# Annual Report 20 Lifetri Groep BV

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### Contents

1.	About Lifetri	4
	1.1. At a Glance	4
	1.2. Message from the CEO	5
	1.3. Composition of the Management Board and Supervisory Board	8
2.	Strategy	9
	2.1. Market environment	9
	2.2. Business strategy	9
	2.3. Progress on strategy	11
	2.4. ESG ambitions and progress	13
3.	Business developments	16
	3.1. Key figures	16
	3.2. Financial developments	16
	3.3. Asset management	18
	3.4. Capital management	19
	3.5. Subsequent events	22
4.	Governance and risk	23
	4.1. Foreword of the chairman of the Supervisory Board	23
	4.2. Report of the Supervisory Board	25
	4.3. Governance (including remuneration)	29
	4.4. Risk management	30
5.	Consolidated financial statements	39
	5.1. Consolidated balance sheet	
	5.2. Consolidated income statement	41
	5.3. Consolidated overview total result	42
	5.4. Cash flow statement	
	5.5. Accounting principles	
	5.6. Notes to the consolidated balance sheet	55
	5.7. Notes to the income statement	61
	5.8. Contingent liabilities and commitments	63
6.	Company financial statements	
	6.1. Balance sheet	
	6.2. Income statement	
	6.3. Notes to the company financial statements	
	6.4. Notes to balance sheet	
	6.5. Notes to the income statement	
	6.6. Contingent liabilities and commitments	
7.	Other information	71

7.1. Appropriation result according to the Articles of Association	71
7.2. Independent auditor's report	71

### 1. About Lifetri

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#### 1.1. At a Glance

Lifetri Groep (Lifetri) is a Dutch insurance company with a history that goes back seventy years. The name Lifetri was chosen in 2018 as a reference to the growth ambitions of the company and also refers to Lifetri's roots in Dutch society.

Lifetri is located in the Netherlands and under supervision of the Dutch regulator, De Nederlandsche Bank ("DNB"). It is a customer orientated company aiming at the long-term needs of customers. Lifetri focusses on guaranteed pensions, term life and funeral insurance in the Netherlands, servicing approximately 550,000 customers.

Lifetri currently provides pension guarantees to (former) employees of Allianz Nederland, a Dutch insurance company, and to (former) employees of Klaverblad cooperation, a Dutch cooperative insurance company. In 2020, Lifetri took over the liabilities of Stichting Pensioenfonds Allianz Nederland Groep (SPANG). In 2021, this sizeable transfer of the pension arrangements was finalized with a seamless and timely implementation, done to the satisfaction of the former pension fund and its participants. In 2022, Lifetri strengthened further its base in pension insurance with the renewal of the contract with Klaverblad cooperation. In total Lifetri's pension liabilities amount to more than € 1 billion.

Lifetri's principal shareholder is Sixth Street, a leading global investment firm with approximately US\$65 billion in assets under management and committed capital. Sixth Street pursues investments, such as Lifetri, and strategic partnerships in the insurance and reinsurance industry through its Sixth Street TAO platform with current investor breakdown showing long-term investors, such as pension funds and sovereign wealth funds accounting for ~80%. In addition to Lifetri, the Sixth Street TAO platform holds other dedicated pension and insurance affiliates, including Talcott Financial Group in the US and Clara Pensions in the UK. The long-term commitment of Sixth Street perfectly fits Lifetri's long-term view of creating value for individual customers, pension members, as well as Lifetri.

#### 1.2. Message from the CEO



Philippe Wits, CEO Lifetri

"I think it is fair to say that 2022 was an unprecedented year: the Russian invasion into Ukraine, supply chain disruptions, rising inflation, unprecedented volatile financial markets with rapidly rising interest rates and rising inflation. Notwithstanding the sadness we all have for the humanitarian losses caused by the ongoing war, I'm glad that we can now look back and say that we have been able to cope with these times of turmoil. We have continued to invest steadily in our strategic asset mix, improving further our risk adjusted returns. Moreover, despite shortages on the labour market, we have been able to hire and retain talent while continuing to build on the scalability of the organisation.

And most importantly, we've been able to offer our customers tangible security, varying from our Allianz clients where we meet our guaranteed indexation level, the renewal of the pension contract with Klaverblad cooperation and we continued to service our customers in funeral insurance providing assurance that there are sufficient resources to meet their funeral entitlements.

During 2022, we were also very pleased to welcome two new members of the Supervisory Board: Peter Borgdorff as Chairman, replacing Herman van Hemsbergen, and Andrew Birrell, replacing Nils Albert. Peter is a highly experienced director in the financial sector and an authority in the Dutch pension market. Andrew is an experienced director at multiple regulated companies with deep background in insurance regulatory and capital management matters. I'm happy that we are able to leverage on their deep knowledge and experience in the pension and insurance sector.

#### **Personal approach**

Lifetri's client centric strategy differentiates itself through a strong focus on offering guarantees to customers and giving customers the best service possible. In an environment where providing guarantees is getting less and less common, this is where we distinguish ourselves. When servicing our customers, we are aware that the conversations and dialogue we have with them centre around living in uncertain times. Providing guarantees gives our customers the basis and

ease of mind to be more self-assured. Having a legacy free and fully cloud-based administration system enables us to respond quickly to our customers' evolving needs.

#### Partnerships

Building solid partnerships is at the core of what we believe we need to do to be able to help the market in this ambitious pension transition. Over the last years we have built a scalable pension platform. Together with our reputable partners, we bring together sizeable capital resources, global pension expertise, reliable operational platforms, innovative product solutions and solid risk management tools. We are therefore not just another insurance company doing buy-ins and collective value transfers. With our strong capabilities and execution capacity we aim to offer a wide range of bespoke long-term insurance solutions. Ultimately we strive to offer any pensioner the option to obtain a guarantee.

2022 was also about strengthening relationships with the boards of pension funds to discuss the options following the new pension reform that is expected to come into effect mid-2023 and building further relationships with various partners. I'm pleased to see that our vision that consumers have a strong need for guarantees is gaining traction. But we also realise that it is a vision that requires explanation and persistence, as well as tangible solutions and propositions.

On this journey, we are very pleased with our principal shareholder and partner, Sixth Street, as they share our long-term view. Their philosophy perfectly fits our strategy and their support goes beyond capital, as they give us access to smarter instruments, their network and knowledge. For outsiders it's good to understand that the US\$ 26 billion fund from which they invest in Lifetri, is fully focused on long-term value creation and has no fixed realization date. Sixth Street can therefore take a long-term view on their strategic investments. Also, the long-term investors in this fund, such as pension funds and sovereign wealth funds accounting for ~80% have a similar long-term horizon as Lifetri and know the pension business well. Furthermore, Sixth Street owns Talcott Financial Group in the US overseeing US\$ 122 billion in liabilities and surplus for approximately 1 million customers, emphasizing the importance and their focus on insurance.

Our shareholder supports our long-term view of creating value for both the customer, as well as Lifetri. They provide us with an appropriate cost of capital, allowing us to adopt an investment strategy which benefits the customers. The large size of the fund provides us with security to obtain more capital over time when we grow the portfolio with new liabilities. Furthermore, it allows us to manage our balance sheet on an economic basis with acceptance of the volatility this has on results and solvency within the regulatory framework of Solvency II. I'm pleased that our bondholders, who are another important source of capital for Lifetri, have also embraced our strategy and way of thinking. The entire Board is fully confident that this economic approach is in the best interest of all our stakeholders.

#### Outlook

Looking at the market, we strongly believe that the pension transition in the Netherlands will call for different and innovative solutions and a higher demand for guarantees. We will continue to engage with pension funds on the options available and help them in their decision making following the new pension law. I am very pleased that due to the recently announced relationship with Legal & General we can approach the market together and further accelerate the transition of the Dutch pension system which I, and many others with me, are much looking forward to.

#### Acknowledgements

On behalf of the Management Board, I would like to thank our employees without whom we can't serve our customers, our shareholder for their continued support, our bondholders who gave us their confidence, all our partners, and the boards of pension funds that were open to discussing the future of pensions and, like us, want to ensure that we provide pensioners the retirement they deserve."

Philippe Wits,

**Chief Executive Officer** 

#### 1.3. Composition of the Management Board and Supervisory Board

The composition of the Management Board (MB) and the Supervisory Board (SB) of Lifetri Groep BV is shown below.

#### **Supervisory Board**









P.J.C. Borgdorff, Chairman A.S. Birrell

H. Eggens

R. Singhal

#### **Management Board**



P.D.A. Wits, CEO

J.P.M. Rijken, CIO

R. Zomer, COO

M.R.E. Harkema, CFRO

In performing their duties, the MB and SB are supported by a company secretary, E.J. Bijzitter.

Lifetri Groep BV,

Bisonspoor 3002,

3605 LT Maarssen

www.lifetri.nl

### 2. Strategy

#### 2.1. Market environment

In the year 2022, the world was confronted with various challenges: the Russian invasion of Ukraine, supply chain disruptions, rising inflation, rapidly rising interest rates and volatile financial markets. These developments impacted Lifetri in its investments and capital management.

In this challenging macro environment, Lifetri believes the life market offers plenty of growth opportunities as demand for guarantees remains strong. Our long-term view combined with solid risk management and strong capital backing ensures that we can keep that promise. A promise to offer Dutch customers the financial means to live the retired live they want and assurance that there is sufficient means for their funeral.

#### **Pension reform**

The upcoming pension reform in the Netherlands will be the main driver of growth for Lifetri. After a long period of preparations, end of 2022 the Dutch House of Representatives approved on a new pension law, which will result in an unprecedented change in the Dutch pension schemes. Once approved by The Senate, the law will come into effect. Anticipating the new pension law, (the boards of) pension funds have started exploring alternatives and will take final decisions on the transition of the current accrued entitlements to the new system. Lifetri strongly believes, grounded in multiple risk preference research, that guaranteed solutions will be part of the considerations and often can be in the interest of (specific groups of) the funds participants. Our unique proposition, with our offering of guaranteed solutions, positions us well to grow our business on the back of this reform.

#### 2.2. Business strategy

Lifetri's client centric strategy differentiates itself from other insurers by a strong focus on offering guarantees to customers and giving customers the best service possible. Lifetri is a Dutch medium-sized insurance company with around 550,000 customers in both pension and funeral insurance, and manages circa € 1.8 billion of assets. The ambition is to grow to over € 10 billion in assets by 2025. This strategy and growth ambition is fully supported by Lifetri's principal shareholder, Sixth Street.

Lifetri has a unique service book strategy with a strong focus on long-term guarantees. Lifetri provides flexible and tailor-made solutions to both pension funds and life insurers. This service book strategy is focused on the paid-up entitlements of former pension fund members and the funeral insurance customers. Apart from the consolidation of (pension) insurance portfolios, Lifetri does not write new business.

This specialized product offering enables Lifetri to offer a unique and distinguishing proposition to the pension funds and its participants:

- transfers of participants entitlements are quick, predictable and carry little to no transaction risk;
- future additions of portfolios benefit from a no-legacy platform. In contrast with other players in the market, there is no administrative complexity following historically built-up portfolios; and
- the relatively simple and manageable IT landscape ensures low costs and high service levels. Consequently, Lifetri can respond quickly to any legislative changes.

For the funeral portfolio, Lifetri's strategic focus is fully on servicing the existing customers in an impeccable, friendly and efficient manner to provide them long-term security. Lifetri does not write new business in its funeral portfolio and instead focusses on its existing customer base.

#### Lifetri is well prepared for upcoming pension reform in the Netherlands

In 2022, Lifetri diligently continued to build a scalable platform, enabling Lifetri to smoothly absorb insurance back-books and offer customers lifetime certainty with innovative guaranteed solutions.

Although in 2022 transaction volumes in general in the Netherlands were still low, Lifetri expects a large inflow of demand for guarantee-books, especially in the pension area, in the years to come.

To make sure that Lifetri is well prepared to absorb the expected growth in demand and to safeguard that the wishes of the pension fund and its participants can be properly fulfilled, over the last years Lifetri has:

- 1. built up an experienced team of (pension) professionals,
- 2. invested in a modern and scalable insurance platform, and
- 3. entered into several partnership agreements to safeguard capacity in the areas of for example reinsurance, hedging and implementation.

#### Professionals who help support the pension funds and its participants

In the past years, Lifetri has built up strong expertise about how to best assist the (board of) pension funds and its participants in their decision-making process in which the interests of all stakeholders are carefully considered.

#### A modern and legacy free insurance company

Outstanding and predictable service levels are an important condition in the success of the Lifetri strategy. In 2022, Lifetri finalised the implementation of a modern and modular IT platform with the migration of the funeral portfolio to the target infrastructure. On top of that a new backend system for the pension portfolio was successfully implemented and the existing pension customers were seamlessly migrated to the new system. The current fully cloud based IT set up is secure, future proof and sufficiently scalable to address the market opportunity at hand.

#### A platform for partners who share our vision

The current setup of the platform enables Lifetri to respond efficiently and innovatively on demands of the customer. Lifetri is of the opinion that the established relationships with its business partners is creating a competitive advantage and therefore are imperative to deliver on the strategic goals. Lifetri will continuously monitor whether adding additional partners to the platform can improve the proposition towards customers and secure capacity on scarce resources in the pension space.

The upcoming pension transition and consequently the expected strong increase in the demand for guarantees, will require a significant amount of additional capital and other risk absorption (like inflation hedging and longevity) in the Dutch insurance system. Lifetri is pleased with the long-term commitment of its shareholder and the recently announced long-term relationship with Legal & General, to invest in Lifetri fully supporting the growth ambitions.

#### 2.3. Progress on strategy

#### Strong progress on most important strategic objectives

In 2022, Lifetri again made significant progress in achieving its long-term strategic goals and also achieved satisfactory results on the shorter-term deliverables of the business plan.

Plans have been defined and executed in each of the following areas:

- 1. continued implementation of the strategic asset allocation;
- 2. partnering and innovation to accommodate needs of pension funds;
- 3. realisation of the full migration of all former Klaverblad individual policies; and
- 4. development of staff and organization.

#### 1. Continued implementation of the strategic asset allocation mix

As the main constituent of Lifetri's revenue model, the execution on the strategic asset allocation and consequently the gradual improvement of the risk-adjusted return profile is imperative. By selecting and adding new managers to the platform and by tight oversight of their performance, the 2022 goals on asset returns have been realised. On top of that, policies that support the implementation have been enhanced with features of new instruments, and adjusted following the impact of the significantly changed interest rate environment on the composition of the balance sheet. Furthermore, rebalancing assets, managing liquidity constraints due to the use of derivatives, enhancing insights of tax impacts, and improving the management of our network of investment managers, clearing brokers and custodians were focus areas.

#### 2. Partnering and innovation to accommodate needs of pension funds

Lifetri's approach to provide pension funds with tailor-made solutions has been further extended with the addition of innovative combined offerings with selected partners. Blended solutions of conditional entitlements on the one hand and guarantees for specific participants on the other have been developed. Furthermore, longevity risk solutions to efficiently leverage and adapt our balance sheet to the potential needs of pension funds have been fully embedded. The completion of a scalable pension administration system with our partner Visma Idella and the seamless realisation of the full migration of all former Klaverblad and Allianz policies to the target landscape is another concrete proof point that Lifetri is ready to implement new pension customers and secure the desired service levels to participants.

#### 3. Realisation of the full migration of all former Klaverblad individual policies

In 2022, Lifetri finalised the multi-year project of implementing a new future proof IT landscape, including the migration of all former Klaverblad policies to the new core system.

#### 4. Development of staff and organization

In 2022, Lifetri re-assessed the target operating model in terms of staff, based on the outlook of the business plan. The organisational model is flexible and structured to allow people to work in multidisciplinary teams and across multiple products. Furthermore, processes were streamlined through continuous improvement (lean). Our colleagues have been empowered to come up with improvement ideas to increase quality of service and productivity. The reliance on external hires decreased significantly because of the above-mentioned projects.

The service department for intermediaries and the three individual policy administration departments have been combined in one department working towards one process and one system. Regulatory reporting has been split off from the activities related to balance sheet management and is now combined with the finance department. In this new organisational setup both regulatory reporting and the forward-looking management of assets and liabilities will have undivided focus. The cooperation with external advisors, shareholder and other stakeholders

has intensified and further improved being mindful of each other's roles and responsibilities in Lifetri's system of governance.

Staff engagement remained stable at a satisfactory level even though projects, reporting demands and commercial endeavours put a heavy workload on staff.

#### 2.4. ESG ambitions and progress

Well-being of customers, employees, and all other stakeholders is an important cornerstone in everything that Lifetri does. Lifetri also takes care of the planet by investing responsibly, pursuing a sustainable society for current and next generations.

In 2022, Lifetri made progress in its sustainability endeavours. Building on its self-assured mission, the UN Sustainable Development Goals (SDG) 3, 4 and 13 and its Responsible Investing policy, Lifetri set the first ESG (Environment Social Governance) ambitions and made further progress in its execution of the Responsible Investing policy.

#### **ESG Ambitions**

Inspired by the self-assured mission and with the aim of making the sustainability policy concrete, three sustainability themes have been identified. These themes are:

- Lifetri is a good employer for its employees;
- Lifetri applies a client centric approach in its operations; and
- Lifetri aims to provide a sustainable future for current and future generations.

#### Good employer

This theme fits well within the values of Lifetri. Self-assured also implies that employees feel welcomed and respected. That inclusivity is not a target, but a given. An inspirational environment, where creativity and learning are important competences. Such an environment is essential for Lifetri to attract a divers and highly skilled workforce. This is essential to be and remain successful. Lifetri's ambition is to empower people by:

- having meaningful dialogue;
- facilitating lifelong learning; and
- being aware of the Lifetri DNA.

Lifetri aims to be a diverse and inclusive organization, because we believe that these are the organizations of the future. We strive to create an environment where all our employees are given equal and fair opportunities and where everyone feels valued and secure. We aim for diversity not only in terms of back ground (gender, nationality, age, educational background, religion, sexual orientation etc), but also across personal experiences, characteristics and the

different skills that people bring. In terms of gender diversity, Lifetri formulated the following objective for the coming years: the ambition by 2027 is to have at least 33% male and female in the SB, the MB and the leadership team.

#### Client centricity

Lifetri is focused on supporting customers to make conscious decisions. Comprehensible information and communication is imperative to safeguard that customers – consciously – make choices that are in line with their objectives and desires.

#### Sustainable future for current and future generations

Within the theme Sustainable future for current and future generations Lifetri focuses on the impact of climate change. Key focus areas of Lifetri are the reduction of greenhouse gases and preservation of biodiversity, as both are essential for a liveable world. To make a meaningful contribution Lifetri has set the following ambitions:

- by 2050, Lifetri is a net zero carbon issuer; and
- Lifetri supports biodiversity preservation.

In 2023, Lifetri will give further substance to the themes and ambitions by, where possible, formulating clear goals and regularly report on them.

#### Progress

During 2022, in order to grow towards the strategic asset allocation, Lifetri introduced again additional asset classes and selected a number of new external asset managers like for instance Private Equity. As part of the selection process, Lifetri focused on how these selected asset managers can support its ESG ambitions. During the selection process Lifetri assessed the asset manager's investment process to see to what extent ESG has been truly integrated. In addition, the ESG ambition of the asset manager itself is also a crucial element in the assessment. Moreover, the asset managers realisation of, or progress towards realisation of, the SFDR 8 or 9 qualification with regards to the relevant investment strategy has been an important element in the selection process. These qualifications are important for Lifetri as it enables the company to build a sustainable investment portfolio. Additionally, all selected managers have committed to the guidelines and restrictions stated in Lifetri's Responsible Investment policy.

In the quarterly review meetings with the external managers, sustainability is a topic of growing importance. As the regulatory requirements with respect to sustainability reporting increase, sustainable data availability and quality will improve and will subsequently lead to more constructive dialogues.

Lifetri's Responsible Investing Council (RI Council) held four meetings in 2022. The RI Council discussed various topics and advised the Asset & Liability Committee (ALCO) where appropriate

on topics including the EIOPA Risk Assessment for the ORSA, the development of the investment portfolio, the longer-term ambitions with regard to sustainability and the decision to join the collective engagement program to support biodiversity. The latter are engagement activities by a large group of institutional investors as their collective activity gains more weight in this case against food producers to preserve biodiversity.

### 3. Business developments

#### 3.1. Key figures

in thousands of euros	2022	2021
Shareholder's funds	180,199	259,767
Eligible own funds	174,789	279,761
Solvency capital required (SCR)	120,057	152,278
Solvency II ratio	146%	184%
Pro-forma Solvency II ratio	154%	-
Net premiums earned	69,036	76,603
Claims and benefits paid	33,161	30,979
Total operating expenses	28,017	28,275
Net result	-79,567	-103,216
Employees (FTE)	89	98

Note: The pro-forma Solvency II ratio, is the year-end solvency including the capital contribution of € 10 million.

#### 3.2. Financial developments

#### Introduction

Lifetri manages its balance sheet on an economic basis. Given some material and less economic elements in the Solvency II framework, such as the Ultimate Forward Rate (UFR), the last liquid point which is the basis of the interest rate projection and the extrapolation method of the interest rate curve, Lifetri's Solvency II coverage ratio is volatile. This volatility is amplified by the specific characteristics of Lifetri's balance sheet with very long dated pension and funeral liabilities. As a result of this and Lifetri's deliberate choice to manage on an economic basis instead of strictly on Solvency II, both the financial net result and the Solvency II coverage ratio are sensitive to interest rate movements.

The volatility of the Solvency II ratio is translated in Lifetri's capital management policy and consequently in the capital steering levels. These steering levels include significant buffers on top of the Solvency II threshold of 100%, safeguarding that Lifetri always delivers on the promises towards policyholders and always has capacity to absorb rare and unlikely stress scenarios as required by Solvency II.

Should the ratio however drop to levels below Lifetri's target zone of 135%, the norm solvency, Lifetri is pleased with the long-term commitment of its shareholder to support the Solvency Il ratio.

#### Results

In 2022 Lifetri experienced strong underlying financial performance in line with its business plan. Business capital generation increases year by year due to growth towards the strategic asset allocation, reflecting a strong positive performance above the UFR which is required to secure the entitlements of policyholders.

Market movements had a negative impact to the own funds driven by strong rate increases throughout the year. Given Lifetri's hedging strategy this led to a decrease in own funds and as a result of that a drop in the Solvency II coverage ratio. At the same time the "uneconomic" positive impact of the UFR on the liabilities decreased significantly showing a strong economic value creation of Lifetri in 2022. Apart for rate developments increased asset spreads also lead to a reduction in own funds. Moreover, the expense provisions were strengthened to reflect further investments in Lifetri's pension platform. Overall, the 2022 net result improved to € -79.6 million from € -103.2 million in 2021. Shareholder's funds reduced from € 259.8 million to € 180.2 million as of year-end 2022. Both the shareholder's funds and the net result do not reflect the positive development of the reduction of the UFR impact by € 1,081.3 million.

Net premiums earned were € 69.0 million reflecting the discontinuation of individual life new business and gradual decrease of the portfolio. Total operating expenses in 2022 decreased to € 28.0 million from € 28.3 million in 2021 since the necessary investments reduced gradually. Interest rate increases reduced both the value of assets and liabilities significantly. The total assets dropped from € 2,502.4 million to € 1,737.2 million.

#### Change in accounting principles

In 2022, Lifetri changed its accounting principles. In 2020 Lifetri Groep acquired Klaverblad Levensverzekering renamed to Lifetri Verzekeringen. As part of the accounting policy for life insurance liabilities a Purchase Price Adjustment (PPA) was determined as per acquisition date consisting of the difference between a market value based on a market discount rate (swap) without using the Ultimate Forward Rate (UFR) and the market value based on Solvency II principles. The PPA at the acquisition date amounted to € 300 million and was being amortised over twenty-one years.

Due to the observed increase in interest rates over 2022, the application of the PPA did not provide a reliable insight in the financial statements anymore as the amortization schedule of the PPA was based on the expected interest levels at the time of acquisition. Hence, a

change in accounting policy to the insurance liabilities is performed. Throughout the group the Solvency II requirements for measurement of the insurance liabilities are applied, providing a more reliable insight and alignment within the group. The effect of the change is an increase of shareholder's equity as per year-end 2022 by € 179.5 million and of a reduction of the net result of € 27.3 million negative.

#### 3.3. Asset management

To support Lifetri's current customers and its growth strategy, Lifetri set-up an Investment Plan in 2021 to transform the portfolio towards the so-called Strategic Asset Allocation portfolio (SAA), which is a balanced portfolio that on the one hand supports the business, and at the other hand mitigates interest rate and inflation risks.

In 2022, the second year of the Investment Plan, private equity, supply chain finance and infrastructure equity were approved as additional asset classes. For both private equity and supply chain finance external asset managers were selected, and the first investments were made. Investments in residential mortgages, commercial real estate debt and direct lending continued according to plan.

Capital markets were dominated by the Ukraine war and the subsequent increase in energy prices in 2022. Together with the already existing supply chain imbalances, inflation picked up rapidly across the globe. Interest rates increased sharply on the back of central banks fighting to bring these high inflation numbers down.

The sharp increase of interest rates had an impact on the interest rate sensitive assets and the derivates portfolio. Lifetri makes periodic analyses of how the portfolio would develop in a rising rates environment. Given our comprehensive, forward-looking liquidity monitoring and sufficient liquidity measures, Lifetri's liquidity position has been solid throughout the year.

While the growth of the developed economies slowed down, the quality of the investment portfolio remained very strong. At this point in the economic cycle the downturn has had very little impact on the asset categories Lifetri is invested in. Strong and proven underwriting capabilities is one of the key criteria for the asset managers selected. This has supported the underlying portfolios to perform well. Please refer to paragraph 6.4 for a more detailed insight of the composition of Lifetri's investments.

#### 3.4. Capital management

in thousands of euros	31 December 2022	31 December 2021	
Share capital	173,897	173,897	
Reconciliation reserve	-65,828	29,724	
Subordinated liabilities	73,738	79,925	
Net deferred tax assets	75,646	56,145	
Available own funds	257,453	339,691	

in thousands of euros	31 December 2022	31 December 2021
Solvency capital requirement		
Market risk	72,410	56,668
Counterparty risk	8,394	10,891
Life underwriting risk	104,007	117,986
Diversification	-41,155	-38,303
BSCR	143,656	147,242
Operational risk	5,902	8,378
LACDT	-29,501	-3,342
Total solvency capital requirement	120,057	152,278
Eligible own funds	174,789	279,761
Solvency II ratio	146%	184%
Pro-forma Solvency II ratio	154%	-
Minimum Capital required ratio	307%	385%

#### **Movements of Available Own Funds**

in thousands of euros	2022	2021
At 1 January	339,691	357,982
UFR step down	-32,477	-26,257
Model changes	2,858	1,111
Unwind	17,174	11,612
Portfolio development	11,823	1,972
Economic assumptions	-85,613	-84,658
Non-economic assumptions	-28,198	-9,697
Unexplained	6,599	7,701
Net taxes & tiering	25,595	-
Addition of subordinated debt	-	79,925
At 31 December	257,453	339,691

#### Introduction

Lifetri's capital management aims to protect policyholders' rights, comply with regulatory requirements, and ensure that financial setbacks can be absorbed without endangering the continuity of the business and strategy. Therefore, Lifetri holds an additional buffer, apart from the technical reserves and the regulatory solvency capital requirement (SCR). The target solvency level is set at 160%, while the norm solvency level, our desired minimum level, is set at 135%. These levels have been affirmed in 2022.

Lifetri operates in an environment that is regulated by Solvency II. The Solvency II framework demands the use of certain parameters that deviate from the financial markets, most notably with respect to the interest rate curve that is used to discount liabilities. As there are no observable interest rates for (very) long-term liabilities, the regulatory authorities prescribe the use of the so-called ultimate forward rate (UFR) in the interest rate curve. This means that discount rates beyond a certain point (the last liquid point) converge to this UFR. The last liquid point is set at 20 years. As a result, in the current situation that the UFR is higher than the market rate, the value of liabilities due in 20 years and beyond is lower than the value based on market rates. The UFR is part of the EIOPA Long-Term Guarantee measures that were aimed at reducing the effect of artificial volatility for long-term insurance products.

Lifetri has very long dated liabilities. Both the pension and the funeral liabilities last beyond the last liquid point of twenty years up to one hundred years.

The observable interest rates in the financial markets deviate significantly from the EIOPA interest rate structure. As per end 2022, the thirty-year swap was 2.53% while the EIOPA rate was 2.89%, and the fifty-year swap was 2.06% while the EIOPA rate was 3.06%.

In its interest risk hedging policy, Lifetri chooses not to exactly hedge the Solvency II coverage ratio as Lifetri manages its balance sheet on an economic basis. Lifetri, having no view on interest rate, targets a low SCR interest. Therefore, the Solvency II coverage ratio is sensitive to interest movements.

The interest hedging strategy is calibrated in such a manner that an interest movement that adversely impacts the Solvency II coverage ratio is economically beneficial.

Lifetri does not have an appetite for inflation risk. The inflation guarantee in the pension liabilities are hedged on a cash flow basis with the derivatives. Based on Solvency II the liabilities are slightly overhedged. The inflation risk in the expense provisions is hedged with inflation linked bonds, where Lifetri considers the central banks to manage the inflation at 2% over time ultimately. Second order effects to the cost assumptions and the risk margin due to inflation had an adverse impact.

Lifetri reinsures its longevity risk up to 85% with Hannover Re.

in thousands of euros	Lifetri Verzekeringen	Lifetri Uitvaartverzekeringen	Lifetri Groep
Eligible own funds	126,183	44,583	174,789
Solvency capital requirement	91,721	31,240	120,057
Solvency II ratio	138%	143%	146%

#### Developments

On 31 December 2022, the solvency level of Lifetri was 146% (2021: 184%), above the norm solvency level of 135%. The decrease of the solvency ratio in 2022 was predominantly caused by the decrease of the UFR per 1 January 2022 ( $\leq 25m$ ) and the strengthening of expense reserves ( $\leq 20m$ ) for investments in future growth of the pension platform. The net interest rate increase over the year also contributed negatively to the solvency ratio ( $\leq 60$  million).

In 2022, the rising interest rates impacted the Own Funds adversely by  $\in$  59.5 million gross of taxes. However, at the same time, the rising interest rates reduced the UFR impact on the technical provisions in 2022 by  $\notin$  1,040.2 million, a further improvement compared to 2021 when the reduction was  $\notin$  686.4 million. The reduction brought the regulatory solvency more in line with the economic solvency.

The negative impact on the regulatory solvency in case of rate increases is in line with the anticipated sensitivities and the result of deliberate choices Lifetri has made in its interest rate risk management. Lifetri's economic balance sheet improved significantly in 2022 because of the increased interest rates, which boosted the economic valuation of Lifetri and its creditworthiness to bond and policyholders.

Given the specific composition of the balance sheet, Lifetri's Solvency II sensitivities remain relatively high. As of December 2022, a fall of interest rates by 0.5% would have a positive impact on the Lifetri Group's Solvency II Ratio by 48%, while an increase in rates by 0.5% would have a negative impact by 37%. In practice, management intervention actions may further prevent risks. Especially under the current volatile market circumstances this may result in Solvency II ratios that are at the lower end of the desired target range. The aim of Lifetri's capital management policy is to always have sufficient buffers in the system to secure the rights of our customers. In this policy the long-term commitment of the shareholder and its willingness to support the Solvency II coverage ratio once the norm solvency would be breached, is an important cornerstone. This enables Lifetri to take economic decisions to stabilise the ratio.

In line with the capital policy, the shareholder injected € 10 million into Lifetri in March 2023 when the Solvency II coverage ratio approached the norm ratio. The capital injection increases the year-end pro forma norm ratio to 154%.

#### 3.5. Subsequent events

In March 2023 the shareholder injected € 10 million of capital into Lifetri Groep. Including the capital injection, the pro-forma year-end Solvency II coverage ratio is 154%.

Mid-March 2023, Lifetri announced plans to enter into a long-term strategic relationship with Legal & General under which Legal & General will support Lifetri as it expands to write further Dutch pension risk transfer (PRT) business for defined benefit arrangements. Lifetri is excited to continue to grow this relationship and with that be able to provide pension funds with sufficient capacity when they decide to opt for capital-backed insurance guarantees.

Maarssen, 26 April 2023 Philippe Wits Han Rijken Rutger Zomer Menno Harkema

### 4. Governance and risk

#### 4.1. Foreword of the chairman of the Supervisory Board



Peter Borgdorff, Chair Supervisory Board

"In 2022, Lifetri was confronted with exceptional volatile financial markets with rising rates and rising inflation. As Supervisory Board, we actively monitored these developments and were in close contact with the Management Board to discuss the impact on the execution of Lifetri's strategy. Looking back, we can say that Lifetri navigated well through this challenging year.

Good progress was made on all fronts: an increase of investment returns, attracting and retaining highly skilled employees, and the further implementation of a state-of-the-art pension platform without any legacies. The ability of Lifetri to keep delivering on its promise to offer guarantees to all its customers and furthermore maintaining the best service possible, even in these circumstances, is for me the most striking achievement. With its goal to provide guaranteed pensions, Lifetri provides an alternative to pensioners who want security once retired.

In view of the Dutch pension transition, the appetite of pension funds to consider guaranteed pensions, is expected to grow further and it will allow Lifetri to capitalise on its investments over the past years with its unique proposition.

#### Stakeholders

I am very satisfied with the cooperation between the Management Board and the Supervisory Board. The open culture of Lifetri allows the Supervisory Board to have regular contact with the Management Board members, in addition to the formally scheduled Supervisory Board meetings, to keep track of the latest developments as sparring partner.

I also have come to know the shareholder as involved and it has become clear we can count on them when we need their support, whether this is expertise, capital, or their extensive network.

It is assuring to have a shareholder with a long term focus who shares our view on how to create value for all stakeholders.

Furthermore, I am very pleased that we recently announced our plan to enter into a long-term relationship with Legal & General. An additional proof point of confidence in Lifetri's strategy.

#### Outlook

2023 will be an important year for Lifetri. It is the expectation that the pension law will come into effect. I am convinced that Lifetri is well positioned and fully prepared to play a meaningful role in this transition. The Supervisory Board continues to fully support the Management Board in the execution of its strategy in the years to come.

On behalf of the Supervisory Board, I would like to thank all the employees for their hard work during the past year."

Peter Borgdorff,

Chairman of the Supervisory Board

#### 4.2. Report of the Supervisory Board

The report of the Supervisory Board (SB) describes the main activities performed by the SB and its committees during the year for the whole Lifetri group (Lifetri Groep, Lifetri Verzekeringen and Lifetri Uitvaartverzekeringen).

#### Composition of the Supervisory Board

The SB consists of the following four members, as per the date of signing this report:

#### P.J.C. (Peter) Borgdorff (Chairman)

Date of birth	1953
Nationality	Dutch
Independence	Independent
Principal	None
Other Positions	Member Supervisory Board Nibud
	Executive lecturer, moderator at Nyenrode Business Universiteit
	Member Advisory Board Pensioenlab
	Chair Supervisory Board ANBO
	Member Supervisory Board Bartiméus
	Chair pension Advisory Board Caceis NL
Term of Office	2022-2026 (1st term)

#### A.S. (Andrew) Birrell

Date of birth	1969
Nationality	British
Independence	Non Independent
Principal	Senior Advisor Sixth Street
Other Positions	Independent Non-Executive Director, Ascot Underwriting Limited
	Non-Executive Director, ELG Holding & Subsidiaries
	Lead Independent Non-Executive Director, Sanlam Developing Markets
	Independent Non-Executive Director, esure Group Plc, esure Insurance Limited, esure Services Limited
	Independent Non-Executive Director, SANLAM Limited and SANLAM Life Limited
	Independent Non-Executive Director, Sun Life of Canada UK Limited
	Non-Executive Director, ARGO Investment Managers Limited
	Non-Executive Director, Friedshelf 1491 (Proprietary) Limited
	Non-Executive Director, Mabushka Lodge (Proprietary) Limited
Term of Office	2022-2026 (1st term)

#### H. (Henk) Eggens

Date of birth	1957
Nationality	Dutch
Independence	Independent
Principal	None
Other Positions	Chairman of the Supervisory Board of NV GEMS
Term of Office	2020-2024 (1st term)

#### R. (Rohan) Singhal

Date of birth	1987
Nationality	British
Independence	Non-independent
Principal	Managing Director Sixth Street
Other Positions	Board member, Northview Group
Term of Office	2021–2025 (2nd term)

#### Meetings of the Supervisory Board and its committees

In 2022, the SB held six meetings: five regular meetings and one ad-hoc meeting, which was used to discuss matters that required the attention of the SB in between regular meetings. The members of the MB are usually invited to attend the meetings, as well as such managers for presenting topics to the SB.

The overall attendance rate of SB members at SB meetings during 2022 was more than 90%. Furthermore, the SB held a few sessions to discuss informally among members of the SB, part of which the CEO was invited to join. The chairman of the SB has regular contact with the CEO outside meetings. The same applies to the chairman of the ARC with the CFRO.

Main topics discussed during the meetings were the governance of the company, the strategy and funding of the company, the budget and business plan, the financial performance, the main risks to which the company is exposed, the design and effectiveness of risk management and internal control systems, the investment plan, IT security risks, the development of business activities, including ESG progress, investments and pension buy-in / buy-out opportunities, as well as the competitive environment, the relationship with the external regulators, including the Dutch Central Bank (DNB) and the Dutch Authority for Financial Markets (AFM), the performance and functioning of the SB and of the MB, and ongoing for 2022, the IT migration of the Klaverblad portfolio.

Furthermore, the SB spent considerable time discussing proposed changes in the composition of the SB and the developments and considerations leading to those changes. After a diligent recruitment process and careful consideration, the new Chairman of the SB, Peter Borgdorff, replacing Herman van Hemsbergen, as well as an additional new member of the SB, Andrew Birrell, replacing Nils Albert were appointed by the shareholder, following approval from the Dutch Central Bank (DNB) on their respective appointments. Furthermore, the renewal of the CEO mandate was considered and approved in February 2023. SB and MB members receive regular training on a variety of topics that are relevant for Lifetri Groep and the environment in which Lifetri Groep operates.

#### Performance of the SB and the MB

Each year, the SB evaluates the performance of the SB and of the MB, as well as the performance of its individual members. During 2021, the performance of the SB and the MB was assessed with the assistance of an external expert. The outcome of the assessment included actions to further strengthen where needed the effectiveness of board dynamics, corporate governance and checks & balances within Lifetri that were well paid attention to during 2022. Furthermore, following the new composition of the SB, the SB dedicated considerable time in establishing and building a constructive and cooperative relationship both among SB members as well as with the MB members. The SB also pays well attention to the relationship with the shareholder.

#### Audit and Risk committee and Nomination and Remuneration committee

The SB has established two committees: The Audit and Risk committee (ARC) and the Nomination and Remuneration committee (RemCo).

The following SB members are members of the Committees:

ARC:	RemCo:
Henk Eggens, Chairman	Andrew Birrell, Chairman
Andrew Birrell	Peter Borgdorff

The ARC met five times. The CEO, the CFRO, the internal auditor and the external auditor are usually invited to the meetings, as well as such managers for presenting topics to the ARC. The Risk, Compliance and Actuarial function are regularly invited to attend and present to the ARC. The second and third line also met in private sessions with the ARC during the year to discuss any topics they wish to raise.

Main topics discussed in the ARC during 2022 were the annual financial statements 2021 and the related report from the external auditor, the external auditor's plan for the year 2022, the quarterly performance reports, the Own Risk Solvency Assessment (ORSA), the Systematic Integrity Risk Analysis (SIRA), reports from the second line functions (i.e. risk, compliance and actuarial risk), reports from internal audit, including audit findings and the internal audit plan, as well as the relationship with the internal and external auditor and their independence.

The RemCo met once during 2022. Main topics discussed were the implementation of the remuneration policy for the MB and for the organisation for 2021, the performance review for 2021, and the remuneration and performance objectives for 2022.

The SB would like to thank the MB and the organisation for the work performed during 2022.

*Maarssen, 26 April 2023* Peter Borgdorff, Chairman Andrew Birrell Henk Eggens Rohan Singhal

#### 4.3. Governance (including remuneration)

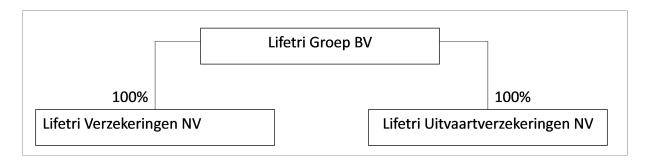
#### Legal governance

In 2022 Klaverblad Levensverzekering NV was renamed to Lifetri Verzekeringen NV after the full migration of the former Klaverblad policies to the Lifetri administration system.

#### **Group structure**

Lifetri Groep BV (Lifetri Groep) consists of two entities,: Lifetri Verzekeringen N.V. (Lifetri Verzekeringen) and Lifetri Uitvaartverzekeringen N.V. (Lifetri Uitvaartverzekeringen). These two entities acquire and service individual life insurance policies and pensions.

Lifetri Groep, Lifetri Verzekeringen and Lifetri Uitvaartverzekeringen have unity of management. The following report describes the main activities during the year for the group (Lifetri Groep, Lifetri Verzekeringen and Lifetri Uitvaartverzekeringen). With due respect to and in compliance with the articles of association, charters and characteristics of each legal entity, Lifetri Groep is organisationally managed as a whole.



#### **Remuneration policy**

Lifetri's remuneration policy is sufficiently interesting to attract, retain and promote well-qualified employees. All this is closely linked to sound and controlled operations and is aimed at the longer term. This means, among other things, that the remuneration should not encourage employees to take excessive risks, which could compromise the careful handling of stakeholder interests. Incentives should also be built into the remuneration policy, aimed at rewarding behaviour and results that are in line with the long-term interests of Lifetri and its stakeholders.

The remuneration policy provides scope for variable remuneration for the Management Board and (to a limited extent) the senior management. The variable remuneration for this group consists of a monetary payment and honours behaviours and results in line with goals that are important to stakeholders and can therefore contribute to continuity and value creation. The criteria on which the variable remuneration is based are established on a yearly basis and comprise of at least 50% non-financial factors. As for the variable remuneration for Nominated Posts, an appropriate proportion is paid out over time. Where the variable remuneration is performance-related, the total amount of the variable remuneration is based on a combination of the assessment of the performance of the person concerned, and of their business unit, and on the total results of the company or the group to which the company belongs. The structure of the variable remuneration should not and will not encourage the taking of undesirable risks or the short-term maximization of returns for the individual.

In accordance with Section 1:121 of the Financial Supervision Act, the maximum payable variable remuneration for the Management Board and (to a limited extent) the senior management in the year of payment never amounts to more than 20% of the fixed annual remuneration. This variable remuneration is allocated annually in arrears based on the achievement of targets set in writing in advance, based on both financial and non-financial criteria. The first 60% of the variable remuneration is paid with the salary payment in the month following the adoption of the financial statements. The remaining 40% is paid out three years later. A claw-back clause is applicable. For all other staff the variable remuneration is limited to 25% of a monthly salary.

#### 4.4. Risk management

In 2022, the MB updated its risk appetite in a statement that serves as a foundation for all risk monitoring activities. In 2022, Lifetri performed the annual Own Risk & Solvency Assessment (ORSA). It was confirmed from the ORSA analysis that Lifetri Groep requires further capital injections from the shareholder to support its growth strategy. On the other hand, in case no buy-outs were to take place, the projections showed that no additional capital injections are to be expected.

Also in 2022, Lifetri paid specific attention to liquidity risk as collateral requirements for its swap contracts increased due to interest rises. Regular monitoring involves liquidity stress tests in both

the short and longer term. Additional measures to limit liquidity risk have been identified and can be put in place when required.

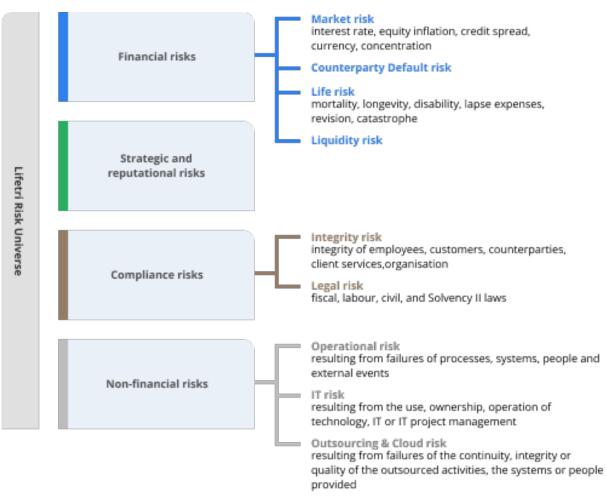
Risk management was further strengthened in 2022 by updating the control framework.

#### Scope

Risks are inherent in daily business. Lifetri Groep applies risk management processes to keep the risk within acceptable levels. These levels are defined in Lifetri Groep's risk appetite statements and limits (see paragraph further below).

Lifetri Groep management, with the independent opinion of second line Risk Management and Compliance, determines the different risk types to which Lifetri Groep is, or could be, exposed (hereafter risk universe).

This risk universe is based, among other things, on relevant laws and regulations (e.g. Solvency II) and on Lifetri Groep's risk profile. Lifetri Groep's risk universe is divided in four major risk categories: strategic and reputational risks, financial risks, non-financial risks and compliance risks. The risk categories are divided in main risk types with detailed sub risks; see the figure below.



#### Lifetri risk universe

The financial risk types which Lifetri Groep uses are in line with the Solvency II regulation, and recognize that different types of investment instruments can result in more than one risk category. The financial risks follow the Solvency II categorisation of market risks (interest rate, credit spread, currency, concentration, property, liquidity and equity), counterparty default risk and actuarial life risks (mortality, longevity, disability, lapse, expenses, revision and catastrophe).

The other risk types are generally more qualitative in nature.

The non-financial risk categories include: operational risk (caused by failures of processes, systems, people or external events), IT risk (including information security, continuity, integrity and availability of information systems and processes), outsourcing and cloud computing risk. Compliance risk categories include legal risk and integrity risk.

#### Organisation

The responsibilities for managing risks follow the governance structure of Lifetri Groep, which is based on three Lines of Defence (3LoD).

Supervisory Board /ARC				
Management Board				
Operational Management 1st Line of defence	2nd Line Key Functions 2nd Line of defence	Internal Audit 3rd Line of defence	External	Regulator / Supe
Process owners Internal control	Risk Management Function Compliance Function Actuarial Function	Internal Audit Function	al auditor	Regulator / Supervisory authorities
Control of risks AO/IB	Monitoring of controls	Reasonable assurance on control effectiveness		u

The first line of defence is the business itself, which is responsible for adherence with applicable laws and regulations, and for its own internal control of all activities and underlying processes.

The business is responsible for:

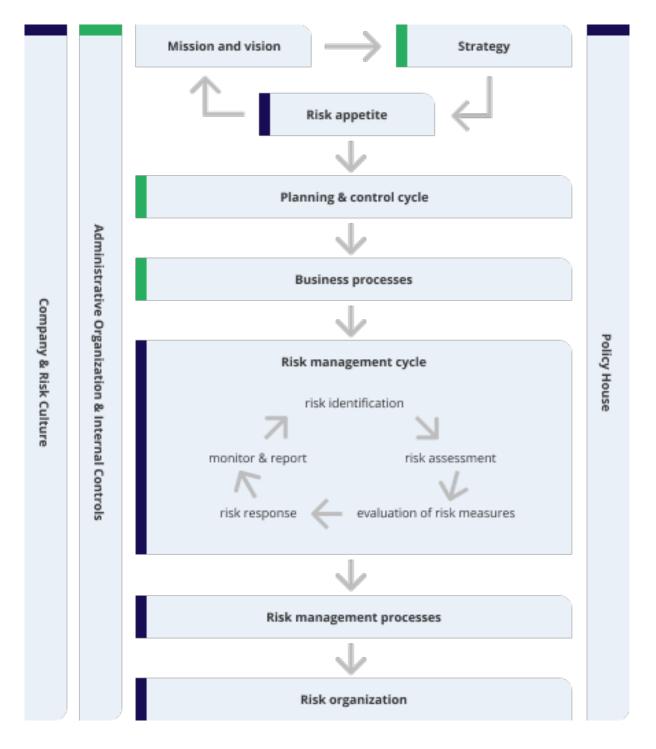
- Identifying and managing risks and handling incidents which impact the risk profile.
- Applying the risk management framework.
- Executing and monitoring an effective administrative organization & internal controls (AO/IC).
- Complying to all applicable laws and regulations.

The measures of internal control are amongst others: guidelines, committee structures, monitoring and segregation of duties, adequate AO/IC and countervailing checks and balances.

The second line risk management has as its primary responsibility supporting the business with and providing advice for the completeness and accuracy of risk identification. Second line provides countervailing power by challenging, evaluating, monitoring, and reporting independently about the risks. The second line key governance functions have a special focus on whether the internal control measures are adequate to mitigate risks. The second line Actuarial Function provides an objective, independent review and opinion on the calculation of technical provisions and sensitivity, the data quality, assumptions and IT systems used by the insurer for capital calculations, the best estimates, the Solvency II position, the underwriting policy

(pricing and acceptance policy) and reinsurance arrangements. Second line compliance advises the organization on the objective to meet requirements of laws and regulations and monitors if the business activities actually comply with these requirements.

The risk management cycle below depicts the risk management process.



The third line of defence is the Internal Audit function, which gives reasonable assurance on the design, existence and operating effectiveness of the internal control system of the first and second lines of defence.

The Supervisory Board's duties, powers and working methods are regulated in the 'Supervisory Board charter'. The SB supervises the MB and its key functions and is informed at least annually or earlier if needed on the topics of risk management, laws and regulations and adherence thereof.

The Solvency II key functions are independent, report directly to the MB and have direct access to the ARC/SB for escalations.

#### **Risk appetite statements and limits**

The risk appetite of Lifetri Groep is described in the risk appetite statements (RAS) which include qualitative statements as well as quantitative measures expressed relative to earnings, capital, risk measures, liquidity and other relevant measures related to operational and IT risks.

The risk appetite articulates at a high level, for each major risk type, Lifetri groep's relative preference for that risk. Setting the risk appetite is inextricably part of strategy setting. Various factors may affect Lifetri's views of that risk, such as:

- The solvency position
- The return that is expected to be earned
- The importance of that risk in executing the business strategy
- How well the risk diversifies with other risks and
- The current operating and economic environment

#### Risk appetite defined

The risk appetite is further specified by quantitative risk limits for different risk categories in the investment policy. The policy also contains the investment beliefs. Risks are being limited and monitored – amongst others - through solvency capital required (SCR) limits, cash limits, rating-based and issuer limits.

#### Risk appetite setting

The risk appetite statements are reviewed periodically to ensure their continuing relevance in providing guidance to the business. The risk appetite statements are established by the Management Board and approved by the Supervisory Board.

Breaching a risk tolerance level serves as a red alert for management: the risk position must be reduced. For day-to-day operational monitoring purposes, the risk tolerances are translated into risk limits. Breaching a risk limit (if defined for the risk type), however, acts like an early-warning

signal. Action is required, unless there are good reasons to maintain the current risk level and the risk is accepted by the Management Board.

#### Reporting

Periodic reports are prepared for the various risk categories, which are discussed in the relevant governance bodies. The reporting calendar managed by Finance contains an overview of these reports and other key management information.

In general, each of the 3LoD have their own report(s) as follows.

first line reporting:

The managers of the departments issue various management reports which analyse and explain the performance of financial and non-financial indicators for their responsibility areas. Depending on the nature of the report the frequency is monthly or quarterly. The monthly and quarterly ALCO Report combines input from Actuarial Department/Balance Sheet Management and Asset Management.

#### second line reporting:

Reports by the 2nd lines of defence, i.e. Risk management, Compliance and the Actuarial Function, and contain an independent 2nd line review on the 1st line. Risk Management and Compliance prepare the Risk Management & Compliance report on a quarterly basis. The Actuarial Function issues an annual Actuarial Function report.

#### third line reporting:

Internal audit has its own reports which are discussed with the SB / ARC.

Depending on the nature of the report they are discussed in the Management Board, Management Board-Risk & Compliance Committee, ALCO or SB/ARC. The Financial Risk Management report is specifically discussed in the Asset Liability Committee (ALCO) and Management Board. The outcomes and possible improved risk responses resulting from these discussions are recorded in the meeting minutes and action list of the respective governance bodies.

#### **Operational set-up and risks**

The organisation from which financial and non-financial risks emanate is relatively operational in nature.

Lifetri Groep has company policies to support the effective governance and risk management of Lifetri Groep. Lifetri Groep has organised this in a Policy House that documents which company policy documents are required.

In addition, Lifetri Groep has a number of regulations ('regelingen') which describe in detail how certain policies are performed, such as the Incident regulation. Finally, Lifetri Groep has several elaborate documents ('uitwerkingen') which record the outcomes or results of applying policy processes e.g. risk appetite statements (RAS), the Systematic Integrity Risk Analysis (SIRA), the Own Risk and Solvency Assessment (ORSA) and the Code of Conduct.

The Policy House is reviewed each year for completeness or possible necessary changes and is formally endorsed in the Risk & Compliance Committee.

To continuously comply with laws and regulations is an important focus at an insurer. Where appropriate non-compliance issues are analysed and being solved.

The General Data Protection Regulation (GDPR) does not stipulate retention periods for personal data, but minimum and maximum periods follow from other legislation (e.g. on taxes). Information should not be retained longer than needed for the purpose for which it was collected or used. Lifetri Groep has a Data Protection Officer (DPO) to independently monitor the privacy of data.

Lifetri Group depends on third party providers for administration and IT services and other back-office functions. Any interruption in these services could imply a risk to Lifetri Group's performance and reputation. Outsourcing risk is controlled intensively and critical outsourcing services are reported to DNB.

# Solvency and Risk Appetite

The management of capital is governed by the Capital Management & Dividend Policy. The measure for adequacy of the capital position is the regulatory Solvency II ratio, defined as the ratio of eligible Own Funds (OF) over the Solvency Capital Requirement (SCR). The Capital Management & Dividend Policy is aimed at being able to capture financial setbacks without endangering the continuity of the business. Therefore, Lifetri Groep wishes its subsidiaries to hold an extra buffer apart from the technical reserves and the regulatory solvency capital. The target solvency level is set at 160%, while the norm solvency level is set at 135%. The underpinning of the target and lower limits is provided in the Capital Management & Dividend Policy and assessed yearly in the ORSA. The target ratio could be increased if the economic valuation of the liabilities shows that a higher amount of assets is required to transfer the liabilities to a third party. Lifetri Groep applies the standard formula.

Both solvency levels are part of a more detailed capital intervention ladder in the Capital Management & Dividend Policy. Above the target solvency level, no measures are needed;

below the lower limit measures will be taken, and in between these levels' actions are being considered and prepared. A short-term measure to increase available capital is a capital injection; a short-term measure to decrease the SCR is a de-risking of market risks from the investment portfolio. Other medium- and long-term measures such as retaining profits, cost reduction, pricing, outsourcing, reinsurance and strategic measures are listed in the Capital Management & Dividend Policy. In practice, management intervention actions may further prevent risks.

# 5. Consolidated financial statements

These consolidated financial statements comprise the financial statements of Lifetri Groep B.V. and its subsidiaries. The financial statements concern the period 1 January 2022 – 31 December 2022 and have been compiled in accordance with the statutory provisions of Title 9, Book 2 of the Dutch Civil Code and the Annual Reporting Guidelines of the Dutch Accounting Standards Board. The notes starting on page 55 form an integral part of these financial statements.

#### 5.1. Consolidated balance sheet

(Before appropriation of result)

#### Assets

A33Ct3			
in thousands of euros	notes	31 December 2022	31 December 2021
Financial investments			
Bonds	1	467,359	1,250,481
Mortgages	2	530,458	566,357
Investment funds	3	516,426	436,243
Derivatives	4	-100,878	9,504
Total financial investments		1,413,367	2,262,586
Deferred tax	5	70,166	56,146
Short term receivables			
Policyholders and intermediaries	6	671	703
Tax and social security contributions		18,623	0
Other receivables	7	5,560	6,237
Total short term receivables		24,854	6,940
Other assets			
Equipment	8	281	393
Cash and cash equivalents	9	228,483	176,332
Total other assets		228,764	176,726
Total assets		1,737,150	2,502,397

# Liabilities

in thousands of euros	notes	31 December 2022	31 December 2021
Group equity	10	180,199	259,767
Subordinated debt	11	78,475	79,925
Net insurance liabilities			
For own risk	12	1,407,797	2,015,701
Reinsurers' share		45,326	63,034
Total net insurance liabilities		1,453,123	2,078,735
Provisions			
Pension obligations	13	249	405
Total provisions		249	405
Long term liabilities		7,784	8,857
Short term liabilities			
Policyholders		2,881	3,044
Tax and social security contributions		12	43,179
Other liabilities	16	14,426	28,484
Total short term liabilities		17,320	74,707
Total liabilities		1,737,150	2,502,397

# 5.2. Consolidated income statement

in thousands of euros	notes	2022		20	21
Insurance premiums earned					
Gross premiums		83,447		90,202	
Outgoing reinsurance premiums		-14,411		-13,599	
Net premiums earned	1	69	9,036		76,603
Investment income					
Interest from bonds		12,143		14,728	
Interest from mortgages		11,521		6,382	
Interest on bank accounts		-352		-1,361	
Income investment funds		9,937		4,716	
Interest on derivatives		1,693		2,105	
Realised gains and losses on sales of investments		-55,475		140,955	
Total investment income		-20	0,532		167,525
Unrealised gains and losses on investments	2	-71 <sup>4</sup>	1,061		-302,323
Claims and benefits paid					
Gross claims and benefits paid		-46,737		-43,725	
Reinsurers' share claims		13,576		12,745	
Net claims and benefits paid	3	-33	3,161		-30,979
Change in technical provisions					
Gross change in technical provision	าร	607,904		-19,210	
Reinsurers share		17,708		7,376	
Net change in technical provision		62	5,612		-11,834
Change in other provisions			0		0
Interest expense		-4	4,208		-358
Impairment of goodwill			0		0
Operating expenses					
Staff, overhead and depreciation c	osts	-27,216		-27,558	
Acquisition costs		-801		-717	
Total operating expenses	4	-28	8,017		-28,275
Investment management expense	S	_(	9,354		-9,789
Investment income attributable to		_0^	2,444		-17,033
non-technical account			<u>_,</u>		17,000
Result technical account life insur		-204	4,128		-156,462
Investment income attributable fro technical account	om	92,444		17,033	
Result before tax		-111	1,685		-139,429
Income tax	5	32	2,117		36,213
Net result		-79	9,567		-103,216

Part of the income from investments is allocated to the technical result; its realised return percentage on the investments is calculated on the average balance of the technical provision. When determining the allocated return on investments, the interest income from cash and cash equivalents are included.

#### 5.3. Consolidated overview total result

in thousands of euros	2022	2021
Consolidated result after tax	-79,567	-103,216
Change revaluation reserve investments	10,528	30,670
Change in other reserve	-10,528	-30,670
Total amount recognised directly in equity	-	-
Total net result	-79,567	-103,216

#### 5.4. Cash flow statement

in thousands of euros	2022	2021	
Result for the year	-79,567		-103,216
Adjusted for:			
Change in technical provisions	-607,904	11,757	
Change in technical	-17,708	-7,373	
provisions / reinsurance	-17,700	-7,575	
Change in pension obligation	1,241	991	
Depreciation assets	112	117	
Fair value changes through profit	670,687	150,006	
or loss	,		
Changes in:			
Receivables	-17,516	13,361	
Liabilities	-72,804	-20,900	
Other long term liabilities	-1,073	-1,151	
Net cash flow from operational activities	-124,533		43,591
Cash flow from investing activities			
Investments and purchases			
Bonds	-109,361	-937,492	
Mortgages	-124,135	-447,022	
Investment funds	-782,689	-445,868	
Disposals and redemptions			
Bonds	494,037	1,486,022	
Mortgages	22,998	44,588	
Investment funds	677,283	94,920	
Derivatives	0	-	
Net cash from investing activities	178,133		-204,852
Cash flow from financing activities			
Capital contribution	0	5,000	
Subordinated debt	-1,450	79,925	
Cash flow from financing activities	-1,450		84,925
Net increase/decrease in cash	52,150		-76,335
Cash and cash equivalents beginning of period	176,333		252,668
Cash and cash equivalents end of period	228,483		176,333

# 5.5. Accounting principles

Lifetri Groep B.V. (Lifetri Groep) with a statutory seat in Amsterdam, is a private limited liability company under Dutch law, Chamber of Commerce registration number 70148821. 100% of the shares of Lifetri Groep are held by ELG Holding Ltd (Cayman Islands).

Lifetri Groep is a holding company and the owner of its subsidiaries Lifetri Uitvaartverzekeringen and Lifetri Verzekeringen. The activities of Lifetri Groep consist of holding the shares and providing its subsidiaries with enough capital to be able to operate as envisaged. Lifetri Groep also functions as employer to staff for its underlying entities.

The main activities within the group consist of servicing individual life insurance policies in the Dutch market including pensions, term life and funeral.

#### General

The financial statements have been prepared in accordance with the statutory provisions of Title 9, Book 2 of the Dutch Civil Code and the Annual Reporting Guidelines of the Dutch Accounting Standards Board and in particular, Guideline 605.

An asset is recognised in the balance sheet when it is probable that the expected future economic benefits that are attributable to the asset will flow to Lifetri Groep and the asset has a cost price or value of which the amount can be measured reliably. Assets that are not recognised in the balance sheet are considered as off-balance sheet assets. A liability is recognised in the balance sheet when it is expected that the settlement of an existing obligation will result in an outflow of resources embodying economic benefits and the amount necessary to settle this obligation can be measured reliably. Provisions are included in the liabilities of Lifetri Groep. Liabilities that are not recognised in the balance sheet are considered as off-balance sheet liabilities. Unless stated otherwise, assets and liabilities are recognised at their fair value. Income and expenses are allocated to the relevant year. The financial statements have been drawn up on the basis of the going concern principle.

The financial statements are presented in euros, which is Lifetri Groep's functional and presentation currency. All amounts have been rounded to the nearest thousand.

#### Change in accounting principles

In 2022, Lifetri changed its accounting principles. In 2020 Lifetri Groep acquired Klaverblad Levensverzekering renamed to Lifetri Verzekeringen. As part of the accounting policy for life insurance liabilities a Purchase Price Adjustment (PPA) was determined as per acquisition date consisting of the difference between a market value based on a market discount rate (swap) without using the Ultimate Forward Rate (UFR) and the market value based on Solvency II principles. The PPA at the acquisition date amounted to € 300 million and was being amortised over twenty-one years.

Due to an increase in market interest in 2022, application of the PPA did not provide a reliable insight in the financial statements anymore as the amortization schedule of the PPA was based on the expected interest levels at the time. Hence, a change in accounting policy to the insurance liabilities is performed. Throughout the group the Solvency II requirements for measurement of the insurance liabilities are applied, providing a more reliable insight and alignment within the

group. The effect of the change is an increase of shareholder's equity as per year-end 2022 by  $\notin$  179.5 million and of a reduction of the net result of  $\notin$  27.3 million negative.

The 2021 comparative figures mentioned in this annual report have been adjusted accordingly. The impact on the consolidated balance sheet, concerning the asset classification, is mentioned in the next schedule:

in thousands of euros	31 December 2021 before adjustment	Adjustment	31 December 2021 after adjustment
Financial investments	2,262,586	0	2,262,586
Deferred tax	127,827	-71,681	56,146
Short term receivables	6,940	0	6,940
Other assets	176,726	0	176,726
Total assets	2,574,079	-71,681	2,502,397
Group equity	53,613	206,154	259,767
Subordinated debt	79,925	0	79,925
Net insurance liabilities	2,356,572	-277,837	2,078,735
Provisions	405	0	405
Long term Liabilities	8,857	0	8,857
Short term liabilities	74,707	0	74,707
Total liabilities	2,574,079	-71,683	2,502,397

#### Adjustments made to the consolidated balance sheet

#### Adjustments made to the consolidated income statement

in thousands of euros	31 December 2021 before adjustment	Adjustment	31 December 2021 after adjustment
Insurance premiums earned	76,603	0	76,603
Total investment income	167,525	0	167,525
Unrealised gains and losses on investments	-302,323	0	-302,323
Claims and benefits paid	-30,979	0	-30,979
Change in technical provisions	27,511	-39,345	-11,834
Change in other provisions	0	0	0
Interest expense	-358	0	-358
Operating expenses	-28,275	0	-28,275
Investment management expenses	-9,789	0	-9,789
Income tax	28,599	7,614	36,213
Net result	-71,485	-31,731	-103,216

#### **Consolidation scope**

The consolidated financial statements include the financial information of Lifetri Groep, its subsidiaries in the group, other group companies and other companies over which Lifetri

Groep can exercise control or of which it conducts the central management. Subsidiaries are participating interests in which Lifetri Groep, or one or more of its subsidiaries, can exercise more than half of the voting rights in the general meeting, or can appoint or dismiss more than half of the managing directors or supervisory directors.

Group companies are participating interests in which Lifetri Groep has a majority interest, or in which it can exercise decisive influence (control) by other means. In assessing whether Lifetri Groep has control, potential voting rights are considered that can be exercised in such a way that they will provide Lifetri Groep with more or less influence.

Newly acquired participating interests are consolidated as from the date that decisive influence (control) can be exercised. Participating interests disposed of remain included in the consolidation until the date of loss of this influence.

#### **Consolidation method**

The consolidated financial statements are prepared by using uniform accounting policies for measurement and determination of result of the group.

In the consolidated financial statements, intragroup shareholdings, liabilities, receivables and transactions are eliminated. Also, the results on transactions between group companies are eliminated to the extent that the results are not realised through transactions with third parties outside the group and no impairment loss is applicable. For a transaction whereby, Lifetri Groep has a less than a 100% interest in the selling group company, the elimination from the group result is allocated pro rata to the minority interest based on the interest of the minority in the selling group company.

Subsidiaries are consolidated in full, whereby minority interest is presented separately within group equity. If losses to be allocated to the minority interest exceed the minority interest within equity of the consolidated entity, the difference, including any further losses, is fully charged to the majority shareholder, except to the extent that the minority shareholder has the obligation to, and is able to, compensate for the losses. The minority interest in the result is deducted from group result on a separate line item in the consolidated profit and loss account.

#### Investments in subsidiaries

Participating interests where significant influence can be exercised over the business and financial policies are valued according to the equity method on the basis of net asset value. If measurement at net asset value is not possible because the information required for this cannot be obtained, the participating interest is measured according to the visible equity. In assessing whether Lifetri Groep has significant influence over the business and financial policies of a participating interest, all facts and circumstances and contractual relationships, including potential voting rights, are considered.

The net asset value is calculated on the basis of Lifetri Groep's accounting policies.

If Lifetri Groep transfers an asset or a liability to a participating interest that is measured according to the equity method, the gain or loss resulting from this transfer is recognised to the extent of the relative interests of third parties in the participating interest (proportionate determination of result). Any loss that results from the transfer of current assets or an impairment of fixed assets is fully recognised. Results on transactions involving transfer of assets and liabilities between Lifetri Groep and its participating interests and mutually between participating interests are eliminated to the extent that these cannot be regarded as having been realised.

Unrealised profits on transactions with participating interests that are accounted for at net asset value are eliminated to the extent of Lifetri Groep's share in the participating interest. This elimination is allocated to the share of result from participating interests and the net asset value of the participating interest.

Lifetri Groep realises the eliminated result as a result of a sale to third parties, depreciation or impairment of the transferred assets recognised by the participating interest.

Participating interests with a negative net asset value are valued at nil. This measurement also covers any receivables provided to the participating interests that are, in substance, an extension of the net investment. In particular, this relates to loans for which settlement is neither planned nor likely to occur in the foreseeable future. A share in the profits of the participating interest in subsequent years will only be recognised if and to the extent that the cumulative unrecognised share of loss has been absorbed.

#### **Business combinations**

A business combination is a transaction whereby Lifetri Groep obtains control over the assets and liabilities and the activities of the acquired party.

Business combinations are accounted for using the 'carry-over accounting' method on the date that control is transferred to Lifetri Groep (the acquisition date). The transaction price is the cash consideration or equivalent agreed as part of the acquisition, or the fair value of the consideration transferred at the acquisition date. Transaction costs that are directly attributable to the business combination are allocated to the transaction price. In case of deferred payment of the consideration, the transaction price is the discounted value of the consideration.

The group recognises the identifiable assets and liabilities of the acquire at the acquisition-date. These assets and liabilities are recognised individually at their fair values, provided that it is probable that future economic benefits will flow to the group (assets) or settlement will result in an outflow of resources embodying economic benefits (liabilities), and the cost or fair value of it can be measured with reliability.

An agreed possible adjustment to the purchase price that is contingent on future events is included in the purchase price if the adjustment is probable and the amount can be measured reliably. It is also possible that a previous estimate of the adjustment to the purchase price must

be revised. Such adjustments to the purchase price, that are recorded as changes in estimates, will also result in an adjustment to (positive or negative) goodwill. The adjusted goodwill is amortised prospectively from the date of the adjustment of the purchase price.

#### **Financial reporting period**

The financial statements cover the period from 1 January 2022 and ended at the balance sheet date of 31 December 2022.

#### **Changes in presentation**

The current presentation differs from last year's presentation in some aspects. Where applicable, comparative figures have been included in the new presentation format, including related disclosures, to ensure comparability. These changes in presentation have no impact on net result nor equity.

#### Subsequent events

Events that provide further information on the actual situation at the balance sheet date and that appear before the financial statements are being prepared, are recognized in the financial statements. Events that provide no information on the actual situation at the balance sheet date are not recognized in the financial statements. When those events are relevant for the economic decisions of users of financial statements, the nature and estimated effects of the events are disclosed in the financial statements.

#### **Use of estimates**

The preparation of the financial statements requires the management board and management to make estimates and assumptions that can influence the application of accounting principles and the reported value of assets and liabilities. The actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively.

#### Fair value hierarchy

Financial assets and liabilities are categorized into the following fair value hierarchy.

#### Published prices in active markets (Level 1)

Fair value measured at Level 1 only uses quoted prices (unadjusted) in active markets for identical assets and liabilities. An active market is one in which transactions take place with sufficient frequency and volume so that prices are regularly available. Examples are equity securities, bonds and investment funds listed on active markets.

#### Measurement method based on significant observable market inputs (Level 2)

Fair value measured at Level 2 uses inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. If an asset or liability has a

given contractual term, a Level 2 input variable must be observable for practically the full term of that asset or liability. Level 2 involves the following input variables:

- Quoted prices for similar (i.e. not identical) assets/liabilities in active markets;
- Input variables other than quoted prices observable for the asset (for example, interest rates and yield curves observable at customary intervals, volatility, early redemption spreads, loss ratio, credit risks and default percentages);
- Input variables arising mainly from, or confirmed by, observable market data by correlation or other means (market-confirmed inputs).

Examples of assets or liabilities at Level 2 are financial instruments measured using discounted cash flow models. These are based on observable market swap yields, on investment property measured using observable market data and quoted debt instruments or equity securities in a non-active market.

Measurement method not based on significant observable market inputs (Level 3) Fair value measured at Level 3 uses inputs for the asset or liability that are not based on significant observable market data. Unobservable inputs can be used if observable inputs are not available, so fair value can still be measured at the reporting date in situations where there is no or almost no active market for the asset or liability.

#### Equipment

Depreciation is recognised in the profit and loss account on a straight-line basis over the estimated useful lives of each item of the tangible fixed assets, considering any estimated residual value of the individual assets. Depreciation is recognised in the profit and loss account on a straight-line basis over the estimated useful lives of each item of the tangible fixed assets, considering any estimated residual value of the individual assets.

#### Bonds

Bonds are measured at fair value. The fair value of bonds is measured using the fair value hierarchy as described above. Listed bonds in active markets are measured at fair value level 1, non-listed bonds as well as bond strips are measured at fair value level 2 or level 3. Changes in the fair value of investments are recorded in the income statement. In addition, for level 2 and level 3 bonds a revaluation reserve is recognised within the shareholder's funds. The revaluation reserve is recognised at an amount of the accumulated fair value changes less any provision for deferred tax.

#### Mortgages

Mortgages are measured at fair value. The fair value of mortgages is measured using the fair value hierarchy as described above and conform article 75 of the Solvency II Directive (2009/138/ EC), applying to the valuation of mortgage loans. This article provides that mortgage loans of

insurance undertakings are valued at the amount for which they could be exchanged between knowledgeable and willing independent parties in an arm's length transaction. If no observable prices for the mortgage loans are available, it is required to make as much use as possible of relevant information from the market when determining the fair value of the mortgage loans. It stipulates that if the fair value cannot be determined on the basis of quoted prices in an active market (Level 1), it should be determined on the basis of observable market data of comparable market instruments (Level 2).

The Level 3 valuation method should only be applied when insufficient observable and relevant market data are available to perform a full valuation based on observable inputs. In that case the value of each loan part is calculated using the following steps.

- 1. Determining the contractual cash flows per mortgage loan part based on the mortgage loan (part) characteristics, adjusted for expected prepayments by applying a constant prepayment rate (CPR).
- 2. Determining the discount factor using mortgage loan rates in the primary market as of the valuation date for mortgage loans with similar characteristics as the mortgage loan (part) to be valued.
- 3. Discounting the cash flows with the relevant discount rate.
- 4. Determining mortgage loan part value.

For loans in arrears and default, an adjustment is made to the cash flows to reflect the higher probability of default and loss-given-default. There is currently no indication that a (constant) default rate must be applied for mortgages that are current.

Changes in the fair value of mortgages are recorded in the income statement. For mortgages without frequent market quotations, a revaluation reserve is recognised within the shareholder's funds. The revaluation reserve is recognised at an amount of the accumulated fair value changes, less any provision for deferred tax.

#### **Investment funds**

Participations in investment funds without significant influence are measured at fair value. The fair value of these participations is measured using the fair value hierarchy as described above. Listed investment funds in active markets are measured at fair value level 1, non-listed investment funds are measured at fair value level 2 or 3.

For illiquid investment funds where the market valuation is based on the previous quarter, the market valuation is corrected with the capital calls and withdraws with due date after the market valuation date.

Changes in the fair value of investments are recorded in the income statement. In addition, for level 2 investment funds a revaluation reserve is recognised within the shareholders' funds. The revaluation reserve is recognised at an amount of the accumulated fair value changes less any provision for deferred tax.

#### **Receivables and other financial instruments**

Receivables and other financial instruments are initially recognised at fair value and subsequently measured at amortised costs, using the effective interest rate method, less impairment. A provision is created in case debtors have financial difficulties, on an individual basis. Receivables related to reinsurance contracts are short-term receivables from reinsurance companies. The carrying values of the receivables approximate their respective fair values, given the short maturities of the positions and the fact that allowances for doubtful debts have been recognised, if necessary.

#### Cash

Cash is directly available funds held in bank accounts. Cash and cash equivalents are measured at nominal value. If cash and cash equivalents are not readily available, this fact is considered in the measurement.

#### Shareholder's equity

Financial instruments that are designated as equity instruments by virtue of the economic reality are presented under shareholder's equity. Payments to holders of these instruments are deducted from the shareholder's equity as part of profit distribution.

Financial instruments that are designated as financial liability by virtue of economic reality are presented under liabilities. Interest, dividends, income and expenditure with respect to these financial instruments are recognised in the profit and loss as financial income or expense.

The purchase of own shares is deducted from the other reserves.

#### Share premium

Amounts contributed by the shareholder of Lifetri Groep in excess of the nominal share capital, are accounted for as share premium. This also includes additional capital contributions by existing shareholders without the issue of shares or issue of rights to acquire shares of Lifetri Groep.

#### **Revaluation reserve**

Fair value changes of financial assets are recognised in the income statement. For financial assets without frequent market quotations a revaluation reserve is recognised for the cumulative unrealised fair value changes reported in the income statement, after deduction of deferred tax.

The revaluation reserve is established for such assets with a corresponding charge against other reserves. The revaluation reserve is established per individual asset. If an asset is sold, any revaluation reserve pertaining to that asset is released and credited to other reserves.

#### Provisions

A provision is recognised if the following applies: Lifetri Groep has a legal or constructive obligation, arising from a past event; and the amount can be estimated reliable; it is

probable that an outflow of resources embodying economic benefits will be required to settle the obligation.

If the time value of money is material and the period over which the cash outflows are discounted is more than one year, provisions are measured at the present value of the best estimate of the cash outflows that are expected to be required to settle the liabilities and losses. The provisions are measured at nominal value if the time value of money is not material or If the period over which the cash outflows are discounted is no longer than one year.

#### **Insurance liabilities**

The provision for insurance liabilities is calculated on basis of SII principles. The Solvency II provision for insurance liabilities is calculated based on the interest rate structure published by the regulatory authority, including volatility adjustment including volatility adjustment and ultimate forward rate.

The Solvency II provision is the sum of.

- The expected value equal to the present value of the future annual payments plus the future costs of the insurances minus the gross premiums on the basis of best estimate assumptions.
- The required risk margin, given the calculated solvency capital requirement on the basis of the risks quantified for Lifetri Groep.

The provision for insurance liabilities is calculated on the basis of the Solvency II principles, plus the not amortized part of the difference between the fair value provision at acquisition date and SII provision. This difference will be amortized in the coming years in line with the main driver of aforementioned difference, being the impact on the provision with regard to the development of the UFR.

#### **Insurance risk**

Insurance risk of Lifetri Groep includes all the Solvency II sub risks for mortality, longevity, lapse, expenses, and catastrophe. Lifetri uses the following definitions for these risks.

- Mortality: Risk of loss resulting from higher-than-expected mortality rates, which results in earlier death claims.
- Longevity: The risk of loss as a result of lower-than-expected mortality rates. Longevity risk exists due to the increasing life expectancy trends and can result in pay-out levels that are higher than what the insurer originally accounts for.
- Lapse: The risk of a loss as a result from unanticipated (higher or lower) rate of policy lapses, terminations, changes to paid-up status (cessation of premium payment), surrenders or mass lapse event.
- Expenses: The risk of a loss as a result of higher than expected expenses or inflation.
- Catastrophe: The risk of loss resulting from extreme or irregular events resulting in higher mortality rates which results in earlier death claims.

Lapse risk and expense risk are the highest risks within the life risks. The longevity risk is reduced due to the longevity reinsurance with Hannover Re.

#### Pensions and funeral deposits

Pension obligation is calculated as the discounted value of the expected yearly indexation budget for the former employees of Nuvema. The yearly indexation budget is equal to 3.2% of the salaries of the former employees of Nuvema. The calculation of the budget does take salary development and lapse rates into account. The discounted value is calculated with the risk-free rate (swap-curve).

Funeral deposits are reported at nominal value. No further increase of the deposits is considered.

#### **Provisions for deferred taxes**

Deferred tax assets and liabilities are measured at nominal value. Provisions for deferred taxes concern the tax claim that rests on all qualifying differences between commercial valuations and valuations for tax purposes of assets and liabilities, as well as the amount for which the reserves permitted for tax purposes have been created. A deferred tax asset is only recognised in so far as it is probable that the temporary difference will reverse in the foreseeable future and that taxable profit will be available to offset the temporary difference can be utilised. The provisions are created in relation to a lower valuation for tax purposes of equities, bonds, loans and immovable property.

The provision is calculated on the difference between the tax and commercial value of the asset or liabilities, multiplied by the current company tax rate of 25.8%.

Deferred tax assets and deferred tax liabilities are offset in the balance sheet if Lifetri Groep has a legally enforceable right to offset current tax assets against current tax liabilities, insofar as they relate to the same financial year and deferred tax assets relate to income taxes levied by the same tax authority on the same taxable company, or the same fiscal unity.

#### **Short-term liabilities**

The short-term liabilities have an expected term of a maximum of one year. The carrying values of the current liabilities approximate their respective fair values, given the short maturities of the positions.

#### Premiums earned for own account

Premiums earned for our own account consist of regular gross premiums and single premiums minus outgoing reinsurance premiums.

#### **Yields from investments**

This includes the proceeds realised on investments such as bonds.

#### Unrealised gain or loss on investments

All changes in the fair value of financial investments are recognised directly in the income statement. For gains on investments without frequent market quotations, the shareholder's funds recognise a revaluation reserve.

#### **Claims and benefits paid**

The benefit payments own account consists of the total liabilities arising from the payment of life insurance policies minus the amounts to be received from the reinsurers.

#### Change in technical provisions for life insurance

The change in technical provisions is equal to the difference between the opening balance and the final balance of the technical provision. This item therefore includes all the effects of financial transactions, adjustments to economic actuarial principles and deviations between actual and the previously applied assumptions.

#### **Operating expenses**

Operating expenses are determined on a historical basis and are allocated to the financial year to which they relate.

#### Income tax

Corporate income tax comprises the current and deferred corporate income tax payable and deductible for the reporting period. Corporate income tax is calculated on the result in accordance with the profit and loss account at a tax rate of 25.8%, with due consideration to the tax facilities.

#### Leases

If Lifetri Groep acts as lessee in an operational lease, the leased property is not capitalised. Benefits received as an incentive to enter into an agreement are recognised as a reduction of rental expense over the lease term. Lease payments and benefits regarding operating leases are recognised to the profit and loss account on a straight-line basis over the lease term, unless another systematic basis is more representative of the time pattern of the benefits from the use of the leased asset.

#### **Cashflow statement accounting principles**

The statement of cash flows, prepared according to the indirect method, shows the structure of and changes in cash and cash equivalents of Lifetri Groep during the financial year from cash flows arising from operating activities, investing activities and financing activities. Cash and cash equivalents include cash and investments that are readily convertible to a known amount of cash without significant risk of changes in value. The cash flows from investing activities primarily comprise changes in investment securities. Financing activities include all cash flows from transactions involving the issuing of own shares and paid share premium. Cash

flows from operating activities include all other activities, which belong to the principal revenuegenerating activities.

#### **Related parties**

All legal entities, natural persons and other related companies that can be controlled, jointly controlled or significantly influenced are considered to be a related party. Also, entities, natural persons and other related companies that can control Lifetri Groep are considered to be a related party. In addition, statutory directors, other key management of Lifetri Groep or the ultimate parent company and close relatives are regarded as related parties.

Transactions with related parties are disclosed in the notes as far as they are not transacted under normal market conditions. The nature, extent and other information are disclosed if this is necessary in order to provide a true and fair view. Related party transactions not on an arm's length basis have not occurred.

#### 5.6. Notes to the consolidated balance sheet

#### Specification fair value hierarchy

Financial assets are categorised according to the following value hierarchy.

in thousands of euros	Level 1	Level 2	Level 3	Total
Bonds	1,041,064	209,417	-	1,250,481
Mortgage loans	-	566,357	-	566,357
Investment funds	283,221	153,022	-	436,243
Derivatives	-	9,504	-	9,504
At 31 December 2021	1,324,285	938,300	-	2,262,585

in thousands of euros	Level 1	Level 2	Level 3	Total
Bonds	427,423	39,937	-	467,359
Mortgage loans	-	530,459	-	530,459
Investment funds	118,992	271,692	125,743	516,426
Derivatives	-	-100,878	-	-100,878
At 31 December 2022	546,415	741,209	125,743	1,413,367

#### Investments

#### 1. Bonds

in thousands of euros	2022	2021
At 1 January	1,250,481	1,951,370
Changes in the composition of the group	-	-
Purchases	109,361	937,491
Disposals	-491,920	-1,486,022
Accrued interest	-2,117	-
Fair value changes through profit or loss	-398,447	-152,358
At 31 December	467,358	1,250,481

Cost of bonds in 2022 amounts to € 546.7 million (2021: € 1,139.8 million).

in thousands of euros	31 December 2022	31 December 2021
Austria	89,888	228,974
Belgium	122,632	266,202
Germany	47,174	93,042
France	143,256	297,044
Netherlands	-	46,236
Luxembourg	-	209,417
Italy	64,409	83,560
Other	-	26,007
At 31 December	467,359	1,250,482

#### Bonds by credit rating

in thousands of euros	31 December 2022	31 December 2021
ААА	-	33,133
AA	402,950	872,106
А	-	17,539
BBB	64,409	104,563
None	-	223,141
At 31 December	467,359	1,250,482

# 2. Mortgages

in thousands of euros	2022	2021
At 1 January	566,356	152,096
Purchases	124,135	447,022
Redemption	-22,998	-44,588
Fair value changes through profit or loss	-137,036	11,827
At 31 December	530,458	566,356

Cost of mortgages in 2022 amounts to € 652.6 million (2021: € 550.8 million).

## 3. Investment funds

in thousands of euros	2022	2021
At 1 January	436,242	104,274
Purchases	782,689	445,867
Disposals	-677,283	-94,920
Fair value changes through profit or loss	-25,222	-18,979
At 31 December	516,426	436,242

#### Investmentfunds by sub-asset class

in thousands of euros	31 December 2022	31 December 2021
Direct lending	216,977	141,707
Emerging Markets Debt	79,235	227,858
Supply Chain Finance	90,542	-
Mortgages	-	32,406
CRE Loans	68,220	11,315
Money Market Fund	39,757	22,957
Private Equity	21,694	-
Total Investment funds	516,425	436,243

Cost of investment funds in 2022 amounts to € 522.4 million (2021: € 437.2 million).

# 4. Derivatives

in thousands of euros	2022	2021
At 1 January	9,504	-
Purchases	459,240	-
Disposals	-459,240	-
Accrued interest	-45	-
Fair value changes through profit or loss	-110,336	9,504
At 31 December	-100,877	9,504

Acquired derivatives were included in the received payment to insure pension benefits for participants in a single premium transaction. These derivatives have been unwound as soon as the financial markets offered liquidity.

#### 5. Deferred tax

in thousands of euros	1 January 2021	Movement through P&L	31 December 2021
Deferred acquisition costs	5,206	-1,452	3,754
Subordinated liability		416	416
Valuation differences technical provision	95,357	-3,407	91,950
Unsused tax losses			
Deferred tax assets	100,563	-4,859	96,120
Equalisation reserve	3,254	504	3,758
Valuation differences investments	119,701	-83,485	36,216
Deferred tax liability	122,955	-82,980	39,975
Net deferred tax	-22,392	78,537	56,145

in thousands of euros	1 January 2022	Movement through P&L	31 December 2022
Deferred acquisition costs	3,754	-797	2,958
Subordinated liability	416	-416	-
Valuation differences technical provision	91,950	-167,849	-75,900
Unused tax losses	-	-	-
Deferred tax assets	96,120	-169,062	-72,942
Equalisation reserve	3,758	-3,758	-
Valuation differences investments	36,216	-179,324	-143,108
Deferred tax liability	39,975	-183,082	-143,108
Net deferred tax	56,145	14,020	70,166

#### 6. Policyholders

The short-term receivables on policyholders relate to insurance premiums due. All receivables have an estimated maturity shorter than one year.

#### 7. Other receivables

in thousands of euros	31 December 2022	31 December 2021
Non-insurance receivables	598	5,000
Insurance receivables	3,551	368
Prepaid operating expense	570	461
Mortgage deposit	309	-
Tax reclaims	501	308
Other	31	100
Total Short term receivables	5,560	6,237

All receivables have an estimated maturity shorter than one year. The non-insurance receivables relate to the custodian of mortgages.

#### 8. Equipment

in thousands of euros	Property	Total 2022	Total 2021
At 1 January	393	393	510
Purchases	-	-	-
Depreciation	-112	-112	-117
At 31 December	281	281	393

A 20% depreciation rate on the purchase value is applied for the calculation of the annual depreciation expenses. The purchase of property is the improvement of the rented office. The fair value of equipment is not materially different from the carrying value. The carrying value is determined by historical cost less accumulated depreciation and impairment.

#### 9. Cash and cash equivalents

For an amount of  $\in$  135.7 million (2021:  $\in$  115.9 million) cash and cash equivalents are not freely available. This amount is used as collateral for derivatives and open mortgage proposals in our investments portfolio.

in thousands of euros	Share capital	Share premium	Revaluation reserve	Other reserve	Result before appropriation	Total
At 1 January 2021	-	168,897	73,404	210,968	-95,286	357,983
Result current year	-	-	-	-	-103,216	-103,216
Result last year	-	-	-	-95,286	95,286	-
Share premium contribution	-	5,000	-	-	-	5,000
Change reserves required by law	-	-	30,670	-30,670	-	-
At 31 December 2021	-	173,897	104,074	85,012	-103,216	259,767
At 1 January 2022	-	173,897	104,074	85,012	-103,216	259,767
Result current year	-	-	-	-	-79,567	-79,567
Result last year	-	-	-	-103,216	103,216	-
Share premium contribution	-	-	-	-	-	-
Change reserves required by law	-	-	10,528	-10,528	-	-
At 31 December 2022	-	173,897	114,602	-28,733	-79,567	180,199

#### 10. Group equity

#### 11. Subordinated debt

The bond has a maturity date of 2032 at a fixed rate of 5.25% paid annually on 1 June. After the reset date at 1 June 2027 the interest is calculated based on the 5 Year Mid Swap Rate plus a margin of 5.304 per cent. The bond is considered Tier 2 capital for regulatory purposes.

in thousands of euros	2022	2021
Nominal value	80,000	80,000
Carrying value	78,475	79,926
At 31 December	78,475	79,926

#### 12. Insurance liabilities

in thousands of euros	2022	2021
Best estimate	1,356,811	1,962,816
Risk margin	96,312	115,919
At 31 December	1,453,123	2,078,735

in thousands of euros	2022	2021
At 1 January	2,078,735	2,072,976
Reinsurance	-17,708	-17,054
UFR step down	33,182	34,367
Model change	15,879	-1,481
Unwind	14,247	42,216
New business	13,710	-982
Existing business	-11,327	5,527
Economic assumptions	-676,119	-56,834
other	2,524	-
At 31 December	1,453,123	2,078,735

In the insurance contracts no other profit sharing, guarantees or other options are included other than the options stemming from the in-kind policies. The technical provision primarily has a long duration.

#### 13. Policyholders and intermediaries

in thousands of euros	2022	2021
At 1 January	405	560
Intermediairs	501	-
Change in provisions	-235	-155
At 31 December	671	405

The pension obligation is calculated as the discounted value of the expected yearly indexation budget for the former employees of Nuvema. The yearly indexation budget is equal to 3.2% of the salaries of the former employees of Nuvema.

#### 14. Long-term liabilities

in thousands of euros	2022 2021	
At 1 January	8,857	10,009
Interest increase through P&L	-9	-62
Deposit payments	-1,064	-1,090
At 31 December	7,784	8,857

Funeral deposits are annually increased with interest and have primarily a long duration.

#### **15. Policyholders**

Premiums are collected several working days in advance of the period earned.

#### 16. Short term liabilities

in thousands of euros	2022	2021
Due to customers	-	2,836
Creditors	2,549	83
Accruals for operational expenses	3,936	6,075
Accruals for investments	5,486	19,487
Short term employee benefits	-	3
Interest accrual	2,456	-
At 31 December	14,427	28,484

All short term liabilities have a duration of less than one year.

#### 5.7. Notes to the income statement

#### 1. Insurance premiums

in thousands of euros	2022	2021
Periodic premiums	75,774	80,186
Single premiums	7,673	10,007
Reinsurers' share	-14,411	-13,590
Total net premiums earned	69,036	76,603

#### 2. Unrealised gains and losses on investments

in thousands of euros	2022	2021
Bonds	-454,822	-321,719
Mortgages	-139,586	12,019
Investment funds	-7,733	730
Derivatives	-110,532	8,144
Unrealised gains and losses from liabilities	1,612	-1,497
Total unrealised gains and losses on investments	-711,061	-302,323

Lifetri Groep BV - Annual Report 2022

Document to which the KPMG report 2436938/23W00187668UTR dated 26 April 2023 also refers.

# 3. Claims and benefits paid

in thousands of euros	2022	2021
Gross claims and benefits paid	-24,936	-26,662
Pensions	-21,801	-17,063
Reinsurers share	13,576	12,745
Total claims and benefits paid	-33,161	-30,980

## 4. Operating expenses

in thousands of euros	2022 2021		
Staff expenses	9,850	8,771	
External hires, advice and procurement of services	9,075	14,541	
Audit expenses	615	456	
General and administrative expenses	2,606	492	
Office expenses	344	193	
ICT	4,212	2,714	
Housing expenses	235	240	
Marketing expenses	166	36	
Depreciation	112	116	
Staff-, overhead- and depreciation costs	27,216	27,559	
Acquisition costs	801	717	
Total operating expenses	28,017	28,276	

#### 5. Income tax

in thousands of euros	2022	2021
Deferred tax	14,020	78,537
Current tax	18,097	-42,324
Total income tax	32,117	36,213

The effective income tax rate is 28.8%. The table below shows a reconciliation of the expected income tax expense with the actual income tax expense.

in thousands of euros	2022	2021
Result before tax	-111,685	-139,429
Current tax rate	25.8%	25%
Expected income tax expense	28,815	34,857
Effects of		
Prior-year adjustments	3.303	
Change in tax rate for deferred tax	-	4,492
Other	-	-3,136
Total income tax	32,118	36,213

During 2022 the income tax for current tax was 25.8%. For the upcoming years the tax rate of 25.8% is expected and used to calculate the deferred tax.

#### 5.8. Contingent liabilities and commitments

#### **Capital commitments**

At 31 December 2022 the subsidiaries of Lifetri Groep are committed to provide funding for investments:

- For the private debt portfolio, the commitment for a capital contribution is € 339.1 million (2021: € 423.7 million).
- For the mortgage loans portfolio, the capital contribution amounts up to € 27.9 million (2021: € 75.1 million).

# Lease commitments

#### Lease commitments

in thousands of euros	2022	2021
No Later than 1 year	38	38
Later than one year and no later than 5 years	204	295
At 31 December	242	333

The lease commitments concern company cars, office rental and office equipment.

# 6. Company financial statements

#### 6.1. Balance sheet

(before appropriation of result)

#### Assets

in thousands of euros	notes	31 Decen	1ber 2022	31 Decem	iber 2021
Financial investments					
Investments in subsidiaries	1	183,212		262,780	
Total financial investments			183,212		262,780
Loans Intragroup	2		78,300		78,300
Short term receivables					
Group companies		0		43,282	
Tax and social security contributions		18,623		0	
Other receivables	3	570		461	
Total short term receivables			19,193		43,743
Other assets					
Equipment		281		393	
Cash and cash equivalents		626		1,778	
Total other assets			907		2,171
Total assets			281,612		386,994

#### Liabilities

in thousands of euros	notes	31 Decen	1ber 2022	31 Decen	31 December 2021	
Shareholder's funds						
Share capital		0		0		
Share premium		173,897		173,897		
Revaluation reserve subsidiaries		114,602		104,074		
Other reserve		-28,732		85,012		
Result before appropriation		-79,567		-103,216		
Total shareholder's funds	4		180,199		259,768	
Subordinated liabilities			78,300		78,300	
Provisions						
Pension obligation		249		405		
Total provisions			249		405	
Short term liabilities						
Tax and social security contributions		0		42,510		
Group companies		16,296		0		
Other liabilities		6,568		6,012		
Total short term liabilities	5		22,864		48,521	
Total liabilities			281,612		386,994	

# 6.2. Income statement

in thousands of euros no	otes	2022	2021
Investment income			
Result from subsidiary		-79,567	-103,216
Interest income intra group		4,200	350
Interest expense subordinated		-4,200	-350
Total investment income		-79,567	-103,216
Result before tax		-79,567	-103,216
Income tax		0	0
Net result		-79,567	-103,216

#### 6.3. Notes to the company financial statements

#### General

The company financial statements are part of the 2022 statutory financial statements of Lifetri Groep. The financial information of Lifetri Groep is included in Lifetri Groep's consolidated financial statements. In so far as no further explanation is provided of items in the company balance sheet and the company profit and loss account, please refer to the notes to the consolidated balance sheet and profit and loss account.

#### **Accounting principles**

The principles for the valuation of assets and liabilities and the determination of the result are the same as those applied to the consolidated profit and loss account, with the exception of the following principles:

#### **Financial instruments**

In the company financial statements, financial instruments are presented on the basis of their legal form.

#### **Investments in subsidiaries**

Investments in subsidiaries are accounted for in the company financial statements according to the equity accounting method on the basis of net asset value. For details we refer to the accounting policy for financial fixed assets in the consolidated financial statements.

#### Share of result from subsidiaries

This item concerns Lifetri Groep's share of the profit or loss of these subsidiaries. Results on transactions involving the transfer of assets and liabilities between Lifetri Groep and its subsidiaries and mutually between subsidiaries themselves, are eliminated to the extent that they can be considered as not realised.

#### Corporate income tax

Lifetri Groep recognises the portion of corporate income tax that it would owe as an independent taxpayer.

#### 6.4. Notes to balance sheet

#### 1. Investments in subsidiaries

in thousands of euros	2022	2021
At 1 January	262,780	360,996
Capital contribution	-	5,000
Result from subsidiary	-79,567	-103,216
At 31 December	183,213	262,780

# Lifetri Groep is at the head of the group and has the following consolidated participating interests:

Lifetri Uitvaartv	erzekeringen N.V.	Maarssen	100%
Lifetri Verzekeri	ngen N.V.	Maarssen	100%

#### 2. Loans intragroup

The loan was downstreamed to the two insurance entities, € 65.0 million to Lifetri Verzekeringen and € 15.0 million to Lifetri Uitvaartverzekeringen.

#### 3. Other receivables

in thousands of euros	2022	2021
Deposit	63	63
Prepaid operating expenses	507	398
Total Short term receivables	570	461

#### 4. Shareholder's funds

in thousands of euros	Share capital	Share premium	Revaluation reserve subsidiary	Other reserves	Result before appropriation	Total
At 1 January 2021	-	168,897	73,404	210,968	-95,287	357,982
Result current year		-	-		-103,216	-103,216
Result last year		-	-	-95,287	95,287	-
Capital contribution		5,000			-	5,000
Change reserves required by law		-	30,670	-30,670	-	-
At 31 December 2021	-	173,897	104,074	85,011	-103,216	259,766
At 1 January 2022	-	173,897	104,074	85,011	-103,216	259,766
Result current year		-	-		-79,567	-79,567
Result last year		-	-	-103,216	103,216	-
Capital contribution		-			-	-
Change reserves required			10,527	-10,527		
by law		-	10,527	-10,527	-	-
At 31 December 2022	-	173,897	114,601	-28,732	-79,567	180,199

Lifetri Groep B.V. issued one share with a nominal value  $\in$  0.01.

The revaluation reserve pertains to consolidated participating interests that are measured at net asset value. The reserve is equal to the share in the results and direct changes in equity (both calculated on the basis of Lifetri Groep's accounting policies) of the participating interests since the first measurement at net asset value, less the distributions that Lifetri Groep has been entitled to since the first measurement at net asset value, and less distributions that Lifetri Groep may affect without restrictions. As to the latter share, this considers any profits that may not be distributable by participating interests that are Dutch limited companies based on the distribution tests to be performed by the management of those companies. The legal reserve is determined on an individual basis.

The management board proposes to charge  $\in$  -79.6 million to the other reserves within the shareholder's funds. The supervisory board has approved this proposal. The Shareholder's General Meeting has to decide on this proposal.

#### 5. Short-term liabilities

in thousands of euros	2022	2021
Short term employee benefit	276	291
Group companies	16,296	-
Tax and social contributions	127	42,510
Interest payable	2,456	350
Creditors	1,257	1,572
Accrued operational expenses	2,453	2,994
Other	-	805
At 31 December	22,865	48,522

#### 6.5. Notes to the income statement

The MB remuneration amount to € 1.5 million (2021: € 1.4 million). The MB remuneration is charged to Lifetri Uitvaartverzekeringen and Lifetri Verzekeringen.

The SB remuneration is € 0.1 million (2021: € 0.1 million).

#### Audit fees

in thousands of euros	KPMG	Total
2021		
Audit of the financial statements	399	399
Other audit engagements	-	-
Tax-related advisory services	-	-
Total 2021	409	409
2022		
Audit of the financial statements	417	417
Other audit engagements	-	-
Tax-related advisory services	-	-
Total 2022	417	417

The fees for the audit of the financial statements 2022 relate to the total fees for the audit of the financial statements 2022, irrespective of whether the activities have been performed during the financial year 2022.

#### **Employee information**

Average number of employees (FTE) during the year	2022	2021
Permanent staff	64	67
Temporary staff	25	31
Total	89	98

#### 6.6. Contingent liabilities and commitments

#### **Fiscal unity**

For income tax purposes Lifetri Groep is at the head of a fiscal unity which also includes Lifetri Uitvaartverzekeringen and Lifetri Verzekeringen. As a result, Lifetri Groep is liable for the tax of the fiscal unity. Lifetri Groep has a current account relationship with entities part of the fiscal unity. Amounts for income tax recognised at balance sheet date have been settled in this current account and are included in Lifetri Groep's balance sheet.

#### Subsequent events

For the disclosure on subsequent events that are relevant to Lifetri Groep, reference is made to the disclosure on subsequent events in the report of the management board of the consolidated financial statements.

The board have evaluated all events and transactions subsequent to 31 December 2022 through the date these financial statements were issued.

#### Lease commitments

in thousands of euros	2022	2021
No Later than 1 year	38	38
Later than one year and no later than 5 years	204	295
At 31 December	242	333

The lease commitments concern company cars, office rental and office equipment.

#### **Rental company**

in thousands of euros	2022	2021
No Later than 1 year	212	212
Later than one year and no later than 5 years	248	460
At 31 December	460	672

Maarssen, 26 April 2023

Management Board

Supervisory Board

P.D.A. Wits, CEO

P.J.C. Borgdorff, Chairman

R. Zomer, COO

A.S. Birrell

J.P.M. Rijken, CIO

H. Eggens

M.R.E. Harkema, CFRO

R. Singhal

# 7. Other information

# 7.1. Appropriation result according to the Articles of Association

According to Lifetri Groep's articles of association, the results are at the disposal of the Shareholder's General Meeting.

#### 7.2. Independent auditor's report

We refer for the independent auditor's report to the next page.



# Independent auditor's report

To: the General Meeting of Shareholders and the Supervisory Board of Lifetri Groep B.V.

# Report on the audit of the financial statements 2022 included in the annual report

# Our opinion

In our opinion the accompanying consolidated and parent financial statements give a true and fair view of the financial position of Lifetri Groep B.V. (hereafter: 'the company') as at 31 December 2022 and of its result and its cash flows for the year then ended, in accordance with Part 9 of Book 2 of the Dutch Civil Code.

# What we have audited

We have audited the 2022 financial statements of Lifetri Groep B.V., based in Amsterdam, as set out on pages 31 to 64 of the annual report.

The consolidated financial statements comprise:

- 1 the balance sheet as at 31 December 2022;
- 2 the following statements for 2022: the income statement, the overview of total result and the cash flow statement; and
- 3 the notes comprising a summary of the significant accounting policies and other explanatory information.

The company financial statements comprise:

- 1 the balance sheet as at 31 December 2022;
- 2 income statement 2022; and
- 3 the notes comprising a summary of the significant accounting policies and other explanatory information.

#### Basis for our opinion

We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. Our responsibilities under those standards are further described in the 'Our responsibilities for the audit of the financial statements section of our report.

We are independent of Lifetri Groep B.V. in accordance with the 'Verordening inzake de onafhankelijkheid van accountants bij assurance-opdrachten' (ViO, Code of Ethics for Professional Accountants, a regulation with respect to independence) and other relevant independence regulations in the Netherlands. Furthermore, we have complied with the 'Verordening gedrags- en beroepsregels accountants' (VGBA, Dutch Code of Ethics).

KPMG Accountants N.V., a Dutch limited liability company registered with the trade register in the Netherlands under number 33263683, is a member firm of the global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee.



Our audit procedures were determined in the context of our audit of the financial statements as a whole. Our observations in respect of going concern, fraud and non-compliance with laws and regulations and the key audit matters should be viewed in that context and not as separate opinions or conclusions.

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

# Audit approach

#### Summary

#### Materiality

Materiality of EUR 4.9 million, which equals to prior year's materiality amount.

Based on total assets (0.28%).

#### **Going concern**

Going concern: no significant going concern risks identified.

#### Fraud/Noclar

 Fraud & non-compliance with laws and regulations (Noclar): we identified management override of controls as presumed fraud risk.

#### Key audit matter

- Valuation of insurance contract liabilities.
- Hard to Value Financial Assets.

#### Opinion

Unqualified

#### Materiality

Based on our professional judgement we determined the materiality for the financial statements as a whole at EUR 4.9 million (2021: EUR 4.9 million). The materiality is determined with reference to total assets and amounts to 0.28% (2021: 0.20%). We continue to consider total assets as the most appropriate benchmark based on our assessment of the general information needs of the users of the financial statements of the financial institutions predominantly active in the life insurance business.

We have also taken into account misstatements and/or possible misstatements that in our opinion are material for the users of the financial statements for qualitative reasons.

We agreed with the Supervisory Board that misstatements identified during our audit in excess of EUR 245,000 (2021: EUR 245,000) would be reported to them, as well as smaller misstatements that in our view must be reported on qualitative grounds.



# Scope of the group audit

Lifetri Groep B.V. is at the head of a group of components. The financial information of this group is included in the consolidated financial statements of Lifetri Groep B.V. The Group is structured with 2 subsidiaries: Lifetri Uitvaartverzekeringen N.V. and Lifetri Verzekeringen N.V. Because we are ultimately responsible for the audit opinion, we are responsible for directing, supervising and performing the group audit. In this respect, we have determined the nature and extent of the audit procedures to be carried out for the components.

Our group audit mainly focused on significant components. Both components are individually financially significant due to their relative size within the Group and because we assigned a significant risk of material misstatement to one or more account balances of the components.

This resulted in a full scope audit for both components, in total covering 100% of core equity, 100% of total assets and 100% of profit before tax.

By performing the procedures mentioned above, together with additional procedures at group level, we have been able to obtain sufficient and appropriate audit evidence about the company's. financial information to provide an opinion about the financial statements.

# Audit response to going concern – no significant going concern risks identified

The Management Board has performed its going concern assessment and has not identified any significant going concern risks. Our main procedures to assess the Management Board's assessment were:

- we considered whether the Management Board's assessment of the going concern risks included all relevant information of which we are aware as a result of our audit;
- we assessed whether the scenarios included in the Own Risk Solvency Assessment (ORSA) and Preparatory Crisis Plan that were submitted to De Nederlandsche Bank N.V. (the Dutch Central Bank, DNB) and other regulatory correspondence indicate a significant going concern risk; and
- we considered whether the outcome of our audit procedures on the Solvency II capital position and disclosures indicate a significant going concern risk.

The outcome of our risk assessment procedures, including our consideration of findings from our audit procedures on other areas, did not give reason to perform additional audit procedures.

#### Audit response to the risk of fraud and non-compliance with laws and regulations

In section 3.4 and section 5 of the annual report, the Management Board describes its response and procedures in respect of the risk of fraud and non-compliance with laws and regulations.

As part of our audit, we have gained insights into the company and its business environment, and assessed the design and implementation and, where considered appropriate, tested the operating effectiveness of the company's risk management in relation to fraud and non-compliance.



Our procedures included, among other things, assessing the code of conduct, whistleblowing procedures, incidents register and its procedures to investigate indications of possible fraud and non-compliance. Furthermore, we performed relevant inquiries with management, Supervisory Board and other relevant functions, such as Internal Audit, Legal Counsel, Compliance and the Actuarial Function Holder.

As part of our audit procedures, we:

- assessed the fraud risk assessments performed by operational risk management coordinated by Operational Risk Management and evaluated these fraud risk assessments;
- assessed other positions held by the Management Board members and paid special attention to procedures and governance and compliance in view of possible conflicts of interest;
- evaluated internal compliance reports on indications of possible fraud and non-compliance;
- inspected correspondence with De Nederlandsche Bank (DNB), Autoriteit Financiële Markten (AFM) and other regulators and supervisory authorities; and
- evaluated legal confirmation letters.

In addition, we performed procedures to obtain an understanding of the legal and regulatory frameworks that are applicable to the company.

Lifetri Groep B.V. is subject to many other laws and regulations where the consequences of noncompliance could have an indirect material effect on amounts recognised or disclosures in the financial statements, or both, for instance through the imposition of fines or litigation. We identified the following areas as those most likely to have such an indirect effect:

- eet op het financieel toezicht (Wft) (including the European Solvency II directives); and

- financial and economic crime (FEC) related regulation.

We evaluated with support of our forensics specialists, the fraud and non-compliance risk factors to consider whether those factors indicate a risk of material misstatement in the financial statements.

Based on the above and on the auditing standards, we identified the following fraud risk that is relevant to our audit, including the relevant presumed risks laid down in the auditing standards, and responded as follows:

#### — Management override of controls (a presumed risk)

Risk:

- Management is in a unique position to manipulate accounting records and prepare fraudulent financial statements by overriding controls that otherwise appear to be operating effectively such as: estimates related to valuation and reserve adequacy of insurance liabilities and Solvency II disclosures.

Responses:

- We evaluated the design and the implementation of internal controls that mitigate fraud and non-compliance risks, such as processes related to journal entries and estimates.
- We performed data analysis of high-risk journal entries and evaluated key estimates and judgements for bias by the company, including retrospective reviews of prior year's estimates.



- Where we identified instances of unexpected journal entries or other risks through our data analytics, we performed additional audit procedures to address each identified risk. These procedures also included testing of transactions back to source information.
- We incorporated elements of unpredictability in our audit including extensive substantive procedures over investments and investment gains and losses.
- We performed detailed testing on other emoluments in relation to the Management Board remuneration.
- Considered the outcome of our other audit procedures and evaluated whether any findings or misstatements were indicative of fraud or non-compliance. If so, we re-evaluated our assessment of relevant risks and its resulting impact on our audit procedures

We refer to the key audit matter that provides information of our approach related to areas of higher risk due to accounting estimates where management makes significant judgements.

We assessed the presumed fraud risk on revenue recognition as irrelevant, as we consider the likelihood remote that a material error results from fraud other than originating from management override of controls, which is covered by the risk described above.

We communicated our risk assessment, audit responses and results to the Management Board and the Supervisory Board. Our audit procedures did not reveal indications and/or reasonable suspicion of fraud and non-compliance that are considered material for our audit.

#### Our key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements. We have communicated the key audit matters to the Management Board and the Supervisory Board. The key audit matters are not a comprehensive reflection of all matters discussed.

These matters were addressed in the context of our audit of the financial statements as a whole and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

#### 1. Valuation of insurance contract liabilities

#### Description

Lifetri Groep B.V. has insurance contract liabilities of EUR 1,453 million representing 84% of its total liabilities. The valuation of the insurance contract liabilities involves judgement over uncertain future outcomes in the insurance contract liabilities as reported in the balance sheet and requires the application of significant management judgement in setting the assumptions related to expense overrun, risk margin and counterparty default adjustment.

During the current year the group changed its accounting policy for the valuation of the insurance contract liabilities in the consolidated financial statements to align with Solvency II principles and to maintain consistency between all entities within the group. Prior year figures were restated.

Given the financial significance and the level of judgement required, we considered this a key audit matter.



#### **Our response**

Our audit approach included testing both the effectiveness of internal controls around determining insurance contract liabilities as well as substantive audit procedures.

Our procedures over internal controls focused on controls around the adequacy of policyholder data, the governance and controls around assumption setting and the review procedures performed on the Best Estimate Liability (BEL) and Risk Margin by the Actuarial Function Holder. In our audit we also considered the process around the internal validation and implementation of the models used to determine the valuation of the insurance contract liabilities.

With the assistance of our actuarial specialists, we performed the following substantive audit procedures:

- assessing the appropriateness of the data and verifying the accuracy and completeness of claim data used in the valuation and assumption setting;
- assessing the appropriateness of assumptions used in the valuation of insurance contract by reference to company and industry data and expectations of investment returns and expense developments;
- analysis of developments in actuarial results and movements in reserve adequacy during the year and corroborative inquiries with management and the Actuarial Function Holder in that regard; and
- evaluation of the robustness of management's substantiation that the insurance contract liabilities are adequate as at 31 December 2022.

#### **Our observation**

Overall, we found that management estimated the valuation of the insurance contract liabilities neutral. We also found the related disclosure to be adequate and refer to Note 12 of the financial statements.

# 2. Hard to value Financial assets

#### Description

For non-listed investments quoted prices are not available and fair values are based on valuation techniques which often involve the exercise of judgement by management and the use of assumptions, estimates and valuation models. Where significant pricing inputs are unobservable, management has no reliable, relevant market data available in determining the fair value. For these investments estimation uncertainty can be high, this is mainly applicable to mortgages and unlisted investment funds.

Given the financial significance and estimation uncertainties we considered the valuation of non-listed investments a key audit matter.



#### **Our response**

We assessed management's approach to the valuation for non-listed investments and performed the following procedures:

- evaluated the processes and controls governing the valuation of investments;
- inspected the supporting valuation documents prepared by management's external valuation experts;
- KPMG valuation specialists assisted us in challenging the appropriateness of the models and methodologies used by management in calculating fair values of mortgages. We tested the source data used and assessed the appropriateness of critical valuation parameters. Our valuation specialists independently calculated whether the fair value for the mortgage portfolio as a whole as determined by management is within the acceptable fair value range; and
- assessed the disclosures in the financial statements.

#### **Our observation**

The results of our testing were satisfactory, and we considered the fair value of hard to value investments to be appropriate. We also found the related disclosure to be adequate and refer to Notes 1 to 4 of the financial statements.

# Report on the other information included in the annual report

In addition to the financial statements and our auditor's report thereon, the Annual Report contains other information.

Based on the following procedures performed, we conclude that the other information:

- is consistent with the financial statements and does not contain material misstatements; and
- contains the information as required by Part 9 of Book 2 of the Dutch Civil Code report and other information.

We have read the other information. Based on our knowledge and understanding obtained through our audit of the financial statements or otherwise, we have considered whether the other information contains material misstatements.

By performing these procedures, we comply with the requirements of Part 9 of Book 2 of the Dutch Civil Code and the Dutch Standard 720. The scope of the procedures performed is less than the scope of those performed in our audit of the financial statements.

The Management Board is responsible for the preparation of the other information, including the information as required by Part 9 of Book 2 of the Dutch Civil Code.

# Report on other legal and regulatory requirements

#### Engagement

We were engaged by the General Meeting of Board of Directors of Lifetri Groep B.V. as auditor of the Company, as of the audit for the year 2022 and have operated as statutory auditor since the financial year 2018.



# No prohibited non-audit services

We have not provided prohibited non-audit services as referred to in Article 5(1) of the EU Regulation on specific requirements regarding statutory audits of public-interest entities.

# Description of responsibilities regarding the financial statements

# Responsibilities of the Management Board and the Supervisory Board for the financial statements

The Management Board is responsible for the preparation and fair presentation of the financial statements in accordance with Part 9 of Book 2 of the Dutch Civil Code. Furthermore, the Management Board is responsible for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error. In that respect the Management Board under supervision of the Supervisory Board is responsible for the prevention and detection of fraud and non-compliance with laws and regulations, including determining measures to resolve the consequences of it and to prevent recurrence.

As part of the preparation of the financial statements , the Management Board is responsible for assessing the company's ability to continue as a going concern. Based on the financial reporting frameworks mentioned, the Management Board should prepare the financial statements using the going concern basis of accounting unless the Management Board either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so. The Management Board should disclose events and circumstances that may cast significant doubt on the Group's ability to continue as a going concern in the financial statements.

The Supervisory Board is responsible for overseeing the company's financial reporting process.

#### Our responsibilities for the audit of the financial statements

Our objective is to plan and perform the audit engagement in a manner that allows us to obtain sufficient and appropriate audit evidence for our opinion.

Our audit has been performed with a high, but not absolute, level of assurance, which means we may not detect all material errors and fraud during our audit.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken based on these financial statements. The materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.



A further description of our responsibilities for the audit of the financial statements is located at the website of de 'Koninklijke Nederlandse Beroepsorganisatie van Accountants' (NBA, Royal Netherlands Institute of Chartered Accountants) at <u>http://www.nba.nl/ENG\_algemeen\_01</u>. This description forms part of our auditor's report.

Amstelveen, 26 April 2023

KPMG Accountants N.V.

A.J.H. Reijns RA