

12M 2018 RESULTS UPDATE

BRIEFING February 2019

This document summarizes the financial results for the full year 2018 ('12M 2018') for Allianz Global Corporate & Specialty (AGCS), as well as for Allianz Group, both of which were announced on February 15, 2019.

FURTHER INFORMATION

Full details of Allianz Group results for 12M 2018, including the analysts' presentation, are available at Allianz Group's Investor Relations [web pages](#).

¹ Specifically, Allianz Global Corporate & Specialty SE, Allianz Risk Transfer AG, Allianz Risk Transfer (Bermuda) Ltd., Allianz Global Corporate & Specialty North America (legal names Allianz Global Risks US Insurance Company, Allianz Underwriting Insurance and AGCS Marine Insurance Company), Fireman's Fund Insurance Company and subsidiaries, AGCS Japan (legal name Allianz Fire and Marine Insurance Japan Ltd.), AGCS Re Brazil (legal name Allianz Global Corporate & Specialty Resseguros Brasil S.A.) and Allianz Global Corporate & Specialty South Africa Ltd..

1. ALLIANZ GROUP RESULTS 12M 2018

Allianz Group had a successful year in 2018 meeting its performance targets in all segments and maintaining a high level of capital strength.

For the full year 2018, **total revenues** of Allianz Group grew 3.5% to €130.6 billion (12M 2017: €126.1 billion). **Internal revenue growth**, which adjusts for currency and consolidation effects, amounted to 6.1%. **Operating profit** increased 3.7% to €11.5 billion (12M 2017: €11.1 billion), which is the highest in Allianz's history and mostly attributable to the Property-Casualty and the Asset Management business segments. **Net income attributable to shareholders** increased to €7.5 billion (12M 2017: €6.8 billion). Allianz maintained a strong capitalization, with the **Solvency II capitalization ratio** of 229% at year-end 2018 unchanged compared to 2017.

In the **Property-Casualty** business, **gross premium written** amounted to €53.6 billion (12M 2017: €52.3 billion). **Internal revenue growth** totaled 5.7%, driven by AGCS, Allianz Germany, and Allianz Partners. **Operating profit** rose by 13.3% to €5.7 billion (12M 2017: €5.1 billion). The **combined ratio** improved by 1.2 percentage points to 94.0% (12M 2017: 95.2%).

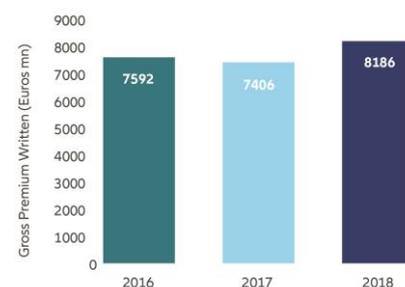
In the **Life and Health** insurance business, the **present value of new business premiums** increased to €58.5 billion (12M 2017: €55.5 billion). **Operating profit** decreased to €4.2 billion (12M 2017: €4.4 billion).

In **Asset Management**, **third-party assets under management** decreased by €12 billion to €1,436 billion (12M 2017: €1,448 billion). **Operating profit** rose 3.7% to €2.5 billion (12M 2017: €2.4 billion).

2. AGCS¹ RESULTS 12M 2018

AGCS **gross premium written** for 12M 2018 grew to €8.186 billion (12M 2017: €7.406 billion), which is a significant rise of €780 million year on year. The premium growth is mainly driven by AGCS's fronting business as well as growth in several Corporate Lines of Business, in particular MidCorporate and Liability. AGCS is targeting €1 billion in new premiums through more than 20 growth initiatives by end 2019.

AGCS GROSS PREMIUM WRITTEN 12M 2016-18



AGCS **combined ratio** for 12M 2018 stands at 101.5% (2017: 105.2%) reflecting a significant number of smaller 'Cat' claims, a higher volume and average size of large industry losses and also an increased number of mid-sized losses. Despite relatively high claims levels in 2018, the combined ratio is 3.8 percentage points better than prior year, reflecting the exceptional loss environment of 2017 with its peak natural catastrophe losses. The improvement is also driven by a better expense ratio resulting from productivity improvements across the business.

Operating profit reached €282 million for 12M 2018 (12M 2017: €156 million), increasing by €126 million compared to prior year.

SOLVENCY RATIOS*

AGCS shows solid local solvency ratios as of Q4 2018*, which are listed below for the primary operating companies.

| | |
|----------------|------|
| AGCS SE | 169% |
| AGCS NA | 337% |
| ART AG | 133% |

*Solvency ratios not yet audited.

**S&P and A.M. Best ratings for ART AG and ART Bermuda.

Results for Q1 2019 for Allianz Group and Allianz Global Corporate & Specialty will be available on May 14, 2019. For further details please see Allianz Group's [Investor Relations](#) website pages.

AGCS RATINGS (showing date rating published)

| AGCS Company | Standard & Poor's | A. M. Best |
|-------------------|----------------------------------|---------------|
| AGCS SE | AA (Jun 18) | A+ (Aug 18) |
| AGCS NA | AA (Jun 18) | A+ (Aug 18) |
| FFIC | AA (Jun 18) | A+ (Aug 18) |
| ART** | AA- (Jun 18) | A+ (Aug 18) |
| AGCS Japan | AA (Jun 18) | (N/A) |
| AGCS Re Brazil | (N/A) | A+ (Aug 2018) |
| AGCS South Africa | BB+ global; zaAA+ local (Jun 18) | (N/A) |

For Q4 2018, no rating updates are to be reported.

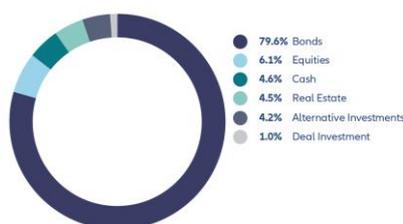
ASSET ALLOCATION & INVESTMENTS

In Q4 2018 the *market value* of our total invested assets, excluding strategic participations, remained stable at a value of €13.0 billion (Q3 2018: €13.0 billion).

In the current low yield environment, AGCS continues to focus its *investment strategy* on portfolio diversification across high quality liquid assets, and on yield enhancing measures within well-defined risk limits.

Total assets continue to be primarily invested in interest-bearing securities (bonds). The *cash quota* in Q4 2018 increased slightly to 4.6% (Q3 2018: 4.3%).

AGCS ASSET ALLOCATION 12M 2018



CLAIRE-MARIE COSTE-LEPOUTRE TO BECOME NEW CFO AT AGCS

As announced on January 17, 2019, *Claire-Marie Coste-Lepoutre* will become new *Chief Financial Officer* (CFO) and Board Member of AGCS in Munich, as of March 1, 2019, subject to regulatory approval. She will succeed current AGCS CFO *Nina Klingspor*, who will become *Chief Executive Officer* of Allianz Germany's private health insurer *Allianz Private Krankenversicherung* and a Member of the Board of Management of Allianz Germany, with effect from April 1, 2019.



Nina Klingspor (pictured left), Claire-Marie Coste-Lepoutre.

Coste-Lepoutre has been CFO of Allianz Benelux since September 2015. Prior to that, she was Head of the CFO Office of the Allianz Group and subsequently led the business unit of Allianz SE for France, Benelux and Africa. She held several positions in the reinsurance industry and worked as an associate partner for McKinsey & Company before joining Allianz in 2011.

NEW AGCS REINSURANCE BRANCH IN MUMBAI, INDIA

AGCS has continued its geographic expansion in Asia and opened a new reinsurance branch in Mumbai, India, in



January 2019. *CB Murali* has assumed the role of *CEO of AGCS India*. The new reinsurance branch allows AGCS to further enhance its presence across Asia

Pacific to capitalize on growth opportunities in the Indian market and better serve global corporate clients with business interests in the country. AGCS is no stranger to India, having worked closely with Bajaj Allianz and its Global Risks division since 2013.

CONTACT US

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