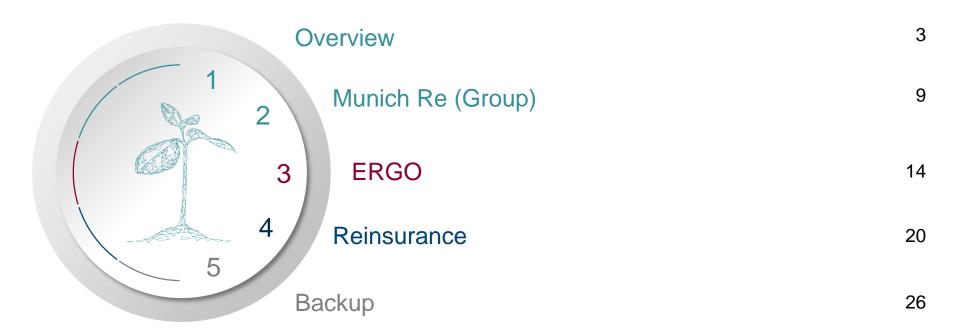
Half-year financial report as at 30 June 2019



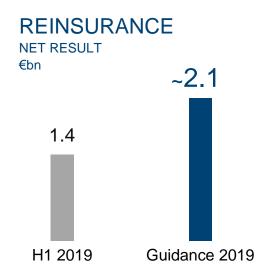
# Agenda





## At the half-way stage of our 2020 strategic ambition, we are well on track





Sound reserving position and low level of major losses in P-C



profitability across all segments



Unchanged guidance given the usual uncertainty concerning developments in major losses in H2

# Consistent progress towards our 2020 strategic ambition – Select highlights of H1 2019









### REINSURANCE

- Focus on profitable organic growth (US, cyber, niche business)
- Cost savings reinvested into new business models
- Global single-risk unit established, pooling together ~560 employees
- Re-engineering and automation of accounting processes (~100 FTEs)
- A good number of newly developed business models and platforms already productive and ready to scale up

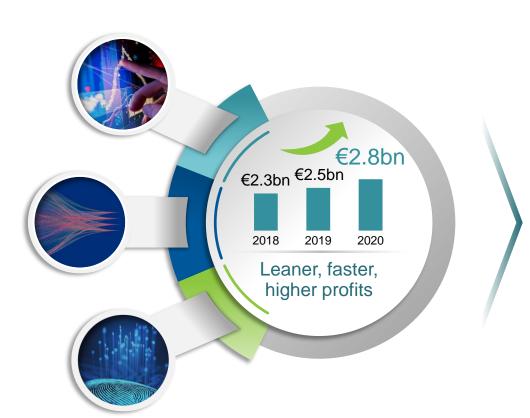
### **ERGO**

- Announced merger HDFC ERGO / Apollo Munich in India
- ~€200m or ~71% of 2020 target cost reduction already achieved
- Sale of 18 subscale subsidiaries completed
- ERGO Direkt and ERV brands merged under ERGO umbrella
- SAP platform for B2B2C mobility business launched
- Proof points for robotics achieved, already able to process ~350k transactions p.a.

The Group is building the basis to become faster, leaner and increase earnings

# Increasing confidence level to deliver on next year's targets as a basis for our mid-term strategy





Focus on our three pillars is paying off, both strategically and financially

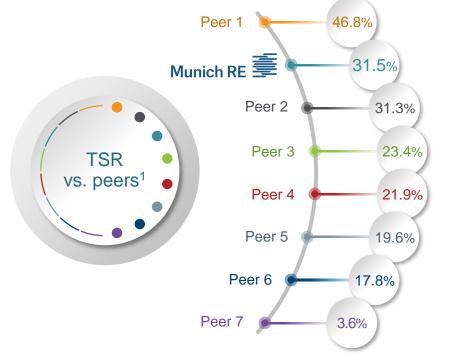
We take care of our long-term TSR development and seek top 3 position in our peer group

# Our market performance since 2018 – We are in the top 3 among our peer group



Committed to leveraging drivers of TSR ... to deliver attractive returns to our shareholders

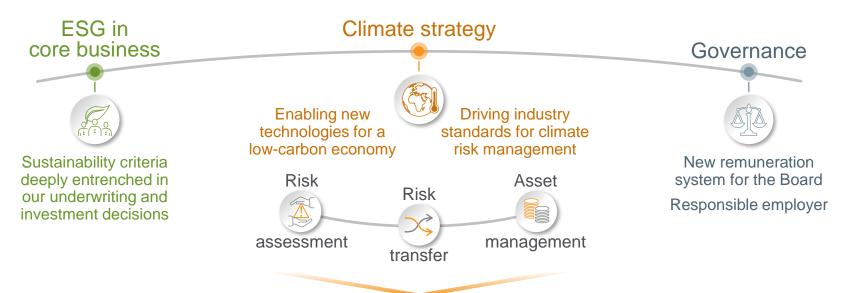
Profitable earnings growth – Optimising the risk-return profile Sustainability criteria – Embedded in our value creation Capital management – Efficiency with high pay-outs





# Systematically integrating sustainability criteria when creating value





Carbon neutrality of Munich Re (Group) since 2015

Withdrawal from insuring new coal power plants; no investments in coalintensive shares and bonds Participation in UNEP FI PSI<sup>1</sup> Working Group on TCFD<sup>2</sup>

## Outlook 2019





**GROUP** 

Gross premiums written

~€49bn

Net result<sup>1</sup>

~€2.5bn

Return on investment

~3%

**ERGO** 

Gross premiums written

~€17.5bn

Net result

~€0.4bn

Combined ratio

P-C Germany

~93%

International

~95%

REINSURANCE

Gross premiums written

~€31bn

Net result

~€2.1bn

Combined ratio Property-casualty<sup>2</sup>

~98%

Life and Health Technical result incl. fee income<sup>3</sup>

~€500m

# Munich Re (Group)



# After strong Q2 result, well underway to meet annual guidance



### MUNICH RE (GROUP)

## Net result €993m (€1,626m)

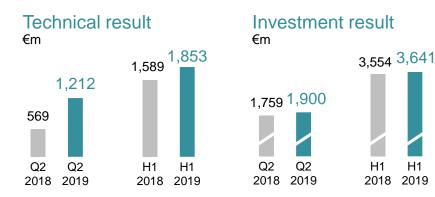
Low level of major losses in P-C Reinsurance – Strong ERGO result of €135m

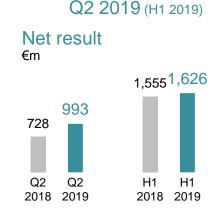
# Return on investment<sup>1</sup> 3.1% (3.0%)

Solid return supports full-year guidance – Reinvestment yield slightly up to 2.2%

# Shareholders' equity €29.5bn (+11.5% vs. 31.12.)

Return on equity<sup>1</sup>: 13.6% (11.5%) Solvency II ratio: ~245%





#### Reinsurance

Life and Health: Technical result incl. fee income: €64m (€169m) – ongoing negative trend in Australia

Property-casualty: Combined ratio (C/R): 87.7% (92.8%) – Major-loss ratio: 4.1% (6.9%); Reserve releases for prior-vear basic losses: 7.3% (5.7%)

July renewals: Risk-adjusted price change: ~ +0.5%,

premium change: +8.9%

#### **ERGO**

L&H Germany: Strong investment result and higher shareholder profit participation

Property-casualty Germany:

C/R: 86.2% (91.9%) – Benign claims

#### International:

C/R: 95.0% (95.2%); disposal loss (Turkey)

# IFRS capital position



Equity		€m
Equity 31.12.2018	26,500	Change in Q2
Consolidated result	1,626	993
Changes		
Dividend	-1,335	-1,335
Unrealised gains/losses	3,480	1,414
Exchange rates	126	–200
Share buy-backs	-389	<b>■</b> −109
Other	-465	<b>–211</b>
Equity 30.6.2019	29,543	

### Unrealised gains/losses

Fixed-interest securities

H1: €2,667m Q2: €1,301m

Non-fixed-interest securities

H1: €814m Q2: €117m

### Exchange rates

FX effect mainly driven by US\$



- Debt leverage¹ (%)
- Senior and other debt<sup>2</sup>
  - Subordinated debt
- Equity

## Investment portfolio



### Investment portfolio<sup>1</sup>

Land and buildings **4.4** (4.6)

Miscellaneous<sup>2</sup> **7.5** (7.7)

Shares, equity funds and participating interests<sup>3</sup> 6.9 (6.2)

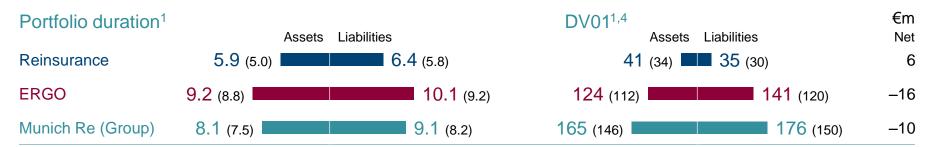


Fixed-interest securities 53.9 (53.8)

Loans **27.4** (27.7)

### Portfolio management in Q2

- Ongoing geographic diversification and longer duration stabilise reinvestment yield
- Decrease of short-term investments due to dividend payment
- Increase of infrastructure debt
- Equity quota net of hedges 5.5% derivatives position slightly expanded



## Investment result



€m	Q2 2019	Return <sup>1</sup>	H1 2019	Return <sup>1</sup>	H1 2018	Return <sup>1</sup>
Regular income	1,848	3.0%	3,459	2.9%	3,329	2.9%
Write-ups/write-downs	-98	-0.2%	-181	-0.2%	-256	-0.2%
Disposal gains/losses	436	0.7%	1,038	0.9%	866	0.7%
Derivatives <sup>2</sup>	-97	-0.2%	-329	-0.3%	<b>–7</b> 0	-0.1%
Other income/expenses	-189	-0.3%	-346	-0.3%	-314	-0.3%
Investment result	1,900	3.1%	3,641	3.0%	3,554	3.1%
Total return		11.7%		12.1%		0.5%

3-month reinvestment yield	Q2 2019	Write-ups/ write-downs	Disposal gains/losses	Derivatives	H1 2019	Write-ups/ write-downs	Disposal gains/losses	Derivatives
Q2 2019 <b>2.2</b> %	Fixed income	<b>-9</b>	313	174	Fixed income	-17	682	189
04 2040 2 49/	Equities	-94	60	-225	Equities	-162	248	-545
Q1 2019 2.1%	Commodities/Inflation	33	0	-27	Commodities/Inflation	38	0	21
Q4 2018 2.1%	Other		64		Other	40	108	7

<sup>1</sup> Annualised return on quarterly weighted investments (market values) in %. Impact from dividends in regular income: 0.6%-points in Q2 2019 and 0.4%-points in H1 2019 2 Result from derivatives without regular income and other income/expenses.

# **ERGO**



## **ERGO Life and Health Germany**



€m

Gross premiums written	€m
H1 2018	4,633
Foreign exchange	0
Divestments/investments	-3
Organic change	27
H1 2019	4,658

- Health: +€83m Increase mainly driven by Travel; growth in comprehensive and supplementary health insurance
- Digital Ventures: +€21m
   Growth driven by dental tariffs and nexible
- Life: ←79m
   Decline in regular premiums from ordinary attrition of back book, growth from new products

viajor result drivers			
	H1 2019	H1 2018	4

	H1 2019	H1 2018	<b>A</b>	Q2 2019	Q2 2018	<b>A</b>
Technical result	198	158	40	88	67	20
Non-technical result	179	59	120	128	-1	128
thereof investment result	2,000	1,857	144	1,008	807	201
Other	-242	-196	-46	-143	<del>-</del> 81	-62
Net result	135	21	114	72	<b>–15</b>	87

#### Technical result

 H1/Q2: Increase driven by higher shareholder profit participation

#### Investment result

- H1: Disposal gains to finance ZZR
- Q2: Negative contribution from equity derivatives overcompensated by positive result from interest-rate hedging
- Q2: Return on investment: 3.2%

#### Other

- H1: Higher tax expenses, partly due to a positive one-off in 2018
- Q2: Negative FX result

# ERGO Property-casualty Germany (1)



-68

57

Gross premii	ums written	€m
H1 2018		1,947
Foreign exchange	•	2
Divestments/inves	stments	0
Organic change		86
H1 2019		2,035

- Organic growth driven by Fire/property (+€37m), other insurance (+€35m, primarily marine) and liability (+€23m)
- Positive development by earlier receipt of some large contracts in broker channel

Major result drivers						€m
	H1 2019	H1 2018	<b>A</b>	Q2 2019	Q2 2018	<b>A</b>
Technical result	150	92	58	127	98	29
Non-technical result	33	47	-14	7	27	-20

-82

57

-114

69

#### Technical result

Other

Net result

H1 combined ratio of 91.9% supports annual guidance - very good C/R of 86.2% in Q2 driven by:

Profitable premium growth

Major regult drivers

thereof investment result

- Overall good claims experience, with large losses below expectation
- Reversal of seasonality in premiums which had a negative impact in Q1

#### Investment result

12

 Q2: Strong equity markets leading to losses from equity derivatives

**-79** 

55

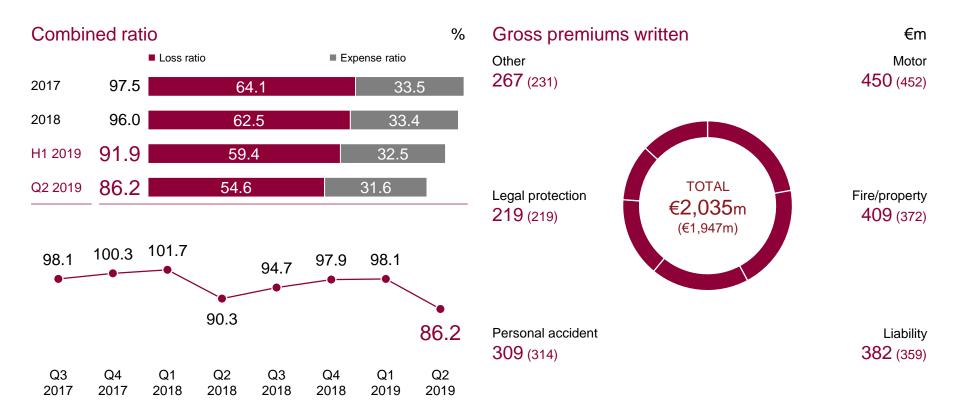
Q2: Return on investment: 1.4%

#### Other

- H1: Positive tax one-off in 2018
- Q2: Negative FX result

# ERGO Property-casualty Germany (2)





### **ERGO International**



€m

Gross premiums w	/ritten	€m
H1 2018		2,619
Foreign exchange	- 1	-30
Divestments/investments	- 1	-53
Organic change	- 1	-16
H1 2019		2,519

#### Life: –€89m

- Russia: Disposal of life business
- Belgium: Impacted by run-down
- Austria: Reduced new business and expiring traditional book

#### P-C: -€34m

Growth in Poland, Baltics and Austria more than offset by divestments and FX effects

#### Health: +€24m

Premium adjustments in Belgium from 2018, growth of individual and burial business in Spain

Mai	or	result	drive	rc
ivia	JOI	1 Court	unve	ı

	H1 2019	H1 2018	<b>A</b>	Q2 2019	Q2 2018	<b>A</b>
Technical result	95	111	-16	51	63	-12
Non-technical result	<b>-7</b>	54	<b>–</b> 61	7	41	-35
thereof investment result	160	211	<b>–</b> 51	81	113	-32
Other	<b>-71</b>	<b>–</b> 57	-14	-49	-39	-11
Net result	16	107	-90	8	66	<b>–</b> 58

#### Technical result

- Q2: Higher benefits at ERGO Belgium
- P-C: Profitable premium growth in Poland
- Health: Strong Q2 result in Spain, reversing negative seasonal effect of Q1
- Overall, combined ratio in H1/Q2 in line with full-year guidance

#### Investment result

- Disposal losses related to portfolio optimisation, in particular sale of ERGO Turkey in Q2 (–€39m)
- Q2: Return on investment: 1.8%

#### Other

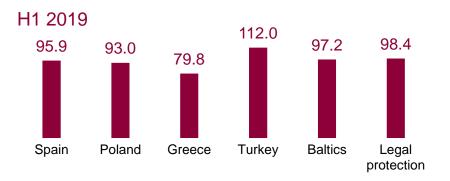
 Q2: Noticeable decline of FX result driven by deconsolidation effects

## **ERGO International**









P-C thereof:	H1 2019	H1 2018	Life thereof:	H1 2019	H1 2018
Poland	743	706	Austria Belgium	181 77	195 88
Legal protection	320	350	Deigiam		
Greece	120	128	Health		
Baltics	96	91	thereof: Spain	426	414
Turkey	59	84	Belgium	305	293

# Reinsurance



## Reinsurance Life and Health



Gross premi	€m	
H1 2018		5,174
Foreign exchange		166
Divestments/inves	stments	0
Organic change	-	296
H1 2019		5,636

- Positive FX effects mainly driven by US\$
- Organic growth in Asia and Europe

Major result drivers						€m
	H1 2019	H1 2018	<b>A</b>	Q2 2019	Q2 2018	<b>A</b>
Technical result	114	296	-182	36	156	-120
Non-technical result	281	249	32	170	167	2
thereof investment result	580	510	70	340	302	38
Other	-60	-100	40	<b>–51</b>	-38	-13
Net result	335	444	-110	154	285	-131

#### Technical result, incl. fee income of €169m

- Q2 negatively impacted by
  - Australia: Negative claims experience in disability business and DAC write-off related to "protect your super" legislation
  - Canada: Shortening of asset duration
- Overall, claims experience in line with expectations in all major markets except for Australia

#### Investment result

- Disposal gains due to shortening of asset duration in Canada exceeding reduction in the technical result
- Q2: Return on investment: 4.9%

#### Other

H1: FX result of €42m vs €5m, thereof €22m in Q2

## Reinsurance Property-casualty



Gross premit		€m	
H1 2018			9,940
Foreign exchange			380
Divestments/inves	stments	1	-98
Organic change		1	104
H1 2019			10,327

- Positive FX effects mainly driven by US\$
- Sale of MSP Underwriting
- Organic growth mainly in liability

Major result drivers						€m
	H1 2019	H1 2018	<b>A</b>	Q2 2019	Q2 2018	<b>A</b>
Technical result	1,297	933	364	910	184	726
Non-technical result	104	283	-179	47	194	-147
thereof investment result	830	900	<b>–</b> 70	445	496	<b>–</b> 51
Other	-330	-290	-40	-253	-43	-210
Net result	1,071	925	146	704	335	369

#### Technical result

- Very low major losses, especially in Q2
- Q2: Transactions with corresponding release of basic-loss reserves and particularly favourable development in some lines of business
- Q2: Elevated normalised combined ratio due to seasonality effects and adverse claims development in our North American Risk Solutions business

#### Investment result

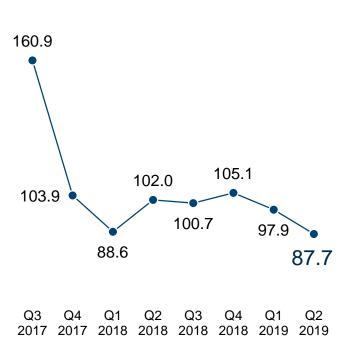
- Increased regular income and disposal gains from sale of fixed income investments
- Q2: Return on investment: 2.8%

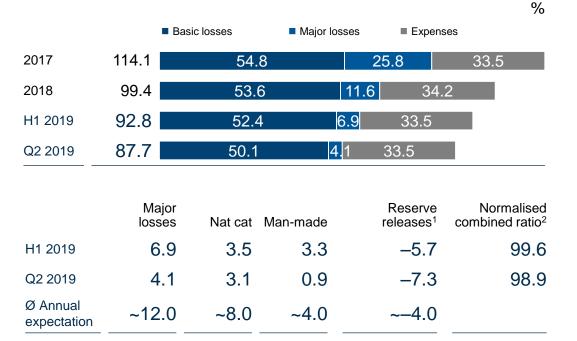
#### Other

H1: FX result of €114m (€1m), thereof €75m in Q2

# Reinsurance Property-casualty – Combined ratio

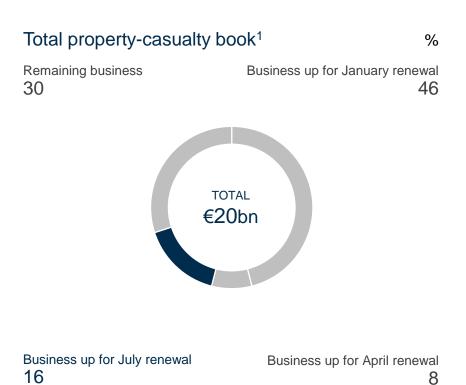


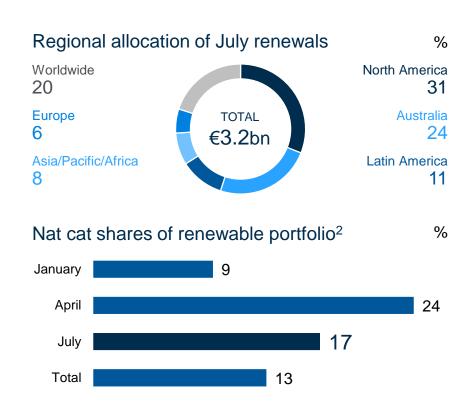




# July renewals – Overview



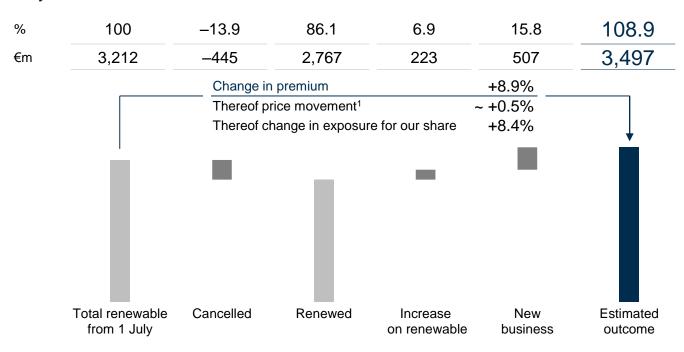




## Positive price dynamic continues



### July renewals 2019



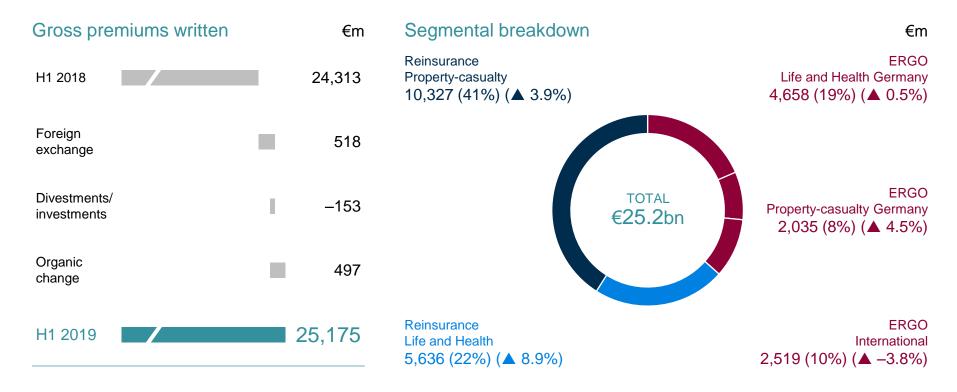
- Munich Re able to continue its growth, and in particular to generate attractive new business in the Americas
- Significant price improvement in lossaffected markets, stable development elsewhere
- Overall risk-adjusted price change of ~0.5% includes increased loss expectations

# Backup



## Premium development





# Reconciliation of operating result with net result



Reconciliation of operating result with net result						€m
	H1 2019					Q2 2019
Operating result	2,444					1,569
Other non-operating result	-326					-204
Currency result	85					27
Net finance costs	-110					<b>–</b> 55
Taxes on income	-466					-344
Net result	1,626					993
Other non-operating resu	ılt (€m)	H1 2019	Q2 2019	Tax rates (%)	H1 2019	Q2 2019
Goodwill impairments		-1	0	Group	22.3	25.7
Restructuring expenses		-47	<b>-43</b>	Reinsurance	22.5	26.9
Other		-278	-162	ERGO	20.7	17.5

# Actual vs. analysts' consensus

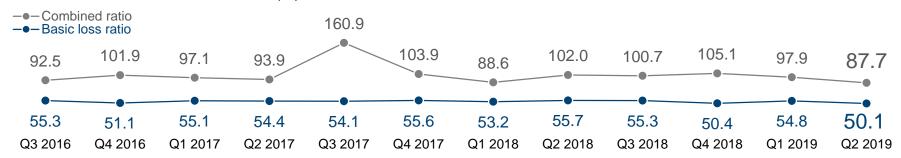


Operating result – Actual vs	s. analysts	consensus <sup>1</sup>	€m	Major developments in Q2 2019
_	Q2 2019	Consensus	Delta	Reinsurance Property-casualty
Reinsurance Property-casualty	957	993	-36	Combined ratio: 87.7% (consensus: 88.8%) – major-loss ratio: 4.1%, reserve releases basic losses: 7.3%; Rol: 2.8%
Reinsurance Life and Health	205	190	15	Reinsurance Life and Health
ERGO Life and Health Germany	215	129	86	Technical result, incl. fee income of €64m;
ERGO Property-casualty Germany	134	86	48	Rol: 4.9% (disposal gains from duration shortening in Canada)
ERGO International	58	67	<b>-</b> 9	ERGO Life and Health Germany
Operating result	1,569	1,463	106	Good Rol of 3.2% (incl. funding of ZZR and interest-rate hedging gains), higher shareholder profit participation
FX	27			ERGO Property-casualty Germany Combined ratio: 86.2% (consensus: 94.3%);
Other	-259			Rol: 1.4% (losses from equity derivatives)
Taxes	-344			ERGO International
Net result	993	997	-4	Combined ratio: 95.0% (consensus: 96.4%); Rol: 1.8% (includes disposal loss from ERGO Turkey)

## Development of combined ratio



### Combined ratio vs. basic losses (%)



### Nat cat vs. man-made (%)



# Return on investment by asset class and segment H1 2019



% <sup>1</sup>	Regular income	Write-ups/ -downs	Disposal result	Extraord. derivative result	Other inc./exp.	Rol	Market value (€m)
Afs fixed-income	2.3	0.0	0.9	0.0	0.0	3.2	127.723
Afs non-fixed-income	5.5	-1.9	2.9	0.0	0.0	6.5	17.130
Derivatives	7.2	0.0	0.0	-32.0	0.0	-25.8	2.056
Loans	2.8	0.0	0.3	0.0	0.0	3.1	65.525
Real estate	4.8	-1.1	2.2	0.0	0.0	5.9	10.679
Other <sup>2</sup>	3.3	0.7	-0.1	0.0	0.0	-0.3	16.048
Total	2.9	-0.2	0.9	-0.3	-0.3	3.0	239.161
Reinsurance	3.0	-0.2	0.9	-0.2	-0.4	3.1	90.055
ERGO	2.8	-0.1	0.9	-0.3	-0.2	3.0	149.106



## Investment result Reinsurance



Reinsurance Life and Health (€m)	Q2 2019	Return <sup>1</sup>	H1 2019	Return <sup>1</sup>	H1 2018	Return <sup>1</sup>
Regular income	199	2.8%	385	2.8%	376	2.9%
Write-ups/write-downs	1	0.0%	0	0.0%	-26	-0.2%
Disposal gains/losses	152	2.2%	219	1.6%	198	1.5%
Derivatives <sup>2</sup>	<b>-3</b>	0.0%	<b>–</b> 8	-0.1%	-8	-0.1%
Other income/expenses	<b>–</b> 8	-0.1%	-16	-0.1%	-30	-0.2%
Investment result	340	4.9%	580	4.2%	510	4.0%
Average market value		28,012		27,562		25,698
Reinsurance Property-casualty (€m) Regular income	Q2 2019 511	Return <sup>1</sup>	H1 2019 951	Return <sup>1</sup>	H1 2018 888	Return <sup>1</sup>
Write-ups/write-downs	<b>–32</b>	-0.2%	<b>-90</b>	-0.3%	-100	-0.3%
Disposal gains/losses	100	0.6%	184	0.6%	254	0.8%
Derivatives <sup>2</sup>	-54	-0.3%	-64	-0.2%	-29	-0.1%
Other income/expenses	-80	-0.5%	-152	-0.5%	-113	-0.4%
Investment result	445	2.8%	830	2.7%	900	3.0%
Average market value		63,058		62,493		60,090

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

## Investment result ERGO



Life and Health Germany (€m)	Q2 2019	Return <sup>1</sup>	H1 2019	Return <sup>1</sup>	H1 2018	Return <sup>1</sup>
Regular income	998	3.2%	1,853	3.0%	1,799	3.0%
Write-ups/write-downs	-68	-0.2%	-109	-0.2%	-100	-0.2%
Disposal gains/losses	180	0.6%	589	1.0%	340	0.6%
Derivatives <sup>2</sup>	-14	0.0%	-180	-0.3%	-34	-0.1%
Other income/expenses	-88	-0.3%	-153	-0.2%	-149	-0.2%
Investment result	1,008	3.2%	2,000	3.2%	1,857	3.1%
Average market value		126,064	· 	123,876		120,722
Property-casualty Germany (€m)	Q2 2019	Return <sup>1</sup>	H1 2019	Return <sup>1</sup>	H1 2018	Return <sup>1</sup>
Regular income	44	2.3%	81	2.2%	76	2.2%
Write-ups/write-downs	-8	-0.4%	-13	-0.3%	<b>–11</b>	-0.3%
Disposal gains/losses	13	0.7%	55	1.5%	22	0.6%
Derivatives <sup>2</sup>	<b>–15</b>	-0.8%	-40	-1.1%	<b>–1</b>	0.0%
Other income/expenses	-6	-0.3%	-12	-0.3%	<b>-</b> 9	-0.3%
Investment result	27	1.4%	71	1.9%	77	2.2%
Average market value		7,597		7,429		7,060

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

## Investment result ERGO

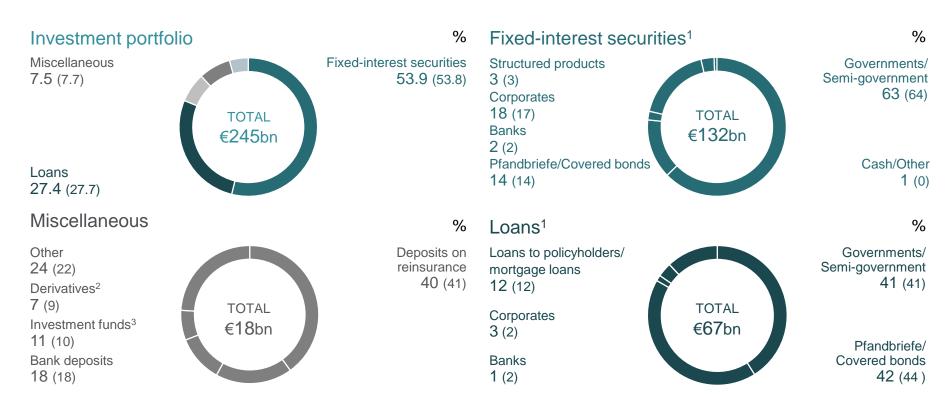


International (€m)	Q2 2019	Return <sup>1</sup>	H1 2019	Return <sup>1</sup>	H1 2018	Return <sup>1</sup>
Regular income	96	2.1%	187	2.1%	190	2.2%
Write-ups/write-downs	9	0.2%	30	0.3%	<b>–</b> 19	-0.2%
Disposal gains/losses	<b>–7</b>	-0.2%	-8	-0.1%	51	0.6%
Derivatives <sup>2</sup>	-10	-0.2%	-37	-0.4%	2	0.0%
Other income/expenses	<b>–</b> 6	-0.1%	-13	-0.1%	-13	-0.1%
Investment result	81	1.8%	160	1.8%	211	2.4%
Average market value		18,073		17,802		17,369

## Investment portfolio

# Munich RE

### Fixed-interest securities and miscellaneous



# Fixed-income portfolio

### Total



### Fixed-income portfolio

Bank bonds 2 (2)

Structured products 2 (2)

Loans to policyholders/ Mortgage loans 4 (4)

Cash/Other 5 (5)

Corporates 12 (12)

Pfandbriefe/ Covered bonds 22 (23)



70

Governments/ Semi-government 53 (53)





Total

With

### Rating structure

NR<sup>1</sup> 5 (5) BB 3 (3) BBB 12 (12) A 13 (13)



### Maturity structure

n.a. **3** (3)

>10 years 34 (33)

7–10 years 15 (15)



%	Regional breakdown
AAA	Without

AAA					
42 (43)		policyholder p	policyholder participation		31.12.2018
1— (12)	Germany	4.6	23.0	27.6	28.2
	US	13.0	1.8	14.8	14.3
	France	2.4	5.4	7.8	8.′
	UK	3.0	2.1	5.0	4.9
AA	Canada	4.0	0.6	4.6	4.5
25 (25)	Netherlands	1.4	2.9	4.3	4.5
_0 (_0)	Supranationals	0.7	3.1	3.8	3.7
%	Spain	1.0	2.1	3.1	2.8
0–1 years	Australia	2.5	0.5	2.9	2.8
9 (10)	Austria	0.5	2.1	2.6	2.5
, ,	Belgium	0.6	1.6	2.2	2.3
1–3 years 13 (13)	Ireland	0.8	1.4	2.2	2.1
	Poland	1.3	0.5	1.8	1.7
3–5 years 14 (13)	Sweden	0.2	1.3	1.5	1.6
	Italy	0.5	0.9	1.3	1.7
5–7 years	Other	6.6	7.8	14.4	14.2
13 (13)	Total	43.1	56.9	100.0	100.0

%





Total

30.6.2019

### Rating structure

BB 2 (2) BBB 7 (7) A 16 (15) AA 33 (33)



### Maturity structure

>10 years 44 (42)

7–10 years

15 (15)



### % Regional breakdown

AAA

43 (43)

3.1 24.8 Germany 21.6 US 14.0 1.4 15.4 1.3 5.8 7.1 Supranationals 5.7 0.7 6.4 Canada 2.0 2.3 4.2 France 1.3 2.9 4.2 Spain Belgium 1.0 2.9 3.9 3.8 0.1 3.8 Australia Austria 0.6 2.7 3.3 0-1 years 2.2 0.9 3.2 Poland 7 (10) UK 2.8 0.0 2.8 1-3 years Finland 0.3 1.8 2.1 12 (13) 0.6 1.3 1.9 Netherlands 3-5 years Ireland 0.4 1.2 1.6 11 (10) 0.5 1.0 1.4 Italy 5-7 years 7.7 6.2 Other 13.9 11 (10) 47.2 52.8 100.0 Total

Without

policyholder participation

With

%

31.12.2018

25.1

15.6

6.9

6.2

4.6

3.7

3.9

3.6

3.4

3.1

2.7

2.2

2.2

1.7

2.1

13.0

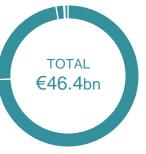
100.0





### Rating structure

NR 1 (1) **BBB TOTAL** 0(1)€46.4bn 2(4)AA23 (21)



### Maturity structure

>10 years 22 (25) **AVERAGE MATURITY** 7.0 years 7–10 years 21 (19)

%	Regional breakdown		%
AAA		30.6.2019	31.12.2018
74 (74)	Germany	36.5	37.7
7 7 (74)	France	19.0	19.7
	UK	9.4	8.4
	Netherlands	8.0	7.8
	Sweden	6.0	6.0
	Norway	5.4	5.7
	Spain	1.9	2.0
	Italy	1.1	1.0
	Ireland	0.3	0.3
	Other	12.3	11.5



Mixed and other 0-1 years 6 (7) 10 (10) 1–3 years 13 (12) 3-5 years 18 (18) 5–7 years **Public** 19 (19) 29 (29)



Mortgage 61 (61)

%





### Rating structure

NR 0 (1) <BB 2 (2) **TOTAL** €25.5bn BB 12 (12) **BBB** 60 (60)

### Maturity structure

>10 years 24 (21)

7-10 years 14 (13)

5-7 years 14 (16)



%	Regional breakdown		%
AAA		30.6.19	31.12.18
2 (2)	Utilities	14.1	16.2
	Industrial goods and services	14.0	13.7
AA 4 (4)	Oil and gas	11.9	11.9
. ( . )	Financial services	9.6	9.0
Α	Telecommunications	7.9	7.9
20 (20)	Healthcare	7.7	7.3
%	Technology	6.0	4.8
0–1 years	Food and beverages	4.0	3.7
10 (10)	Media	3.9	4.1
	Automobiles	3.2	3.0
1–3 years 19 (19)	Personal and household goods	3.2	3.7
10 (13)	Retail	3.2	3.3
3–5 years	Basic resources	3.1	2.7
20 (22)	Other	8.3	8.7





Total

%

### Rating structure

NR 1 (0) <BB 0(0)**TOTAL** €3.6bn BB 6(5)**BBB** 



### Maturity structure

>10 years 2 (4) **AVERAGE** 7-10 years **MATURITY** 6(9)2.8 years 5-7 years 7 (5)

/0	Reg	ionai breakdov	/f1		
AA (12)	US	Senior bonds 35.1	Subordinated 6.4	Loss-bearing 0.4	

Degional brookdown

AA		Senior bonds	Subordinated	Loss-bearing	30.6.2019	31.12.2018
13 (12)	US	35.1	6.4	0.4	41.9	43.4
. ( )	Canada	8.3	1.5	0.0	9.8	5.4
	Ireland	9.6	0.0	0.0	9.6	8.6
	Germany	4.3	0.6	4.6	9.6	11.8
	UK	6.9	0.6	0.0	7.5	7.8
	France	2.9	0.8	1.4	5.1	4.8
	Guernsey	2.7	0.0	0.0	2.7	2.6
	Australia	2.3	0.0	0.0	2.3	1.1
Α	Netherlands	1.5	0.1	0.0	1.6	1.4
46 (40)	Other	8.2	1.5	0.1	9.8	13.1

#### % Investment category of bank bonds

Loss-bearing<sup>1</sup> 0-1 years 30 (25) 7 (7) 1-3 years 29 (31) 3-5 years Subordinated<sup>2</sup>

11 (13)

26 (25)

0/



Senior

82 (80)

<sup>41</sup> 





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

€m

				Rating				Regio	n		
		AAA	AA	Α	BBB	<bbb< th=""><th>NR</th><th>USA + RoW</th><th>Europe</th><th>Total Ma</th><th>arket-to-par</th></bbb<>	NR	USA + RoW	Europe	Total Ma	arket-to-par
ABS	Consumer-related ABS <sup>1</sup>	207	46	14	27	0	0	179	115	294	101%
	Corporate-related ABS <sup>2</sup>	4	3	326	45	0	0	0	378	378	100%
	Subprime HEL	1	0	0	0	0	0	1	0	1	96%
CDO/	Subprime-related	0	0	0	0	0	0	0	0	0	0%
CLN	Non-subprime-related	554	1,131	56	18	0	9	515	1,254	1,769	100%
MBS	Agency	925	28	0	0	0	0	953	0	953	104%
	Non-agency prime	14	27	1	0	0	0	1	41	42	100%
	Non-agency other (not subprime)	95	33	2	0	0	0	24	106	130	99%
	Commercial MBS	467	21	0	0	3	0	444	46	490	104%
	Total 30.6.2019	2,266	1,289	399	90	3	9	2,117	1,940	4,057	101%
	In %	56%	32%	10%	2%	0%	0%	52%	48%	100%	
	Total 31.12.2018	2,217	1,264	378	89	0	0	2,107	1,840	3,947	100%

# Sensitivities to interest rates, spreads and equity markets



Sensitivity to risk-free interest rates – Basis points	-50	<b>–25</b>	+50	+100
Change in gross market value (€bn)	+8.7	+4.3	-8.0	-15.4
Change in on-balance-sheet reserves, net (€bn)¹	+2.2	+1.1	-2.0	-3.9
Change in off-balance-sheet reserves, net (€bn)¹	+0.4	+0.2	-0.4	-0.7
P&L impact (€bn)¹	+0.1	+0.1	-0.1	-0.2
Sensitivity to spreads <sup>2</sup> (change in basis points)			+50	+100
Change in gross market value (€bn)			-5.9	-11.3
Change in on-balance-sheet reserves, net (€bn)¹			-1.4	-2.7
Change in off-balance-sheet reserves, net (€bn)¹			-0.3	-0.5
P&L impact (€bn)¹			_0.1	-0.2
Sensitivity to equity and commodity markets <sup>3</sup>	-30%	-10%	+10%	+30%
Change in gross market value (€bn)	-5.5	-1.8	+1.8	+5.5
Change in on-balance-sheet reserves, net (€bn)¹	-1.4	-0.6	+0.9	+2.8
Change in off-balance-sheet reserves, net (€bn)¹	-0.9	-0.3	+0.3	+1.0
P&L impact (€bn)¹	-1.4	-0.4	-0.0	-0.0

<sup>1</sup> Rough calculation with limited reliability assuming unchanged portfolio as at 30.6.2019. 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 Half-year financial report as at 30 June 2019 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.

### On- and off-balance-sheet reserves



€m	31.12.2017	31.12.2018	31.3.2019	30.6.2019	▲ in Q2
Market value of investments	231,885	231,876	240,484	245,124	4,640
Total reserves	25,395	22,002	27,612	32,839	5,227
On-balance-sheet reserves					
Fixed-interest securities	7,622	4,953	7,856	10,927	3,071
Non-fixed-interest securities	3,261	1,817	2,984	3,194	210
Other on-balance-sheet reserves <sup>1</sup>	189	207	215	213	-2
Subtotal	11,072	6,977	11,055	14,333	3,278
Off-balance-sheet reserves					
Real estate <sup>2</sup>	2,744	4,769	4,781	4,822	41
Loans <sup>3</sup>	10,788	9,453	11,093	12,965	1,872
Associates	792	803	683	719	36
Subtotal	14,323	15,024	16,556	18,506	1,949
Reserve ratio	11.0%	9.5%	11.5%	13.4%	1.9%-pts.

<sup>1</sup> Unrealised gains/losses from unconsolidated affiliated companies, valuation at equity and cash-flow hedging. 2 Excluding reserves from owner-occupied property. 3 Excluding insurance-related loans.

## On- and off-balance-sheet reserves



€m	On-balance-sheet reserves	Off-balance-sheet reserves <sup>1</sup>
Total reserves (gross)	14,333	18,506
Provision for deferred premium refunds	-6,195	-11,426
Deferred tax	-1,724	-2,206
Minority interests	-6	0
Consolidation and currency effects	-205	0
Shareholders' stake	6,204	4,874

# Changes to shares in circulation



Shares (millions)	31.12. 2018	Acquisition of own shares in H1 2019	Retirement of own shares in H1 2019	30.6. 2019
Shares in circulation	145.8	-1.9	-	143.9
Treasury shares	3.7	1.9	-5.2	0.4
Total	149.5	_	-5.2	144.3

# Weighted average number of shares in circulation (millions)



### Financial calendar



### 2019

**7** NOVEMBER Quarterly statement as at 30 September 2019

2020

28 FEBRUARY Balance sheet media conference for 2019 financial statements

Analysts' and Investors' call

**18** MARCH Annual report (Group), Annual report (Company)

29 APRIL Annual General Meeting 2020

**7** MAY Quarterly statement as at 31 March 2020

6 AUGUST Half-year financial report as at 30 June 2020

**5** NOVEMBER Quarterly statement as at 30 September 2020

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