



# **RESPONSIBILITY** **KNOWS ONLY ONE LANGUAGE**

We speak to our customers in 22 languages.  
However, when it comes to our values,  
we speak a common language.

■ Press Conference

---



Vienna Insurance Group  
1<sup>st</sup> – 3<sup>rd</sup> Quarter 2013

Vienna, 28<sup>th</sup> November 2013

## Highlights 3<sup>rd</sup> Quarter 2013 and current topics



### Premium volume

EUR 7.1 bn (-5.1%)  
Adjusted for special effects about +2%



### Profit before taxes

EUR 316 mn (-28.8%)  
Adjusted result at EUR 458 mn (+3.3%)



### Favourable development in CEE

Profit in CEE increased by +4.5%  
Excluded Romania +16.2%



### Launch of subordinated bond

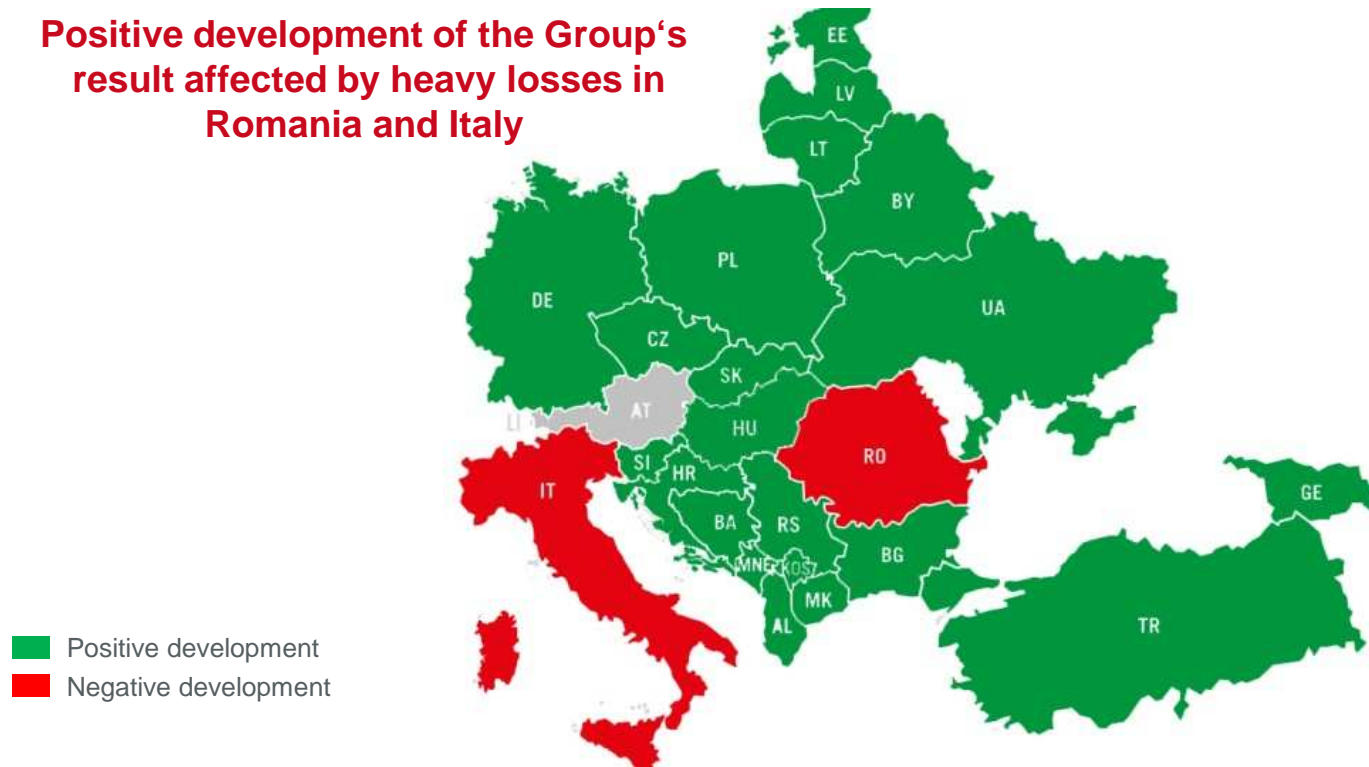
Issue size: EUR 500 mn, more than four times oversubscribed  
Maturity: 30 years  
Coupon: 5.5% p.a. fix for 10 years, thereafter a floating interest rate

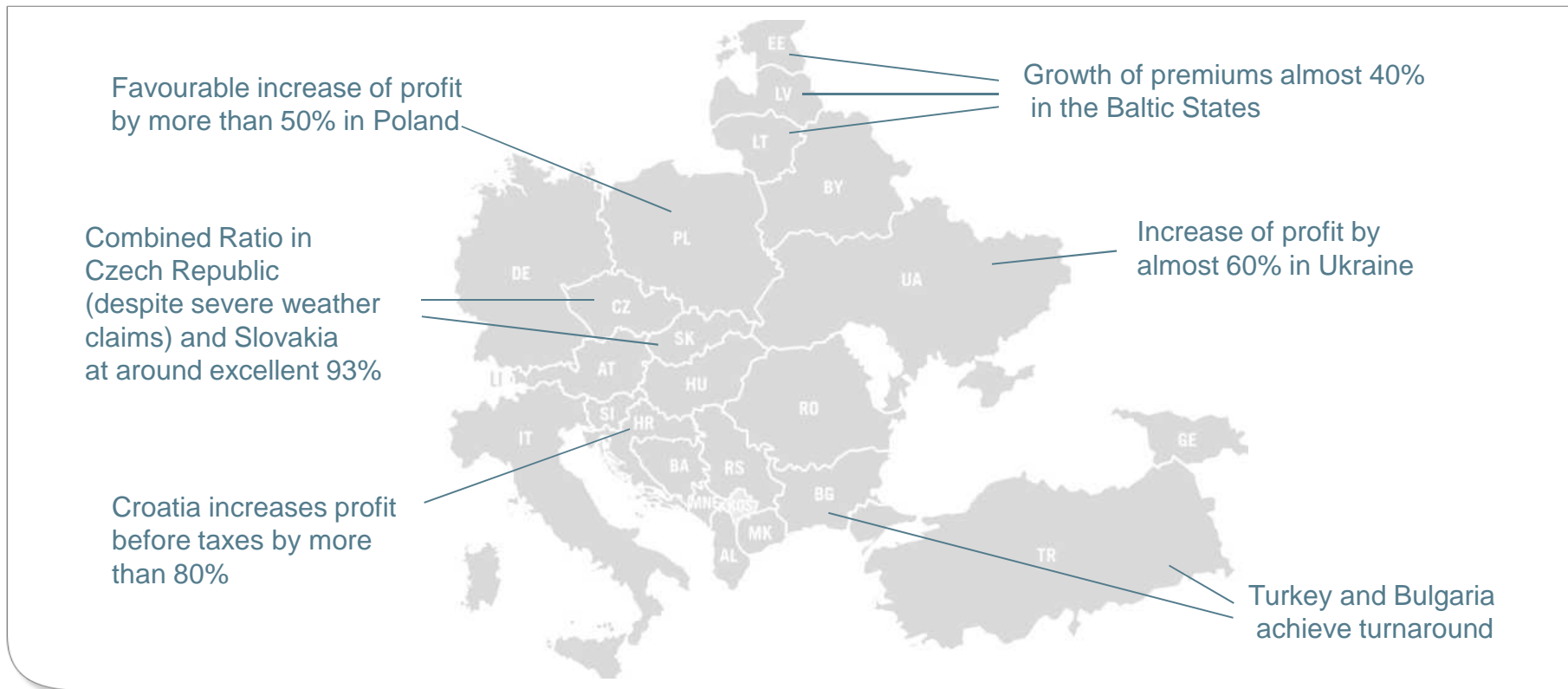


### Acquisition

Acquisition of life insurer Skandia Poland  
(Premium income EUR 91 mn in 2012)

**Positive development of the Group's result affected by heavy losses in Romania and Italy**

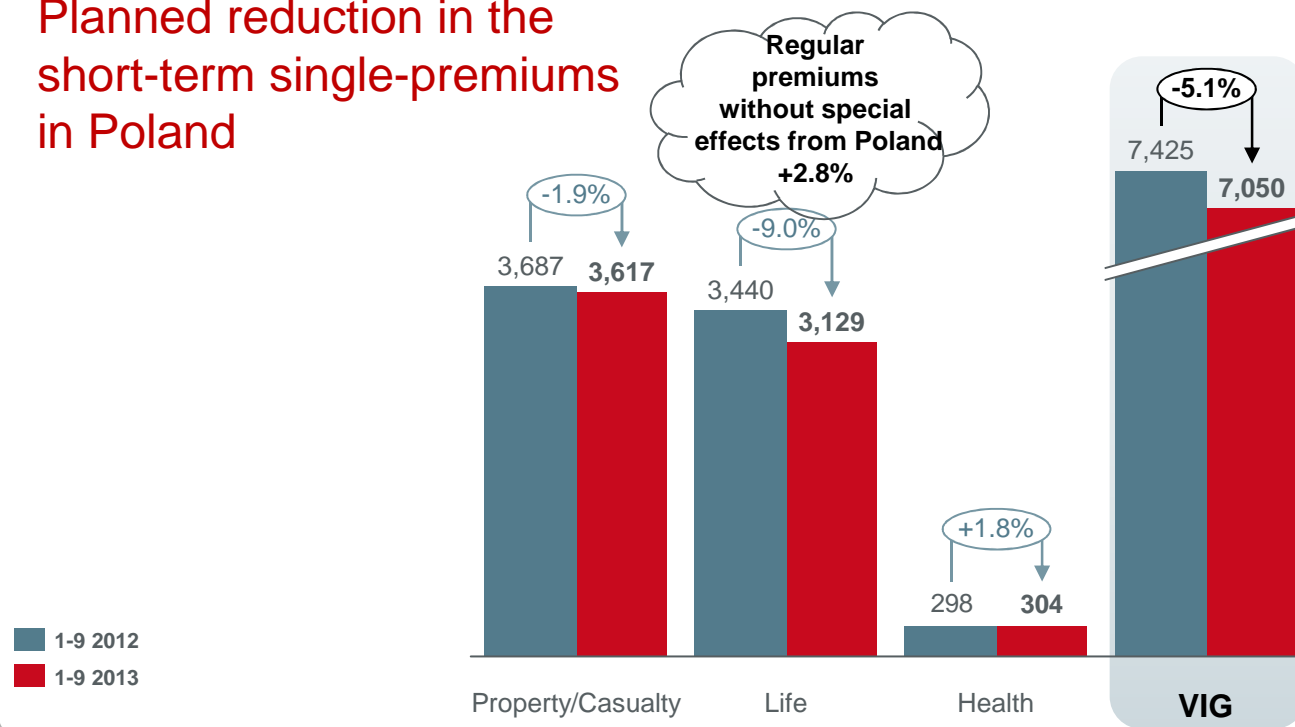




# Premiums

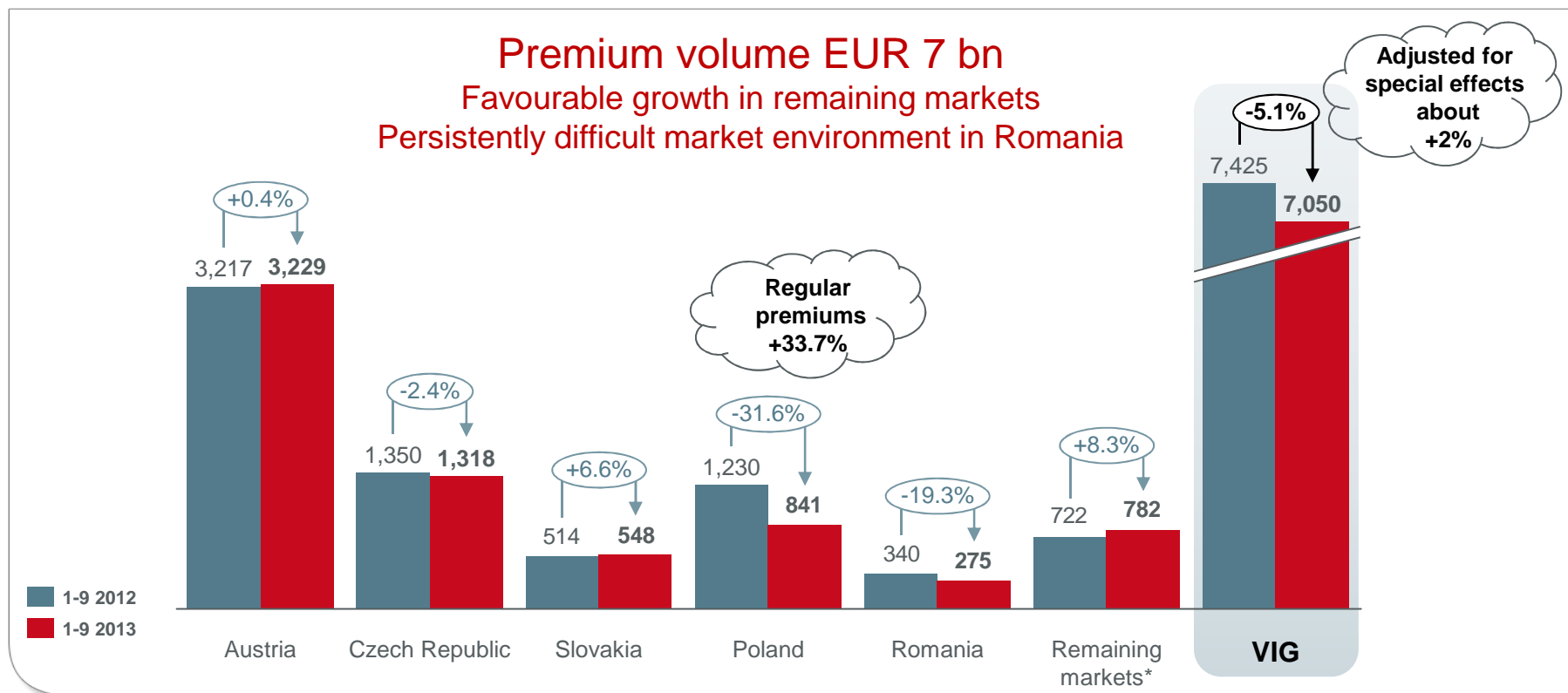
Gross written premiums by lines of business, IFRS, in EUR mn

Planned reduction in the short-term single-premiums in Poland



# Premiums

## Gross written premiums by regions, IFRS, in EUR mn

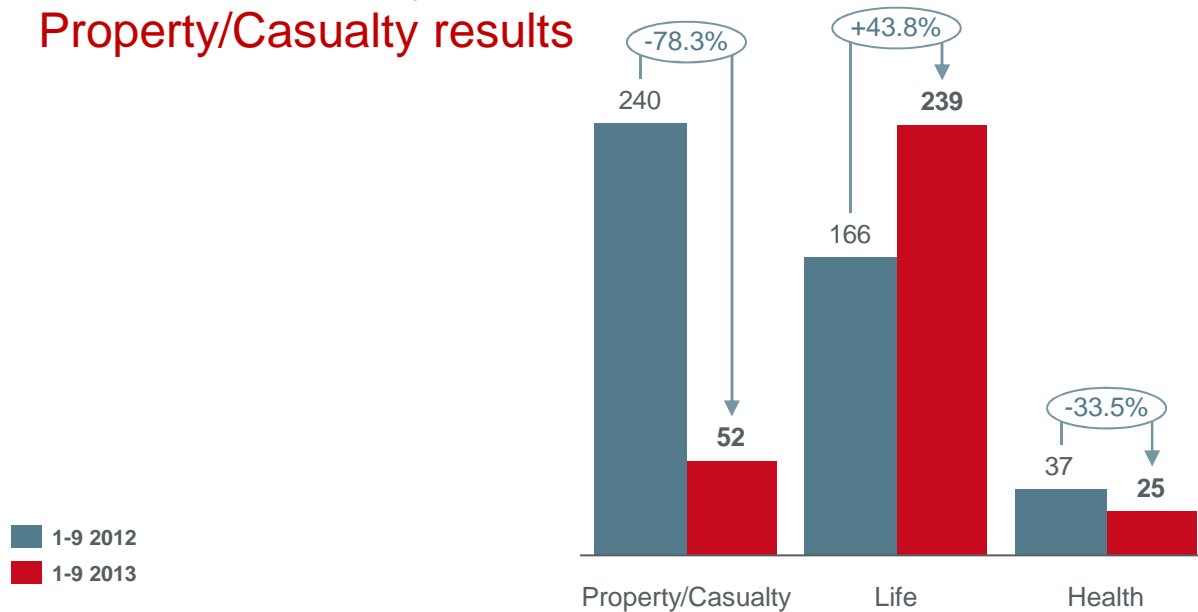


\* AL, BA, BG, DE, EE, FL, GE, HR, HU, LT, LV, MK, RS, TR, UA

# Profit before taxes

By lines of business, IFRS, in EUR mn

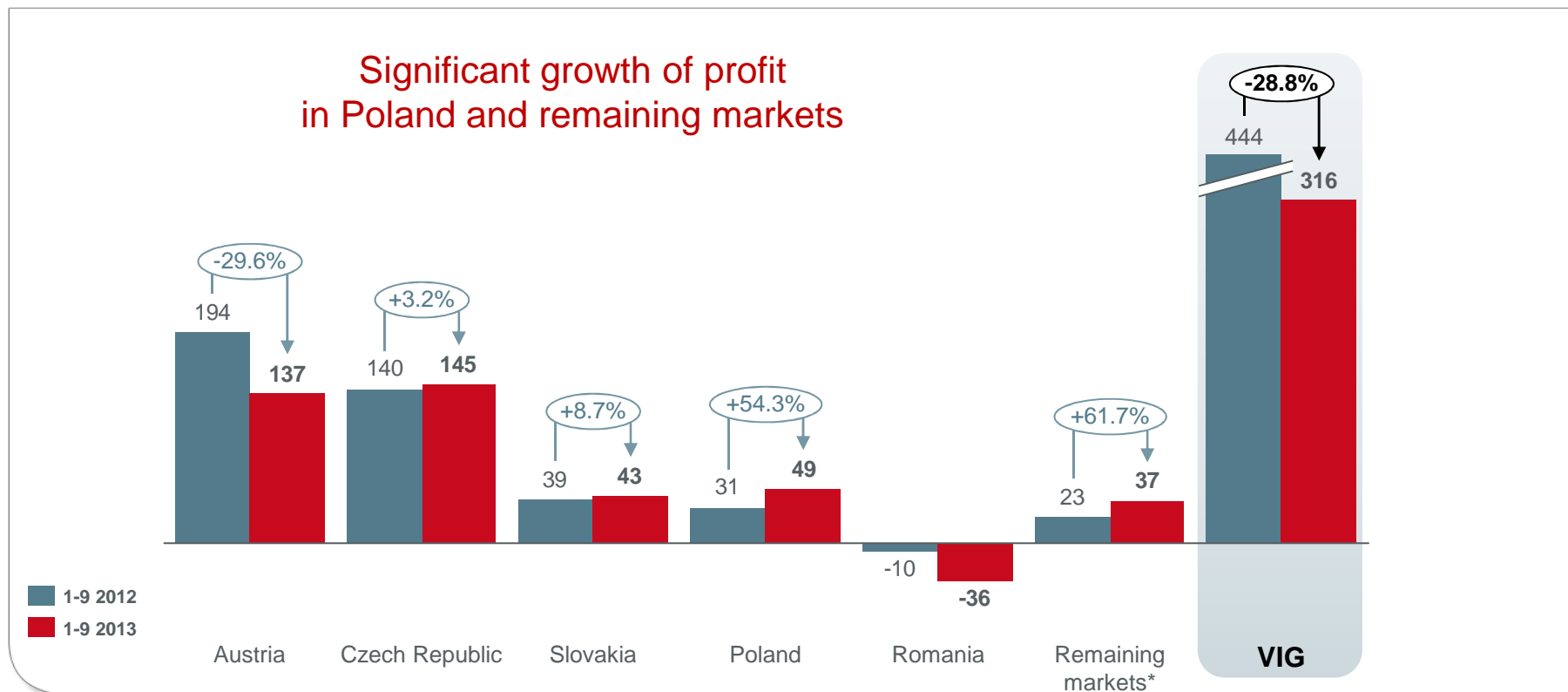
Heavy losses in  
Romania and Italy affect  
Property/Casualty results





# Profit before taxes

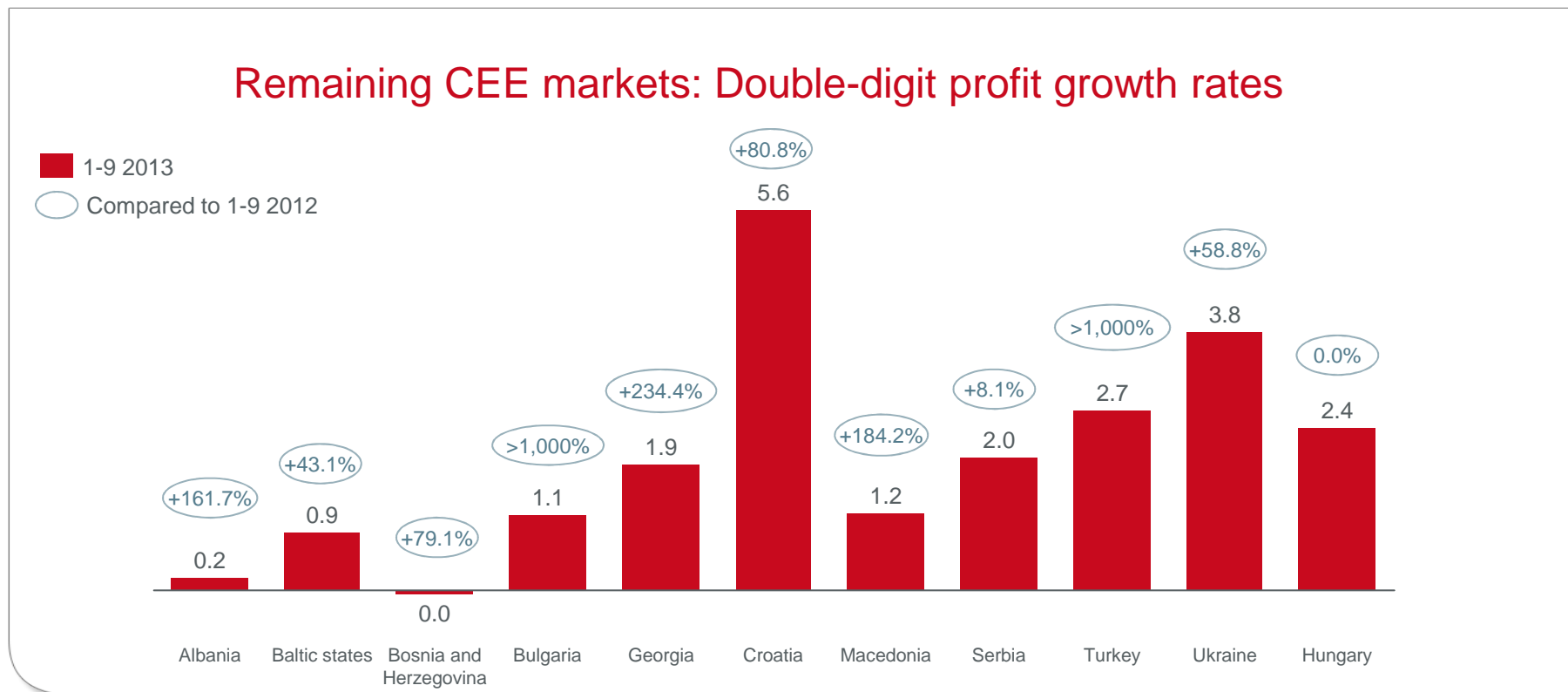
By regions, IFRS, in EUR mn



\* AL, BA, BG, DE, EE, FL, GE, HR, HU, LT, LV, MK, RS, TR, UA

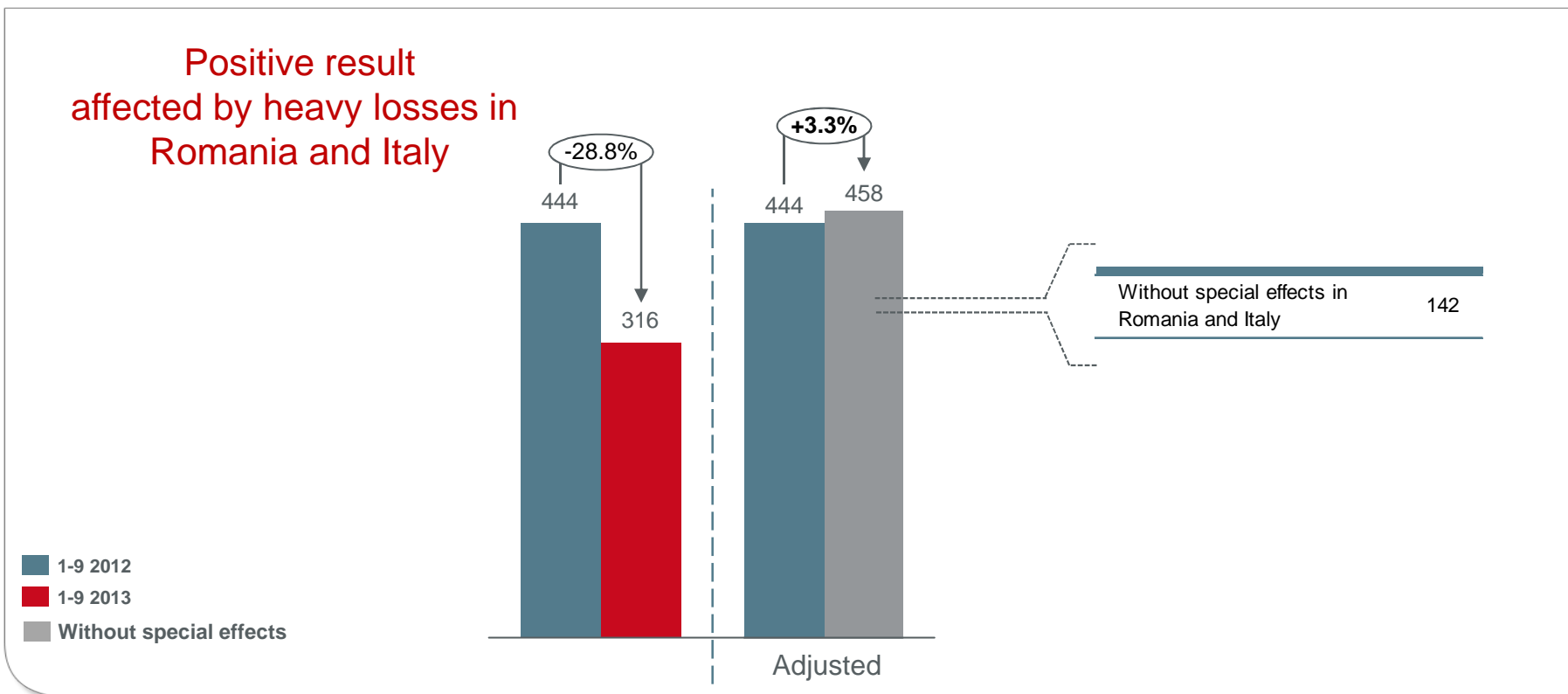
# Details remaining CEE markets

Profit before taxes by regions, IFRS, in EUR mn



# Profit before taxes

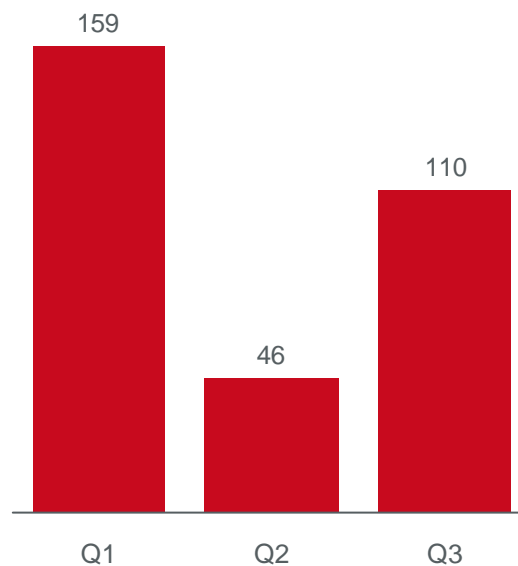
According to IFRS, in EUR mn



# Profit before taxes

By quarterly results, IFRS, in EUR mn

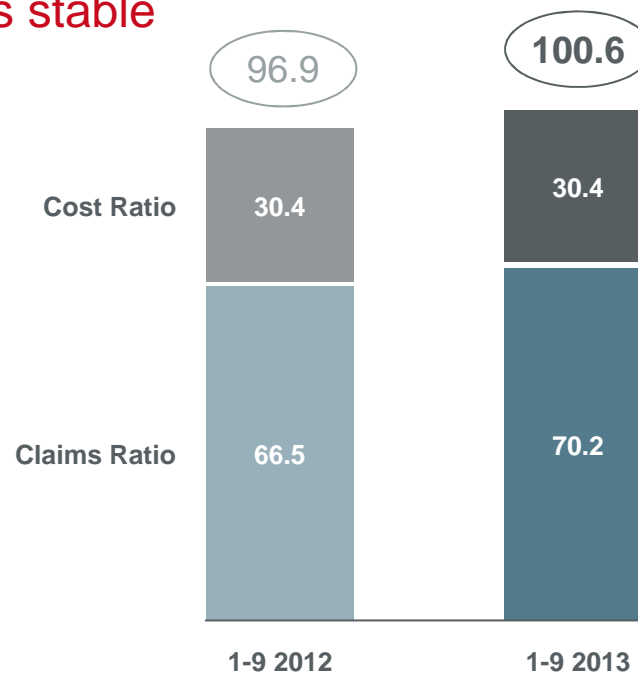
After measures in 2<sup>nd</sup> Quarter  
significant improvement of the profit in 3<sup>rd</sup> Quarter 2013



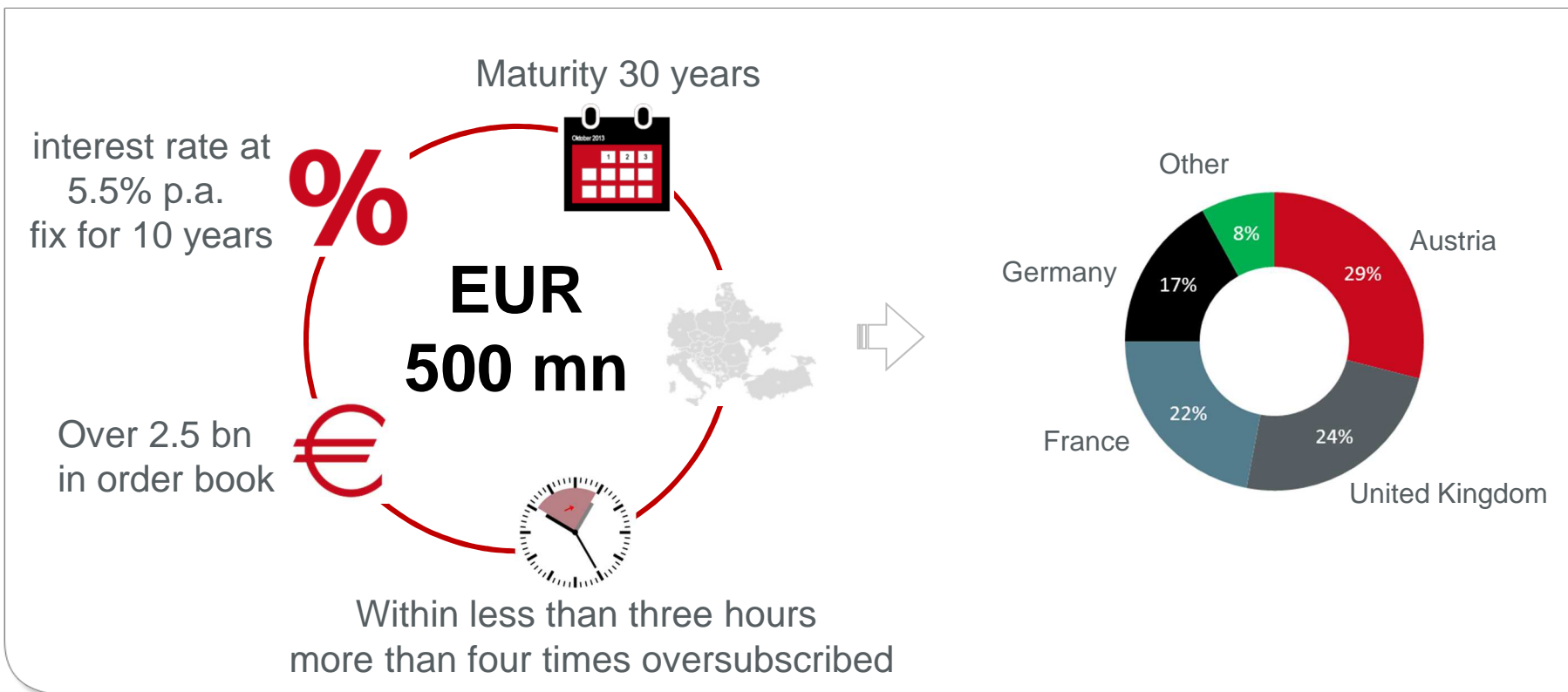
# Combined Ratio

net, in %

Combined Ratio slightly above 100%  
Cost Ratio remains stable



# Successful launch of bond



# VIG - Market leader in the region

## Poland - Acquisition of life insurer Skandia



### Continued strengthening of market position in Poland

#### Rounding out the product portfolio:

Acquisition of  
life insurer Skandia

#### Main focus on unit-linked life insurance

Premium income  
EUR 91 million in 2012

Operating on the Polish market for 14 years





Thank you for your attention!