

somewhat  
different

Interim Report 1/2014

hannover **re**<sup>®</sup>

## Key figures

in EUR million	2014		2013	
	1.1.–31.3.	+/- previous year	1.1.–31.3. <sup>1</sup>	31.12.
<b>Results</b>				
Gross written premium	3,624.4	-3.6%	3,757.9	
Net premium earned	2,912.7	-5.5%	3,080.9	
Net underwriting result	2.5	-92.0%	31.4	
Net investment income	361.2	+1.8%	354.7	
Operating profit (EBIT)	349.6	-4.6%	366.5	
Group net income	233.0	+0.7%	231.2	
<b>Balance sheet</b>				
Policyholders' surplus	8,431.2	-3.8%		8,767.9
Equity attributable to shareholders of Hannover Rück SE	6,302.1	+7.0%		5,888.4
Non-controlling interests	639.6	-0.3%		641.6
Hybrid capital	1,489.5	-33.4%		2,237.8
Investments (excl. funds withheld by ceding companies)	31,738.6	-0.4%		31,875.2
Total assets	54,328.8	+0.8%		53,915.5
<b>Share</b>				
Earnings per share (basic and diluted) in EUR	1.93	+0.7%	1.92	
Book value per share in EUR	52.26	+7.0%	52.18	48.83
Share price at the end of the period in EUR	64.93	+4.1%	61.19	62.38
Market capitalisation at the end of the period	7,830.4	+4.1%	7,379.3	7,522.8
<b>Ratios</b>				
Combined ratio (non-life reinsurance) <sup>2</sup>	94.4%		94.0%	
Large losses as percentage of net premium earned (non-life reinsurance) <sup>3</sup>	1.9%		0.8%	
Retention	88.4%		89.9%	
Return on investment (excl. funds withheld by ceding companies) <sup>4</sup>	3.4%		3.2%	
EBIT margin <sup>5</sup>	12.0%		11.9%	
Return on equity (after tax)	15.3%		15.0%	

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

<sup>2</sup> Including funds withheld

<sup>3</sup> Hannover Re Group's net share for natural catastrophes and other major losses in excess of EUR 10 million gross as a percentage of net premium earned

<sup>4</sup> Excluding effects from ModCo derivatives and inflation swaps

<sup>5</sup> Operating result (EBIT)/net premium earned



Ulrich Wallin  
Chairman of the  
Executive Board

## Dear shareholders, ladies and gentlemen,

The first quarter of 2014 was notable for the difficult and challenging business environment faced by the international reinsurance industry. The supply of reinsurance capacity once again surged sharply. This can be attributed in part to the good results posted by reinsurers over the past two years and also to the inflow of new capital into the so-called alternative reinsurance market, i.e. the assumption of reinsurance risks by way of collateralised reinsurance products and catastrophe bonds. The expanded supply of reinsurance capacity contrasts, however, with increasingly soft demand for reinsurance covers in some areas – frequently driven by the higher retentions carried by primary insurance companies and groups, which are enjoying improved capital resources after similarly good results in recent years and are thus able to carry more risk for net account. At this moment in time, therefore, the reinsurance market can be described as a buyer's market. This is putting considerable pressure on prices for reinsurance covers and hence on the margins that can be achieved. This is especially true of non-life reinsurance owing to the lower barriers to entry facing new market players. Yet in life and health reinsurance, too, competition on the market has grown in intensity. What is more, the protracted period of low interest rates is reflected in a steady decline in investment returns – a development which is particularly relevant to reinsurers because a not inconsiderable part of their income is generated from investments.

In view of this general business climate, we can be thoroughly satisfied with our net profit of EUR 233 million in the first quarter of 2014. This demonstrates that we have adjusted well to the challenging environment; after the first quarter we are therefore in a position to state that the assumptions

underlying our net income expectation of EUR 850 million for the full financial year are supported by the results for the first quarter. These assumptions are, as we have already communicated on a number of occasions, that we anticipate an improved result in life and health reinsurance relative to 2013, that we can profit from the high confidence level of our loss reserves in non-life reinsurance, that we have maintained the high quality of our non-life portfolio while at the same time cutting retrocession costs and that we can generate stable investment income in absolute terms.

While net income in life and health reinsurance was still merely satisfactory, we note that the operating profit (EBIT) of EUR 66 million is some 75 percent higher than the average quarterly EBIT reported in 2013.

The underlying business experience in non-life reinsurance was highly favourable in the first quarter as far as the volume of basic losses was concerned. As a further factor, we incurred only one major loss, as a consequence of which the major loss budget for the first quarter was far from fully utilised. As in past quarters, we did not release this amount to income but instead maintained the corresponding loss reserves. This means that the high confidence level of our loss reserves remains intact and, what is more, we are very well equipped to absorb any major losses that may occur in the remaining three quarters of the year.

We have continued to adhere to our profit-oriented underwriting policy in non-life reinsurance. One effect of this approach is that we have seen a modest contraction in our gross premium volume. Nevertheless, we take the view that by relinquishing marginal business and concentrating on our renewal business we can safeguard a profitable book of non-life reinsurance – especially with an eye to the currently very soft state of the market. The rise of 1.4 percentage points in our retention in non-life reinsurance is reflected in the decreasing costs of our retrocessions. This will serve to boost profitability compared to the previous year.

We are thoroughly satisfied with our investment income in the first quarter. The fact that ordinary income remained virtually unchanged supports our assumption that we can maintain stable investment income year-on-year in absolute terms. Indeed, net income from assets under own management actually rose by 4.6 percent in the first quarter owing to higher realised gains. The latter derived primarily from portfolio regrouping carried out in connection with the changeover in reporting currency from EUR to USD at our subsidiaries in Bermuda and the repayment of the bond that we issued in 2004.

As you can see, we have got off to a good start in 2014. This is also borne out by the continuing highly attractive annualised return on equity, which stood at 15.3 percent for the first quarter and thus comfortably beat our minimum target. This return on equity was achieved despite an increase of seven percent in Hannover Re's shareholders equity. The book value per share consequently rose to EUR 52.26 – the highest level in the history of your company.

In view of this encouraging opening quarter of 2014, I am able to reaffirm our guidance for Group net income in the order of EUR 850 million for the full financial year. This forecast is subject to the proviso that major loss expenditure does not significantly exceed the expected level of around EUR 670 million and that there are no unforeseen downturns on capital markets.

I would like to thank you – also on behalf of my colleagues on the Executive Board – most sincerely for your trust in Hannover Re. Going forward, as in the past, our paramount concern will be to lead your company responsibly and securely into a profitable future.

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'U. Wallin', with a stylized flourish at the end.

Ulrich Wallin  
Chairman of the Executive Board

# Interim management report



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# Report on economic position

## Business development

- Positive start to 2014
- Premium trend slightly below the target corridor
- Very good Group net income generated

The first quarter of 2014 passed off well for Hannover Re. The pleasing start to the year was driven especially by non-life reinsurance, which closed with a highly satisfactory result. As in the previous year, major loss expenditure was well below our expected level.

Gross written premium in total business contracted by 3.6% as at 31 March 2014 to EUR 3.6 billion (previous year: EUR 3.8 billion). At constant exchange rates, however, the decrease would have been just 0.7%. For the first quarter we are therefore somewhat below our target corridor of stable to slightly higher gross premium for the full financial year. The level of retained premium retreated compared to the corresponding quarter of the previous year to stand at 88.4% (89.9%). Net premium earned fell by 5.5% to EUR 2.9 billion (EUR 3.1 billion). A decrease of 2.6% would have been booked for net premium at constant exchange rates.

The development of our investments was thoroughly satisfactory. Although the portfolio of assets under own management contracted somewhat to EUR 31.7 billion (31 December 2013: EUR 31.9 billion), this reflects the repayment of the bond that we issued in 2004 in an amount of EUR 750 million. Had it not been for this effect, the assets under own management would have grown as a consequence of the continued clearly positive operating cash flow and rising valuation reserves due to interest rate reductions. Despite the sustained low

interest rate level, ordinary investment income excluding interest on deposits was on a par with the previous year at EUR 241.4 million (EUR 246.1 million). Net realised gains on investments were higher than in the corresponding quarter of the previous year at EUR 54.1 million (EUR 34.8 million), while interest on deposits decreased slightly to EUR 88.6 million (EUR 93.8 million). Income from investments under own management totalled EUR 272.5 million (EUR 260.9 million) as at 31 March 2014; despite the reduced average investment portfolio, it therefore surpassed the previous year's figure even though conditions on capital markets remained difficult. The resulting annualised return (excluding ModCo derivatives and inflation swaps) stood at 3.4% (3.2%).

The operating profit (EBIT) reached EUR 349.6 million as at 31 March 2014 and was thus on a similarly high level to the previous year (EUR 366.5 million). Group net income was once again highly satisfactory at EUR 233.0 million; the figure for the corresponding period was EUR 231.2 million. Earnings per share came in at EUR 1.93 (EUR 1.92).

The equity base showed a very pleasing increase to EUR 6.3 billion as at 31 March 2014 (31 December 2013: EUR 5.9 billion). The book value per share amounted to EUR 52.26 (31 December 2013: EUR 48.83). The annualised return on equity reached 15.3% (15.0%).

# Results of operations, financial position and net assets

## Non-life reinsurance

- Significantly more competition in non-life reinsurance
- Moderate major losses in the first quarter
- Very good underwriting result
- Net income again very pleasing

Non-life reinsurance is significantly more competitive even compared to 2013. This is being driven by a number of factors: along with the absence of market-changing major losses, healthy levels of capitalisation are enabling ceding companies to carry more risks in their retention. Not only that, the inflow of capital from the market for catastrophe bonds (ILS) – especially in US natural catastrophe business – is causing appreciable price erosion. Overall, supply currently exceeds demand in non-life reinsurance. Despite the more intense competition, we are satisfied with the outcome of the treaty renewals as at 1 January 2014. Although heavy rate erosion was evident in some areas, we achieved prices that were commensurate with the risks. In cases where risks were not adequately priced, we scaled back our shares – sometimes markedly so. Against this backdrop, the premium volume contracted slightly by 2%; growth of 1% had been booked in the previous year's renewals. Satisfactory margins were, however, obtained thanks to our selective underwriting policy. It is our expectation that the profitability of the new business written will remain broadly stable relative to 2013.

Rate increases were booked under loss-impacted programmes; this was especially true of catastrophe covers in Germany and Canada. In marine business we recorded further increases owing to the adverse loss experiences of prior years.

All in all, Hannover Re again benefited in the treaty renewals from its solid client relationships and its position as one of the leading and most financially robust reinsurance groups.

The gross premium for our non-life reinsurance business group contracted slightly by 4.1% relative to the corresponding period of the previous year to stand at EUR 2.1 billion (EUR 2.2 billion). At constant exchange rates the decrease would have been just 1.7%. The level of retained premium rose to 91.2% (89.8%). Net premium earned fell by 3.6% to EUR 1.6 billion (EUR 1.7 billion), or by a mere 1.0% adjusted for exchange rate effects.

As in the previous year, major loss expenditure in the first quarter of 2014 was relatively low. The only major loss resulted from the crash of the Malaysian passenger jet, for which we set aside reserves of EUR 30.6 million. The major loss expenditure in the first quarter of 2014 contrasted with an amount of EUR 13.4 million in the previous year. Against this backdrop, the underwriting result for total non-life reinsurance closed at a thoroughly pleasing EUR 87.6 million (EUR 98.1 million). The combined ratio of 94.4% (94.0%) was again on a very good level and is thus in line with our goal of achieving a combined ratio under 96% for the full year.

Driven by higher net realised gains, the investment income for non-life reinsurance improved on the comparable period of the previous year by 9.6% to reach EUR 204.8 million (EUR 186.8 million).

The operating profit (EBIT) in non-life reinsurance increased by 8.4% to EUR 280.5 million (EUR 258.7 million) as at 31 March 2014. The EBIT margin of 17.2% (15.3%) comfortably surpassed the minimum target of 10%. Group net income improved again on the very good level of the corresponding quarter (EUR 174.9 million), rising by 13.1% to EUR 197.9 million. Earnings per share came in at EUR 1.64 (EUR 1.45).



## Key figures for non-life reinsurance

in EUR million	2014		2013
	1.1.–31.3.	+/- previous year	1.1.–31.3.
Gross written premium	2,107.8	-4.1%	2,197.6
Net premium earned	1,631.7	-3.6%	1,691.9
Underwriting result	87.6	-10.7%	98.1
Net investment income	204.8	+9.6%	186.8
Operating result (EBIT)	280.5	+8.4%	258.7
Group net income	197.9	+13.1%	174.9
Earnings per share in EUR	1.64	+13.1%	1.45
EBIT margin <sup>1</sup>	17.2%		15.3%
Combined ratio <sup>2</sup>	94.4%		94.0%
Retention	91.2%		89.8%

<sup>1</sup> Operating result (EBIT)/net premium earned

<sup>2</sup> Including funds withheld

## Life and health reinsurance

- Solid profit trend in the first quarter
- EBIT margin exceeded for Financial Solutions/Longevity, somewhat below expectations for Mortality/Morbidity business

The protracted low level of interest rates is having a dampening effect on life insurance and reinsurance in Europe and the United States. In Germany the distribution of valuation reserves under life insurance policies continues to be the subject of heated debate. The traditional life insurance model has generally been cast into question owing to the low interest rate level and the insurance industry is called upon to establish new products with guaranteed benefits in the market. Across the markets in general our clients, namely primary insurers, are increasingly expecting more service from their reinsurance providers, especially in the area of medical underwriting. We take an exceptionally positive view of this trend and support them with our expertise.

In the first quarter we generated disproportionately strong growth, most notably in Asia. Overall, though, the premium volume fell slightly short of our growth target.

In our US business we also recorded a risk experience that fell slightly short of our expectations. These divergences are, however, within the bounds of the natural volatility of the underlying business. Sharia-compliant retakaful business delivered a pleasing profit contribution. With Hannover Re now ranking as one of the largest providers worldwide in this business segment, we shall maintain our focus here on Middle and Far Eastern markets such as Malaysia, Saudi Arabia and the United Arab Emirates.

Gross written premium in life and health reinsurance amounted to EUR 1.5 billion (EUR 1.6 billion) as at 31 March 2014, a decrease of 2.8%. At constant exchange rates growth of 0.7% would have been generated. Owing to a reduced retention, net premium earned fell by 7.8% to EUR 1.3 billion (EUR 1.4 billion); this is equivalent to a reduction of 4.5% on a currency-adjusted basis.

Investment income for life and health reinsurance contracted by 6.4% to EUR 152.0 million (EUR 162.4 million). The performance of the ModCo derivatives recognised in income fell short of the previous year at EUR 1.6 million (EUR 5.6 million).

The operating profit (EBIT) in life and health reinsurance reached EUR 65.6 million (EUR 102.4 million) as at 31 March 2014. This is equivalent to an EBIT margin of 5.9% for Financial Solutions and Longevity business. The target of 2% was thereby achieved. The EBIT margin for Mortality and Morbidity business stood at 4.5% and thus fell somewhat short of the targeted 6%. Group net income came in at EUR 43.4 million (EUR 75.1 million) and earnings per share amounted to EUR 0.36 (EUR 0.62).

## Key figures for life and health reinsurance

in EUR million	2014		2013 <sup>1</sup>
	1.1.–31.3.	+/- previous year	1.1.–31.3.
Gross written premium	1,516.7	-2.8%	1,560.3
Net premium earned	1,281.0	-7.8%	1,388.9
Investment income	152.0	-6.4%	162.4
Operating result (EBIT)	65.6	-36.0%	102.4
Net income after tax	43.4	-42.2%	75.1
Earnings per share in EUR	0.36	-42.2%	0.62
Retention	84.5%		90.0%
EBIT margin <sup>2</sup>	5.1%		7.4%

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

<sup>2</sup> Operating result (EBIT)/net premium earned

## Investments

- High-quality diversified investment portfolio to be maintained
- Ordinary investment income on a par with the comparable period
- Return on investment of 3.4% better than planned

Hannover Re's investment policy continues to be guided by the following core principles:

- generation of stable and risk-commensurate returns while at the same time maintaining the high quality standard of the portfolio;
- ensuring the liquidity and solvency of Hannover Re at all times;
- high diversification of risks;
- limitation of currency exposures and maturity risks through matching currencies and maturities.

The investment climate was once again challenging in the period under review and notable for a low level of interest rates overall as well as relatively low risk premiums on corporate bonds. Modest declines in yields were observed across most durations in our main currency areas. Moderate increases, on the other hand, were recorded for US treasury bonds in the short and medium duration segments. In the case of the Southern European countries with higher risk premiums – which have been the focus of so much attention of late – and in Ireland yields were lower across the maturity curve.

Credit spreads on US corporate bonds showed slight declines in most rating classes, whereas they remained very largely stable in the case of European corporate bonds. In general, credit spreads on corporate bonds from emerging economies were virtually unchanged. In total, the unrealised gains on

our fixed-income securities increased to EUR 1,048.3 million (EUR 767.9 million). The fact that our portfolio of assets under own management nevertheless contracted to EUR 31.7 billion (EUR 31.9 billion) can be attributed to repayment of the bond that we had issued in 2004 with a volume of EUR 750 million. We left the allocation of our assets to the individual classes of securities broadly unchanged in the first quarter, as a consequence of which only minimal adjustments were made in the context of regular portfolio maintenance. The modified duration of our fixed-income portfolio remained stable relative to the previous year at 4.4 years (4.4 years).

Despite the sustained low level of interest rates, ordinary investment income excluding interest on deposits was only slightly lower than in the corresponding period of the previous year at EUR 241.4 million (EUR 246.1 million). This comparatively moderate decline despite the reduced average investment portfolio is attributable in large measure to the expansion of the corporate bonds asset class over the past two years. Interest on deposits decreased from EUR 93.8 million to EUR 88.6 million.

Impairments of altogether just EUR 5.5 million (EUR 3.2 million) were taken. This includes impairments of EUR 1.1 million (EUR 0.3 million) on alternative investments. Scheduled depreciation on directly held real estate rose to EUR 4.4 million (EUR 2.9 million), a reflection of our increasing involvement in this area. No write-ups (EUR 0.2 million) were made in this quarter.

## Net investment income

in EUR million	2014		2013
	1. 1.–31.3.	+/- previous year	1.1.–31.3.
Ordinary investment income <sup>1</sup>	241.4	-1.9%	246.1
Result from participations in associated companies	2.9	+168.1%	1.1
Realised gains/losses	54.1	+55.6%	34.8
Appreciation	–		0.2
Depreciation, amortisation, impairments <sup>2</sup>	5.5	+70.8	3.2
Change in fair value of financial instruments <sup>3</sup>	7.4	+124.9%	3.3
Investment expenses	27.8	+30.7%	21.3
<b>Net investment income from assets under own management</b>	<b>272.5</b>	<b>+4.5%</b>	<b>260.9</b>
Net investment income from funds withheld	88.6	-5.6%	93.8
<b>Total investment income</b>	<b>361.2</b>	<b>+1.8%</b>	<b>354.7</b>

<sup>1</sup> Excluding expenses on funds withheld and contract deposits

<sup>2</sup> Including depreciation/impairments on real estate

<sup>3</sup> Portfolio at fair value through profit or loss and trading

The net balance of gains realised on disposals stood at EUR 54.1 million (EUR 34.8 million). The increase relative to the comparable quarter can be attributed primarily to portfolio regrouping measures in connection with the changeover in reporting currency at our subsidiary in Bermuda and to repayment of the bond that we had issued in 2004.

We recognise a derivative for the credit risk associated with special life reinsurance treaties (ModCo) under which securities deposits are held by cedants for our account; the performance of this derivative in the period under review gave rise to positive fair value changes of EUR 1.6 million (EUR 5.6 million) recognised in investment income. The inflation swaps taken out to hedge part of the inflation risks associated with the loss reserves in our technical account have produced negative fair value changes in the year to date of EUR 1.2 million (-EUR 1.7 million) recognised in investment income. These changes in fair value are recognised in income as a derivative pursuant to IAS 39. In economic terms we assume a neutral development for these two items over time, and hence the volatility that can occur in specific quarters has no bearing on the actual business performance. Altogether, the positive changes in the fair value of our assets recognised at fair value through profit or loss amounted to EUR 7.4 million (EUR 3.3 million).

In view of the stubbornly low level of interest rates, we are very pleased that our investment income came in slightly higher than in the comparable quarter at EUR 361.2 million (EUR 357.4 million). Of this, an amount of EUR 272.5 million (EUR 260.9 million) was attributable to assets under own management, equivalent to an annualised average return (excluding effects from ModCo derivatives and inflation swaps) of 3.4%. We are therefore well on track to reach our anticipated target of 3.2% for the full financial year.

# Opportunity and risk report

## Risk report

- Taking a deliberate and controlled approach, we enter into a broad variety of risks which, on the one hand, can open up opportunities for profit but, on the other hand, can also have adverse implications for our company.
- We are convinced that our risk management system gives us a transparent overview of the current risk situation at all times and that our overall risk profile is appropriate.

## Risk landscape of Hannover Re

As part of its business operations the Hannover Re Group enters into a broad variety of risks. These risks are deliberately accepted and controlled in order to be able to act on the associated opportunities. For the purpose of systematising and managing these risks we split them into:

- technical risks in non-life and life and health reinsurance which originate from our business activities and manifest themselves inter alia in fluctuations in loss estimates as well as in unexpected catastrophes and changes in biometric factors such as mortality,
- market risks which arise in connection with our investments and also as a consequence of the valuation of sometimes long-term payment obligations associated with the technical account,
- default and credit risks resulting from our diverse business relationships and payment obligations inter alia with clients and retrocessionaires,
- operational risks which may derive, for example, from deficient processes or systems and
- other risks, such as reputational and liquidity risks.

The parameters and decisions of the Executive Board with respect to the risk appetite of the Hannover Re Group, which are based on the calculations of risk-bearing capacity, are fundamental to the acceptance of risks. Through our business operations on all continents and the diversification between our non-life and life and health reinsurance business groups we are able to effectively allocate our capital in light of opportunity and risk considerations and generate a higher-than-average return on equity. In non-life reinsurance we practise active cycle management and adopt a selective and disciplined underwriting approach.

By expanding our portfolio of life and health reinsurance we reduce the volatility of results within the Group and maintain stable dividend payments. Along with our principal business operations as a reinsurer of non-life and life and health business, we also transact primary insurance business in selected

niche markets as a complement to our core reinsurance business. With this approach we are well positioned for further profitable growth. Crucial importance attaches to our risk management in order to ensure, among other things, that risks to the reinsurance portfolio remain calculable and also that exceptional major losses do not have an unduly adverse impact on the result.

## Strategy implementation

The risk strategy derived from the corporate strategy constitutes the basis for our handling of opportunities and risks. The strategy is implemented on multiple levels. Our corporate strategy encompasses ten basic strategic principles, which safeguard across divisions the accomplishment of our mission “Growing Hannover Re profitably”. The orientations of the different business groups are guided by these principles and thus contribute directly to attainment of the overarching goals. Key strategic points of departure for our Group-wide risk management are the principles of active risk management, an adequate capital base and sustained compliance. The risk strategy specifies more concretely the goals derived from our corporate strategy with respect to risk management and documents our understanding of risk. With a view to achieving these goals, we have defined ten overriding principles:

1. We keep to the risk appetite defined by the Executive Board.
2. We integrate risk management into value-based management.
3. We promote an open risk culture and the transparency of the risk management system.
4. We aspire to each rating agency’s highest risk management rating and we seek approval of our internal capital model for Solvency II.
5. We define a materiality limit for our risks.
6. We use appropriate quantitative methods.

7. We apply suitable qualitative methods.
8. We practise risk-based allocation of our capital.
9. We ensure the necessary separation of functions in our organisational structure.
10. We evaluate the risk content of new business areas and new products.

The risk strategy is specified with an increasing degree of detail on the various levels of the company, for example down to the adoption and testing of contingency plans in the event of an emergency or the underwriting guidelines of our treaty and regional departments. The risk strategy and the guidelines derived from it, such as the Framework Guideline on Risk Management and the central system of limits and thresholds, are reviewed at least once a year. In this way, we ensure that our risk management system is kept up-to-date.

We manage our total enterprise risk such that we can expect to generate positive Group net income with a probability of 90% and the likelihood of the complete loss of our economic capital and IFRS shareholders' equity does not exceed 0.03% p. a. These indicators are monitored using our internal capital model and the Executive Board is informed quarterly about adherence to these key parameters. The necessary equity resources are determined according to the requirements of our economic capital model, solvency regulations, the expectations of rating agencies with respect to our target rating and the expectations of our clients. Above and beyond that, we maintain a capital buffer in order to be able to act on new business opportunities at any time.

## Major external factors influencing risk management

Opportunities are expected to open up for Hannover Re inter alia as a consequence of the impending implementation of risk-based solvency systems such as Solvency II in Europe. The main goals of the Solvency II framework directive are to strengthen protection for insureds, put in place consistent competitive standards in the insurance sector of the European Single Market and hence ensure a broadly uniform regulatory practice in Europe. Key details must still be determined on the European and national level before the new regime can fully enter into effect on 1 January 2016. Hannover Re has been preparing intensively for Solvency II for years and is well equipped to provide the markets with tailored products. We believe that we are well placed for Solvency II because we are a solid and low-risk contracting partner with an excellent rating. We can make multiple use of the know-how that we have acquired through development of the internal capital model, and we expect the convergence of supervisory, rating and internal capital requirements to bring relief that will provide us with additional reinsurance capacity. Further major external influencing factors are the protracted low level of interest rates and the Euro debt crisis.

## Risk capital

In the interests of our shareholders and clients we strive to ensure that our risks remain commensurate with our capital resources. Our quantitative risk management provides a uniform framework for the evaluation and steering of all risks affecting the company as well as of our capital position. In this context, the internal capital model is our central tool. The internal capital model of the Hannover Re Group is a stochastic enterprise model. It covers all subsidiaries and business areas of the Hannover Re Group. The central variable in risk and enterprise management is the economic capital, which is calculated according to market-consistent measurement principles and in many respects corresponds to the business valuation likely to be adopted in future under Solvency II. Hannover Re's internal capital model reflects all risks that influence the development of the economic capital. They are split into technical risks, market risks affecting investments, credit risks and operational risks. For each of these risk classes we have identified a number of risk factors for which we define probability distributions. These risk factors include, for example, economic indicators specific to each currency area, such as interest rates, exchange rates and inflation indices, but also insurance-specific indicators such as the mortality of a particular age group within our insurance portfolio in a particular country or the number of natural catastrophes in a certain region and the insured loss amount per catastrophe. The specification of the probability distributions for the risk factors draws upon historic and publically available data as well as on the internal (re)insurance data stock of the Hannover Re Group. The process is further supplemented by the know-how of internal and external experts. The suitability of the probability distributions is regularly checked by our specialist departments, although more importantly it is also verified in the context of the regular, company-wide use of the capital model when assessing risks and allocating the cost of capital. Hannover Re calculates the required risk capital as the Value at Risk (VaR) of the economic change in value over a period of one year with a confidence level of 99.97%. This reflects the goal of not exceeding a one-year ruin probability of 0.03%. The internal target capitalisation of the Hannover Re Group is therefore significantly higher than the confidence level of 99.5% which will be required in future under Solvency II. It goes without saying that Hannover Rück SE also meets the current capital requirements set by regulators. Since the corresponding calculation is neither market-consistent nor risk-based a relevant comparison with the coverage ratio under the internal capital model is not possible. The Hannover Re Group is seeking approval of its internal model for the determination of regulatory capital under Solvency II. In the event of approval and depending on the final measurement rules of Solvency II, the capitalisation with a confidence level of 99.5% constitutes an indication of the fulfilment of future regulatory requirements. Our excess capital coverage at the target confidence level of 99.97% is currently very comfortable. We hold additional capital above all to meet the requirements of the rating

agencies for our target rating. In this connection we strive for a rating from the rating agencies most relevant to our industry that facilitates and secures our access to all reinsurance business worldwide. Hannover Re is analysed by the rating agencies Standard & Poor's (S&P) and A.M. Best as part of an interactive rating process, meaning that both these rating agencies are also given access to confidential information about Hannover Re. The current financial strength ratings are assessed as "AA-" (Very Strong, stable outlook) by Standard & Poor's and "A+" (Superior, stable outlook) by A.M. Best. Standard & Poor's evaluates Hannover Re's risk management as "Very Strong", the best possible rating. The rating highlights, in particular, the company's very good risk management, the consistent and systematic implementation of corporate strategy by management and the excellent capital resources. Hannover Re's internal capital model is also examined as part of the rating. Based on this review, Standard & Poor's factors the results of the internal capital model of the Hannover Re Group into the determination of the target capital for the rating.

## Organisation and processes of risk management

Our Group-wide risk management is geared to making a significant contribution to profitable growth and hence to implementation of our strategy through the systematic weighing up of opportunities and risks. Profit and value creation constitute the foundation of our sustainable development in the interests of our clients, shareholders, employees and business partners. Hannover Re has set up risk management functions and bodies Group-wide to safeguard an efficient risk management system. The individual elements of risk management are closely interlinked in this system and the roles, tasks and reporting channels are clearly defined and documented in guidelines. This makes possible a shared understanding of Group-wide and holistic monitoring of all material risks. Regular meetings of the Group-wide risk management functions are held in order to promote risk communication and establish an open risk culture. The organisation and interplay of the individual risk management functions are fundamental to our internal risk management and control system. The chart on the following page provides an overview of the central functions and bodies within the overall system as well as of their major tasks and powers.

Systematic risk identification, analysis, measurement, steering and monitoring as well as risk reporting are crucial to the effectiveness of risk management as a whole. Only by giving prompt consideration to risks can the continued existence of our Group be assured. The system that is in place – in common with the corporate and risk strategy – is subject to a constant cycle of planning, action, control and improvement.

The Hannover Re Group's Framework Guideline on Risk Management sets out the existing elements of the risk management system that has been put in place. It describes, among other things, the major tasks, rights and responsibilities, the organisational framework conditions and the risk control process. The guideline also contains principles governing the evaluation of new products in light of risk considerations as well as requirements for the outsourcing of functions. It aims to establish homogeneous Group standards for risk management. Key elements of our risk management system are as follows:

### Risk-bearing capacity concept

The establishment of the risk-bearing capacity involves determining the total available risk coverage potential and calculating how much of this is to be used for covering all material risks. This is done in conformity with the parameters of the risk strategy and the risk appetite defined by the Executive Board. The quantitatively measurable individual risks and the risk position as a whole are evaluated using our risk model. A central system of limits and thresholds is in place to monitor material risks. This system incorporates – along with other risk-related key figures – in particular the indicators derived and calculated from the risk-bearing capacity. Adherence to the overall risk appetite is verified using the results of the risk model. The calculation is updated half-yearly.

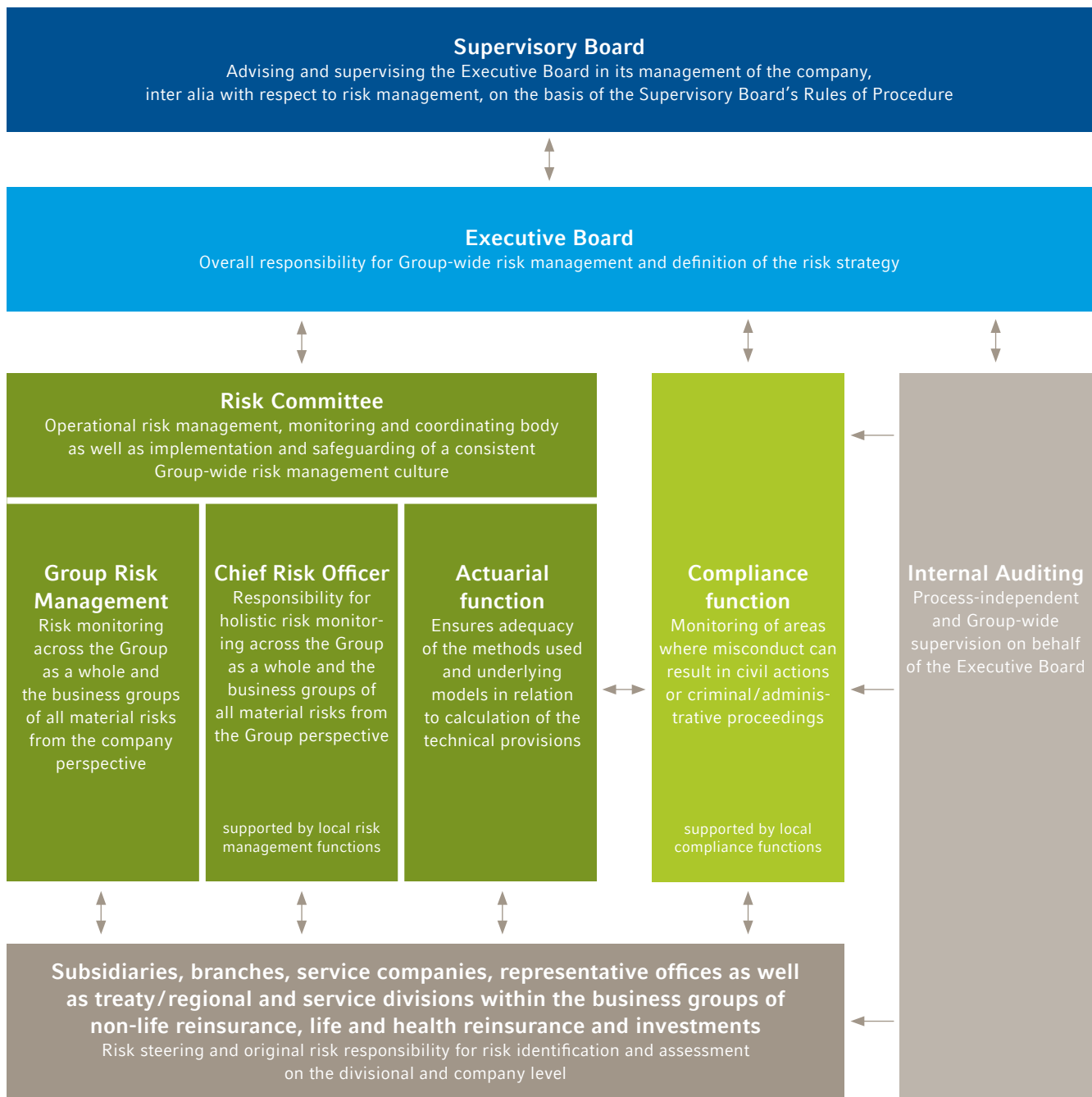
### Risk identification

The most important source of information for monitoring risks is the risk identification carried out on a rotating basis. In order to ensure that all risks are identified in the context of risk identification an overarching categorisation containing all material risks has been established. Risk identification is carried out – adjusted to fit the particular risk – by way of, for example, structured assessments, interviews, scenario analyses, checklists or standardised questionnaires. External insights such as recognised industry know-how (e.g. from position papers of the CRO Forum; the CRO Forum is an international organisation comprised of the Chief Risk Officers (CRO) of large insurance and reinsurance companies) are incorporated into the process. Risk identification ensures that new risks identified from the current and rotating monitoring are added and known risks can be revised if necessary.

### Risk analysis and assessment

Every risk that is identified and considered material is quantitatively assessed. Only risk types for which quantitative risk measurement is currently impossible or difficult are qualitatively assessed, e.g. reputational risks or emerging risks. Evaluation is carried out using, for example, qualitative self-assessments. As part of the Hannover Re risk model Group Risk Management carries out a quantitative assessment of material risks and the overall risk position. In so doing, allowance is made as far as possible for risk accumulations and concentrations.





### Risk steering

The steering of all material risks is the task of the operational business units on the divisional and company level. In this context, risk steering encompasses the process of developing and implementing strategies and concepts that are designed to consciously accept, avoid or minimise identified and analysed risks. The risk/reward ratio and the required capital are factored into the division's decision. Risk steering is operationally assisted by, among other things, the parameters of the local underwriting guidelines, the system of limits and thresholds and the internal control system.

### Risk monitoring

The monitoring of all identified material risks is a fundamental risk management task. This includes, inter alia, monitoring execution of the risk strategy and adherence to the defined limits and thresholds. A further major task of risk monitoring is the ascertainment of whether risk steering measures were carried out at the planned point in time and whether the planned effect of the measures is sufficient.

## Risk communication and risk culture

The Executive Board is responsible for the implementation of Group-wide risk communication and risk culture. Risk Management takes responsibility for operational implementation on behalf of the Executive Board. Key elements of communication include internal and external risk reporting, information on risk complexes in the intranet (e.g. position papers on emerging risks) as well as regular meetings of risk management officers within the Group.

## Risk reporting

The aim of our risk reporting is to provide systematic and timely information about risks and their potential implications and to safeguard adequate internal communication within the company about all material risks. The central risk reporting system consists primarily of regular risk reports, e.g. on the overall risk situation, adherence to the parameters defined in the risk strategy or on the capacity utilisation of natural catastrophe scenarios. Complementary to the regular risk reporting, immediate internal reporting on material risks that emerge at short notice takes place as necessary.

## Process-integrated/-independent monitoring and quality assurance

The Executive Board is responsible for the orderly organisation of the company's business irrespective of internally assigned competencies. This also encompasses monitoring of the internal risk steering and control system. Process-independent monitoring and quality assurance of risk management is carried out by the internal audit function and external instances (independent auditors, regulators). Most notably, the independent auditors review the trigger mechanism and the internal monitoring system. The entire system is rounded off with process-integrated procedures and rules, such as those of the internal control system.

## Internal control system

We organise our business activities in such a way that they are always in conformity with all legal requirements. The internal control system (ICS) is an important subsystem that serves, among other things, to secure and protect existing assets, prevent and reveal errors and irregularities and comply with laws and regulations. The core elements of Hannover Re's ICS are documented in a Framework Guideline that establishes a common understanding of the differentiated execution of the necessary controls. In the final analysis, it is designed to systematically steer and monitor the implementation of our corporate strategy. The Framework Guideline defines concepts, stipulates responsibilities and provides a guide for the description of controls. In addition, it forms the basis for the accomplishment of internal objectives and the fulfilment of external requirements imposed on Hannover Re. The ICS consists of systematically structured organisational and technical measures and controls within the enterprise.

This includes, among other things:

- the principle of dual control,
- separation of functions,
- documentation of the controls within processes,
- and technical plausibility checks and access privileges in the IT systems.

The proper functioning of the ICS necessitates the involvement of management, executive staff and employees on all levels. Yet even with an optimally designed ICS it is not possible to avoid all errors. The system comes up against its limits, most notably with respect to fraud risks and imprecise or incomplete rules and responsibilities. The financial reporting of the parent company and the Group must satisfy international and national financial reporting standards as well as regulatory requirements. This is safeguarded in the area of accounting and reporting by processes with integrated controls which ensure the completeness and accuracy of the annual and consolidated financial statements. A structure made up of differentiated criteria, control points and materiality thresholds assures our ability to identify and minimise the risk of material errors in the annual and consolidated financial statements at an early stage. All components of the accounting-related internal control system, the processes for the organisation and implementation of consolidation tasks and for the preparation of the consolidated financial statement as well as the accompanying controls are consistently documented. In order to safeguard and continuously improve the adequacy of the control system it is subject to regular review and evaluation. In this regard, the internal audit function ensures that the quality of the control system is constantly monitored. All relevant accounting principles are collated in a Group Accounting Manual that sets out uniform Group-wide rules for the recognition, measurement and reporting of items in the consolidated financial statement.

The process for updating and, if necessary, adjusting these rules is clearly regulated with respect to information channels, responsibilities and period of validity. Not only that, we provide prompt Group-wide notification of significant developments and modified requirements in Group financial reporting. Within the scope of our control system the Group companies are responsible for Group-wide adherence to the accounting policies and the internal control guidelines. The managing directors and chief financial officers of the Group companies defined as material in our control system affirm to the Executive Board of Hannover Rück SE at each closing date the completeness, correctness and reliability of the financial data that they pass on to Group Accounting. Data for the preparation of the consolidated financial statement is delivered using a Web-based IT application. The relevant data for Group financial reporting is collected in a database and processed via automatic interfaces in a consolidation system. Depending upon the results of our checks, these figures can be corrected if necessary. Given that our Group financial



reporting is heavily dependent on IT systems, these systems also need to be subject to controls. Authorisation concepts regulate system access and for each step content-based as well as system-side checks have been implemented, by means of which errors are analysed and promptly eliminated.

## Internal risk assessment

Hannover Re calculates the economic equity as the difference between the market-consistent value of the assets and the market-consistent value of the liabilities. The corresponding accounting principles also apply largely to the IVC. While fair values are available for most investments, the market-consistent valuation of reinsurance treaties necessitates a specific valuation model. We establish the market-consistent value of technical items as the present value of projected payments using actuarial methods. This is adjusted by a risk loading that factors in the fluctuation in future payments. Such fluctuations result from risks that cannot be hedged by means of capital market products, such as technical risks. In a departure from the measurement rules currently under discussion in relation to Solvency II, we use risk-free interest rates derived from the yields on high-quality government bonds for discounting of our future cash flows. Market prices for options and guarantees embedded in insurance contracts are determined or approximated using option valuation models from the field of financial mathematics. The methods used are the same as those adopted in the calculation of our Market Consistent Embedded Value. The valuation reserves for investments indicate the difference between fair value and book value of those investments recognised under IFRS at book values. Other valuation adjustments encompass above all deferred tax assets and liabilities that arise in connection with valuation adjustments.

The available economic capital, which is available as liable capital for policyholders, is comprised of the economic equity measured as described above and the hybrid capital. The internal capital model is based on current methods from actuarial science and financial mathematics. In the case of technical risks, we are able to draw on a rich internal data history to estimate the probability distributions, e.g. for the reserving risk. For risks from natural perils we use external models, which are adjusted in the context of a detailed internal review process such that they reflect our risk profile as closely as possible. In the area of life and health reinsurance long-term payment flows are modelled under various scenarios. With respect to all the aforementioned risks we use internal data to define scenarios and probability distributions. The internal data is enhanced by way of parameters set by our internal experts. These parameters are especially significant in relation to extreme events that have not previously been observed.

When it comes to aggregating the individual risks, we make allowance for dependencies between risk factors. Dependencies arise, for example, as a consequence of market shocks, such as the financial crisis, which simultaneously impact multiple market segments. What is more, several observation periods may be interrelated on account of market phenomena such as price cycles. In dealing with these dependencies, however, it is our assumption that not all extreme events occur at the same time. The absence of complete dependency is referred to as diversification. Hannover Re's business model is based inter alia on building up the most balanced possible portfolio so as to achieve the greatest possible diversification effects and in order to deploy capital efficiently. Diversification exists between individual reinsurance treaties, lines, business segments and risks. We define the cost of capital to be generated per business unit according to the capital required by our business segments and lines and based on their contribution to diversification.

## Technical risks in non-life reinsurance

Risk management in non-life reinsurance has defined various overall guidelines for efficient risk steering. These include, among other things, the limited use of retrocessions to reduce volatility and conserve capital. It is also crucially important to consistently maximise the available risk capacities on the basis of the risk management parameters of the Hannover Re Group and to steer the acceptance of risks systematically through the existing underwriting guidelines. Diversification within the non-life reinsurance business group is actively managed through allocation of the cost of capital according to the contribution made to diversification. A high diversification effect arises out of the underwriting of business in different lines and different regions with different business partners. In addition, the active limitation of individual risks – such as natural catastrophes – enhances the diversification effect.

Given that the establishment of inadequate reserves constitutes the greatest risk in non-life reinsurance, the conservative level of our reserves is crucial to our risk management. We make a fundamental distinction between risks that result from business operations of past years (reserving risk) and those stemming from activities in the current or future years (price/premium risk). In the latter case, special importance attaches to the catastrophe risk. With respect to the catastrophe risk, we differentiate between natural catastrophes and man-made disasters.

The reserving risk, i.e. the risk of under-reserving losses and the resulting strain on the underwriting result, is the overriding priority in our risk management. We attach the utmost importance to a conservative reserving level and therefore traditionally have a high confidence level. In order to counter this potential risk we calculate our loss reserves based on our own actuarial estimations and establish, where necessary,

additional reserves supplementary to those posted by our cedants as well as the segment reserve for losses that have already occurred but have not yet been reported to us. Liability claims have a major influence on this reserve. The segment reserve is calculated on a differentiated basis according to risk categories and regions. In the case of asbestos- and pollution-related claims it is difficult to reliably estimate future loss payments. The adequacy of these reserves can be estimated using the so-called "survival ratio". This ratio expresses how many years the reserves would cover if the average level of paid claims over the past three years were to continue. The statistical run-off triangles used by our company are another monitoring tool. They show the changes in the reserve over time as a consequence of paid claims and in the recalculation of the reserves to be established as at each balance sheet date. Their adequacy is monitored using actuarial methods. Our own actuarial calculations regarding the adequacy of the reserves are also subject to annual quality assurance reviews conducted by external firms of actuaries and auditors.

Hannover Re has taken out inflation swaps (USD and EUR zero coupon swaps) to partially hedge inflation risks. These serve to protect parts of the loss reserves against inflation risks. An inflation risk exists particularly inasmuch as the liabilities (e.g. loss reserves) could develop differently than assumed at the time when the reserve was constituted because of inflation. We also secure parts of the inflation protection for our loss reserves by purchasing bonds with inflation-linked coupon payments.

Licensed scientific simulation models, supplemented by the expertise of our own specialist departments, are used to assess our material catastrophe risks from natural hazards (especially earthquake, windstorm and flood). Furthermore, we establish the risk to our portfolio from various scenarios

in the form of probability distributions. The monitoring of the risks resulting from natural hazards is rounded out by realistic extreme loss scenarios. Within the scope of this process, the Executive Board defines the risk appetite for natural perils once a year on the basis of the risk strategy by specifying the portion of the economic capital that is available to cover risks from natural perils. This is a key basis for our underwriting approach in this segment. As part of our holistic approach to risk management across business groups, we take into account numerous relevant scenarios and extreme scenarios, determine their effect on portfolio and performance data, evaluate them in relation to the planned figures and identify alternative courses of action. For the purposes of risk limitation, maximum amounts are also stipulated for various extreme loss scenarios and return periods in light of profitability criteria. Adherence to these limits is continuously verified by Group Risk Management. The Risk Committee, Executive Board and Non-Life Executive Committee are kept regularly updated on the degree of capacity utilisation.

The price/premium risk lies primarily in the possibility of a random claims realisation that diverges from the claims expectancy on which the premium calculation was based. Regular and independent reviews of the models used for treaty quotation as well as central and local underwriting guidelines are vital management components. In addition, Hannover Re's regional and treaty departments prepare regular reports on the progress of their respective renewals. The reporting in this regard makes reference inter alia to significant changes in conditions, risks (such as inadequate premiums) as well as to emerging market opportunities and the strategy pursued in order to accomplish targets. The development of the combined ratio in non-life reinsurance is shown in the table below:

#### Combined and catastrophe loss ratio

in %	Q1 2014	2013	2012	2011	2010	2009	2008	2007	2006	2005 <sup>1</sup>	2004 <sup>1</sup>
Combined ratio (non-life reinsurance)	94.4	94.9	95.8	104.3	98.2	96.6	95.4	99.7	100.8	112.8	97.2
Thereof catastrophe losses <sup>2</sup>	1.9	8.4	7.0	16.5	12.3	4.6	10.7	6.3	2.3	26.3	8.3

<sup>1</sup> Including financial reinsurance and specialty insurance

<sup>2</sup> Net share of the Hannover Re Group for natural catastrophes and other major claims in excess of EUR 10 million gross as a percentage of net premium earned (until 31 December 2011: in excess of EUR 5 million gross)

## Technical risks in life and health reinsurance

All risks directly connected with the life of an insured person are referred to as biometric risks (especially the miscalculation of mortality, life expectancy, morbidity and occupational disability); they constitute material risks for our company in the area of life and health reinsurance. Our goal is to find a balance between biometric risks. Counterparty, lapse and catastrophe risks are also material since we additionally prefinance our cedants' new business acquisition costs. The reserves are determined on the basis of secure biometric actuarial bases in light of the information provided by our clients. The biometric actuarial bases used and the lapse assumptions are continuously reviewed with an eye to their adequacy and if necessary adjusted. This is done using the company's own empirical data as well as market-specific insights. We calculate the diversification effect between mortality and longevity risks prudently in view of the fact that the contracts are normally taken out for different regions, age groups and individuals.

Diversification is a central management tool for our company. We seek to spread risks as far as possible across different risk classes and different regions. In our pricing of reinsurance treaties we provide incentives to further increase diversification. Through our quality assurance measures we ensure that the reserves established by ceding companies in accordance with local accounting principles satisfy all requirements with respect to the calculation methods used and assumptions made (e.g. use of mortality and morbidity tables, assumptions regarding the lapse rate). New business is written in all regions in compliance with underwriting guidelines applicable worldwide, which set out detailed rules governing the type, quality, level and origin of risks. These global guidelines are revised annually and approved by the Executive Board. Special underwriting guidelines give due consideration to the particular features of individual markets. By monitoring compliance with these underwriting guidelines we minimise the risk of an inability to pay or of deterioration in the financial status of cedants. Regular reviews and holistic analyses (e.g. with an eye to lapse risks) are carried out with respect to new business activities and the assumption of international portfolios. The interest rate risk, which in the primary sector is important in life business owing to the guarantees that are given, is of only minimal relevance to our company thanks to the structure of our contracts. The actuarial reports and documentation required by local regulators ensure that regular scrutiny also takes place on the level of the subsidiaries. We have confidence in the entrepreneurial abilities of our underwriters and grant them the most extensive possible powers. In our decentralised organisation we manage risks where they arise using a consistent approach in order to obtain an overall view of the risks in life and health reinsurance. Our global underwriting guidelines provide underwriters with an appropriate framework for this

purpose. Another major element of risk management in life and health reinsurance is the Market Consistent Embedded Value (MCEV). The MCEV is a ratio used for the valuation of life insurance and reinsurance business; it is calculated as the present value of the future shareholders' earnings from the worldwide life and health reinsurance portfolio plus the allocated capital. The calculation makes allowance as far as possible for all risks included in this business. The MCEV is established on the basis of the principles of the CFO Forum published in October 2009 (the CFO Forum is an international organisation of Chief Financial Officers from major insurance and reinsurance enterprises). For detailed information please see the MCEV report 2013 published on our website.

## Market risks

Faced with a challenging capital market climate, particularly high importance attaches to preserving the value of assets under own management and the stability of the return. Hannover Re's portfolio is therefore guided by the principles of a balanced risk/return profile and broad diversification. Based on a risk-averse asset mix, the investments reflect both the currencies and durations of our liabilities. Market price risks include equity risks, interest rate risks, currency risks, real estate risks, spread risks and credit risks.

With a view to preserving the value of our assets under own management, we constantly monitor adherence to a trigger mechanism based on a clearly defined traffic light system that is applied across all portfolios. This system defines clear thresholds and escalation channels for the cumulative fluctuations in fair value and realised gains/losses on investments since the beginning of the year. These are unambiguously defined in conformity with our risk appetite and trigger specified information and escalation channels if a corresponding fair value development is overstepped. The short-term loss probability measured as the "Value at Risk" (VaR) is another vital tool used for monitoring and managing market price risks. It is calculated on the basis of historical data, e.g. the volatility of the securities positions under own management and the correlation between these risks. As part of these calculations the decline in the fair value of our portfolio is simulated with a certain probability and within a certain period. The VaR of the Hannover Re Group determined in accordance with these principles specifies the decrease in the fair value of our securities portfolio under own management that with a probability of 95% will not be exceeded within ten trading days. A multi-factor model is used to calculate the VaR indicators for the Hannover Re Group. It is based on time series of selected representative market parameters (equity prices, yield curves, spread curves, exchange rates, commodity prices and macro-economic variables). All asset positions are mapped on the level of individual positions within the multi-factor model; residual risks (e.g. market price risks that are not directly explained by the multi-factor model) can be

determined through back-calculation and are incorporated into the overall calculation. The model takes into account interest rate risks, credit and spread risks, systematic and specific equity risks, commodity risks and option-specific risks.

Stress tests are conducted in order to be able to map extreme scenarios as well as normal market scenarios for the purpose of calculating the Value at Risk. In this context, the loss potentials for fair values and shareholders' equity (before tax) are simulated on the basis of already occurred or notional extreme events.

#### Scenarios for changes in the fair value of material asset classes

in EUR million	Scenario	Portfolio change on a fair value basis	Change in equity before tax
Equity securities	Share prices -10%	-3.2	-3.2
	Share prices -20%	-6.3	-6.3
	Share prices +10%	+3.2	+3.2
	Share prices +20%	+6.3	+6.3
Fixed-income securities	Yield increase +50 basis points	-642.1	-521.4
	Yield increase +100 basis points	-1,254.5	-1,018.6
	Yield decrease -50 basis points	+656.9	+524.8
	Yield decrease -100 basis points	+1,341.2	+1,071.6

Further significant risk management tools – along with various stress tests used to estimate the loss potential under extreme market conditions – include sensitivity and duration analyses and our asset/liability management (ALM). The internal capital model provides us with quantitative support for the investment strategy as well as a broad diversity of VaR calculations. In addition, tactical duration ranges are in place, within which the portfolio can be positioned opportunistically according to market expectations. The parameters for these ranges are directly linked to our calculated risk-bearing capacity.

Share price risks derive from the possibility of unfavourable changes in the value of equities, equity derivatives or equity index derivatives in our portfolio. We hold such assets only on a very modest scale as part of strategic participations. The scenarios for changes in equity prices consequently have only extremely slight implications for our portfolio.

The portfolio of fixed-income securities is exposed to the interest rate risk. Declining market yields lead to increases and rising market yields to decreases in the fair value of the fixed-income securities portfolio.

The credit spread risk should also be mentioned. The credit spread refers to the interest rate differential between a risk-entailing bond and risk-free bond of the same maturity.

Changes in these risk premiums, which are observable on the market, result – analogously to changes in pure market yields – in changes in the fair values of the corresponding securities.

Currency risks are especially relevant if there is a currency imbalance between the technical liabilities and the assets. Through extensive matching of currency distributions on the assets and liabilities side, we reduce this risk on the basis of the individual balance sheets within the Group. The short-term Value at Risk therefore does not include quantification of the currency risk. We regularly compare the liabilities per currency with the covering assets and optimise the currency coverage in light of various collateral conditions such as different accounting requirements by regrouping assets. Remaining currency surpluses are systematically quantified and monitored within the scope of economic modelling.

Real estate risks result from the possibility of unfavourable changes in the value of real estate held either directly or through fund units. They may be caused by a deterioration in particular qualities of a property or by a general downslide in market values (such as the US real estate crash). Real estate risks continued to grow in importance for our portfolio owing to our ongoing involvement in this sector. We spread these risks through broadly diversified investments in high-quality markets of Germany, Europe as a whole and the United States.

We use derivative financial instruments only to the extent necessary to hedge risks. The primary purpose of such financial instruments is to hedge against potentially adverse situations on capital markets. A modest portion of our cash flows from the insurance business as well as currency risks associated with the difficulty of efficiently ensuring matching currency coverage are partially hedged using forward exchange transactions. Hannover Re has taken out inflation swaps (USD and EUR zero coupon swaps) to partially hedge inflation risks. These serve to protect parts of the loss reserves against inflation risks. Hannover Re holds further derivative financial instruments to hedge interest rate risks from loans taken out to finance real estate. The contracts are concluded with reliable counterparties and for the most part collateralised on a daily basis so as to avoid credit risks associated with the use of such transactions. The remaining exposures are controlled according to the restrictive parameters set out in the investment guidelines.

Our investments entail credit risks that arise out of the risk of a failure to pay (interest and/or capital repayment) or a change in the credit status (rating downgrade) of issuers of securities. We attach equally vital importance to exceptionally broad diversification as we do to credit assessment conducted on the basis of the quality criteria set out in the investment guidelines. We measure credit risks in the first place using the standard market credit risk components, especially the probability of default and the potential amount of loss – making allowance for any collateral and the ranking of the individual instruments depending on their effect in each case. We then assess the credit risk first on the level of individual securities (issues) and in subsequent steps on a combined basis on the issuer level.

In order to limit the risk of counterparty default we set various limits on the issuer and issue level as well as in the form of dedicated rating quotas. A comprehensive system of risk reporting ensures timely reporting to the functions entrusted with risk management.

#### Rating structure of our fixed-income securities<sup>1</sup>

Rating classes	Government bonds		Securities issued by semi-governmental entities <sup>2</sup>		Corporate bonds		Covered bonds/ asset-backed securities	
	in %	in EUR million	in %	in EUR million	in %	in EUR million	in %	in EUR million
AAA	18.5	1,193.4	49.4	2,995.7	1.5	166.1	62.8	2,904.5
AA	65.3	4,201.5	46.9	2,836.8	15.2	1,676.4	14.6	673.4
A	9.8	631.2	2.3	136.6	48.0	5,275.2	10.4	482.1
BBB	5.2	337.9	1.2	70.3	29.2	3,206.8	7.1	329.3
< BBB	1.2	79.3	0.2	14.6	6.1	676.0	5.1	237.3
<b>Total</b>	<b>100.0</b>	<b>6,443.4</b>	<b>100.0</b>	<b>6,054.0</b>	<b>100.0</b>	<b>11,000.6</b>	<b>100.0</b>	<b>4,626.6</b>

<sup>1</sup> Securities held through investment funds are recognised pro rata with their corresponding individual ratings

<sup>2</sup> Including government-guaranteed corporate bonds

The measurement and monitoring mechanisms that have been put in place safeguard a prudent, broadly diversified investment strategy. This is reflected inter alia in the fact that within our portfolio of assets under own management the exposures to government bonds or instruments backed by sovereign guarantees issued by the so-called GIIPS states (Greece, Ireland, Italy, Portugal, Spain) amount to altogether just EUR 196.4 million on a fair value basis. This corresponds to a proportion of 0.6%. The individual countries account for the following shares: Spain EUR 74.1 million, Portugal EUR 26.4 million, Italy EUR 70.1 million and Ireland EUR 25.8 million. No impairments had to be taken on these holdings. Our portfolio does not contain any bonds of Greek issuers. On a fair value basis EUR 3,576.7 million of the corporate bonds held by our company were issued by entities in the financial sector. Of this amount, EUR 3,048.9 million was attributable to banks. The vast majority of these bank bonds (70.3%) are rated “A” or better. Our investment portfolio under own management does not contain any written or issued credit default swaps.

## Credit risks

The credit risk consists primarily of the risk of complete or partial failure of the counterparty and the associated default on payment. Since the business that we accept is not always fully retained, but instead portions are retroceded as necessary, the credit risk is also material for our company in reinsurance transactions. Our retrocession partners are carefully selected and monitored in light of credit considerations in order to keep the risk as small as possible. This is also true of our broker relationships, which entail a risk inter alia through the potential loss of the premium paid by the cedant to the broker. We minimise these risks, among other things, by reviewing all broker relationships once a year with an eye to criteria such as the existence of professional indemnity insurance, payment performance and proper contract implementation. The credit status of retrocessionaires is continuously monitored. On the basis of this ongoing monitoring a Security Committee decides on measures where necessary to secure receivables that appear to be at risk of default. This process is supported by a Web-based risk management application, which specifies cession limits for the individual retrocessionaires participating in protection cover programmes and determines the capacities still available for short-, medium- and long-term business. Depending on the type and expected run-off duration of the reinsured business, the selection of reinsurers takes into account not only the minimum ratings of the rating agencies Standard & Poor’s and A. M. Best but also internal and external expert assessments (e.g. market information from brokers). Overall, retrocessions conserve our capital, stabilise and optimise our results and enable us to act on opportunities across a broader front, e.g. following a

major loss event. Regular visits to our retrocessionaires give us a reliable overview of the market and put us in a position to respond quickly to capacity changes. Alongside traditional retrocessions in non-life reinsurance we also transfer risks to the capital market.

Yet credit risks are relevant to our investments and in life and health reinsurance, too, because we prefinance acquisition costs for our ceding companies. Our clients, retrocessionaires and broker relationships as well as our investments are therefore carefully evaluated and limited in light of credit considerations and are constantly monitored and controlled within the scope of our system of limits and thresholds. In terms of the Hannover Re Group’s major companies, EUR 270.3 million (7.6%) of our accounts receivable from reinsurance business totalling EUR 3,573.7 million were older than 90 days as at the balance sheet date. The average default rate over the past three years was 0.07%.

## Operational risks

Operational risks refer to the risk of losses occurring because of the inadequacy or failure of internal processes or as a result of events triggered by employee-related, system-induced or external factors. In contrast to technical risks (e.g. the premium risk), which we enter into in a deliberate and controlled manner in the context of our business activities, operational risks are an indivisible part of our business activities. The focus is therefore on risk avoidance and risk minimisation. As a derivation from our strategic principle “We manage risks actively”, we act according to the following principles in relation to operational risks:

1. We integrate operational risk management into the company and its culture.
2. We manage operational risks proactively and sustainably.
3. We consider events and scenarios that cover that entire spectrum of operational risks.
4. We strive for adequate risk minimisation through our actions.
5. We manage within defined limits and create transparency through measurements.

With the aid of Self-Assessments for Operational Risks (SAOR) we determine the degree of maturity of our operational risk management and define action fields for improvements. Based on these measurements, limits and thresholds are developed in light of risk indicators and efficiency considerations. One key indicator in this regard is the SAOR-based capital commitment in our internal model.



The assessment is carried out, for example, by evaluating the degree of maturity of the respective risk management function or of the risk monitoring and reporting. The system enables us, among other things, to prioritise operational risks. Within the overall framework we consider, in particular, business process risks, compliance risks, risks associated with sales channels and outsourcing of functions, fraud risks, personnel risks, information technology risks/information security risks and business interruption risks.

Business process risks are associated with the risk of deficient or flawed internal processes, which can arise as a consequence of an inadequate process organisation. We have defined criteria to evaluate the degree of maturity of the material processes, e.g. for the reserving process. This enables us to ensure that process risks are monitored. In cooperation with the process participants, the process owner evaluates the risks of the metaprocess and develops measures for known, existing risks. Data quality is also a highly critical success factor, especially in risk management, because – among other things – the validity of the results delivered by the internal model depends primarily on the data provided. The overriding goal of our data quality management is the sustainable improvement and safeguarding of data quality within the Hannover Re Group. Appropriate management of data quality risks is conditional upon clearly defined roles and associated responsibilities. Within the scope of process-integrated risk monitoring, centralised data quality management is responsible for establishing and maintaining the system and in so doing has the authority to prescribe standards and methods.

Compliance risks are associated with the risk of breaches of standards and requirements, non-compliance with which may entail lawsuits or official proceedings with not inconsiderable detrimental implications for the business activities of the Hannover Re Group. Regulatory compliance, compliance with the company's Code of Conduct, data privacy and compliance with anti-trust and competition laws have been defined as issues of particular relevance to compliance. The compliance risk also includes tax and legal risks. Responsibilities within the compliance organisation are regulated and documented Group-wide and interfaces with risk management have been put in place. The set of tools is rounded off with regular compliance training programmes.

We transact primary insurance business that complements our reinsurance activities in selected market niches. In so doing, just as on the reinsurance side, we always work together with partners from the primary sector – such as insurance brokers and underwriting agencies. This gives rise to risks associated with such sales channels, although these are minimised through the careful selection of agencies, mandatory underwriting guidelines and regular checks.

Risks associated with the outsourcing of functions can result from such outsourcing of functions, services and/or organisational units to third parties outside Hannover Re. Mandatory rules have been put in place to limit this risk; among other things, they stipulate that a risk analysis is to be performed prior to a material outsourcing. In the context of this analysis a check is carried out to determine, inter alia, what specific risks exist and whether outsourcing can even occur in the first place.

Fraud risks refer to the risk of intentional violations of laws or regulations by members of staff (internal fraud) and/or by externals (external fraud). This risk is reduced by the internal control system as well as by the audits conducted by Internal Auditing on a Group-wide and line-independent basis.

The proper functioning and competitiveness of the Hannover Re Group can be attributed in large measure to the expertise and dedication of our staff. In order to minimise personnel risks, we pay special attention to the skills, experience and motivation of our employees and foster these qualities through outstanding personnel development and leadership activities. Regular employee surveys and the monitoring of turnover rates ensure that such risks are identified at an early stage and scope to take the necessary actions is created.

Information technology risks and information security risks arise, inter alia, out of the risk of the inadequate integrity, confidentiality or availability of systems and information. By way of example, losses and damage resulting from the unauthorised passing on of confidential information, the malicious overloading of important IT systems or from computer viruses are material to the Hannover Re Group. Given the broad spectrum of such risks, a diverse range of steering and monitoring measures and organisational standards, including for example the requirement to conclude confidentiality agreements with service providers, have been put in place. In addition, our employees are made more conscious of such security risks through practically oriented tools provided online in the intranet or by way of training opportunities.

When it comes to reducing business interruption risks, the paramount objective is the quickest possible return to normal operations after a crisis, for example through implementation of existing contingency plans. Guided by internationally accepted standards, we have defined the key framework conditions and – among other measures – we have assembled a crisis team to serve as a temporary body in the event of an emergency. The system is complemented by regular exercises and tests. Regular risk reporting to the Risk Committee and the Executive Board has also been put in place.

## Other risks

Of material importance to our company in the category of other risks are primarily emerging risks, strategic risks, reputational risks and liquidity risks.

The hallmark of emerging risks is that the content of such risks cannot as yet be reliably assessed – especially on the underwriting side with respect to our treaty portfolio. Such risks evolve gradually from weak signals to unmistakable tendencies. It is therefore vital to detect these risks at an early stage and then determine their relevance. For the purpose of early detection we have developed an efficient process that spans divisions and lines of business and we have ensured its linkage to risk management. Operational implementation is handled by an expert working group assembled specially for this task. The analyses performed by this working group are used Group-wide in order to pinpoint any necessary measures (e.g. the implementation of contractual exclusions or the development of new reinsurance products). By way of example, the risks arising out of the emergence of large cities and urban conurbations – so-called megacities – are analysed by this working group. The growth of such urban centres goes hand-in-hand with a host of different problems, including a growing demand for food, drinking water, energy and living space. These challenges may also have implications for our treaty portfolio – in the form not only of risks but also opportunities, e.g. through increased demand for reinsurance products. Climate change, nanotechnology, political unrest, amendments to laws and changes in regulatory requirements may be cited as examples of other emerging risks.

Strategic risks derive from a possible imbalance between the corporate strategy of the Hannover Re Group and the constantly changing general business environment. Such an imbalance might be caused, for example, by incorrect strategic policy decisions, a failure to consistently implement the defined strategies and business plans or an incorrect allocation of resources. We therefore regularly review our corporate strategy in a multi-step procedure and adjust our processes and the resulting guidelines as and when required. We have defined performance criteria and indicators for the operational implementation of the strategic guidelines; these are authoritative when it comes to determining fulfilment of the various targets. With the “Strategy Cockpit” the Executive Board and responsible managers have at their disposal a strategy tool that assists them with the planning, elaboration and management of strategic objectives and measures and safeguards their overall perspective on the company and its strategic risks. In addition, the process for the management of strategic risks is assessed annually as part of the monitoring of business process risks.

Reputational risks refer to the risk that the trust put in our company by clients, shareholders, employees or the public at large may be damaged. This risk has the potential to jeopardise the business foundation of the Hannover Re Group. A good corporate reputation is therefore an indispensable prerequisite for our core business as a reinsurer. Reputational risks may arise out of all business activities conducted by the Hannover Re Group. Reputational damage may be caused, inter alia, by a data mishap that becomes public knowledge, a serious case of fraud or financial difficulties on account of a technical risk. In addition to the risk identification methods already described, we use a number of different techniques for risk minimisation, such as our defined communication channels, a professional approach to corporate communications, tried and tested processes for specific crisis scenarios as well as our established Code of Conduct.

The liquidity risk refers to the risk of being unable to meet our financial obligations when they become due. The liquidity risk consists of the refinancing risk, i.e. the necessary cash cannot be obtained or can only be raised at increased costs, and the market liquidity risk, meaning that financial market transactions can only be completed at a poorer price than expected due to a lack of market liquidity. Core elements of the liquidity management of our investments are, in the first place, management of the maturity structure of our investments on the basis of the planned payment profiles arising out of our technical liabilities and, secondly, regular liquidity planning as well as the asset structure of the investments. Above and beyond the foreseeable payments, unexpected and exceptionally large payments may pose a threat to liquidity. Yet in reinsurance business significant events (major losses) are normally paid out after a lead time that can be reliably planned. As part of our liquidity management we have nevertheless defined asset holdings that have proven to be highly liquid even in times of financial stress. In addition, we manage the liquidity of the portfolio by checking on each trading day the liquidity of the instruments contained therein; their underlying parameters are verified on a regular and ad hoc basis. These measures serve to effectively reduce the liquidity risk.



## Opportunity report

Speed is one of the qualities used to measure a successful knowledge transfer. Quick solutions and staying one step ahead of the competition is the name of the game. Hannover Re searches systematically for new business opportunities in order to generate sustainable growth and strengthen the company's profitable development. With a view to identifying opportunities and successfully translating ideas into business, Hannover Re adopts a number of closely related approaches in order to achieve holistic opportunistic and risk management. Of significance here is the interplay without overlaps of the various functions within opportunity and risk management, which is ensured by interfaces.

Key elements in Hannover Re's opportunity management include its various market-specific innovations in the life and health and non-life reinsurance business groups. What is more, innovative and creative ideas are generated by our employees. If they can be successfully translated into additional profitable premium volume, such ideas are financially rewarded. Further elements are the "Future Radar" initiative and the working group on "Emerging Risks and Scientific Affairs". Not only that, Hannover Re has set up a stand-alone organisational unit for "Business Opportunity Management". This service unit deals exclusively and systematically with ideas and opportunities and it concentrates its activities on generating additional premium volume with profit potential. In this context, among other things, ideas on business opportunities are refined and optimal framework conditions for fresh commercial ideas are put in place.

The "Future Radar" initiative, the members of which cut across divisions and hierarchies, picks up on a broad range of topics and arrives at initial business approaches. The working group is tasked with evaluating trends and issues of the future. This includes, for example, increasing fluctuations in the weather, obstacles to the turnaround in energy policy, greater scarcity of resources, developments in the health market or cybercrime.

In general terms, attractive business opportunities are analysed prospectively by the "Future Radar" in order to translate them, as a second step, into marketable insurance and reinsurance products. For this purpose, concrete topics are examined by cross-divisional and interdisciplinary teams and potential business approaches are elaborated. The analyses carried out in the "Future Radar" encompass not only topics of the future but also the steps taken by competitors to identify business opportunities and niche markets at an early stage.

These business approaches are subsequently evaluated and given concrete shape by the Business Opportunity Management service unit. This unit also supports selected projects from the conceptual design of integrated business models to their operational implementation or until their handover to line responsibility. The goal is to generate new business and thereby sustainably foster Hannover Re's profitable growth. Since the unit was set up several initiatives and projects have evolved out of the roughly 100 ideas developed by the worldwide network. Under an attractive employee incentive system various project groups have already been financially rewarded, including those working on the opportunity management projects "Weather" and "Energy Savings Protect" ("Energie Einspar Protect = EEP").

Since 2010 the stand-alone service unit Business Opportunity Management has been assigned to the Chief Executive Officer's area of responsibility – a reflection of the considerable importance that Hannover Re attaches to business opportunity management. In view of the diverse range of potential future opportunities, close links exist with other projects, working groups and bodies, such as with the working group on "Emerging Risks und Scientific Affairs" in regard to emerging risks and opportunities (see page 22 "Other risks"). The working group carries out qualitative assessments of emerging risks. As a result, however, not only are the potential risks analysed but also any available business opportunities. Issues such as fracking and the repercussions of protracted heatwaves were explored by the working group.

If a business idea is translated into reality and a new reinsurance product results, the normal procedure – provided the criteria defined for this purpose by Risk Management are applicable – is to work through the so-called new product process. This process is supported by Risk Management at Hannover Re. The process is always worked through if a contractual commitment is to be entered into in a form previously not used by Hannover Re or if the exposure substantially exceeds the existing scope of coverage. If this is the case, all material internal and external influencing factors are examined beforehand (e.g. implications for the overall risk profile or the risk strategy). In so doing, Risk Management ensures that before it can be used or sold a new reinsurance product must be approved by the Executive Board.

## Overall assessment by the Executive Board

We are convinced that our risk management affords us a transparent overview of the current risk situation at all times, that our overall risk profile is appropriate and that our business opportunity management plays an important part in Hannover Re's profitable growth. Based on our currently available insights arrived at from a holistic analysis of the opportunities and risks, the Executive Board of Hannover Re cannot discern any risks that could jeopardise the continued existence of the Hannover Re Group in the short or medium term or have a material and lasting effect on its assets, financial position or net income.

As an internationally operating reinsurance group, we move in a highly complex environment. Nevertheless, thanks to our business activities in all lines of reinsurance we are able to achieve optimal risk spreading through geographical and risk-specific diversification while at the same time maintaining a balanced opportunity/risk profile. We consider the risks described in the above sections to be manageable, particularly because our steering and monitoring measures are effectively and optimally interlinked. Despite these diverse mechanisms, individual and especially accumulation risks can decisively affect our assets, financial position and net income. In accordance with our understanding of risk, however, we consider not only risks but also at the same time opportunities. We therefore only enter into those risks that go hand-in-hand with opportunities.

Our steering and monitoring tools as well as our organisational and operational structure ensure that we identify risks at an early stage and are able to act on our opportunities. Our central monitoring tool is the system of risk management that we have installed Group-wide, which brings together both qualitative and quantitative information for the purpose of effective risk monitoring. Most notably, the interplay between domestic and foreign risk management functions affords us a holistic and Group-wide overview.

Our own evaluation of the manageability of existing risks is confirmed by various financial indicators and external assessments. Key monitoring indicators, reporting limits and potential escalation steps are defined on a mandatory basis in our central system of limits and thresholds for the material risks of the Hannover Re Group. As a result, the system provides us with a precise overview of potentially undesirable developments in the defined risk tolerances and enables us to react in a timely manner. One testament to our financial stability, for example, is the growth of our shareholders' equity. In this context, the necessary equity resources are determined by

the requirements of our economic capital model, solvency regulations, the assumptions of rating agencies with respect to our target rating and the expectations of our clients and shareholders. This increase gives us a sufficient capital buffer to be able both to absorb risks and act on business opportunities that may arise.

Similarly, our very good ratings also testify to our financial stability. The quality of our Enterprise Risk Management (ERM) is evaluated separately by Standard & Poor's. Most notably, our established risk culture promotes the development of appropriate risk monitoring systems and strategic risk management. The evaluation encompasses above all the areas of risk culture, risk controls, the management of emerging risks, risk models and strategic risk management. This external appraisal confirms the quality of our holistic approach to risk management. We would also refer to the explanatory remarks on the financial strength ratings of our subsidiaries in the "Financial position and net assets" section of the management report. In addition, the risk trigger mechanism and internal monitoring system are reviewed annually by the independent auditor. The Group-wide risk management system is also a regular part of the audits conducted by the internal audit function. For additional information on the opportunities and risks associated with our business please see the Group Annual Report 2013.

# Outlook

## Forecast

- Solid prospects for 2014 despite softer market conditions in non-life reinsurance
- Stable to modestly higher gross premium volume in total business
- Improved result expected in life and health reinsurance
- Return on investment of 3.2% targeted for assets under own management
- Group net income in the order of EUR 850 million forecast

The general environment facing the international (re)insurance industry remains challenging. The protracted low level of interest rates is making it more difficult to generate attractive investment returns. In non-life business reinsurers are also facing a significantly more competitive climate than in previous years. We nevertheless continue to see encouraging business potential in a number of areas: these include North America, Asia-Pacific markets, the countries of Central and Eastern Europe, marine lines as well as facultative business and structured reinsurance. Based on constant exchange rates, we expect stable to slightly higher gross premium volume for the Hannover Re Group in the current financial year.

An excess supply of reinsurance capacities was a dominant feature of the treaty renewals as at 1 January 2014 and continued to influence the 1 April renewals, when business in Japan is traditionally renegotiated. Further treaty renewals – on a smaller scale – take place on this date for markets in Korea as well as Australia and New Zealand.

After the appreciable rate increases of recent years in Japan following the severe earthquake of 2011, rate erosion – albeit from a high level – was observed for catastrophe covers. Prices also declined in personal accident insurance. Rates for per-risk property covers, on the other hand, remained stable; modest rate increases were obtained in casualty business. As anticipated, the premium volume for our Japanese portfolio contracted slightly. Despite this, we were able to hold our market position thank to our good long-standing relationships with our ceding companies. Treaties in Korea are increasingly shifting to a 1 January renewal date, as a consequence of which only a small part of our business there was renewed on 1 April. Faced with difficult market conditions we consolidated our portfolio here. Broadly speaking, we were satisfied with the treaty renewals in Australia and New Zealand, where we are similarly well positioned.

A small portion of US property catastrophe business was also up for renewal as at 1 April. We saw some premium erosion here as anticipated.

All in all, we expect to book a largely stable gross premium volume in non-life reinsurance for 2014. We will not make any concessions to our systematic underwriting discipline and will stand by our policy of reducing shares in areas where risks are not adequately priced. We are targeting a combined ratio of less than 96%. In terms of the EBIT margin, we are again aiming for a level of at least 10%.

In international life and health reinsurance we view the current 2014 financial year with optimism and continue to expect – depending on specific market conditions – a favourable business development. Particularly in the areas of Financial Solutions and Longevity we are seeing steadily rising demand for individually tailored reinsurance products.

Looking to Scandinavia and industrialised nations such as the United States, Japan, the United Kingdom, Germany and France, we note that the ageing population and increasing focus on reinsurance concepts designed to provide primary insurers with capital relief or optimise their solvency and liquidity position are helping to generate a consistently growing need for financially oriented reinsurance solutions as well as protection to cover the longevity risk. In emerging markets such as China, Brazil and India as well as in other countries of Southeast Asia and Africa an affluent middle class has gradually evolved in recent years. This is leading to strong demand for insurance in the area of individual provision and for products that offer financial security for the family and in retirement. New business potential is opening up on the back of this demand. In these areas we assist numerous start-up companies with customised reinsurance solutions, provided they are able to present a convincing business plan.

For our total life and health reinsurance portfolio we are looking to book organic, currency-adjusted gross premium growth in the low to mid-single-digit percentage range for the current financial year. We continue to target EBIT margins of at least 2% for Financial Solutions and Longevity business and a level of 6% for our Mortality and Morbidity business.

The expected positive cash flow that we generate from the technical account and our investments should – subject to stable exchange rates and yield levels – lead to growth in our asset portfolio. We are not currently planning to make any significant changes to the allocation of our investments to individual asset classes. The focus here is primarily on stability while maintaining an adequate risk/return ratio, thereby enabling us to respond flexibly to general developments and opportunities that may present themselves. We are targeting a return on investment of 3.2% for 2014.

In both non-life and life and health reinsurance it is our assumption that we shall accomplish our minimum IVC targets of 2% xRoCA for non-life reinsurance and 3% xRoCA for life and health reinsurance.

Assuming that the burden of major losses does not significantly exceed the expected level of EUR 670 million and that there are no downturns on capital markets, Hannover Re continues to anticipate Group net income in the order of EUR 850 million for the 2014 financial year.

Our targeted payout ratio for the dividend remains unchanged in the range of 35% to 40% of Group net income.

## Events after the reporting date

Matters of special significance arising after the closing date for the quarterly consolidated financial statements are discussed in Section 7.6 of the notes “Events after the balance sheet date” on page 66.

# Consolidated financial statements



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## Consolidated balance sheet as at 31 March 2014

<b>Assets</b> in EUR thousand	<b>31.3.2014</b>	31.12.2013
Fixed-income securities – held to maturity	2,379,695	2,666,787
Fixed-income securities – loans and receivables	2,989,602	3,209,100
Fixed-income securities – available for sale	22,723,387	22,409,892
Fixed-income securities – at fair value through profit or loss	31,886	36,061
Equity securities – available for sale	31,651	28,980
Other financial assets – at fair value through profit or loss	69,028	70,082
Real estate and real estate funds	1,102,340	1,094,563
Investments in associated companies	145,349	144,489
Other invested assets	1,083,263	1,023,214
Short-term investments	569,772	549,138
Cash	612,655	642,936
<b>Total investments and cash under own management</b>	<b>31,738,628</b>	<b>31,875,242</b>
Funds withheld	14,224,620	14,267,831
Contract deposits	81,641	75,541
<b>Total investments</b>	<b>46,044,889</b>	<b>46,218,614</b>
Reinsurance recoverables on unpaid claims	1,298,796	1,403,804
Reinsurance recoverables on benefit reserve	374,684	344,154
Prepaid reinsurance premium	174,350	139,039
Reinsurance recoverables on other technical reserves	814	6,893
Deferred acquisition costs	1,722,041	1,672,398
Accounts receivable	3,573,678	2,945,685
Goodwill	57,121	57,070
Deferred tax assets	455,770	508,841
Other assets	621,970	603,627
Accrued interest and rent	4,709	4,193
Assets held for sale	–	11,226
<b>Total assets</b>	<b>54,328,822</b>	<b>53,915,544</b>

<b>Liabilities</b> in EUR thousand	<b>31.3.2014</b>	31.12.2013
Loss and loss adjustment expense reserve	22,217,683	21,666,932
Benefit reserve	10,728,321	10,631,451
Unearned premium reserve	2,728,441	2,405,497
Other technical provisions	278,370	269,571
Funds withheld	633,016	648,026
Contract deposits	5,401,062	5,569,932
Reinsurance payable	939,660	1,071,654
Provisions for pensions	130,069	116,412
Taxes	213,266	222,795
Deferred tax liabilities	1,744,628	1,712,392
Other liabilities	620,478	605,895
Long-term debt and subordinated capital	1,752,074	2,464,960
<b>Total liabilities</b>	<b>47,387,068</b>	<b>47,385,517</b>
Shareholders' equity		
Common shares	120,597	120,597
Nominal value: 120,597		
Conditional capital: 60,299		
Additional paid-in capital	724,562	724,562
<b>Common shares and additional paid-in capital</b>	<b>845,159</b>	<b>845,159</b>
Cumulative other comprehensive income		
Unrealised gains and losses on investments	712,165	533,745
Cumulative foreign currency translation adjustment	(234,665)	(246,279)
Changes from hedging instruments	(9,112)	(9,455)
Other changes in cumulative other comprehensive income	(24,387)	(16,452)
<b>Total other comprehensive income</b>	<b>444,001</b>	<b>261,559</b>
Retained earnings	5,012,975	4,781,718
<b>Equity attributable to shareholders of Hannover Rück SE</b>	<b>6,302,135</b>	<b>5,888,436</b>
Non-controlling interests	639,619	641,591
<b>Total shareholders' equity</b>	<b>6,941,754</b>	<b>6,530,027</b>
<b>Total liabilities</b>	<b>54,328,822</b>	<b>53,915,544</b>

## Consolidated statement of income as at 31 March 2014

in EUR thousand	1.1.–31.3.2014	1.1.–31.3.2013 <sup>1</sup>
Gross written premium	3,624,439	3,757,875
Ceded written premium	421,971	380,921
Change in gross unearned premium	(323,759)	(338,481)
Change in ceded unearned premium	34,027	42,388
<b>Net premium earned</b>	<b>2,912,736</b>	<b>3,080,861</b>
Ordinary investment income	241,406	246,107
Profit/loss from investments in associated companies	2,922	1,090
Realised gains and losses on investments	54,105	34,772
Change in fair value of financial instruments	7,447	3,311
Total depreciation, impairments and appreciation of investments	5,541	3,093
Other investment expenses	27,803	21,267
<b>Net income from investments under own management</b>	<b>272,536</b>	<b>260,920</b>
Income/expense on funds withheld and contract deposits	88,615	93,823
<b>Net investment income</b>	<b>361,151</b>	<b>354,743</b>
Other technical income	388	705
<b>Total revenues</b>	<b>3,274,275</b>	<b>3,436,309</b>
Claims and claims expenses	2,178,786	2,255,981
Change in benefit reserves	49,819	79,143
Commission and brokerage, change in deferred acquisition costs	583,976	624,477
Other acquisition costs	1,341	848
Other technical expenses	2,906	1,367
Administrative expenses	93,777	88,359
<b>Total technical expenses</b>	<b>2,910,605</b>	<b>3,050,175</b>
Other income and expenses	(14,047)	(19,593)
<b>Operating profit (EBIT)</b>	<b>349,623</b>	<b>366,541</b>
Interest on hybrid capital	27,794	31,379
<b>Net income before taxes</b>	<b>321,829</b>	<b>335,162</b>
Taxes	62,330	86,541
<b>Net income</b>	<b>259,499</b>	<b>248,621</b>
thereof		
Non-controlling interest in profit and loss	26,545	17,399
<b>Group net income</b>	<b>232,954</b>	<b>231,222</b>
<b>Earnings per share (in EUR)</b>		
Basic earnings per share	1.93	1.92
Diluted earnings per share	1.93	1.92

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)



# Consolidated statement of comprehensive income as at 31 March 2014

in EUR thousand	1.1.–31.3.2014	1.1.–31.3.2013 <sup>1</sup>
<b>Net income</b>	259,499	248,621
<b>Not reclassifiable to the consolidated statement of income</b>		
<b>Actuarial gains and losses</b>		
Gains (losses) recognised directly in equity	(12,753)	(19)
Tax income (expense)	4,073	5
	<b>(8,680)</b>	<b>(14)</b>
<b>Income and expense recognised directly in equity that cannot be reclassified</b>		
Gains (losses) recognised directly in equity	(12,753)	(19)
Tax income (expense)	4,073	5
	<b>(8,680)</b>	<b>(14)</b>
<b>Reclassifiable to the consolidated statement of income</b>		
<b>Unrealised gains and losses on investments</b>		
Gains (losses) recognised directly in equity	296,982	9,115
Transferred to the consolidated statement of income	(35,057)	(29,824)
Tax income (expense)	(71,557)	5,810
	<b>190,368</b>	<b>(14,899)</b>
<b>Currency translation</b>		
Gains (losses) recognised directly in equity	12,636	62,473
Transferred to the consolidated statement of income	50	(5,507)
Tax income (expense)	(1,170)	(10,454)
	<b>11,516</b>	<b>46,512</b>
<b>Changes from the measurement of associated companies</b>		
Gains (losses) recognised directly in equity	14	–
	<b>14</b>	<b>–</b>
<b>Changes from hedging instruments</b>		
Gains (losses) recognised directly in equity	504	–
Tax income (expense)	(161)	–
	<b>343</b>	<b>–</b>
<b>Reclassifiable income and expense recognised directly in equity</b>		
Gains (losses) recognised directly in equity	310,136	71,588
Transferred to the consolidated statement of income	(35,007)	(35,331)
Tax income (expense)	(72,888)	(4,644)
	<b>202,241</b>	<b>31,613</b>
<b>Total income and expense recognised directly in equity</b>		
Gains (losses) recognised directly in equity	297,383	71,569
Transferred to the consolidated statement of income	(35,007)	(35,331)
Tax income (expense)	(68,815)	(4,639)
	<b>193,561</b>	<b>31,599</b>
<b>Total recognised income and expense</b>	<b>453,060</b>	<b>280,220</b>
thereof		
Attributable to non-controlling interests	38,623	19,560
Attributable to shareholders of Hannover Rück SE	414,437	260,660

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

## Consolidated statement of changes in shareholders' equity as at 31 March 2014

in EUR thousand	Common shares	Additional paid-in capital	Unrealised gains/losses (cumulative other comprehensive income)	Other reserves Currency translation
<b>Balance as at 1.1.2013</b>	<b>120,597</b>	<b>724,562</b>	<b>987,918</b>	<b>(16,119)</b>
Changes in ownership interest with no change of control status	–	–	–	–
Changes in the consolidated group	–	–	–	–
Capital increases/additions	–	–	–	–
Capital repayments	–	–	–	–
Total income and expense recognised directly in equity <sup>1</sup>	–	–	(15,469)	44,921
Net income <sup>1</sup>	–	–	–	–
Dividends paid	–	–	–	–
<b>Balance as at 31.3.2013</b>	<b>120,597</b>	<b>724,562</b>	<b>972,449</b>	<b>28,802</b>
<b>Balance as at 1.1.2014</b>	<b>120,597</b>	<b>724,562</b>	<b>533,745</b>	<b>(246,279)</b>
Changes in ownership interest with no change of control status	–	–	959	–
Changes in the consolidated group	–	–	–	–
Total income and expense recognised in equity	–	–	177,461	11,614
Net income	–	–	–	–
Dividends paid	–	–	–	–
<b>Balance as at 31.3.2014</b>	<b>120,597</b>	<b>724,562</b>	<b>712,165</b>	<b>(234,665)</b>

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

Continuation: Other reserves (cumulative other comprehensive income)		Retained earnings	Equity attributable to shareholders of Hannover Rück SE	Non-controlling interests	Total shareholders' equity
Hedging instruments	Other				
<b>(9,455)</b>	<b>(24,417)</b>	<b>4,249,386</b>	<b>6,032,472</b>	<b>681,672</b>	<b>6,714,144</b>
-	-	(23)	(23)	1	(22)
-	-	-	-	(14,271)	(14,271)
-	-	-	-	7	7
-	-	-	-	(1,861)	(1,861)
-	(14)	-	29,438	2,161	31,599
-	-	231,222	231,222	17,399	248,621
-	-	-	-	(47,504)	(47,504)
<b>(9,455)</b>	<b>(24,431)</b>	<b>4,480,585</b>	<b>6,293,109</b>	<b>637,604</b>	<b>6,930,713</b>
<b>(9,455)</b>	<b>(16,452)</b>	<b>4,781,718</b>	<b>5,888,436</b>	<b>641,591</b>	<b>6,530,027</b>
-	-	(1,697)	(738)	738	-
-	-	-	-	(1,387)	(1,387)
343	(7,935)	-	181,483	12,078	193,561
-	-	232,954	232,954	26,545	259,499
-	-	-	-	(39,946)	(39,946)
<b>(9,112)</b>	<b>(24,387)</b>	<b>5,012,975</b>	<b>6,302,135</b>	<b>639,619</b>	<b>6,941,754</b>

## Consolidated cash flow statement as at 31 March 2014

in EUR thousand	1.1. – 31.3.2014	1.1. – 31.3.2013 <sup>1</sup>
<b>I. Cash flow from operating activities</b>		
Net income	259,499	248,621
Appreciation/depreciation	7,036	5,557
Net realised gains and losses on investments	(54,105)	(34,772)
Change in fair value of financial instruments	(7,447)	(3,311)
Realised gains and losses on deconsolidation	(2,602)	(6,661)
Income from the recognition of negative goodwill	–	(175)
Amortisation of investments	21,786	33,037
Changes in funds withheld	48,475	(137,259)
Net changes in contract deposits	(186,857)	119,966
Changes in prepaid reinsurance premium (net)	289,732	296,171
Changes in tax assets/provisions for taxes	17,009	29,113
Changes in benefit reserve (net)	43,482	63,952
Changes in claims reserves (net)	628,482	719,543
Changes in deferred acquisition costs	(45,857)	(17,742)
Changes in other technical provisions	15,230	11,058
Changes in clearing balances	(744,257)	(931,567)
Changes in other assets and liabilities (net)	6,800	19,854
<b>Cash flow from operating activities</b>	<b>296,406</b>	<b>415,385</b>

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

in EUR thousand	1.1.–31.3.2014	1.1.–31.3.2013
<b>II. Cash flow from investing activities</b>		
Fixed-income securities – held to maturity		
Maturities	276,888	330,017
Purchases	(5)	(46,980)
Fixed-income securities – loans and receivables		
Maturities, sales	231,666	89,969
Purchases	–	(75,192)
Fixed-income securities – available for sale		
Maturities, sales	2,854,047	2,340,604
Purchases	(2,874,095)	(2,763,155)
Fixed-income securities – at fair value through profit or loss		
Maturities, sales	5,514	21,205
Purchases	(1,641)	(6,525)
Equity securities – available for sale		
Sales	3,939	3,907
Purchases	(3,955)	(2,398)
Other financial assets – at fair value through profit or loss		
Sales	7,827	–
Purchases	(5,779)	–
Other invested assets		
Sales	31,203	27,091
Purchases	(45,052)	(25,624)
Affiliated companies and participating interests		
Purchases	(32,638)	–
Real estate and real estate funds		
Sales	21,596	13,351
Purchases	(14,294)	(180,098)
Short-term investments		
Changes	(16,594)	(44,517)
Other changes (net)	(8,791)	(4,641)
<b>Cash flow from investing activities</b>	<b>429,836</b>	<b>(322,986)</b>

in EUR thousand	1.1.–31.3.2014	1.1.–31.3.2013
<b>III. Cash flow from financing activities</b>		
Contribution from capital measures	–	309
Payment on capital measures	(2,574)	(2,555)
Structural change without loss of control	–	(22)
Dividends paid	(39,946)	(47,504)
Proceeds from long-term debts	36,439	4,551
Repayment of long-term debts	(750,331)	(9,947)
<b>Cash flow from financing activities</b>	<b>(756,412)</b>	<b>(55,168)</b>
<b>IV. Exchange rate differences on cash</b>	<b>3,942</b>	<b>9,721</b>
Cash and cash equivalents at the beginning of the period	642,936	572,188
<b>Change in cash and cash equivalents (I.+II.+III.+IV.)</b>	<b>(26,228)</b>	<b>46,952</b>
<b>Changes in the consolidated group</b>	<b>(4,053)</b>	<b>(3,833)</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>612,655</b>	<b>615,307</b>
<b>Supplementary information on the cash flow statement<sup>1</sup></b>		
Income taxes paid (on balance)	(37,962)	(59,914)
Dividend receipts <sup>2</sup>	7,158	10,384
Interest received	353,474	346,964
Interest paid	(60,325)	(66,109)

<sup>1</sup> The income taxes paid as well as the dividend receipts and interest received are included entirely in the cash flow from operating activities. The interest paid is attributable in an amount of EUR 15,214 thousand (EUR 20,983 thousand) to the cash flow from operating activities and in an amount of EUR 45,111 thousand (EUR 45,126 thousand) to the cash flow from financing activities.

<sup>2</sup> Including dividend-like profit participations from investment funds

# Notes to the consolidated financial statements as at 31 March 2014



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# Notes

## 1. General reporting principles

Hannover Rück SE and its subsidiaries (collectively referred to as the “Hannover Re Group” or “Hannover Re”) are 50.22% owned by Talanx AG and included in its consolidated financial statement. Talanx AG is majority-owned by HDI Haftpflichtverband der Deutschen Industrie V.a.G. (HDI). Hannover Re is obliged to prepare a consolidated financial statement and group management report in accordance with § 290 German Commercial Code (HGB). Furthermore, HDI is required by §§ 341 i et seq. German Commercial Code (HGB) to prepare consolidated annual accounts that include the annual financial statements of Hannover Rück SE and its subsidiaries. Hannover Rück SE is a European Company, Societas Europaea (SE), and its registered office is located at Karl-Wiechert-Allee 50, 30625 Hannover, Germany.

The consolidated financial statement of Hannover Re was drawn up in compliance with the International Financial Reporting Standards (IFRS) that are to be used within the European Union. This also applies to all figures provided in this report for previous periods. Since 2002 the standards adopted by the International Accounting Standards Board (IASB) have been referred to as “International Financial Reporting Standards (IFRS)”; the standards dating from earlier years still bear the name “International Accounting Standards (IAS)”. Standards are cited in our notes accordingly; in cases where the notes do not make explicit reference to a particular standard, the term IFRS is used. In view of the fact that reinsurance contracts, in conformity with IFRS 4 “Insurance Contracts”, are recognised according to the pertinent provisions of United

States Generally Accepted Accounting Principles (US GAAP) as applicable on the date of initial application of IFRS 4 on 1 January 2005, we cite individual insurance-specific standards of US GAAP using the designation “Statement of Financial Accounting Standard (SFAS)” that was valid at that time.

As provided for by IAS 34, in our preparation of the consolidated quarterly financial statement, consisting of the consolidated balance sheet, consolidated statement of income, consolidated statement of comprehensive income, consolidated cash flow statement, consolidated statement of changes in shareholders’ equity and selected explanatory notes, we draw on estimates and assumptions to a greater extent than is the case with the annual financial reporting. This can have implications for items in the balance sheet and the statement of income as well as for other financial obligations. Although the estimates are always based on realistic premises, they are of course subject to uncertainties that may be reflected accordingly in the result. Losses from natural disasters and other catastrophic losses impact the result of the reporting period in which they occur. Furthermore, belatedly reported claims for major loss events can also lead to substantial fluctuations in individual quarterly results. Gains and losses on the disposal of investments are accounted for in the quarter in which the investments are sold.

The present consolidated quarterly financial statement was prepared by the Executive Board on 28 April 2014 and released for publication.

## 2. Accounting principles including major accounting policies

The quarterly accounts of the consolidated companies included in the consolidated financial statement were drawn up as at 31 March 2014.

The consolidated quarterly financial report was compiled in accordance with IAS 34 “Interim Financial Reporting”. Consequently, the accounting policies adopted in the period under review were the same as those applied in the preceding consolidated annual financial statement; changes

made in specific justified cases pursuant to IAS 8 are reported separately in the section entitled “Changes in accounting policies”. For more details of the accounting policies please see the Group annual financial report for the previous year.

All standards adopted by the IASB as at 31 March 2014 with binding effect for the period under review have been observed in the consolidated financial statement.



## New accounting standards or accounting standards applied for the first time

In June 2013 the IASB issued “Novation of Derivatives and Continuation of Hedge Accounting” (Amendments to IAS 39 “Financial Instruments: Recognition and Measurement”). These amendments allow a novation of an OTC derivative designated as a hedging instrument to be deemed to be a continuation of the existing hedging relationship. The amendments, which were endorsed by the EU in December 2013, have a mandatory effective date for annual periods beginning on or after 1 January 2014. The amendments did not have any implications for the carrying values in the consolidated financial statement or for Group net income.

In December 2011 the IASB issued “Offsetting Financial Assets and Financial Liabilities (Amendments to IAS 32)”. While the offsetting rules for financial instruments remain unchanged, the application guidance of the standard clarifies the meaning of “currently has a legally enforceable right to set-off” and “simultaneous”. The amendments have a mandatory effective date for annual periods beginning on or after 1 January 2014 and were endorsed by the EU in December 2012. The amendments did not have any implications for the carrying values in the consolidated financial statement or for Group net income.

In May 2011 the IASB published five new or revised standards governing consolidation, the accounting of investments in associated companies and joint ventures and the related disclosures in the notes.

In this connection IFRS 10 “Consolidated Financial Statements” and IFRS 11 “Joint Arrangements” replaced the previous standards governing consolidated financial statements and special purpose entities (IAS 27 “Consolidated and Separate Financial Statements” and SIC-12 “Consolidation – Special Purpose Entities”) as well as the standards governing the accounting of interests in joint ventures (IAS 31 “Interests in Joint Ventures” and SIC-13 “Jointly Controlled Entities – Non-Monetary Contributions by Venturers”). The major new feature of IFRS 10 is that it identifies control as the single basis for verifying the consolidation requirement, irrespective of whether control is substantiated in company law, contractually or economically. In accordance with IFRS 11 a proportionate inclusion of interests in joint ventures will no longer be permissible in future. Rather, interests in joint ventures must be accounted for using the equity method.

In addition, the disclosure requirements previously contained in IAS 27 and IAS 31 have been combined and restructured in IFRS 12 “Disclosure of Interests in Other Entities”. With the aim of clarifying for the users of financial statements the nature of an entity’s interest in other entities as well as the effects of those interests on its financial position, financial performance and cash flows, significantly expanded disclosures of information are required in comparison with the previous requirements.

Further amendments were made to the standards in 2012. In June 2012 the IASB issued “Consolidated Financial Statements, Joint Arrangements and Disclosure of Interests in Other Entities: Transition Guidance – Amendments to IFRS 10, IFRS 11 and IFRS 12”. The requirement to provide adjusted comparative information is limited upon initial application to only the immediately preceding period; retrospective adjustments for subsidiaries sold in the comparative period are not required. Furthermore, it is not necessary to provide comparative information on unconsolidated structured entities upon initial application of IFRS 12. These amendments were endorsed by the EU in April 2013. In October 2012 the IASB issued “Investment Entities (Changes to IFRS 10, IFRS 12 and IAS 27)”. Given that the parent company of the Hannover Re Group does not meet the definition of an investment entity, these amendments – which were endorsed by the EU in November 2013 – are not relevant to Hannover Re.

The revised version of IAS 27 consists solely of requirements for the accounting of investments in subsidiaries, jointly controlled entities and associates in separate (non-consolidated) financial statements of the parent company. In this context, only minimal changes were made relative to the previous wording of the standard.

The revised version of IAS 28 “Investments in Associates and Joint Ventures” extends the content of standards governing the accounting of investments in associated companies to include rules governing the accounting of investments in joint ventures. In both instances application of the equity method is required.

The requirements of IFRS 10, 11 and 12 as well as the revised IAS 27 and 28 were to be applied to financial years beginning on or after 1 January 2013. The Accounting Regulatory Committee (ARC) decided in June 2012, however, that application of the aforementioned standards within the EU shall not be mandatory until one year later, with an effective date for annual periods beginning on or after 1 January 2014. With the exception of the rules governing investment entities, the new requirements, especially with respect to disclosure requirements, were not amended in IAS 34 “Interim Financial Reporting”. The new IFRS 10, 11, 12 and the revised IAS 27 and 28 as well as the changes published in 2012 have now been endorsed in their entirety by the EU. Initial application of the new and revised standards on consolidation did not give rise to any changes in Hannover Re’s scope of consolidation.

## Standards or changes in standards that have not yet entered into force or are not yet applicable

In January 2014 the IASB issued IFRS 14 “Regulatory Deferral Accounts”. The standard permits an entity which is a first-time adopter of IFRS to continue to account, with some limited changes, for “regulatory deferral account balances” in accordance with its previous GAAP, both on initial adoption of IFRS and in subsequent financial statements. Regulatory deferral account balances, and movements in them, are presented separately in the statement of financial position and statement of profit or loss and other comprehensive income, and specific disclosures are required. IFRS 14 applies to an entity’s first annual IFRS financial statements for a period beginning on or after 1 January 2016, but has still to be endorsed by the EU.

In December 2013 the IASB issued “Annual Improvements to IFRSs 2010–2012 Cycle” and “Annual Improvements to IFRSs 2011–2013 Cycle”. The annual improvements involve minor amendments and clarifications relating to the following standards: IFRS 2 “Share-based Payment”, IFRS 3 “Business Combinations”, IFRS 8 “Operating Segments”, IFRS 13 “Fair Value Measurement”, IAS 16 “Property, Plant and Equipment”, IAS 24 “Related Party Disclosures”, IAS 38 “Intangible Assets”, IFRS 1 “First-time Adoption of International Financial Reporting Standards” and IAS 40 “Investment Property”. Both collections of improvements are effective for annual periods beginning on or after 1 July 2014, but they have still to be adopted by the EU. Hannover Re is currently reviewing the implications of these amendments.

In November 2013 the IASB issued “Defined Benefit Plans: Employee Contributions (Amendments to IAS 19)” and thereby clarified the requirements that relate to how contributions from employees or third parties that are linked to service should be attributed to periods of service. The amendments are intended to provide relief in that entities are allowed to deduct contributions from service cost in the period in which the service is rendered. The amendments are effective for annual periods beginning on or after 1 July 2014, but they have still to be endorsed by the EU. Hannover Re is currently reviewing the implications of these amendments.

### Key exchange rates

The individual companies’ statements of income prepared in the national currencies are converted into euro at the average rates of exchange and transferred to the consolidated financial statement. The conversion of foreign currency items in the balance sheets of the individual companies and the transfer of these items to the consolidated financial statement are effected at the mean rates of exchange on the balance sheet date.

In May 2013 the IASB published IFRIC 21 “Levies”. IFRIC 21 provides guidance on the accounting of outflows imposed on entities by governments that do not constitute outflows within the scope of IAS 12 “Income Taxes”. IFRIC 21 is effective for annual periods beginning on or after 1 January 2014, but it has still to be endorsed by the EU. Hannover Re is currently reviewing the implications of these amendments.

The IASB originally issued IFRS 9 “Financial Instruments” on the classification and measurement of financial instruments in November 2009; an expanded version was published again in October 2010 and amended in November 2013. As part of a comprehensive project intended to replace IAS 39 “Financial Instruments: Recognition and Measurement” with a new standard, the current version of IFRS 9 contains new requirements for the classification, recognition, measurement and derecognition of financial instruments as well as for general hedge accounting. Accounting for macro hedging, which considers risk management that assesses risk exposures on a continuous basis and at a portfolio level (i. e. dynamic portfolio hedging), was originally included in the project but is subsequently being treated separately from general hedge accounting by the IASB outside of IFRS 9. In March 2013 the IASB published Exposure Draft ED/2013/3 “Financial Instruments: Expected Credit Losses” containing long-awaited revised proposals for recognising impairments; once they have been finalised, the revised approach will be integrated into IFRS 9 as a separate section. Based on the current IASB work plan, we expect publication of the final and complete IFRS 9 in the second quarter of 2014. With deliberations still ongoing, the IASB tentatively decided in February 2014 to require initial application of IFRS 9 for annual periods beginning on or after 1 January 2018. Neither IFRS 9 nor the specified subsequent amendments have yet been endorsed by the EU.

## Key exchange rates

1 EUR corresponds to:	31.3.2014	31.12.2013	1.1.–31.3.2014	1.1.–31.3.2013
	Mean rate of exchange on the balance sheet date		Average rate of exchange	
AUD	1.4943	1.5513	1.5347	1.2695
BHD	0.5198	0.5190	0.5173	0.4963
CAD	1.5230	1.4751	1.5120	1.3285
CNY	8.5585	8.3445	8.3861	8.1902
GBP	0.8285	0.8357	0.8279	0.8463
HKD	10.7002	10.6752	10.6474	10.2117
KRW	1,464.5411	1,452.2507	1,460.9588	1,431.9372
MYR	4.4877	4.5351	4.5122	4.0676
SEK	8.9484	8.9114	8.8950	8.5006
USD	1.3792	1.3766	1.3721	1.3164
ZAR	14.6370	14.4390	14.7868	11.7136

## Changes in accounting policies

With effect from the third quarter of 2013 Hannover Re adjusted the calculation logic for the amortisation of inflation-linked government bonds with the aim of smoothing seasonal fluctuations in the underlying inflation indices. This represents a change in an accounting estimate, which pursuant to IAS 8 “Accounting Policies, Changes in Accounting Estimates and Errors” is to be performed prospectively in the period under review without restatement of the comparative figures for previous years. Retention of the parameters and methods used until 30 June 2013 would have resulted in a EUR 3.4 million lower amortisation amount in the period under review. In future, there will be no differences in the amortisation amounts as at the respective year-ends, because the adjustment of the parameters merely has a smoothing effect within the year that only affects the end of the respective quarters.

For certain contracts in the area of life and health reinsurance an option was exercised differently at various Group companies with respect to the accounting of the interest rate-induced portion of the change in the loss and loss adjustment expense reserve (loss reserve). In some cases this item was recognised in the statement of income, while in other cases it was recognised directly in equity. In accordance with the provisions of IAS 8 “Accounting Policies, Changes in Accounting Estimates and Errors”, we recognised this item on a consistent Group-wide basis in the statement of income in the fourth quarter of 2013 and we restated the comparable figures accordingly pursuant to IAS 8.41.

The following restatements were to be made in the consolidated statement of income for the comparable period of the previous year due to retrospective application of the aforementioned changes:

Consolidated statement of income	1.1.–31.3.2013 as reported	Restatements	1.1.–31.3.2013
in EUR thousand			
Claims and claims expenses	2,270,013	(14,032)	2,255,981
Operating profit (EBIT)	352,509	14,032	366,541
Net income before taxes	321,130	14,032	335,162
Taxes	82,327	4,214	86,541
Net income	238,803	9,818	248,621
thereof			
Non-controlling interest in profit and loss	17,399	–	17,399
<b>Group net income</b>	<b>221,404</b>	<b>9,818</b>	<b>231,222</b>
Earnings per share (in EUR)			
Basic earnings per share	1.84	0.08	1.92
Diluted earnings per share	1.84	0.08	1.92

The following restatements were to be made in the consolidated statement of comprehensive income for the comparable period of the previous year due to retrospective application of the aforementioned changes:

<b>Consolidated statement of comprehensive income</b>	1.1. – 31.3.2013 as reported	Restatements	1.1. – 31.3.2013
in EUR thousand			
<b>Net income</b>	238,803	9,818	248,621
<b>Reclassifiable to the consolidated statement of income</b>			
<b>Currency translation</b>			
Gains (losses) recognised directly in equity	63,023	(550)	62,473
Transferred to the consolidated statement of income	(5,507)	–	(5,507)
Tax income (expense)	(10,454)	–	(10,454)
	<b>47,062</b>	<b>(550)</b>	<b>46,512</b>
<b>Other changes</b>			
Gains (losses) recognised directly in equity	13,252	(13,252)	–
Tax income (expense)	(3,984)	3,984	–
	<b>9,268</b>	<b>(9,268)</b>	<b>–</b>
<b>Reclassifiable income and expense recognised directly in equity</b>			
Gains (losses) recognised directly in equity	85,390	(13,802)	71,588
Transferred to the consolidated statement of income	(35,331)	–	(35,331)
Tax income (expense)	(8,628)	3,984	(4,644)
	<b>41,431</b>	<b>(9,818)</b>	<b>31,613</b>
<b>Total income and expense recognised directly in equity</b>			
Gains (losses) recognised directly in equity	85,371	(13,802)	71,569
Transferred to the consolidated statement of income	(35,331)	–	(35,331)
Tax income (expense)	(8,623)	3,984	(4,639)
	<b>41,417</b>	<b>(9,818)</b>	<b>31,599</b>
<b>Total recognised income and expense</b>	<b>280,220</b>	<b>–</b>	<b>280,220</b>
thereof			
Attributable to non-controlling interests	19,560	–	19,560
Attributable to shareholders of Hannover Rück SE	260,660	–	260,660

### 3. Consolidated companies and consolidation principles

#### Capital consolidation

The capital consolidation is carried out according to the requirements of IFRS 10 “Consolidated Financial Statements” on the basis of a consistent consolidation model for all entities that identifies control as the single basis for verifying the consolidation requirement, irrespective of whether control is substantiated in company law, contractually or economically. Group companies are consolidated from the point in time when Hannover Re gains control over them. Control exists if Hannover Re directly or indirectly has decision-making power over a Group company on the basis of voting rights or other rights, if it has exposure or rights to positive and negative variable returns from its involvement with the Group company and if it can use its power to influence these returns. All of these criteria must be met. Group companies are consolidated until the Hannover Re Group loses control over them. The accounting policies of Group companies are adjusted, where necessary, in order to ensure consistent application of the Hannover Re Group’s accounting policies. The capital consolidation is based on the acquisition method. In the context of the acquisition method the acquisition costs, measured at the fair value of the consideration rendered by the parent company on the acquisition date, are netted with the proportionate shareholders’ equity of the subsidiary at the time when it is first included in the consolidated financial statement after the revaluation of all assets and liabilities. After recognition of all acquired intangible assets that in accordance with IFRS 3 “Business Combinations” are to be accounted for separately from goodwill, the difference between the revalued shareholders’ equity of the subsidiary and the purchase price is recognised as goodwill. Under IFRS 3 scheduled amortisation is not taken on goodwill. Instead, impairment is taken where necessary on the basis of annual impairment tests. Immaterial and negative goodwill are recognised in the statement of income in the year of their occurrence. Costs associated with acquisition are expensed.

#### Consolidation of business transactions within the Group

Receivables and liabilities between the companies included in the consolidated financial statement are offset against each other. Profits and expenses from business transactions within

#### Consolidation of structured entities

Business relations with structured entities are to be examined in accordance with IFRS 10 “Consolidated Financial Statements” with an eye to their implications for consolidation. As part of their operational activities some companies

#### Retrocessions and Insurance-Linked Securities (ILS)

As part of its extended Insurance-Linked Securities (ILS) activities, Hannover Re writes so-called collateralised fronting arrangements under which risks assumed from ceding companies are passed on to institutional investors outside the Group using structured entities. The purpose of such transactions is

Companies over which Hannover Re is able to exercise a significant influence are normally consolidated “at equity” as associated companies with the proportion of the shareholders’ equity attributable to the Group. A significant influence is presumed to exist if a company belonging to the Hannover Re Group directly or indirectly holds at least 20% – but no more than 50% – of the voting rights. We also derive evidence of significant influence over an associated company from representation on a governing body of such company, participation in its policy-making processes – e.g. with respect to dividends or other distributions –, the existence of material inter-company transactions, the possibility of interchanging managerial personnel or the provision of key technical information for the company. Income from investments in associated companies is recognised separately in the consolidated statement of income.

Non-controlling interests in shareholders’ equity are reported separately within Group shareholders’ equity in accordance with IAS 1 “Presentation of Financial Statements”. The non-controlling interest in profit or loss, which forms part of net income and is shown separately after net income as a “thereof” note, amounted to EUR 26.5 million (EUR 17.4 million) as at 31 March 2014.

For further details we would refer to the relevant information in the consolidated financial statement as at 31 December 2013.

the Group are also eliminated. Transactions between a disposal group and the continuing operations of the Group are similarly eliminated in accordance with IFRS 10.

belonging to the Hannover Re Group enter into business relations with special purpose entities which are to be analysed and accounted for in accordance with these new requirements.

to directly transfer clients’ business. Due to the lack of a controlling influence over the structured entities involved, there is no consolidation requirement for Hannover Re with respect to these transactions.

In connection with the sale of the operational companies of the subgroup Clarendon Insurance Group, Inc. (CIGI), Wilmington/USA, to Enstar Group Ltd., Hamilton/Bermuda, a partial portfolio of CIGI was retroceded to a special purpose entity with effect from 12 July 2011. The term of the retrocession arrangement runs until the underlying obligations

#### Securitisation of reinsurance risks

The securitisation of reinsurance risks is largely structured through the use of special purpose entities.

In 2012 Hannover Re issued a catastrophe (“CAT”) bond for the purpose of transferring to the capital market peak natural catastrophe exposures deriving from European windstorm events. The term of the CAT bond, which has a volume of nominally EUR 100.0 million, runs until 31 March 2016; it was placed with institutional investors from Europe, North America and Asia by Eurus III Ltd. Eurus III Ltd. is a special purpose entity domiciled in Hamilton/Bermuda that was registered in August 2012 as a “special purpose insurer” under the Bermuda Insurance Act 1978. The retrocessions concluded with the special purpose entity under the transaction afford Hannover Rück SE, E+S Rückversicherung AG and Hannover Re (Bermuda) Ltd. protection against the aforementioned catastrophe risks. Since Hannover Re does not exercise a controlling influence over Eurus III Ltd., there is no consolidation requirement for the special purpose entity.

#### Life and health reinsurance assumed

Some transactions in the life and health reinsurance segment are effected with the involvement of ceding special purpose entities as contracting parties that are established by parties outside the Group and from which member companies of the Hannover Re Group assume certain underwriting and/or financial risks. The transactions serve the purpose, for example, of transferring extreme mortality risks above a contractually defined retention or transferring longevity risks. Given that Hannover Re, on the basis of its business relations with these structured entities, cannot influence their relevant activities and has no rights or exposure to – nor is it able

#### Investments

Within the scope of its asset management activities Hannover Re has participated since 1988 in numerous structured entities – predominantly funds –, which for their part transact certain types of equity and debt capital investments. On the basis of our analysis of our relations with these entities we concluded that the Group does not exercise a controlling influence in any of these transactions and a consolidation requirement therefore does not exist.

have been finally settled. Since Hannover Re is not able to exercise control over the special purpose entity either by influencing its relevant activities or by influencing variable returns, there is no requirement to consolidate this special purpose entity.

By way of its “K” transactions Hannover Re has raised underwriting capacity for catastrophe risks on the capital market. The “K Cession”, which was placed with investors in North America, Europe and Asia, involves a quota share cession on worldwide natural catastrophe business as well as aviation and marine risks. The volume of this securitisation was equivalent to EUR 232.2 million (EUR 238.9 million) as at the balance sheet date. The transaction has an indefinite term and can be cancelled annually by the investors. Kaith Re Ltd., a structured entity domiciled in Bermuda, is used as a transformer for part of the transaction.

Hannover Re also uses the special purpose entity Kaith Re Ltd. for various retrocessions of its traditional covers to institutional investors. In accordance with IFRS 10 Kaith Re Ltd. is included in the consolidated financial statement.

to affect – the majority of the positive or negative variable returns, it does not exercise a controlling influence over the structured entities. Consequently, there is no consolidation requirement for Hannover Re.

Depending upon the classification of the contracts pursuant to IFRS 4 or IAS 39, the transactions are recognised either in the technical account or as derivative financial instruments or as financial guarantees. Please see also our remarks in Section 7.1 “Derivative financial instruments and financial guarantees”.

Hannover Re participates through the Luxembourg-based company Leine Investment SICAV-SIF, which was established in September 2012, in a number of special purpose entities for the securitisation of catastrophe risks by investing in “disaster bonds” (or “CAT bonds”). Leine Investment General Partner S.à.r.l. is the managing partner of the asset management company Leine Investment SICAV-SIF, the business object of which is to build, hold and manage a portfolio of insurance-linked securities (catastrophe bonds) – including for third-party investors outside the Group. Since Hannover Re cannot exercise a controlling influence in any of these transactions either there is no requirement to consolidate the relevant structured entities.



### Major acquisitions and new formations

With effect from 3 March 2014 Hannover Re established the company Hannover Life Reassurance Company of America (Bermuda) Ltd. based in Hamilton, Bermuda. All shares in the company are held by Hannover Life Reassurance Company of America, Orlando. The business object of the company is to assume life insurance risks by way of reinsurance and using capital market instruments as well as to transfer them to other Group companies. The company commenced its business operations in the first quarter of 2014 and has been included in full in Hannover Re's consolidated financial statement since that date.

### Major disposals and retirements

Effective 24 March 2014 Funis GmbH & Co. KG ("Funis") redeemed the voting puttable preference shares that it held in Glencar Underwriting Managers Inc., Chicago, United States ("Glencar") and hence relinquished its majority voting interest in the company. In the context of this transaction a change was also made to the composition of Glencar's managing board as per the contractual agreement, since Hannover Re no longer had majority representation on this body. In view of the fact that Hannover Re is therefore no longer able to exercise control over Glencar, but continues to

### Other corporate changes

In accordance with the purchase agreement of 3 February 2014 Hannover Rück SE assumed 15% of the shares in Hannover Re Euro RE Holdings GmbH, Hannover, previously held through E+S Rückversicherung AG. The effects of the change in the amount of holding were recognised in the consolidated financial statement as an equity transaction pursuant to IFRS 10.

## 4. Group segment report

The segment information shown here is based on the same principles as those applied in the consolidated financial statement as at 31 December 2013. It follows the system used for internal reporting purposes, on the basis of which the full Executive Board regularly evaluates the performance of segments and decides on the allocation of resources to them. The "Consolidation" column includes not only the elimination of cross-segment transactions but also, more significantly, companies whose business operations cannot be unambiguously allocated to non-life reinsurance or life/health reinsurance. These are principally the service and financing companies belonging to the Group. Since the performance indicators used to steer the segments correspond to the

In August 2013 Hannover Rück SE reached agreement with another investor on a financial interest in a company, the business of which is the indirect acquisition of Heidelberger Lebensversicherung AG, Heidelberg. The regulatory approvals have now been given and the acquisition was closed effective 31 March 2014.

be able to exercise a significant influence over the company, Glencar was deconsolidated as at the end of the first quarter of 2014 and included at equity in the consolidated financial statement. The derecognition of assets and liabilities as well as recognition of the participating interest at fair value gave rise to income of EUR 2.7 million, which was carried under other income and expenses. In addition, cumulative other comprehensive income of -EUR 0.1 million was realised from currency translation.

Since it involves an internal transaction within the Group between companies under common control, this purchase transaction does not give rise to goodwill nor does it have any implications for Group net income.

system according to which the consolidated financial statement is prepared, a separate reconciliation of the segment results with the Group result is not provided. We would also refer to the relevant information in the consolidated financial statement as at 31 December 2013. Both Hannover Life Reassurance Company of America (Bermuda) Ltd., which was consolidated for the first time in the first quarter of 2014, and the financial investment in the aforementioned acquisition company are allocable to the life and health reinsurance segment. Glencar Underwriting Managers Inc., which has been included at equity in the consolidated financial statement as an associated company since the first quarter of 2014, is allocable to the non-life reinsurance segment.

<b>Segmentation of assets</b>	<b>Non-life reinsurance</b>	
in EUR thousand	<b>31.3.2014</b>	31.12.2013
<b>Assets</b>		
Fixed-income securities – held to maturity	2,064,966	2,351,409
Fixed-income securities – loans and receivables	2,919,548	3,111,351
Fixed-income securities – available for sale	16,491,282	16,227,978
Equity securities – available for sale	31,651	28,980
Financial assets at fair value through profit or loss	19,137	18,157
Other invested assets	2,215,893	2,155,774
Short-term investments	347,995	267,682
Cash	436,991	430,552
<b>Total investments and cash under own management</b>	<b>24,527,463</b>	<b>24,591,883</b>
Funds withheld	869,786	888,118
Contract deposits	–	1,717
<b>Total investments</b>	<b>25,397,249</b>	<b>25,481,718</b>
Reinsurance recoverables on unpaid claims	1,029,289	1,168,791
Reinsurance recoverables on benefit reserve	–	–
Prepaid reinsurance premium	173,015	137,670
Reinsurance recoverables on other reserves	(1,789)	439
Deferred acquisition costs	549,769	491,354
Accounts receivable	2,401,986	1,702,357
Other assets in the segment	1,413,720	1,508,210
Assets held for sale	–	11,226
<b>Total assets</b>	<b>30,963,239</b>	<b>30,501,765</b>
<b>Segmentation of liabilities</b>		
in EUR thousand		
<b>Liabilities</b>		
Loss and loss adjustment expense reserve	19,250,613	18,847,749
Benefit reserve	–	–
Unearned premium reserve	2,620,888	2,297,054
Provisions for contingent commissions	137,588	129,343
Funds withheld	393,318	429,168
Contract deposits	7,125	11,098
Reinsurance payable	619,211	674,469
Long-term liabilities	262,602	227,130
Other liabilities in the segment	1,849,887	1,822,435
<b>Total liabilities</b>	<b>25,141,232</b>	<b>24,438,446</b>



Life and health reinsurance		Consolidation		Total	
31.3.2014	31.12.2013	31.3.2014	31.12.2013	31.3.2014	31.12.2013
196,353	197,857	118,376	117,521	2,379,695	2,666,787
69,854	71,714	200	26,035	2,989,602	3,209,100
5,959,127	5,768,474	272,978	413,440	22,723,387	22,409,892
–	–	–	–	31,651	28,980
67,952	68,706	13,825	19,280	100,914	106,143
113,941	105,232	1,118	1,260	2,330,952	2,262,266
203,034	190,898	18,743	90,558	569,772	549,138
170,673	208,641	4,991	3,743	612,655	642,936
<b>6,780,934</b>	<b>6,611,522</b>	<b>430,231</b>	<b>671,837</b>	<b>31,738,628</b>	<b>31,875,242</b>
13,354,834	13,379,713	–	–	14,224,620	14,267,831
81,641	73,824	–	–	81,641	75,541
<b>20,217,409</b>	<b>20,065,059</b>	<b>430,231</b>	<b>671,837</b>	<b>46,044,889</b>	<b>46,218,614</b>
271,058	236,532	(1,551)	(1,519)	1,298,796	1,403,804
374,684	344,154	–	–	374,684	344,154
1,368	1,434	(33)	(65)	174,350	139,039
2,603	6,454	–	–	814	6,893
1,172,270	1,181,040	2	4	1,722,041	1,672,398
1,171,861	1,243,469	(169)	(141)	3,573,678	2,945,685
591,914	551,240	(866,064)	(885,719)	1,139,570	1,173,731
–	–	–	–	–	11,226
<b>23,803,167</b>	<b>23,629,382</b>	<b>(437,584)</b>	<b>(215,603)</b>	<b>54,328,822</b>	<b>53,915,544</b>
2,968,622	2,820,702	(1,552)	(1,519)	22,217,683	21,666,932
10,728,330	10,631,512	(9)	(61)	10,728,321	10,631,451
107,553	108,443	–	–	2,728,441	2,405,497
140,782	140,228	–	–	278,370	269,571
239,698	218,858	–	–	633,016	648,026
5,393,937	5,558,834	–	–	5,401,062	5,569,932
320,600	397,326	(151)	(141)	939,660	1,071,654
–	–	1,489,472	2,237,830	1,752,074	2,464,960
1,691,359	1,690,822	(832,805)	(855,763)	2,708,441	2,657,494
<b>21,590,881</b>	<b>21,566,725</b>	<b>654,955</b>	<b>1,380,346</b>	<b>47,387,068</b>	<b>47,385,517</b>

<b>Segment statement of income</b>	<b>Non-life reinsurance</b>	
in EUR thousand	<b>1.1.–31.3.2014</b>	1.1.–31.3.2013
Gross written premium	2,107,764	2,197,623
thereof		
From insurance business with other segments	–	–
From insurance business with external third parties	2,107,764	2,197,623
Net premium earned	1,631,686	1,691,927
Net investment income	204,845	186,823
thereof		
Change in fair value of financial instruments	(572)	(3,955)
Total depreciation, impairments and appreciation of investments	5,438	3,085
Income/expense on funds withheld and contract deposits	3,894	3,632
Claims and claims expenses	1,116,078	1,158,564
Change in benefit reserve	–	–
Commission and brokerage, change in deferred acquisition costs and other technical income/expenses	378,069	386,521
Administrative expenses	49,951	48,761
Other income and expenses	(11,978)	(26,245)
<b>Operating profit/loss (EBIT)</b>	<b>280,455</b>	<b>258,659</b>
Interest on hybrid capital	–	–
<b>Net income before taxes</b>	<b>280,455</b>	<b>258,659</b>
Taxes	65,363	66,839
<b>Net income</b>	<b>215,092</b>	<b>191,820</b>
thereof		
Non-controlling interest in profit or loss	17,226	16,932
<b>Group net income</b>	<b>197,866</b>	<b>174,888</b>

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

Life and health reinsurance		Consolidation		Total	
1.1.–31.3.2014	1.1.–31.3.2013 <sup>1</sup>	1.1.–31.3.2014	1.1.–31.3.2013	1.1.–31.3.2014	1.1.–31.3.2013 <sup>1</sup>
1,516,677	1,560,301	(2)	(49)	3,624,439	3,757,875
2	49	(2)	(49)	–	–
1,516,675	1,560,252	–	–	3,624,439	3,757,875
1,281,021	1,388,856	29	78	2,912,736	3,080,861
151,969	162,373	4,337	5,547	361,151	354,743
7,745	7,141	274	125	7,447	3,311
103	8	–	–	5,541	3,093
84,721	90,191	–	–	88,615	93,823
1,062,711	1,097,339	(3)	78	2,178,786	2,255,981
49,767	79,081	52	62	49,819	79,143
209,764	239,463	2	3	587,835	625,987
44,103	39,511	(277)	87	93,777	88,359
(1,088)	6,545	(981)	107	(14,047)	(19,593)
<b>65,557</b>	<b>102,380</b>	<b>3,611</b>	<b>5,502</b>	<b>349,623</b>	<b>366,541</b>
–	–	27,794	31,379	27,794	31,379
<b>65,557</b>	<b>102,380</b>	<b>(24,183)</b>	<b>(25,877)</b>	<b>321,829</b>	<b>335,162</b>
12,848	26,831	(15,881)	(7,129)	62,330	86,541
<b>52,709</b>	<b>75,549</b>	<b>(8,302)</b>	<b>(18,748)</b>	<b>259,499</b>	<b>248,621</b>
9,319	467	–	–	26,545	17,399
<b>43,390</b>	<b>75,082</b>	<b>(8,302)</b>	<b>(18,748)</b>	<b>232,954</b>	<b>231,222</b>

## 5. Notes on the individual items of the balance sheet

### 5.1 Investments under own management

Investments are classified and measured in accordance with IAS 39 “Financial Instruments: Recognition and Measurement”. Hannover Re classifies investments according to the following categories: held-to-maturity, loans and receivables, financial assets at fair value through profit or loss and available-for-sale. The allocation and measurement of investments are determined by the investment intent.

The investments under own management also encompass investments in associated companies, real estate and real estate funds (also includes: investment property), other invested assets, short-term investments and cash.

Real estate which is held for sale as defined by IFRS 5 is recognised separately in the consolidated balance sheet. Intentions to sell are substantiated by individual real estate market conditions and specific property circumstances, taking into consideration current and future opportunity/risk profiles.

For further details we would refer to the relevant information in the consolidated financial statement as at 31 December 2013.

The following table shows the regional origin of the investments under own management.

Investments		
in EUR thousand	<b>31.3.2014</b>	31.12.2013
<b>Regional origin</b>		
Germany	5,639,970	6,125,564
United Kingdom	2,462,560	2,396,053
France	1,824,078	1,644,587
Other	7,024,448	7,377,339
<b>Europe</b>	<b>16,951,056</b>	<b>17,543,543</b>
USA	8,642,685	8,478,865
Other	1,293,270	1,300,371
<b>North America</b>	<b>9,935,955</b>	<b>9,779,236</b>
Asia	1,416,519	1,275,917
Australia	2,186,228	2,081,609
<b>Australasia</b>	<b>3,602,747</b>	<b>3,357,526</b>
Africa	325,883	321,665
Other	922,987	873,272
<b>Total</b>	<b>31,738,628</b>	<b>31,875,242</b>

## Maturities of the fixed-income and variable-yield securities

in EUR thousand	31.3.2014		31.12.2013	
	Amortised cost <sup>1</sup>	Fair value	Amortised cost <sup>1</sup>	Fair value
<b>Held to maturity</b>				
due in one year	450,064	458,149	587,925	594,854
due after one through two years	1,152,226	1,205,010	1,062,548	1,114,378
due after two through three years	393,390	420,286	513,930	546,127
due after three through four years	49,516	52,230	140,576	148,806
due after four through five years	72,116	74,660	95,480	98,983
due after five through ten years	261,045	288,885	264,473	286,236
due after more than ten years	1,338	1,625	1,855	2,255
<b>Total</b>	<b>2,379,695</b>	<b>2,500,845</b>	<b>2,666,787</b>	<b>2,791,639</b>
<b>Loans and receivables</b>				
due in one year	199,007	201,978	237,228	240,952
due after one through two years	180,865	187,404	220,144	228,825
due after two through three years	520,502	553,314	376,062	399,698
due after three through four years	86,191	92,775	280,019	298,656
due after four through five years	153,687	163,838	141,240	149,437
due after five through ten years	1,035,066	1,130,829	1,106,317	1,184,496
due after more than ten years	814,284	917,660	848,090	923,723
<b>Total</b>	<b>2,989,602</b>	<b>3,247,798</b>	<b>3,209,100</b>	<b>3,425,787</b>
<b>Available for sale</b>				
due in one year <sup>2</sup>	3,040,765	3,051,134	3,095,796	3,103,923
due after one through two years	2,550,964	2,599,855	2,789,025	2,838,390
due after two through three years	2,061,733	2,113,084	1,848,794	1,899,960
due after three through four years	2,538,721	2,602,473	2,318,986	2,384,389
due after four through five years	2,697,124	2,732,169	2,700,046	2,728,465
due after five through ten years	7,602,385	7,891,503	7,765,540	7,896,895
due after more than ten years	2,745,174	2,915,596	2,657,402	2,749,944
<b>Total</b>	<b>23,236,866</b>	<b>23,905,814</b>	<b>23,175,589</b>	<b>23,601,966</b>
<b>Financial assets at fair value through profit or loss</b>				
due in one year	8,609	8,609	8,339	8,339
due after one through two years	2,159	2,159	4,337	4,337
due after two through three years	5,276	5,276	2,182	2,182
due after three through four years	1,046	1,046	5,991	5,991
due after four through five years	1,643	1,643	-	-
due after five through ten years	235	235	-	-
due after more than ten years	12,918	12,918	15,212	15,212
<b>Total</b>	<b>31,886</b>	<b>31,886</b>	<b>36,061</b>	<b>36,061</b>

<sup>1</sup> Including accrued interest

<sup>2</sup> Including short-term investments and cash

**Amortised cost, unrealised gains and losses and accrued interest on the portfolio of investments classified as held to maturity as well as their fair value**

in EUR thousand	31.3.2014				
	Amortised cost	Unrealised gains	Unrealised losses	Accrued interest	Fair value
<b>Investments held to maturity</b>					
Fixed-income securities					
Government debt securities of EU member states	390,057	15,336	–	5,571	410,964
US treasury notes	354,131	9,656	–	4,242	368,029
Other foreign government debt securities	47,158	370	–	551	48,079
Debt securities issued by semi-governmental entities	462,387	21,968	–	5,762	490,117
Corporate securities	229,872	10,054	296	3,557	243,187
Covered bonds/asset-backed securities	862,550	64,062	–	13,857	940,469
<b>Total</b>	<b>2,346,155</b>	<b>121,446</b>	<b>296</b>	<b>33,540</b>	<b>2,500,845</b>

**Amortised cost, unrealised gains and losses and accrued interest on the portfolio of investments classified as held to maturity as well as their fair value**

in EUR thousand	31.12.2013				
	Amortised cost	Unrealised gains	Unrealised losses	Accrued interest	Fair value
<b>Investments held to maturity</b>					
Fixed-income securities					
Government debt securities of EU member states	389,642	16,775	–	7,078	413,495
US treasury notes	497,681	12,436	–	3,622	513,739
Other foreign government debt securities	48,922	406	–	142	49,470
Debt securities issued by semi-governmental entities	518,178	23,185	–	8,015	549,378
Corporate securities	229,775	10,142	1,653	3,142	241,406
Covered bonds/asset-backed securities	941,355	63,561	–	19,235	1,024,151
<b>Total</b>	<b>2,625,553</b>	<b>126,505</b>	<b>1,653</b>	<b>41,234</b>	<b>2,791,639</b>

### Amortised cost, unrealised gains and losses and accrued interest on loans and receivables as well as their fair value

in EUR thousand	31.3.2014				
	Amortised cost	Unrealised gains	Unrealised losses	Accrued interest	Fair value
<b>Loans and receivables</b>					
Debt securities issued by semi-governmental entities	1,696,446	168,921	650	28,850	1,893,567
Corporate securities	366,731	15,693	2,142	7,095	387,377
Covered bonds/asset-backed securities	874,143	78,179	1,805	16,337	966,854
<b>Total</b>	<b>2,937,320</b>	<b>262,793</b>	<b>4,597</b>	<b>52,282</b>	<b>3,247,798</b>

### Amortised cost, unrealised gains and losses and accrued interest on loans and receivables as well as their fair value

in EUR thousand	31.12.2013				
	Amortised cost	Unrealised gains	Unrealised losses	Accrued interest	Fair value
<b>Loans and receivables</b>					
Debt securities issued by semi-governmental entities	1,822,223	145,725	4,554	29,970	1,993,364
Corporate securities	373,987	14,667	5,492	5,501	388,663
Covered bonds/asset-backed securities	962,407	71,141	4,800	15,012	1,043,760
<b>Total</b>	<b>3,158,617</b>	<b>231,533</b>	<b>14,846</b>	<b>50,483</b>	<b>3,425,787</b>

**Amortised cost, unrealised gains and losses and accrued interest on the portfolio of investments classified as available for sale as well as their fair value**

in EUR thousand	31.3.2014				
	Amortised cost	Unrealised gains	Unrealised losses	Accrued interest	Fair value
<b>Available for sale</b>					
Fixed-income securities					
Government debt securities of EU member states	1,993,011	63,893	7,210	19,060	2,068,754
US treasury notes	1,995,044	19,311	13,582	4,329	2,005,102
Other foreign government debt securities	1,508,628	6,981	30,022	12,289	1,497,876
Debt securities issued by semi-governmental entities	3,687,260	143,262	13,054	43,048	3,860,516
Corporate securities	9,913,787	368,823	58,874	132,205	10,355,941
Covered bonds/asset-backed securities	2,646,011	183,618	9,036	25,993	2,846,586
Investment funds	73,774	15,391	553	–	88,612
	<b>21,817,515</b>	<b>801,279</b>	<b>132,331</b>	<b>236,924</b>	<b>22,723,387</b>
Equity securities					
Shares	12,742	7,156	40	–	19,858
Investment funds	8,452	3,341	–	–	11,793
	<b>21,194</b>	<b>10,497</b>	<b>40</b>	<b>–</b>	<b>31,651</b>
Short-term investments	567,526	–	–	2,246	569,772
<b>Total</b>	<b>22,406,235</b>	<b>811,776</b>	<b>132,371</b>	<b>239,170</b>	<b>23,324,810</b>



**Amortised cost, unrealised gains and losses and accrued interest on the portfolio of investments classified as available for sale as well as their fair value**

in EUR thousand	31.12.2013				
	Amortised cost	Unrealised gains	Unrealised losses	Accrued interest	Fair value
<b>Available for sale</b>					
Fixed-income securities					
Government debt securities of EU member states	1,888,024	40,708	19,518	18,075	1,927,289
US treasury notes	1,707,269	15,141	20,175	5,397	1,707,632
Other foreign government debt securities	1,521,815	5,776	34,698	10,484	1,503,377
Debt securities issued by semi-governmental entities	3,803,818	117,838	24,549	45,377	3,942,484
Corporate securities	10,042,461	295,414	112,472	136,357	10,361,760
Covered bonds/asset-backed securities	2,695,036	167,867	18,132	35,628	2,880,399
Investment funds	73,774	14,114	937	–	86,951
	<b>21,732,197</b>	<b>656,858</b>	<b>230,481</b>	<b>251,318</b>	<b>22,409,892</b>
Equity securities					
Shares	12,588	4,682	1	–	17,269
Investment funds	8,452	3,259	–	–	11,711
	<b>21,040</b>	<b>7,941</b>	<b>1</b>	<b>–</b>	<b>28,980</b>
Short-term investments	546,999	–	–	2,139	549,138
<b>Total</b>	<b>22,300,236</b>	<b>664,799</b>	<b>230,482</b>	<b>253,457</b>	<b>22,988,010</b>

**Fair value of financial assets at fair value through profit or loss before and after accrued interest as well as accrued interest on such financial assets**

in EUR thousand	31.3.2014		31.12.2013		31.3.2014		31.12.2013	
	Fair value before accrued interest		Accrued interest		Fair value			
<b>Financial assets at fair value through profit or loss</b>								
Fixed-income securities								
Corporate securities	18,386	23,863	328	596	18,714	24,459		
Covered bonds/asset-backed securities	13,117	11,547	55	55	13,172	11,602		
	<b>31,503</b>	<b>35,410</b>	<b>383</b>	<b>651</b>	<b>31,886</b>	<b>36,061</b>		
Other financial assets								
Derivatives	69,028	70,082	–	–	69,028	70,082		
	<b>69,028</b>	<b>70,082</b>	<b>–</b>	<b>–</b>	<b>69,028</b>	<b>70,082</b>		
<b>Total</b>	<b>100,531</b>	<b>105,492</b>	<b>383</b>	<b>651</b>	<b>100,914</b>	<b>106,143</b>		

## Information on fair values and fair value hierarchy

The methods and models set out below are used to establish the fair value of financial instruments on the assets and liabilities side of the balance sheet. The fair value of a financial instrument corresponds in principle to the amount that Hannover Re would receive or pay if it were to sell or settle the said financial instrument on the balance sheet date. Insofar as market prices are listed on markets for financial instruments,

their bid price is used. In other cases the fair values are established on the basis of the market conditions prevailing on the balance sheet date for financial assets with similar credit rating, duration and return characteristics or using recognised models of mathematical finance. Hannover Re uses a number of different valuation models for this purpose. The details are set out in the following table.

Valuation models		
Financial instrument	Parameter	Pricing model
<b>Fixed-income securities</b>		
Unlisted plain vanilla bonds, interest rate swaps	Interest rate curve	Present value method
Unlisted structured bonds	Interest rate curve, volatility surfaces	Hull-White, Black-Karasinski, LIBOR market model etc.
Unlisted ABS/MBS, CDO/CLO	Risk premiums, default rates, prepayment speed and recovery rates	Present value method
<b>Other invested assets</b>		
Unlisted equities and equity investments	Acquisition cost, cash flows, EBIT multiples, as applicable book value	Capitalised earnings method, discounted cash flow method, multiple-based approaches
Private equity funds, private equity real estate funds	Audited net asset values (NAV)	Net asset value method
Unlisted bond, equity and real estate funds	Audited net asset values (NAV)	Net asset value method
<b>Other financial assets – at fair value through profit or loss</b>		
Currency forwards	Interest rate curves, spot and forward rates	Interest parity model
Inflation swaps	Inflation swap rates (Consumer Price Index), historical index fixings, interest rate curve	Present value method with seasonality adjustment
OTC stock options, OTC stock index options	Listing of the underlying share, implicit volatilities, money-market interest rate, dividend yield	Black-Scholes
Insurance derivatives	Fair values, actuarial parameters, interest rate curve	Present value method

## Fair value hierarchy

For the purposes of the disclosure requirements pursuant to IFRS 13 “Fair Value Measurement”, it is necessary to assign financial assets and liabilities to a three-level fair value hierarchy.

The fair value hierarchy, which reflects characteristics of the price data and inputs used for measurement purposes, is structured as follows:

- Level 1: Assets or liabilities measured at (unadjusted) prices quoted directly in active and liquid markets.
- Level 2: Assets or liabilities which are measured using observable market data and are not allocable to level 1. Measurement is based, in particular, on prices for comparable assets and liabilities that are traded on active

markets, prices on markets that are not considered active as well as inputs derived from such prices or market data.

- Level 3: Assets or liabilities that cannot be measured or can only be partially measured using observable market inputs. The measurement of such instruments draws principally on valuation models and methods.

If input factors from different levels are used to measure a financial instrument, the level of the lowest input factor material to measurement is determinative.

The operational units responsible for coordinating and documenting measurement are organisationally separate from the operational units that enter into investment risks. All relevant valuation processes and valuation methods are documented. Decisions on fundamental valuation issues are taken by a valuation committee that meets monthly.

In the period under review financial assets with a fair value of EUR 26.0 million were no longer allocable to level 1, but rather to level 2 on account of their reduced liquidity. The reclassifications affected exclusively fixed-income securities held as available for sale. The specified amounts reclassified refer in each case to the book value of the investments recognised at the beginning of the period.

The following table shows the breakdown of financial assets and liabilities recognised at fair value into the three-level fair value hierarchy.

#### Fair value hierarchy of financial assets and liabilities recognised at fair value

in EUR thousand	2014			
	Level 1	Level 2	Level 3	Total
Fixed-income securities	–	22,750,962	4,311	22,755,273
Equity securities	31,643	–	8	31,651
Other financial assets – at fair value through profit or loss	–	69,028	–	69,028
Other invested assets	–	32,384	1,241,935	1,274,319
Short-term investments	569,772	–	–	569,772
Other assets	–	741	–	741
<b>Total financial assets</b>	<b>601,415</b>	<b>22,853,115</b>	<b>1,246,254</b>	<b>24,700,784</b>
Other liabilities	–	50,176	64,196	114,372
<b>Total financial liabilities</b>	<b>–</b>	<b>50,176</b>	<b>64,196</b>	<b>114,372</b>

#### Fair value hierarchy of financial assets and liabilities recognised at fair value

in EUR thousand	2013			
	Level 1	Level 2	Level 3	Total
Fixed-income securities	26,035	22,414,739	5,179	22,445,953
Equity securities	28,972	–	8	28,980
Other financial assets – at fair value through profit or loss	–	70,082	–	70,082
Other invested assets	–	36,306	1,199,851	1,236,157
Short-term investments	549,138	–	–	549,138
<b>Total financial assets</b>	<b>604,145</b>	<b>22,521,127</b>	<b>1,205,038</b>	<b>24,330,310</b>
Other liabilities	–	50,157	68,827	118,984
<b>Total financial liabilities</b>	<b>–</b>	<b>50,157</b>	<b>68,827</b>	<b>118,984</b>

The following table provides a reconciliation of the fair values of financial assets and liabilities included in level 3 at the beginning of the period with the fair values as at the balance sheet date.

#### Movements in level 3 financial assets and liabilities at fair value

in EUR thousand	1.1. – 31.3.2014			
	Fixed-income securities	Equities, equity funds and other variable-yield securities	Other invested assets	Other liabilities
<b>Net book value at 1 January of the year under review</b>	<b>5,179</b>	<b>8</b>	<b>1,199,851</b>	<b>68,827</b>
Currency translation at 1 January	(4)	–	(1,314)	–
<b>Net book value after currency translation</b>	<b>5,175</b>	<b>8</b>	<b>1,198,537</b>	<b>68,827</b>
Income and expenses				
recognised in the statement of income	(283)	–	1,076	(4,524)
recognised directly in shareholders' equity	–	–	19,359	–
Purchases	–	–	56,949	–
Sales/Settlements	581	–	33,697	–
Transfers to level 3	–	–	–	–
Transfers from level 3	–	–	–	–
Currency translation at 31 March of the year under review	–	–	(289)	(107)
<b>Closing balance at 31 March of the year under review</b>	<b>4,311</b>	<b>8</b>	<b>1,241,935</b>	<b>64,196</b>

#### Movements in level 3 financial assets and liabilities at fair value

in EUR thousand	1.1. – 31.3.2013			
	Fixed-income securities	Equities, equity funds and other variable-yield securities	Other invested assets	Other liabilities
<b>Net book value at 1 January of the year under review</b>	<b>27,329</b>	<b>8</b>	<b>1,061,953</b>	<b>54,812</b>
Currency translation at 1 January	803	–	19,994	–
<b>Net book value after currency translation</b>	<b>28,132</b>	<b>8</b>	<b>1,081,947</b>	<b>54,812</b>
Changes in the consolidated group	(7,286)	–	(8,986)	–
Income and expenses				
recognised in the statement of income	(92)	–	(82)	244
recognised directly in shareholders' equity	–	–	13,228	–
Purchases	–	–	42,931	–
Sales/Settlements	–	–	20,676	–
Transfers to level 3	–	–	–	–
Transfers from level 3	–	–	–	–
Currency translation at 31 March of the year under review	(203)	–	1,357	1,610
<b>Closing balance at 31 March of the year under review</b>	<b>20,551</b>	<b>8</b>	<b>1,109,719</b>	<b>56,666</b>

The breakdown of income and expenses recognised in the statement of income in the period in connection with financial assets and liabilities assigned to level 3 is as follows.

#### Income and expenses from level 3 financial assets and liabilities at fair value

in EUR thousand	1.1. – 31.3.2014		
	Fixed-income securities	Other invested assets	Other liabilities
<b>Total in the financial year</b>			
Change in fair value of financial instruments	(283)	2,246	4,524
Total depreciation, impairments and appreciation of investments	–	(1,170)	–
<b>Thereof attributable to financial instruments included in the portfolio at 31 March of the year under review</b>			
Change in fair value of financial instruments	(283)	2,246	4,524
Total depreciation, impairments and appreciation of investments	–	(1,170)	–

#### Income and expenses from level 3 financial assets and liabilities at fair value

in EUR thousand	1.1. – 31.3.2013		
	Fixed-income securities	Other invested assets	Other liabilities
<b>Total in the financial year</b>			
Change in fair value of financial instruments	(92)	265	(244)
Total depreciation, impairments and appreciation of investments	–	(347)	–
<b>Thereof attributable to financial instruments included in the portfolio at 31 March of the year under review</b>			
Change in fair value of financial instruments	(92)	(265)	(238)
Total depreciation, impairments and appreciation of investments	–	(347)	–

If models are used to measure financial assets and liabilities included in level 3 under which the adoption of alternative inputs leads to a material change in fair value, IFRS 13 requires disclosure of the effects of these alternative assumptions. Of the financial assets included in level 3 with fair values of altogether EUR 1,246.8 million (EUR 1,205.0 million) as at the balance sheet date, Hannover Re measures financial assets with a volume of EUR 1,142.9 million (EUR 1,109.7 million) using the net asset value method, in respect of which alternative inputs within the meaning of the standard cannot reasonably be established. The remaining financial assets included in

level 3 with a volume of EUR 103.9 million (EUR 95.3 million) relate in very large part to acquired life insurance policies, the valuation of which is based on technical parameters. Derivative financial instruments in connection with the reinsurance business were recognised under the other liabilities included in level 3 in the year under review. Their performance is dependent upon the risk experience of an underlying group of primary insurance contracts with statutory reserving requirements. The application of alternative inputs and assumptions has no material effect on the consolidated financial statement.

## 5.2 Shareholders' equity, non-controlling interests and treasury shares

Shareholders' equity is shown as a separate component of the financial statement in accordance with IAS 1 "Presentation of Financial Statements" and subject to IAS 32 "Financial Instruments: Disclosure and Presentation" in conjunction with IAS 39 "Financial Instruments: Recognition and Measurement". The change in shareholders' equity comprises not only the net income deriving from the statement of income but also the changes in the value of asset and liability items not recognised in the statement of income.

The common shares (share capital of Hannover Rück SE) amount to EUR 120,597,134.00. They are divided into 120,597,134 voting and dividend-bearing registered no-par shares. The shares are paid in full. Each share carries an equal voting right and an equal dividend entitlement.

Non-controlling interests in the shareholders' equity of the subsidiaries amounted to EUR 639.6 million (EUR 641.6 million) as at the balance sheet date. They were principally attributable to non-controlling interests in the shareholders' equity of E+S Rückversicherung AG in an amount of EUR 618.8 million (EUR 620.3 million).

Authorised capital of up to EUR 60,299 thousand is available with a time limit of 3 May 2015. The subscription right of shareholders may be excluded with the consent of the Supervisory Board. New, no-par-value registered shares may be issued on one or more occasions for contributions in cash or kind. Of the total amount, up to EUR 1,000 thousand may be used to issue employee shares.

In addition, conditional capital of up to EUR 60,299 thousand is available. It can be used to grant shares to holders of convertible bonds and bonds with warrants as well as to holders of participating bonds with conversion rights and warrants and has a time limit of 2 May 2016.

The Executive Board is authorised – with the consent of the Supervisory Board – to acquire treasury shares of up to 10% of the existing share capital. The authorisation is limited until 3 May 2015.

IAS 1 requires separate disclosure of treasury shares in shareholders' equity. The company was not in possession of treasury shares at any time during the period under review.

The increase in the other reserves arising out of currency translation, which is recognised in equity, was attributable in an amount of EUR 2.8 million (EUR 11.6 million) to the translation of long-term debt or loans with no maturity date extended to Group companies and branches abroad.

## 6. Notes on the individual items of the statement of income

### 6.1 Gross written premium

Gross written premium		
in EUR thousand	1.1. – 31.3.2014	1.1. – 31.3.2013
<b>Regional origin</b>		
Germany	439,217	414,493
United Kingdom	633,788	653,631
France	164,310	171,887
Other	460,639	541,420
<b>Europe</b>	<b>1,697,954</b>	<b>1,781,431</b>
USA	791,848	875,440
Other	148,292	151,444
<b>North America</b>	<b>940,140</b>	<b>1,026,884</b>
Asia	474,514	380,940
Australia	197,132	208,387
<b>Australasia</b>	<b>671,646</b>	<b>589,327</b>
Africa	109,311	127,330
Other	205,388	232,903
<b>Total</b>	<b>3,624,439</b>	<b>3,757,875</b>

### 6.2 Investment income

Investment income		
in EUR thousand	1.1. – 31.3.2014	1.1. – 31.3.2013
Income from real estate	20,365	14,195
Dividends	25	513
Interest income	233,880	247,482
Other income	(12,864)	(16,083)
<b>Ordinary investment income</b>	<b>241,406</b>	<b>246,107</b>
Profit or loss on shares in associated companies	2,922	1,090
Appreciation	–	152
Realised gains on investments	58,301	38,614
Realised losses on investments	4,196	3,842
Change in fair value of financial instruments	7,447	3,311
Impairments on real estate	4,371	2,895
Impairments on equity securities	–	3
Impairments on participating interests and other financial assets	1,170	347
Other investment expenses	27,803	21,267
<b>Net income from assets under own management</b>	<b>272,536</b>	<b>260,920</b>
Interest income on funds withheld and contract deposits	128,580	122,002
Interest expense on funds withheld and contract deposits	39,965	28,179
<b>Total investment income</b>	<b>361,151</b>	<b>354,743</b>

The impairments totalling EUR 1.2 million (EUR 0.3 million) were attributable entirely to the area of alternative investments – specifically, exclusively to private equity investments. In the reporting period and in the comparable period of the previous year no impairments were recognised on equities or equity funds because their fair values did not fall significantly – i. e. by at least 20% – or for a prolonged period – i. e. for at least nine months – below acquisition cost. Nor was it necessary to recognise any impairments on fixed-income securities.

These write-downs were not opposed by any write-ups on investments written down in previous periods (EUR 0.2 million). The portfolio did not contain any overdue, unadjusted assets as at the balance sheet date since overdue securities are written down immediately.

#### Interest income on investments

in EUR thousand	1.1.–31.3.2014	1.1.–31.3.2013
Fixed-income securities – held to maturity	22,600	31,086
Fixed-income securities – loans and receivables	27,418	30,273
Fixed-income securities – available for sale	179,219	179,611
Financial assets – at fair value through profit or loss	252	292
Other	4,391	6,220
<b>Total</b>	<b>233,880</b>	<b>247,482</b>

## 7. Other notes

### 7.1 Derivative financial instruments and financial guarantees

Hannover Re holds derivative financial instruments to hedge interest rate risks from loans connected with the financing of real estate; these gave rise to recognition of other liabilities in an amount of EUR 1.5 million (31 December 2013: EUR 1.4 million).

Hannover Re's portfolio contained derivative financial instruments as at the balance sheet date in the form of forward exchange transactions predominantly taken out to hedge currency risks. These transactions gave rise to recognition of other liabilities in an amount of EUR 5.5 million (EUR 5.5 million) and other financial assets at fair value through profit or loss in an amount of EUR 14.6 million (EUR 16.7 million).

Hannover Re also holds derivative financial instruments to hedge inflation risks associated with the loss reserves. These transactions resulted in the recognition of other liabilities amounting to EUR 34.6 million (EUR 34.1 million) and other financial assets at fair value through profit or loss in an amount of EUR 0.7 million (EUR 1.4 million).

#### Derivative financial instruments in connection with reinsurance

Certain reinsurance treaties meet criteria which require application of the prescriptions in IFRS 4 governing embedded derivatives. These accounting regulations require that derivatives embedded in reinsurance contracts be separated from the underlying insurance contract ("host contract") according

The net changes in the fair value of the aforementioned instruments resulted in a charge of EUR 1.5 million to the result of the period under review (31 March 2013: improvement in the result of EUR 0.8 million).

In order to hedge the risk of share price changes in connected with the stock appreciation rights that have been granted, Hannover Re took out hedges for the first time in the period under review in the form of so-called equity swaps. The fair value of these instruments amounted to EUR 0.7 million (none) as at the balance sheet date and was recognised under other assets. The hedge gave rise to a change in equity from hedging instruments recognised directly in equity in an amount of EUR 0.5 million; ineffective components of the hedge were recognised in a minimal amount under other investment expenses.

to the conditions specified in IFRS 4 and IAS 39 and recognised separately at fair value in accordance with IAS 39. Fluctuations in the fair value of the derivative components are to be recognised in income in subsequent periods.



On this basis Hannover Re reported as financial assets at fair value through profit or loss technical derivatives in an amount of EUR 53.6 million as at 31 March 2014 (31 December 2013: EUR 52.1 million) that were separated from the underlying transaction and measured at fair value.

In addition, liabilities from derivatives in connection with the technical account totalling EUR 72.7 million (31 December 2013: EUR 78.0 million) were recognised under other liabilities as at the balance sheet date.

Of this amount, EUR 64.2 million (31 December 2013: EUR 68.8 million) is attributable to a number of transactions in the life and health reinsurance business group that are to be classified as derivative financial instruments. Under these transactions Hannover Re companies offer their contracting parties coverage for risks from possible future payment obligations arising out of hedging instruments. The payment obligations result from contractually defined events and relate to the development of an underlying group of primary insurance contracts with statutory reserving requirements. The contracts are to be classified and recognised as stand-alone credit derivatives pursuant to IAS 39. These instruments gave rise to an improvement in investment income of EUR 4.5 million (31 March 2013: charge against investment income of EUR 0.2 million).

#### Financial guarantees

Structured transactions were entered into in the life and health reinsurance business group in order to finance statutory reserves (so-called Triple-X or AXXX reserves) of US ceding companies. In each case such structures necessitated the involvement of a special purpose entity. The special purpose entities carry extreme mortality risks securitised by the cedants above a contractually defined retention and transfer these risks by way of a fixed/floating swap to a member company of the Hannover Re Group. The total amount of the contractually agreed capacities of the transactions is equivalent to EUR 1,369.6 million (EUR 1,372.2 million); an amount equivalent to EUR 916.5 million (EUR 892.1 million) had been taken up as at the balance sheet date. The variable payments to the special purpose entities that are guaranteed by the Hannover Re Group cover their payment obligations. Under some of the transactions the payments resulting from

#### 7.2 Related party disclosures

IAS 24 "Related Party Disclosures" defines related parties as group entities of a common parent, associated entities, legal entities under the influence of key management personnel and the key management personnel of the entity itself. Transactions between Hannover Rück SE and its subsidiaries, which are to be regarded as related parties, were eliminated through consolidation and are therefore not discussed in the notes to the consolidated financial statement. In the period under review the following significant business relations existed with related parties.

Of the derivatives carried on the assets side, fair values of EUR 46.7 million (31 December 2013: EUR 45.3 million) were attributable as at the balance sheet date to derivatives embedded in "modified coinsurance" and "coinsurance funds withheld" (ModCo) reinsurance treaties.

Within the scope of the accounting of ModCo reinsurance treaties, under which securities deposits are held by the ceding companies and payments rendered on the basis of the income from certain securities of the ceding company, the interest-rate risk elements are clearly and closely related to the underlying reinsurance arrangements. Embedded derivatives consequently result solely from the credit risk of the underlying securities portfolio. Hannover Re calculates the fair value of the embedded derivatives in ModCo treaties using the market information available on the valuation date on the basis of a "credit spread" method. Under this method the derivative is valued at zero on the date when the contract commences and its value then fluctuates over time according to changes in the credit spreads of the securities.

The ModCo derivatives gave rise to an improvement in investment income of EUR 1.6 million before tax as at 31 March 2014 (31 March 2013: EUR 5.6 million).

the swaps in the event of a claim are reimbursed by the parent companies of the cedants by way of compensation agreements. In this case the reimbursement claims from the compensation agreements are to be capitalised separately from and up to the amount of the provision.

Under IAS 39 these transactions are to be recognised at fair value as financial guarantees. To this end Hannover Re uses the net method, according to which the present value of the agreed fixed swap premiums is netted with the present value of the guarantee commitment. The fair value on initial recognition therefore amounted to zero. The higher of the fair value and the amount carried as a provision on the liabilities side pursuant to IAS 37 is recognised at the point in time when utilisation is considered probable. This was not the case as at the balance sheet date.

HDI Haftpflichtverband der Deutschen Industrie V.a.G. (HDI) holds an unchanged majority interest of 50.22% in Hannover Rück SE through Talanx AG.

In November 2013 the responsible bodies of Hannover Rück SE and E+S Rückversicherung AG decided to reorganise the business relationship between the two companies with effect from 1 January 2014. The exchange of business under the previously existing underwriting partnership was discontinued at the beginning of 2014. In non-life reinsurance, however, a

retrocession by Hannover Rück SE to E+S Rückversicherung AG has been maintained. The exclusive responsibilities of E+S Rückversicherung AG for German business and Hannover Rück SE for international markets have been preserved.

Within the contractually agreed framework Talanx Asset Management GmbH performs investment and asset management services for Hannover Rück SE and some of its subsidiaries. Assets in special funds are managed by Ampega Investment GmbH. Talanx Immobilien Management GmbH performs services for Hannover Re under a number of management contracts.

Companies belonging to the Talanx Group granted the Hannover Re Group insurance protection inter alia in the areas of public liability, building, group accident and business travel insurance. Divisions of Talanx AG also performed services for us in the areas of taxes and general administration.

The Hannover Re Group provides reinsurance protection for the HDI Group. To this extent, numerous underwriting business relations exist with related parties in Germany and abroad which are not included in Hannover Re's consolidation. This includes business both assumed and ceded at usual market conditions.

Talanx Reinsurance Broker AG grants Hannover Rück SE and E+S Rückversicherung AG a preferential position as reinsurers of cedants within the Talanx Group. In addition, Hannover Rück SE and E+S Rückversicherung AG are able to participate in the protection covers on the retention of Group cedants and share in the protection afforded by them. In certain circumstances Hannover Rück SE and E+S Rückversicherung AG are obliged to assume unplaced shares of the reinsurance of Group cedants from Talanx Reinsurance Broker AG.

The major reinsurance relationships with related parties in the period under review are listed in the following table.

#### Business assumed and ceded in Germany and abroad

in EUR thousand	1.1.–31.3.2014		1.1.–31.3.2013	
	Premium	Underwriting result	Premium	Underwriting Result
<b>Business assumed</b>				
Non-life reinsurance	96,849	61,422	132,622	52,516
Life and health reinsurance	37,930	7,122	46,028	3,094
	134,779	68,544	178,650	55,610
<b>Business ceded</b>				
Non-life reinsurance	(2,347)	540	(2,256)	(1,946)
Life and health reinsurance	(13,734)	(213)	(13,844)	(2,311)
	(16,081)	327	(16,100)	(4,257)
<b>Total</b>	<b>118,698</b>	<b>68,871</b>	<b>162,550</b>	<b>51,353</b>

In the context of a new bond issue by Talanx AG the Group companies Hannover Rück SE and E+S Rückversicherung AG invested in the previous year in a nominal amount of EUR 47.0 million in the issued bearer debt, which has a

coupon of 3.125%. The carrying amount of the instrument, which is recognised under fixed-income securities held to maturity, was EUR 47.2 million (EUR 48.3 million) including accrued interest of EUR 0.2 million (EUR 1.3 million).

### 7.3 Staff

The average number of staff employed at the companies included in the consolidated financial statement of the Hannover Re Group was 2,431 during the period under review (average in 2013: 2,376).

As at the balance sheet date altogether 2,442 (2,419) staff were employed by the Hannover Re Group, with 1,235 (1,219) employed in Germany and 1,207 (1,200) working for the consolidated Group companies abroad.

## 7.4 Earnings per share

### Calculation of the earnings per share

	1.1.–31.3.2014	1.1.–31.3.2013 <sup>1</sup>
Group net income in EUR thousand	232,954	231,222
Weighted average of issued shares	120,597,134	120,597,134
Basic earnings per share in EUR	1.93	1.92
Diluted earnings per share in EUR	1.93	1.92

<sup>1</sup> Adjusted pursuant to IAS 8 (cf. Section 2 of the notes)

The earnings per share is calculated by dividing the net income attributable to the shareholders of Hannover Rück SE by the weighted average number of shares outstanding within the period under review.

Neither in the period under review nor in the previous reporting period were there any dilutive effects.

### 7.5 Contingent liabilities and commitments

Hannover Re has placed three (four) subordinated debts on the European capital market through its subsidiary Hannover Finance (Luxembourg) S.A. as at the balance sheet date. The debt issued in 2004 with a volume of EUR 750.0 million was cancelled by the issuer in the full nominal amount at the first scheduled call date and repaid on 26 February 2014. Hannover Rück SE has secured by subordinated guarantee the debts from the 2005, 2010 and 2012 financial years in amounts of EUR 500.0 million each. The fair value of the aforementioned bonds as at 31 March 2014 was EUR 1,699.7 million (31 December 2013: EUR 2,424.9 million).

The guarantees given by Hannover Rück SE for the subordinated debts attach if the issuer fails to render payments due under the bonds. The guarantees cover the relevant bond volumes as well as interest due until the repayment dates. Given the fact that interest on the bonds is partly dependent on the capital market rates applicable at the interest payment dates (floating rates), the maximum undiscounted amounts that can be called cannot be estimated with sufficient accuracy. Hannover Rück SE does not have any rights of recourse outside the Group with respect to the guarantee payments.

As security for technical liabilities to our US clients, we have established two trust accounts (master trust and supplemental trust) in the United States. They amounted to EUR 2,758.4 million (EUR 2,748.1 million) and EUR 21.5 million (EUR 21.5 million) respectively as at the balance sheet date. The securities held in the trust accounts are shown as available-for-sale investments. In addition, we furnished further collateral to ceding companies in an amount of EUR 491.8 million (EUR 565.6 million) in the form of so-called "single trust funds".

There were no other extraordinary components of income which should have been recognised or disclosed separately in the calculation of the earnings per share.

The earnings per share could potentially be diluted in future through the issue of shares or subscription rights from the authorised or conditional capital.

As part of our business activities we hold collateral available outside the United States in various blocked custody accounts and trust accounts, the total amount of which in relation to the Group's major companies was EUR 2,481.7 million (EUR 2,514.4 million) as at the balance sheet date.

The securities held in the blocked custody accounts and trust accounts are recognised predominantly as available-for-sale investments.

As security for our technical liabilities, various financial institutions have furnished sureties for our company in the form of letters of credit. The total amount as at the balance sheet date was EUR 2,762.3 million (EUR 2,895.1 million).

In addition, we keep own investments with a book value of EUR 59.5 million (EUR 53.8 million) in blocked custody accounts as collateral provided under existing derivative transactions. We received collateral with a fair value of EUR 12.4 million (EUR 18.6 million) for existing derivative transactions.

For liabilities in connection with participating interests in real estate companies and real estate transactions the usual collateral under such transactions has been furnished to various banks, the amount of which totalled EUR 539.6 million (EUR 459.9 million) as at the balance sheet date.

Outstanding capital commitments with respect to alternative investments exist on the part of the Group in an amount of EUR 623.2 million (EUR 598.5 million). These primarily involve as yet unfulfilled payment obligations from investment commitments given to private equity funds and venture capital firms.

## 7.6 Events after the end of the quarter

No significant events occurred after the balance sheet date.

The application of tax regulations may not have been resolved at the time when tax items are brought to account. The calculation of tax refund claims and tax liabilities is based on what we consider to be the regulations most likely to be applied in each case. The revenue authorities may, however, take a differing view, as a consequence of which additional tax liabilities could arise in the future.

Hannover Re enters into contingent liabilities as part of its normal business operations. A number of reinsurance treaties concluded by Group companies with outside third parties include letters of comfort, guarantees or novation agreements under which Hannover Rück SE guarantees the liabilities of the subsidiary in question or enters into the rights and obligations of the subsidiary under the treaties if particular constellations materialise.

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