

Annual General Meeting 2013

Allianz Malaysia Berhad (12428-W)

Kuala Lumpur
21.06.2013



Allianz 



1

Allianz Malaysia
Berhad Group

Vision, Mission and Values



Our Vision	To be the most reliable partner, always delivering in moments of truth				
Our Mission	Insurance solutions from A-Z				
Our Values	Customer Focus	Integrity	High Performance Culture	Open Communication	Corporate Responsibility

Allianz Malaysia: Strong 2012 performance

RM 3.1bil

14% growth

Operating revenue



RM 2.3bil

12% growth

Net earned premium



RM 298mil

20% growth

Profit before tax



RM 1.32

25% growth

**Basic earnings per
ordinary share**



RM 1.8bil

12% growth

Shareholders' equity



+ 48%

Share price



Note:

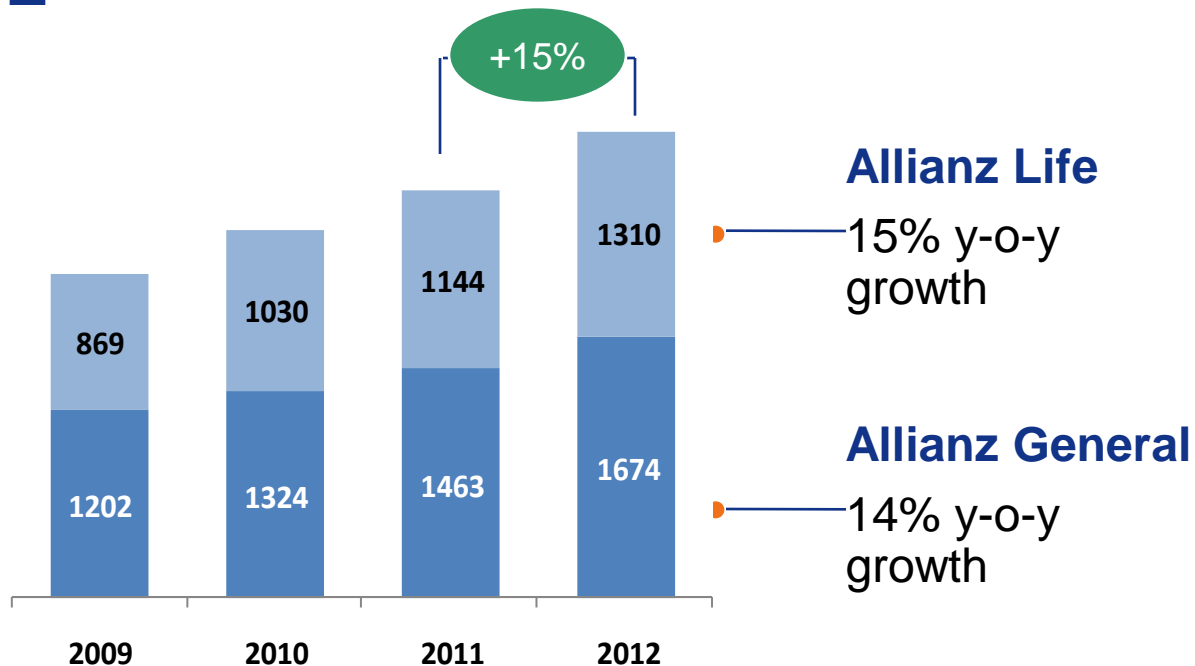
All figures as per December 31, 2012

Percentage increases compare to December 31, 2011

Strong top line growth in life and general ...

Gross Written Premium (GWP) (RM 'mil)

- Life Insurance
- General Insurance



Allianz Life is one of the fastest growing life insurers in Malaysia

Allianz General is the largest conventional general insurer in Malaysia with 11% market share**

** Source: ISM Market Performance Report Jan-Dec 2012

... outperforming the market

Ranked **no.1**

	GWP	Market share	Growth 2012/11
Allianz General ¹	RM 1674mil	11%	14%
Total market	RM 15.2bil		8%

Ranked **no.6***

	New business	Market share	Growth 2012/11
Allianz Life ²	RM 302mil	7%	14%
Total market	RM 4.6bil		2%

Ranked **no.5****

	New business	Market share	Growth 2012/11
Allianz Life agency	RM 285mil	8%	13%
Total market	RM 3.6bil		-2%

1. Source: ISM statistics

2. Source: LIAM statistics

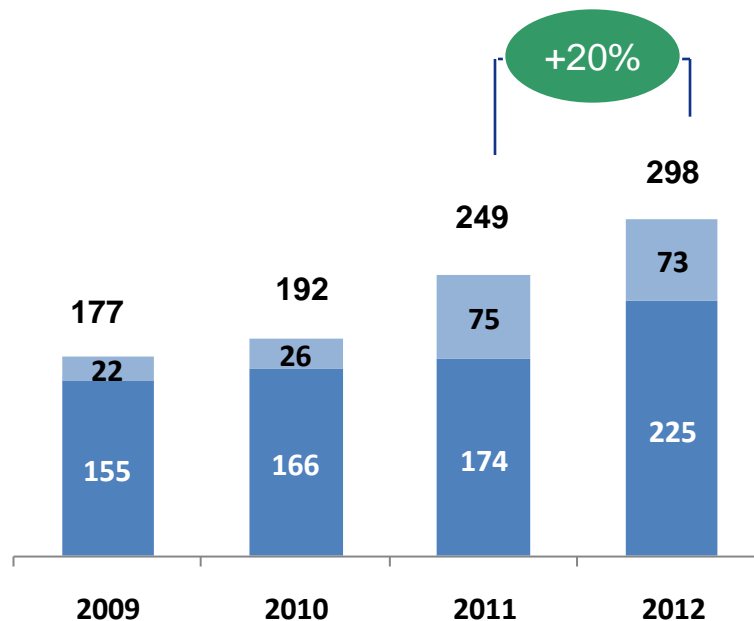
* Based on Individual NB contribution (RP +10%SP)

** Ranked no.3 for investment-linked business

Profitability increase outgrows revenue, totaling RM 298mil

Profit before tax (RM 'mil)

- Life Insurance
- General Insurance & holding AMB



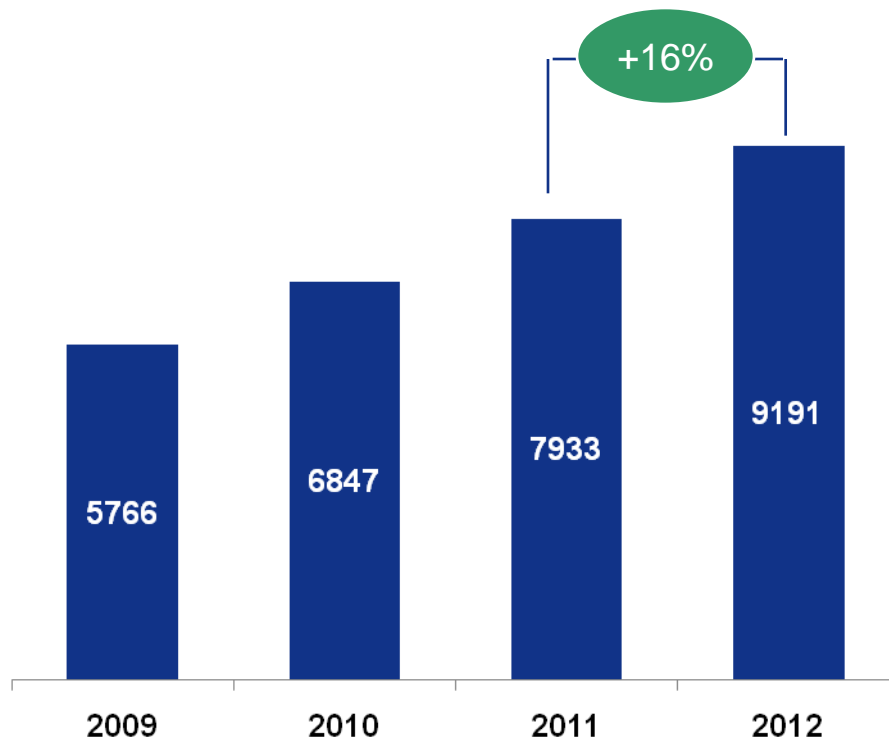
Allianz Life's profit is driven by its profitable product portfolio managing new business strain and claims from medical portfolio

Allianz General's increase in profit is attributed to excellent underwriting results

Note: The financial results of 2011 has been restated upon transition to Malaysian Financial Reporting Standards framework on 1 January 2012

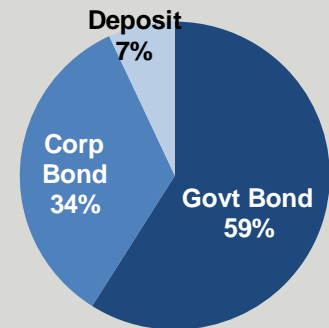
Allianz Malaysia's total assets reach RM 9.2bil

Total assets (RM 'mil)

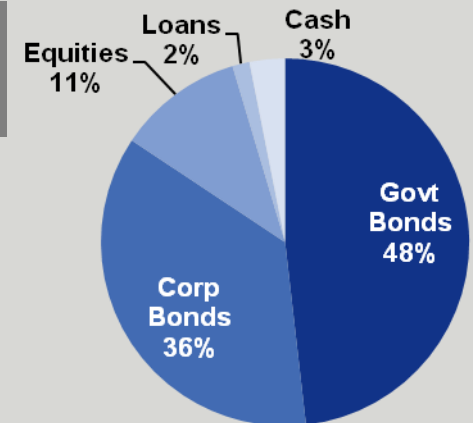


Investment portfolio mix

General Fund

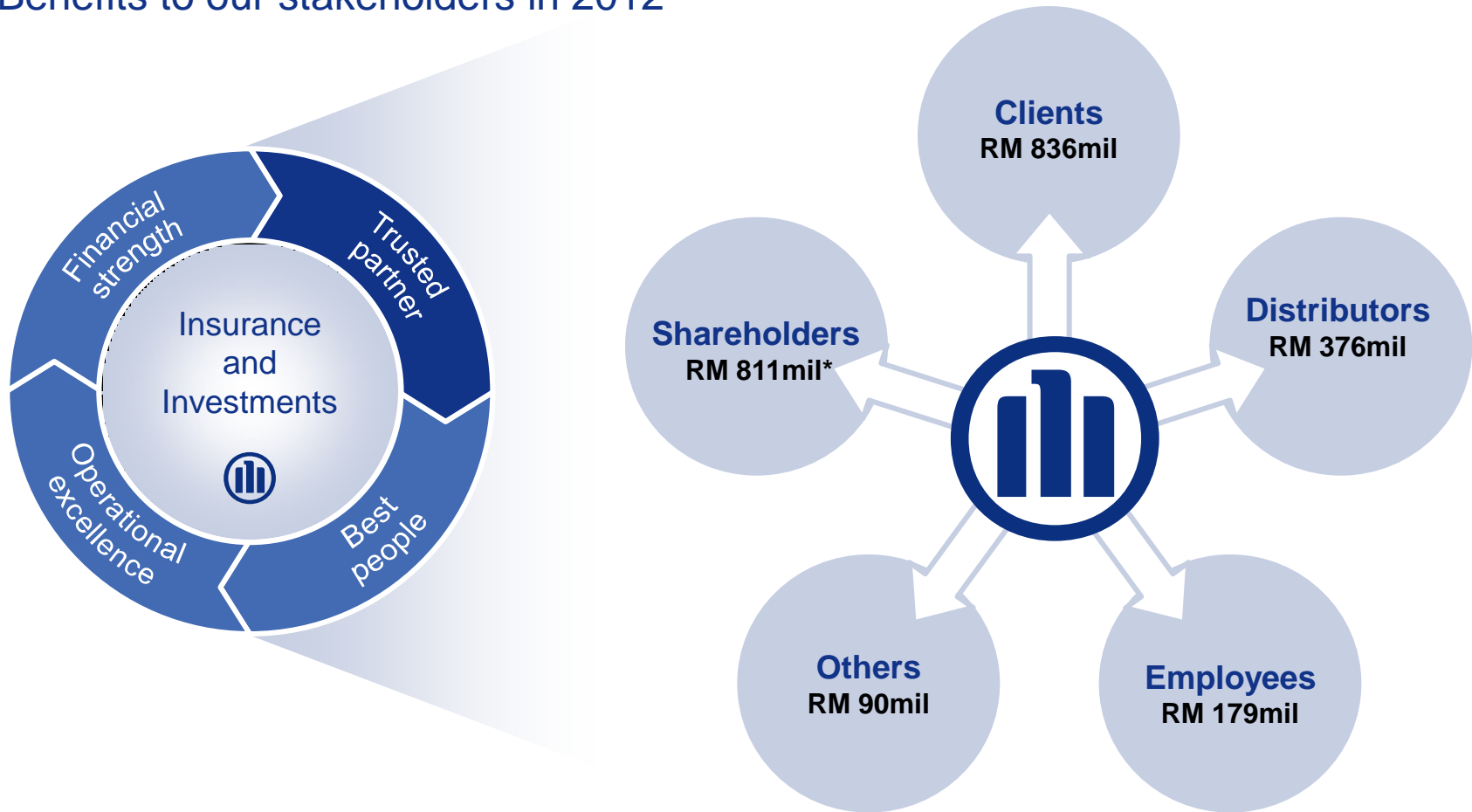


Life Fund & Shareholders Fund



Allianz Malaysia: Trusted partner for all stakeholders

Benefits to our stakeholders in 2012

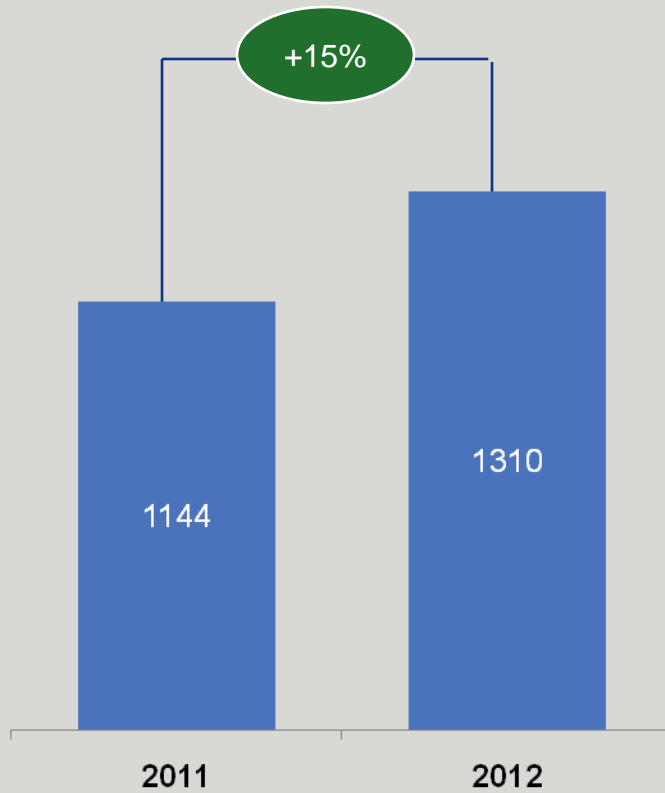


* Share price increase in 2012 and proposed dividend payment



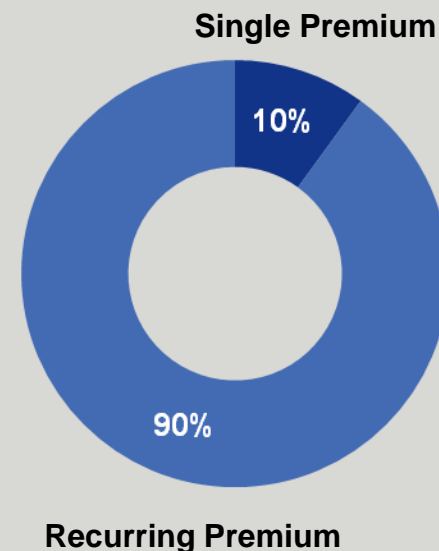
Allianz Life: Strong top line growth supported by robust agency distribution with focus on profitable regular premium business with good persistency

Gross Written Premium (RM 'mil)



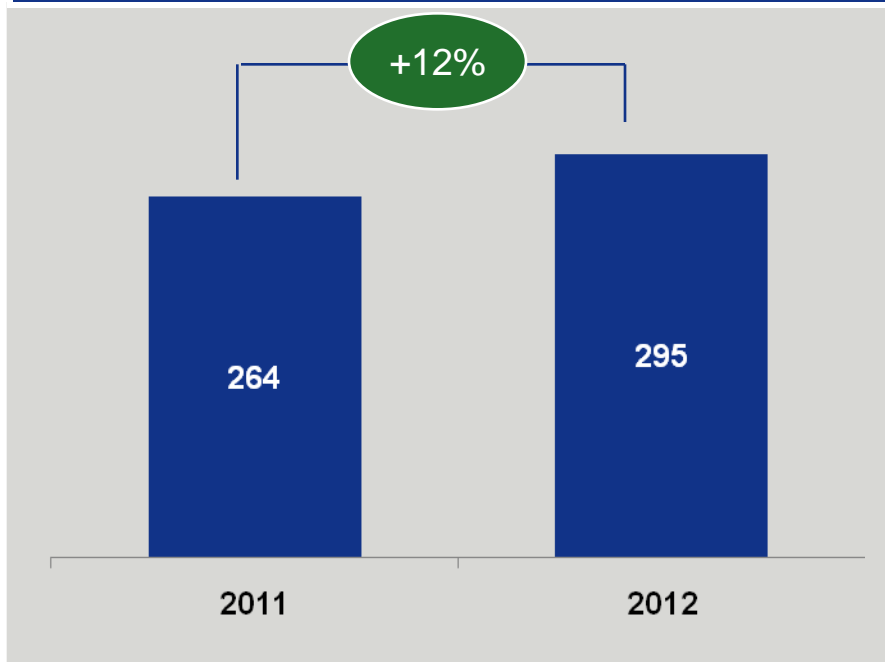
Portfolio mix

GWP 2012

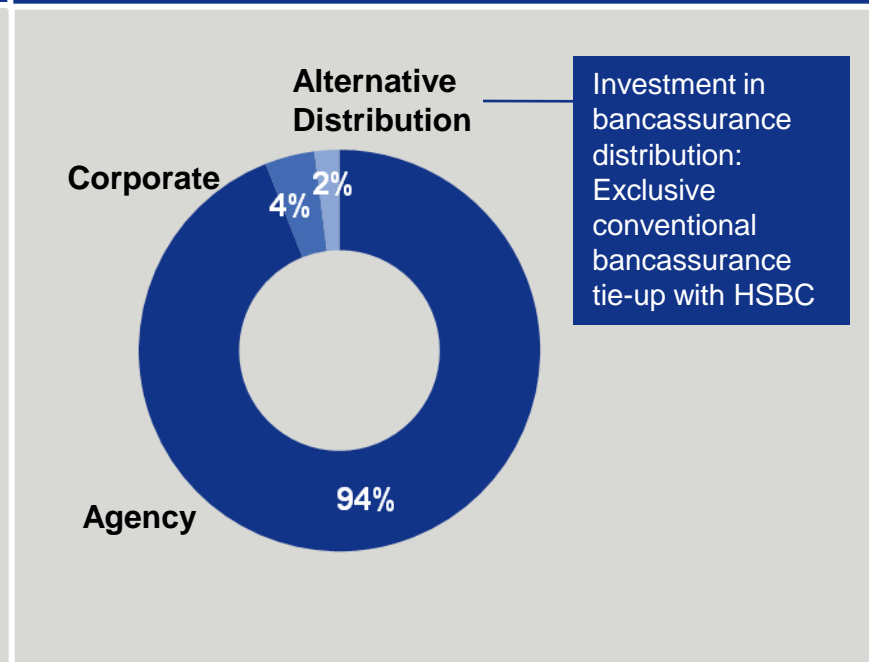


Allianz Life: Higher new business growth from agency channel

Annualised New Premium (ANP) (RM 'mil)



ANP channel mix 2012

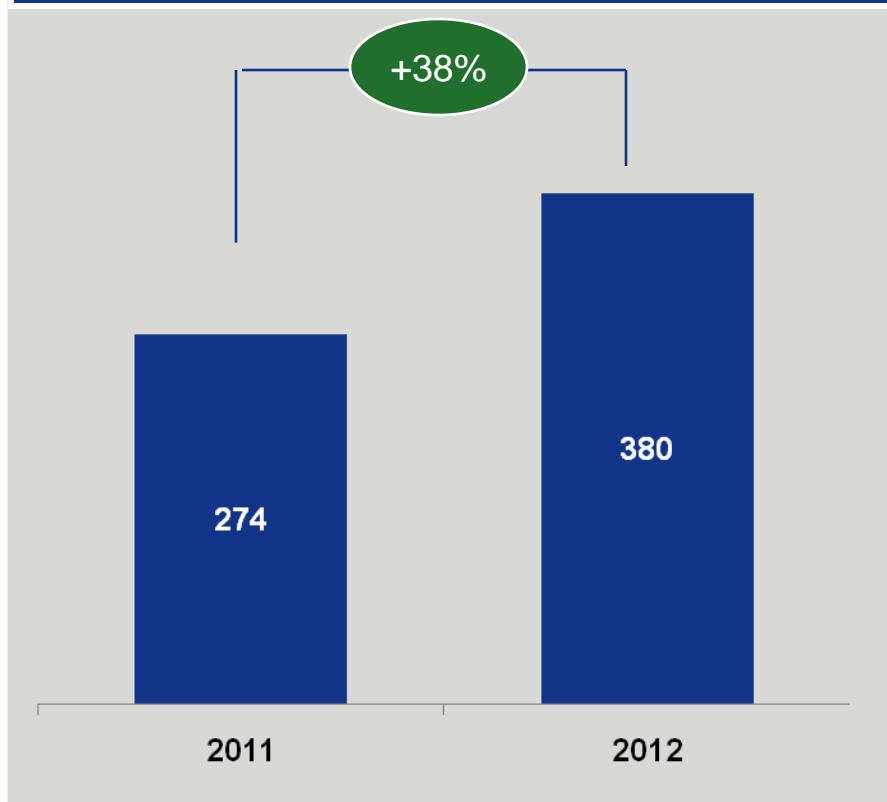


Bancassurance	2012 Market Share
Allianz Life	1%

Note: ANP comprises all recurring premiums and 10% of single premiums

Allianz Life: Shift to investment-linked products continued in 2012

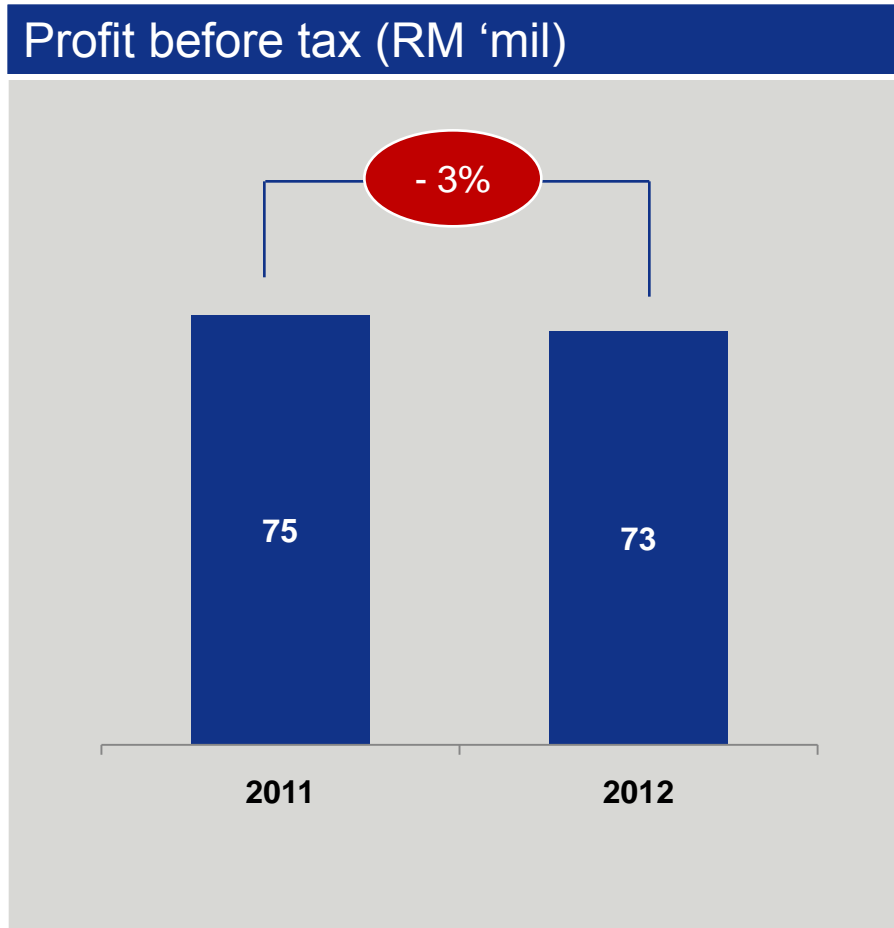
**Gross Written Premium (RM 'mil)
Investment-linked business**



**Annualised New Premium (RM 'mil)
Investment-linked business**



Allianz Life: Managing new business strain (ANP 12% growth) and repricing medical portfolio



Surplus transfer from life fund to shareholders fund in 2012 of RM 8mil (2011: RM 18mil). The surplus was retained to support business expansion (bancassurance distribution)

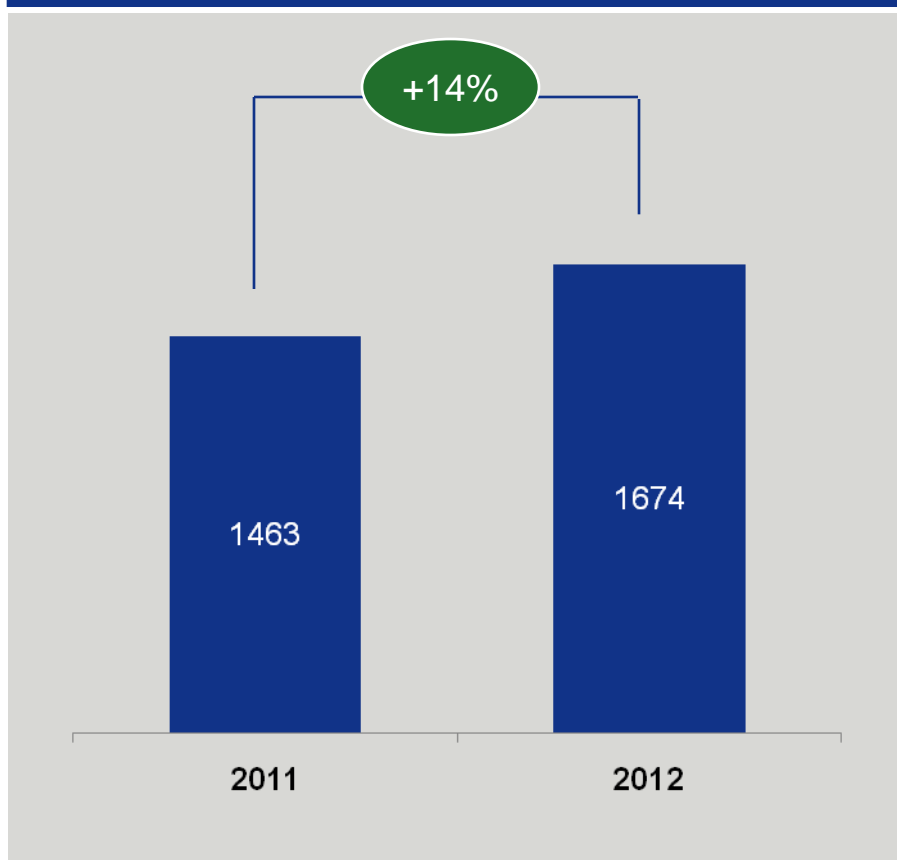


3

General Business

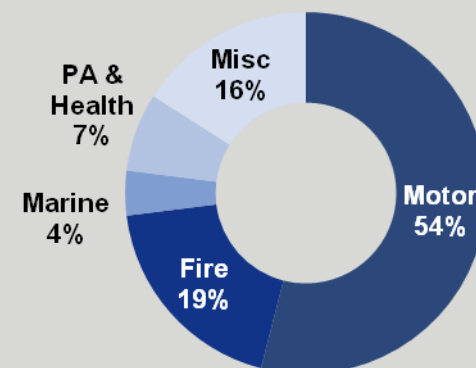
Allianz General: Double-digit growth driven by a diversified distribution and a balanced product mix

Gross Written Premium (RM 'mil)

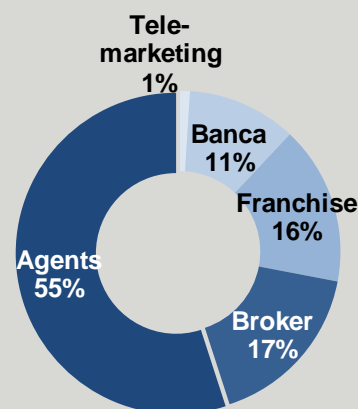


Distribution channel & product mix

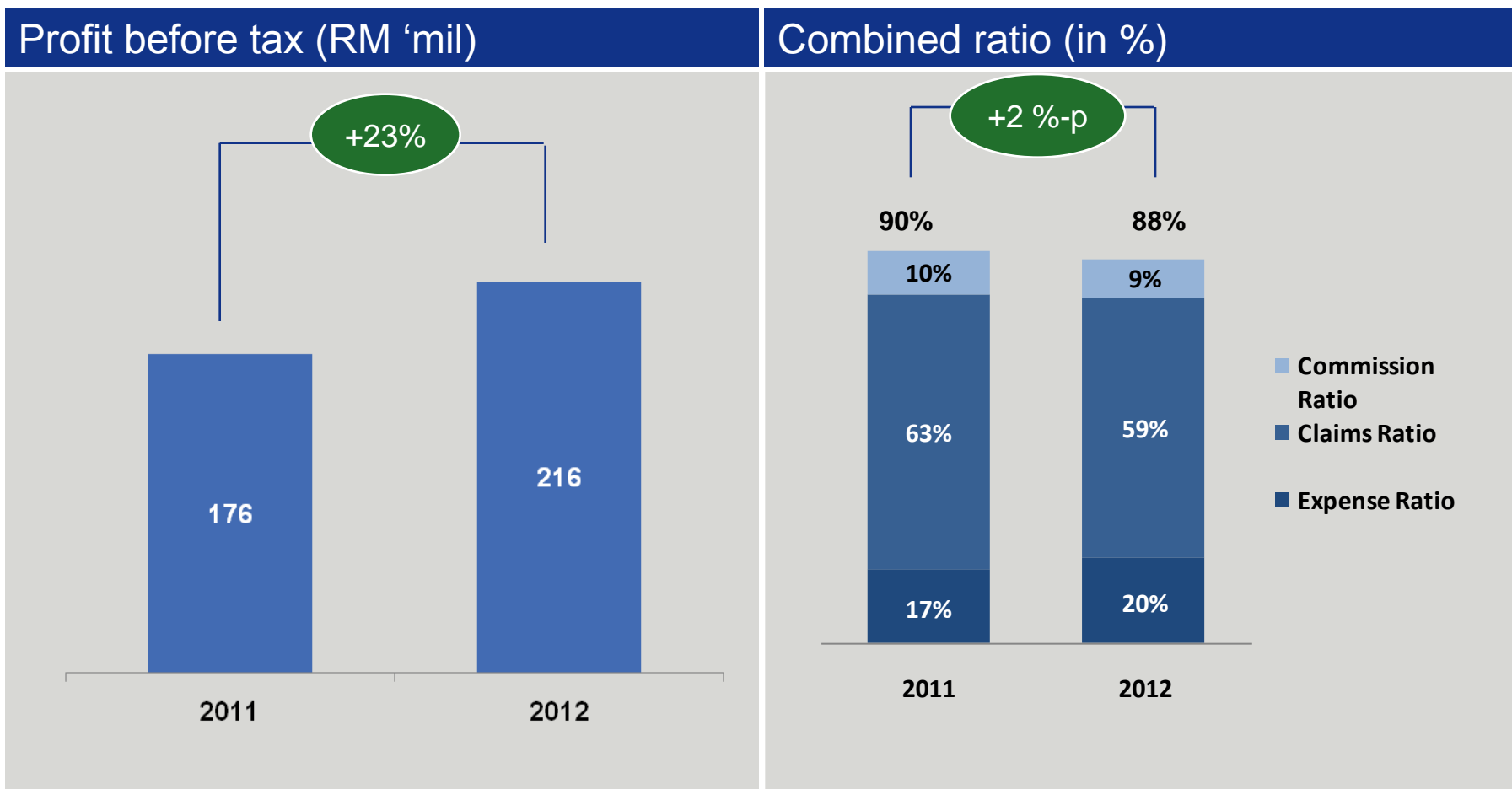
Product mix 2012



Distribution channels 2012



Allianz General: Strong profitability





Our strategic priorities moving forward

1 Becoming the insurance retail leader

- Continue to embark on growth strategies and expand distribution reach
- Continue to strengthen our professional agency force

2 Be the loyalty leader

- Improve our operational capabilities to deliver better customer service
- Develop and offer comprehensive insurance solutions to penetrate a wider market segment
- Invest in brand engagement activities

3 Increase and sustain profitability

- Sustain our profit margins through better risk selection and enhanced operation efficiencies



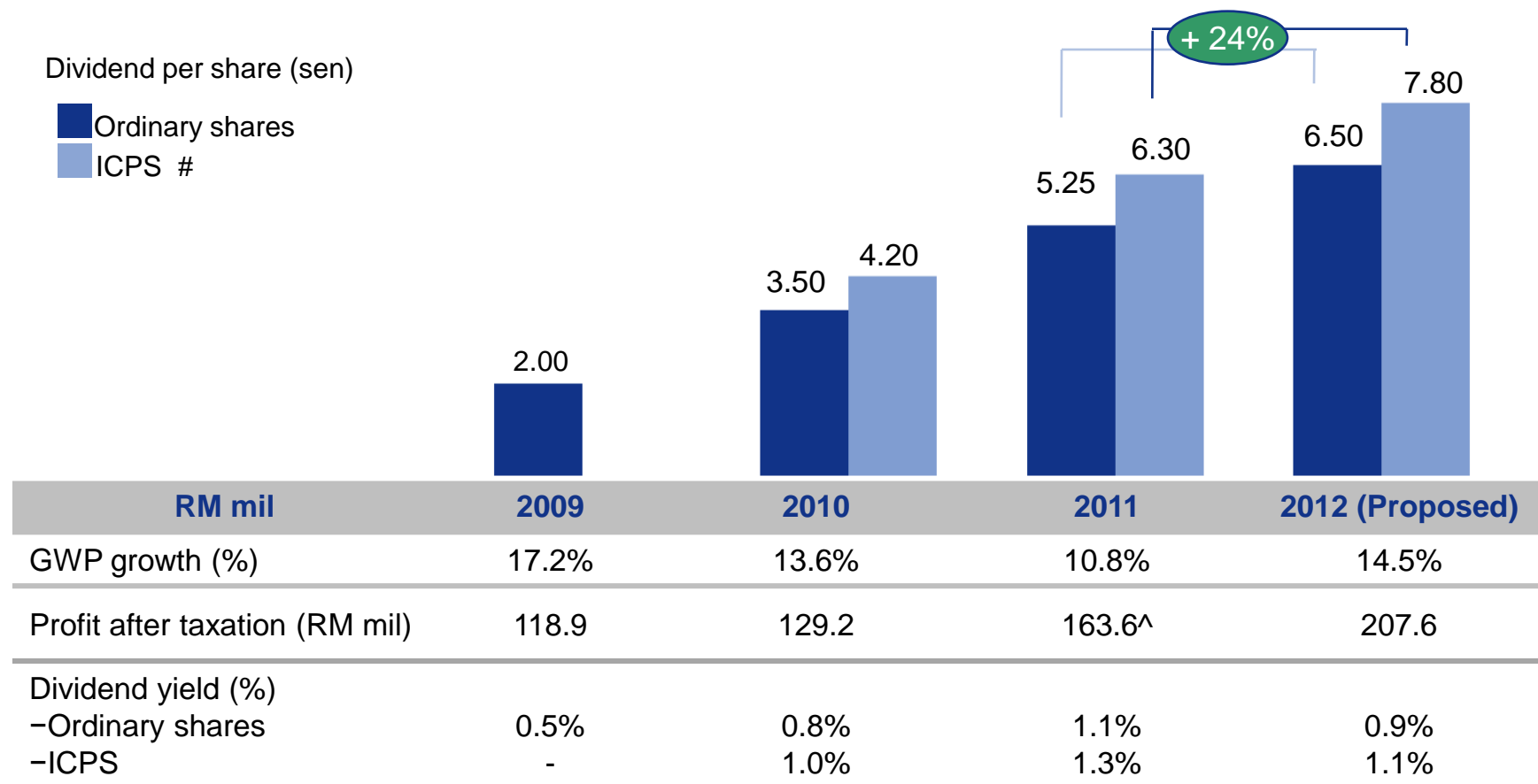
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Dividend + Capital
Requirement

Dividend proposal reflects strengthening of capital base

Dividend per share (sen)

■ Ordinary shares
■ ICPS #

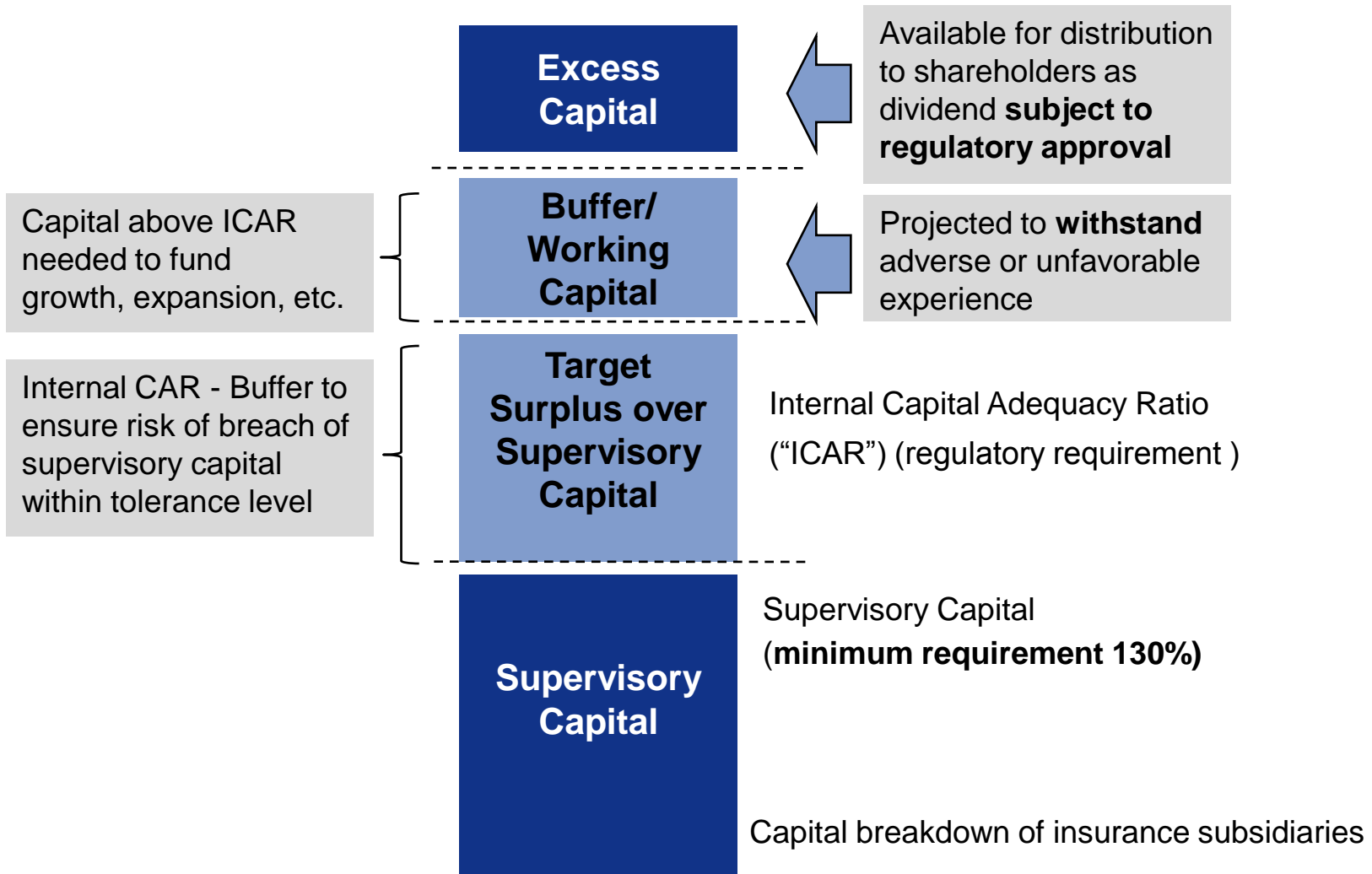


ICPS listed on the main market of Bursa Securities on 6 August 2010

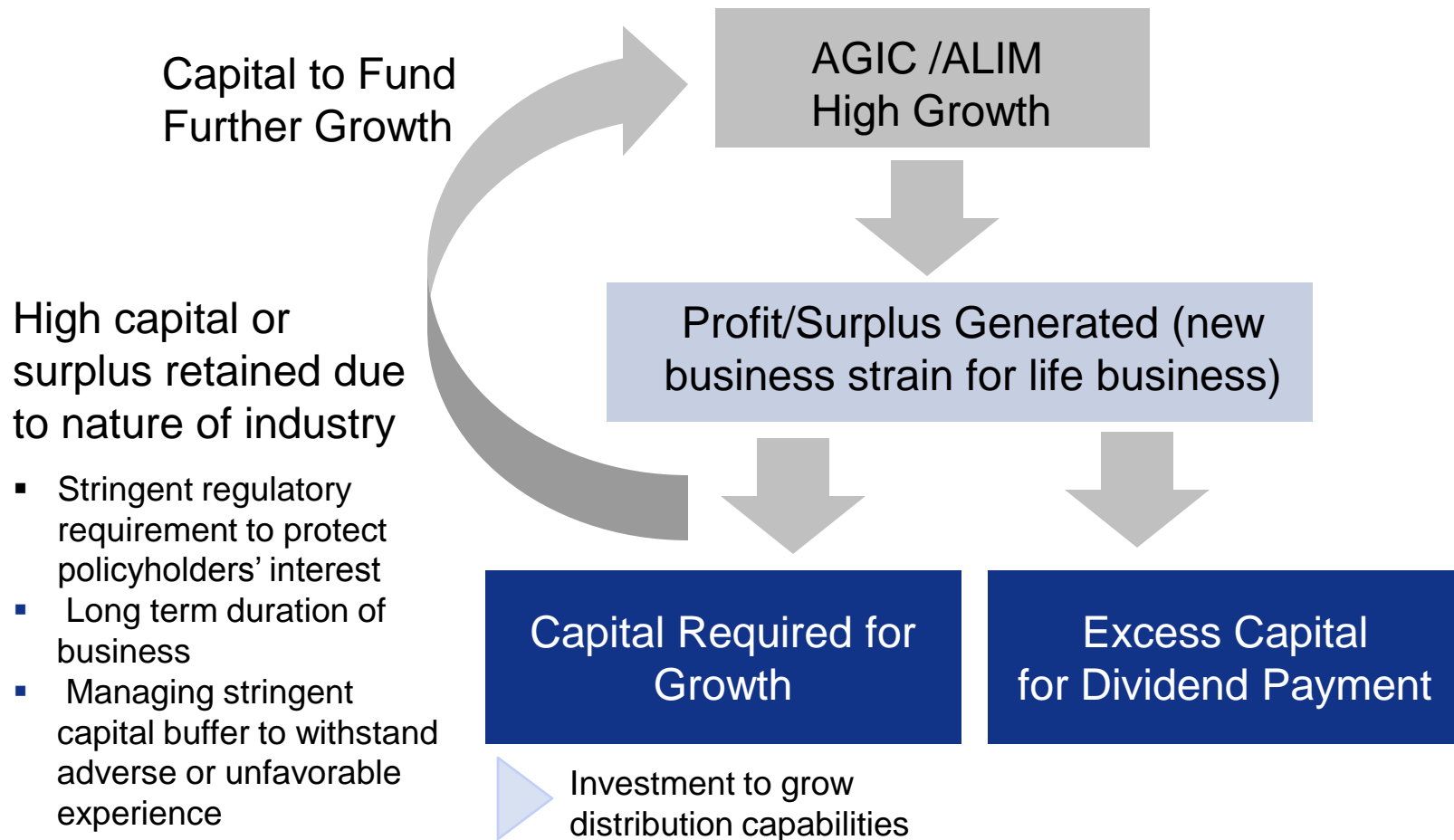
[^] The financial results of 2011 has been restated upon transition to Malaysian Financial Reporting Standards framework on 1 January 2012

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





6

Sustainable
Development

Strategy and management

Sustainable development for us means combining long-term economic value creation with a holistic approach to corporate governance, environmental stewardship and social responsibility.

Managing corporate responsibility




Structure of the sustainability report



Economic

- 
- 92% renewal rate for fire insurance
 - 614 staff attended Customer Focus trainings
 - 50,000 Facebook fans
 - Over 2.5 million customers in 2012

Environment

- 
- Added renewable energy into our insurance portfolio
 - 63 trees worth of paper recycled
 - -37% carbon emissions per employee since 2006

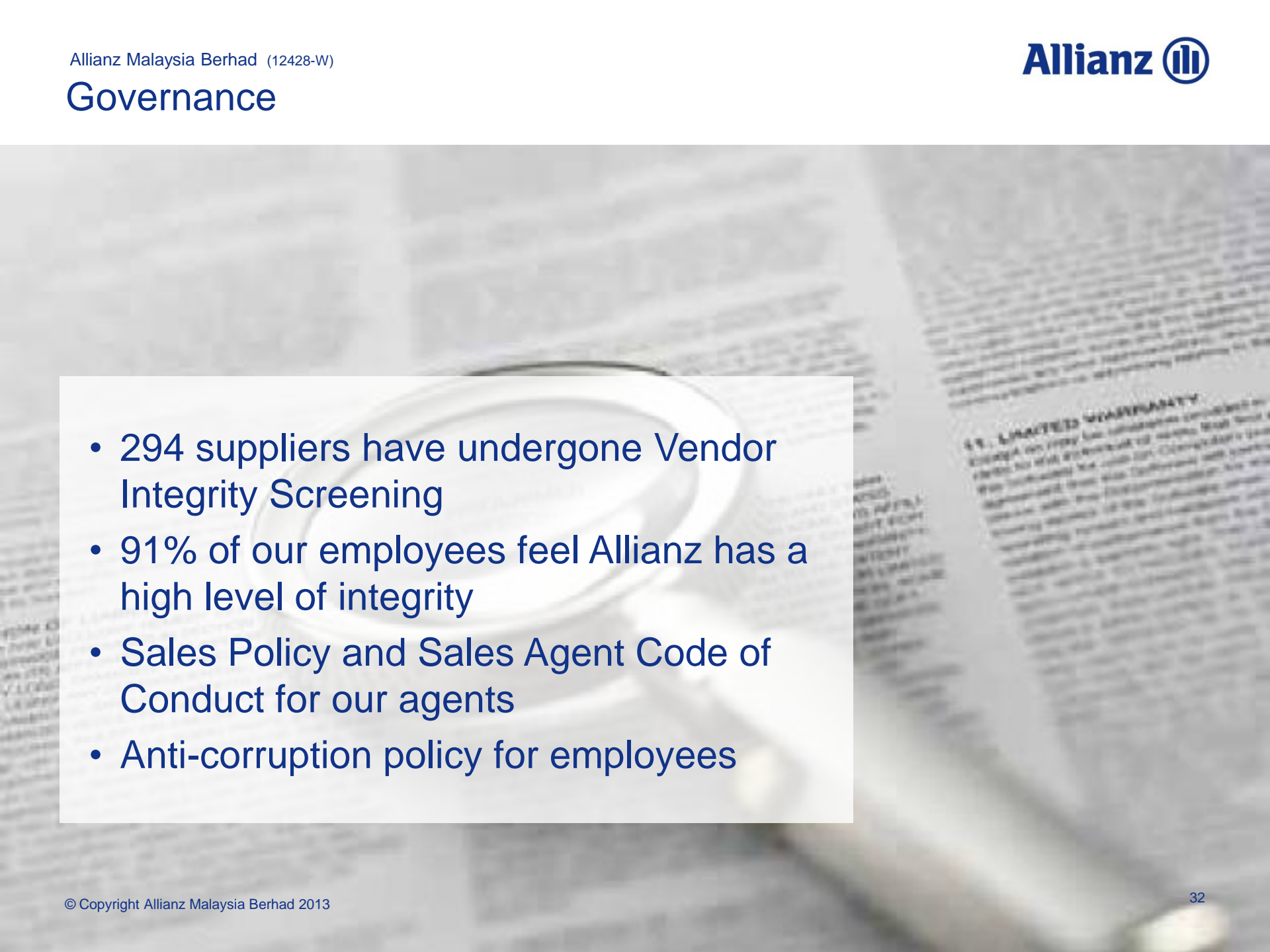
Social – Our people

- 76% employees attended trainings
- Long service awards to 132 employees
- 92% of employees say they are proud to work for Allianz
- 55% management positions held by women

Social – Our society

- 
- More than 500 volunteers nationwide
 - Over 700 students reached through My Finance Coach
 - 38 road safety advocacy campaigns
 - RM453,018 raised for 29 charitable organisations

Governance

- 
- 294 suppliers have undergone Vendor Integrity Screening
 - 91% of our employees feel Allianz has a high level of integrity
 - Sales Policy and Sales Agent Code of Conduct for our agents
 - Anti-corruption policy for employees



Thank You

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. The company assumes no obligation to update any forward-looking statement.

No duty to update.

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