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# Allianz – an opportunity

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Allianz 

# Allianz at a glance – scale and diversification matter

EUR **97bn** total revenues<sup>1</sup>

EUR **1,023bn** 3rd party AuM<sup>2</sup>

EUR **7.2bn** operating profit<sup>1</sup>

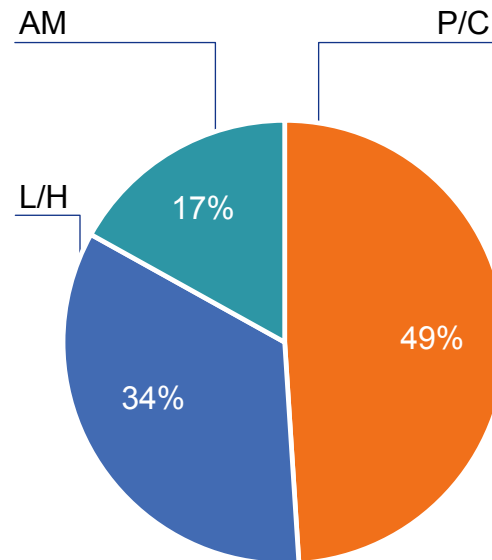
**168%** solvency ratio<sup>2</sup>

EUR **42bn** market cap<sup>2</sup>

**75mn** customers<sup>1</sup>

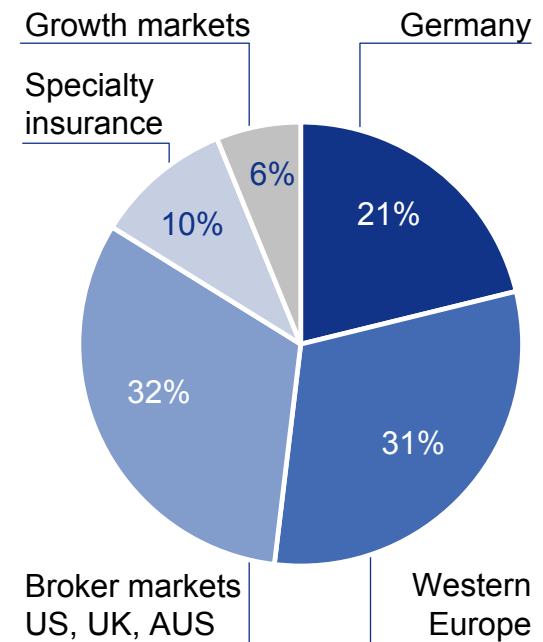
Segments<sup>1,3</sup>

Operating profit in %



Regions<sup>1,3</sup>

Operating profit in %



1) 12/2009  
 2) 03/2010  
 3) Relation of positive parts of operating profit

## World class operations

### Excellent business positions<sup>1</sup>

- Leading P/C insurer globally
- Top 5 in Life business globally
- Top 5 asset manager globally
- Global top 5 insurer by market cap
- Strong rating (AA, stable outlook)<sup>2</sup>
- Largest global assistance provider
- Worldwide leader in credit insurance
- One of the leading industrial insurers globally

1) Based on 2009 data

2) According to S&P



P I M C O



Global Investors



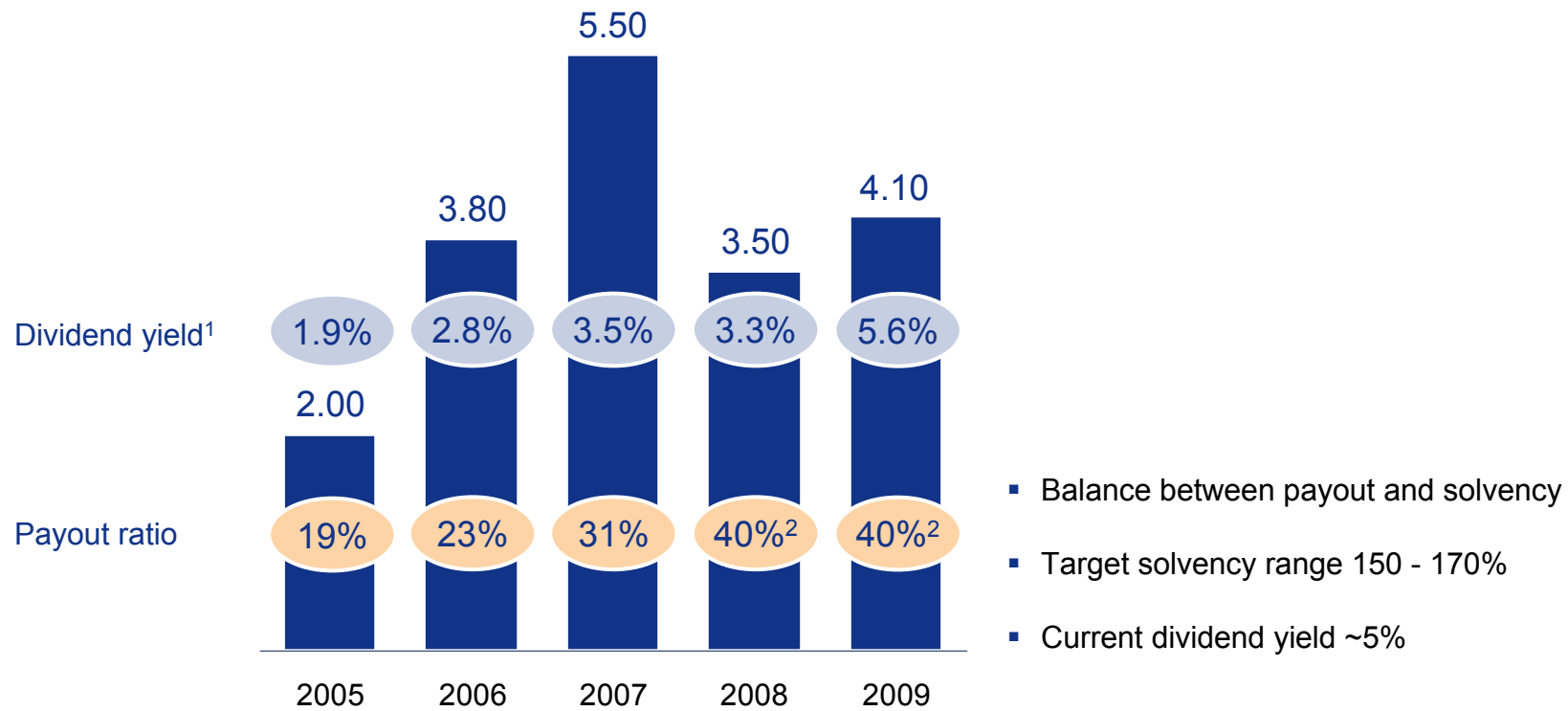
Allianz Global Corporate & Specialty

## Clear strategy

Business	▶ Insurance + ▶ Investment
Customers	▶ Institutions + ▶ Individuals
Finance	▶ Capital + ▶ Cash
Operations	▶ Capabilities + ▶ Competitiveness

## Attractive dividend policy

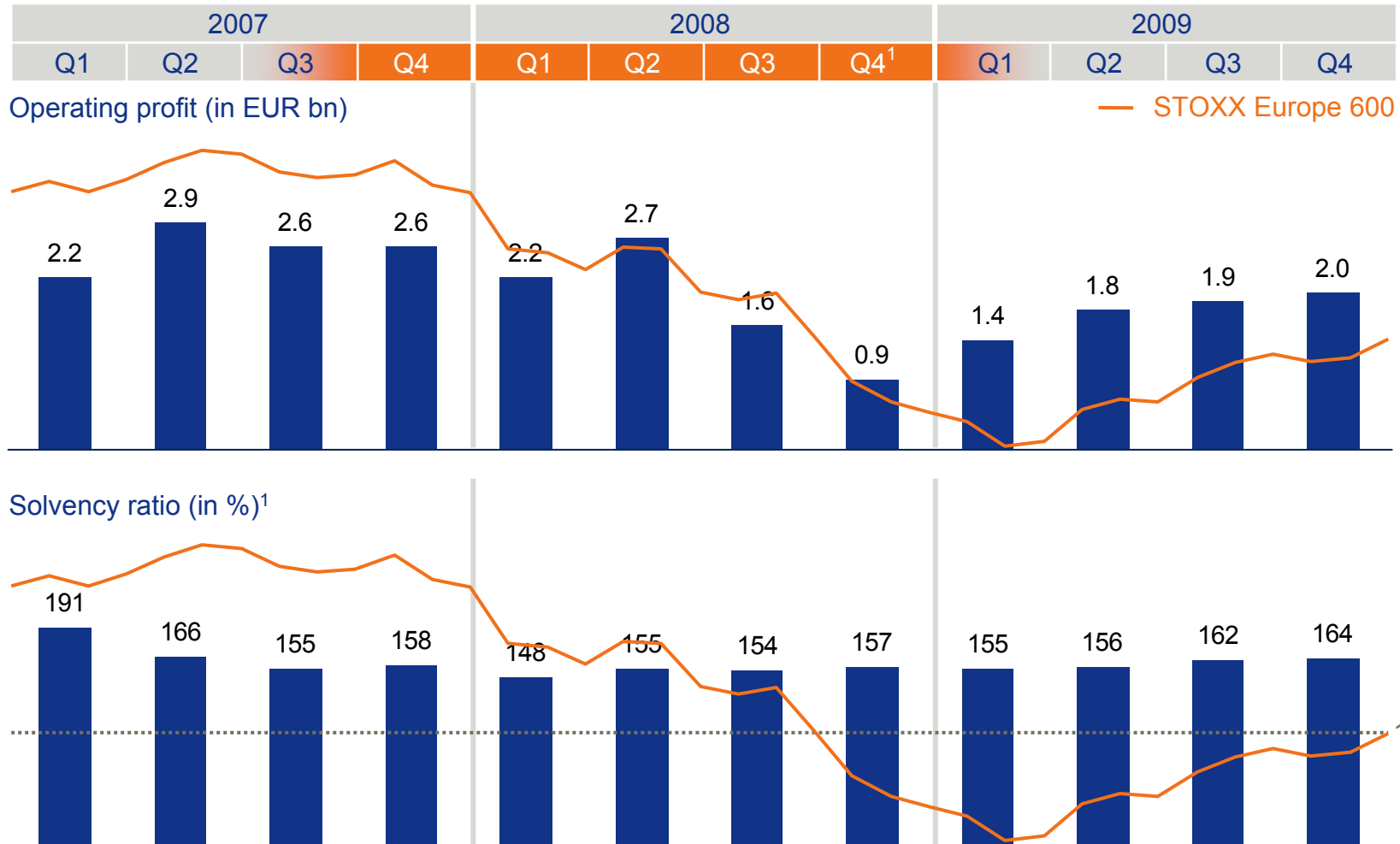
Dividend per share  
(EUR)



1) Based on average share price

2) Based on net income from continued operations, net of minorities

# Sound performance in the crisis



1) Adjusted to current methodology; 4Q 2008 pro-forma after sale of Dresdner Bank completed; intangible assets related to Selecta fully deducted, starting in 3Q 2007

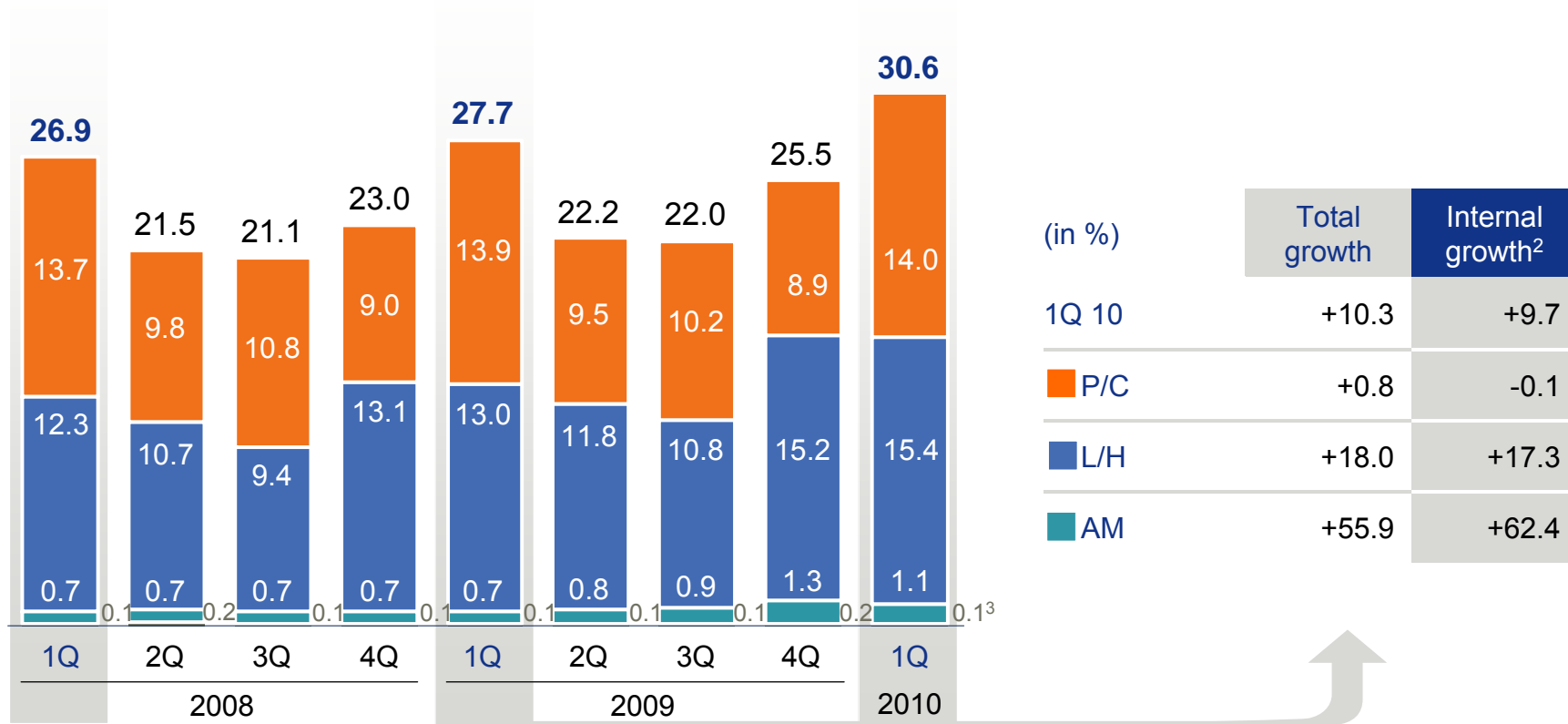
## First quarter – good start into 2010



- Revenues up 10.3 percent to EUR 30.6bn, driven by continued strong growth in L/H and AM
- Operating profit of EUR 1.7bn up 20.4 percent compared to a low first quarter 2009 operating profit
- Net income at EUR 1.6bn
- Strong capital position, 168 percent solvency ratio

# Strong revenue growth (EUR bn)

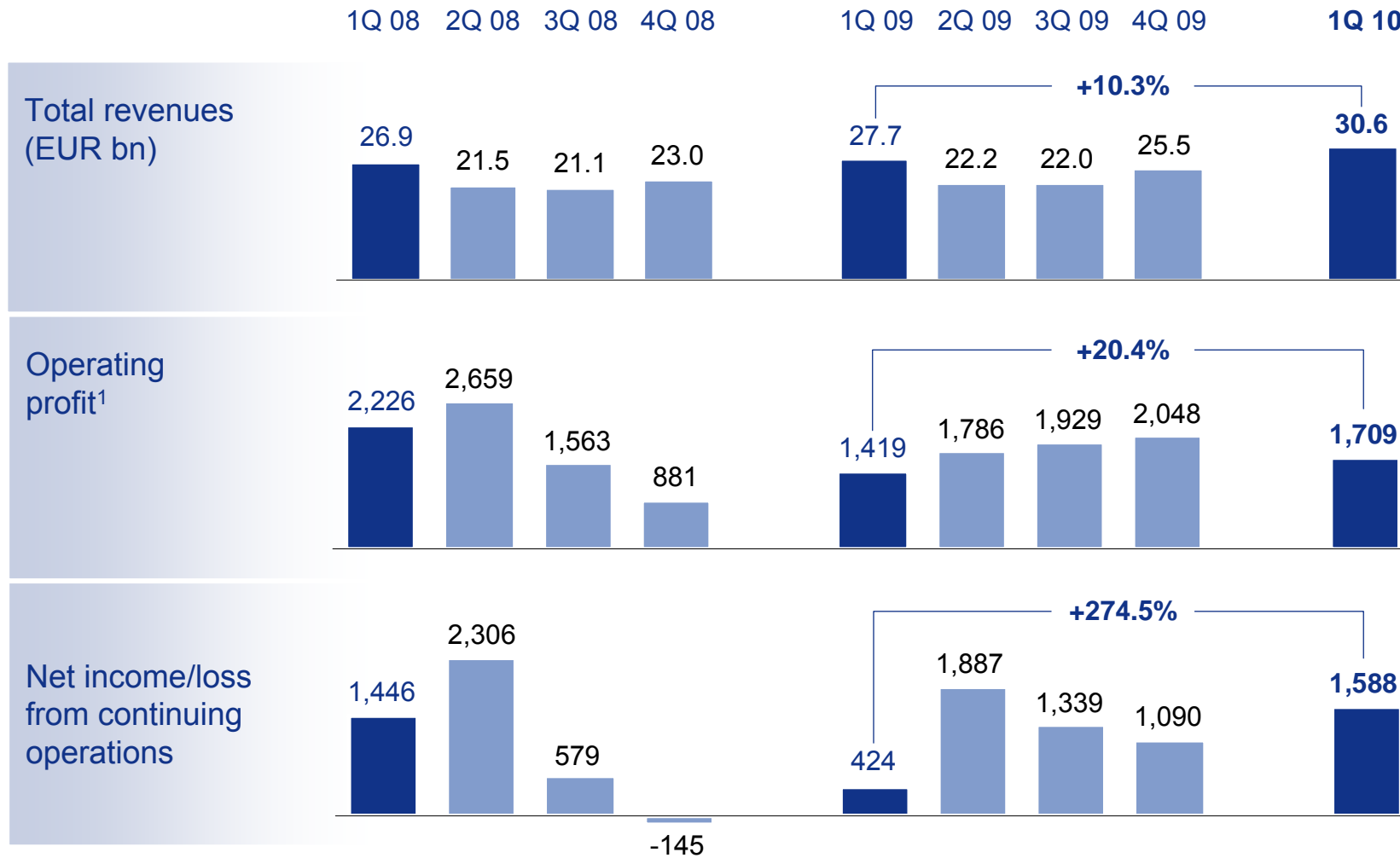
## Total revenues<sup>1</sup>



1) Total revenues comprise statutory gross premiums written in P/C and L/H, operating revenues in AM and total revenues in Corporate and Other (Banking)  
 All segment figures are based on segment consolidated numbers; figures for the Group as a whole are based on fully consolidated numbers  
 2) Adjusted for F/X and consolidation effects. Total and internal growth on segment level is based on segment consolidated data.  
 Total and internal growth for total revenues are based on fully consolidated figures  
 3) Represents Banking total revenues (for every quarter)



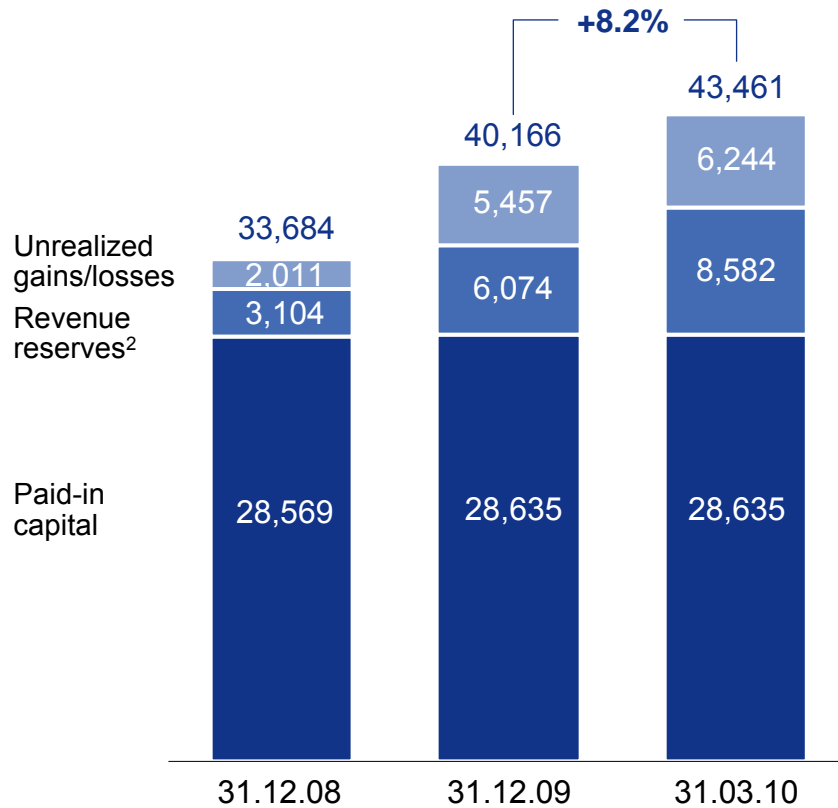
# Quarterly results overview (EUR mn)



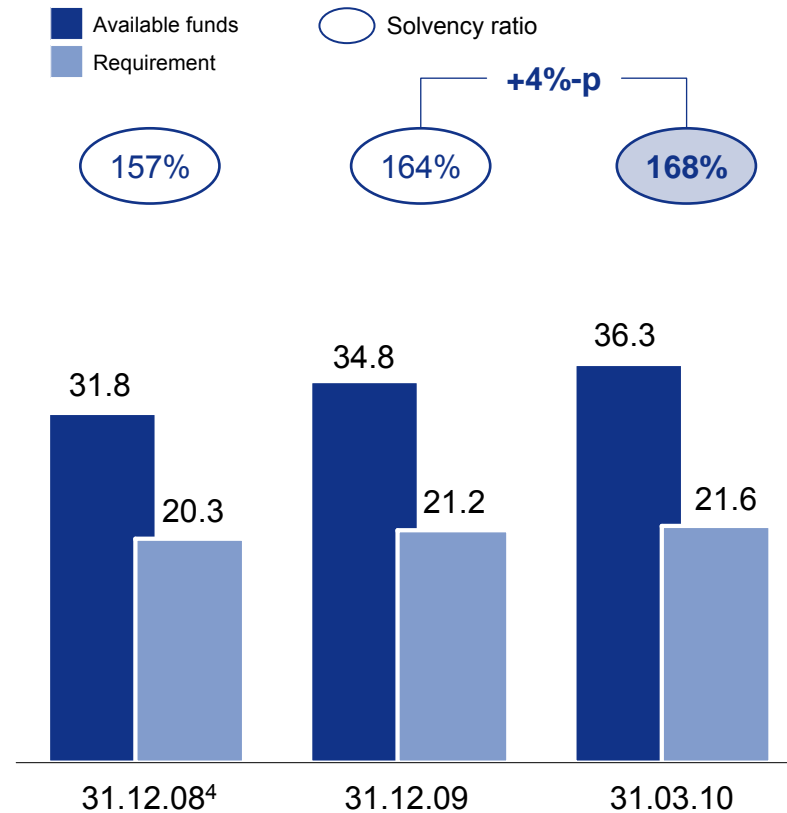
1) Operating profit is a measure which we believe highlights the underlying profitability of our operations.

# Strong capitalization

Shareholders' equity<sup>1</sup>  
(EUR mn)



Conglomerate solvency<sup>3</sup>  
(EUR bn)



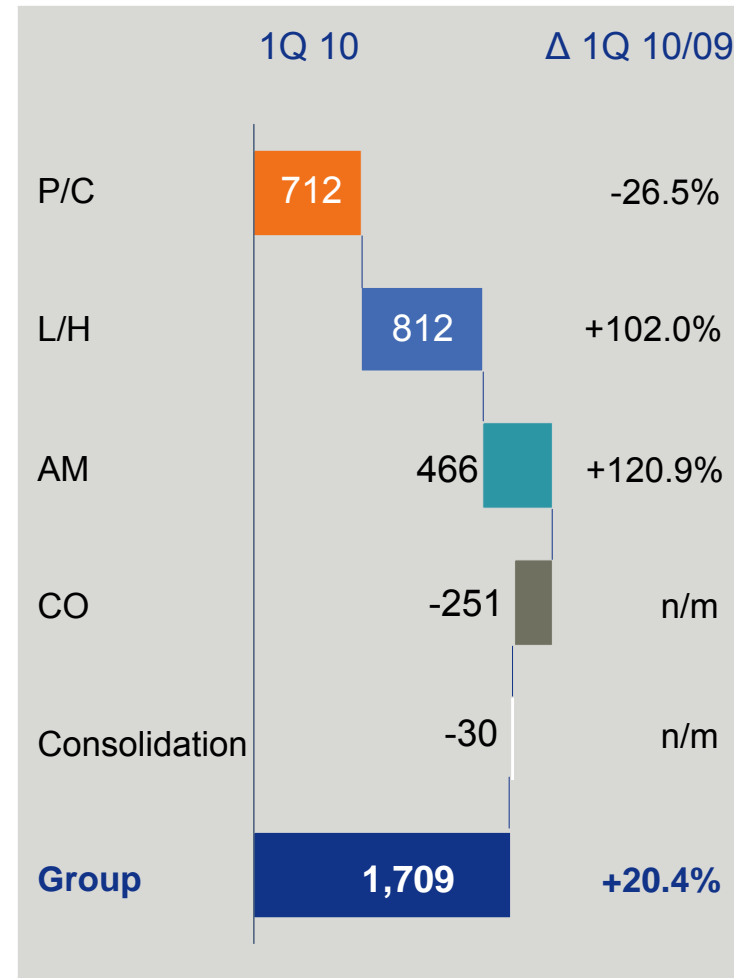
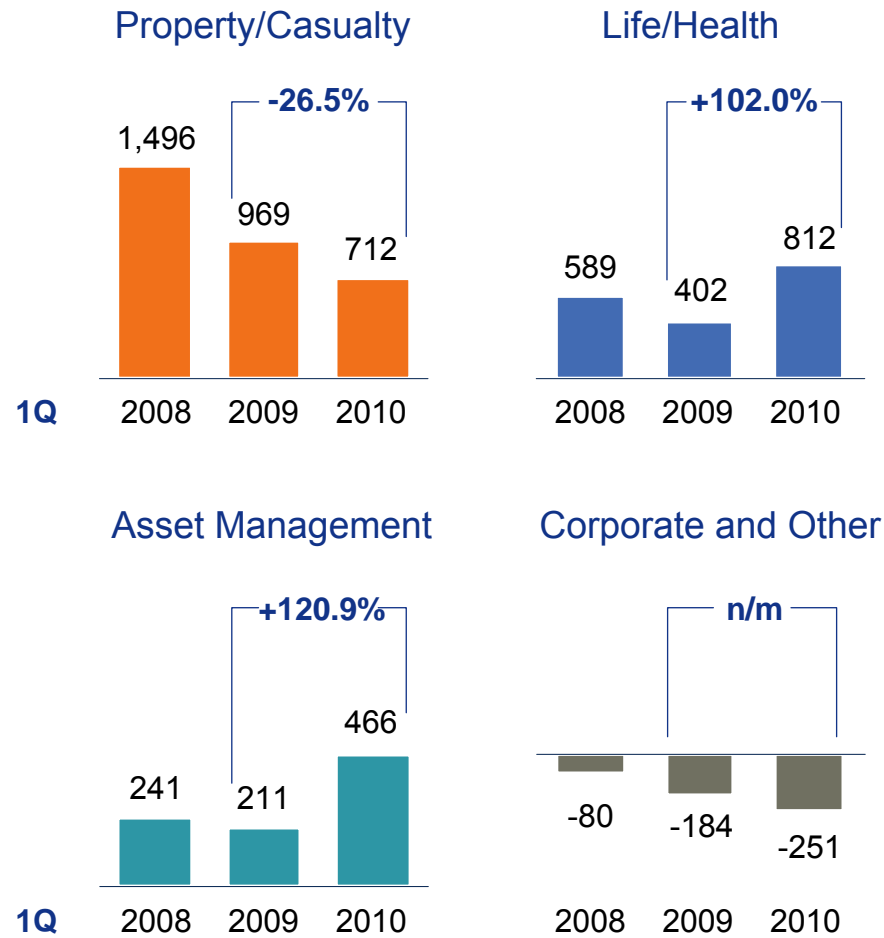
1) Excluding non-controlling interests (31.12.08: EUR 3,564mn, 31.12.09: EUR 2,121mn, 31.03.10 EUR 2,124mn)

2) Including F/X

3) Including off-balance sheet reserves (31.12.08: EUR 2,230mn, 31.12.09: EUR 1,993mn, 31.03.10: EUR 1,986mn). Off-balance sheet reserves are accepted by the authorities as available funds only upon request; Allianz SE has not submitted an application so far. The solvency ratio excluding off-balance sheet reserves would be 159% as of 31.03.10, 155% as of 31.12.09 and 146% as of 31.12.08

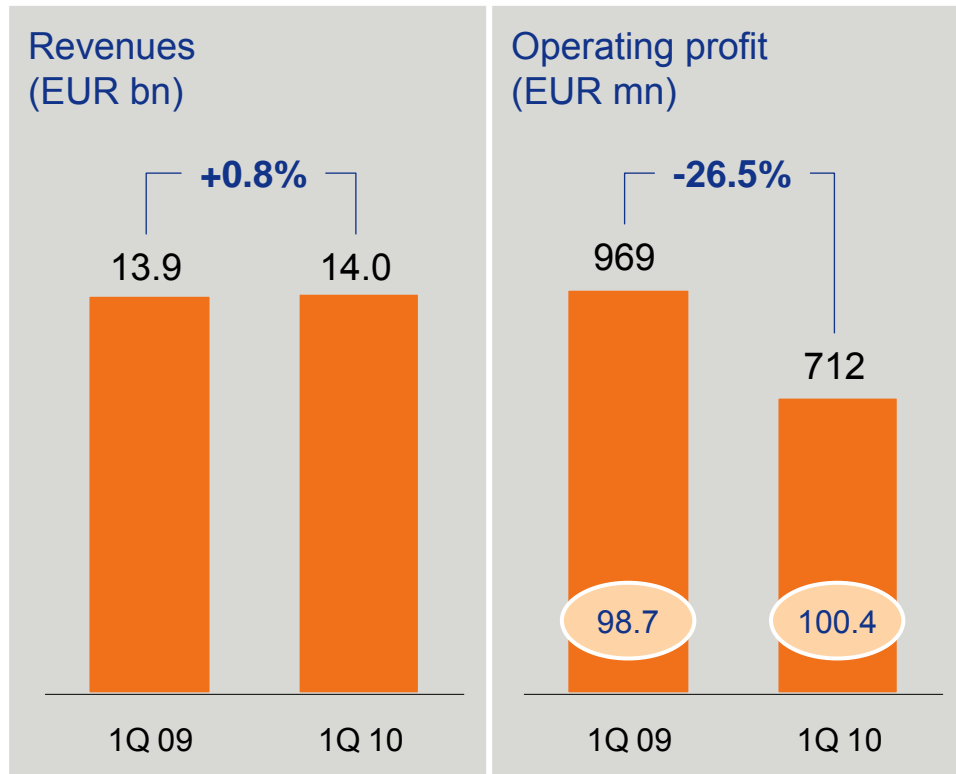
4) Pro-forma after sale of Dresdner Bank completed

# Operating profit of EUR 1.7bn (EUR mn)



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## P/C 1Q 2010: exceptionally high NatCat claims

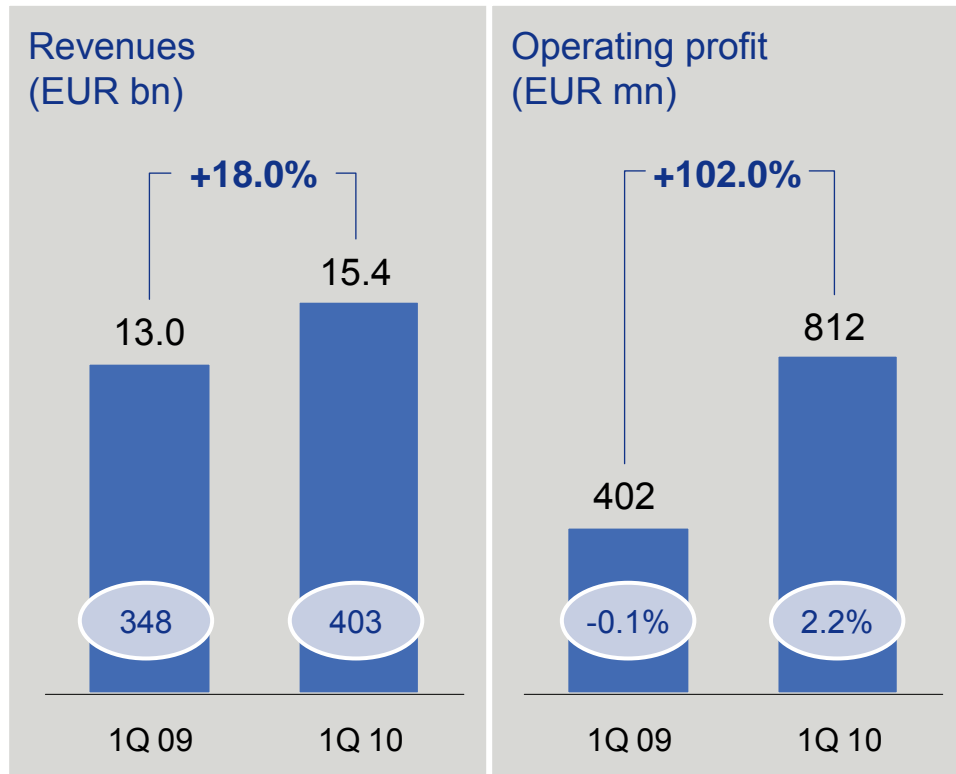


● Combined ratio in %

### Comments

- Growth focused on profitable markets and segments
- Operating profit lower mainly due to high NatCat of EUR 555mn (5.9%-p)
- Adjusted for NatCat and reserve releases CR would be 98.0%
- Lower investment yield almost offset by net inflows
- Positive price effect of 2.2% on our renewed business

## L/H 1Q 2010: strong growth and improving margins

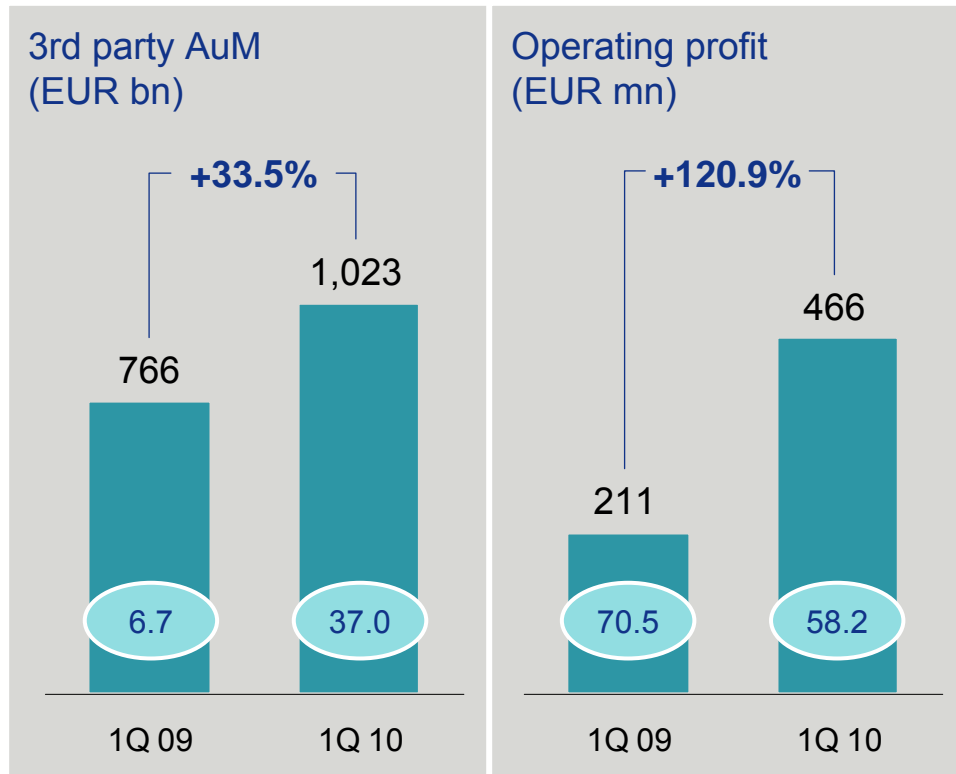


### Comments

- Strong growth across all products, especially pure unit-linked
- Investment result drives operating profit (lower impairments)
- Operating asset base up 16%
- New business margin significantly recovered

Operating asset base (EUR bn)
  NBM (new business margin) in %

## AM 1Q 2010: exceptional performance



### Comments

- 3rd party assets now exceed EUR 1trn
- Strong net inflows continue with EUR 37bn
- Outstanding fixed income performance leads to strong increase in performance fees
- CIR at 58%

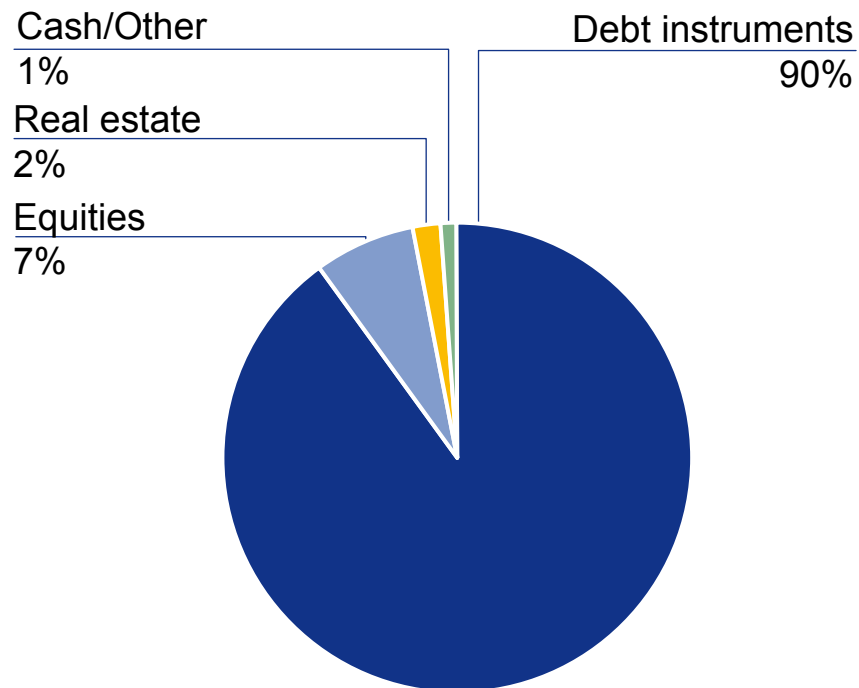
● Net inflows (EUR bn)

● CIR (cost-income ratio) in %

## Investments: pillar of strength in volatile environment

### Conservative asset allocation (31.03.2010)

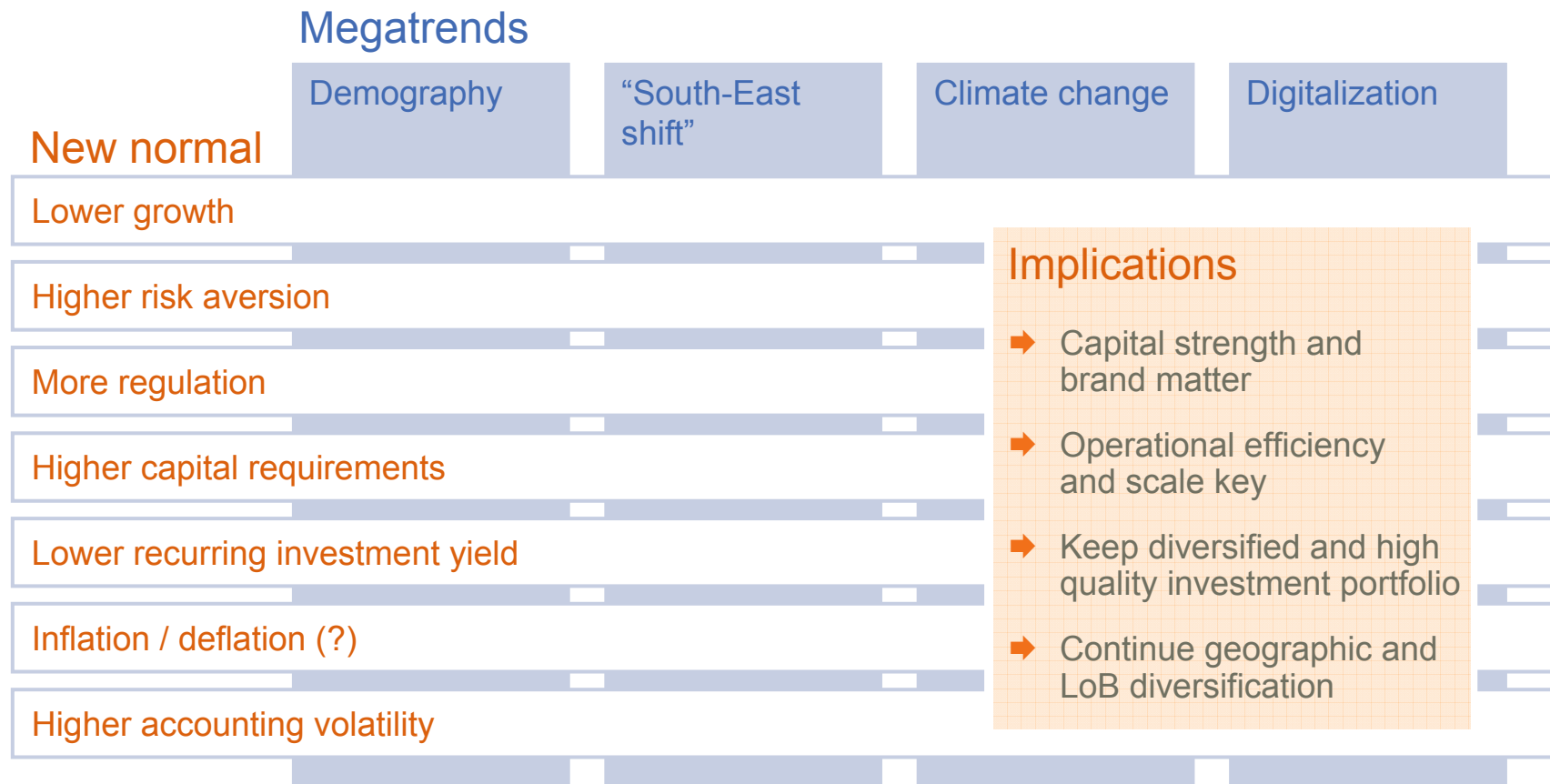
EUR 427bn



### Investment portfolio

- Determined by expected liability cash flows
- Fixed income portfolio:
  - 86% rated A or better
  - Limited impairments (5 year Ø 8bp)
  - Adequate liquidity
- Excess solvency higher than net equity exposure
- 4% growth since year-end
- Well prepared to participate in market for renewable energy, clean technology and carbon

# Megatrends remain – but industry has to prepare for the “new normal”





## Key take-aways

- ➔ Significant scale and diversification advantages
- ➔ Resilient and proven business model
- ➔ Conservative investment portfolio
- ➔ Strong capital base with limited sensitivity
- ➔ Transparent and tight capital management
- ➔ Attractive underlying profitability
- ➔ Strong underwriting focus
- ➔ Well positioned for the “new normal”

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