

26th International Investors' Day

Berlin, 12 December 2023





Introducing our Group Strategy 2024 - 2026

Jean-Jacques Henchoz, Chief Executive Officer 26th International Investors' Day 2023 Berlin, 12 December 2023



Agenda

Taking stock of our performance to date

Group Strategy 2024 - 2026





Taking stock of our performance to date



We delivered on our promises despite a challenging market environment





1) S&P Global Reinsurance Highlights 2023: Reinsurance sector return on capital is calculated on 12-month basis, sources. S&P Global Ratings and Bloomberg

All three profit engines contributed to our outperformance



1) Normalised (planned) EBIT 2020 vs. EBIT target 2023

Strategic initiatives supported our successful development



Actively managing a dynamic environment to deliver value to our shareholders Our Group strategy addresses four major global trends





Group Strategy 2024 - 2026



Group Strategy 2024 - 2026

Staying Focused. Thinking Ahead.



Staying focused on our "somewhat different" approach f Grow

Securing profitable growth and outperformance

C Accelerate

Thinking ahead to enable global industry leadership

Strong Foundations: Sustainability and Embedded Governance



Group Strategy 2024 - 2026: Focus Staying focused on our "somewhat different" approach



Group Strategy 2024 - 2026: Grow Securing profitable growth and outperformance



Group Strategy 2024 - 2026: Grow Strengthening our position in selected attractive risk pools

Staying Focused. Thinking Ahead.



A

Grow

Group Strategy 2024 - 2026: Accelerate Thinking ahead to enable global industry leadership



Group Strategy 2024 - 2026: Accelerate Thinking ahead to enable global industry leadership



Group Strategy 2024 - 2026: Accelerate Thinking ahead to enable global industry leadership



Sustainability embedded into our Group Strategy 2024 - 2026 Focussing on environmental stewardship



Financial ambition 2024 - 2026

Increasing earnings will support continued dividend growth









Key takeaways



The current strategy cycle fully delivered on promises in a challenging environment



Our new Group Strategy takes account of key global trends and builds on our core strengths



FOCUS: We will stay focused on our "somewhat different" approach



GROW:





STRONG FOUNDATIONS: We will focus on environmental stewardship

Group Strategy 2024 - 2026

Staying Focused. Thinking Ahead.

• Focus Staying focused on our

"somewhat different" approach

Grow



Thinking ahead to enable global industry leadership

Strong Foundations: Sustainability and Embedded Governance

outperformance





Financial ambition and outlook 2024

Clemens Jungsthöfel, Chief Financial Officer 26th International Investors' Day 2023 Berlin, 12 December 2023



Agenda

Outlook 2024

Deep dive: investments





Financial ambition 2024 - 2026

Increasing earnings will support continued dividend growth





Outlook 2024



1 Outlook 2024 2 3 4

Significant increase in group net income guidance for 2024 Increasing earnings contribution from all three profit engines

	Expected contribution from our business groups	Group financial guidance 2024	
Property & Casualty	Combined ratio < 89%	Revenue growth > 5%	
Life & Health	Reinsurance service result > 850 m.	Group net income EUR ≥ 2.1 bn.	
Investments	Return on investment ≥ 2.8%	2021 ¹⁾ 2022 ¹⁾ 2023E 2024E	

Increasing earnings contribution from P&C underwriting Strong underlying profitability will be better reflected in earnings

Property & Casualty



Life & Healtl



Investments



• Positive expectation for 2024 renewals which will be reflected in revenue and new business CSM & LC

Reserving

- · Continued prudent best estimate for new business
- No extraordinary change to confidence level of reserves planned

💮 KPI

Combined ratio < 89%

Combined ratio and finance result

- Combined ratio includes ~7% discount effect partly mitigated by prudent reserving
- Interest accretion ≥ 800 m. EUR (~2.2% of locked-in reserves)

Investment income will compensate for increasing interest accretion Strong asset-liability matching limits interest-rate induced P&L volatility

IFRS 17 General Measurement Model Impact from changing interest rates more gradual in GMM (vs. PAA), discount effect based on prevailing interest rate environment of last 2 - 3 years

Interest accretion based on locked-in interest rates as of initial recognition of total reserves, changing at slower pace connected to duration of reserves

Sharp increase in interest rates results in temporary tailwind from discounting, partly mitigated by prudent reserving

Earnings impact

Ordinary yield from fixed income increases at similar pace compared to interest accretion due to strong ALM



1) Group fixed income investments

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Profitability in L&H to remain on favourable level Growth in CSM to support future earnings progress

Property & Casualty



Life & Health



Investments



Diversified growth

- Moderate growth in reinsurance revenue
- Underwriting profitability remains at an attractive level
- New business CSM & LC and extension of existing contracts aims to outperform CSM release

Earnings

- Expected CSM release of 11% 13%
- Expected RA release of 6% 8%

Finance result

- Change in interest-rate level with limited impact on earnings level
- Interest accretion ~EUR 150 m.

Reinsurance service result > 850 m.

Current yield environment will support future earnings growth

Property & Casualty



Life & Health



Investments



Financial ambition and outlook 2024

9

€ Fixed income

- Current market yield ~200 bps higher than ordinary yield¹⁾
- Actual reinvestment yield below market yield due to more defensive credit strategy in current environment
- Positive effect from inflation-linked bonds to fade in accordance with lower realised inflation and lower inflation expectation
- · Strong cash flow and liquidity limits need for realised losses

Ordinary yield expected to increase by ~ 40bps

Private equity and real estate

- Highly diversified private equity portfolio proved to be resilient in current market environment
- Real estate (funds) expected to result in some P&L volatility

Overall stable performance of alternatives with potential for P&L volatility



Return on Investment ≥ 2.8%



Deep dive: investments



Strategic positioning currently slightly defensive given volatile markets Lower credit quota than in previous decade; Alternatives with valuation opportunities

Investment category	2022	Q3/2023
Fixed-income securities	83%	85%
- Governments	42%	41%
- Semi-governments	8%	9%
- Corporates	27%	28%
Investment grade	23%	24%
Non-investment grade	4%	4%
- Pfandbriefe, Covered bonds, ABS	7%	6%
Equities	3%	4%
- Listed equity	0%	0%
- Private equity	3%	4%
Real Assets	7%	7%
Others	3%	3%
Short-term investments & cash	3%	2%
Total market values in bn. EUR	57.4	58.2

Increased resilience and dry powder available

Liquids

- Stabilisation of increased risk-minimal government exposures
- Slight shift towards spread-bearing semi-governments
- Keeping higher quota of short-term investments and cash
- Active cash management, incl. use of Repos

Credits / Alternatives

- Defensive credit strategy on large credit portfolios in developed markets
- Slight opportunistic increase of credits in emerging markets
- Constant investment into revalued private equity and real assets
- Active ALM management towards greatest possible neutrality to reduce volatility from yield curves and fx

Market reinvestment yields significantly above locked-in yields Ordinary to benefit by mid-double-digit bps p.a. from increased yield curves



Analysis based on yields as of 09/30/2023 (non-audited figures - 10Y UST @ 4.6% and 10Y Bunds @ 2.8%)



Unrealised gains / losses impacted by market yields Significant roll-down expected over the next 3 years

Unrealised gains/losses of total investment portfolio

in m. EUR	2021	2022	Q3/2023
Governments	769	-1,778	-2,214
Semi-governments	276	-728	-789
Corporates	322	-2,055	-1,978
Pfandbriefe, Covereds, ABS	80	-394	-337
Equities/Equity funds	131	6	-1
Real Assets (Real Estates, Infrastructure Equity investments)	596	676	589
Alternative investments / Others (private equity, high yield funds, Participations etc.)	766	328	287
STI	0	1	0
Total	2,939	-3,945	-4,444



Projection of fixed income's unrealised roll-down



Positive roll-down in ceteris paribus yield scenario > EUR 2 bn. within next three years



Attractive reinsurance markets and growth support strong cash flows; strict ALM ensures liquidity without forced realisations

Unrealised gains on real assets expected to smoothen with certain time lag as market values react at slower pace

Stabilisation of contribution from alternative investments expected But P/L volatility in next couple of quarters



Stress tests of investments at fair value through P/L



Interpretation of effects of investments at fair value through P/L

Private Equity fund exposure dominates the market valuations through P/L but seems to be very resilient so far in 2023

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Real Assets fund exposure – as affected by unstable real estate markets with expectations to create P/L volatility in 2024

Yield curve and credit effects rather secondary in size as widely diversified exposure

1) Private Equity Funds: due to joint venture structure of current exposure, fluctuations in valuation are predominantly reflected in Ordinary income as part of at-Equity valuations. Nevertheless, the volatility should be bound to kind of FVTPL effects. 2) Real Asset Funds: funds including Real Estate, Infrastructure, Impact Investing






Low cost ratio remains an important competitive advantage

- IFRS 17 directly attributable expenses are lower than IFRS 4 administrative expenses
- IFRS 17 cost ratio reflects NDAC and DAC
- Similar split DAC and NDAC between P&C and L&H



Admin. Cost expense ratio

1.9% 3.2%



 Reinsurance revenue is lower than IFRS 4 premium mainly due to exclusion of commissions and NDIC





Numbers are FY2022; DA: Directly attributable costs; NDAC: Non-directly attributable costs



Key takeaways



Key takeaways



Profitable growth in 2024 - 2026 will support increasing ordinary dividend



Group net income expected to grow to at least EUR 2.1 billion in 2024

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Investment portfolio well positioned to benefit from higher interest rates



Lean operating model and cost leadership will remain in focus



Strong capitalisation supports organic growth trajectory





Excursus: inflation linker returns in ordinary income

Effects expected to start fading in accordance with realised inflation and inflation expectations





Expectation up from 2024 with disappearing extra amortisation effects with incorporated, currently traded market pricing¹⁾ for inflation

1) For 2024: 1Y-EUR-ISwap trade at 2.0%, 1Y-USD-ISwap at 2.1% (as of 11/17/2023)



Insights into Property & Casualty reinsurance

NatCat business at Hannover Re

Sven Althoff, Member of the Executive Board 26th International Investors' Day 2023 Berlin, 12 December 2023



Agenda

Market environment

NatCat exposure management and results



Market environment



P&C market environment at attractive level No material inflow of new capacity despite significant rate increases





1) Source: Best's Market Segment Report, 21. August 2023, 2022 traditional capital includes USD 23 m. fixed-income equity 2) Source: Artemis Guy Carpenter RoL Index 3) Preliminary numbers

Decrease in capital in 2022 mainly driven by unrealised investment losses

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- No material inflow of new traditional or alternative capital
- Reinsurance industry remains well capitalised, but is i more selective in allocating capital

Strong reinsurance rate increase in 2022 and 2023 driven by loss experience and inflation

Imbalance in supply & demand resulted in significant price reaction in prop. cat in 2023 renewals







Overall cat exposure growing in line with available capital Improved diversification mitigates increase in capital requirements





 Cat business largely written as part of client relationship and not on a standalone basis



- Limited appetite to grow largest exposure US tropical cyclone
- Attractive growth opportunities in other regions improve risk
 profile of cat portfolio

1 2 NatCat exposure management and results 3

Individual events with limited impact on Solvency ratio Solvency ratio robust under stressed conditions



250 year return period acc. to our internal model (Year End 2022) which is equivalent to an occurrence probability of 0.4%

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Continuous expansion of cat models outside of peak regions and perils Strong modelling capabilities are key to pricing and exposure management





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1 2 NatCat exposure management and results 3

Effective exposure risk management

Net losses from natural catastrophes on average 81% of large loss budget



	1.2%	0.8%	0.7%	0.9%	0.7%	0.8%	1.3%	0.6%	1.1%	1.0%
1) Source: Swiss I	Re Sigma									

Retrocessions significantly reduce net NatCat exposures (1) Gross / net impacts for the scenario US tropical cyclone





Retrocessions significantly reduce net NatCat exposures (2) Gross / net impacts for the scenario EU winter storm



Retrocession structure reduces market share of loss¹⁾ from 6.7% to 2.3%

- Gross loss based on aggregates as of 1 Jul 2023, FX rates as of 30 Sep 2023
- Retrocessions as of 1 Jul 2023, Large Loss AGG XL with gross occurrence limit of EUR 650 m.
- Results (incl. market loss) are based on the average of 21 events around the 250y event on the annual occurrence loss curve (min. / max. market loss: 19.7 bn. EUR / 66.0 bn. EUR)

1) Based on modelled figures. Market share of loss is the proportion of the gross loss (respectively net loss after tax) relative to the market loss.

Retrocessions significantly reduce net NatCat exposures (3) Gross / net impacts for the scenario Chile earthquake (largest non-peak scenario)

in m. FUR

2023: 250y event (market loss of 12 bn. EUR)



Retrocession structure reduces market share of loss¹⁾ from 17.8% to 8.3%

- Gross loss based on aggregates as of 1 Jul 2023, FX rates as of 30 Sep 2023
- Retrocessions as of 1 Jul 2023, Large Loss AGG XL with gross occurrence limit of EUR 650 m.
- Results (incl. market loss) are based on the average of 21 events around the 250y event on the annual occurrence loss curve (min. / max. market loss: 9.2 bn. EUR / 16.9 bn. EUR)

1) Based on modelled figures. Market share of loss is the proportion of the gross loss (respectively net loss after tax) relative to the market loss.



Hannover Re's NatCat business is profitable over the cycle Retrocession reduces volatility

Gross technical result NatCat XL 400 200 Average Ω A -200 -400 2013 2020 2021 2022 2014 2015 2016 2017 2018 2019 Large losses from natural catastrophes

2,000 gross (ex. ILS) net 1.500 1,000 500 Ω 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 Positive gross technical result over the cycle

Expected profitability for UY2023 at very attractive levels clearly above cost of capital

Retrocession reduces gross loss by 25% on average...

... and up to 49% in 2021

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Outlook and key takeaways



Increasing demand in an attractive line of business Continuous increase in modelled losses from natural catastrophes



Source: Swiss Re Sigma, Verisk; Verisk AAL = global aggregate average annual loss

Key takeaways



Strong track record in managing and pricing of NatCat exposure



Overall stable net risk appetite for NatCat business with increasing focus on diversification

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NatCat capacity largely offered as part of client relationship



Efficient retrocession programme reduces volatility



Hannover Re's NatCat portfolio is profitable over the cycle



Expected profitability for NatCat business UY2023 at very attractive levels clearly above cost of capital







Insights into Life & Health reinsurance

A spotlight on Contractual Service Margin, Risk Adjustment and Reinsurance Service Result

Claude Chèvre, Member of the Executive Board 26th International Investors' Day 2023 Berlin, 12 December 2023



Agenda

Impact of various cash flow scenarios

2 Development of CSM & RA



The main components of the CSM, the RA and the RSR Q1-Q3/2023





The impact of various cash flow scenarios – an illustration



Best estimate scenario RSR equal to the sum of CSM release and RA release





Positive (negative) experience variances RSR positively (negatively) affected by the same amount





Future cash flows expected to improve (deteriorate) RSR increases (decreases) in the future





Future cash flows expected to strongly deteriorate RSR reduced by the resulting Loss Component







Development of CSM & RA – best estimate scenario



CSM & RA: expected development for concrete new treaties Different patterns for each reporting category



RA – EOY

CSM – EOY

CSM & RA: expected development excluding new biz Declining releases over time

CSM composition Morbidity 11% Q3/23 EUR 6.0 bn. Longevity 28%

CSM development – EOY







RA composition



RA development – EOY



RA release



CSM & RA: expected development including new biz Increasing releases over time

Inforce composition



Inforce development – EOY



Inforce releases



New biz composition



All figures in m. EUR if not stated otherwise

2023 new biz releases - EOY



Inforce & new biz releases



12 Insights into Life & Health reinsurance



Key takeaways



Key takeaways

- **i** Future Reinsurance Service Result for each year consisting mainly of released CSM and RA
- **i** Current year deviations and future major negative changes realised in current year's Reinsurance Service Result
- i Different release patterns for CSM and RA according to business types written
- i Present values of EUR 6.0 bn. (CSM) and 2.7 bn. (RA) released in the coming years
- (i) Reinsurance Service Result in excess of EUR 850 m. expected for year 2024
- **i** Future new business expected to more than compensate reduction in annual releases of inforce portfolio





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