

# UNICREDIT - GERMAN INVESTMENT CONFERENCE 2009

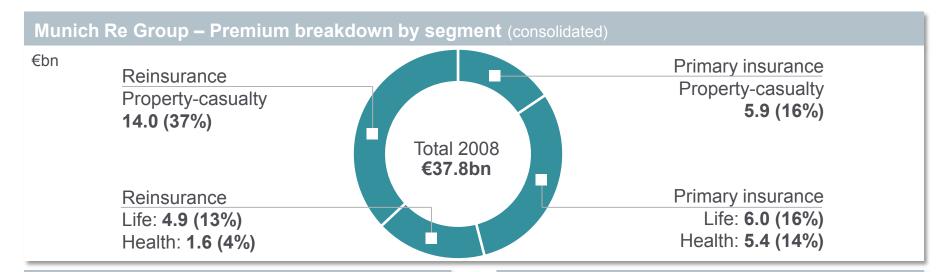
Date: 23 September 2009

Hermann Pohlchristoph CFO - Reinsurance



# A leading global (re)insurer





#### Reinsurance

- Leading expertise worldwide for 129 years
- Full range of products: from traditional reinsurance to alternative risk financing
- Diversification as key success factor

#### **Primary insurance**

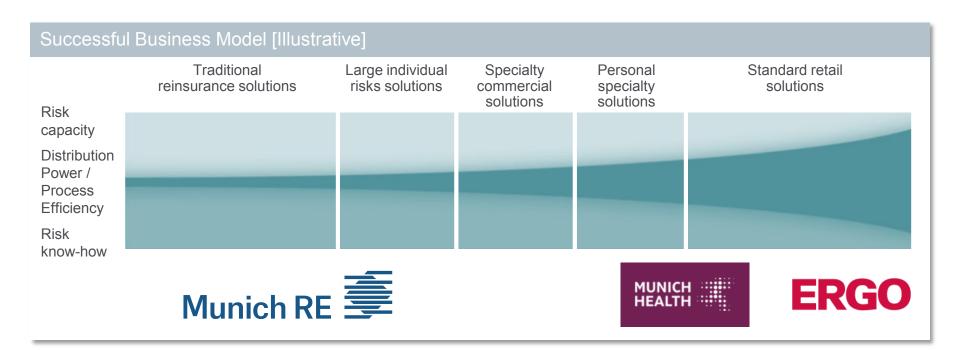
- Germany-based with growing importance in selected European markets
- Multi-brand single back office approach
- Focused on personal lines business

#### **Integrated Health approach**

- Munich Health as leading specialised health risk carrier with global scope
- Flexible combination of business model and products as unique selling proposition

## Providing best solution for each risk





#### **Classification of business segments:**

- Munich Health includes the International Health business whereby DKV Germany belongs to ERGO
- Primary Insurance out of Reinsurance via:
  - Owned MGAs: At present only for specialty and niche business in Anglo-Saxon markets (not overlapping with primary insurance)
  - Non-owned MGAs: pure risk-bearing; similar business to Reinsurance

# Stringent execution of strategy generates opportunities



#### Munich Re

# Net profit of €1,123m in Q1-2 2009

Earnings resilience in core (re)insurance business and improved investment result

# Stable shareholders' equity at €21.3bn

Strong capital position despite dividend payment and increased interest-rates

# Stringent capital allocation

Clear commitment to liabilitydriven business model while consciously maintaining low investment risk profile

#### Reinsurance

# Financial strength and portfolio diversification paying off

Flexible allocation of capital and profitable growth from taking opportunities in selected markets

#### **Primary insurance**

# Returning to profit in Q2 2009

Consistent implementation of efficiency programme strengthening earnings generation and improving future business prospects

Munich Re continued to demonstrate earnings strength

## Satisfactory consolidated result

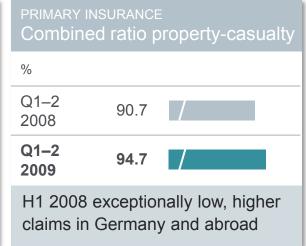


GROUP Gross premiums written		
€m		
Q1–2 2008	18,853	
Q1-2 2009 20,693 /		
Good organic growth, acquisitions		

and positive FX effects

REINSURANCE Combined ratio property-casualty		
%		
Q1–2 2008	99.5	
Q1-2 2009	97.7	
Improved combined ratio,		

slightly above expectations



GROUP Investme	ent result	
€m		
Q1–2 2008	3,261	
Q1-2 2009	3,552	
Reduced write-downs, but lower regular income and realised gains		

GROUP Operati	ng result	
€m		
Q1–2 2008	2,281	
Q1-2 2009	2,119	
		ot fully compen- vestment result



## Sound capital base despite capital repatriation



#### **Sound capitalisation** according to all capital measures:

- Regulatory solvency capital ratio of 266%
- Low/mid single-digit €bn capital buffer according to rating agencies
- €7.0bn¹ economic capital buffer according to internal model

Stable shareholders' equity of €21.3bn as at June 2009 despite €1.1bn dividend payment and share buy-back signals capital strength

Book value per share of €106.4: 4.8% CAGR since 1 January 2004

#### Financial solidity reflected externally by:

- Low beta (0.85)<sup>2</sup> of Munich Re stock
- Low CDS spread of 31bps<sup>2</sup>
- Confirmation of AA rating by all agencies

<sup>&</sup>lt;sup>1</sup> As at 31 December 2008, but after dividend payment of €1.1bn in April 2009 and €0.05bn outstanding from 2008/2009 share buy-back programme.

<sup>&</sup>lt;sup>2</sup> As at 15 September 2009.

# First real test for risk management frameworks after 2001



#### Evaluation and enhancements

 Efforts around ERM have prevented Munich Re from the worst in this crisis

- Strengthens position of ERM teams
- Identification of areas for improvements ongoing

#### **START**

Development

cycle

#### Development and implementation

Strategic decision taken after 2002–2003 crisis:

- Redesign of investment strategy to reduce dependency on capital markets; state-of-the-art ALM implemented
  - Sustainable profitability achieved in core businesses
  - Central ERM teams established under CRO leadership;
     risk governance/measurement/reporting strengthened

# Reality check

- Subprime crisis in 2007 and subsequent capital market crisis in 2008 constitute an extremely taxing environment
- First real test of ERM framework
- Highlights the importance of risk management in its original role in addition to the business enabler

# Asset portfolio reflecting our risk preference and liability structure



### Strategic Risk Management Framework

Regulatory requirements

Allocation of economic risk capital budget

Clear-cut limits and triggers

#### Key input

Expected technical cash flows of liabilities in specific lines of business reflecting their capital market sensitivity

#### Very limited risk appetite

Strategic decision to maintain a low to moderate risk profile for the investment portfolio based on Munich Re's liability-driven business model

#### **ALM process**

Liabilities

Replicating portfolio

Restricted neutral position

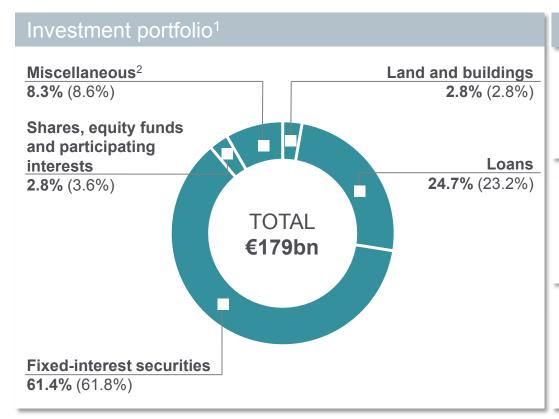
Benchmark portfolio

Active asset management

A disciplined, well defined process is the basis for good long-term performance results

## Well-diversified investment portfolio





Investment strategy Q1–2 2009

Sustaining a low-risk investment profile

Cautiously grasping opportunities in fixed-income portfolio

Considering increased inflation sensitivity of liabilities in our portfolio

In 2009 we expect a running yield slightly above 4.0%

<sup>&</sup>lt;sup>1</sup> Market values as at 30.6.2009 (31.12.2008).

<sup>&</sup>lt;sup>2</sup> Deposits retained on assumed reinsurance, investments for unit-linked life, deposits with banks, investment funds (bond, property).

# Satisfactory operating business, solid investment result



Gross premiums written		
€m		
Q1–2 2008	10,740	
Q1-2 2009 12,245 /		
Strong organic growth and positive		

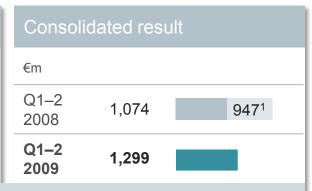
effect of acquisitions

Technical result		
€m		
Q1–2 2008	824	
Q1-2 2009	613	
Recession-related losses and lower technical interest		

Combine	ed ratio p	roperty-casualty
%		
Q1–2 2008	99.5	
Q1–2 2009	97.7	/
Improved combined ratio, slightly above expectations		

Investment result		
€m		
Q1–2 2008	1,794	947
Q1-2 2009 2,007		
Lower write-downs on equities		

Operating result		
€m		
Q1–2 2008	1,681	947
Q1-2 2009	2,004	



Improved operating result – Portfolio diversification and cycle management paying off

ERGO dividend

<sup>&</sup>lt;sup>1</sup> Without taking into consideration tax effects on dividend in 2008.

### Long-term trends drive business models



#### Short-term trends

- Decrease in capacity and resulting hardening of the markets, particularly
  - in very capital-intensive or highly exposed segments (e.g. nat. cat.)
  - in classes of business severely affected by the economic crisis (such as credit or D&O)

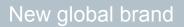
- Pressure on primary insurance premiums due to the recession and reduced availability of income to spend on insurance
  - ⇒Increased pressure on reinsurance rates

#### Long-term trends

- Growing exposures
- More complex risks
- Changes to known risks
- Emergence of new risks
- Increasing importance of enterprise risk management and efficient capital management

## Munich Re well positioned for future growth







#### The three cornerstones of Munich Re's refined positioning

# A high level of security and individual solutions

- Efficient reinsurance of standard risks
- Customised solutions for risk and balance-sheet management
- Consulting on Solvency II / ALM, enterprise risk management
- Risk transfer to capital markets

# (Re)insurance of complex and new risks

- Expanding the limits of insurability by developing new coverage concepts
- First class modeling
- Investing substantially in actuarial and underwriting skills

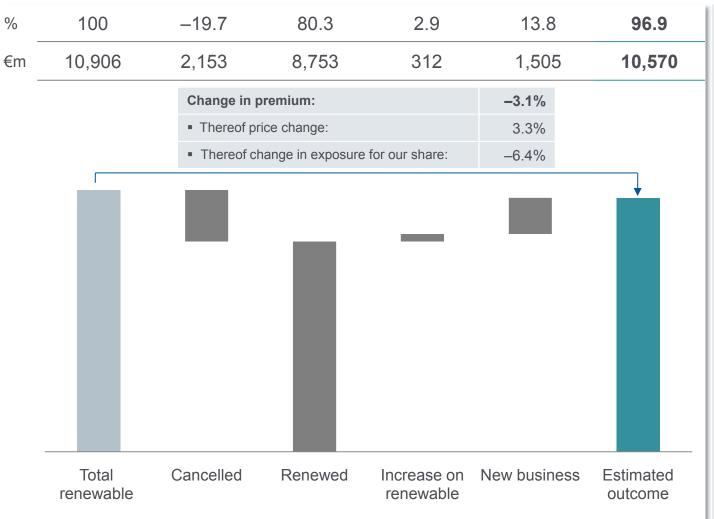
# Tapping into new client groups

- Highly specialised primary insurance niche business; cooperation with MGAs
- Public-private partnerships
- Insurance pools

Clear positioning as a comprehensive service reinsurer

## Renewals – Changes in premium YTD





#### Market

- Hardening of overall market still not realised
- Rate increases observed in lossexposed lines, such as NatCat
- Most other lines remaining stable

#### Munich Re portfolio

- Decline in premium is primarily due to cancellations and non-renewals in motor third-party (€455m)
- NatCat premiums up by €253m, or 18%, mainly in North America

# HSB to strongly contribute to cash–flow and capital generation



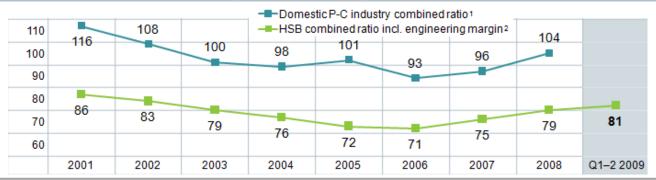
#### Financial highlights in Q2 2009<sup>1</sup>

- HSB significantly outperforming the industry
- Very solid 2nd quarter operating result with a consolidated combined ratio of 80% including engineering margin (Q1-2 2009 81%) and a net profit of €24.2m (Q1-2 €33.7m)
- Successful de-risking of HSB's investment portfolio in order to meet Munich Re Group risk standards and HSB's business characteristics
- HSB well positioned as future dividend contributor to Munich Re

#### Integration status

- Joint business development to leverage crossselling synergies
- Legal and regulatory requirements implemented<sup>4</sup>
- Functional and technical integration activities well underway
- Investment management of HSB's asset portfolio transferred to MEAG
- Decoupling back-office services from AIG to Munich Re Group as shared-services in good progress

#### HSB combined ratio and P-C industry: Outstanding financial track record

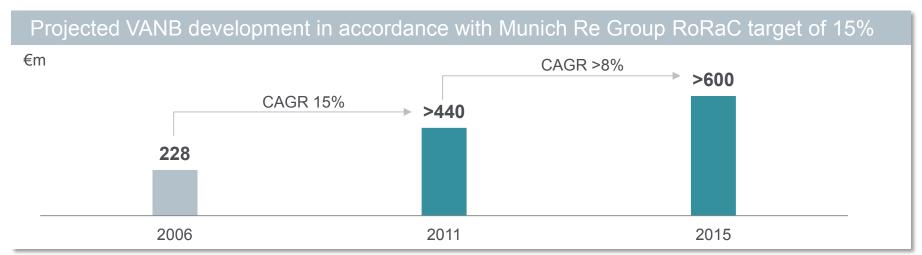


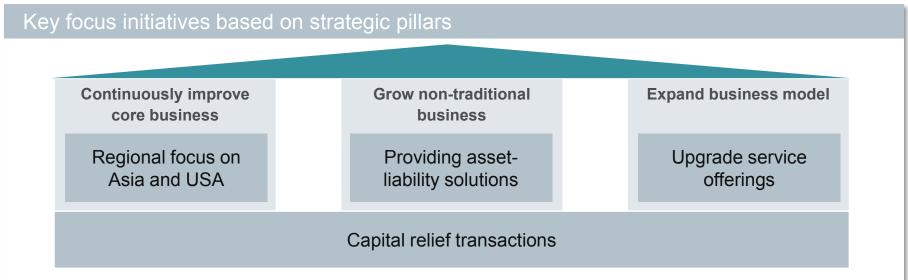
<sup>&</sup>lt;sup>1</sup> Preliminary IFRS figures <sup>2</sup> Source: A.M. Best <sup>3</sup> Combined ratio for HSB Group, Inc. (US GAAP)

<sup>&</sup>lt;sup>4</sup> Full consolidation of HSB since 31 March 2009

# Ambitious targets – Realisation of untapped profit pools







# **Returning to profit in Q2**



Gross premiums written		
€m		
Q1–2 2008	8,668	
Q1-2 2009 8,895 /		
International expansion (organic/acquisition) offsets negative FX		

Technical result		
€m		
Q1–2 2008	591	
Q1-2 2009	521	
Increase in life, decrease driven by P-C and health		

Combine	ed ratio p	roperty-casualty
%		
Q1–2 2008	90.7	/
Q1–2 2009	94.7	/
H1 2008 exceptionally low, higher claims in Germany and abroad		

Investment result				
€m				
Q1–2 2008	1,606			
Q1-2 2009	1846			
Improved result from unit-linked business				

Operat	Operating result				
€m					
Q1–2 2008	585				
Q1-2 2009	292				

Consolidated result					
€m					
Q1–2 2008	330				
Q1–2 2009	-9				

Bottom-line affected by market crisis – positive consolidated result of €63m in Q2, not fully offsetting loss in Q1

<sup>&</sup>lt;sup>1</sup> Investment result incl. unrealised gains/losses from investments in unit-linked life insurance; excl. unit-linked business: €1,717m in Q1–2 2009 (€1,826m in Q1–2 2008).

## ERGO – Staying on course in challenging times



#### Life insurance Germany

# Health insurance Germany

# Non-life insurance Germany

**Cross-segment** topics **Germany** 

International business

#### General situation

- Top-3 player
- Declining market share
- Important to finance sales channels
- Market leader
- Continuous political challenge
- Top-10 player
- Superior profitability
- Growth above market average
- Presence in all distribution channels
- Strong direct business
- Remaining cost issues
- Strong position in selected European markets
- Asian activities started
- Significant growth potential

#### Current developments

- Significant pressure on top line from economic and capital market conditions
- VBM-driven hedging programmes
- Well prepared for market changes
- New product generation introduced
- Excellent results in a highly competitive market
- Sales initiative started
- Broker channel integrated
- Cost reductions on their way
- Encouraging organic growth
- Challenges from financial and economic crisis

### Leveraging our combined health experience



#### International Health (IH)

"Munich Health" becomes third segment of Munich Re with implementation of real management organisation – "going live" in Q2 2009 (full implementation until end 2009)

Clear differentiation of IH through different business models addressing all parts of the value chain and a regional structure meeting local demands

Example of successful business model: "Joint Venture Daman" with a strong combination of primary health care insurance and reinsurance of enhanced products by Munich Re

Impact of financial crisis on IH only minor:

- Main growth drivers remain unaffected (continuous growth of health care expenditure expected)
- Flexibility of IH business model (shifting between primary and reinsurance)

Variety of initiatives under way targeting growth of premiums and profit; stringent execution of strategic initiatives

Munich Re with strong commitment to IH strategy

# Seizing opportunities of profitable growth and value-oriented capital management



#### Reinsurance

**GROSS PREMIUMS WRITTEN** 

€24-25bn1

#### **COMBINED RATIO**

**approx. 97%** (thereof NatCat 6.5%) – more difficult to achieve given recession-related increase of losses

#### Primary insurance

**GROSS PREMIUMS WRITTEN** 

€17-17.5bn1

COMBINED RATIO

<95%

#### Munich Re

**GROSS PREMIUMS WRITTEN** 

€40-42bn1

**RORAC** 

15% after tax over the cycle to stand

RETURN ON INVESTMENTS

Running yield expected to be slightly above 4%

Growth opportunities based on capital strength still have priority – Resumption of share buy-back in H2 2009 possible depending on market outlook and economic development

<sup>&</sup>lt;sup>1</sup> Amended from €22.5–24bn in reinsurance and from €17–18bn in primary insurance (both on basis of segmental figures); for Munich Re Group increased from €39–41bn (total consolidated premium). Gross premiums written given UniCredit - German Investment Conference 2009 stable currency exchange rates and limited impact from economic slowdown on premiums of primary insurers.

## **Summary**



#### Value-adding integrated business model

covers full value chain of risks

#### Diversification and sophisticated risk management

are cornerstones of our strategy

#### **Excellent financial strength**

allows participation in market opportunities

#### **Capital management and cycle management**

are key to our future success

Current market developments still provide opportunity

MID-TERM TARGET

RoRaC 15% over the cycle

# **Backup**



Group	22
Reinsurance	33
Primary insurance	47
International health	55
Excursion: Hartford Steam Boiler (HSB)	58
Financial reporting Q1-2 2009	65

### Munich Re and our shares



Munich Re		2008	20071	2006 <sup>1</sup>	2005	2004
Gross premiums written	€bn	37.8	37.3	37.4	38.2	38.1
Result before amortisation of goodwill	€m	3,262	5,057	5,477	4,143	3,025
Taxes on income	€m	1,373	801	1,648	1,014	712
Consolidated result	€m	1,528	3,923	3,519	2,751	1,887
Thereof attributable to minority interests	€m	25	83	94	72	54
Investments	€bn	175.0	176.2	176.9	177.2	178.1
Return on equity	%	6.7	15.3	14.1	12.5	9.5
Equity	€bn	21.3	25.4	26.3	24.3	20.5
Off-balance-sheet reserves <sup>2</sup>	€bn	2.3	0.6	1.9	2.6	3.2
Net technical provisions	€bn	157.2	152.4	153.9	154.0	154.3
Staff at 31 December		44,209	38,634	37,210	37,953	40,962
Our shares		2008	20071	2006	2005	2004
Earnings per share	€	7.48	17.83	15.05	11.70	8.01
Dividend per share	€	5.50	5.50	4.50	3.10	2.00
Amount distributed	€m	1,074	1,124	988	707	457
Share price at 31 December	€	111.00	132.94	130.42	114.38	90.45
Market capitalisation at 31 December <sup>3</sup>	€bn	22.9	29.0	29.9	26.3	20.8
No. of shares at year-end (ex own shares)	m	195.7	207.8	225.6	228.0	228.5

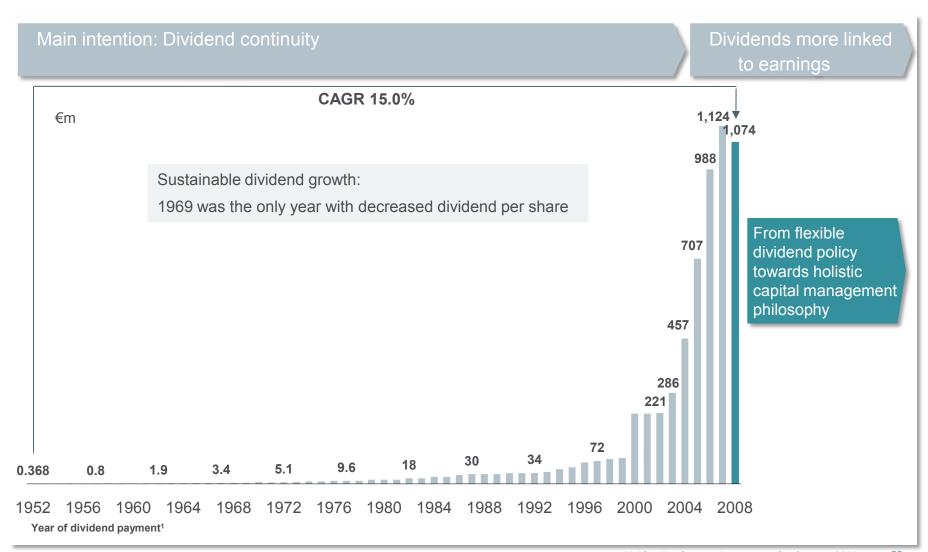
<sup>&</sup>lt;sup>1</sup> Adjusted pursuant to IAS 8.

<sup>&</sup>lt;sup>2</sup> Including amounts attributable to minority interests and policyholders.

<sup>&</sup>lt;sup>3</sup> This includes own shares earmarked for retirement.

## Sustainable growth for more than half a century





<sup>&</sup>lt;sup>1</sup> 1998 Munich Re aligned business year to calendar year.

# Breakdown of Group required economic risk capital (ERC)



€bn						
Risk category <sup>1</sup>	Gro	up	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 Europe <sup>3</sup> , +€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 interestrates, 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 +€200m 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	<b>-</b> 5.5	-1.3	1.8	
Sum ERC	16.5	16.5	13.2	5.2	-1.9	

### **Group ERC stable**

<sup>2</sup> Contains credit reinsurance.

<sup>&</sup>lt;sup>1</sup> Risk categories broadly based on refined "Fischer II" risk categories recommended for standardised industry disclosures.

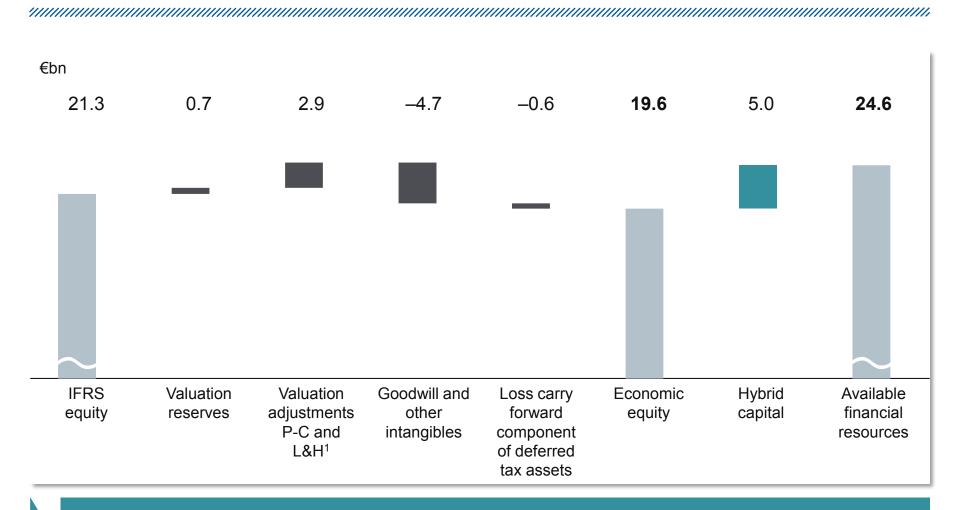
<sup>&</sup>lt;sup>3</sup> Different representation of scenario with neutral net effect on sum ERC.

<sup>&</sup>lt;sup>4</sup> Default and migration risk.

<sup>&</sup>lt;sup>5</sup> The measured diversification effect depends on the risk categories considered and the explicit modelling of fungibility constraints.

## Reconciliation of AFR with IFRS equity





Economic equity now at €19.6bn

### Summary of economic capital disclosure





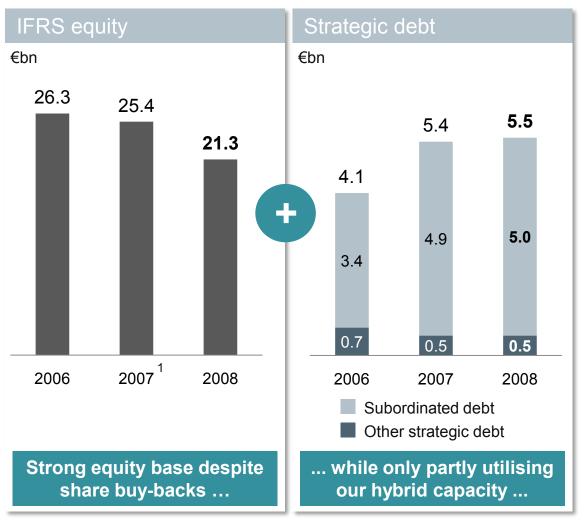
Strong economic capital position despite capital market crisis and significant capital repatriation in 2008

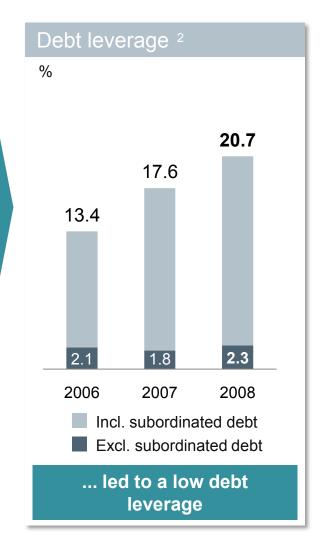
<sup>&</sup>lt;sup>1</sup> Solvency II capital based on VaR 99.5%, Munich Re internal risk model based on 175% of Solvency II capital. Solvency I ratio is 264% as at 31.12.2008.

<sup>&</sup>lt;sup>2</sup> Announced dividends in 2009 of €1.1bn, €0.05bn outstanding from 2008/2009 share buy-back programme.

## Low debt leverage







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

<sup>&</sup>lt;sup>2</sup> Definition: Debt leverage = D / (D+E+M); where D = Strategic Debt, E = Equity, M = Minority interests. All subordinated bonds treated as debt.

## Well defined ALM process basis for success



#### ALM process

/ IEM process				
Liabilities	Replicating portfolio	Restricted neutral position	Benchmark portfolio	Active asset management
Determining the expected technical cash flows of our operating business	Calculation of risk minimal, investable asset portfolio, reflecting the capital market sensitivity of the liabilities	Risk minimal replication of liabilities and economic surplus Compliance with all legal and statutory requirements	Including strategic holdings determining an optimal, well diversified asset portfolio reflecting our risk preference	Providing MEAG with risk capital to add value through tactical deviations from the given Benchmark Portfolio
Best-estimate projections	Cash-flow and currency-matching	Compliance with all legal and statutory requirements	Long-term investment strategy with dynamic asset allocation overlays	Asset management skills

A disciplined, well defined process is the basis for good long-term performance results

### Reserving approach protects solid balance sheet



#### Group reserve position

Active reserve risk management

- Monitoring of reserve risk through statistical range and Reserve Risk Heat Map
- Early indicators of adverse development trigger immediate reserve adjustments
- Signs of positive developments are given time to manifest themselves

#### Reserve margin of 3–5% to absorb unexpected volatility

Diversification

Reserve increases: US workers' compensation, US asbestos,

Israel medical malpractice, Continental European motor XL, US other latent

Reserve decreases: US accident years 2003–2005, property,

primary insurance

Overall balanced reserve position in 2008

## Prudent approach for profitable growth



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

# **Outstanding cat bonds**



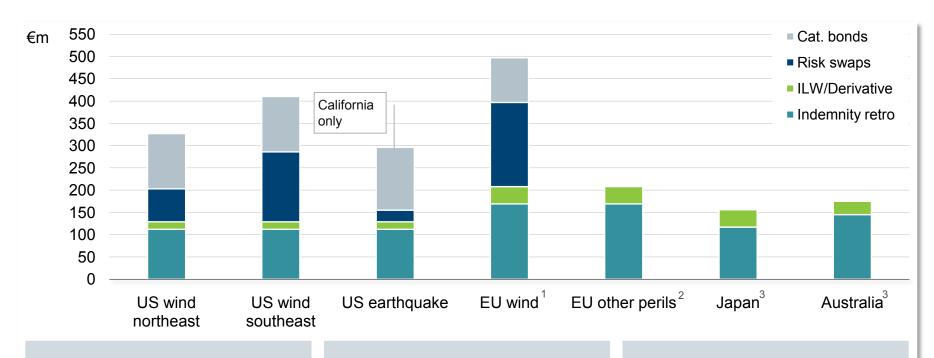
	Transaction	Closing	Volume	Perils covered
	Muteki Ltd.	05/2008	US\$ 300m	Earthquake Japan
For clients	MIDORI Ltd.	10/2007	US\$ 260m	Earthquake Japan
	Lakeside Re	12/2006	US\$ 190m	Earthquake California
For clients & Munich Re's book	lanus Capital Ltd.	06/2009	€50m	Windstorm Europe & Earthquake Turkey
	Queen Street Ltd.	03/3008	€170m	Windstorm Europe
For Munich	Nathan Ltd.	02/2008	US\$ 100m	Extreme mortality
Re's book	Carillon Ltd. Series 2	05/2007	US\$ 150m	Hurricane US
	Carillon Ltd. Series 1	06/2006	US\$ 51.5m	Hurricane US

- Generation of risk-based and fee income
- Munich Re is active investor in secondary market
- Improvement of own risk/return profile and cost efficiency
- Establishment of placement entity licensed in EU and Switzerland
- Offering one-stop shopping to clients as sponsors and ILS investors

Munich Re's Risk Trading Unit is a recognised player in the ILS market

## Munich Re's maximum in-force NatCat protection





Less indemnity retro and ILW capacity available at acceptable prices (compared to 2008)

Focus on economic efficiency and improvement of diversification

Risk swaps further increase diversification within NatCat portfolio

Munich Re's financial strength allows opportunistic purchase of protection

### **Overview**



Reinsurance <sup>1</sup>		2008	2007 <sup>2</sup>	2006 <sup>2</sup>	2005	2004
Gross premiums written	€bn	21.8	21.5	22.2	22.3	22.4
Investments	€bn	77.9	81.9	85.0	87.0	81.2
Net technical provisions	€bn	55.6	55.4	59.6	63.4	58.2
Reserve ratio property-casualty	%	270.5	272.0	280.9	295.8	243.8
Large and very large losses (net) <sup>3</sup>	€m	1,507	1,126	585	3,134	1,084
Thereof natural catastrophe losses <sup>3</sup>	€m	832	634	139	2,603	713
Combined ratio property-casualty	%	99.5	96.4	92.6	111.7	98.9
Thereof natural catastrophe losses <sup>3</sup>	%-pts.	6.2	4.7	1.0	19.2	5.0

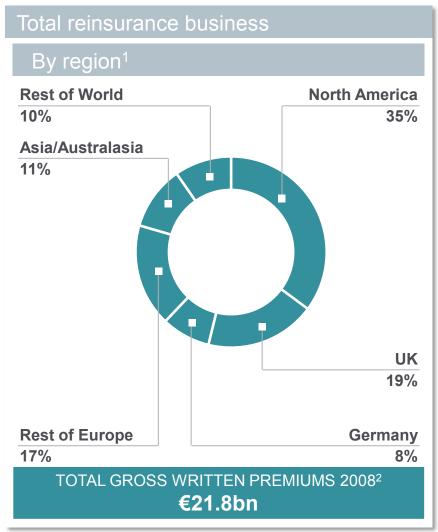
<sup>&</sup>lt;sup>1</sup> Before elimination of intra-Group transactions across segments.

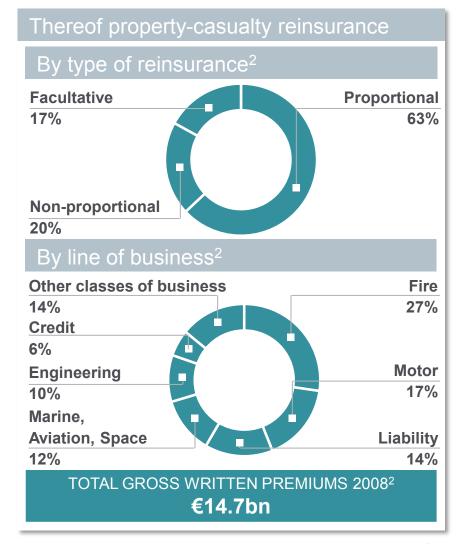
<sup>&</sup>lt;sup>2</sup> Adjusted pursuant to IAS 8.

<sup>&</sup>lt;sup>3</sup> Previous years adjusted owing to a change in methodology.

# Portfolio gives flexibility to react to developments







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

<sup>&</sup>lt;sup>2</sup> Before elimination of intra-Group transactions across segments.

# Renewal overview – Improvements in portfolio quality



#### Improving portfolio quality

# Cancellation of unprofitable business

- Consistent cancellation of business not adequately priced and/or exposed to economic crisis
- Continued retraction from unattractive segments

# Adding profitable new business

- Taking advantage of price increases and demand for high security
- Strict underwriting discipline

# Increasing profitability of portfolio

- Substantial price increases in loss-affected regions and capital-intensive lines
- Gearing portfolio to short-tail business

# Implementation of differential terms and conditions

 Improvements in terms reflecting Munich Re's strong position (e.g. exclusions, introduction of index clauses, sliding scales)

Increased profitability with further potential

# Renewal portfolio changes since 1 January 2009



Strict reduction of unprofitable business					
Germany	<b>–€</b> 67m	Proportional –30%,			
motor		XL -50%			
Germany others	–€71m	Mainly other casualty –€23m			
		Property proportional –€36m			
Financial and Commercial D&O	–€248m	Non-risk-commensurate prices; cancellation of business correlated to recession			
US casualty	–€61m	Split equally into motor and workers' comp.			
China	–€203m	Proportional business			
Japan property surplus	–€45m	Unbundling of bouquet treaties enabled us to cancel unprofitable parts			

Taking advar	ntage of	significant price
US property cat.	+€141m	Double-digit price increases
Offshore energy	+€146m	Double- to triple-digit price increases
US agro	+€220m	Continuation of successful business model
UK motor	+€39m	Original market is hardening
Japan NatCat XL	+€63m	Capacity allocation to NatCat due to favourable price development

Capacity reallocation from long-tail casualty to short-tail property as well as from proportional to non-proportional business

# NatCat business drives premium growth and price increases



- Premium volume of approx. €1.3bn was up for renewal in July (main markets US NatCat, Australia, and Latin America)
- Premium increase of 6.5% driven by growth of NatCat business
- Positive pricing trend of recent renewals confirmed while heterogeneous picture regarding lines of business and regions remains
  - Significant price increases in major NatCat markets of 5 to 15% due to recent loss experience, but also signs of capacity shortages for peak risks (i.e. higher layers)
  - Stable to slightly positive price trends in most other lines of business and regions
  - Overall price increase of 4.4% less pronounced compared with April (7.2%) due to lower share of NatCat business at July renewal
- Profitability and portfolio quality improved due to consistent cycle management
  - Continued capacity reallocation from long-tail casualty to short-tail property
  - Shift from proportional to non-proportional business
- Clients willing to pay for higher financial security especially for capital-intensive risks

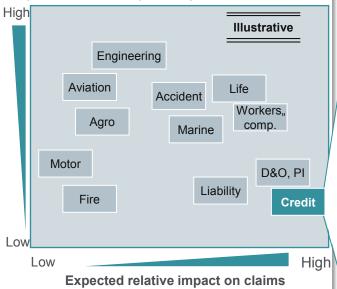
Munich Re ready to benefit from its financial strength and specific opportunities

# Inevitably affected by economic crisis



Impact of severe recession scenario on reinsurance portfolio<sup>1</sup>

**Expected relative impact on premium volume** 



### Main developments

- Average combined ratio 2004–2008 83.6%
- Q1–2 2009: Combined ratio peaked at 173% (Q1–2 2008 85%), adjusted for one-off large claims (€217m) at approx. 110% (on 6-month basis)
  - Trade credit: Higher frequency of small-to-medium sized claims as expected within recessionary environment
  - Surety: Few large claims in crisis affected segments (especially facultative business in Asia); all other parts of the portfolio proved relatively stable
- Active risk mitigating measures have been taken at an early stage (e.g. no new business in highly exposed lines of business, strong reduction of exposure in selected markets and industries, etc.)
- Good diversification of portfolio in respect of industry sectors, geographical regions, type of coverage and with high granularity

Line of business "credit" affected by few isolated cases while underlying profitability remains relatively sound in a difficult economic environment

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





Bi-annual Flaspöhler Survey Europe (2008): Leading position in important rating factors						
Ranking Factor Munich 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)			
() 2006 ranks in brackets						

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.

# Requests for capital relief deals



#### Drivers of demand

Investment losses and decreased capital base

Higher risk exposure and risk capital needs

Demand for surplus relief increased, in addition capital market currently with limited capacity

#### Reinsurance solutions provide advantages

Capacity with high security

Immediate risk capital relief

Specific requirements can be addressed in tailor-made transactions

### Risk appetite for transactions reflected in underwriting policy

Focus on transactions with transfer of insurance risks

Limit transactions with significant credit risk

Caution with outflow of liquidity

Avoidance of risks highly correlated to recession

Focused and differentiated capture of opportunities in life and non-life reinsurance

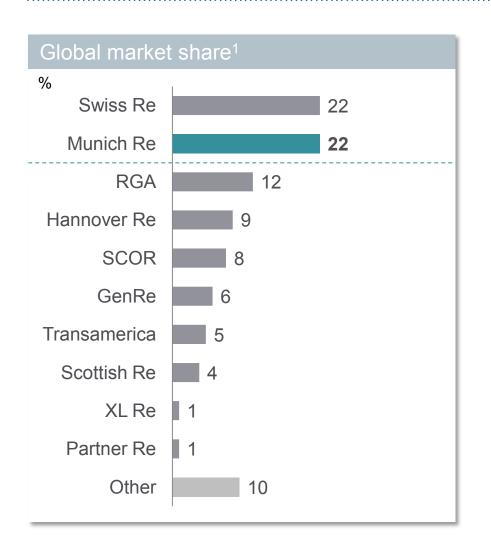
# Reinsurers ranked by net reinsurance premiums written



Rank	Company	Country	Net reinsurance premiums written US\$ m
			2008
1	Munich Re	Germany	29,077
2	Swiss Re	Switzerland	24,296
3	Berkshire Hathaway Re	U.S.	12,123
4	Hannover Re	Germany	10,196
5	SCOR	France	7,500
6	Lloyd's	U.K.	6,702
7	Reinsurance Group of America Inc.	U.S.	5,349
8	Transatlantic Holdings Inc.	U.S.	4,108
9	Partner Re Ltd	Bermuda	3,989
10	Everest Re	Bermuda	3,505
11	Tokio Marine Group <sup>1</sup>	Japan	2,778
12	XL Re	Bermuda	2,403
13	Korean Reinsurance Co	Korea	2,227
14	Odyssey Re	U.S.	2,031
15	Transamerica Re (Aegon)	U.S.	1,928
16	Mitsui Sumitomo Insurance Co. Ltd.	Japan	1,705
17	Mapfre Re	Spain	1,684
18	Sompo Japan Insurance Inc.	Japan	1,661
19	Caisse Central de Réassurance	France	1,653
20	Toa Re Co. Ltd.	Japan	1,640
Total To	p 20		126,555

# Munich Re well positioned to capture full market potential





## Highlights

Traditional life reinsurance business to provide earnings stability going forward

Market leaders to continue increasing their market shares at the expense of smaller competitors ...

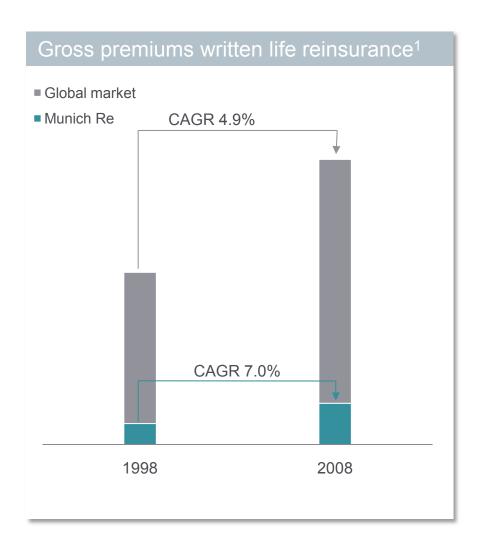
... as increasing demand for know-how and capital-intensive solutions are expected to benefit the leading players ...

... resulting in high barriers of entry

<sup>&</sup>lt;sup>1</sup> Source: Munich Re Economic Research based on company reports. Estimates based on life and health net earned premiums 2008.

# Munich Re to fully capitalise on growth of life reinsurance market





## Highlights

Increase in market share mainly based on organic growth

Premium growth fuelled by market opportunities

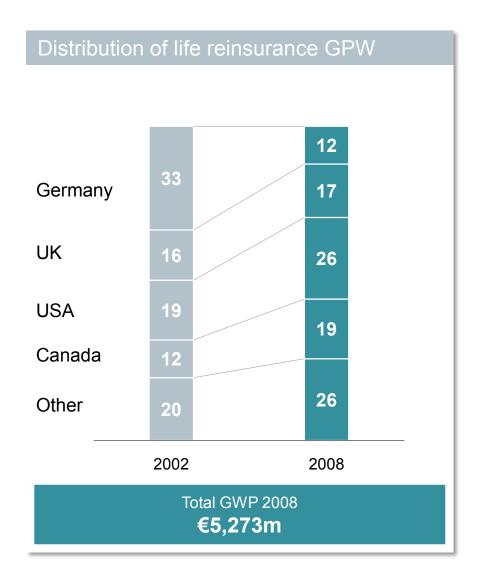
Above-average growth expected to persist in the coming years

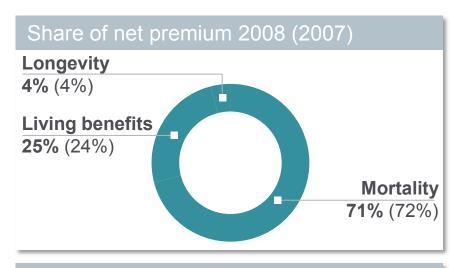
Bottom-line focus prevails

<sup>&</sup>lt;sup>1</sup> Source: Munich Re Economic Research; Munich Re: gross premiums written in life reinsurance; global market: estimate for ceded life insurance premiums worldwide.

# Well-diversified portfolio with focus on biometric risks Munich RE







## Highlights

Mortality covers dominate top and bottom line (as well as risk capital)

Mortality portfolio successfully supplemented and diversified by living benefits covers

> Small exposure to longevity and non-proportional covers

> I ow level of market risk involved

# **Quest for growth in earnings**



## Stringent execution of new strategy to achieve growth in ...

#### ... USA

New vision and strategy to capture market potential and acquire a leading position

### ... Europe

Make use of big opportunities from IFRS Phase II and Solvency II

#### ... Asia

Capitalise on significant investments made and benefit from emerging market growth

Replicate the Canada success story

Short term

Utilise our superior risk-modelling and structuring capabilities

Medium term

Build on long-standing and strong local presence

Long term

## Reinsurance the preferred solution for capital relief



#### Reinsurance solutions provide many advantages

Immediate risk/solvency capital relief

Capacity with high security

Specific requirements can be addressed in tailor-made transactions

Provides a high degree of flexibility and can avoid negative publicity

Trust, based on long-term relationships

#### Achievements<sup>1</sup>

Number of closed deals: 10

Expected total GPW of new business >€2bn p.a.

VANB of new business in the low 3-digit million Euros

Further deals in the pipeline due to deteriorating capitalisation

### Deals fit perfectly with Munich Re's risk appetite and strategy

Strengthening long-term client relationships

Transfer of mortality and morbidity risks

No assumption of investment risks

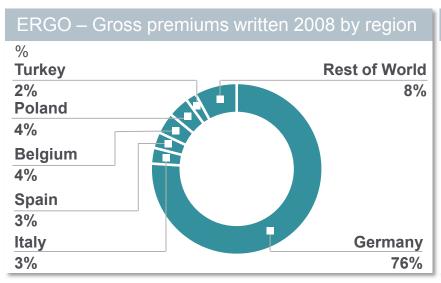
Meeting profitability requirements with attractive RoRaC

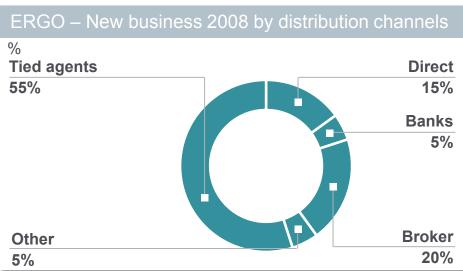
Capitalising on opportunities arising out of increasing need for reinsurance, not jeopardising our solidity

## **Overview**



Primary insurance <sup>1</sup>		2008	2007	2006	2005	2004
Gross premiums written	€bn	17.4	17.3	16.7	17.6	17.5
Investments	€bn	114.3	109.3	107.4	105.9	115.0
Net technical provisions	€bn	101.6	97.0	94.3	90.8	96.1
Reserve ratio property-casualty	%	117.0	121.4	124.9	113.1	116.8
Combined ratio property-casualty	%	91.2	93.4	90.8	93.1	93.0





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

# 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

#### LIFE

- 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

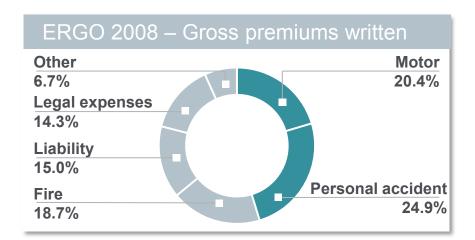
#### **NON-LIFE**

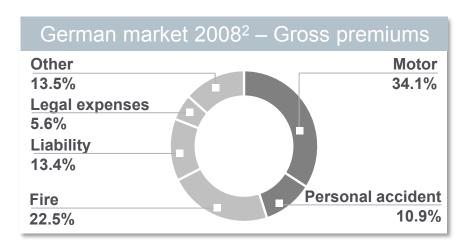
- Customers' need for safety rises
- Lower economic activity reduces claims

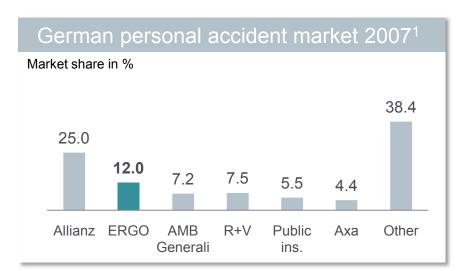
Bleak economic environment poses severe threat – but has also some opportunities

## Attractive business mix focusing on personal lines









<sup>&</sup>lt;sup>1</sup> Includes pure risk policies as well as policies with premium refunds; ERGO's (Allianz's) share of pure risk policies: 90.3% (36.1%).

Sources: Annual reports 2008, GDV year-end statistics (status 05/2009).

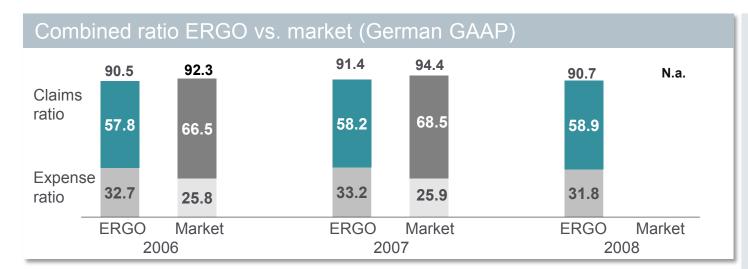
## Key considerations personal accident

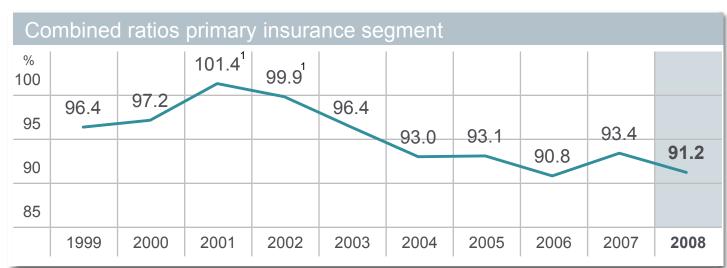
- Demands active sales process
- Portfolio with high degree of stability
- Low capital requirements
- Highly profitable: combined ratio 2008 (German GAAP) at 77.3% (78.0%)
- Strategic initiative to enrich products with services

<sup>&</sup>lt;sup>2</sup> Preliminary figures.

## **Excellent combined ratios**







- Trade-off: Higher expense ratios than market due to different business and sales channel mix
- More than compensated for by lower claims ratios

<sup>&</sup>lt;sup>1</sup> Mainly due to German flood losses and acquisitions in Italy and Eastern Europe.

# New business development 2008 not satisfactory



German new business development						
€m	Regular premium	Single premium	Total	APE		
2007	467	1,148	1,615	582		
2008	464	981	1,445	562		
Δ	-0.7%	-14.5%	-10.5%	-3.4%		

## Explanation of new business development

- Insurance contract law made sales process more complex – mainly felt in bank and multilevel channels
- Financial market crisis impacted new business, especially
  - Bank channel
  - Corporate pensions
     (-27%, in line with market)
- "Riester step" with positive effect

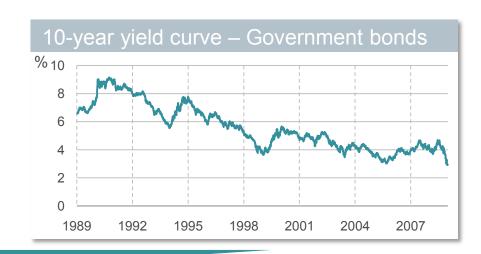
Initiative 1	Initiative 2	Initiative 3	Initiative 4	Initiative 5
Simplify and harmonise processes and systems	Enhance target group orientation in product policy	Improve transparency and customer orientation	Growth focus on investment-type products	Increase corporate pension business

## **VBM**: Hedge against low interest rates



### Motivation

- 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%



#### 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

# Market changes due to problems in social security system



#### Health reform environment

Waiting period for eligibility for private health insurance

New business in employee customer segment impacted

Uniform premium rate in statutory health insurance

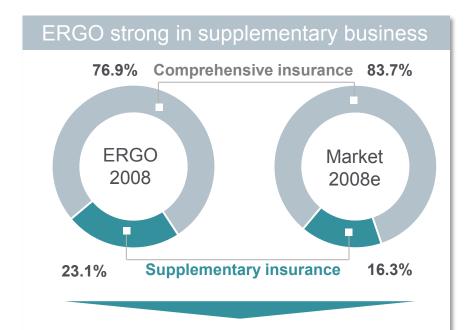
Increased attractiveness of private health insurance

Basic tariff

Makes private health insurers' tariff port-folio more complex

Portability of ageing reserves

Makes switching insurer easier – no significant effect yet

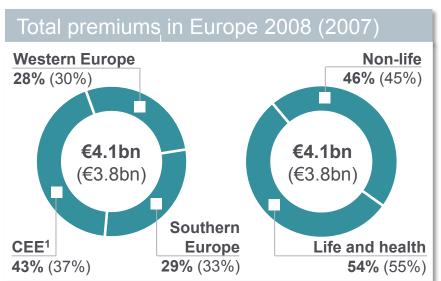


	Share of supplementary insurance 2008	Market share
DKV	18.1%	15.6%
VICTORIA VICTORIA	30.8%	4.7%
Karstadt Quelle Versicherungen	98.2%	4.2%

# Good results and organic growth







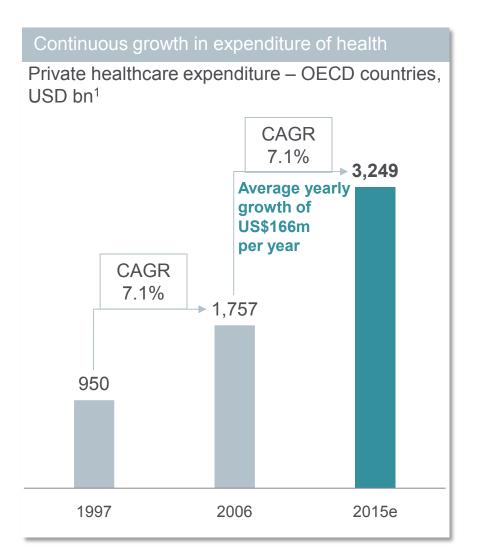


## Highlights Asia

- South Korea: Direct motor insurer ERGO
   Daum Direct with 2008 consolidated premium income of €106m
- India: Joint venture with HDFC Ltd. in non-life running
- China: Advanced process of seeking JV partner
- Singapore: ERGO Asia Management Pte. Ltd. founded in 2008

# Drivers of International Health strategy remain unchanged





#### Our opportunity

Main drivers of above-average growth of international health markets do not change in times of financial crisis

- Demographic development
- Medical progress
- Life style changes
- Rising demand in developing countries

Resolute implementation of initiatives started, e.g.

- Integration of Sterling
- Implementation of new organisational structure identifying additional growth opportunities
- External growth
- Organic growth in existing markets

## Global specialised health risk carrier



ABU DHABI

Mandatory health insurance within public-private JV 20%



INDIA

Specialised PHI<sup>1</sup> with private healthcare JV partner 25.5%



CHINA

Specialised PHI with stateowned JV partner 19%



EXPAT BUSINESS
Specialisation/focusing on specific growth segments



TAIWAN
Consultative reinsurance



MUNICH ....

**AMBITION** 

Global leader in health insurance solutions



UAE, JORDAN
Comprehensive services
for primary insurance clients



USA

Acquisition of specialised health insurance companies



**BELGIUM** 

Assuming portfolios of multiline insurance companies



ITALY

Adjustment of business model set-up



DENIA/SPAIN
Assuming public health function



# Stringent execution of strategic initiatives



#### "First Wave" Seed

Mid- and longterm growth in emerging markets via start-ups



# "Second Wave" Capture

Acquiring and building significant growth sources in mature markets

Strategic initiatives	Status	
India: JV between DKV and Apollo Hospitals Group	Successful launch of Apollo DKV Health insurance (08/2007) – sales network development behind plan	0 0 0
Abu Dhabi: Daman – first health insurance company in the country	Strong growth of Daman continues: approximately 1.7 million insured members	$\boxed{\bigcirc\bigcirc\bigcirc}$
USA: Employer Stop Loss (Going direct)	Further initiatives in pipeline – resolute implementation of going direct strategy	$\boxed{\bigcirc\bigcirc\bigcirc}$
Strategic alliances with bancassurance/composite groups	Development of cooperation with large financial institutions – further initiatives in pipeline	$\bigcirc\bigcirc\bigcirc$
Acquisition of health insurance players in selected markets	<ul><li>Integration of Sterling Life</li><li>M&amp;A in priority markets</li></ul>	$\bigcirc\bigcirc\bigcirc\bigcirc$
Transform business models to capture market opportunities	Advancement of business model in Italy: Successful launch of DKV Salute (01/2008)	00•
Expand into <b>provision of care</b> in order to grow insurance business	Concession model in Denia/Spain: Successful launch end of 2008	00•

Continuous growth in premiums and profit expected

## Successful niche player for more than 140 years

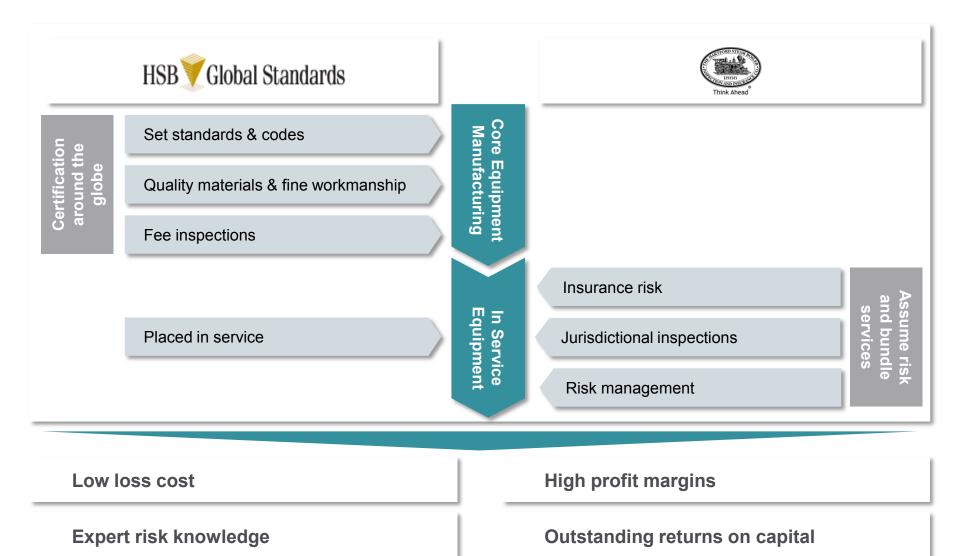


- HSB is a leading global provider of specialty insurance and reinsurance, inspection services and engineering consulting for businesses, industries and institutions
- With more than 2,500 employees worldwide, HSB conducts highly profitable business in the fields of
  - Equipment breakdown and engineered lines insurance, and other specialty products
  - Equipment inspection and engineering services
  - Property loss control services, as well as other risk management services, serving more than
     5 million locations
- HSB had over US\$ 1.0bn of gross written premiums and service revenues in 2008¹, predominately originating from operations in the United States, Canada and the United Kingdom
- Shortly after the acquisition by Munich Re, A.M. Best Company awarded HSB a financial strength rating upgrade to A+ (Superior)
- HSB's half-year 2009 results are outperforming Munich Re's acquisition business case

HSB from first day on EPS-accretive for Munich Re shareholders

# Accompanying the manufactured product along the supply chain





# Unique product distribution and service franchise



# REINSURANCE ORIENTED Client Company Model

Insurance coverage and services fully integrated into Client Companies' product offerings

Long-standing relationships with 15 of the 25 largest US commercial insurers HSB acts as reinsurer with an intensive service component (global presence of 1,200 engineers) Rapid expansion of new strategic products to complement core business Services + consulting make meaningful contribution to HSB's engineering knowledge base and experience

Gross written premium 2008: US\$ 719m1

Risk Carrier







Services & Consulting





**HSB** Professional Loss Control



**HSB** Engineering Insurance Limited

Gross written premium 2008: US\$ 211m<sup>1</sup>

Large network of independent agents: 6,000 in US, 4,000 in Canada and 1,000 in the UK

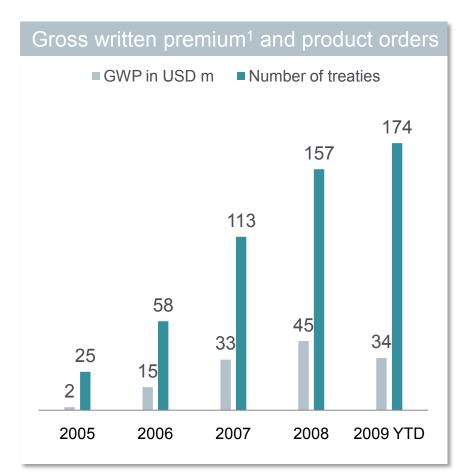
Intellectual capital and bestin-class reputation supports long-standing customer relationship and high agent satisfaction Services and consulting businesses enhancing underwriting decisions and claims prevention

Direct Business Model
PRIMARY INSURANCE ORIENTED

Revenues 2008: US\$ 182m<sup>1</sup>

# Strategic products to strengthen client company relationships





### Characteristics of Strategic Products

- "Look and feel" of commercial equipment breakdown (EB) product:
  - Responding to an un-served or underserved need in the marketplace
  - Having a compelling service/support element(s)
  - Broad application across HSB's Client Company customer base
- For example: Equipment breakdown for home owners and farm owners, identity recovery insurance, data compromise and employment practices liability

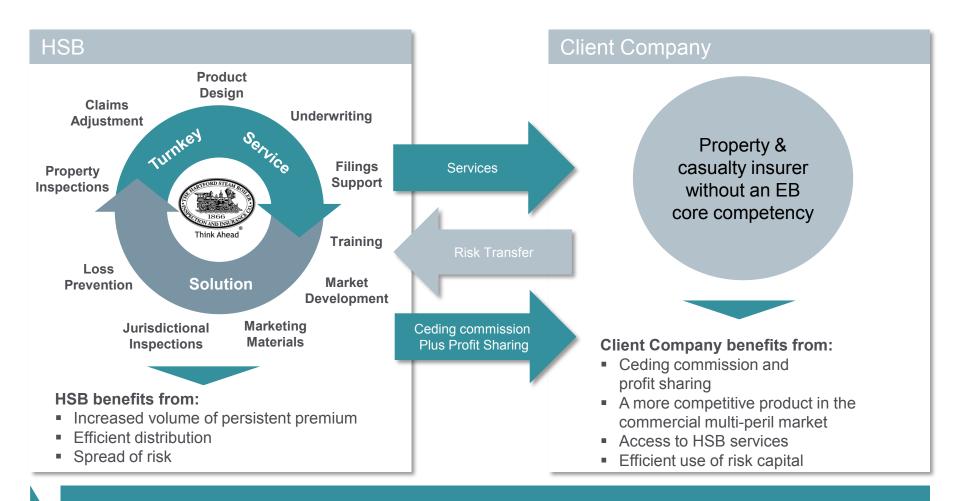
### Goals of HSB's strategic products

- Providing the underwriting, loss prevention, marketing, form & filing support and claims services - similar to what HSB does for EB
- Approx. 65% of HSB's U.S. Client Companies write or have committed to write one or more of these strategic products with HSB

In collaboration with MR entities strategic products will continue opening new markets, enabling client penetration and creating growth opportunities in the future

# Client company business model: HSB as EB outsourcing partner





(Re)insurer with intensive service component and a promising platform for new product offerings on a 'white-labeling' basis

## Core integration will be accomplished on time



Joint business development

Cross-selling synergies in the US and internationally are being evaluated with the goal of coordinating a joint client approach. First new US accounts generated for Munich Re.

Legal and regulatory requirements

Financial reporting processes were implemented in accordance with Munich Re standards based on IFRS. Full consolidation of HSB since 31 March 2009.

Functional and technical integration activities

Cross-functional integration is well underway, covering inter alia risk management, legal, planning and corporate underwriting topics.

Investment management

Management of HSB's asset portfolio was transferred to MEAG, the Groupwide asset manager. Custodial and investment accounting services were streamlined with the other US entities, resulting in cost savings.

Decoupling services from AIG

Back-office services conducted by AIG are gradually being transferred to Munich Re entities (e.g. HR payroll processing) on a shared-service basis.

Focused Munich Re integration approach supported by highly dedicated and motivated HSB teams will result in a very strong and successful HSB operation within Munich Re

## Significant value creation as part of Munich Re



### **Drivers for Munich Re**

### **Synergies**

 With the addition of HSB, Munich Re Group's substantial US operations are intensifying cooperation in order to generate cross-selling potentials, further enhancing Munich Re's property and engineering capabilities as well as back-office synergies (e.g. shared services for Central Procurement)

Solid platform for new product development and distribution

- Joint product development in order to further strengthen HSB's strategic product portfolio as a constantly growing source of revenue
- HSB has the knowledge and access to clients to implement combined product and service offerings for Munich Re Group

Centre of excellence for equipment breakdown

 HSB is a true knowledge provider for Munich Re Group to further improve its underwriting excellence in profitable niches

HSB is part of Munich Re Group family  Affiliation to Munich Re Group will enable HSB to further benefit from Munich Re's solid balance sheet strength (e.g. rating upgrade by A.M. Best to A+ in April 2009) and market presence

A natural extension of our US market strategy to build a dominant position in specialty business and deliver growth and healthy underwriting results

# Transparency in financial reporting further improved



## Segmentation

Two-step concept for the business field of International Health

Separation of life and health in primary insurance

IFRS impact of technical changes limited – opportunity used for further improvement of disclosure

### Breakdown of operating result

#### **TECHNICAL RESULT**

Underwriting items plus income from technical interest

#### **NON-TECHNICAL RESULT**

Investment result and other non-technical result components, deduction of income from technical interest

## Separated from operating result

## Other non-operating result

(e.g. foreign-exchange gains/losses)

### Impairment of goodwill

#### Finance costs

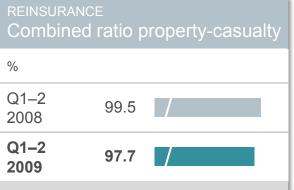
#### Tax

# Satisfactory consolidated result

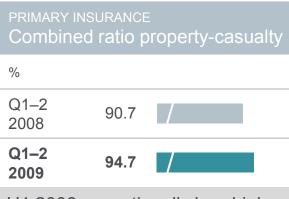


GROUP Gross pr	emiums written	
€m		
Q1–2 2008	18,853	
Q1-2 2009	20,693	

Good organic growth, acquisitions and positive FX effects



Improved combined ratio, slightly above expectations



H1 2008 exceptionally low, higher claims in Germany and abroad

GROUP Investme	ent result			
€m				
Q1–2 2008	3,261			
Q1-2 2009	3,552			
Reduced write-downs, but lower				

Reduced write-downs, but lower regular income and realised gains



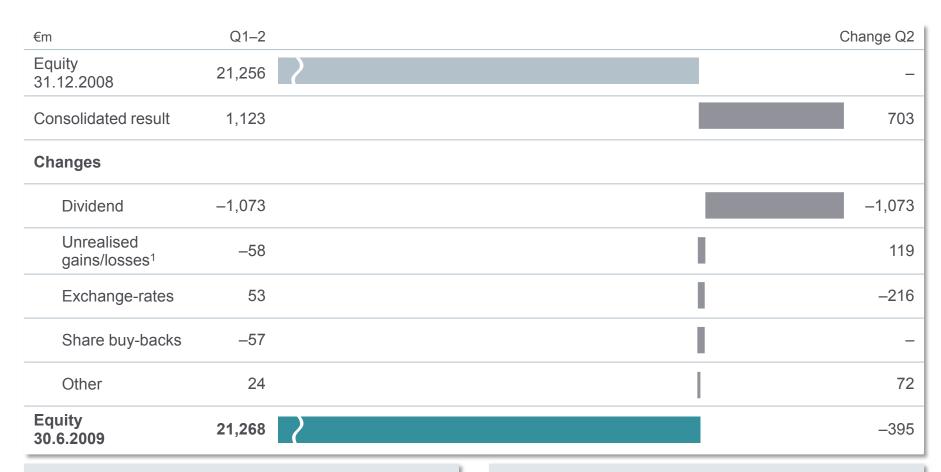
Lower technical not fully compensated by higher investment result



well above Q1 (€420m)

# Stable shareholders' equity in H1 2009 signals capital Munich RE strength





## Shareholders' equity

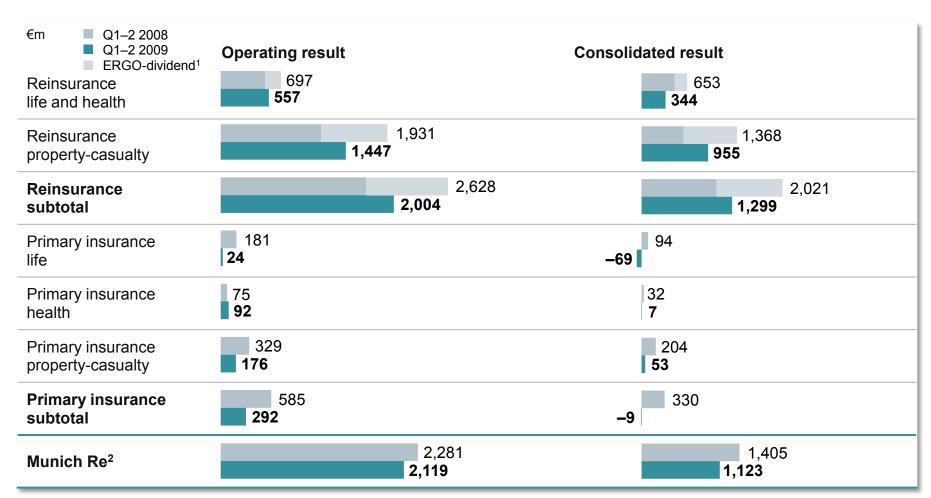
Stable despite €1.1bn dividend payment and share buy-back

### **Unrealised gains/losses**

Increased yields and realisation of gains on equities almost offset by lower credit spreads

# Reinsurance business supports Group earnings



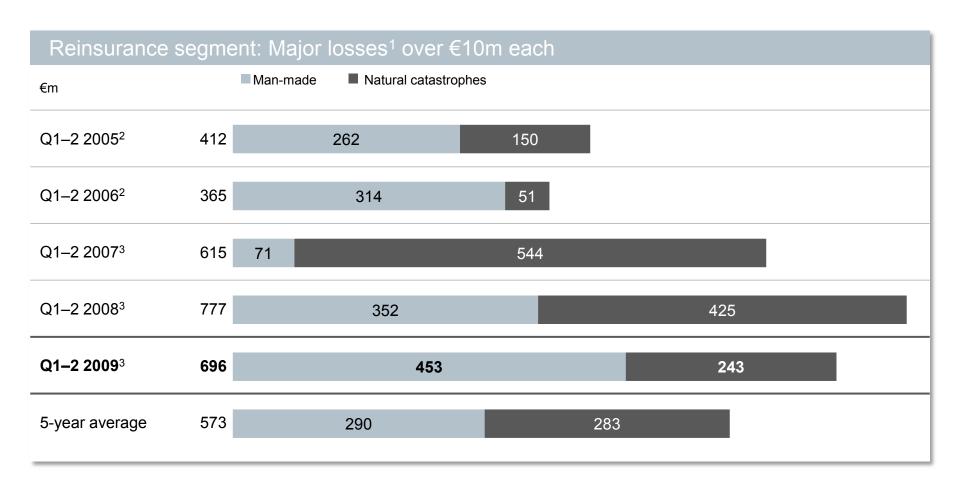


<sup>&</sup>lt;sup>1</sup> Q1–2 2008 incl. ERGO-dividend of €947m (before tax), thereof RI life and health: €180m, RI property-casualty: €767m.

Operating result Q1–2 2009 including asset management (€29m, Q1–2 2008 €49m) and consolidation (–€206m, Q1–2 2008 –€981m).
Consolidated result Q1–2 2009 including asset management (€16m, Q1–2 2008 €34m) and consolidation (–€183m, Q1–2 2008 –€980m). The consolidation figure in Q1–2 2009 includes the elimination of the intercompany sale of Europäische Reiseversicherung from Munich Re AG to ERGO AG amounting to €139m.

# Below-average NatCat losses, but higher man-made losses





<sup>&</sup>lt;sup>1</sup> Incl. claims in life.

<sup>&</sup>lt;sup>2</sup> Major losses over €5m each; Q1-2 2005 excl. run-off-profits, Q1-2 2006 incl. run-off profits.

<sup>&</sup>lt;sup>3</sup> Incl. run-off profits.

# Higher investment result due to unit-linked contribution



- Declining regular income due to lower dividends resulting from reduced equity exposure and lower dividend levels in general, partially compensated by higher (volume-driven) interest payments on fixedincome securities
- Improved balance of other income/expenses mainly due to an improved result of unrealised gains/losses for unit-linked life insurance
- Lower net result from disposals mainly due to lower result from disposal of derivatives on non-fixed interest securities, partially offset by higher gains on fixed-interest securities
- Improvement of non-cash related write-ups/write-downs: Lower write-downs on afs-non-fixed securities counterveiling lower write-ups on afs-non-fixed interest derivatives

## Overall higher Rol of 4.0% (Q1-2 2008: 3.8%, Q1 2009: 3.1%)

	€m	Q1–2 2009	Return <sup>1</sup>	€m	Q1–2 2008	Return <sup>1</sup>
Regular income	3,768		4.2%	4,066		4.8%
Write-downs/write-ups of investments	-667		-0.7%	-1,168		-1.4%
Gains/losses on the disposal of investments	639		0.7%	876	_	1.0%
Other income/expenses	-188	I	-0.2%	<b>–</b> 513		-0.6%
Investment result	3,552		4.0%2	3,261		3.8%2

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

<sup>&</sup>lt;sup>2</sup> Incl. change in on- and off-balance-sheet reserves of 3.5% in Q1–2 2009 and –3.0% in Q1–2 2008.

# Shift into fixed-interest securities and loans – Lower dividend income



€m	Q1–2 2009	Q1–2 2008	Change
Afs-fixed-interest	2,213	2,043	170
Afs-non-fixed-interest	196	685	-489
Derivatives	82	57	25
Loans	943	825	118
Real estate	166	160	6
Deposits retained on assumed reinsurance and other investments	144	228	-84
Other	24	68	-44
Total regular income	3,768	4,066	-298

#### Main effects in Q1-2 2009

- Lower regular income from dividends resulting from strongly decreased equity exposure and generally decreasing dividends paid
- Partly compensated by higher regular income from increased fixed income portfolio
- Lower income from deposits due to distinct reduction of deposits with banks
- Other mainly affected by lower income from affiliated and associated companies

# Significantly lower write-downs on equities



€m	Q1-2 2009	Q1–2 2008	Change
Afs-fixed-interest	-126	-29	-97
Afs-non-fixed-interest	-236	-2,164	1,928
Derivatives	-221	1,124	-1,345
Loans	_	_	_
Real estate	<b>–47</b>	-93	46
Other	-37	-6	<b>–31</b>
Total net write-downs/write-ups	-667	-1,168	501

#### Main effects in Q1–2 2009

- Substantially lower non-cash related write-downs of equities following consistent de-risking and stock market appreciation in Q2 2009
- Negative contribution from derivatives: Higher write-downs as share prices increase and negative impact from interest-rate hedging in primary life insurance resulting from higher interest-rate levels
- Higher impairments on afs-fixed-interest investments, in particular bank subordinated/loss-bearing bonds and structured products (mainly in Q1 2009)

## Lower contribution from derivatives



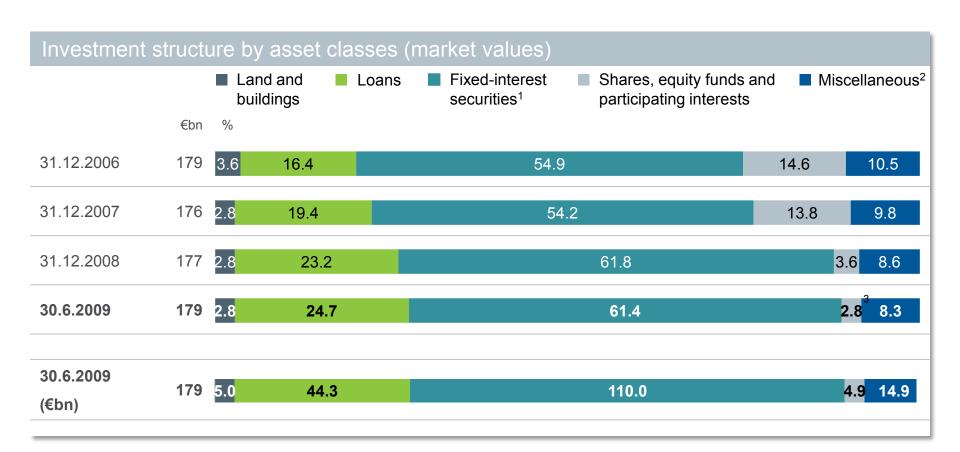
€m	Q1–2 2009	Q1–2 2008	Change
Afs-fixed-interest	362	225	137
Afs-non-fixed-interest	165	137	28
Derivatives	72	455	-383
Loans	8	-3	11
Real estate	29	33	-4
Other	3	29	-26
Total net realised gains	639	876	-237

### Main effects in Q1–2 2009

- Afs-fixed-interest: Cautious shift from government bonds and structured products into corporate bonds with two main effects
  - De-risking with conscious loss realisation aiming at more sustainable future earnings generation
  - Disposal of government bonds on lower interest-rate levels realising investment gains
- Afs-non-fixed interest: Higher disposal gains from equities (including forward sales and Admiral stake)
   corresponding with lower gains from disposals of derivatives

## Low-risk profile maintained

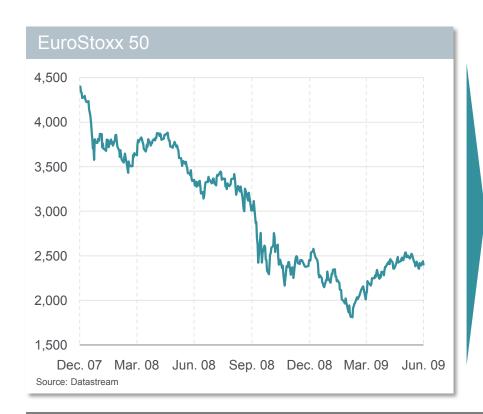


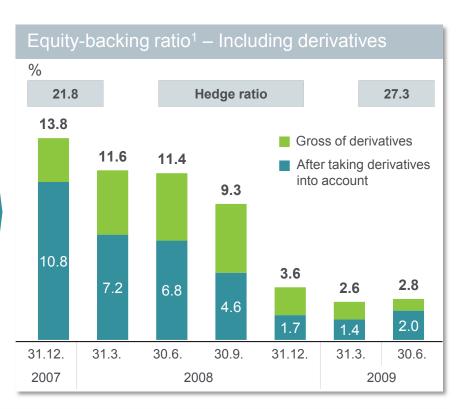


Categories "available for sale", "held to maturity" and "held for trading".
 Deposits retained on assumed reinsurance, investments for unit-linked life, deposits with banks, investment funds (bond, property).
 After taking equity derivatives into account: 2.0%.

# Prudent investment management during financial crisis







### **Equity strategy**

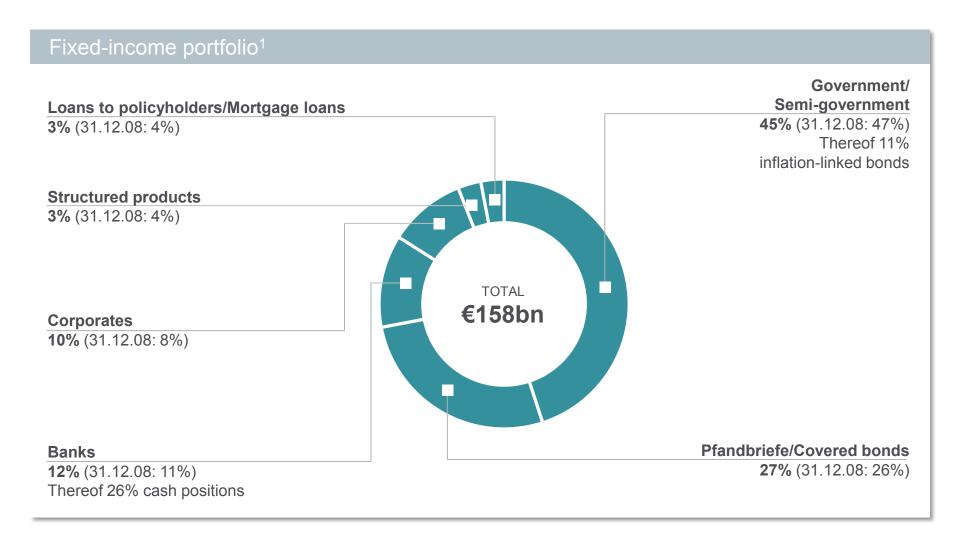
Consistent de-risking of equity exposure

Slight increase of equity-backing ratio in Q2 solely driven by market rebound

<sup>&</sup>lt;sup>1</sup> Proportion of investments in equities, equity funds and shareholdings to total investments – at market values.

## Slight expansion into higher-yielding assets





<sup>&</sup>lt;sup>1</sup> Incl. loans, parts of other securities, other investments and cash positions. Economic view – not fully comparable with IFRS figures. As at 30 June 2009.

# Focus on highly rated credit risk: Almost 90% rated A or better



Total	55	20	13	5	0	0	7
Loans to policyholders/ Mortgage loans	_	_	_	_	_	_	100
Structured products	92	3	2	1	0	0	2
Corporates	2	13	44	36	1	0	4
Banks	6	23	39	3	_	0	<b>29</b> <sup>2</sup>
Pfandbriefe/Covered bonds	86	14	0	_	-	_	-
Government/ Semi-government	63	28	8	1	0	-	0
%	AAA	AA	А	BBB	ВВ	B and worse	NR
Rating classification of fixed-ir	ncome portfo	olio <sup>1</sup>					

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

<sup>&</sup>lt;sup>2</sup> Incl. cash positions, which are not rated. As at 30 June 2009.

# Approx. 70% invested in eurozone, limited CEE exposure

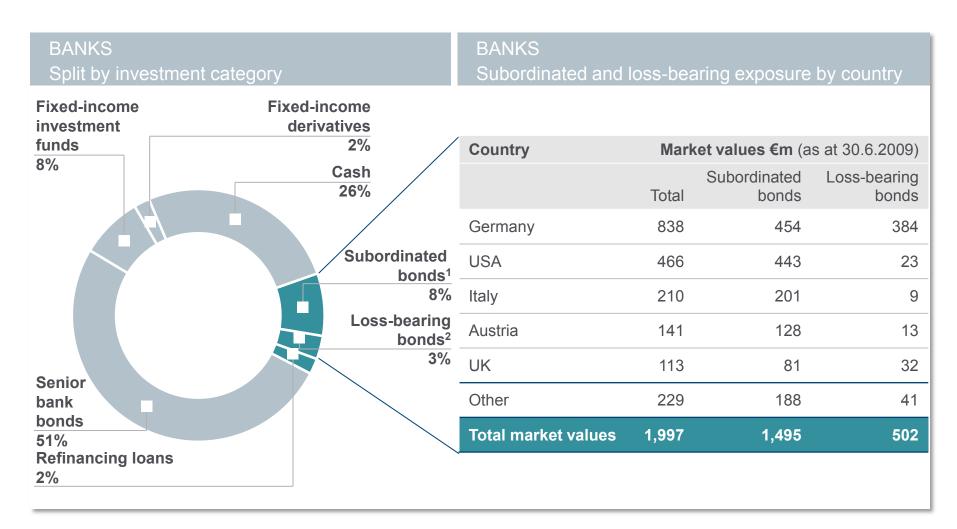


Total	40	8	5	4	1	20	16	3	3
Loans to policyholders/ Mortgage loans	99	_	_	_	_	_	0	0	1
Structured products	4	0	1	0	0	13	81	1	0
Corporates	5	8	7	2	0	24	46	4	4
Banks	42	8	6	0	0	18	18	1	7
Pfandbriefe/ Covered bonds	53	13	3	10	0	21	0	0	_
Government/ Semi-government	37	6	6	3	2	20	15	6	5
%	Germany	France	UK	Spain	CEE	Other Europe	USA	Canada	Rest of World
Geographic cl	assification	n of fixed-i	ncome p	ortfolio <sup>1</sup>					

<sup>&</sup>lt;sup>1</sup> Economic view – not fully comparable with IFRS figures. As at 30 June 2009.

# Banks: Slight increase of hybrid market values following recovery in Q2





<sup>&</sup>lt;sup>1</sup> Classified as lower tier 2 and tier 3 capital for solvency purposes.

<sup>&</sup>lt;sup>2</sup> Classified as tier 1 and upper tier 2 capital for solvency purposes.

# Structured products: Continued exposure reduction



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

€m		AAA	AA	A	BBB	<bbb< th=""><th>NR</th><th>North America</th><th>Europe</th><th>Total</th><th>Market- to-par value</th></bbb<>	NR	North America	Europe	Total	Market- to-par value
ABS	Consumer-related ABS <sup>1</sup>	1,037	6	18	1	0	0	890	172	1,062	102%
	Corporate-related ABS <sup>2</sup>	141	8	52	15	2	4	8	214	222	91%
	Subprime HEL	39	10	0	0	0	0	49	0	49	78%
CDO/ CLN	Subprime-related	0	2	0	1	1	0	0	4	4	13%
CLN	Non-subprime-related	54	14	3	5	4	81	3	158	161	74%
MBS	Agency <sup>3</sup>	2,487	78	0	0	0	0	2,565	0	2,565	104%
	Non-agency prime	236	27	19	5	0	0	16	271	287	85%
	Non-agency other (not subprime)	13	9	1	0	0	0	19	4	23	80%
	Commercial MBS	243	0	1	0	0	0	229	15	244	93%
	Total	4,250	154	94	27	7	85	3,779	838	4,617	98%
	30.6.2009	92%	3%	2%	1%	0%	2%	82%	18%	100%	
	31.12.2008	92%	4%	2%	0%	0%	2%	85%	15%	100%	

<sup>&</sup>lt;sup>1</sup> Consumer loans, auto, credit cards, student loans. <sup>2</sup> Asset-backed CPs, business and corporate loans, commercial equipment.

<sup>&</sup>lt;sup>3</sup> Exposure in Freddie Mac/Fannie Mae investments: €2.3bn.

Change in market value gross (€bn)

Economic impact for shareholders<sup>2</sup> (€bn)

## Low sensitivity to equities, manageable exposure to interest-rates and spreads<sup>1</sup>



Sensitivity to risk-free interest-rates				
Basis points	-200	-100	+100	+200
Change in gross market value (€bn)	+20.5	+9.3	-7.5	-13.2
Economic impact for shareholder² (€bn)	+5.9	+2.8	-2.4	-4.5
Sensitivity to spreads <sup>3</sup>				
Spreads (change of bps in %)	-50%	-25%	+25%	+50%

+4.2

+0.4

+2.0

+0.2

Sensitivity to equity markets <sup>4</sup>				
	-30%	-10%	+10%	+30%
EuroStoxx 50	1,681	2,162	2,642	3,123
Change in gross market value (€bn)	-1.1	-0.4	+0.4	+1.1
Economic impact for shareholders² (€bn)	-0.7	-0.2	+0.2	+0.7

<sup>1</sup> Rough calculation with limited reliability; linearity of relations cannot be assumed. Economic view – not fully comparable with IFRS figures; recently acquired companies not included.

-1.9

-0.6

-3.7

-1.1

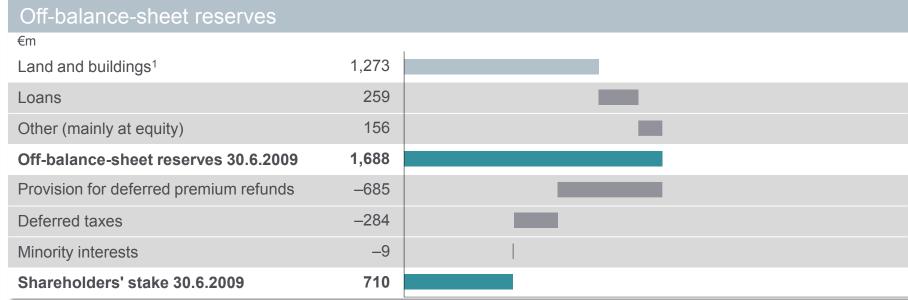
<sup>&</sup>lt;sup>2</sup> Change in unrealised gains/losses on-balance-sheet, off-balance-sheet and P&L impact assuming unchanged portfolio as at 30.6.2009. After rough estimation of policyholder participation and deferred tax. <sup>3</sup> Sensitivities to changes of spreads are calculated for every category of securities (governments, Pfandbriefe, banks, etc.) separately.

<sup>&</sup>lt;sup>4</sup> Worst-case scenario assumed: impairment as soon as market value is below acquisition cost.

# Unrealised gains/losses on securities (afs) and off-balance-sheet reserves



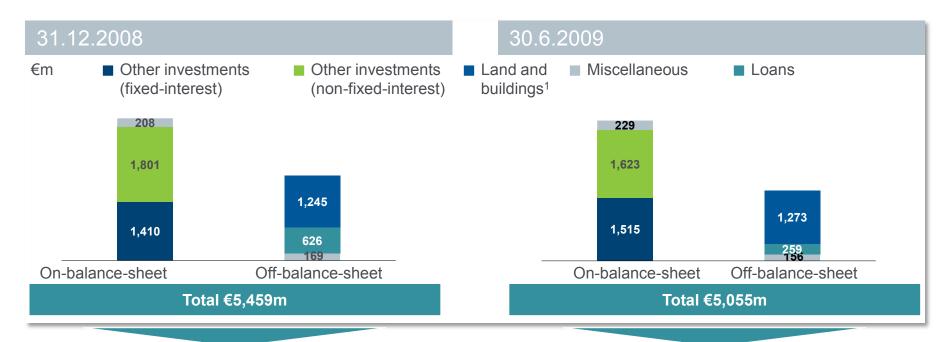




<sup>&</sup>lt;sup>1</sup> Excluding reserves on owner-occupied properties.

## Split by asset class





Unrealised gains and losses – gross	5,459 <sup>2</sup>
./. Provision for deferred premium refunds	1,783
./. Deferred taxes	613
./. Effects from consolidation and currency	-76
./. Minority interests	27
Unrealised gains and losses – net	3,112

Unrealised gains and losses – gross	5,055 <sup>3</sup>
./. Provision for deferred premium refunds	1,487
./. Deferred taxes	575
./. Effects from consolidation and currency	-72
./. Minority interests	29
Unrealised gains and losses – net	3,036

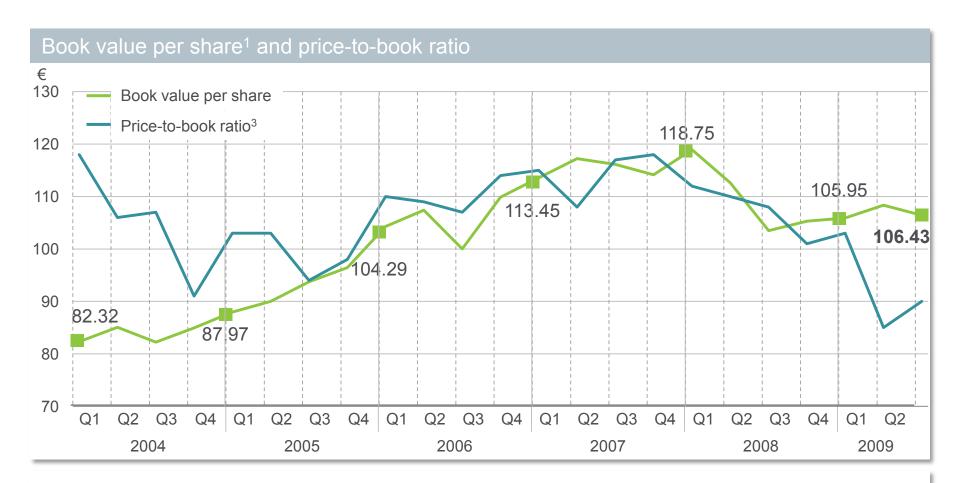
<sup>&</sup>lt;sup>1</sup> Without reserves on owner-occupied properties.

<sup>&</sup>lt;sup>2</sup> Incl. unrealised gains/losses from valuation at equity, unconsolidated affiliated enterprises and cash flow hedging of €208m and off-balance-sheet reserves of €168m on affiliated companies.

<sup>&</sup>lt;sup>3</sup> Incl. unrealised gains/losses from valuation at equity, unconsolidated affiliated enterprises and cash flow hedging of €229m and off-balance-sheet reserves of €155m on affiliated companies

## Solid growth since 2004





4.8% CAGR since 1.1.2004 clearly above annual performance of insurance index<sup>2</sup>

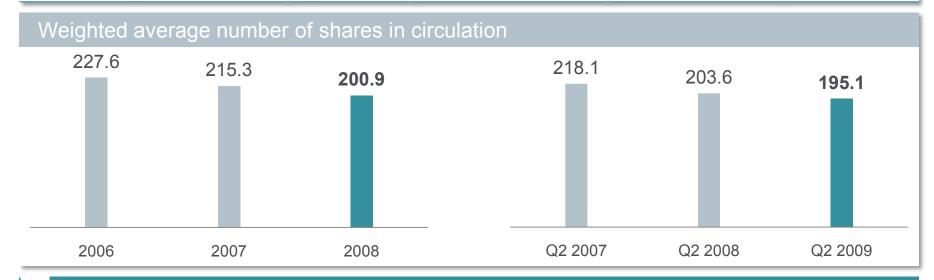
<sup>&</sup>lt;sup>1</sup> Shareholders' equity excl. minority interests divided by shares in circulation (after consideration of share buy-backs).

<sup>&</sup>lt;sup>2</sup> Total return Euro Stoxx Insurance: –6.5% p.a. <sup>3</sup> 100 Book value per share = 1.0 Price-to-book ratio.

# Approx. 9.0 million own shares were retired in April 2009



Development of shares	in circulation			
Shares million	31.12.2008	Acquisition of own shares in Q1-2 2009	Retirement of own shares in Q1–2 2009	30.6.2009
Shares in circulation	195.7	-0.6	0.0	195.1
Own shares held	10.7	0.6	-9.0	2.3
Total	206.4	0.0	-9.0	197.4



Total number of shares amounts to 197.4 million after retirement

## **Appendix**



Mission

Financial calendar

Contacts

Disclaimer

## **Investor & Rating Agency Relations' Mission**



Investor & Rating Agency Relations is a central function responsible for Munich Re's communication with the capital market. Its main objective is an active communication to support a fair capital-market valuation of Munich Re shares and outstanding bonds.

### External communication...

- ... should increase the transparency of Munich Re's recent financial performance, strategy and its expectations about future perspectives, while complying with the principles of a credible, accurate, complete and timely provision of relevant information.
- ... has the goal of achieving a fair valuation and optimising the cost of capital by increasing information efficiency between Munich Re and the financial community and developing a relationship of trust with our investor base.

### Internal communication...

- ... entails the transmission of investors' and creditors' demands, and the capital markets' perception of Munich Re, to management and staff.
- ... aims to support management in the setting of ambitious targets as well as in the execution of a value-based and shareholder-oriented strategy.

Investor & Rating Agency Relations facilitates targeted, systematic and ongoing communication between current and potential investors, financial analysts and rating agencies on the one hand, and Munich Re's senior management on the other, with the aim of enhancing Munich Re's visibility and attractiveness in the international financial community.

## Financial calendar



FINANCIAL CALENDAR	
1 October 2009	Merrill Lynch, "Banking and Insurance CEO Conference", London
26 October 2009	Press conference in Baden-Baden
5 November 2009	Interim report as at 30 September 2009
1 December 2009	Cheuvreux Financials Conference, London
10 March 2010	Balance sheet press conference for 2009 financial statements
28 April 2010	Annual General Meeting
29 April 2010	Dividend payment
7 May 2010	Interim report as at 31 March 2010
4 August 2010	Interim report as at 30 June 2010; Half-year press conference
9 November 2010	Interim report as at 30 September 2010

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## **Disclaimer**



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

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

- For the new reporting format in connection with the first-time application of IFRS 8 "Operating Segments" as at 1 January 2009, several prior-year figures have been adjusted in the income statement.
- For the sake of better comprehensibility and readability, we have refrained from adding the footnote "Previous year's figures adjusted owing to first-time application of IFRS 8" to every slide.
- For details and background information on IFRS 8, please read the presentation
   "How does Munich Re apply the accounting standard IFRS 8 "Operating Segments'?" on Munich Re's website (http://www.munichre.com/de/ir/contact\_and\_service/faq/default.aspx).