

# PUT **FACTS** ON THE TABLE



## **PRESS CONFERENCE**

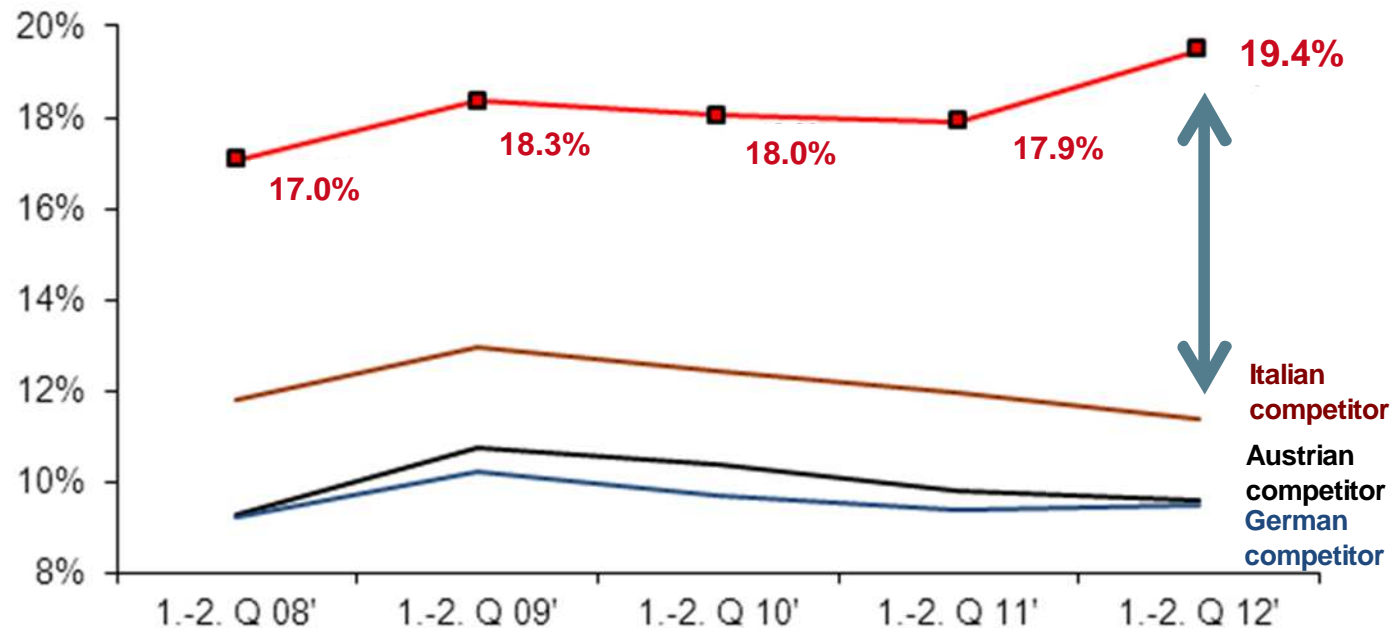
**Development of  
Vienna Insurance Group  
in **1<sup>st</sup>-3<sup>rd</sup> Quarter 2012****

Vienna, 27 November 2012

# Market shares: VIG coremarket

1-6 2012

## VIG strengthens its market position in its core markets



Source: local market reports, market shares according to current composition of insurance groups (ex-post analysis)

# Top market positions in Austria and CEE



1-6 2012

## Leading insurance group: Excellent market positions in Austria and CEE

No. 1	Top 3	Top 5	Top 10
Austria	Poland	Croatia	Hungary
Czech Republic	Albania	Serbia	Bosnia-Herzegovina
Slovakia	Bulgaria	Ukraine	
Romania	Georgia		
	Macedonia		

■ core markets    ■ further VIG markets

Source: local market reports

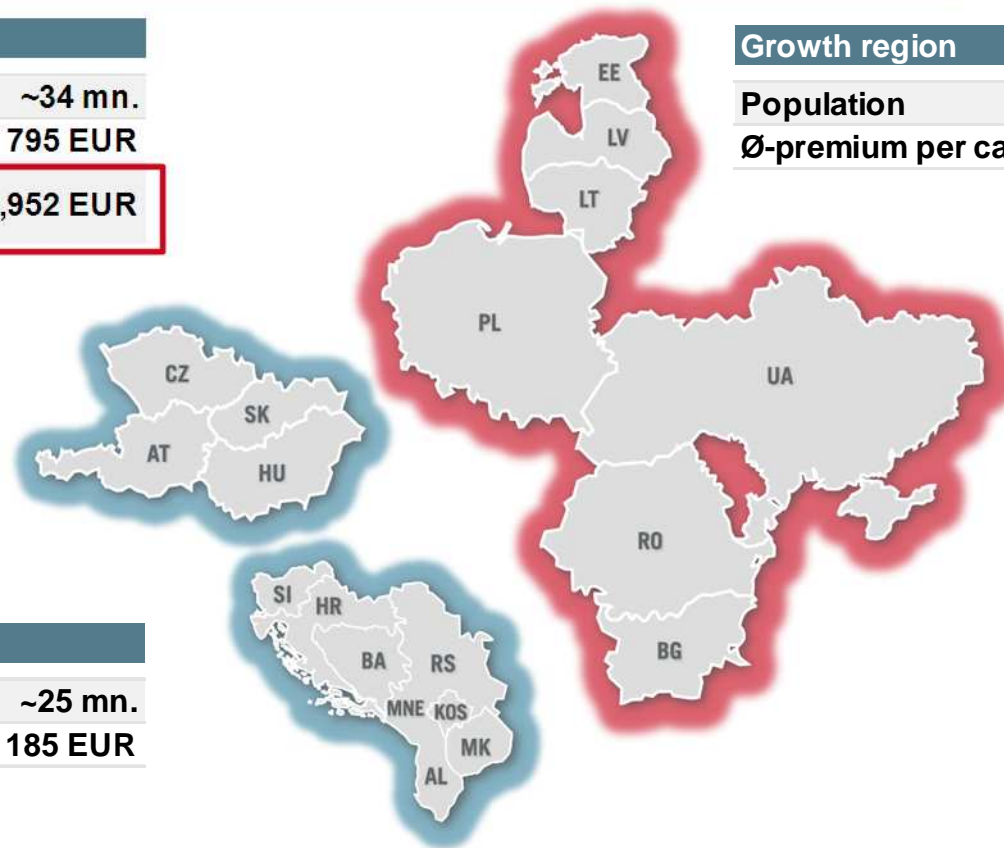
180 million inhabitants offer an enormous growth potential

**Core region**

Population	~34 mn.
Ø-premium per capita	795 EUR
Ø-premium per capita in Austria	1,952 EUR

**Growth region**

Population	~120 mn.
Ø-premium per capita	170 EUR



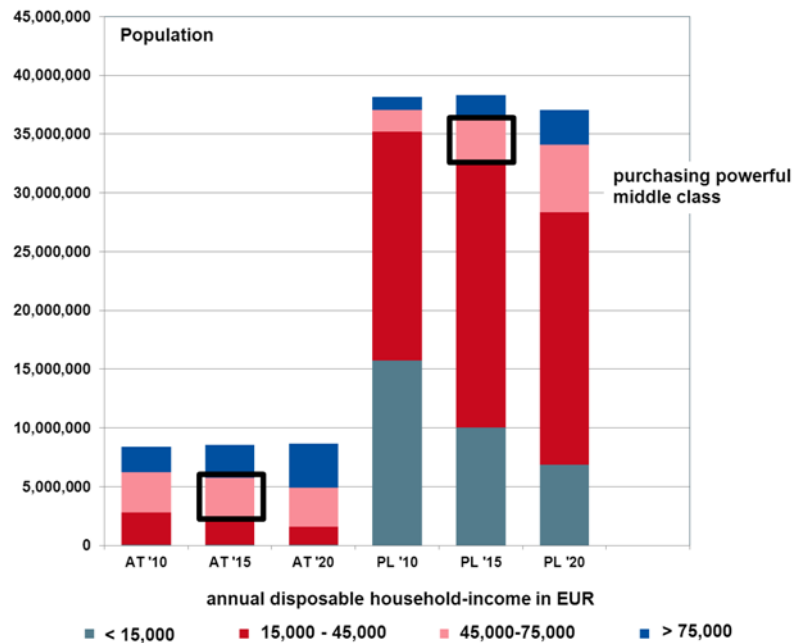
**Balkan region**

Population	~25 mn.
Ø-premium per capita	185 EUR

# Growth-market Poland

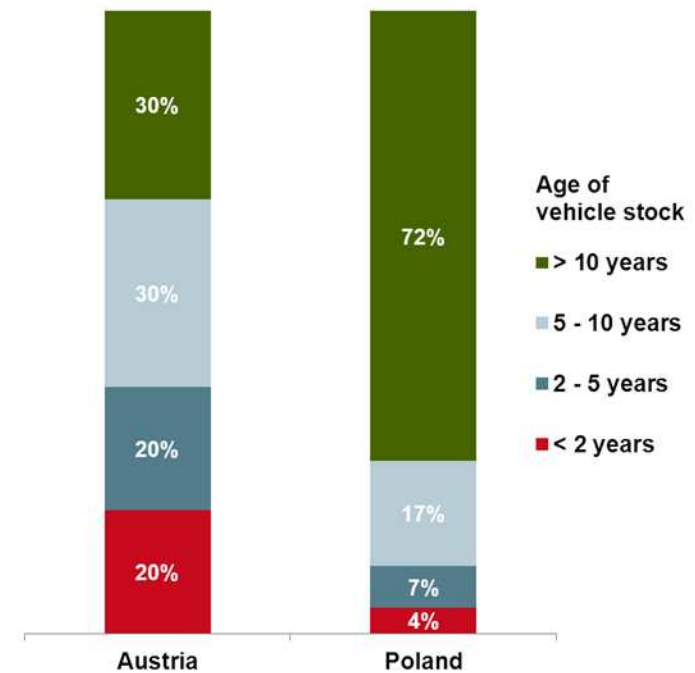


**„Middle class“ will continuously grow in Poland during the next years**

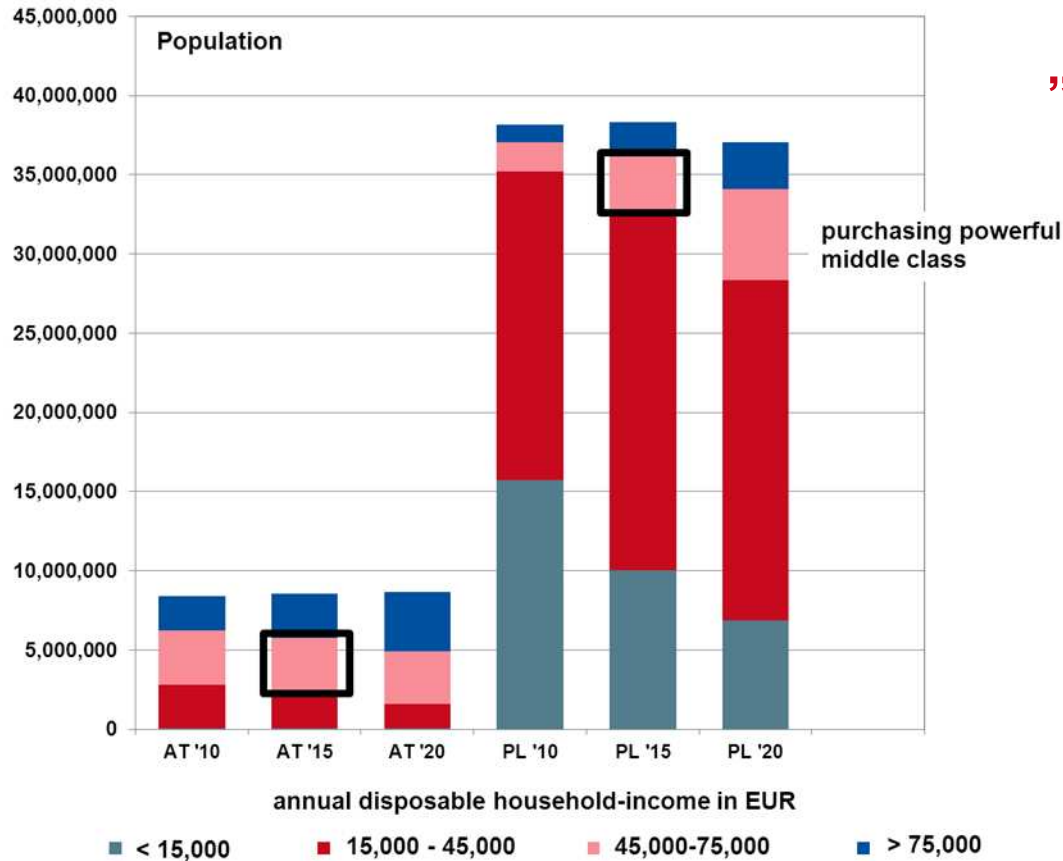


Source: Euromonitor, IMF

**Growth-potential by overaged vehicle stock in Poland**



# Growth-market Poland

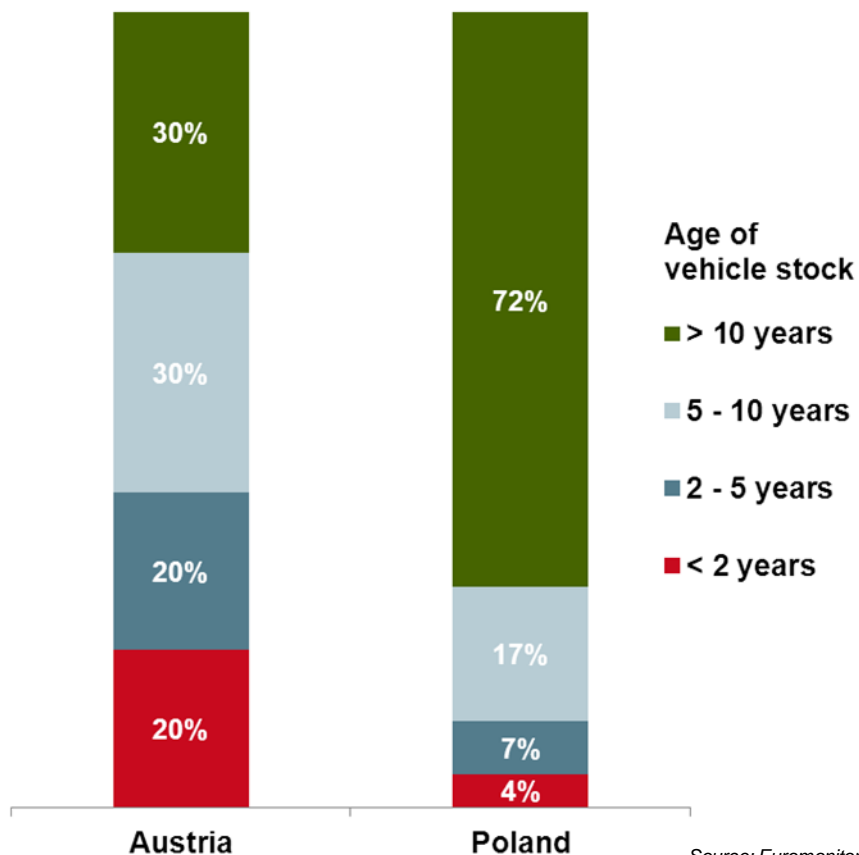


**„Middle class“ will continuously grow in Poland during the next years**

**The purchasing powerful middle class in Poland will outreach the Austrian level in 2015.**

Source: Euromonitor, IWF

# Growth-market Poland



Source: Euromonitor, IMF

## Growth-potential by overaged vehicle stock in Poland

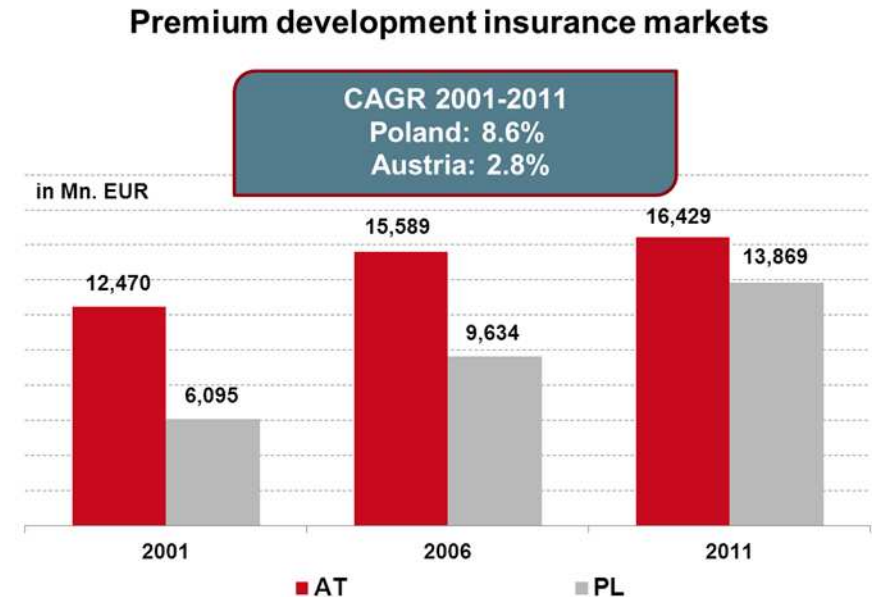
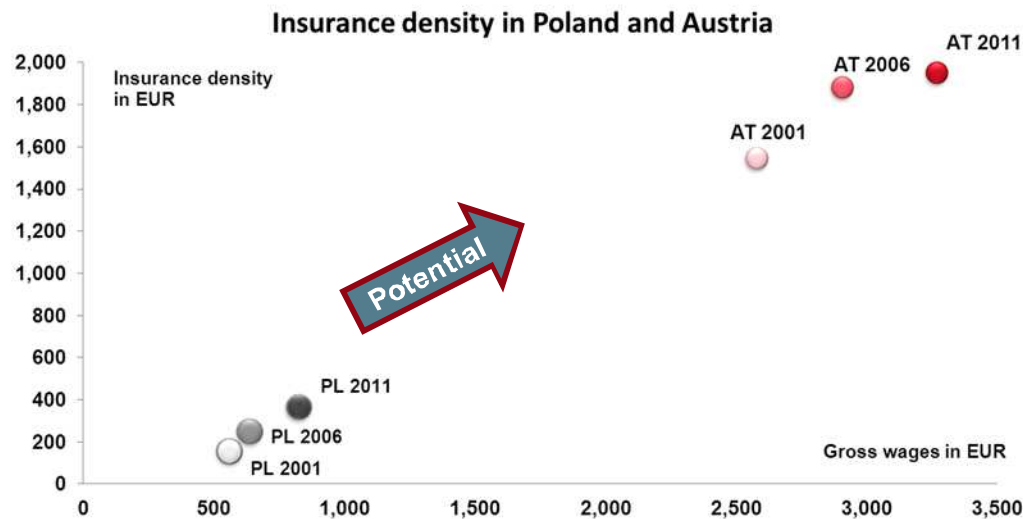
The growth of the middle class will go along with an increasing demand for new vehicles.

# Growth-market Poland



**Starke Versicherungsnachfrage  
aufgrund von Einkommenszuwächsen**

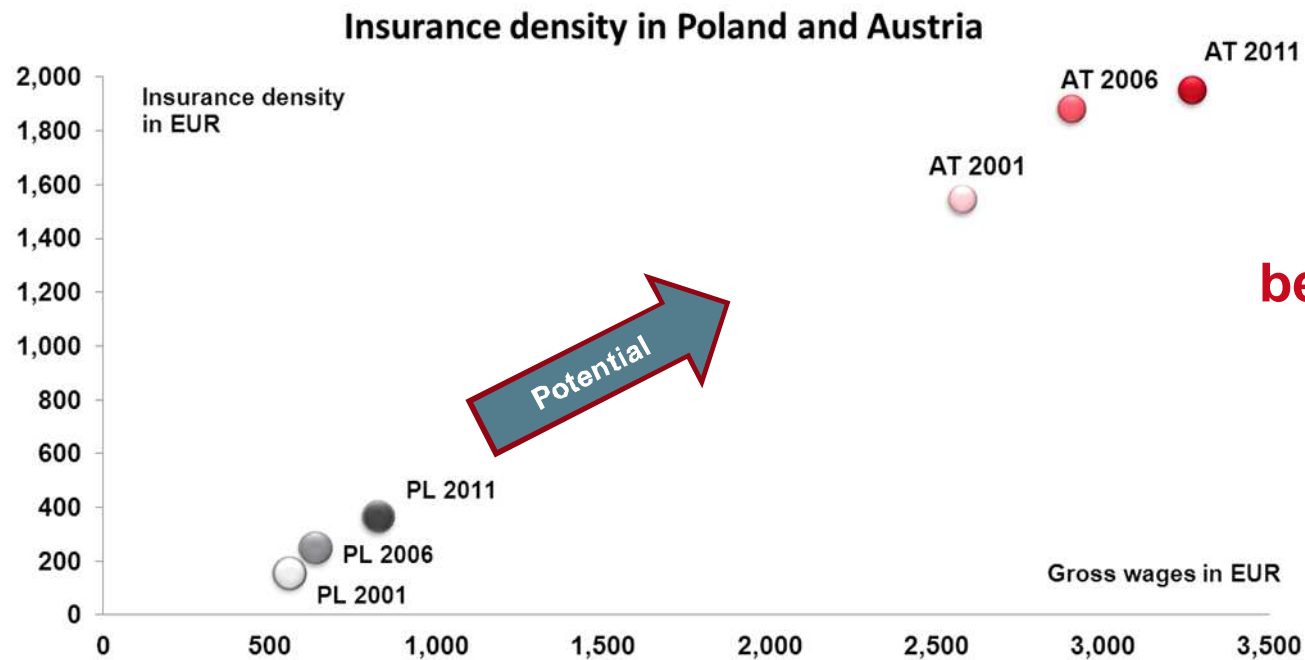
**Polish insurance market grows  
3-times as fast as  
the Austrian market**



Source: WIIW, ÖNB, IMF, Sigma



# Growth-market Poland

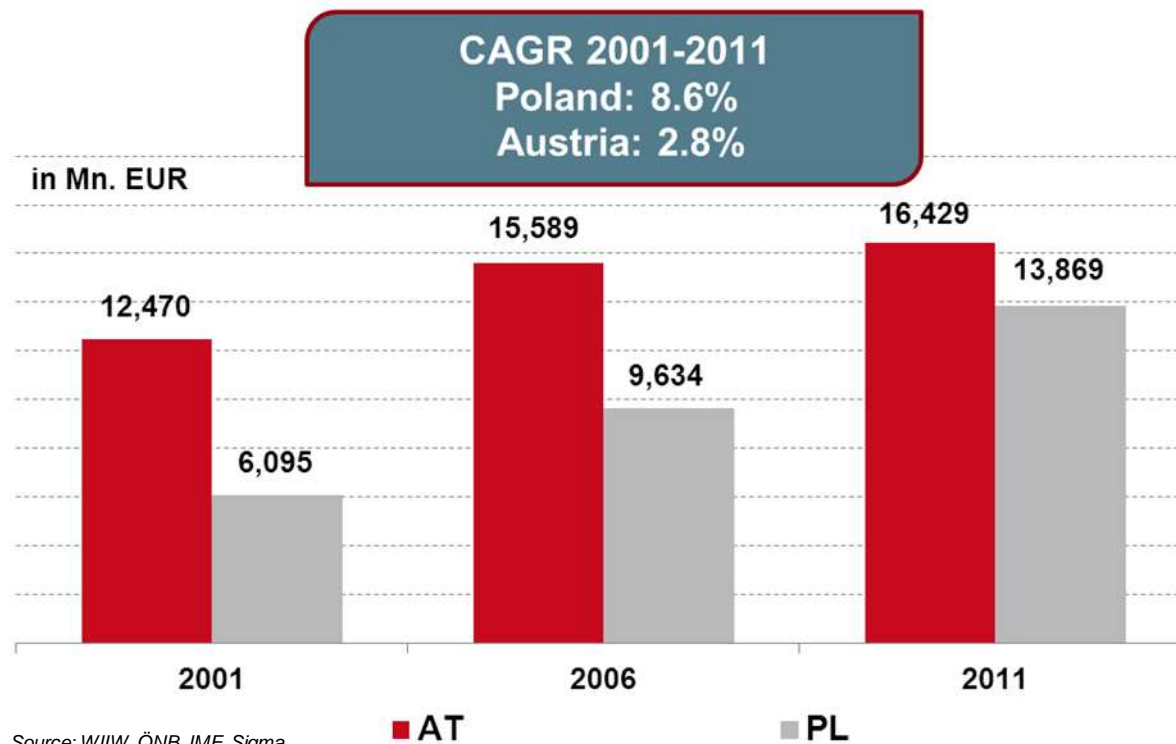


**Strong insurance demand because of increasing income**

# Growth-market Poland



## Premium development insurance markets



Source: WIIW, ÖNB, IMF, Sigma

**Polish insurance market  
grows  
3-times as fast  
as the Austrian market**

# VIG Poland

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-  **6 companies in life and non-life segment**
-  **Employees:** 2,000; about 8,500 exclusive agents
-  **Market position and –share:** 3rd place with 12.4% (total)
-  **Premium split VIG:** 70% life- and 30% non-life segment

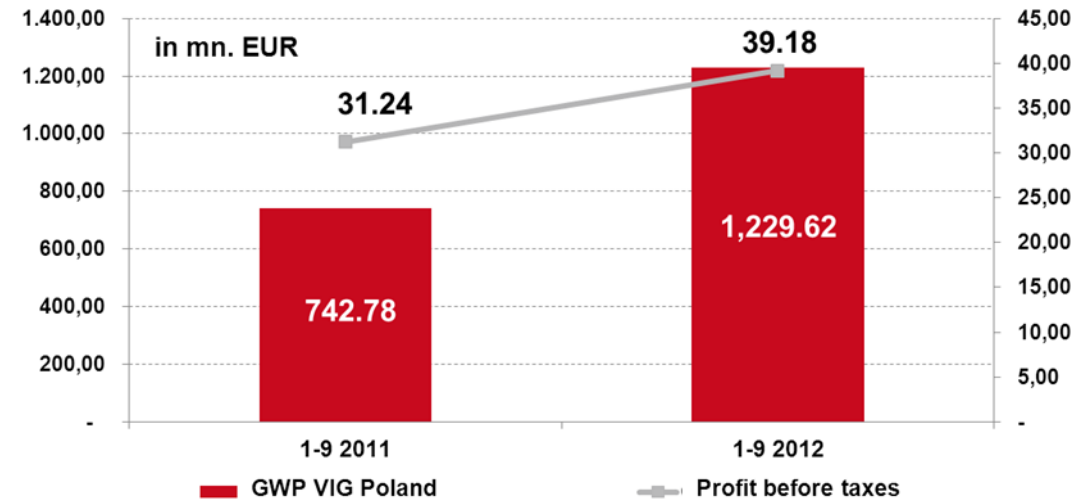


\* Source: local insurance authorities, 1st half year 2012

## VIG Poland grows 3-times as fast as the market



## EUR 1 bn. in premium volume cracked





## Results 1<sup>st</sup>-3<sup>rd</sup> Quarter 2012 and current news

# Highlights






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## Development of VIG in 1<sup>st</sup>-3<sup>rd</sup> quarter 2012

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### **VIG confidently in difficult market environment Increase in all key indicators**

-  Premium growth by +9.2% to EUR 7.4 bn.
-  Profit before taxes increase to EUR 443.21 mn (+7.0%)
-  Profit after taxes and minorities by +9.0% to EUR 341.37 mn.
-  Combined ratio despite high storm damage at 96.9% (-0.3%p)
-  Shareholders' equity increased by around 10%

## Further highlights

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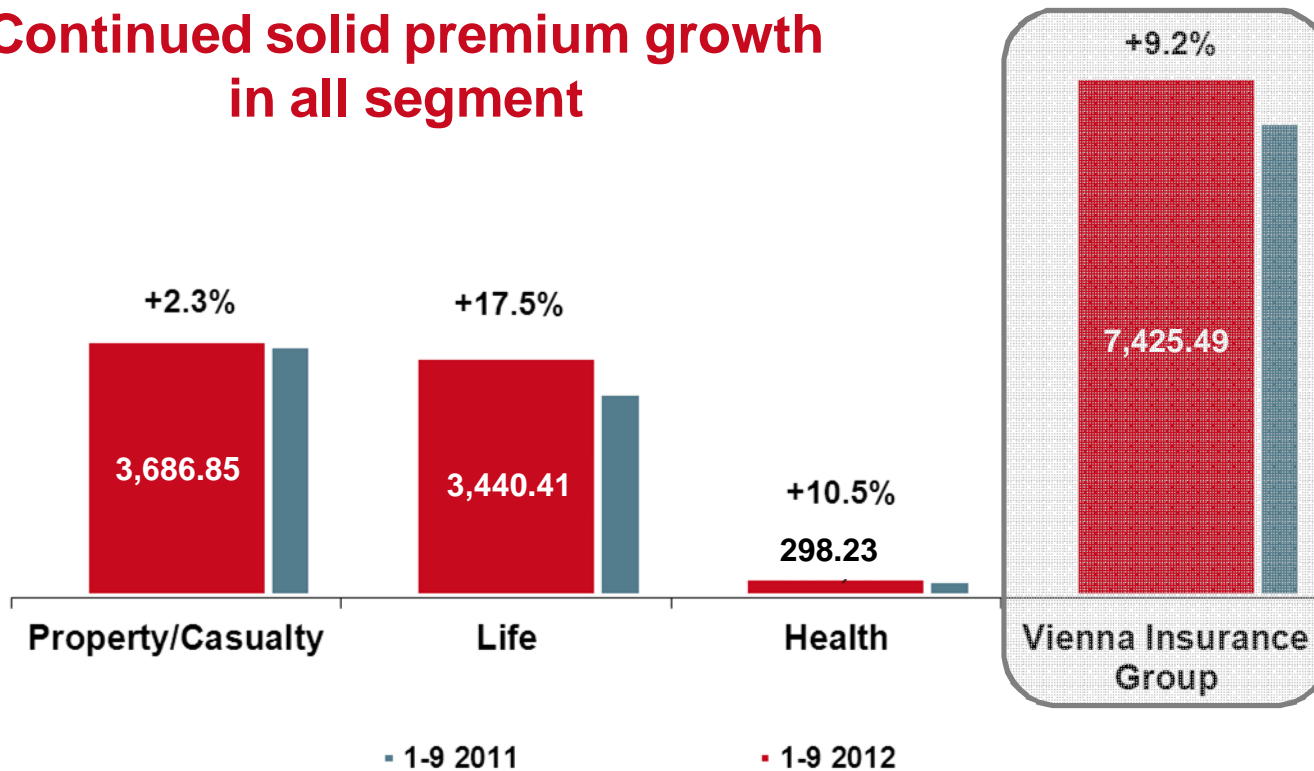
-  **VIG has expanded the clear No. 1 position in the core markets**  
Market share from 17.9% to 19.4% increased
-  **Czech Republic:** Number 1 in life und non-life insurance
-  **Poland:** Premium crack the billion euro mark
-  **Macedonia:** Acquisition QBE\*
  
-  **Strategic performance test 2012:**  
VIG secures No. 1 for the third time

\* Subject to regulatory approval

# Premiums

Premiums written by lines of business, IFRS, in EUR mn.

**Continued solid premium growth  
in all segment**





# Premiums

Premiums written by regions, IFRS, in EUR mn.

**Growth driver CEE:  
Premium increase of +14.1%**



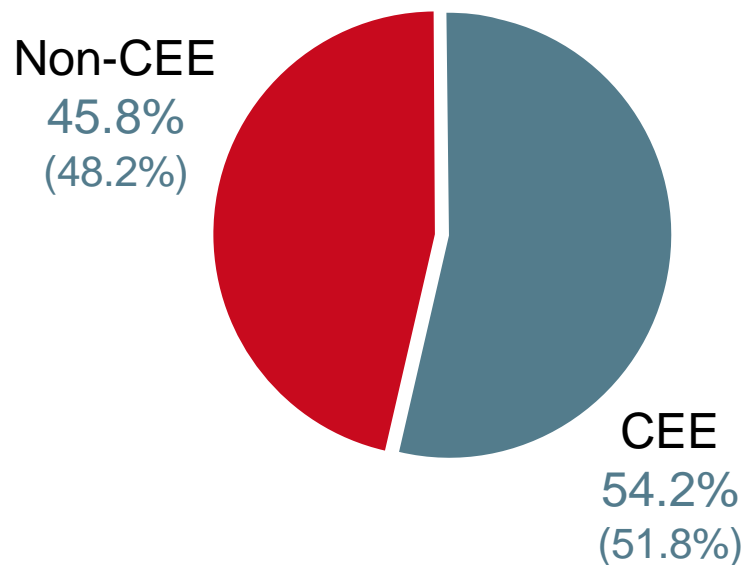
\*Other markets: Albania, Balticum, Bosnia and Hercegovina, Bulgaria, Germany, Georgia, Croatia, Liechtenstein, Macedonia, Serbia, Turkey, Ukraine, Hungary

# Premium income

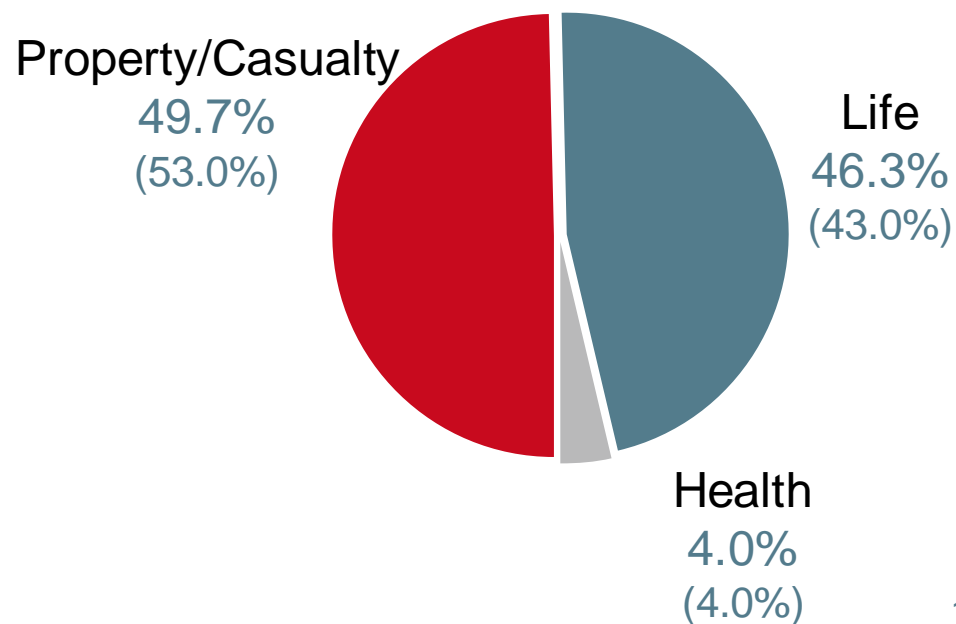
1-9 2012 (1-9 2011)



### % share by region



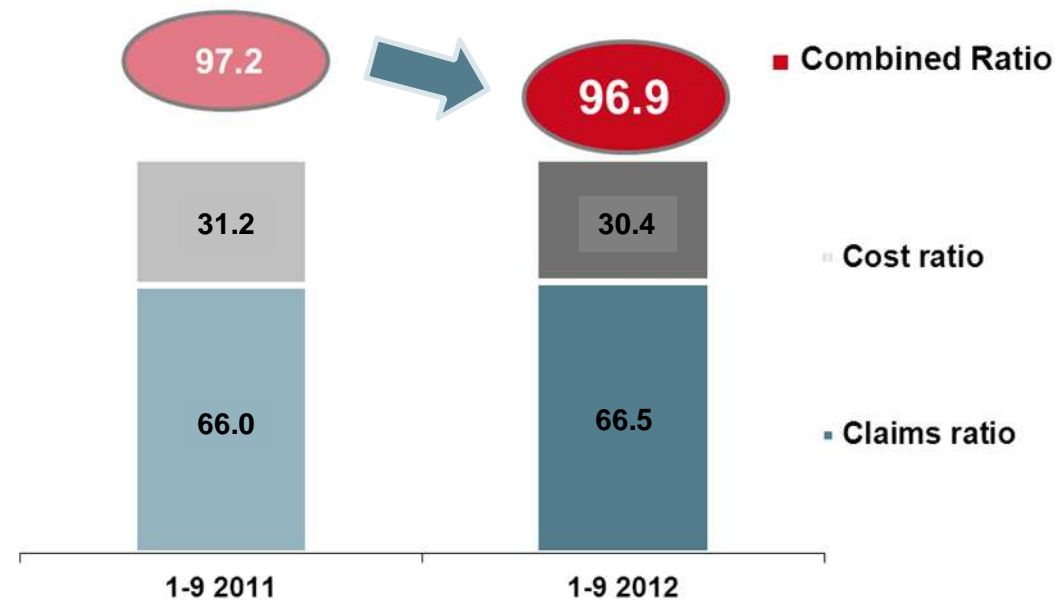
### % share by lines of business



# Combined Ratio

net, in percent

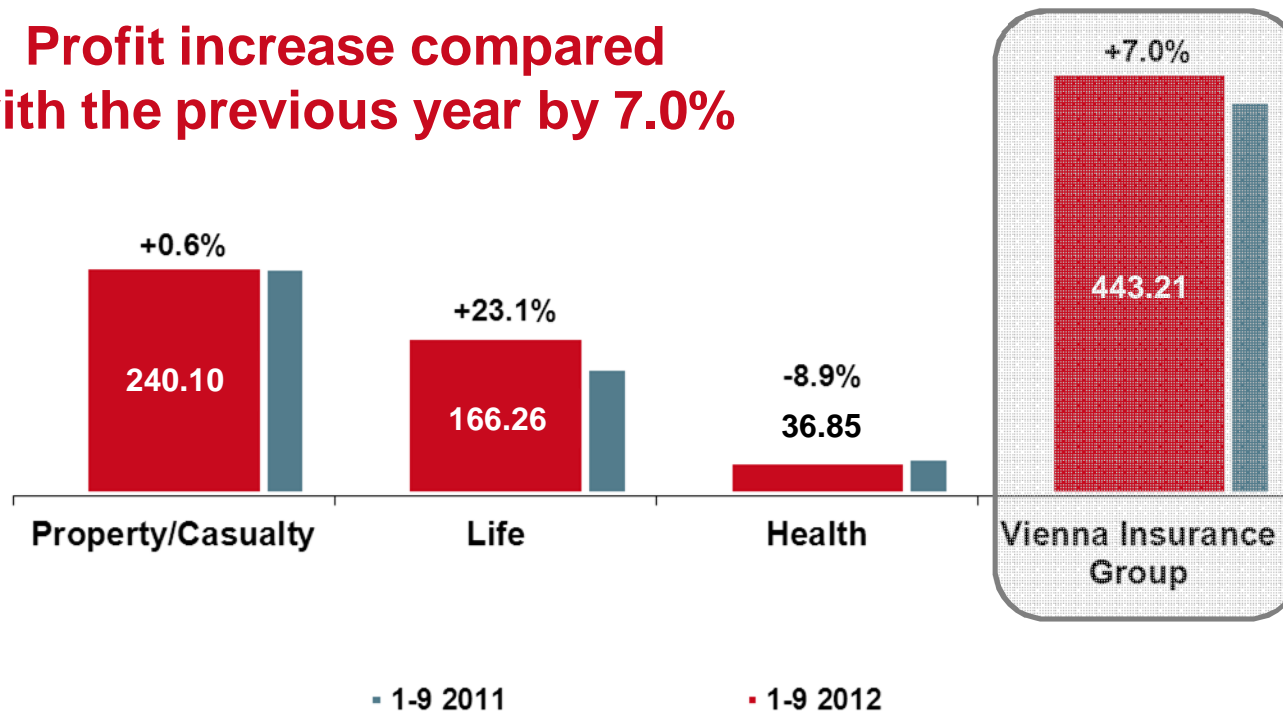
**Combined ratio despite high storm damage with internationally outstanding 96.9%**



# Profit before taxes

By lines of business, IFRS, in EUR mn.

**Profit increase compared with the previous year by 7.0%**



# Profit before taxes

By regions, IFRS, in EUR mn.

## Double-digit profit growth in CEE

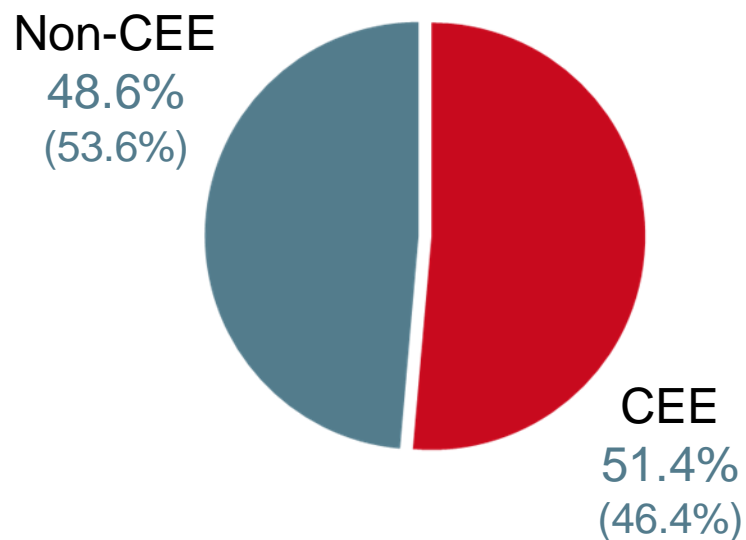


# Profit before taxes

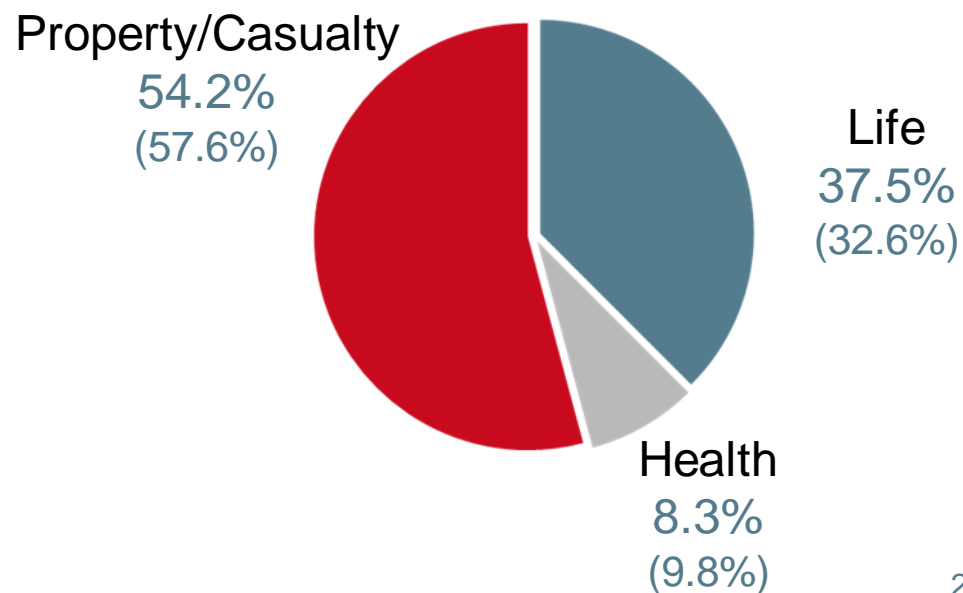
1-9 2012 (1-9 2011)



### % share by region



### % share by lines of business



# Social awareness

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## Social Active Day 2012

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- ▶ **VIG support community involvement of employees**
- ▶ **Increase by 8 to 17 other participating countries**
- ▶ **Participation rate Social Active Day**
  - ▶ about 3,000 employees
  - ▶ about 1/3 of all office employees groupwide
- ▶ **Voluntary activities of employees**
  - ▶ Care of children (with special needs, learning support, language acquisition etc.)
  - ▶ Care of elderly, care requiring people
  - ▶ Distribution of food to homeless people and families at risk of poverty
  - ▶ Participation at festivals, flea markets, renovations etc.



# Social awareness

Action: Austria seeks „PflegerIn mit Herz“

-  Around 60,000 people are privat-care insured  
→ **Wiener Städtische is the market leader in privat-care segment**
-  **Social responsibility:**
  - For raising and building awareness and sensitivity for this central future issue
  - Appreciation of the valuable contribution which nurses provide in their work
-  **Exemplary cooperation: A country seeks his „PflegerIn mit Herz“**
  - A total of 69 „care minutes“ – TV commercials and numerous newspaper articles from 11<sup>th</sup> September to 3<sup>rd</sup> October
  - Until the end of October more than 800 nominations arrived
  - Awards ceremony in December 2012









# Architecture in the Ringturm: Focus Poland

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Maciej Nowicki. An architectural career between Poland, America and India

-  **New exhibition of „Architecture in the Ringturm“ of the main shareholder of Vienna Insurance Group, of Wiener Städtische Versicherungsverein**
-  **Photos and drawings of the polish architecture Maciej Nowicki**
-  **Nowicki is regarded as one of the leading protagonists of Polish architecture in the late interwar- and early postwar years**
-  **Famous works: e.g. design of the UN Headquarters in New York together with Le Corbusier and Oscar Niemeyer and was involved in the construction of the Dorton Arena, one of the most innovative stadiums in the postwar period**



Thank you for your attention!

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