

A decorative graphic consisting of a dark red square on top and a bright red square on the bottom, with a black curved shape on the left side.

**Vienna Insurance Group –
Focused on Growth in CEE and Austria**

Roadshow London – February 01, 2007

Vienna Insurance Group – Focused on Growth in CEE and Austria



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- § 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

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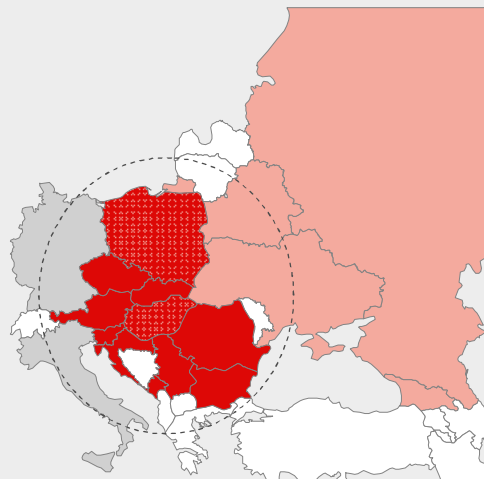
Excellent market position in Austria and CEE

Leading Position in Austria

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

Top 4 Positions in Croatia and Serbia & Montenegro

- § #4 in Croatia with a 7% market share
- § #4 in Serbia & Montenegro with a 6% market share



No. 2 or No. 3 in the Czech Republic, Slovakia, Romania and Bulgaria

- § #2 in the Czech Republic with a 26% market share
- § #2 in Slovakia with a 27% market share
- § #2 in Romania with a 14% market share
- § #3 in Bulgaria with a 17% 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 Q3 2006, except for Serbia (as of 31-Dec-2005); GEP based on consolidated IFRS accounts

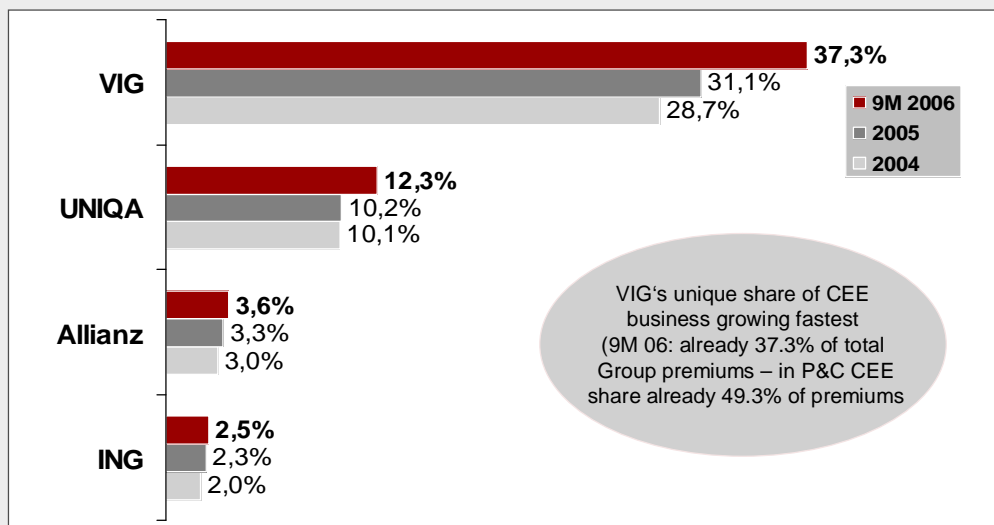
Source: For market shares National Insurance Associations or Supervisory Authorities

Largest CEE Insurance Pure Play

Only Vienna Insurance Group widely captures CEE potential

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CEE Premiums as % of Total Group Premiums

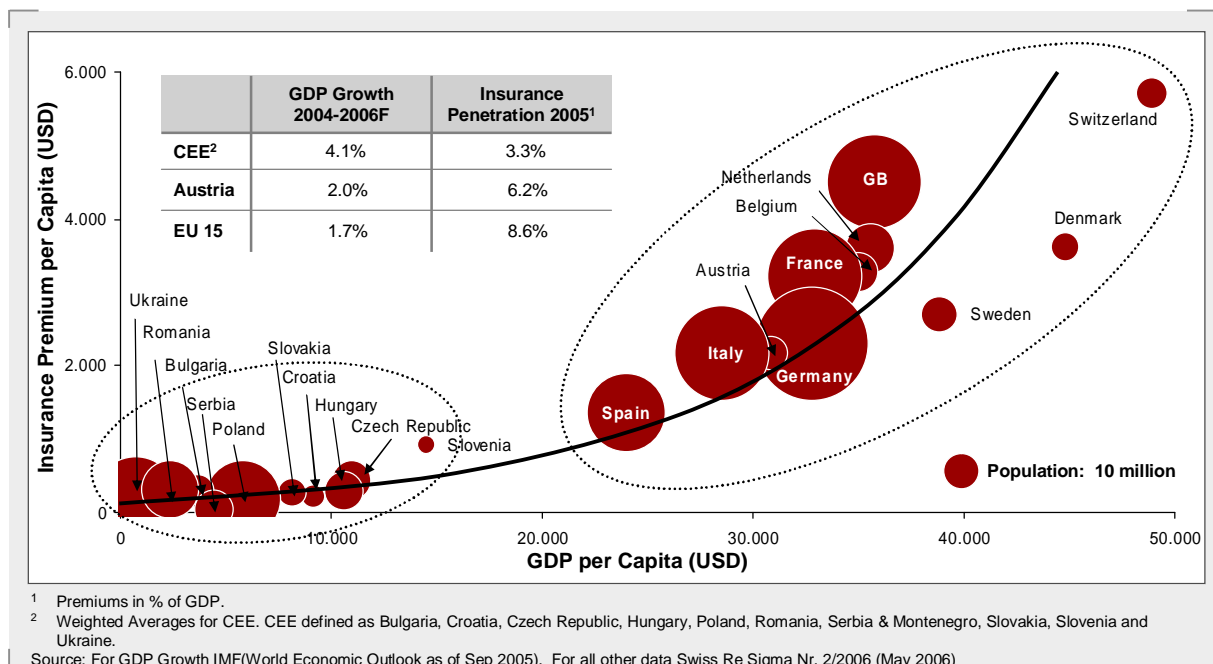


Source: Publicly available information; CEE share of Aviva unavailable

CEE Region Offers „Double Leverage“

Sustainable growth through GDP and insurance penetration

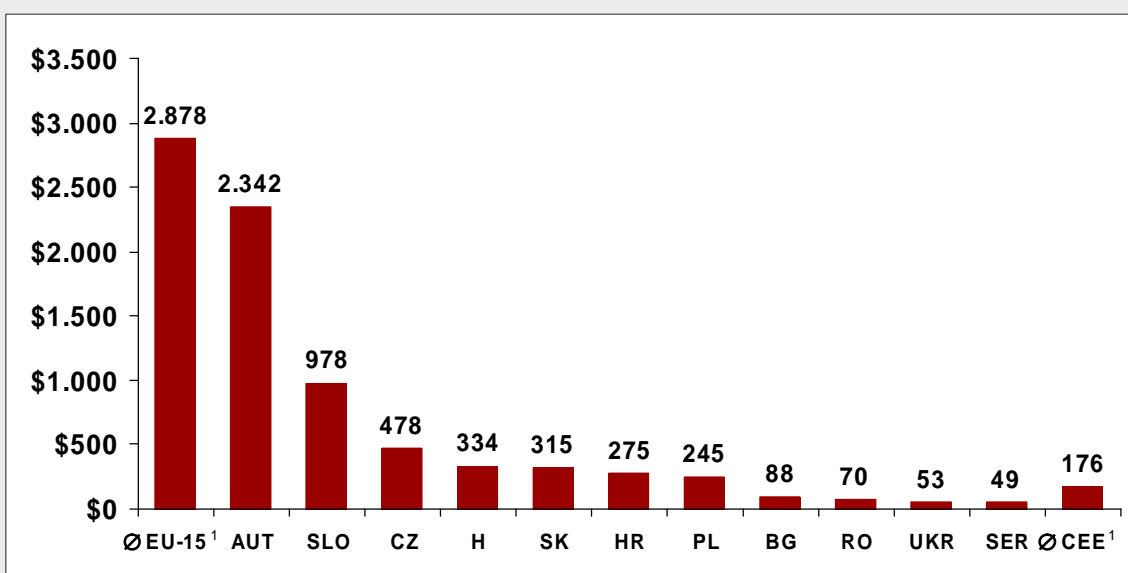
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Significant Growth Potential in CEE for Insurance

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)

VIG's CEE Business

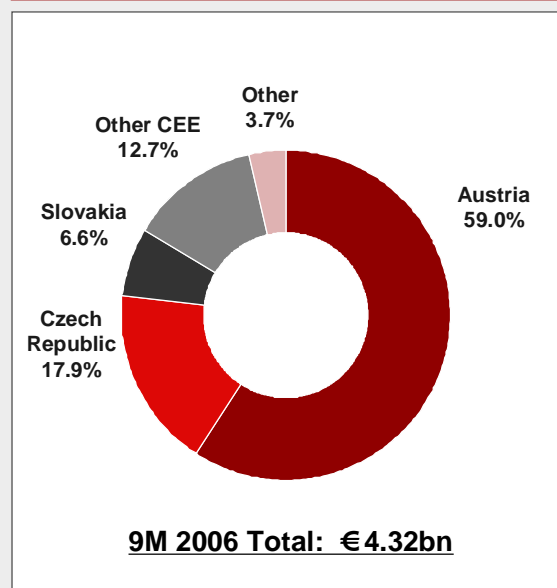
Continuous Shift of business to CEE

7

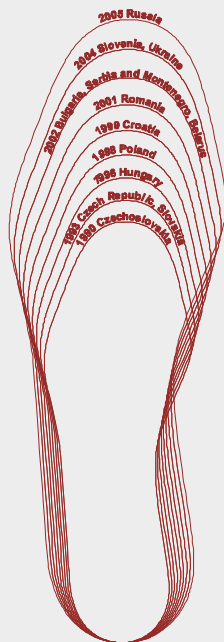
Highlights of VIG in CEE

- § 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



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: Attractive Franchise (II)

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



VIG in Austria

Attractive franchise plus growth potential in life insurance

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§ Leading market position in all business lines

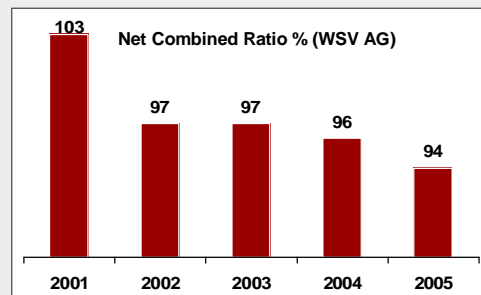
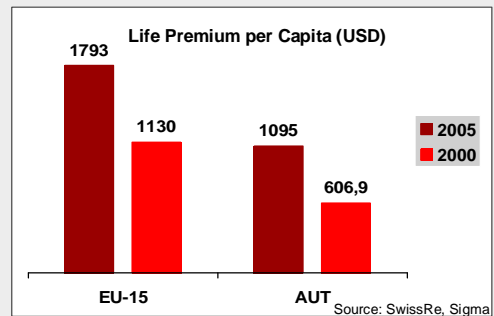
- #1 in property & casualty with 21% market share
- #1 in life with 23% market share
- #2 in health with 21% market share

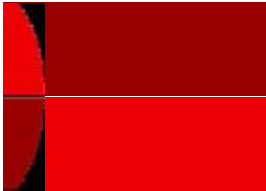
§ Overall market share gains through organic growth

§ 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





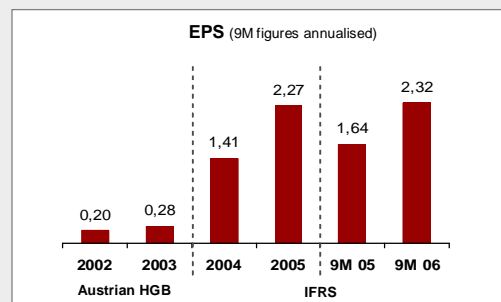
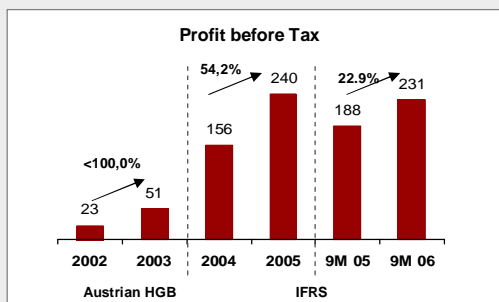
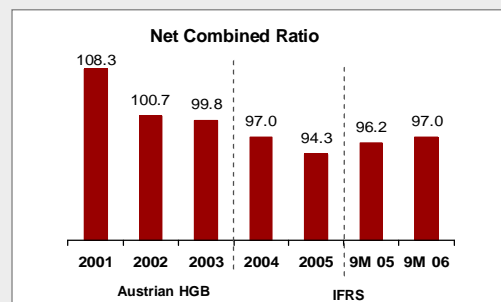
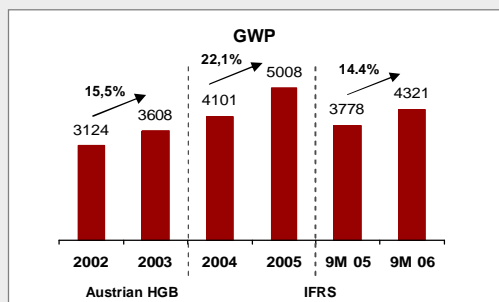
Vienna Insurance Group

9M Results and Group targets

9M 2006 Highlights

EPS already exceeding 2005 level despite SPO

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Financial Targets

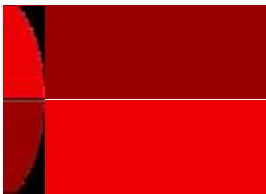
Forecast raised for 2006 and 2007 and new medium term target

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- § Profit before tax (PBT) of about €315 - 320mn 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	~ € 315 - 320mn	~ € 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



Vienna Insurance Group

Appendix

Recent Developments

Strengthening of market position in Poland

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Increase of stake in CIGNA

Acquisition of TU PZM

Initial Position

- § VIG has held a 63% majority stake in CIGNA STU S.A. since March 2006
- § Consolidation as of Q2 06

- § Acquisition of 75% +1 share of TU PZM insurance company
- § 25% stake further held by PZM (Polish Motor Association)

Deal

- § Nov 2006: Agreement to purchase an additional 30% stake

TU PZM

- § Premium volume of ca. € 1.4mn in 2005
- § Cooperation with Polish motor association PZM opens up a new distribution channel
- § PZM has 700 branches throughout the country

Result

- § VIG will hold a 93% stake in CIGNA STU S.A.
- § CIGNA contributes nearly € 60mn to Group premium volume by 9M 06
- § Double-digit premium growth outperforms market

Use of SPO Funds

Nearly 60% of SPO funds already used

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SPO 2005

In Dec. 2005 VIG raised €900mn (net) for the following purposes:

§ ~ 50% for CEE acquisitions

§ ~ 30% to support the strong organic growth of the CEE subsidiaries

§ cushion (Solvency II)

Reported by 6M 06

§ €381mn for acquisitions

§ €84mn for the organic growth

} €465mn

Latest Transactions

§ Poland:

- Buyout of CIGNA minorities

- Acquisition of TU PZM

§ CEE capital increases for organic growth

} €50mn



Total funds used: **€515mn**

9M 2006 Income Statement

IFRS (€mn)

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	9M 2006	9M 2005	+/-%
1. Gross written premiums	4,320.6	3,778.1	14.4
2. Net earned premiums	3,586.8	3,094.0	15.9
3. Net investment income	538.6	451.0	19.4
4. Other income	38.7	25.2	53.7
Total income	4,164.2	3,570.3	16.6
6. Expenses for claims incurred	-2,999.9	-2,625.7	14.3
7. Operating expenses	-822.0	-661.9	24.2
8. Other expenses	-111.5	-95.0	17.4
Total expenses	-3,933.5	-3,382.6	16.3
Profit before tax	230.7	187.7	22.9
Taxes	-41.3	-46.4	-10.9
Net profit before minorities (Profit for the year)	189.4	141.2	34.1
Minorities	-7.0	-7.9	-11.6
Net profit after minorities	182.4	133.3	36.8

9M 2006 Balance Sheet

IFRS (€mn)

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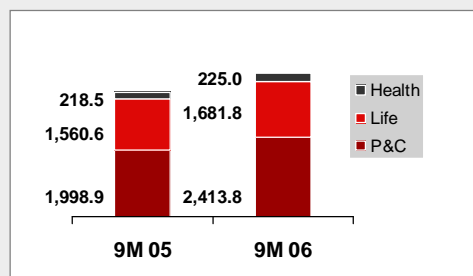
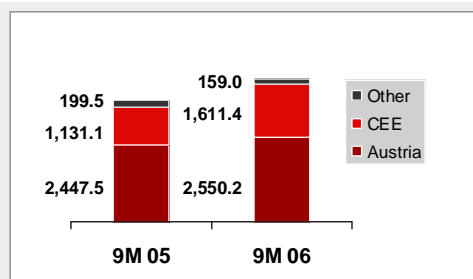
	30-Sep-06	31-Dec-05	+/- %
Intangible assets	440	317	38.9
Total investments	16,737	15,163	10.4
Unit- and index-linked investments	2,095	1,762	18.9
Reinsurers' share in technical provisions	972	840	15.8
Receivables	1,002	857	16.9
Deferred tax assets	21	12	75.4
Other assets	192	201	-4.5
Cash and cash equivalents	172	290	-40.8
Total assets	21,631	19,441	11.3
Shareholders' equity	2,133	2,059	3.6
<i>thereof minorities</i>	72	58	23.9
Subordinated liabilities	413	413	0.0
Technical provisions	14,265	13,086	9.0
Unit- and index-linked technical provisions	2,023	1,730	16.9
Non-technical provisions	794	871	-8.9
Liabilities	1,831	1,075	70.4
Deferred tax liabilities	99	124	-20.4
Other liabilities	74	83	-10.9
Total liabilities and equity	21,631	19,441	11.3

9M 2006 P&L Major Items – Gross Written Premiums

Substantial growth in CEE

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- § Group GWP increased by 14.4% to €4,321mn
- § Austria: total GWP up 4.2% to reach €2,550mn. Life up 2.4% at €1,149mn affected by volatility in single premiums while current premiums show sound growth; Non-life up 6.2% at €1,177mn with motor rates flat on high level
- § In the Czech Republic GWP increased by 18.5% to €775.3mn with Life gaining 16.8% to reach €177.4mn and Non-life up 19.0% with an amount of €598.0mn
- § In Slovakia business grew by 13.6% to reach €287.1mn, with Life up 25.4% at €98.2mn and P&C up 8.3% at €188.9mn.
- § Sharp increase in Other CEE markets of 145.2% amounting to €549.0mn, with strong contribution both from organic growth and new acquisitions
- § Other Markets saw decrease of 20.3% as a consequence of reduction of single premiums in Liechtenstein



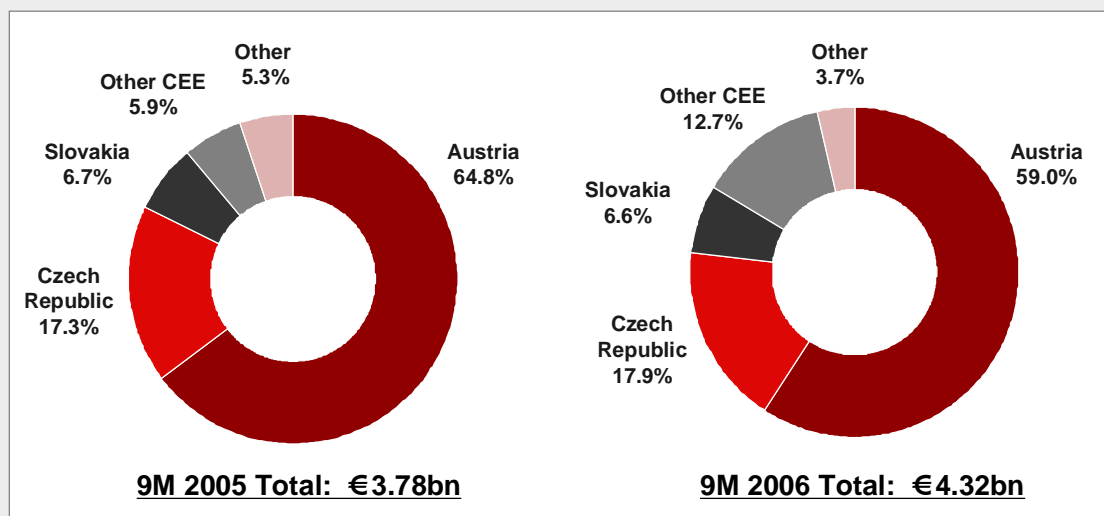
Note: in the 9M 05 Group figures the following companies were not yet included: Royal Polska and Benefia (Poland) and Cosmopolitan (Croatia). Also Cigna (Poland) and theTBIH insurance companies were included as of Q2 06 only. CPP (Czech Republic) and Omnisig Group (Romania) were included in Q3 05 for the first time.

VIG's GWP Split by Region

Other CEE gaining weight

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GWP by Geography



9M 2006 P&L Major Items – Expenses for Claims Incurred

Loss ratio normalising in Q3 after extraordinary 1st HY damage

22

- § After seasonal effects in HY Group 9M loss ratio reducing to 67.0%.
- § Austrian loss ratio slightly improving compared to 1st HY06 (snow pressure) and y/y as a consequence of declining claims frequency in motor business
- § Czech Republic saw improving loss ratio due to normalised claims levels in Q3 after snow pressure and floodings in 1st HY 06
- § In Slovakia further stable loss ratio at low level
- § Other CEE recorded substantial decrease of loss ratios based on improving claims management
- § Life segment in line with premium development; Health influenced by systematic cost control of medical institutions

EUR mn	P&C		Life		Health	
	9M 06	9M 05	9M 06	9M 05	9M 06	9M 05
Net Earned Premiums:	1,690.5	1,330.0	1,673.5	1,548.1	222.8	215.9
Expenses for Claims Incurred:	1,132.9	869.5	1,677.2	1,566.9	189.8	189.4
Ratio	67.0	65.4	100.2	101.2	85.2	87.7

9M 2006 P&L Major Items – Operating Expenses

Costs impacted by new acquisitions (€mn)

23

- § Marked decline of Group cost ratio by 1% pt. to 30.0% despite inclusion of new CEE companies
- § Austria with improving cost development reflecting ongoing minor cost initiatives
- § Sharp reduction by 6% pts of cost ratio in the Czech Republic as a consequence of recent cost cutting measures (streamlining of distribution and administration)
- § Stable expense ratio in Slovakia
- § 10% pts decrease of expense ratio in Other CEE mainly due to economies of scale, supported by restructuring of new acquisitions

EUR mn	P&C		Life		Health	
	9M 06	9M 05	9M 06	9M 05	9M 06	9M 05
Net Earned Premiums:	1,690.5	1,330.0	1,673.5	1,548.1	222.8	215.9
Operating Expenses:¹	507.3	409.9	361.3	296.6	28.8	27.9
Ratio	30.0	30.8	21.6	19.2	12.9	12.9

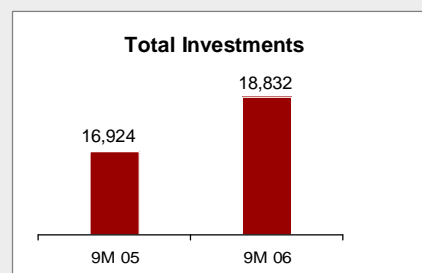
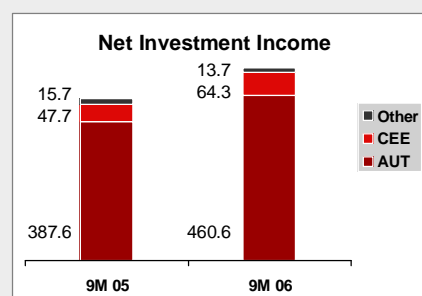
¹ incl. Other technical result (Other underwriting profits and expenses)

9M 2006 P&L Major Items – Net Investment Income

Supported by trading gains during all 3 quarters (€mn)

24

- § Increase in Net Investment Income by 19.4% to €538.6mn as a result mainly of trading gains in Austria; this also includes EUR 14.2mn from inclusion of Housing Societies. 9M 05 also included €41mn one-off gain from sale of stake in Investkredit bank
- § In the Czech Republic increase by 51.5% as a result of consolidation of CPP and trading gains
- § Slovakia almost flat with +5.0%
- § Increase in Other CEE by 36.3% as a result of consolidation of new acquisitions



9M 2006 P&L – Business Segments

Property & Casualty, IFRS (€mn)

25

	9M 2006	9M 2005	+/-%
1. Gross written premiums	2,413.8	1,998.9	20.8
2. Net earned premiums	1,690.5	1,330.0	27.1
3. Net investment income	94.6	58.8	60.9
4. Other income	26.2	17.5	49.7
Total income	1,811.3	1,406.3	28.8
6. Expenses for claims incurred	-1,132.9	-869.5	30.3
7. Operating expenses	-452.7	-353.8	27.9
8. Other expenses	-80.9	-72.0	12.4
Total expenses	-1,666.6	-1,295.3	28.7
Profit before tax	144.7	111.0	30.4

9M 2006 P&L – Business Segments

Life, IFRS (€mn)

26

	9M 2006	9M 2005	+/-%
1. Gross written premiums	1,681.8	1,560.6	7.8
2. Net earned premiums	1,673.5	1,548.1	8.1
3. Net investment income	436.2	377.3	15.6
4. Other income	12.5	7.7	62.7
Total income	2,122.2	1,933.1	9.8
6. Expenses for claims incurred	-1,677.2	-1,566.9	7.0
7. Operating expenses	-341.3	-280.6	21.6
8. Other expenses	-29.8	-22.5	32.3
Total expenses	-2,048.3	-1,870.0	9.5
Profit before tax	73.9	63.1	17.0

9M 2006 P&L – Business Segments

Health, IFRS (€mn)

27

	9M 2006	9M 2005	+/-%
1. Gross written premiums	225.0	218.5	3.0
2. Net earned premiums	222.8	215.9	3.2
3. Net investment income	7.9	15.0	-47.3
4. Other income	0.0	0.0	n/a
Total income	230.7	230.9	-0.1
6. Expenses for claims incurred	-189.8	-189.4	0.2
7. Operating expenses	-28.1	-27.4	2.2
8. Other expenses	-0.7	-0.4	62.2
Total expenses	-218.6	-217.3	0.6
Profit before tax	12.1	13.6	-10.8

9M 2006 P&L - Split by Regions (I)

Regional segments, IFRS (€mn)

28

	Austria			Czech Republic			Slovakia		
	9M 2006	9M 2005	+/-%	9M 2006	9M 2005	+/-%	9M 2006	9M 2005	+/-%
1. Gross written premiums	2,550.2	2,447.5	4.2	775.3	654.5	18.5	287.1	252.7	13.6
2. Net earned premiums	2,216.2	2,116.1	4.7	595.0	487.9	22.0	203.5	164.0	24.1
3. Net investment income	460.6	387.6	18.8	29.4	19.4	51.5	12.5	11.9	5.0
4. Other income	5.5	9.6	-42.7	12.3	4.7	>100	5.2	2.1	>100
Total income	2,682.3	2,513.2	6.7	636.7	512.0	24.4	221.1	177.9	24.3
6. Expenses for claims incurred	-2,066.5	-1,949.5	6.0	-432.8	-328.8	31.6	-129.7	-99.9	29.9
7. Operating expenses	-442.2	-419.4	5.4	-132.5	-114.0	16.2	-42.9	-40.3	6.4
8. Other expenses	-21.9	-17.9	22.4	-32.9	-38.0	-13.3	-28.1	-16.3	72.7
Total expenses	-2,530.6	-2,386.7	6.0	-598.2	-480.8	24.4	-200.7	-156.4	28.3
Profit before tax	151.8	126.5	19.9	38.5	31.2	23.7	20.5	21.4	-4.6
Combined Ratio	95.8%	97.5%		101.1%	95.7%		84.4%	83.9%	

9M 2006 P&L - Split by Regions (II)

Regional segments, IFRS (€mn)

29

	Other CEE			Other			TOTAL		
	9M 2006	9M 2005	+/-%	9M 2006	9M 2005	+/-%	9M 2006	9M 2005	+/-%
1. Gross written premiums	549.0	223.9	>100	159.0	199.5	-20.3	4,320.6	3,778.1	14.4
2. Net earned premiums	433.2	145.4	>100	139.0	180.8	-23.1	3,586.8	3,094.0	15.9
3. Net investment income	22.4	16.4	36.3	13.7	15.7	-12.7	538.6	451.0	19.4
4. Other income	12.2	6.4	91.2	3.5	2.5	42.3	38.7	25.2	53.7
Total income	467.9	168.2	>100	156.2	199.0	-21.5	4,164.2	3,570.3	16.6
6. Expenses for claims incurred	-255.1	-93.5	>100	-115.8	-154.1	-24.9	-2,999.9	-2,625.7	14.3
7. Operating expenses	-185.6	-65.7	>100	-19.0	-22.5	-15.7	-822.0	-661.9	24.2
8. Other expenses	-16.3	-10.3	59.0	-12.3	-12.6	-2.6	-111.5	-95.0	17.4
Total expenses	-457.0	-169.4	>100	-147.1	-189.3	-22.3	-3,933.5	-3,382.6	16.3
Profit before tax	10.8	-1.1	n/a	9.1	9.7	-5.9	230.7	187.7	22.9
Combined Ratio	100.6%	114.2%		86.4%	87.0%		97.0%	96.2%	

Change in Goup Shareholders' Equity / APE

IFRS (€mn)

30

	1.1. - 30.9.2006	1.1. - 30.9.2005
Equity as of 1 January	2.059.332	913.778
Currency changes	2.066	5.659
Changes to shares	2.113	-4.672
Unrealised gains and losses on financial instruments available for sale	-56.687	90.682
Profit for the quarter	189.389	141.276
Dividend payment	-63.585	-42.864
Equity as of 30 September	2.132.628	1.103.859

APE Life & Health	9M 06	9M 05	+/-%
Austria, Germany	176.7	169.0	4.6%
CEE (CZ, SK)	26.4	33.1	-20.2%
	203.1	202.1	

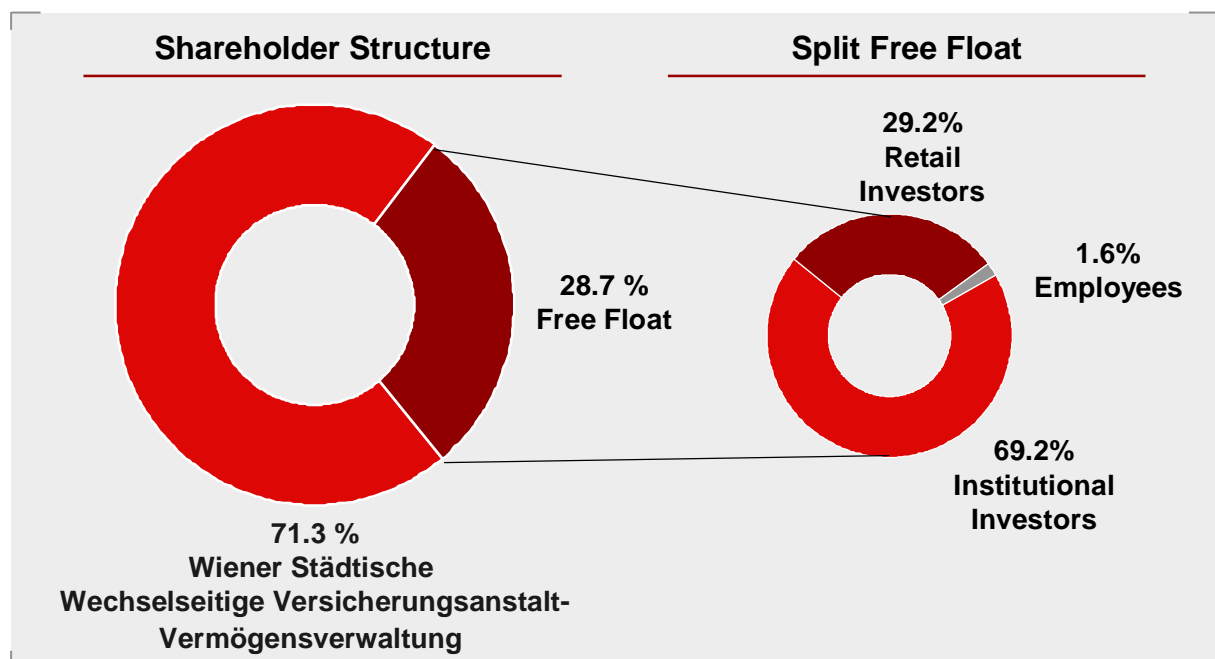
9M 2006 Exchange Rates

Country	Curr.	9M 2006		9M 2005	
		Balance Sheet EUR	P & L EUR	Balance Sheet EUR	P & L EUR
Bulgaria	BGN	0.511300	0.511300	0.511274	0.511300
Croatia	HRK	1.475579	1.460814	0.134535	0.135894
Liechtenstein	CHF	0.629683	0.638430	0.642632	0.645745
Poland	PLN	0.251807	0.255649	0.255200	0.246378
Romania	RON	0.282789	0.282393	0.280875	0.276602
Serbia	CSD	0.012195	0.011689	0.011770	0.011840
Slovakia	SKK	0.026749	0.026552	0.025780	0.025884
Czech Republic	CZK	0.035303	0.035163	0.033838	0.033399
Hungary	HUF	0.003663	0.003765	0.004006	0.004052

Shareholder Structure (I)

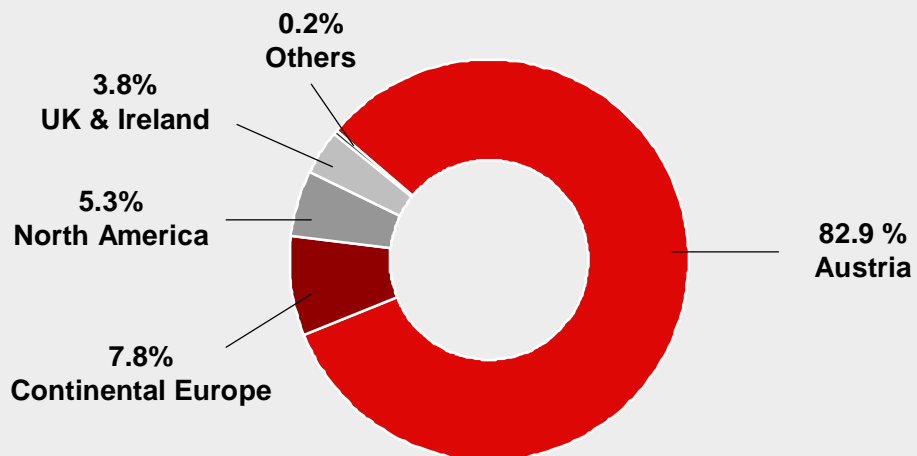
Total number of shares 105,000,000

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Shareholder Structure (II)

Geographical Split



Contact Details



Investor Relations

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Wiener Städtische Versicherung AG Vienna Insurance Group

Schottenring 30, 1010 Vienna, Austria
www.wienerstaedtische.com

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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