

Achmea records significantly increased operational result of €547 million

Achmea Annual Results 2019



Programme



General overview

- Group results 2019
- Successful completion 'Delivering Together'
- Start strategic period 'The Sum of Us'

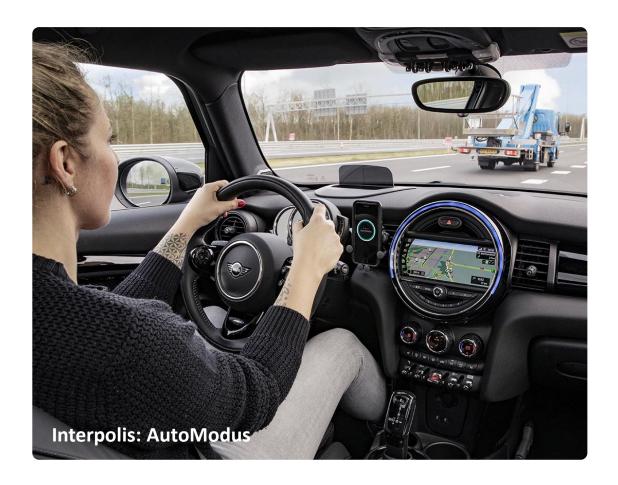


Financial overview

- Results by segment
- Capital position and solvency



Appendix





Successful completion 'Delivering Together' and well-positioned for the future

Business model expanded with new propositions and services

Strong results in 2019

- Strongly increased operational result of €547 million
- Solvency ratio robust at 214%, partly supported by financial markets
- FCCR increased to 5.3x, debt-leverage ratio decreased to under 25% and S&P outlook stable

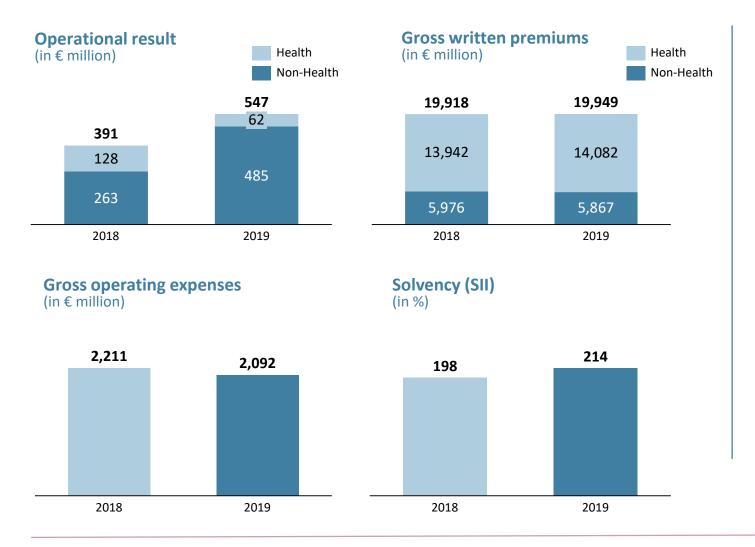
Strategic en financial ambitions Delivering Together achieved

- Operational result improved year-on-year and volatility of results reduced through e.g. premium adjustments and claims management
- Cost reduction of ~€275 million achieved; well in excess of structural cost reduction target of €200 million
- Revenue growth recorded for Non-Life (+12%), Health (+8%); market leadership retained
- Leading in mobile and (online) services; expanding our business model through services and new propositions
- Strong growth asset management activities with Achmea Investment Management and Syntrus Achmea Real Estate & Finance

The Sum of Us: building on the foundation and expanding the business model



Achmea records significantly increased operational result of €547 million



- Operational result increased to €547 million due to improved results in Non-Life and Other Activities
- Gross written premiums increased
 - Premium growth Non-Life and Health
 - Premium decrease Pension & Life in line with closed-book strategy
- Gross operating expenses decreased with €119 million despite investments in growth
- Robust Solvency II ratio of 214%¹, supported by improved results, portfolio developments and balance sheet optimisations



Good results due to Non-Life, Pension & Life and Other Activities

Segment results	2018	2019
Non-Life	97	178
Pension & Life	334	363
Retirement Services	15	30
nternational activities	29	22
Other activities	-212	-108
Operational result (Excl. Health NL)	263	485

Health NL	128	62
Basic	43	-24
Supplementary	85	86
Operational result	391	547

Non-Life

 Results and combined ratio improved due to portfolio growth, claims reduction and premium adjustments. 2018 result influenced by January storms

Pension & Life

 Sustained strong contribution to result with improved technical and investment results

Retirement Services

• Increased result due to growth and one-off fair value result

International activities

 Result lower as a consequence of higher claims due to the wildfires in Australia and incidental results on Health in 2018

Other activities

 Result improved due to higher result Achmea Reinsurance and lower reorganisation expenses

Health

- Positive result on current underwriting year basic and supplementary insurance
- Higher claims on basic health prior years impacted result



In 2019 we have taken new steps in the areas of sustainability, employership, online services and societal impact

Creating value for society

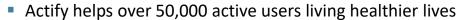
 Cooperative identify solidified through intensive collaboration with Vereniging Achmea



- Successful awareness campaigns 'AutoModus' and 'PhoNo' concerning the dangers surrounding the use of mobile phones in traffic
- Pilots at Interpolis aimed at reducing burn-out symptoms show promising results in terms of mental health improvements

Leading in mobile and online services and successful at launching new concepts

- Achmea Innovation Fund commits to first investments in promising startups
- First application of blockchain in use on international reinsurance market



Centraal Beheer continues to improve upon praised omnichannel experience

Good employership with attention for people and society

 Achmea once again declared 'Favorite Employer' among insurance companies and pension funds according to 'Intermediair'



- Annual performance reviews discontinued: More frequent discussions regarding talent, development and performance
- Paid partner leave for parents
- Improved work-life balance thanks to new Collective Labour Agreement; workweek shortened to 34 hours
- All office locations 100% 'smoke-free'

Sustainability at the heart of our products, operations and investments

- Achmea commits to the climate agreement and strives for carbon neutral operations in 2030
- 4,000 solar panels installed at Centraal Beheer in Apeldoorn; geothermal heating in Leeuwarden
- Investments in coal and tar sands in phased out
- Healthcare real estate fund of Syntrus Achmea declared 'most sustainable in the world'







Non-Life:

Safe living and working environments & smart and clean mobility

Strategic focus

- Preventing accidents and damages in and around the house with Centraal Beheer and Interpolis
- Long-term healthy returns through adequate pricing, efficiency and prevention

Highlights in 2019

- Growth of customer base in competitive market
- Successful launch 'convenience services strategy' Centraal Beheer with:
 - 'Juridische Hulp' (Legal Guard), legal assistance also offered to those without insurance
 - 'KlusHulp' (Handyman), quickly find a reliable craftsman
 - 'PechHulp' RoadGuard, without subscription
 - 'Duurzaam Woongemak' (Sustainable living), helps make homes sustainable
- Interpolis PhoNo campaign to target young traffic participants after successful AutoModus campaign
- **Interpolis** facilitates construction of 1,500 'green roofs' for sustainability purposes and against flooding
- Interpolis home insurance declared 'Best in Test' by Consumentenbond
- **FBTO** offers innovative 'pay as you drive' car insurance for a maximum of 30% premium discount via an app

















Health:

Zilveren Kruis works on bringing good health closer for everyone

Strategic focus

- Maintain the balance between solidarity, market share and solvency
- Zilveren Kruis aims to offer healthcare in the safety and comfort of patients' own home with 'Zorg Veilig Thuis'

Highlights in 2019

- 'Zorg veilig Thuis' offers customers more comfort, flexibility and control:
 - Less hospital admissions, emergency room visits and ambulance rides with HartWacht
 - Chemotherapy, immunotherapy and dialysis offered at home
- Integration Zilveren Kruis and De Friesland successfully completed
- Customers OZF and Avéro Health transferred to Zilveren Kruis
- Healthcare mediation via Zilveren Kruis's 'Zorgcoach' saves over 300,000 days of waiting
- Healthy Entrepreneurship: Smart sensor against sleep apnea



De Friesland:

Docter Appke









Interpolis. Glashelder







Pension & Life:

Optimal service to customers and growth in term-life insurance

Strategic focus

- Service organisation with a stable result, positive capital generation and continued high customer satisfaction
- Focus on growth of open-book with term-life insurance and annuities

Highlights in 2019

- Large conversions from old systems to new IT-environment with a strong focus on customer interests
- Strong reduction of outgoing physical mail (75%) due to digitisation
- High customer satisfaction due to livechat option in case of questions
- Attention to digital accessibility of the pension portal for those who struggle with sight and/or hearing difficulties
- Complete overview of insurance products offered through portal <u>mijncentraalbeheer.nl</u>
- 100,000 customers approached for a check whether their funeral insurance still fits their personal situation



Interpolis. Glashelder





Woonfonds







Retirement Services:

Financial solutions for today, tomorrow and later

Strategic focus

- Optimising and realising growth in Pension Services, Achmea Bank and Achmea Investment Management
- Centraal Beheer (CB) General Pension Fund as the second pillar pension solution for funds and employers
- CB becomes is an all-round financial services provider with banking, investment and life products

Highlights in 2019

Achmea Pension Services

- All contracts nearing expiry have been renewed in multi-year agreements
- Revenues APS increased due to growth Centraal Beheer APF
- Delta Lloyd APF, Cindu pension fund and Sligro Pension fund joined Centraal Beheer APF

Achmea Investment Management (AIM)

- Pension fund Vervoer selects AIM as integral asset manager
- Pension funds Horeca & Catering and LocalTapiola opt for 'SRI'-proposition

Achmea Bank

Acquisition mortgage and savings portfolio a.s.r. bank successfully completed





Achmea Bank
Achmea Pensioenservices
Achmea Investment Management









International:

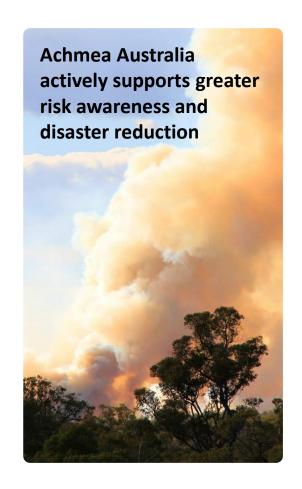
Capitalising on knowledge and experience with digital insurance

Strategic focus

 Growth through use of digital competencies: Non-Life and Health distribution via online and bancassurance channels

Highlights in 2019

- Launch of online insurance sales in Canada via InShared platform
- Interamerican has introduced its modular health product BeWell in Greece
- Strong growth in local currency in Australia thanks to the 'All-in-One-Farm-Pack' with Rabobank and Angus
- In Australia we deliver on our purpose 'Keep Farmers Farming' especially in times of crisis















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Appendix





Realised our strategic targets 'Delivering Together'

Consolidation of our position



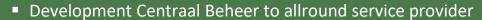
- Retained market leadership and strong premium growth Non-Life (+12%) and Health (+8%)
- Strong customer appreciation for our brands
- Growth international activities in Greece, Slovakia, Turkey and Australia achieved
 - Divestment Irish life insurance company Friends First
- Long duration closed-book Pension & Life organization with strong profitability

Digital interaction



- Increased opportunities for digital interaction through new platforms and channels
- Enhanced digital accessibility of pension portal for people with vision or hearing impairments
- New innovations and services increasingly based on digital interaction and online connectivity in order to increase speed and efficiency (Klushulp, Telemonitoring)

Expansion of existing business models





- Launch digital insurer 'Onlia' in Canada based on the Inshared platform
- Expansion foreign activities to neighbouring countries (Greece → Cyprus)
- 'Retirement Services' offers solutions for pensions, capital accumulation and living

Strategic innovations

 Through 'Zorg Veilig Thuis' and an increasing number of treatments is offered in the comfort of one's own home (chemotherapy, immunotherapy, dialysis and more) we increase our value to our customers

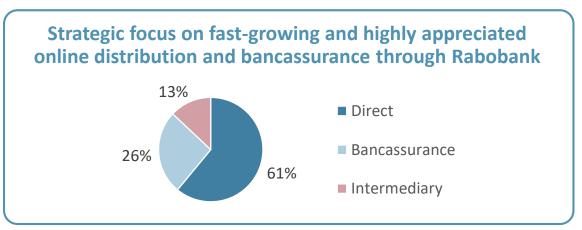


- Launch Achmea Innovation Fund
- Introduction of services and apps with a focus on prevention and societal impact
 - Actify, Homies, AutoModus, BlueLabel

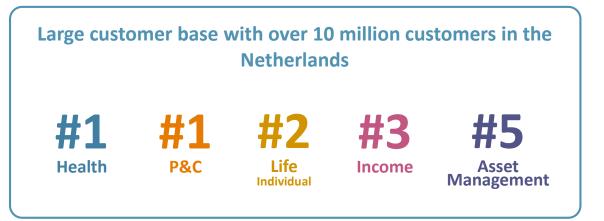


After 'Delivering Together' an excellent market position and strong customer appreciation









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Strategy 2022 'The Sum of Us': this is how we execute our strategy

Creating value for customers and society through our cooperative identity

Healthy

Safe

Future-proof

Good health closer to everyone

Clean, safe and smart mobility

Safe living and working environments

Carefree entrepreneurship and good employership

Financial solutions for today, tomorrow and later





















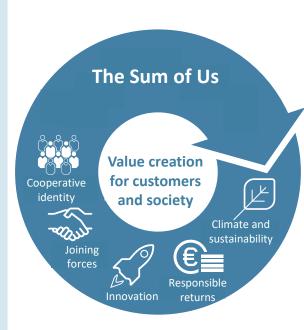




Strategy to 2022: 'The Sum of Us'

Strategic spearheads

- We create even more value for customers and society
- We let our cooperative identity guide us in this
- We invest significantly in innovation and distribution
- We increasingly join forces both within and outside our organisation
- We start partnerships in order to launch innovative services
- We achieve long-term healthy financial returns



Targets

Non-Life

 Growth in market for retail, self-employed and SME-clients

Health

- Good health closer to everyone with 'Zorg Veilig Thuis'
- Utilise competences and data for services related to vitality and healthy entrepreneurship

Pension & Life

- Cost management, balance sheet optimisation and stable result development
- Growth in term-life and annuities

Retirement Services

Achieving growth and scaling of the business

International

- Retain and expand stable and relevant positions in existing markets
- Growth in new markets



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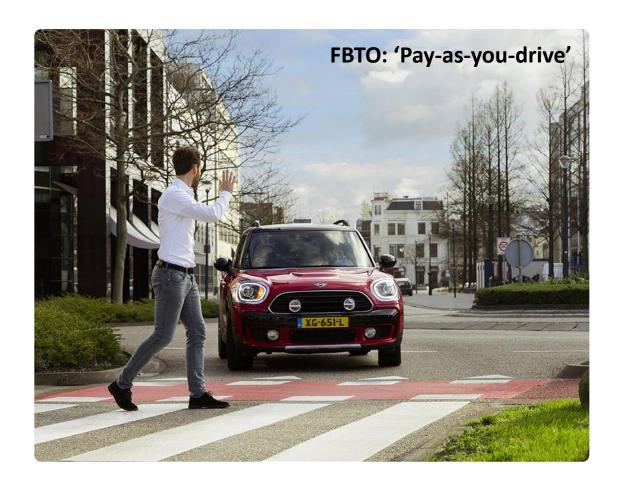


Financial overview

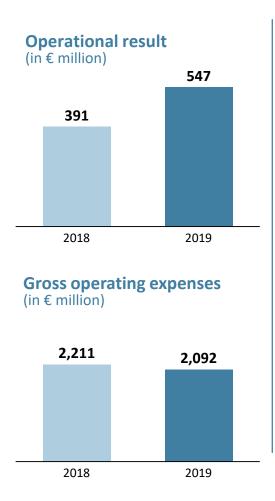
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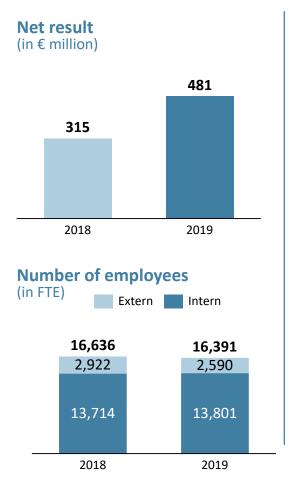


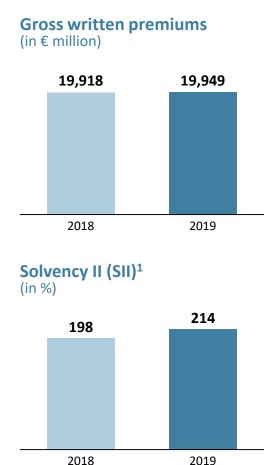
Appendix



Good results across the board







- Improved operating result driven by higher results Non-Life, Pension & Life, Retirement Services and Other activities
- Higher net result primarily driven by increased operational result and a lower tax burden due to the partially reversed decrease of the corporate tax rate
- Slight increase in premiums due to growth in Non-Life (6%) and Health (1%). Pension & Life premiums decreased in line with our service-book strategy
- Operating expenses decreased with €119 million, despite investments in growth, due to IT-rationalization and digitization
- Robust Solvency II ratio of 214%¹ supported by improved results, portfolio developments and balance sheet optimisation



Financial developments in line with our strategy

	2017	2018	2019
Operational result	€349m	€391m	€547m
Reduction of operating expenses	€117m	€58m	€98m
Fixed-Charge Coverage Ratio (FCCR)	3.4x	4.4x	5.3x
Debt-leverage ratio	25.9%	26.5%	24.9%
Solvency II	184%	198%	214%
Free Capital Generation (FCG)	€679m	€676m	€546m

Strong performance Delivering Together

- Results improved and volatility reduced
- Structural decrease of operating expenses due to digitization, automation and IT-rationalisation
- Solid solvency position due to good results, balance sheet optimisation and developments on financial markets

The Sum of Us

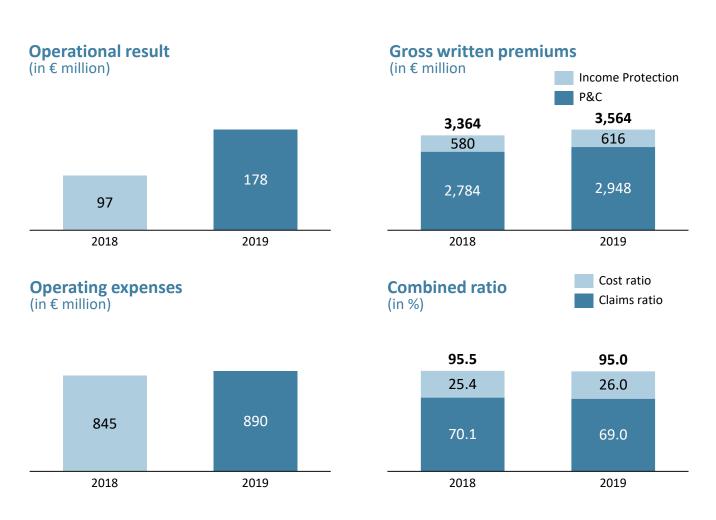
- Continuation of financial strategy with a focus on long-term healthy returns:
 - Sustained investment in (international) growth and development of new services and propositions
 - Continued focus on claims management and balance sheet optimisation
 - Limiting the impact of low interest rate environment





Non-Life: Result increased and combined ratio improved

Investments in technological advancements and sustainable innovations for customers continued



- Combined ratio improved due to premium adjustments and claims management
- Gross written premiums increased due to portfolio growth and premium adjustments
- Increased operating expenses due to portfolio growth and higher marketing expenses

Property & Casualty

- Result on property & casualty increased to €164 million (2018: €72 million) due to an improved technical and investment result
- 2018 result influenced by January storms
- Increased frequency of weather-related claims

Income Protection

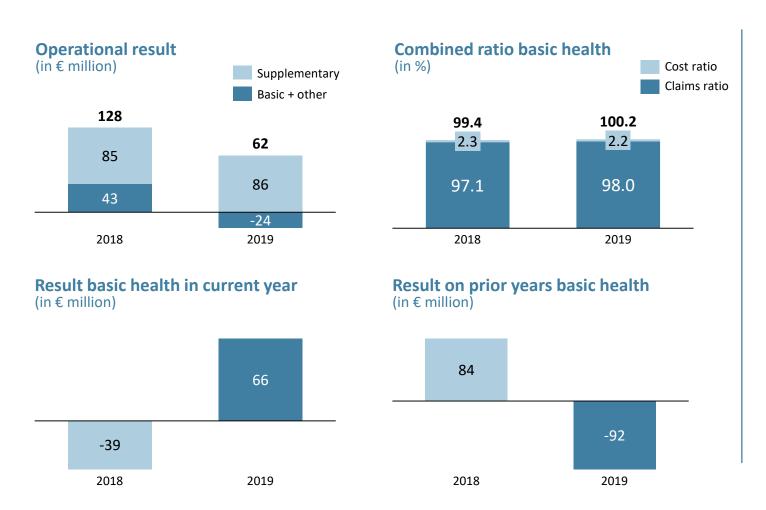
- Result income protection decreased to €14 million (2018: €25 million) due to increased length of claims as a result of more complex afflictions
- Continuous focus on recovery and re-integration speeds up the return to the labour market and limits the increase of claims





Health: Positive result current underwriting year basic and supplementary health

Practically cost-covering premiums set for basic health insurance 2020



- Harmonisation of systems and processes and the integration of De Friesland completed successfully
- This leads to a structural decrease in operating expenses

Basic health insurance

- Positive operational result on current underwriting year. Result on prior years amounts to €92 million negative as a result of higher medical specialist care in underwriting year 2016.
- Gross written premiums grew to €14,082 million (2018: €13,942 million) as a result of higher premiums and a higher contribution from the healthcare equalisation fund in line with rising healthcare costs

Supplementary health insurance

- Positive and stable result of €86 million (2018: €85 million) following higher result on the current year
- Written premiums decreased to €1,248 million (2018: €1,321 million) due to a decrease in customers
- Percentage of customers with supplementary insurance stable at 80%

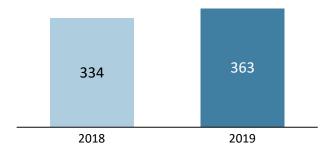




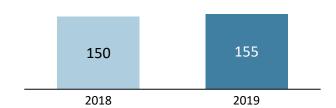
Pension & Life: Continued good contribution to result

IT-investments and reorganisations will lead to further efficiency gains in the coming years

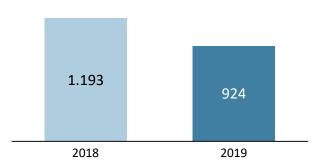




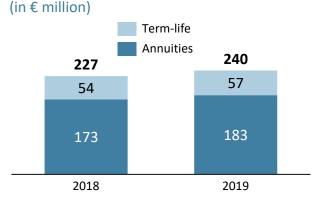
Operating expenses (in € million)



Gross written premiums service-book (in € million)



GWP term-life and annuities



- Operational result increased by €29 million to €363 million due to a higher technical and investment result
- Higher investment result due to positive developments on stock markets and better FX-results
- Continued investments in rationalisation and migration will lead to further efficiency gains in the coming years and thereby to cost reductions

Pension & Life service-book

- Pension & Life service-book with a long duration
- Premium decrease and decline in technical provisions in line with service-book strategy

Term-life and annuities

Growth open-book achieved in both term-life and annuities

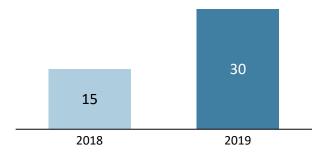




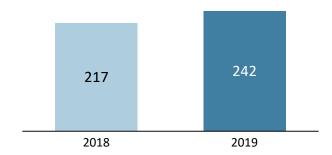
Retirement Services: Higher result due to growth and fair-value result

Result influenced by investments in growth

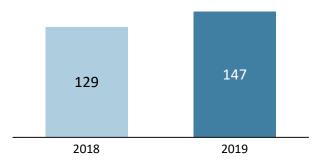




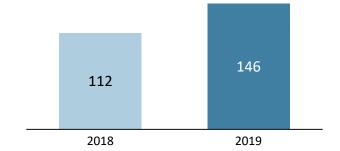
Operating expenses (in € million)



AuM Achmea Investment Management (in € billion)



Net interest margin Achmea Bank (in € million)



Achmea Bank

- Higher result due to increased interest result and fee income as well as a one-off positive fair-value result
- Improved interest result due to lower funding costs
- €18 million of fair-value result derived from interest and spread developments related to the activities acquired from a.s.r. bank

Achmea Investment Management

- Assets under Management increased to €147 billion
- Pensioenfonds Vervoer successfully implemented as of January 1st 2020 (€32 billion AuM)
- Contribution to result decreased slightly despite higher revenues. This is the result of one-off costs related to the onboarding of Pension fund Vervoer

Achmea Pensioenservices

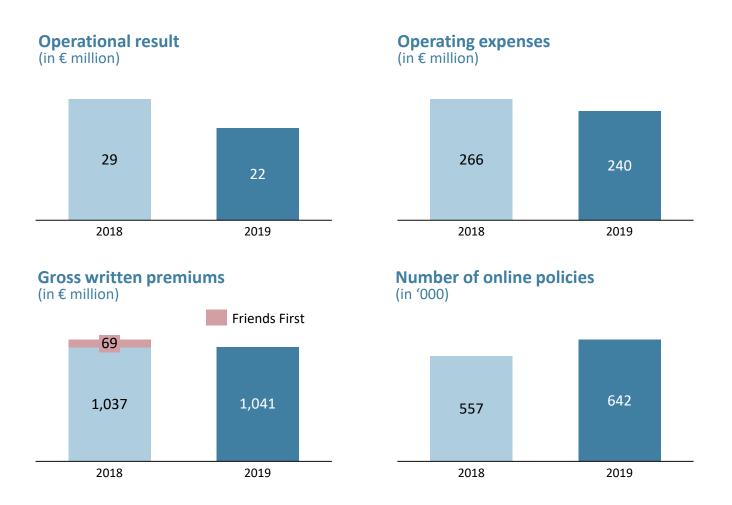
- Result improved due to successful phase-out of mandatory sectoral pension funds and increased revenues derived from CB APF
- Welcomed company pension funds Alliance and Metro and renewed all contracts nearing expiry





International: Premium growth in Non-Life & Health

In Australia we deliver on our purpose 'Keep Farmers Farming' especially in times of crisis



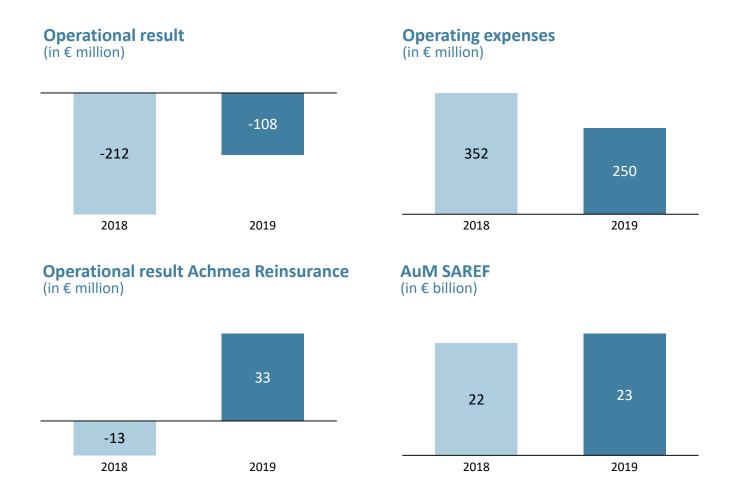
International activities

- Result declined due to wildfire damages in Australia and lower incidental healthcare results in Slovakia
- Operating expenses decreased due to the sale of Friends First and currency-effects
 - Corrected for this, the operating expenses increased by 2% following higher personnel costs in Turkey and investments in growth
 - Written premiums increased by 3% when corrected for currency effects and the sale of Friends First in 2018
 - Number of policies sold via the online channel increased further to 642,000
- Online insurance proposition 'Onlia' launched in Canada



Other activities: Improved result and lower costs

Assets under Management Syntrus Achmea Real Estate & Finance increased to €23.3 billion



Other activities - Holding

- Other activities includes the results of our other group companies, activities at holding company level and financing expenses
- Improved result driven by higher operational result Achmea Reinsurance and lower reorganization expenses

Other activities – Companies Reinsurance

 Lower claims damage, favourable claims development on past years and the January storm in 2018 explain the improvement of the result

Syntrus Achmea Real Estate & Finance

- Managed real estate and mortgage assets grew to €23.3 billion (2018: €21.5 billion) as a result of new mandates from institutional investors and higher revaluations of existing portfolios
- Result decreased due to higher reorganization expenses and increased investments



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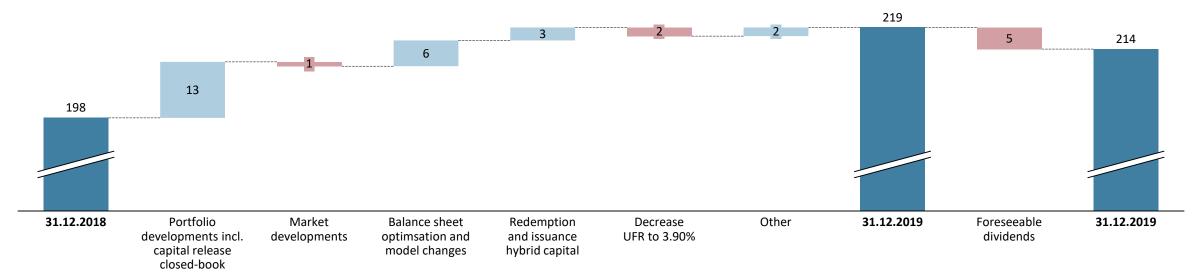
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Robust Solvency II ratio of 214%

Supported by portfolio developments and balance sheet optimisations

Analysis of change Solvency II (In %)



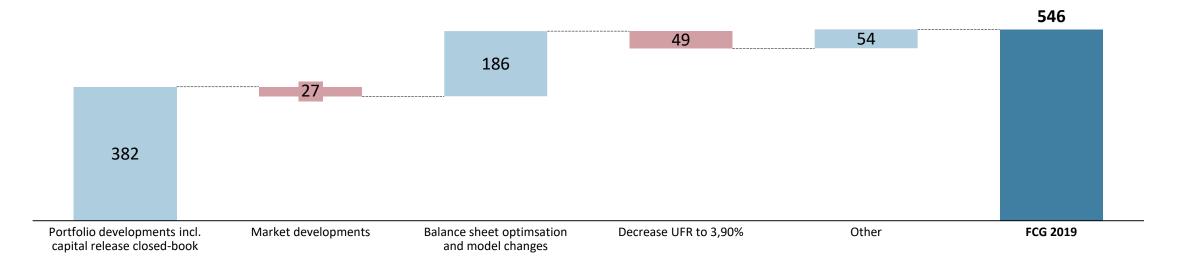
- Economic results and portfolio developments driven by improved results and release of capital from the closed book portfolio
- Market developments had a slightly negative impact as a result of the declining interest rates and VA as well as due to unfavourable spread
 developments. Excess returns on the investment portfolio largely compensated the negative impact of the aforementioned factors
- Balance sheet optimisations and model changes are related to, among other things, the internal model for market risk and the dual tranche issuance
 of Restricted Tier 1 and Tier 2 capital. This issuance optimised our capital structure and may be used for general corporate purposes among which
 refinancing of outstanding debt and share buy-backs



Free Capital Generation supported by results and balance sheet optimisation

Portfolio developments and balance sheet optimisations more than offset unfavourable market developments

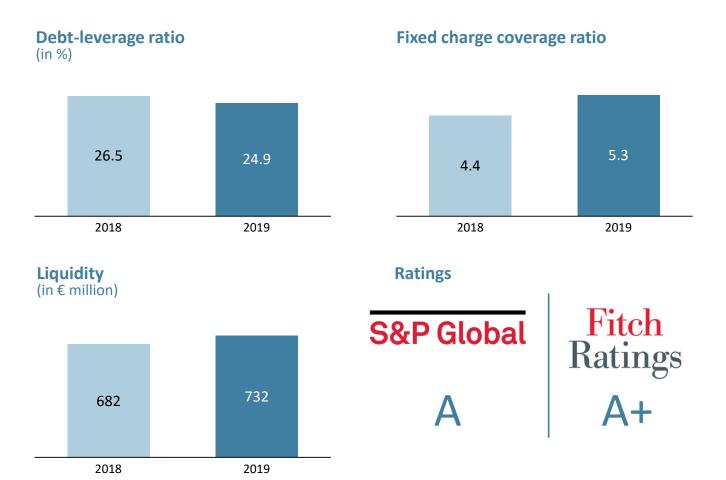
Free Capital Generation 2019 (In € million)



- Improved results, dividends from banking and asset management activities and release of capital from the closed book portfolio have a strongly positive contribution to FCG
- Market developments slightly negative due to primarily interest rate and spread developments as well as the decrease of the VA. High returns on equities largely compensate this
- Balance sheet optimisations and model changes as well as the dual-tranche issuance of restricted Tier-1 and Tier-2 capital contributed positively to FCG



Improved debt-leverage ratio, FCCR and liquidity; S&P outlook stable



Financial ratios

- Decreased debt-leverage ratio due to redemption of CHF 200 million loan and an increase of equity
- Redemption of the €600 million 'Restricted Perpetual Tier-'1 bond combined with the dual-tranche issuance of €500 million Restricted Tier 1 Notes and €250 million Tier 2 Notes partially mitigates the improvement of the debt-leverage ratio
- FCCR further increased to 5.3x due to the increased operational result

Liquidity

Holding cash position solid and slightly increased

Ratings

- S&P rating core insurance entities reaffirmed at 'A' with an upward adjustment of the outlook to 'Stable'
- Fitch rating core insurance entities reaffirmed at 'A+' with a 'Stable' outlook



Successful completion 'Delivering Together' and well-positioned for the future

Business model expanded with new propositions and services

Strong results in 2019

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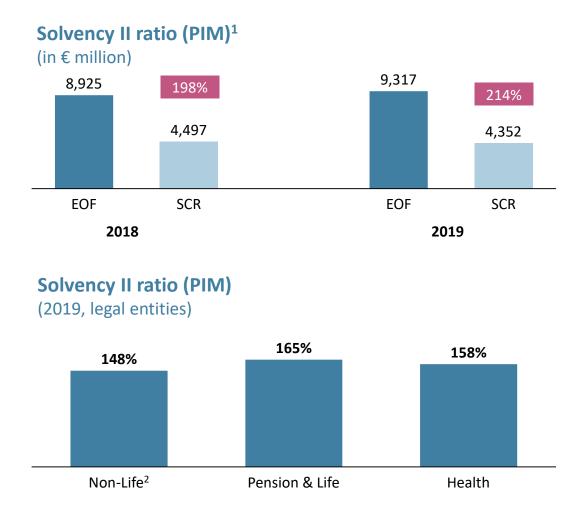
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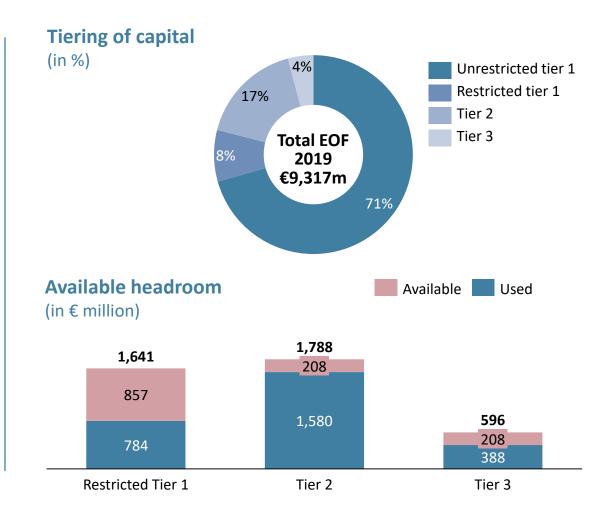


Appendix



Strong solvency II position further improved

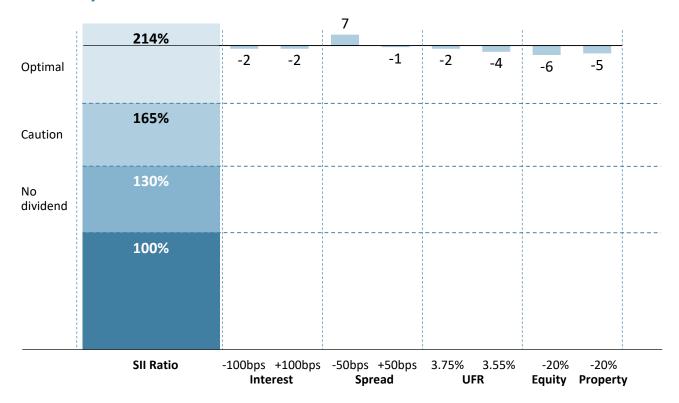






Sensitivities Solvency II ratio

Solvency II Sensitivities 2019

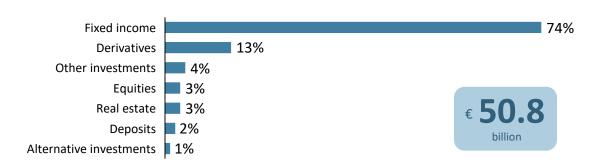


- The sensitivities are calculated based on the partial internal model which includes market risk as of 1 July 2018
- Spread sensitivities are calculated using parallel shocks. The sensitivities can be different in case of disparity in the spread movements
- Interest rate sensitivities are limited as a result of our capital hedge and in line with our policy bandwidth
- Limited spread sensitivity as spread impact on assets is mitigated by impact VA on liabilities



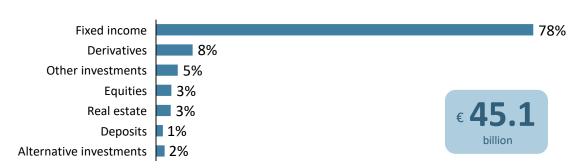
Gradual optimisation of our portfolio using our recently implemented internal model for market risk





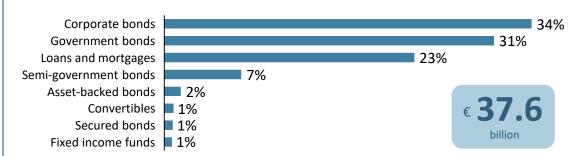
Total investment portfolio

(2018, in %)



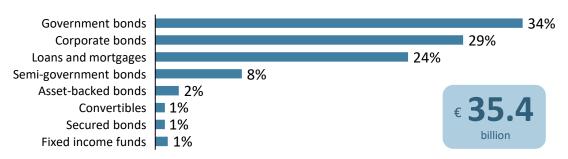
Fixed income portfolio

(2019, in %)



Fixed income portfolio

(2018, in %)





Well-distributed maturity profile and good access to capital markets

Improved our capital position and maturity profile through recent dual-tranche issuance

Instrument	Tiering under SII	Comments
€500m Perpetual Restricted Tier 1 @ 4.625%	Tier 1	Callable as of March 2029
€250m Tier 2 @2.5%	Tier 2	Callable as of June 2029
Senior Unsecured €750m @ 2.5%	Debt	Maturity November 2020
Preference shares €311m @ 5.5%	Tier 1 (grandfathered)	Coupon reset in 2023
Perpetual €750m @ 4.25%	Tier 2	Callable from February 2025
Subordinated debt €500m @ 6.0%	Tier 2	Maturity 2043. Callable as of April 2023
Credit facility €1,000m (undrawn)	Debt	Maturity 2024. Replacement of the previous €750m credit facility





Achmea Annual Results 2019

