Active is: Allianz Global Investors

Value. Shared.

Allianz
Global Investors

Active is the most important word in our vocabulary.

It doesn’t just describe how we manage your money at Allianz Global Investors.

It defines our entire approach as a business, from the enthusiasm and entrepreneurial spirit of our employees, to our self-critical assessment of performance.

Active is: Allianz Global Investors

Active is:

Creating and sharing value

But what does it actually mean to create and share value? In what ways does this make us different?

We believe it requires us to deliver on four critical dimensions:

1. Investment and advisory alpha
2. Customised solutions
3. Global resources and local delivery
4. Superior client experience

01 Investment and advisory alpha

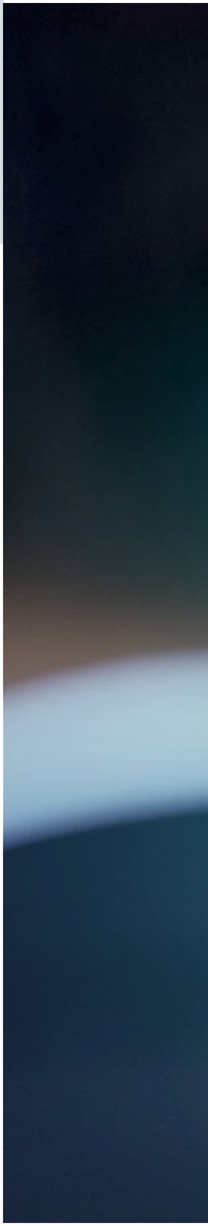
Active is:
Putting clients front and centre

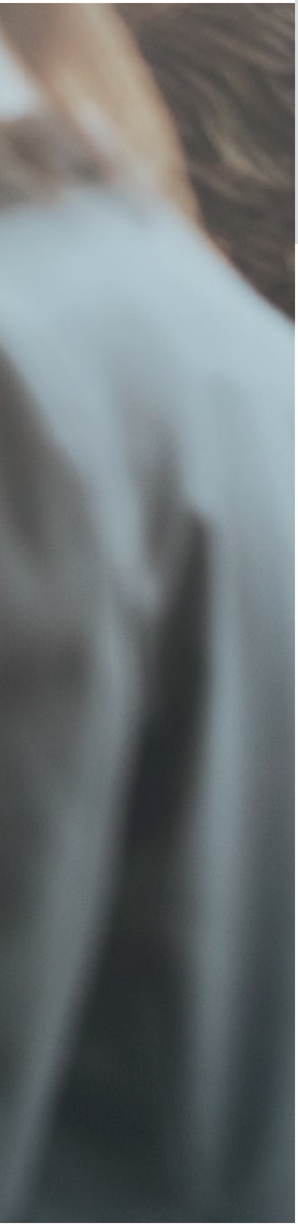
Our focus is on you. Deep, long-term relationships with clients are fundamental to our success, and always have been. It's the Allianz Global Investors way. Build, and keep building.

And this commitment stems from one of our core values – respect. We treat clients as our partners and strive to deliver a superior client experience based on principles of fairness and decency.

As your partner we will always aim to exceed your expectations.

The way we approach our relationships and undertake our business is integral to our success in protecting and enhancing the value of our clients' assets.





Active is: Investing with conviction

Our commitment to active asset management is unambiguous. Whatever the asset class, geographic scope or investment style, we are always active.

Our active offering encompasses equities, fixed income, multi-asset and alternatives, with convictions based on local and global market insight.

Underpinned by strong data, vast experience and a culture of risk management, our broad offering translates into real choices to meet your investment needs.

A deep understanding of local markets and global trends, combined with confident execution, drives our pursuit of consistent and superior investment returns.

We have the resources, strategies and solutions

Our offering translates into a wealth of choices, supported by strong data and vast experience. Risk management is intrinsic to our culture: we see risk as an opportunity. Our mission is simple: to protect and enhance the value of your assets.

We manage over 550 billion euros* of assets on behalf of institutional and retail clients globally. In our quest to deliver exceptional long-term performance, we draw on investment expertise that covers different asset classes and investment styles. We collaborate across teams and geographies to generate proprietary insights and solutions tailored to client needs.

* as at 30 September 2019

Active investment solutions	
Equities	Value, core, growth, risk-optimised, sector and speciality
Fixed income	Core, high yield, convertible, credit, aggregate, advanced fixed income, emerging market debt, sovereign
Alternatives	Options strategies, commodities, infrastructure debt, infrastructure equity, private debt, private equity, volatility, global macro, long/short equities, merger arbitrage
Multi-asset	Global tactical asset allocation, target date and target risk, risk management overlay, risk parity, liability-driven investments, tail risk hedging

Advisory capabilities
Asset allocation
Portfolio construction
Alternatives advisory
Insurance advisory
Risk management solutions
Asset-life solutions
Pension solutions

Representative list of investment strategies and solutions.
Not all strategies and solutions are currently available in all markets.

02 Customised solutions

Active is:
Solving, not selling

Every client we meet has different goals and different motives, so it makes perfect sense that we tailor our investment offering accordingly. We are committed to finding the right solutions for you.

How do we do this? By drawing on our global investment and advisory expertise, together with our experience in product innovation, to address your specific investment needs. By enquiring, listening and sharing. And by being as open and transparent as we can be.

We have built our business on an extensive range of investment capabilities and a record of product innovations to meet clients' varied needs on their terms.

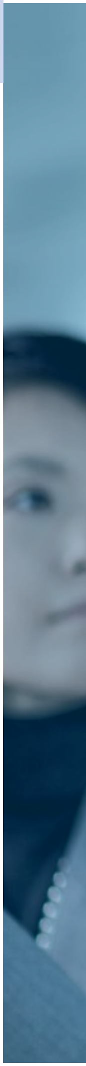
Active is:
Asking the relevant questions

To serve you to the best of our abilities we need to ask searching questions. So we start every client relationship by asking what you want to achieve. You'll find we're as keenly interested in the smallest detail as the big picture.

Once we understand, we act. Often this involves intensive research because experience tells us that research-led investments deliver the greatest long-term gains.

And just as we won't hesitate to ask the big questions, we will always be clear about how we intend to achieve your goals. The best client relationships are built on regular and active dialogue.

Our value proposition as an active asset manager is based on exceeding expectations, so we place as much emphasis on understanding client needs as on investment opportunities.



03 Global resources and local delivery

Global means local

Our global reach – with 25 offices worldwide – is one of our greatest competitive advantages. Beyond the geographical coverage this offers, our progressive model of managing investments at a local level ensures a far more personal, client-focused service.

670+
relationship managers

800+
investment professionals

10+
years average tenure of portfolio managers

USA • Boston • Dallas • Miami • New York • San Diego • San Francisco

Europe • Brussels • Frankfurt • London • Luxembourg • Madrid • Milan • Munich • Paris • Rotterdam • Stockholm • Zurich

Asia Pacific • Hong Kong • Kaohsiung • Shanghai • Singapore • Sydney • Taichung • Taipei • Tokyo

Data as at 30 September 2019

Active is:
Sharing insights

Our culture is open, democratic and collaborative.
Our investment professionals don't operate in silos or in direct competition. They work together across multiple asset classes and geographies to strengthen portfolios.

Research is key. By sharing information and encouraging an active client conversation we can deliver invaluable insights and more innovative investment ideas.

As our business has grown more complex and global we have come to expect more from our research teams. We require our analysts to work closely with portfolio managers to understand better how research can contribute to each strategy.

A world of insights on a single platform

In today's complex investment landscape our long-term commitment to proprietary research enables us to achieve a clear information advantage.

Sound infrastructure helps, too. By having a single global investment platform we make sharing insights seamless and instantaneous.

Grassroots® Research is a division of Allianz Global Investors that commissions investigative market research for asset-management professionals. Research data used to generate Grassroots® Research reports are received from independent, third-party contractors who supply research that, subject to applicable laws and regulations, may be paid for by commissions generated by trades executed on behalf of clients.
*LDI = Liability-driven investing; RMO = Risk management overlay

One global investment platform
linked by shared research
and trading

04 Superior client experience

Active is:
Going the extra mile

In any business it's important to look beyond pure economic gain. So we want to form a strong team with you. Together we can create value, and share in those rewards.

We believe every conversation, and every interaction, counts. The client experience – your experience – should be more than just mutually rewarding: it should exceed your expectations.

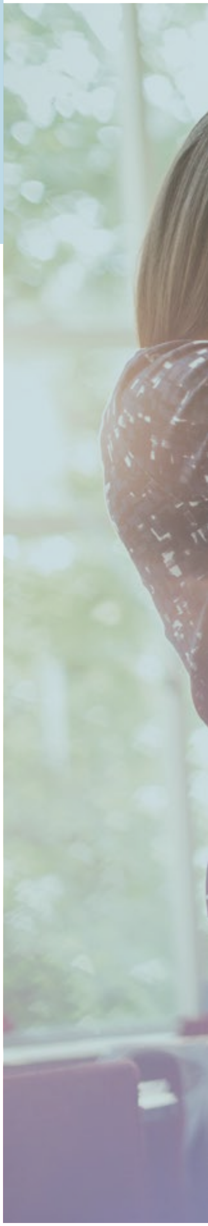
That extra mile is always the toughest but often the most rewarding.

Active is: Staying the course

We're here for the long haul. Stamina and dedication are in our DNA. As part of Allianz Group we invest on behalf of one of the world's largest and most financially robust organisations, with a heritage of excellence dating back to 1890.

We've survived earthquakes, wars and global financial crises with our reputation intact. You can count on us to partner with you, however sophisticated your needs, and however distant your investment horizons, until your goals are met.

Being part of Allianz Group, we can offer clients the confidence that comes with a significant anchor investor in long-term infrastructure investments.



Why partner with us?

01

Investment and advisory alpha

Putting clients front and centre
We are focused on developing deep, long-lasting client relationships.

Investing with conviction
Our commitment to active management is unambiguous, our execution confident.

02

Customised solutions

Solving, not selling
We address your specific investment needs with a solutions-led approach.

Asking the relevant questions
We begin by enquiring and listening; once we understand, we act.

03

Global resources and local delivery

Sharing insights

Our collaborative approach to research across regions and asset classes creates an information advantage.

Single platform for success

Local teams manage assets utilising access to a single global investment platform.

04

Superior client experience

Going the extra mile

We gauge our success by exceeding your expectations.

Staying the course

As part of a global company with a strong heritage we are here to partner with you, whatever your needs.

Active is:

Allianz Global

Investors

Visit us at
allianzgi.com/our-firm

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twitter.com/AllianzGI_view

Connect with us on LinkedIn
linkedin.com/company/allianz-global-investors

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