

## Quarterly statement as at 30 September 2017

9 November 2017





Agenda



1 Munich Re (Group)	2	5 Backup	19
2 <sup>ERGO</sup>	7		
3 Reinsurance	13		
4 Outlook	17		

## Nat cats dominate Q3 – Capitalisation remains strong



Q3 2017 (9M 2017)

### Munich Re (Group)

### Net result

### **\_€1,436**m (9M: **\_€**146m)

Q3 loss driven by heavy nat cat claims, recapture of a life reinsurance treaty and negative FX effects

### Return on investment<sup>1</sup>

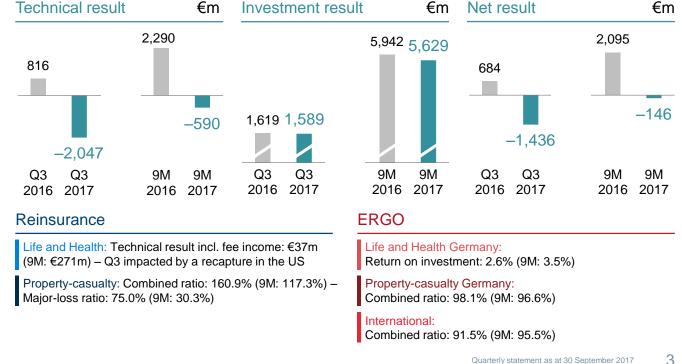
### 2.8% (9M: 3.2%)

Solid investment result - Slight increase of reinvestment yield to 2.0%

### Shareholders' equity

### €27.8bn (-7.9% vs. 30.6.)

Sound capitalisation -Solvency II ratio 258%



## **IFRS** capital position

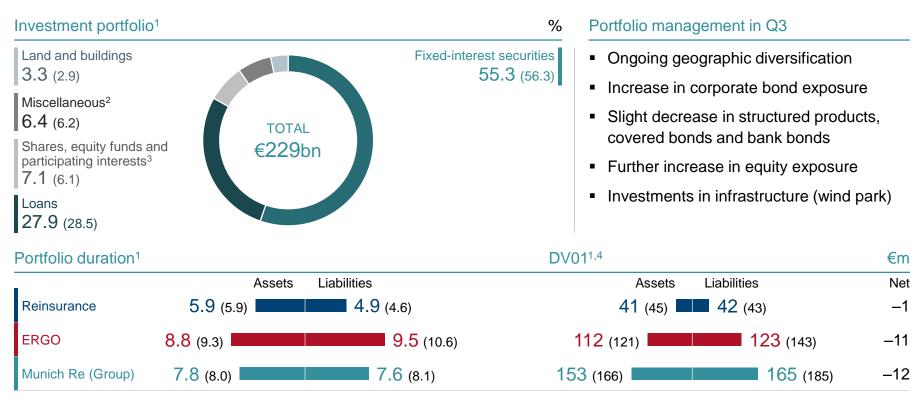


Equity			€m	Capitalis	ation			€b
Equity 31.12.2016	31,785		Change Q3	0.4	0.4	0.4		
Consolidated result	-146	1	-1,436	4.4	4.2	4.2	0.4	0.2
Changes				4.4			2.8	0.3 2.8
Dividend	-1,333		0					2.0
Unrealised gains/losses	-92	I	-94					
Exchange rates	-1,570		-501					
Share buy-backs	-743		-272	0				
Other	-131	I	-65	13.4	12.6	12.4		
Equity 30.9.2017	27,770 🗖		-2,369		12.0	12.4	9.5	10.1
				31.0	31.8	32.2	30.1	27.8
Unrealised gains/losse	S	Exchange rates		2015	2016	31.3.2017	30.6.2017	30.9.2017
Fixed-interest securities		FX effect mainly driven by US	\$\$					
9M: <b>€120</b> m Q3: <b>€</b> 1	l03m			— Debt leverage <sup>1</sup> (%)				
Non-fixed-interest securitie	S			Senior and other debt <sup>2</sup>				
9M: €36m Q3: €8m	~			<ul><li>Subordinated debt</li><li>Equity</li></ul>				

1 Strategic debt (senior, subordinated and other debt) divided by total capital (strategic debt + equity). 2 Other debt includes Munich Re bank borrowings and other strategic debt.

## Investment portfolio





1 Fair values as at 30.9.2017 (31.12.2016). 2 Deposits retained on assumed reinsurance, deposits with banks, investment funds (excl. equities), derivatives and investments in renewable energies and gold. 3 Net of hedges: 6.5% (5.0%). 4 Market value change due to a parallel downward shift in yield curve by one basis point-considering the portfolio size of assets and liabilities (pre-tax). Negative net DV01 means rising interest rates are beneficial.

### Investment result



Investment result (€m)	Q2 20	017 Retur	rn <sup>1</sup> Q3 201	7 Return <sup>1</sup>	9M 2017	Retur	n <sup>1</sup> 9M 2016	Return <sup>1</sup>
Regular income	1,7	20 3.0	% 1,52	7 2.7%	4,881	2.80	% 5,001	2.8%
Write-ups/write-downs	_	-49 –0.1	% -8	4 –0.1%	-160	-0.19	% –284	-0.2%
Disposal gains/losses	4	32 0.7	% 25	9 0.5%	1,739	1.09	% 1,823	1.0%
Derivatives <sup>2</sup>	_	-87 –0.1	% 3	7 0.1%	-412	-0.29	% –196	-0.1%
Other income/expenses	-1	27 –0.2	% –15	1 –0.3%	-421	-0.29	% -402	-0.2%
Investment result	1,8	89 3.2	% 1,58	9 2.8%	5,629	3.29	% 5,942	3.4%
Total return		0.8	%	2.5%		1.0%	<u>/o</u>	9.3%
3-month reinvestment yield Q3 2017	Write-ups/ write-downs	Disposal gains/losses	Derivatives	9M 2017		Write-ups/ rite-downs	Disposal gains/losses	Derivatives
Q3 2017 2.0% Fixed income <sup>3</sup>	-2	115	116	Fixed income <sup>3</sup>	3	-4	1,028	-16
Equities	-37	142	-95	Equities		-72	702	-373
Q2 2017 1.8% Commodities/inflation	10		6	Commodities/	inflation	39		-19
Q1 2017 2.0% Other	-55	2	10	Other		-122	10	-3

1 Annualised return on quarterly weighted investments (market values) in %. Impact from dividends on regular income 0.2%-pts in Q3 and 0.5%-pts in Q2. 2 Result from derivatives without regular income and other income/expenses. 3 Thereof interest-rate hedging ERGO: Q3 –€6m/–€1m (gross/net); 9M –€144m/–€19m (gross/net).



by €17m

## ERGO Life and Health Germany



Gross premiums written	€m	Major result drivers	S			€m
9M 2016	6,823		9M 2017	9M 2016		Technical result <ul> <li>9M: Enhanced profitability in life, health and</li> </ul>
Foreign exchange	-9	Technical result	316	207	109	direct business
Divestments/investments	0	Non-technical result	146	331	-185	<ul> <li>9M: Improvements in life driven by one-offs in 2016</li> </ul>
Organic change	51	thereof investment result	3,130	3,698	-568	
9M 2017	6,865	Other	-353	-519	166	<ul><li>Investment result</li><li>9M: Significantly lower derivatives result</li></ul>
		Net result	109	19	90	(mainly interest-rate hedging)
<ul> <li>Life: –€80m Decline in regular premium du ordinary attrition, while single</li> </ul>	premium		Q3 2017	Q3 2016		<ul> <li>Q3: Low disposal gains (financing of ZZR mainly in Q1 2017)</li> <li>Q3: Return on investment: 2.6%</li> </ul>
decreased mainly due to lowe	er product sales	Technical result	106	5	101	- Q3. Neturn on investment. 2.076
<ul> <li>Health: +€115m</li> <li>Positive development in comp</li> </ul>		Non-technical result	28	10	18	Other <ul> <li>9M: Restructuring expenses in 2016</li> </ul>
supplementary insurance; tra	vel increased	thereof	774	805	_121	

investment result

Other

Net result

774

-137

-3

895 –121

-64 -73

46

-49

Q3: Impacted by strategic investments

## ERGO Property-casualty Germany (1)



€m

Gross premium	€m	
9M 2016		2,566
Foreign exchange		-6
Divestments/invest	tments	0
Organic change		59
9M 2017		2,619

- Positive premium development in almost all lines of business
- Organic growth mainly driven by fire/property and marine

Major result drivers			
	9M 2017	9M 2016	
Technical result	122	124	-1
Non-technical result	73	-37	111
thereof investment result	137	31	105
Other	-132	-169	37
Net result	63	-83	146
	Q3 2017	Q3 2016	
Technical result	32	40	-8
Non-technical result	20	8	12
thereof investment result	38	23	15
Other	-49	-39	-11
Net result	3	10	7

. . .

- Q3: Combined ratio of 98.1% at level of annual guidance
  - Loss ratio negatively impacted by nat cat while claims experience in 9M was within expectations
  - Expense ratio reduced by 1.7%-pts.

#### Investment result

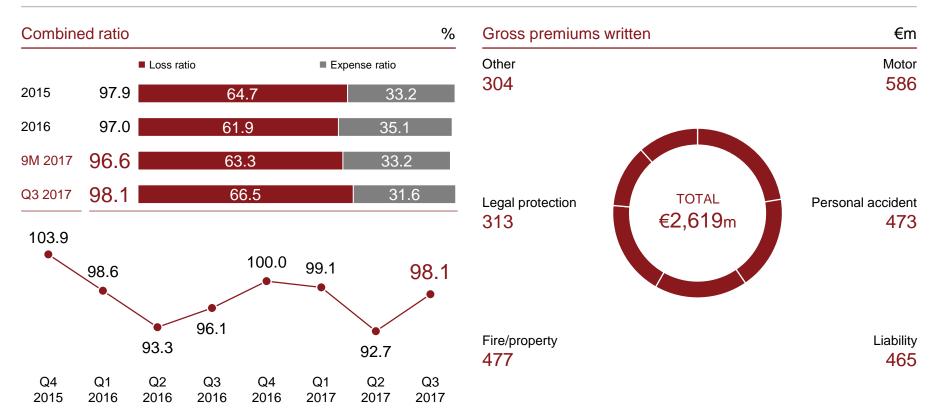
- 9M: Disposal losses and equity impairments in 9M 2016
- Q3: Return on investment: 2.2%

### Other

- 9M: Restructuring expenses and one-offs in 2016
- Q3: Impacted by strategic investments

## ERGO Property-casualty Germany (2)





## **ERGO** International



€m

Gross premiums written	€m	
9M 2016	3,768	
Foreign exchange	-5	
Divestments/investments	-84	
Organic change	71	
9M 2017	3,750	

- Life: –€271m
   Italy: Sale of entity in Q2 2016
   Less new business in Poland and Austria
- P-C: +€215m Increase mainly driven by motor business in Poland and Baltics, as well as ATE acquisition
- Health: +€38m
   Growth driven by Belgium and Spain

9M 2017	9M 2016	
121	14	107
48	156	-108
264	438	-174
-117	-155	39
52	15	37
Q3 2017	Q3 2016	
97	13	84
14	49	-35
89	118	-29
-81	-42	-40
30	20	10
	2017 121 48 264 -117 52 03 2017 97 14 89 -81	2017         2016           121         14           48         156           264         438           -117         -155           52         15           Q3         Q3           2017         2016           97         13           14         49           89         118           -81         -42

### **Technical result**

 Q3: Good combined ratio of 91.5%, pleasing technical improvements overall in claims as well as costs (e.g. Poland with higher motor profitability) – annual guidance improved from ~98% to ~97%

#### Investment result

- 9M: Lower result from derivatives and regular income (lower asset base due to disposal of Italian entity in 2016)
- Q3: Lower impact from disposals and derivatives compared with 2016
- Q3: Return on investment: 2.1%

### Other

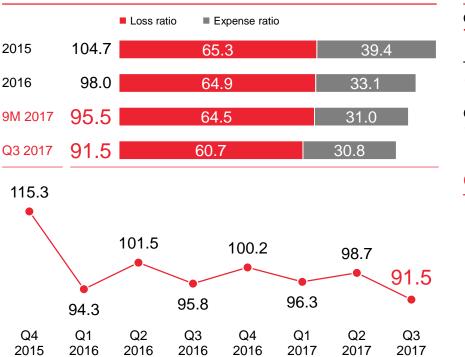
- 9M: Several one-offs and restructuring expenses in 2016
- Q3: Negative tax effects

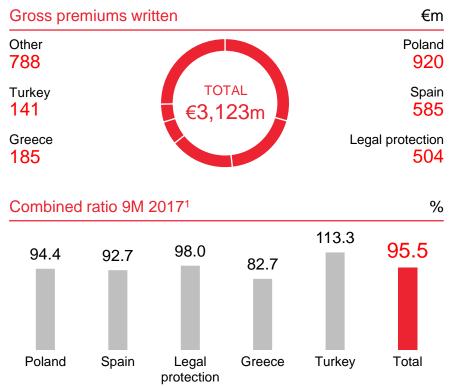
ERGO

Combined ratio<sup>1</sup>

## ERGO International – Property-casualty, including Health

%





Munich RE 差

## Reinsurance

8

## **Reinsurance Life and Health**



Gross premiums written	€m	Major result drivers				€m
9M 2016	9,892		9M 2017	9M 2016		<ul><li>Technical result, incl. fee income of €271m</li><li>9M: Good underlying business</li></ul>
Foreign exchange	7	Technical result	232	304	-72	development
Divestments/investments	0	Non-technical result	238	94	143	<ul> <li>9M: Technical result below expectations due to negative impact from recaptures</li> </ul>
Organic change	347	thereof investment result	661	507	154	in the US (Q3: >€100m, 9M: €170m)
9M 2017	10,246	Other	-173	-15	-158	<ul> <li>Q3: Largely offsetting effects, e.g. better claims development in North America,</li> </ul>
Pusipose growth in Austrolia, Asia and		Net result	297	383	-86	adverse claims experience in Australia
<ul> <li>Business growth in Australia, Asia Middle East</li> </ul>			Q3 2017	Q3 2016		<ul> <li>Investment result</li> <li>9M: High regular income supported by</li> </ul>
		Technical result	23	161	-137	deposits retained on assumed reinsurance
		Non-technical result	78	23	55	<ul> <li>9M: Disposal gains on equities and</li> </ul>
	thereof investment resul	thereof investment result	208	172	36	<ul><li>fixed income</li><li>Q3: Return on investment: 3.2%</li></ul>
		Other	-42	-38	-4	Other
		Net result	59	146	-86	<ul> <li>9M: FX result of –€37m vs. €88m</li> </ul>

## **Reinsurance Property-casualty**



Gross premiums written	€m	Major result drivers				€m
9M 2016	13,733		9M 2017	9M 2016		Technical result Q3: High nat cat loss ratio of 70.3%,
Foreign exchange	27	Technical result	-1,381	1,642	-3,022	thereof impact from hurricanes Harvey,
Divestments/investments	0	Non-technical result	462	368	94	Irma and Maria, of €2.7bn/64.1%
Organic change	-236	thereof investment result	1,436	1,266	170	Investment result
9M 2017	13,524	Other	252	-248	501	<ul> <li>9M: Stable regular income also compared with previous year</li> </ul>
<ul> <li>Slightly positive FX effects from</li> </ul>	m US\$	Net result	667	1,761	_2,428	<ul> <li>9M: Less disposal gains, improved derivative result</li> </ul>
<ul> <li>Cancellation/modification of la especially in agro, fire and liab</li> </ul>	-		Q3 2017	Q3 2016	<b>▲</b>	<ul> <li>Q3: Return on investment: 3.1%</li> </ul>
		Technical result	-2,306	597	-2,903	Other
		Non-technical result	176	108	67	<ul> <li>9M: FX result of –€168m vs. €299m</li> <li>9M: Tax income of €494m, thereof</li> </ul>
		thereof investment result	479	411	68	€671m in Q3
		Other	605	-147	752	

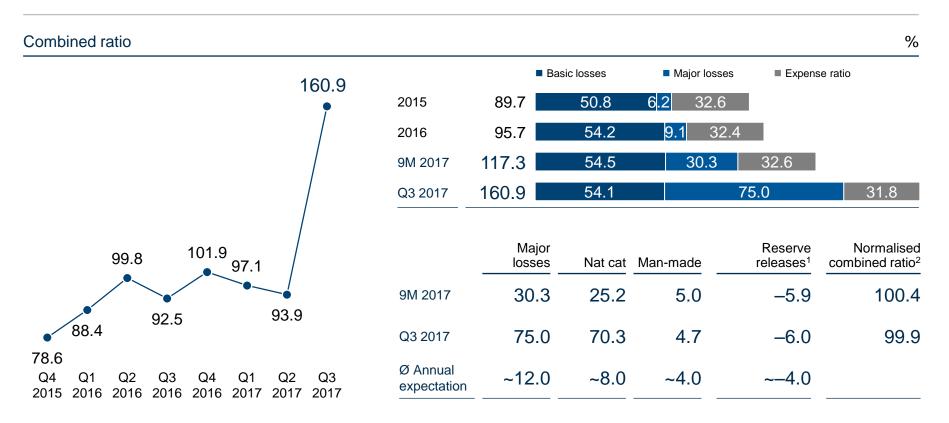
-1,525

558 -2,083

Net result

## **Combined** ratio





1 Basic losses prior years, already adjusted for directly corresponding sliding-scale and profit commission effects. 2 Based on 4%-pts. reserve releases. 9M 2017 adjusted for several larger prior-year commission effects of 0.6%-pts

## Outlook

## Outlook 2017



### GROUP

Gross premiums written €48–50bn

Net result Small profit (prev. €2.0–2.4bn)

Return on investment



### REINSURANCE

Gross premiums written €31–33bn

ERGO

Gross premiums written €17–17.5bn

L&H: Technical result incl. fee income ~€400m

P-C combined ratio<sup>1</sup> ~112% (prev. ~97%) €200–250m

P-C combined ratio Germany Interr ~98% ~9

International ~97% (prev. ~98%)

# Backup

## Premium development



Gross premiums written	€m	Segmental breakdown	€m
9M 2016	36,782	Reinsurance Property-casualty 13,524 (37%) (▲ –1.5%)	ERGO Life and Health Germany <b>6,865</b> (19%) (▲ 0.6%)
Foreign exchange	15		
Divestments/ investments	-84		ERGO Property-casualty Germany 2,619 (7%) (▲ 2.1%)
Organic change	291		
9M 2017	37,004	Reinsurance Life and Health 10,246 (28%) (▲ 3.6%)	ERGO International <b>3,750</b> (10%) (▲ –0.5%)

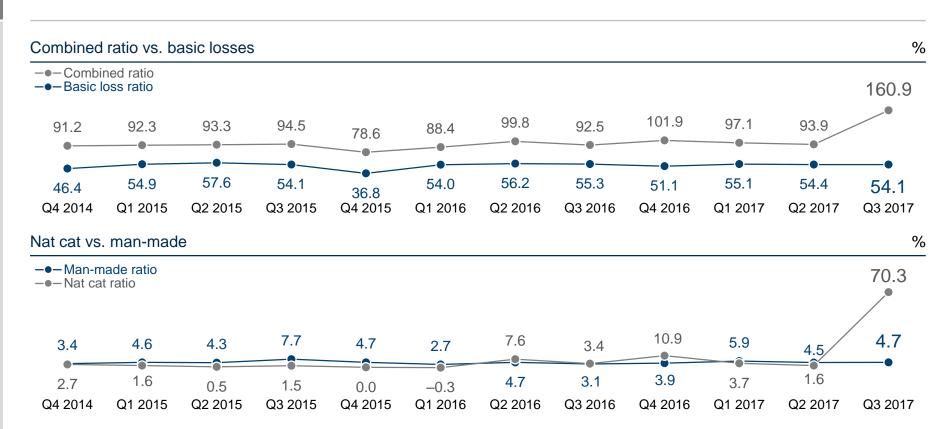
## Reconciliation of operating result with net result



Reconciliation of operatin	ig result with net	result	€m
	9M 2017		Q3 2017
Operating result	377		-1,732
Other non-operating result	-659		-243
Goodwill impairments	-6	1	-6
Net finance costs	-160		-53
Taxes	302		597
Net result	-146		-1,436

Other non-operating result (€m)	9M 2017	Q3 2017	Tax rates (%)	9M 2017	Q3 2017
Foreign exchange	-293	-74	Group	67.4	29.4
Restructuring expenses	-11	-2	Reinsurance	50.9	30.7
Other	-355	-167	ERGO	26.9	64.3

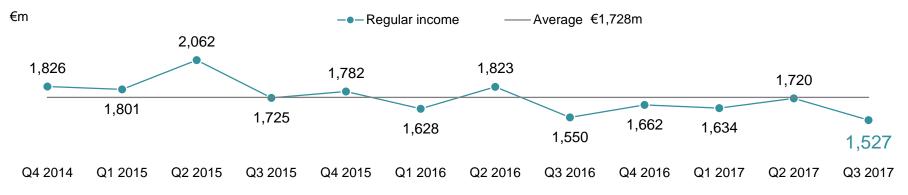
## Development of combined ratio



## Breakdown of regular income



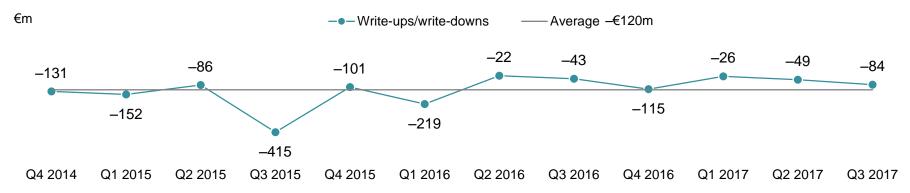
Investment result – Regular income (€m)	Q3 2017	9M 2017	9M 2016	Change
Afs fixed-interest	725	2,224	2,427	-203
Afs non-fixed-interest	91	499	443	56
Derivatives	23	83	88	-5
Loans	485	1,451	1,515	-65
Real estate	112	311	302	10
Deposits retained on assumed reinsurance and other investments	90	313	226	87
Total	1,527	4,881	5,001	-119



## Breakdown of write-ups/write-downs



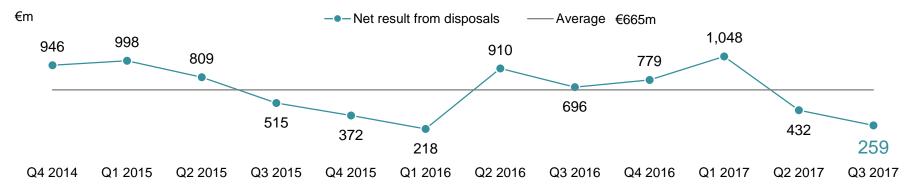
Investment result – Write-ups/write-downs (€m)	Q3 2017	9M 2017	9M 2016	Change
Afs fixed-interest		-5	0	-5
Afs non-fixed-interest	-37	-72	-296	224
Loans	-1	1	-26	27
Real estate	-49	-99	-55	-44
Deposits retained on assumed reinsurance and other investments	4	16	92	-76
Total	-84	-160	-284	125



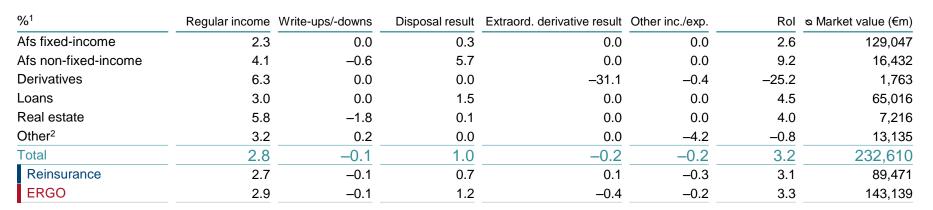
### Breakdown of net result from disposals



Investment result – Net result from disposal of investments (€m)	Q3 2017	9M 2017	9M 2016	Change
Afs fixed-interest	116	307	1,113	-806
Afs non-fixed-interest	142	702	334	368
Loans	-1	720	507	214
Real estate	0	6	14	-8
Deposits retained on assumed reinsurance and other investments	2	4	-145	148
Total	259	1,739	1,823	-84



# Return on investment by asset class and segment 9M 2017



--- Return on investment ---- Average 3.2%



Munich RE

## Investment result by segment



Reinsurance Life and Health (€m)	Q3 2017	Return <sup>1</sup>	9M 2017	Return <sup>1</sup>	9M 2016	Return <sup>1</sup>
Regular income	178	2.8%	579	2.9%	531	2.7%
Write-ups/write-downs	-4	-0.1%	-10	-0.1%	-17	-0.1%
Disposal gains/losses	31	0.5%	125	0.6%	157	0.8%
Derivatives <sup>2</sup>	19	0.3%	12	0.1%	-123	-0.6%
Other income/expenses	-15	-0.2%	-44	-0.2%	-41	-0.2%
Investment result	208	3.2%	661	3.3%	507	2.6%
Average market value		25,887		26,349		26,362

Reinsurance Property-casualty (€m)	Q3 2017	Return <sup>1</sup>	9M 2017	Return <sup>1</sup>	9M 2016	Return <sup>1</sup>
Regular income	376	2.5%	1,239	2.6%	1,258	2.6%
Write-ups/write-downs	-29	-0.2%	-54	-0.1%	-40	-0.1%
Disposal gains/losses	118	0.8%	374	0.8%	728	1.5%
Derivatives <sup>2</sup>	69	0.5%	32	0.1%	-532	-1.1%
Other income/expenses	-55	-0.4%	-154	-0.3%	-149	-0.3%
Investment result	479	3.1%	1,436	3.0%	1,266	2.6%
Average market value		60,889		63,123		64,342

1 Return on quarterly weighted investments (market values) in % p.a. 2 Result from derivatives without regular income and other income/expenses.

## Investment result by segment



ERGO Life and Health Germany (€m)	Q3 2017	Return <sup>1</sup>	9M 2017	Return <sup>1</sup>	9M 2016	Return <sup>1</sup>
Regular income	838	2.8%	2,643	3.0%	2,724	3.0%
Write-ups/write-downs	-51	-0.2%	-85	-0.1%	-170	-0.2%
Disposal gains/losses	95	0.3%	1,147	1.3%	844	0.9%
Derivatives <sup>2,3</sup>	-38	-0.1%	-384	-0.4%	481	0.5%
Other income/expenses	-70	-0.2%	-191	-0.2%	-180	-0.2%
Investment result	774	2.6%	3,130	3.5%	3,698	4.0%
Average market value		118,786		119,406		122,403

ERGO Property-casualty Germany (€m)	Q3 2017	Return <sup>1</sup>	9M 2017	Return <sup>1</sup>	9M 2016	Return <sup>1</sup>
Regular income	39	2.3%	121	2.4%	123	2.4%
Write-ups/write-downs	-3	-0.2%	-6	-0.1%	-57	-1.1%
Disposal gains/losses	9	0.6%	47	0.9%	12	0.2%
Derivatives <sup>2</sup>	-3	-0.2%	-15	-0.3%	-34	-0.7%
Other income/expenses	-4	-0.2%	-11	-0.2%	-12	-0.2%
Investment result	38	2.2%	137	2.7%	31	0.6%
Average market value		6,853		6,804		6,787

1 Return on quarterly weighted investments (market values) in % p.a. 2 Result from derivatives without regular income and other income/expenses. 3 Thereof interest-rate hedging ERGO: Q3 –€4m/€0m (gross/net); 9M –€135m/–€13m (gross/net).

## Investment result by segment



ERGO International (€m)	Q3 2017	Return <sup>1</sup>	9M 2017	Return <sup>1</sup>	9M 2016	Return <sup>1</sup>
Regular income	96	2.3%	300	2.4%	364	3.1%
Write-ups/write-downs	3	0.1%	-5	-0.0%	0	-0.0%
Disposal gains/losses	6	0.1%	46	0.4%	81	0.7%
Derivatives <sup>2</sup>	-9	-0.2%	-56	-0.4%	13	0.1%
Other income/expenses	-7	-0.2%	-21	-0.2%	-20	-0.2%
Investment result	89	2.1%	264	2.1%	438	3.7%
Average market value		17,028		16,928		15,809

## Sensitivities to interest rates, spreads and equity markets



Sensitivity to risk-free interest rates – Basis points	-50	-25	+50	+100
Change in gross market value (€bn)	+8.1	+4.0	-7.5	-14.6
Change in on-balance-sheet reserves, net (€bn) <sup>1</sup>	+1.9	+0.9	-1.8	-3.4
Change in off-balance-sheet reserves, net (€bn) <sup>1</sup>	+0.4	+0.2	-0.4	-0.7
P&L impact (€bn) <sup>1</sup>		-0.0	+0.0	-0.0
Sensitivity to spreads <sup>2</sup> (change in basis points)			+50	+100
Change in gross market value (€bn)			-5.3	-10.3
Change in on-balance-sheet reserves, net (€bn) <sup>1</sup>			-1.1	-2.1
Change in off-balance-sheet reserves, net (€bn) <sup>1</sup>			-0.3	-0.5
P&L impact (€bn) <sup>1</sup>			-0.0	-0.1
Sensitivity to equity and commodity markets <sup>3</sup>	-30%	-10%	+10%	+30%
EURO STOXX 50 (3,595 as at 30.9.2017)	2,516	3,235	3,954	4,673
Change in gross market value (€bn)	-5.3	-1.8	+1.8	+5.4

Change in gross market value (€bn) Change in on-balance-sheet reserves, net (€bn)<sup>1</sup> Change in off-balance-sheet reserves, net (€bn)<sup>1</sup> P&L impact (€bn)1

1 Rough calculation with limited reliability assuming unchanged portfolio as at 30.9.2017. After rough estimation of policyholder participation and deferred tax; linearity of relations cannot be assumed. Approximation - not fully comparable with IFRS figures. 2 Sensitivities to changes of spreads are calculated for every category of fixed-interest securities, except government securities with AAA ratings. 3 Worst-case scenario assumed, including commodities: impairment as soon as market value is below acquisition cost. Approximation - not fully comparable with IFRS figures.

+1.0

+0.3

+0.0

-0.6

-0.3

-0.4

-1.4

-0.8

-1.8

+3.0

+0.8

+0.2

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



€m	31.12.2015	31.12.2016	31.3.2017	30.6.2017	30.9.2017
Market value of investments	230,529	236,153	235,399	229,737	229,149
Total reserves	25,969	28,496	26,180	24,743	24,565
On-balance-sheet reserves					
Fixed-interest securities	7,886	8,649	7,815	7,658	7,496
Non-fixed-interest securities	2,446	2,924	3,311	2,917	3,011
Other on-balance-sheet reserves <sup>1</sup>	201	186	201	191	196
Subtotal	10,533	11,759	11,327	10,766	10,702
Off-balance-sheet reserves					
Real estate <sup>2</sup>	2,273	2,413	2,450	2,450	2,516
Loans and investments (held to maturity)	12,610	13,591	11,692	10,761	10,589
Associates	553	733	711	767	758
Subtotal	15,436	16,738	14,853	13,977	13,863
Reserve ratio	11.3%	12.1%	11.1%	10.8%	10.7%

## **On-balance-sheet reserves**



On-balance-sheet reserves			€m
	30.9.2017		Change Q3
Investments afs	10,506		-69
Valuation at equity	110		_1
Unconsolidated affiliated enterprises	65		5
Cash-flow hedging	22		1
Total on-balance-sheet reserves (gross)	10,702	/	-63
Provision for deferred premium refunds	-4,763		-60
Deferred tax	-1,337		8
Minority interests	-15		1
Consolidation and currency effects	-206		23
Shareholders' stake	4,381		-92

## Off-balance-sheet reserves



Off-balance-sheet reserves		€m
	30.9.2017	Change Q3
Real estate <sup>1</sup>	2,516	67
Loans	10,589	-172
Associates	758	-9
Total off-balance-sheet reserves (gross)	13,863	–114
Provision for deferred premium refunds	-9,648	97
Deferred tax	-1,275	-2
Minority interests	0	0
Shareholders' stake	2,940	-20

## Changes to shares in circulation



Shares (millions)	31.12. 2016	own shares in	Retirement of own shares in 9M 2017	30.9. 2017	Weighted a of shares in	verage num	ber		(millions)
Shares in circulation	156.9	-4.2	_	152.7	172.2	165.9	160.0	154.8	153.5
Own shares held	4.2	4.2	-6.0	2.3					
Total	161.1	_	-6.0	155.0					
					2014	2015	2016	9M 2017	Q3 2017

## **Financial calendar**



2017	
21 November	Investor Day "Munich Re driving digital transformation"
2018	
6 February	Preliminary key figures 2017 and renewals
15 March	Balance sheet press conference for 2017 financial statements Analysts' conference in Munich with videocast
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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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 make them conform to future events or developments.

The primary insurance units of the disbanded Munich Health field of business are now recognised in the ERGO International segment, units with reinsurance business in the Reinsurance Life and Health segment. Previous year's figures were adjusted to ensure comparability.