Allianz

ALLIANZ GROUP

# Alternative Performance Measures 2024

# ALTERNATIVE PERFORMANCE MEASURES

Throughout its financial publications, the Allianz Group uses alternative performance measures (APMs) in addition to the figures which are prepared in accordance with the International Financial Reporting Standards (IFRS), as adopted by the European Union. We believe that these measures provide useful information to investors and enhance the understanding of our results. These financial measures are designed to measure performance, growth, profit generation, and capital efficiency.

The APMs should be viewed as complementary to, rather than a substitute for, the figures determined according to IFRS.

The Allianz Group uses the following major alternative performance measures:

- Total business volume
- Internal growth
- Operating profit
- Shareholders' core net income
- Core earnings per share
- Core return on equity
- Solvency II capitalization ratio
- Operating insurance service result
- Combined ratio
- New business margin
- Normalized CSM growth (Contractual Service Margin – CSM)
- Cost-income ratio
- Total assets under management

Investors should consider that similarly titled APMs reported by other companies may be calculated differently. As a result, there may be limitations to the comparability of APMs across companies.

In accordance with the guidelines of the European Securities and Markets Authority (ESMA), the following information is given in regards to the alternative performance measures listed above:

- Section 1:
  Definition of the APM, its use and limitations on the usefulness.
- Section 2:
  Reconciliation of the APM to the most directly reconcilable line item, subtotal or total presented in the financial statements.

The Allianz Group's most recent financial publications are available online on the Allianz company website.

## Definitions, use and limitations

### Total business volume

#### Definition and usefulness

Total business volume presents a measure for the overall amount of business generated during a specific reporting period. According to our business segments, total business volume in the Allianz Group comprises:

- Gross premiums written as well as fee and commission income in Property-Casualty;
- Statutory gross premiums in Life/Health; and
- Operating revenues in Asset Management.

Total business volume must not be confused with IFRS insurance revenue. IFRS 17 sets out that insurance revenue shall be recognized when an entity satisfies its performance obligations. A written-premium approach may not be used for the presentation of IFRS insurance revenue, but may still serve as a measure of growth.

In accordance with this, we consider total business volume as a key performance indicator in addition to IFRS insurance revenue. We believe that it is useful and meaningful to our external audience because it is an important financial measure for the growth of the Allianz Group during a specific time period.

#### Limitations on the usefulness

Total business volume does not provide any information as to the profitability of the Allianz Group. It also does not provide information as to when the services connected to the business are provided. Therefore, total business volume should always be viewed in conjunction with e.g. IFRS insurance revenue, operating profit or net income (loss).

Furthermore, total business volume is subject to fluctuations which do not derive from the performance of the Allianz Group. These fluctuations result from effects of price changes, foreign currency translation as well as acquisitions, disposals, and transfers. Accordingly, in addition to presenting nominal growth, we also present internal growth of total business volume, which excludes some of these effects.

### Internal growth

#### Definition and usefulness

The Allianz Group presents the percentage change of total business volume adjusted for foreign currency translation and portfolio effects in addition to presenting the nominal growth of total business volume. The adjusted percentage change is called internal growth.

The Allianz Group's consolidated financial statements are presented in euro. As a significant portion of our total business volume results from countries outside the eurozone, the comparability between different periods is affected when exchange rates fluctuate. The comparability of our total business volume is further influenced by acquisitions, disposals, and transfers (or "changes in scope of consolidation").

We believe that internal growth allows a meaningful analysis of total business volume development as it makes data comparable from period to period and enhances the understanding of the underlying operating development.

Management uses internal growth in the steering of our business.

Internal growth of total business volume is determined by correcting nominal growth of total business volume for the effects of foreign currency translation as well as acquisitions and disposals. Foreign currency translation effects are calculated as:

$$\text{FX effects} = \frac{\text{Total business volume at CY FX rate} - \text{Total business volume at PY FX rate}}{\text{PY total business volume at PY FX rate}}$$

CY = current-year period
PY = prior-year period

The effects of acquisitions are calculated as the percentage change in total business volume attributable to the acquired business, while the effects of disposals are determined as the percentage change in total business volume, assuming the disposed business was not part of the Allianz Group in the previous period.

## Limitations on the usefulness

Internal growth rates are not adjusted for other effects, such as price changes.

# Operating profit (OP)

## Definition and usefulness

The Allianz Group uses operating profit to evaluate the performance of its reportable segments as well as of the Allianz Group as a whole. Operating profit highlights the portion of income (loss) before income taxes that is attributable to the ongoing core operations of the Allianz Group.

The Allianz Group considers the presentation of operating profit to be useful and meaningful to investors because it enhances the understanding of the Allianz Group's underlying operating performance and the comparability of its operating performance over time.

Operating profit is used as one of the decision metrics by the Allianz Group's management.

To better understand the ongoing operations of the business, the Allianz Group generally excludes the following non-operating effects:

- realized gains/losses (net),
- expected credit loss allowance,
- income from derivatives (net),
- interest expenses from external debt,
- impairments of investments (net),
- valuation result from investments and other assets and financial liabilities measured at fair value through profit or loss,
- specific acquisition and administrative expenses, consisting of acquisition-related expenses (from business combinations), income taxes related incidental benefits/expenses, litigation expenses, and one-time effects from significant reinsurance transactions with disposal character,
- amortization of intangible assets,
- restructuring and integration expenses, and
- income and expenses from the application of hyperinflation accounting.

The following exceptions apply to this general rule:

- In all reportable segments, the valuation result from investments and other assets and financial liabilities measured at fair value through profit or loss is treated as operating profit if it relates to operating business.
- For life/health insurance business and property-casualty insurance products with policyholder participation, all items listed above are included in operating profit if the profit sources are shared with policyholders.

Operating profit should be viewed as complementary to, and not as a substitute for, income before income taxes or net income (loss) as determined in accordance with IFRS.

## Limitations on the usefulness

Operating profit is subject to fluctuations which do not derive from the performance of the Allianz Group, such as changes in foreign currency rates or acquisitions, disposals, and transfers between reportable segments.

# Shareholders' core net income

## Definition and usefulness

Shareholders' core net income (or loss) means, for any period, the net income (or loss) of the Allianz Group attributable to shareholders, determined on a consolidated basis in accordance with IFRS, excluding the following non-operating items (including any related income tax effects):

- Non-operating market movements, comprising:
  - valuation result from investments measured at fair value through profit or loss, and
  - income from derivatives (net).
- Non-operating amortization and impairments on intangible assets from business combinations except for insurance, investment or service contracts, or agreements for the distribution of such contracts.

Shareholders' core net income is used as one of the decision metrics by the Allianz Group's management beside operating profit and net income attributable to shareholders. It is also used for the calculation of core earnings per share and core return on equity.

The Allianz Group considers the presentation of shareholders' core net income to be useful and meaningful to investors because it reduces the short-term market volatility and impact caused by non-operating items which are not attendant to the Allianz Group's sustainable performance. Shareholders' core net income therefore enhances the understanding of the Allianz Group's sustainable performance and the comparability of its performance over time.

Shareholders' core net income should be viewed as complementary to, and not as a substitute for, net income attributable to shareholders as determined in accordance with IFRS.

## Limitations on the usefulness

Shareholders' core net income is still subject to fluctuations which are not representative for the sustainable performance of the Allianz Group, such as changes in foreign currency rates or acquisitions, disposals, and transfers between reportable segments.

# Core earnings per share (Core EPS)

## Definition and usefulness

Earnings per share (EPS) is a measure for profitability per share and is defined by IFRS 2. According to the standard, earnings per share is generally calculated by dividing net income attributable to shareholders by the weighted-average number of shares outstanding. The net income attributable to shareholders is adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity. For the calculation of diluted earnings per share, the nominator and denominator are adjusted for the effects of potentially dilutive shares. These effects arise from various share-based compensation plans of the Allianz Group.

In addition to the EPS as defined by IFRS 2, the Allianz Group also uses core EPS as a measure for profitability per share. In the determination of core EPS, the net income attributable to shareholders is replaced by the shareholders' core net income. Core EPS is therefore calculated as follows:

$$\text{Core EPS}_{\text{Group}} = \frac{\text{Shareholders' core net income}^{1}}{\text{Weighted-average number of shares outstanding}}$$

1_Shareholders' core net income adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity.

As outlined above, shareholders' core net income enhances the understanding of the Allianz Group's sustainable performance. We therefore believe that the presentation of core EPS in addition to EPS as defined by IFRS 2 provides relevant and meaningful information for investors because it reduces the short-term market volatility and impact caused by non-operating items which are not attendant to the Allianz Group's sustainable performance. Core EPS therefore enhances the understanding of the Allianz Group's sustainable performance and the comparability of its performance over time.

## Limitations on the usefulness

As the core EPS is based on shareholders' core net income, the core EPS of the Allianz Group also includes items which are subject to fluctuations that are not representative for the sustainable performance of the Allianz Group, such as changes in foreign currency rates or acquisitions and disposals.

Furthermore, core EPS is inherently limited by the fact that it represents a ratio and thus does not provide any information as to the absolute amount of shareholders' core net income.

# Core return on equity (Core RoE)

## Definition and usefulness

Core return on equity represents the ratio of shareholders' core net income to the average shareholders' equity at the beginning and at the end of the year.

When calculating the core return on equity for the Allianz Group, shareholders' core net income is adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity. From the average shareholders' equity, undated subordinated bonds classified as shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses are excluded.

The Allianz Group also uses core return on equity as a key performance measure for the Life/Health segment. When calculating the core return on equity for the Life/Health segment, from the average shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses are excluded, and participations in affiliates not already consolidated in this segment are deducted.

$$\text{Core RoE}_{\text{Group/LH}} = \frac{\text{Shareholders' core net income}^{1}}{(\text{Shareholders' equity}^{2}\text{ beginning of year} + \text{Shareholders' equity}^{2}\text{ end of year})/2}$$

1_For the core RoE of the Allianz Group, shareholders' core net income is adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity.
2_For the core RoE of the Allianz Group, from the average shareholders' equity, undated subordinated bonds classified as shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses are excluded. For the core RoE of the Life/Health segment, from the average shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses are excluded, and participations in affiliates not already consolidated in this segment are deducted.

The Allianz Group uses the core RoE as a key performance indicator. It combines the view on business profitability and capital efficiency. Therefore, management uses core RoE in the steering of our business.

## Limitations on the usefulness

The core RoE of the Allianz Group or the Life/Health segment include items which are not indicative to the management performance.

The performance indicator core RoE is inherently limited by the fact that it represents a ratio and thus does not provide any information as to the absolute amount of shareholders' core net income or shareholders' equity.

# Solvency II capitalization ratio

## Definition and usefulness

The Solvency II capitalization ratio of the Allianz Group expresses the capital adequacy of our group by comparing eligible Own Funds to the Solvency Capital Requirement (SCR).

Effective as of 31 December 2023, EIOPA (European Insurance and Occupational Pensions Authority) has specified in the Implementing Technical Standard (EU) 2023/894 that, as soon as a dividend from current year business is foreseeable, it has to be considered in full in that quarterly reporting period as a deduction from eligible Own Funds. The regulatory Solvency II capitalization ratio reflects, as from 1Q 2024, the accrual of the expected annual dividend for the full year immediately applicable from the first quarter on. Until year-end 2023, Allianz has accrued the dividend in line with the generation of profits, i.e., applied a dividend accrual that incrementally increases from quarter to quarter.

However, for capital management steering, the Allianz Group continues to use an "economic" Solvency II capitalization ratio (as an alternative performance measure) based on an incrementally increasing dividend accrual. The Allianz Group believes that it reflects a more economic view of the Solvency II capitalization when we accrue dividends from current year business incrementally by the time the dividend has been earned through generated profits. This "economic view" is also more useful for our investors to understand our capital generation and position in a given quarter, as we thereby avoid introducing artificial volatility from 1Q to 3Q that is caused by the full accrual of the annual dividend.

The regulatory view will result in lower ratios than the economic view during the year due to the differing approach to dividend accruals. This difference between regulatory and economic view will decrease during the course of the year until it reaches zero by 31 December each year.

## Limitations on the usefulness

The economic view of the Solvency II capitalization ratio is generally subject to the same limitations as the regulatory view. Users should however keep in mind that regulators look at Allianz's capital position based on the regulatory Solvency II capitalization ratio.

## Operating insurance service result

### Definition and usefulness

The insurance service result is an underwriting performance measure and is defined by IFRS 17. According to the standard, an entity shall present insurance revenue, insurance service expenses including incurred claims and other incurred insurance service expenses as well as the reinsurance service result in profit or loss.

However, in contrast to the definition in IFRS 17, the Allianz Group also includes the following components in its operating insurance service result:

- Non-attributable acquisition, administrative and claims expenses of our operating entities which were also included in the underwriting result before the adoption of IFRS 17. The standard would show costs that are not directly linked to specific contracts outside the insurance service result. However, we believe that a broader definition of expenses required to run the business provides a more comprehensive reflection of the underwriting performance and the way we steer the business.
- Adjustments for experience variances at claims and expenses where our operating entities share the technical results with the policyholders (only for insurance contracts under the variable fee approach, in particular in the German-speaking markets, i.e. Germany, Austria, and Switzerland). IFRS 17 would normally reflect these adjustments within the insurance finance expense as part of the investment result. However, since these adjustments are directly linked to the claims and expense result, we consider the inclusion within the operating insurance service result to be more meaningful. For the same reason and business types, unexpected restructuring charges, normally shown in non-operating profit, may be included in the operating insurance service result, where they are part of the underlying items and expense results subject to contractual policyholder participation.

One-time effects from significant reinsurance transactions are excluded from the operating insurance service result.

The Allianz Group uses the operating insurance service result as a key performance indicator in the Property-Casualty segment.

### Limitations on the usefulness

The operating insurance service result is subject to fluctuations which do not derive from the performance of the Allianz Group, such as changes in foreign currency rates, price changes or acquisitions, disposals, and transfers between reportable segments.

## Combined ratio (CR)

### Definition and usefulness

The Allianz Group uses the combined ratio as a measure of underwriting profitability in the Property-Casualty segment. The combined ratio represents the total of claims and benefits, including reinsurance result, as well as acquisition and administrative expenses divided by insurance revenue.

$$\text{Combined ratio}_{\text{PC}} = \frac{\text{Claims and benefits incl. reinsurance result} + \text{Acquisition and administrative expenses}}{\text{Insurance revenue}}$$

The combined ratio is typically expressed as a percentage. A ratio of below 100% indicates that the insurance service result is profitable, whereas a ratio of above 100% indicates a negative insurance service result.

The combined ratio can be further broken down into the loss ratio and the expense ratio. The loss ratio represents claims and benefits, including reinsurance result, divided by insurance revenue, and thus expresses the percentage of insurance revenue used to settle claims.

$$\text{Loss ratio}_{\text{PC}} = \frac{\text{Claims and benefits incl. reinsurance result}}{\text{Insurance revenue}}$$

The expense ratio represents acquisition and administrative expenses divided by insurance revenue. It expresses the percentage of insurance revenue used to cover underwriting expenses for the acquisition of new or renewal business and for administrative expenses.

$$\text{Expense ratio}_{\text{PC}} = \frac{\text{Acquisition and administrative expenses}}{\text{Insurance revenue}}$$

### Limitations on the usefulness

The combined ratio is used to measure underwriting profitability, but it does not capture the profitability of the investment result or the non-operating result. Even in case of a combined ratio of above 100%, the operating profit and/or the net income can still be positive due to a positive investment income and/or a positive non-operating result.

Moreover, the usefulness of the combined ratio is inherently limited by the fact that it is a ratio and thus it does not provide information on the absolute amount of the insurance service result.

## New business margin (NBM)

### Definition and usefulness

The new business margin is a common key performance indicator to measure the profitability of new business in our Life/Health segment. The NBM is calculated as the value of new business (VNB) divided by the present value of new business premiums (PVNBP).

$$\text{NBM}_{\text{LH}} = \frac{\text{Value of new business (VNB)}}{\text{Present value of new business premiums (PVNBP)}}$$

The VNB is the additional value to shareholders that results from the writing of new business. It is determined as the present value of pre-tax future profits, adjusted for acquisition expenses overrun or underrun, and non-attributable costs and value of financial options and guarantees, minus a risk adjustment, all determined at issue date. Value of new business is calculated at point of sale, interpreted as at the beginning of each quarter assumptions.

The PVNBP is the present value of projected new regular premiums, discounted with risk-free rates including an adjustment for illiquidity, plus the total amount of single premiums received.

VNB and PVNBP are determined by using an actuarial platform. In the actuarial platform, insurance contracts are projected deterministically using best-estimate assumptions for lapse, mortality, disability, and expenses until maturity. Contracts are projected no longer than 60 years. Premiums are before reinsurance. To receive a valid and meaningful NBM, the calculation of VNB and PVNBP need to be based on the same assumptions.

### Limitations on the usefulness

Limitations come from the best-estimate assumptions, including risk-free rate, and the long projection period of up to 60 years. The best-estimate assumptions are derived from historical data. This means that a different future customer behavior could lead to variances. The same is applicable to the risk-free rate, which is based on current market data. Furthermore, the long projection period is worthy of discussion, because changes such as regulatory changes or a new currency are not reflected in the projection.

## Normalized CSM growth (Contractual Service Margin – CSM)

### Definition and usefulness

With the introduction of IFRS 17, the management of Allianz Group has increasingly used the Contractual Service Margin (CSM) as a key performance indicator in the steering of the LH business. The CSM is a key component of IFRS 17 and it represents the unearned profit that an insurance company expects to earn from its insurance contracts over time. The normalized CSM growth refers to the adjusted measurement of the change in the CSM over a period, excluding economic and non-economic variances that could distort the underlying growth.

Normalized CSM growth thus reflects growth in the CSM from regular business, consisting of three components:

- CSM at inception,
- Expected in-force return reflecting the investment returns that were expected over the period, and
- CSM release.

Only considering these components of the CSM movement in particular removes economic and non-economic variances and assumption changes. This allows for a more accurate comparison of growth rates over different periods and entities and helps stakeholders to better understand the underlying performance of the insurance portfolio.

### Limitations on the usefulness

Normalizing involves making adjustments which can introduce some subjectivity, as different stakeholders might have varying opinions on what should be adjusted or how adjustments should be made. This also could limit the comparability of normalized CSM growth across different insurers.

## Cost-income ratio (CIR)

### Definition and usefulness

The Allianz Group uses the cost-income ratio as a key performance indicator in the Asset Management segment. The CIR sets operating expenses in relation to operating revenues in a given period.

$$CIR_{AM} = \frac{\text{Operating expenses}^1}{\text{Operating revenues}^2}$$

1_Operating expenses consist of operating administrative expenses.
2_Operating revenues are the sum of operating fee and commission income and expenses (net), operating investment income (net) and other operating income and expenses (net). The term "net" means that the relevant expenses have already been deducted.

The Allianz Group uses CIR in order to measure the efficiency of its activities in the Asset Management segment. Changes in the ratio indicate a change in efficiency.

### Limitations on the usefulness

The CIR in a given period of time can be influenced by special items, one-offs or foreign exchange effects on the revenue and/or expense side which lead to a change in CIR without a long-term change of efficiency.

Moreover, the usefulness of the cost-income ratio is inherently limited by the fact that it is a ratio and thus it does not provide information on the absolute amount of the operating revenues and expenses.

## Total assets under management (total AuM)

### Definition and usefulness

Total assets under management are assets or securities portfolios, valued at current market value, for which Allianz Asset Management companies are responsible vis-à-vis clients for providing discretionary investment management decisions and portfolio management, either directly or via a sub-advisor. This excludes assets for which Allianz Asset Management companies are primarily responsible for administrative services only. AuM are managed on behalf of third parties as well as on behalf of the Allianz Group.

Total AuM are a key performance indicator in the Allianz Group and the underlying of the success of our asset management activities in comparison with prior periods as well as in comparison with other companies.

Changes in total AuM are driven by net flows, market and other, consolidation/deconsolidation effects, and foreign exchange effects.

Net flows represent the sum of new clients' assets, additional contributions from existing clients – including dividend reinvestment – withdrawals of assets from, and termination of, client accounts and distributions to investors.

Market and other represents current income earned on, and changes in the fair value of, securities held in client accounts. It also includes dividends from net investment income and from net realized capital gains to investors of open-ended mutual funds and of closed-end funds.

Net flows as well as market and other define the real growth of the total AuM base.

### Limitations on the usefulness

The volume of total AuM reported is subject to fluctuations which do not derive from the success of our asset management activities. These fluctuations result from effects of foreign currency translation as well as acquisitions, disposals, and transfers.

# Reconciliations

## Total business volume

Total business volume comprises gross premiums written as well as fee and commission income in Property-Casualty, statutory gross premiums in Life/Health, and operating revenues in Asset Management.

**Composition of total business volume**
€ mn

| | 2024 | 2023 |
|---|---|---|
| **Property-Casualty** | | |
| **Total business volume** | **82,883** | **76,531** |
| consisting of: | | |
| Gross premiums written | 80,230 | 73,998 |
| Fee and commission income | 2,652 | 2,534 |
| **Life/Health** | | |
| **Statutory gross premiums** | **89,317** | **77,878** |
| **Asset Management** | | |
| **Operating revenues** | **8,324** | **8,086** |
| consisting of: | | |
| Net fee and commission income | 8,186 | 7,960 |
| Net investment result | 135 | 95 |
| Other income and expenses | 4 | 31 |
| **Consolidation** | (746) | (795) |
| **Allianz Group total business volume** | **179,778** | **161,700** |

## Internal growth

The IFRS financial measure most directly comparable to internal growth is the nominal growth of total business volume.

**Reconciliation of nominal growth to internal growth of total business volume**
%

| | Internal growth | Changes in scope of consoli-dation | Foreign currency translation | Nominal growth |
|---|---|---|---|---|
| 2024 | | | | |
| Property-Casualty | 8.2 | 0.7 | (0.5) | 8.3 |
| Life/Health | 16.3 | (1.0) | (0.4) | 14.7 |
| Asset Management | 3.1 | - | (0.1) | 3.0 |
| **Allianz Group** | **11.9** | **(0.2)** | **(0.5)** | **11.2** |
| 2023 | | | | |
| Property-Casualty | 11.2 | 1.0 | (3.7) | 8.4 |
| Life/Health | 5.6 | (0.3) | (1.8) | 3.5 |
| Asset Management | 2.4 | (1.8) | (2.4) | (1.8) |
| **Allianz Group** | **8.0** | **0.2** | **(2.7)** | **5.5** |

# Operating profit (OP)

**Business segment information – reconciliation of operating profit (loss) to net income (loss)**
€ mn

| | Property-Casualty | Life/Health | Asset Management | Corporate and Other | Consolidation | Group |
|---|---|---|---|---|---|---|
| 2024 | | | | | | |
| **Operating profit (loss)** | **7,898** | **5,505** | **3,239** | **(615)** | **(4)** | **16,023** |
| | | | | | | |
| Non-operating investment result | | | | | | |
| Non-operating investment income (net)[1] | | | | | | |
| Realized gains/losses (net)[1] | (68) | (120) | 17 | 3 | - | (168) |
| Expected credit loss allowance | 17 | 10 | - | (12) | - | 16 |
| Income from derivatives (net) | (96) | (61) | - | 47 | (2) | (113) |
| Impairments of investments (net)[1] | (46) | 1 | - | (19) | - | (64) |
| Valuation result from investments and other assets and financial liabilities measured at fair value through profit or loss | 128 | 14 | 11 | (270) | 3 | (114) |
| Reclassifications | 36 | 222 | - | - | - | 259 |
| Interest expenses from external debt | - | - | - | (762) | - | (762) |
| Subtotal | (29) | 66 | 28 | (1,012) | 1 | (946) |
| Non-operating other result | | | | | | |
| Amortization of intangible assets | (196) | (68) | (7) | (11) | (1) | (282) |
| Restructuring and integration expenses | (387) | (55) | (11) | (215) | - | (669) |
| Acquisition and administrative expenses[2] | (299) | (9) | 8 | 292 | 4 | (3) |
| Income and expenses from hyperinflation accounting | (262) | (47) | - | - | - | (309) |
| Reclassifications | 206 | (4) | - | - | - | 202 |
| Subtotal | (937) | (183) | (10) | 66 | 4 | (1,061) |
| | | | | | | |
| **Income (loss) before income taxes** | 6,932 | 5,388 | 3,257 | (1,561) | - | 14,016 |
| Income taxes | (1,691) | (1,300) | (829) | 344 | - | (3,476) |
| **Net income (loss)** | **5,241** | **4,088** | **2,428** | **(1,217)** | **-** | **10,540** |
| | | | | | | |
| **Net income (loss) attributable to:** | | | | | | |
| Non-controlling interests | 144 | 176 | 210 | 78 | - | 609 |
| Shareholders | 5,097 | 3,912 | 2,218 | (1,295) | - | 9,931 |

| | Property-Casualty | Life/Health | Asset Management | Corporate and Other | Consolidation | Group |
|---|---|---|---|---|---|---|
| 2023 | | | | | | |
| **Operating profit (loss)** | **6,909** | **5,191** | **3,126** | **(474)** | **(7)** | **14,746** |
| | | | | | | |
| Non-operating investment result | | | | | | |
| Non-operating investment income (net)[1] | | | | | | |
| Realized gains/losses (net)[1] | (129) | (133) | 4 | (50) | 5 | (302) |
| Expected credit loss allowance | (8) | (8) | - | (22) | - | (37) |
| Income from derivatives (net) | (37) | 7 | - | (208) | (2) | (240) |
| Impairments of investments (net)[1] | (106) | (15) | (3) | (42) | - | (165) |
| Valuation result from investments and other assets and financial liabilities measured at fair value through profit or loss | (285) | (4) | 13 | (466) | 7 | (734) |
| Reclassifications | 20 | (64) | - | - | - | (44) |
| Interest expenses from external debt | - | - | - | (631) | - | (631) |
| Subtotal | (544) | (217) | 14 | (1,418) | 10 | (2,155) |
| Non-operating other result | | | | | | |
| Amortization of intangible assets | (196) | (68) | (15) | (19) | - | (298) |
| Restructuring and integration expenses | (267) | (75) | (26) | (160) | - | (529) |
| Acquisition and administrative expenses[2] | 8 | - | 66 | (2) | - | 73 |
| Income and expenses from hyperinflation accounting | (185) | (75) | - | - | - | (260) |
| Reclassifications | 11 | (7) | - | - | - | 4 |
| Subtotal | (629) | (225) | 25 | (181) | - | (1,010) |
| | | | | | | |
| Income (loss) before income taxes | 5,736 | 4,750 | 3,165 | (2,073) | 3 | 11,582 |
| Income taxes | (1,462) | (962) | (812) | 688 | (1) | (2,550) |
| **Net income (loss)** | **4,274** | **3,788** | **2,353** | **(1,385)** | **2** | **9,032** |
| | | | | | | |
| **Net income (loss) attributable to:** | | | | | | |
| Non-controlling interests | 120 | 200 | 195 | (23) | - | 491 |
| Shareholders | 4,154 | 3,589 | 2,158 | (1,361) | 2 | 8,541 |

1_In investment terminology the term "net" is used when the relevant expenses have already been deducted.
2_Include, if applicable, acquisition-related expenses, income taxes related incidental benefits/expenses, litigation expenses, and one-time effects from significant reinsurance transactions with disposal character.

# Shareholders' core net income

**Business segment information – reconciliation of income (loss) before income taxes to shareholders' core net income (loss)**
€ mn

| | Property-Casualty | Life/Health | Asset Management | Corporate and Other | Consolidation | Group |
|---|---|---|---|---|---|---|
| 2024 | | | | | | |
| **Income (loss) before income taxes** | **6,932** | **5,388** | **3,257** | **(1,561)** | **-** | **14,016** |
| Adjustment for non-operating market movements[1] | (47) | - | (11) | (33) | (1) | (92) |
| Adjustment for amortization of intangible assets from business combinations | 77 | 11 | 2 | 11 | - | 102 |
| Core income (loss) before income taxes | 6,962 | 5,400 | 3,248 | (1,583) | (1) | 14,026 |
| Income taxes related to core income (loss) | (1,688) | (1,303) | (826) | 296 | - | (3,521) |
| **Core net income (loss)** | **5,274** | **4,097** | **2,421** | **(1,287)** | **(1)** | **10,505** |
| **thereof: Shareholders' core net income (loss)** | **5,119** | **3,917** | **2,211** | **(1,228)** | **(1)** | **10,017** |

| | Property-Casualty | Life/Health | Asset Management | Corporate and Other | Consolidation | Group |
|---|---|---|---|---|---|---|
| 2023 | | | | | | |
| **Income (loss) before income taxes** | **5,736** | **4,750** | **3,165** | **(2,073)** | **3** | **11,582** |
| Adjustment for non-operating market movements[1] | 246 | (2) | (13) | 553 | (4) | 780 |
| Adjustment for amortization of intangible assets from business combinations | 80 | 11 | 2 | 11 | - | 105 |
| Core income (loss) before income taxes | 6,062 | 4,760 | 3,154 | (1,508) | (2) | 12,466 |
| Income taxes related to core income (loss) | (1,513) | (965) | (809) | 571 | (1) | (2,717) |
| **Core net income (loss)** | **4,549** | **3,795** | **2,345** | **(937)** | **(3)** | **9,749** |
| **thereof: Shareholders' core net income (loss)** | **4,421** | **3,595** | **2,150** | **(1,062)** | **(3)** | **9,101** |

1_Includes, if applicable, valuation result from investments measured at fair value through profit or loss, and income from derivatives (net).

## Core earnings per share (Core EPS)

Core EPS is determined by dividing shareholders' core net income by the weighted-average number of shares outstanding.

$$\text{Core EPS}_{\text{Group}} = \frac{\text{Shareholders' core net income}^1}{\text{Weighted-average number of shares outstanding}}$$

1_Shareholders' core net income adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity.

### Reconciliation of core earnings per share

€ mn

| | 2024 | 2023 |
|---|---|---|
| Shareholders' core net income – basic[1] | 9,874 | 8,959 |
| Effect of potentially dilutive shares | (5) | (6) |
| **Shareholders' core net income – diluted[1]** | **9,869** | **8,953** |
| | | |
| Weighted-average number of shares outstanding – basic | 388,462,381 | 396,190,104 |
| Potentially dilutive shares | 120,869 | 125,880 |
| **Weighted-average number of shares outstanding – diluted** | **388,583,250** | **396,315,983** |
| | | |
| **Core earnings per share (€) – basic** | **25.42** | **22.61** |
| **Core earnings per share (€) – diluted** | **25.40** | **22.59** |

1_Adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity.

## Core return on equity (Core RoE)

Core return on equity represents the ratio of shareholders' core net income to the average shareholders' equity at the beginning and at the end of the year.

$$\text{Core RoE}_{\text{Group/LH}} = \frac{\text{Shareholders' core net income}^1}{(\text{Shareholders' equity}^2 \text{ beginning of year} + \text{Shareholders' equity}^2 \text{ end of year})/2}$$

1_For the core RoE of the Allianz Group, shareholders' core net income is adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity.
2_For the core RoE of the Allianz Group, from the average shareholders' equity, undated subordinated bonds classified as shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses are excluded. For the core RoE of the Life/Health segment, from the average shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses are excluded, and participations in affiliates not already consolidated in this segment are deducted.

### Reconciliation of core return on equity for the Allianz Group

€ mn

| | 2024 | 2023 |
|---|---|---|
| Shareholders' core net income[1] | 9,874 | 8,959 |
| Shareholders' equity beginning of year[2] | 56,483[3] | 54,970[3] |
| Shareholders' equity end of year[2] | 60,604 | 56,483[3] |
| **Core return on equity in %** | **16.9** | **16.1[3]** |

1_Adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity.
2_Excluding undated subordinated bonds classified as shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses.
3_For purposes of presenting consolidated financial information as of and for the year ended 31 December 2024, Allianz considered the identified prior period error and reclassified retrospectively certain non-controlling interests to financial liabilities related to investment vehicles. There is also a cumulative adjustment to shareholders' equity. Prior periods comparative figures for the balance sheet have been adjusted with a minor impact on shareholders' equity only (reduced by € 0.2 bn as of 31 December 2023 and by EUR 0.2 bn as of 31 December 2022). Consequently, core RoE for the year ended 31 December 2023 changed by +0.1%-p compared to the previously published figure.

Shareholders' equity excluding undated subordinated bonds classified as shareholders' equity, unrealized gains and losses from insurance contracts and other unrealized gains and losses is determined as follows:

### Reconciliation of total equity to shareholders' equity used for calculation of core return on equity

€ mn

| | As of 31 December 2024 | As of 31 December 2023/ 1 January 2024 | As of 31 December 2022/ 1 January 2023 |
|---|---|---|---|
| **Total equity** | **64,076** | **61,560[1]** | **57,176[1]** |
| Non-controlling interests | 3,789 | 3,321[1] | 2,999[1] |
| Unrealized gains and losses from insurance contracts[2] | 31,377 | 34,207 | 54,854 |
| Other unrealized gains and losses (including expected credit loss)[2] | (36,610) | (37,215) | (60,490) |
| Undated subordinated bonds classified as shareholders' equity | 4,915 | 4,764 | 4,843 |
| **Shareholders' equity used for calculation of core return on equity** | **60,604** | **56,483[1]** | **54,970[1]** |

1_For purposes of presenting consolidated financial information as of and for the year ended 31 December 2024, Allianz considered the identified prior period error and reclassified retrospectively certain non-controlling interests to financial liabilities related to investment vehicles. There is also a cumulative adjustment to shareholders' equity. Prior periods comparative figures for the balance sheet have been adjusted with a minor impact on shareholders' equity only (reduced by € 0.2 bn as of 31 December 2023 and by € 0.2 bn as of 31 December 2022).
2_Attributable to shareholders.

### Reconciliation of core return on equity for the Life/Health segment

€ mn

| | 2024 | 2023 |
|---|---|---|
| Shareholders' core net income | 3,917 | 3,595 |
| Shareholders' equity beginning of year[1] | 22,518 | 21,581 |
| Shareholders' equity end of year[1] | 25,418 | 22,518 |
| **Core return on equity in %** | **16.3** | **16.3** |

1_Excluding unrealized gains and losses from insurance contracts and other unrealized gains and losses, and deducting participations in affiliates not already consolidated in this segment.

Shareholders' equity excluding unrealized gains and losses from insurance contracts and other unrealized gains and losses, and deducting participations in affiliates not already consolidated in this segment is determined as follows:

**Reconciliation of total equity to shareholders' equity used for calculation of core return on equity**
€ mn

| | As of 31 December 2024 | As of 31 December 2023/ 1 January 2024 | As of 31 December 2022/ 1 January 2023 |
|---|---|---|---|
| **Total equity** | **23,540** | **22,615** | **20,451** |
| Non-controlling interests | 1,939 | 1,682 | 1,528 |
| Unrealized gains and losses from insurance contracts[1] | 28,590 | 30,965 | 49,909 |
| Other unrealized gains and losses (including expected credit loss)[1] | (32,520) | (32,687) | (52,703) |
| Participations in affiliates not already consolidated in this segment | 113 | 137 | 137 |
| **Shareholders' equity used for calculation of core return on equity** | **25,418** | **22,518** | **21,581** |

1_Attributable to shareholders.

## Solvency II capitalization ratio

The Allianz Group Solvency II capitalization ratio is calculated by dividing the amount of eligible Own Funds by the Solvency Capital Requirement (SCR).

**Reconciliation of Solvency II capitalization ratio**
€ mn

| | As of 31 December 2024 (regulatory view[1]) | As of 31 December 2024 (economic view[2]) |
|---|---|---|
| Own fund items eligible to cover the Solvency Capital Requirement | 93.2 | 93.2 |
| Solvency Capital Requirement | 44.7 | 44.7 |
| **Allianz Group Solvency II capitalization ratio** | **209%** | **209%** |

1_The regulatory Solvency II capitalization ratio reflects, as from 1Q 2024, the accrual of the expected annual dividend for the full year immediately applicable from the first quarter on.
2_The economic Solvency II capitalization ratio is based on an incrementally increasing dividend accrual.

## Operating insurance service result

In contrast to the definition in IFRS 17, the Allianz Group also includes the following components in its operating insurance service result:

– Non-attributable acquisition, administrative and claims expenses of our operating entities which were also included in the underwriting result before the adoption of IFRS 17.
– Adjustments for experience variances at claims and expenses where our operating entities share the technical results with the policyholders (only for insurance contracts under the variable fee approach, in particular in the German-speaking markets, i.e. Germany, Austria, and Switzerland).

One-time effects from significant reinsurance transactions are excluded from the operating insurance service result.

**Reconciliation of operating insurance service result for the Property-Casualty segment**
€ mn

| | 2024 | 2023 |
|---|---|---|
| **Operating insurance service result** | **4,908** | **4,242** |
| Non-attributable expenses | 2,515 | 2,274 |
| Adjustments for experience variances at claims and expenses | (10) | (7) |
| One-time effects from significant reinsurance transactions | (163) | - |
| **Insurance service result as defined by IFRS 17** | **7,250** | **6,509** |

## Combined ratio (CR)

The combined ratio represents the total of claims and benefits, including reinsurance result, as well as acquisition and administrative expenses divided by insurance revenue.

$$\text{Combined ratio}_{PC} = \frac{\text{Claims and benefits incl. reinsurance result} + \text{Acquisition and administrative expenses}}{\text{Insurance revenue}}$$

**Reconciliation of combined ratio**
€ mn

| | 2024 | 2023 |
|---|---|---|
| Claims and benefits including reinsurance result | (51,698) | (47,629) |
| Acquisition and administrative expenses | (18,022) | (16,893) |
| Insurance revenue | 74,619 | 68,757 |
| **Combined ratio in %** | **93.4** | **93.8** |
| Loss ratio in % | 69.3 | 69.3 |
| Expense ratio in % | 24.2 | 24.6 |

## New business margin (NBM)

There is no comparable IFRS financial measure. Therefore, a reconciliation is not possible. However, our calculation of NBM is consistent with the accounting policies we apply in our consolidated financial statements prepared in accordance with IFRS.

## Normalized CSM growth (Contractual Service Margin – CSM)

Normalized CSM growth reflects growth in the CSM from regular business, consisting of three components:

- CSM at inception,
- Expected in-force return reflecting the investment returns that were expected over the period, and
- CSM release.

**Reconciliation of normalized CSM growth for insurance contracts issued in the LH segment**

| | | 2024 | 2023 |
|---|---|---|---|
| Contractual service margin beginning of year | € mn | 52,601 | 52,227 |
| Contractual service margin end of year | € mn | 55,571[1] | 52,601 |
| Delta | € mn | 2,970 | 374 |
| thereof: Economic variances | € mn | 484 | 500 |
| thereof: Non-economic variances/assumption changes | € mn | (706)[2] | (2,696) |
| **Normalized growth (Delta excluding above variances)** | **€ mn** | **3,192** | **2,570** |
| **Normalized growth** | **%** | **6.1** | **4.9** |
| thereof: CSM at inception | € mn | 5,237[2] | 4,515 |
| thereof: Expected in-force return | € mn | 3,092 | 3,022 |
| thereof: CSM release | € mn | 5,137 | 4,967 |

1_Includes gross CSM of € 0.8 bn for UniCredit Allianz Vita S.p.A., which was classified as held for sale in the third quarter of 2024. The figure shown in the consolidated financial statements excludes this amount.
2_CSM at inception and non-economic (experience) variances exclude € 0.8 bn from a fund merger in Italy, for which IFRS prescribes derecognition and re-recognition as new business.

## Cost-income ratio (CIR)

The cost-income ratio sets operating expenses in relation to operating revenues in a given period.

$$CIR_{AM} = \frac{\text{Operating expenses}^{1}}{\text{Operating income}^{2}}$$

1_Operating expenses consist of operating administrative expenses.
2_Operating revenues are the sum of operating fee and commission income and expenses (net), operating investment income (net) and other operating income and expenses (net). The term "net" means that the relevant expenses have already been deducted.

**Reconciliation of cost-income ratio**
€ mn

| | 2024 | 2023 |
|---|---|---|
| Operating expenses | (5,086) | (4,959) |
| Operating revenues | 8,324 | 8,086 |
| **Cost-income ratio in %** | **61.1** | **61.3** |

## Total assets under management (total AuM)

There is no comparable IFRS financial measure. Therefore, a reconciliation is not possible. However, our calculation of total AuM is consistent with the accounting policies we apply in our financial statements prepared in accordance with IFRS.

## Forward-looking APMs

An APM may not be reconcilable because it is not derived from the financial statements, such as profit estimates, future projections or profit forecasts. However, all forward-looking APMs are consistent with the accounting policies we apply in our financial statements prepared in accordance with IFRS.