

# Group financial results 3Q 2012

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Member of the Board of Management

Journalists' conference call  
November 9, 2012

# 1

Group financial  
results 3Q 2012

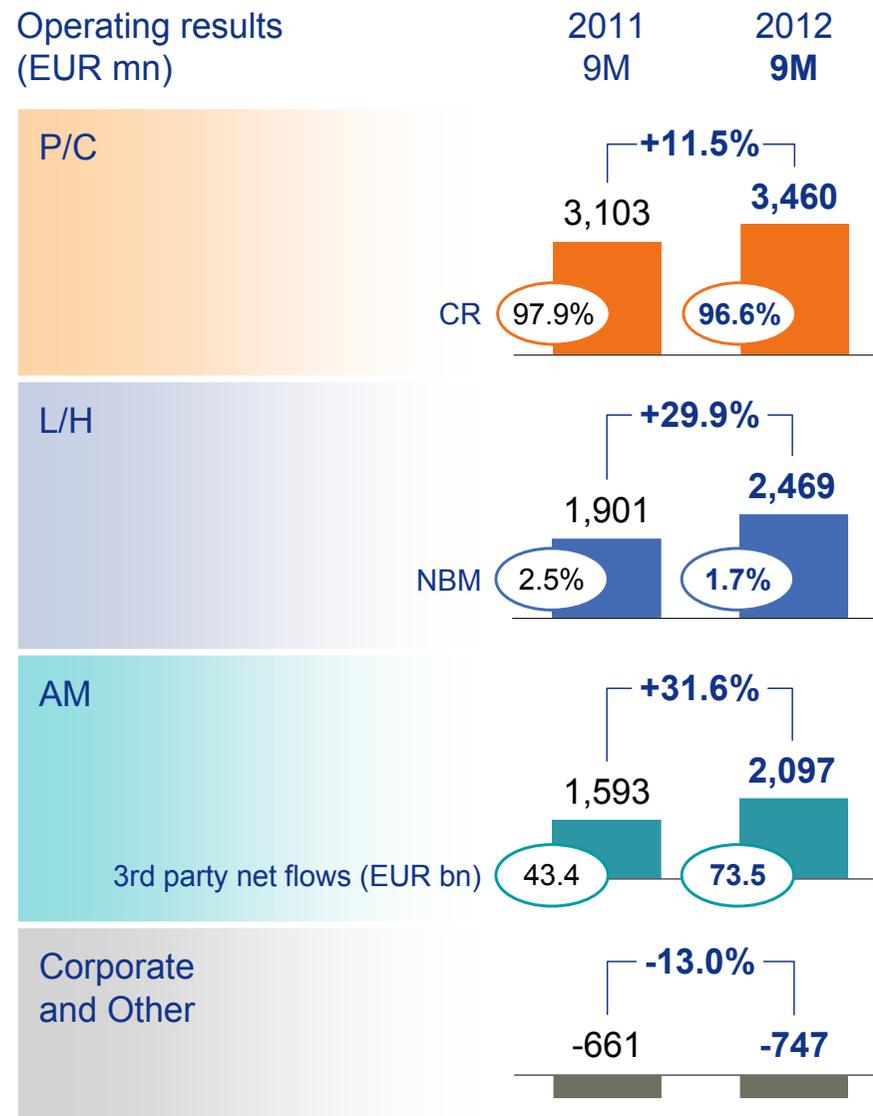
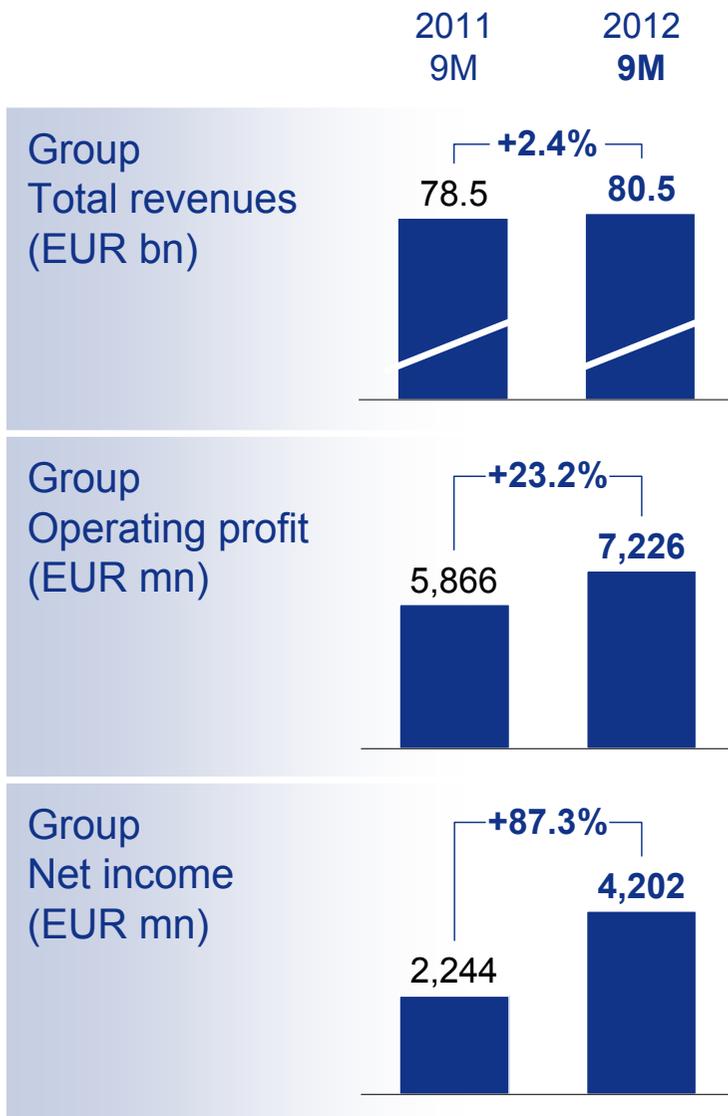
- 1** **Summary 9M 2012**
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- 3** Group
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## Highlights 9M 2012



- Total revenues increase 2.4 percent to EUR 80.5bn
- Operating profit grows 23.2 percent to EUR 7.2bn
- Net income at EUR 4.2bn, up 87.3 percent
- Capital position and balance sheet remain strong

# Very good performance in the first 9 months



# 2

Group financial  
results 3Q 2012

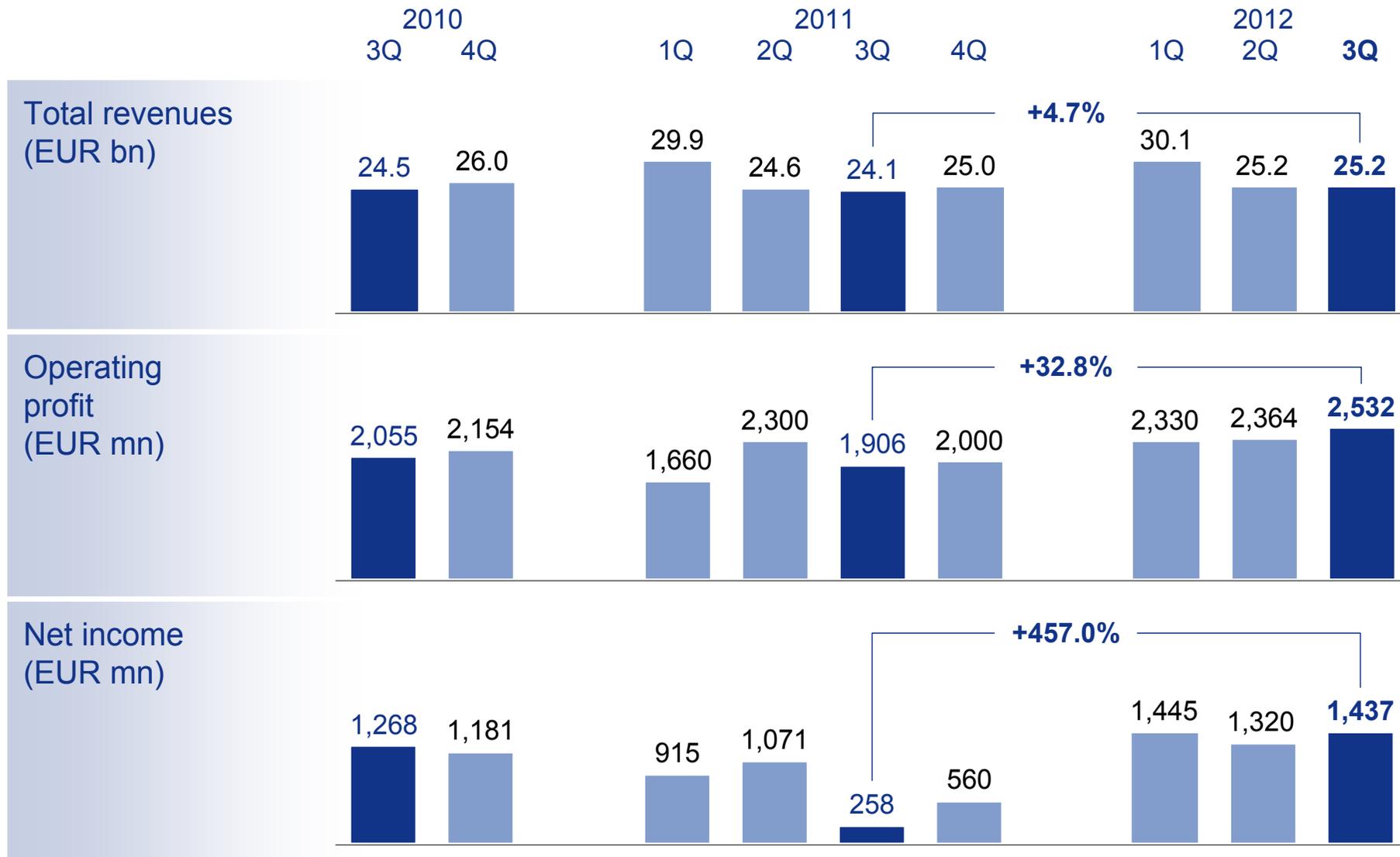
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## Strong third quarter results



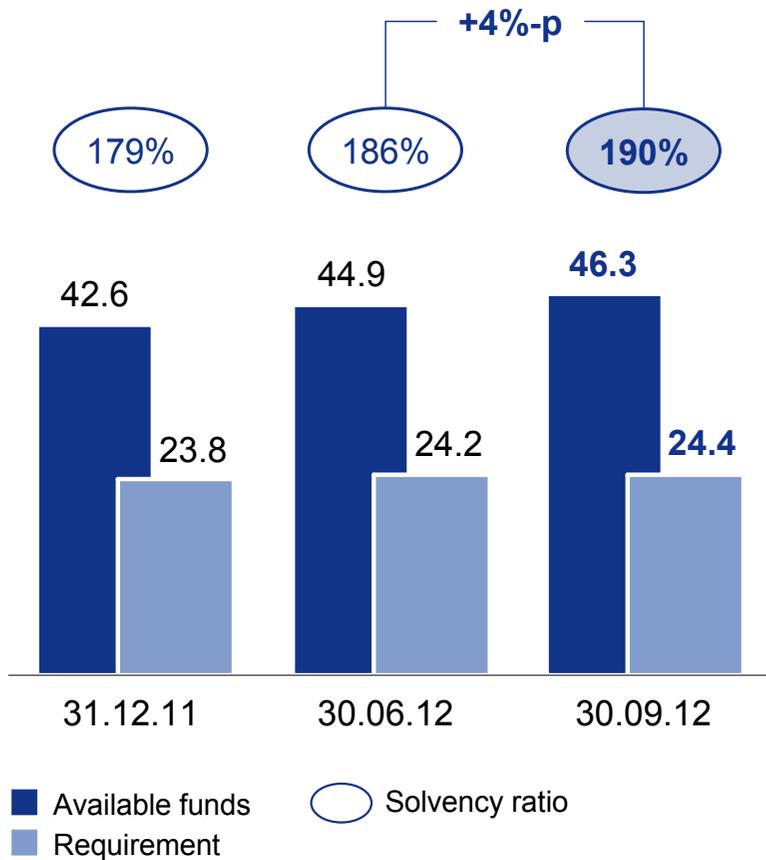
- Total revenues increase 4.7 percent to EUR 25.2bn
- Operating profit grows 33 percent to EUR 2.5bn
- Net income at EUR 1.4bn, up from EUR 0.3bn, reflecting prior year impacts
- Strengthening of capital position and balance sheet continues

## Strong profitability

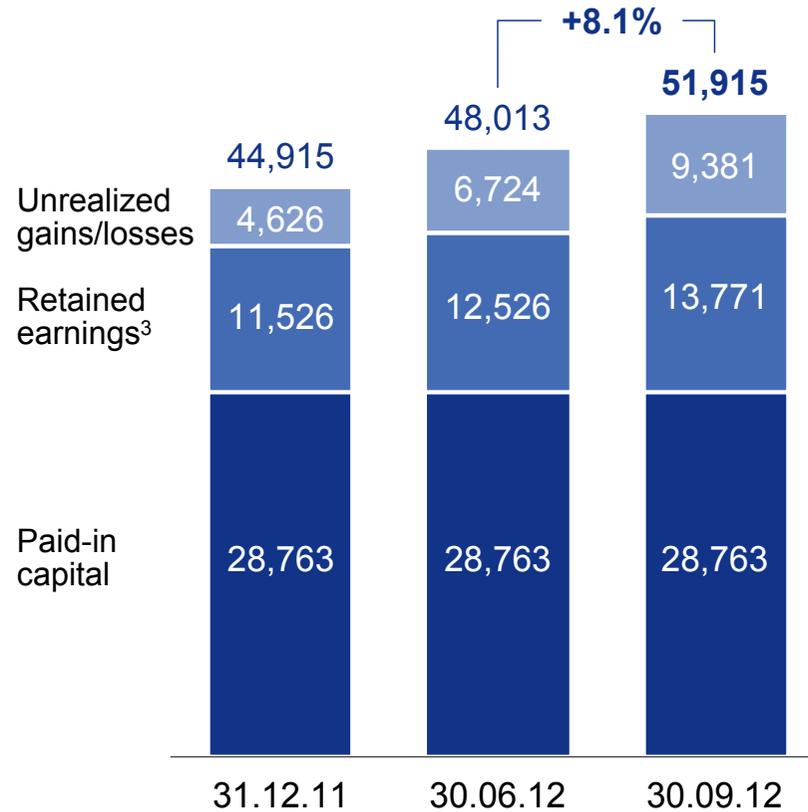


# Comfortable regulatory solvency, Shareholders' equity continues to grow

Conglomerate solvency<sup>1</sup>  
(EUR bn)



Shareholders' equity<sup>2</sup>  
(EUR mn)



1) Including off-balance sheet reserves (31.12.11: EUR 2.2bn, 30.06.12: EUR 2.2bn, 30.09.12: 2.2bn) pro forma. The solvency ratio excluding off-balance sheet reserves would be 170% as of 31.12.11, 177% for 30.06.12 and 181% for 30.09.12

2) Excluding non-controlling interests (31.12.11: EUR 2,338mn, 30.06.12: EUR 2,389mn, 30.09.2012: EUR 2,513mn)  
3) Including F/X

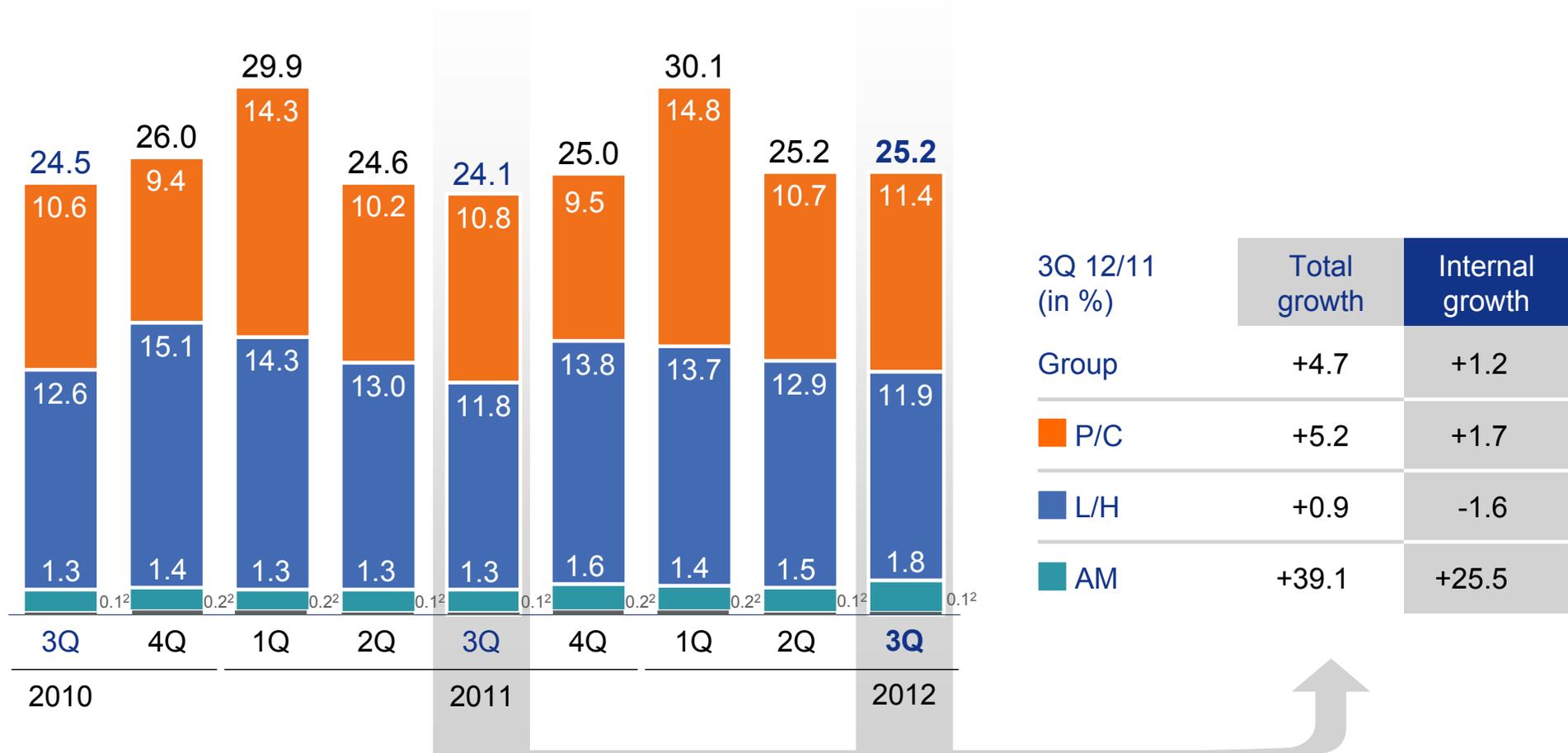
# 3

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# Asset Management grows strongly

## Revenue development<sup>1</sup> (EUR bn)



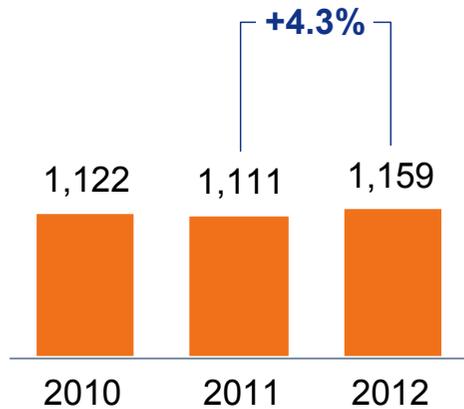
1) All segment figures are based on segment consolidated numbers; figures for the Group as a whole are based on fully consolidated numbers

2) Represents total revenues from Banking within Corporate and Other

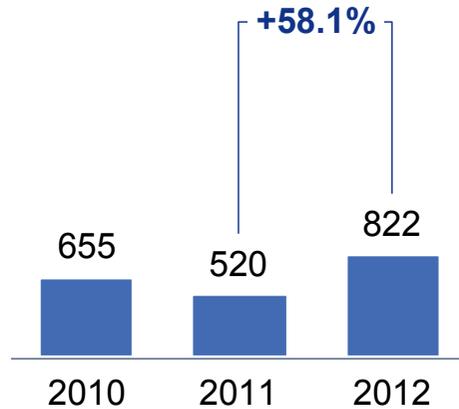
# Operating profit increases 33 percent

Operating profit development for 3Q (EUR mn)

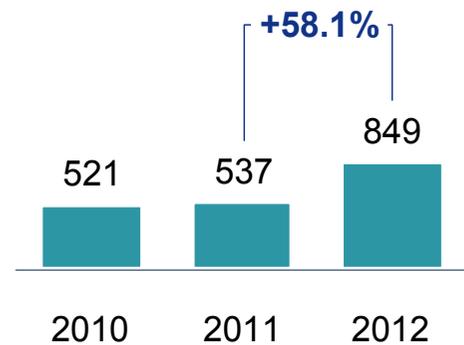
## Property/Casualty



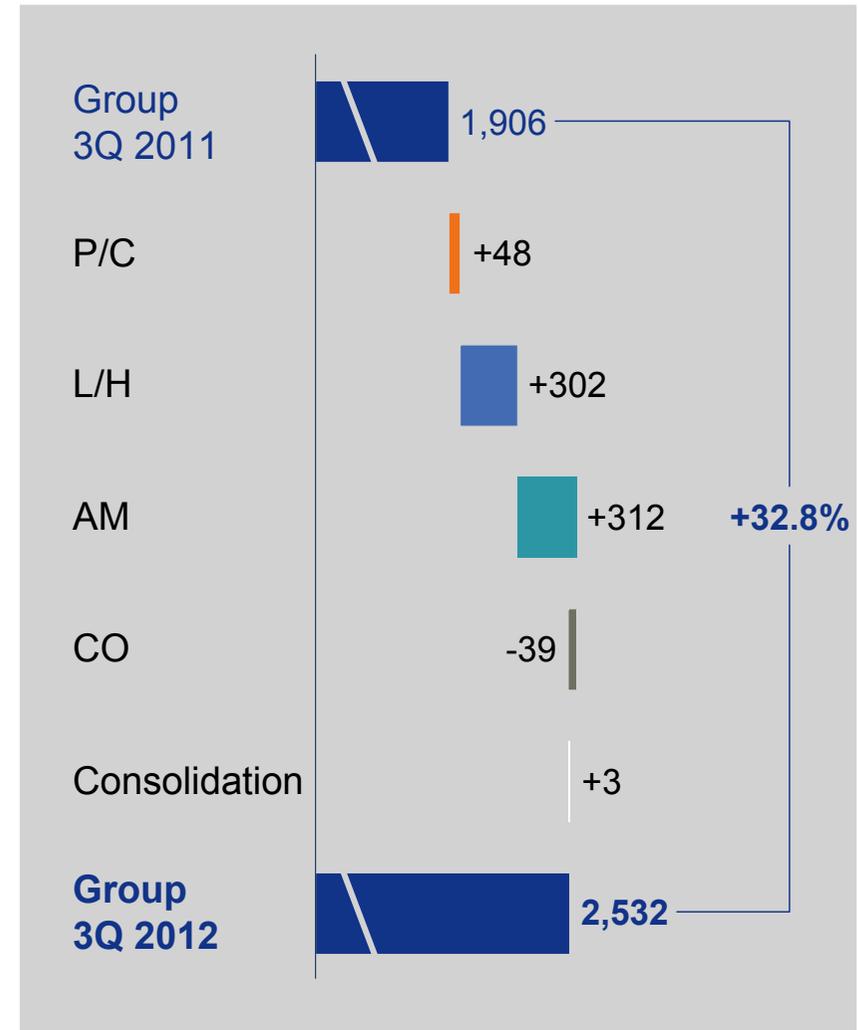
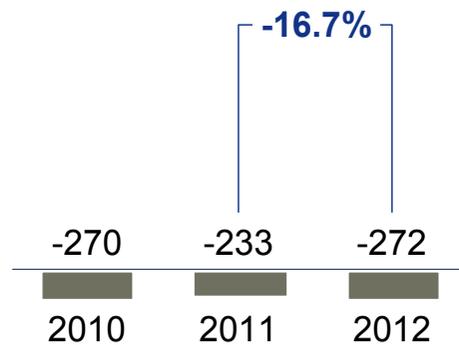
## Life/Health



## Asset Management



## Corporate and Other



## Non-operating items (EUR mn)

	3Q 10	3Q 11	3Q 12	Δ 12/11		3Q 11	3Q 12
Realized gains/losses and impairments of investments (net)	350	-617	51	+668	<b>Realized gains/losses</b>	<b>314</b>	<b>107</b>
Interest expense from external debt	-225	-252	-233	+19	- Equities	246	146
Fully consolidated private equity inv. (net)	-48	-15	-4	+11	- Debt securities	26	-40
Restructuring charges	-11	-17	-15	+2	- Real estate and other	42	1
Acquisition-related expenses	-80	-37	-42	-5	<b>Impairments (net)</b>	<b>-931</b>	<b>-56</b>
Other non-operating	-105	-336	-103	+233	- Equities	-715	-24
Thereof: Amortization of intangible assets	-78	-23	-91	-68	- Debt securities	-206	-32
Income from fin. assets and liab. carried at FV	-27	-313	-12	+301	- Real estate and other	-10	0
Reclassification of tax benefits	-4	12	-5	-17	<b>Total</b>	<b>-617</b>	<b>51</b>
<b>Non-operating items</b>	<b>-123</b>	<b>-1,262</b>	<b>-351</b>	<b>+911</b>			
						30.06.12	30.09.12
					Balance of unrealized gains/losses in equities <sup>1</sup>	2.3bn	2.5bn
					Balance of unrealized gains/losses in fixed income <sup>1</sup>	6.6bn	9.5bn

1) On-balance sheet unrealized gains and losses, after taxes, non-controlling interests and policyholder participation before shadow DAC

## Net income up to EUR 1.4bn

EUR mn	3Q 10	3Q 11	<b>3Q 12</b>	Δ 12/11
Operating profit	2,055	1,906	<b>2,532</b>	+626
Non-operating items	-123	-1,262	<b>-351</b>	+911
Income before taxes	1,932	644	<b>2,181</b>	+1,537
Income taxes	-664	-386	<b>-744</b>	-358
<b>Net income</b>	<b>1,268</b>	<b>258</b>	<b>1,437</b>	<b>+1,179</b>
Non-controlling interests	4	62	<b>93</b>	+31
<b>Net income attributable to shareholders</b>	<b>1,264</b>	<b>196</b>	<b>1,344</b>	<b>+1,148</b>
Effective tax rate	34%	60%	<b>34%</b>	

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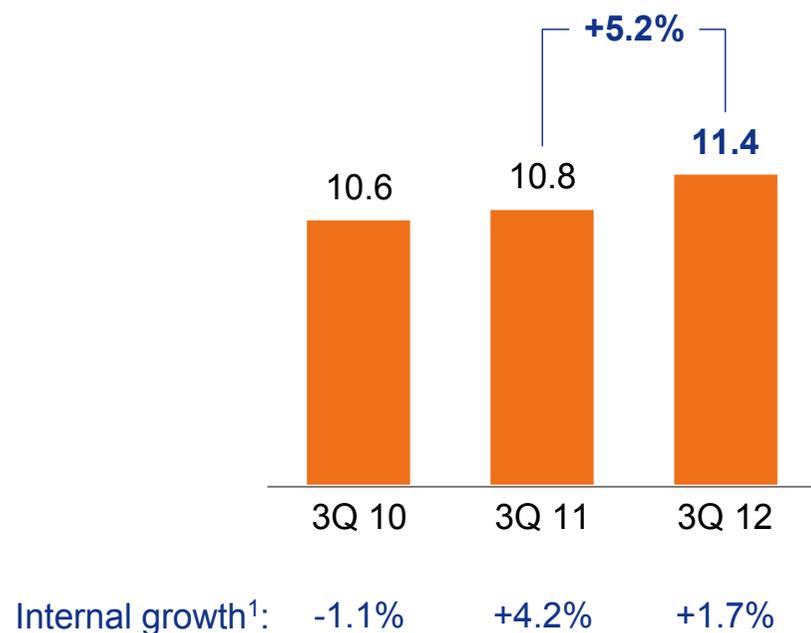
## P/C: Solid operating performance



- Revenues grow 5.2 percent to EUR 11.4bn
- Operating profit increases 4.3 percent to EUR 1.2bn, supported by lower NatCat claims
- Combined ratio at 96.3 percent with 0.8%-p from NatCat and 1.5%-p of favorable run-off

## Revenues up 5.2 percent

### Revenue development (EUR bn)



Positive internal growth in 3Q 12 due to:  
higher prices (+1.8%) and  
less volume (-0.1%)

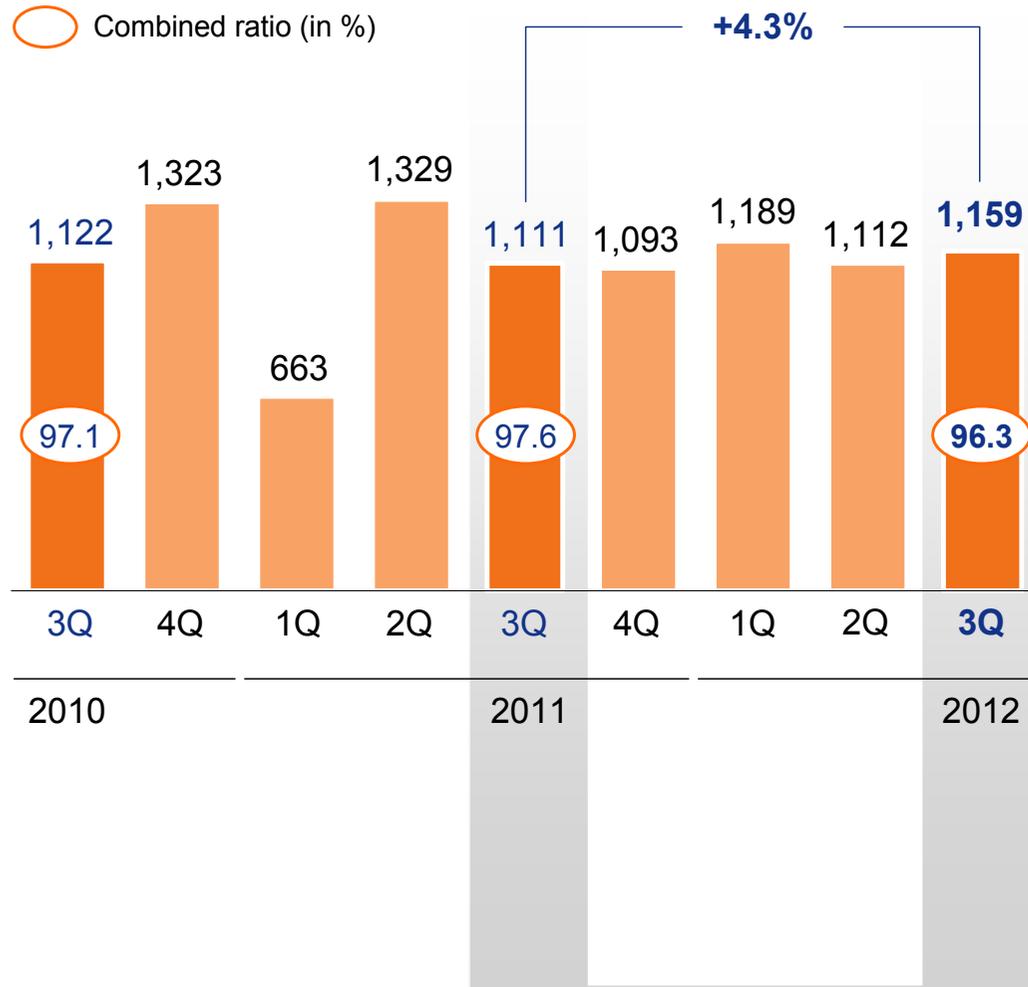
Revenues of sel. OEs (EUR mn)		3Q 10	3Q 11	3Q 12	Δ12/11 <sup>1</sup>
German Speaking Countries	Germany	1,859	1,833	1,891	+3.2%
	Switzerland	281	280	269	-0.4%
Western & Southern Europe	France	754	754	787	+4.4%
	Italy	809	825	836	+1.3%
Iberia & Latin America	Spain	464	449	433	-3.6%
	Latin America <sup>2</sup>	461	487	566	+20.5%
Global Insurance Lines & Anglo Markets	Reinsurance	930	734	716	-2.5%
	AGCS	1,062	1,067	1,145	+7.3%
	UK	463	525	593	+1.9%
	Credit Insurance	417	457	485	+6.1%
	Australia	594	687	892	+15.7%
Growth Markets	CEE	628	601	567	-5.0%
	Asia-Pacific	126	128	170	+21.9%
USA	USA	1,378	1,635	1,615	-12.5%
Global Assist.	Allianz Global Assistance	404	430	468	+8.6%

1) Changes refer to internal growth (adjusted for F/X and consolidation effects)

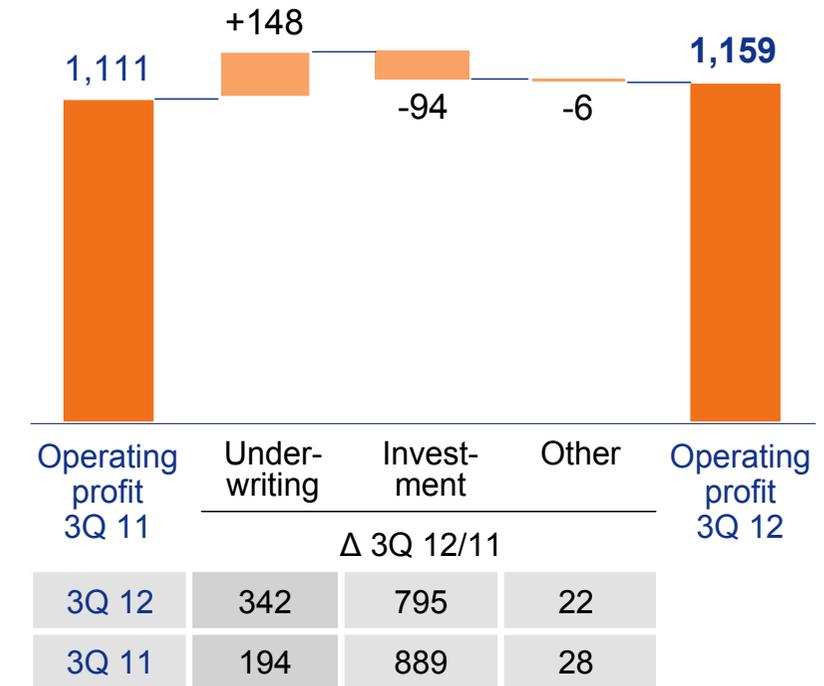
2) South America and Mexico

# Solid operating profit at EUR 1.2bn

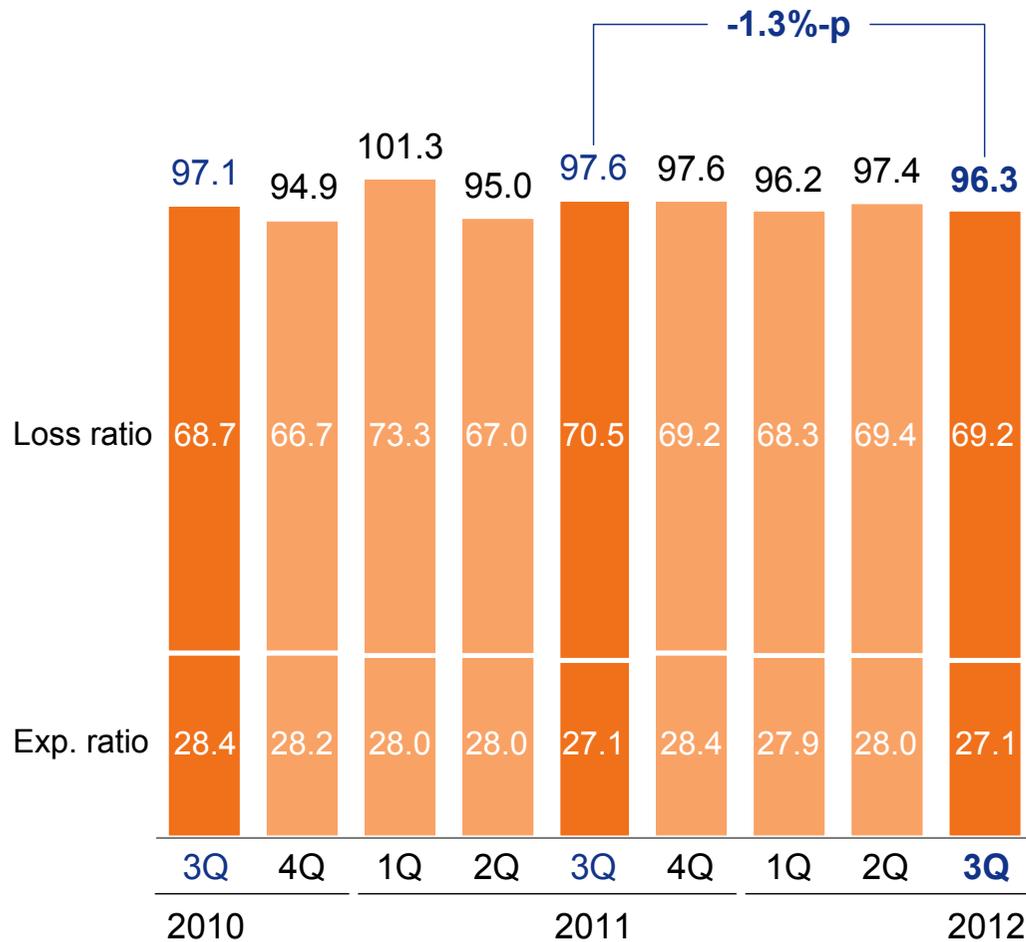
## Operating profit development (EUR mn)



## Operating profit drivers (EUR mn)



# Combined ratio improves to 96.3 percent (in %)



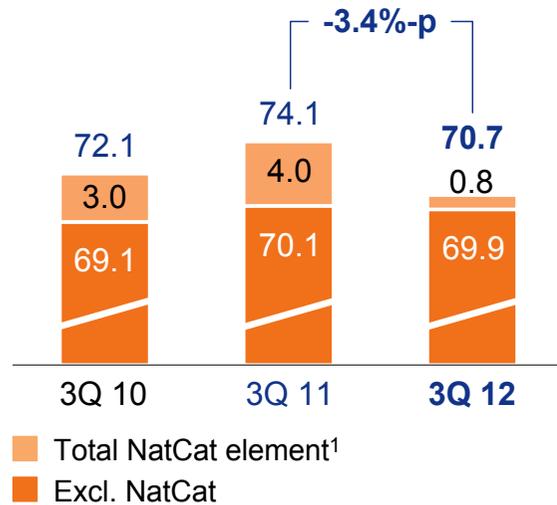
Combined ratio (Selected OEs)		3Q 10	3Q 11	3Q 12
German Speaking Countries	Germany	103.4	111.1	97.0
	Switzerland	97.7	106.1	96.5
Western & Southern Europe	France	98.1	94.1	95.4
	Italy	99.4	86.3	81.2
Iberia & Latin America	Spain	91.3	83.3	88.3
	Latin America <sup>1</sup>	96.5	99.5	100.3
Global Insurance Lines & Anglo Markets	Reinsurance	89.7	89.3	85.8
	AGCS	94.6	96.6	93.7
	UK	96.8	94.9	96.9
	Credit Insurance	54.3	74.2	77.4
	Australia	99.3	95.5	95.5
	CEE	110.8	97.0	96.2
Growth Markets	Asia-Pacific	87.7	94.6	89.4
	USA	97.2	124.2	132.5
Global Assist.	Allianz Global Assistance	96.0	95.7	95.0

▶ No major NatCat impacts recorded in 3Q 2012

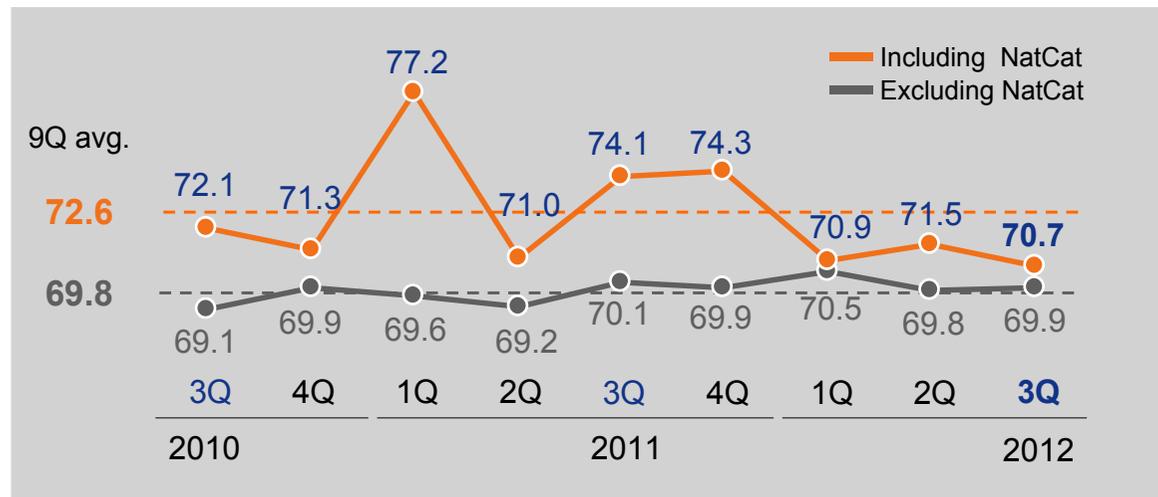
1) South America and Mexico

# Accident year loss ratio at 70.7 percent (in %)

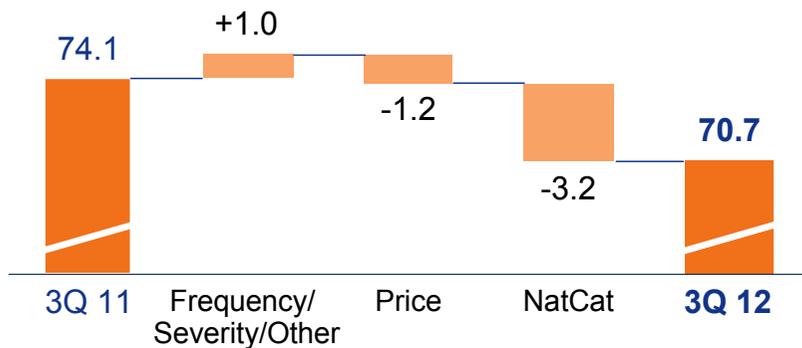
Accident year loss ratio



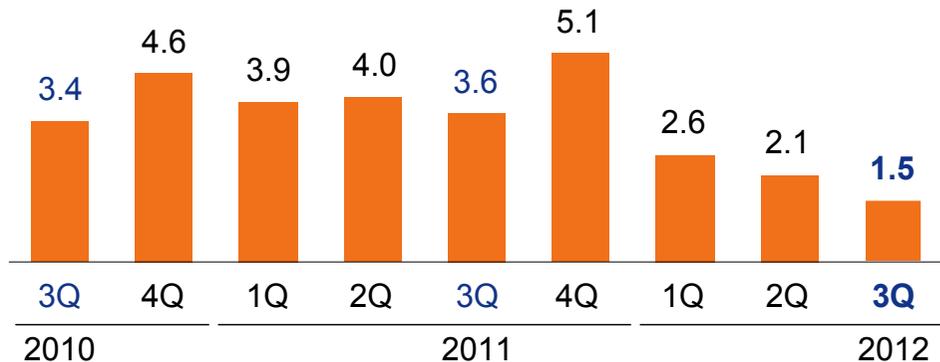
9-quarter overview accident year loss ratio



Development 3Q 2012/2011

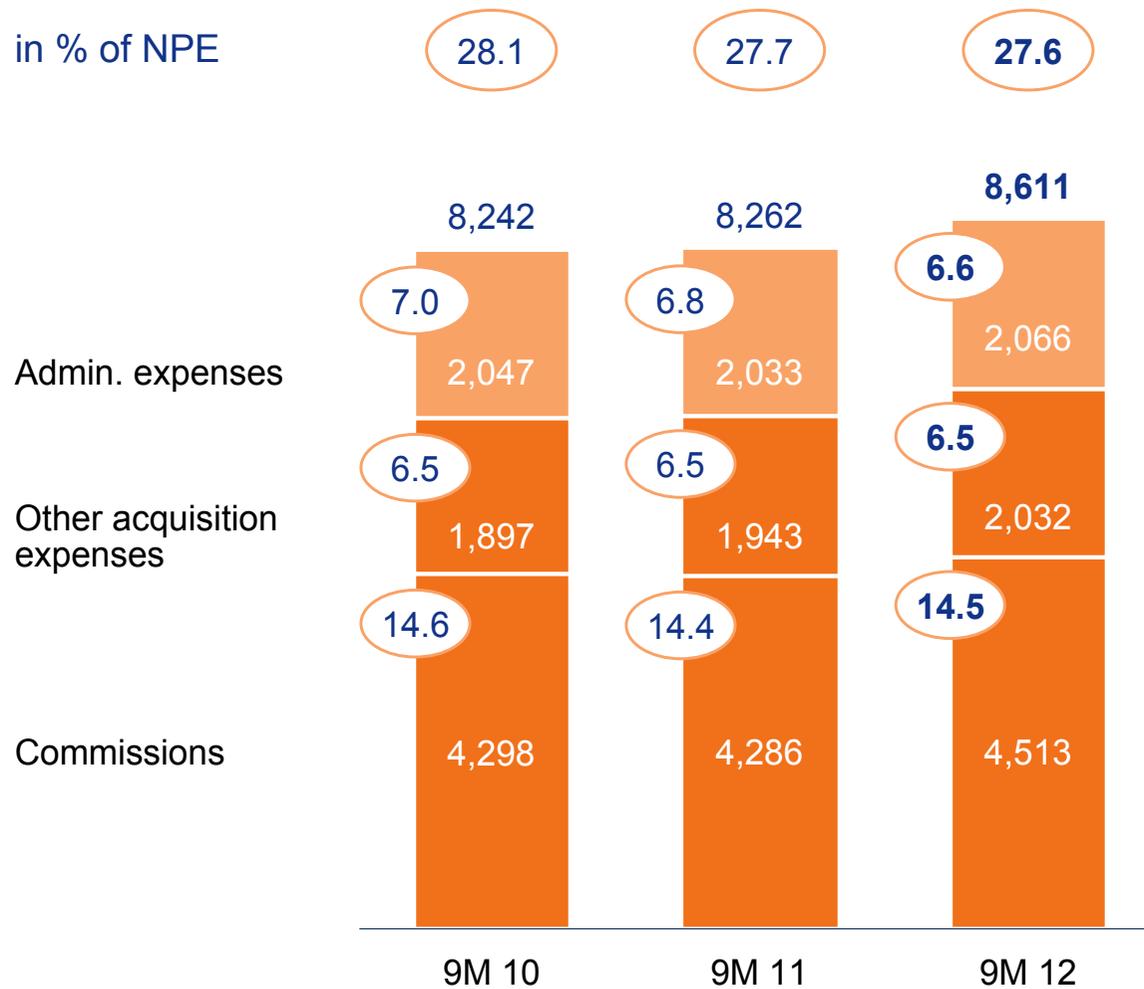


Run-off ratio<sup>2</sup>



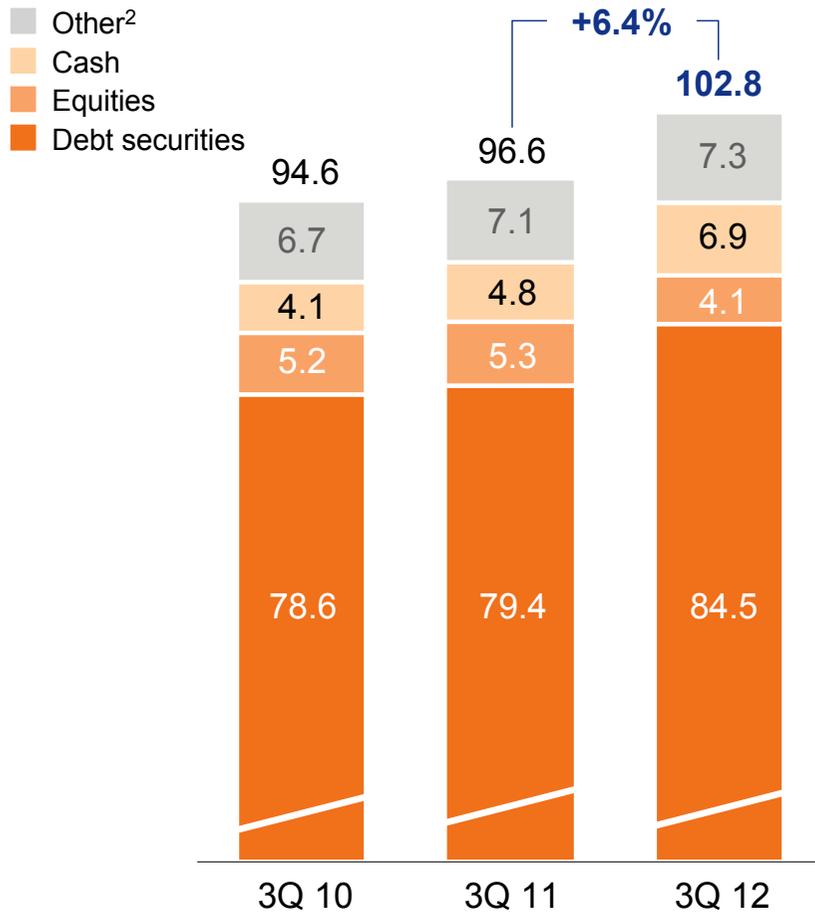
1) NatCat costs (without reinstatement premiums): EUR 0.3bn (3Q 10), EUR 0.4bn (3Q 11) and EUR 83mn (3Q 12)   
 2) Positive values indicate positive run-off; run-off ratio is calculated as run-off result in percent of net premiums earned

# Expense ratio stable (in %)

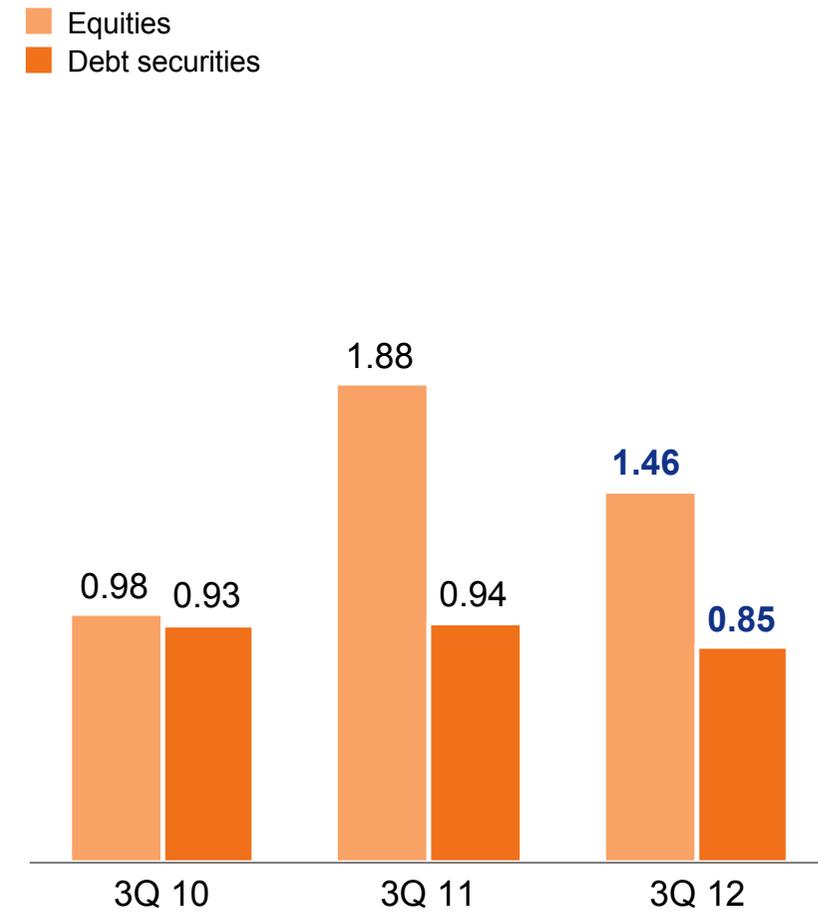


# Growing asset base balances declining yields

Average asset base<sup>1</sup> (EUR bn)



Current yield (in %)

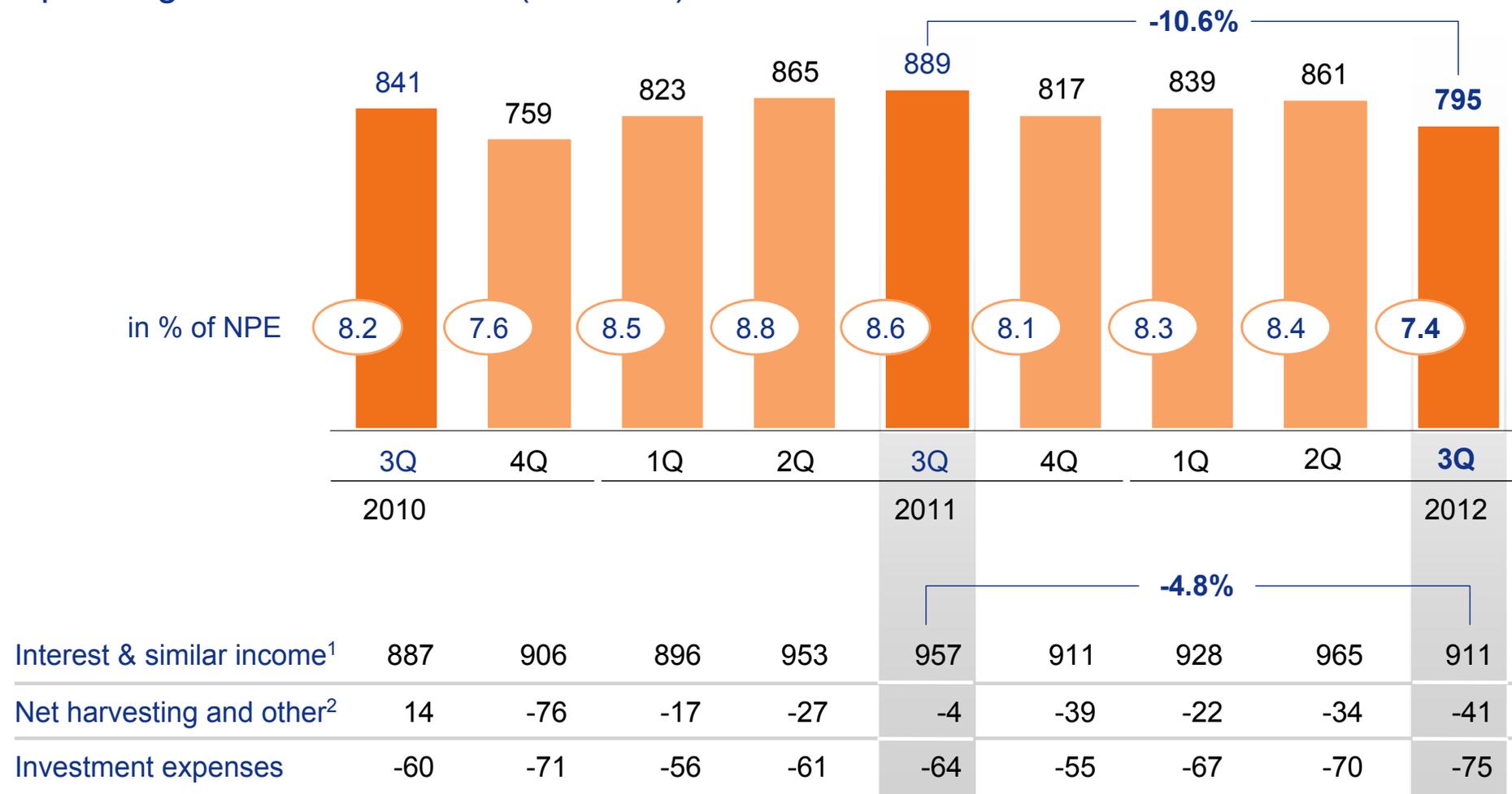


1) Asset base includes health business France and liabilities from cash pooling, excludes fair value option and trading

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

# Operating investment result at EUR 795mn

## Operating investment income (EUR mn)



1) Net of interest expenses

2) Comprises real. gains/losses, impairments (net), fair value option, trading and F/X gains and losses and policyholder participation.  
 Thereof related to UBR: 3Q 12: EUR -2mn, 3Q 11: EUR -3mn, 3Q 10: EUR -2mn

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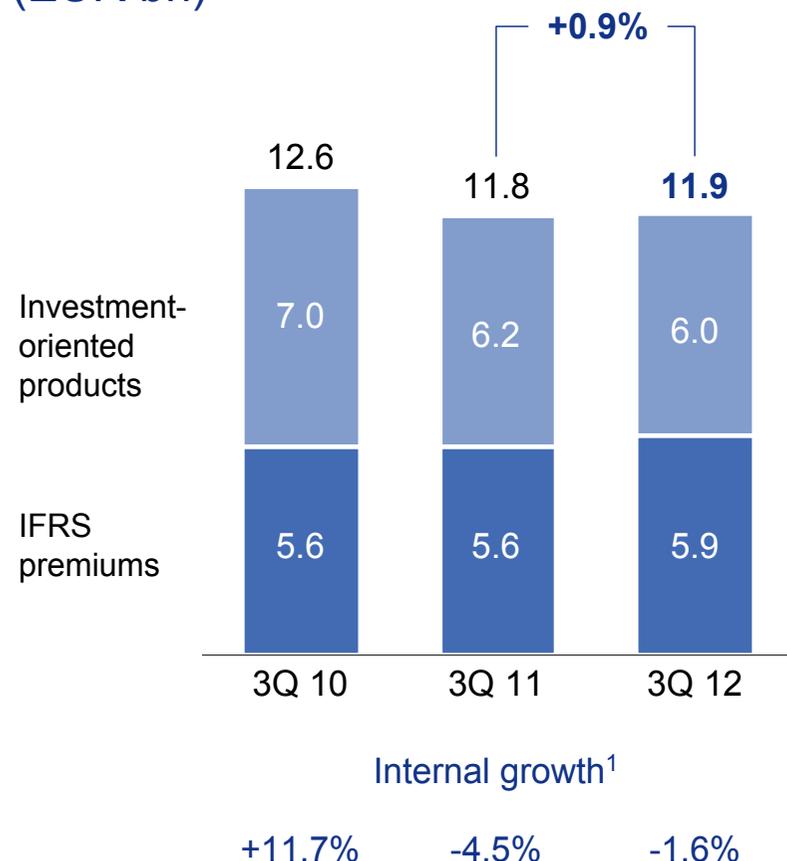
## L/H: Resilient results



- Revenues stable at EUR 11.9bn
- Operating asset base grows to EUR 468bn
- Operating profit at EUR 0.8bn, up 58 percent
- New business margin at 1.6 percent and value of new business at EUR 149mn

## Stable revenues

### Revenue development (EUR bn)



Revenues of sel. OEs (EUR mn)		3Q 10	3Q 11	3Q 12	Δ12/11 <sup>1</sup>
German Speaking Countries	Germany Life	3,471	3,466	3,311	-4.5%
	Germany Health	808	805	819	+1.7%
	Switzerland	225	233	283	+26.3%
Western & Southern Europe	France	1,732	1,771	1,877	+6.9%
	Italy	1,367	1,379	1,338	-3.0%
	Benelux <sup>2</sup>	310	330	552	+67.3%
Iberia & Latin America	Spain	151	195	234	+19.4%
Growth Markets	CEE	223	264	218	-16.3%
	Asia-Pacific	1,681	1,186	1,405	+9.4%
USA	USA	2,234	1,894	1,740	-18.6%

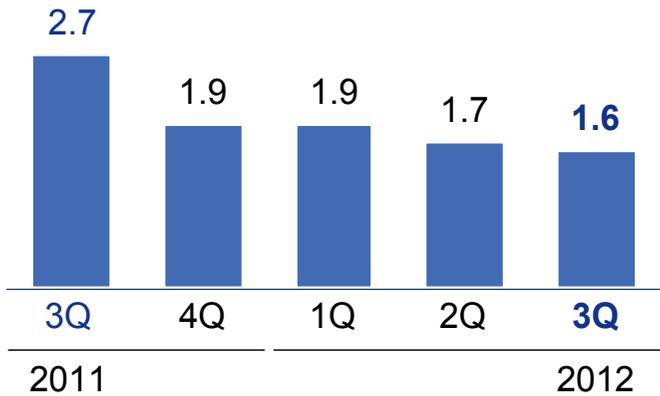
1) Changes refer to internal growth (adjusted for F/X and consolidation effects)

2) Figures include premiums ceded to France LH. Excluding premiums ceded to France, total Benelux premiums would be EUR 310mn, 311mn and 327mn in 3Q 2010, 2011 and 2012, respectively. Internal growth from 3Q 2011 to 3Q 2012 would be +5.3%

# Solid new business margin

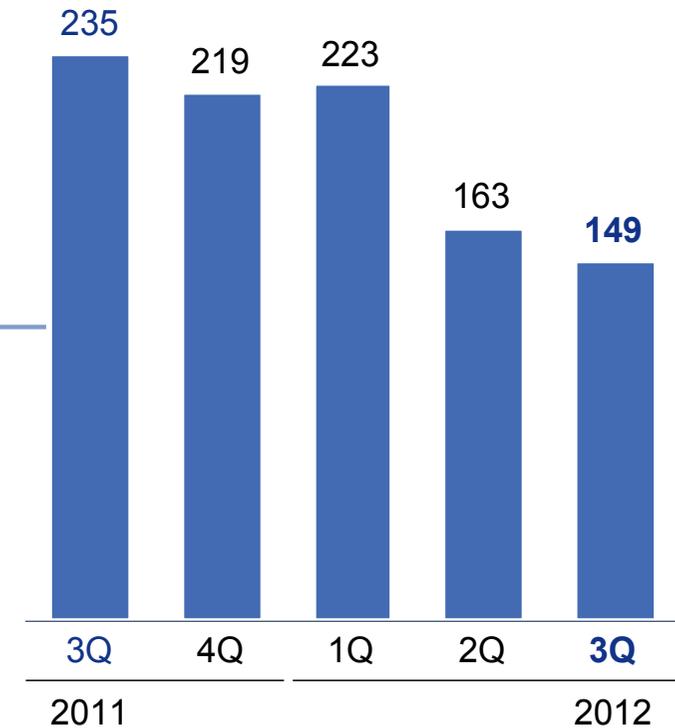
## New business margin<sup>1,2</sup>

(VNB in % of PV of NB premiums)



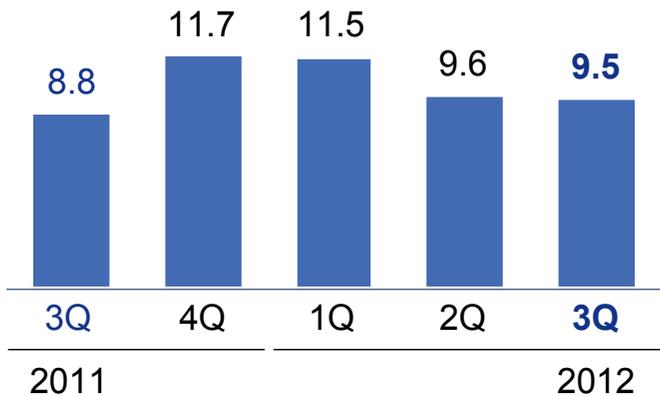
## Value of new business<sup>1,2</sup>

(EUR mn)



## PV of NB premiums<sup>1,2</sup>

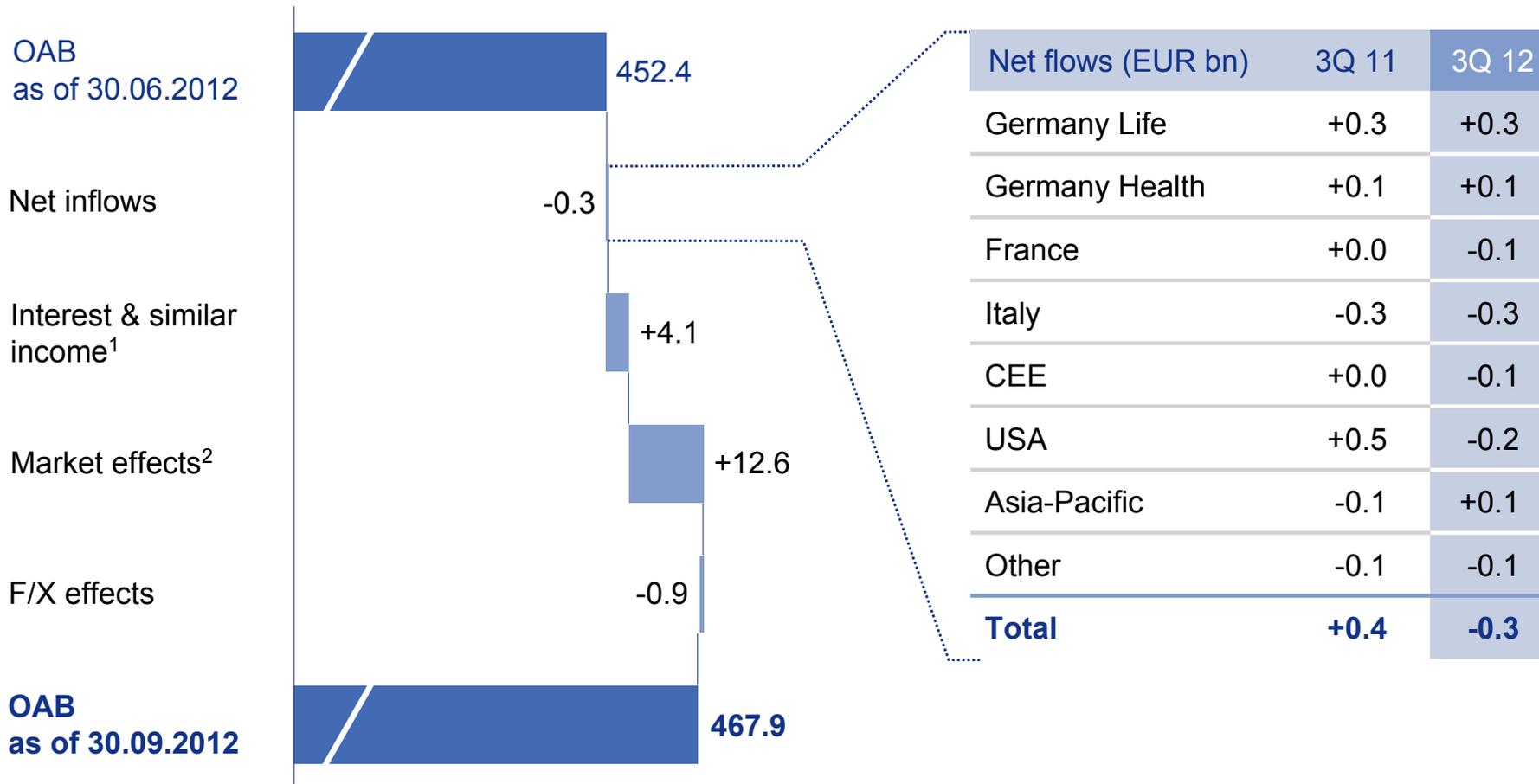
(EUR bn)



1) After non-controlling interests, including holding expenses and internal reinsurance. VNB and NBM include illiquidity premium and European Commission guidance on yield curve extrapolation. All values using F/X rates as of each valuation date  
 2) Based on beginning of quarter economic assumptions. 3Q 2011 figures have been restated to include Mexico

# Operating asset base grows further

## Operating asset base (EUR bn)

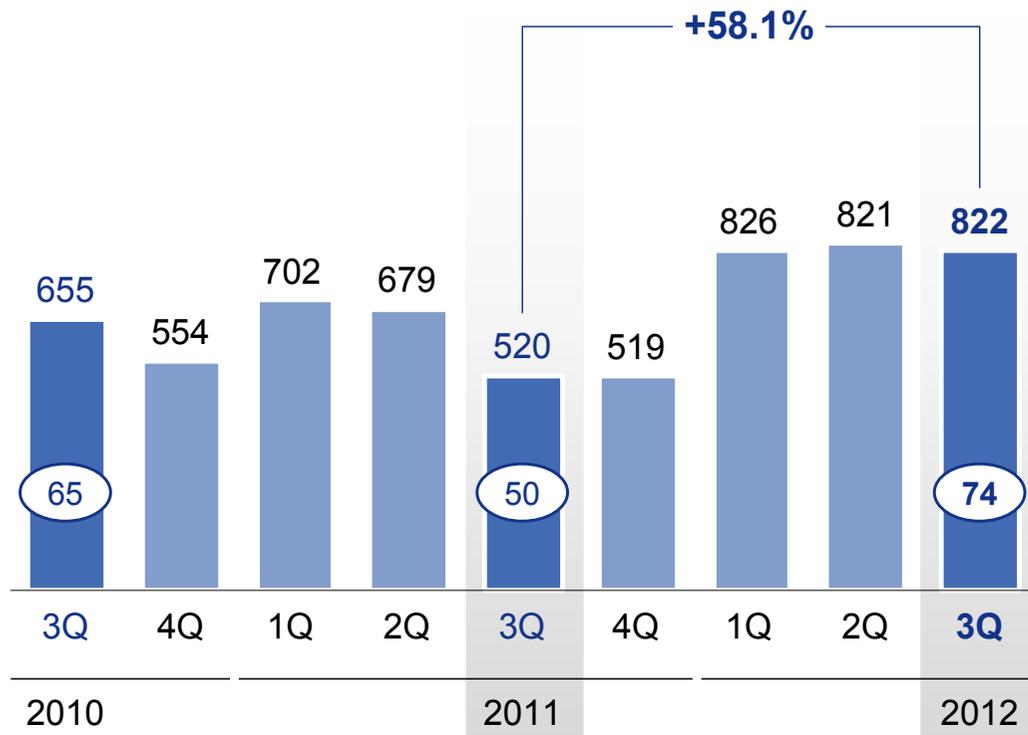


1) Net of interest expenses

2) Includes changes in other assets and liabilities of EUR +0.4bn

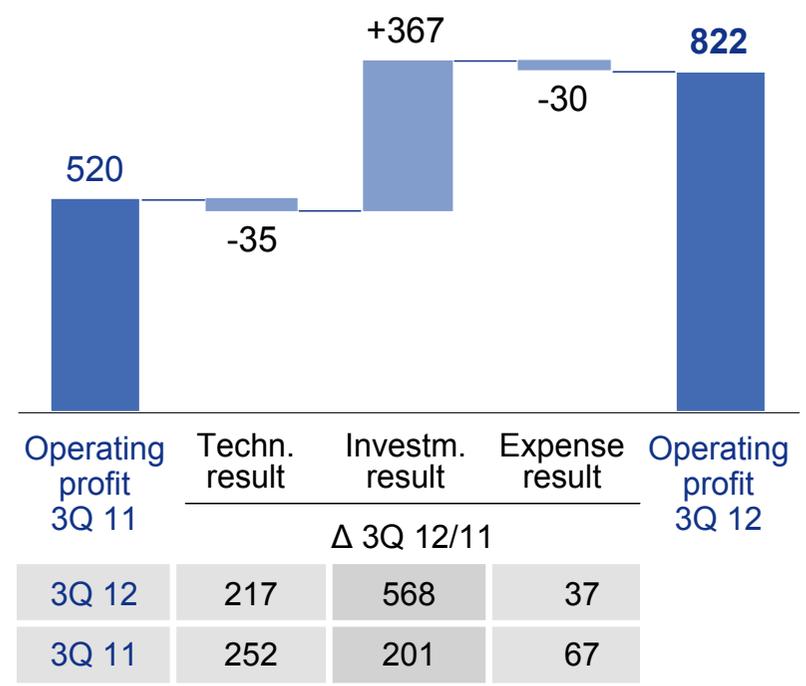
# Strong operating profit

Operating profit (EUR mn)



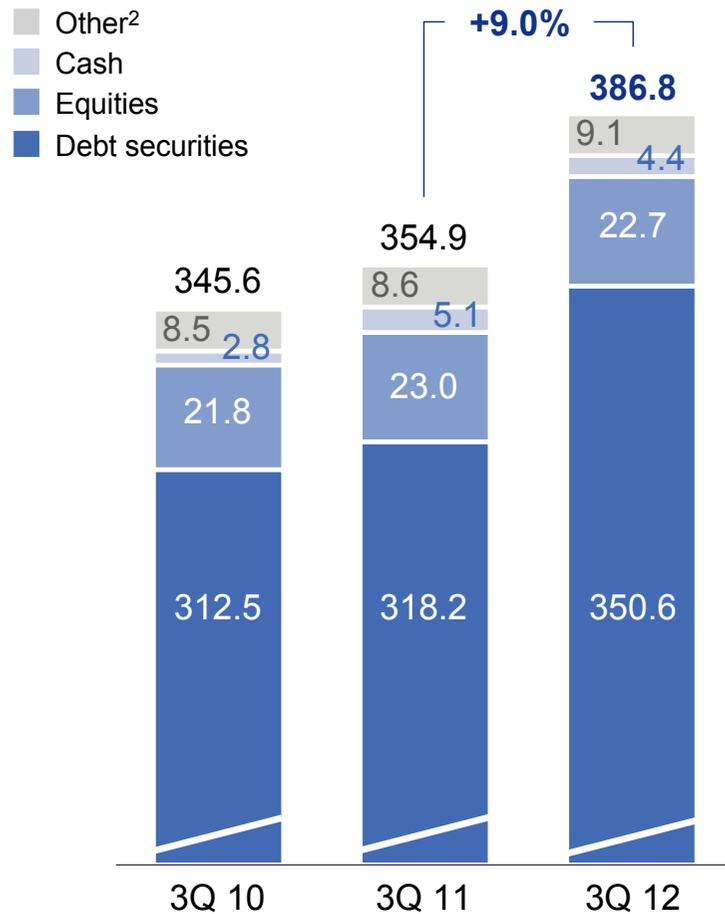
○ Margin on reserves (in bps)

Operating profit drivers (EUR mn)

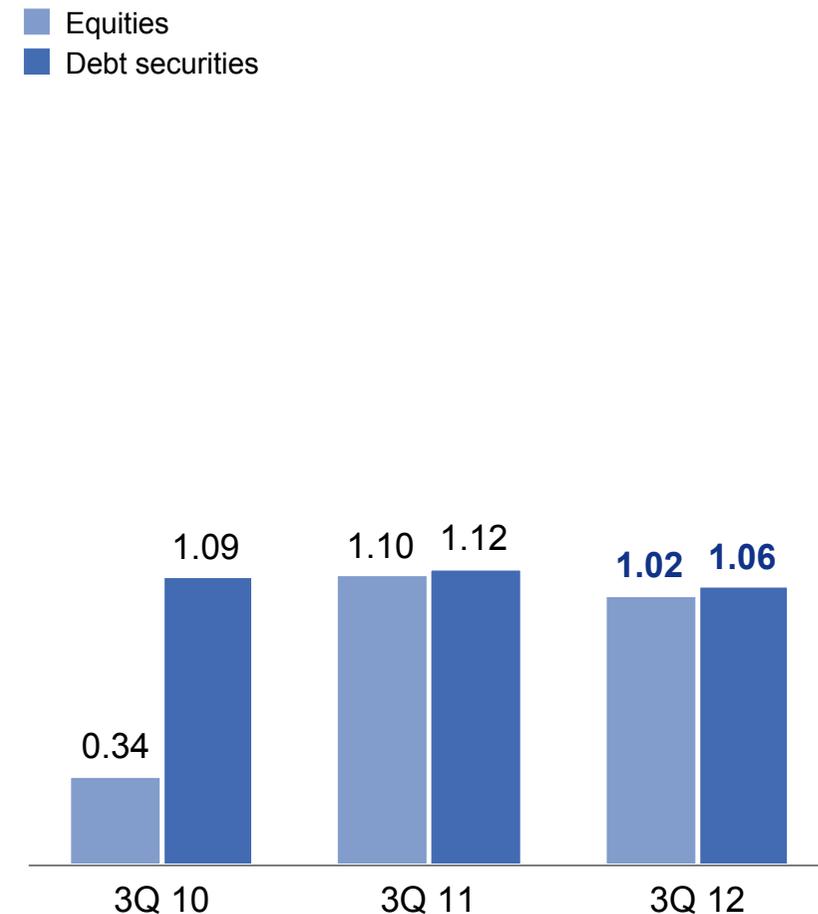


# Average asset base continues to grow

Average asset base (EUR bn)<sup>1</sup>



Current yield (in %)<sup>1</sup>

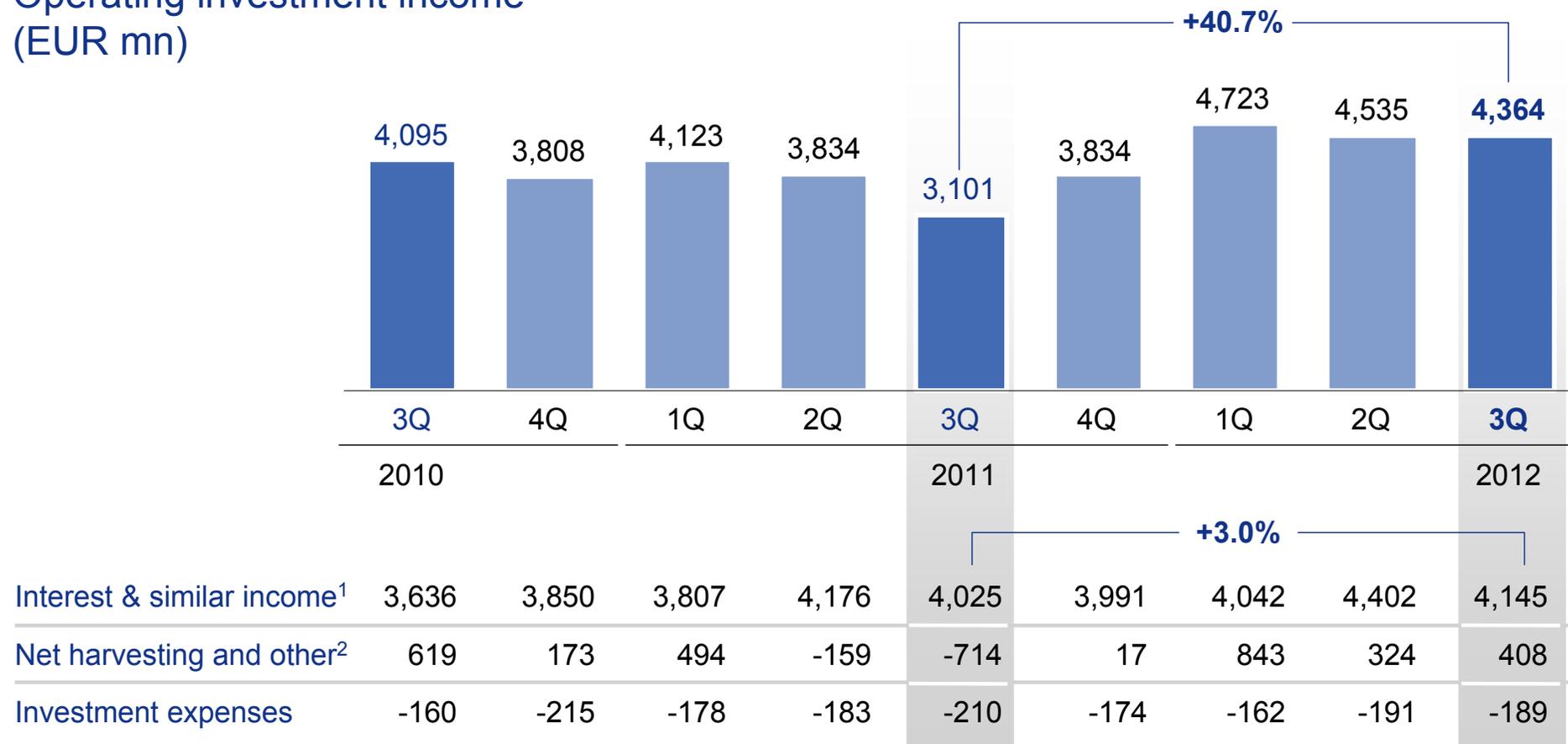


1) Asset base excludes unit linked, FVO and trading, and includes liabilities from cash pooling. Operating asset base includes FVO, trading, unit linked (excludes derivatives MVLO)

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

## Investment result remains at a high level

### Operating investment income (EUR mn)



1) Net of interest expenses

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

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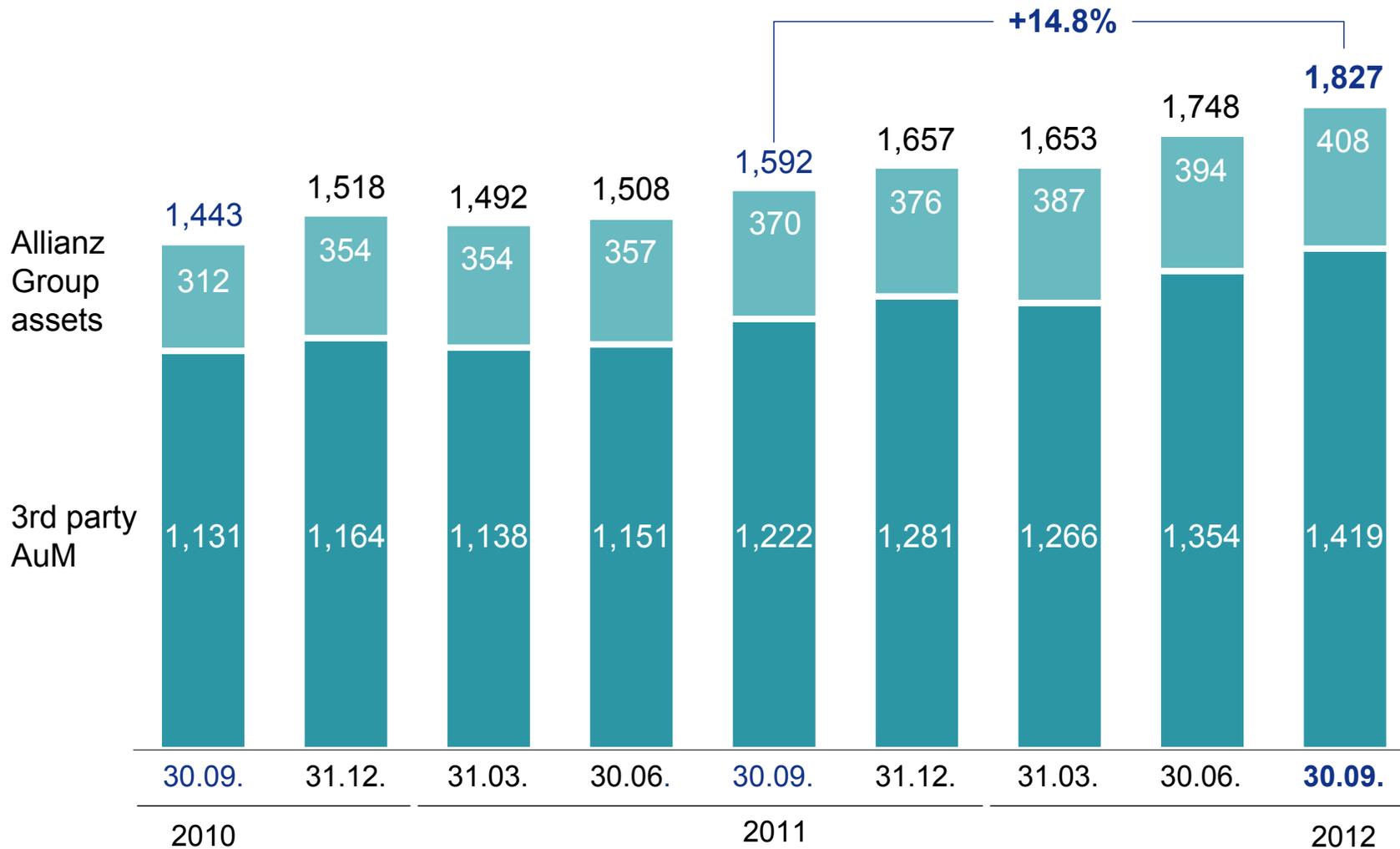
## AM: Again, excellent results



- Assets under Management grow 15 percent to EUR 1,827bn
- 3rd party net flows of EUR 31.5bn
- Operating profit at EUR 0.8bn, up 58 percent
- Cost-income ratio improves to 54.0 percent, supported by high performance fees

# Assets under Management at all-time high

AuM development (EUR bn)



# Outstanding net inflows

3rd party net flow development (EUR bn)



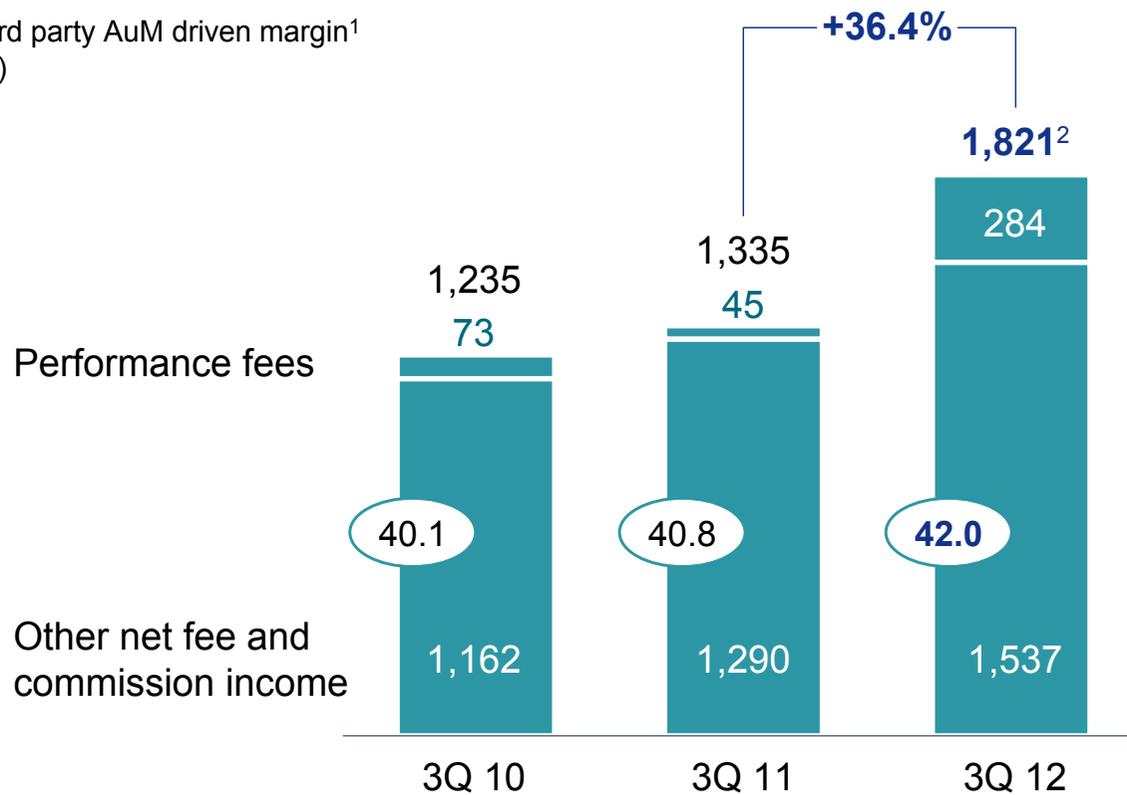
Net flows  
in % of 3rd  
party AuM eop



# Net fees and commissions up 36 percent

## Net fee & commission income development (EUR mn)

○ AAM 3rd party AuM driven margin<sup>1</sup> (in bps)

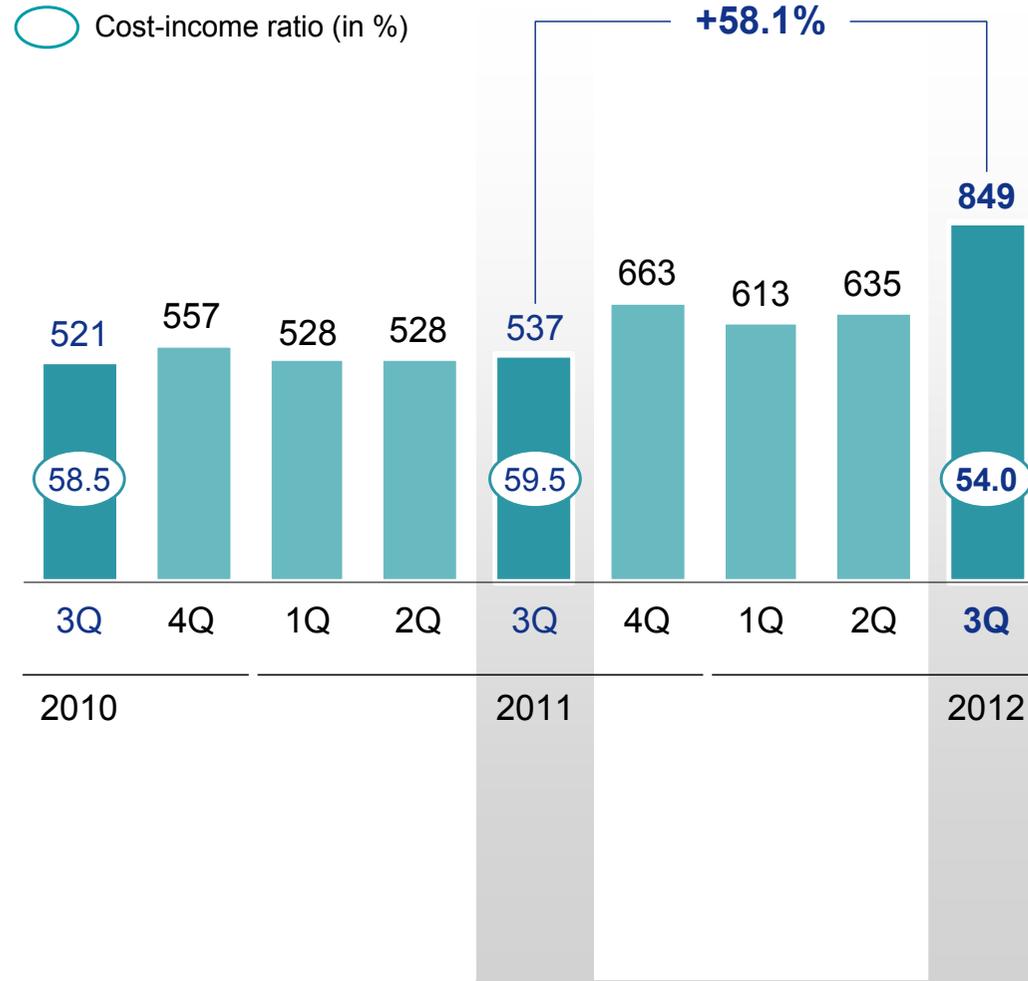


Internal growth: +22.9%

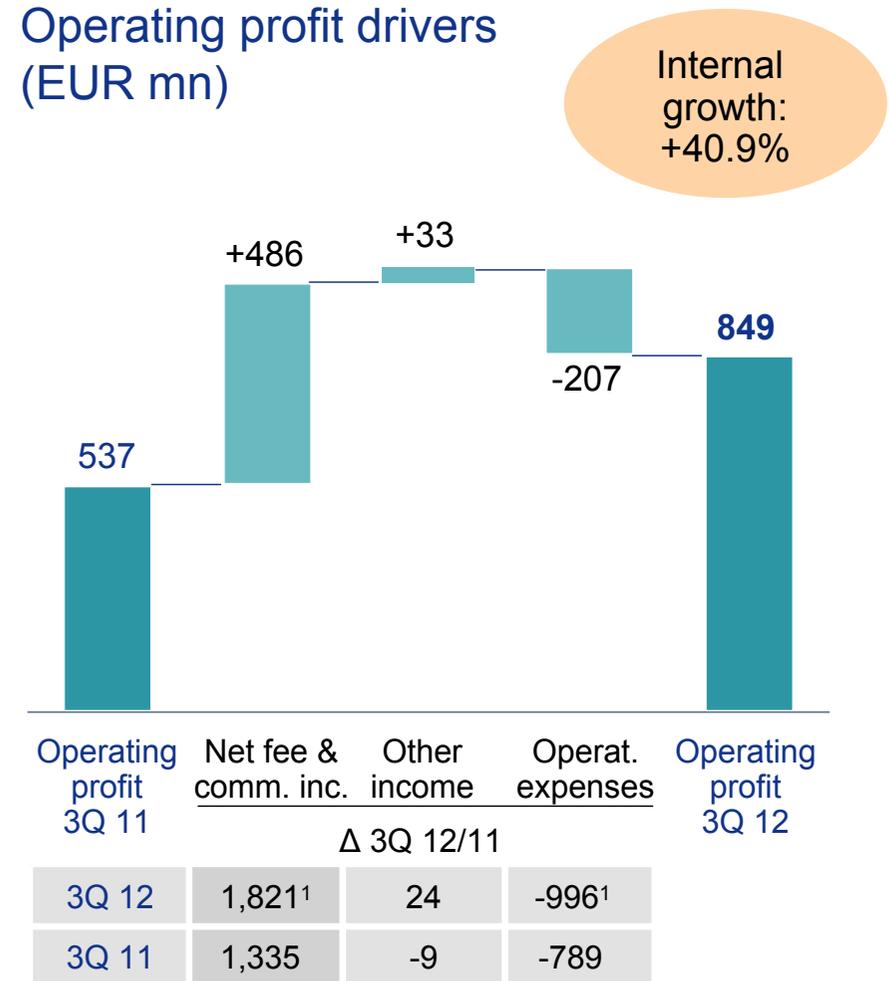
1) Excluding performance fees, 12-months rolling  
 2) Net fee and commission income includes F/X effect of EUR +178mn

# Operating profit grows to EUR 849mn

## Operating profit (EUR mn)



## Operating profit drivers (EUR mn)

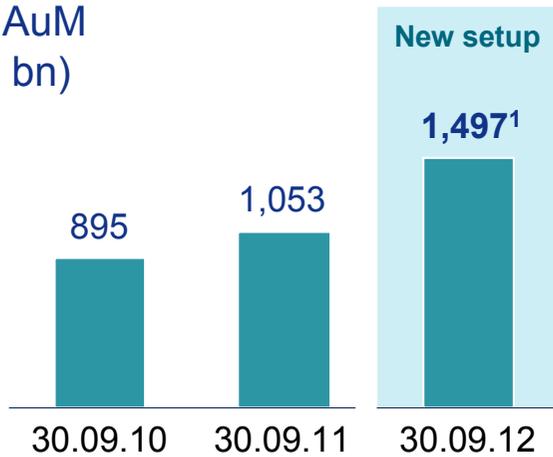


1) Net fee and commission income includes F/X effect of EUR +178mn; operating expenses include F/X effect of EUR -93mn

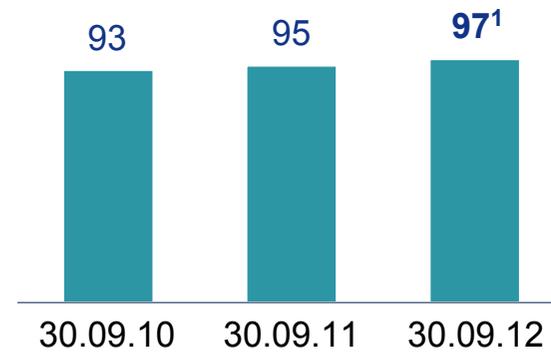
# PIMCO continues to excel

## PIMCO key metrics

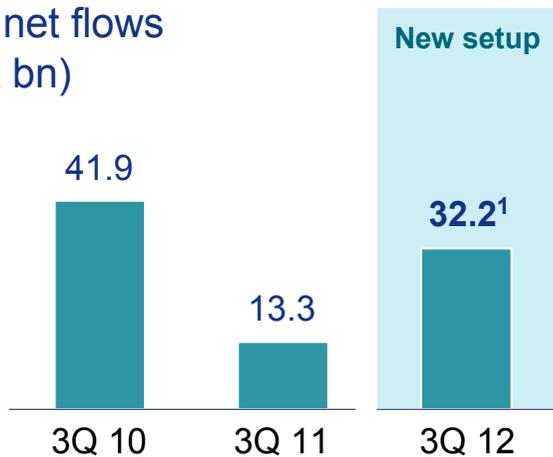
Total AuM  
(EUR bn)



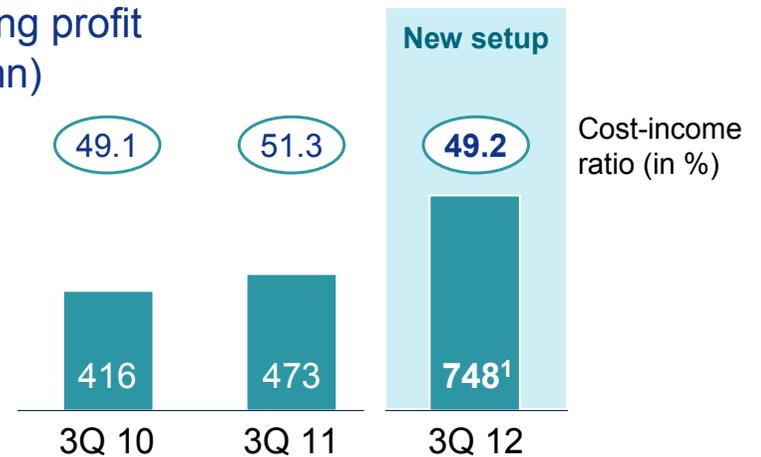
3-year-outperformance<sup>2</sup>  
(in %)



Total net flows  
(EUR bn)



Operating profit  
(EUR mn)



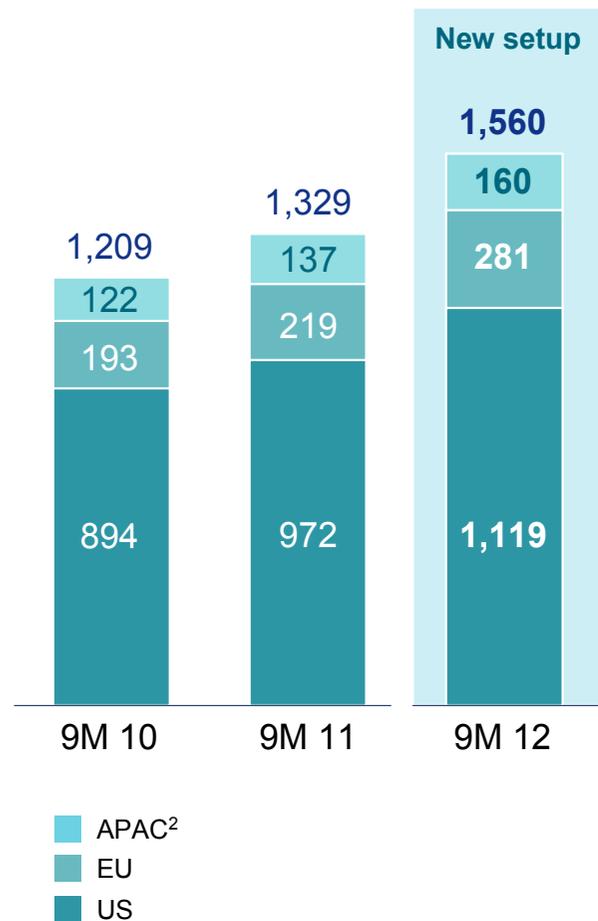
1) Reflects dissolution of integrated model with Allianz Global Investors, prior years' figures not adjusted

2) Enhanced methodology applied for all quarters

# PIMCO – continued growth within a well-diversified context

(3rd party AuM in USD bn)

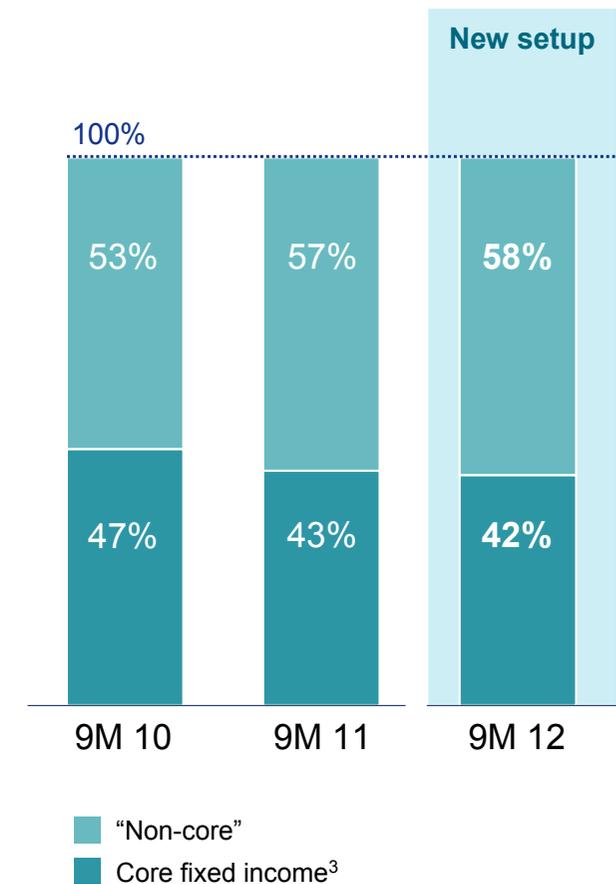
Regional split



Client groups<sup>1</sup>



Investment strategies (share of 3rd party AuM)

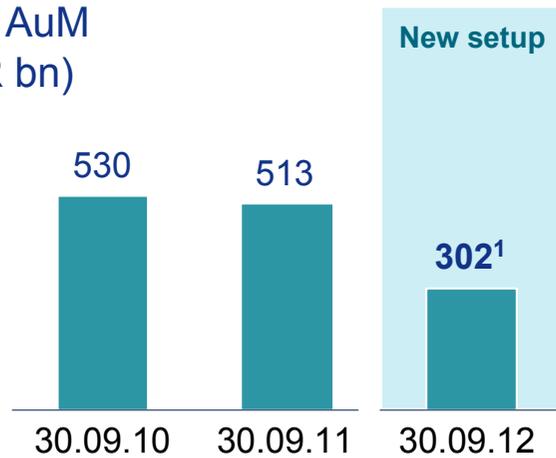


1) Client group classification is driven by vehicle types, consistent with AZ Group methodology  
 2) Asia-Pacific, including Japan and Australia  
 3) Includes assets managed under the following strategy classifications: Total Return, Intermediate and Low Duration

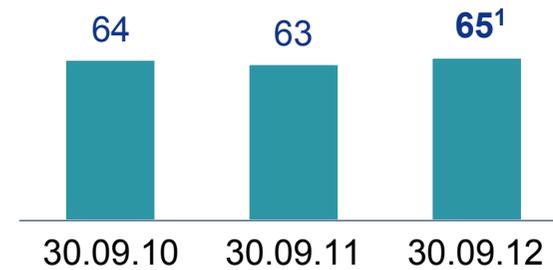
# Allianz Global Investors: Operating profit at EUR 77mn

## Allianz Global Investors key metrics

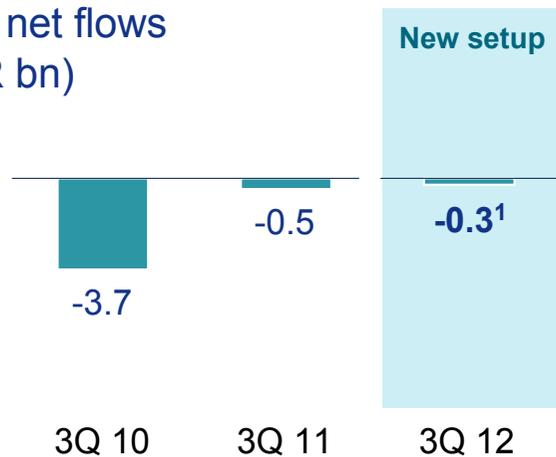
Total AuM  
(EUR bn)



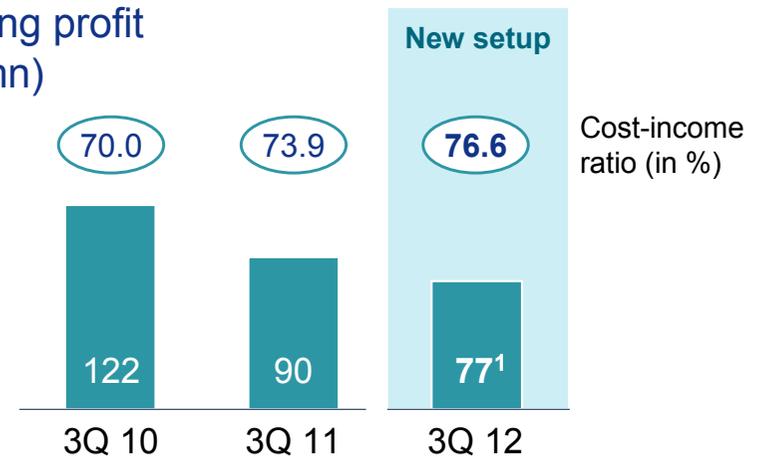
3-year-outperformance<sup>2</sup>  
(in %)



Total net flows  
(EUR bn)



Operating profit  
(EUR mn)



1) Reflects dissolution of integrated model with PIMCO and enhanced cost allocation for corporate services and steering functions, prior years figures not adjusted

2) Enhanced methodology applied for all quarters

# 7

## Group financial results 3Q 2012

- 1 Summary 9M 2012
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- 6 Asset Management
- 7 Summary**
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## Outlook for operating profit raised

### 3Q 2012 contributing ...

- Total revenues at EUR 25.2bn
- Operating profit at EUR 2.5bn
- Net income at EUR 1.4bn
- Strengthening capital position

### ... to strong 9M 2012 results

- Total revenues increase to EUR 80.5bn
- Operating profit grows to EUR 7.2bn
- Net income at EUR 4.2bn
- Capital position and balance sheet strength further improved

### Outlook<sup>1</sup>:

- 12M 2012 operating profit target was at: EUR 8.2bn +/- 0.5bn
- We expect 12M 2012 operating profit to exceed EUR 9.0bn

*However, net income development will continue to be influenced by balance sheet strengthening including investment de-risking and restructuring activities.*

1) Disclaimer: Outlook considers preliminary estimates regarding impacts from hurricane "Sandy" as of 8th Nov 2012; comprehensive reliable estimates only expected in weeks or even months. Future impact from NatCat, markets and global economic development not predictable

# 8

## Group financial results 3Q 2012

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## Group: Result by segments overview (EUR mn)

	P/C		L/H		AM		CO		Consolidation		Total	
	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12
<b>Total revenues (EUR bn)</b>	10.8	11.4	11.8	11.9	1.3	1.8	0.1	0.1	0.1	0.0	24.1	25.2
<b>Operating profit</b>	1,111	1,159	520	822	537	849	-233	-272	-29	-26	1,906	2,532
Non-operating items	-300	25	-88	-36	-54	-52	-870	-316	50	28	-1,262	-351
<b>Income b/ tax</b>	811	1,184	432	786	483	797	-1,103	-588	21	2	644	2,181
Income taxes	-298	-370	-197	-246	-150	-276	271	143	-12	5	-386	-744
<b>Net income</b>	513	814	235	540	333	521	-832	-445	9	7	258	1,437
<i>Net income attributable to:</i>												
Non-controlling interests	38	48	21	26	5	15	-2	4	0	0	62	93
Shareholders	475	766	214	514	328	506	-830	-449	9	7	196	1,344

## Group: Key figures (EUR mn)

	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	Delta 3Q 12/11	9M 2010	9M 2011	9M 2012
<b>Total revenues (EUR bn)</b>	<b>24.5</b>	<b>26.0</b>	<b>29.9</b>	<b>24.6</b>	<b>24.1</b>	<b>25.0</b>	<b>30.1</b>	<b>25.2</b>	<b>25.2</b>	<b>+1.1</b>	<b>80.5</b>	<b>78.5</b>	<b>80.5</b>
<b>Operating profit</b>	<b>2,055</b>	<b>2,154</b>	<b>1,660</b>	<b>2,300</b>	<b>1,906</b>	<b>2,000</b>	<b>2,330</b>	<b>2,364</b>	<b>2,532</b>	<b>+626</b>	<b>6,089</b>	<b>5,866</b>	<b>7,226</b>
Non-operating items	-123	-609	-174	-686	-1,262	-898	-95	-290	-351	+911	-461	-2,122	-736
Income b/ tax	1,932	1,545	1,486	1,614	644	1,102	2,235	2,074	2,181	+1,537	5,628	3,744	6,490
Income taxes	-664	-364	-571	-543	-386	-542	-790	-754	-744	-358	-1,600	-1,500	-2,288
<b>Net income</b>	<b>1,268</b>	<b>1,181</b>	<b>915</b>	<b>1,071</b>	<b>258</b>	<b>560</b>	<b>1,445</b>	<b>1,320</b>	<b>1,437</b>	<b>+1,179</b>	<b>4,028</b>	<b>2,244</b>	<b>4,202</b>
<i>Net income attributable to:</i>													
Non-controlling interests	4	46	58	71	62	68	74	86	93	+31	110	191	253
Shareholders	1,264	1,135	857	1,000	196	492	1,371	1,234	1,344	+1,148	3,918	2,053	3,949
<b>Group financial assets<sup>1</sup> (EUR bn)</b>	<b>471.1</b>	<b>470.1</b>	<b>470.2</b>	<b>473.3</b>	<b>480.5</b>	<b>485.4</b>	<b>502.0</b>	<b>507.7</b>	<b>525.1</b>	<b>+44.6</b>	<b>471.1</b>	<b>480.5</b>	<b>525.1</b>

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

## P/C: Key figures (EUR mn)

	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	Delta 3Q 12/11	9M 2010	9M 2011	9M 2012
<b>Gross premiums written</b> (EUR bn)	<b>10.6</b>	<b>9.4</b>	<b>14.3</b>	<b>10.2</b>	<b>10.8</b>	<b>9.5</b>	<b>14.8</b>	<b>10.7</b>	<b>11.4</b>	<b>+0.6</b>	<b>34.5</b>	<b>35.3</b>	<b>36.9</b>
<b>Operating profit</b>	<b>1,122</b>	<b>1,323</b>	<b>663</b>	<b>1,329</b>	<b>1,111</b>	<b>1,093</b>	<b>1,189</b>	<b>1,112</b>	<b>1,159</b>	<b>+48</b>	<b>2,981</b>	<b>3,103</b>	<b>3,460</b>
Non-operating items	113	-239	173	-9	-300	-43	-25	65	25	+325	255	-136	65
Income b/ tax	1,235	1,084	836	1,320	811	1,050	1,164	1,177	1,184	+373	3,236	2,967	3,525
Income taxes	-363	-280	-279	-368	-298	-260	-328	-370	-370	-72	-936	-945	-1,068
<b>Net income</b>	<b>872</b>	<b>804</b>	<b>557</b>	<b>952</b>	<b>513</b>	<b>790</b>	<b>836</b>	<b>807</b>	<b>814</b>	<b>+301</b>	<b>2,300</b>	<b>2,022</b>	<b>2,457</b>
<i>Net income attributable to:</i>													
Non-controlling interests	51	28	38	60	38	38	39	50	48	+10	133	136	137
Shareholders	821	776	519	892	475	752	797	757	766	+291	2,167	1,886	2,320
<b>Combined ratio</b> (in %)	<b>97.1</b>	<b>94.9</b>	<b>101.3</b>	<b>95.0</b>	<b>97.6</b>	<b>97.6</b>	<b>96.2</b>	<b>97.4</b>	<b>96.3</b>	<b>-1.3%-p</b>	<b>97.9</b>	<b>97.9</b>	<b>96.6</b>
Segment financial assets <sup>1</sup> (EUR bn)	96.2	96.1	98.1	97.2	99.0	98.2	101.4	101.8	105.1	+6.1	96.2	99.0	105.1

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

## L/H: Key figures (EUR mn)

	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	Delta 3Q 12/11	9M 2010	9M 2011	9M 2012
<b>Statutory premiums (EUR bn)</b>	<b>12.6</b>	<b>15.1</b>	<b>14.3</b>	<b>13.0</b>	<b>11.8</b>	<b>13.8</b>	<b>13.7</b>	<b>12.9</b>	<b>11.9</b>	<b>+0.1</b>	42.0	39.1	38.5
<b>Operating profit</b>	<b>655</b>	<b>554</b>	<b>702</b>	<b>679</b>	<b>520</b>	<b>519</b>	<b>826</b>	<b>821</b>	<b>822</b>	<b>+302</b>	<b>2,314</b>	<b>1,901</b>	<b>2,469</b>
Non-operating items	-4	-69	-4	-329	-88	-67	29	-31	-36	+52	-16	-421	-38
Income b/ tax	651	485	698	350	432	452	855	790	786	+354	2,298	1,480	2,431
Income taxes	-206	-217	-216	-136	-197	-185	-229	-284	-246	-49	-717	-549	-759
<b>Net income</b>	<b>445</b>	<b>268</b>	<b>482</b>	<b>214</b>	<b>235</b>	<b>267</b>	<b>626</b>	<b>506</b>	<b>540</b>	<b>+305</b>	<b>1,581</b>	<b>931</b>	<b>1,672</b>
<i>Net income attributable to:</i>													
Non-controlling interests	9	23	21	11	21	21	23	20	26	+5	49	53	69
Shareholders	436	245	461	203	214	246	603	486	514	+300	1,532	878	1,603
<b>Margin on reserves<sup>1</sup> (in bps)</b>	<b>65</b>	<b>54</b>	<b>69</b>	<b>66</b>	<b>50</b>	<b>50</b>	<b>78</b>	<b>76</b>	<b>74</b>	<b>24</b>	<b>79</b>	<b>62</b>	<b>76</b>
Segment financial assets <sup>2</sup> (EUR bn)	351.6	350.6	348.5	352.4	358.4	364.0	373.6	381.1	393.5	+35.1	351.6	358.4	393.5
Unit-linked investments (EUR bn)	61.7	64.8	64.8	64.8	61.2	63.5	66.8	67.4	70.3	+9.1	61.7	61.2	70.3
Operating asset base <sup>3</sup> (EUR bn)	416.6	419.3	417.1	421.0	423.1	431.1	444.3	452.4	467.9	+44.8	416.6	423.1	467.9

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

## AM: Key figures (EUR mn)

	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	Delta 3Q 12/11	9M 2010	9M 2011	9M 2012
<b>Operating revenues</b>	<b>1,256</b>	<b>1,426</b>	<b>1,273</b>	<b>1,303</b>	<b>1,326</b>	<b>1,600</b>	<b>1,439</b>	<b>1,497</b>	<b>1,845</b>	<b>+519</b>	<b>3,560</b>	<b>3,902</b>	<b>4,781</b>
<b>Operating profit</b>	<b>521</b>	<b>557</b>	<b>528</b>	<b>528</b>	<b>537</b>	<b>663</b>	<b>613</b>	<b>635</b>	<b>849</b>	<b>+312</b>	<b>1,503</b>	<b>1,593</b>	<b>2,097</b>
Non-operating items	-60	-60	-99	-47	-54	-57	-22	-82	-52	+2	-395	-200	-156
Income b/ tax	461	497	429	481	483	606	591	553	797	+314	1,108	1,393	1,941
Income taxes	-180	-205	-120	-192	-150	-225	-212	-208	-276	-126	-454	-462	-696
<b>Net income</b>	<b>281</b>	<b>292</b>	<b>309</b>	<b>289</b>	<b>333</b>	<b>381</b>	<b>379</b>	<b>345</b>	<b>521</b>	<b>+188</b>	<b>654</b>	<b>931</b>	<b>1,245</b>
<i>Net income attributable to:</i>													
Non-controlling interests	2	1	3	4	5	6	11	10	15	+10	-1	12	36
Shareholders	279	291	306	285	328	375	368	335	506	+178	655	919	1,209
<b>Cost-income ratio (in %)</b>	<b>58.5</b>	<b>60.9</b>	<b>58.5</b>	<b>59.5</b>	<b>59.5</b>	<b>58.6</b>	<b>57.4</b>	<b>57.6</b>	<b>54.0</b>	<b>-5.5%-p</b>	<b>57.8</b>	<b>59.2</b>	<b>56.1</b>
<b>3rd party AuM<sup>1</sup> (EUR bn)</b>	<b>1,130.9</b>	<b>1,164.0</b>	<b>1,138.5</b>	<b>1,150.9</b>	<b>1,222.3</b>	<b>1,281.3</b>	<b>1,266.4</b>	<b>1,354.0</b>	<b>1,419.3</b>	<b>+197.0</b>	<b>1,130.9</b>	<b>1,222.3</b>	<b>1,419.3</b>

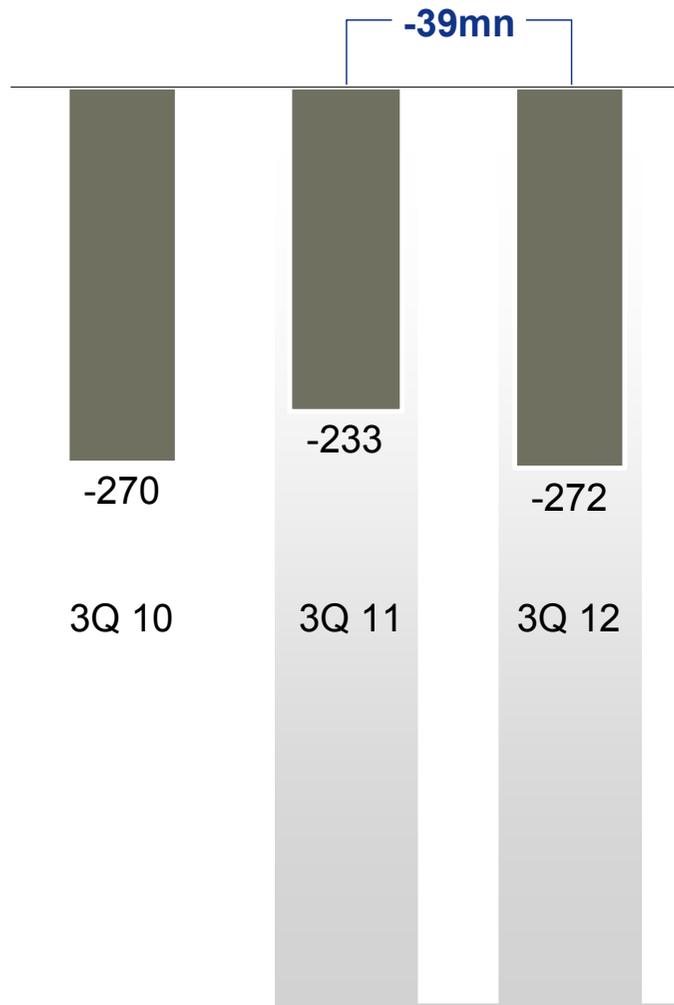
1) 3rd party Assets under Management are end of period values

## CO: Key figures (EUR mn)

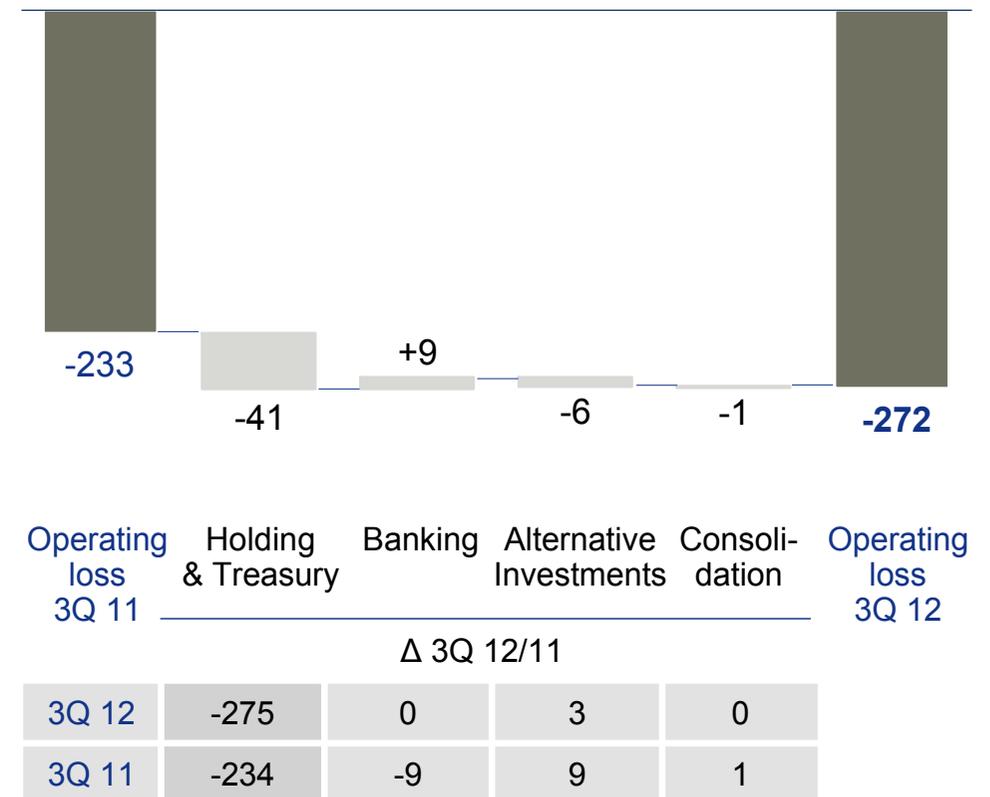
	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	Delta 3Q 12/11	9M 2010	9M 2011	9M 2012
<b>Total revenues (Banking)</b>	<b>146</b>	<b>175</b>	<b>151</b>	<b>137</b>	<b>129</b>	<b>150</b>	<b>155</b>	<b>141</b>	<b>142</b>	<b>+13</b>	<b>412</b>	<b>417</b>	<b>438</b>
<b>Operating profit</b>													
Holding & Treasury	-237	-262	-221	-170	-234	-199	-267	-184	-275	-41	-601	-625	-726
Banking	-24	-2	2	-24	-9	-37	-15	-21	0	+9	-62	-31	-36
Alternative Investments	-9	-2	-4	-11	9	1	-1	13	3	-6	-13	-6	15
<i>Consolidation</i>	0	0	0	0	1	-1	-1	1	0	-1	0	1	0
<b>Corporate and Other operating profit</b>	<b>-270</b>	<b>-266</b>	<b>-223</b>	<b>-205</b>	<b>-233</b>	<b>-236</b>	<b>-284</b>	<b>-191</b>	<b>-272</b>	<b>-39</b>	<b>-676</b>	<b>-661</b>	<b>-747</b>
<b>Non-operating items</b>													
Holding & Treasury	-55	-120	-245	-287	-861	-608	-60	-202	-214	+647	-276	-1,393	-476
Banking	-8	-96	0	8	-3	-119	0	13	-4	-1	-34	5	9
Alternative Investments	-222	-5	-37	-25	-30	-1	-11	-1	-98	-68	-323	-92	-110
<i>Consolidation</i>	19	16	21	1	24	4	0	0	0	-24	120	46	0
<b>Corporate and Other non-operating items</b>	<b>-266</b>	<b>-205</b>	<b>-261</b>	<b>-303</b>	<b>-870</b>	<b>-724</b>	<b>-71</b>	<b>-190</b>	<b>-316</b>	<b>+554</b>	<b>-513</b>	<b>-1,434</b>	<b>-577</b>
Income b/taxes	-536	-471	-484	-508	-1,103	-960	-355	-381	-588	+515	-1,189	-2,095	-1,324
Income taxes	82	287	32	145	271	106	-28	108	143	-128	488	448	223
<b>Net income</b>	<b>-454</b>	<b>-184</b>	<b>-452</b>	<b>-363</b>	<b>-832</b>	<b>-854</b>	<b>-383</b>	<b>-273</b>	<b>-445</b>	<b>+387</b>	<b>-701</b>	<b>-1,647</b>	<b>-1,101</b>
<i>Net income attributable to:</i>													
Non-controlling interests	-58	-6	-4	-4	-2	3	1	6	4	+6	-71	-10	11
Shareholders	-396	-178	-448	-359	-830	-857	-384	-279	-449	+381	-630	-1,637	-1,112
<b>Cost-income ratio Banking (in %)</b>	<b>104.1</b>	<b>92.6</b>	<b>88.2</b>	<b>93.4</b>	<b>96.9</b>	<b>85.4</b>	<b>80.1</b>	<b>85.0</b>	<b>91.0</b>	<b>-5.9%-p</b>	<b>105.1</b>	<b>92.5</b>	<b>85.2</b>
<b>RWA<sup>1</sup> Banking (EUR bn)</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>+0</b>	<b>9</b>	<b>9</b>	<b>9</b>

# CO: Corporate and Other (EUR mn)

## Operating loss development for 3Q



## Operating loss components



# Investment result

## (EUR mn)

	P/C		L/H		AM		Corporate and Other		Consolidation		Group <sup>1</sup>	
	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12	3Q 11	3Q 12
<b>Operating investment result</b>												
Interest and similar income <sup>2</sup>	957	911	4,025	4,145	7	10	58	45	-10	-19	5,037	5,092
Inc. fr. fin. assets and liab. carried at FV <sup>3</sup>	-38	1	-567	-90	-23	12	-14	-9	-9	6	-651	-80
Realized gains/losses (net)	2	32	590	596	0	0	0	0	0	0	592	628
Impairments of investments (net)	-37	-1	-979	-68	0	0	0	0	0	24	-1,016	-45
F/X result	50	-21	242	-30	2	-2	1	6	0	0	295	-47
Investment expenses	-64	-75	-210	-189	0	0	-28	-26	55	60	-247	-230
<b>Subtotal</b>	<b>870</b>	<b>847</b>	<b>3,101</b>	<b>4,364</b>	<b>-14</b>	<b>20</b>	<b>17</b>	<b>16</b>	<b>36</b>	<b>71</b>	<b>4,010</b>	<b>5,318</b>
<b>Non-operating investment result</b>												
Inc. fr. fin. assets and liab. carried at FV	-42	7	-24	2	0	0	-294	-24	47	3	-313	-12
Realized gains/ losses (net)	14	45	26	-26	3	0	256	88	15	0	314	107
Impairments of investments (net)	-257	-14	-87	-4	-3	0	-545	-38	-39	0	-931	-56
<b>Subtotal</b>	<b>-285</b>	<b>38</b>	<b>-85</b>	<b>-28</b>	<b>0</b>	<b>0</b>	<b>-583</b>	<b>26</b>	<b>23</b>	<b>3</b>	<b>-930</b>	<b>39</b>
<b>Net investment income</b>	<b>585</b>	<b>885</b>	<b>3,016</b>	<b>4,336</b>	<b>-14</b>	<b>20</b>	<b>-566</b>	<b>42</b>	<b>59</b>	<b>74</b>	<b>3,080</b>	<b>5,357</b>
<i>Investment return in % of avg. investm.<sup>4</sup></i>	<i>0.6%</i>	<i>0.9%</i>	<i>0.8%</i>	<i>1.1%</i>	<i>n/m</i>	<i>n/m</i>	<i>-1.6%</i>	<i>0.1%</i>	<i>n/m</i>	<i>n/m</i>	<i>0.6%</i>	<i>1.0%</i>
Movements in unrealized gains/losses on equities	-301	27	-2,408	973	-5	3	-405	-24	n/m	n/m	-3,119	979
<i>Total investment return in % of avg. inv.<sup>4</sup></i>	<i>0.3%</i>	<i>0.9%</i>	<i>0.2%</i>	<i>1.4%</i>	<i>n/m</i>	<i>n/m</i>	<i>-2.7%</i>	<i>0.0%</i>	<i>n/m</i>	<i>n/m</i>	<i>0.0%</i>	<i>1.2%</i>

1) Comprising result from continuing operations only

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

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

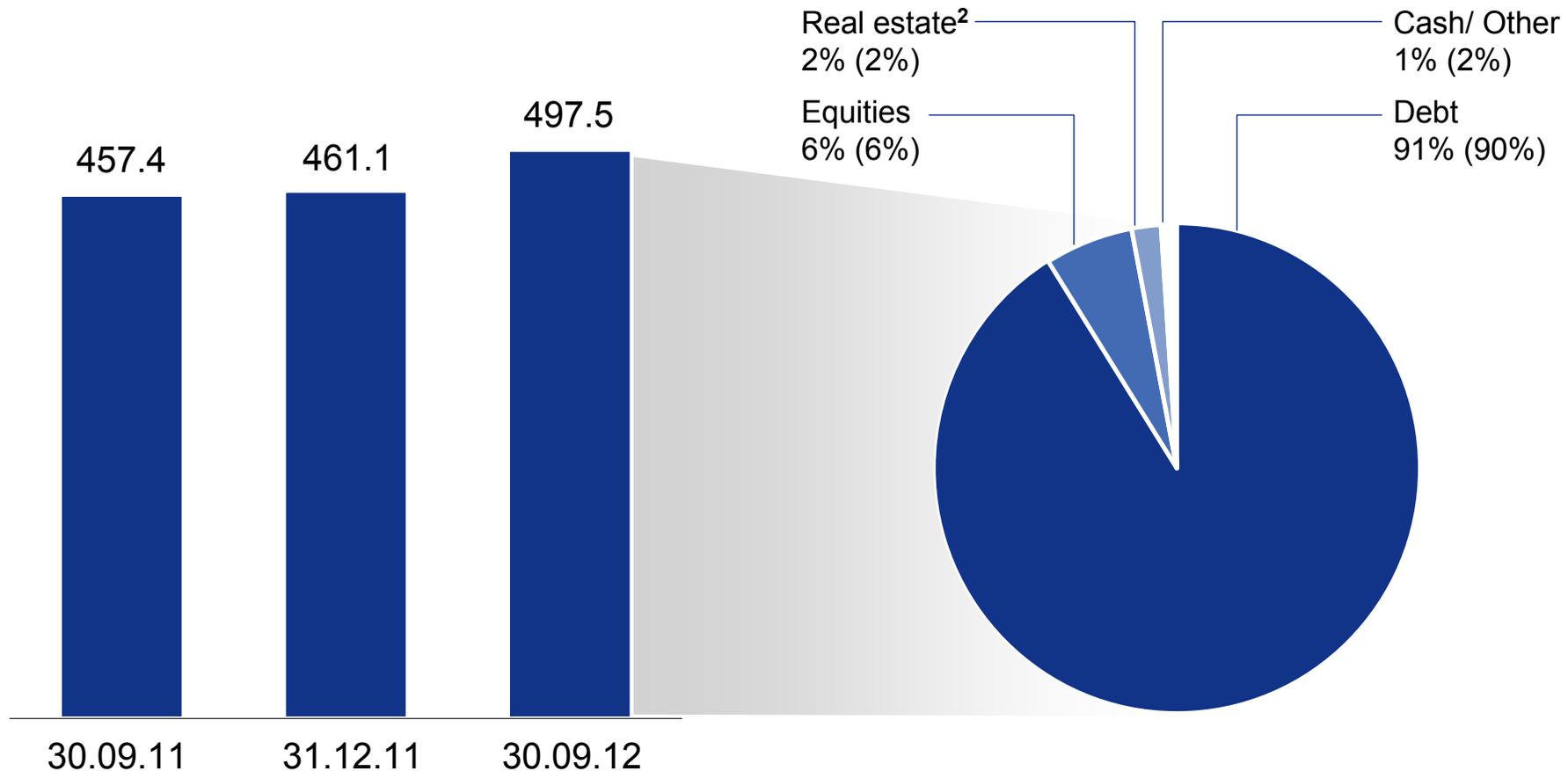
4) Investment return calculation is based on total assets including liabilities from cash pooling

# Overview investment portfolio (EUR bn)

Group investments and loans<sup>1</sup>

as of 30.09.12 (31.12.11)

Total EUR 497.5bn (EUR 461.1bn)

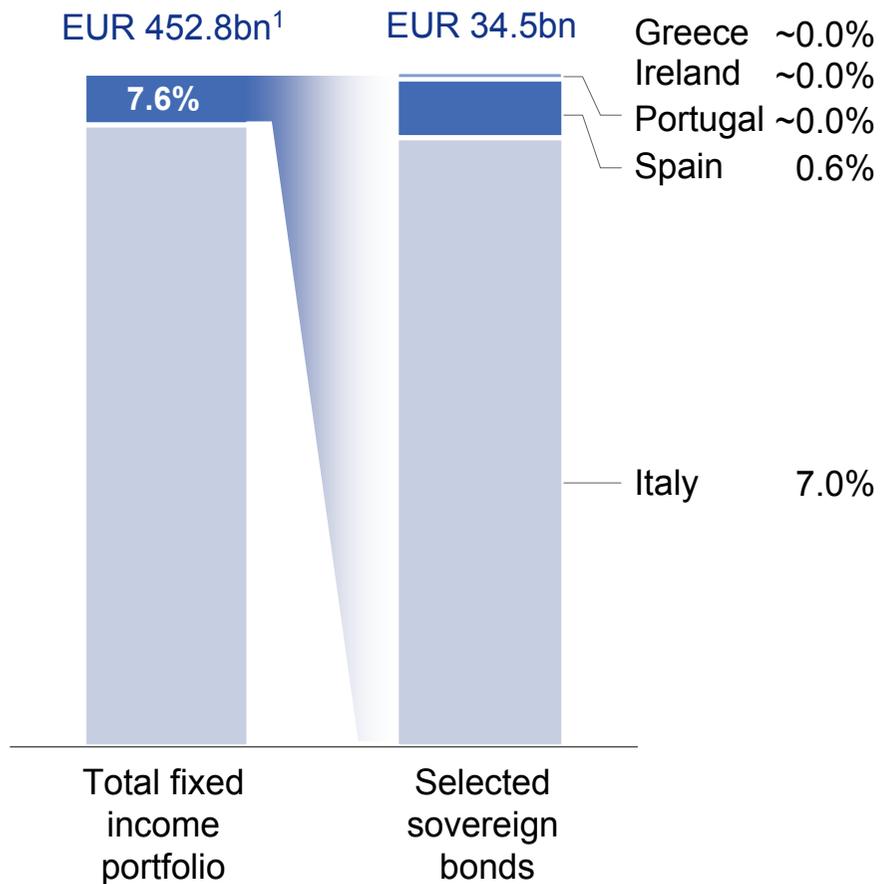


1) Portfolio discussion is based on consolidated insurance portfolios (P/C, L/H, Corporate and Other, does not include Banking operations)

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

# Limited exposure to selected sovereign debt

Percent of total fixed income portfolio



Unrealized gains/losses (EUR mn)

	30.09.2012	
	gross	net <sup>2</sup>
Greece	-7	-4
Ireland	0	0
Portugal	-31	-20
Spain	-290	-54
<b>Sub-total</b>	<b>-328</b>	<b>-78</b>
Italy	-270	-6
<b>Total</b>	<b>-598</b>	<b>-84</b>

1) As of 30.09.2012; portfolio discussion is based on consolidated insurance segments (P/C, L/H, Corporate and Other, does not include Banking operations)

2) After policyholder participation and taxes; based on 30.09.2012 balance sheet figures reflected in accumulated other comprehensive income

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## Group financial results 3Q 2012

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## Glossary (1)

<b>AAM</b>	Allianz Asset Management (former AGI)
<b>AGCS</b>	Allianz Global Corporate & Specialty
<b>AM</b>	Segment Asset Management
<b>AuM</b>	Assets under Management: The total of all investments, valued at current market value, which the Group has under management with responsibility for maintaining and improving their performance. In addition to the Group's own investments, they include investments managed on behalf of third parties
<b>Bp</b>	Basis point = 0.01%
<b>CEE</b>	Central and Eastern Europe
<b>Combined ratio</b>	Sum of loss ratio and expense ratio, represents the total of acquisition and administrative expenses (net) and claims and insurance benefits incurred (net) divided by premiums earned (net)
<b>Cost-income ratio (CIR)</b>	Represents operating expenses divided by operating revenues
<b>Current yield</b>	Interest and similar income / average asset base at book value (excluding income from financial assets and liabilities carried at fair value); current yield on debt securities adjusted for interest expenses from securities lending; yield on debt securities including cash components
<b>DAC</b>	Deferred acquisition costs: Commissions, underwriting expenses and policy issuance costs, which vary with and are primarily related to the acquisition and renewal of insurance contracts. These acquisition costs are deferred, to the extent that they are recoverable, and are subject to recoverability testing at the end of each accounting period
<b>Fair value</b>	The amount for which an asset could be exchanged between knowledgeable, willing parties in an arm's length transaction
<b>FCD</b>	Financial conglomerates directive: European regulation for the supervision of financial conglomerates and financial groups involved in cross-sectoral business operations

## Glossary (2)

<b>Goodwill</b>	Difference between a subsidiary's purchase price and the relevant proportion of its net assets valued at the current value of all assets and liabilities at the time of acquisition
<b>Gross/Net</b>	In insurance terminology the terms "gross" and "net" mean before and after consideration of reinsurance ceded, respectively. In investment terminology the term "net" is used where the relevant expenses (e.g. depreciations and losses on the disposal of assets) have already been deducted
<b>IFRS</b>	International Financial Reporting Standards. Since 2002, the designation of IFRS applies to the overall framework of all standards approved by the International Accounting Standards Board. Standards already approved before will continue to be cited as International Accounting Standards (IAS)
<b>Internal growth</b>	Enhances the understanding of our total revenue performance by excluding the effects of foreign currency translation as well as acquisitions and disposals
<b>L/H</b>	Segment Life and health insurance
<b>Loss ratio</b>	Claims and insurance benefits incurred (net) divided by net premiums earned (net).
<b>NBM</b>	New business margin: Value of new business divided by present value of new business premiums
<b>Non-controlling interests</b>	Represent the proportion of equity of affiliated enterprises not owned by Group companies
<b>OAB</b>	Operating asset base: Operating asset base represents all operating investment assets within L/H segment. This includes investments & loans, financial assets and liabilities carried at fair value as well as unit linked investments. Market value liability option is excluded
<b>OE</b>	Operating entity

## Glossary (3)

### Operating profit

We evaluate the results of our Property-Casualty, Life/Health, Asset Management and Corporate and Other segments using a financial performance measure we refer to herein as “operating profit”. We define our segment operating profit as income before income taxes and non-controlling interests in earnings, excluding, as applicable for each respective segment, all or some of the following items: Non-operating income from financial assets and liabilities carried at fair value through income (net), non-operating realized gains/losses (net), income from fully consolidated private equity investments (net), interest expenses from external debt, non-operating impairments of investments (net), acquisition-related expenses, amortization of intangible assets, non-operating restructuring charges and reclassification of tax benefits. While these excluded items are significant components in understanding and assessing our consolidated financial performance, we believe that the presentation of operating results enhances the understanding and comparability of the performance of our segments by highlighting net income attributable to ongoing segment operations and the underlying profitability of our businesses. For example, we believe that trends in the underlying profitability of our segments can be more clearly identified without the fluctuating effects of the realized gains/losses or impairments of investments, as these are largely dependent on market cycles or issuer specific events over which we have little or no control, and can and do vary, sometimes materially, across periods. Further, the timing of sales that would result in such gains or losses is largely at our discretion. Operating profit is not a substitute for income before income taxes and non-controlling interests in earnings or net income as determined in accordance with International Financial Reporting Standards (or “IFRS”). Our definition of operating profit may differ from similar measures used by other companies, and may change over time.

### PIMCO

Pacific Investment Management Company Group

### P/C

Segment Property and casualty insurance

### Shadow DAC

Shadow accounting is applied in order to include the effect of unrealized gains or losses from the debt or equity securities classified as available for sale in the measurement of Deferred Acquisition Costs in the same way as it is done for realized gains or losses. Due to virtual (shadow) realization of unrealized gains or losses Deferred Acquisition Costs are adjusted with corresponding charges or credits recognized directly to shareholders’ equity.

### VNB

Value of New Business: The additional value to shareholder created through the activity of writing new business. It is defined as Present value of future profits (PVFP) after acquisition expenses minus the cost of option and guarantees (O&G), minus the cost of residual non-hedgeable risk (CNHR), minus the frictional cost of holding required capital, all determined at issue date

# Disclaimer

These assessments are, as always, subject to the disclaimer provided below.

## Cautionary Note Regarding Forward-Looking Statements

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may", "will", "should", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) general economic conditions, including in particular economic conditions in the Allianz Group's core business and core markets, (ii) performance of financial markets, including emerging markets, and including market volatility, liquidity and credit events (iii) the frequency and severity of insured loss events, including from natural catastrophes and including the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency

levels, (vi) the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the Euro/U.S. Dollar exchange rate, (ix) changing levels of competition, (x) changes in laws and regulations, including monetary convergence and the European Monetary Union, (xi) changes in the policies of central banks and/ or foreign governments, (xii) the impact of acquisitions, including related integration issues, (xiii) reorganization measures, and (xiv) general competitive factors, in each case on a local, regional, national and/ or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences. The company assumes no obligation to update any forward-looking statement.

## No duty to update

The company assumes no obligation to update any information contained herein.