

Vienna Insurance Group – Focused on Growth in CEE and Austria

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Vienna Insurance Group – Focused on Growth in CEE and Austria

- § Leading Austrian insurance group operating in 17 countries
- § Focused on long-term earnings growth
- § No. 2 foreign insurer in the CEE region and largest CEE insurance pure play
- § Attractive Austrian franchise with 21.7% market share¹
- § Successful multi-brand strategy with focus on local management
- § Strongly diversified customer access through multi-channel distribution
- § Conservative risk management approach

¹ For 2005.

Source: For market share VVO (Austrian Association of Insurance Companies)

VIG is the Leading Austrian Insurance Group operating in 17 Countries

Excellent market positions

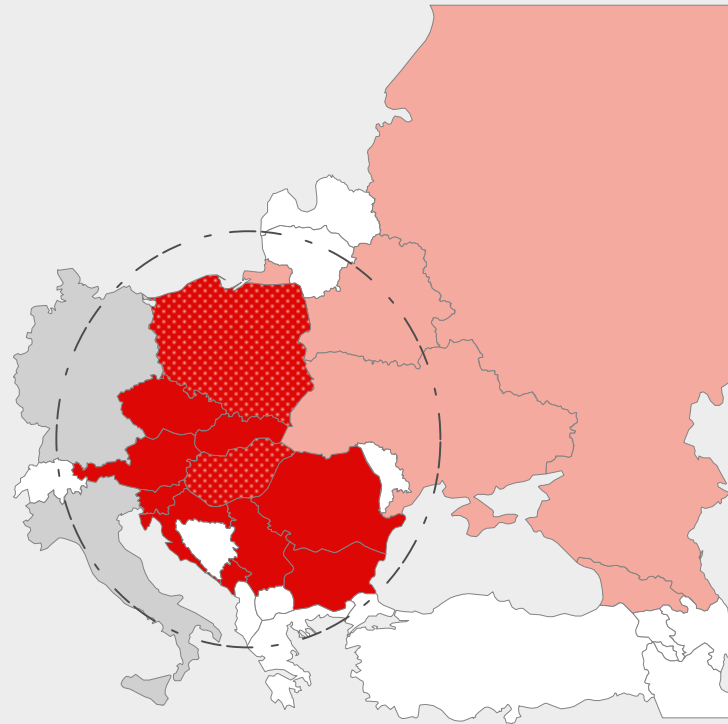
Excellent market position in Austria and CEE

Leading Position in Austria

- § #1 in Property & Casualty
- § #1 in Life
- § #2 in Health

Top 5 Positions in Croatia and Serbia & Montenegro

- § #4 in Croatia with a 7% market share
- § #4 in Serbia & Montenegro with a 3% market share



No. 1 or No. 2 in Romania, in the Czech Republic, Slovakia and Bulgaria

- § #1 in Romania with a 20% market share
- § #2 in the Czech Republic with a 26% market share
- § #2 in Slovakia with a 27% market share
- § #2 in Bulgaria with a 16% market share¹

Strong Positions in Other CEE Countries

- § Poland
- § Hungary
- § Ukraine
- § Belarus
- § Slovenia

¹ Including the acquisition of Kardan Financial Services.

Note: All market shares as of YE 2005, except for Serbia (as of 31-Dec-2004); GEP based on consolidated IFRS accounts

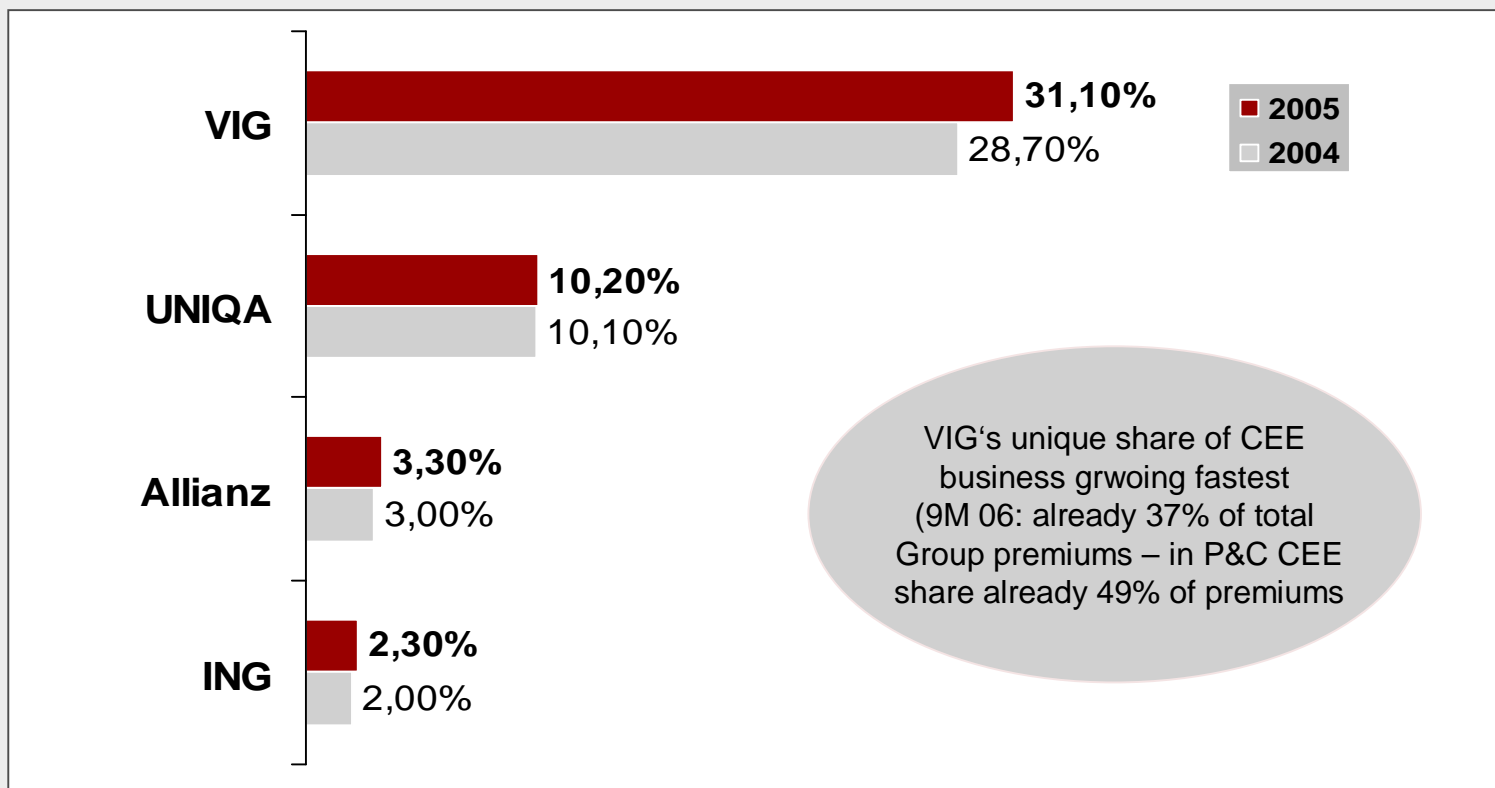
Source: For market shares National Insurance Associations, except for Romania (Insurance Profile Feb-2005)

Largest CEE Insurance Pure Play - Update

Only Vienna Insurance Group widely captures CEE potential

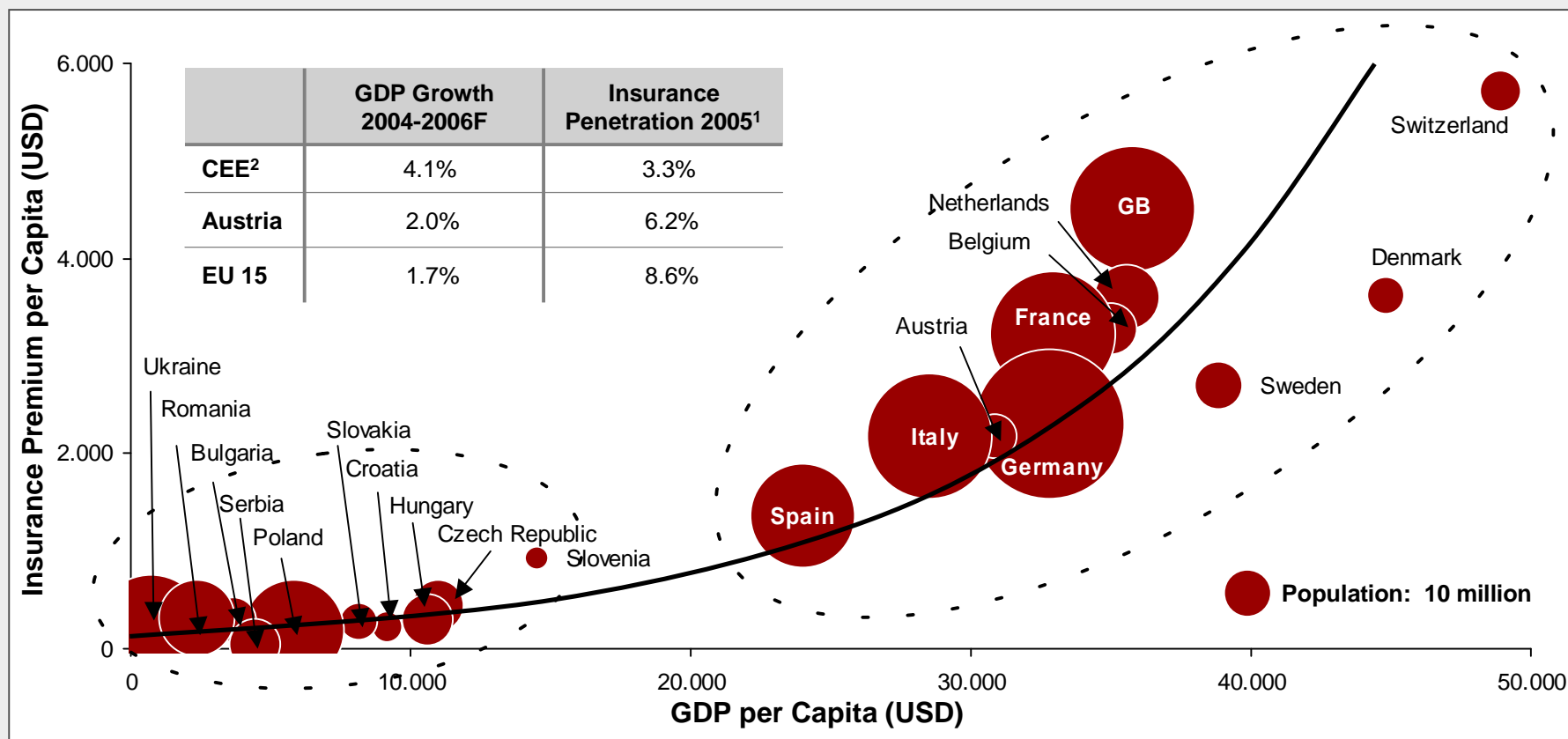
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CEE Premiums (2004/2005) as % of Total Group Premiums



CEE Region Offers „Double Leverage“

Sustainable growth through GDP and insurance penetration



¹ Premiums in % of GDP.

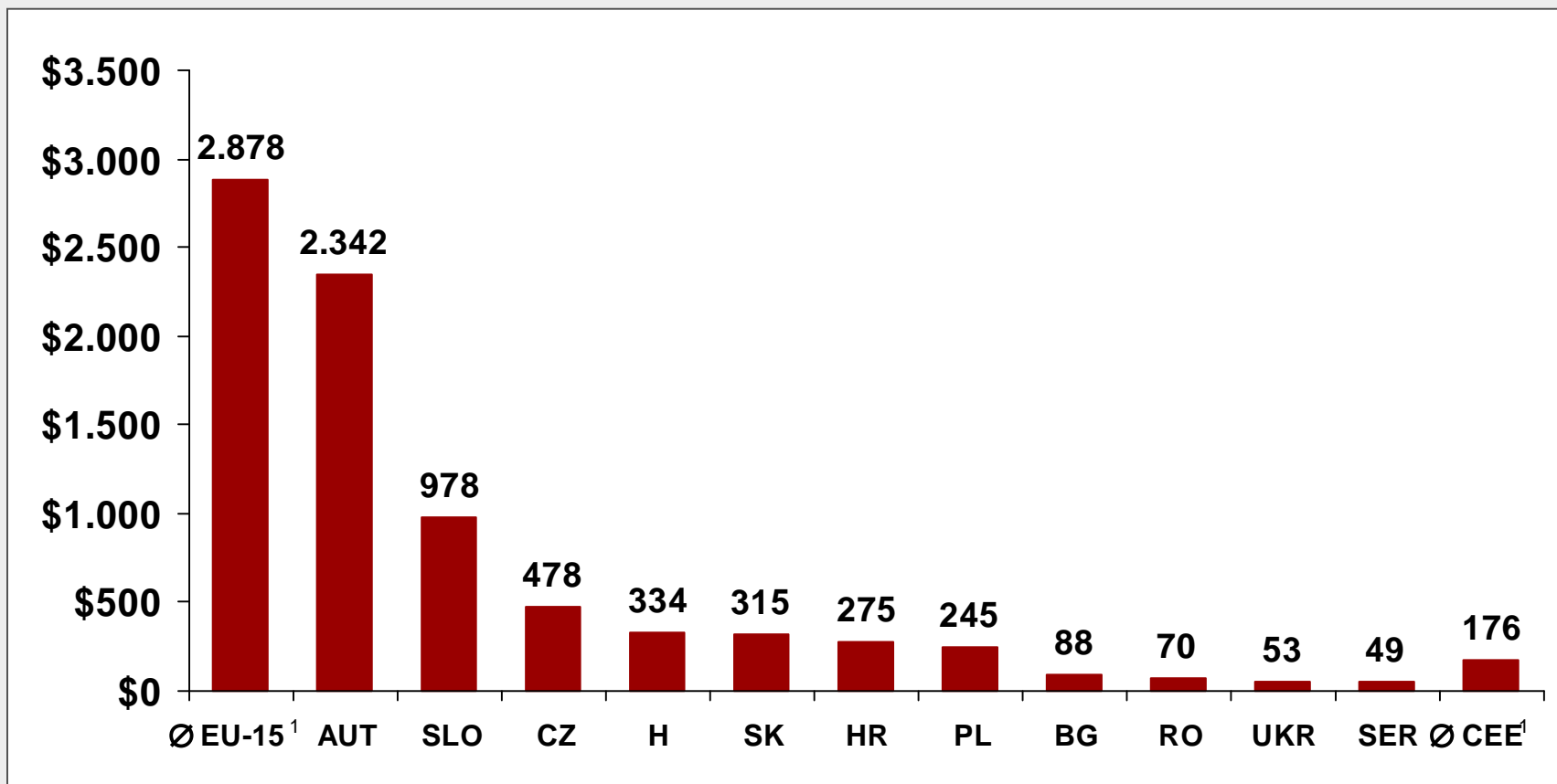
² Weighted Averages for CEE. CEE defined as Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Serbia & Montenegro, Slovakia, Slovenia and Ukraine.

Source: For GDP Growth IMF(World Economic Outlook as of Sep 2005). For all other data Swiss Re Sigma Nr. 2/2006 (May 2006)

Significant Growth Potential in CEE for Insurance

Insurance Density, 2005 (Premiums per Capita)

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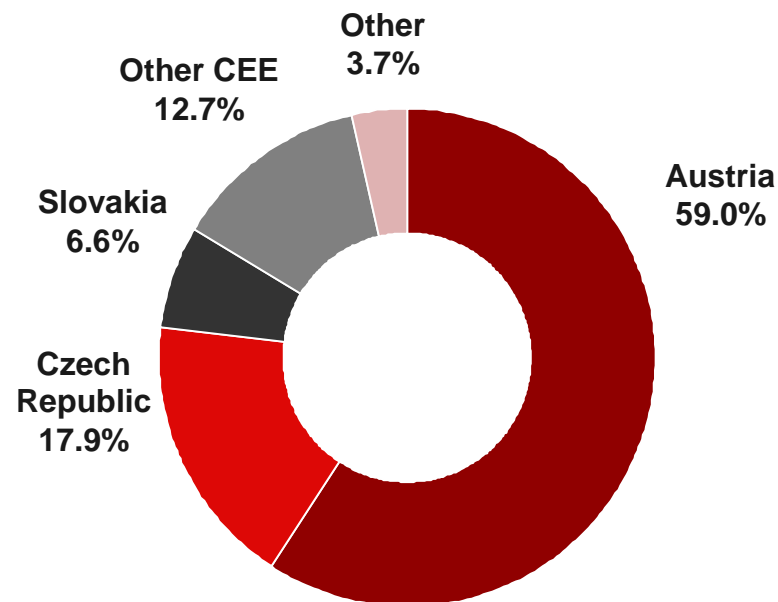
Source: Swiss Re, Sigma Nr. 5/2006

¹ Weighted Average excluding Russia (Russia USD 123 premiums per capita – Weighted Average including Russia USD 151)

Highlights of VIG in CEE

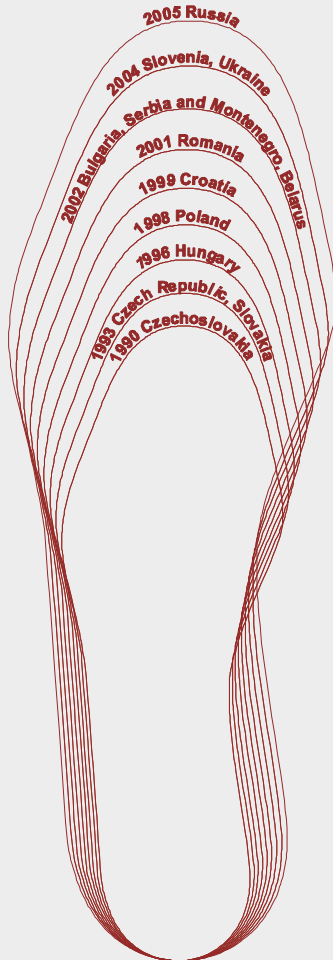
- § Pioneer in CEE expansion
- § Strong growth focus – Top 5 target for all core CEE markets and top 3 target for those where #5 position has been reached
- § Strong acquisition and integration track record
- § CEE share of total P&C business at ~50%, thus for the first time higher than P&C Austria
- § All CEE markets feature positive results

VIG GWP by Geography



9M 2006 Total: €4.32bn

VIG Has Been a Pioneer in the CEE Region Following a Very Targeted Expansion Strategy



§ Focus

- Retail

§ Investment philosophy

- Step-by-step market entry
- Tight operational management
- 2-4 years to reach break-even, accelerated growth thereafter
- Czech and Slovak business have reached 25-30% RoE before tax

VIG: Attractive Franchise (I)

Distribution is key: Multi-brand strategy

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§ VIG is umbrella brand

§ local companies keep well established brands to support distribution

Distribution is key: Multi-channel strategy

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Strong Multi-Channel Distribution

§ Austria:

Roughly 30/30/30% split between tied agents/ bank distribution/ brokers etc. in new business

§ CEE:

Different from country to country according to market practice and legal regulations



§ Leading market position in all business lines

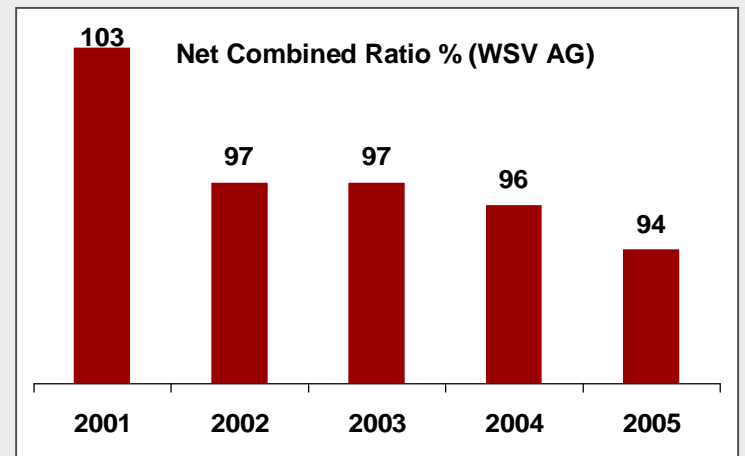
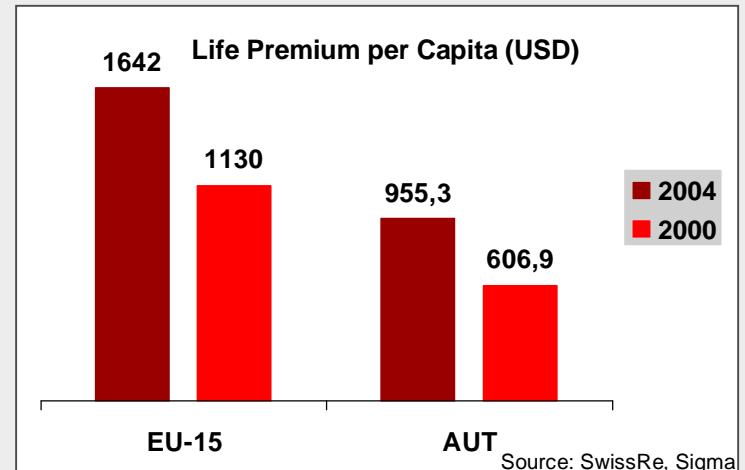
- #1 in property & casualty with 21% market share
- #1 in life with 23% market share
- #2 in health with 21% market share

§ Overall market share gains through organic growth

§ Austrian P&C highly profitable with declining C/R

§ strong growth potential in life insurance: Austria lags behind EU-15 in premium per capita

§ Ongoing reforms of social security system to generate strong demand for life savings products



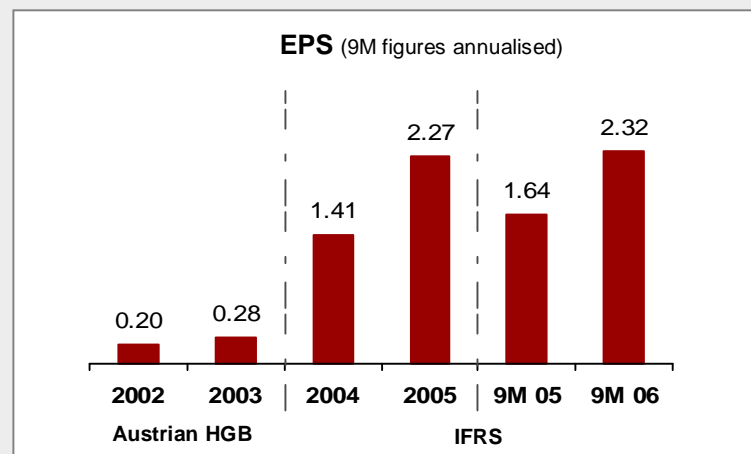
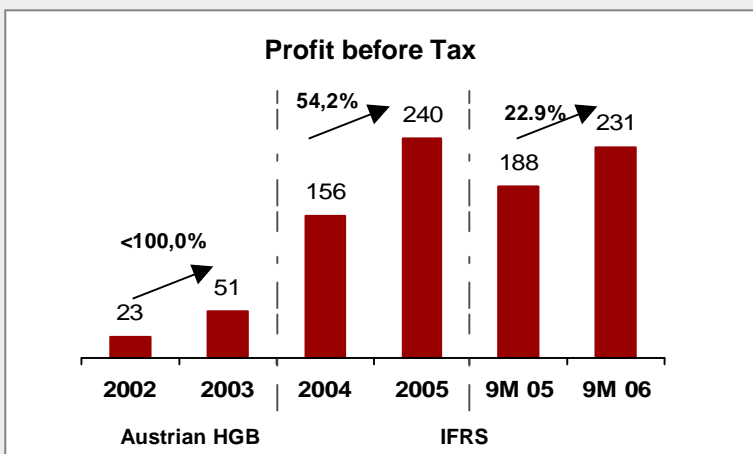
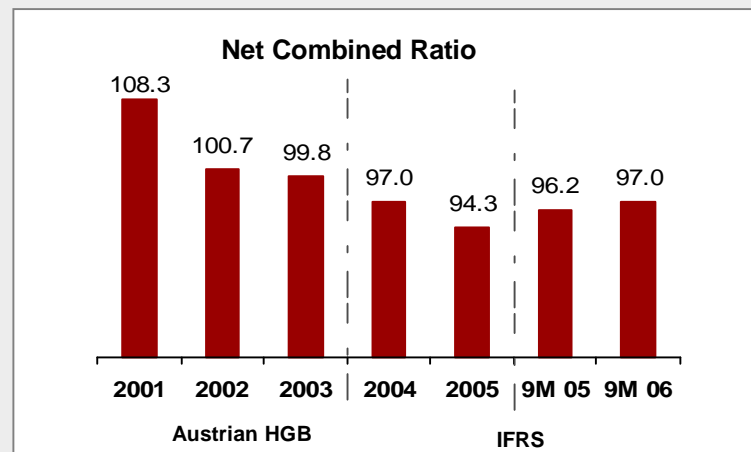
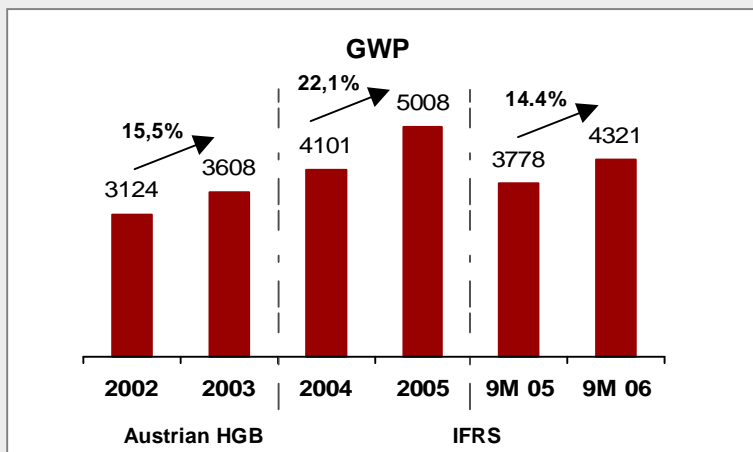


Vienna Insurance Group

9M results and Group targets

9M 2006 Highlights

EPS already exceeding 2005 level despite SPO



Financial Targets

Forecast raised for 2006 and 2007 and new medium term target

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- § Improving Q3 gives confidence to reach PBT of about €310mn in FY 2006
- § Based on overall Group development management is confident to reach PBT of about €370mn in 2007
- § VIG expects to achieve PBT of about €470mn in 2009, thus featuring CAGR of 15% from 2006-2009

	2006T	2007T	2009T
Profit before tax	~ € 310mn	~ € 370mn	~ € 470mn
Net combined ratio	< 100%	< 100%	< 100%
RoE before tax ¹	~ 15%	~ 16%	~ 17%
Payout ratio (as % of net profit)		> 30%	

¹ incl. Dec. 2005 capital increase

Wiener Städtische Versicherung AG

Vienna Insurance Group

Schottenring 30, 1010 Vienna, Austria

www.wienerstaedtische.at

Vienna Stock Exchange:	WST
Reuters:	WISV.VI
Bloomberg:	WST AV
Datastream:	O:WNST

§ **Thomas Schmee**

Tel. +43 (0)50 350 – 21900

t.schmee@staedtische.co.at

§ **Nina Higatzberger**

Tel. +43 (0)50 350 - 21920

n.higatzberger@staedtische.co.at

§ **Nicolas Mucherl**

Tel. +43 (0)50 350 – 21930

n.mucherl@staedtische.co.at

§ **Sabine Pulz (Assistant)**

Tel. +43 (0)50 350 - 21919

s.pulz@staedtische.co.at

Fax +43 (0)50 350 99 - 23303

investor.relations@staedtische.co.at

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