



WHAT UNITES US?

**CONFIDENCE
IN THE FUTURE**

 Press Conference

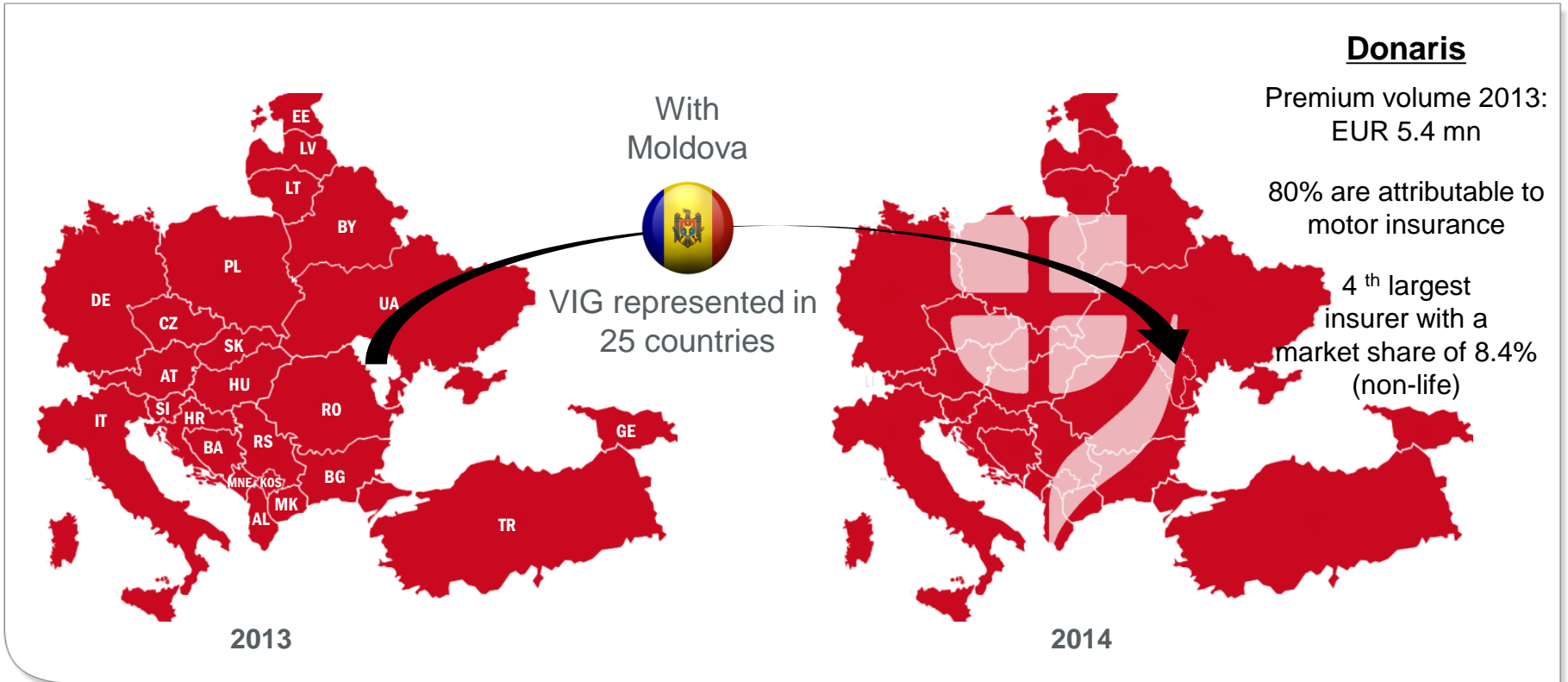


Vienna Insurance Group Annual result 2013

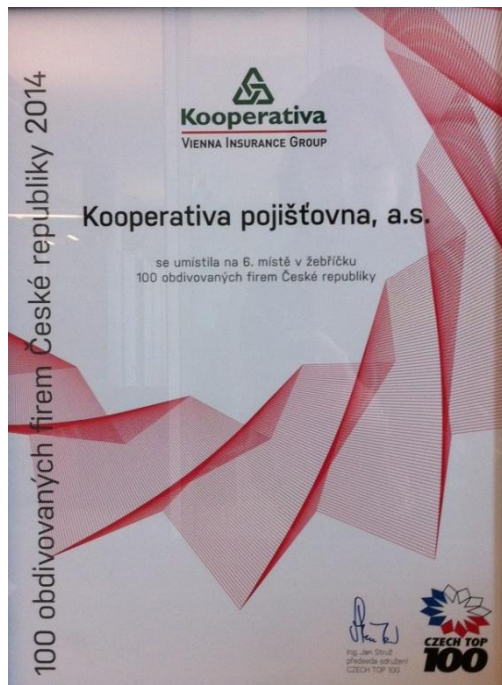
Vienna, 10th April 2014

With Moldova last country to be covered in CEE

Acquisition of Donaris completed



Czech Republic - Kooperativa



Kooperativa ranked 6th amongst
the most admired companies **in**
the **Czech Republic**

and

1st

in the financial industry

Best recruiter: bronze quality seal for VIG

Taken measures are now bearing fruit



- Optimization of the VIG recruiting process
- Extensive relaunch of the VIG career lounge on the internet
- Development of a VIG personnel marketing-line: „Diversity of the VIG“
- Expanding the offering of training and education (holding und group)
- New company partnership with the Master Class CEE, a training course of the University of Vienna



Social commitments

Social commitment, exemplary list



„About 3000 kg of groceries collected; about 900 kg donated by the group's employees; distributed to 183 families with children with mental disabilities “



„Renovation work at the orphanage (Drinka Pavlovic)“



„Bátor Tábor - Holiday camps for chronically ill children “

**SOCIAL
ACTIVE
DAY**

„Excursion of 40 children from a Warsaw children's home“



„Collection of 184 packages of food for senior citizens and families in need “



„Employees incl. CEO build a playground for children of displaced persons from the Russian-Georgian border area “



The figures speak for themselves



Employees
participated



Working
hours



Supporting
countries



Participating
companies



Results financial year 2013

Highlights 2013



Premium volume

EUR 9.2 Mrd. (-4.4%)

- Adjusted for special effects in Poland and Italy as well as exchange rates +2.8%
- Segment „Remaining markets“ for the first time above the mark of EUR 1 bn.



Profit before taxes

Slightly better than expected: EUR 355 mn (-37.0%)

Operating performance : ~ EUR 570 mn



Capital strength

Strong capitalization: Solvency ratio sustainably above 200%



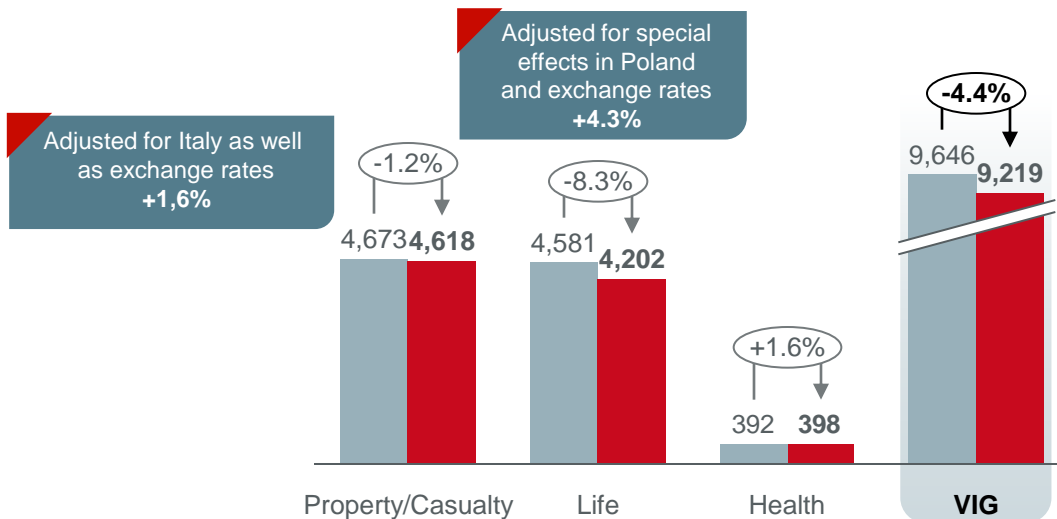
Dividend proposal

Increase in the dividend per share by 10 Cent to EUR 1.30

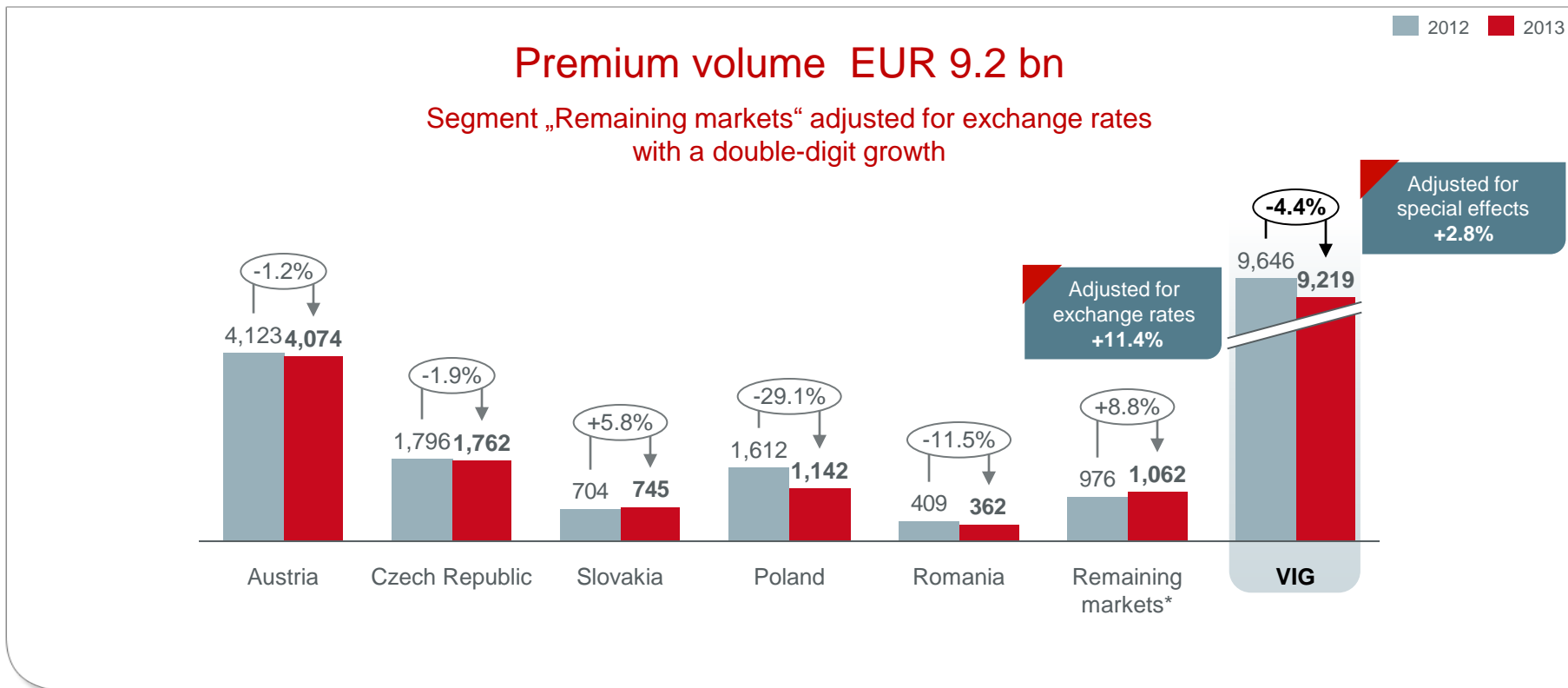
Gross written premiums by lines of business, IFRS, in EUR mn

Short-term single-premiums in Poland, difficult market environment in Romania and Italy affect premium volume

2012 2013



Gross written premiums by regions, IFRS, in EUR mn

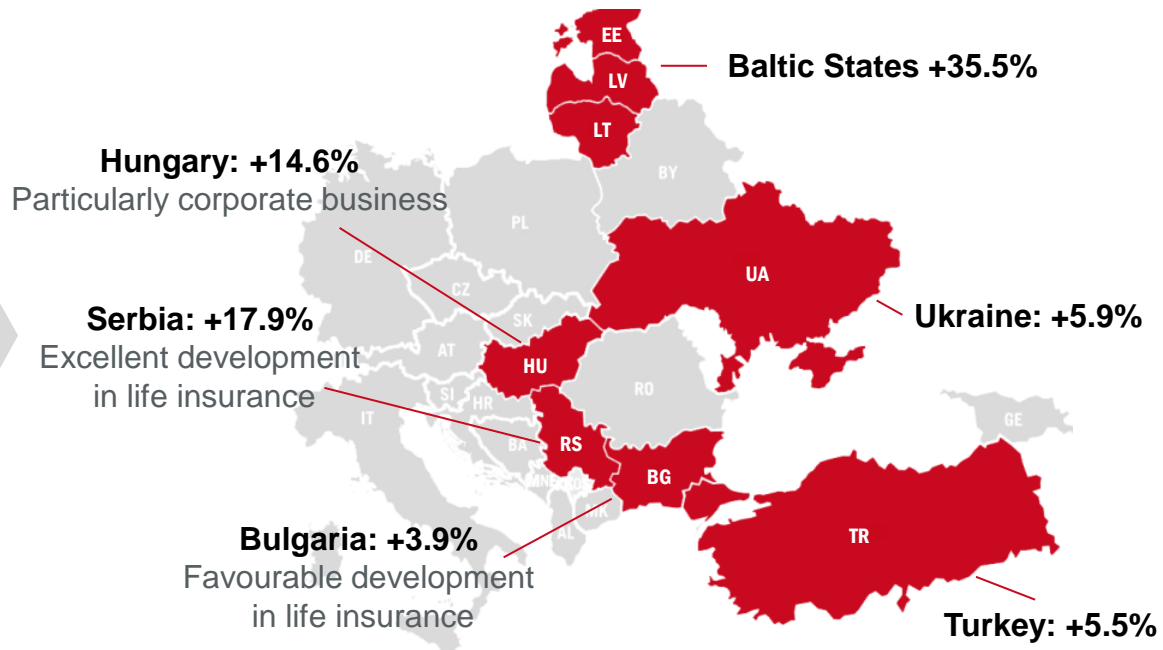
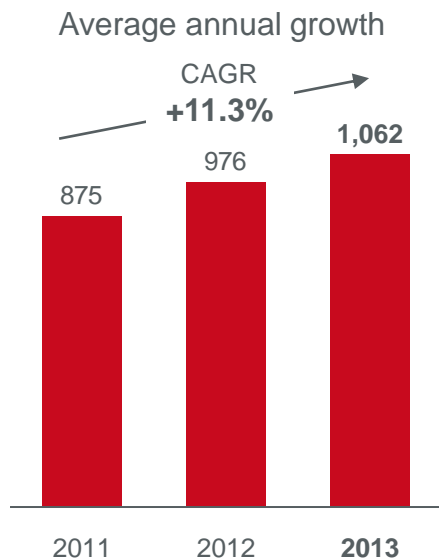


* AL, BA, BG, DE, EE, FL, GE, HR, HU, LT, LV, MK, RS, TR, UA

Development of segment „Remaining markets“*

Gross written premiums, IFRS, in EUR mn

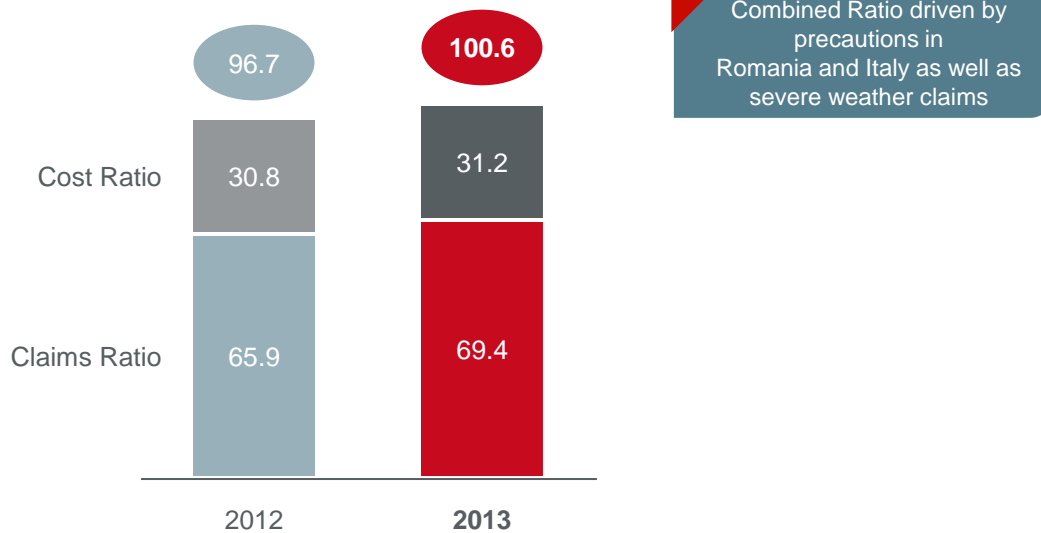
For the first time above the mark of EUR 1 bn



* AL, BA, BG, DE, EE, FL, GE, HR, HU, LT, LV, MK, RS, TR, UA

Combined Ratio

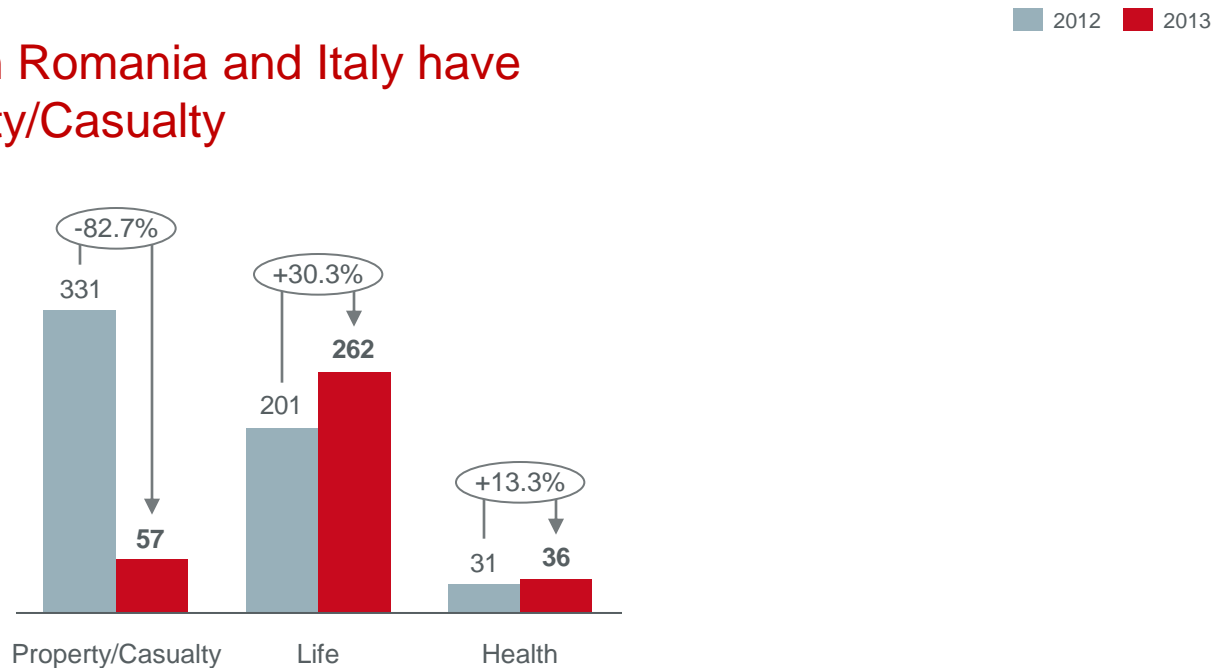
net, in %



Profit before taxes

By lines of business, IFRS, in EUR mn

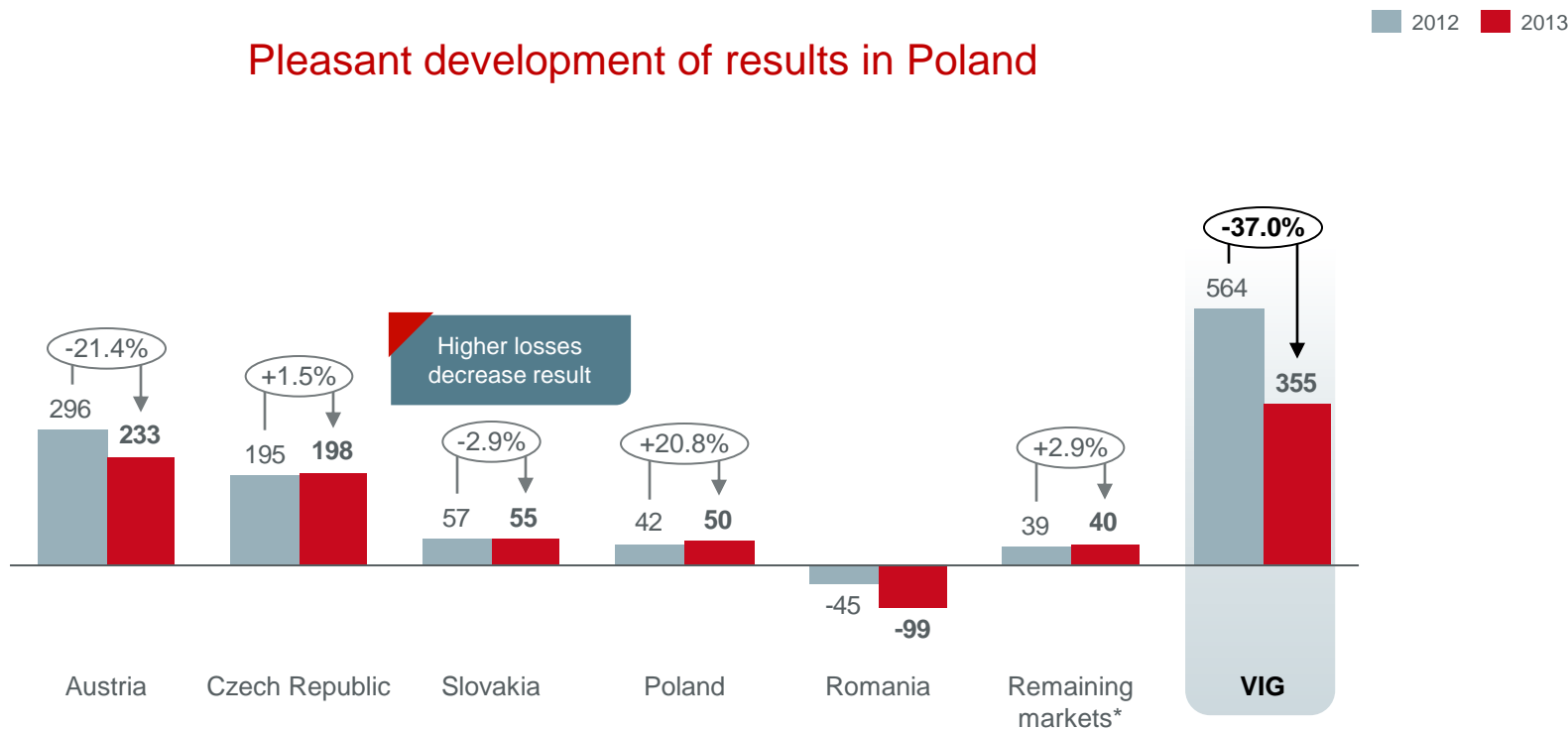
Development of results in Romania and Italy have a strong affect on Property/Casualty



Profit before taxes

By regions, IFRS, in EUR mn

Pleasant development of results in Poland



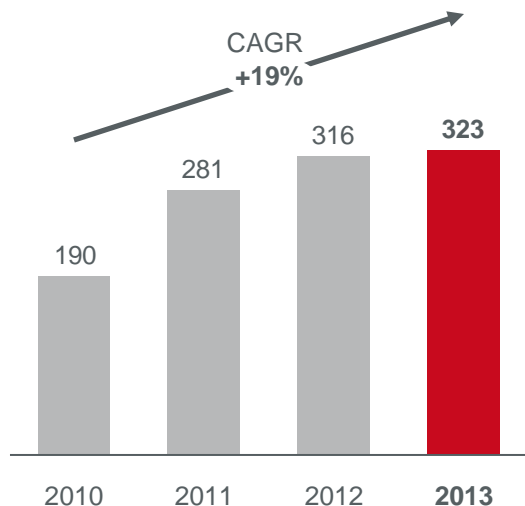
* AL, BA, BG, DE, EE, FL, GE, HR, HU, LT, LV, MK, RS, TR, UA

Profit before taxes

CEE development excluding Romania, IFRS, in Mio.

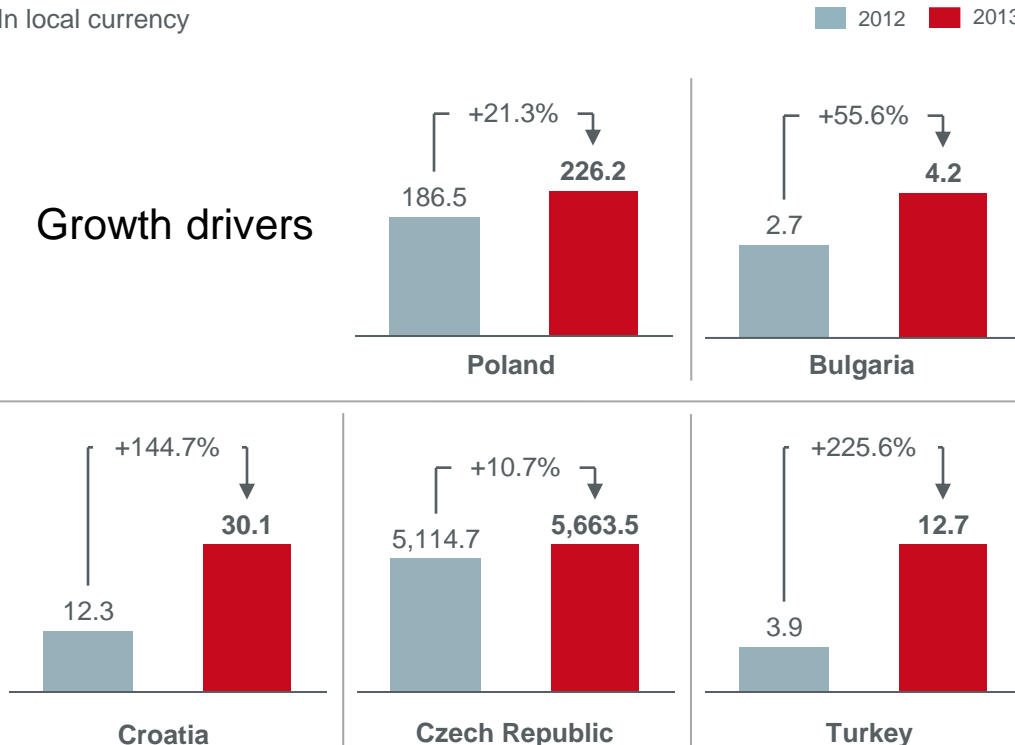
In EURO

CEE
A success factor for VIG



In local currency

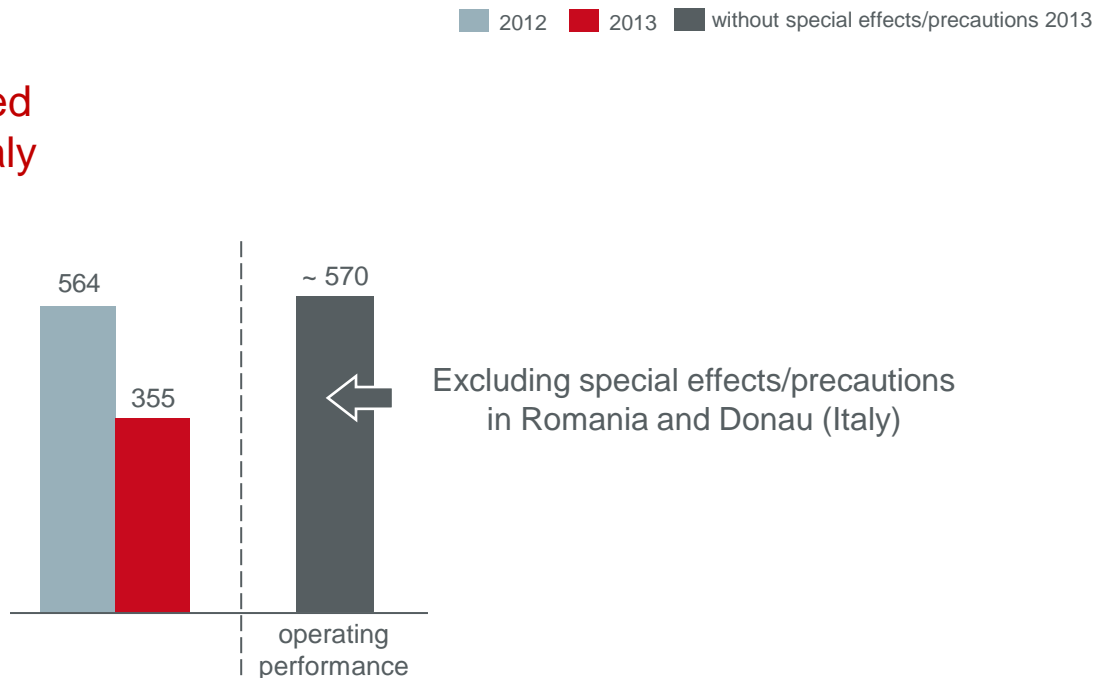
Growth drivers



Profit before taxes

IFRS, in EUR mn

Solid operating performance affected by heavy losses in Romania and Italy



Solid operating performance



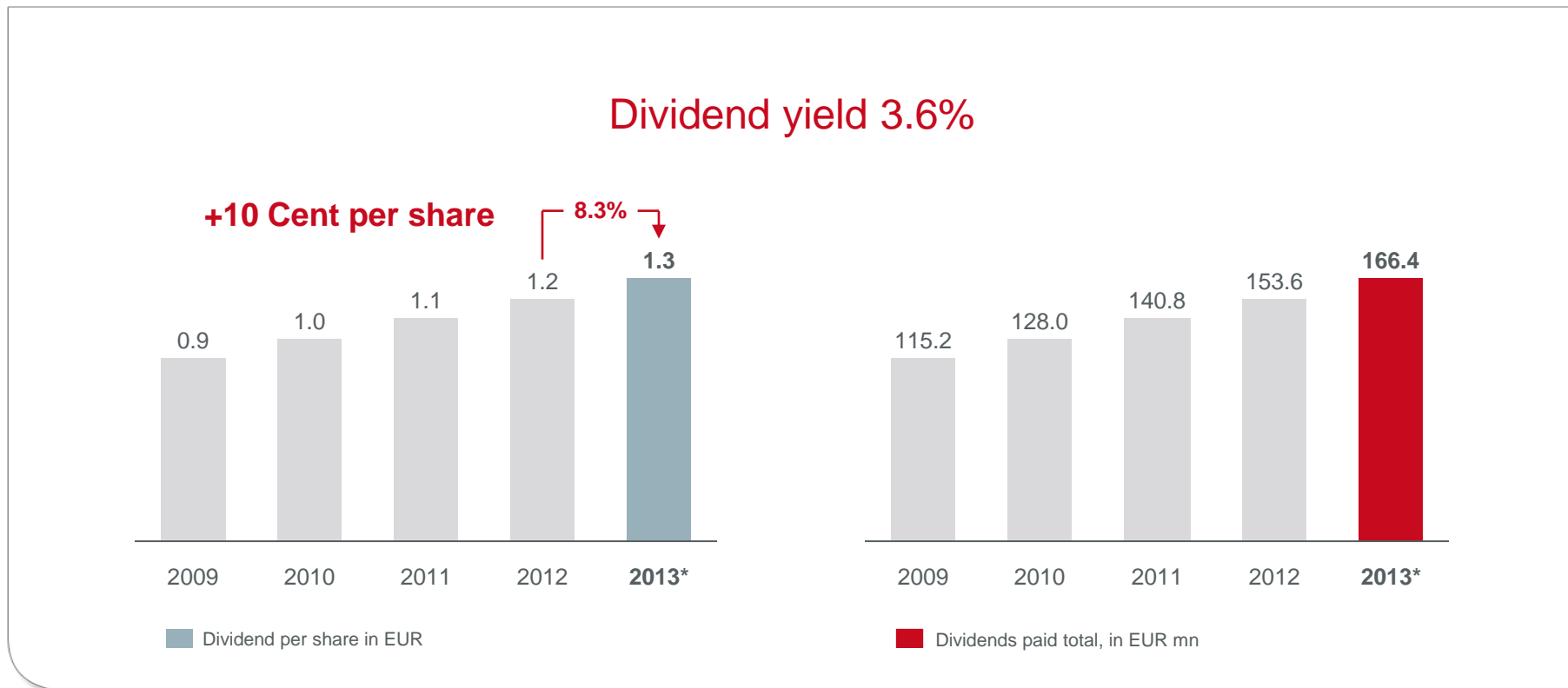
Capital strength



Proposal for increasing the dividend
to EUR 1.30* per share (+10 Cent)

Steady dividend payout policy for investors

2013, in EUR



* subject to the approval of the competent corporate bodies

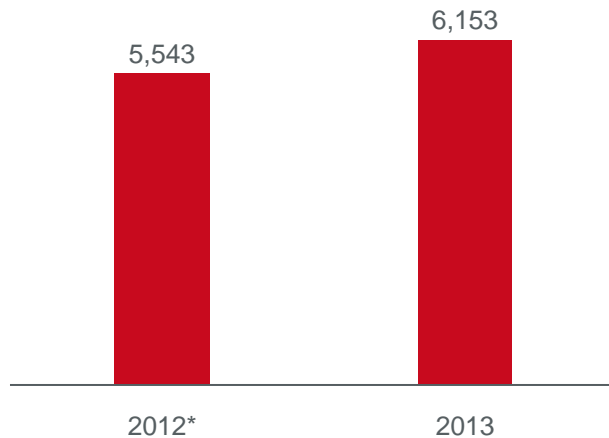


Embedded Value

Group Embedded Value 2013

in mn EUR

Embedded Value increased once again

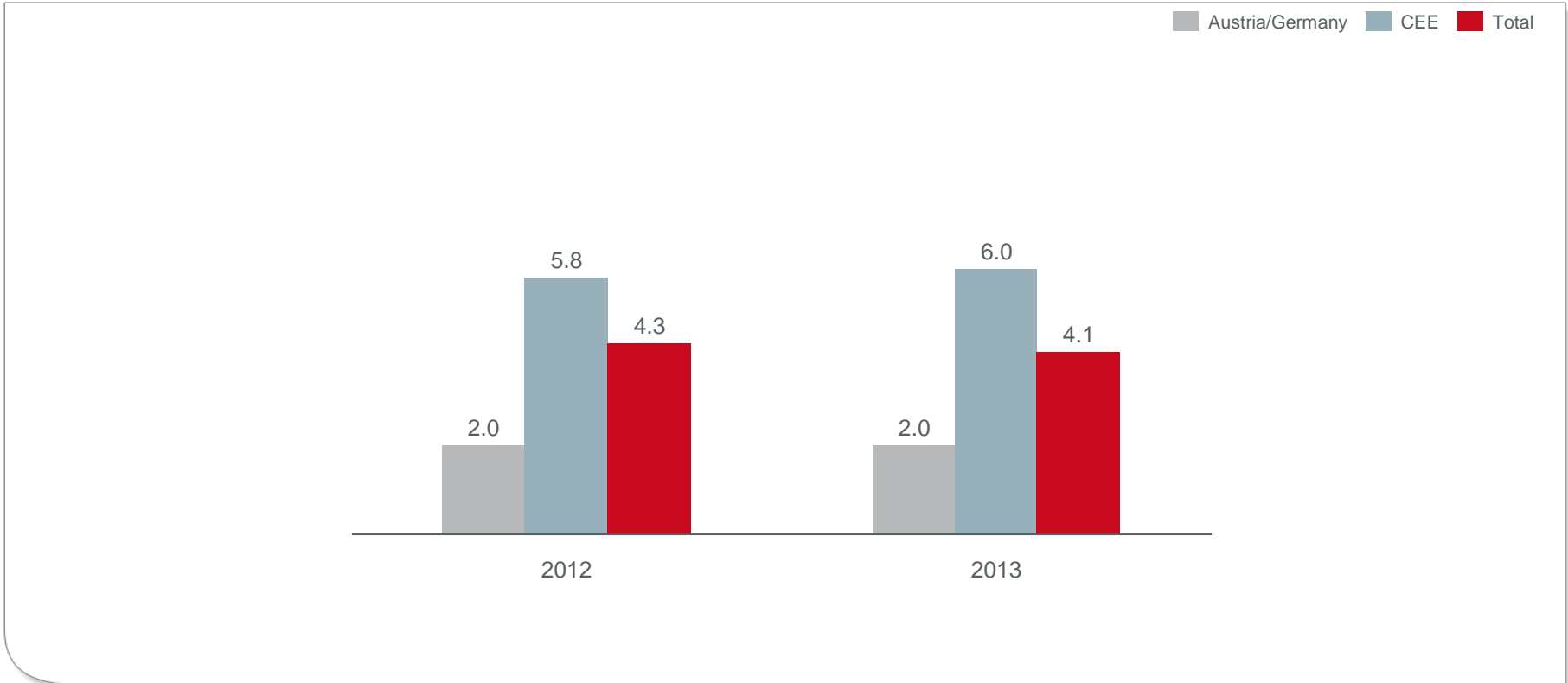


Return on
Group Embedded Value
EUR 610 mn
(+11.0%)

* Restated and adjusted Embedded Value

Group Embedded Value 2013

New business margin in %



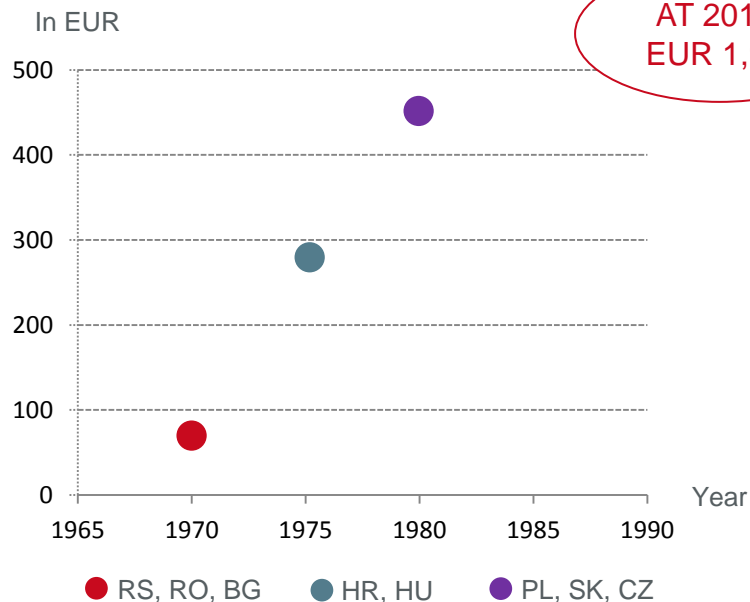


The growth potential of the CEE countries

Strong growth potential in CEE

Insurance density in Euro

Insurance densities in CEE correspond to those of the 70s and 80s in Austria
→ strong growth potential



CEE core countries grew faster during the crisis than Austria




Growth compared to AT '06-'13

Bulgaria	+57%
Slovakia	+52%
Poland	+45%
Czech Republic	+35%
Serbia	+20%
Romania	+19%
Croatia	+13%
Austria	
Hungary	-6%

Upswing in CEE

Positive trends

Development to the previous year

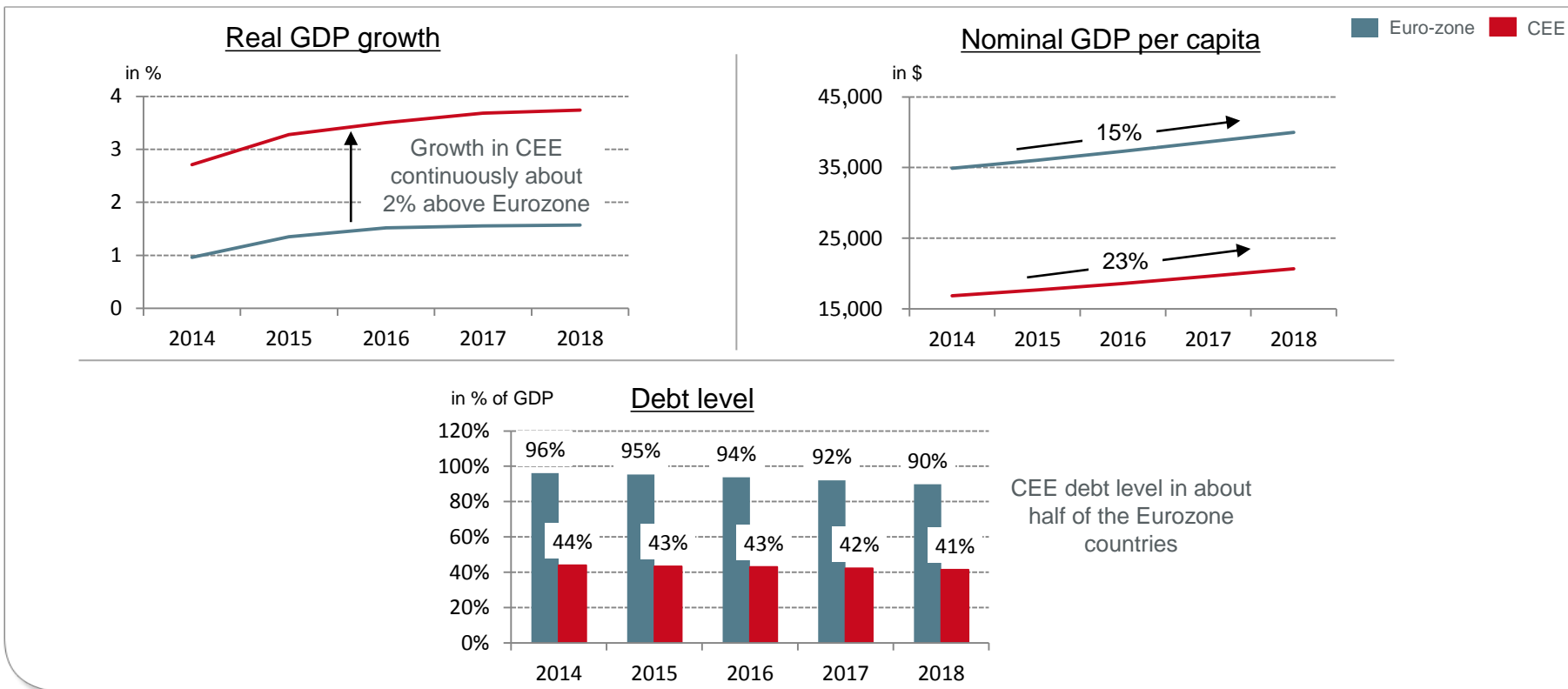
-  Positive
-  Remains constant
-  Negative



	AT			CZ			SK			PL			RO		
	2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
GDP															
Inflation															
Unemployment															
GDP per capita															
Investments															
Savings rate															
Export															
Budget balance															
Government debt															
Account balance															

CEE offers growth prospects

Comparison CEE / Eurozone

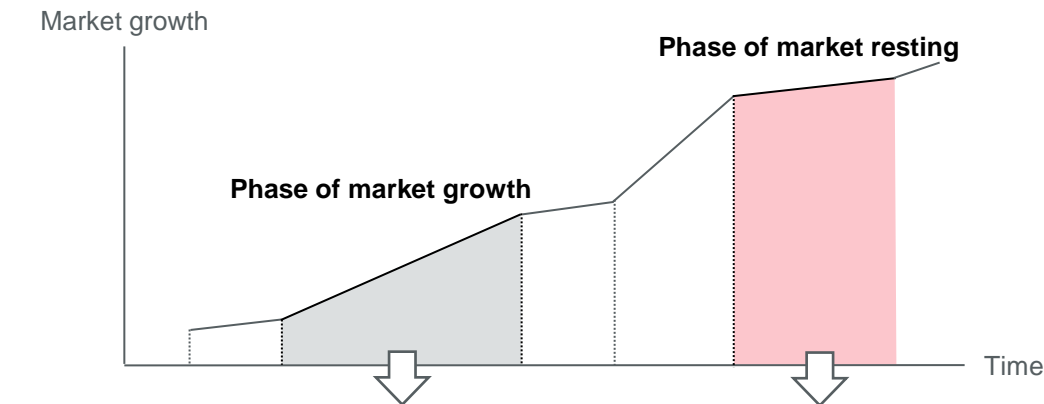


Source: IMF, 10/2013: Euro-zone without Latvia; CEE: AL, BA, BG, HR, HU, KS, LV, LT, MK, ME, PL, RO, RS, TR

Step function opens up the growth potential in CEE

VIG strategy:

Enhancing potential in changing market phases through adaptive growth policy



VIG strategy:

Accelerated growth strategy

- Accelerated growth in all lines of business
- Offensive distribution policy

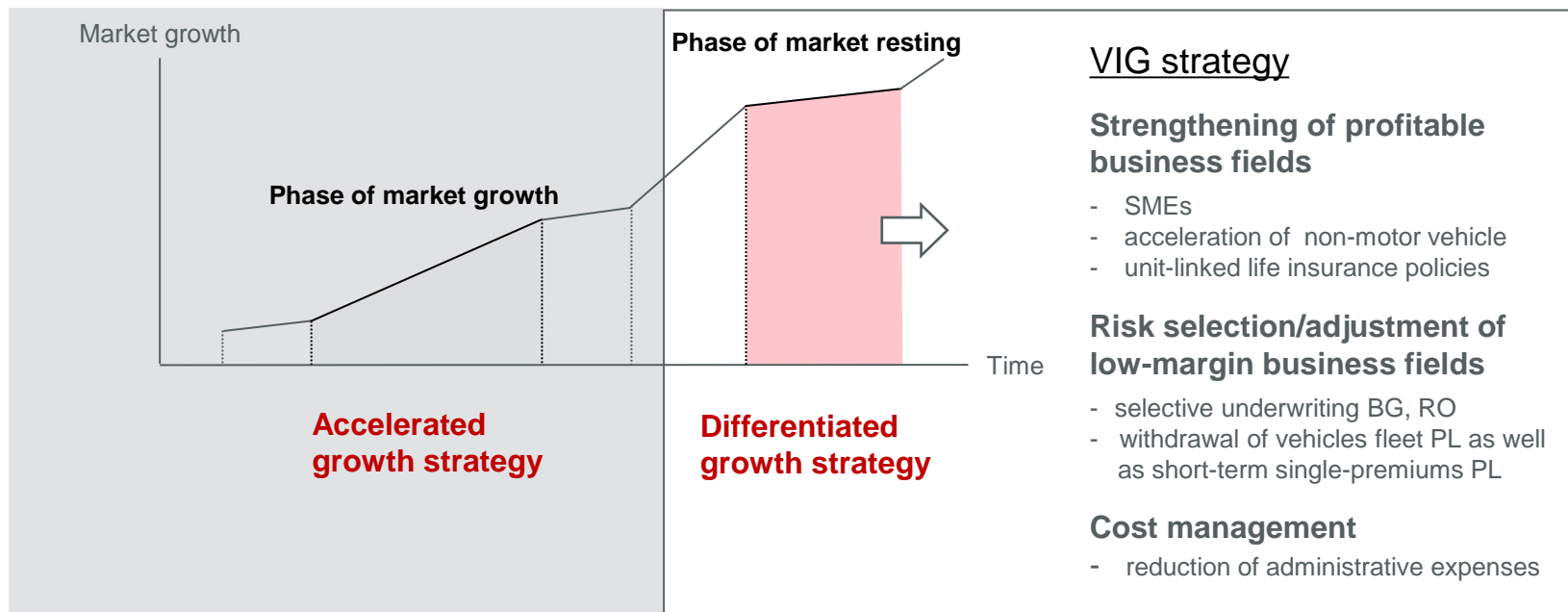
Differentiated growth strategy

- Strengthening of profitable business fields
- Risk selection/adjustment of low-margin business fields
- Cost management

Step function opens up the growth potential in CEE

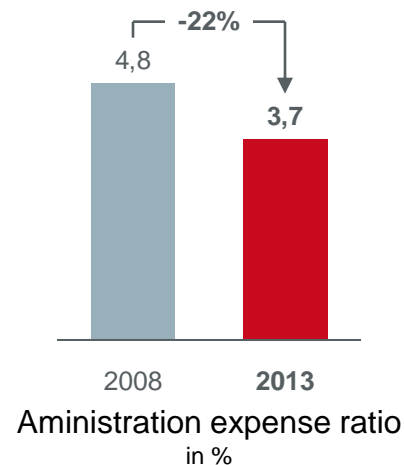
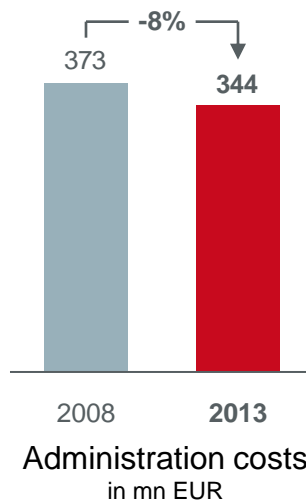
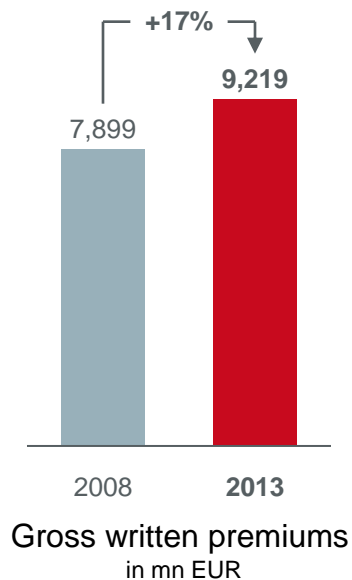
VIG strategy:

Enhancing potential in phase of market resting through differentiated growth strategy



2008 / 2013

Continuous reduction of administrative expenses with increasing premiums





Thank you for your attention

Welcome to
the family of
VIENNA INSURANCE
GROUP AG
Wiener Versicherung
Gruppe



<p>AUSTRIA</p> <p>WIENER STÄDTISCHE VIENNA INSURANCE GROUP</p> <p>onau VIENNA INSURANCE GROUP</p> <p>S-VERSICHERUNG VIENNA INSURANCE GROUP</p>	<p>CZECH REPUBLIC</p> <p>Kooperativa VIENNA INSURANCE GROUP</p> <p>ČPP VIENNA INSURANCE GROUP</p> <p>POJIŠŤOVNA ČESKÉ SPORITELNY VIENNA INSURANCE GROUP</p> <p>VIG Re</p>	<p>POLAND</p> <p>COMPENSA VIENNA INSURANCE GROUP</p> <p>InterRisk VIENNA INSURANCE GROUP</p> <p>BENEFIA VIENNA INSURANCE GROUP</p> <p>POLISA-ŻYCIE VIENNA INSURANCE GROUP</p>	<p>CROATIA</p> <p>WIENER OSIGURANJE VIENNA INSURANCE GROUP</p> <p>ERSTE OSIGURANJE VIENNA INSURANCE GROUP</p> <p>HUNGARY</p> <p>UNION BIZTOSÍTÓ VIENNA INSURANCE GROUP</p> <p>ERSTE BIZTOSÍTÓ VIENNA INSURANCE GROUP</p>	<p>ESTONIA</p> <p>COMPENSA VIENNA INSURANCE GROUP</p> <p>LATVIA</p> <p>COMPENSA VIENNA INSURANCE GROUP</p> <p>LITHUANIA</p> <p>COMPENSA VIENNA INSURANCE GROUP</p> <p>TURKEY</p> <p>RAYSIGORTA VIENNA INSURANCE GROUP</p> <p>SERBIA</p> <p>WIENER STÄDTISCHE VIENNA INSURANCE GROUP</p> <p>UKRAINE</p> <p>КНЯЖА VIENNA INSURANCE GROUP</p> <p>ГЛОБУС VIENNA INSURANCE GROUP</p> <p>ЮПІТЕР VIENNA INSURANCE GROUP</p> <p>УКРАЇНЬСЬКА СТРАХОВА ГРУПА VIENNA INSURANCE GROUP</p>	<p>GEORGIA</p> <p>GPIA VIENNA INSURANCE GROUP</p> <p>IRAO VIENNA INSURANCE GROUP</p> <p>ALBANIA</p> <p>SIGMA VIENNA INSURANCE GROUP</p> <p>interalbanian VIENNA INSURANCE GROUP</p> <p>INTERSIG VIENNA INSURANCE GROUP</p> <p>MACEDONIA</p> <p>ОСИГУРУВАЊЕ МАКЕДОНИЈА VIENNA INSURANCE GROUP</p> <p>WINNER VIENNA INSURANCE GROUP</p> <p>Life WINNER VIENNA INSURANCE GROUP</p>	<p>MONTENEGRO</p> <p>Život WIENER STÄDTISCHE VIENNA INSURANCE GROUP</p> <p>BOSNIA HERZEGOVINA</p> <p>JAHORINA OSIGURANJE VIENNA INSURANCE GROUP</p> <p>GERMANY</p> <p>InterRisk VIENNA INSURANCE GROUP</p> <p>LIECHTENSTEIN</p> <p>VIENNA-LIFE VIENNA INSURANCE GROUP</p>
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