# 2023

Half-year results

Analyst conference call 30 August 2023

Jos Baeten, CEO Ewout Hollegien, CFO

a.s.r. de nederlandse verzekerings maatschappij voor alle verzekeringen



# Strong financial performance and robust solvency position

- Operating result increased € 6m to € 460m driven by favorable results in Life, Non-life and stable fee-business. More than compensating for higher hybrid expenses
- Solvency II ratio of 215% (after interim dividend) at a robust level
- Organic capital creation improved before deducting the additional hybrid expenses (€ 26m) to pre-finance combination with Aegon NL. Positive impact due to higher interest rates and a higher contribution from P&C, offset by lower contribution from Disability and Health
- Revenue as reflected in premiums received and DC inflow shows good commercial momentum, particularly in Non-life
- Interim dividend of € 1.08 per share equals 40% of the 2022 dividend per share reflecting 12% step-up in FY 2022 dividend
- Operating ROE at 13.5%, 1.5%-p higher than FY 2022

**Operating result** 

€ 460m

+1.4%

(HY 2022: € 454m)

Solvency II (SF)<sup>1</sup>

215%

-6%-p

(31/12/2022: 221%)

Organic capital creation

€ 414m

-3.3%

(HY 2022: € 428m)

Premiums received and DC inflow

€ 4.1bn

+12.6%

(HY 2022: € 3.7bn)

**Operating ROE** 

13.5%

+1.5%-p

(HY 2022: 12.0%)

**Interim DPS** 

€ 1.08

+10.2%

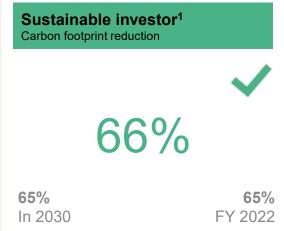
(HY 2022: € 0.98)

# Value creation for all stakeholders and compelling ESG credentials

### Non-financial KPI's









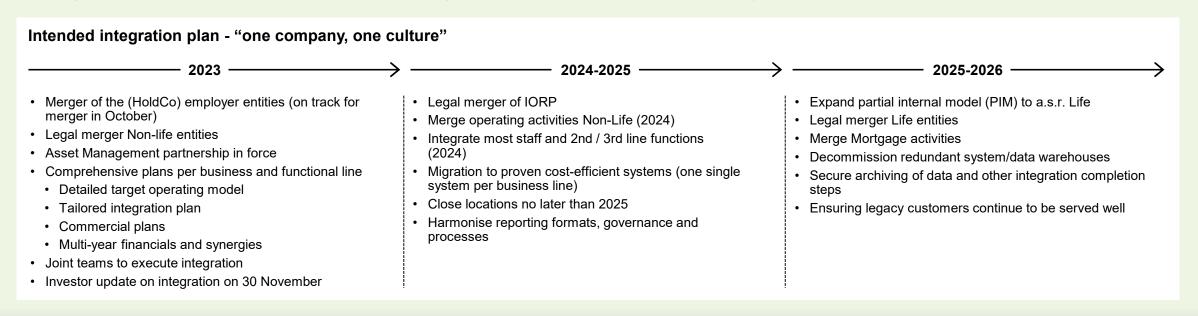
### **ESG** credentials



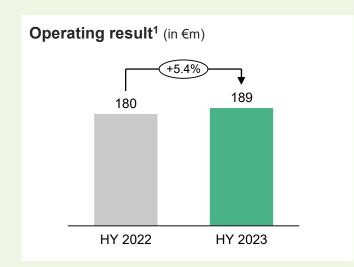
**C.S. 1.** Compared to 2015 own account investments

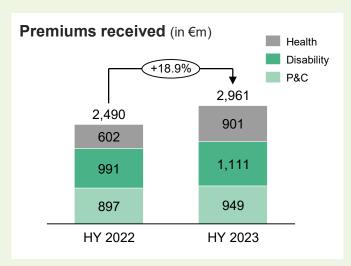
# Creating a leading insurer in the Netherlands

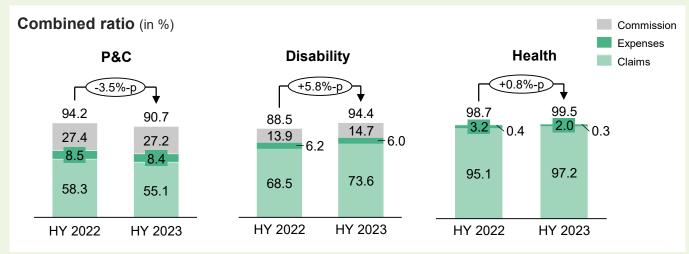
- The transaction with Aegon to combine a.s.r. and Aegon Nederland was completed on 4 July 2023
- a.s.r. issued new shares to Aegon in July as part of the total consideration
- With the completion of the transaction the Supervisory Board (SB) of a.s.r has been expanded from 5 to 7 members
- Appointment of Management Board and senior management to lead the different product and functional lines of the new business combination
- Labor Unions approved the conditions of employment protocol for Aegon NL employees that enables merger of employer entity
- Approval to use existing SII partial internal model at Aegon Life and group consolidation granted by Dutch Central Bank (DNB)
- Integration activities have been initiated. The integration is expected to be completed by the end of 2026



# Non-life segment higher operating result and portfolio growth

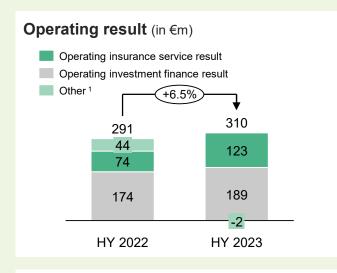


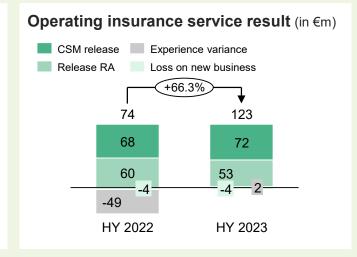


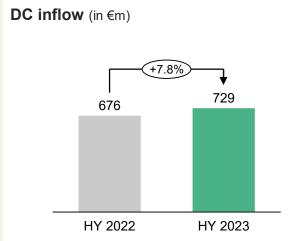


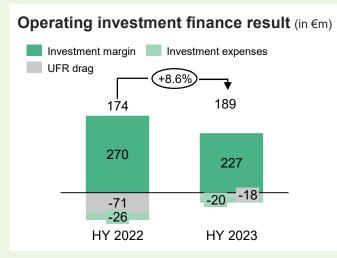
- Strong premium growth in P&C and Disability as result of higher sales volumes and tariff adjustments
- Operating result increase (€ 10m) driven mostly due to the absence of weather related claims and higher operating investment and finance results, offsetting an adverse claim experience in Disability and Health and higher provisioning in group Disability
- In P&C combined ratio of 90.7% mainly reflects absence of calamities and higher discounting impact due to higher interest rates
- In Disability combined ratio of 94.4% reflects higher claims in self employed portfolio in Q1 and higher provisioning in group Disability due to the alignment of assumption between sub-portfolios
- Health combined ratio reached 99.5%. Lower commission and expense ratio due to strongly higher premiums, offset by adverse claims experience in supplementary Health

# Life segment increase of operating result driven by finance result







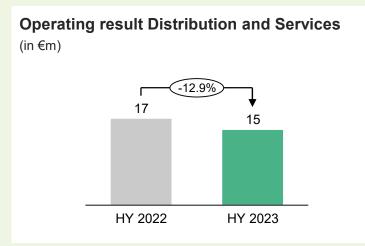


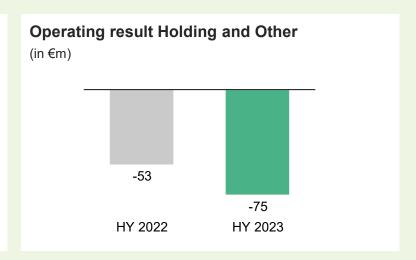
- Higher DC inflow of product 'Werknemers Pensioen' (16%) and 'Doenpensioen' (6%) due to organic portfolio growth
- Operating result of Life segment increased by € 19m (6.5%) primarily related to operating investment finance result
- Operating investment finance result increased as a result of higher interest rates (lower UFR drag)
- Operating insurance service result increased by € 49m due to a reclassification of € 46m between operating insurance service result and Other result. Corrected for this, the operating insurance service result increased by € 4m, mainly related to improved experience variance. Slightly higher CSM release offset by lower RA release due to higher interest rates
- Pension DC<sup>2</sup> AuM further increased to € 6.5bn (FY 2022: € 5.4bn) as result of net inflow and positive market revaluations

<sup>&</sup>lt;sup>1</sup> Part of Other result is reclassed in HY 2023 figures. The impact of this reclassification on 2022 would result in € 46m shift from Other result to Operating insurance service result <sup>2</sup> Includes WnP (Werknemers Pensioen), Doenpensioen, DIP (immediate annuity) and a.s.r. Vooruit

### Fee-business reflects solid operational performance





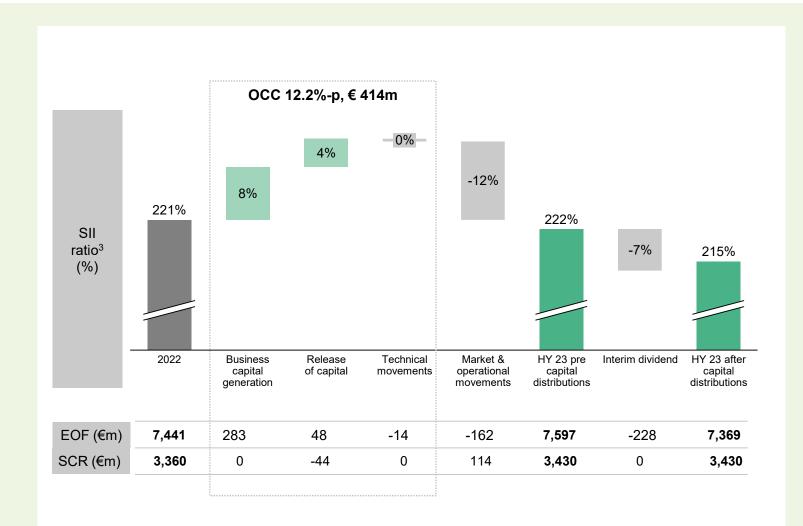


- The operating result of Asset Management increased by € 1m or 6.2% resulting from higher fee income as result of business growth. This was partly offset by higher operating expenses
- Total third-party AuM increased to € 30.8bn (HY 2022: € 28.5bn) or 8% driven by net inflows in funds of a.s.r. Pension DC products and growth in real estate funds partly offset by negative revaluations
- Distribution and Services: One-off expenses and higher interest expenses resulted in a decrease of operating result by € 2m. Fee income
  increased by organic growth in various portfolios and some small acquisitions
- Holding and Other: Operating result decreased to €-75m (HY 2022: €-53m) mainly by the increase of interest charges (€ 35m) related to € 1 bn Tier 2 hybrid bond issue in November 2022 for pre-financing the business combination with Aegon Nederland

# Solvency and capital position

Ewout Hollegien, CFO

# Robust Solvency HY 2023



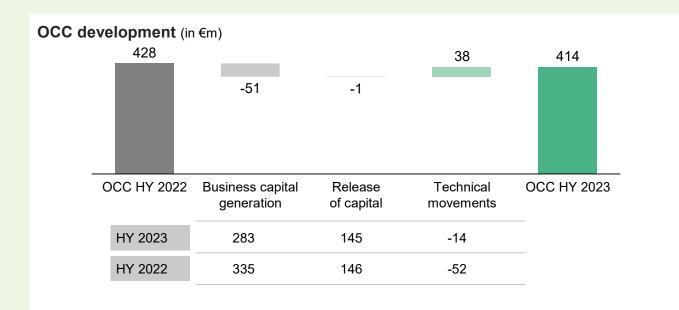
- Solvency II ratio<sup>1</sup> at a robust level of 215% after a 7%-p deduction for the interim dividend (€ 228m)
- Strong organic capital creation of € 414m or 12.2%-p
- Impact of market & operational movements reflects higher equity markets, spread widening and unfavorable revaluations of real estate offset by a positive impact from a higher VA and LACDT benefit
- SCR increase is mainly the result of higher counterparty default risk (impact: -3%-p) due to higher cash position given the closing of the Aegon transaction early July
- Pro forma SII ratio<sup>2</sup> after closing of the transaction with Aegon Nederland is > 185%

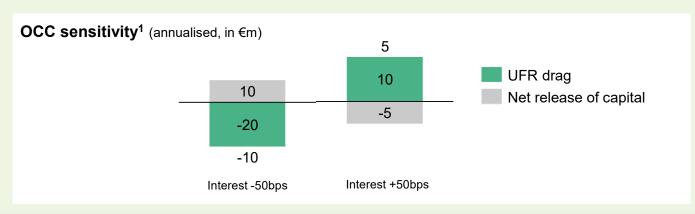
<sup>&</sup>lt;sup>1</sup> Solvency II ratio includes financial institutions and exclude the € 1bn Tier 2 bond issued to finance the business combination of a.s.r. and Aegon Nederland

<sup>&</sup>lt;sup>2</sup>The pro-forma data is solely based on simple addition of stand alone a.s.r. / Aegon NL taking into account some major approximations for impacts resulting from the combination. No bottom-up calculations have been made g

<sup>&</sup>lt;sup>3</sup> Rounding differences occur

# OCC development HY 2023





### **Business capital generation (€ -51m)**

- Higher contribution from P&C and a lower contribution from Disability and Health
- Increased hybrid costs (€ 26m) due to € 1bn Tier 1 bond issue in November 2022

### Release of capital (€ -1m)

 Higher SCR release and positive effect of higher average SII ratio<sup>2</sup> compared to last year is offset by lower market risk SCR and a higher NB strain due to growth in P&C and Disability

### **Technical movements (€ +38m)**

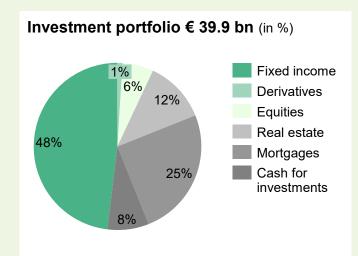
• UFR drag<sup>3</sup> decreased due to higher interest rates

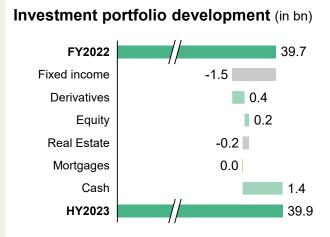
<sup>&</sup>lt;sup>1</sup> UFR drag sensitivity included in the annualized OCC sensitivity represents an estimated change in the UFR drag p.a. and does not take the OCC averaging methodology into account

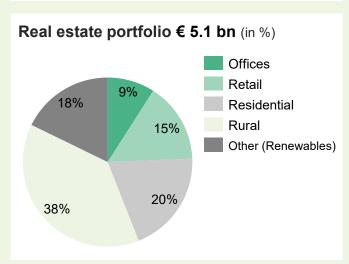
<sup>&</sup>lt;sup>2</sup> Within the OCC calculation, SCR effects are multiplied by average SCR ratio of the given period

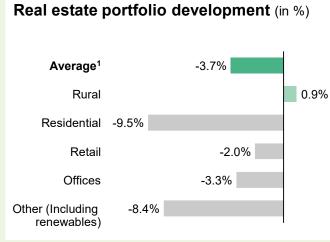
<sup>&</sup>lt;sup>3</sup> Applies averaging methodology, i.e. taking average of the € 33m UFR drag p.a. at 31/12/2022 rates and the € 25m UFR drag p.a. at 30/06/2023 rates

### Diversified and robust investment portfolio







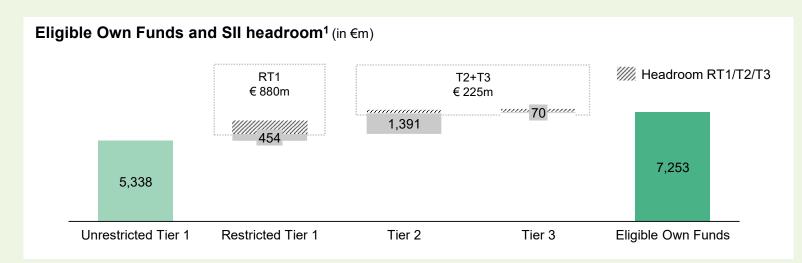


- Diversified and robust investment portfolio with skew to quality
- A decrease in exposure of the fixed income portfolio was mainly due to planned sale of short-term government bonds to fund the Aegon NL cash consideration
- Exposure to mortgages remained stable. Mortgage origination in 2023 stood at € 1.4bn of which € 1.0bn allocated to 3rd party investors
- Exposure to equities increased compared to FY 2022, mainly related to higher equity markets.
   Decrease in real estate mainly related to negative revaluations
- Lower valuation of real estate portfolio reflects market development. Large portion of investments in rural land mitigates overall impact on lower revaluation
- Valuation of residential real estate affected by higher transfer tax. Unfavorable revaluation of renewables as result of normalisation of power prices

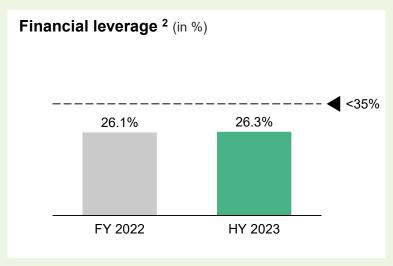
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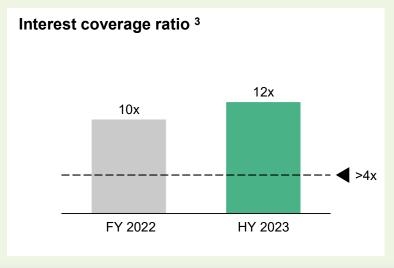
Γ ς γ ¹ Calculation is based on weighted average

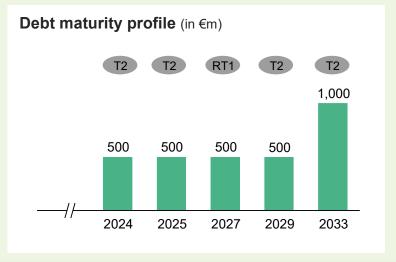
# Balance sheet offers a strong foundation for combined companies









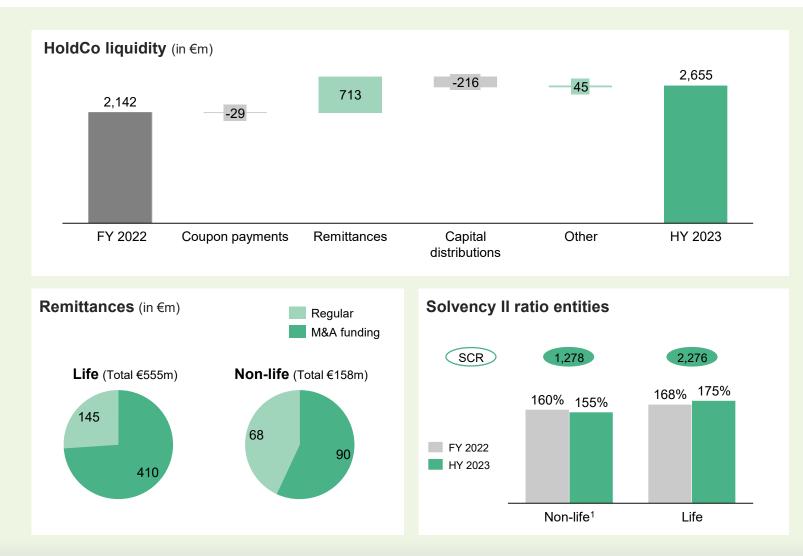


<sup>&</sup>lt;sup>1</sup> Eligible own funds are excluding financial institutions

<sup>&</sup>lt;sup>2</sup> Leverage ratio operating based –including the issued shares (as part of equity) and the € 1bn Tier 2 bond issued to pre-finance business combination with Aegon NL- is 32.1% (2022: 32.1%)

<sup>&</sup>lt;sup>3</sup> Interest coverage ratio operating based -including 1bn Tier 2 Hybrid for pre-financing business combination with Aegon NL is 7x (2022: 9x)

# Strong solvency and cash in support of successful deal closing



- HoldCo liquidity at 30 June 2023 stood at
   € 2.7bn to fund the cash consideration
   (€ 2.26bn) of Aegon transaction early July
- Cash upstream from Life and Non-life as part of transaction funding (€ 500m) and normal remittance (€ 213m) to cover dividends, coupons and other Holding expenses for the current year
- Life Solvency II ratio increased by 7%-p, reflecting positive impact from OCC, higher VA and higher LACDT benefit which more than offsets the negative impact of higher equity markets, negative real estate revaluations, spread developments and cash remittance (€ 145m)² to the group
- Non-life Solvency II ratio decreased by 5%-p, driven by the regular cash remittance to the group (€ 68m)², increase of (expected) inflation, spread developments and real estate revaluations, partly offset by positive contribution from OCC

<sup>&</sup>lt;sup>1</sup> Non-life ratio excluding Health

<sup>&</sup>lt;sup>2</sup> Solvency II ratio's FY2022 includes the foreseeable dividend (Life: € 410m and Non life: € 90m) for funding of business combination with Aegon NL.

# IFRS 17 highlights

Ewout Hollegien, CFO

Supplement with background and comparable figures on the IFRS 17 transition is available on the a.s.r. website

### Please see:

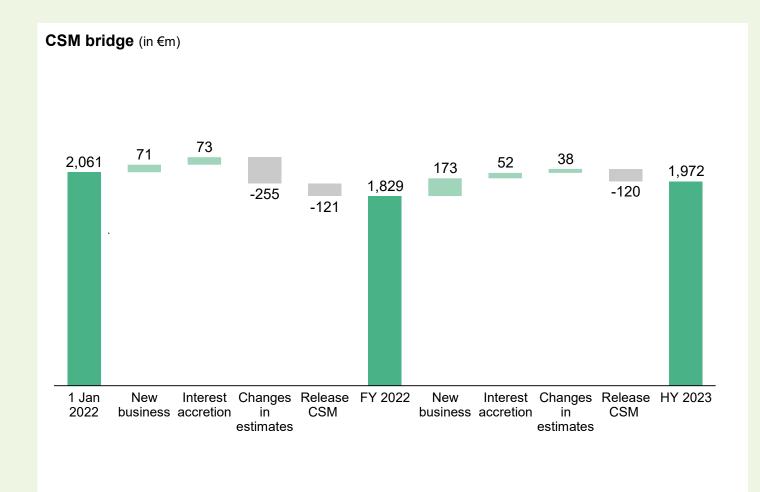
https://www.asrnl.com/investorrelations/investor-presentations

# Key methodology choices

- Current choices for a.s.r. standalone, harmonisation of IFRS 17 methodology with Aegon NL could lead to changes
- Solvency II alignment Improves comparability

- > Assets FVTPL, except FV-OCI for equity investments. No hedge accounting applied for insurance segments
- Measurement approach General Measurement Model, except for P&C/Health (PAA) and UL / DC (VFA)
- ▶ Discount curve LIP based on own portfolio and FSP 20y for extrapolation to the UFR (2022: 3.45%, 2023: 3.40%)
- ► Risk Adjustment¹ In line with SII standard formula RM methodology (CoC of 6%)

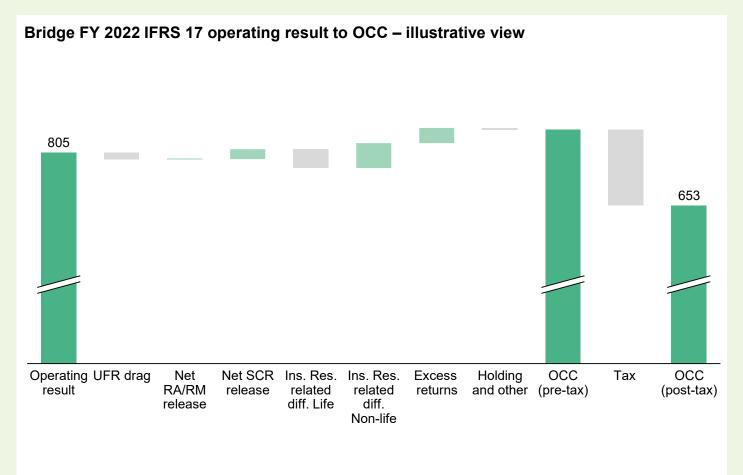
# **CSM** development



- CSM increased 7.8% to € 1,972m . CSM increase in HY 2023 is mainly due to the addition of new profitable production € 173m (FY 2022: € 71m)
  - Disability: € 108m NB CSM shows strong profitability, reflecting increased market interest rates and improved pricing. NB contains seasonality skew to H1 under IFRS 17 related to renewals per 1 January
  - Life: € 65m NB CSM, supported by indexation of funeral policies in the beginning of the year
- Interest accretion mainly reflects the impact of economic changes on the VFA portfolio in the Life segment
- Changes in estimates in 2022 relate to assumption changes (e.g. cost and inflation assumptions) reflecting extra-ordinary circumstances of 2022
- The release of CSM in HY 2023 is relatively higher compared to 2022 due to improved Disability NB CSM which for a large part releases within a year. For a.s.r. Life standalone, c. 6-8% CSM release p.a. is expected

 $\alpha.s.r.$ 

# Operating result vs OCC



- Figures in the bridge are meant to give an illustrative view for educational purposes
- Operating result definition under IFRS 17 is more aligned to Solvency II OCC compared to IFRS 4
- Different interest rate curve (e.g. LIP (IFRS) vs. VA (SII) and different convergence points of the UFR) lead to valuation differences impacting a.o. the UFR drag and the excess returns
- Net RA/RM release shows little difference. However, there can be differences based on different market circumstances and assumption changes
- No SCR release under IFRS 17
- Insurance related differences<sup>1</sup> mainly relate to timing differences on recognition of new business and release of profits;
  - Life: operating profits are released via CSM whereas in OCC the contribution through technical result is limited
  - Non-life: new business written in Q4 (e.g. Group Disability) is recognized in Q4 OCC, but in Q1 operating result
- Tax; operating result is a pre-tax figure and OCC is a post-tax figure. Corporate tax rate is 25.8%

# Wrap-up

Jos Baeten, CEO

# Strong foundation for creating a leading insurer in the Netherlands

- Transaction to combine a.s.r. and Aegon Dutch businesses completed. Integration initiated
- Solid performance reflected by increased profitability and solid contribution from all business segments
- Continuing strong balance sheet also after closing of Aegon NL transaction
- ▶ IFRS 17 changes reporting and does not affect our strategy or management approach
- Committed to deliver on sustainable value enhancement of business combination
- More details on our integration activities and planning on our Investor Update 30 November 2023

# Investor relations a.s.r.

Financial calendar

30 August 2023

Announcement interim dividend

6 September 2023

Ex-interim dividend date

7 September 2023

Dividend record date

12 September 2023

Dividend payment date interim dividend

30 November 2023

Investor update on integration

29 February 2024

Publication of full-year result 2023

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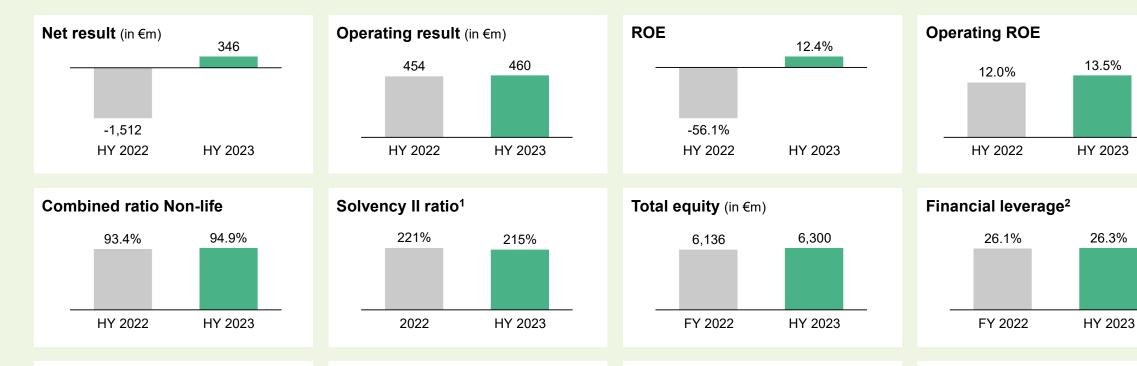
Appendix

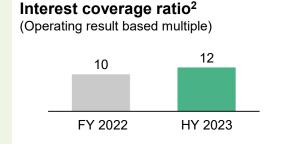
# **Appendices**

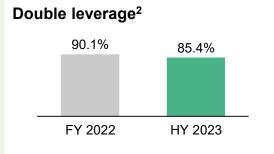
- A. Financial ratios
- B. Combined ratio per product line
- C. Calculation of operating ROE
- D. IFRS profit vs. operating result per segment
- E. IFRS equity and SII EOF multi-year development
- F. SCR movement in HY 2023
- G. Sensitivities Solvency II ratio
- H. Sensitivities Solvency II ratio UFR
- I. UFR drag methodology of Solvency II
- J. Investment portfolio
- K. Details of fixed-income portfolio

- L. Details of Corporates, Financials and Alternative fixed income portfolio
- M. Fixed Income portfolio Government credit rating
- N. Fixed Income portfolio Corporates, Financials and Alternative fixed income credit rating
- O. Details of equities and real estate portfolio
- P. Calculation of asset leverage

### A. Financial ratios











<sup>&</sup>lt;sup>1</sup> SII ratio includes financial institutions

<sup>&</sup>lt;sup>2</sup> Including issued shares and the issued € 1bn Tier 2 bond to finance the business combination of a.s.r. and Aegon Nederland the Financial leverage, ICR and Double leverage would respectively be: HY23; 32.1%, 7x, 71.6% and FY22: 32.1%, 9x, 75.1%

# B. Combined ratio per product line

		HY 2022	FY 2022	HY 2023
	Net insurance contract revenue (in €m)	795	1,607	826
	Claims ratio	58.3%	56.6%	55.1%
<b>Property &amp; Casualty</b>	Expense ratio	8.5%	8.5%	8.4%
	Commission ratio	27.4%	27.4%	27.2%
	Combined ratio	94.2%	92.5%	90.7%
	Net insurance contract revenue (in €m)	721	1,424	761
	Claims ratio	68.5%	79.5%	73.6%
Disability	Expense ratio	6.2%	6.8%	6.0%
	Commission ratio	13.9%	10.3%	14.7%
	Combined ratio	88.5%	96.7%	94.4%
	Net insurance contract revenue (in €m)	563	1,119	841
	Claims ratio	95.1%	96.5%	97.2%
Health	Expense ratio	3.2%	3.1%	2.0%
	Commission ratio	0.4%	1.5%	0.3%
	Combined ratio	98.7%	101.2%	99.5%
	Net insurance contract revenue (in €m)	2,080	4,150	2,428
	Claims ratio	71.8%	75.2%	75.5%
Non-life segment	Expense ratio	6.3%	6.5%	5.4%
	Commission ratio	15.4%	14.5%	14.0%
	Combined ratio	93.4%	96.3%	94.9%

# C. Calculation of operating ROE

(in €m)		HY 2022	FY 2022	HY 2023
Operating result (before tax, annualised)		908		920
Tax effect (25.8%)		234		237
Operating result (net of taxes, annualised)		673		683
(in €m)	1 Jan 2022 <sup>1</sup>	HY 2022	FY 2022	HY 2023
Equity attributable to shareholders	6,170	4,771	5,105	5,279
Minus: Unrealised gains and losses reserve	-338	-20	98	152
Minus: IFRS equity discontinued	43	33	24	19
Adjusted IFRS equity	6,465	4,758	4,982	5,107
Average adjusted IFRS equity		5,612	5,724	5,045
Operating ROE		12.0%		13.5%

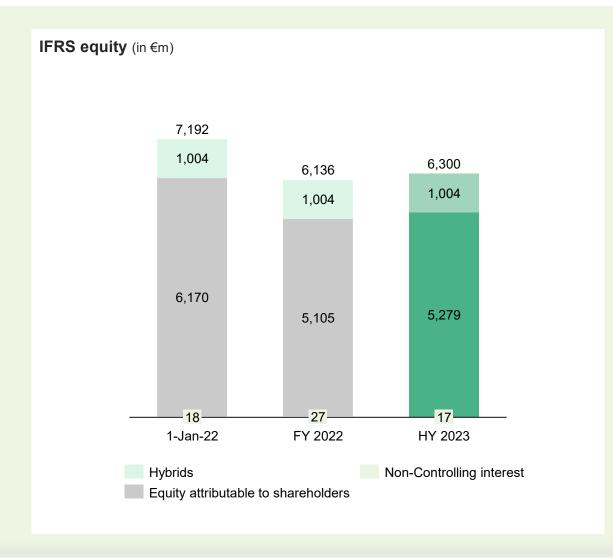
C.S.I. <sup>1</sup> IFRS 17 opening balance

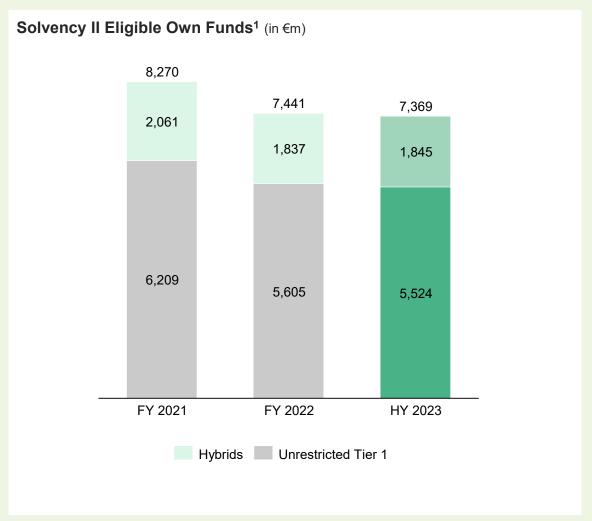
# D. IFRS profit vs. operating result per segment

	IFRS profit (pre-tax)	Investment related incidentals	Non- investment related incidentals	Operating result (pre-tax)			
	<b>HY 2022</b> (in €m)						
Non-life	-62	-212	-31	180			
Life	-1,139	-1,459	28	291			
Asset Management	19	0	0	19			
Distribution and Services	11	0	-6	17			
Holding and Other/Eliminations	-874	-749	-72	-53			
Total	-2,046	-2,419	-81	454			
		FY 2022	<b>2</b> (in €m)				
Non-life	-82	-185	-157	259			
Life	-1,018	-1,498	-110	590			
Asset Management	38	0	-1	39			
Distribution and Services	13	-1	-11	25			
Holding and Other/Eliminations	-1,330	-1,065	-156	-109			
Total	-2,378	-2,749	-434	805			

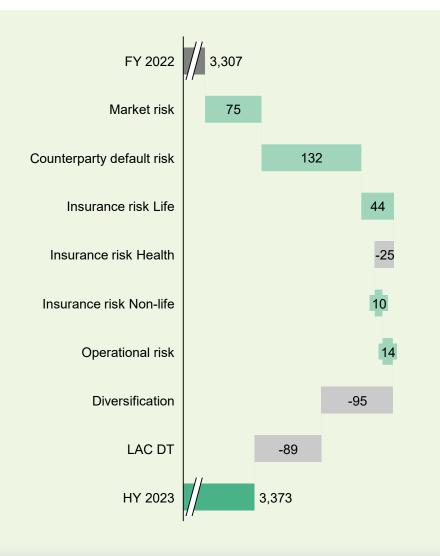
IFRS profit (pre-tax)	Investment related incidentals	Non- investment related incidentals	Operating result (pre-tax)					
	<b>HY 2023</b> (in €m)							
143	18	-65	189					
341	26	4	310					
20	0	-1	21					
10	0	-5	15					
-57	64	-47	-75					
456	109	-113	460					

# E. IFRS equity and Solvency II EOF multi-year development





### F. SCR movements<sup>1</sup> in HY 2023 (in €m)





- Spread risk
- Property risk

#### Insurance risk Life:

Catastrophe risk

#### **Insurance risk Health:**

HSLT risk

#### Diversification

LAC DT



#### SCR increases in

#### Market risk:

- Interest rate risk
- Equity risk
- Currency risk

### Counterparty default risk<sup>2</sup>

#### Insurance risk Life:

- Mortality risk
- · Longevity risk
- Expense risk
- Lapse risk

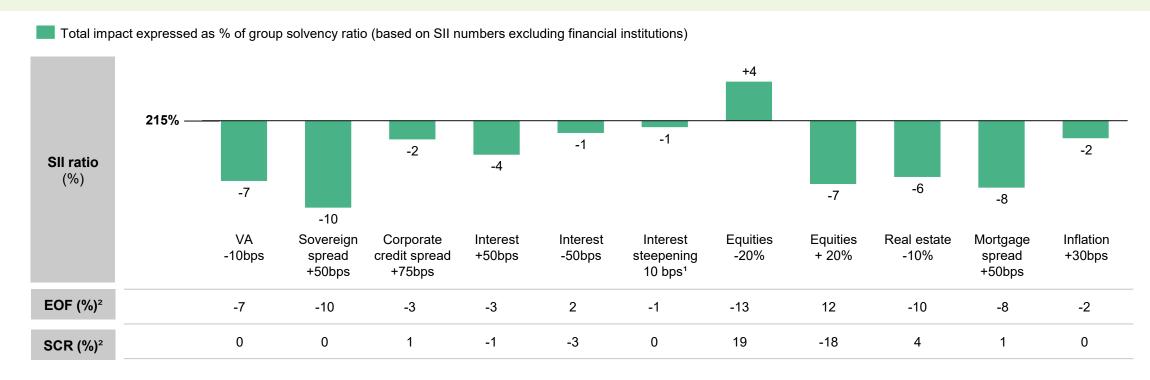
#### Insurance risk Health:

HNSLT risk

Insurance risk Non-life

Operational risk

# G. Sensitivities Solvency II ratio



- Sovereign and corporate spread sensitivities are stated excluding VA<sup>3</sup>. Corporate spread sensitivity includes impact of spread widening on IAS19 pension provision
- Non-linearity of the equity sensitivity due to dynamics of the symmetric adjustment (equity dampener)
- Current solvency level enables a.s.r. to potentially absorb multiple downward adjustments while remaining safely above the cash dividend payment level (>140%), entrepreneurial level (>160%) and the threshold for additional capital return (>175%)

<sup>&</sup>lt;sup>1</sup> Steepening of the curve of 10bps between 20Y and 30Y

<sup>&</sup>lt;sup>2</sup> Impact on EOF / SCR expressed as %- points of Solvency II ratio

C . S . T • <sup>3</sup> Please note that spread widening will lead to a VA increase. At 30/06/2023, a corporate spread widening of 75bps corresponded with approx. 17bps of VA increase. A 50bps of sovereign spread widening corresponded with approx.9 bps of VA increase

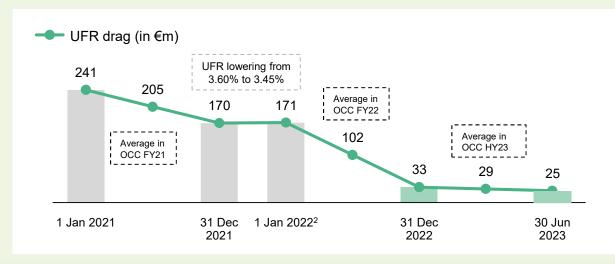
### H. Sensitivities Solvency II ratio – UFR



- For 2024 EIOPA intends to set UFR at the level of 3.30%<sup>1</sup>. Current level is 3.45%
- Lowering the UFR would lead to lower 'stock' of capital but would increase organic capital creation ('flow') because of reduced UFR unwind

### I. UFR drag methodology of Solvency II





- The absolute value of the UFR benefit in Solvency II Own Funds and therefore the unwind of the benefit (UFR drag) depends on;
  - The current level of interest rates and
  - The shape of the curve
- UFR benefit amortised over time, resulting in UFR drag p.a.
- The UFR drag is a (negative) part of the OCC (in technical movements) and is the average of the beginning of period and end of period UFR drag calculations to minimise volatility between reporting periods
- The UFR drag is sensitive to interest rate movements, where lower interest rates lead to higher UFR drag (negative impact on OCC) and vice versa
- For HY 2023, the UFR drag impact in the OCC is € 14m. This is half of the average between the 31 December 2022 UFR drag calculation (€ 33m) and the 30 June 2023 UFR drag calculation (€ 25m). If rates at 31 December 2023 are equal to 30 June 2023, the FY 2023 OCC will include approx. € 29m UFR drag impact

# J. Investment portfolio

<b>Assets</b> (in €bn, fair value)	FY 2022	HY 2023	Delta	% of total
Fixed income <sup>1</sup>	20.7	19.2	-1.5	48%
Derivatives <sup>2</sup>	-0.1	0.3	0.4	1%
Equities <sup>3</sup>	2.3	2.5	0.2	6%
Real estate	5.1	4.9	-0.2	12%
Mortgages / other loans	9.8	9.8	-0.0	25%
Cash (equivalents) for investments	1.8	3.2	1.4	8%
Total investments	39.7	39.9	0.2	100%
Investments on behalf of policyholders	9.9	10.9	1.0	
Investments related to investment contracts	2.0	2.4	0.4	
Other assets <sup>4</sup>	6.6	6.7	0.1	
Total balance sheet	58.3	59.9	1.7	

- A decrease in the exposure to the fixed income portfolio was mainly due to expiring short term government bonds which released liquidity and will be used for the Aegon deal
- Exposure to equities increased, mainly related to higher equity markets
- A decrease in real estate portfolio as a result of external sales of the rural portfolio and negative revaluations
- Exposure to mortgages stable. Mortgage origination in 2023 stood at € 1.4bn.
- Mortgages also include exposure of € 0.3bn through external mortgage funds and € 1.9bn through internal mortgage funds

<sup>&</sup>lt;sup>1</sup> Includes accrued interest

### K. Details of fixed-income portfolio

- The core of the FI portfolio consists of AAA and AA government bonds, with selective peripheral sovereign exposure
- A decrease in value of the fixed income portfolio was mainly due to planned sale of short-term government bonds to fund the Aegon NL cash consideration
- Limited downgrades € 28m (all still investment grade) in the actively managed corporate bond portfolio and € 112m upgrades
- Mortgage portfolio is well protected as 24% is NHG (government guarantee) and remains robust, with an average LtMV of 64% and limited arrears position

Fixed Income <sup>2</sup> (in €m)	FY 2022	HY 2023	Delta	% of total
Governments	9,665	8,099	-16%	41%
Financials	4,021	4,342	8%	22%
Corporate <sup>3</sup>	2,978	2,879	-3%	15%
Alternative fixed income <sup>3</sup>	3,306	3,260	-1%	17%
Fixed Income Funds <sup>4</sup>	467	456	-2%	2%
Preference shares <sup>4</sup>	297	190	-36%	1%
Derivatives <sup>5</sup>	-92	336		2%
Totaal	20,642	19,561	-5%	100%

Mortgages (in €m)	FY 2022	HY 2022	Delta	% of total
NHG	2,229	2,347	5%	24%
LtMV <55%	3,017	2,727	-11%	28%
LtMV <65%	1,429	1,273	-12%	13%
LtMV <85%	2,252	2,373	5%	24%
LtMV <95%	415	482	14%	5%
LtMV <110%	189	319	41%	3%
LtMV >110%	1	1	17%	0%
Subtotal	9,531	9,521	0%	97%
Other mortgage funds <sup>1</sup>	303	302	0%	3%
Total	9,834	9,823	0%	100%

Governments (in €m)	FY 2022	HY 2023	Delta	% of total
Netherlands	2,545	2,140	-16%	26%
Germany	1,404	819	-42%	10%
Supranationals	1,322	970	-27%	12%
France	1,079	1,057	-2%	13%
Belgium	721	938	30%	12%
Austria	570	486	-15%	6%
Spain	530	266	-50%	3%
Ireland	329	374	14%	5%
Finland	319	240	-25%	3%
Other	847	809	-5%	10%
Total	9,665	8,099	-16%	100%

<sup>&</sup>lt;sup>1</sup> LtMV not provided for these (external) funds

**Q.S.** <sup>2</sup> Values are not corrected for accrued interest

<sup>&</sup>lt;sup>3</sup> Asset classes have been subject to reclassification

Assets classes were presented as other corporates
 Forwards and Swaptions are not longer excluded

# L. Details of Corporates, Financials and Alternative fixed income portfolio

### Comments on Corporates, Financials and Alternative fixed income portfolio

Structured and Credit portfolio stable

#### Portfolio quality

- >97% of the Corporates and Financials portfolio is rated investment grade or higher
- BBB category is skewed towards BBB+
- Based on internal ratings 74% of the alternative fixed income investments are investment grade or higher
- If 20% of the entire Corporates and Financials credit portfolio experienced a full letter downgrade (3 notches), it would result in approximately 3%-p impact on our Solvency II ratio1 due to higher SCR

Alternative fixed income (in €m)	FY 2022	HY 2023	Delta	% of total
Government Guaranteed	453	464	2%	14%
Multi Credit	832	851	2%	26%
Renewables	383	336	-12%	10%
Private Loans	1,511	1,502	-1%	46%
Other ABS	127	107	-15%	3%
Totaal	3,306	3,260	-1%	100%

Credits (in €m)	FY 2022	HY 2023	Delta	% of total
Automotive	250	230	-8%	8%
Basic industry	265	284	7%	10%
Capital goods	306	241	-21%	8%
Consumer goods	398	344	-14%	12%
Energy	163	168	3%	6%
Healthcare	280	266	-5%	9%
Retail	101	89	-12%	3%
Services	144	128	-11%	4%
Technology & Electronics	74	54	-27%	2%
Telecommunications	194	209	8%	7%
Transportation	209	209	0%	7%
Utility	580	607	5%	21%
Other Corporates	15	49	226%	2%
Corporates	2,978	2,879	-3%	100%
Banking	2,800	2,990	7%	69%
Financial Services	367	426	16%	10%
Insurance	855	926	8%	21%
Financials	4,021	4,342	8%	100%

# M. Fixed Income portfolio Government credit rating

Market value governments (in €m)	0-1	1-2	2-3	3-5	5-10	10-20	20-30	30+	Total	Delta <sup>1</sup>	% of total
AAA	327	36	75	182	320	940	993	749	3,622	-1,248	45%
AA	299	39	77	65	369	430	1,016	1,585	3,881	66	48%
A	116	12	19	50	215	85	6	7	510	-238	6%
BBB	18	-	28	-	41	-	-	-	86	-145	1%
ВВ	-	-	-	-	-	0	-	-	0	0	0%
B or below									-		0%
Not rated									-		0%
Total	760	87	198	297	945	1,455	2,015	2,341	8,099	-1,566	100%

# N. Corporates, Financials and Alternative fixed income credit rating

Market value credits (in €m)	0-1	1-2	2-3	3-5	5-10	10-20	20-30	30+	Total	Delta <sup>1</sup>	% of total
AAA	312	15	1	23	47	379	-	-	777	160	9%
AA	29	46	43	166	152	122	0	1	599	-224	6%
A	104	413	370	923	1,360	326	13	4	3,514	188	39%
BBB	361	572	531	973	1,209	328	20	-	3,992	107	44%
ВВ	3	35	35	39	67	-	-	-	178	-2	2%
B or below	9	2	16	1	12	15	-	-	55	18	1%
Not rated	0	3	0	0	0	3	0	0	6	-19	0%
Total	817	1,084	996	2,125	2,847	1,173	34	5	9,080	228	100%

Table contains Financials, Corporates and Alternative fixed income from slide K. Excluded are:
Private loan funds € 1.400m

Private loan funds contain, on a look-through basis:

Investment grade (>BB)

€ 628m

Not rated

High yield

€ 289m

€ 482m

Fixed income funds contain, on a look-through basis:

Investment grade (>BB)

€ 317m

Not rated

€ 19m

High yield

€ 119m

**Q.S.** 1. 1 Delta with FY 2022

# O. Details of equities and real estate portfolio

#### Highlights

quities

Total exposure to Equity increased, primarily driven by higher equity markets

Continuation of the active hedging policy for the illiquid part of the portfolio

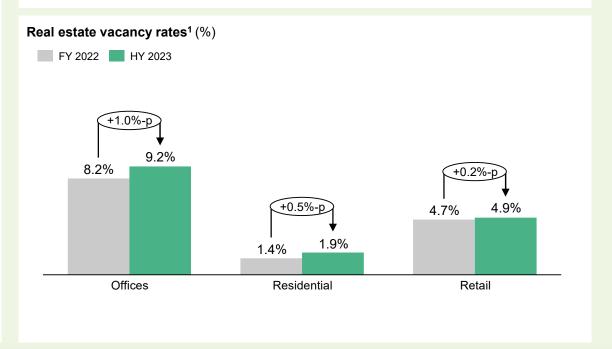
state

• Total decrease in real estate portfolio is 4.1%, mainly as a result of external sales within Rural real estate and negative revaluations

• The increase of vacancy rate in offices is mainly related to part of a.s.r. headquarter building in Utrecht that is available for other tenants

<b>Real estate</b> (in €m)	FY 2022	HY 2023	Delta
Offices	209	196	-6%
Retail	146	144	-1%
Rural	201	203	1%
Parking & other	87	90	3%
Total real estate (ex. funds, own use & renew.)	643	632	0%
ASR Dutch Prime Retail Fund	625	612	-2%
ASR Dutch Core Residential Fund	1,066	972	-9%
ASR Dutch Mobility Office Fund	138	143	4%
ASR Dutch Farmland Fund	1,728	1,685	-2%
Other Funds	587	544	-7%
Total real estate (ex. own use & renewables)	4,786	4,588	-4%
Offices in own use	110	108	-2%
Renewables	251	243	-3%
Total real estate	5,147	4,939	-4%

Equity (in €m)	FY 2022	HY 2023	Delta
Equity	1,778	2,077	17%
Equity Funds	364	221	-39%
Private Equity	133	139	5%
Options	31	22	-31%
Totaal	2,307	2,460	7%



# P. Calculation of asset leverage

Risky assets (€m)	FY 2022	HY 2023
Equities	2,307	2,460
Preference shares	297	190
Real estate	2,857	2,700
Renewables	251	243
BB bonds or below	236	239
Fixed income funds (not rated & high yield)	152	139
Private loan funds (not rated & high yield)	862	772
Mortgages with LtMV >110%	1	1
Total risky assets	6,963	6,743
Unrestricted Tier 1	5,509	5,338
Asset leverage	126%	126%

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