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21 February 2025

The Manager
Market Announcements Office
ASX Limited
Level 4
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam

QBE Presentation on the 2024 results

Further to the Company's announcement to the market today on its results for the year ended 31 December 2024, please find attached the presentation to be delivered to investors and analysts this morning.

This release has been authorised by the QBE Board of Directors.

Yours faithfully,

A handwritten signature in blue ink, appearing to read 'Carolyn Scobie'.

Carolyn Scobie
Company Secretary

Encl.

For personal use only

personal use only



2024 Result

21 February 2025

QBE INSURANCE GROUP LIMITED

Enabling a more resilient future

Important information

Disclaimer

This presentation contains general background information about the Group's activities current as at 21 February 2025. This presentation should be read in conjunction with all information which QBE has lodged with the Australian Securities Exchange (ASX). Copies of those lodgements are available from either the ASX website at www.asx.com.au or QBE's website www.qbe.com. The information is supplied in summary form and is therefore not necessarily complete. It is not intended to be and should not be relied upon as advice to investors or potential investors, and does not take into account the investment objectives, financial situation or needs of any particular investor. Prior to making a decision in relation to QBE's securities, products or services, investors, potential investors and customers must undertake their own due diligence as to the merits and risks associated with that decision, which includes obtaining independent financial, legal and tax advice on their personal circumstances.

Forward-looking statements

This presentation may contain forward-looking statements. The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "likely", "intend", "should", "could", "may", "target", "plan", "outlook", "ambition" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of QBE that may cause actual results to differ materially from those either expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. You are cautioned not to place undue reliance on forward-looking statements. Such forward-looking statements only speak as of the date of this presentation and QBE assumes no obligation to update such information.

Any forward-looking statements in respect of earnings and financial position and performance assume ex-cat and catastrophe claims do not exceed the allowance in our business plans, no changes in premium rates in excess of our business plans, no significant change in equity markets and interest rates, no major movement in budgeted foreign exchange rates, recoveries from our reinsurance panel, no unplanned asset sales, no substantial change in regulation, and

no material change to key inflation and economic growth forecasts; in each case, materially from the expectations described in this presentation. Should one or more of these assumptions prove incorrect, actual results may differ.

Basis of presentation (unless otherwise stated)

1. All figures are in US dollars.
2. Premium growth rates are quoted on a constant currency basis.
3. Premium rate change excludes North America Crop and/or Australian compulsory third party motor (CTP).
4. Core fixed income excludes enhanced fixed income risk assets which comprise emerging market debt, high yield debt and private credit.
5. Funds under management comprise cash and cash equivalents, investments and investment properties.
6. Total core fixed income yield includes assets measured at fair value through profit and loss, and fair value through other comprehensive income.
7. 2024 Adjusted net profit after income tax adjusts for Additional Tier 1 capital coupon accruals. Prior periods remain as presented in prior reports.
8. Earnings per share has been stated on an adjusted basis.
9. 2021 and prior periods are presented on an adjusted AASB 1023 basis as presented in prior reports.
10. APRA PCA calculations at 31 December 2024 are indicative. Prior period calculations have been updated to be consistent with APRA returns finalised subsequent to year end.
11. 2023 Shareholders' equity and Insurance contract liabilities have been restated to reflect an updated transitional adjustment relating to discounting on initial application of AASB 17 *Insurance Contracts*. Adjusted return on equity and other related balance sheet metrics have been restated accordingly.

FY24 Result highlights

+5.5%

Premium rate increases



+3%

Gross written premium growth

Or 9% excluding Crop & portfolio exits

93.1%

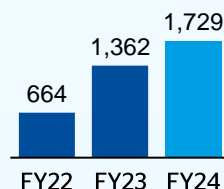
Combined operating ratio



\$1,729M

Adj. Net profit after tax

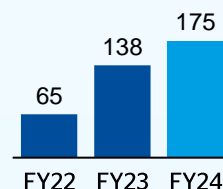
Increase of 27% on FY23



A¢175

Basic earnings per share

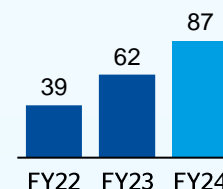
Increase of 27% on FY23



A¢87

Dividend per share

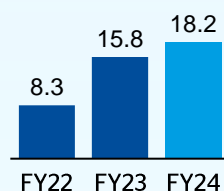
50% payout, 20% franked



18.2%

Adj. Return on equity

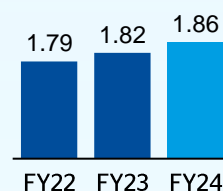
15.8% in FY23



1.86x

APRA PCA Multiple

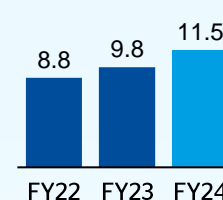
Target range 1.6x to 1.8x



A\$11.5

Book value per share

Increase of 17% on FY23



Performance update

Growth

+3%

Gross written premium

Average rate increase
+5.5%

Ex-rate growth
(0%)

Underwriting result

93.1%

Combined operating ratio

Catastrophe claims
below allowance

Stable prior year
development

Investment result

4.9%

Investment return

Total investment income
of \$1,488M

4.3% exit yield

Balance sheet

1.86x

Regulatory capital

Capital above S&P 'AA'
level

Debt to total capital 19.9%

Dividend

A¢87

Full year dividend

50% payout ratio

20% franked

Our journey toward a high-quality, consistent business

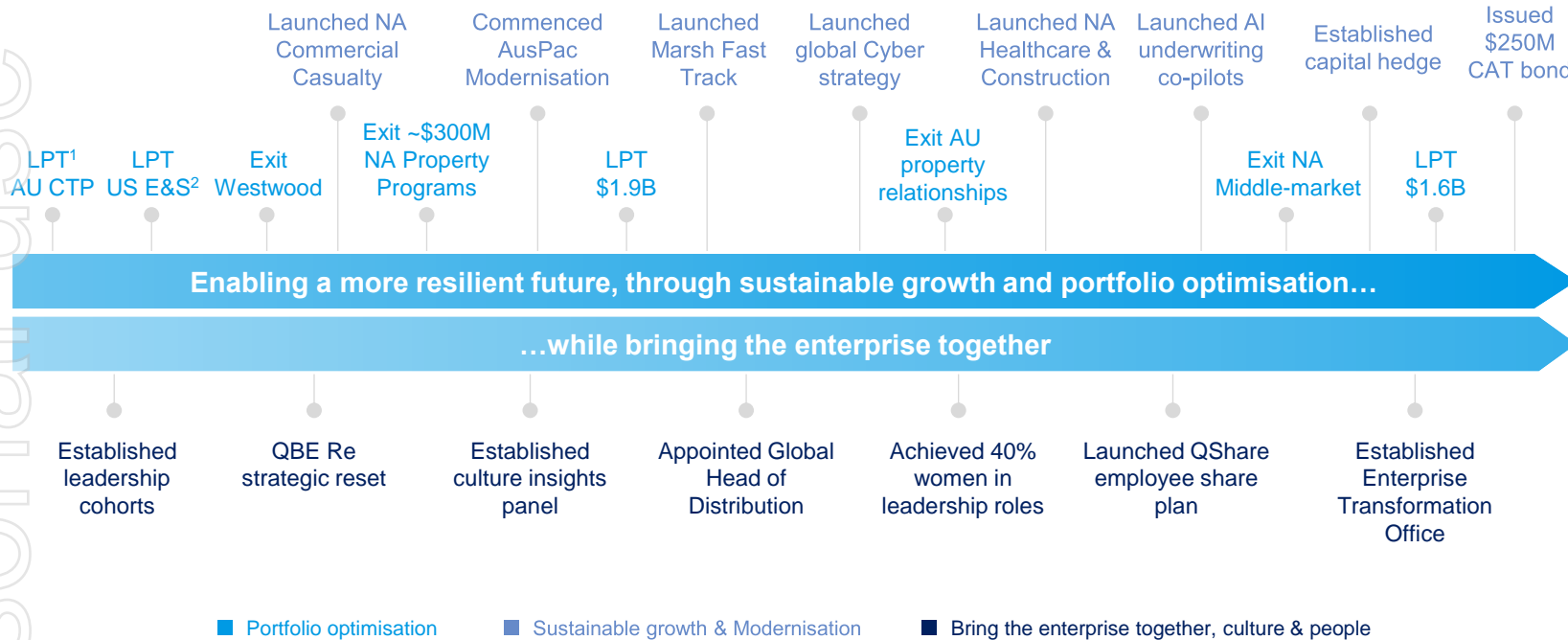
Strategic initiatives driving consistency and improved performance

Enter 2022

Launching purpose, vision and strategic priorities

Exit 2024

With an established track record of consistent performance



- Uniquely positioned international carrier with strong presence and relationships across key markets
- Portfolio balance and diversification drive stable and predictable underwriting performance
- Breadth of product and regional coverage support sustainable growth profile
- Significant value opportunity from enterprise alignment and efficiency initiatives
- Disciplined capital allocation across market cycles

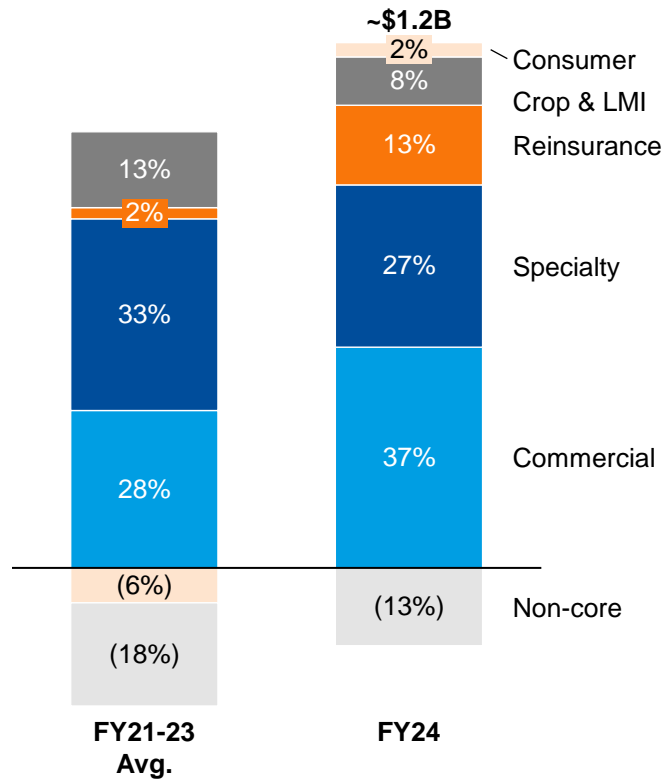
Note:
 1. Loss portfolio transfer
 2. Excess & surplus lines

Improved quality of earnings and portfolio balance

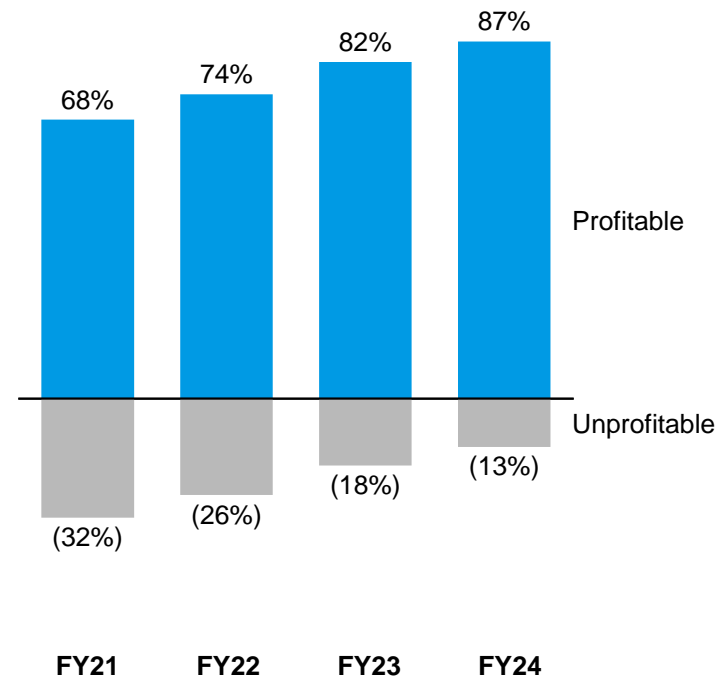
Improved quality and breadth of earnings support stronger and more consistent performance

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Insurance operating result



Profitable vs unprofitable cells (% of GWP)

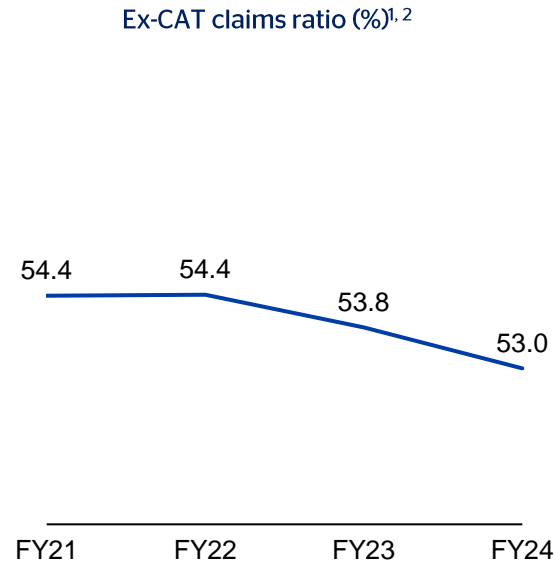
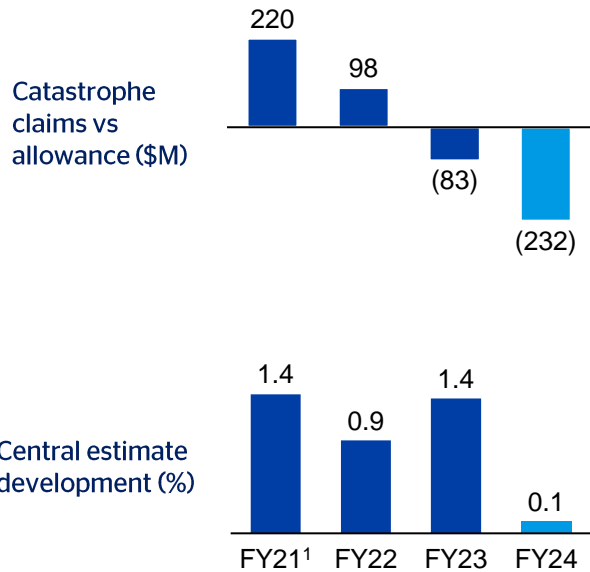


Strategic progress

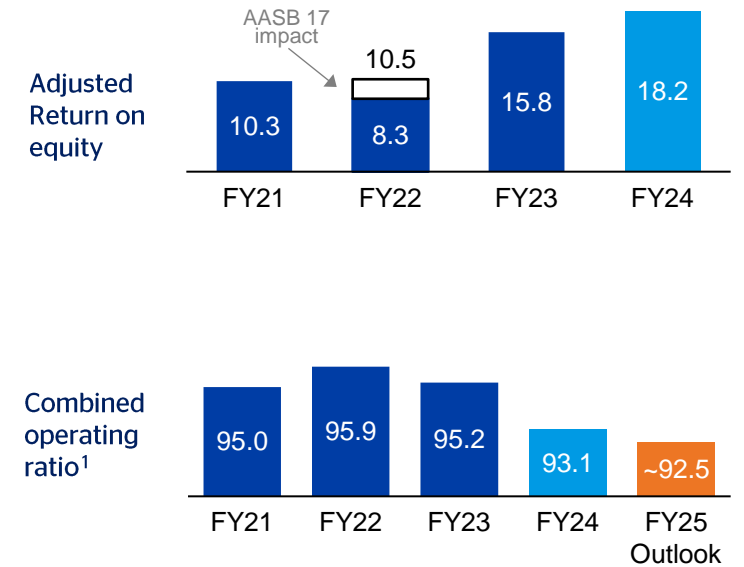
- ◆ Much improved earnings quality with greater breadth, diversification and visibility
- ◆ Portfolio exits to meaningfully reduce drag from underperforming cells
- ◆ Benefit from recent portfolio optimisation initiatives to drive sustainable performance uplift

Higher quality, more predictable performance

Improved and less volatile underwriting performance...



...driving higher quality, more predictable financial returns

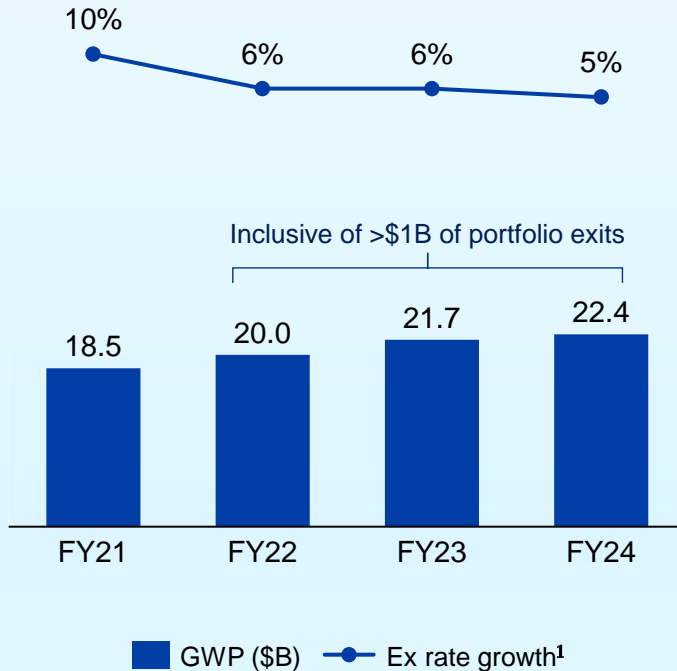


Note:

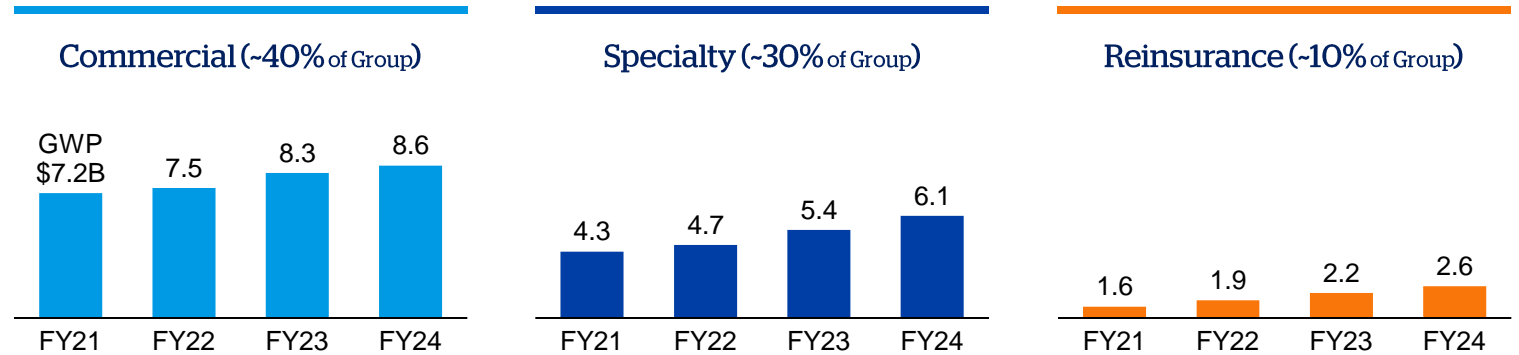
1. FY21 excludes the impact of COVID-19 and the reinsurance loss portfolio transfer transaction.
2. Ex-cat claims ratio excludes Crop and movements in risk margin (AASB 1023) / risk adjustment (AASB 17).

Attractive sustainable growth outlook

Building a track record of sustainable growth...



...enabled by an internationally diverse portfolio, with strong brand and relationships¹



Opportunities

- Deepen core franchises through targeted investment
- Expand into adjacent lines by leveraging our brand and relationships
- Attract high-quality underwriters
- Enhance profile in under-penetrated segments
- Supportive market conditions
- Access broader pools of capital

Enablers

- Build differentiating capability in data and technology
- More strategic engagement with our trading partners
- Deepen relationships with core customers
- Execute new QBE customer strategy, with more targeted service offering to suit the unique needs of our customers
- Launch of QBE's new global brand proposition

Note:

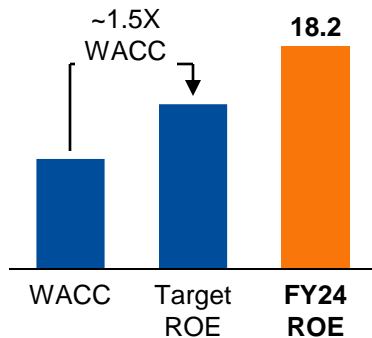
1. Excludes Crop and the impact from portfolio exits.

Disciplined approach to capital allocation

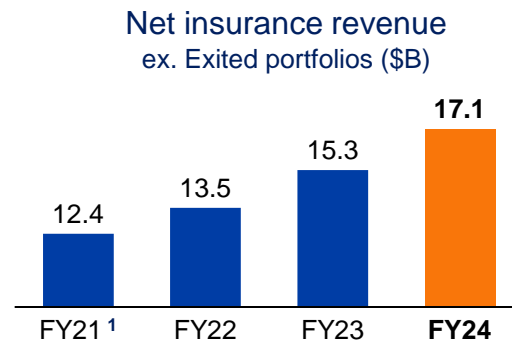
Growth optionality key into 2025

- Near term capital flexibility remains key, given profitable growth opportunities and strong financial returns
- Potential for improved organic capital generation going forward, as strain from high inflationary environment moderates
- Over coming periods, QBE will balance scope for returning any surplus capital with what remain attractive markets for growth

Returns currently tracking above target...



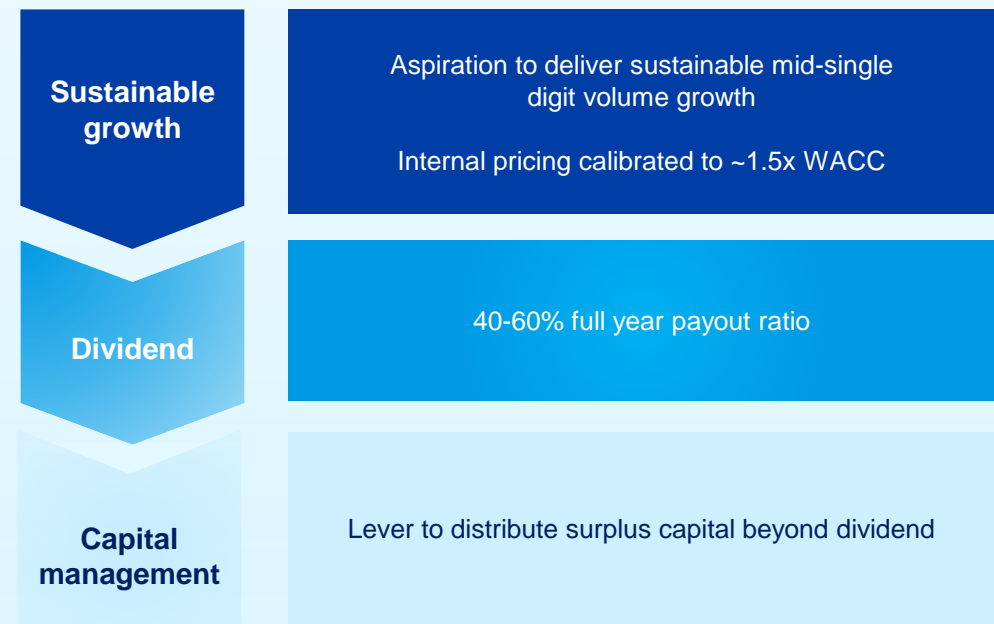
...with significant momentum in core business



Note:

1. FY21 excludes the impact of COVID-19 and reinsurance loss portfolio transfer transaction.

Capital allocation framework



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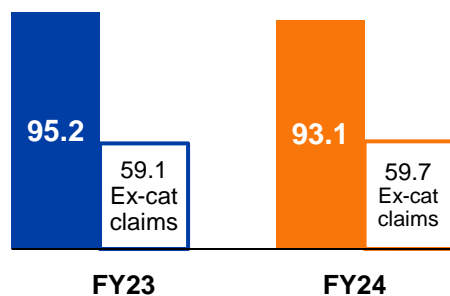
Financial performance



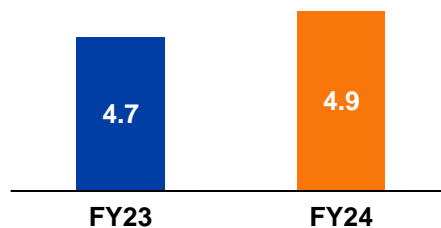
Result snapshot

Improvement in profitability underscored by more resilient underwriting result and strong investment returns

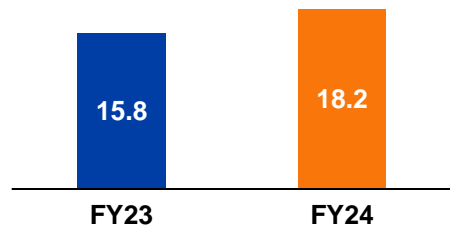
Combined operating ratio (%)



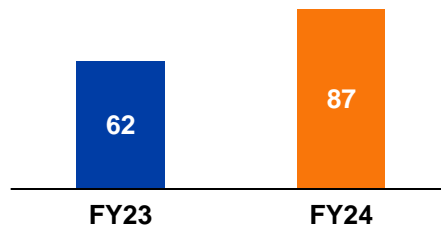
Investment return (%)



Adjusted ROE (%)



Dividends per share (A\$ cps)

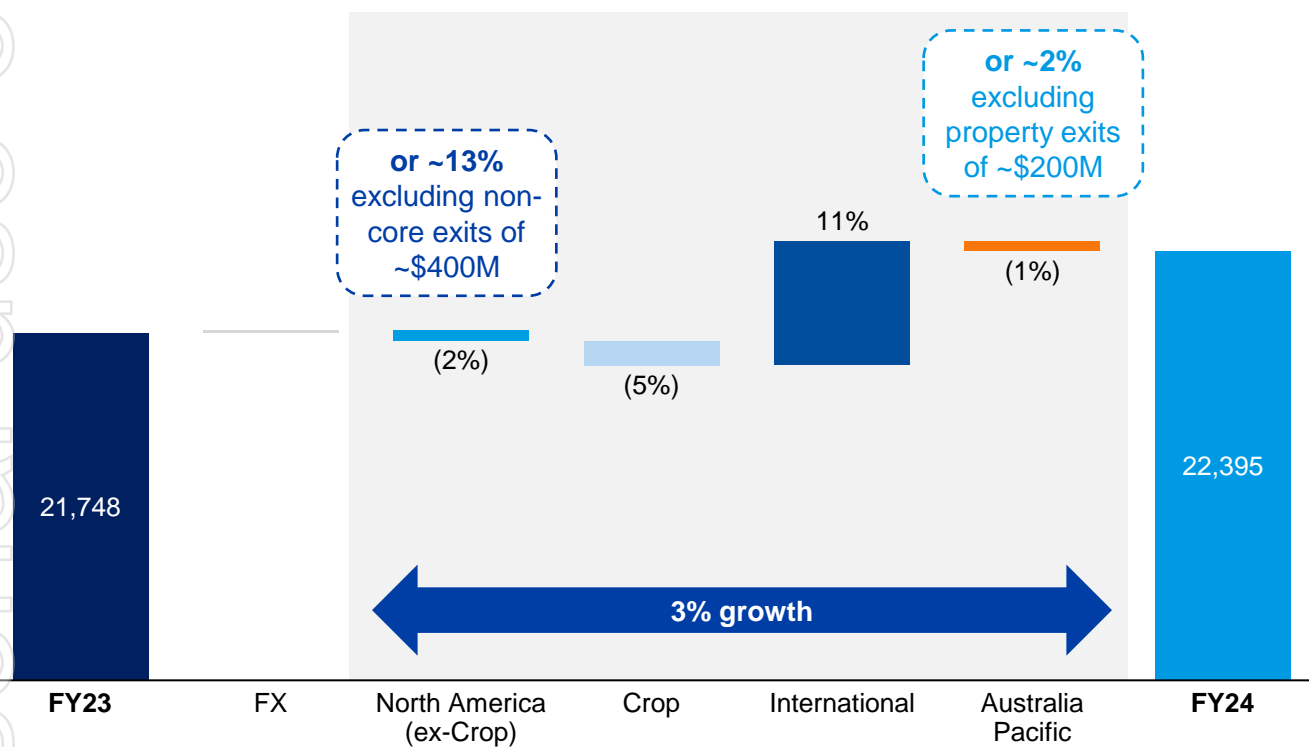


		FY23	FY24
Gross written premium	\$M	21,748	22,395
Net insurance revenue	\$M	16,599	17,807
Net claims ratio	%	65.1	63.2
Net commission ratio	%	18.3	17.7
Expense ratio	%	11.8	12.2
Combined operating ratio	%	95.2	93.1
Insurance operating result	\$M	796	1,234
Net insurance finance income	\$M	(60)	142
Investment losses from risk-free rate movements	\$M	(5)	(178)
Net investment (loss) income	\$M	1,374	1,488
Net profit after income tax	\$M	1,355	1,779
Adjusted profit after income tax	\$M	1,362	1,729
Adjusted return on equity	%	15.8	18.2

Gross written premium

Organic growth continues across breadth of opportunities, partially offset by exited property lines and Crop

Gross written premium (\$M)



Premium growth metrics (%)

FY24	GWP Growth	GWP growth (ex-rate)	NIR growth
North America	(4)	(6)	2
NA (ex-Crop)	(2)	(7)	(4)
NA (ex-Crop & Exits)	13	10	17
International	11	8	14
Australia Pacific	(1)	(7)	3
AusPac (ex-Exits)	2	(3)	7
Group	3	(0)	7
Group (ex-Crop)	5	1	6
Group (ex-Crop & Exits)	9	5	12

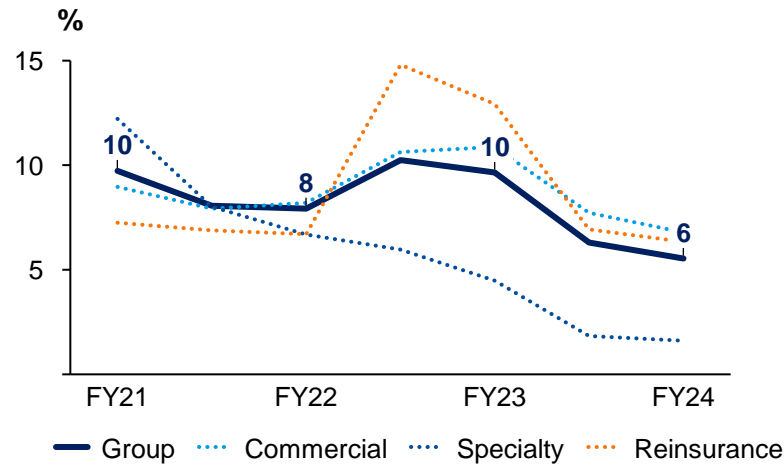
Group underwriting performance

Group-wide premium rate increases

Remained supportive at +5.5%

	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
North America +7.3% YTD	12.3%	6.7%	10.9%	6.9%	6.4%	3.0%
	66%	64%	67%	68%	68%	68%
Int'l +3.7% YTD	6.0%	5.2%	4.4%	4.0%	2.9%	2.7%
	84%	85%	88%	88%	88%	87%
AusPac +8.4% YTD	12.5%	13.9%	11.0%	9.0%	7.3%	6.7%
	86%	83%	76%	81%	81%	81%
Group +5.5% YTD	9.6%	8.2%	6.9%	5.7%	5.1%	3.9%
	81%	81%	81%	83%	82%	82%

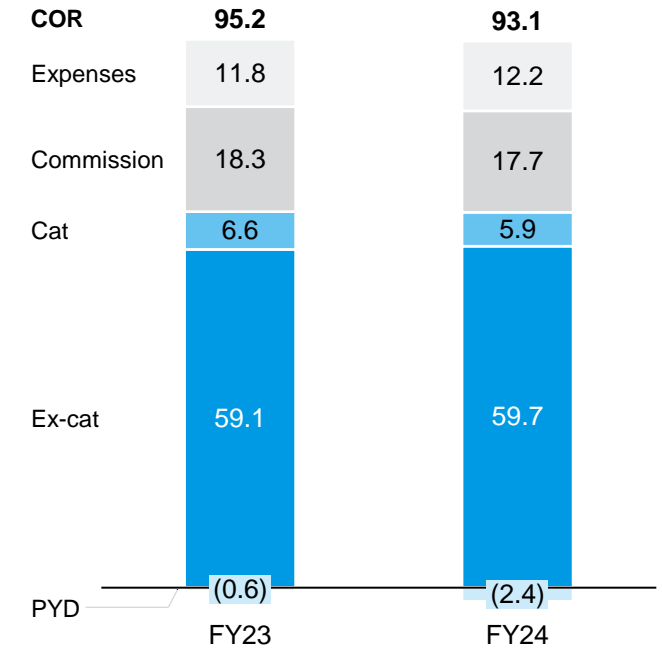
YTD premium retention



Moderation in rate increases most notable in Specialty classes, where rate adequacy has improved substantially in recent years

Combined operating ratio (%)

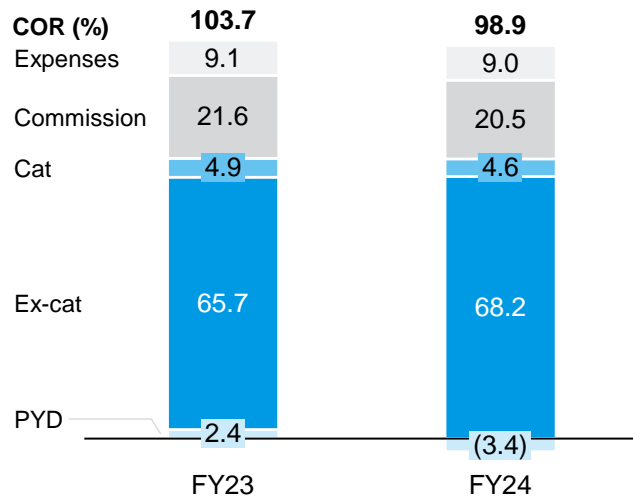
Underwriting result beat plan



Divisional underwriting highlights

North America

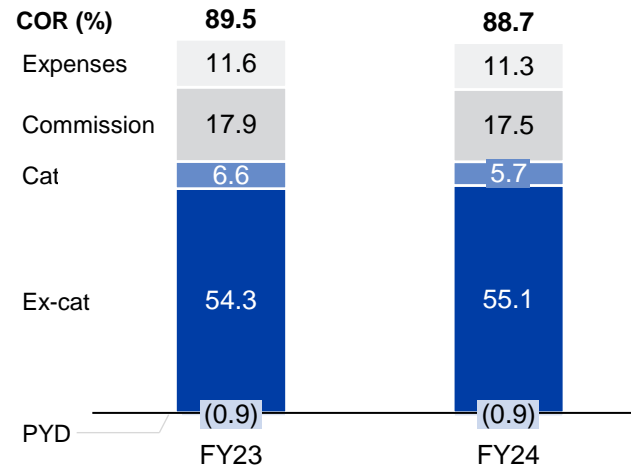
Benefit from favourable reserve development



- Favourable PYD driven by Crop \$31M and other short-tail lines
- Core segment included challenging Crop result, although performance in core commercial and specialty was strong

International

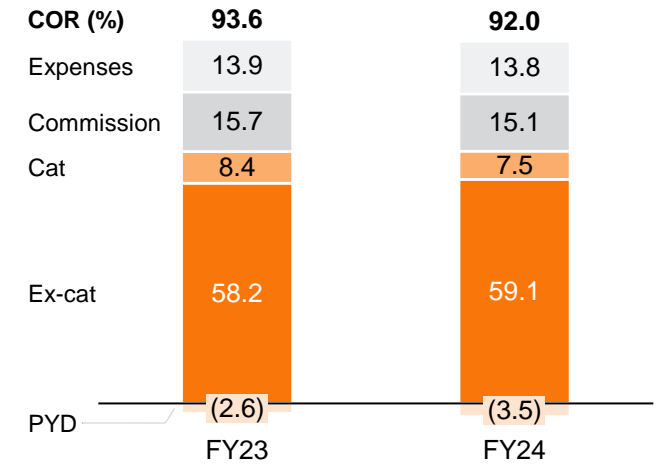
Continuation of robust underwriting result alongside targeted growth



- Favourable catastrophe experience despite elevated global CAT activity
- Ex-cat claims benefitted from rate increases at or above claims inflation offset by large claims (Baltimore Bridge)

Australia Pacific

Encouraging resilience despite persistent inflation challenges



- Improved catastrophe experience, despite civil unrest in New Caledonia
- Ex-cat claims ratio remained under pressure from persistent inflation in a number of portfolios

North America strategic update

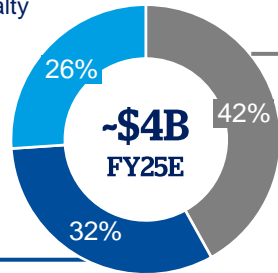
Go-forward business has a well-established track record of performance, with attractive growth opportunities

Go-forward core platform

Net insurance revenue mix (FY25 plan)

Commercial ~\$1.1B

- Property programs
- Workers' compensation programs
- Specialty Casualty
- Construction



Crop ~\$1.8B

- #2 in the US

Specialty ~\$1.4B

- Accident & Health
- Financial lines & Cyber
- Aviation
- Specialty Healthcare

COR	FY20-22 Avg AASB 1023	FY22 AASB 17	FY23 AASB 17	FY24 AASB 17
Crop	95%	96%	98%	99%
Specialty	97%	96%	95%	91%
Commercial	96%	82%	81%	87%

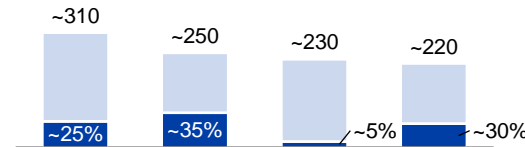
Go-forward core platform

Strong performance track record

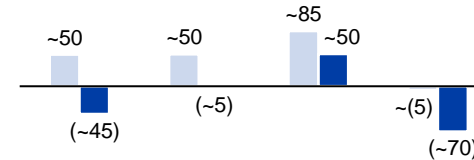
Go-forward core segment COR



Catastrophe claims % of divisional total (\$M)

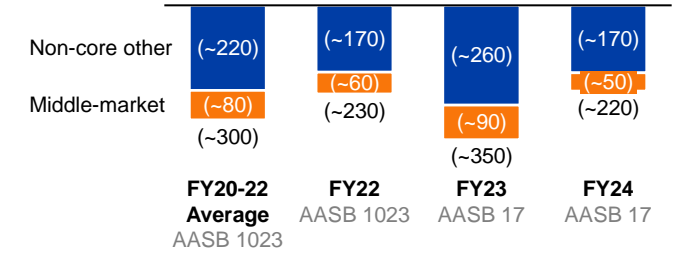


Prior accident year central estimate development (\$M)



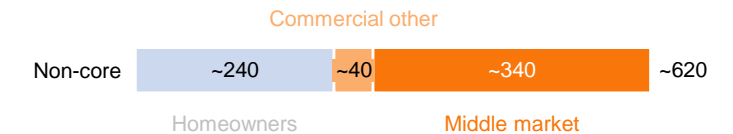
Non-core platform (US\$M)

Drag expected to moderate into 2025



Non-core business mix (US\$M)

Net insurance revenue FY24

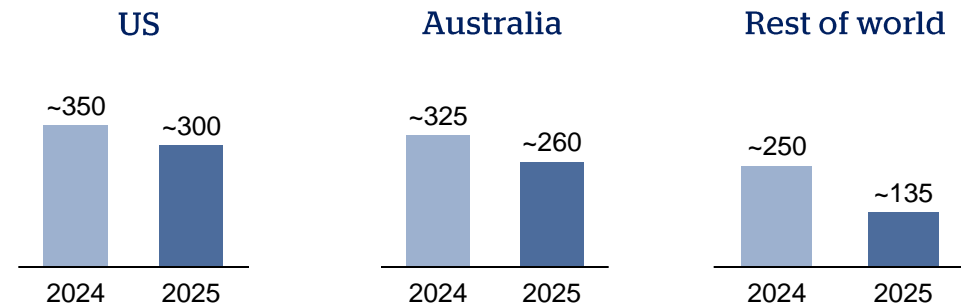


Reinsurance update

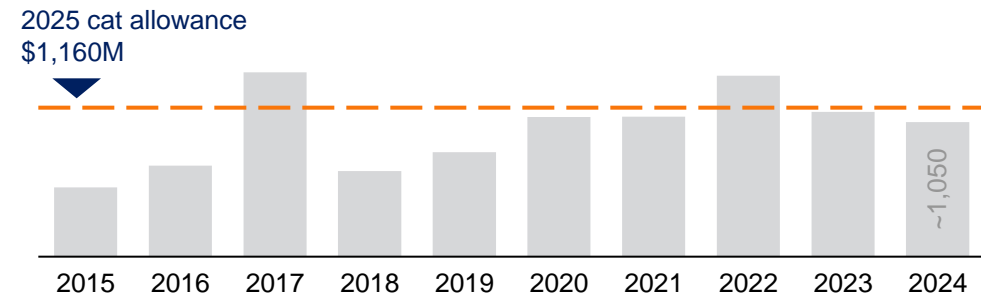
2025 reinsurance renewal completed broadly as expected

- 2025 reinsurance program remains broadly consistent
- Lower catastrophe retentions achieved on account of recent portfolio optimisation initiatives (from \$400M to \$300M)
- 2025 catastrophe allowance set at \$1,160M. Probability of sufficiency remains ~80th percentile, consistent with prior year
- Vast majority of reduction in 2025 CAT allowance versus prior year relates to non-core property exits
- “As if” analysis highlights the 2025 allowance would have proven adequate in 8 out of the last 10 years. This analysis overlays the 2025 reinsurance program against QBE’s historic catastrophe claims experience (adjusted for inflation and business exits)
- In January 2025, Bridge Street Re launched its first catastrophe bond, providing QBE with \$250M of collateralised reinsurance protection for Named Storm and Earthquake covered events occurring in the US

Likely Group-wide maximum insurance event retention (\$M)¹



2025 catastrophe allowance “as if” analysis (\$M)



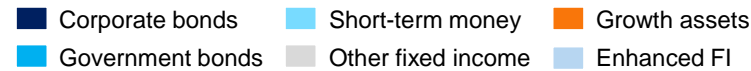
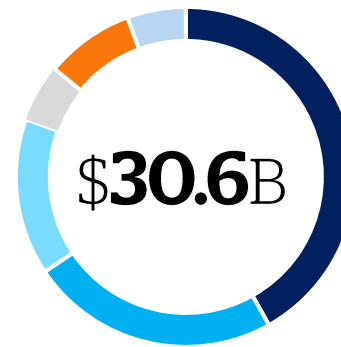
Note:

1. Assumes a single-occurrence, multi-divisional major event for peak perils reflecting insurance risk only, noting International writes policies globally.

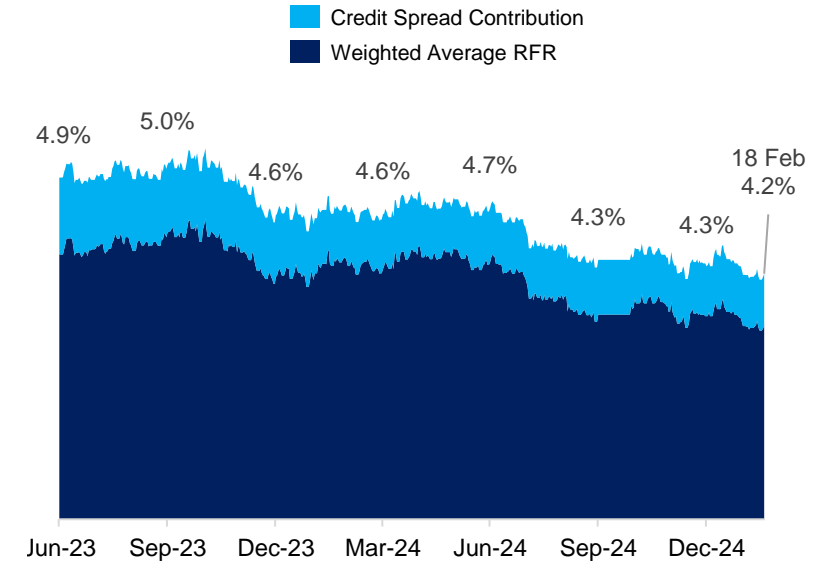
Investment portfolio performance

FY24 investment return	\$M	%
CFI return (ex-risk-free rate)	1,219	4.6
Credit spreads MTM	63	0.3
Risk assets	295	7.5
Expenses and other	(89)	(0.3)
Net return	1,488	4.9

Investment portfolio

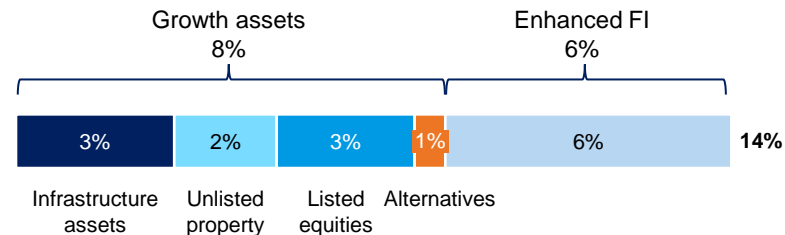


Core fixed income yield



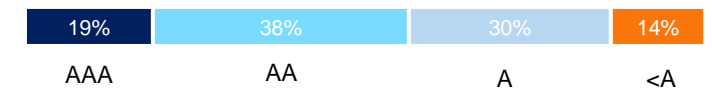
Risk assets

14% of total FUM



S&P security grading

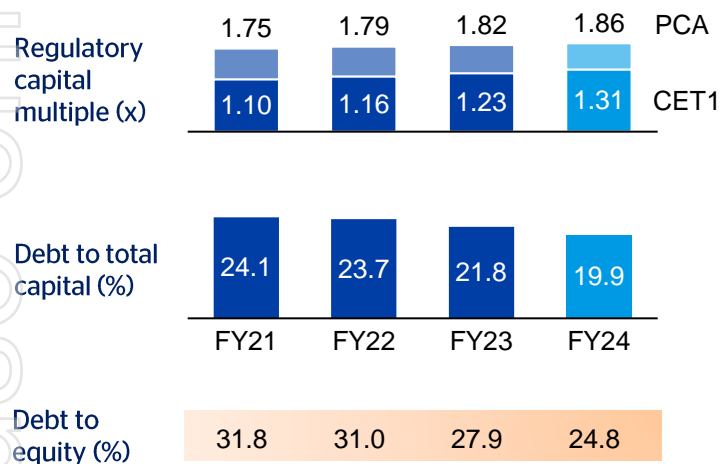
Fixed income and enhanced fixed income



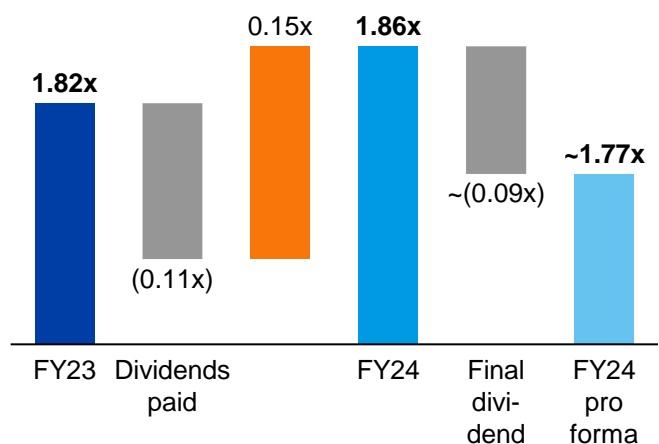
- Broadly stable core fixed income yield, exiting FY24 at 4.3%
- Total core fixed income duration of 2.4 years

Balance sheet and capital management

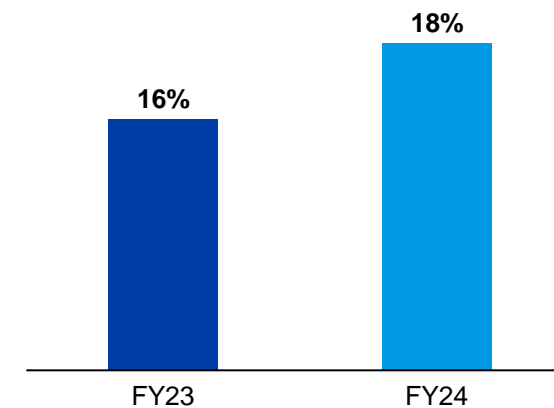
Key capital metrics



APRA capital PCA multiple



Adjusted return on equity



- Strong capitalisation, with continued improvement in the quality of capital
- Gearing comfortable relative to 15-30% debt to total capital target range

- Regulatory capital at the top end of our 1.6x-1.8x target range
- Final dividend to reduce capital by ~9pts
- Capital above S&P 'AA' level

- Encouraging resilience and improvement
- Higher for longer interest rates support outlook for favourable returns

2025 Outlook

Extending a track record of growth, strong returns and greater resilience

Gross written premium

- 2025 constant currency GWP growth of around the mid-single digits

- Premium rate increases expected to remain supportive
- Markets remain conducive to the execution of our growth strategy
- Portfolio exits to impact GWP by ~\$250M

Combined operating ratio

- Consistent low-to-mid 90s COR through-cycle
- FY25 COR of ~92.5%

- Underlying business settings continue to improve
- Drag from the non-core segment expected to broadly halve
- 1Q25 update on 9 May 2025

Investment returns

- FY24 exit yield of 4.3%

- Investment portfolio broadly at target mix

Appendix



Key metrics summary

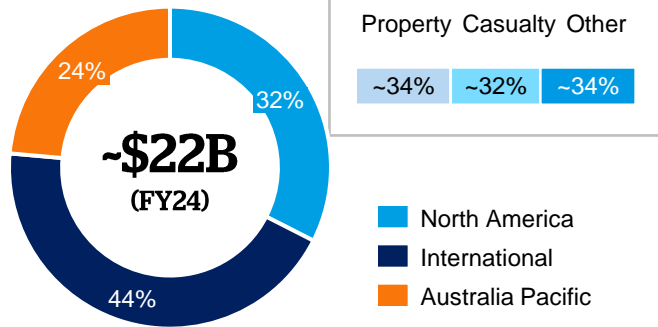
		Group		North America		International		Australia Pacific	
		FY23	FY24	FY23	FY24	FY23	FY24	FY23	FY24
		Gross written premium	\$M	21,748	22,395	7,555	7,277	8,802	9,837
Insurance revenue	\$M	20,825	21,778	7,529	7,220	8,000	9,101	5,294	5,457
Net insurance revenue	\$M	16,599	17,807	4,790	4,891	6,921	7,931	4,881	4,985
NIR (ex-Crop and LMI)	\$M	14,784	15,749	3,136	2,998	6,921	7,931	4,720	4,821
Net claims expense	\$M	(10,805)	(11,249)	(3,497)	(3,393)	(4,151)	(4,749)	(3,126)	(3,146)
Net commission	\$M	(3,044)	(3,153)	(1,037)	(1,002)	(1,241)	(1,391)	(761)	(753)
Expenses and other income	\$M	(1,954)	(2,171)	(436)	(442)	(803)	(898)	(679)	(688)
Insurance operating result	\$M	796	1,234	(180)	54	726	893	315	398
Ex-cat (ex-Crop, LMI, RA)	%	54.2	53.3	57.1	55.7	51.0	50.9	56.0	56.6
Ex-cat (ex-RA)	%	56.0	56.1	63.4	65.9	51.0	50.9	55.0	55.5
Ex-cat claims ratio	%	59.1	59.7	65.7	68.2	54.3	55.1	58.2	59.1
Catastrophe claims	%	6.6	5.9	4.9	4.6	6.6	5.7	8.4	7.5
Prior year development	%	(0.6)	(2.4)	2.4	(3.4)	(0.9)	(0.9)	(2.6)	(3.5)
Net claims ratio	%	65.1	63.2	73.0	69.4	60.0	59.9	64.0	63.1
Net claims ratio	%	65.1	63.2	73.0	69.4	60.0	59.9	64.0	63.1
Net commission ratio	%	18.3	17.7	21.6	20.5	17.9	17.5	15.7	15.1
Expense ratio	%	11.8	12.2	9.1	9.0	11.6	11.3	13.9	13.8
Combined operating ratio	%	95.2	93.1	103.7	98.9	89.5	88.7	93.6	92.0

		Group		North America		International		Australia Pacific	
		FY23	FY24	FY23	FY24	FY23	FY24	FY23	FY24
		Ex-cat claims	\$M	(9,808)	(10,625)	(3,150)	(3,336)	(3,761)	(4,368)
- CAY risk adjustment	\$M	(518)	(637)	(113)	(114)	(233)	(333)	(157)	(179)
Catastrophe claims	\$M	(1,092)	(1,048)	(234)	(223)	(449)	(453)	(409)	(372)
Prior year development	\$M	95	424	(113)	166	59	72	126	174
- PYD (Central estimate)	\$M	(225)	(21)	(200)	66	(57)	(124)	20	36
- PYD (Risk adjustment)	\$M	320	445	87	100	116	196	106	138
Net claims incurred	\$M	(10,805)	(11,249)	(3,497)	(3,393)	(4,151)	(4,749)	(3,126)	(3,146)
Ex-cat claims	%	59.1	59.7	65.7	68.2	54.3	55.1	58.2	59.1
- CAY risk adjustment	%	3.1	3.6	2.4	2.3	3.4	4.2	3.2	3.6
Catastrophe claims	%	6.6	5.9	4.9	4.6	6.6	5.7	8.4	7.5
Prior year development	%	(0.6)	(2.4)	2.4	(3.4)	(0.9)	(0.9)	(2.6)	(3.5)
- PYD (Central estimate)	%	1.4	0.1	4.2	(1.3)	0.8	1.6	(0.4)	(0.7)
- PYD (Risk adjustment)	%	(1.9)	(2.5)	(1.8)	(2.1)	(1.7)	(2.5)	(2.2)	(2.8)
Net claims ratio	%	65.1	63.2	73.0	69.4	60.0	59.9	64.0	63.1

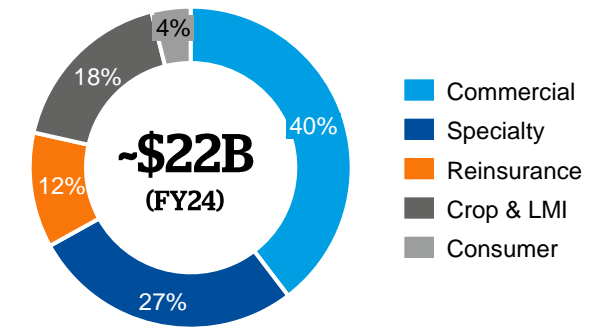
About us

QBE is an international P&C insurer focused on commercial and specialty (re)insurance, organised over three divisions

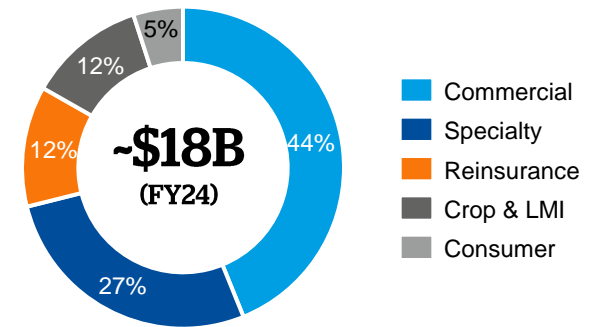
Gross written premium by division



Gross written premium by segment



Net insurance revenue by segment



Commercial

QBE holds long-established leading market shares in SME through middle-market commercial P&C segments in Australia and the UK, with a strong presence in Continental Europe and Asia

Notable franchises

- UK & Europe commercial
- Australia commercial
- Australia farm
- NZ commercial

Specialty

QBE is known for underwriting expertise across a diverse group of specialty classes, underpinned by our leading Lloyd's franchise

Notable franchises

- Lloyd's specialty business
- North America Accident & Health
- North America Financial lines
- Australia engineering

Reinsurance

QBE Re is a full platform, well diversified global reinsurance business, with presence in property, casualty and specialty segments

Crop & LMI

QBE holds leading market shares in two non-traditional P&C lines, providing crop insurance in North America, and lenders mortgage insurance in Australia

Consumer

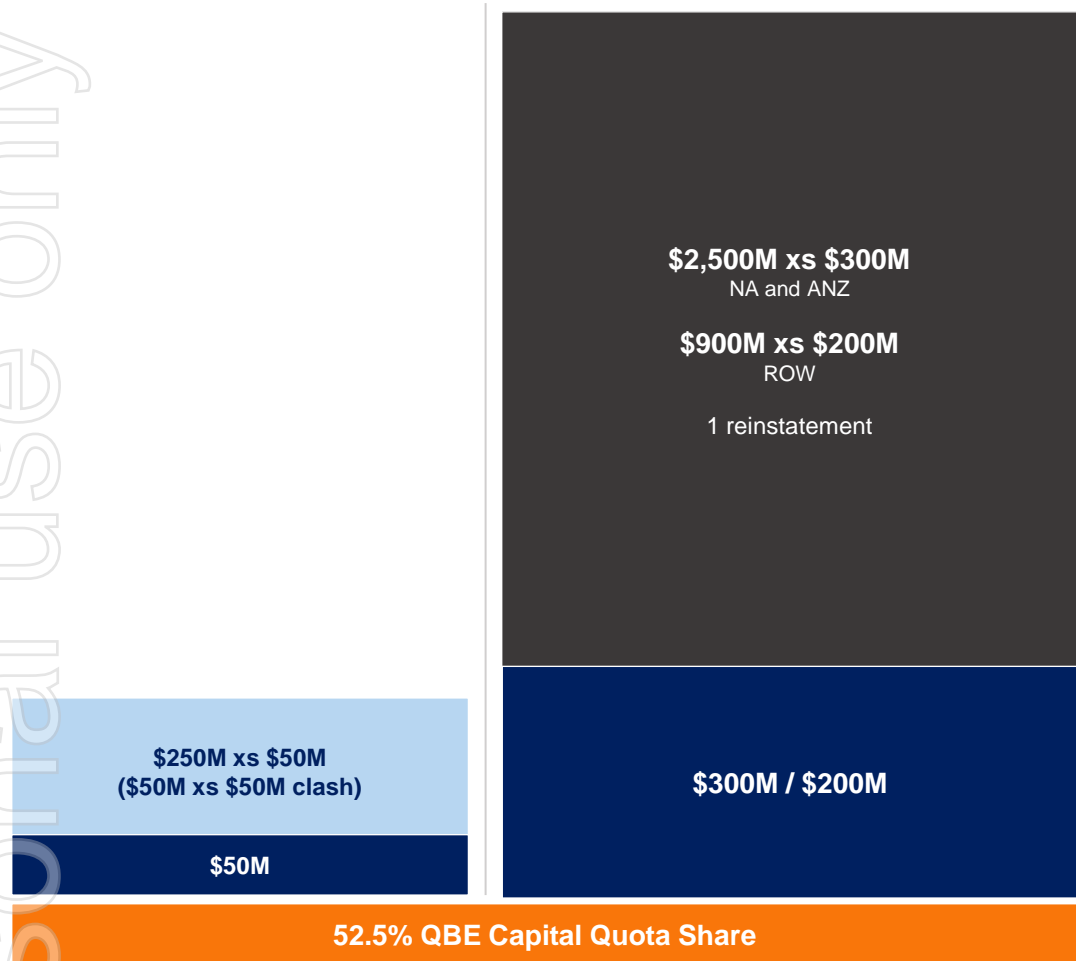
QBE has presence in the Australian personal lines segment, with a focus on home and motor products

2025 Simplified reinsurance program¹

Risk XOL

Cat XOL

Key covers¹



Catastrophe

- Main Cat XOL**
- 1st layer**
 - \$1.6B xs \$300M
 - NA & ANZ
- 2nd layer**
 - NA & ANZ: \$900M xs \$1.9B
 - ROW: \$900M xs \$200M
- 1 reinstatement**

Risk

- Risk**
 - Main cover \$250M xs \$50M
 - Clash section \$50M xs \$50M

Quota share

- QBE Capital**
 - 52.5% quota share on all XOL business

Other covers not highlighted

Buy Down

- Cat Pacific Island buy down**
 - \$80M xs \$20M
 - Partial placement

Risk

- Cyber**
 - Stop loss
 - 45% xs 80%, excluding QBENA
 - 15% xs 110%, QBENA only
 - 75% xs 125%, shared limit
 - Partial placement
 - 27.5% Quota Share

Note:

1. Program schematic and cover summary does not show all contracts, sub-layers, placement % or regional covers..

ersonal use only

Enabling a more resilient future

