



# Group financial results 2023

# 3Q

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Munich  
November 10, 2023

# Content/topics

Group financial results  
3Q 2023

Glossary

Disclaimer

Note: The financial results are based on the new IFRS 9 (Financial Instruments) and IFRS 17 (Insurance Contracts) accounting standards, which have been adopted as of 1 January 2023. Comparative periods have been adjusted to reflect the application of these new accounting standards.

# Group 9M: operating profit strong at EUR 11bn

Group	Property-Casualty	Life/Health	Asset Management
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**Total business volume 9M 23** in EUR bn (internal growth vs. prior year in %)

<b>122.1</b> (+7.0%)	<b>58.9</b> (+11.2%)	<b>57.9</b> (+3.8%)	<b>5.8</b> (-1.7%)
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**Operating profit 9M 23** in EUR mn (vs. prior year in %)

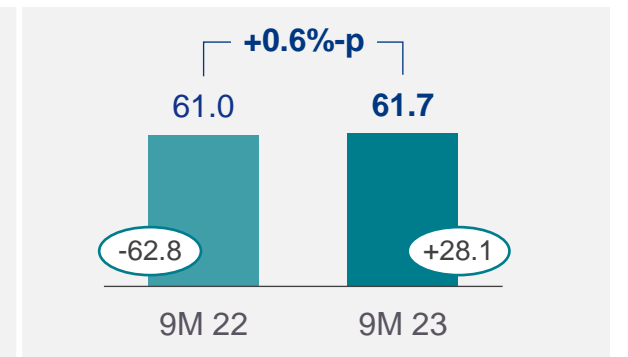
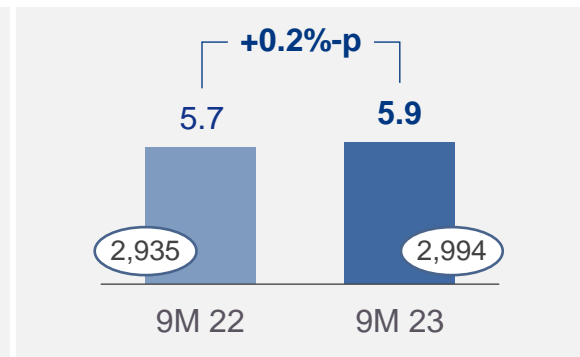
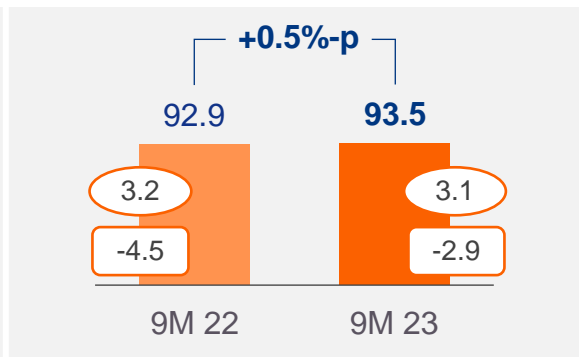
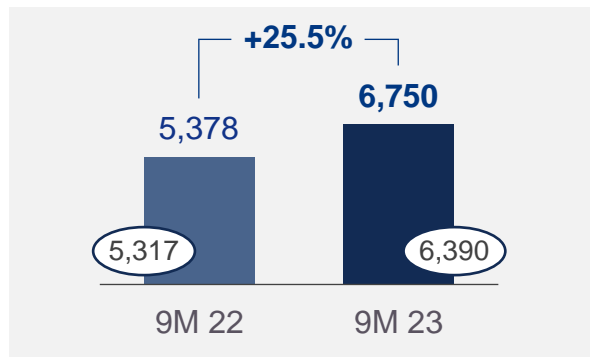
<b>10,981</b> (+3.6%)	<b>5,301</b> (+1.1%)	<b>3,830</b> (+21.1%)	<b>2,214</b> (-7.4%)
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**Shareholders' core net income**  
(in EUR mn)

**Combined ratio**  
(in %)

**New business margin**  
(in %)

**Cost-income ratio**  
(in %)



○ Shareholders' net income

○ NatCat impact

□ Run-off ratio

○ VNB (EUR mn)

○ 3rd party net flows (EUR bn)

# Group 9M: operating profit strong at EUR 11bn

## Comments

- **Internal growth at 7.0%**  
Internal growth in P/C at 11.2%. Consolidation (+0.2%) and F/X (-2.5%) lead to total revenue growth of 4.7%.
- **Operating profit at EUR 11bn**  
Group operating profit 3% above run rate for FY outlook midpoint. Good performance across all segments. OP outlook 2023 of EUR 14.2bn plus or minus EUR 1bn confirmed.
- **Shareholders' core net income good at EUR 6.8bn**  
Improvement driven by operating profit ( $\Delta$  EUR +0.4bn) and non-operating result ( $\Delta$  EUR +0.4bn). Core RoE (annualized) at 15.8% (12M 2022: 12.7%).
- **Share buy-back**  
A total of 8.2mn shares was acquired in 9M 2023, of which 3.2mn shares for the EUR 1bn SBB announced in 2022 and finished in 1Q 2023 and 5.0mn shares (EUR 1.1bn) for the EUR 1.5bn SBB announced in 2023, representing in total 2.0% of issued capital. Number of shares issued at 403.3mn and number of shares outstanding at 393.4mn.
- **P/C – good profitability and double-digit growth**  
OP of EUR 5.3bn (+1%) at 76% of FY outlook midpoint. Insurance service result flat versus prior year level, as slightly higher CR is offset by excellent internal growth of 11%. Investment result up 9% benefitting from change in interest rates.
- **L/H – strong operating profit**  
OP of EUR 3.8bn (+21%) at 77% of FY outlook midpoint. CSM release of EUR 3.7bn in line with expectations. Strong contribution from operating investment result. Normalized CSM growth good at 3.3%. NBM excellent at 5.9%. VNB slightly up 2.0% to EUR 3.0bn.
- **AM – operating profit in line with expectations**  
EUR 2.2tn total AuM/EUR 1.7tn 3rd party AuM, EUR 28bn 3rd party net inflows. EUR 2.2bn operating profit at 74% of FY outlook midpoint. Strong performance fees and lower expenses, but lower AuM-driven revenues and adverse F/X. CIR at 61.7%.
- **Corporate & Other – better than expected**  
Operating loss of EUR -358mn ( $\Delta$  EUR -34mn) at 45% of FY outlook midpoint (better).

# Group 3Q: EUR 3.5bn operating profit

Group	Property-Casualty	Life/Health	Asset Management
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**Total business volume 3Q 23** in EUR bn (internal growth vs. prior year in %)

<b>36.5</b> (+9.3%)	<b>17.2</b> (+10.8%)	<b>17.5</b> (+8.1%)	<b>2.0</b> (+4.5%)
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**Operating profit 3Q 23** in EUR mn (vs. prior year in %)

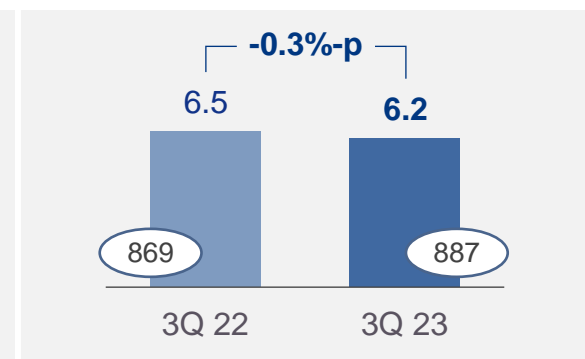
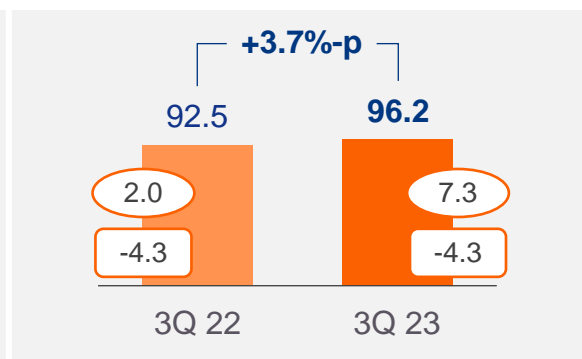
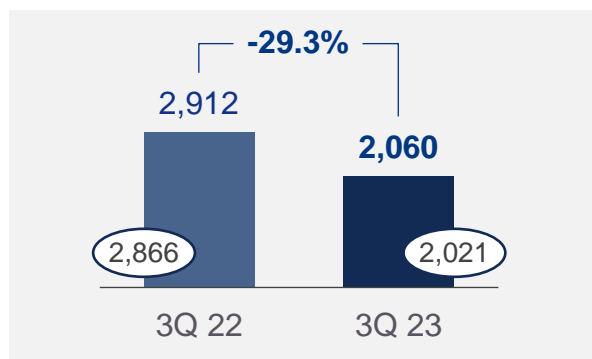
<b>3,468</b> (-14.6%)	<b>1,446</b> (-25.0%)	<b>1,308</b> (-4.9%)	<b>788</b> (+0.1%)
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**Shareholders' core net income**  
(in EUR mn)

**Combined ratio**  
(in %)

**New business margin**  
(in %)

**Cost-income ratio**  
(in %)



○ Shareholders' net income

○ NatCat impact

□ Run-off ratio

○ VNB (EUR mn)

○ 3rd party net flows (EUR bn)

# Group 3Q: EUR 3.5bn operating profit

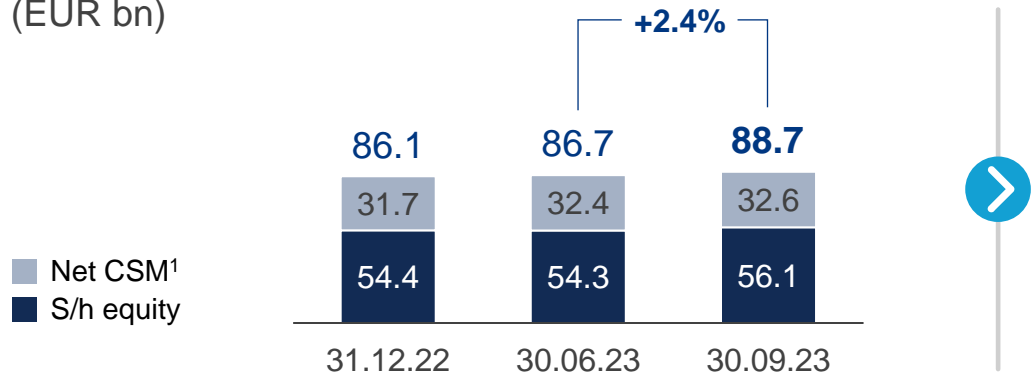
## Comments

- Internal growth at 9.3%**  
 Internal growth in P/C at 10.8% and L/H at 8.1%. Consolidation (+0.0%) and F/X (-4.7%) lead to total revenue growth of 4.5%.
- Operating profit at EUR 3.5bn**  
 Decline of EUR 0.6bn driven by P/C with exceptionally high level of NatCat (EUR 1.3bn). Good performance in L/H and Asset Management.
- Shareholders' core net income at EUR 2.1bn**  
 Lower operating profit ( $\Delta$  EUR -0.6bn) and non-operating result ( $\Delta$  EUR -0.7bn). Non-operating result of the prior year benefitted from the transfer of AGI U.S. business to Voya Investment Management (EUR 0.5bn).
- Execution of EUR 1.5bn share buy-back on track**  
 3.2mn shares acquired in 3Q 2023 representing 0.8% of issued capital. Number of shares issued at 403.3mn and number of shares outstanding at 393.4mn.
- P/C – solid result with high level of NatCat (EUR 1.3bn)**  
 Lower operating profit driven by insurance service result, partly compensated by excellent investment result. CR increases +3.7%-p as higher NatCat ( $\Delta$  +5.4%-p) more than offsets improvement in attritional LR ( $\Delta$  -2.4%-p). Double-digit internal growth (+10.8%) driven by strong rate change.
- L/H – strong growth**  
 CSM release of EUR 1.3bn in line with expectations. Strong contribution from operating investment result. Normalized CSM growth at 0.7%. VNB grows 2.1% to EUR 0.9bn as a result of new business sales growth of 6.9% and excellent NBM of 6.2%.
- AM – good performance**  
 EUR 788mn operating profit. EUR 11bn 3rd party net inflows, strong performance fees, adverse F/X. CIR at 60.5%, better than FY ambition of ~62%.
- Corporate & Other – better than expected**  
 Operating loss of EUR -71mn ( $\Delta$  EUR -13mn) at 9% of FY outlook midpoint (better).

# Group: 212% solvency II ratio

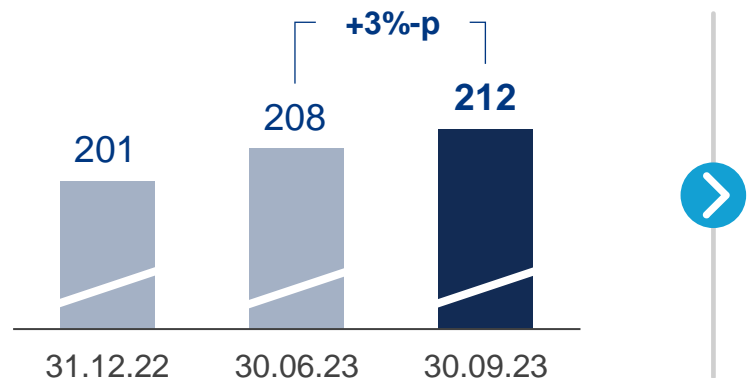
## Comprehensive s/h capital

(EUR bn)



## SII capitalization<sup>2</sup>

(%)



1) Net CSM of P/C and L/H segments

2) Including the application of transitional measures for technical provisions, the Solvency II capitalization ratio amounted to 230% as of 31.12.22, 235% as of 30.06.23 and 238% as of 30.09.23

## S/h equity – key sensitivities

Equity markets	+30%	+4%
	-30%	-4%
Interest rate SII non-parallel	+50bps	-1%
	-50bps	+1%
Credit spread +50bps	on gov. bonds	-1%
	on non-gov. bonds	-1%

## SII capitalization – key sensitivities

Equity markets <sup>3</sup>	+30%	+12%-p
	-30%	-11%-p
Interest rate SII non-parallel	+50bps	+1%-p
	-50bps	-1%-p
Credit spread +50bps	on gov. bonds	-3%-p
	on non-gov. bonds	+0%-p

3) For SII ratio, if stress applied to traded equities only, sensitivities would be +4%-p/-1%-p for a +/-30% stress

# Group: 212% solvency II ratio

## Comments

- **Comprehensive shareholders' capital**

In 3Q 2023, shareholders' equity increases by EUR 1.8bn.

Major drivers:

- + EUR 2.0bn shareholders' net income
- + EUR 0.8bn F/X
- EUR 0.8bn net OCI
- EUR 0.7bn impact of share buy-back.

Net CSM slightly up, following solid normalized CSM growth in L/H business.

- **SII sensitivities**

Sensitivities further reduced mainly driven by higher interest rates. In a combined stress scenario, we estimate an additional impact due to cross effects of ~ -5%-p compared to the sum of the individual sensitivities.

- **SII ratio**

Increase of 3%-p from 208% to 212%. Major drivers:

- + 7%-p organic capital generation (+2%-p after tax and dividend accrual)
- + 1%-p markets, mainly as a result of higher interest rates
- + 1%-p model changes
- 3%-p capital management and management actions, mainly due to dividend accrual
- 2%-p tax/other driven by tax and restructuring charges, partially offset by changes in transferability restrictions.

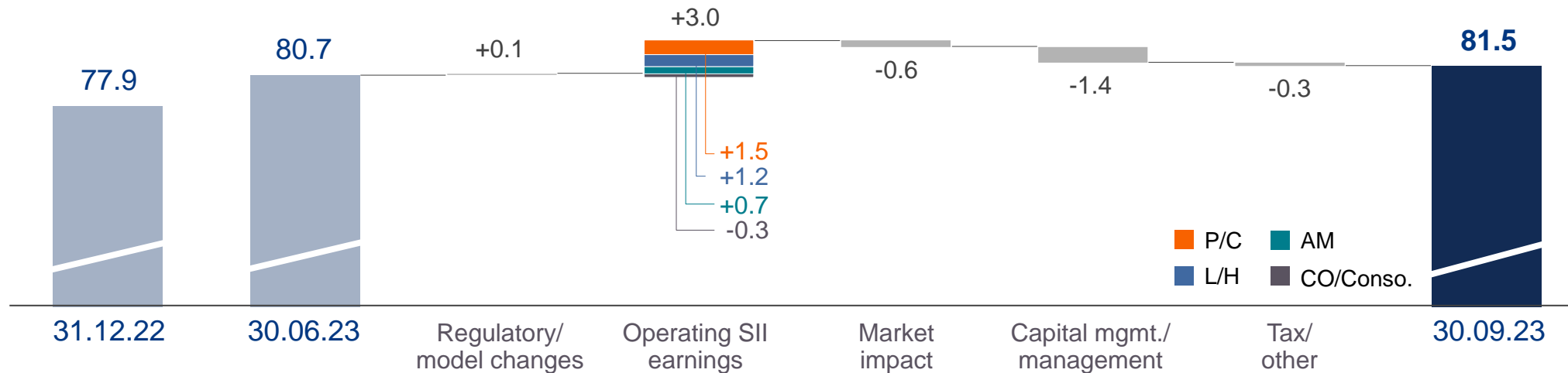
- **Transitionals**

Including transitionals, the Group SII ratio stands at 238%. Our general capital steering will continue to focus on the SII ratio excluding the application of transitional measures for technical provisions.



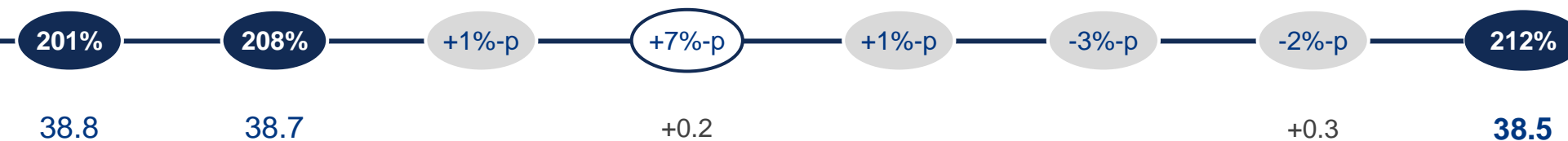
# Group: 7%-p capital generation

## Own funds (EUR bn)



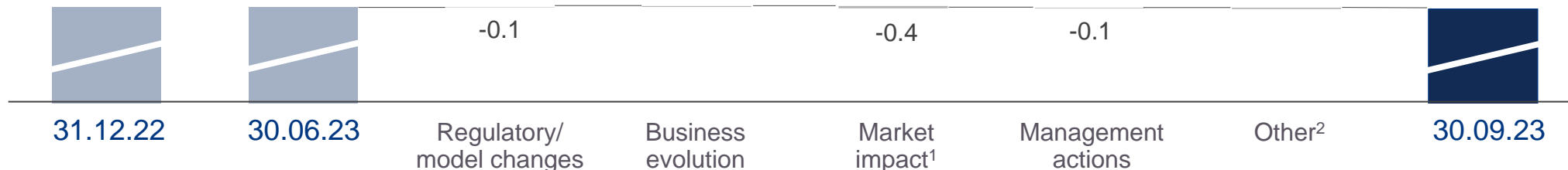
## SII capitalization

○ Pre-tax operating capital generation



## SCR (EUR bn)

(EUR bn)



1) Including cross effects and policyholder participation  
2) Other effects on SCR include diversification effects

# Group: 7%-p capital generation

## Comments

- **7%-p SII capital generation pre-tax/dividend**  
Capital generation after tax and dividend at a good level of +2%-p despite growth-related capital requirements for P/C business. L/H SCR for business evolution is flat, consistent with strategic shift of business portfolio towards preferred/capital-light products.  
9M 2023: +22%-p gross/+7%-p net capital generation.
- **Operating SII earnings**  
Good at EUR +3.0bn. Earnings are close to IFRS results.  
9M 2023: EUR +10.4bn operating SII earnings.
- **Market impact**  
+1%-p, mainly resulting from higher interest rates.
- **Capital management/management actions**  
-3%-p driven by dividend accrual.
- **Tax/other**  
-2%-p due to, e.g., tax and restructuring charges, partially compensated by development of transferability restrictions.
- **Expected impacts FY 2023**  
+8%-p to +10%-p net operating capital generation.

# P/C: double-digit internal growth

(EUR mn)		Total business volume			Rate change on renewals	
		3Q 23	Total growth Δ p.y.	Internal growth Δ p.y.	9M 23	12M 22
<b>Total P/C segment</b>		<b>17,200</b>	<b>+6.1%</b>	<b>+10.8%</b>	<b>+6.9%</b>	<b>+4.9%</b>
<b>Selected OEs</b>	Germany	2,531	+7.1%	+7.1%	+6.6%	+3.5%
	United Kingdom	1,369	+9.3%	+9.7%	+18.1%	+6.1%
	France	1,133	+3.9%	+3.9%	+8.2%	+6.2%
	Australia	1,074	-1.3%	+11.2%	+9.6%	+9.9%
	Central & Eastern Europe	1,034	+11.8%	+11.7%	+7.1%	n.a.
	Italy	970	+8.6%	+8.6%	+5.3%	+2.0%
	Latin America	732	-0.6%	+10.1%	n.a.	n.a.
	Spain	612	+7.9%	+7.9%	+7.9%	+6.7%
	Switzerland	339	+0.0%	-1.2%	+1.5%	+2.0%
	<b>Global lines</b>	AGCS <sup>1</sup>	1,924	+2.7%	+5.0%	+6.6%
Allianz Partners		2,141	+9.3%	+14.2%	+6.8%	+6.5%
Allianz Trade		928	+6.1%	+8.5%	-1.9%	-3.5%

1) Excluding fronting & captives, providing a better reflection of AGCS' underlying business performance

# P/C: double-digit internal growth

## Comments

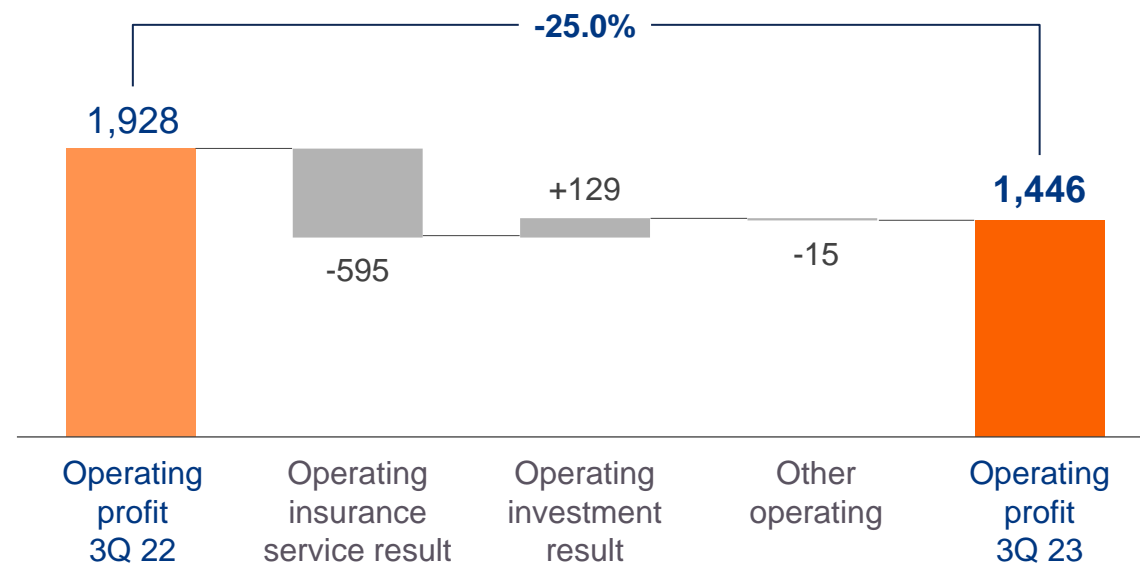
- **Excellent internal growth of 10.8%**  
Continued strong growth momentum driven by price (+5.3%), volume (+4.9%), and service fees (+0.6%). Consolidations (+0.5%) and F/X (-5.1%, mainly USD, TRY and AUD) lead to total growth of +6.1%. Rate change on renewals remains strong at +6.9%. Insurance revenue (earned premium) grows +4.6%.
- **Germany – mainly driven by price**  
Retail, SME and fleet business main contributors.
- **UK – positive price effect main driver**  
Motor retail, SME and MidCorp drive growth.
- **France – price partly compensated by lower volume**  
Top-line supported by SME and retail business.
- **Australia – double-digit internal growth**  
Strong internal growth in retail and commercial due to higher volume and rate increases. Total growth negatively impacted by F/X effect.
- **CEE – Romania, Austria, and Hungary drive growth**
- **Italy – good growth mainly driven by price**  
Non-motor and motor retail main growth drivers.
- **LatAm – strong price effect**  
Total growth negatively impacted by currency depreciation.
- **Spain – price and volume positive**  
All lines of business support top-line growth.
- **Switzerland – lower volume**  
Motor retail and MidCorp main drivers.
- **AGCS<sup>1</sup> – MidCorp and Energy & Construction support growth**  
Healthy customer retention, strong new business and positive rate changes lift top-line.
- **Allianz Partners – higher volume and service income**  
Good internal growth in international health and assistance business.
- **Allianz Trade – positive volume effect drives top-line**  
Strong growth in trade credit insurance and surety business, supported by high customer retention.

1) Excluding fronting & captives, providing a better reflection of AGCS' underlying business performance

# P/C: strong underlying performance, high NatCat

## Operating profit drivers

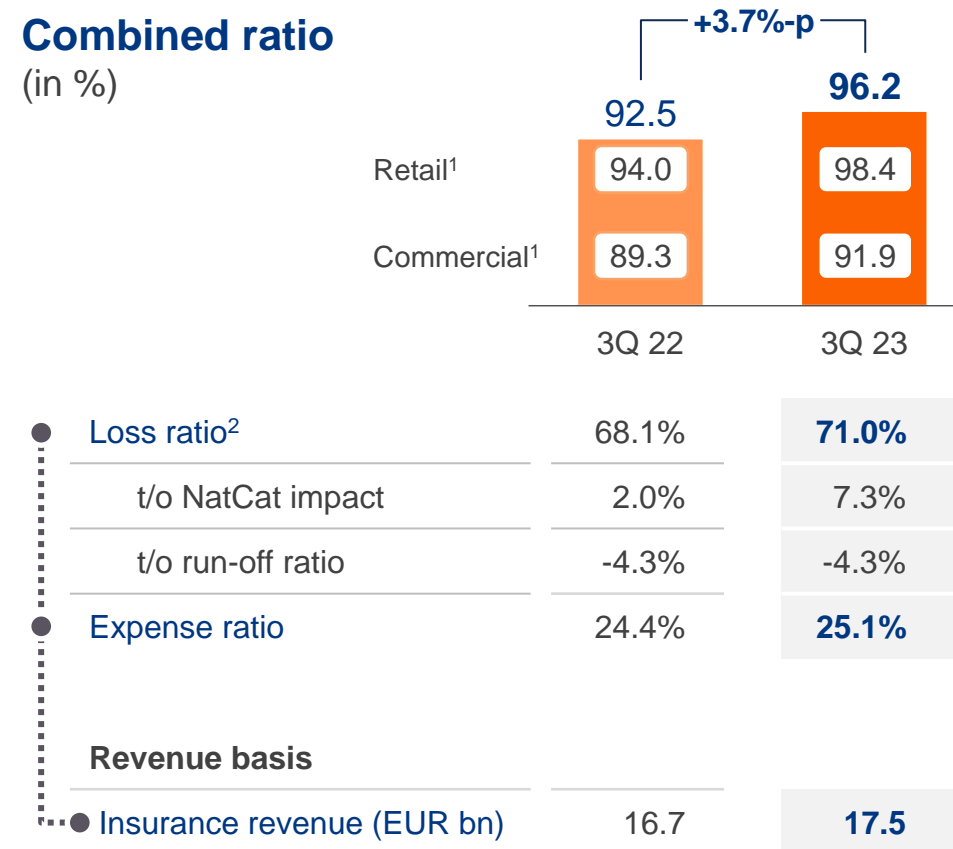
(EUR mn)



<b>3Q 23</b>	<b>660</b>	<b>802</b>	<b>-16</b>
3Q 22	1,255	673	0

## Combined ratio

(in %)



1) Retail including SME and Fleet; Commercial including large Corporate, MidCorp, credit insurance, internal and 3rd party R/I

2) Reinsurance ratio: 5.0% in 3Q 22, 3.8% in 3Q 23

# P/C: strong underlying performance, high NatCat

## Comments

- **Solid result despite NatCat**

Lower operating profit driven by insurance service result, partly compensated by very good investment result. CR worsens +3.7%-p due to high NatCat ( $\Delta$  +5.4%-p). ER higher while attritional LR improves -2.4%-p.

- **Attritional loss ratio improves to 68.0%**

Attritional LR down -2.4%-p driven by lower large and weather-related losses as well as higher discounting effect of -2.9% ( $\Delta$  -0.8%-p). Undiscounted attritional LR at 70.9%, better than 1H 2023 (71.6%) and 3Q 2022 (72.5%).

- **Significant impact from NatCat losses**

NatCat losses of EUR 1,284mn/7.3%, significantly above 3Q 2022 (EUR 327mn/2.0%) and normal expectation (~2.5%), mainly from a series of events in Central Europe and Italy.

- **Expense ratio at 25.1% – in line with 1H 2023**

ER broadly consistent with performance in 1H 2023 (24.8%). Higher ER versus 3Q 2022 driven by methodological adjustments and low prior year expenses due to seasonality.

- **Run-off ratio at -4.3%**

Run-off stable versus prior year. Release of risk adjustment contributes -1.1%-p in 3Q 2023. YTD run-off (-2.9%) fully in line with normal expectation of ~3%.

- **Combined ratio by customer segment**

Higher CR in retail (incl. SME and fleet) entirely driven by NatCat and weather. Excluding these items, profitability remains stable. CR in commercial strong despite NatCat, supported by very good performance of MidCorp (87.4%), AGCS and AZ Trade.

- **9M 2023 – OP at 76% of FY outlook midpoint**

P/C segment	9M 2022	9M 2023	$\Delta$
Attritional LR (%)	69.5	68.4	-1.1%-p
<i>t/o discounting impact (%)</i>	<i>-1.5</i>	<i>-3.0</i>	<i>-1.5%-p</i>
NatCat impact (%)	3.2	3.1	-0.1%-p
Run-off ratio (%)	-4.5	-2.9	+1.6%-p
Expense ratio (%)	24.8	24.9	+0.1%-p
<b>Combined ratio (%)</b>	<b>92.9</b>	<b>93.5</b>	<b>+0.5%-p</b>
<b>Operating profit (EUR mn)</b>	<b>5,243</b>	<b>5,301</b>	<b>+1.1%</b>
Core RoE (annualized; %)	10.7 <sup>1</sup>	12.8	+2.1%-p

# P/C: operating profit at EUR 1.4bn

(EUR mn)		Operating profit		Combined ratio		NatCat impact	
		3Q 23	Δ p.y.	3Q 23	Δ p.y.	3Q 23	Δ p.y.
<b>Total P/C segment</b>		<b>1,446</b>	<b>-25.0%</b>	<b>96.2%</b>	<b>+3.7%-p</b>	<b>7.3%-p</b>	<b>+5.4%-p</b>
<b>Selected OEs</b>	Germany	0	-100.0%	104.4%	+16.3%-p	19.1%-p	+17.8%-p
	United Kingdom	89	+81.2%	96.6%	-1.5%-p	0.0%-p	-0.8%-p
	France	124	-28.6%	94.4%	+2.9%-p	5.1%-p	+6.0%-p
	Australia	148	-0.8%	90.5%	+1.2%-p	3.1%-p	+0.3%-p
	Central & Eastern Europe	113	+6.6%	92.6%	+1.3%-p	5.2%-p	-0.5%-p
	Italy	74	-52.1%	97.7%	+7.7%-p	5.1%-p	+1.9%-p
	Latin America	91	n.m. <sup>2</sup>	96.0%	-13.8%-p	0.0%-p	0.0%-p
	Spain	50	+152.6%	94.9%	-3.0%-p	0.0%-p	+0.0%-p
	Switzerland	73	+26.6%	89.8%	-3.4%-p	14.9%-p	+13.3%-p
	<b>Global lines</b>	AGCS <sup>1</sup>	289	+41.1%	90.7%	-3.0%-p	5.4%-p
Allianz Partners		81	+5.1%	95.9%	-0.5%-p	0.1%-p	-0.1%-p
Allianz Trade		206	+23.3%	75.2%	-5.0%-p	-	-

1) Excluding fronting & captives, providing a better reflection of AGCS' underlying business performance. OP identical under both views

2) In 3Q 22 OP for Latin America was at EUR -8mn (Δ +99mn)

# P/C: operating profit at EUR 1.4bn

## Comments

- **Germany – impacted by NatCat**  
CR deteriorates due to several major hail and storm events.
- **UK – profitability stabilizes**  
OP supported by better performance in retail (incl. SME and fleet) as well as higher investment result.
- **France – high NatCat and lower run-off**  
CR impacted by NatCat and less favorable run-off result, partially compensated by large and weather-related losses.
- **Australia – very good CR**  
Strong performance in commercial business partly offset by continued pressure in retail mainly due to inflation.
- **CEE – operating profit further improves**  
Better OP driven by investment result and top-line growth. Higher CR due to large and weather-related losses.
- **Italy – CR impacted by NatCat**  
CR driven by NatCat, weather-related claims and inflationary pressure in line with expectations.  
CR for 9M 2023 at 92.1%.
- **LatAm – good progress after portfolio turnaround in Brazil**  
Profitability of Brazilian motor business improves significantly.
- **Spain – operating profit and CR improve**  
Solid performance in a challenging market environment.
- **Switzerland – very strong CR**  
Higher NatCat more than offset by lower weather-related losses and better run-off result.
- **AGCS<sup>1</sup> – excellent CR**  
Profitability further improves supported by lower large losses. CR incl. fronting & captives down -2.0%-p to 93.9%.
- **Allianz Partners – solid performance**  
CR benefits from better ER, partly due to change in business mix.
- **Allianz Trade – continued outstanding profitability**

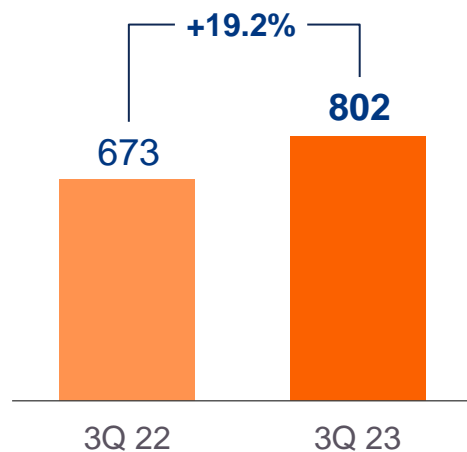
1) Excluding fronting & captives, providing a better reflection of AGCS' underlying business performance. OP identical under both views



# P/C: investment result up 19%

## Operating investment result

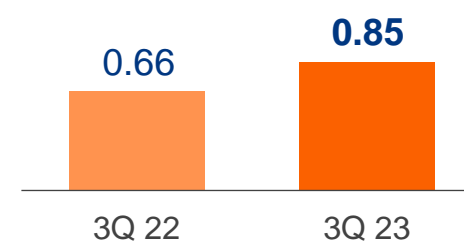
(EUR mn)



Interest & similar income <sup>1</sup>	898	<b>1,063</b>	+165
Interest accretion	-100	<b>-139</b>	-39
Valuation result & other <sup>2</sup>	-125	<b>-122</b>	+3

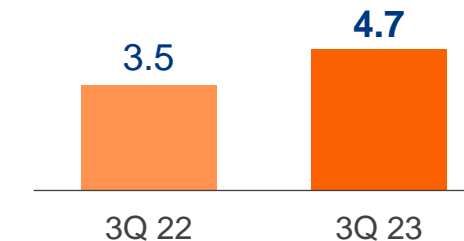
## Current yield

(debt securities; in %)



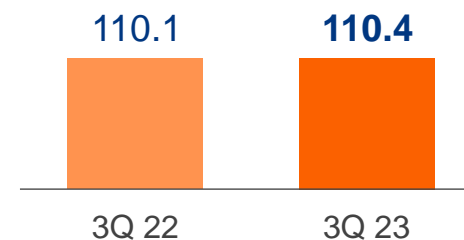
## Economic reinvestment yield

(debt securities, in %)



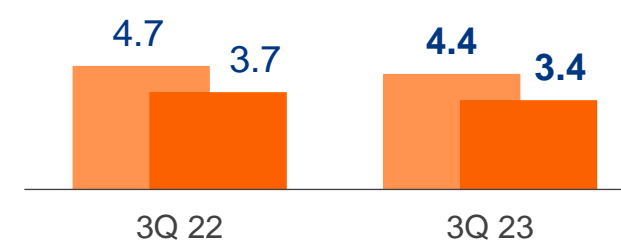
## Total average asset base<sup>3</sup>

(EUR bn)



## Duration<sup>4</sup>

Assets  
Liabilities



1) Net of interest expenses

2) Other comprises realized gains/losses, investment expenses, F/X gains/losses on insurance assets/liabilities and other

3) Asset base includes health business France

4) Solvency II duration

# P/C: investment result up 19%

## Comments

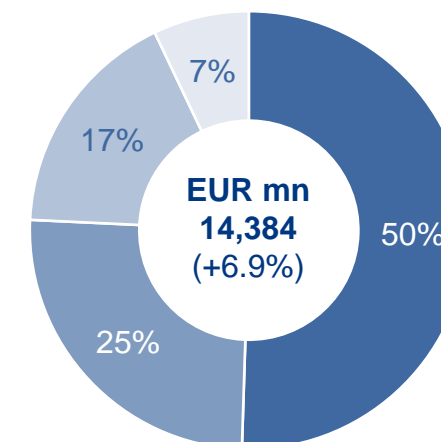
- **Interest & similar income**  
Driven by income from debt and cash due to higher interest rates.
- **Interest accretion in line with expectation**  
Above previous year's level due to higher yields, but lower than in 1Q 2023 (EUR 218mn) and 2Q 2023 (EUR 183mn), fully in line with expected intra-year pattern.
- **Reinvestment yield (debt securities)**  
Economic reinvestment yield rises to 4.7% benefitting from changed yield environment.
- **Change in duration**  
Duration for assets and liabilities declines due to higher interest rates.

# L/H: new business sales grow 7%

(EUR mn)

	PVNBP		New business margin		Value of new business	
	3Q 23	Δ p.y.	3Q 23	Δ p.y.	3Q 23	Δ p.y.
<b>Total L/H segment</b>	<b>14,384</b>	<b>+6.9%</b>	<b>6.2%</b>	<b>-0.3%-p</b>	<b>887</b>	<b>+2.1%</b>
USA	4,278	+4.3%	6.7%	-1.0%-p	285	-9.0%
Germany Life	3,027	-4.5%	5.5%	-0.3%-p	167	-10.1%
Italy	2,599	+36.2%	3.4%	-0.2%-p	88	+28.2%
Asia-Pacific	1,409	-2.6%	10.1%	+2.8%-p	142	+34.5%
Germany Health	630	+20.6%	5.0%	-0.9%-p	31	+2.3%
France	628	-10.2%	5.4%	+0.9%-p	34	+7.3%
Central & Eastern Europe	346	+6.0%	10.0%	+0.1%-p	35	+7.0%

PVNBP by LoB



	NBM
Capital-efficient products	5.9%
Unit-linked w/o guarantees	4.7%
Protection & health	9.1%
Guaranteed savings & annuities	6.0%

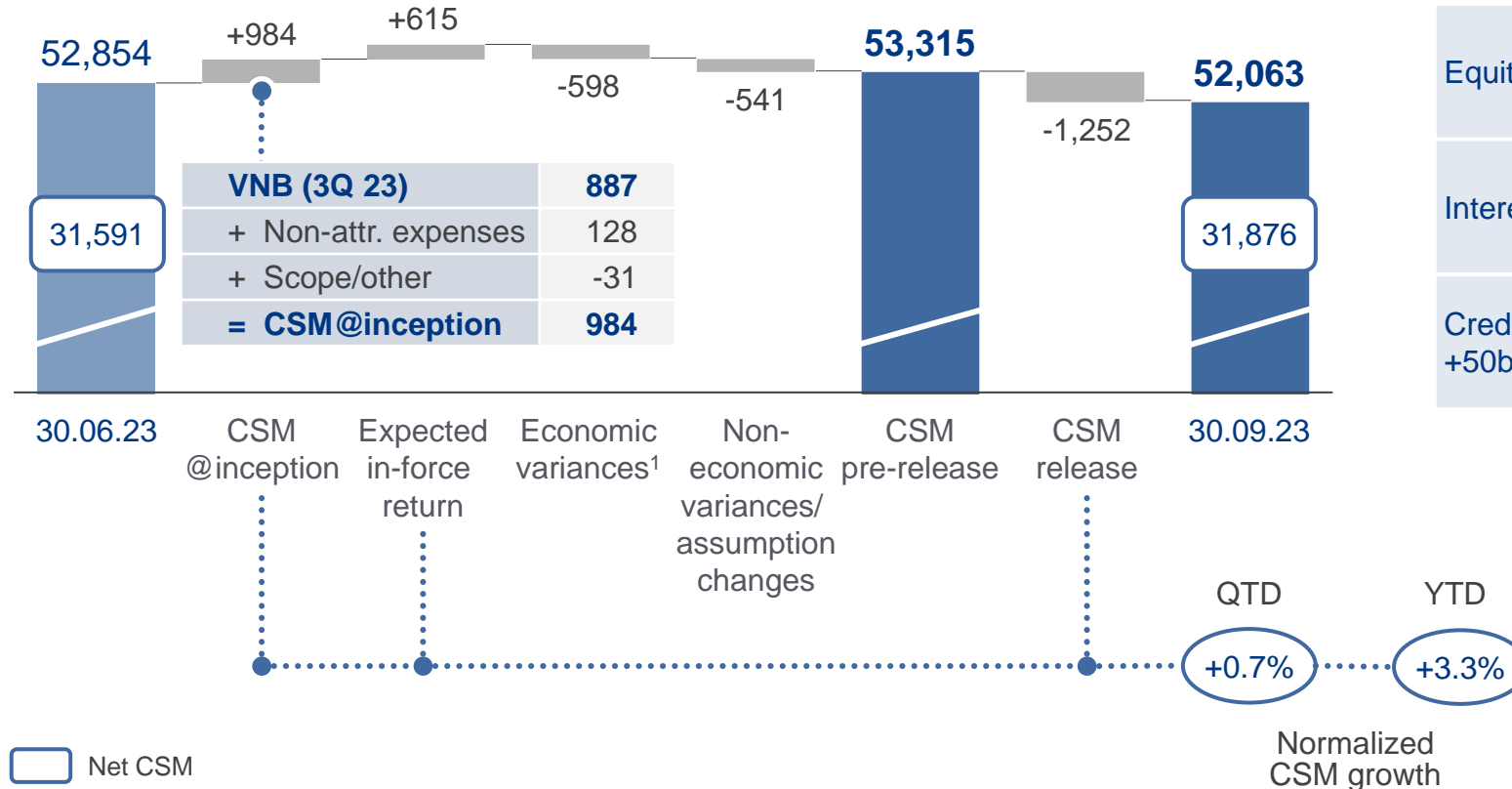
# L/H: new business sales grow 7%

## Comments

- **Value of new business up 2.1% to EUR 0.9bn**  
VNB growth driven by volume with attractive NBM.
- **PVNBP grows by EUR 0.9bn**  
Good sales momentum (EUR +1.5bn resp. +11%) partially offset by F/X (EUR -0.5bn resp. -4%) and impact from economics (EUR -0.2bn resp. -2%), mainly discounting impact from higher interest rates. Sales performance supported by Italy (EUR +0.7bn) and Allianz Life USA (EUR +0.2bn). Share of preferred lines at 93%.
- **New business margin**  
NBM remains on attractive level. All lines with strong margins. NBM well above our target level of 5%.
- **Economic reinvestment yield (debt securities) at 5.1%**  
Reinvestment yield up to 5.1% from 3.2% for 12M 2022.
- **USA – largest contributor to VNB**  
In local currency new business sales grow 13%. NBM strong at 6.7% with expected internal rate of return at target.
- **Germany Life – share of preferred lines at 87%**  
Decline of PVNBP driven by economic impacts (EUR -0.1bn resp. -4%). Higher sales in business with recurring premiums.
- **Asia-Pacific – VNB increase driven by much better NBM**  
In local currency new business sales grow 8%. NBM benefits from model and assumption changes in Taiwan and Thailand, as well as better business mix.
- **Italy – successful capital-efficient products**  
New business driven by capital-efficient products ( $\Delta$  EUR +0.6bn).
- **France – significant improvement of NBM**  
Increase of VNB driven by improved NBM. NBM benefits from more favorable business mix.
- **Germany Health – good underlying growth**  
Good underlying sales growth largely offset by economic impacts weighing on the NBM.

# L/H: net CSM slightly up

## Contractual service margin (EUR mn)



## CSM sensitivities

Equity markets	+30%		+7%
	-30%	-7%	
Interest rate	+50bps	-1%	
	-50bps		+1%
Credit spread +50bps	on gov. bonds	-1%	
	on non-gov. bonds	-1%	

1) Including F/X

# L/H: net CSM slightly up

## Comments

- **Gross CSM down by EUR 0.8bn**  
Normalized CSM growth of EUR 0.3bn more than offset by adverse impacts from economic variances (EUR -0.6bn) and non-economic variances/assumption changes (EUR -0.5bn).
- **Normalized CSM growth at 0.7%**  
CSM release of EUR 1.3bn in line with expectations. Seasonally lower 3Q VNB and expected in-force return below normal run rate result in normalized CSM growth of 0.7%. Normalized CSM growth 9M 2023 at 3.3%, in line with expectations of 4 – 5% growth for 12M 2023.
- **Expected in-force return**  
Contribution in 3Q 2023 impacted by true-up (EUR -0.1bn). Expected in-force return 9M 2023 at EUR 2.0bn.
- **Economic variances**  
Adverse impact from market movements (EUR -0.9bn) in line with sensitivities, i.e. higher interest rates and lower equity markets. Positive impact from F/X (EUR +0.4bn).
- **Non-economic variances/assumption changes**  
Decline driven by a one-off cost correction at Germany Life (EUR -0.8bn of which has limited impact on net CSM).
- **Net CSM up EUR 0.3bn**  
Net CSM is driven by normalized growth.
- **Duration of assets at 8.3 and 7.8 for liabilities**
- **CSM sensitivities stable vs. 2Q 2023**

# L/H: operating profit good at EUR 1.3bn

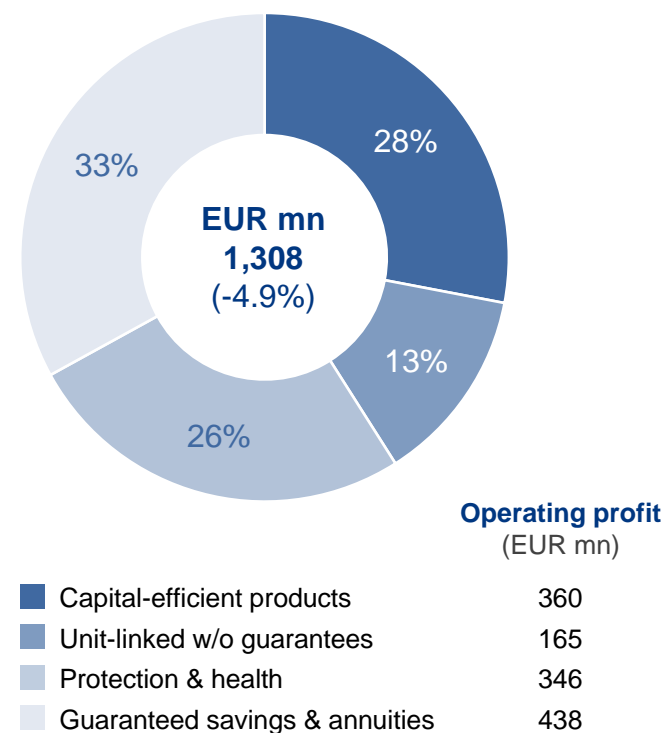
## Operating profit

(EUR mn)

	3Q 22	3Q 23	Δ p.y.
CSM release	1,302	1,252	-50
Release of risk adjustment	149	132	-17
Variations from claims & expenses <sup>1</sup>	-136	-122	+14
Losses on onerous contracts	-38	-18	+20
Non-attributable expenses	-260	-248	+11
Operating investment result	282	240	-42
Other operating	76	73	-3
<b>Operating profit</b>	<b>1,375</b>	<b>1,308</b>	<b>-67</b>

## Operating profit by LoB

(EUR mn)



1) Including reinsurance result

# L/H: operating profit good at EUR 1.3bn

## Comments

- **Operating profit good at EUR 1.3bn**  
CSM release in line with expectations. CSM release slightly lower mainly due to F/X (EUR -37mn). Annualized CSM release ratio at 9%. Strong contribution from operating investment result, ahead of expectations (EUR ~0.7bn p.a.). All other profit sources broadly in line with expectations as well.
- **Limited comparability with previous year's figures**  
In the prior year impact from accounting mismatch in USA.

- **9M 2023 – OP at 77% of FY outlook midpoint**

L/H segment	9M 2022	9M 2023	Δ
PVNB (EUR bn)	51.1	50.6	-1.0%
NBM (%)	5.7	5.9	+0.2%-p
VNB (EUR mn)	2,935	2,994	+2.0%
CSM release (EUR mn)	3,657	3,713	+1.5%
<b>Operating profit (EUR mn)</b>	<b>3,162</b>	<b>3,830</b>	<b>+21.1%</b>
Core RoE (annualized; %)	13.7 <sup>1</sup>	15.4	+1.8%-p



# L/H: good profitability across operating entities

(EUR mn)

	CSM			Operating profit		
	3Q 23	Δ QTD	Δ QTD normalized <sup>1</sup>	3Q 23	Δ p.y.	t/o CSM release
<b>Total L/H segment</b>	<b>52,063</b>	<b>-1.5%</b>	<b>+0.7%</b>	<b>1,308</b>	<b>-4.9%</b>	<b>1,252</b>
USA	12,073	+2.2%	+1.5%	253	-22.5%	301
Germany Life	16,168	-7.3%	+1.0%	269	-7.3%	265
Italy	3,077	+1.2%	+1.0%	136	+3.4%	104
Asia-Pacific	4,605	+5.8%	+2.6%	149	-2.7%	158
France	4,872	+3.4%	-4.1%	199	+7.7%	197
Germany Health	5,664	-2.1%	+1.3%	50	-23.1%	64
Central & Eastern Europe	1,762	-2.3%	+0.2%	126	-4.0%	75

1) Normalized CSM growth rate with CSM of new business, expected in-force return minus CSM release

# L/H: good profitability across operating entities

## Comments

### CSM

- **USA**  
CSM growth supported by F/X.
- **Germany Life**  
Decrease in CSM (EUR -1.3bn) driven by a one-off cost correction (EUR -0.8bn) and adverse impact from market movements (EUR -0.6bn).
- **Asia-Pacific**  
CSM growth supported by good normalized growth and impact from assumption changes (lower mortality and morbidity in Taiwan).
- **France**  
CSM increase is driven by non-economic experience variance, partially offset by adverse normalized CSM growth (true-up from previous quarters).

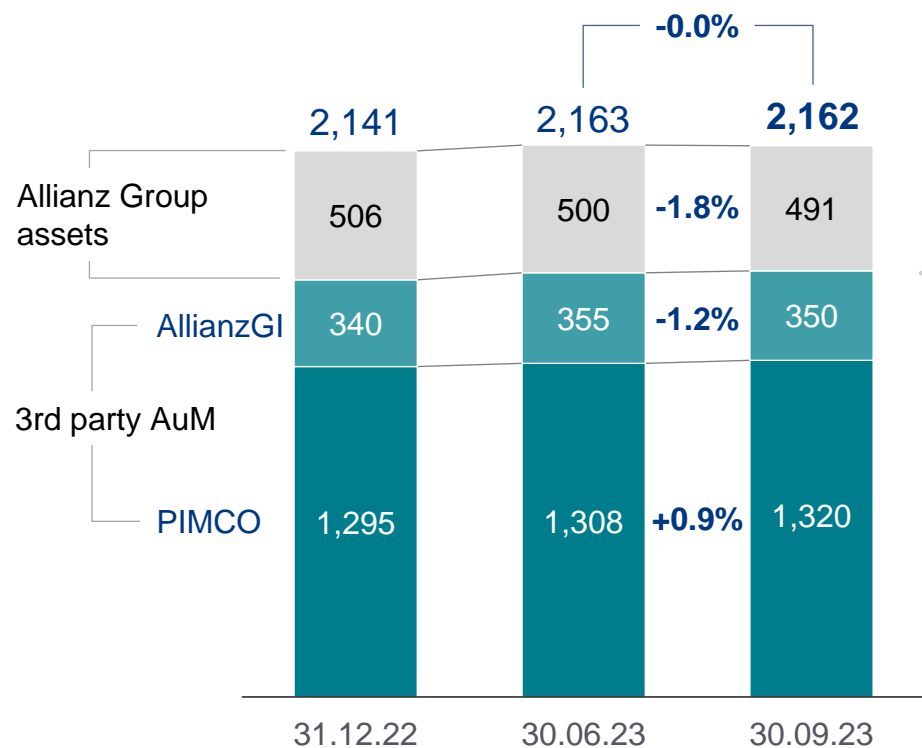
### Operating profit

- **USA – good profitability**  
Prior-year result from Allianz Life USA impacted by accounting mismatch due to first time adoption of IFRS 9/17.
- **Germany Life**  
Profitability remains on strong level.
- **Italy – higher CSM release**  
Higher CSM release in line with CSM development.
- **Asia-Pacific – profitability remains excellent**
- **France – prior-year CSM release on exceptionally low level**  
Higher CSM release and improved claims variance.
- **Germany Health – profitability on solid level**  
High prior-year level.

# AM: total AuM stable at EUR 2.2tn

## Total assets under management

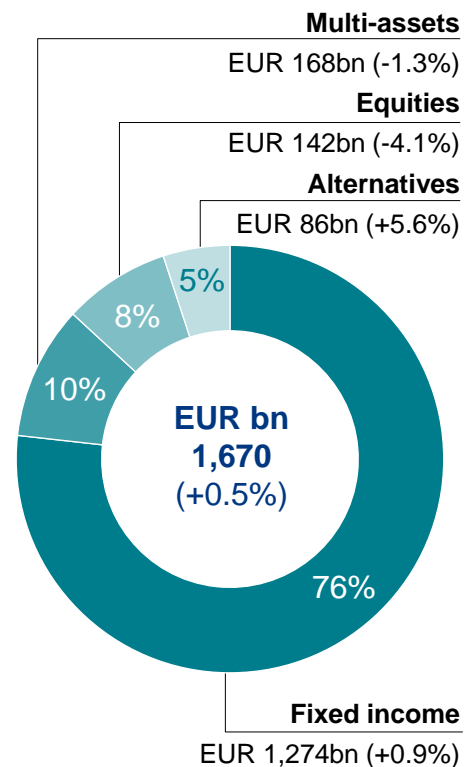
(EUR bn)



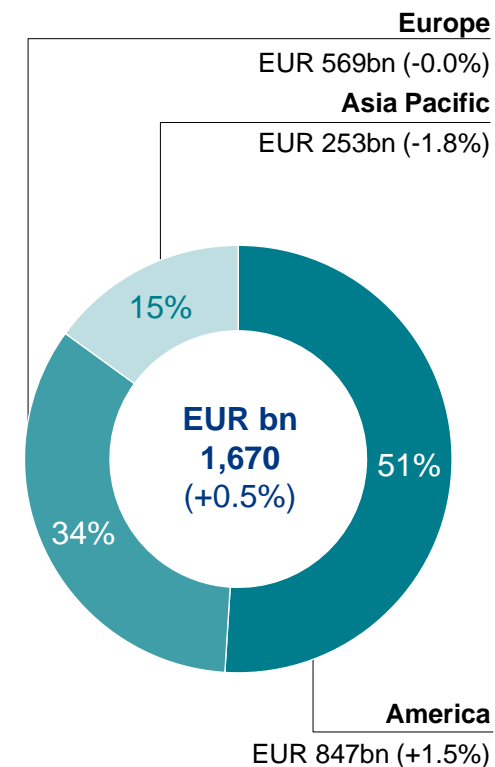
## 3rd party AuM split

(EUR bn)

### Asset classes



### Regions



# AM: total AuM stable at EUR 2.2tn

## Comments

- **Total AuM stable**

Total AuM stable in 3Q 2023 ( $\Delta$  EUR -1bn): Favorable F/X impact and net inflows offset by adverse market effects.

2023 YTD: Total AuM increase by 0.9% driven by net inflows and positive market effects.

- **Business highlights**

Investment performance: 78% of 3rd party AuM outperform benchmarks on a trailing 3-year basis before fees.

# AM: EUR 1.7tn 3rd party AuM

## 3rd party assets under management development

(EUR bn)



## 3rd party net flow split

(EUR bn)

Asset classes	Fixed income		+13.3
	Equities	-3.8	
	Multi-assets	-0.3	
	Alternatives		+1.3
Regions	America		+8.0
	Europe		+3.3
	Asia-Pacific	-0.7	
Investment vehicles	Mutual funds		+5.1
	Separate accounts		+5.5

# AM: EUR 1.7tn 3rd party AuM

## Comments

- **3rd party AuM at EUR 1.7tn**

Slight increase of 3rd party AuM versus end of 2Q 2023 ( $\Delta +0.5\%$ ). F/X and 3rd party net inflows more than compensate for adverse market effects.

Average 3rd party AuM at EUR 1,670bn in 3Q 2023, 7% below corresponding level in 3Q 2022, but 0.5% above level of 2Q 2023.

- **3rd party net flows PIMCO: EUR +10bn**

3Q 2023: EUR 10bn 3rd party net inflows driven by fixed income business; positive contribution also from alternatives.

9M 2023: EUR 28bn 3rd party net inflows mainly in fixed income business, but also supported by alternatives business.

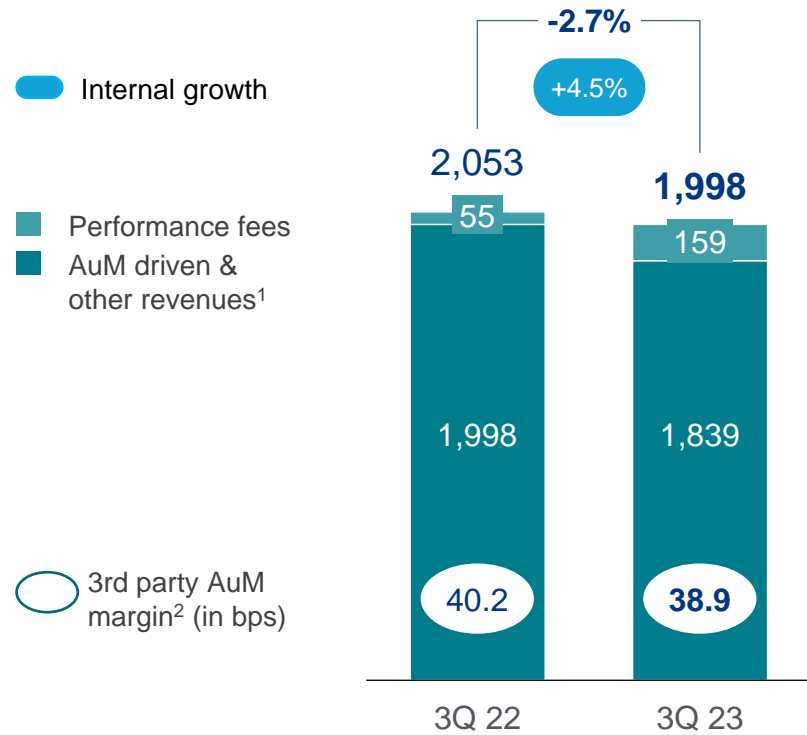
- **3rd party net flows AllianzGI: EUR +1bn**

3Q 2023: 3rd party net inflows mainly in fixed income, but also in multi-assets and alternatives business, more than compensating for net outflows from equity business, overall adding up to EUR 0.6bn 3rd party net inflows.

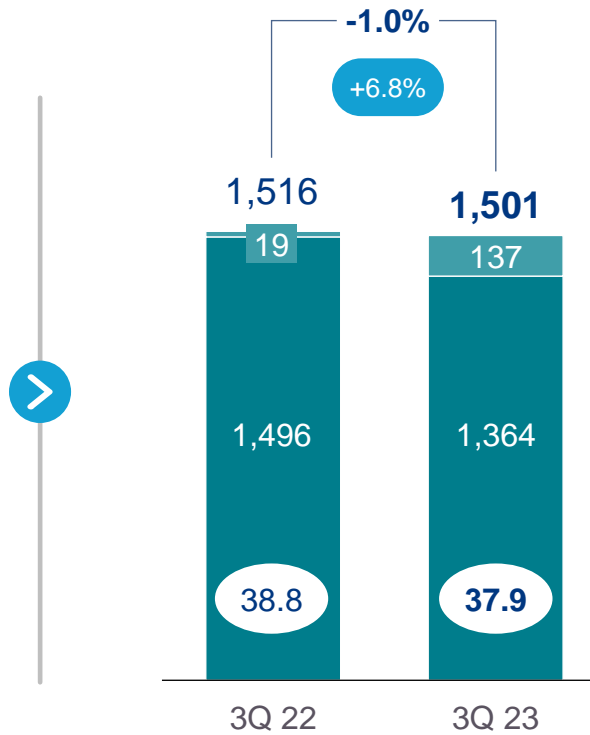
9M 2023: 3rd party net inflows in fixed income, multi-assets and alternatives, more than compensating for net outflows from equity business, adding up to EUR 0.5bn 3rd party net inflows overall.

# AM: 4.5% internal revenue growth

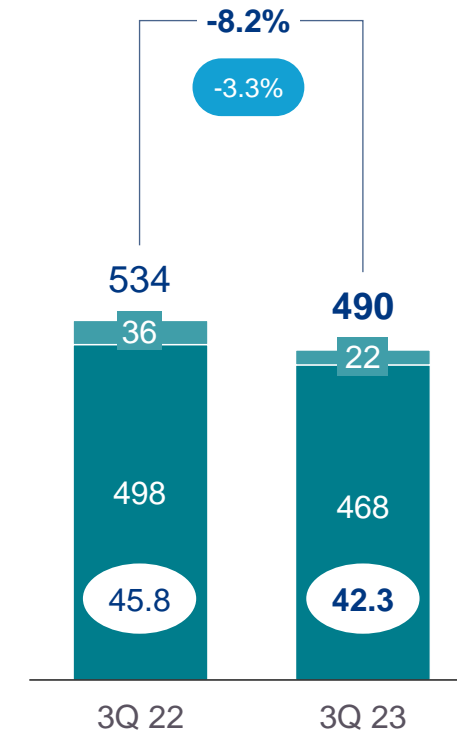
## Revenues (EUR mn)



## PIMCO (EUR mn)



## AllianzGI (EUR mn)



1) Thereof other revenues: AM: 3Q 22: EUR +27mn; 3Q 23: EUR +46mn; PIMCO: 3Q 22: EUR +10mn; 3Q 23: EUR +13mn; AllianzGI: 3Q 22: EUR +15mn; 3Q 23: EUR +25mn  
 2) Excluding performance fees and other income

# AM: 4.5% internal revenue growth

## Comments

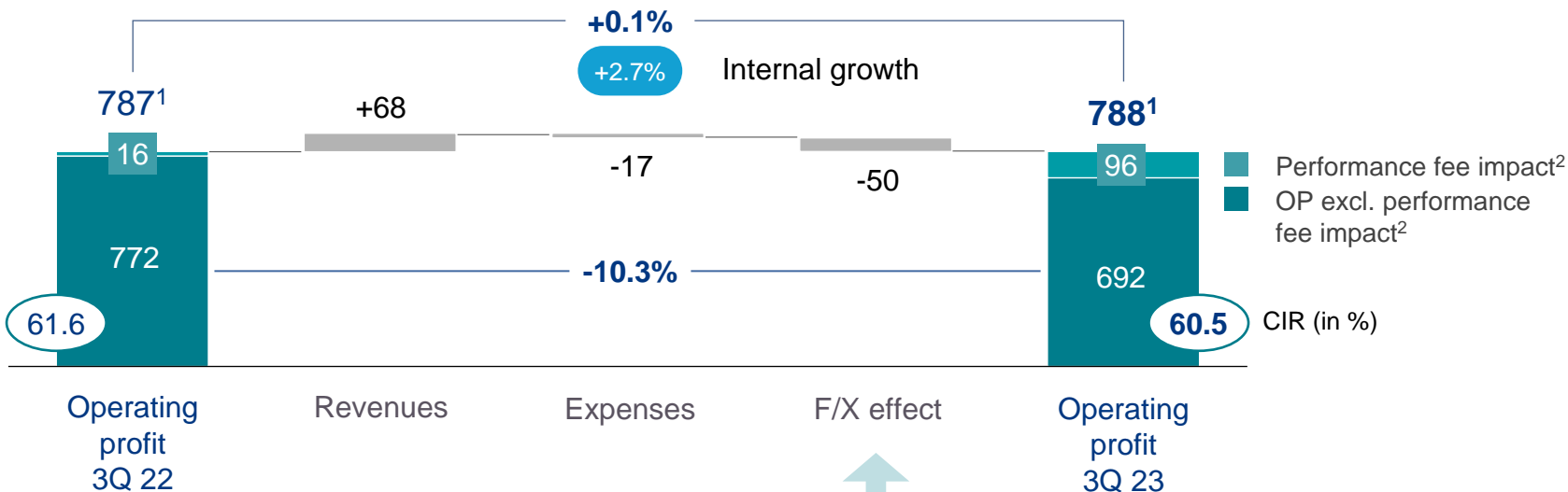
- **Segment revenues – internal growth +4.5%**  
Excluding F/X, revenues increase by 3% due to significantly higher performance fees at PIMCO, despite lower AuM driven revenues at PIMCO and AllianzGI. A significantly negative F/X effect (EUR -123mn) leads to an overall revenue decline of 3%.
- **Segment margin – 38.9bps**
- **PIMCO margin – 37.9bps**  
Decrease of 0.8bps driven by a lower number of fee days and higher distribution expenses.
- **AllianzGI margin – 42.3bps**  
Down 3.5bps with U.S. exit-related effects as main negative driver.



# AM: operating profit in line with outlook

## Operating profit drivers

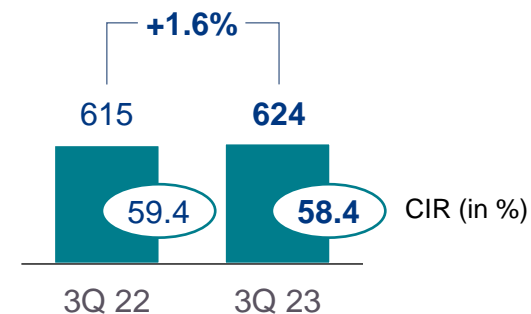
(EUR mn)



F/X impact	Revenues	Expenses
3Q 23	-123	+73
3Q 22	1,998	-1,210
3Q 22	2,053	-1,266

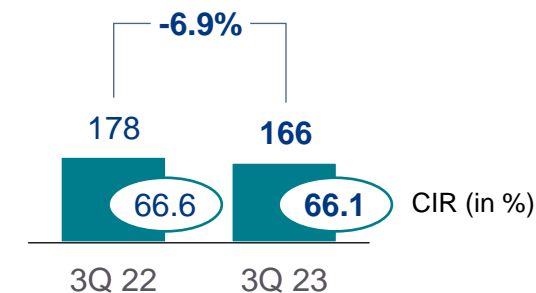
## PIMCO

(EUR mn)



## AllianzGI

(EUR mn)



1) Including operating result from other entities of EUR -0mn in 3Q 22 and EUR +5mn in 3Q 23  
 2) Performance fees of PIMCO and AllianzGI (excl. Allianz Capital Partners), net of 30% variable compensation

# AM: operating profit in line with outlook

## Comments

- **Segment – OP at EUR 788mn**

OP increases 6% excluding F/X as higher levels of performance fees and other revenues more than compensate for lower AuM driven revenues and slightly higher expenses. EUR -50mn F/X impact.

CIR enhanced by 1.1%-p to 60.5%.

- **PIMCO – OP at EUR 624mn**

OP increases 9% excluding F/X due to a significantly higher level of performance fees, more than compensating for lower AuM driven revenues and higher expenses. EUR -46mn F/X impact reduces OP increase to 2%.

CIR improved by 1.0%-p to 58.4%.

- **AllianzGI – OP at EUR 166mn**

Lower operating expenses do not fully compensate for lower AuM driven revenues and performance fees, lowering OP by 7%.

CIR enhanced by 0.5%-p to 66.1%.

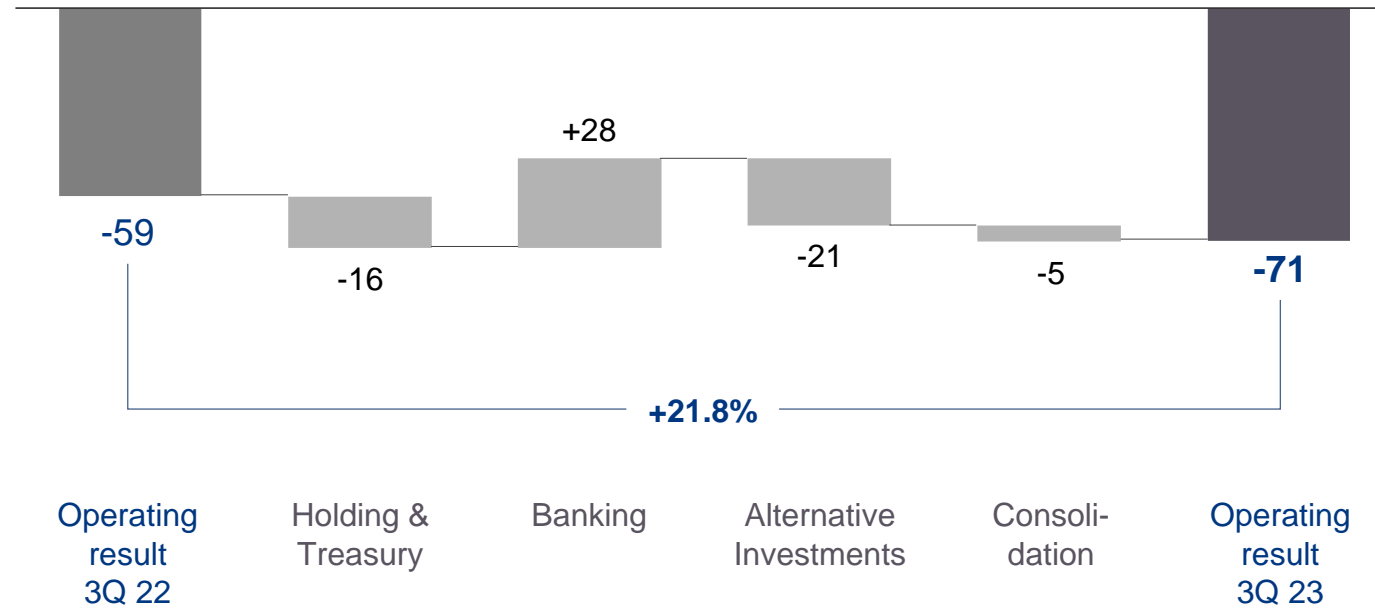
- **9M 2023 – OP at 74% of FY outlook midpoint**

AM segment	9M 2022	9M 2023	Δ
Operating revenues (EUR mn)	6,137	5,776	-5.9%
<b>Operating profit (EUR mn)</b>	<b>2,392</b>	<b>2,214</b>	<b>-7.4%</b>
Average 3rd party AuM (EUR bn)	1,858	1,668	-10.2%
3rd party net flows (EUR bn)	-62.8	+28.1	n.m.
3rd party AuM margin (bps)	39.2	38.7	-0.4bps
CIR (%)	61.0	61.7	+0.6%-p

# CO: better than expected

## Operating result development and components

(EUR mn)



<b>3Q 23</b>	<b>-116</b>	<b>47</b>	<b>11</b>	<b>-13</b>
3Q 22	-100	19	31	-8

# CO: better than expected

## Comments

- **Operating loss at 9% of FY outlook midpoint (better)**  
Increase in contribution from Banking driven by higher interest rates. Lower investment income from inflation-linked bonds and dividends.
- **9M operating loss of EUR -358mn ( $\Delta$  EUR -34mn) at 45% of FY outlook midpoint (better)**

# Group: s/h core net income at EUR 2.1bn

(EUR mn)	3Q 22	3Q 23	Δ p.y.
Operating profit	4,062	3,468	-594
<b>Non-operating items</b>	<b>-3</b>	<b>-665</b>	<b>-662</b>
Realized gains/losses (net)	469	-233	-703
Expected credit loss and impairments (net)	22	120	+98
Result from assets and liabilities measured at fair value incl. derivatives	-164	-91	+72
Interest expenses from external debt	-151	-165	-14
Restructuring and integration expenses	-126	-109	+17
Amortization of intangible assets	-73	-72	+0
Other <sup>1</sup>	20	-115	-135
<b>Income before taxes</b>	<b>4,059</b>	<b>2,803</b>	<b>-1,256</b>
Income taxes	-1,058	-673	+385
<b>Net income</b>	<b>3,001</b>	<b>2,130</b>	<b>-871</b>
Non-controlling interests	-136	-108	+27
<b>Shareholders' net income</b>	<b>2,866</b>	<b>2,021</b>	<b>-844</b>
Adjustment for non-operating market movements and for amortization of intangible assets from business combinations <sup>2</sup>	47	39	-8
<b>Shareholders' core net income</b>	<b>2,912</b>	<b>2,060</b>	<b>-852</b>
Effective tax rate	26%	24%	-2%-p
Core earnings per share (in EUR)	7.23	5.22	-2.01

1) Includes hyperinflation result

2) After tax and minorities

# Group: s/h core net income at EUR 2.1bn

## Comments

- **S/h core net income down EUR 0.9bn to EUR 2.1bn**  
Lower operating profit ( $\Delta$  EUR -0.6bn) and non-operating result ( $\Delta$  EUR -0.7bn). Income taxes down by EUR 0.4bn.
- **Non-operating result – prior-year result at high level**  
Non-operating result of the prior year benefitted from the transfer of AGI U.S. business to Voya Investment Management (EUR 0.5bn) reflected in realized gains/losses.  
Closing of the sale of our Lebanon business results in reclassification of impairments to realized losses.  
All other line items broadly in line with expectations.
- **Result from assets and liabilities measured at FV**  
Line item includes amortization of tax incentivized alternative investments with a run rate of EUR -0.2bn – -0.3bn p.a.
- **Other**  
Change driven by impact from hyperinflation accounting (EUR -0.1bn).

# Summary – strong results across all dimensions

**Facts  
and figures  
9M 2023  
(EUR)**

**122**bn  
+4.7%

Total business volume

**11.0**bn  
+3.6%

Operating profit

**14.2**bn  
+/- 1bn

OP outlook 2023

**6.8**bn  
+25.5%

Shareholders'  
core net income

**212**%  
Target:  $\geq 180\%$

Solvency II ratio

**1.5**bn

Share buy-back

# Content/topics

Group financial results  
3Q 2023

Glossary

Disclaimer



# Glossary (1)

<b>AGCS</b>	Allianz Global Corporate & Specialty
<b>AllianzGI</b>	Allianz Global Investors
<b>AM</b>	(The Allianz business segment) Asset Management
<b>APR</b>	Accident insurance with premium refund (“Unfallversicherung mit Beitragsrückzahlung”): Special form of accident insurance where the policyholder, in addition to insurance coverage for accidents, has a guaranteed claim to the refund of premiums, either at the agreed maturity date or in the event of death.
<b>Attritional LR</b>	Represents the loss ratio excluding claims from natural catastrophes (net) and the results of the prior year’s reserve development (net). Please refer to “LR” (loss ratio), “NatCat”.
<b>AuM</b>	<p>Assets under management are assets or securities portfolios, valued at current market value, for which Allianz Asset Management companies provide discretionary investment management decisions and have the portfolio management responsibility. Assets under management include portfolios sub-managed by third-party investment firms. The portfolios are managed on behalf of third parties as well as on behalf of the Allianz Group.</p> <p><b>Net flows:</b> Net flows represent the sum of new client assets, additional contributions from existing clients (including dividend reinvestment), withdrawals of assets from and termination of client accounts, and distributions to investors.</p> <p><b>Market &amp; dividends:</b> Represents current income earned on and changes in fair value of securities held in client accounts. This also includes dividends from net investment income and from net realized capital gains to investors of open-ended mutual funds and closed-end funds.</p>
<b>AY LR</b>	Accident year loss ratio: Represents the loss ratio excluding the results of the prior year’s reserve development (net). Please refer to “LR” (loss ratio).
<b>AZ</b>	Allianz
<b>BBA</b>	Building Block Approach, IFRS 17 measurement model also referred to as “General Measurement Model (GMM)” in the standard.
<b>Bps</b>	Basis points: 1 Basis point = 0.01%.
<b>CEAG</b>	Capital-efficient alternative guarantee [products]. Please refer to “L/H lines of business”.

# Glossary (2)

<b>CEE</b>	Central and Eastern Europe
<b>CIR</b>	Cost-income ratio: Operating expenses divided by operating revenues.
<b>CO</b>	(The Allianz business segment) Corporate and Other
<b>Comprehensive shareholders' capital</b>	Shareholders' equity plus net-CSM.
<b>Core EPS</b>	Core earnings per share: Calculated by dividing the respective period's shareholders' core net income, adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity, by the weighted average number of shares outstanding (basic core EPS). To calculate diluted core earnings per share, the number of common shares outstanding and the core net income attributable to shareholders are adjusted to include the effects of potentially dilutive common shares that could still be exercised. Potentially dilutive common shares result from share-based compensation plans (diluted core EPS).
<b>Core RoE</b>	<p><b>Core return on equity – Group:</b> Represents the annualized ratio of shareholders' core net income to the average shareholders' equity at the beginning and at the end of the period. Shareholders' core net income is adjusted for net financial charges related to undated subordinated bonds classified as shareholders' equity. From the average shareholders' equity undated subordinated bonds classified as shareholders' equity and net OCI are excluded.</p> <p><b>Core return on equity – business segments:</b> Represents the annualized ratio of shareholders' core net income to the average shareholders' equity excluding net OCI and deducting participations in affiliates not already consolidated in this segment, at the beginning and at the end of the period.</p>
<b>CR</b>	Combined ratio: Represents the total of operating acquisition and administrative expenses including non-attributable acquisition and administrative expenses, claims and insurance benefits incurred, and the reinsurance result divided by insurance revenue.
<b>CSM</b>	Contractual service margin: Balance sheet liability, containing deferred discounted future profits of in-force long duration business. "Gross CSM" accounts for (i) the present value of non-attributable expenses, (ii) the part of the CSM ceded to third-party reinsurers, (iii) tax and (iv) non-controlling interests. "Net CSM" is an adjusted CSM which reduces the Gross CSM by respective items (i), (ii), (iii) and (iv).
<b>Current yield</b>	Represents interest and similar income divided by average asset base at book value.

# Glossary (3)

<b>dNPS</b>	Digital net promoter score: A measurement of customers' willingness to recommend Allianz.
<b>ECL</b>	Expected credit loss
<b>Economic reinvestment yield</b>	Reflects the reinvestment yield, including F/X hedging costs on non-domestic hard-currency F/X bonds as well as expected F/X losses on non-domestic emerging-market bonds in local currencies. The yield is presented on an annual basis.
<b>EIOPA</b>	European Insurance and Occupational Pensions Authority.
<b>ER</b>	Expense ratio: Represents operating acquisition and administrative expenses including non-attributable acquisition and administrative expenses divided by insurance revenue. All income and expenses related to reinsurance contracts held are part of the reinsurance result which is part of the loss ratio.
<b>Expected in-force return</b>	Unwind from discount plus normalized investment over-returns from in-force book above valuation rate.
<b>F/X</b>	Foreign exchange rate
<b>FIA</b>	Fixed index annuity: Annuity contract under which the policyholder can elect to be credited based on movements in equity or in bond market indices, with the principal remaining protected.
<b>FV</b>	Fair value: The price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.
<b>FVTOCI</b>	Fair value through other comprehensive income – change in fair value shown in OCI.
<b>FVTPL</b>	Fair value through P&L – change in fair value shown in P&L.
<b>Goodwill</b>	Difference between the cost of acquisition and the fair value of the net assets acquired.
<b>Government bonds</b>	Government bonds include government and government agency bonds.
<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 have already been deducted.
<b>GS&amp;A</b>	Guaranteed savings & annuities [products]. Please refer to “L/H lines of business”.
<b>Held for sale</b>	A non-current asset is classified as held for sale if its carrying amount will principally be recovered through a sale transaction rather than continued use. On the date a non-current asset meets the criteria for being considered as held for sale, it is measured at the lower of its carrying amount and its fair value less costs to sell.

# Glossary (4)

<b>IFRS</b>	International Financial Reporting Standards: As of 2002, the term IFRS refers to the total set of standards adopted by the International Accounting Standards Board. Standards approved before 2002 continue to be referred to as International Accounting Standards (IAS).
<b>IMIX</b>	Our Inclusive Meritocracy Index (IMIX) measures the progress of the organization on its way towards inclusive meritocracy. This internal index is based on ten items from the Allianz Engagement Survey (AES) which deal with leadership, performance, and corporate culture.
<b>Insurance revenue</b>	The amount charged for insurance coverage and other services when it is earned.
<b>Insurance service result</b>	Presents in profit or loss insurance revenue, insurance service expenses including incurred claims and other incurred insurance service expenses as well as the reinsurance service result. The following components are also included by Allianz in the operating insurance service result: 1) Non-attributable acquisition, administrative and claims expenses of our operating entities; 2) Adjustments for claims and expense variances where our operating entities share the technical results with the policyholders (only for insurance contracts under the variable fee approach); 3) Restructuring expenses that are shared with the policyholder.
<b>Internal growth</b>	Total business volume performance excluding the effects of foreign-currency translation as well as of acquisitions and disposals.
<b>JV</b>	Joint venture
<b>KPI</b>	Key performance indicator
<b>L/H</b>	(The Allianz business segment) Life and Health insurance
<b>L/H lines of business</b>	<p><b>Guaranteed savings &amp; annuities [products] (GS&amp;A):</b> Life insurance products linked to life expectancy, offering life and / or death benefits in the form of single or multiple payments to beneficiaries and possibly including financial and non-financial guarantees.</p> <p><b>Capital-efficient alternative guarantee [products] (CEAG):</b> Products that are based on the general account but involve a significantly lower market risk, either through comprehensive asset/liability management or through significant limitation of the guarantee. This also includes hybrid products which, in addition to conventional assets, invest in a separate account (unit-linked). Capital-efficient products offer a guaranteed surrender value at limited risk, due to, e.g. precise asset-liability management or market value adjustment.</p> <p><b>Protection &amp; health [products] (P&amp;H):</b> Insurance products covering the risks associated with events that affect an individual's physical or mental integrity.</p> <p><b>Unit-linked [products] without guarantees:</b> With conventional unit-linked products, all benefits under the contract are directly linked to the value of a set of assets which are pooled in an internal or external fund and held in a separate account by the insurer. In this constellation, it is the policyholder rather than the insurer who bears the risk.</p>

# Glossary (5)

<b>LatAm</b>	Latin America: South America and Mexico
<b>LIC</b>	Liability for incurred claims
<b>LoB</b>	Line of business
<b>LR</b>	Loss ratio: Represents the total of claims and insurance benefits incurred and the reinsurance result divided by insurance revenue.
<b>LRC</b>	Liability for remaining coverage: Liability relating to coverage that will be provided to the policyholder for insured events that have not yet occurred.
<b>LTC</b>	Long-term care
<b>NatCat</b>	Accumulation of net claims impact that are all related to the same natural or weather/atmospheric event during a certain period and where the estimated gross loss for the Allianz Group exceeds EUR 20mn.
<b>NBM</b>	New-business margin: Performance indicator to measure the profitability of new business in the Life/Health business segment. It is calculated as the Value of New Business (VNB), divided by the present value of new business premiums (PVNBP), both based on the same assumptions to ensure a valid and meaningful indicator.
<b>Net</b>	Please refer to “Gross/net”
<b>Non-controlling interests</b>	Those parts of the equity of affiliates which are not owned by companies of the Allianz Group.
<b>OCI</b>	Other comprehensive income – component of equity, includes revenues, expenses, gains, and losses not shown in net income.
<b>OE</b>	Operating entity
<b>Onerous contracts</b>	Contracts for which the unavoidable costs of meeting the contractual obligation outweigh the expected benefits.

# Glossary (6)

## OP

Operating profit: The portion of income before income taxes that is attributable to the ongoing core operations of the Allianz Group, which generally excludes the following non-operating effects: realized gains/losses (net), expected credit loss allowance, income from derivatives (net), interest expenses from external debt, impairments of investments (net), valuation result from investments and other assets and financial liabilities measured at fair value through profit and loss, specific acquisition and administrative expenses (net), consisting of acquisition-related expenses (from business combinations), income taxes related incidental benefits/expenses, litigation expenses, and one-time effects from significant reinsurance transactions with disposal character, amortization of intangible assets, restructuring and integration expenses and income and expenses from the application of hyperinflation accounting. For insurance products with policyholder participation, all items listed above are included in operating profit if the profit sources are shared with policyholders.

## Operating SII earnings

Operating SII earnings represent the change in own funds, before tax and dividend accrual, that is attributable to the Allianz Group's ongoing core operations. As such, operating SII earnings comprise: expected return from existing business, new business value, operating variances and changes in assumptions, and interest expense on external debt.

Operating SII earnings exclude the following effects, which are disclosed separately in our analysis of own funds movements: regulatory / model changes, economic variances driven by changes in capital market parameters, including F/X rates, taxes, non-operating restructuring charges, capital management (e.g. issuance or redemption of subordinated debt, dividend accruals and payments, share buy-back programs), one-off impacts from, e.g., the acquisition and disposal of subsidiaries, changes in transferability restrictions, and the effects resulting from the application of tier limits.

## Own funds

The capital eligible to cover the regulatory solvency capital requirement.

## P/C

(The Allianz business segment) Property and Casualty [insurance]

## P&H

Protection & health [products]. Please refer to "L/H lines of business".

## PAA

Premium Allocation Approach, simplified measurement model as defined by IFRS 17 for short term business, in particular applicable to most P/C business.

## PIMCO

Pacific Investment Management Company Group.

## PVNB

Present value of new business premiums: i.e. the present value of future premiums on new business written during the period in question, discounted at a reference rate. This includes the present value of projected new regular premiums plus the total amount of single premiums received. PVNB is shown before non-controlling interests, unless otherwise stated.

# Glossary (7)

<b>Pre-tax operating capital generation</b>	Represents the change in SII capitalization following regulatory model changes and which is attributable to a) changes in own funds as a consequence of operating SII earnings and b) changes in SCR as a consequence of business evolution. Factors such as market developments, dividends, capital management activities, taxes, etc. are not taken into account.
<b>PVFCF</b>	Present value of future cash flows, balance sheet liability representing the policyholder reserve of the in-force business based on discounted expected cash flows to policyholders including attributable expenses.
<b>RA</b>	Risk adjustment – additional reserve for non-financial risks.
<b>Recycling</b>	Reclassification of unrealized gains and losses from accumulated other comprehensive income (OCI) to the income statement (P&L).
<b>R/I</b>	Reinsurance: Insurance companies transfer parts of the insurance risk they have assumed to reinsurance companies.  <b>Reinsurance result:</b> Represents the total of premiums (ceded to reinsurers), claims and insurance benefits (ceded to reinsurers) and expenses (ceded to reinsurers).  <b>Reinsurance ratio:</b> Represents the reinsurance result divided by insurance revenue.
<b>RILA</b>	Registered index-linked annuities.
<b>Run-off ratio</b>	The run-off result (net result from reserve developments for prior (accident) years in P/C business) as a percentage of insurance revenue.
<b>SII</b>	Solvency II.
<b>SII capitalization</b>	Ratio that expresses the capital adequacy of a company by comparing own funds to SCR.
<b>SCR</b>	Solvency capital requirement.
<b>SE</b>	Societas Europaea: European stock company.
<b>SFCR</b>	Solvency and Financial Condition Report.
<b>Shareholders' core net income</b>	Presents the portion of shareholders' net income before non-operating market movements and before amortization of intangible assets from business combinations.
<b>SPPI</b>	Solely payments of principal and interest – criterion determining whether fixed income assets are measured at amortized cost, FVTOCI or FVTPL.

# Glossary (8)

<b>TBV</b>	<p>Total business volume: It presents a measure for the overall amount of business generated during a specific reporting period. According to our business segments, total business volume in the Allianz Group comprises:</p> <ul style="list-style-type: none"><li>- Gross premiums written as well as fee and commission income in Property-Casualty;</li><li>- Statutory gross premiums written in Life/Health; and</li><li>- Operating revenues in Asset Management.</li></ul>
<b>Total equity</b>	<p>The sum of shareholders' equity and non-controlling interests.</p>
<b>UFR</b>	<p>Ultimate forward rate: The UFR is determined using the EIOPA methodology and guidelines, and is used for extrapolation of periods after the last liquid point defined by the SII regulation. The UFR is calculated for each currency based on expected real rates and inflation for the respective region. The UFR is subject to revision in order to reflect fundamental changes in long term expectations.</p>
<b>UL</b>	<p>Unit-linked: Please refer to "L/H lines of business".</p>
<b>VA</b>	<p>Variable annuities: The benefits payable under this type of life insurance depend primarily on the performance of the investments in a mutual fund. The policyholder shares equally in the profits or losses of the underlying investments. In addition, the contracts can include separate guarantees, such as guaranteed death, withdrawal, accumulation or income benefits.</p>
<b>VFA</b>	<p>Variable Fee Approach, IFRS 17 measurement model for direct participating business.</p>
<b>VNB</b>	<p>The additional value to shareholders that results from the writing of new business. The VNB is determined as the present value of pre-tax future profits, adjusted for acquisition expenses overrun or underrun and non-attributable expenses, minus a risk adjustment, all determined at issue date. Value of new business is calculated at point of sale, interpreted as at the beginning of each quarter assumptions.</p>



# Content/topics

Group financial results  
3Q 2023

Glossary

Disclaimer

# Cautionary note regarding forward-looking statements

This document includes forward-looking statements, such as prospects or expectations, that are based on management's current views and assumptions and subject to known and unknown risks and uncertainties. Actual results, performance figures, or events may differ significantly from those expressed or implied in such forward-looking statements. Deviations may arise due to changes in factors including, but not limited to, the following: (i) the general economic and competitive situation in the Allianz's core business and core markets, (ii) the performance of financial markets (in particular market volatility, liquidity, and credit events), (iii) adverse publicity, regulatory actions or litigation with respect to the Allianz Group, other well-known companies and the financial services in-

dustry generally, (iv) the frequency and severity of insured loss events, including those resulting from natural catastrophes, and the development of loss expenses, (v) mortality and morbidity levels and trends, (vi) persistency levels, (vii) the extent of credit defaults, (viii) interest rate levels, (ix) currency exchange rates, most notably the EUR/USD exchange rate, (x) changes in laws and regulations, including tax regulations, (xi) the impact of acquisitions including and related integration issues and reorganization measures, and (xii) the general competitive conditions that, in each individual case, apply at a local, regional, national, and/or global level. Many of these changes can be exacerbated by terrorist activities.

## **No duty to update**

Allianz assumes no obligation to update any information or forward-looking statement contained herein, save for any information we are required to disclose by law.