

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

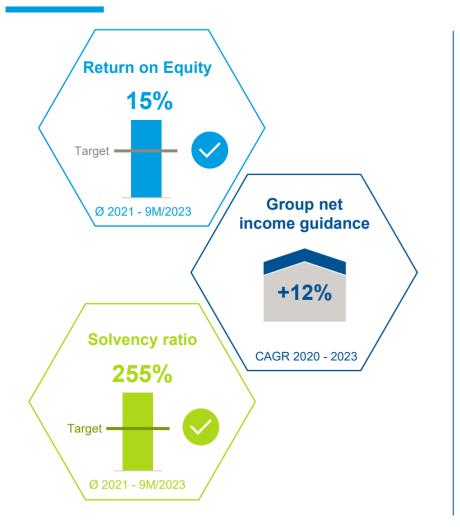
9 Group Strategy 2024 - 2026

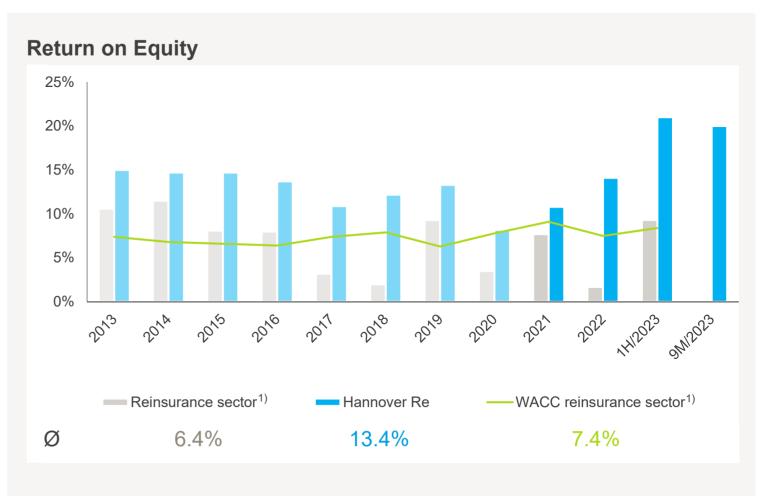
3 Key takeaways

somewhat diggerent

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



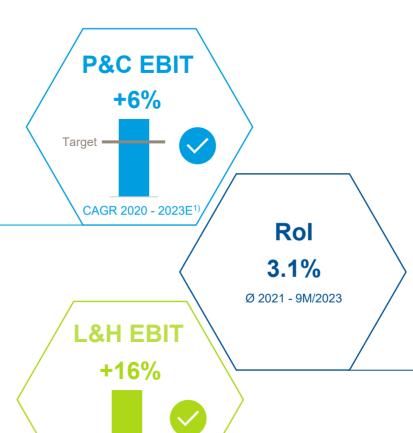
All three profit engines contributed to our outperformance

Target

CAGR 2020 - 2023E

- Ø GWP growth 2021 9M/2023:
 13% (target: 5%)
- Market-leading expertise in Structured Reinsurance & ILS
- Active cycle manager and consistent retro buyer

- Ø GWP growth 2021 9M/2023:
 2% (target: 3%)
- Market-leading expertise in Financial Solutions and Longevity
- Earnings uplift from in-force management



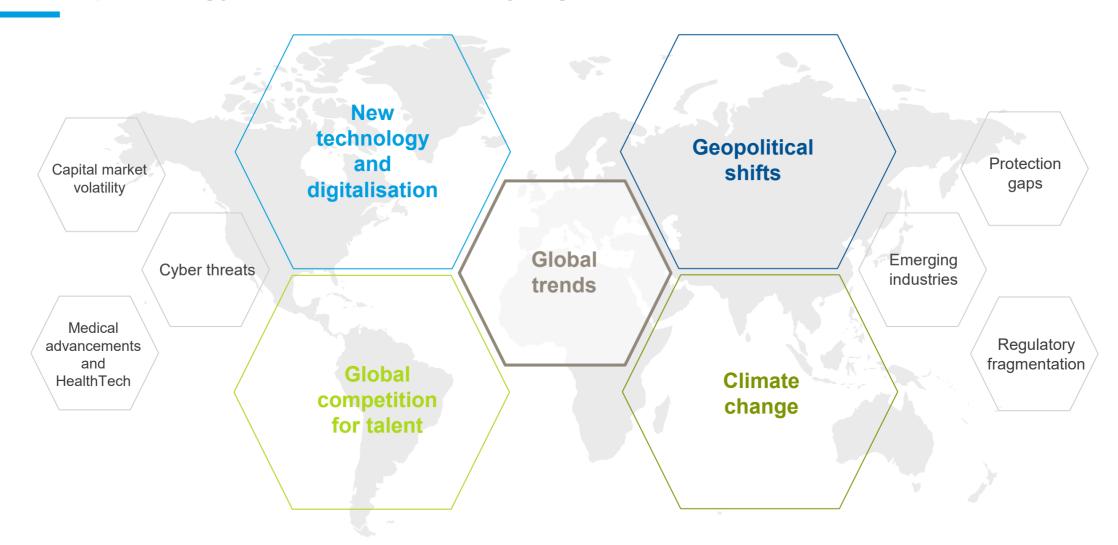
- Rol consistently ≥ 3% since 2009 and in the current strategy cycle
- Successful portfolio management in volatile capital markets and increasing interest rate environment

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

Strategic initiatives supported our successful development

Tapped into digital business opportunities and enhanced our innovation capabilities Asia-Pacific **Innovation &** Growth **Digital** Strengthened our market position and client franchise Strengthened leadership and personal development and broadened our succession pipeline Client **Talent** Excellence Management Took relationships with our key international clients to the next level

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



somewhat diµerent

Group Strategy 2024 - 2026

Group Strategy 2024 - 2026

Staying Focused. Thinking Ahead.



Staying focused on our "somewhat different" approach



Securing profitable growth and outperformance

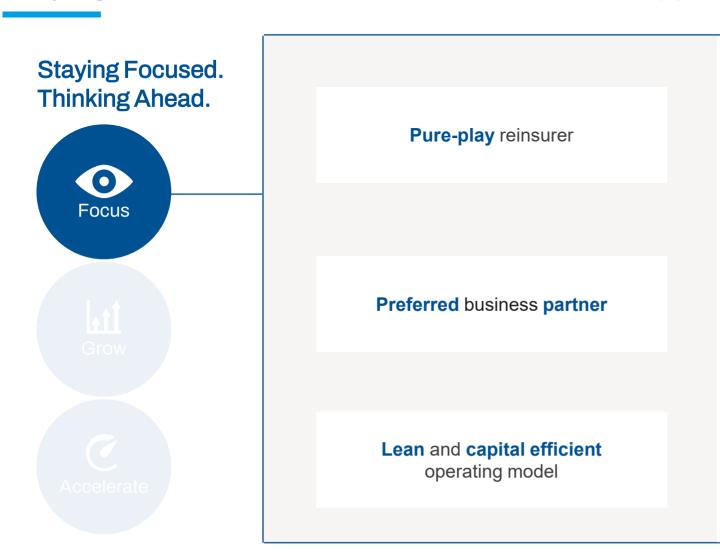


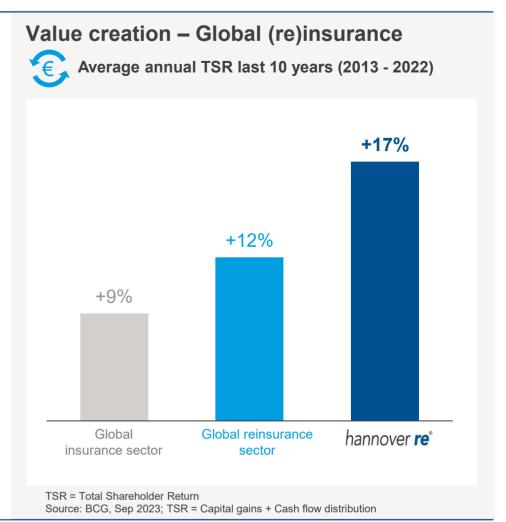
Thinking ahead to enable global industry leadership

Strong Foundations: Sustainability and Embedded Governance

Group Strategy 2024 - 2026: Focus

Staying focused on our "somewhat different" approach

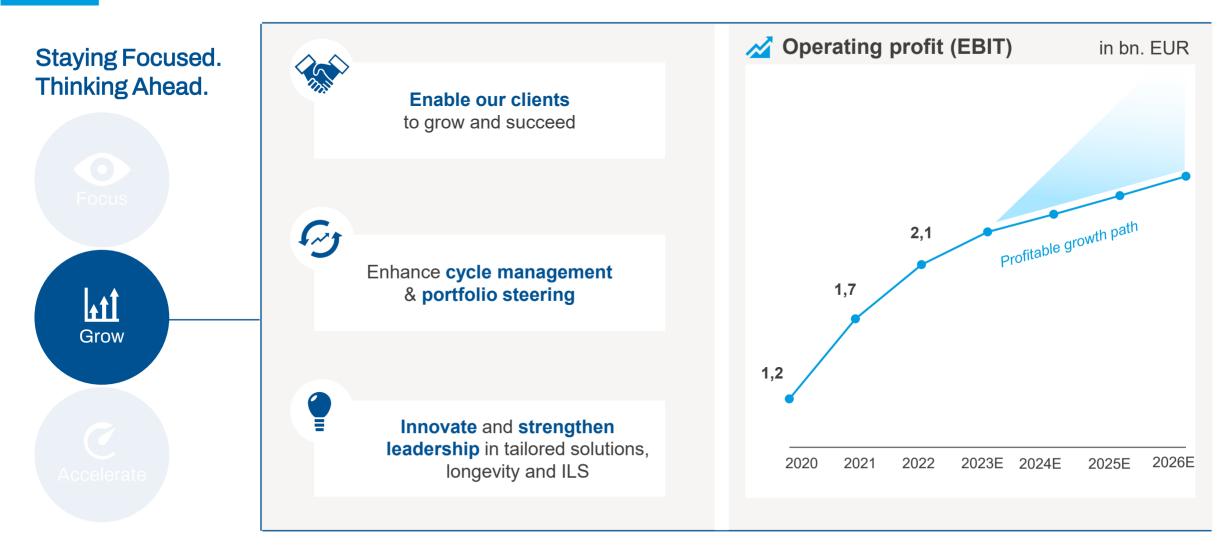






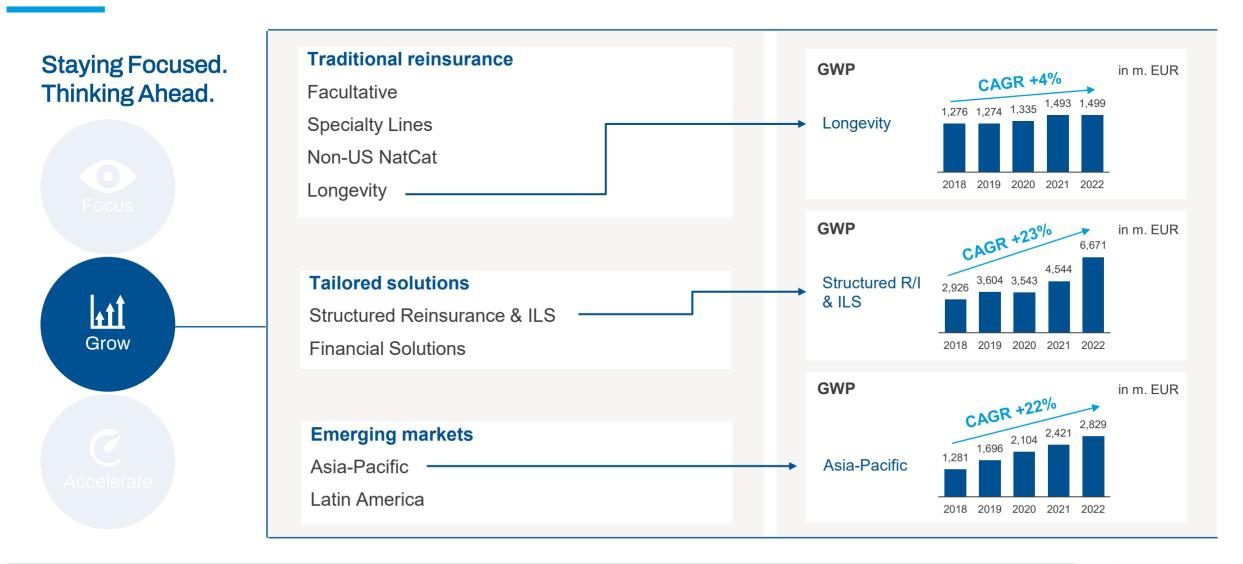
Group Strategy 2024 - 2026: Grow

Securing profitable growth and outperformance



Group Strategy 2024 - 2026: Grow

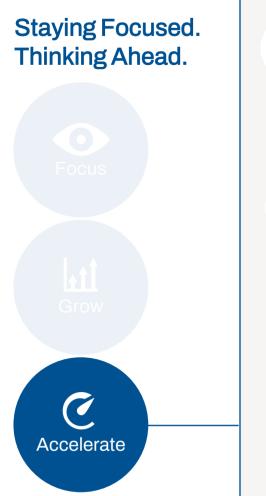
Strengthening our position in selected attractive risk pools

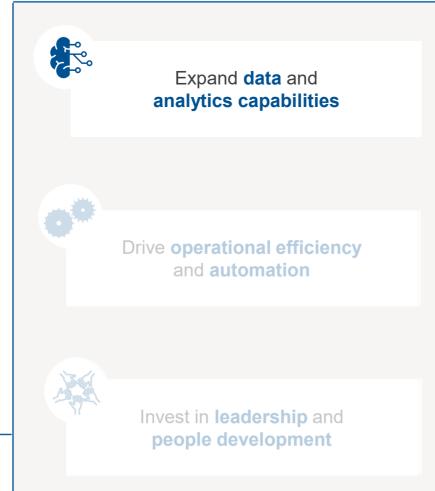


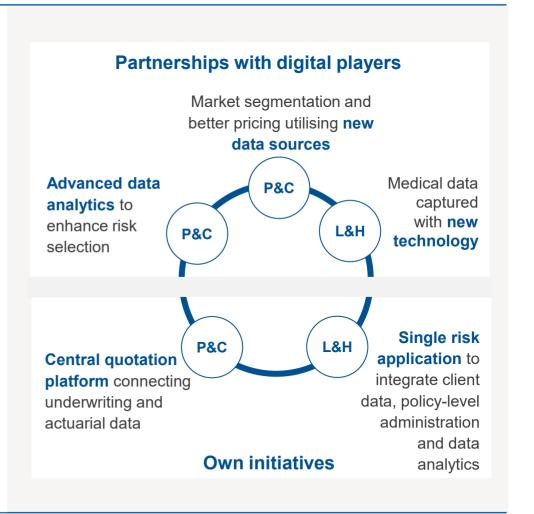


Group Strategy 2024 - 2026: Accelerate

Thinking ahead to enable global industry leadership







Group Strategy 2024 - 2026: Accelerate

Thinking ahead to enable global industry leadership

Staying Focused. Thinking Ahead.





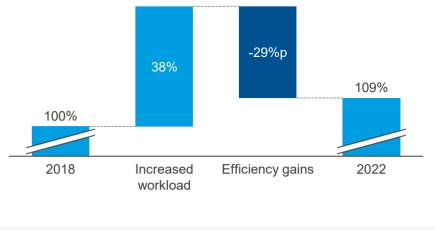
Accelerate



Example: Boosting efficiency by using automation in Technical Accounting

- Further increase automation in processing of all accounting lines
- Using latest technology, including Al
- Compensation of significantly higher workload¹⁾ by increasing productivity

FTE development in Technical Accounting



1) Measured in terms of accounting lines

Group Strategy 2024 - 2026: Accelerate

Thinking ahead to enable global industry leadership









Fostering our unique corporate culture



Strive to be the company everyone wants to be part of



Anchor performance culture and talent development



Further strengthen Diversity, Equity & Inclusion (DE&I)

96%

Retention rate Hannover Office as at Q3/2023

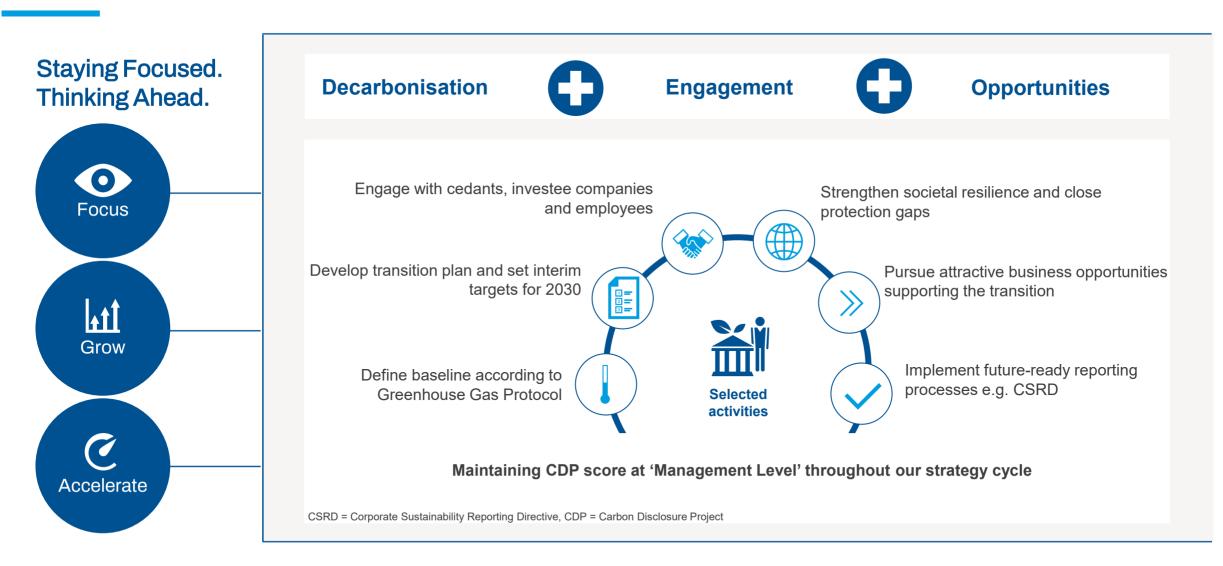
DF&I

Vacant Group Management positions filled on a parity basis



Sustainability embedded into our Group Strategy 2024 - 2026

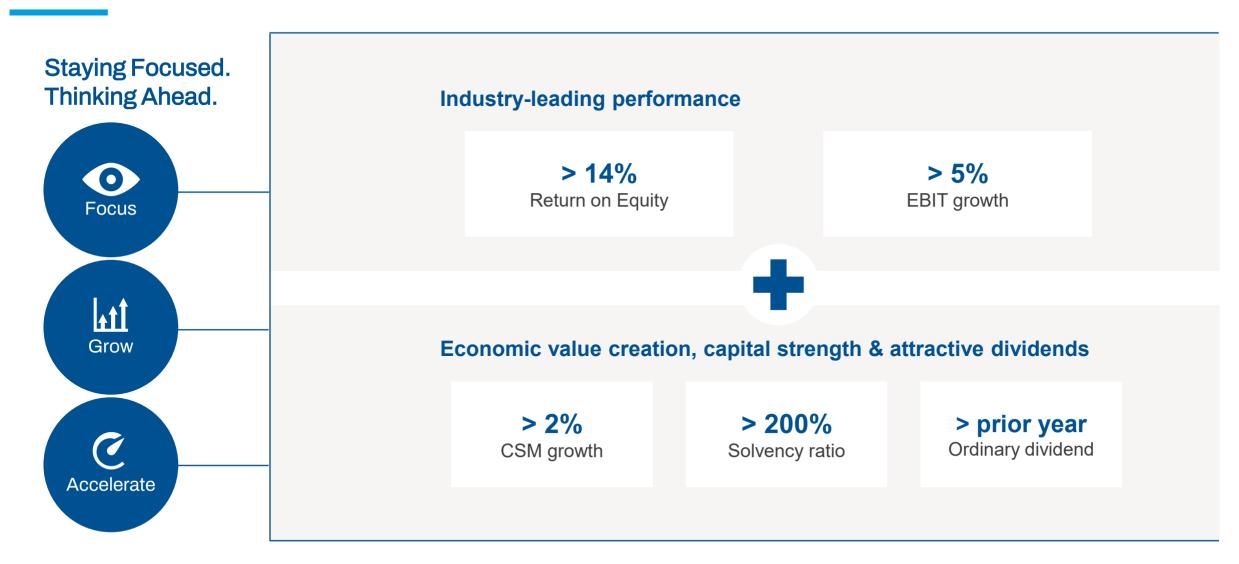
Focussing on environmental stewardship





Financial ambition 2024 - 2026

Increasing earnings will support continued dividend growth



3

Key takeaways

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:
 We will secure profitable growth and outperformance
- ACCELERATE:
 We will think ahead to enable global industry leadership
- STRONG FOUNDATIONS:
 We will focus on environmental stewardship

Group Strategy 2024 - 2026

Toollood Thinking Ah

Staying Focused. Thinking Ahead.

Focus

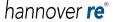
Staying focused on our "somewhat different" approach **Ⅲ** Grow

Securing profitable growth and outperformance

C Accelerate

Thinking ahead to enable global industry leadership

Strong Foundations: Sustainability and Embedded Governance



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Financial ambition and outlook 2024

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



Agenda

Outlook 2024

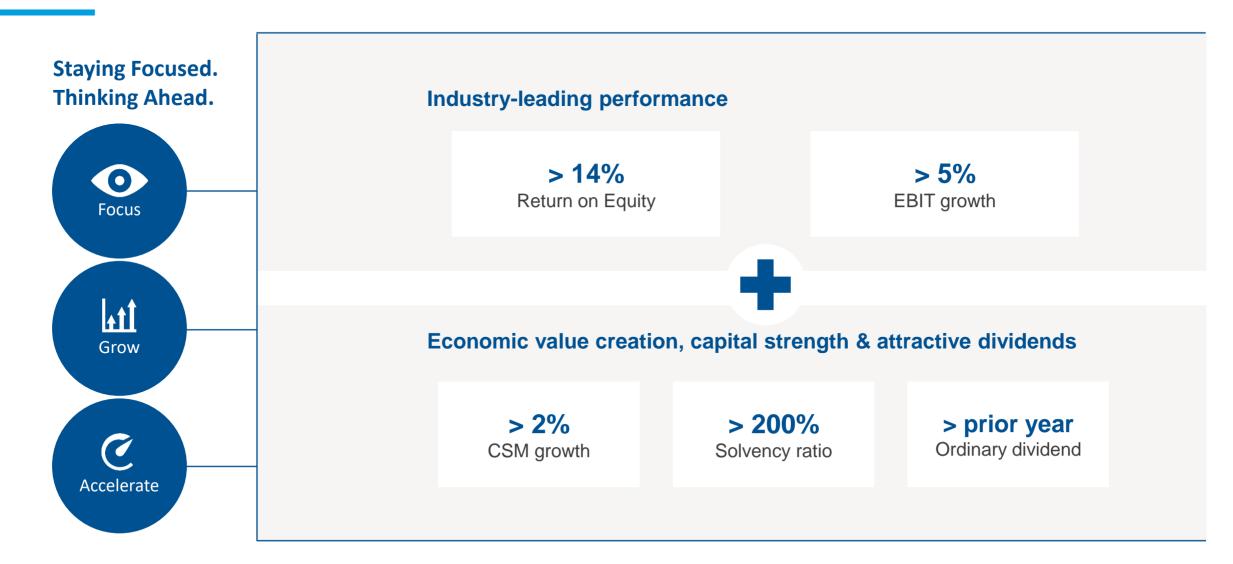
Deep dive: investments

3 Cost advantage

Key takeaways

Financial ambition 2024 - 2026

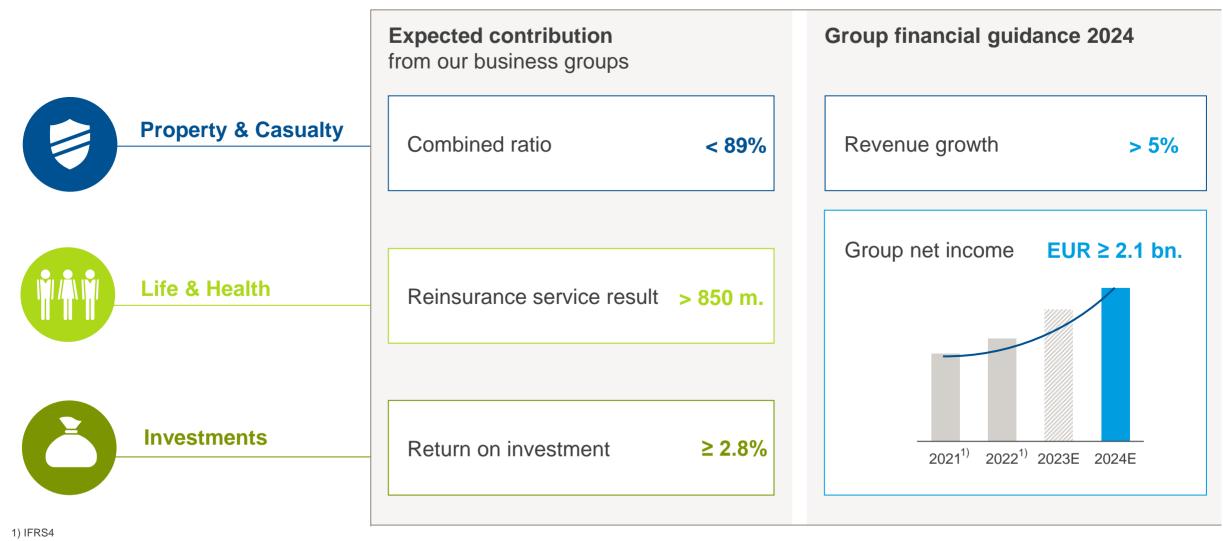
Increasing earnings will support continued dividend growth



somewhat diµerent

Outlook 2024

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



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

Property & Casualty









Diversified growth

 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



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)



Combined ratio

< 89%

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

IFRS 17 General Measurement Model

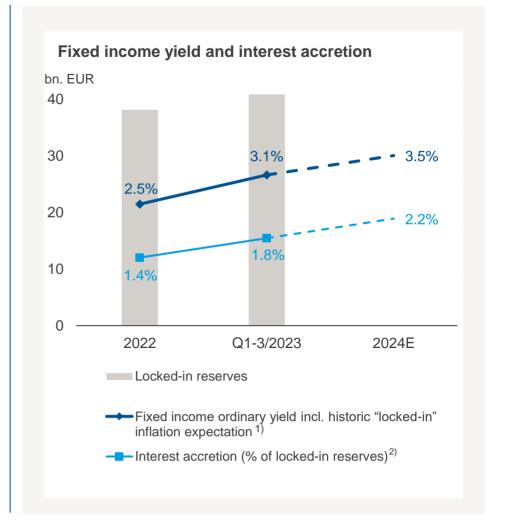
Impact from changing interest rates more gradual in GMM (vs. PAA), discount effect based on prevailing interest rate environment of last 2 - 3 years

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

Earnings impact

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

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



¹⁾ Group fixed income investments

²⁾ Excluding accounts payable and receivable as well as recognition through OCI

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

Property & Casualty



Life & Health







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

 $> 850 \, \text{m}.$

Current yield environment will support future earnings growth

Property & Casualty



Life & Health



Investments





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



KPI

Return on Investment > 2.8%

1) As of September 2023

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

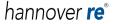
Increased resilience and dry powder available

Liquids

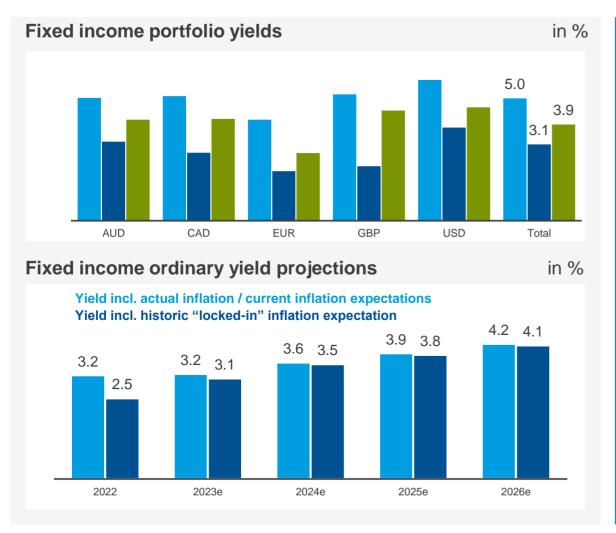
- Stabilisation of increased risk-minimal government exposures
- Slight shift towards spread-bearing semi-governments
- Keeping higher guota of short-term investments and cash
- Active cash management, incl. use of Repos

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



Impacts from higher reinvestment yields

Market Yields

(Current market yield of actual portfolio if reinvested)

Predominantly due to yield curve movements (less spread),
 market yields of portfolio across currencies exceed locked-in yield

Ordinary Yields

(Locked-In yield of current portfolio; inflation linkers simulated according to current market inflation expectation until maturity)

 Modified duration of fixed income portfolio ~4.5, therefore it will take time for book yields to increase to market yields

Risk-Minimal Yields

(Risk-minimal reinvestment yield per currency, i.e. government bonds with 5Y durations as reference)

 Currently, a more defensive credit strategy still in place which sightly extends the process of moving ordinary to market yields

Inflation linker

 Postive effect on ordinary yields fading in accordance with lower realised inflation and lower inflation expectations in markets

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

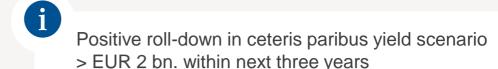
Unrealised gains / losses impacted by market yields Significant roll-down expected over the next 3 years

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

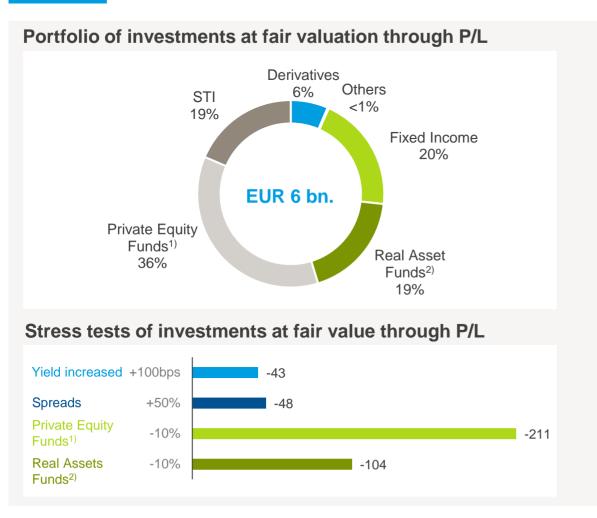
Projection of fixed income's unrealised roll-down





- 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





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

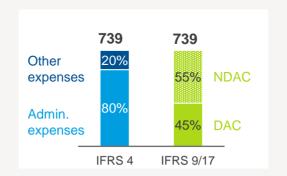
2) Real Asset Funds: funds including Real Estate, Infrastructure, Impact Investing

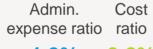
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Cost advantage

Low cost ratio remains an important competitive advantage

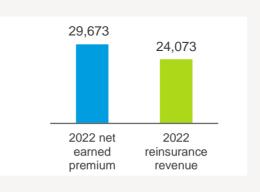
- IFRS 17 directly attributable expenses are lower than IFRS 4 administrative expenses
- IFRS 17 cost ratio reflects NDAC and DAC
- Similar split DAC and NDAC between P&C and L&H





1.9% 3.2%

- New reference base reinsurance revenue gross
- Reinsurance revenue is lower than IFRS 4 premium mainly due to exclusion of commissions and NDIC



Lean operating model based on Organisational **simplicity** and **fast** decision-making Strong cost culture **Pure play** reinsurance

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
- 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

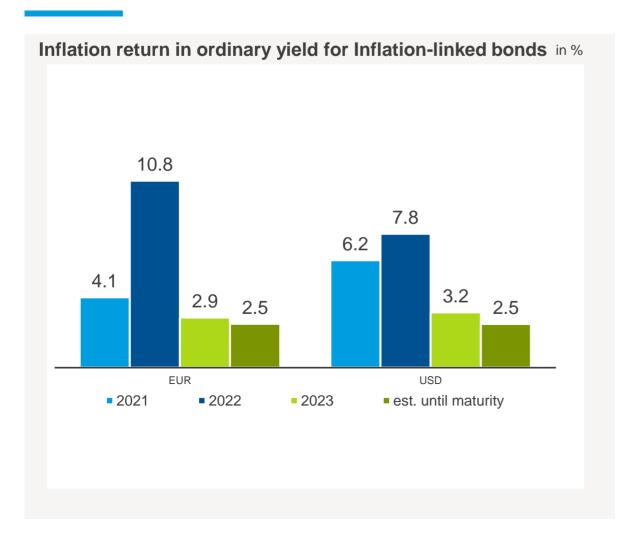




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Excursus: inflation linker returns in ordinary income

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

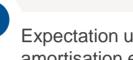


Comments



Huge volatility in realised inflation in 2021 and 2022 helped Ordinary income to a good extent





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

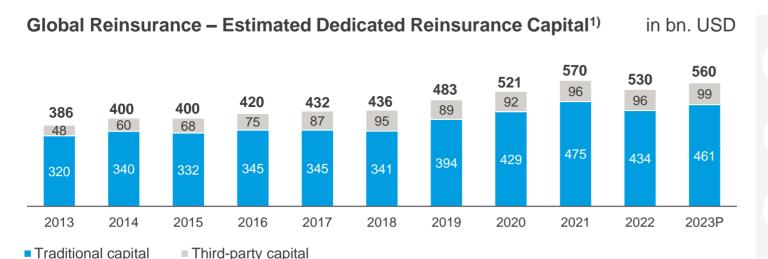
NatCat exposure management and results

3 Outlook and key takeaways

Market environment

P&C market environment at attractive level

No material inflow of new capacity despite significant rate increases





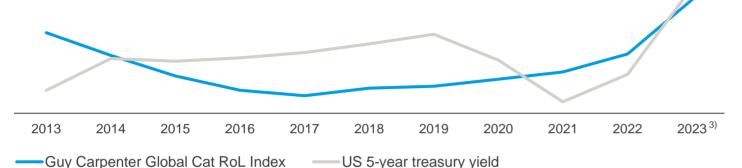
unrealised investment losses

capital

Decrease in capital in 2022 mainly driven by

- Reinsurance industry remains well capitalised, but is 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



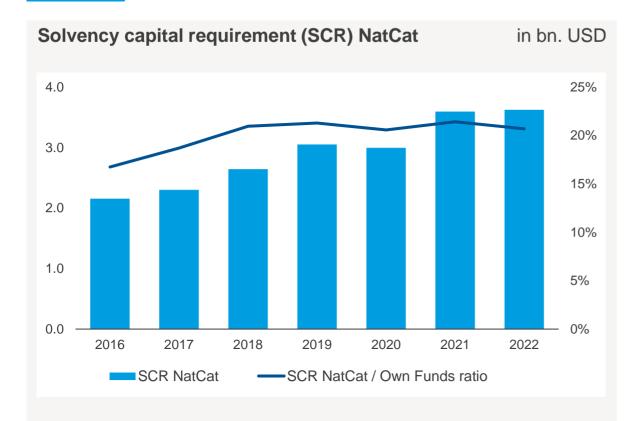


¹⁾ Source: Best's Market Segment Report, 21. August 2023, 2022 traditional capital includes USD 23 m. fixed-income equity 2) Source: Artemis Guy Carpenter RoL Index

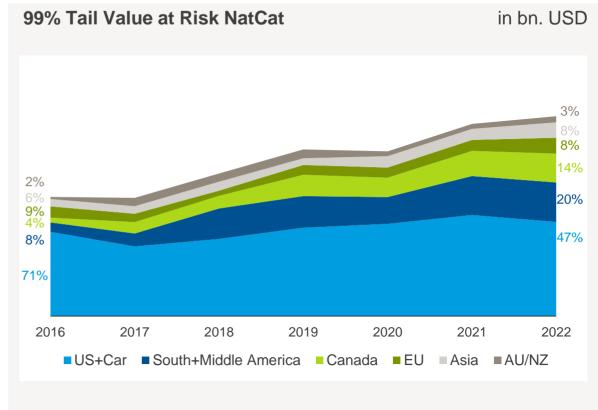
³⁾ Preliminary numbers

NatCat exposure management and results

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



- Largely stable cat appetite and consistent approach to clients over the cycle
- Cat business largely written as part of client relationship and not on a standalone basis

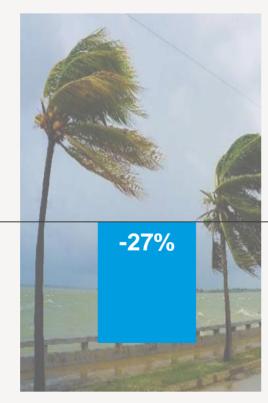


- Limited appetite to grow largest exposure US tropical cyclone
 - Attractive growth opportunities in other regions improve risk profile of cat portfolio

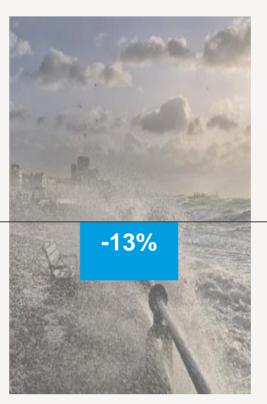


Individual events with limited impact on Solvency ratio Solvency ratio robust under stressed conditions

252%
Solvency II ratio



Severe Atlantic tropical cyclone



Severe European winter storm

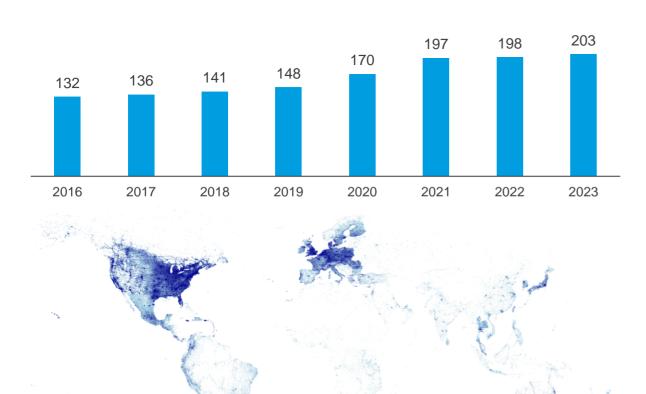


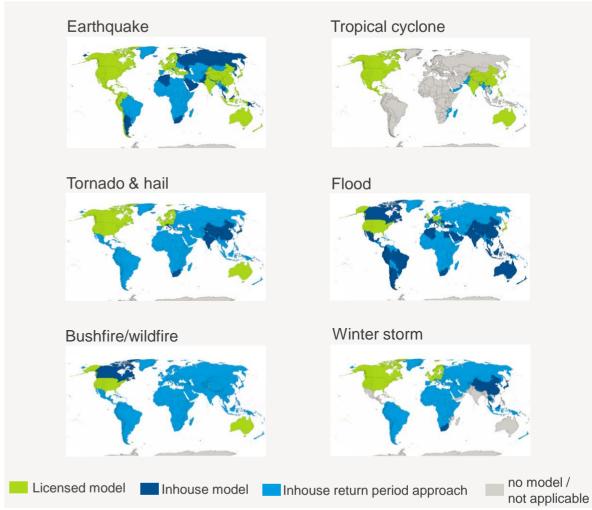
Severe North American west coast earthquake

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

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

Number of country-peril combinations included in internal model

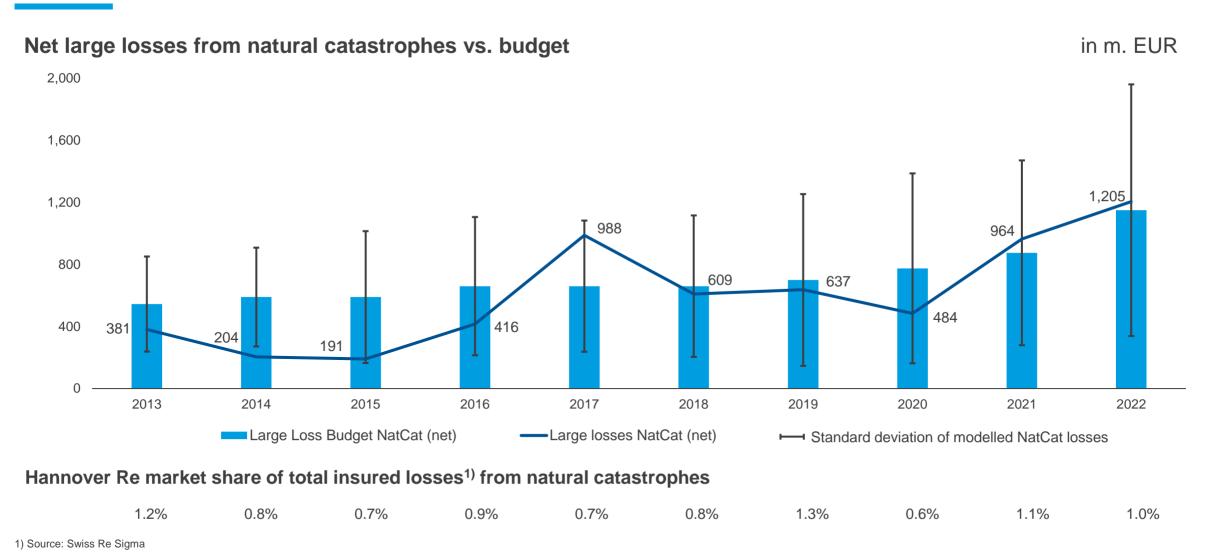






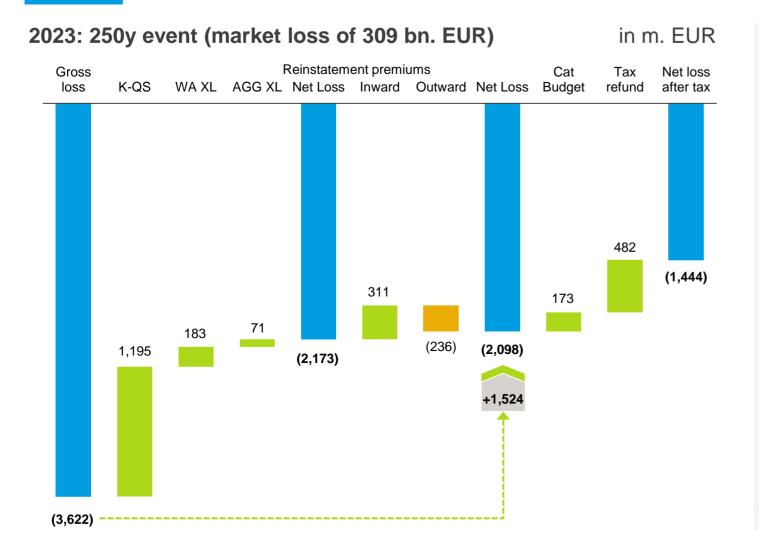
Effective exposure risk management

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



Retrocessions significantly reduce net NatCat exposures (1)

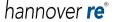
Gross / net impacts for the scenario US tropical cyclone



Retrocession structure reduces market share of loss¹⁾ from 1.2% to 0.5%

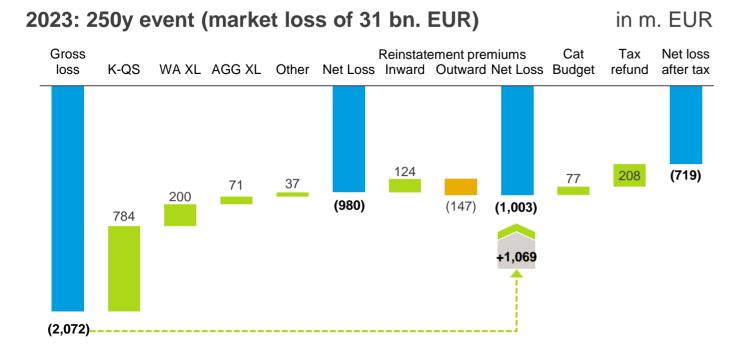
- Gross loss based on aggregates as of 1 Jul 2023, FX rates as of 30 Sep 2023
- Retrocessions as of 1 Jul 2023, Large Loss AGG XL with gross occurrence limit of EUR 650 m.
- Results (incl. market loss) are based on the average of 21 events around the 250y event on the annual occurrence loss curve (min. / max. market loss: 130.7 bn. EUR / 637.5 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 (2)

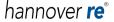
Gross / net impacts for the scenario EU winter storm



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)

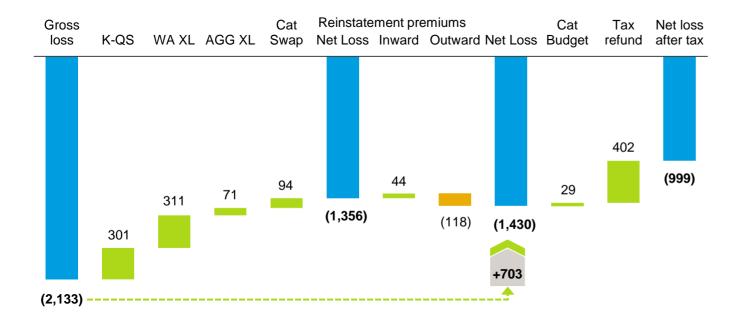
¹⁾ Based on modelled figures. Market share of loss is the proportion of the gross loss (respectively net loss after tax) relative to the market loss.



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

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

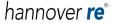




Retrocession structure reduces market share of loss¹⁾ from 17.8% to 8.3%

- 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)

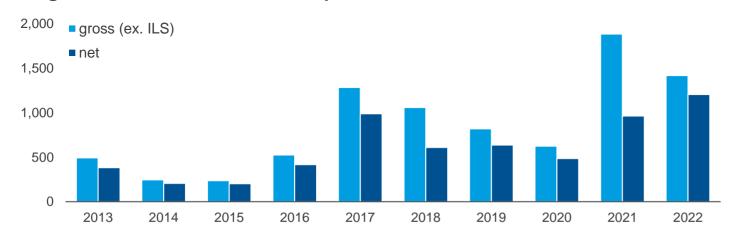
1) Based on modelled figures. Market share of loss is the proportion of the gross loss (respectively net loss after tax) relative to the market loss.



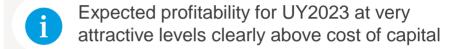
Hannover Re's NatCat business is profitable over the cycle Retrocession reduces volatility

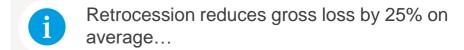
Gross technical result NatCat XL 400 200 -200 -400











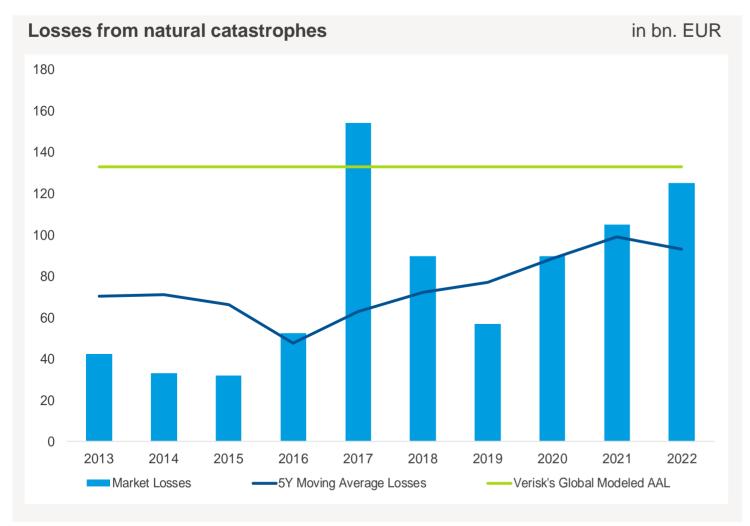


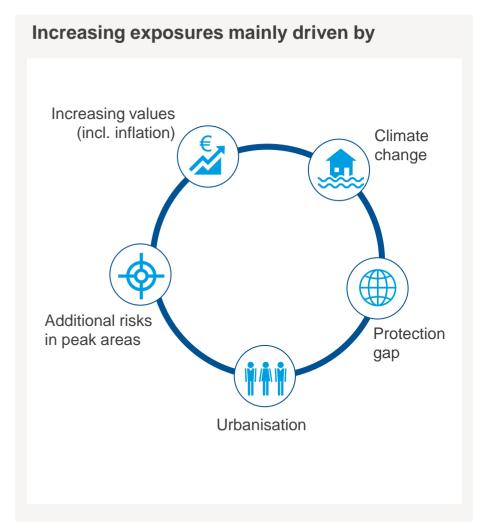


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Outlook and key takeaways

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
- 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





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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

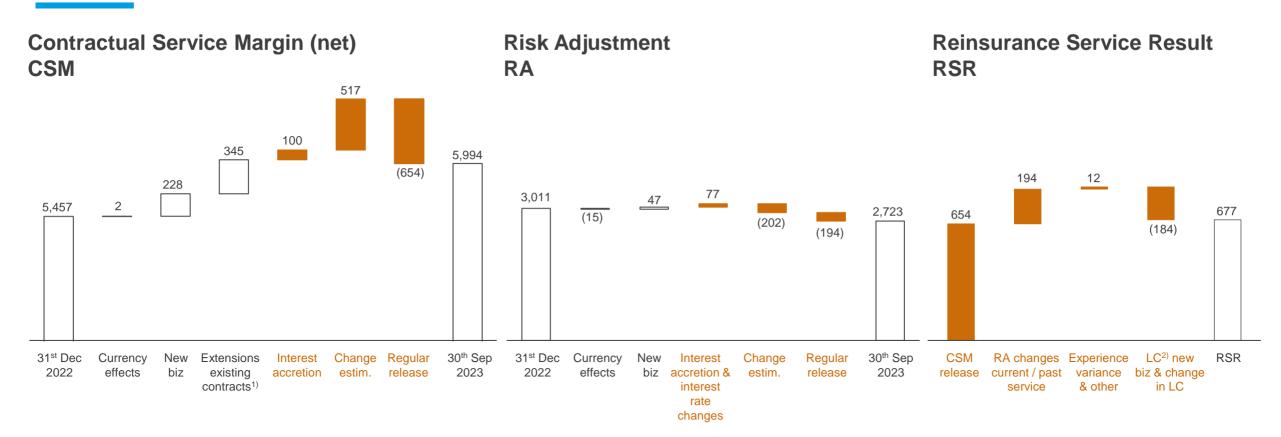
Impact of various cash flow scenarios

2 Development of CSM & RA

3
Key takeaways



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



All figures in m. EUR



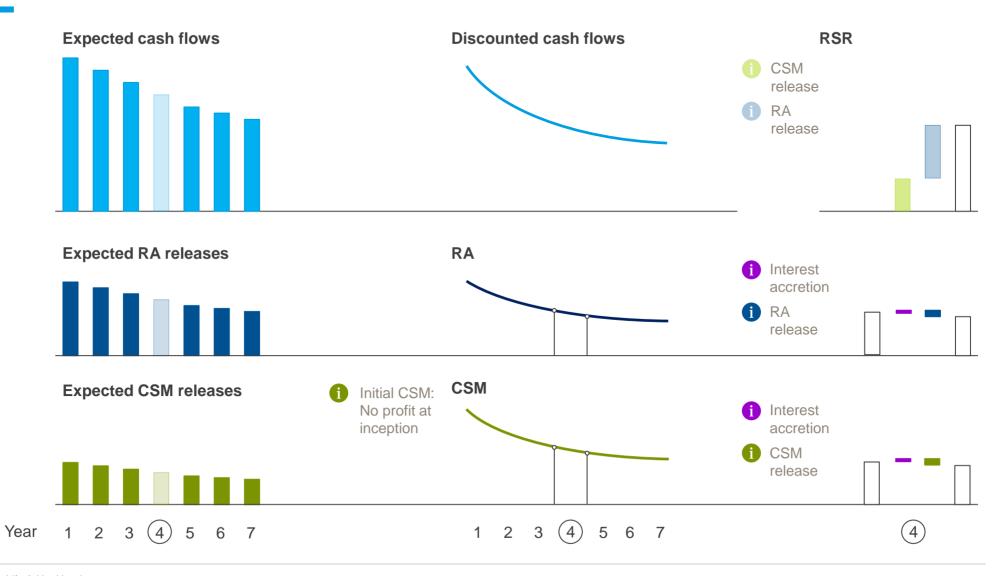
¹⁾ Extensions on existing contracts only partly reflected in new business CSM 2) LC: Loss component

somewhat diµerent

The impact of various cash flow scenarios – an illustration

Best estimate scenario

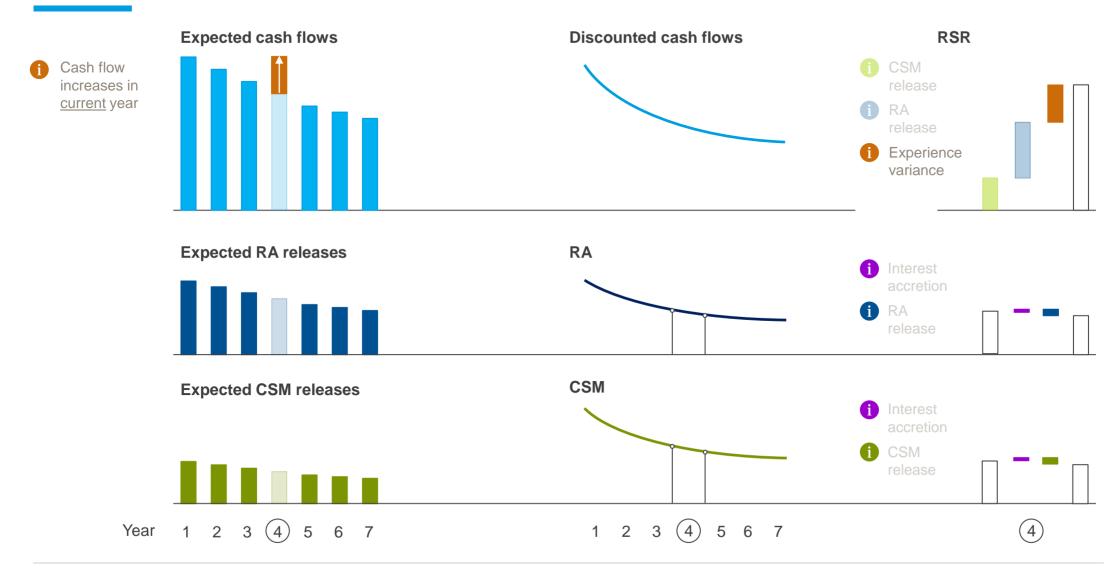
RSR equal to the sum of CSM release and RA release

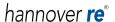




Positive (negative) experience variances

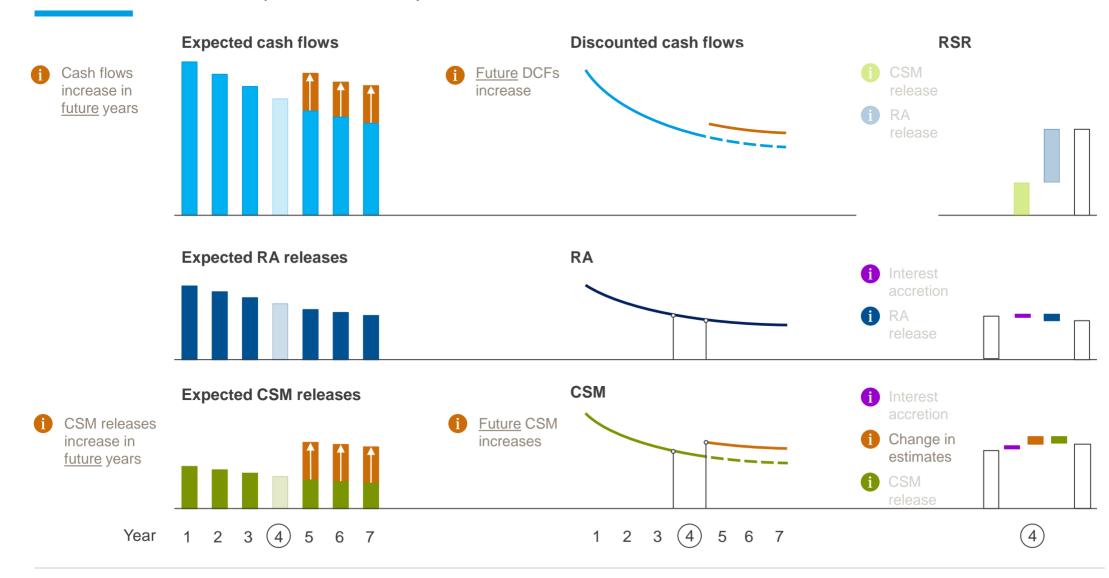
RSR positively (negatively) affected by the same amount





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

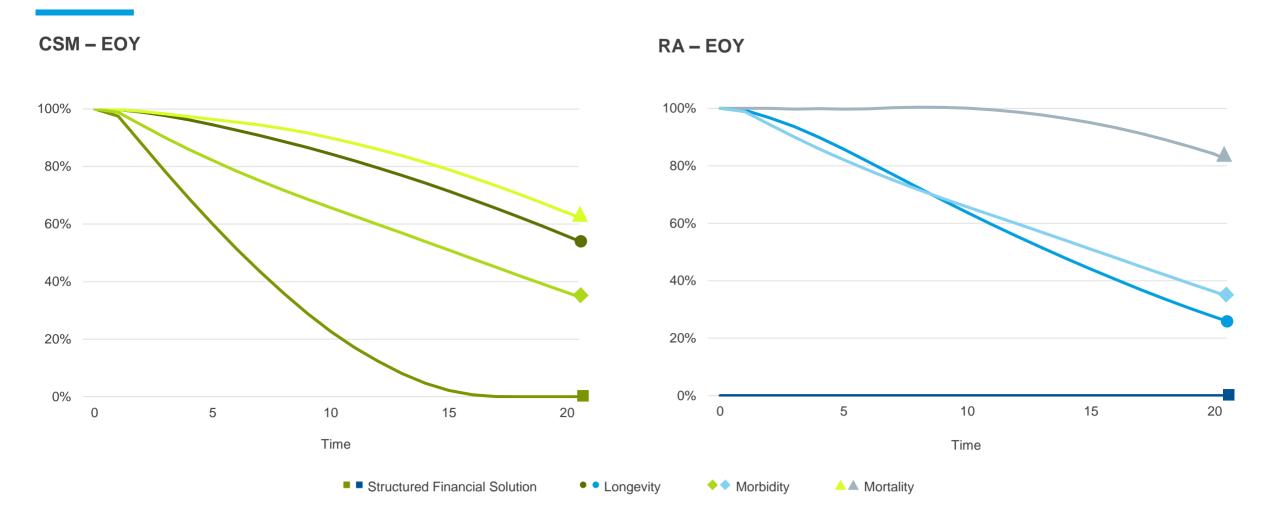
Expected cash flows Discounted cash flows **RSR** Cash flows Future DCFs RA decrease decrease stronaly in Change in future vears loss component **Expected RA releases** RA **CSM Expected CSM releases** CSM releases Future CSM Change in decrease to decreases estimates zero in future years (4)Year





Development of CSM & RA – best estimate scenario

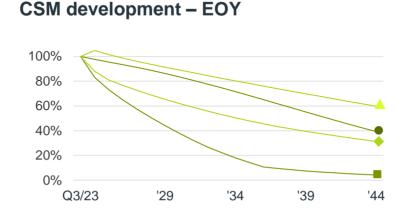
CSM & RA: expected development for concrete new treaties Different patterns for each reporting category

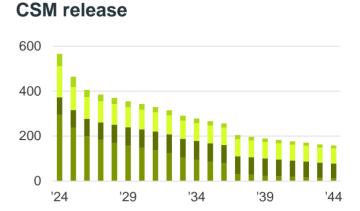




CSM & RA: expected development excluding new biz Declining releases over time



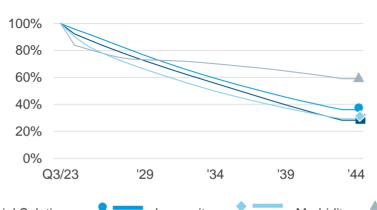




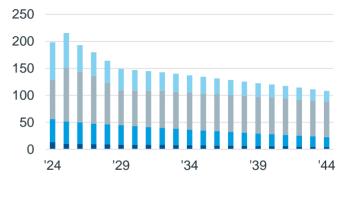
RA composition



RA development – EOY



RA release







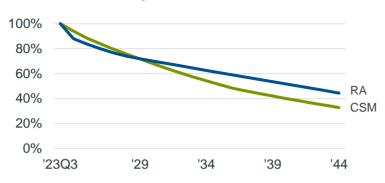
All figures in m. EUR if not stated otherwise

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

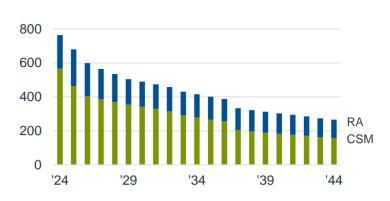
Inforce composition



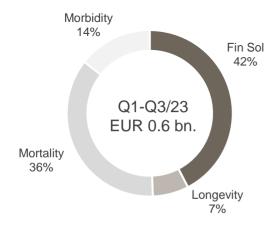
Inforce development – EOY



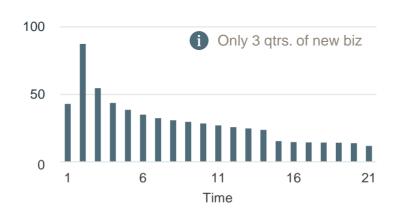
Inforce releases



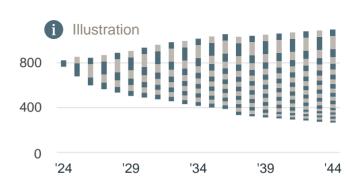
New biz composition



2023 new biz releases - EOY



Inforce & new biz releases



All figures in m. EUR if not stated otherwise



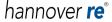
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Key takeaways

Key takeaways

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





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