



# 6M 2020 RESULTS PRESENTATION

Vienna, 26 August 2020

### 6M 2020 RESULTS CONFERENCE CALL

Presenting team and topics



- Appendix 1: Segments p. 21
- Appendix 2: Financials p. 34

5



KEY MESSAGES

FINANCIALS & INVESTMENTS

**APPENDIX 1: SEGMENTS** 

**APPENDIX 2: FINANCIALS** 

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

### **BUSINESS PROFILE AND STRATEGY**

VIG Group characterised by solid business profile and strong balance sheet



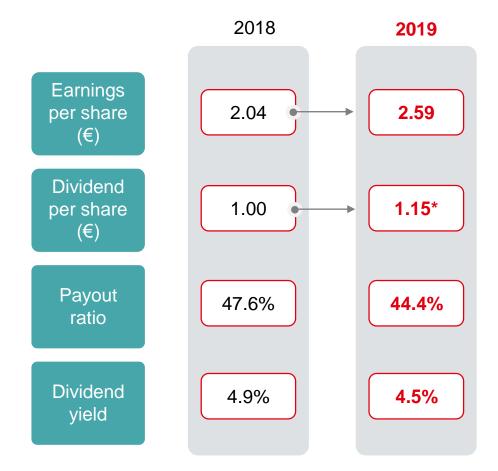
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### DIVIDEND PROPOSAL FOR FINANCIAL YEAR 2019 UNCHANGED

€1.15 per share, subject to substantial unforeseeable health and economic developments

- Dividend proposal of €1.15\* in line with dividend policy:
  - Excellent financial year 2019 intention to share success with shareholders
  - Group well positioned to successfully continue business operations
- Annual General Meeting postponed to 25 September 2020
  - Dividend dates:

| 28 Sep. 2020 | Ex-dividend day      |
|--------------|----------------------|
| 29 Sep. 2020 | Record date dividend |
| 30 Sep. 2020 | Dividend payment day |

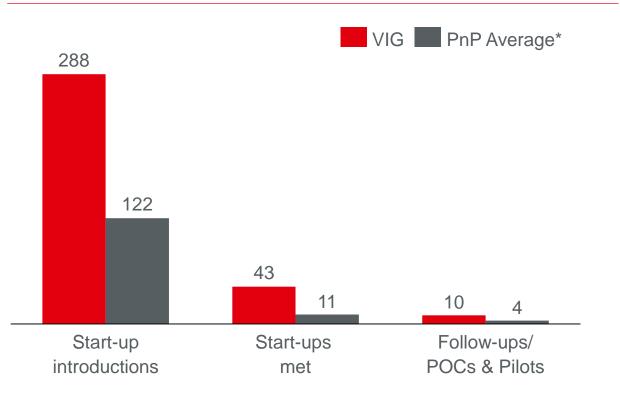


\* Management proposal; subject to approval of the AGM

# AGENDA 2020: FOCUS ON DIGITALISATION PARTNERSHIP WITH PLUG AND PLAY

Gaining access to almost 300 start-ups in six months

#### START-UP SCOUTING SINCE JOINING PLUG AND PLAY



- 3)
  - Since Autumn 2019 VIG and Wiener Städtische are "Founding Partner" of the leading global innovation platform
  - Development of interest related topics with start-ups in Vienna, Munich and Silicon Valley
  - Partnership provides access to a network of over 15,000 pre-vetted start-ups
  - VIG and Wiener Städtische were recently awarded the "Corporate Innovation Award" as the most efficient participant by Plug and Play

\* Anchor Partners of Plug and Play's Insurtech Hub

### VIG FUND – REAL ESTATE INVESTMENT FOCUSED ON CEE

VIG Fund reached market value of more than EUR 400mn

#### VIG Holding successfully built up a diversified real estate portfolio with top properties in CEE markets

- Entity fully managed by VIG Holding
  - Strategy and investment decisions "inhouse"
  - Team of real estate experts responsible for investment and management
  - Investment possibility exclusively for VIG Group companies
- Asset allocation focused on long-term real estate investments
  - Core locations in capital cities in CEE
  - Office buildings with stable cash flows
- Latest investment
  - Portfolio in Riga old town city center
  - Total volume of ~ €60mn



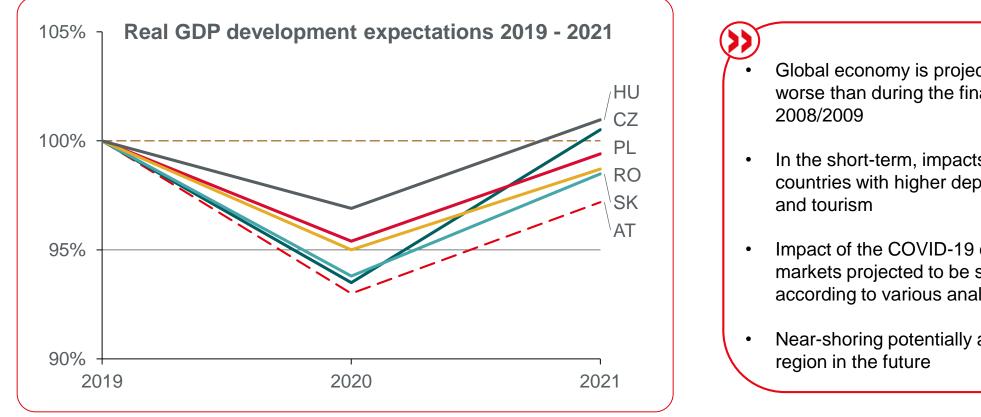
Revolucni 1&3, Prague 1

#### Key Facts 2019:

- Established in 2011
- 22 properties in 5 countries (CZ, PL, SK, HU, LV)
- 182,000m<sup>2</sup> leasable area
  - > ⅔ in CZ and PL
- Market value of €403mn
- Average yield of ~6%

### HIGH UNCERTAINTY REGARDING GLOBAL GROWTH DUE TO COVID-19

Based on their past, CEE markets better in dealing with crisis situation



Global economy is projected to contract worse than during the financial crisis

- In the short-term, impacts stronger for countries with higher dependency from trade
- Impact of the COVID-19 crisis on the CEE markets projected to be significantly weaker according to various analysis
- Near-shoring potentially a chance for CEE

Source: IMF

### **KEY MESSAGES 6M 2020**

Well positioned to successfully continue operating business

- Ongoing focus on profitable insurance business and further digital transformation of the Group
- Strong capitalisation
- Unchanged commitment to shareholder participation
- Solid 6M 2020 results despite adverse effects of COVID-19
- Half-year results not to be projected for YE 2020; normalisation of claims experience expected
- Due to the remaining uncertainty regarding future economic and further market developments, no outlook for full year 2020



**KEY MESSAGES** 

FINANCIALS & INVESTMENTS

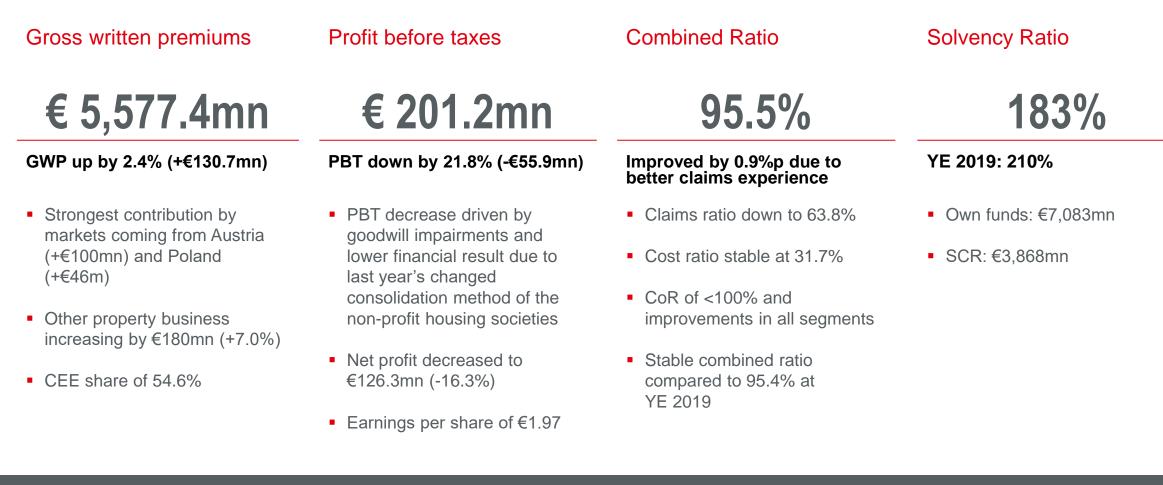
**APPENDIX 1: SEGMENTS** 

**APPENDIX 2: FINANCIALS** 

Please note: The quarterly figures for net assets, financial position and results of operations are prepared in accordance with the International Financial Reporting Standards (IFRS).

### **HIGHLIGHTS 6M 2020**

Solid operational performance supported by favourable claims experience



# **GROWTH IN PREMIUMS AND – ADJUSTED FOR GOODWILL IMPAIRMENT – IN PROFITS**

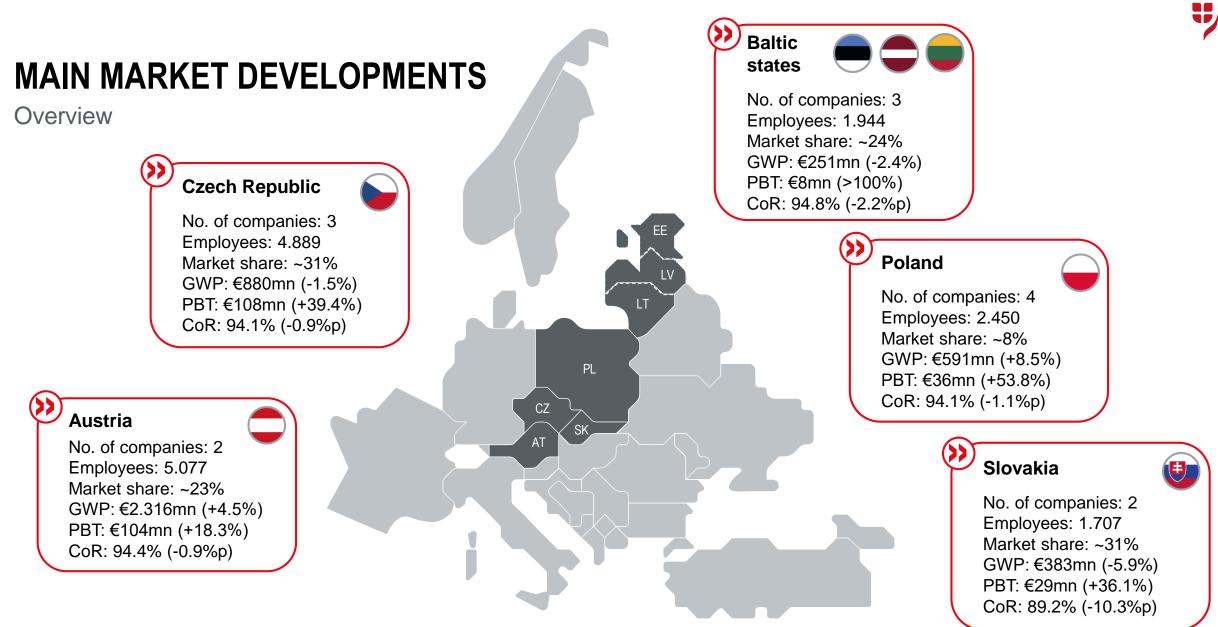
#### 6M 2020 Income statement

| €mn  | 6M 2020  | 6M 2019  | +/- %  |
|--|----------|----------|--------|
| Gross premiums written                     | 5,577.4  | 5,446.7  | 2.4    |
| Net earned premiums                        | 4,738.6  | 4,621.8  | 2.5    |
| Financial result*                          | 388.0    | 423.2    | -8.3   |
| Other income                               | 99.6     | 76.2     | 30.8   |
| Total Income                               | 5,226.2  | 5,121.2  | 2.1    |
| Expenses for claims/benefits               | -3,600.0 | -3,539.2 | 1.7    |
| Acquisition and administrative expenses    | -1,136.9 | -1,132.5 | 0.4    |
| Other expenses                             | -288.2   | -192.4   | 49.8   |
| Total Expenses                             | -5,025.1 | -4,864.1 | 3.3    |
| Result before taxes                        | 201.2    | 257.1    | -21.8  |
| Tax expenses/income                        | -68.5    | -69.1    | -0.8   |
| Result of the period                       | 132.6    | 188.0    | -29.5  |
| Non-controlling interests                  | -6.3     | -37.0    | -83.0  |
| Net profit after non-controlling interests | 126.3    | 151.0    | -16.3  |
| Claims Ratio                               | 63.8%    | 64.9%    | -1.1%p |
| Cost Ratio                                 | 31.7%    | 31.5%    | 0.2%p  |
| Combined Ratio                             | 95.5%    | 96.4%    | -0.9%p |

\* Thereof result from shares in at equity consolidated companies: -€1.5mn (6M 2019: €14.0mn)

- Premium growth driven by other property (+€180.0mn) and health (+€8.9mn)
- Financial result (incl. at equity consolidated companies) down by €35.2mn due mainly to the changed consolidation method for the non-profit housing societies
- Other expenses impacted by goodwill impairment in the size of €118.1mn for Bulgaria, Croatia and Georgia
- Result before taxes decreased by 21.8%; adjusted for goodwill impairment solid operational profit development
- Tax ratio of 34.1% (6M 2019: 26.9%)
- Net profit after non-controlling interests decreased by 16.3% to €126.3mn (non-controlling interests in 6M 2019 include €33mn from non-profit housing societies)

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Data regarding employees and market share as of YE 2019; %-changes in comparison to 6M 2019

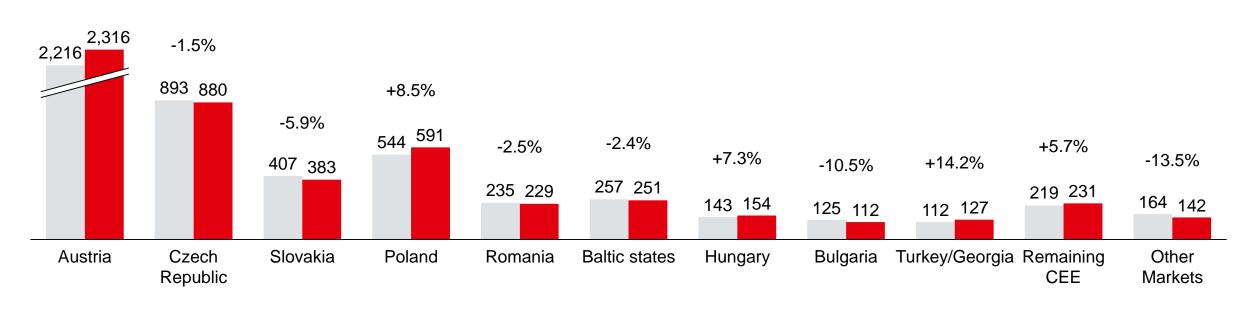
## **TOP-LINE GROWTH SUPPORTED BY EXCELLENT START INTO 2020**

Overview by segments

+4.5%

Gross written premiums (€mn; y-o-y chg.)

- Overall premium growth of 2.4% to €5.6bn despite declining developments in some markets
- CEE premium growth in total of 0.8%
- Premium increases in Austria (+€100.0mn), Central Functions (+€80.5mn) and Poland (+€46.4mn)



Central Functions €930.6mn (6M 2019: €850.1mn) +9.5%; Consolidation -€768.8mn (6M 2019: -€718.5mn) +7.0%

14 | FINANCIALS & INVESTMENTS

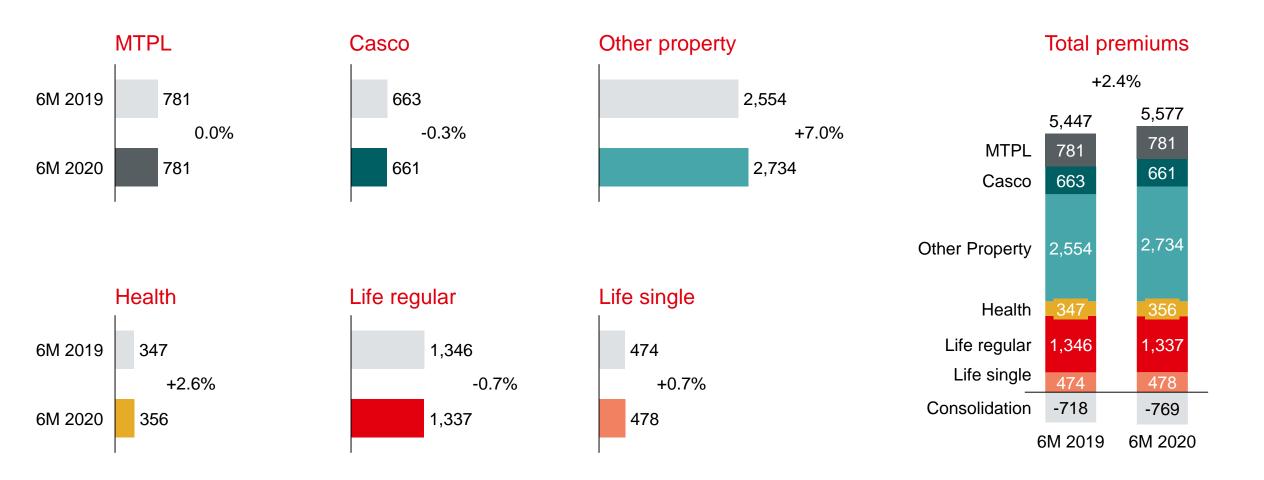
6M 2020

6M 2019

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## MIXED PICTURE IN PREMIUM DEVELOPMENT BY LINES OF BUSINESS

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



### GROUP PROFIT BEFORE TAXES OF €201.2MN DOWN BY 21.8%

Adjusted for goodwill impairments in Bulgaria, Croatia und Georgia positive profit development

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

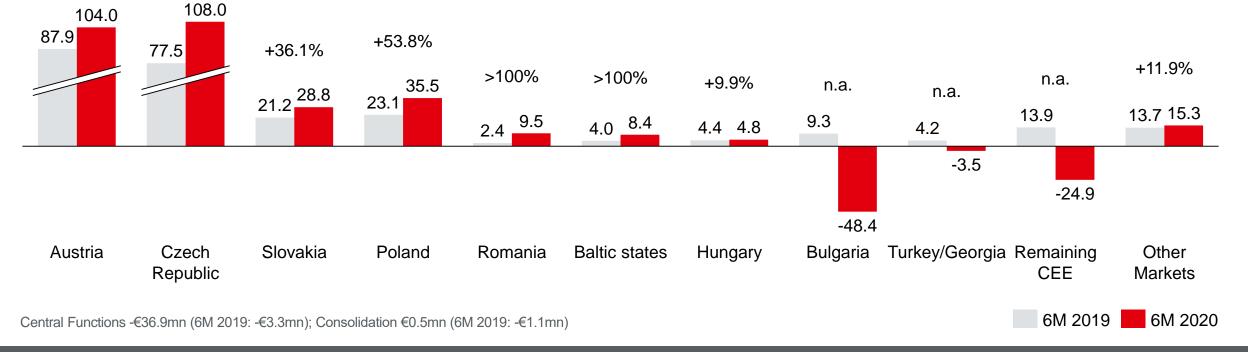
+39.4%

+18.3%

• Goodwill impairment of €118.1mn

Based on the COVID-19 triggered goodwill review, impairment of the full outstanding goodwill in Croatia (~€45mn) and in Georgia (~€13mn) and goodwill write-down in Bulgaria by ~€60mn

- AT: PBT up by €16.1mn driven by improved CoR
- CZ: increased profit (+€30.5mn) attributable to improved life result and decreased CoR
- SK/PL/RO: positive profit developments strongly supported by CoR improvements



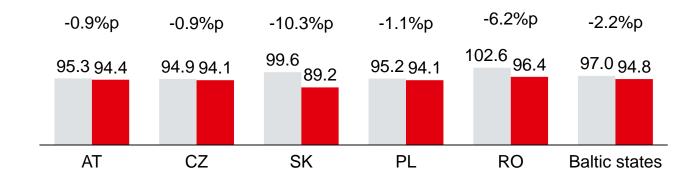
### COMBINED RATIO (P&C) DOWN TO 95.5%

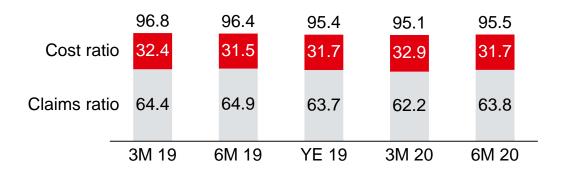
Better claims experience and less weather-related claims

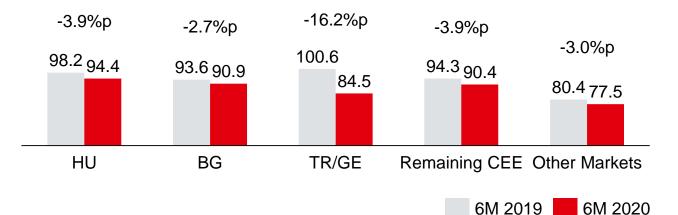
#### P&C Combined Ratio development

- Improved CoR in all market segments
- Claims ratio decrease driven by better claims experience and less weather-related claims
- Weather-related claims (net) €76mn in 6M 2020 compared to €90mn in 6M 2019
- CoR stable compared to 95.4% at YE 2019

#### Overview by segments (y-o-y development net, %)





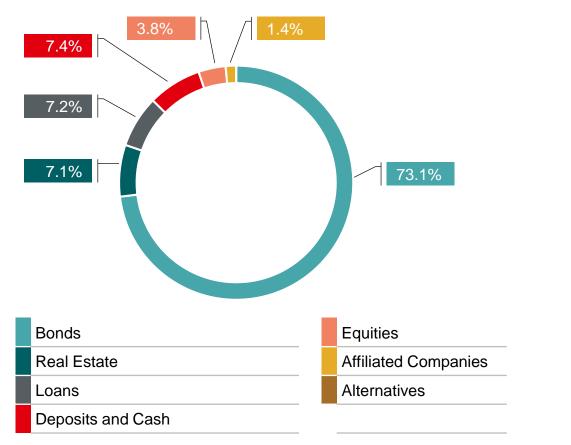


#### VIG I VIENNA INSURANCE GROUP

## INVESTMENT SPLIT AND BOND PORTFOLIO OVERVIEW

Overall investment strategy unchanged, certain industries to be reevaluated

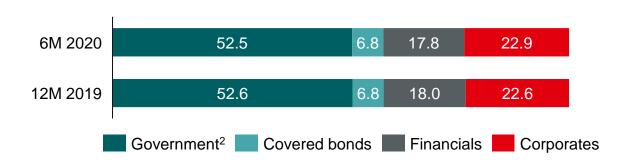
#### 6M 2020: Total €35.8bn



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



Bond portfolio by issuer in %



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

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#### **FINANCIAL RESULT**

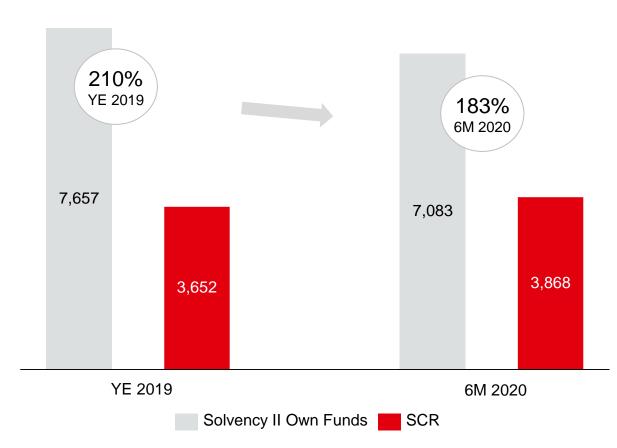
Current income down by 27.7% mainly due to consolidation change of non-profit housing societies

| €mn  | 6M 2020  | 6M 2019  | +/- % |
|--|----------|----------|-------|
| Current income   | 476,104  | 658,407  | -27.7 |
| Income from appreciations                              | 12,384   | 14,682   | -15.7 |
| Income from the disposal of investments                | 140,724  | 42,512   | >100  |
| Other income   | 62,723   | 53,543   | 17.1  |
| Total Income   | 691,936  | 769,144  | -10.0 |
| Depreciation of investments                            | -67,071  | -110,322 | -39.2 |
| thereof impairment of investments                      | -23,525  | -9,737   | >100  |
| Exchange rate changes                                  | -12,059  | -2,476   | >100  |
| Losses from the disposal of investments                | -32,098  | -10,028  | >100  |
| Interest expenses                                      | -46,403  | -63,667  | -27.1 |
| Other expenses   | -144,814 | -173,423 | -16.5 |
| Total Expenses   | -302,445 | -359,915 | -16.0 |
| Total Financial Result excl. at equity                 | 389,491  | 409,229  | -4.8  |
| Result from shares in at equity consolidated companies | -1,503   | 14,013   | n.a.  |

- Change of consolidation method of non-profit housing societies affects current income, depreciation of investments, interest and other expenses
- Financial result down by €19.8mn excl. at equity consolidated companies
  - In 6M 2019, overall contribution of non-profit housing societies of ~€36mn
- Increased income from disposal of investments due to reallocations using market volatility

### SOLVENCY RATIO OF VIG AS OF 6M 2020 AT 183%

Solvency Position 6M 2020 compared to YE 2019



in EUR million

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**KEY MESSAGES** 

**FINANCIALS & INVESTMENTS** 

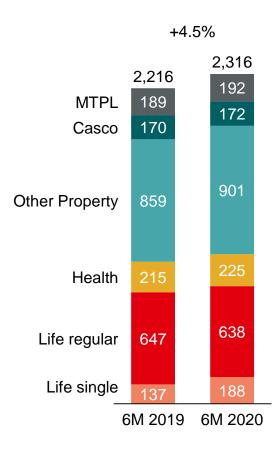
**APPENDIX 1: SEGMENTS** 

**APPENDIX 2: FINANCIALS** 

### **AUSTRIA**

Strong premium and profit growth

#### GWP development (€mn)



| 6M 2020  | 6M 2019   | +/- %   |
|----------|---|---|
| 2,316.2  | 2,216.2   | 4.5   |
| 1,712.1  | 1,644.5   | 4.1   |
| 301.9    | 305.3   | -1.1  |
| 10.7     | 23.9  | -55.1   |
| 2,024.7  | 1,973.8   | 2.6   |
| -1,556.5 | -1,521.0  | 2.3   |
| -335.4   | -347.1  | -3.4  |
| -28.9    | -17.7   | 62.9  |
| -1,920.7 | -1,885.8  | 1.9   |
| 104.0    | 87.9  | 18.3  |
| -16.3    | -33.2   | -50.8   |
| 87.7     | 54.7  | 60.2  |
| 66.4%    | 65.4%   | 1.0%p   |
| 27.9%    | 29.9%   | -1.9%p  |
| 94.4%    | 95.3%   | -0.9%p  |
|          | <b>2,316.2</b><br>1,712.1<br>301.9<br>10.7<br><b>2,024.7</b><br>-1,556.5<br>-335.4<br>-28.9<br><b>-1,920.7</b><br><b>104.0</b><br>-16.3<br><b>87.7</b><br>666.4%<br>27.9% | 2,316.22,216.21,712.11,644.5301.9305.310.723.92,024.71,973.8-1,556.5-1,521.0-335.4-347.1-28.9-17.7-1,920.7-1,885.8104.087.9-16.3-33.287.754.766.4%65.4%27.9%29.9% |

\* Incl. result from shares in at equity consolidated companies

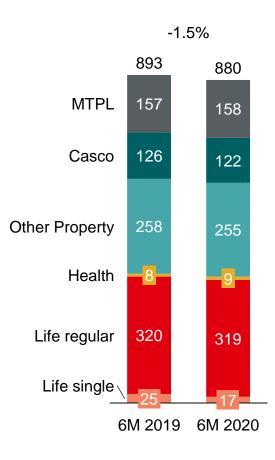
 Premium growth of €100.0mn driven by life single premium business (+€51.1mn), other property (+€42.0mn) and health (+€9.6mn)

 Result before taxes up by €16.1mn due to improved CoR; overall strong P&C performance, compensating for declines in life and health

### **CZECH REPUBLIC**

Profit growth based on increased technical result in life and improved CoR

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 879.5   | 893.1   | -1.5   |
| Net earned premiums             | 656.6   | 666.0   | -1.4   |
| Financial result*               | 36.0    | 33.8    | 6.5    |
| Other income                    | 13.6    | 19.4    | -29.6  |
| Total income                    | 706.2   | 719.2   | -1.8   |
| Expenses for claims/benefits    | -406.6  | -401.0  | 1.4    |
| Acquisition and admin. expenses | -159.2  | -181.0  | -12.0  |
| Other expenses                  | -32.4   | -59.6   | -45.7  |
| Total expenses                  | -598.2  | -641.7  | -6.8   |
| Result before taxes             | 108.0   | 77.5    | 39.4   |
| Tax expenses/income             | -23.2   | -17.7   | 31.4   |
| Result of the period            | 84.8    | 59.8    | 41.7   |
| Claims Ratio                    | 61.9%   | 64.1%   | -2.3%p |
| Cost Ratio                      | 32.2%   | 30.8%   | 1.4%p  |
| Combined Ratio                  | 94.1%   | 94.9%   | -0.9%p |

\* Incl. result from shares in at equity consolidated companies

 Premiums down by €13.6mn driven mainly by weaker life business

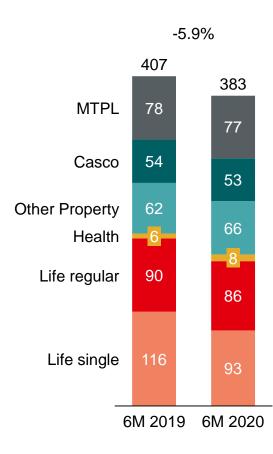
 Result before taxes up by €30.5mn attributable to improved life technical result and decreased CoR

 CoR down to 94.1% driven by lower motor claims frequency and less major claims

#### **SLOVAKIA**

P&C business improvements outweigh weak life business in 6M 2020

#### GWP development (€mn)



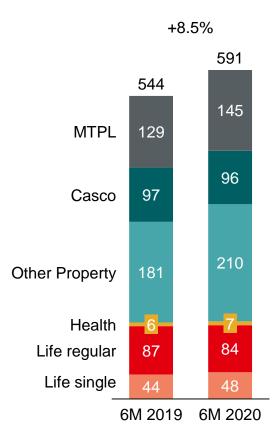
| €mn                             | 6M 2020 | 6M 2019 | +/- %   |
|---------------------------------|---------|---------|---------|
| Gross premiums written          | 383.2   | 407.3   | -5.9    |
| Net earned premiums             | 300.4   | 333.4   | -9.9    |
| Financial result                | 20.5    | 26.0    | -21.1   |
| Other income                    | 2.3     | 4.8     | -52.4   |
| Total income                    | 323.1   | 364.2   | -11.3   |
| Expenses for claims/benefits    | -224.7  | -266.7  | -15.8   |
| Acquisition and admin. expenses | -58.2   | -64.5   | -9.8    |
| Other expenses                  | -11.3   | -11.7   | -3.5    |
| Total expenses                  | -294.3  | -343.0  | -14.2   |
| Result before taxes             | 28.8    | 21.2    | 36.1    |
| Tax expenses/income             | -7.4    | -7.0    | 4.9     |
| Result of the period            | 21.5    | 14.2    | 51.6    |
| Claims Ratio                    | 55.1%   | 64.6%   | -9.4%p  |
| Cost Ratio                      | 34.1%   | 35.0%   | -0.9%p  |
| Combined Ratio                  | 89.2%   | 99.6%   | -10.3%p |

- Premium growth in other property and health could not outweigh the premium decreases in life and motor
- Result before taxes up by €7.6mn driven by substantially improved CoR
- CoR of 89.2%; lower motor claims frequency and less major claims in the other property business

### POLAND

Successful premium and profit development in non-life and life

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 590.5   | 544.1   | 8.5    |
| Net earned premiums             | 453.5   | 419.1   | 8.2    |
| Financial result                | 22.0    | 18.9    | 16.6   |
| Other income                    | 4.6     | 3.3     | 39.5   |
| Total income                    | 480.1   | 441.2   | 8.8    |
| Expenses for claims/benefits    | -323.7  | -297.7  | 8.7    |
| Acquisition and admin. expenses | -100.1  | -96.3   | 3.9    |
| Other expenses                  | -20.8   | -24.1   | -13.9  |
| Total expenses                  | -444.6  | -418.2  | 6.3    |
| Result before taxes             | 35.5    | 23.1    | 53.8   |
| Tax expenses/income             | -7.4    | -5.0    | 48.6   |
| Result of the period            | 28.1    | 18.1    | 55.2   |
| Claims Ratio                    | 64.9%   | 64.0%   | 0.9%p  |
| Cost Ratio                      | 29.3%   | 31.2%   | -2.0%p |
| Combined Ratio                  | 94.1%   | 95.2%   | -1.1%p |

 Premium growth of €46.4mn driven mainly by other property (+€29.6mn) and MTPL (+€16.3mn)

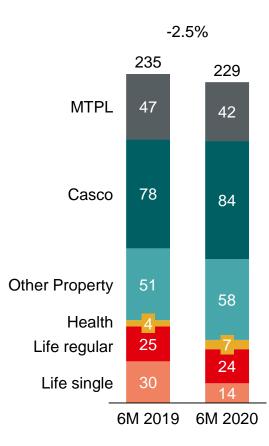
 Result before taxes up by €12.4mn based on lower CoR and higher financial result supported by the sale of AFS assets

 Improved CoR of 94.1% coming mainly from the direct and indirect other property business

#### ROMANIA

Focus on profitable business in motor and life pays off

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 229.1   | 234.9   | -2.5   |
| Net earned premiums             | 173.5   | 174.4   | -0.5   |
| Financial result                | 8.0     | 7.7     | 3.4    |
| Other income                    | 5.9     | 7.0     | -16.8  |
| Total income                    | 187.3   | 189.1   | -1.0   |
| Expenses for claims/benefits    | -112.4  | -123.4  | -8.9   |
| Acquisition and admin. expenses | -53.8   | -53.3   | 0.9    |
| Other expenses                  | -11.6   | -10.1   | 15.1   |
| Total expenses                  | -177.8  | -186.8  | -4.8   |
| Result before taxes             | 9.5     | 2.4     | >100   |
| Tax expenses/income             | -3.8    | -2.3    | 64.5   |
| Result of the period            | 5.7     | 0.1     | >100   |
| Claims Ratio                    | 61.3%   | 65.2%   | -3.9%p |
| Cost Ratio                      | 35.1%   | 37.4%   | -2.4%p |
| Combined Ratio                  | 96.4%   | 102.6%  | -6.2%p |

 Double-digit premium growth rates in health and other property were off-set by declines in life and MTPL business

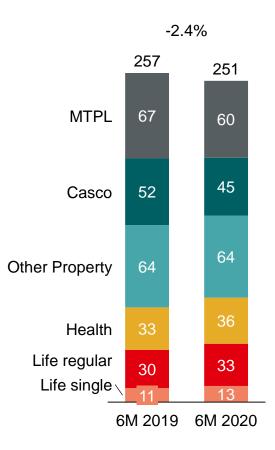
 Result before taxes up by €7.1mn supported by the non-life and life business

 CoR below 100% due to significant improvement in cost and claims ratio as well as the intentional reduction of the MTPL portfolio

### **BALTIC STATES**

Favourable profit development due to reduced costs

#### GWP development (€mn)



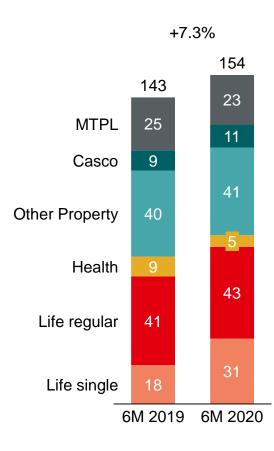
| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 251.0   | 257.1   | -2.4   |
| Net earned premiums             | 190.9   | 189.3   | 0.8    |
| Financial result                | 2.8     | 5.1     | -44.6  |
| Other income                    | 2.2     | 1.9     | 15.0   |
| Total income                    | 195.9   | 196.3   | -0.2   |
| Expenses for claims/benefits    | -132.6  | -133.0  | -0.3   |
| Acquisition and admin. expenses | -46.4   | -50.2   | -7.6   |
| Other expenses                  | -8.4    | -9.1    | -7.0   |
| Total expenses                  | -187.4  | -192.3  | -2.5   |
| Result before taxes             | 8.4     | 4.0     | >100   |
| Tax expenses/income             | -1.0    | -1.1    | -7.0   |
| Result of the period            | 7.4     | 2.9     | >100   |
| Claims Ratio                    | 63.2%   | 63.0%   | 0.2%p  |
| Cost Ratio                      | 31.7%   | 34.1%   | -2.4%p |
| Combined Ratio                  | 94.8%   | 97.0%   | -2.2%p |

- Slight premium decrease driven by motor (-€13.6mn) despite growing life (+€4.8mn) and health (+€2.9mn) business
- Profit more than doubled due to strong health performance and improved CoR
- CoR down to 94.8% based on improved cost ratio

#### HUNGARY

Solid premium and profit development

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 153.7   | 143.2   | 7.3    |
| Net earned premiums             | 109.1   | 95.9    | 13.7   |
| Financial result                | 4.3     | 2.9     | 49.0   |
| Other income                    | 5.9     | 4.0     | 47.1   |
| Total income                    | 119.3   | 102.9   | 16.0   |
| Expenses for claims/benefits    | -83.6   | -70.1   | 19.2   |
| Acquisition and admin. expenses | -18.7   | -20.9   | -10.3  |
| Other expenses                  | -12.2   | -7.4    | 63.4   |
| Total expenses                  | -114.5  | -98.5   | 16.3   |
| Result before taxes             | 4.8     | 4.4     | 9.9    |
| Tax expenses/income             | -1.3    | -1.2    | 7.5    |
| Result of the period            | 3.5     | 3.1     | 10.8   |
| Claims Ratio                    | 45.4%   | 54.9%   | -9.5%p |
| Cost Ratio                      | 48.9%   | 43.3%   | 5.6%p  |
| Combined Ratio                  | 94.4%   | 98.2%   | -3.9%p |

 Premium growth of €10.5mn strongly driven by life single (+€12.4mn) and life regular (+€1.4mn) business

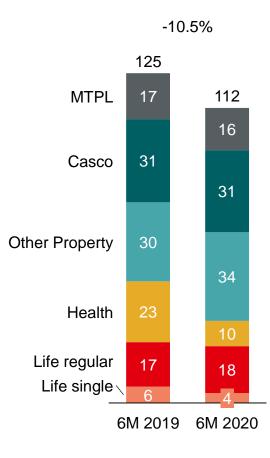
Profit growth mainly attributable to P&C

 Considerable CoR improvement down to 94.4% due to positive developments in motor

#### **BULGARIA**

Impairment of goodwill in the size of €59.8mn

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 111.7   | 124.8   | -10.5  |
| Net earned premiums             | 76.2    | 71.4    | 6.8    |
| Financial result                | 6.5     | 6.1     | 7.0    |
| Other income                    | 1.2     | 0.6     | 97.1   |
| Total income                    | 84.0    | 78.1    | 7.5    |
| Expenses for claims/benefits    | -41.6   | -40.6   | 2.3    |
| Acquisition and admin. expenses | -25.5   | -24.0   | 6.2    |
| Other expenses                  | -65.3   | -4.2    | >100   |
| Total expenses                  | -132.3  | -68.8   | 92.3   |
| Result before taxes             | -48.4   | 9.3     | n.a.   |
| Tax expenses/income             | -1.6    | -1.0    | 63.1   |
| Result of the period            | -50.0   | 8.3     | n.a.   |
| Claims Ratio                    | 51.3%   | 53.1%   | -1.8%p |
| Cost Ratio                      | 39.7%   | 40.5%   | -0.8%p |
| Combined Ratio                  | 90.9%   | 93.6%   | -2.7%p |

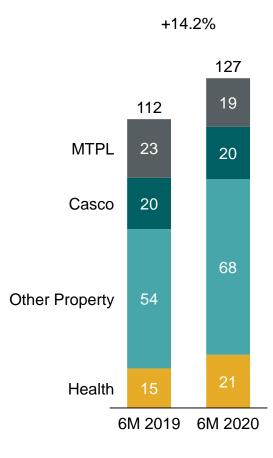
- Premium decrease of €13.1mn due to decreased health (-€13.4mn) and life single premium business (-€2.4mn); other property business growing (+€3.7mn)
- Result before taxes down by €57.7mn driven by impairment of goodwill of €59.8mn

 Favourable CoR development down to 90.9% supported by better claims experience

### **TURKEY/GEORGIA**

Goodwill impairment in Georgia of €13.3mn

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %       |
|---------------------------------|---------|---------|-------------|
| Gross premiums written          | 127.4   | 111.5   | 14.2        |
| Net earned premiums             | 60.0    | 53.0    | 13.2        |
| Financial result                | 4.3     | 5.9     | -27.5       |
| Other income                    | 4.4     | 4.5     | -1.9        |
| Total income                    | 68.7    | 63.4    | 8.3         |
| Expenses for claims/benefits    | -38.8   | -42.4   | -8.6        |
| Acquisition and admin. expenses | -13.8   | -11.7   | 17.9        |
| Other expenses                  | -19.6   | -5.0    | >100        |
| Total expenses                  | -72.2   | -59.2   | 22.0        |
| Result before taxes             | -3.5    | 4.2     | n.a.        |
| Tax expenses/income             | -2.6    | -0.8    | >100        |
| Result of the period            | -6.1    | 3.4     | <u>n.a.</u> |
| Claims Ratio                    | 60.9%   | 78.5%   | -17.6%p     |
| Cost Ratio                      | 23.6%   | 22.2%   | 1.4%p       |
| Combined Ratio                  | 84.5%   | 100.6%  | -16.2%p     |

 Premiums up by €15.9mn with other property growing by +€13.9mn and health by +€5.3mn

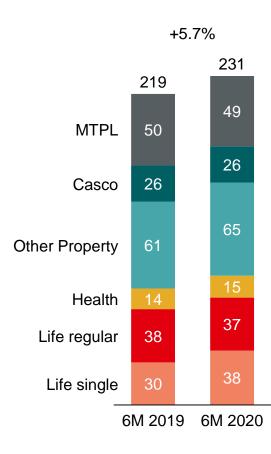
 Profit decrease driven by Georgia due to the goodwill impairment in the size of €13.3mn

 CoR down to 84.5% based on favourable claims development in Turkey

### **REMAINING CEE**

Profit development impacted by goodwill impairment in Croatia in the size of €45.0mn

#### GWP development (€mn)



| 6M 2020 | 6M 2019   | +/- %   |
|---------|---|---|
| 231.3   | 218.8   | 5.7   |
| 165.3   | 157.5   | 4.9   |
| 27.5    | 18.3  | 50.2  |
| 3.4     | 3.4   | -0.2  |
| 196.1   | 179.2   | 9.4   |
| -120.1  | -106.6  | 12.7  |
| -48.0   | -50.9   | -5.7  |
| -52.9   | -7.8  | >100  |
| -221.0  | -165.3  | 33.7  |
| -24.9   | 13.9  | n.a.  |
| -3.3    | -3.2  | 3.0   |
| -28.2   | 10.8  | n.a.  |
| 51.4%   | 53.1%   | -1.7%p  |
| 39.0%   | 41.2%   | -2.2%p  |
| 90.4%   | 94.3%   | -3.9%p  |
|         | <b>231.3</b><br>165.3<br>27.5<br>3.4<br><b>196.1</b><br>-120.1<br>-48.0<br>-52.9<br><b>-221.0</b><br><b>-24.9</b><br>-3.3<br><b>-28.2</b><br>51.4%<br>39.0% | 231.3       218.8         165.3       157.5         27.5       18.3         3.4       3.4         196.1       179.2         -120.1       -106.6         -48.0       -50.9         -52.9       -7.8         -221.0       -165.3         -3.3       -3.2         -28.2       10.8         51.4%       53.1%         39.0%       41.2% |

 Remaining CEE: Albania (incl. Kosovo), Bosnia-Herzegovina, Croatia, Moldova, North Macedonia, Serbia and the Ukraine

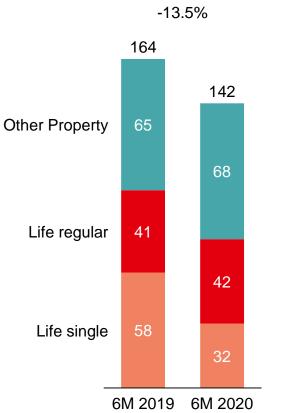
 Premium increase driven by life single premium business (+€8.4mn) and other property (+€4.5mn)

- Negative result before taxes due to goodwill impairment of €45.0mn in Croatia
- CoR down to 90.4% mainly driven by reduced claims frequency in the Ukraine, Serbia, Bosnia-Herzegovina and Moldova

### **OTHER MARKETS**

Germany and Liechtenstein

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- %  |
|---------------------------------|---------|---------|--------|
| Gross premiums written          | 142.0   | 164.1   | -13.5  |
| Net earned premiums             | 117.1   | 140.4   | -16.6  |
| Financial result                | 8.4     | 9.4     | -10.4  |
| Other income                    | 17.7    | 1.3     | >100   |
| Total income                    | 143.2   | 151.0   | -5.2   |
| Expenses for claims/benefits    | -92.9   | -93.5   | -0.6   |
| Acquisition and admin. expenses | -9.0    | -13.2   | -31.3  |
| Other expenses                  | -25.9   | -30.7   | -15.5  |
| Total expenses                  | -127.9  | -137.4  | -6.9   |
| Result before taxes             | 15.3    | 13.7    | 11.9   |
| Tax expenses/income             | -4.1    | -3.5    | 19.8   |
| Result of the period            | 11.2    | 10.2    | 9.2    |
| Claims Ratio                    | 61.9%   | 58.2%   | 3.7%p  |
| Cost Ratio                      | 15.6%   | 22.3%   | -6.7%p |
| Combined Ratio                  | 77.5%   | 80.4%   | -3.0%p |

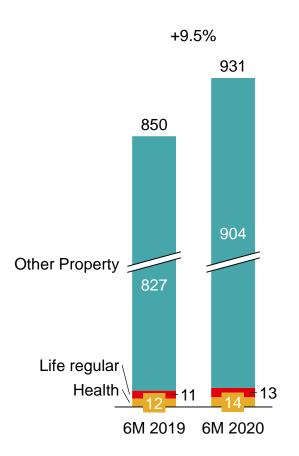
- Premiums down by €22.1mn due to negative development in the life single premium business in Liechtenstein
- Other income and expenses affected by FX (CHF)
- Result before taxes up by €1.6mn mainly due to the CoR improvement
- CoR down to 77.5% driven by a positive development in personal accident insurance

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### **CENTRAL FUNCTIONS**

Lower financial result following the consolidation change of the Austrian housing societies

#### GWP development (€mn)



| €mn                             | 6M 2020 | 6M 2019 | +/- % |
|---------------------------------|---------|---------|-------|
| Gross premiums written          | 930.6   | 850.1   | 9.5   |
| Net earned premiums             | 715.0   | 674.6   | 6.0   |
| Financial result*               | -53.2   | -14.5   | >100  |
| Other income                    | 28.7    | 2.0     | >100  |
| Total income                    | 690.5   | 662.1   | 4.3   |
| Expenses for claims/benefits    | -458.2  | -442.9  | 3.5   |
| Acquisition and admin. expenses | -264.6  | -217.5  | 21.7  |
| Other expenses                  | -4.6    | -5.1    | -10.2 |
| Total expenses                  | -727.4  | -665.4  | 9.3   |
| Result before taxes             | -36.9   | -3.3    | >100  |
| Tax expenses/income             | 3.5     | 6.8     | -48.1 |
| Result of the period            | -33.3   | 3.5     | n.a.  |
| Claims Ratio                    | -       | -       | -     |
| Cost Ratio                      | -       | -       | -     |
| Combined Ratio                  | -       | -       | -     |

\* Incl. result from shares in at equity consolidated companies

- Central Functions include VIG Holding, VIG Re, Wiener Re, VIG Fund, the nonprofit housing societies up to 31 July 2019, corporate IT service providers and intermediate holding companies
- Strong premium increase of €80.5mn driven by VIG Re and VIG Holding
- Decreased financial result (-€38.7mn) mainly due to missing contribution from the non-profit housing societies following the consolidation change



**KEY MESSAGES** 

FINANCIALS & INVESTMENTS

**APPENDIX 1: SEGMENTS** 

**APPENDIX 2: FINANCIALS** 

### MANAGING BOARD OF VIENNA INSURANCE GROUP

As of 1 July 2020



Elisabeth Stadler, CEO



Liane Hirner, CFO



Peter Höfinger



Gerhard Lahner



Gabor Lehel



Harald Riener



Peter Thirring

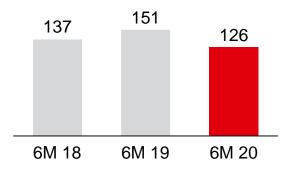
Credit: Ian Ehm

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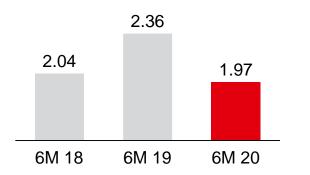
### **6M 2020 KEY FINANCIALS**

Overview of KPIs

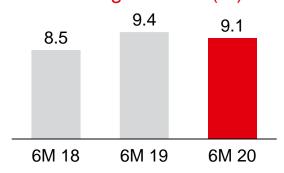
# Net result for the period after taxes and non-controlling interest (€mn)

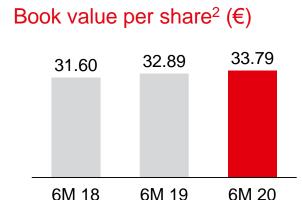


#### EPS net of hybrid interest<sup>1</sup> (€)



### ROE before taxes and non-controlling interest<sup>1</sup> (%)





1: Annualised figures; 2: based on shareholders' equity excl. non-controlling interests, hybrid bonds and revaluation reserve

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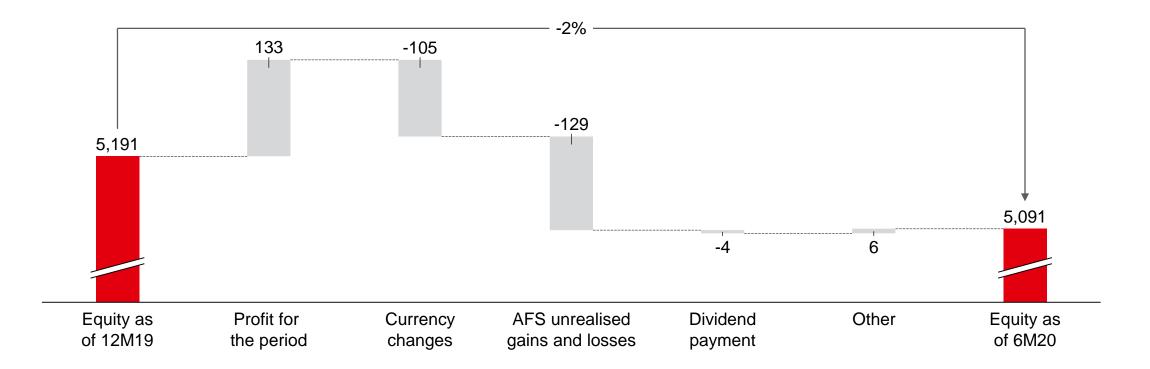
### 6M 2020 BALANCE SHEET

| €mn   | 30.06.2020 | 31.12.2019 | +/- % |
|---|------------|------------|-------|
| Intangible assets (incl. Right-of-Use Assets)           | 1,973      | 2,137      | -7.7  |
| Investments   | 34,253     | 34,456     | -0.6  |
| Unit- and index-linked investments                      | 7,715      | 8,620      | -10.5 |
| Reinsurers' share in underwriting provisions            | 1,323      | 1,283      | 3.1   |
| Receivables   | 1,747      | 1,717      | 1.7   |
| Tax receivables and advance payments out of income tax  | 214        | 227        | -5.5  |
| Deferred tax assets                                     | 153        | 69         | >100  |
| Other assets  | 383        | 392        | -2.3  |
| Cash and cash equivalents                               | 1,558      | 1,443      | 8.0   |
| Total assets  | 49,319     | 50,345     | -2.1  |
| Shareholders' equity                                    | 5,091      | 5,191      | -1.9  |
| thereof minorities (incl. non-profit housing societies) | 128        | 117        | 9.4   |
| Subordinated liabilities                                | 1,464      | 1,465      | -0.1  |
| Underwriting provisions                                 | 31,902     | 31,886     | 0.1   |
| Unit- and index-linked technical provisions             | 7,296      | 8,116      | -10.1 |
| Non-underwriting provisions                             | 861        | 932        | -7.5  |
| Liabilities   | 2,021      | 2,095      | -3.5  |
| Tax liabilities out of income tax                       | 310        | 251        | 23.6  |
| Deferred tax liabilities                                | 230        | 262        | -12.1 |
| Other liabilities                                       | 143        | 148        | -3.4  |
| Total liabilities and equity                            | 49,319     | 50,345     | -2.1  |

### EQUITY DEVELOPMENT

Decline due to negative market developments for investments and currencies

Change in consolidated Shareholders' Equity (€mn)



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### 6M 2020 PREMIUMS BY BUSINESS LINES AND COUNTRY (I)

|                      |         | MTPL    |       |         | Casco   |       | Other property |         |       |
|----------------------|---------|---------|-------|---------|---------|-------|----------------|---------|-------|
|                      | 6M 2020 | 6M 2019 | +/- % | 6M 2020 | 6M 2019 | +/- % | 6M 2020        | 6M 2019 | +/- % |
| Austria              | 191.8   | 188.7   | 1.6   | 172.4   | 169.8   | 1.6   | 901.1          | 859.0   | 4.9   |
| Czech Republic       | 157.6   | 156.8   | 0.5   | 122.5   | 125.8   | -2.7  | 255.3          | 258.3   | -1.1  |
| Slovakia             | 77.2    | 78.2    | -1.3  | 53.0    | 53.6    | -1.1  | 65.9           | 62.4    | 5.5   |
| Poland               | 145.2   | 128.9   | 12.7  | 95.8    | 97.3    | -1.5  | 210.2          | 180.6   | 16.4  |
| Romania              | 42.0    | 46.8    | -10.1 | 84.3    | 77.7    | 8.5   | 57.7           | 51.3    | 12.4  |
| Baltic states        | 60.1    | 66.7    | -9.9  | 45.1    | 52.1    | -13.4 | 64.1           | 64.3    | -0.3  |
| Hungary              | 23.1    | 24.7    | -6.3  | 10.7    | 9.5     | 13.1  | 41.0           | 40.2    | 1.9   |
| Bulgaria             | 16.0    | 17.4    | -8.1  | 31.0    | 31.5    | -1.4  | 33.5           | 29.9    | 12.2  |
| Turkey/Georgia       | 18.8    | 22.6    | -16.8 | 20.2    | 19.8    | 2.1   | 67.7           | 53.8    | 25.9  |
| Georgia              | 0.8     | 1.2     | -28.6 | 3.1     | 3.7     | -16.8 | 6.7            | 6.4     | 3.9   |
| Turkey               | 18.0    | 21.4    | -16.1 | 17.2    | 16.1    | 6.4   | 61.0           | 47.4    | 28.9  |
| Remaining CEE        | 49.4    | 50.4    | -2.0  | 25.6    | 25.5    | 0.2   | 65.4           | 61.0    | 7.3   |
| Albania incl. Kosovo | 12.0    | 12.9    | -7.0  | 1.0     | 1.1     | -8.4  | 3.3            | 4.6     | -26.9 |
| Bosnia & Herzegovina | 1.3     | 1.4     | -7.4  | 0.8     | 0.7     | 16.5  | 5.1            | 4.8     | 4.8   |
| Croatia              | 7.6     | 6.0     | 27.5  | 3.7     | 2.8     | 31.5  | 20.0           | 17.8    | 12.3  |
| North Macedonia      | 5.5     | 6.2     | -11.1 | 0.9     | 0.9     | -4.8  | 7.3            | 8.1     | -9.1  |
| Moldova              | 1.2     | 1.8     | -35.3 | 1.0     | 1.4     | -27.5 | 1.3            | 1.4     | -6.7  |
| Serbia               | 6.2     | 5.5     | 13.2  | 6.3     | 6.6     | -3.9  | 18.3           | 16.1    | 13.5  |
| Ukraine              | 15.5    | 16.6    | -6.3  | 11.8    | 12.0    | -1.6  | 10.1           | 8.2     | 23.4  |
| Other Markets        | -       |         | -     | -       | -       | -     | 67.7           | 65.4    | 3.5   |
| Germany              | -       |         | -     | -       |         | -     | 67.7           | 65.4    | 3.5   |
| Liechtenstein        | -       |         | -     | _       |         | -     |                | _       | -     |

### 6M 2020 PREMIUMS BY BUSINESS LINES AND COUNTRY (II)

|                      |         | Life regular |       |         | Life single |       | Health  |         |       |
|----------------------|---------|--------------|-------|---------|-------------|-------|---------|---------|-------|
|                      | 6M 2020 | 6M 2019      | +/- % | 6M 2020 | 6M 2019     | +/- % | 6M 2020 | 6M 2019 | +/- % |
| Austria              | 638.1   | 646.5        | -1.3  | 187.8   | 136.8       | 37.3  | 225.0   | 215.4   | 4.5   |
| Czech Republic       | 318.6   | 319.7        | -0.3  | 16.8    | 24.6        | -31.5 | 8.7     | 7.9     | 9.5   |
| Slovakia             | 85.5    | 90.5         | -5.5  | 93.4    | 116.4       | -19.8 | 8.2     | 6.2     | 32.2  |
| Poland               | 84.3    | 87.0         | -3.0  | 48.1    | 43.9        | 9.5   | 7.0     | 6.5     | 7.4   |
| Romania              | 24.3    | 24.9         | -2.5  | 14.1    | 29.8        | -52.6 | 6.6     | 4.4     | 50.4  |
| Baltic states        | 33.0    | 29.9         | 10.4  | 12.7    | 11.0        | 15.3  | 36.0    | 33.1    | 8.9   |
| Hungary              | 42.8    | 41.4         | 3.5   | 30.6    | 18.1        | 68.6  | 5.4     | 9.3     | -41.6 |
| Bulgaria             | 17.8    | 16.8         | 5.4   | 3.8     | 6.2         | -39.2 | 9.6     | 23.0    | -58.4 |
| Turkey/Georgia       | -       | -            | -     | -       |             | -     | 20.6    | 15.3    | 34.7  |
| Georgia              | -       | -            | -     | -       | -           | -     | 17.5    | 12.8    | 36.8  |
| Turkey               | -       | -            | -     | -       | -           | -     | 3.1     | 2.5     | 24.5  |
| Remaining CEE        | 37.3    | 37.5         | -0.6  | 38.3    | 29.9        | 28.0  | 15.4    | 14.5    | 6.4   |
| Albania incl. Kosovo |         |              | _     | -       |             | _     | 1.8     | 1.6     | 8.9   |
| Bosnia & Herzegovina | 7.3     | 7.4          | -1.3  | 1.6     | 2.4         | -32.7 | 0.1     | 0.1     | -18.0 |
| Croatia              | 13.1    | 14.0         | -6.8  | 30.4    | 23.9        | 27.2  | 2.9     | 1.7     | 68.5  |
| North Macedonia      |         |              | _     |         |             | _     | 0.1     | 0.1     | -12.3 |
| Moldova              | -       |              | -     | -       |             | _     | 0.2     | 0.4     | -56.0 |
| Serbia               | 15.8    | 15.1         | 4.3   | 6.2     | 3.6         | 72.3  | 3.2     | 2.9     | 11.0  |
| Ukraine              | 1.2     | 1.0          | 16.2  | 0.1     | 0.0         | 92.2  | 7.2     | 7.7     | -5.9  |
| Other Markets        | 42.2    | 41.1         | 2.6   | 32.1    | 57.6        | -44.2 |         |         | -     |
| Germany              | 38.4    | 37.1         | 3.5   | 8.4     | 8.0         | 6.1   | -       |         | -     |
| Liechtenstein        | 3.8     | 4.0          | -5.8  | 23.6    | 49.6        | -52.3 | -       | _       | -     |

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## 6M 2020 COUNTRY OVERVIEW GWP / PBT / COMBINED RATIO

|                      | GWP Total |         |       | Resu    | It before Tax | kes   | Combined Ratio net (in %) |         |       |
|----------------------|-----------|---------|-------|---------|---------------|-------|---------------------------|---------|-------|
|                      | 6M 2020   | 6M 2019 | +/- % | 6M 2020 | 6M 2019       | +/- % | 6M 2020                   | 6M 2019 | +/- % |
| Austria              | 2,316.2   | 2,216.2 | 4.5   | 104.0   | 87.9          | 18.3  | 94.4%                     | 95.3%   | -0.9  |
| Czech Republic       | 879.5     | 893.1   | -1.5  | 108.0   | 77.5          | 39.4  | 94.1%                     | 94.9%   | -0.9  |
| Slovakia             | 383.2     | 407.3   | -5.9  | 28.8    | 21.2          | 36.1  | 89.2%                     | 99.6%   | -10.3 |
| Poland               | 590.5     | 544.1   | 8.5   | 35.5    | 23.1          | 53.8  | 94.1%                     | 95.2%   | -1.1  |
| Romania              | 229.1     | 234.9   | -2.5  | 9.5     | 2.4           | >100  | 96.4%                     | 102.6%  | -6.2  |
| Baltic states        | 251.0     | 257.1   | -2.4  | 8.4     | 4.0           | >100  | 94.8%                     | 97.0%   | -2.2  |
| Hungary              | 153.7     | 143.2   | 7.3   | 4.8     | 4.4           | 9.9   | 94.4%                     | 98.2%   | -3.9  |
| Bulgaria             | 111.7     | 124.8   | -10.5 | -48.4   | 9.3           | n.a.  | 90.9%                     | 93.6%   | -2.7  |
| Turkey/Georgia       | 127.4     | 111.5   | 14.2  | -3.5    | 4.2           | n.a.  | 84.5%                     | 100.6%  | -16.2 |
| Georgia              | 28.1      | 24.1    | 16.6  | -12.7   | 0.8           | n.a.  | 88.4%                     | 76.7%   | 11.7  |
| Turkey               | 99.3      | 87.4    | 13.6  | 9.2     | 3.4           | >100  | 83.9%                     | 104.3%  | -20.4 |
| Remaining CEE        | 231.3     | 218.8   | 5.7   | -24.9   | 13.9          | n.a.  | 90.4%                     | 94.3%   | -3.9  |
| Albania incl. Kosovo | 18.1      | 20.2    | -10.3 | 1.7     | 1.3           | 34.1  | 89.8%                     | 92.6%   | -2.8  |
| Bosnia & Herzegovina | 16.1      | 16.8    | -3.8  | 0.1     | -0.2          | n.a.  | 100.6%                    | 111.2%  | -10.6 |
| Croatia              | 77.7      | 66.2    | 17.3  | -40.4   | 4.7           | n.a.  | 94.2%                     | 94.0%   | 0.2   |
| North Macedonia      | 13.8      | 15.3    | -9.7  | 1.8     | 1.9           | -8.2  | 82.3%                     | 79.7%   | 2.5   |
| Moldova              | 3.6       | 5.0     | -27.1 | 0.3     | 0.1           | >100  | 97.4%                     | 106.2%  | -8.7  |
| Serbia               | 56.0      | 49.8    | 12.5  | 5.2     | 3.7           | 42.7  | 81.9%                     | 91.6%   | -9.7  |
| Ukraine              | 45.9      | 45.5    | 1.0   | 6.4     | 2.4           | >100  | 92.7%                     | 96.6%   | -3.9  |
| Other Markets        | 142.0     | 164.1   | -13.5 | 15.3    | 13.7          | 11.9  | 77.5%                     | 80.4%   | -3.0  |
| Germany              | 114.5     | 110.5   | 3.7   | 15.1    | 13.9          | 9.1   | 77.5%                     | 80.4%   | -3.0  |
| Liechtenstein        | 27.4      | 53.6    | -48.8 | 0.2     | -0.2          | n.a.  | 0.0%                      | 0.0%    | 0.0   |

### **VIG SHARE (I)**

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

#### General information

| Current listings | Ticker   | Rating             | Major Indices |
|------------------|--|--------------------|---------------|
| Vienna           | <ul> <li>Vienna Stock Exchange: VIG</li> </ul> | Standard & Poor's: | ATX           |
| Prague           | <ul> <li>Bloomberg: VIG AV / VIG CP</li> </ul> | A+, stable outlook | ATX Prime     |
|                  | Reuters: VIGR.VI / VIGR.PR                     |                    | PX            |

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



#### Analyst recommendations (30 June 2020)



#### Share price development 6M 2020

| High                                | EUR | 26.350 |
|-------------------------------------|-----|--------|
| Low                                 | EUR | 13.900 |
| Price as of 30 Jun.                 | EUR | 19.900 |
| Market cap.                         | EUR | 2.55bn |
| Share performance (excl. dividends) | %   | -21.7  |

# 2Q 2020 INCOME STATEMENT

IFRS (€mn)

| €mn  | 2Q 2020  | 2Q 2019  | +/- % |
|--|----------|----------|-------|
| Gross premiums written                     | 2,459.1  | 2,538.5  | -3.1  |
| Net earned premiums                        | 2,250.4  | 2,318.7  | -2.9  |
| Financial result*                          | 247.2    | 236.6    | 4.5   |
| Other income                               | 13.5     | 11.0     | 22.3  |
| Total Income                               | 2,511.0  | 2,566.3  | -2.2  |
| Expenses for claims/benefits               | -1,716.4 | -1,782.6 | -3.7  |
| Acquisition and administrative expenses    | -527.9   | -557.0   | -5.2  |
| Other expenses                             | -187.5   | -97.2    | 92.8  |
| Total Expenses                             | -2,431.8 | -2.436.8 | -0.2  |
| Result before taxes                        | 79.2     | 129.6    | -38.9 |
| Tax expenses/income                        | -35.4    | -42.9    | -17.5 |
| Result of the period                       | 43.8     | 86.7     | -49.4 |
| Non-controlling interests                  | -3.4     | -19.2    | -82.5 |
| Net profit after non-controlling interests | 40.5     | 67.5     | -40.0 |
| Claims Ratio                               | 65.5%    | 65.5%    | 0.0%  |
| Cost Ratio                                 | 30.4%    | 30.5%    | -0.1% |
| Combined Ratio                             | 95.9%    | 96.0%    | -0.1% |

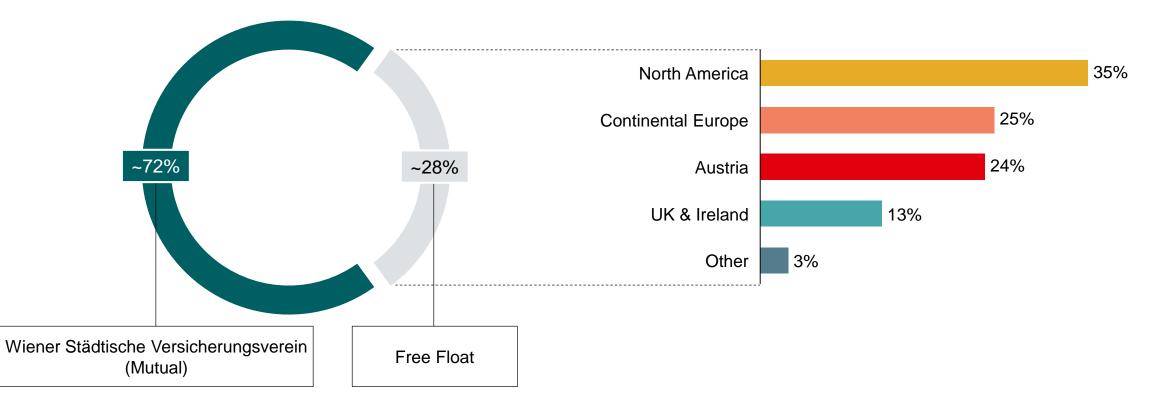
\* Thereof result from shares in at equity consolidated companies: -€6.4mn (2Q 2019: €8.1mn)

- Expected premium decrease in the second quarter due to less new business
- Other expenses impacted by goodwill impairments in Bulgaria, Croatia and Georgia in the size of €118.1mn
- Result before taxes down by 38.9%; adjusted for the goodwill impairments positive profit development

### VIG SHARE (II)



Free float split by region<sup>1</sup>



1: Split of identified shares, May 2020 (Source: Investor Update)



45 APPENDIX 2: FINANCIALS

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### **CONTACT DETAILS / FINANCIAL CALENDAR**

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#### Financial calendar 2020<sup>1</sup>

| Date         | Event  |
|--------------|--|
| 17 Mar. 2020 | Preliminary results for the financial year 201 |
| 30 Apr. 2020 | Results and Annual Report for the year 201     |
| 20 May 2020  | Results for the first quarter 2020             |
| 26 Aug. 2020 | Results for the first half-year 2020           |
| 15 Sep. 2020 | Record date Annual General Meeting             |
| 25 Sep. 2020 | Annual General Meeting                         |
| 28 Sep. 2020 | Ex-dividend day                                |
| 29 Sep. 2020 | Record date dividend                           |
| 30 Sep. 2020 | Dividend payment day                           |
| 26 Nov. 2020 | Results for the first three quarters 2020      |
|              |  |

1: Preliminary planning





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