

■ 3M 2013 Results Presentation



Conference Call for the first quarter 2013

Vienna, 28 May 2013

Presenting Team and Topics

Presenting Team

- ▶ Martin Simhandl, CFO
- ▶ Franz Kosyna, Deputy General Manager and Member of the Managing Board
- ▶ Peter Höfinger, Member of the Managing Board
- ▶ Roland Gröll, Deputy Member of the Managing Board and Head of Group Finance and Accounting
- ▶ Nina Higatzberger, Head of Investor Relations

Topics

- ▶ Results Overview p. 3
- ▶ P&L and Balance Sheet p. 7
- ▶ Appendix p. 18

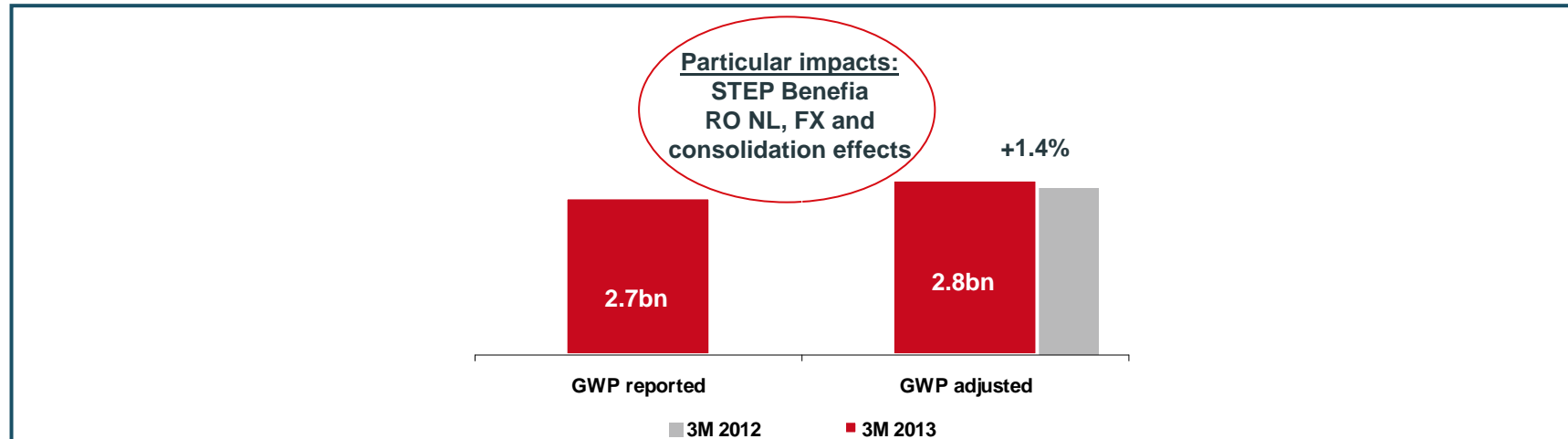
Growing profits

Best first quarter result

- ▶ Profit before taxes up 5.2% to EUR 159.4mn
 - ✓ Profit of s Versicherung Group in CEE strongly increased by 19.7%
- ▶ 51.5% of profit before taxes generated in CEE
- ▶ Double-digit profit growth in
 - ✓ Poland: PBT up 21.6% to EUR 15.3mn
 - ✓ Remaining markets: PBT up 36.0% to EUR 10.6mn
- ▶ Net combined ratio of 96.9% with administrative expenses down by 5.2%
- ▶ Consolidation change of three Austrian Housing Societies in Q1 2013
 - ✓ Equity impact: non-controlling interest minus EUR 188.3mn
- ▶ Croatia: Merger of Kvarner and Helios approved by the financial authority

Premium development

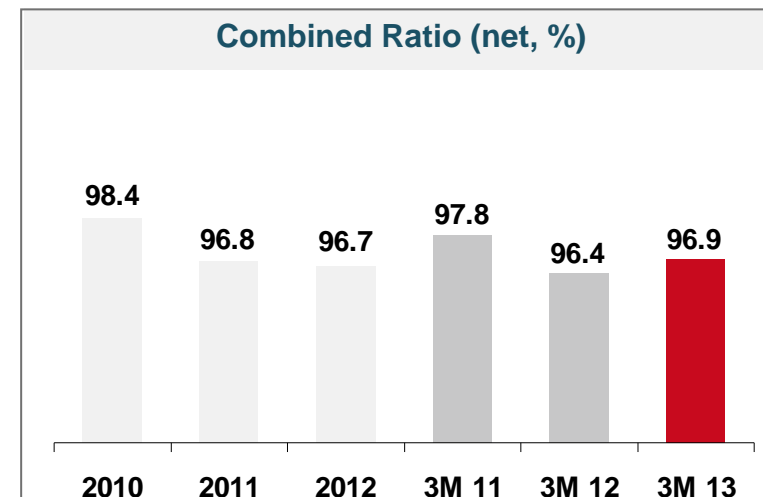
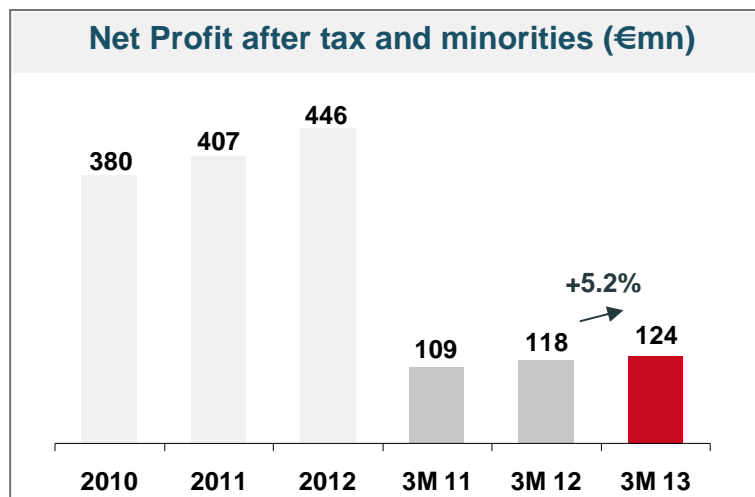
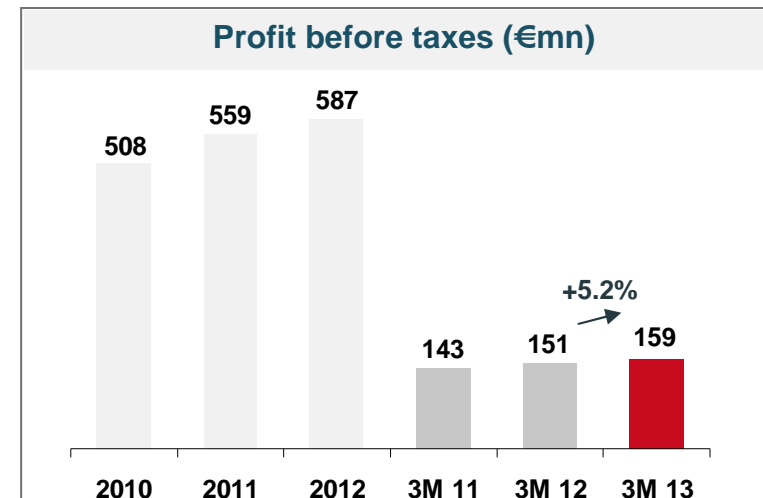
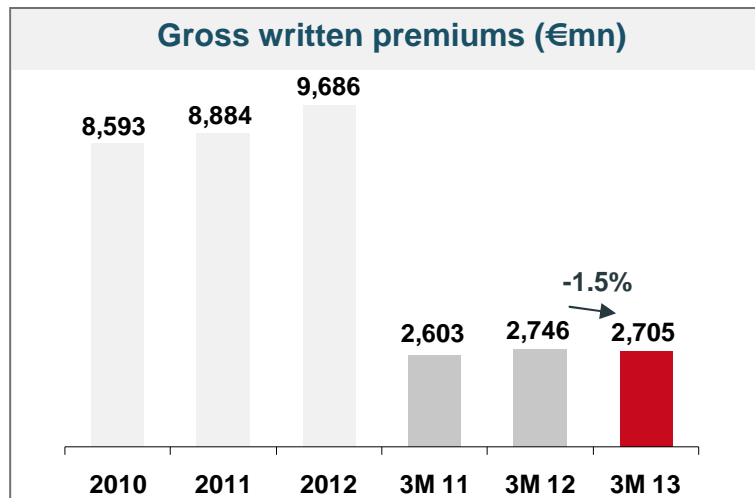
Excluding particular impacts, premiums up 1.4%



- ▶ Gross written premiums of EUR 2.7bn (-1.5%)
 - ✓ excluding particular impacts, premiums beat company consensus
- ▶ Poland:
 - ✓ Intentional decrease of short-term endowment product
 - ✓ Regular premium business excl. first-time consolidation of Polisa up 12.2%
 - ✓ Reduction of STEP leads to overall increased life margins in CEE

3M 2013 Financial Highlights (I)

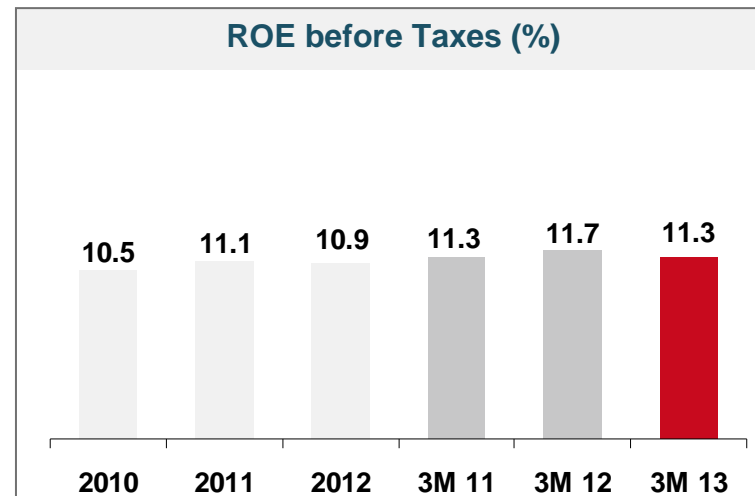
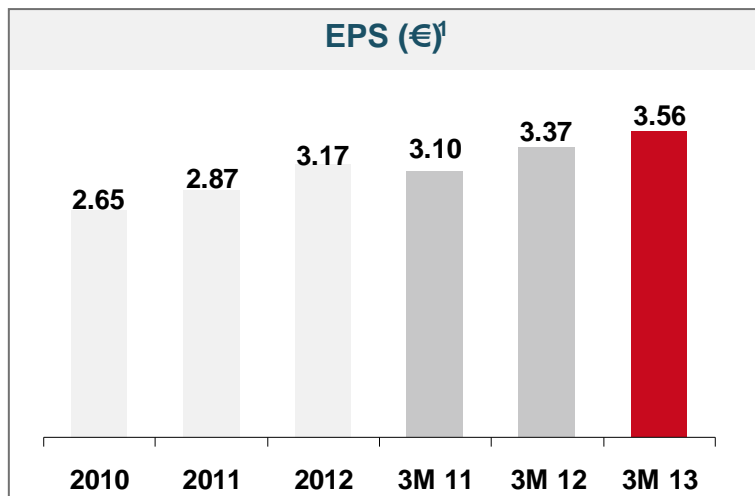
Profit before taxes up 5.2%



Rounding differences may occur when rounded amounts or percentages are added up.

3M 2013 Financial Highlights (II)

Earnings per share up 5.6% to EUR 3.56



Rounding differences may occur when rounded amounts or percentages are added up.

1: EPS net of hybrid interest, annualised figures

P&L and Balance Sheet Details

Vienna Insurance Group – 3M 2013 Results

3M 2013 – Income Statement



VIENNA INSURANCE GROUP

P&L AND BALANCE SHEET DETAILS

IFRS (€mn)

€mn	3M 2013	3M 2012	+/-%
Gross premiums written	2,705.2	2,746.5	-1.5
Net earned premiums	2,198.9	2,230.8	-1.4
Financial result ¹	270.2	277.0	-2.5
Other income	42.2	26.1	61.7
Total income	2,511.3	2,534.0	-0.9
Expenses for claims and insurance benefits	-1,819.7	-1,837.8	-1.0
Acquisition and administrative expenses	-472.9	-465.2	1.6
Other expenses	-59.3	-79.5	-25.3
Total expenses	-2,351.9	-2,382.5	-1.3
Profit before taxes	159.4	151.4	5.2
Taxes	-32.7	-31.7	3.2
Net profit (Profit for the period)	126.7	119.8	5.8
Non-controlling interests	-2.9	-2.0	40.0
Net profit after non-controlling interests	123.8	117.7	5.2

1: Incl. result from shares in at equity consolidated companies

3M 2013 – Balance Sheet



VIENNA INSURANCE GROUP

P&L AND BALANCE SHEET DETAILS

IFRS (€mn)

€mn	31.03.2013	31.12.2012	+/-%
Intangible assets	2,423	2,410	0.5
Investments	28,776	29,463	-2.3
Unit- and index-linked investments	6,534	6,444	1.4
Reinsurers' share in underwriting provisions	1,081	1,034	4.5
Receivables	1,780	1,657	7.5
Tax receivables and advance payments out of income tax	78	81	-2.7
Deferred tax assets	141	137	3.0
Other assets	335	339	-1.1
Cash and cash equivalents	847	772	9.6
Total assets	41,996	42,336	-0.8
Shareholders' equity	5,532	5,752	-3.8
<i>thereof minorities</i>	137	346	-60.3
Subordinated liabilities	537	538	-0.1
Underwriting provisions	26,233	25,815	1.6
Unit- and index-linked technical provisions	6,349	6,245	1.7
Non-underwriting provisions	471	432	9.1
Liabilities	2,352	3,028	-22.3
Tax liabilities out of income tax	109	93	17.8
Deferred tax liabilities	212	227	-6.3
Other liabilities	200	207	-3.3
Total liabilities and equity	41,996	42,336	-0.8

3M 2013 – Gross Written Premiums



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P&L AND BALANCE SHEET DETAILS

Premium increase of 1.4% excluding particular impacts

€mn	GWP Non-life			GWP Life			Total		
	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%
Austria	819.8	815.3	0.5	564.8	554.2	1.9	1,384.6	1,369.5	1.1
Czech Republic	264.1	276.3	-4.4	211.7	206.7	2.4	475.9	483.1	-1.5
Slovakia	105.0	106.3	-1.3	99.1	87.1	13.8	204.0	193.4	5.5
Poland	153.4	160.2	-4.3	115.4	159.3	-27.6	268.8	319.6	-15.9
Romania	78.3	107.0	-26.8	23.0	27.7	-17.1	101.2	134.6	-24.8
Remaining markets	174.5	153.5	13.7	85.7	82.8	3.4	260.2	236.3	10.1

- ▶ Austria: positive development both in non-life and life; growth in life mainly driven by single premium business of s Versicherung;
- ▶ Czech Republic: excluding FX effects slight premium increase (+0.4%); disciplined underwriting in MTPL; sound development in life;
- ▶ Slovakia: ongoing pressure on the motor market more than compensated by sound growth in single premium life business;
- ▶ Poland: increased competition in motor; double digit growth in non-motor business does not make up for decrease in MTPL and Casco; in life volume reduction of short-term endowment product as planned; regular premium growing double-digit;
- ▶ Romania: unchanged market situation; decrease in non-life due to tariff increases in MTPL; reason for negative development in life is volatile single premium business;
- ▶ Remaining markets: double-digit growth with positive contribution from almost all markets;

3M 2013 – Expenses for Claims Incurred



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P&L AND BALANCE SHEET DETAILS

- ▶ Austria and Czech Republic with decreasing claims ratios
- ▶ Slovakia: shift between claims and cost ratio due to Group internal reinsurance; strongest impact on Q1 – normalisation over the year expected;
- ▶ Poland: portfolio shift to non-motor; expenses for claims incurred decreased considerably
- ▶ Romania: still unfavourable market situation; claims ratio slightly down by 2.1pp in Q1
- ▶ Remaining markets: claims ratio improved by 7.2 pp driven by positive developments in Turkey and Bulgaria

in %	Claims Ratio		
	3M 2013	3M 2012	+/- %-pts
Austria	66.3	67.3	-1.0
Czech Rep.	62.4	62.9	-0.5
Slovakia	35.7	52.2	-16.5
Poland	61.6	66.3	-4.7
Romania	78.6	80.6	-2.1
Remaining	54.9	62.1	-7.2
Group	65.7	65.4	0.3

€mn	P&C	
	3M 2013	3M 2012
Net Earned Premiums	1,020.5	1,039.1
Expenses for Claims Incurred	-670.7	-679.4
Ratio	65.7%	65.4%

Rounding differences may occur when rounded amounts or percentages are added up.

3M 2013 – Acquisition and Administrative Expenses



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P&L AND BALANCE SHEET DETAILS

Administrative expenses decreased by 5.2%

- ▶ Austria: cost ratio up by 3.8 pp; impacted by lower no-claim bonuses out of reinsurance and distorting cost effect due to seasonal commission payments
- ▶ Czech Republic and Romania slightly improved cost ratio
- ▶ Slovakia: effect out of Group internal reinsurance; gross amount of expenses stable
- ▶ Poland: cost ratio up 1.8 pp impacted by higher commissions for non-motor business
- ▶ Remaining markets: overall stable development

in %	Cost Ratio		
	3M 2013	3M 2012	+/- %-pts
Austria	30.6	26.8	3.8
Czech Rep.	28.6	29.4	-0.8
Slovakia	59.8	46.2	13.6
Poland	34.5	32.7	1.8
Romania	35.1	35.3	-0.2
Remaining	40.4	40.8	-0.4
Group	31.2	31.0	0.2

€mn	P&C	
	3M 2013	3M 2012
Net Earned Premiums	1,020.5	1,039.1
Acquisition and administrative expenses ¹	-317.9	-322.1
Ratio	31.2%	31.0%

1: Incl. other underwriting result of € 19.6mn for 3M 2013 (€ 25.7mn for 3M 2012)
Rounding differences may occur when rounded amounts or percentages are added up.

3M 2013 – Financial Result



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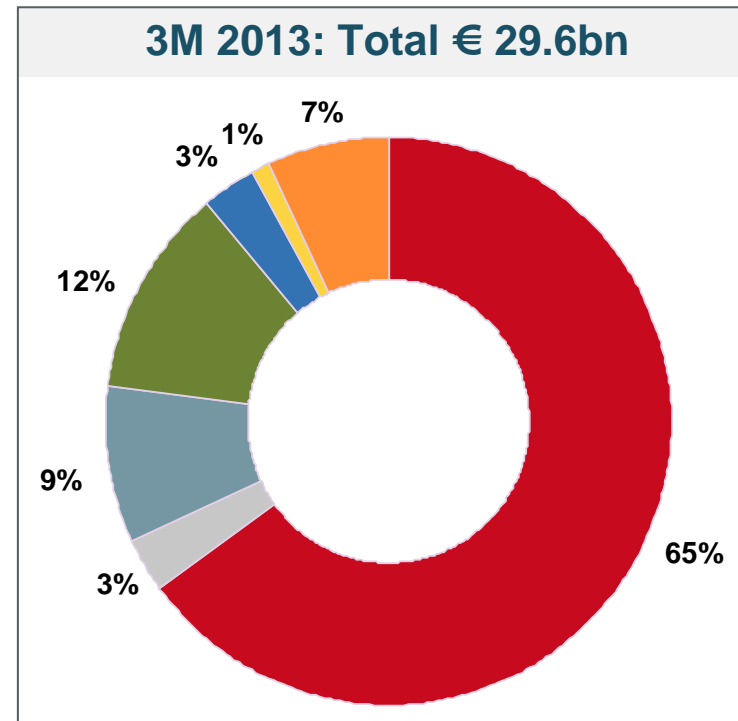
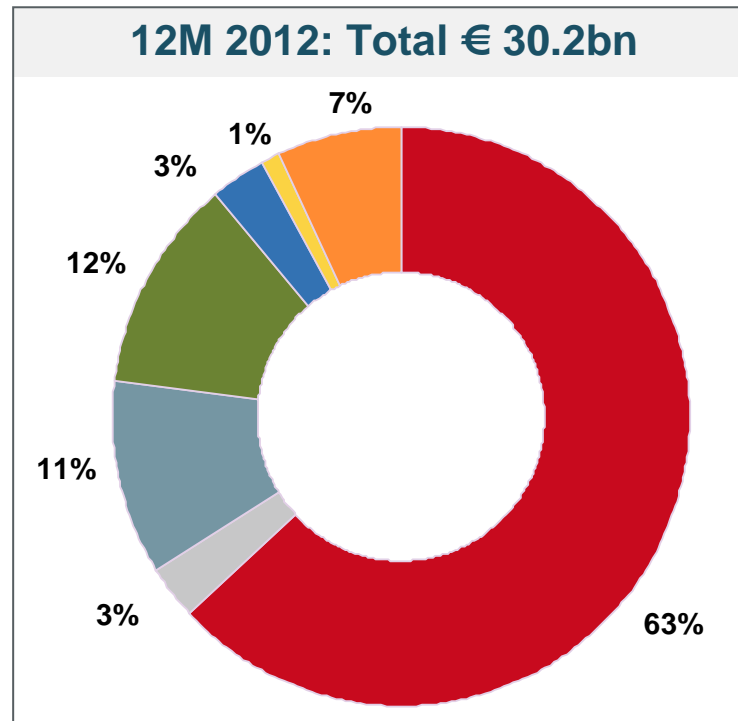
P&L AND BALANCE SHEET DETAILS

Income in € '000	P&C		Life		Health		Total	
	3M 2013	3M 2012	3M 2013	3M 2012	3M 2013	3M 2012	3M 2013	3M 2012
Current income	74,110	95,264	206,103	207,400	10,501	10,159	290,714	312,823
Income from appreciations	2,740	4,727	3,808	17,744	0	285	6,548	22,756
Income from the disposal of investments	16,701	11,854	38,540	35,662	94	310	55,335	47,826
Other income	1,395	1,139	7,890	14,136	0	1	9,285	15,276
Total Income	94,946	112,984	256,341	274,942	10,595	10,755	361,882	398,681
Expenses in € '000	P&C		Life		Health		Total	
	3M 2013	3M 2012	3M 2013	3M 2012	3M 2013	3M 2012	3M 2013	3M 2012
Depreciation of investments	13,653	18,536	14,675	12,650	972	857	29,300	32,043
Impairment of investments	153	31	1,482	2,873	230	52	1,865	2,956
Exchange rate changes	-2,135	-2,679	-2,208	1,858	-203	205	-4,546	-616
Losses from the disposal of investments	3,987	7,518	7,016	6,250	0	0	11,003	13,768
Interest expenses	8,818	14,068	5,252	7,222	495	1,039	14,565	22,329
Other expenses	22,792	31,062	15,479	18,156	1,231	1,984	39,502	51,202
Total Expenses	47,268	68,536	41,696	49,009	2,725	4,137	91,689	121,682
Total Financial Result	47,678	44,448	214,645	225,933	7,870	6,618	270,193	276,999

Note: Financial result incl. result from shares in at equity consolidated companies

3M 2013 – Investment Split

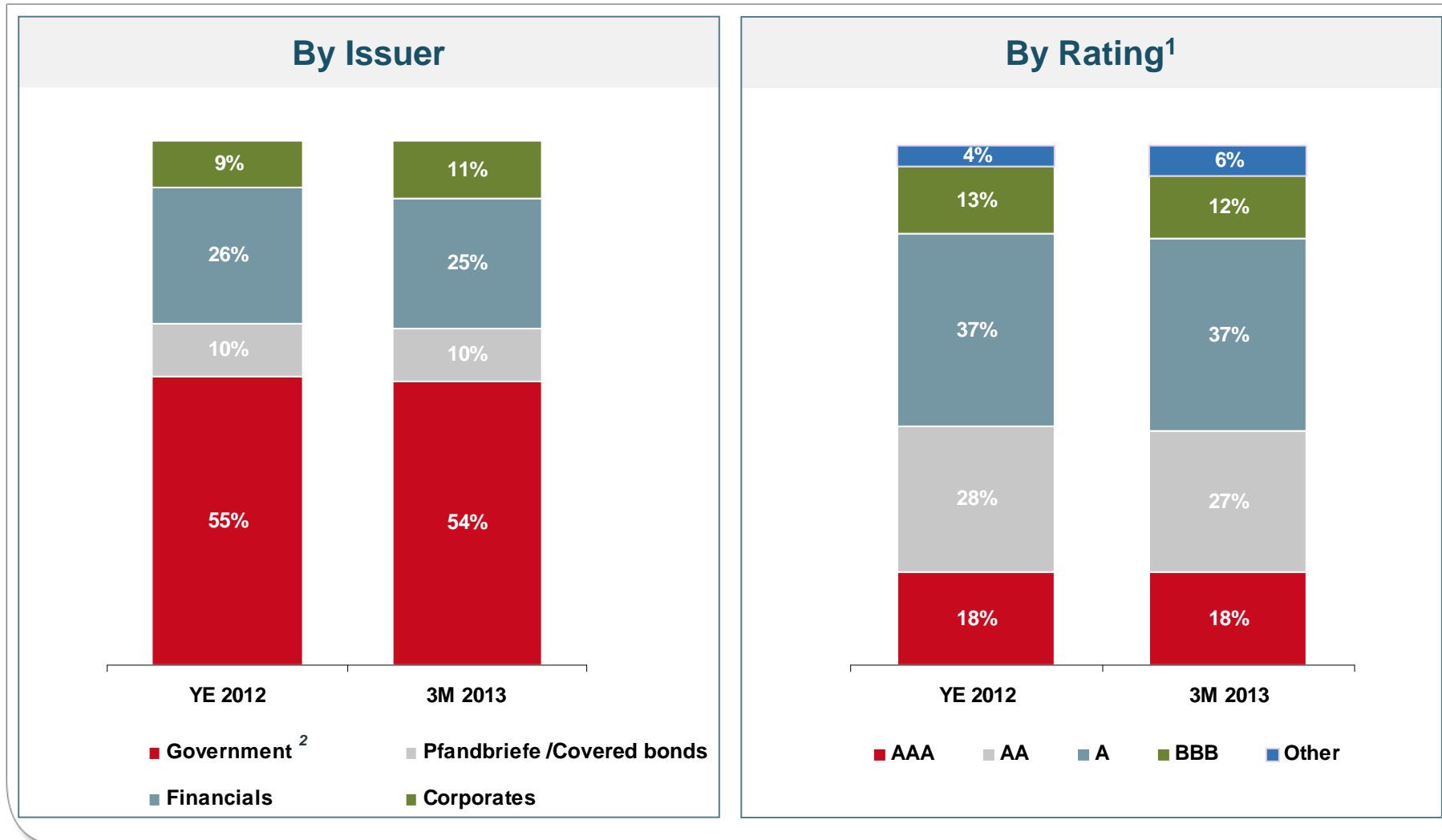
Real estate decrease driven by housing societies



- Bonds
- Equities
- Real Estate
- Loans
- Affiliated Comp.
- Alternatives
- Deposits and Cash

Rounding differences may occur when rounded amounts or percentages are added up.

3M 2013 – Development of Bond Portfolio

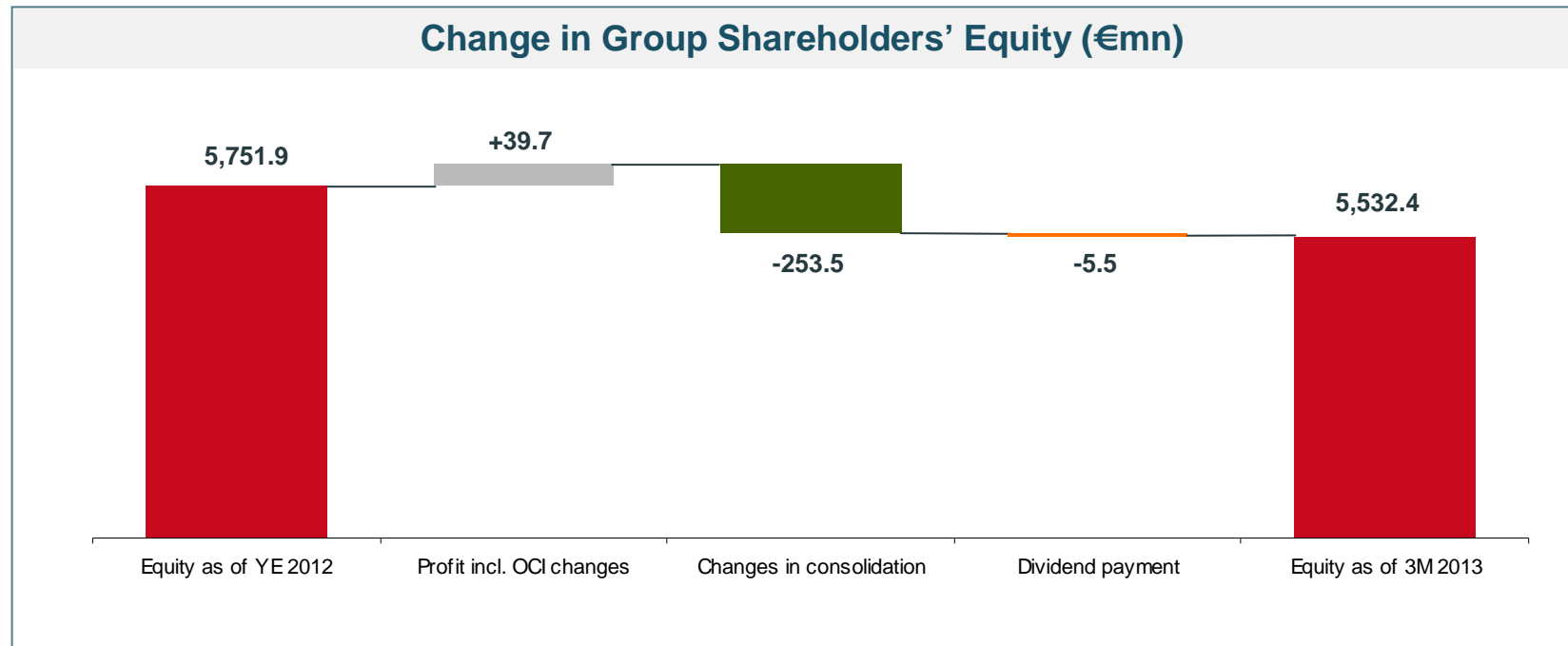


1: Based on second best rating

2: Government and government guaranteed

3M 2013 – Shareholders' Equity

Still strong equity basis despite consolidation change of housing societies



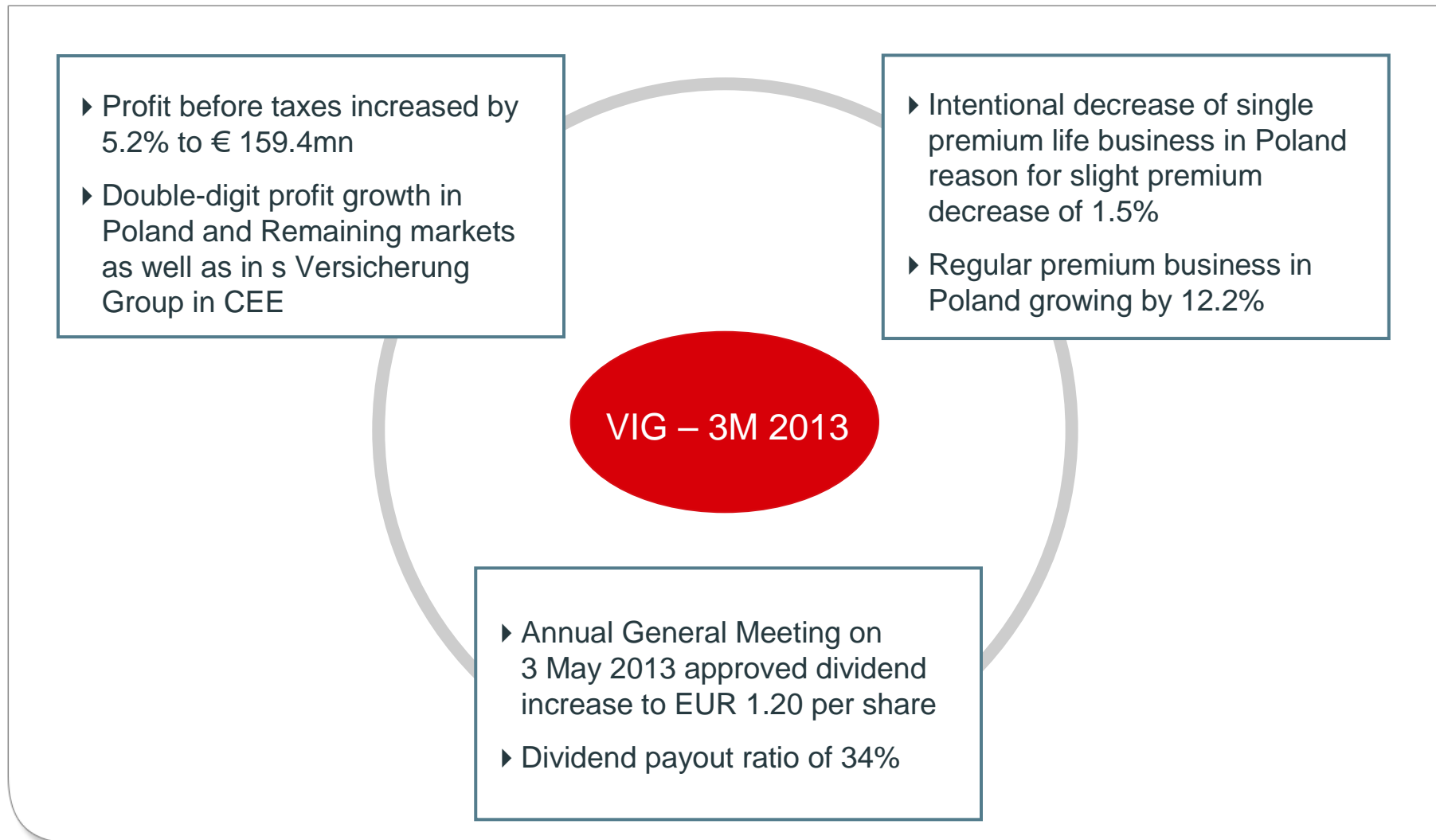
VIG has a Solvency I ratio of clearly above 250%

Rounding differences may occur when rounded amounts or percentages are added up.

Results 3M 2013 at a Glance

VIG further improving Group's profitability

SUMMARY



Appendix

Vienna Insurance Group – 3M 2013 Results

3M 2013 P&L – Property & Casualty



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APPENDIX

IFRS (€mn)

€mn	3M 2013	3M 2012	+/-%
Gross premiums written	1,501.9	1,528.5	-1.7
Net earned premiums	1,020.5	1,039.1	-1.8
Financial result	47.7	44.4	7.3
Other income	23.2	15.7	47.6
Total income	1,091.4	1,099.3	-0.7
Expenses for claims and insurance benefits	-670.7	-679.4	-1.3
Acquisition and administrative expenses	-298.3	-296.4	0.6
Other expenses	-41.0	-54.4	-24.6
Total expenses	-1,010.0	-1,030.2	-2.0
Profit before taxes	81.4	69.1	17.9

3M 2013 P&L – Life

IFRS (€mn)

€mn	3M 2013	3M 2012	+/-%
Gross premiums written	1,102.6	1,120.1	-1.6
Net earned premiums	1,079.8	1,099.4	-1.8
Financial result	214.6	225.9	-5.0
Other income	19.0	10.0	90.0
Total income	1,313.4	1,335.4	-1.6
Expenses for claims and insurance benefits	-1,071.5	-1,081.0	-0.9
Acquisition and administrative expenses	-163.3	-158.4	3.1
Other expenses	-17.9	-24.8	-27.9
Total expenses	-1,252.7	-1,264.2	-0.9
Profit before taxes	60.7	71.2	-14.7

3M 2013 P&L – Health

IFRS (€mn)

€mn	3M 2013	3M 2012	+/-%
Gross premiums written	100.7	97.8	2.9
Net earned premiums	98.6	92.3	6.8
Financial result	7.9	6.6	18.9
Other income	0.1	0.4	-86.9
Total income	106.5	99.4	7.2
Expenses for claims and insurance benefits	-77.6	-77.5	0.1
Acquisition and administrative expenses	-11.3	-10.4	8.1
Other expenses	-0.4	-0.3	66.3
Total expenses	-89.3	-88.2	1.3
Profit before taxes	17.3	11.2	54.0

3M 2013 P&L – Split by Regions (I)



VIENNA INSURANCE GROUP

APPENDIX

Regional segments, IFRS (€mn)

€mn	Austria			Czech Republic			Slovakia		
	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%
Gross premiums written	1,384.6	1,369.5	1.1	475.9	483.1	-1.5	204.0	193.4	5.5
Net earned premiums	950.6	919.8	3.3	360.3	364.4	-1.1	142.2	143.0	-0.5
Financial result	171.9	191.2	-10.1	40.7	31.0	31.3	12.0	14.0	-14.1
Other income	3.3	3.9	-14.1	9.8	9.0	9.6	5.2	1.2	>100
Total income	1,125.9	1,114.9	1.0	410.8	404.4	1.6	159.4	158.1	0.8
Expenses for claims/benefits	-883.0	-886.0	-0.3	-261.0	-255.9	2.0	-117.2	-108.1	8.4
Acquisition and administrative expenses	-171.5	-147.1	16.5	-87.6	-85.6	2.3	-25.8	-26.2	-1.8
Other expenses	-7.2	-8.6	-16.2	-15.1	-19.3	-21.9	-7.1	-11.1	-36.1
Total expenses	-1,061.7	-1,041.7	1.9	-363.7	-360.8	0.8	-150.1	-145.5	3.2
Profit before taxes	64.2	73.2	-12.3	47.2	43.7	8.0	9.3	12.6	-26.3
Combined Ratio	96.9%	94.1%		90.9%	92.3%		95.5%	98.4%	

3M 2013 P&L – Split by Regions (II)

Regional segments, IFRS (€mn)

€mn	Poland			Romania			Remaining		
	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%
Gross premiums written	268.8	319.6	-15.9	101.2	134.6	-24.8	260.2	236.3	10.1
Net earned premiums	206.7	264.2	-21.8	82.1	100.3	-18.1	175.7	158.5	10.8
Financial result	15.6	13.0	19.9	4.3	5.1	-17.0	20.2	23.4	-13.6
Other income	1.6	1.2	32.9	6.5	6.8	-4.7	9.2	3.9	135.8
Total income	223.9	278.4	-19.6	92.9	112.2	-17.3	205.1	185.8	10.3
Expenses for claims/benefits	-157.4	-212.3	-25.9	-62.7	-79.3	-21.0	-127.7	-113.4	12.6
Acquisition and administrative expenses	-48.3	-49.7	-2.9	-31.1	-32.2	-3.5	-48.3	-44.2	9.1
Other expenses	-3.0	-3.8	-20.7	-2.0	-4.0	-50.4	-18.5	-20.4	-9.1
Total expenses	-208.6	-265.8	-21.5	-95.7	-115.5	-17.1	-194.5	-178.0	9.2
Profit before taxes	15.3	12.6	21.6	-2.9	-3.3	-	10.6	7.8	36.0
Combined Ratio	96.1%	99.0%		113.6%	115.9%		95.3%	103.0%	

3M 2013 P&L – Split by Regions (III)



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APPENDIX

Regional segments, IFRS (€mn)

€mn	Central Functions			Consolidation			TOTAL		
	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%
Gross premiums written	354.8	330.2	7.4	-344.2	-320.3	7.5	2,705.2	2,746.5	-1.5
Net earned premiums	277.4	278.9	-0.6	3.9	1.7	>100	2,198.9	2,230.8	-1.4
Financial result	5.2	4.9	6.4	0.3	-5.7	>100	270.2	277.0	-2.5
Other income	7.0	3.6	92.9	-0.3	-3.4	-90.3	42.2	26.1	61.7
Total income	289.6	287.5	0.7	3.8	-7.4	>100	2,511.3	2,534.0	-0.9
Expenses for claims/benefits	-212.8	-184.6	15.3	2.1	1.9	9.5	-1,819.7	-1,837.8	-1.0
Acquisition and administrative expenses	-53.8	-78.2	-31.2	-6.6	-2.0	>100	-472.9	-465.2	1.6
Other expenses	-7.2	-19.9	-63.8	0.8	7.6	-89.8	-59.3	-79.5	-25.3
Total expenses	-273.9	-282.7	-3.1	-3.8	7.5	>100	-2,351.9	-2,382.5	-1.3
Profit before taxes	15.7	4.7	231.9	0.0	0.1	-	159.4	151.4	5.2
Combined Ratio							96.9%	96.4%	

3M 2013 – Results by Country (I)



VIENNA INSURANCE GROUP

IFRS (€mn)

APPENDIX

€mn	GWP Non-Life			GWP Life			GWP Total		
	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-%
Austria	819.8	815.3	0.5%	564.8	554.2	1.9%	1,384.6	1,369.5	1.1%
Czech Rep.	264.1	276.3	-4.4%	211.7	206.7	2.4%	475.9	483.1	-1.5%
Slovakia	105.0	106.3	-1.3%	99.1	87.1	13.8%	204.0	193.4	5.5%
Poland	153.4	160.2	-4.3%	115.4	159.3	-27.6%	268.8	319.6	-15.9%
Romania	78.3	107.0	-26.8%	23.0	27.7	-17.1%	101.2	134.6	-24.8%
Remaining	174.5	153.5	13.7%	85.7	82.8	3.4%	260.2	236.3	10.1%
<i>Hungary</i>	<i>30.7</i>	<i>21.8</i>	<i>40.9%</i>	<i>13.8</i>	<i>21.3</i>	<i>-35.1%</i>	<i>44.5</i>	<i>43.0</i>	<i>3.3%</i>
<i>Croatia</i>	<i>9.9</i>	<i>9.1</i>	<i>8.4%</i>	<i>13.1</i>	<i>12.7</i>	<i>3.2%</i>	<i>23.0</i>	<i>21.9</i>	<i>5.4%</i>
<i>Serbia</i>	<i>7.6</i>	<i>7.1</i>	<i>8.1%</i>	<i>5.5</i>	<i>5.3</i>	<i>3.8%</i>	<i>13.1</i>	<i>12.3</i>	<i>6.3%</i>
<i>Bulgaria</i>	<i>27.4</i>	<i>25.5</i>	<i>7.4%</i>	<i>7.6</i>	<i>4.7</i>	<i>60.6%</i>	<i>35.0</i>	<i>30.3</i>	<i>15.8%</i>
<i>Bosnia&Herz.</i>	<i>2.7</i>	<i>0.0</i>	<i>-</i>	<i>0.1</i>	<i>0.0</i>	<i>-</i>	<i>2.8</i>	<i>0.0</i>	<i>-</i>
<i>Ukraine</i>	<i>15.4</i>	<i>15.5</i>	<i>-1.0%</i>	<i>0.7</i>	<i>0.7</i>	<i>-3.3%</i>	<i>16.0</i>	<i>16.2</i>	<i>-1.1%</i>
<i>Turkey</i>	<i>34.7</i>	<i>32.3</i>	<i>7.2%</i>	<i>0.0</i>	<i>0.0</i>	<i>-</i>	<i>34.7</i>	<i>32.3</i>	<i>7.2%</i>
<i>Georgien</i>	<i>13.0</i>	<i>11.9</i>	<i>8.9%</i>	<i>0.0</i>	<i>0.0</i>	<i>-</i>	<i>13.0</i>	<i>11.9</i>	<i>8.9%</i>
<i>Baltics</i>	<i>0.0</i>	<i>0.0</i>	<i>-</i>	<i>10.8</i>	<i>7.2</i>	<i>50.4%</i>	<i>10.8</i>	<i>7.2</i>	<i>50.4%</i>
<i>Albania</i>	<i>5.8</i>	<i>4.9</i>	<i>17.8%</i>	<i>0.0</i>	<i>0.0</i>	<i>-</i>	<i>5.8</i>	<i>4.9</i>	<i>17.8%</i>
<i>Macedonia</i>	<i>3.9</i>	<i>3.4</i>	<i>15.4%</i>	<i>0.0</i>	<i>0.0</i>	<i>-</i>	<i>3.9</i>	<i>3.4</i>	<i>15.4%</i>
<i>Liechtenstein</i>	<i>0.0</i>	<i>0.0</i>	<i>-</i>	<i>14.4</i>	<i>14.4</i>	<i>-0.5%</i>	<i>14.4</i>	<i>14.4</i>	<i>-0.5%</i>
<i>Germany</i>	<i>23.5</i>	<i>22.0</i>	<i>7.0%</i>	<i>19.7</i>	<i>16.5</i>	<i>19.3%</i>	<i>43.1</i>	<i>38.4</i>	<i>12.3%</i>

3M 2013 – Results by Country (II)

IFRS (€mn)

€mn	Profit before Taxes			Net Combined Ratio		
	3M 2013	3M 2012	+/-%	3M 2013	3M 2012	+/-pp
Austria	64.2	73.2	-12.3%	96.9%	94.1%	2.7
Czech Rep.	47.2	43.7	8.0%	90.9%	92.3%	-1.3
Slovakia	9.3	12.6	-26.3%	95.5%	98.4%	-2.9
Poland	15.3	12.6	21.6%	96.1%	99.0%	-2.9
Romania	-2.9	-3.3	n.a.	113.6%	115.9%	-2.3
Remaining	10.6	7.8	36.0%	95.3%	103.0%	-7.7
<i>Hungary</i>	<i>0.8</i>	<i>0.9</i>	<i>-10.1%</i>	<i>99.4%</i>	<i>97.1%</i>	<i>2.3</i>
<i>Croatia</i>	<i>1.8</i>	<i>1.4</i>	<i>34.1%</i>	<i>92.4%</i>	<i>98.5%</i>	<i>-6.2</i>
<i>Serbia</i>	<i>-0.1</i>	<i>1.0</i>	<i>n.a.</i>	<i>120.2%</i>	<i>135.7%</i>	<i>-15.6</i>
<i>Bulgaria</i>	<i>0.4</i>	<i>-0.5</i>	<i>n.a.</i>	<i>101.9%</i>	<i>112.3%</i>	<i>-10.4</i>
<i>Bosnia&Herz.</i>	<i>0.1</i>	<i>-</i>	<i>n.a.</i>	<i>102.3%</i>	<i>-</i>	<i>n.a.</i>
<i>Ukraine</i>	<i>1.6</i>	<i>1.2</i>	<i>33.3%</i>	<i>105.2%</i>	<i>103.9%</i>	<i>1.3</i>
<i>Turkey</i>	<i>1.1</i>	<i>-0.6</i>	<i>n.a.</i>	<i>86.4%</i>	<i>105.0%</i>	<i>-18.6</i>
<i>Georgien</i>	<i>0.3</i>	<i>0.3</i>	<i>-6.1%</i>	<i>61.2%</i>	<i>65.0%</i>	<i>-3.8</i>
<i>Baltics</i>	<i>0.2</i>	<i>0.4</i>	<i>-60.6%</i>			
<i>Albania</i>	<i>-0.7</i>	<i>-1.0</i>	<i>n.a.</i>	<i>124.0%</i>	<i>181.8%</i>	<i>-57.8</i>
<i>Macedonia</i>	<i>0.2</i>	<i>0.2</i>	<i>2.0%</i>	<i>87.2%</i>	<i>85.5%</i>	<i>1.6</i>
<i>Liechtenstein</i>	<i>-0.3</i>	<i>-0.1</i>	<i>n.a.</i>			
<i>Germany</i>	<i>5.2</i>	<i>4.6</i>	<i>12.5%</i>	<i>79.9%</i>	<i>82.2%</i>	<i>-2.3</i>

3M 2013 – Life Insurance Premium Split



VIENNA INSURANCE GROUP

APPENDIX

IFRS (€mn)

Premiums written - direct business	3M 2013	3M 2012	+/- %
Regular premiums	619	603	2.7%
Single premiums	480	513	-6.4%
Total premiums written - direct business	1,099	1,116	-1.5%
thereof:			
<i>Policies with profit participation</i>	<i>547</i>	<i>639</i>	<i>-14.5%</i>
<i>Policies without profit participation</i>	<i>189</i>	<i>91</i>	<i>>100%</i>
<i>unit linked life insurance</i>	<i>337</i>	<i>338</i>	<i>-0.1%</i>
<i>index linked life insurance</i>	<i>25</i>	<i>48</i>	<i>-46.9%</i>

3M 2013 – Exchange Rates

Country	Curr.	3M 2013		3M 2012	
		Balance Sheet EUR	P & L EUR	Balance Sheet EUR	P & L EUR
Albania	EUR/ALL	139.9100	139.6668	140.3800	139.2215
Belarus	EUR/BYR	11,110.0000	11,386.2222	10,710.0000	10,850.0000
Bosnia	EUR/BAM	1.9558	1.9558	1.9558	1.9558
Bulgaria	EUR/BGN	1.9558	1.9558	1.9558	1.9558
Croatia	EUR/HRK	7.5940	7.5838	7.5125	7.5568
Czech Republic	EUR/CZK	25.7400	25.5655	24.7300	25.0835
Georgia	EUR/GEL	2.1245	2.1900	2.2149	2.1773
Hungary	EUR/HUF	304.4200	296.5011	294.9200	296.8472
Latvia	EUR/LVL	0.7017	0.6996	0.7003	0.6985
Liechtenstein	EUR/CHF	1.2195	1.2284	1.2045	1.2080
Lithuania	EUR/LTL	3.4528	3.4528	3.4528	3.4528
Macedonia	EUR/MKD	61.6153	61.5860	61.5050	61.5033
Poland	EUR/PLN	4.1804	4.1558	4.1522	4.2329
Romania	EUR/RON	4.4193	4.3865	4.3820	4.3533
Serbia	EUR/RSD	111.9575	111.7373	111.3643	108.1070
Turkey	EUR/TRY	2.3212	2.3577	2.3774	2.3556
Ukraine	EUR/UAH	10.2350	10.5578	10.5999	10.4637

General Information

Number of common shares: 128mn

ISIN: AT0000908504

Listings:

- ▶ Vienna – since 17 Oct. 1994
- ▶ Prague – since 5 Feb. 2008

Trading symbols:

- ▶ Vienna Stock Exchange: VIG
- ▶ Bloomberg: VIG AV / VIG CP
- ▶ Reuters: VIGR.VI / VIGR.PR

Rating:

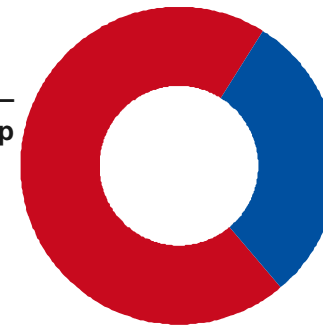
- ▶ Standard & Poor´s: A+, stable outlook

Major Indices:

- ▶ ATX, ATX Prime, PX, EURO STOXX Insurance, STOXX Europe 600 Insurance, MSCI Insurance Europe

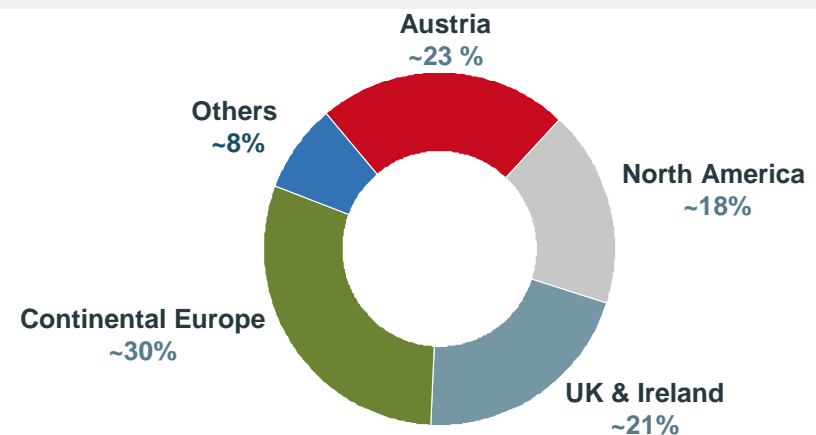
Shareholder Structure

Wiener Städtische
Wechselseitiger
Versicherungsverein -
Vermögensverwaltung –
Vienna Insurance Group
~70 %



Free Float
~30 %

Free Float Split by Region¹



1) Split of identified shares as of 03/2013

Contact Details



VIENNA INSURANCE GROUP

APPENDIX

Investor Relations

Financial Calendar 2013

Date	Event
24 Jan. 2013	Preliminary unconsolidated premiums 2013
03 April 2013	Results and EV for the year 2012
03 May 2013	Annual General Meeting
13 May 2013	Ex-dividend day
13 May 2013	Dividend payment day
28 May 2013	Results for the first quarter 2013
29 Aug. 2013	Results for the first half 2013
28 Nov. 2013	Results for the first three quarters 2013

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