

# AllianzGI Annual Press Conference

**Joachim Faber**

Chief Executive Officer  
London, February 29, 2008

**Allianz**   
Global Investors

## Recent turmoil in the financial services industry creates opportunities rather than threats for AllianzGI

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### Recent turmoil in the financial services industry...

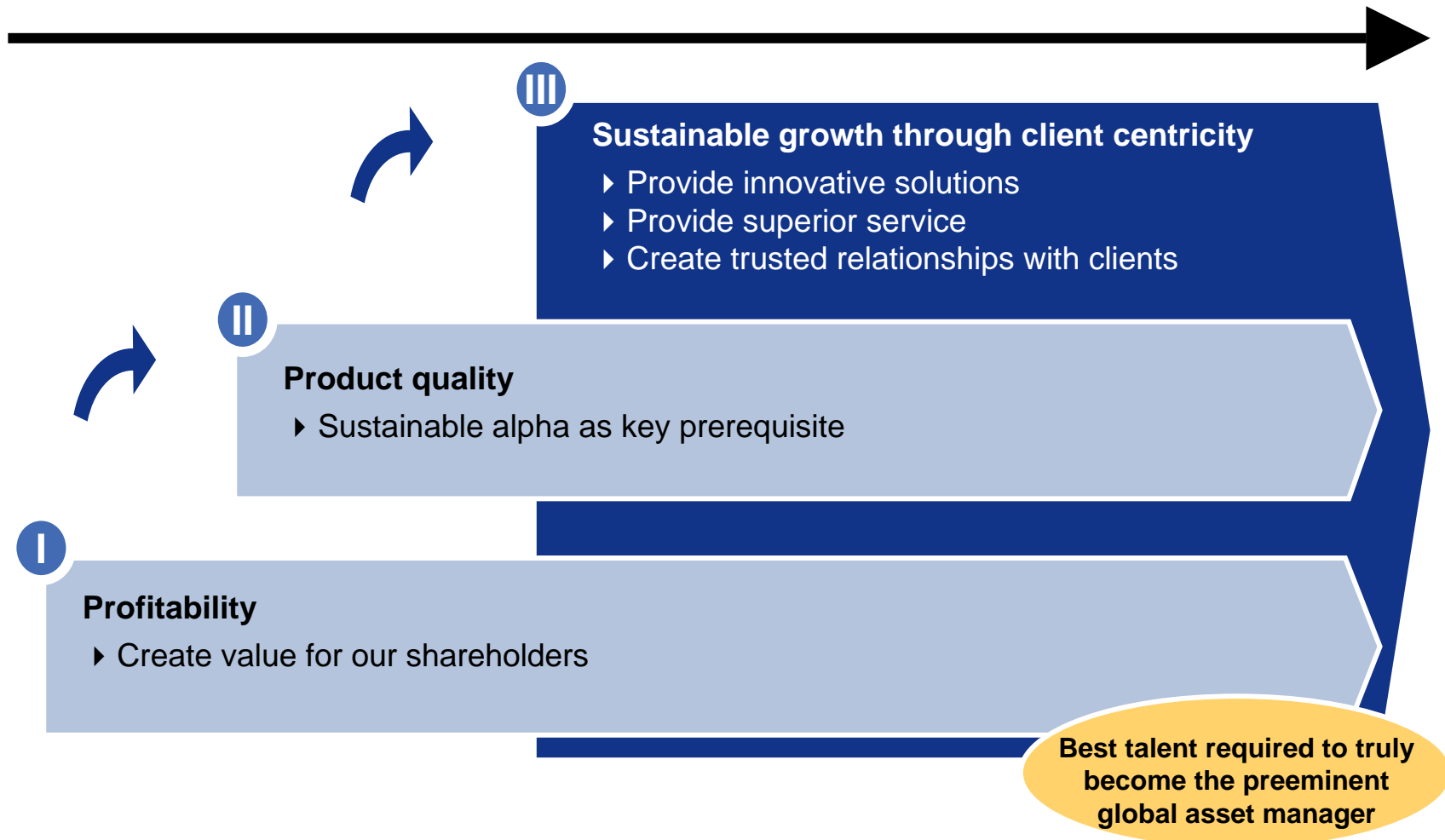
- Increased volatility of capital markets
  - Burst of equity bubble in 2001-2003
  - Most recent sub-prime crisis
- Threat of slow down of global economic growth
- Proliferation of over-engineered synthetic investment products only partially adding real client value

### ...creates opportunities rather than threats for AllianzGI

- PIMCO added strong value through cautious positioning of its portfolios in anticipation of the sub-prime crisis
- Shift in demand towards clear and transparent long-term products and client-centric solutions – financial market crisis puts reliable asset managers at a premium
- AllianzGI's approach to risk management and control will enable us to deliver on our core mission as an organization – 'To protect and enhance our clients' wealth'

# AllianzGI strategic move towards developing client-centric solutions will enable clients to better weather uncertainty in capital markets

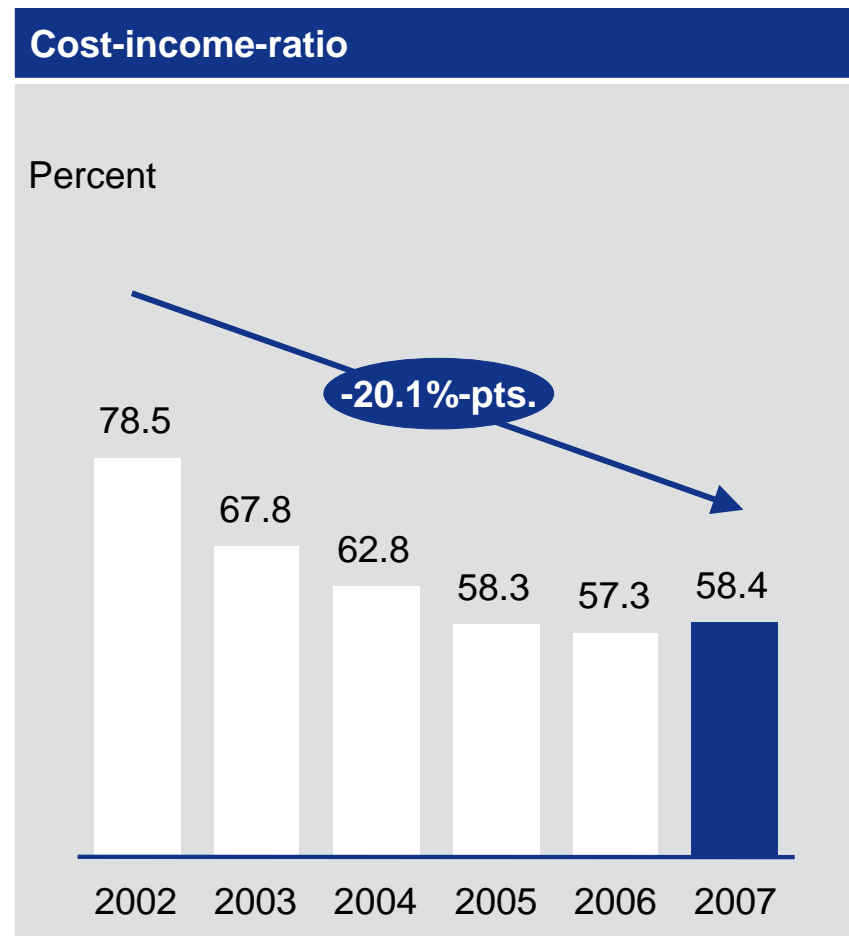
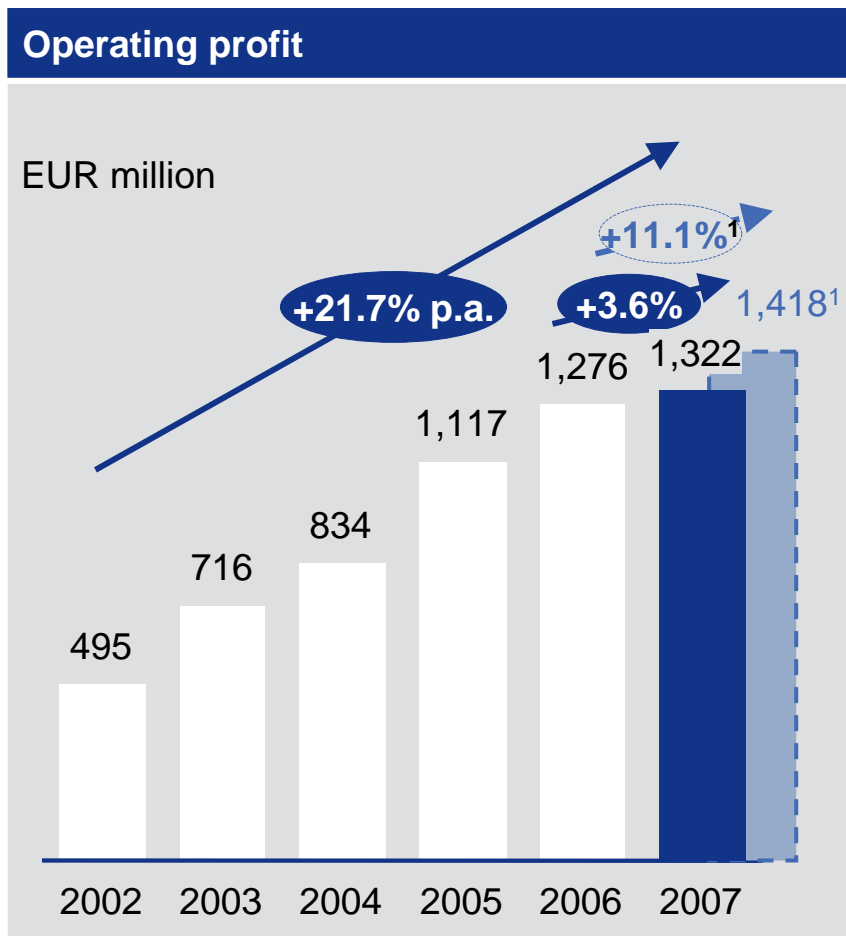
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# Profitability growth continues despite challenging market environment

## ALLIANZGI KEY FINANCIALS, 2002-2007

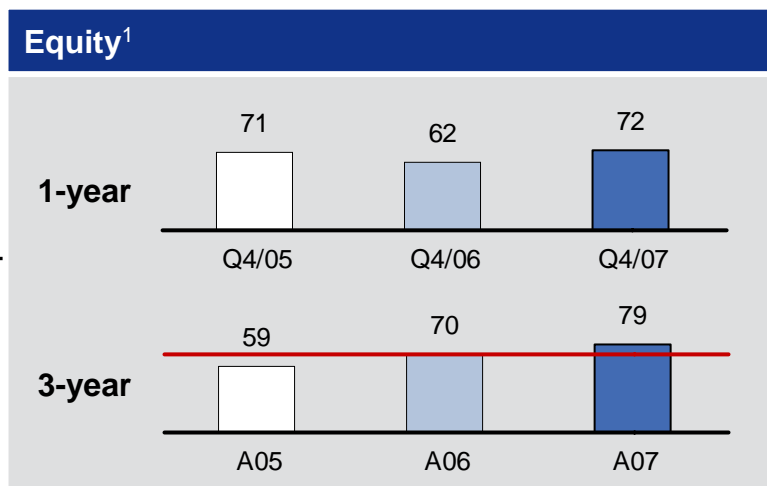
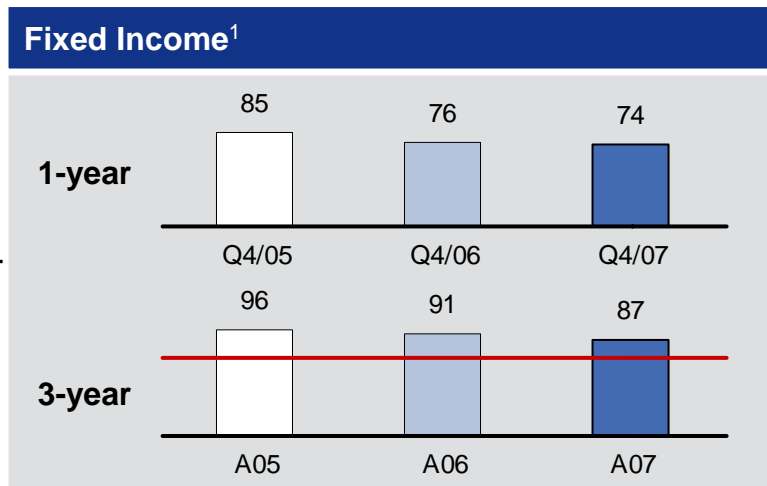
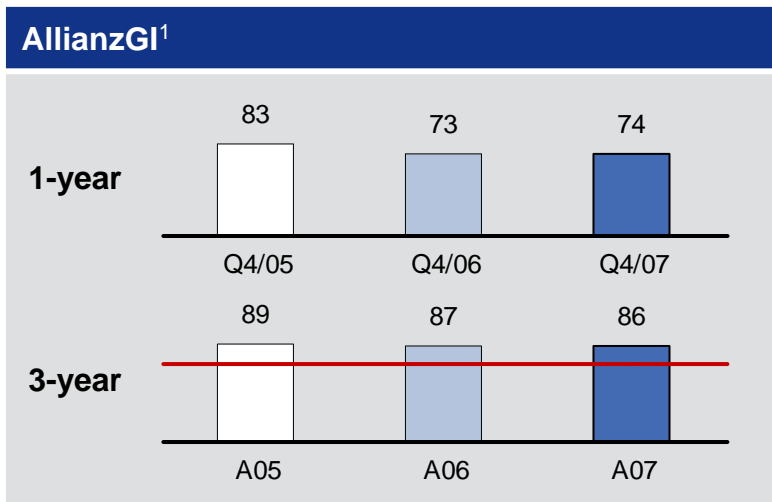
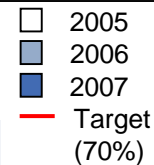


1) At actual 2006 fx-rates



## II Outstanding Fixed Income performance continues; Equity out-performance well above target level

### PERCENTAGE OF THIRD PARTY ASSETS OUTPERFORMING



1) AuM with 1-year performance benchmark (% of total):  
 AllianzGI Total: EUR 727bn (90%)  
 Fixed Income: EUR 491bn (88%)  
 Equity: EUR 113bn (81%)

## II The industry has continued to recognize the high quality of investment products produced by AllianzGI in 2007



### ***What others have said about AllianzGI funds...***

- **Morningstar** named PIMCO and Bill Gross '2007 Fixed Income Fund Manager of the Year' – the first manager to receive this award three times, after 1998 and 2000
- **Euromoney** awarded PIMCO the 'Best Third-Party Provider of Fixed Income Portfolio Management Services in Asia' in the 2007 Private Banking Survey
- Leading German financial magazine **Capital** confirmed the 5-star rating for AllianzGI Germany for excellence in fund management, performance, and selection
- In Asia, 7 out of a total of 16 **Lipper Pension Fund Awards** went to AllianzGI Hong Kong

### ***Highlights of our performance in 2007...***

- **PIMCO Total Return Fund** in the US outperformed the Lehman Aggregate Bond Index by 160 basis points – it remained the world's largest bond fund with now USD 112 billion in assets under management
- **RCM's Global Equity Fund** received positive ratings from several global investment consultants
- **RCM's Global EcoTrends** fund led its peer group with a performance of 53.8% in 2007
- **NFJ International Value Fund** ranked 1 of 132 for 1-year, 1 of 90 for 3-year, and 1 of 76 since inception by Lipper
- 95% of **NACM** products ahead of benchmark over a 3-year period



## III Recent product innovations and investment solutions offered by AllianzGI entities – Examples



### PIMCO

- Absolute return strategies (e.g., Fixed Income Arbitrage)
- Portable alpha strategies (e.g., CommoditiesPLUS, StocksPLUS)
- Asset allocation products (e.g., All Asset Funds)
- Liability Driven Investment (LDI)

### RCM / risklab

- Systematic multi asset/ strategy (e.g., Allianz All Markets Funds)
- Systematic multi asset protection (e.g., Absolute Return Product Balanced)
- 'Autopilot' target date/ return funds (e.g., Allianz-dit FinanzPlan)
- Structured products (e.g., Allianz-dit derivative funds, 130:30 active extension investments)
- Liability Driven Investment (LDI)

### NFJ

- Dividend Interest & Premium Strategy Fund (closed-end)

### Product innovation at AllianzGI

### OpCap

- Alpha Overlays
- Defensive Equity
- Performance Guarantee Product

### NACM

- (Global) Equity & Convertible Income Fund
- Emerging Markets Systematic
- US Systematic Large Cap Growth 130/30

### Allianz Alternative Asset Management

- Hedge FoF (Long/Short Equity & Multi-strategy)
  - Phenix
  - Blue Eagle
  - Argos

## Business highlights 2007



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- Mohamed El-Erian rejoined PIMCO as Co-CEO and Co-CIO in January 2008 – continuing to strengthen our investment leadership and expertise
  - AllianzGI Germany maintained position as the country's largest asset manager and continued to further develop its institutional business, with increasing market share every year since 2001
  - AllianzGI Taiwan enjoyed record-breaking fund launches – the AllianzGI Global Demographic Trend Fund reached its EUR 230 million ceiling in one day<sup>1</sup>; the agriculture fund raised EUR 150 million during its IPO, a record for this style of product in the Taiwanese market
  - RCM's Global EcoTrends fund series now attracted over EUR 2 billion in Germany, Taiwan, Korea, and the United States since its inception in May 2006

Excellence in client service reflected in independent retail and institutional client survey results (e.g., Greenwich, Dalbar)

1) September 13, 2007

## Conclusion

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### **Key takeaways...**

- AllianzGI continues its successful path of profitable growth
- Fixed Income performance regained historically high levels
- Equity building consistent 1<sup>st</sup> quartile track record with 79% of assets outperforming their benchmarks
- AllianzGI position as a trusted adviser to our clients continues to be developed through our superior client service and client centric product solutions

**END**

## Disclaimer

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