

**AT ONE WITH
CUSTOMERS AND
PARTNERS**



■ Press talk



Results

First nine months 2011

Vienna, November 15th 2011

Positive development of VIG continues

- ▶ **More than EUR 6.8 bn. of premiums written (+4.0% yoy)**
- ▶ **PBT: Increase of approx. 10% (yoy)**
- ▶ **Combined Ratio at 97.2%**
- ▶ **Sound equity capitalisation**

Premium income

Premiums written by lines of business, IFRS

Vienna Insurance Group continues to grow

in EUR million	9M 2011	9M 2010	+/- in %
Property/Casualty	3,604.39	3,352.95	+7.5%
Life	2,927.84	2,939.58	-0.4%
thereof*			
current premiums	1,705.03	1,636.17	+4.2%
single premiums	1,212.01	1,291.19	-6.1%
Health	269.90	245.82	+9.8%
Vienna Insurance Group	6,802.13	6,538.34	+4.0%

* direct business

Premium income

Premiums written by region, IFRS

CEE share of total premiums continues to grow

in EUR million	9M 2011	9M 2010	+/- in %
Austria	3,122.61	3,193.45	-2.2%
Czech Republic	1,404.94	1,290.07	+8.9%
Slovakia	498.67	478.51	+4.2%
Poland	742.78	534.55	+39.0%
Romania	398.95	396.61	+0.6%
Remaining Markets*	634.20	645.15	-1.7%
Vienna Insurance Group	6,802.13	6,538.34	+4.0%
CEE	3,524.96	3,133.59	+12.5%

*Remaining markets include: Albania, Baltics, Bulgaria, Croatia, Georgia, Germany, Hungary, Liechtenstein, Macedonia, Serbia, Turkey and Ukraine

Premium income – property/casualty line

Premiums written by region, IFRS

Strong growth in property/casualty line

in EUR million	9M 2011	9M 2010	+/- in %
Austria	1,408.49	1,278.60	+10.2%
Czech Republic	781.56	759.29	+2.9%
Slovakia	239.66	232.09	+3.3%
Poland	472.99	410.83	+15.1%
Romania	322.29	326.48	-1.3%
Remaining Markets*	379.40	345.65	+9.8%
Vienna Insurance Group	3,604.39	3,352.95	+7.5%

*Remaining markets include: Albania, Baltics, Bulgaria, Croatia, Georgia, Germany, Hungary, Liechtenstein, Macedonia, Serbia, Turkey and Ukraine

Premium income – life line (total)

Premiums written by region, IFRS



CEE compensates decline in Austria

in EUR million	9M 2011	9M 2010	+/- in %
Austria	1,461.64	1,669.04	-12.4%
Czech Republic	623.38	530.77	+17.4%
Slovakia	259.00	246.42	+5.1%
Poland	269.79	123.71	+118.1%
Romania	76.66	70.12	+9.3%
Remaining Markets*	237.38	299.51	-20.7%
Vienna Insurance Group	2,927.84	2,939.58	-0.4%

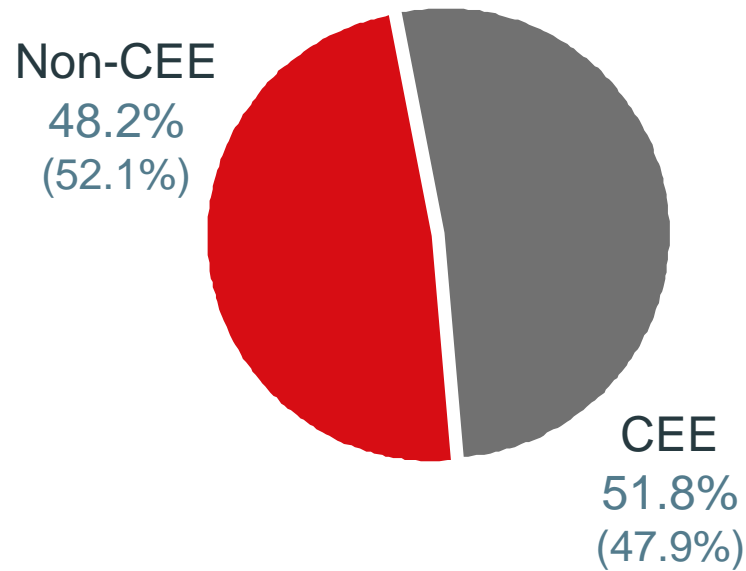
*Remaining markets include: Albania, Baltics, Bulgaria, Croatia, Georgia, Germany, Hungary, Liechtenstein, Macedonia, Serbia, Turkey and Ukraine

Premium income

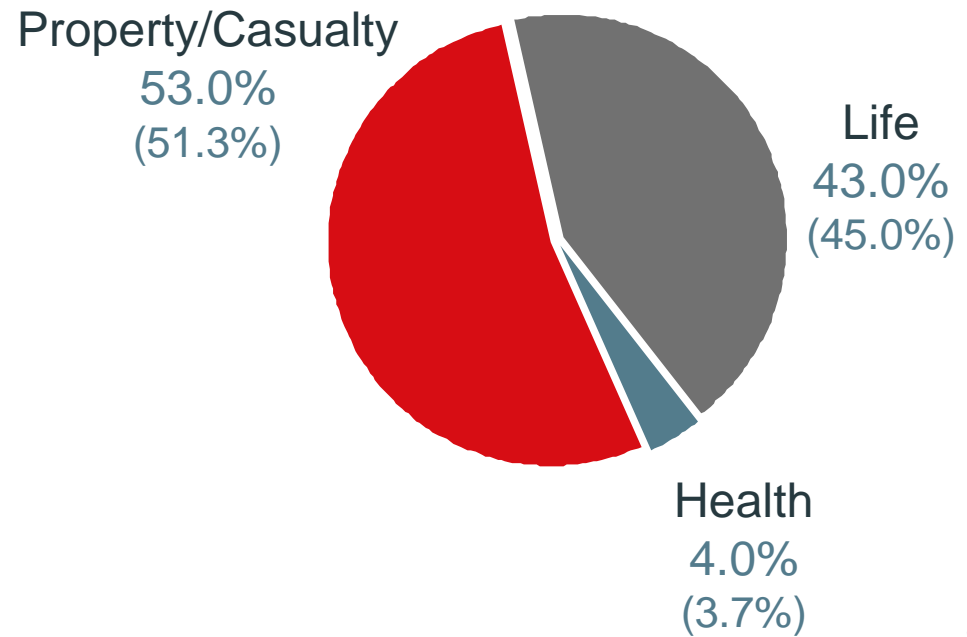
9M 2011 (9M 2010)



% share by region



% share by line of business



VIG - Austria

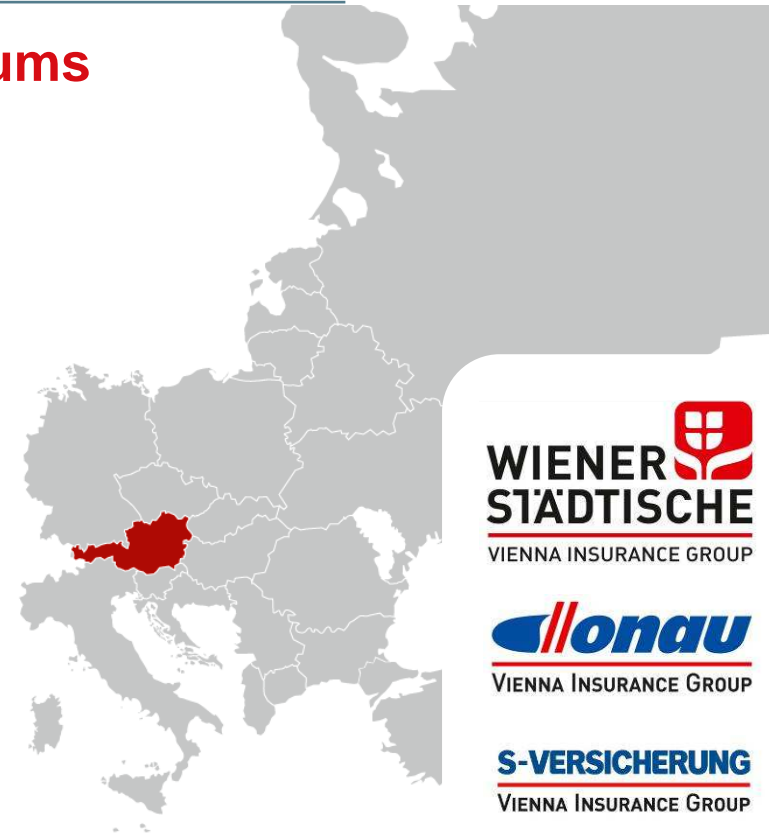
9M 2011

- ▶ **Further dynamic development of premiums written in Property/Casualty line**
- ▶ **Extension of minimum binding period**
→ **reduction of single premiums**

Premiums written P/C
EUR 1,408.49 million (+10.2%)

Profit before tax
EUR 207.32 million (+14.8%)

Total market share 1H 2011
24.8% (1st place)



VIG – Czech Republic

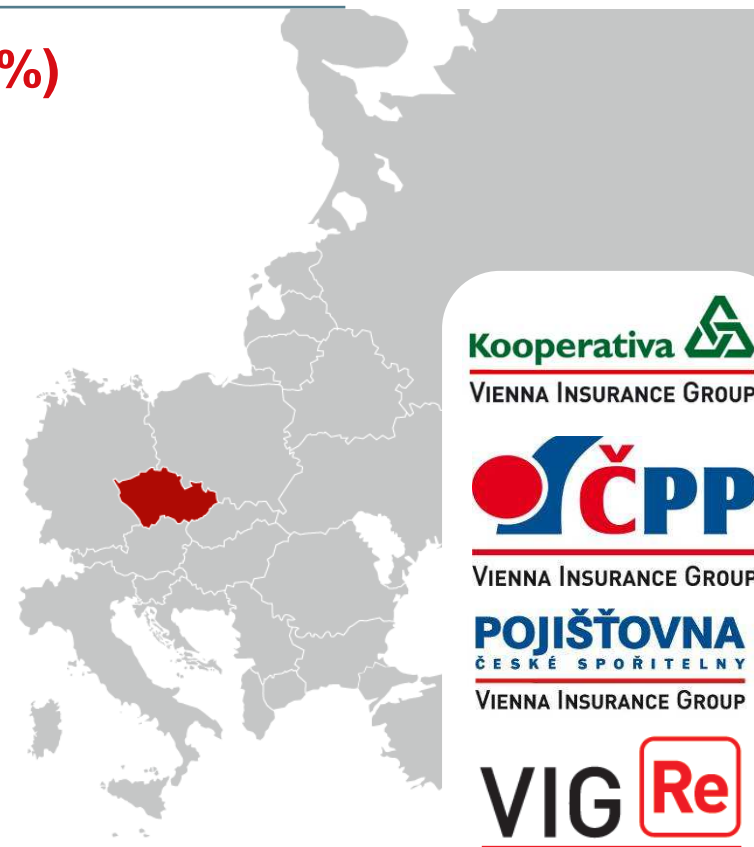
9M 2011



- ▶ **Excellent performance of life line (+17.4%)**

Premiums written
EUR 1,404.94 million (+8.9%)

Profit before tax
EUR 139.46 million (+34.5%)



VIG – Slovakia

VIG 

VIENNA INSURANCE GROUP

9M 2011

- ▶ **High earnings growth achieved**
- ▶ **Increase of VIG market share of 0.4%p**

Premiums written

EUR 498.66 million (+4.2%)

Profit before tax

EUR 42.62 million (+46.8%)

Total market share 9M 2011

31.9% (1st place)



VIG – Poland

9M 2011



- ▶ **Premiums written in life line more than doubled (+118%)**
- ▶ **Significant increase in profit**

Premiums written
EUR 742.78 million (+39.0%)

Profit before tax
EUR 31.24 million (+76.0%)

Total market share 1H 2011
6.7% (4th place)



VIG – Romania

VIG 

VIENNA INSURANCE GROUP

9M 2011

- ▶ **Merger of BCR (non-life) and Omniasig planned**
- ▶ **Good development of BCR (life)**

Premiums written

EUR 398.95 million (+0.6%)

Profit before tax

EUR -8.75 million

Total market share 1H 2011

29.9% (1st place)



Profit before tax (PBT)

By lines of business, IFRS



in EUR million	9M 2011	9M 2010	+/- in %
Property/Casualty	238.65	179.80	+32.7%
Life	135.01	160.59	-15.9%
Health	40.44	37.35	+8.3%
Vienna Insurance Group	414.10	377.75	+9.6%

Profit before tax (PBT)

By regions, IFRS

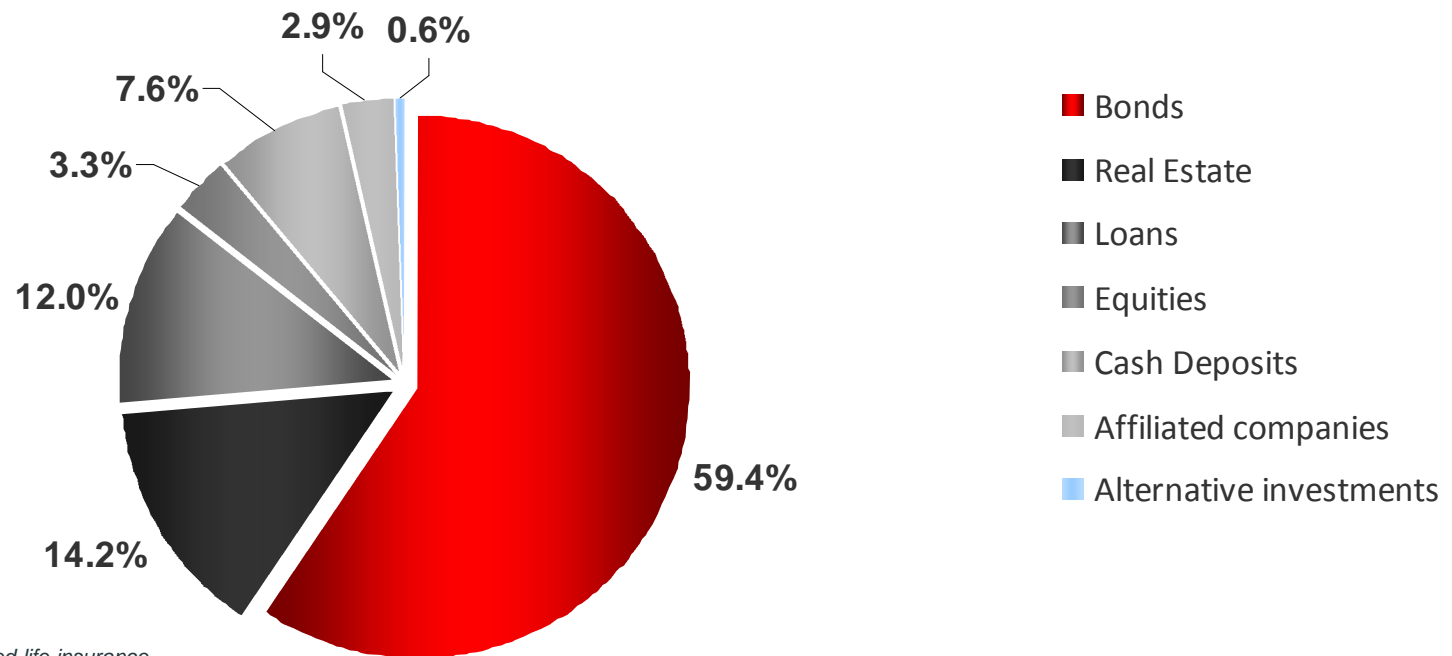


in EUR million	9M 2011	9M 2010	+/- in %
Austria	207.32	180.62	+14.8%
Czech Republic	139.46	103.72	+34.5%
Slovakia	42.62	29.03	+46.8%
Poland	31.24	17.75	+76.0%
Romania	-8.75	25.89	-
Remaining Markets	2.21	20.74	-89.3%
Vienna Insurance Group	414.10	377.75	+9.6%
CEE	219.08	181.18	+20.9%

Conservative investment strategy

Investmentsplit as of September 30th, 2011

Despite unstable capital markets increase of investements around EUR 370 million to around EUR 29 billion



without unit- and index-linked life insurance

PIIGS

Government bonds; as of September 30th, 2011

in EUR million	book value
Portugal	-
Ireland*	52.4
Italy*	12.5
Greece*	21.2
Spain	7.1
Vienna Insurance Group	93.2



approximately 0.3% share of total assets

**Impairments considered*

Thank you for your attention!

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

VIG

VIENNA INSURANCE GROUP
Wiener Versicherung Gruppe



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WIENER STÄDTISCHE
VIENNA INSURANCE GROUP

IONAV
VIENNA INSURANCE GROUP

S-VERSICHERUNG
VIENNA INSURANCE GROUP

ITALY BRANCH

WIENER STÄDTISCHE
VIENNA INSURANCE GROUP

IONAV
VIENNA INSURANCE GROUP

SLOVENIA BRANCH

WIENER STÄDTISCHE
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CZECH REPUBLIC

Kooperativa
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ČESKÉ SPŘÍTELKY
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VIG Re

SLOVAKIA

Kooperativa
VIENNA INSURANCE GROUP

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POIŠTOVŇA
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SLOVENSKEJ ŠPORTISTEK
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POLAND

COMPENSA
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InterRisk
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BENEFIA
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PZM
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ROMANIA

OMNIASIG
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ASIROM
VIENNA INSURANCE GROUP

BCR ASIGURARI
VIENNA INSURANCE GROUP

DE VIATA
BCR ASIGURARI
VIENNA INSURANCE GROUP

BULGARIA

BULSTRAD
VIENNA INSURANCE GROUP

BULSTRAD
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CROATIA

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HELIOS
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ERSTE OSIGURANJE
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HUNGARY

UNION
BIZTOSÍTÓ
VIENNA INSURANCE GROUP

ERSTE BIZTOSÍTÓ
VIENNA INSURANCE GROUP

SERBIA

WIENER STÄDTISCHE
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ALBANIA

SIGMA
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Interbanian
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LIETUVIJA

COMPENSA
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MACEDONIA

WINNER
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