



# PRELIMINARY KEY FIGURES 2010 AND RENEWALS

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Preliminary key figures 2010

Sound financial development allowing for increased dividend and continuation of share buy-back



Munich Re (Group)		
<p><b>Pleasant net result of €2.43bn in 2010</b> Annualised RoRaC of 13.5% Proposed dividend for 2010 €6.25 per share (prev. €5.75)</p>	<p><b>Shareholders' equity further strengthened to €23.0bn</b> Current share buy-back programme on track<sup>1</sup> – will be continued with €500m post AGM 2011</p>	<p><b>High investment result</b> RoI of ~4.5% in 2010 based on high disposal gains – portfolio and duration management proved beneficial</p>
Reinsurance	Primary insurance	Munich Health
<p><b>Despite significant claims remaining the fundament of earnings power</b> High claims burden in p-c leading to combined ratio of 100.5% (Q4: 96.0%)</p>	<p><b>Positive trend confirmed</b> Good consolidated ERGO result of €355m in 2010 (in Q4 standalone: €54m)</p>	<p><b>Consolidation process well on track</b> Strong premium growth and resilient operating result</p>

<sup>1</sup> As at 31 January 2011, €752m completed since AGM in April 2010.

Preliminary key figures 2010

Increased earnings outlook achieved



€bn	Q1-4 2010	Q1-4 2009 <sup>1</sup>	Q4 2010	Q4 2009 <sup>1</sup>
Gross premiums written	45.5	41.4	11.5	10.4
Reinsurance <sup>2</sup>	23.6	21.8	6.0	5.3
Primary insurance <sup>2</sup>	17.5	16.6	4.3	4.3
Munich Health <sup>2</sup>	5.1	4.0	1.3	1.1
Investment result	8.6	7.9	1.4	2.1
Consolidated result	2.43	2.56	0.48	0.78
Reinsurance <sup>2</sup>	2.10	2.58	0.44	0.71
Primary insurance <sup>2</sup>	0.66	0.37	0.22	0.27
Munich Health <sup>2</sup>	0.06	0.03	0.01	0.03
Combined ratio reinsurance (%) <sup>3</sup>	100.5	95.3	96.0	92.3
Combined ratio primary insurance (%)	96.8	93.2	100.4	90.3
Combined ratio Munich Health (%)	99.7	99.4	100.0	99.8
Dividend per share (€)	6.25	5.75		
Shareholders' equity (as per balance-sheet date) <sup>4</sup>	23.0	22.3		
Total investments (as per balance-sheet date)	193.1	182.2		

<sup>1</sup> Previous year's figures adjusted owing to first-time recognition of Munich Health as a separate segment.

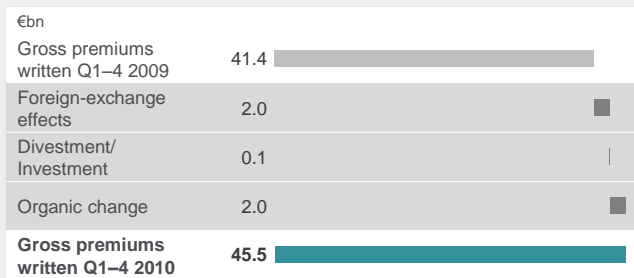
<sup>2</sup> Segmental figures, before elimination of intra-Group transactions across segments.

<sup>3</sup> Thereof major losses of 15.7% (8.3% in 2009) after net run-off gains of 0.7%.

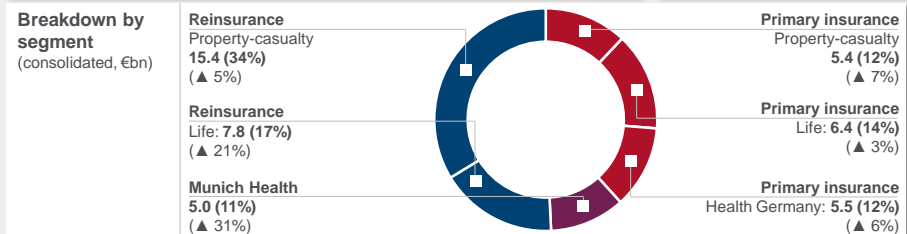
<sup>4</sup> Including share buy-back (€0.3bn in Q4) and increase of unrealised gains/losses on fixed-interest securities (to €1.3bn).

Preliminary key figures 2010 – Premium development

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

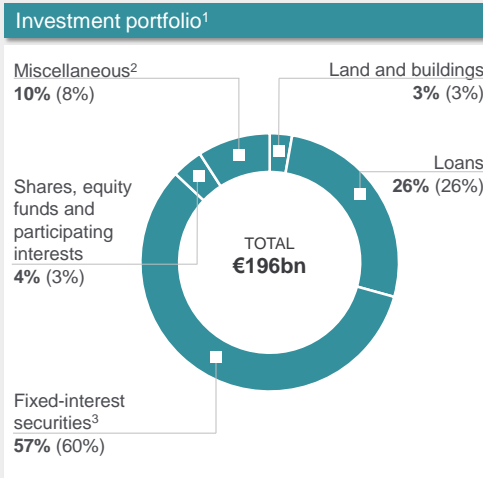


- Positive FX development (mainly US\$, Can\$, AU\$)
- HSB acquisition: First-time consolidation as from Q2 2009
- Large-volume deals<sup>1</sup> predominately included as from Q2 2009
- ERGO: Organic growth in all segments



<sup>1</sup> Reinsurance life and Munich Health.

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



**Investment result Q1–4 2010**

	€bn
Regular income	7.7
Write-ups/write-downs of investments	-0.4
Gains/losses on the disposal of investments	1.6
Other income/expenses	-0.3
<b>Investment result</b>	<b>8.6</b>
<b>2009</b>	<b>7.9</b>

- Write-downs: Sharp yield increase in Q4 negatively affecting interest-rate derivatives
- Gains on disposal: High contribution from sale of corporate, government and covered bonds mainly in Q1–3 2010

<sup>1</sup> Fair values as at 31.12.2010 (31.12.2009).  
<sup>2</sup> Deposits retained on assumed reinsurance, investments for unit-linked life, deposits with banks, investment funds (bond, property), held for trading derivatives with non-fixed-interest underlying and tangible assets in renewable energies.  
<sup>3</sup> Categories "available for sale", "held to maturity" and "at fair value".

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Preliminary key figures 2010

**Renewals in property-casualty reinsurance**

Summary

Renewals in property-casualty reinsurance – Market environment

### Ongoing competitive market environment with varied trends per segment and market



#### Market environment

- High level of capital in the (re)insurance sector – Capital base artificially increased due to valuation of bond portfolio (low interest-rate environment)
- Overall, continued softening of prices on primary as well as reinsurance markets
- Exceptions in few individual segments and/or markets with recent major loss experience
- Low interest-rate environment with negligible influence on price development

#### Competitors Supply ↑

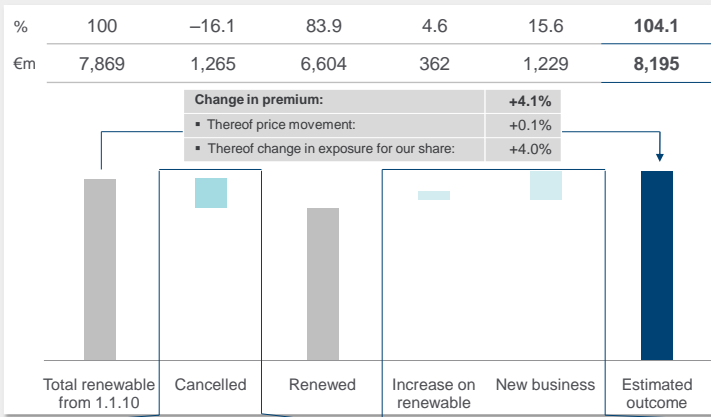
- Abundant capacity provided and thus no constraints in all lines of business
- Ongoing competitive environment, however, in general disciplined behaviour of reinsurers
- In selected segments, some reinsurers apply top-line driven growth strategy

#### Clients Demand →

- Pressure on reinsurance budgets due to price decreases in the insurance sector
- Seek for solvency relief observable especially in growth markets

Renewals in property-casualty reinsurance

### Total book – Cycle-management-driven decrease overcompensated by strategic growth opportunities



- #### Fragmentation of reinsurance market intensifies
- Competitive pressure in commodity business continues
  - Demand in know-how-intensive areas exceeds supply
  - As a consequence, providers of tailor-made solutions can partially decouple from the cycle and maintain profitability

- #### Strict cycle management
- Ample reinsurance capacity putting pressure on prices for pure commodity business
  - Conscious reduction of unprofitable business
  - Bottom-line orientation prevails

- #### Leveraging Munich Re's competitive advantage
- Growth in business that is not freely available on the market
  - Munich Re's access to this business is based on the unique combination of solution-oriented long-term client relationships and high underwriting sophistication

Renewals in property-casualty reinsurance

Concrete initiatives – Successful active portfolio management



Decrease	Examples		
Strict cancellation of unprofitable business	Motor (proportional)	~€40m	Netherlands
	Property	~€50m	US XL
	Casualty	~€35m	US XL
	Fire (proportional)	~€25m	Germany
Selective growth	Examples		
Strategic growth	Strategic business expansion	~€260m	Strong price increases in recovering markets (UK motor)
	Implementation of client-specific worldwide reinsurance programs	~70m	
Growth with tailor-made structured solutions	Quota share deals	~€500m	Mainly in Asia and Agro

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Preliminary key figures 2009

Renewals in property-casualty reinsurance

Summary

Summary

## Munich Re to continue to place high emphasis on sustainable earnings



### Key takeaways

Resilient earnings in a challenging environment with high claims activity and low capital market yields

Pleasing development at the January renewals based on strict bottom-line orientation in tandem with profitable strategic and opportunistic growth

Solid capitalisation and good operating performance enable increase of dividend to €6.25 per share and continuation of share buy-back programme post AGM 2011

Outlook 2011<sup>1</sup>: Net result expected to be about the same as the high level of 2010 – Slightly improving technical result

<sup>1</sup> Assuming normal claims activity and stable capital markets.

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## 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.

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