# Group financial results 3Q 2011

Oliver Bäte, Chief Financial Officer

Journalists' conference call November 11, 2011







Highlights

Group

P/C

L/H

Asset Management

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- 8 Glossary

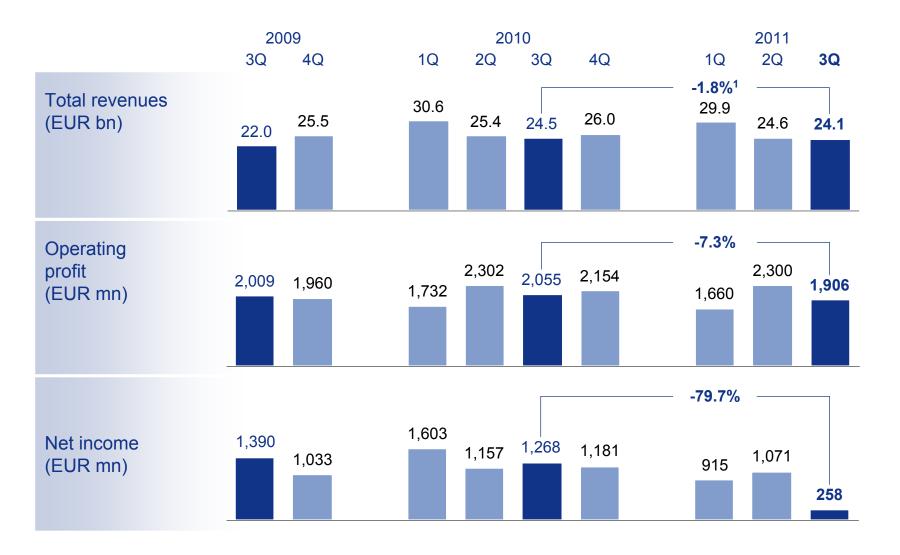


## Tough environment, operating performance remains strong

- Total revenues at EUR 24.1bn and solid operating profit of EUR 1.9bn – despite strong headwinds
- P/C revenues at EUR 10.8bn, operating profit of EUR 1,111mn – despite further NatCat losses
- L/H operating profit of EUR 520mn, impacted by EUR 224mn lower investment result due to crisis
- AM continues outstanding performance with operating profit of EUR 537mn
- Net income at EUR 258mn, heavily impacted by financial market turmoil
- Capital position resilient



### Quarterly results overview



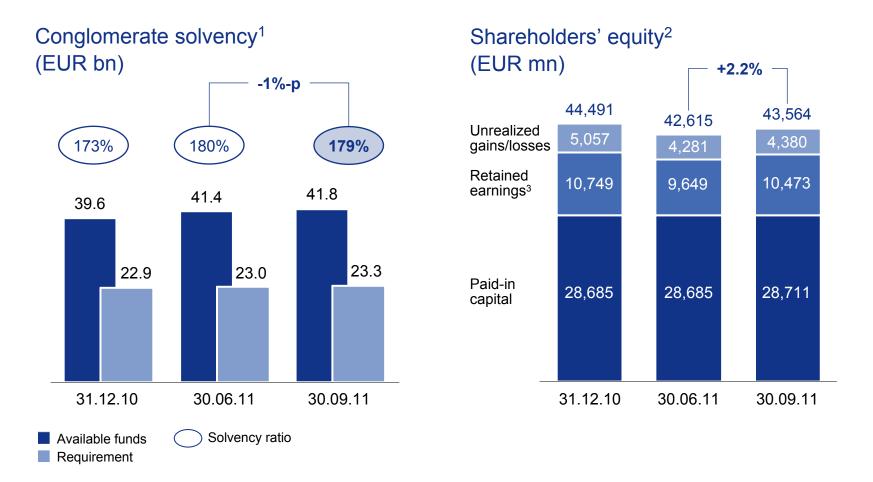
1) Internal growth +0.2%, adjusted for F/X and consolidation effects

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## Comfortable capital position



- 1) Including off-balance sheet reserves (31.12.10: EUR 2.1bn, 30.06.11: EUR 2.1bn, 30.09.2011: 2.0bn) pro forma. The solvency ratio excluding off-balance sheet reserves would be 164% as of 31.12.10, 171% as of 30.06.11 and 171% as of 30.09.11
- Excluding non-controlling interests (31.12.10: EUR 2,071mn, 30.06.11: EUR 2,074mn, 30.09.11: EUR 2,273mn)
- 3) Including F/X





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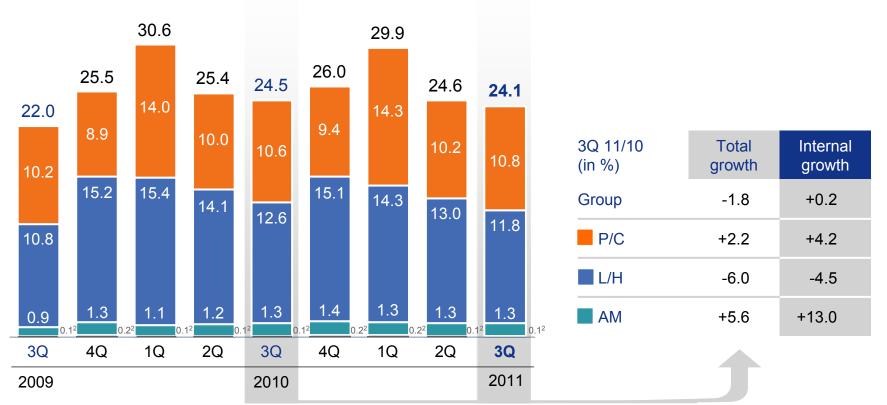
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## Quarterly revenues at EUR 24.1bn



#### Total revenues<sup>1</sup> (EUR bn)

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

2) Represents total revenues from Banking within Corporate and Other

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## Operating profit resilient despite volatile markets

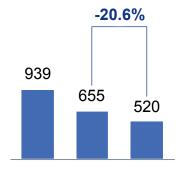


2009

2010

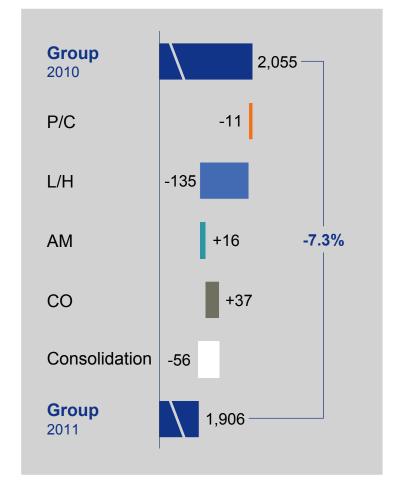
2011

#### Operating profit in 3Q (EUR mn)



2009 2010 2011

Corporate and Other +13.7% -295 -270 -233 2009 2010 2011





## Non-operating items (EUR mn)

	3Q 09	3Q 10	3Q 11	Δ 11/10	
Realized gains/losses and impairments of investments (net)	276	350	-617	-967	Realiz - Equit - Debt
Interest expense from external debt	-228	-225	-252	-27	- Real
Fully consolidated private equity inv. (net)	-34	-48	-15	+33	- Equi - Debt - Real
Restructuring charges	-60	-11	-17	-6	Total
Acquisition-related expenses	-112	-80	-37	+43	TOtal
Other non-operating	75	-105	-336	-231	
Thereof: Amortization of intangible assets	-37	-78	-23	+55	
Income from fin. assets and liab. carried at FV	112	-27	-313	-286	Balan
Reclassification of tax benefits	-9	-4	12	+16	gains/ Balan
Non-operating items	-92	-123	-1,262	-1,139	gains/ incom

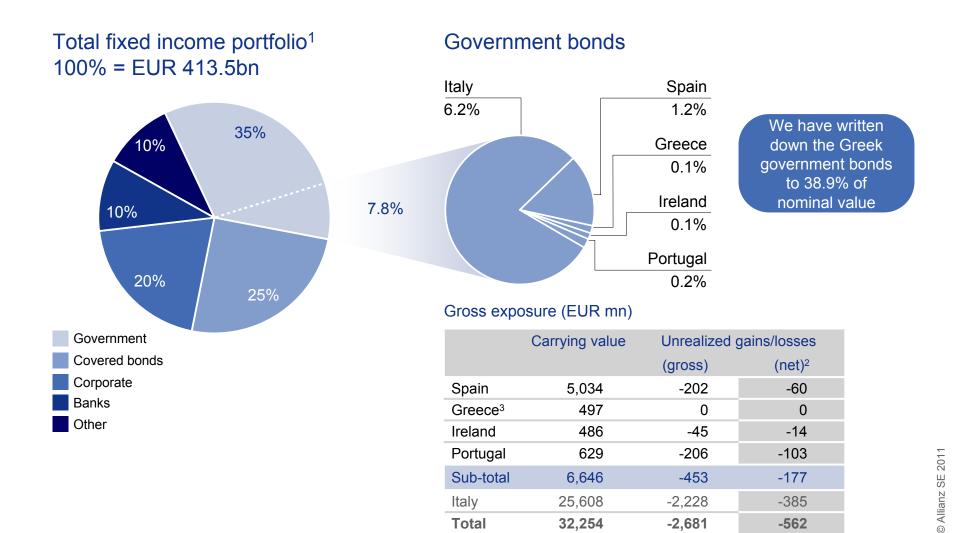
	3Q 10	3Q 11
Realized gains/losses - Equities - Debt securities - Real estate and other	<b>382</b> 231 132 19	<b>314</b> 246 26 42
Impairments (net) - Equities - Debt securities - Real estate and other	<b>-32</b> -20 -8 -4	<b>-931</b> -715 -206 -10
Total	350	-617

Balance of unrealized gains/losses in equities <sup>1</sup>	2.8bn	2.0bn
Balance of unrealized gains/losses in fixed ncome <sup>1</sup>	2.4bn	3.8bn

1) On-balance sheet unrealized gains and losses, after taxes, non-controlling interests and policyholder participation without shadow DAC



## Exposure to selected sovereign bonds



1) As of September 30, 2011; portfolio discussion is based on consolidated insurance portfolios (P/C, L/H, Corporate and Other, does not include Banking operations)

Italy

**Total** 

25,608

32,254

-2,228

-2,681

-385

-562

2) After policyholder participation and taxes; based on September 30, 2011 balance sheet figures reflected in accumulated other comprehensive income

3) After impairments



## Net income development (EUR mn)

	3Q 09	3Q 10	3Q 11	Δ 11/10
Operating profit	2,009	2,055	1,906	-149
Non-operating items	-92	-123	-1,262	-1,139
Income before taxes	1,917	1,932	644	-1,288
Income taxes	-527	-664	-386	+278
Net income	1,390	1,268	258	-1,010
Non-controlling interests	16	4	62	+58
Net income attributable to shareholders	1,374	1,264	196	-1,068





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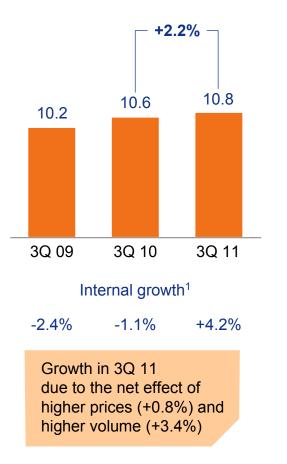
## P/C: Solid operating performance

- Revenues at EUR 10.8bn, up 2.2 percent
- Operating profit resilient at EUR 1,111mn
- Combined ratio at 97.6 percent with 4.0%-p NatCat and positive 3.6%-p run-off



## Revenues up by 2.2% to EUR 10.8bn

Revenues (EUR bn)



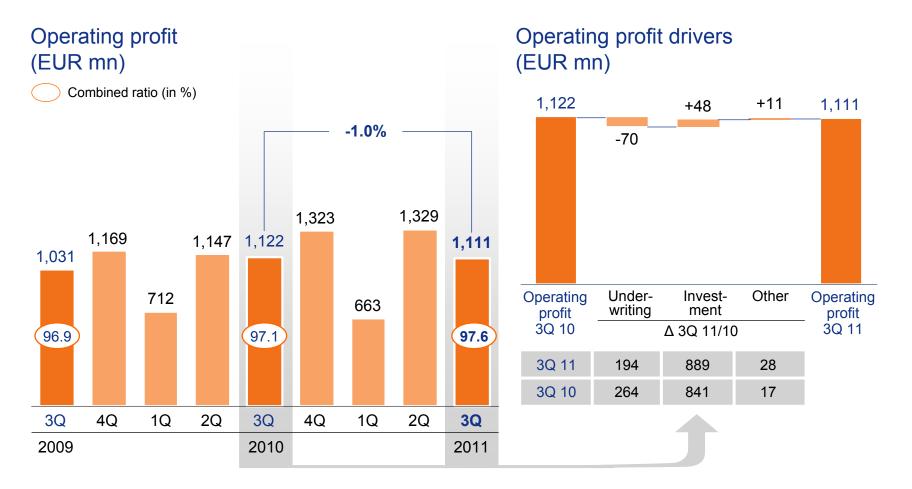
-	venues of sel. OEs IR mn)	3Q 09	3Q 10	3Q 11	Δ11/10 <sup>1</sup>
German Speaking Countries	Germany	1,904	1,859	1,833	-0.7%
	Switzerland	253	281	280	-0.8%
Europe incl. South America	France	773	754	754	+0.0%
	Italy	830	809	825	+2.0%
	Spain	494	464	449	-3.2%
	South America	306	401	426	+10.5%
Global Insurance Lines & Anglo Markets	Reinsurance	759	930	734	-21.1%
	AGCS	1,108	1,062	1,067	-1.6%
	UK	427	463	525	+19.4%
	Credit Insurance	380	417	457	+9.6%
	Australia	452	594	687	+8.8%
Growth Markets	CEE	635	628	601	-2.5%
	Asia-Pacific	121	126	128	+12.6%
NAFTA Markets	USA	1,404	1,378	1,635	+30.1%

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



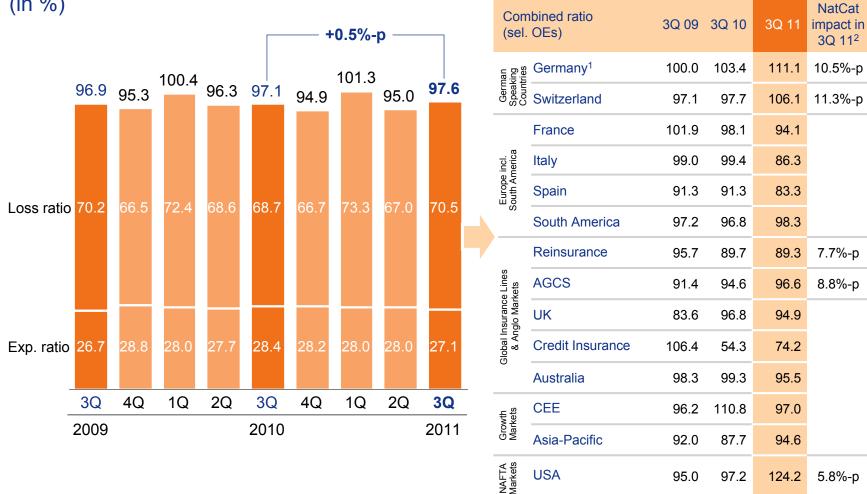
## Resilient operating profit at EUR 1.1bn





## Combined ratio of 97.6%

(in %)



1) Net change of reserves related to savings component of UBR business since 3Q 2009 included in claims. Prior period has not been retrospectively adjusted

2) Without reinstatement premiums

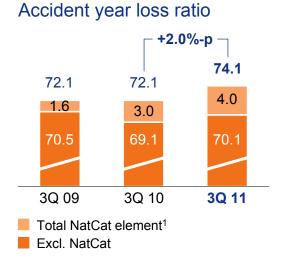
95.0

97.2

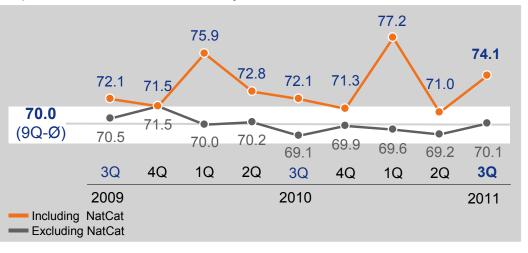
124.2



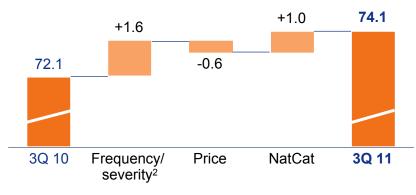
## Details on accident year loss ratio (in %)



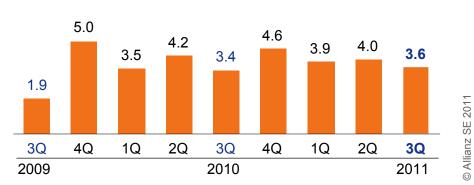
#### 9-quarter overview accident year loss ratio



#### Development 3Q 2011/2010



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



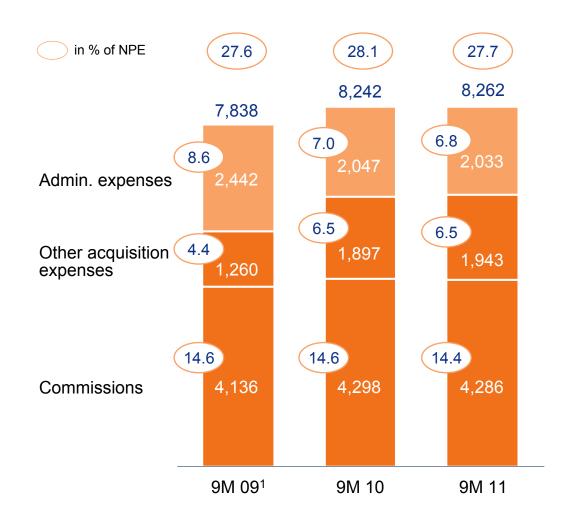
1) NatCat costs (without reinstatement premiums): EUR 0.2bn (3Q 2009), EUR 0.3bn (3Q 2010) and EUR 0.4bn (3Q 2011)

2) Including large claims, Reinsurance, Credit Insurance

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

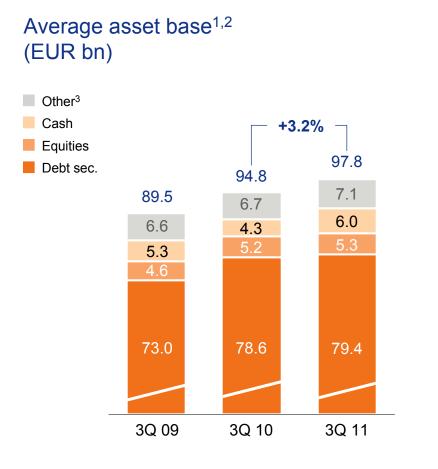


### Expense ratio improved (EUR mn)



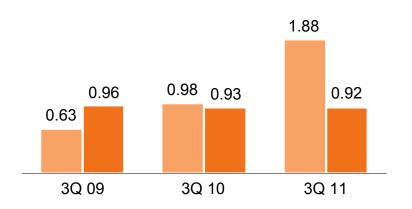


## Average investment portfolio grows to EUR 98bn



#### Current yield (in %)

## Equities Debt securities



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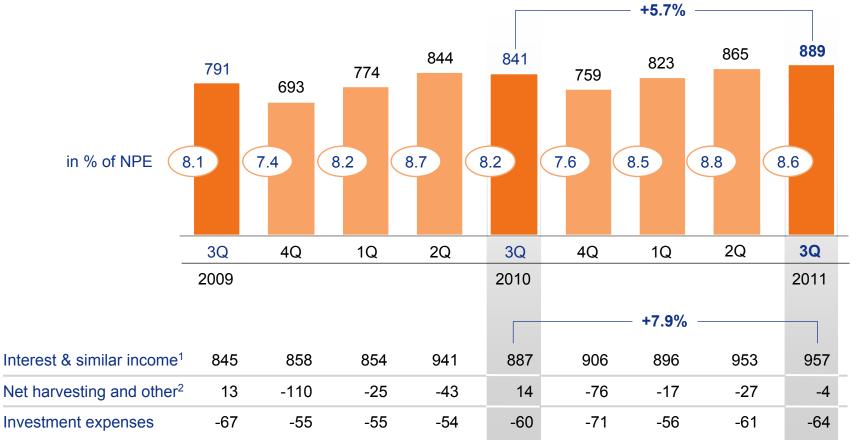
1) Asset base includes Health Business France

2) Asset base excludes fair value option and trading

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



## Operating investment income remains on a high level



#### Operating investment income (EUR mn)

1) Net of interest expenses

2) Comprises real. gains/losses, impairments (net), fair value option, trading and F/X gains and losses and policyholder participation. Thereof related to UBR: 3Q 2011: EUR -3mn, 3Q 2010: EUR -2mn, 3Q 2009: EUR -24mn





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## L/H: Results impacted by impairments

- Revenues at EUR 11.8bn, with healthy product mix
- Operating asset base at EUR 427bn
- Operating profit at EUR 520mn, impacted by EUR 224mn lower investment result due to crisis
- Value of new business at EUR 233mn, and new business margin at 2.7 percent



## Revenues at EUR 11.8bn

Revenues (EUR bn) -6.0% 12.6 11.8 10.8 Premiums from 5.6 7.0 6.2 investmentoriented products IFRS 5.2 5.6 5.6 premiums 3Q 09 3Q 10 3Q 11 Internal growth<sup>1</sup> +11.7% +13.5% -4.5%

	enues of sel. OEs R mn)	3Q 09	3Q 10	3Q 11	∆11/10 <sup>1</sup>
German Speaking Countries	Germany Life	3,327	3,471	3,466	-0.1%
	Germany Health	798	808	805	-0.4%
	Switzerland	210	225	233	-6.0%
Europe incl. South America	France	1,653	1,732	1,771	-0.3%
	Italy	1,647	1,367	1,379	-0.4%
	Benelux	273	310	330	+6.5%
	Spain	146	151	195	+29.1%
Growth Markets	Asia-Pacific	986	1,681	1,186	-28.5%
	CEE	221	223	264	+19.3%
NAFTA Markets	USA	1,242	2,234	1,894	-7.4%

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

Operating asset base



## Operating asset base at EUR 427bn

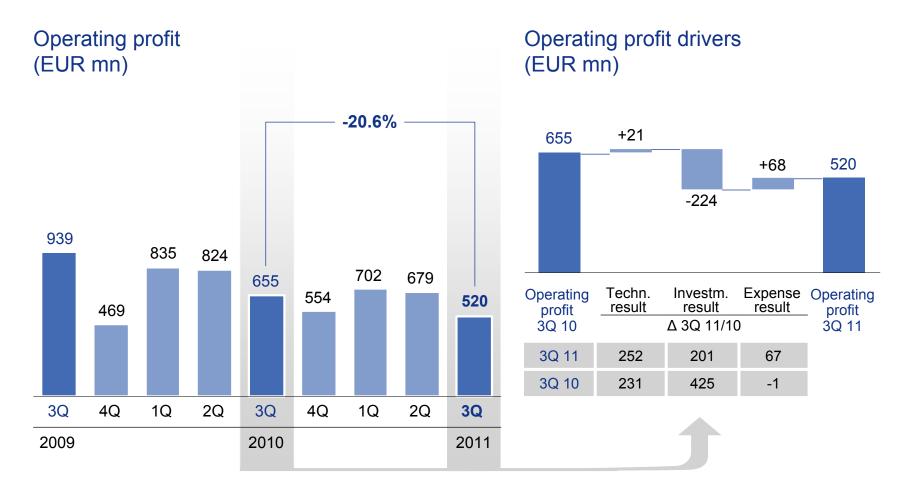
#### (EUR bn) OAB Net flows (EUR bn) 3Q 10 3Q 11 423.0 as of 30.06.2011 Germany Life +0.3 +0.5 Germany Health +0.1 +0.1 Net inflows +0.4 +0.0 France -0.1 Interest & similar Italy -0.2 -0.3 +4.0 income<sup>1</sup> CEE +0.0 +0.0 USA +0.8 +0.5 Market effects<sup>2</sup> -6.1 Asia-Pacific +0.5 -0.1 Other +0.0 -0.1 F/X effects +5.4 +0.4 Total +1.6 OAB 426.7 as of 30.09.2011

1) Net of interest expenses

2) Includes changes in other assets and liabilities of EUR 0.7bn

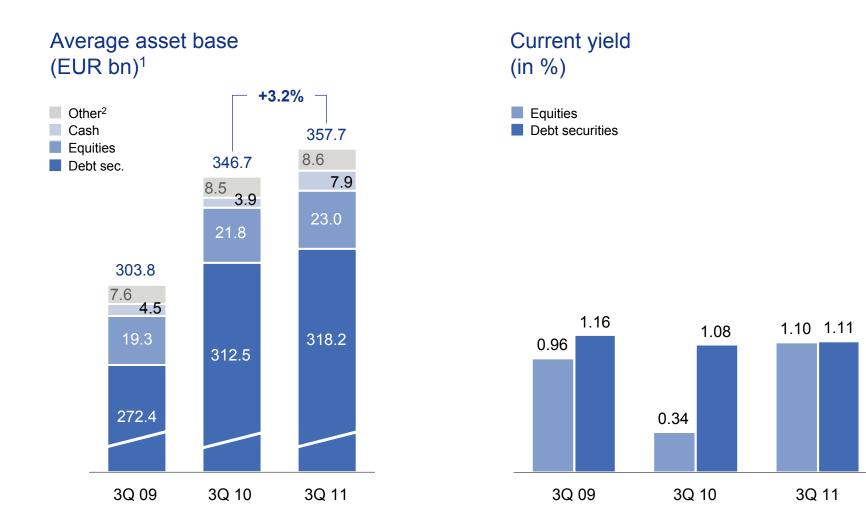


### Investment result reflects impairments





## Average asset base increases by 3.2 percent

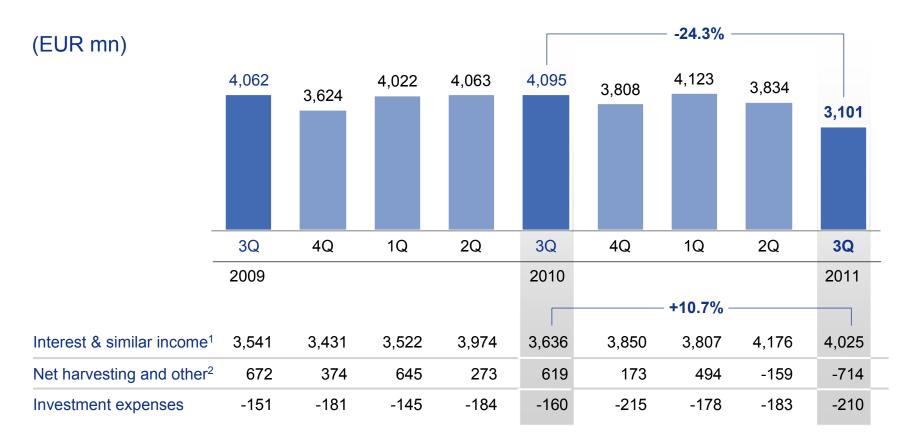


1) Asset base excludes unit linked, FVO and trading. Operating asset base includes FVO, trading, unit linked (excludes derivatives MVLO)

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



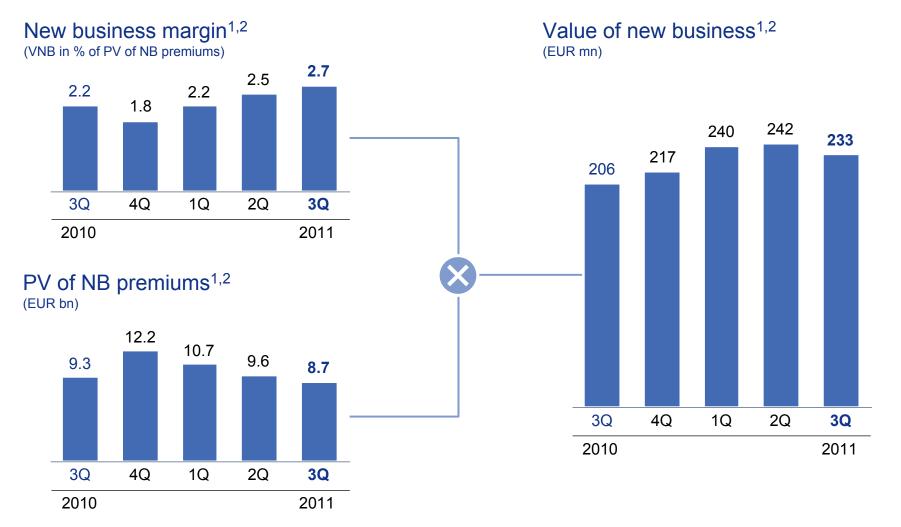
## Operating investment income



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



## Stable new business margin



1) After non-controlling interests, including holding expenses and internal reinsurance. VNB and NBM include illiquidity premium, EIOPA yield curve extrapolation and updated cost of capital charge for all periods. All values using F/X rates as of each valuation date

2) Based on beginning of quarter economic assumptions





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## AM: Outstanding performance continues

 Total Assets under Management grow by 10.3 percent to EUR 1,592bn, internal growth of 5.7 percent

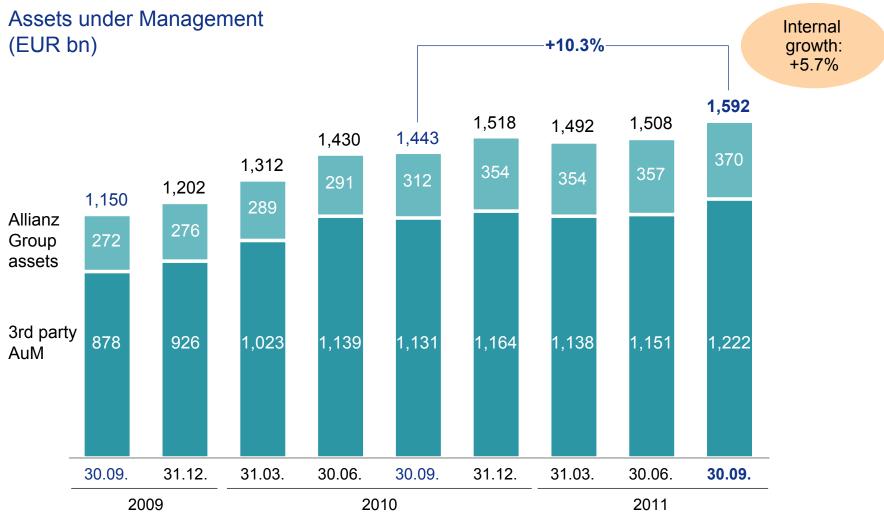
AGI recorded 3rd party net inflows of EUR 10bn

 Operating profit up by 3.1 percent to EUR 537mn, F/X-adjusted growth of 10.6 percent

Cost-income ratio at 59.5 percent



## Total AuM up by 10.3 percent





## AGI recorded 3rd party net inflows of EUR 10bn

#### AGI 3rd party net flow development (EUR bn)





## Net fee and commission income up 8.1 percent (EUR mn)



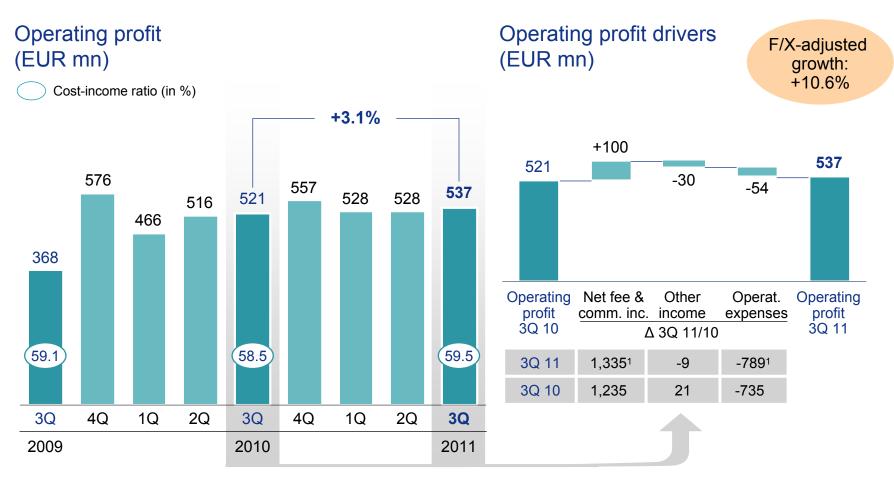
3rd party AuM driven margin<sup>1</sup> (in bps)

1) Excluding performance fees, 12-months rolling

2) Net fee and commission income includes F/X effect of EUR -98mn



## Operating profit up 3.1 percent

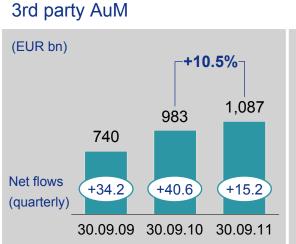


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## Continued strong overall performance of fixed income

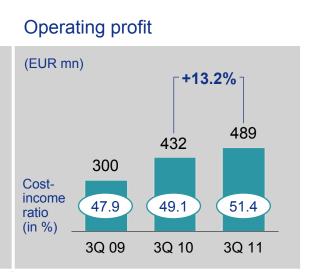
### Fixed income



## 

- Over 12 months net inflows accumulate to EUR +61bn and with a positive market impact of EUR +22bn
- In 3Q 11 F/X effect of EUR +62bn strongly supports 3rd party FI AuM
- Internal growth over 12 months amounts to 8%

 3-year-outperformance remains outstanding compared to benchmark

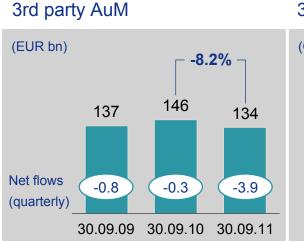


- Growth driven by higher AuM and positive shift in asset mix
- Performance fees of EUR 16mn remain strong in 3Q 11, but below (EUR -29mn) high level in 3Q 10
- Competitive CIR of 51.4% also reflects ongoing investments

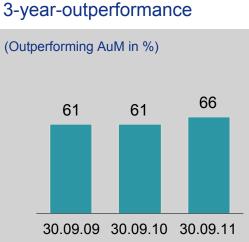


## Solid equity business in volatile markets

#### Equity

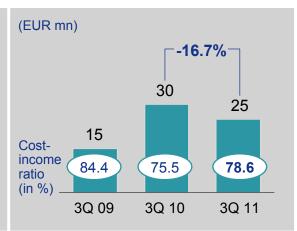


- Downturn of equity markets strongly burden 3rd party equity AuM in 3Q 11
- Market sentiment drives net outflows (of EUR -3.9bn) in 3Q 11 from both retail and institutional clients



 Outperformance vs. benchmark further improved to 66% also compared to 2Q 11 of 65%

#### Operating profit



- Operating profit down by EUR -5mn to EUR 25mn in 3Q11 in a rather difficult market environment
- Performance fees in 3Q 11 of 13mn compared to EUR 15mn in 3Q 10
- Increase in CIR 3.1%-p driven by revenue decrease



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# Summary



All operating segments on track, capital position resilient

Net income heavily impacted financial market turmoil Operating profit outlook of EUR 8.0bn ± 0.5bn unchanged

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# Group: Result by segments overview (EUR mn)

	P/C		L/	Ή	А	Μ	СО		Consolidation		Total	
	3Q 10	3Q 11	3Q 10	3Q 11	3Q 10	3Q 11						
Total revenues (EUR bn)	10.6	10.8	12.6	11.8	1.3	1.3	0.1	0.1	0.0	0.0	24.5	24.1
Operating profit	1,122	1,111	655	520	521	537	-270	-233	27	-29	2,055	1,906
Non-operating items	113	-300	-4	-88	-60	-54	-266	-870	94	50	-123	-1,262
Income b/ tax	1,235	811	651	432	461	483	-536	-1,103	121	21	1,932	644
Income taxes	-363	-298	-206	-197	-180	-150	82	271	3	-12	-664	-386
Net income from continuing operations	872	513	445	235	281	333	-454	-832	124	9	1,268	258
Net income from discontinued operations	0	0	0	0	0	0	0	0	0	0	0	0
Net income	872	513	445	235	281	333	-454	-832	124	9	1,268	258
Net income attributable to:												
Non-controlling interests	51	38	9	21	2	5	-58	-2	0	0	4	62
Shareholders	821	475	436	214	279	328	-396	-830	124	9	1,264	196



## Group: Key figures (EUR mn)

	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	Delta 3Q 11/10	9M 2009	9M 2010	9M 2011
Total revenues (EUR bn)	22.0	25.5	30.6	25.4	24.5	26.0	29.9	24.6	24.1	-0.4	71.9	80.5	78.5
Operating profit	2,009	1,960	1,732	2,302	2,055	2,154	1,660	2,300	1,906	-149	5,084	6,089	5,866
Non-operating items	-92	-1,336	259	-597	-123	-609	-174	-686	-1,262	-1,139	-518	-461	-2,122
Income b/ tax	1,917	624	1,991	1,705	1,932	1,545	1,486	1,614	644	-1,288	4,566	5,628	3,744
Income taxes	-527	409	-388	-548	-664	-364	-571	-543	-386	+278	-949	-1,600	-1,500
Net inc. from cont. ops.	1,390	1,033	1,603	1,157	1,268	1,181	915	1,071	258	-1,010	3,617	4,028	2,244
Net inc. from discont. ops.	0	0	0	0	0	0	0	0	0	+0	-395	0	0
Net income	1,390	1,033	1,603	1,157	1,268	1,181	915	1,071	258	-1,010	3,222	4,028	2,244
Net income attributable to:													
Non-controlling interests	16	14	38	68	4	46	58	71	62	+58	34	110	191
Shareholders	1,374	1,019	1,565	1,089	1,264	1,135	857	1,000	196	-1,068	3,188	3,918	2,053
Group financial assets <sup>1</sup> (EUR bn)	431.6	438.8	456.4	467.8	471.4	470.3	470.4	473.4	480.6	+9.2	431.6	471.4	480.6

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

	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	Delta 3Q 11/10	9M 2009	9M 2010	9M 2011
Gross premiums written (EUR bn)	10.2	8.9	14.0	10.0	10.6	9.4	14.3	10.2	10.8	+0.2	33.6	34.5	35.3
Operating profit	1,031	1,169	712	1,147	1,122	1,323	663	1,329	1,111	-11	2,895	2,981	3,103
Non-operating items	43	32	149	-7	113	-239	173	-9	-300	-413	46	255	-136
Income b/ tax	1,074	1,201	861	1,140	1,235	1,084	836	1,320	811	-424	2,941	3,236	2,967
Income taxes	-293	-404	-270	-303	-363	-280	-279	-368	-298	+65	-959	-936	-945
Net income	781	797	591	837	872	804	557	952	513	-359	1,982	2,300	2,022
Net income attributable to:													
Non-controlling interests	17	17	31	51	51	28	38	60	38	-13	38	133	136
Shareholders	764	780	560	786	821	776	519	892	475	-346	1,944	2,167	1,886
Combined ratio (in %)	96.9	95.3	100.4	96.3	97.1	94.9	101.3	95.0	97.6	+0.5%-p	98.2	97.9	97.9
Segment financial assets <sup>1</sup> (EUR bn)	92.7	92.2	96.5	96.7	96.3	97.3	99.0	98.5	100.3	+4.0	92.7	96.3	100.3

 Segment own assets (incl. financial assets carried at fair value through income). Including cash and cash pool assets net of liabilities from securities lending and derivatives.



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

	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	Delta	9M	9M	9M
	2009	2009	2010	2010	2010	2010	2011	2011	2011	3Q 11/10	2009	2010	2011
Statutory premiums (EUR bn)	10.8	15.2	15.4	14.1	12.6	15.1	14.3	13.0	11.8	-0.8	35.6	42.0	39.1
Operating profit	939	469	835	824	655	554	702	679	520	-135	2,201	2,314	1,901
Non-operating items	12	-23	-35	23	-4	-69	-4	-329	-88	-84	-34	-16	-421
Income b/ tax	951	446	800	847	651	485	698	350	432	-219	2,167	2,298	1,480
Income taxes	-290	-71	-224	-287	-206	-217	-216	-136	-197	+9	-585	-717	-549
Net income	661	375	576	560	445	268	482	214	235	-210	1,582	1,581	931
Net income attributable to:													
Non-controlling interests	9	16	21	19	9	23	21	11	21	+12	32	49	53
Shareholders	652	359	555	541	436	245	461	203	214	-222	1,550	1,532	878
Margin on reserves <sup>1</sup> (in bps)	104.0	51.0	87.0	83.0	65.0	54.0	69.0	66.0	50.0	-15.0	83.0	79.0	62.0
Segment financial assets <sup>2</sup> (EUR bn)	317.5	324.2	339.1	349.3	352.9	352.8	350.5	354.4	362.0	+9.1	317.5	352.9	362.0
Unit-linked investments (EUR bn)	54.9	57.0	60.1	61.0	61.7	64.8	64.8	64.8	61.2	-0.5	54.9	61.7	61.2
Operating asset base <sup>3</sup> (EUR bn)	375.4	384.5	402.9	413.7	417.9	421.5	419.1	423.0	426.7	+8.8	375.4	417.9	426.7

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1) Margin on reserves = IFRS operating profit (annualized) divided by average IFRS net reserves

2) Segment own assets (incl. financial assets carried at fair value through income). Including cash and cash pool assets net of liabilities from securities lending and derivatives

 Grossed up for insurance liabilities which are netted within the trading book (market value liability option). Including cash and cash pool assets net of liabilities from securities lending and derivatives



# AM: Key figures (EUR mn)

	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	1Q 2011	2Q 2011	3Q 2011	Delta 3Q 11/10	9M 2009	9M 2010	9M 2011
Operating revenues	899	1,294	1,116	1,188	1,256	1,426	1,273	1,303	1,326	+70	2,395	3,560	3,902
Operating profit	368	576	466	516	521	557	528	528	537	+16	825	1,503	1,593
Non-operating items	-148	-254	-207	-128	-60	-60	-99	-47	-54	+6	-245	-395	-200
Income b/ tax	220	322	259	388	461	497	429	481	483	+22	580	1,108	1,393
Income taxes	-74	-128	-116	-158	-180	-205	-120	-192	-150	+30	-231	-454	-462
Net income	146	194	143	230	281	292	309	289	333	+52	349	654	931
Net income attributable to:													
Non-controlling interests	1	2	-6	3	2	1	3	4	5	+3	3	-1	12
Shareholders	145	192	149	227	279	291	306	285	328	+49	346	655	919
Cost-income ratio (in %)	59.1	55.5	58.2	56.6	58.5	60.9	58.5	59.5	59.5	+1.0%-p	65.6	57.8	59.2
3rd party AuM <sup>1</sup> (EUR bn)	877.5	925.7	1,022.7	1,138.5	1,130.9	1,164.0	1,138.5	1,150.9	1,222.3	+91.4	877.5	1,130.9	1,222.3



# CO: Key figures (EUR mn)

Total revenues (Banking)	2009 119	2009 157	2010 128	2010 138	2010 <b>146</b>	2010 175	2011 151	2011 137	2011 <b>129</b>	3Q 11/10 - <b>17</b>	2009 360	2010 412	2011 <b>417</b>
Operating profit	113	157	120	150	140	175	131	137	123	-17	500	412	417
Holding & Treasury	-252	-217	-226	-138	-237	-262	-221	-170	-234	+3	-632	-601	-625
Banking	-37	-26	-23	-15	-24	-202	221	-24	-204	+15	-139	-62	-31
Alternative Investments	-6	7	-2	-2	-9	-2	-4	-11	9	+18	-20	-13	-6
Consolidation	0	0	0	0	0	0	0	0	1	+1	-1	0	1
Corporate and Other operating profit	-295	-236	-251	-155	-270	-266	-223	-205	-233	+37	-792	-676	-661
Non-operating items													
Holding & Treasury	55	-235	245	-466	-55	-120	-245	-287	-861	-806	-155	-276	-1,393
Banking	-9	-78	6	-32	-8	-96	0	8	-3	+5	-9	-34	5
Alternative Investments	-17	-83	-70	-31	-222	-5	-37	-25	-30	+192	-300	-323	-92
Consolidation	0	0	85	16	19	16	21	1	24	+5	185	120	46
Corporate and Other non-operating items	29	-396	266	-513	-266	-205	-261	-303	-870	-604	-279	-513	-1,434
Income b/taxes	-266	-632	15	-668	-536	-471	-484	-508	-1,103	-567	-1,071	-1,189	-2,095
Income taxes	121	272	209	197	82	287	32	145	271	+189	791	488	448
Net inc. from cont. ops.	-145	-360	224	-471	-454	-184	-452	-363	-832	-378	-280	-701	-1,647
Net inc. from discont. ops.	0	0	0	0	0	0	0	0	0	+0	-395	0	0
Net income	-145	-360	224	-471	-454	-184	-452	-363	-832	-378	-675	-701	-1,647
Net income attributable to:										-			
Non-controlling interests	-3	-21	-8	-5	-58	-6	-4	-4	-2	+56	-39	-71	-10
Shareholders	-142	-339	232	-466	-396	-178	-448	-359	-830	-434	-636	-630	-1,637
Cost-income ratio Banking (in %)	120.2	105.0	107.8	103.7	104.1	92.6	88.2	93.4	96.9	-7.2%-p	130.8	105.1	92.5
RWA <sup>1</sup> Banking (EUR bn)	8	9	9	9	9	9	9	9	9	+0	8	9	9



## Investment result (EUR mn)

	P/C		L/	Ή	A	М	Corporate and Other		Conso	lidation	Group <sup>1</sup>	
	3Q 10	3Q 11	3Q 10	3Q 11	3Q 10	3Q 11	3Q 10	3Q 11	3Q 10	3Q 11	3Q 10	3Q 11
Operating investment result												
Interest and similar income <sup>2</sup>	887	957	3,636	4,025	10	7	34	58	43	-10	4,610	5,037
Inc. fr. fin. assets and liab. carried at $FV^3$	82	-38	677	-567	15	-23	-9	-14	31	-9	796	-651
Realized gains/losses (net)	19	2	587	590	0	0	0	0	2	0	608	592
Impairments of investments (net)	-2	-37	-95	-979	0	0	0	0	60	0	-37	-1,016
F/X result	-52	50	-550	242	-8	2	-11	1	2	0	-619	295
Investment expenses	-60	-64	-160	-210	0	0	-23	-28	66	55	-177	-247
Subtotal	874	870	4,095	3,101	17	-14	-9	17	204	36	5,181	4,010
Non-operating investment result					-							
Inc. fr. fin. assets and liab. carried at FV	-19	-42	-12	-24	0	0	36	-294	-32	47	-27	-313
Realized gains/ losses (net)	169	14	12	26	32	3	158	256	11	15	382	314
Impairments of investments (net)	-21	-257	-2	-87	-1	-3	-8	-545	0	-39	-32	-931
Subtotal	129	-285	-2	-85	31	0	186	-583	-21	23	323	-930
Net investment income	1,003	585	4,093	3,016	48	-14	177	-566	183	59	5,504	3,080
Investment return in % of avg. investm.	1.0%	0.6%	1.2%	0.8%	n/m	n/m	0.5%	-1.4%	n/m	n/m	1.2%	0.6%
Movements in unrealized gains/losses on equities	147	-301	325	-2,408	2	-5	-106	-405	n/m	n/m	368	-3,119
Total investment return in % of avg. inv.	1.2%	0.3%	1.3%	0.2%	n/m	n/m	0.2%	-2.4%	n/m	n/m	1.2%	0.0%
Impairments and realized gains/losses attributable to shareholders (EUR bn)	0.1	-0.2	0.4	-0.3	n/m	n/m	0.1	-0.2	n/m	n/m	0.6	-0.7

Comprising result from continuing operations only
 Net of interest expenses, excluding interest expenses from external debt

3) Contains inc. from financial assets/ liabilities carried at fair value and oper. Trading result excl. F/X result



# Shareholders' equity (EUR mn)

	Paid-in capital	Retained earnings	Foreign currency translation adjustments	Unrealized gains and losses (net)	Shareholders' equity	Non-controlling interests	Total equity
Balance as of 31.12.09 (restated)	28,635	9,642	-3,626	5,457	40,108	2,121	42,229
Total comprehensive income		3,954	894	1,774	6,622	187	6,809
Paid-in capital							
Treasury shares		4			4		4
Transactions between equity holders		26	-10		16	-15	1
Dividends paid		-1,850			-1,850	-122	-1,972
Balance as of 30.09.10	28,635	11,776	-2,742	7,231	44,900	2,171	47,071
Balance as of 31.12.10	28,685	13,088	-2,339	5,057	44,491	2,071	46,562
Total comprehensive income		2,048	-246	-676	1,126	218	1,344
Paid-in capital	26				26		26
Treasury shares		10			10		10
Transactions between equity holders		-56		-1	-57	132	75
Dividends paid		-2,032			-2,032	-148	-2,180
Balance as of 30.09.11	28,711	13,058	-2,585	4,380	43,564	2,273	45,837

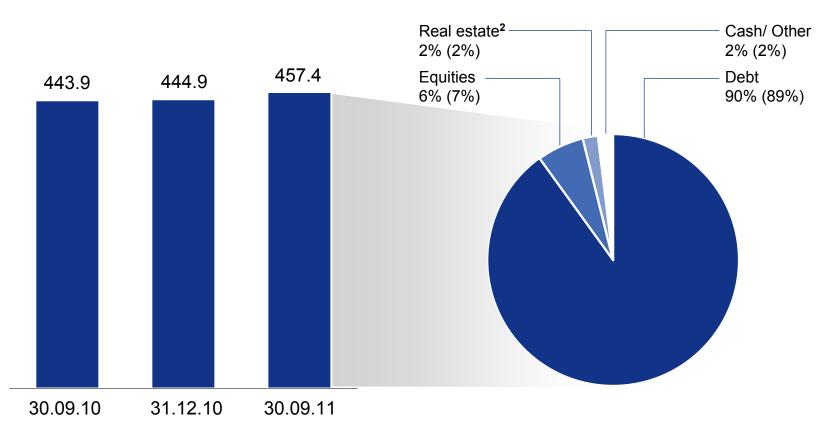


# Overview investment portfolio (EUR bn)

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

as of 30.09.11 (31.12.10)

Total EUR 457.4bn (EUR 444.9bn)



1) Portfolio discussion is based on consolidated insurance portfolios (P/C, L/H, Corporate and Other)

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





1 Highlights

**2** Group

**3** P/C

**4** L/H

**5** Asset Management

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- 7 Additional information
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# Glossary (1)

AGCS	Allianz Global Corporate & Specialty
AGI	Allianz Global Investors
АМ	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
Вр	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

Group financial results 3Q 2011 - Glossary

# Glossary (3)

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#### **Operating profit**

Operating profit	We evaluate the results of our Property-Casualty, Life/Health, Asset Management and Corporate and Other segments using a financial performance measure we refer to herein as "operating profit". We define our segment operating profit as income before income taxes and non-controlling interests in earnings, excluding, as applicable for each respective segment, all or some of the following items: Non-operating realized gains/losses (net), income from fully consolidated private equity investments (net), interest expenses from external debt, non-operating impairments of investments (net), acquisition-related expenses, amortization of intangible assets, non-operating restructuring charges and reclassification of tax benefits. While these excluded items are significant components in understanding and assessing our consolidated financial performance, we believe that the presentation of operating results enhances the understanding and comparability of the performance of our segments by highlighting net income attributable to ongoing segment operations and the underlying profitability of our businesses. For example, we believe that trends in the underlying profitability of our segments can be more clearly identified without the fluctuating effects of the realized gains/losses or impairments of investments, as these are largely dependent on market cycles or issuer specific events over which we have little or no control, and can and do vary, sometimes materially, across periods. Further, the timing of sales that would result in such gains or losses is largely at our discretion. Operating profit is not a substitute for income before income taxes and non-controlling interests in earnings or net income as determined in accordance with International Financial Reporting Standards (or "IFRS"). Our definition of operating profit may differ from similar measures used by other companies, and may change over time.
P/C	Property and casualty insurance
Shadow DAC	Shadow accounting is applied in order to include the effect of unrealized gains or losses from the debt or equity securities classified as available for sale in the measurement of Deferred Acquisition Costs in the same way as it is done for realized gains or losses. Due to virtual (shadow) realization of unrealized gains or losses Deferred Acquisition Costs are adjusted with corresponding charges or credits recognized directly to shareholders' equity.
VNB	Value of New Business: The additional value to shareholder created through the activity of writing new business. It is defined as Present value of future profits (PVFP) after acquisition expenses minus the cost of option and guarantees (O&G), minus the cost of residual non-hedgeable risk (CNHR), minus the frictional cost of holding required capital, all determined at issue date



### Disclaimer

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

#### Cautionary Note Regarding Forward-Looking Statements

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results. performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are 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. The company assumes no obligation to update any forward-looking statement.

#### No duty to update.

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