

Creating a leading
insurer in The Netherlands



a.s.r.

Capital Markets Day 2024

Delivering profitable growth and sustainable value

27 June 2024

Programme / presentations

1. Delivering profitable growth and sustainable value

Strategy and targets

Jos Baeten, CEO



2. Putting the balance sheet to work

Capital deployment, generation and return

Ewout Hollegien, CFO



Programme / break-out sessions

A. Break-out – Pensions

Willem van den Berg, COO Life
Folkert Pama, Director Pensions



B. Break-out – Non-life

Ingrid de Swart, COO / CTO
Akkie Lansberg, Director Disability
Robert van der Schaaf, Director P&C



C. Break-out – Asset management segment

Ewout Hollegien, CFO
Patrick Klijnsmit, Director Asset management
Matthijs Hofstede, Director Mortgages
Dick Gort, Director Real estate



Creating a leading
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Delivering profitable growth and sustainable value

Jos Baeten

Key messages

Solid track record in delivering profitable growth and sustainable value

- ▶ Successfully building strong foundations to deliver profitable growth and create sustainable value
- ▶ Disciplined execution of strategy, strong performance and consistent delivery on ambitious targets
- ▶ Proven track record in rational capital allocation and delivering attractive returns

Growth strategy and ambitious group and business targets for 2024-2026

- ▶ Clear action plan pursuing profitable organic growth and enhancing performance, whilst continuing to integrate Aegon NL
- ▶ Further upside from our ongoing in-market bolt-on acquisition strategy in selected markets
- ▶ Committed to delivering shareholder value through attractive returns, whilst maintaining a strong balance sheet



Creating a
leading insurer
in The
Netherlands

α.s.r. at a glance



1720

Founded in 1720 and deeply rooted in the Dutch society



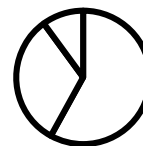
#2

Leading market positions and solid #2 in the Netherlands

α . s . r .



Multi-channel distribution and multi-brand strategy



60/30/10

Business mix¹: Life, Non-life and Fee-based business



4.5m

Customers: 4.3m individuals and 200k corporates



8,000

Employees (FTEs); highly engaged workforce

Sustainable value creation for all stakeholders

Customers



Best financial service provider

Meeting customer needs and better than market average NPS

Leveraging strong franchise intermediary channel

Society



Positive impact society & environment

Financial self-reliance & inclusion

Vitality & sustainable employability

Sustainable living

Investors



Long term sustainable investment

Value over volume and pursue of profitable growth for long term value

Robust Solvency II position and ample financial flexibility

Employees



Most appreciated employer

Reliable employer with long term continuity and employability

Focus on inclusion and diversity as well as responsible remuneration²

Seasoned team responsible for execution, fostering a winning culture

Executive Board

Management Board



CEO
Jos Baeten



CFO
Ewout Hollegien



COO/CTO
Ingrid de Swart



COO Life
Willem van den Berg



CRO
Rozan Dekker



CHRO
Jolanda Sappelli

Industry experience

44 years

a.s.r./Aegon NL
experience

44 years

Industry experience

17 years

a.s.r./Aegon NL
experience

17 years

Industry experience

27 years

a.s.r./Aegon NL
experience

8 years

Industry experience

24 years

a.s.r./Aegon NL
experience

20 years

Industry experience

29 years

a.s.r./Aegon NL
experience

9 years

Industry experience

29 years

a.s.r./Aegon NL
experience

11 years

- 20 experienced directors; end-to-end business responsibility fostering entrepreneurship under business directors
- Empowering employees and decision making at levels where critical knowledge sits
- Deeply experienced Management Board: over 170 years industry experience and 109 years of experience in a.s.r. or Aegon NL

Strong track record in delivery against multi-period ambitious targets

Selected KPIs	2019-2021		2022-2024		Developments triggering reset of targets	2023 (incl H2 Aegon NL)
	target	2021	target	2022		
Group	SII ratio	>160%	>196% ✓	>160%	>222% ✓	>176%
	OCC	>€500m	€594m ✓	€1.7-1.8bn ²	€653m ✓	€938m
	Operating ROE	12-14%	16.3% ✓	12-14%	12.8% ✓	12.4%
Business	Combined ratio ¹	94-96%	91.8% ✓	93-95%	91.7% ✓	93.5%
	Life Oper. Result	>€633m	€763m ✓	>€700m	€768m ✓	€688m
Non-financial	Carbon footprint investments ³	>95%	96% ✓	65% ('30)	65% ✓	70%
	Impact investments	>€1.2bn	€2.5bn ✓	€4.5bn ('24) ⁴	€2.8bn ✓	€4.0bn









¹ P&C and Disability

² €1.7-1.8bn cumulative 2022-24

³ Target 2019-2021 was about measuring the footprint of the portfolio, 2022-2024 about reducing the CO₂ footprint

⁴ On track to achieve the 2024 target

Recognition for a.s.r.'s ESG performance improved strongly since 2018

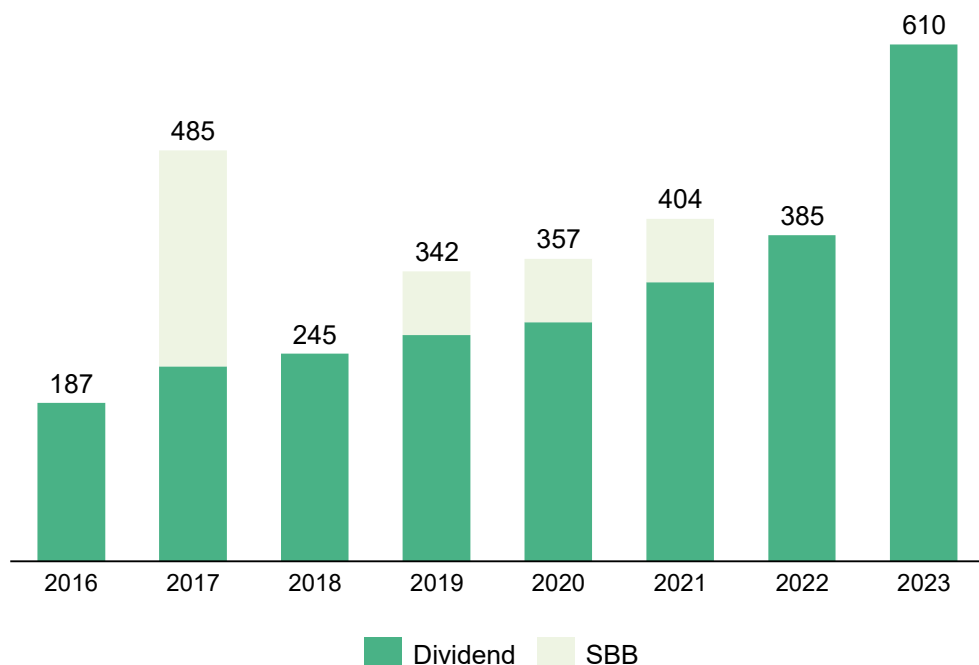
								
2024	#1	#5	#8	B	AA	C+ (prime)	#2	#1
	⬆️	⬆️	⬆️	●	⬆️	⬆️	●	●
2018	#13 World Insurance	#13 European Insurance	#13 World Insurance	B D- to A	BB CCC to AAA	C- D- to A+	#2 Dutch Insurance	#1 Dutch Insurance

Significant value creation drives attractive capital returns

Total capital return since IPO

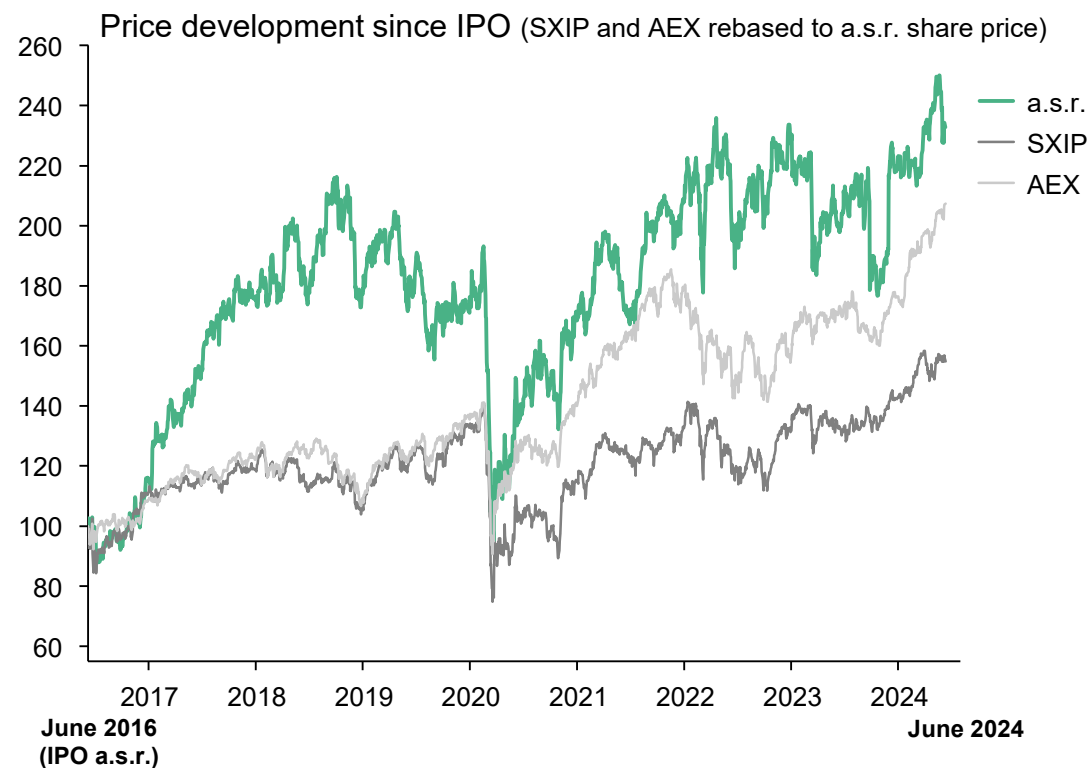
€ 3.0bn

Cumulative dividends: € 2.5bn
Cumulative share buybacks: € 0.5bn



Total shareholder return since IPO¹

+265%



Solid platform for profitable growth

Unlocking potential in Non-life

Pursuing profitable growth in P&C and Disability

P&C

Disability

Health

Fee related growth businesses

Bolstering and future-proofing market leadership

Pension DC
Pension admin

Asset management
Mortgages
Real estate

Distribution
& Services

Optimising for value

Capturing synergies in Life service books

Individual life

Pension DB

Funeral



#2

Leading market positions and solid #2 in the Netherlands



#2

Pensions

Broad product offering; ~34% market share¹



#1

Mortgages

Leading insurer in mortgage origination



#1

Disability

Market leader with ~37% market share²



#3

P&C

Solid market position³ with leading COR



Pensions / Group disability

#1 in IG&H Performance Monitor

Integration is well on-track with key milestones achieved



Key milestones

2024

- Completion of P&C and Disability policy migrations and integration of operating activities. Legal mergers accomplished. Integration Non-life finalised at year-end 2024
- Most product rationalisation decisions and IT preparations for Life, Pensions and Mortgages have been made
- Near to full migration and integration of asset management services
- Near to full integration of most staff functions in a single location per function (closing of The Hague location)
- Further reduction of the number of TSAs in order to progress timely decoupling from Aegon

2025-2026

- Expand partial internal model (PIM) to a.s.r. Life
- Effectuate remaining and planned legal mergers
- Complete all data and policy migration and integration for Individual life and Mortgages; closing Leeuwarden location
- Pensions: merger of the IORPs, decoupling Aegon IT platform and migration to a.s.r. platform completed
- Termination of all ITSAs and decommissioning of systems
- End-state integration of all staff functions in line with the efficient and effective target operating model
- Brand transition completed

Financial discipline and rational allocation of capital

▶ Continued focus on **value over volume**

▶ Maintaining our strong **cost discipline**

▶ Bolt-on M&A, **12% ROI hurdle**

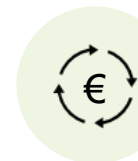
▶ Maintaining strong balance sheet and robust Solvency II ratio, **SII ratio > 160%**



Ample capital to deploy

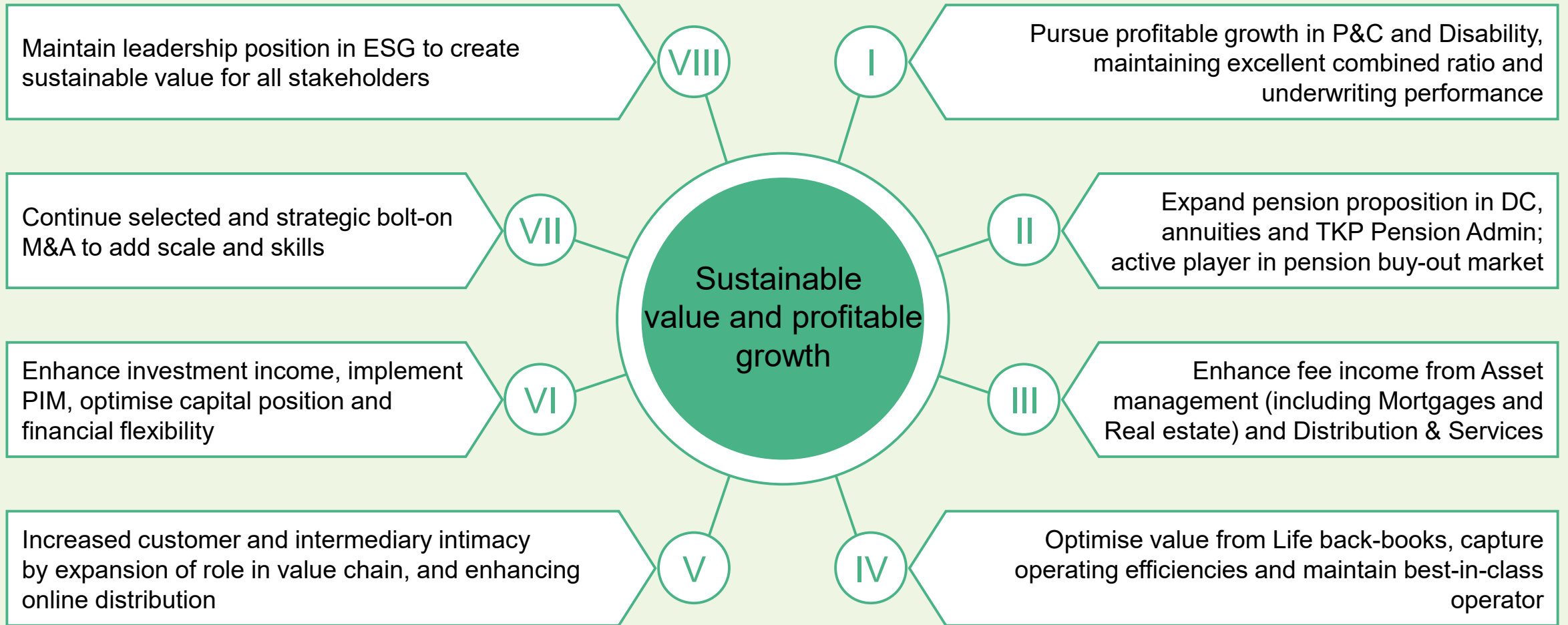


Solid capital generation



Attractive capital return

Business strategy to pursue sustainable value and profitable growth



Delivering profitable growth and sustainable value



Ample capital to deploy

Solvency II ratio expected to benefit **~40%-pts** during the plan period from four catalysts; ample capital to deploy profitably

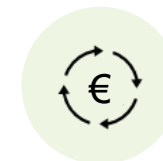
- Sale of Knab to BAWAG
- Capitalised cost synergies
- PIM implementation
- Solvency II Review



Solid capital generation

Rational capital deployment drives structural uplift in capital generation: raising the OCC target to **€ 1.35bn** in FY2026

- (In)organic growth Non-life
- Pension DC growth and pension buy-outs
- Fee-based business
- Re-risking investment portfolio



Attractive capital return

Progressive dividend and resumption of SBB; potential for **>€ 2.5bn** capital return in the plan period

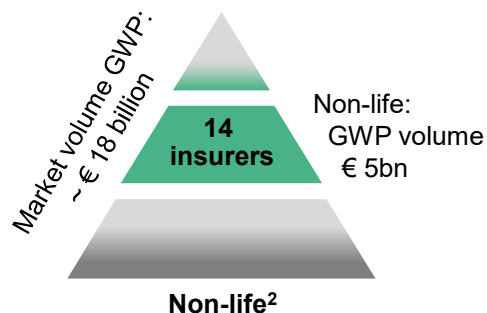
- >€ 2.0bn dividends
- >€ 0.5bn SBB*

(*providing SII ratio >175%, sufficient OCC to fund capital distributions and no alternative deployment of capital delivering superior returns, and to be decided annually upon discretion by the management board)

Executing bolt-on M&A strategy

Potential M&A activity Non-life¹

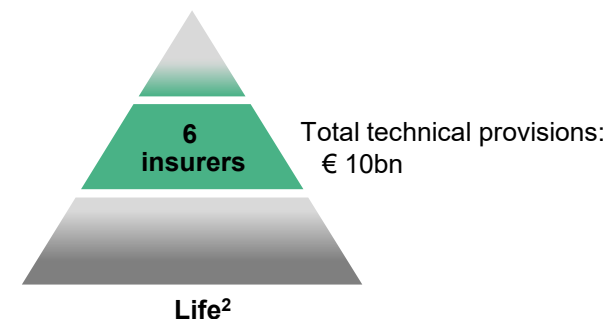
- Expansion in identified core growth markets which fits into our current integration activities
- Helps to protect our core business
- Horizontal expansions within our defined core growth markets



■ Targets

Potential M&A activity Life¹

- a.s.r. will stay alert for potential acquisitions that have a meaningful contribution to return



■ Targets

Since CMD in 2021

- ▶ Aegon NL Non-life has been acquired
- ▶ Aegon NL Life has been acquired. Technical provisions a.s.r. has grown with ~€ 51 billion

Ambitious strategic financial group and business targets¹ 2024-2026

Solvency II ratio

>160%

Substantial capital for entrepreneurship

Organic capital creation

€ 1.35bn

In 2026

Operating return on equity

>12%

Per annum

Capital return²

Progressive dividend

Mid-to-high single digit growth until 2026

&

SBB

€ 125m FY24
€ 175m FY25
€ 225m FY26

Non-life³ combined ratio & revenue growth

92-94% & 3-5%

Combined ratio
Per annum

Revenue growth
Per annum

Pension buy-outs & DC inflow

€ 8bn & € 8bn

Pension buy-outs
Cumulative 2024-2027

DC inflow
Cumulative 2024-2026

Fee-based business⁴

€ 140m

Operating result, in 2026

Cost synergies⁵

€ 215m

In 2026

¹ Targets are based on the assumption of normal (financial) markets, environmental and economic conditions (per end of May 2024) and no material regulatory changes

² In general, a.s.r. expects not to pay cash dividends if the SII ratio falls below 140%. For SBB, the Solvency II ratio needs to be at least 175% with sufficient OCC to fund capital distributions and no alternative deployment of capital delivering superior returns, and to be decided annually upon discretion by the management board

³ Non-life is P&C and Disability combined, excluding Health

⁴ Consists of the segments Asset management and Distribution & Services

⁵ Run-rate cost synergies

Strategic non-financial targets¹ 2024-2026

Sustainable reputation

Public recognition as a sustainable insurer

38-43%

Per annum

Employee engagement²

Measured through annual Denison scan

>85

In 2026

Customer satisfaction

Net Promotor Score (NPS-i³)

+4

In 2026

Gender diversity⁴

Female / male % of management

40%

In 2026

Impact investments

As % of own account assets and internally managed affiliated assets

10%

In 2027

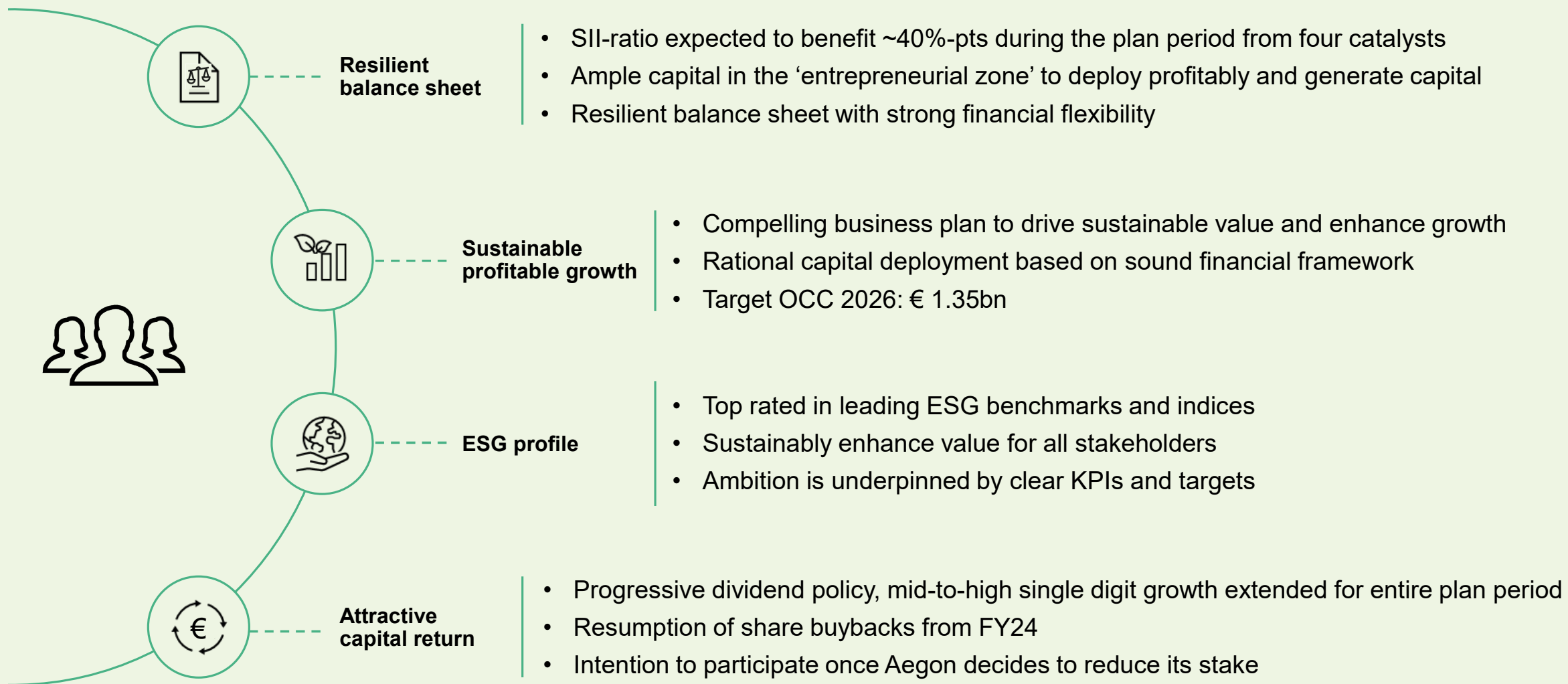
Carbon footprint reduction⁵

Of internally managed own account assets and 3rd party assets, compared to 2023

-25%

In 2030

Compelling proposition to investors



Key messages

Solid track record in delivering sustainable value

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Compelling strategy and ambitious group and business targets for 2024-2026

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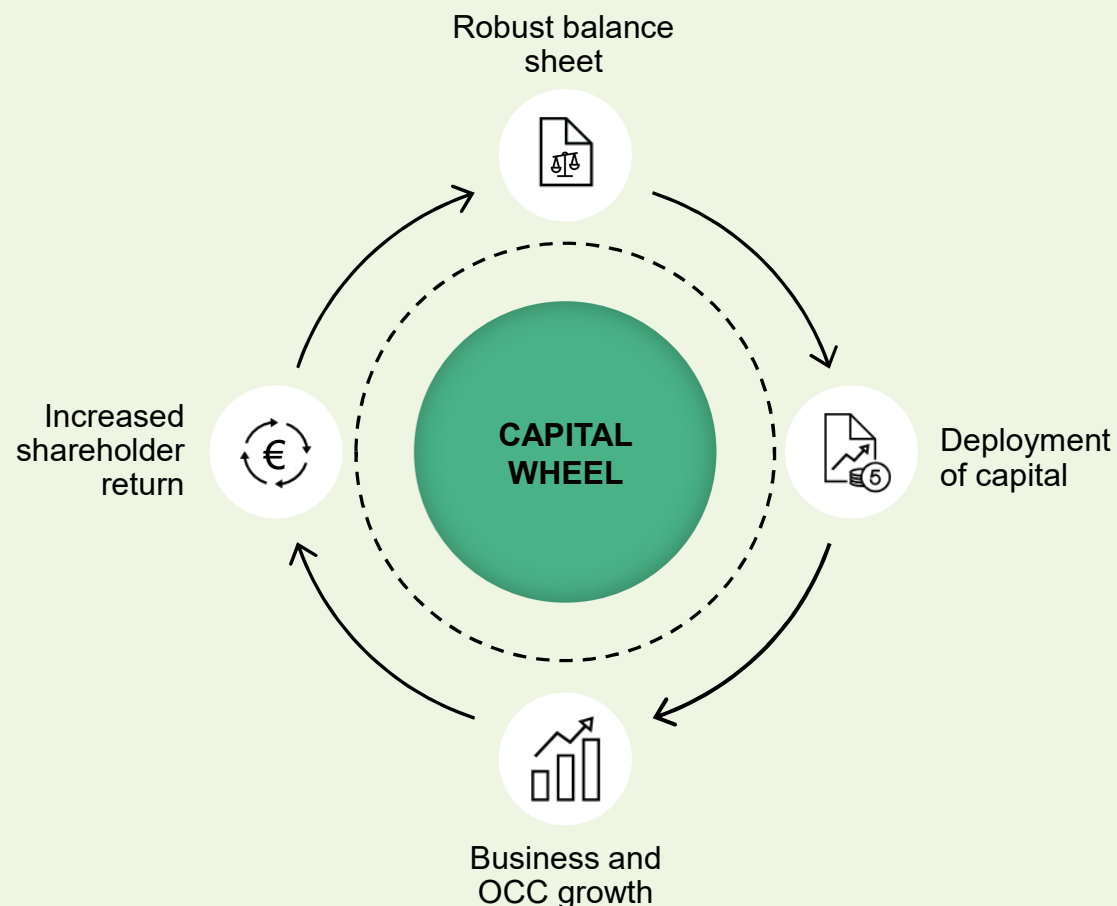
Putting the balance sheet to work

Ewout Hollegien

Key messages

- ▶ Strong and resilient balance sheet, solid foundation for current financial performance and future growth
- ▶ Ample opportunities for capital deployment in organic growth, pension buy-outs, re-risking and M&A
- ▶ Business plans and capital deployment drive higher OCC target; € 1.35 billion in 2026
- ▶ Progressive dividend and additional share buybacks are expected to exceed € 2.5 billion of capital return between 2024-2026

Robust balance sheet as basis for capital deployment, growth and return



Overview of capital wheel

Robust balance sheet

- Solid Solvency II ratio with manageable sensitivities and ample financial flexibility
- High quality comprising diversified assets and liabilities

Deployment of capital

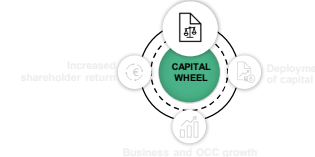
- Rational and economic capital allocation and deployment
- Organic growth, pension buy-outs, re-risking and M&A

Business and OCC growth

- Ample opportunity to deploy capital in organic and inorganic growth
- Capital deployment and updated business plans increased the OCC target for full-year 2026 to € 1.35bn

Increased shareholder return

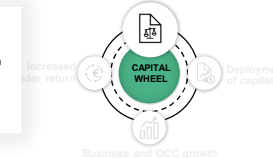
- Total capital return to consist of dividend and share buybacks
- Progressive dividend; mid-to-high single digit growth extended to 2026
- Share buybacks keeping pace with an increasing OCC (2024: € 125m, 2025: € 175m, 2026: € 225m)



Solvency II management ladder unchanged after Aegon NL

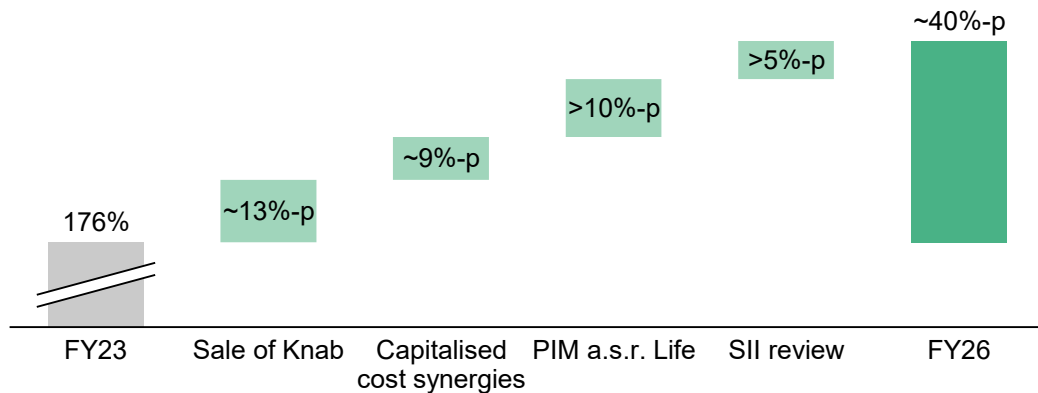
Solvency II management ladder

Additional capital return level >175%	<p>Potential additional capital returns In a way most efficient for our shareholders Halted if larger M&A occurs</p>
Management level >160%	<p>Business and OCC growth Organic growth Re-risking Pension buy-outs Bolt-on M&A</p>
Dividend level >140%	<p>Progressive dividend policy</p>
Risk appetite level >120%	



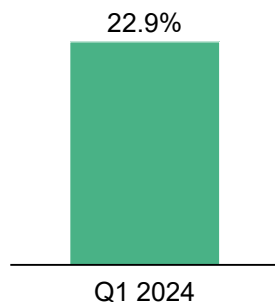
Robust and resilient balance sheet with ample financial flexibility

Four catalysts driving higher Solvency II ratio¹

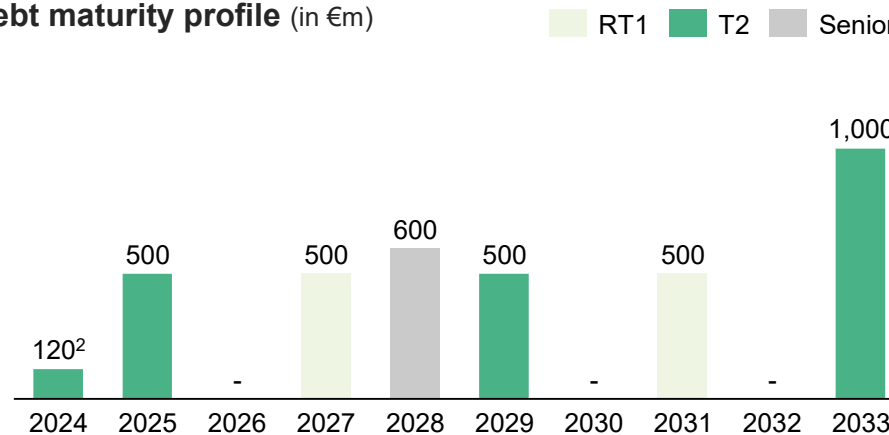


- Four catalysts that are expected to enable a.s.r. to add ~40%-points and to grow back into a robust balance sheet
- Capital deployment in pension buy-outs and re-risking expected to consume ~20%-points
- Low financial leverage post-acquisition Aegon NL, combined with ample SII headroom and a staggered debt maturity profile leading to strong financial flexibility
- Single A rating with stable outlook confirmed by S&P

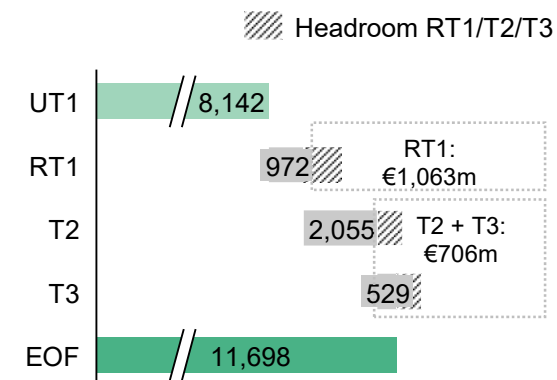
Financial leverage (in %)



Debt maturity profile (in €m)



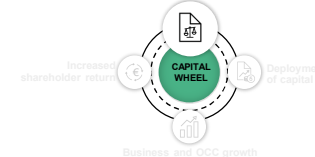
FY 2023 SII headroom – PF³ (in €m)



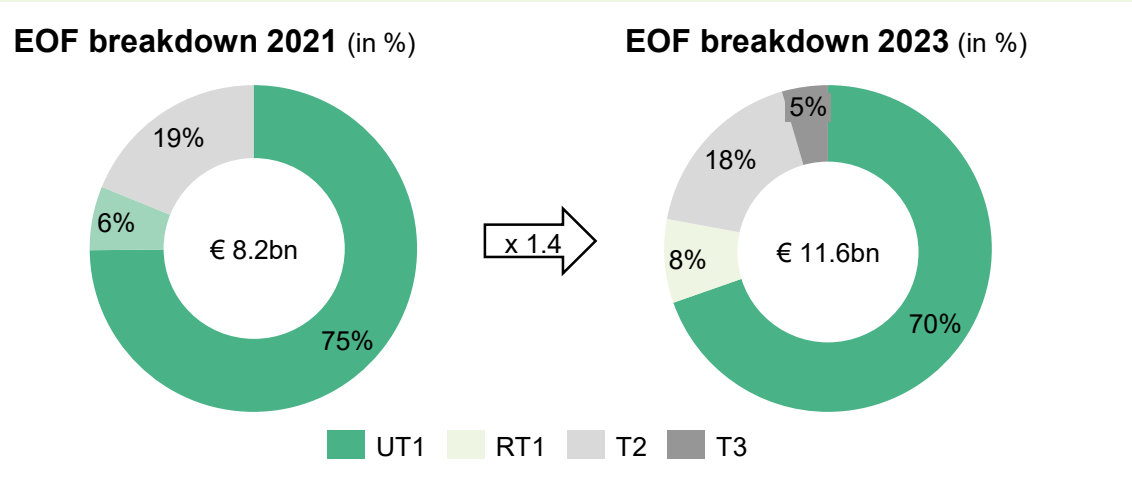
¹ Identified items and indicated impacts are based on current financial markets and estimates. PIM implementation is dependent on regulatory approval. SII review implementation dependent on regulatory timing, currently expected per 31/12/2026 but could also be per 1/1/2027

² Tender offer in place, with €120m remaining, for T2 instrument (XS1115800655)

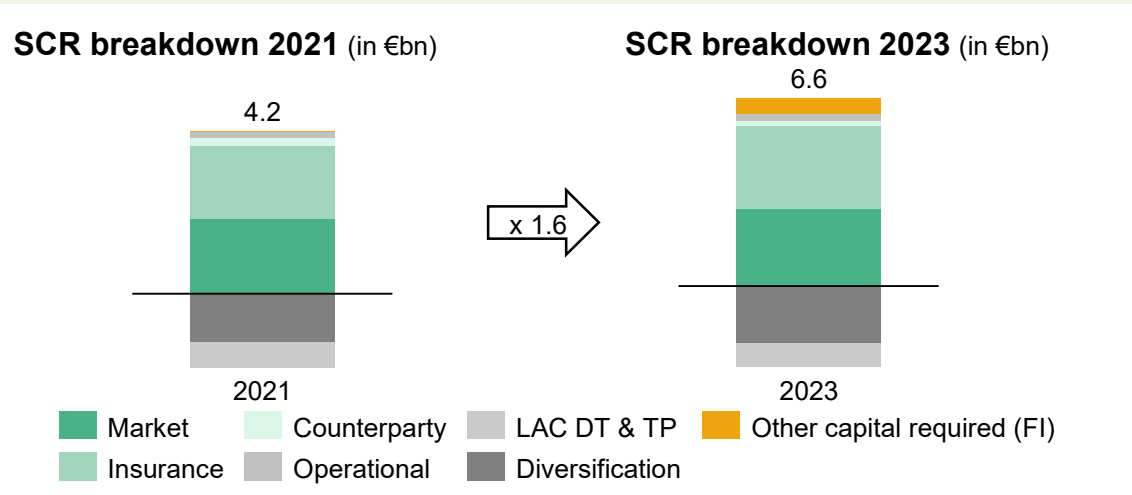
³ Proforma headroom calculations using FY2023 figures and adjusted for debt changes in March 2024 (RT1 issue and tender offer on T2)



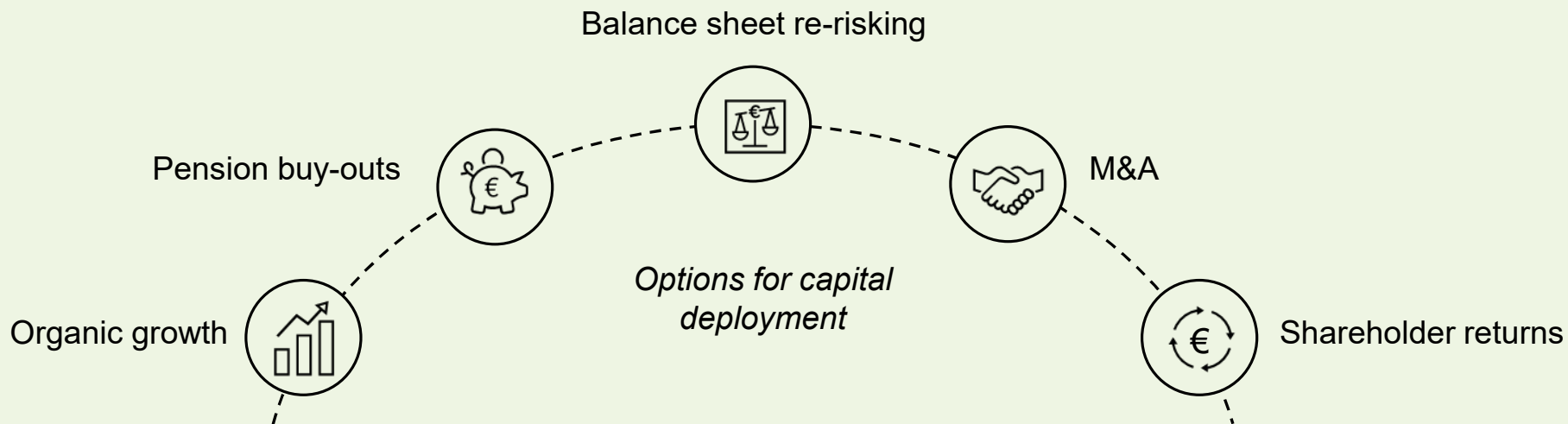

Expanding a.s.r. while maintaining the same risk profile



- Own funds and SCR evolved mainly due to higher interest rate environment over the last couple of years and the Aegon NL acquisition
- UFR benefit in EOF significantly reduced due to higher interest rates and lowering of the UFR
- 70% of own funds is high quality unrestricted Tier 1 capital
- Cost synergies are expected to improve own funds over time
- Risk profile of a.s.r. remained fairly unchanged compared to 2021 while the SCR increased with c. 50%, reflecting the Aegon NL acquisition (including Knab)
- PIM implementation expected to lower overall SCR through better judgement of underlying risks and larger diversification benefits




Opportunities for rational capital deployment

Organic growth


- 3-5% growth in Non-life
- Pension DC
- Fee-based businesses

Further discussed in the break-out sessions



Pension buy-outs

- € 20bn - € 30bn AuM potential buy-out market for insurers
- Target to capture € 8bn AuM before 2028
- >12% hurdle rate



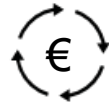
Balance sheet re-risking

- Optimising the balance sheet post-acquisition of Aegon NL



M&A

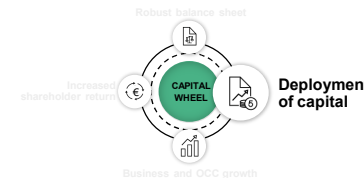
- M&A opportunities to support position in core growth markets



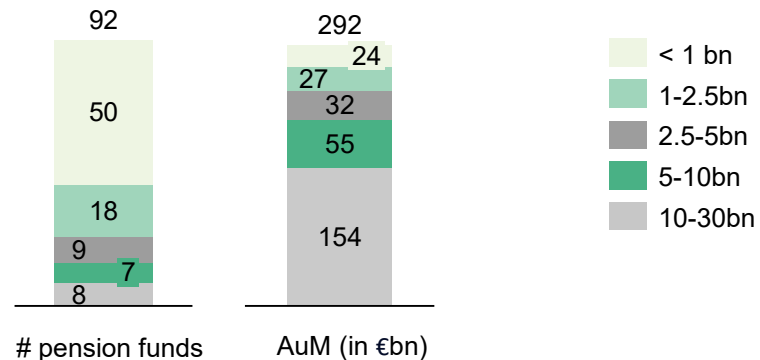
Shareholder returns

- Progressive dividend
- Share buyback

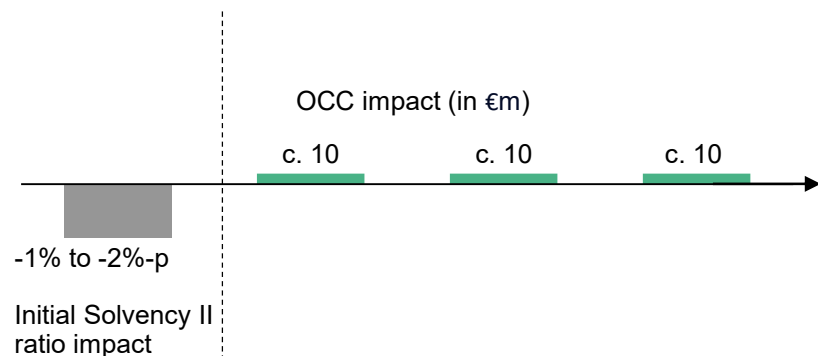
Closer look at capital deployment: pension buy-outs



Market overview¹ corporate pension funds



Indicative ratio and OCC impact per € 1bn AuM buy-out



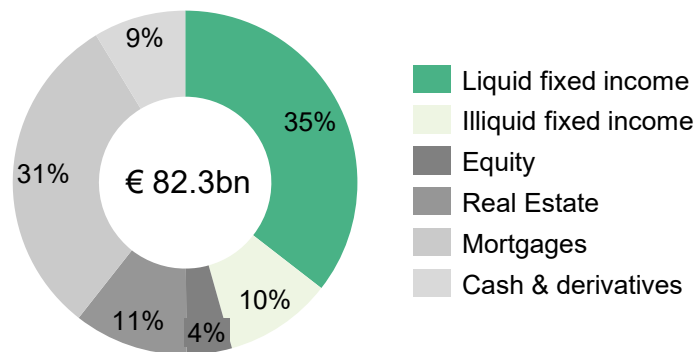
- 92 corporate pension funds with € 292bn assets under management have three main choices;
 - convert existing entitlements to new DC contract types ('invaren')
 - stay in existing set-up for accumulated reserves
 - enter in a buy-out agreement
- Expect € 20bn - € 30bn AuM to shift to a buy-out agreement, mainly reflecting the smaller funds of which we aim to capture our fair market share of c. 30%
- Target of € 8bn AuM pension buy-outs in the period 2024-2027
- Well positioned to capture fair market share in pension buy-out market due to distinguishing factors (company and ESG profile, PIM for lower capital charge, cost efficient and excess returns optimisation with in-house asset manager)
- Approach in line with M&A; hurdle rate of at least 12%
- Initial investment of on average c. 1.5%-points Solvency II ratio per € 1bn AuM buy-out, depending on for instance reinsurance
- The expected OCC impact per € 1bn AuM buy-out is c. € 10m driven by investment returns
- OCC impact will be visible as of the quarter after the deal closing. Full impact visible in OCC after four quarters

Closer look at capital deployment: balance sheet re-risking



Targeting a balanced asset allocation

Investment portfolio (per FY 2023)



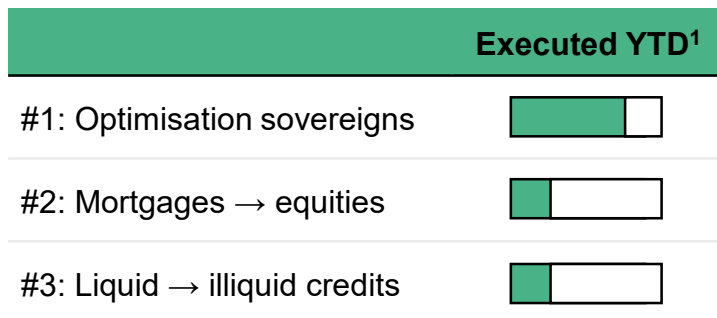
Potential OCC impact

€ 30 – 50m

Per annum, in 2026

- The target asset mix is re-evaluated at least annually. Execution is done patiently and based on an economical and rational approach
- Re-risking focuses on:
 - #1 Spread optimisation within sovereign bond portfolio
 - #2 Shift from mortgages to equities. Timing dependent on market situation
 - #3 Shift from liquid to illiquid fixed income, benefitting from attractive spreads and capital efficiency
- Expected initial impact of c. -5 to -10%-points on the Solvency II ratio which could lead to an OCC uplift of c. € 30 to € 50m per annum
- Actual impact on OCC and Solvency II ratio dependent on future market developments and timing

Three main re-risking trades to be completed before FY 2026

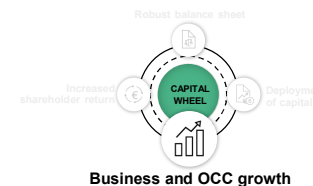


Solvency II ratio impact

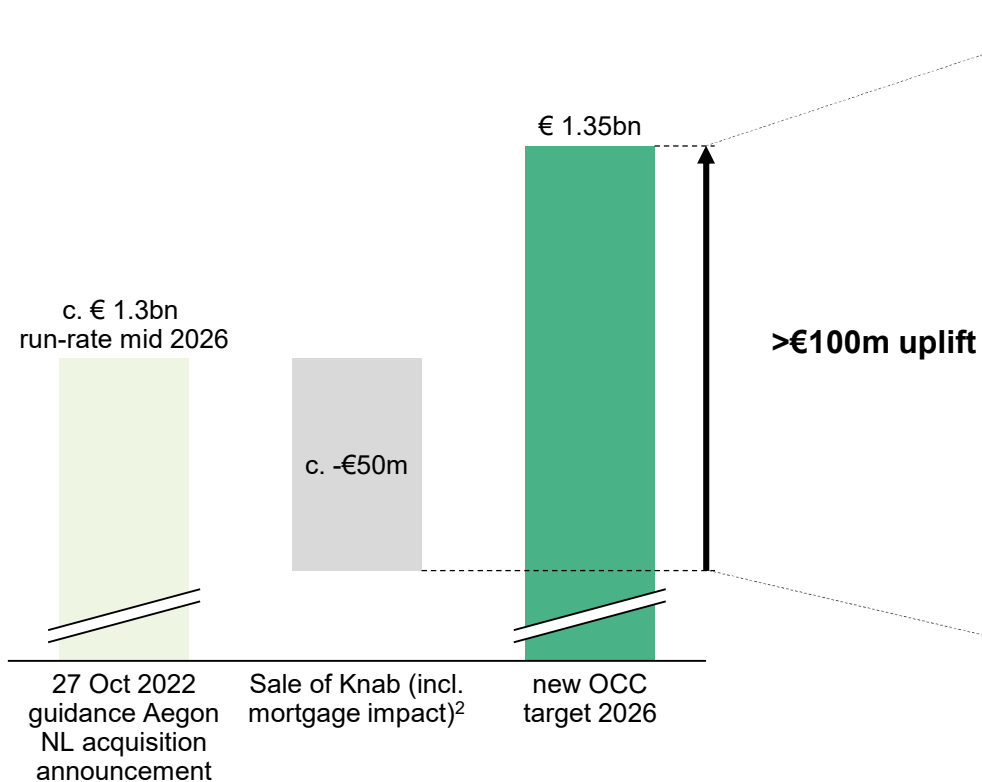
-5 to -10%-p

Initial impact during the period 2024-2026

Ambitious OCC growth for the coming plan period



OCC target¹ for 2026 (in €m)

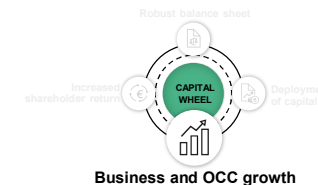


- + Uplift of cost synergy target as presented in November 2023 (+€ 20m)
- + OCC contribution from pension buy-outs of c. € 40m in 2026 and expected to grow further in 2027/2028
- + Benefit of re-risking investment portfolio of c. € 40m in 2026
- + Increased OCC contribution from updated business targets (mainly Non-life and Pensions DC)
- + Updated OCC methodology
- Lower expected OCC contribution from TKP related to additional investments for the pension reform and higher debt expenses
- The new target is based on FY26 instead of run-rate mid 2026

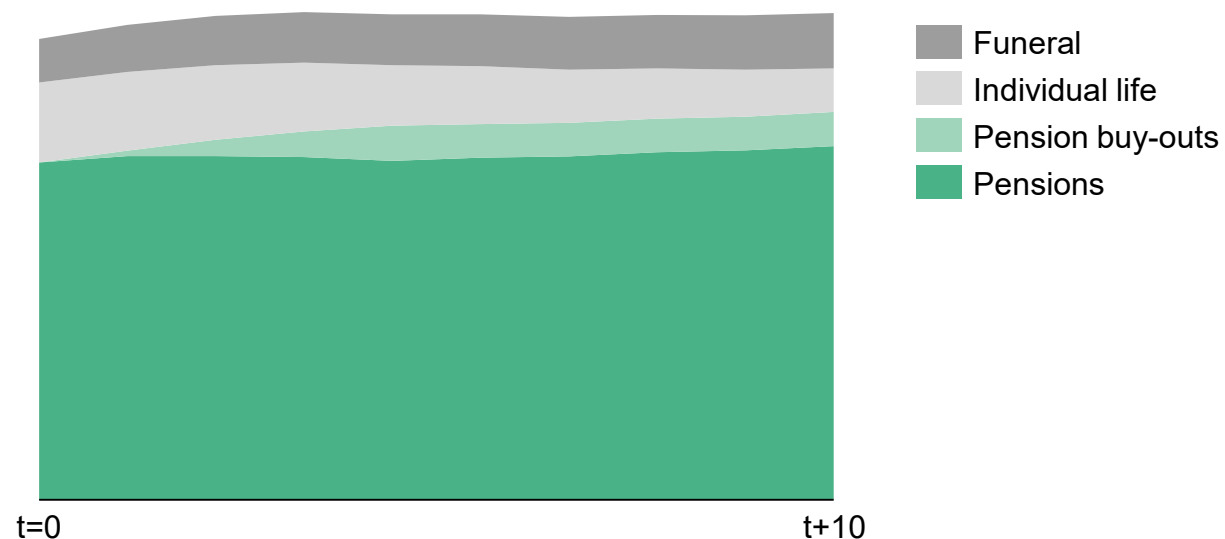
¹ The OCC target is based on the assumption of normal (financial) markets, environmental and economic conditions (including current expectation of the forward interest rate term structure) at the moment of drafting of the document and no material regulatory changes

² Loss of OCC related to sale of Knab to BAWAG, both the loss of bank earnings and part of the mortgage servicing business. Sale is dependent on regulatory approval

OCC driven by robust contribution from the Life segment

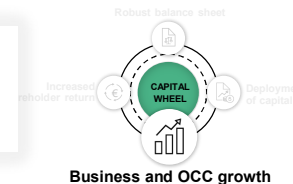


Illustrative 10 years projection of OCC contribution from the Life segment



- OCC contribution from the Life segment for the next ten years expected to be stable, absorbing the lower SCR release as a result of implementing the PIM for a.s.r. Life
- For the medium-term the expected growth in Life OCC is mainly related to pension buy-outs
- OCC contribution from Pensions includes a progressive contribution from DC and annuities, partly offset by a slowly declining contribution from Pensions DB (more info in the Pensions break-out presentation)
- Funeral business is expected to remain a stable contributor given the long duration of the portfolio
- OCC contribution from Individual life shows a declining pattern in line with the run-off profile of the portfolio

Renewed OCC improves alignment with free cash flow generation



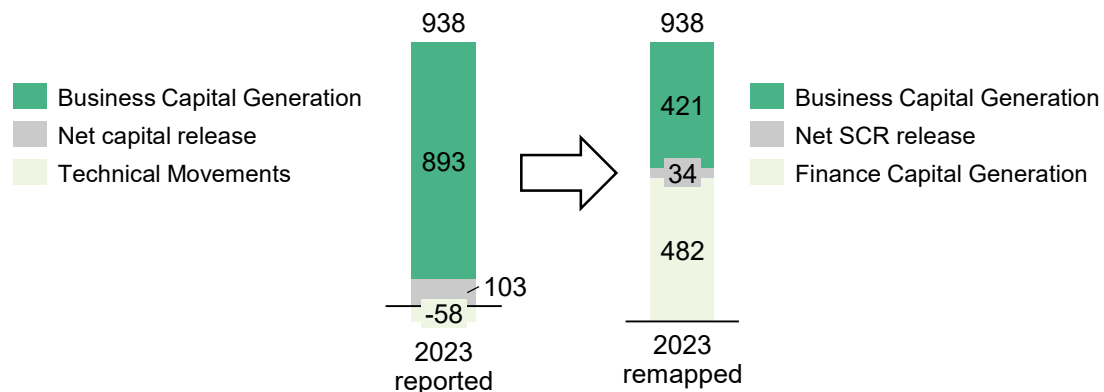
Re-mapping of components – improves insight in sources of capital generation

- Clear split in capital generated from business performance, financial markets and release of capital;
 - Business Capital Generation (BCG): Includes risk margin impacts. Excess returns and finance expenses moved to FCG
 - Net SCR release: Only covers SCR impacts
 - Finance Capital Generation (FCG): Includes excess returns, UFR drag, finance expenses (incl. hybrids) ⇒ Equivalent of OIFR (IFRS17)
- Improved comparability with IFRS17 operating result

Updated methodology – further alignment with free cash flow

- Reduction of non-cash components (e.g. group level diversification)
- OCC additive from underlying insurance entities and on a quarterly basis (UFR drag / SCR impact per quarter instead of yearly average)
- SCR release multiplied with target SCR ratio per entity instead of average of group ratio
- No changes in excess return assumptions

Re-mapping of OCC components (FY23 not restated for new methodology, in €m)

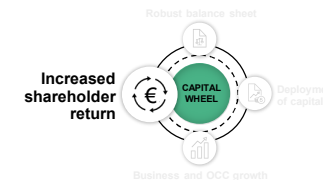


Segmental information – improves insight of capital generation of underlying entities

- Amended methodology will enable segmental disclosure per FY24
- Indicative segmental split of OCC (before deduction of the Holding & Other segment);



Strong track record in shareholder return

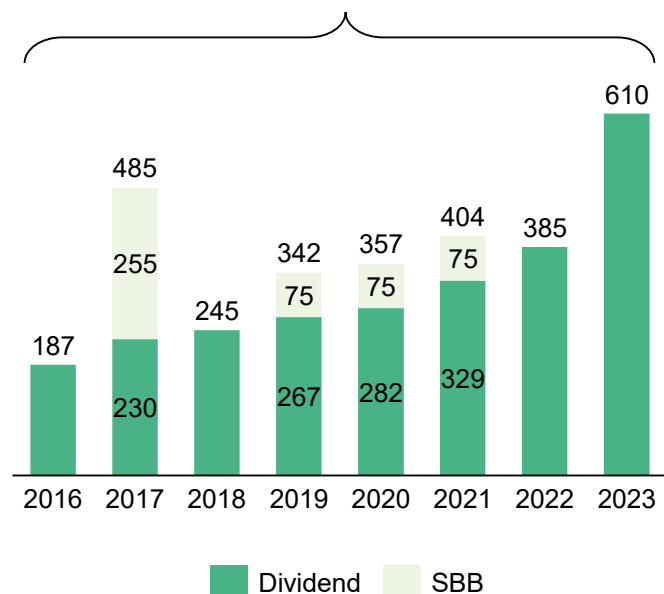


Total capital return to date exceeds a.s.r.'s market cap at IPO

Total of € 3bn in first 8 years since IPO

o/w cumulative dividends: € 2.5bn

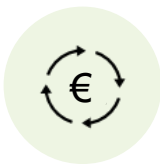
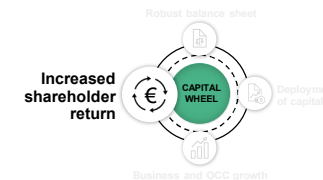
o/w cumulative share buybacks: € 0.5bn



Strong track record in delivering capital to our shareholders

Solvency II based	2021	2022	2023
OCC (in €m)	594	653	938
Ordinary dividend (in €m)	329	385	610
Share buyback (in €m)	75	-	-
Total pay-out ratio (incl. SBB, in %)	68%	59%	65%

Continue to deliver attractive returns to shareholders



Dividend

Extension of progressive dividend policy with mid-to-high single digit growth until 2026 related to concrete business plans and OCC growth for the period 2024-2026

Cumulative expected dividend period 2024-2026



Share buyback

Progressive share buyback intention¹, to be announced on an annual basis at FY results;
2024: € 125 million
2025: € 175 million
2026: € 225 million

Cumulative intended buybacks period 2024-2026



In event of sell-down

Intention to participate if Aegon decides to reduce its 29.99% stake

Intention to participate in the event of a sell-down during the plan period, to be funded from the new share buyback intention (which totals € 525m)

Participation in such sell-down will result in an acceleration in the timing of the (corresponding part of the) share buybacks

Key messages

- ▶ Strong and resilient balance sheet, solid foundation for current financial performance and future growth
- ▶ Ample opportunities for capital deployment in organic growth, pension buy-outs, re-risking and M&A
- ▶ Business plans and capital deployment drive higher OCC target; € 1.35 billion in 2026
- ▶ Progressive dividend and additional share buybacks are expected to exceed € 2.5 billion of capital return between 2024-2026

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Cautionary note regarding forward-looking statements

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