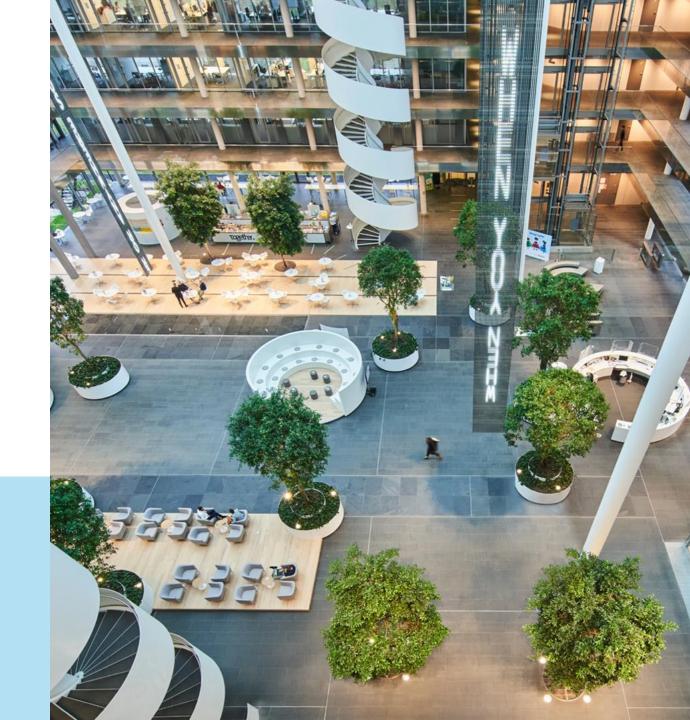


# Talanx: Sustainable profitability

FY 2024 roadshow Paris, 20 March 2025

Torsten Leue, CEO





## **Agenda**

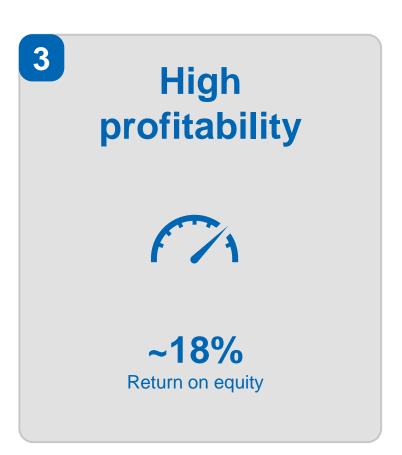
- 1 CEO highlights
- 2 CFO highlights
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## An excellent year 2024...

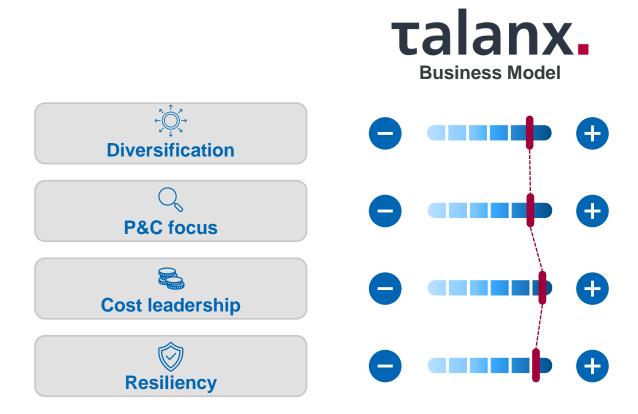
**Strong** top line growth +11%1 Insurance revenue

2 **Superior** earnings growth +25% Group net income



1 Currency-adjusted: +13%

## ... based on a well running business model





## Strong performance across all Primary Insurance segments

**Corporate & Specialty** Retail International Germany **Growth player** Global player EUR 3.6bn EUR 10bn EUR 9.3bn **EUR 501m EUR 449m EUR 163m** 

Insurance

revenue

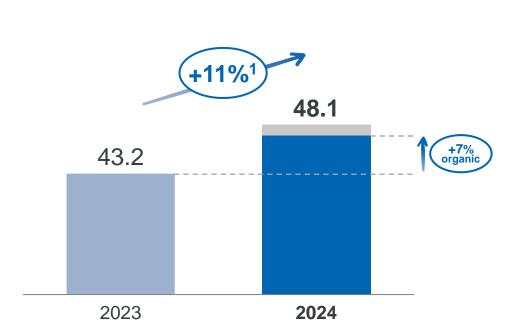
income<sup>1</sup>

1 After minorities

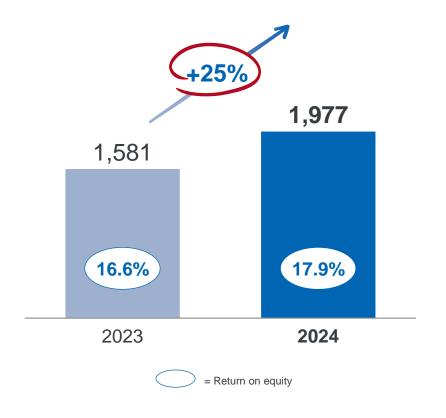
**CEO** highlights

## Top line Bottom line

Insurance revenue, in EURbn



Group net income, in EURm

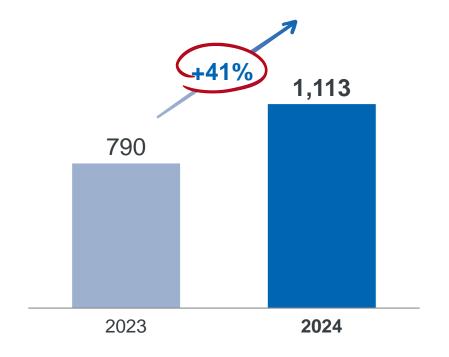


1 Currency-adjusted: +13%

### ... driven by Primary Insurance

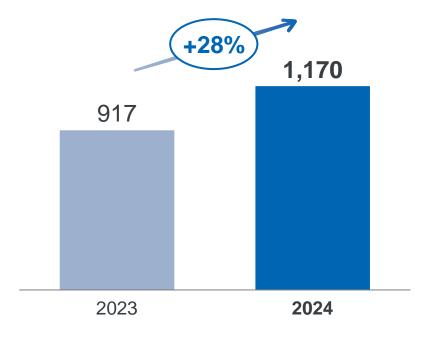
#### **Primary Insurance net income contribution**

after minorities, in EURm



#### Reinsurance net income contribution

after minorities, in EURm



## Profit contribution of Primary Insurance almost at target level of ~ 50% ...





Note: Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany; percentages are calculated in percent of Group net income adjusted for Group Operations and Consolidation



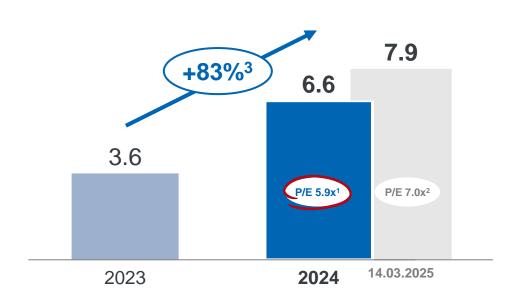
## ... is reflected in rising shareholder value

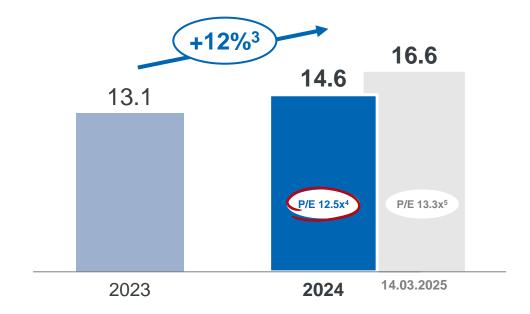
#### **Primary Insurance**

Reinsurance

Market capitalisation at year-end, in EURbn

Market capitalisation at year-end, in EURbn



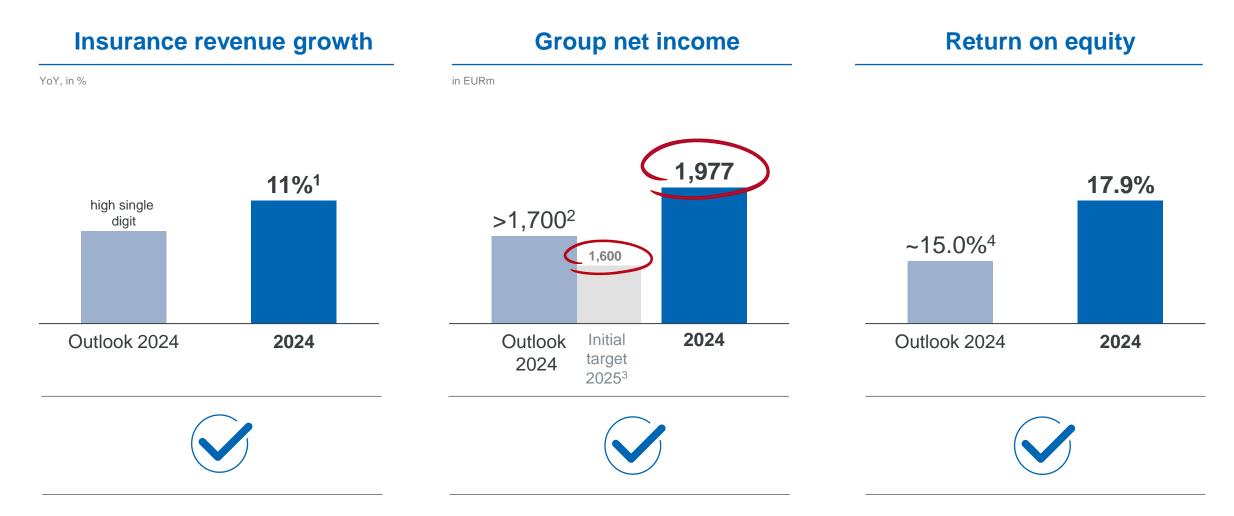


Source: FactSet

Note: Primary Insurance is defined as Talanx AG market capitalization minus 50.2 percent of Hannover Re market capitalization, which is shown as Reinsurance. Both together represent the Talanx AG market capitalisation 1 P/E 2024 based on EUR 1,113m net income | 2 P/E 2025e based on EUR 1,129m consensus expectation for net income (Corporate & Specialty, Retail International and Retail Germany) | 3 Growth 31.12.2023 vs 31.12.2024 4 P/E 2024 based on EUR 1,170m net income | 5 PE 2025e based on EUR 2,486m consensus expectation for Hannover Rueck SE according to Bloomberg data

**CEO** highlights

## Net income target 2025 delivered one year early and higher!



<sup>1</sup> Currency-adjusted: +13% | 2 Initial guidance as communicated with 2023 results; was lifted to >>1,700 with 6M 2024 results and lifted to >1,900 with 9M 2024 results | 3 Target according to prior strategic cycle was EUR 1,600m for 2025 4 Initial guidance as communicated with 2023 results



#### Outlook 2025

**Insurance revenue growth** 

**Group net income** 

**Return on equity** 

in EURm







Mid Single-digit<sup>1</sup>

>2,100<sup>2</sup>

~17%3

Note: Targets are subject to large losses staying within their respective annual large-loss budgets (EUR 2.8bn in 2025) as well as no occurrence of major turmoil on currency and/or capital market 1 Currency-adjusted | 2 Original strategic target was EUR 1.6bn | 3 Provided that there are no fluctuations in equity for other reasons (e.g. credit spread changes). Strategic target is > 12%

## **Strategic targets until 2027**

#### **Group net income**





Increase 2024 – 2027

+30%



Increase 2024 - 2027

+50%

Note: 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 EUR 1,977m; dividend growth target until 2027 with a dividend 2024 baseline of EUR 2.70; dividend per share for 2027 paid in 2028; subject to supervisory board and AGM approval; CAGR (2024-2027): Net income = ~10%, dividend = 14%



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## **CFO** highlights 2024

**Strong growth** 

**High profitability** 

**Increased dividend** 



Revenue growth



**ROE** 



Dividend per share<sup>2</sup>

+11%1

17.9%

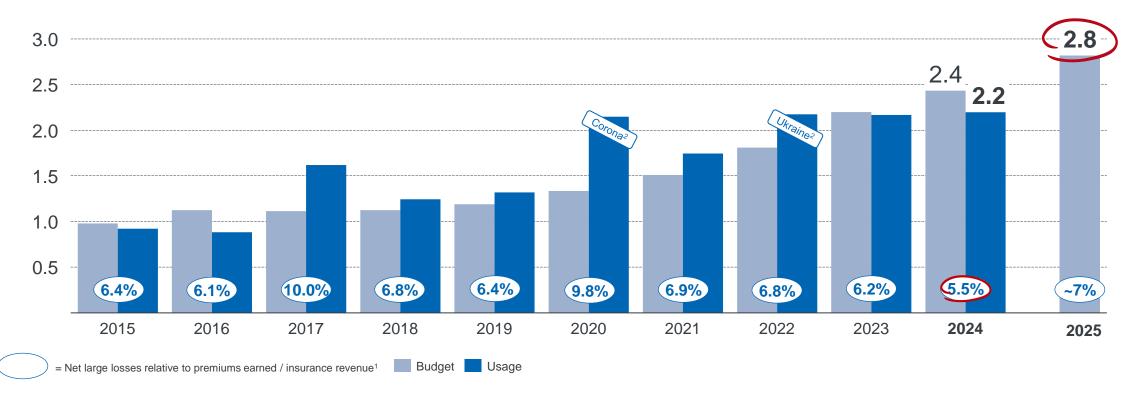
**2.70** (+15% versus 2023)

<sup>1</sup> Currency-adjusted: +13% | 2 Dividend for 2023 paid in 2024 and for 2024 to be paid in 2025, subject to AGM approval



#### Large losses in absolute and relative terms

P/C business only, in EURbn



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

1 For 2015 – 2021 IFRS 4, in % of net premiums earned. From 2022 IFRS 17, in % of insurance revenues | 2 Details in appendix



#### **High-quality investment portfolio**

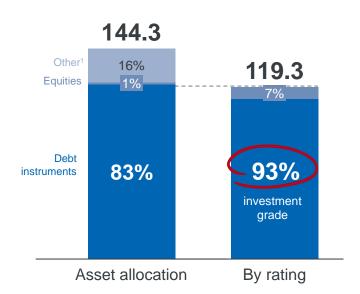
#### Average reinvestment yield<sup>2</sup>

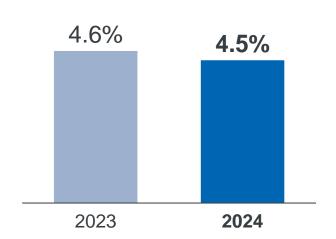
#### Average bond portfolio yield<sup>3</sup>

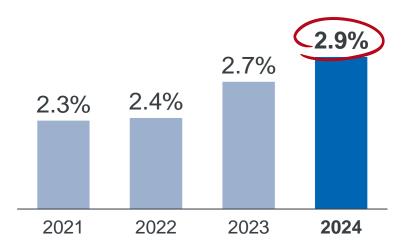
2024, in EURbn

in % p.a.

in % p.a.





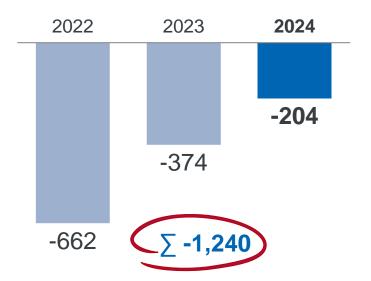


<sup>1</sup> Includes mainly private equity, real estate and infrastructure investments | 2 On debt instruments securities calculated as FY average | 3 On debt instruments at year-end

## Resiliency further improved

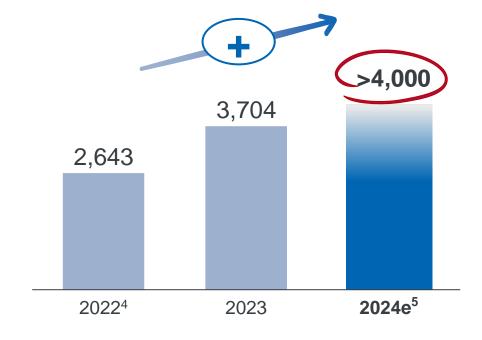
#### Net realised bond gains/losses<sup>1</sup>

EBIT impact, in EURm



#### Resiliency embedded in best estimate<sup>2</sup>

Talanx Group<sup>3</sup>, in EURm

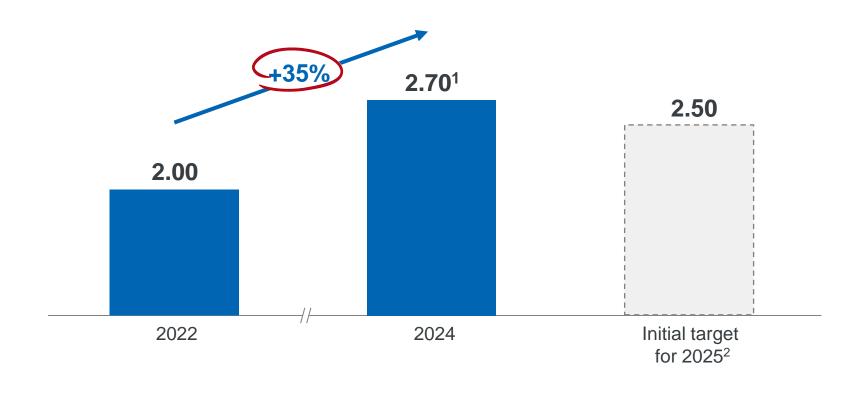


<sup>1</sup> Excluding losses allocated to policyholders in German Retail Life, according to IFRS 17 | 2 Resiliency embedded in best estimate for P/C net claims reserves (undiscounted), before taxes and minorities which is defined as the difference between booked reserves (based on Talanx' own best estimates) and WTW analysis. WTW calculation based on data provided by Talanx. | 3 Sum of Hannover Re, Talanx Primary Group, Talanx AG (not consolidated) | 4 Excludes EUR 5m related to Hungarian entity which was deconsolidated in 2023 | 5 Internal estimates (external expert calculation to be published with Q1 2025 results on 15 May 2025)

## Dividend target 2025 delivered one year early and higher!

#### **Dividend**

in EUR per share



Note: Strategic dividend growth target of +25% until 2025 based on a dividend of EUR 2.00 per share for 2022 paid in 2023 | 1 Subject to supervisory board and AGM approval | 3 Target according to prior strategic cycle was EUR 2.50 dividend for 2025 to be paid in 2026



Target

## Aiming for steadily rising profits and dividends with lower volatility

#### **Group net income**

**Dividend** 



Increase 2024 - 2027

+30%



Increase 2024 - 2027

+50%

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



## **Agenda**

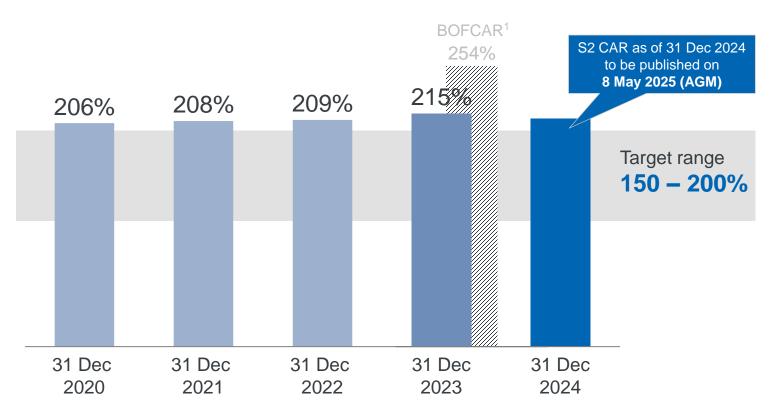
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## S&P rating upgrade to "AA-"...

#### **Solvency 2 ratios**

## **Ratings**









Note: Insurer Financial Strength Rating

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



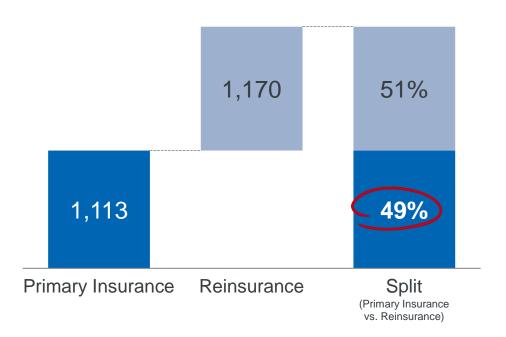
2024, in EURm

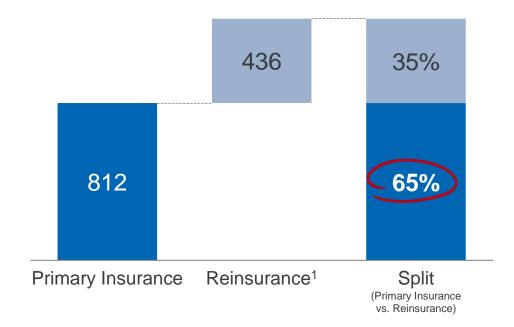
## ...reflects strong earnings and cash generation of Primary Insurance

#### **Group net income**

#### **Cash contribution from subsidiaries**

Local GAAP, as affecting income statement of Talanx AG in 2024, in EURm





Note: Primary Insurance is the sum of Corporate & Specialty, Retail International and Retail Germany 1 Dividend from Hannover Re received by Talanx AG in 2024 for 2023



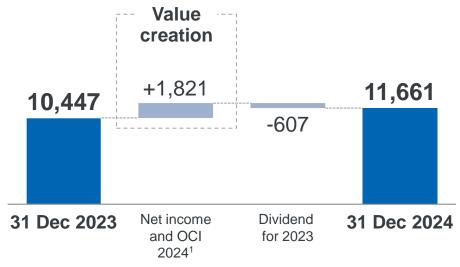
## 90% of market value backed by existing book

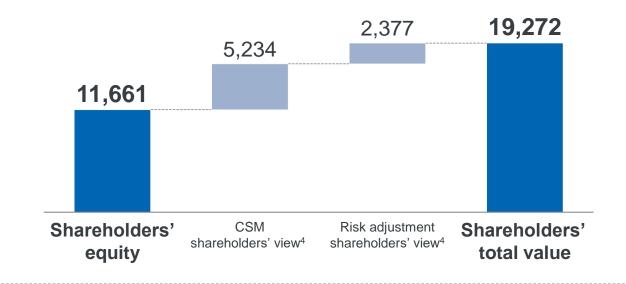
#### Shareholders' equity development

#### **Shareholders' capital components**

After taxes and minorities, in EURm

After taxes and minorities, as of 31 Dec 2024, in EURm





Book value per share<sup>2</sup>

in EUR

40.46

45.16<sup>3</sup>

45.16<sup>3</sup>

20.27

9.21

82.15 Market value 31.12.2024

1 Net income and Other Comprehensive Income after minorities | 2 Based on 258,228,991 shares | 3 Incl. goodwill (shareholder's equity excl. goodwill: EUR 39.00)

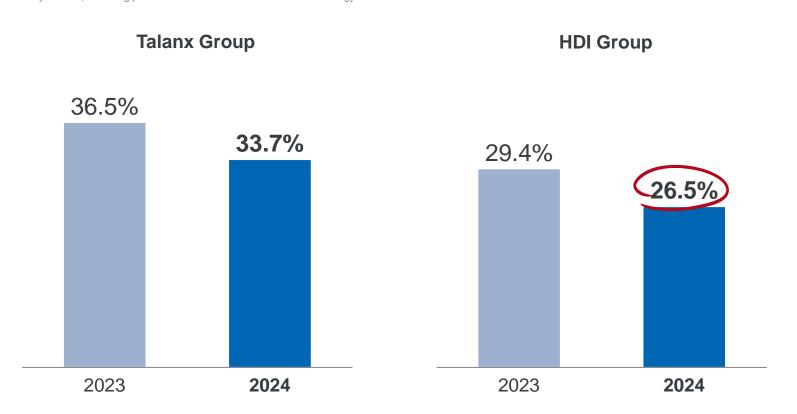
4 Based on flat / average tax rates and minorities



## Efficient capital structure with reduced leverage

#### **Debt leverage ratio**

as of year-end, including pension liabilities in line with S&P methodology<sup>1</sup>



#### Main differences 2024 HDI Group vs. Talanx Group

Internal HDI V.a.G. funding: -3.7%pts

Higher equity of HDI Group: -3.6%pts

<sup>1</sup> Pension liabilities represent ~3%pts of debt leverage



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## Continue to leverage hard market cycle

#### Insurance revenue

## 9,065 10,006 2023 2024

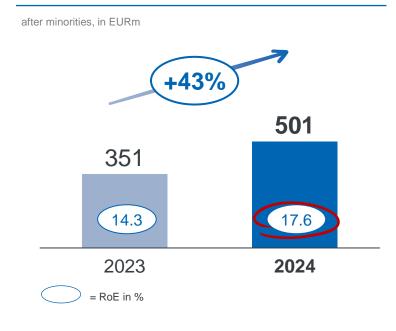
Continued growth driven by new business and rate changes above claims inflation

#### Insurance service result



Improved technical performance and additional reserve strengthening

#### **Net income**



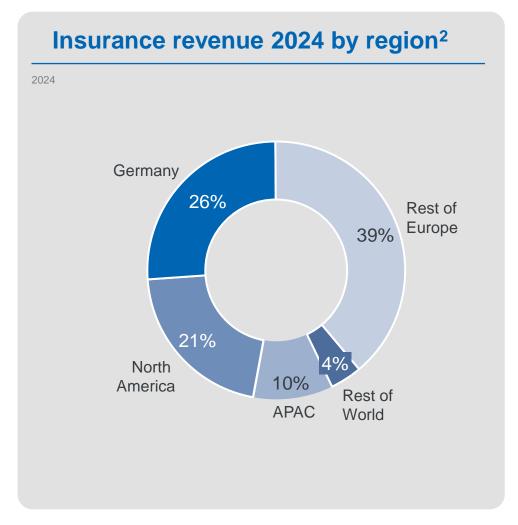
Profitability up despite higher tax ratio

<sup>1</sup> Currency-adjusted: +11% | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance

## Continued growth driven by good new business across markets ...

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





<sup>1</sup> On unconsolidated basis | 2 Breakdown based on (booking) entity location for commercial business, on (insured) country risk for specialty business

## ... and rate changes on adequate levels in most important lines of business

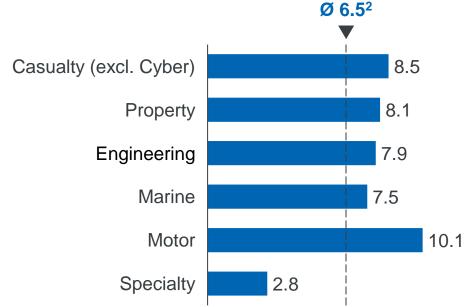
2024

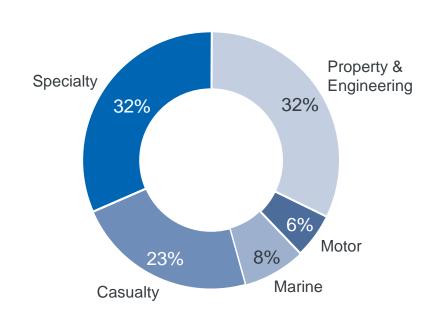
#### Rate changes<sup>1</sup>

**Insurance revenue 2024 by line of business** 

in %

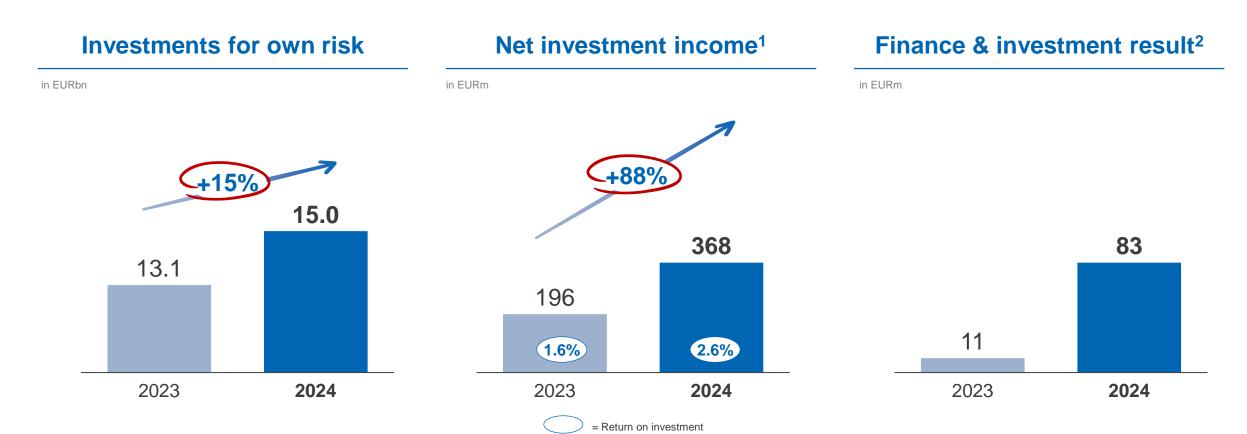
Ø 6.5<sup>2</sup>





<sup>1</sup> after cancellations, change of share and considering effects of premium, fees (exception Liability) and equivalents. Engineering for annuals only & excl. project business | 2 Premium-weighted average

## Volume growth and portfolio management actions drive investment return



<sup>1</sup> Net investment income for own risk | 2 Net insurance finance and investment result before currency effects. Includes accrual (unwinding) of discount benefit invested risk-free and thus represents net spread from investment management



#### Outlook 2025

Insurance revenue growth<sup>1</sup>

**Combined ratio<sup>2</sup>** 

**Return on equity** 

in %



%



**High single-digit** 

<92%

>15%

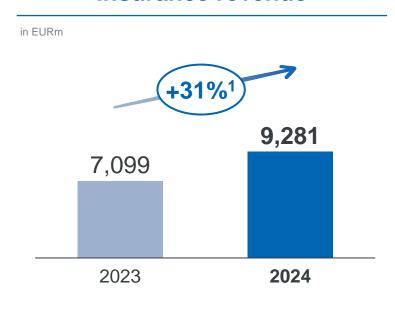
Note: All targets are subject to large losses not exceeding the large loss budget (EUR 550m in 2025), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio. 1 Currency-adjusted | 2 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance

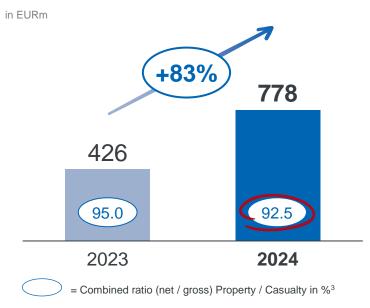
## Strong underwriting performance and LatAm acquisition boost profitability

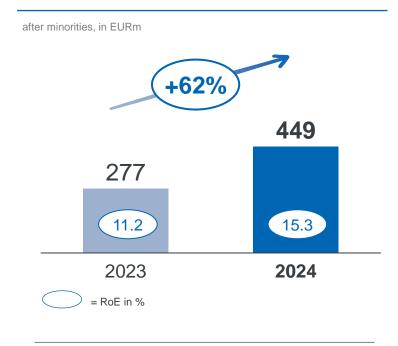
### Insurance revenue Insurance service result











Accelerated inorganic and organic<sup>2</sup> growth

Strong underwriting performance driven by technical excellence

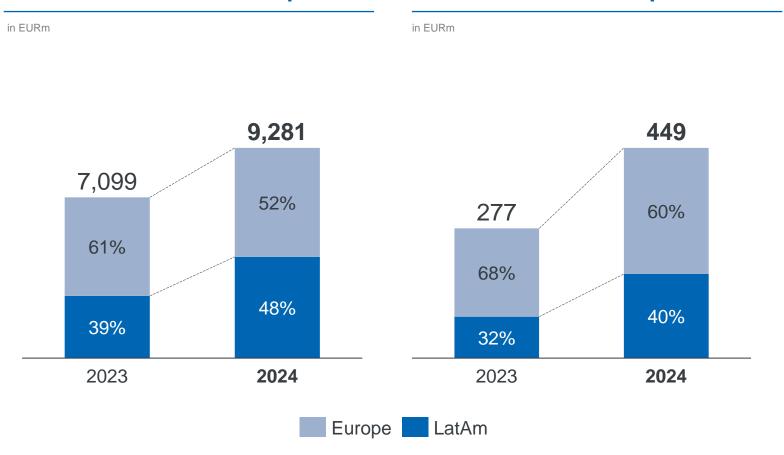
Rising profitability despite LatAm integration costs

<sup>1</sup> Currency-adjusted: +40% | 2 currency-adjusted: 15% | 3 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance.

## Moving towards 50/50 balance Europe vs LatAm

#### **Insurance revenue split**

#### Net income split<sup>1</sup>



No. 2 P&C insurer in LatAm

Net income contribution from Liberty acquisition >80m EUR<sup>2</sup>

~70m EUR<sup>3</sup> integration costs booked by end of 2024

Note: Data relate to the total of Europe and Latin America

1 Split of net income of operating entities after minorities, before holding and financing costs and adjusted for intragroup dividend payments | 2 After financing costs | 3 Represent ~ 75% of total integration costs

#### Outlook 2025

Insurance revenue growth<sup>1</sup>

**Combined ratio** 

**Return on equity** 

in %



%



Mid to high single-digit

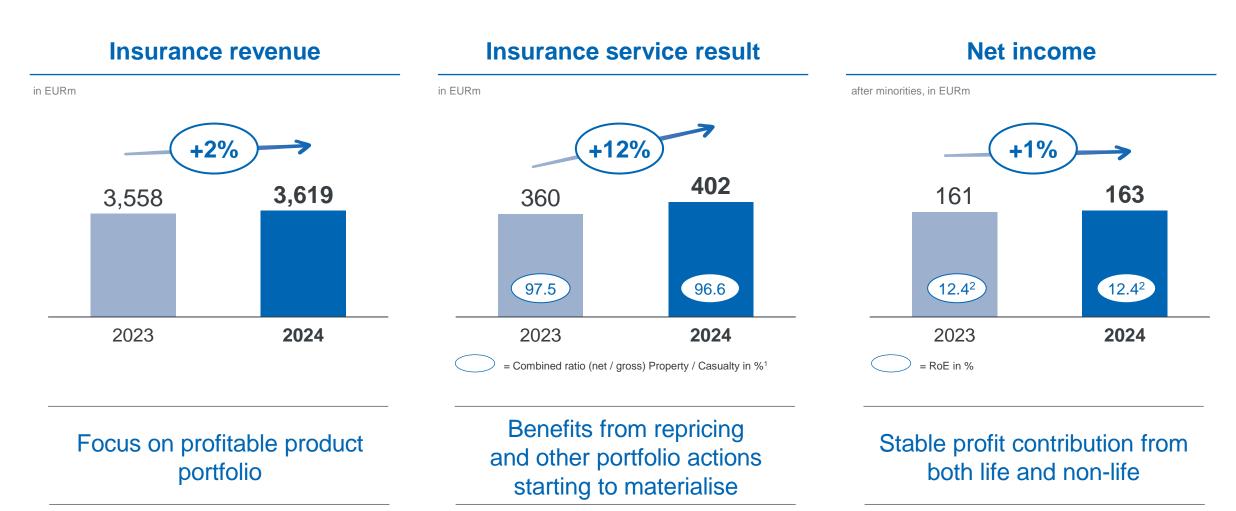
~93%

>13%

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 50m in 2025), no turbulences on capital markets, and no material currency fluctuations. In addition, the targets may be subject to fluctuations due to the application of the new IFRS 9 accounting standard for the valuation of the investment portfolio

1 Currency-adjusted

## Stable results in challenging market environment



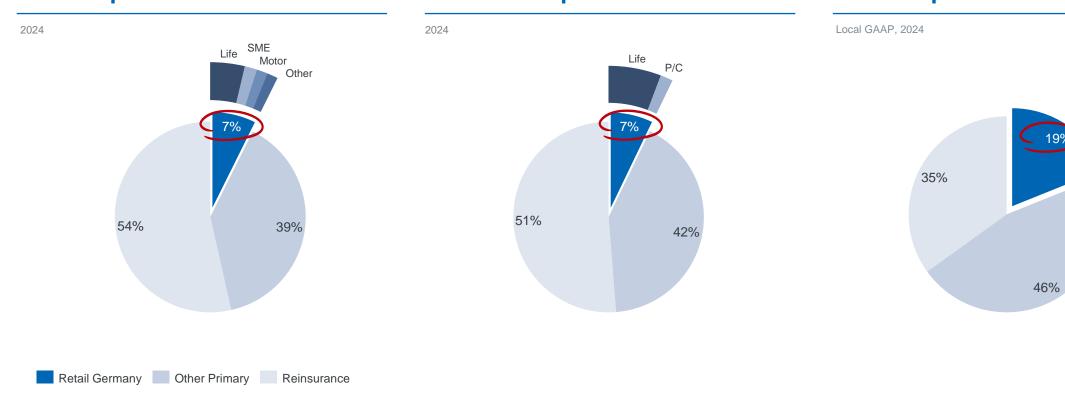
<sup>1</sup> Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue <u>before</u> reinsurance | 2 RoE is including Asset Management contribution; RoE without Asset Management contribution was 11.0% for 2023 and 10.8% for 2024

## Solid profitability with significant cash contribution to the group

#### **Group insurance revenue<sup>1</sup>**

#### **Group net income<sup>2</sup>**

#### **Group cash contribution**<sup>3</sup>



Note: Numbers may not add up due to rounding differences

<sup>1</sup> Percentages are calculated in percent of Group insurance revenue adjusted for Group Operations and Consolidation | 2 Percentages are calculated in percent of Group net income adjusted for Group Operations and Consolidation 3 Percentages are calculated in percent of cash contributions to Talanx AG adjusted for contribution from Group Operations (mainly Ampega)

## Outlook 2025

P/C combined ratio<sup>1</sup>

Life new business value<sup>2</sup>

**Return on equity** 

in %

in EURm

%





<96%

>170

>10%

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 50m in 2025), 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 Combined ratio (net / gross): Insurance service expenses after reinsurance divided by insurance revenue before reinsurance | 2 Contractual service margin from new business minus loss component from new business, after reinsurance

# Strong and reliable profitability

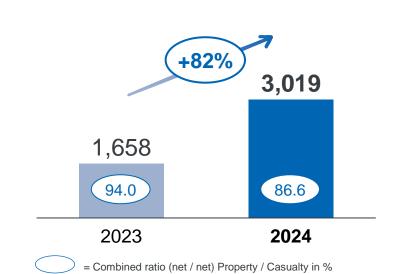
#### Insurance revenue

# 26,379 24,456 2023 2024

Attractive growth in a favourable market environment, mainly driven by P/C business

#### Insurance service result

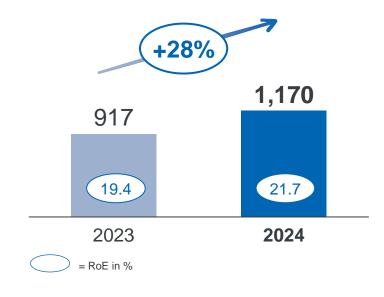
in EURm



Significant increase reflects strong underlying profitability & balance-sheet strengthening in 2023

#### **Net income**





Strong earnings contribution from P&C, L&H and investments

1 Currency-adjusted: +7.8%

in EURm

## Outlook 2025

Insurance

revenue growth<sup>1</sup>

#### P/C Reinsurance

Combined ratio<sup>2</sup>

#### L/H Reinsurance

CSM Insurance growth service result

#### Reinsurance

Group net income



%





J

<88%

~2%

>875m EUR

~1.2bn EUR

Note: All targets are subject to large losses not exceeding the large loss budget (EUR 2.1bn for 2025), 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 | 2 Combined ratio (net / net): Insurance service expenses after reinsurance divided by insurance revenue after reinsurance



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## Outlook 2025

Insurance revenue growth<sup>1</sup>

### **Group net income**

**Return on equity** 

in EURm







Mid single-digit

>2,100<sup>2</sup>

~17%3

Note: Targets are relevant as of FY2024; targets are subject to large losses staying within their respective annual large-loss budgets (EUR 2.8bn in 2025) as well as no occurrence of major turmoil on currency and/or capital market 1 Currency-adjusted | 2 Original strategic target was EUR 1.6bn | 3 Provided that there are no fluctuations in equity for other reasons (e.g. credit spread changes). Strategic target is > 12%

# **Strategic targets until 2027**

### **Group net income**



Increase 2024 – 2027

+30%

#### **Dividend**



Increase 2024 - 2027

+50%

Note: 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 EUR 1,977m; dividend growth target until 2027 with a dividend 2024 baseline of EUR 2.70; dividend per share for 2027 paid in 2028; subject to supervisory board and AGM approval; CAGR (2024-2027): Net income = ~10%, dividend = 14%

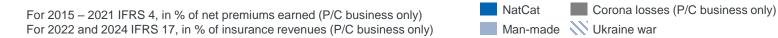


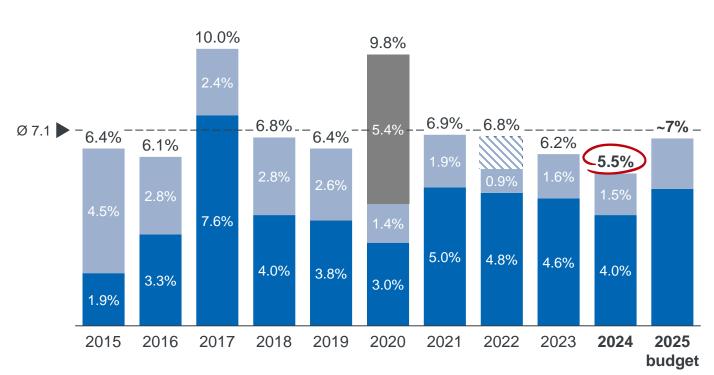
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## 2024 large losses clearly below budget and long-term average

### **Net large losses in relative terms**





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

2024 large losses of EUR 2,199m **below** budget (EUR 2,435m)

#### **Top 3 NatCat losses in 2024:**

- Hurricane "Milton" EUR 290m
- Floods Eastern Europe EUR 254m
- Floods Brazil EUR 148m

# Large loss detail

Net losses in EURm, FY 2024 (FY 2023)	Corporate & Specialty	Retail International	Retail Germany	∑ Primary Insurance	Reinsurance	Group Operations	Talanx Group
TOP 10 NatCat							
Hurricane "Milton", USA (Oct)	60.1			60.1	230.0		290.1
Flood, Eastern Europe (Sep)	14.9	29.5		44.4	193.9	15.7	254.1
Flood, Brazil (Apr/May)	41.5	10.1		51.6	85.3	11.5	148.4
Hurricane "Helene", USA (Sep)	29.9			29.9	116.2		146.1
Flood, Dubai (Apr)	2.3			2.3	138.0		140.3
Flood, Germany (May/June)	27.3		3.9	31.2	52.8	6.4	90.5
Hailstorm "Calgary", Canada (Aug)					87.8		87.8
Hurricane "Beryl", USA (Jun/Jul)					73.7		73.7
Hurricane "Debby", USA & Canada (Aug)					50.1		50.1
Earthquake, Taiwan (Apr)	3.7			3.7	36.5		40.2
Sum NatCat (total)	<b>216.3</b> (122.2)	<b>58.1</b> (21.9)	<b>35.8</b> (49.9)	<b>310.2</b> (194.0)	<b>1,263.9</b> (1,347.7)	<b>36.8</b> (69.6)	<b>1,610.9</b> (1,611.3)
Sum man-made <sup>1</sup>	<b>185.4</b> (211.5) <b>9.3</b> (13.2) <b>12.2</b> (20.0) <b>206.9</b> (244.7) <b>365.3</b> (272		<b>365.3</b> (272.9)	<b>15.5</b> (38.9)	<b>587.7</b> (556.6)		
Total large losses <sup>1</sup>	es <sup>1</sup> 401.6 (333.7) 67.4 (21.5)		<b>48.0</b> (69.9)	<b>517.0</b> (438.8)	<b>1,629.2</b> (1,620.6) <b>52.3</b> (108.5)		<b>2,198.6</b> (2,167.9)
Large loss budget	467.8 (365.0)	27.2 (15.0)	45.0 (45.0)	540.0 (425.0)	1,825.0 (1,725.0)	70.0 (50.0)	2,435.0 (2,200)

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

#### **Appendi**

## Talanx Primary Insurance and Reinsurance Contributions to net income

Net income attributable to Talanx AG shareholders, in EURm

		Corporate & Specialty	Retail International	Retail Germany		∑ Primary Insurance		urance	Group Operations	Conso- lidations	Talanx Group
1	2018	-16	161	102	247	31%	540	69%	-80	-4	703
IFRS 4	2019	103	164	133	400	39%	619	61%	-97	1	923
	2020 4	47	160	119	326	42%	442	58%	-117	-3	648
	2021	143	189	161	493	45%	609	55%	-105	14	1,011
	2022	177	214	150	541	43%	707	57%	-95	19	1,172
IFRS 1	2023	351	277	161	790	46%	917	54%	-87	-38	1,581
	2024	501	449	163	1,113	49%	1,170	51%	-318	11	1,977

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

# Q4 2024 and FY 2024 results overview – Talanx Group

EURm	Q4 2023	Q4 2024	FY 2023	FY 2024	FY 2024 / FY 2023
Insurance revenue (gross)	10,964	12,150	43,237	48,150	11%
Insurance service result (net)	657	1,369	3,234	5,114	58%
thereof Non-Life	342	1,245	2,017	3,875	92%
Net investment income for own risk	578	775	3,235	3,880	20%
Result from unit-linked contracts	707	417	1,414	1,893	34%
Net insurance finance result before currency effects	-1,159	-868	-3,519	-4,494	-28%
Net insurance finance and investment result before currency effects	126	323	1,130	1,278	13%
Net currency result	86	-91	87	-79	-191%
Other result	-560	-365	-1,383	-1,400	-1%
Operating result (EBIT)	308	1,236	3,068	4,913	60%
Financing costs	-59	-57	-234	-227	3%
Taxes on income	251	-501	-289	-1,402	-386%
Minority interest on profit & loss	-199	-294	-964	-1,307	-36%
Net income	302	384	1,581	1,977	25%
Earnings per share (EPS) <sup>1</sup>	1.17	1.49	6.21	7.65	+1.44
Combined ratio Property / Casualty (net / gross)	96.3%	87.9%	94.3%	90.3%	-3.9%pts
Tax ratio	-100.9%	42.5%	10.2%	29.9%	19.7%pts
Return on equity	11.9%	13.3%	16.6%	17.9%	+1.3%pts
Return on investment for own risk	1.7%	2.2%	2.5%	2.8%	+0.3%pts

<sup>1</sup> Based on: 253,169,802 shares for Q4 2022; 258,228,991 shares for Q4 2023; 253,120,747 shares for FY 2022 and 254,687,395 shares for FY 2023 (weighted average)

# FY 2024 results overview - Segments

EURm	Corporate & Specialty		Retail International		Retail Germany		Primary Insurance		Reinsurance	
	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Insurance revenue (gross)	9,065	10,006	7,099	9,281	3,558	3,619	19,722	22,905	24,456	26,379
Insurance service result (net)	770	1,004	426	778	360	402	1,556	2,184	1,658	3,019
Net investment income for own risk	196	368	583	753	909	1,000	1,689	2,121	1,622	2,038
Result from unit-linked contracts	0	0	45	31	1,369	1,861	1,414	1,893	0	0
Net insurance finance result before currency effects	-185	-285	-261	-336	-2,158	-2,867	-2,604	-3,487	-880	-1,115
Net insurance finance and investment result before currency effects	11	83	368	448	120	-5	499	526	741	923
Net currency result	24	-15	-5	13	-20	26	-1	24	87	-108
Other result	-358	-370	-281	-403	-202	-161	-841	-934	-496	-494
Operating result (EBIT)	446	702	507	836	259	262	1,213	1,800	1,990	3,339
Financing costs	-10	-10	-36	-69	-8	-3	-54	-82	-138	-126
Taxes on income	-85	-191	-118	-228	-81	-116	-285	-535	-26	-817
Minority interest on profit & loss	0	0	-76	-90	-9	20	-85	-70	-909	-1.225
Net income	351	501	277	449	161	163	790	1,113	917	1,170
Combined ratio Property / Casualty (net / gross)	91.5%	90.0%	95.0%	92.5%	97.5%	96.6%	93.4%	91.6%	94.0%¹	86.6% <sup>1</sup>
Return on equity	14.3%	17.6%	11.2%	15.3%	11.0%	10.8%	12.4%	15.3%	19.4%	21.7%
Return on investments for own risk	1.6%	2.6%	4.3%	5.1%	1.9%	2.1%	2.3%	2.8%	2.8%	3.2%

<sup>1</sup> Combined ratio (net/net)

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15 May 2025

Q1 2025 results

21 May 2025

Berenberg European Conference, Manhattan

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