

Allianz Malaysia Berhad (12428-W)

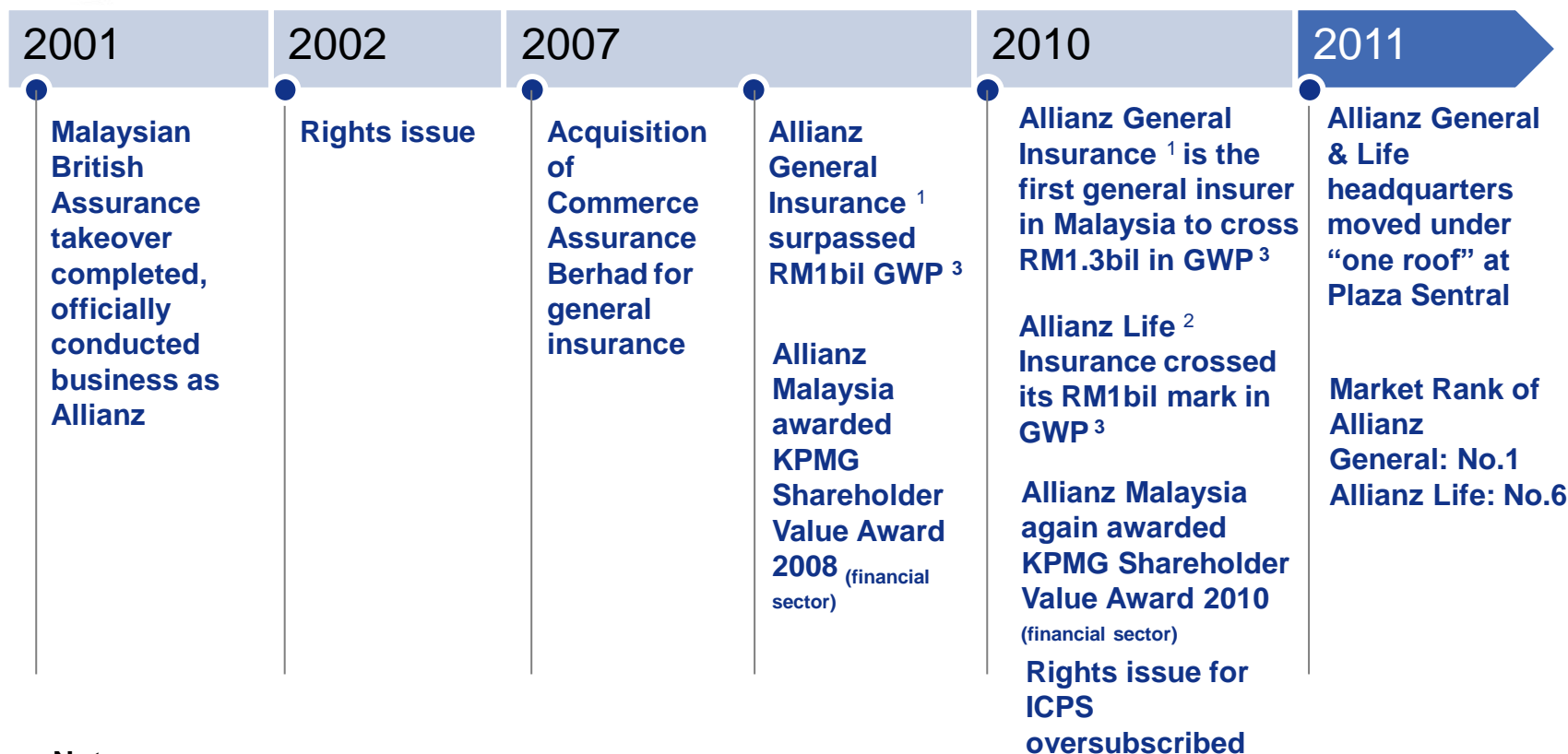
Annual General Meeting 2012

Hotel InterContinental KL
27 June 2012

Allianz 



Successful footprint of Allianz in Malaysia



Notes:

The above data are extracted from the register of members/correspondences/circulars of AMB and exclude interest, transaction cost, advisory cost, placement charges and any other charges in relation to the respective exercises

¹ Allianz General refers to Allianz General Insurance Company (Malaysia) Berhad

² Allianz Life refers to Allianz Life Insurance Malaysia Berhad

³ GWP refers to Gross Written Premium



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AMB Group Results

Allianz Malaysia, strong 2011 performance

RM2.7bil

9.7% growth from 2010

operating revenue



RM2.1bil

13.4% growth from 2010

net earned premium



RM204.8mil

7% growth from 2010

profit before tax



RM0.85

1.8% growth from 2010

**basic earnings per
ordinary share**



RM1.4bil

10.6% growth from 2010

Shareholders' equity



RM4.75

5.7% increase from Dec 2010

**Share Price as of
Dec. 2011**



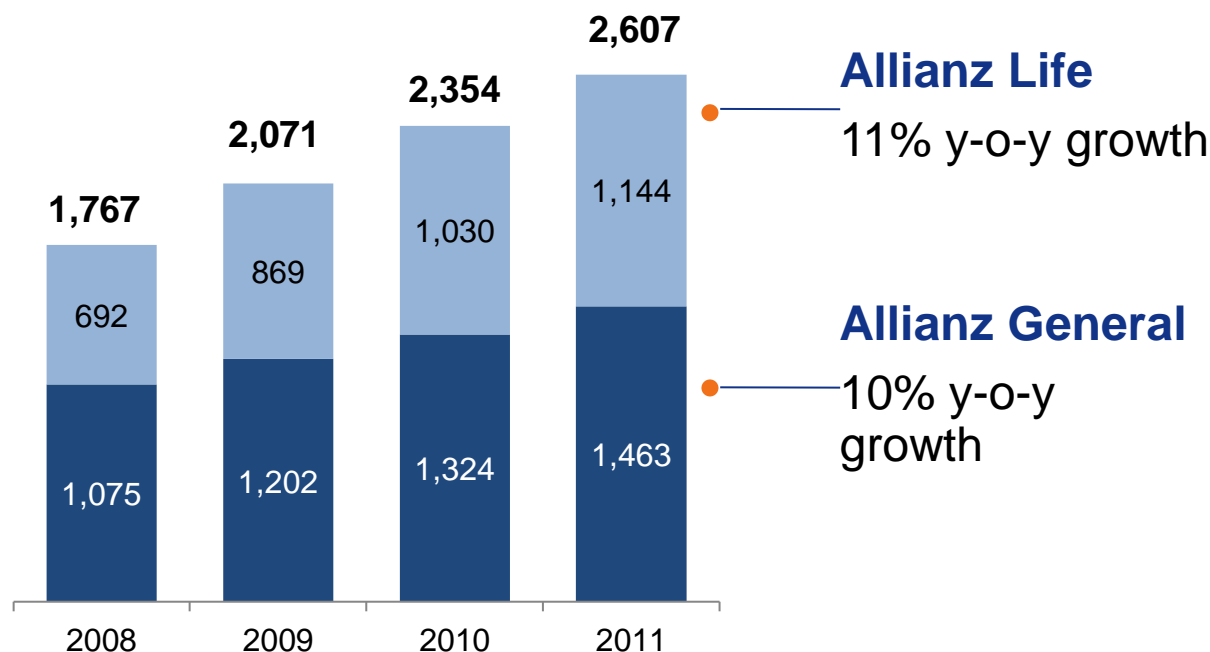
All figures as per December 31, 2011
Percentage increases compare to December 31, 2010

Allianz Malaysia consolidates RM2.6 billion top-line (in 2011), strong performance in life and general

Allianz Malaysia: Gross Written Premium (GWP) (in RM mil)

- Life Insurance
- General Insurance

CAGR (2006-2011): 22%



Allianz Life is one of the fastest growing life insurers in Malaysia (GWP CAGR =20%*)

Allianz General is the largest conventional general insurer in Malaysia with more than 10% market share**

* GWP CAGR is for 5 years (2006-2011)

** Source: ISM Market Performance Report Jan-Dec 2011

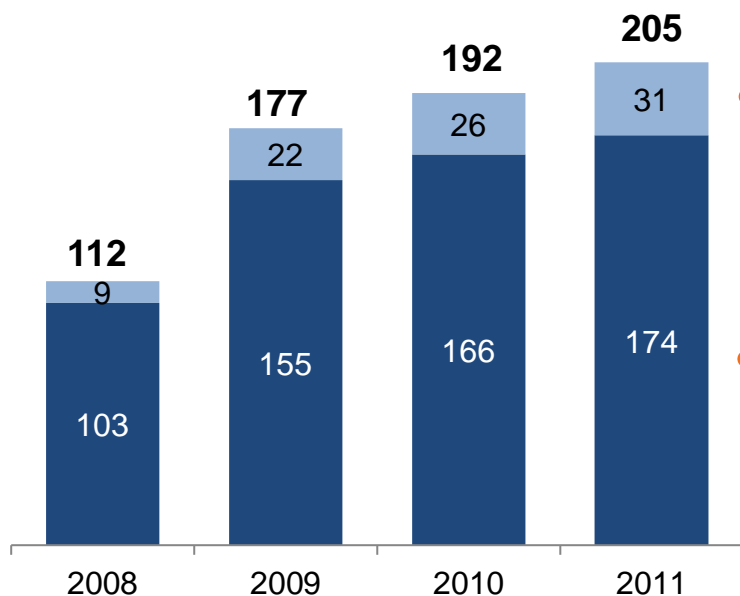
Note: CAGR = Compound Annual Growth Rate

Allianz Malaysia consolidates RM205 million Profit before tax, growing top line whilst maintaining profitability

Profit before tax (in RM mil)

- Life Insurance
- General Insurance & AMB

CAGR (2006-2011) : 28%



Allianz Life

19% y-o-y growth

Allianz General

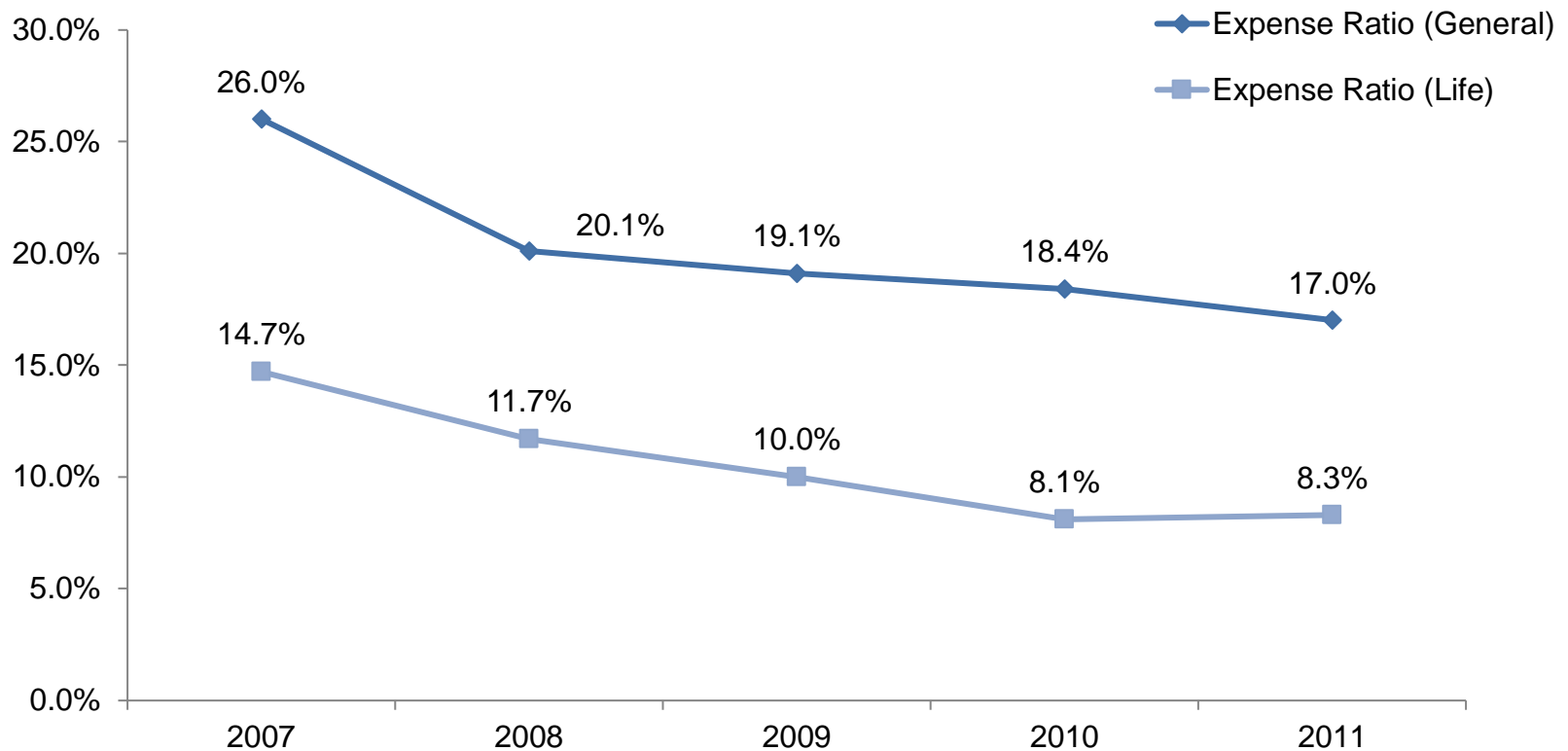
8% y-o-y growth

Allianz Life's increase in profit was driven by its profitable product portfolio and favourable claim experience

Allianz General's increase in profit is attributed to the excellent underwriting results and combined ratio which stood at 90%

Improving Expense Ratio

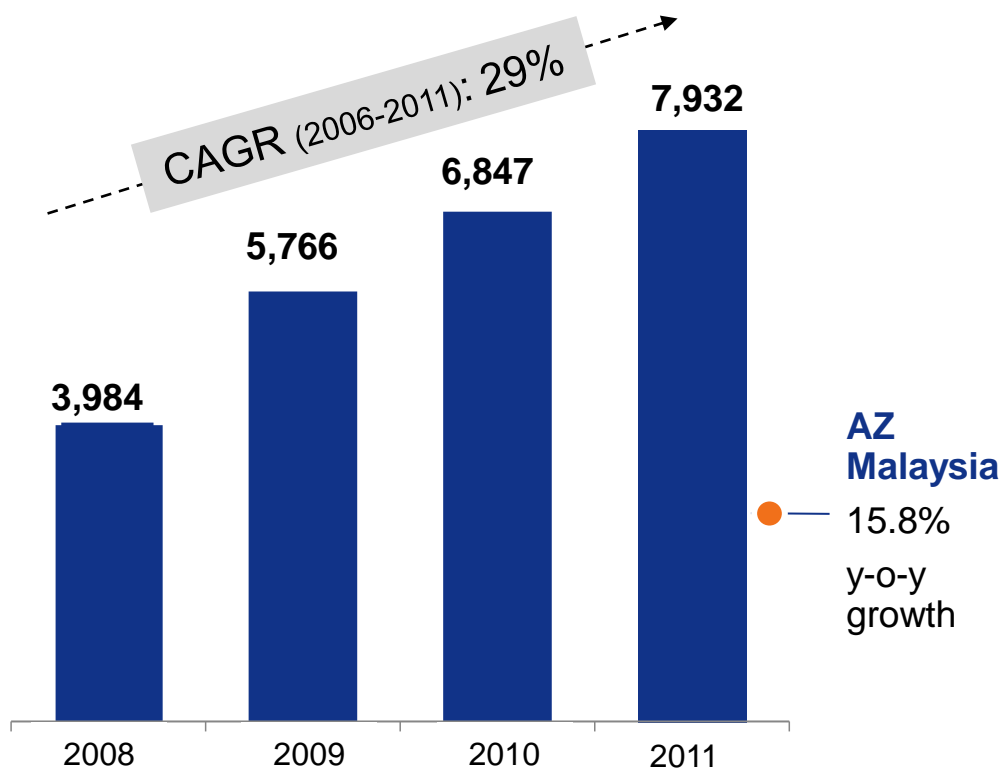
Increased operational efficiency through automation initiatives and prudent expense management efforts



Asset base exceeds RM7.9bil

Allianz Malaysia: Total Assets (in RM mil)

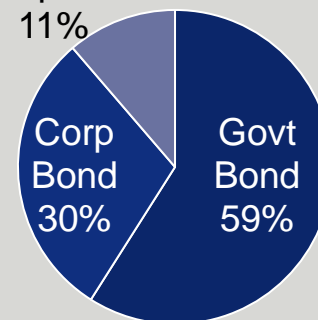
Growing from strength to strength,
with a strong asset base



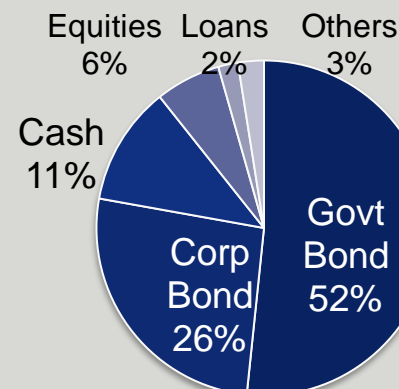
Investment Portfolio Mix

General Fund

Deposit
11%



Life Fund





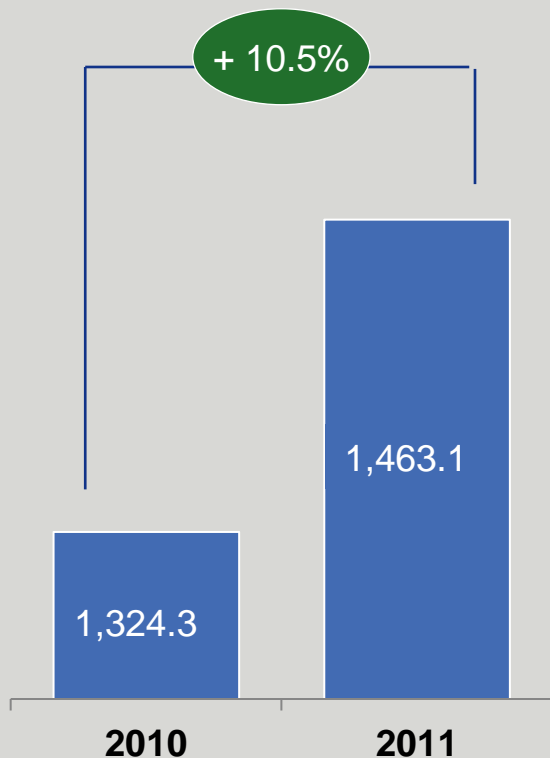
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General Business

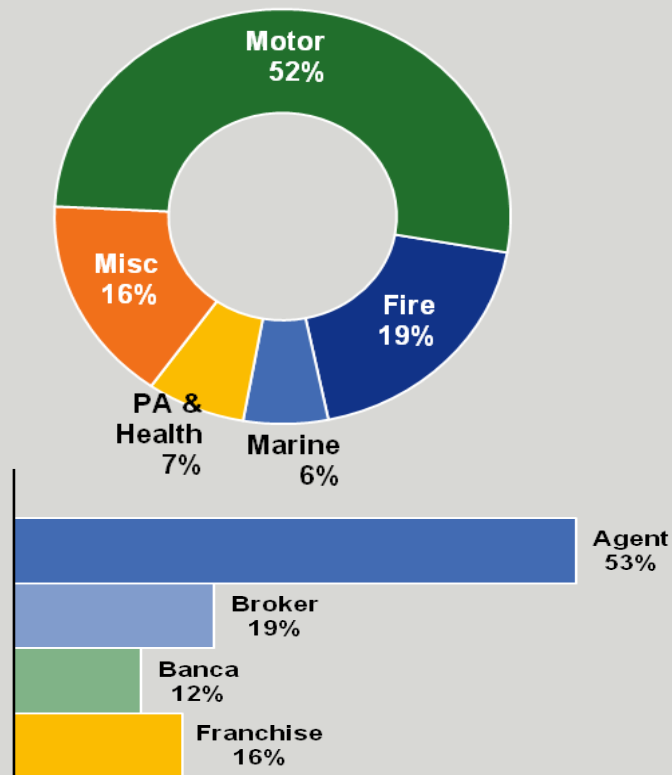
Allianz General: GWP grew by 10.5%

Diversified Distribution Channel & Portfolio Mix

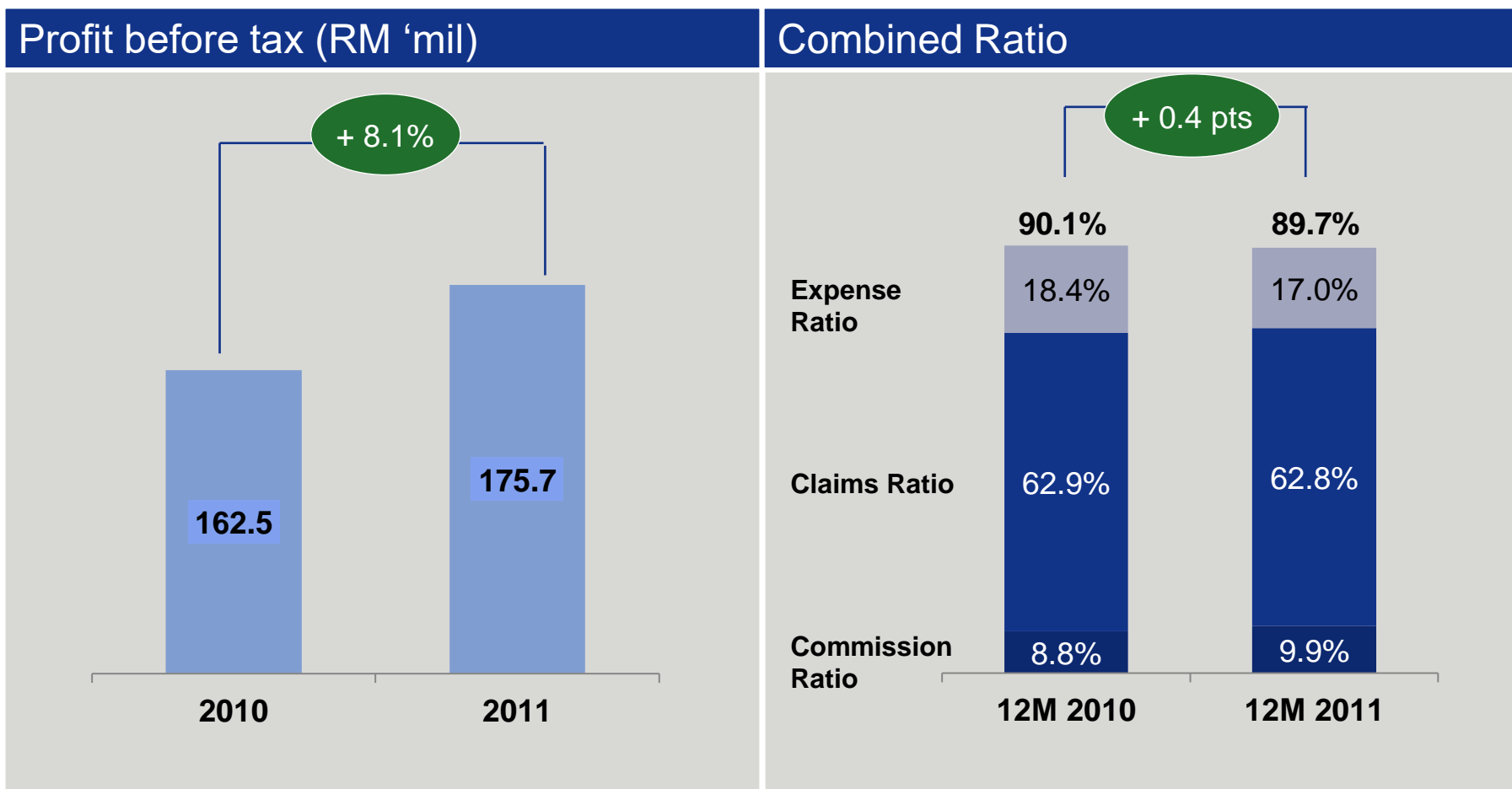
Gross Written Premium (RM 'mil)



Distribution Channel & Portfolio Mix



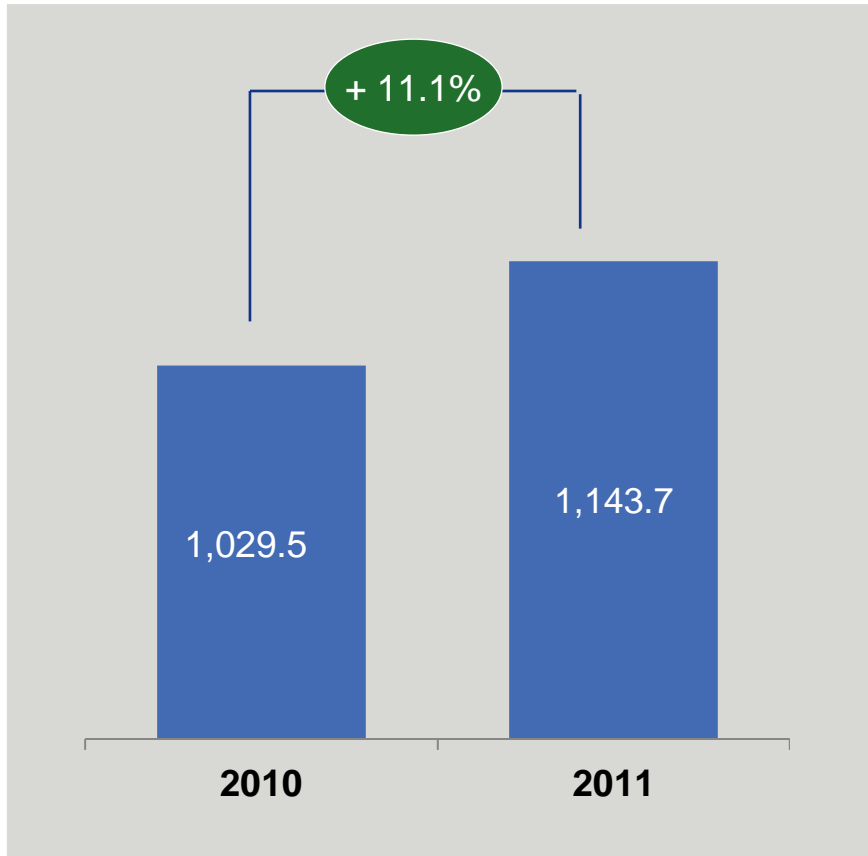
Allianz General: PBT grew by 8.1% supported by strong combined ratio of 89.7%



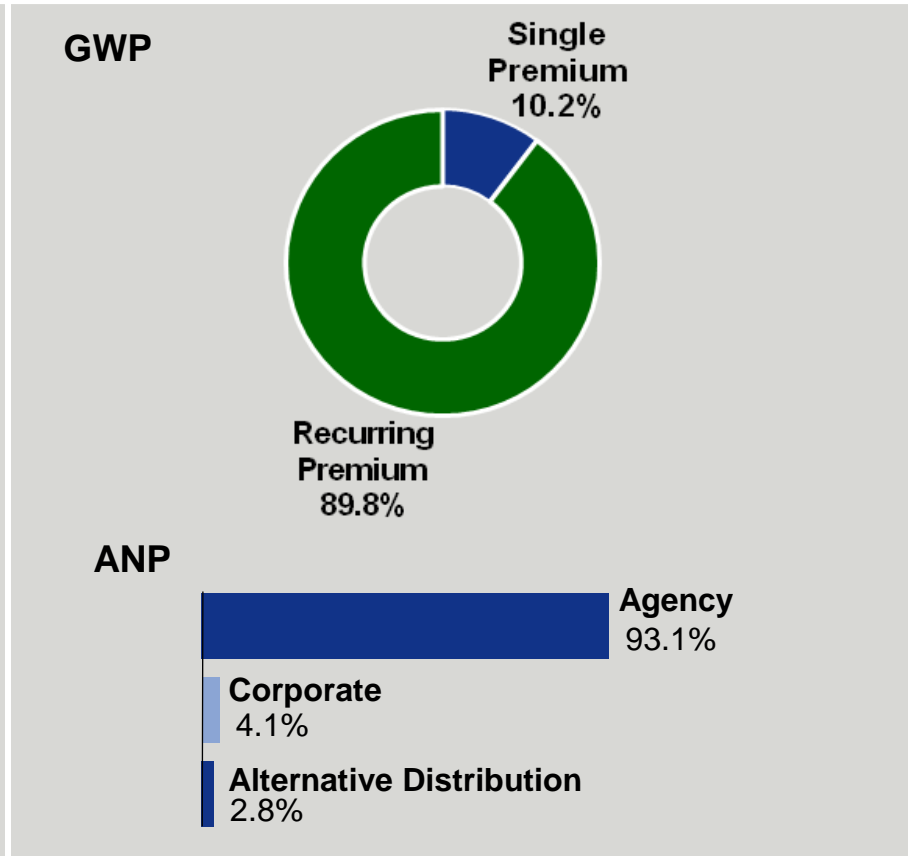


Allianz Life: Strong top line growth of 11.1% in GWP supported by robust agency distribution with focus on profitable regular premium business

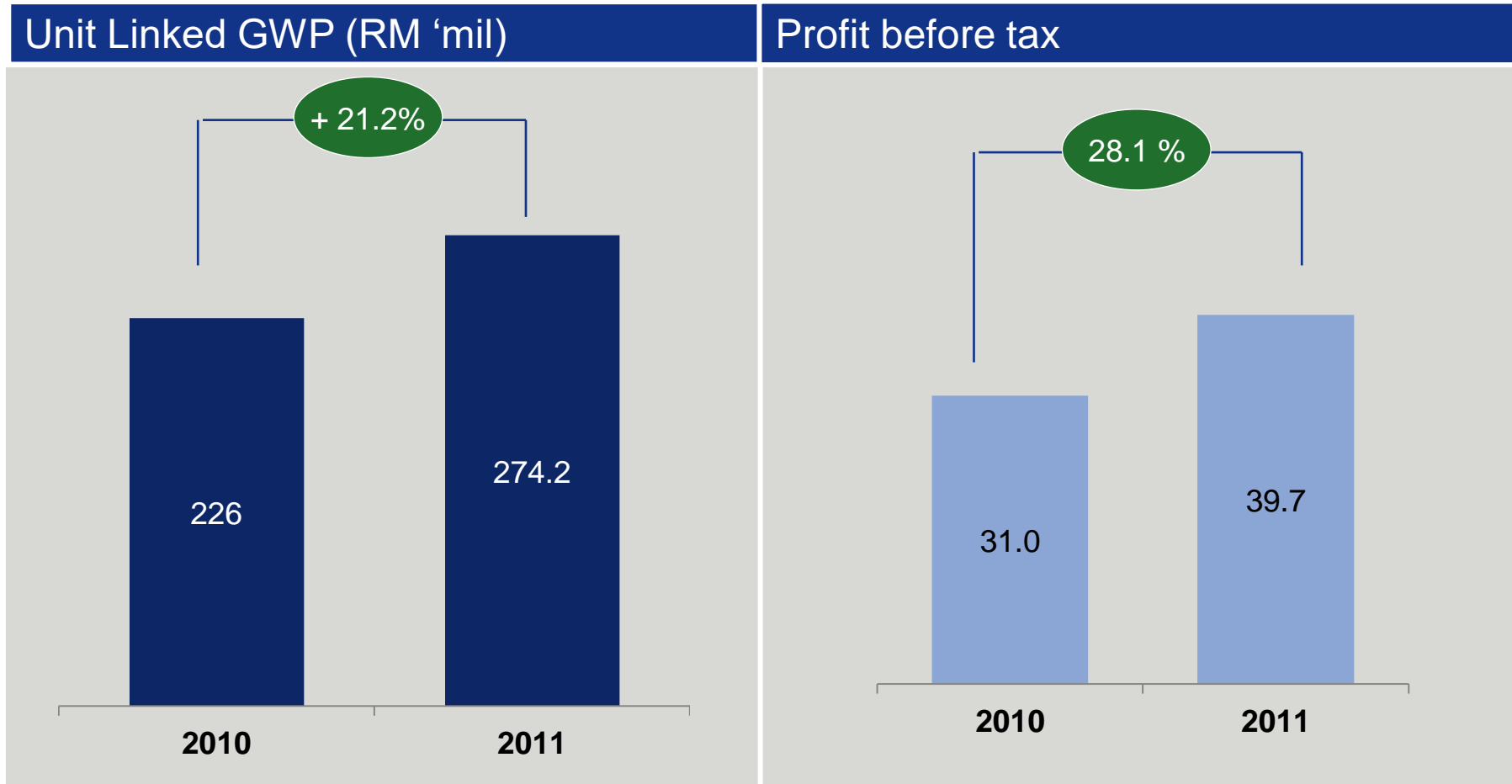
Gross Written Premium (RM 'mil)



Distribution Channel & Portfolio mix (RM 'mil)



Allianz Life: Focus on profitable unit-linked protection business and delivering a 28% growth in profitability





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Market Outlook & Strategic Priorities

Our 2011 Performance vs Market

<div>Ranked no.1</div>	GWP	
	Allianz General	Market Share
	RM1,463 mil	10.4%
Total Market		RM14 bil

Source: ISM statistics

<div>Ranked no.6*</div>	New Business	
	Allianz Life	Market Share
	RM253 mil	6.0%
Total Market		RM4.2 bil

Source: LIAM statistics

* Based on Individual NB contribution (RP +10%SP)

Our strategic priorities moving forward

1

Becoming the
insurance retail
leader

2

Be the loyalty
leader

3

Increase and
sustain
profitability



Allianz4Good : Building Sustainability by integrating Corporate Responsibility into our DNA

Safety

Managing risks is the core of our business as an insurance company. Through our partnership with the Malaysian Road Safety Department (JKJR), we conduct advocacy campaigns and distribute safety items to **encourage safe behavior on the roads.**

Financial Literacy

As a financial institution, money management is our peoples' strength. The My Finance Coach programme harnesses this competency to **pass on our financial knowledge to young people in Malaysia.**

Environment

Since 2006, Allianz has been committed to reducing its carbon emissions and employs an Environmental Management System to track this. Internal policies help us achieve a **consistent reduction every year and promote environmental friendly behaviour amongst staff.**

Community

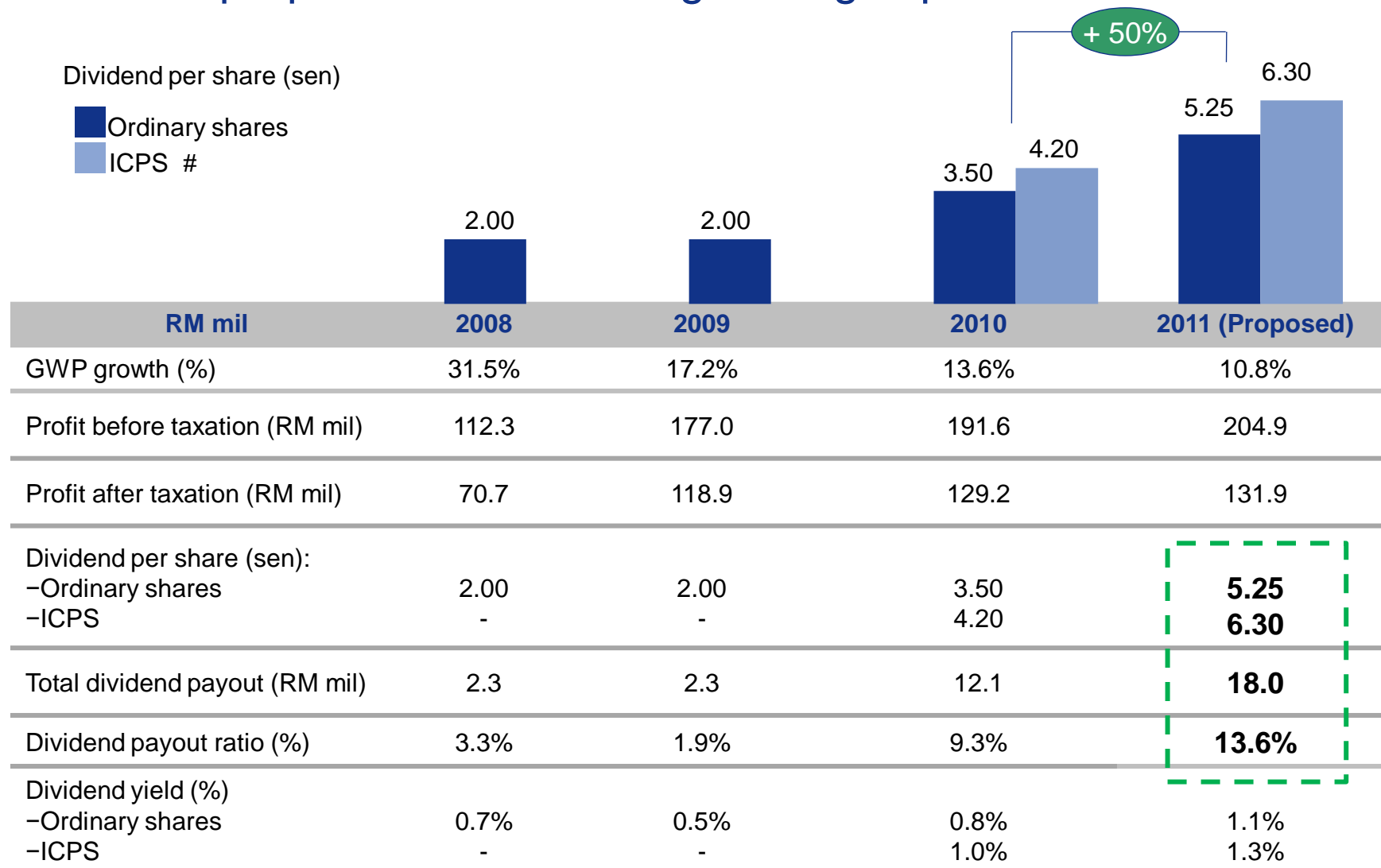
Allianz has a Donation Policy in place to **guide the decision-making process in choosing lasting relationships with social organizations.** An example is our continuous sponsorship with MOBILITI, a non-profit charitable organisation providing door-to-door transport services for wheelchair users.



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Dividend + Capital
Requirement

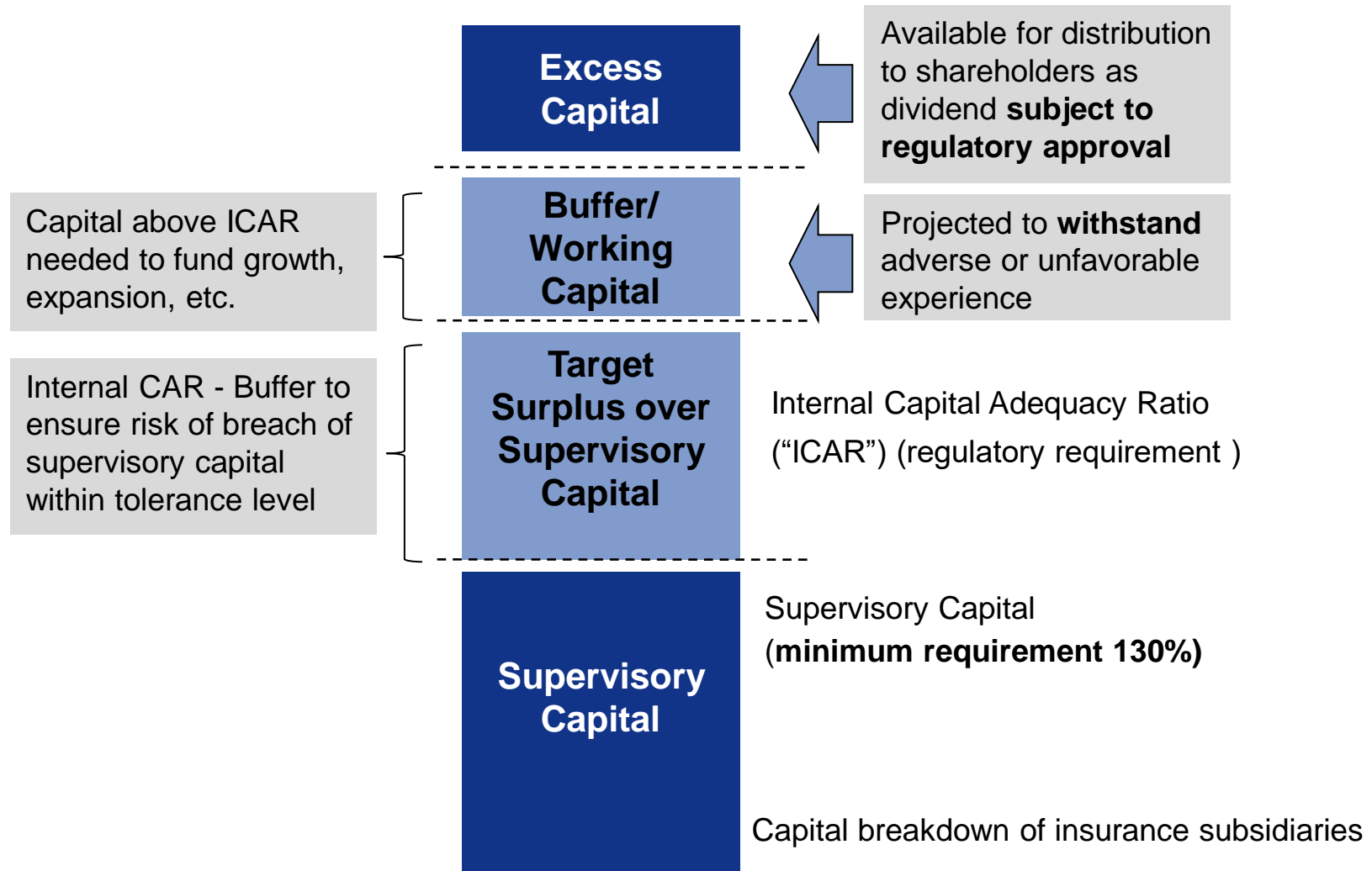
Dividend proposal reflects strengthening capital base



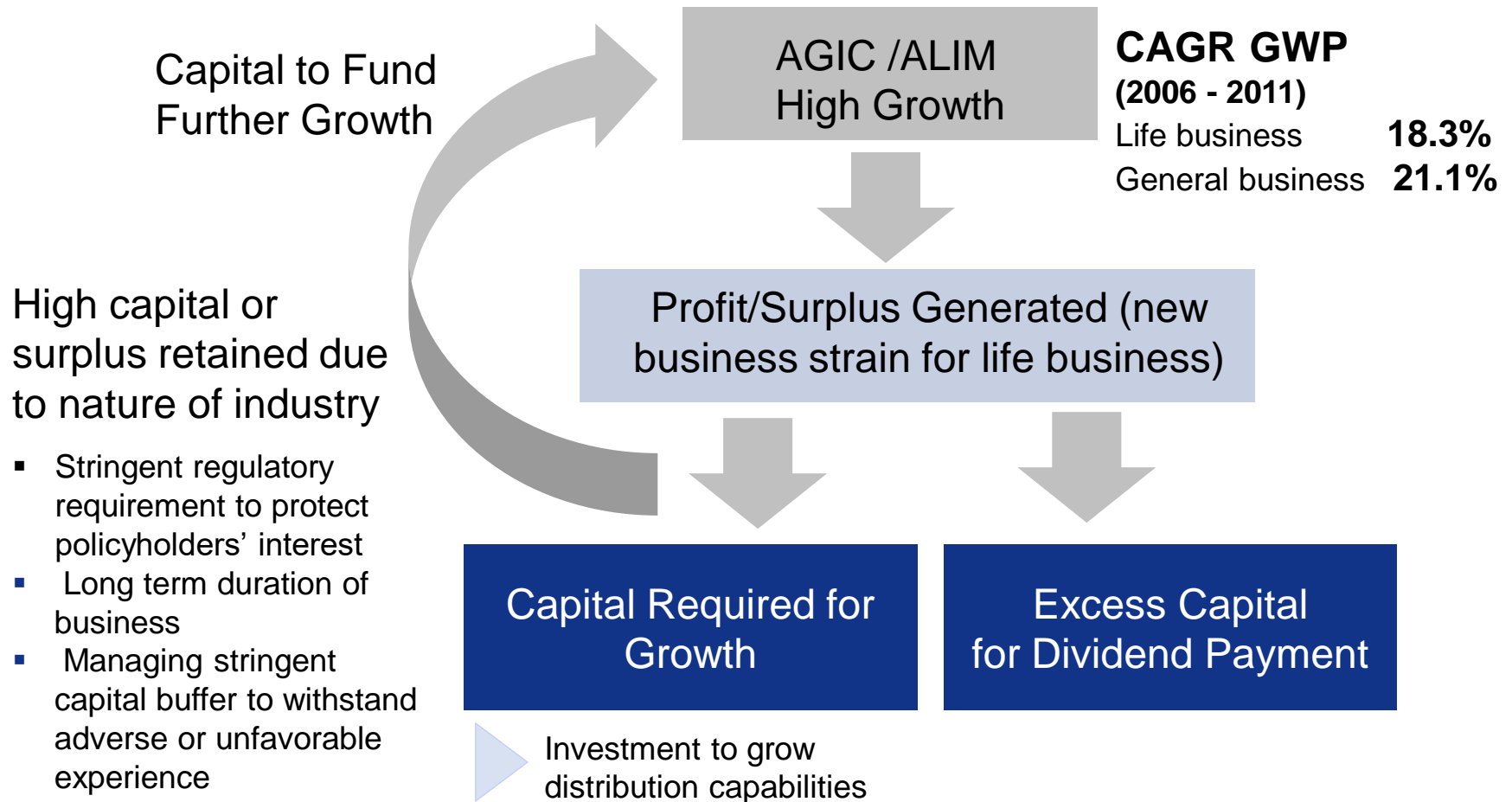
ICPS listed on the main market of Bursa Securities on 6 August 2010

Capital Requirement

Capital structure of insurance subsidiaries. Dividend capacity dependent on insurance subsidiaries' solvency strength



Insurance subsidiaries on expansionary mode. Capital required to fund new business growth.





Thank you for your support

Disclaimer

These assessments are, as always, subject to the disclaimer provided below.

Cautionary Note Regarding Forward-Looking Statements

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may", "will", "should", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) general economic conditions, including in particular economic conditions in the Allianz Group's core business and core markets, (ii) performance of financial markets, including emerging markets, and including market volatility, liquidity and credit events (iii) the frequency and severity of insured loss events, including from natural catastrophes and including the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency

levels, (vi) the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the Euro/U.S. Dollar exchange rate, (ix) changing levels of competition, (x) changes in laws and regulations, including monetary convergence and the European Monetary Union, (xi) changes in the policies of central banks and/or foreign governments, (xii) the impact of acquisitions, including related integration issues, (xiii) reorganization measures, and (xiv) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

No duty to update.

The company assumes no obligation to update any information contained herein.