

# VIENNA INSURANCE GROUP

## Investor Presentation

J.P. Morgan European Insurance Conference  
London, June 2023





# WE ARE THE LEADING INSURANCE GROUP IN CENTRAL & EASTERN EUROPE

Represented in

# 30

markets

Around

# 29,000

employees serve roughly 28mn customers

Solvency Ratio

# 280%

as of 31 December 2022

More than

# 50

insurance companies and pension funds

S&P Rating

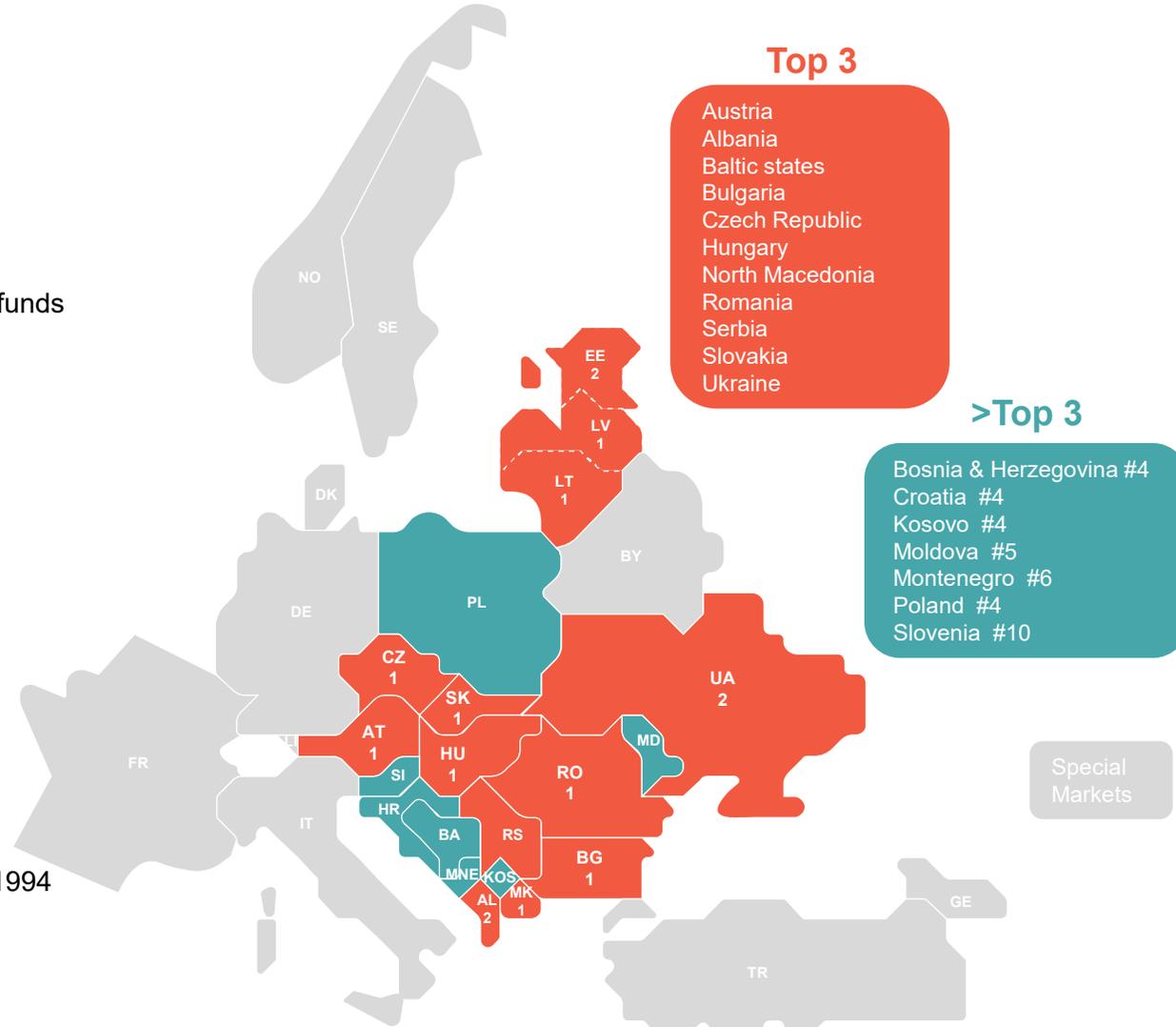
# A+

with stable outlook

Dividend proposal for 2022:

# €1.30

Continuous dividend payout since 1994



Source: local authorities, data as of 1<sup>st</sup> to 4<sup>th</sup> quarter 2022



# DIVERSIFIED AND RESILIENT BUSINESS MODEL BASED ON PROVEN MANAGEMENT PRINCIPLES

## 1 Local entrepreneurship

- Knowledge of local needs and markets
- Decentralised structures & efficient decision-making procedures
- VIG Holding responsible for steering the Group

## 2 Multi-brand strategy

- Utilisation of established local brands
- “Vienna Insurance Group” underlines the Group’s internationality and strength



## 3 Multi-channel distribution

- Various distribution channels (incl partnership with Erste Group)
- Strongly customer-oriented distribution



## 4 Conservative investment and reinsurance policy

- Focus on secure and sustainable investments
- Spreading risk by means of diversification

VIG Group responsible for  
**EUR 34.4 billion**  
 in investments

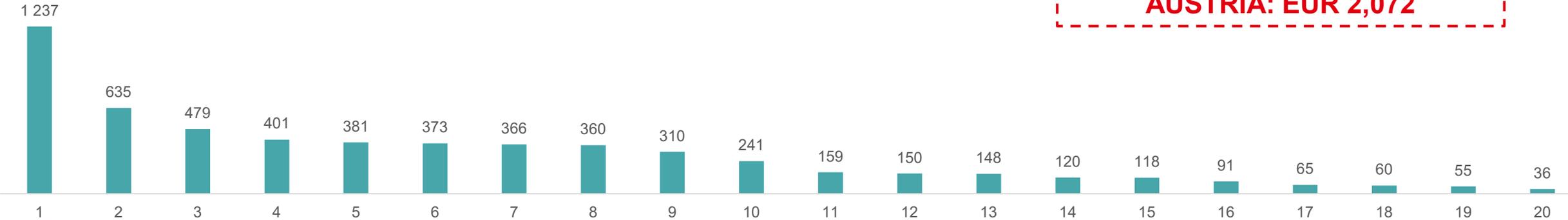


# TAKING ADVANTAGE OF THE LONG-TERM GROWTH POTENTIAL IN CEE

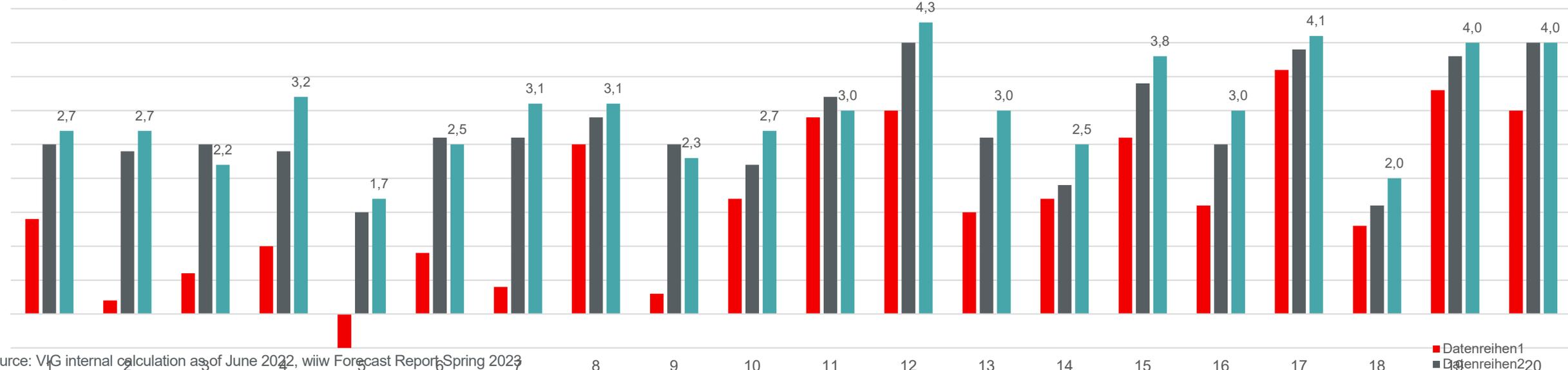
Annual insurance spending as indicator for growth potential

Insurance density 2021, in EUR (premiums per capita)

Insurance density in 2021 in  
**AUSTRIA: EUR 2,072**



GDP growth forecast

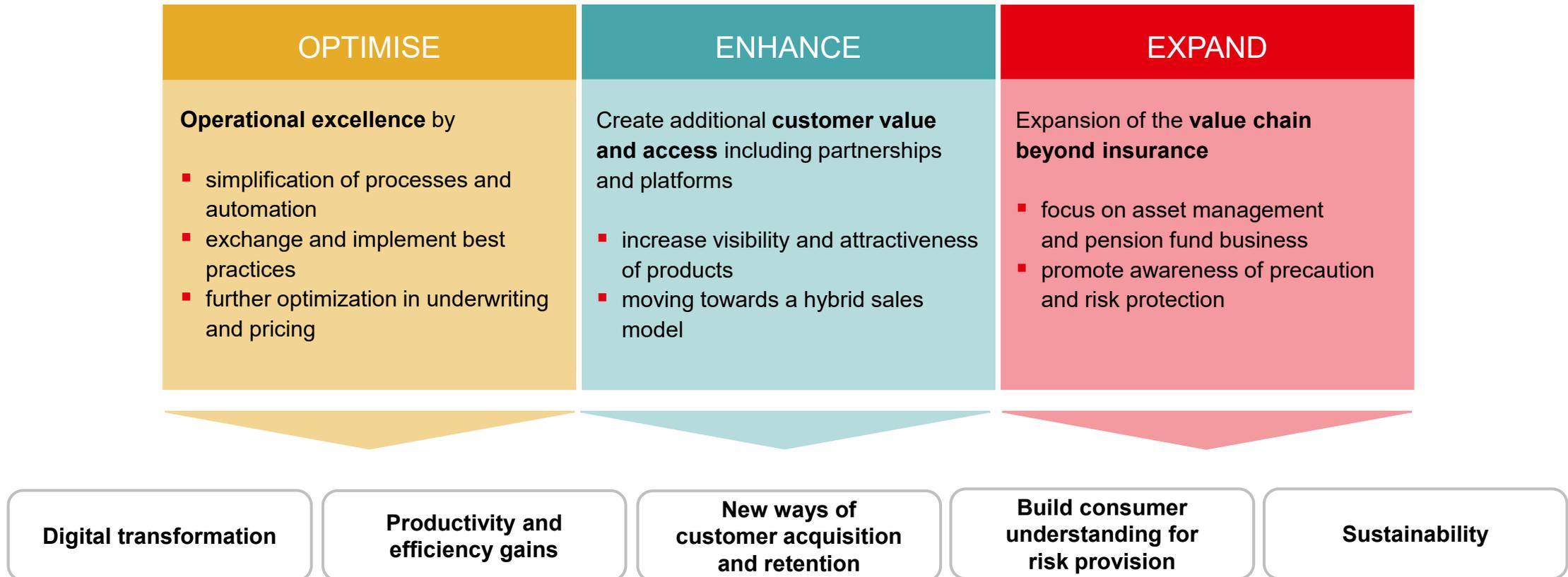


Source: VIG internal calculation as of June 2022, wiw Forecast Report Spring 2023



# STRATEGY PROGRAMME VIG 25 SECURES FURTHER DYNAMIC DEVELOPMENT OF SUCCESSFUL BUSINESS MODEL

Initiatives proof to be successful and essential also in new economic environment





# FIVE-PILLAR SUSTAINABILITY STRATEGY SINCE 2017

VIG signatory of UN Global Compact

## CORE BUSINESS

No investments in **coal & banned weapons**

Increase **green bonds investments**  
2022: €829mn | 2021: €436mn | 2020: €238mn

Measures to **ecologise** the real estate portfolio

**€0.5bn** sustainability bond 2021 **successfully allocated in 2022** in green (80%) and social (20%) projects

## ENVIRONMENT

**No new insurance policies** for coal mining or coal-fired power plant projects; **existing policies** being gradually **reduced**

Measures to **reduce climate risks**: e.g. recommendations for reducing risk for corporate and large customers

Insuring **renewable energy** generation systems in CEE

## SOCIETY

**Supplement** government pension, health-care and nursing care **systems** (e.g., retirement provision, health insurance products)

Promoting **arts** and **cultural projects**

**VIG Social Active Day**: employees can use one working day for a good cause

Financial support for victims of earthquake in Türkiye and Syria

## CUSTOMERS

Offering **innovative products** (e.g., green life insurance) and affordable protection

**Digital transformation** helps to improve VIG's client relationship

Strict rules and clearly defined processes for **data protection** and **security** (binding IT Security Group Guideline)

## EMPLOYEES

**~25%** of managing and **~23%** of supervisory board members and **~45%\*** of managers were **women**

**86.9%** of employees benefit from **flexible working time** models

VIG Family fund collected **€7mn** to support Ukrainian employees affected by war

\* Level below managing board



# EXPERIENCED MANAGING BOARD

Six board members as of 1 July 2023



Hartwig Löger, CEO



Peter Höfinger, Deputy CEO



Liane Hirner, CFRO



Gerhard Lahner, COO



Gabor Lehel, CIO



Harald Riener

Credit: Ian Ehm



# RESULTS HIGHLIGHTS

Excellent set of results based on resilient business model

## Gross written premiums

**€ 12.6bn** (+14.1%)

- Increased premium volume in all segments
- Double-digit growth rates in all lines of business except life single premium

## Profit before taxes

**€ 562.4mn** (+10.0%)

- Profit development supported by solid growth in the segments Austria, Czech Republic and Special Markets
- Strong growth despite impairments (-€84.1mn) taken in relation to Russian investment exposure and impairments on goodwill as well as on other intangible assets (-€67.6mn)

## Combined Ratio

**94.9%** (+0.8%p)

- Claims ratio stable at 61.6% (61.5%)
- Cost ratio up to 33.4% (32.7%)

## Solvency Ratio

**280%**

- Figure for full year 2022 incl. transitionals (without transitionals 251%)

## Operating Return on Equity

**11.9%** (+1.0%p)

- Business operating result of €630.0mn (+23.0%)

## New Business Margin (Life & Health)

**3.6%** (+44.0%)

- New Business Margin CEE up from 3.8% to 4.8% in 2022



# CONTINUOUS PAYOUT OF DIVIDENDS SINCE 1994

Dividend proposal of €1.30 takes positive operative performance and still volatile environment into account

	2022	2021	2020	2019
Earnings per share	€3.58 <sup>1</sup>	€2.94	€1.81	€2.59
Dividend per share	€1.30 <sup>2</sup>	€1.25	€0.75	€1.15
Pay out ratio	35.7%	42.6%	41.5%	44.4%
Dividend yield	5.8% <sup>2</sup>	5.0%	3.6%	4.5%

## DIVIDEND POLICY

Payout Ratio in a range of 30 – 50% of Group profits after taxes and non-controlling interests

Dividend per share remains to be aligned with Group performance

<sup>1</sup> The calculation of the earnings per share in 2022 takes interest for hybrid capital into account

<sup>2</sup> Management proposal; subject to approval of the Annual General Meeting



# SUMMARY 2022 AND OUTLOOK

Resilient business model once again proved to be successful

## Summary 2022: excellent set of results despite challenging macroeconomic environment

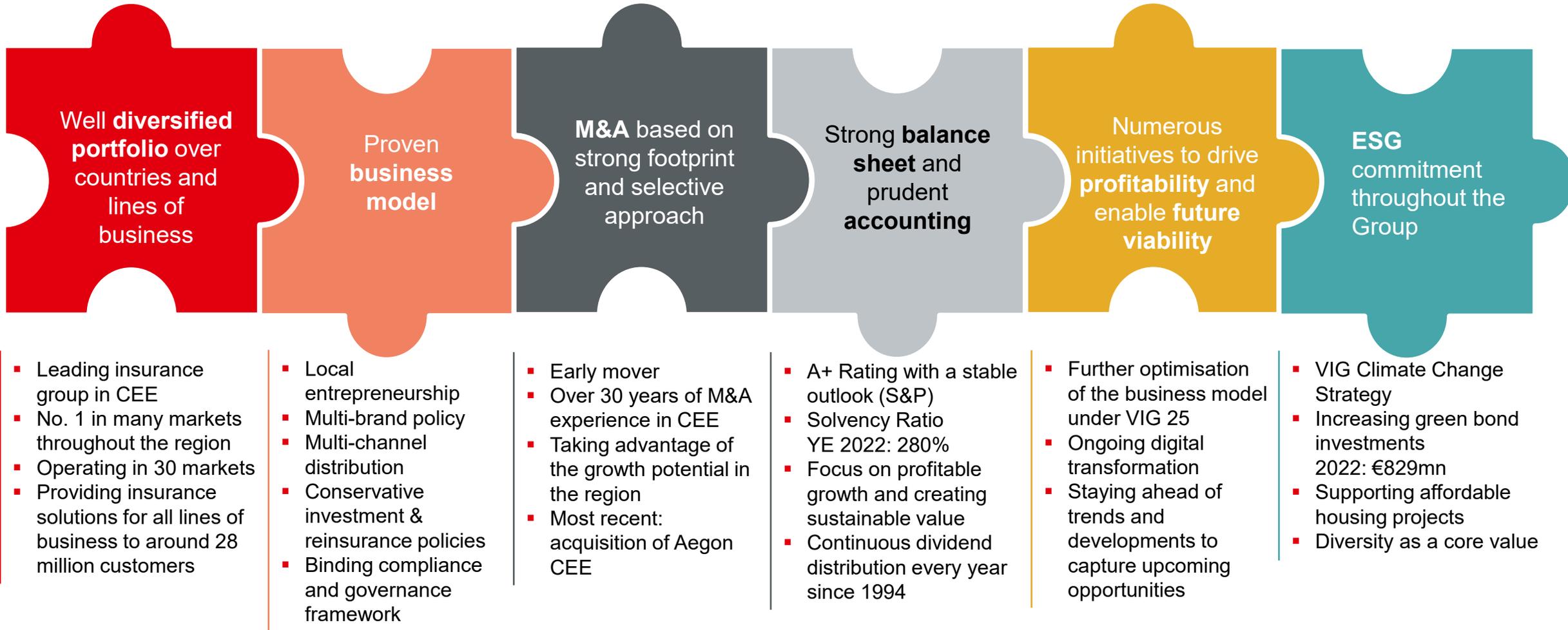
- Broad diversification and local entrepreneurship are basis and drivers for solid performance and resilience of VIG
  - Interest rate development favorable for Austrian traditional life portfolio
  - Very strong capital position with a solvency ratio of 280% at year end 2022
  - Double-digit premium and profit growth
  - Proposed dividend per share increased to €1.30
- 

## Outlook: VIG aims for further positive operating performance in 2023

- Macroeconomic environment to stay challenging and still volatile capital markets
- Inflation expected to decrease but to remain elevated in CEE markets
- Slowing economic activity, but growth above EU27 average in most CEE markets
- New accounting standard IFRS 9/17 will lead to adaption of financial KPIs



# STRONG BUSINESS PROFILE AND SUCCESSFUL STRATEGY





Status: October 2022

WE ARE **NUMBER 1**  
IN CENTRAL AND EASTERN EUROPE.



## 2022 FULL-YEAR RESULTS

SEGMENTS

APPENDIX

Please note: Rounding differences may occur.



# STRONG TOP AND BOTTOM LINE GROWTH

## 2022 Income statement

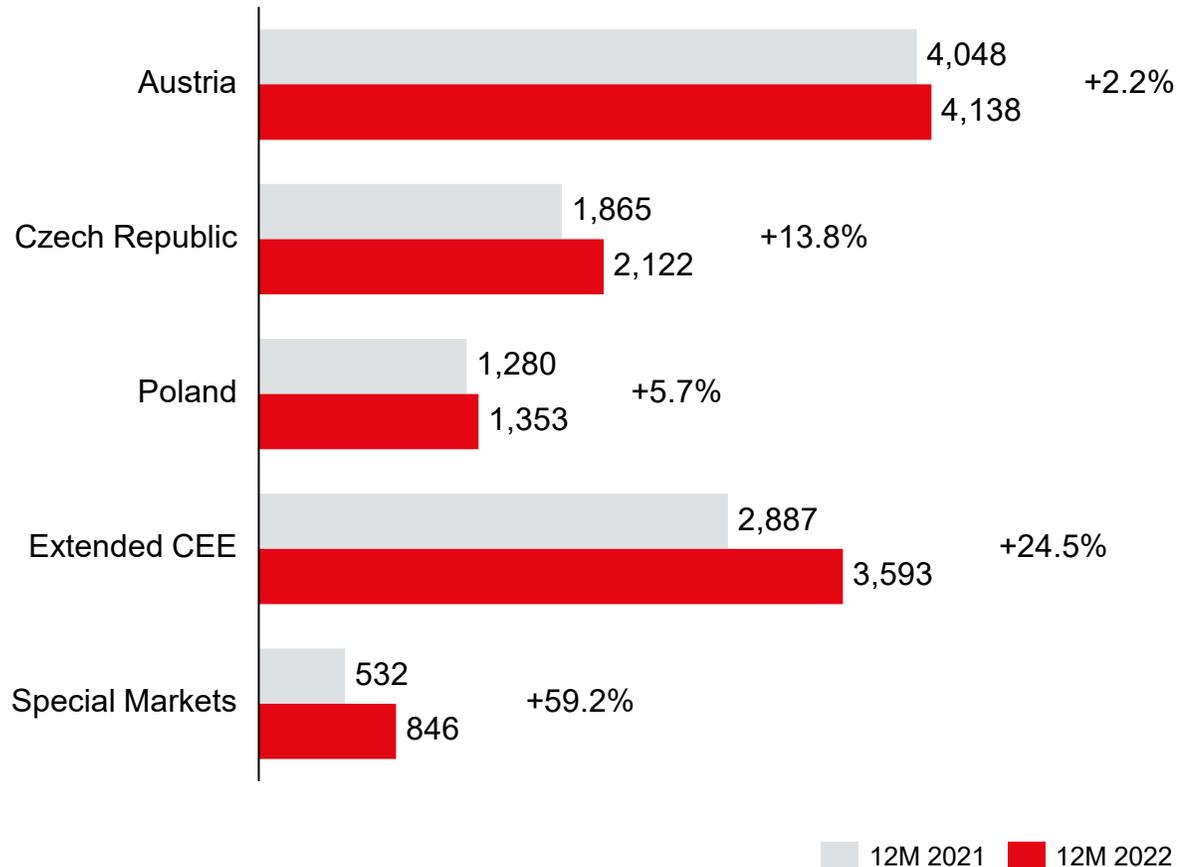
€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>12,559.2</b>	<b>11,002.6</b>	<b>14.1</b>
Net earned premiums	10,910.9	9,705.6	12.4
Financial result excl. result from shares in at equity consolidated companies	778.9	607.0	28.3
Result from shares in at equity consolidated companies	18.3	24.9	-26.5
Other income	185.9	165.8	12.1
Expenses for claims/benefits	-7,912.0	-7,136.6	10.9
Acquisition and admin. expenses	-2,930.5	-2,536.8	15.5
Other expenses	-421.5	-317.9	32.6
<b>Business operating result</b>	<b>630.0</b>	<b>512.0</b>	<b>23.0</b>
Adjustments	-67.6	-0.7	>100
<b>Result before taxes</b>	<b>562.4</b>	<b>511.3</b>	<b>10.0</b>
Taxes	-98.1	-123.3	-20.4
<b>Result of the period</b>	<b>464.3</b>	<b>388.0</b>	<b>19.7</b>
Non-controlling interests in the result for the period	1.7	-12.3	n.a.
<b>Result of the period after taxes and non-controlling interests</b>	<b>465.9</b>	<b>375.7</b>	<b>24.0</b>

- Double-digit premium growth of 14.1% includes first-time consolidation of Aegon Hungary retrospectively with 1 April 2022 and Turkish Viennialife (former Aegon) with 1 May 2022; without consolidation effect, VIG achieves growth rate of 10.1%
- Financial result up by €171.9mn, mainly due to first-time consolidation of Aegon Hungary and Turkish Viennialife (former Aegon) as well as higher interest rates overcompensating the impairments (-€84.1mn) related to the Russian bond exposure
- Adjustments include impairments on goodwill (-€26.4mn) and impairments on other intangible assets (-€41.2mn)
- Result before taxes up by 10.0%; adjusted for first-time consolidation effect very strong growth of 14.6%
- Lower tax ratio of 17.4% (2021: 24.1%) driven by Austria



# TOP-LINE UP BY 14.1% BASED ON GROWTH IN ALL SEGMENTS

Gross written premiums (€mn; y-o-y change)



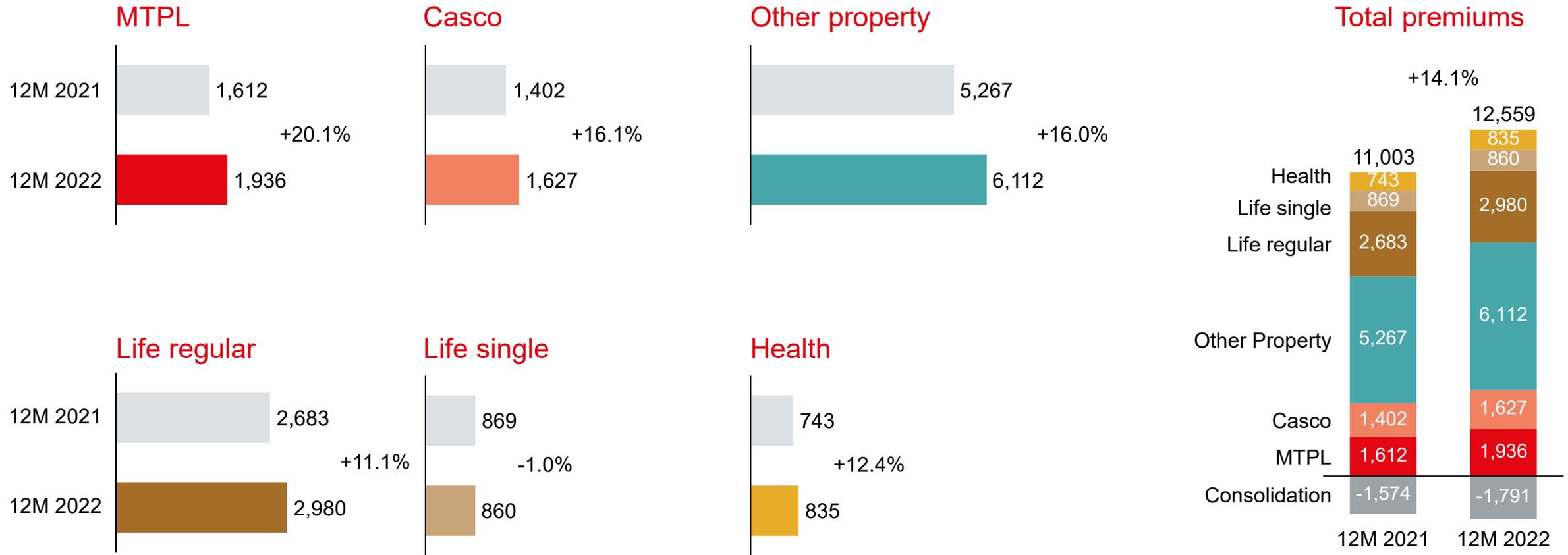
- Overall, very strong premium growth throughout the year, resulting in GWP of €12,559.2mn
- Double-digit premium growth in Czech Republic (+€257.2mn) based mainly on other property (+€106.1mn), motor (+€87.8mn) and life insurance with regular premium (+€61.9mn)
- All countries in the segment Extended CEE with growth in GWP (+€706.5mn); main drivers were Hungary supported by first-time consolidation effect (+€310.8mn), Romania (+€177.3mn) and the Baltic states (+€108.5mn)
- Exceptional growth rate in Special Markets mainly coming from Türkiye based on first-time consolidation effect (+€133.6mn) and Georgia (+€24.8mn)
- Premium increase of €332.8mn in Group Functions mainly coming from other property (+€318.9mn)

Group Functions €2,298mn (12M 2021: €1,965mn) +16.9%; Consolidation -€1,791mn (12M 2021: -€1,574mn) +13.8%



# DOUBLE-DIGIT PREMIUM GROWTH IN ALL LINES OF BUSINESS EXCEPT LIFE SINGLE PREMIUM

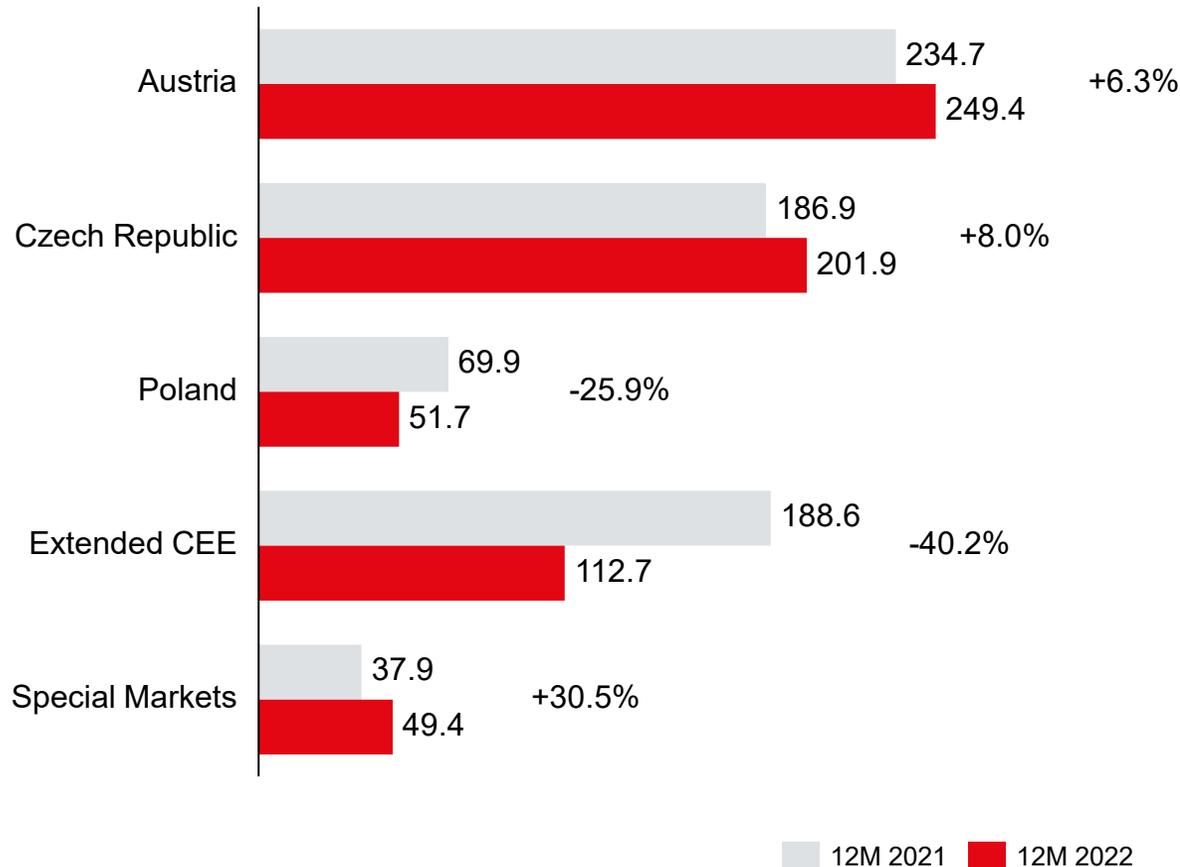
Gross written premiums by lines of business (€mn; y-o-y change); incl. Group Functions





# GROUP RESULT BEFORE TAXES OF €562.4MN UP BY 10.0%

Result before taxes (€mn; y-o-y change)



- AT: solid result before taxes despite impairment taken in relation to the Russian investment exposure
- CZ: profit growth (+€15.0mn) coming from favourable development in life
- PL: result before taxes down mainly due to the decreased financial result
- Extended CEE: profit impacted by impairments (-€63.8mn) and the increased combined ratio
- Special Markets: result before taxes up (+€11.5mn) driven by a higher financial result (+€116.9mn) based on the first-time consolidation of Viennalife (former Aegon) in Türkiye
- Group Functions: improved result before taxes; 2021 impacted by one-offs

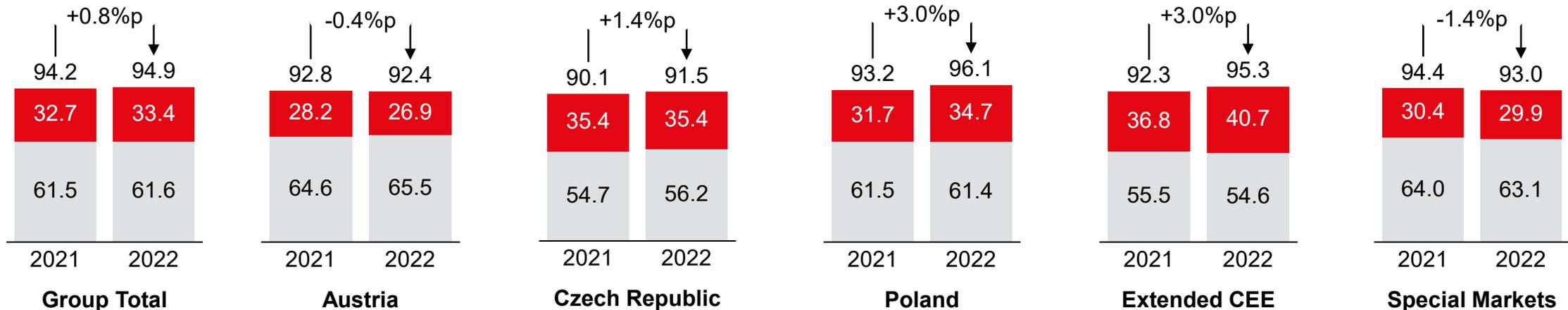
Group Functions -€101.2mn (2021: -€210.8mn) -52.0%; Consolidation -€1.5mn (2021: €4.3mn)



# COMBINED RATIO (P&C) AT 94.9%

Overview Group and segments (y-o-y development net, %)

- Austria: improved cost ratio offset higher claims ratio
- Czech Republic: higher combined ratio mainly due to motor claims development
- Poland: cost ratio up due to competitive motor environment
- Extended CEE: combined ratio impacted by the additional insurance tax in Hungary and the limited product portfolio in Ukraine due to the war
- Special Markets: improved combined ratio mainly coming from favourable motor development (casco) in Türkiye



■ Cost ratio ■ Claims ratio



# VARIOUS OPPORTUNITIES TO EFFECTIVELY MANAGE INFLATION

Inflation impacts vary by line of business

## Motor and Property

- Direct impact through claims inflation
- Potential levers: e.g., premium increase, product modification, improve claims handling processes (contracting structure with repair shops, partner garages), negotiate commercial discounts
- Indexation for various lines of business common in Austria, partially also in the Czech Republic; overall in CEE contracts are more short-term which allows for discretionary premium adjustments on an annual basis

## Life and Health

- Indirect impact through lower new business and changed product perception from clients, potentially higher outflows
- Potential levers: e.g., promotion of inflation protection option, premium increase, preferred partnerships with hospitals/medical providers, product modification, assess product offering for the longer term
- In life, profitability of in-force business to benefit from better investment margin on savings products due to higher interest rates



# FINANCIAL RESULT

Strong development in current income

in EUR '000	2022	2021	+/- %
Current income	1,033,657	914,966	13.0
Income from appreciations	11,445	16,174	-29.2
Income from disposal of investments	181,427	111,184	63.2
Other income	132,932	117,196	13.4
<b>Total Income</b>	<b>1,359,462</b>	<b>1,159,520</b>	<b>17.2</b>
Depreciation of investments	-255,516	-104,283	>100
thereof impairment of investments	-139,968	-25,012	>100
Exchange rate changes	107,440	-7,074	n.a.
Losses from disposal of investments	-100,005	-35,732	>100
Interest expenses	-101,878	-102,551	-0.7
Other expenses	-230,554	-302,863	-23.9
<b>Total Expenses</b>	<b>-580,514</b>	<b>-552,503</b>	<b>5.1</b>
<b>Financial Result (excl. at equity)</b>	<b>778,947</b>	<b>607,018</b>	<b>28.3</b>

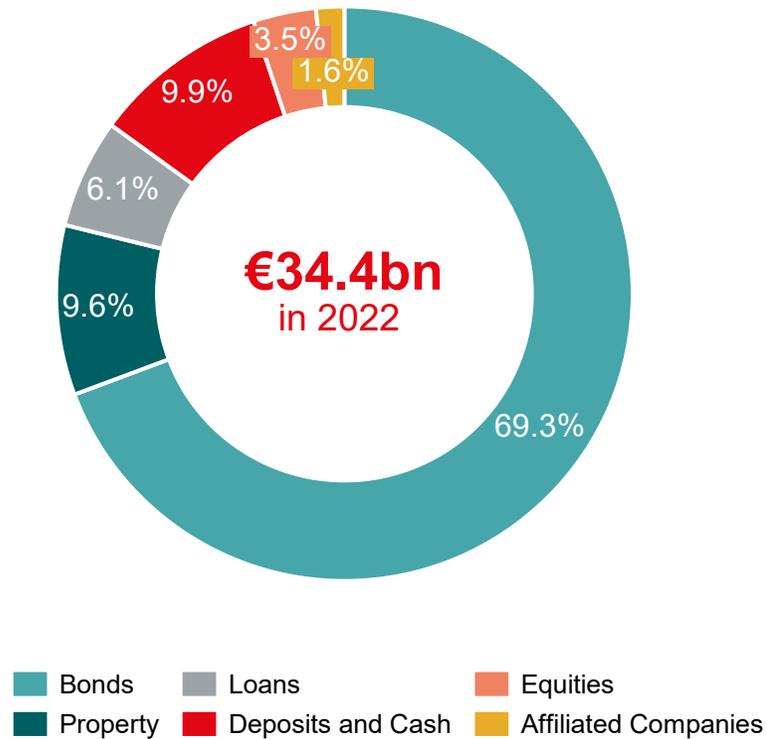
- Double-digit growth rate in current income leads to increase by €118.7mn resulting from the first-time consolidation of Turkish Viennialife (former Aegon) and Aegon Hungary as well as higher interest rates
- Higher income from disposal of investments (+€70.2mn) driven by sale of investment funds and bonds
- Depreciation of investments (-€151.2mn) includes among others the impairment (-€84.1mn) related to the Russian bond exposure
- Development in exchange rate changes mainly coming from first-time consolidation of Turkish Viennialife (former Aegon)
- Precautionary measure of ~€43mn taken in relation to Russian bond exposure in Q2 2022 released in Q4 2022 in other expenses



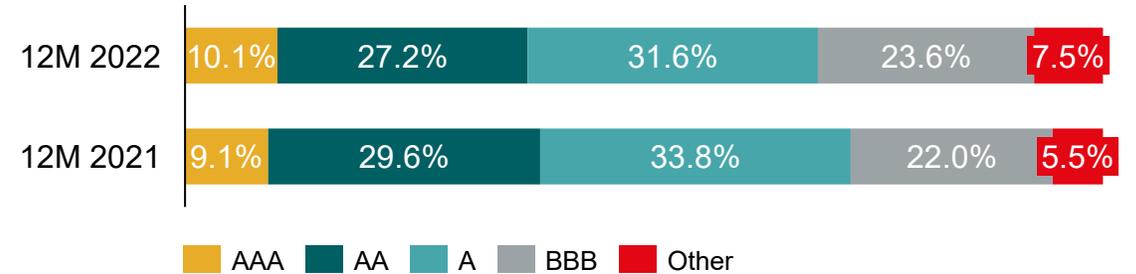
# INVESTMENT SPLIT AND BOND PORTFOLIO OVERVIEW

Stable portfolio mix

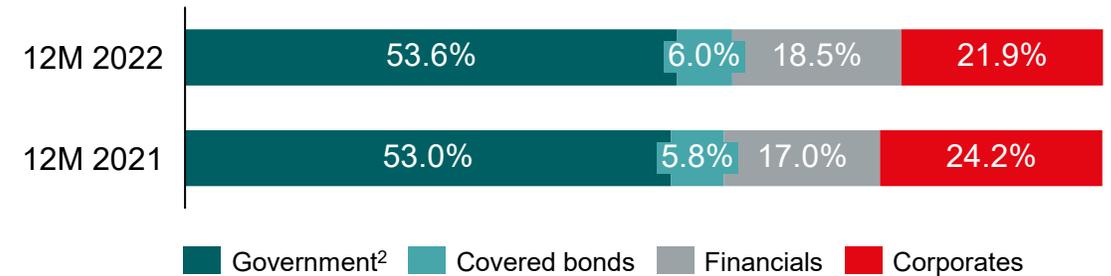
## Investment split



## Bond portfolio by rating<sup>1</sup>



## Bond portfolio by issuer

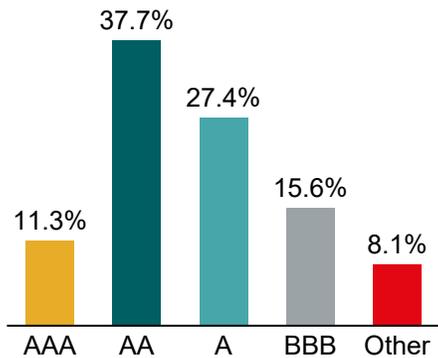


<sup>1</sup> Based on second-best rating <sup>2</sup> Government bonds also include bonds issued by supranational organisations, government agencies, federal or constituent states and municipalities

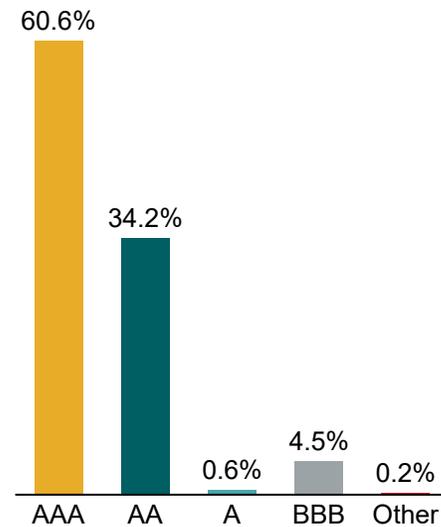


# BOND PORTFOLIO RATING DISTRIBUTION 2022

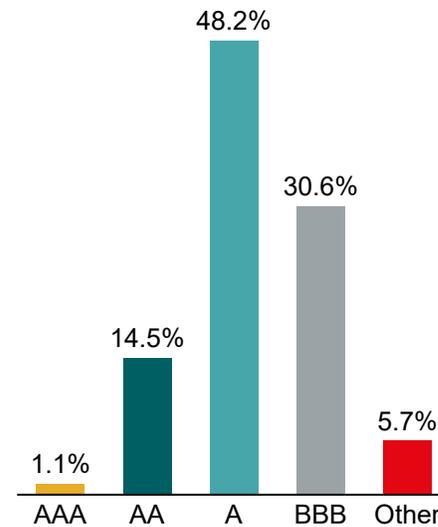
## Government bonds



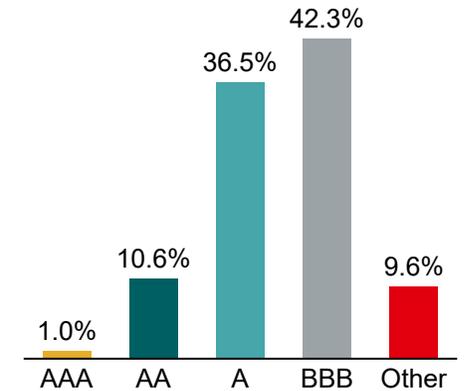
## Covered bonds



## Financials



## Corporates





# 2022 BALANCE SHEET

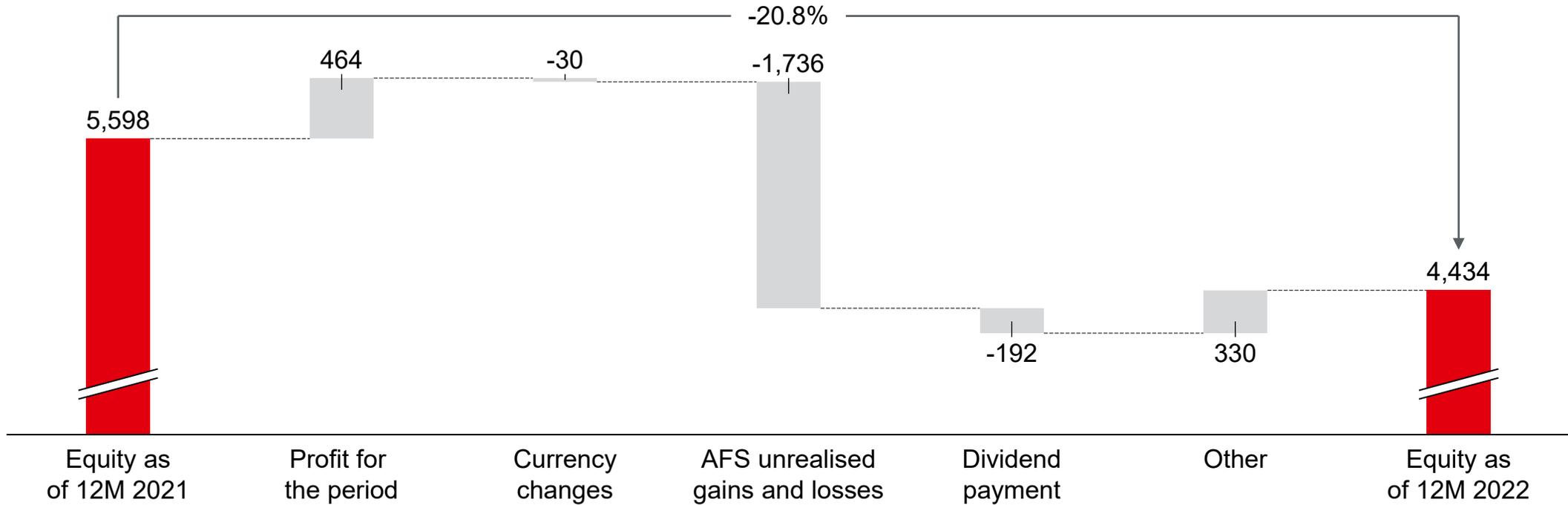
IFRS (€mn)

€mn	31.12.2022	31.12.2021	+/- %
Intangible assets	2,085	1,744	19.5
Right-of-Use assets	179	173	3.1
Investments	32,340	34,810	-7.1
Investments of unit- and index-linked life insurance	7,164	8,525	-16.0
Reinsurers' share in underwriting provisions	1,963	1,565	25.4
Receivables	2,342	2,067	13.3
Tax receivables and advance payments out of income tax	174	135	28.7
Deferred tax assets	570	311	83.0
Other assets	399	391	2.1
Cash and cash equivalents	2,059	2,456	-16.2
<b>Total assets</b>	<b>49,274</b>	<b>52,178</b>	<b>-5.6</b>
Shareholders' equity	4,434	5,598	-20.8
thereof non-controlling interests	210	120	75.7
Subordinated liabilities	1,746	1,461	19.5
Underwriting provisions	31,988	32,546	-1.7
Underwriting provisions for unit- and index-linked life insurance	6,903	8,189	-15.7
Non-underwriting provisions	698	890	-21.6
Liabilities	3,188	2,900	9.9
Tax liabilities out of income tax	112	243	-54.2
Deferred tax liabilities	77	219	-64.6
Other liabilities	128	131	-2.5
<b>Total liabilities and shareholders' equity</b>	<b>49,274</b>	<b>52,178</b>	<b>-5.6</b>



# EQUITY DEVELOPMENT

Change in consolidated Shareholders' Equity (€mn)



## 2022 FULL-YEAR RESULTS

### SEGMENTS

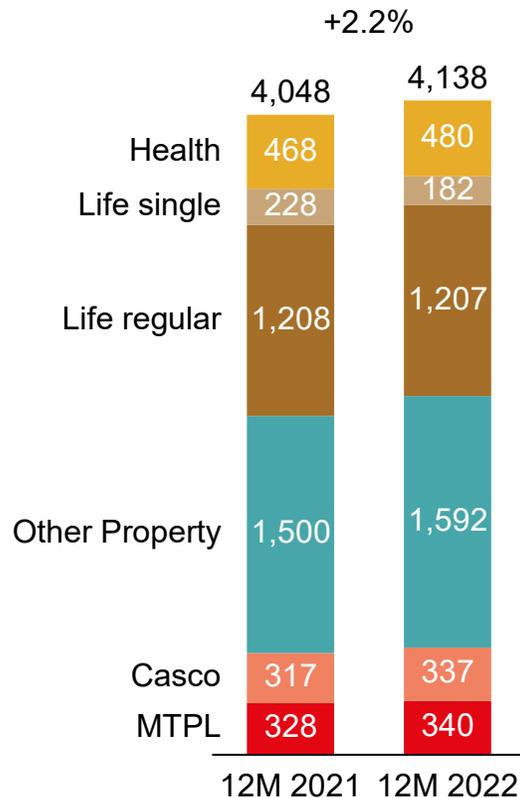
### APPENDIX

Please note: Rounding differences may occur.

# AUSTRIA

Solid premium and profit growth and excellent combined ratio of 92.4%

## GWP development (€mn)



## P&L

€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>4,138.4</b>	<b>4,048.4</b>	<b>2.2</b>
Net earned premiums	3,314.8	3,242.5	2.2
Financial result excl. result from shares in at equity consolidated companies	556.7	580.1	-4.0
Result from shares in at equity consolidated companies	17.7	23.1	-23.3
Other income	20.6	27.7	-25.9
Expenses for claims/benefits	-2,947.4	-2,919.3	1.0
Acquisition and admin. expenses	-692.4	-691.8	0.1
Other expenses	-20.5	-27.7	-25.9
<b>Business operating result</b>	<b>249.4</b>	<b>234.7</b>	<b>6.3</b>
Adjustments	0.0	0.0	n.a.
<b>Result before taxes</b>	<b>249.4</b>	<b>234.7</b>	<b>6.3</b>
Taxes	-10.8	-76.0	-85.8
<b>Result of the period</b>	<b>238.6</b>	<b>158.6</b>	<b>50.4</b>

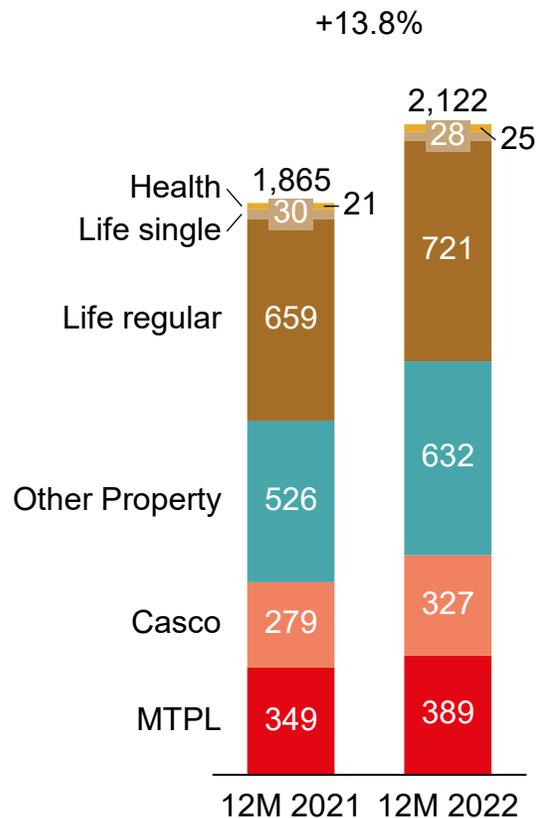
## Comments

- Premium growth based on other property (+€92.3mn) and motor (+€32.7mn)
- Financial result impacted by the impairment related to the Russian bond exposure
- Increased result before taxes (+€14.7mn) coming from favourable developments in life and health
- Strong CoR of 92.4% (2021: 92.8%) resulting from a better cost ratio
- Tax ratio of 4.3% (2021: 32.4%) caused by a reversal of taxed income due to the change of valuation of available-for-sale assets (special funds) based on the interest rate development in 2022

# CZECH REPUBLIC

Strong premium growth in all lines of business except life single premium

## GWP development (€mn)



## P&L

€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>2,122.1</b>	<b>1,864.9</b>	<b>13.8</b>
Net earned premiums	1,575.1	1,399.8	12.5
Financial result excl. result from shares in at equity consolidated companies	67.6	71.0	-4.8
Result from shares in at equity consolidated companies	0.0	1.1	n.a.
Other income	26.6	30.3	-12.2
Expenses for claims/benefits	-870.7	-828.8	5.1
Acquisition and admin. expenses	-535.4	-428.3	25.0
Other expenses	-61.3	-58.3	5.1
<b>Business operating result</b>	<b>201.9</b>	<b>186.9</b>	<b>8.0</b>
Adjustments	0.0	0.0	n.a.
<b>Result before taxes</b>	<b>201.9</b>	<b>186.9</b>	<b>8.0</b>
Taxes	-39.9	-37.8	5.4
<b>Result of the period</b>	<b>162.0</b>	<b>149.1</b>	<b>8.7</b>

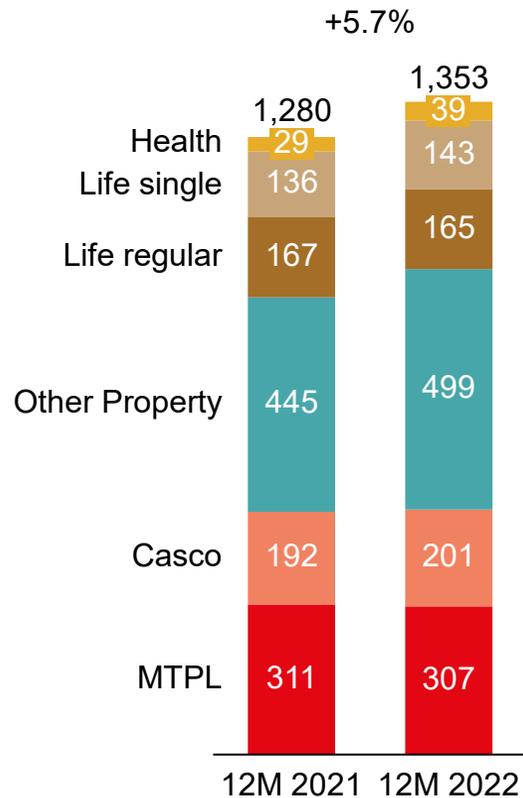
## Comments

- Double-digit GWP growth based mainly on other property (+€106.1mn), motor (+€87.8mn) and life insurance with regular premium (+€61.9mn)
- Increased result before taxes driven by life
- Increased CoR of 91.5% (2021: 90.1%) mainly due motor claims development

# POLAND

Challenging environment in the polish market in 2022

## GWP development (€mn)



## P&L

€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>1,352.9</b>	<b>1,279.8</b>	<b>5.7</b>
Net earned premiums	1,018.4	983.0	3.6
Financial result excl. result from shares in at equity consolidated companies	19.5	23.9	-18.4
Result from shares in at equity consolidated companies	0.0	0.0	n.a.
Other income	20.2	9.6	>100
Expenses for claims/benefits	-696.3	-671.2	3.7
Acquisition and admin. expenses	-273.9	-241.1	13.6
Other expenses	-35.9	-33.7	6.7
<b>Business operating result</b>	<b>51.9</b>	<b>70.5</b>	<b>-26.4</b>
Adjustments	-0.2	-0.7	-73.2
<b>Result before taxes</b>	<b>51.7</b>	<b>69.9</b>	<b>-25.9</b>
Taxes	-11.6	-10.5	10.1
<b>Result of the period</b>	<b>40.2</b>	<b>59.4</b>	<b>-32.3</b>

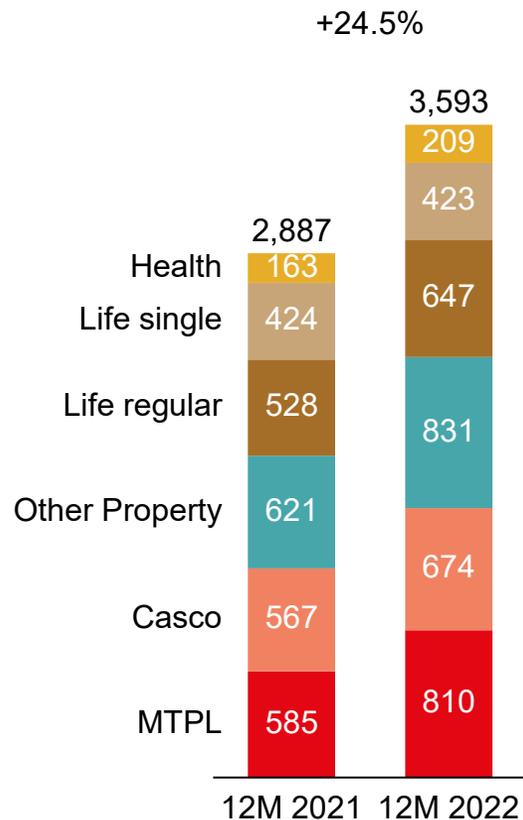
## Comments

- Solid premium growth of €73.1mn coming mainly from other property (+€53.7mn) and health (+€9.2mn)
- Result before taxes down mainly due to lower financial result
- Combined ratio up to 96.1% (2021: 93.2%) driven by competitive motor environment

# EXTENDED CEE

Result before taxes impacted by impairments

## GWP development (€mn)



## P&L

€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>3,593.2</b>	<b>2,886.7</b>	<b>24.5</b>
Net earned premiums	2,742.7	2,200.7	24.6
Financial result excl. result from shares in at equity consolidated companies	128.2	130.1	-1.5
Result from shares in at equity consolidated companies	0.0	0.0	n.a.
Other income	56.8	53.4	6.4
Expenses for claims/benefits	-1,790.0	-1,504.9	18.9
Acquisition and admin. expenses	-758.8	-572.5	32.5
Other expenses	-202.4	-118.1	71.3
<b>Business operating result</b>	<b>176.5</b>	<b>188.6</b>	<b>-6.4</b>
Adjustments	-63.8	0.0	n.a.
<b>Result before taxes</b>	<b>112.7</b>	<b>188.6</b>	<b>-40.2</b>
Taxes	-32.3	-32.0	1.0
<b>Result of the period</b>	<b>80.4</b>	<b>156.6</b>	<b>-48.7</b>

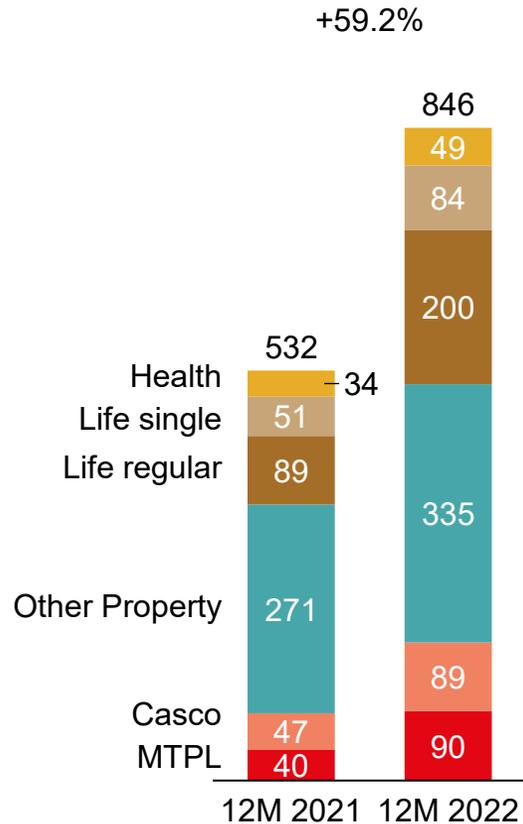
## Comments

- Extended CEE include Albania incl. Kosovo, Baltic states, Bosnia & Herzegovina, Bulgaria, Croatia, Moldova, North Macedonia, Romania, Serbia, Slovakia, Ukraine, Hungary
- Main premium growth drivers were Hungary (+€299.8mn), Romania (+€177.3mn) and the Baltic states (+€108.5mn); premium income in Hungary includes first-time consolidation of Aegon Hungary (+€310.8mn)
- Adjustments include goodwill impairments (-€26.2mn) of Albania incl. Kosovo and North Macedonia as well as impairments of other intangible assets (-€37.6mn) mainly for Aegon Hungary
- Combined ratio up to 95.3% (2021: 92.3%) impacted by additional insurance tax in HU and limited product portfolio in Ukraine due to war

# SPECIAL MARKETS

Double-digit premium and profit growth in all lines of business

## GWP development (€mn)



## P&L

€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>846.2</b>	<b>531.7</b>	<b>59.2</b>
Net earned premiums	501.3	325.9	53.8
Financial result excl. result from shares in at equity consolidated companies	152.5	35.6	>100
Result from shares in at equity consolidated companies	0.0	0.0	n.a.
Other income	43.9	29.7	47.6
Expenses for claims/benefits	-452.4	-228.9	97.6
Acquisition and admin. expenses	-115.4	-65.7	75.6
Other expenses	-76.9	-58.7	31.0
<b>Business operating result</b>	<b>53.0</b>	<b>37.9</b>	<b>40.0</b>
Adjustments	-3.6	0.0	n.a.
<b>Result before taxes</b>	<b>49.4</b>	<b>37.9</b>	<b>30.5</b>
Taxes	-17.1	-11.6	48.3
<b>Result of the period</b>	<b>32.3</b>	<b>26.3</b>	<b>22.7</b>

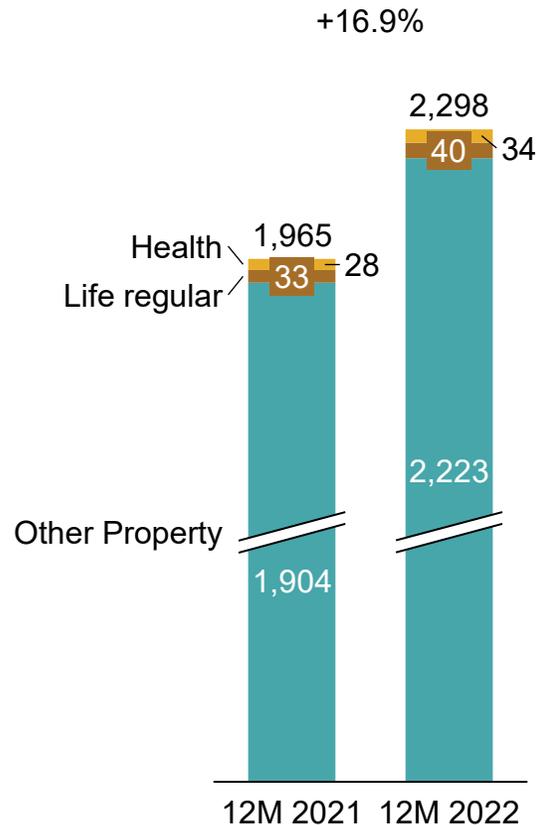
## Comments

- Special Markets include Germany, Georgia, Liechtenstein, Türkiye
- GWP growth in all countries and lines of business; main driver country wise was Türkiye (+€275.6mn) supported by first-time consolidation (+€133.6mn) of Turkish Viennialife (former Aegon)
- Adjustments include impairments of other intangible assets of Viennialife (former Aegon) in Türkiye
- Increased financial result mainly due to first-time consolidation of Viennialife (former Aegon) in Türkiye leads to higher result before taxes
- CoR improved to 93.0% (2021: 94.4%) mainly coming from favourable motor development (casco) in Türkiye

# GROUP FUNCTIONS

Double-digit premium growth and favourable result development

## GWP development (€mn)



## P&L

€mn	2022	2021	+/- %
<b>Gross premiums written</b>	<b>2,297.8</b>	<b>1,965.0</b>	<b>16.9</b>
Net earned premiums	1,756.1	1,554.1	13.0
Financial result excl. result from shares in at equity consolidated companies	-141.1	-229.6	-38.6
Result from shares in at equity consolidated companies	0.6	0.6	-10.8
Other income	20.1	16.7	20.4
Expenses for claims/benefits	-1,143.8	-986.0	16.0
Acquisition and admin. expenses	-551.9	-536.9	2.8
Other expenses	-41.2	-29.7	38.6
<b>Business operating result</b>	<b>-101.2</b>	<b>-210.8</b>	<b>-52.0</b>
Adjustments	0.0	0.0	n.a.
<b>Result before taxes</b>	<b>-101.2</b>	<b>-210.8</b>	<b>-52.0</b>
Taxes	13.6	44.5	-69.6
<b>Result of the period</b>	<b>-87.7</b>	<b>-166.3</b>	<b>-47.3</b>

## Comments

- Group Functions include VIG Holding, VIG Re, Wiener Re, VIG Fund, corporate IT service providers, asset management and pension funds as well as intermediate holding companies
- Strong premium development driven by other property
- Result before taxes in 2021 was impacted by one-offs

## 2022 FULL-YEAR RESULTS

### SEGMENTS

### APPENDIX

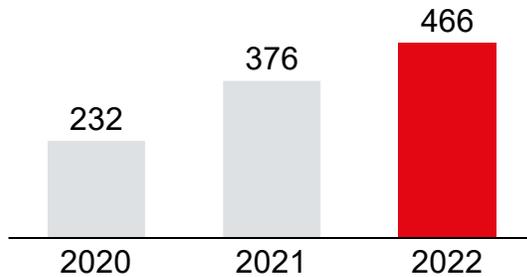
Please note: Rounding differences may occur.



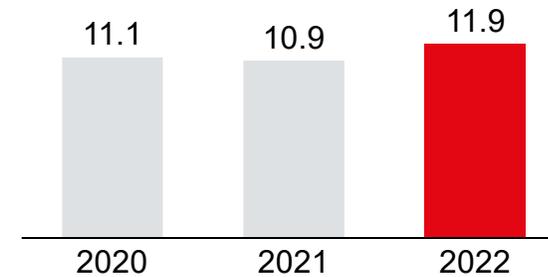
# 2022 KEY FINANCIALS

## Overview of KPIs

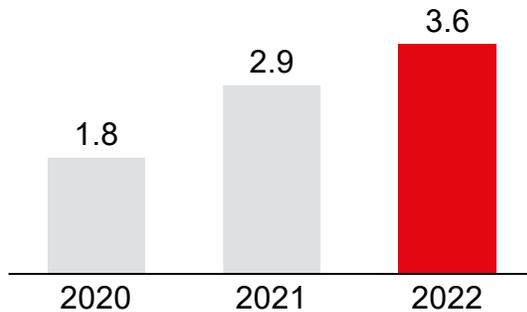
Net result for the period after taxes and non-controlling interest (€mn)



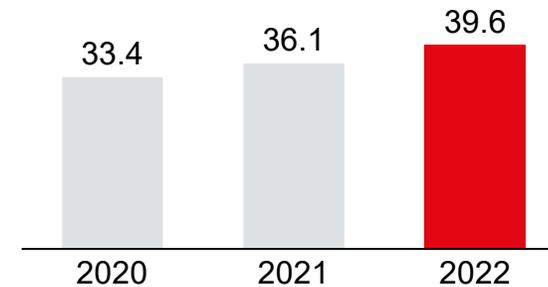
Operating RoE (%)



Earnings per share (€)<sup>1</sup>



Book value per share<sup>2</sup> (€)



<sup>1</sup> The calculation of the earnings per share in 2022 takes interest for hybrid capital into account

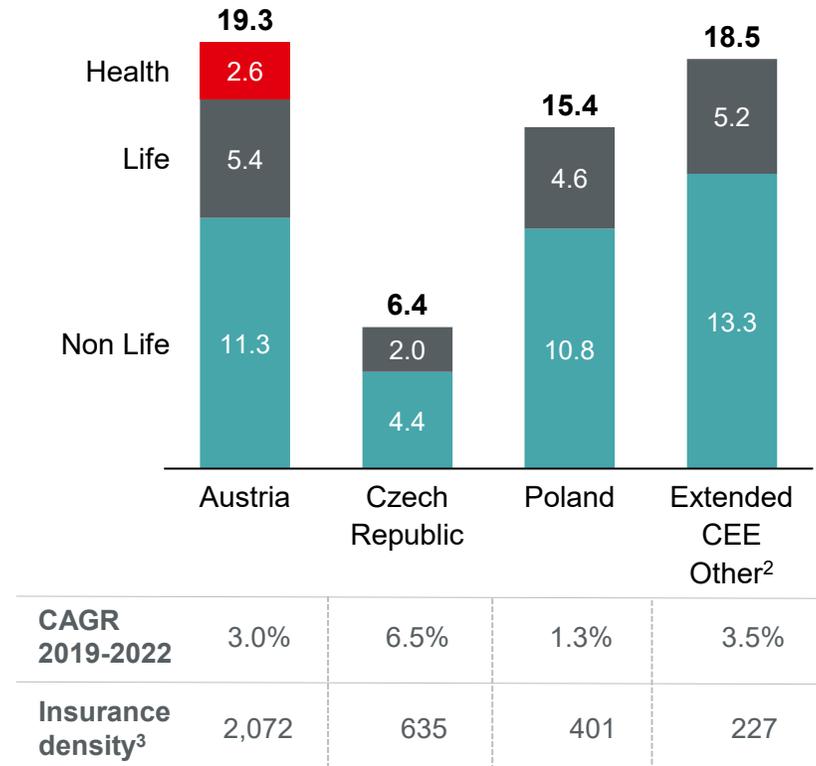
<sup>2</sup> Based on shareholders' equity before non-controlling interests, less revaluation reserve and less hybrid capital in 2021 and 2022

# VIG'S CORE MARKET: CENTRAL AND EASTERN EUROPE

## CEE – market

- Population: ~172mn<sup>1</sup>
- Market with long-term growth potential
- Differing profitability
- Competitive markets with mostly two to three large insurance groups and several smaller players
- Strong commitment to innovative insurance solutions/digital sales
- Regulation and political developments constantly monitored

## 2022 GWP market in €bn

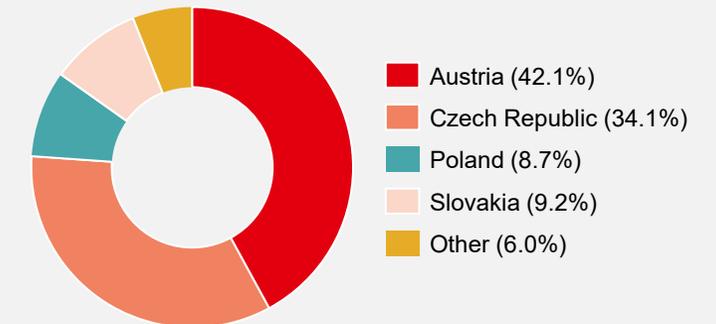


## VIG in CEE



- VIG ranked among top-three in many of its countries
- Decentralised approach combined with local entrepreneurship
- Early mover advantage
- 30 years of experience
- Strong bancassurance with Erste Group

## VIG PBT by country (2022)



<sup>1</sup> Albania, Austria, Baltic states, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Kosovo, Moldova, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia, Ukraine

<sup>2</sup> Albania, Baltic states, Bosnia and Herzegovina, Bulgaria, Croatia, Hungary, Kosovo, Moldova, North Macedonia, Romania, Serbia, Slovakia, Ukraine (3Q22)

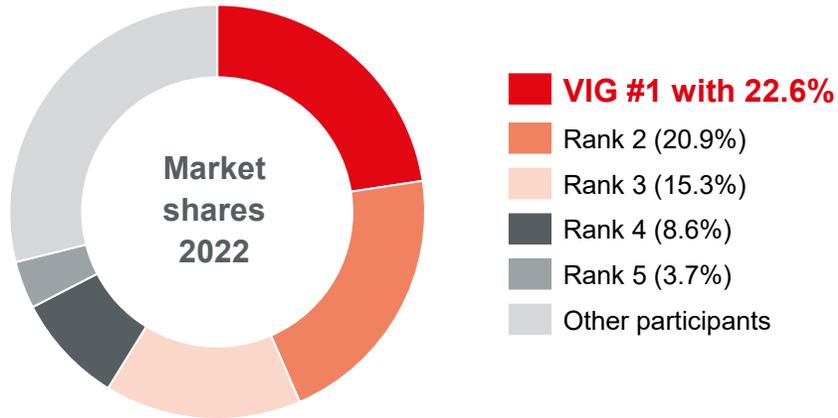
<sup>3</sup> Insurance density = premiums per capita (EUR), as of 2021



# AUSTRIA

## Segment overview

### Market



- 71% of total GWP generated by 5 insurance groups in 2022
- GWP total market 2022: €19,307mn
- GWP split 2022: ~72% Non-Life and ~28% Life

in %	2022f	2023f	2024f
Real GDP growth	4.7	0.6	1.6
Unemployment	4.6	4.6	-
Average Inflation	8.6	6.0	2.8

### VIG insurance companies



- Number 1 in Austrian insurance market
- GWP split 2022: ~68% Non-Life and ~32% Life
- Strong core distribution and cooperation partners (e.g. Erste Group)
- Broad product range and brands with excellent public perception
- Clear market leader in corporate business

### Strategic focus areas

- Maintaining the top position - with focus on profitability
- Profitable, sustainable premium growth above market average
- Expansion of property, health and accident business in bank distribution
- Thematic leadership in retirement provision (old-age, health and long-term care)

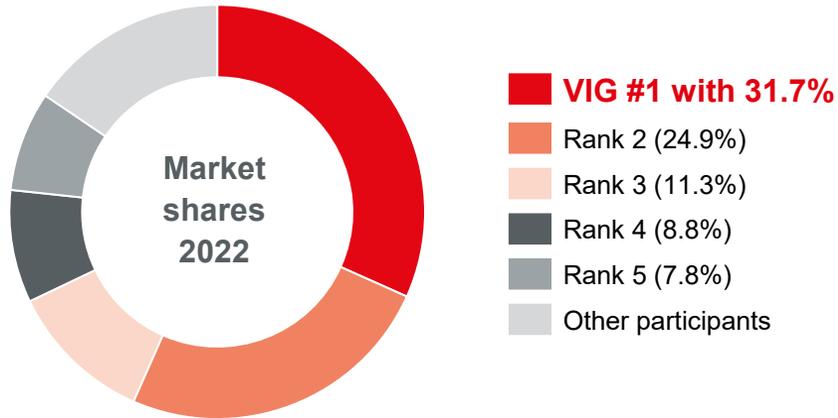
	2018	2019	2020	2021	2022	CAGR
GWP (€mn)	3,839.9	3,943.3	4,030.7	4,048.4	4,138.4	1.8%
PBT (€mn)	170.4	207.3	178.7	234.7	249.4	10.0%
CoR (%)	94.2	93.5	92.7	92.8	92.4	

Source forecast data: Erste Group Research (as of 1<sup>st</sup> February 2023), Source insurance market data: local authorities and IMF

# CZECH REPUBLIC

## Segment overview

### Market



- 57% of total GWP generated by 2 insurance groups in 2022
- GWP total market 2022: €6,406mn
- GWP split 2022: ~68% Non-Life and ~33% Life

in %	2022f	2023f	2024f
Real GDP growth	2.5	-0.5	3.3
Unemployment	2.4	3.3	3.5
Average Inflation	15.2	10.6	2.1

### VIG insurance companies



- Number 1 in Czech insurance market
- GWP split 2022: ~64% Non-Life and ~36% Life
- Efficient administration due to central back office (Shared Services)
- Strong bancassurance via Erste Group (Česká spořitelna)
- Group reinsurance company VIG Re is headquartered in Prague

### Strategic focus areas

- Maintaining the top position and improving profitability
- Further expansion of profitability by building new business areas (ecosystems) and focus on retail business
- Active support of business development through digital solutions

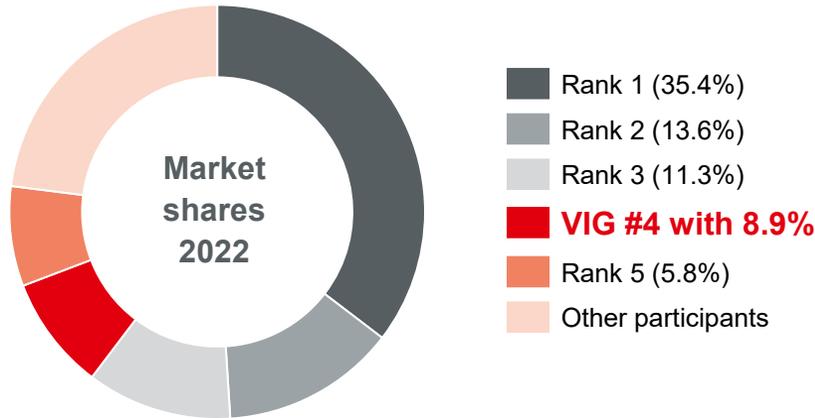
	2018	2019	2020	2021	2022	CAGR
GWP (€mn)	1,684.2	1,745.8	1,732.4	1,864.9	2,122.1	5.9%
PBT (€mn)	166.7	172.4	192.1	186.9	201.9	4.9%
CoR (%)	92.7	92.0	90.7	90.1	91.5	

Source forecast data: Erste Group Research (as of 1<sup>st</sup> February 2023), Source insurance market data: local authorities and IMF

# POLAND

## Segment overview

### Market



- 77% of total GWP generated by 5 insurance groups in 2022
- GWP total market 2022: €15,441mn
- GWP split 2022: ~70% Non-Life and ~30% Life

in %	2022f	2023f	2024f
Real GDP growth	4.9	0.4	2.9
Unemployment	5.1	5.5	5.3
Average Inflation	14.4	12.6	3.7

### VIG insurance companies



- GWP split 2022: ~77% Non-Life and ~23% Life
- Distinctive multi-brand policy and strong multi-channel distribution to address different target groups
- Benefitting from cross-company synergies, cost optimisation by merger of life insurance companies, strategic/organisational measures e.g. in claims processing and IT
- Strong commitment to innovative insurance solutions and digital sales

### Strategic focus areas

- Expanding the market share - organically and non-organically
- Growth in non-life with stable profitability, for both corporate and retail customers
- Securing unit-linked portfolio in life

	2018	2019	2020	2021	2022	CAGR
GWP (€mn)	897.8	1,132.0	1,196.2	1,279.8	1,352.9	<b>10.8%</b>
PBT (€mn)	32.2	69.2	22.6	69.9	51.7	<b>12.6%</b>
CoR (%)	92.6	94.8	96.7	93.2	96.1	

Source forecast data: Erste Group Research (as of 1<sup>st</sup> February 2023), Source insurance market data: local authorities and IMF



# 2022 PREMIUMS BY BUSINESS LINES AND COUNTRY (I)

IFRS (€mn)

	MTPL			Casco			Other property		
	2022	2021	+/- %	2022	2021	+/- %	2022	2021	+/- %
Austria	340.2	327.7	3.8	337.1	316.9	6.4	1,592.1	1,499.8	6.2
Czech Republic	389.0	349.3	11.4	327.3	279.2	17.2	632.1	526.1	20.2
Poland	307.0	310.7	-1.2	200.6	192.2	4.4	498.6	445.0	12.1
Extended CEE	809.8	584.6	38.5	673.5	566.5	18.9	830.9	621.2	33.8
<i>Albania incl. Kosovo</i>	33.8	31.3	7.9	2.8	2.4	19.0	8.6	8.2	4.1
<i>Baltic states</i>	126.8	104.7	21.1	111.5	97.6	14.2	174.0	143.4	21.4
<i>Bosnia &amp; Herzegovina</i>	2.9	2.8	3.0	2.3	2.1	5.7	13.1	10.2	29.2
<i>Bulgaria</i>	36.0	36.4	-1.0	80.8	67.3	20.1	57.6	51.5	11.8
<i>Croatia</i>	19.2	18.1	6.5	10.2	8.9	14.0	47.1	41.5	13.6
<i>Moldova</i>	6.6	3.6	80.0	3.9	3.2	23.2	4.1	2.8	45.3
<i>North Macedonia</i>	15.3	14.0	8.8	2.2	1.8	21.7	12.8	11.9	7.5
<i>Romania</i>	218.6	124.2	76.1	241.8	206.1	17.3	160.1	127.7	25.4
<i>Serbia</i>	10.2	7.2	40.9	14.6	12.9	13.5	42.3	37.7	12.1
<i>Slovakia</i>	157.6	153.5	2.7	125.5	111.9	12.2	103.6	101.2	2.4
<i>Ukraine</i>	78.6	38.7	>100	23.0	27.2	-15.5	13.7	22.2	-38.3
<i>Hungary</i>	104.3	50.1	>100	54.9	25.1	>100	193.9	62.9	>100
Special Markets	90.1	40.0	>100	88.8	47.3	87.9	334.8	270.8	23.6
<i>Germany</i>	-	-	-	-	-	-	140.2	136.8	2.5
<i>Georgia</i>	3.0	1.7	73.6	11.3	7.5	50.4	19.0	11.6	64.1
<i>Liechtenstein</i>	-	-	-	-	-	-	-	-	-
<i>Türkiye</i>	87.1	38.2	>100	77.5	39.8	95.0	175.6	122.4	43.4



# 2022 PREMIUMS BY BUSINESS LINES AND COUNTRY (II)

IFRS (€mn)

	Life regular			Life single			Health		
	2022	2021	+/- %	2022	2021	+/- %	2022	2021	+/- %
Austria	1,206.9	1,208.2	-0.1	182.1	228.0	-20.1	480.0	467.9	2.6
Czech Republic	721.0	659.1	9.4	28.0	30.2	-7.2	24.6	21.0	17.4
Poland	165.0	166.8	-1.1	143.0	135.7	5.4	38.6	29.4	31.2
Extended CEE	647.2	527.9	22.6	423.2	423.8	-0.1	208.5	162.8	28.1
<i>Albania incl. Kosovo</i>	-	-	-	-	-	-	3.2	3.1	3.0
<i>Baltic states</i>	86.2	75.8	13.8	48.5	44.7	8.6	99.1	71.5	38.7
<i>Bosnia &amp; Herzegovina</i>	15.1	15.2	-0.4	5.8	3.8	55.1	0.3	0.2	25.1
<i>Bulgaria</i>	42.5	31.4	35.4	11.8	9.8	20.6	22.7	16.9	34.8
<i>Croatia</i>	25.3	26.4	-4.0	58.9	58.6	0.6	7.9	6.7	18.0
<i>Moldova</i>	-	-	-	-	-	-	1.0	1.0	8.2
<i>North Macedonia</i>	-	-	-	-	-	-	1.1	0.2	>100
<i>Romania</i>	53.4	51.1	4.4	59.2	52.0	14.0	22.7	17.5	29.6
<i>Serbia</i>	35.2	34.3	2.8	18.2	14.8	23.5	13.1	8.2	60.3
<i>Slovakia</i>	207.8	200.9	3.4	147.5	161.0	-8.4	5.8	4.2	37.5
<i>Ukraine</i>	1.8	2.2	-19.8	0.0	0.1	-77.4	14.0	17.5	-19.7
<i>Hungary</i>	179.9	90.6	98.5	73.1	79.2	-7.7	17.6	15.9	10.2
Special Markets	199.9	88.8	>100	83.9	50.9	64.7	48.8	34.0	43.7
<i>Germany</i>	80.5	81.1	-0.7	33.3	24.8	34.2	-	-	-
<i>Georgia</i>	-	-	-	-	-	-	40.2	27.8	44.2
<i>Liechtenstein</i>	7.4	7.8	-4.6	29.3	26.1	12.2	-	-	-
<i>Türkiye</i>	112.0	0.0	n.a.	21.3	0.0	n.a.	8.6	6.1	41.3



# 2022 COUNTRY OVERVIEW GWP / PBT / COMBINED RATIO

IFRS (€mn)

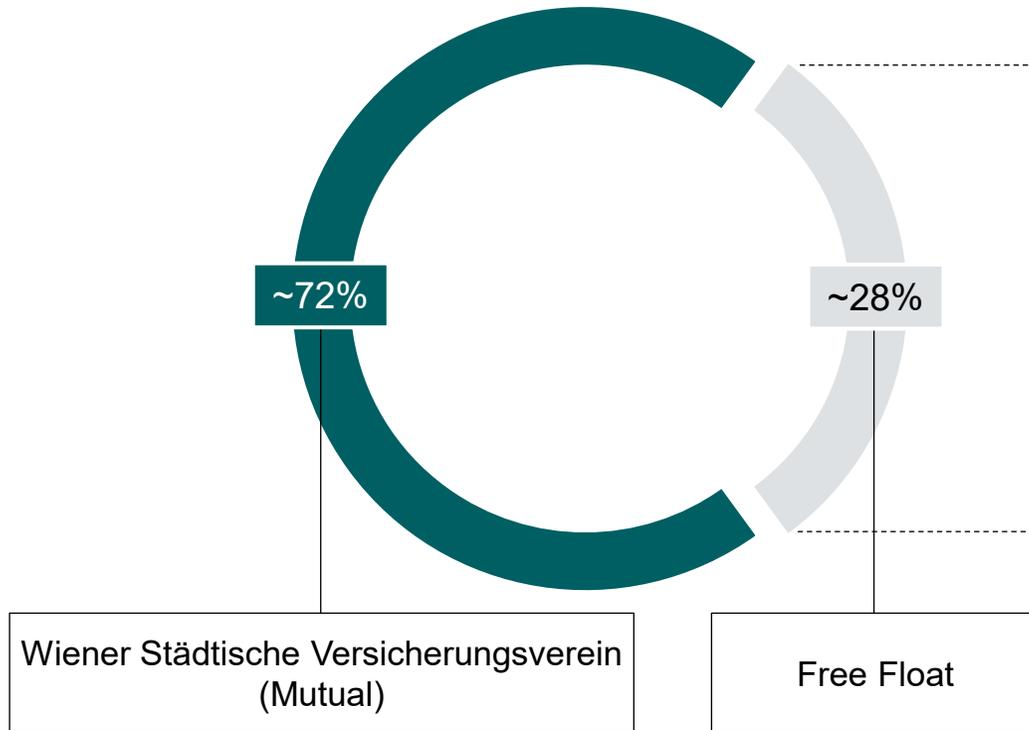
	GWP Total			Result before tax			Combined Ratio net (in %)		
	2022	2021	+/- %	2022	2021	+/- %	2022	2021	+/- %p
Austria	4,138.4	4,048.4	2.2	249.4	234.7	6.3	92.4	92.8	-0.4
Czech Republic	2,122.1	1,864.9	13.8	201.9	186.9	8.0	91.5	90.1	1.4
Poland	1,352.9	1,279.8	5.7	51.7	69.9	-25.9	96.1	93.2	3.0
Extended CEE	3,593.2	2,886.7	24.5	112.7	188.6	-40.2	95.3	92.3	3.0
<i>Albania incl. Kosovo</i>	48.4	45.1	7.5	-9.2	6.1	n.a.	88.6	80.7	7.9
<i>Baltic states</i>	646.2	537.6	20.2	23.9	17.7	34.8	93.4	95.8	-2.4
<i>Bosnia &amp; Herzegovina</i>	39.5	34.3	15.3	0.4	0.3	43.2	89.9	110.4	-20.5
<i>Bulgaria</i>	251.5	213.3	17.9	38.5	39.3	-1.9	82.9	77.0	5.9
<i>Croatia</i>	168.7	160.1	5.4	0.1	17.6	-99.4	96.5	93.9	2.6
<i>Moldova</i>	15.6	10.6	47.2	0.8	3.7	-78.4	103.6	53.9	49.7
<i>North Macedonia</i>	31.4	27.9	12.3	-11.1	6.1	n.a.	98.6	63.7	34.9
<i>Romania</i>	755.8	578.5	30.6	28.7	3.9	>100	94.5	101.2	-6.7
<i>Serbia</i>	133.6	115.0	16.2	10.0	10.3	-2.1	87.7	80.3	7.4
<i>Slovakia</i>	747.9	732.7	2.1	54.4	52.6	3.4	90.8	91.4	-0.7
<i>Ukraine</i>	131.0	107.8	21.6	4.9	21.4	-77.0	103.7	72.6	31.2
<i>Hungary</i>	623.6	323.8	92.6	-28.9	9.5	n.a.	103.3	101.5	1.7
Special Markets	846.2	531.7	59.2	49.4	37.9	30.5	93.0	94.4	-1.4
<i>Germany</i>	254.0	242.7	4.7	30.3	28.9	5.1	79.0	80.5	-1.5
<i>Georgia</i>	73.4	48.6	50.9	2.7	2.0	36.0	83.8	75.4	8.4
<i>Liechtenstein</i>	36.7	33.9	8.4	0.1	0.1	-50.3	-	-	-
<i>Türkiye</i>	482.1	206.5	>100	16.3	6.9	>100	108.6	114.2	-5.6



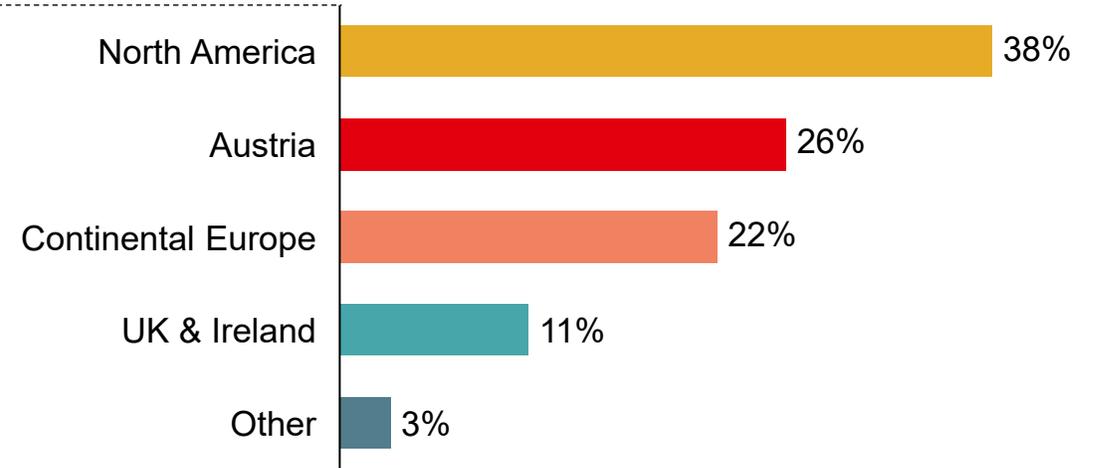
# VIG SHARE (I)

Number of common shares: 128,000,000 / ISIN: AT0000908504

## Shareholder structure



## Free float split by region\*



\* Split of identified shares, May 2022 (Source: Investor Update)

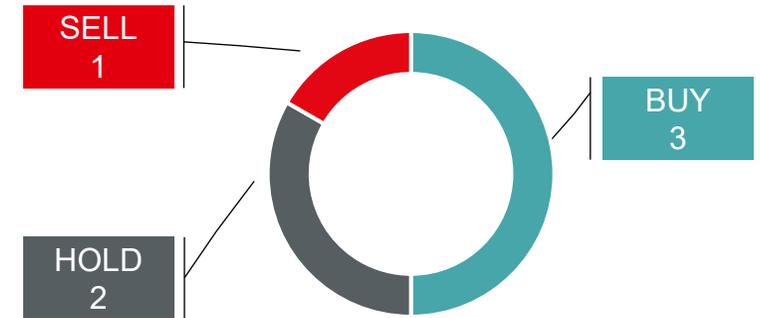
# VIG SHARE (II)

Number of common shares: 128,000,000 / ISIN: AT0000908504

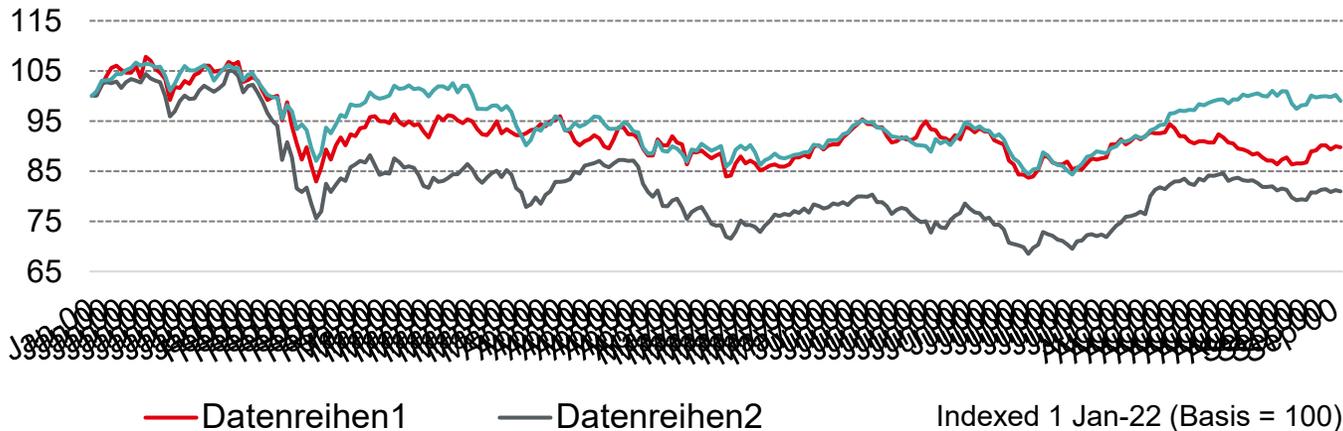
## General information

Listings	Ticker	Rating	Major Indices
Vienna	▪ Stock Exchanges: VIG	Standard & Poor's:	ATX
Prague	▪ Bloomberg: VIG AV / VIG CP / VIG XH	A+, stable outlook	ATX Prime
Budapest	▪ Reuters: VIGR.VI / VIGR.PR / VIGR.H		PX

## Analyst recommendations (1/2/2023)



## VIG compared to ATX and Stoxx Europe 600 Ins.



## Share price development 12M 2022

High	EUR	26.85
Low	EUR	20.65
Price as of 31 Dec. 2022	EUR	22.35
Market cap.	EUR	2.86bn
Share performance (excl. dividends)	%	-10.24

# CONTACT DETAILS / FINANCIAL CALENDAR

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## **Financial calendar 2023\***

<b>Date</b>	<b>Event</b>
15 Mar. 2023	Preliminary results for the financial year 2022
19 Apr. 2023	Results, Annual Report and Sustainability Report for the year 2022
16 May 2023	Record date Annual General Meeting
26 May 2023	Annual General Meeting
30 May 2023	Ex-dividend day
31 May 2023	Record date dividend
31 May 2023	Update first quarter 2023
01 June 2023	Dividend payment day
30 Aug. 2023	Results for the first half-year 2023
30 Nov. 2023	Update first three quarters 2023

\* Preliminary planning

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