### **Allianz Group**

Financial information as of 30 June 2017

### Reporting by business segments and quarters

(starting from 1Q 2016)

Consolidated Balance Sheets Asset allocation Allianz Group overview Property-Casualty overview Property-Casualty by region Life/Health overview Life/Health details Life/Health by region Asset Management overview Corporate and Other overview

Note: Where past years' figures have been adjusted as a consequence of changes to accounting regulations or their application, these restatements are considered in the spreadsheets retroactively. Therefore the figures above may differ from the figures originally published in the Annual Reports and Interim Reports.

The quarterly figures regarding the net assets, financial position and results of operations have been prepared in conformity with International Financial Reporting Standards. The presented financial information does not represent financial statements within the meaning of International Accounting Standard (IAS) 1.

Show percentage changes in the tables up to

300%

### **Consolidated Balance Sheets**

By business segments and quarters

| ASSETS   | Allianz Group |           |           |            |           |           |                  |  |  |
|--|---------------|-----------|-----------|------------|-----------|-----------|------------------|--|--|
| EUR mn   | 3/31/2016     | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |  |  |
| Cash and cash equivalents  | 14,690        | 14,573    | 15,427    | 14,463     | 15,744    | 17,154    | 18.6%            |  |  |
| Financial assets carried at fair value through income                        | 7,932         | 8,161     | 8,232     | 8,333      | 8,195     | 8,454     | 1.5%             |  |  |
| Investments  | 530,262       | 540,091   | 551,979   | 536,869    | 541,459   | 535,806   | -0.2%            |  |  |
| Loans and advances to banks and customers                                    | 116,369       | 115,522   | 115,444   | 105,369    | 105,032   | 104,496   | -0.8%            |  |  |
| Financial assets for unit-linked contracts                                   | 103,392       | 104,927   | 107,340   | 111,325    | 114,726   | 115,268   | 3.5%             |  |  |
| Reinsurance assets   | 16,059        | 15,931    | 15,102    | 15,562     | 16,078    | 15,225    | -2.2%            |  |  |
| Deferred acquisition costs   | 24,205        | 22,635    | 22,353    | 24,887     | 25,311    | 24,061    | -3.3%            |  |  |
| Deferred tax assets  | 1,125         | 1,051     | 1,077     | 1,003      | 1,109     | 951       | -5.1%            |  |  |
| Other assets   | 39,186        | 38,553    | 37,254    | 38,050     | 39,266    | 38,041    | 0.0%             |  |  |
| Non-current assets and assets of disposal groups classified as held for sale | 368           | 15,004    | 15,545    | 14,196     | 13,869    | 14,378    | 1.3%             |  |  |
| Intangible assets  | 13,242        | 13,420    | 13,433    | 13,752     | 13,655    | 13,353    | -2.9%            |  |  |
| Total assets   | 866,833       | 889,868   | 903,186   | 883,809    | 894,443   | 887,189   | 0.4%             |  |  |

| EUR mn   | 3/31/2016 | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
|--|-----------|-----------|-----------|------------|-----------|-----------|------------------|
| Financial liabilites carried at fair value through income  | 10,326    | 12,064    | 11,589    | 11,271     | 11,804    | 11,073    | -1.8%            |
| Liabilities to banks and customers                         | 24,349    | 24,758    | 24,805    | 13,038     | 12,727    | 13,666    | 4.8%             |
| Unearned premiums  | 25,315    | 24,250    | 22,789    | 21,360     | 26,549    | 24,902    | 16.6%            |
| Reserves for loss and loss adjustment expenses             | 70,862    | 71,559    | 71,545    | 72,373     | 72,879    | 71,745    | -0.9%            |
| Reserves for insurance and investment contracts            | 497,376   | 501,438   | 509,171   | 505,322    | 506,367   | 504,404   | -0.2%            |
| Financial liabilites for unit-linked contracts             | 103,392   | 104,927   | 107,340   | 111,325    | 114,726   | 115,268   | 3.5%             |
| Deferred tax liabilites                                    | 5,091     | 5,867     | 6,301     | 4,683      | 4,620     | 4,737     | 1.2%             |
| Other liabilities  | 39,601    | 39,323    | 39,945    | 39,867     | 39,702    | 39,799    | -0.2%            |
| Liabilities of disposal groups classified as held for sale | 245       | 13,335    | 13,800    | 13,290     | 13,055    | 13,401    | 0.8%             |
| Certificated liabilities                                   | 8,023     | 9,603     | 9,428     | 7,615      | 7,707     | 7,682     | 0.9%             |
| Subordinated liabilities                                   | 12,280    | 12,331    | 13,667    | 13,530     | 13,646    | 13,448    | -0.6%            |
| Total liabilities  | 796,859   | 819,455   | 830,380   | 813,674    | 823,783   | 820,127   | 0.8%             |
| Shareholders' equity                                       | 67,012    | 67,369    | 69,725    | 67,083     | 67,680    | 64,198    | -4.3%            |
| Non-controlling interests                                  | 2,962     | 3,044     | 3,081     | 3,052      | 2,979     | 2,864     | -6.2%            |
| Total equity   | 69,973    | 70,413    | 72,807    | 70,135     | 70,659    | 67,062    | -4.4%            |
| Total liabilities and equity                               | 866,833   | 889,868   | 903,186   | 883,809    | 894,443   | 887,189   | 0.4%             |



By business segments and quarters

| ASSETS   | Property-Casualty |           |           |            |           |           |                  |  |
|--|-------------------|-----------|-----------|------------|-----------|-----------|------------------|--|
| EUR mn   | 3/31/2016         | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |  |
| Cash and cash equivalents  | 4,256             | 3,567     | 3,506     | 3,429      | 3,552     | 3,483     | 1.6%             |  |
| Financial assets carried at fair value through income                        | 482               | 474       | 481       | 539        | 489       | 622       | 15.4%            |  |
| Investments  | 100,587           | 102,376   | 103,156   | 102,430    | 103,446   | 102,414   | 0.0%             |  |
| Loans and advances to banks and customers                                    | 12,528            | 12,196    | 12,056    | 11,508     | 10,950    | 10,805    | -6.1%            |  |
| Financial assets for unit-linked contracts                                   | 0                 | 0         | 0         | 0          | 0         | 0         | n.m.             |  |
| Reinsurance assets   | 10,645            | 10,721    | 9,874     | 10,016     | 10,553    | 9,980     | -0.4%            |  |
| Deferred acquisition costs   | 5,011             | 4,939     | 4,796     | 4,782      | 5,253     | 5,026     | 5.1%             |  |
| Deferred tax assets  | 1,001             | 1,011     | 1,016     | 1,175      | 1,040     | 1,001     | -14.8%           |  |
| Other assets   | 24,522            | 22,862    | 22,147    | 22,392     | 25,168    | 22,842    | 2.0%             |  |
| Non-current assets and assets of disposal groups classified as held for sale | 383               | 367       | 354       | 97         | 12        | 55        | -43.8%           |  |
| Intangible assets  | 2,764             | 2,751     | 2,758     | 2,870      | 2,844     | 2,820     | -1.7%            |  |
| Total assets   | 162,178           | 161,264   | 160,144   | 159,237    | 163,306   | 159,048   | <b>-0.1%</b>     |  |

| EUR mn   | 3/31/2016 | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
|--|-----------|-----------|-----------|------------|-----------|-----------|------------------|
| Financial liabilites carried at fair value through income  | 132       | 178       | 118       | 129        | 103       | 87        | -32.3%           |
| Liabilities to banks and customers                         | 875       | 973       | 906       | 864        | 862       | 1,205     | 39.5%            |
| Unearned premiums  | 21,564    | 20,528    | 18,906    | 17,276     | 22,260    | 20,648    | 19.5%            |
| Reserves for loss and loss adjustment expenses             | 60,116    | 61,012    | 60,935    | 61,617     | 62,010    | 60,832    | -1.3%            |
| Reserves for insurance and investment contracts            | 14,667    | 14,722    | 14,867    | 14,837     | 14,838    | 14,791    | -0.3%            |
| Financial liabilites for unit-linked contracts             | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax liabilites                                    | 2,675     | 2,836     | 2,921     | 2,674      | 2,513     | 2,412     | -9.8%            |
| Other liabilities  | 18,282    | 17,313    | 17,223    | 19,261     | 17,641    | 17,142    | -11.0%           |
| Liabilities of disposal groups classified as held for sale | 254       | 247       | 224       | 0          | 0         | 20        | n.m.             |
| Certificated liabilities                                   | 12        | 12        | 12        | 11         | 11        | 11        | -3.4%            |
| Subordinated liabilities                                   | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Total liabilities  | 118,577   | 117,821   | 116,112   | 116,668    | 120,239   | 117,147   | 0.4%             |
| Shareholders' equity                                       |           |           |           |            |           |           |                  |
| Non-controlling interests                                  |           |           |           |            |           |           |                  |
| Total equity   |           |           |           |            |           |           |                  |
| Total liabilities and equity                               |           |           |           |            |           |           |                  |

### **Consolidated Balance Sheets**

By business segments and quarters

| ASSETS   | Life/Health |           |           |            |           |           |                  |
|--|-------------|-----------|-----------|------------|-----------|-----------|------------------|
| EUR mn   | 3/31/2016   | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
| Cash and cash equivalents  | 8,064       | 8,004     | 8,443     | 7,014      | 8,546     | 9,006     | 28.4%            |
| Financial assets carried at fair value through income                        | 6,917       | 7,267     | 7,315     | 7,427      | 7,340     | 7,496     | 0.9%             |
| Investments  | 407,523     | 415,825   | 424,529   | 415,023    | 417,585   | 415,600   | 0.1%             |
| Loans and advances to banks and customers                                    | 93,995      | 92,392    | 92,309    | 93,142     | 92,295    | 92,368    | -0.8%            |
| Financial assets for unit-linked contracts                                   | 103,392     | 104,927   | 107,340   | 111,325    | 114,726   | 115,268   | 3.5%             |
| Reinsurance assets   | 5,479       | 5,275     | 5,294     | 5,625      | 5,599     | 5,345     | -5.0%            |
| Deferred acquisition costs   | 19,194      | 17,696    | 17,557    | 20,105     | 20,058    | 19,035    | -5.3%            |
| Deferred tax assets  | 267         | 752       | 498       | 537        | 564       | 550       | 2.4%             |
| Other assets   | 17,782      | 19,030    | 19,324    | 19,143     | 17,872    | 17,895    | -6.5%            |
| Non-current assets and assets of disposal groups classified as held for sale | 73          | 14,695    | 15,234    | 146        | 120       | 404       | 176.1%           |
| Intangible assets  | 2,977       | 3,050     | 3,102     | 3,078      | 3,046     | 3,005     | -2.4%            |
| Total assets   | 665,663     | 688,913   | 700,945   | 682,564    | 687,752   | 685,973   | 0.5%             |

| EUR mn   | 3/31/2016 | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
|--|-----------|-----------|-----------|------------|-----------|-----------|------------------|
| Financial liabilites carried at fair value through income  | 10,033    | 11,734    | 11,342    | 10,928     | 11,588    | 10,828    | -0.9%            |
| Liabilities to banks and customers                         | 5,052     | 5,703     | 5,698     | 5,551      | 5,492     | 6,128     | 10.4%            |
| Unearned premiums  | 3,775     | 3,748     | 3,904     | 4,108      | 4,309     | 4,293     | 4.5%             |
| Reserves for loss and loss adjustment expenses             | 10,771    | 10,574    | 10,639    | 10,790     | 10,904    | 10,956    | 1.5%             |
| Reserves for insurance and investment contracts            | 482,909   | 486,936   | 494,527   | 490,739    | 491,821   | 489,901   | -0.2%            |
| Financial liabilites for unit-linked contracts             | 103,392   | 104,927   | 107,340   | 111,325    | 114,726   | 115,268   | 3.5%             |
| Deferred tax liabilites                                    | 3,918     | 5,117     | 5,238     | 3,697      | 3,455     | 3,666     | -0.8%            |
| Other liabilities  | 14,097    | 13,189    | 13,625    | 14,622     | 15,023    | 14,864    | 1.7%             |
| Liabilities of disposal groups classified as held for sale | 3         | 13,102    | 13,575    | 3          | 2         | 139       | n.m.             |
| Certificated liabilities                                   | 12        | 12        | 12        | 11         | 11        | 11        | -3.4%            |
| Subordinated liabilities                                   | 95        | 95        | 95        | 95         | 95        | 95        | 0.0%             |
| Total liabilities  | 634,058   | 655,136   | 665,993   | 651,869    | 657,427   | 656,150   | 0.7%             |
| Shareholders' equity                                       |           |           |           |            |           |           |                  |
| Non-controlling interests                                  |           |           |           |            |           |           |                  |
| Total equity   |           |           |           |            |           |           |                  |
| Total liabilities and equity                               |           |           |           |            |           |           |                  |



By business segments and quarters

| ASSETS   | Asset Manage | ement     |           |            |           |           |                  |
|--|--------------|-----------|-----------|------------|-----------|-----------|------------------|
| EUR mn   | 3/31/2016    | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
| Cash and cash equivalents  | 947          | 1,002     | 997       | 1,155      | 918       | 884       | -23.5%           |
| Financial assets carried at fair value through income                        | 49           | 59        | 56        | 63         | 69        | 84        | 33.1%            |
| Investments  | 106          | 126       | 123       | 133        | 136       | 116       | -12.6%           |
| Loans and advances to banks and customers                                    | 65           | 28        | 53        | 65         | 67        | 57        | -12.1%           |
| Financial assets for unit-linked contracts                                   | 0            | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reinsurance assets   | 0            | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred acquisition costs   | 0            | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax assets  | 269          | 234       | 218       | 260        | 250       | 210       | -19.1%           |
| Other assets   | 2,478        | 2,765     | 3,097     | 2,924      | 2,693     | 2,937     | 0.5%             |
| Non-current assets and assets of disposal groups classified as held for sale | 0            | 27        | 29        | 29         | 29        | 27        | -5.4%            |
| Intangible assets  | 7,478        | 7,609     | 7,563     | 7,794      | 7,753     | 7,517     | -3.6%            |
| Total assets   | 11,392       | 11,851    | 12,136    | 12,422     | 11,916    | 11,833    | -4.7%            |

| EUR mn   | 3/31/2016 | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
|--|-----------|-----------|-----------|------------|-----------|-----------|------------------|
| Financial liabilites carried at fair value through income  | 0         | 0         | 0         | 0          | 0         | 0         | -14.0%           |
| Liabilities to banks and customers                         | 174       | 174       | 174       | 174        | 174       | 174       | 0.0%             |
| Unearned premiums  | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reserves for loss and loss adjustment expenses             | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reserves for insurance and investment contracts            | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Financial liabilites for unit-linked contracts             | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax liabilites                                    | 20        | 27        | 23        | 29         | 32        | 87        | 202.5%           |
| Other liabilities  | 2,207     | 2,594     | 3,006     | 2,925      | 2,464     | 2,644     | -9.6%            |
| Liabilities of disposal groups classified as held for sale | 0         | 3         | 4         | 5          | 4         | 5         | -15.7%           |
| Certificated liabilities                                   | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Subordinated liabilities                                   | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Total liabilities  | 2,401     | 2,797     | 3,206     | 3,133      | 2,673     | 2,910     | -7.1%            |
| Shareholders' equity                                       |           |           |           |            |           |           |                  |
| Non-controlling interests                                  |           |           |           |            |           |           |                  |
| Total equity   |           |           |           |            |           |           |                  |
| Total liabilities and equity                               |           |           |           |            |           |           |                  |



By business segments and quarters

| ASSETS   | Corporate and | d Other   |           |            |           |           |                  |
|--|---------------|-----------|-----------|------------|-----------|-----------|------------------|
| EUR mn   | 3/31/2016     | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
| Cash and cash equivalents  | 1,760         | 2,246     | 3,100     | 3,053      | 2,954     | 4,046     | 32.5%            |
| Financial assets carried at fair value through income                        | 762           | 688       | 718       | 701        | 609       | 653       | -6.8%            |
| Investments  | 130,137       | 110,852   | 113,133   | 103,578    | 104,195   | 101,823   | -1.7%            |
| Loans and advances to banks and customers                                    | 15,462        | 16,621    | 16,742    | 6,081      | 6,613     | 6,089     | 0.1%             |
| Financial assets for unit-linked contracts                                   | 0             | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reinsurance assets   | 0             | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred acquisition costs   | 0             | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax assets  | 1,215         | 1,285     | 1,326     | 936        | 837       | 825       | -11.8%           |
| Other assets   | 8,139         | 6,883     | 7,629     | 8,556      | 7,718     | 7,681     | -10.2%           |
| Non-current assets and assets of disposal groups classified as held for sale | 0             | 0         | 0         | 13,925     | 13,710    | 13,904    | -0.2%            |
| Intangible assets  | 24            | 10        | 10        | 11         | 12        | 12        | 9.6%             |
| Total assets   | 157,498       | 138,586   | 142,659   | 136,841    | 136,647   | 135,033   | -1.3%            |

| EUR mn   | 3/31/2016 | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
|--|-----------|-----------|-----------|------------|-----------|-----------|------------------|
| Financial liabilites carried at fair value through income  | 441       | 485       | 471       | 615        | 429       | 566       | -8.0%            |
| Liabilities to banks and customers                         | 20,433    | 20,053    | 20,469    | 8,424      | 7,810     | 7,806     | -7.3%            |
| Unearned premiums  | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reserves for loss and loss adjustment expenses             | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reserves for insurance and investment contracts            | -6        | -30       | -31       | -57        | -96       | -92       | 60.2%            |
| Financial liabilites for unit-linked contracts             | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax liabilites                                    | 104       | 117       | 102       | 188        | 204       | 208       | 10.7%            |
| Other liabilities  | 25,959    | 26,814    | 28,565    | 25,283     | 25,590    | 25,495    | 0.8%             |
| Liabilities of disposal groups classified as held for sale | 0         | 0         | 0         | 13,306     | 13,074    | 13,262    | -0.3%            |
| Certificated liabilities                                   | 11,200    | 12,779    | 12,604    | 10,586     | 10,508    | 10,434    | -1.4%            |
| Subordinated liabilities                                   | 12,235    | 12,286    | 13,622    | 13,485     | 13,601    | 13,403    | -0.6%            |
| Total liabilities  | 70,366    | 72,504    | 75,803    | 71,830     | 71,120    | 71,081    | -1.0%            |
| Shareholders' equity                                       |           |           |           |            |           |           |                  |
| Non-controlling interests                                  |           |           |           |            |           |           |                  |
| Total equity   |           |           |           |            |           |           |                  |
| Total liabilities and equity                               |           |           |           |            |           |           |                  |



By business segments and quarters

| ASSETS   | Consolidation |           |           |            |           |           |                  |
|--|---------------|-----------|-----------|------------|-----------|-----------|------------------|
| EUR mn   | 3/31/2016     | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
| Cash and cash equivalents  | -336          | -246      | -620      | -187       | -226      | -266      | 41.8%            |
| Financial assets carried at fair value through income                        | -279          | -328      | -339      | -398       | -312      | -402      | 1.2%             |
| Investments  | -108,090      | -89,088   | -88,961   | -84,295    | -83,904   | -84,146   | -0.2%            |
| Loans and advances to banks and customers                                    | -5,681        | -5,714    | -5,715    | -5,427     | -4,893    | -4,823    | -11.1%           |
| Financial assets for unit-linked contracts                                   | 0             | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Reinsurance assets   | -64           | -66       | -66       | -78        | -74       | -100      | 27.6%            |
| Deferred acquisition costs   | 0             | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax assets  | -1,627        | -2,230    | -1,982    | -1,904     | -1,582    | -1,636    | -14.1%           |
| Other assets   | -13,734       | -12,987   | -14,944   | -14,965    | -14,185   | -13,313   | -11.0%           |
| Non-current assets and assets of disposal groups classified as held for sale | -88           | -85       | -72       | -2         | -2        | -12       | n.m.             |
| Intangible assets  | 0             | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Total assets   | -129,899      | -110,746  | -112,699  | -107,256   | -105,179  | -104,697  | -2.4%            |

| EUR mn   | 3/31/2016 | 6/30/2016 | 9/30/2016 | 12/31/2016 | 3/31/2017 | 6/30/2017 | $\Delta$ 17 / 16 |
|--|-----------|-----------|-----------|------------|-----------|-----------|------------------|
| Financial liabilites carried at fair value through income  | -280      | -333      | -342      | -400       | -316      | -409      | 2.2%             |
| Liabilities to banks and customers                         | -2,185    | -2,144    | -2,442    | -1,974     | -1,611    | -1,646    | -16.6%           |
| Unearned premiums  | -24       | -27       | -22       | -24        | -20       | -38       | 54.8%            |
| Reserves for loss and loss adjustment expenses             | -25       | -26       | -29       | -34        | -35       | -43       | 25.4%            |
| Reserves for insurance and investment contracts            | -195      | -190      | -192      | -196       | -196      | -196      | -0.3%            |
| Financial liabilites for unit-linked contracts             | 0         | 0         | 0         | 0          | 0         | 0         | n.m.             |
| Deferred tax liabilites                                    | -1,627    | -2,230    | -1,982    | -1,904     | -1,582    | -1,636    | -14.1%           |
| Other liabilities  | -20,945   | -20,588   | -22,475   | -22,223    | -21,015   | -20,346   | -8.4%            |
| Liabilities of disposal groups classified as held for sale | -11       | -16       | -2        | -25        | -25       | -25       | 0.6%             |
| Certificated liabilities                                   | -3,201    | -3,201    | -3,200    | -2,994     | -2,824    | -2,774    | -7.4%            |
| Subordinated liabilities                                   | -50       | -50       | -50       | -50        | -50       | -50       | 0.0%             |
| Total liabilities  | -28,542   | -28,804   | -30,734   | -29,826    | -27,675   | -27,161   | -8.9%            |
| Shareholders' equity                                       |           |           |           |            |           |           |                  |
| Non-controlling interests                                  |           |           |           |            |           |           |                  |
| Total equity   |           |           |           |            |           |           |                  |
| Total liabilities and equity                               |           |           |           |            |           |           |                  |

### **Asset allocation**

By business segments

|  | Property-0 | Casualty  | Life/He    | ealth     | Asset Man  | agement   | Corporate a | and Other | Consolidation |           | Allianz Group |           |
|--|------------|-----------|------------|-----------|------------|-----------|-------------|-----------|---------------|-----------|---------------|-----------|
| EUR bn   | 12/31/2016 | 6/30/2017 | 12/31/2016 | 6/30/2017 | 12/31/2016 | 6/30/2017 | 12/31/2016  | 6/30/2017 | 12/31/2016    | 6/30/2017 | 12/31/2016    | 6/30/2017 |
| Cash and cash pool assets net of cash collaterals <sup>1</sup>         | 4.9        | 5.6       | 7.5        | 7.7       | 1.7        | 1.5       | -3.1        | -2.7      | -0.2          | -0.6      | 10.8          | 11.5      |
| Equities <sup>2</sup>  | 7.4        | 7.8       | 40.4       | 43.1      | 0.0        | 0.0       | 2.2         | 2.3       | 0.0           | 0.0       | 49.9          | 53.2      |
| Equities available-for-sale  | 6.4        | 6.7       | 35.0       | 37.4      | 0.0        | 0.0       | 1.4         | 1.5       | 0.0           | 0.0       | 42.8          | 45.6      |
| Equities associates/joint ventures                                     | 1.0        | 1.1       | 5.3        | 5.7       | 0.0        | 0.0       | 0.8         | 0.8       | 0.0           | 0.0       | 7.2           | 7.6       |
| Debt securities  | 76.3       | 76.2      | 362.3      | 360.5     | 0.1        | 0.1       | 33.2        | 31.1      | 0.0           | 0.0       | 471.9         | 468.0     |
| Loans and advances   | 11.5       | 10.8      | 93.1       | 92.4      | 0.1        | 0.1       | 6.1         | 6.1       | -5.4          | -4.8      | 105.4         | 104.5     |
| Other  | 9.9        | 9.5       | 12.2       | 11.9      | 0.0        | 0.0       | 0.3         | 0.3       | -7.4          | -7.1      | 15.0          | 14.6      |
| Real estate held for investment  | 2.9        | 2.8       | 8.5        | 8.1       | 0.0        | 0.0       | 0.3         | 0.3       | 0.0           | 0.0       | 11.7          | 11.2      |
| Fixed assets of renewable energy investments                           | 0.5        | 0.5       | 1.9        | 2.0       | 0.0        | 0.0       | 0.0         | 0.0       | 0.0           | 0.0       | 2.4           | 2.5       |
| Funds held by others under reinsurance contracts assumed               | 6.5        | 6.2       | 1.8        | 1.7       | 0.0        | 0.0       | 0.0         | 0.0       | -7.4          | -7.1      | 0.9           | 0.9       |
| Investment portfolio   | 109.9      | 110.0     | 515.6      | 515.6     | 1.9        | 1.7       | 38.6        | 37.1      | -13.0         | -12.5     | 653.1         | 651.8     |
| Financial assets and liabilities designated at fair value <sup>3</sup> | 0.1        | 0.1       | 4.8        | 4.6       | 0.1        | 0.1       | 0.5         | 0.4       | 0.0           | 0.0       | 5.4           | 5.2       |
| Financial assets and liabilities held for trading <sup>3</sup>         | 0.3        | 0.4       | -8.3       | -7.9      | 0.0        | 0.0       | -0.4        | -0.3      | 0.0           | 0.0       | -8.4          | -7.8      |
| Group/segment financial assets   | 110.4      | 110.5     | 512.1      | 512.2     | 2.0        | 1.8       | 38.7        | 37.2      | -13.0         | -12.5     | 650.1         | 649.2     |
| Investment portfolio   | 109.9      | 110.0     | 515.6      | 515.6     | 1.9        | 1.7       | 38.6        | 37.1      | -13.0         | -12.5     | 653.1         | 651.8     |
| Affiliates   | 8.9        | 8.9       | 0.1        | 0.1       | 0.0        | 0.0       | 67.9        | 68.1      | -76.9         | -77.1     | 0.0           | 0.0       |
| Investment portfolio including affiliates                              | 118.8      | 118.8     | 515.7      | 515.7     | 1.9        | 1.7       | 106.6       | 105.2     | -89.9         | -89.6     | 653.1         | 651.8     |

<sup>1</sup> Net of liabilities from securities lending and including liabilities from cash pooling.

<sup>2</sup> Excluding affiliates.

<sup>3</sup> Net of liabilities.





### Allianz Group overview

By quarters

| EUR mn  | 1Q16    | 2Q16    | 3Q16    | 4Q16    | 2016    | 1Q17    | 2Q17    | ∆ <b>17 / 16</b> |
|---|---------|---------|---------|---------|---------|---------|---------|------------------|
| Total revenues <sup>1</sup>   | 35,357  | 29,402  | 27,666  | 29,991  | 122,416 | 36,224  | 29,994  | 2.0%             |
| Premiums earned (net)   | 17,413  | 17,167  | 17,345  | 18,432  | 70,357  | 17,820  | 17,323  | 0.9%             |
| Operating investment result   |         |         |         |         |         |         |         |                  |
| Interest and similar income   | 5,495   | 5,620   | 5,459   | 5,576   | 22,149  | 5,399   | 5,700   | 1.4%             |
| Operating income from financial assets and liabilities carried at fair value through income (net)     | -366    | -197    | -205    | -93     | -861    | -249    | -728    | 269.6%           |
| Operating realized gains/losses (net)   | 2,115   | 1,194   | 1,704   | 1,886   | 6,900   | 1,790   | 1,236   | 3.5%             |
| Interest expenses, excluding interest expenses from external debt                                     | -95     | -93     | -83     | -78     | -349    | -76     | -85     | -9.2%            |
| Operating impairments of investments (net)  | -450    | -527    | -132    | -150    | -1,259  | -89     | -171    | -67.5%           |
| Investment expenses   | -290    | -311    | -305    | -400    | -1,306  | -303    | -341    | 9.5%             |
| Subtotal  | 6,410   | 5,687   | 6,438   | 6,739   | 25,274  | 6,470   | 5,612   | -1.3%            |
| Fee and commission income   | 2,502   | 2,604   | 2,744   | 2,640   | 10,491  | 2,592   | 2,999   | 15.2%            |
| Other income  | 9       | 2       | 61      | 28      | 100     | 32      | 1       | -25.7%           |
| Claims and insurance benefits incurred (net)  | -12,484 | -12,802 | -12,693 | -15,177 | -53,156 | -13,025 | -12,369 | -3.4%            |
| Operating change in reserves for insurance and investment contracts (net)                             | -4,410  | -3,128  | -3,768  | -1,895  | -13,201 | -3,666  | -3,034  | -3.0%            |
| Loan loss provisions  | -10     | -15     | -5      | -18     | -46     | -4      | -9      | -38.3%           |
| Acquisition and administrative expenses (net), excluding acquisition-related expenses                 | -5,835  | -6,338  | -6,083  | -7,047  | -25,303 | -6,357  | -6,327  | -0.2%            |
| Fee and commission expenses   | -945    | -978    | -1,045  | -766    | -3,734  | -926    | -1,246  | 27.4%            |
| Operating amortization of intangible assets   | -5      | -5      | -5      | -5      | -19     | -5      | -5      | 0.0%             |
| Operating restructuring charges   | -3      | -10     | -1      | -5      | -20     | 0       | -17     | <b>68.5</b> %    |
| Other expenses  | 0       | -2      | -1      | -3      | -5      | -1      | 0       | -89.7%           |
| Reclassifications <sup>2</sup>  | 35      | 202     | 8       | 73      | 319     | 0       | 0       | -100.0%          |
| Operating profit  | 2,680   | 2,383   | 2,995   | 2,998   | 11,056  | 2,932   | 2,928   | 22.9%            |
| Non-operating investment result   |         |         |         |         |         |         |         |                  |
| Non-operating income from financial assets and liabilities carried at fair value through income (net) | 44      | 28      | -4      | -56     | 11      | -3      | 25      | -11.0%           |
| Non-operating realized gains/losses (net)   | 568     | 267     | 226     | 442     | 1,503   | 167     | 337     | 26.2%            |
| Non-operating impairments of investments (net)  | -61     | -383    | -48     | -189    | -681    | -12     | -59     | -84.5%           |
| Subtotal  | 550     | -88     | 174     | 196     | 833     | 152     | 303     | n.m.             |
| Non-operating change in reserves for insurance and investment contracts (net)                         | 0       | 0       | 0       | 0       | 0       | -4      | 6       | <u> </u>         |
| Interest expenses from external debt  | -207    | -211    | -217    | -223    | -858    | -213    | -208    | -1.6%            |
| Acquisition-related expenses  | 0       | 0       | 0       | 2       | 2       | 1       | 5       | n.m.             |
| Non-operating amortization of intangible assets   | -29     | -28     | -34     | -44     | -135    | -36     | -34     | 18.4%            |
| Non-operating restructuring charges   | -2      | -78     | -55     | -31     | -166    | -120    | -115    | 45.9%            |
| Reclassifications <sup>2</sup>  | -35     | -202    | -8      | -73     | -319    | 0       | 0       | -100.0%          |
| Non-operating items   | 276     | -608    | -139    | -172    | -643    | -220    | -43     | -93.0%           |
| Income before income taxes  | 2,956   | 1,775   | 2,856   | 2,826   | 10,413  | 2,712   | 2,886   | 62.5%            |
| Income taxes  | -712    | -594    | -870    | -909    | -3,085  | -792    | -793    | 33.5%            |
| Net income  | 2,244   | 1,182   | 1,986   | 1,918   | 7,329   | 1,920   | 2,093   | 77.1%            |
| Net income attributable to:   |         |         |         |         |         |         |         |                  |
| Non-controlling interests   | 100     | 95      | 91      | 82      | 367     | 104     | 99      | 4.4%             |
| Shareholders  | 2,144   | 1,087   | 1,895   | 1,836   | 6,962   | 1,816   | 1,994   | 83.4%            |

<sup>1</sup> Total revenues comprise premiums written in Property-Casualty, statutory premiums in Life/Health, operating revenues in Asset Management and total revenues in Corporate and Other (Banking).

<sup>2</sup> From the classification of our Korean life business as "held for sale" in 2Q 2016 until its disposal in 4Q 2016, the total result was considered as non-operating.



# **Property-Casualty overview** By quarters

| EUR mn  | 1Q16    | 2Q16    | 3Q16    | 4Q16    | 2016    | 1Q17    | 2Q17    | $\Delta$ 17 / 16 |
|---|---------|---------|---------|---------|---------|---------|---------|------------------|
| Gross premiums written  | 17,245  | 11,611  | 11,526  | 11,153  | 51,535  | 17,703  | 11,685  | 0.6%             |
| Ceded premiums written  | -1,732  | -1,011  | -944    | -710    | -4,397  | -1,512  | -912    | -9.8%            |
| Change in unearned premiums (net)   | -4,195  | 905     | 1,274   | 1,465   | -550    | -4,470  | 1,063   | 17.5%            |
| Premiums earned (net)   | 11,317  | 11,505  | 11,857  | 11,909  | 46,588  | 11,721  | 11,837  | 2.9%             |
| Interest and similar income   | 848     | 888     | 854     | 886     | 3,476   | 848     | 912     | 2.7%             |
| Operating income from financial assets and liabilities carried at fair value through income (net)     | -25     | 0       | 7       | -5      | -23     | -5      | -46     | n.m.             |
| Operating realized gains/losses (net)   | 82      | 76      | 53      | 75      | 285     | 71      | 81      | 7.1%             |
| Fee and commission income   | 380     | 379     | 379     | 389     | 1,527   | 408     | 504     | 32.8%            |
| Other income  | 0       | 1       | 2       | 19      | 21      | 31      | 1       | -51.4%           |
| Operating revenues  | 12,602  | 12,850  | 13,151  | 13,273  | 51,876  | 13,073  | 13,288  | 3.4%             |
| Claims and insurance benefits incurred (net)  | -7,331  | -7,831  | -7,763  | -7,652  | -30,576 | -7,871  | -7,685  | -1.9%            |
| Change in reserves for insurance and investment contracts (net)                                       | -135    | -119    | -147    | -160    | -561    | -119    | -139    | <b>16.9%</b>     |
| Interest expenses   | -24     | -25     | -23     | -14     | -85     | -19     | -32     | <b>29.1%</b>     |
| Operating impairments of investments (net)  | -15     | -28     | -4      | -5      | -51     | -3      | -3      | -89.8%           |
| Investment expenses   | -88     | -87     | -91     | -110    | -376    | -93     | -91     | 4.1%             |
| Acquisition and administrative expenses (net), excluding one-off effects from pension revaluation     | -3,228  | -3,264  | -3,322  | -3,538  | -13,352 | -3,329  | -3,410  | 4.5%             |
| Fee and commission expenses   | -340    | -366    | -356    | -345    | -1,407  | -381    | -482    | 31.8%            |
| Other expenses  | 0       | 0       | -1      | -2      | -3      | 0       | 0       | <b>119.0%</b>    |
| Operating expenses  | -11,159 | -11,720 | -11,708 | -11,825 | -46,412 | -11,815 | -11,842 | <b>1.0%</b>      |
| Operating profit  | 1,442   | 1,130   | 1,443   | 1,448   | 5,464   | 1,259   | 1,446   | 28.0%            |
| Non-operating income from financial assets and liabilities carried at fair value through income (net) | -1      | -21     | -10     | -22     | -53     | -15     | 13      | n.m.             |
| Non-operating realized gains/losses (net)   | 159     | 168     | 180     | 306     | 814     | 164     | 143     | -14.8%           |
| Non-operating impairments of investments (net)  | -53     | -115    | -35     | -34     | -236    | -25     | -28     | -75.4%           |
| Amortization of intangible assets   | -12     | -14     | -16     | -18     | -60     | -16     | -15     | 8.2%             |
| Restructuring charges   | -3      | -30     | -33     | -27     | -94     | -113    | -51     | <b>68.0%</b>     |
| Non-operating items   | 90      | -12     | 87      | 206     | 371     | -6      | 62      | n.m.             |
| Income before income taxes  | 1,532   | 1,118   | 1,530   | 1,654   | 5,835   | 1,253   | 1,508   | 34.8%            |
| Income taxes  | -385    | -344    | -407    | -542    | -1,677  | -341    | -351    | 1.9%             |
| Net income  | 1,147   | 774     | 1,124   | 1,112   | 4,158   | 913     | 1,157   | <b>49.4%</b>     |
| Net income attributable to:   |         |         |         |         |         |         |         |                  |
| Non-controlling interests   | 45      | 38      | 36      | 35      | 155     | 49      | 41      | 7.0%             |
| Shareholders  | 1,102   | 736     | 1,088   | 1,077   | 4,003   | 864     | 1,116   | 51.7%            |
| Loss ratio (in %)   | 64.8    | 68.1    | 65.5    | 64.3    | 65.6    | 67.2    | 64.9    | -3.1 -р          |
| thereof: Run-off ratio (in %)   | 3.5     | 6.5     | 3.0     | 4.9     | 4.5     | 2.8     | 3.8     | -2.7 -р          |
| thereof: NatCat ratio (in %)  | 0.2     | 4.4     | 0.2     | 1.2     | 1.5     | 1.1     | 1.0     | -3.3 -р          |
| Expense ratio (in %)  | 28.5    | 28.4    | 28.0    | 29.7    | 28.7    | 28.4    | 28.8    | 0.4 -р           |
| Combined ratio (in %)   | 93.3    | 96.4    | 93.5    | 94.0    | 94.3    | 95.6    | 93.7    | -2.7 -р          |

### **Property-Casualty**

By region

|   | Gross  | premiums writ |                                 | Premiums ea | Premiums earned (net) |        | rofit (loss) | Combined | ratio  | Loss ra  | tio    | Expense ratio |      |
|---|--------|---------------|---------------------------------|-------------|-----------------------|--------|--------------|----------|--------|----------|--------|---------------|------|
|   |        |               | Internal<br>growth <sup>1</sup> |             |                       |        |              |          |        |          |        |               |      |
|   | 2Q16   | 2Q17          | 2Q17                            | 2Q16        | 2Q17                  | 2Q16   | 2Q17         | 2Q16     | 2Q17   | 2Q16     | 2Q17   | 2Q16          | 2Q17 |
|   | EUR mn | EUR mn        | %                               | EUR mn      | EUR mn                | EUR mn | EUR mn       | %        | %      | %        | %      | %             | %    |
| Germany   | 1,811  | 1,836         | 1.4                             | 2,016       | 2,052                 | 153    | 241          | 99.7     | 94.9   | 75.7     | 70.6   | 23.9          | 24.4 |
| Switzerland                                     | 198    | 205           | 2.2                             | 407         | 421                   | 58     | 57           | 90.1     | 91.2   | 68.7     | 67.3   | 21.4          | 23.8 |
| Austria   | 229    | 237           | 3.7                             | 217         | 230                   | 19     | 24           | 93.9     | 92.3   | 66.9     | 66.3   | 27.1          | 26.0 |
| Central and Eastern Europe                      | 445    | 474           | 5.2                             | 372         | 407                   | 51     | 60           | 91.2     | 89.2   | 58.9     | 58.8   | 32.2          | 30.4 |
| German Speaking Countries and Central & Eastern |        |               |                                 |             |                       |        |              |          |        |          |        |               |      |
| Europe  | 2,682  | 2,751         | 2.3                             | 3,011       | 3,110                 | 280    | 382          | 96.9     | 93.5   | 72.1     | 68.3   | 24.9          | 25.2 |
| Italy   | 1,147  | 1,139         | -0.7                            | 1,118       | 1,052                 | 221    | 240          | 86.2     | 85.0   | 58.7     | 56.4   | 27.5          | 28.6 |
| France  | 947    | 968           | 2.2                             | 1,016       | 1,070                 | 54     | 112          | 101.7    | 96.1   | 71.1     | 65.8   | 30.6          | 30.2 |
| Benelux <sup>2</sup>                            | 274    | 300           | 4.3                             | 234         | 258                   | 14     | 32           | 103.4    | 95.9   | 73.8     | 65.8   | 29.6          | 30.1 |
| Turkey  | 448    | 292           | -21.4                           | 314         | 315                   | 33     | 35           | 98.0     | 99.6   | 75.9     | 77.8   | 22.1          | 21.8 |
| Greece  | 23     | 23            | -1.0                            | 18          | 19                    | 13     | 14           | 33.6     | 29.9   | (9.6)    | (6.7)  | 43.3          | 36.7 |
| Asia Pacific <sup>3</sup>                       | 178    | 212           | 12.5                            | 119         | 132                   | 14     | 16           | 96.8     | 96.4   | 65.0     | 58.3   | 31.8          | 38.1 |
| Africa <sup>4</sup>                             | 21     | 47            | 10.1                            | 20          | 45                    | 2      | 7            | 96.4     | 98.9   | 52.8     | 63.7   | 43.7          | 35.2 |
| Middle East                                     | 23     | 25            | 44.7                            | 15          | 15                    | 4      | 3            | 92.4     | 91.3   | 55.6     | 61.0   | 36.9          | 30.3 |
| Western & Southern Europe, Middle East, Africa, |        |               |                                 |             |                       |        |              |          |        |          |        |               |      |
| Asia Pacific⁵                                   | 3,061  | 3,006         | -1.2                            | 2,854       | 2,906                 | 361    | 465          | 94.7     | 92.0   | 66.0     | 62.8   | 28.6          | 29.2 |
| Spain   | 550    | 589           | 7.0                             | 404         | 432                   | 52     | 44           | 90.9     | 92.9   | 70.9     | 72.5   | 20.1          | 20.4 |
| Portugal  | 76     | 80            | 5.1                             | 80          | 87                    | 4      | 4            | 98.0     | 98.1   | 73.5     | 74.2   | 24.5          | 23.9 |
| Latin America                                   | 495    | 527           | 2.7                             | 348         | 400                   | -9     | 22           | 109.4    | 104.3  | 72.0     | 70.2   | 37.4          | 34.1 |
| Iberia & Latin America                          | 1,121  | 1,196         | 5.0                             | 832         | 919                   | 47     | 70           | 99.3     | 98.4   | 71.6     | 71.7   | 27.7          | 26.7 |
| AGCS  | 1,792  | 1,606         | -11.2                           | 1,093       | 1,026                 | 5      | 116          | 110.4    | 97.4   | 79.5     | 64.3   | 30.9          | 33.1 |
| Reinsurance PC                                  | 1,247  | 1,213         | -2.9                            | 1,306       | 1,324                 | 166    | 95           | 91.1     | 96.2   | 61.4     | 67.3   | 29.7          | 28.9 |
| United Kingdom                                  | 700    | 650           | 1.5                             | 400         | 364                   | 38     | 32           | 96.6     | 95.6   | 67.1     | 66.5   | 29.4          | 29.1 |
| Credit Insurance                                | 532    | 537           | 1.6                             | 387         | 377                   | 97     | 94           | 83.2     | 80.3   | 52.8     | 50.7   | 30.4          | 29.6 |
| Ireland   | 158    | 159           | 0.7                             | 79          | 69                    | -8     | 5            | 116.9    | 98.2   | 90.7     | 73.7   | 26.2          | 24.6 |
| Australia                                       | 772    | 825           | 2.4                             | 595         | 631                   | 91     | 121          | 91.9     | 86.9   | 64.7     | 58.4   | 27.2          | 28.6 |
| Russia  | 22     | 24            | -7.3                            | 12          | 10                    | 6      | 19           | 57.6     | (63.4) | 5.2      | (72.9) | 52.4          | 9.5  |
| Other   | 1      | 1             | n.m.                            | 0           | 0                     | 0      | 0            | 72.1     | 37.5   | (5.9)    | (2.9)  | 78.0          | 40.4 |
| Global Insurance Lines & Anglo Markets          | 5,223  | 5,014         | -3.8                            | 3,872       | 3,800                 | 396    | 483          | 96.9     | 93.0   | 67.2     | 63.1   | 29.7          | 29.9 |
| Allianz Worldwide Partners <sup>6</sup>         | 888    | 1,078         | 19.9                            | 935         | 1,101                 | 45     | 47           | 96.1     | 97.7   | 61.9     | 61.8   | 34.2          | 35.9 |
| Consolidation <sup>7</sup>                      | -1,365 | -1,360        | n.m.                            | 0           | 0                     | 0      | 0            | -        | -      | <u> </u> | -      |               | -    |
| Total   | 11,611 | 11,685        | 0.5                             | 11,505      | 11,837                | 1,130  | 1,446        | 96.4     | 93.7   | 68.1     | 64.9   | 28.4          | 28.8 |

<sup>1</sup> This reflects the growth of gross premiums written on an internal basis, adjusted for foreign currency translation and (de-)consolidation effects.

<sup>2</sup> Effective 1 July 2016, the Allianz Group acquired parts of the insurance business of Aegon Schadeverzekering N.V. in Benelux.

<sup>3</sup> Effective 3 October 2016, the Allianz Group acquired an additional 50% of Allianz C.P. General Insurance Co. Ltd., Bangkok.

<sup>4</sup> Effective 3 November 2016, the Allianz Group acquired Allianz Maroc S.A. from Zurich Insurance Group.

<sup>5</sup> Includes for the second quarter of 2017 EUR 5 mn (2016: EUR 7 mn) operating profit from an associated entity in India.

<sup>6</sup> The reportable segment Allianz Worldwide Partners includes the Global Assistance business as well as the business of Allianz Worldwide Care and the reinsurance business of Allianz Global Automotive in addition to income and expenses from a management holding.

<sup>7</sup> Represents elimination of transactions between Allianz Group companies in different geographic regions.

## Allianz 🕕



### Life/Health overview

By quarters

| EUR mn  | 1Q16    | 2Q16    | 3Q16    | 4Q16    | 2016    | 1Q17    | 2Q17    | $\Delta$ 17 / 16 |
|---|---------|---------|---------|---------|---------|---------|---------|------------------|
| Statutory premiums  | 16,685  | 16,284  | 14,536  | 17,131  | 64,636  | 16,904  | 16,714  | 2.6%             |
| Ceded premiums written  | -176    | -158    | -158    | -171    | -664    | -156    | -165    | 4.1%             |
| Change in unearned premiums (net)   | -210    | -67     | -137    | -108    | -522    | -147    | -85     | 27.2%            |
| Statutory premiums (net)  | 16,298  | 16,058  | 14,240  | 16,853  | 63,450  | 16,602  | 16,464  | 2.5%             |
| Deposits from insurance and investment contracts  | -10,202 | -10,397 | -8,752  | -10,330 | -39,681 | -10,503 | -10,978 | 5.6%             |
| Premiums earned (net)   | 6,096   | 5,661   | 5,488   | 6,523   | 23,769  | 6,099   | 5,486   | -3.1%            |
| Interest and similar income   | 4,525   | 4,602   | 4,494   | 4,582   | 18,204  | 4,419   | 4,637   | 0.8%             |
| Operating income from financial assets and liabilities carried at fair value through income (net)     | -348    | -202    | -228    | -84     | -863    | -294    | -671    | 231.5%           |
| Operating realized gains/losses (net)   | 1,967   | 1,147   | 1,647   | 1,851   | 6,612   | 1,765   | 1,150   | 0.3%             |
| Fee and commission income   | 319     | 360     | 310     | 357     | 1,346   | 344     | 364     | 1.0%             |
| Other income  | 9       | 0       | 59      | 1       | 70      | 0       | 0       | -15.4%           |
| Operating revenues  | 12,568  | 11,569  | 11,771  | 13,231  | 49,138  | 12,334  | 10,967  | -5.2%            |
| Claims and insurance benefits incurred (net)  | -5,149  | -4,978  | -4,931  | -7,526  | -22,584 | -5,154  | -4,684  | -5.9%            |
| Operating change in reserves for insurance and investment contracts (net)                             | -4,180  | -3,031  | -3,599  | -1,695  | -12,505 | -3,586  | -2,890  | -4.7%            |
| Interest expenses   | -28     | -29     | -20     | -31     | -108    | -26     | -23     | -22.1%           |
| Operating impairments of investments (net)  | -435    | -499    | -129    | -145    | -1,208  | -87     | -168    | -66.3%           |
| Investment expenses   | -267    | -283    | -298    | -356    | -1,205  | -292    | -317    | 11.9%            |
| Acquisition and administrative expenses (net)   | -1,338  | -1,786  | -1,413  | -2,075  | -6,612  | -1,709  | -1,559  | -12.7%           |
| Fee and commission expenses   | -162    | -143    | -176    | -174    | -655    | -174    | -175    | 22.7%            |
| Operating amortization of intangible assets   | -5      | -5      | -5      | -5      | -19     | -5      | -5      | 0.0%             |
| Operating restructuring charges   | -3      | -10     | -1      | -5      | -20     | 0       | -17     | <b>68.5%</b>     |
| Other expenses  | -148    | -1      | 1       | -1      | -149    | -148    | 0       | <b>-95.1%</b>    |
| Reclassifications <sup>1</sup>  | 0       | 203     | -9      | 9       | 204     | 0       | 0       | -100.0%          |
| Operating expenses  | -11,716 | -10,562 | -10,579 | -12,005 | -44,861 | -11,179 | -9,839  | -6.8%            |
| Operating profit  | 852     | 1,007   | 1,192   | 1,226   | 4,277   | 1,155   | 1,128   | 12.0%            |
| Non-operating income from financial assets and liabilities carried at fair value through income (net) | 3       | 7       | 11      | 4       | 26      | 16      | 6       | -13.4%           |
| Non-operating realized gains/losses (net)   | 17      | 4       | 17      | 43      | 81      | -32     | 91      | n.m.             |
| Non-operating change in reserves for insurance and investment contracts (net)                         | 0       | 0       | 0       | 0       | 0       | -4      | 6       | n.m.             |
| Non-operating impairments of investments (net)  | -4      | -214    | -3      | -6      | -227    | -20     | -7      | -97.0%           |
| Non-operating amortization of intangible assets   | -12     | -10     | -13     | -18     | -52     | -13     | -13     | 37.6%            |
| Non-operating restructuring charges   | -3      | -46     | -21     | -2      | -72     | 0       | -7      | -84.2%           |
| Reclassifications <sup>1</sup>  | 0       | -203    | 9       | -9      | -204    | 0       | 0       | -100.0%          |
| Non-operating items   | 2       | -462    | -1      | 12      | -449    | -54     | 76      | n.m.             |
| Income before income taxes  | 854     | 545     | 1,191   | 1,238   | 3,829   | 1,101   | 1,204   | 120.9%           |
| Income taxes  | -240    | -219    | -350    | -361    | -1,169  | -339    | -354    | 61.7%            |
| Net income  | 615     | 326     | 841     | 877     | 2,660   | 762     | 850     | <b>160.5%</b>    |
| Net income attributable to:   |         |         |         |         |         |         |         |                  |
| Non-controlling interests   | 36      | 37      | 36      | 28      | 137     | 31      | 36      | -3.2%            |
| Shareholders  | 578     | 289     | 805     | 849     | 2,522   | 730     | 814     | 181.3%           |
| New business margin (in %) <sup>2</sup>   | 2.6     | 2.6     | 2.8     | 2.9     | 2.7     | 3.1     | 3.4     | 0.9 -р           |
| Value of new business <sup>2</sup>  | 369     | 341     | 318     | 420     | 1,448   | 453     | 469     | 37.6%            |
| Present value of new business premiums <sup>2</sup>   | 14,336  | 13,240  | 11,416  | 14,600  | 53,591  | 14,748  | 13,606  | 2.8%             |
| Operating asset base (in EUR bn)  | 618.8   | 627.7   | 639.8   | 633.3   | 633.3   | 637.9   | 637.4   | 1.6%             |
| Net flows (in EUR bn)   | 2.0     | -10.5   | 1.5     | -0.3    | -7.4    | 1.9     | 2.8     | n.m.             |
|   |         |         |         |         |         |         |         |                  |

<sup>1</sup> From the classification of our Korean life business as "held for sale" in 2Q 2016 until its disposal in 4Q 2016, the total result was considered as non-operating.

<sup>2</sup> Prior year figures are presented excluding the South Korean business.

## Life/Health details<sup>1</sup>

By line of business and by profit sources<sup>2</sup>

|   | Life/H  | lealth segmen | Life/Health segment <sup>3</sup> |         |              | Capital-ef | ficient | Protection & | k health | Unit-linked without |        |  |
|---|---------|---------------|----------------------------------|---------|--------------|------------|---------|--------------|----------|---------------------|--------|--|
|   |         |               |                                  | annuit  | ies          | produ      | cts     |              |          | guaran              | tees   |  |
| EUR mn  | 2Q16    | 2Q17          | $\Delta$ 17 / 16                 | 2Q16    | 2Q17         | 2Q16       | 2Q17    | 2Q16         | 2Q17     | 2Q16                | 2Q17   |  |
| Loadings & fees   | 1,369   | 1,445         | 76                               | 628     | 625          | 129        | 172     | 419          | 413      | 193                 | 235    |  |
| Loadings from premiums                                      | 904     | 920           | 16                               | 341     | 312          | 105        | 138     | 401          | 392      | 58                  | 78     |  |
| as % of statutory premiums                                  | 5.7%    | 5.5%          | -0.2%-p                          | 5.8%    | 5.7%         | 2.2%       | 2.9%    | 16.7%        | 15.7%    | 2.1%                | 2.0%   |  |
| Loadings from reserves                                      | 320     | 360           | 40                               | 252     | 274          | 33         | 42      | 18           | 22       | 18                  | 23     |  |
| as % of average reserves <sup>4</sup>                       | 0.06%   | 0.07%         | +0.00%-р                         | 0.07%   | 0.08%        | 0.03%      | 0.04%   | 0.05%        | 0.06%    | 0.04%               | 0.04%  |  |
| Unit-linked management fees                                 | 144     | 165           | 21                               | 36      | 39           | -9         | -8      | 0            | 0        | 117                 | 134    |  |
| as % of average unit-linked reserves <sup>5</sup>           | 0.11%   | 0.12%         | +0.01%-p                         | 0.06%   | 0.06%        | -3.56%     | -1.85%  |              | _        | 0.18%               | 0.20%  |  |
| Investment margin   | 997     | 1,035         | 38                               | 500     | 546          | 431        | 428     | 48           | 44       | 17                  | 17     |  |
| as % of average aggregate policy reserves                   | 0.24%   | 0.24%         | -0.00%-р                         | 0.18%   | 0.20%        | 0.46%      | 0.39%   | 0.14%        | 0.12%    | 4.58%               | 4.49%  |  |
| Expenses  | -1,658  | -1,671        | -13                              | -555    | -526         | -505       | -477    | -435         | -445     | -163                | -223   |  |
| Acquisition expenses and commissions                        | -1,231  | -1,224        | 7                                | -336    | -313         | -464       | -418    | -313         | -325     | -118                | -167   |  |
| as % of PVNBP   | -8.7%   | -8.4%         | +0.3%-р                          | -8.4%   | <b>-9.1%</b> | -8.4%      | -8.0%   | -19.6%       | -18.8%   | -3.9%               | -4.0%  |  |
| Administrative and other expenses                           | -427    | -447          | -20                              | -219    | -213         | -41        | -59     | -122         | -120     | -45                 | -55    |  |
| as % of average reserves <sup>4</sup>                       | -0.08%  | -0.08%        | +0.00%-p                         | -0.07%  | -0.06%       | -0.04%     | -0.05%  | -0.36%       | -0.33%   | -0.10%              | -0.10% |  |
| Technical margin  | 213     | 283           | 70                               | 2       | 7            | 39         | 59      | 145          | 180      | 26                  | 36     |  |
| Operating profit before change in DAC                       | 920     | 1,092         | 172                              | 576     | 653          | 94         | 182     | 178          | 193      | 73                  | 64     |  |
| Impact of change in DAC                                     | 87      | 36            | -51                              | -48     | -61          | 96         | 38      | 27           | 27       | 12                  | 32     |  |
| Capitalization of DAC                                       | 498     | 441           | -57                              | 62      | 51           | 295        | 215     | 87           | 98       | 53                  | 76     |  |
| Amortization, unlocking and true-up of DAC                  | -411    | -406          | 5                                | -110    | -113         | -199       | -178    | -61          | -71      | -40                 | -44    |  |
| Operating profit (excluding South Korean business)          | 1,007   | 1,128         | 121                              | 528     | 592          | 190        | 220     | 205          | 220      | 85                  | 97     |  |
| Effect of South Korean business on the operating profit     | 0       | 0             |                                  |         |              |            |         |              |          |                     |        |  |
| Operating profit (for 2016 including South Korean business) | 1,007   | 1,128         |                                  |         |              |            |         |              |          |                     |        |  |
| Statutory premiums  | 15,966  | 16,714        | 748                              | 5,912   | 5,512        | 4,840      | 4,745   | 2,408        | 2,497    | 2,806               | 3,960  |  |
| Average unit-linked reserves                                | 103,461 | 114,997       | 11,536                           | 56,425  | 61,469       | 252        | 434     | 0            | 0        | 46,784              | 53,094 |  |
| Average aggregate policy reserves                           | 407,010 | 424,497       | 17,487                           | 279,284 | 278,582      | 93,532     | 108,778 | 33,818       | 36,768   | 376                 | 368    |  |
| Average reserves <sup>4</sup>                               | 510,471 | 539,494       | 29,023                           | 335,709 | 340,051      | 93,784     | 109,212 | 33,818       | 36,768   | 47,160              | 53,463 |  |
| PVNBP <sup>6</sup>  | 14,139  | 14,608        | 469                              | 4,001   | 3,441        | 5,521      | 5,221   | 1,600        | 1,726    | 3,018               | 4,221  |  |

<sup>1</sup> The prior year figures in this table are presented excluding the South Korean business.

<sup>2</sup> Prior year figures changed due to an updated operating profit definition, an accounting policy change and the roll-out of profit source reporting to Turkey.

<sup>3</sup> Profit sources are based on 21 in scope OEs with a coverage of 99.5% of the revenues. Operating profit from OEs that are not in scope is included in "Investment margin".

<sup>4</sup> Aggregate policy reserves and unit-linked reserves.

<sup>5</sup> Calculation based on unit-linked fees on unit-linked reserves.

<sup>6</sup> PVNBP is before non-controlling interests.

# Allianz 🕕

### Life/Health

By region

|   | Statu  | itory premium | າຣ <sup>1</sup>                 | Premiums ea | rned (net) | Operating pr | ofit (loss) | Return on equity <sup>2</sup> |              |  |
|---|--------|---------------|---------------------------------|-------------|------------|--------------|-------------|-------------------------------|--------------|--|
|   |        |               | Internal<br>growth <sup>3</sup> |             |            |              |             |                               |              |  |
|   | 2Q16   | 2Q17          | 2Q17                            | 2Q16        | 2Q17       | 2Q16         | 2Q17        | 12M16                         | 2Q17         |  |
|   | EUR mn | EUR mn        | %                               | EUR mn      | EUR mn     | EUR mn       | EUR mn      | %                             | %            |  |
| Germany Life                                    | 4,521  | 4,832         | 6.9                             | 2,310       | 2,171      | 261          | 286         | 23.0                          | 18.2         |  |
| Germany Health                                  | 816    | 838           | 2.7                             | 813         | 836        | 38           | 55          | 12.0                          | 13.9         |  |
| Switzerland                                     | 224    | 218           | -3.8                            | 76          | 74         | 21           | 23          | 6.9                           | 7.6          |  |
| Austria   | 91     | 89            | -1.6                            | 68          | 69         | 7            | 8           | 6.7                           | 7.5          |  |
| Central & Eastern Europe                        | 189    | 192           | 0.0                             | 131         | 129        | 41           | 39          | 12.2                          | <b>16.</b> 1 |  |
| German Speaking Countries and Central & Eastern |        |               |                                 |             |            |              |             |                               |              |  |
| Europe  | 5,841  | 6,169         | 5.5                             | 3,398       | 3,279      | 368          | 411         | 15.0                          | 13.6         |  |
| Italy   | 2,562  | 2,927         | 14.3                            | 104         | 109        | 81           | 55          | 7.4                           | 7.0          |  |
| France  | 1,946  | 2,073         | 6.5                             | 817         | 819        | 148          | 156         | 12.4                          | 19.8         |  |
| Benelux   | 638    | 854           | 33.7                            | 153         | 129        | 40           | 34          | 9.1                           | 9.7          |  |
| Turkey  | 250    | 262           | 26.1                            | 41          | 47         | 16           | 18          | 13.4                          | 16.9         |  |
| Greece  | 21     | 17            | -16.0                           | 12          | 10         | -1           | -3          | -                             |              |  |
| Asia Pacific                                    | 1,147  | 1,272         | 46.0                            | 570         | 534        | 47           | 65          | -                             | 18.6         |  |
| Africa  | 17     | 21            | 17.8                            | 7           | 11         | 1            | 2           | 23.3                          | 26.9         |  |
| Middle East                                     | 49     | 41            | 25.1                            | 38          | 33         | 7            | 6           | 21.7                          | 22.9         |  |
| Western & Southern Europe, Middle East, Africa, |        |               |                                 |             |            |              |             |                               | -            |  |
| Asia Pacific <sup>4</sup>                       | 6,631  | 7,467         | 18.5                            | 1,743       | 1,691      | 347          | 336         | 5.5                           | 13.1         |  |
| Spain   | 327    | 304           | -7.0                            | 97          | 77         | 49           | 91          | 18.0                          | 34.5         |  |
| Portugal  | 47     | 47            | -0.7                            | 21          | 22         | 0            | 6           | 15.1                          | 20.2         |  |
| Latin America                                   | 91     | 98            | 6.9                             | 20          | 22         | 9            | 6           | 15.6                          | 16.0         |  |
| Iberia & Latin America                          | 466    | 449           | -3.6                            | 139         | 120        | 57           | 103         | 17.5                          | 31.3         |  |
| USA <sup>5</sup>                                | 3,403  | 2,770         | -20.6                           | 269         | 306        | 229          | 262         | 12.2                          | 12.6         |  |
| Reinsurance LH                                  | 125    | 101           | -19.1                           | 83          | 59         | 3            | 4           | 23.6                          | 31.9         |  |
| Russia  | 22     | 27            | 3.4                             | 29          | 31         | 3            | 4           | 61.9                          | 31.1         |  |
| Global Insurance Lines & Anglo Markets          | 147    | 128           | -15.7                           | 112         | 90         | 6            | 9           | 40.5                          | 31.4         |  |
| Consolidation and Other <sup>6</sup>            | -204   | -270          | n.m.                            | 0           | 1          | 0            | 7           |                               |              |  |
| Total   | 16,284 | 16,714        | 4.3                             | 5,661       | 5,486      | 1,007        | 1,128       | 10.7                          | 14.2         |  |

<sup>1</sup> Statutory premiums are gross premiums written from sales of life and health 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.

<sup>2</sup> Represents the annualized ratio of net income divided by the average total equity excluding unrealized gains/losses on bonds (net of shadow accounting) and deducting goodwill at beginning of the period and at end of the period. For reportable segments the return on equity is calculated without deducting goodwill. For 2016, the return on equity for the full year is shown. Annualized figures are not a forecast for full year numbers.

<sup>3</sup> This reflects the growth of statutory premiums on an internal basis, adjusted for foreign currency translation and (de-)consolidation effects.

<sup>4</sup> Includes for the second quarter of 2017 EUR 3 mn (2016: EUR 8 mn) operating profit from an associated entity in India.

<sup>5</sup> The return on equity as shown in the table represents the calculation method for the reportable segments, while the annualized return on equity for the life insurance entity in the United States amounted to 13.7% in the second quarter of 2017 (full year 2016: 13.2%).

<sup>6</sup> Represents mainly elimination of transactions between Allianz Group companies in different geographic regions.



# Asset Management overview By quarters

| EUR mn  | 1Q16  | 2Q16  | 3Q16  | 4Q16   | 2016   | 1Q17  | 2Q17  | $\Delta$ 17 / 16 |
|---|-------|-------|-------|--------|--------|-------|-------|------------------|
| Net fee and commission income   | 1,390 | 1,439 | 1,534 | 1,656  | 6,019  | 1,512 | 1,564 | 8.7%             |
| Net interest income   | -2    | -2    | -1    | -1     | -5     | 9     | -2    | 5.4%             |
| Income from financial assets and liabilities carried at fair value through income (net) | -1    | 2     | 4     | 0      | 6      | 37    | -6    | n.m.             |
| Other income  | 1     | 0     | 1     | 1      | 3      | 0     | 0     | <b>-86.1%</b>    |
| Operating revenues  | 1,388 | 1,440 | 1,539 | 1,656  | 6,022  | 1,558 | 1,556 | 8.1%             |
| Administrative expenses (net), excluding acquisition-related expenses                   | -928  | -940  | -935  | -1,014 | -3,817 | -987  | -972  | 3.4%             |
| Investment expenses   | 0     | 0     | 0     | 0      | 0      | 0     | 0     | n.m.             |
| Other expenses  | 0     | 0     | 0     | 0      | 0      | 0     | 0     | -78.2%           |
| Reclassifications   | 0     | 0     | 0     | 0      | 0      | 0     | 0     | n.m.             |
| Operating expenses  | -928  | -940  | -935  | -1,014 | -3,817 | -987  | -972  | 3.4%             |
| Operating profit  | 460   | 500   | 604   | 642    | 2,206  | 572   | 584   | 16.8%            |
| Realized gains/losses (net)   | 0     | 0     | 0     | 0      | 0      | 0     | 7     | n.m.             |
| Impairments of investments (net)  | 0     | 0     | 0     | 0      | 0      | 0     | 0     | n.m.             |
| Acquisition-related expenses  | 0     | 0     | 0     | 2      | 2      | 1     | 5     | n.m.             |
| Amortization of intangible assets   | -3    | -3    | -3    | -3     | -12    | -3    | -3    | 13.4%            |
| Restructuring charges   | 4     | -2    | 0     | -3     | -1     | -7    | -1    | -70.9%           |
| Reclassifications   | 0     | 0     | 0     | 0      | 0      | 0     | 0     | n.m.             |
| Non-operating items   | 1     | -5    | -4    | -4     | -11    | -9    | 7     | n.m.             |
| Income before income taxes  | 460   | 495   | 600   | 639    | 2,194  | 562   | 591   | 19.5%            |
| Income taxes  | -165  | -175  | -225  | -218   | -784   | -208  | -211  | 20.3%            |
| Net income  | 295   | 320   | 375   | 420    | 1,411  | 355   | 380   | <b>19.0%</b>     |
| Net income attributable to:   |       |       |       |        |        |       |       |                  |
| Non-controlling interests   | 14    | 15    | 18    | 20     | 66     | 18    | 17    | 17.5%            |
| Shareholders  | 281   | 305   | 358   | 400    | 1,344  | 337   | 363   | 19.1%            |
| Cost-income ratio (in %)  | 66.9  | 65.3  | 60.8  | 61.2   | 63.4   | 63.3  | 62.5  | -2.8 -p          |
| Assets under management (in EUR bn)   | 1,750 | 1,830 | 1,859 | 1,871  | 1,871  | 1,916 | 1,915 | 4.6%             |
| thereof: Allianz Group assets under management (in EUR bn)                              | 507   | 524   | 532   | 510    | 510    | 514   | 509   | -2.7%            |
| thereof: Third-party assets under management (in EUR bn)                                | 1,242 | 1,307 | 1,327 | 1,361  | 1,361  | 1,403 | 1,406 | 7.6%             |
| Third-party net flows (in EUR bn)   | -9.1  | -19.1 | 6.2   | 1.7    | -20.3  | 19.4  | 54.8  | n.m.             |
| Performance fees (in EUR mn)  | 52    | 74    | 120   | 228    | 474    | 61    | 88    | 18.0%            |



### **Corporate and Other overview**

### By quarters

| EUR mn  | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 2016   | 1Q17 | 2Q17   | $\Delta$ 17 / 16 |
|---|------|------|------|------|--------|------|--------|------------------|
| Total revenues <sup>1</sup>   | 129  | 144  | 128  | 151  | 551    | 130  | 145    | 0.9%             |
| Interest and similar income   | 184  | 186  | 169  | 168  | 707    | 180  | 203    | 9.0%             |
| Operating income from financial assets and liabilities carried at fair value through income (net)     | 11   | 1    | 12   | -7   | 18     | 11   | -1     | n.m.             |
| Fee and commission income   | 306  | 338  | 313  | 109  | 1,066  | 448  | 690    | 104.2%           |
| Other income  | 148  | 0    | 0    | 12   | 160    | 149  | 0      | n.m.             |
| Operating revenues  | 648  | 525  | 495  | 282  | 1,951  | 788  | 891    | 69.7%            |
| Interest expenses, excluding interest expenses from external debt                                     | -101 | -93  | -95  | -91  | -379   | -85  | -78    | -16.0%           |
| Loan loss provisions  | -10  | -15  | -5   | -18  | -46    | -4   | -9     | -38.3%           |
| Investment expenses   | -16  | -24  | -21  | -39  | -100   | -20  | -28    | 18.4%            |
| Administrative expenses (net), excluding acquisition-related expenses                                 | -330 | -368 | -358 | -409 | -1,466 | -318 | -374   | 1.5%             |
| Fee and commission expenses   | -265 | -275 | -258 | -27  | -825   | -401 | -627   | 128.3%           |
| Other expenses  | 0    | -1   | -1   | 0    | -2     | -1   | 0      | n.m.             |
| Reclassifications   | 0    | 0    | 0    | 0    | 0      | 0    | 0      | n.m.             |
| Operating expenses  | -722 | -775 | -737 | -584 | -2,818 | -829 | -1,115 | 44.0%            |
| Operating profit (loss)   | -74  | -249 | -242 | -302 | -868   | -41  | -224   | -10.2%           |
| Non-operating income from financial assets and liabilities carried at fair value through income (net) | 37   | 41   | -3   | -36  | 40     | -31  | 2      | -95.4%           |
| Realized gains/losses (net)   | 365  | -10  | 40   | 105  | 500    | 38   | 33     | n.m.             |
| Impairments of investments (net)  | -4   | -54  | -10  | -150 | -217   | 33   | -24    | -54.6%           |
| Interest expenses from external debt  | -207 | -211 | -217 | -223 | -858   | -213 | -208   | -1.6%            |
| Acquisition-related expenses  | 0    | 0    | 0    | 0    | 0      | 0    | 0      | -100.0%          |
| Amortization of intangible assets   | -2   | -2   | -2   | -4   | -11    | -3   | -2     | 2.9%             |
| Restructuring charges   | 0    | 0    | 0    | 1    | 0      | 0    | -55    | n.m.             |
| Reclassifications   | 0    | 0    | 0    | 0    | 0      | 0    | 0      | n.m.             |
| Non-operating items   | 188  | -236 | -192 | -307 | -546   | -176 | -254   | 7.9%             |
| Income (loss) before income taxes   | 114  | -485 | -434 | -609 | -1,414 | -217 | -478   | -1.4%            |
| Income taxes  | 37   | 146  | 92   | 145  | 420    | 94   | 146    | -0.3%            |
| Net income (loss)   | 151  | -339 | -342 | -464 | -994   | -124 | -332   | -1.9%            |
| Net income (loss) attributable to:  |      |      |      |      |        |      |        |                  |
| Non-controlling interests   | 4    | 5    | 4    | -1   | 12     | 6    | 5      | 0.8%             |
| Shareholders  | 147  | -343 | -346 | -464 | -1,006 | -130 | -337   | -1.8%            |

<sup>1</sup> Total revenues comprise premiums written in Property-Casualty, statutory premiums in Life/Health, operating revenues in Asset Management and total revenues in Corporate and Other (Banking).



### **Consolidation overview**

### By quarters

| Total revenues   989   76   643   101   -328   71   107   40.9%     Fremiums samed (nei)   0 <t< th=""><th>EUR mn</th><th>1Q16</th><th>2Q16</th><th>3Q16</th><th>4Q16</th><th>2016</th><th>1Q17</th><th>2Q17</th><th><math>\Delta</math> 17 / 16</th></t<>  | EUR mn  | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 2016 | 1Q17 | 2Q17 | $\Delta$ 17 / 16 |
|---|---|------|------|------|------|------|------|------|------------------|
| Operating investment result   Control   Control <thcontrol< th="">   Control   <thcontr< th=""><th>Total revenues</th><th>-89</th><th>-76</th><th>-63</th><th>-101</th><th>-328</th><th>-71</th><th>-107</th><th>40.8%</th></thcontr<></thcontrol<> | Total revenues  | -89  | -76  | -63  | -101 | -328 | -71  | -107 | 40.8%            |
| Interst and similar income   64   677   611   622   -2244   600   652   83%     Operating income from financial assets and liabilities carried at fair value through income (net)   62   2   1   2   3   n.m.     Operating realized gains/losses (net)   66   28   4   40   3   47   5   n.m.     Interest expenses, excluding interest expenses from external debt   0  | Premiums earned (net)   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Operating income from financial assets and liabilities carried at fair value through income (net)   -2   2   -1   2   1   2   -3   n.m.     Operating realized gains/bases (net)   66   -28   4   -40   3   -47   5   n.m.     Interest expenses scauling interest expenses from external debt   62   56   58   59   235   57   50   -10.5%     Operating inpairments (net)   0   | Operating investment result   |      |      |      |      |      |      |      |                  |
| Operating realized gains/losses (net)   66   -28   4   -40   3   -47   5   n.m.     Interest expenses, excluding interest expenses from external debt   62   56   58   59   235   57   50   0 <td>Interest and similar income</td> <td>-64</td> <td>-57</td> <td>-61</td> <td>-62</td> <td>-244</td> <td>-60</td> <td>-52</td> <td>-8.3%</td>   | Interest and similar income   | -64  | -57  | -61  | -62  | -244 | -60  | -52  | -8.3%            |
| Interest expenses, excluding interest expenses from external debt   62   56   68   59   235   57   50   -10.6%     Operating impairments of investments (net)   0 <td>Operating income from financial assets and liabilities carried at fair value through income (net)</td> <td>-2</td> <td>2</td> <td>-1</td> <td>2</td> <td>1</td> <td>2</td> <td>-3</td> <td>n.m.</td>  | Operating income from financial assets and liabilities carried at fair value through income (net)     | -2   | 2    | -1   | 2    | 1    | 2    | -3   | n.m.             |
| Operating impairments of investments (net)   0  | Operating realized gains/losses (net)   | 66   | -28  | 4    | -40  | 3    | -47  | 5    | n.m.             |
| Investment expenses   82   83   105   105   376   101   95   14.5%     Subtral   144   56   105   64   370   54   95   68.3%     Other income   2223   248   1442   236   850   502   509   105.2%     Other income   -148   0   -1   -5   -154   -148   0   -5   -154   -148   0   -65.2%   0   0   -65.2%   0   0   -65.4%   0   -100.0%   0  | Interest expenses, excluding interest expenses from external debt                                     | 62   | 56   | 58   | 59   | 235  | 57   | 50   | -10.6%           |
| Subtotal   144   56   105   64   370   54   95   68.3%     Fee and commission income   -223   -248   -142   -236   -850   -502   -500   105.2%     Other income   -144   0   -1   -5   -154   -148   0   -65.4%     Claims and insurance benefits incurred (net)   -44   6   1   2   5   0   0   -100.0%     Operating charge in reserves for insurance and investment contracts (net)   -96   222   -22   -39   -135   39   -4   n.m.     Acquisition and administrative expenses (net), excluding acquisition-related expenses   -11   19   -55   -11   -58   -15   -12   n.m.     Fee and commission expenses   0   0   0   0   0   0   0   0   0   0   0   n.m.     Acquisition and administrative expenses (net), excluding acquisition-related expenses   -11   142   95   145   555   4113   426   2   | Operating impairments of investments (net)  | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Fee and commission income   -223   -248   -142   -236   -850   -502   -509   105.2%     Other income   -148   0   -1   -5   -154   -148   0   -65.4%     Caims and insurance benefits incurred (net)   -4   6   1   2   5   0   0   -100.0%     Operating change in reserves for insurance and investment contracts (net)   -96   22   -22   -39   -13   39   -4   n.m.     Loan loss provisions   0   0   0   0   0   0   0   0   0   0   0   0   0   n.m.     Acquisition and administrative expenses   -11   19   -55   -11   -58   -15   -12   n.m.     Acquisition and administrative expenses   0   0   0   0   0   0   0   0   n.m.     Operating restructuring charges   0   0   0   0   0   0   0   0   0   0  | Investment expenses   | 82   | 83   | 105  | 105  | 376  | 101  | 95   | 14.5%            |
| Other income   -148   0   -1   -5   -154   -148   0   -65.4%     Claims and insurance benefits incurred (net)   -4   6   1   2   5   0   0   -100.0%     Operating change in reserves for insurance and investment contracts (net)   -96   22   -22   -33   -135   39   -4   n.m.     Acquisition and administrative expenses (net), excluding acquisition-related expenses   -11   19   -55   -11   -58   -15   -12   n.m.     Fee and commission expenses   0 <td>Subtotal</td> <td>144</td> <td>56</td> <td>105</td> <td>64</td> <td>370</td> <td>54</td> <td>95</td> <td>68.3%</td>   | Subtotal  | 144  | 56   | 105  | 64   | 370  | 54   | 95   | 68.3%            |
| Claims and insurance benefits incurred (net)   -4   6   1   2   5   0   0   -100.0%     Operating change in reserves for insurance and investment contracts (net)   -96   22   -22   -39   -135   39   -4   n.m.     Loan loss provisions   0 <td>Fee and commission income</td> <td>-223</td> <td>-248</td> <td>-142</td> <td>-236</td> <td>-850</td> <td>-502</td> <td>-509</td> <td>105.2%</td>  | Fee and commission income   | -223 | -248 | -142 | -236 | -850 | -502 | -509 | 105.2%           |
| Operating change in reserves for insurance and investment contracts (net)   -96   22   -22   -39   -135   39   -4   n.m.     Loan loss provisions   0 <t< td=""><td>Other income</td><td>-148</td><td>0</td><td>-1</td><td>-5</td><td>-154</td><td>-148</td><td>0</td><td>-65.4%</td></t<>  | Other income  | -148 | 0    | -1   | -5   | -154 | -148 | 0    | -65.4%           |
| Loan loss provisions   0  | Claims and insurance benefits incurred (net)  | -4   | 6    | 1    | 2    | 5    | 0    | 0    | -100.0%          |
| Acquisition and administrative expenses (net), excluding acquisition-related expenses -11 19 -55 -11 -58 -15 -12 n.m.   Fee and commission expenses 154 142 95 145 535 413 426 200.5%   Operating amortization of intangible assets 0   | Operating change in reserves for insurance and investment contracts (net)                             | -96  | 22   | -22  | -39  | -135 | 39   | -4   | n.m.             |
| Fee and commission expenses   154   142   95   145   535   413   426   200.5%     Operating amortization of intangible assets   0 <td< td=""><td>Loan loss provisions</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>n.m.</td></td<>   | Loan loss provisions  | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Operating amortization of intangible assets   0 <td>Acquisition and administrative expenses (net), excluding acquisition-related expenses</td> <td>-11</td> <td>19</td> <td>-55</td> <td>-11</td> <td>-58</td> <td>-15</td> <td>-12</td> <td>n.m.</td>  | Acquisition and administrative expenses (net), excluding acquisition-related expenses                 | -11  | 19   | -55  | -11  | -58  | -15  | -12  | n.m.             |
| Operating restructuring charges   0 <t< td=""><td>Fee and commission expenses</td><td>154</td><td>142</td><td>95</td><td>145</td><td>535</td><td>413</td><td>426</td><td>200.5%</td></t<>   | Fee and commission expenses   | 154  | 142  | 95   | 145  | 535  | 413  | 426  | 200.5%           |
| Other expenses   148   0   0   1   149   148   0   n.m.     Reclassifications   35   -1   17   64   115   0   0   -100.0%     Operating profit   0   -5   -2   -16   -23   -12   -5   21.2%     Non-operating investment result   -   -   -   -   -   -   -   -   -   -   2   -3   -1   28   3   n.m.     Non-operating income from financial assets and liabilities carried at fair value through income (net)   4   0   -2   -3   -1   28   3   n.m.     Non-operating income from financial assets and liabilities carried at fair value through income (net)   4   0   -2   -3   -1   28   3   n.m.     Non-operating inpairments of investment (net)   0   0   0   0   0   0   0   0   0   0   0   0   0   0   0   0   0   0 <t< td=""><td>Operating amortization of intangible assets</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>n.m.</td></t<>  | Operating amortization of intangible assets   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Reclassifications   35   -1   17   64   115   0   0   -100.0%     Operating profit   0   -5   -2   -16   -23   -12   -5   21.2%     Non-operating investment result   4   0   -2   -3   -1   28   3   n.m.     Non-operating income from financial assets and liabilities carried at fair value through income (net)   4   0   -2   -3   -1   28   3   n.m.     Non-operating income from financial assets and liabilities carried at fair value through income (net)   4   0   -2   -3   -1   28   3   n.m.     Non-operating realized gains/losses (net)   26   106   -11   -13   108   -4   63   -40.5%     Non-operating impairments of investments (net)   0   | Operating restructuring charges   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Operating profit0-5-2-16-23-12-521.2%Non-operating investment result40-2-3-1283n.m.Non-operating realized gains/losses (net)26106-11-13108-463-40.5%Non-operating inpairments of investments (net)000000n.m.Subtotal30105-13-161072466-37.1%Non-operating change in reserves for insurance and investment contracts (net)00000n.m.Interest expenses from external debt000000n.m.  | Other expenses  | 148  | 0    | 0    | 1    | 149  | 148  | 0    | n.m.             |
| Non-operating investment resultA0-2-3-1283n.m.Non-operating income from financial assets and liabilities carried at fair value through income (net)40-2-3-1283n.m.Non-operating realized gains/losses (net)26106-11-13108-463-40.5%Non-operating impairments of investments (net)000000n.m.Subtotal30105-13-161072466-37.1%Non-operating change in reserves for insurance and investment contracts (net)000000n.m.Interest expenses from external debt00000000n.m.  | Reclassifications   | 35   | -1   | 17   | 64   | 115  | 0    | 0    | -100.0%          |
| Non-operating income from financial assets and liabilities carried at fair value through income (net)40-2-3-1283n.m.Non-operating realized gains/losses (net)26106-11-13108-463-40.5%Non-operating impairments of investments (net)000000010.Subtotal30105-13-161072466-37.1%Non-operating change in reserves for insurance and investment contracts (net)0000000Interest expenses from external debt0000000000   | Operating profit  | 0    | -5   | -2   | -16  | -23  | -12  | -5   | 21.2%            |
| Non-operating realized gains/losses (net)   26   106   -11   -13   108   -4   63   -40.5%     Non-operating impairments of investments (net)   0 </td <td>Non-operating investment result</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>  | Non-operating investment result   |      |      |      |      |      |      |      |                  |
| Non-operating impairments of investments (net)   0<   | Non-operating income from financial assets and liabilities carried at fair value through income (net) | 4    | 0    | -2   | -3   | -1   | 28   | 3    | n.m.             |
| Subtotal   30   105   -13   -16   107   24   66   -37.1%     Non-operating change in reserves for insurance and investment contracts (net)   0 <td>Non-operating realized gains/losses (net)</td> <td>26</td> <td>106</td> <td>-11</td> <td>-13</td> <td>108</td> <td>-4</td> <td>63</td> <td>-40.5%</td>   | Non-operating realized gains/losses (net)   | 26   | 106  | -11  | -13  | 108  | -4   | 63   | -40.5%           |
| Non-operating change in reserves for insurance and investment contracts (net)000 <td>Non-operating impairments of investments (net)</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>n.m.</td>   | Non-operating impairments of investments (net)  | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Interest expenses from external debt 0 0 0 0 0 0 0 0 0 0 0 n.m.   | Subtotal  | 30   | 105  | -13  | -16  | 107  | 24   | 66   | -37.1%           |
|   | Non-operating change in reserves for insurance and investment contracts (net)                         | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
|   | Interest expenses from external debt  | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Acquisition-related expenses0000000   | Acquisition-related expenses  | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Non-operating amortization of intangible assets0000000n.m.  | Non-operating amortization of intangible assets   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Non-operating restructuring charges 0 0 0 0 0 0 0 0 n.m.  | Non-operating restructuring charges   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | n.m.             |
| Reclassifications   -35   1   -17   -64   -115   0   0   -100.0%  | Reclassifications   | -35  | 1    | -17  | -64  | -115 | 0    | 0    | -100.0%          |
| Non-operating items -5 106 -30 -79 -8 24 66 -37.7%  | Non-operating items   | -5   | 106  | -30  | -79  | -8   | 24   | 66   | -37.7%           |
| Income before income taxes -5 102 -32 -95 -31 12 61 -40.3%  | Income before income taxes  | -5   | 102  | -32  | -95  | -31  | 12   | 61   | -40.3%           |
| Income taxes   41   -2   20   68   126   3   -23   n.m.   | Income taxes  | 41   | -2   | 20   | 68   | 126  | 3    | -23  | n.m.             |
| Net income 35 100 -12 -27 95 15 38 -62.4%   | Net income  | 35   | 100  | -12  | -27  | 95   | 15   | 38   | -62.4%           |
| Net income attributable to:   | Net income attributable to:   |      |      |      |      |      |      |      |                  |
| Non-controlling interests00-3000n.m.  | Non-controlling interests   | 0    | 0    | -3   | 0    | -3   | 0    | 0    | n.m.             |
| Shareholders   35   100   -9   -27   99   15   38   -62.4%  | Shareholders  | 35   | 100  | -9   | -27  | 99   | 15   | 38   | -62.4%           |