1 Allianz at a glance
2 1Q 2013 results review
3 Strategic priorities
4 Outlook and summary
1. **Allianz at a glance**

**Allianz at a glance**

- **EUR 106bn** total revenues\(^1\)
- **EUR 1,934bn** total AuM\(^2\)
- **EUR 9.3bn** operating profit\(^1\)
- **208\%** economic solvency ratio\(^2\)
- **183\%** regulatory solvency ratio\(^2\)
- **EUR 52.0bn** S/H equity\(^2\)
- **EUR 53.6bn** market cap\(^3\)
- About **79mn** (direct) and **250mn** (indirect) customers\(^1\)

**Segments\(^1,4\)**
- Operating profit in %
  - AM: 28\%
  - P/C: 44\%
  - L/H: 28\%

**Regions\(^1,4\)**
- Operating profit in %
  - Emerging markets: 31\%
  - Germany: 24\%
  - Broker markets US, UK, AUS: 30\%
  - Western Europe: 6\%

---

1) 2012
2) 03/2013
3) 05/2013
4) Relation of business segments excluding Corporate & Other and consolidation
1. Allianz at a glance

Strong market positions and brands¹

- Leading P/C insurer globally
- Top 5 in Life business globally
- Top 5 asset manager globally
- Largest global assistance provider
- Worldwide leader in credit insurance
- One of the leading industrial insurers globally
- Building the leading global automotive provider

1) All rankings based on 2012 data
1. Allianz at a glance

Resilient and well diversified business model

Stable operating profit in volatile environment …

Operating profit (EUR bn)¹

<table>
<thead>
<tr>
<th>Year</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011³</th>
<th>2012³</th>
<th>2013e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit</td>
<td>6.3</td>
<td>6.9</td>
<td>9.0</td>
<td>10.1</td>
<td>7.5</td>
<td>7.2</td>
<td>8.2</td>
<td>7.8</td>
<td>9.3</td>
<td>9.2</td>
</tr>
</tbody>
</table>

… thanks to diversification

Operating profit by business segment (%)²

<table>
<thead>
<tr>
<th>Year</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011³</th>
<th>2012³</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>AM</td>
<td>14</td>
<td>17</td>
<td>13</td>
<td>13</td>
<td>12</td>
<td>17</td>
<td>22</td>
<td>26</td>
<td>28</td>
<td>29</td>
</tr>
<tr>
<td>L/H</td>
<td>23</td>
<td>23</td>
<td>25</td>
<td>28</td>
<td>15</td>
<td>34</td>
<td>31</td>
<td>27</td>
<td>28</td>
<td>28</td>
</tr>
<tr>
<td>P/C</td>
<td>63</td>
<td>60</td>
<td>62</td>
<td>59</td>
<td>73</td>
<td>49</td>
<td>47</td>
<td>47</td>
<td>44</td>
<td>43</td>
</tr>
</tbody>
</table>

1) Historically reported figures excluding Banking segment
2) Based on historically reported figures excluding Corporate & Other, Banking and Consolidation
3) 2011 and 2012 including adjustments for restructuring charges and IAS 19 restatement
1 Allianz at a glance
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Highlights of 1Q 2013 results

- Total revenues increase 6.6 percent to EUR 32.0bn
- Operating profit grows 19.9 percent to EUR 2,797mn
- Shareholders’ net income up 24.0 percent to EUR 1,707mn
- Strong capital position and balance sheet

Outlook¹:
Confirmation of operating profit outlook of EUR 9.2bn +/- 0.5bn

¹) Impact from NatCat, financial markets and global economic development not predictable
A strong first quarter

Total revenues (EUR bn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>1Q 12</th>
<th>1Q 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>L/H</td>
<td>30.1</td>
<td>32.0</td>
</tr>
</tbody>
</table>

Operating profit by segment (EUR mn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>1Q 12</th>
<th>1Q 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>P/C</td>
<td>1,377</td>
<td>1,707</td>
</tr>
<tr>
<td>L/H</td>
<td>855</td>
<td></td>
</tr>
<tr>
<td>AM</td>
<td>900</td>
<td></td>
</tr>
<tr>
<td>CO</td>
<td>-239</td>
<td></td>
</tr>
<tr>
<td>Consolidation</td>
<td>-38</td>
<td></td>
</tr>
<tr>
<td>Group 1Q 13</td>
<td>2,797</td>
<td></td>
</tr>
</tbody>
</table>

Net income2 (EUR mn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>1Q 12</th>
<th>1Q 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,377</td>
<td>1,707</td>
<td></td>
</tr>
</tbody>
</table>

Prior years figures have been restated throughout the whole presentation to reflect the retrospective application of the amended standard IAS 19 and inclusion of restructuring charges in operating profit.

1) Internal growth of 6.1%, adjusted for F/X and consolidation effects
2) Net income attributable to shareholders
2. 1Q 2013 results review

P/C – strong operating performance

- Revenue growth due to positive price but slightly negative volume effects
- Strong increase in operating profit driven by underwriting result
- Combined ratio down by 1.9%-points with significant improvements in the accident year loss ratio
- NatCat with 0.7%-points combined ratio impact below normalized level

### Revenues (EUR bn)

<table>
<thead>
<tr>
<th></th>
<th>1Q 2012</th>
<th>1Q 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>14.8</td>
<td>+2.7%</td>
<td>15.2</td>
</tr>
</tbody>
</table>

### Operating profit (EUR mn)

<table>
<thead>
<tr>
<th></th>
<th>1Q 2012</th>
<th>1Q 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,183</td>
<td>+11.5%</td>
<td>1,319</td>
</tr>
<tr>
<td>96.2</td>
<td></td>
<td>94.3</td>
</tr>
</tbody>
</table>
L/H – strong performance in challenging environment

- Growth driven by unit-linked business, accounting for 90% of increase in revenues
- Operating profit improved despite lower capital gains
- New business margin solid at 1.8%
- Operating asset base up 9%

<table>
<thead>
<tr>
<th></th>
<th>1Q 12</th>
<th>1Q 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues (EUR bn)</td>
<td>13.7</td>
<td>14.8</td>
</tr>
<tr>
<td>Operating profit (EUR mn)</td>
<td>444</td>
<td>485</td>
</tr>
<tr>
<td></td>
<td>825</td>
<td>855</td>
</tr>
<tr>
<td>Operating asset base (EUR bn)</td>
<td>1Q 12</td>
<td>1Q 13</td>
</tr>
<tr>
<td>New business margin (%)</td>
<td>1.9</td>
<td>1.8</td>
</tr>
</tbody>
</table>
AM – another excellent quarter

- Leap in revenues based on PIMCO’s higher performance fees, higher AuM and higher margins
- Strong 3rd party net inflows of EUR 42.6bn
- Excellent cost-income ratio of 52.9%
- Share of outperforming assets at outstanding 95% (PIMCO) / 66% (AllianzGI) over 5ys
- Performance fees substantially above medium-term average
3 Moving forward

1 Allianz at a glance
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### 3. Strategic priorities

### 3+One – simple, but effective

<table>
<thead>
<tr>
<th>2003 - 2011</th>
<th>3+One</th>
<th>2012 ff</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Restoration of capital base</td>
<td>1 Strong capital</td>
<td>- De-risking</td>
</tr>
<tr>
<td>- Restructuring and reorganization</td>
<td>2 Operating profitability</td>
<td>- Continuing optimization</td>
</tr>
<tr>
<td>- Global know-how sharing</td>
<td></td>
<td>- Preserving L/H profit</td>
</tr>
<tr>
<td>- Minority buy-outs</td>
<td></td>
<td>- Restructuring FFIC</td>
</tr>
<tr>
<td>- Discontinuation of Banking</td>
<td></td>
<td>- Closure Allianz Bank Germany</td>
</tr>
<tr>
<td>- Harmonization of business models</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Centralized investment management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Asset management</td>
<td></td>
<td>- BeNeLux integration</td>
</tr>
<tr>
<td>- Emerging markets</td>
<td></td>
<td>- Reduction of legal entities</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Platform conversion</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>+One Profitable growth</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Co-operations in growth markets</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Allianz Worldwide Partners</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Distribution enhancement</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Selective M&amp;A</td>
</tr>
</tbody>
</table>
Resilience in shock scenarios
Management action 2012

Reduced asset/liability mismatch
Asset duration extended by one year

Reduced financial cluster risks
Exposure in strategic stakes reduced by more than EUR 2bn in 2012

Reduced banking debt
Eurozone bank debt reduced by EUR 2.1bn in 2012

Spanish government bonds
Exposure halved to EUR 2.6bn in 2012

Italian government bonds
Exposure reduced by EUR 3.3bn in H2 2012

Conglomerate solvency ratio

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>1Q 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>179%</td>
<td>197%</td>
<td>183%</td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1Q 13</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Economic solvency ratio

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>1Q 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>191%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td>199%</td>
<td></td>
</tr>
<tr>
<td>1Q 13</td>
<td></td>
<td></td>
<td>208%</td>
</tr>
</tbody>
</table>

S&P capital adequacy (AA)

<table>
<thead>
<tr>
<th></th>
<th>deficit</th>
<th>surplus</th>
<th>surplus</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1Q 13</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3. Strategic priorities

1) Delta based on fair values as per 31.12.11
2) Includes divestments and hedging
3) Based on amortized cost
4) The pro forma figure - already reflecting new IAS 19 - is 181%
1. Strong capital

High-quality investment portfolio

Conservative asset allocation¹

- Cash / other: 2% (EUR 9.0bn)
- Real estate: 2% (EUR 9.8bn)
- Equities: 6% (EUR 30.5bn)
- Debt instruments: 90% (EUR 468.7bn)

Equity portfolio

- Consumer: 21%
- Other financials: 15%
- Basic materials: 9%
- Banking: 7%
- Energy: 6%
- Industrial: 5%
- Funds and other²: 37%

- Well diversified
- Banking stakes reduced and partly hedged
- Net equity exposure after hedging, policyholders and tax of EUR 9.9bn.

Fixed income portfolio

- Government: 37%
- Covered: 23%
- Corporate: 31%
- thereof Banking: 8%
- ABS / MBS³: 4%
- Other⁴: 5%

- 95% high quality with investment grade rating
- Banking debt accounts for 8%; thereof 83% senior, 13% lower tier 2
- GIPS sovereign debt below 1%
- 77% held by L/H

¹) 1Q 2013, based on consolidated insurance portfolios (P/C, L/H), Corporate and Other, does not include Banking operations
²) Including diversified investment funds (EUR 2.7bn); private and unlisted equity (EUR 6.2bn)
³) Including U.S. agency MBS investments (EUR 3.7bn)
⁴) Including 3% seasoned self-originated German private retail mortgage loans; 1% short-term deposits at banks
Further reduction of selected sovereign exposure

Exposure in selected sovereigns
Amortized cost (EUR bn)

- Thereof domestic

- Spanish sovereign exposure reduced by more than 50%
- Italian sovereign exposure actively increased in first half of 2012 with high spreads
  benefiting from spread tightening with an EUR 4.1bn increase
  in unrealized gains/losses as of 1Q 2013 compared to year-end 2011
3. Strategic priorities

2 Operating profitability

Strong buffers and resilient margins in L/H

Business in force

- Optimize asset liability management
- Shift from crediting rate to terminal bonus

- Current yield:
  - Total yield 2012: 5.0% (3) + 4.4% (1)
  - Ø min. guarantee 2012: 2.6%

- Total + strong buffer:
  - EUR 19bn of RfB equal 5.7% of aggregate policy reserves

- Reinvestment yield F/I 2012: ~1.7%
- Ø guarantee new business 2012: ~3.6%

1) IFRS current interest and similar income (net of interest expenses) relative to average asset base (IFRS) which excludes unit-linked, FVO and trading
2) IFRS current interest and similar income (net of interest expenses) relative to average aggregate policy reserves
3) IFRS current interest and similar income (net of interest expenses) + net harvesting and other (operating) relative to average aggregate policy reserves
4) Weighted by aggregate policy reserves

New business

- Improving the technical margin
- Guarantees lowered by ~40bps
- Fostering protection business
- Shifting the product mix towards unit linked business

1Q 13
- 3.1%
- 190bp
- ~1.6%
Initiatives in key entities (1)

**Germany (Life)**

- Current yield 2011: 5.0%
- Ø min. guarantee 2011: 3.2%
- Current yield 2012: 5.0%
- Ø min. guarantee 2012: 3.1%

- New business guarantee at 1.75%
- F/I reinvestment yield 2012: ~3.4%

- Investment strategy: continue reducing duration mismatch with duration +1 (+0.5+0.5) program
- Product design: consistent risk mitigation to address the guaranteed structure and level, prepare to launch new products
- Sales initiatives: focus on risk products and products without interest rate guarantees

**USA (Life)**

- Current yield 2011: 5.4%
- Ø min. guarantee 2011: 1.4%
- Current yield 2012: 5.3%
- Ø min. guarantee 2012: 1.3%

- FIA product repricing in 2012/2013 by lowering minimum guarantee to 0.25%, lowering commissions, reduction of bonus and roll-ups
- VA new business repricing in 2012/2013 by reduction of roll-ups, pay outs and increase of rider fees. NBM 1Q 2013 at 2.0%
- Active in-force management for FIA via annual cap adjustments and VA via rider fee level

---

1) Based on IFRS current interest and similar income (net of interest expenses) as percentage of average aggregate policy reserves
3. Strategic priorities

Initiatives in key entities (2)

Italy (Life)

2011

- Current yield: 4.3%
- Ø min. guarantee: 2.5%

2012

- Current yield: 4.3%
- Ø min. guarantee: 2.5%

- Increasing unit-linked premiums following recovery of banking channel and launch of new product (whole-life single premium, sold through FA channel)
- Extend new unit-linked product to all distribution channels
- Launch of 0% guarantee traditional products

- Guarantees for most new policies to be set to 0% in 2013
- F/I reinvestment yield 2012: ~4.1%

France (Life)

2011

- Current yield: 4.8%
- Ø min. guarantee: 1.0%

2012

- Current yield: 4.6%
- Ø min. guarantee: 0.7%

- Long term guarantee already reduced to 0% for many years
- Increasing share of unit-linked contracts through revised commissions, promotional campaigns and reactivation of tax-free transfers to unit-linked
- Decrease of crediting rates for less profitable products
- Focus on risk products

1) Based on IFRS current interest and similar income (net of interest expenses) as percentage of average aggregate policy reserves
Well on track to meet outlook

Operating profit (EUR bn)

<table>
<thead>
<tr>
<th></th>
<th>1Q 2013</th>
<th>Outlook(^1) published 02/13</th>
<th>1Q 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>P/C</td>
<td>28(^2)</td>
<td>1.3</td>
<td>4.3 – 5.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>L/H</td>
<td>31(^2)</td>
<td>0.9</td>
<td>2.5 – 3.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AM</td>
<td>31(^2)</td>
<td>0.9</td>
<td>2.7 – 3.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CO</td>
<td>23(^2,3)</td>
<td>-0.3</td>
<td>-1.1 – -1.3</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>30(^2)</td>
<td>2.8</td>
<td>9.2 +/- 0.5</td>
</tr>
</tbody>
</table>

- Benign NatCat
- CR 94.3%
- Revenue growth 8.3%
- Robust investment margin
- Total net inflows of EUR 43bn
- CIR 52.9%
- Please mind the seasonality of the business and our disclaimer\(^4\)!

1) For FY 2013
2) As % of target range mid-point
3) Corporate and consolidation
4) Disclaimer: impact from NatCat, financial markets and global economic development not predictable!
Summary – moving forward

- Proven and well diversified business model
- Strong balance sheet
- Attractive dividend yield
- Continuing optimization
- EUR 8.7 – 9.7bn operating profit 2013e
- Resilient performance in Europe despite headwinds
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These assessments are, as always, subject to the disclaimer provided below.

Forward-looking statements

The statements contained herein may include prospects, statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those expressed or implied in such forward-looking statements.

Such deviations may arise due to, without limitation, (i) changes of the general economic conditions and competitive situation, particularly in the Allianz Group’s core business and core markets, (ii) performance of financial markets (particularly market volatility, liquidity and credit events) (iii) frequency and severity of insured loss events, including 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 including the Euro/U.S. Dollar exchange rate, (ix) changes in laws and regulations, including tax regulations, (x) the impact of acquisitions, including related integration issues, and reorganization measures, and (xi) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

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