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## Vienna Insurance Group in Lithuania

### Acquisition of Finsaltas delivers sustainable expansion in sales structure

Vienna Insurance Group company Compensa Life SE has strengthened one of its key distribution channels in Lithuania with the acquisition of life insurance sales specialist Finsaltas.

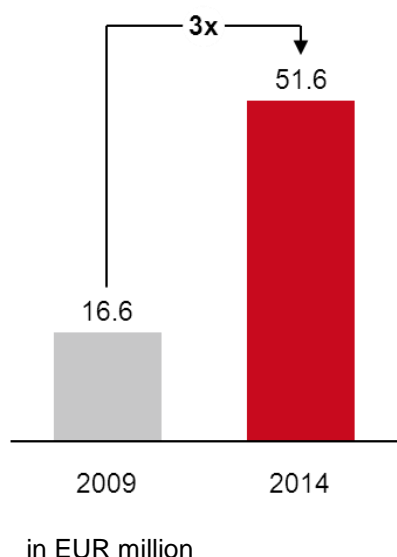
With around 300 insurance brokers, Finsaltas is Lithuania's largest life insurance sales company. In 2014 the company generated some EUR 7.1 million in life insurance premiums. Compensa Life's acquisition of Finsaltas, a highly successful business, will pave the way for continued and closer cooperation.

**VIG**  
strengthens  
sales structure  
in **Lithuania**

#### Lithuania: a growing life insurance market

In the past few years Lithuania's insurance industry has expanded rapidly, in line with the country's economic recovery. Unit-linked products dominate the life insurance segment, accounting for some 70 percent of total premiums. Life insurance premiums have risen by an average of around 20 percent over the past few years.

#### Vienna Insurance Group outperforms Baltic insurance market



With average annual growth of 25.5 percent in life insurance in the past five years, VIG has significantly outpaced the growth in the Baltic market, recording a threefold increase in premiums.

**Vienna Insurance Group** (VIG) is the leading insurance specialist in Austria as well as in Central and Eastern Europe. About 50 companies in 25 countries form a Group with a long-standing tradition, strong brands and close customer relations. VIG looks back on 190 years of experience in the insurance business. With about 23,000 employees, Vienna Insurance Group is the clear market leader in its core markets. It is therefore excellently positioned to take advantage of the long-term growth opportunities in a region with 180 million people. The listed Vienna Insurance Group is the best-rated company of ATX, the leading index of Vienna Stock Exchange; its share is also listed on the Prague Stock Exchange.

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