

# UNIQA Group Austria Highlights First Three Quarters 2007

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Conference Call  
November 29, 2007

- Profit before tax climbed by 46.3% to 280 mill. €
- Consolidated net profit was up 55.8% to 194 mill. €
- Earnings per share increased by 59 cents to 1.63 € (1-9/2006: 1.04 €).
- Forecast for the profit on ordinary activities in 2007 is raised from 320 mill. € to 340 mill. €. This corresponds to an increase of 43% compared to 2006.

- Premiums in the growth regions of Eastern Europe increased due to gaining market shares through ongoing dynamisation projects by 24.1%.
- Benefit and loss ratio remained stable at 75.4% despite of storm losses („Kyrill“) and sales profitability increased strongly to 9.2%.
- Restructuring of portfolio in the direction of higher-quality products, as regards risk and margins.
- Recurring premiums increased by 5.1%.
- Group written premium volume reached 3,933 mill. € (+3.3%).

## SIGNIFICANTLY ENHANCED KEY FIGURES

Operating profit (in mill. €)

308

+46.7%  
+98 mill. €

Profit on ordinary activities (in mill. €)

280

+46.3%  
+89 mill. €

Consolidated net profit (in mill. €)

194

+55.8%  
+70 mill. €

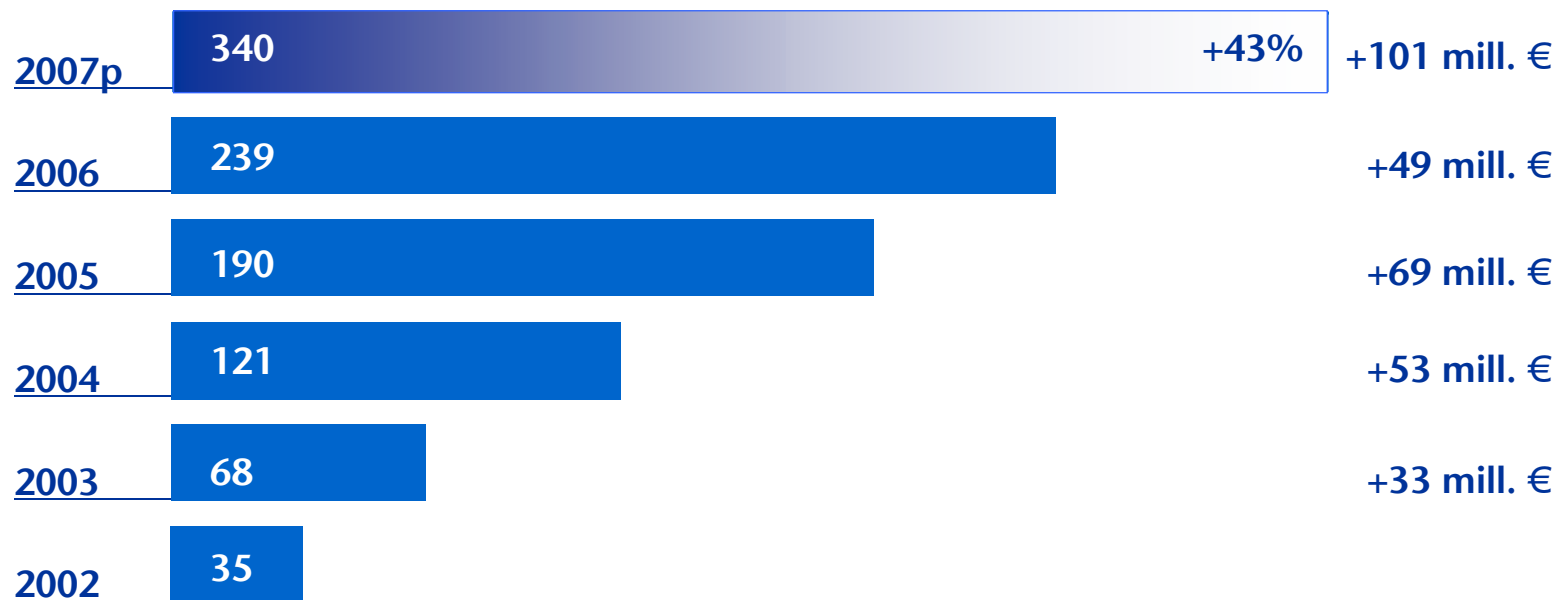
Earnings per share (in €)

1.63

+59 cents

## PROFIT FORECAST RAISED TO 340 mill. €

Profit on ordinary activities (in mill. €)



Increase since 2002: 305 mill. € or +871%

# STRATEGIC TARGET MARKETS IN EAST AND WEST

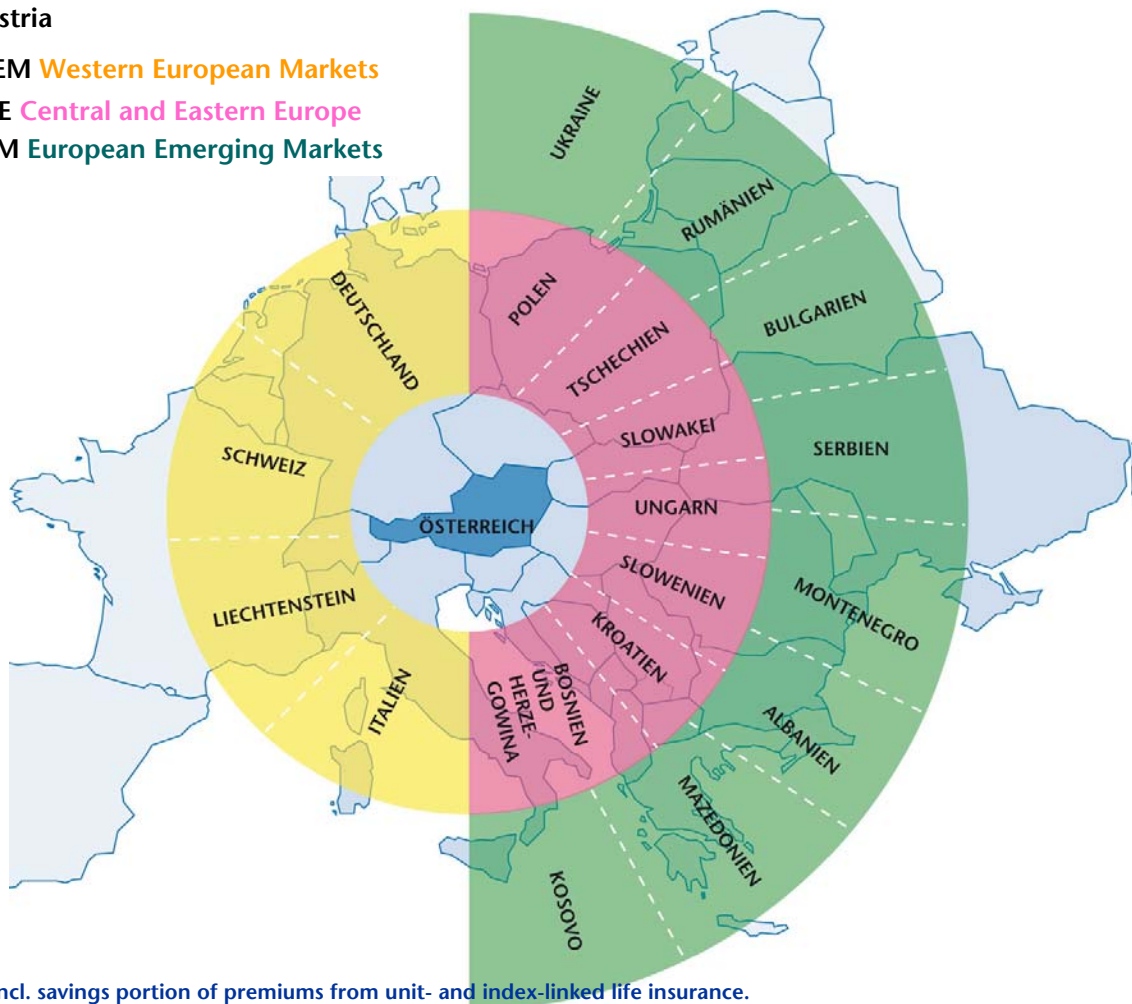
## Written premiums (in mill. €)

Austria

WEM **Western European Markets**

CEE **Central and Eastern Europe**

EEM **European Emerging Markets**



Austria 2,682

Italy 250

Germany 326

Switzerland 28

Liechtenstein 8

WEM 672

Poland 166

Hungary 182

Czech Republic 98

Slovakia 53

Bulgaria 42

South-Eastern Europe 38

(Croatia, Serbia, Bosnia)

CEE & EEM 579

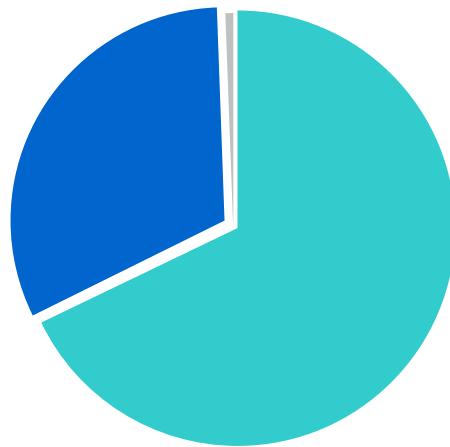
Group 3,933

Incl. savings portion of premiums from unit- and index-linked life insurance.

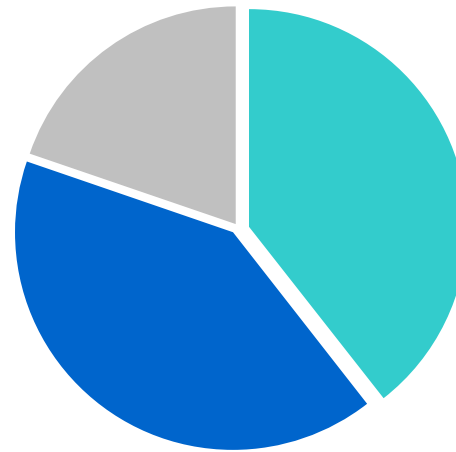
# PREMIUM SPLIT

## Written premiums

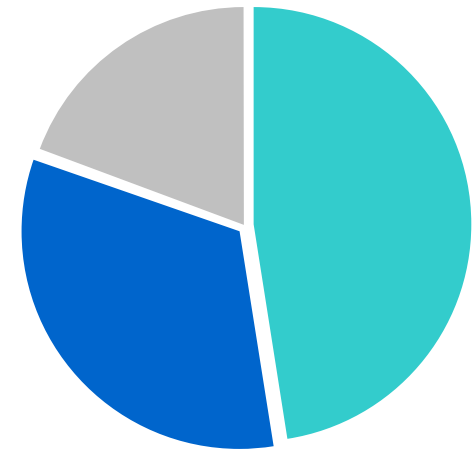
### CEE & EEM






### AUSTRIA



### WEM



|   |                |                      |
|---|----------------|----------------------|
|  | <b>P&amp;C</b> | <b>66.7% (67.6%)</b> |
|  | <b>Life</b>    | <b>32.5% (32.1%)</b> |
|  | <b>Health</b>  | <b>0.8% (0.3%)</b>   |

|  |                |                      |
|--|----------------|----------------------|
|  | <b>P&amp;C</b> | <b>37.7% (37.9%)</b> |
|  | <b>Life</b>    | <b>41.9% (41.6%)</b> |
|  | <b>Health</b>  | <b>20.4% (20.6%)</b> |

|  |                |                      |
|--|----------------|----------------------|
|  | <b>P&amp;C</b> | <b>46.7% (39.1%)</b> |
|  | <b>Life</b>    | <b>33.0% (42.6%)</b> |
|  | <b>Health</b>  | <b>20.3% (18.3%)</b> |

Incl. savings portion of premiums from unit- and index-linked life insurance.

## RECURRING PREMIUMS: PLUS 5.1%

Written premiums (in mill. €)



The recurring premium business has been given a stronger weighting because the portfolio has been restructured in the direction of higher-quality products, as regards risk and margins. This is also being done in the face of developments connected with Solvency II.

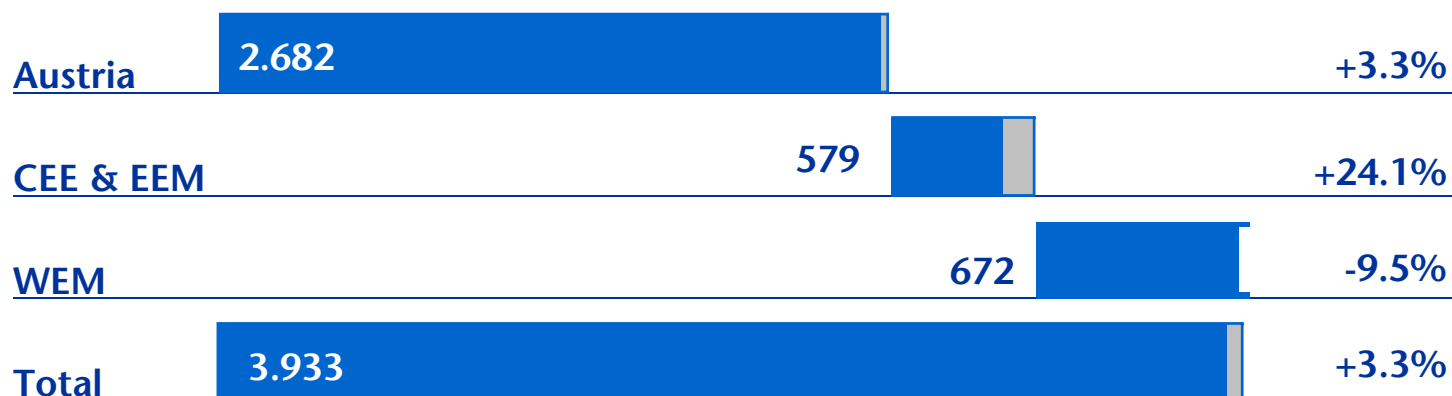
|                               |                       |
|-------------------------------|-----------------------|
| Austria recurring premiums:   | 2,488 mill. € (+1.7%) |
| WEM recurring premiums:       | 514 mill. € (+5.8%)   |
| CEE & EEM recurring premiums: | 481 mill. € (+26.5%)  |

Share of single premium business reduced from 13.0% to 11.4%.



## 24% PREMIUM GROWTH IN EASTERN EUROPE

Written premiums (in mill. €)



CEE & EEM share of Group premiums : 14.7% (1-9/2006: 12.3%)

International share of Group premiums: 31.8% (1-9/2006: 31.8%)

CEE & EEM = Central Eastern Europe & European Emerging Markets:

Poland, Czech Republic, Slovakia, Hungary, Croatia, Bosnia & Bulgaria, Serbia.

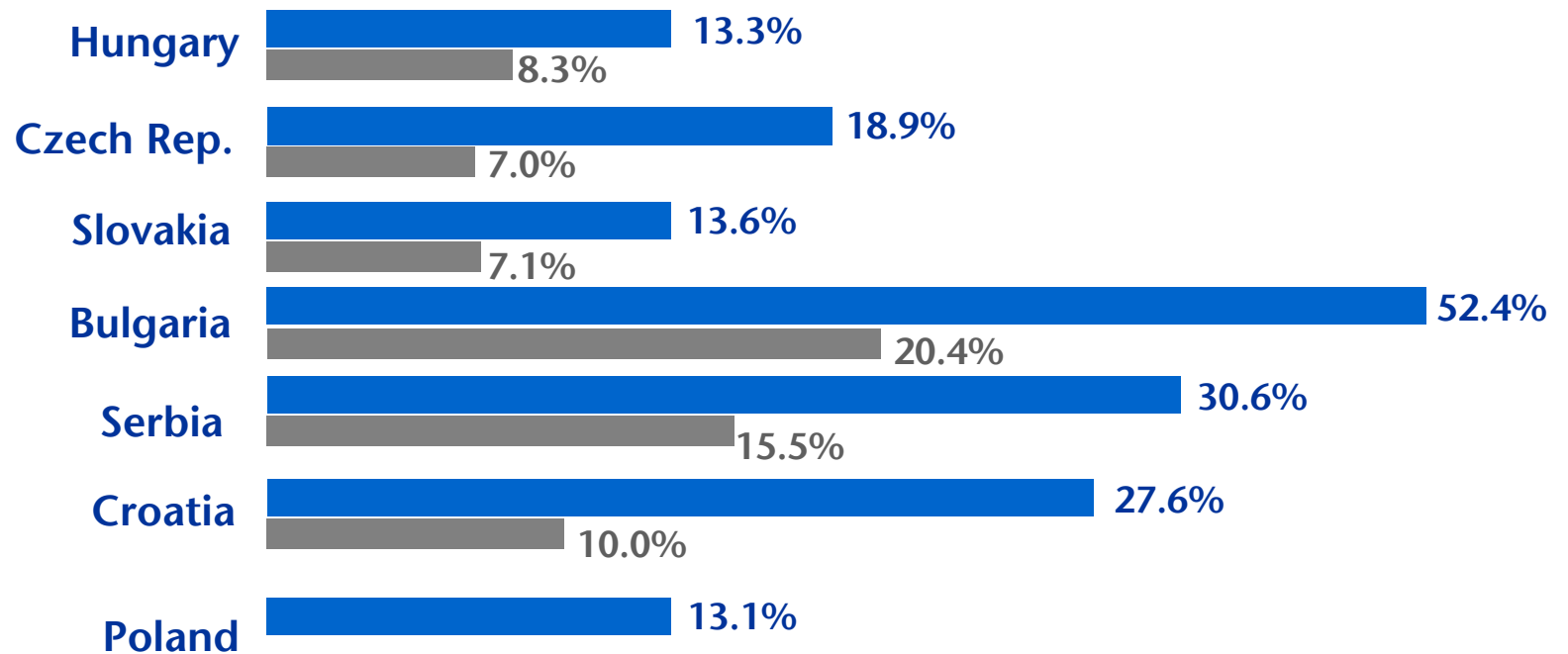
WEM:

Germany, Switzerland, Liechtenstein, Italy.

## DYNAMISATION PROJECTS ARE EFFECTIVE

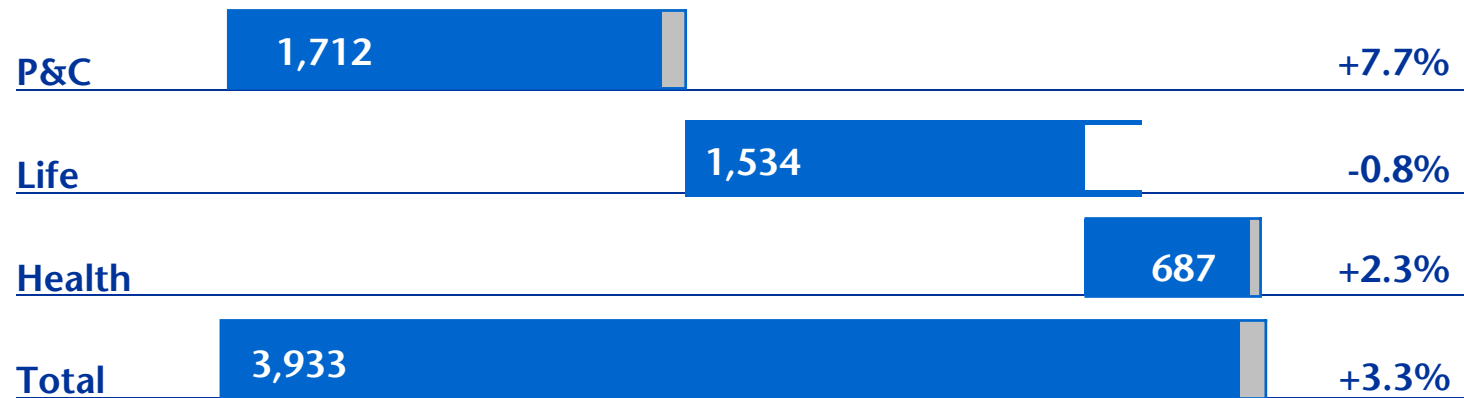
### Organic growth in Eastern Europe above market level

- UNIQA growth
- Market growth



## GOOD GROWTH IN P&C

### Written premiums (in mill. €)

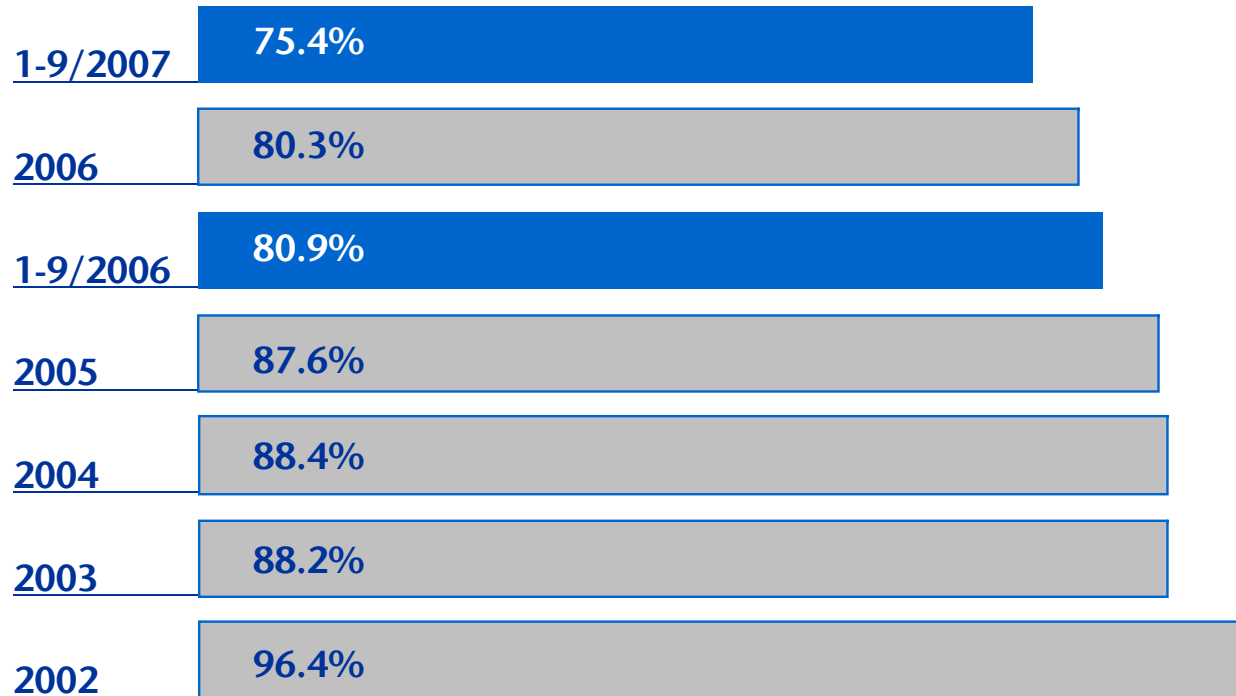


#### Insurance benefits (incl. profit participation and premium refunds):

|                 |                               |
|-----------------|-------------------------------|
| <b>P&amp;C:</b> | <b>923 mill. € (+8.8%)</b>    |
| <b>Life:</b>    | <b>1,113 mill. € (-15.1%)</b> |
| <b>Health:</b>  | <b>609 mill. € (+2.6%)</b>    |
| <b>Total:</b>   | <b>2,649 mill. € (-3.9%)</b>  |

## BENEFIT AND LOSS RATIO SIGNIFICANTLY REDUCED

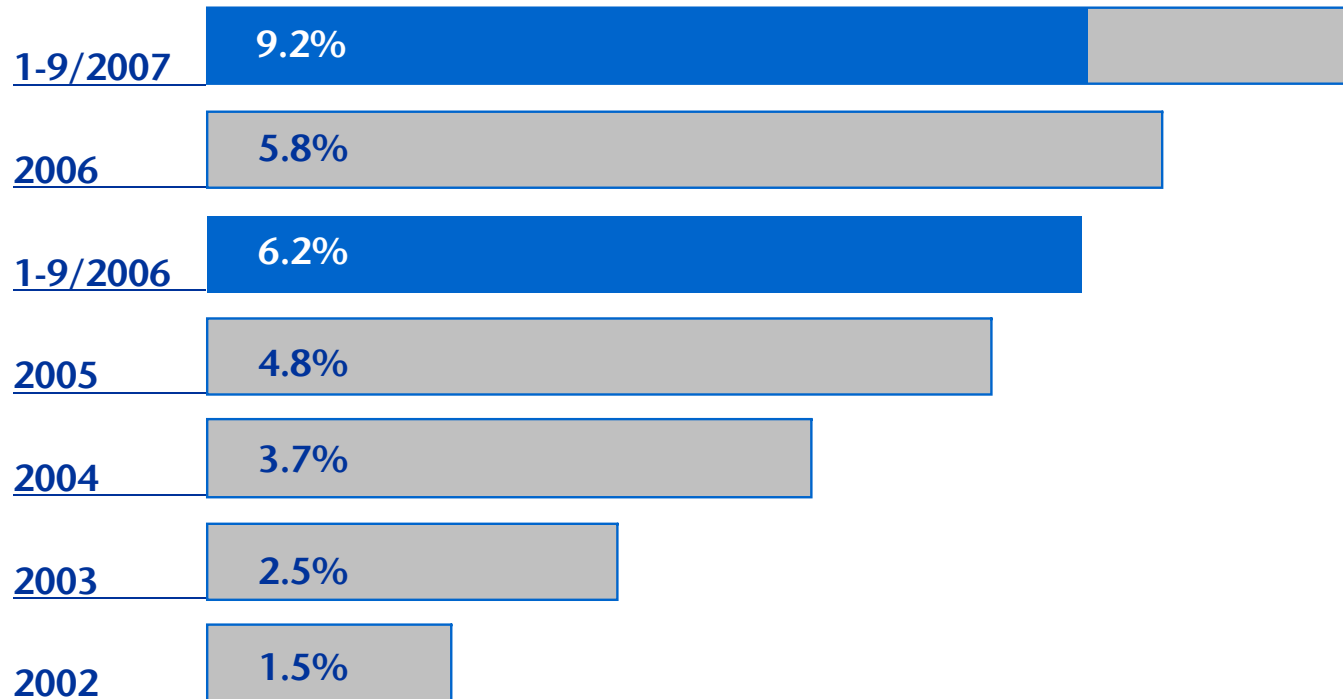
### Benefit and loss ratio



Insurance benefits in relation to earned premiums incl. savings portion.

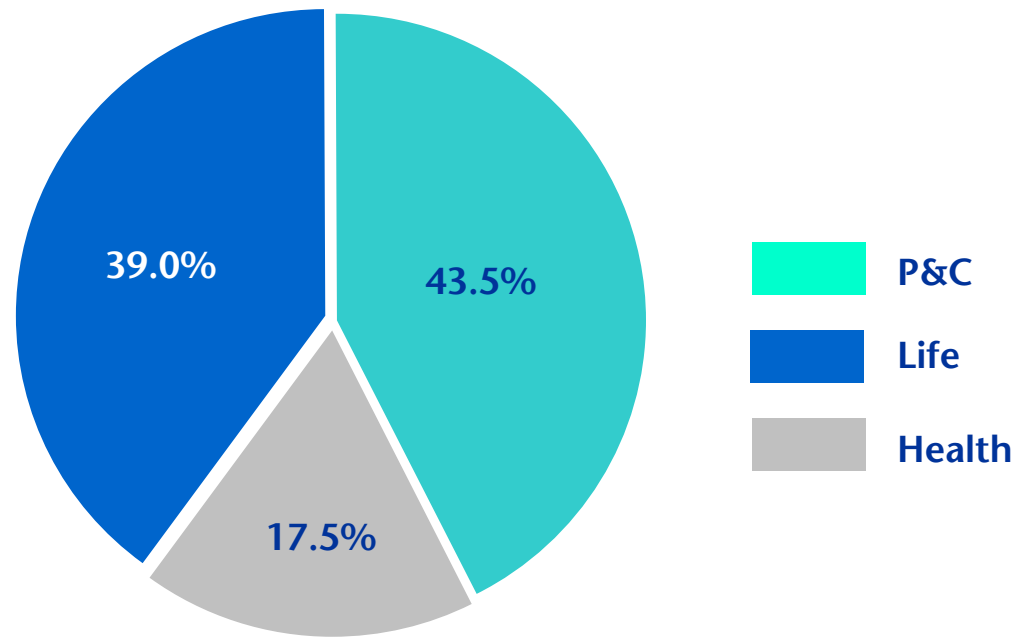
## SALES PROFITABILITY CONTINUED TO INCREASE

Sales profitability (profit before taxes in relation to earned premiums)



## PREMIUM SPLIT

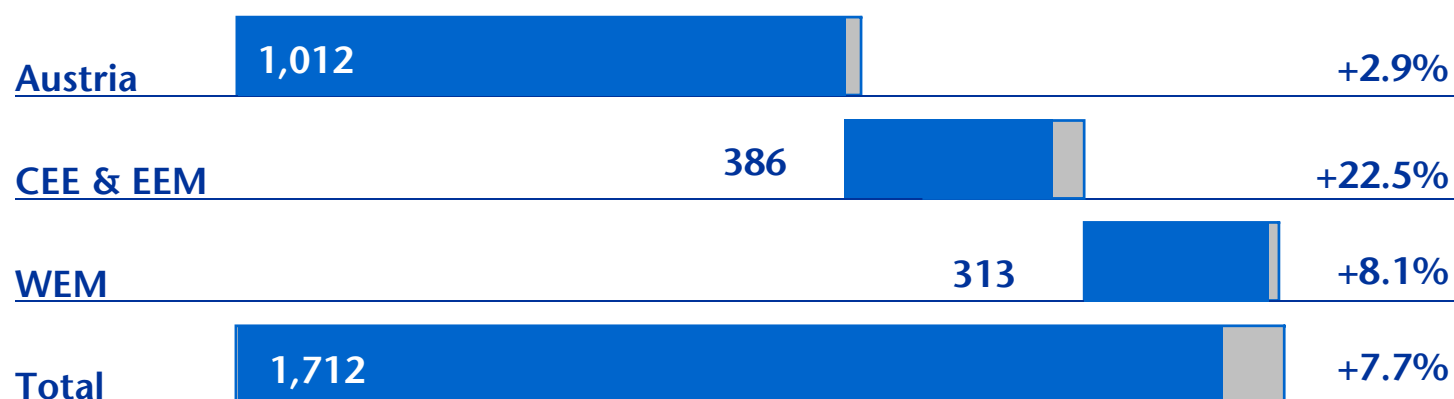
### Written premiums



Incl. savings portion of premiums from unit- and index-linked life insurance.

## P&C BUSINESS INCREASED BY 7.7%

### Written premiums (in mill. €)



Insurance benefits: 9232 mill. € (+8.8%)

CEE & EEM share of Group premiums: 22.6% (1-9/2006: 19.8%)

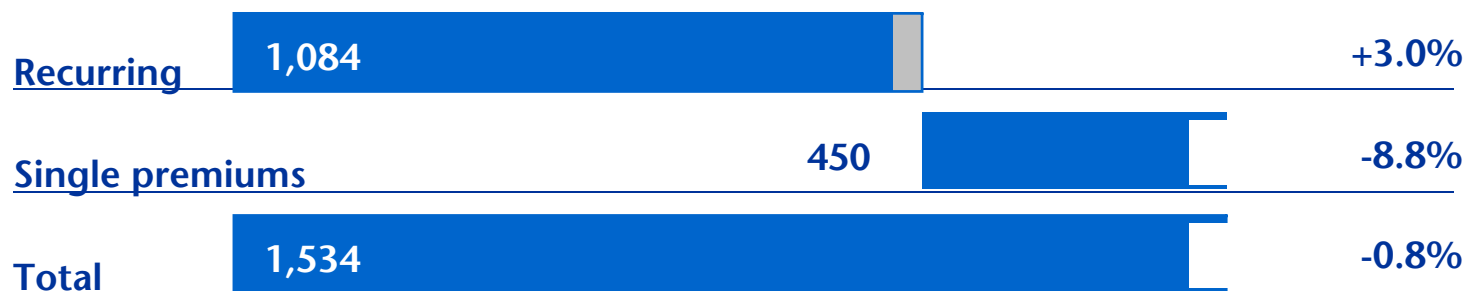
International share of Group premiums: 40.9% (1-9/2006: 38.1%)

Combined Ratio:

Gross: 98.0% (1-9/2006: 96.1%); excluding storm damages of the Q1 2007: 94.9%

## LIFE INSURANCE: +3.0% RECURRING PREMIUMS

Written premiums (in mill. €)



|                               |                     |
|-------------------------------|---------------------|
| Austria recurring premiums:   | 929 mill. € (+0.1%) |
| WEM recurring premiums:       | 64 mill. € (+6.8%)  |
| CEE & EEM recurring premiums: | 90 mill. € (+42.2%) |

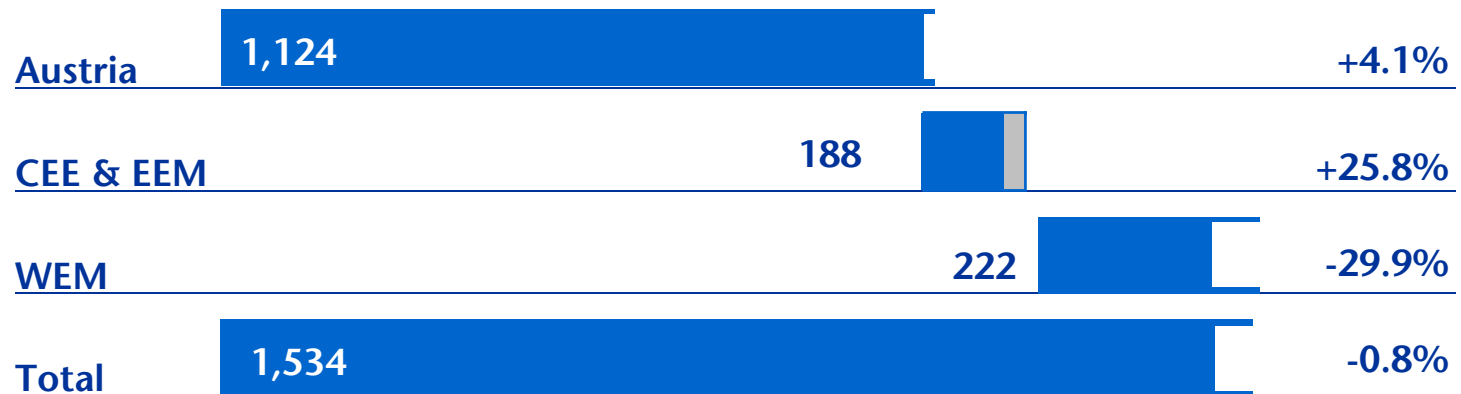
Insurance benefits: 1,113 mill. € (-15.1%)

Share of single premium business reduced from 31.9% to 29.3%.



## LIFE BUSINESS IN EASTERN EUROPE: +26%

Written premiums (in mill. €)



In the unit-linked business premiums grew by 40.8% to 564 mill. €.

CEE & EEM share of Group premiums: 12.3% (1-9/2006: 9.7%)

International share of Group premiums: 26.7% (1-9/2006: 30.1%)

## HEALTH INSURANCE

### Written premiums (in mill. €)



Insurance benefits: 609 mill. € (+2.6%)

CEE & EEM share of Group premiums: 0.7% (1-9/2006: 0.2%)

International share of Group premiums: 20.5% (1-9/2006: 20.5%)

**Thank you for your attention!**