



# QUARTERLY FINANCIAL STATEMENTS AS AT 30 JUNE 2010

Media conference

4 August 2010

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Torsten Jeworrek

## Agenda

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## Overview

**Strong result considering the high amount of losses**  
**Profit target remains ambitious, but within reach**

Munich Re (Group)		
<b>Strong net result of €1,194m in Q1–2 2010</b> Investment result mitigating high amount of losses	<b>Strategy proves effective in difficult environment</b> 2010 profit target remains ambitious, but within reach	<b>Extremely large losses illustrate role of risk transfer</b> Stabiliser for companies and economies – Driver for new developments
Reinsurance	Primary insurance	Munich Health
<b>Result burdened by significant losses</b> Combined ratio: 106.4% <sup>1</sup> Renewals in P-C preserve good profitability	<b>Good operating performance</b> "New ERGO" brand positioning off to a good start – Pleasing response	<b>Q2 2010 shows improved financial development</b> Consolidation of activities in order to strengthen sustainable earnings generation well underway

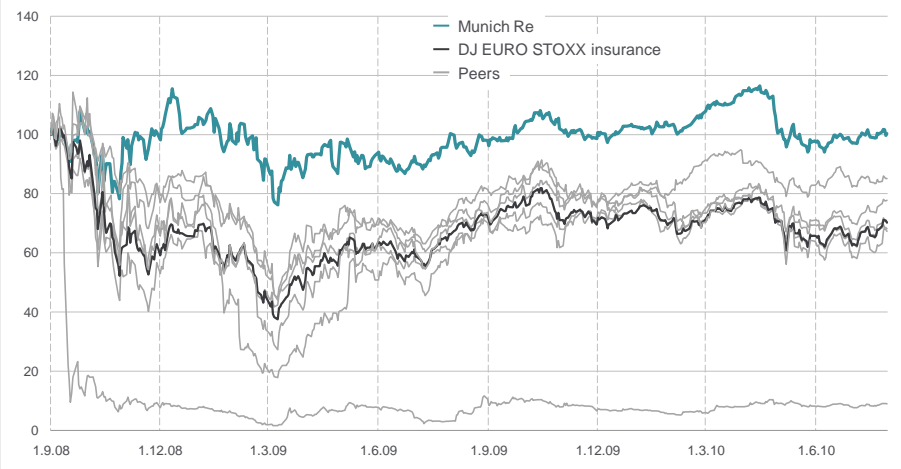
<sup>1</sup> Property-casualty.

Overview

Long-term shareholders benefit from risk-conscious strategy



Stock price development 1 September 2008 – 31 July 2010 (Index, 1 September 2008 =100)



Peers: AIG, Allianz, AXA, Generali, Swiss Re, ZFS.  
Source: Datastream (as at 31.7.2010)

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## The Group – Overview

Strong financial development based on high investment result and recovering primary insurance business

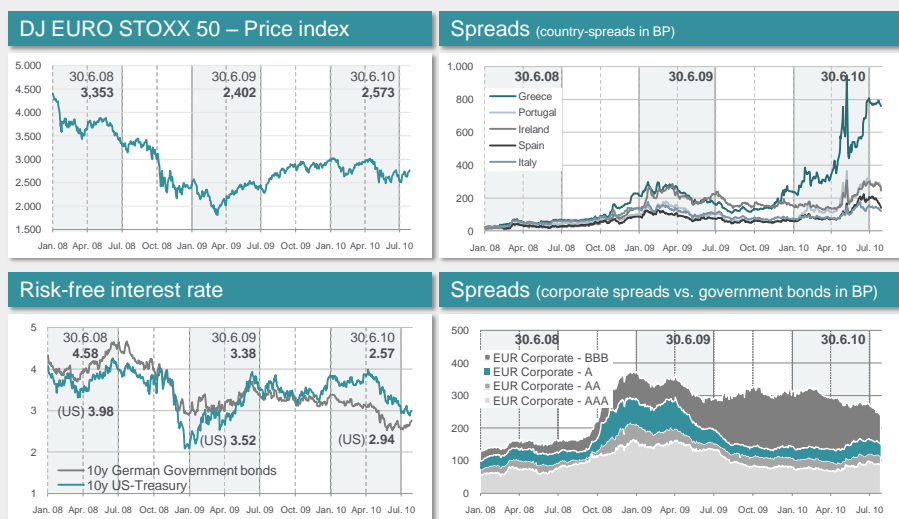


GROUP Gross premiums written	GROUP Operating result	GROUP Consolidated result
€m	€m	€m
Q1–2 2009 20,693	Q1–2 2009 2,109	Q1–2 2009 1,134
Q1–2 2010 22,613	Q1–2 2010 2,218	Q1–2 2010 1,194
Substantial organic growth in life reinsurance and Munich Health	Investment result offsets impact of major claims on technical result	At 13.2%, RORAC close to sustained result target
REINSURANCE Consolidated result	PRIMARY INSURANCE Consolidated result	MUNICH HEALTH Consolidated result
€m	€m	€m
Q1–2 2009 1,309	Q1–2 2009 1	Q1–2 2009 –8
Q1–2 2010 1,057	Q1–2 2010 293	Q1–2 2010 16
Life strongly improved, P-C reflects high claims activity	Positive earnings trend continues	Increased operating result strained by negative FX impact

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## The Group – Market environment

Index and interest-rate development



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The Group – Premium development

## Strong FX contribution in addition to organic growth in life reinsurance and Munich Health

Munich RE

€m	
Gross premiums written Q1–2 2009	20,693
Foreign-exchange effects	725
Divestment/Investment	149
Organic change	1,046
<b>Gross premiums written Q1–2 2010</b>	<b>22,613</b>

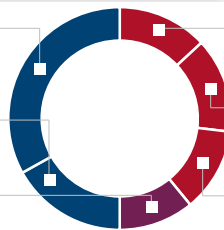
- Overall positive FX development of almost all major currencies
- HSB acquisition: First-time consolidation as from Q2 2009
- Large-volume deals predominately included as from Q2 2009

### Breakdown by segment (consolidated)

**Reinsurance**  
Property-casualty  
**7,480 (33%)**  
(▲ –2.1%)

**Reinsurance**  
Life: **3,825 (17%)**  
(▲ 30.9%)

**Munich Health**  
**2,468 (11%)**  
(▲ 43.3%)



**Primary insurance**  
Property-casualty  
**2,961 (13%)**  
(▲ 7.0%)

**Primary insurance**  
Life: **3,123 (14%)**  
(▲ 3.0%)

Total premiums: 4,152 (▲ 9.0%)

**Primary insurance**  
Health Germany: **2,756 (12%)**  
(▲ 5.7%)

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The Group – Operating and consolidated result

## Strongly increased contribution of primary insurance to Group earnings

Munich RE

€m	Q1–2 2009	Q1–2 2010	Operating result	Consolidated result
Reinsurance Life	339	509		234
Reinsurance Property-casualty	1,617	1,188		1,075
<b>Reinsurance Subtotal</b>	<b>1,956</b>	<b>1,697</b>		<b>1,309</b>
Primary insurance Life	10	196		–57
Primary insurance Health	92	80		8
Primary insurance Property-casualty	174	351		50
<b>Primary insurance Subtotal</b>	<b>276</b>	<b>627</b>		<b>1</b>
<b>Munich Health</b>	<b>56</b>	<b>60</b>		<b>–8</b>
<b>Munich Re (Group)</b>	<b>2,109</b>	<b>2,218</b>		<b>1,134</b>
				<b>1,194</b>

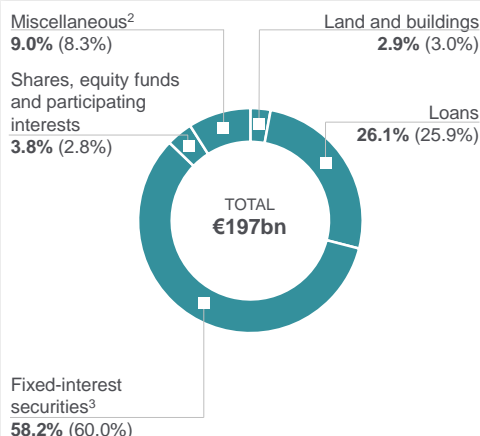
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The Group – Investments

## Active asset management on the basis of a well-diversified investment portfolio

Munich RE 

### Investment portfolio<sup>1</sup>

<sup>1</sup> Fair values as at 30.6.2010 (31.12.2009).<sup>2</sup> Deposits retained on assumed reinsurance, investments for unit-linked life insurance, deposits with banks, investment funds (bond, property).<sup>3</sup> Categories "available for sale", "held to maturity" and "at fair value".

### Active portfolio management

#### Fixed income

- Reallocation of credit exposure (mainly Pfandbriefe, corporate and weaker government bonds) thereby realising disposal gains
- Duration lengthening proves beneficial as yields sharply declined
- FX impact also contributes to a significant increase in market value

#### Equities

- Gradual expansion of gross equity exposure
- Simultaneously strengthening hedging position: Net equity exposure decreased to 2.5% (31.3.2010: 3.1%)

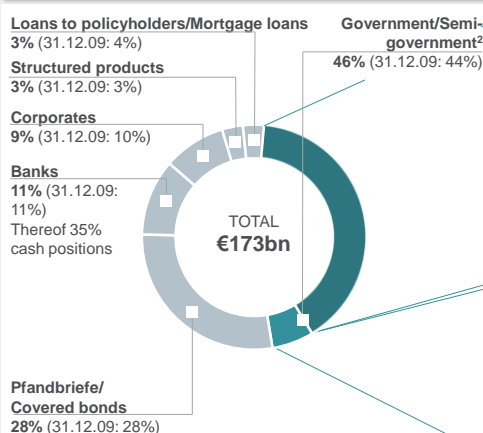
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Munich Re (Group) – Investments – Fixed-income portfolio

## Emphasis on highly rated risks – Slightly reduced exposure to weaker sovereigns

Munich RE 

### Fixed-income portfolio<sup>1</sup>

<sup>1</sup> Incl. loans, parts of other securities, other investments and cash positions. Fair values.<sup>2</sup> Thereof 10% inflation-linked bonds. <sup>3</sup> Differences between totals possible due to rounding.<sup>4</sup> P/H = policyholder. Economic view – not fully comparable with IFRS figures. As at 30 June 2010.

### Governments per country<sup>2</sup>

In % of total government exposure			
	Without P/H <sup>4</sup> participation	With P/H <sup>4</sup> participation	Total
Germany	8	25	33
US	16	0	16
Canada	7	0	7
UK	5	1	6
France	5	1	6
Austria	1	2	3
Other	10	5	15
<b>Total<sup>3</sup></b>	<b>52%</b>	<b>34%</b>	<b>86%</b>
"PIIGS"			
	Without P/H <sup>4</sup> participation	With P/H <sup>4</sup> participation	Total
Italy	4	2	6
Greece	1	1	2
Spain	1	1	2
Ireland	1	2	3
Portugal	0	1	1
<b>Total<sup>3</sup></b>	<b>7%</b>	<b>7%</b>	<b>14%</b>

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## The Group – Investment result

## Strongly improved investment result driven by high disposal gains and write-ups



- Regular income: Gradual decrease as a consequence of lower reinvestment rates – increase in absolute terms due to higher asset base
- Write-ups/write-downs: Write-ups on swaptions and interest rate futures as a result of declined interest levels, in addition to lower write-downs on equities
- Gains on disposal: High contribution from Pfandbriefe, corporate and government bonds benefiting from significantly decreased yields and spreads

	€m	Q1–2 2010	Return <sup>1</sup>	€m	Q1–2 2009	Return <sup>1</sup>
Regular income	3,918		4.1%	3,776		4.2%
Write-ups/write-downs of investments	304		0.3%	–667		–0.7%
Gains/losses on the disposal of investments	1,047		1.1%	639		0.7%
Other income/expenses	–191		–0.2%	–193		–0.2%
<b>Investment result</b>	<b>5,078</b>		<b>5.3%<sup>2</sup></b>	<b>3,555</b>		<b>4.0%<sup>2</sup></b>

**High RoI<sup>1</sup> of 5.3% not sustainable in the remainder of the year**

<sup>1</sup> Return on quarterly weighted investments (market values) in % p.a.

<sup>2</sup> Total return on investment Q1–2 2010 (incl. change in on- and off-balance-sheet reserves): 8.7% (3.5%).

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## The Group – Capitalisation

## Substantial increase in shareholders' equity despite capital repatriation in Q1–2 2010



€m	Q1–2	Change Q2
Equity 31.12.2009	22,278	–
Consolidated result	1,194	709
<b>Changes</b>		
Dividend	–1,072	–1,072
Unrealised gains/losses	561	202
Exchange rates	1,512	989
Share buy-backs	–733	–290
Other	9	21
<b>Equity 30.6.2010</b>	<b>23,749</b>	<b>559</b>

**Unrealised gains/losses**

Increase due to falling risk-free rates and spreads offsetting decrease from equities

**Share buy-backs**

In July 2010, shares for further €93m were repurchased

**Exchange rates**

Favourable FX development mainly attributable to strong US\$

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Strong top-line growth fuelled by large deals

Gross premiums written

€m	
Q1–2 2009	1,821
Q1–2 2010	2,555
Major reinsurance treaties result in significant growth	

Investment result

€m	
Q1–2 2009	63
Q1–2 2010	89
Rising, but reduced return on investments apparent	

Technical result

€m	
Q1–2 2009	31
Q1–2 2010	17
At 100.4%, combined ratio impacted by start-up costs	

Operating result

€m	
Q1–2 2009	56
Q1–2 2010	60
Slightly improved despite FX effects	

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Summary and outlook



## Primary insurance – Overview

## Primary insurance in Q2 with very good operating result – goodwill impairments well affordable



## Gross premiums written

€m

Q1–2 2009 8,419

Q1–2 2010 8,866

Growth in all segments

Investment result<sup>1</sup>

€m

Q1–2 2009 1,829

Q1–2 2010 3,060

Significantly lower write-downs and disposal losses

## Combined ratio property-casualty

%

Q1–2 2009 94,7

Q1–2 2010 96,6

Difficult environment and weather-related claims internationally – ratio in Germany at 91.0%

## Consolidated result

€m

Q1–2 2009 1

Q1–2 2010 293

Goodwill impairment with negative effect of €109m on consolidated result

<sup>1</sup> Investment result incl. unrealised gains/losses from investments in unit-linked life insurance; thereof unit-linked business: €91m in Q1–2 2010 (€129m in Q1–2 2009).

## Primary insurance – Premium development

## Growth in all segments



€m

Gross premiums written Q1–2 2009 8,419

Foreign-exchange effects 81

Divestment/Investment 0

Organic change 366

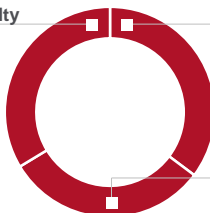
Gross premiums written Q1–2 2010 8,866

Breakdown by segment (segmental, not consolidated)

Property-casualty 2,983 (34%) (▲ 7.5%)

Life 3,123 (35%) (▲ 3.0%)

Health Germany 2,760 (31%) (▲ 5.6%)



- Life business grows in Germany and abroad
- German health previous-year figures adjusted for international business; good growth also due to rate increases
- German property-casualty business grows at above market rate, especially in commercial/industrial

## Total premiums life:

- IFRS premiums €3,123m (▲ 3.0%)
- Savings component of unit-linked and capitalisation products €1,029m (▲ 32.3%)
- Total premiums €4,152m (▲ 9.0%)<sup>1</sup>**

<sup>1</sup> Total premiums German life Q1–2 2010: €3,096m, 7.9%.

Primary insurance – Life – New business

## ERGO new business life insurance (statutory premiums)

Munich RE

Total				
€m	Total	Regular premiums	Single premiums	APE <sup>1</sup>
Q1–2 2009	1,218	241	977	339
Q1–2 2010	1,606	223	1,383	361
Δ	31.9%	–7.5%	41.6%	6.5%

## Comments

## Germany

- Trend away from regular premiums and towards single premiums goes on
- Annuities with double-digit growth
- Total new business (regular premiums plus single premiums) grows by 35.4%

## International

- Strong growth in Poland especially via UniCredit cooperation
- Good growth in Belgium (APE +17.3%)

Germany				
€m	Total	Regular premiums	Single premiums	APE <sup>1</sup>
Q1–2 2009	807	159	648	224
Q1–2 2010	1,093	151	942	245
Δ	35.4%	–5.0%	45.4%	9.4%

## International

€m	Total	Regular premiums	Single premiums	APE <sup>1</sup>
Q1–2 2009	411	82	329	115
Q1–2 2010	513	72	441	116
Δ	24.8%	–12.2%	34.0%	0.9%

<sup>1</sup> Annual premium equivalent (APE = regular premiums + 10% single premiums).

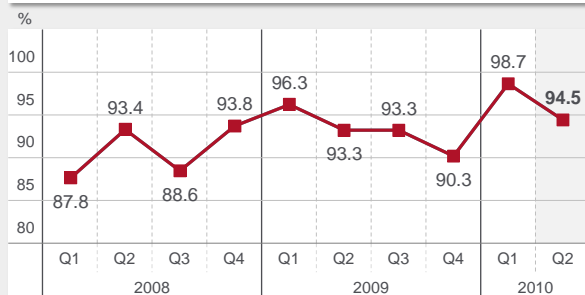
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Primary insurance – Combined ratio property-casualty

## Weather-related claims put pressure on combined ratio

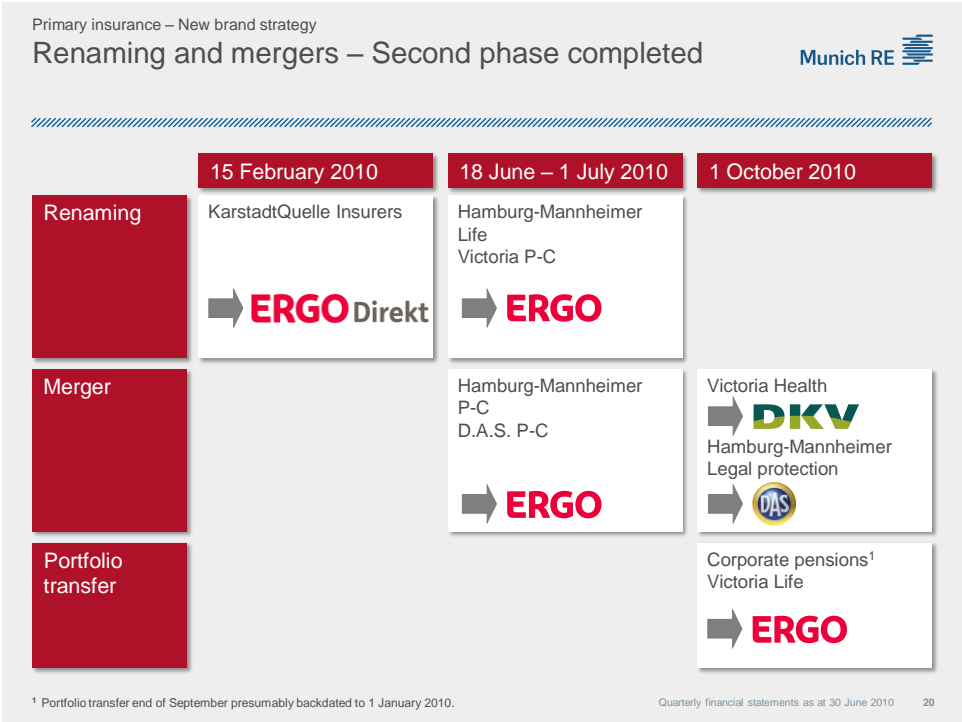
Munich RE

%		Loss ratio	Expense ratio
2008	90.9	58.4	32.5
2009	93.2	60.3	32.9
Q1–2 2008	90.7	58.0	32.7
Q1–2 2009	94.7	61.9	32.8
Q1–2 2010	96.6	63.4	33.2



- German business with good ratio of 91.0% (90.4%); expense ratio down on previous year
- International business with higher ratio of 105.4% (102.4%)
- Strong winter and flood losses in Poland
- Difficult earnings situation in Turkish motor business


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Primary insurance – New brand strategy  
Comprehensive communication on the rebranding




Customer information




- Information for 7.5 million customers on the changes regarding the risk carriers
- Information of an additional 8 million customers via flyers etc.
- Changeover of 2,130 documents, printing 16.2 million brochures

Internet



- More than 17,000 web pages adjusted
- 3,200 mobile web portals of agents, 120 portals and special interest websites migrated or created
- Monthly online newsletter to 100,000 recipients
- Over 100 computer types, forms and service functions adjusted

Exterior branding



Rebranding within 4 weeks:

- Complete equipment for over 10,000 agents
- 1,740 outlets
- 120 large logos and advertisements

Primary insurance – New brand strategy  
360° campaign ensures high level of attention for the new brand



Primary insurance – New brand strategy

Campaign with the claim “To insure is to understand”



## Agenda



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Primary insurance

**Reinsurance**

Summary and outlook

## Reinsurance – Overview

## Improved result in life reinsurance partly compensates for high losses in property-casualty



## Gross premiums written

€m

Q1–2 2009 10,909

Q1–2 2010 11,567

Favourable FX contribution and positive effect from HSB acquisition

## Investment result

€m

Q1–2 2009 1,962

Q1–2 2010 2,157

Higher regular income, increased disposal gains and lower write-downs

## Technical result

€m

Q1–2 2009 598

Q1–2 2010 448

Exceptionally high claims activity partially compensated for by higher result of life reins.

## Operating result

€m

Q1–2 2009 1,956

Q1–2 2010 1,697

Strong investment result leads to acceptable operating result

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## Reinsurance – Premium development

## Favourable FX contribution as main driver of premium growth



€m

Gross premiums written Q1–2 2009 10,909

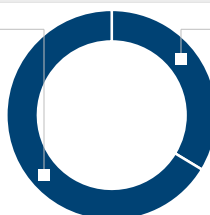
Foreign-exchange effects 491

Divestment/Investment 149

Organic change 18

Gross premiums written Q1–2 2010 11,567

- Clearly positive FX effects
- Premium income growth through acquisition of HSB
- Organic growth mainly from quota share deals in life

Breakdown by segment  
(segmental, not consolidated)Property-casualty  
7,676 (66.4%)  
(▲ –1.8%)Life  
3,891 (33.6%)  
(▲ 26.0%)

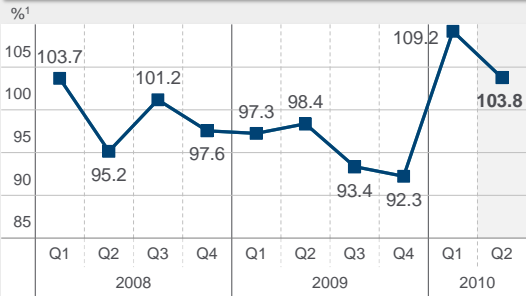
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Reinsurance – Combined ratio property-casualty

Combined ratio reflects exceptionally high major losses in Q1–2 2010



%	■ Loss ratio (Thereof nat cat/Thereof man-made)		■ Expense ratio
2008	99.4	69.6 (6.2/5.0)	29.8
2009	95.3	65.7 (1.4/6.9)	29.6
Q1–2 2008	99.5	71.3 (6.6/5.5)	28.2
Q1–2 2009	97.9	71.0 (3.5/6.5)	26.9
Q1–2 2010	106.4	76.2 (12.8/6.8)	30.2



- Major losses in Q1–2 2010 (€1,359m) well above 5-year average (€762m)
- Nat cat losses in Q1–2 2010 (€889m) clearly exceed 5-year average (€430m)
- Man-made losses of €470m in Q1–2 2010 also clearly above 5-year average (€332m)
- Expense ratio: Inclusion of HSB with a structurally higher expense ratio and increased commissions

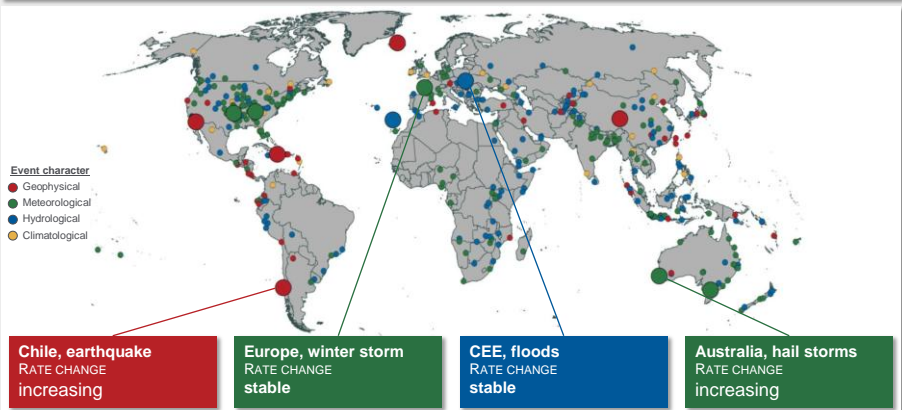
<sup>1</sup> Incl. credit and overhead costs.

Reinsurance – Natural catastrophes

Accumulation of natural catastrophes in first half-year



Natural catastrophes Q1–2 2010<sup>1</sup>



Material price increases in loss-affected markets – currently no impact on global reinsurance prices expected

<sup>1</sup> Source: Munich Re Geo Risks Research, NatCatSERVICE (as at July 2010).

Reinsurance – Deepwater Horizon

More stringent standards to be expected – Insurance is important and contributes to better economic assessment



Deepwater Horizon explosion



- Total burden: Low triple-digit million euro amount  
Thereof property loss: €60m
- Liability amount still unclear

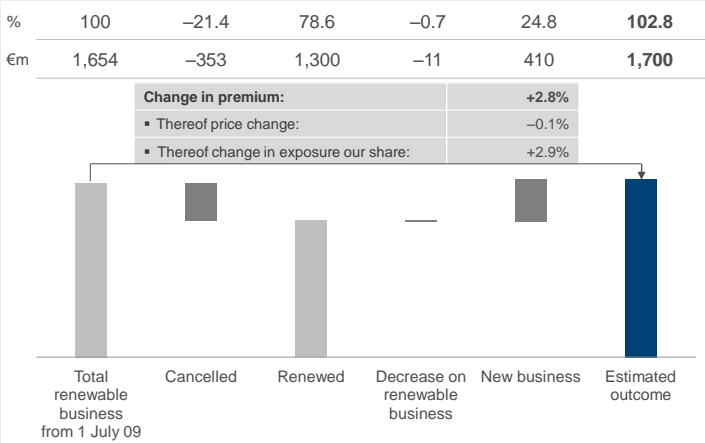
- Marked price increases for offshore energy risks foreseeable
- Review of accumulation effects with complex risks

- Tightened standards, higher liabilities for deep sea drilling to be expected
- Insurance contributes to better economic assessment of the risks

Munich Re prepared to assume risks with high safety standards and clear liability responsibilities

Reinsurance – July renewals

Maintaining of profitability while expanding volumes



- Market environment**
- Significant renewal for markets in North America, Australia and Latin America
  - Overall trends largely unchanged
- Munich Re portfolio**
- Approx. 16% of total P-C treaty book up for renewal in July
  - Portfolio profitability remains at technically attractive level
  - Slight expansion of casualty (esp. motor business in attractive markets); share of property largely unchanged
  - Resilient price trend supported by geographical diversification

Consistent cycle management as clear bottom-line focus prevails



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Summary and outlook  
Summary



**Extremely large losses illustrate the increasing complexity of risks**  
Munich Re's know-how-driven business model proves effective

**New technologies entail risk and progress**  
Insurance contributes to managing and minimising risks

**ERGO's realignment is the key to future success**  
The focus is on the client – Very positive response from clients and staff

## Summary and outlook

## Outlook 2010 – Munich Re to continue to place high emphasis on sustainable earnings



### Munich Re (Group)

#### RoRAC

Target of 15% after tax over-the-cycle to stand

#### CAPITAL REPATRIATION

Continuation of share buy-back programme of up to €1bn until AGM 2011<sup>3</sup>

#### GROSS PREMIUMS WRITTEN

€44–46bn<sup>1</sup>  
(prev. €43–45bn)

#### NET INCOME

Achievement of net income >€2.0bn remains ambitious<sup>2</sup>, but within reach

#### RETURN ON INVESTMENT

Slightly above 4%  
(prev. < 4%)  
High RoI in Q1–2 2010 not sustainable in the remainder of the year

### Reinsurance

#### COMBINED RATIO P-C

Target: 97% over-the-cycle  
In 2010 hardly achievable

### Primary insurance

#### COMBINED RATIO P-C

Target: < 95%

### Munich Health

#### GROSS PREMIUMS WRITTEN

~€5bn

<sup>1</sup> Thereof €23–24bn in reinsurance, €17–18bn in primary insurance and approx. €5bn in Munich Health (all on basis of segmental figures).

<sup>2</sup> Net income target subject to normal claims development and strong investment results in the remainder of the year 2010.

<sup>3</sup> Until end of July, Munich Re had repurchased own shares amounting to €207m.

## Disclaimer



This presentation contains forward-looking statements that are based on current assumptions and forecasts of the management of Munich Re. Known and unknown risks, uncertainties and other factors could lead to material differences between the forward-looking statements given here and the actual development, in particular the results, financial situation and performance of our Company. The Company assumes no liability to update these forward-looking statements or to conform them to future events or developments.

### Note regarding the presentation of the previous year's figures

- For the new reporting format in connection with the first-time application of IFRS 8 "Operating Segments" as at 1 January 2009, several prior-year figures have been adjusted in the income statement.
- For the sake of better comprehensibility and readability, we have refrained from adding the footnote "Previous year's figures adjusted owing to first-time application of IFRS 8" to every slide.
- For details and background information on IFRS 8, please read the presentation "How does Munich Re apply the accounting standard IFRS 8 'Operating Segments'?" on Munich Re's website (<http://www.munichre.com/en/ir/service/faq/default.aspx>).
- On 30 September 2008, through its subsidiary ERGO Austria International AG, Munich Re increased its stake in Bank Austria Creditanstalt Versicherung AG (BACAV) and included it in the consolidated group. The figures disclosed at the time of first consolidation were of a provisional nature. Therefore, several previous year figures have been adjusted in order to complete the initial accounting for a business combination (IFRS 3.62).
- Previous year figures also adjusted according to IAS 8.