

## ■ Growth despite unfavourable environment

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YE 2011 premiums (unconsolidated, unaudited)

Vienna, 24 January 2012

# Presenting Team and Topics

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## Presenting Team

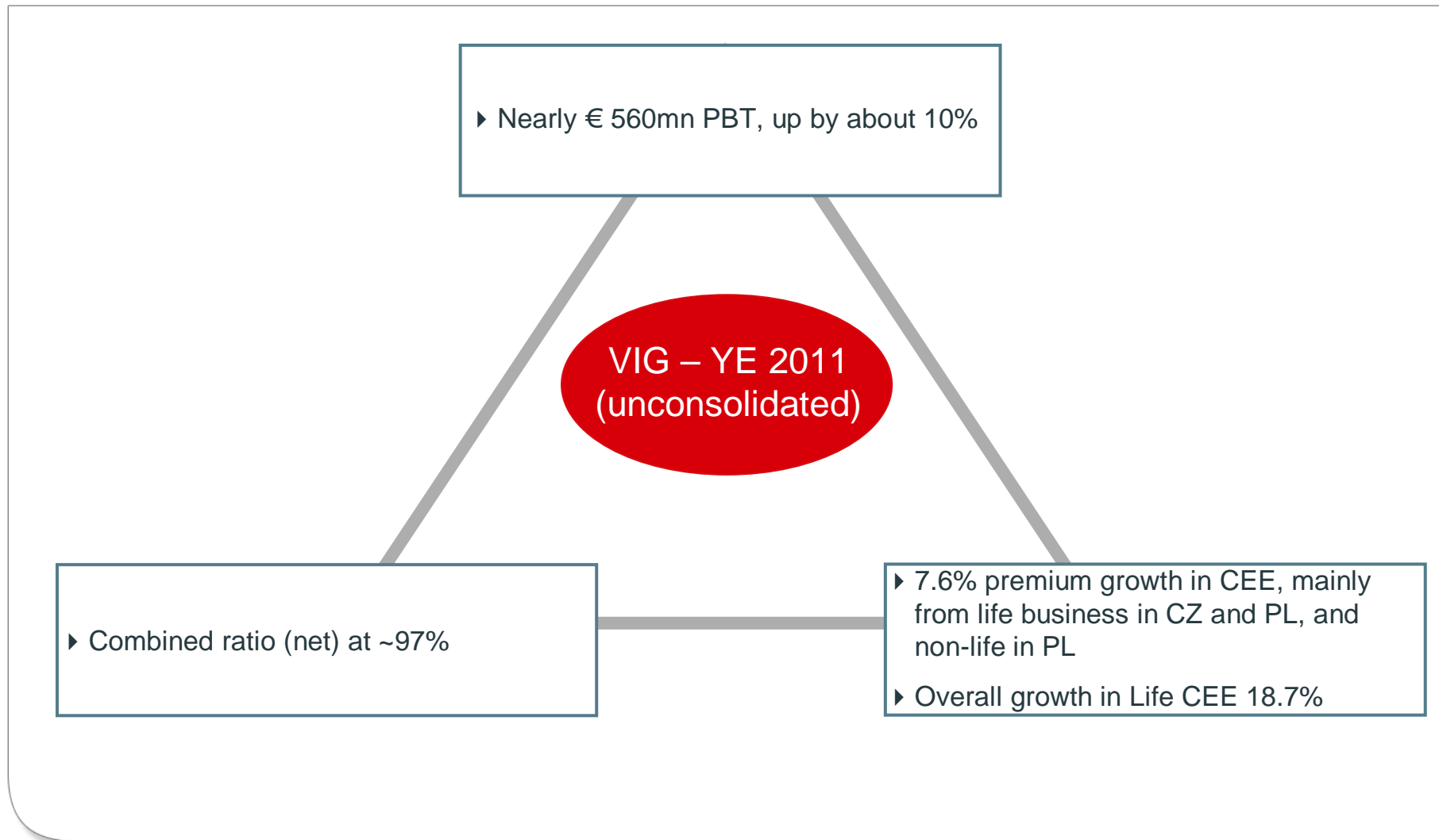
- ▶ Martin Simhandl, CFO
- ▶ Peter Hagen, Member of the Managing Board
- ▶ Peter Höfinger, Member of the Managing Board
- ▶ Roland Gröll, Head of Group Finance and Accounting
- ▶ Nina Higatzberger, Head of Investor Relations

## Topics

- ▶ Highlights p. 3
- ▶ Preliminary Premiums p. 5
- ▶ Preliminary PBT/Dividend p. 11

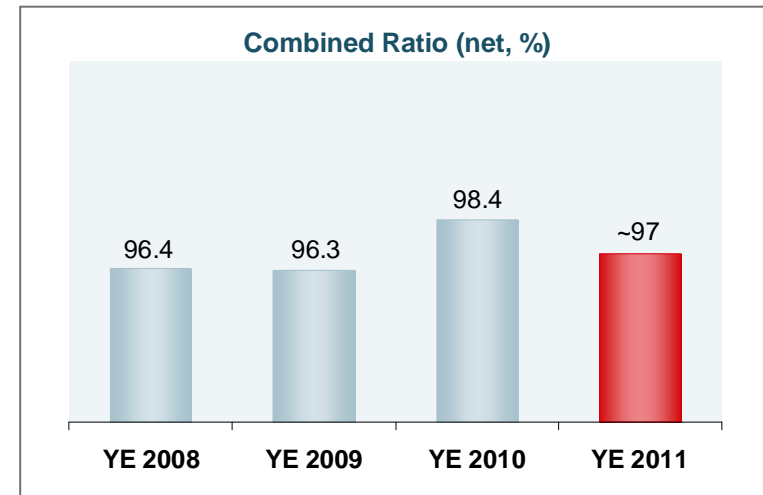
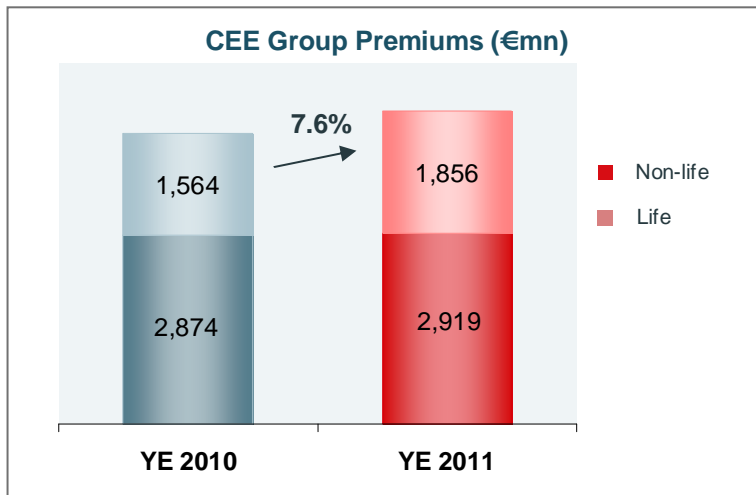
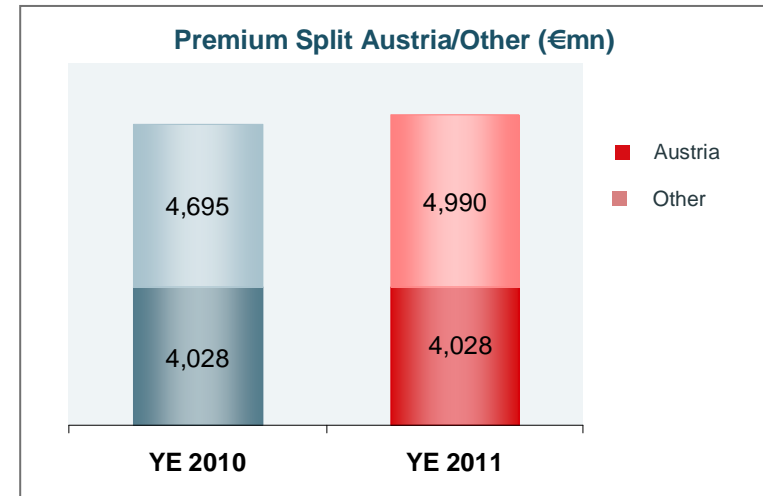
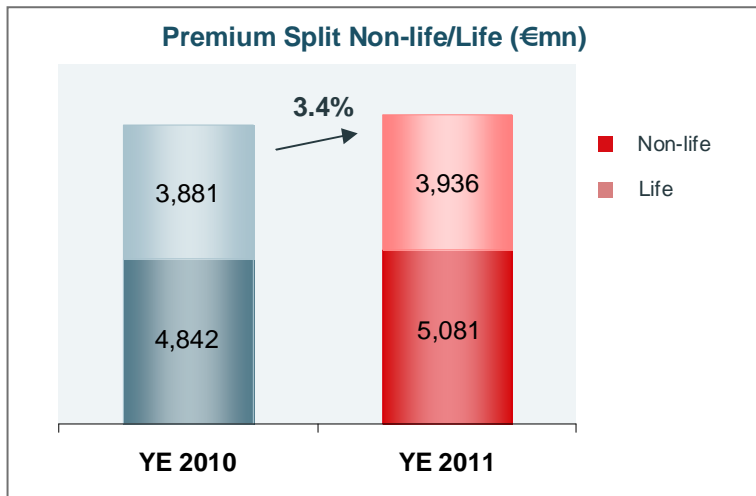
# Preliminary YE 2011 Highlights

Excellent development (unconsolidated, unaudited)



# Preliminary YE 2011 Financial Highlights

Growth of premiums (unconsolidated, unaudited) by 3.4% to € 9.0bn



# Preliminary YE 2011 Premium Development

Based on EUR million (unconsolidated, unaudited)

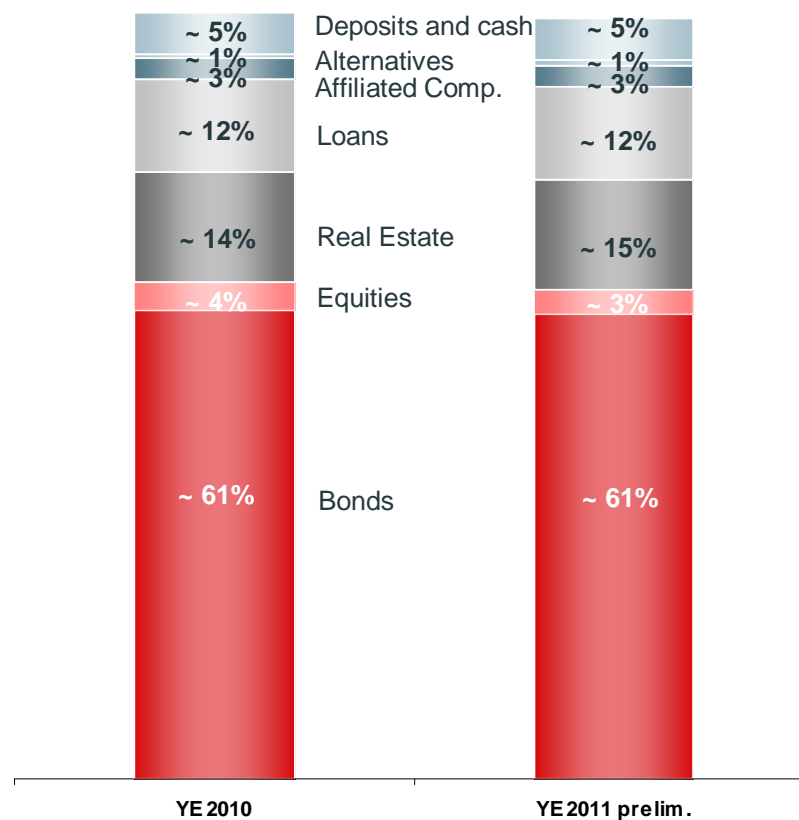
€mn	GWP Non-Life			GWP Life			GWP Total		
	YE 2011	YE 2010		YE 2011	YE 2010		YE 2011	YE 2010	
Austria	2,087.2	1,894.7	10.2%	1,940.5	2,133.5	-9.0%	4,027.7	4,028.3	0.0%
Czech Rep.	1,106.1	1,098.6	0.7%	837.1	740.4	13.1%	1,943.2	1,839.0	5.7%
Slovakia	323.3	318.4	1.5%	363.2	340.5	6.7%	686.5	658.9	4.2%
Poland	618.5	564.9	9.5%	343.6	188.7	82.1%	962.1	753.6	27.7%
Romania	410.0	442.5	-7.4%	100.9	93.5	7.9%	510.9	536.0	-4.7%
Sundry	536.0	523.0	2.5%	351.1	384.3	-8.7%	887.1	907.4	-2.2%
<i>Hungary</i>	52.6	50.4	4.3%	89.3	84.3	6.0%	141.9	134.7	5.4%
<i>Croatia</i>	42.3	47.5	-11.0%	55.7	61.3	-9.1%	98.0	108.8	-9.9%
<i>Serbia</i>	26.2	24.3	8.2%	21.3	21.6	-1.4%	47.5	45.9	3.7%
<i>Bulgaria</i>	90.2	113.9	-20.9%	14.4	13.6	6.3%	104.6	127.5	-18.0%
<i>Ukraine</i>	59.8	53.3	12.2%	2.5	1.3	86.4%	62.3	54.6	14.0%
<i>Turkey</i>	106.6	97.0	9.8%	0.0	0.0	-	106.6	97.0	9.8%
<i>Baltics</i>	0.0	0.0	-	24.0	17.1	40.5%	24.0	17.1	40.5%
<i>Albania<sup>1</sup></i>	24.3	16.2	50.0%	0.0	0.0	-	24.3	16.2	50.0%
<i>Georgia</i>	33.0	37.3	-11.7%	1.1	1.1	4.7%	34.1	38.4	-11.2%
<i>Bosnia</i>	12.2	0.0	-	0.3	0.0	-	12.5	0.0	-
<i>Montenegro</i>	0.0	0.0	-	0.3	0.0	-	0.3	0.0	-
<i>Macedonia</i>	8.6	6.1	40.8%	0.4	0.0	-	9.1	6.1	47.9%
<i>Other<sup>2</sup></i>	4.9	3.7	33.9%	2.1	1.2	77.8%	7.0	4.9	43.3%
<i>Liechtenstein</i>	0.0	0.0	-	72.2	118.8	-39.2%	72.2	118.8	-39.2%
<i>Germany</i>	75.3	73.2	2.9%	67.5	64.2	5.1%	142.8	137.4	4.0%
<b>Total</b>	<b>5,081.1</b>	<b>4,842.1</b>	<b>4.9%</b>	<b>3,936.4</b>	<b>3,880.9</b>	<b>1.4%</b>	<b>9,017.5</b>	<b>8,723.1</b>	<b>3.4%</b>

1: Albania involves also Kosovo

2: Belarus, Russia

# Preliminary YE 2011 Investment Split Estimates

## Investment portfolio including cash and cash equivalents



# Development of Bond Portfolio Estimates

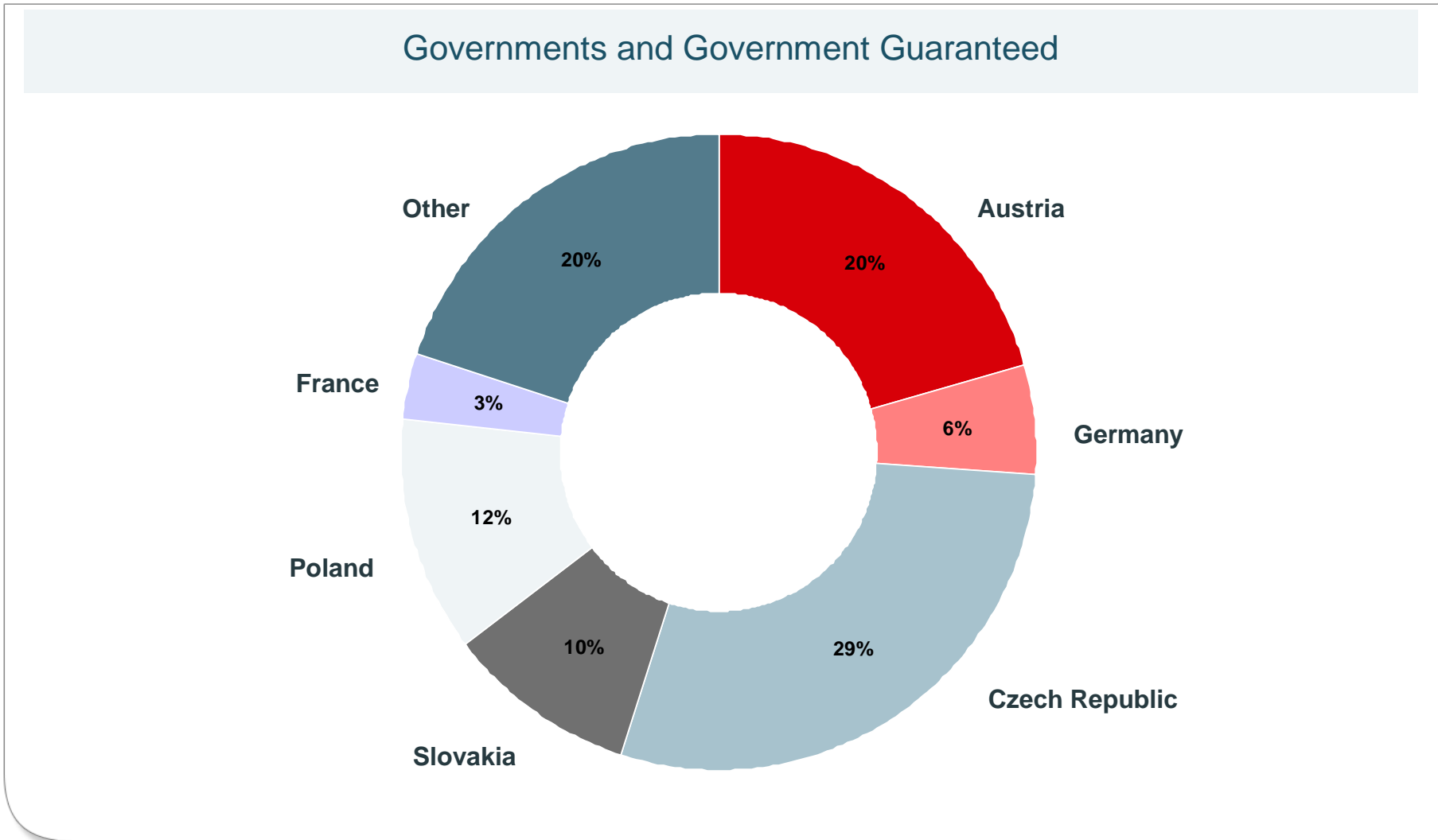
## Rating upgrades in CEE improve structure



1: Government and government guaranteed

# Bond Portfolio Split Estimates


As of 31/12/2011 (preliminary, unaudited)





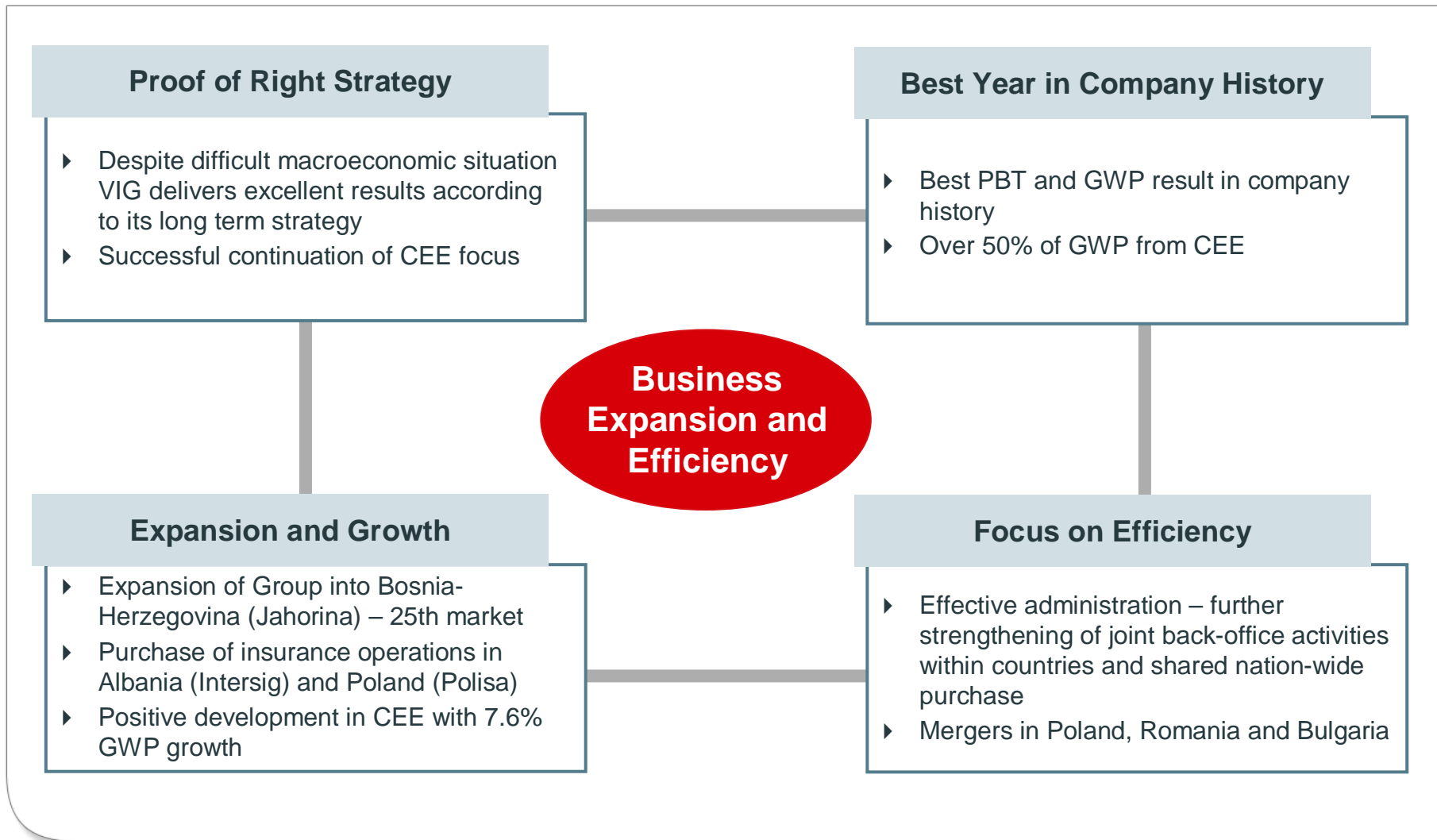
# PIIGS – Government Bonds

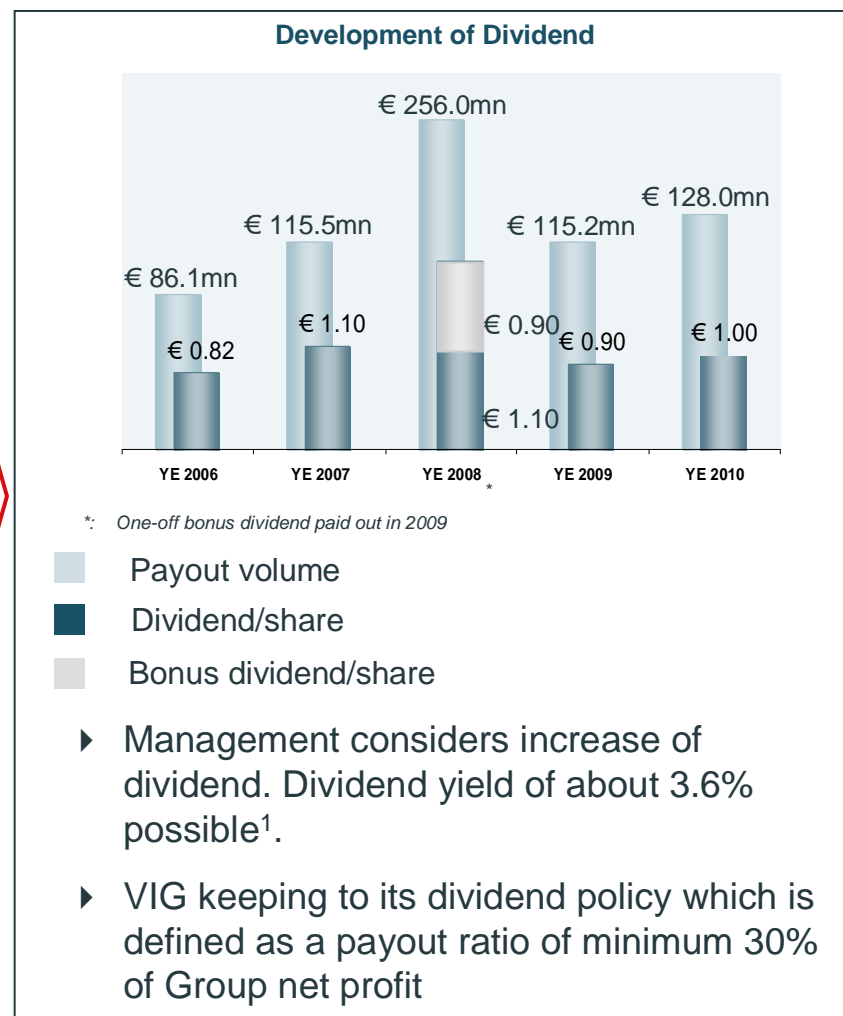
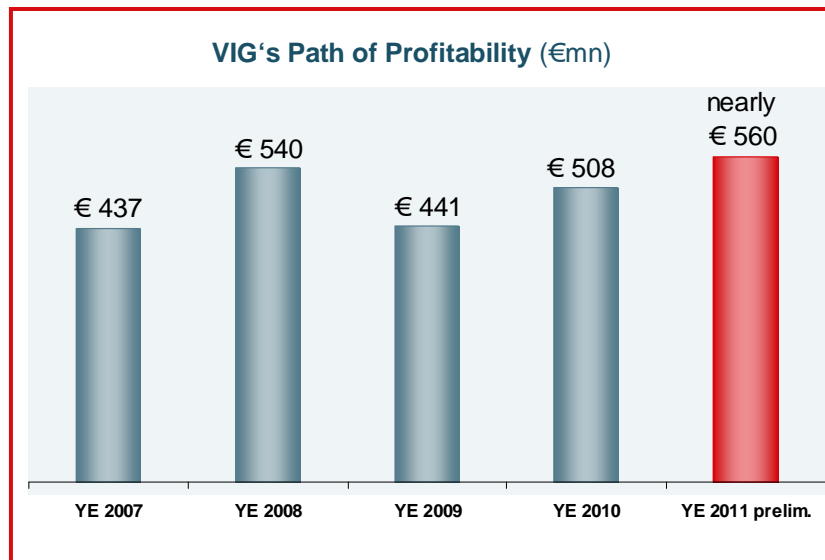
	€mn
Portugal	-
Ireland <sup>1</sup>	52
Italy	14
Greece <sup>1</sup>	10
Spain	8
<b>Total</b>	<b>84</b>



▶ Approximately 0.3% of total investments

1: Including impairments of about €45mn for Ireland and Greece





1: Based on YE share price and subject to the approval of the corporate bodies.

# Shareholder Structure (I)

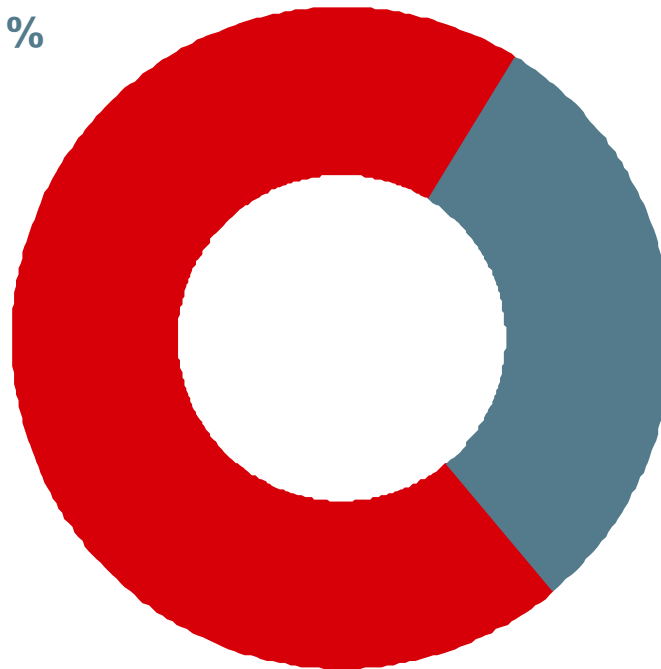
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Total number of shares 128,000,000

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**Wiener Städtische  
Wechselseitiger Versicherungsverein -  
Vermögensverwaltung – Vienna Insurance Group**

~70 %



**Free Float**

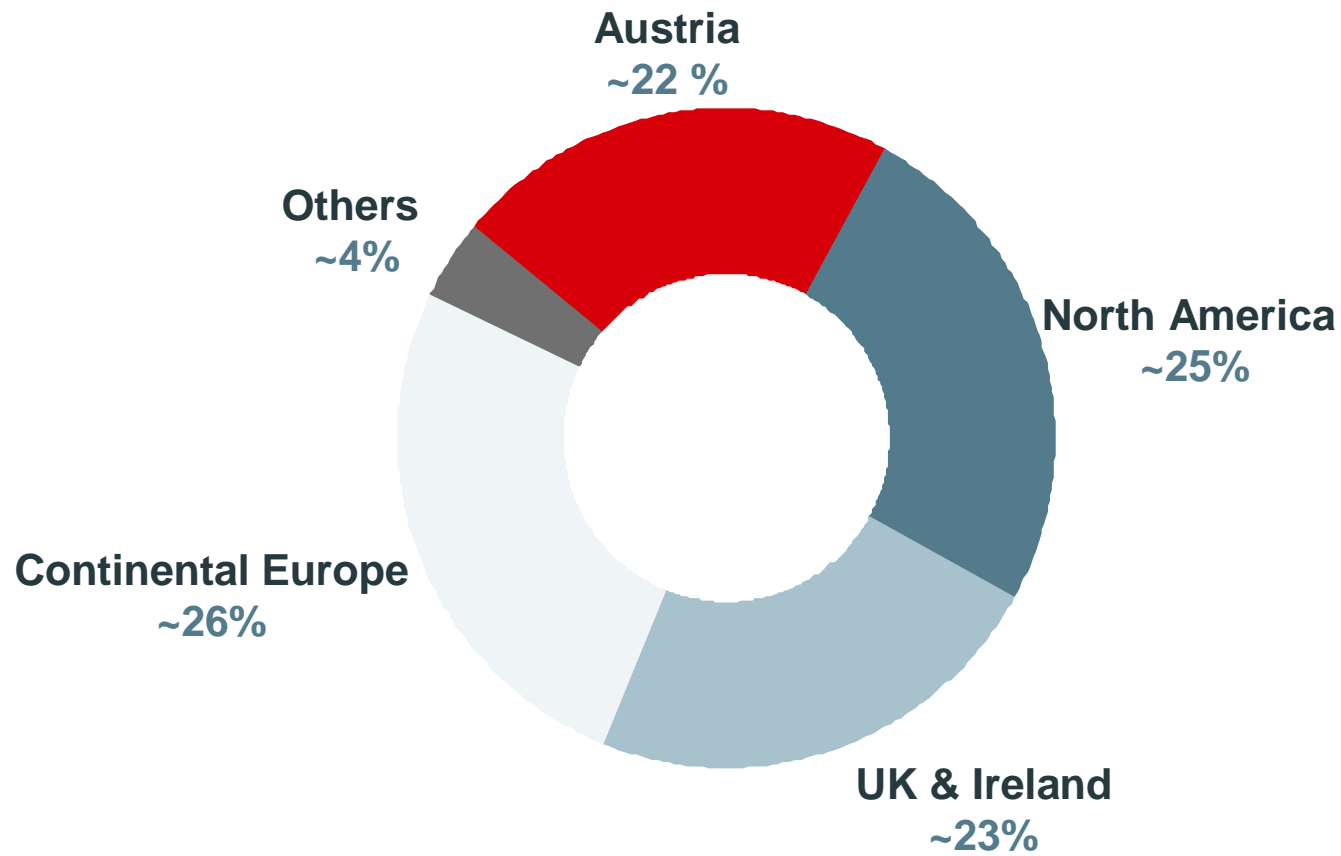
~ 30 %

## Shareholder Structure (II)

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### Free float split

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# VIG Share & Contact Details

## Investor Relations

### VIG Share

- ▶ Number of common shares  
128mn
- ▶ ISIN  
AT0000908504
- ▶ Listing  
  
Vienna – since 17 Oct. 1994  
Prague – since 5 Feb. 2008
- ▶ Ticker symbol  
VIG
- ▶ Bloomberg  
VIG AV / VIG CP
- ▶ Reuters  
VIGR.VI / VIGR.PR

### Investor Relations

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