

# ALLIANZ STARTER KIT

Up to speed in 10 steps

Group Investor Relations

June 2021



Allianz Investor Relations App

Apple App Store

Google Play Store





# ALLIANZ AT A GLANCE

## Worldwide presence



> **100**mn

Global financial services provider in the insurance and asset management business

Over 100mn customers<sup>1</sup> in more than 70 countries

## Leading brand



**#1**

Number one insurance brand globally<sup>2</sup>

Strong franchises  
**P I M C O**



## Clear purpose



**150**thou

>150,000 employees worldwide with a clear purpose:

“We secure your future”

1) Insurance only, including non-consolidated entities with Allianz customers

2) Source: Interbrand Best Global Brands Ranking 2020

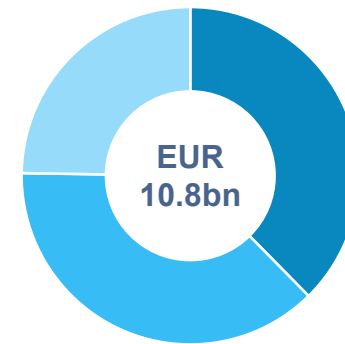


# KEY FINANCIALS

EUR	2020	1yr
Total revenues	140bn	-1%
Operating profit	10.8bn <span style="background-color: #c0392b; color: white; padding: 2px;">-1.3bn</span>	-9%
S/h net income	6.8bn	-14%
Return on equity	11.4%	-2.2%-p
SII capitalization <sup>1</sup>	207%	-5%-p
EPS	16.5	-13%
DPS	9.6	0%
Share price	201	-8%
Market cap	83bn	-9%

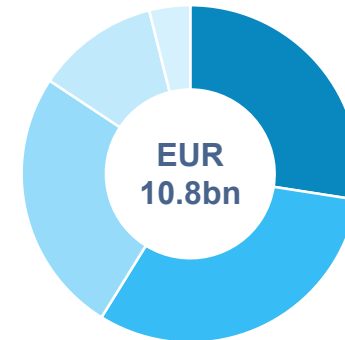
COVID-19 impact

## Operating profit 2020



By segments<sup>2</sup>

- P/C Insurance 38%
- L/H Insurance 38%
- Asset Mgmt. 25%



By regions:

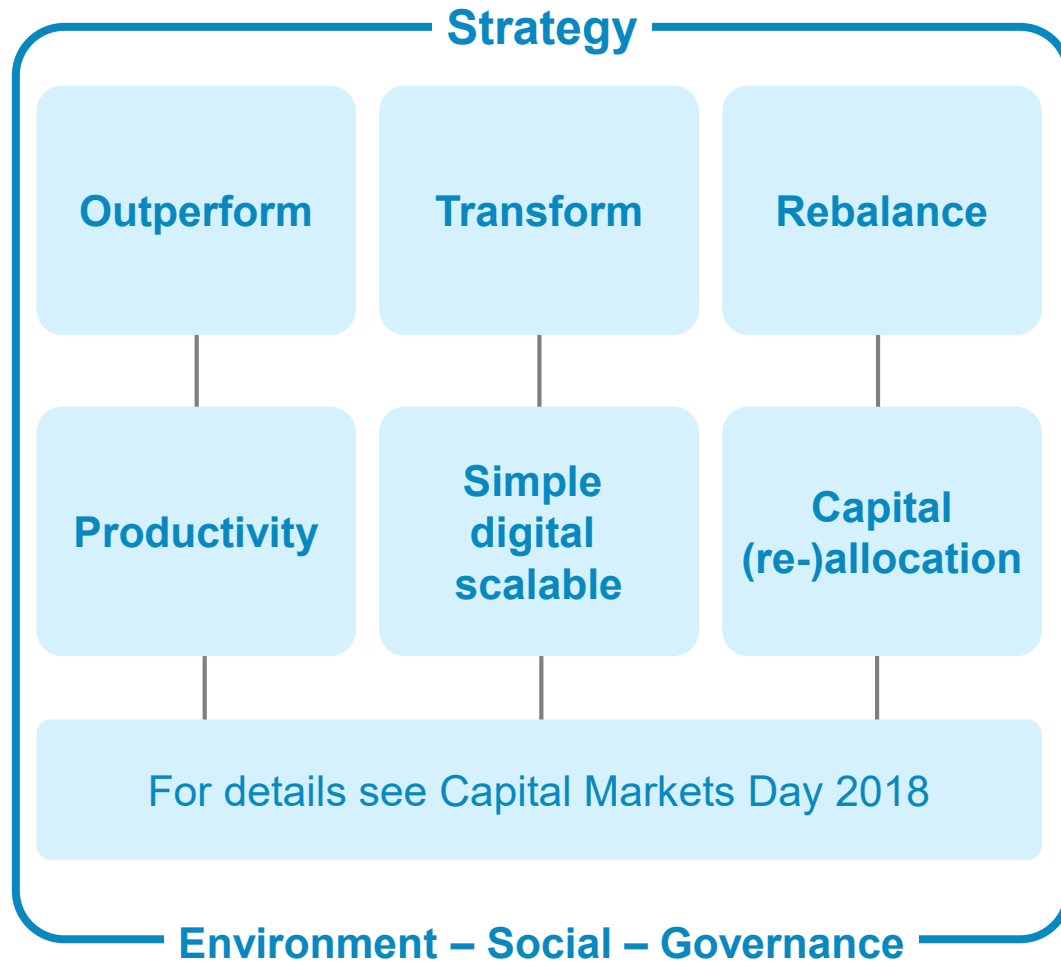
- Germany 28%
- Western & Southern Europe 32%
- USA 26%
- Growth Markets<sup>3</sup> 12%
- Anglo Markets<sup>4</sup> 4%
- Specialty Ins.<sup>5</sup> -1%

1) Including the application of transitional measures for technical provisions, the Solvency II capitalization ratio amounted to 240%  
 2) Excl. "Corporate & Other" and consolidation between segments  
 3) CEE, Asia Pacific, Latin America, Middle East and Africa, Turkey. Austria and AZ Direct allocated to Western and Southern Europe

4) UK, Ireland, Australia  
 5) Allianz Global Corporate & Specialty, Euler Hermes, Allianz Partners, Allianz Re  
 For a definition of alternative performance measures please refer to our [website](#)



# STRATEGY AND TARGETS



**Outlook 2021**

Operating profit (EUR)	<b>12bn (+/-1bn)</b>
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**Mid-term targets**

EPS (3yr CAGR 2018/21)	<b>5% plus</b>
Return on equity	<b>13% plus</b>



# SUSTAINABILITY

## ESG at Allianz

“Sustainability, in every dimension, is one of our top priorities. We believe that sustainability will enable us to realize our potential for growth and value – while at the same time contributing to a future that’s worth living for all of us.”

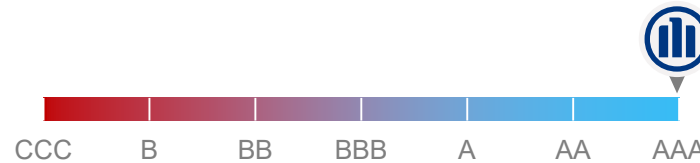
Oliver Bäte  
Chief Executive Officer

## Ratings 2021

S&P: Silver class



MSCI: ESG leader



FTSE4Good: Top 8%



## Targets

### Electricity

100% renewable by 2023

### Coal

No insurance of coal based business by 2040<sup>1</sup>

### Carbon

Own investments: net zero carbon emissions by 2050



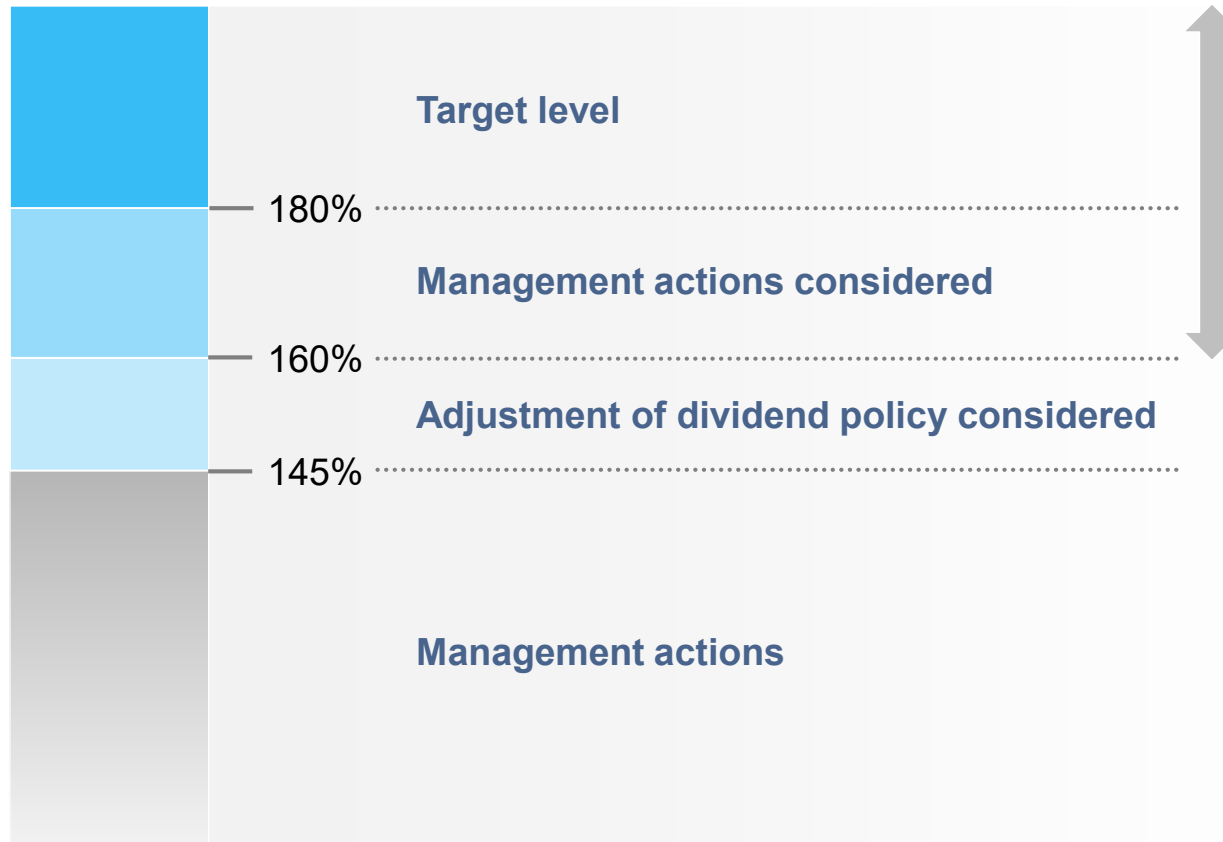
1) P/C insurance; for details see Allianz Group Sustainability Report



# CAPITAL MANAGEMENT AND DIVIDEND POLICY

## Capital management: Solvency II ratio

207%<sup>1</sup>



## Dividend policy<sup>2</sup>

- 50% pay-out ratio
- Dividend ratchet<sup>3</sup>
- Flexible payout of excess capital via share buy-backs

2020

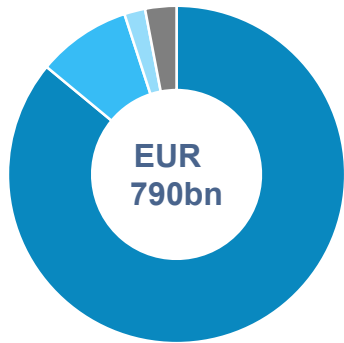
1) Including the application of transitional measures for technical provisions, the Solvency II capitalization ratio amounted to 240%  
 2) The entire dividend policy is subject to a sustainable SII capitalization ratio >160%  
 3) In the interest of dividend continuity, Allianz's objective is to keep the dividend per share at least at the level paid in the previous year



# INVESTMENT PORTFOLIO

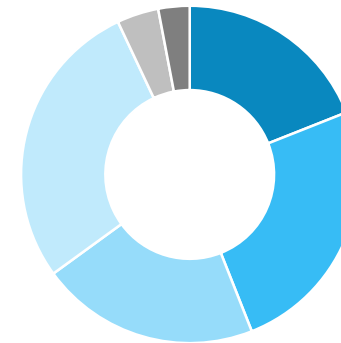
## By asset classes

2020



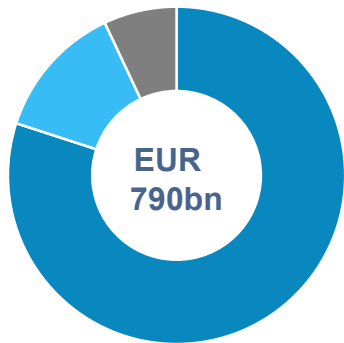
Debt instruments	86%
Equities	9%
Real estate <sup>1</sup>	2%
Cash/Other	3%

## Debt instruments by rating<sup>2</sup>



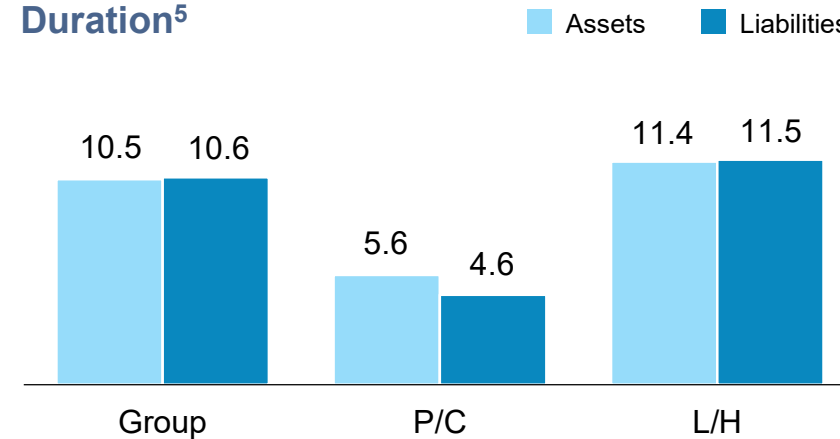
AAA	19%
AA	25%
A	21%
BBB	28%
Non-investment grade	4%
Not rated <sup>3</sup>	3%

## By segment<sup>4</sup>



Life/Health	80%
Property-Casualty	13%
Other	7%

## Duration<sup>5</sup>



- 1) Excluding real estate held for own use and real estate held for sale
- 2) Excluding seasoned self-originated private retail loans
- 3) Mostly mutual funds and short-term investments
- 4) Consolidated on Group level

- 5) The durations are based on a non-parallel shift in line with SII yield curves and scaled by fixed income assets. Internal pensions are included in Group data, while they are excluded in P/C and L/H segments



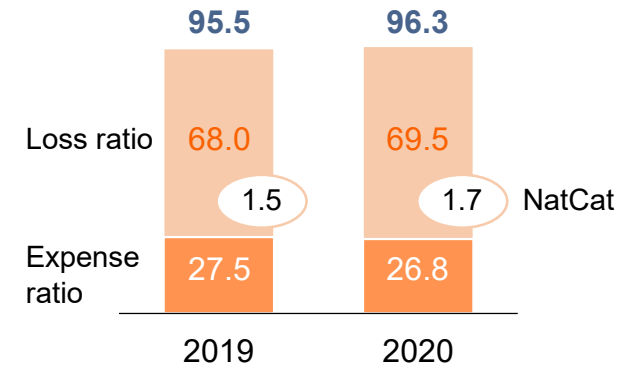
# P/C SEGMENT OVERVIEW

EUR	2020	1yr
Net premiums earned	51.6bn	+1%
- Claims	-35.9bn	+3%
- Expenses	-13.8bn	-2%
= Underwriting result <sup>1</sup>	1.6bn	-18%
+ Investment result	2.6bn	-10%
+ Other	0.2bn	-16%
= Operating profit	4.4bn <b>-1.1bn</b>	-13%
Return on equity	7.7%	-4.4%-p

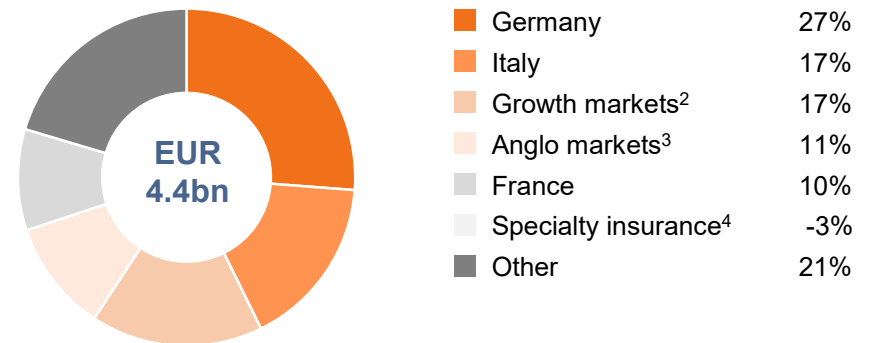
**COVID-19 impact**

1) Underwriting result incl. change in reserves for insurance and investment contracts  
 2) CEE excl. Austria, Asia Pacific, Latin America, Middle East and Africa, Turkey

## Combined ratio (in %)



## Operating profit by regions



3) UK, Ireland, Australia

4) Allianz Global Corporate & Specialty, Euler Hermes, Allianz Partners, Allianz Re  
 For a definition of alternative performance measures please refer to our [website](#)



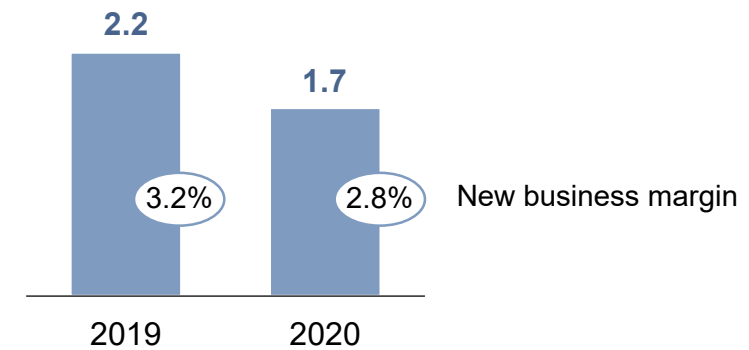


# L/H SEGMENT OVERVIEW

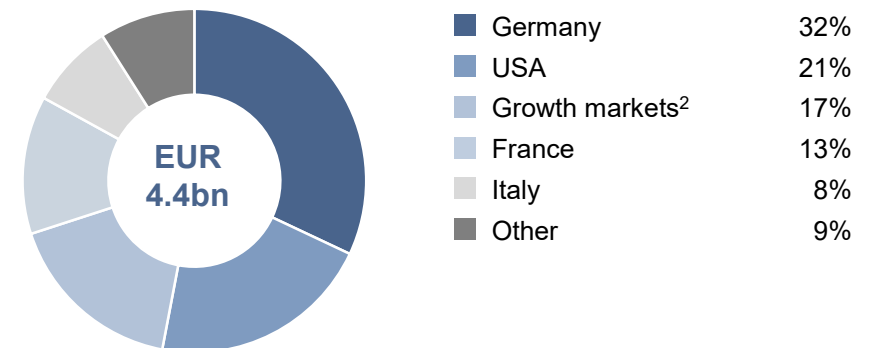
EUR	2020	1yr
Loadings & fees	6.6bn	-2%
+ Investment margin	4.2bn	+4%
- Expenses	-7.4bn	-1%
+ Technical margin	1.1bn	-4%
+ Impact of change in DAC	-0.2bn	n.m.
= <b>Operating profit</b>	<b>4.4bn</b>	<b>-7%</b>
<b>Return on equity</b>	<b>12.8%</b>	<b>0.0%-p</b>
PVNBP <sup>1</sup>	61.5bn	-8%

  COVID-19 impact

Value of new business (EUR bn)



Operating profit by regions



1) Present value of new business premiums  
 2) CEE excl. Austria, Asia Pacific, Latin America, Middle East and Africa, Turkey  
 For a definition of alternative performance measures please refer to our [website](#)

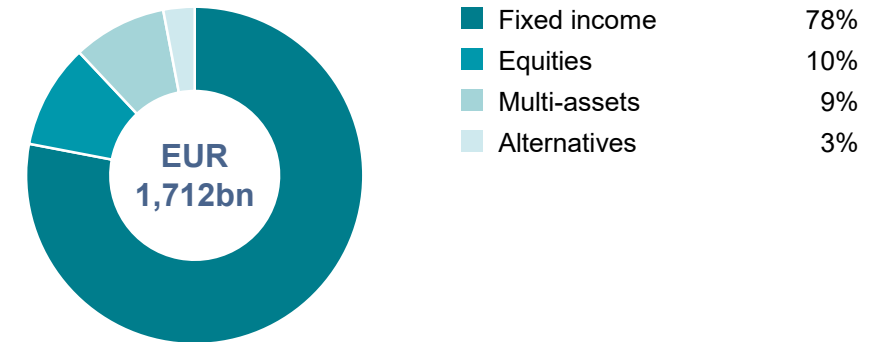


# AM SEGMENT OVERVIEW

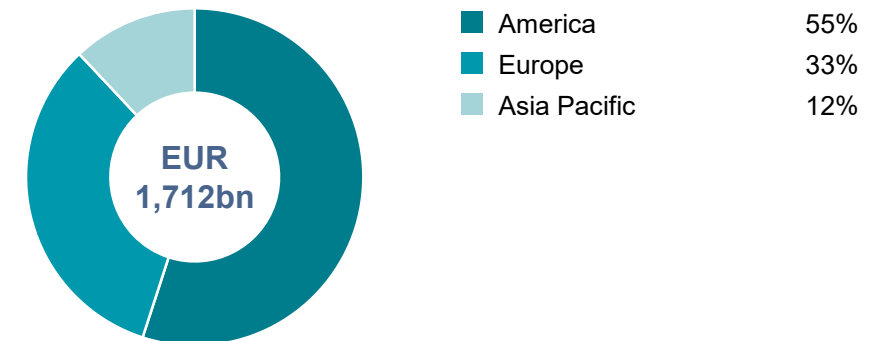
EUR	2020	1yr
AuM driven & other revenues	6.9bn	+4%
+ Performance fees	0.4bn	-18%
= <b>Operating revenues</b>	<b>7.3bn</b>	<b>+3%</b>
- Operating expenses	-4.5bn	+1%
= <b>Operating profit</b>	<b>2.9bn</b>	<b>+6%</b>
<b>Return on equity</b>	<b>21.5%</b>	<b>-0.3%-p</b>
Cost-income ratio	61.2%	-1.1%-p
3rd party net flows	32.8bn	-57%

## 3rd party assets under management

### Asset classes



### Regions





# FIRST QUARTER 2021

Group	Property-Casualty	Life/Health	Asset Management																																				
<b>Total revenues 1Q 21</b> in EUR bn (internal growth vs. prior year in %)																																							
<b>41.4</b> (-0.4%)	<b>19.7</b> (-1.6%)	<b>20.0</b> (+0.1%)	<b>1.8</b> (+8.8%)																																				
<b>Operating profit 1Q 21</b> in EUR mn (vs. prior year in %)																																							
<b>3,336</b> (+44.8%)	<b>1,513</b> (+46.6%)	<b>1,212</b> (+48.0%)	<b>747</b> (+10.0%)																																				
<b>Shareholders' net income</b> (in EUR mn) <table border="1"> <tr><th>Year</th><th>Net Income (EUR mn)</th></tr> <tr><td>1Q 20</td><td>1,400</td></tr> <tr><td>1Q 21</td><td>2,566</td></tr> </table>	Year	Net Income (EUR mn)	1Q 20	1,400	1Q 21	2,566	<b>Combined ratio</b> (in %) <table border="1"> <tr><th>Year</th><th>Combined Ratio</th><th>NatCat impact</th><th>Run-off ratio</th></tr> <tr><td>1Q 20</td><td>97.8</td><td>3.6</td><td>-2.7</td></tr> <tr><td>1Q 21</td><td>93.0</td><td>1.5</td><td>-1.1</td></tr> </table>	Year	Combined Ratio	NatCat impact	Run-off ratio	1Q 20	97.8	3.6	-2.7	1Q 21	93.0	1.5	-1.1	<b>New business margin</b> (in %) <table border="1"> <tr><th>Year</th><th>New Business Margin</th><th>VNB (EUR mn)</th></tr> <tr><td>1Q 20</td><td>2.7</td><td>494</td></tr> <tr><td>1Q 21</td><td>2.9</td><td>558</td></tr> </table>	Year	New Business Margin	VNB (EUR mn)	1Q 20	2.7	494	1Q 21	2.9	558	<b>Cost-income ratio</b> (in %) <table border="1"> <tr><th>Year</th><th>Cost-income Ratio</th><th>3rd party net flows (EUR bn)</th></tr> <tr><td>1Q 20</td><td>61.7</td><td>-46.4</td></tr> <tr><td>1Q 21</td><td>59.3</td><td>+37.8</td></tr> </table>	Year	Cost-income Ratio	3rd party net flows (EUR bn)	1Q 20	61.7	-46.4	1Q 21	59.3	+37.8
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1) NatCat costs (without reinstatement premiums and run-off)  
For a definition of alternative performance measures please refer to our [website](#)



# APPENDIX

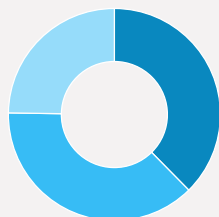


# 5YR TRACK RECORD

## Operating profit 2020: EUR 10.8bn

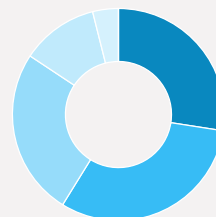
### By segments<sup>1</sup>

P/C Insurance	38%
L/H Insurance	38%
Asset Mgmt.	25%



### By regions:

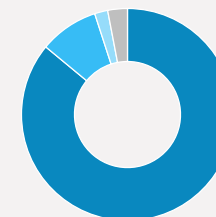
Germany	28%
W & S Europe	32%
USA	26%
Growth Markets <sup>2</sup>	12%
Anglo Markets <sup>3</sup>	4%
Specialty Ins. <sup>4</sup>	-1%



## Investment portfolio 2020: EUR 790bn

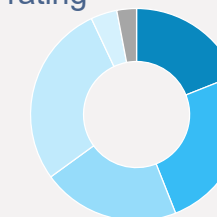
### Asset allocation

Debt instruments	86%
• Government	38%
• Covered	10%
• Corporate	42%
• Other	11%
Equities	9%
Real estate <sup>5</sup>	2%
Other	3%



### Debt instruments by rating<sup>6</sup>

AAA	19%
AA	25%
A	21%
BBB	28%
Non inv. grade	4%
Not rated <sup>7</sup>	3%



In EUR		2016	2017	2018	2019	2020	Δ 20/19	CAGR 4yr
Income statement	Revenues <sup>8</sup> (bn)	122.4	126.1	132.3	142.4	140.5	-1.3%	+3.5%
	Operating profit (bn)	11.1	11.1	11.5	11.9	10.8	-9.3%	-0.7%
	Shareholders' net income (bn)	7.0	6.8	7.5	7.9	6.8	-14.0%	-0.7%
Capital	Shareholders' equity (bn)	67.1	65.6	61.2	74.0	80.8	+9.2%	+4.8%
	Solvency II ratio <sup>9</sup> (%)	218%	229%	229%	212%	207%	-5%-p	-
Other data	3rd party AuM (tn)	1.36	1.45	1.44	1.69	1.71	+1.5%	+5.9%
	Total AuM (tn)	1.87	1.96	1.96	2.27	2.39	+5.3%	+6.3%
	RoE (%)	12.3%	11.8%	13.2%	13.6%	11.4%	-2.2%-p	-
Share information	Basic earnings per share	15.3	15.2	17.4	18.9	16.5	-12.8%	+1.9%
	Dividend per share	7.60	8.00	9.00	9.60	9.60	0.0%	+6.0%
	Dividend yield (%) <sup>10</sup>	4.8%	4.2%	5.1%	4.4%	4.8%	+0.4%-p	-

1) Excl. "Corporate & Other" and consolidation between segments

2) CEE, Asia Pacific, Latin America, Middle East and Africa, Turkey. Austria and AZ Direct allocated to Western and Southern Europe

3) UK, Ireland, Australia

4) Allianz Global Corporate & Specialty, Euler Hermes, Allianz Partners, Allianz Re

5) Excluding real estate held for own use and real estate held for sale

6) Excluding seasoned self-originated private retail loans

7) Mostly mutual funds and short-term investments

8) From 2018, total revenues also comprise P/C fee and commission income

9) Including the application of transitional measures for technical provisions, the Solvency II capitalization ratio amounted to 240% as of 31.12.20

10) Divided by year-end share price

For a definition of alternative performance measures please refer to our [website](#)



# ADDITIONAL INFORMATION

The screenshot shows the Allianz Investor Relations website. The browser address bar displays [https://www.allianz.com/en/investor\\_relations.html](https://www.allianz.com/en/investor_relations.html). The website header includes the Allianz logo, a language selector set to 'EN', and a navigation menu with 'About us', 'Economic Research', 'Investor Relations' (highlighted), 'Press', 'Careers', and 'Sustainability'. A search icon is also present. Below the navigation, a grid of links is organized into six columns:

Share	Bonds	Announcements	Results & reports	Conferences & presentations	Shareholders & Service
Share price	Allianz Bonds	IR releases	Results	Investor conferences	Letter to the Investors
Dividend	Rating	Inside Information	Annual Report	Capital Markets Day	Annual General Meeting
Capital structure		Reporting thresholds	Half-year Report	Inside Allianz Series	Share Register Service
Share Buy-Back		Directors' dealings	Own Funds Report	Financial calendar	Allianz Investor Relations App
Indices		Exemption EMIR	SFCR		FAQ
Key indicators		More news from Allianz Group	Key indicators		Contact
Shareholder structure			Fin. Statements		
Basic share information			Outlook		
			Sustainability		
			Information on Investment Strategy and Engagement Policy		



# DISCLAIMER

This document includes forward-looking statements, such as prospects or expectations, that are based on management's current views and assumptions and subject to known and unknown risks and uncertainties. Actual results, performance figures, or events may differ significantly from those expressed or implied in such forward-looking statements.

Deviations may arise due to changes in factors including, but not limited to, the following: (i) the general economic and competitive situation in the Allianz Group's core business and core markets, (ii) the performance of financial markets (in particular market volatility, liquidity, and credit events), (iii) the frequency and severity of insured loss events, including those resulting from natural catastrophes, and the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency levels, (vi) particularly in the banking business, the extent of credit defaults, (vii) interest rate levels,

(viii) currency exchange rates, most notably the EUR/USD exchange rate, (ix) changes in laws and regulations, including tax regulations, (x) the impact of acquisitions including and related integration issues and reorganization measures, and (xi) the general competitive conditions that, in each individual case, apply at a local, regional, national, and/or global level. Many of these changes can be exacerbated by terrorist activities.

## **No duty to update**

The Allianz Group assumes no obligation to update any information or forward-looking statement contained herein, save for any information we are required to disclose by law.