



## **VIG – The CEE Insurance Play**

---

Erste Group Austrian Investor Conference – New York,  
1 December 2008

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Value creation

**D** Progressing on the path of growth

**E** 9M 2008 results - highlights

**F** Appendix

# Investment Proposition at a Glance

VIG set two strategic milestones

A 3

Milestone 1

## § VIG - Pioneer in CEE; start of expansion in 1990

- “Big fish in a small pond”
- Going east immediately after the fall of the iron curtain due to potential of emerging markets and proximity

Story

## § VIG - Progressing on the path of growth

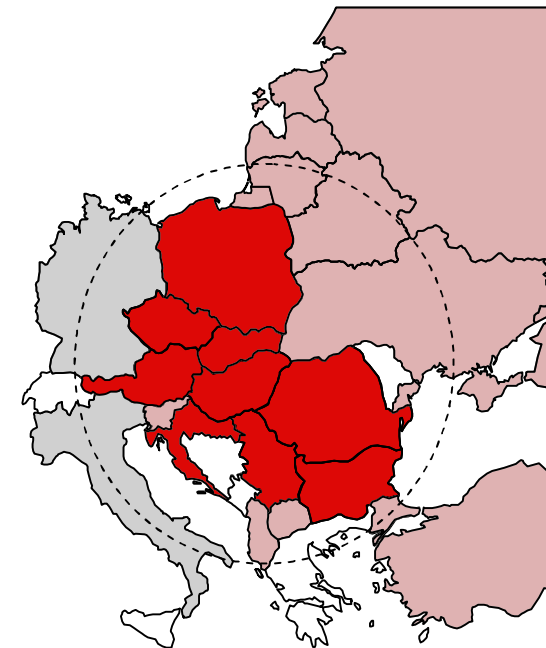
- Successful track record in exploiting growth potentials
- Continuous expansion of its business areas and geographic regions
- 13.3% market share in CEE<sup>1</sup> – clear no. 1

Milestone 2

## § VIG - Accelerating in life

- Long-term distribution agreement / acquisition of Erste Bank insurance operations
- VIG is already among top life insurers
- Taking on leadership in life insurance

## Footprint



● Core Markets

§ YE 2007: CEE share already 43% of premiums

1: CEE is defined as: Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Slovakia

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Value creation

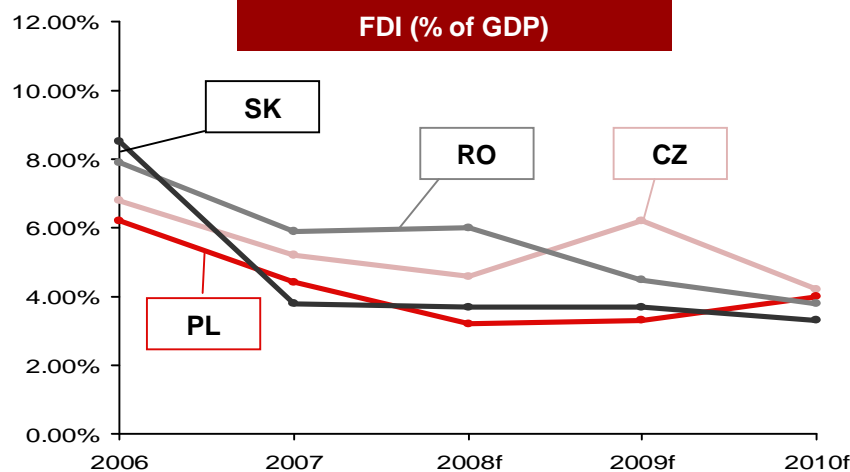
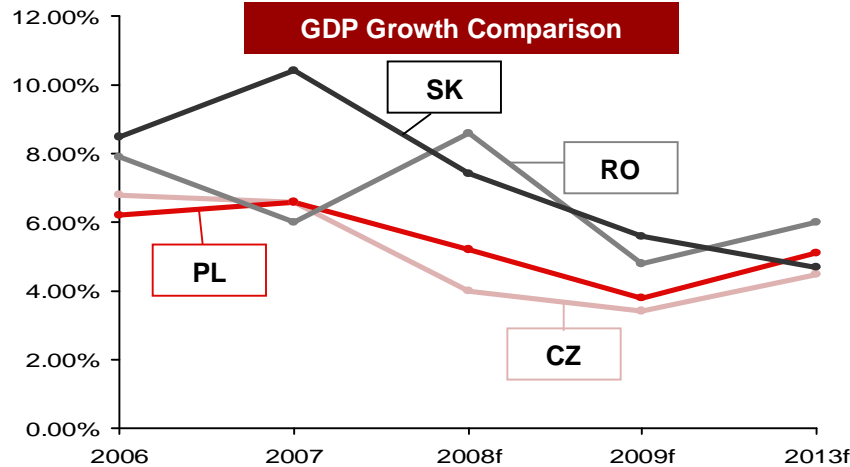
**D** Progressing on the path of growth

**E** 9M 2008 results - highlights

**F** Appendix

# Macro Environment in CEE Countries

Recent forecasts confirm: CEE growth to outperform EU-15 levels



Source: Real GDP growth: IMF World Economic Outlook; FDI: Unicredit Group CEE Quarterly Q4 2008

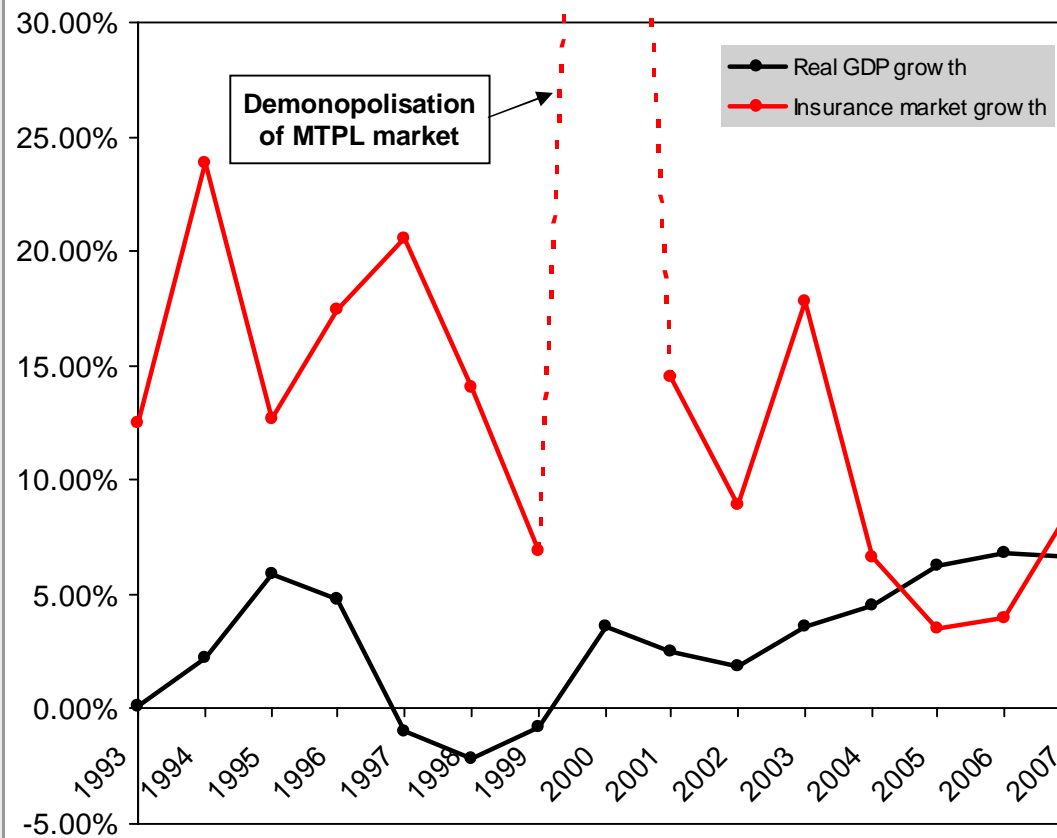
## Comments

- § Latest revised GDP growth projections by European commission for VIG CEE core markets (except Hungary) still at 3.5 – 5.0%
- § FDI into CEE to be maintained as largely influenced by dedicated EU funds for infrastructure and defined economic sectors
- § Local insurance premiums are invested in local assets – natural hedge

# Czech Insurance Demand History

Strong demand for insurance also when economy was weak

## Real GDP Growth vs. Insurance Market Growth<sup>1</sup>



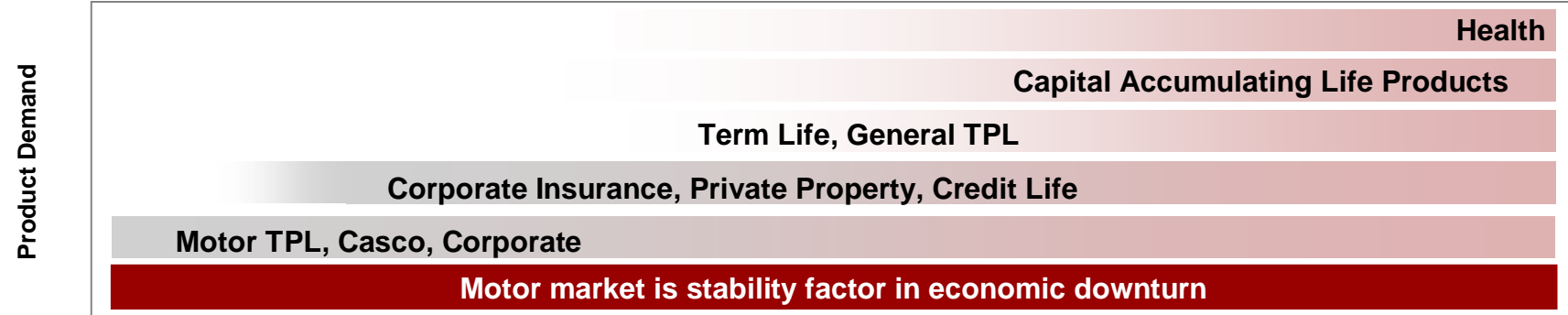
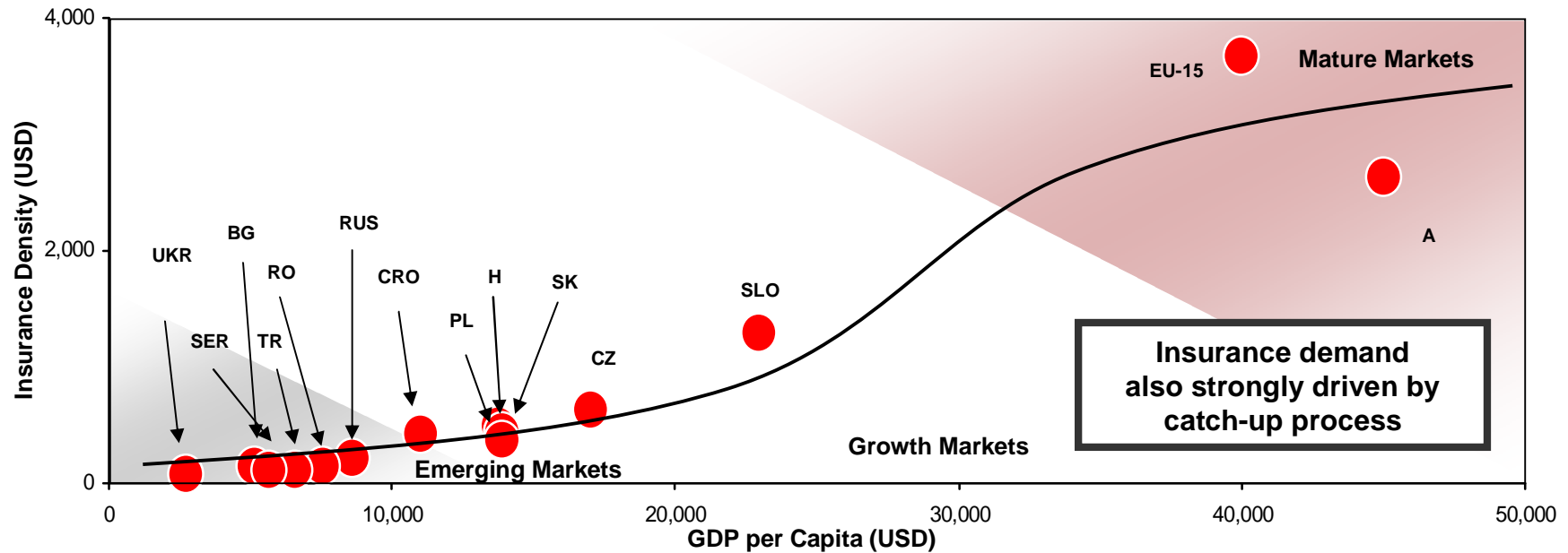
## Comments

- § Czech Republic showed sound insurance demand even in times of economic recession in the late 90ies
- § Corporate business was stable – e.g. fire policies not cancelled
- § Upcoming SME sector with need for new insurance packages
- § Motor TPL is major stability factor
- § 2005/06: after EU entry of CZ, fronting business lost to international programmes
- § Most CEE markets still largely dominated by motor business which is stable factor in economic downturn

<sup>1</sup> Source: GDP growth: IMF World Economic Outlook; Insurance market growth: Axco

# CEE Region Offers Multiple Growth

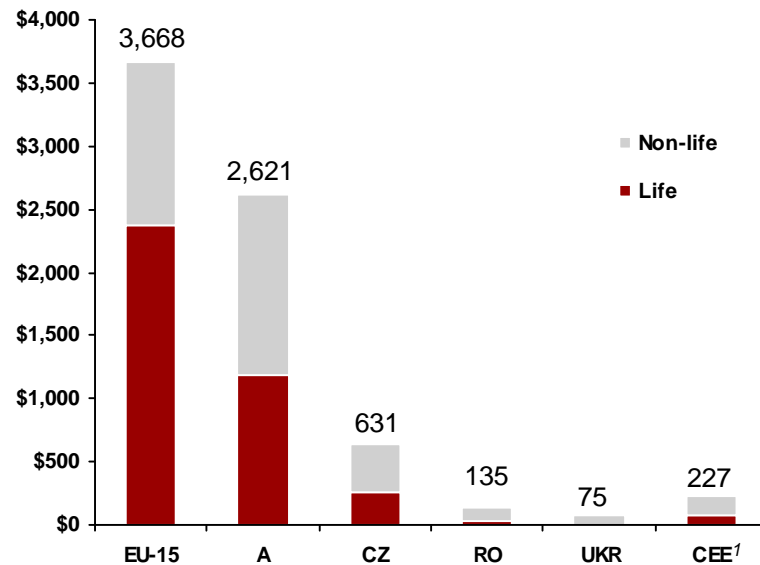
Insurance density and product demand correlate with GDP growth



# Catch-Up Potential in CEE

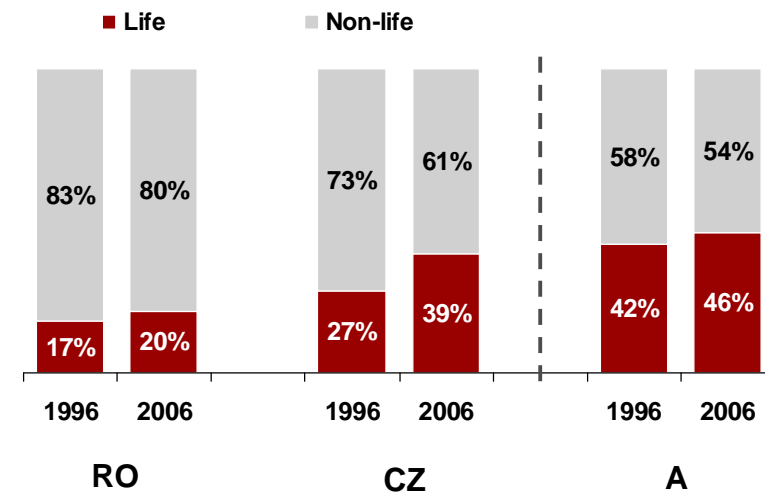
Potential both in Non-life and Life

## Insurance Density 2007



- § VIG core markets still underpenetrated in insurance
- § Genuine demand driven by catch-up process in CEE
- § Still strong growth potential also in Austria mainly in life

## Proportion of NL & L in CEE Markets



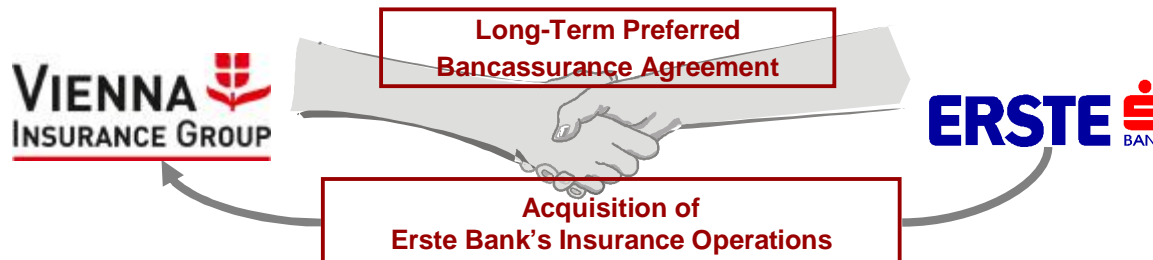
- § Life gaining importance in mature markets
- § Strong growth rates in life in immature markets
- § In EU-15 about 2/3 of insurance market is life business
- § In advanced markets major part of life insurance distributed via bancassurance

1: Weighted average; CEE is defined as Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania, Serbia, Slovakia, Slovenia, Turkey and Ukraine



# Acquisition of s Versicherung

A deal to reap CEE growth potential



- § Long-term agreement: 15 years plus renewal for 10 years
- § VIG successfully diversifies its distribution channels in core markets
- § Erste Bank's distribution system is a perfect fit for VIG
- § Erste Bank targets strong increase in its penetration of retail clients with insurance products

## Erste Bank Strengths

- § Largest retail bank in the CEE region
- § More than 16mn customers and 2,900 branches in home market of 120mn people
- § s Versicherung already integrated in Erste Bank IT systems – easy data handling

- § Local mutual distribution agreements concluded, supporting original business plans for s Versicherung at time of acquisition
- § GWP of s Versicherung Group amounted to € 1.0bn (+33.4%) in 9M 2008; contribution to VIG premium volume in Q3 2008 € 172.9mn
- § Continuous coordination between VIG and Erste Bank management focusing on marketing, sales support, product development and asset management

**Mutuality is the key success factor for the cooperation**

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Value creation

**D** Progressing on the path of growth

**E** 9M 2008 results - highlights

**F** Appendix

# VIG Management Approach

Success in CEE is based on three cornerstones

## Steering Approach

- § Each board member of VIG parent has direct responsibility for CEE countries
- § VIG board members closely involved in management of subsidiaries to build up know how and for quick decisions
- § Local incumbent management is responsible for sales and profitability - usually one board member delegated from Austria
- § Capital
  - available capital concentrated at parent level
  - allocation to Group companies according to their needs to fund organic growth

## Multi-Brand



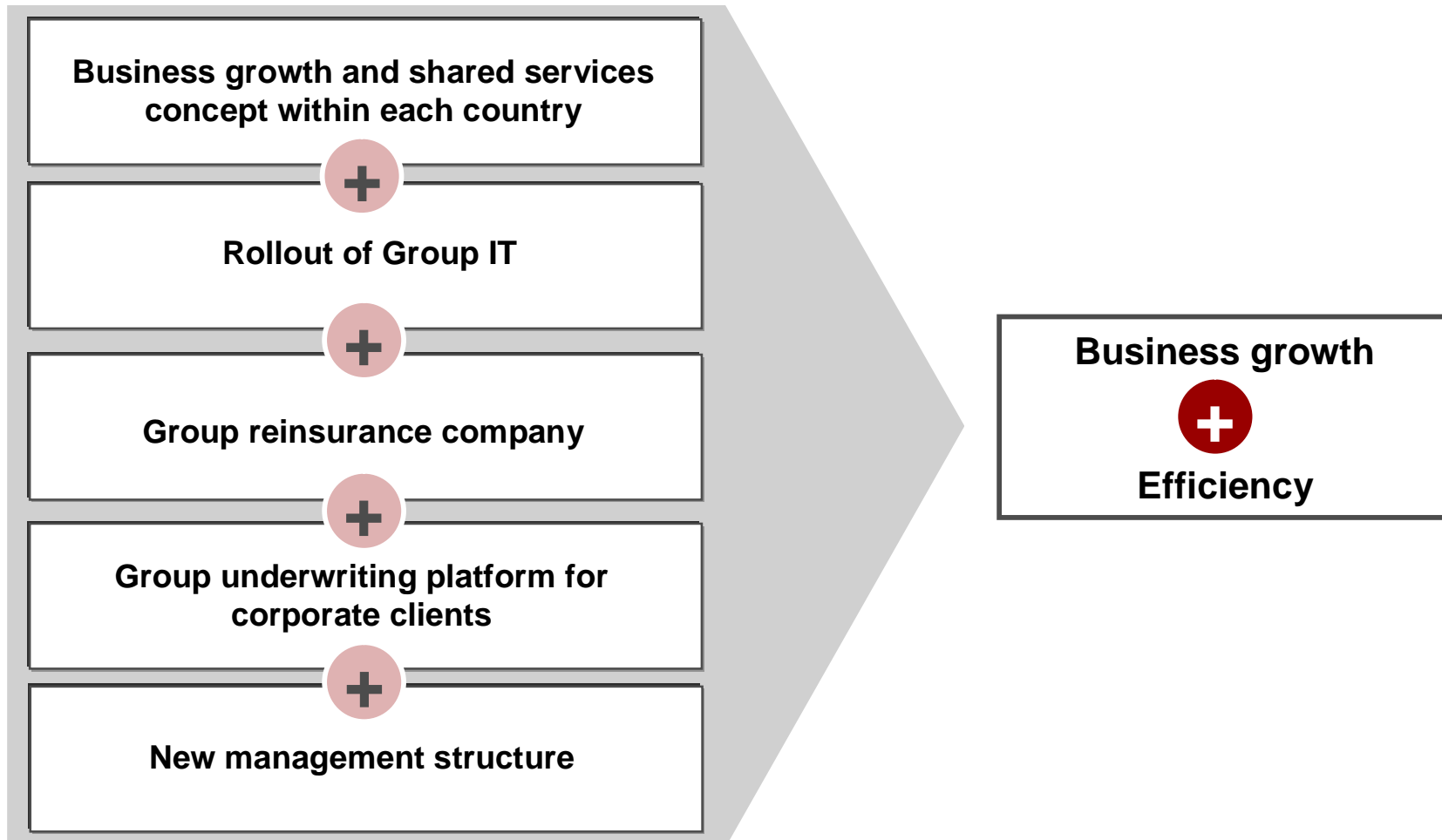
## Multi-Channel

	Tied agents	Banks	Brokers	Other
A	ü	ü	ü	ü
CZ	ü	ü	ü	ü
SK	ü	ü	ü	ü
RO	ü	ü	ü	ü
CRO	ü	ü	ü	ü
H	ü	ü	ü	ü
SER	ü	ü	ü	ü
UKR	ü	ü	ü	ü

These three cornerstones differentiate VIG from most of its competitors

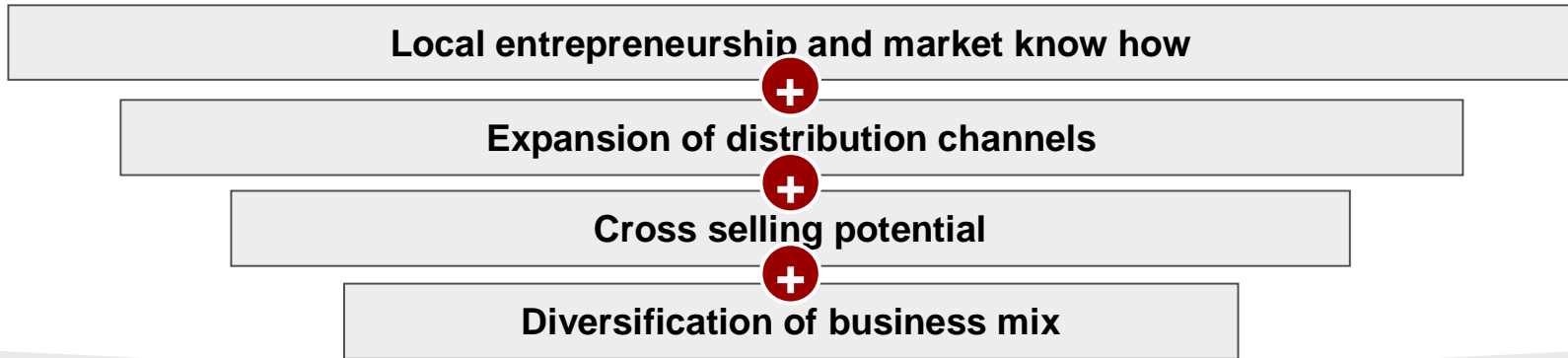
# Group Wide Initiatives

Measures to enhance future performance

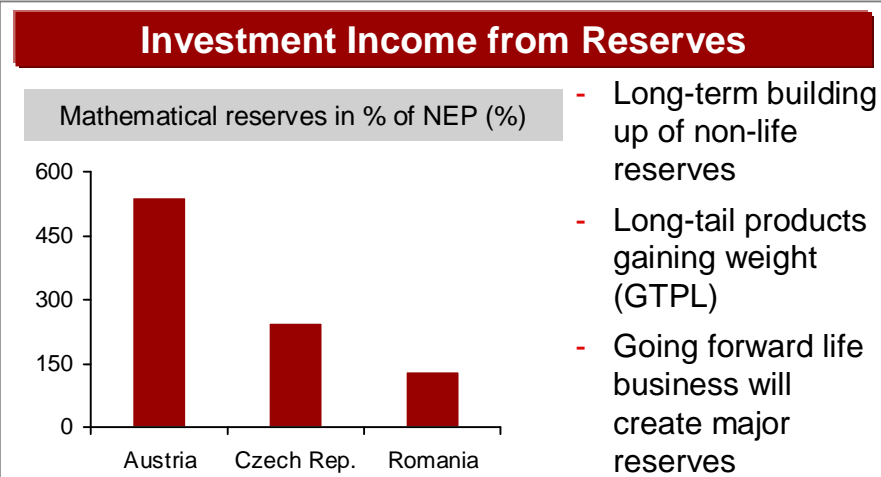
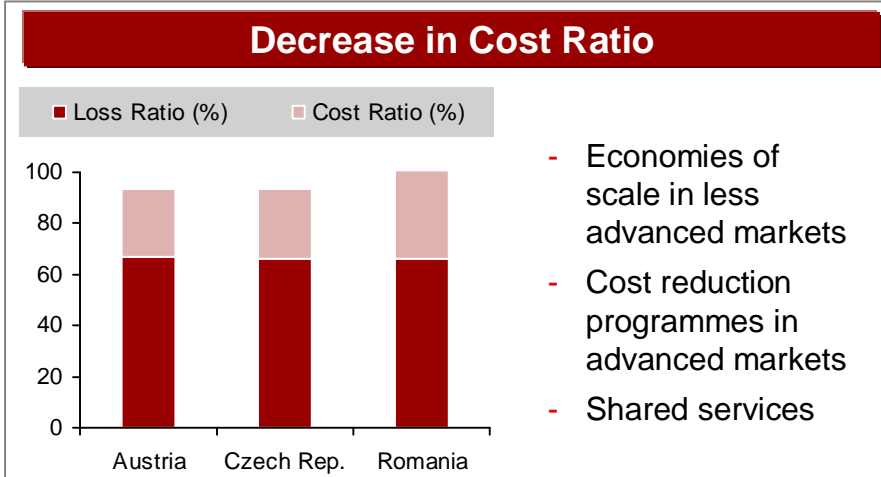


# Value Drivers in CEE

Business growth, cost ratio and investment income



## Value Creation



# VIG – Exploiting the Potential

Building on market shares – tremendous expansion

## Development of Market Shares

Poland	YE 05	YE 07	6M 08 <sup>1</sup>
Total Market	3.2%	5.1%	<b>5.0%</b>

## Development of Premium Volume (€mn)

Poland	YE 05	YE 07	9M 08
Total	74,1	543.1	609.1
TU PZM	1.4	7.4	35.0

Romania	YE 05	YE 07	6M 08 <sup>1</sup>
Total Market	19.5%	27.8%	<b>30.8%</b>

Romania	YE 05	YE 07	9M 08
Total	136.2	413.5	494.8

Ukraine	YE 05	YE 07	6M 08 <sup>1</sup>
Total Market	0.4%	2.6%	<b>3.3%</b>
Motor Market	n.a.	12.5%	<b>12.1%</b>

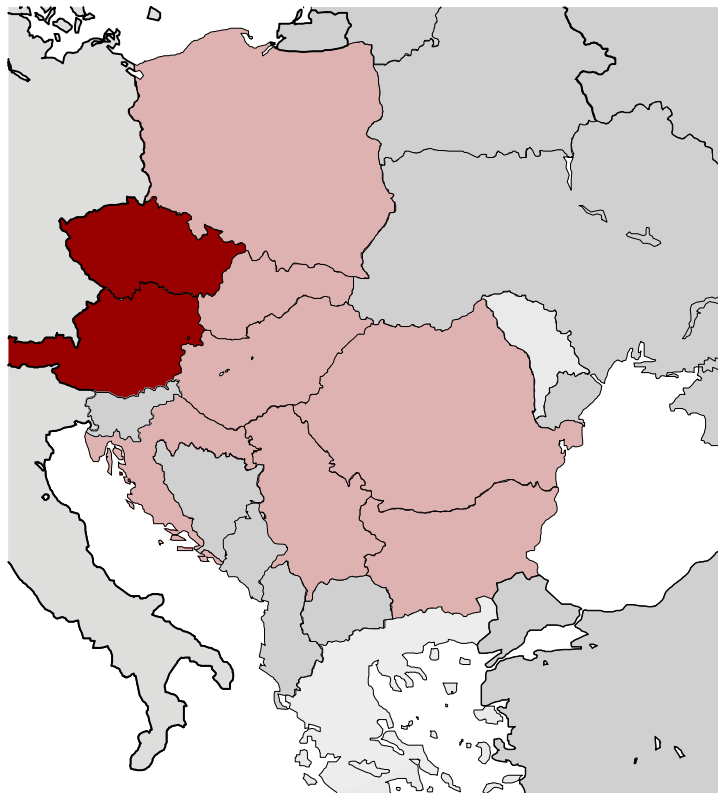
Ukraine	YE 05	YE 07	9M 08
Total	7.0	26.0	33.0

<sup>1</sup>: 9M 2008 market data not yet available

# Measures to Enhance Performance (I)

Long-term process to enhance operational efficiency

## IT Restructuring in VIG



● Rollout plan for 2008-2010

## VIG IT Strategy

2008

- § Fast expansion of VIG resulted in higher Group IT complexity:
  - 23 countries, 20 currencies, 21 languages
  - 45 companies with individual organisation

- § One integrated Group insurance IT system
- § Modular rollout plan for 2008-2010 to 21 companies in 7 countries to assure appropriate IT standard within Group
- § Interim systems harmonized to 2 legacy systems

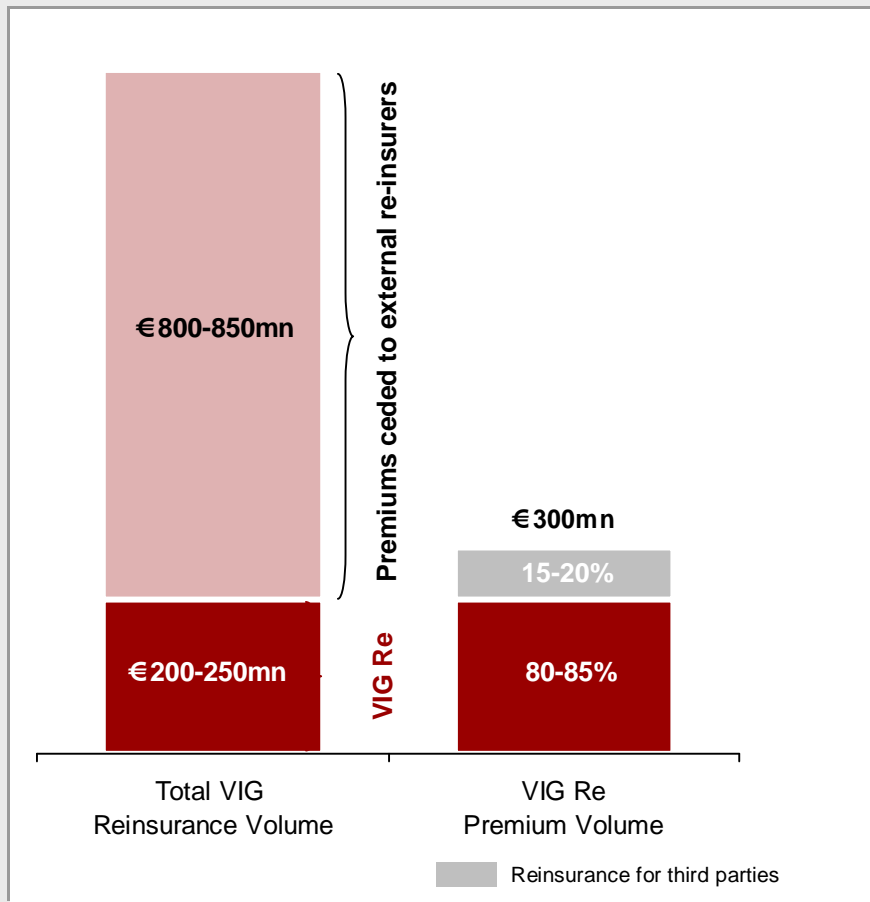
2012

**Set the basis for long-term cost containment and product development**

# Measures to Enhance Performance (II)

## Set-up of a CEE reinsurance company

### VIG Re – 3 Year Business Plan



### Key Considerations

- § Levering longstanding market knowledge and strong CEE footprint – incorporated in Czech Republic
- § Pooling of VIG reinsurance volume in order to avoid inefficiencies
- § VIG Re to cover only moderate insurance risks, e.g. no exposure to natural disasters
- § Premium volume of about € 300mn expected by 2011
- § Equity of € 100mn; RoE of ~20% after 3 years



# Measures to Enhance Performance (III)

VIU – Group platform for multinational corporates

C 17

## Vienna International Underwriters

**VIENNA INTERNATIONAL  
UNDERWRITERS**



**One  
global brand for  
corporate clients**

**Cost efficient Group  
network to increase  
local  
business**

**Tailor-made  
transnational  
solutions for  
corporate clients**

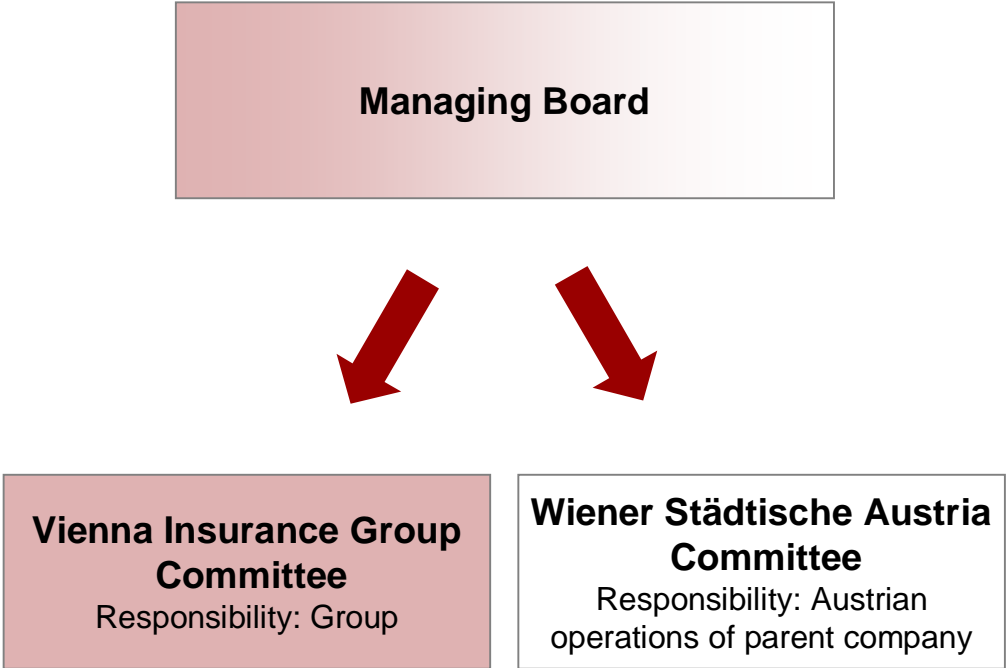
**Building of a global brand for better recognition and to ensure best-practice approach and know how transfer among Group members**

## Features

- § Increasing demand for insurance solutions for large corporate clients in CEE
- § Target group are top 250 corporate clients in CEE countries
- § Focus on property insurance
- § Underwriting guidelines include:
  - Measurement and evaluation
  - Risk exposure monitoring
- § Distribution of services in close cooperation with qualified insurance brokers
- § VIU underwriting academy to train staff already launched

# Measures to Enhance Performance (IV)

## New management structure

Management Structure of VIG	Comments
 <pre> graph TD     MB[Managing Board] --&gt; VIGC[Vienna Insurance Group Committee Responsibility: Group]     MB --&gt; WSA[W Wiener Städtische Austria Committee Responsibility: Austrian operations of parent company]             </pre> <p><b>Managing Board</b></p> <p><b>Vienna Insurance Group Committee</b> Responsibility: Group</p> <p><b>Wiener Städtische Austria Committee</b> Responsibility: Austrian operations of parent company</p>	<ul style="list-style-type: none"> <li>§ Today VIG is operating in 23 countries with more than 50 companies and about 21,000 employees</li> <li>§ Vigorous growth over the past few years requires an amended, future-oriented form of management of the Group</li> <li>§ Increase of the managing board by 4 to reach 10 members</li> <li>§ Approved by the supervisory board, subject to the approval of the next AGM</li> </ul>

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Value creation

**D** Progressing on the path of growth

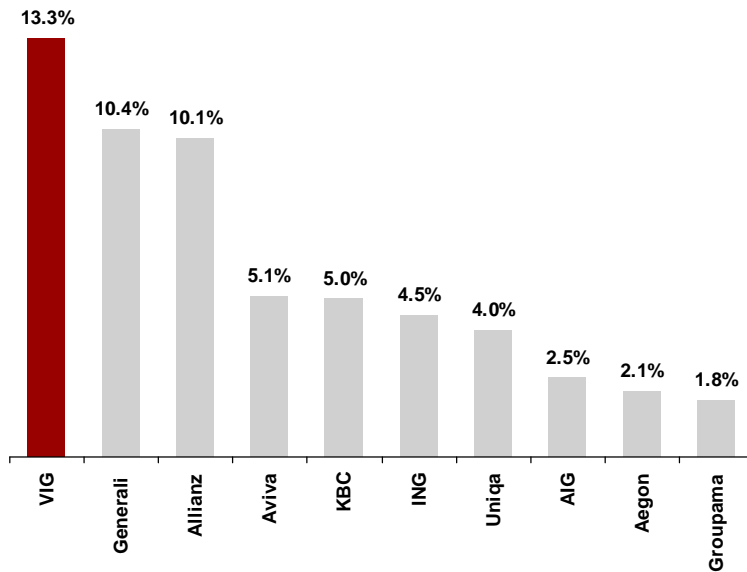
**E** 9M 2008 results - highlights

**F** Appendix

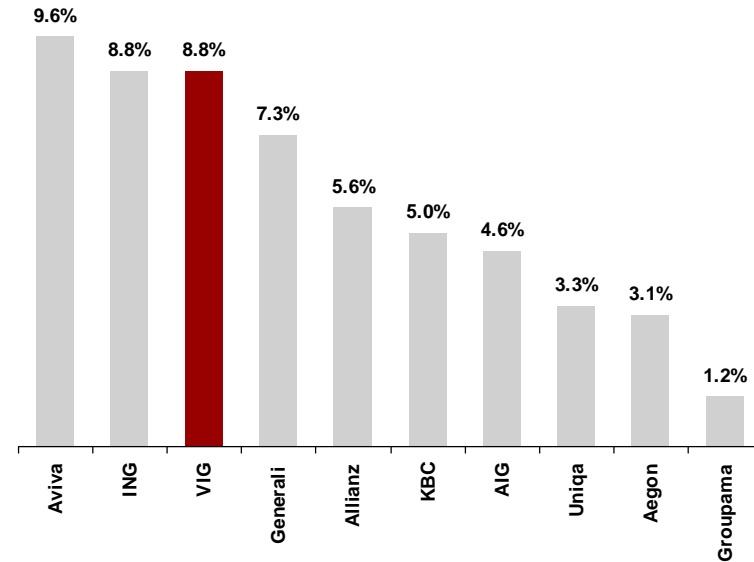
# Strengthening No.1 Position in CEE

Taking on leadership in life insurance

## Total Market Share in CEE<sup>1</sup>



## Market Share in CEE<sup>1</sup> Life



Source: National insurance associations of the respective countries as of 6M 2008

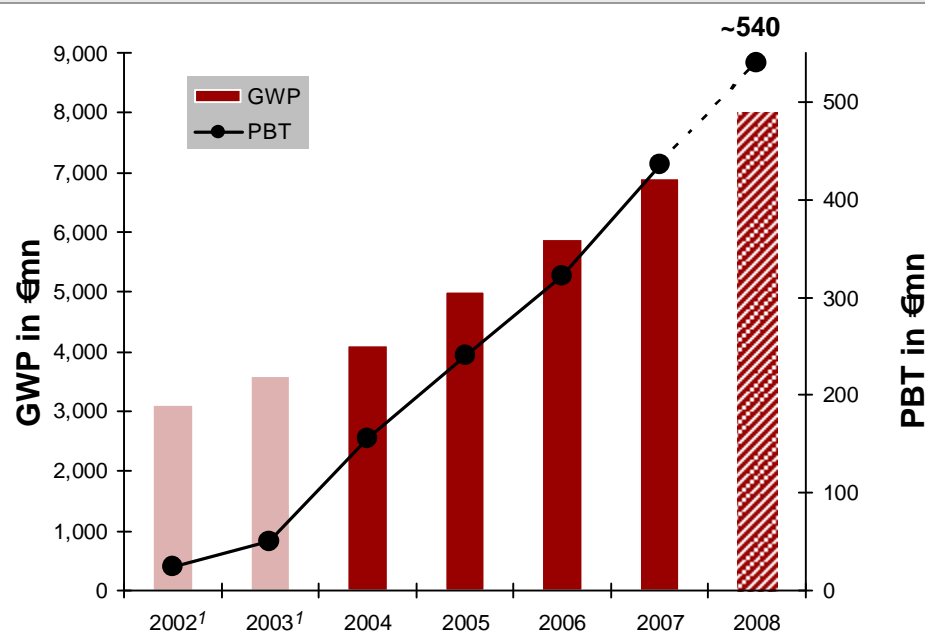
<sup>1</sup> CEE is defined as: Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania and Slovakia; interim data for Serbia n.a.

Note: All market shares in this presentation are based on industry statistics and define the markets from a production perspective. Please note that this perspective does not necessarily coincide with market definitions used for marketing research purposes, e.g. studies on customer demand, or merger control purposes.

# VIG Growth Strategy Delivers

Growth materialises in strong increase in profitability/outlook

## VIG's Path of Profitability/Outlook



**Profit before tax YE 2007: €437mn**

1: Figures for 2002 and 2003 according to Austrian Commercial Code, thereafter IFRS

## Comments

- § PBT target of EUR ~ 540mn for year 2008 maintained, subject to further development of capital markets in Q4
- § Management aims to achieve PBT in 2009 at least on the level of 2008 or better provided that capital markets show upturn
- § Shaky situation of capital markets does not allow for firm establishment of medium term targets
- § Unchanged dividend payout of EUR 1.1 per share despite 22% SPO in May 2008

- VIG dividend policy is defined as a payout ratio of min. 30% of Group net profit
- It is company philosophy to keep the combined ratio well below 100% throughout the business cycle

# VIG - Progressing on the Path of Growth

## VIG outperformed own commitments

D 22

### Undertakings

- § Expansion of its position in Austria
- § Expansion of CEE business through acquisitions and organic growth
- § Become top 5 insurer in core markets
  - Benefit from multiple growth drivers of GDP, insurance (penetration/ density) and wealth composition
- § Improve geographical diversification
- § Increase of profitability

### Proof

- § Increased market share in Austria by more than 3% pts – VIG no. 1
- § CEE premium volume doubled
- § Ongoing expansion
- § Among top 5 insurers in nearly all core markets, top 3 position reached in 5 core markets
- § Share of Other CEE markets (incl. PL & RO) has overtaken Czech Republic and Slovakia, PL third largest market, RO third largest non-life market
- § EPS boosted despite SPO

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Value creation

**D** Progressing on the path of growth

**E** 9M 2008 results - highlights

**F** Appendix

## 9M 2008 Highlights (I)

VIG maintains strong capitalisation

§ Double digit premium growth in 9M and in Q3

§ In Q3 share of CEE business again more than 50 % of total premiums

§ Combined ratio (net) stable at 96%

§ Group equity stable at more than EUR 4bn

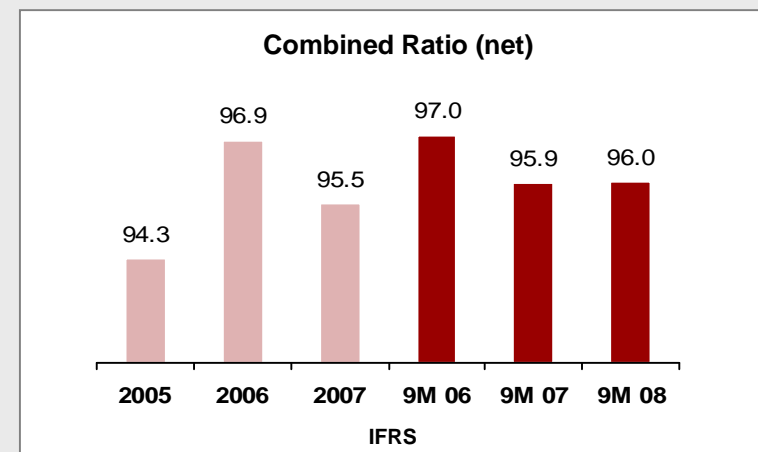
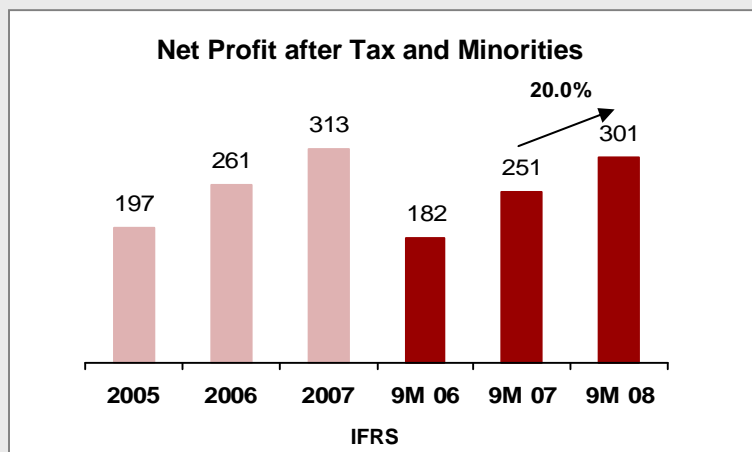
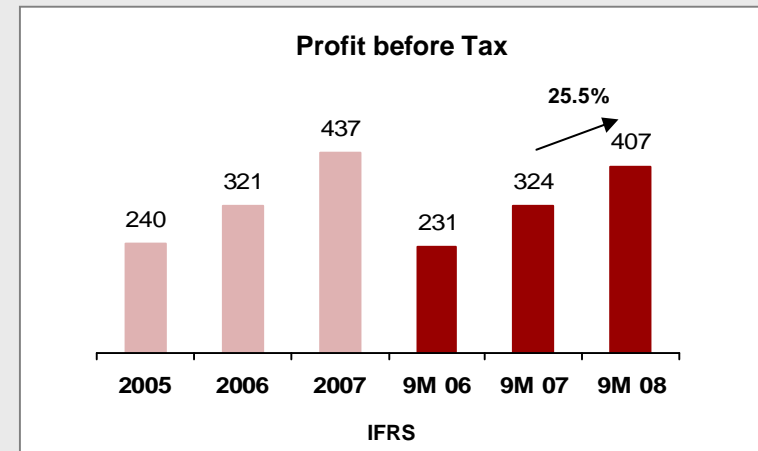
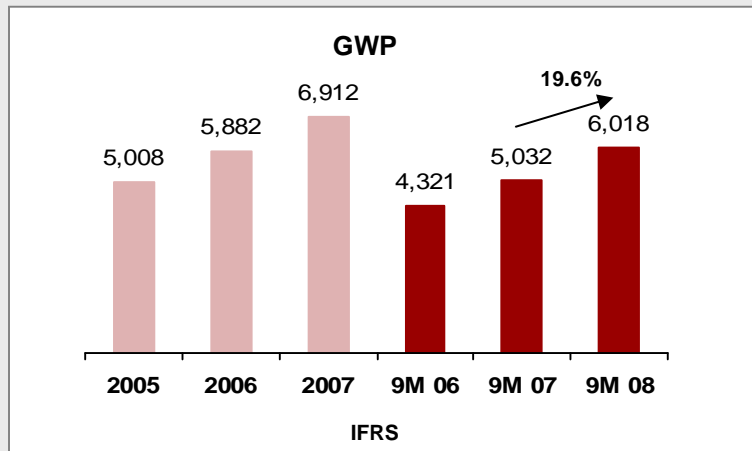
§ Stable outlook for 2008 – subject to further development of capital markets in Q4

§ Unchanged dividend of EUR 1.1 planned for 2008 despite 22% dilution from SPO in May

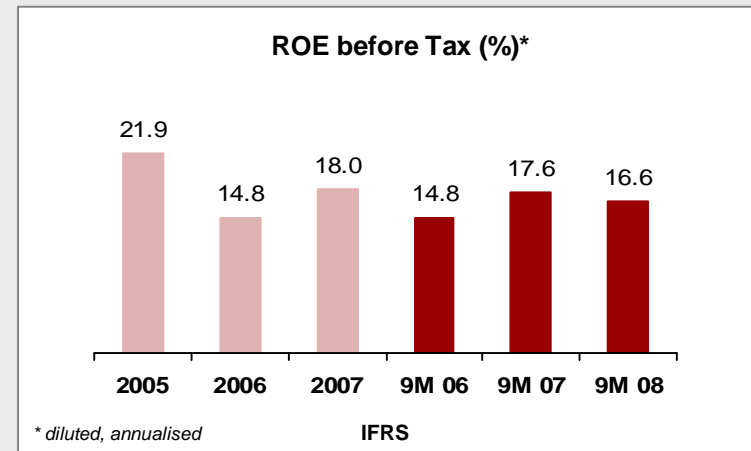
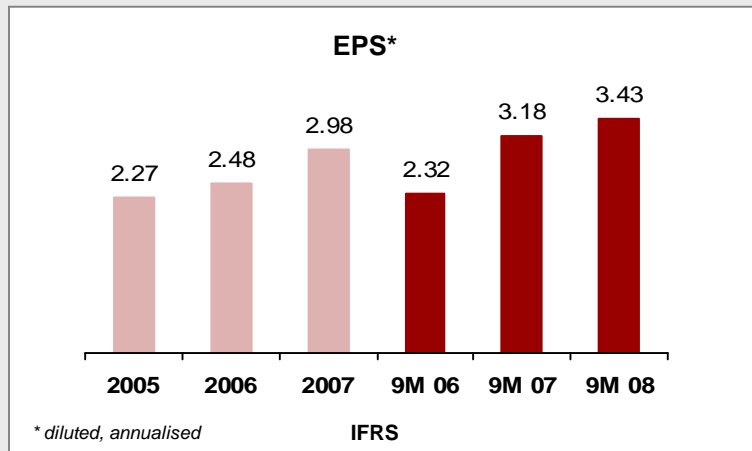


# 9M 2008 Highlights (II)

VIG with stable performance



# 9M 2008 Highlights (III)



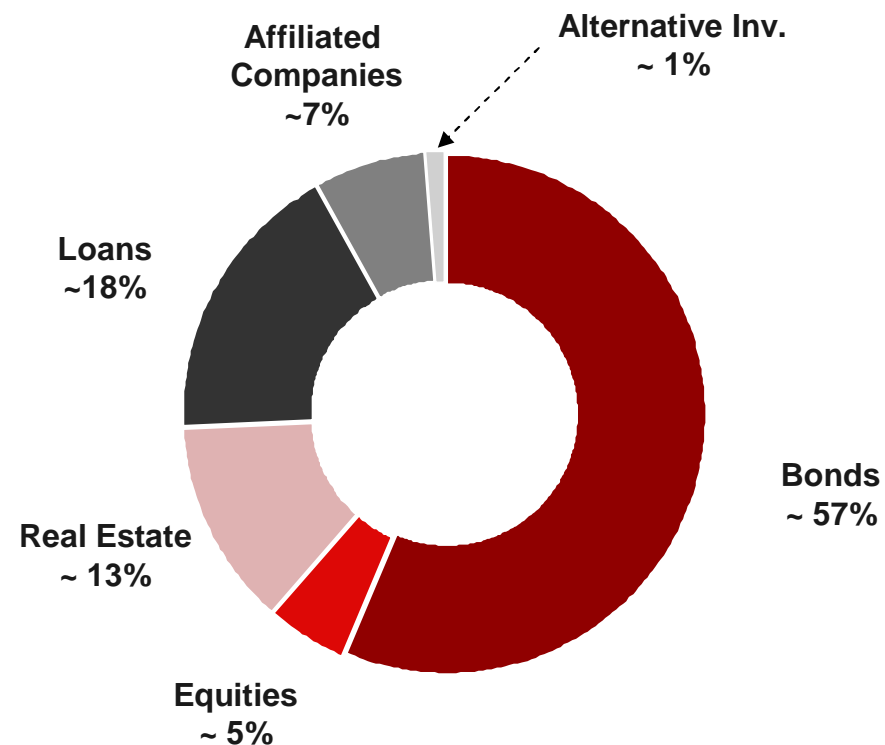
# 9M 2008 Investment Split

VIG follows a prudent investment policy – well diversified risks

## Investment policy

- § More than 50% of real estate with regulated Austrian housing societies; remainder also largely in Austria and property used by VIG itself
- § Bond portfolio well diversified, mainly in Western Europe
- § Investments mainly denominated in EUR; CEE premiums invested in local currencies, thus natural hedge
- § Risk exposure to Lehman and Iceland in total EUR ~80mn
- § VIG has no US-subprime investments, monolines or CDOs

## Portfolio Overview



**9M 2008 Total: EUR 24,221mn**

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Value creation

**D** Progressing on the path of growth

**E** 9M 2008 results - highlights

**F** Appendix

# 9M 2008 Income Statement

IFRS (€mn)

	9M 2008	9M 2007	+/-%
1. Gross written premiums	6,017.8	5,031.8	19.6
2. Net earned premiums	5,169.1	4,220.3	22.5
3. Net investment income	806.2	743.1	8.5
4. Other income	42.7	31.8	34.3
<b>Total income</b>	<b>6,018.0</b>	<b>4,995.2</b>	<b>20.5</b>
6. Expenses for claims incurred	-4,251.4	-3,567.4	19.2
7. Operating expenses	-1,191.5	-988.9	20.5
8. Other expenses	-168.4	-114.7	46.9
<b>Total expenses</b>	<b>-5,611.2</b>	<b>-4,671.0</b>	<b>20.1</b>
<b>Profit before tax</b>	<b>406.8</b>	<b>324.2</b>	<b>25.5</b>
Taxes	-77.8	-61.5	26.6
<b>Net profit before minorities (Profit for the period)</b>	<b>329.0</b>	<b>262.7</b>	<b>25.2</b>
Minorities	-28.0	-11.9	>100
<b>Net profit after minorites</b>	<b>301.0</b>	<b>250.8</b>	<b>20.0</b>

# 9M 2008 Balance Sheet

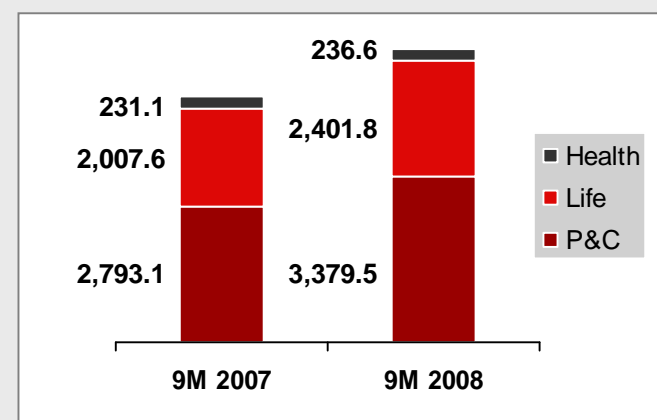
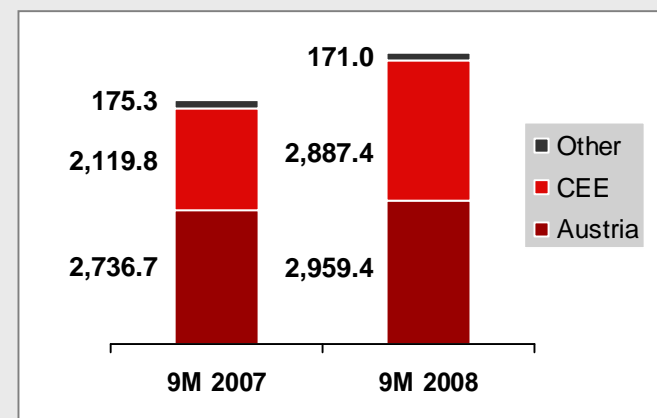
IFRS (€mn)

	9M 2008	YE 2007	+/- %
Intangible assets	1,222	525	>100
Total investments	24,221	20,171	20.1
Unit- and index-linked investments	3,567	3,066	16.3
Reinsurers' share in technical provisions	1,154	1,187	-2.7
Receivables	1,769	1,200	47.4
Deferred tax assets	112	34	>100
Other assets	246	285	-13.4
Cash and cash equivalents	781	278	>100
<b>Total assets</b>	<b>33,074</b>	<b>26,745</b>	<b>23.7</b>
Shareholders' equity	4,101	2,616	56.8
<i>thereof minorities</i>	257	277	-7.3
Subordinated liabilities	502	443	13.3
Technical provisions	21,413	17,092	25.3
Unit- and index-linked technical provisions	3,311	2,949	12.3
Non-technical provisions	742	795	-6.6
Liabilities	2,769	2,689	3.0
Deferred tax liabilities	153	81	88.9
Other liabilities	82	82	0.7
<b>Total liabilities and equity</b>	<b>33,074</b>	<b>26,745</b>	<b>23.7</b>

# 9M 2008 P&L Major Items – Gross Written Premiums

Sustained strong premium growth (€mn)

- § Group GWP gained 19.6% to €6,018mn
- § Austria: total GWP up 8.1% to reach €2,959mn. Life up 11.3% at €1,439mn; P&C up 5.8% at €1,284mn influenced by flat motor market (VIG still growing above market)
- § The Czech Republic saw GWP growing by 19.5% to €1,007mn with Life gaining 24.2% to reach €254.8mn and Non-life up 18.0% at €752.0mn
- § In Slovakia business grew by 16.5% to reach €422.8mn, with Life up 29.0% at €175.5mn and P&C up 9.1% at €247.4mn
- § Poland reached €609.1mn in total, up 55.9%, Non-life up 34.9% to €324.1mn, Life up 89.3% to €285.1mn
- § In Romania, VIG attained a premium volume of €494.8mn, an increase of 64.0% despite disposal of UNITA in Q3. Non-life was up 60.2% at €466.2mn and Life up 167.5% at €28.6mn (€18.8mn contribution from Asirom)
- § Substantial increase in Other CEE markets of 59.2% amounting to €353.9mn, with high double digit organic growth
- § Other Markets attained GWP of €171.0mn, weaker by 2.4% due to volatility in single premium business

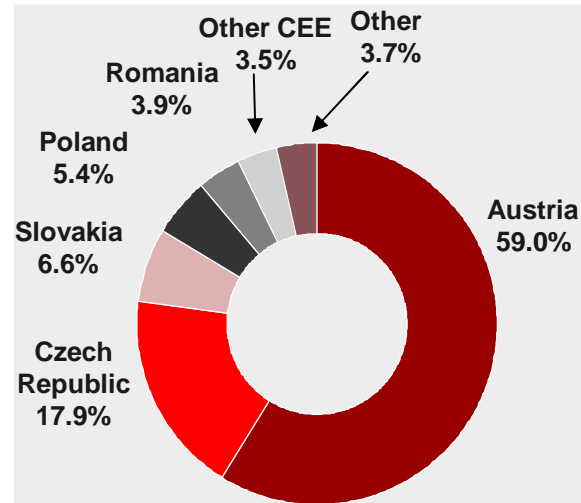


*Note: the following companies were not included in HY 2007: Jupiter, Globus, Kniazha (Ukraine), Ray Sigorta (Turkey) and Asirom (Romania); pro rata consolidation of TBIH insurance companies (Bulstrad, Helios) increased from 40% to 60%*

# Geographical Diversification Enhanced

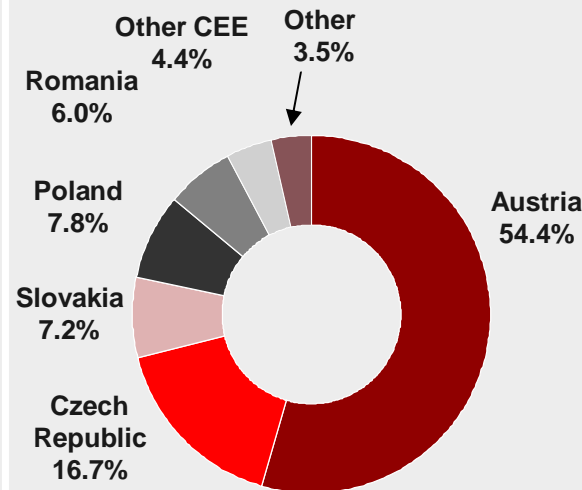
GWP split by region

**GWP by Geography 9M 06**



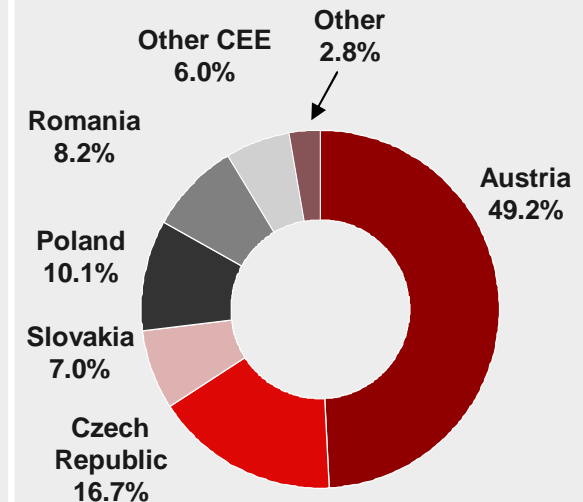
**9M 2006 Total: €4.3bn**

**GWP by Geography 9M 07**



**9M 2007 Total: €5.0bn**

**GWP by Geography 9M 08**



**9M 2008 Total: €6.0bn**

- § Poland and Romania have doubled their share
- § Other CEE substantially gaining weight
- § Czech Republic and Slovakia stable
- § VIIG steadily improving balance of its portfolio



# 9M 2008 P&L Major Items – Expenses for Claims Incurred

Loss ratio improving despite one-off effects in RO, SK

- § Group loss ratio (net) at 64.2% (down from 65.4% in 9M 2007 )
- § Austrian loss ratio lower by 3.0% pts at 64.8%, was affected by storms in early 2007
- § Czech Republic saw loss ratio improving by 4.7% pts to 63.7%, was also affected by storms in early 2007
- § In Slovakia loss ratio higher at 59.4% (9M 07: 53.8%) mainly due to increase of reserves for claims from former state monopoly (legal requirement)
- § Poland improving by 3.0% pts to 57.1% due to effective claims and risk management and benign motor pricing
- § Romania saw increase of claims ratio to 72.8% (down by 3 pts vs. 1st HY) influenced by motor business (in line with market trends) and one-off increase of claims reserve from Unita sales proceeds (5% pts, € 15mn)
- § Other CEE recorded slightly improving ratio of 61.2%, stable vs. 1st HY

EUR mn	P&C	
	9M 2008	9M 2007
Net Earned Premiums:	2,545.4	1,997.5
Expenses for Claims Incurred:	1,633.7	1,306.7
<b>Ratio</b>	<b>64.2%</b>	<b>65.4%</b>

# 9M 2008 P&L Major Items – Operating Expenses

Cost ratio slightly up due to acquisition expenses

- § Group cost ratio (net) increasing by 1.3% pts to reach 31.8% (vs. 32.5% in 1st HY)
- § Cost ratio in Austria up by 1.8% pts at 28.5% due to salary increases
- § Costs in the Czech Republic increased to 28.5% (vs. 30.0% in 1st HY) due to new IT roll-out expenses
- § Cost ratio in Slovakia down by 2.1% pts at 34.4% due to strict cost management and lower commissions
- § Poland showing higher cost ratio at 41.7% influenced by Religa tax issue
- § Romania recording substantial decrease to 31.8% thanks to scale effects
- § Cost ratio in Other CEE fairly stable at 42.2%

EUR mn	P&C	
	9M 2008	9M 2007
Net Earned Premiums:	2,545.4	1,997.5
Operating Expenses: <sup>1</sup>	809.6	609.7
<b>Ratio</b>	<b>31.8%</b>	<b>30.5%</b>

<sup>1</sup> incl. Other technical result (Other underwriting income and expenses)

# 9M 2008 P&L Major Items – Net Investment Income

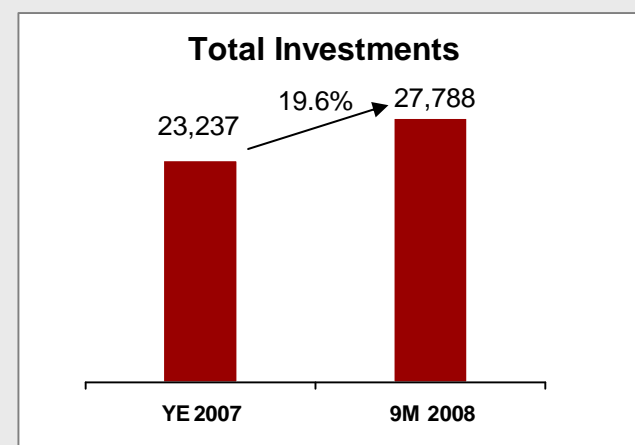
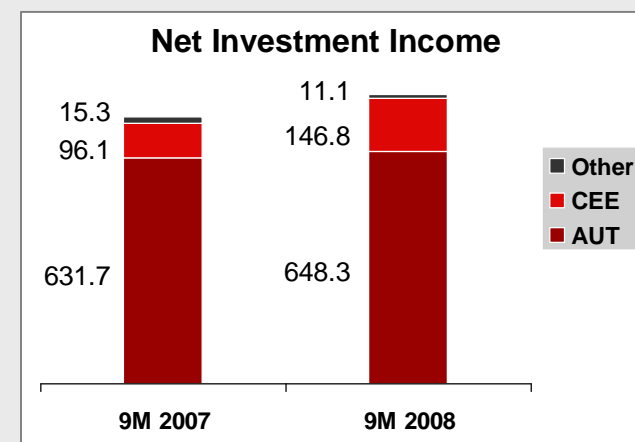
One-off gains balanced by market downturn (€mn)

§ Increase in Group Net Investment Income by 8.5% to € 806.2mn influenced mainly by

- one-off gains from sale of BACAV and UNITA
- adverse market conditions (interest rates, spreads, equities)
- higher realised losses mainly in bond portfolio
- lower payout by investment funds

§ Conservative investment policy, e.g. no US-subprime, no monolines or CDOs

	9M 2008	9M 2007
<b>Investment Income</b>	<b>1,519.7</b>	<b>979.7</b>
<i>thereof: Current Income</i>	865.6	642.3
<i>thereof: Investment income from disposal</i>	627.8	303.9
<b>Expenses for investments and interest</b>	<b>-713.5</b>	<b>-236.6</b>
<i>thereof: realised investment losses</i>	-241.9	-41.8
<i>thereof: depreciation of investments</i>	-176.9	-82.2
<b>Total</b>	<b>806.2</b>	<b>743.1</b>



# 9M 2008 P&L – Business Segments

Property & Casualty, IFRS (€mn)

	9M 2008	9M 2007	+/-%
1. Gross written premiums	3,379.5	2,793.1	21.0
2. Net earned premiums	2,545.4	1,997.5	27.4
3. Net investment income	234.0	132.7	76.3
4. Other income	28.1	19.2	46.4
<b>Total income</b>	<b>2,807.5</b>	<b>2,149.4</b>	<b>30.6</b>
6. Expenses for claims incurred	-1,633.7	-1,306.7	25.0
7. Operating expenses	-725.3	-552.1	31.4
8. Other expenses	-126.5	-81.3	55.6
<b>Total expenses</b>	<b>-2,485.5</b>	<b>-1,940.0</b>	<b>28.1</b>
<b>Profit before tax</b>	<b>322.0</b>	<b>209.3</b>	<b>53.8</b>

# 9M 2008 P&L – Business Segments

Life, IFRS (€mn)

	9M 2008	9M 2007	+/-%
1. Gross written premiums	2,401.8	2,007.6	19.6
2. Net earned premiums	2,389.4	1,993.9	19.8
3. Net investment income	564.2	598.8	-5.8
4. Other income	14.6	12.6	15.5
<b>Total income</b>	<b>2,968.2</b>	<b>2,605.4</b>	<b>13.9</b>
6. Life benefits	-2,410.5	-2,064.9	16.7
7. Operating expenses	-435.2	-406.7	7.0
8. Other expenses	-41.2	-31.4	31.4
<b>Total expenses</b>	<b>-2,886.9</b>	<b>-2,502.9</b>	<b>15.3</b>
<b>Profit before tax</b>	<b>81.4</b>	<b>102.4</b>	<b>-20.5</b>

# 9M 2008 P&L – Business Segments

Health, IFRS (€mn)

	9M 2008	9M 2007	+/-%
1. Gross written premiums	236.6	231.1	2.4
2. Net earned premiums	234.2	228.9	2.3
3. Net investment income	8.0	11.5	-30.5
4. Other income	0.0	0.0	0.0
<b>Total income</b>	<b>242.3</b>	<b>240.5</b>	<b>0.8</b>
6. Expenses for claims incurred	-207.2	-195.9	5.8
7. Operating expenses	-31.0	-30.1	3.0
8. Other expenses	-0.7	-2.0	-65.8
<b>Total expenses</b>	<b>-238.9</b>	<b>-228.0</b>	<b>4.8</b>
<b>Profit before tax</b>	<b>3.4</b>	<b>12.5</b>	<b>-72.6</b>

# 9M 2008 P&L - Split by Regions (I)

Regional segments, IFRS (€mn)

	Austria			Czech Republic		
	9M 2008	9M 2007	+/-%	9M 2008	9M 2007	+/-%
1. Gross written premiums	2,959.4	2,736.7	8.1	1,006.7	842.3	19.5
2. Net earned premiums	2,582.5	2,375.0	8.7	815.1	665.4	22.5
3. Net investment income	648.3	631.7	2.6	36.8	35.7	3.1
4. Other income	7.7	7.3	5.6	9.6	8.7	10.1
<b>Total income</b>	<b>3,238.5</b>	<b>3,014.0</b>	<b>7.4</b>	<b>861.4</b>	<b>709.8</b>	<b>21.4</b>
6. Expenses for claims incurred	-2,472.8	-2,331.7	6.1	-547.8	-462.4	18.5
7. Operating expenses	-488.5	-448.6	8.9	-202.4	-159.6	26.8
8. Other expenses	-35.7	-26.9	32.9	-40.7	-30.1	35.0
<b>Total expenses</b>	<b>-2,997.1</b>	<b>-2,807.2</b>	<b>6.8</b>	<b>-790.9</b>	<b>-652.1</b>	<b>21.3</b>
<b>Profit before tax</b>	<b>241.4</b>	<b>206.8</b>	<b>16.7</b>	<b>70.5</b>	<b>57.6</b>	<b>22.3</b>
<b>Combined Ratio</b>	<b>93.3%</b>	<b>94.5%</b>		<b>92.2%</b>	<b>95.5%</b>	

# 9M 2008 P&L - Split by Regions (II)

Regional segments, IFRS (€mn)

	Slovakia			Poland			Romania		
	9M 2008	9M 2007	+/-%	9M 2008	9M 2007	+/-%	9M 2008	9M 2007	+/-%
1. Gross written premiums	422.8	362.8	16.5	609.1	390.7	55.9	494.8	301.7	64.0
2. Net earned premiums	358.1	288.6	24.1	564.7	337.3	67.4	423.3	221.1	91.5
3. Net investment income	10.7	17.4	-38.2	8.3	18.5	-55.0	83.5	6.6	>100
4. Other income	2.8	1.6	77.1	5.0	2.2	>100	11.1	4.6	>100
<b>Total income</b>	<b>371.7</b>	<b>307.6</b>	<b>20.8</b>	<b>577.9</b>	<b>358.0</b>	<b>61.4</b>	<b>518.0</b>	<b>232.3</b>	<b>123.0</b>
6. Expenses for claims incurred	-262.2	-199.5	31.4	-358.7	-181.3	97.8	-320.1	-138.0	>100
7. Operating expenses	-64.8	-59.1	9.7	-184.2	-153.1	20.3	-132.9	-83.5	59.2
8. Other expenses	-33.4	-22.9	45.7	-17.2	-10.3	66.3	-13.0	-6.4	>100
<b>Total expenses</b>	<b>-360.5</b>	<b>-281.5</b>	<b>28.0</b>	<b>-560.0</b>	<b>-344.8</b>	<b>62.4</b>	<b>-466.0</b>	<b>-227.9</b>	<b>&gt;100</b>
<b>Profit before tax</b>	<b>11.3</b>	<b>26.1</b>	<b>-56.8</b>	<b>17.9</b>	<b>13.2</b>	<b>35.7</b>	<b>52.0</b>	<b>4.4</b>	<b>&gt;100</b>
<b>Combined Ratio</b>	<b>93.9%</b>	<b>90.4%</b>		<b>98.9%</b>	<b>99.6%</b>		<b>104.6%</b>	<b>100.1%</b>	



# 9M 2008 P&L - Split by Regions (III)

Regional segments, IFRS (€mn)

	Other CEE			Other			TOTAL		
	9M 2008	9M 2007	+/-%	9M 2008	9M 2007	+/-%	9M 2008	9M 2007	+/-%
1. Gross written premiums	353.9	222.3	59.2	171.0	175.3	-2.4	6,017.8	5,031.8	19.6
2. Net earned premiums	277.9	178.9	55.4	147.5	154.1	-4.3	5,169.1	4,220.3	22.5
3. Net investment income	7.5	17.9	-58.2	11.1	15.3	-27.3	806.2	743.1	8.5
4. Other income	4.2	4.1	2.2	2.3	3.2	-29.6	42.7	31.8	34.3
<b>Total income</b>	<b>289.6</b>	<b>200.9</b>	<b>44.1</b>	<b>160.9</b>	<b>172.6</b>	<b>-6.8</b>	<b>6,018.0</b>	<b>4,995.2</b>	<b>20.5</b>
6. Expenses for claims incurred	-175.3	-125.9	39.2	-114.4	-128.6	-11.0	-4,251.4	-3,567.4	19.2
7. Operating expenses	-101.5	-64.9	56.4	-17.2	-20.1	-14.4	-1,191.5	-988.9	20.5
8. Other expenses	-11.7	-5.2	>100	-16.7	-12.8	30.3	-168.4	-114.7	46.9
<b>Total expenses</b>	<b>-288.5</b>	<b>-196.0</b>	<b>47.2</b>	<b>-148.4</b>	<b>-161.5</b>	<b>-8.2</b>	<b>-5,611.2</b>	<b>-4,671.0</b>	<b>20.1</b>
<b>Profit before tax</b>	<b>1.1</b>	<b>5.0</b>	<b>-77.1</b>	<b>12.6</b>	<b>11.1</b>	<b>13.5</b>	<b>406.8</b>	<b>324.2</b>	<b>25.5</b>
<b>Combined Ratio</b>	<b>103.4%</b>	<b>107.6%</b>		<b>81.3%</b>	<b>86.2%</b>		<b>96.0%</b>	<b>95.9%</b>	

# 9M 2008 Results by Country

IFRS (€mn)

	Non-Life		Life		Total		Profit before Tax		Combined Ratio	
	9M 2008	9M 2007	9M 2008	9M 2007	9M 2008	9M 2007	9M 2008	9M 2007	9M 2008	9M 2007
<b>Austria</b>	<b>1,520.8</b>	<b>1,444.5</b>	<b>1,438.6</b>	<b>1,292.3</b>	<b>2,959.4</b>	<b>2,736.7</b>	<b>241.4</b>	<b>206.8</b>	<b>93.3%</b>	<b>94.5%</b>
<b>Czech Rep.</b>	<b>752.0</b>	<b>637.1</b>	<b>254.8</b>	<b>205.2</b>	<b>1,006.7</b>	<b>842.3</b>	<b>70.5</b>	<b>57.6</b>	<b>92.2%</b>	<b>95.5%</b>
<b>Slovakia</b>	<b>247.4</b>	<b>226.7</b>	<b>175.5</b>	<b>136.1</b>	<b>422.8</b>	<b>362.8</b>	<b>11.3</b>	<b>26.1</b>	<b>93.9%</b>	<b>90.4%</b>
<b>Poland</b>	<b>324.1</b>	<b>240.2</b>	<b>285.1</b>	<b>150.6</b>	<b>609.1</b>	<b>390.7</b>	<b>17.9</b>	<b>13.2</b>	<b>98.9%</b>	<b>99.6%</b>
<b>Romania</b>	<b>466.2</b>	<b>291.0</b>	<b>28.6</b>	<b>10.7</b>	<b>494.8</b>	<b>301.7</b>	<b>52.0</b>	<b>4.4</b>	<b>104.6%</b>	<b>100.1%</b>
<b>Other CEE</b>	<b>253.4</b>	<b>135.3</b>	<b>100.5</b>	<b>87.0</b>	<b>353.9</b>	<b>222.3</b>	<b>1.1</b>	<b>5.0</b>	<b>103.4%</b>	<b>107.6%</b>
Hungary	32.1	31.1	47.0	39.6	79.0	70.7	2.5	2.6	100.5%	101.6%
Croatia	36.9	33.3	31.2	28.3	68.1	61.6	0.1	2.1	108.8%	112.1%
Serbia	25.3	19.2	14.6	13.7	40.0	32.9	-0.7	0.0	103.5%	110.8%
Bulgaria	68.4	51.7	6.7	5.4	75.1	57.1	-1.6	0.2	101.2%	106.8%
Ukraine	32.0	-	1.0	-	33.0	-	0.2	-	101.9%	-
Turkey	58.8	-	-	-	58.8	-	0.6	-	104.2%	-
<b>Other</b>	<b>52.2</b>	<b>49.4</b>	<b>118.8</b>	<b>125.9</b>	<b>171.0</b>	<b>175.3</b>	<b>12.6</b>	<b>11.1</b>	<b>81.3%</b>	<b>86.2%</b>
Liechtenstein	-	-	78.7	86.5	78.7	86.5	1.9	2.0	-	-
Germany	52.2	49.4	40.1	39.3	92.3	88.7	10.7	9.1	81.3%	86.2%
<b>Total</b>	<b>3,616.0</b>	<b>3,024.2</b>	<b>2,401.8</b>	<b>2,007.6</b>	<b>6,017.8</b>	<b>5,031.8</b>	<b>406.8</b>	<b>324.2</b>	<b>96.0%</b>	<b>95.9%</b>

# Change in Group Shareholders' Equity

IFRS

F 43

	1.1. - 30.09.2008	1.1. - 30.09.2007
Equity as of 1 January	2,615,563	2,283,208
Currency changes	39,237	1,302
Changes to consolidation	42,810	55,719
Capital Increase	1,343,078	-
Unrealised gains and losses on financial instruments available for sale	-149,545	-90,081
Profit for the period	328,953	262,724
Dividend payment	-119,050	-104,143
<b>Equity as of 30 September</b>	<b>4,101,046</b>	<b>2,408,729</b>

# Life Insurance Premium Split

IFRS (€mn)

Premiums written - direct business	9M 2008	9M 2007	+/- %
Regular premiums	1,356.7	1,343.8	1.0%
Single premiums	1,037.7	662.3	56.7%
<b>Total premiums written - direct business</b>	<b>2,394.4</b>	<b>2,006.1</b>	<b>19.4%</b>
<b>thereof:</b>			
Policies with profit participation	1,347.1	1,134.7	18.7%
Policies without profit participation	251.9	269.6	-6.6%
unit- and index-linked life insurance	795.4	601.8	32.2%
<b>thereof:</b>			
Individual insurance	2,045.7	1,774.2	15.3%
Group insurance	348.7	231.9	50.4%

# Q3 2008 Income Statement

IFRS (€mn)

	Q3 2008	Q3 2007	+/-%
1. Gross written premiums	1,802.7	1,538.7	17.2
2. Net earned premiums	1,697.8	1,391.2	22.0
3. Net investment income	187.5	189.9	-1.2
4. Other income	12.0	11.1	7.9
<b>Total income</b>	<b>1,897.4</b>	<b>1,592.2</b>	<b>19.2</b>
6. Expenses for claims incurred	-1,339.0	-1,146.8	16.8
7. Operating expenses	-391.6	-311.5	25.7
8. Other expenses	-48.4	-25.1	92.4
<b>Total expenses</b>	<b>-1,778.9</b>	<b>-1,483.4</b>	<b>19.9</b>
<b>Profit before tax</b>	<b>118.4</b>	<b>108.8</b>	<b>8.8</b>
Taxes	-18.4	-20.3	-9.7
<b>Net profit before minorities (Profit for the year)</b>	<b>100.1</b>	<b>88.5</b>	<b>13.1</b>
Minorities	-6.8	1.7	n.a.
<b>Net profit after minorites</b>	<b>93.3</b>	<b>90.2</b>	<b>3.4</b>

# 9M 2008 Exchange Rates

National currency unit per EUR

9M 2008				9M 2007	
Country	Curr.	Balance Sheet EUR	P & L EUR	Balance Sheet EUR	P & L EUR
Bulgaria	EUR/BGN	1.9558	1.9558	1.9558	1.9558
Croatia	EUR/HRK	7.1049	7.2401	7.2773	7.3407
Liechtenstein	EUR/CHF	1.5774	1.6082	1.6601	1.6370
Poland	EUR/PLN	3.3967	3.4275	3.7730	3.8257
Romania	EUR/RON	3.7413	3.6380	3.3441	3.2972
Serbia	EUR/CSD	76.5972	80.0137	78.8581	79.9808
Slovakia	EUR/SKK	30.3000	31.5657	33.8765	33.8926
Czech Republik	EUR/CZK	24.6600	24.8137	27.5323	28.0804
Hungary	EUR/HUF	242.8300	247.5620	250.6894	250.8781
Turkey	EUR/TRY	1.8136	1.8665		
Ukraine	EUR/UAH	6.9751	7.5359		

# Embedded Value (I)

Group Embedded Value - Dec 31, 2007

in €mn

	Life & Health	Property & Casualty	Total
<b>Austria/Germany</b>			
ANAV	735,4	617,5	1.352,9
VIF	1.384,5	n/a	1.384,5
- FOG	-31,6	n/a	-31,6
- CoCNMR	-75,7	n/a	-75,7
	<b>2.012,6</b>	<b>617,5</b>	<b>2.630,1</b>
<b>CEE</b>			
ANAV	148,2	1.374,2	1.522,4
VIF	429,1	n/a	429,1
- FOG	-17,5	n/a	-17,5
- CoCNMR	-13,1	n/a	-13,1
	<b>546,7</b>	<b>1.374,2</b>	<b>1.920,9</b>
<b>Total</b>	<b>2.559,3</b>	<b>1.991,7</b>	<b>4.551,0</b>

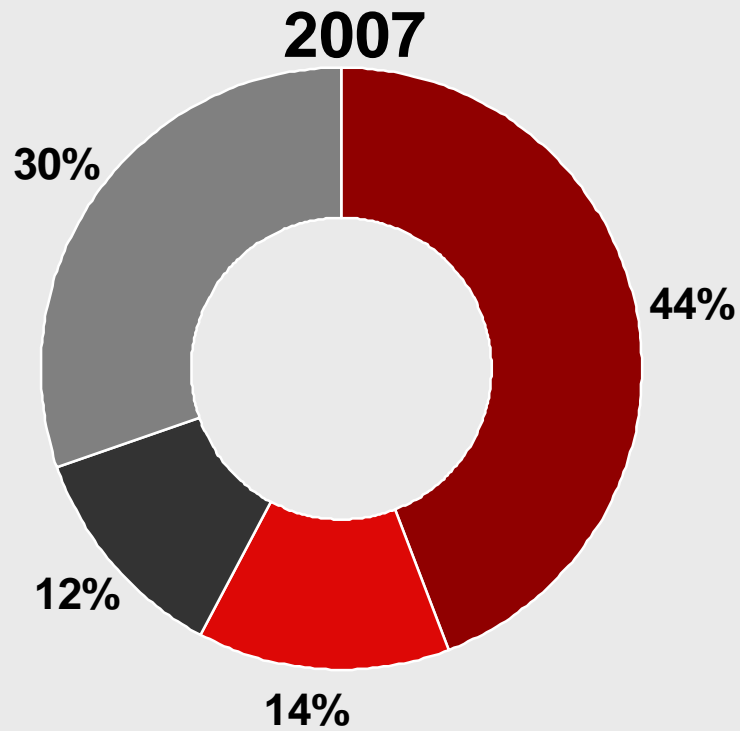
COMPENSA-LIFE and COMPENSA in Poland included for the first time

GEV for CEE is shown as a combination of EEV and TEV

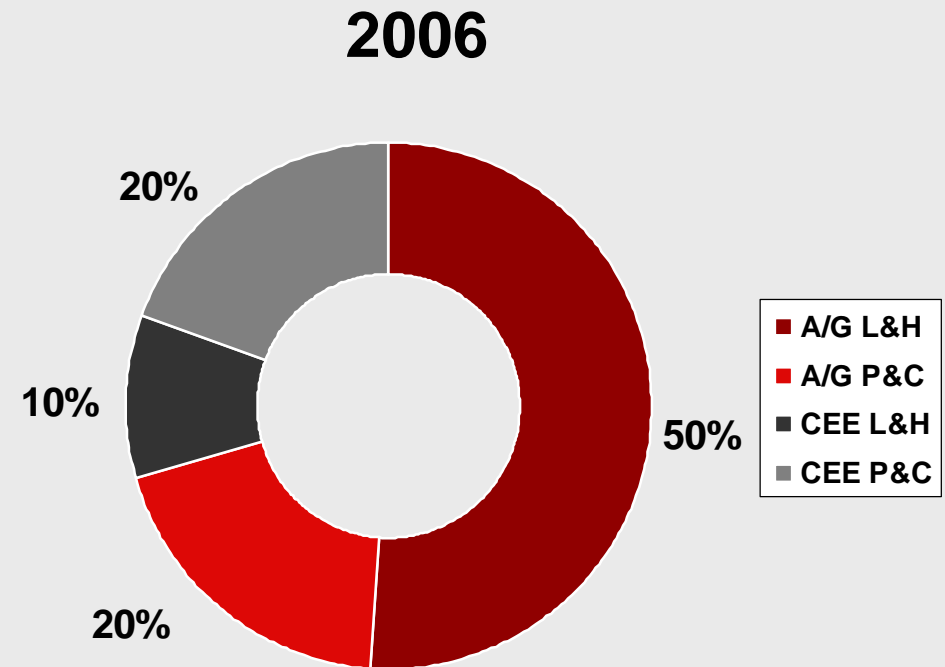
The Group does not defer acquisition costs under IFRS unless it is common practice under local GAAP; liabilities under IFRS set equal to the local statutory liabilities; conservative valuation of some assets

# Embedded Value (II)

Group Embedded Value - Dec 31, 2007



**GEV = €4,551.0mn**



**GEV = €4,258.8mn<sup>1</sup>**

<sup>1</sup> restated



# Embedded Value (III)

## New Business Values

in €mn	Life & Health		
	2007	2006	+ / - %
<b>Austria / Germany</b>			
NBV	63,1	50,9	+ 24,0%
APE	205,1	225,1	
<i>APE-Ratio</i>	30,7%	22,6%	
PVNBP	1.906,3	1.982,6	
<i>PVNBP-Ratio</i>	3,3%	2,6%	
<b>CEE</b>			
NBV	45,0	30,7	+ 46,6%
APE	71,0	45,4	
<i>APE-Ratio</i>	63,3%	67,5%	
PVNBP	409,7	262,4	
<i>PVNBP-Ratio</i>	11,0%	11,7%	
<b>NBV-Total</b>	<b>108,1</b>	<b>81,6</b>	<b>+ 32,5%</b>
<b>APE-Total</b>	<b>276,1</b>	<b>270,5</b>	
<b><i>APE-Ratio Total</i></b>	<b>39,1%</b>	<b>30,9%</b>	
<b>PVNBP-Total</b>	<b>2.316,0</b>	<b>2.245,0</b>	
<b><i>PVNBP-Ratio Total</i></b>	<b>4,7%</b>	<b>3,6%</b>	

# VIG Has Excellent CEE Market Position

VIG an early mover in CEE

## Overview of Core Markets

Czech Rep.	Romania	Slovakia	Bulgaria
Pop.: 10.2 mn	Pop.: 21.4 mn	Pop.: 5.4 mn	Pop.: 7.6 mn
GDP/Cap.: \$ 17 k	GDP/Cap.: \$ 8 k	GDP/Cap.: \$ 14 k	GDP/Cap.: \$ 5 k
Density NL: \$ 370	Density NL: \$ 109	Density NL: \$ 241	Density NL: \$ 118
Density L: \$ 261	Density L: \$ 26	Density L: \$ 194	Density L: \$ 21
<b>Market share: 31.2%</b>	<b>Market share: 30.8%</b>	<b>Market share: 29.3%</b>	<b>Market share: 18.9%</b>
Croatia	Serbia	Poland	Hungary
Pop.: 4.6 mn	Pop.: 7.4 mn	Pop.: 38.0 mn	Pop.: 10.1 mn
GDP/Cap.: \$ 11 k	GDP/Cap.: \$ 6 k	GDP/Cap.: \$ 11 k	GDP/Cap.: \$ 14 k
Density NL: \$ 270	Density NL: \$ 93	Density NL: \$ 202	Density NL: \$ 218
Density L: \$ 101	Density L: \$ 11	Density L: \$ 209	Density L: \$ 274
<b>Market share: 8.0%</b>	<b>Market share: 7.5%</b>	<b>Market share: 5.0%</b>	<b>Market share: 3.9%</b>

## Details

- § leading market position in nearly all core markets
- § strong market positions also in Turkey, Ukraine, Georgia and Albania

- § focus on retail business
- § systematic market entry
- § tight operational management

Source: Swiss RE 03/2008,

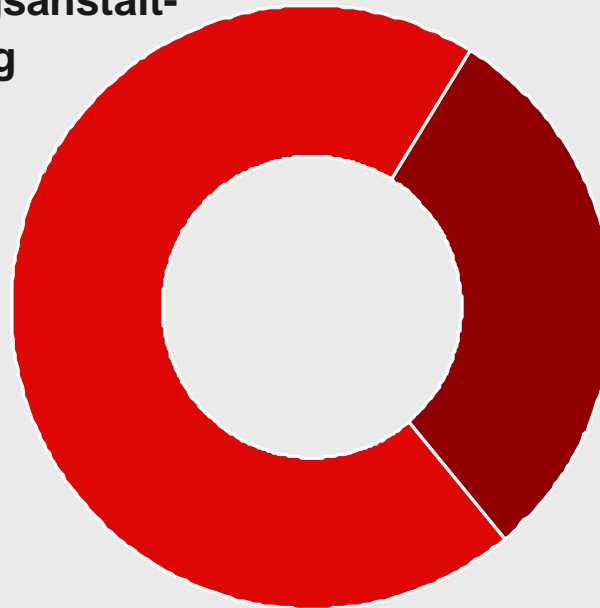
Market shares: company data, for CZ, SK, H and CRO as of 9M 2008, all other data as of 6M 2008

# Shareholder Structure (I)

Total number of shares 128,000,000

## Shareholder Structure

**~70 %  
Wiener Städtische  
Wechselseitige Versicherungsanstalt-  
Vermögensverwaltung**

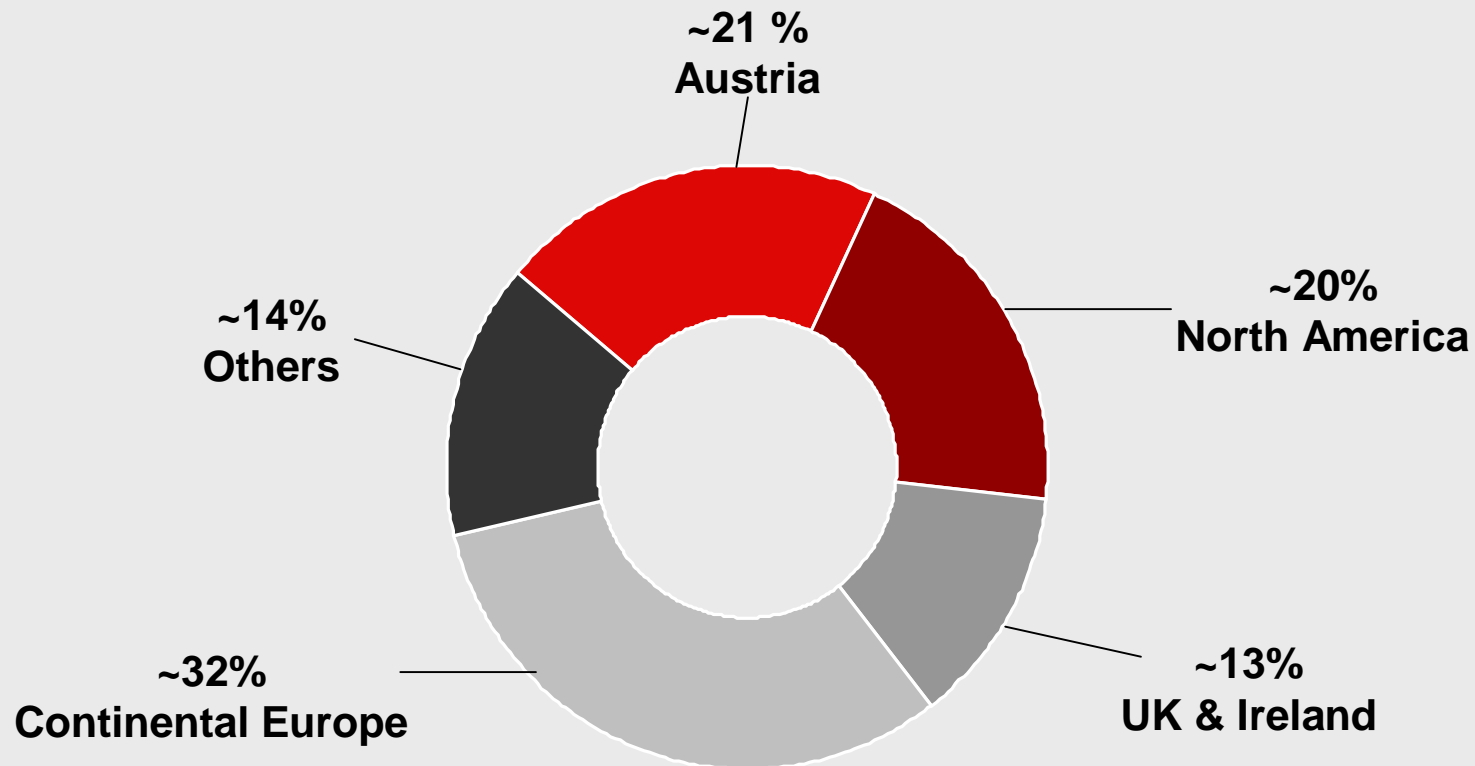


**~ 30 %  
Free Float**

## Shareholder Structure (II)

Total number of shares 128,000,000

### Free Float Geographical Split



# Contact Details

## Investor Relations

### Vienna Insurance Group

Schottenring 30, 1010 Vienna, Austria

[www.viennainsurancegroup.com](http://www.viennainsurancegroup.com)

Stock exchange listing:	VIENNA / PRAGUE
Ticker symbol:	VIG / VIG
Reuters:	VIGR.VI / VIGR.PR
Bloomberg:	VIG AV / VIG CP

§ **Thomas Schmee**

Tel. +43 (0)50 350 – 21900

[thomas.schmee@vig.com](mailto:thomas.schmee@vig.com)

§ **Nina Higatzberger**

Tel. +43 (0)50 350 - 21920

[nina.higatzberger@vig.com](mailto:nina.higatzberger@vig.com)

§ **Nicolas Mucherl**

Tel. +43 (0)50 350 – 21930

[nicolas.mucherl@vig.com](mailto:nicolas.mucherl@vig.com)

§ **Sabine Pulz (Assistant)**

Tel. +43 (0)50 350 – 21919

[sabine.pulz@vig.com](mailto:sabine.pulz@vig.com)

Fax +43 (0)50 350 99 – 23303 [investor.relations@vig.com](mailto:investor.relations@vig.com)

## IMPORTANT NOTICE

These materials do not constitute or form part, or all, of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities in any jurisdiction in which such solicitation, offer or sale would be unlawful, nor shall part, or all, of these materials form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities.

These materials contain forward-looking statements based on the currently held beliefs and assumptions of the management of WIENER STÄDTISCHE Versicherung AG Vienna Insurance Group (“VIG”), which are expressed in good faith and, in their opinion, reasonable. These statements may be identified by words such as “expectation” or “target” and similar expressions, or by their context. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of VIG, or results of the insurance industry generally, to differ materially from the results, financial condition, performance or achievements express or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. VIG disclaims any obligation to update these forward-looking statements to reflect future events or developments.