Understanding RISK
Creating VALUE

Allianz Reinsurance Facts & Figures
March 2018
Allianz Group is one of the world’s leading insurers and financial services providers
2017 STAND-OUTS

- 88 mn customers worldwide
- 140,000 employees from more than 70 countries
- No. 1 insurer in the Dow Jones Sustainability Index
- Only insurer to rank among the global top 50 brands
- 11.1bn EUR operating profit
- Allianz share gains 22%

Freddy the Forklift promotes new Allianz car insurance

Allianz Group
Allianz Group has over 140,000 employees worldwide who serve 88 mn customers in more than 70 countries.

Allianz is the German insurance market leader and has a strong international presence.

In fiscal year 2017, the Allianz Group achieved total revenues of approximately 126.1 bn euros and became the no. 1 insurer in the Dow Jones Sustainability Index.

Allianz is one of the world’s largest asset managers, with third-party assets under management of 1,448 bn euros at the end of 2017.

For over 125 years, Allianz has stood by its clients, protecting them and helping them to realize their goals in life.
RENEWAL AGENDA
Five mutually re-inforcing levers…

True Customer Centricity
Make superior customer experience the top priority for all our actions

Digital by Default
Move from selected leading assets to become “Digital by Default” everywhere

Technical Excellence
Create superior margins, innovation, and growth through best talents and state-of-the-art skills

Growth Engines
Systematically exploit new sources for profitable growth

Inclusive Meritocracy
Re-inforce a culture where both people and performance matter
“When there’s a challenge, we take ownership and strive to deliver practical solutions”

Amer Ahmed, CEO of Allianz Re
Allianz Re belongs to a strong financial community, the Allianz Group. We share this strength with our clients by

• **Global reach** with local teams and language capabilities
• **Tailored solutions** with **substantial capacity**
• Extensive **technical capabilities** and **analytics**
• Access to other Allianz Group **capabilities** and entities
• Sharing **knowledge & expertise**
• **S&P AA rating**
UNDERSTANDING RISK – CREATING VALUE

We support our clients’ business strategy by understanding their risk profiles and needs, and by providing individual reinsurance solutions.

We understand risk

We have underwriting, actuarial and risk management professionals assessing the risk characteristics of our portfolio. Based on in-depth research of selected risk scenarios our Underwriting Expert Services team develops suitable products, as recently for environmental liability and bio-energy.

We create value

We manage the Allianz Group’s risk landscape through the use of reinsurance and capital market instruments. For our clients we offer our financial engineering and transaction capabilities to structure and execute services and solutions tailored to their specific needs.
Allianz Re is part of the strongest financial community
# FACTS & FIGURES

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<tbody>
<tr>
<td>Gross Written Premium</td>
<td>3,855</td>
<td>4,275</td>
<td>5,442</td>
<td>6,404</td>
<td>6,284</td>
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<tr>
<td>Operating Profit</td>
<td>418</td>
<td>478</td>
<td>662</td>
<td>635</td>
<td>327</td>
</tr>
<tr>
<td>Combined Ratio</td>
<td>90.4%</td>
<td>88.6%</td>
<td>89.2%</td>
<td>89.4%</td>
<td>95.3%</td>
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1 Financial year basis includes internal and external business
DIVERSIFICATION
Financial security through risk spread

GWP 2017 BY REGIONS ¹

- Western Europe: 82%
- Asia Pacific: 11%
- CEEMA: 5%
- USA & Canada: 1%
- Latin America: 1%

- Total Gross Written Premium in 2017: EUR 6.2 billion
- Diversified risk portfolio by both lines business and geography
DIVERSIFICATION
ensures sustainability and stability for our clients

GWP 2017 BY LINES
OF BUSINESS ¹

- Property 34%
- Motor 30%
- Life & Health² 7%
- Liability 11%
- Credit Risks 8%
- Agriculture 2%
- Engineering 3%
- Marine 3%
- Personal Accident 2%

¹ P&C Financial figures include Allianz Reinsurance PC, SF Re, Allianz Climate Solutions and exclude virtual entities.

² Life & Health include Allianz Global Life VA business.
Diversity at Allianz Re
HIGHLY EXPERIENCE AND DIVERSE STAFF

**EMPLEYEOES IN NUMBERS**
Employees worldwide by year (in FTE)

- 2013: 357
- 2014: 356
- 2015: 352
- 2016: 350
- 2017: 352

**Diversity Facts**

- Internal workforce - employees from 37 countries.
- 31% of managerial positions held by women.
- Diverse management team: Functional Board (FB) with 7 members of 4 nationalities.
- Since 2011, the number of employees increased by 14% to support the global strategy of the business:
  - Maximize value of reinsurance purchased by Allianz Group
  - Target complementary and new business to diversify portfolio and foster growth
  - Optimize Group’s capital position through reinsurance
  - Manage volatility and monitor exposure
  - Free up additional capacity through Reinsurance Asset Management activities

**EMPLEYEOES BY ORIGIN**

- North & South America: 59%
- Germany: 20%
- Europe (w/o Germany): 18%
- Asia Pacific: 2%
- Others: 1%

Note: Excluding ACS and SFRE

dated as at 31.12.2017
What does it take to be a trusted partner?
WHY ALLIANZ RE?
Our Strategic Agenda

1. RI Pooling & Retro
2. Portfolio Analytics
3. Financial Management
4. 3rd Party Business
5. OE Growth
6. Run-off Management
7. Services
OUR BUSINESS
We organize ourselves based on the needs of our customers

Understanding **RISK** – Creating **VALUE**

**RESOLUTION MANAGEMENT**
- Managing run-off portfolios & legacy business

**REINSURANCE**
- P&C Treaty
- Agriculture Treaty
- Life & Health Treaty & Facultative
- Full range of products & services

**ADVISORY & SERVICES**
- Allianz Climate Solutions
- Cat Risk Management
- Group Insurance Management
- Business Development

Allianz Reinsurance – company presentation
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OUR CAPABILITIES
An established niche player for selected business lines and geographical markets

Client Focus
- Core clients and Products
- Strengthened client management teams
- Focus on understanding Clients’ needs

Global Product Offer
- P&C solutions customized to clients’ needs
- Globally operating specialty lines (Agri)

OUR CAPABILITIES

Stability and Consistency
- Striving for long-term client relationships
- Providing meaningful capacity over the cycle, backed by strong Allianz SE rating (S&P AA)

World-class Technical capabilities
- Top experts in Cat and pricing
- Underwriting expertise across business lines and specialty lines
OUR MARKET LEADING EXPERTISE

Knowing, understanding and managing risk

- Team developed since 2000
- Meteorologists, hydrologists, seismologists, and mathematicians who work on
  - knowing risks in insurance portfolios
  - understanding risks via appropriate hazard analysis
  - managing risks by means of risk pooling, traditional retrocession, or capital market solutions.
OUR MARKET LEADING EXPERTISE
Develop innovative solutions for evolving risk scenarios

- Team created in 2009
- Center of Competence for Agriculture in Allianz
- Assist in analysis of existing portfolio within Group and support product development
- Underwrite and grow existing portfolio of Third Party business
OUR GLOBAL NETWORK

Find out more about us here at www.allianzre.com
REINSURANCE - A GLOBAL BUSINESS

1. USA
   San Francisco
   Reinsurance (ARM US)
   – Allianz Resolution Management (ARM)™
   1465 North McDowell Blvd Ste 100
   Petaluma, CA 94954
   California, USA

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DISCLAIMER

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

Forward-looking statements
The statements contained herein may include prospects, 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. Actual results, performance or events may differ materially from those expressed or implied in such forward-looking statements. Such deviations may arise due to, without limitation, (i) changes of the general economic conditions and competitive situation, particularly in the Allianz Group's core business and core markets, (ii) performance of financial markets (particularly market volatility, liquidity and credit events) (iii) frequency and severity of insured loss events, including from natural catastrophes, and the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency levels, (vi) particularly in the banking business, the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the Euro/U.S. Dollar exchange rate, (ix) changes in laws and regulations, including tax regulations, (x) the impact of acquisitions, including related integration issues, and reorganization measures, and (xi) 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 or forward-looking statement contained herein, save for any information required to be disclosed by law.