## Allianz Group Financial Results 2010

Oliver Bäte, Member of the Board of Management

Financial Press Conference February 24, 2011

Based on preliminary figures





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## Allianz 2010: An excellent year

Revenues at EUR 106.5bn, up 9.3 percent

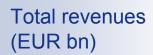


- Operating profit up 17.0 percent to EUR 8.2bn and net income up 12.0 percent to EUR 5.2bn
- Shareholders' equity up 10.9 percent to EUR 44.5bn and solvency up 9 percentage points to 173 percent

Proposed dividend at EUR 4.50 per share

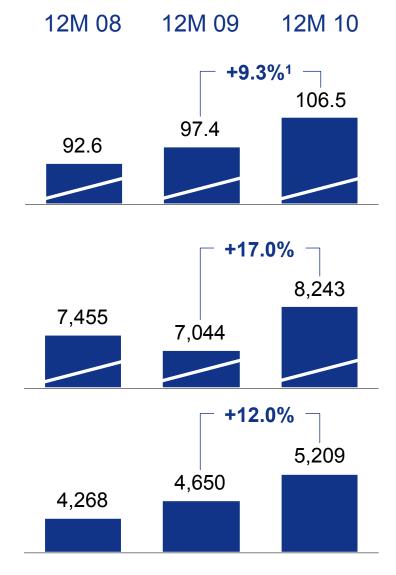


## Very good results for 2010



Operating profit<sup>2</sup> (EUR mn)

Net income from continuing operations<sup>2</sup> (EUR mn)

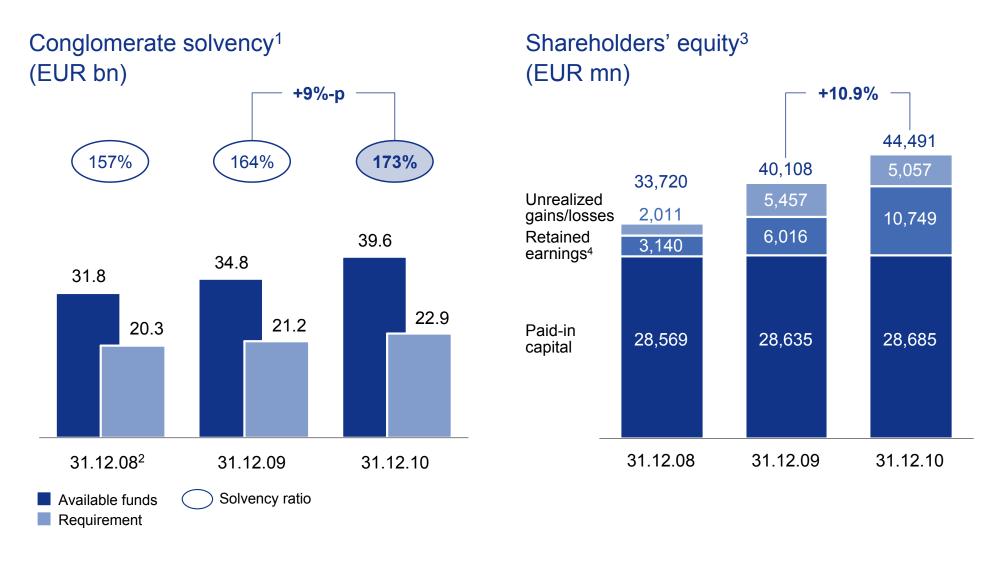


<sup>1)</sup> Internal growth 6.2%, adjusted for F/X effects and consolidation effects

<sup>2)</sup> Operating profit and net income from continuing operations retrospectively adjusted for accounting policy change at AZ Life (USA), operating profit effect 2008: EUR 126mn; 2009: EUR -138mn; 2010: EUR 134mn, net income from continuing operations effect 2008: EUR 82mn; 2009: EUR -90mn; 2010: EUR 87mn



## Sound capitalization



<sup>1)</sup> Including off-balance sheet reserves (31.12.08: EUR 2,230mn, 31.12.09: EUR 1,993mn, 31.12.10: EUR 2,101mn) pro forma. The solvency ratio excluding off-balance sheet reserves would be 146% as of 31.12.08, 155% as of 31.12.09 and 164% as of 31.12.10

<sup>2)</sup> Pro-forma after sale of Dresdner Bank completed

<sup>3)</sup> Excluding non-controlling interests (31.12.08: EUR 3,564mn, 31.12.09: EUR 2,121mn, 31.12.10: EUR 2,071mn)

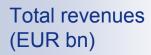
<sup>4)</sup> Including F/X



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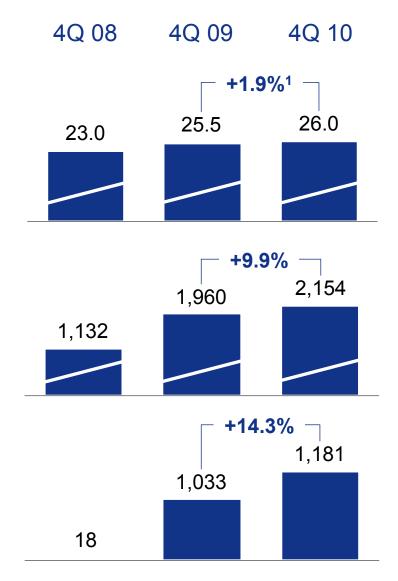


## 4Q: Strong profitability



Operating profit<sup>2</sup> (EUR mn)

Net income from continuing operations<sup>2</sup> (EUR mn)

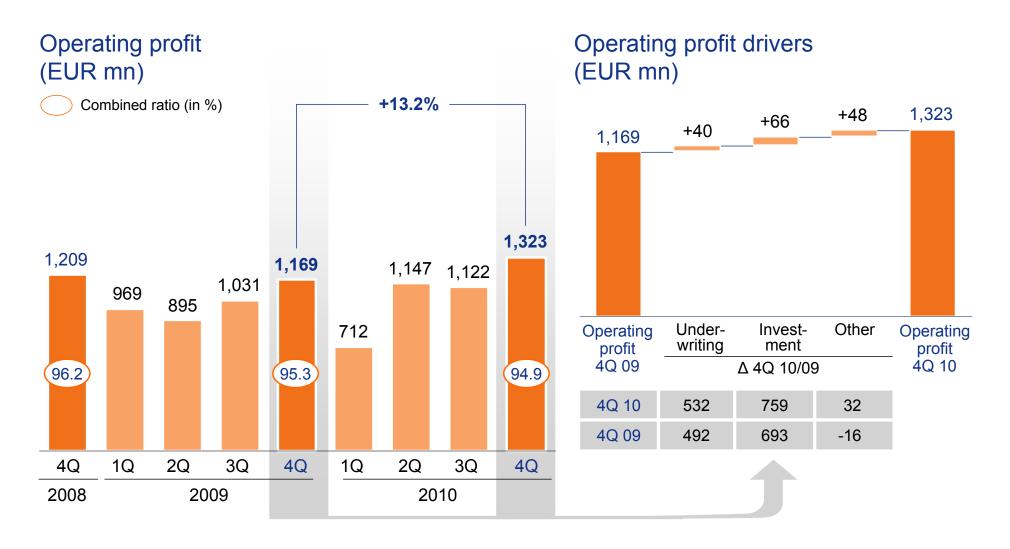


<sup>1)</sup> Internal growth -1.5%, adjusted for F/X effects and consolidation effects

<sup>2)</sup> Operating profit and net income from continuing operations retrospectively adjusted for accounting policy change at AZ Life (USA), operating profit effect 4Q 08: EUR 251mn; 4Q 09: EUR -88mn, net income from continuing operations effect 4Q 08: EUR 163mn; 4Q 09: EUR -57mn

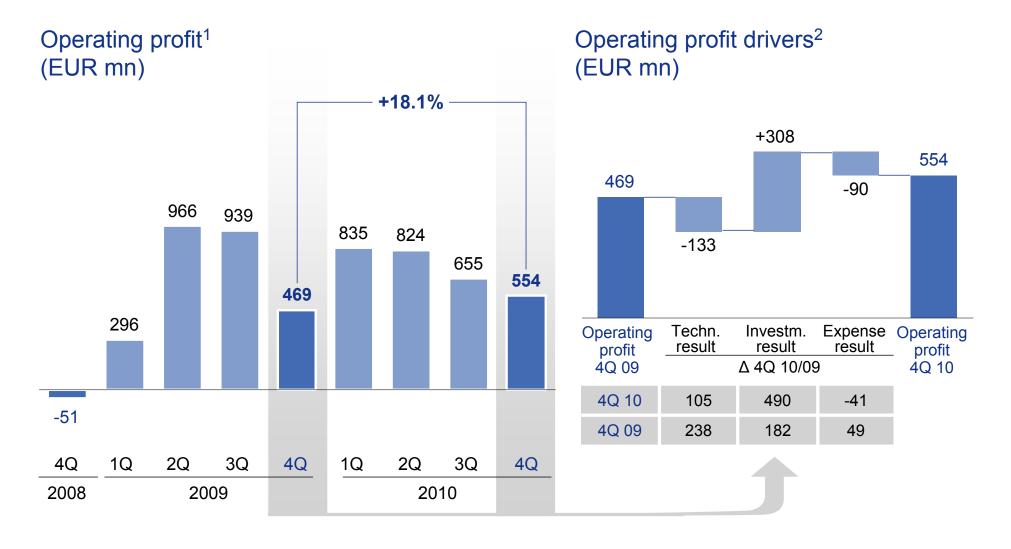


## 4Q: Combined ratio at 94.9 percent





## 4Q: Operating profit up 18.1 percent

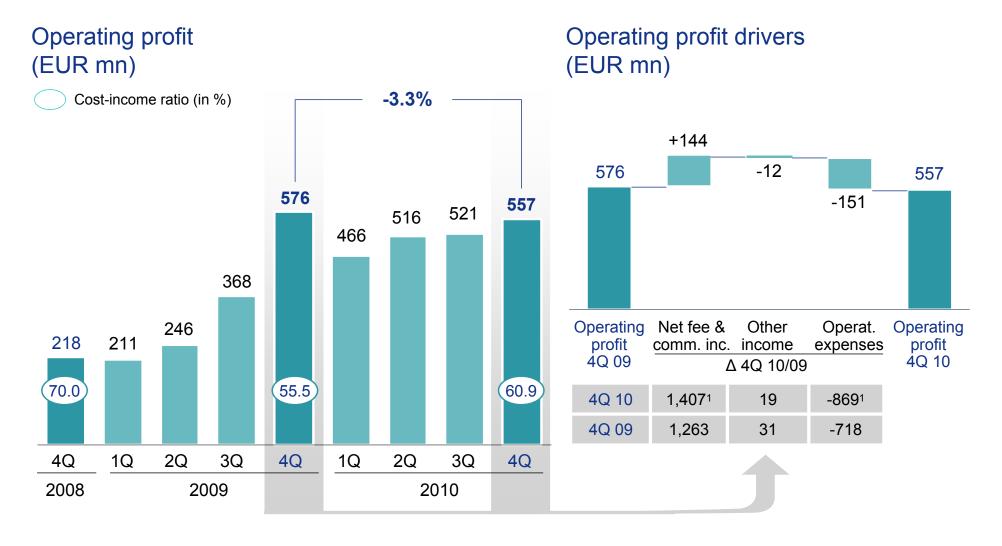


<sup>1)</sup> Restated prior to 01.07.10 for accounting policy change at AZ Life (USA)

<sup>2)</sup> For a description of the Life/Health operating profit drivers please refer to the glossary



## 4Q: Operating profit remains at a high level

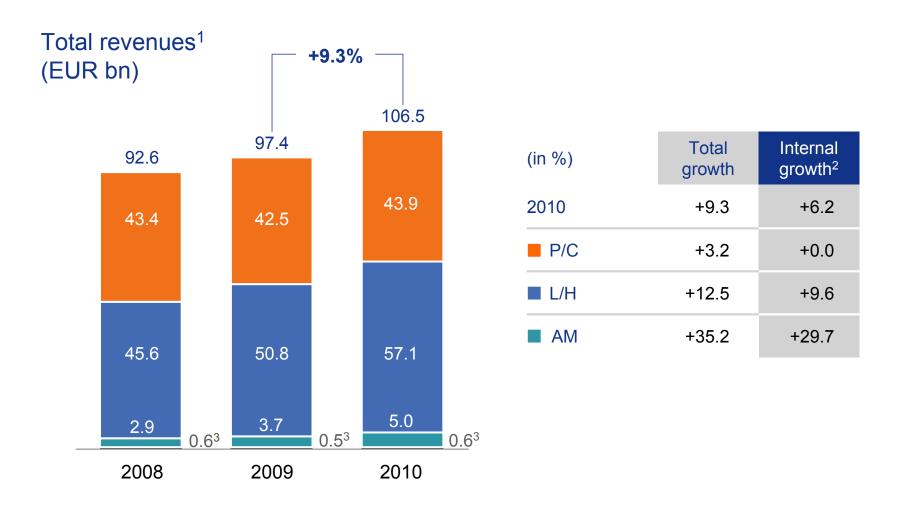




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#### Revenues at a record of EUR 106.5bn



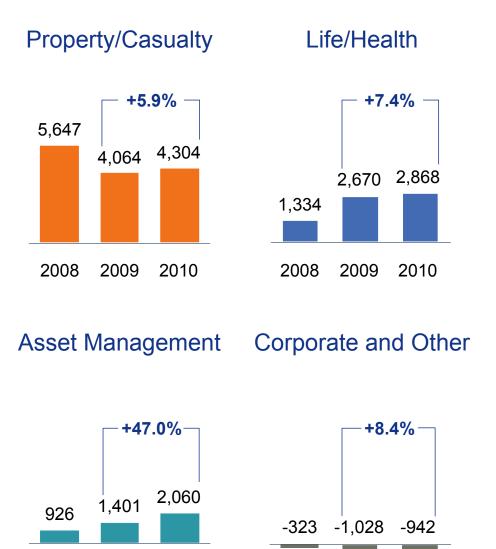
<sup>1)</sup> Total revenues comprise statutory gross premiums written in P/C and L/H, operating revenues in AM and total revenues in Corporate and Other (Banking). All segment figures are based on segment consolidated numbers; figures for the Group as a whole are based on fully consolidated numbers

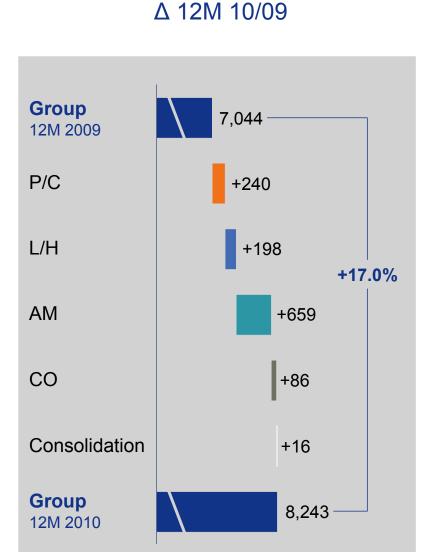
<sup>2)</sup> Adjusted for F/X effects and consolidation effects. Total and internal growth on segment level is based on segment consolidated data. Total and internal growth for total revenues are based on fully consolidated figures

<sup>3)</sup> Represents Banking total revenues, internal growth is 13.8% in 2010



# Operating profit improved in all segments (EUR mn)







# Non-operating items (EUR mn)

	2008	2009	2010	Δ 10/09
Realized gains/losses and impairments of investments (net)	-640	623	1,079	+456
Interest expense from external debt	-945	-905	-889	+16
Fully consolidated private equity inv. (net)	79	-232	-102	+130
Restructuring charges	-130	-183	-263	-80
Acquisition-related expenses	-245	-406	-440	-34
Other non-operating	49	23	-384	-407
Thereof: Amortization of intangible assets	-23	-125	-327	-202
Income from fin. assets and liab. carried at FV	72	148	-57	-205
Reclassification of tax benefits	-24	-774	-71	+703
Non-operating items	-1,856	-1,854	-1,070	+784

	2009	2010
Realized gains/losses - Equities - Debt securities - Real estate	<b>1,617</b> 1,339 196 82	<b>1,539</b> 1,342 87 110
Impairments (net) - Equities - Debt securities - Real estate	<b>-994</b> -875 -79 -40	- <b>460</b> -303 -96 -61
Total	623	1,079
Balance of unrealized gains/losses in equities <sup>1</sup>	3.8bn	3.3bn
Balance of unrealized gains/losses in fixed income <sup>1</sup>	1.9bn	2.6bn



# Net income (EUR mn)

2008	2009	2010	Δ 10/09
7,455	7,044	8,243	+1,199
-1,856	-1,854	-1,070	+784
5,599	5,190	7,173	+1,983
-1,331	-540	-1,964	-1,424
4,268	4,650	5,209	+559
-6,373	-395	0	+395
-2,105	4,255	5,209	+954
257	48	156	+108
-2,362	4,207	5,053	+846
	7,455 -1,856 5,599 -1,331 4,268 -6,373 -2,105 257	7,455       7,044         -1,856       -1,854         5,599       5,190         -1,331       -540         4,268       4,650         -6,373       -395         -2,105       4,255         257       48	7,455       7,044       8,243         -1,856       -1,854       -1,070         5,599       5,190       7,173         -1,331       -540       -1,964         4,268       4,650       5,209         -6,373       -395       0         -2,105       4,255       5,209         257       48       156

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### P/C: Robust performance in difficult environment

Revenues at EUR 43.9bn, up 3.2 percent



Operating profit up 5.9 percent to EUR 4.3bn

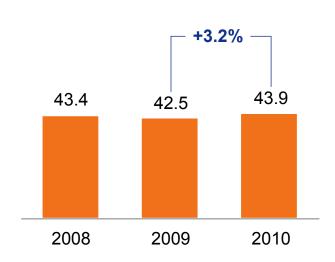
Combined ratio at 97.2 percent

 NatCat above normal with 3.2 percentage points and run-off with 3.9 percentage points



## Revenues at EUR 43.9bn, up 3.2 percent

## Revenues (EUR bn)



	Internal growth	
+1.7%	-0.9%	+0.0%

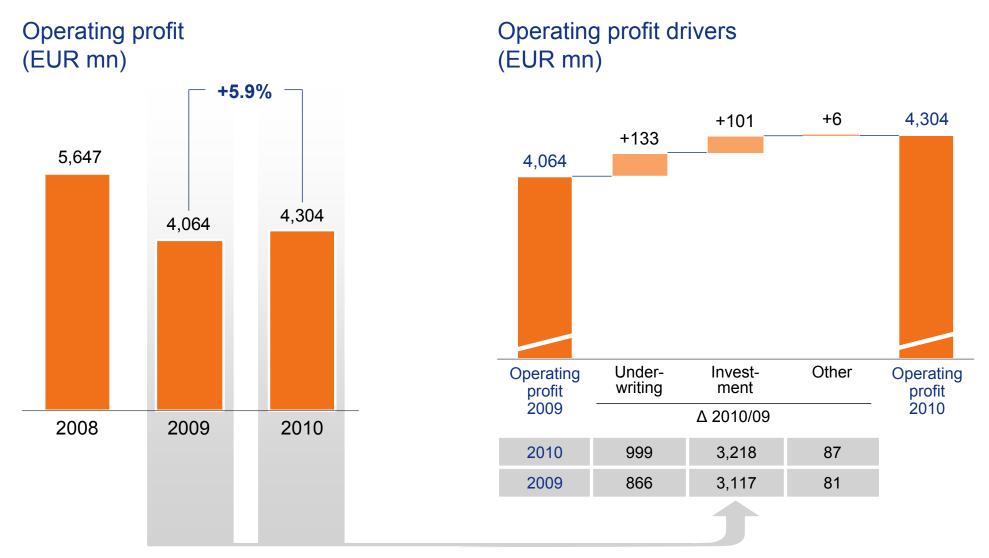
Revenues of sel. OEs <sup>2</sup> (EUR mn)		2008	2009	2010	Δ10/09 <sup>1</sup>
an ing ries	Germany	9,344	9,235	9,013	-2.4%
German Speaking Countries	Switzerland	1,241	1,309	1,389	+0.9%
	France	3,930	3,368	3,300	-2.0%
Europe incl. South America	Italy	4,740	4,190	3,986	-4.6%
Europ South A	Spain	2,156	2,101	2,011	+2.1%
	South America	1,048	1,151	1,563	+16.7%
Global Insurance Lines & Anglo Markets	Reinsurance	3,470	3,719	4,014	+7.9%
	AGCS	2,859	3,806	4,007	+0.3%
	UK	1,925	1,783	1,939	+4.8%
Global & Ai	Credit Insurance	1,804	1,672	1,767	+5.7%
	Australia	1,484	1,607	2,161	+8.6%
Growth Markets	CEE	3,040	2,615	2,629	-4.0%
	Asia-Pacific	426	472	486	+7.3%
NAFTA Markets	USA	4,420	3,521	3,350	-9.2%

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

<sup>2)</sup> Remarks concerning the operating entities' revenues can be found in the appendix

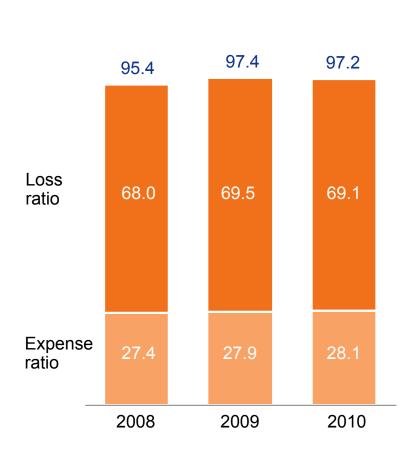


## Operating profit up 5.9 percent to EUR 4.3bn





# Combined ratio at 97.2 percent (in %)



Comb	pined ratio (sel. OEs)	2008	2009	2010
German Speaking Countries	Germany <sup>1</sup>	95.5	98.7	100.8
	Switzerland	93.1	93.5	94.6
	France	97.5	106.8	102.7
Europe incl. South America	Italy	96.9	100.8	99.6
Europ South A	Spain	90.6	89.7	90.3
	South America	98.5	98.4	96.7
	Reinsurance <sup>2</sup>	87.9	92.3	93.2
Global Insurance Lines & Anglo Markets	AGCS	90.1	87.2	93.7
	UK	95.1	92.9	96.0
	Credit Insurance	104.8	110.4	71.7
	Australia	97.5	94.8	96.1
Growth Markets	CEE	92.9	92.9	102.0
	Asia-Pacific	96.9	93.1	91.2
NAFTA Markets	USA	101.3	99.8	102.4

<sup>1)</sup> Net change of reserves related to savings component of UBR business included in claims since 2009. Prior periods have not been retrospectively adjusted

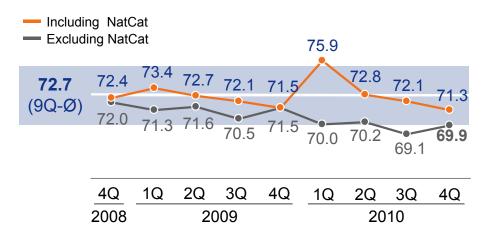


# Accident year loss ratio excl. NatCat at 69.8 percent (in %)

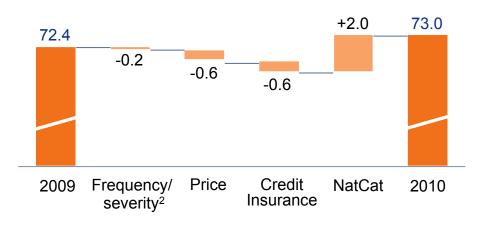
#### Accident year loss ratio: NatCat vs. non-NatCat



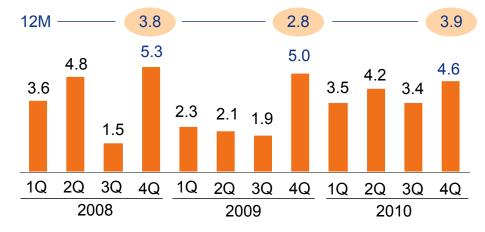
#### 9-quarter overview accident year loss ratio



#### Development 12M 2010/2009



#### Run-off ratio<sup>3</sup>



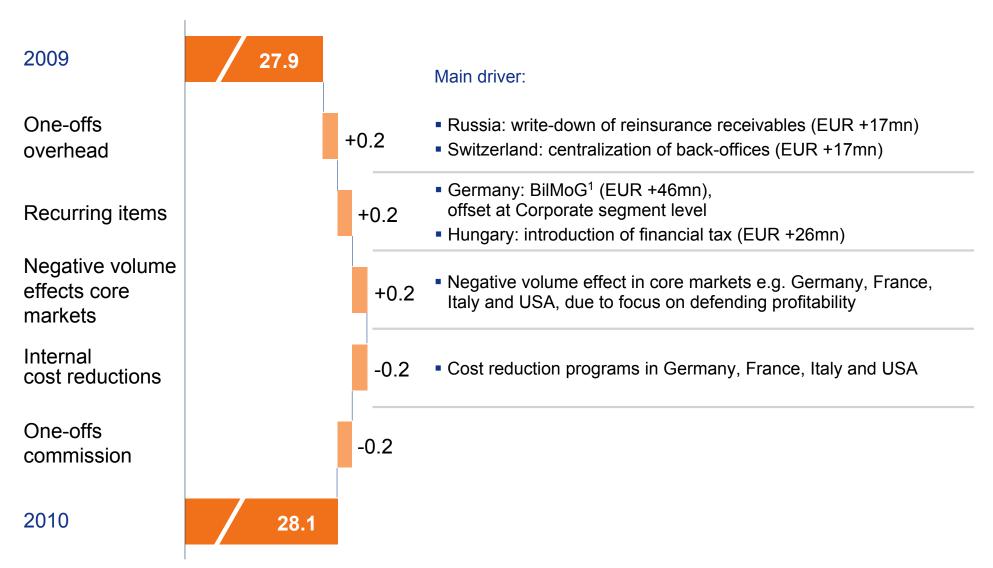
<sup>1)</sup> NatCat costs: EUR 0.7bn (2008), EUR 0.4bn (2009) and EUR 1.3bn (2010)

<sup>2)</sup> Including large claims, reinsurance

<sup>3)</sup> Positive values indicate positive run-off; run-off ratio is calculated as run-off result in percent of net premiums earned

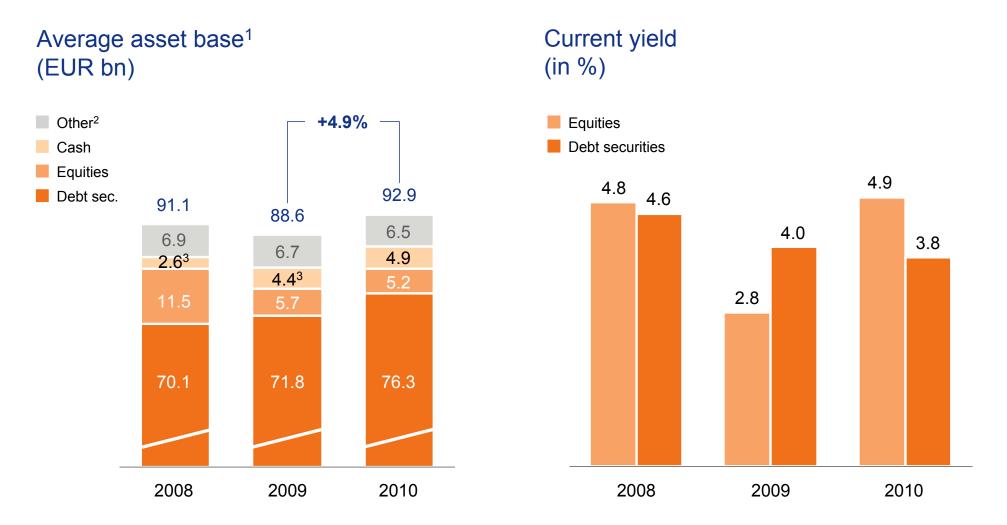


# Expense ratio development (in %)





## Average investment portfolio at EUR 92.9bn



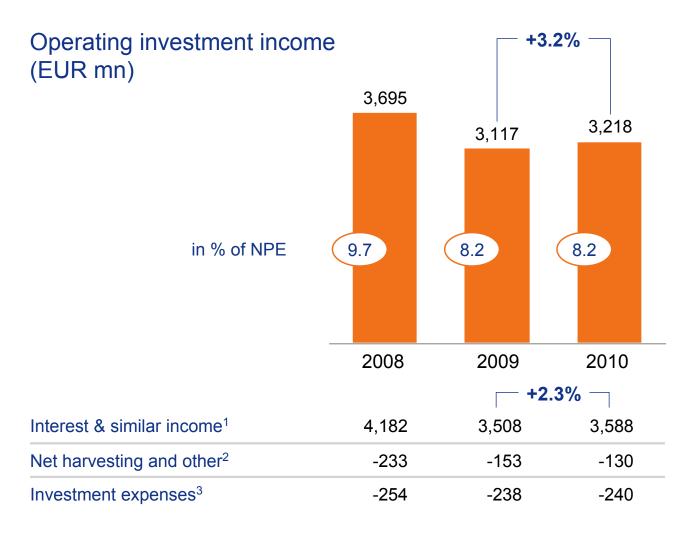
<sup>1)</sup> Asset base excludes FVO and trading

<sup>2)</sup> Real estate investments and funds held by others under reinsurance contracts assumed

<sup>3)</sup> Cash restated due to cash pool merger in France (2008: EUR 2.0bn; 2009: EUR 1.5bn)



## Operating investment income up 3.2 percent



<sup>1)</sup> Net of interest expenses

<sup>2)</sup> Comprises realized gains/losses, impairments (net), fair value option, trading and F/X gains/losses and policyholder participation. Thereof related to UBR: 2010: EUR -38mn, 2009: EUR -74mn, 2008: EUR -136mn

<sup>3)</sup> Comprises management expenses and expenses for real estate

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## L/H: Strong result in low interest rate environment

Revenues up 12.5 percent to EUR 57.1bn



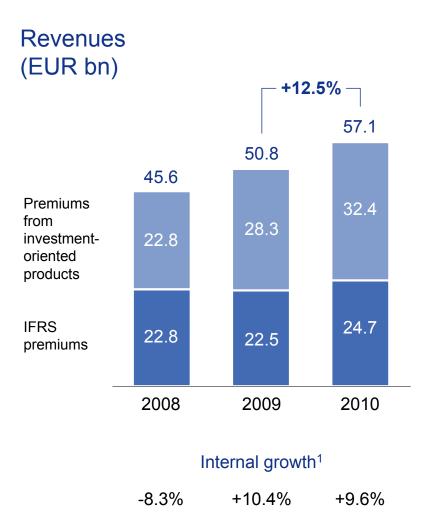
Operating asset base at EUR 421.5bn, up 9.6 percent

Operating profit up 7.4 percent to EUR 2.9bn

 Value of new business increases to EUR 993mn, and new business margin at 2.2 percent<sup>1</sup>



## Revenues up 12.5 percent to EUR 57.1bn

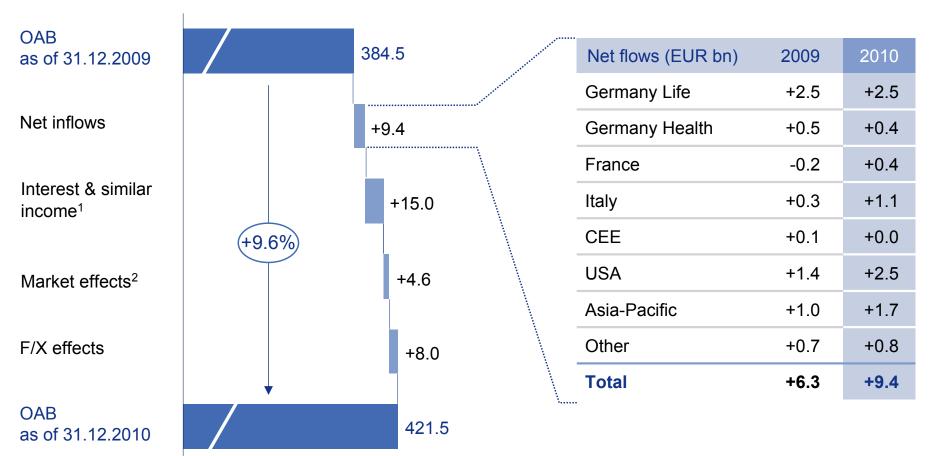


	enues of sel. OEs R mn)	2008	2009	2010	Δ10/09 <sup>1</sup>
	Germany Life	13,487	15,049	15,961	+6.1%
German Speaking Countries	Germany Health	3,120	3,176	3,209	+1.0%
0 % Q	Switzerland	1,205	1,364	1,502	+3.2%
Europe incl. South America	France	7,991	7,299	8,014	+9.8%
	Italy	5,996	8,664	8,841	+2.0%
	Benelux	1,134	1,188	1,475	+24.2%
	Spain	843	948	926	-2.3%
Growth Markets	Asia-Pacific	3,465	4,197	6,487	+32.7%
	CEE	1,141	1,032	1,057	-1.6%
NAFTA Markets	USA	6,036	6,507	8,155	+19.9%



## Operating asset base at EUR 421.5bn, up 9.6 percent

## Operating asset base (EUR bn)

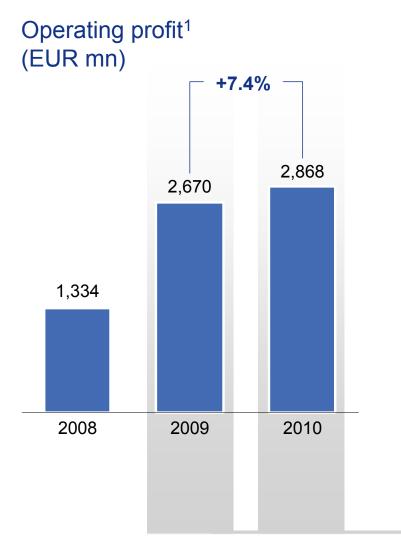


<sup>1)</sup> Net of interest expenses

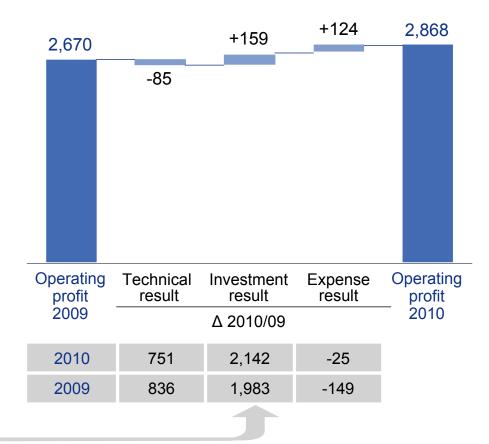
<sup>2)</sup> Includes internal dividends, changes in other assets and liabilities of EUR 0.7bn



## Operating profit up 7.4 percent to EUR 2.9bn



## Operating profit drivers<sup>2</sup> (EUR mn)

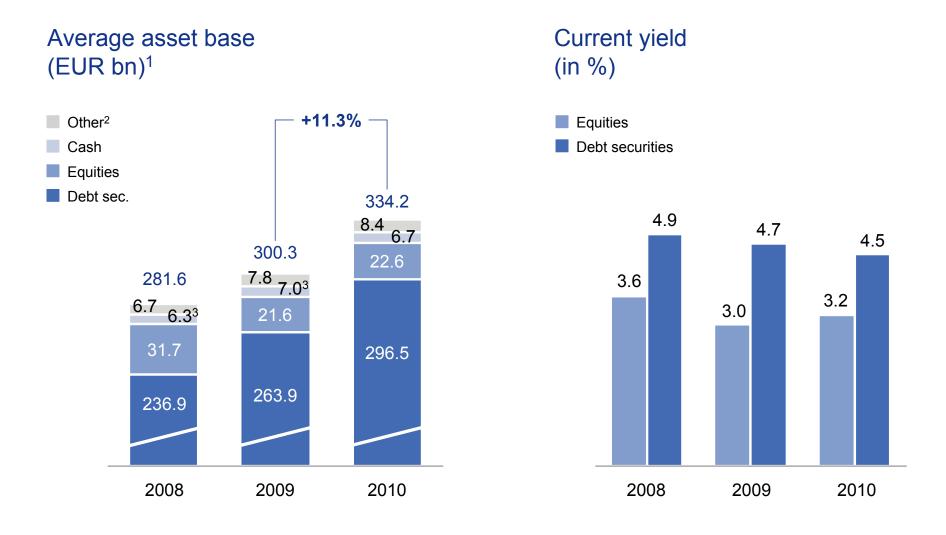


<sup>1)</sup> Restated prior to 01.07.10 for accounting policy change at AZ Life (USA)

P) For a description of the Life/Health operating profit drivers please refer to the glossary



### Average asset base increases by 11.3 percent



<sup>1)</sup> Asset base excludes unit linked, FVO and trading. Operating asset base shown on previous slide includes FVO, trading, unit linked (excludes derivatives MVLO)

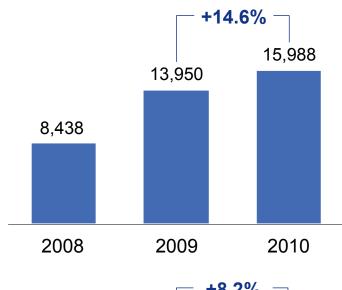
<sup>2)</sup> Real estate investments and funds held by others under reinsurance contracts assumed

<sup>3)</sup> Cash restated due to cash pool merger in France (2008: EUR 2.0bn; 2009: EUR 1.5bn)



## Investment income up by 14.6 percent

## Operating investment income (EUR mn)



		T +0	. <b>2</b> %
Interest & similar income <sup>1</sup>	13,489	13,844	14,982
Investment expenses <sup>2</sup>	-583	-622	-704
Net harvesting and other	-4,468	728	1,710
Impairments (net)	-5,747	-1,663	-434
Realized gains/losses (net)	874	1,755	2,125
Income from fin. assets and liab. carried at FV <sup>3</sup>	405	636	19

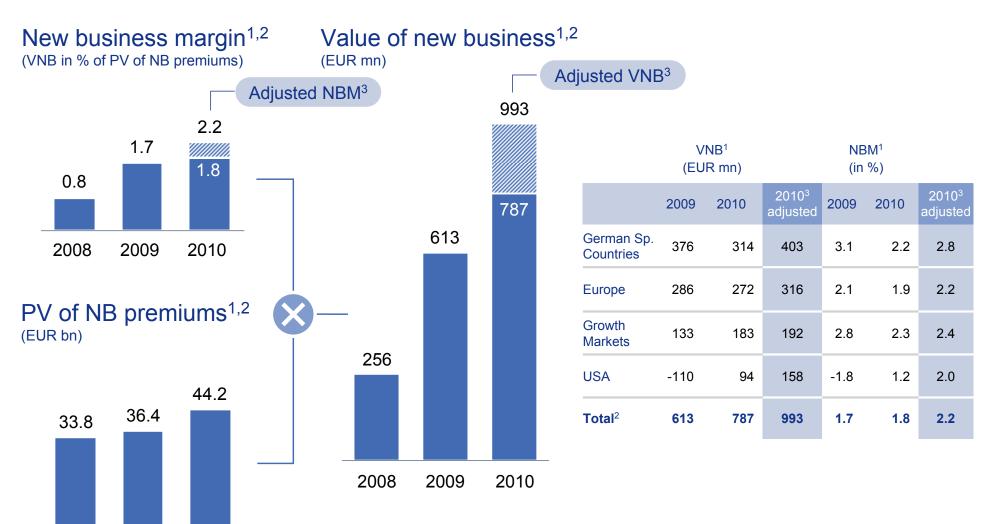
<sup>1)</sup> Net of interest expenses

<sup>2)</sup> Comprises management expenses and expenses for real estate

<sup>3)</sup> Comprises fair value option, trading and F/X gains and losses



### VNB up to EUR 993mn, NBM at 2.2 percent



1) After non-controlling interests

2008

2) Including holding expenses, internal reinsurance

2010

2009

3) Adjusted for illiquidity premium, EIOPA yield curve extrapolation, and change of cost of capital charge

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## AM: Another record year

Total Assets under Management now exceed EUR 1,500bn



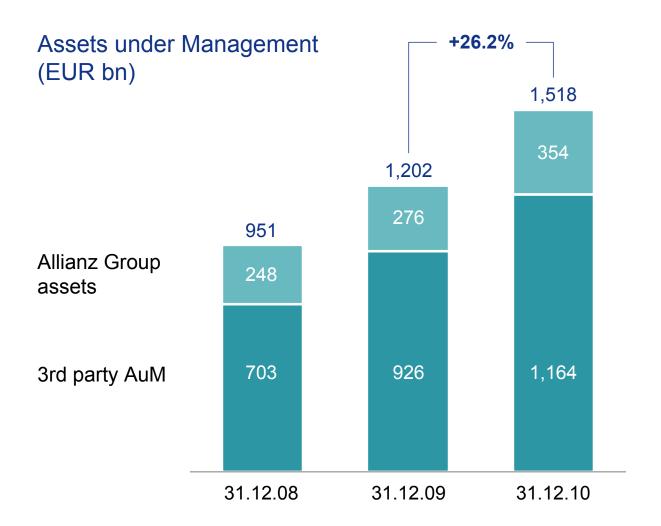
3rd party net inflows at record EUR 113bn

Outstanding operating profit of EUR 2.1bn

 Contribution to group net income increases from 11.7 percent to 18.2 percent

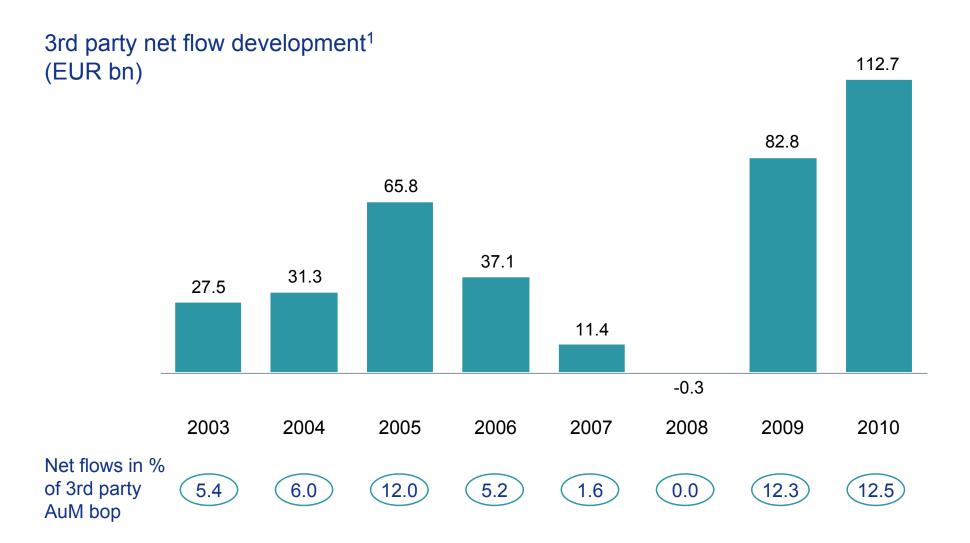


### Total AuM now exceed EUR 1,500bn





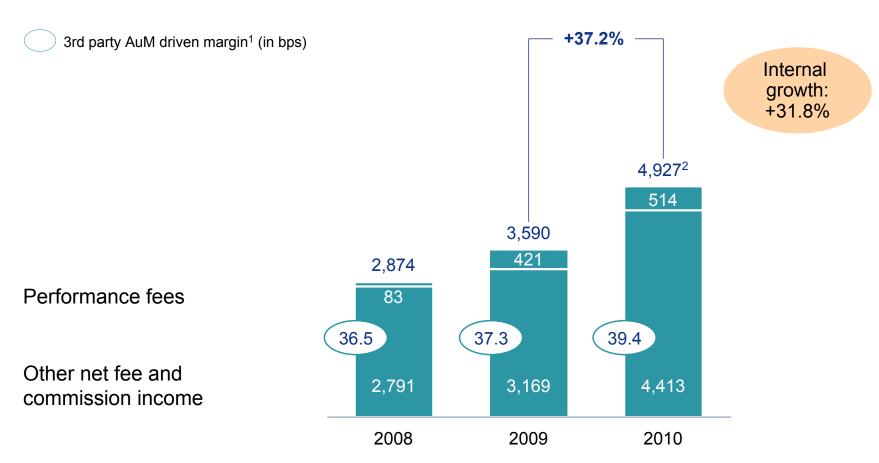
## 3rd party net inflows at record EUR 113bn



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## Net fee and commission income up 37.2 percent (EUR mn)

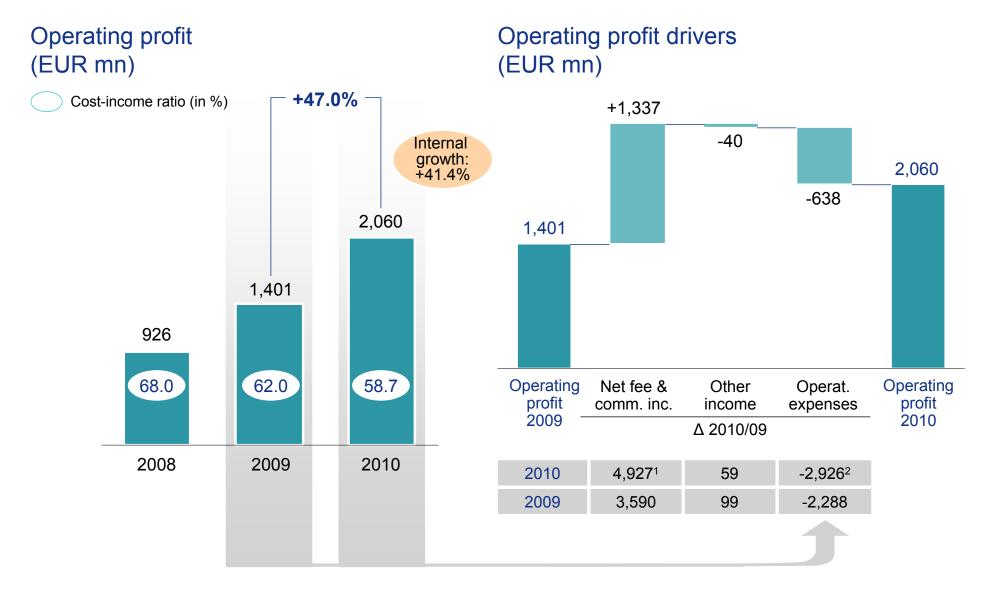


<sup>1)</sup> Excluding performance fees, 12-month rolling

<sup>2)</sup> Net fee and commission income includes F/X effect of EUR +204mn



## Outstanding operating profit of EUR 2.1bn



<sup>1)</sup> Net fee and commission income includes F/X effect of EUR +204mn

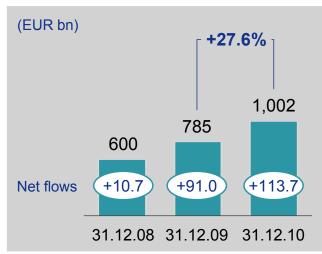
<sup>2)</sup> Operating expenses include F/X effect of EUR -117mn



### Exceptional performance of fixed income

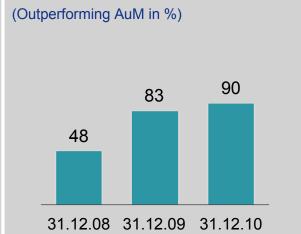
#### Fixed income

#### 3rd party AuM



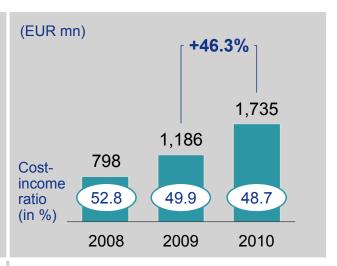
- Strong net inflows driven by retail and institutional clients
- Strong market appreciation (EUR +63bn) and F/X effect in 12M 10 (EUR +49bn)
- Average 3rd party AuM up by 36% vs. 12M 09

#### 3-year-outperformance



- Excellent investment performance throughout the year
- Clearly above internal target level

#### Operating profit



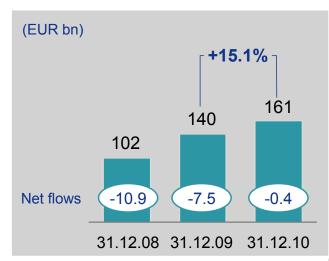
- Sustainable growth due to strongly increased AuM driven fee income
- Strong performance fee of EUR 346mn in 12M 10, up by 7.5% vs. 2009



### Cost-income ratio for equity improves to 74.1 percent

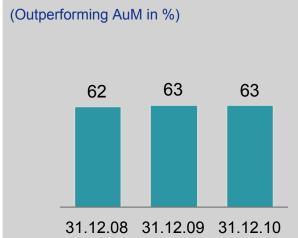
#### **Equity**

#### 3rd party AuM



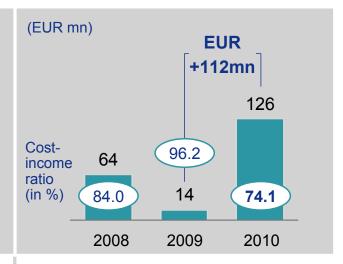
- Average AuM increased by 15% vs. 12M 09
- Net inflows in 4Q 10 of EUR +2.5bn
- Strong market appreciation (EUR +18bn) supported by F/X effect (EUR +5bn)

#### 3-year-outperformance



 Outperformance on competitive level

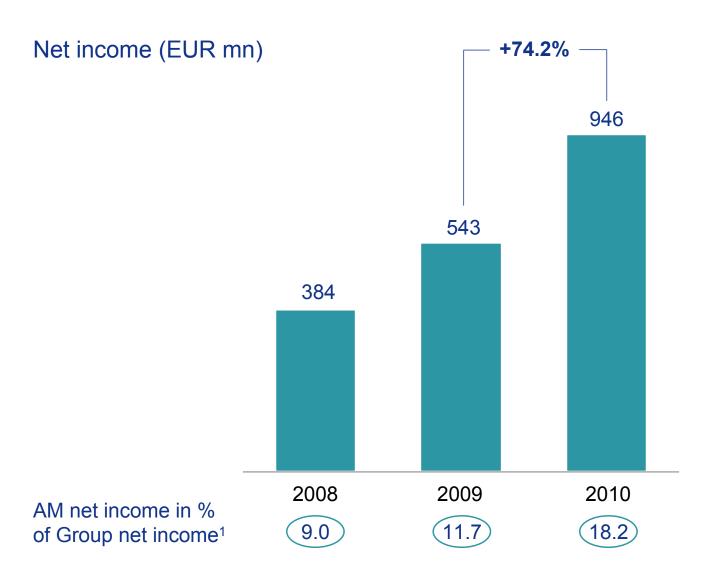
#### Operating profit



- Considerable operating profit growth driven by fee income along with AuM increase
- Strong performance fees in 12M 10 of EUR 56mn vs.
   EUR 32mn in 12M 09
- Including positive swing from one-offs EUR +26mn vs. 12M 09



### Strong growth in net income contribution



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Proposed dividend at EUR 4.50 per share



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# Group: Result by segments overview (EUR mn)

	P/C		L/H		AM		CO		Consolidation		Total	
	12M 09	12M 10	12M 09	12M 10	12M 09	12M 10						
Total revenues (EUR bn)	42.5	43.9	50.8	57.1	3.7	5.0	0.5	0.6	-0.1	-0.1	97.4	106.5
Operating profit	4,064	4,304	2,670	2,868	1,401	2,060	-1,028	-942	-63	-47	7,044	8,243
Non-operating items	78	16	-57	-85	-499	-455	-675	-718	-701	172	-1,854	-1,070
Income b/ tax	4,142	4,320	2,613	2,783	902	1,605	-1,703	-1,660	-764	125	5,190	7,173
Income taxes	-1,363	-1,216	-656	-934	-359	-659	1,063	775	775	70	-540	-1,964
Net income from continuing operations	2,779	3,104	1,957	1,849	543	946	-640	-885	11	195	4,650	5,209
Net income from discontinued operations	0	0	0	0	0	0	-395	0	0	0	-395	0
Net income	2,779	3,104	1,957	1,849	543	946	-1,035	-885	11	195	4,255	5,209
Net income attributable to:												
Non-controlling interests	55	161	48	72	5	0	-60	-77	0	0	48	156
Shareholders	2,724	2,943	1,909	1,777	538	946	-975	-808	11	195	4,207	5,053



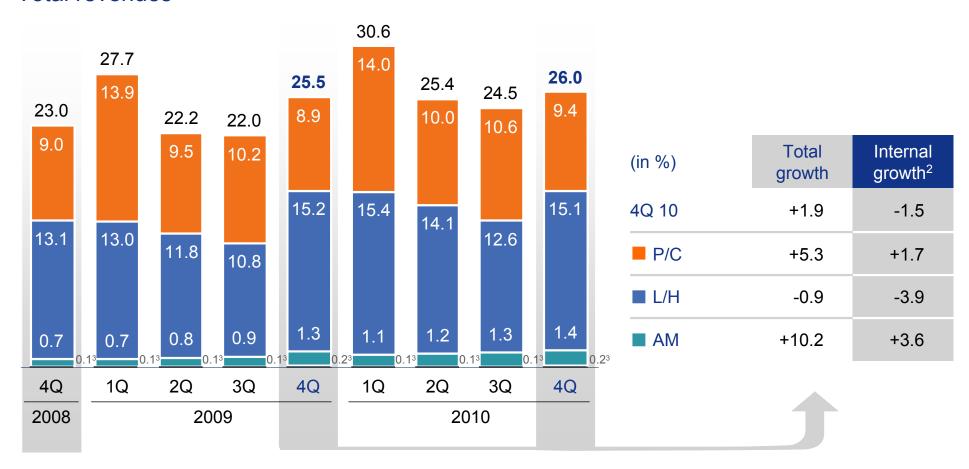
# Group: Key figures (EUR mn)

	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
<b>Total revenues</b> (EUR bn)	23.0	27.7	22.2	22.0	25.5	30.6	25.4	24.5	26.0	+0.5	92.6	97.4	106.5
Operating profit	1,132	1,313	1,762	2,009	1,960	1,732	2,302	2,055	2,154	+194	7,455	7,044	8,243
Non-operating items	-1,068	-974	548	-92	-1,336	259	-597	-123	-609	+727	-1,856	-1,854	-1,070
Income b/ tax	64	339	2,310	1,917	624	1,991	1,705	1,932	1,545	+921	5,599	5,190	7,173
Income taxes	-46	16	-438	-527	409	-388	-548	-664	-364	-773	-1,331	-540	-1,964
Net inc. from cont. ops.	18	355	1,872	1,390	1,033	1,603	1,157	1,268	1,181	+148	4,268	4,650	5,209
Net inc. from discont. ops.	-2,933	-395	0	0	0	0	0	0	0	+0	-6,373	-395	0
Net income	-2,915	-40	1,872	1,390	1,033	1,603	1,157	1,268	1,181	+148	-2,105	4,255	5,209
Net income attributable to:													
Non-controlling interests	33	0	18	16	14	38	68	4	46	+32	257	48	156
Shareholders	-2,948	-40	1,854	1,374	1,019	1,565	1,089	1,264	1,135	+116	-2,362	4,207	5,053
Group financial assets <sup>1</sup> (EUR bn)	394.3	400.8	413.7	431.6	438.8	456.4	467.8	471.4	470.3	+31.5	394.3	438.8	470.3



## 4Q: Revenues (EUR bn)

#### Total revenues<sup>1</sup>



<sup>1)</sup> Total revenues comprise statutory gross premiums written in P/C and L/H, operating revenues in AM and total revenues in Corporate and Other (Banking) All segment figures are based on segment consolidated numbers; figures for the Group as a whole are based on fully consolidated numbers

<sup>2)</sup> Adjusted for F/X effects and consolidation effects. Total and internal growth on segment level is based on segment consolidated data. Total and internal growth for total revenues are based on fully consolidated figures

<sup>3)</sup> Represents Banking total revenues (for every quarter), internal growth is +12.9% in 2010



# P/C: Key figures (EUR mn)

	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
Gross premiums written (EUR bn)	9.0	13.9	9.5	10.2	8.9	14.0	10.0	10.6	9.4	+0.5	43.4	42.5	43.9
Operating profit	1,209	969	895	1,031	1,169	712	1,147	1,122	1,323	+154	5,647	4,064	4,304
Non-operating items	-279	-193	196	43	32	149	-7	113	-239	-271	289	78	16
Income b/ tax	930	776	1,091	1,074	1,201	861	1,140	1,235	1,084	-117	5,936	4,142	4,320
Income taxes	-276	-333	-333	-293	-404	-270	-303	-363	-280	+124	-1,489	-1,363	-1,216
Net income	654	443	758	781	797	591	837	872	804	+7	4,447	2,779	3,104
Net income attributable to:													
Non-controlling interests	-11	12	9	17	17	31	51	51	28	+11	112	55	161
Shareholders	665	431	749	764	780	560	786	821	776	-4	4,335	2,724	2,943
Combined ratio (in %)	96.2	98.7	98.9	96.9	95.3	100.4	96.3	97.1	94.9	-0.4%-p	95.4	97.4	97.2
Segment financial assets <sup>1</sup> (EUR bn)	88.9	89.9	90.3	92.7	92.2	96.5	96.7	96.3	97.3	+5.1	88.9	92.2	97.3

<sup>1)</sup> Segment own assets including financial assets carried at fair value through income, as well as cash and cash pool assets net of liabilities from securities lending and derivatives. Adjusted for cash pool merger France



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

	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
Statutory premiums (EUR bn)	13.1	13.0	11.8	10.8	15.2	15.4	14.1	12.6	15.1	-0.1	45.6	50.8	57.1
Operating profit	-51	296	966	939	469	835	824	655	554	+85	1,334	2,670	2,868
Non-operating items	-320	-67	21	12	-23	-35	23	-4	-69	-46	-535	-57	-85
Income b/ tax	-371	229	987	951	446	800	847	651	485	+39	799	2,613	2,783
Income taxes	29	28	-323	-290	-71	-224	-287	-206	-217	-146	-304	-656	-934
Net income	-342	257	664	661	375	576	560	445	268	-107	495	1,957	1,849
Net income attributable to:													
Non-controlling interests	40	5	18	9	16	21	19	9	23	+7	86	48	72
Shareholders	-382	252	646	652	359	555	541	436	245	-114	409	1,909	1,777
Cost-income ratio (in %)	100.4	98.0	93.9	93.6	97.5	95.7	95.4	96.0	97.1	-0.4%-p	97.5	95.8	96.1
Segment financial assets <sup>1,2</sup> (EUR bn)	290.9	293.3	305.1	317.5	324.2	339.1	349.3	352.9	352.8	+28.6	290.9	324.2	352.8
Unit-linked investments (EUR bn)	50.4	49.1	51.9	54.9	57.0	60.1	61.0	61.7	64.8	+7.8	50.4	57.0	64.8
Operating asset base <sup>2,3</sup> (EUR bn)	343.8	345.0	359.7	375.4	384.5	402.9	413.7	417.9	421.5	+37.0	343.8	384.5	421.5

<sup>1)</sup> Segment own assets including financial assets carried at fair value through income, as well as cash and cash pool assets net of liabilities from securities lending and derivatives

<sup>2)</sup> Adjusted for cash pool merger France

<sup>3)</sup> 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)

	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
Operating revenues	726	716	780	899	1,294	1,116	1,188	1,256	1,426	+132	2,894	3,689	4,986
Operating profit	218	211	246	368	576	466	516	521	557	-19	926	1,401	2,060
Non-operating items	-2	-50	-47	-148	-254	-207	-128	-60	-60	+194	-293	-499	-455
Income b/ tax	216	161	199	220	322	259	388	461	497	+175	633	902	1,605
Income taxes	-86	-69	-88	-74	-128	-116	-158	-180	-205	-77	-249	-359	-659
Net income	130	92	111	146	194	143	230	281	292	+98	384	543	946
Net income attributable to:													
Non-controlling interests	1	1	1	1	2	-6	3	2	1	-1	5	5	0
Shareholders	129	91	110	145	192	149	227	279	291	+99	379	538	946
Cost-income ratio (in %)	70.0	70.5	68.5	59.1	55.5	58.2	56.6	58.5	60.9	+5.4%-p	68.0	62.0	58.7
3rd party AuM¹ (EUR bn)	703.5	766.0	813.3	877.5	925.7	1,022.7	1,138.5	1,130.9	1,164.0	+238.3	703.5	925.7	1,164.0



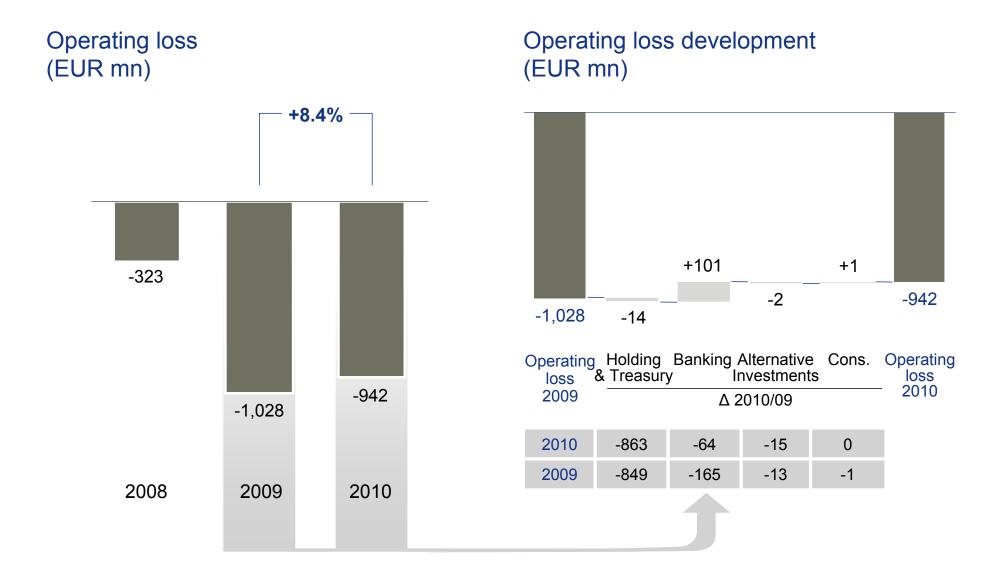
# CO: Key figures (EUR mn)

	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
Total revenues (Banking)	131	117	124	119	157	128	138	146	175	+18	555	517	587
Operating profit													
Holding & Treasury	-89	-170	-210	-252	-217	-226	-138	-237	-262	-45	-330	-849	-863
Banking	-26	-9	-93	-37	-26	-23	-15	-24	-2	+24	-31	-165	-64
Alternative Investments	-56	-5	-9	-6	7	-2	-2	-9	-2	-9	22	-13	-15
Consolidation	-24	0	-1	0	0	0	0	0	0	+0	16	-1	0
Corporate and Other operating profit	-195	-184	-313	-295	-236	-251	-155	-270	-266	-30	-323	-1,028	-942
Non-operating items													
Holding & Treasury	-482	-606	396	55	-235	245	-466	-55	-120	+115	-1,151	-390	-396
Banking	-92	-3	3	-9	-78	6	-32	-8	-96	-18	-129	-87	-130
Alternative Investments	-43	-63	-220	-17	-83	-70	-31	-222	-5	+78	67	-383	-328
Consolidation	-67	1	184	0	0	85	16	19	16	+16	-268	185	136
Corporate and Other non-operating items	-684	-671	363	29	-396	266	-513	-266	-205	+191	-1,481	-675	-718
Income b/taxes	-879	-855	50	-266	-632	15	-668	-536	-471	+161	-1,804	-1,703	-1,660
Income taxes	296	384	286	121	272	209	197	82	287	+15	685	1,063	775
Net inc. from cont. ops.	-583	-471	336	-145	-360	224	-471	-454	-184	+176	-1,119	-640	-885
Net inc. from discont. ops.	-2,873	-395	0	0	0	0	0	0	0	+0	-6,108	-395	0
Net income	-3,456	-866	336	-145	-360	224	-471	-454	-184	+176	-7,227	-1,035	-885
Net income attributable to:													
Non-controlling interests	1	-18	-18	-3	-21	-8	-5	-58	-6	+15	57	-60	-77
Shareholders	-3,457	-848	354	-142	-339	232	-466	-396	-178	+161	-7,284	-975	-808
Cost-income ratio Banking (in %)	111.5	101.7	166.9	120.2	105.0	107.8	103.7	104.1	92.6	-12.4%-р	100.4	122.5	101.4
RWA <sup>1</sup> Banking (EUR bn)	7	8	8	8	9	9	9	9	9	+0	7	9	9

<sup>1)</sup> Risk weighted assets are end of period values. RWA based on Basel II approach from 3Q 08 onwards



### Corporate and Other



## Allianz (II)

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### Glossary (1)

AGCS Allianz Global Corporate & Specialty

AGI Allianz Global Investors

AM Asset Management

AuM 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

Bp Basis point = 0.01%

**CEE** Central and Eastern Europe

**Combined ratio**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)

Cost-income ratio (CIR) Represents operating expenses divided by operating revenues

Current yield Interest and similar income / average asset base at book value (excluding income from financial assets

and liabilities carried at fair value); current yield on debt securities adjusted for interest expenses from

securities lending; yield on debt securities including cash components

**DAC** Deferred acquisition costs: Commissions, underwriting expenses and policy issuance costs,

which vary with and are primarily related to the acquisition and renewal of insurance contracts. These acquisition costs are deferred, to the extent that they are recoverable, and are subject to

recoverability testing at the end of each accounting period

Fair value The amount for which an asset could be exchanged between knowledgeable, willing parties in

an arm's length transaction

**FCD** Financial conglomerates directive: European regulation for the supervision of financial conglomerates

and financial groups involved in cross-sectoral business operations



### Glossary (2)

Goodwill Difference between a subsidiary's purchase price and the relevant proportion of its net assets

valued at the current value of all assets and liabilities at the time of acquisition

Gross/Net In insurance terminology the terms "gross" and "net" mean before and after consideration of reinsurance

ceded, respectively. In investment terminology the term "net" is used where the relevant expenses

(e.g. depreciations and losses on the disposal of assets) have already been deducted

**IFRS**International Financial Reporting Standards. Since 2002, the designation of IFRS applies to the overall

framework of all standards approved by the International Accounting Standards Board. Standards

already approved before will continue to be cited as International Accounting Standards (IAS)

**Internal growth** Enhances the understanding of our total revenue performance by excluding the effects

of foreign currency translation as well as acquisitions and disposals

L/H Life and health insurance

Loss ratio Claims and insurance benefits incurred (net) divided by net premiums earned (net).

NBM New business margin: Value of new business divided by present value of new business premiums

**Non-controlling interests**Represent the proportion of equity of affiliated enterprises not owned by Group companies

OAB 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

**OE** 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: Nonoperating income from financial assets and liabilities carried at fair falue through income (net), nonoperating realized gains/losses (net), income from fully consolidated private equity investments (net), interest expenses from external debt, non-operating impairments of investments (net), acquisitionrelated 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.

P/C

**VNB** 

Property and casualty insurance

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 subject to our cautionary note regarding forward-looking statements.

#### 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 forwardlooking 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.

#### No duty to update.

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