

Image: Getty Images/iStock

# Preliminary key figures 2017 and January renewals

6 February 2018

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# Dividend stable at €8.60 per share<sup>1</sup>, despite nat cat losses – Price and volume increase in January renewals

## Munich Re (Group) – 2017 (Q4 2017)

### Net result

**€392m** (€538m)

Reinsurance result of €120m affected by heavy nat cat claims, pleasing ERGO result of €273m – Tax income offsets FX losses

### Operating result

**€1,241m** (€864m)

Technical result including fee income in Reinsurance Life and Health of €428m close to original guidance – Good technical profitability at ERGO

### Investment result

RoI: **3.2%** (3.4%)

Solid investment return, attrition of running yield decelerating – Reinvestment yield at 1.9% in Q4

### Shareholders' equity

**€28.2bn**

(+1.5% vs. 30.9., –11.3% vs. 31.12.16)  
Strong capitalisation is basis for high pay-outs – SII ratio almost stable<sup>2</sup> at ~240%<sup>3</sup>

### HGB result (German GAAP)

**€2.2bn**

Release of equalisation reserve in fire and aviation – Distributable earnings largely unchanged

### January Renewals

- Premium increase: 19.0%
- Price increase: ~0.8%

<sup>1</sup> Subject to approval of Supervisory Board and AGM. <sup>2</sup> Based on comparable calculation method vs. 31.12.2016 (242%).  
<sup>3</sup> Indication, after deduction of potential capital measures of €2.7bn in line with previous years' capital management practices.

# Investment result

€m	Q4 2017	2017	2016
Regular income	1,557	6,438	6,663
Write-ups/write-downs	-82	-241	-400
Disposal gains/losses	755	2,494	2,603
Derivatives	-59	-470	-713
Other income/expenses	-188	-609	-586
<b>Investment result</b>	<b>1,982</b>	<b>7,611</b>	<b>7,567</b>
<b>Return on investment</b>	<b>3.4%</b>	<b>3.2%</b>	<b>3.2%</b>
Reinsurance	3.1%	3.1%	2.5%
<b>ERGO</b>	<b>3.6%</b>	<b>3.3%</b>	<b>3.6%</b>

## Highlights

- Only slight attrition of running yield in 2017
- 3-month reinvestment yield stable at ~1.9% in Q4
- Disposal gains at prior-year level – higher at ERGO, lower in reinsurance
- Improved derivatives result largely driven by reduction of equity hedging, partly offset by negative contribution from interest-rate hedging at ERGO

# ERGO – Key financials

## Gross premiums written

€m

17,388



2016

17,546



2017

## Net result

€m

41



2016

273



2017

## Major result drivers

- 2017: Combined ratios and net result better than guidance; enhanced profitability; lower ESP<sup>1</sup> investments
  - Life Germany: Reduced burden in technical result from interest-rate environment
  - P-C Germany: Further reserve strengthening
  - P-C International: Strong technical improvement, mainly in Poland
- Q4: Result of €48m driven by Life and Health Germany – increased shareholder profit participation in life; small loss in International (mainly Belgium) and P-C Germany due to non-recurring effects

## P-C Germany: Combined ratio

%

97.0



2016

97.5



2017

## P-C International: Combined ratio

%

98.0



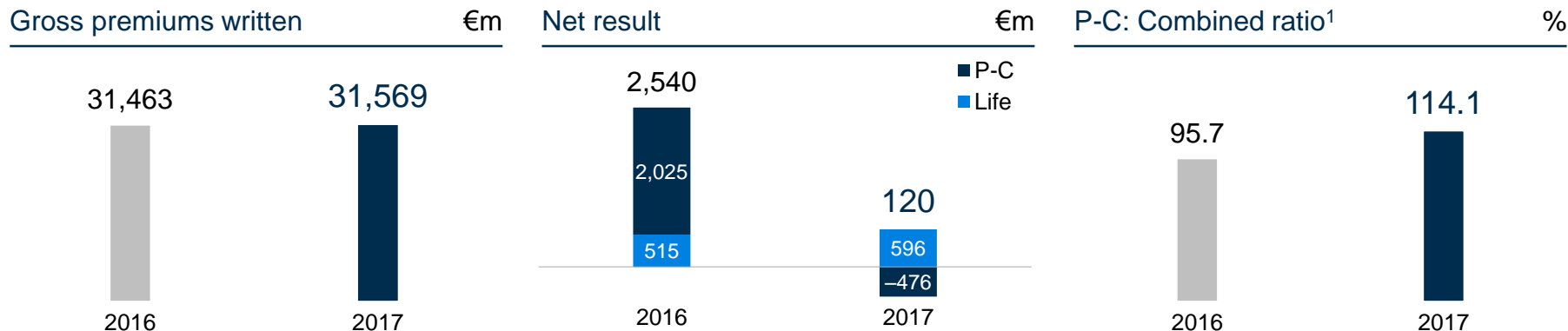
2016

95.3



2017

# Reinsurance – Key financials



## Life/Health

- Technical result incl. fee income of €428m almost meets original guidance, despite negative impact from recaptures in Q2 and Q3; positive one-off from US tax reform
- Better-than-expected claims experience overall
- Strong Q4 contribution of €157m mainly from North America and the UK as well as some one-offs, partly offset by negative result in Australia

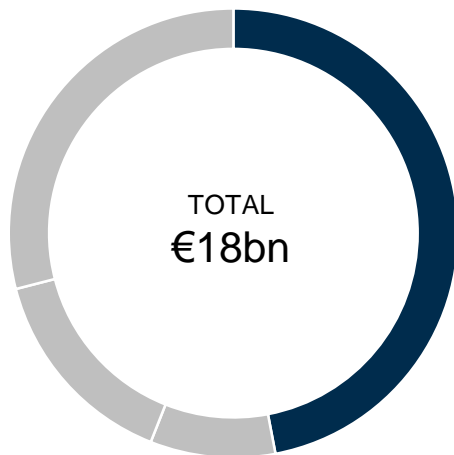
## Property-casualty

	Major losses	Nat cat	Man-made	Reserve releases <sup>1</sup>	Normalised combined ratio <sup>2</sup>	
FY 2017	25.8	22.0	3.8	~€870m	-5.2	100.9
Q4 2017	12.0	12.0	0.0	~€130m	-3.1	102.7

# January renewals – Roughly half of total P-C book up for renewal, regional focus on Europe

## Total property-casualty book<sup>1</sup> %

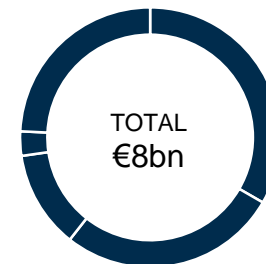
Remaining business	29	January renewals	47
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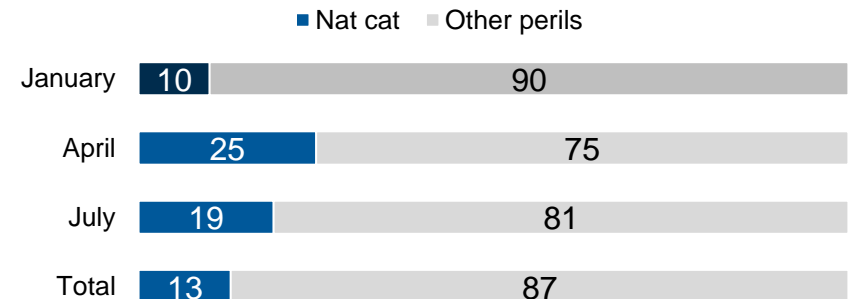
July renewals	15	April renewals	9
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## Regional allocation of January renewals %

Worldwide	24	Europe	33
Latin America	3	North America	27
Asia/Pacific/Africa	12		



## Nat cat shares of renewable portfolio<sup>2</sup> %

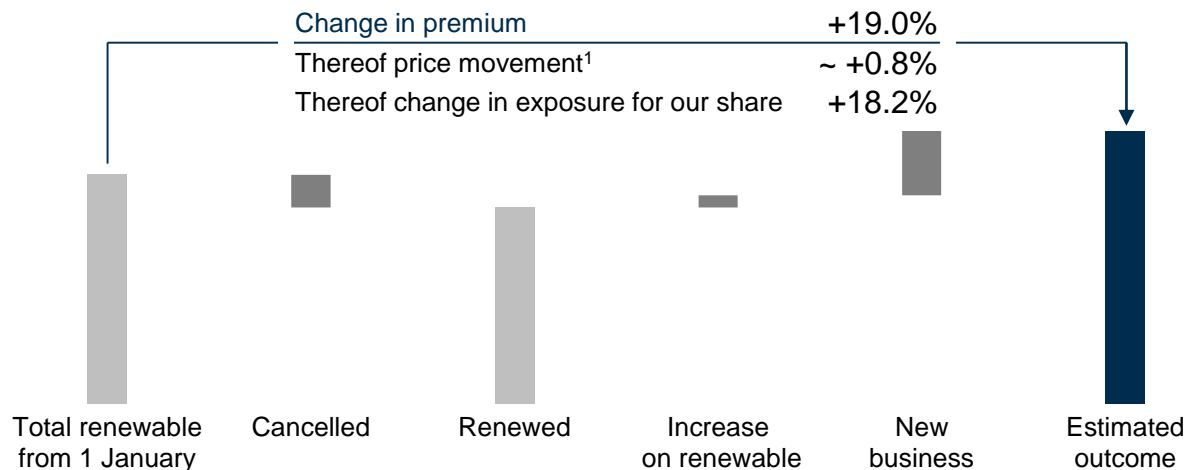


<sup>1</sup> Gross premiums written. Economic view – not fully comparable with IFRS figures. <sup>2</sup> Total refers to total p-c book, incl. remaining business.

# Substantial rate increases in loss-affected business – attractive business opportunities lead to top-line growth

## January renewals 2018

%	100	-14.3	85.7	5.4	27.9	119.0
€m	8,327	-1,190	7,138	446	2,327	9,909



- Positive price change for the first time in four years
- Nat cat losses in 2017 stop downward trend – substantial rate increases in loss-affected business, stabilisation elsewhere
- Significant top-line growth, seizing various opportunities in proportional casualty and property business, ...
- ... including a few very large transactions

Overall portfolio profitability clearly improved

<sup>1</sup> Price movement is risk-adjusted, i.e. includes claims inflation/loss trend and is adjusted for portfolio mix effects. Furthermore, price movement is calculated on a wing-to-wing basis (including cancelled and new business).

# Q4 2017 – Actual vs. analysts' consensus

## Operating result – Actual vs. analysts' consensus<sup>1</sup>

	Q4 2017	Consensus	€m	Delta
Reinsurance	523	707		-184
ERGO	342	170		172
Operating result	864	878		-14
FX	-1			
Other	-320			
Taxes	-4			
Net result	538	566		-28

## Major developments in Q4 2017

### Reinsurance

P-C: Combined ratio of 103.9% (cons.: 97.1%%) – major loss ratio: 12.0%, reserve releases: ~3.1%<sup>2</sup>  
 L/H reinsurance: Technical result incl. fee income €157m  
 Investment result – RoI: 3.1%

### ERGO

P-C Germany: Combined ratio of 100.3% (cons.: 99.4%)  
 P-C International: Combined ratio of 94.7% (cons.: 98.5%)  
 Life Germany: Increased shareholder participation  
 Investment result – RoI: 3.6%

### Other

Some reallocation of ERGO expenses from technical to non-operating result

### Taxes

Tax income from US tax reform of more than €70m



# Financial calendar

## 2018

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15 March	Balance sheet press conference for 2017 financial statements Analysts' call
25 April	Annual General Meeting 2018, ICM – International Congress Centre Munich
8 May	Quarterly statement as at 31 March 2018
8 August	Half-year financial report as at 30 June 2018
7 November	Quarterly statement as at 30 September 2018

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