



STRONG Q3 RESULTS – 2012 OUTLOOK RAISED

QUARTERLY FINANCIAL STATEMENTS AS AT 30 SEPTEMBER 2012

7 November 2012

Jörg Schneider

Munich RE 

Agenda



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Munich Re (Group) – Overview

Another strong quarter – Upgrading 2012 earnings outlook

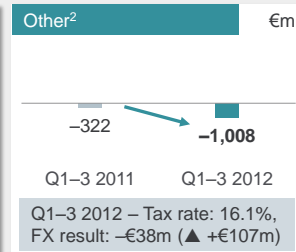
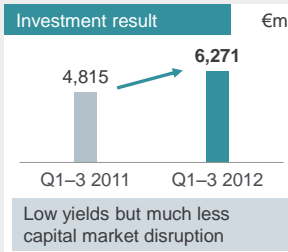
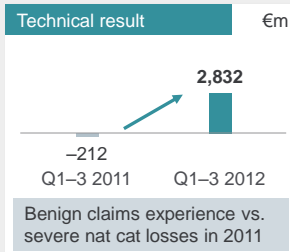


Munich Re (Group) – Q1–3 2012		
<p>NET RESULT €2,730m (€1,136m in Q3)</p> <p>Pleasing result supported by below-average large claims and calmer capital markets – Target 2012 raised to ~€3bn</p>	<p>SHAREHOLDERS' EQUITY €27.1bn (+6.9% vs. 30.6.)</p> <p>Further strengthened capitalisation according to all metrics providing high degree of financial flexibility</p>	<p>INVESTMENT RESULT RoI of 3.9% (4.0% in Q3)</p> <p>Resilient regular income benefiting from long duration position – Recovering capital markets</p>
<p>Reinsurance</p> <p>NET RESULT €2,329m (€1,036m in Q3)</p> <p>COMBINED RATIO 93.6% 89.4% in Q3 – Major-loss ratio of only 8.4% (7.8% in Q3)</p> <p>Life – With good technical result of €370m, well on track to exceed annual target</p>	<p>Primary insurance</p> <p>NET RESULT €333m (€38m in Q3)</p> <p>COMBINED RATIO 96.9% Further improving international business</p> <p>Improved life and health earnings in a challenging environment</p>	<p>Munich Health</p> <p>NET RESULT €64m (€58m in Q3)</p> <p>COMBINED RATIO 99.2% Increased result driven by one-off effects in Q3</p> <p>Ongoing organic growth and positive FX effects</p>

Sound development of core insurance business and investment income



Net result								€m	
Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1–3 2012	Q1–3 2011
475	-948	738	290	632	782	812	1,136	Total¹	80
								Reinsurance	-168
								Primary insurance	223
								Munich Health	17
2010		2011			2012				



¹ Segments do not add up to total amount; difference relates to the segment "asset management".
² Other non-operating result, goodwill impairments, net finance costs, taxes.

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Munich Re (Group)
Primary insurance
Munich Health
Reinsurance

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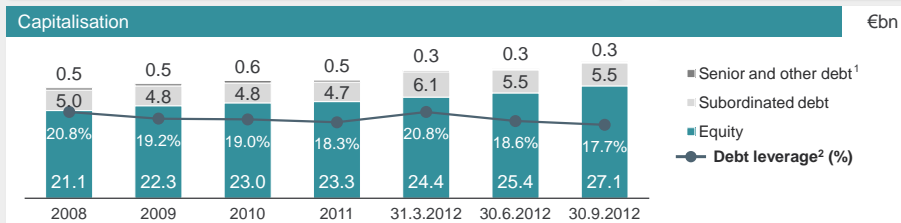
Munich Re (Group) – Capitalisation
Sound capital position



Equity		€m
Equity 31.12.2011	23,309	Change Q3
Consolidated result	2,730	1,136
Changes		
Dividend	-1,110	-
Unrealised gains/losses	2,115	766
Exchange rates	260	-86
Share buy-backs	5	1
Other	-185	-64
Equity 30.9.2012	27,124	1,753

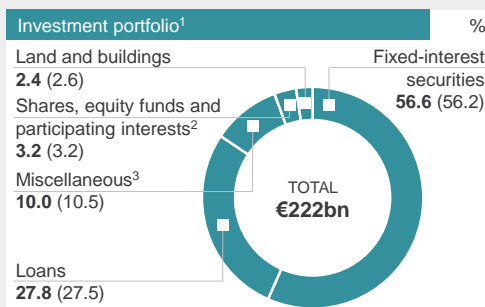
UNREALISED GAINS/LOSSES
 Afs fixed-interest securities: +€1,617m
 Afs non-fixed-interest securities: +€470m

EXCHANGE RATES
 Positive FX development driven by weaker euro



¹ Other debt includes bank borrowings of Munich Re and other strategic debt. ² Strategic debt (senior, subordinated and other debt) divided by total capital (strategic debt + equity). Quarterly financial statements as at 30 September 2012 6

Munich Re (Group) – Investment portfolio
Active asset management on the basis of a well-diversified investment portfolio



Portfolio management

- Shift from weaker peripheral governments into US treasuries. Ongoing geographic diversification: Emerging market debt, bonds of supnationals⁴ and covered bonds
- Increase of inflation-linked exposure and investments in renewable energies while continuously reducing bank bonds
- Cautious expansion of net equity exposure to 2.9% via sale of hedging derivatives

Portfolio duration⁵

	Assets	Liabilities	Net DV01 (€m)
Reinsurance	6.8	6.4	-18.3
Primary insurance	7.9	9.3	20.4
Munich Re (Group)	7.5	8.5	2.1

Slight decrease of asset duration in reinsurance in Q3 – match at Group level remains tight

¹ Fair values as at 30.9.2012 (31.12.2011). ² Net of hedges: 2.9% (2.0%). ³ Deposits retained on assumed reinsurance, unit-linked investments, deposits with banks, investment funds (excl. equities), derivatives and investments in renewable energies. ⁴ European Community, European Investment Bank, EFSF and other. ⁵ As at 30.9.2012. Net DV01: Sensitivity to parallel upward shift of yield curve by one basis point reflecting portfolio size. Quarterly financial statements as at 30 September 2012 7

Munich Re (Group) – Investment result

High investment result given low-yield environment

Munich RE 

Investment result					€m		Q3 2012		€m	
	Q1–3 2012	Return ¹	Q1–3 2011	Return ¹			Q3 2012	Return ¹		
Regular income	5,808	3.6%	6,064	4.1%			1,934	3.5%		
Write-ups/write-downs	-97	0.0%	-1,640	-1.1%			58	0.1%		
Disposal gains/losses	525	0.3%	1,196	0.8%			145	0.3%		
Other income/expenses ²	35	0.0%	-805	-0.5%			84	0.1%		
Investment result	6,271	3.9%	4,815	3.3%			2,221	4.0%		

Regular income	Write-ups/write-downs			Disposal gains/losses				
	Major effects		Q1–3 2012	Q3 2012	Major effects		Q1–3 2012	Q3 2012
Overweight position in safe-haven bonds and falling reinvestment yield gradually reducing regular income – Six-month-average reinvestment yield dropped to -2.3 %	Equities		-147	-30	Equities		472	285
	Swaptions		138	0	Fixed-income		410	213
	Derivatives (ex. swaptions)		52	111	Derivatives		-414	-367
	Other		-140	-23	Other		57	14

¹ Return on quarterly weighted investments (market values) in % p.a.² Including impact from unit-linked business: €242m in Q3 2012, €451m in Q1–3 2012 (-€344m in Q1–3 2011).

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Munich RE 

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Munich Re (Group)

Primary insurance

Munich Health

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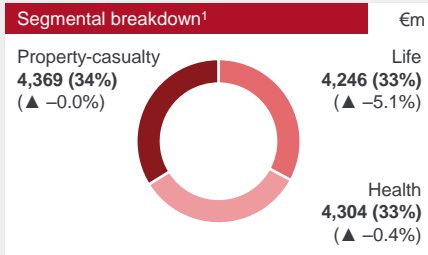
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Primary insurance – Premium development

Decrease in premium income mainly from life insurance



Gross premiums written		€m
Q1–3 2011	13,167	
Foreign-exchange effects	-26	
Divestment/Investment	-103	
Organic change	-119	
Q1–3 2012	12,919	



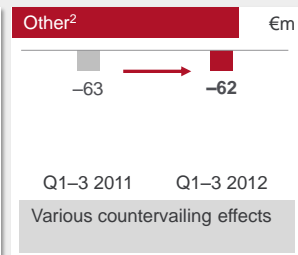
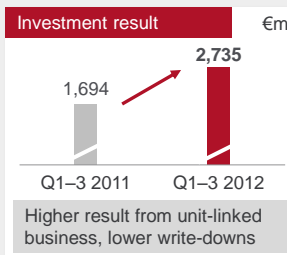
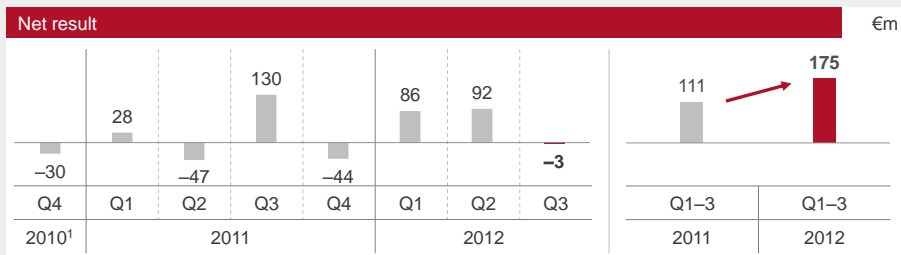
Gross premiums written		€m
Q1–3 2011	13,167	
Life	-228	
Health	-18	
Property-casualty	-2	
Q1–3 2012	12,919	

- Life:** Declining portfolio of policies
- Health:** Slight decrease in comprehensive and travel – increase in supplementary business
- P-C:** Growth in Germany, turnaround in international business at the expense of top line

¹ Gross premiums written.

Primary insurance – Key figures

Primary life

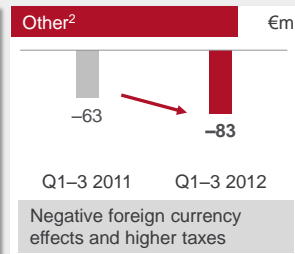
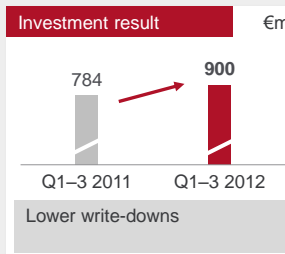
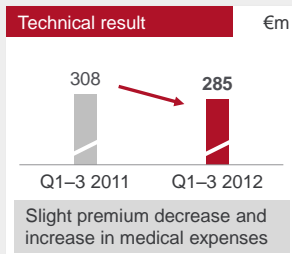
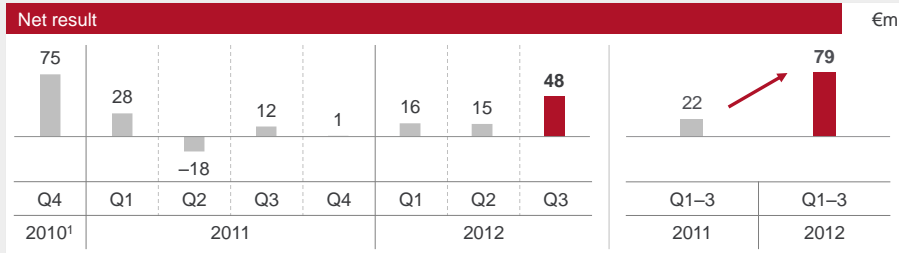


¹ Figures up to 2010 are shown on a partly consolidated basis.

² Other non-operating result, goodwill impairments, net finance costs, taxes.

Primary insurance – Key figures

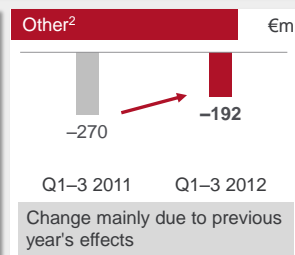
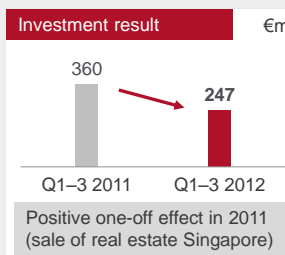
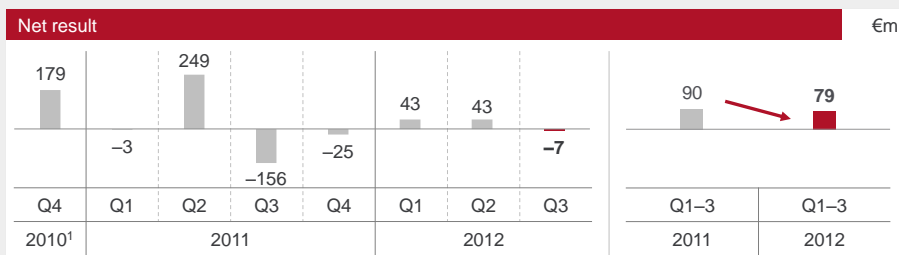
Primary health



¹ Figures up to 2010 are shown on a partly consolidated basis.
² Other non-operating result, goodwill impairments, net finance costs, taxes.

Primary insurance – Key figures

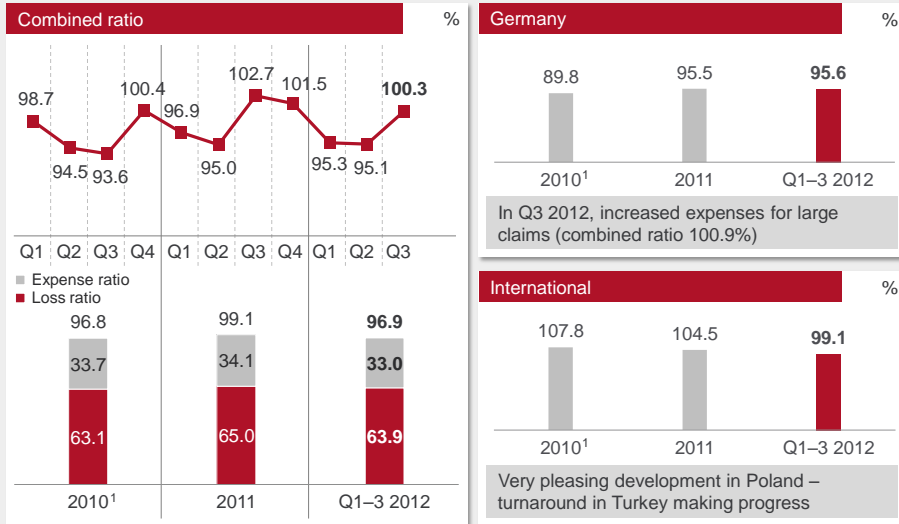
Primary property-casualty



¹ Figures up to 2010 are shown on a partly consolidated basis.
² Other non-operating result, goodwill impairments, net finance costs, taxes.

Primary insurance – Property-casualty – Combined ratio

Significantly improved combined ratio in international business



¹ Figures up to 2010 are shown on a partly consolidated basis.

Primary insurance – Property-casualty

International business – Making further progress



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Financial reporting Q1–3 2012

- Munich Re (Group)
- Primary insurance

Munich Health

Reinsurance

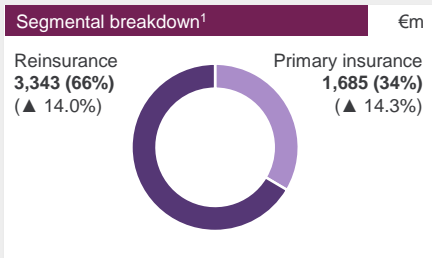
Outlook

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Munich Health – Premium development
Significant organic growth



Gross premiums written		€m
Q1–3 2011	4,406	
Foreign-exchange effects	306	
Divestment/Investment	–	
Organic change	316	
Q1–3 2012	5,028	

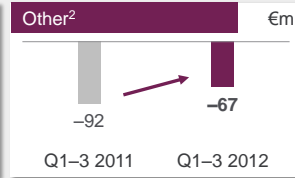
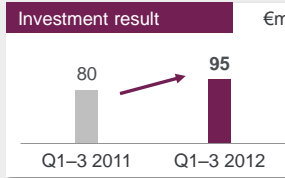
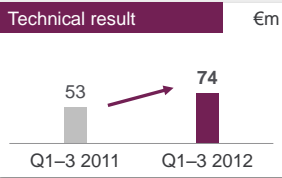
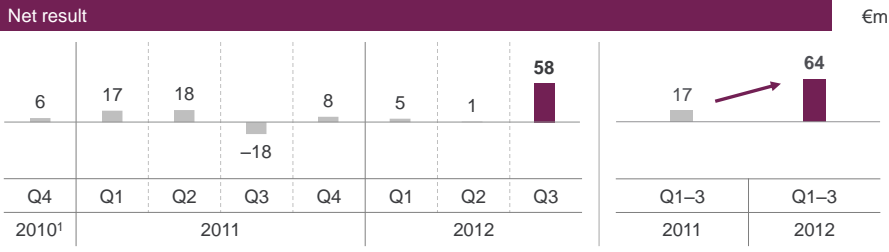


Gross premiums written		€m
Q1–3 2011	4,406	
Reinsurance	411	
Primary insurance	211	
Q1–3 2012	5,028	

Reinsurance
Organic growth and large-volume deals, positive FX effects

Primary insurance
Premium growth in USA, Spain and United Kingdom

¹ Gross premiums written.



Good development in Spain and MENA region as well as favourable FX effects – positive impact from one-off in Q3 2012 (combined ratio: 96.4%); deterioration in US primary business expected to burden Q4

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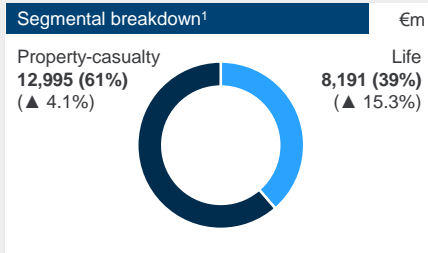
Backup

Reinsurance – Premium development

Ongoing growth in life reinsurance and positive FX



Gross premiums written		€m
Q1–3 2011	19,593	
Foreign-exchange effects	1,457	
Divestment/Investment	–	
Organic change	136	
Q1–3 2012	21,186	



Gross premiums written		€m
Q1–3 2011	19,593	
Life	1,087	
Property-casualty	506	
Q1–3 2012	21,186	

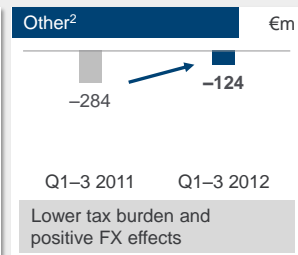
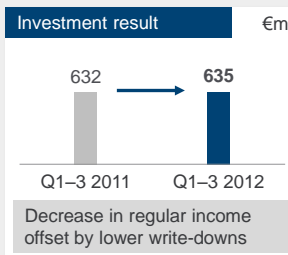
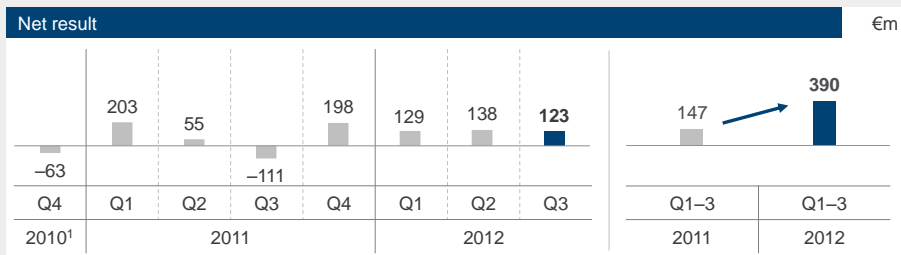
Life
Organic growth (€500m) based on capital relief deals and expansion in Asia – positive FX effects (€587m), mainly US\$ and CAN\$

Property-casualty
Rate increases in loss-affected areas as well as growth in agriculture not fully compensating for expiry of solvency relief deals – FX: +€870m

¹ Gross premiums written.

Reinsurance – Key figures

Life reinsurance

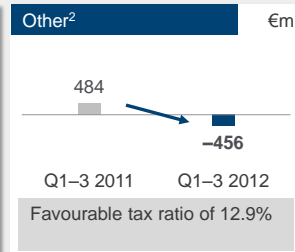
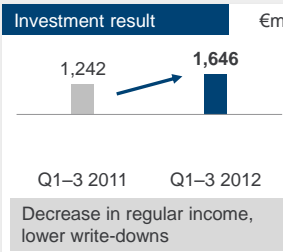
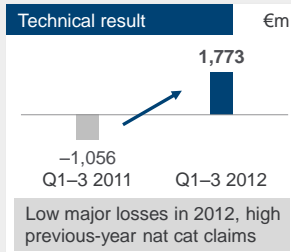
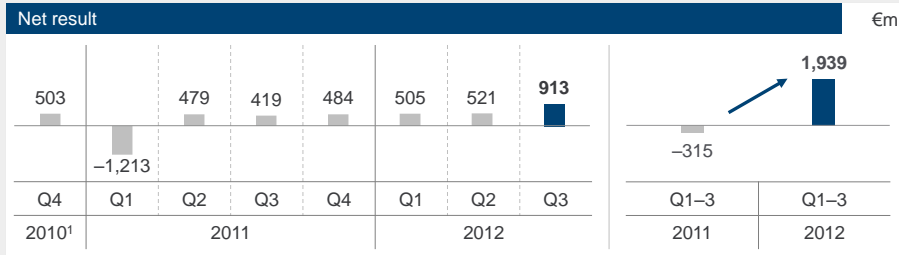


¹ Figures up to 2010 are shown on a partly consolidated basis.

² Other non-operating result, goodwill impairments, net finance costs, taxes.

Reinsurance – Key figures

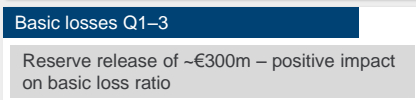
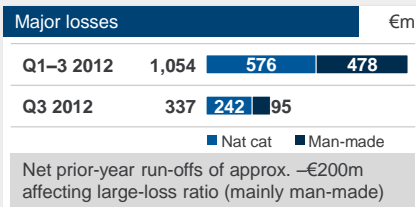
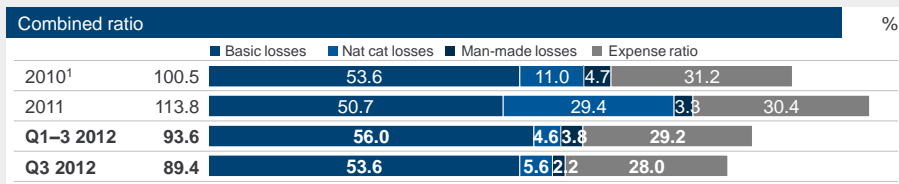
Reinsurance property-casualty



¹ Figures up to 2010 are shown on a partly consolidated basis.
² Other non-operating result, goodwill impairments, net finance costs, taxes.

Reinsurance – Property-casualty – Combined ratio

Low nat cat losses and first reserve releases



¹ Figures up to 2010 are shown on a partly consolidated basis.
² Adjusted for impact on insurance risk transfer to the capital markets.

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Overview

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- Munich Re (Group)
- Primary insurance
- Munich Health
- Reinsurance

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Outlook 2012



Munich Re (Group)

GROSS PREMIUMS WRITTEN ~€52bn (prev. €50–52bn)			RETURN ON INVESTMENT slightly above ~3.5% (prev. ~3.5%)	NET RESULT ~€3bn (prev. slightly above €2.5bn)
€bn	New target	Prev.	Ongoing low-interest-rate environment gradually reducing running yield	Considerably increased earnings outlook after surpassing initial target already in the first nine months RoRaC target of 15% after tax over the cycle to stand
Re-insurance	~28	27–28		
Primary insurance	slightly above 17	17–18		
Munich Health	>6.5	~6.5		

Reinsurance	
COMBINED RATIO	clearly below 96%
NET RESULT	~€2.7bn (prev. above €2bn)

Primary insurance	
COMBINED RATIO	slightly above 97% (prev. <95%)
NET RESULT	~€450m (not incl. restructuring expenses to be expected in Q4)

Munich Health	
COMBINED RATIO	~100%
NET RESULT	slightly above €50m (prev. ~€50m)

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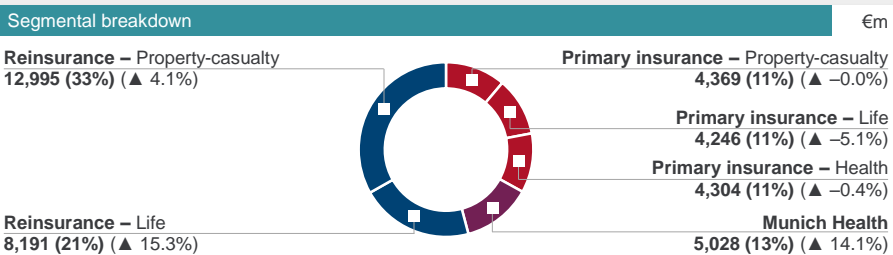
Backup

Backup: Munich Re (Group)

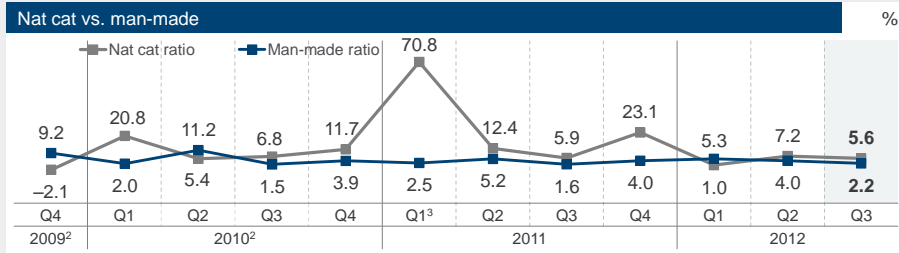
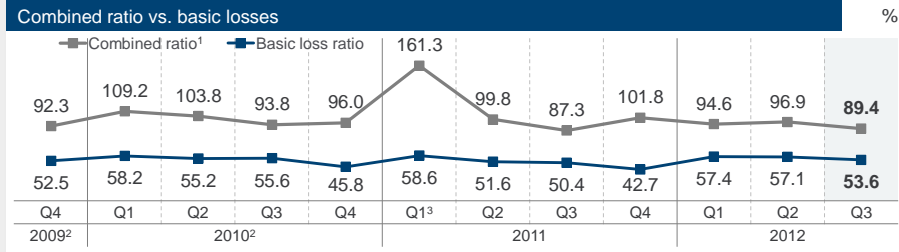
Premium development



Gross premiums written		€m
Q1–3 2011	37,166	
Foreign-exchange effects	1,737	
Divestment/Investment	-103	
Organic change	333	
Q1–3 2012	39,133	



Backup: Reinsurance – Property-casualty – Combined ratio
Development of combined ratio



¹ Including overhead costs.
² Figures up to 2010 are shown on a partly consolidated basis.
³ After insurance risk transfer to the capital markets.
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Backup: Primary insurance – Life – New business
Primary life – New business (statutory premiums)



Total				€m
	Total	Regular premiums	Single premiums	APE ¹
Q1–3 2011	2,024	362	1,662	529
Q1–3 2012	1,595	327	1,268	454
▲	-21.2%	-9.7%	-23.7%	-14.2%

- Comments**
- Private old-age provision business muted by overall economic uncertainty
 - Germany: Lower single premiums mainly due to drop in short-term investment product "MaxiZins"
 - Decline in Austria, increase in Belgium

Germany				€m
	Total	Regular premiums	Single premiums	APE ¹
Q1–3 2011	1,322	234	1,088	343
Q1–3 2012	1,011	209	802	289
▲	-23.5%	-10.7%	-26.2%	-15.7

International				€m
	Total	Regular premiums	Single premiums	APE ¹
Q1–3 2011	702	128	574	186
Q1–3 2012	584	118	466	165
▲	-16.8%	-7.8%	-18.8%	-11.3%

¹ Annual premium equivalent (APE = regular premiums +10% single premiums).
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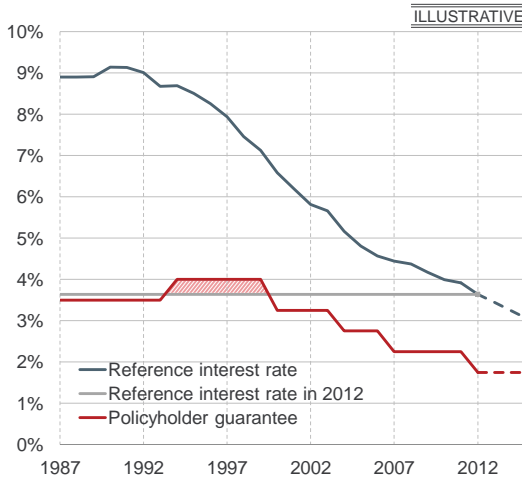
Backup: Primary insurance – Life

Improvement of regulatory environment in German primary life business – e.g. Zinszusatzreserve (ZZR)



Development of new business policyholder guarantee and reference interest rate

%



ZZR booked in German GAAP

- To calculate ZZR, policyholder guarantees are compared to a reference interest rate (10-year average of 10-year AAA Eurozone government bonds)
- At present, only business between July 1994 and June 2000 with 4.0% policyholder guarantee is subject to additional reserve – exceeding ZZR reference interest rate (3.92% in 2011, 3.64% in 2012)
- If 10-year AAA Eurozone government bond yields remained at low levels, policyholder guarantees from other vintages would also become subject to ZZR

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Backup: Primary insurance – Life

ZZR produces an earlier visibility of the low-interest-rate environment in the German GAAP (HGB) accounts



Intention and main characteristics

- ZZR is booked in **HGB accounting only** – not in IFRS
- Assure that contractually agreed guarantee rates in low-interest-rate environment can be met in the long-term
- ZZR has to be posted independently of the individual financial situation or investment strategy (e.g. hedging)
- Financing of ZZR
 - out of gross surplus result
 - by realising investment gains
 - out of free RfB with regulatory approval
- ZZR reduces distributable earnings in HGB, so policyholder bonuses are expected to decrease

Impact on ERGO

HGB

- 2011: ~€100m, Q1–3 2012: ~€250m, expectation for full-year 2012: ~€325m
- Impact on net result only with shareholder share in reduced gross surplus result ("Rohüberschuss")

IFRS

- No/limited impact of ZZR on IFRS net result due to applying deferred RfB (closing temporary differences between HGB and IFRS)
- IFRS applies own rules in form of LAT¹ – so far no impact for setting reserves ...
- ... however, low-interest-rate environment driving extraordinary DAC impairments in Q3 2012 (~€200m gross, ~€30m net of tax and policyholder participation)

MCEV

MCEV already takes into account potential gains/losses from posting/releasing the ZZR

¹ Liability adequacy test.

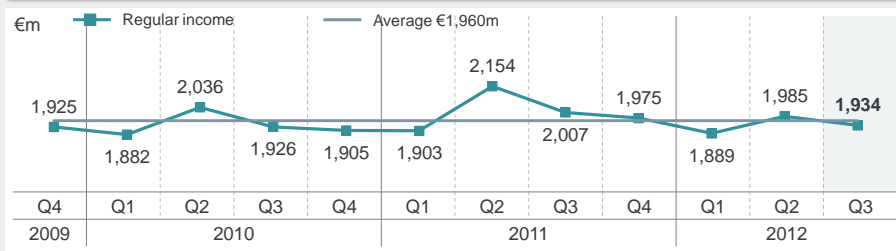
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Backup: Investments

Breakdown of regular income

Munich RE 

Investment result – Regular income (€m)	Q3 2012	Q1–3 2012	Q1–3 2011	Change
Afs fixed-interest	1,006	3,077	3,243	-166
Afs non-fixed-interest	102	279	263	16
Derivatives	58	169	249	-80
Loans	558	1,680	1,616	64
Real estate	83	251	264	-13
Deposits retained on assumed reinsurance and other investments	127	352	429	-77
Total regular income	1,934	5,808	6,064	-256



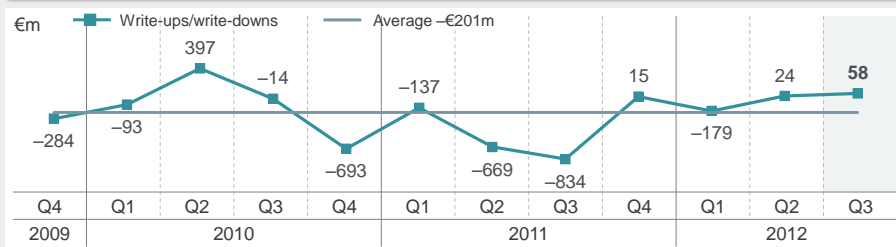
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Backup: Investments

Breakdown of write-ups/write-downs

Munich RE 

Investment result – Write-ups/write-downs (€m)	Q3 2012	Q1–3 2012	Q1–3 2011	Change
Afs fixed-interest	-3	0	-862	862
Afs non-fixed-interest	-30	-147	-456	309
Derivatives	111	190	-187	377
Loans	-2	-3	-47	44
Real estate	-20	-67	-82	15
Deposits retained on assumed reinsurance and other investments	2	-70	-6	-64
Total net write-ups/write-downs	58	-97	-1,640	1,543



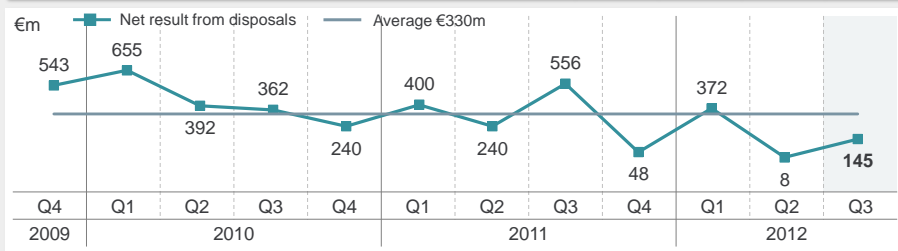
Quarterly financial statements as at 30 September 2012 33

Backup: Investments

Breakdown of net result from disposals



Investment result – Net result from disposal of investments (€m)	Q3 2012	Q1–3 2012	Q1–3 2011	Change
Afs fixed-interest	207	349	385	–36
Afs non-fixed-interest	285	472	462	10
Derivatives	–367	–414	–50	–364
Loans	7	63	76	–13
Real estate	14	52	63	–11
Deposits retained on assumed reinsurance and other investments	–1	3	260	–257
Total net result from disposals	145	525	1,196	–671



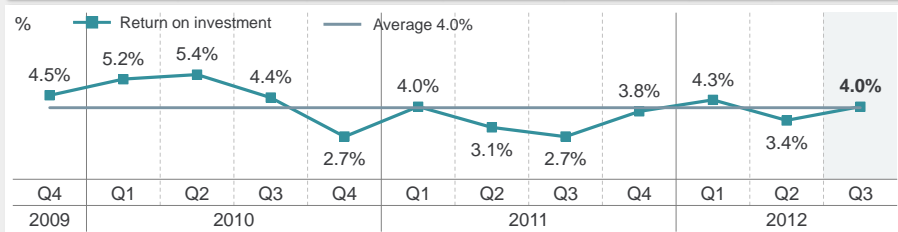
Quarterly financial statements as at 30 September 2012 34

Backup: Investments

Return on investment by asset class and segment



% ¹	Regular income	Write-ups/downs	Disposal result	Other inc./exp.	RoI	Market value ³
Afs fixed-interest	3.4	–	0.4	–	3.8	119,671
Afs non-fixed-interest	4.5	–2.4	7.7	–	9.8	8,248
Derivatives	12.7	14.3	–31.2	–3.5	–7.7	1,773
Loans	3.8	–	0.1	–	3.9	59,573
Real estate	6.3	–1.7	1.4	–	6.0	5,271
Other ²	2.3	–0.5	0.1	0.5	2.4	20,007
Total	3.6	–	0.3	–	3.9	214,543
Reinsurance	3.4	–0.3	0.9	–0.3	3.7	82,674
Primary insurance	3.8	0.1	–0.1	0.3	4.1	126,301
Munich Health	2.9	–0.1	0.3	–0.1	3.0	4,273



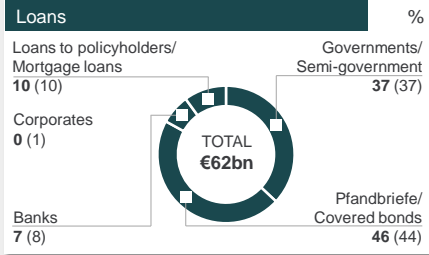
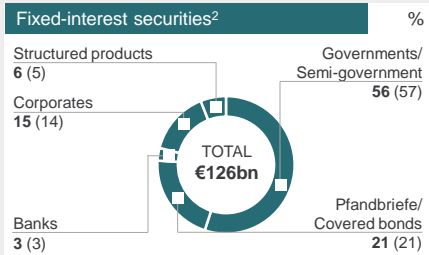
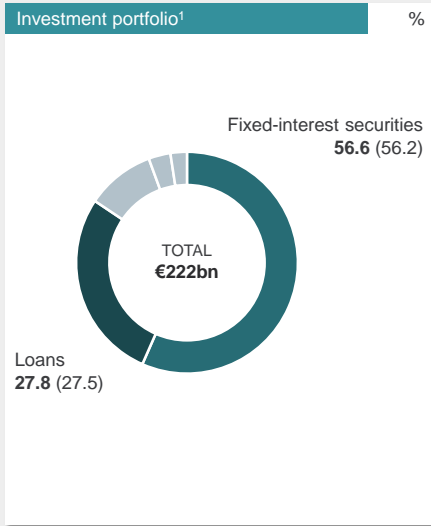
¹ Annualised. ² Including management expenses and impact from unit-linked business.

³ In €m. Segments do not add up to total amount; difference relates to the segment "asset management".

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Backup: Investments

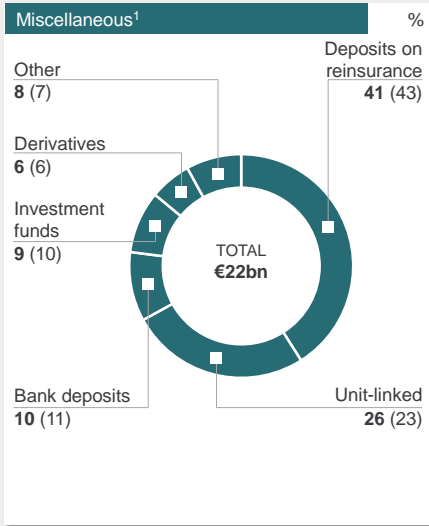
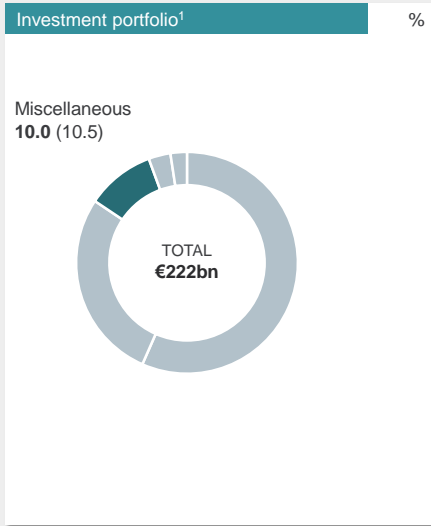
Investment portfolio
Fixed-interest securities



¹ Fair values as at 30.9.2012 (31.12.2011).
² Economic view – not fully comparable with IFRS figures.

Backup: Investments

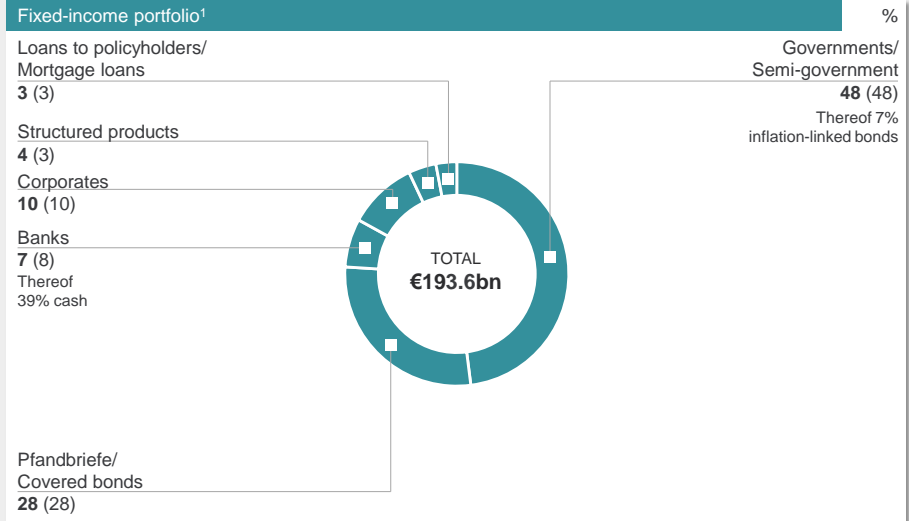
Investment portfolio
Miscellaneous



¹ Fair values as at 30.9.2012 (31.12.2011).

Backup: Investments

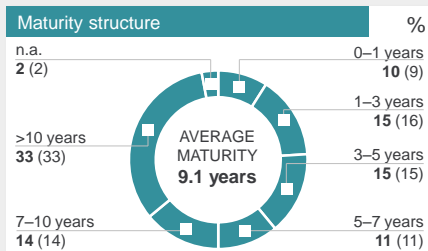
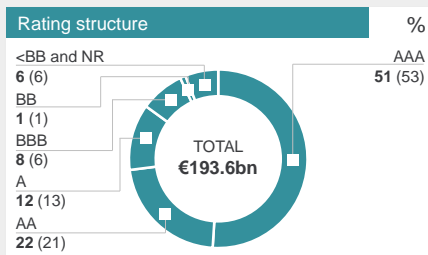
Fixed-income portfolio
Total



Quarterly financial statements as at 30 September 2012 38

Backup: Investments

Fixed-income portfolio
Total



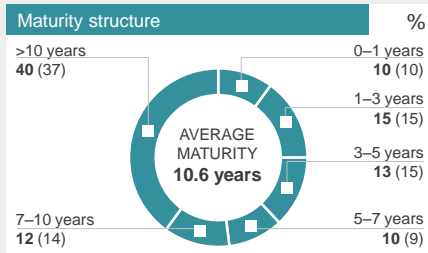
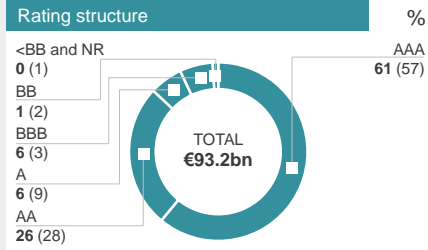
Regional breakdown %

	Regional breakdown		%	
	Without policyholder participation	With	Total	
			30.9. 2012	31.12. 2011
Germany	6.1	27.3	33.4	35.4
US	14.7	1.0	15.7	16.0
France	2.5	5.1	7.6	7.7
UK	4.3	2.8	7.1	6.2
Netherlands	1.9	2.7	4.6	4.7
Canada	4.1	0.1	4.2	4.3
Supra- nationals	1.0	1.8	2.8	1.3
Austria	0.4	2.0	2.4	2.3
Spain	0.4	1.8	2.2	3.6
Ireland	0.5	1.6	2.1	2.2
Italy	0.4	1.5	1.9	2.0
Other	8.5	7.5	16.0	14.3
Total	44.8	55.2	100.0	100.0

Quarterly financial statements as at 30 September 2012 39

Backup: Investments

Fixed-income portfolio
Government/Semi-government



Regional breakdown %

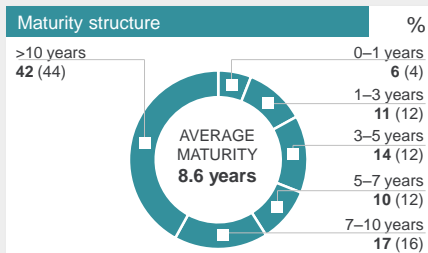
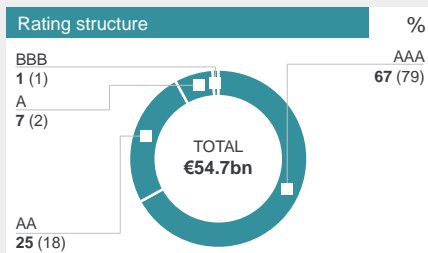
	Without policyholder participation	With	Total	
			30.9.2012	31.12.2011
Germany	8.2	25.1	33.3	35.0
US	17.2	0.5	17.7	16.9
Canada	6.7	0.2	6.9	7.3
Supra-nationals	2.2	3.6	5.8	2.6
UK	5.5	0.2	5.7	5.9
France	2.0	1.7	3.7	4.9
Austria	0.6	2.8	3.4	3.2
Italy	0.3	2.3	2.6	2.5
Australia	2.5	0.1	2.6	2.8
Ireland	0.1	1.1	1.2	1.6
Spain	0.2	0.8	1.0	1.9
Other	10.2	5.9	16.1	15.4
Total	55.7	44.3	100.0	100.0

Economic view – not fully comparable with IFRS figures.

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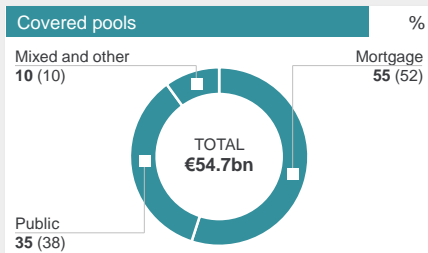
Backup: Investments

Fixed-income portfolio
Pfandbriefe/Covered bonds



Regional breakdown %

	30.9.2012	31.12.2011
Germany	39	41
France	17	16
UK	10	7
Netherlands	7	7
Sweden	6	7
Norway	5	5
Spain	5	8
Ireland	3	3
Italy	0	1
Other	8	5

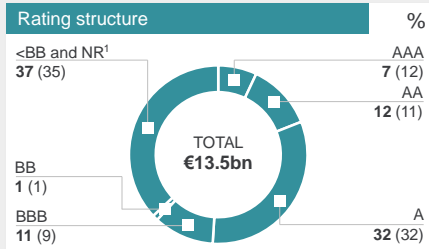


Economic view – not fully comparable with IFRS figures.

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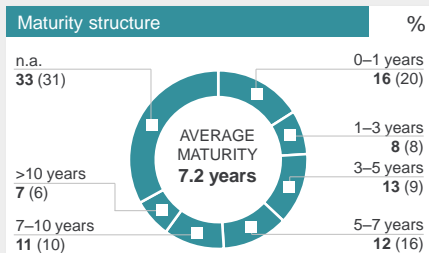
Backup: Investments

Fixed-income portfolio Banks

Munich RE 

Regional breakdown %

	30.9.2012	31.12.2011
Germany	41	48
US	16	21
UK	8	5
Ireland	4	3
Luxembourg	3	3
Switzerland	2	0
France	2	2
Italy	1	1
Spain	0	1
Other	23	16



Investment category %

	30.9.2012	31.12.2011
Cash	39	40
Senior bonds	36	39
Fixed-income derivatives	9	3
Fixed-income investment funds	7	7
Subordinated bonds ²	5	6
Loss-bearing bonds ³	3	3
Loans for refinancing	1	2

¹ Thereof 97% cash positions, shares of funds and derivatives not rated.² Classified as lower Tier 2 and Tier 3 capital for solvency purposes. ³ Classified as Tier 1 and upper Tier 2 capital for solvency purposes. Economic view – not fully comparable with IFRS figures.

Quarterly financial statements as at 30 September 2012 42

Backup: Investments

Fixed-income portfolio Banks

Munich RE 

Senior, subordinated and loss-bearing bonds exposure by country €m

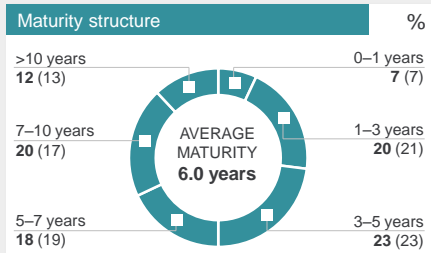
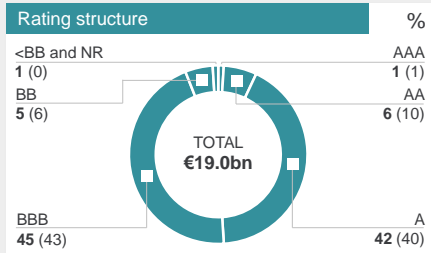
Country	Senior bonds	Subordinated bonds	Loss-bearing bonds	Total
Germany	1,720	312	219	2,251
US	1,456	181	31	1,668
UK	572	47	31	650
Ireland	221	0	0	221
Canada	136	64	19	219
Australia	199	0	2	201
Austria	132	24	19	175
Jersey	117	0	0	117
France	85	19	4	108
Italy	23	60	9	92
Spain	5	8	0	13
Other	190	19	23	232
Total	4,856	734	358	5,947

Economic view – not fully comparable with IFRS figures.

Quarterly financial statements as at 30 September 2012 43

Backup: Investments

Fixed-income portfolio
Corporate bonds



Sector breakdown %

	30.9.2012	31.12.2011
Utilities	19	19
Industrial goods and services	13	13
Oil and gas	12	13
Telecommunications	10	10
Healthcare	6	7
Food and beverages	6	6
Media	6	6
Retail	4	5
Financial services	4	3
Automobiles	3	4
Technology	3	3
Personal and household goods	3	3
Basic resources	3	3
Other	8	5

Economic view – not fully comparable with IFRS figures.

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Backup: Investments

Fixed-income portfolio
Structured products



Structured products portfolio (at market values): Split by rating and region €m

	Rating							Region		Total	Market-to-par
	AAA	AA	A	BBB	<BBB	NR	USA + RoW	Europe			
ABS	Consumer-related ABS ¹	476	202	292	57	3	0	436	594	1,030	100%
	Corporate-related ABS ²	34	25	298	31	15	0	0	403	403	96%
	Subprime HEL	5	2	3	6	0	0	16	0	16	98%
CDO/CLN	Subprime-related	0	0	0	0	0	0	0	0	0	0%
	Non-subprime-related	41	103	65	26	0	28	0	263	263	90%
MBS	Agency	2,166	100	0	0	0	0	2,266	0	2,266	109%
	Non-agency prime	584	86	252	27	15	49	143	870	1,013	99%
	Non-agency other (not subprime)	60	74	35	0	0	0	35	134	169	97%
	Commercial MBS	1,118	378	414	138	12	3	1,034	1,029	2,063	101%
Total 30.9.2012	4,484	970	1,359	285	45	80	3,930	3,293	7,223	101%	
In %	62%	13%	19%	4%	1%	1%	54%	46%	100%		
Total 31.12.2011	4,008	1,053	831	184	100	36	3,527	2,685	6,212	98%	

¹ Consumer loans, auto, credit cards, student loans.
² Asset-backed CPs, business and corporate loans, commercial equipment.
Economic view – not fully comparable with IFRS figures.

Quarterly financial statements as at 30 September 2012 45

Backup: Investments

Sensitivities to interest rates, spreads and equity markets

Munich RE 

Sensitivity to risk-free interest rates – Basis points	-100	-50	+100	+200
Change in gross market value (€bn)	+15.5	+7.5	-13.2	-24.2
Change in on-balance-sheet reserves, net (€bn) ¹	+4.0	+1.9	-3.5	-6.4
Change in off-balance-sheet reserves, net (€bn) ¹	+0.8	+0.4	-0.7	-1.2
P&L impact (€bn) ¹	+0.4	+0.2	-0.3	-0.5

Sensitivity to spreads ² (change in basis points)	+100	+200
Change in gross market value (€bn)	-8.5	-15.6
Change in on-balance-sheet reserves, net (€bn) ¹	-1.6	-2.9
Change in off-balance-sheet reserves, net (€bn) ¹	-0.5	-0.9
P&L impact (€bn) ¹	-0.2	-0.3

Sensitivity to equity markets ³	-30%	-10%	+10%	+30%
EURO STOXX 50 (2,454 as at 30.9.2012)	1,718	2,209	2,699	3,190
Change in gross market value (€bn)	-2.5	-0.8	+0.8	+2.5
Change in on-balance-sheet reserves, net (€bn) ¹	-0.6	-0.3	+0.5	+1.6
Change in off-balance-sheet reserves, net (€bn) ¹	-0.5	-0.2	+0.2	+0.5
P&L impact (€bn) ¹	-1.3	-0.3	+0.1	+0.3

¹ Rough calculation with limited reliability assuming unchanged portfolio as at 30.9.2012. After rough estimation of policyholder participation and deferred tax; linearity of relations cannot be assumed. Economic view – not fully comparable with IFRS figures.

² Sensitivities to changes of spreads are calculated for every category of fixed-interest securities, except government securities with AAA ratings.

³ Worst-case scenario assumed including commodities; impairment as soon as market value is below acquisition cost. Economic view – not fully comparable with IFRS figures.

Quarterly financial statements as at 30 September 2012 46

Backup: Investments

On- and off-balance-sheet reserves (gross)

Munich RE 

€m	31.12. 2009	31.12. 2010	31.12. 2011	30.6. 2012	30.9. 2012
Market value of investments	185,097	196,398	207,108	216,877	222,431
Total reserves	7,905	7,374	11,236	16,448	20,100
On-balance-sheet reserves					
Fixed-interest securities	3,342	2,201	4,892	7,390	9,240
Non-fixed-interest securities	1,408	1,634	693	1,062	1,218
Other on-balance-sheet reserves ¹	233	249	250	298	288
Subtotal	4,983	4,084	5,835	8,750	10,746
Off-balance-sheet reserves					
Real estate ²	1,447	1,425	1,435	1,403	1,433
Loans and investments (held to maturity)	1,289	1,554	3,633	5,962	7,536
Associates and tangible assets	186	311	333	333	385
Subtotal	2,922	3,290	5,401	7,698	9,354
Reserve ratio (%)	4.3%	3.8%	5.4%	7.6%	9.0%

¹ Unrealised gains/losses from unconsolidated affiliated companies, valuation at equity and cash-flow hedging.




² Excluding reserves from owner-occupied property.

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Backup: Investments

On-balance-sheet reserves

Munich RE 


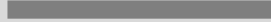


On-balance-sheet reserves		€m
		Change Q3
Investments afs	10,458 	2,006
Valuation at equity	80	6
Unconsolidated affiliated enterprises	169	8
Cash flow hedging	39	-24
Total on-balance-sheet reserves (gross)	10,746 	1,996
Provision for deferred premium refunds	-2,954	-1,006
Deferred tax	-1,995	-274
Minority interests	-18	-3
Consolidation and currency effects	-63	28
Shareholders' stake	5,716 	741

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Backup: Investments

Off-balance-sheet reserves

Munich RE 

Off-balance-sheet reserves		€m
		Change Q3
Real estate ¹	1,433 	30
Loans and investments (held to maturity)	7,536 	1,574
Associates and tangible assets	385	52
Total off-balance-sheet reserves (gross)	9,354 	1,656
Provision for deferred premium refunds	-6,489	-1,237
Deferred tax	-863	-121
Minority interests	-1	-1
Shareholders' stake	2,001 	297

¹ Excluding reserves for owner-occupied property.

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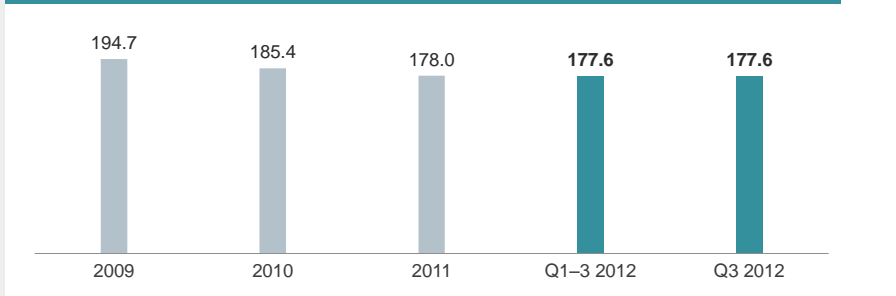
Backup: Shareholder information

Development of shares in circulation

Munich RE 

Shares millions	31.12.2011	Acquisition of own shares in Q1–3 2012	Retirement of own shares in Q1–3 2012	30.9.2012
Shares in circulation	177.6	–	–	177.6
Own shares held	1.7	–	–	1.7
Total	179.3	–	–	179.3

Weighted average number of shares in circulation (millions)



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Backup: Shareholder information

Financial calendar

Munich RE 

FINANCIAL CALENDAR

14 November 2012	Citi "Global Financial Conference 2012", Hong Kong
4 December 2012	UBS "Senior Investor Day", Munich
7 December 2012	Citi "European Financials Conference 2012", London
5 February 2013	Preliminary key figures 2012 and renewals (press release)
12 March 2013	Balance sheet press conference for 2012 financial statements
13 March 2013	Analysts' conference with videocast, London
25 April 2013	Annual General Meeting, Munich
26 April 2013	Dividend payment – Ex-dividend date
7 May 2013	Interim report as at 31 March 2013

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Backup: Shareholder information

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Figures up to 2010 are shown on a partly consolidated basis.

"Partly consolidated" means before elimination of intra-Group transactions across segments.