# Building momentum

Analysts' conference February 25, 2011



Please note: Presentations based on 2010 preliminary figures



Michael Diekmann

Oliver Bäte

### Agenda

### A Building momentum

- B Group financial results 2010
- **C** Financing Investments Transactions Paul Achleitner

#### Appendix

Glossary
 Investor Relations contacts
 Financial calendar
 Disclaimer

## Building momentum

Michael Diekmann, CEO

Analysts' conference February 25, 2011





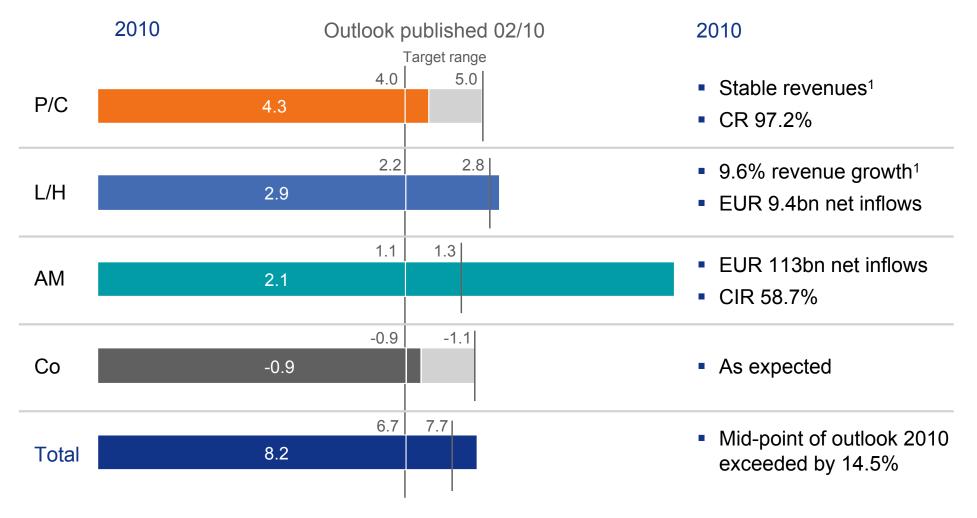
## Strong performance in 2010 ...

$\checkmark$	EUR 106.5bn revenues	+9.3%
$\checkmark$	EUR 8.2bn operating profit	+17.0%
$\checkmark$	EUR 5.2bn net income	+12.0%
$\checkmark$	EUR 44.5bn shareholder's equity	+10.9%
$\checkmark$	173 percent FCD solvency ratio	+9%-р.
$\checkmark$	EUR 4.50 dividend proposal	+9.8%



### ... exceeding outlook

#### Operating profit (EUR bn)







### Skills, scale and brand provide ...

- Leading P/C insurer globally<sup>1</sup>
- Top 5 in Life business globally
- Top 5 asset manager globally
- Largest global assistance provider
- Worldwide leader in credit insurance
- One of the leading industrial insurers globally

## Allianz 🕕

Allianz (1) Global Investors

PIMCC





EULER HERMES

Allianz Global Corporate & Specialty

... increasing access to business opportunities ...

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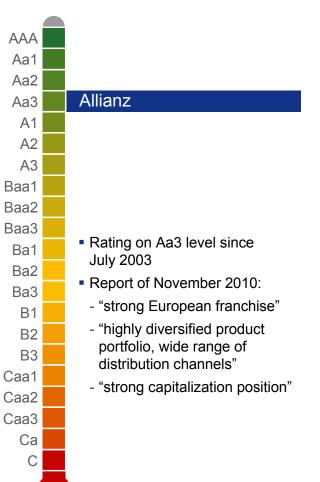




S&P



Moody's



A.M. Best

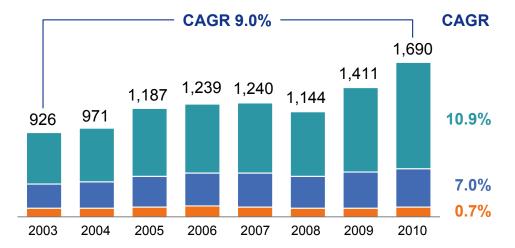


3 Success factor

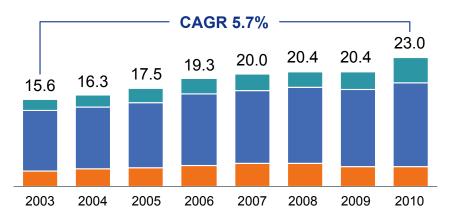


## ... leading to growth in operating asset base

#### Operating asset base<sup>1</sup> (EUR bn)



## Interest and similar income plus AM fee and commission income<sup>2</sup> (EUR bn)

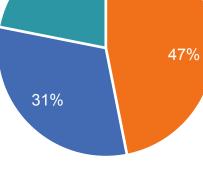


1) Investments for P/C and L/H incl. unit-linked assets; third party assets for AM

2) AM: excluding performance fees; L/H: before policyholder participation

#### Why to expect continuing growth?

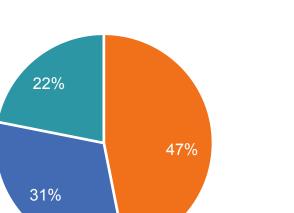
P/C Strong position in many markets and Global Lines Powerful captive distribution Cycle in many markets at turning point L/H Strong position in EU and US pension business Strong position in Growth Markets Competitive advantage for corporate pension business: global know-how, service, assistance and health products AM Unique position in fixed income Potential revival for equities



4 Success factor

A. Building momentum

Segments<sup>1</sup> Operating profit in %

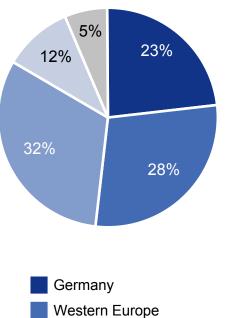






... based on a well diversified business

Operating profit in %



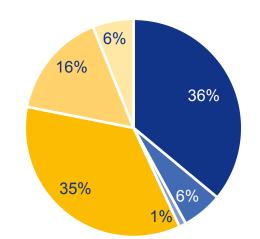
Specialty insurance

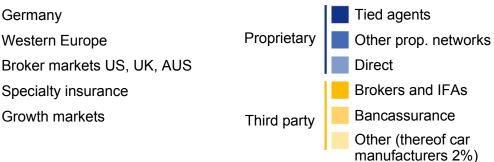
Growth markets

#### Distribution

Insurance revenues in %

Allianz (II)

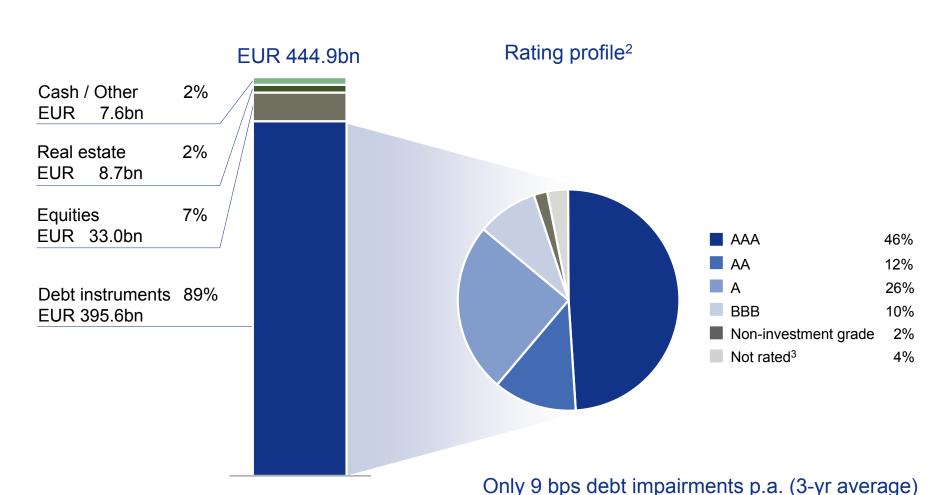




1) Based on consolidated insurance portfolios (P/C, L/H), Corporate and other

2) Excluding self-originated German private retail mortgage loans

3) Mostly policyholder loans, registered debentures all of investment grade quality



Conservative asset allocation<sup>1</sup>

High-quality fixed income portfolio

... backed by a high-quality investment portfolio

A. Building momentum

5 Success factor

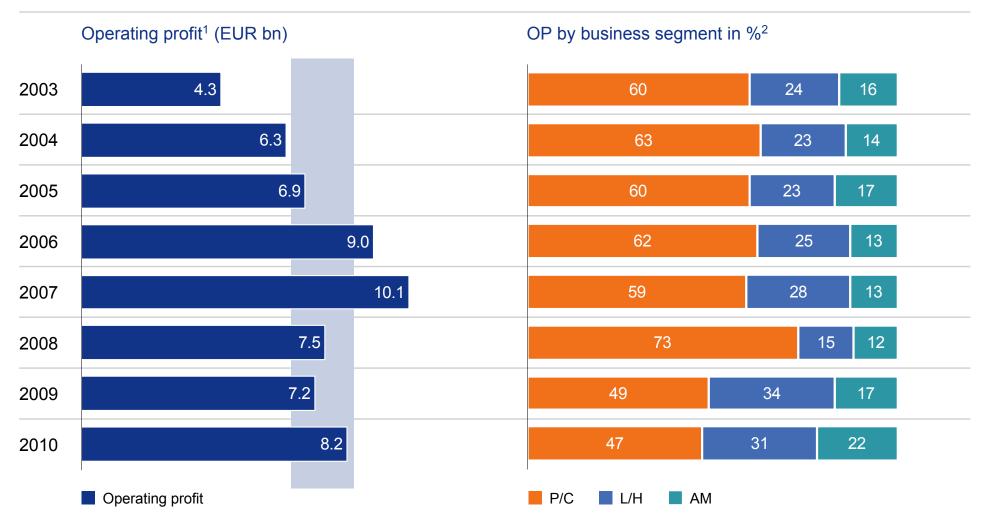




## Combination of success factors provide stable operating profit range ...

We delivered ...

#### ... thanks to diversification



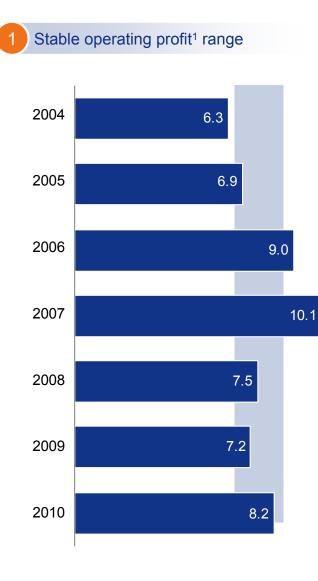
1) Historical reported figures excluding Banking segment

2) Based on historical reported figures excluding Banking segment, relation of positive parts of operating profit

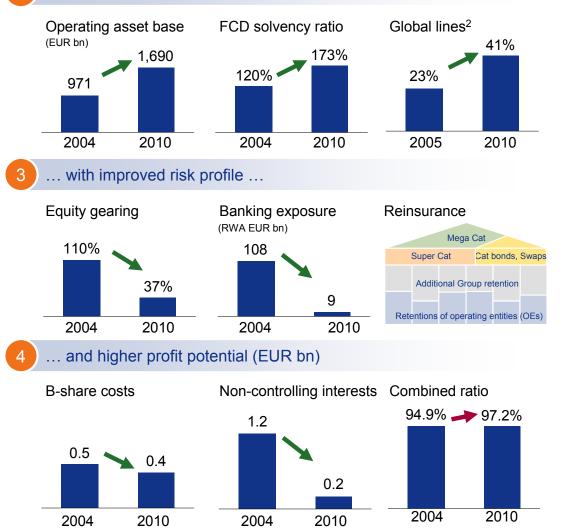
A 9



## ... with significantly improved potential



Better starting position ....



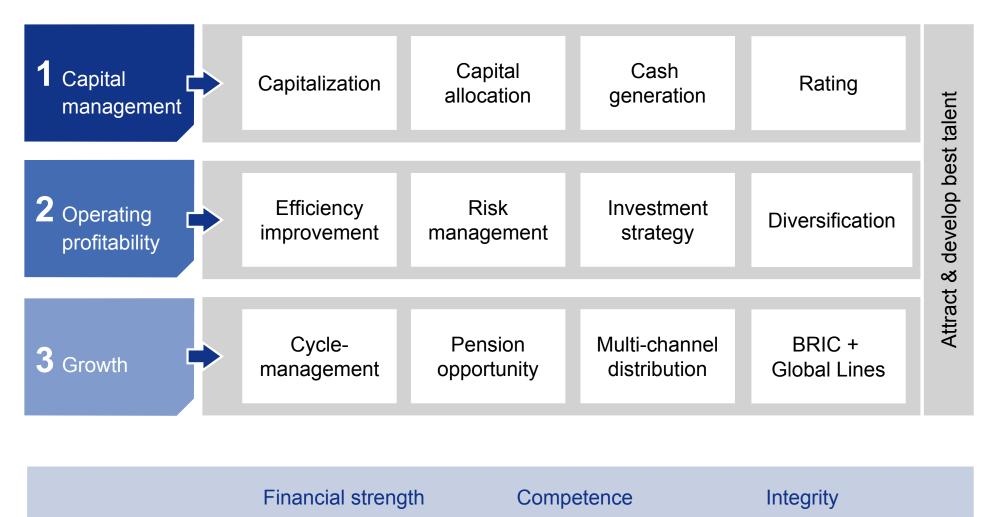
1) Historical reported figures excluding Banking segment

2) Share of global lines in operating profit



## Our strategic priorities going forward

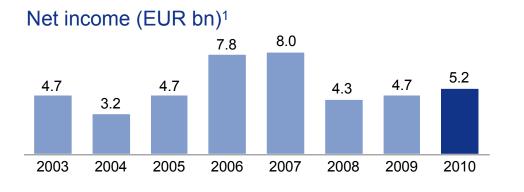
#### **Priorities**

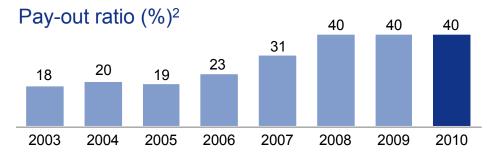


1 Capital

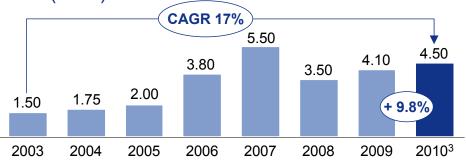


## Attractive dividend while maintaining capital strength





DPS (EUR)



#### Balanced capital allocation

Prudent pay-out ratio of 40% allows attractive dividend yield *and* maintaining capital strength in light of ...

- ... uncertain Solvency II transitional rules and final regulation
- ... higher market volatility
- ... possible economic set-back and low interest rate scenario
- ... profitable growth
- ... higher rating capital requirements

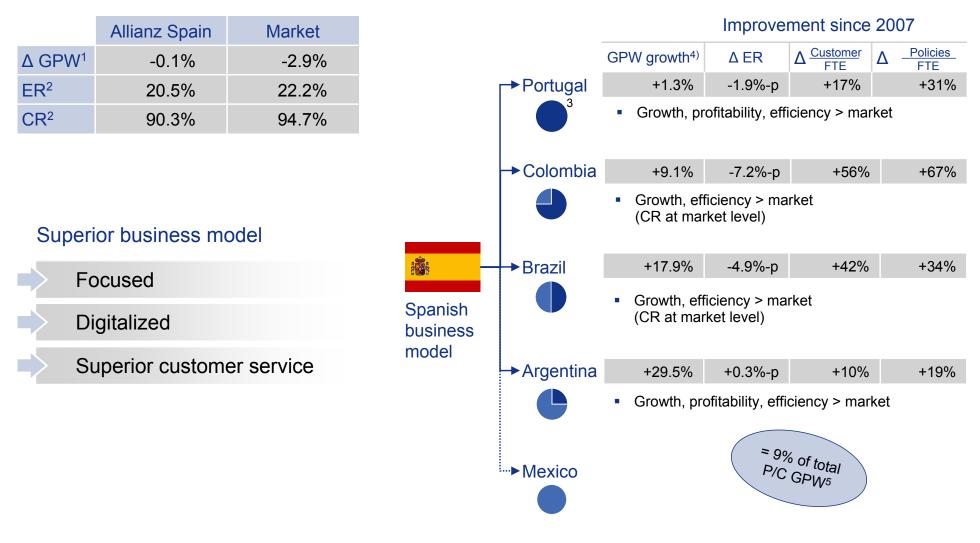
No intention to build excess capital

- 1) Net income from continuing operations
- 2) Based on historical reported figures for net income from continuing operations adjusted for goodwill amortization



### 2 Profitability

## Business model simplification – example Iberian P/C platform



- 1) CAGR 2008-2010; internal growth for Allianz Spain (adjusted for AGCS transfer in 2010); market growth based on Allianz business mix
- 2) Source: ICEA; Allianz data 12M 2010 and market data based on 9M 2010 actual, as full year market data not available yet
- 3) Status of platform implementation
- 4) CAGR 2007-2010, FX adjusted
- 5) Spain, Portugal, Colombia, Brazil and Argentina, excluding Mexico

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2011

#### A. Building momentum



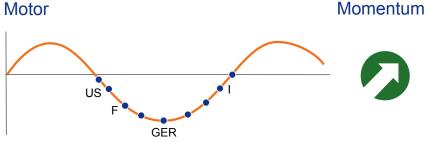
## **3** Growth

## Disciplined cycle management with potential in our core markets

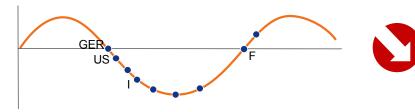
#### Pricing cycle: distinctive strategies required



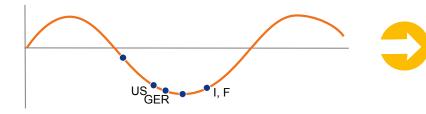
Σ GPW = EUR 19.6bnΣ OP = EUR 1.4bnGER, F, I, USGER, F, I, US



Non-Motor



Mid-Corp.



#### um Germany

- Motor turnaround initiated
- Comprehensive web strategy
- Automotive gaining traction
- New claims systems in place

#### Italy

- Substantial price increases in motor
- Leverage hard market for growth in direct
- Further cleaning of commercial lines
- Reorganization successfully completed

#### France

- Price increases ahead of competition
- Commercial lines (re)underwriting
- Reorganization to be completed in 2011
- Multi-distribution initiatives

#### US

- Differentiated pricing actions
- Portfolio cleaning and selective (re)underwriting
  - Upgrade of IT and administrative platform
- Access to broader distribution

#### Turnaround stage









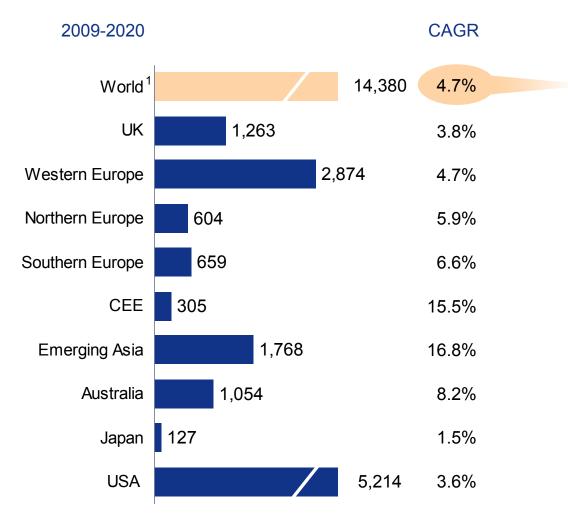
3 Growth

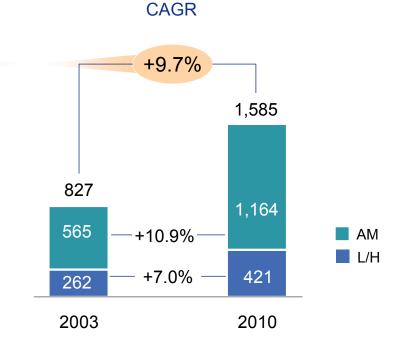


## Excellent position to further benefit from pension opportunity

#### Expected increase in pension AuM (EUR bn)

Allianz AuM L/H + AM (EUR bn)





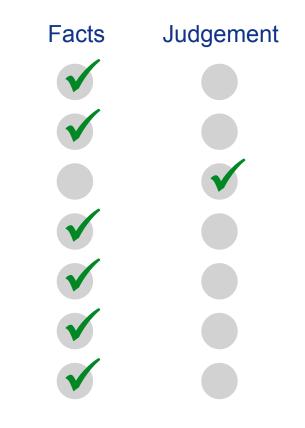
- Strong market position in all major continental European countries and the US
- Strong brand and rating
- Well diversified product portfolio



#### **3** Growth

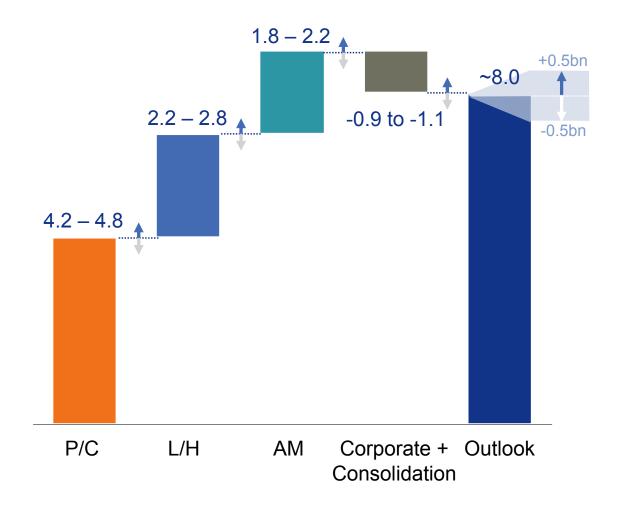
Improved business potential in Asset Management

- 1. 3<sup>rd</sup> party AuM up 26% to EUR 1,164bn
- 2. Superior & proven performance track record
- 3. Potential revival for equities
- 4. Broader PIMCO product range
- 5. More focused distribution set up in the US
- 6. Higher synergies from US equity production
- 7. Significantly lower B-shares outstanding





## Outlook: solid operating profit in 2011 (EUR bn)



- Range of operating profit outlook reflects diversification
- Disclaimer: Impact from NatCat, financial markets and global economic development not predictable!



## CEO's elevator pitch

Strong capital base

Resilient and well diversified business model

Growing operating asset base

High-quality investment portfolio

Attractive dividend yield

EUR 7.5 – 8.5 operating profit expected in 2011



# Group financial results 2010

Oliver Bäte, Member of the Board of Management

Analysts' conference February 25, 2011





B Group financial results 2010

## **1** Highlights

**2** 4Q results

**3** Group

**4** P/C

**5** L/H

6 Asset Management

**7** Summary

**8** Additional information



### Allianz 2010: an excellent year

• Revenues at EUR 106.5bn, up 9.3 percent

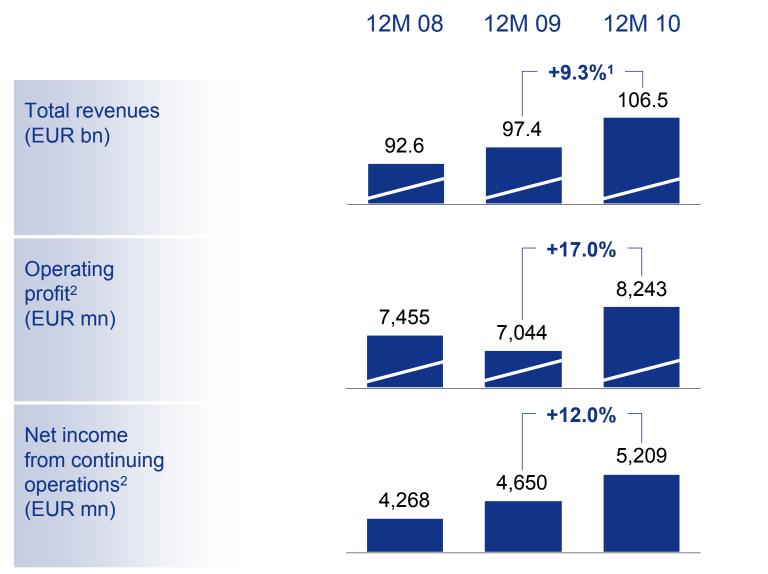
 Operating profit up 17.0 percent to EUR 8.2bn and net income up 12.0 percent to EUR 5.2bn

 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



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

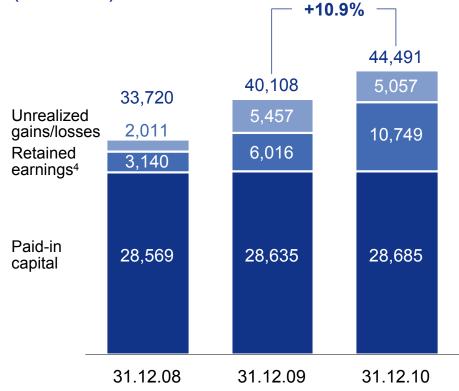
 Operating profit and net income from continuing operations retrospectively adjusted for accounting policy change at AZ Life (USA), operating profit effect 2008: EUR 126mn; 2009: EUR -138mn; 2010: EUR 134mn, net income from continuing operations effect 2008: EUR 82mn; 2009: EUR -90mn; 2010: EUR 87mn

## Allianz 🕕

## Sound capitalization

#### Conglomerate solvency<sup>1</sup> (EUR bn) **+9%-**p 164% 173% 157% 39.6 34.8 31.8 22.9 21.2 20.3 31.12.08<sup>2</sup> 31.12.09 31.12.10 Available funds Solvency ratio Requirement

Shareholders' equity<sup>3</sup> (EUR mn)



 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

2) Pro-forma after sale of Dresdner Bank completed

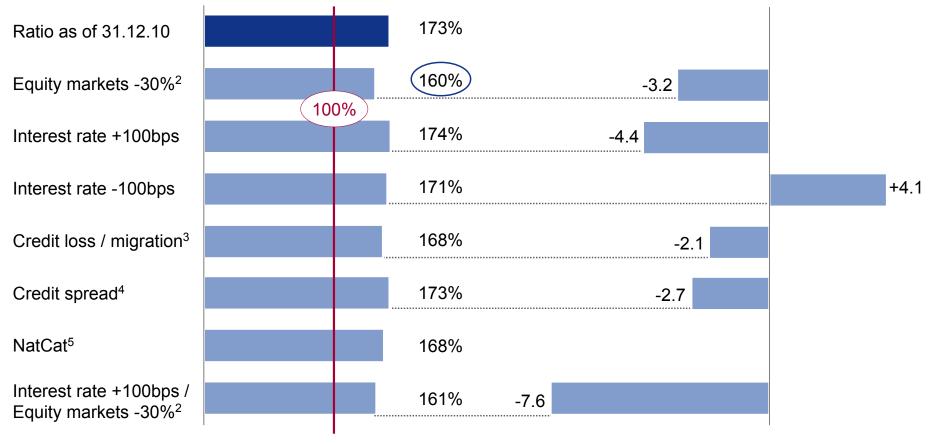
3) Excluding non-controlling interests (31.12.08: EUR 3,564mn, 31.12.09: EUR 2,121mn, 31.12.10: EUR 2,071mn)

4) Including F/X



## Strong shock resistance

#### Conglomerate solvency ratio<sup>1</sup> Target range: 150% - 170%



## Estimation of impact on IFRS equity<sup>1</sup> (EUR bn)

1) After non-controlling interests, policyholder participation and tax

2) Including derivatives

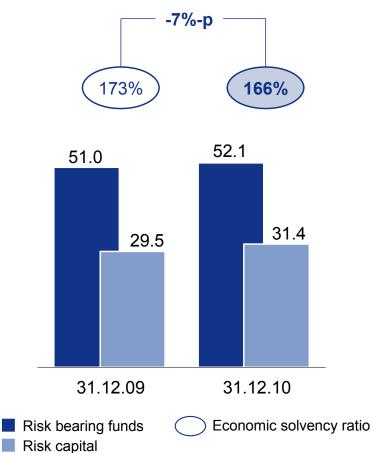
 Credit loss / migration: scenario based on probabilities of default in 1932, migrations adjusted to mimic recession and assumed recovery rate of 30%

- 4) Credit spread: 100bps increase in the credit spreads across all rating classes (Corporate and ABS bond portfolio)
- NatCat: loss due to Cat events, both natural and man-made, leading to claims of EUR 1.5bn. Applies to P/C business only

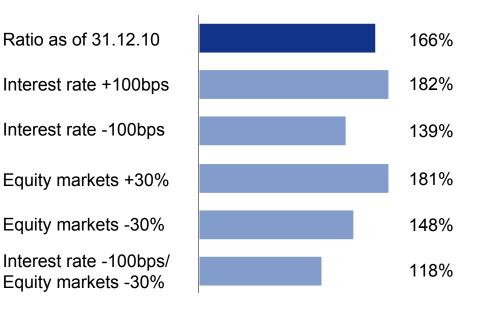


### Economic solvency at 166%

#### Economic solvency<sup>1</sup> (EUR bn)



#### Estimated impact<sup>2</sup>



 Internal risk capital is recalculated based on the new internal risk capital framework. Available capital is also adjusted to reflect our new methodology used to determine the yield curves for valuation purposes in line with the current proposal of the European Insurance and Occupational Pensions Authority ("EIOPA") for L/H segment. At 99.97% confidence level. At the local OE-level we are capitalizing at 99.93% confidence level. Before non-controlling interests

2) Estimated solvency ratio changes in case of stress scenarios (stress applied on both risk bearing funds and risk capital)



B Group financial results 2010

**1** Highlights

**2** 4Q results

**3** Group

**4** P/C

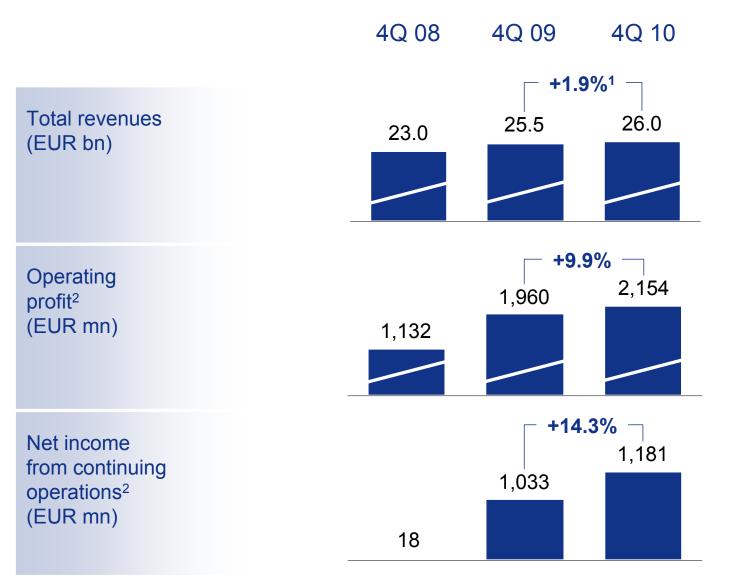
5 L/H

6 Asset Management

- **7** Summary
- **8** Additional information



## 4Q: strong profitability

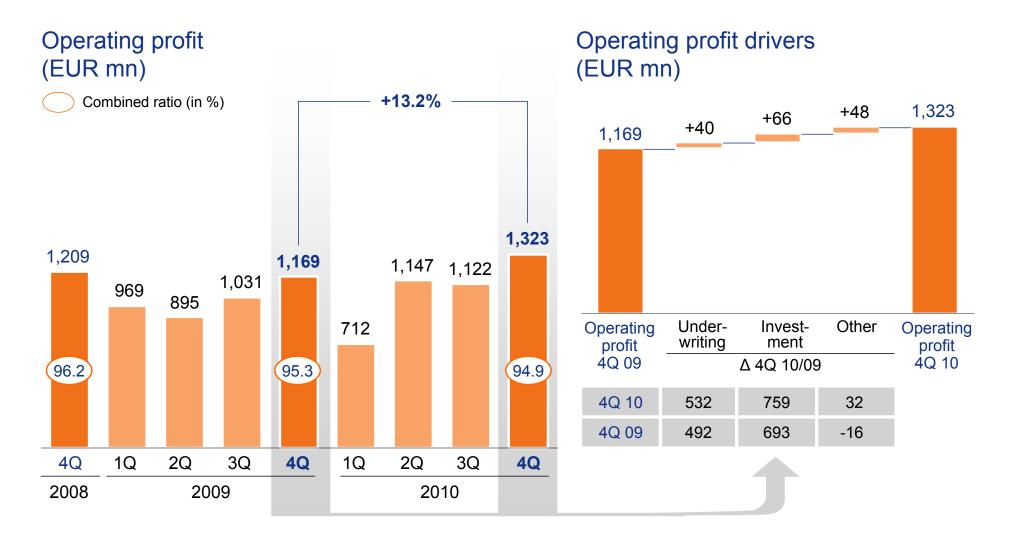


1) Internal growth -1.5%, adjusted for F/X effects and consolidation effects

2) 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

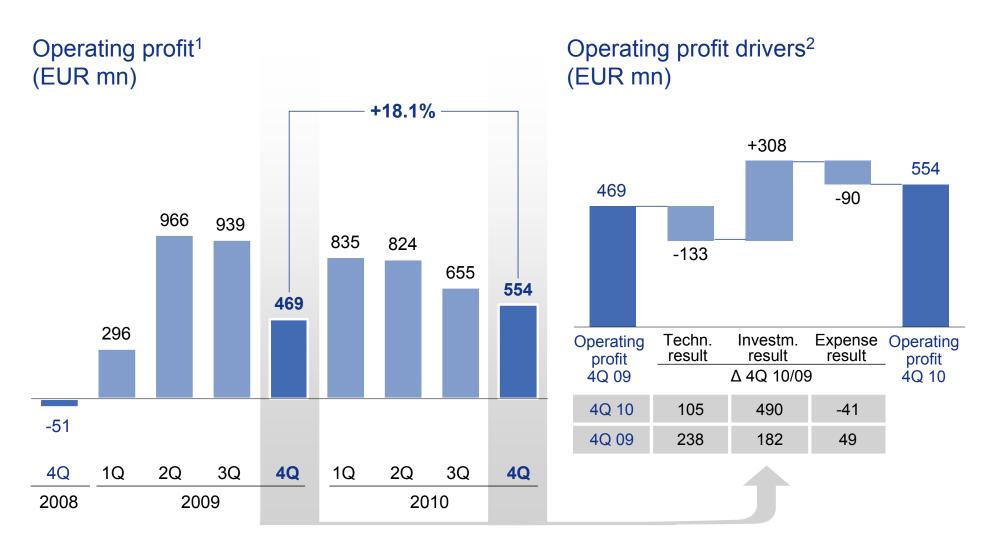


## 4Q: combined ratio at 94.9 percent





## 4Q: operating profit up 18.1 percent

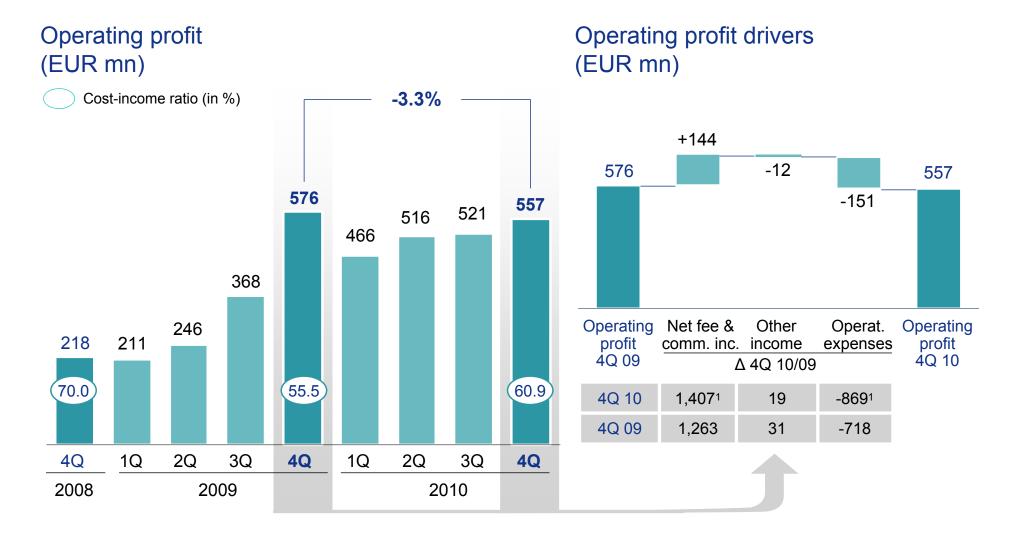


1) Restated prior to 01.07.10 for accounting policy change at AZ Life (USA)

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



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



# © Allianz SE 2011

1) Net fee and commission income includes F/X effect of EUR +93mn; operating expenses include F/X effect of EUR -53mn



B Group financial results 2010

- **1** Highlights
- **2** 4Q results
- 3 Group
- **4** P/C
- 5 L/H
- 6 Asset Management
- **7** Summary
- **8** Additional information



## Revenues at a record of EUR 106.5bn



(in %)	Total growth	Internal growth <sup>2</sup>
2010	+9.3	+6.2
P/C	+3.2	+0.0
L/H	+12.5	+9.6
AM	+35.2	+29.7

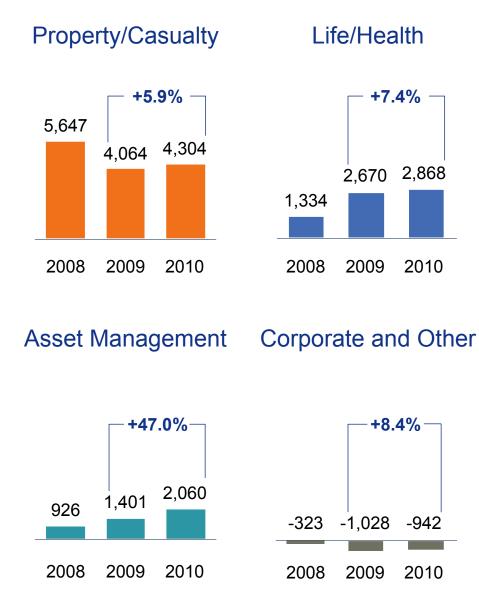
 Total revenues comprise statutory gross premiums written in P/C and L/H, operating revenues in AM and total revenues in Corporate and Other (Banking). All segment figures are based on segment consolidated numbers; figures for the Group as a whole are based on fully consolidated numbers

 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

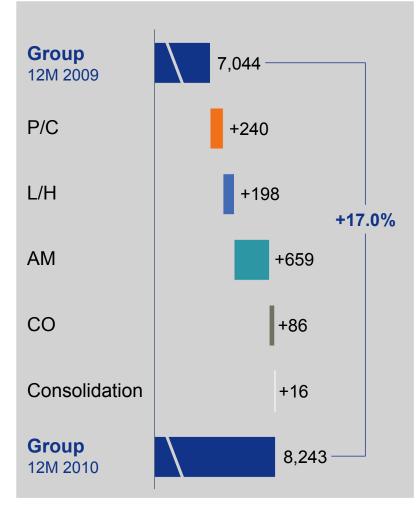
3) Represents Banking total revenues, internal growth is 13.8% in 2010

## Allianz 🕕

## All segments improve – operating profit at EUR 8.2bn (EUR mn)

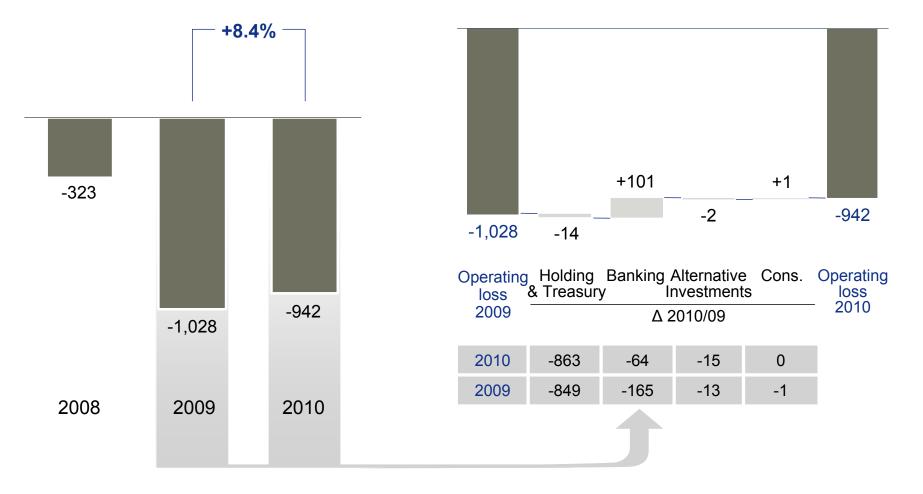


Δ 12M 10/09



## **Corporate and Other**

Operating loss (EUR mn)



## Operating loss development (EUR mn)



B 16



# 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

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



### 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	7,4557,044-1,856-1,8545,5995,190-1,331-5404,2684,650-6,373-395-2,1054,25525748	7,4557,0448,243-1,856-1,854-1,0705,5995,1907,173-1,331-540-1,9644,2684,6505,209-6,373-3950-2,1054,2555,20925748156



B Group financial results 2010

- **1** Highlights
- **2** 4Q results
- **3** Group
- 4 P/C
- 5 L/H
- 6 Asset Management
- **7** Summary
- **8** Additional information



### Robust performance in difficult environment

• Revenues at EUR 43.9bn, up 3.2 percent

• Operating profit up 5.9 percent to EUR 4.3bn

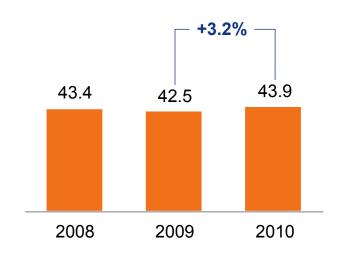
Combined ratio at 97.2 percent

 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 <sup>1</sup>	
+1.7%	-0.9%	+0.0%

	enues of sel. OEs <sup>2</sup> R mn)	2008	2009	2010	Δ10/09 <sup>1</sup>
ring tries	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	Spain	2,156	2,101	2,011	+2.1%
	South America	1,048	1,151	1,563	+16.7%
	Reinsurance	3,470	3,719	4,014	+7.9%
Global Insurance Lines & Anglo Markets	AGCS	2,859	3,806	4,007	+0.3%
bal Insurance Lin & Anglo Markets	UK	1,925	1,783	1,939	+4.8%
Global & Al	Credit Insurance	1,804	1,672	1,767	+5.7%
	Australia	1,484	1,607	2,161	+8.6%
vth (ets	CEE	3,040	2,615	2,629	-4.0%
Growth Markets	Asia-Pacific	426	472	486	+7.3%
NAFTA Markets	USA	4,420	3,521	3,350	-9.2%

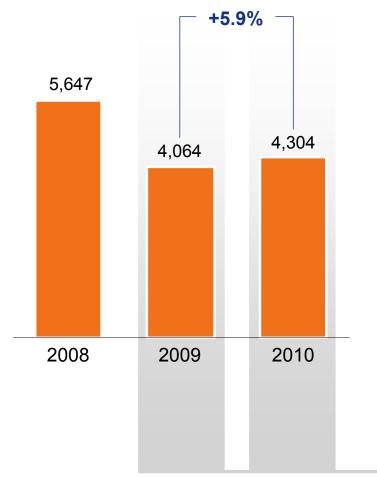
1) Changes refer to internal growth (adjusted for F/X and consolidation effects)

2) Remarks concerning the operating entities' revenues can be found in the appendix

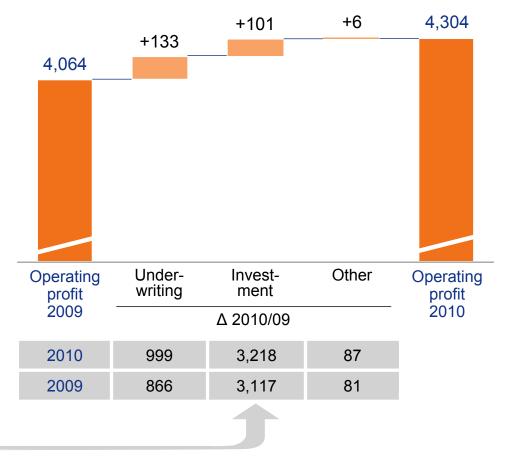


### Operating profit up 5.9 percent to EUR 4.3bn

Operating profit (EUR mn)

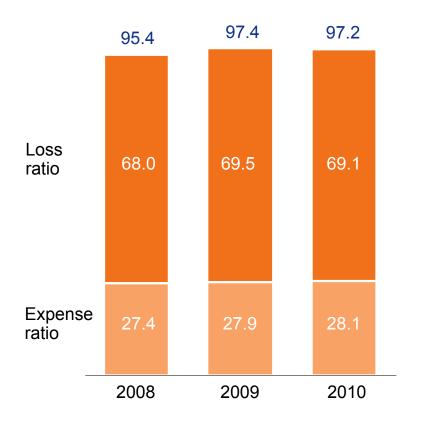


## Operating profit drivers (EUR mn)





# Combined ratio at 97.2 percent (in %)



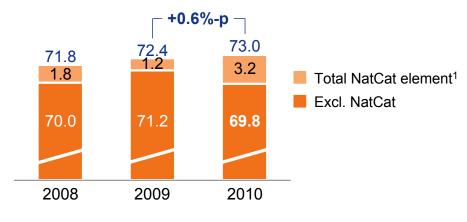
Comb	oined ratio (sel. OEs)	2008	2009	2010
German Speaking Countries	Germany <sup>1</sup>	95.5	98.7	100.8
Gerr Spea Cour	Switzerland	93.1	93.5	94.6
	France	97.5	106.8	102.7
Europe incl. South America	Italy	96.9	100.8	99.6
Europ South /	Spain	90.6	89.7	90.3
	South America	98.5	98.4	96.7
	Reinsurance 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

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

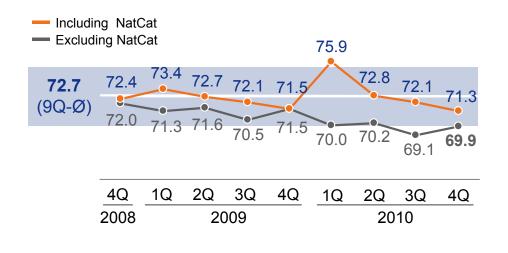
2) A large proportion of Reinsurance is from internal business



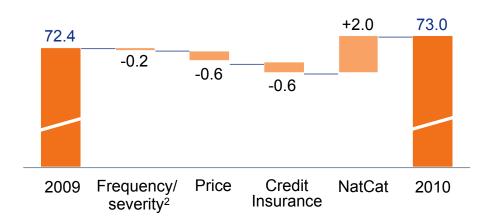
# Accident year loss ratio excl. NatCat at 69.8 percent (in %)



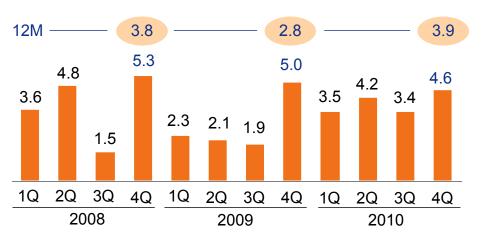
#### Accident year loss ratio: NatCat vs. non-NatCat 9-quarter overview accident year loss ratio



#### Development 12M 2010/2009



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



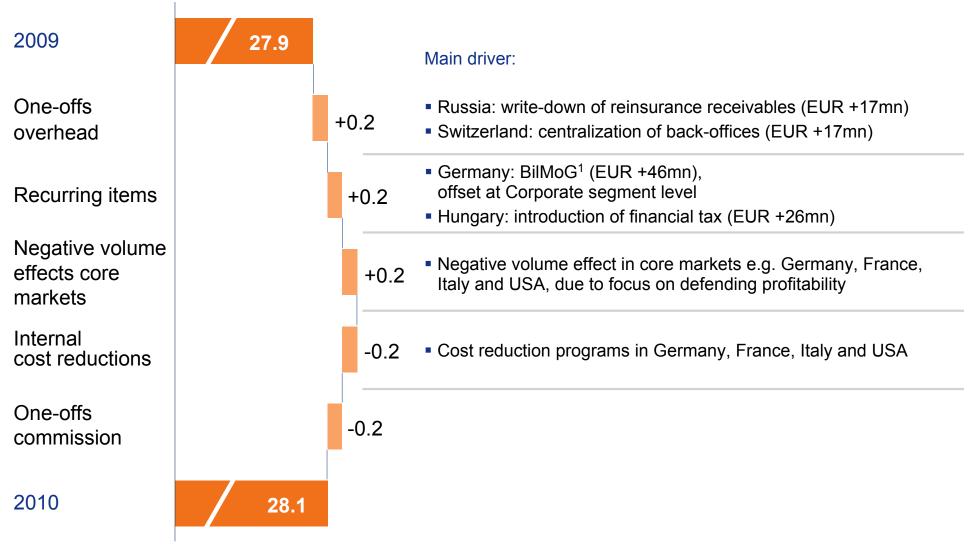
1) NatCat costs: EUR 0.7bn (2008), EUR 0.4bn (2009) and EUR 1.3bn (2010)

2) Including large claims, reinsurance

3) 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 %)

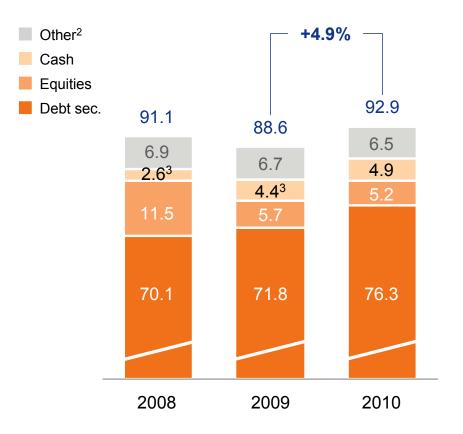


2011

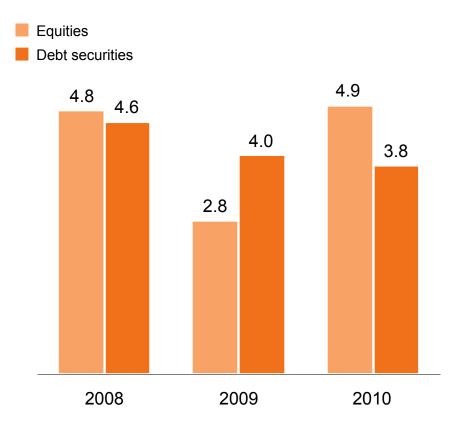


### Average investment portfolio at EUR 92.9bn

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



## Current yield (in %)



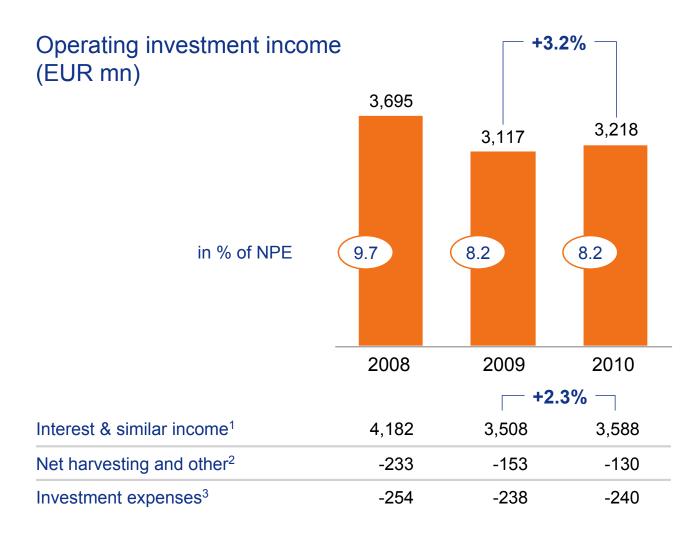
1) Asset base excludes FVO and trading

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

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



### Operating investment income up 3.2 percent



1) Net of interest expenses

 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

3) Comprises management expenses and expenses for real estate



### Positive price effect on 2010 renewals

#### Pricing overview for selected operating entities<sup>1</sup> (in %)

Sel	ected	OEs	Price impact on YTD renewals <sup>2</sup>	Nominal tariff increase for 2010 <sup>3</sup>	Estimated FY2011 pricing trend	Expert assessment of the market		
ian áing rries		Germany	+0.8	0.0		<ul> <li>Some price increases in personal lines expected</li> <li>Soft market in commercial lines likely to linger</li> </ul>	á	Credit Insurance: average rate
German Speaking Countries		Austria	+0.5	-0.5		<ul> <li>Indexation leading to pressure on motor</li> <li>First competitors announcing price increases, but market leaders likely to keep prices low</li> </ul>		ncrease in 2010 3-5%
ncl. erica	1	France	+2.4	+4.5		<ul> <li>Market prices increasing in most LoBs, esp. non-motor (e.g. homeowner), commercial</li> <li>Competition from banks, mutuals and aggregators on retail lines</li> </ul>	c ł	AGCS: rate changes different by country and
Europe incl. South America	1	Italy	+3.5	+12.8		<ul> <li>Strong price increases in motor</li> <li>Aggressive competition in non-motor, corporate and SMC</li> </ul>	(	ine of business, on average
0)		Spain	+0.2	+1.8		<ul> <li>First signs of price increases in motor retail</li> <li>Non-motor, SMC and mid-corp impacted by recession</li> </ul>	r	negative
NAFTA		USA	+1.3	+1.2		<ul> <li>Some price increases observed in personal lines</li> <li>Commercial market expected to remain soft throughout 2011</li> </ul>		
oker ts	*	UK	+4.0	+6.0		<ul> <li>Motor market hardening continuing</li> <li>Non-motor remains underpriced</li> </ul>		
Anglo-Broker Markets		Australia	+6.3	+4.9		<ul> <li>Rate increases in all lines esp. motor fleets</li> <li>Strong price increases in non-motor driven by NatCat and higher reinsurance rates</li> </ul>		
		2010	+2.0	+3.1		Price increases in 2010 expected to continue in 2011		

1) Estimates based on 2010 survey as communicated by our operating entities; coverage of P/C segment 64%

2) Total price impact on renewals including Credit Insurance (excluding Credit Insurance 12M 10: +1.9%) Total includes also Ireland (+4.6%, for which no tariff increase is available)

3) Average tariff increase on new business, w/o discount change

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B Group financial results 2010

- **1** Highlights
- **2** 4Q results
- **3** Group
- **4** P/C
- 5 L/H
- 6 Asset Management
- **7** Summary
- **8** Additional information



### Strong result in low interest rate environment

Revenues up 12.5 percent to EUR 57.1bn

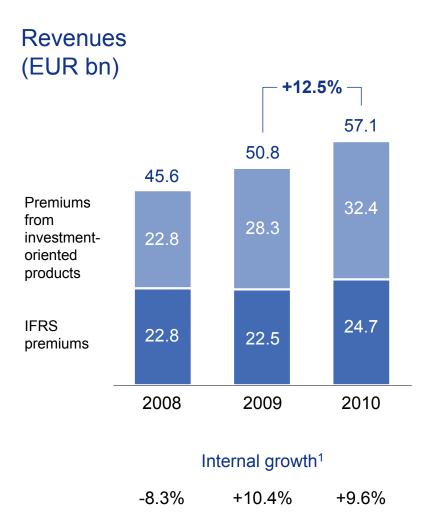
• Operating asset base at EUR 421.5bn, up 9.6 percent

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



Reve (EUR	nues of sel. OEs ( 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 20	Switzerland	1,205	1,364	1,502	+3.2%
	France	7,991	7,299	8,014	+9.8%
Europe incl. South America	Italy	5,996	8,664	8,841	+2.0%
Europ South	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%
Gro	CEE	1,141	1,032	1,057	-1.6%
NAFTA Markets	USA	6,036	6,507	8,155	+19.9%



2010

+2.5

+0.4

+0.4

+1.1

+0.0

+2.5

+1.7

+0.8

+9.4

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

## Operating asset base (EUR bn)

OAB					
as of 31.12.2009		384.5		Net flows (EUR bn)	2009
				Germany Life	+2.5
Net inflows		+9.4		Germany Health	+0.5
				France	-0.2
Interest & similar income <sup>1</sup>		+15.0		Italy	+0.3
	(+9.6%)			CEE	+0.1
Market effects <sup>2</sup>		+4.6		USA	+1.4
		1		Asia-Pacific	+1.0
F/X effects		+8.0		Other	+0.7
	•			Total	+6.3
OAB as of 31.12.2010		421.5	·		

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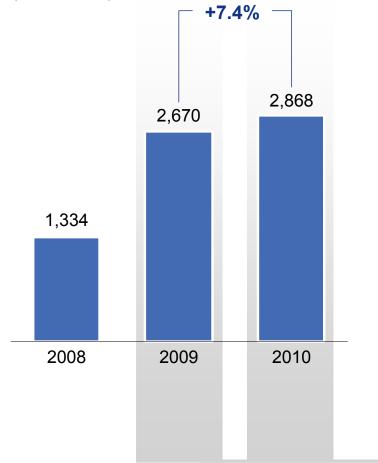


### Operating profit up 7.4 percent to EUR 2.9bn

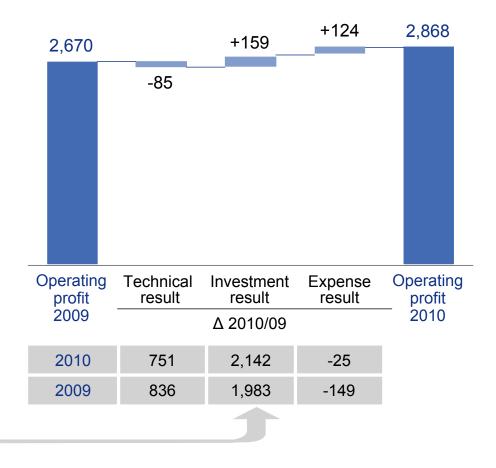
Operating profit<sup>1</sup> (EUR mn)

1)

2)



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



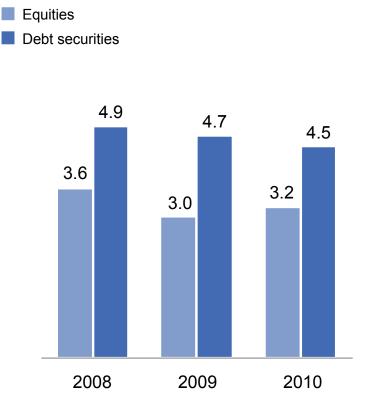


### Average asset base increases by 11.3 percent

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



## Current yield (in %)



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

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

3) 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)

(EUR mn)		<b>⊢</b> +14	.6% _
			15,988
		13,950	
	8,438		
	2008	2009	2010
		<mark>⊢ +8</mark> .	2% –
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 $FV^3$	405	636	19

1) Net of interest expenses

2) Comprises management expenses and expenses for real estate

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



**MCEV** 

+1.7bn

+0.6bn

+0.5bn

### MCEV and NBM methodology updated

## 2010 methodology adjustment effects (EUR)

**VNB** 

+113mn

+45mn

+47mn

Inclusion of illiquidity premium Changes In line with the approach recommended by CFO & CRO Forum working group implemented to Applied on durations in line achieve greater with EIOPA guidance consistency 44 bps on EUR swaps, 48 bps on USD swaps<sup>1</sup> across European insurers and with Yield curve extrapolation Solvency II In line with EIOPA guidance framework Extrapolation starting at 30 years for major currencies

## Cost of capital charge for non-hedgeable risk

- Aligned with major European peers
- 3.25% charge at 99.93 percentile<sup>2</sup>

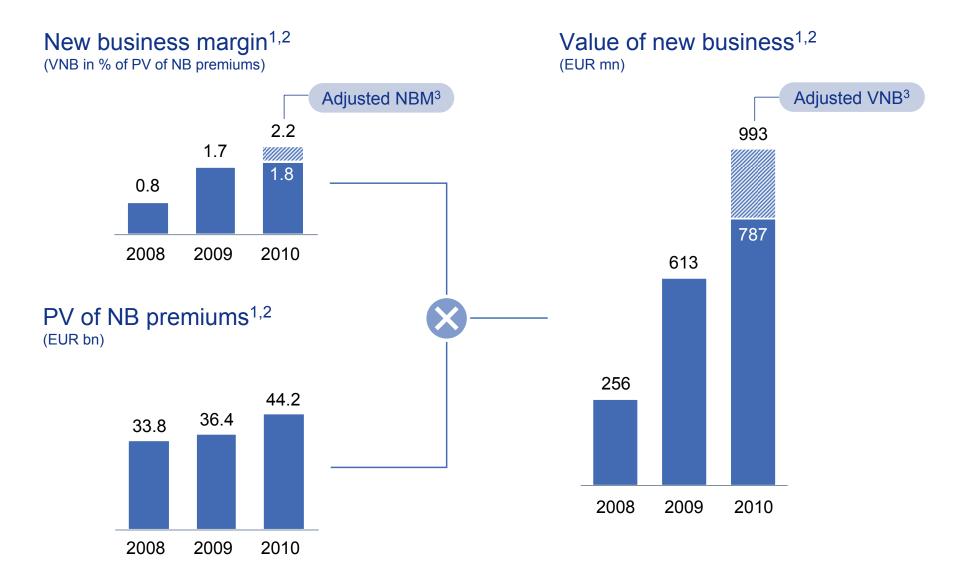
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1) Stated illiquidity premium is 75% of the base illiquidity premium and is applied to our traditional participating and other businesses including US fixed and fixed index annuities. No illiquidity premium is applied to unit-linked, including variable annuity business

2) Applied at local entity level. This is consistent with the industry approach of 4% charge with risk capital calculated at 99.5 percentile



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



1) After non-controlling interests

2) Including holding expenses, internal reinsurance

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



### New business attractive across all markets and metrics

	VNB <sup>1</sup> (EUR mn)			NBM <sup>1</sup> (in %)			Capital return in 2010 <sup>2</sup>	
	2009	2010	2010 <sup>2</sup> adjusted	2009	2010	2010 <sup>2</sup> adjusted	IRR	Payback period (yrs)
German Sp. Countries	376	314	403	3.1	2.2	2.8	17.8%	5.4
Europe	286	272	316	2.1	1.9	2.2	12.3%	6.1
Growth Markets	133	183	192	2.8	2.3	2.4	16.4%	4.9
USA	-110	94	158	-1.8	1.2	2.0	16.5%	5.9
Total <sup>3</sup>	613	787	993	1.7	1.8	2.2		

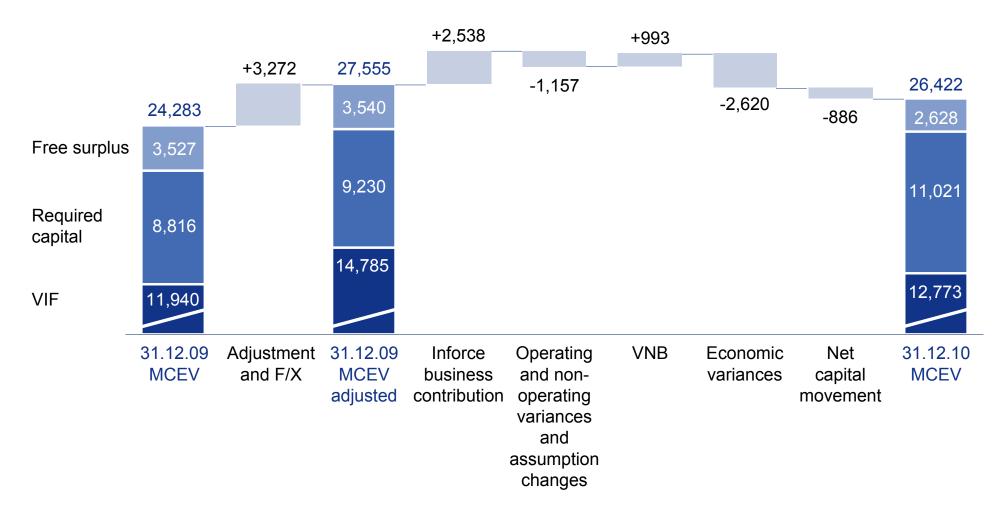
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2) Adjusted for illiquidity premium, EIOPA yield curve extrapolation, and change of cost of capital charge

3) Including holding expenses, internal reinsurance

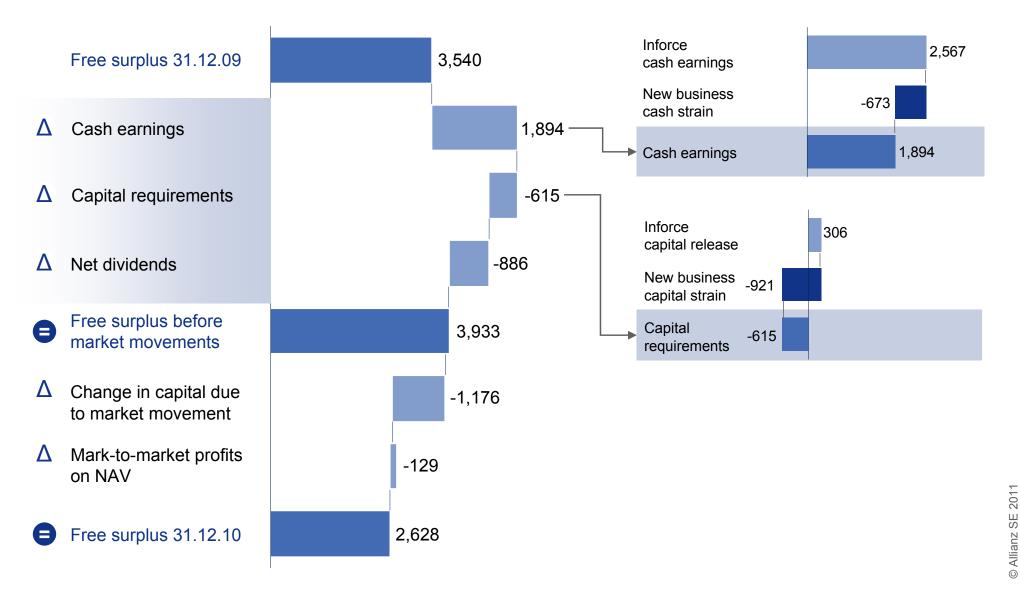


### MCEV<sup>1</sup> development (EUR mn)





### Free surplus<sup>1</sup> movement (EUR mn)





B Group financial results 2010

- **1** Highlights
- **2** 4Q results
- **3** Group
- **4** P/C
- **5** L/H
- 6 Asset Management
- 7 Summary
- **8** Additional information



### Another record year

Total Assets under Management now exceed EUR 1,500bn

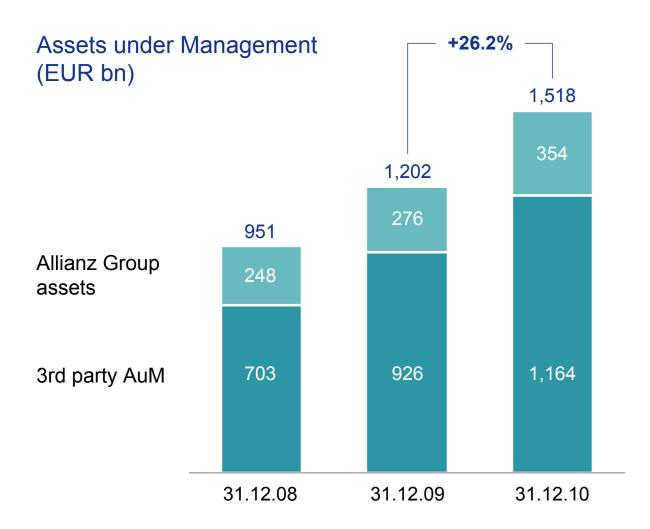
3rd party net inflows at record EUR 113bn

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



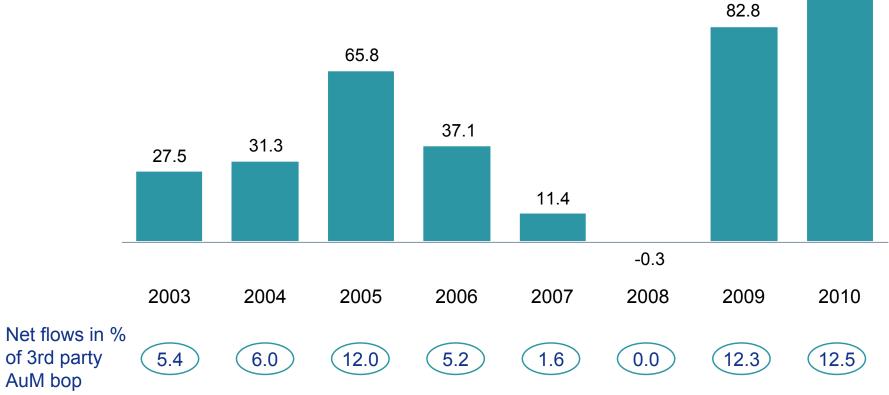
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112.7

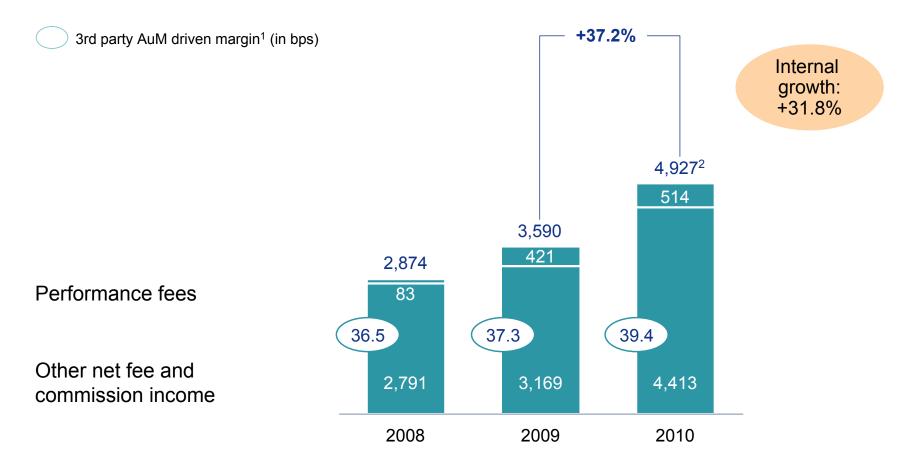
### 3rd party net inflows at record EUR 113bn





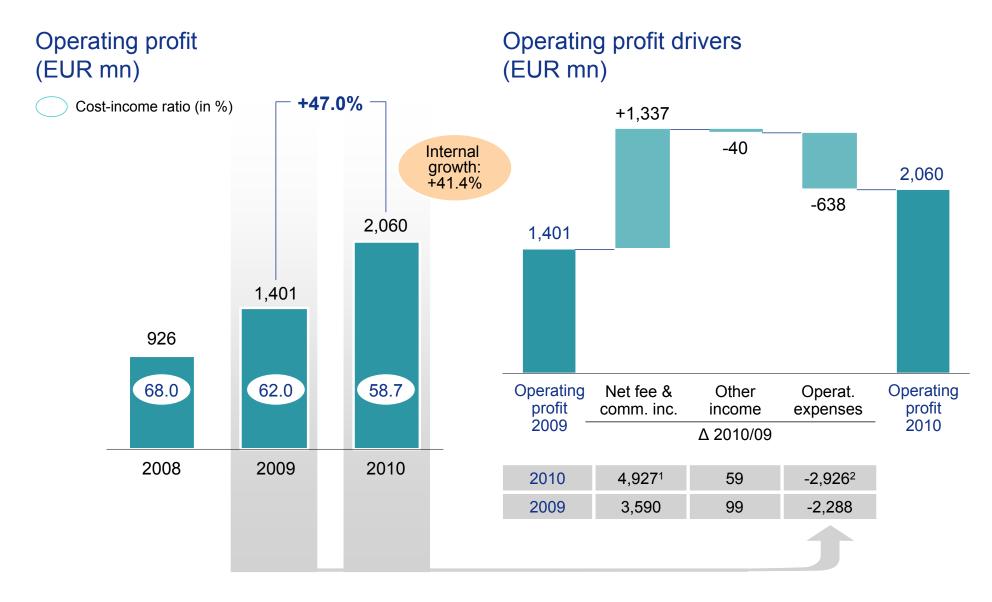


# Net fee and commission income up 37.2 percent (EUR mn)





### Outstanding operating profit of EUR 2.1bn



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

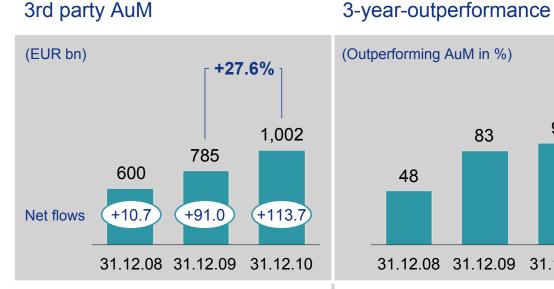
2011

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### Exceptional performance of fixed income

#### **Fixed income**



- 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

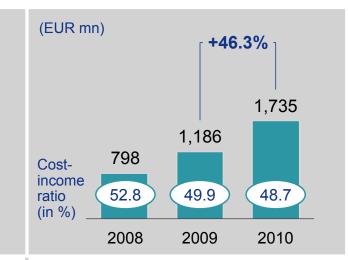
48 31.12.08 31.12.09 31.12.10

83

90

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

#### **Operating profit**

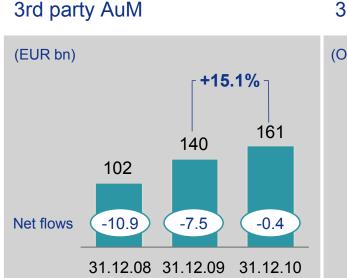


- Sustainable growth due to strongly increased AuM driven fee income
- Strong performance fee of EUR 346mn in 12M 10, up by 7.5% vs. 2009

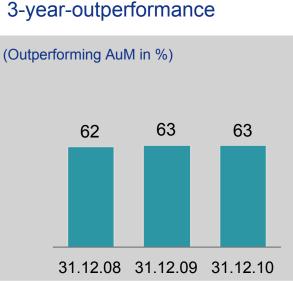


### Cost-income ratio for equity improves to 74.1 percent

#### Equity

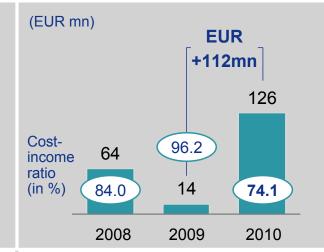


- Average AuM increased by 15% vs. 12M 09
- Net inflows in 4Q 10 of EUR +2.5bn
- Strong market appreciation (EUR +18bn) supported by F/X effect (EUR +5bn)



 Outperformance on competitive level

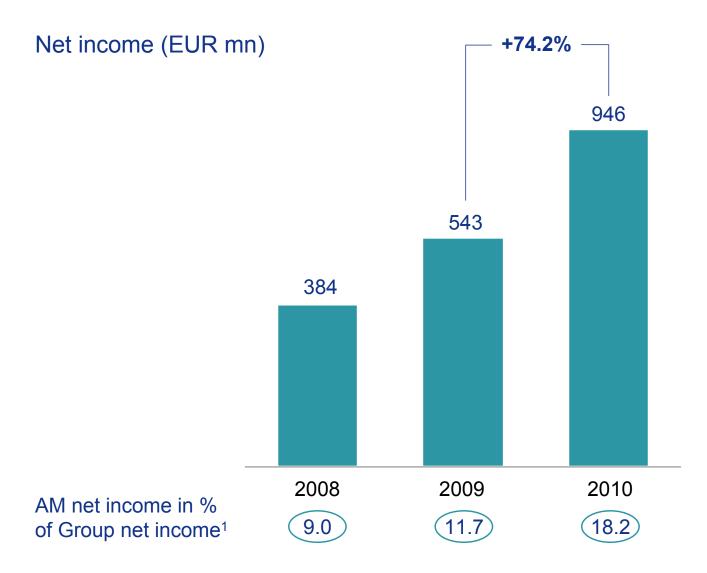
#### Operating profit



- 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





B Group financial results 2010

- **1** Highlights
- **2** 4Q results
- **3** Group
- **4** P/C
- **5** L/H
- 6 Asset Management
- 7 Summary
- **8** Additional information



### 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



B Group financial results 2010

- **1** Highlights
- **2** 4Q results
- **3** Group
- **4** P/C
- 5 L/H
- 6 Asset Management
- **7** Summary
- **8** Additional information



## Result by segments overview (EUR mn)

	P/C		L/	Ή	A	M	СО			idation	Total	
	12M 09	12M 10	12M 09	12M 10								
<b>Total revenues</b> (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



### Key figures (EUR mn)

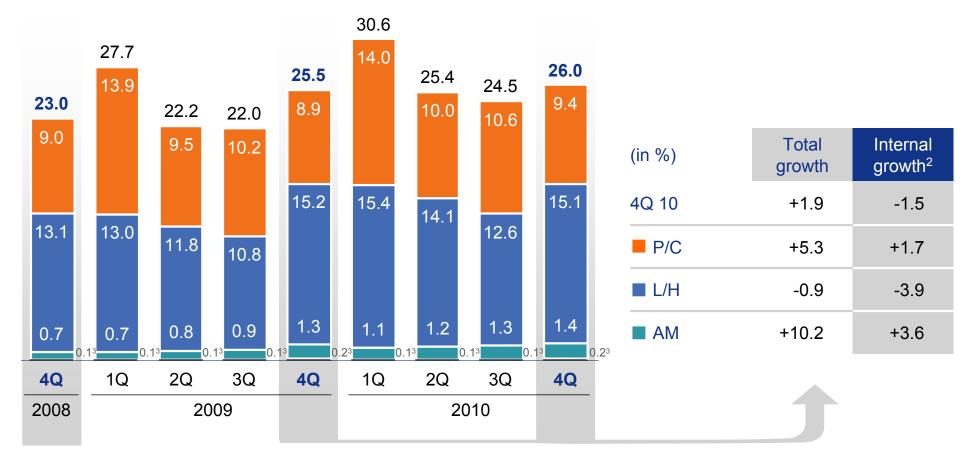
	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
<b>Total revenues</b> (EUR bn)	23.0	27.7	22.2	22.0	25.5	30.6	25.4	24.5	26.0	+0.5	92.6	97.4	106.5
Operating profit	1,132	1,313	1,762	2,009	1,960	1,732	2,302	2,055	2,154	+194	7,455	7,044	8,243
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

1) Group 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 derivati Only continuing operations and loan portfolio Banking business included



#### 4Q: revenues (EUR bn)

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



1) 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

- 2) 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
- 3) Represents Banking total revenues (for every quarter), internal growth is +12.9% in 2010



#### Remarks concerning the operating entities' revenues

P/C: France	Corporate customer business transferred to AGCS in 1Q 09 (impact 2008: EUR 532mn)
P/C: Spain	Industrial commercial business transferred to AGCS in 2010 (impact 2008: EUR 134mn, 2009: EUR 131mn)
P/C: Reinsurance	A large proportion of reinsurance is from internal business
P/C: AGCS	In 2009, US marine business portfolios, France corporate customer business, and in 2010, Japan business, Spain industrial commercial business were transferred to AGCS (total impact 2008: EUR 836mn, 2009: EUR 130mn)
P/C: Australia	Acquisition of agribusiness underwriting agencies in 2010 (impact 2010: EUR 23mn)
P/C: Asia-Pacific	Japan business transferred to AGCS in 1Q 10 (impact 2008: EUR 63mn, 2009: EUR 81mn)
P/C: USA	In 2009, change in Crop Insurance program; marine business transfer to AGCS (impact 2008: EUR 769mn)



### Key figures (EUR mn)

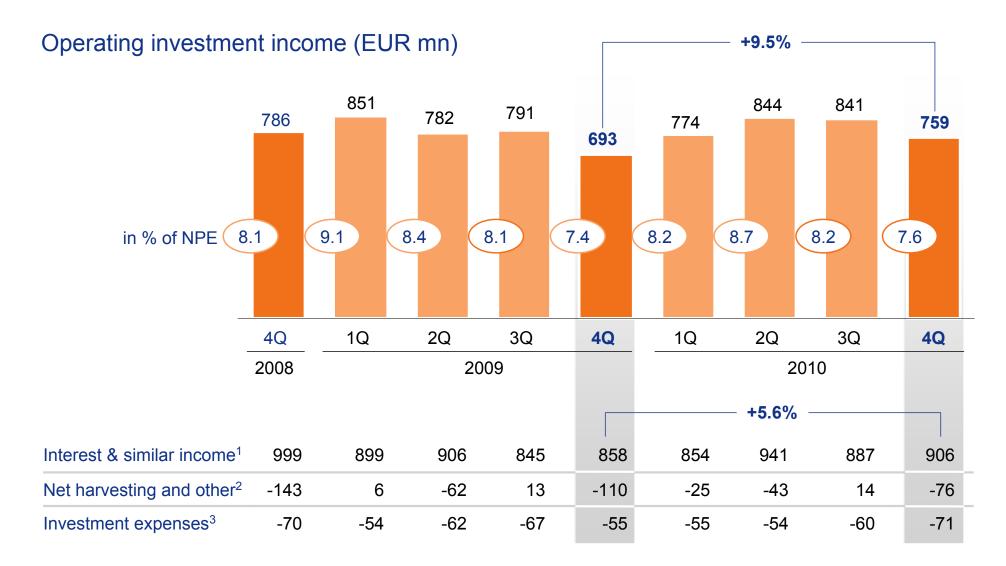
	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010	Delta 4Q 10/09	12M 2008	12M 2009	12M 2010
Gross premiums written (EUR bn)	9.0	13.9	9.5	10.2	8.9	14.0	10.0	10.6	9.4	+0.5	43.4	42.5	43.9
Operating profit	1,209	969	895	1,031	1,169	712	1,147	1,122	1,323	+154	5,647	4,064	4,304
Non-operating 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

1) 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

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#### Quarterly operating investment income development



1) Net of interest expenses

 Comprises real. gains/losses, impairments (net), fair value option, trading and F/X gains and losses and policyholder participation. Thereof related to UBR: 4Q 2010: EUR -41mn, 4Q 2009: EUR -44mn, 4Q 2008: EUR -59mn

3) Comprises management expenses and expenses for real estate



#### 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%-р	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

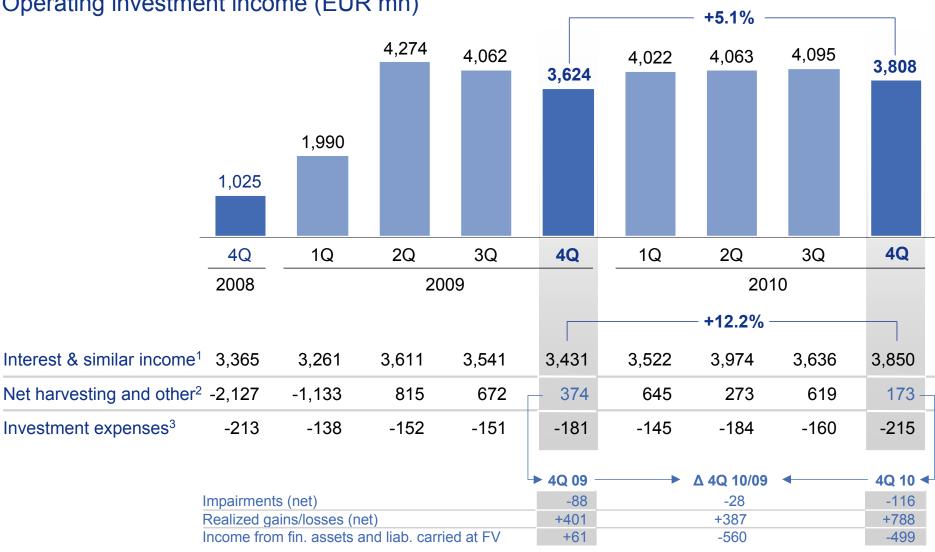
1) Segment own assets including financial assets carried at fair value through income, as well as cash and cash pool assets net of liabilities from securities lending and derivatives

2) Adjusted for cash pool merger France

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



### Quarterly operating investment income development



Operating investment income (EUR mn)

1) Net of interest expenses

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

3) Comprises management expenses and expenses for real estate

B 60



## Operating investment income – details (EUR mn)

	4Q 2008	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010	2Q 2010	3Q 2010	4Q 2010
Interest & similar income <sup>1</sup>	3,365	3,261	3,611	3,541	3,431	3,522	3,974	3,636	3,850
Investment expenses <sup>2</sup>	-213	-138	-152	-151	-181	-145	-184	-160	-215
Net harvesting and other	-2,127	-1,133	815	672	374	645	273	619	173
Realized gains/losses	-148	171	639	544	401	538	212	587	788
Impairments (net)	-2,316	-1,076	-267	-232	-88	-39	-184	-95	-116
Fair value option	-510	-218	481	751	83	241	91	184	65
Trading	1,068	-182	15	-271	-122	-420	-300	493	-773
F/X result	-221	172	-53	-120	100	325	454	-550	209
Operating investment income	1,025	1,990	4,274	4,062	3,624	4,022	4,063	4,095	3,808

2) Comprises management expenses and expenses for real estate

# Embedded value<sup>1</sup> overview (EUR mn)

Embedded value <sup>2</sup>		VNB <sup>3</sup>		NBM <sup>3</sup>
Cormon Speaking Countries	12,876		376	3.1%
German Speaking Countries	11,337		403	2.8%
thereof. Cormony Life	9,416		340	3.5%
thereof: Germany Life	7,975		362	3.0%
Europa	9,717		286	2.1%
Europe	9,232		316	2.2%
thereof: France	4,443		113	1.9%
	4,603		107	1.7%
the ready the line	3,247		124	2.2%
thereof: Italy	2,762		142	2.4%
Growth Markets	1,803		133	2.8%
	1,804		192	2.4%
thereof: Asia-Pacific	969		71	2.0%
	913		126	1.9%
thereof: CEEMA	794		57	5.3%
	851		60	5.3%
USA	3,383		-110	-1.8%
	4,427		158	2.0%
Totol4	27,555		613	1.7%
Total <sup>4</sup>	26,422		993	2.2%

- 2010
- 2010

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#### MCEV

- The adjusted 2009 embedded value includes the impact of the MCEV methodology and F/X changes of EUR 3.3bn. MCEV methodology changes were implemented to achieve greater consistency across European insurers and with Solvency II framework.
- The low interest rate environment in Europe impacted our German and other European businesses. This was partially offset by a positive development in the US.
- Operating variances in crediting, mortality & morbidity and assumption changes in lapse, renewals, expenses and other changes reduced the value by EUR 1.2bn.
- The MCEV development also includes a net capital movement of EUR 0.9bn.

#### VNB

- Increase of EUR 206mn driven by MCEV methodology changes discussed above.
- VNB increased from strong growth in volume, especially in Germany, the US and Asia, and positive business mix resulting from growth in high margin traditional business in Germany and sale of new VA riders in the US.
- The low interest rate environment partially reduced this positive impact.

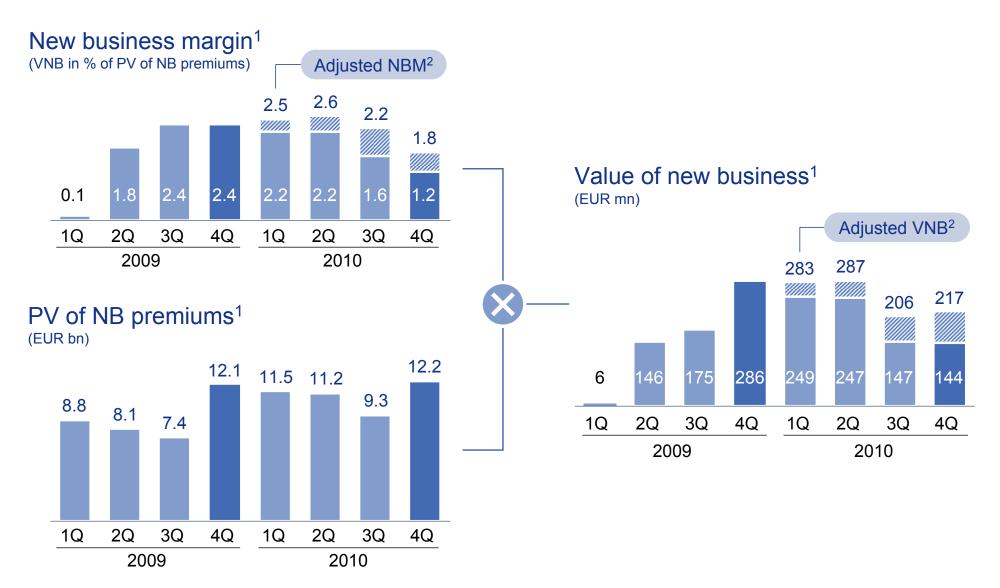
1) After non-controlling interests

2) Embedded value adjusted for illiquidity premium, EIOPA yield curve extrapolation and change of cost of capital charge

3) 2009 VNB and NBM as published; 2010 VNB and NBM adjusted for illiquidity premium, EIOPA yield curve extrapolation and change of cost of capital charge



#### New business development



1) After non-controlling interests. Includes holding expenses and internal reinsurance. 2009 values recalculated using F/X rates as of 31.12.09

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



### New business<sup>1</sup> (EUR mn)

	Value	of new bi	usiness	New business margin			ent value iness pre			urring nium	Single premium		
Region	2009	2010	2010 adjusted <sup>2</sup>	2009	2010	2010 adjusted <sup>2</sup>	2009	2010	$\Delta^3$	2009	2010	2009	2010
German Speaking Countries	376	314	403	3.1%	2.2%	2.8%	12,052	14,188	+15.8%	679	700	4,284	5,856
thereof: Germany Life <sup>4</sup>	340	284	362	3.5%	2.4%	3.0%	9,817	11,997	+22.2%	535	560	3,773	5,372
Europe	286	272	316	2.1%	1.9%	2.2%	13,487	14,159	+5.0%	465	493	9,574	10,493
thereof: France	113	96	107	1.9%	1.5%	1.7%	6,097	6,266	+2.8%	166	167	4,052	4,636
thereof: Italy	124	120	142	2.2%	2.0%	2.4%	5,615	5,925	+5.5%	168	178	4,578	4,886
Growth Markets	133	183	192	2.8%	2.3%	2.4%	4,767	7,859	+49.0%	673	794	2,203	4,636
thereof: Asia-Pacific	71	118	126	2.0%	1.8%	1.9%	3,512	6,452	+61.3%	571	675	1,489	3,861
thereof: CEEMA	57	59	60	5.3%	5.2%	5.3%	1,075	1,142	+4.2%	102	119	535	510
USA	-110	94	158	-1.8%	1.2%	2.0%	6,111	7,991	+22.3%	30	22	5,905	7,793
Total⁵	613	787	993	1.7%	1.8%	2.2%	36,416	44,198	+17.7%	1,847	2,010	21,966	28,777

1) After non-controlling interests

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

3) Internal growth (adjusted for F/X and consolidation effects)

4) 'Parkdepot' is excluded for single premium impact 2009: EUR 1,766mn, 2010: EUR 1,155mn



## New business<sup>1</sup> quarterly values (EUR mn)

	1Q 2	1Q 2010		2Q 2010		3Q 2010		4Q 2010		10 <sup>2</sup>
	VNB	NBM	VNB	NBM	VNB	NBM	VNB	NBM	VNB	NBM
German Speaking Countries	117	3.3%	119	3.7%	77	2.7%	90	2.0%	403	2.8%
thereof: Germany Life	98	3.7%	109	4.0%	70	2.8%	85	2.0%	362	3.0%
Europe	100	2.4%	93	2.3%	60	2.4%	63	1.8%	316	2.2%
thereof: France	43	2.3%	34	1.8%	24	2.0%	6	0.5%	107	1.7%
thereof: Italy	42	2.2%	37	2.3%	22	2.5%	41	2.7%	142	2.4%
Growth Markets	47	2.3%	49	2.7%	49	2.5%	48	2.3%	192	2.4%
thereof: Asia-Pacific	28	1.7%	30	2.1%	34	2.1%	33	1.9%	126	1.9%
thereof: CEEMA	16	4.7%	16	5.5%	14	5.6%	15	5.5%	60	5.3%
USA	39	2.4%	48	2.3%	36	1.7%	35	1.6%	158	2.0%
Total <sup>3</sup>	283	2.5%	287	2.6%	206	2.2%	217	1.8%	993	2.2%

1) After non-controlling interests, adjusted for illiquidity premium, EIOPA yield curve extrapolation and change of cost of capital charge

2) Sum of quarterly values



## Embedded value<sup>1</sup> sensitivity analysis (EUR mn)

			Economic factors						Non economic factors					
	Base case	Drop in equity value by 10%	risk -100bp	free <sup>2</sup> +100bp	volati +25% swaption	lities +25% equity	∆ to CFO Forum peers <sup>3</sup>	-10% expense	-5% m death risk	ortality longevity risk	-10% lapse			
German Speaking Countries	11,337	-461	-2,920	1,568	-253	-430	74	273	20	-258	47			
thereof: Germany Life	7,975	-345	-2,378	1,125	-196	-406	68	237	14	-244	51			
Europe	9,232	-456	-474	235	-139	-140	-187	296	91	-47	150			
thereof: France	4,603	-276	-116	36	-29	-104	-41	205	64	-21	85			
thereof: Italy	2,762	-109	-161	83	-81	-7	-99	34	2	-3	24			
Growth Markets	1,804	-30	-619	371	-67	-19	22	100	72	-14	50			
thereof: Asia-Pacific	913	-26	-592	364	-49	-19	25	68	65	-14	33			
thereof: CEEMA	851	-4	-27	8	-18	-1	-3	31	7	0	17			
USA	4,427	-39	-57	-81	-174	-324	95	81	15	-31	-26			
T otal <sup>4</sup>	26,422	-986	-4,065	2,089	-633	-914	4	750	205	-350	224			

1) After non-controlling interests, adjusted for illiquidity premium, EIOPA yield curve extrapolation and change of cost of capital charge

2) The ultimate forward rate for yield curve extrapolation is unchanged for interest sensitivities

3) Identical technical implementation with respect to amount and term structure of illiquidity premium with major European peers



## Value of new business<sup>1</sup> sensitivity analysis (EUR mn)

			Economic factors						Non economic factors			
	Base case <sup>2</sup>	Drop in equity value by 10%	risk -100bp	free <sup>3</sup> +100bp	volati +25% swaption	lities +25% equity	∆ to CFO Forum peers <sup>4</sup>	-10% expense	-5% m death risk	ortality longevity risk	-10% lapse	
German Speaking Countries	359	-21	-162	141	-46	8	23	19	2	-23	-7	
thereof: Germany Life	318	-18	-151	132	-44	8	22	17	1	-22	-6	
Europe	308	-6	-62	10	-8	-7	-5	20	8	0	24	
thereof: France	108	0	11	-12	-4	-4	-1	8	3	1	8	
thereof: Italy	143	-4	-53	12	-4	-1	-2	5	2	0	8	
Growth Markets	188	0	-15	9	-3	-1	1	17	9	1	26	
thereof: Asia-Pacific	130	0	-19	8	-1	-1	1	9	4	1	17	
thereof: CEEMA	52	0	4	1	-2	0	0	8	4	0	9	
USA	170	-15	-20	3	-5	-21	8	8	2	-1	9	
Total⁵	949	-42	-259	162	-61	-21	27	64	23	-23	53	

1) After non-controlling interests, adjusted for illiquidity premium, EIOPA yield curve extrapolation and change of cost of capital charge

2) Sensitivity analysis for new business in 2010 is assessed relative to the VNB calculated using parameters as of 31.12.10

3) The ultimate forward rate for yield curve extrapolation is unchanged for interest sensitivities

4) Identical technical implementation with respect to amount and term structure of illiquidity premium with major European peers



## Shareholder value not accounted for in IFRS equity (EUR mn)

	12M 09 <sup>1</sup>	12M 10
Value of inforce in EV	14,720	12,773
Adjusted for <sup>2</sup> :		
IFRS DAC / VOBA	-15,194	-14,974
Difference in life- and unallocated profit sharing reserves	9,799	11,598
Shareholder value of unrealized capital gains included in PVFP	-3,150	-4,862
Net amount of asset valuation differences	1,289	1,162
Differences in tax treatment and other adjustments	3,477	2,831
Additional value not accounted for in IFRS equity <sup>3</sup>	10,942	8,528

1) Value of inforce adjusted for illiquidity premium, EIOPA yield curve extrapolation and change of cost of capital charge, but without F/X conversion to end of 2010

2) Positive contribution represents additional value not fully accounted for in IFRS equity. Negative contribution represents value already accounted for in IFRS equity

3) Excluding goodwill



### Economic assumptions for EV consistent across Allianz Group

Key parameters	EU	R	US	D	CH	IF	KR	W
(in %)	2010	2009	2010	2009	2010	2009	2010	2009
Risk free rates (1 year zero-coupon rate based on swap rate)	1.1	1.0	0.5	0.6	0.2	0.4	2.4	2.4
Risk free rates (10 year zero-coupon rate based on swap rate)	3.4	3.7	3.6	4.1	2.2	2.5	4.5	5.4
Risk free rates (20 year zero-coupon rate based on swap rate)	3.9	4.2	4.4	4.7	2.6	3.1	4.8	5.8
100% illiquidity premium <sup>1</sup>	59 bps	n/a	64 bps	n/a	7 bps	n/a	0 bps	n/a
Swaption implied volatility <sup>2</sup>	18.2	15.6	16.3	16.3	31.0	19.9	12.8	11.7
Equity option implied volatility <sup>3</sup> (10 year equity option at the money)	27.3	28.6	27.4	29.0	21.0	23.7	22.7	29.4
Equity option implied volatility- DAX (10 year equity option at the money)	26.4	27.5						
Equity option implied volatility- CAC (10 year equity option at the money)	26.5	28.7						

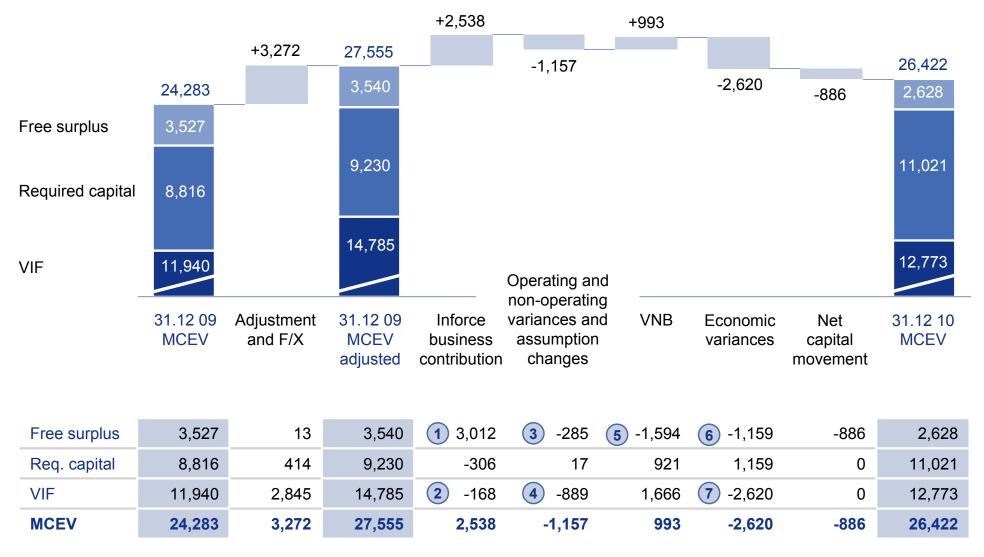


#### Economic assumptions are based on observable market data as of 31.12.10<sup>4</sup>

- 1) 75% of the base illiquidity premium is applied to our traditional participating and other businesses including US fixed and fixed index annuities. 0% illiquidity premium is applied to unit-linked, including variable annuity business.
- 2) For EUR and USD: option on 20 year swaps with 10 year-term at the money; for CHF and KRW: option on 10 year swaps with 10 year-term at the money
- 3) The index for the equity options are for EUR: EuroStoxx, USD: S&P500, CHF: SPI and KRW: KOSPI
- 4) Yield curve extrapolation in line with EIOPA methodology



### MCEV<sup>1</sup> development (1/2) (EUR mn)



The explanations to the footnotes can be found on the next page

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#### MCEV<sup>1</sup> development (2/2) (EUR mn)

1	3,012	=	1,352 306 159 1,195	Release of annu Inforce capital re Risk free return Over-returns ear	elease on NAV	its from VIF on inforce and NA	√, mainly from US	S spreads
2	-168	=	-1,352 711 473	Release of annu Unwinding of VII VIF increase from	=	its from VIF base due to over-re	turn	
3	-285			Variances from o	crediting, mortal	lity and morbidity, a	nd one-off cost	
4	-889			Assumption chan including model	• ·	renewal, expenses	, and other chang	les
5	-1,594	=	-921 -673	New business ca New business ca	•			
6	-1,159	=	-1,159	Additional requir	ed capital due t	o rating and econo	mic requirements	
7	-2,620	=	(EUR bn)	German Sp. Countries	Europe	Growth Markets	USA	Total
			Interest rates	-1.2	-1.7	-0.2	-0.6	-3.8
			Equity	0.6	0.5	0	0	1.2



### Definition of regional splits for MCEV reporting

	Allianz Leben, life subsidiaries are included at equity					
German Speaking Countries	German health business: "Allianz Private Krankenversicherung"					
	Life operations in Switzerland and Austria					
	Life operations in France including partnerships					
Europe	Italian and Irish life subsidiaries of AZ Italy					
	Life operations in Spain, Belgium, Netherlands, Portugal, Greece and Turkey					
	Central and Eastern European life operations in Slovakia, Czech Republic, Poland, Hungary, Croatia, Bulgaria and Romania. North Africa life operations in Egypt					
Growth Markets	Consolidated life operations in Asia-Pacific: Korea, Taiwan, Thailand, China, Indonesia, Malaysia and Japan, non-consolidated operations in India not included					
	Allianz Global Life					
USA	Allianz Life US					
Holding adjustments	Holding adjustments contain holding expenses and internal reinsurance					

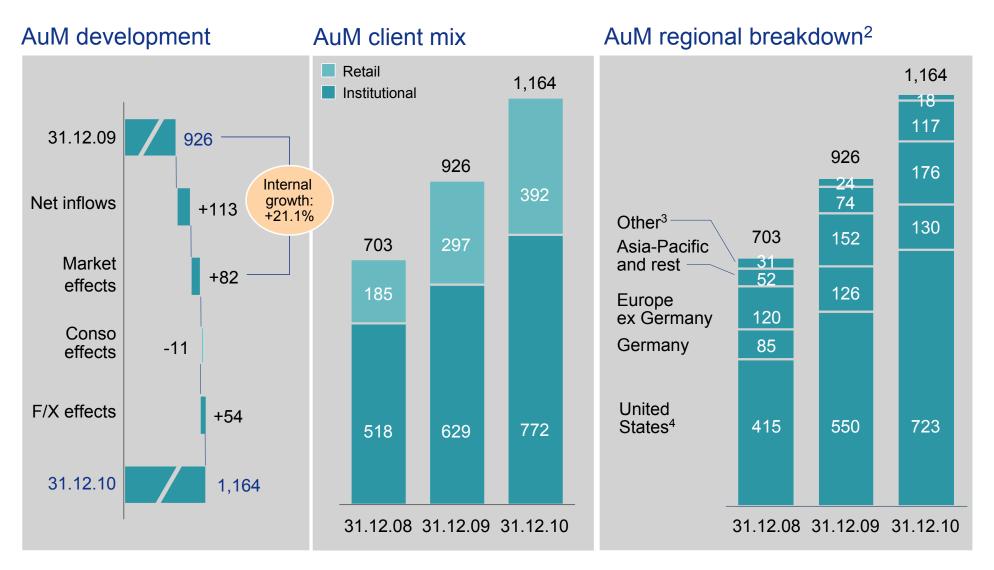


### Key figures (EUR mn)

	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 AuM <sup>1</sup> (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



### 3rd party AuM<sup>1</sup> (EUR bn)



1) Comprises 3rd party AuM managed by AGI and other Allianz Group companies (and incl. Dresdner Bank for figures before 2009)

2) Based on the origination of the assets (AGI only)

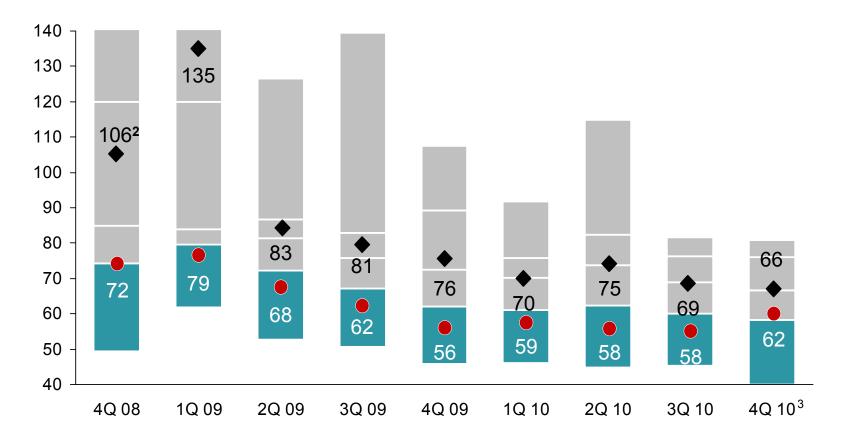
Consists of 3rd party assets managed by other Allianz Group companies (and incl. Dresdner Bank for figures before 2009), no regional breakdown 3rd party AuM in USD 31.12.08: 578bn, 31.12.09: 789bn and 31.12.10: 969bn 3)

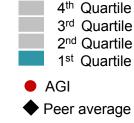
4)



### AGI continues to record outstanding CIR

Cost-income ratio AGI vs. peers<sup>1</sup> (in %)





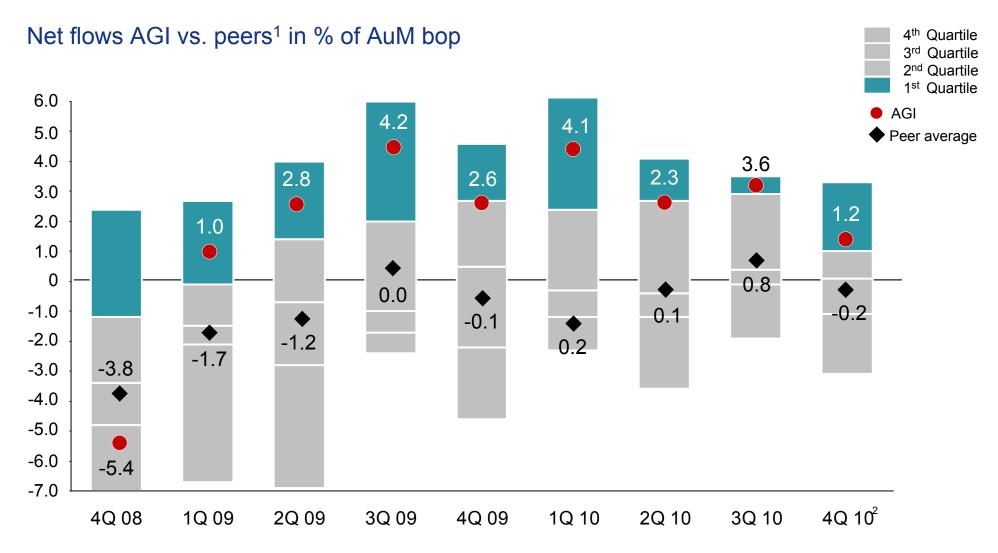
1) Global peer group: Deutsche AM, AXA AM, Legg Mason, UBS Global AM, Invesco, Franklin, BoNY Mellon AM, Blackrock, Morgan Stanley AM, Amundi (from Q1 2010 on), Société Générale AM (until Q4 2009), Schroders. For comparability with CIRs of peers AGI CIR also contains restructuring expenses and realized gains/loss.

2) Excluding CIR of SocGen AM and Morgan Stanley AM (net revenues negative for both companies)

3) Q4 10 peer data not fully available, therefore Q3 10 CIR used for Amundi and Schroders and YTD Q2 10 CIR used for AXA AM



### AGI 3rd party net inflows



1) Global peer group: Deutsche AM, AXA AM, Legg Mason, UBS Global AM, Invesco, Franklin, BoNY Mellon AM, Blackrock, Morgan Stanley AM, Amundi (from Q1 2010 on), Société Générale AM (until 4Q 2009), Schroders

<sup>2)</sup> Q4 10 peer data is not fully available, therefore Q3 10 relative net flows used for AXA AM, Amundi and Schroders



### Key figures (EUR mn)

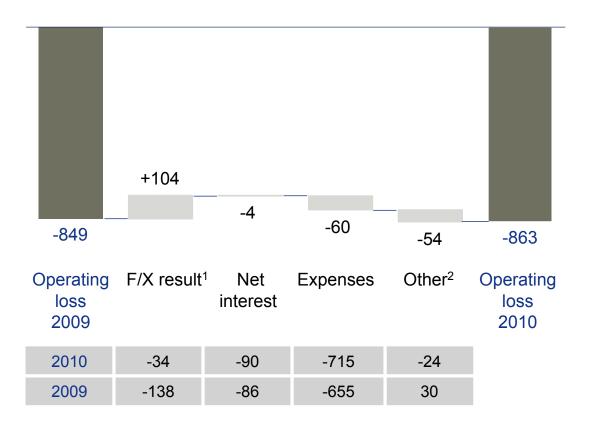
	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Delta	12M	12M	12M
	2008	2009	2009	2009	2009	2010	2010	2010	2010	4Q 10/09	2008	2009	2010
Total revenues (Banking)	131	117	124	119	157	128	138	146	175	+18	555	517	587
Operating profit													
Holding & Treasury	-89	-170	-210	-252	-217	-226	-138	-237	-262	-45	-330	-849	-863
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

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



### Holding & Treasury (EUR mn)

Holding & Treasury operating loss drivers



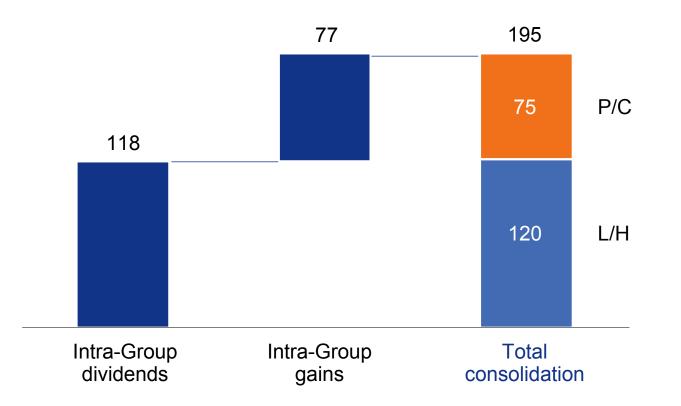
1) Including F/X derivatives hedging the foreign currency effects

2) Movement in 'other' includes net fee result EUR -31mn, income from financial assets & liabilities carried at fair value (excl. F/X result) EUR -23mn



## Breakdown of profit consolidation (EUR mn)

#### Net income 2010





## Asset allocation (EUR bn)

		P	/C	L/	Ή	A	Μ		ate and her	Conso	lidation	Gro	up <sup>1</sup>
Balance sheet items		12M 09	12M 10	12M 09	12M 10	12M 09	12M 10						
Investments	Equities <sup>2</sup>	5.0	5.4	20.9	24.4	0.1	0.1	4.8	3.3	0.0	0.0	30.8	33.2
	Debt sec.	58.0	60.4	182.5	212.8	1.0	1.1	13.3	17.3	0.0	0.0	254.8	291.6
	Cash and cash pool assets <sup>3</sup>	4.4	5.3	6.0	7.4	0.9	1.0	1.3	1.6	-6.5	-7.1	6.1	8.2
	Other <sup>4</sup>	6.5	6.7	7.9	8.8	0.0	0.0	0.2	0.2	-5.9	-5.9	8.7	9.8
	Sum	73.9	77.8	217.3	253.4	2.0	2.2	19.6	22.4	-12.4	-13.0	300.4	342.8
Loans and advances	Debt sec.	16.3	17.7	100.3	97.4	0.3	0.4	20.7	16.4	-8.6	-9.2	129.0	122.7
Investments & loans		90.2	95.5	317.6	350.8	2.3	2.6	40.3	38.8	-21.0	-22.2	429.4	465.5
Financial assets and li designated at fair value	_	1.6	1.5	9.8	5.5	0.7	0.7	0.0	0.1	0.0	0.0	12.1	7.8
Financial assets and li held for trading <sup>5</sup>	abilities	0.4	0.3	-3.2	-3.5	0.0	0.0	0.1	0.2	0.0	0.0	-2.7	-3.0
Group financial asse	ts	92.2	97.3	324.2	352.8	3.0	3.3	40.4	39.1	-21.0	-22.2	438.8	470.3
Equities AFS		4.2	4.6	19.3	23.2	0.0	0.1	4.2	2.8	0.0	0.0	27.7	30.7
Equities associated er	nt. / joint ventures	0.8	0.8	1.6	1.2	0.1	0.0	0.6	0.5	0.0	0.0	3.1	2.5
Equities		5.0	5.4	20.9	24.4	0.1	0.1	4.8	3.3	0.0	0.0	30.8	33.2
Affiliated enterprises		10.9	10.3	1.8	1.6	0.0	0.0	67.5	69.2	-80.2	-81.1	0.0	0.0
Investments & loans in	cl. affiliated ent.	101.1	105.8	319.4	352.4	2.3	2.6	107.8	108.0	-101.2	-103.3	429.4	465.5
Real estate		2.3	2.4	5.0	6.1	0.0	0.0	0.2	0.2	0.0	0.0	7.5	8.7
Funds under reins. cor	ntr. assumed	4.2	4.3	2.9	2.7	0.0	0.0	0.0	0.0	-5.9	-5.9	1.2	1.1
Other		6.5	6.7	7.9	8.8	0.0	0.0	0.2	0.2	-5.9	-5.9	8.7	9.8

2) Equities incl. associated enterprises/ joint ventures, excl. affiliated enterprises

3) Net of liabilities from securities lending

 Other incl. real estate held for investment and funds held by others under reinsurance contracts assumed

5) Net of liabilities



# Average AuM P/C and L/H: basis for yield calculation (EUR bn)

			P/C			L/H	
Balance sheet items		31.12.09	31.12.10	Average	31.12.09	31.12.10	Average
Investments	Equities <sup>1</sup>	5.0	5.4	5.2	20.9	24.4	22.6
	Debt sec.	58.0	60.4	59.3	182.5	212.8	197.7
	Cash and cash pool assets <sup>2</sup>	4.4	5.3	4.9	6.0	7.4	6.7
	Other <sup>3</sup>	6.5	6.7	6.5	7.9	8.8	8.4
	Sum	73.9	77.8	75.9	217.3	253.4	235.4
Loans and advances	Debt sec.	16.3	17.7	17.0	100.3	97.4	98.8
Investments & loans	;	90.2	95.5	92.9	317.6	350.8	334.2
Equities AFS		4.2	4.6	4.4	19.3	23.2	21.2
Equities assoc. ent. / J	ioint ven.	0.8	0.8	0.8	1.6	1.2	1.4
Equities		5.0	5.4	5.2	20.9	24.4	22.6
Affiliated ent.		10.9	10.3	10.6	1.8	1.6	1.7
Investments & loans in	ncl. aff. ent.	101.1	105.8	103.5	319.4	352.4	335.9
Real estate		2.3	2.4	2.3	5.0	6.1	5.6
Funds under reins. co	ntr. assumed	4.2	4.3	4.2	2.9	2.7	2.8
Other		6.5	6.7	6.5	7.9	8.8	8.4

1) Equities including associated enterprises/ joint ventures, excl. affiliated enterprises

2) Net of liabilities from securities lending

3) Other including real estate held for investment and funds held by others under reinsurance contracts assumed



#### Investment result (EUR mn)

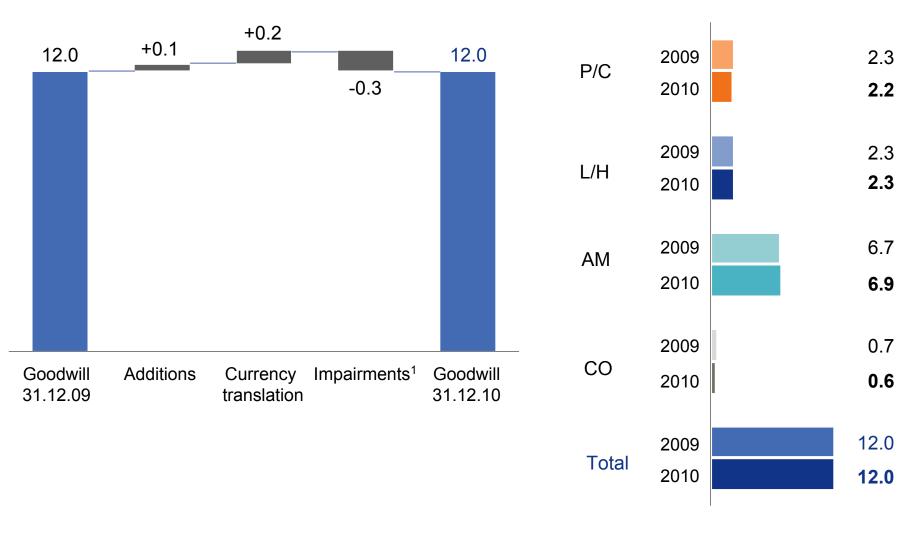
	P	/C	L	Ή	A	Μ	Corporate	and Other	Conso	lidation	Gro	oup <sup>1</sup>
	12M 09	12M 10	12M 09	12M 10	12M 09	12M 10	12M 09	12M 10	12M 09	12M 10	12M 09	12M 10
Operating investment result												
Interest and similar income <sup>2</sup>	3,508	3,588	13,844	14,982	30	21	228	264	44	51	17,654	18,906
Inc. fr. fin. assets and liab. carried at $FV^3$	149	36	537	-419	40	16	59	27	37	6	822	-334
Realized gains/losses (net)	57	42	1,755	2,125	0	0	0	0	-13	2	1,799	2,169
Impairments of investments (net)	-75	-9	-1,663	-434	0	0	0	0	0	59	-1,738	-384
F/X result	-31	-18	99	438	0	3	-165	-68	1	-2	-96	353
Investment expenses	-238	-240	-622	-704	0	0	-79	-97	184	214	-755	-827
Subtotal	3,370	3,399	13,950	15,988	70	40	43	126	253	330	17,686	19,883
Non-operating investment result												
Inc. fr. fin. assets and liab. carried at FV	-45	-64	-22	-40	0	0	249	51	-34	-4	148	-57
Realized gains/losses (net)	732	605	63	36	7	35	842	788	-27	75	1,617	1,539
Impairments of investments (net)	-519	-191	-76	-47	-5	-1	-394	-221	0	0	-994	-460
Subtotal	168	350	-35	-51	2	34	697	618	-61	71	771	1,022
Net investment income	3,538	3,749	13,915	15,937	72	74	740	744	192	401	18,457	20,905
Investment return in % of avg. investm.	3.9%	4.0%	4.5%	4.7%	n/m	n/m	1.9%	1.9%	n/m	n/m	4.4%	4.6%
Movements in unrealized gains/losses on equities	598	136	3,432	1,697	n/m	n/m	346	-1,158	n/m	n/m	4,389	678
Total investment return in % of avg. inv.	4.6%	4.1%	5.6%	5.2%	n/m	n/m	2.8%	-1.0%	n/m	n/m	5.5%	4.7%
Impairments and realized gains/losses attributable to shareholders (EUR bn)	0.2	0.4	0.0	0.1	n/m	n/m	0.4	0.6	n/m	n/m	0.6	1.1

1) Comprising result from continuing operations only

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

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

### Goodwill (EUR bn)



#### Goodwill per segment

Allianz (II)



### 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 31.12.08, as previously reported	28,569	7,110	-4,006	2,011	33,684	3,564	37,248
Adjustments	0	43	-7	0	36	0	36
Balance as of 31.12.08 (restated)	28,569	7,153	-4,013	2,011	33,720	3,564	37,284
Total comprehensive income		4,154	388	3,446	7,988	79	8,067
Paid-in capital	66				66		66
Treasury shares		-66			-66		-66
Transactions between equity holders	0	-19	-1	0	-20	-1,401	-1,421
Dividends paid		-1,580			-1,580	-121	-1,701
Balance as of 31.12.09 (restatetd)	28,635	9,642	-3,626	5,457	40,108	2,121	42,229
Balance as of 31.12.09, as previously reported	28,635	9,689	-3,615	5,457	40,166	2,121	42,287
Adjustments	0	-47	-11	0	-58	0	-58
Balance as of 31.12.09 (restated)	28,635	9,642	-3,626	5,457	40,108	2,121	42,229
Total comprehensive income		5,294	1,297	-400	6,191	169	6,360
Paid-in capital	50				50		50
Treasury shares		-24			-24		-24
Transactions between equity holders		26	-10	0	16	-91	-75
Dividends paid		-1,850			-1,850	-128	-1,978
Balance as of 31.12.10	28,685	13,088	-2,339	5,057	44,491	2,071	46,562



## Comprehensive income (EUR mn)

	12M 08	12M 09	12M 10
Net income (after tax, before non-controlling interests)	-2,105	4,255	5,209
F/X translation adjustments	-266	394	1,338
Reclassification to net income	2	516	-9
Changes arising during the year	-268	-122	1,347
Available-for-sale investments	-8,556	3,489	-428
Reclassification to net income	560	-753	-1,353
Changes arising during the year	-9,116	4,242	925
Cash flow hedges	28	-16	9
Reclassification to net income	0	-5	-2
Changes arising during the year	28	-11	11
Share of other comprehensive income of associates	-107	32	39
Reclassification to net income	0	6	-2
Changes arising during the year	-107	26	41
Miscellaneous	100	-87	193
Reclassification to net income	0	0	-1
Changes arising during the year	100	-87	194
Total other comprehensive income	-8,801	3,812	1,151
Total comprehensive income: attributable to:	-10,906	8,067	6,360
Non-controlling interests	359	79	169
Total comprehensive income - Shareholders -	-11,265	7,988	6,191



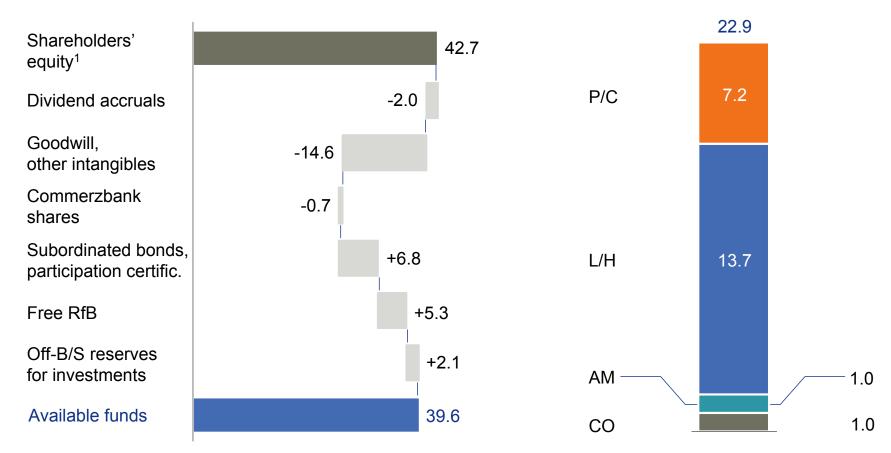
## Revaluation reserve of EUR 21.4bn (EUR bn)

Revaluation On balance sheet Off balance sheet reserve Shareholders' Policyholders' 21.4 share share Real estate 2.1 (37.4%) 2.5 (45.2%) Associated enterprises, joint ventures 5.5 0.1 -Noncontrolling interests 0.0 (0.6%) Available 8.2 -15.8 0.0 5.9 for sale 0.1 5.1 1.7 Deferred taxes 0.9 1.0 (16.8%) Cash flow Shadow Policy-Non-Deferred AFS Shareholders' hedges holders' controlling shareholders' DAC taxes share share interests<sup>1</sup> share and other



# Conglomerate solvency<sup>1</sup>: details as of 31.12.10 (EUR bn)

#### Available funds

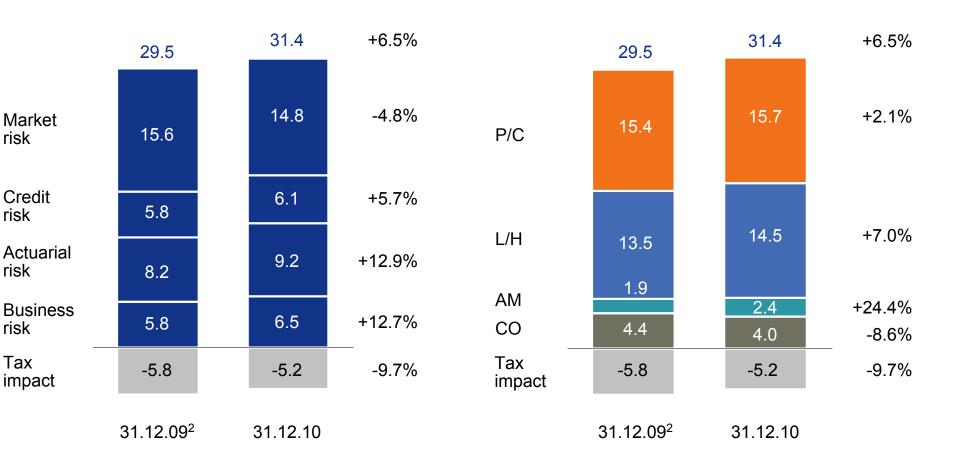


#### Required capital



### Risk capital<sup>1</sup> breakdown (EUR bn)

#### Risk capital by risk categories



#### Risk capital by segments

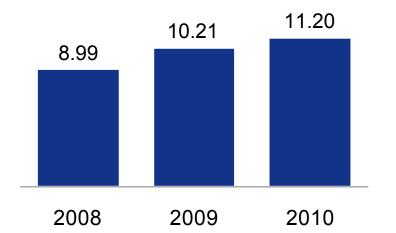
1) Before non-controlling interests, Group diversified, at 99.97% confidence level

2) Internal risk capital is recalculated based on the new internal risk capital framework.

# Earnings per share (EUR)

#### **Basic EPS**

#### From continuing operations

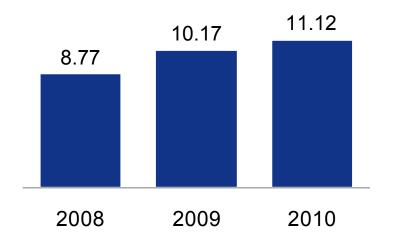


#### From discontinued operations

-14.24	-0.88	0.0						
Total basic EPS								
-5.25	9.33	11.20						

#### **Diluted EPS**

#### From continuing operations



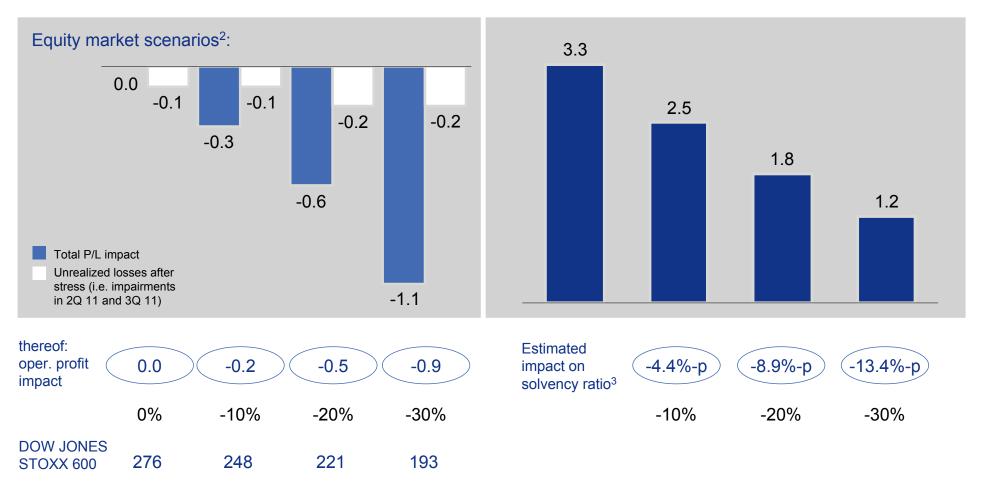
#### From discontinued operations

-14.06	-0.87	0.0					
Total diluted EPS							
-5.29	9.30	11.12					

# Equity market scenarios (as of 31.12.10, EUR bn)

Expected total P/L impact<sup>1</sup> ...

# ... and resulting unrealized gains / losses on AFS equity securities in shareholders' equity<sup>1</sup>



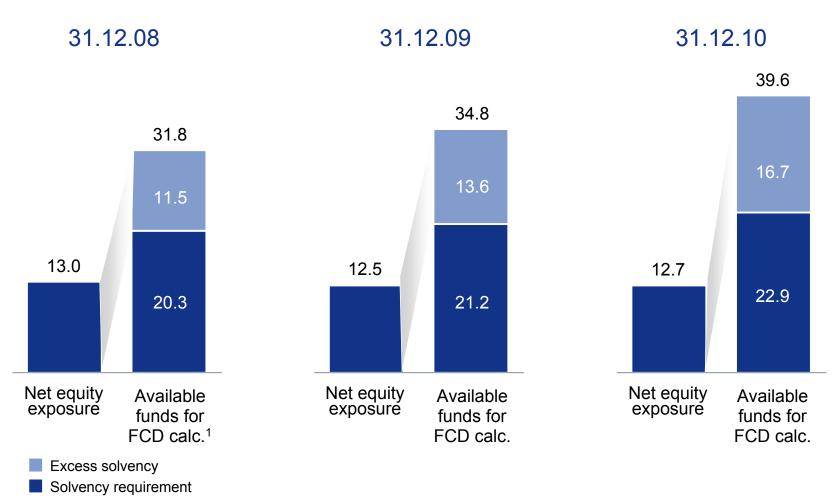
1) Expected total P/L impact and unrealized gains/losses after policyholder participation, taxes, non-controlling interests

2) Scenarios based on DJ Stoxx 600 as of 31.12.10

3) Before impact of dividend accrual



# Net equity exposure and solvency (EUR bn)



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# F inancingI nvestmentsT ransactions

Paul Achleitner, Member of the Board of Management

Analysts' conference February 25, 2011



F inancing I nvestments T ransactions

### **1** Financing and transactions

- **2** Investment result and allocation
- **3** Global investment function
- 4 Additional information

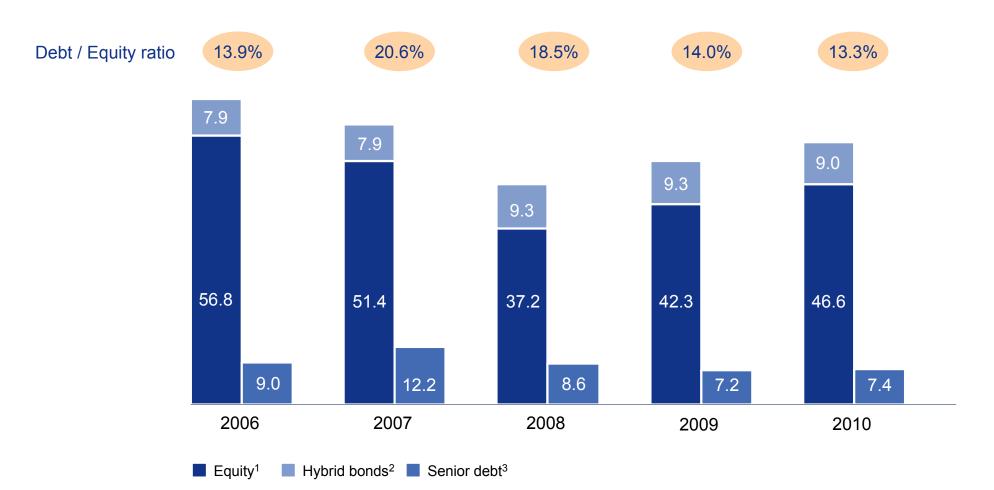


### Highlights 2010

Financing/ Transactions	USD 150mn cat bond transaction for Allianz Re covering US hurricane and earthquake risks				gUS	6 (Hungary) Bank (Polar							
	Sale of AGF Private Equity			<b>y</b>		Sale	of AAAM (France)		ale of S a and Ph				
					$\bigcirc$ $\bigcirc$				0		Ó		
2010	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan 2011
Redemption/ Investments	redemption of			<ul> <li>Acquisition of two prime properties</li> <li>in Paris</li> <li>→ Total real estate transaction volume 2010 EUR ~1.8bn</li> </ul>									
	Allia	nz Fran						Photov	oltaic p	ark inve	stment	Italv	
	Acquisition of Primacy and Agricola (Australia)			9				→ Tota	al renew	able ene > EUR	ergy		
		Ū							USD 85		nsuranc	China P æ Co. (C re invest	CPIC)



# Capital structure (EUR bn)

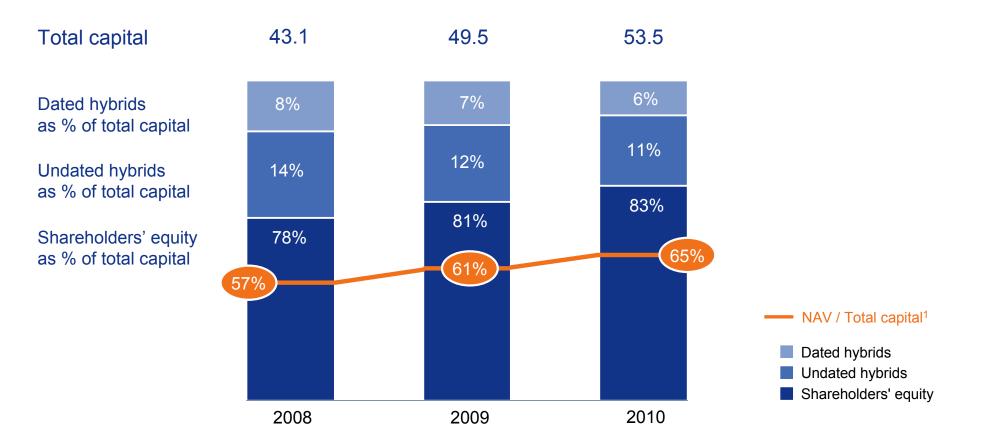


1) Including non-controlling interests

2) Subordinated liabilities excluding bank subsidiaries; nominal value

3) Certificated liabilities excluding bank subsidiaries; nominal value

# Quality of capital (EUR bn)



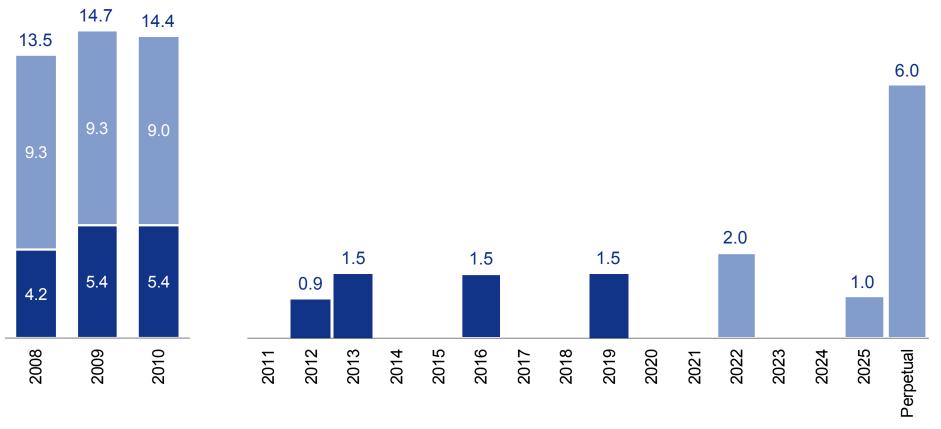


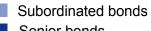


# Maturity profile of external bonds (EUR bn)

#### Outstanding bonds<sup>1</sup>

Maturity structure<sup>1</sup>



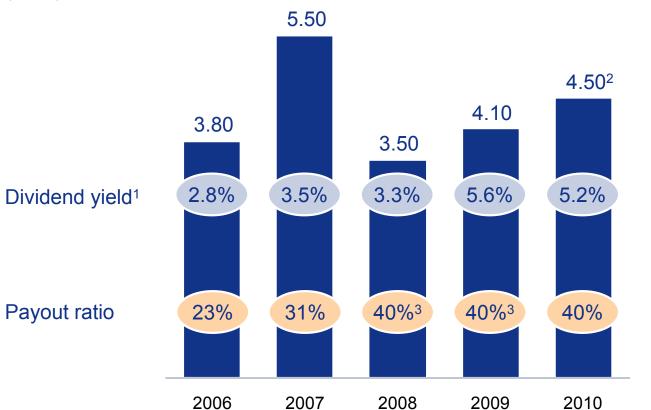


Senior bonds



### Attractive dividend policy

# Dividend per share (EUR)



- Balance between payout and solvency
- Dividend yield ~5%

1) Based on average share price of fiscal year

2) Proposal

3) Based on net income from continuing operations, net of non-controlling interests

# Return on investment: The Hartford

#### Instruments

#### Shares

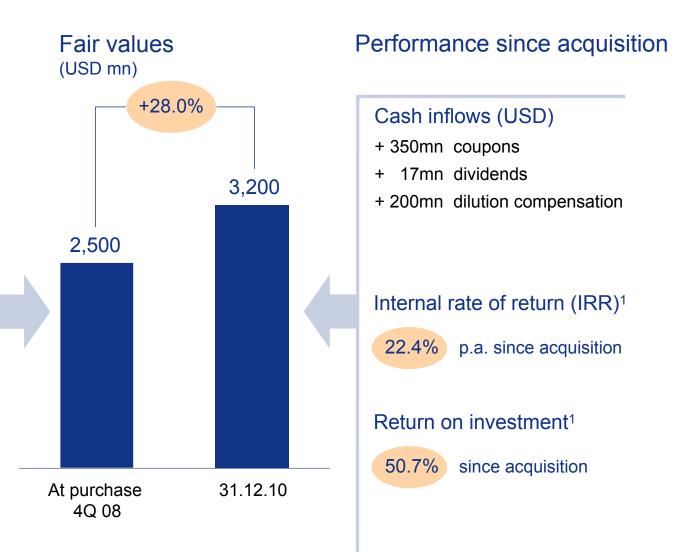
- 23.3mn common shares
- Equals 5% stake in The Hartford

#### Warrants

- 69.4mn at USD 25.23 strike
- Stake increases to 18% in The Hartford if fully exercised
- Expiration date: Oct. 2018

#### Debentures

- Nominal value: USD 1.75bn
- 10% coupon
- Junior-subordinated



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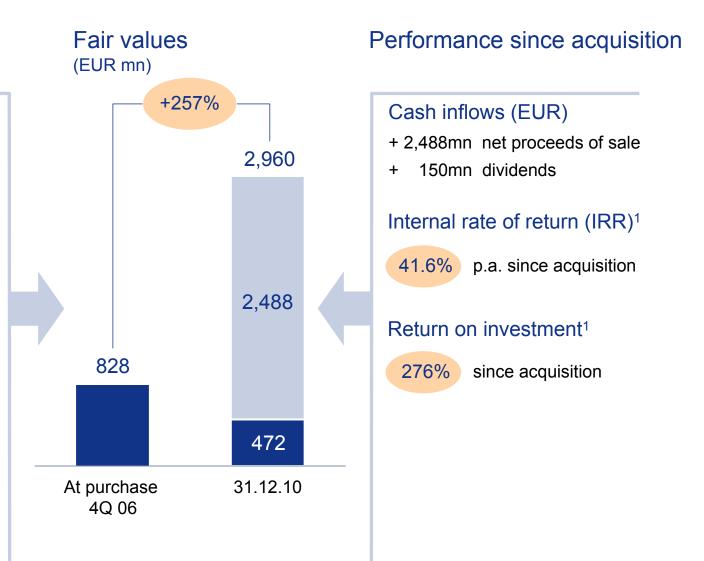
Allianz (II)

# Return on investment: ICBC

#### Instruments

#### Shares

- 6.4bn shares originally bought
- 5.6bn shares sold as of Q4 10
- Various hedges in place on remaining stake

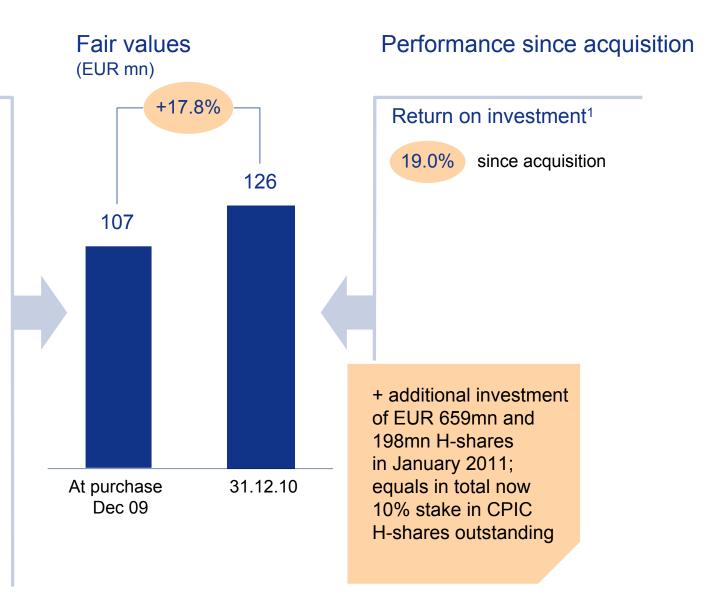


# Return on investment: CPIC

#### Instruments

#### Shares

- EUR 107mn initial investment in Dec 2009 during CPIC's H-share IPO
- 42mn H-shares initially bought

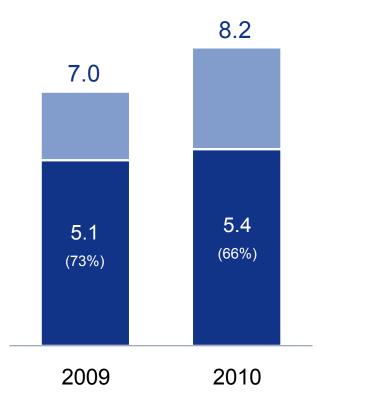


**F** inancing I nvestments T ransactions

- **1** Financing and transactions
- **2** Investment result and allocation
- **3** Global investment function
- 4 Additional information



# Strong contribution of investment result to operating profit (EUR bn)

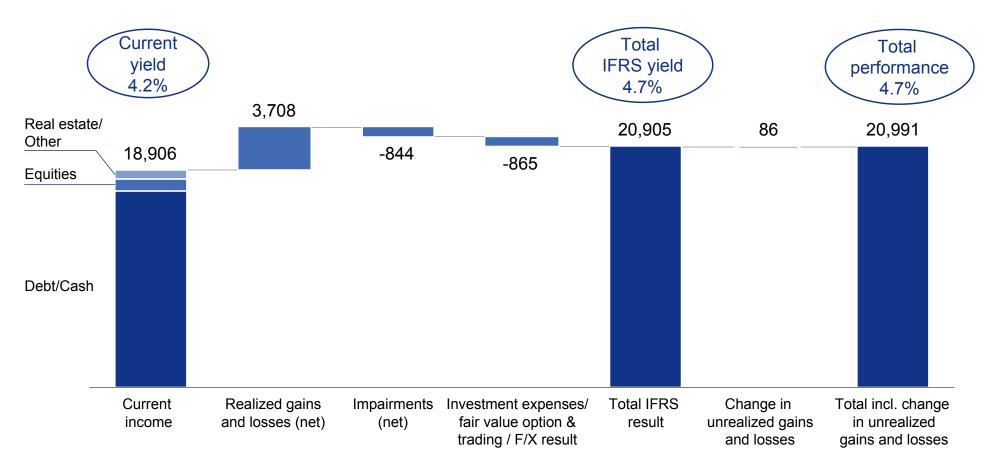


- Overall increased asset base compensated for lower current yield
- Lower impairments in all asset classes

Other operating profit
 Operating profit investment result<sup>1</sup>



# Investment performance 2010 – overview (EUR mn)



- Current income dominated by debt; despite decline in market yields current yield still significantly higher than 4%
- High realized gains in debt due to rebalancing of portfolios
- Impairments mainly on selective equity holdings



### Investment performance and new investment yields

#### Investment performance (IFRS)

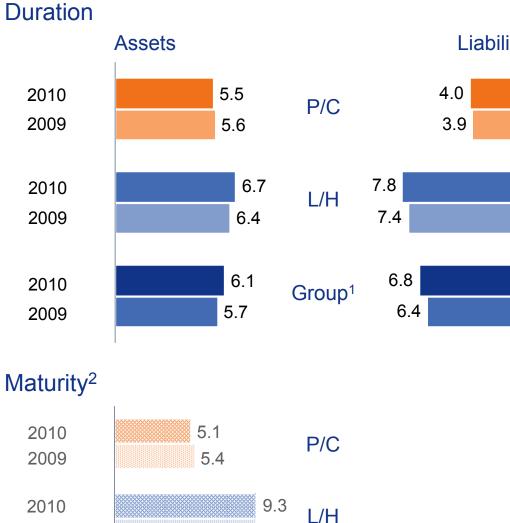
	% of total investments	Performance 2010
Fixed income <sup>1</sup>	91%	4.2%
Equity	7%	9.8%
thereof alternatives	2%	8.7%
Real estate	2%	6.5%
Total	100%	4.7%

#### New investment yields 2010

	L/H			P/C		
	% of new F/I investments	Yield	Maturity (in years)	% of new F/I investments	Yield	Maturity (in years)
Government	46%	3.5%	12.6	52%	2.8%	6.7
Covered	22%	4.0%	12.7	21%	3.4%	6.2
Corporate	30%	4.1%	8.2	23%	3.8%	5.7
ABS / MBS	2%	5.7%	6.0	4%	5.9%	11.4
Total F/I 2010	100%	3.8%	11.1	100%	3.3%	6.6



# Aspects of liability assessment: duration and maturity



9.3

#### Liabilities

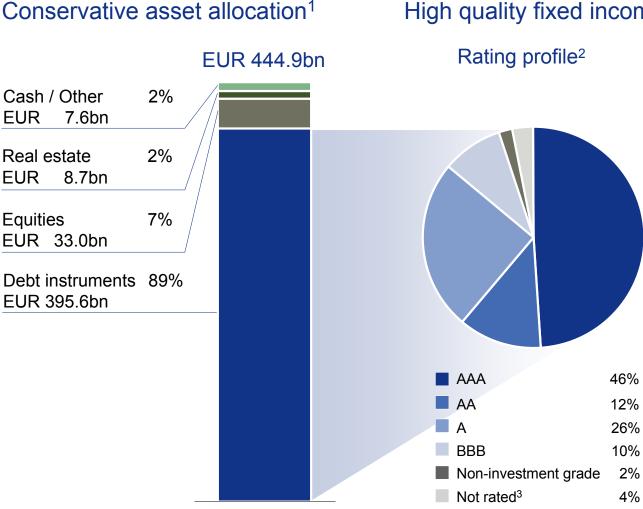
- Duration reflects yield sensitivity of asset and liability fair values
- Figures scaled to liability market value
- Long duration P/C is partially offsetting L/H duration gap

- Average time to maturity of all fixed income assets in the portfolio
- Indicates the yearly turnover rate and the new investment rate

2009

Debt, cash and other (in years)

# High-quality investment portfolio



#### High quality fixed income portfolio

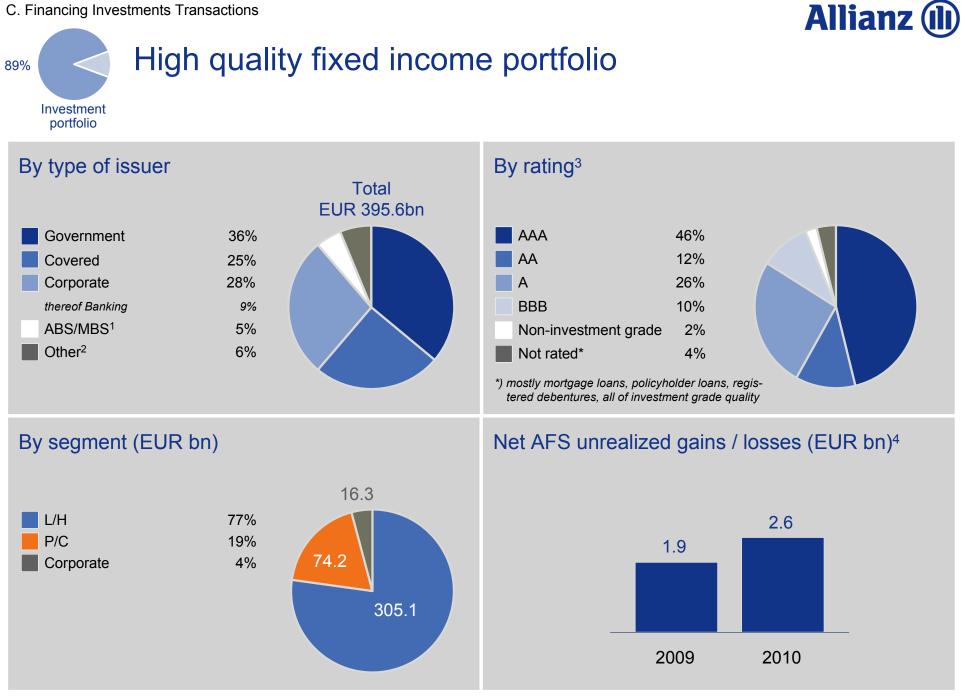
- Impairments in fixed income continue to be low: 3-yr average amounts to 9bps of total fixed income portfolio, i.e., EUR 160mn in 2010
- These impairments include all financial sector calamities such as IKB, Northern Rock, Lehman, AIG, Bank of Ireland and others

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

- Excluding seasoned self-originated German private retail mortgage loans 2)
- Mostly policyholder loans, registered debentures all of investment grade quality



C. Financing Investments Transactions



- 1) Including U.S. agency backed investments (EUR 5.1bn)
- 2) Including 4% seasoned self-originated German private retail mortgage loans; 2% short-term deposits at banks
- 3) Excluding seasoned self-originated German private retail mortgage loans
- 4) On-balance unrealized gains / losses after tax, non-controlling interests, policyholders and without shadow DAC

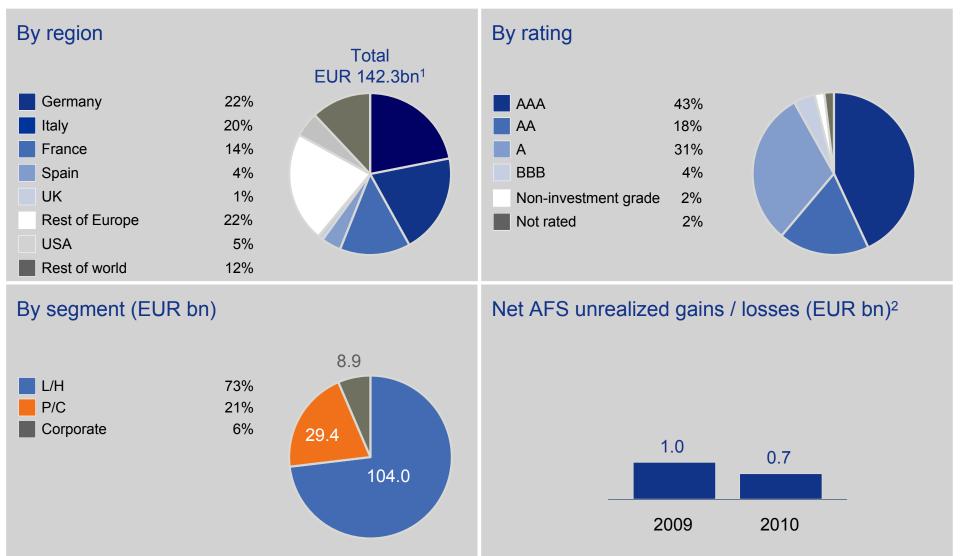
#### C. Financing Investments Transactions

32%

Investment portfolio



# Government bond allocation concentrated in EMU core countries



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S

1) Government and government related (excl. U.S. Agency MBS)

2) On-balance unrealized gains / losses after tax, non-controlling interests, policyholders and without shadow DAC

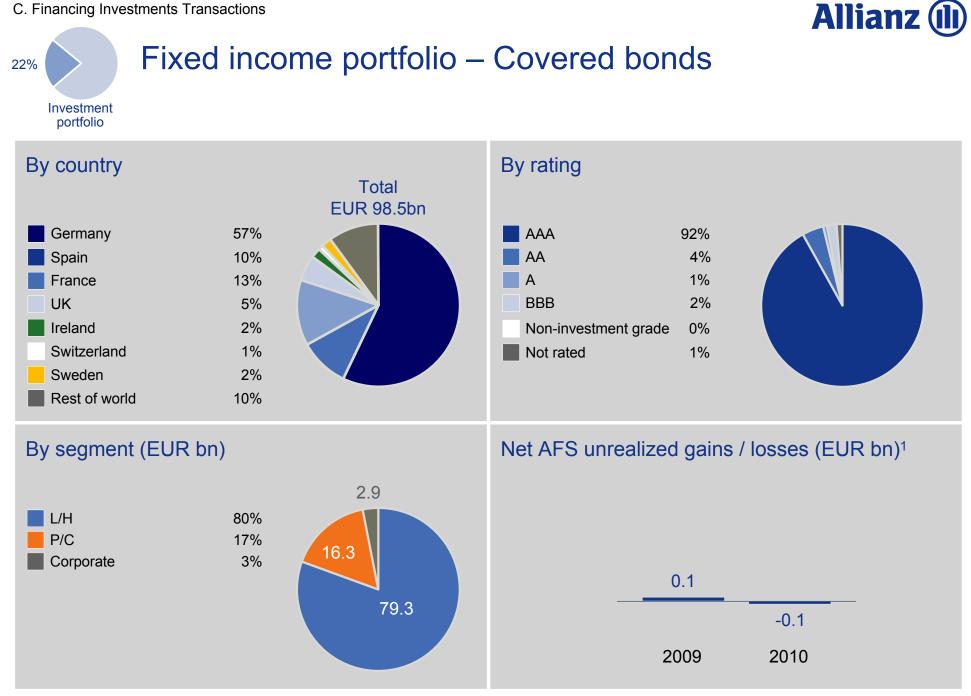
#### C. Financing Investments Transactions



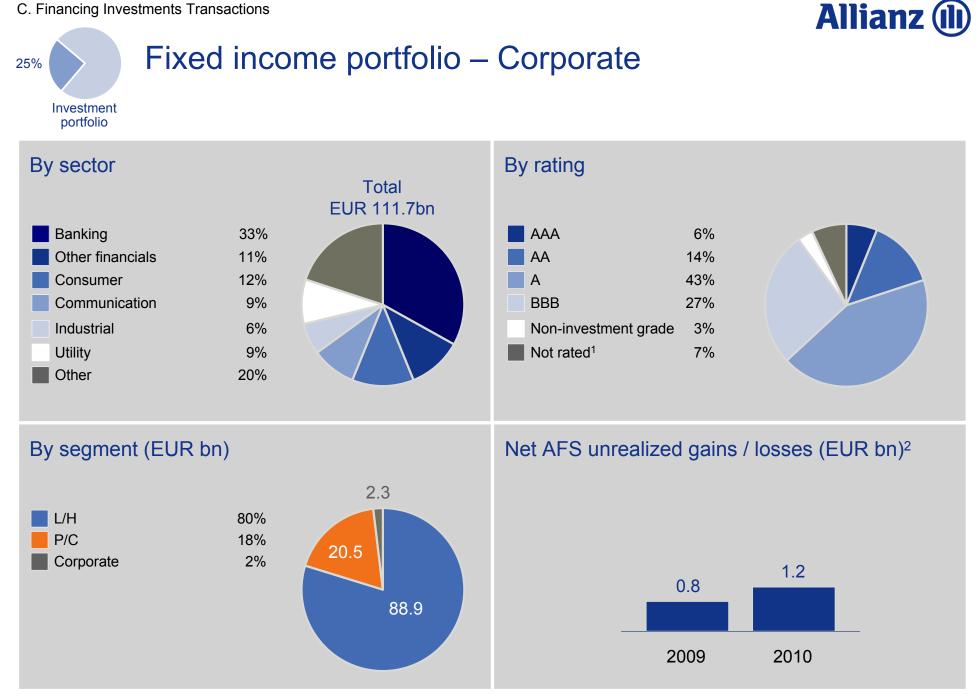
### Details sovereigns (EUR bn)

	Group			L/H			P/C		
	Book Value	% of F/I	thereof domestic	Book Value	% of F/I (L/H)	thereof domestic	Book Value	% of F/I (P/C)	thereof domestic
Germany	31.6	8.0%	26.0	22.8	7.5%	19.0	4.8	6.5%	3.1
Italy	28.2	7.1%	19.0	22.9	7.5%	15.7	4.4	6.0%	3.1
France	19.3	4.9%	11.0	14.7	4.8%	9.2	3.3	4.5%	1.9
USA	7.1	1.8%	4.9	3.7	1.2%	3.2	2.4	3.2%	1.7
South Korea	5.4	1.4%	5.2	5.3	1.7%	5.2	0.0	0.0%	0.0
Switzerland	5.2	1.3%	5.1	4.0	1.3%	3.9	1.2	1.6%	1.2
Spain	4.9	1.2%	2.6	3.8	1.3%	1.7	1.1	1.5%	0.9
Netherlands	4.7	1.2%	0.3	2.9	0.9%	0.2	1.0	1.3%	0.1
Belgium	4.5	1.1%	1.3	3.4	1.1%	1.1	0.9	1.2%	0.2
Austria	4.1	1.0%	0.4	3.3	1.1%	0.3	0.7	0.9%	0.1
Australia	2.1	0.5%	2.0	0.0	0.0%	0.0	2.0	2.8%	2.0
UK	2.0	0.5%	1.5	0.2	0.1%	0.0	1.8	2.4%	1.5
Thailand	1.5	0.5%	1.2	1.5	0.5%	1.2	0.0	0.0%	0.0
Poland	1.4	0.3%	0.4	1.0	0.3%	0.2	0.4	0.5%	0.3
Greece	1.3	0.3%	0.3	1.1	0.4%	0.2	0.2	0.3%	0.1
Finland	1.3	0.3%	0.0	0.9	0.3%	0.0	0.4	0.5%	0.0
Portugal	1.1	0.3%	0.4	0.7	0.2%	0.1	0.4	0.5%	0.2
Ireland	0.8	0.2%	0.3	0.5	0.2%	0.0	0.3	0.5%	0.3
Brazil	0.6	0.2%	0.0	0.6	0.2%	0.0	0.0	0.0%	0.0
Czech Rep.	0.6	0.2%	0.5	0.3	0.1%	0.3	0.3	0.4%	0.3
Other	14.6	3.7%	n.a.	10.4	3.4%	n.a.	3.8	5.1%	n.a.
Total 2010	142.3	36.0%	n.a.	104.0	34.1%	n.a.	29.4	39.7%	n.a.
Total 2009	130.5	35.8%	n.a.	95.3	34.3%	n.a.	29.5	41.5%	n.a.

C. Financing Investments Transactions



C. Financing Investments Transactions



1) Including Eurozone loans / bonds (2%), U.S. corporate mortgages (4%), U.S. corporate bonds (1%)

2) On-balance unrealized gains / losses after tax, non-controlling interests, policyholders and without shadow DAC

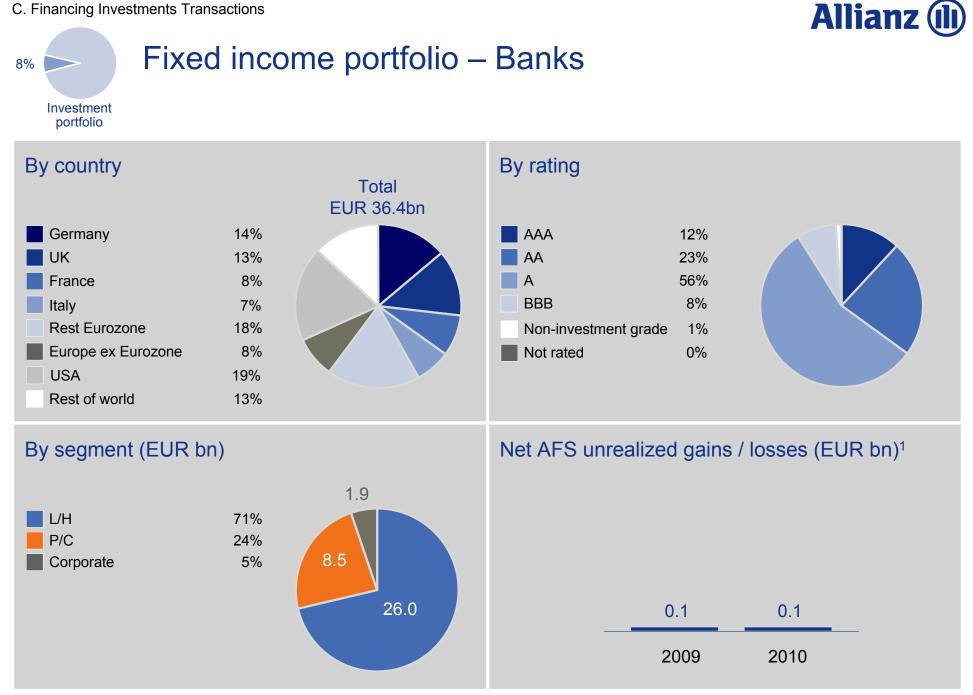
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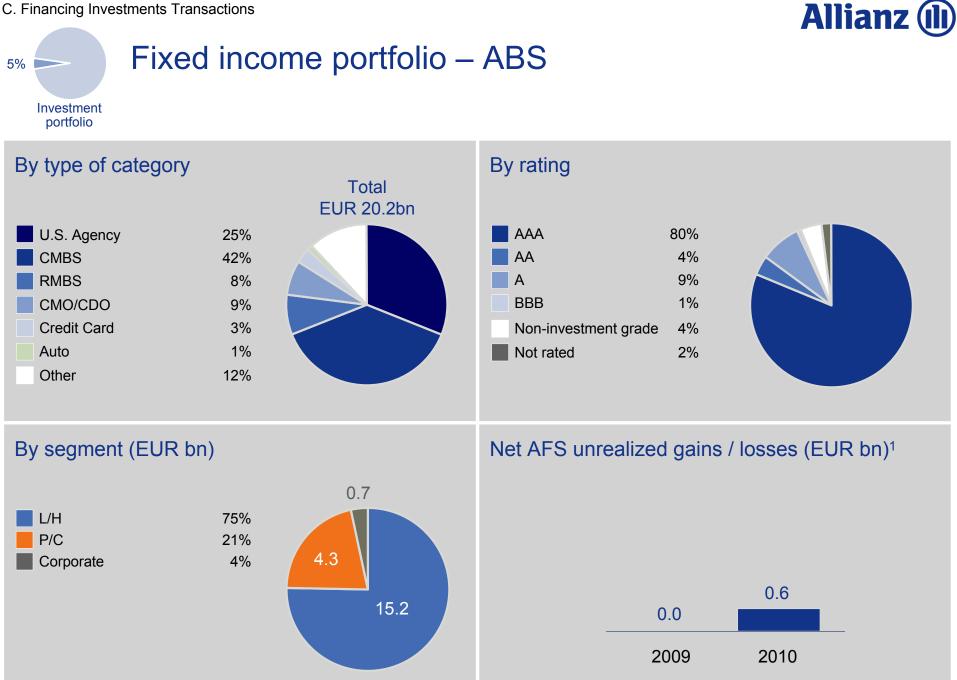
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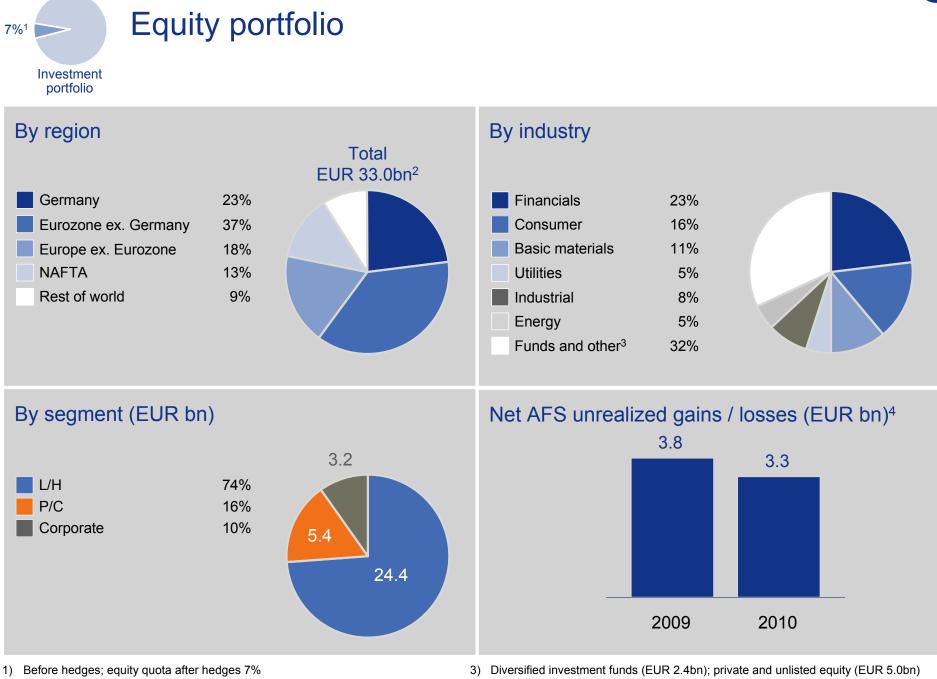
C. Financing Investments Transactions



C. Financing Investments Transactions



#### C. Financing Investments Transactions



2) Incl. non-equity retail funds (EUR 0.6bn), excl. equities designated at fair value through income (EUR 2.7bn)

- 4) On-balance unrealized gains / losses after tax, non-controlling interests, policyholders and without shadow DAC

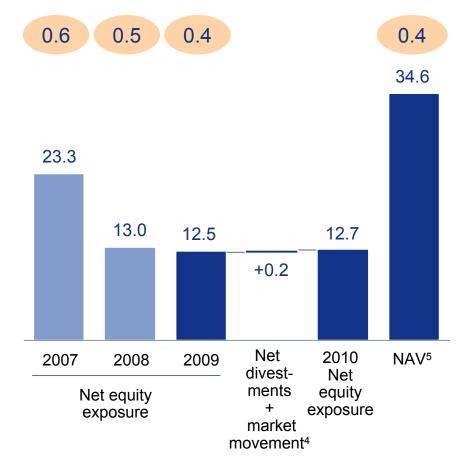


## Group equity gearing<sup>1</sup> (EUR bn)

# Reconciliation of net equity exposure (as of 31/12/2010)

36.4<sup>2</sup> 3.3 Corporate 0.7 AM L/H P/C 26.9 -18.3 12.7 -4.3 3.0 -0.9 -0.2 0.4 6.1 5.5 3.2 Policy-Gross Def. Hedge Econ. Net equity holders taxes / adjustequity ment<sup>3</sup> exposure min. exposure

#### Equity gearing



1) Group figures, including Asset Management and Banking

2) Equity investments held available-for-sale and designated at fair value (EUR 3.3bn); associated enterprises, non consolidated affiliated enterprises and JVs

3) Adjustment for non-equity retail funds as well as insurance participations accounted for as associated enterprises, non consolidated affiliated enterprises and JVs

4) Including new adjustment for non-equity retail funds and insurance participations

5) Shareholders' equity + shareholders' share of off-balance sheet reserves excluding goodwill



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#### C. Financing Investments Transactions



# 2% Alternative investments

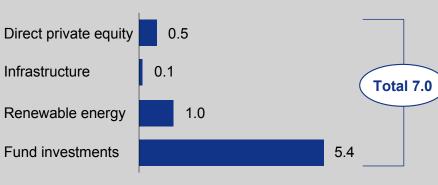
#### Renewables

- Investment volume of renewable energies passed EUR 1bn in 2010
- Direct wind energy investments particularly strengthened in France
- Renewables portfolio also increased via direct photovoltaic park investments in Italy
- Further build-up of portfolio to be executed in newly established pan-European structure comprising various Allianz entities in Germany, France and Italy

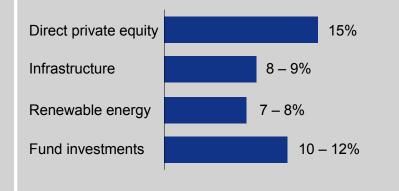
#### Infrastructure

- Successful refinancing of parking meters asset in 2010
- Further expansion of infrastructure portfolio in 2011-15
- Focus on core infrastructure in Eurozone countries
- Major target sectors remain power and gas grids, rail and other transportation infrastructure
- Credibility of Allianz brand and financial strength represent competitive advantages

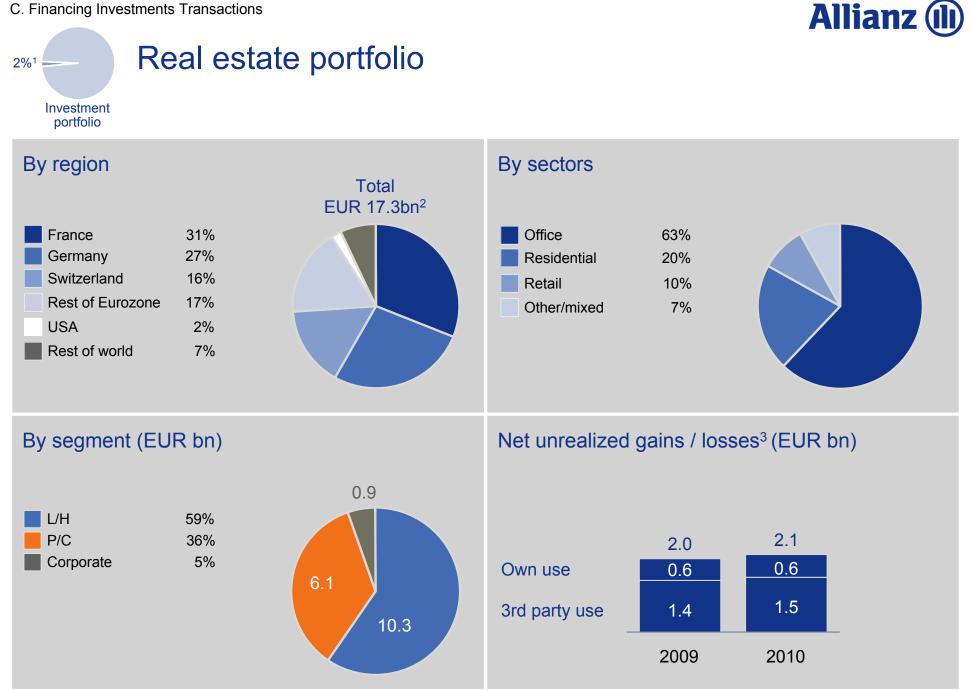




#### Target IRR (in %)



#### C. Financing Investments Transactions



1) Based on carrying value, 3rd party use only

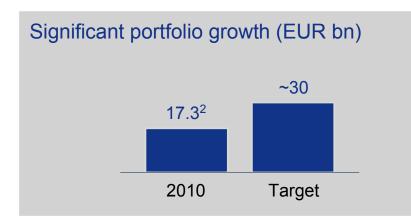
2) Market value including real estate own use (EUR 4.4bn)

Based on external and internal real estate valuations 3)

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### Real estate investments

#### ARE<sup>1</sup> Assets under Management



#### Real estate investment strategy

#### Target sector allocation



#### Total transaction volume 2010: EUR ~1.8bn Major transactions:

Investment	Market / city	Sector
ALDI Süd portfolio	Germany	Retail
Allee Shopping Centre	Hungary (Budapest)	Retail
Capital 8 - Messine	France (Paris)	Office
Crédit Suisse portfolio	France (Paris)	Office
Espace St. Quentin	France (Greater Paris)	Retail
Le Colisée	France (Paris)	Office
Porta di Roma	Italy (Rome)	Retail
Spherion	Germany (Düsseldorf)	Office
The Beursgallery	NL (Rotterdam)	Retail
Triton	Germany (Frankfurt a.M.)	Office

1) Allianz Real Estate

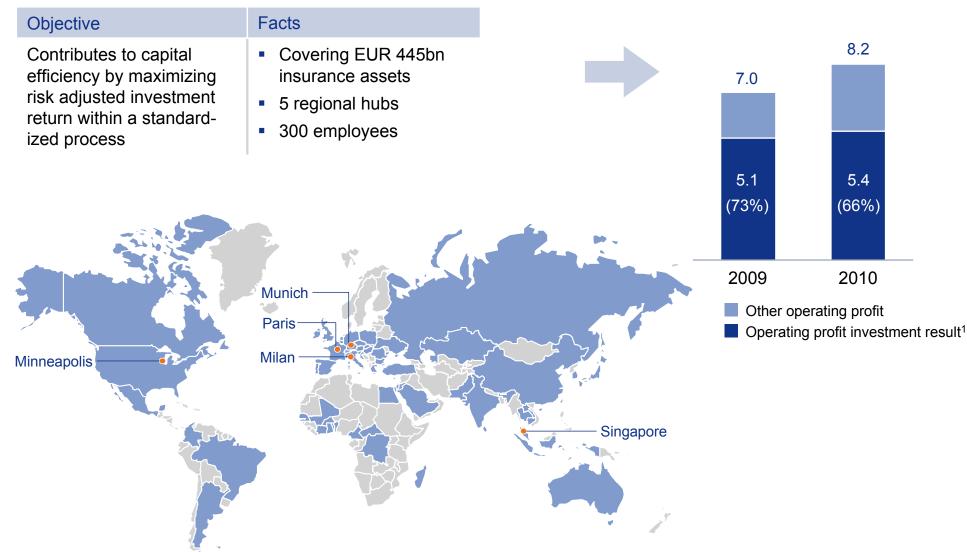
2) Direct and fully consolidated real estate assets (incl. minorities; at equity consolidated and available-for-sale investments not included)

**F** inancing I nvestments T ransactions

- **1** Financing and transactions
- 2 Investment result and allocation
- **3** Global investment function
- **4** Additional information

### AIM: Allianz' investment function

#### Allianz Investment Management

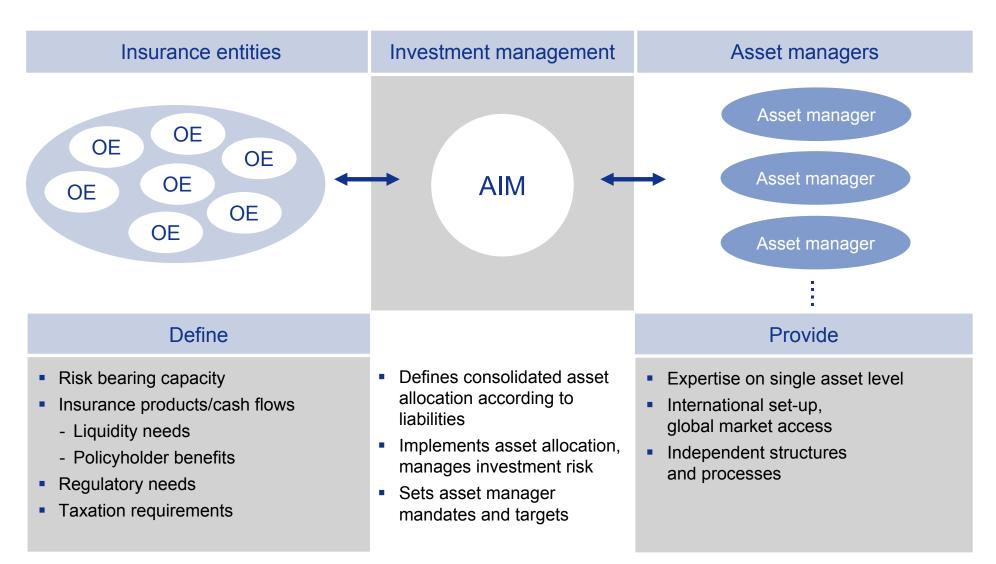


Operating profit (EUR bn)

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# AIM: investment function for all insurance entities



# Major portfolio actions in 2010 and expectation for 2011

	2010		2011	
	Portfolio action	Assessment	Portfolio action	Implications
Debt securities	0	<ul> <li>Peripheral government bonds reduced</li> <li>Increase of corporate positions and extension of duration paid off</li> </ul>	•	<ul> <li>Maintain cautious stance towards peripheral risk</li> <li>Keep exposure in corporates and covered bonds stable</li> <li>Rebalance emerging market exposure</li> </ul>
Equities	•	<ul> <li>Equity position with strong contribution</li> <li>However, more and more restricted by new risk framework (Solvency II)</li> </ul>	$\bigcirc$	<ul> <li>Remain cautious until risk framework clarified</li> <li>Selective investments in EMU</li> </ul>
Real estate	0	<ul> <li>Re-entry in selected markets after strong reduction in 2007 and 2008</li> </ul>	2	<ul> <li>Opportunistic investments to extend exposure and allow for inflation management</li> </ul>
Alternatives	2	<ul> <li>Successful expansion of portfolio (EUR ~1bn in renewables)</li> </ul>		<ul> <li>Continue strategic increase in alternative investments (infrastructure, renewable energy, and distressed opportunities)</li> </ul>

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# Key topics 2010 and expected topics for 2011

2010

#### 2011

- Using increasingly concrete Solvency II implications as boundary conditions for asset allocation optimization
- Continued optimization of asset duration relative to liabilities in volatile interest rate environment
- Ensuring solid credit exposure by rebalancing sovereigns around the dominating core Europe position and extending the strong corporate position





# Excursus Solvency II: impact on financing of banks and corporates

	Capital charges <sup>1</sup>	Solvency II framework	Economic implications	
Government Bonds	0% for European EEA <sup>2</sup> countries	<ul> <li>Sovereign crisis not reflected</li> </ul>	<ul> <li>Sovereigns become preferred asset class</li> </ul>	
Corporate (A rating)	1.4% - 32.2%	<ul> <li>High charges for hybrid capital</li> <li>Equal treatment of all industry sectors</li> </ul>	<ul> <li>More limited financing possibilities; long-term change of bank capital structures</li> <li>Increased pressure on corporates to shorten liability duration</li> </ul>	
Covered (AAA rating)	0.6% - 31.8%	<ul> <li>Charges still too high compared to corporate bonds</li> </ul>	<ul> <li>Reduced re-financing possibilities</li> </ul>	
ABS / MBS (AAA rating)	0.9% - 100%	<ul> <li>Look-through for ABS not in accordance with typically unrated pools</li> </ul>	for banks	
Equities	39% - 49%	<ul> <li>In combination with IFRS 9, high charges force insurance sector more and more out of this asset class</li> </ul>	<ul> <li>Role of insurance industry as equity investor becomes less important</li> <li>Shrinking yields for privately financed pension savings</li> </ul>	
Real estate	25%	<ul> <li>Proposed charges calibrated to UK market (traditionally high volatility; unlike markets in continental Europe)</li> </ul>	<ul> <li>Attractiveness of real estate investments decreases</li> <li>Less inflation protection in private pension savings</li> </ul>	

1) Draft standard model, equities without participations, before diversification

2) EU countries incl. Norway, Iceland and Liechtenstein

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**F** inancing I nvestments T ransactions

- **1** Financing and transactions
- 2 Investment result and allocation
- **3** Global investment function
- **4** Additional information



#### Fixed income portfolio – few impairments

	Assets (EUR bn)	FV/AC (%)	2010 impairments (EUR mn)	3-yr average impairments in bps of debt portfolio
Government	142.3	102	0	0
Covered	98.5	103	0	0
Corporate <sup>1</sup>	111.7	103	-101	30
ABS	20.2	104	-18	12
Other	22.9	104	-41	13
Total 2010	395.6	103	-160	9
Total 2009	364.8	103	-246	9

#### C. Financing Investments Transactions



## Details covered bonds (EUR bn)

		Group	L/H	P/C
Germany	total	56.0	48.1	6.7
	AAA	53.9	46.6	6.1
	AA	0.6	0.4	0.2
	А	0.2	0.1	0.1
	≤ BBB / not rated	1.3	1.0	0.3
France	total	13.4	10.3	2.6
	AAA	12.8	9.8	2.6
	AA	0.0	0.0	0.0
	А	0.6	0.5	0.0
	≤ BBB / not rated	0.0	0.0	0.0
Spain	total	10.2	8.2	2.1
	AAA	9.4	7.4	2.0
	AA	0.6	0.6	0.1
	А	0.2	0.2	0.0
	≤ BBB / not rated	0.0	0.0	0.0
Other	total	18.9	12.7	4.9
	AAA	14.6	9.7	3.9
	AA	2.4	1.6	0.6
	А	0.5	0.3	0.1
	≤ BBB / not rated	1.4	1.1	0.3
Total 2010		98.5	79.3	16.3
Total 2009		94.9	78.3	15.3



#### Details bank exposure – subordinated debt (EUR bn)

		Group	L/H	P/C
USA	total sub	2.6	2.2	0.5
	LT2	2.4	1.9	0.4
	UT2	0.0	0.1	0.0
	T1	0.2	0.2	0.1
	other	0.0	0.0	0.0
Germany	total sub	1.8	0.4	0.1
	LT2	1.0	0.4	0.1
	UT2	0.1	0.0	0.0
	T1	0.7	0.0	0.0
	other	0.0	0.0	0.0
UK	total sub	1.6	1.2	0.3
	LT2	1.4	1.1	0.3
	UT2	0.1	0.0	0.0
	T1	0.1	0.1	0.0
	other	0.0	0.0	0.0
France	total sub	1.1	0.9	0.2
	LT2	0.8	0.7	0.1
	UT2	0.0	0.0	0.0
	T1	0.3	0.2	0.1
	other	0.0	0.0	0.0
Italy	total sub	0.9	0.6	0.2
-	LT2	0.5	0.4	0.1
	UT2	0.2	0.1	0.0
	T1	0.2	0.1	0.1
	other	0.0	0.0	0.0
Other	total sub	2.6	2.2	0.4
	LT2	1.9	1.7	0.3
	UT2	0.2	0.2	0.0
	T1	0.3	0.2	0.1
	other	0.2	0.1	0.0
Total 2010	total sub	10.6	7.5	1.7
	LT2	8.0	6.2	1.3
	UT2	0.6	0.4	0.0
	T1	1.8	0.8	0.4
	other	0.2	0.1	0.0
Total 2009	total sub	11.3	7.7	1.9

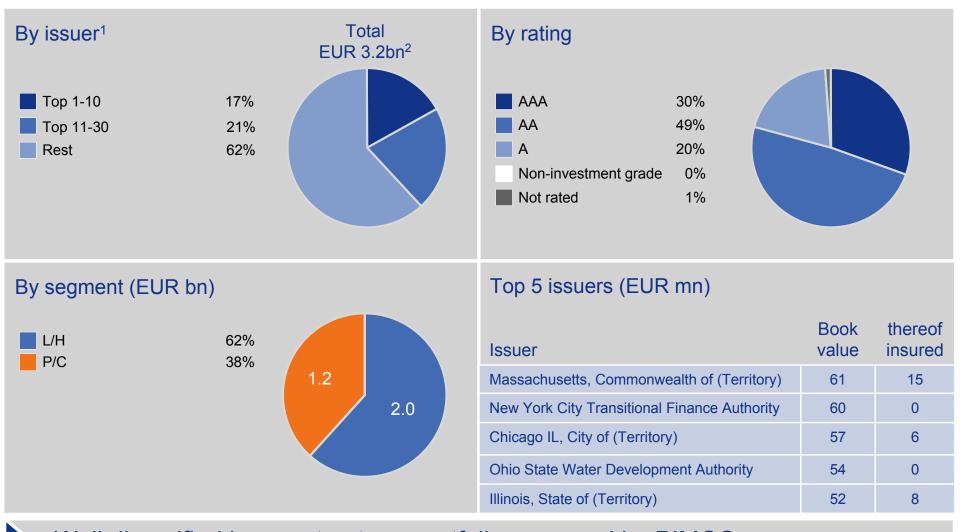


## Details CMBS, RMBS and structured credit exposure (EUR bn)

		CMBS	RMBS	Structured credit <sup>1</sup>
USA	total	7.7	0.0	0.0
	AAA	5.7	0.0	0.0
	AA	0.6	0.0	0.0
	А	1.3	0.0	0.0
	≤ BBB / not rated	0.1	0.0	0.0
Netherlands	total	0.0	0.7	0.3
	AAA	0.0	0.7	0.3
	AA	0.0	0.0	0.0
	А	0.0	0.0	0.0
	≤ BBB / not rated	0.0	0.0	0.0
Ireland / Spain / UK	total	0.2	0.6	0.4
	AAA	0.1	0.5	0.1
	AA	0.0	0.1	0.0
	А	0.1	0.0	0.0
	≤ BBB / not rated	0.0	0.0	0.3
Rest of Europe	total	0.5	0.3	0.5
	AAA	0.4	0.3	0.1
	AA	0.0	0.0	0.0
	А	0.1	0.0	0.1
	≤ BBB / not rated	0.0	0.0	0.3
Other	total	0.1	0.0	0.6
	AAA	0.0	0.0	0.2
	AA	0.0	0.0	0.0
	А	0.0	0.0	0.1
	≤ BBB / not rated	0.1	0.0	0.3
Total 2010		8.5	1.6	1.8
Total 2009		5.5	2.4	1.3



#### Fixed income: US municipal bonds



Well diversified issuer structure, portfolio managed by PIMCO

## Appendix

Analysts' conference February 25, 2011





#### Glossary (1)

ABS	Asset-backed securities: Structured bonds or notes collateralized by a pool of assets such as loans, bonds or mortgages. As characteristics of the collaterals vary considerably (with regard to asset class, quality, maturity, etc.), so do asset-backed securities
AFS	Available-for-sale: Securities which have been acquired neither for sale in the near term nor to be held to maturity. Available-for-sale investments are shown at fair value on the balance sheet
AGCS	Allianz Global Corporate & Specialty
AGI	Allianz Global Investors
AIM	Allianz Investment Management
ALM	Asset liability management
AM	Asset management
ART	Allianz Risk Transfer
At amortized cost	Under this accounting principle the difference between acquisition cost and redemption value of an investment is added to or subtracted from the original cost figure over the period from acquisition to maturity and credited or charged to income over the same period
AuM	Assets under Management: The total of all investments, valued at current market value, which the Group has under management with responsibility for their performance. In addition to the Group's own investments, AuM include investments managed on behalf of third parties
Вр	Basis point = 0.01%
CAGR	Compound annual growth rate is the year-over-year growth rate over a multi-year period
Capital movement	Dividend flows net of capital injection
CEE	Central and Eastern Europe



### Glossary (2)

CEIOPS	Committee of European Insurance and Occupational Pensions Supervisors; as of January 1, 2011, CEIOPS has been replaced by the European Insurance and Occupational Pensions Authority (EIOPA)
CGU	Cash generating unit
Combined ratio (CR)	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)
Commercial mortgage-backed securities (CMBS)	Debt instruments that are backed by portfolios of mortgages on commercial rather than residential real estate
Cost-income ratio (CIR)	Represents operating expenses divided by operating revenues
Covered bonds	Debt securities covered by a pool of mortgage loans or by public-sector loans with investors having a preferential claim in case of a default
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
DPS	Dividend per share
Duration	Duration is a measure of the average (cash-weighted) term-to-maturity of bonds
Earnings per share (EPS) (basic/diluted)	Ratio calculated by dividing the consolidated profit or loss for the year by the average number of shares outstanding. For calculating diluted earnings per share, the number of shares and the profit or loss are adjusted by the dilutive effects of any rights to subscribe for shares which have been or still can be exercised. Subscription rights arise in connection with issues of convertible bonds or share options



#### Glossary (3)

Economic variances	The impact of market changes and asset performance above the level expected in prior year
EIOPA	European Insurance and Occupational Pensions Authority (also see CEIOPS)
Equity exposure	The equity exposure is the part of investments invested in equity securities
Equity gearing	Equity exposure (attributable to shareholders) divided by net asset value excluding goodwill
Expense ratio (ER)	Acquisition and administrative expenses (net) divided by premiums earned (net)
Fair value (FV)	The amount for which an asset could be or is 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
F/I	Fixed income securities
Financial assets carried at fair value through income	Financial assets carried at fair value through income include debt and equity securities as well as other financial instruments (essentially derivatives, loans and precious metal holdings) which have been acquired solely for sale. They are recorded in the balance sheet at fair value
Financial liabilities carried at fair value through income	Financial liabilities carried at fair value through income include primarily negative market values from derivatives and short selling of securities. Derivatives shown as financial liabilities carried at fair value through income are valued the same way as financial assets carried at fair value through income
Free surplus	The market value of any assets allocated to, but not required to support, the in-force business covered by the MCEV methodology
FVO	Fair value option: Financial assets and liabilities designated at fair value through income are measured at fair value with changes in fair value recorded in the consolidated income statement. The recognized net gains and losses include dividends and interest of the financial instruments. A financial instrument may only be designated at inception as held at fair value through income and cannot be subsequently changed



#### Glossary (4)

F/X	Foreign exchange
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
GPW	Gross premiums written: Total premiums for insurance contracts written during a period, before reinsurance ceded
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
Harvesting rate	(Realized gains and losses (net) + impairments on investments (net)) / average investments and loans at book value (excluding income from financial assets/liabilities carried at fair value)
Hybrid bonds	Securities that combine characteristics of bonds and equities such as long or unlimited time to maturity or conditional interest payments (fixed or flexible); creditors have a subordinated rank compared to owners of e.g. senior bonds
ICBC	Industrial and Commercial Bank of China Limited
IFA	Independent financial advisor
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)
Inforce business contribution	The expected profit based on prior year assumptions
Internal growth	Enhances the understanding of our total revenue performance by excluding the effects of foreign currency translation as well as of acquisitions and disposals
IRR	Internal rate of return



#### Glossary (5)

JV	Joint Venture: An enterprise which is managed jointly by an enterprise in the Group and one or more enterprises not included in the consolidation. The extent of joint management control is more than the significant influence exercised over associated enterprises and less than the control exercised over affiliated enterprises
L/H	Life and health insurance
L/H operating profit drivers	The objective of the Life/Health operating profit driver analysis is to explain movements in IFRS results by analyzing underlying drivers on a L/H segment consolidated basis
	<b>Technical result</b> : Technical result comprises risk result (difference between total risk premiums and benefits in excess of reserves net of policyholder participation), lapse result (sum of "surrender charges" assessed and "commission claw-backs" minus deferred acquisition cost written off on lapsed policies net of policyholder participation) and reinsurance result
	<b>Investment result</b> : Investment result is defined as the difference between IFRS investment income net of expenses and interest credited to IFRS reserves plus policyholder dividends if any
	<b>Expense result</b> : Expense result is the difference between expense charges assessed to policyholders and actual expenses minus regular changes in deferred acquisition costs net of policyholder participation
Loss frequency	Number of accident year claims reported divided by number of risks in-force
Loss ratio	Claims and insurance benefits incurred (net) divided by premiums earned (net). Loss ratio calendar year (c.y.) includes the results of the prior year reserve development in contrast to the loss ratio accident year (a.y.)
Loss severity	Average claim size (accident year gross claims reported divided by number of claims reported)
MBS	Mortgage-backed securities: Securities backed by mortgage loans



#### Glossary (6)

MCEV	Market consistent embedded value is a measure of the consolidated value of shareholders' interest in a life portfolio. The Market Consistent Embedded Value is defined as Net asset value (NAV) + Present value of future profits - Time value of financial options and guarantees (O&G) - Frictional cost of required capital - Cost of residual non-hedgeable risk (CNHR)
Mega Cat	The Mega Cat program reinsures the top natural peril scenarios of Allianz Group up to return periods of more than 1,000 years
MVLO	Market value liability option
NAV	Net asset value
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
NPE	Net premiums earned
OAB	Operating asset base: Represents all operating investment assets within the 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
OCI	Other comprehensive income comprises items of income or expense that are not recognized in profit or loss. OCI in particular includes gains or losses on revaluating available-for-sale financial assets to fair value (unrealized available-for-sale gains or losses) and gains or losses arising from translating the financial statements of a foreign operation (foreign currency translation adjustments)
OE	Operating entity

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### Glossary (7)

Operating and non-operating variance and assumption changes	Consist of numerous non-economic changes such as the impact of changes in lapse and expense assumptions or the variance of actual crediting rates from modeled strategy
Operating profit	Earnings from ordinary activities before income taxes and minority interests in earnings, excluding, as applicable for each respective segment, all or some of the following items: Income from financial assets and liabilities held for trading (net), realized gains/losses (net), impairments of investments (net), interest expense from external debt, amortization of intangible assets, acquisition-related expenses and restructuring charges, income from fully consolidated private equity investments (net) as this represents income from industrial holdings outside the scope of operating business
Payback period	Number of years required to recover the cost of an investment
Payout ratio	Represents the fraction of net income after non-controlling interests that is paid to its shareholders in dividends
P/C	Property and casualty insurance
Performance AM	AGI account-based, asset-weighted 3-year investment performance of third party assets vs. benchmark including all accounts managed by equity and fixed income managers of AGI. For some retail equity funds the net of fee performance is compared to the median performance of an appropriate peer group (Morningstar or Lipper; 1st and 2nd quartile mean out-performance). For all other retail funds and for all institutional accounts performance is calculated gross of fees using closing prices (revaluated) where appropriate and compared to the benchmark of each individual fund or account. Other than under GIPS (Global Investment Performance Standards), the performance of closed funds/accounts is not included in the analysis. Fund-of-funds at AGI Solutions, accounts at AGI Investments Europe, Zurich Branch and Joint-Venture GTJA China and in parts WRAP accounts are not considered. Not included until 3Q 2009: AGI Taiwan, AGI Singapore, AGI Korea, AGI Investments Europe Paris, AGI Investments Europe Milan and Allianz Netherlands Asset Management



#### Glossary (8)

Premiums written/earned (IFRS)	Premiums written represent all premium revenues in the year under review. Premiums earned represent that part of the premiums written used to provide insurance coverage in that year. In the case of life insurance products where the policyholder carries the investment risk (e.g. variable annuities), only that part of the premiums used to cover the risk insured and costs involved is treated as premium income
PVNBP	Present value of new business premiums: Present value of projected new regular premiums, discounted with risk-free rates, plus the total amount of single premiums received
QIS	Quantitative impact study: Investigation about potential results adopting the new regulation according to Solvency II with respect to the capitalization of insurance companies
Reinsurance	Where an insurer transfers part of the risk which he has assumed to another insurer
Required capital	The market value of assets attributed to the covered business over and above that required to back liabilities for covered business whose distribution to shareholders is restricted
Residential mortgage-backed securities (RMBS)	Debt instruments that are backed by portfolios of mortgages on residential rather than commercial real estate
Retained earnings	Retained earnings comprise the net income of the current year, not yet distributed earnings of prior years and treasury shares as well as any amounts directly recognized in equity according to IFRS such as consolidation differences from minority buyouts
RfB	Reserve for premium refunds: The part of the operating surplus which will be distributed to policyholders in the future. This refund of premiums is made on the basis of statutory, contractual, or company bylaw obligations, or voluntary undertaking
Risk capital	Minimum capital required to ensure solvency over the course of one year with a certain probability which is also linked to our rating ambition



#### Glossary (9)

Risk-weighted assets (RWA)	All assets of a bank multiplied by the respective risk-weight according to the degree of risk of each type of asset		
Run-off ratio	Run-off ratio is calculated as run-off result (result from reserve releases in P/C business) in percent of net premiums earned		
SE	Societas Europaea: European stock company		
Solvency II	Updated solvency regulation which is planned to become fully effective in 2013		
Solvency ratio	Ratio indicating the capital adequacy of a company comparing eligible funds to required capital		
Statutory premiums	Represent gross premiums written from sales of life insurance policies, as well as gross receipts from sales of unit-linked and other investment-oriented products, in accordance with the statutory accounting practices applicable in the insurer's home jurisdiction		
Stress tests	Conglomerate solvency ratio stress tests are based on the following scenarios		
	- Credit loss / migration:	scenario based on probabilities of default in 1932, migrations adjusted to mimic recession and assumed recovery rate of 30%	
	- Credit spread:	100bps increase in the credit spreads across all rating classes	
	- New business:	new non-recurring business volume increases by 50% which leads to an additional reserve requirement	
	- NatCat:	loss due to NatCat events, both natural and man-made, leading to claims of EUR 1.5bn. Applies to P/C business only	
Strike price	Predefined exercise price of an option		
Super Cat	The Super Cat program covers medium-sized natural catastrophe events up to return periods of 250 years by pooling the potential losses of the Allianz entities		



#### Glossary (10)

Total AuM	Consists of 3rd party assets managed by our Asset Management operations and Group assets managed by Allianz Global Investors
Total equity	Represents the sum of shareholders' equity and non-controlling interests
Total revenues	Represent the sum of P/C segment's gross premiums written, L/H segment's statutory premiums, operating revenues in Asset Management and total revenues in Corporate and Other (Banking)
Unrealized gains and losses (net) (as part of shareholders' equity)	Include primarily unrealized gains and losses from available-for-sale investments net of tax and policyholder participation
VA	Variable annuities: Insurance contract whereby a policyholder invests in a portfolio of securities and usually combines the savings component with a certain kind of a benefit guarantee
VIF	Value of inforce: Present value of future profits from in-force business (PVFP) minus the time value of financial options and guarantees (O&G) granted to policyholders, minus the cost of residual non-hedgeable risk (CNHR), minus the frictional cost of holding required capital (CReC)
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

## Allianz 🕕

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#### **Financial calendar**

March 18, 2011	Annual Report 2010
May 4, 2011	Annual General Meeting
May 12, 2011	1st quarter results 2011
August 5, 2011	2nd quarter results 2011
November 11, 2011	3rd quarter results 2011

February 23, 2012	Financial press conference for the 2011 fiscal year
February 24, 2012	Analysts' conference for the 2011 fiscal year
March 23, 2012	Annual Report 2011
May 9, 2012	Annual General Meeting

The German Securities Trading Act ("Wertpapierhandelsgesetz") obliges issuers to announce immediately any information which may have a substantial price impact, irrespective of the communicated schedules. Therefore we cannot exclude that we have to announce key figures of quarterly and fiscal year results ahead of the dates mentioned above. As we can never rule out changes of dates, we recommend checking them on the Internet at www.allianz.com/financialcalendar.



#### 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.

#### No duty to update

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