

Group financial results 1Q 2013

Dieter Wemmer
Chief Financial Officer

Analysts' conference call
May 15, 2013

1

Group financial
results 1Q 2013

- 1** **Highlights**
- 2** Comment pages
- 3** Additional information
 - a) Group
 - b) Property-Casualty
 - c) Life/Health
 - d) Asset Management
 - e) Corporate and Other
- 4** Glossary

Group: highlights 1Q 2013

HSBC

Signing of a 10-year life insurance distribution agreement in Continental Europe, starting with Turkey - as part of our global relationship with HSBC, incl. the recently signed agreement for eight Asian countries.

Yapı Kredi

Acquisition¹ of the Non-life as well as 80% of the Life and Pension business of Yapı Kredi Bank in Turkey for a total consideration of EUR 684mn. This includes a 15-year exclusive bank distribution agreement.

Rating

S&P raised the outlook for our AA rating to stable from negative.

Refinancing

Allianz placed three senior unsecured bonds with a total volume of EUR 2.1bn – average weighted maturity of 19 years – reducing interest costs.

Asset Management

PIMCO launched the Dynamic Credit Income CEF, the largest IPO since 2007.

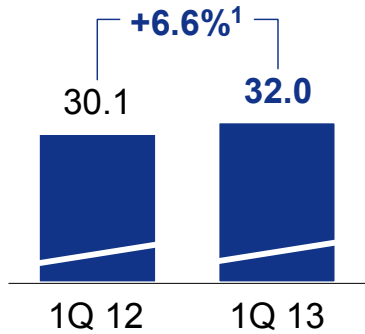
New product

Italy launched “Progetto Reddito”, a decumulation whole-life single premium unit-linked product, sold through our FA channel (revenues 1Q EUR 329mn).

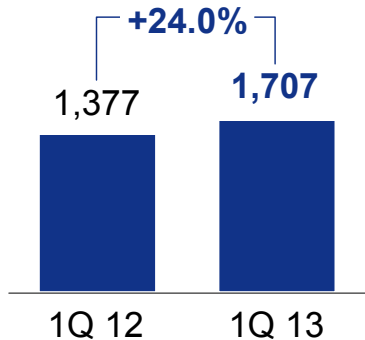
1) Subject to regulatory approval

Group: a strong first quarter

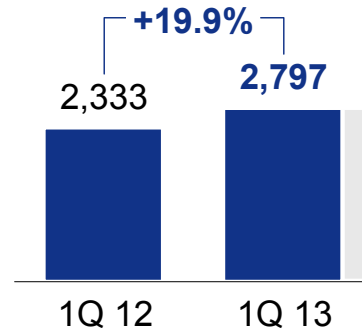
Total revenues (EUR bn)



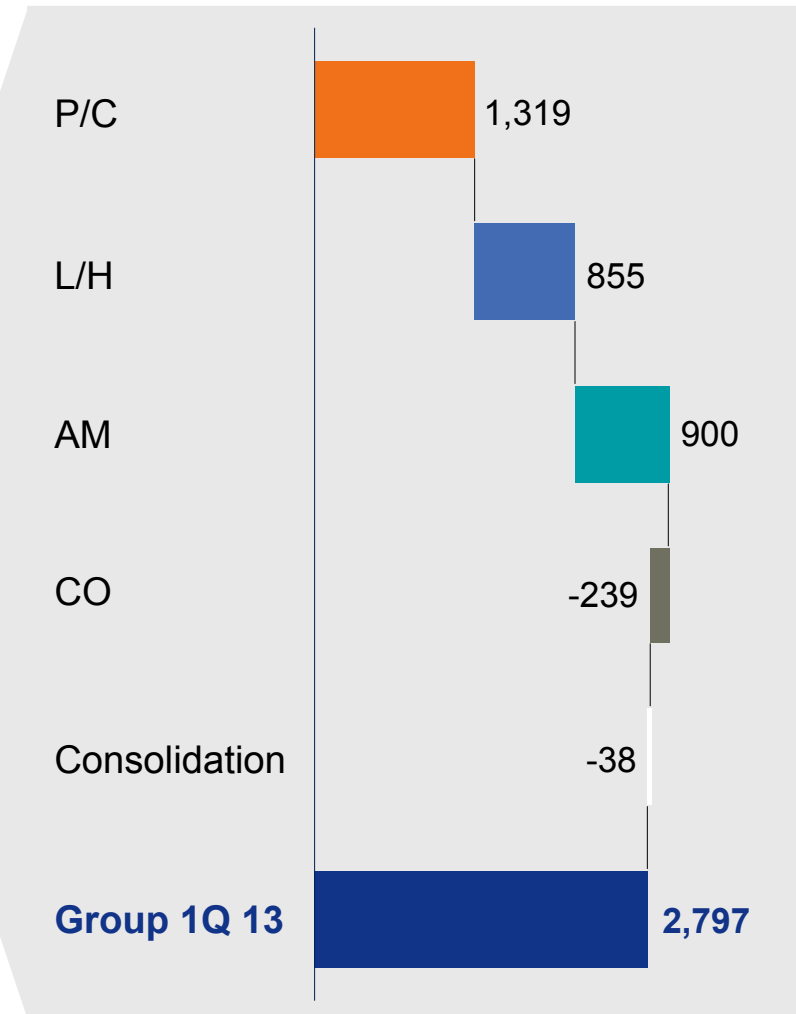
Net income² (EUR mn)



Operating profit (EUR mn)



Operating profit by segment (EUR mn)



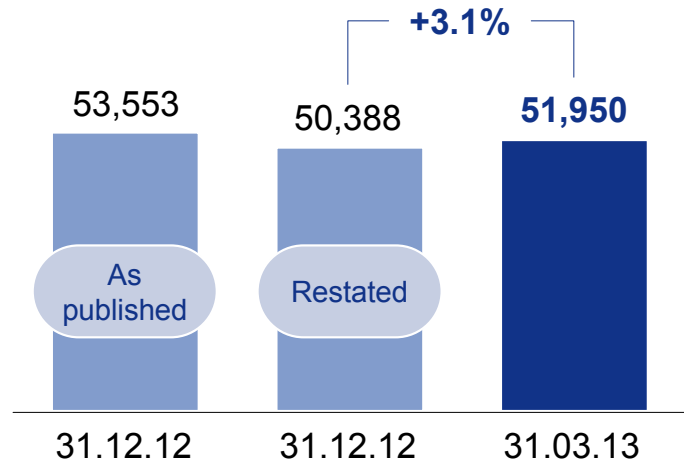
! Prior years figures have been restated throughout the whole presentation to reflect the retrospective application of the amended standard IAS 19 and inclusion of restructuring charges in operating profit

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

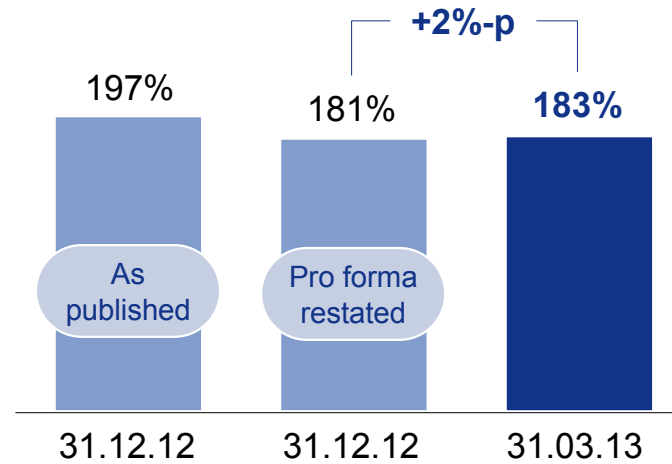


Group: healthy capital position

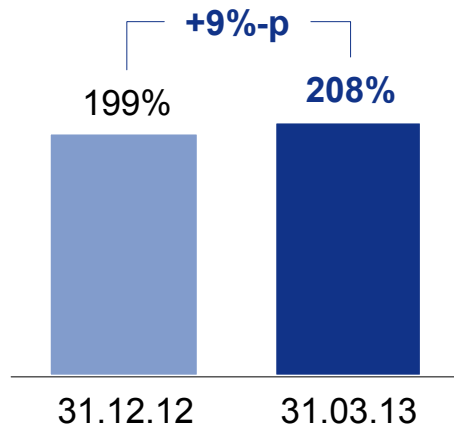
Shareholders' equity (EUR mn)



Conglomerate solvency (%)



Economic solvency (%)



S&P capital adequacy (AA)

Allianz' rating confirmed with "AA" and outlook raised to "stable" on 20.03.13

P/C: price increases drive top line growth (EUR mn)

1Q 2013		Revenues	Total growth	Internal growth ¹	Price effect	Volume effect
Total P/C segment		15,197	+2.7%	+1.3%	+1.8%	-0.5%
Large OEs	Germany	4,000	+2.7%	+2.7%		
	France	1,465	+28.7%	+2.0%		
	Italy	978	+2.6%	+2.6%		
Global lines	AGCS	1,566	-3.6%	-3.1%		
	Credit Insurance	599	+1.4%	+2.1%		
	Allianz Worldwide Partners ²	720	+17.5%	+17.6%		
Selected OEs	Australia	685	+1.5%	+3.9%		
	Latin America ³	567	+0.2%	+10.8%		
	USA	452	-31.1%	-30.6%		
	Turkey	211	+44.5%	+44.5%		

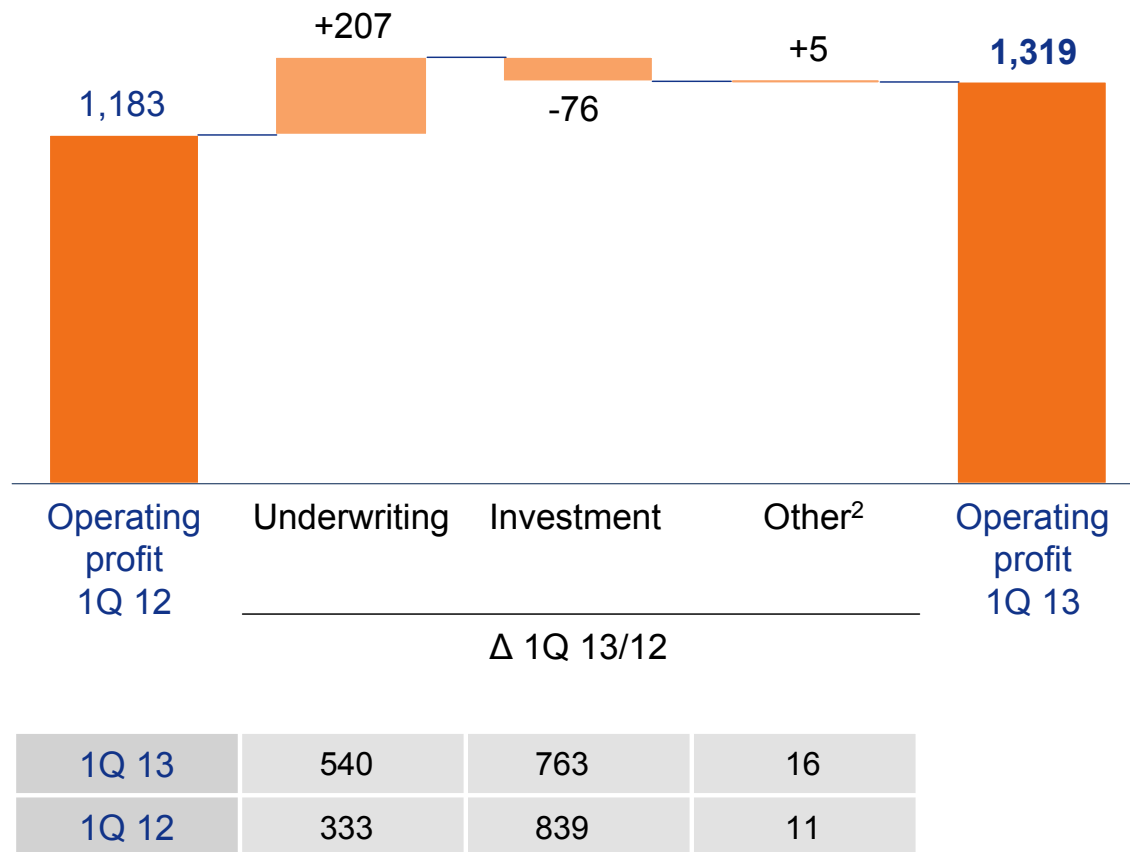
1) Adjusted for F/X and consolidation effects

2) Allianz Worldwide Partners includes the legal entities of Allianz Global Assistance and Allianz Worldwide Care as well as the reinsurance business of Allianz Global Automotive

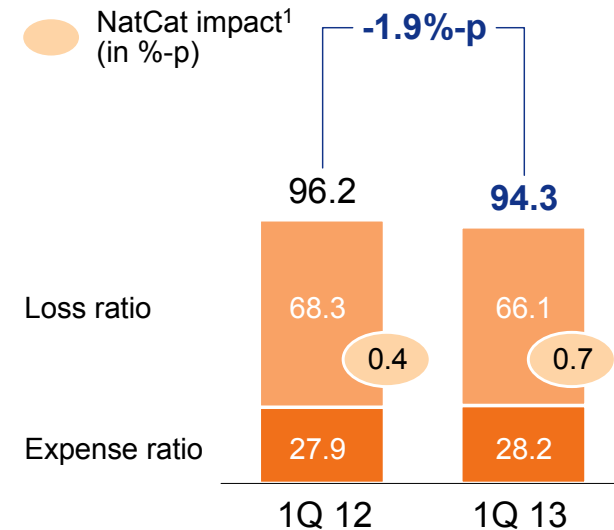
3) South America and Mexico

P/C: focus on underwriting bears fruit

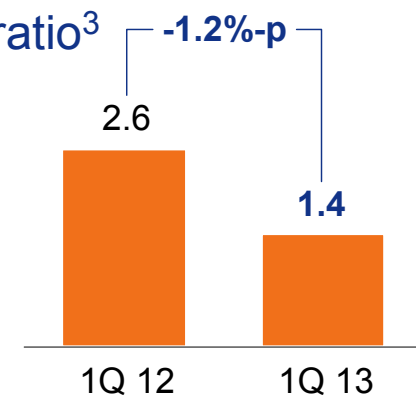
Operating profit drivers (EUR mn)



Combined ratio (in %)



Run-off ratio³ (in %)



1) NatCat costs (without reinstatement premiums and run-off): EUR 42mn (1Q 12) and EUR 70mn (1Q 13)
 2) Including restructuring charges
 3) Positive values indicate positive run-off, run-off ratio calculated as run-off result in percent of net premiums earned



P/C: most OEs contribute to better operating result (EUR mn)

1Q 2013		Operating profit	Δ p.y.	Combined ratio	Δ p.y.	NatCat impact in CR ¹	Δ p.y. ¹
Total P/C segment		1,319	+11.5%	94.3%	-1.9%-p	0.7%-p	+0.3%-p
Large OEs	Germany	319	+63.6%	91.4% ²	-6.6%-p	0.0%-p	-0.7%-p
	France	103	+7.3%	96.5%	-2.1%-p	0.0%-p	0.0%-p
	Italy	206	+26.4%	85.6%	-6.0%-p	0.0%-p	0.0%-p
Global lines	AGCS	92	-21.4%	97.3%	+1.8%-p	0.3%-p	+0.3%-p
	Credit Insurance	88	-12.0%	84.9%	+8.3%-p	–	–
	Allianz Worldwide Partners ³	18	-10.0%	98.2%	+0.8%-p	0.0%-p	0.0%-p
Selected OEs	Australia	65	-3.0%	99.5%	-0.4%-p	4.8%-p	+3.2%-p
	Latin America ⁴	39	0.0%	97.6%	+0.1%-p	0.0%-p	0.0%-p
	USA	47	+30.6%	101.5%	-4.0%-p	0.0%-p	-2.6%-p
	Turkey	17	+467%	92.0%	-11.4%-p	0.0%-p	0.0%-p

1) Excluding reinstatement premiums

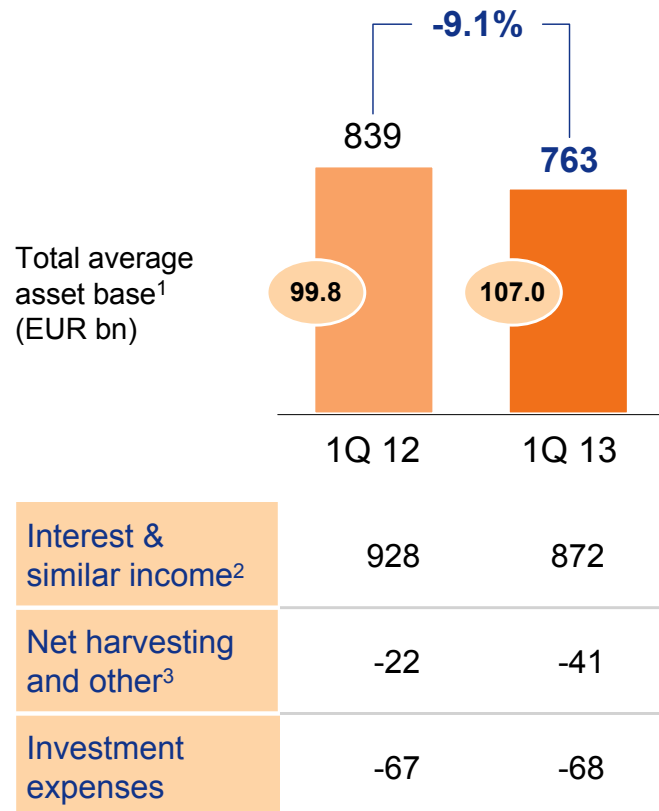
2) Includes a positive 3.5%-p one-off effect from commutation of internal reinsurance – no impact on segment level

3) Allianz Worldwide Partners includes the legal entities of Allianz Global Assistance and Allianz Worldwide Care as well as the reinsurance business of Allianz Global Automotive

4) Mexico and South America

P/C: operating investment result impacted by de-risking and low interest rates

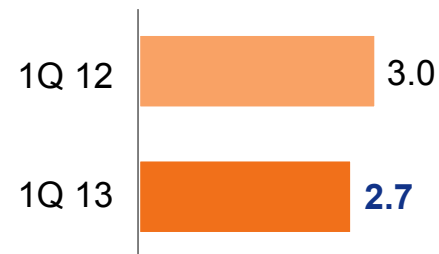
Investment result (EUR mn)



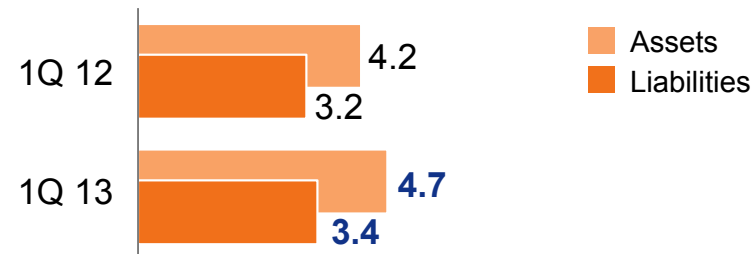
Current yield (debt securities; in %)



Reinvestment yield⁴ (debt securities; in %)



Duration



1) Asset base includes health business France, fair value option and trading
 2) Net of interest expenses

3) Comprises real. gains/losses, impairments (net), fair value option, trading and F/X gains and losses and policyholder participation. Thereof related to UBR in Germany:
 1Q 2012: EUR -19mn, 1Q 2013: EUR -7mn

4) On an annual basis

L/H: unit-linked business drives growth (EUR mn)

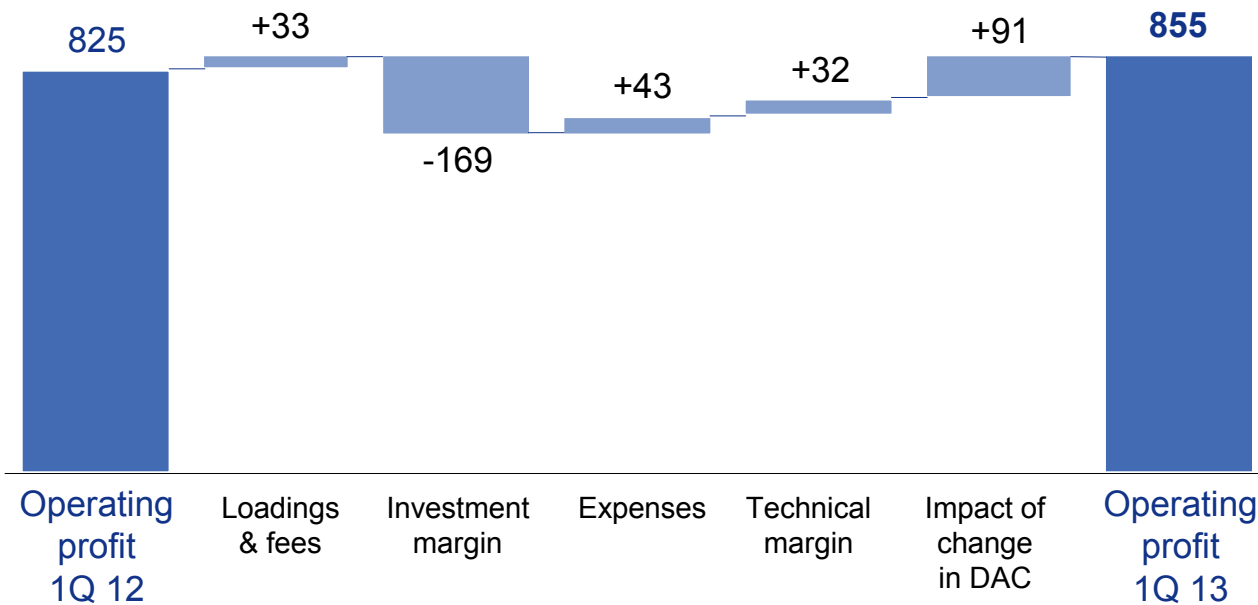
1Q 2013		Revenues	Total growth Δ p.y.	Internal growth ¹ Δ p.y.	PVNB ^P	Δ p.y.
Total L/H segment		14,837	+8.3%	+8.5%	13,224	+15.2%
Large OEs	Germany Life	4,466	+13.4%	+13.4%	4,099	+17.3%
	France	2,268	+12.4%	+12.4%	2,559	+54.2%
	Italy	2,095	+65.4%	+65.4%	1,532	+64.4%
	USA	1,562	-22.8%	-22.2%	1,602	-19.7%
Selected OEs	Asia-Pacific	1,300	+11.7%	+11.4%	1,197	+9.6%
	Switzerland	917	-11.0%	-9.4%	555	-32.6%
	Germany Health	831	+1.6%	+1.6%	486	+20.0%
	Benelux ²	689	+53.8%	+53.8%	443	+73.0%
	Spain	313	+25.2%	+25.2%	257	+25.4%
	CEE	257	-39.4%	-39.4%	256	-36.0%

1) Adjusted for F/X and consolidation effects

2) Revenues from investment-oriented products in Luxembourg of EUR 266mn (EUR 80mn in 1Q 12) are reinsured by France

L/H: operating profit improves from already high level (EUR mn)

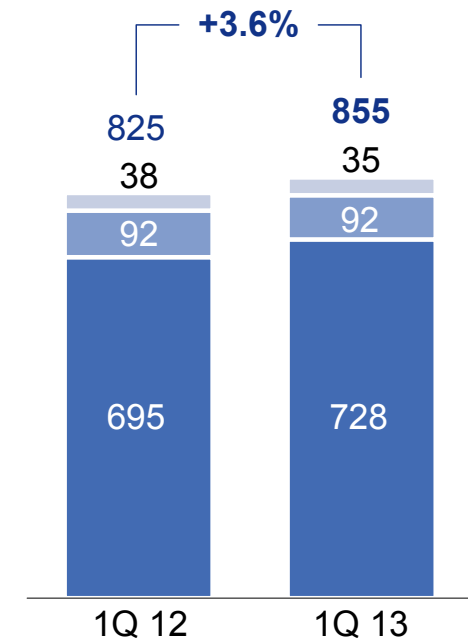
Operating profit by sources¹



Δ 1Q 13/12

1Q 13	1,113	743	-1,325	273	51
1Q 12	1,080	912	-1,368	241	-40

Operating profit by line



- Unit linked w/o guarantee
- Protection & health
- Guaranteed savings & annuities

1) For a description of the L/H operating profit sources please refer to the glossary

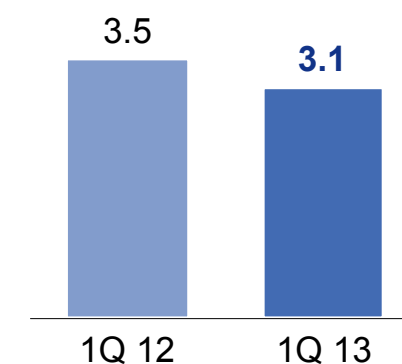
L/H: higher volumes drive value of new business (EUR mn)

1Q 2013		Operating profit	Δ p.y.	VNB	Δ p.y.	NBM	Δ p.y.
Total L/H segment		855	+3.6%	238	+6.7%	1.8%	-0.1%-p
Large OEs	Germany Life	344	+42.1%	122	+4.3%	3.0%	-0.3%-p
	France	115	+35.3%	3	-86.4%	0.1%	-1.3%-p
	Italy	81	+11.0%	25	+78.6%	1.6%	+0.1%-p
	USA	101	-39.2%	24	+60.0%	1.5%	+0.7%-p
Selected OEs	Asia-Pacific	63	-25.9%	30	-9.1%	2.5%	-0.5%-p
	Switzerland	20	0.0%	7	+250.0%	1.2%	+0.9%-p
	Germany Health	31	-27.9%	11	+37.5%	2.2%	+0.1%-p
	Benelux	26	-7.1%	10	+100.0%	2.2%	+0.2%-p
	Spain	33	+6.5%	7	-36.4%	2.8%	-2.7%-p
	CEE	19	0.0%	15	+25.0%	5.8%	+2.7%-p

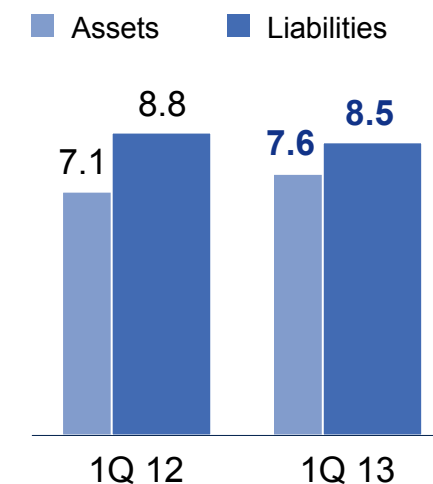
L/H: investment margin at healthy level

	(yields are pro-rata)	
	1Q 12	1Q 13
Based on Ø book value of assets¹		
Current yield ²	1.1%	1.0%
Based on Ø aggregate policy reserves		
Current yield ²	1.2%	1.2%
Net harvesting and other	0.2%	0.1%
Total yield	1.4%	1.3%
- Ø min. guarantee for one quarter	0.7%	0.6%
Gross margin	0.8%	0.7%
- Profit sharing under IFRS ³	0.5%	0.5%
Margin	0.3%	0.2%
Investment margin (EUR mn)	912	743
Ø book value of assets ¹ (EUR bn)	368	403
Ø aggregate policy reserves (EUR bn)	331	344

Reinvestment yield⁴ (debt securities; in %)



Duration



1) Asset base under IFRS which excludes unit-linked, FVO and trading

2) Based on interest and similar income

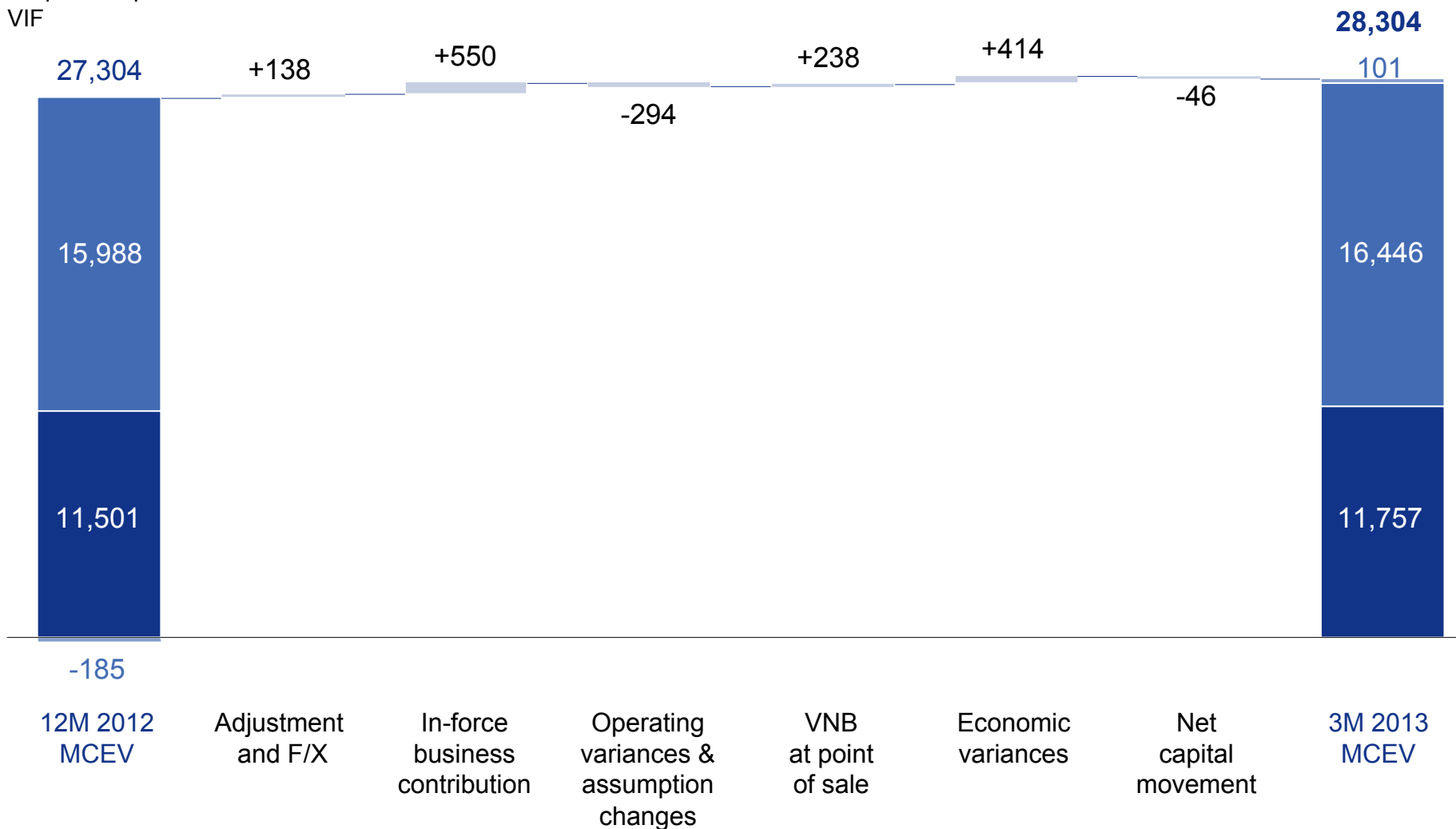
3) Includes bonus to policyholders under local statutory accounting and deferred premium refund under IFRS

4) On an annual basis

L/H: stable MCEV

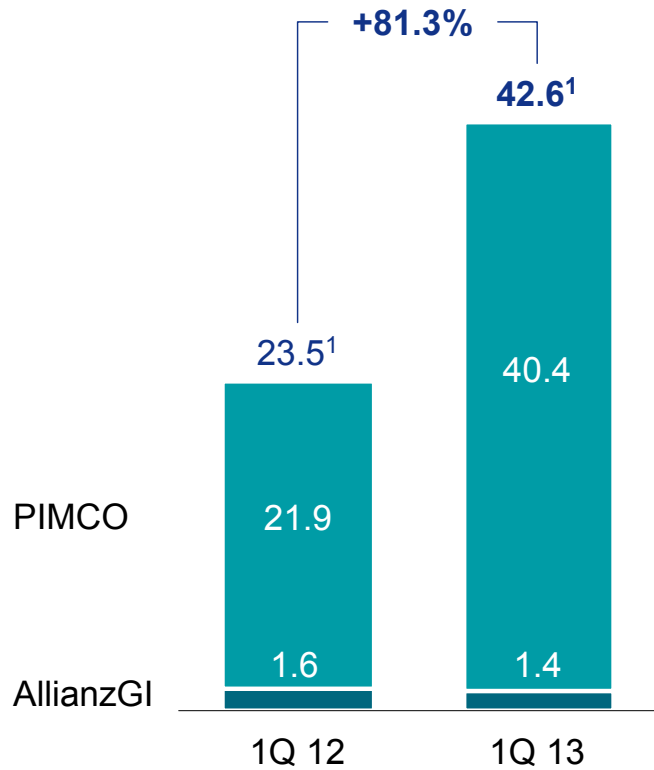
(EUR mn, after non-controlling interests)

- Free surplus
- Required capital
- VIF

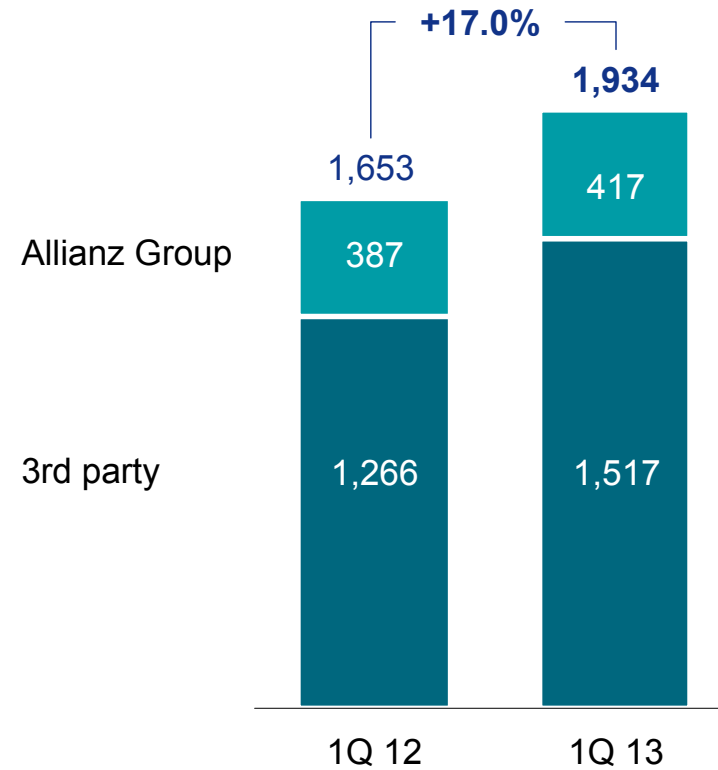


AM: strong net inflows drive AuM to all time high

3rd party net flows (EUR bn)

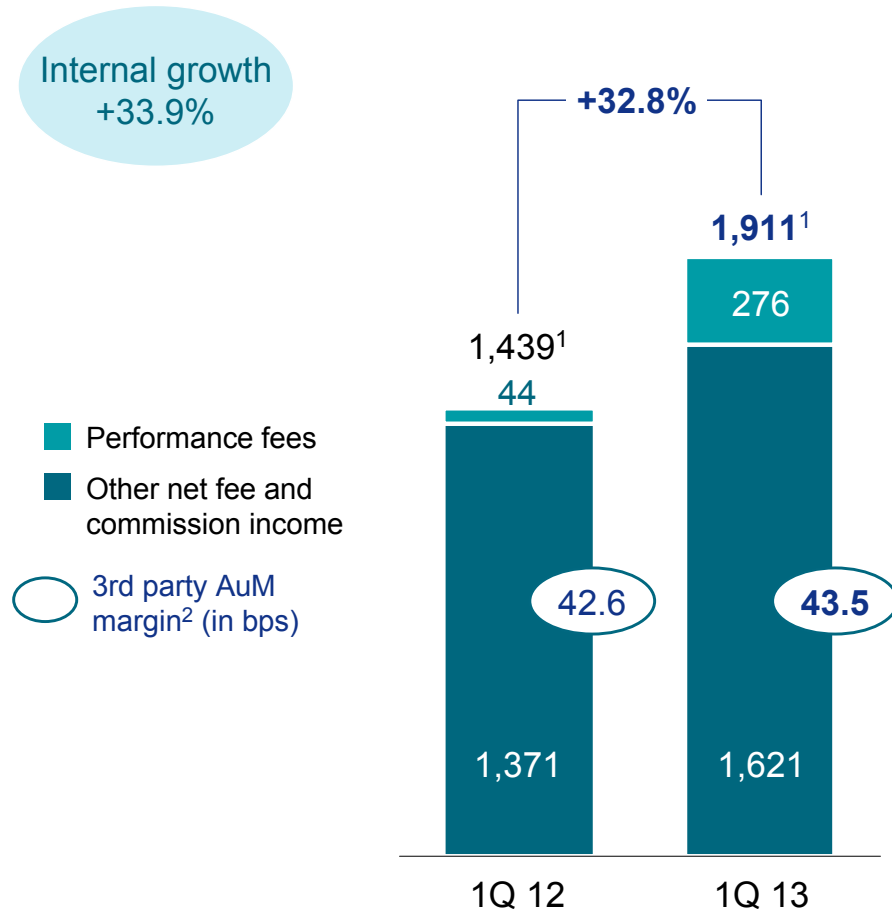


Assets under management (EUR bn)

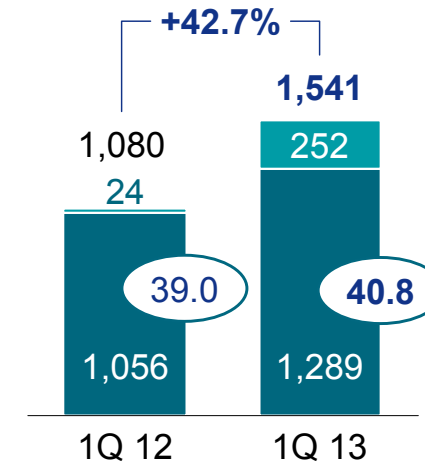


1) "Other" net flows of EUR 0.0bn (1Q 12) and EUR 0.8bn (1Q 13) are not shown in chart

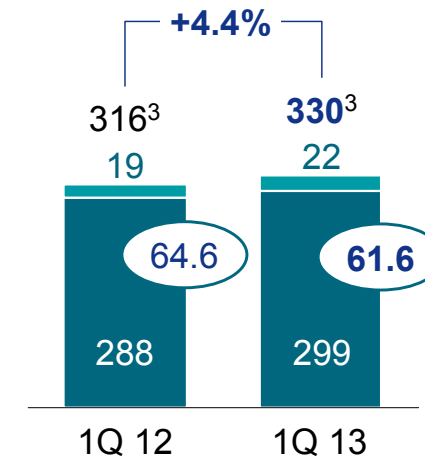
AM: revenues up by one third (EUR mn)



PIMCO



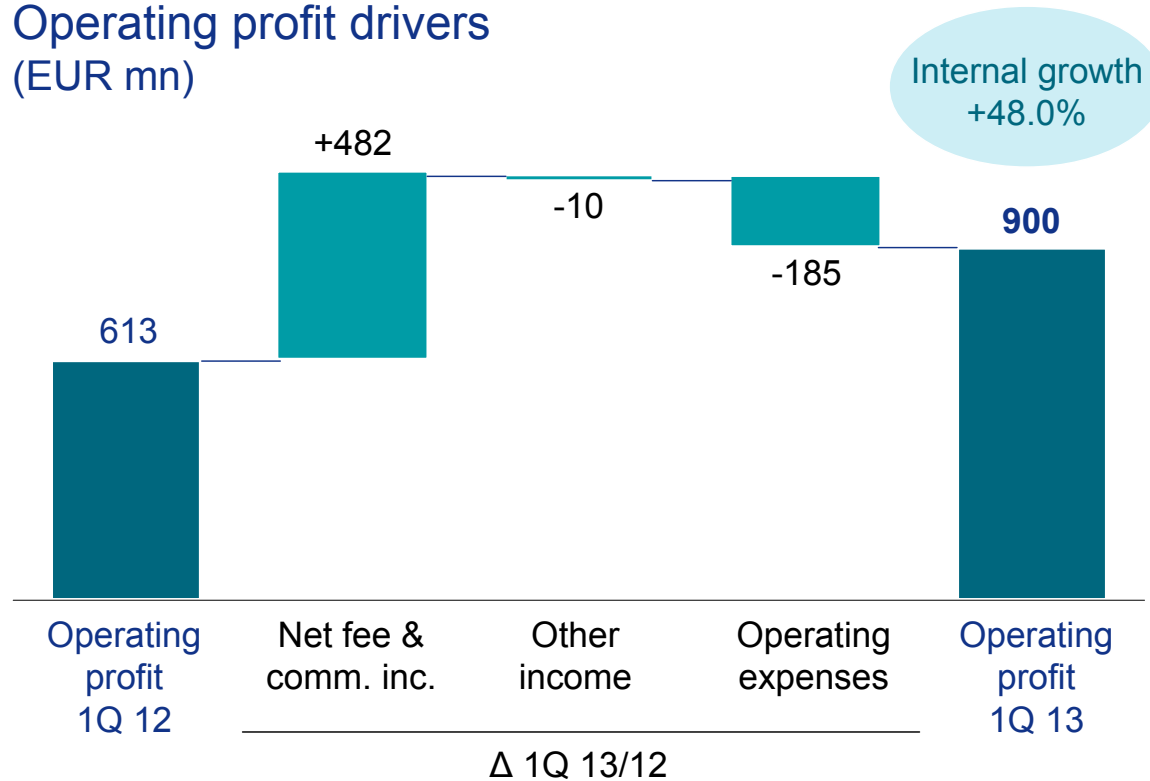
AllianzGI



1) "Other" revenues of EUR 24mn (1Q 12) and EUR 14mn (1Q 13) are not shown in chart
 2) Excluding performance fees and other income, 3 months
 3) "Other" AllianzGI revenues of EUR 9mn for each of the quarters are not shown in chart

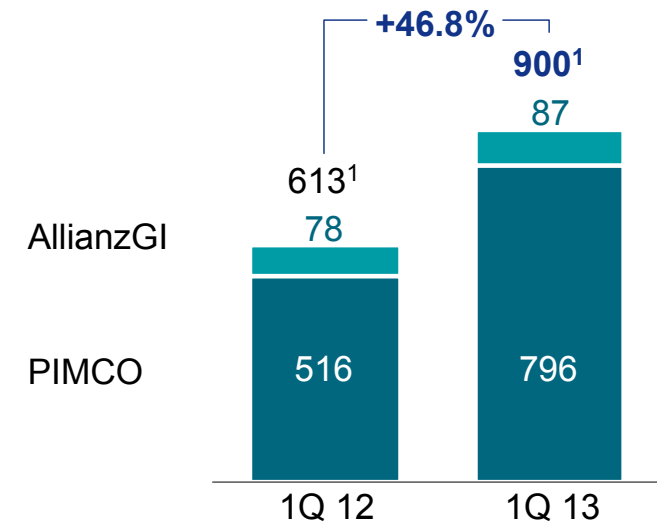
AM: operating profit almost 50 percent up

Operating profit drivers (EUR mn)



	1Q 13	1Q 12
Net fee & comm. inc.	1,897	1,415
Other income	14	24
Operating expenses	-1,011	-826

Operating profit development (EUR mn)



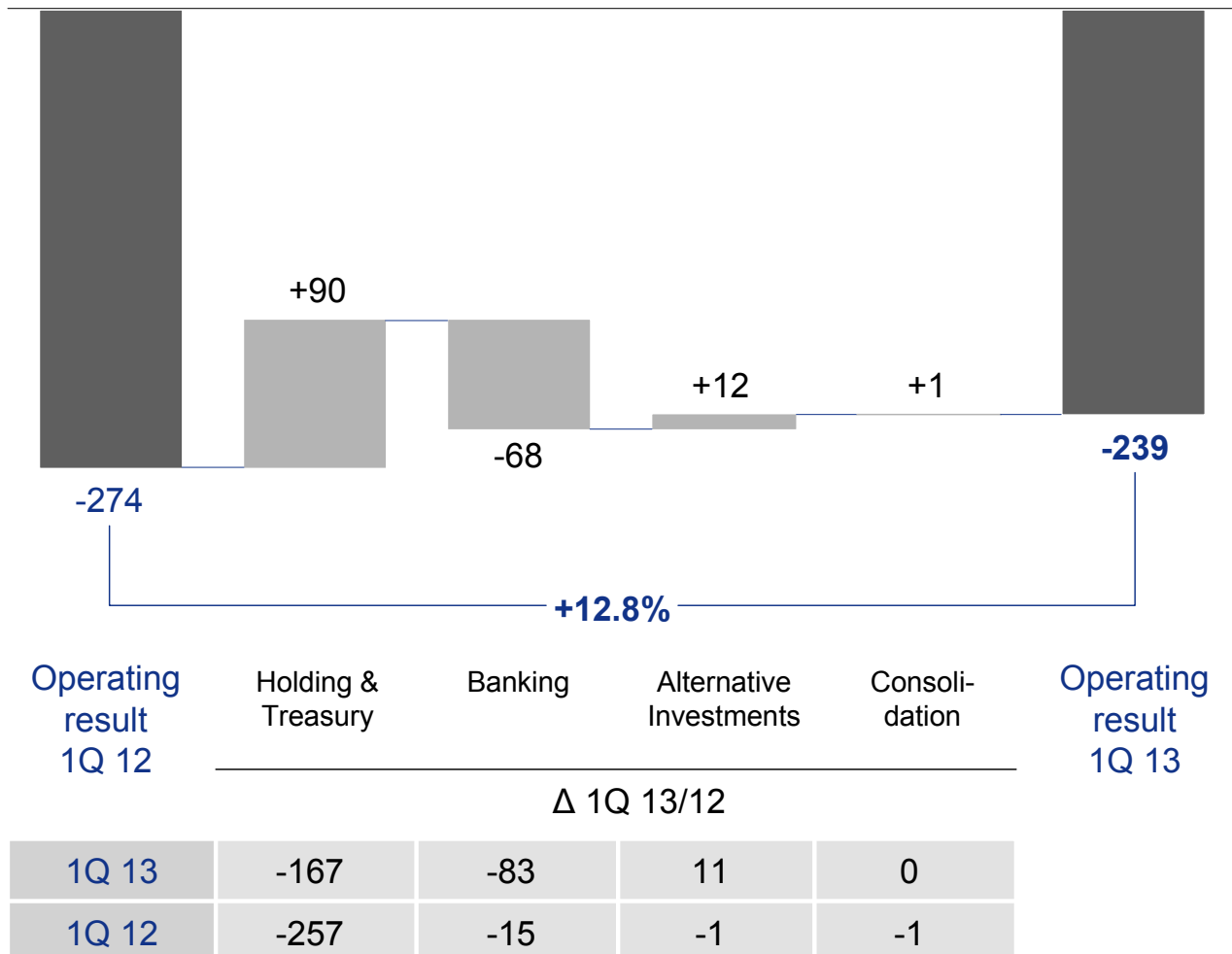
Cost-income ratio (in %)

	1Q 13	1Q 12
AllianzGI	75.3	73.7
PIMCO	52.2	48.4
Total	57.4	52.9

1) Including operating profit from other entities of EUR 19mn (1Q 12) and EUR 17mn (1Q 13), which is not shown in chart. For further information, please refer to Additional information

CO: operating loss decreases by EUR 35mn (EUR mn)

Operating loss development and components



Group: shareholders' net income up 24 percent (EUR mn)

	1Q 12	1Q 13	Change
Operating profit	2,333	2,797	+464
Non-operating items	-88	-119	-31
Realized gains/losses	116	267	+151
Impairments (net)	-123	-71	+52
Income from fin. assets and liabilities carried at fair value	228	-4	-232
Interest expense from external debt	-259	-241	+18
Fully consolidated private equity inv. (net)	-6	-4	+2
Acquisition-related expenses	-12	-25	-13
Amortization of intangible assets	-25	-41	-16
Reclassification of tax benefits	-7	0	+7
Income before taxes	2,245	2,678	+433
Income taxes	-794	-877	-83
Net income	1,451	1,801	+350
Non-controlling interests	74	94	+20
Shareholders' net income	1,377	1,707	+330
Effective tax rate	35%	33%	-2%-p

Summary 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

2

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Group: highlights 1Q 2013

Additional information

- **Refinancing**

Weighed interest costs for EUR 2.1bn newly issued bonds of 2.7% compare to 5% coupon for EUR 1.5bn redeemed bond. Based on EUR 1.5bn volume we save approx. EUR 34mn per year.

- **New products**

“Progetto reddito” with more than EUR 300mn revenues in first quarter after introduction. NBM above 2%.

Group: a strong first quarter

Additional information

- **Growth**

Internal growth of 6.1%.

- **Operating profit**

Operating profit improves in all segments.

- **P/C**

Strong underlying accident year underwriting result, also benefitting from benign NatCat (0.7%-p CR), but run-off (1.4%-p CR) below average, too.

- **L/H**

L/H slightly above previous year, impacted by a decrease in the operating investment result, due to lower hedge result and lower realizations on equities, but benefiting from lower acquisition and administrative expenses.

- **Asset Management**

Asset Management again with outstanding result close to record 4Q last year.

- **Net income**

Net income improves parallel to operating profit development, additionally supported by slightly improved tax rate.

- **Outlook**

Good start into the year, but operating profit not to be multiplied by four!

- **Impact IAS 19 restatement (EUR mn)**

	2010	2011	2012
Operating profit	+60.0	+65.4	+88.0
Net income	+41.5	+46.5	+62.4

- Operating profit 1Q 12 restated by EUR 9mn.

- **Restructuring charges now operating**
2010: EUR 263mn; 2011: EUR 167mn;
2012: EUR 252mn.

Group: healthy capital position

Additional information

- **IAS 19**
Shareholders' equity and conglomerate solvency reflect new IAS 19: negative impact at beginning-of-quarter of EUR 3.2bn and 16%-p, respectively.
- **Overall improvement**
After adjustment for IAS 19 all metrics improve.
- **Shareholders' equity**
After deduction of EUR 3.2bn for new IAS 19 increase by EUR 1.6bn.
- **Economic solvency ratio**
Increase by 9%-p mainly driven by increase of available capital.
- **S&P**
Continued capitalization within "AA" range.
- **Outlook 2Q**
Redemption of USD bond in June will reduce capital ratios by approximately 6%-p.

P/C: price increases drive top line growth

Additional information

- **Germany**
Strong rate change on renewals in particular in motor and home-owners. Far outweighing negative volume effect in non-motor.
- **France**
Total growth driven by last year's acquisition of Gan Eurocourtage. Internal growth driven by tariff increases and positive portfolio development in retail motor.
- **Italy**
Continuing profitable growth despite very difficult economic environment. Direct business could reach 1mn policies within six months.
- **Australia**
Growth price driven. Good average rate change on renewals of 3.7% mainly driven by retail.
- **USA**
Lower crop business and strict portfolio clean-up main reasons for decline. Strong average rate change on renewals of 5%, particularly in commercial, were offset by negative volume effect. Internal growth ex crop was -9.9%.
- **Turkey**
Growth predominantly in motor and price-driven, supporting the combined ratio. Growth is internal only. Yapı Kredi acquisition is expected to close in 2H.

P/C: focus on underwriting bears fruit

Additional information

- **Operating profit**
11.5% growth in operating profit driven by strong underwriting result, overcompensating anticipated reduction in investment income.
- **Claims environment**
Overall claims environment benign. NatCat impact on combined ratio almost twice last year's level, but still below budget. Australian floods only NatCat event, with costs of EUR 70mn.
- **Run-off**
Run-off result lower than historic average – positive contributions from many areas. Total loss estimate for Sandy reduced by approximately EUR 29mn.
- **Accident year loss ratio**
Declined 3.4%-p to 67.5% and improved by 3.7%-p ex NatCat to 66.8%.
- **Expense ratio**
Modest increase of expense ratio mainly driven by consolidation of GAN Eurocourtage which has an above-average expense ratio, reduction in Crop business with a below-average expense ratio and regulatory changes in Brazil (policy collection fees).

P/C: most OEs contribute to better operating result

Additional information

- **Benign winter**
 In Europe, the winter was benign from an insurers' perspective compared to 1Q 12, e.g. impact of frozen pipes in Europe reduced from 2.1%-p to 0.9%-p of Group NPE.
- **Germany**
 Positive claims experience, lower NatCat / weather-related claims and pricing action contributed to combined ratio improvement. Operating profit also benefited to the tune of EUR 72mn from a one-off effect related to the commutation of internal reinsurance with AZ Re. This effect is neutralised on segment level, no effect on P/C operating profit.
- **Italy**
 Benefitting from still favourable pricing trends and low claims frequency due to economic conditions.
- **Credit insurance**
 Increase mainly driven by one large prior-year claim. A.y. loss ratio decreased by 2.7%-p.
- **Australia**
 Operating profit almost flat yoy despite EUR 29mn flood loss.
- **USA**
 FFIC last major operating entity with triple-digit combined ratio, but positive trend for c.y. and a.y. loss ratio.
- **Turkey**
 Growth is organic and combined ratio improvement is driven by motor lines, where we also benefited from price increases. Yapı Kredi consolidation is expected for 2H.

P/C: operating investment result impacted by de-risking and low interest rates

Additional information

- **Interest income**
Declining yield on debt securities partially mitigated by growing asset base. More than half of this increase stems from non-market effects.
- **Duration lengthening**
Asset and liability duration up yoy, mainly driven by Mensura and Gan Eurocourtage acquisitions.
- **De-risking**
De-risking efforts, mainly related to exposure to Italian and Spanish sovereign bonds, contributed EUR 13mn to the reduction in interest income.

L/H: unit-linked business drives growth



Additional information

- **Growth**
Significant growth driven by unit-linked business without guarantees, accounting for approx. 90% of increase in revenues.
- **Germany**
Two large corporate contracts signed in 1Q underline strong market position in group business.
- **Italy**
Very strong development of unit-linked business, following product launch (NBM 2.3%) and recovery of banking channel. Weight of unit-linked premiums increases to 68%. Our own financial advisor channel contributes two thirds of total volume growth.
- **USA**
Decline as expected after repricing actions both on Fixed Indexed Annuities and Variable Annuities. Reflects our commitment to preserve margin over volume. NBM Variable Annuities at 2.0%.
- **Asia-Pacific**
Taiwan with 75% growth, almost fully attributable to unit-linked business, supported by new bancassurance partner HSBC.
- **Benelux/France**
Benelux total revenues increase due to investment-oriented products sold in Luxembourg. Much of this business is then reinsured by Allianz France. These premiums are shown in both countries; on the segment level, however, this duplication is eliminated.
- **CEE**
Premiums affected by development in Poland, where regulatory restrictions have put a stop to sales of short-term deposit contracts.
- **PVNB**
Significant increase driven by higher new business volumes, lower discount rates and a longer premium persistency assumption in France (group protection).



L/H: operating profit improves from already high level

Additional information

- **Operating profit**

Operating profit remains at a very healthy level, despite last year's extraordinarily high capital gains.

- **Investment margin**

Investment margin only to a small extent affected by declining yields. Biggest swing factor compared to 1Q 12 comes from the USA (EUR -157mn) due to a volatile hedge result.

- The hedge result includes hedge inefficiency, measuring the deviation of the hedge result from the targeted hedge strategy, and other hedge and reserve impacts (underlying cost of hedging, differences in the movement of accounting vs. economic reserves and unhedged items).
- The 1Q 12 and 1Q 13 hedge results were within our margin of expectations, with product levers available to largely manage adverse experience.

- **Expenses**

New business mix in 1Q with lower average acquisition costs (unit-linked, one large contract with relatively low commission sold in Germany). Lower administrative expenses in France also contribute.

- **Impact of change in DAC**

Change in impact of DAC positive at EUR 91mn, mainly as a result of favorable true-ups in Germany and the USA.

L/H: higher volumes drive value of new business

Additional information

- **VNB**
VNB increases as slightly lower margins are more than offset by higher volumes. Decline in margins mainly due to lower interest rates.
- **Germany**
NBM slightly lower due to large single premium contracts.
- **France**
VNB retreats due to lower margins in group protection business and assumption changes. Decline in group protection margin mainly due to unfavorable business mix development. Margin improvement expected through steering towards a more favorable business mix.
- **Italy**
VNB recovers nicely due to higher volumes and margins after product launch.
- **USA**
Product repricing actions pay off, margin improvement overcompensates lower volumes, driving VNB up. NBM Variable Annuities stands at 2.0%.

L/H: investment margin at healthy level

Additional information

- **Investment margin**
Last year's investment margin supported by realized gains in Germany and hedging result in USA. This year's margin was lower, but with 22bps for the quarter still at a good level.
- **Current yield on reserves**
Current yield holds up quite well with a decrease by 4bps to 1.2%.
- **Net harvesting and other**
Net harvesting and other down by 9bps to 0.1%. Two reasons: decline in realized gains (although still at a high level) and lower hedging result in the USA.
- **Margin**
Helped by a lower average minimum guarantee, margin remains ahead of normal level of approx. 75bps for the full year.

L/H: stable MCEV

Additional information

- **Operating variances & assumption changes**
EUR 294mn negative impact from operating variances and assumption changes. This includes minor model true-ups and changes in France, Germany and Korea.
- **Economic variances**
EUR 414mn positive impact as negative impact from lower interest rates in Korea and Taiwan was offset by lower equity volatility in USA.
- **MCEV uplift**
Additional value not accounted for in IFRS equity at EUR 3.7bn.

AM: strong net inflows drive AuM to all time high

Additional information

▪ **Market net inflows**

The U.S. and Europe as the two most important markets with continued net inflows in fixed income products. Equity products for the first time since several quarters with inflows as well, funded by outflows from money market funds.

▪ **No asset rotation**

Because money market outflows are the source of equity inflows, there is no rotation from bonds into equities visible so far.

▪ **AM net inflows better than market**

Due to excellent levels of outperformance (overall 91%, PIMCO 95%), 3rd party net inflows almost doubled to the highest level ever in a quarter. PIMCO contributes 95% of AM inflows, remaining the top flow collector e.g. in the US-market. AllianzGI with positive flows as well.

▪ **AAM net inflows - regional mix**

3rd party net inflows particularly strong in Europe, improving the regional balance of business portfolio:

European inflows at 4.5% of European AuM; US inflows at 2.3% of US AuM.

▪ **PIMCO net inflows – mix of investment strategies**

3rd party net inflows purely driven by non-core products, further enhancing profitability.

▪ **AuM**

AuM reach a new all time high of EUR 1.9tn, going hand in hand with an improved balance of regions and investment strategies.

AM: revenues up by one third

Additional information

- **Revenues**

Leap in revenues based on PIMCO's higher performance fees, higher AuM and higher margins.

- **Performance fees**

Comparing 1st quarter figures, performance fees are exceptionally high at 14% of total revenues (driven by one private fund).

- **Margin PIMCO**

PIMCO margin grows further, reflecting growing proportion of retail and non-core products which are based e.g. on real return strategies and on credit or equity products.

- **Margin AllianzGI**

AllianzGI with generally higher margins than PIMCO due to higher share of retail customers and equity-related products. In 1Q 13 declining margin at AllianzGI driven by a change in business mix (e.g. lower share of retail products in 1Q 13).

AM: operating profit almost 50 percent up

Additional information

- **PIMCO**
Improvement in operating profit predominantly driven by PIMCO.
- **AllianzGI**
AllianzGI contributes as well – with an operating profit increase of 12%.
- **CIR**
Excellent cost-income ratio further decreased by 4.5%-p; scale effects by revenue growth, increasing margins, performance fees and AllianzGI restructuring contributed to the improvement.

CO: operating loss decreases by EUR 35mn

Additional information

- **Holding & Treasury**
Strong improvement of operating profit, driven by the first time interest payment on silent participation in Commerzbank (EUR 68mn).
- **Banking**
Operating profit impacted by restructuring costs of EUR 88mn for the discontinuation of Allianz Bank in Germany.
- **Banking ex restructuring**
Operating profit would have been positive at EUR 5mn.

Group: shareholders' net income up 24 percent

Additional information

- **Shareholders' net income**
Increase driven by higher operating profit.
- **Non-operating result**
Contributes to a EUR 31mn higher loss.
- **Tax**
2%-p improved tax ratio make up for higher negative contribution of non-operating items.
- **Net income**
All-in-all, growth of operating profit materializes in absolute growth of net income.

3a

Group financial
results 1Q 2013

- 1 Highlights
- 2 Comment pages
- 3 **Additional information**
 - a) Group
 - b) Property-Casualty
 - c) Life/Health
 - d) Asset Management
 - e) Corporate and Other
- 4 Glossary

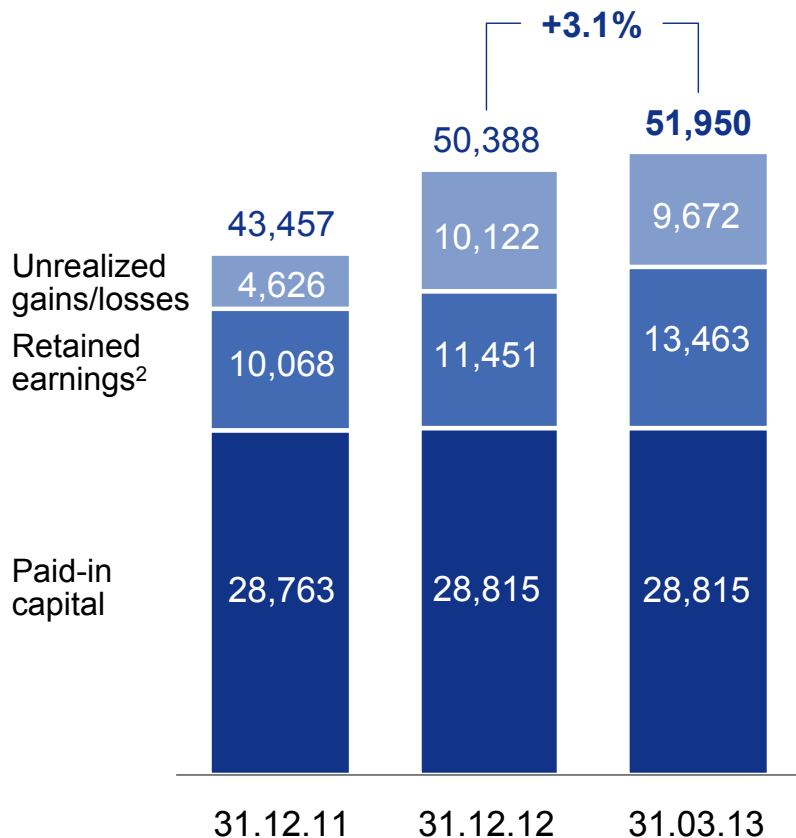
Group: key figures (EUR mn)

	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	Delta 1Q 13/12	3M 2011	3M 2012	3M 2013
Total revenues (EUR bn)	29.9	24.6	24.1	25.0	30.1	25.2	25.2	25.9	32.0	+1.9	29.9	30.1	32.0
- Property-Casualty	14.3	10.2	10.8	9.5	14.8	10.7	11.4	10.0	15.2	0.0	14.3	14.8	15.2
- Life/Health	14.3	13.0	11.8	13.8	13.7	12.9	11.9	13.9	14.8	1.0	14.3	13.7	14.8
- Asset Management	1.3	1.3	1.3	1.6	1.4	1.5	1.8	2.0	1.9	1.0	1.3	1.4	1.9
- Corporate and Other	0.2	0.1	0.1	0.2	0.2	0.1	0.1	0.2	0.1	0.0	0.2	0.2	0.1
- Consolidation	0.0	0.0	0.0	0.0	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0
Operating profit	1,646	2,286	1,895	1,937	2,333	2,226	2,506	2,272	2,797	+464	1,646	2,333	2,797
- Property-Casualty	656	1,292	1,094	1,054	1,183	1,026	1,130	1,275	1,319	136	656	1,183	1,319
- Life/Health	702	678	520	502	825	818	815	485	855	30	702	825	855
- Asset Management	529	527	533	655	613	575	848	917	900	287	529	613	900
- Corporate and Other	-231	-180	-223	-235	-274	-180	-261	-399	-239	35	-231	-274	-239
- Consolidation	-10	-31	-29	-39	-14	-13	-26	-6	-38	-24	-10	-14	-38
Non-operating items	-172	-649	-1,245	-787	-88	-151	-336	-43	-119	-31	-172	-88	-119
Income b/ tax	1,474	1,637	650	1,150	2,245	2,075	2,170	2,229	2,678	+433	1,474	2,245	2,678
Income taxes	-567	-551	-389	-551	-794	-755	-743	-869	-877	-83	-567	-794	-877
Net income	907	1,086	261	599	1,451	1,320	1,427	1,360	1,801	+350	907	1,451	1,801
<i>Net income attributable to:</i>													
Non-controlling interests	59	71	63	69	74	86	94	73	94	+20	59	74	94
Shareholders	848	1,015	198	530	1,377	1,234	1,333	1,287	1,707	+330	848	1,377	1,707
Group financial assets¹ (EUR bn)	470.2	473.3	480.5	485.4	502.0	507.7	525.1	533.4	542.2	+40.2	470.2	502.0	542.2

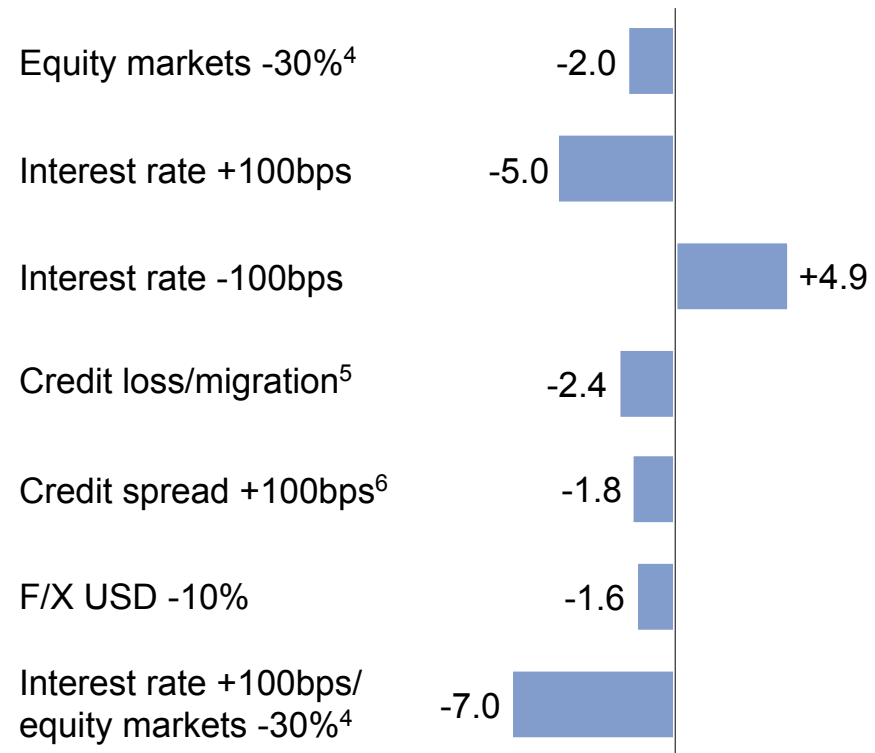
1) Group own assets including financial assets carried at fair value through income, cash and cash pool assets net of liabilities from securities lending, derivatives and liabilities from cash pooling

Group: shareholders' equity and stress tests

Shareholders' equity¹ (EUR mn)



Estimation of stress impact³ (EUR bn)



1) Figures adjusted following IAS 19 changes. Excluding non-controlling interests (31.12.11: EUR 2,290mn, 31.12.12: EUR 2,575mn, 31.03.13: EUR 2,671mn)
 2) Including F/X
 3) After non-controlling interests, policyholder participation, tax and shadow DAC
 4) Including derivatives

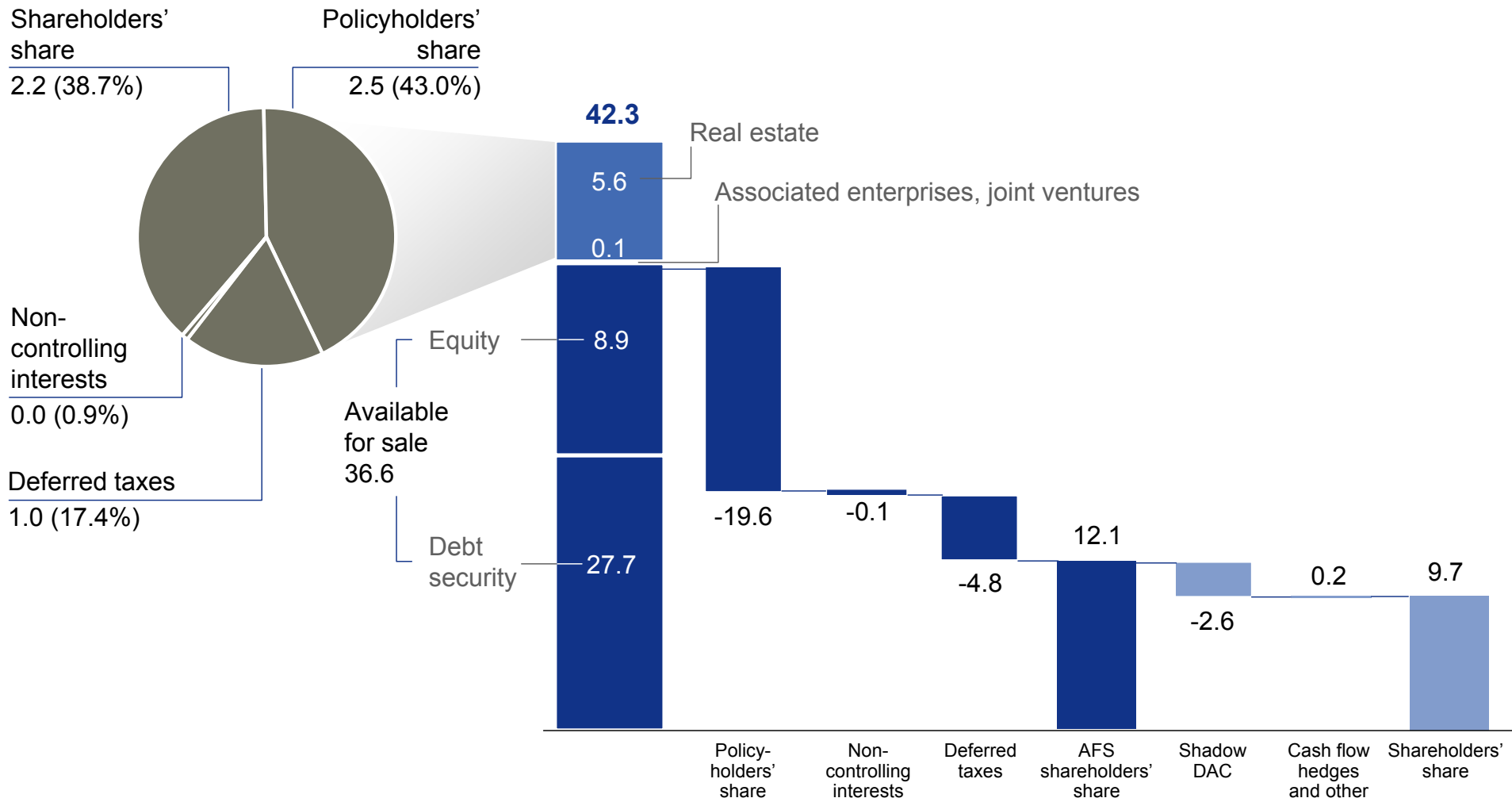
5) Credit loss/migration (corporate and ABS portfolio): scenario based on probabilities of default as in 1932, migrations adjusted to mimic recession and assumed recovery rate of 30%
 6) Credit spread stress on corporate and ABS portfolio

Group: revaluation reserve (EUR bn)

Off balance sheet

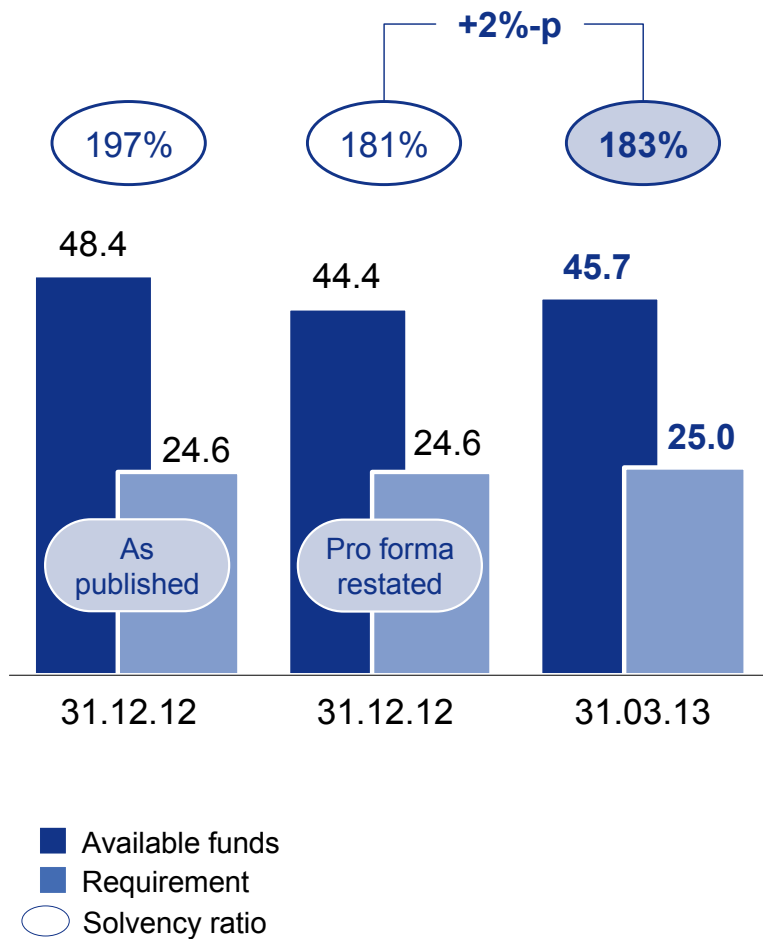
Revaluation reserve

On balance sheet

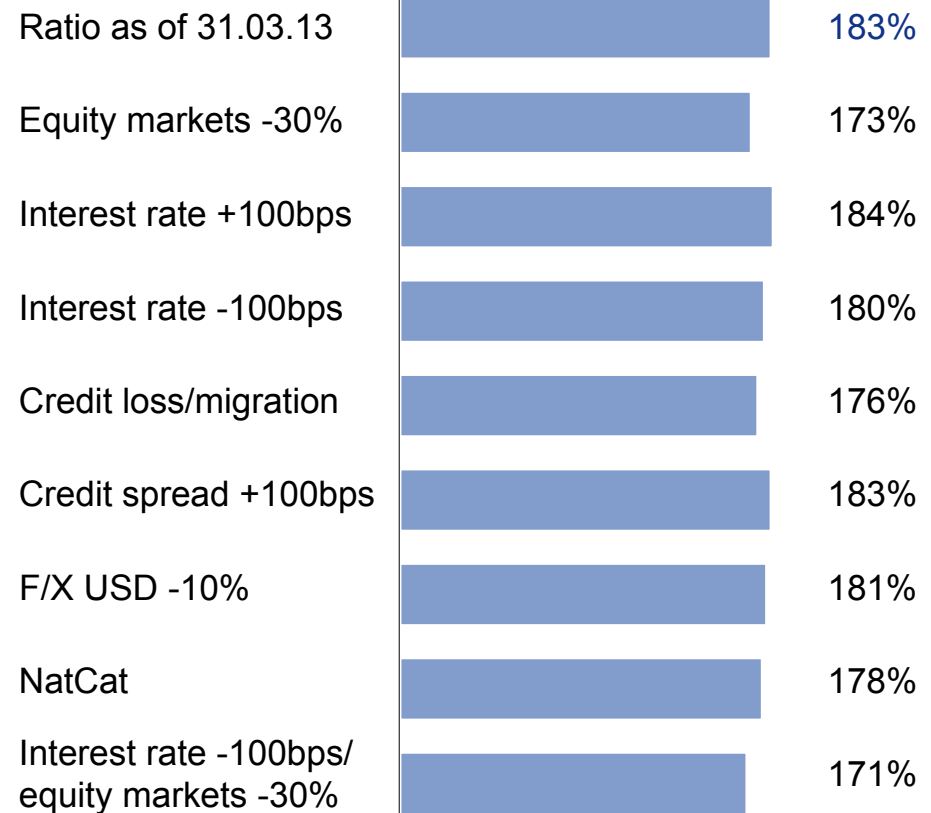


Group: conglomerate solvency ratio and stress tests

Conglomerate solvency¹ (EUR bn)



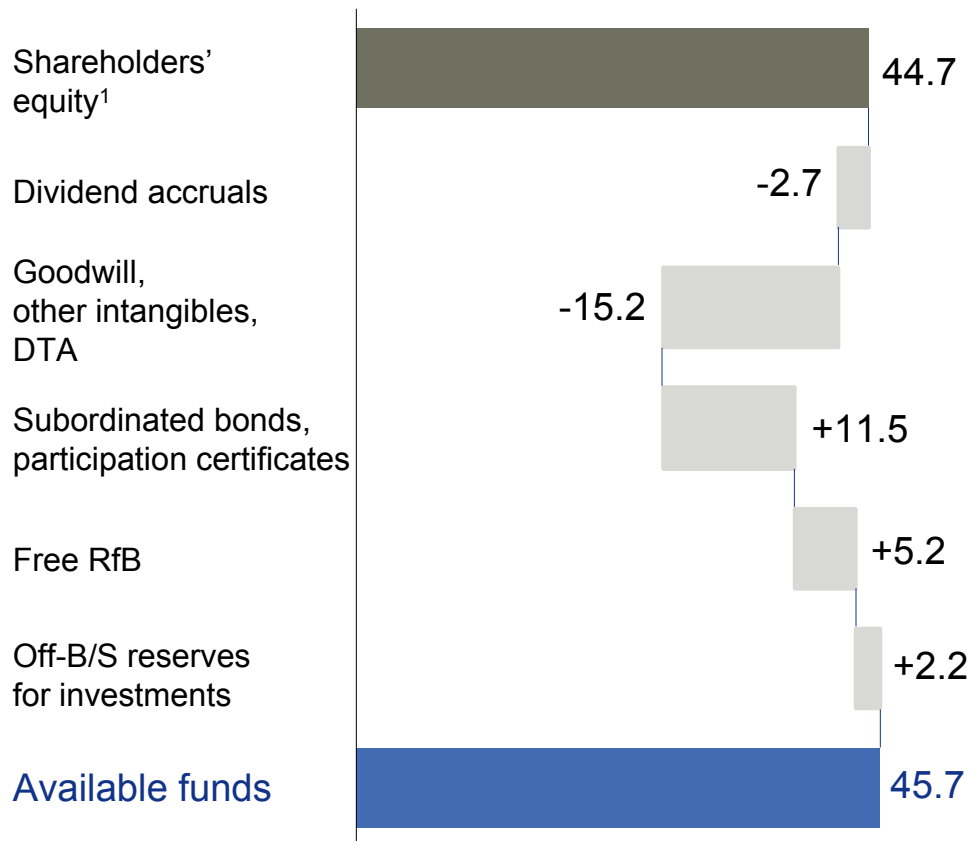
Estimation of stress impact¹



1) Including off-balance sheet reserves: 31.12.12: EUR 2.2bn (based on published figure), 31.12.12: 2.2bn (based on pro forma restated figure), 31.03.13: EUR 2.2bn. The solvency ratio excluding off-balance sheet reserves would be 188% (based on published figure) for 31.12.12, 171% (based on pro forma restated figure) for 31.12.12 and 174% for 31.03.13

Group: conglomerate solvency details as of 31.03.13 (EUR bn)

Available funds



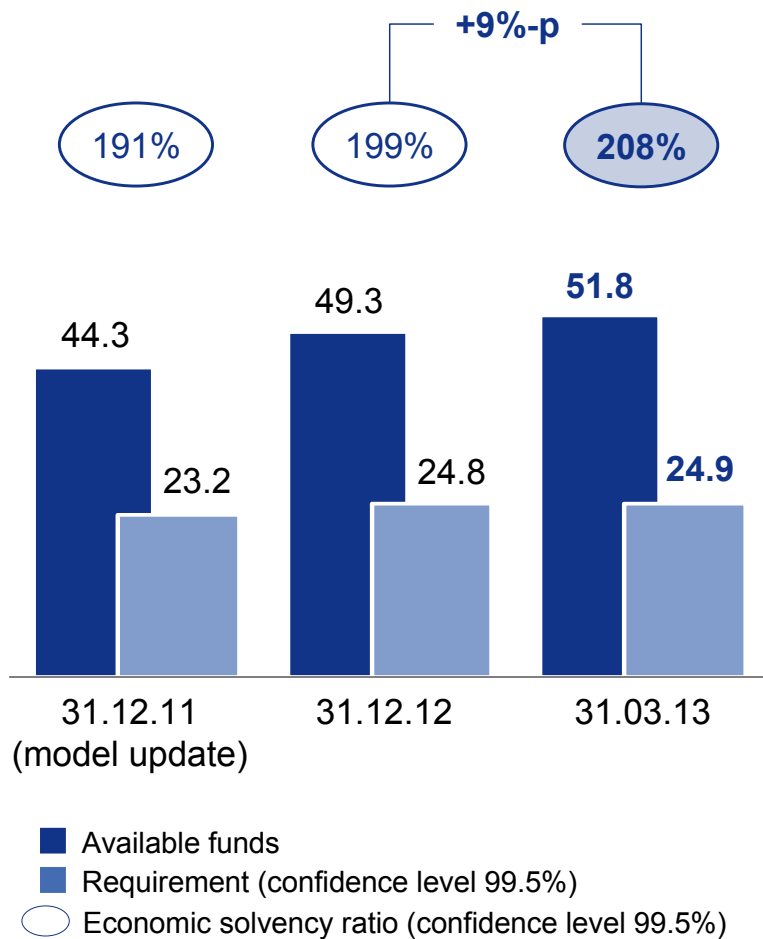
Required capital



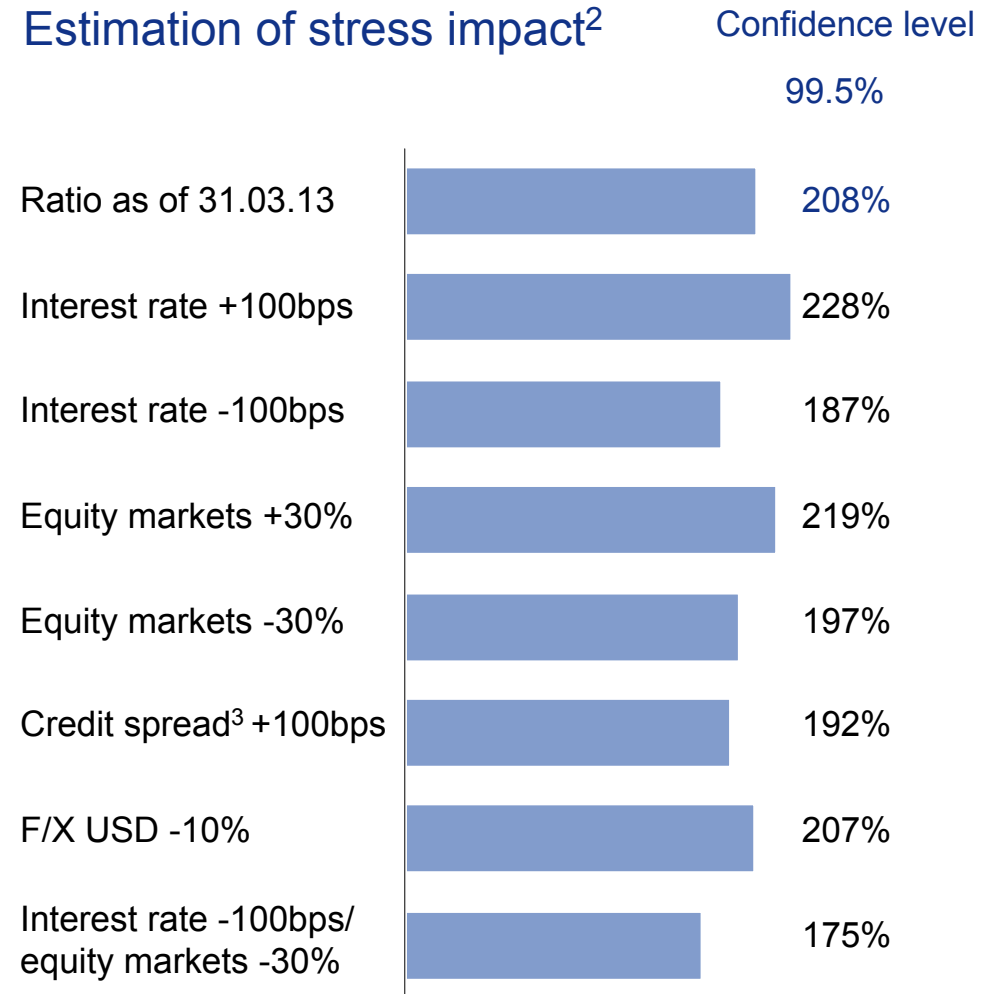
1) Adjusted for unrealized gains/ losses on available-for-sale bonds (negative effect of EUR -7.2bn)

Group: economic solvency ratio and stress tests

Economic solvency¹ (EUR bn)



Estimation of stress impact²



1) Available funds reflects liquidity premium and anchoring for valuation purposes in line with EIOPA approach
 2) Estimated solvency ratio changes in case of stress scenarios (stress applied on both available funds and requirement)
 3) Credit spread stress on corporate/ABS bonds; not included are AAA collateralized bonds which are predominantly covered or agency sponsored bonds

Group: asset allocation (EUR bn)

		P/C		L/H		AM		Corporate and Other		Consolidation		Group	
		31.03.12	31.03.13	31.03.12	31.03.13	31.03.12	31.03.13	31.03.12	31.03.13	31.03.12	31.03.13	31.03.12	31.03.13
Investments	<i>Equities</i> ¹	5.2	4.1	22.4	24.9	0.1	0.0	2.0	1.6	0.0	0.0	29.7	30.6
	<i>Debt sec.</i> ²	65.3	71.4	240.2	272.3	0.8	1.1	21.4	23.7	0.0	0.0	327.7	368.5
	<i>Cash and cash pool assets</i> ³	5.2	6.5	5.0	6.6	1.5	2.2	-3.0	-1.2	-0.5	-1.8	8.2	12.3
	<i>Other</i> ⁴	7.3	7.6	8.6	9.3	0.0	0.0	0.4	0.2	-6.6	-6.4	9.7	10.7
	Sum	83.0	89.6	276.2	313.1	2.4	3.3	20.8	24.3	-7.1	-8.2	375.3	422.1
Loans and advances	<i>Debt sec.</i> ²	17.4	18.8	96.8	93.0	1.9	0.4	18.7	17.6	-10.4	-9.7	124.4	120.1
Investments & loans		100.4	108.4	373.0	406.1	4.3	3.7	39.5	41.9	-17.5	-17.9	499.7	542.2
Financial assets and liabilities designated at fair value ⁵		0.8	0.1	4.4	3.9	0.7	0.6	0.0	0.0	0.0	0.0	5.9	4.6
Financial assets and liabilities held for trading ⁵		0.2	0.2	-3.8	-4.6	0.0	0.0	0.0	-0.2	0.0	0.0	-3.6	-4.6
Group financial assets		101.4	108.7	373.6	405.4	5.0	4.3	39.5	41.7	-17.5	-17.9	502.0	542.2
<i>Equities AFS</i>		4.3	3.1	21.0	23.2	0.1	0.0	1.5	1.0	0.0	0.0	26.9	27.3
<i>Equities associated ent. / joint ventures</i>		0.9	1.0	1.4	1.7	0.0	0.0	0.5	0.6	0.0	0.0	2.8	3.3
Equities		5.2	4.1	22.4	24.9	0.1	0.0	2.0	1.6	0.0	0.0	29.7	30.6
<i>Affiliated enterprises</i>		8.7	8.8	1.3	0.8	0.0	0.0	73.7	74.6	-83.7	-84.2	0.0	0.0
Investments & loans incl. affiliated ent.		109.1	117.2	374.3	406.9	4.3	3.7	113.2	116.5	-101.2	-102.1	499.7	542.2
<i>Real estate held for investment</i>		2.3	2.7	5.9	6.9	0.0	0.0	0.4	0.2	0.0	0.0	8.6	9.8
<i>Funds under reins. contr. assumed</i>		5.0	4.9	2.7	2.4	0.0	0.0	0.0	0.0	-6.6	-6.4	1.1	0.9
Other		7.3	7.6	8.6	9.3	0.0	0.0	0.4	0.2	-6.6	-6.4	9.7	10.7

- 1) Equities incl. associated enterprises/ joint ventures, excl. affiliated enterprises
2) Debt securities (EUR 368.5bn) and loans and advances (EUR 120.1bn) show Group fixed income (EUR 488.6bn). Fixed income for consolidated insurance segments (P/C, L/H, CO, does not include Banking operations, excluding Unit-Linked) amounts to EUR 468.7bn

- 3) Net of liabilities from securities lending and including liabilities from cash pooling
4) Other incl. real estate held for investment and funds held by others under reinsurance contracts assumed
5) Net of liabilities

P/C and L/H: Average AuM (EUR bn)

		P/C			L/H		
		31.12.12	31.03.13	Average	31.12.12	31.03.13	Average
Investments	<i>Equities</i> ¹	3.9	4.1	4.0	24.1	24.9	24.5
	<i>Debt sec.</i>	69.8	71.4	70.6	266.4	272.3	269.3
	<i>Cash and cash pool assets</i> ²	5.1	6.5	5.8	5.7	6.6	6.2
	<i>Other</i> ³	7.7	7.6	7.6	9.9	9.3	9.6
	Sum	86.5	89.6	88.0	306.1	313.1	309.6
Loans & advances	<i>Debt sec.</i>	18.3	18.8	18.6	94.1	93.0	93.5
Investments & loans		104.8	108.4	106.6	400.2	406.1	403.1
Financial assets and liabilities designated at fair value ⁴		0.2	0.1	0.2	4.0	3.9	4.0
Financial assets and liabilities held for trading ⁴		0.3	0.2	0.2	-3.1	-4.6	-3.9
Group financial assets		105.3	108.7	107.0	401.1	405.4	403.2
<i>Equities AFS</i>		3.0	3.1	3.0	22.4	23.2	22.8
<i>Equities assoc. ent. / joint ven.</i>		0.9	1.0	1.0	1.7	1.7	1.7
Equities		3.9	4.1	4.0	24.1	24.9	24.5
<i>Real estate</i>		2.7	2.7	2.7	6.7	6.9	6.8
<i>Funds under reins. contr. assumed</i>		5.0	4.9	4.9	3.2	2.4	2.8
Other		7.7	7.6	7.6	9.9	9.3	9.6

1) Equities including associated enterprises/ joint ventures, excl. affiliated enterprises

2) Net of liabilities from securities lending and including liabilities from cash pooling

3) Other including real estate held for investment and funds held by others under reinsurance contracts assumed

4) Net of liabilities

Group: investment result

(EUR mn)

	P/C		L/H		AM		Corporate and Other		Consolidation		Group	
	1Q 12	1Q 13	1Q 12	1Q 13	1Q 12	1Q 13	1Q 12	1Q 13	1Q 12	1Q 13	1Q 12	1Q 13
Operating investment result												
Interest and similar income ¹	928	872	4,042	4,058	6	4	48	119	-15	4	5,009	5,057
Inc. fr. fin. assets and liab. carried at FV ²	22	-32	-148	-620	14	6	26	49	2	-1	-84	-598
Realized gains/losses (net)	5	15	1,067	899	0	0	0	0	0	-35	1,072	879
Impairments of investments (net)	-3	-1	-62	-62	0	0	0	0	0	0	-65	-63
F/X result	-20	40	-14	376	0	1	-16	-40	0	0	-50	377
Investment expenses	-67	-68	-162	-190	0	0	-23	-19	55	69	-197	-208
Subtotal	865	826	4,723	4,461	20	11	35	109	42	37	5,685	5,444
Non-operating investment result												
Inc. fr. fin. assets and liab. carried at FV	20	-9	13	13	0	0	200	-8	-5	0	228	-4
Realized gains/ losses (net)	12	156	23	34	0	0	81	82	0	-5	116	267
Impairments of investments (net)	-46	-16	-5	-4	0	0	-72	-51	0	0	-123	-71
Subtotal	-14	131	31	43	0	0	209	23	-5	-5	221	192
Net investment income	851	957	4,754	4,504	20	11	244	132	37	32	5,906	5,636
<i>Investment return in % of avg. investm.³</i>	0.9%	0.9%	1.3%	1.1%	n/m	n/m	0.6%	0.3%	n/m	n/m	1.2%	1.0%
Movements in unrealized gains/losses on equities	245	14	582	385	2	1	184	-67	n/m	n/m	1,013	333
<i>Total investment return in % of avg. inv.³</i>	1.1%	0.9%	1.4%	1.2%	n/m	n/m	1.1%	0.2%	n/m	n/m	1.4%	1.1%

1) Net of interest expenses, excluding interest expenses from external debt

2) Contains inc. from financial assets/ liabilities carried at fair value and operating trading result excluding F/X result

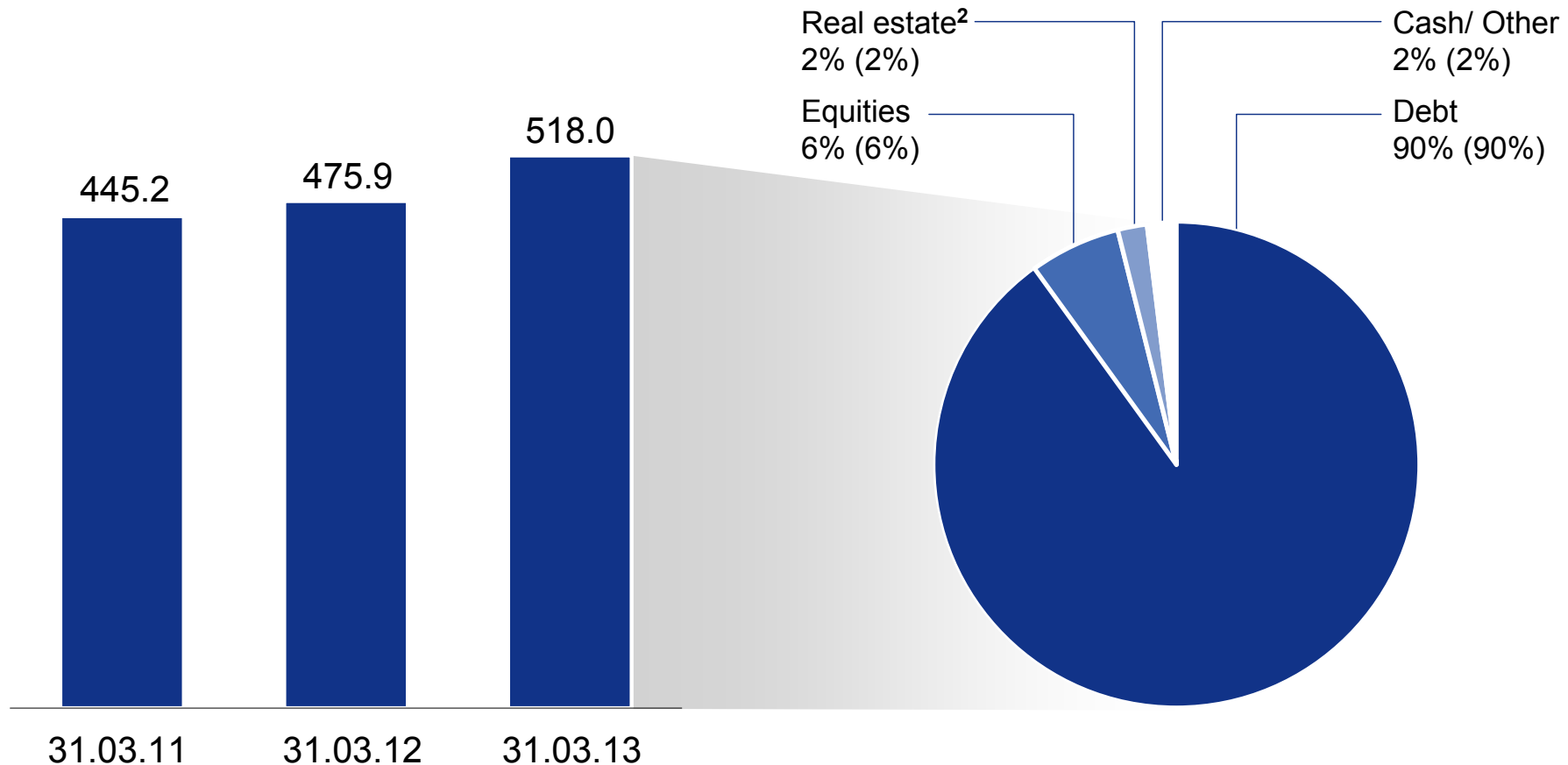
3) Investment return calculation is based on total assets

Group: overview investment portfolio (EUR bn)

Group investments and loans¹

as of 31.03.13 (31.03.12)

Total EUR 518.0bn (EUR 475.9bn)



1) Portfolio discussion is based on consolidated insurance portfolios (P/C, L/H, Corporate and Other, does not include Banking operations, excluding unit-linked)

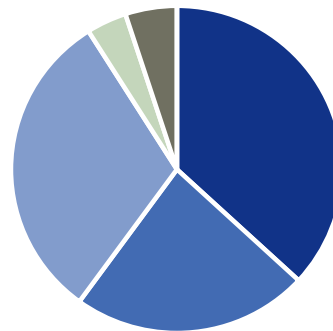
2) Excluding real estate own use and real estate held for sale

Group: fixed income portfolio (31.03.13)

By type of issuer

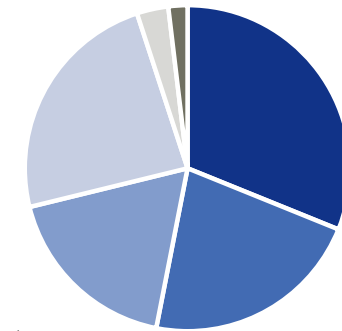
Government	37%
Covered	23%
Corporate	31%
<i>thereof Banking</i>	8%
ABS/MBS ¹	4%
Other ²	5%

Total
EUR 468.7bn



By rating³

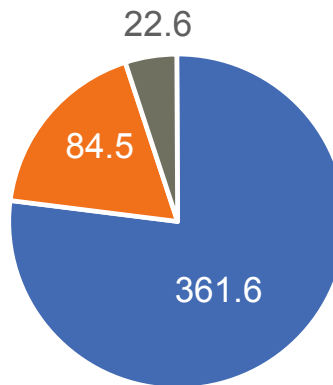
AAA	31%
AA	22%
A	18%
BBB	24%
Non-investment grade	3%
Not rated*	2%



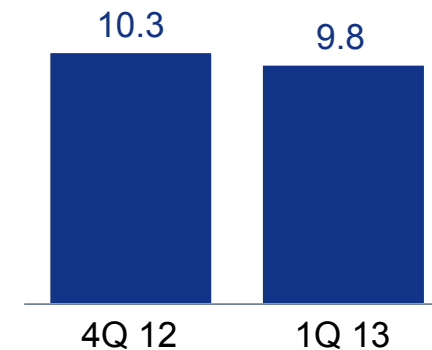
*) mostly mutual funds and short-term investments

By segment (EUR bn)

L/H	77%
P/C	18%
Corporate and Other	5%



Net AFS unrealized gains/ losses (EUR bn)⁴



1) Including U.S. agency MBS investments (EUR 3.7bn)
 2) Including 3% seasoned self-originated private retail mortgage loans;
 1% short-term deposits at banks

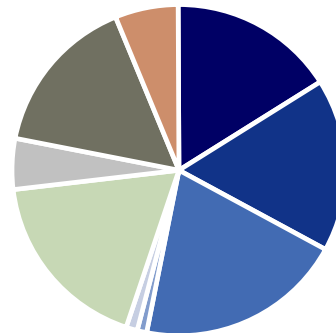
3) Excluding self-originated private retail mortgage loans
 4) On-balance unrealized gains/ losses after tax, non-controlling interests,
 policyholders and before shadow DAC

Group: fixed income portfolio - government and government related (31.03.13)

By region

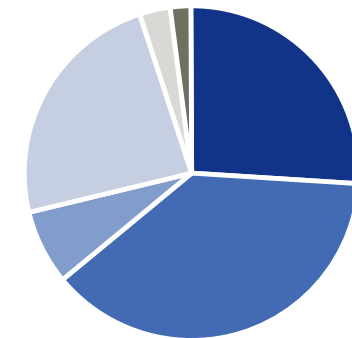
Germany	16%
Italy	17%
France	20%
Spain	1%
UK	1%
Rest of Europe	18%
USA	5%
Rest of World	16%
Supranational	6%

Total
EUR 174.5bn¹



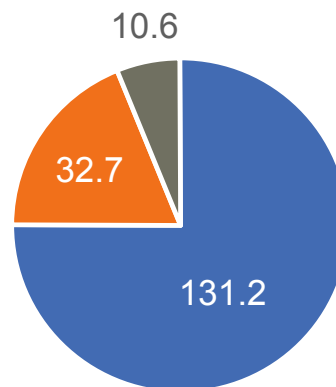
By rating

AAA	26%
AA	38%
A	7%
BBB	24%
Non-investment grade	3%
Not rated	2%

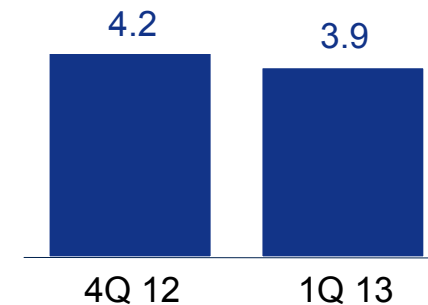


By segment (EUR bn)

L/H	75%
P/C	19%
Corporate and Other	6%



Net AFS unrealized gains/ losses (EUR bn)²



1) Government and government related (excl. U.S. agency MBS)

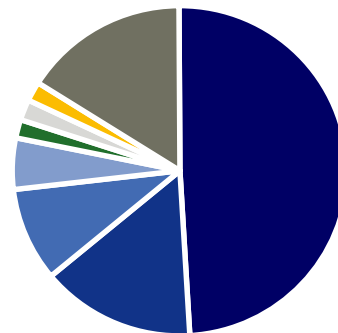
2) On-balance unrealized gains/ losses after tax, non-controlling interests and policyholders and before shadow DAC

Group: fixed income portfolio - covered bonds (31.03.13)

By country

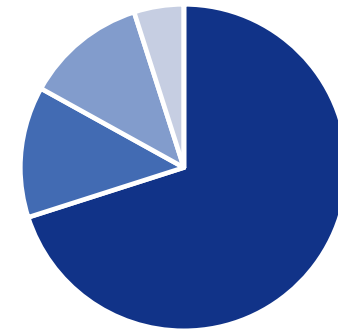
Germany	49%
France	15%
Spain	9%
UK	5%
Ireland	2%
Switzerland	2%
Sweden	2%
Rest of World	16%

Total
EUR 105.7bn



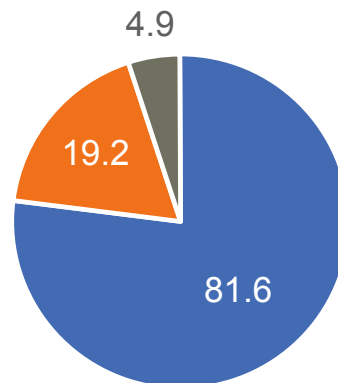
By rating

AAA	70%
AA	13%
A	12%
BBB	5%
Non-investment grade	0%
Not rated	0%

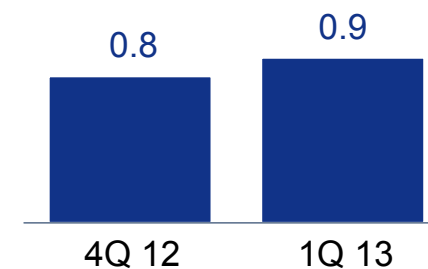


By segment (EUR bn)

L/H	77%
P/C	18%
Corporate and Other	5%



Net AFS unrealized gains/ losses (EUR bn)¹



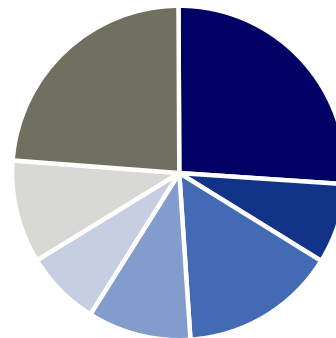
1) On-balance unrealized gains/ losses after tax, non-controlling interests and policyholders and before shadow DAC

Group: fixed income portfolio - corporate (31.03.13)

By sector

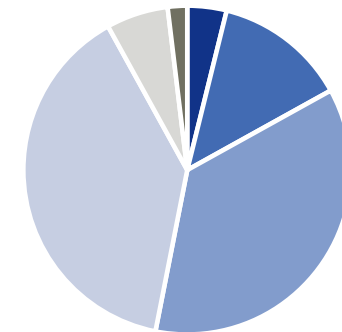
Banking	26%
Other financials	8%
Consumer	15%
Communication	10%
Industrial	7%
Utility	10%
Other	24%

Total
EUR 146.3bn



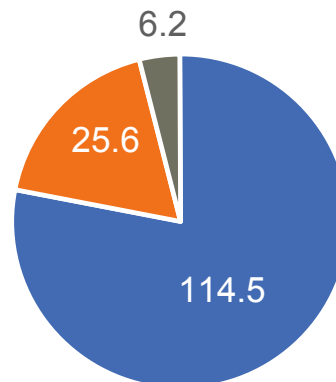
By rating

AAA	4%
AA	13%
A	36%
BBB	39%
Non-investment grade	6%
Not rated ¹	2%

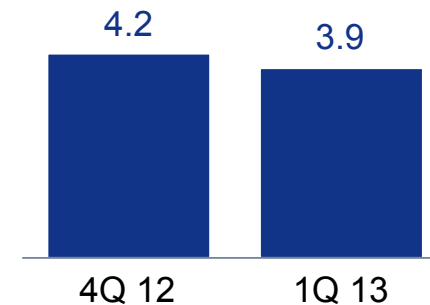


By segment (EUR bn)

L/H	78%
P/C	18%
Corporate and Other	4%



Net AFS unrealized gains/ losses (EUR bn)²



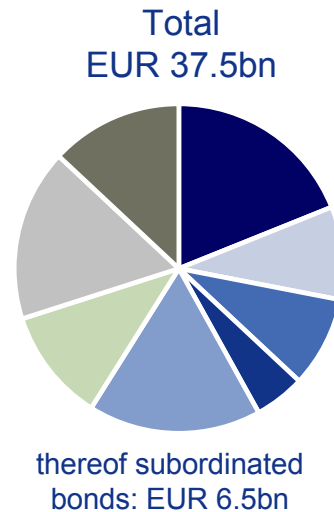
1) Including Eurozone loans/ bonds (1%)

2) On-balance unrealized gains/ losses after tax, non-controlling interests, policyholders and before shadow DAC

Group: fixed income portfolio - banks (31.03.13)

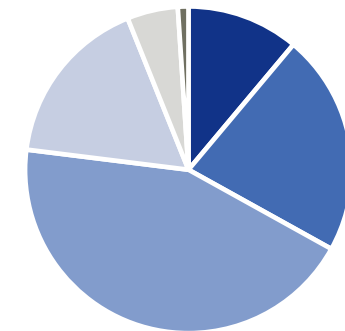
By country

Germany	19%
UK	9%
France	9%
Italy	5%
Rest Eurozone	17%
Europe ex Eurozone	11%
USA	17%
Rest of World	13%



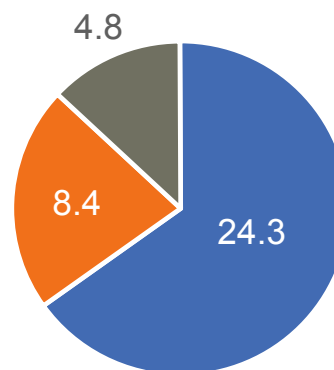
By rating

AAA	11%
AA	22%
A	44%
BBB	17%
Non-investment grade	5%
Not rated	1%

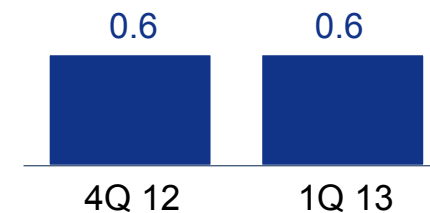


By segment (EUR bn)

L/H	65%
P/C	22%
Corporate and Other	13%



Net AFS unrealized gains/ losses (EUR bn)¹



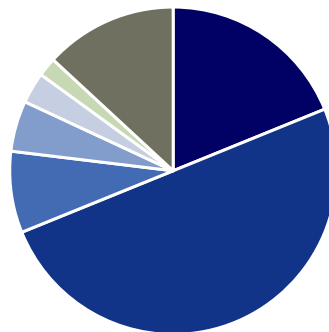
1) On-balance unrealized gains/ losses after tax, non-controlling interests and policyholders and before shadow DAC

Group: fixed income portfolio - ABS/MBS (31.03.13)

By type of category

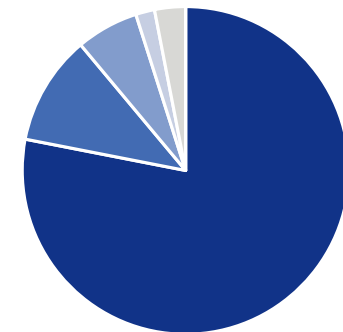
U.S. Agency	19%
CMBS	50%
RMBS	8%
CMO/CDO	5%
Credit Card	3%
Auto	2%
Other	13%

Total
EUR 19.4bn



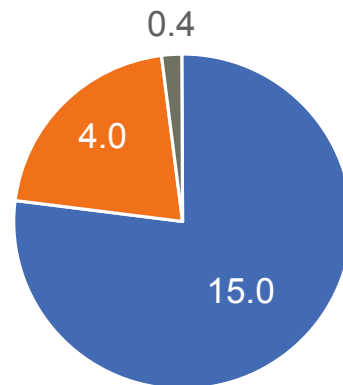
By rating

AAA	78%
AA	11%
A	6%
BBB	2%
Non-investment grade	3%
Not rated	0%

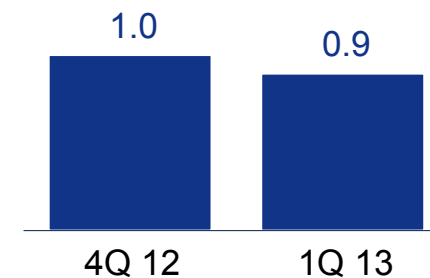


By segment (EUR bn)

L/H	77%
P/C	21%
Corporate and Other	2%



Net AFS unrealized gains/ losses (EUR bn)¹



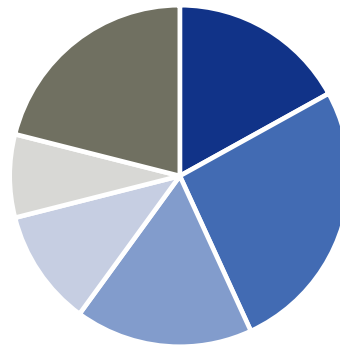
1) On-balance unrealized gains/ losses after tax, non-controlling interests and policyholders and before shadow DAC

Group: equity portfolio (31.03.13)

By region

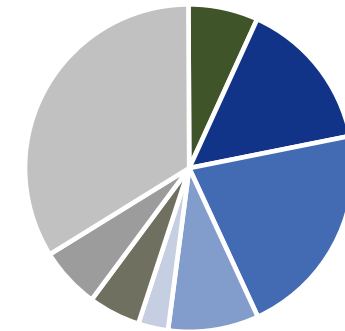
Germany	17%
Eurozone ex Germany	26%
Europe ex Eurozone	17%
NAFTA	11%
Rest of World	8%
Multinational ²	21%

Total
EUR 30.5bn¹



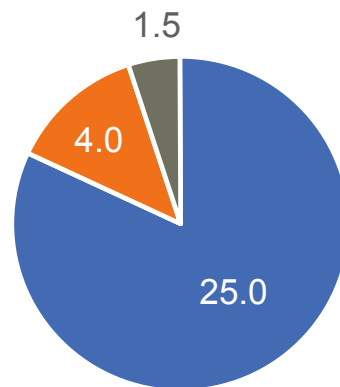
By industry

Banking	7%
Other Financials	15%
Consumer	21%
Basic materials	9%
Utilities	3%
Industrial	5%
Energy	6%
Funds and Other ³	34%

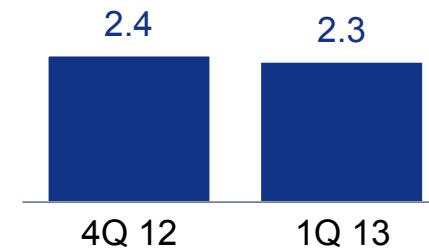


By segment (EUR bn)

L/H	82%
P/C	13%
Corporate and Other	5%



Net AFS unrealized gains/ losses (EUR bn)⁴



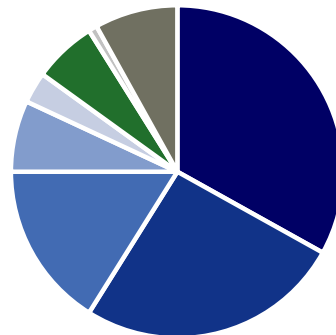
1) Incl. non-equity retail funds (EUR 0.7bn), excl. equities designated at fair value through income (EUR 1.9bn)
 2) Incl. private equity funds (EUR 3.6bn) and mutual stock funds (EUR 2.6bn)
 3) Diversified investment funds (EUR 2.7bn); private and unlisted equity (EUR 6.2bn)
 4) On-balance unrealized gains/ losses after tax, non-controlling interests and policyholders and before shadow DAC

Group: real estate portfolio¹

By region

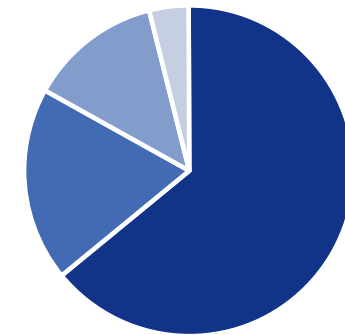
France	33%
Germany	26%
Switzerland	16%
Italy	7%
Spain	3%
Rest of Eurozone	6%
USA	1%
Rest of World	8%

Total
EUR 18.4bn²



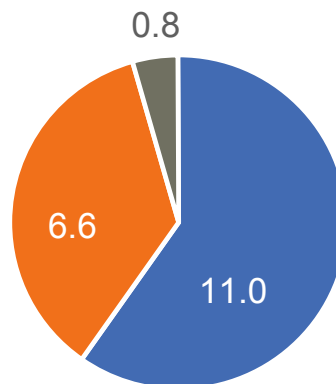
By sectors

Office	64%
Residential	19%
Retail	13%
Other/mixed	4%

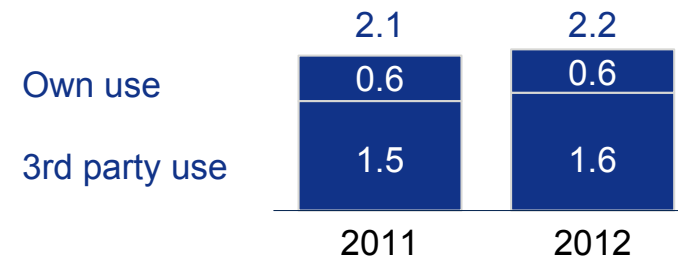


By segment (EUR bn)

L/H	60%
P/C	36%
Corporate and Other	4%



Net unrealized gains/ losses (EUR bn)³



1) Based on market values as of 31.12.2012

2) Market value of fully consolidated real estate assets including real estate own use (EUR 4.2bn) and minorities (EUR 0.1bn)

3) Off-balance unrealized gains/losses after tax, non-controlling interests, policyholders and before shadow DAC, based on external and internal real estate valuations

3b

Group financial
results 1Q 2013

- 1 Highlights
- 2 Comment pages
- 3 **Additional information**
 - a) Group
 - b) **Property-Casualty**
 - c) Life/Health
 - d) Asset Management
 - e) Corporate and Other
- 4 Glossary

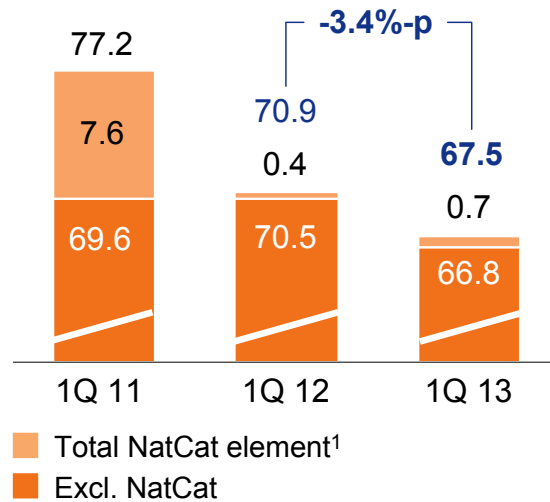
P/C: key figures (EUR mn)

	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	Delta 1Q 13/12	3M 2011	3M 2012	3M 2013
Gross premiums written (EUR bn)	14.3	10.2	10.8	9.5	14.8	10.7	11.4	10.0	15.2	+0.4	14.3	14.8	15.2
Operating profit	656	1,292	1,094	1,054	1,183	1,026	1,130	1,275	1,319	+136	656	1,183	1,319
<i>Underwriting result</i>	-186	443	190	278	333	210	319	580	540	+207	-186	333	540
<i>Investment result</i>	823	865	889	817	839	861	795	734	763	-76	823	839	763
<i>Other</i>	19	-16	15	-41	11	-45	16	-39	16	+5	19	11	16
Non-operating items	174	25	-287	36	-19	141	31	175	128	+147	174	-19	128
Income b/ tax	830	1,317	807	1,090	1,164	1,167	1,161	1,450	1,447	+283	830	1,164	1,447
Income taxes	-278	-368	-297	-267	-328	-368	-365	-376	-430	-102	-278	-328	-430
Net income	552	949	510	823	836	799	796	1,074	1,017	+181	552	836	1,017
<i>Net income attributable to:</i>													
Non-controlling interests	39	60	39	39	40	49	50	40	43	+3	39	40	43
Shareholders	513	889	471	784	796	750	746	1,034	974	+178	513	796	974
Combined ratio (in %)	101.3	95.1	97.6	97.2	96.2	97.5	96.5	94.7	94.3	-1.9%-p	101.3	96.2	94.3
<i>Loss ratio</i>	73.3	67.0	70.5	69.2	68.3	69.4	69.2	66.4	66.1	-2.2%-p	73.3	68.3	66.1
<i>Expense ratio</i>	28.0	28.1	27.1	28.0	27.9	28.1	27.3	28.3	28.2	+0.3%-p	28.0	27.9	28.2
Segment financial assets ¹ (EUR bn)	98.1	97.2	99.0	98.2	101.4	101.8	105.1	105.3	108.7	+7.3	98.1	101.4	108.7

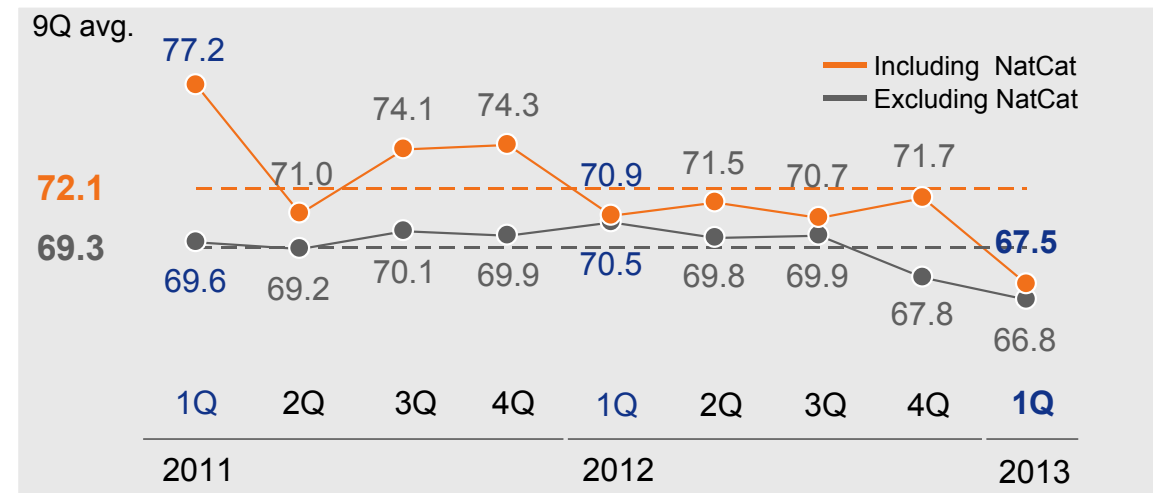
1) Segment own assets including financial assets carried at fair value through income, cash and cash pool assets net of liabilities from securities lending, derivatives and liabilities from cash pooling

P/C: loss ratio and run-off (in %)

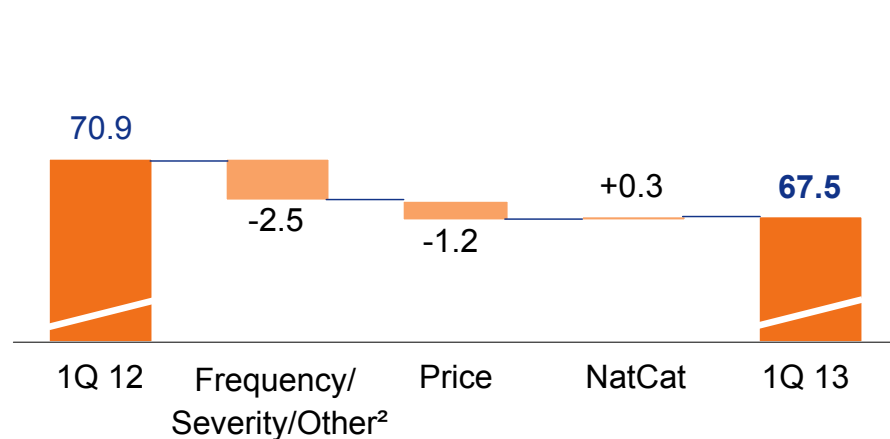
Accident year loss ratio



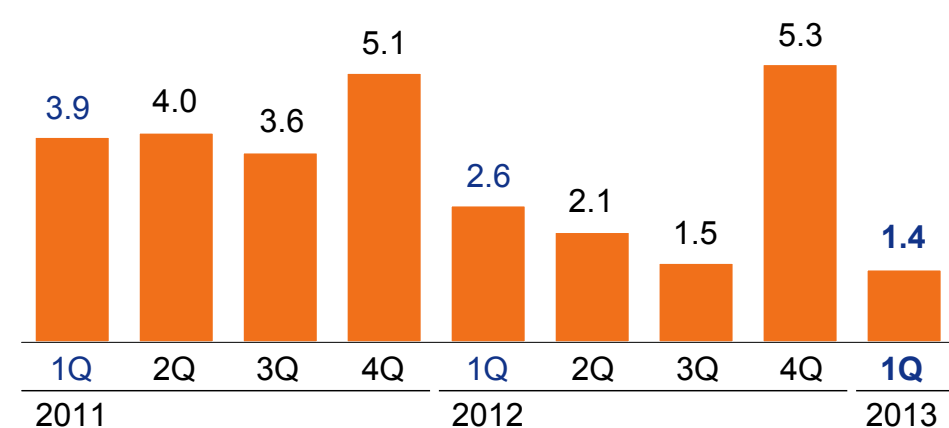
9-quarter overview accident year loss ratio



Development 1Q 13/12

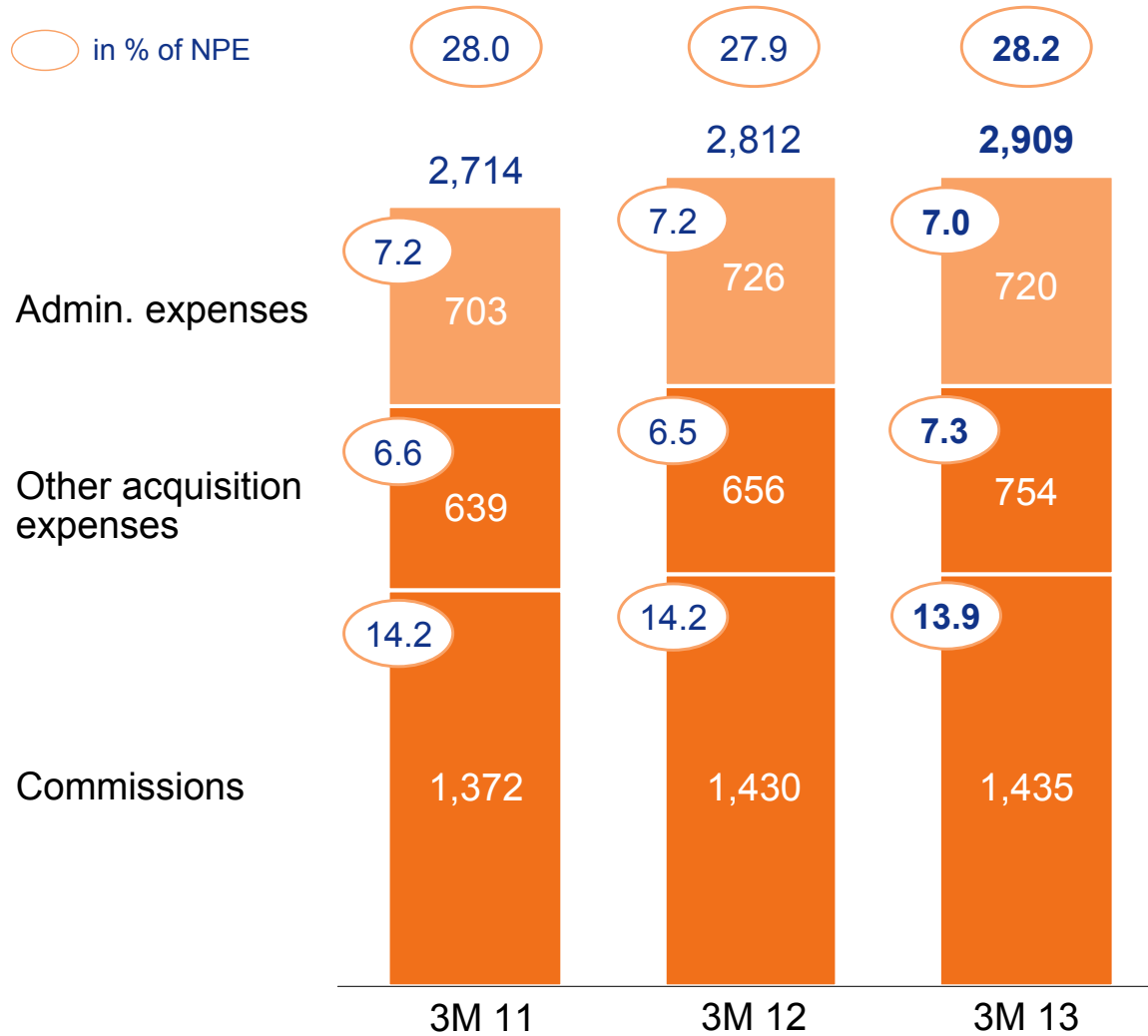


Run-off ratio³



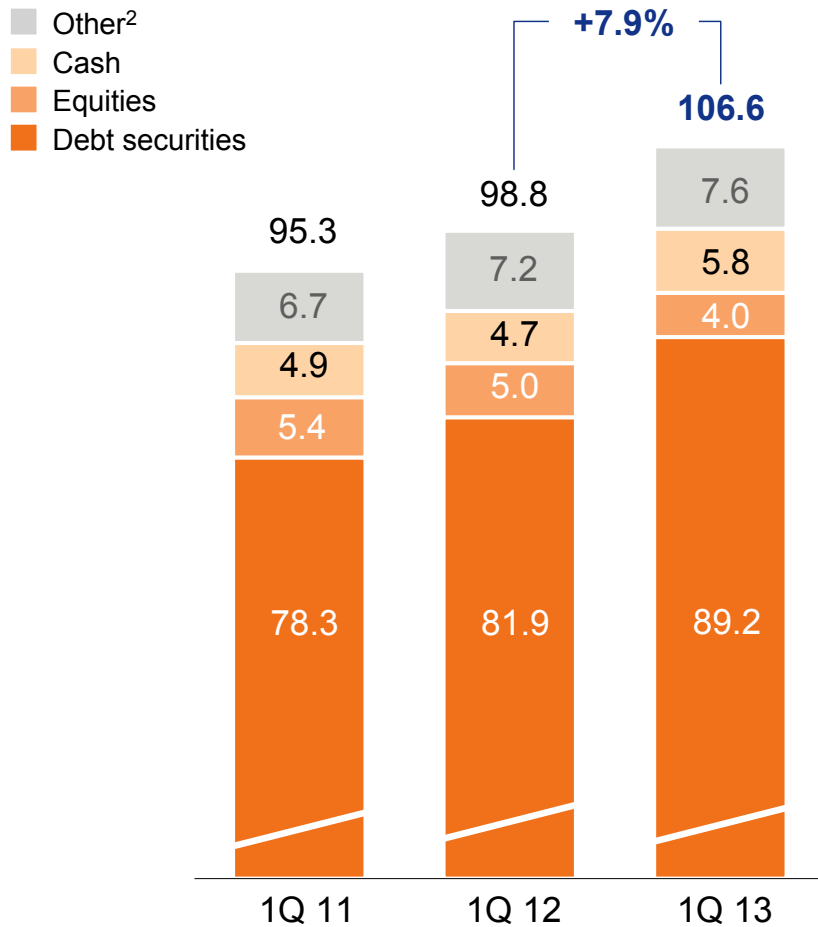
1) NatCat costs (without reinstatement premiums): EUR 0.7bn (1Q 11), EUR 42mn (1Q 12) and EUR 70mn (1Q 13)
 2) Including large claims, reinsurance, Credit Insurance
 3) Positive values indicate positive run-off; run-off ratio is calculated as run-off result in percent of net premiums earned

P/C: expense ratio (EUR mn)

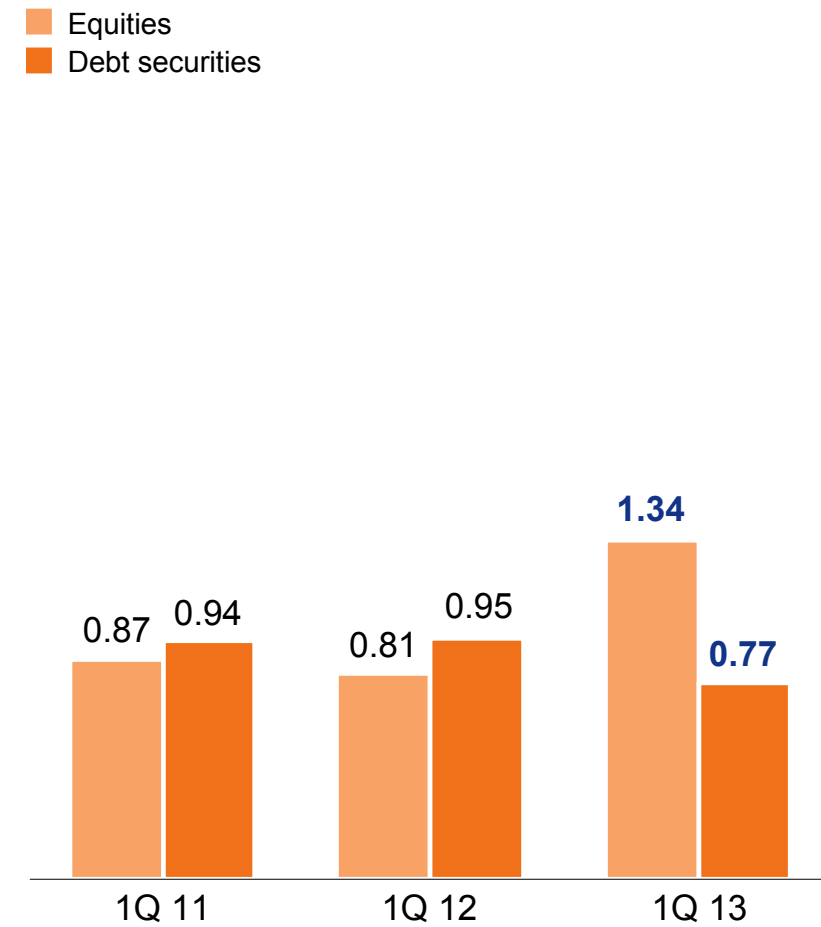


P/C: average asset base and yields

Average asset base¹ (EUR bn)



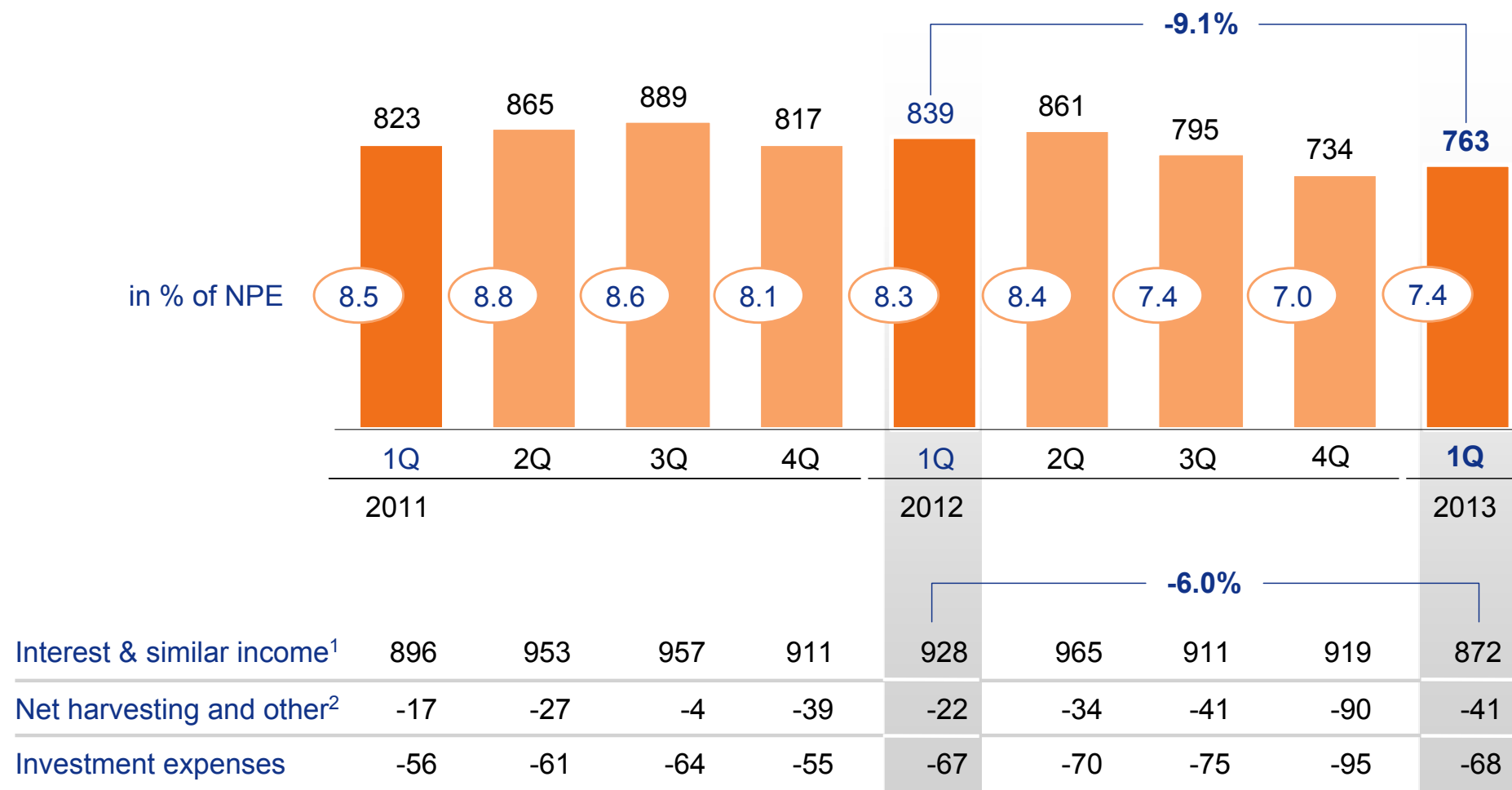
Current yield (in %)



1) Asset base includes health business France and liabilities from cash pooling, excludes fair value option and trading

2) Real estate investments and funds held by others under reinsurance contracts assumed

P/C: operating investment income (EUR mn)



1) Net of interest expenses

2) Comprises real. gains/losses, impairments (net), fair value option, trading and F/X gains and losses and policyholder participation. Thereof related to UBR in Germany: 1Q 11: EUR -25mn, 1Q 12: EUR -19mn, 1Q 13: EUR -7mn

P/C: price effects on renewals

Pricing overview for selected operating entities¹ (in %)

Selected OEs	Actual rate change on renewals and momentum	Assessment/trends of rate change on renewals
Germany	2.4%	<ul style="list-style-type: none"> Motor retail ongoing market hardening, property retail with quite stable positive rate change Commercial property and liability with increasing price strength, beginning mid of 2013
Austria	1.0%	<ul style="list-style-type: none"> Price increases at point of sale for motor and non-motor Signs of hardening in motor
Italy	0.6%	<ul style="list-style-type: none"> Motor starting to soften Recession and strong competition keep non-motor commercial soft
France	3.3%	<ul style="list-style-type: none"> Motor retail pricing trend remained stable, fleet softening Non-motor retail increasing, commercial stable, professional softening
Spain	-0.8%	<ul style="list-style-type: none"> Economic downturn, strong competition and client price sensitivity keep market soft Motor retail tariff slightly rising
USA ²	5.0%	<ul style="list-style-type: none"> Continued positive traction in commercial, in particular general liability and work. comp Retail rates also trending up, subject to continued regulatory support
UK	3.5%	<ul style="list-style-type: none"> Commercial seeing price strengthening across all lines Retail motor and household rates reducing marginally
Australia	3.7%	<ul style="list-style-type: none"> Rates are still increasing, but signs of slow down in the pace of increase across motor, retail property, and commercial Commercial SMC rates are flat
Credit Insurance	-0.5%	<ul style="list-style-type: none"> Pricing is still under pressure and the trend remains the same Overall rate variation is almost flat
AGCS ³	1.2%	<ul style="list-style-type: none"> Generally soft markets, except for NatCat and loss-driven accounts Still challenging market conditions in long-tail lines
Total 3M 2013⁴	2.0%	

1) Estimates based on 3M 2013 survey as communicated by our operating entities; coverage of P/C segment 75%
 2) Figure excludes crop business

3) AGCS excluding ART
 4) Total actual rate change on YTD renewals also including Ireland

3c

Group financial
results 1Q 2013

- 1 Highlights
- 2 Comment pages
- 3 **Additional information**
 - a) Group
 - b) Property-Casualty
 - c) **Life/Health**
 - d) Asset Management
 - e) Corporate and Other
- 4 Glossary

L/H: key figures (EUR mn)

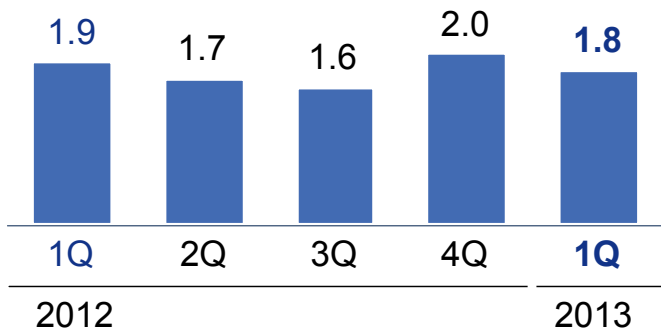
	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	Delta 1Q 13/12	3M 2011	3M 2012	3M 2013
Statutory premiums (EUR bn)	14.3	13.0	11.8	13.8	13.7	12.9	11.9	13.9	14.8	+1.1	14.3	13.7	14.8
Operating profit	702	678	520	502	825	818	815	485	855	+30	702	825	855
Non-operating items	-4	-328	-88	-47	30	-29	-28	119	40	+10	-4	30	40
Income b/ tax	698	350	432	455	855	789	787	604	895	+40	698	855	895
Income taxes	-215	-136	-198	-186	-230	-282	-248	-241	-267	-37	-215	-230	-267
Net income	483	214	234	269	625	507	539	363	628	+3	483	625	628
<i>Net income attributable to:</i>													
Non-controlling interests	21	11	21	21	22	21	26	15	23	+1	21	22	23
Shareholders	462	203	213	248	603	486	513	348	605	+2	462	603	605
Margin on reserves¹ (in bps)	69	66	50	48	77	75	73	43	74	-3	69	77	74
Segment financial assets ² (EUR bn)	348.5	352.4	358.4	364.0	373.6	381.1	393.5	401.1	405.4	+31.8	348.5	373.6	405.4
Unit-linked investments (EUR bn)	64.8	64.8	61.2	63.5	66.8	67.4	70.3	71.2	75.2	+8.4	64.8	66.8	75.2
Operating asset base ³ (EUR bn)	417.1	421.0	423.1	431.1	444.3	452.4	467.9	475.9	484.8	+40.5	417.1	444.3	484.8

- 1) Represents operating profit divided by the average of current quarter end and prior quarter end net reserves, whereby net reserves equal reserves for loss and loss adjustment expenses, reserves for insurance and investment contracts and financial liabilities for unit-linked contracts less reinsurance assets
- 2) Segment own assets (incl. financial assets carried at fair value through income)
Including cash and cash pool assets net of liabilities from securities lending, derivatives and liabilities from cash pooling
- 3) Grossed up for insurance liabilities which are netted within the trading book (market value liability option)
Including cash and cash pool assets net of liabilities from securities lending and derivatives

L/H: key metrics

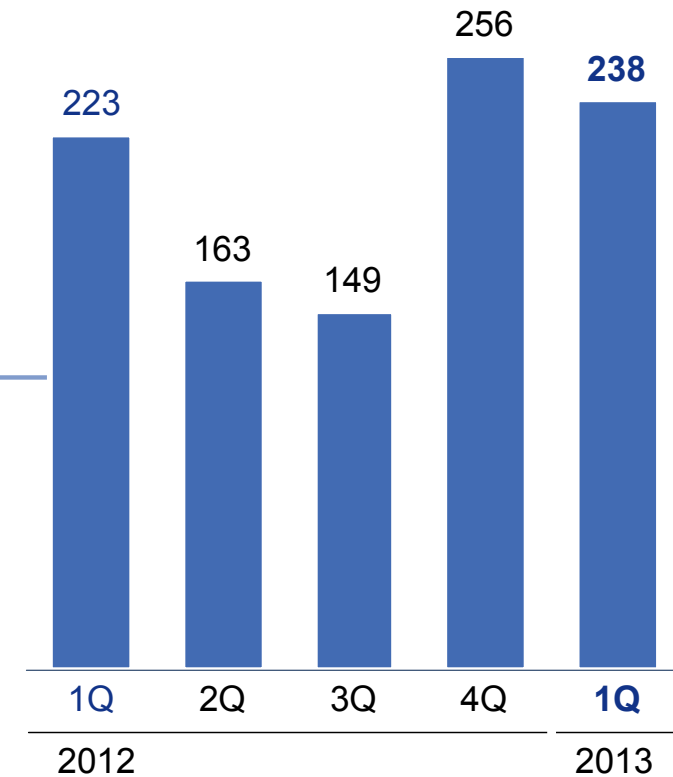
New business margin¹

(VNB in % of PV of NB premiums)



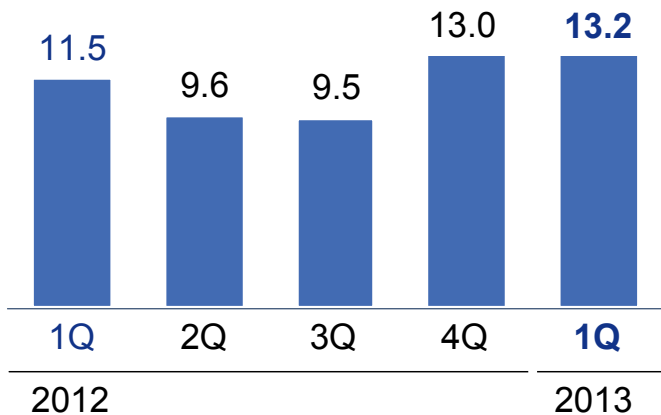
Value of new business¹

(EUR mn)



PV of NB premiums¹

(EUR bn)



1) After non-controlling interests. Includes holding expenses and internal reinsurance

L/H: new business profitability by region

	Value of new business (EUR mn) ^{1,2}					New business margin (in %) ^{1,2}					Capital return 1Q 13 (in %) ³	
	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13	IRR	Payback period (yrs)
German Speaking Countries	129	73	79	172	140	2.7	2.7	2.8	3.0	2.7	16.7	5.9
Western & Southern Europe	42	30	32	30	39	1.5	1.0	1.0	0.8	0.9	8.5	8.6
Iberia & Latin America	14	12	10	12	11	5.3	3.7	3.9	2.8	3.3	12.0	7.4
Growth Markets	46	53	47	50	47	3.0	3.5	3.1	3.3	3.1	13.8	6.1
USA	15	18	4	7	24	0.8	0.9	0.2	0.5	1.5	13.4	6.2
Total⁴	223	163	149	256	238	1.9	1.7	1.6	2.0	1.8	11.6	7.4

1) After non-controlling interests. All values using F/X rates as of each valuation date

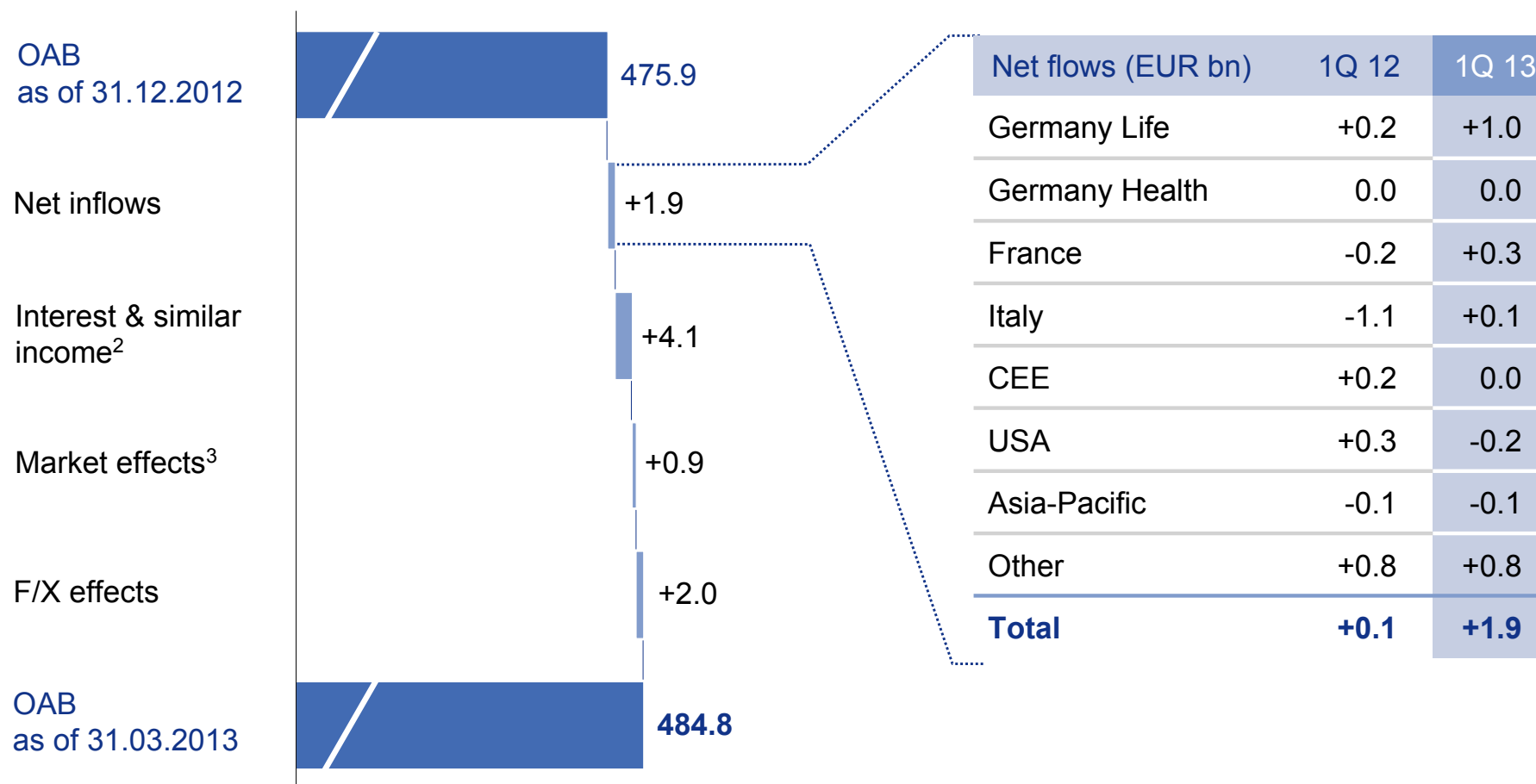
2) Based on beginning of quarter economic assumptions. For the USA we use point of sale assumptions

3) Both IRR and payback period are real world metrics, using an expected over-return on certain assets and capturing risks in the discount rate

4) Including holding expenses and internal reinsurance

L/H: operating asset base

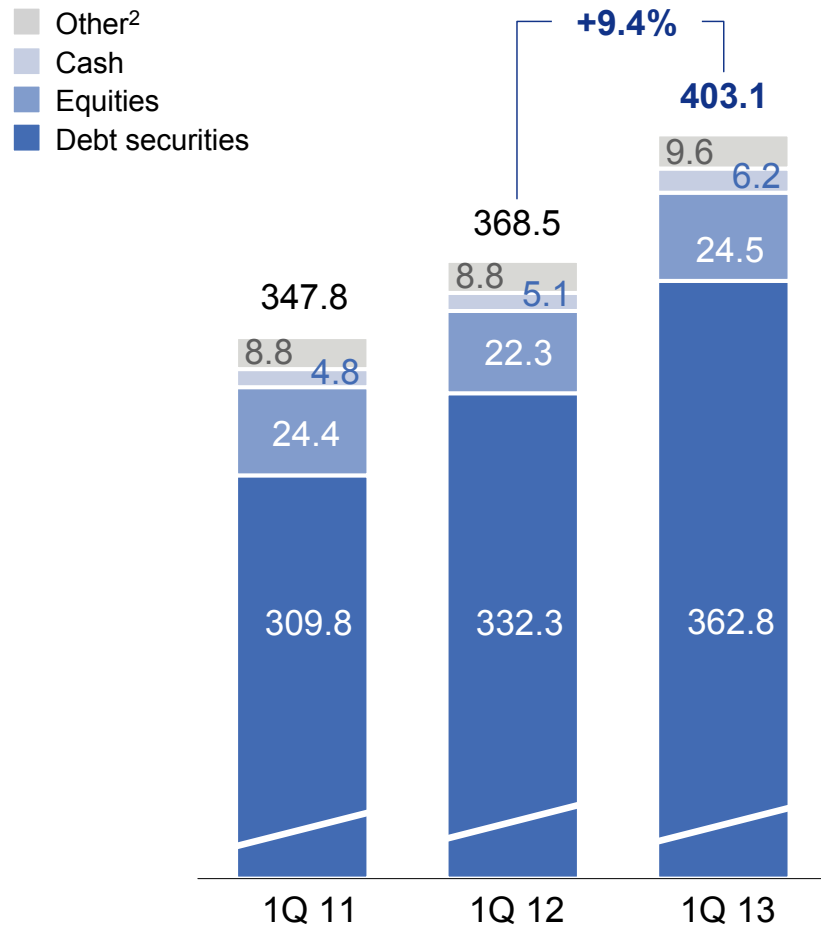
Operating asset base¹ (EUR bn)



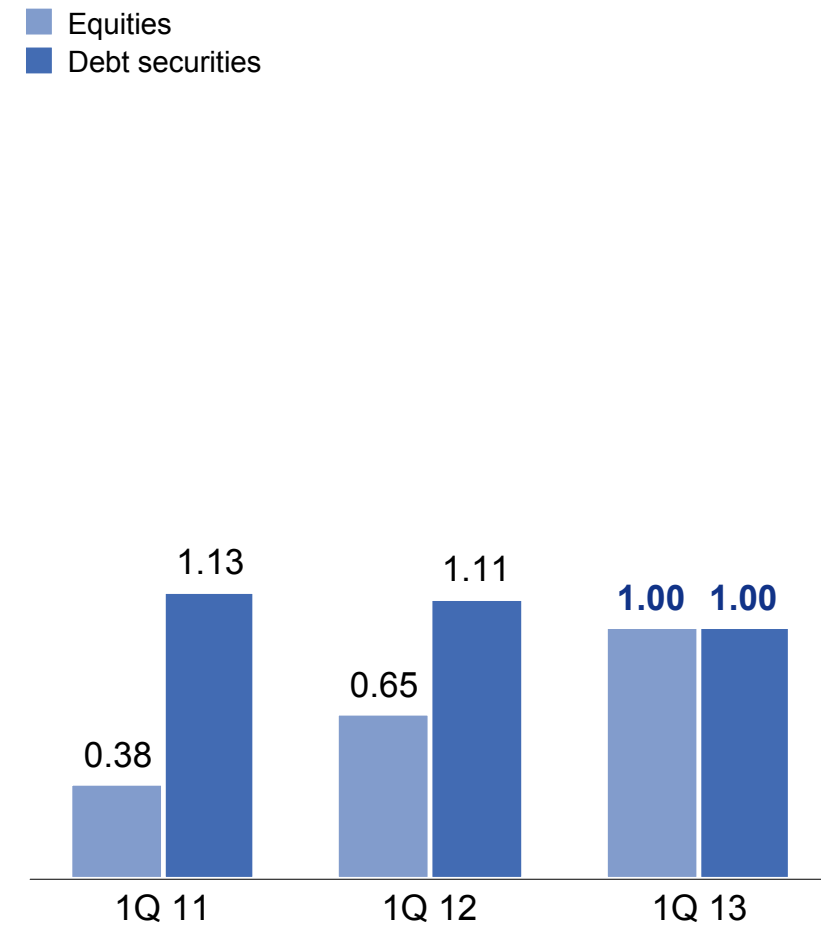
- 1) OAB includes liabilities from cash pooling
- 2) Net of interest expenses
- 3) Includes changes in other assets and liabilities of EUR -0.1bn

L/H: average asset base and yields

Average asset base¹ (EUR bn)



Current yield (in %)

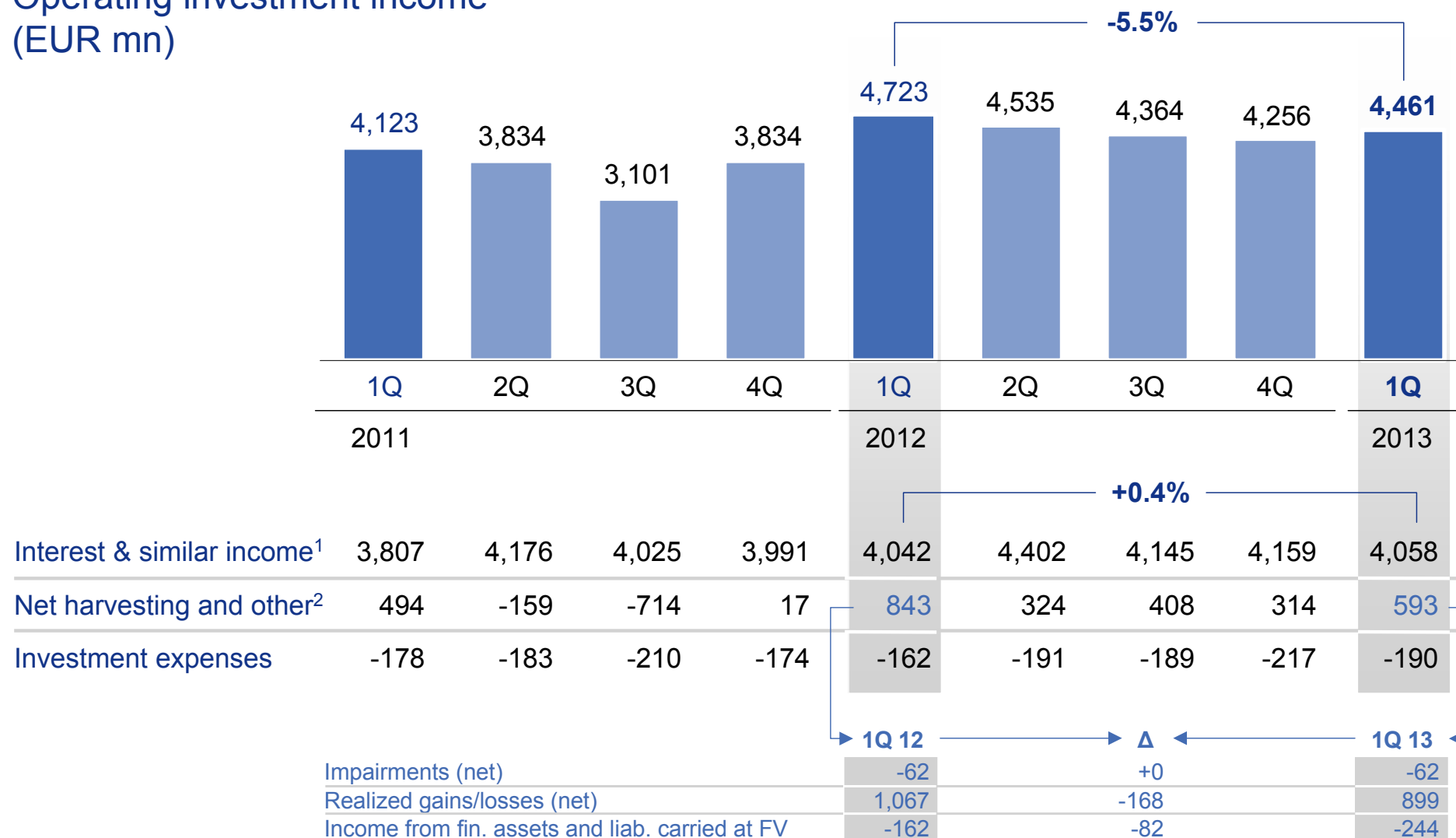


1) Average asset base includes liabilities from cash pooling. Operating asset base includes FVO, trading, unit-linked (excludes derivatives MVLO)

2) Real estate investments and funds held by others under reinsurance contracts assumed

L/H: operating investment income

Operating investment income (EUR mn)



1) Net of interest expenses

2) Comprises realized gains/losses, impairments (net), fair value option, trading and F/X gains and losses

L/H: operating profit details (EUR mn)

	L/H segment			Guaranteed savings & annuities		Protection & health		Unit-linked w/o guarantee	
	3M 2012 ³	3M 2013 ³	Δ ³	3M 2012 ³	3M 2013 ³	3M 2012 ³	3M 2013 ³	3M 2012 ³	3M 2013 ³
Loadings & fees	1,080	1,113	33	704	749	304	283	73	81
Loadings from premiums	760	766	6	441	467	294	271	25	28
as % of GPW	5.5%	5.2%	-0.4%	4.0%	4.3%	16.6%	14.5%	2.7%	1.4%
Loadings from reserves	229	237	8	214	220	10	12	5	4
as % of Ø reserves ^{1,5}	0.06%	0.06%	0.00%	0.06%	0.06%	0.04%	0.05%	0.02%	0.02%
Unit-linked management fees	91	110	19	48	62	0	0	43	48
as % of Ø unit-linked reserves ⁵	0.14%	0.15%	0.01%	0.12%	0.13%	0.00%	0.00%	0.18%	0.20%
Investment margin	912	743	-169	873	726	38	16	1	1
Investment margin net of PHP	912	743	-169	873	726	38	16	1	1
as % of Ø aggregate policy reserves ⁵	0.28%	0.22%	-0.06%	0.28%	0.23%	0.16%	0.07%	0.33%	0.25%
Expenses	-1,368	-1,325	43	-993	-929	-322	-325	-53	-71
Acquisition expenses and commissions	-1,036	-1,016	19	-748	-707	-249	-253	-39	-57
as % of PVNBP	-8.7%	-7.3%	1.4%	-7.8%	-7.6%	-20.6%	-12.2%	-3.4%	-2.2%
Admin. and other expenses	-332	-309	23	-244	-222	-73	-72	-15	-15
as % of Ø reserves ^{1,5}	-0.08%	-0.07%	0.01%	-0.07%	-0.06%	-0.30%	-0.29%	-0.06%	-0.06%
Technical margin	241	273	33	163	169	56	89	21	14
Operating profit before change in DAC	865	804	-61	747	716	76	64	42	24
Impact of change in DAC ²	-40	51	91	-52	12	16	28	-4	11
Capitalization of DAC	365	346	-19	268	220	81	90	16	36
Amortization, unlocking and true-up of DAC	-406	-295	110	-320	-208	-66	-62	-20	-25
Operating profit	825	855	30	695	728	92	92	38	35
GPW	13,699	14,837	1,137	10,995	10,978	1,772	1,866	932	1,993
Ø unit-linked reserves	65,137	73,209	8,071	41,622	48,913	0	0	23,516	24,295
Ø aggregate policy reserves	331,047	344,363	13,316	306,753	319,227	23,922	24,873	371	263
Ø reserves ¹	396,184	417,572	21,387	348,375	368,140	23,922	24,873	23,887	24,558
PVNBP ⁴	11,960	13,989	2,028	9,607	9,311	1,205	2,074	1,148	2,604

1) Aggregate policy reserves + unit-linked reserves

2) Impact of change in DAC includes effects of change in DAC, URR and VOBA and is the net impact of deferral and amortization of acquisition costs and front-end loadings on operating profit

3) Profit sources are based on in-scope OEs with a coverage of 97% revenues. Operating profit from not in-scope OEs is included in "investment margin"

4) PVNBP is gross of minority

5) Yields are pro-rata

L/H: operating investment income details (EUR mn)

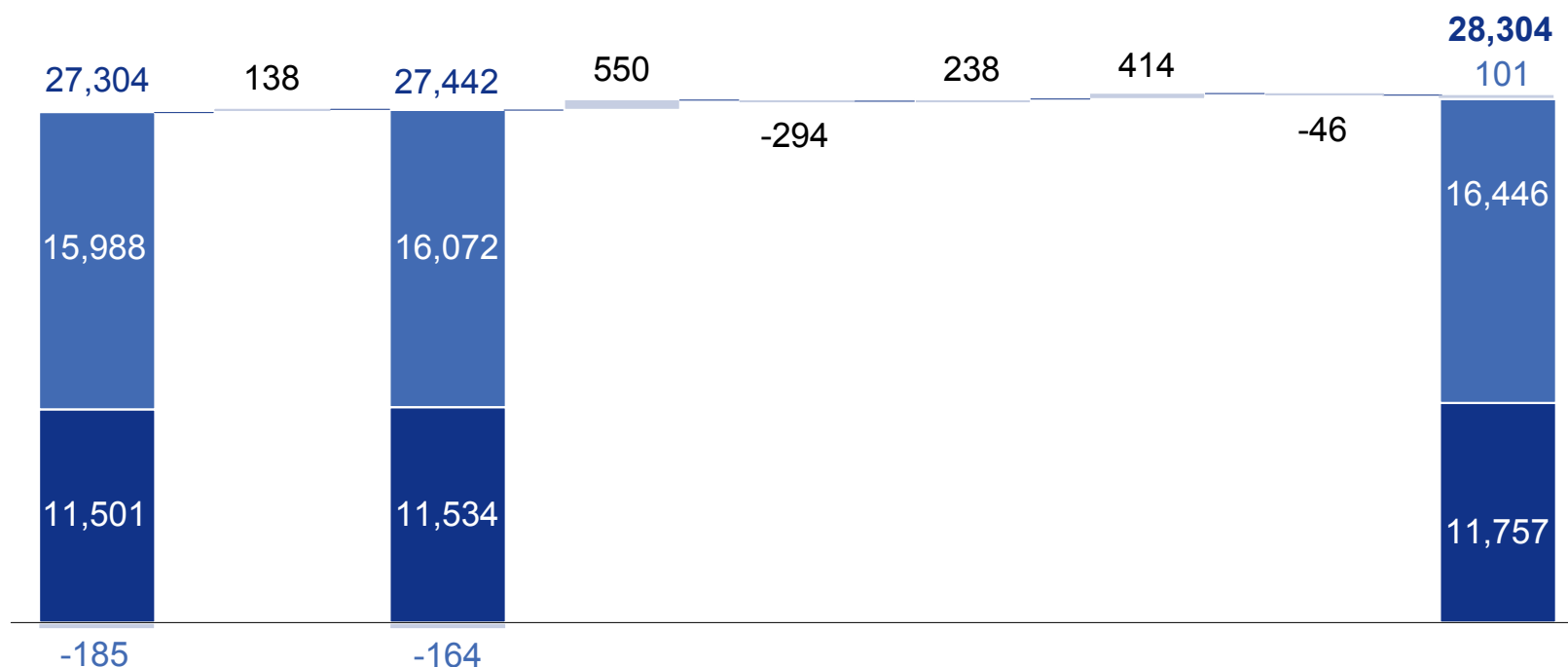
	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013
Interest & similar income ¹	3,807	4,176	4,025	3,991	4,042	4,402	4,145	4,159	4,058
Investment expenses	-178	-183	-210	-174	-162	-191	-189	-217	-190
Net harvesting and other	494	-159	-714	17	843	324	408	314	593
Realized gains/losses	718	335	590	545	1,067	733	596	648	899
Impairments (net)	-62	-384	-979	-259	-62	-204	-68	-94	-62
Fair value option	60	31	-197	22	105	-32	88	53	49
Trading	236	20	-370	-592	-253	-450	-178	36	-669
F/X result	-458	-161	242	301	-14	277	-30	-329	376
Operating investment income	4,123	3,834	3,101	3,834	4,723	4,535	4,364	4,256	4,461

1) Net of interest expenses

L/H: MCEV development (1/2)

(EUR mn, after non-controlling interests)

■ Free surplus
 ■ Required capital
 ■ VIF



	12M 2012 MCEV	Adjustment and F/X	12M 2012 MCEV adjusted	In-force business contribution	Operating variances & assumption changes	VNB at point of sale	Economic variances	Net capital movement	3M 2013 MCEV
Free surplus	-185	21	-164	② 829	④ -360	⑥ -450	292	-46	101
Req. capital	15,988	83	16,072	-191	267	258	40	0	16,446
VIF	11,501	34	11,534	③ -88	⑤ -201	430	82	0	11,757
MCEV	27,304	① 138	27,442	550	-294	238	⑦ 414	-46	28,304

L/H: MCEV development (2/2)

(EUR mn, after non-controlling interests)

①	138	=	138	Net impact Foreign Exchange changes and changes in Group share
②	829	=	481	Projected release of risk free profits from VIF in the reporting period
			191	Projected release of in-force capital
			41	Risk free return on Net Asset Value
			116	Expected over-returns earned in the quarter on Net Asset Value, mainly from US and Italian spreads
③	-88	=	-481	Projected release of risk free profits from VIF in the reporting period
			218	Projected unwinding of VIF at the risk free rate and release of options and guarantees
			175	VIF increase from higher asset base due to expected over-return, mainly US, Germany and France
④	-360			Mainly increase in required capital in Korea from adjusted methodology
⑤	-201	=	-25	Assumption changes & experience variances
			-176	Other operating variances, mostly France (true-up)
⑥	-450	=	-257	New business capital strain
			-192	New business cash strain

⑦	(EUR mn) Estimates based on sensitivities	German speaking countries	Western & Southern Europe ¹	Iberia & Latin America ²	Growth markets	USA ³	Total ⁴
	Economic variances	75	57	45	-262	499	414
	Driven by changes in interest rate	-26	57	41	-302	-4	-233
	Driven by changes in equity value	97	0	2	23	83	204
	Driven by changes in volatilities	4	0	2	17	419	443

1) Includes EUR -86mn effect of increased spread on Italian government bonds in changes in interest rate

2) Includes EUR 34mn effect of reduced spread on Spanish government bonds in changes in interest rate

3) Includes EUR -56mn effect of increased credit spreads in the US in changes in interest rate

4) Total includes holding expenses and reinsurance

L/H: value of new business¹

(EUR mn)

Region	Value of new business		New business margin		Present value of new business premium			Recurring premium		Single premium	
	3M 12	3M 13	3M 12	3M 13	3M 12	3M 13	Δ % ²	3M 12	3M 13	3M 12	3M 13
German Speaking Countries	129	140	2.7%	2.7%	4,789	5,195	+8.7%	245	222	1,560	1,936
<i>Germany Life³</i>	117	122	3.3%	3.0%	3,494	4,099	+17.3%	176	164	1,281	1,748
Europe	42	39	1.5%	0.9%	2,871	4,576	+64.3%	166	185	1,811	2,895
<i>France</i>	22	3	1.4%	0.1%	1,660	2,559	+54.2%	74	98	1,020	1,275
<i>Italy</i>	14	25	1.5%	1.6%	932	1,532	+81.0%	79	67	636	1,305
Iberia & Latin America	14	11	5.3%	3.3%	260	343	+30.6%	16	20	131	200
Growth Markets	46	47	3.0%	3.1%	1,564	1,508	-5.4%	186	189	763	701
<i>Asia-Pacific</i>	33	30	3.0%	2.5%	1,092	1,197	+6.8%	149	151	457	578
<i>CEEMA</i>	14	16	3.2%	5.8%	427	274	-36.0%	36	38	261	85
USA	15	24	0.8%	1.5%	1,996	1,602	-22.6%	13	13	1,889	1,484
Total⁴	223	238	1.9%	1.8%	11,481	13,224	+15.1%	623	629	6,155	7,217

- 1) After non-controlling interests, including holding expenses and internal reinsurance. All values using F/X rates as of valuation date
- 2) Internal growth (adjusted for F/X and consolidation effects)
- 3) The single premium for Germany Life does not include Parkdepot business (3M 2012: EUR 273mn 3M 2013: EUR 282mn)
- 4) Total including holding expenses and internal reinsurance

3d

Group financial
results 1Q 2013

- 1 Highlights
- 2 Comment pages
- 3 **Additional information**
 - a) Group
 - b) Property-Casualty
 - c) Life/Health
 - d) **Asset Management**
 - e) Corporate and Other
- 4 Glossary

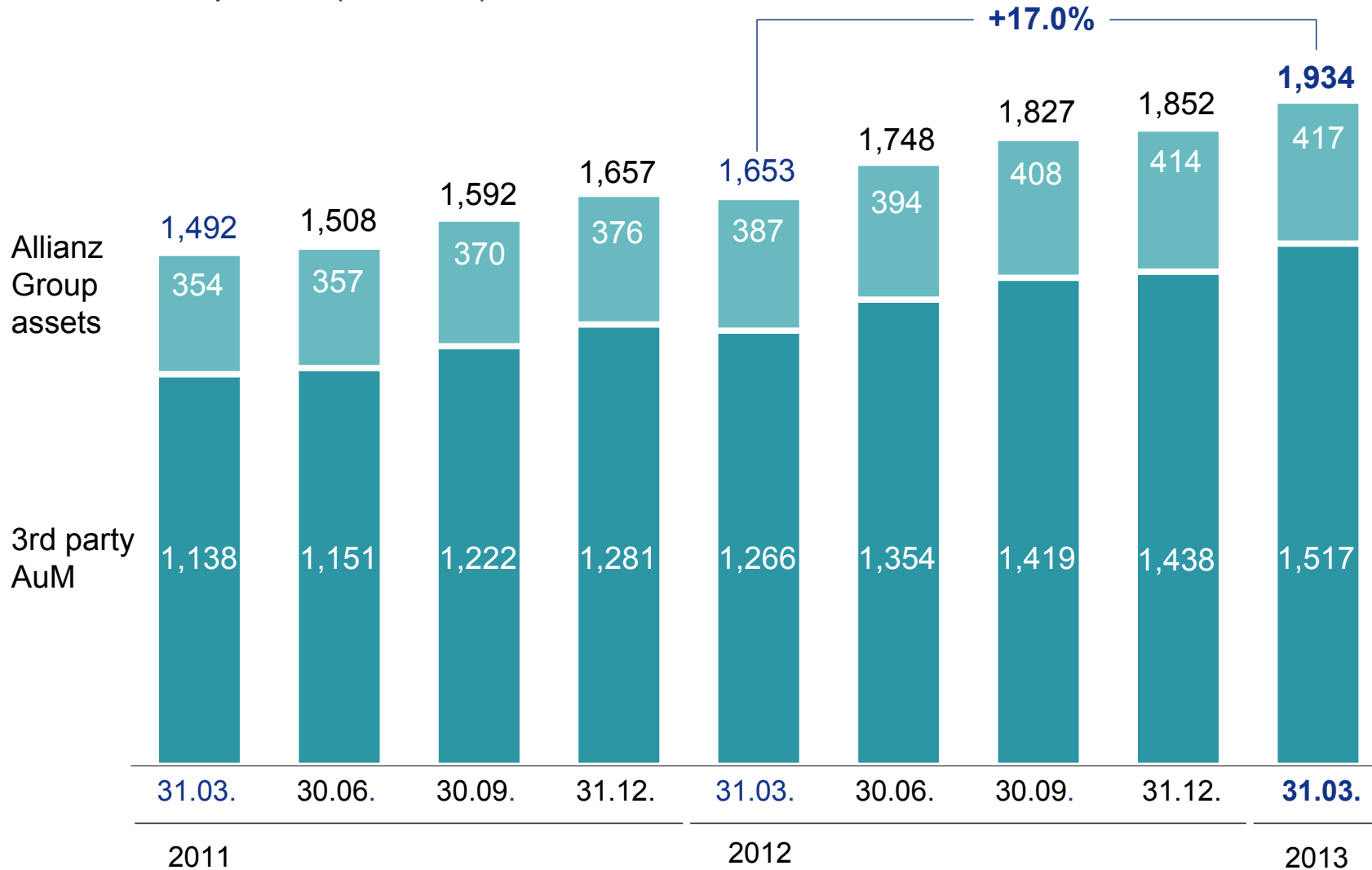
AM: key figures (EUR mn)

	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	Delta 1Q 13/12	3M 2011	3M 2012	3M 2013
Operating revenues	1,273	1,303	1,326	1,600	1,439	1,497	1,845	2,005	1,911	+472	1,273	1,439	1,911
Operating profit	529	527	533	655	613	575	848	917	900	+287	529	613	900
Non-operating items	-99	-46	-50	-50	-22	-21	-51	-20	-31	-9	-99	-22	-31
Income b/ tax	430	481	483	605	591	554	797	897	869	+278	430	591	869
Income taxes	-120	-193	-149	-225	-212	-209	-275	-333	-301	-89	-120	-212	-301
Net income	310	288	334	380	379	345	522	564	568	+189	310	379	568
<i>Net income attributable to:</i>													
Non-controlling interests	3	4	5	6	11	10	15	15	26	+15	3	11	26
Shareholders	307	284	329	374	368	335	507	549	542	+174	307	368	542
Cost-income ratio (in %)	58.4	59.6	59.8	59.1	57.4	61.6	54.0	54.3	52.9	-4.5%-p	58.4	57.4	52.9
3rd party AuM¹ (EUR bn)	1,138.5	1,150.9	1,222.3	1,281.3	1,266.4	1,354.0	1,419.3	1,438.4	1,517.1	+250.7	1,138.5	1,266.4	1,517.1

1) 3rd party Assets under Management are end of period values

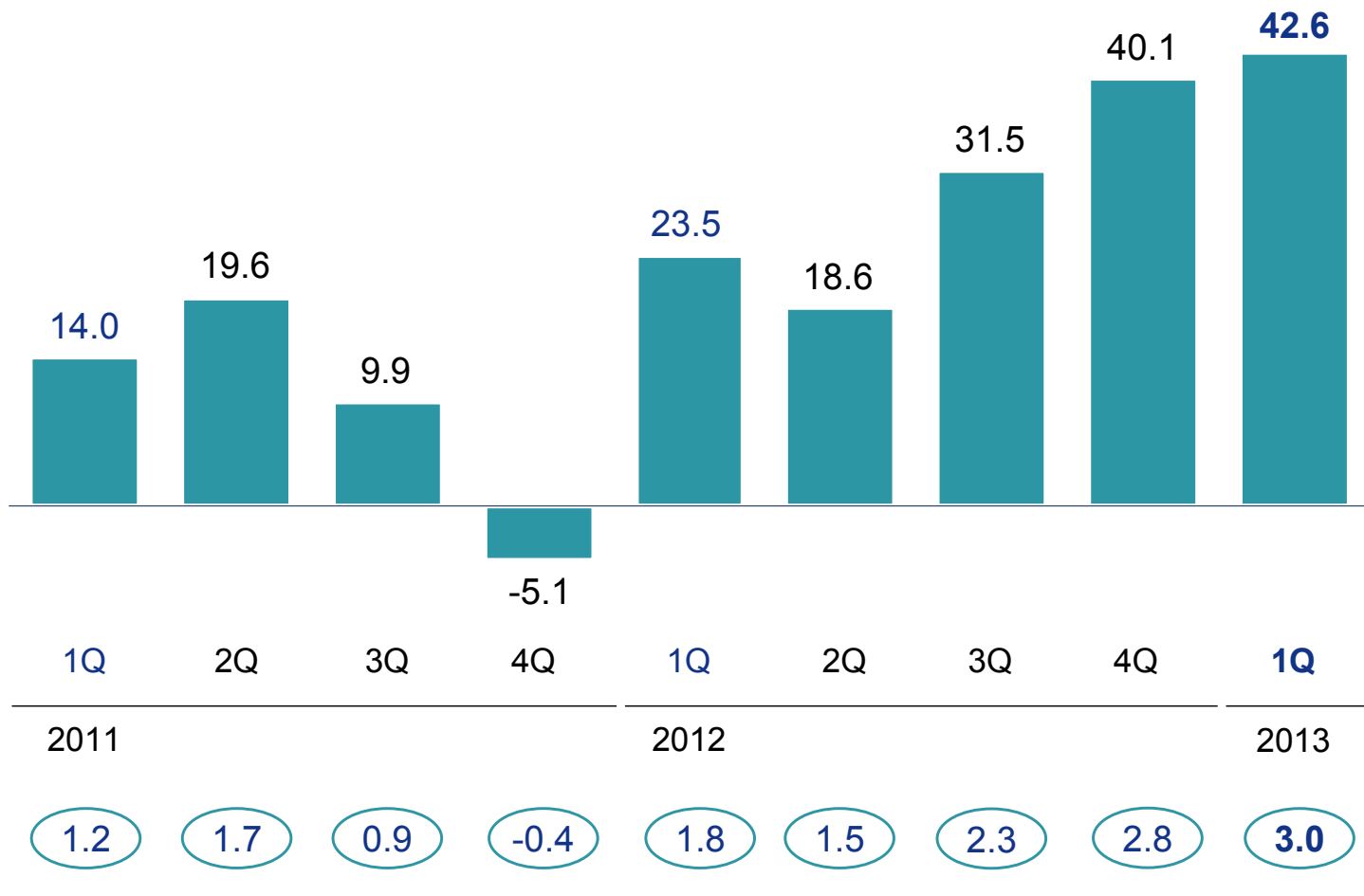
AM: assets under management

AuM development (EUR bn)



AM: net flows

3rd party net flow development (EUR bn)

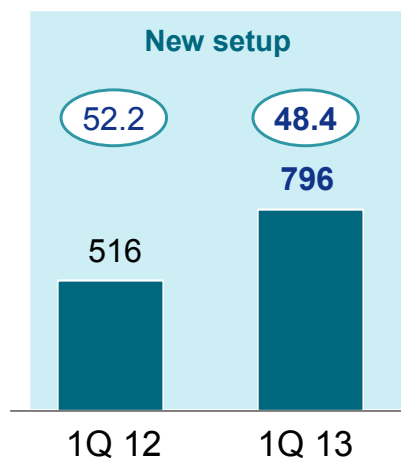


AM: operating profit

Operating profit development (EUR mn)

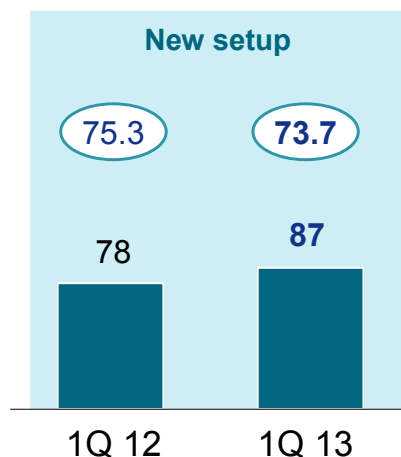
PIMCO

Cost-income
ratio (in %)



AllianzGI

Cost-income
ratio (in %)



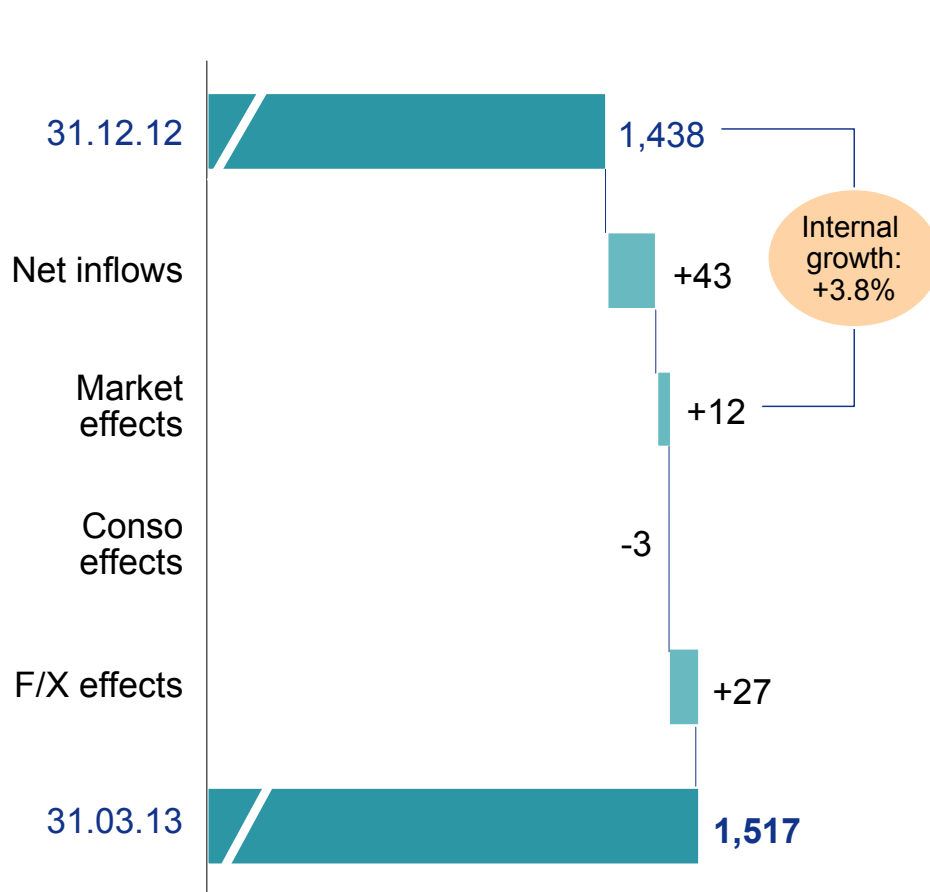
3 rd party AuM (EUR bn)	31.03.12	31.03.13
PIMCO	1,066	1,301
AllianzGI	173	190
Other	27	26
Total 3rd party AuM	1,266	1,517

3-yr outperformance (in %)	31.03.12	31.03.13
PIMCO	96	95
AllianzGI	62	66

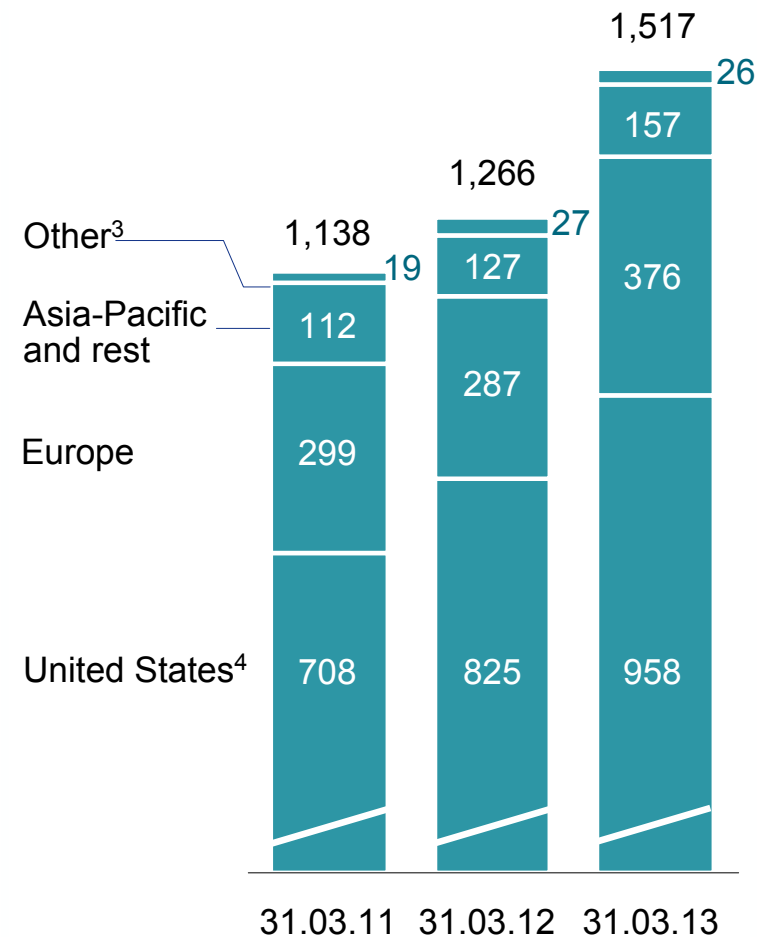
3 rd party net flows (EUR bn)	1Q 12	1Q 13
PIMCO	21.9	40.4
AllianzGI	1.6	1.4
Other	0.0	0.8
Total 3rd party net flows	23.5	42.6

AM: 3rd party AuM¹ (EUR bn)

AuM development



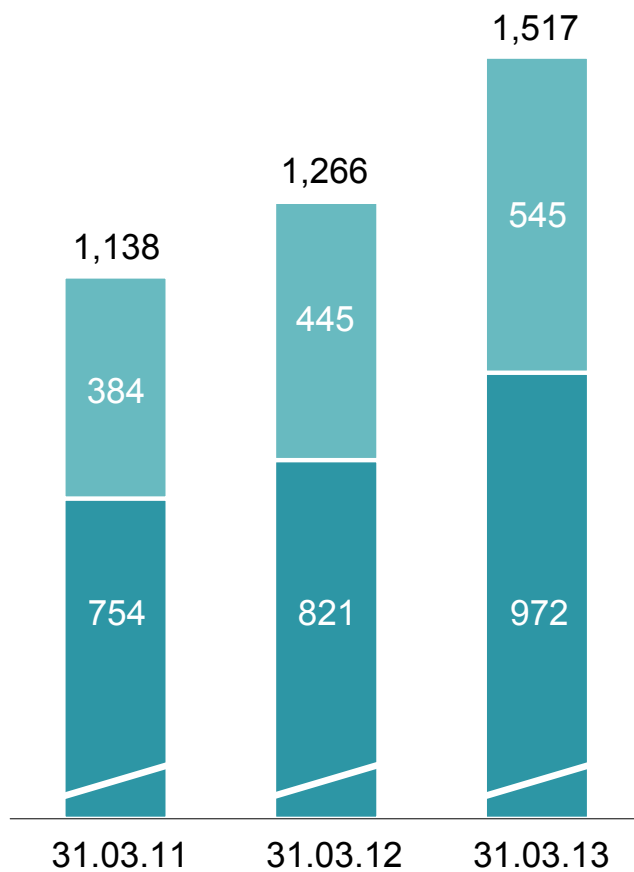
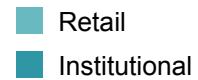
AuM regional breakdown²



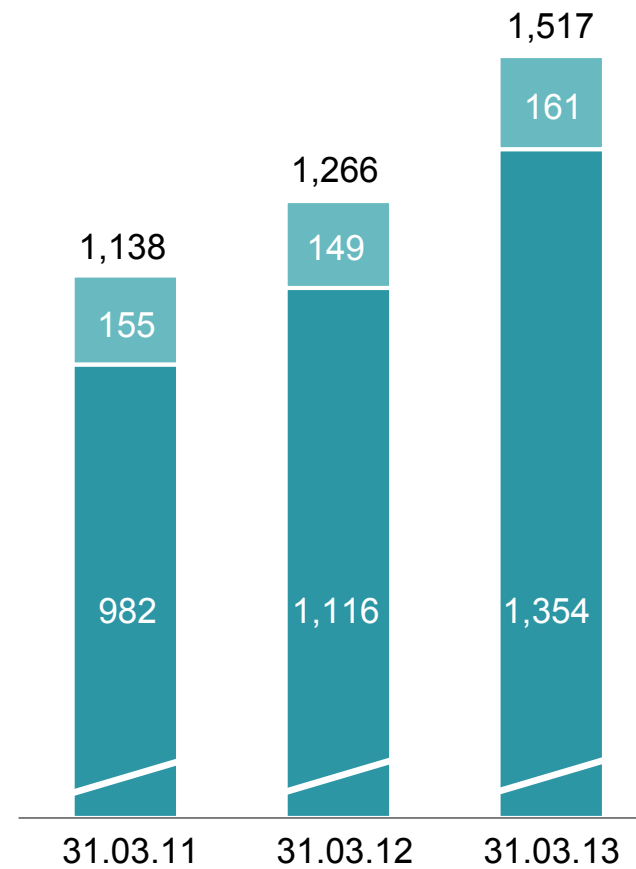
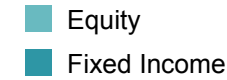
1) Comprises 3rd party AuM managed by AAM and other Allianz Group companies
 2) Based on the location of the asset management company
 3) Consists of 3rd party assets managed by other Allianz Group companies, no regional breakdown
 4) 3rd party AuM in US-Dollar: 1,005bn, 1,098bn and 1,230bn as of 31.03.11, 31.03.12 and 31.03.13, respectively

AM: 3rd party AuM¹ (EUR bn)

AuM class mix²



AuM product mix³



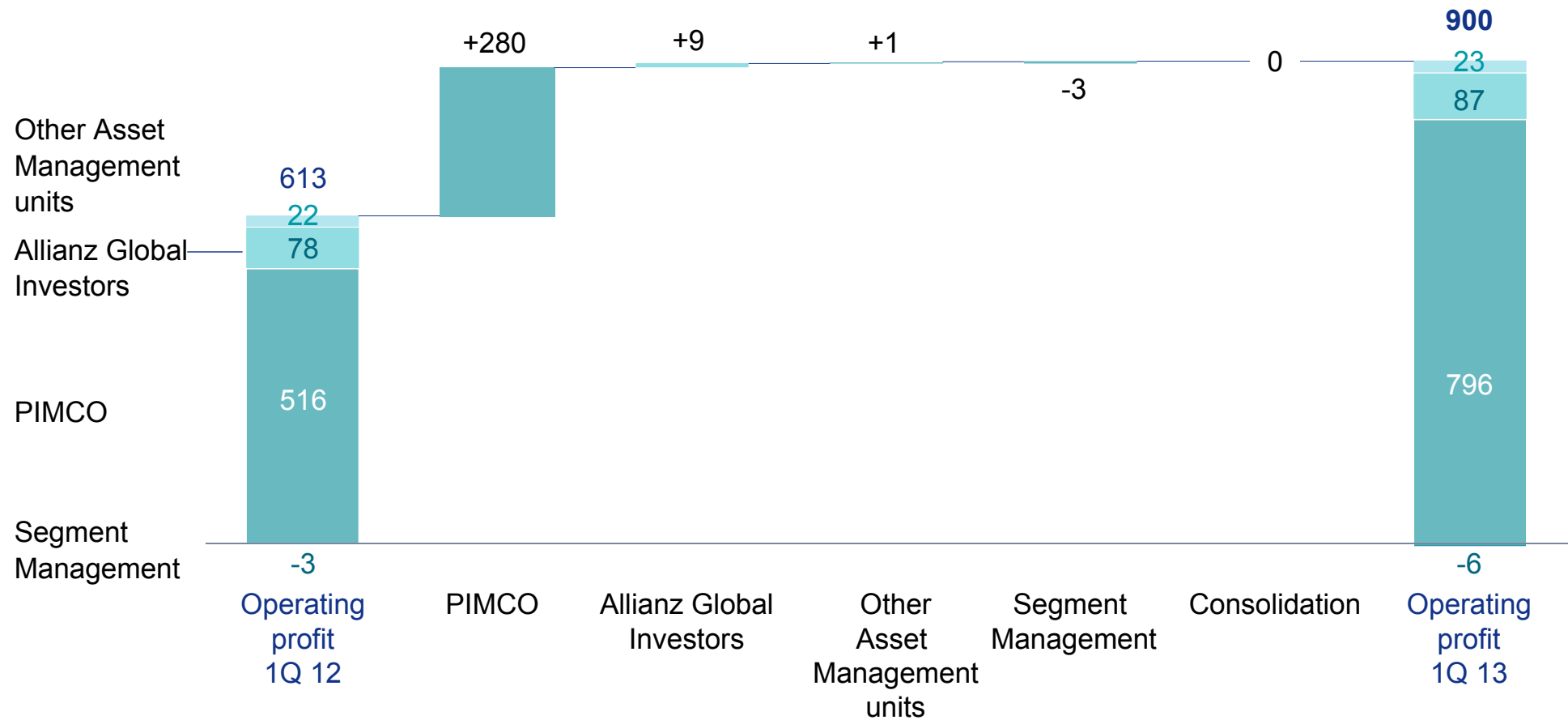
1) Comprises 3rd party AuM managed by AAM and other Allianz Group companies

2) Classification is driven by vehicle types

3) Includes also EUR 1bn, EUR 1bn and EUR 2bn “other” assets as of 31.03.11, 31.03.12 and 31.03.13, respectively

AM: reconciliation Asset Management

Operating profit development (EUR mn)



3e

Group financial
results 1Q 2013

- 1** Highlights
- 2** Comment pages
- 3** **Additional information**
 - a) Group
 - b) Property-Casualty
 - c) Life/Health
 - d) Asset Management
 - e) Corporate and Other
- 4** Glossary

Corporate and Other: key figures (EUR mn)

	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	Delta 1Q 13/12	3M 2011	3M 2012	3M 2013
Total revenues (Banking)	151	137	129	150	155	141	142	152	148	-7	151	155	148
Operating profit													
Holding & Treasury	-229	-143	-225	-191	-257	-173	-264	-407	-167	+90	-229	-257	-167
Banking	2	-26	-9	-43	-15	-21	0	2	-83	-68	2	-15	-83
Alternative Investments	-4	-11	10	0	-1	13	3	7	11	+12	-4	-1	11
<i>Consolidation</i>	0	0	1	-1	-1	1	0	-1	0	+1	0	-1	0
Corporate and Other operating profit	-231	-180	-223	-235	-274	-180	-261	-399	-239	+35	-231	-274	-239
Non-operating items													
Holding & Treasury	-245	-287	-861	-609	-61	-201	-215	-555	-251	-190	-245	-61	-251
Banking	0	11	-3	-114	0	13	-3	1	3	+3	0	0	3
Alternative Investments	-37	-25	-30	-1	-11	-1	-98	-2	-54	-43	-37	-11	-54
<i>Consolidation</i>	22	-1	24	5	1	-1	0	86	27	+26	22	1	27
Corporate and Other non-operating items	-260	-302	-870	-719	-71	-190	-316	-470	-275	-204	-260	-71	-275
Income b/taxes	-491	-482	-1,093	-954	-345	-370	-577	-869	-514	-169	-491	-345	-514
Income taxes	34	138	267	104	-31	104	140	94	117	+148	34	-31	117
Net income	-457	-344	-826	-850	-376	-266	-437	-775	-397	-21	-457	-376	-397
<i>Net income attributable to:</i>													
Non-controlling interests	-4	-4	-2	3	1	6	3	3	2	+1	-4	1	2
Shareholders	-453	-340	-824	-853	-377	-272	-440	-778	-399	-22	-453	-377	-399
Cost-income ratio Banking (in %)	88.2	93.4	96.9	85.4	80.1	85.0	91.0	92.1	146.6	+66.5%-p	88.2	80.1	146.6
RWA¹ Banking (EUR bn)	9	9	9	9	9	9	9	9	9	+0	9	9	9

1) Risk weighted assets are end of period values. RWA based on Basel II approach

4

Group financial
results 1Q 2013

- 1 Highlights
- 2 Comment pages
- 3 Additional information
 - a) Group
 - b) Property-Casualty
 - c) Life/Health
 - d) Asset Management
 - e) Corporate and Other
- 4 Glossary**

Glossary (1)

AAM	Allianz Asset Management (former AGI)
ABS	Asset-backed securities: Structured bonds or notes collateralized by a pool of assets such as loans, bonds or mortgages. As characteristics of the collaterals vary considerably (with regard to asset class, quality, maturity, etc.), so do asset-backed securities.
AFS	Available-for-sale: Securities which have been acquired neither for sale in the near term nor to be held to maturity. Available-for-sale investments are shown at fair value on the balance sheet.
AGCS	Allianz Global Corporate & Specialty
AGI	Allianz Global Investors (AllianzGI)
AM	Asset Management – AM segment
AuM	Assets under Management: The total of all investments, valued at current market value, which the Group has under management with responsibility for their performance. In addition to the Group's own investments, AuM include investments managed on behalf of third parties.
Bps	Basis point = 0.01%
CEE	Central and Eastern Europe
CEIOPS	Committee of European Insurance and Occupational Pensions Supervisors; as of January 1, 2011, CEIOPS has been replaced by the European Insurance and Occupational Pensions Authority (EIOPA).
Combined ratio (CR)	Sum of loss ratio and expense ratio, represents the total of acquisition and administrative expenses (net) and claims and insurance benefits incurred (net) divided by premiums earned (net).
Collateralized debt obligation (CDO)	Collateralized debt obligation (CDO) is a type of structured security backed by a pool of bonds, loans and other assets. CDOs usually do not specialize in any one type of debt but are often non-mortgage loans or bonds.
Collateralized mortgage obligation (CMO)	Collateralized mortgage obligation (CMO) is a type of mortgage-backed security where the cash flows are often pooled and structured into many classes of securities with different maturities and payment schedules.

Glossary (2)

Commercial mortgage-backed securities (CMBS)	Commercial mortgage-backed security (CMBS) is a type of mortgage backed security that is secured by the underlying pool of loans on commercial properties.
Cost-income ratio (CIR)	Represents operating expenses divided by operating revenues.
Covered bonds	Debt securities covered by a pool of mortgage loans or by public-sector loans with investors having a preferential claim in case of a default.
Current yield	Interest and similar income/ average asset base at book value (excluding income from financial assets and liabilities carried at fair value); current yield on debt securities adjusted for interest expenses; yield on debt securities including cash components.
DAC	Deferred acquisition costs: Commissions, underwriting expenses and policy issuance costs, which vary with and are primarily related to the acquisition and renewal of insurance contracts. These acquisition costs are deferred, to the extent that they are recoverable, and are subject to recoverability testing at the end of each accounting period.
EIOPA	European Insurance and Occupational Pensions Authority (also see CEIOPS)
Equity exposure	The equity exposure is the part of investments invested in equity securities.
Equity gearing	Equity exposure (attributable to shareholders) divided by net asset value excluding goodwill.
Expense ratio (ER)	Acquisition and administrative expenses (net) divided by premiums earned (net).
Fair value (FV)	The amount for which an asset could be or is exchanged between knowledgeable, willing parties in an arm's length transaction.
FCD	Financial conglomerates directive: European regulation for the supervision of financial conglomerates and financial groups involved in cross-sectoral business operations.
Financial assets carried at fair value through income	Financial assets carried at fair value through income include debt and equity securities as well as other financial instruments (essentially derivatives, loans and precious metal holdings) which have been acquired solely for sale. They are recorded in the balance sheet at fair value.

Glossary (3)

Financial liabilities carried at fair value through income

Financial liabilities carried at fair value through income include primarily negative market values from derivatives and short selling of securities. Derivatives shown as financial liabilities carried at fair value through income are valued the same way as financial assets carried at fair value through income.

FVO

Fair value option: Financial assets and liabilities designated at fair value through income are measured at fair value with changes in fair value recorded in the consolidated income statement. The recognized net gains and losses include dividends and interest of the financial instruments. A financial instrument may only be designated at inception as held at fair value through income and cannot be subsequently changed.

F/X

Foreign exchange

Goodwill

Difference between a subsidiary's purchase price and the relevant proportion of its net assets valued at the current value of all assets and liabilities at the time of acquisition.

Government bonds

Government bonds include government and government agency bonds.

Gross/Net

In insurance terminology the terms "gross" and "net" mean before and after consideration of reinsurance ceded, respectively. In investment terminology the term "net" is used where the relevant expenses (e.g. depreciations and losses on the disposal of assets) have already been deducted.

Harvesting rate

$(\text{Realized gains and losses (net)} + \text{impairments on investments (net)}) / \text{average investments and loans at book value (excluding income from financial assets/ liabilities carried at fair value)}$.

IFRS

International Financial Reporting Standards. Since 2002, the designation of IFRS applies to the overall framework of all standards approved by the International Accounting Standards Board. Standards already approved before will continue to be cited as International Accounting Standards (IAS).

Internal growth

Enhances the understanding of our total revenue performance by excluding the effects of foreign currency translation as well as of acquisitions and disposals.

L/H

Life and health insurance

Glossary (4)

L/H operating profit sources

The objective of the Life/Health operating profit sources analysis is to explain movements in IFRS results by analyzing underlying drivers of performance on a L/H segment consolidated basis.

Loadings & fees: Includes premium and reserve based fees, unit-linked management fees and policyholder participation on expenses.

Investment margin: Is defined as IFRS investment income net of expenses less interest credited to IFRS reserves less policyholder participation.

Expenses: Includes commissions, acquisition expenses and administration expenses

Technical margin: Comprises risk result (risk premiums less benefits in excess of reserves less policyholder participation), lapse result (surrender charges and commission claw-backs) and reinsurance result.

Impact of change in DAC: Includes effects of change in DAC, URR and VOBA and is the net impact of deferral and amortization of acquisition costs and front-end loadings on operating profit .

Loss frequency

Number of accident year claims reported divided by number of risks in-force

Loss ratio

Claims and insurance benefits incurred (net) divided by premiums earned (net).
Loss ratio calendar year (c.y.) includes the results of the prior year reserve development in contrast to the loss ratio accident year (a.y.).

Loss severity

Average claim size (accident year gross claims reported divided by number of claims reported)

MBS

Mortgage-backed securities: Securities backed by mortgage loans

MCEV

Market consistent embedded value is a measure of the consolidated value of shareholders' interest in a life portfolio. The Market Consistent Embedded Value is defined as

Net asset value (NAV)

- + Present value of future profits
- Time value of financial options and guarantees (O&G)
- Frictional cost of required capital
- Cost of residual non-hedgeable risk (CNHR)

Glossary (5)

Modified duration	Is a measure for the interest rate sensitivity of the portfolio.
MoR	Represents operating profit divided by the average of (a) current quarter end and prior quarter end net reserves and (b) current quarter end and prior year end net reserves, whereby net reserves equal reserves for loss and loss adjustment expenses, reserves for insurance and investment contracts and financial liabilities for unit-linked contracts less reinsurance assets.
MVLO	Market value liability option
NatCat	Accumulation of claims that are all related to the same natural or weather/atmospheric event during a certain period of time and where AZ Group's estimated gross loss exceeds EUR 20mn if one country is affected (respectively EUR 50mn if more than one country is affected); or if event is of international media interest.
NBM	New business margin: Value of new business divided by present value of new business premiums
Non-controlling interests	Represent the proportion of equity of affiliated enterprises not owned by Group companies.
NPE	Net premiums earned
OAB	Operating asset base: Represents all operating investment assets within the L/H segment. This includes investments & loans, financial assets and liabilities carried at fair value as well as unit-linked investments. Market value liability option is excluded.
OE	Operating entity
Operating profit	Earnings from ordinary activities before income taxes and minority interests in earnings, excluding, as applicable for each respective segment, all or some of the following items: Income from financial assets and liabilities held for trading (net), realized gains/ losses (net), impairments of investments (net), interest expense from external debt, amortization of intangible assets, acquisition-related expenses and restructuring charges, income from fully consolidated private equity investments (net) as this represents income from industrial holdings outside the scope of operating business.
P/C	Property and casualty insurance

Glossary (6)

PIMCO	Pacific Investment Management Company Group
Premiums written/ earned (IFRS)	Premiums written represent all premium revenues in the year under review. Premiums earned represent that part of the premiums written used to provide insurance coverage in that year. In the case of life insurance products where the policyholder carries the investment risk (e.g. variable annuities), only that part of the premiums used to cover the risk insured and costs involved is treated as premium income.
PVNBP	Present value of new business premiums: Present value of projected new regular premiums, discounted with risk-free rates, plus the total amount of single premiums received.
Reinsurance	Where an insurer transfers part of the risk which he has assumed to another insurer.
Required capital	The market value of assets attributed to the covered business over and above that required to back liabilities for covered business whose distribution to shareholders is restricted.
Residential mortgage-backed securities (RMBS)	Debt instruments that are backed by portfolios of mortgages on residential rather than commercial real estate.
Retained earnings	Retained earnings comprise the net income of the current year, not yet distributed earnings of prior years and treasury shares as well as any amounts directly recognized in equity according to IFRS such as consolidation differences from minority buyouts.
Risk capital	Minimum capital required to ensure solvency over the course of one year with a certain probability which is also linked to our rating ambition.
Risk-weighted assets (RWA)	All assets of a bank multiplied by the respective risk-weight according to the degree of risk of each type of asset.
Run-off ratio	Run-off ratio is calculated as run-off result (result from reserve releases in P/C business) in percent of net premiums earned.
SE	Societas Europaea: European stock company

Glossary (7)

Shadow DAC	Shadow accounting is applied in order to include the effect of unrealized gains or losses from the debt or equity securities classified as available for sale in the measurement of Deferred Acquisition Costs in the same way as it is done for realized gains or losses. Due to virtual (shadow) realization of unrealized gains or losses Deferred Acquisition Costs are adjusted with corresponding charges or credits recognized directly to shareholders' equity
Solvency ratio	Ratio indicating the capital adequacy of a company comparing eligible funds to required capital
Sovereign bonds	Sovereign bonds include government and government agency bonds
Statutory premiums	Represent gross premiums written from sales of life insurance policies, as well as gross receipts from sales of unit-linked and other investment-oriented products, in accordance with the statutory accounting practices applicable in the insurer's home jurisdiction
Stress tests	<p>Conglomerate solvency ratio stress tests are based on the following scenarios</p> <ul style="list-style-type: none"> - Credit loss / migration: scenario based on probabilities of default in 1932, migrations adjusted to mimic recession and assumed recovery rate of 30% - Credit spread: 100bps increase in the credit spreads across all rating classes - New business: new non-recurring business volume increases by 50% which leads to an additional reserve requirement - NatCat: loss due to NatCat events, both natural and man-made, leading to claims of EUR 1.7bn. Applies to P/C business only
Total equity	Represents the sum of shareholders' equity and non-controlling interests
Total revenues	Represent the sum of P/C segment's gross premiums written, L/H segment's statutory premiums, operating revenues in Asset Management and total revenues in Corporate and Other (Banking)
UBR (Unfallversicherung mit garantierter Beitragsrückzahlung)	Special form of accident insurance where the policyholder, in addition to insurance coverage for accidents (accident insurance), has a guaranteed claim to refund from premiums on the agreed maturity date or in the event of death (endowment insurance)

Glossary (8)

Unrealized gains and losses (net) (as part of shareholders' equity)	Include primarily unrealized gains and losses from available-for-sale investments net of tax and policyholder participation
URR	The unearned revenue reserve contains premium components that refer to future periods, which are reserved and released over the lifetime of the corresponding contracts.
VOBA	Value of the business acquired. It refers to the present value of future profits associated with a block of business purchased.
VIF	Value of in-force: Present value of future profits from in-force business (PVFP) minus the time value of financial options and guarantees (O&G) granted to policyholders, minus the cost of residual non-hedgeable risk (CNHR), minus the frictional cost of holding required capital (CReC)
VNB	Value of new business: The additional value to shareholder created through the activity of writing new business. It is defined as present value of future profits (PVFP) after acquisition expenses minus the cost of option and guarantees (O&G), minus the cost of residual non-hedgeable risk (CNHR), minus the frictional cost of holding required capital, all determined at issue date
3-year-outperformance AM	Allianz Asset Management account-based, asset-weighted three-year investment performance of third-party assets versus the primary target including all accounts managed by portfolio managers of Allianz Asset Management. For some retail funds the net of fee performance is compared to the median performance of the corresponding Morningstar peer group (first and second quartile mean outperformance). For all other retail funds and for all institutional accounts, the gross of fee performance (revaluated based on closing prices) is compared to the respective benchmark based on different metrics.

Disclaimer

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.

No duty to update

The company assumes no obligation to update any information or forward-looking statement contained herein, save for any information required to be disclosed by law.