

# NUMBER ONE AND **SAFE**

# Press Conference

## VIENNA INSURANCE GROUP 1<sup>st</sup> half-year 2015

Vienna, 25 August 2015

# VIG remains the best rated company in the ATX

Standard & Poor's

**A+**  
**Stable**  
**Outlook**

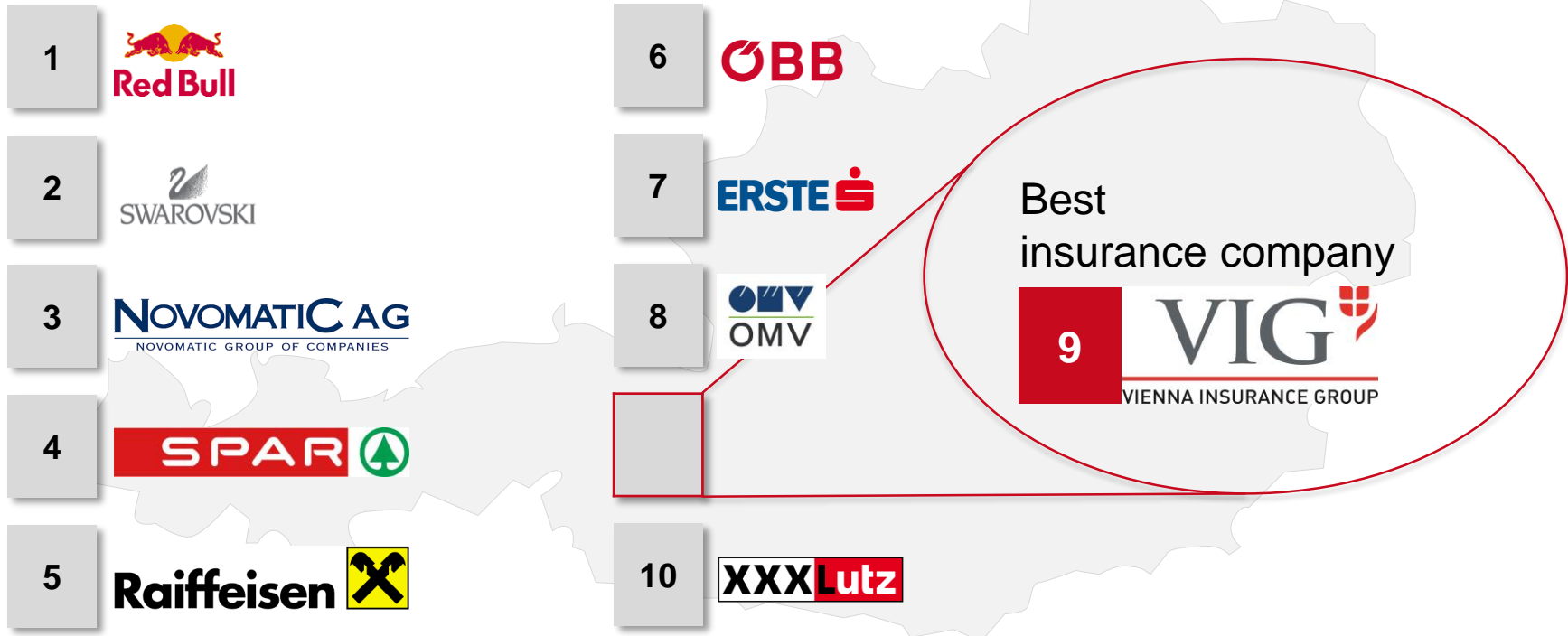
# confirms **VIG** rating with

- “Capital adequacy is excellent, exceeding our benchmark for the 'AAA' level in 2014”
- “The group has sound diversification by business line and a well-established multichannel distribution strategy”
- “Group's competitive position is very strong, based on leading market positions in Austria and Central and Eastern Europe”
- “VIG's management and governance are strong...we believe the group has successfully restructured its underperforming markets in Romania and Italy”

*Extract from the S&P rating report as of 30 July 2015*

# VIG among the top 10 brands in Austria

Position



## HIGHLIGHTS 1<sup>st</sup> half-year 2015 and actual news

### Premium volume

**Premiums (not including single-premium products) a solid increase of 2.2%**

- Conservative approach towards single premium business due to current low-interest rate environment
- Regular premium business in life +6.3%
- Gross written premiums stable at EUR 4.9bn (-1.5%)

### Combined Ratio

**With 95.9% best half-year combined ratio in 5 years**

### Profit before taxes

**At around EUR 250mn within expected range**

- Decrease of 16.8% influenced as expected by low-interest rate environment
- Record result of EUR 30.9mn in Remaining markets segment
- 67% of profit come from the CEE region

### Acquisitions

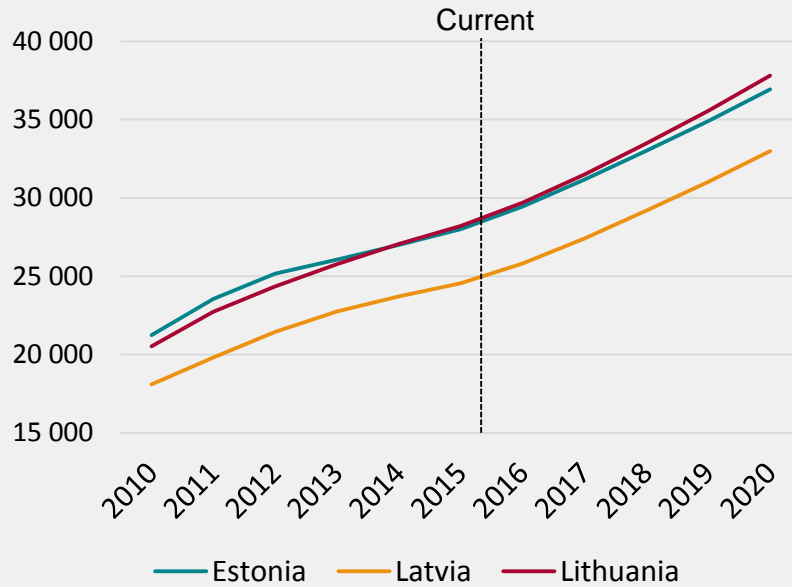
**Finsaltas (Lithuania), Baltikums AAS (Latvia), UBB-AIG (Bulgaria)**

**New formation** „Compensa Vienna Insurance Group UADB“ in Lithuania

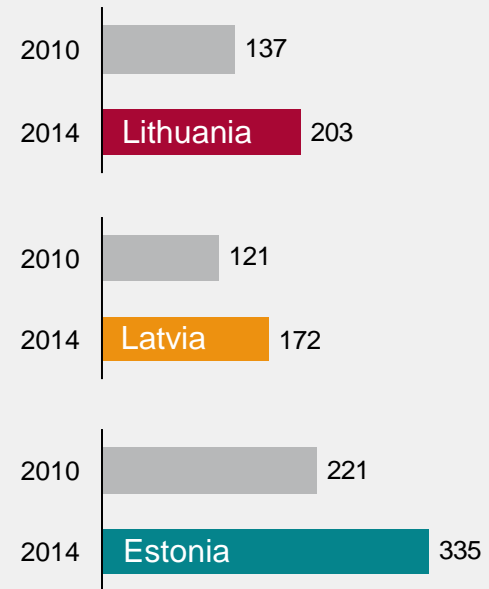
# Baltics – positive economic circumstances

## Macroeconomic figures

### GDP per capita (in USD)



### Premiums per capita (in EUR)



# Successfully exploiting the market potential in the Baltic States

## Positive development of VIG in the Baltic States 2010-2015

Market entry  
**2008**

Premiums  
**+28.2%**

CAGR 1-6 2010-15

Premium volume  
EUR **29.4mn**

1-6 2015

Profit  
**+13.6%**

CAGR 1-6 2010-15

Market share\*  
**7.5%**

... in life insurance

**COMPENSA**  
VIENNA INSURANCE GROUP



# VIG takes expansion steps towards the Baltic States

## Exploitation of market potential

**VIG**  
VIENNA INSURANCE GROUP

← 100%

**Baltikums AAS**

Latvia

Non-life insurer  
Market share: 8% (Market position 6)  
Premium volume: > EUR 20mn

**COMPENSA**  
VIENNA INSURANCE GROUP

← 100%

**Finsaltas**

Lithuania

Largest life insurance sales company  
Around 300 insurance brokers  
Brokered business 2014: > EUR 7mn

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**New formation**

Compensa Vienna Insurance Group UADB

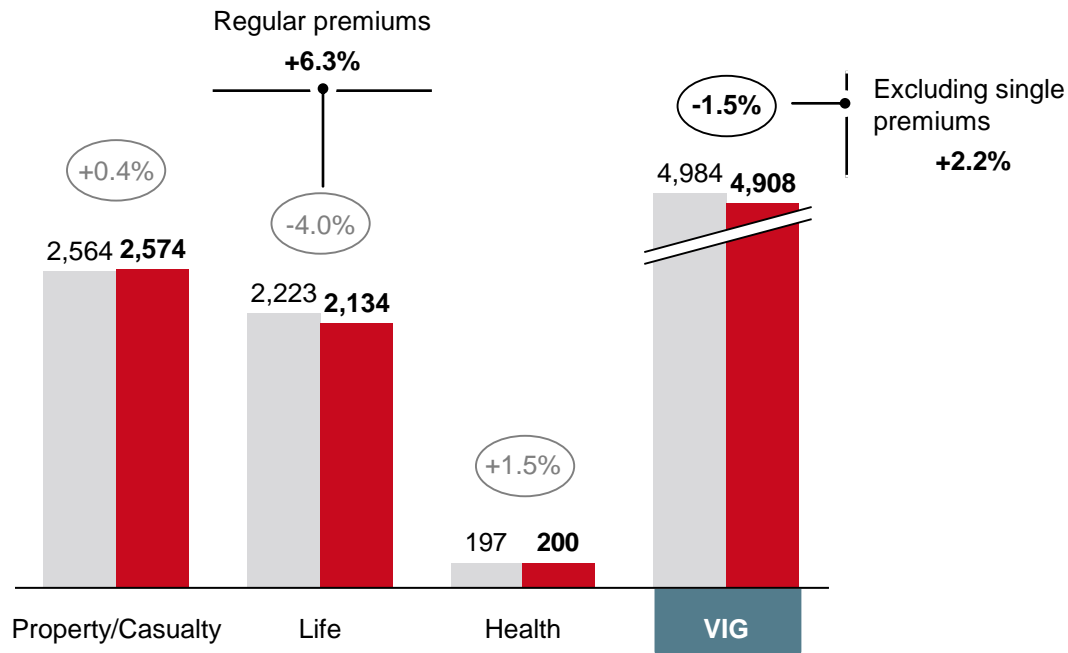




# Premiums

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

■ 1-6 2014 ■ 1-6 2015



# Premiums

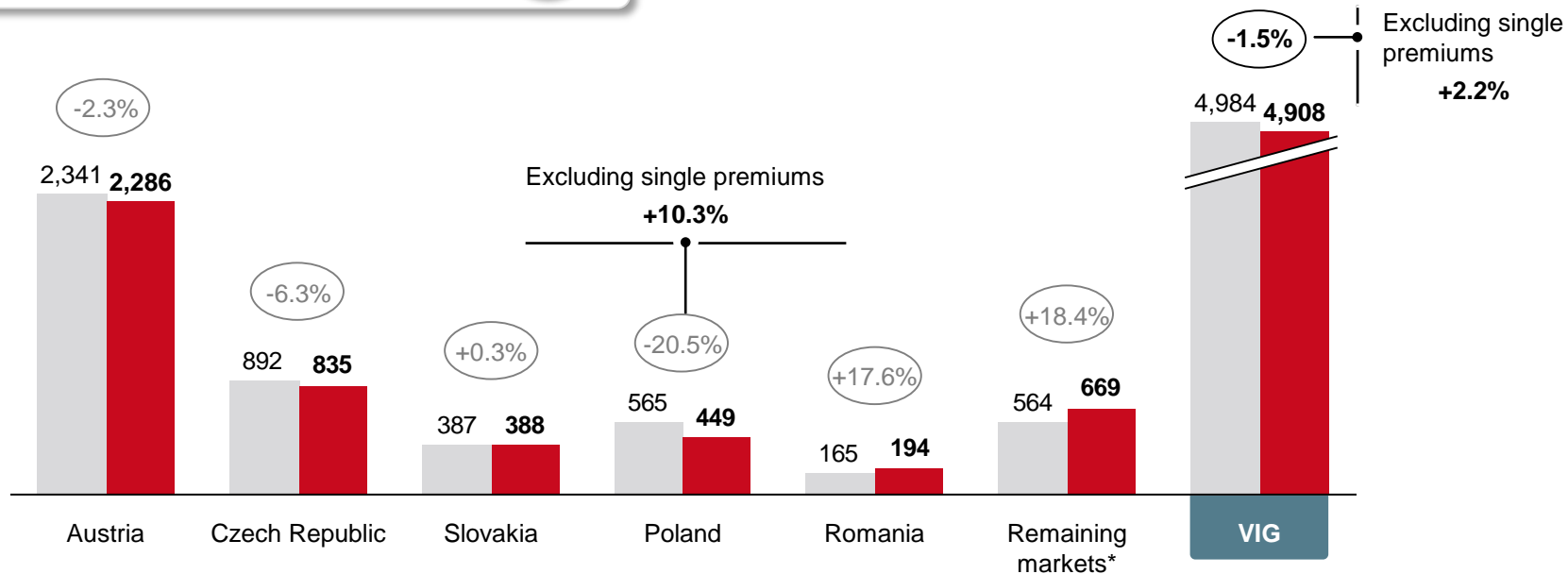
Gross written premiums by regions, IFRS, in EUR mn

**STABLE AT  
EUR 4.9bn**

**“Remaining markets”  
with pleasant growth**



■ 1-6 2014 ■ 1-6 2015

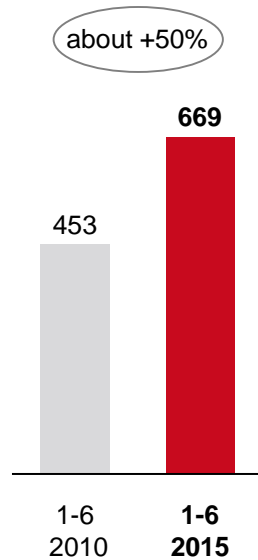


\* AL, BA, BG, DE, EE, FL, GE, HR, HU, LT, LV, MD (as of 31.12.2014), MK, RS, TR, UA

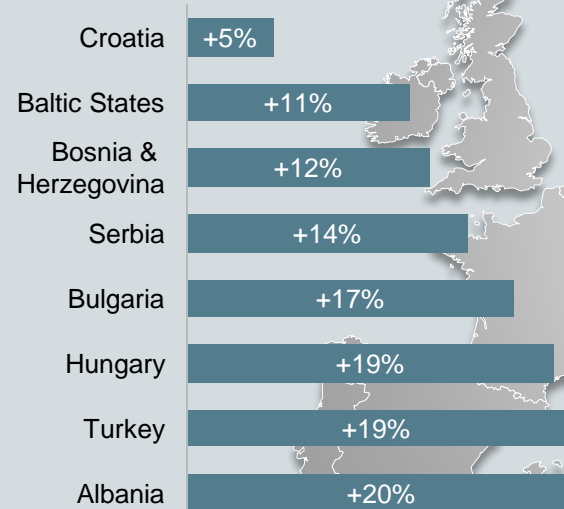
# Growth drivers „Remaining markets“

## Gross written premiums

in EUR mn



### Double-digit growth in numerous markets 1<sup>st</sup> half-year 2015

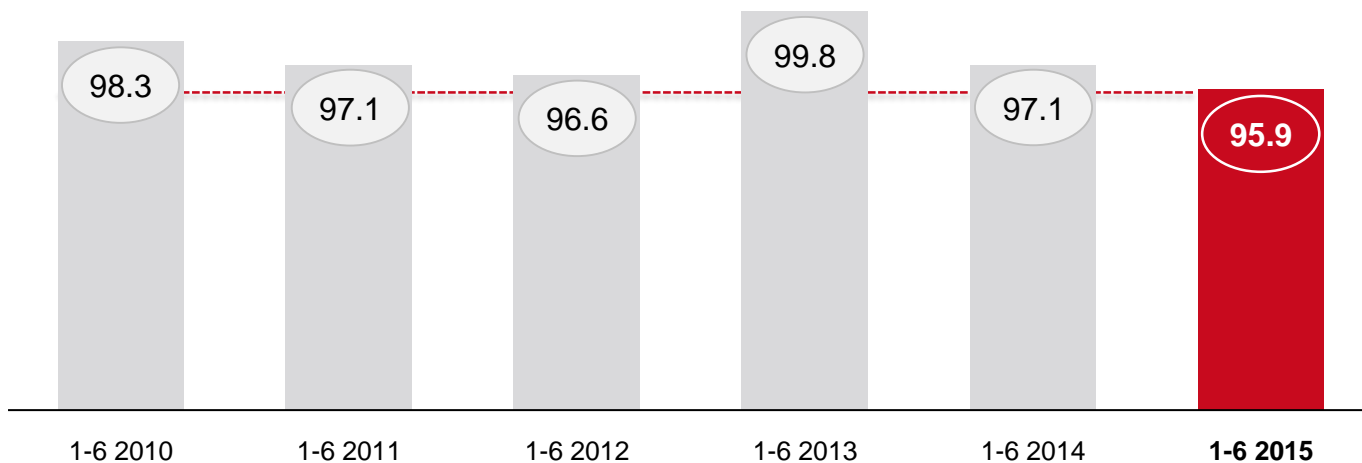


# Combined Ratio

net, in %

**-1.2%p**

Combined ratio reduced again  
Best combined ratio of the last 5 comparison periods

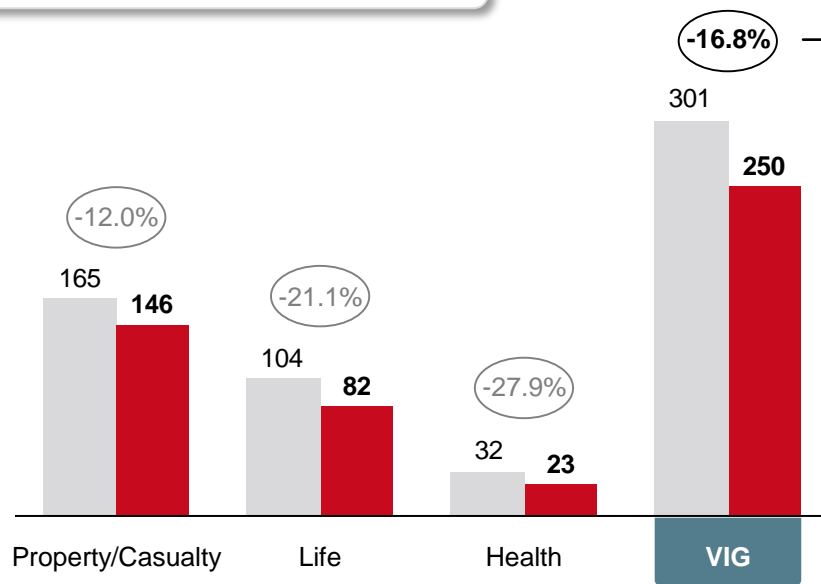


# Profit before taxes

By lines of business, IFRS, in EUR mn

■ 1-6 2014 ■ 1-6 2015

Profit at around EUR 250mn within expected range



## Influence factors

- Financial results influenced by low-interest rate environment
- Precaution for personnel provisions in Austria
- Increase in interest expenses of the subordinated bond issued in March 2015

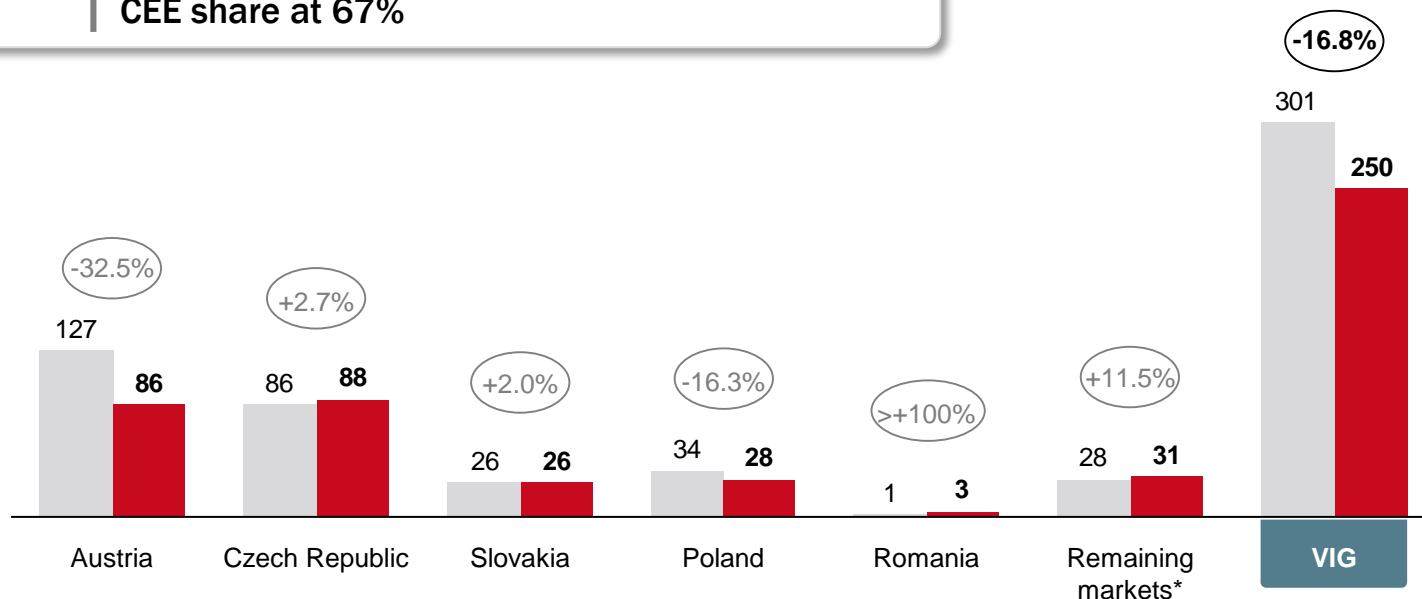
# Profit before taxes

## By regions, IFRS, in EUR mn

**ALL REGIONS  
POSITIVE**

**Czech Republic contributing most to Group profits.  
CEE share at 67%**

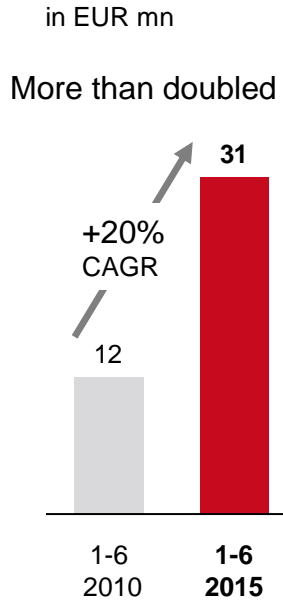
■ 1-6 2014 ■ 1-6 2015



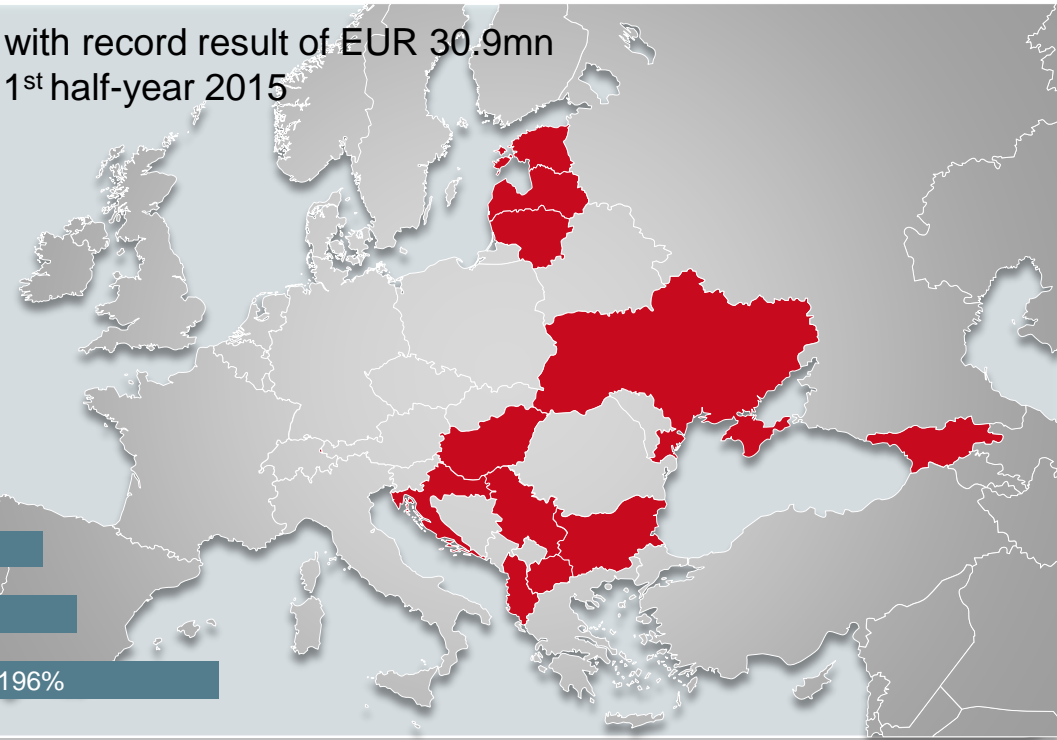
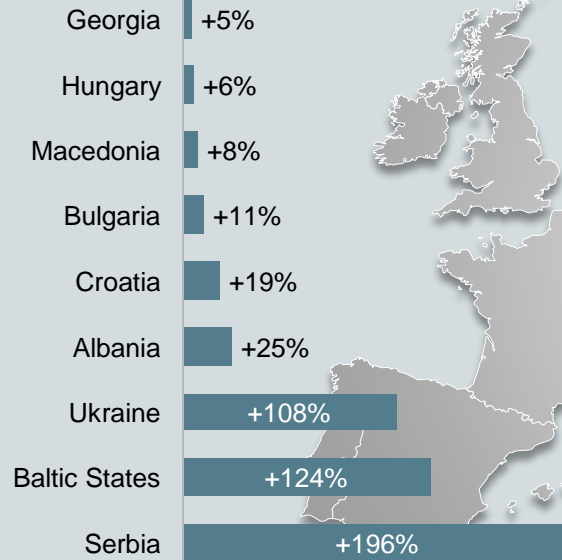
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# „Remaining markets“ – Positive development over years

## Profit before taxes



“Remaining markets” with record result of EUR 30.9mn  
Growth drivers in the 1<sup>st</sup> half-year 2015



# Took place for the 6th time– VIG Kids Camp



**2** weeks of fun for **500** children  
from **22** nations in **3** camps

Social responsibility by promoting better understanding between generations



Children sang and danced for Austrian senior citizens



Thank you for your attention

THE LEADING  
INSURANCE  
SPECIALIST  
IN AUSTRIA  
AND CEE.

**VIG**  
VIENNA INSURANCE GROUP  
Wiener Versicherung Gruppe



AUSTRIA

**WIENER STÄDTISCHE**  
VIENNA INSURANCE GROUP

**lonau**  
VIENNA INSURANCE GROUP

**S-VERSICHERUNG**  
VIENNA INSURANCE GROUP

SLOVAKIA

**Kooperativa**  
VIENNA INSURANCE GROUP

**KOMUNÁLNA POISTOVŇA**  
VIENNA INSURANCE GROUP

**POISTOVŇA SLOVENSKEJ ŠPORTILNE**  
VIENNA INSURANCE GROUP

BULGARIA

**BULSTRAD**  
VIENNA INSURANCE GROUP

**Life BULSTRAD**  
VIENNA INSURANCE GROUP

UKRAINE

**КНЯЖА**  
VIENNA INSURANCE GROUP

**ГЛОБУС**  
VIENNA INSURANCE GROUP

**ЮНІТЕП**  
VIENNA INSURANCE GROUP

BELARUS

**КУПАЛА**  
VIENNA INSURANCE GROUP

GEORGIA

**GPIA**  
VIENNA INSURANCE GROUP

MACEDONIA

**ОСИГУРУВАЊЕ МАКЕДОНИЈА**  
VIENNA INSURANCE GROUP

**WINNER**  
VIENNA INSURANCE GROUP

**Life WINNER**  
VIENNA INSURANCE GROUP

ITALY BRANCH

**WIENER STÄDTISCHE**  
VIENNA INSURANCE GROUP

**lonau**  
VIENNA INSURANCE GROUP

POLAND

**COMPENSA**  
VIENNA INSURANCE GROUP

**InterRisk**  
VIENNA INSURANCE GROUP

**BENEFIA**  
VIENNA INSURANCE GROUP

CROATIA

**WIENER OSIGURANJE**  
VIENNA INSURANCE GROUP

**ERSTE OSIGURANJE**  
VIENNA INSURANCE GROUP

ESTONIA

**COMPENSA**  
VIENNA INSURANCE GROUP

TURKEY

**RAYSIGORTA**  
VIENNA INSURANCE GROUP

MONTENEGRO

**Život WIENER STÄDTISCHE**  
VIENNA INSURANCE GROUP

BOSNIA HERZEGOVINA

**WIENER OSIGURANJE**  
VIENNA INSURANCE GROUP

SLOVENIA BRANCH

**WIENER STÄDTISCHE**  
VIENNA INSURANCE GROUP

**POLISA-ŽYCIÉ**  
VIENNA INSURANCE GROUP

**skandia**  
VIENNA INSURANCE GROUP

HUNGARY

**UNION BIZTOSÍTÓ**  
VIENNA INSURANCE GROUP

**ERSTE BIZTOSÍTÓ**  
VIENNA INSURANCE GROUP

**viennalife**  
VIENNA INSURANCE GROUP

LATVIA

**COMPENSA**  
VIENNA INSURANCE GROUP

ALBANIA

**Siema INTERBANAN**  
VIENNA INSURANCE GROUP

GERMANY

**InterRisk**  
VIENNA INSURANCE GROUP

CZECH REPUBLIC

**Kooperativa**  
VIENNA INSURANCE GROUP

**ČPP**  
VIENNA INSURANCE GROUP

**POJIŠTOVNA ČESKÉ ŠPORTILNY**  
VIENNA INSURANCE GROUP

**VIG Re**

ROMANIA

**OMNIASIG**  
VIENNA INSURANCE GROUP

**ASIROM**  
VIENNA INSURANCE GROUP

**DE VIATA BCR ASIGURARI**  
VIENNA INSURANCE GROUP

SERBIA

**WIENER STÄDTISCHE**  
VIENNA INSURANCE GROUP

LITHUANIA

**COMPENSA**  
VIENNA INSURANCE GROUP

MOLDOVA

**DONARIS**  
VIENNA INSURANCE GROUP