

# Allianz Group 2011 Status and Outlook

Michael Diekmann, CEO

Financial Press Conference  
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Based on  
preliminary figures

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**Allianz** 

# Agenda

- 1** Highlights 2011
- 2** Allianz specific subjects
- 3** Outlook 2012

## Overview 2011



- Operating profit of EUR 7.9 billion in target range

### 2011 challenges:

- Sovereign debt crisis
- Ongoing low-interest rate environment
- Losses from natural catastrophes at all-time high

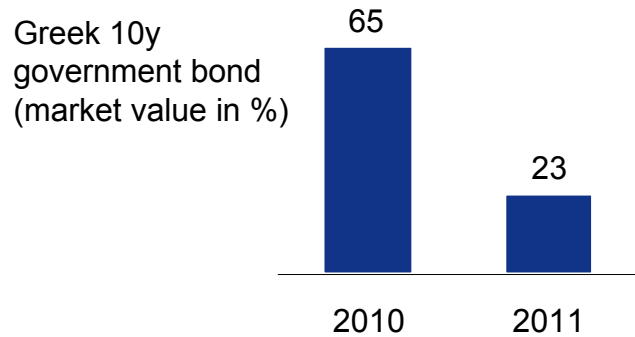
- Significant effect on net income of EUR 2.8 billion

- Allianz well-positioned for 2012

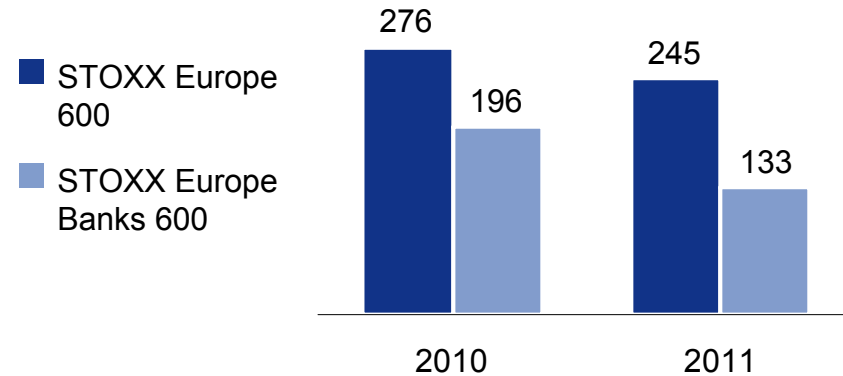
- Proposed dividend at previous year's level of 4.50 euros per share

## Despite very difficult environment in 2011 ...

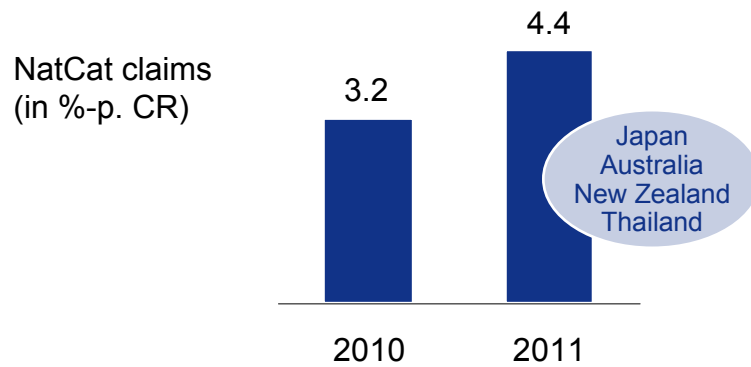
### Sovereign debt crisis



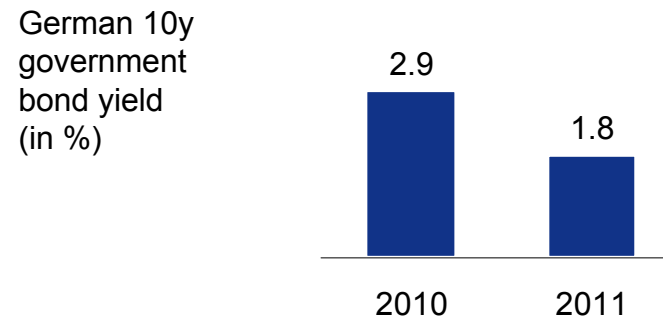
### Weak equity markets



### Severe natural catastrophe events



### Low risk-free interest rates

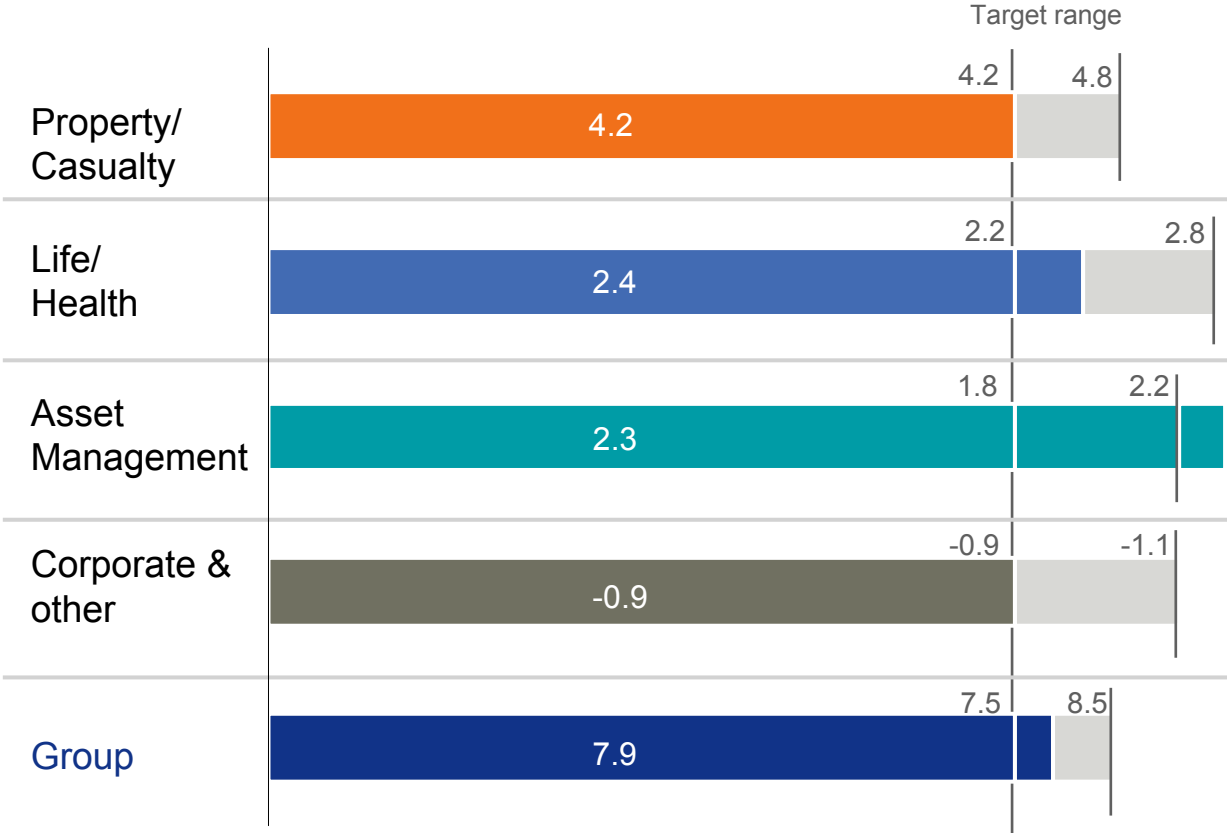




# Operating profit within target range ...

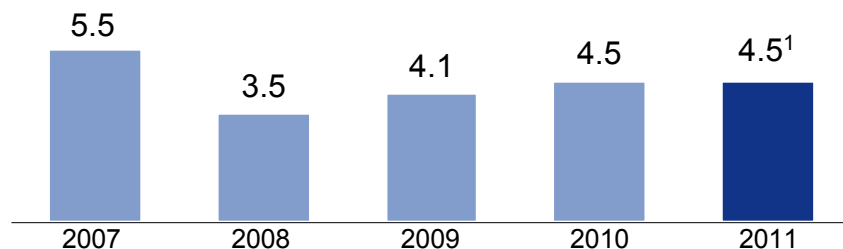
Operating profit 2011 (EUR bn)

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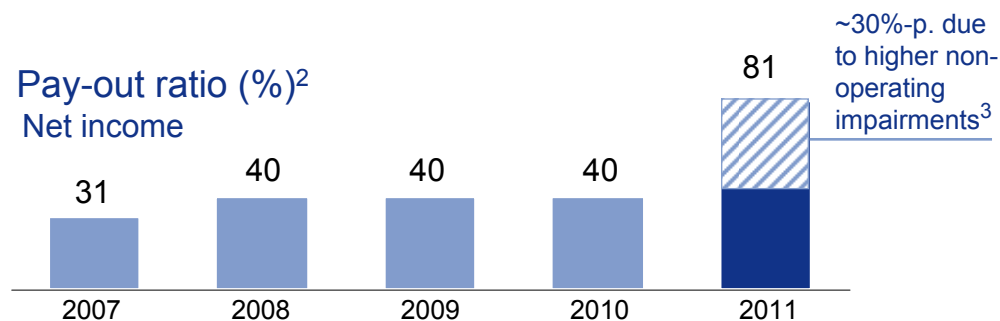


## ... enabling dividend continuity

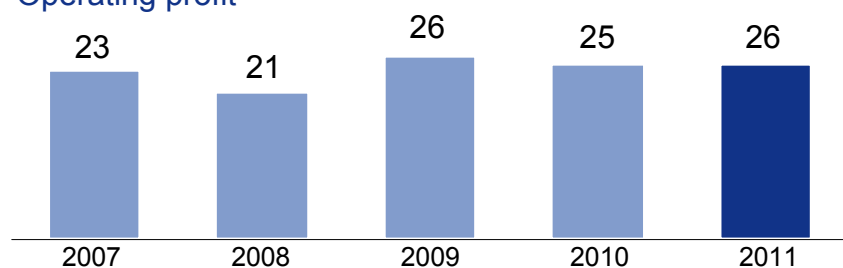
Dividend per share (EUR)



Pay-out ratio (%)<sup>2</sup>  
Net income



Pay-out ratio (%)<sup>4</sup>  
Operating profit



- EUR 2.0bn pay-out
- Attractive dividend yield of 5%
- Dividend supported by
  - ✓ 2011 operating profit
  - ✓ 2012 business outlook
- Stable pay-out ratio in relation to operating profit

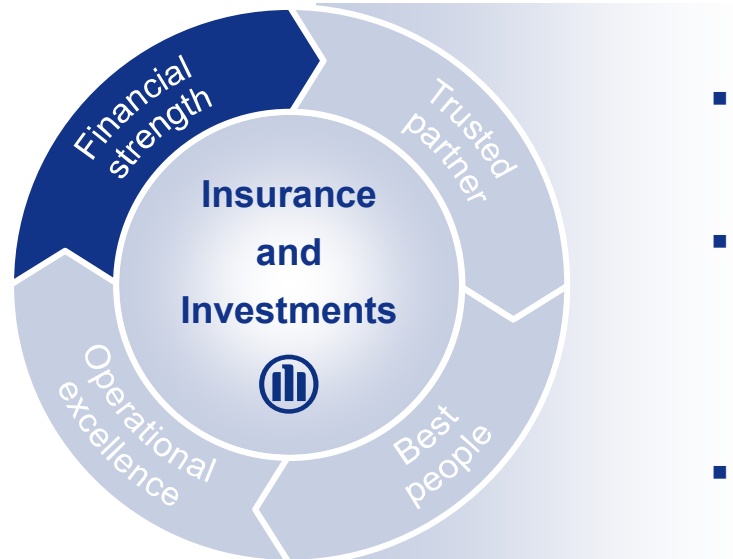
1) Proposal  
 2) Based on net income from continuing operations, net of non-controlling interests, as historically reported  
 3) Refers to *additional* impairments compared to 2010  
 4) Based on operating profit as historically reported

# Our success is based on four core elements



Despite a difficult environment, volatile markets and other challenges:  
**a promise is a promise!**

## Allianz retains financial strength

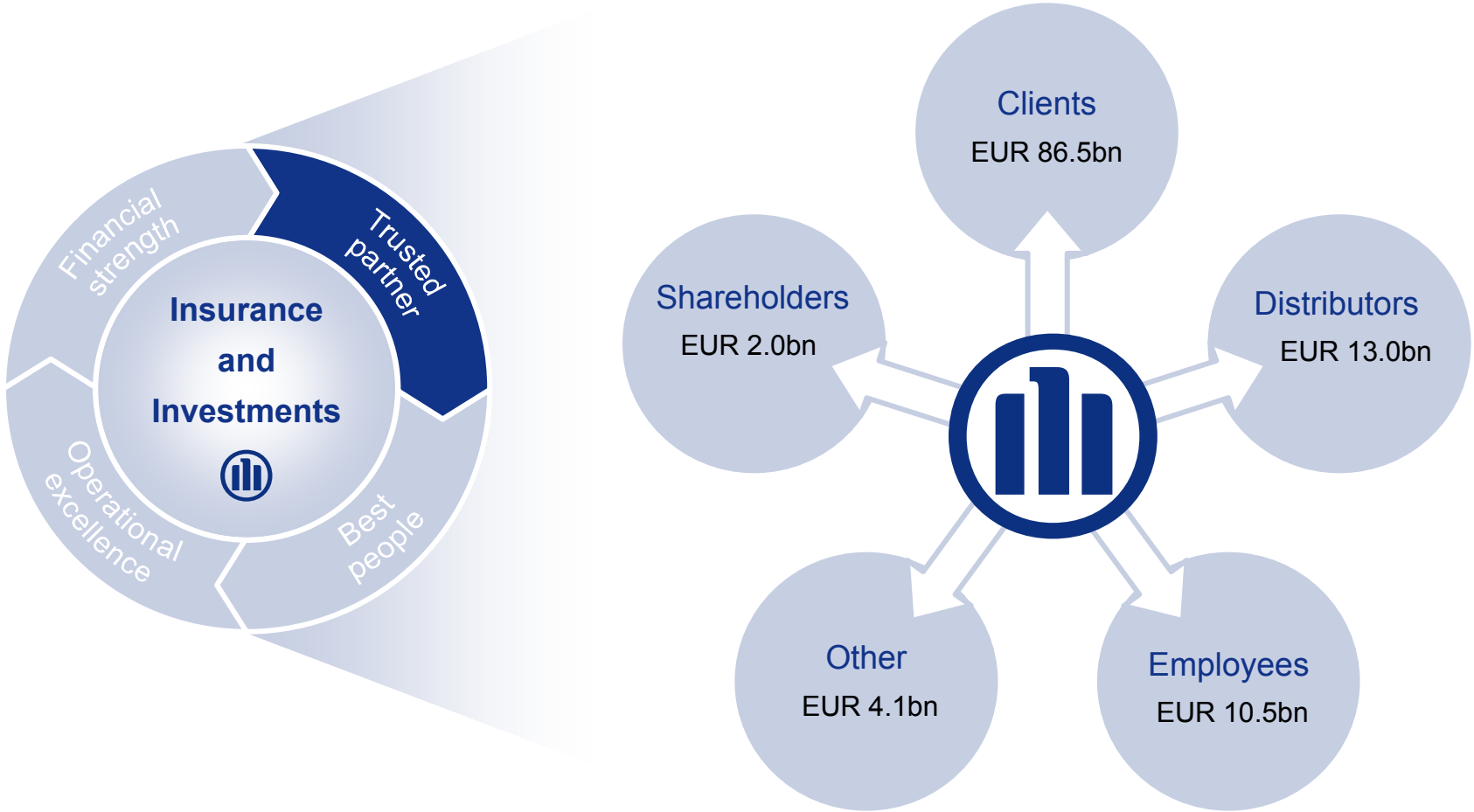


- Conservative portfolio with limited risk in GIPS countries
- Solid capitalization
  - Solvability ratio of 179 percent
  - S&P “AA” rating (outlook negative)
- Underlying operative profitability

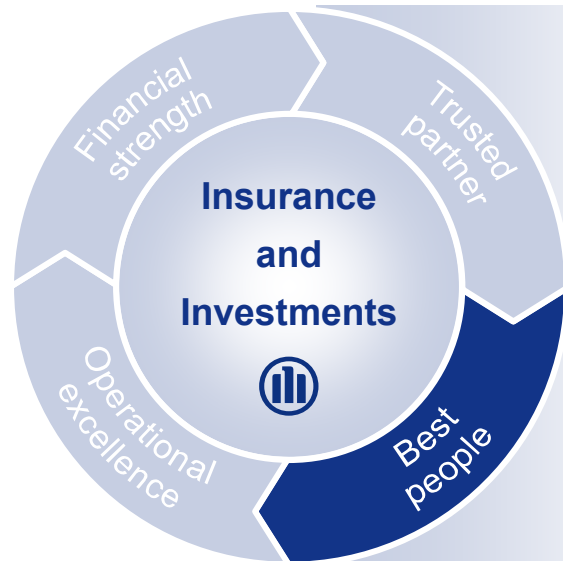


# Trusted partner for all stakeholders

(Benefits to stakeholder groups)

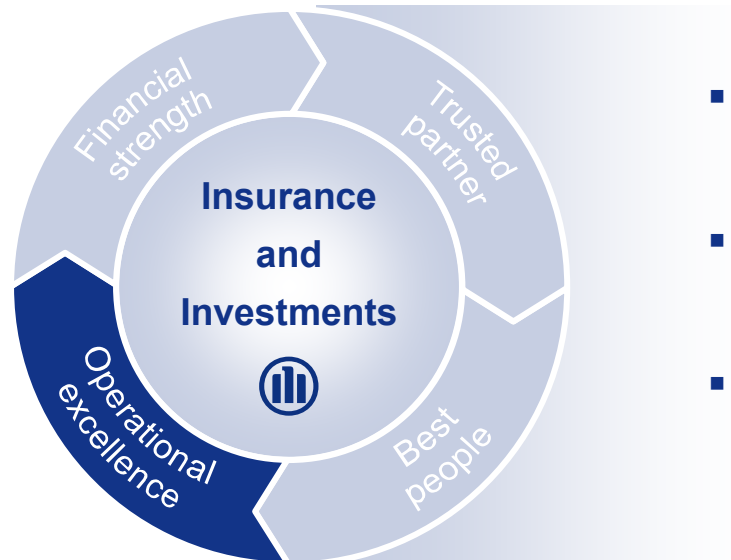


## Best people – our most important resource



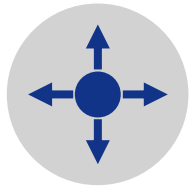
- Well-developed performance and leadership culture
- “Best people”
- Women in leadership positions

## Higher service quality – lower operational complexity



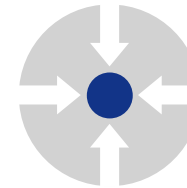
- Introduction of Allianz operating model for efficiency and growth completed
- Expansion of global and regional services for local units
- Examples: consolidation of data processing centers at four locations and introduction of unified global data and telecommunications network

## Management focus 2012



### Internally

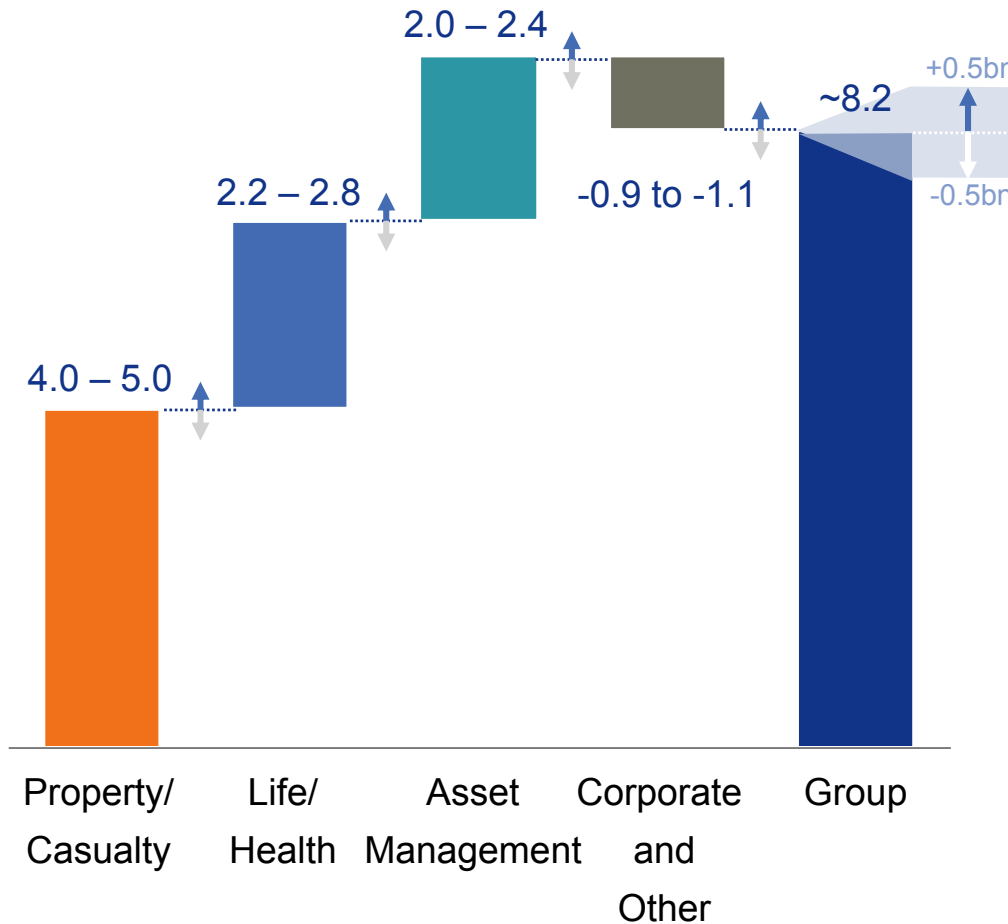
- Productivity of distribution channels
- German Property & Casualty insurance
- Property & Casualty insurance and variable annuities in US
- Global lines and reinsurance
- Capital management



### Externally

- Sovereign debt crisis
- Low interest rates
- Solvency II

## Solid operating profit outlook 2012 (EUR bn)



- Range of operating profit outlook reflects diversification
- **Disclaimer:** Impact from natural catastrophes, financial markets and global economic development not predictable!

# Disclaimer

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