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Vienna Insurance Group acquires a stake in Dolphin Technologies and expands its telematics offering in CEE

Telematics solutions already in use in seven VIG markets

Vienna Insurance Group (VIG) has acquired a 25 per cent stake in the Vienna-based technology company Dolphin Technologies. The relevant agreements have been signed. With this investment, VIG is strengthening a partnership that has been in place since 2022 to drive forward AI-powered telematics within the Group. Together with Dolphin, VIG will thus further expand its leading position in the use of telematics in the CEE region.

Proven collaboration as the basis for further expansion

Dolphin Technologies was founded in Vienna in 2001 and develops AI-powered telematics platforms and digital mobility services for insurance and automotive companies. Seven VIG companies are already using Dolphin's technology: Kooperativa in Czechia, Kooperativa in Slovakia, Compensa in Poland, Compensa in Lithuania, Union in Hungary, Omniasig in Romania and Ray Sigorta in Türkiye.

"The decision to choose Dolphin as a partner for the implementation and phased roll-out across our markets was not based solely on its mature technology and ease of use for users. It is also the high level of flexibility and the consideration given to the individual requirements of the countries and our companies that have prompted us to take this stake and enable us to further intensify our digital service concepts," explains Gábor Lehel, member of the Managing Board and Chief Innovation Officer of the Vienna Insurance Group, regarding the acquisition of a stake in Dolphin, the completion of which is still subject to the necessary approval by the Federal Competition Authority.

Greater safety and tangible benefits for customers

The telematics solution can be integrated into existing customer apps and adapted to local market, product and regulatory requirements. Depending on the service offered, customers receive information on their driving behaviour, tips for safer and more environmentally friendly driving, as well as access to assistance and emergency functions. Responsible driving behaviour can also be linked to cashback or bonus rewards. The data required for this is processed within the framework of the respective product design and in compliance with applicable data protection requirements.

From driving data to prevention and risk management

Telematics for the insurance sector is also increasingly evolving from the mere collection of driving data into a tool for prevention, risk management and customer service. Dolphin has many years' experience in data science, machine learning and predictive analytics of mobility data. The insights gained from this can help to further develop risk and prevention models and enable new digital services.

"This investment is a strong sign of confidence in us and the logical next step in a partnership that has already proven its worth in seven markets. With its strong presence in CEE and its decentralised business model, VIG offers excellent conditions for rolling out successful solutions in further markets and thereby creating tangible benefits for more customers," says Harald Trautsch, founder and CEO of Dolphin Technologies.

Vienna Insurance Group (VIG) is the leading insurance group in the entire Central and Eastern European (CEE) region. More than 50 insurance companies and pension funds in 30 countries form a Group with a long-standing tradition, strong brands and close customer relations. Around 34,000 employees in VIG take care of the day-to-day needs of approximately 36 million customers. VIG shares have been listed on the Vienna Stock Exchange since 1994, on the Prague Stock Exchange since 2008 and on the Budapest Stock Exchange since 2022. VIG Group has an A+ rating with positive outlook by the internationally recognised rating agency Standard & Poor's. VIG cooperates closely with the Erste Group, the largest retail bank in Central and Eastern Europe.

Dolphin Technologies was founded in Vienna in 2001. The company develops and operates scalable platforms, software components and digital services for insurance telematics and connected mobility, and has many years' experience in data science, machine learning and predictive analytics. Areas of application include AI-powered driving scores, accident and incident detection, predictive risk models, context-aware customer communication, and the integration of telematics functions into existing apps and digital ecosystems. The validity of the MOVE Score has been validated using data from more than 62,000 drivers and around 310,000 driver-years, based on actual claims figures.

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