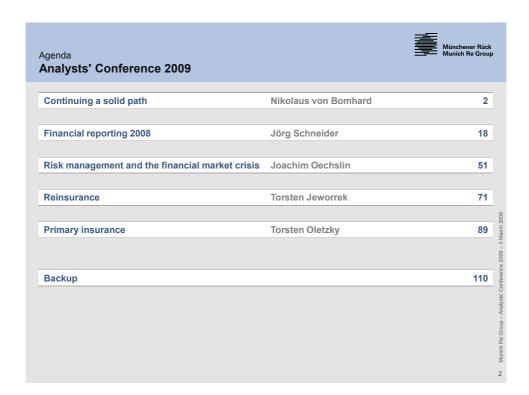
Analysts' Conference 2009 Preliminary figures

# **Continuing a solid path**



3 March 2009





Overview key figures 2008

### Satisfactory result considering challenging financial markets



€1.5bn consolidated result demonstrates resilience despite the severity of the financial crisis leading to a significantly lower investment result

Sound capitalisation of **€21.3bn shareholders' equity** enables stable dividend for 2008; forward-looking risk management pays off

### Combined ratio

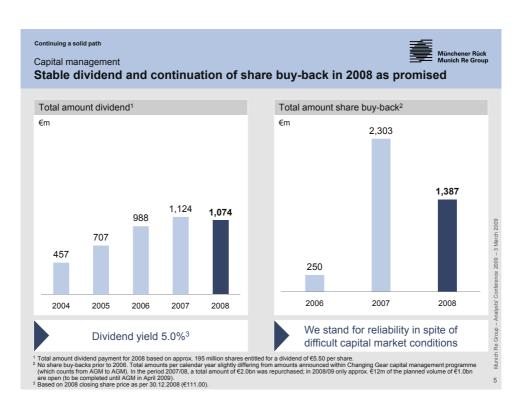
strong in primary insurance (91.2%); reinsurance (99.5%) influenced by above-average major losses

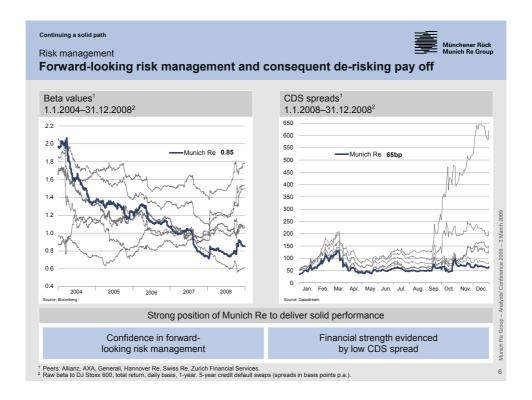
### Improved portfolio quality in reinsurance

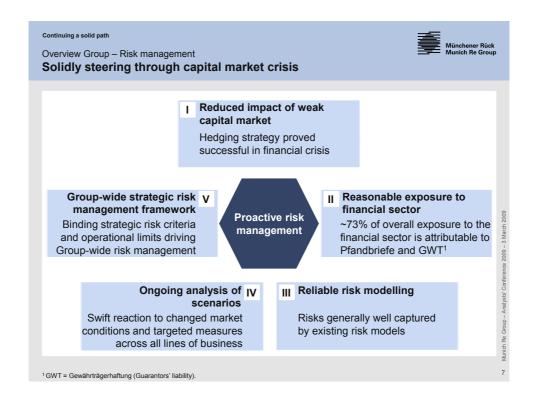
 $financial\ stability\ allows\ participation\ in\ market\ opportunities\ within\ hardening\ reinsurance\ market$ 

oup - Analysts' Conference 2009 - 3 Mari

Continuing a solid path Financial outlook Strong focus on preserving financial strength Pre-crisis financial targets<sup>1</sup> Average EPS growth 2007-2010 RoRaC 15% of 10% p.a. resulting in EPS €18 by 2010 over the cycle Macroeconomic environment Financial market turmoil • Sharp drop in economic activity and growth • Unprecedented distortion of equity and credit markets Increased risk of a prolonged recession Substantial decrease of risk-free interest rates Positive impact of hardening reinsurance market might Significant reduction of equity exposure and careful be offset by recessionary drop in demand for insurance management of higher-yielding credit risks products · Cautious management of investment risks in view of • Higher claims activity in some lines of business to be adverse environment to result in substantially lower expected investment result Proactive and deliberate de-Underlying assumptions for Focus on preservation of solid EPS target 2010 largely risking of investment portfolio to capital position and sustainable obsolete due to external factors safeguard sound risk profile long-term profitability EPS €18 by 2010 not realistic anymore RoRaC 15% over the cycle to stand due to ongoing adverse capital markets EPS target 2010 was based on realistic assumptions regarding normal economic growth and financial markets development as at May 2007. Starting point of the 10% growth p.a. was the normalised 2007 EPS €13.5 (based on €3bn normalised net profit and 220 million weighted average shares). Total amount of share buyback +65bn until 2010 expected to contribute +62.5 to EPS.







Continuing a solid path

### Reinsurance



### Benefits from optimised portfolio and capturing profitable growth opportunities

### Operational excellence

Strictly gearing portfolio to profitability and quality (e.g. portfolio shift to shorter-tail lines of business)

Value-based underwriting principles with uniform worldwide standards and pricing discipline in renewals allowing for consistent steering based on RoRaC approach

Client management at the core with dedicated client managers focusing on profitability implementation on track

### **Growth initiatives**

e.g.

Expansion into specialty and niche segments in line with international growth strategy

- Integration of MidlandAcquisition of Hartford Steam Boiler Group

Further expansion of successful business models (e.g. agro business)

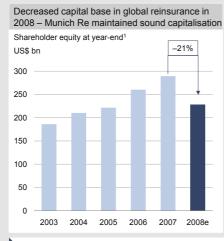
Capturing profitable opportunities arising from increased requests for capital relief in line with our risk appetite

Focus on profitability drives portfolio optimisation and risk-management capabilities

Continuing a solid path

Reinsurance

### Munich Re benefits from sound capital base and positive customer feedback



Bi-annual Flaspöhler Survey Europe (2008): Leading position in important rating factors

	Factor	Rar Munio	nking h Re
	"Strong client orientation"	#1	(1)
Non- life	"Leading expertise and market knowledge"	#1	(1)
	"Underwriting capabilities"	#1	(1)
	"High financial value"	#1	(4)
Life	"Superior financial security"	#2	(4)
	"Timely service"	#2	(6)

In a market with increased demand for surplus relief, we deliver on critical requirements of our customers

Data 2003–07 based on financial reports of 35 global reinsurance companies (incl. some primary insurance business);
2008 estimate based on external assessments of biggest 15 companies as at February 2009; development influenced by exchange rate effects.

Continuing a solid path

Primary insurance – Germany



### Facing difficult environment, but multiple initiatives under way

### Operational excellence

e a

**Internal ERGO reorganisation** established single back-office to increase efficiency

Ongoing **cost-saving initiatives** (lastly KVW<sup>1</sup> programme)

Value- and risk-based management Hedging programme in German life insurance to support MCEV

### **Growth initiatives**

e.g

Joint **ERGO broker channel** to optimise service quality and strengthen sales platform

Acquisition of remaining shares in direct insurer KarstadtQuelle Insurance to **enhance direct sales activities** 

Integration of ERV<sup>2</sup> and building centre of competence "travel"

Good progress on multiple operational initiatives – however, results impacted by financial market crisis

NVW: Kontinuierliche Verbesserung der Wettbewerbsposition (ongoing improvement of competitive position).
Europäische Reiseversicherung.

40

Continuing a solid path

Primary insurance – International

### Various activities to drive internationalisation of ERGO

Münchener Rück Munich Re Group

Operational excellence

e.q.

**Full implementation of ERGO Turkey** through acquisition of remaining stakes of ISVIÇRE

**Restructuring of ERGO Italy** to reduce complexity, simplify internal processes and leverage synergies

Initiated program to strengthen **organisational capabilities** and enable know-how exchange

### **Growth initiatives**

e.g

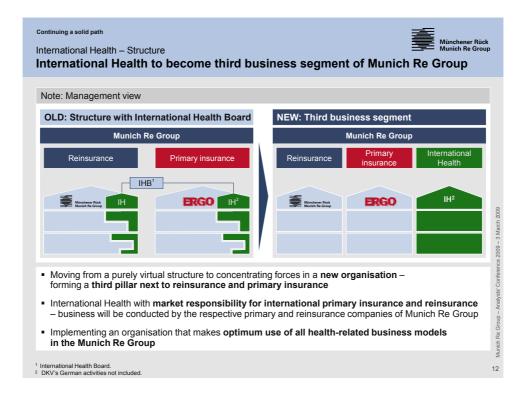
Establishing platform and building **competence centre for bancassurance** activities in Austria and CEE

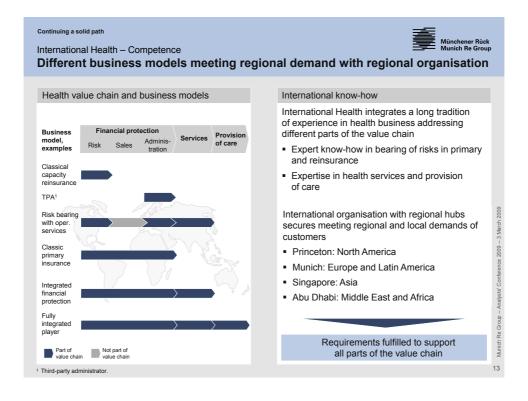
Selective expansion in Asia under way with activities in South Korea, India and China

Fostering organic Non-Life growth across core regions

Aspiration to generate one third of ERGO company value from international activities by 2012

Minich Re Group - Analysts' Confer





Continuing a solid path

Growth — Strategic principles

### Münchener Rück Munich Re Group

### Prudent approach for profitable growth will be maintained

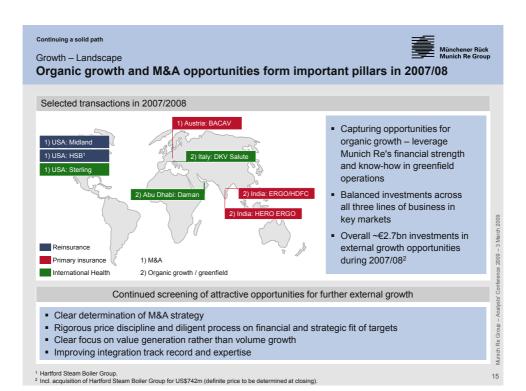
Growth approach focused on **sustainability and profit over volume** has proven to be right

Unchanged strict application of investment criteria despite numerous opportunities arising from financial crisis

**Adequate balance** between acquisitions, greenfield operations, partnerships and other internal growth

**Diversification** of growth activities across all lines of business and selected regions pays off

No need to adjust our strategy



Continuing a solid path

Growth - M&A

### M&A deals are in line with our strategic rationale



	Hartford Steam Boiler	Midland	Sterling
Acquisition rationale	<ul> <li>Expand in US specialty business</li> <li>Track record of outstanding financial performance</li> </ul>	<ul> <li>Strengthen position in primary insurance niche segments</li> <li>Strong underwriting profitability</li> </ul>	<ul> <li>Build integrated health insurance solutions</li> <li>Strategic fit with existing Munich Re America Healthcare business</li> </ul>
Facts	<ul> <li>Leading specialty insurer in engineering risks</li> <li>Purchase price US\$ 742m</li> </ul>	<ul> <li>US specialty insurer in short-tail, personal and niche commercial lines business</li> <li>Purchase price US\$ 1,345m</li> </ul>	<ul> <li>US healthcare insurer in fast-growing US senior segment</li> <li>Purchase price US\$ 347m</li> </ul>
Integration status	<ul> <li>Closing expected for end of Q1 2009</li> <li>Integration team established and milestones defined</li> </ul>	<ul> <li>Synergy targets for 2008 achieved</li> <li>2009/2010 top- and bottom-line targets on track</li> <li>Additional efficiency initiatives set up</li> </ul>	<ul> <li>Successful integration completed early and below budget</li> <li>Financial targets 2008 achieved despite decline in investment income</li> <li>Changes in US regulatory context being addressed</li> </ul>

Continuing a solid path

Summary

### Resilience of 2008 result supports existing strategy

Münchener Rück Munich Re Group

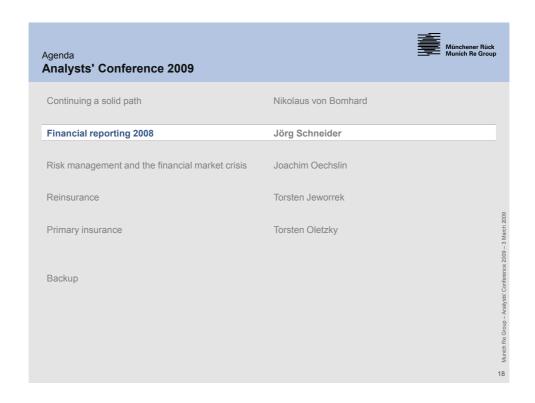
Satisfactory consolidated result of €1.5bn and sound capitalisation despite challenging financial market conditions

Clear focus on value generation

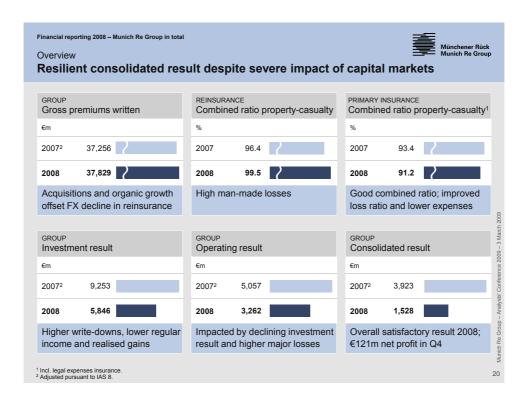
All segments actively managing adverse market impact and prudently continuing strategic initiatives

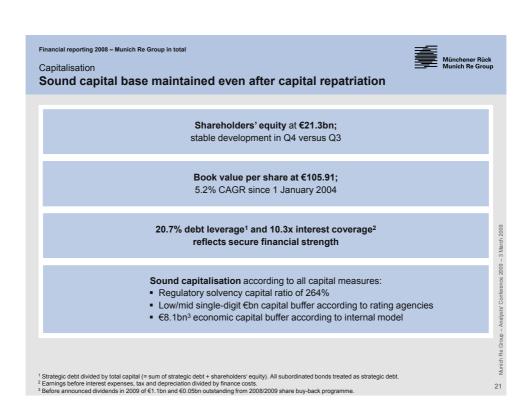
Profitable growth solidly based on organic initiatives as well as value-oriented acquisitions

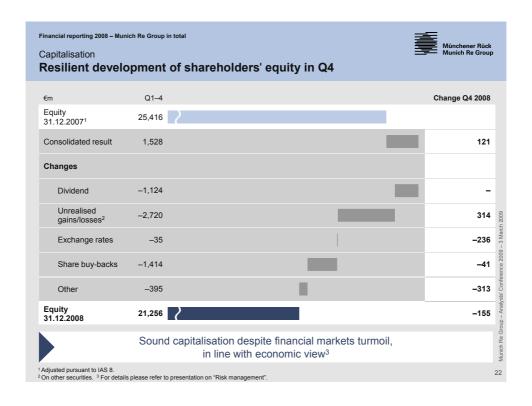
Munich Re Group - Analysts' Conference 2009 - 3 March 2009

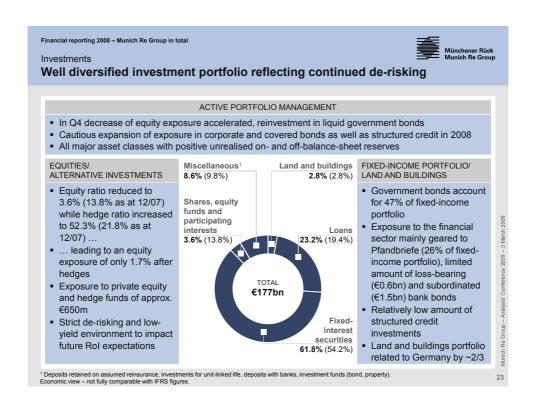


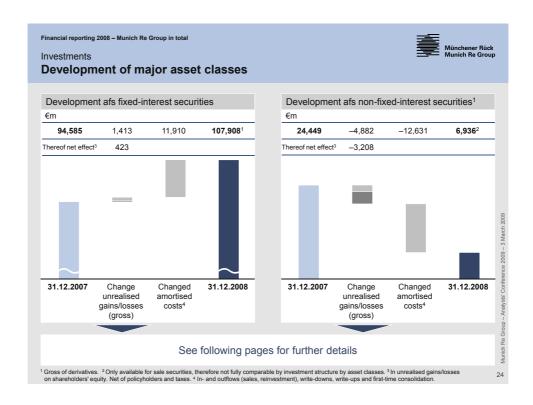


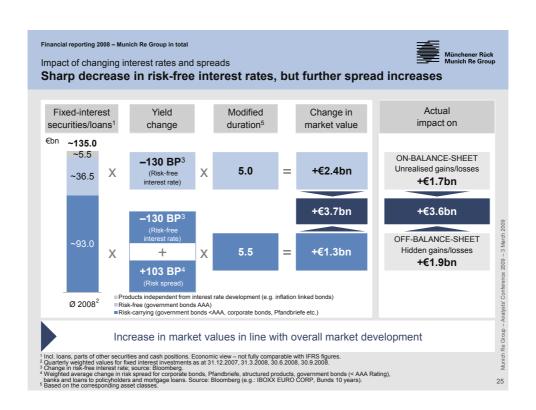


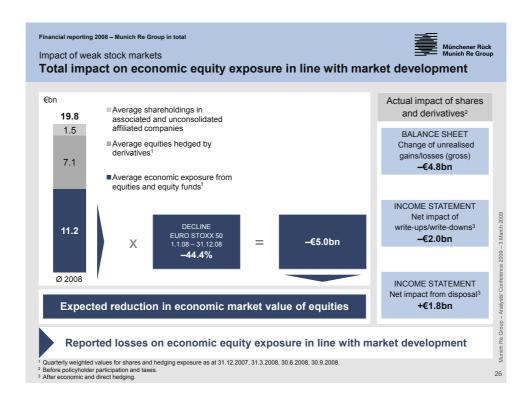


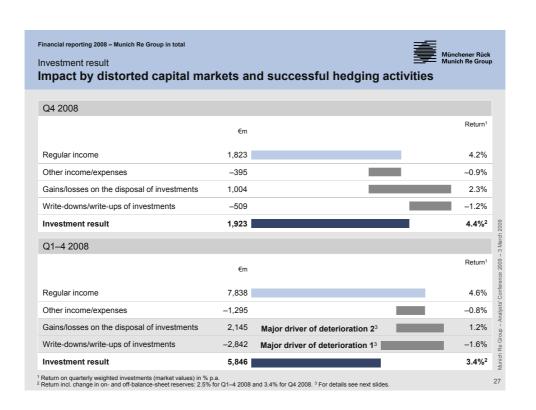












Financial reporting 2008 – Munich Re Group in total

Investment result – Major driver 1 – Write-downs/write-ups of investments

### Hedging partly compensated impairment on equities

€m	2008	2007	Change
Afs fixed-interest	-475	17	-492
Afs non-fixed-interest	-4,876	-354	-4,522
Derivatives	2,840	-533	3,373
Loans	-153	-14	-139
Real estate	-148	-149	1
Other	-30	1	-31
Total net write-downs/write-ups	-2,842	-1,032	-1,810

Main effects in Q1-4

### Afs non-fixed-interest

- Strong impact from non-cash-related impairments (~€4.9bn) which are not completely tax deductible
  - Stocks hedged by derivatives ("hedge accounting"): ~€1.6bn
     Due to "once impaired always impaired": ~€1.5bn

  - Due to 20%- or six month rule: ~€1.8bn

### Derivatives

 Write-ups compensate for approx. 60% of write-downs, thereof big part hedge-accounting on shares Afs fixed-interest

Write-downs (thereof €0.4bn in Q4) with some lump sum element

Investment result – Major driver 2 – Gains/losses on the disposal of investments



### Reduced gains on disposal

€m			
	2008	2007	Change
Afs fixed-interest	43	-666	709
Afs non-fixed-interest	49	2,972	-2,923
Derivatives	1,985	-43	2,028
Loans	-2	-161	159
Real estate	34	658	-624
Other	36	43	<b>–</b> 7
Total net realised gains	2,145	2,803	-658

Main effects in Q1-4

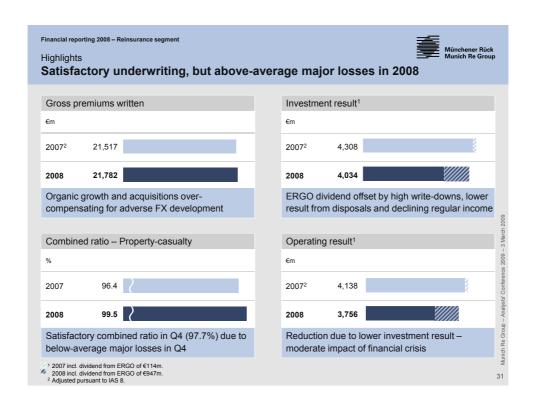
### Afs non-fixed-interest

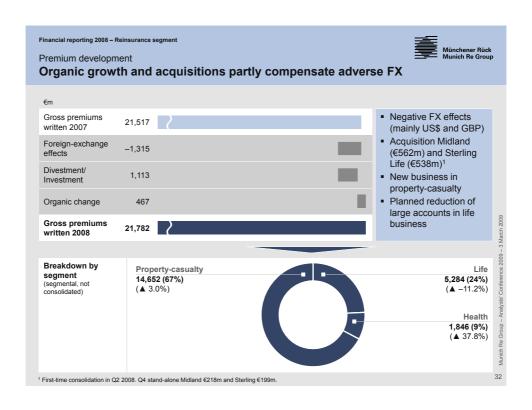
Reduced gains on disposal in 2008 after opportune and exceptionally high gains in 2007

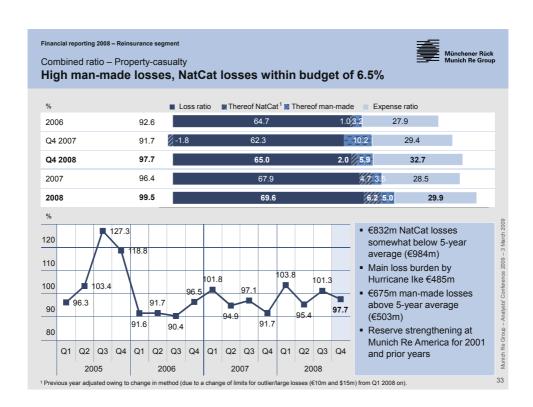
Partly offset by gains mainly due to closing of equity derivatives especially in Q4

• Timely and exceptionally high gains on disposal in 2007; lower property sales in 2008









Financial reporting 2008 – Reinsurance segment

Reserves

### Reserving approach protects solid balance sheet



### Group reserve position Monitoring of reserve risk through statistical range and Reserve Risk Heat Map • Early indicators of adverse development trigger immediate reserve adjustments Active • Signs of positive developments are given time to manifest themselves reserve risk management Reserve margin to absorb unexpected volatility Reserve increases: US workers' compensation, US Asbestos, Israel Medical Malpractice, Continental European Motor XL Reserve decreases: US Accident Years 2003–2005, Property, Diversification Primary Insurance Overall balanced reserve position in 2008

Financial reporting 2008 – Reinsurance segment

Estimated ultimate losses – P-C reinsurance and primary insurance

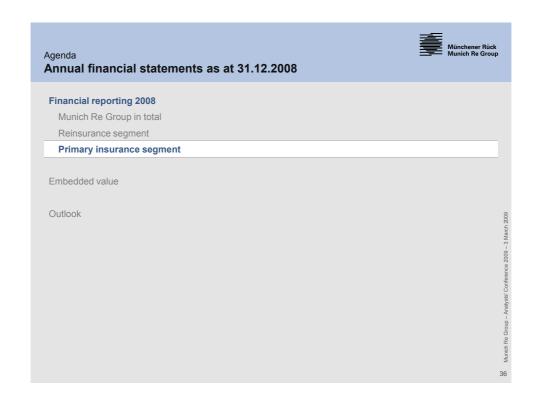
### Estimate of prior years losses remains stable

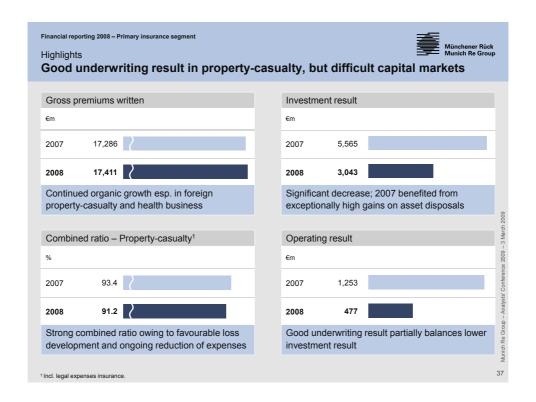


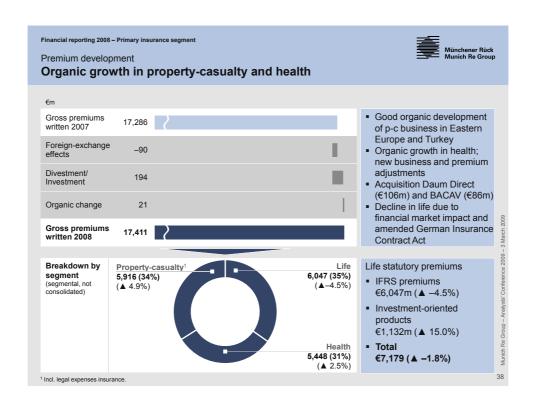
All figures in €m (adjusted to excha	All figures in €m Accident year adjusted to exchange rates as at 31.12.2008)											
Date	≤1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Tota
31.12.1998	24,345											
31.12.1999	24,138	9,580										
31.12.2000	23,247	10,294	9,276									
31.12.2001	23,357	10,516	10,080	10,871								
31.12.2002	24,687	10,829	10,297	11,974	12,810							
31.12.2003	24,785	11,014	10,660	12,508	12,287	11,651						
31.12.2004	25,241	11,072	10,712	12,407	12,516	11,343	10,901					
31.12.2005	26,741	11,295	11,042	12,624	11,286	10,621	10,957	11,965				
31.12.2006	27,131	11,328	10,996	12,679	11,210	10,503	10,951	11,824	10,487			
31.12.2007	27,781	11,328	11,158	12,621	11,209	10,207	10,811	11,942	10,245	11,342		
31.12.2008	28,090	11,443	11,086	12,685	11,218	10,061	10,473	11,675	10,126	11,596	12,261	
CY 2008 run-off € change	-309	-115	72	-64	-9	146	338	267	119	-254	n/a	19
CY 2008 run-off % change <sup>1</sup>	-1.1	-1.0	0.6	-0.5	-0.1	1.4	3.1	2.2	1.2	-2.2		0.

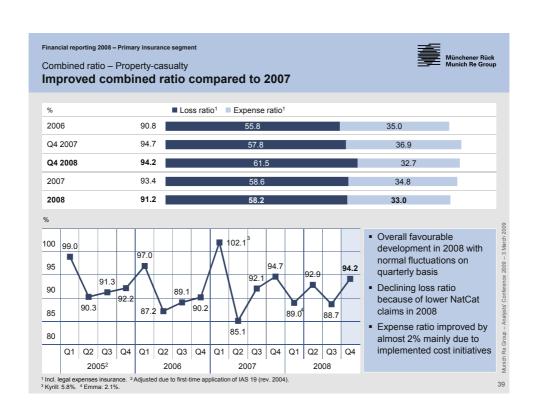
- Ultimates of individual accident years show up and down movements of up to 3%
- For all accident years combined, the ultimate reduced by €191m (including –€84m WC accretion)
- Approx. 0.5% of prior year reserves

<sup>1</sup> Compared to estimated ultimate losses at 31.12.2007.









# Agenda Annual financial statements as at 31.12.2008 Financial reporting 2008 Munich Re Group in total Reinsurance segment Primary insurance segment Embedded value Outlook

# Summary Strict market-consistent valuation of EEV



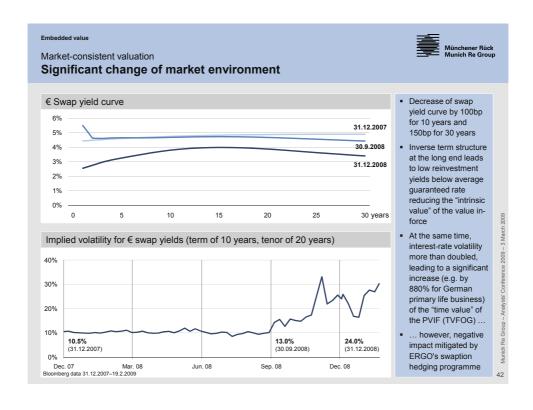
Despite extreme market conditions, Munich Re consciously decided to strictly apply market-consistent valuation of EEV ...

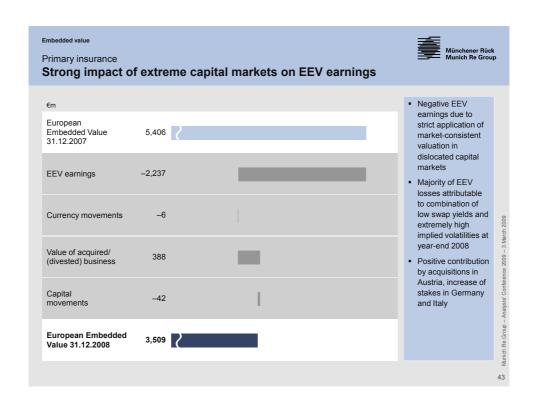
... leading to substantially declining EEV in primary life insurance while reinsurance proves relatively stable

Munich Re consciously decided to refrain from any smoothening measures, thus low interest-rate levels and extreme volatilities at year-end 2008 massively impact EEVs

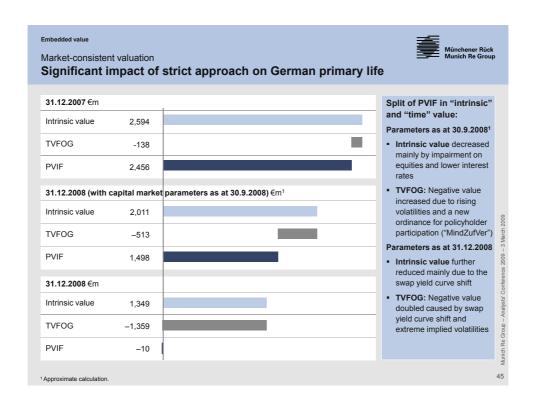
A comparison with the valuation as at 30 September 2008 illustrates the extraordinary conditions pertaining as at 31 December 2008

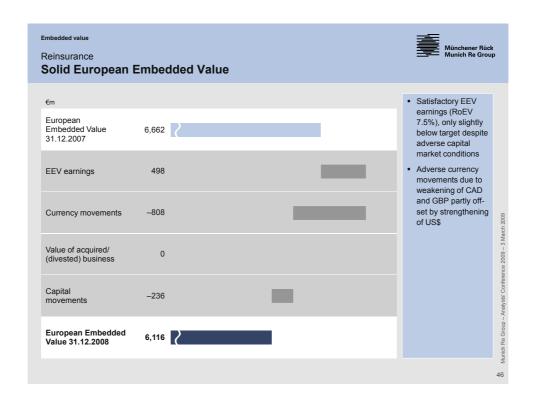
Market conditions expected to normalise over time; effective options for management to interfere if necessary

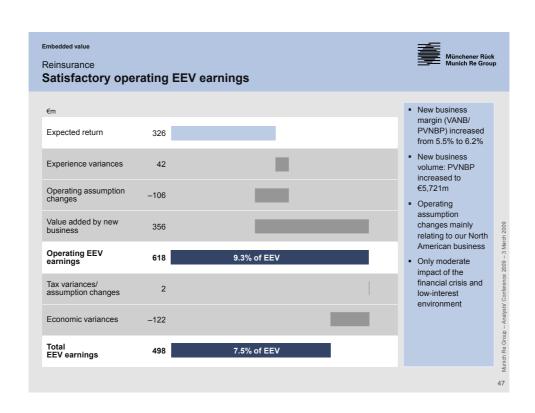




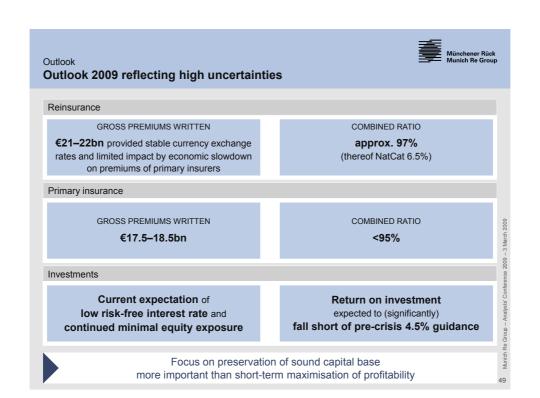


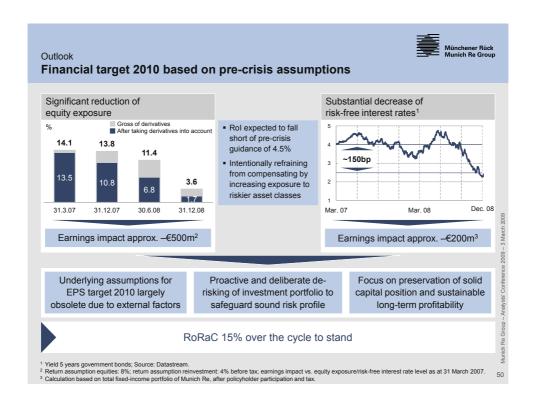


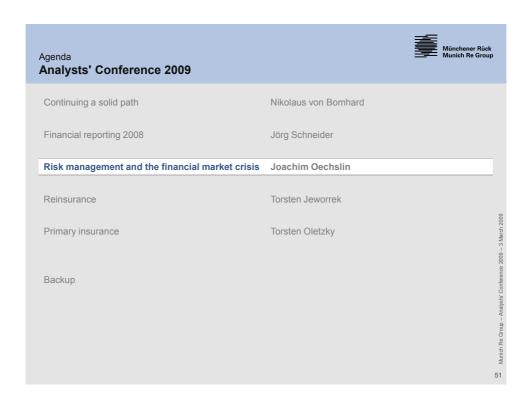






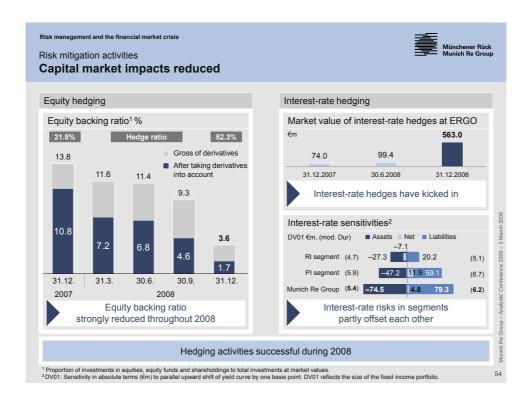


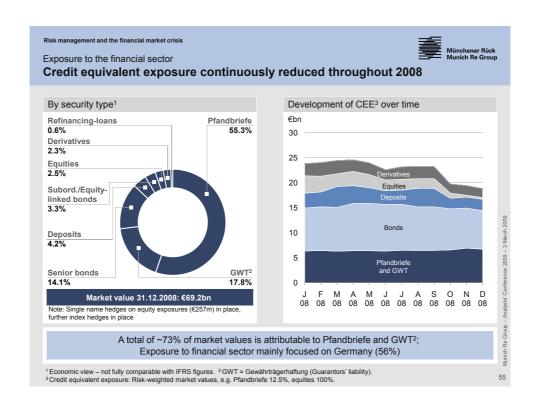












Risk management and the financial market crisis

Specific investment exposure

### **Examples underline thorough assessment**



Concerns in 2008	Munich Re exposure
Lehman default	Impairment net of policyholder participation and taxes in 2008 ~€115m
AIG	Almost no investments; exposure out of (re)insurance (e.g. retro, DAC) <€100m
Automotive industry	<€1bn MV; almost no (<€30m MV) exposure on the three leading US automotives
Madoff	No investment exposure
Security lending	Volumes of ~€1bn fully collateralised on a daily basis
Variable annuities	New reinsurance and primary business in start-up phase with dedicated hedging strategy; run-off reinsurance business closely monitored and partially hedged
Icelandic banks	Exposure < ~€20m, ~€10m on Republic of Iceland
Freddie Mac/ Fannie Mae	<€1bn direct exposure; €3.2bn MBS
ABS credit card	<€450m; mainly in US; 99.7% rated AAA

All exposures captured in Munich Re capital model

Risk management and the financial market crisis

Economic risk capital as of 31.12.2008

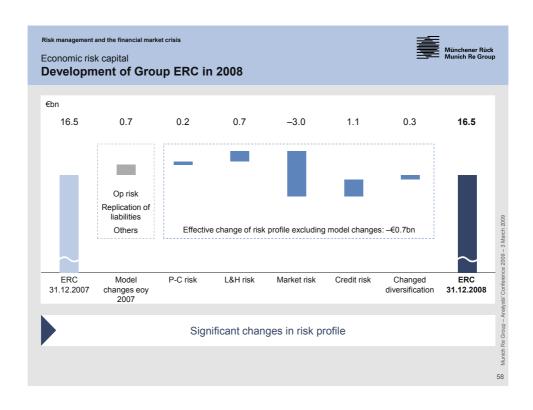
### Breakdown of Group required economic risk capital (ERC)

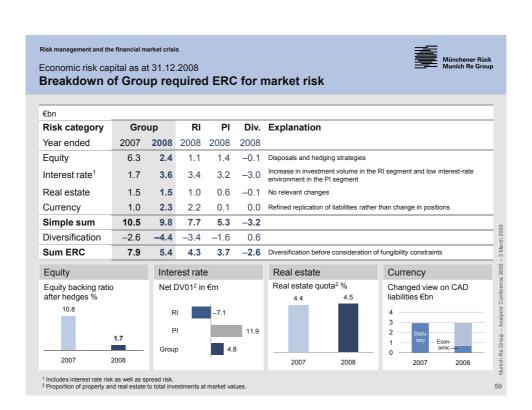


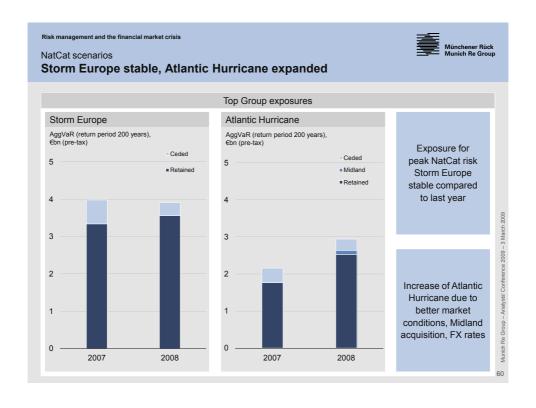
€bn						
Risk category <sup>1</sup> Group		RI	PI	Div.	Explanation	
Year ended	2007	2008	2008	2008	2008	
Property-casualty <sup>2</sup>	7.0	8.0	7.8	0.6	-0.4	+€500m changed approach towards Storm Europe³, +€250m decreased external risk mitigation, +€200m exposure change
Life and health	3.3	4.0	3.5	1.1	-0.6	Higher PV of adverse scenarios due to lower interest-rates mainly US and CAN
Market	7.9	5.4	4.3	3.7	-2.6	Reduction in equities exposures and increase in interest-rate risk
Credit <sup>4</sup>	1.5	2.7	2.1	0.7	-0.1	Thereof +€750m due to higher credit spreads and +€200 due to increase of credit exposures
Operational risk	1.2	1.4	1.0	0.4	0.0	Enhanced operational risk model
Simple sum	20.9	21.5	18.7	6.5	-3.7	
Diversification effect <sup>5</sup>	-4.4	-5.0	-5.5	-1.3	1.8	
Sum ERC	16.5	16.5	13.2	5.2	-1.9	

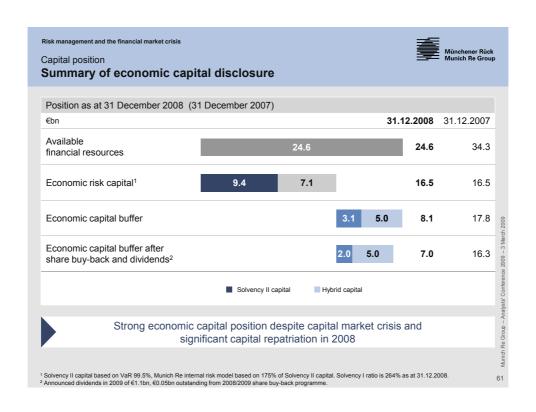
### Group ERC stable

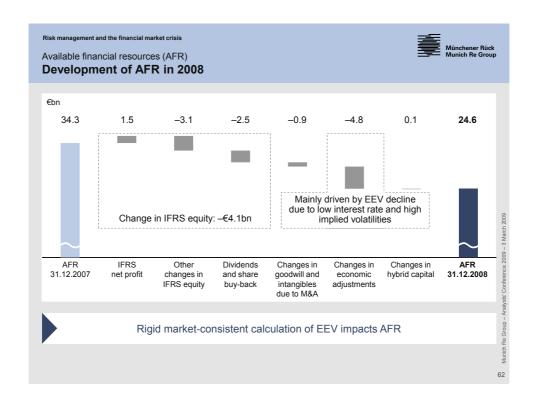
- Risk categories broadly based on refined "Fischer II" risk categories recommended for standardised industry disclosures.
  Contains Credit reinsurance.
  Ulferent representation of scenario with neutral net effect on sum ERC.
  Default and migration risk.
  The measured diversification effect depends on the risk categories considered and the explicit modelling of fungibility constraints.

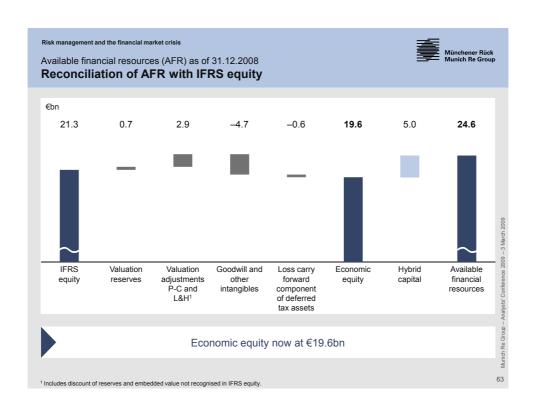




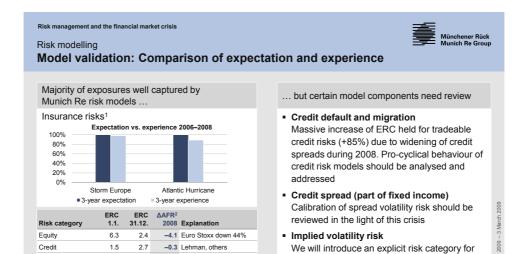








### Risk management and the financial market crisis Available financial resources (AFR) AFR change and relation to economic earnings AFR development in 2008 Relation to probability distribution of MRCM<sup>2</sup> €bn €bn Illustrative 34.3 -3.41-6.324.6 Strategic risk criteria: Munich Re economic profit expected to be positive in 9-out-of-10 years... 5 MR ERC loss 2008 0 -MRCM<sup>2</sup> -15 Return 1-out-of-10 years period -20 in vears 10 100 1,000 10,000 AFR Capital Economic AFR 2008 is 1-out-of-10 years with negative result Distribution of MRCM is strongly heavy-tailed 31.12.2007 31.12.2008 and M&A <sup>1</sup> Dividends and share buy-back (–€2.5bn) and higher goodwill/intangibles due to M&A (–€0.9bn) <sup>2</sup> Munich Re capital model.



Munich Re risk model overall on track in an exceptional year, selected reviews necessary

implied volatility risk in our risk model

\*\*Storm Europe mainly composed of Emma and Kyrill, Atlantic Hurricane mainly composed of Dean, Gustav and Ike.

Rough estimates, after tax and policyholder participation.

-6.3

-2.9 Yield curve decline and

spread widening

-0.5 Losses in CAD and GBP

-0.6 Sharp rise of IR volatility

+2.1 Technical results, etc.

1.7

1.0

n/a

Interest rate

Currency

Implied volatility

All other effects

Economic loss

3.6

2.3

n/a

Risk management and the financial market crisis





### Munich Re managed three major economic crises in Germany in the 20th century

	Economic environment	Impact on Munich Re				
Hyper- inflation 1922/23	Default of German government and corporate bonds Depreciation of saving accounts and life insurance policies Collapse of economic life (salary depreciation, increasing unemployment)	Initially, claims inflation leading to high combined ratios, subsequently new contract conditions introduced (e.g. interim premium adjustments)     Munich Re investments only partially affected due to foreign participations and real estate Strong competitive position of Munich Re due to available capacity				
World economic crisis 1929–32	Decreasing turnover of companies Crash in stock markets and high corporate default rates Protectionist trade policy High unemployment rates	Drop in premium by 25% High losses in credit and life insurance Positive claims development Overall positive and relatively stable returns in each year				
Monetary reform 1948	Increased money supply and subsequent inflation in Germany (Reichsmark)     Default of German government and corporate bonds     90% depreciation of private pension policies	Munich Re suffered losses due to the depreciation of Reichsmark     Rebuilding of foreign business accelerated by rapid setup of the DM opening balance sheet Financial strength was re-established within three years (e.g. premium increase by 30%)				
Monetary reform 1948  Increased money supply and subsequent inflation in Germany (Reichsmark) Default of German government and corporate bonds 90% depreciation of private pension policies  Munich Re suffered losses due to the depreciation of Reichsmark Rebuilding of foreign business accelerated by rapid setup of the DM opening balance sheet Financial strength was re-established within three years (e.g. premium increase by 30%)  Munich Re successful in mastering prior crises, but current situation requires analysis of further scenarios						

Risk management and the financial market crisis

Scenario analysis



### Stress-testing revealed impacts by segment and line of business

### Development of broad range of scenarios

Development and refinement of economic scenarios with focus on global economic crisis since October 2008

### Example 1: Global recession in industrialised countries

- Global recession/stagnation
- Loss of confidence leading to relatively slow regeneration process
- Further bankruptcies and downgrades of financial institutions possible
- In the course of expansive monetary policy,
- mostly further decreasing key interest rates expected Growing unemployment rates

Materialised

### Example 2: Severe global economic crisis for several years

- Significantly decreasing economic prosperity
- Deflationary trend followed by potentially strong inflation
- Severe unemployment
- Low oil price due to lower investments and consumption
- Danger of global disintegration
- Growing concerns on illiquidity of states
- Very large number of bankruptcies
- Long-lasting, massive loss of confidence
   Likelihood increased

### Mainly affected lines of business

Credit reinsurance

 Significant increase of losses due to higher default rates

Life primary insurance and reinsurance

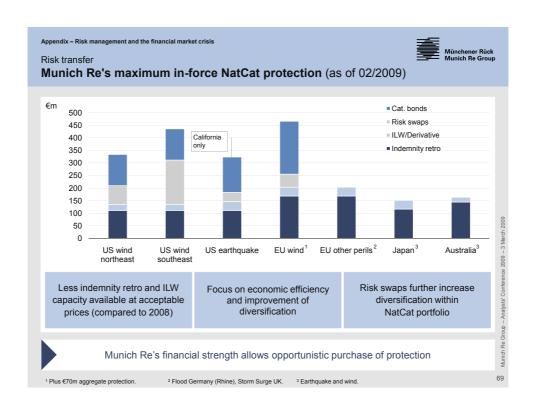
- Existing business affected by lapses, low interest rates, increased claims
- Decreasing new business

Casualty

 D&O and PI: increase of loss frequency at early stage of recession

Sensitivity of premium volume and claims varies by line of business





Appendix – Risk management and the financial market crisis

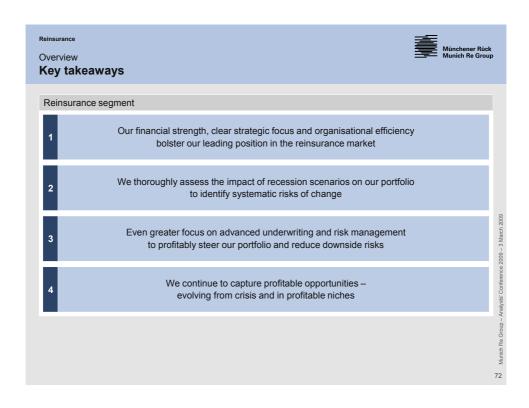
### New approach towards operational risk

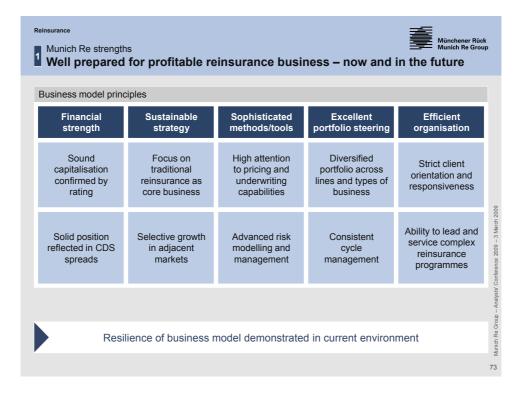


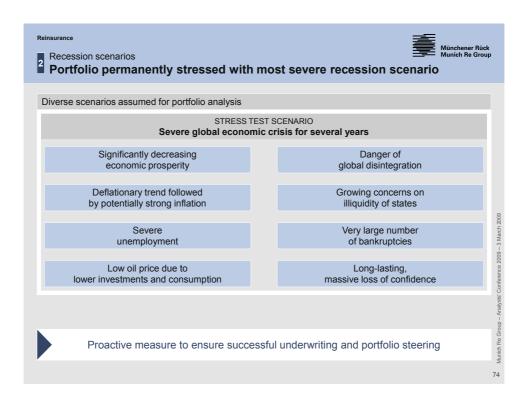
	Old model	New model	Impact
Model setup	Loadings benchmarked against external requirements	Aggregate of stochastic scenarios developed by experts and benchmarked against external data	Increase of stand-alone ERC for OpRisk at group level about 17%
Treatment of diversification	No diversification between OpRisk and other risk categories	High tail dependency between operational risk and the other risk categories leading to a low diversification benefit	No material change to overall ERC at Group level
Link to internal control system (ICS)	No direct link to ICS	Increasingly linked to ICS via explicitly defined top-down risk scenarios	Strong connection between measurement and management of operational risk

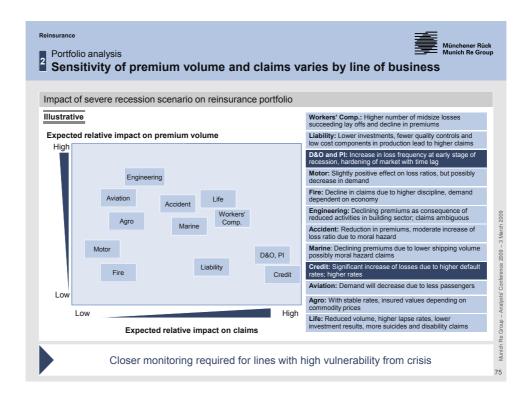
Best-practice modelling of operational risk by use of scenarios and close link to internal control system

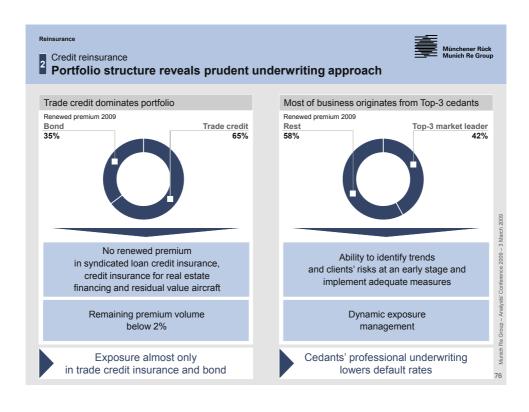
Agenda		Münchener Rück Munich Re Group
Analysts' Conference 2009  Continuing a solid path	Nikolaus von Bomhard	
Financial reporting 2008	Jörg Schneider	
Risk management and the financial market crisis	Joachim Oechslin	
Reinsurance	Torsten Jeworrek	
Primary insurance	Torsten Oletzky	
Backup		
		7

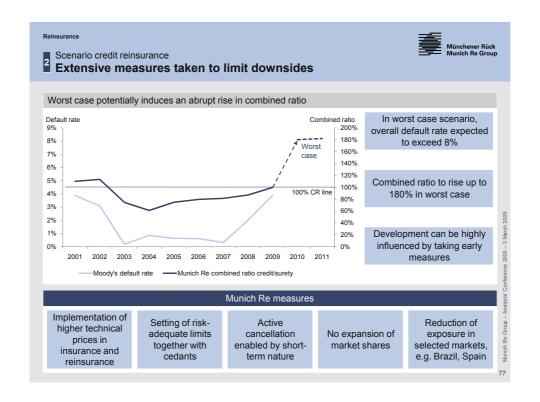


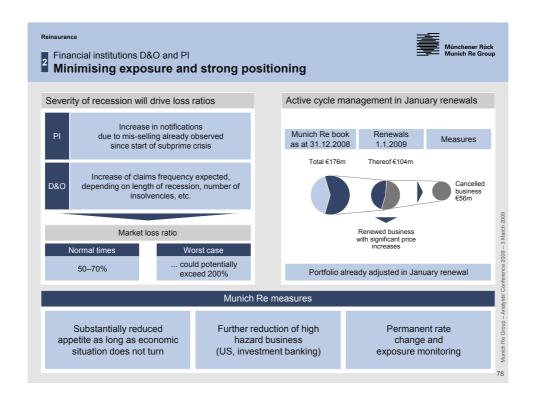


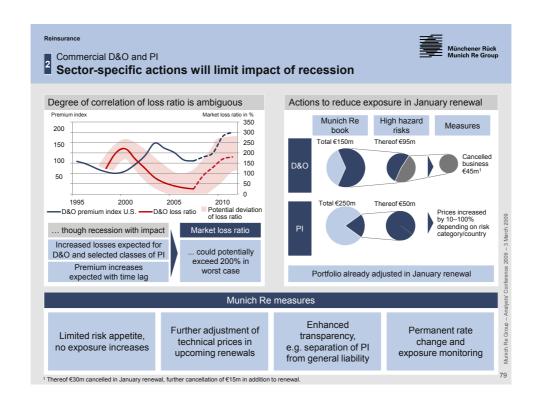


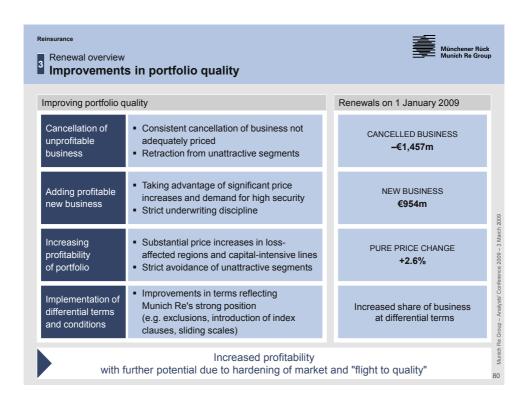


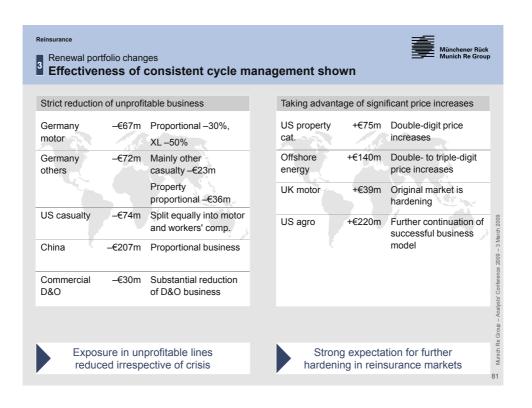


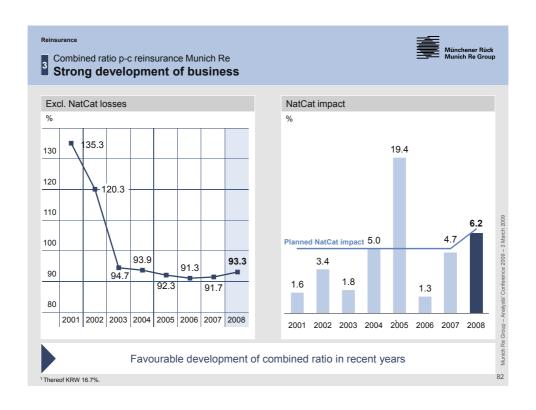


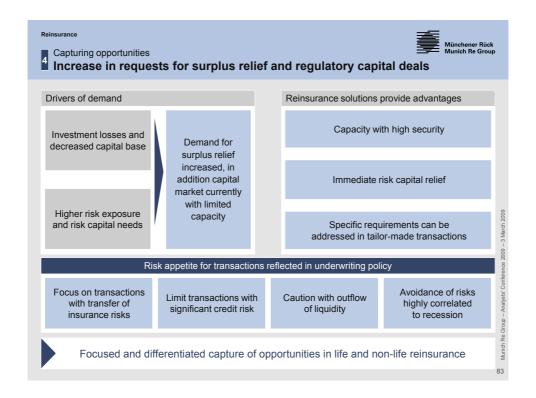


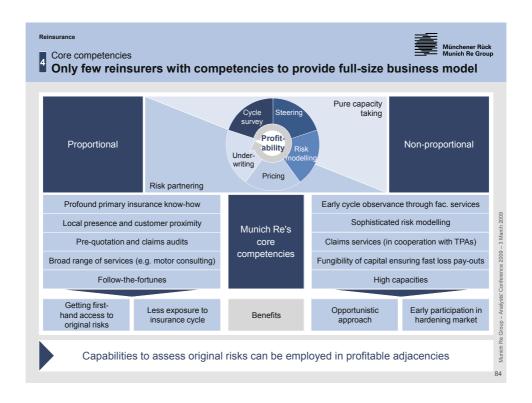


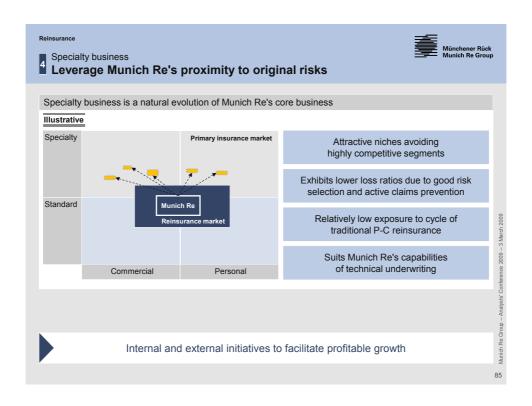


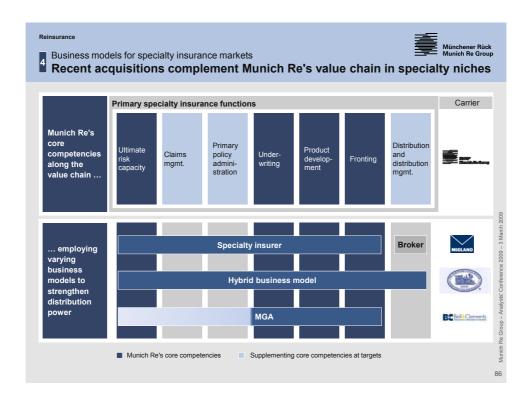


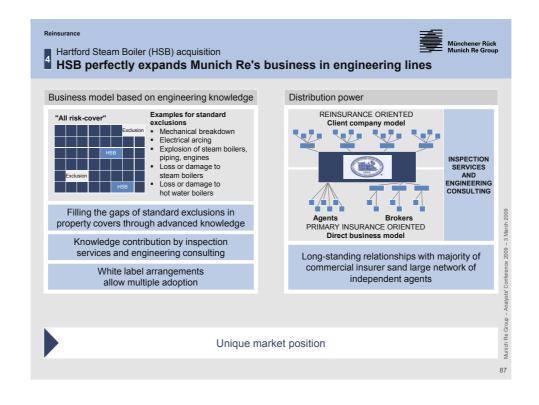


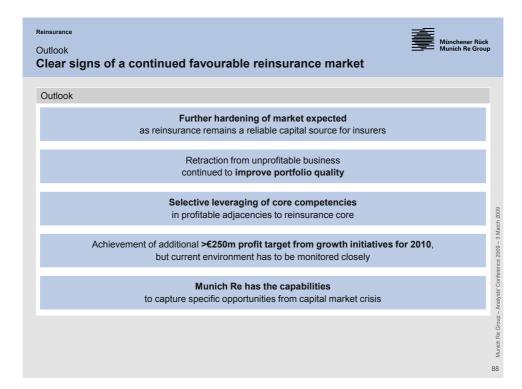


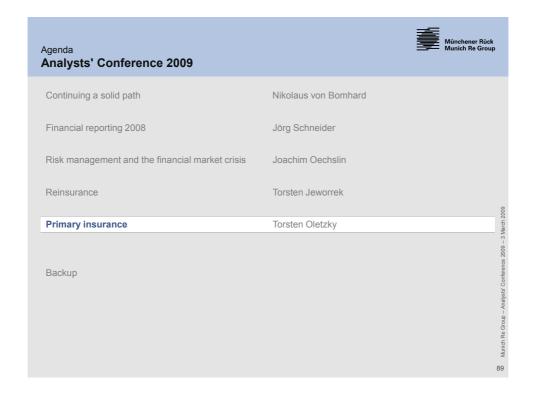


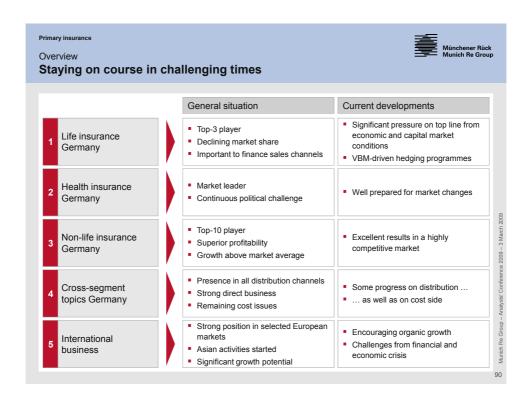






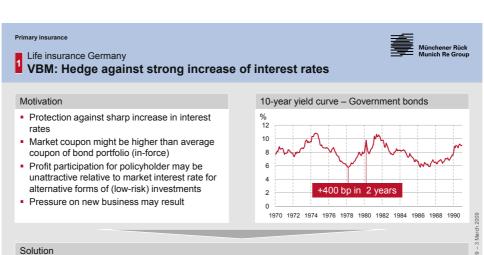






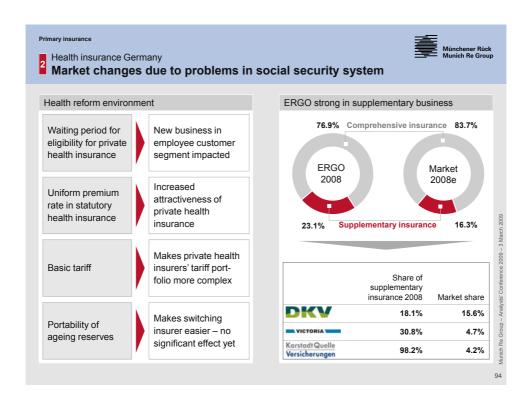


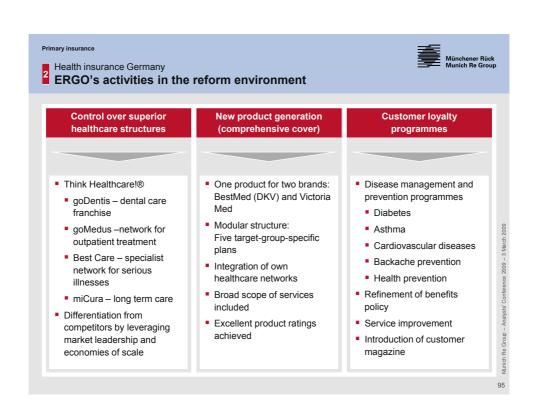
#### Primary insurance Life insurance Germany VBM: Hedge against low interest rates 10-year yield curve - Government bonds Motivation % 10 Protection against long-term low interest rate scenario (Japan scenario) Reinvestment over a longer period of time might only be possible at low interest rates Average coupon might be near to or even lower than average guarantee of ~3.4% 1989 1992 1995 1998 2001 2004 2007 Solution Acquisition of structured products: Receiver swaptions - Gives buyer of receiver swaptions opportunity to invest in the future if interest rate environment is low at an interest rate agreed on today • Works like an option – If future market rate is higher than agreed rate, value of option is zero Long-term programme started 2005 – Yearly adjustments according to change in portfolio ERGO to withstand sustained period of low interest rates

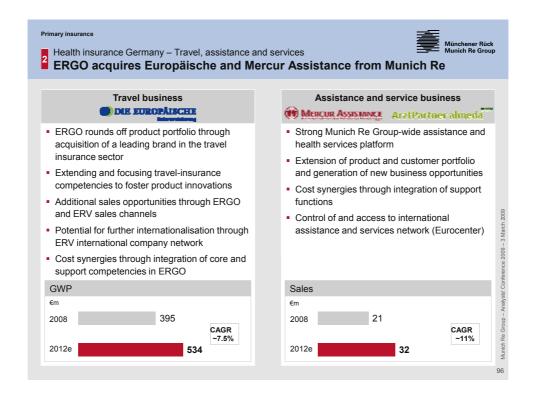


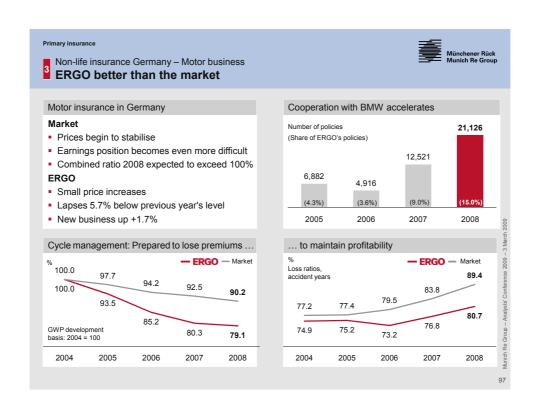
- Acquisition of structured products: CMS floater
- CMS floater allows participation in increasing interest rates, because coupon is updated yearly according to current swap rates
- CMS floater contains floor (minimum) coupon

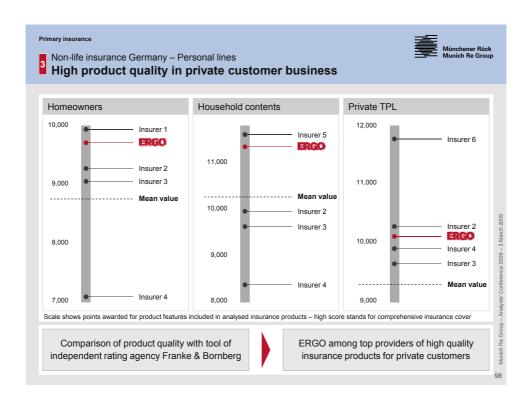
ERGO to preserve competitiveness of life insurance product when interest rates rise

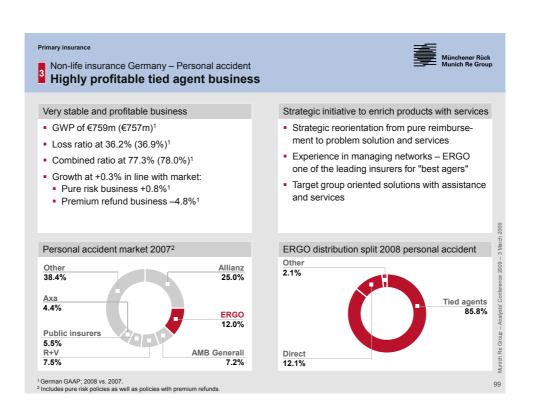






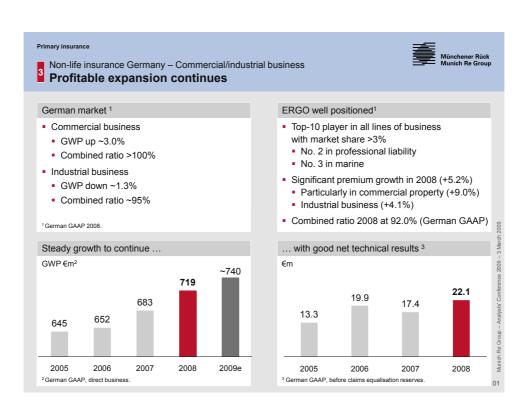






#### Primary insurance Non-life insurance Germany – Legal expenses **Building service components into products** Specialised and profitable business Evolution from pure insurer to legal services provider • GWP of €440m (€440m)<sup>1</sup> Leveraging expertise Loss ratio at 59.2% (63.0%)¹ • From international business (e.g. UK) Combined ratio at 92.2% (96.4%)<sup>1</sup> • From other lines of business (e.g. health) Access to more than 2 million customers Introduction of telephone legal advice in 2006 in Germany • Promoting mediation to settle disputes out of court and reduce claims in 2008 Cross-over product with health segment introduced in 2009: legal protection for patients Business split Germany/International Additional vehicle D.A.S. Prozessfinanzierung for add-on services Process financing International 2008 GWP Germany 47.9% Debt collection management 52.1% €917m

<sup>1</sup> German GAAP; 2008 vs. 2007



#### Primary insurance



Cross-segment topics Germany

# Strengthen ERGO's sales organisations

#### 2008: Measures taken

- · Revised German insurance contract law implemented
- Next generation IT system for sales staff rollout has started (project EASY)
- Broker sales forces integrated basis for future growth set
- Tied agents channels number of agents stabilised

#### 2009: Measures to be taken

- Set up bancassurance competence centre
- Enhance direct sales activities
- Stabilise multi-level network
- Increase productivity of tied-agent sales force

#### Business environment

- German Insurance Contract Act made sales process more complicated (mainly a life insurance issue)
- New business not much affected by financial market crisis yet – with the exception of the bancassurance channels and single premium life insurance business

#### Expected business environment

- Financial market crisis leads to economic downturn
- Bancassurance in Germany and Eastern Europe to be impacted
- Trusted tied agent advisors should fare better



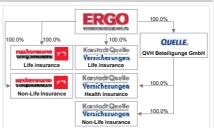
Cross-segment topics Germany

## Remaining shares in direct insurer KQV acquired

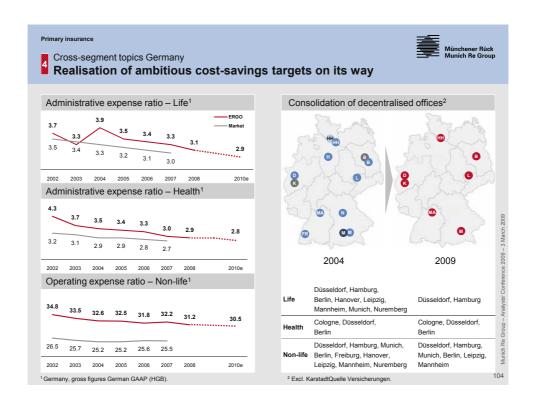
#### Acquisition rationale and potential

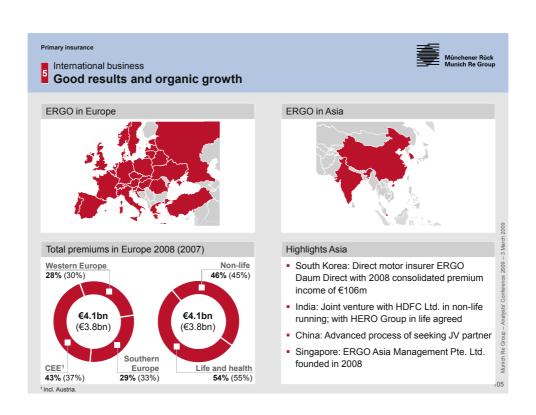
- Direct market in Germany with growth potential
- KQV with good new business growth
  - More than 4 million customers already
  - Strong expertise in data mining and targeted customer approach
  - Innovator, e.g. in dental supplementary health insurance (CAGR of 68% from 2002-2008)
- Synergies in product development, steering (ALM, risk management) and between sales channels (e.g. Maxizins)
- Creating a broader customer base, reduction of dependency on Arcandor customer file
- Know-how exchange between German and international business (e.g. ERGO Daum Direct)

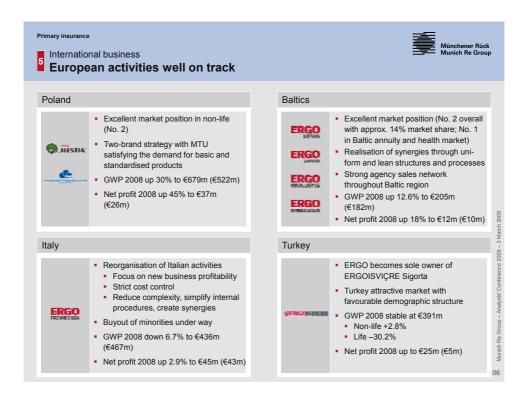
#### New structure as at 1 January 2009

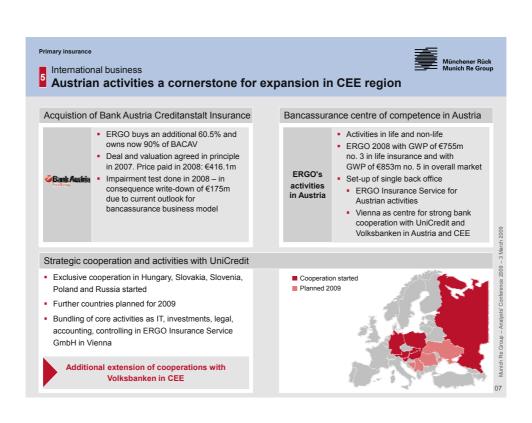


- ERGO becomes sole owner of KarstadtQuelle and Neckermann insurance companies
- Arcandor gets 100% of the stake in KarstadtQuelle Bank
- ERGO pays €67.5m cash settlement to Arcandor
- Exclusive sales partnership for insurance products between ERGO and Arcandor affirmed









#### Primary insurance

Economic environment outlook



#### Economic crisis with severe threats - and some opportunities

#### Threats

#### LIFE

- Impact on investment result and profit participation
- Reluctance of customers to make major investment decisions
- Lapses might go up

#### HEALTH

- Crisis might lead to higher illness rates
- Lower salaries limit new business opportunities for comprehensive cover

#### NON-LIFE

- Lower demand to insure economic activity (e.g. goods in transit, building activity, etc.)
- Turnover-related premiums to decline
- · Criminal activities/fraud might rise

#### Opportunities

- Guarantee products more attractive
- Less competition from fund/certificate industry

#### HEALTH

 Public health system under additional pressure due to income related premiums might make private health insurance more attractive

#### NON-LIFE

- · Customers' need for safety rises
- Lower economic activity reduces claims

08

Bleak economic environment poses severe threat – but has also some opportunities

Primary insurance

Summary

#### **Takeaways**



#### 2008 saw some setbacks .

Life new business in Germany not satisfactory 2008 APE –3.4% vs. 2007

Results hit by financial markets crisis Net profit €92m (€782m)

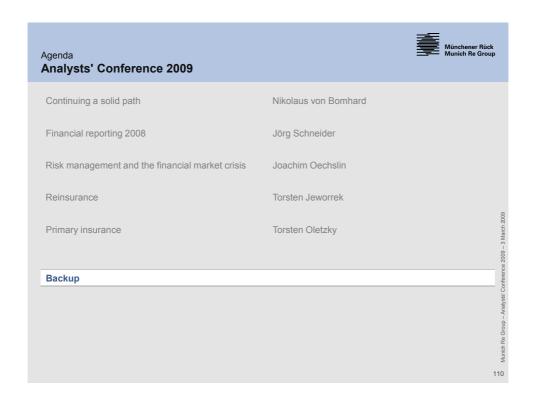
#### ... but also significant progress ...

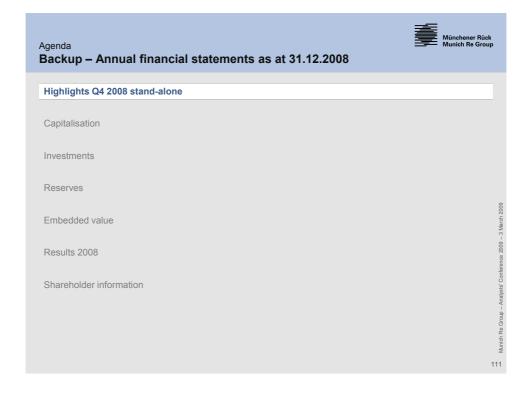
Sales initiatives started Broker channel integrated Progress on internationalisation Total premiums +12.5%

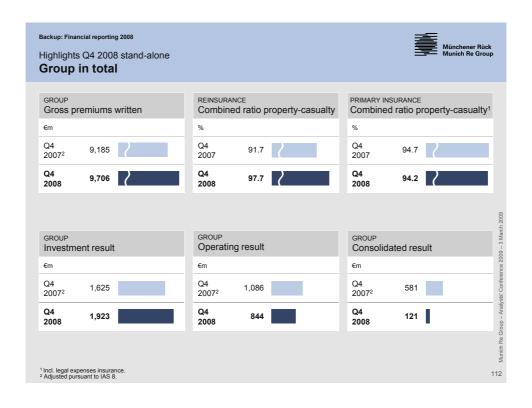
Capital structure improved Payout of €1bn dividend Cost reductions on their way €180m/1,800 FTE until 2010

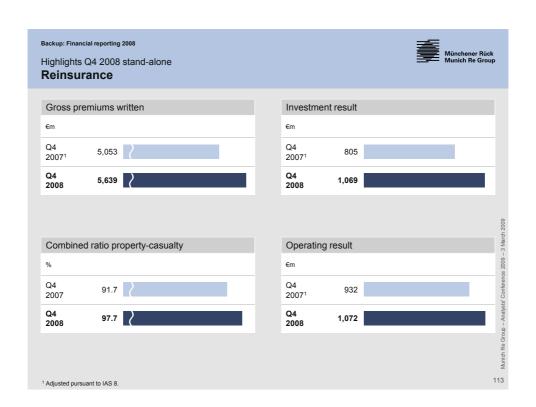
... and strong commitment to more progress in 2009

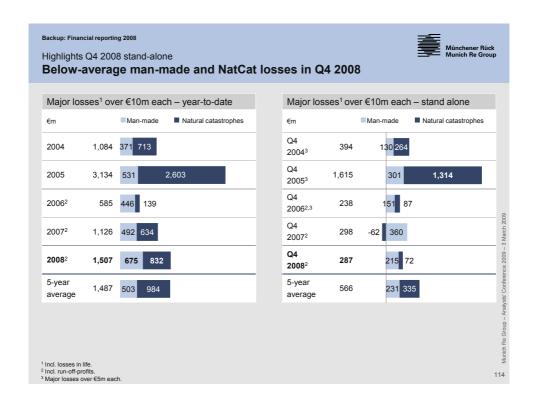
109



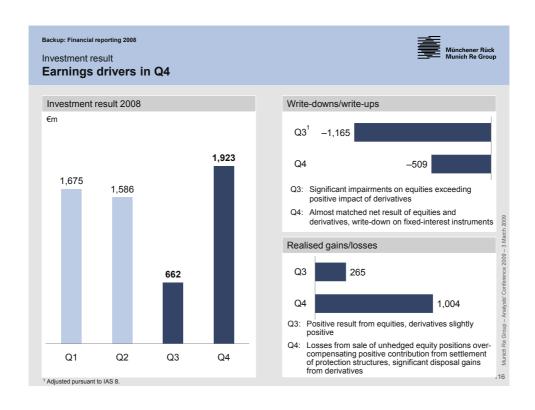


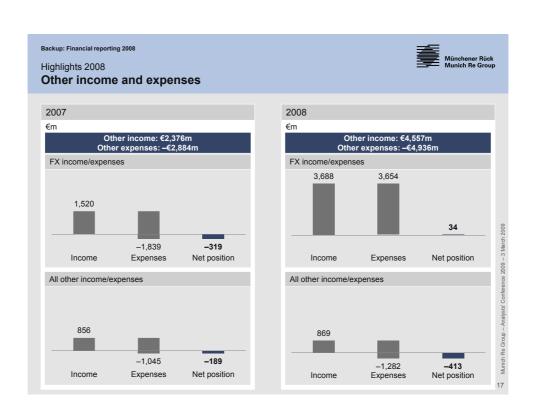


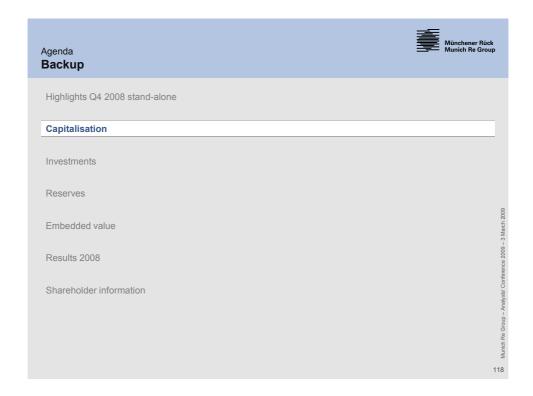


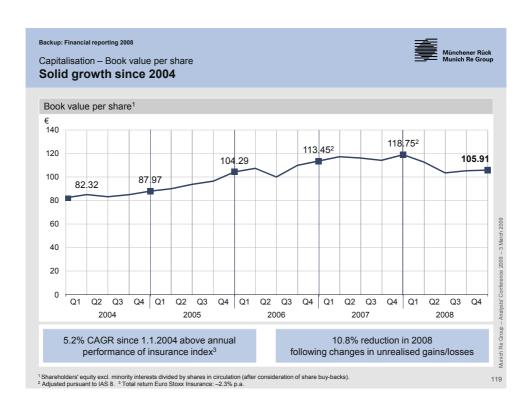


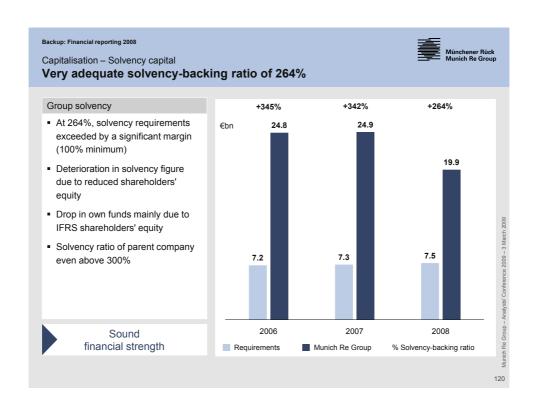




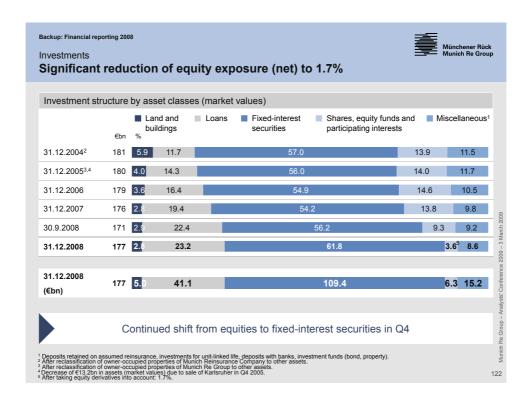


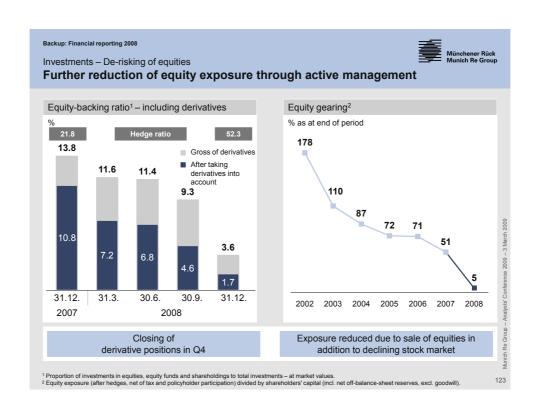


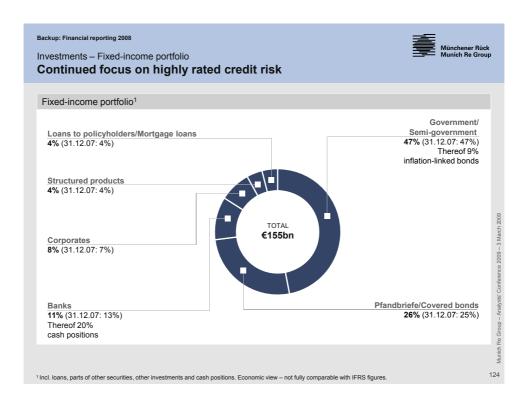












# Backup: Financial reporting 2008 Investments Approx. 90% of fixed-income investment rated A or better

						B and		
%	AAA	AA	Α	BBB	BB	worse	NR	Total
Government/ Semi-government	71	23	5	1	-	-	-	100
Pfandbriefe/Covered bonds	87	13	-	-	-	-	-	100
Banks	7	24	40	2	-	-	27 <sup>2</sup>	100
Corporates	8	10	45	31	1	-	5	100
Structured products	92	4	2	-	-	-	2	100
Loans to policyholders/ Mortgage loans	-	-	-	-	-	-	100	100
Total	61	18	10	3	_	_	7	100

 $^{\rm 1}$  Economic view – not fully comparable with IFRS figures  $^{\rm 2}$  Incl. cash positions, which are not rated.

125

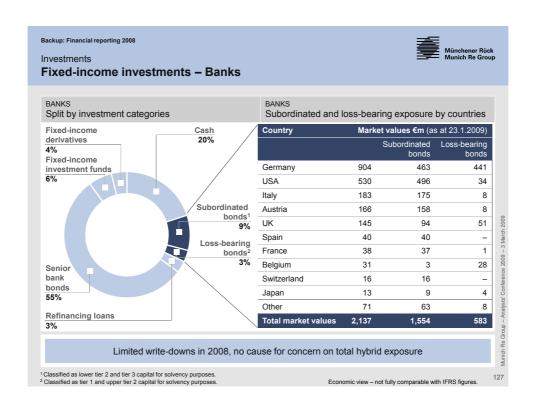
#### Backup: Financial reporting 2008 Investments Approx. 70% invested in EURO-zone, limited exposure in CEE countries Geographic classification of fixed-income portfolio<sup>1</sup> Rest of World Other UK CEE USA Canada Germany France Spain Europe Government/ Semi-government Pfandbriefe/ Covered bonds Banks Corporates

<sup>1</sup> Economic view – not fully comparable with IFRS figures.

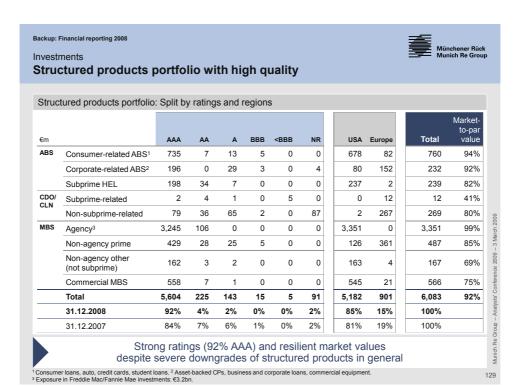
Structured

Loans to policyholders/ Mortgage loans

products







Backup: Financial reporting 2008

#### Fixed-income portfolio by accounting categories (IFRS)



%	Loans and receivables	Held-to- maturity	Available-for- sale	Held-for- trading	Total
Government/Semi-government	24	-	76	-	100
Pfandbriefe/ Covered bonds	32	-	68	_	100
Loans to policyholders/ Mortgage loans	100	-	-	_	100
Structured products	2	-	98	_	100
Corporates	7	-	93	_	100
Banks	49	1	42	8	100
Total	29	_	70	1	100

# Investments – Fixed-income portfolio by accounting categories (IFRS) Recognition and measurement of financial instruments (I)



Category	Features	Recognition and measurement
Financial instruments at fair value through profit and loss	■ Mandatory for securities classified as "held for trading"; intention to realise gains in short term, (speculative intention)     ■ Derivatives (unless used for hedging purposes)     ■ All financial instruments may be allocated to this category on first-time recognition (fair-value option; subsequent reclassification not possible) → Exception: equity instruments not traded in an active market for which no reliable fair value can be determined     ■ Since October 2008: reclassification of non-derivative financial instruments in the held-for-trading category is permissible subject to certain conditions	Initial and subsequent measurement at fair value     Positive and negative changes in fair value recognised in profit and loss
Financial instruments held to maturity	Fixed final maturity date, all payments fixed or clearly determinable     Intention and capacity to hold the financial instrument until the final maturity date → sanctions in the event of infringement     Excludes financial instruments matching definition of "loans and receivables"	Initial measurement at fair value  Subsequent measurement at amortised cost (effective interest method)  Changes in value on subsequent measurement or impairment recognised in P&L (no qualitative criteria, indication-based, e.g. default on interest payments)  Reversal of impairments recognised in P&L (upper limit: amortised cost)

#### Backup: Financial reporting 2008

Investments – Fixed-income portfolio by accounting categories (IFRS)



#### Recognition and measurement of financial instruments (II)

Category	Features	Recognition and measurement
Loans and receivables	Financial instruments not quoted in an active market  Fixed or at least clearly determinable payments  Fixed of financial instruments matching the	Initial measurement at fair value     Subsequent measurement at amortised cost (effective interest method)     Chesses is value as subsequent.
	Excludes financial instruments matching the definition of a held-for-trading financial instrument	<ul> <li>Changes in value on subsequent measurement or impairment recognised in P&amp;L (no quantitative criteria, indication-based, e.g. default on interest payments)</li> </ul>
		<ul> <li>Reversal of impairments recognised in P&amp;L (upper limit: amortised cost)</li> </ul>
Financial instruments	Catch-all category: includes all financial instruments not allocated to the other categories	<ul> <li>Initial and subsequent measurement at fair value</li> </ul>
available for sale	<ul> <li>Financial instruments can be explicitly allocated to this category</li> <li>Disposal permissible at any time, but intention to</li> </ul>	<ul> <li>Positive and negative changes in fair value recognised in equity (unrealised gains and losses)</li> </ul>
	sell a financial instrument not required for it to be allocated to this category	<ul> <li>Impairments recognised in P&amp;L (equities: 6 months or 20% below purchase price, or</li> </ul>
	Since October 2008: available-for-sale financial instruments may be reclassified as "loans and receivables" subject to certain conditions	"once impaired, always impaired" criterion; fixed-interest securities: no qualitative criteria, indication-based – e.g. default on interest payments)
		Reversal of impairments not recognised in P&L for equity instruments, recognised in P&L for debt instruments (upper limit: amortised cost)

#### Backup: Financial reporting 2008

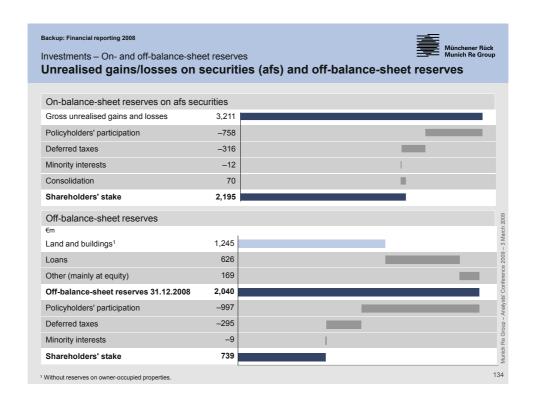
Investments – Sensitivities to interest rates, spreads and equity markets

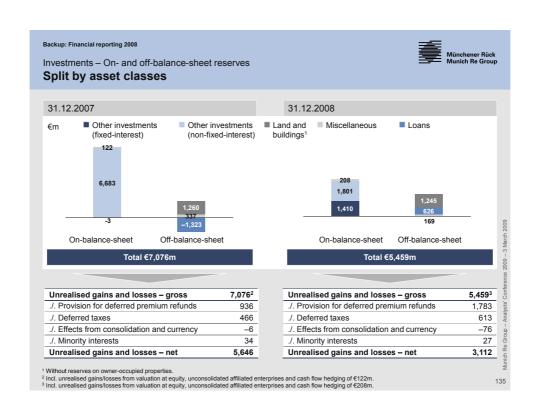


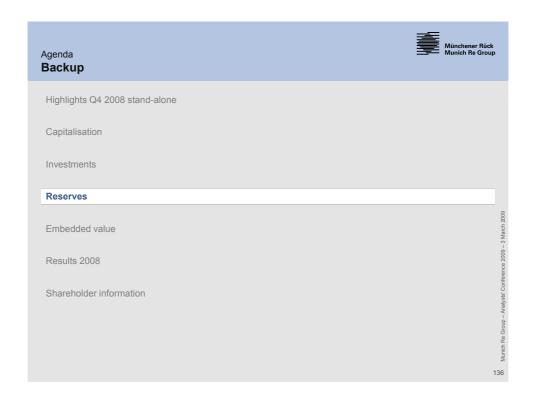
Low sensitivity to equities, manageable exposure to interest rates and spreads1

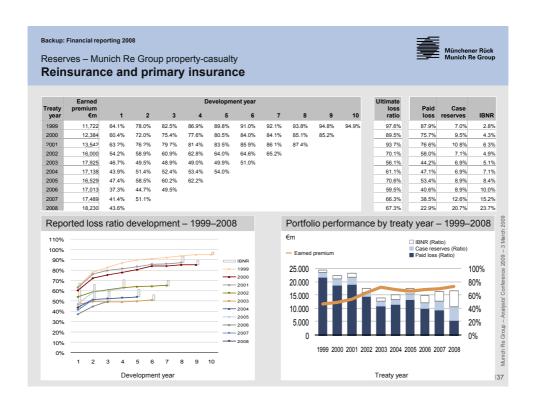
Sensitivity to risk-free interest rates				
Basis points	-200	-100	+100	+200
Change in gross market value (€bn)	+19.3	+8.8	-6.9	-12.
Economic impact for shareholder² (€bn)	+5.5	+2.5	-2.2	-4.
Sensitivity to spreads <sup>3</sup>				
Spreads	-50%	-25%	+25%	+50%
Change in market value gross (€bn)	+4.8	+2.3	-2.0	-3.
Economic impact for shareholder² (€bn)	+1.3	+0.7	-0.7	-1.
Sensitivity to equity markets <sup>4</sup>				
	-30%	-10%	+10%	+30%
EuroStoxx 50	1.714	2.203	2.693	3.18
Change in gross market value (€bn)	-0.9	-0.3	+0.3	+0.
Economic impact for shareholder <sup>2</sup> (€bn)	-0.7	-0.2	+0.3	+0.

1 Rough calculation with limited reliability; linearity of relations cannot be assumed. Economic view – not fully comparable with IFRS figures; recently acquired companies not included.
2 Change in unrealised gains/losses on-balance-sheet, off-balance-sheet and P&L impact assuming unchanged portfolio as at 31.12.2008. After rough estimation of policyholder participation and deferred tax.
3 Sensitivities on changes of spreads are calculated for every category of securities (governments, Pfandbriefe, banks, etc.) separately.









#### Backup: Financial reporting 2008

Reserves – Property-casualty reinsurance and primary insurance **Representative loss triangles** 



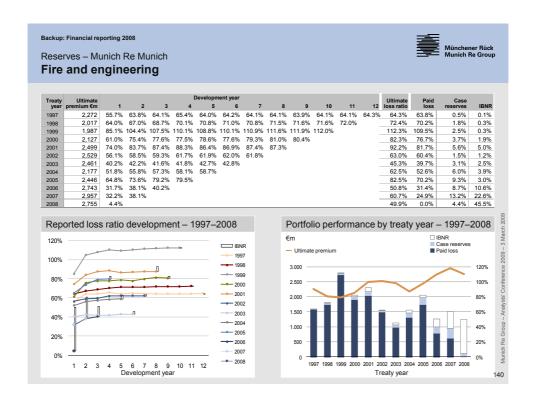
Legal entity €m	Line of business	Case and IBNR reserves
Munich Re Munich	Property (fire and engineering)	4,181
	Liability and motor	8,868
	Personal accident / workers' comp.	622
	Marine	1,072
	Subtotal	14,744
Munich Re America	Property	601
	Liability	3,597
	Workers' comp. / personal accident	2,935
	Subtotal	7,133
ERGO	Property-casualty	3,468
Munich Re Group	Asbestos and environmental	1,785
TOTAL		27,130

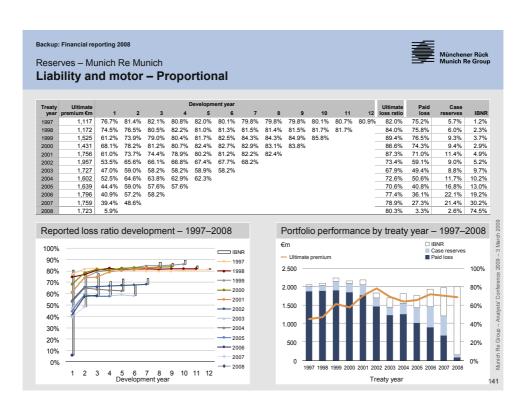
Disclosure addresses roughly 75% of carried net property-casualty reserves

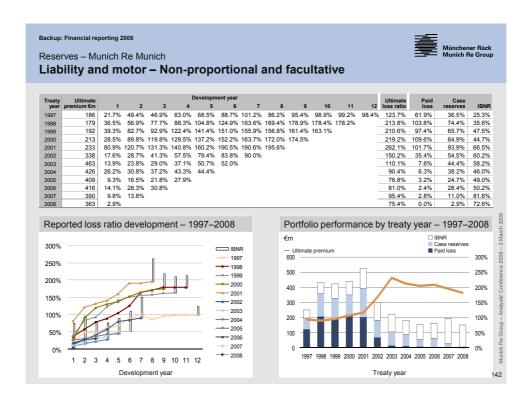
Reserves – Property-casualty reinsurance and primary insurance **Representative loss triangles** 

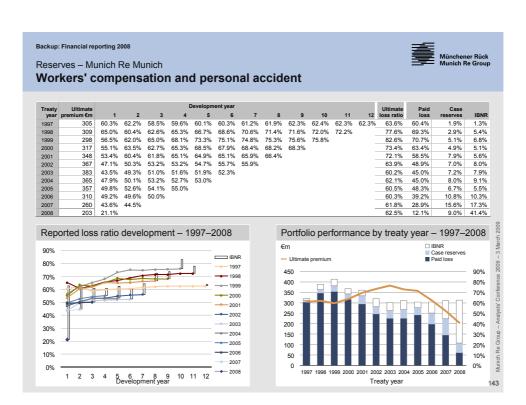


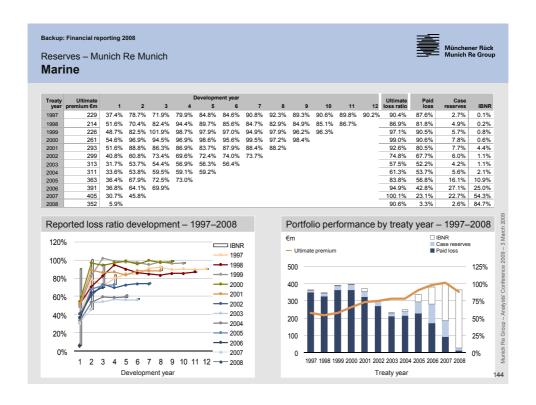
Data das suintiau	
Data description	
Legal entity	Figures in triangle exhibits
Munich Re Munich	<ul> <li>Net business of Munich Re Munich, i.e. Munich Re AG excluding special contracts and all major branches and subsidiaries, but including business fronted by Great Lakes UK</li> </ul>
	<ul> <li>Statistical figures (following client's development periods) as at 31 December 2008 before conversion to financial data (earning down, currency effects)</li> </ul>
	<ul> <li>Including reported amounts of large losses</li> </ul>
	<ul> <li>Converted into € with average exchange rates of 2007</li> </ul>
Munich Re America	<ul> <li>Net of specific retrocession and before variable quota shares and loss portfolio transfer to Munich Re Munich</li> </ul>
	<ul> <li>Financial figures as at 31 December 2008</li> </ul>
	<ul> <li>Excluding latent losses, finite risk or natural catastrophe losses.</li> <li>Respective ultimates shown in separate column.</li> </ul>
	Converted into € using the year-end exchange rates of 2008
ERGO	<ul> <li>Net of corporate retrocession to Munich Re AG</li> <li>Financial figures as at 31 December 2008</li> </ul>

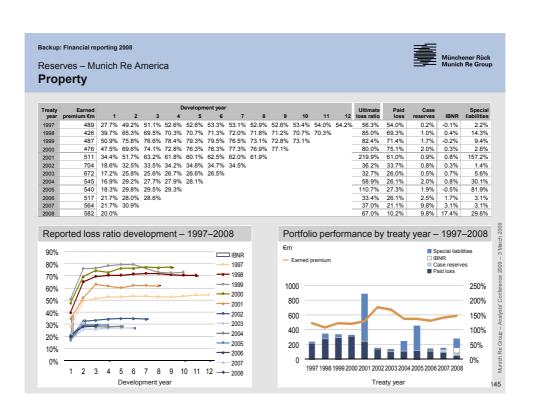


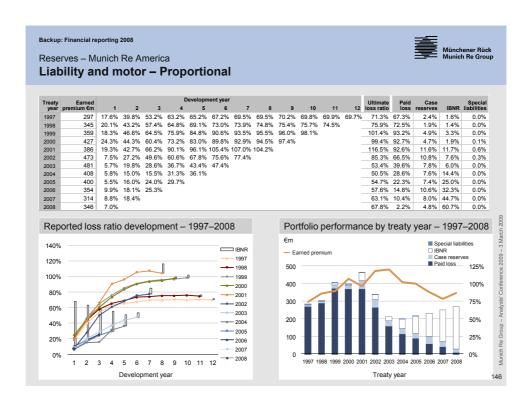


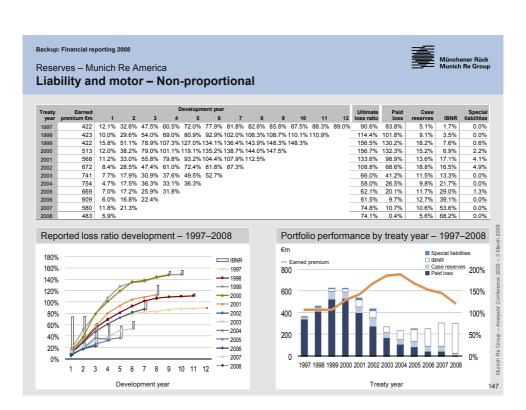


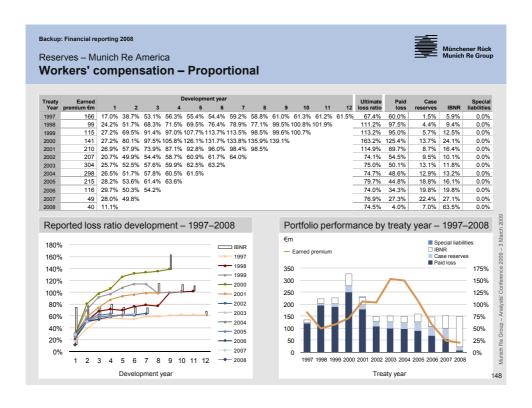


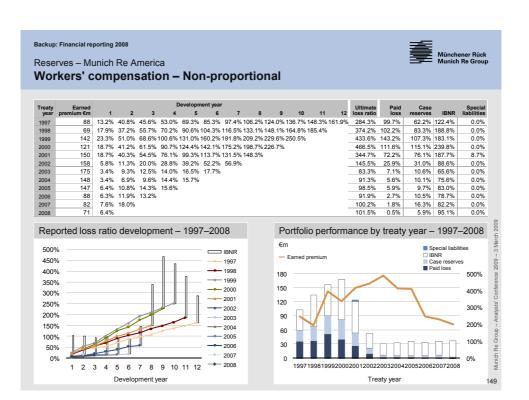


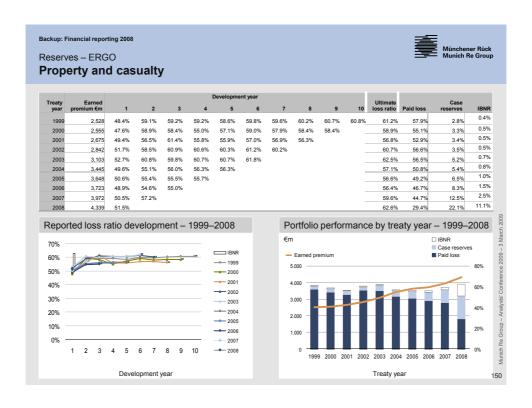
















Highlights Q4 2008 stand-alone

Capitalisation

Investments

Reserves

#### Embedded value

Results 2008

Shareholder information

152

#### Backup: Financial reporting 2008

Sensitivities

## EEV as at 31 December 2008



€m	Reinsura	ince	Primary insurance		
	EEV	Change	EEV	Change	
Base case	6,116		3,509		
Frictional cost rate +100bp	5,469	-647	2,938	<b>–</b> 571	
No frictional costs	6,887	771	4,119	610	
Mortality/morbidity (life business) –5%	7,338	1,222	3,557	48	
Mortality (annuity business) –5%	6,096	-20	3,471	-38	
No mortality improvements (life business)	3,883	-2,233	3,509	0	
Lapse rates –10%	6,221	104	3,526	17	
Maintenance expenses –10%	6,175	59	3,587	78	
Interest rates –100bp	6,559	443	1,945	-1,564	
Interest rates +100bp	5,719	-397	4,477	968	
Swaption implied volatilities +25%	6,114	-3	3,257	-252	
Equity/property implied volatilities +25%	6,091	-25	3,527	18	
Minimum solvency capital	6,270	154	3,879	370	

153

Backup: Financial reporting 2008

Sensitivities

#### 2008 value of new business



€m	Reinsura	ince	Primary insurance		
	VANB	Change	VANB	Change	
Base case	356		-45		
Frictional cost rate +100bp	283	-73	-65	-20	
No frictional costs	435	79	-25	20	
Mortality/morbidity (life business) –5%	468	112	-48	-3	
Mortality (annuity business) –5%	356	0	-45	(	
No mortality improvements (life business)	160	-196	-45	(	
Lapse rates –10%	368	12	-43	2	
Maintenance expenses –10%	365	9	-35	10	
Interest rates –100bp	364	8	-117	-72	
Interest rates +100bp	346	-10	-5	40	
Swaption implied volatilities +25%	356	0	-63	-18	
Equity/property implied volatilities +25%	356	0	-46	-1	

Backup: Financial reporting 2008

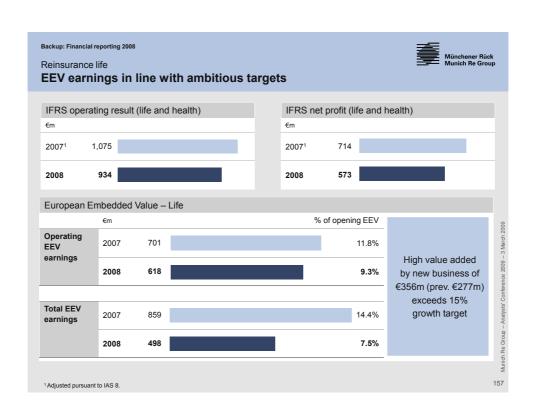
Experience variances and operating assumption changes

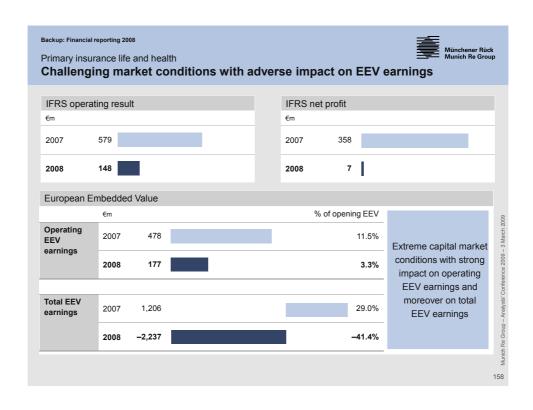
Track record of prudent operating assumption

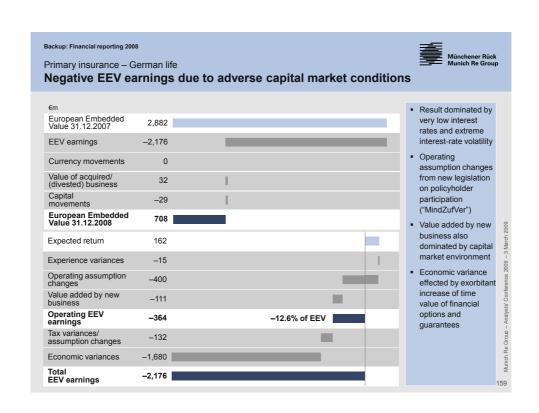


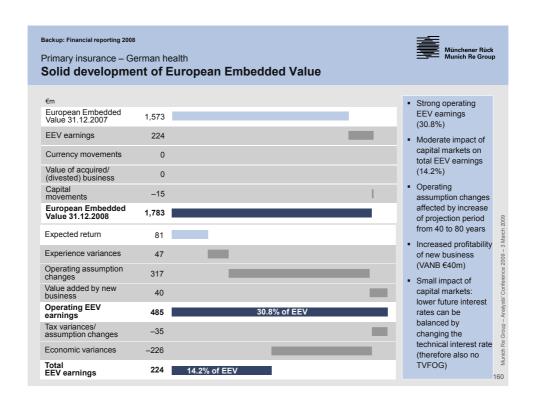
TI REINSURANCE SEGMENT	ıl embed	ue	M	larket-co	onsisten	t embed	lded value		
€m	2001	2002	2003	2004	2005	2006	2007	2008	Sum 2001–2008
Experience variances	-78	98	3	134	127	-83	160	42	403
Operating assumption changes	49	23	66	-10	-61	94	-72	-106	-17
Total	-29	121	69	124	66	11	88	-64	386
PRIMARY INSURANCE SEGME	NT								
PRIMARY INSURANCE SEGME €m	<b>NT</b> 2001	2002	2003	2004	2005	2006	2007	2008	Sum 2001–2008
		2002	2003	2004	2005	2006	2007	2008	
€m	2001								216
€m Experience variances	2001 –39	3	-3	10	62	202	-47	28	Sum 2001–2008 216 393 608

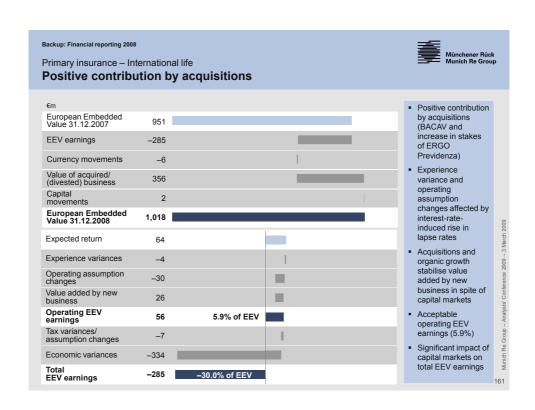












# Agenda **Backup**

Highlights Q4 2008 stand-alone

Capitalisation

Investments

Reserves

Embedded value

## Results 2008

**Group financial statements** 

**Segment reporting** 

**Quarterly figures** 

Shareholder information

## Consolidated financial statements

# Balance sheet as at 31 December 2008 – Assets (1/2)

Assets		31.12.2008		Prev. Year <sup>1</sup>	Chan	ge
	€m	€m	€m	€m	€m	%
A. Intangible assets						
I. Goodwill		3,570		3,135	435	13.9
II. Other intangible assets		1,786		1,126	660	58.6
			5,356	4,261	1,095	25.7
B. Investments						
Land and buildings, including buildings on third party-land		3,732		3,753	-21	-0.6
II. Investments in affiliated companies and associates		1,198		1,168	30	2.6
III. Loans		40,426		35,502	4,924	13.9
IV. Other securities						
1. Held to maturity	143			200	<b>–</b> 57	-28.5
2. Available for sale	114,844			119,034	-4,190	-3.5
3. Held for trading	3,122			1,299	1,823	140.3
		118,109		120,533	-2,424	-2.0
V. Deposits retained on assumed reinsurance		6,646		8,206	-1,560	-19.0
VI. Other investments		1,992		4,833	-2,841	-58.8
			172,103	173,995	-1,892	-1.1

## Consolidated financial statements

# Balance sheet as at 31 December 2008 – Assets (2/2)

Ass	ets		31.12.2008		Prev. year <sup>1</sup>	Chang	je
		€m	€m	€m	€m	€m	%
C.	Investments for the benefit of life insurance policyholders who bear the investment risk			2,874	2,178	696	32.0
D.	Ceded share of technical provisions			5,251	5,623	-372	-6.6
E.	Receivables						
	I. Current tax receivables		919		751	168	22.4
	II. Other receivables		8,409		8,636	-227	-2.6
				9,328	9,387	<b>–</b> 59	-0.6
F.	Cash at bank, cheques and cash in hand			2,354	2,505	-151	-6.0
G.	Deferred acquisition costs						
	Gross		8,500		8,388	112	1.3
	Ceded		108		86	22	25.6
	Net			8,392	8,302	90	1.1
Н.	Deferred tax assets			5,708	4,658	1,050	22.5
I.	Other assets			4,051	3,383	668	19.7
То	tal assets			215,417	214,292	1,125	0.5

## Consolidated financial statements

# Balance sheet as at 31 December 2008 – Equity and liabilities (1/2)

Equity and liabilities	31.12	2008	Prev. year <sup>1</sup>	Cha	nge
	€m	€m	€m	€m	%
A. Equity					
I. Issued capital and capital reserve	7,388		7,388	_	_
II. Retained earnings	10,888		9,753	1,135	11.6
III. Other reserves	1,187		3,934	-2,747	-69.8
IV. Consolidated result attributable to Munich Re equity holders	1,503		3,840	-2,337	-60.9
V. Minority interests	290		501	-211	-42.1
		21,256	25,416	-4,160	-16.4
B. Subordinated liabilities		4,979	4,877	102	2.1
C. Gross technical provisions					
I. Unearned premiums	6,421		5,719	702	12.3
II. Provision for future policy benefits	98,738		94,933	3,805	4.0
III. Provision for outstanding claims	45,031		44,560	471	1.1
IV. Other technical provisions	9,292		10,536	-1,244	-11.8
		159,482	155,748	3,734	2.4



## Consolidated financial statements

# Balance sheet as at 31 December 2008 – Equity and liabilities (2/2)

Equity and liabilities	31.12	.2008	Prev. year1	Cha	nge
	€m	€m	€m	€m	%
D. Gross technical provisions for life insurance policies where the investment risk is borne by the policyholders		2,940	2,308	632	27.4
E. Other accrued liabilities		2,982	2,793	189	6.8
F. Liabilities	-				
I. Bonds and notes issued	302		341	-39	-11.4
II. Deposits retained on ceded business	2,086		2,231	-145	-6.5
III. Current tax liabilities	2,791		2,634	157	6.0
IV. Other liabilities	9,771		10,831	-1,060	-9.8
		14,950	16,037	-1,087	-6.8
G. Deferred tax liabilities		8,828	7,113	1,715	24.1
Total equity and liabilities		215,417	214,292	1,125	0.5

## Consolidated financial statements

# **Income statement**

		2008		20071	Chanç	
	€m	€m	€m	€m	€m	%
Gross premiums written	37,829			37,256	573	1.5
1. Earned premiums						
Gross	37,277			37,181	96	0.3
Ceded	1,553			1,511	42	2.8
Net		35,724		35,670	54	0.2
2. Investment result		5,846		9,253	-3,407	-36.8
Thereof: Income from associates		21		264	-243	-92.0
3. Other income		4,557		2,376	2,181	91.8
Total income (1–3)			46,127	47,299	-1,172	-2.5
4. Expenses for claims and benefits						
Gross	29,896			31,314	-1,418	-4.5
Ceded	1,177			845	332	39.3
Net		28,719		30,469	-1,750	-5.7
5. Operating expenses						
Gross	9,330			9,271	59	0.6
Ceded	287			393	-106	-27.0
Net		9,043		8,878	165	1.9
6. Other expenses		4,936		2,884	2,052	71.2
Total expenses (4–6)			42,698	42,231	467	1.1
7. Result before impairment losses of goodwill			3,429	5,068	-1,639	-32.3
8. Impairment losses of goodwill			167	11	156	>1,000.0
9. Operating result			3,262	5,057	-1,795	-35.5
10. Finance costs			361	333	28	8.4
11. Taxes on income			1,373	801	572	71.4
12. Consolidated result			1,528	3,923	-2,395	-61.1
Thereof:				· · ·	, -	
Attributable to Munich Re equity holders			1,503	3,840	-2,337	-60.9
Attributable to minority interests			25	83	-58	-69.9
			€	€	€	%
Earnings per share			7.48	17.83	-10.35	-58.0

<sup>167</sup> 

Munich Re Group - Analysts' Conference 2009 - 3 March 2009

## Consolidated financial statements

# Income statement – Q4 2008

		Q4 2008		Q4 2007 <sup>1</sup>	Chang	ge
	€m	€m	€m	€m	€m	%
Gross premiums written	9,706			9,185	521	5.7
1. Earned premiums						
Gross	10,086			9,628	458	4.8
Ceded	459			377	82	21.8
Net		9,627		9,251	376	4.1
2. Investment result		1,923		1,625	298	18.3
Thereof: Income from associates		-48		-6	-42	-700.0
3. Other income		1,865		804	1,061	132.0
Total income (1–3)			13,415	11,680	1,735	14.9
4. Expenses for claims and benefits						
Gross	8,191			7,469	722	9.7
Ceded	446			268	178	66.4
Net		7,745		7,201	544	7.6
5. Operating expenses						
Gross	2,692			2,449	243	9.9
Ceded	88			66	22	33.3
Net		2,604		2,383	221	9.3
6. Other expenses		2,055		999	1,056	105.7
Total expenses (4–6)			12,404	10,583	1,821	17.2
7. Result before impairment losses of goodwill			1,011	1,097	-86	-7.8
8. Impairment losses of goodwill			167	11	156	>1,000.0
9. Operating result			844	1,086	-242	-22.3
10. Finance costs			89	95	-6	-6.3
11. Taxes on income			634	410	224	54.6
12. Consolidated result			121	581	-460	-79.2
Thereof: Attributable to Munich Re equity holders			133	552	-419	-75.9
Attributable to minority interests			-12	29	-41	_
			€	€	€	%
Earnings per share			0.68	2.64	-1.96	-74.2

Munich Re Group - Analysts' Conference 2009 - 3 March 2009

# Segment reporting **Assets**

		Reins	urance			Primary i	nsurance		Ass	set	Consol	idation	То	tal
	Life and	l health	Property-	casualty	Life and	l health	Property-	casualty	manag	ement				
€m	31.12.08	Prev.yr.1	31.12.08	Prev.yr.1	31.12.08	Prev.yr.	31.12.08	Prev.yr.	31.12.08	Prev.yr.	31.12.08	Prev.yr.	31.12.08	Prev.yr.1
A. Intangible assets	396	331	1,868	1,231	2,104	1,666	978	1,024	12	11	2	-2	5,356	4,261
B. Investments														
Land and buildings. including buildings on third-party land	399	452	696	649	2,487	2,501	90	94	61	58	-1	-1	3,732	3,753
II. Investments in affiliated companies and associates	2,207	2,480	3,720	3,427	509	559	3,883	3,132	61	99	-9,182	-8,529	1,198	1,168
III. Loans	839	235	1,387	308	39,293	35,130	2,283	1,720		7	-3,377	-1,898	40,426	35,502
IV. Other securities														
Held to maturity	_	_	_	_	138	192	5	8	_	_	_	_	143	200
2. Available for sale	11,457	11,146	44,724	48,009	52,779	53,655	5,841	6,197	44	27	-1	_	114,844	119,034
<ol><li>Held for trading</li></ol>	211	123	494	494	1,949	380	468	302	_	_	_	_	3,122	1,299
	11,668	11,269	45,218	48,503	54,866	54,227	6,314	6,507	44	27	-1	_	118,109	120,533
V. Deposits retained on assumed reinsurance	10,142	11,082	1,271	1,714	86	278	19	18	_	_	-4,872	-4,886	6,646	8,206
VI. Other investments	131	609	231	1,206	1,157	2,346	415	602	286	455	-228	-385	1,992	4,833
	25,386	26,127	52,523	55,807	98,398	95,041	13,004	12,073	453	646	-17,661	-15,699	172,103	173,995
C. Investments for the benefit of life insurance policyholders who bear the investment risk	_	_	_	_	2,874	2,178	_	_	_	_	_	_	2,874	2,178
D. Ceded share of technical provisions	374	761	2,712	3,024	6,844	6,612	1,510	1,489		_	-6,189	-6,263	5,251	5,623
E. Other segment assets	5,965	5,872	9,180	8,394	12,403	12,011	3,992	4,287	94	118	-1,801	-2,447	29,833	28,235
Total segment assets	32,121	33,091	66,283	68,456	122,623	117,508	19,484	18,873	559	775	-25,653	-24,411	215,417	214,292

Munich Re Group - Analysts' Conference 2009 - 3 March 2009

169

# Segment reporting

# **Equity and liabilities**

		Reins	ırance			Primary i	nsurance		As	set	0	! -! - +!	T-	1-1
	Life and	health	Property-	Casualty	Life and	l health	Property-	Casualty	manag	gement	Consol	idation	То	tai
€m	31.12.08	Prev. yr.¹	31.12.08	Prev. yr.1	31.12.08	Prev. yr.	31.12.08	Prev. yr.	31.12.08	Prev. yr.	31.12.08	Prev. yr.	31.12.08	Prev. yr.1
A. Subordinated liabilities	1,697	1,910	2,846	2,584	99	_	410	393	_	_	-73	-10	4,979	4,877
B. Gross technical provisions														
Unearned premiums	274	186	4,609	4,080	103	104	1,683	1,613	_	_	-248	-264	6,421	5,719
II. Provision for future policy benefits	14,060	14,666	300	748	88,840	83,958	345	310	_	_	-4,807	-4,749	98,738	94,933
III. Provision for outstanding claims	3,549	3,649	34,865	34,783	2,335	2,186	5,165	4,917	_	_	-883	-975	45,031	44,560
IV. Other technical provisions	818	850	165	274	8,409	9,554	132	122	_	_	-232	-264	9,292	10,536
	18,701	19,351	39,939	39,885	99,687	95,802	7,325	6,962	_	_	-6,170	-6,252	159,482	155,748
C. Gross technical provisions for life insurcance policies where the investment risk is borne by the policyholders	_	-	-	-	2,940	2,308	-	_	_	_	-	-	2,940	2,308
D. Other accrued liabilities	290	302	654	477	761	767	1,252	1,287	47	44	-22	-84	2,982	2,793
E. Other segment liabilities	4,821	5,274	8,436	7,999	14,410	14,381	6,002	4,421	354	512	-10,245	-9,437	23,778	23,150
Total segment liabilities	25,509	26,837	51,875	50,945	117,897	113,258	14,989	13,063	401	556	-16,510	-15,783	194,161	188,876
											Equity		21,256	25,416
											Total		215,417	214,292

# Segment reporting **Income statement**

		Reinsu	ırance		F	Primary ir	nsurance		Ass	et	0- "	-1-4:-	-	4-1
	Life and	health	Propca	asualty	Life and	health	Propca	asualty	manage	ement	Consoli	aation	То	tai
€m	2008	20071	2008	20071	2008	2007	2008	2007	2008	2007	2008	2007	2008	20071
Gross premiums written	7,130	7,293	14,652	14,224	11,495	11,647	5,916	5,639	_	_	-1,364	-1,547	37,829	37,256
From insurance transactions with other segments	677	704	657	824	3	1	27	18	-	-	-1,364	-1,547	_	-
From insurance transactions with external third parties	6,453	6,589	13,995	13,400	11,492	11,646	5,889	5,621	_	_	_	_	37,829	37,256
1. Earned premiums														
Gross	7,038	7,286	14,327	14,281	11,489	11,641	5,777	5,484	_	_	-1,354	-1,511	37,277	37,181
Ceded	263	267	879	774	829	877	936	1,104	_	_	-1,354	-1,511	1,553	1,511
Net	6,775	7,019	13,448	13,507	10,660	10,764	4,841	4,380	_	_	_	_		35,670
2. Investment result	1,252	1,513	2,782	2,795	2,722	4,832	321	733	44	119	-1,275	-739	5,846	9,253
Thereof: Income from associates	1	3	15	15	-22	243	2	-15	25	18			21	264
3. Other income	768	383	1,581	703	2,119	1,325	768	642	289	317	-968	-994	4,557	2,376
Total income (1–3)	8,795	8,915	17,811	17,005	15,501	16,921	5,930	5,755	333	436	-2,243	-1,733	46,127	47,299
4. Expenses for claims and benefits														
Gross	5,458	5,608	10,063	9,618	11,836	13,969	3,553	3,263	_	_	-1,014	-1,144	,	31,314
Ceded	154	180	657	431	558	566	657	624	_	_	-849	-956	1,177	845
Net	5,304	5,428	9,406	9,187	11,278	13,403	2,896	2,639	_		-165	-188	28,719	30,469
5. Operating expenses														
Gross	1,895	2,019	4,212	4,108	1,752	1,774	1,808	1,828	_	_	-337	-458	9,330	9,271
Ceded	74	61	193	255	165	237	211	308	_	_	-356	-468	287	393
Net	1,821	1,958	4,019	3,853	1,587	1,537	1,597	1,520			19	10	9,043	8,878
6. Other expenses	736	451	1,564	902	2,321	1,402	1,108	921	265	340	-1,058	-1,132	4,936	2,884
Total expenses (4-6)	7,861	7,837	14,989	13,942	15,186	16,342	5,601	5,080	265	340	-1,204	-1,310	42,698	42,231
7. Result before impairment losses of goodwill	934	1,078	2,822	3,063	315	579	329	675	68	96	-1,039	-423	3,429	5,068
8. Impairment losses of goodwill	_	3	_	_	167	_	_	1	_	7	_	_	167	11
9. Operating result	934	1,075	2,822	3,063	148	579	329	674	68	89	-1,039	-423	3,262	5,057
10. Finance costs	112	115	222	192	1	_	64	23	2	3	-40	_	361	333
11. Taxes on income	249	246	845	285	140	221	109	25	30	26	_	-2	1,373	801
12.Consolidated result	573	714	1,755	2,586	7	358	156	626	36	60	-999	-421	1,528	3,923
Attributable to MR equity holders	573	714	1,755	2,586	-4	319	145	579	36	59	-1,002	-417	1,503	3,840
Attributable to minority interests	_	_	_	_	11	39	11	47	_	1	3	-4	25	83

<sup>&</sup>lt;sup>1</sup> Adjusted pursuant to IAS 8.

Munich Re Group - Analysts' Conference 2009 - 3 March 2009



# Segment reporting – Explanations to Group income statement **Investment income and expenses by segment**

		Reinsu	ırance			Primary in	nsurance		Asset		Total	
	Life and	health	Property-o	casualty	Life and	health	Property-casualty		management			
€m¹	2008	2007 <sup>2</sup>	2008	2007	2008	2007	2008	2007	2008	2007	2008	20072
Regular income	1,013	1,215	1,861	2,030	4,498	4,379	412	374	54	112	7,838	8,110
Income from write-ups	485	195	2,032	814	1,780	206	52	16	_	_	4,349	1,231
Gains on the disposal of investments	982	603	4,645	2,586	1,797	2,237	365	243	6	2	7,795	5,671
Other income	_	_	_	_	76	52	1	1	5	13	82	66
Total	2,480	2,013	8,538	5,430	8,151	6,874	830	634	65	127	20,064	15,078
Write-downs of investments	872	258	3,243	1,193	2,760	723	307	81	9	8	7,191	2,263
Losses on the disposal of investments	633	352	3,053	1,419	1,767	997	185	94	12	6	5,650	2,868
Management expenses, interest charges and other expenses	66	53	298	221	980	385	31	31	2	4	1,377	694
Total	1,571	663	6,594	2,833	5,507	2,105	523	206	23	18	14,218	5,825

<sup>&</sup>lt;sup>1</sup> After elimination of intra-Group transactions across segments.

<sup>&</sup>lt;sup>2</sup> Adjusted pursuant to IAS 8.



# Segment reporting – Explanations of consolidated income statement **Expenses for claims and benefits** (gross and ceded share)

		Reinsu	rance			Primary ins	surance		Total	
	Life and	Life and health		Property-casualty		health	Property-casualty			
€m¹	2008	20072	2008	2007	2008	20072	2008	2007	2008	20072
Gross										
Claims and benefits paid	4,229	5,446	9,132	8,875	10,392	10,057	3,144	2,986	26,897	27,364
Change in technical provisions										
– Provision for future policy benefits	518	412	19	23	640	1,771	27	38	1,204	2,244
– Provision for outstanding claims	54	-934	478	223	128	-66	352	202	1,012	-575
– Provision for premium refunds	_	_	6	_	551	2,047	15	21	572	2,068
Other technical result	17	1	28	10	129	188	37	14	211	213
Gross expenses for claims and benefits	4,818	4,925	9,663	9,131	11,840	13,997	3,575	3,261	29,896	31,314
Ceded share										
Claims and benefits paid	182	333	1,019	1,008	81	69	162	267	1,444	1,677
Change in technical provisions										
– Provision for future policy benefits	-15	-8	_	-1	59	95	_	_	44	86
- Provision for outstanding claims	-21	-128	-357	-579	3	3	107	-136	-268	-840
– Provision for premium refunds	_	_	_	_	_	_	1	1	1	1
Other technical result	8	-17	-4	2	-49	-66	1	2	-44	-79
Expenses for claims and benefits Ceded share	154	180	658	430	94	101	271	134	1,177	845

<sup>&</sup>lt;sup>1</sup> After elimination of intra-Group transactions across segments.

<sup>&</sup>lt;sup>2</sup> Adjusted pursuant to IAS 8.



## Segment reporting – Explanations of consolidated income statement **Expenses for claims and benefits** (net)

	Reinsurance					Primary in	Total			
	Life and	d health Prope		perty-casualty Life and		l health	health Property-			
€m¹	2008	2007 <sup>2</sup>	2008	2007	2008	2007	2008	2007	2008	20072
Net										
Claims and benefits paid	4,047	5,113	8,113	7,867	10,311	9,988	2,982	2,719	25,453	25,687
Change in technical provisions	100					•				
<ul> <li>Provision for future policy benefits</li> </ul>	533	420	19	24	581	1,676	27	38	1,160	2,158
<ul> <li>Provision for outstanding claims</li> </ul>	75	-806	835	802	125	<b>–</b> 69	245	338	1,280	265
Provision for premium refunds	_	_	6	_	551	2,047	14	20	571	2,067
Other technical result	9	18	32	8	178	254	36	12	255	292
Net expenes for claims and benefits	4,664	4,745	9,005	8,701	11,746	13,896	3,304	3,127	28,719	30,469

<sup>&</sup>lt;sup>1</sup> After elimination of intra-Group transactions across segments.

<sup>&</sup>lt;sup>2</sup> Adjusted pursuant to IAS 8.



# Segment reporting – Explanations of consolidated income statement **Operating expenses**

		Reinsu	rance			Primary i	Tot	al		
	Life and	Life and health F		Property-casualty Life and heal			ealth Property-casualty			
- €m¹	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007
Acquisition costs	-15	1	212	-33	1,303	1,320	1,184	1,153	2,684	2,441
Administration expenses	319	250	852	835	421	424	624	668	2,216	2,177
Amortisation of acquired insurance portfolios	6	5	_	_	25	22	_	_	31	27
Reinsurance commission and profit commission	1,405	1,556	2,948	3,045	7	16	39	9	4,399	4,626
Gross operating expenses	1,715	1,812	4,012	3,847	1,756	1,782	1,847	1,830	9,330	9,271
Ceded share of acquisition costs	18	9	15	15	-33	-1	-2	4	-2	27
Commission received on ceded business	55	52	179	240	21	21	34	53	289	366
Operating expenses Ceded share	73	61	194	255	-12	20	32	57	287	393
Net operating expenses	1,642	1,751	3,818	3,592	1,768	1,762	1,815	1,773	9,043	8,878

Munich Re Group - Analysts' Conference 2009 - 3 March 2009

175

# Quarterly figures

€m								
	Q1 2007 <sup>1</sup>	Q2 2007 <sup>1</sup>	Q3 2007 <sup>1</sup>	Q4 2007 <sup>1</sup>	Q1 2008 <sup>1</sup>	Q2 2008 <sup>1</sup>	Q3 2008 <sup>1</sup>	Q4 2008
Gross premiums written	10,020	8,908	9,143	9,185	9,842	9,011	9,270	9,706
Investment result	3,161	2,485	1,982	1,625	1,675	1,586	662	1,923
Total income	12,367	11,953	11,299	11,680	11,267	10,896	10,549	13,415
Total expenses	11,054	10,418	10,176	10,583	10,127	9,863	10,304	12,404
Operating result	1,313	1,535	1,123	1,086	1,140	1,033	245	844
Finance costs	70	79	89	95	86	95	91	89
Taxes on income	269	298	-176	410	277	310	152	634
Consolidated result	974	1,158	1,210	581	777	628	2	121
Equity (balance-sheet date)	26,313	25,302	24,823	25,416	23,707	21,429	21,411	21,256

## Quarterly figures

# Reinsurance segment – Life and health

€m								
	Q1 2007	Q2 2007	Q3 2007 <sup>1</sup>	Q4 2007 <sup>1</sup>	Q1 2008 <sup>1</sup>	Q2 2008 <sup>1</sup>	Q3 2008 <sup>1</sup>	Q4 2008
Gross premiums written	1,791	1,867	1,861	1,774	1,676	1,713	1,794	1,947
Investment result	417	410	353	333	362	480	154	256
Total income	2,202	2,307	2,225	2,181	2,130	2,255	2,059	2,351
Total expenses	1,921	2,009	1,962	1,945	1,800	1,893	1,979	2,189
Operating result	281	298	263	233	330	362	80	162
Finance costs	23	26	31	35	27	30	28	27
Taxes on income	86	43	<b>–</b> 79	196	8	75	-2	168
Consolidated result	172	229	311	2	295	257	54	-33

## Quarterly figures

# **Reinsurance segment – Property-casualty**

Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
2007	2007	2007¹	2007¹	2008 <sup>1</sup>	2008¹	2008¹	2008
4,029	3,306	3,610	3,279	3,814	3,476	3,670	3,692
907	914	502	472	626	1,264	79	813
4,503	4,477	3,930	4,095	4,271	4,675	3,853	5,012
3,725	3,417	3,404	3,396	3,750	3,321	3,816	4,102
778	1,060	526	699	521	1,354	37	910
41	45	51	55	52	59	57	54
111	120	-65	119	186	113	79	467
626	895	540	525	283	1,182	-99	389
101.8	94.9	97.1	91.7	103.8	95.4	101.3	97.7
	2007 4,029 907 4,503 3,725 <b>778</b> 41 111 <b>626</b>	2007       2007         4,029       3,306         907       914         4,503       4,477         3,725       3,417         778       1,060         41       45         111       120         626       895	2007       2007       2007¹         4,029       3,306       3,610         907       914       502         4,503       4,477       3,930         3,725       3,417       3,404         778       1,060       526         41       45       51         111       120       -65         626       895       540	2007       2007       2007¹       2007¹         4,029       3,306       3,610       3,279         907       914       502       472         4,503       4,477       3,930       4,095         3,725       3,417       3,404       3,396         778       1,060       526       699         41       45       51       55         111       120       -65       119         626       895       540       525	2007       2007       2007¹       2007¹       2008¹         4,029       3,306       3,610       3,279       3,814         907       914       502       472       626         4,503       4,477       3,930       4,095       4,271         3,725       3,417       3,404       3,396       3,750         778       1,060       526       699       521         41       45       51       55       52         111       120       -65       119       186         626       895       540       525       283	2007       2007       2007¹       2007¹       2008¹       2008¹         4,029       3,306       3,610       3,279       3,814       3,476         907       914       502       472       626       1,264         4,503       4,477       3,930       4,095       4,271       4,675         3,725       3,417       3,404       3,396       3,750       3,321         778       1,060       526       699       521       1,354         41       45       51       55       52       59         111       120       -65       119       186       113         626       895       540       525       283       1,182	2007         2007         2007¹         2007¹         2008¹         2008¹         2008¹         2008¹           4,029         3,306         3,610         3,279         3,814         3,476         3,670           907         914         502         472         626         1,264         79           4,503         4,477         3,930         4,095         4,271         4,675         3,853           3,725         3,417         3,404         3,396         3,750         3,321         3,816           778         1,060         526         699         521         1,354         37           41         45         51         55         52         59         57           111         120         -65         119         186         113         79           626         895         540         525         283         1,182         -99

## Quarterly figures

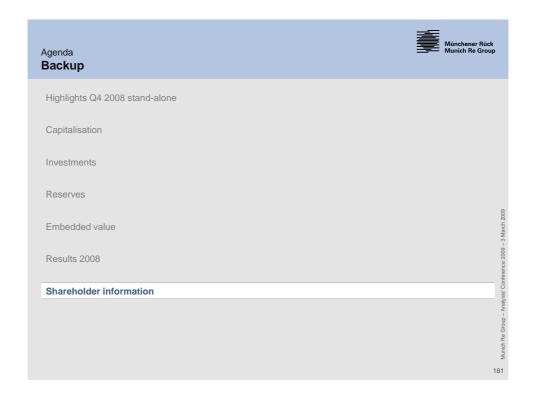
# **Primary insurance segment – Life and health**

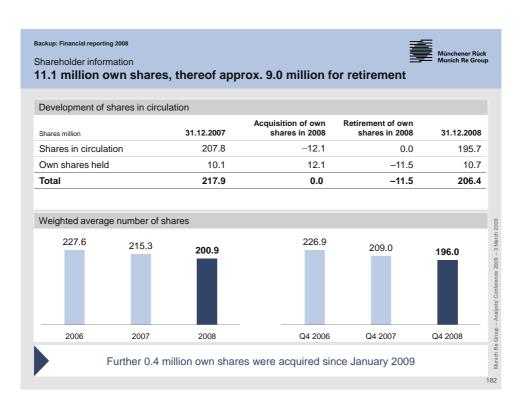
€m								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2007	2007	2007	2007	2008	2008	2008	2008
Gross premiums written	2,855	2,810	2,726	3,256	2,857	2,801	2,724	3,113
Investment result	1,668	1,256	1,100	808	607	740	431	944
Total income	4,483	4,174	3,986	4,278	3,636	3,670	3,342	4,853
Total expenses	4,369	4,084	3,761	4,128	3,536	3,527	3,368	4,755
Operating result	114	90	225	150	100	143	-26	-69
Finance costs	_	1	_	-1	_	_	1	_
Taxes on income	58	46	47	70	42	83	2	13
Consolidated result	56	43	178	81	58	60	-29	-82

## Quarterly figures

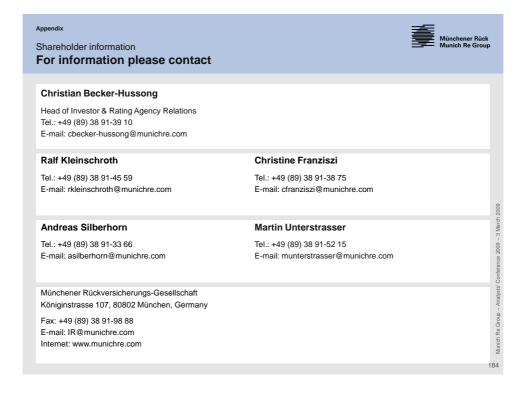
# **Primary insurance segment – Property-casualty**

€m								
a	Q1 2007	Q2 2007	Q3 2007	Q4 2007	Q1 2008	Q2 2008	Q3 2008	Q4 2008
Gross premiums written	1,903	1,245	1,281	1,210	1,946	1,367	1,347	1,256
Investment result	295	117	76	245	109	153	69	-10
Total income	1,478	1,356	1,364	1,557	1,418	1,507	1,546	1,459
Total expenses	1,276	1,152	1,276	1,376	1,272	1,364	1,378	1,587
Operating result	202	204	88	180	146	143	168	-128
Finance costs	6	6	6	5	6	6	26	26
Taxes on income	2	81	-82	24	35	36	67	-29
Consolidated result	194	117	164	151	105	101	75	-125
Combined ratio (%) <sup>1</sup>	102.1	85.1	92.1	94.7	89.0	92.9	88.7	94.2





# Appendix Shareholder information Financial calendar 13 March 2009 Annual Report 2008 22 April 2009 Annual General Meeting 23 April 2009 Dividend payment 6 May 2009 Interim report as at 31 March 2009 4 August 2009 Interim report as at 30 June 2009; Half-year press conference 5 November 2009 Interim report as at 30 September 2009



Shareholder information

#### **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.