



PARIS-BRUSSELS-BERLIN AXIS: THE NEW DRIVING FORCE OF THE EU?

- After the series of elections in The Netherlands, France, Germany, Austria and Italy, is Europe weakening?
- On your marks for the 2019 EU elections: what are the different scenarios and how do you create awareness

BURKHARD OBER
Head of Public Policy, Head of the European Affairs Office
ALLIANZ SE - EUROPEAN AFFAIRS OFFICE



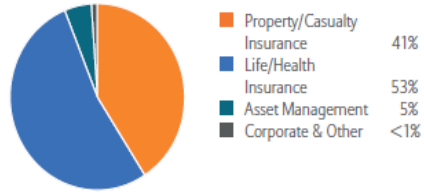
ALLIANZ AT A GLANCE

1st ANNUAL FORUM
GLOBAL PUBLIC AFFAIRS FORUM
September 28, 2018 | PARIS

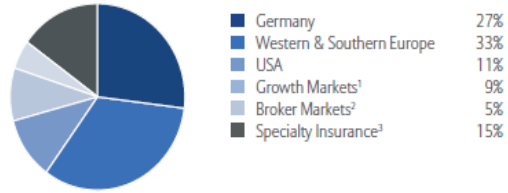
FINANCIAL RESULTS

Revenues Allianz Group 2017: EUR 126.1 bn

by segments

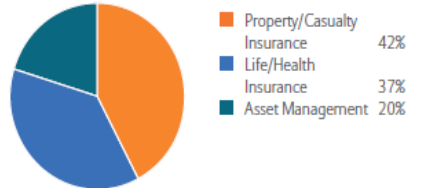


by regions

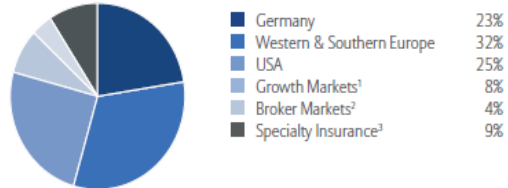


Operating profit Allianz Group 2017: EUR 11.1 bn

by segments⁴



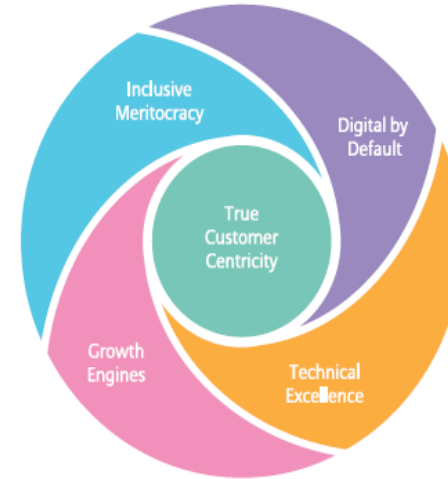
by regions⁴



The Allianz Group is a global financial services provider with services predominantly in the insurance and asset management business. 88 million retail and corporate clients in more than 70 countries rely on our knowledge, global presence, financial strength and solidity. In fiscal year 2017 over 140,000 employees worldwide achieved total revenues of 126.1 billion euros and an operating profit of 11.1 billion euros. Allianz SE, the parent company, is headquartered in Munich, Germany.

OUR STRATEGY

Our Renewal Agenda comprises five strategic initiatives:



- 1 True Customer Centricity** | Make superior customer experience the top priority for all our customers
- 2 Digital by Default** | Move from selected leading assets to become "Digital by Default" everywhere
- 3 Technical Excellence** | Create superior margins, innovation and growth through best talents and state-of-the-art skills
- 4 Growth Engines** | Systematically exploit new sources for profitable growth
- 5 Inclusive Meritocracy** | Re-inforce a culture where both people and performance matter

OUR STRENGTHS

- Among the top 3 Property and Casualty insurers globally
- Among the top 5 Life/Health business globally
- Among the top 5 asset managers globally
- Global leader in credit insurance
- Worldwide leader in travel insurance and assistance services
- One of the leading corporate insurers globally

Please note: The data provided is as of December 31, 2016.

The information will be updated as soon as the reporting of the relevant peers' for fiscal year 2017 has been completed.

- Strong ratings:

Standard & Poor's AA Stable outlook	Moody's Aa3 Stable outlook	A.M. Best A+ Stable outlook
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- Key figures:

Combined ratio 2017 95.2%	Solvency ratio 2017 229%
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OUR
 MANAGEMENT



CEO
 Oliver Bäte



Insurance Western &
 Southern Europe,
 Asia Pacific
 Sergio Balbinot



Asset Management,
 US Life Insurance
 Jacqueline Hunt



Human Resources,
 Legal, Compliance,
 M&A
 Dr. Helga Jung



Operations,
 Allianz Services (COO)
 Dr. Christof Mascher



Global Insurance
 Lines & Anglo Markets,
 Reinsurance,
 Middle East, Africa
 Niran Peiris



Business
 Transformation,
 Insurance Iberia &
 Latin America,
 Allianz Partners
 Iván de la Sota



Finance, Controlling,
 Risk (CFO)
 Giulio Terzariol



Investment
 Management,
 ESG
 Dr. Günther
 Thallinger



Insurance German
 Speaking Countries
 and Central &
 Eastern Europe
 Dr. Axel Theis



Vorsitzender des
 Aufsichtsrats
 Michael Diekmann

OUR
 EMPLOYEES

By Region

as of 31. December	2017	2016
Germany	40,149	40,167
Rest of Europe	59,310	60,553
Asia-Pacific & Africa	26,396	25,053
America	14,698	14,480
Total	140,553	140,253

Allianz SE

Group Regulatory Affairs & Public POLICY (GRAPP) and ITS Public Policy Community

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GLOBAL PUBLIC AFFAIRS FORUM
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Giulio Terzariol
CFO

Martina Baumgärtel
Head of GRAPP

Burkhard Ober
Head of Public Policy





WHO WE ARE



Burkhard Ober
Head of Public Policy
Head of the European
Affairs Office



Anne Plöger
Deputy Head of
the European Affairs
Office
Senior Advisor



Bernd Rakers
Advisor
European Affairs



Gerrit Krämer
Head of
Supervisory
Oversight



Jacqueline Hérin
Office Manager



WHAT WE DO

“Allianz “Global Public Policy” is the team within GRAPP providing political expertise for the group on a global basis. From our main hub, the Allianz SE European Affairs Office in Brussels, we work together with business divisions, several representative offices and additional colleagues throughout the Allianz Group.

The amount of regulatory activities of legislators is steadily increasing. Allianz as a global service provider for financial services is committed to responsible corporate citizenship, i.e. to contribute expertise and positions. In this sense Allianz takes efforts to build a strong financial services community, together with all its stakeholders. This requires the development and the maintenance of long term relationships with political decision-makers and public institutions, built on mutual trust and respect.

Having this in mind, we **monitor the political landscape, analyze political developments and contribute to GRAPP's "one voice" positions. We liaise with relevant political stakeholders and develop and implement lobbying strategies for topics of key importance.** Last but not least, we are at your disposal for any kind of advice or support needed in this respect.”



IN OTHER WORDS....

Association Work

connecting people

Issue Management

discussion preparation

Providing Political Context

In-house consultants

monitoring

Lobbying

networking

Public Relations

Brand Ambassadors

analyzing

Political Contact Person

Events

Early Warning

Contact establishment and maintenance

advising

Strategic Communication

translating political messages into business and vice versa

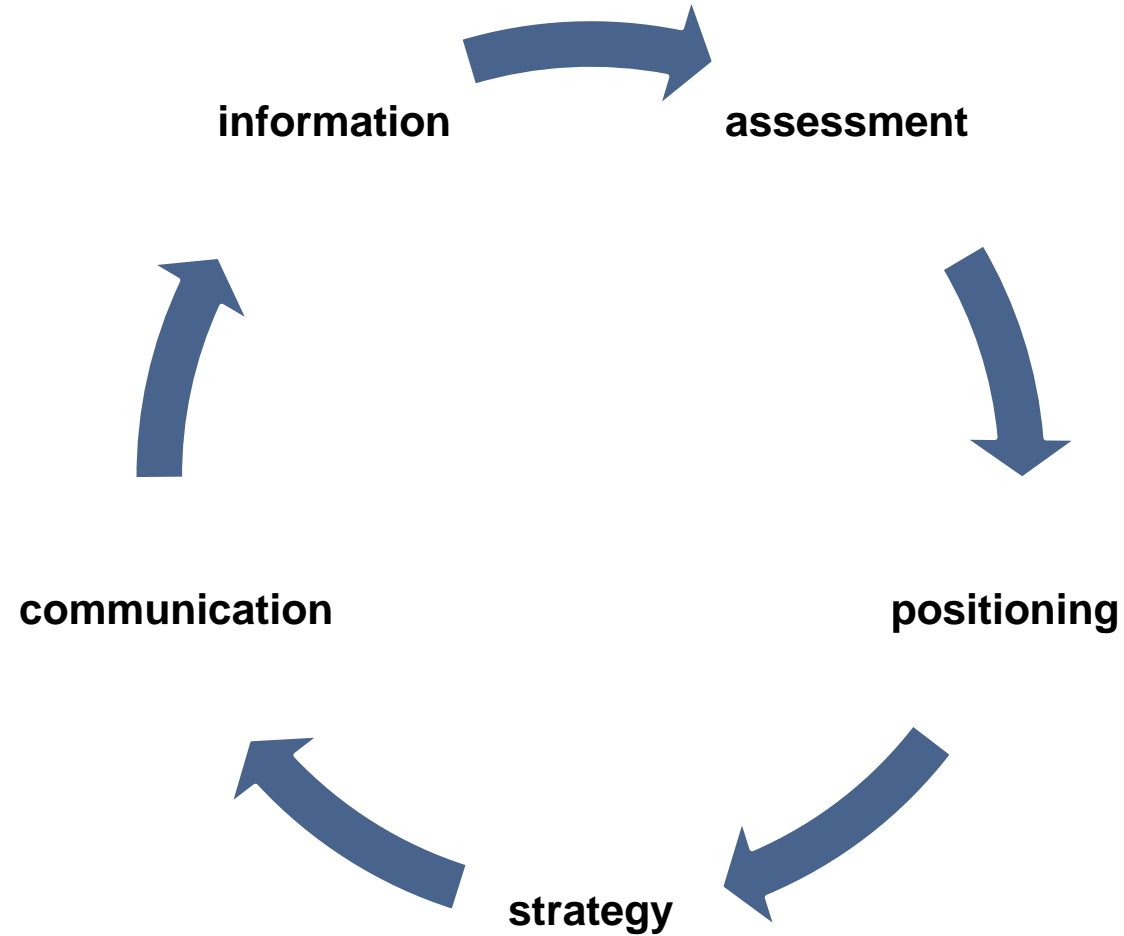
Briefings

Investor Relations



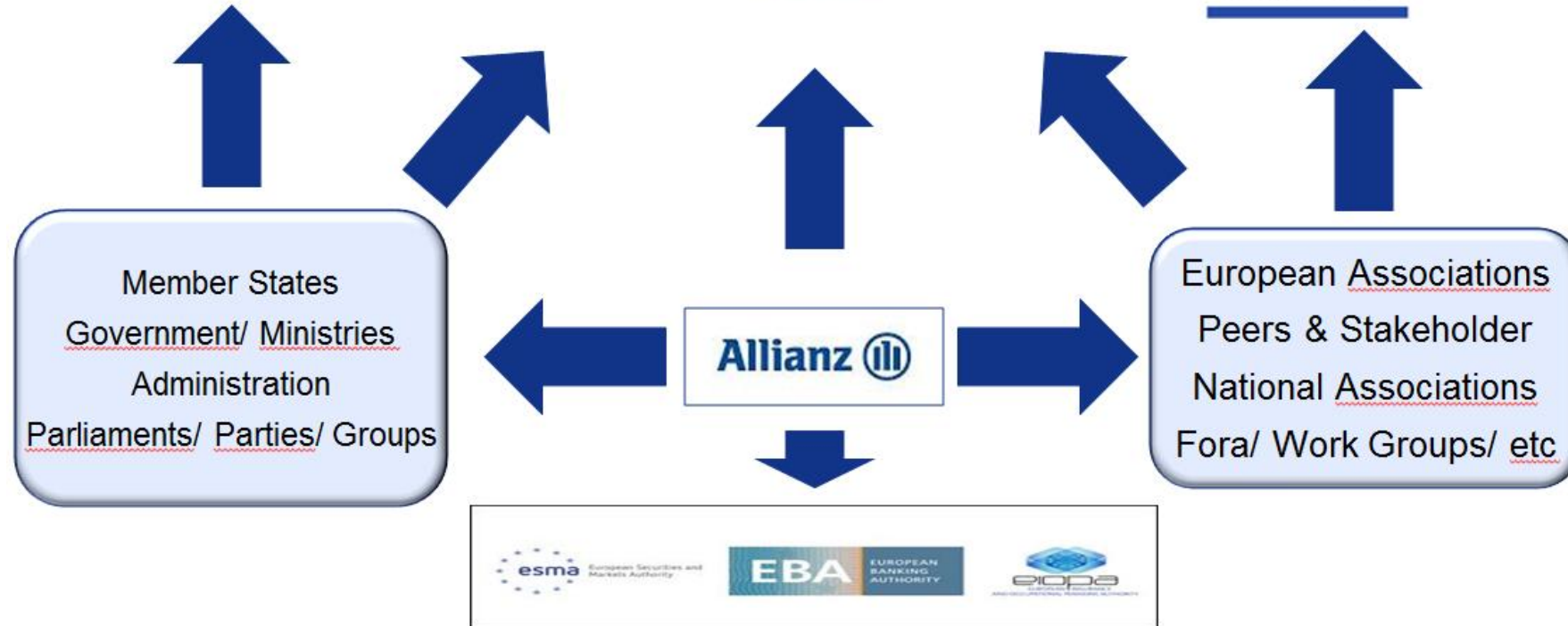


THE “LOBBY CIRCLE”

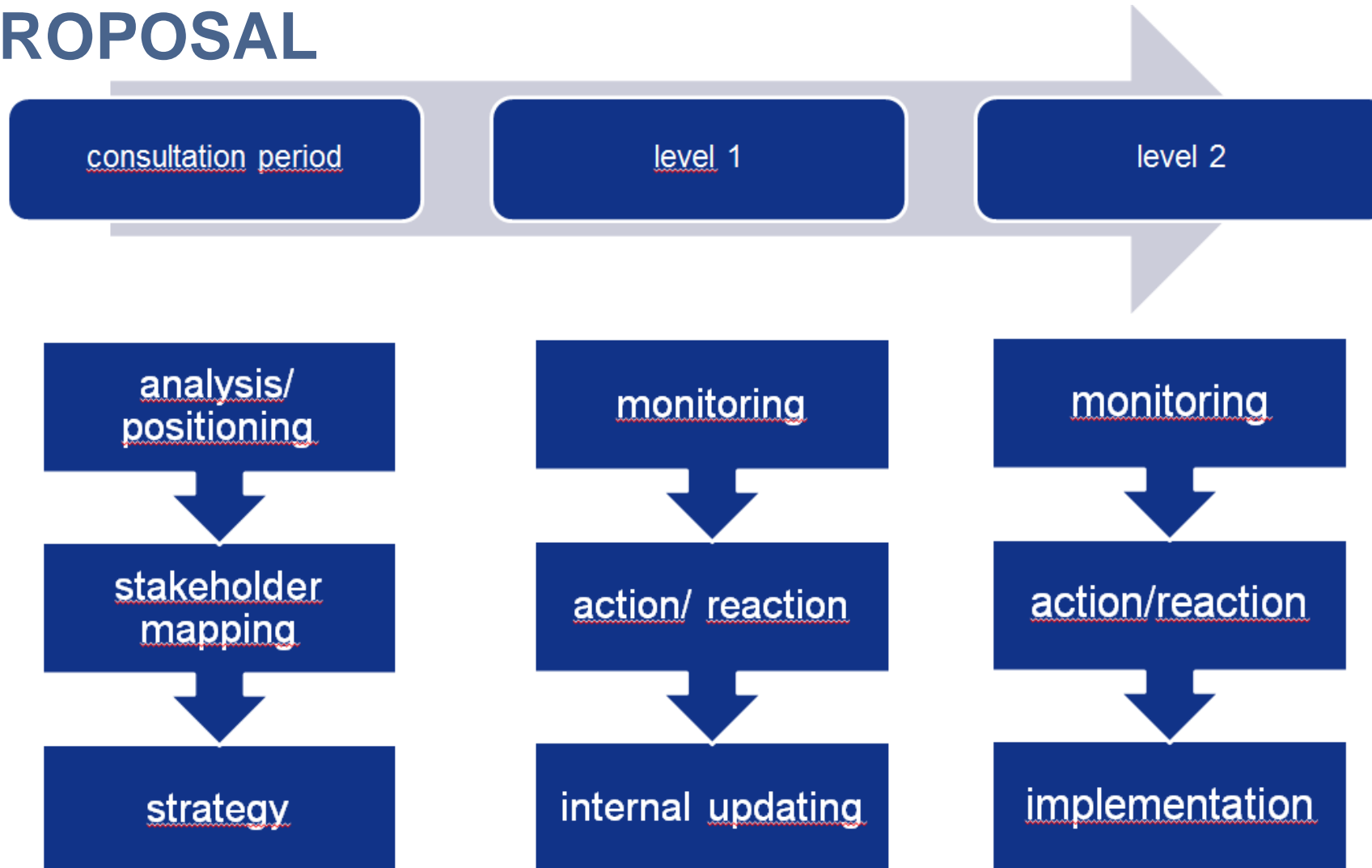




POLITICAL OUTREACH EXAMPLE: EU AFFAIRS



ACCOMPANIMENT OF A (LEGISLATIVE) PROPOSAL



POLITICAL LANDSCAPE



Macron & En Marche
Impulse for Europe



Brexit
Challenges & Changes

„Problem Children“

- Italy
- CEE
- Greece?



Trends

- Renationalization
- Anti-EU national campaigning
- Weakening of multilateral networks





EXAMPLES OF EFFECTIVE COOPERATION

- Project Group Data Protection Regulation
- Project Group PEPP
- Solvency II
- Allianz Turkey
- Allianz Global Investors (Executive Remuneration)
- Allianz SE – netting derivatives





HOW TO REACH US

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