

Munich Re Group

Natixis FIG Conference, Paris

19 September 2024



September 2024 Ditto / Getty Image

Why invest in Munich Re



Diversified business model





Good sustainability ratings

Attractive dividends







Strong capital position

Leading global reinsurer





Digital transformation opportunities

Ambition 2025 – Reinsurance



Core P-C Reinsurance

Leading global reinsurer in Property-casualty

Global Specialty Insurance

Leading specialty insurer in selective businesses

Life & Health Reinsurance

Leading global reinsurer in Life and Health



Scale

Grow

in hardening markets and strengthen footprint

Increase

share of GSI by leveraging on strong core

Build

on growth from underlying markets and strong foundation



Shape

Expand

in new business opportunities

Develop

new products and improve operations

Drive

new business opportunities



- Develop strategic options based on our expertise in global risk-transfer and beyond
- Start monetizing on mature investments
- Continuously explore playing fields for further strategic options



Succeed

Shareholders Industry leading RoE

Clients

Long-term partner - superior products, experience and capacity

Employees

Attractive employer - skill driven. digital culture, risk entrepreneurial

> Communities Comprehensive climate strategy matching Paris Agreement

Ambition 2025 – ERGO



Germany

Top player position with market leading profitability

International

Top peer profitability in European markets

Digital projects and technology

Technology enabled value chain and transfer of digital assets



Scale

Secure profitability and market position through first-rate customer experience

Increase net profit contribution of the international portfolio Build up strong growth in B2B2C and pure direct player

Continue modernization of legacy IT-infrastructures



Shareholders Top peer group RoE

Customers Customer-centric processes, products and services

Employees

Attractive work environment through new ways of working and technology

Strengthen digital employer branding

Leverage the strengths, innovative spirit and diversity of our workforce

> Communities Partner of local communities Clearly set goals according to the Paris Agreement



Strengthen Hybrid Customer-centric business model

Expand cross-border synergies and utilization of technological solutions Explore emerging ecosystems in Mobility and Travel; enhanced digital footprint in all segments

"Digital first" in all customerfacing applications

Delivery on our Ambition



Strong business performance reflected in superior total shareholder return

		Ambition 2025	Achievements in 2023
RoE		14–16%	15.7%
EPS growth ¹	o ♠Î ►[Û	≥5%	+37.8%2
DPS growth ¹		≥5%	+29.3 %³
Solvency II ratio	~~~	175–220%	267 % ⁴

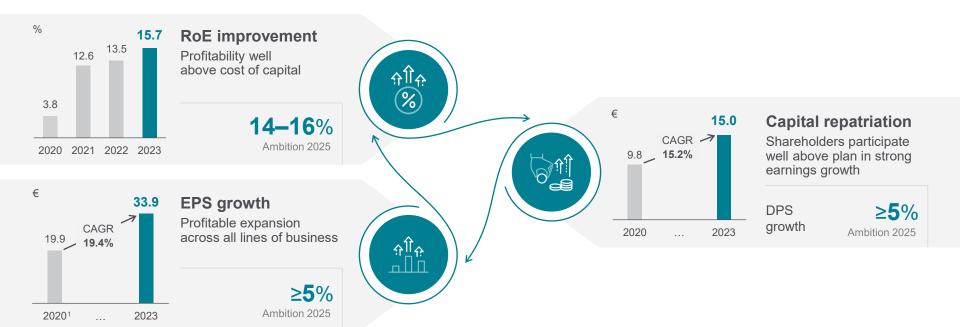


¹ CAGR – compound annual growth rate 2020–25 (EPS 2020 normalised, based on IFRS 4). 2 Compared to published EPS figure based on IFRS 4. 3 Subject to the approval of the Annual General Meeting. 4 Proposed dividend already deducted. Considering share buy-back the Solvency II ratio stands at ~ 259%. 5 Source: Bloomberg. Peers: Allianz, Axa, Generali, Hannover Re, Scor, Swiss Re, Zurich.

Ambition 2025

On our way to even beat targets





Increasing earnings contribution from less cyclical and less volatile business segments



Core P-C reinsurance

Prolonged cycle supports profitable business growth

01

Leveraging the cycle, while earnings are prone to major losses

Global Specialty Insurance (GSI)

Already accounting for ~30% of P-C RI revenues

02

Fast-growing business in attractive, less cyclical specialty insurance

Life & health reinsurance

Strong earnings trajectory beyond expectations

03

Steadily growing, reliable earnings contributors – net income fully funds dividend payouts

ERGO

Achieving targets with impressive consistency

04

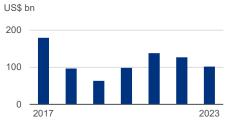


Core P-C reinsurance

Persistently favourable market conditions

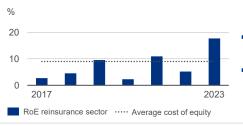






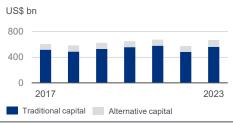
- Losses above US\$100bn seem to be the "new normal"
- H1 2024 losses of US\$ 62bn almost 70% above 10-year average⁴
- Risk-adequate rates needed to compensate for increasing loss trends

Sector RoE below CoE in 4 out of the last 7 years²



- While the reinsurance sector posted particularly strong returns in 2023 ...
- ... as cedents, reinsurers need to sustainably earn cost of capital

Supply and demand in equilibrium³



- Alternative capital: limited net inflow, price discipline prevails
- Traditional: no material new capital, firm t&c remain key

Increasing demand due to exposure inflation and original business growth supports largely stable rates in 2024 renewals, while continued underwriting discipline allows capital suppliers to earn appropriate margins over a cycle



July renewals



Prolonged cycle makes it possible to maintain high profitability



Portfolio optimisation and selective growth

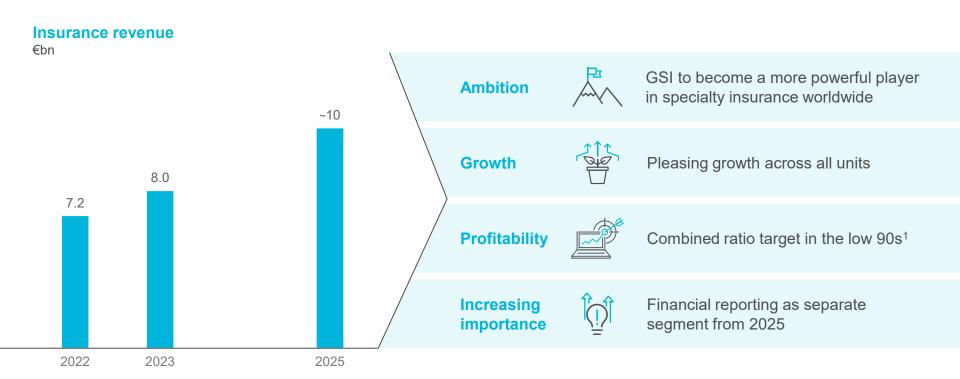
- Another good renewal in an ongoing attractive market environment – strong pricing improvements of past years preserved
- Portfolio quality maintained by defending achieved improvements of terms and conditions (including higher attachment points) or implementing further risk-mitigating measures
- Diligent portfolio management safeguards an optimal risk-reward – volume decline of 5.4% due to significant reduction of proportional casualty business, partly offset by selective growth in other lines
- Excluding these portfolio mix effects, price change amounts to -0.5%

¹ Price change is fully risk-adjusted, accounting for most recent inflation and loss trend assumptions. Calculation based on gross written premium (IFRS 4) until 2023. From 2024 onwards, calculation of price change based on insurance revenue (IFRS 17), i.e. premiums are adjusted for ceding commissions, which leads to shifts in portfolio weights (stronger weighting of non-proportional business) and a smaller denominator. 2 Volume change still based on GWP.

Global Specialty Insurance



Growth in relatively less volatile and cycle-prone specialty business



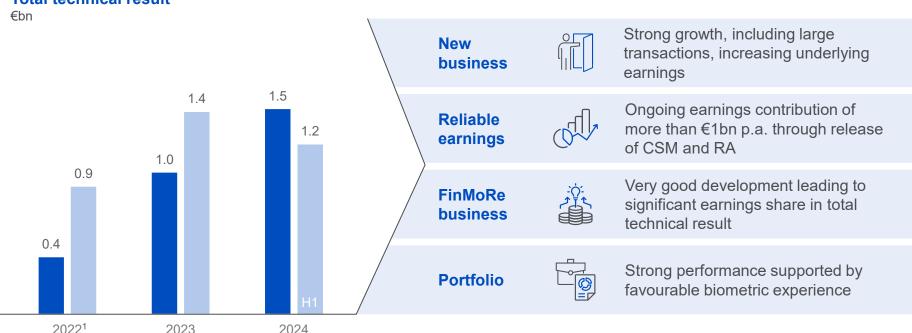


Life and health reinsurance

Very positive development beyond expectations



Total technical result



Actual

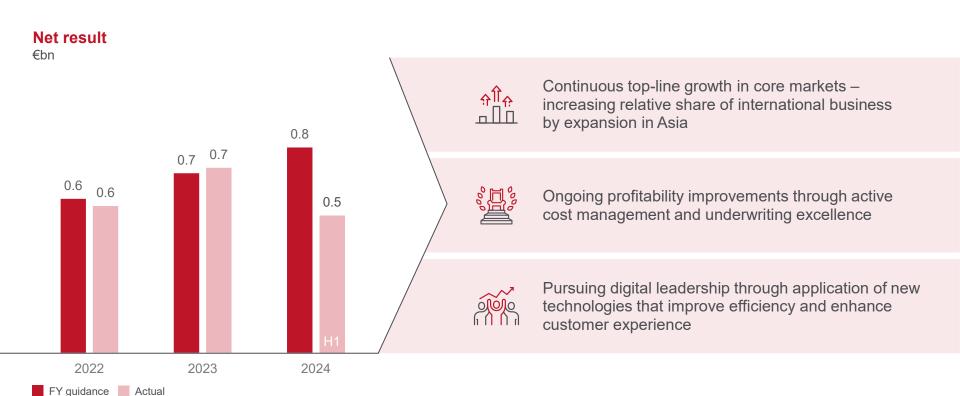
FY guidance



ERGO



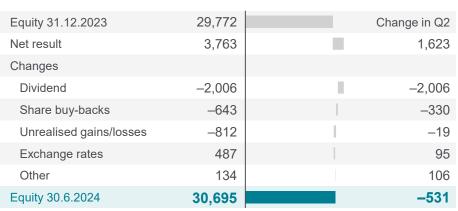
Steadily increasing earnings based on healthy underlying performance



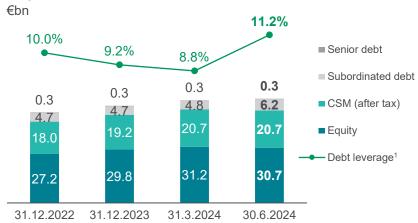
Capital position



Equity €m 29,772 Equity 31.12.2023







Change in unrealised gains/losses

	Q2	H1
Investments	–€1,135 m	-€1,987 m
Insurance contracts	€1,117 m	€1,175 m

Return on equity

	Q2	H1
Reinsurance	19.9%	24.9%
ERGO	22.4%	21.3%

Solvency II ratio²

287%

¹ Strategic debt (bonds and notes issued, and subordinated debt) divided by total capital (strategic debt + equity + CSM net of tax). 2 Does not include transitional measures and any deduction of dividends for the financial year 2024 to be paid in 2025.

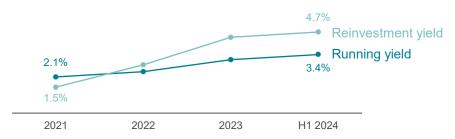
Increasing sustainable investment result



Based on higher interest rates and active investment management

Beneficial market environment

Yield of fixed-income portfolio benefits from higher interest rates



Active investment management



Well-constructed portfolio of alternative assets proves to be very resilient, even in an environment of rising interest rates



Tactical allocations make use of opportunities across different markets and currencies



Best-in-class global asset managers bring in-depth expertise and diversification for asset selection

Running yield expected to increase further

- Reinvestments in fixed-income portfolios benefit from higher yields without changing the risk profile
- Accepting deliberate disposal losses to seize tactical opportunities, accelerating the increase of running yield
- Fixed-income running yield expected to increase by around 20bps in 2024, based on current gap between reinvestment and running yield

Expanding the return contribution – spotlight on alternative investments

- Alternative investments account for ~17% of total investments
- Combining underwriting and investment expertise provides better insight into risk-return profiles of alternative assets
- Strategic build-up of a diversified portfolio with long-term predictable income, making it possible to earn complexity/illiquidity premia

Investments

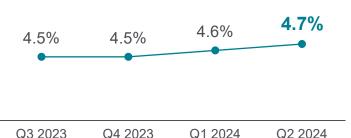
Q2 2024



Investment portfolio¹



3-month reinvestment yield



Portfolio management

- Further expansion of illiquid investments
- Equity quota nearly unchanged
- Reinvestment yield remains strong at 4.7%

¹ Management view – not fully comparable with IFRS figures, e.g. including real-estate in own use and cash. Fair values as at 30.6.2024 (31.12.2023). 2 Developed markets. 3 Including derivatives: 2.9% (3.7%).

After strong results in H1 2024, Munich Re well on track to achieve full-year targets





Highly profitable reinsurance segments

Net result

€3,227m

Return on equity

24.9%



Strong financial performance of Munich Re Group

Net result

€3.8bn





Very pleasing ERGO earnings

Net result

€535m

Return on equity

21.3%

Return on equity **24.3**%



Outlook 2024



Group	Insurance revenue (gross)	Net result	Return on investment		
	~ €59 bn	~€5.0 bn	>2.8 %		
ERGO	Insurance revenue (gross)	Net result	Combined ratio P-C Germany	Combined ratio International	
	~ €20 bn	~ €0.8 bn	~87%	~90%	
Reinsurance	Insurance revenue (gross)	Net result	Combined ratio Property-casualty	Total technical result Life and health	
	~€39 bn	~ €4.2 bn	~82%	~ €1.45 bn	



Creating value through global sustainability

Holistically integrating ESG across our organisation

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Holistically integrating ESG across our organisation









Ambitious decarbonisation targets

- Climate targets for our (re)insurance business
- Decarbonisation of our investments
- Reduction of our own emissions

Climate-related disclosure

- Aligned with the Task Force on Climate-Related Financial Disclosures (TCFD)
- Research on climate risks for more than 50 years

Diverse workforce

- 40% managers to be female by 2025
- 25% women in BoM by 2025
- 130+ nationalities

Employer of choice

- Comprehensive training and development programmes
- Measuring employee engagement
- Promoting digital culture and shaping new ways of working

ESG criteria in BoM remuneration

 ESG criteria relevant for variable remuneration and multi-year bonus

Sound ESG governance

 Board-Level "ESG Committee" and highlevel "ESG Management Team" with top managers from different business fields

Winner in Governance ranking

 "Excellent" rating in the 2023 DVFA Scorecard for Corporate Governance, first rank of DAX 40 companies

Delivery on climate ambition through emission reductions



Decarbonisation achievements in 2023 vs. 2019

GHG emission r	eduction ¹		Ambition 2025	Achievements 2023	
Assets ²		Total	-25 to -29 %	-47 %	
Financed GHG		Thermal coal	-35 %	-54 %	
emissions ³	<u> == ====</u>	Oil and gas	-25 %	-55 %	
Liabilities ⁴	<u></u>	Thermal coal	-35 %	Coal-fired power plants —41%	
Insurance-related				Thermal coal mining —41%	
GHG emissions ⁵	M	Oil and gas	-5 %	-80 %	
Own emissions GHG emissions from operational processes ⁶	200	Total per employee	-12 %	-34 % ✓	

¹ Reduction compared to base year 2019, measured in CO₂e. 2 Listed equities, corporate bonds and - for total - direct real estate. For total, if we were to use the nominal value instead of the market value for debt instruments, this would result in a reduction of 43% (instead of 47%). 3 Scope 1 and 2.

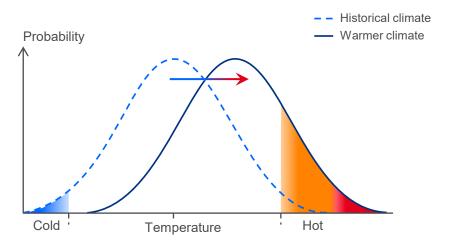
4 Applies to primary insurance, direct and facultative (re)insurance. 5 Metric tonnes of thermal coal produced annually by insureds/installed operational capacity (in MW) of insured coal-fired powerplants of insureds used as an equivalent for approximate development of emissions. Oil and gas emissions refer to scope 1-3 life-cycle emissions of the insured oil and gas production volumes of the insureds associated with our operational property business. 6 Scope 1, 2 and 3 (business travel, paper, water, waste).

Global warming –



Insurance industry must be prepared to cope with increasing likelihood of extremes

Small increase in average temperature, large impact on extremes



Based on: IPCC 2001, AR3, WG I, The Scientific Basis - Observed Climate Variability and Change, p.155

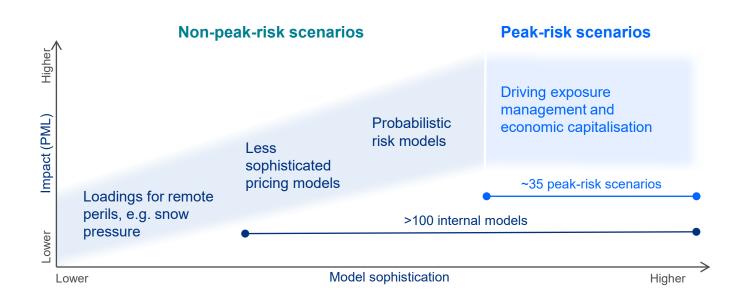
- Climate Change results in increasing temperatures and this in increasing probability of extremes (tail risks) ...
- ... which is likely to increase risk from weather-related nat cat events (frequency and/or severity), varying by region and perils
- As a result, climate change but also the growth of values are driving up nat cat losses which must be taken into account in updated risk and pricing models
- At the same time, prevention measures must be taken to mitigate the impact, e.g. levees, exposure management of land use, buildingcode development and enforcement

Munich Re has been pioneering and researching human-induced and natural climate change since the early 1970s

Munich Re continually revises and updates its nat cat models



Non-peak-risk scenarios are an integral part

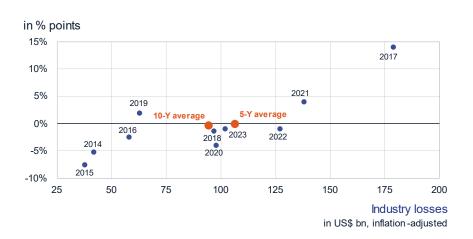


Strong in-house expertise – incorporating historic experience and forward-looking trends like climate change into risk and pricing models

Despite ongoing climate change, frequency/severity of nat cat claims remains largely random in any single year



Munich Re nat cat loss ratio vs. budget



Randomness of annual nat cat losses

- Munich Re's share in affected region
- Randomness of events
- Concentration of insured values hit



Nat cat one of the most profitable lines of business

despite persistently high industry losses





State-of-the art risk models

- Nat cat risks well captured in risk models
- Increasing industry loss trend manageable



Exposure and cycle management

- Superior risk selection safeguards high portfolio quality
- Smart growth in line with strong risk-bearing capacity



Business opportunities

- Munich Re well positioned as tier 1 reinsurer to benefit from long-term growth prospects, deriving from protection gap and increasing risk awareness
- Munich Re's natural catastrophe premiums (non-life reinsurance GWP) amount to roughly €7bn¹

EU Regulation: Overview taxonomy eligibility and alignment



Non-life insurance revenues ¹	100 % €37.0bn		100 % €156.1bn		thin the scope of n of the taxonomy KPI ³
			~61 % €94.7bn	taxonomy e	used to assess eligibility SME exposures and derivatives
Non-eligible business Lines of business not explicitly related to climate-risk perils	~44 % €16.2bn	Taxonomy regulation	Turnover- based ~16% €24.6bn	CapEx- based ~14% €22.5bn	Non-eligible assets ⁴ Assets assessed as non-eligible mainly financial assets and infrastructure
Taxonomy-eligible business Munich Re's eligible lines of business ²	~56 % €20.7bn	Activities which have	~21 % €32.2bn	~20 % €31.8bn	Taxonomy-eligible assets Includes direct investments in non- financial assets (e.g., real estate, forest), mortgage loans and financial assets
Thereof: Taxonomy-aligned business Munich Re's taxonomy aligned business (climate related)	~7.9 % €2.9bn	been identified as eligible/aligned in accordance with the EU taxonomy	~ 2.2 % €3.5bn	~2.5 % €3.9bn	Thereof: Taxonomy-aligned assets: Includes direct investments, e.g., mortgage loans, real estate

¹ Only non-life (re)insurance revenues are relevant for taxonomy reporting. 2 LoBs: marine, aviation and transport; other than MTPL motor; fire and other damage to property. 3 Taxonomy regulation excludes government exposure, as well as other assets (e.g., receivables on reinsurance business, DTAs and cash) from numerator and denominator.

⁴ Assets from financial investee undertakings not used to wassess taxonomy-eligibility are excluded from the eligibility assessment (~ 3% for turnover- and 5% for CapEx-based).

Our Low-Carbon insurance solutions and ESG-focused investments aim to contribute positively to our ESG strategy



Low-Carbon Solutions

To qualify as Low-Carbon Solutions in the environmental dimension, the solution must directly and exclusively cover one of the following activities:

- Generating, transmitting, storing, distributing or using renewable energy
- Increasing clean or climate-neutral mobility
- Switching to the use of responsibly sourced renewable materials
- Establishing energy infrastructure required to enable the decarbonisation of energy systems
- Use of environmentally safe carbon capture and utilisation (CCU) and carbon capture and storage (CCS) technologies

This includes e.g. Green-Tech Solutions which aim to support the energy transition by absorbing the technical risks involved.

ESG-focused Investments

Munich Re uses economically sound investment opportunities to create potential positive externalities. These include investments in renewable energy, forests with certified management, certified buildings, and green bonds.

31.12.2023 €m
3,633
3,130
2,565
1,928

Close to €450m premium by low carbon solutions in 2023

Target for €3bn investments in renewables by 2025 was overachieved in 2023

Decarbonisation targets and achievements



◆ Today —	→ ◆ 2025	→ ◆ Long-term	→ ◆ As per financial year 2023 —
Assets Financed GHG emmissions ¹	Target	Target	Achievement
No direct investment in listed companies with >15% revenue thermal coal ² >10% revenue oil sands	Thermal coal ⁷ -35% emissions	Thermal coal Full exit by 2040	Thermal coal -54% emissions
Oil and gas companies ³ • No new direct investment in pure-play oil and gas ⁴ • Net-zero commitment from integrated oil and gas companies required as of 2025 ⁵	Oil and gas ⁷ -25% emissions		Oil and gas -55% emissions
No direct illiquid investments in new oil and gas fields, midstream oil infrastructure and oil-fired power plants ⁶			
	Total ⁷ -25% to -29% emissions	Total Net-zero by 2050	Total -47% emissions
Liabilities Insurance-related GHG emissions ⁸	Target	Target	Achievement
Thermal coal No insurance for new coal mining, power plants, related infrastructure ⁹	Thermal coal -35% emissions ¹²	Thermal coal Full exit by 2040	Coal-fired power plants -41% emissions
		(incl. treaty reinsurance)	Thermal coal mining -41% emissions
Oil and gas – exploration and production			
No insurance for new and existing oil sand sites and related infrastructure ¹⁰ , arctic exposure and infrastructure ¹¹	Oil and gas		Oil and gas
No insurance for new oil and gas fields, midstream oil infrastructure and oil-fired power plants ⁶	-5% emissions ¹³		-80% emissions
		Total Net-zero by 2050	
Own Operations GHG emissions from operational processes	Target	Target ¹⁴	Achievement
GHG emission reduction per employee Scope 1, 2 and 3 (business travel, paper, water and waste)	-12% emissions		-34% emissions

All Greenhouse Gas (GHG) emissions are measured in CQ-equivalent (CO2e). Base year 2019 for all target and achievement numbers. Exceptions to policies can only be granted by a committee at Board level.

- 1 Scope 1 an
- 2 Exceptions are possible in individual cases for companies with revenues in thermal coal between 15% and 30% on the basis of an active engagement dialogue.
- 3 Direct investments in equities or corporate bonds from listed oil and gas companies.
- 4 Publicly traded companies listed under the Global Industry Classification Standard (GICS) Oil & Gas sub-industries with the exception of Integrated Oil & Gas.
- 5 For companies with the highest relative and absolute emissions.

- 6 Applies to contracts/projects exclusively covering the planning, financing, construction or operation which have not yet been under production (oil & gas fields) or construction or operation (infrastructure and plants) as at 31 December 2022.
- 7 Listed equities, corporate bonds and for total direct real estate.
 8 Applies to primary insurance, direct and facultative (re)insurance business.
- 9 For single location stand-alone risks.
- 10 For single location stand-alone risks; for mixed coverage above a certain threshold.
- 11 For exclusive coverages also incl. treaty business; for mixed coverages above a certain
 - 12 Metric tonnes of thermal coal produced annually by insureds/installed operational capacity (in MW) of insured coal-fired power plants of insureds (used as an equivalent for approximate development of the GHG emissions.
 - 13 Operational property business, scope 1-3 life-cycle emissions.
 - 14 Due to regulatory changes since the launch of the Ambition 2025, the terms "net-zero" and "neutrality" are no longer used for operational business processes in the context of Ambition 2025.

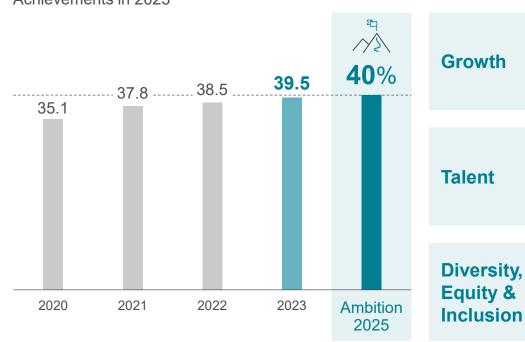
Gender ambition 2025

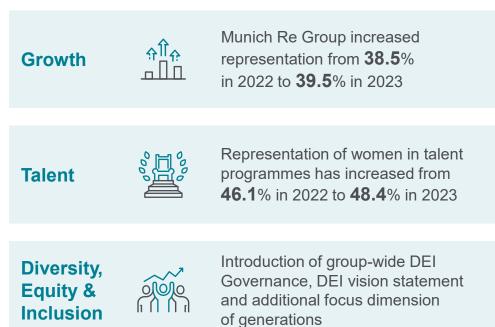


Approaching the targeted 40% women in leadership roles

Share of women at management level

Achievements in 2023





Governance

Structures at Board and Management level



Supervisory Board



<u>Audit Committee</u> Monitoring ESG risks



Praesidium and Sustainability Committee

Regularly addresses sustainability-related issues

ESG Committee



- Group CEO¹
- Group CFO
- Reinsurance CFO
- FRGO CFO

- Chief Investment Officer
- Head of Economics, Sustainability and Public Affairs (non-voting)

ESG Management Team



Members

- Head of Economics, Sustainability and Public Affairs¹
- Head of Sustainability
- Chief Underwriting Officer Reinsurance
- Chief Underwriting Officer ERGO

- Head for ESG-relevant topics in Group Investment Management
- Head of Corporate Underwriting Reinsurance
- Head of Financial and Regulatory Reporting



Overall responsibility for ESG-related strategic decisions



Tasks

Ensuring group-wide ESG strategy implementation

Group Sustainability Department

Supporting ESG Management Team/Committee, and business units

Insurance

Topic experts and Sustainability teams of business fields

Investment

Sustainability teams at Group Investment Management and MEAG

Central functions

Including HR, Risk Management, Legal and Compliance, Services, Communication, Reporting, etc.

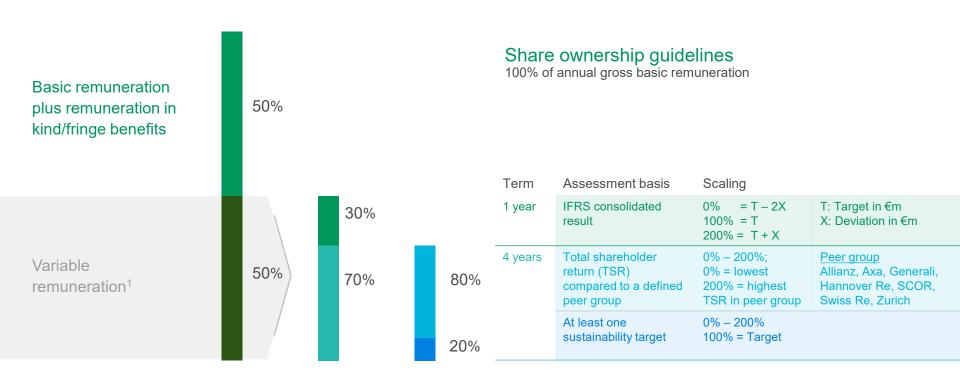
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1 Chair. Munich Re – Equity story September 2024

Governance



Remuneration system for the Board of Management



ESG criteria are integrated into the remuneration system for the Board of Management



ESG targets account for 20% of the multi-year bonus and focus on at least one of the dimensions E, S, or G:

2022-2025 multi-year bonus:

- Environmental: targets related to Munich Re's climate strategy, including goals for insurance, asset management and own emissions
- Social: 40% of managers to be women by 2025
- Governance: share of overdue audit measures below 5%

2023-2026 multi-year bonus:

- Environmental: Define a climate ambition for 2030 in line with the 2050 net-zero target and deliver on climate commitments
- Social: 40% share of women in management positions at all levels across the Group until end of the financial year 2026
- Governance: The average share of audit findings not implemented in a timely manner in relation to the total number of open audit findings is to be no higher than 5% Groupwide at the end of quarters in the assessment period.
 Senior Leaders within the Group ensure through regular tone-from-the-top activities within their areas of accountability that the compliance culture continues to be on a high level.

2024-2027 multi-year bonus:

- Environmental: Define a climate ambition for 2030 in line with the 2050 net-zero target and deliver on climate commitments:
- Governance: Advancing Munich Re's own cyber security and compliance with relevant regulatory requirements

Financial calendar 2024





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Disclaimer



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