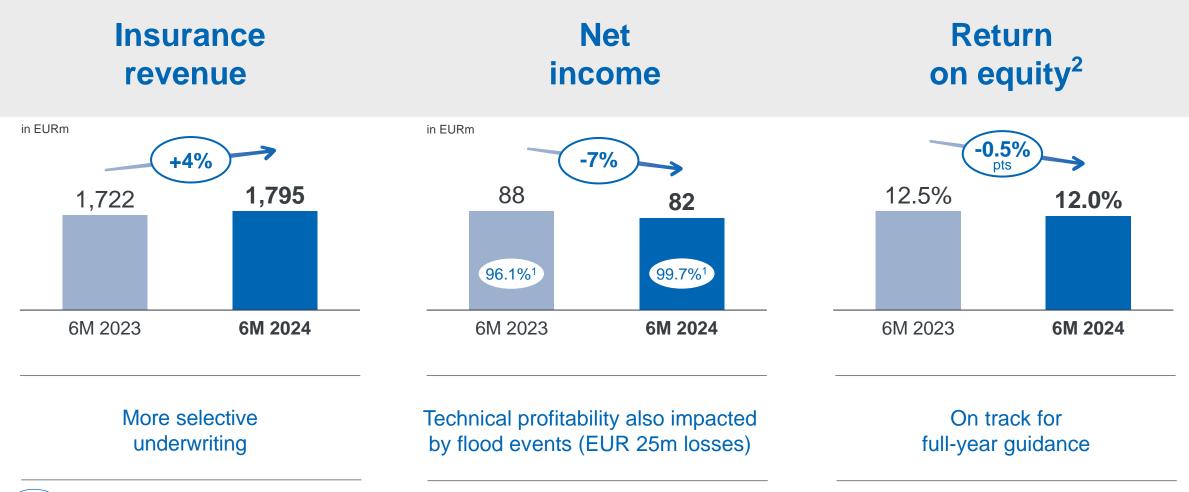
#### **Regional business mix**



1 Market ranks as of year end 2023 except Poland as of 9M 2023. Source: Local supervisory authorities and insurance associations | 2 Pro-forma, considering EUR 1.7bn GWP (2022) for Liberty 3 Pro-forma, closing of Liberty acquisition occurred on 1 March 2024

#### **Retail Germany**

3 Mastering current headwinds

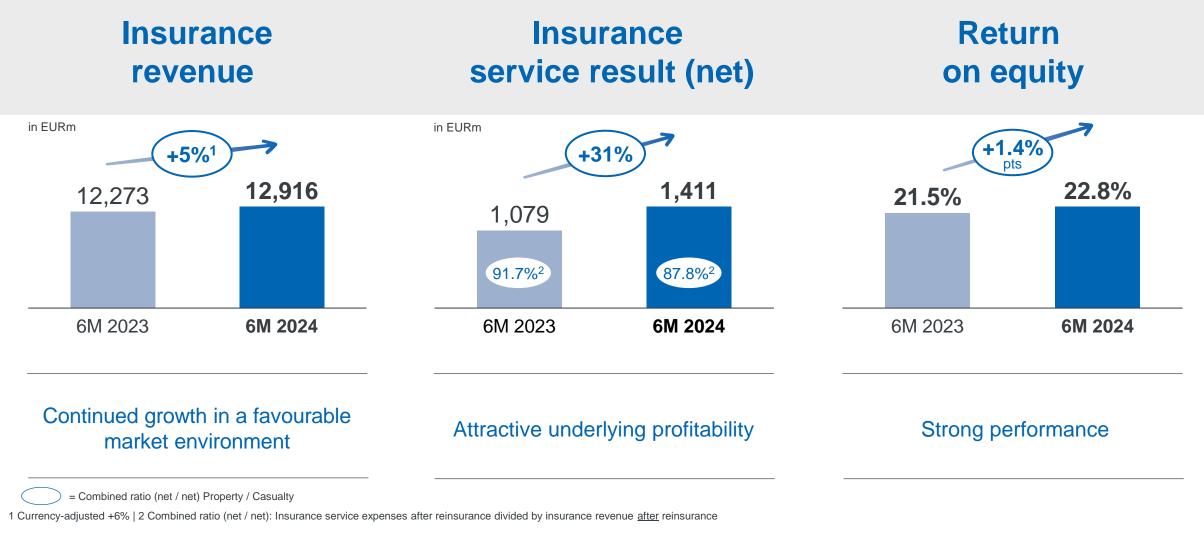


= Combined ratio (net / gross) Property / Casualty

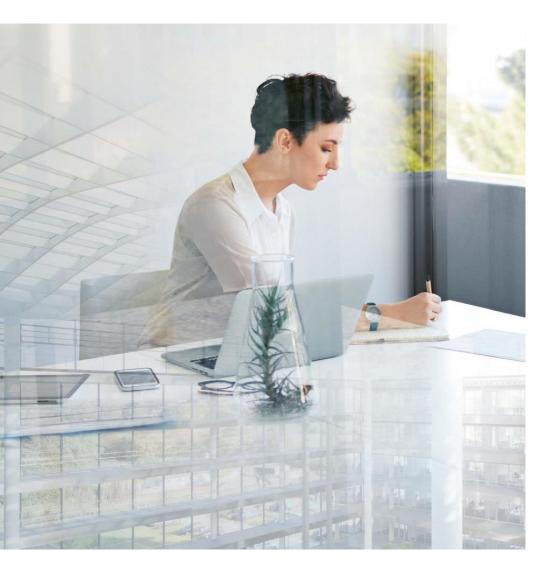
1 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue <u>before</u> reinsurance | 2 RoE is including Asset Management contribution; RoE without Asset Management contribution was 11.8% for 6M 2023 was and 10.4% for 6M 2024

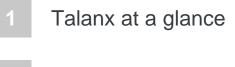
#### Reinsurance

**3** RoE over 20%, clearly beating ambition level











#### Segment highlights

#### Group outlook



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4 Guidance for FY 2024 to be reviewed post Q3

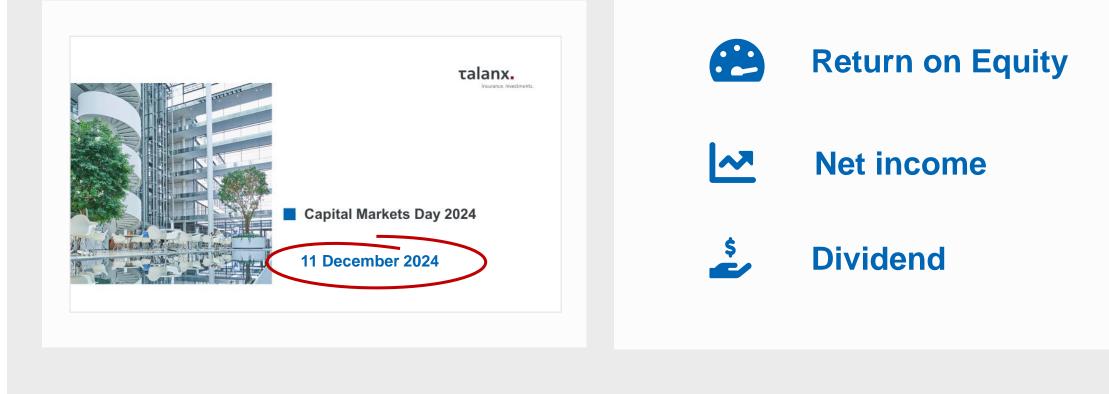


Note: All targets are subject to large losses not exceeding the large loss budget (EUR 2,435m for 2024), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Subject to supervisory board and AGM approval

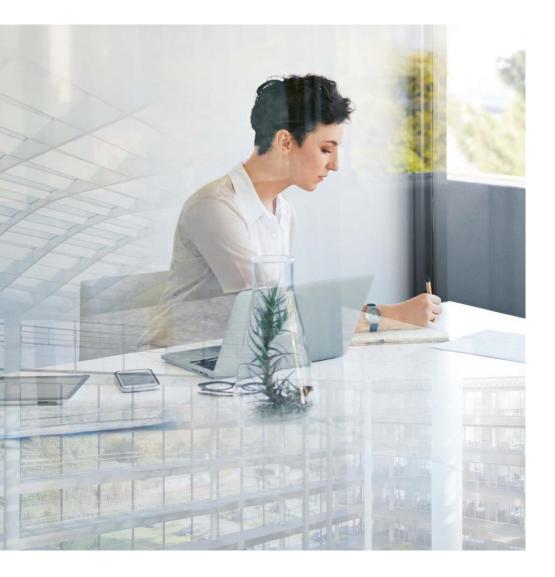
4 New financial mid-term targets coming @ CMD 2024

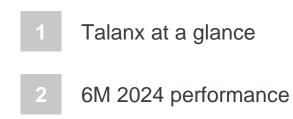
# **Capital Markets Day 2024**

### New financial mid-term targets











#### Group outlook



Appendix

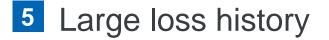
# **Talanx Primary Insurance and Reinsurance**

5 Contributions to net income

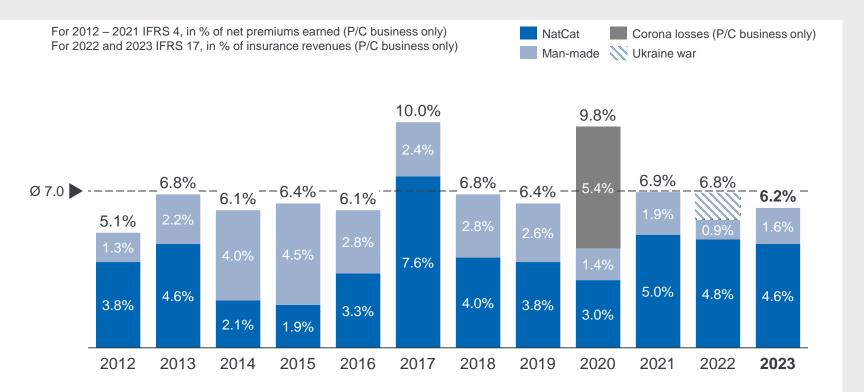
Net income attributable to Talanx AG shareholders, in EURm

		1 Industrial Lines	2 Retail Germany	3 Retail International	∑ Pr	4 imary rance	Reinst	urance	6 Corporate Operations	7 Conso- lidations	8 Talanx Group
1	2018	-16	102	161	247	31%	540	69%	-80	-4	703
IFRS 4	2019	103	133	164	400	39%	619	61%	-97	1	923
	2020	47	119	160	326	42%	442	58%	-117	-3	648
	2021	143	161	189	493	45%	609	55%	-105	14	1,011
	2022	177	150	214	541	43%	707	57%	-95	19	1,172
↑ IFRS 17 ↓	2023	351	161	277	790	46%	917	54%	-87	-38	1,581
	6M 2024	223	82	224	529	48%	585	52%	-29	4	1,090

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



#### Net large losses in relative terms



Large losses of EUR 2,167m slightly below budget (EUR 2,200m) despite higher NatCat losses (EUR +83m) and higher man-made losses (EUR +277m)

#### Top 3 largest NatCat losses:

- Italy storm / hail EUR 354m
- Türkiye earthquake EUR 315m
- Mexico hurricane "Otis" EUR 171m

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



<b>Net Iosses</b> in EURm, 2023 (2022)	Industrial Lines	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Talanx Group
TOP 10 NatCat							
1. Storm and hail, Italy (July)	11.0		5.0	16.0	313.1	25.0	354.1
2. Earthquake, Türkiye (February)	18.1		7.5	25.6	270.1	19.2	314.9
3. Hurricane "Otis", USA / Mexico, (October)	7.2		5.8	13.0	142.2	15.7	170.9
4. Forest fires "Maui" Haiwaii, USA (August)					96.8		96.8
5. Earthquake, Morocco (September)					73.5		73.5
6. Cyclone "Gabrielle", New Zealand (February)	0.2			0.2	67.1		67.3
7. Storm "Lambert", Germany (June)	16.1	24.0		40.2	12.7	7.8	60.7
8. Flood "Auckland", New Zealand (January / February)					46.8		46.8
9. Heavy rain, Slovenia / Austria (August)	15.7			15.7	28.3		44.1
10. Storm and flood, Australia (December)	0.2			0.2	43.8		44.0
Sum NatCat (total <sup>1</sup> )	<b>122.2</b> (270.4)	<b>49.9</b> (36.2)	<b>21.9</b> (8.5)	<b>194.0</b> (315.0)	<b>1,347.7</b> (1,205.1)	<b>69.6</b> (8.3)	<b>1,611.3</b> (1,528.5)
Property	166.7	20.0	13.2	199.9	197.6	37.5	435.0
Aviation	25.2			25.2	36.9		62.1
Transport	19.7			19.7	13.8	1.4	34.9
Credit					24.6		24.6
Sum other large losses	<b>211.5</b> (74.5)	<b>20.0</b> (10.0)	<b>13.2</b> (8.6)	<b>244.7</b> (93.1)	<b>272.9</b> (169.7)	<b>38.9</b> (17.3)	<b>556.6</b> (280.0)
Russian war in Ukraine				(36.3)	(330.9)		(367.2)
Total large losses	<b>333.7</b> (381.2)	<b>69.9</b> (46.2)	<b>35.1</b> (17.1)	<b>438.8</b> (444.4)	<b>1,620.5</b> (1,705.7)	<b>108.5</b> (25.6)	<b>2,167.9</b> (2,175.7)
Pro-rata large loss budget	365.0	45.0	15.0	425.0	1,725.0	50.0	2,200.0

Note: Definition "large loss": in excess of EUR 10m gross in either Primary Insurance or Reinsurance. 1 In total 27 NatCat large losses at group level in 2023

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5 Large loss detail 6M 2024

<b>Net Iosses</b> in EURm, 6M 2024 (6M 2023)	Industrial Lines	Retail Germany	Retail International	∑ Primary Insurance	Reinsurance	Corporate Operations	Talanx Group
TOP 10 NatCat							
Flood, Germany (May/June)	29.1	21.6		50.7	120.0	3.0	173.7
Flood, Brazil (Apr/May)	33.8		9.7	43.5	47.3	10.1	101.0
Flood, Dubai (Apr)					81.6		81.6
Earthquake, Taiwan (Apr)	5.7			5.7	33.3		39.0
Flood and tornadoes, USA (Apr/May)					32.5		32.5
Storm and tornadoes, USA (May)					29.4		29.4
Earthquake, Japan (Jan)					25.8		25.8
Heavy rain, southwest Germany (May)		3.2		3.2	21.4		24.6
Flood, southeast China (Jun)					20.0		20.0
Forest fires, Chile (Feb)			3.0	3.0	7.9	3.3	14.2
Hailstorm, Mexico (May)				5.5			5.5
Sum NatCat (total)	<b>74.1</b> (56.6)	<b>24.8</b> (17.0)	<b>12.6</b> (11.1)	<b>111.5</b> (84.7)	<b>419.3</b> (462.5)	<b>16.5</b> (27.5)	<b>547.3</b> (574.7)
Sum man-made	<b>54.3</b> (77.3)	<b>0</b> (0)	<b>0</b> (13.1)	<b>54.3</b> (90.3)	<b>147.2</b> (144.5)	<b>0.8</b> (10.4)	<b>202.3</b> (245.2)
Total large losses <sup>1</sup>	<b>128.3</b> (133.9)	<b>24.8</b> (17.0)	<b>12.6</b> (24.2)	<b>165.8</b> (175.1)	<b>566.5</b> (606.9)	<b>17.3</b> (37.9)	<b>749.6</b> (819.9)
Pro-rata large loss budget	213.9 (164.7)	22.5 (22.5)	13.6 (7.5)	250 (194.7)	801.3 (751.2)	35.0 (25.0)	1,086.3 (970.8)

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

1 Losses caused by the hurricane Beryl and the Crowdstrike incident cannot yet be estimated and are therefore part of the booked but not yet utilised major loss budget. Both are events in Q3 2024.

5 Resiliency embedded in best estimate for P/C net claims reserves<sup>1,2</sup>

In EURm

As of year end, undiscounted

In % of net reserves

	2019	2020	2021	<b>2022</b> <sup>5</sup>	2023
Talanx Primary Group <sup>3</sup>	738	1,020	1,221	1,161	1,542
<b>Reinsurance</b> (Hannover Re)	1,456	1,536	1,703	1,378	2,057
Talanx net <sup>4</sup>	2,194	2,687	3,023	2,643	3,704

As of year end, undiscounted

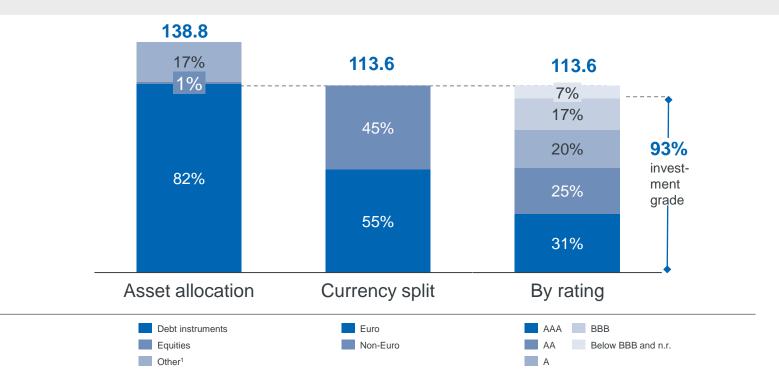
	2019	2020	2021	<b>2022</b> <sup>5</sup>	2023
Talanx Primary Group <sup>3</sup>	6.2%	8.4%	8.8%	7.4%	8.8%
<b>Reinsurance</b> (Hannover Re)	5.6%	5.6%	5.2%	3.6%	5.0%
Talanx net⁴	5.8%	6.8%	6.5%	4.9%	6.3%

1 Resiliency embedded in best estimate 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 enable comparability with IFRS 4 figures of previous years. | 2 Before taxes and minorities | 3 Talanx Primary Group, excluding Talanx AG | 4 Sum of Hannover Re, Talanx Primary Group, Talanx AG (not consolidated) 5 Excludes EUR 5m related to Hungarian entity which was deconsolidated in 2023 τalanx.

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### 5 Unchanged low-beta strategy with high quality investment portfolio

# **Investments for own risk**



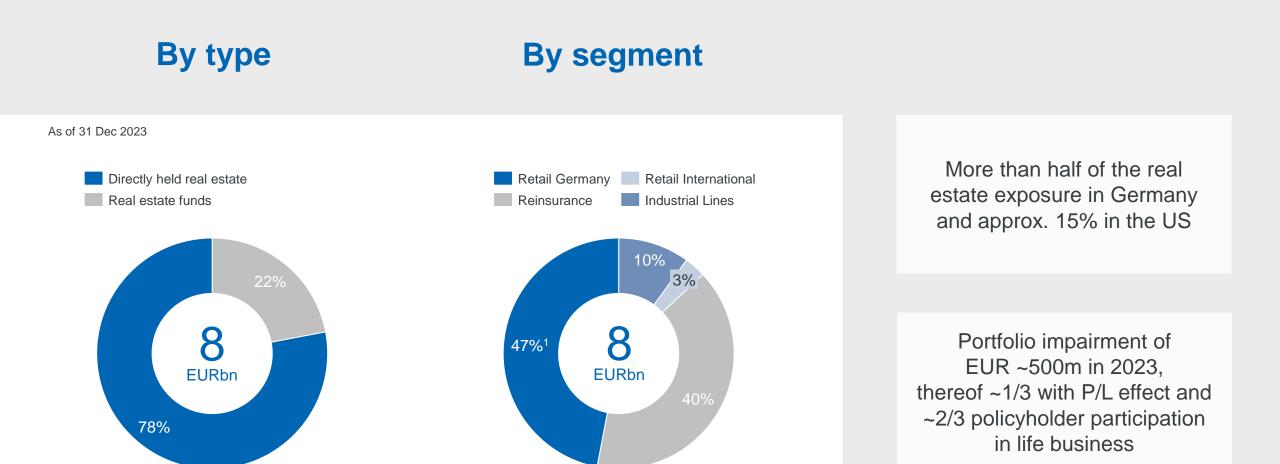
Debt Instruments mainly (68%) invested in government and covered bonds

Equity share in current year reduced by 26%

Shrinking portion of Euro investments

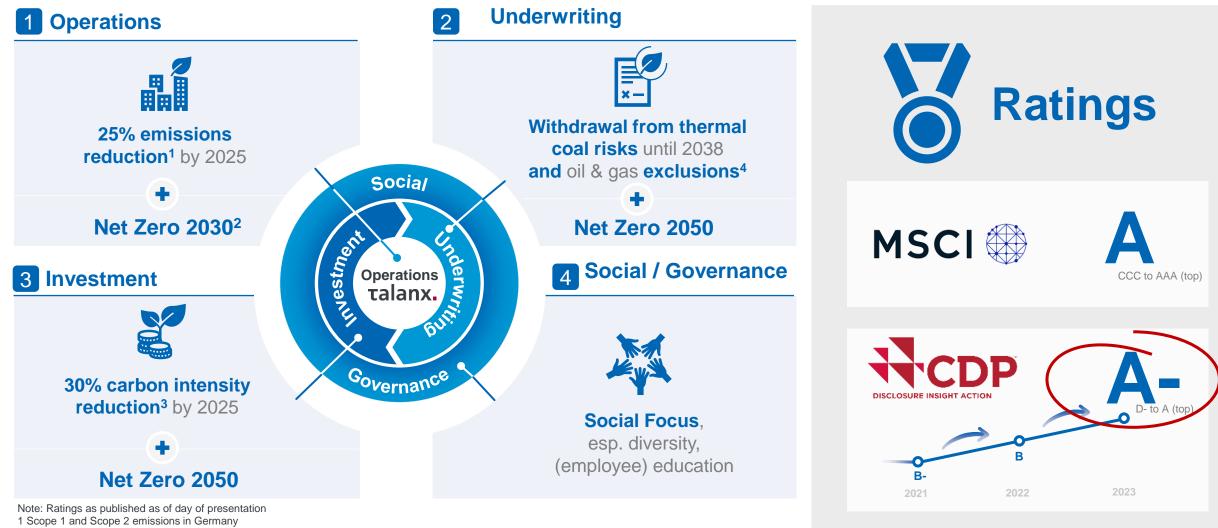
Note: "Below BBB and n.r." includes non-rated bonds 1 Includes mainly private equity, real estate and infrastructure investments





Note: Real estate portfolio without owner-occupied property 1 Thereof 97% Life, 3%  $\mbox{P/C}$ 

# 5 Sustainability – Our commitments recognised by improving ratings



2 With compensation of residual emissions

3 30% reduction in the carbon intensity of the liquid portfolio by 2025 compared to the 2019 baseline 4 With effect from 1 July 2023

# 5 6M 2024 and 6M 2023 results overview – Talanx Group

EURm	6M 2023	6M 2024	6M 2024 / 6M 2023
Insurance revenue (gross)	20,862	23,606	13.2%
Insurance service result (net)	1,627	2,320	42.5%
thereof Non-Life	1,064	1,724	62.0%
Net investment income for own risk	1,726	2,186	26.6%
Result from unit-linked contracts	779	1,248	60.1%
Net insurance finance result before currency effects	-1,745	-2,651	-51.9%
Net insurance finance and investment result before currency effects	760	784	3.1%
Net currency result	36	-55	-252.1%
Other result	-466	-534	-14.5%
Operating result (EBIT)	1,957	2,515	28.5%
Financing costs	-120	-116	3.1%
Taxes on income	-450	-692	-53.9%
Minority interest on profit & loss	-561	-617	-10.0%
Net income	827	1,090	31.8%
Earnings per share (EPS) <sup>1</sup>	3.26	4.22	+0.96
Combined ratio Property / Casualty (net / gross)	93.7%	91.2%	-2.5%pts
Tax ratio	24.5%	28.8%	4.4%pts
Return on equity (RoE)	18.5%	20.3%	1.8%pts
RoE adjusted for net income impact from fair value through p&I assets	18.2%	19.8%	1.6%pts
Return on investment for own risk	2.7%	3.2%	+0.5%pts

1 Based on: 253,350,943 shares for 6M 2023 and 258,228,991 shares for 6M 2024

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# **5** 6M 2024 results overview - Segments

EURm	Industrial Lines		Retail Germany		Retail International		Primary Insurance		Reinsurance	
	6M 2023	6M 2024	6M 2023	6M 2024	6M 2023	6M 2024	6M 2023	6M 2024	6M 2023	6M 2024
Insurance revenue (gross)	4,221	4,798	1,722	1,795	3,087	4,595	9,031	11,188	12,273	12,916
Insurance service result (net)	292	429	179	145	185	385	656	958	1,079	1,411
Net investment income for own risk	108	186	531	642	252	359	890	1,187	866	1,028
Result from unit-linked contracts	0	0	754	1,229	25	19	779	1,248	0	0
Net insurance finance result before currency effects	-59	-118	-1,215	-1,835	-120	-178	-1,394	-2,131	-342	-500
Net insurance finance and investment result before currency effects	49	68	70	36	157	200	276	304	524	528
Net currency result	5	-21	-10	15	7	6	1	0	34	-57
Other result	-155	-171	-89	-52	-101	-167	-345	-390	-274	-212
Operating result (EBIT)	190	305	150	144	249	424	589	873	1,362	1,670
Financing costs	-6	-5	-3	-3	-10	-36	-19	-44	-74	-63
Taxes on income	-34	-77	-53	-54	-57	-126	-144	-256	-298	-446
Minority interest on profit & loss	0	0	-5	-5	-41	-39	-46	-44	-506	-577
Net income	151	223	88	82	141	224	380	529	484	585
Combined ratio Property / Casualty (net / gross)	93.1%	91.1%	96.1%	99.7%	95.4%	92.4%	94.3%	92.4%	91.7% <sup>1</sup>	87.8% <sup>1</sup>
Return on equity (RoE)	12.8%	15.7%	11.8%	10.4%	12.0%	14.7%	12.3%	14.2%	21.5%	22.8%
RoE adjusted for net income impact from fair value through p&I assets	14.9%	15.5%	12.4%	10.4%	10.8%	13.9%	12.7%	13.8%	20.1%	22.0%
Return on investments for own risk	1.8%	2.7%	2.3%	2.7%	3.9%	4.9%	2.5%	3.1%	3.1%	3.3%

1 Combined ratio (net/net)





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Microsoft Teams You can reach us also via video conference

#### 5 Details on reserve review by WTW

(as per pages 14 and 30 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

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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.

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