## The Munich Re Group Quarterly financial statements at 30.9.2005

Jörg Schneider Torsten Jeworrek



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### **Executive summary**

### Q1-3 2005

### Good development despite major impact from NatCats



- Quarterly profit of €513m Profit Q1-3 2005 of €1,383m Operating result Q1-3 2005 of €2,879m
- Gross premium income down by 1.1% to €28.6bn
- Losses from Atlantic windstorms in reinsurance: €1.5bn before retrocession and €1.1bn after retrocession
- Combined ratios: Reinsurance: 108.2%

Thereof: 12.6%-points for NatCat

3.5%-points for reserve charge at American Re

Primary insurance: 93.5%

- Very good investment result: €8.1bn
- Shareholders' equity strengthened by €1.9bn to €22.7bn

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### Events during the current business year 2005



	Claims	Investments	Others
	■ Winterstorm Erwin (Jan)	<ul> <li>Sale of MAN</li> </ul>	Reserve strengthening
	<ul> <li>Windsor Tower Madrid</li> </ul>	■ Sale of BHW	at American Re to draw
2005	(Feb)	<ul> <li>Commerzbank stake</li> </ul>	a line under the reserve uncertainties
-3 20	Hurricanes Dennis and	reduced to < 5%	■ Except for the one-off
2	Emily (July)	Allianz stake reduced	items: Most business
	Floods in A, CH, D (Aug)	to < 5%	units with top
	Hurricanes Katrina and		performance, ERGO
	Rita (Aug/Sept)		ahead of targets
ıcı	Hurricane Wilma (Oct)	<ul> <li>Exchange of HVB into</li> </ul>	Sale of Karlsruher leads
2002		UniCredit shares	to a more streamlined
Q4		reduces the stake to	structure in primary
		6.5–7% as of today	insurance
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lunich Re Group in total ncome statement Overall good nine-month result				Münchener Rück Munich Re Group
in €m	Q1–3 2005	Q1–3 2004	<b>▲</b> in %	Effect of special impacts in 2005:
Gross premiums written	28,625	28,932	-1.1	impacis in 2005.
Net earned premiums	26,804	27,216	-1.5	
Investment result	8,052	5,730	40.5	
Total income	35,966	33,792	6.4	Income 56
Total expenses	33,083	31,031	6.6	Expenses 1,49
Result before amortisation of goodwill	2,883	2,761	4.4	Result before –93
Amortisation of goodwill	4	172	-97.7	goodwill
Operating result	2,879	2,589	11.2	Operating -93
Finance costs	290	323	-10.2	result
Taxes on income	1,206	688	75.3	Taxes 1
Group result	1,383	1,578	-12.4	Result after _94
Thereof minority interests	51	51	-	tax
Earnings per share in €	5.83	6.68	-12.7	
				The Munich Re Group

### Munich Re Group in total

### Special impacts on quarterly results



in €m	Reserve strengthening AmRe	Atlantic windstorms	Sale of 3% Allianz shares	Total
Period	Q2	Q3	Q3	
Investment result	-		563	563
Total income	-		563	563
Total expenses before retro	388	1,482		1,870
Total expenses after retro	388	1,109		1,497
Result before amortisation of goodwill	-388	-1,109	563	-934
Operating result	-388	-1,109	563	-934
Taxes on income	362 <sup>1</sup>	<b>–358</b>	11	15
Group result	-750	<b>–751</b>	552	-949

<sup>1</sup> Tax from release of Group IBNR.

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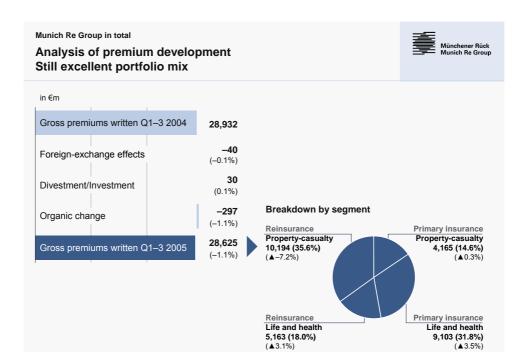
# Munich Re Group in total Income statement Q3 2005: A difficult quarter with positive results



in €m			
iii eiii	Q3 2005	Q3 2004	▲ in %
Gross premiums written	9,245	9,256	-0.1
Net earned premiums	8,934	9,055	-1.3
Investment result	3,078	1,667	84.6
Total income	12,328	10,985	12.2
Total expenses	11,675	10,396	12.3
Result before amortisation of goodwill	653	589	10.9
Amortisation of goodwill	_	51	-100.0
Operating result	653	538	21.4
Finance costs	86	104	-17.3
Taxes on income	54	48	12.5
Group result	513	386	32.9
Thereof minority interests	21	21	-
Earnings per share in €	2.16	1.60	35.0

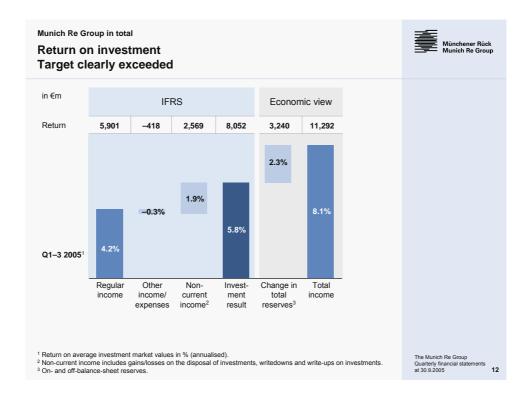
Impact in 2005 of Atlantic hurricanes and sale of Allianz share:

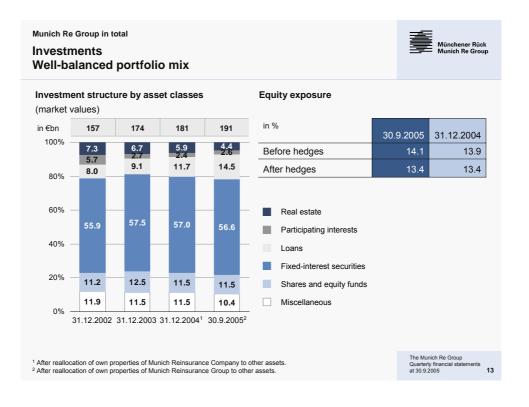
Income	563
Expenses	1.109
Expenses	1,109
Result before amortisation of goodwill	-546
Operating result	-546
Taxes	-347
Result after tax	-199

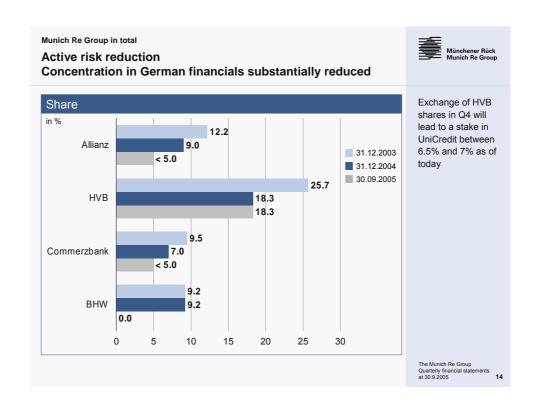


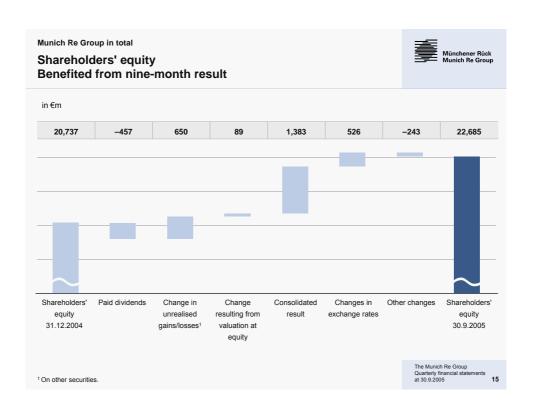
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# Strong development of investments and returns Excellent annualised return on investments (RoI) of 5.8%, strongly driven by realised gains Increased unrealised gains since beginning of the year due to positive market developments for bonds and equities Equity-backing ratio within target corridor (13.4% after hedges) Rating structure of bonds excellent (more than 95% A or better) Corporate bond ratio low (less than 5%) Low currency risk of investments due to matching of assets and liabilities



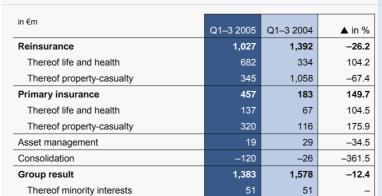






### Munich Re Group in total Segment results

### **Diversification pays off**





- Strong result in reinsurance despite major impact from storms
- Very good result in primary insurance

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### Reinsurance segment

### Income statement Q1-3 2005 Operating result at a high level



in €m	04 0 0005	04 0 0004	A 1 . 0/
	Q1–3 2005	Q1–3 2004	<b>▲</b> in %
Gross premiums written	16,739	17,478	-4.2
Net earned premiums	15,492	16,386	-5.5
Investment result	3,637	2,460	47.8
Total income	19,688	19,261	2.2
Total expenses	17,538	17,088	2.6
Result before amortisation of goodwill	2,150	2,173	-1.1
Amortisation of goodwill	_	71	-100.0
Operating result	2,150	2,102	2.3
Finance costs	227	274	-17.2
Taxes on income	896	436	105.5
Group result	1,027	1,392	-26.2
Thereof minority interests	_	5	-100.0

Effect of special impacts in 2005: Income 563 Expenses 1,497 Result before -934 amortisation of goodwill Operating -934 result Taxes 15 Result after -949 tax

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### Income statement Q3 2005 **Group result increased**



Impact in 2005 of

in €m			
III CIII	Q3 2005	Q3 2004	<b>▲</b> in %
Gross premiums written	5,506	5,547	-0.7
Net earned premiums	5,190	5,361	-3.2
Investment result	1,458	755	93.1
Total income	6,787	6,315	7.5
Total expenses	6,474	5,915	9.5
Result before amortisation of goodwill	313	400	-21.8
Amortisation of goodwill	_	25	-100.0
Operating result	313	375	-16.5
Finance costs	65	88	-26.1
Taxes on income	<b>-</b> 96	-7	<-1,000.0
Group result	344	294	17.0
Thereof minority interests	_	_	_

Atlantic hurricanes and sale of Allianz share: Income 563 1,109

Expenses Result before -546 amortisation of goodwill Operating -546 result Taxes -347 Result after -199

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tax

### Reinsurance segment Combined ratio non-life Influenced by extraordinary hurricane season Combined ratio in in % Q1-3 2005 Q1-3 2004 Q1-3 2003 Q1-Q3 2005 Loss ratio 79.8 70.8 70.9 influenced by: Expense ratio 28.0 26.1 28.4 Atlantic windstorms with Combined ratio 98.8 97.0 10.0%-points Thereof NatCat 4.6 1.4 (prev. year 4.4%-points) Thereof reserve charges for AmRe and release of Group IBNR in % 2005 2004 2003 Q1 96.3 96.8 94.7 94.9 Q2 105.8 99.3 Q3 Q4 99.3 95.8 The Munich Re Group Quarterly financial statements at 30.9.2005 20 $^{\rm 1}$ Thereof reserve charges for AmRe and release of Group IBNR 10.7%. $^{\rm 2}$ Thereof 32.9% NatCat.

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Primary insurance segment

### Income statement Profit more than doubled

04 2 200	04 0 0004	A : 0/
Q1-3 2005	Q1-3 2004	▲ in %
13,285	12,965	2.5
11,312	10,830	4.5
4,514	3,302	36.7
17,043	15,192	12.2
16,252	14,627	11.1
791	565	40.0
4	101	-96.0
787	464	69.6
64	52	23.1
266	229	16.2
457	183	149.7
54	48	12.5
	11,312 4,514 17,043 16,252 791 4 787 64 266 457	13,285 12,965 11,312 10,830 4,514 3,302 17,043 15,192 16,252 14,627 791 565 4 101 787 464 64 52 266 229 457 183



- Strong investment result due to improved result from disposal of investments
- Higher allocation of earnings to reserve for premium refunds (RfB)
- Excellent operating and group result

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Primary insurance segment

### Combined ratio property-casualty Still excellent

i= 0/			
in %	Q1–3 2005	Q1–3 2004	Q1–3 2003
Loss ratio <sup>1</sup>	59.4	58.7	61.0
Expense ratio <sup>1</sup>	34.1	33.5	35.3

92.2

96.3

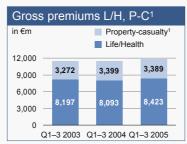
Combined ratio in property-casualty<sup>1</sup> <sup>1</sup> Including legal expenses insurance.

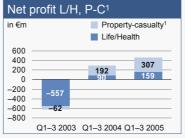
in %	2005	2004	2003
Q1	99.1	95.4	98.5
Q2	90.5	91.5	96.2
Q3	91.4	90.0	94.6
Q4		95.1	96.5

Primary insurance segment

### **ERGO** highlights











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at 30.9.2005

Primary insurance segment

### Trends in primary insurance



### Life insurance

- New business lower than last year's Reduction for the year as a whole (2005) an estimated 15% (due to strong increase in new business in Q4 2004)
- Good sustained growth with unit-linked products; increased demand for pension products qualifying for subsidisation
- Most recent judgements by German Federal Constitution Court (BVerfG) and the German Federal Supreme Court (BGH) strengthen transparency and consumer protection – ERGO is working out solutions in conformity with this aim.

### Health insurance

 Supplementary insurance continues to be a growth sector – demand and awareness of making provision for shortfalls under the statutory healthcare scheme on the increase

### Property-casualty insurance

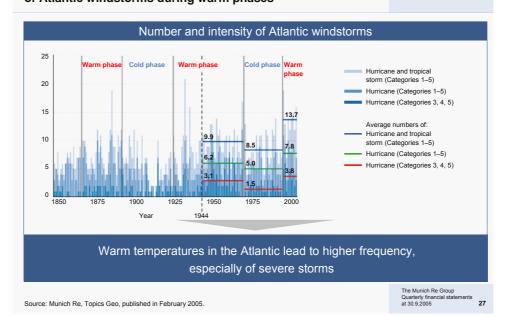
- New motor tariffs introduced on 1 July 2005 taking into account more individual risk characteristics lead to highly individualised premium rates
- Technical result continues favourable development

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### Summary and outlook

# Substantial increase observable in the frequency and intensity of Atlantic windstorms during warm phases





Summary and outlook

# Munich Re's internal modelling includes recent meteorological findings



- In-house specialists with access to international expert networks
- Internally developed models provide for independence from majority opinions
- Ongoing adjustment of frequency and intensity assumptions in the natural hazard models
- Insurance and reinsurance conditions have a regulating influence on loss potential
- Capital allocation in accordance with current risk situation
- Risk-adequate premium as a minimum requirement in negotiations with clients

Risk-adequate prices will also be our core topic in the forthcoming renewal season

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Summary and outlook

### Global reinsurance market environment prior to 1 Jan 2006 renewals – Hurricane season as turning point



- Katrina expected to be largest NatCat loss ever
- Worldwide event, as capacity of global reinsurance industry affected
- Strongest impact on business segments directly affected by losses (esp. property cat and offshore energy)
- Influence on reinsurance demand likely (e.g. with potential impact on recent trend of increasing retentions)
- Recent market entries underline attractiveness of reinsurance market

Examples from the past:

- Andrew and WTC (2nd and 3rd largest loss events) had a clear impact on global non-life market cycle with significant price increases
- In the US, large loss events (Hurricane Andrew, Northridge earthquake, WTC) led to an increase in reinsurance demand

Very large losses in 2005 significantly affect reinsurance markets in the run-up to major renewals

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### Summary and outlook

### Global reinsurance market environment prior to 1 Jan 2006 renewals - Structural issues continue to play a role



- Continuous re-assessment of risks (e.g. due to increasing hurricane activity) is an ongoing need and affects reinsurance demand and supply
- Even without any change in NatCat risk awareness, the worldwide increase in the size and complexity of risks leads to growing demand for reinsurance
- Effective reinsurance supply is not only a question of available capital
  - Know-how as a scarce resource
  - Client accessibility adds to economic value
- Economic and capital-market environment (low interest rates, limited prospects for investment income) favour sound underwriting

Achieving risk-adequate prices, terms and conditions remains key success factor for the reinsurance industry

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### Summary and outlook

### Target for 2005 unchanged



- Target RoE¹ of 12% for 2005 maintained: Earnings target achievable due to:
  - Strong current operating results
  - AmRe reserve charge mitigated by Group IBNR
  - NatCat losses mitigated by retrocession
  - · Strong investment gains due to high realised gains from sale of Allianz and exchange of HVB into UniCredit shares
- Dividend policy: Striving for pay-out ratio of at least 25%
- Future: Improved earnings quality due to:
  - Lower volatility after derisking of asset portfolio
  - No earnings drag from reserving

### Sustainable earnings potential

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Backup: Munich Re Group in total Impact on Munich Re Group of American Re reserve strengthening



in US\$ m	
Reserve charge gross of corporate/net of specific retrocessions	1,67
Ceded through third-party corporate retrocessions	(42
Net to Munich Re Group	1,62
Ceded to Munich Re	(203
Net to American Re	1,42
in €m	
Net to Munich Re Group (converted into € at 1.25887 US\$/€)	1,29
Already provided for through Group IBNR reserve	(906
Profit impact for Munich Re Group before tax	388
Taxes <sup>2</sup>	36

- Reserve charge of €1,294m is partially offset by the release of Group IBNR in the amount of €906m
- Release of IBNR triggers Group tax effect of €362m

The figures above are net of statutory workers' comp. discount.
 Simplified calculation of tax expenses, as 40% of the release of the Group IBNR of €906m.

Backup: Reinsurance segment

### American Re US GAAP key figures Q1-3 2005



in US\$ m	Q1–3 2005	Q1–3 2004	▲ in %
Gross premiums written	2,885	3,232	-10.7
Net earned premiums	1,033	1,276	-19.0
Investment result	467	562	-16.9
Total income	1,501	1,852	-19.0
Total expenses	2,716	1,544	75.9
Operating result before taxes on income	-1,215	308	-
Finance costs	45	45	_
Taxes on income	85	69	23.2
Group result	-1,345	194	-
Combined ratio	234.9%	111.3%	123.6 pts
Thereof reserve strengthening	138.1%	15.3%	122.8 pts

Effect from reserve strengthening:

1,426 Expenses Operating -1,426

Group result -1,426

result

in US\$ m 30.9.2005 31.12.2004 ▲ in % 3,175 -6.2 Statutory surplus 3,386

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### Appendix

### **Disclaimer**



This report 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 forwardlooking 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.