Supplementary Information on the Group Embedded Value Results 2012

VIG
VIENNA INSURANCE GROUP
Wiener Versicherung Gruppe

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INTRODUCTION

The VIENNA INSURANCE GROUP AG Wiener Versicherung Gruppe (VIG) last disclosed its Group Embedded Value (GEV) results in March 2012 for the year 2011. The disclosure included the Market Consistent Embedded Value (MCEV) for the majority of the Life and Health (L&H) businesses and the Adjusted Net Asset Value (ANAV) for the majority of Property & Casualty (P&C) businesses.

VIG has a successful track record of dynamic expansion in Central and Eastern Europe (CEE). The integration of the acquired businesses in VIG, and the resultant restructuring, is in some cases still on-going. It is therefore not possible to determine the MCEV or ANAV for all the companies in CEE.

The chart below shows the companies for which the MCEV or ANAV is calculated and the corresponding valuation methodology. The MCEV is determined for the L&H businesses and constitutes the covered business. The ANAV is determined for the P&C businesses. The results are generally shown separately for Austria / Germany (companies shown in red below) and CEE (companies shown in grey below).

Country	Company	Method
Austria	VIG Holding	ANAV
	Wiener Städtische	MCEV and ANAV
	Donau Versicherung	MCEV and ANAV
	s Versicherung	MCEV and ANAV
Germany	InterRisk Non-Life	ANAV
	InterRisk Life	MCEV
Czech Republic	Kooperativa	MCEV and ANAV
	ČPP	MCEV and ANAV
	PČS	MCEV
	VIG RE	MCEV and ANAV
Slovakia	Kooperativa	MCEV and ANAV
	Komunalna	MCEV and ANAV
	PSLSP	MCEV
Hungary	Union	MCEV and ANAV
	Erste Biztosító	MCEV
Poland	Compensa Non-Life	ANAV
	Compensa Life	MCEV
	Benefia Non-Life	ANAV
	Benefia Life	MCEV
	InterRisk	ANAV
Romania	BCR Life	MCEV
Croatia	Erste osiguranje	MCEV

The insurance companies for which MCEV or ANAV is not calculated are included in the GEV on the basis of the book value as shown in the respective parent company's audited local statutory accounts. The consolidation process ensures that where one of the businesses has an interest in another business, the value of the parent company excludes the book value and any unrecognized capital gains in respect of the dependent business.

VIG applies a bottom-up methodology in setting the economic assumptions for the MCEV calculations. The CFO Forum of European Insurers' Market Consistent Embedded Value Principles©[1] ("the Principles"), which were launched in June 2008 and amended in October 2009, are applied.

[1] Copyright © Stichting CFO Forum Foundation 2008

In accordance with the October 2009 MCEV Principle 14 and to appropriately reflect the long-term and relatively illiquid nature of the insurance liabilities, VIG applies liquidity premiums to the swap rates for the GEV as at 31 December 2012 and 2011 as detailed in the Economic Assumptions section.

The directors of VIG acknowledge their responsibility for the preparation of the supplementary information and confirm the Group Embedded Value has been prepared, in all material aspects, in accordance with the MCEV Principles, with the exception of the principles 17.3.37 to 17.3.47, which relate to the preparation of a Group MCEV and the segmentation.

B&W Deloitte GmbH, Cologne, reviews VIG's GEV methodology, assumptions and calculations. The scope and the results of its independent review are set out in the Appendix.

The GEV disclosure should not be viewed as a substitute for VIG's primary financial statements.

VIG's GEV Reporting

- **Market Consistent Embedded Value for the L&H businesses and Adjusted Net Asset Value for the P&C businesses**
- **CFO Forum's MCEV Principles applied**
- **Methodology, assumptions and calculations reviewed by B&W Deloitte GmbH, Cologne**

SUMMARY OF RESULTS

The GEV is an estimate of the economic value of insurance business including for covered business future profits on existing business, but excluding any profits on future new business. It corresponds to the total net of tax statutory profits distributable to the shareholders after allowance for the risks included in the covered business.

The GEV includes the following components:

- Adjusted Net Asset Value (ANAV) where for the P&C business only this component is included
- Value of In-Force (VIF) determined as
  Present Value of Future Profits (PVFP)
  minus Time Value of Financial Options and Guarantees (TVFOG)
  minus Frictional Costs of Required Capital (FCRC)
  minus Cost of Residual Non-Hedgeable Risks (CRNHR)

All the values shown in this disclosure are net of tax and exclude minority interests.

GROUP EMBEDDED VALUE

The following table shows the GEV results as at 31 December 2012 and the restated results as at 31 December 2011.

	L&H		P&C		Total	
	2012	2011*	2012	2011*	2012	2011*
in EUR million						
Austria / Germany						
Free Surplus	87.9	-708.2				
Required Capital	830.0	926.3				
ANAV	**917.9**	**218.1**	**254.5**	**677.9**	**1,172.4**	**895.9**
PVFP	1,550.4	1,647.8			1,550.4	1,647.8
- TVFOG	-279.2	-147.0			-279.2	-147.0
- FCRC	-132.0	-143.2			-132.0	-143.2
- CRNHR	-114.7	-107.6			-114.7	-107.6
VIF	**1,024.4**	**1,250.1**			**1,024.4**	**1,250.1**
Subtotal	**1,942.3**	**1,468.2**	**254.5**	**677.9**	**2,196.9**	**2,146.0**
CEE						
Free Surplus	499.6	493.8				
Required Capital	283.0	215.6				
ANAV	**782.6**	**709.3**	**1,867.7**	**1,575.6**	**2,650.3**	**2,284.9**
PVFP	1,140.4	907.6			1,140.4	907.6
- TVFOG	-35.9	-32.7			-35.9	-32.7
- FCRC	-9.8	-12.8			-9.8	-12.8
- CRNHR	-74.2	-74.9			-74.2	-74.9
VIF	**1,020.5**	**787.1**			**1,020.5**	**787.1**
Subtotal	**1,803.0**	**1,496.5**	**1,867.7**	**1,575.6**	**3,670.8**	**3,072.1**
Total						
Free Surplus	587.5	-214.4				
Required Capital	1,113.0	1,141.8				
ANAV	**1,700.5**	**927.4**	**2,122.3**	**2,253.5**	**3,822.7**	**3,180.9**
PVFP	2,690.8	2,555.4			2,690.8	2,555.4
- TVFOG	-315.1	-179.8			-315.1	-179.8
- FCRC	-141.8	-156.0			-141.8	-156.0
- CRNHR	-188.9	-182.4			-188.9	-182.4
VIF	**2,044.9**	**2,037.2**			**2,044.9**	**2,037.2**
Total	**3,745.4**	**2,964.6**	**2,122.3**	**2,253.5**	**5,867.6**	**5,218.1**

* Results shown above are after restatement.

The results as at 31 December 2011 are restated. The restatement includes the impacts of an update to the internal risk capital model, the change in the economic scenario generator, revised management rules and modelling changes; in particular the treatment of policyholder options to increase premiums on existing policies, which were previously reported as New Business, are now included in the VIF. The contribution of the P&C businesses to the GEV includes surpluses in claims and unearned premium reserves. This is not compliant with the CFO Forum's MCEV principle 17.3.37 relating to non-covered business, in which non-covered business should be valued as the unadjusted IFRS net asset value. The remaining non-covered insurance businesses are included in the GEV at book value. The restatement includes a change in the methodology to ensure consistency in the treatment of non-covered businesses.

RETURN ON GROUP EMBEDDED VALUE

The return on GEV is split by the regions Austria / Germany and CEE, as well as between L&H and P&C segments. Transfers between these regions and segments are included in the opening adjustments shown below.

in EUR million	L&H		P&C		Total	
Austria / Germany						
GEV 2011 Reported	1,345.6		679.7		2,025.3	
GEV 2011 Restated	1,468.2		677.9		2,146.0	
Opening Adjustments	354.3		-393.8		-39.5	
Thereof dividends	*-65.5*		*95.0*		*29.5*	
GEV 2011 Restated and Adjusted	1,822.5		284.0		2,106.5	
Return on GEV	**119.9**	**6.6%**	**-29.5**	**-10.4%**	**90.3**	**4.3%**
GEV 2012	1,942.3		254.5		2,196.9	
CEE						
GEV 2011 Reported	1,545.6		1,713.3		3,258.9	
GEV 2011 Restated	1,496.5		1,575.6		3,072.1	
Opening Adjustments	-12.7		-34.7		-47.4	
Thereof dividends	*-73.0*		*-97.3*		*-170.3*	
GEV 2011 Restated and Adjusted	1,483.8		1,540.9		3,024.7	
Return on GEV	**319.3**	**21.5%**	**326.8**	**21.2%**	**646.1**	**21.4%**
GEV 2012	1,803.0		1,867.7		3,670.8	
Total						
GEV 2011 Reported	2,891.2		2,393.1		5,284.2	
GEV 2011 Restated	2,964.6		2,253.5		5,218.1	
Opening Adjustments	341.6		-428.5		-86.9	
Thereof dividends	*-138.5*		*-2.3*		*-140.8*	
GEV 2011 Restated and Adjusted	3,306.3		1,825.0		5,131.2	
Return on GEV	**439.1**	**13.3%**	**297.3**	**16.3%**	**736.4**	**14.4%**
GEV 2012	3,745.4		2,122.3		5,867.6	

The opening adjustments in the restated and adjusted results include:

- the dividends of EUR 140.8 million VIG paid in 2012;
- the foreign exchange rate movements of EUR 53.9 million during the year.

The return on GEV after restatement and adjustments in 2012 is mainly due to the following factors:

- the positive operating result mainly due to New Business in L&H CEE;
- the positive economic variance in L&H in both regions;
- the negative impact of assumption changes in L&H Austria / Germany;
- the surplus in claims and unearned premium reserves increases by 8.7% compared to the restated amount.

VALUE OF NEW BUSINESS

The Value of New Business (VNB) is calculated only for the covered business and the following table shows 2012 and 2011 results. Profitability is measured as a percentage of the Annual Premium Equivalent (APE) and the Present Value of New Business Premium (PVNBP). The APE equals one tenth of the single premiums plus the annualized amount of regular premiums written during the year.

in EUR million	2012	2011	% change
Austria / Germany			
Value of New Business	36.6	33.5	9.1
APE	166.3	173.3	-4.0
APE-Ratio	**22.0%**	**19.3%**	**13.7**
PVNBP	1,815.2	1,692.4	7.3
PVNBP-Ratio	**2.0%**	**2.0%**	**1.7**
CEE			
Value of New Business	167.0	161.8	3.2
APE	373.1	266.9	39.8
APE-Ratio	**44.8%**	**60.6%**	**-26.2**
PVNBP	2,874.8	1,849.0	55.5
PVNBP-Ratio	**5.8%**	**8.7%**	**-33.6**
Total			
Value of New Business	203.5	195.3	4.2
APE	539.3	440.1	22.5
APE-Ratio	**37.7%**	**44.4%**	**-14.9**
PVNBP	4,690.0	3,541.5	32.4
PVNBP-Ratio	**4.3%**	**5.5%**	**-21.3**

VIG's GEV 2012 Highlights

- **GEV of EUR 5,867.6 million (+12.4%)**
- **High return of 14.4% on GEV amounting to EUR 736.4 million**
- **Strong Value of New Business performance at EUR 203.5 million (+4.2%)**
- **The Present Value of New Business Premiums increases by 7.3% in Austria / Germany and surges by 55.5% in CEE**
- **The surplus in claims and unearned premium reserves increases by 8.7% to EUR 540.1 million**
- **MCEV growth in CEE continues to outperform Austria / Germany**

The VNB is calculated as the PVFP for the new L&H business sold in 2012, less the new business strain, the TVFOG, FCRC and CRNHR. The L&H companies in Austria do not defer acquisition costs for the traditional life insurance business in the local statutory accounts. Therefore the new business strain for the Austrian business includes the shareholder's share of the total acquisition expenses net of tax.

In 2012, the policyholder option to increase the premium on existing policies, which was previously reported as New Business, is included in the VIF.

In 2012, the VNB increases due to higher sales volumes. The PVNBP increases by 7.3% in Austria / Germany and surges by 55.5% in CEE. The CEE profit margin is diluted by a new high-volume low-margin short-term single premium endowment product being sold in Poland. When excluding the new Polish product, the CEE profit margin is 8.6%, and the total profit margin remains stable at 5.4%

METHODOLOGY

The GEV represents shareholders' interests in the covered and non-covered business. Components of the GEV are described below. Calculations are performed separately for each business after allowing for both external and intra-group reinsurance.

ADJUSTED NET ASSET VALUE

The ANAV is defined as:

- the shareholders' equity under the local GAAP bases;
- plus the "untaxed reserves" after tax – these reserves are available to cover the solvency requirements;
- plus the shareholders' share of the unrecognized capital gains after tax, to the extent that these are not included in the calculation of the VIF for the L&H businesses;
- plus the surplus in claims and unearned premium reserves after tax (only for the P&C businesses);
- plus the equalization reserves after tax (only for the P&C businesses);
- less the intangible assets after tax;
- less the difference between the IFRS and local GAAP pension liabilities after tax;
- less the difference between the market and book value of the subordinated debt and hybrid capital after tax.

The Austrian operations are composite insurance companies and their assets are split between the operating segments (i.e. P&C and L&H) on the basis of the segment statutory balance sheets. The financial assets for the L&H operating segments are further split between the participating business, the non-participating business and the shareholder fund. In Austria it is possible to transfer assets between the operating segments on the basis of their book values.

The majority of the holdings in VIG's insurance subsidiaries are directly held by VIG Holding. The main exceptions are s Versicherung, which is partially held by Wiener Städtische, and Donau Versicherung, which is partially held by s Versicherung.

The after tax unrecognized capital gains for the P&C segment are fully allocated to the shareholders and included in the ANAV. For the L&H segment the unrecognized capital gains are included in the calculation of the VIF to the extent that they are covering technical reserves and allow for relevant minimum profit participation rules and the company's profit participation strategy. The balance net of tax is included in the ANAV.

For the P&C businesses, the surplus in claims reserves arising from obligations to third parties is the after tax amount by which the reserves in the local statutory balance sheets exceed a given actuarial best estimate of the required reserve. The best estimate claims reserve is defined as the mean of the eventual undiscounted payments that will be made in respect of outstanding claims from the in-force portfolio, whether currently reported or not. Carrying an accounted reserve with a surplus means that the accounted reserve includes a margin above the expected value of the eventual claims payments. This margin allows for a degree of adverse claims settlement outcome without exhausting the reserve.

For the P&C businesses, the surplus in unearned premiums reserves reflects the estimated surplus, after tax, on a best estimate basis emerging from the unearned premium reserve arising from obligations to third parties.

The Required Capital for each L&H company or segment is determined as the maximum of (i) the standalone capital requirements under VIG's internal risk capital model and (ii) the capital requirements determined by Standard & Poor's for an A rating, being 150% of the statutory solvency margin for the L&H segment of VIG Re in Czech Republic and 100% of the statutory solvency margin for all other companies less subordinated debt and the funds for future policyholder profit participation to the extent that these are available and can be used to cover the statutory solvency margin. VIG's internal risk capital model has been updated to reflect on-going developments related to Solvency II.

The Free Surplus is the ANAV in excess of the Required Capital.

PRESENT VALUE OF FUTURE PROFITS AND TIME VALUE OF FINANCIAL OPTIONS AND GUARANTEES

The PVFP calculated for the L&H companies is the value of the projected net of tax statutory distributable profits arising from the in-force business. It does not include profits from future new business.

The PVFP for the life businesses allows for each company's profit participation strategy and also the local minimum legal requirements for profit sharing.

The PVFP is determined by projecting cash flows under the assumption that the future investment returns on all assets are equal to the rates implied by the reference interest curve at the valuation date. The other assumptions (including expenses, surrender rates, mortality and morbidity rates, profit participation rates and tax rates) are set on a best estimate basis that reflects each business' recent experience and expected future trends. Where appropriate, the projection models allow for management actions and policyholder behaviour, i.e. some assumptions (e.g. the asset allocation or surrender rates) vary depending on the future economic conditions. The resulting statutory shareholder profits are discounted at the reference interest rates and this is defined as the "certainty equivalent PVFP". This value takes account of the intrinsic value of financial options and guarantees.

For the material businesses, the TVFOGs are valued explicitly as the difference between the "stochastic PVFP" and the "certainty equivalent PVFP". The "stochastic PVFP" is defined as the average – over one thousand economic scenarios – of the discounted value of the projected after-tax statutory shareholder profits. The economic scenarios represent possible future outcomes for capital market variables such as interest rates, equity returns and inflation.

For a number of smaller insurance subsidiaries, the TVFOGs for the conventional life products are estimated using prudent benchmarks. This applies to a non-material part of the total technical provisions of VIG.

FRICTIONAL COSTS OF REQUIRED CAPITAL

The FCRC are calculated as the present value at the reference interest rates of the frictional costs on the Required Capital. The frictional costs are defined as the sum of the tax on the future investment returns and investment expenses.

The same definitions for the FCRC are applied for the in-force business and the new business.

COST OF RESIDUAL NON-HEDGEABLE RISKS

The CRNHR allows for the non-financial (i.e. mortality, morbidity, lapse and expense) and operational risks on the basis of the cost of holding risk capital to cover these risks. The risk capital is based on VIG's internal risk capital model and is equal to the risk capital of residual non-hedgeable risks at the 99.5% value at risk percentile. No allowance has been made for diversification between financial, non-financial or operating risks or between companies. The risk capital is projected over the life time of the portfolio on the basis of projected reserves, premiums or other relevant drivers of the risk capital components. The same risk drivers are used to project the risk capital for in-force and new business.

VALUE OF NEW BUSINESS

The VNB represents the value generated by new business sold during the reporting period. New business premiums are defined as premiums arising from new business. New business includes policies where a new contract is signed or underwriting is carried out. The value of premium increases on existing contracts during the period is included in the VIF for the first time this year.

ASSUMPTIONS

ECONOMIC ASSUMPTIONS

In line with recent EIOPA developments and market practice, VIG has updated the MCEV reference rates methodology this year. The reference rates consist of the risk-free interest rates adjusted for the liquidity premiums and extrapolated to the ultimate forward rate (UFR) as described below.

As at 31 December 2012, the risk-free interest rates are based on the corresponding swap rates up until the last liquid point (LLP of 20 years for EUR, 15 years for CZK, HUF, and PLN, and 10 years for RON and HRK). Beyond the last liquid point, the risk-free rates are extrapolated using the Smith-Wilson technique to the UFR of 4.2% over a 10-year period. VIG determines the liquidity premiums for each currency as weighted spreads of government bonds and corporate bonds, where the spreads are determined as weighted differences between the relevant bond yield curves and the risk-free interest rates, and the liquidity premiums are applied up until the LLP.

As at 31 December 2011, the liquidity premium is determined as 75% of 50% of the average bond spread over swap rates minus 0.4%, where the average bond spreads for EUR are derived from actual bond holdings, and is applied to the full interest rate term structure.

Risk-free Interest Rates

	EUR		CZK		HUF	
	2012	2011	2012	2011	2012	2011
1 year	0.33%	1.42%	0.38%	1.06%	5.21%	7.11%
2 years	0.38%	1.34%	0.55%	1.27%	5.10%	7.05%
5 years	0.77%	1.75%	0.79%	1.68%	5.10%	6.94%
10 years	1.61%	2.45%	1.37%	2.21%	5.50%	7.13%
20 years	2.26%	2.76%	2.28%	2.60%	5.00%	6.30%

	PLN		RON		HRK	
	2012	2011	2012	2011	2012	2011
1 year	3.43%	4.89%	6.10%	5.20%	3.90%	6.87%
2 years	3.34%	4.73%	6.00%	4.94%	4.90%	6.79%
5 years	3.35%	4.79%	5.98%	5.05%	6.02%	7.20%
10 years	3.59%	4.96%	6.02%	5.06%	6.84%	7.90%
20 years	3.56%	4.36%	5.30%	4.42%	5.80%	8.21%

Liquidity Premiums

	2012	2011
EUR	0.34%	1.00%
CZK	0.17%	0.80%
HUF	0.16%	0.80%
PLN	0.02%	0.80%
RON	0.34%	0.80%
HRK	0.34%	0.80%

VIG has moved from using The Smith Model to the Barrie & Hibbert economic scenario generator this year. The swaption implied volatilities and the equity option volatilities used to calibrate the economic scenario generator as at 31 December 2012 and 2011 are based on implied volatilities as at these dates. The swaption volatilities and the equity option volatilities are shown in the tables below.

Interest Rate Volatilities

	EUR					
	2012			2011*		
Swap/Option Term	**5 years**	**10 years**	**15 years**	**5 years**	**10 years**	**15 years**
5 years	29.00%	26.66%	25.11%	28.23%	24.68%	23.35%
10 years	25.19%	23.75%	21.92%	22.96%	22.14%	21.60%
15 years	21.61%	19.79%	18.28%	23.02%	22.62%	21.42%

* Results shown above are after restatement.

	CZK					
	2012			2011*		
Swap/Option Term	**5 years**	**10 years**	**15 years**	**5 years**	**10 years**	**15 years**
5 years	45.04%	37.16%	30.89%	33.17%	27.69%	25.48%
10 years	30.14%	25.05%	21.68%	27.70%	26.05%	25.79%
15 years	22.22%	19.04%	16.91%	30.45%	30.24%	28.73%

* Results shown above are after restatement.

	PLN					
	2012			2011*		
Swap/Option Term	**5 years**	**10 years**	**15 years**	**5 years**	**10 years**	**15 years**
5 years	33.44%	31.70%	29.76%	19.00%	18.61%	18.42%
10 years	29.32%	27.38%	25.58%	20.90%	20.44%	19.32%
15 years	23.86%	22.38%	21.18%	21.47%	19.51%	17.76%

* Results shown above are after restatement.

Equity Volatilities

	EUR		CZK		PLN	
	2012	2011*	2012	2011*	2012	2011*
1 year	22.05%	25.82%	22.04%	20.35%	33.78%	31.49%
2 years	22.78%	26.04%	22.79%	22.50%	34.73%	31.97%
5 years	22.71%	28.11%	22.83%	22.16%	34.41%	30.86%
10 years	24.38%	30.32%	25.20%	24.31%	36.52%	31.53%
20 years	26.73%	34.51%	28.38%	26.40%	37.84%	34.78%

* Results shown above are after restatement.

The correlation assumptions used to calibrate the economic scenarios are based on historic market data.

Foreign Currency Exchange and Tax Rates

The following table shows the foreign currency exchange rates against EUR and the assumed tax rates.

	Foreign Currency Exchange Rate		Tax Rate	
	2012	2011	2012	2011
Austria			25.00%	25.00%
Germany			30.00%	30.00%
Czech Republic	25.15	25.79	19.00%	19.00%
Croatia	7.56	7.54	20.00%	20.00%
Slovakia			19.00%	19.00%
Poland	4.07	4.46	19.00%	19.00%
Hungary	292.30	314.58	19.00%	19.00%
Romania	4.44	4.32	16.00%	16.00%

Other Economic Assumptions

The price inflation assumptions are scenario dependent and are set with regard to the assumed reference rates. The medical inflation rates assumed for the Austrian health insurance business were fixed at 2.0% p.a. for the calculations as at 31 December 2012 and 2011.

The best estimate assumptions used in the calculation of the Implied Discount Rate and Internal Rate of Return were the reference rates for bonds and cash. For equities, properties and alternative investments risk premiums of 3%, 1% and 2% respectively, were added to the reference rates.

The net of tax capital charge assumed for the CRNHR is 2% p.a. on the projected risk capital for both 2012 and 2011 figures.

OPERATING ASSUMPTIONS

Shareholder returns for participating business are determined in accordance with local legal minimum profit participation rules, local supervisory requirements and are consistent with each company's practice.

The assumed profit sharing for the Austrian Health insurance business, in accordance with current practice, is limited to the "no claims bonus". It does not allow for the minimum profit participation rules that were introduced by the Austrian Supervisory Authority (FMA) in 2007, because these rules are applicable for a non-material part of the Wiener Städtische health insurance portfolio as at 31 December 2012 and 2011.

Other actuarial assumptions such as mortality and morbidity rates, surrender and annuity take-up rates have been included on a best estimate basis. These assumptions are reviewed regularly and adjusted to reflect historical experience and expected trends.

Expense assumptions for the covered businesses have been based on the companies' recent experience. No expenses have been excluded as one-off expenses and all the expenses within VIG, including corporate centre expenses, have been allocated to the operating segments of L&H or P&C.

ANALYSIS OF CHANGE

The following tables show the analysis of change in the MCEV separately consolidated for Austria / Germany, for CEE and for the L&H business in total.

Austria / Germany	Free Surplus	Required Capital	VIF	MCEV
in EUR million				
Value 2011 reported	**-120.6**	**384.6**	**1,081.5**	**1,345.6**
Value 2011 restated	**-708.2**	**926.3**	**1,250.1**	**1,468.2**
Capital and dividend flows	-67.5	0.0	0.0	-67.5
Foreign exchange variance	0.0	0.0	0.0	0.0
Acquired/divested businesses	421.9	0.0	0.0	421.9
Value 2011 restated and adjusted	**-353.9**	**926.3**	**1,250.1**	**1,822.5**
Value of New Business	**-39.3**	**0.0**	**75.9**	**36.6**
Roll forward reference rate	14.9	0.0	58.0	72.9
Roll forward excess rate	3.5	0.0	13.4	16.9
Transfers from VIF and required capital to free surplus	156.0	-53.8	-102.2	0.0
Experience variance	33.3	-43.5	38.2	28.0
Assumptions changes	-62.5	62.5	-101.5	-101.5
Other operating variance	-67.0	20.0	7.5	-39.5
Operating MCEV earnings	**38.9**	**-14.9**	**-10.7**	**13.3**
Economic variance	402.9	-81.3	-215.0	106.6
Other non-operating variance	0.0	0.0	0.0	0.0
Total MCEV earnings	**441.7**	**-96.2**	**-225.7**	**119.9**
Closing adjustments	0.0	0.0	0.0	0.0
Value 2012	**87.9**	**830.0**	**1,024.4**	**1,942.3**

CEE	Free Surplus	Required Capital	VIF	MCEV
in EUR million				
Value 2011 reported	**500.5**	**227.0**	**818.1**	**1,545.6**
Value 2011 restated	**493.8**	**215.6**	**787.1**	**1,496.5**
Capital and dividend flows	-71.0	0.0	0.0	-71.0
Foreign exchange variance	6.9	5.4	16.0	28.4
Acquired/divested businesses	29.5	0.1	0.3	29.9
Value 2011 restated and adjusted	**459.2**	**221.1**	**803.4**	**1,483.8**
Value of New Business	**-126.7**	**75.5**	**218.2**	**167.0**
Roll forward reference rate	11.2	0.0	18.6	29.7
Roll forward excess rate	0.4	0.0	0.7	1.1
Transfers from VIF and required capital to free surplus	160.0	-37.2	-122.8	0.0
Experience variance	-15.3	0.4	36.3	21.3
Assumptions changes	-0.5	0.5	-5.6	-5.6
Other operating variance	-11.7	15.9	1.2	5.3
Operating MCEV earnings	**17.3**	**55.0**	**146.6**	**218.8**
Economic variance	23.1	6.9	70.2	100.2
Other non-operating variance	0.0	0.0	0.2	0.2
Total MCEV earnings	**40.4**	**61.8**	**217.0**	**319.3**
Closing adjustments	0.0	0.0	0.0	0.0
Value 2012	**499.6**	**283.0**	**1,020.5**	**1,803.0**

Total L&H business

in EUR million	Free Surplus	Required Capital	VIF	MCEV
Value 2011 reported	**380.0**	**611.6**	**1,899.6**	**2,891.2**
Value 2011 restated	**-214.4**	**1,141.8**	**2,037.2**	**2,964.6**
Capital and dividend flows	-138.5	0.0	0.0	-138.5
Foreign exchange variance	6.9	5.4	16.0	28.4
Acquired/divested businesses	451.4	0.1	0.3	451.8
Value 2011 restated and adjusted	**105.3**	**1,147.4**	**2,053.5**	**3,306.3**
Value of New Business	**-166.1**	**75.5**	**294.1**	**203.5**
Roll forward reference rate	26.1	0.0	76.6	102.6
Roll forward excess rate	3.8	0.0	14.1	18.0
Transfers from VIF and required capital to free surplus	316.0	-91.0	-225.0	0.0
Experience variance	18.0	-43.1	74.5	49.3
Assumptions changes	-63.0	63.0	-107.1	-107.1
Other operating variance	-78.7	35.8	8.7	-34.2
Operating MCEV earnings	**56.1**	**40.1**	**135.9**	**232.1**
Economic variance	426.0	-74.5	-144.7	206.8
Other non-operating variance	0.0	0.0	0.2	0.2
Total MCEV earnings	**482.1**	**-34.4**	**-8.6**	**439.1**
Closing adjustments	0.0	0.0	0.0	0.0
Value 2012	**587.5**	**1,113.0**	**2,044.9**	**3,745.4**

The total impact of the restatement to the 2011 reported L&H MCEV is EUR 73.4 million, which results mainly from the updated internal risk capital model, change in economic scenario generator, revised management rules and modelling changes, particularly the treatment of future indexations.

The opening adjustments to the L&H MCEV of EUR 341.6 million include:

- the dividends paid to shareholders from the consolidated L&H segments in 2012;
- the impact of exchange rate movements;
- the transfers of subsidiaries between the L&H and P&C segments in Austria / Germany and CEE in 2012.

The VNB for Austria / Germany is EUR 36.6 million. The decrease in the free surplus is due to the non-deferral of acquisition expenses for the conventional business in Austria and this is compensated by a higher VIF. The VNB for CEE is EUR 167.0 million. The VNB in CEE was positively impacted by the conversion program in the Czech Republic which resulted in significantly higher new business premiums.

The expected existing business contribution on the basis of the reference rate for Austria / Germany is EUR 72.9 million. This represents the unwinding at the reference rate of all the components of the MCEV with the exception of the free surplus which increases at the reference rate after tax. The unwinding also includes a release of the TVFOG for one year. The corresponding result for CEE is EUR 29.7 million.

The expected existing business contribution in excess of the reference rates reflects the differences in 2012 between management's best estimates for the investment returns on assets and the reference rates. The total impact is EUR 18.0 million.

The experience variance is EUR 28.0 million for Austria / Germany and EUR 21.3 million for CEE. These amounts include a number of positive and negative variances. The main impacts in Austria / Germany are the positive effect of asset portfolio restructuring actions taken by management, which are partially offset by the costs of annuity reserve strengthening and higher expenses. In CEE, the main impact is due to actual persistency.

The impact of the assumption changes is EUR -101.5 million for Austria / Germany and EUR -5.6 million for CEE. The main effects in Austria / Germany are higher expense and lower persistency levels.

The other operating variances are EUR -39.5 million in Austria / Germany and EUR 5.3 million in CEE. In Austria / Germany the most significant impacts are one-off increases of technical reserves reflecting more prudent management actions.

The economic variance in Austria / Germany amounts to EUR 106.6 million, which is the impact of a positive development of asset values, offset by the negative impact of lower interest rates. The economic variance in CEE was EUR 100.2 million, which is the positive impact of both the development of asset values and lower interest rates.

There were no closing adjustments.

SENSITIVITY ANALYSIS

The following tables show the sensitivities of the MCEV and the VNB as at 31 December 2012 to change in various assumptions.

MCEV		Austria / Germany	% change	CEE	% change	Total	% change
in EUR million							
Base value		**1,942.3**		**1,803.0**		**3,745.4**	
Change in yield curve	+1%	249.2	12.8%	-30.9	-1.7%	218.3	5.8%
Change in yield curve	-1%	-473.3	-24.4%	5.6	0.3%	-467.7	-12.5%
Equity and property values	-10%	-82.3	-4.2%	-13.9	-0.8%	-96.1	-2.6%
Equity and property implied volatilities	+25%	-27.0	-1.4%	-4.4	-0.2%	-31.4	-0.8%
Swaption implied volatilities	+25%	-74.3	-3.8%	-4.1	-0.2%	-78.3	-2.1%
Maintenance expenses	+10%	-101.5	-5.2%	-43.2	-2.4%	-144.7	-3.9%
Maintenance expenses	-10%	100.8	5.2%	42.3	2.3%	143.2	3.8%
Lapse rates	+10%	-7.3	-0.4%	-59.0	-3.3%	-66.3	-1.8%
Lapse rates	-10%	10.9	0.6%	65.5	3.6%	76.3	2.0%
Mortality for assurances	-5%	7.5	0.4%	37.6	2.1%	45.0	1.2%
Mortality for annuities	-5%	-8.9	-0.5%	-0.5	0.0%	-9.5	-0.3%
Required Capital set at the 100% level of solvency capital		68.1	3.5%	1.6	0.1%	69.7	1.9%
Removal of liquidity premium		-204.1	-10.5%	-28.3	-1.6%	-232.5	-6.2%

Value of New Business		Austria / Germany	% change	CEE	% change	Total	% change
in EUR million							
Base value		**36.6**		**167.0**		**203.5**	
Change in yield curve	+1%	4.3	11.9%	-6.2	-3.7%	-1.8	-0.9%
Change in yield curve	-1%	-16.6	-45.5%	5.8	3.5%	-10.8	-5.3%
Equity and property implied volatilities	+25%	-1.3	-3.6%	-0.5	-0.3%	-1.8	-0.9%
Swaption implied volatilities	+25%	-2.1	-5.7%	0.2	0.1%	-1.8	-0.9%
Maintenance expenses	+10%	-5.1	-13.9%	-5.8	-3.5%	-10.9	-5.4%
Maintenance expenses	-10%	4.7	12.8%	5.8	3.5%	10.5	5.2%
Lapse rates	+10%	-3.2	-8.7%	-16.4	-9.8%	-19.6	-9.6%
Lapse rates	-10%	2.4	6.6%	18.4	11.0%	20.8	10.2%
Mortality for assurances	-5%	0.9	2.6%	9.5	5.7%	10.5	5.1%
Mortality for annuities	-5%	-0.2	-0.5%	-0.1	-0.1%	-0.3	-0.1%
Required Capital set at the 100% level of solvency capital		-2.3	-6.4%	0.3	0.2%	-2.0	-1.0%
Removal of liquidity premium		-5.0	-13.6%	-0.8	-0.5%	-5.7	-2.8%

The sensitivities for the MCEV results for the L&H business assume the same management actions and policyholder behaviour as for the base case. The sensitivities are generally correlated so that the impact of two events occurring simultaneously will probably not be the same as sum of the individual sensitivities.

- **Increase/decrease of 100 bps to reference rates**

  These sensitivities show the impact of a sudden parallel shift in reference rates until the last liquid point. From the last liquid point, the extrapolation is made to the ultimate forward rate, which remains unchanged in these sensitivities. This is accompanied by a corresponding change in the other economic assumptions including discount rates, equity and property returns, and the market values of fixed income assets.

  For Austria / Germany the -100 bps sensitivity is more significant than the +100 bps sensitivity because it leads to more interest guarantees on the participating business coming into the money. The losses in this situation can only partly be met by reducing future policyholder profit participation. The higher surplus for the +100 bps sensitivity has to be shared with policyholders. The VNB -100 bps sensitivity is proportionately higher because there is no compensating impact from the existing fixed income assets.

The sensitivities for CEE are lower than for Austria / Germany because the higher proportion of unit-linked and non-participating business means that the impact of a change in the yield curve is partly offset by the change in the discount rate. In addition the CEE new business helps mitigate interest rate risk in total.

- **10% decrease in the equity and property values at the valuation date**
  The impact of this sensitivity is higher in Austria / Germany than in CEE, where it is not significant.

- **25% increase to the equity and property volatilities**
  The impact of this sensitivity is higher in Austria / Germany than in CEE, where it is not significant.

- **25% increase to the swaption volatilities**
  The impact of this sensitivity is higher in Austria / Germany than in CEE, where it is not significant.

- **10% increase/decrease in maintenance expenses**
  The expense sensitivities for Austria / Germany and CEE are broadly symmetrical.

- **10% increase/decrease in lapse rates**
  The lapse rate sensitivities for Austria / Germany and CEE are broadly symmetrical.

- **5% decrease in mortality rates for assurances**
  The impact of this sensitivity is more significant in CEE.

- **5% decrease in mortality rates for annuities**
  The impact of this sensitivity is not significant.

- **Required Capital set at the 100% level of solvency capital**
  In this sensitivity the Required Capital is reduced to the local regulatory minimum capital requirement. The impact of this sensitivity is higher in Austria / Germany than in CEE, where it is not significant.

- **Removal of liquidity premium**
  The removal of liquidity premium sensitivity does not have any impact on the market value of the assets at the valuation date. Therefore the impact of the removal of liquidity premium is proportionally higher than the effect of the -100 bps yield curve sensitivity.

VIF MATURITY PROFILE AND IDR/IRR

VIF MATURITY PROFILE

The following table shows the discounted profits expected to emerge from the in-force covered business as at 31 December 2012 over future years. The VIF has been split into five maturity bands.

	VIF maturity profile	Total % of VIF
in EUR million		
1 to 5 years	731.9	35.8%
6 to 10 years	428.0	20.9%
11 to 15 years	263.5	12.9%
16 to 20 years	128.2	6.3%
more than 20 years	493.2	24.1%
Total	**2,044.9**	

The VIF maturity profile indicates that 56.7% of the VIF emerges during the first 10 years. The high percentage of VIF emerging after 20 years is due to a combination of the lower interest rates in the first 20 years compared to 2011, the impact of modelling improvements in deferred annuities and an extension of the projection term.

IMPLIED DISCOUNT RATE AND INTERNAL RATE OF RETURN

The Implied Discount Rate (IDR) represents the single risk discount rate under a Traditional Embedded Value methodology, which results in the same VIF as calculated under an MCEV approach.

The following table shows the IDRs for the in-force and new business.

	New Business Implied Discount Rate		In-force Business Implied Discount Rate	
	2012	2011*	2012	2011*
Austria / Germany	3.2%	3.7%	4.7%	5.6%
CEE	3.4%	4.5%	3.6%	2.6%

* Results shown above are after restatement.

The Internal Rate of Return (IRR) represents the single risk discount rate under a Traditional Embedded Value methodology, which results in zero VNB.

	New Business Internal Rate of Return	
	2012	2011*
Austria / Germany	5.9%	6.7%
CEE	27.6%	36.1%

* Results shown above are after restatement.

RECONCILIATION OF IFRS EQUITY TO ANAV

The following table shows the reconciliation of VIG consolidated IFRS equity to the ANAV as shown in the GEV.

in EUR million	2012	2011
Consolidated IFRS equity	**5,751.9**	**5,049.6**
Minorities	-346.0	-419.0
Hybrid capital	-495.6	-495.6
Intangible assets	-2,410.0	-2,382.4
Subtotal	**2,500.3**	**1,752.6**
Goodwill, other intangible assets and capital consolidation adjustments	856.1	877.7
Differences in valuation of financial assets	151.1	399.0
Differences in valuation basis of technical reserves (IFRS vs. local GAAP)	-126.3	-122.6
Property/Casualty surplus in claims and unearned premium reserves	540.1	499.3
Other differences	-98.6	-21.3
ANAV	**3,822.7**	**3,384.6**

The minority interests, the hybrid capital issued and the intangible assets are deducted from the consolidated IFRS equity.

The ANAV or MCEV is not calculated for all the insurance companies within VIG. All the other companies in the Group are included in the GEV at book value and therefore goodwill and other intangible assets have to be added back to the ANAV. Prior to moving to IFRS at January 1, 2004, under Austrian GAAP VIG used to write-off goodwill against shareholder equity. All the companies for which the goodwill had been eliminated were recognised under IFRS on the basis of their reduced book values. The “goodwill, other intangible assets and capital consolidation adjustments” add back the goodwill that had been eliminated in the past. The values of the intangible assets recognized in the IFRS Group accounts are subject to regular impairment testing.

Under IAS 39 in conjunction with IFRS 7 VIG has chosen in 2008 to value certain financial assets on the basis of the adjusted purchase price instead of the current market value. Apart from the shareholders’ share of unrecognized gains of financial assets in GEV, the residual amounts deferred to equity at revaluation date are included in the “differences in valuation of financial assets”.

As in the previous years, the liabilities of the insurance operations purchased from the Erste Bank have been revaluated under IFRS. The impact of this revaluation on the IFRS equity is included in the ”differences in valuation basis of technical reserves (IFRS vs. local GAAP)”.

For P&C businesses, the difference between the accounted statutory reserves and the best estimate reserves is shown in the “Property/Casualty surplus in claims and unearned premium reserves”.

The “Other differences” include differences due to foreign exchange reserves and differences in the scope of consolidation.

All values within this reconciliation are shown net of deferred tax in respect of all segments, and also net of deferred profit participation in respect of the life segment.

APPENDIX: INDEPENDENT REVIEW

VIENNA INSURANCE GROUP AG Wiener Versicherung Gruppe
Schottenring 30
1010 Wien
Austria

22nd March 2013

Dear Dr. Hagen,

Review of the Group Embedded Value of VIENNA INSURANCE GROUP AG Wiener Versicherung Gruppe as at 31 December 2012

We have reviewed the Statements of Group Embedded Value (the "Statements") of VIENNA INSURANCE GROUP AG Wiener Versicherung Gruppe ("VIG") as set out in VIG's "Supplementary Information on the Group Embedded Value Results 2012". These Statements comprise:

- the Market Consistent Embedded Values ("MCEV") of the majority of the life and health businesses as at 31 December 2011 and 31 December 2012 together with the value of new business generated, the sensitivities and the analysis of movement in the MCEV during the year 2012;
- the Adjusted Net Asset Value (ANAV) including the Surplus in Claims and Unearned Premium Reserves for the majority of the P&C businesses at 31 December 2011 and 31 December 2012.

Some insurance companies have been excluded from the scope of our review. These companies have been included in the Group Embedded Value on the basis of book value as shown in the respective parent company's audited local statutory accounts, the MCEV or the ANAV.

The scope of our review covered the methodology adopted together with the assumptions and calculations made by VIG in its Group Embedded Value.

These Statements of Group Embedded Value and the assumptions underlying them are the sole responsibility of the Board of Directors of VIG. They have been prepared by VIG on the basis of VIG's methodology as described in the Statements.

Our review was conducted in accordance with generally accepted actuarial practices and processes. It comprised a combination of such reasonableness checks, analytical review and checks of clerical accuracy as we considered necessary to provide reasonable assurance that the Statements have been compiled free of significant error. However, we have relied without verification upon the completeness and accuracy of data and information supplied by VIG, including the value of net assets as disclosed in the audited local statutory accounts and the consolidated IFRS accounts of VIG and the subsidiaries of VIG.

The calculation of the Group Embedded Values necessarily makes numerous assumptions with respect to economic conditions, operating conditions, taxes, and other matters, many of which are beyond VIG's control. Although the assumptions used represent estimates which the Directors believe are together reasonable, actual experience in future may vary from that assumed in the calculation of the embedded value results and any such variations may be material. Deviations from assumed experience are normal and are to be expected. Group Embedded Value does not purport to be a

market valuation and should not be interpreted in that manner since it does not purport to encompass all of the many factors that may bear upon a market value.

In our opinion,

- the methodology and assumptions used are appropriate, and are, except as stated, compliant with the CFO Forum's Market Consistent Embedded Value Principles which were launched in June 2008 and amended in October 2009;
- the assumptions made by VIG are reasonable; and
- VIG's Group Embedded Value has been properly compiled on the basis of the methodology and assumptions chosen by VIG.

This report is made solely to VIG's Directors as a body. To the fullest extent permitted by law we do not accept or assume responsibility to anyone other than VIG's Directors as a body for our work in respect of this report or for the conclusions that we have reached.

Yours sincerely,

B&W Deloitte GmbH

DISCLAIMER

This supplementary disclosure of the GEV results contains forward-looking statements.

Forward-looking statements involve inherent risks and uncertainties, and it might not be possible to achieve the predictions, forecasts, projections and other outcomes described or implied in forward-looking statements. A number of important factors could cause results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in these forward-looking statements.

These forward-looking statements will not be updated except as required by applicable laws.

This document was prepared with the due care in order to ensure that the information provided in all parts is correct and complete. Rounding, type-setting and printing errors can nevertheless not be completely ruled out.

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