

■ Press Conference



Development of Vienna Insurance Group FY 2012

Vienna, 24th January 2013

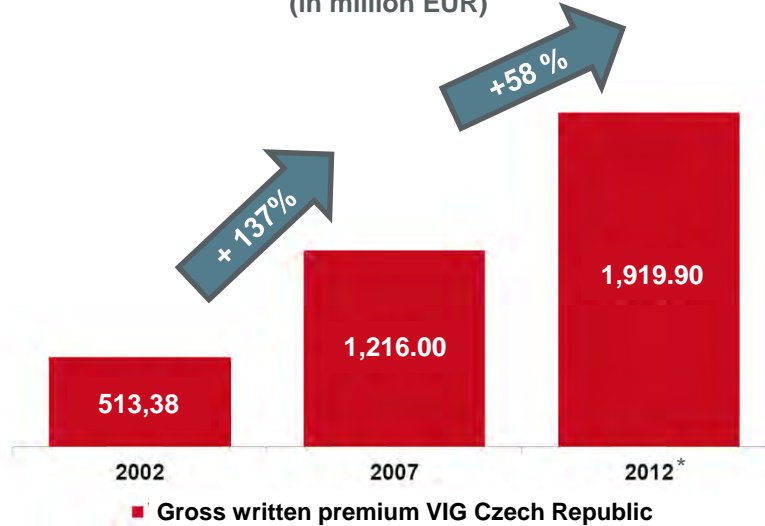
Highlights 2012

-  **Premiums written at record high of EUR 9.9 bn.***
-  **PBT of EUR 585 m., best result in VIG history**
-  **VIG established as market leader on its CEE core markets with > 19%**
-  **Encouraging development of VIG share 2012: +32%**
-  **Corporate social responsibility, e.g.: VIG Social Active Day**

*Premium data (direct) preliminary, unconsolidated and unaudited; Comparative data 2011: press conference 24th january 2012

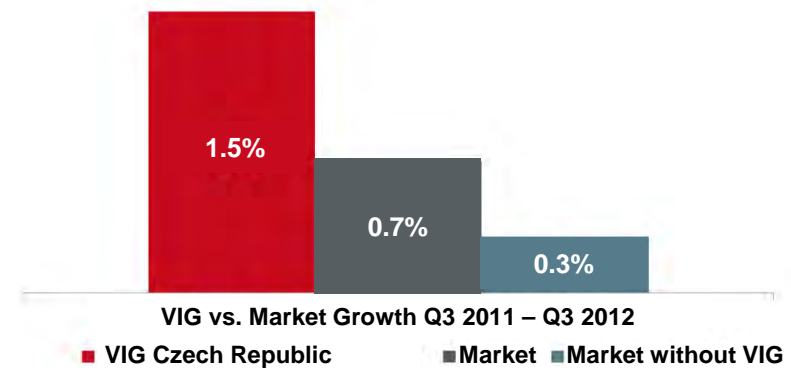
Strong growth since 2002

(in million EUR)



In 2012 again VIG in Czech Republic is growing above the market

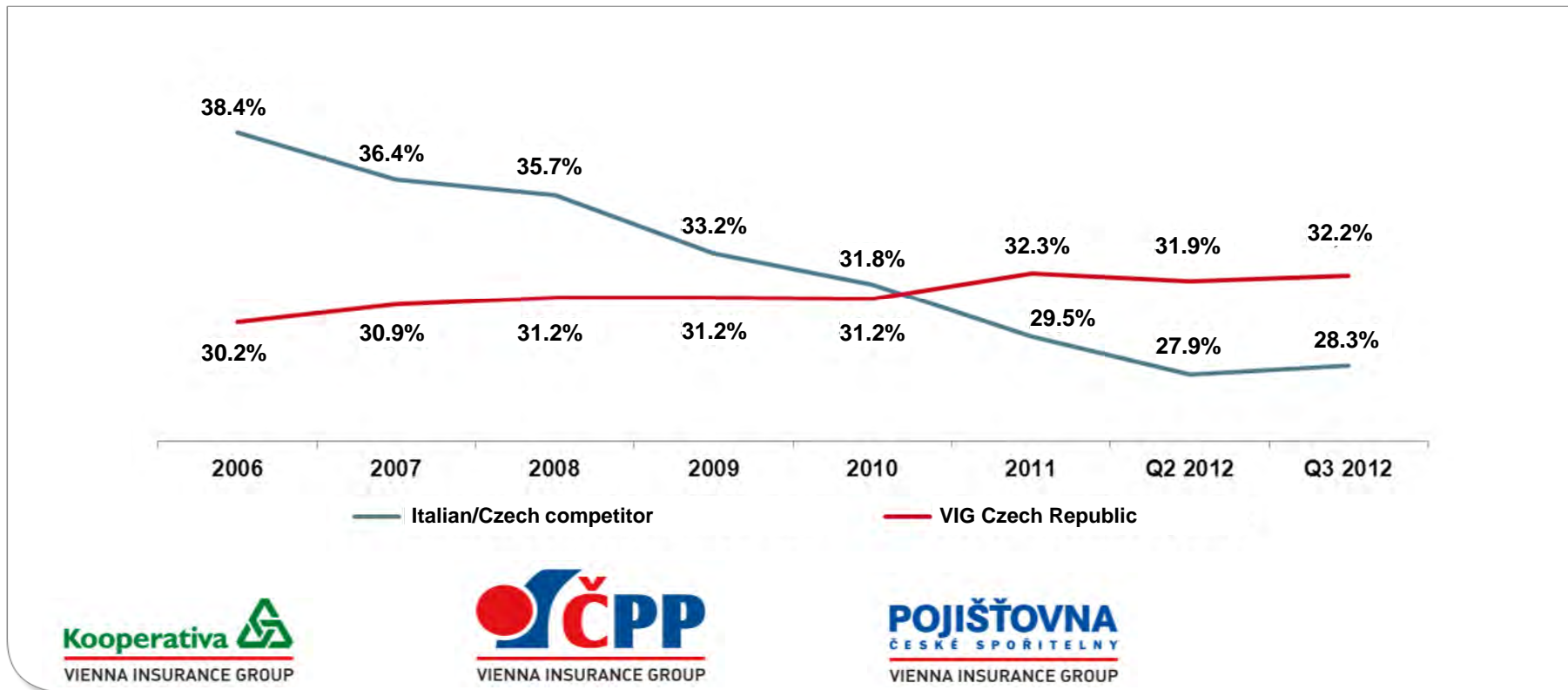
(in CZK)



Source: CAP, *Premium data (direct) preliminary, unconsolidated and unaudited;

VIG Czech Republic

Development in market shares



-  **VIG companies in Czech market:**
 - 3 companies in life and non-life segments
-  **Market position and share:** Ranked 1st with 32.2%
-  **Premium split VIG:** 56% non-life versus 44% life
-  **Staff:** about 4,900 employees
-  **Since 2008 VIG share** has been listed on the **stock market in Prague**
-  **VIG Reinsurance** head office **in Prague**

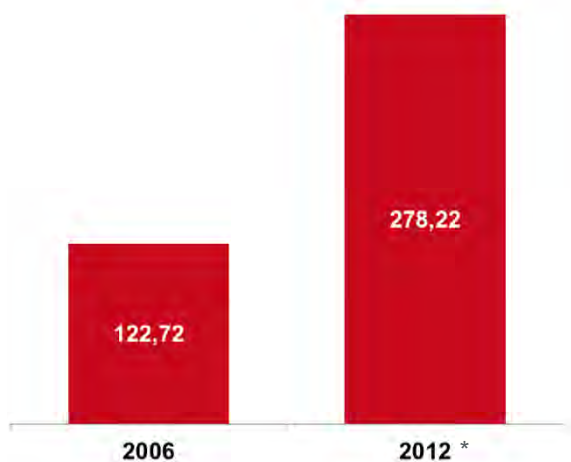


Erste Group and VIG

Strong partnership in the Czech Republic

Together for our clients – A partnership of the market leaders

Annual growth of almost 15%
(in million EUR)



**ČESKÁ
SPŮRITELNA**



POJIŠŤOVNA
ČESKÉ SPŮRITELNY
VIENNA INSURANCE GROUP



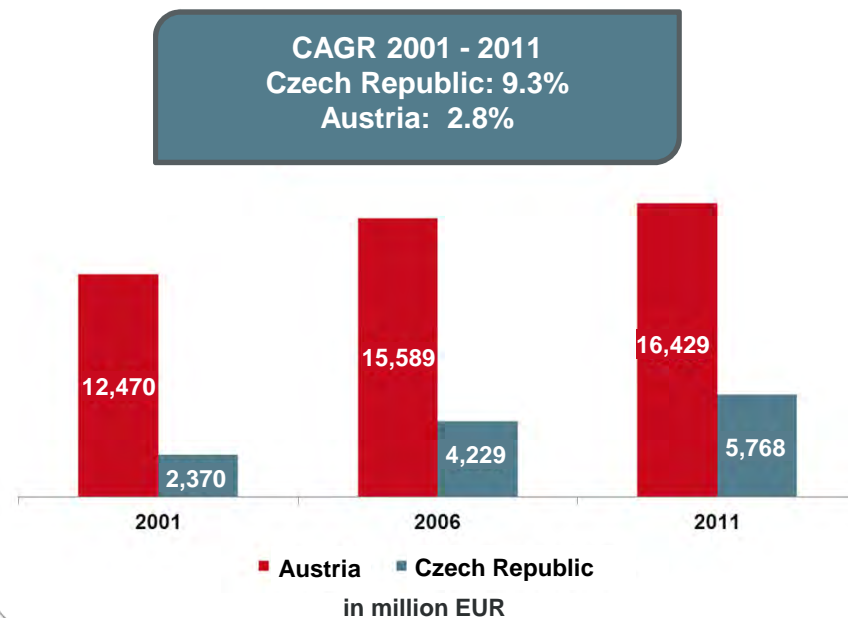
Kooperativa
VIENNA INSURANCE GROUP

**Premium data (direct) preliminary, unconsolidated and unaudited;*

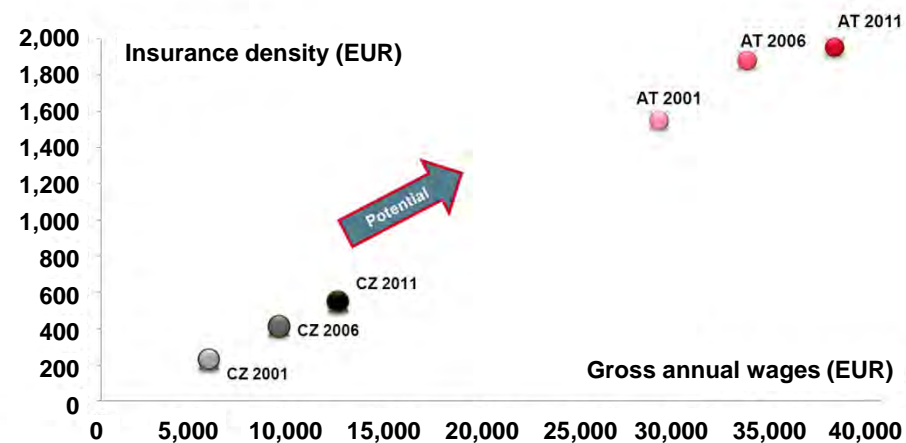
Czech Republic

Income growth guarantees demand

Premium growth in markets

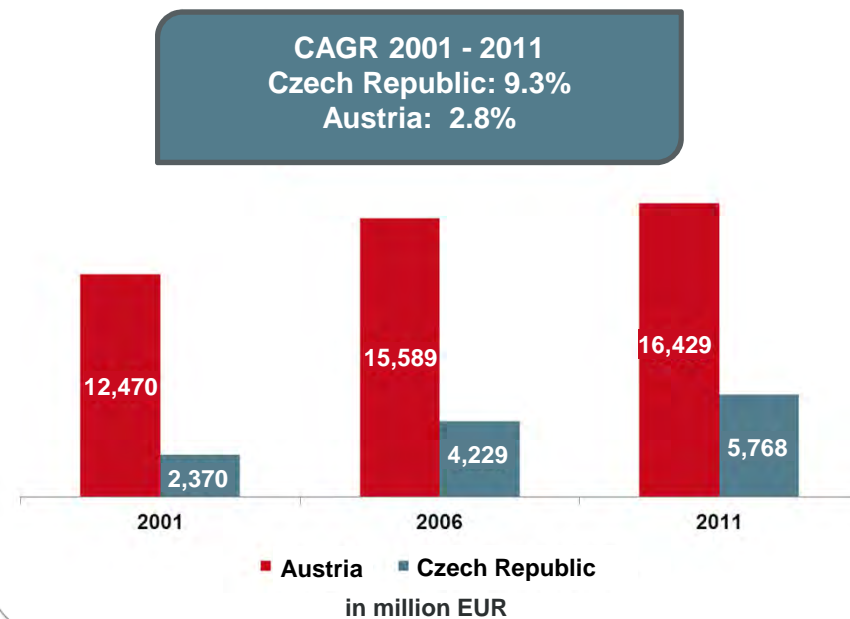


Insurance density and wages in Czech Republic and Austria



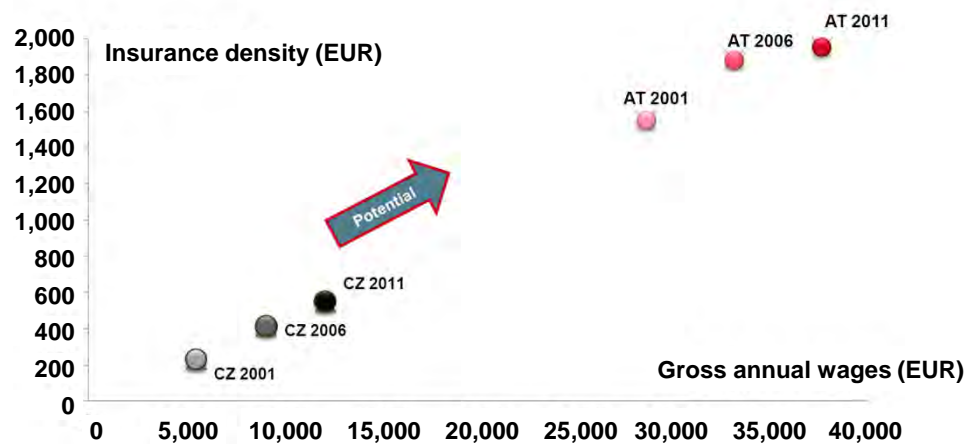
Source: OECD, VVO, CAP, EZB

Premium growth in markets



Insurance market: growth rate in Czech Republic is 3 times higher than in Austria

Insurance density and wages in Czech Republic and Austria



Big potential to catch up to Austrian level



Preliminary results financial year 2012

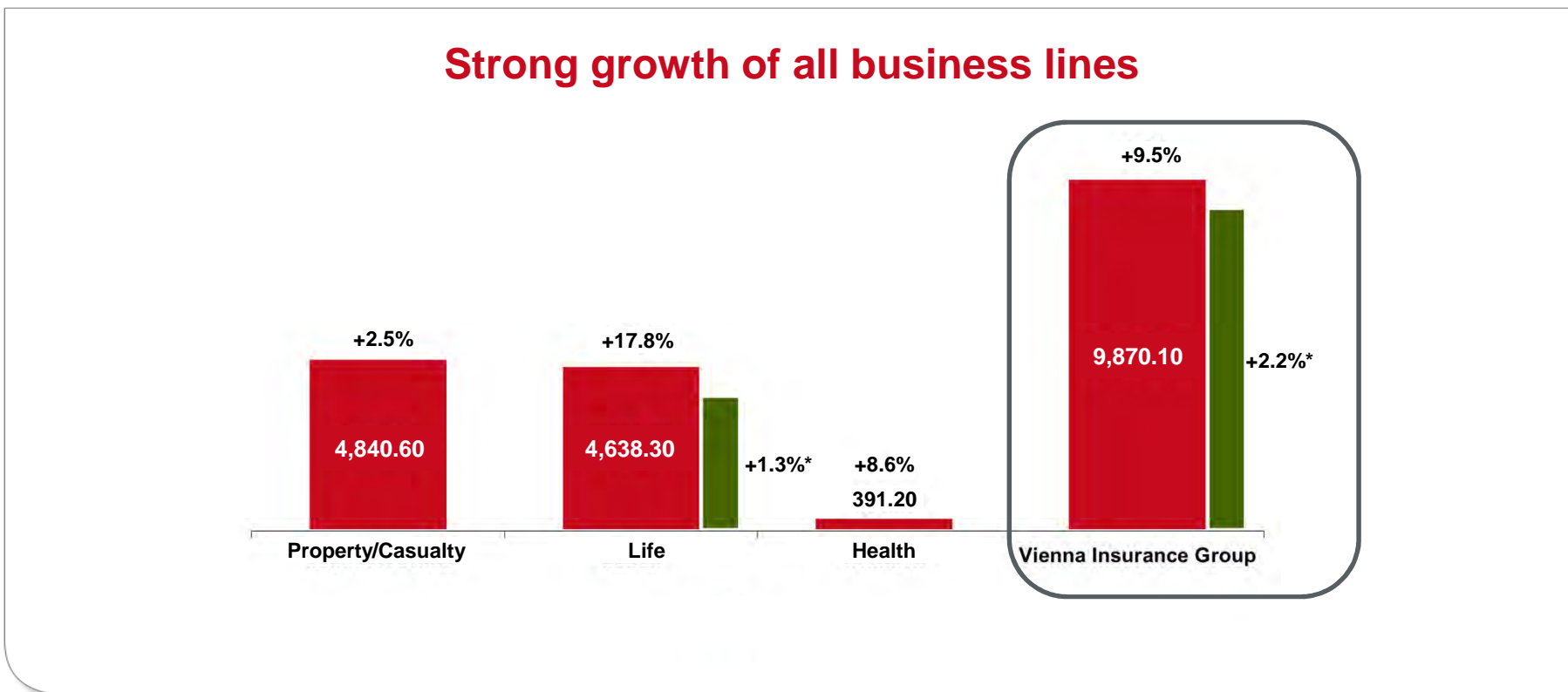
VIG: Strong growth continues **Record high in premium volume and results**

-  **Premium growth** up to about EUR 9.9 bn.
-  Increased **profit before tax** up to about EUR 585 m.
-  **Combined ratio** around 97%
-  Increase of **CEE share** in premium volume up to about 56%
-  **Solid development in Austria** despite negative environment in life insurance

**Premium data (direct) preliminary, unconsolidated and unaudited; Comparative data 2011: press conference 24th january 2012*

Premiums

Gross written premiums in lines of business, in million EUR (2012)



Premium data (direct) preliminary, unconsolidated and unaudited; Comparative data 2011: press conference 24th January 2012

* Normalised premium after adjustment special item single premium policies Benefia Life

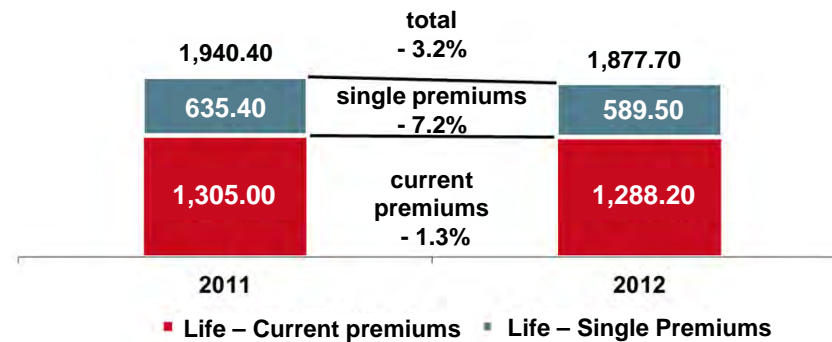
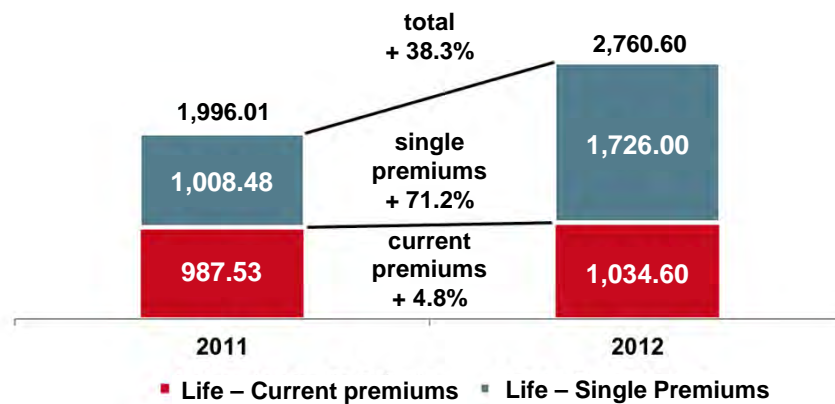
Premiums – life line

Gross written premiums, in million EUR

Differentiated development in segment life

Strong growth of VIG outside Austria

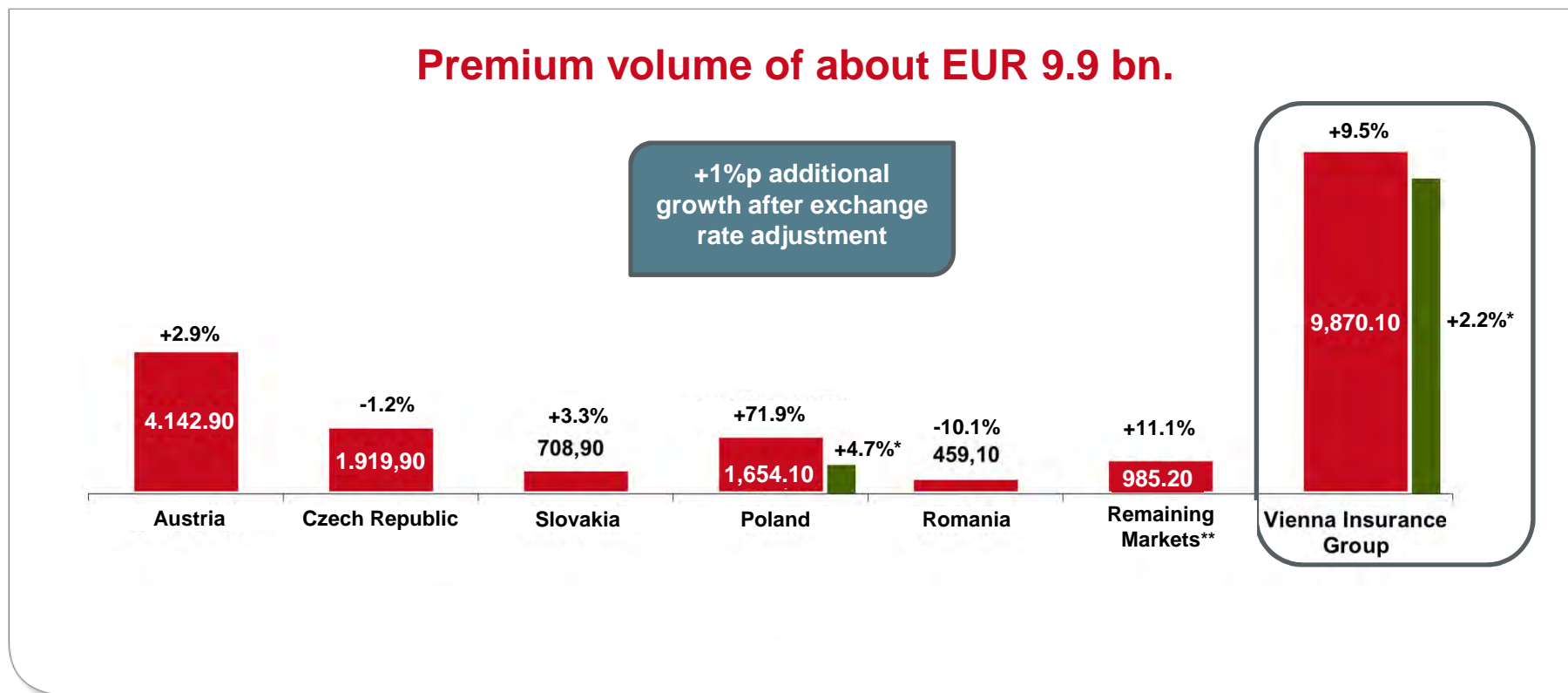
Difficult tax environment influences premiums in Austria



Premium data (direct) preliminary, unconsolidated and unaudited; Comparative data 2011: press conference 24th january 2012

Premiums

Gross written premiums by region, in million EUR (2012)



Premium data (direct) preliminary, unconsolidated and unaudited; Comparative data 2011: press conference 24th january 2012; * Normalised premium after adjustment special item single premium policies Benefia Life **AL, BA, BG, BY, DE, EE, FL, GE, HR, HU, KO, LT, LV, ME, MK, RS, TR, UA (2011 incl. RU);

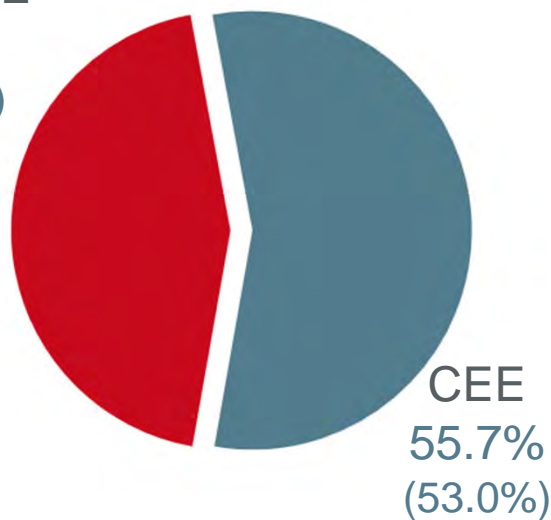
Premiums

1-12.2012 (1-12.2011)

CEE share in total premiums is continuously growing

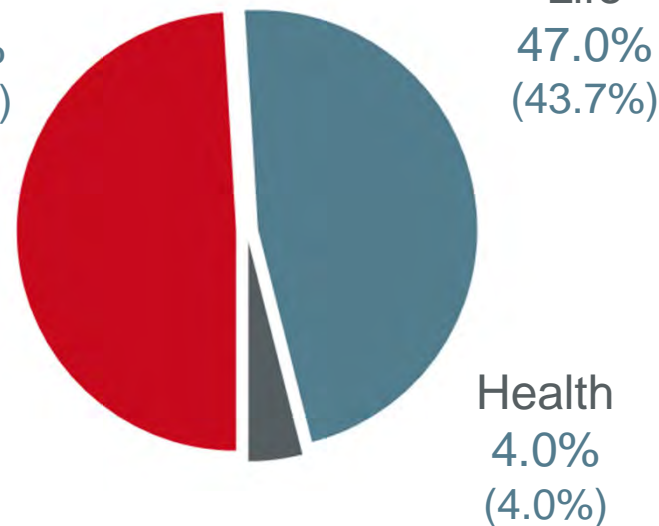
% share premium in regions

Non CEE
44.3%
(47.0%)



% share in lines of business

P/C
49.0%
(52.3%)



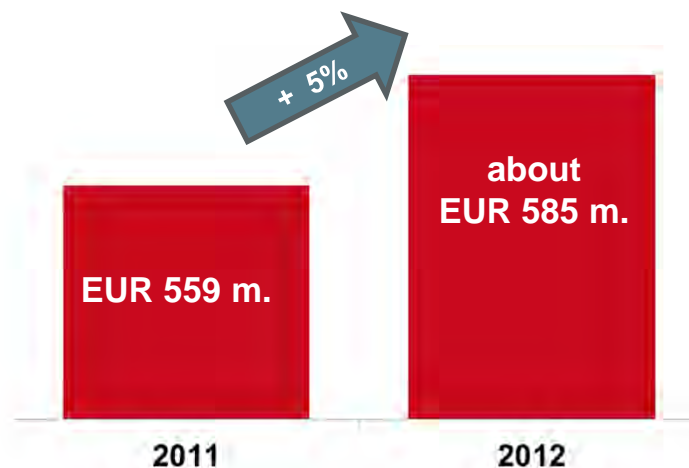
Premium data (direct) preliminary, unconsolidated and unaudited; Comparative data 2011: press conference 24th january 2012;

Profit before tax

2012

VIG record result 2012

Profit before tax around
EUR 585 m.



Income growth:
more than twice as high
as normalised premium
growth

PBT 2012 is preliminary and unaudited

Some examples for our social commitment



Social Active Day 2012:

33,000 working hours contributed



Group supports various initiatives, e.g. :

AT: Caritas, Canisiusbus

Hospiz and Volkshilfe

CZ: „Christmas tree campaign“

Pomocné tlapky (Helping paws)

HR: Children's home St Theresa



Günter Geyer Social Active Award





Many thanks for your attention!

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



AUSTRIA

WIENER STÄDTISCHE
VIENNA INSURANCE GROUP

lonau
VIENNA INSURANCE GROUP

S-VERSICHERUNG
VIENNA INSURANCE GROUP

ITALY BRANCH

WIENER STÄDTISCHE
VIENNA INSURANCE GROUP

lonau
VIENNA INSURANCE GROUP

SLOVENIA BRANCH

WIENER STÄDTISCHE
VIENNA INSURANCE GROUP

CZECH REPUBLIC

Kooperativa
VIENNA INSURANCE GROUP

ČPP
VIENNA INSURANCE GROUP

**POJIŠŤOVNA
ČESKÉ SPORITELNY**
VIENNA INSURANCE GROUP

VIG Re

SLOVAKIA

Kooperativa
VIENNA INSURANCE GROUP

**KOMUNÁLNA
poistovňa**
VIENNA INSURANCE GROUP

**POIŠŤOVNA
SLOVENSKEJ SPORITELNE**
VIENNA INSURANCE GROUP

POLAND

COMPENSA
VIENNA INSURANCE GROUP

InterRisk
VIENNA INSURANCE GROUP

BENEFIA
VIENNA INSURANCE GROUP

POLISA-ŻYCIE
VIENNA INSURANCE GROUP

ROMANIA

OMNIASIG
VIENNA INSURANCE GROUP

ASIROM
VIENNA INSURANCE GROUP

**DE VIATA
BCR ASIGURARI**
VIENNA INSURANCE GROUP

BULGARIA

BULSTRAD
VIENNA INSURANCE GROUP

**Life
BULSTRAD**
VIENNA INSURANCE GROUP

CROATIA

KVARNER
VIENNA INSURANCE GROUP

HELIOS
VIENNA INSURANCE GROUP

ERSTE OSIGURANJE
VIENNA INSURANCE GROUP

HUNGARY

**UNION
BIZTOSÍTÓ**
VIENNA INSURANCE GROUP

ERSTE BIZTOSÍTÓ
VIENNA INSURANCE GROUP

SERBIA

WIENER STÄDTISCHE
VIENNA INSURANCE GROUP

UKRAINE

КНЯЖА
VIENNA INSURANCE GROUP

ГЛОБУС
VIENNA INSURANCE GROUP

ЮПІТЕЛ
VIENNA INSURANCE GROUP

**УКРАЇНСЬКА
СТРАХОВА ГРУПА**
VIENNA INSURANCE GROUP

ESTONIA

COMPENSA
VIENNA INSURANCE GROUP

LATVIA

COMPENSA
VIENNA INSURANCE GROUP

LITHUANIA

COMPENSA
VIENNA INSURANCE GROUP

TURKEY

RAYSIGORTA
VIENNA INSURANCE GROUP

BELARUS

КУПАЛА
VIENNA INSURANCE GROUP

GEORGIA

GPIA
VIENNA INSURANCE GROUP

IRAO
VIENNA INSURANCE GROUP

ALBANIA

SIGMA
VIENNA INSURANCE GROUP

interalbanian
VIENNA INSURANCE GROUP

INTERSIG
VIENNA INSURANCE GROUP

MACEDONIA

WINNER
VIENNA INSURANCE GROUP

**Life
WINNER**
VIENNA INSURANCE GROUP

MONTENEGRO

**Život
WIENER STÄDTISCHE**
VIENNA INSURANCE GROUP

BOSNIA HERZEGOVINA

**JAHORINA
OSIGURANJE**
VIENNA INSURANCE GROUP

GERMANY

InterRisk
VIENNA INSURANCE GROUP

LIECHTENSTEIN

VIENNA-LIFE
VIENNA INSURANCE GROUP

Disclaimer



These materials do not constitute or form part, or all, of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities in any jurisdiction in which such solicitation, offer or sale would be unlawful, nor shall part, or all, of these materials form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities.

These materials contain forward-looking statements based on the currently held beliefs and assumptions of the management of VIENNA INSURANCE GROUP AG Wiener Versicherung Gruppe ("VIG"), which are expressed in good faith and, in their opinion, reasonable. These statements may be identified by words such as "expectation" or "target" and similar expressions, or by their context.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of VIG, or results of the insurance industry generally, to differ materially from the results, financial condition, performance or achievements express or implied by such forwardlooking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. VIG disclaims any obligation to update these forward-looking statements to reflect future events or developments.