



**V.I.G.**  
**Building its Market Position and Financial Strength**

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Zurich Roadshow - 23 October 2009

**A** Investment proposition

**B** Growth potential in CEE and Austria

**C** Recent developments

**D** 6M 2009 results – highlights

**E** Appendix

# Investment Proposition at a Glance

V.I.G. set two strategic milestones

Milestone 1

## § V.I.G. - 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 geographic proximity

Story

## § V.I.G. - Progressing on the path of growth

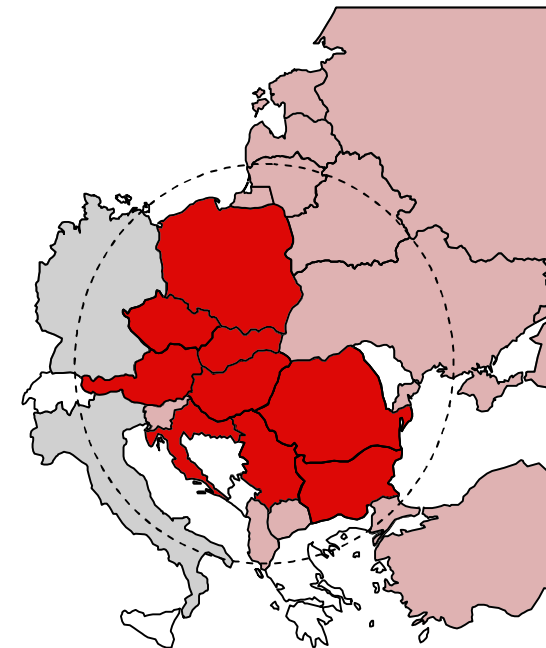
- Successful track record of exploiting growth potentials
- Continuous expansion of its business areas and geographic regions
- 15.3% market share in CEE<sup>1</sup> – clear no. 1 of international insurers

Milestone 2

## § V.I.G. - Extending distribution power

- Acquisition of s Versicherung Group
- Long-term distribution agreement with Erste Group

## Footprint



● Core Markets

CEE share ~50% of premiums

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

# V.I.G. – Leading Insurer in CEE

Market strategy proves effective

2005

2008

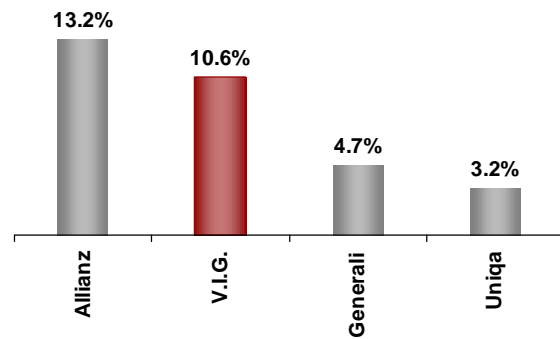
- § Gross written premiums: €5.0bn
- § Profit before tax: €240mn
- § Presence in 15 countries
- § No. 2 in CEE<sup>1</sup>

- § Gross written premiums: €7.9bn
- § Profit before tax: €541mn
- § Presence in 23 countries
- § No. 1 in CEE<sup>1</sup>

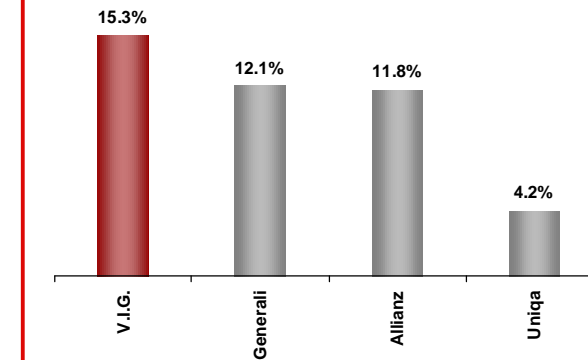
## Strategy

- § Strengthening the leading position in Austria
- § Steady expansion of insurance activities in CEE

Total market share



Total market share



1: CEE is defined as: Bulgaria, Croatia, Czech Republic, Hungary, Poland, Romania Serbia and Slovakia, 2: National insurance associations of the respective countries as of 6M 2006 and 6M 2009

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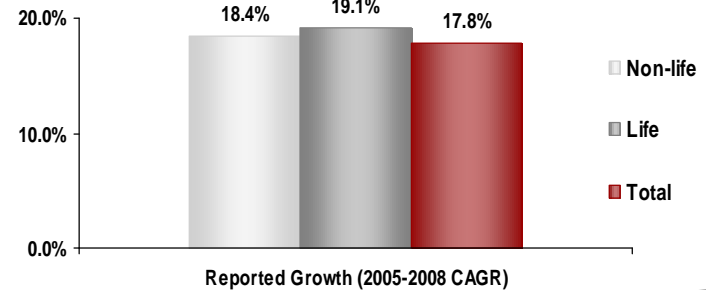
# V.I.G.'s Path of Growth



CEE markets still growing

2005-2008

- § Reported Group growth rates (2005 – 2008 CAGR) showed strong double-digit development
- § About two thirds of growth rates were organic



6M 2009

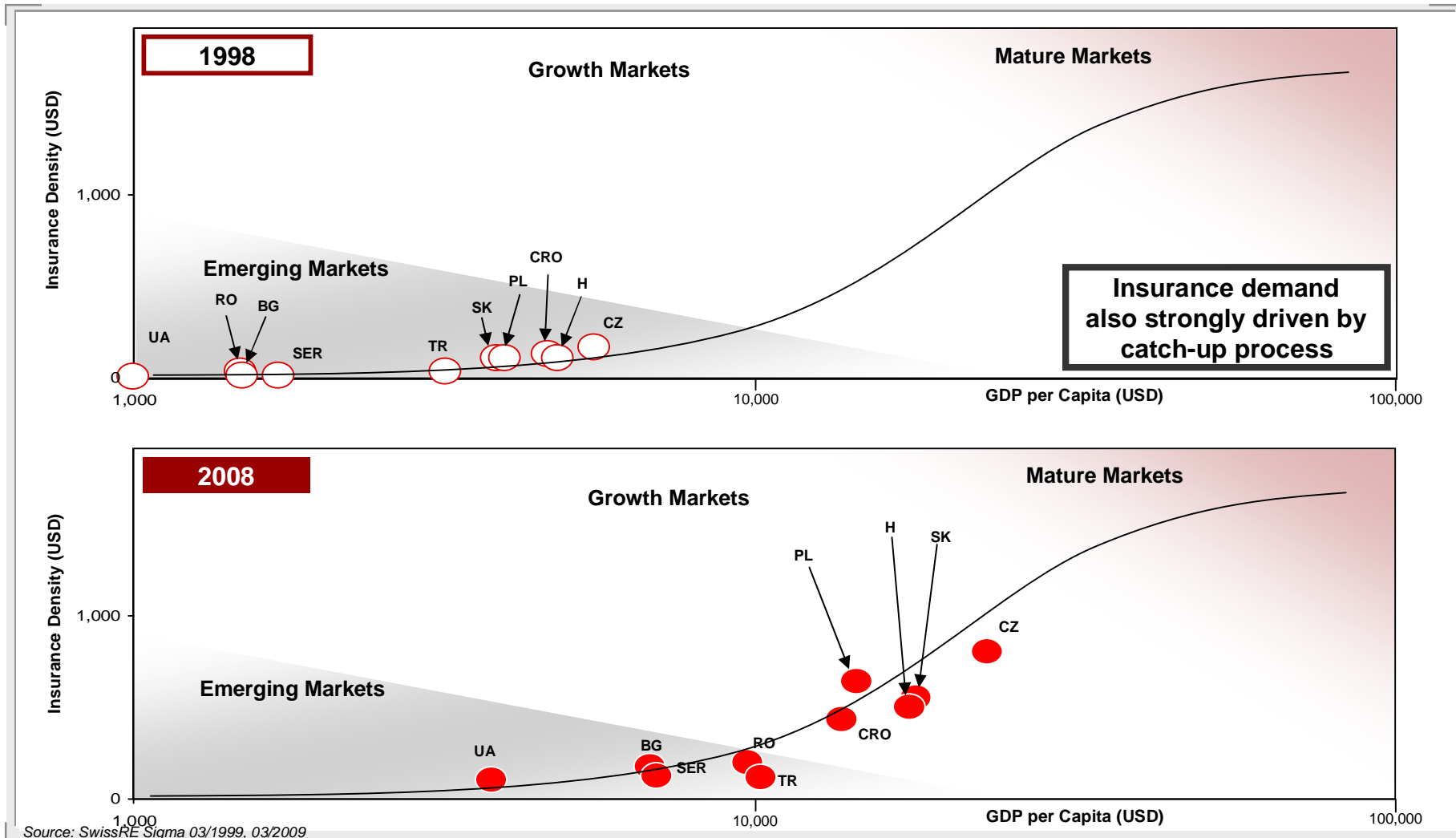
- § Extraordinary economic situation led to weak CEE currency rates
- § Restructuring of portfolio in RO: market shaper position of V.I.G. allows significant increase of tariffs
- § A and PL: weak development of life premiums is result of currently low demand for single premium business
- § Overall, still 3% premium growth excluding volatile life business parts

## Organic Growth Rates (net of FX)

	6M 2009		
	Non-Life	Life	Total
Austria	0.8%	-18.5%	-6.6%
Czech Republic	4.2%	8.0%	5.2%
Slovakia	4.6%	2.6%	3.8%
Romania	-10.6%	-20.0%	-10.6%
Poland	4.8%	-32.6%	-12.3%
Other CEE	9.3%	-12.5%	3.2%
Other	3.5%	-36.1%	-24.0%
<b>Total</b>	<b>1.7%</b>	<b>-15.6%</b>	<b>-4.4%</b>

# V.I.G. Business Model Still in Place (I)

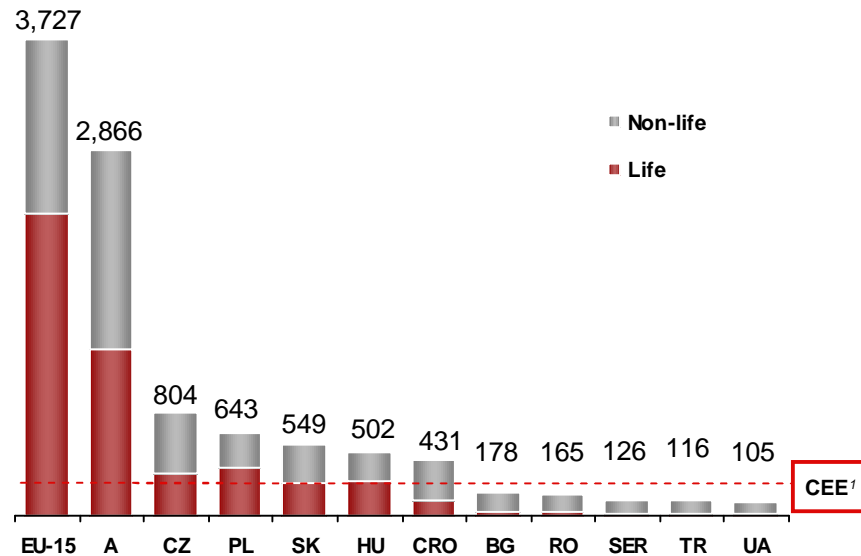
GDP growth and underpenetration are insurance drivers



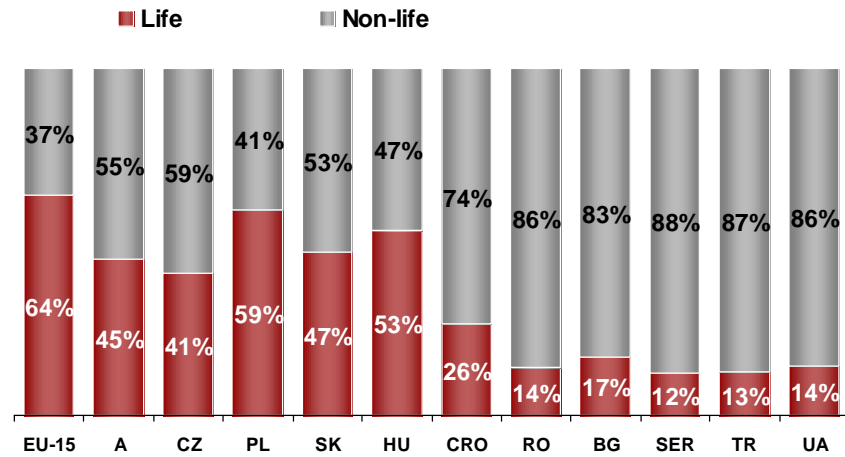
# V.I.G. Business Model Still in Place (II)

## Catch-up potential in CEE in Non-life and Life

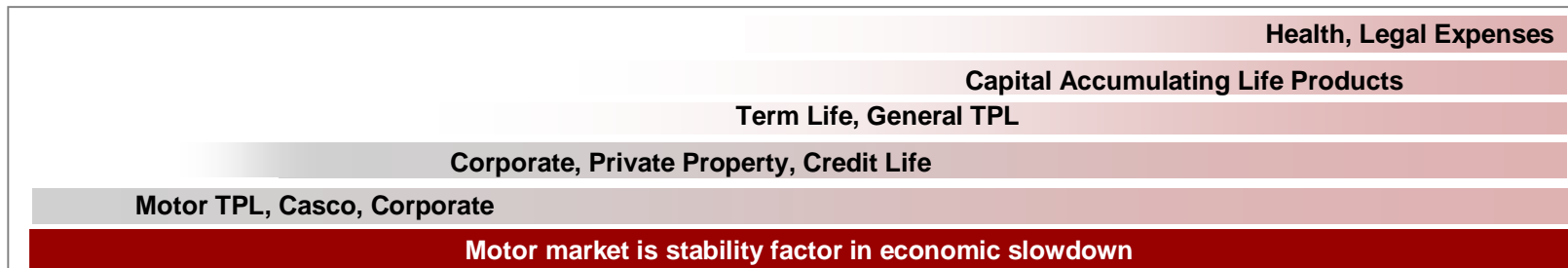
### Insurance Density 2008 (USD)



### Proportion of NL & L in CEE Markets



### Product Demand Timeline



1: weighted average of CZ, SK, H, PL, CRO, BG, RO, SER, UA, TR; Source: Swiss RE Sigma 03/2009



# V.I.G. Management Approach

Strength of distribution supports future growth

## Multi-Brand



- § Strong brand awareness in local markets
- § Retain loyalty of employees and management, customers, affinity groups and distribution networks with well established local brands
- § Multi-brand also strongly supports multi-channel distribution

## Multi-Channel

	Tied agents	Banks	Brokers	Other
Austria	11% - 20%	31% - 40%	11% - 20%	<10%
Czech Rep.	31% - 40%	21% - 30%	31% - 40%	<10%
Slovakia	31% - 40%	<10%	31% - 40%	<10%
Romania	31% - 40%	<10%	21% - 30%	<10%
Poland	21% - 30%	21% - 30%	31% - 40%	<10%
Hungary	<10%	21% - 30%	31% - 40%	<10%
Croatia	31% - 40%	21% - 30%	11% - 20%	<10%
Others	31% - 40%	11% - 20%	31% - 40%	<10%

- § Distribution differs according to market conditions
- § Group relies on well diversified distribution channels within the whole region but also in individual markets to enhance internal competition

**A** Investment proposition

**B** Growth potential in CEE and Austria

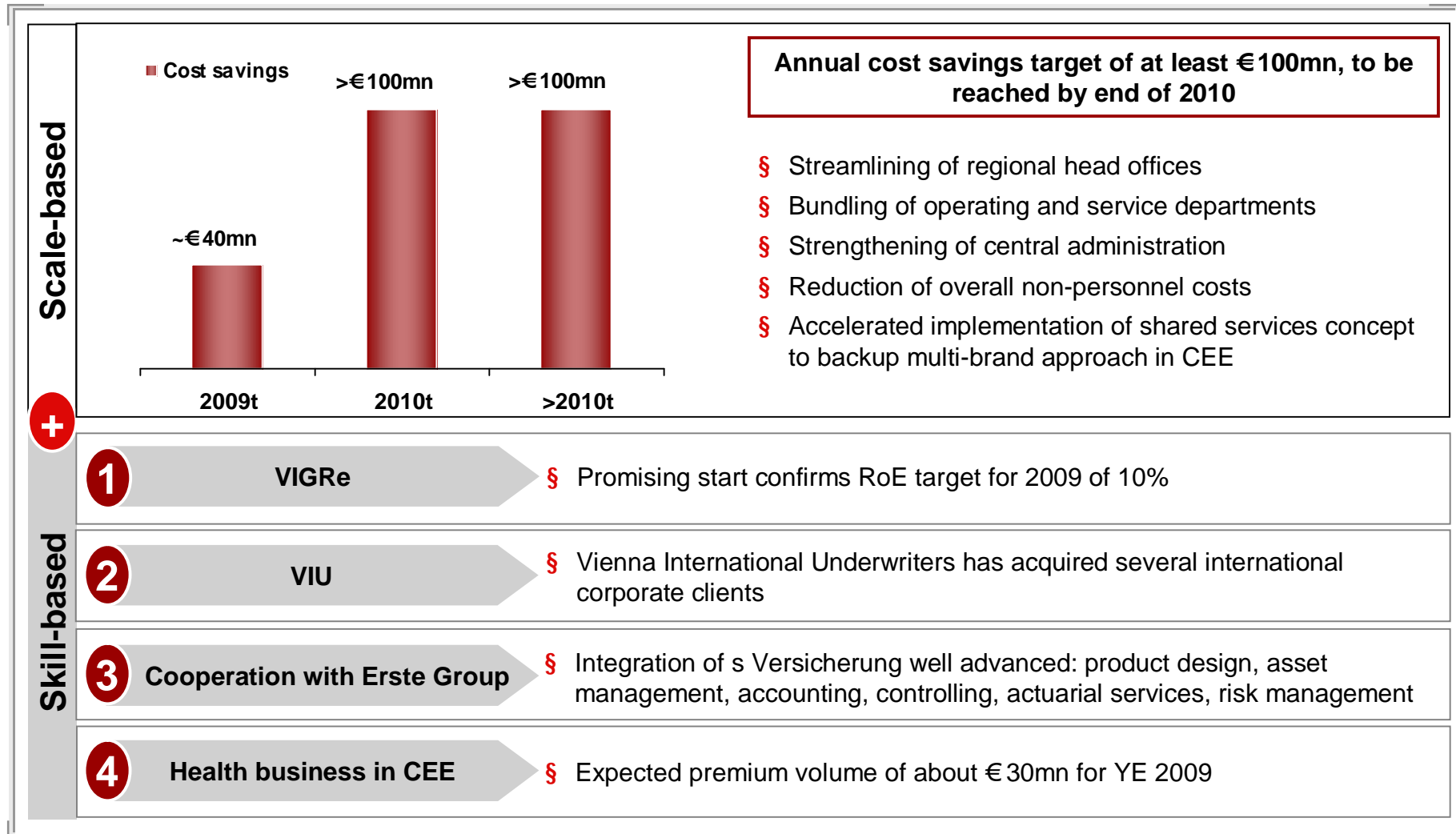
**C** Recent developments

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# Financial Control and Business Initiatives

## Setting the basis for future performance



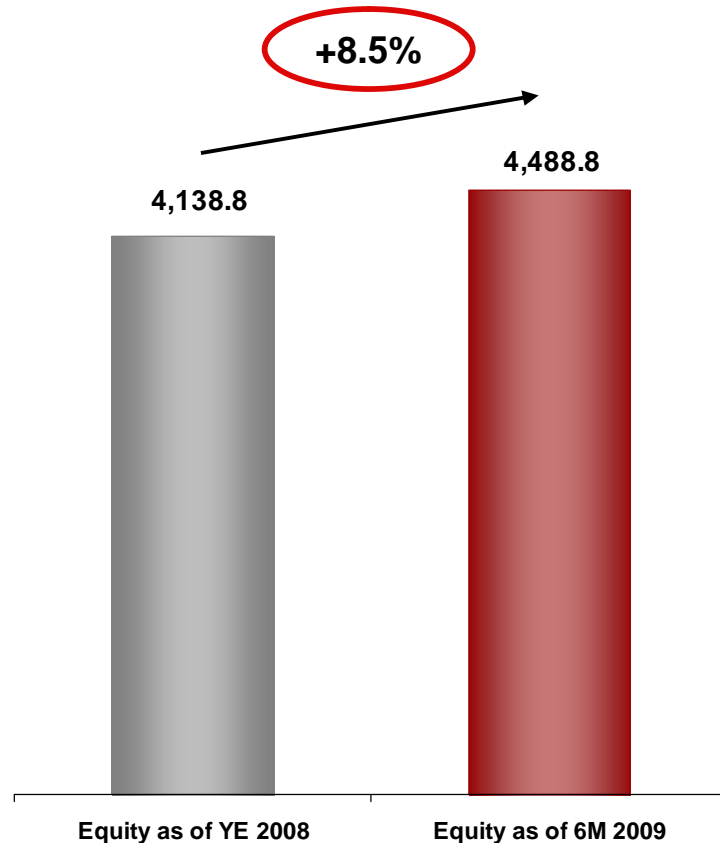
# Capitalisation

Strong capitalisation is excellent basis for future expansion

## Shareholders' Equity

## Capitalisation

Change in Group Shareholders' Equity (€mn)



§ Group shareholders' equity increased by 8.5% to about €4.5bn in 6M 2009

§ Comfortable solvency ratio of above 180% on IFRS basis

§ V.I.G. develops new risk based internal capital model according to Solvency II

**A** Investment proposition

**B** Growth potential in CEE and Austria

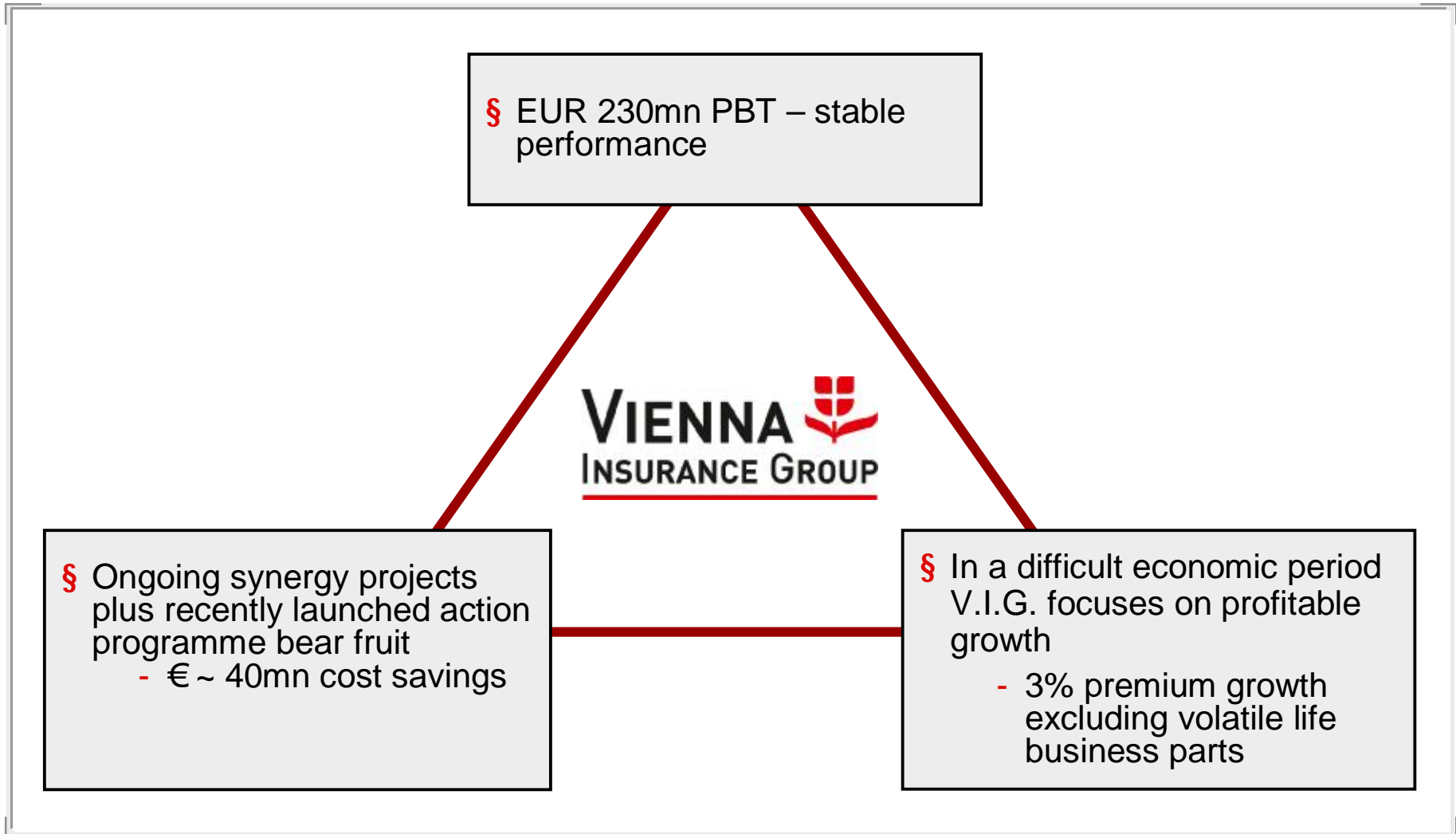
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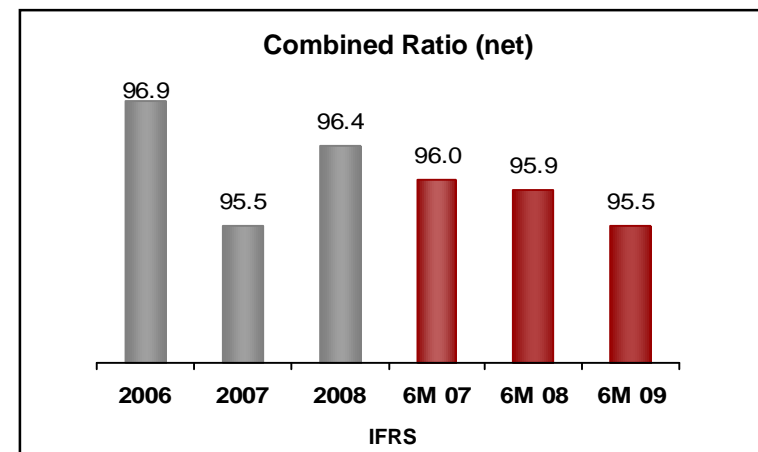
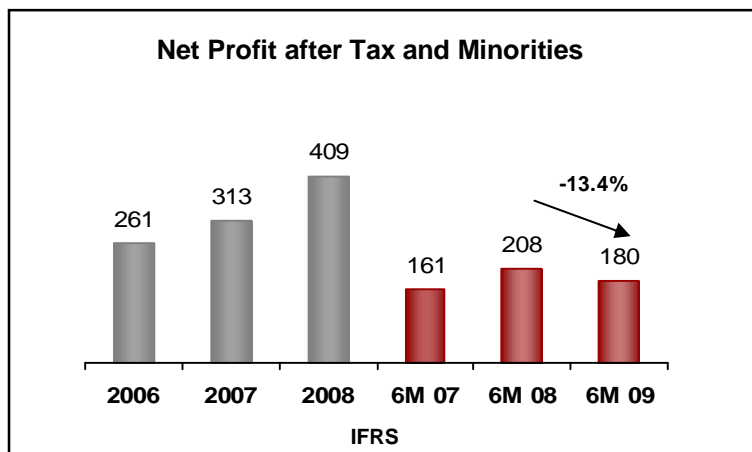
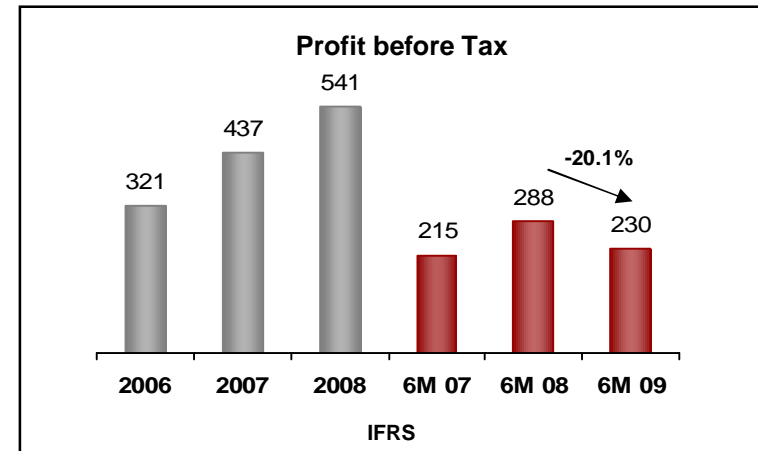
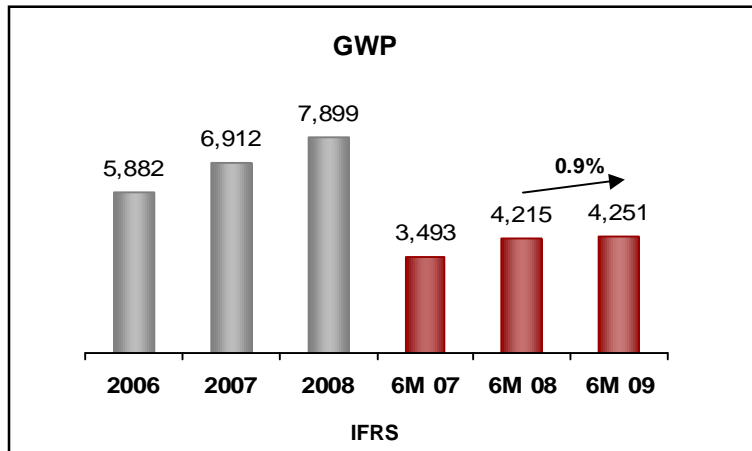
# 6M 2009 Highlights

V.I.G. – showing a solid business performance



# 6M 2009 Financial Highlights

HY results shaped by good operations and weaker capital markets






**V.I.G. ahead of the game**



**Local knowledge and brand awareness**



**Extending distribution power and product development**



**Significant catch-up potential in underpenetrated CEE insurance markets**



**Experienced management and strong integration skills**



**Strong balance sheet and prudent financial investment**



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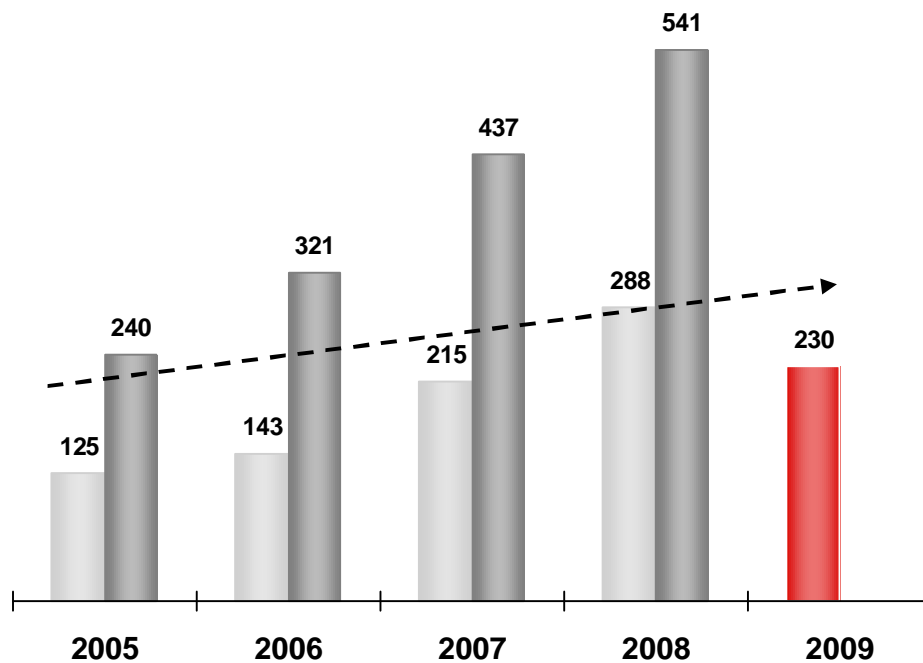
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# Performance/Outlook

Economic uncertainty and market volatility constrain forecasts

## Development of HY profits vs. YE

Profit before Taxes (€mn)

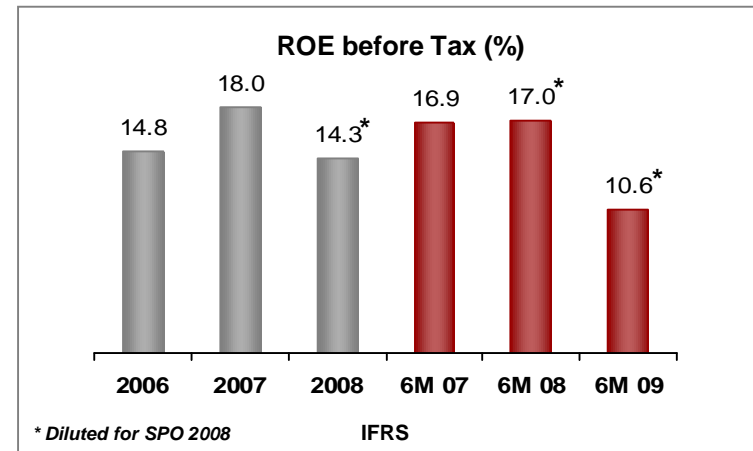
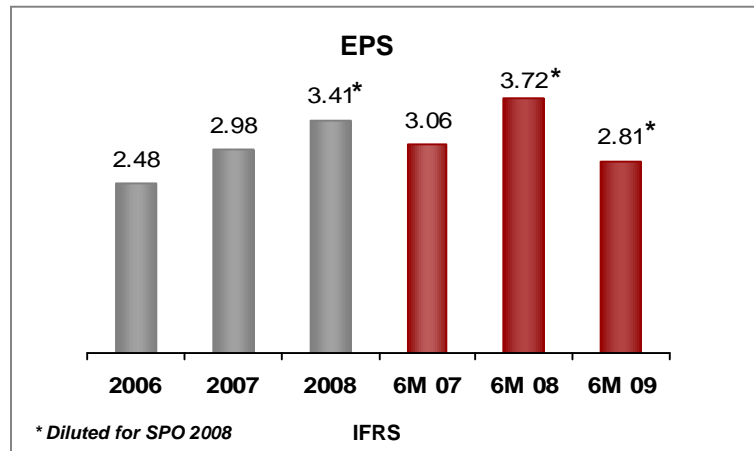


## Outlook

§ Current economic forecasts do not show a sufficiently stable picture. Thus management is not in a position to provide financial targets for 2009 or medium term

- It is company philosophy to keep the combined ratio well below 100% throughout the business cycle

# 6M 2009 Financial Highlights (II)



# 6M 2009 Income Statement

IFRS (€mn)

	6M 2009	6M 2008	+/-%
1. Gross premiums written	4,251.1	4,215.1	0.9
2. Net earned premiums	3,612.8	3,471.3	4.1
3. Financial result	471.6	618.7	-23.8
4. Other income	62.0	30.7	>100
<b>Total income</b>	<b>4,146.4</b>	<b>4,120.7</b>	<b>0.6</b>
6. Expenses for claims and insurance benefits	-2,962.9	-2,912.4	1.7
7. Operating expenses	-823.6	-799.9	3.0
8. Other expenses	-129.6	-120.1	7.9
<b>Total expenses</b>	<b>-3,916.1</b>	<b>-3,832.3</b>	<b>2.2</b>
<b>Profit before taxes</b>	<b>230.3</b>	<b>288.3</b>	<b>-20.1</b>
Taxes	-40.2	-59.5	-32.4
<b>Net profit before minorities (Profit for the period)</b>	<b>190.0</b>	<b>228.9</b>	<b>-17.0</b>
Minorities	-10.2	-21.1	-51.8
<b>Net profit after minorites</b>	<b>179.8</b>	<b>207.7</b>	<b>-13.4</b>

# 6M 2009 Balance Sheet

IFRS (€mn)

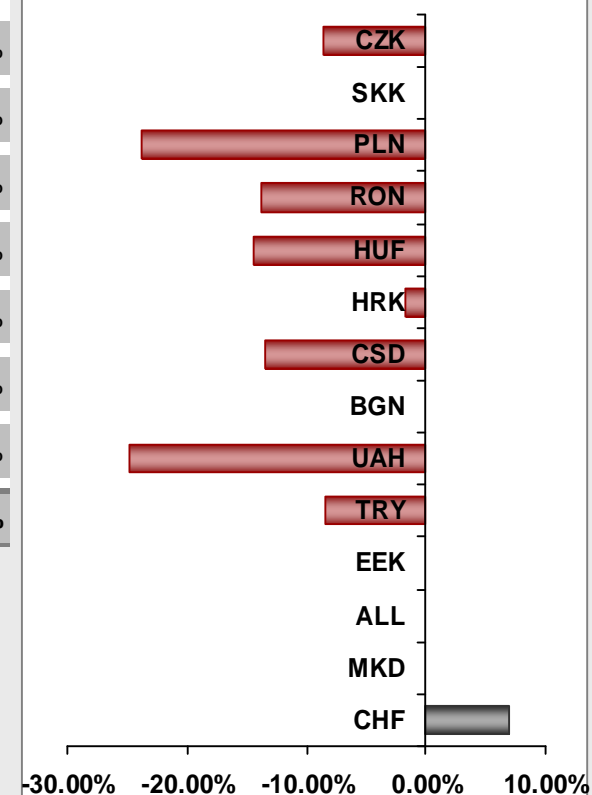
	6M 2009	YE 2008	+/- %
Intangible assets	2,011	1,649	22.0
Investments	25,078	24,548	2.2
Unit- and index-linked investments	4,022	3,602	11.6
Reinsurers' share in underwriting provisions	1,081	1,222	-11.6
Receivables	1,762	1,500	17.5
Deferred tax assets	137	131	4.3
Other assets	583	393	48.2
Cash and cash equivalents	385	619	-37.8
<b>Total assets</b>	<b>35,059</b>	<b>33,665</b>	<b>4.1</b>
Shareholders' equity	4,489	4,139	8.5
<i>thereof minorities</i>	279	267	4.6
Subordinated liabilities	546	501	8.8
Underwriting provisions	22,252	21,682	2.6
Unit- and index-linked technical provisions	3,834	3,347	14.5
Non-underwriting provisions	649	752	-13.7
Liabilities	2,891	2,843	1.7
Deferred tax liabilities	165	141	16.5
Other liabilities	234	260	-9.9
<b>Total liabilities and equity</b>	<b>35,059</b>	<b>33,665</b>	<b>4.1</b>

# 6M 2009 P&L Major Items – Gross Written Premiums (I)

Premium development affected by weak CEE currencies (€mn)

	GWP Non-life			GWP Life			Total		
	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%
Austria	1,125.5	1,105.9	1.8%	1,059.7	1,014.4	4.5%	2,185.2	2,120.4	3.1%
Czech Rep.	507.6	520.5	-2.5%	268.9	170.5	57.7%	776.6	691.0	12.4%
Slovakia	184.4	175.5	5.1%	140.0	122.0	14.8%	324.4	297.5	9.0%
Poland	170.4	213.5	-20.2%	92.5	180.4	-48.7%	262.9	393.9	-33.3%
Romania	278.4	339.5	-18.0%	34.6	21.0	64.6%	313.0	360.5	-13.2%
Other CEE	209.3	171.5	22.1%	91.3	67.7	34.9%	300.7	239.2	25.7%
Other	36.9	35.6	3.5%	51.5	77.1	-33.1%	88.4	112.7	-21.6%
<b>Total</b>	<b>2,512.5</b>	<b>2,562.0</b>	<b>-1.9%</b>	<b>1,738.6</b>	<b>1,653.1</b>	<b>5.2%</b>	<b>4,251.1</b>	<b>4,215.1</b>	<b>0.9%</b>

FX development 6M 09 vs 6M 08  
(vs. €; average exchange rates)



Note: Pro rata consolidation of TBIH insurance companies (Bulstrad, Helios) increased from 60% to 100% as of Q1 2009

First time consolidation of s Versicherung Austria as of H2 2008, of s Versicherung CZ, SK, H, CRO as of Q4 2008; of BCR NL and L as of Q1 2009, deconsolidation of BACAV (A) and Unita (RO) as of June 2008

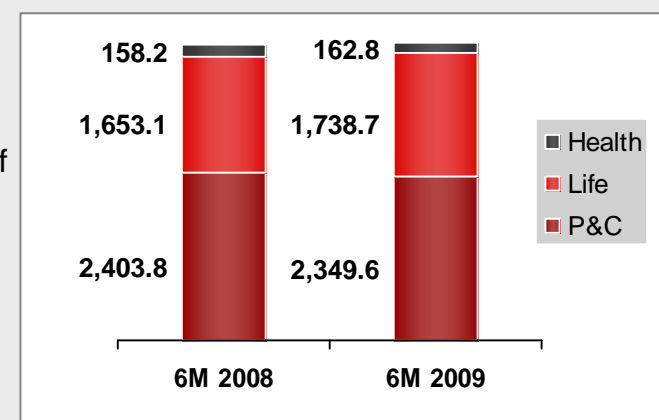
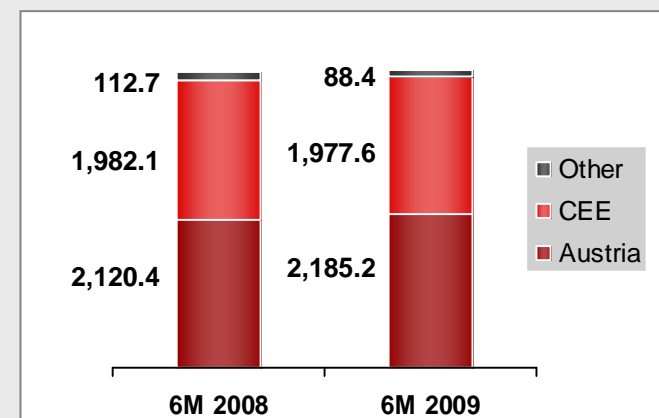
First time consolidation of Compensa Life (Baltics) as of Q1 2009

First time consolidation of Sigma Albania and Macedonia as of Q2 2009 (retroactive for HY 2009)

# 6M 2009 P&L Major Items – Gross Written Premiums (II)

Stable premiums, supported by new consolidations<sup>1</sup> (€mn)

- § Group GWP stable, reaching €4,251mn
- § Austria: total GWP up 3.1% to reach €2,185mn. Life up 4.5% at €1,060mn, inclusion of s Versicherung offsets ongoing weak single premiums; P&C up 1.6% at €962.6mn influenced by weak motor market (VIG still growing above market) and sound non-motor growth
- § The Czech Republic saw GWP growing by 12.4% to €776.6mn with Life gaining 57.7% (growth flat excl. s Versicherung) to reach €269.0mn and Non-life down 2.5% at €507.6mn
- § In Slovakia business grew by 9.0% to reach €324.4mn, with Life up 14.8% (excl. s Versicherung +2.5%) at €140.0mn and P&C up 5.1% at €184.4mn
- § Poland reached €262.9mn in total, down 33.3%, Non-life down 20.2% to €170.4mn, Life down 48.7% to €92.5mn due to weak single premium business
- § In Romania, VIG attained a premium volume of €313.0mn, a decrease of 13.2% - affected by restructuring and consolidation effects. Non-life was down 18.0% at €278.4mn and Life up 64.6% at €34.6mn due to consolidation of BCR
- § Other CEE markets up by 25.7% at €300.7mn, influenced by consolidation effects. Life still growing vs. weaker motor markets.
- § Other Markets attained GWP of €88.4mn, weaker by 21.6% due to weak single premium business



<sup>1</sup>: Note: For changes in scope of consolidation see page 23

# 6M 2009 P&L Major Items – Expenses for Claims Incurred

Loss ratio up due to higher claims in CEE and floods in A, CZ

- § Group loss ratio (net) at 65.1% (63.4% in 6M 2008 )
- § Austrian loss ratio higher by 2.6% pts at 66.3% due to damage from floodings in late June
- § Czech Republic saw loss ratio improving by 2.4% pts to 60.0%, despite unfavourable weather conditions in Q2
- § In Slovakia loss ratio higher at 60.5% (6M 08: 56.5%) due to rise in motor claims
- § Poland increasing by 9.7% pts to 63.9% due to increase of reserves as a consequence of legal changes
- § Romania saw increase of claims ratio to 77.3% (6M 08: 75.5%, YE 08: 73.9%) influenced by motor claims inflation (currency effects, partly balanced by higher financial income)
- § Other CEE stable (+ 0.2% pts) at 61.3%

EUR mn	P&C	
	6M 2009	6M 2008
Net Earned Premiums:	1,734.2	1,690.1
Expenses for Claims Incurred:	1,128.7	1,072.3
<b>Ratio</b>	<b>65.1%</b>	<b>63.4%</b>



# 6M 2009 P&L Major Items – Operating Expenses

Cost ratio down as a result of savings programmes

- § Group cost ratio (net) decreasing by 2.1% pts to reach 30.4%
- § Cost ratio in Austria slightly down by 0.3% pts at 28.4% as an effect of efficiency management - despite wage inflation
- § Costs in the Czech Republic reduced by 1.6% pts to 28.3%
- § Cost ratio in Slovakia down by 1.5% pts at 35.8% due to strict cost management and lower sales commissions
- § Poland showing lower cost ratio at 35.4% (6M 08: 42.1%) thanks to lower administration costs and sales commissions as well as abolition of Religa tax (surcharge on motor premiums for health system)
- § Romania recording substantial decrease by 6.4% pts to 26.0% due to consolidation of BCR (low cost sales organisation) and scale effects
- § Cost ratio in Other CEE stable at 42.1%

EUR mn	P&C	
	6M 2009	6M 2008
Net Earned Premiums:	1,734.2	1,690.1
Operating Expenses: <sup>1</sup>	527.0	549.1
<b>Ratio</b>	<b>30.4%</b>	<b>32.5%</b>

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

# 6M 2009 P&L Major Items – Financial Result

Sound financial result (€mn)

Income	P&C		Life		Health		Total	
in €'000	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008
Current income	80,353	84,498	553,814	426,371	17,746	15,940	651,913	526,809
Income from appreciations	4,864	2,168	31,818	9,831	2,965	113	39,647	12,112
Income from the disposal of investments	78,678	135,082	141,697	353,360	6,244	1,905	226,619	490,347
Other income	1,442	1,589	11,659	2,834	785	0	13,886	4,423
<b>Total Income</b>	<b>165,337</b>	<b>223,337</b>	<b>738,988</b>	<b>792,396</b>	<b>27,740</b>	<b>17,958</b>	<b>932,065</b>	<b>1,033,691</b>
Expenses	P&C		Life		Health		Total	
in €'000	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008
Depreciation of investments	12,457	30,605	65,555	72,470	1,587	1,643	79,599	104,718
Impairment of investments	23,472	8,065	100,835	39,007	2,682	228	126,989	47,300
Exchange rate changes	-4,903	130	-1,621	2,797	-6	0	-6,530	2,927
Losses from the disposal of investments	26,816	10,198	115,014	144,144	13,711	6,397	155,541	160,739
Interest expenses	14,418	12,952	46,629	38,245	3,372	2,620	64,419	53,817
Other expenses	6,178	7,139	33,065	37,478	1,220	884	40,463	45,501
<b>Total Expenses</b>	<b>78,438</b>	<b>69,089</b>	<b>359,477</b>	<b>334,141</b>	<b>22,566</b>	<b>11,772</b>	<b>460,481</b>	<b>415,002</b>
<b>Total Financial Result</b>	<b>86,899</b>	<b>154,248</b>	<b>379,511</b>	<b>458,255</b>	<b>5,174</b>	<b>6,186</b>	<b>471,584</b>	<b>618,689</b>

- § Decrease in Group Financial Result by 23.8% to € 471.6mn reflecting one-off effects in 6M 08 (sale of BACAV and Unita)
- § Income from appreciations and disposals largely offsets impairments and losses from disposals

# 6M 2009 P&L – Business Segments

Property & Casualty, IFRS (€mn)

	6M 2009	6M 2008	+/-%
1. Gross premiums written	2,349.6	2,403.8	-2.3
2. Net earned premiums	1,734.2	1,690.1	2.6
3. Financial result	86.9	154.2	-43.7
4. Other income	38.6	19.2	>100
<b>Total income</b>	<b>1,859.7</b>	<b>1,863.5</b>	<b>-0.2</b>
6. Expenses for claims and insurance benefits	-1,128.7	-1,072.3	5.3
7. Operating expenses	-486.2	-494.7	-1.7
8. Other expenses	-88.3	-88.8	-0.6
<b>Total expenses</b>	<b>-1,703.2</b>	<b>-1,655.7</b>	<b>2.9</b>
<b>Profit before taxes</b>	<b>156.5</b>	<b>207.8</b>	<b>-24.7</b>

# 6M 2009 P&L – Business Segments

Life, IFRS (€mn)

	6M 2009	6M 2008	+/-%
1. Gross premiums written	1,738.6	1,653.1	5.2
2. Net earned premiums	1,718.2	1,625.5	5.7
3. Financial result	379.5	458.3	-17.2
4. Other income	23.3	11.5	>100
<b>Total income</b>	<b>2,121.1</b>	<b>2,095.2</b>	<b>1.2</b>
6. Expenses for claims and insurance benefits	-1,697.2	-1,701.0	-0.2
7. Operating expenses	-316.8	-284.7	11.3
8. Other expenses	-40.9	-30.9	32.5
<b>Total expenses</b>	<b>-2,054.9</b>	<b>-2,016.5</b>	<b>1.9</b>
<b>Profit before taxes</b>	<b>66.2</b>	<b>78.7</b>	<b>-15.9</b>

# 6M 2009 P&L – Business Segments

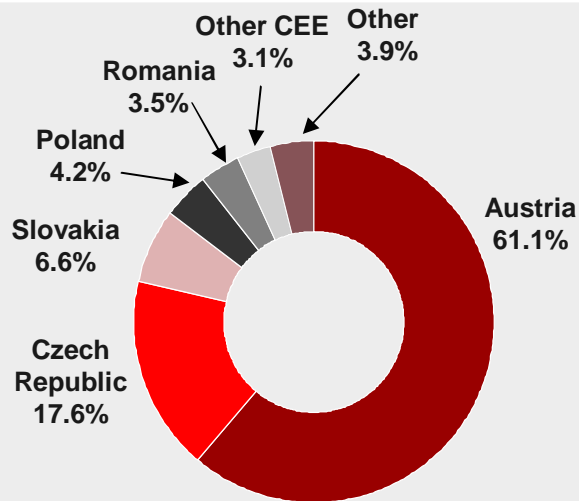
Health, IFRS (€mn)

	6M 2009	6M 2008	+/-%
1. Gross premiums written	162.8	158.2	2.9
2. Net earned premiums	160.4	155.7	3.0
3. Financial result	5.2	6.2	-16.4
4. Other income	0.1	0.0	>100
<b>Total income</b>	<b>165.7</b>	<b>161.9</b>	<b>2.3</b>
6. Expenses for claims and insurance benefits	-137.1	-139.1	-1.5
7. Operating expenses	-20.6	-20.6	0.3
8. Other expenses	-0.4	-0.4	6.6
<b>Total expenses</b>	<b>-158.1</b>	<b>-160.1</b>	<b>-1.2</b>
<b>Profit before taxes</b>	<b>7.5</b>	<b>1.8</b>	<b>&gt;100</b>

# Premium Portfolio

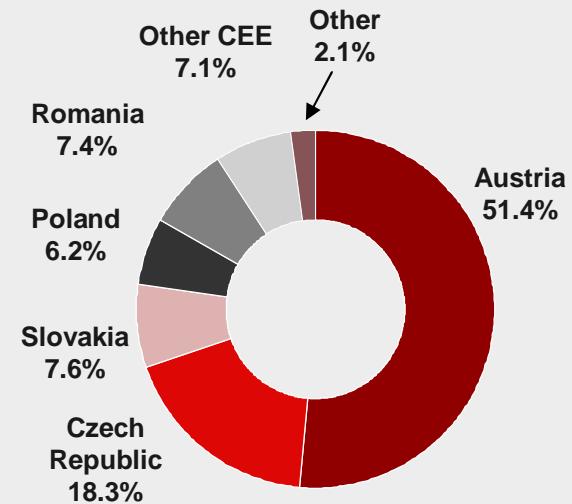
Source of business origination substantially widened

**GWP by Geography 6M 06**



**6M 2006 Total: €3.0bn**

**GWP by Geography 6M 09**



**6M 2009 Total: €4.3bn**

- § V.I.G. has attained a much wider array of premium origination within a relatively short period
- § Non-life business (60%) still dominates portfolio

## 6M 2009 P&L - Split by Regions (I)

Regional segments, IFRS (€mn)

	Austria			Czech Republic		
	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%
1. Gross premiums written	2,185.2	2,120.4	3.1	776.6	691.0	12.4
2. Net earned premiums	1,847.2	1,757.8	5.1	663.0	542.0	22.3
3. Financial result	358.5	488.1	-26.5	26.3	23.4	12.6
4. Other income	5.9	5.0	17.2	12.5	6.6	91.2
<b>Total income</b>	<b>2,211.7</b>	<b>2,250.9</b>	<b>-1.7</b>	<b>701.8</b>	<b>571.9</b>	<b>22.7</b>
6. Expenses for claims/benefits	-1,740.8	-1,745.6	-0.3	-436.4	-353.9	23.3
7. Operating expenses	-316.4	-316.1	0.1	-172.6	-142.8	20.8
8. Other expenses	-22.1	-34.7	-36.4	-36.6	-28.8	27.1
<b>Total expenses</b>	<b>-2,079.3</b>	<b>-2,096.4</b>	<b>-0.8</b>	<b>-645.5</b>	<b>-525.6</b>	<b>22.8</b>
<b>Profit before taxes</b>	<b>132.3</b>	<b>154.5</b>	<b>-14.4</b>	<b>56.3</b>	<b>46.3</b>	<b>21.5</b>
<b>Combined Ratio</b>	<b>94.7%</b>	<b>92.4%</b>		<b>88.4%</b>	<b>92.4%</b>	

## 6M 2009 P&L - Split by Regions (II)

Regional segments, IFRS (€mn)

	Slovakia			Poland			Romania		
	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%
1. Gross premiums written	324.4	297.5	9.0	262.9	393.9	-33.3	313.0	360.5	-13.2
2. Net earned premiums	270.8	245.7	10.2	241.0	361.4	-33.3	272.3	289.6	-6.0
3. Financial result	17.8	9.9	80.4	14.5	6.4	>100	25.2	76.0	-66.8
4. Other income	3.0	1.4	>100	1.7	3.7	-53.2	20.7	9.3	>100
<b>Total income</b>	<b>291.6</b>	<b>257.0</b>	<b>13.5</b>	<b>257.2</b>	<b>371.5</b>	<b>-30.8</b>	<b>318.3</b>	<b>374.9</b>	<b>-15.1</b>
6. Expenses for claims/benefits	-213.8	-170.8	25.2	-137.0	-225.8	-39.3	-209.5	-229.0	-8.5
7. Operating expenses	-47.0	-48.8	-3.8	-99.5	-120.7	-17.6	-90.7	-93.9	-3.4
8. Other expenses	-23.1	-21.5	7.6	-6.3	-10.8	-41.9	-6.0	-7.5	-19.8
<b>Total expenses</b>	<b>-283.9</b>	<b>-241.1</b>	<b>17.8</b>	<b>-242.8</b>	<b>-357.4</b>	<b>-32.1</b>	<b>-306.2</b>	<b>-330.3</b>	<b>-7.3</b>
<b>Profit before taxes</b>	<b>7.7</b>	<b>15.9</b>	<b>-51.6</b>	<b>14.4</b>	<b>14.1</b>	<b>2.6</b>	<b>12.1</b>	<b>44.6</b>	<b>-72.9</b>
<b>Combined Ratio</b>	<b>96.3%</b>	<b>93.8%</b>		<b>99.3%</b>	<b>96.3%</b>		<b>103.4%</b>	<b>107.9%</b>	



## 6M 2009 P&L - Split by Regions (III)

Regional segments, IFRS (€mn)

	Other CEE <sup>1</sup>			Other			TOTAL		
	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%	6M 2009	6M 2008	+/-%
1. Gross premiums written	300.7	239.2	25.7	88.4	112.7	-21.6	4,251.1	4,215.1	0.9
2. Net earned premiums	233.9	178.5	31.0	84.6	96.4	-12.2	3,612.8	3,471.3	4.1
3. Financial result	19.9	6.9	>100	9.3	8.1	14.5	471.6	618.7	-23.8
4. Other income	4.4	3.3	35.4	13.7	1.4	>100	62.0	30.7	>100
<b>Total income</b>	<b>258.3</b>	<b>188.7</b>	<b>36.9</b>	<b>107.5</b>	<b>105.9</b>	<b>1.6</b>	<b>4,146.4</b>	<b>4,120.7</b>	<b>0.6</b>
6. Expenses for claims/benefits	-165.9	-113.7	45.9	-59.5	-73.5	-19.1	-2,962.9	-2,912.4	1.7
7. Operating expenses	-81.0	-65.8	23.1	-16.5	-11.7	40.9	-823.6	-799.9	3.0
8. Other expenses	-13.7	-4.9	>100	-21.8	-11.9	83.5	-129.6	-120.1	7.9
<b>Total expenses</b>	<b>-260.6</b>	<b>-184.4</b>	<b>41.3</b>	<b>-97.9</b>	<b>-97.2</b>	<b>0.7</b>	<b>-3,916.1</b>	<b>-3,832.3</b>	<b>2.2</b>
<b>Profit before taxes</b>	<b>-2.3</b>	<b>4.3</b>	<b>&gt;-100</b>	<b>9.7</b>	<b>8.7</b>	<b>11.2</b>	<b>230.3</b>	<b>288.3</b>	<b>-20.1</b>
<b>Combined Ratio</b>	<b>103.4%</b>	<b>103.2%</b>		<b>83.9%</b>	<b>78.7%</b>		<b>95.5%</b>	<b>95.9%</b>	

1: In Croatia, a one-off provision of about EUR 10 million had to be recognized in the financial statements due to a regulatory reduction of the guaranteed interest on life insurance contracts. This had an adverse effect on the result.

# 6M 2009 Results by Country

IFRS (€mn)

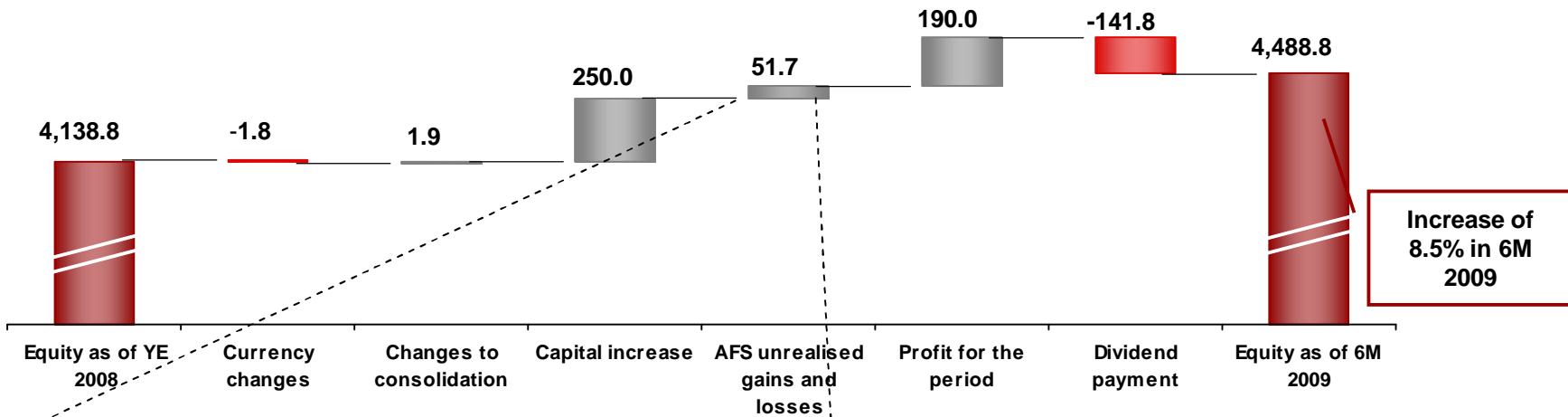
	GWP Non-Life		Life GWP		GWP Total		Profit before Taxes		Net Combined Ratio	
	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008	6M 2009	6M 2008
<b>Austria</b>	<b>1,125.5</b>	<b>1,105.9</b>	<b>1,059.7</b>	<b>1,014.4</b>	<b>2,185.2</b>	<b>2,120.4</b>	<b>132.3</b>	<b>154.5</b>	<b>94.7%</b>	<b>92.4%</b>
<b>Czech Rep.</b>	<b>507.6</b>	<b>520.5</b>	<b>268.9</b>	<b>170.5</b>	<b>776.6</b>	<b>691.0</b>	<b>56.3</b>	<b>46.3</b>	<b>88.4%</b>	<b>92.4%</b>
<b>Slovakia</b>	<b>184.4</b>	<b>175.5</b>	<b>140.0</b>	<b>122.0</b>	<b>324.4</b>	<b>297.5</b>	<b>7.7</b>	<b>15.9</b>	<b>96.3%</b>	<b>93.8%</b>
<b>Poland</b>	<b>170.4</b>	<b>213.5</b>	<b>92.5</b>	<b>180.4</b>	<b>262.9</b>	<b>393.9</b>	<b>14.4</b>	<b>14.1</b>	<b>99.3%</b>	<b>96.3%</b>
<b>Romania</b>	<b>278.4</b>	<b>339.5</b>	<b>34.6</b>	<b>21.0</b>	<b>313.0</b>	<b>360.5</b>	<b>12.1</b>	<b>44.6</b>	<b>103.4%</b>	<b>107.9%</b>
<b>Other CEE<sup>1</sup></b>	<b>209.3</b>	<b>171.5</b>	<b>91.3</b>	<b>67.7</b>	<b>300.7</b>	<b>239.2</b>	<b>-2.3</b>	<b>4.3</b>	<b>103.4%</b>	<b>103.2%</b>
Hungary	41.2	21.8	36.7	31.9	77.9	53.7	2.2	1.7	99.2%	105.1%
Croatia <sup>1</sup>	25.8	25.5	28.9	20.9	54.7	46.3	-7.4	1.4	103.8%	109.1%
Serbia	13.3	16.6	9.9	9.6	23.1	26.2	0.8	0.2	108.0%	94.3%
Bulgaria	74.9	49.6	6.4	4.7	81.3	54.2	0.6	0.1	103.1%	100.7%
Ukraine	10.2	19.9	0.4	0.6	10.6	20.5	0.1	0.0	112.1%	103.0%
Turkey	32.9	38.2	-	-	32.9	38.2	-1.0	0.9	108.0%	103.2%
Baltics	-	-	9.1	-	9.1	-	0.9	-	-	-
Albania	8.6	-	-	-	8.6	-	1.5	-	85.9%	-
Macedonia	2.6	-	-	-	2.6	-	0.1	-	95.1%	-
<b>Other</b>	<b>36.9</b>	<b>35.6</b>	<b>51.5</b>	<b>77.1</b>	<b>88.4</b>	<b>112.7</b>	<b>9.7</b>	<b>8.7</b>	<b>83.9%</b>	<b>78.7%</b>
Liechtenstein	-	-	23.5	50.6	23.5	50.6	0.3	1.2	-	-
Germany	36.9	35.6	28.0	26.5	64.9	62.1	9.4	7.5	83.9%	78.7%
<b>Total</b>	<b>2,512.5</b>	<b>2,562.0</b>	<b>1,738.6</b>	<b>1,653.1</b>	<b>4,251.1</b>	<b>4,215.1</b>	<b>230.3</b>	<b>288.3</b>	<b>95.5%</b>	<b>95.9%</b>

<sup>1</sup>: Note: For one-off effect in profit before taxes in Croatia see explanation on page 34

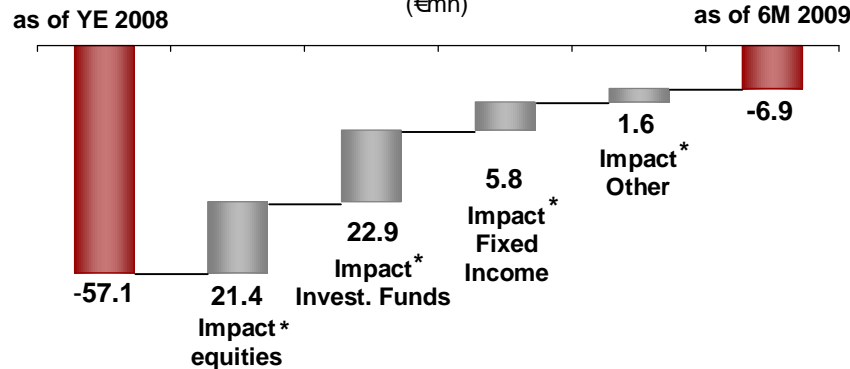
# 6M 2009 Shareholders' Equity

Shareholders' equity supports strong capitalisation

Change in Group Shareholders' Equity (€mn)



Development of unrealised gains and losses (€mn)



\* including minority interests

## Capitalisation

- § V.I.G. has issued, within the scope of the existing € 500mn hybrid bonds programme of May 2008, a second tranche with a volume of € 250mn at the same terms in April 2009
- § Comfortable solvency ratio above 180% on IFRS basis
- § V.I.G. develops new risk based internal capital model according to Solvency II

# Change in Group Shareholders' Equity

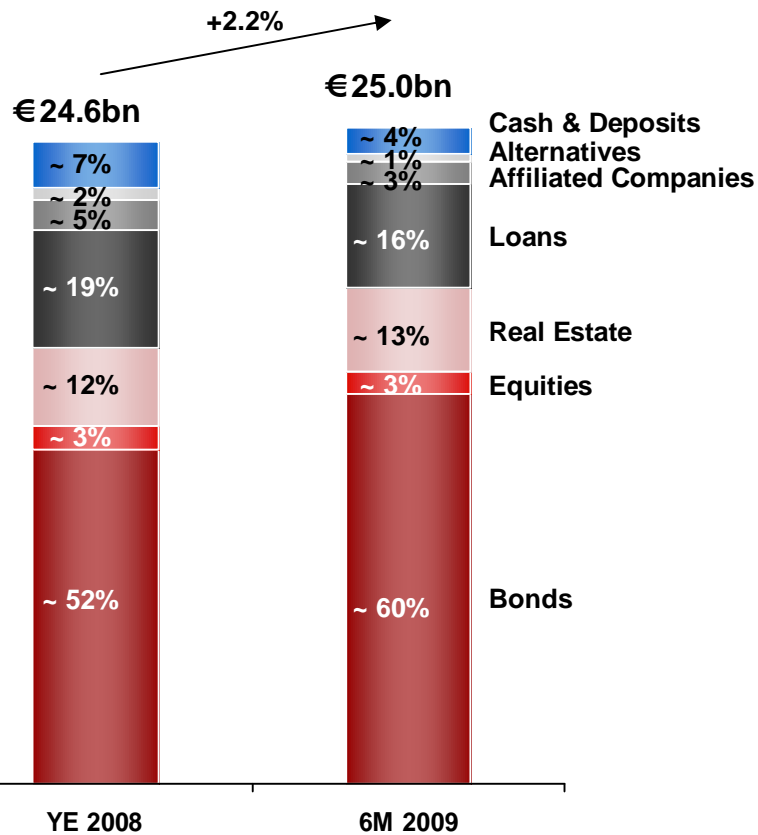
IFRS (€000)

	1.1. - 30.06.2009	1.1. - 30.06.2008
Equity as of 1 January	4,138,790	2,615,563
Exchange rate changes	-1,788	55,336
Changes in scope of consolidation	1,920	39,270
Capital increase	250,000	1,343,078
Unrealised gains and losses from financial instruments available for sale	51,731	-76,857
Profit for the period	190,032	228,882
Dividend payment	-141,849	-120,324
<b>Equity as of 30 June</b>	<b>4,488,836</b>	<b>4,084,948</b>

# 6M 2009 Investment Split

V.I.G. follows a prudent investment approach

## Portfolio Overview

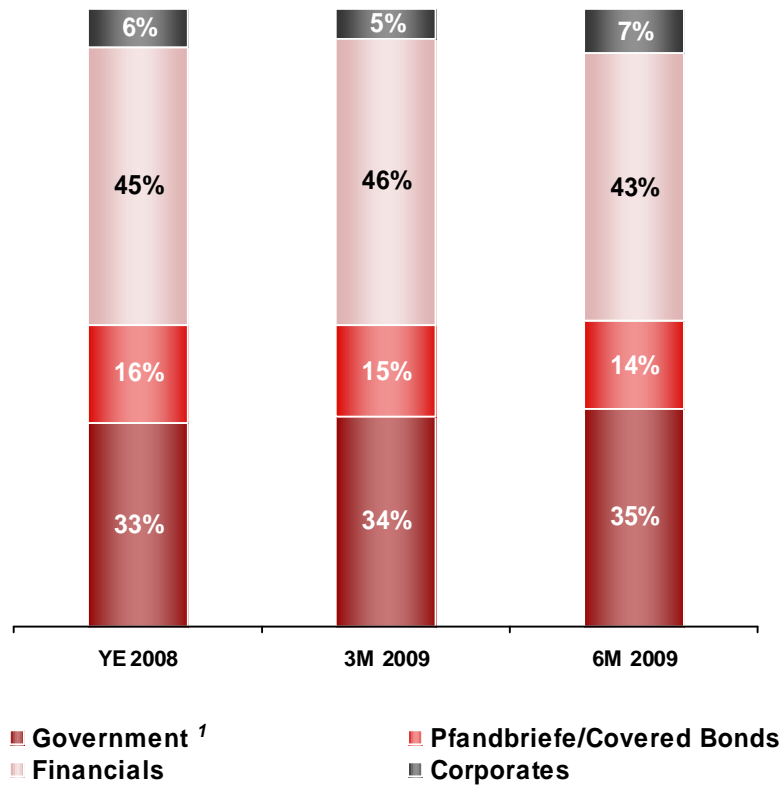


## Current Investment Strategy

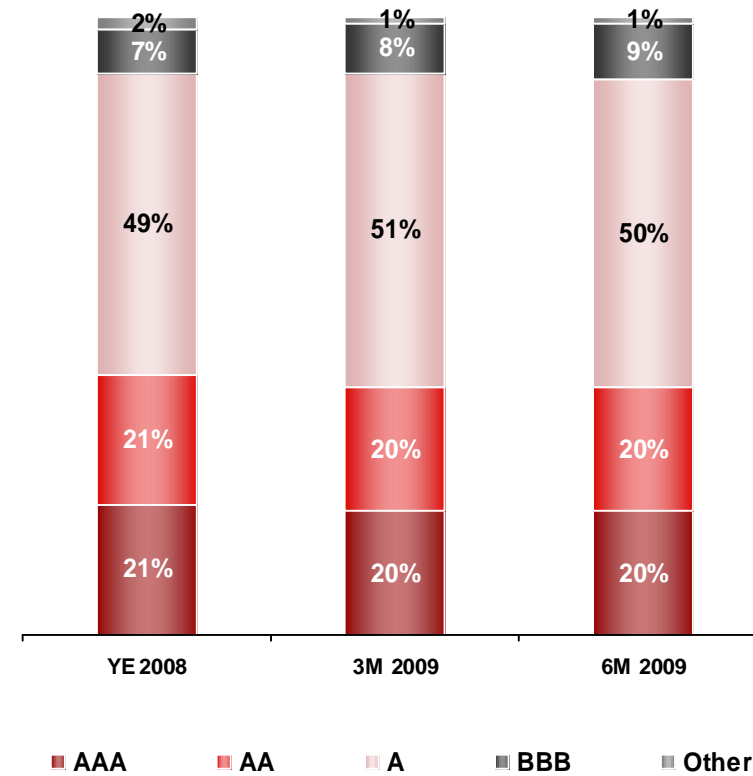
- 1 Further investments into high quality sovereign bonds
- 2 For trading reasons acquisition of good quality corporate bonds (defensive sectors) => taking advantage of attractive yield pick-ups
- 3 Equity ratio to remain at fairly low level in order to limit volatility of investment portfolio

# Development of Bond Portfolio

## By Issuer



## By Rating



<sup>1</sup>: Government and government guaranteed

# Life Insurance Premium Split

IFRS (€mn)

Premiums written - direct business	6M 2009	6M 2008	+/- %
Regular premiums	1,080.2	926.9	16.5%
Single premiums	649.4	723.7	-10.3%
<b>Total premiums written - direct business</b>	<b>1,729.6</b>	<b>1,650.6</b>	<b>4.8%</b>
<b>thereof:</b>			
Policies with profit participation	953.0	936.9	1.7%
Policies without profit participation	177.6	170.2	4.4%
Unit- and index-linked life insurance	598.9	543.4	10.2%
<b>thereof:</b>			
Individual insurance	1,632.3	1,413.7	15.5%
Group insurance	97.3	236.8	-58.9%

# Q2 2009 Income Statement

IFRS (€mn)

	Q2 2009	Q2 2008	+/-%
1. Gross premiums written	1,905.7	1,903.9	0.1
2. Net earned premiums	1,814.6	1,734.5	4.6
3. Financial result	233.4	443.1	-47.3
4. Other income	20.8	13.2	57.4
<b>Total income</b>	<b>2,068.8</b>	<b>2,190.8</b>	<b>-5.6</b>
6. Expenses for claims and insurance benefits	-1,489.8	-1,553.2	-4.1
7. Operating expenses	-413.7	-408.3	1.3
8. Other expenses	-55.8	-65.8	-15.2
<b>Total expenses</b>	<b>-1,959.3</b>	<b>-2,027.3</b>	<b>-3.4</b>
<b>Profit before taxes</b>	<b>109.4</b>	<b>163.5</b>	<b>-33.1</b>
Taxes	-18.4	-33.5	-45.0
<b>Net profit before minorities (Profit for the period)</b>	<b>91.0</b>	<b>130.0</b>	<b>-30.0</b>
Minorities	-5.9	-13.7	-56.7
<b>Net profit after minorites</b>	<b>85.1</b>	<b>116.3</b>	<b>-26.9</b>



# 6M 2009 Exchange Rates

National currency unit per EUR

6M 2009				6M 2008	
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	7.2730	7.3824	7.2365	7.2556
Estonia	EUR/EEK	15.6466	15.6466	-	-
Liechtenstein	EUR/CHF	1.5265	1.5057	1.6056	1.6114
Poland	EUR/PLN	4.4520	4.4757	3.3513	3.4070
Romania	EUR/RON	4.2072	4.2325	3.6415	3.6521
Serbia	EUR/CSD	93.4415	94.3463	78.9784	81.6813
Slovakia	EUR/SKK	-	-	30.2050	31.4028
Czech Republik	EUR/CZK	25.8820	27.1435	23.8930	24.8304
Hungary	EUR/HUF	271.5500	289.9834	235.4300	248.0447
Turkey	EUR/TRY	2.1614	2.1523	1.9323	1.9717
Ukraine	EUR/UAH	10.7557	10.2172	7.6361	7.6895
Albania	EUR/ALL	130.7600	130.2500	-	-
Macedonia	EUR/MKD	61.1642	61.3713	-	-

# Group Embedded Value 2008

Results (€mn)

	L&H		P&C		Total	
	2008	2007	2008	2007	2008	2007
<b>Austria/Germany</b>						
Free Surplus	403.6	525.3				
Required Capital	320.5	325.9				
ANAV	724.1	851.2	151.4	426.6	875.5	1,277.8
PVFP	1,233.9	1,568.5	n/a	n/a	1,233.9	1,568.5
- TVFOG	-172.3	-56.8	n/a	n/a	-172.3	-56.8
- CoC/FCRC	-43.5	-48.7	n/a	n/a	-43.5	-48.7
- CRNHR	-71.8	-54.2	n/a	n/a	-71.8	-54.2
VIF	946.3	1,408.8			946.3	1,408.8
Subtotal A/G	<b>1,670.4</b>	<b>2,260.0</b>	<b>151.4</b>	<b>426.6</b>	<b>1,821.8</b>	<b>2,686.6</b>
<b>CEE</b>						
Free Surplus	306.6	266.5				
Required Capital	135.4	113.5				
ANAV	442.0	380.0	1,371.6	1,340.7	1,813.6	1,720.7
PVFP	610.1	539.0	n/a	n/a	610.1	539.0
- TVFOG	-36.7	-29.6	n/a	n/a	-36.7	-29.6
- CoC/FCRC	-23.1	-20.5	n/a	n/a	-23.1	-20.5
- CRNHR	-23.3	-21.1	n/a	n/a	-23.3	-21.1
VIF	527.0	467.8			527.0	467.8
Subtotal CEE	<b>969.0</b>	<b>847.8</b>	<b>1,371.6</b>	<b>1,340.7</b>	<b>2,340.6</b>	<b>2,188.5</b>
<b>Total</b>	<b>2,639.4</b>	<b>3,107.8</b>	<b>1,523.0</b>	<b>1,767.3</b>	<b>4,162.4</b>	<b>4,875.1</b>

The GEV 2007 is after restatement and opening adjustments

## Comments

- § Group Embedded Value (GEV) calculated as Value of In-Force Business (ViF) and Adjusted Net Asset Value (ANAV) for Life & Health (L&H) plus ANAV for Property & Casualty (P&C)
- § All results based on local GAAP
- § EEV based on stochastic cashflow projections
- § TEV based on deterministic projections
- § EEV for L&H business in A/G
- § EEV and TEV for L&H business in CEE

### Change in scope:

Included for the first time are CPP in the Czech Republic, BENEFIA-LIFE and BENEFIA, INTERRISK and PZM in Poland, and the newly acquired insurance operations of ERSTE BANK in Austria, Czech Republic, Slovakia, Hungary, Romania and Croatia.

BACA-Versicherung in Austria and UNITA in Romania were sold during 2008.

# Group Embedded Value 2008

## Return on Adjusted Embedded Value (€mn)

	L&H		P&C		Total	
<b>Austria / Germany</b>						
EV Dec 31, 2008	1,670.3		151.4		1,821.7	
EV Dec 31, 2007 Reported	2,012.7		617.5		2,630.2	
EV Dec 31, 2007 Restated	2,037.4		570.7		2,608.1	
EV Dec 31, 2007 Restated and Adjusted	2,260.0		426.6		2,686.6	
+ Dividends	- 34.3		- 79.4		- 113.7	
+/- Closing Transfers	- 281.7		286.5		4.8	
Return on EV	- 871.4	-44.0%	11.3	1.6%	- 860.1	-32.0%
<b>CEE</b>						
EV Dec 31, 2008	969.1		1,371.6		2,340.7	
EV Dec 31, 2007 Reported	546.7		1,374.2		1,920.9	
EV Dec 31, 2007 Restated	569.4		1,197.1		1,766.5	
EV Dec 31, 2007 Restated and Adjusted	847.8		1,340.7		2,188.5	
+ Dividends	- 0.7		- 1.1		- 1.8	
+/- Closing Transfers	- 46.8		42.0		- 4.8	
Return on EV	74.5	9.3%	72.9	5.3%	147.4	6.8%
<b>Return on Total GEV</b>	<b>- 796.9</b>	<b>-25.6%</b>	<b>84.2</b>	<b>4.8%</b>	<b>- 712.7</b>	<b>-14.6%</b>

The total return on the GEV is mainly driven by an exceptional financial markets dislocation – a combination of low interest rates, negative equity returns, higher spreads on fixed income securities and high interest rate and equity volatility. A stable operating performance partly offsets these negative impacts and even leads to a positive return in CEE.

### Change in Methodology and Assumptions

- § Allowance for Cost for Residual Non-Hedgeable Risk
- § The reference interest rates used for the EEV calculations are based on the corresponding swap rates at December 31, 2008 and include a liquidity spread of 50 bp for all terms
- § Volatilities used to calibrate the economic scenario generator at December 31, 2008 are based on average volatilities over 2008
- § All results shown after minorities and tax
- § GEV allows for all consolidation effects

# Group Embedded Value 2008

## New Business Values (€mn)

	L&H		
	2008	2007	+ / - %
<b>Austria / Germany</b>			
NBV	61.6	76.2	- 19.2%
APE	259.1	262.2	
<i>APE-Ratio</i>	23.8%	29.1%	
PVNBP	2,479.2	2,398.6	
<i>PVNBP-Ratio</i>	2.5%	3.2%	
<b>CEE</b>			
NBV	92.2	68.8	+ 34.0%
APE	211.1	213.8	
<i>APE-Ratio</i>	43.7%	32.2%	
PVNBP	1311.5	1121.1	
<i>PVNBP-Ratio</i>	7.0%	6.1%	
<b>NBV-Total</b>	<b>153.8</b>	<b>145.0</b>	<b>+ 6.1%</b>
<b>APE-Total</b>	<b>470.2</b>	<b>476.0</b>	
<b><i>APE-Ratio Total</i></b>	<b>32.7%</b>	<b>30.5%</b>	
<b>PVNBP-Total</b>	<b>3,790.7</b>	<b>3,519.7</b>	
<b><i>PVNBP-Ratio Total</i></b>	<b>4.1%</b>	<b>4.1%</b>	

### Comments

- § The NBV represents the value generated by new business sold during the reporting period.
- § The NBV in A/G has decreased due to lower margins on the participating life insurance business as a result of the lower interest rates and higher volatility.
- § The total new business volumes in A/G have not changed relative to the previous year.
- § The total new business volumes in CEE as measured by PVNBP have increased.
- § The NBV in CEE has increased due to higher new business margins.

The increase of NBV in CEE more than offsets the reduction in A/G and leads to an increase of NBV for the Group.

# V.I.G. Has Excellent CEE Market Position

V.I.G. an early mover in CEE

## Overview of Core Markets

Slovakia	Czech Rep.	Romania	Bulgaria
Pop.: 5.4 mn	Pop.: 10.2 mn	Pop.: 21.3 mn	Pop.: 7.6 mn
GDP/Cap.: \$ 17 k	GDP/Cap.: \$ 23 k	GDP/Cap.: \$ 10 k	GDP/Cap.: \$ 7 k
Density NL: \$ 292	Density NL: \$ 478	Density NL: \$ 132	Density NL: \$ 154
Density L: \$ 257	Density L: \$ 326	Density L: \$ 33	Density L: \$ 24
<b>Market share: 31.7%</b>	<b>Market share: 31.4%</b>	<b>Market share: 29.6%</b>	<b>Market share: 18.9%</b>
Croatia	Serbia	Hungary	Poland
Pop.: 4.6 mn	Pop.: 7.4 mn	Pop.: 10.0 mn	Pop.: 38.0 mn
GDP/Cap.: \$ 13 k	GDP/Cap.: \$ 7 k	GDP/Cap.: \$ 17 k	GDP/Cap.: \$ 14 k
Density NL: \$ 318	Density NL: \$ 111	Density NL: \$ 236	Density NL: \$ 262
Density L: \$ 113	Density L: \$ 15	Density L: \$ 266	Density L: \$ 381
<b>Market share: 8.0%</b>	<b>Market share: 7.6%</b>	<b>Market share: 5.7%</b>	<b>Market share: 5.3%</b>

## Details

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

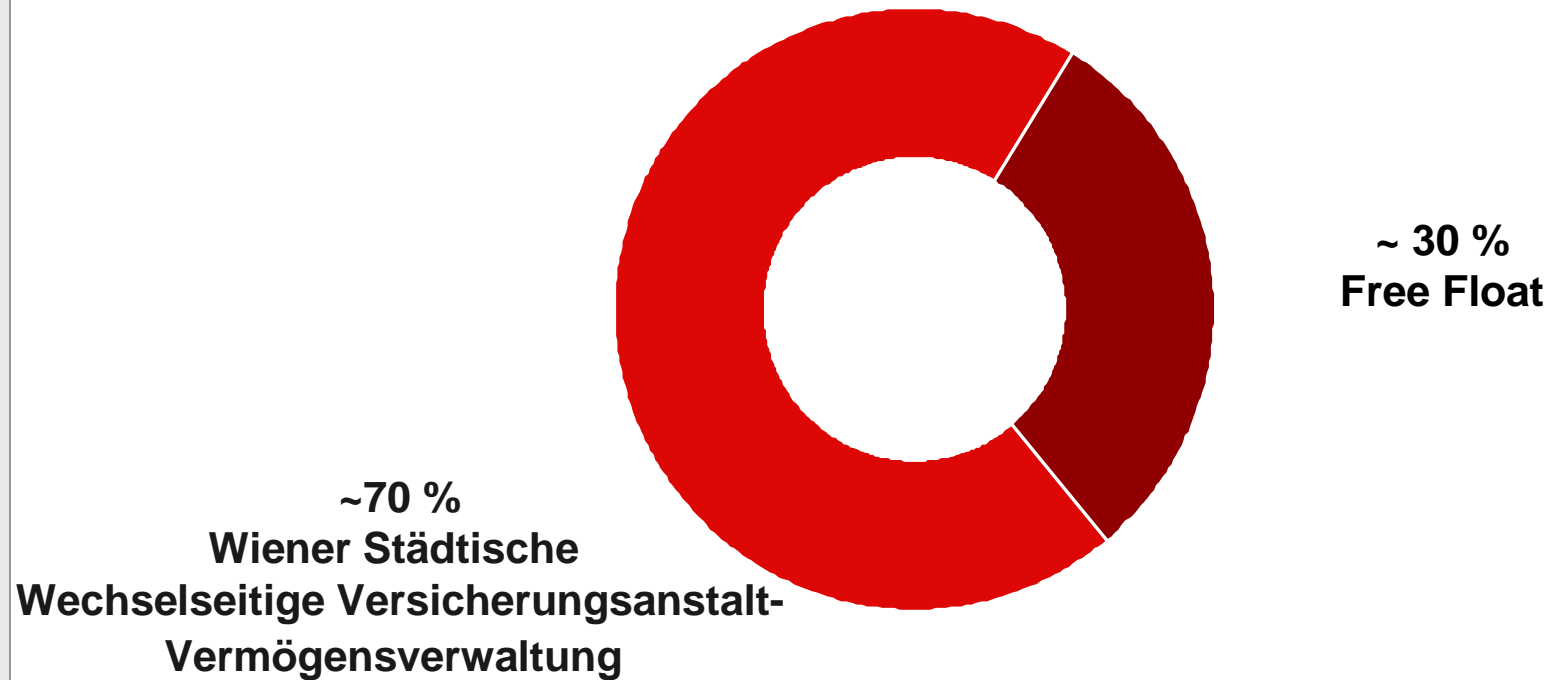
- § focus on retail business
- § systematic market entry
- § tight operational management

Source: Swiss RE 03/2009,  
Market shares: data as of 6M 2009

# Shareholder Structure (I)

Total number of shares 128,000,000

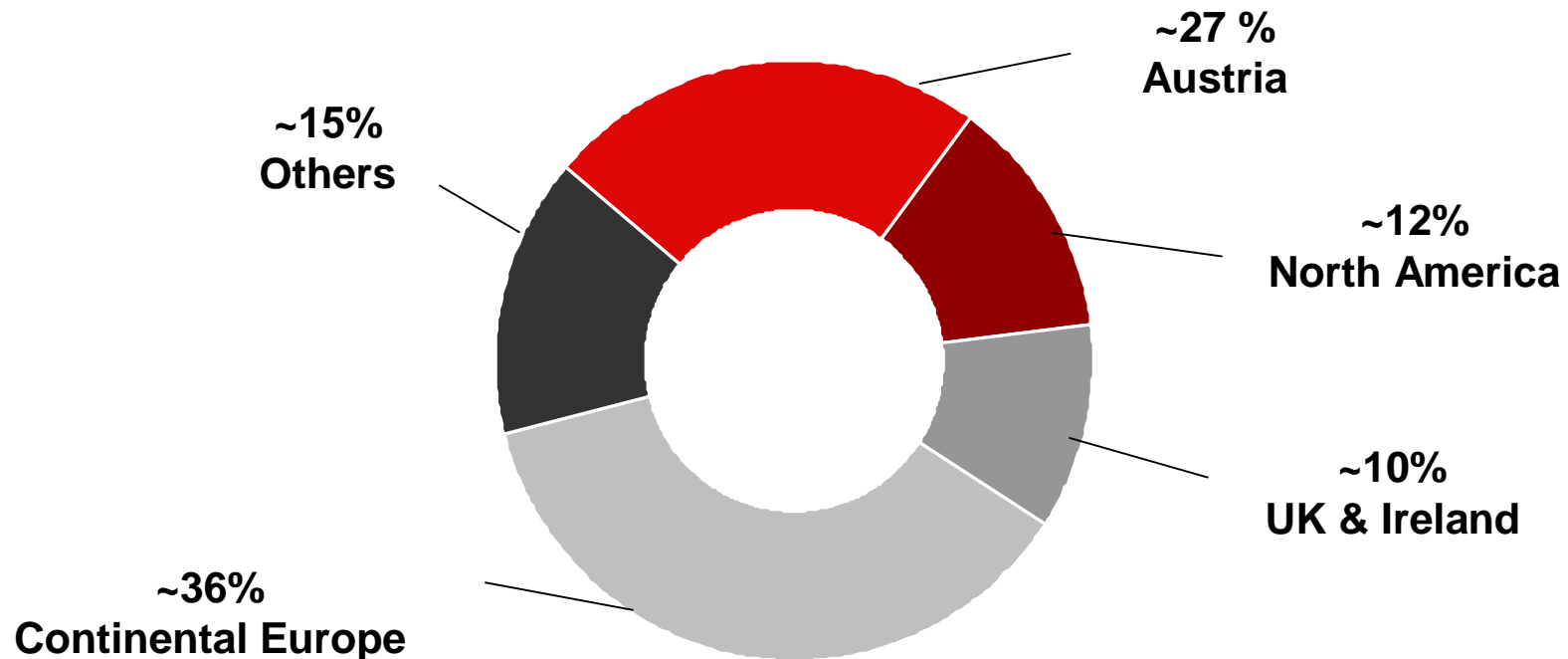
## Shareholder Structure



## Shareholder Structure (II)

Total number of shares 128,000,000

### Free Float Geographical Split



# V.I.G. Share & Contact Details

## V.I.G. Share

§ **Number of common shares**

128mn

§ **ISIN**

AT0000908504

§ **Stock exchange listing**

Vienna – Initial listing 17.Oct. 1994

Prague – Initial listing 5. Feb. 2008

§ **Ticker symbol**

VIG

§ **Bloomberg**

VIG AV / VIG CP

§ **Reuters**

VIGR.VI / VIGR.PR

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