

**At the  
forefront.**

20<sup>th</sup> General Assembly of  
UNIQA Insurance Group  
May 20<sup>th</sup> 2019

1. Presentation of the approved and officially adopted Non-consolidated Financial Statements and the Consolidated Financial Statements of UNIQA Insurance Group AG for the year ending 31 December 2018, the Management Report and the Group Management Report, the Corporate Governance Report of the Management Board, and the Management Board's proposal for the distribution of profits along with the Supervisory Board's report pursuant to Section 96 of the Stock Corporation Act for the fiscal year 2018.
2. Resolution on the distribution of the net profit shown on the Company's Annual Financial Statements for the year ending 31 December 2018.
3. Resolution on the approval of the actions of the members of the Management Board and the Supervisory Board of the Company for the fiscal year 2018.
4. Resolution on daily allowances and remuneration for the members of the Supervisory Board.
5. Election of the auditor of the Non-consolidated and Consolidated Financial statements for the fiscal year 2020.
6. Resolution on the authorization of the Management Board up to and including 30 June 2024.
  - (a) to increase the share capital once or in several tranches with the approval of the Supervisory Board by not more than EUR 80,000,000 by issuing up to 80,000,000 bearer shares or registered shares with voting rights against payment in cash or contributions in kind,
  - (b) to exclude the shareholders' subscription rights with the approval of the Supervisory Board, if the share capital

- (b.a.) is increased to implement an employee participation program, either including for members of the Management Board and/or executives or exclusively for members of the Management Board and/or executives, or a stock option plan for employees, either including members of the Management Board and/or executives or exclusively for members of the Management Board and/or executives of the Company and, where appropriate, its affiliates, through the transfer of shares to an employee participation foundation in the meaning of Section 4d (4) of the Austrian Income Tax Act, or
  - (b.b.) against contributions in kind, in particular by undertakings, businesses, parts of businesses or shares in one or several companies in Austria or abroad, or
  - (b.c.) for an over-allotment option (greenshoe option), or
  - (b.d.) to round up fractional amounts,
- and
- (c) with the approval of the Supervisory Board, to determine the type of newly issued shares (bearer shares or registered shares), the issue price and the other terms of issue (authorized capital).sowie Beschlussfassung über die Änderung der Satzung der Gesellschaft in § 4 Abs 3 gemäß dem Beschluss über das genehmigte Kapital.

The Supervisory Board shall have the right to adopt any amendments to the Company's Articles of Association resulting from the resolution on authorized capital.

## 7. Election of ten members of the Supervisory Board.

# Item 1 of the Agenda

- 1. Presentation of the approved and officially adopted Non-consolidated Financial Statements and the Consolidated Financial Statements of UNIQA Insurance Group AG for the year ending 31 December 2018, the Management Report and the Group Management Report, the Corporate Governance Report of the Management Board, and the Management Board's proposal for the distribution of profits along with the Supervisory Board's report pursuant to Section 96 of the Stock Corporation Act for the fiscal year 2018.**

**At the  
forefront.**

20<sup>th</sup> General Assembly of  
UNIQA Insurance Group  
May 20<sup>th</sup> 2019

# UNIQA 2.0 our strategy program / 2011 - 2020



**Customer  
growth**



**Focus on core  
business**



**4  
Key programs**



**Solid  
capital ECR**



**Attractive  
financials**

10.1 million



7.5 million

**Primary insurer**

**2 Core markets  
AT & CEE**

UNIQA AT  
Profitability

RV AT  
Productivity

UNIQA International  
Growth & Profit

Risk/Return  
Improve risk  
return profil

2012: 108%

2013: 161%

2014: 150%

2015: 182%

2016: 215%

2017: 210%

2018: 205%

25c / €204m

35c / €308m

42c / €378m

47c / €398m

49c / €226m

51c / €265m

53c / €295m

# Business Year 2018 – a solid foundation

## NEW ECONOMY

Build Our Future!

Digital

Innovation

- Empower our Teams
- Higher Performance Culture
- > Be Radical!

## OLD ECONOMY

Increase Profit!

### 5 Group Initiatives

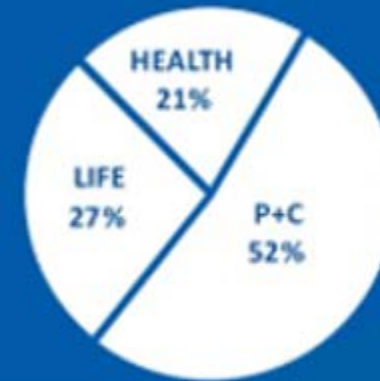
P+C

Life

Health

TOM AT

UIP



Protect our Capital!

### Capital + Balance Sheet

  
ECR | SCR Strong!

# Our foundation at a glance



## Gross written premium

5,309.5 Mio. €

+0.3%

## Combined Ratio

96.8%

-0.7 ppt

## Technical result

140 mio. €

+26.7%

## Earnings before taxes

243 mio. €

+41.6%

## Capital

SCR ~ 248%

ECR ~ 205%

## Dividend proposal

53 Cent

+2 Cent



# Business Year 2018 – improvement in our core business

**NEW ECONOMY**

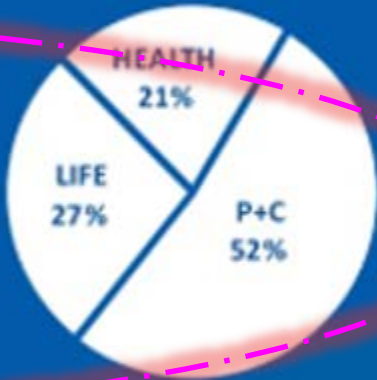
Build Our Future!



- Empower our Teams
- Higher Performance Culture
- > Be Radical!

**OLD ECONOMY**

Increase Profit!



Protect our Capital!



  
ECR | SCR Strong!

# Our core business 2018 – Property & Casualty Insurance

## Development according to strategy

- Growth +5.1%
- EBT 120 mio. Euro (+26.5%)



- Cyber crime protection for business customers
- Individual risk analysis



- Download of 15,300 SafeLine Apps
- Reduction in premium through mobile renouncement



- Loss burden below average
- 8.5 mio. severe weather warnings

# Our core business 2018 – Life insurance

## Lower development due to low interest rate environment

- Growth -10.1%
- EBT 78 mio. Euro (+30.5%)
- MCEV +3.3%; new business margin improved to 5.9%



- Aging is increasingly burdening the pay-as-you-go system
- Gender pension gap up to 34%
- „New“ classic and unit-linked products
- 50 years of „Raiffeisen Versicherung“

# Our core business 2018 – Health Insurance

## Development according to our strategy

- Growth +4.3%
- EBT 96 mio Euro (-12.3%)



- Partner network of health service providers
- Direct billing LARA – doctor - UNIQA
- Lifestyle DNA analysis - a sound genetic test
- Nutrition, sport & fitness
- „Akut versorgt“
- In Vienna, Salzburg, Graz; Launch in Klagenfurt and Lustenau

# Business Year 2018 – Our Innovations

## NEW ECONOMY

Build Our Future!

Digital

Innovation

- Empower our Teams
- Higher Performance Culture
- > Be Radical!

## OLD ECONOMY

Increase Profit!

### 5 Group Initiatives

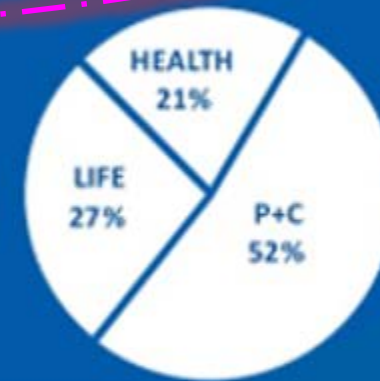
P+C

Life

Health

TOM AT

UIP



Protect our Capital!

### Capital + Balance Sheet

  
ECR | SCR Strong!



# The (current) digital UNIQA world



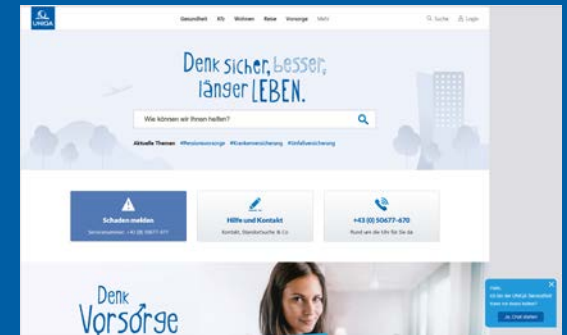
## CHERRISK

- [www.cherrisk.com](http://www.cherrisk.com)
- Pure online insurer
- 200.000 visitors / 5.000 contracts



## MyUNIQA

- Focus on self-service
- App 60.000 downloads
- Portal 186.000 call ups



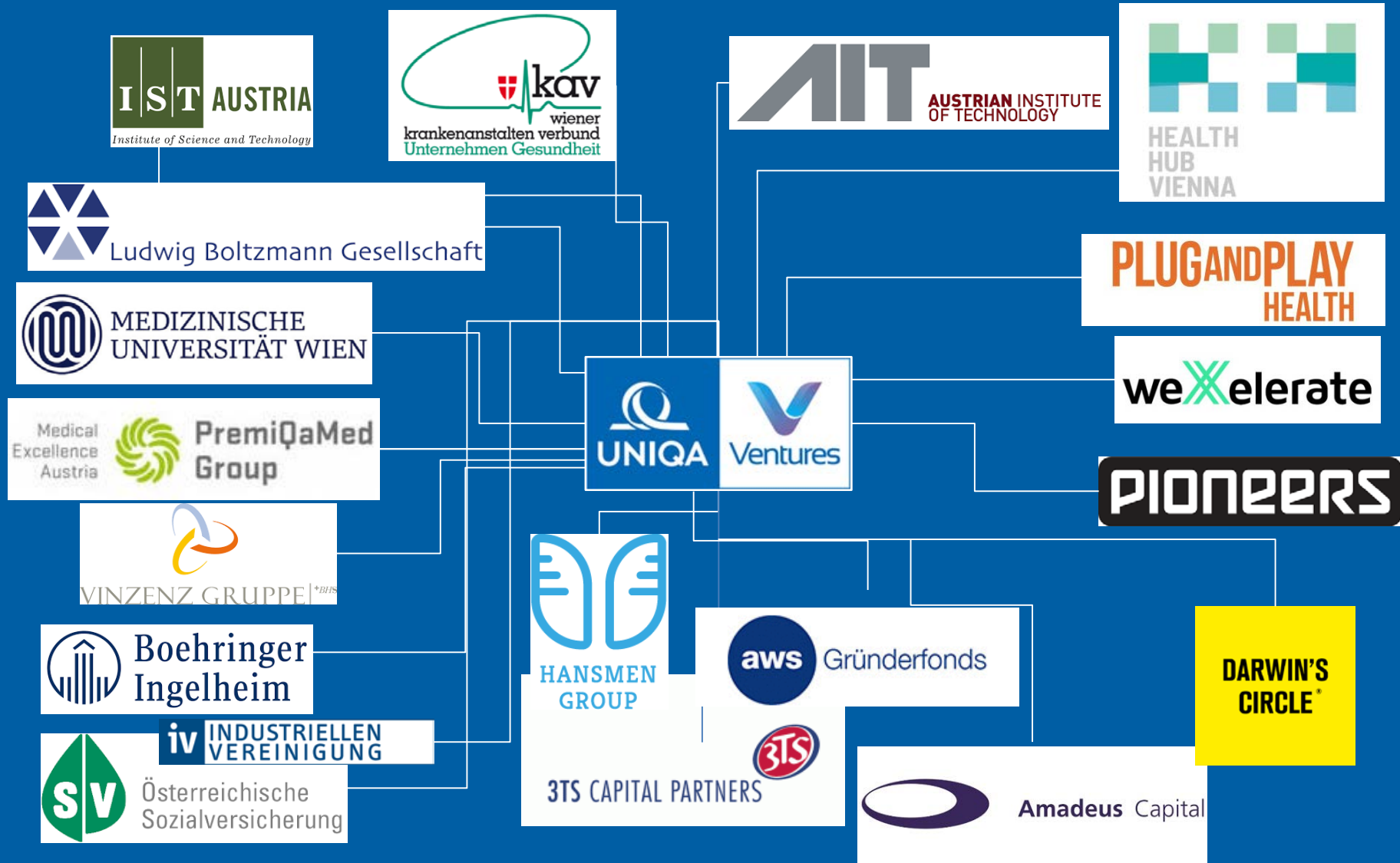
## Online

- 13 products available on uniqa.at
- AT 15.000 deals
- CEE 120.000 deals

# UNIQA Ventures - attractive returns and access to digital business models



# UNIQA Ventures - Cooperations and strong networks in "digital health"

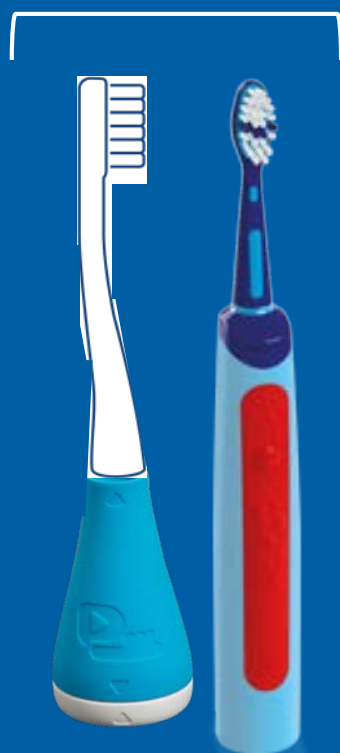






# & UNIQA - innovative dental insurance and Access to new customer groups

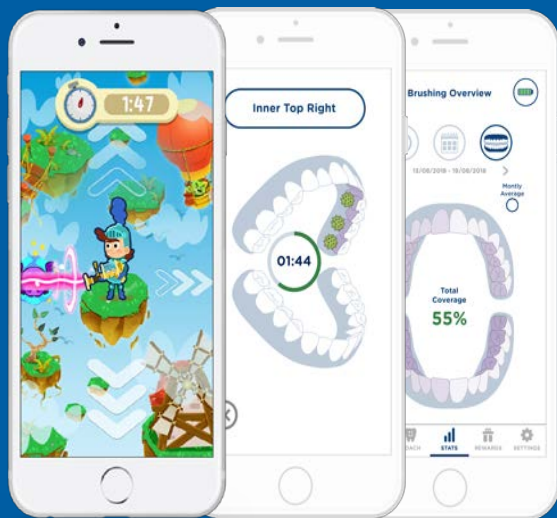
Smart toothbrush



+

Monthly or yearly subscription

Software  
(games, statistics)



Brush heads



Insurance



# Sustainability



## Coal exit

- No new business with coal industry
- Investments in solar and wind farms



## Responsible investment

- Rules for our sustainable investment
- Consideration of social and ecological criteria



## E-Cars

- Further reduction of CO<sub>2</sub> limits for company cars
- Purchase of 18 electric cars

# First Quarter 2019 Result

IFRS Euro mn	1Q18	1Q19	▲
Gross written premium	1,535	1,530	-0.4%
Net insurance technical result	25.2	34.0	35%
Earnings before taxes	71.1	42.3	-41%
Consolidated net profit after minorities	53.6	32.2	-40%
Cost ratio (net)	24.9%	26.8%	1.8 PP
Combined Ratio P/C (net)	97.4%	96.3%	-1.1 PP

# Outlook for 2019

- New way of working and strengthened talent management
- Solid growth in P&C and in health expected
- Further investment in innovation & services
- Continuing high expense for regulatory requirements
- Further improvement of earnings before tax (excl. CASAG)
- Maintaining progressive dividend policy

The outlook assumes that there will not be any extraordinary negative developments and that major losses caused by natural disasters will remain within the average range in 2018.

Think  
safer, better,  
longer living.



Thank you very much for your interest and your support!

## Item 2 of the Agenda

- 2. Resolution on the distribution of the net profit shown on the Company's Annual Financial Statements for the year ending 31 December 2018.**

## Item 2 of the Agenda

### **Resolutions Proposed by the Management Board and the Supervisory Board**

*“The net profit for the financial year 2018 in the amount of EUR 164,365,414.37 shall be allocated as follows:*

*Distribution of a dividend of 53 cents for each no-par-value share carrying dividend rights (309,000,000 no-par-value shares in circulation as of 31 December 2018, less treasury shares held directly by the Company on the date the resolution is adopted), representing a share of EUR 1.00 each in the share capital.*

*The residual amount shall be carried forward to new account.”*

## Item 3 of the Agenda

- 3. Resolution on the approval of the actions of the members of the Management Board and the Supervisory Board of the Company for the fiscal year 2018.**



## Item 3 of the Agenda

### **Resolutions Proposed by the Management Board and the Supervisory Board**

*“The actions of the members of the Management Board and the members of the Supervisory Board of the company (in the fiscal year 2018) are approved for the fiscal year 2018 in separate votes.”*

## Item 4 of the Agenda

- 4. Resolution on daily allowances and remuneration for the members of the Supervisory Board.**

## Item 4 of the Agenda

### **Resolutions Proposed by the Management Board and the Supervisory Board**

*“The remuneration of the members of the Supervisory Board shall amount in total to EUR 739,375.00 for the fiscal year 2018. Allocation to the individual members of the Supervisory Board is subject to a decision by the Supervisory Board. The daily allowances for the members of the Supervisory Board shall amount to EUR 500.00 per meeting and participating member.”*

## Item 5 of the Agenda

- 5. Election of the auditor of the Non-consolidated and Consolidated Financial Statements for the fiscal year 2020.**

# Item 5 of the Agenda

## Resolutions Proposed by the Supervisory Board

*“PwC Wirtschaftsprüfung GmbH is elected auditor of the Non-consolidated and Consolidated Financial Statements for the year ending 31 December 2020.”*

# Item 6 of the Agenda

## 6. Resolution on the authorization of the Management Board, up to and including 30 June 2024

- (a) Resolution on the authorization of the Management Board, up to and including 30 June 2024, to increase the share capital once or in several tranches with the approval of the Supervisory Board by not more than EUR 80,000,000 by issuing up to 80,000,000 bearer shares or registered shares with voting rights against payment in cash or contributions in kind,
- (b) to exclude the shareholders' subscription rights with the approval of the Supervisory Board, if the share capital
  - (b.a.) is increased to implement an employee participation program, either including for members of the Management Board and/or executives or exclusively for members of the Management Board and/or executives, or a stock option plan for employees, either including members of the Management Board and/or executives or exclusively for members of the Management Board and/or executives of the Company and, where appropriate, its affiliates, through the transfer of shares to an employee participation foundation in the meaning of Section 4d (4) of the Austrian Income Tax Act, or



# Item 6 of the Agenda

- (b.b.) against contributions in kind, in particular by undertakings, businesses, parts of businesses or shares in one or several companies in Austria or abroad, or
  - (b.c.) for an over-allotment option (greenshoe option), or
  - (b.d.) to round up fractional amounts,
- and
- (c) with the approval of the Supervisory Board, to determine the type of newly issued shares (bearer shares or registered shares), the issue price and the other terms of issue (authorized capital).

The Supervisory Board shall have the right to adopt any amendments to the Company's Articles of Association resulting from the resolution on authorized capital.

# Item 6 of the Agenda

## Resolutions Proposed by the Management Board and the Supervisory Board

*“The Management Board shall be authorized up to and including 30 June 2024*

- (a) to increase the share capital once or in several tranches with the approval of the Supervisory Board by not more than EUR 80,000,000 by issuing up to 80,000,000 bearer shares or registered shares with voting rights against payment in cash or contributions in kind,*
- (b) to exclude the shareholders' subscription rights with the approval of the Supervisory Board, if the share capital*
  - (b.a.) is increased to implement an employee participation program, either including for members of the Management Board and/or executives or exclusively for members of the Management Board and/or executives, or a stock option plan for employees, either including members of the Management Board and/or executives or exclusively for members of the Management Board*



## Item 6 of the Agenda

*and/or executives of the Company and, where appropriate, its affiliates, through the transfer of shares to an employee participation foundation in the meaning of Section 4d (4) of the Austrian Income Tax Act, or*

*(b.b.) against contributions in kind, in particular by undertakings, businesses, parts of businesses or shares in one or several companies in Austria or abroad, or*

*(b.c.) for an over-allotment option (greenshoe option), or*

*(b.d.) to round up fractional amounts,*

*and*

*(c) with the approval of the Supervisory Board, to determine the type of newly issued shares (bearer shares or registered shares), the issue price and the other terms of issue (authorized capital).*

## Item 6 of the Agenda

*The Articles of Association of the Company shall be amended accordingly in Art. 4 para. 3 to read as follows:*

*The Management Board is authorized up to and including 30 June 2024*

- (a) to increase the share capital once or in several tranches with the approval of the Supervisory Board by not more than EUR 80,000,000 by issuing up to 80,000,000 bearer shares or registered shares with voting rights against payment in cash or contributions in kind,*
- (b) to exclude the shareholders' subscription rights with the approval of the Supervisory Board, if the share capital*
  - (b.a.) is increased to implement an employee participation program, either including for members of the Management Board and/or executives or exclusively for members of the Management Board and/or executives, or a stock option plan for employees, either including members of the Management Board and/or executives or exclusively for members of the Management Board*

## Item 6 of the Agenda

*and/or executives of the Company and, where appropriate, its affiliates, through the transfer of shares to an employee participation foundation in the meaning of Section 4d (4) of the Austrian Income Tax Act, or*

*(b.b.) against contributions in kind, in particular by undertakings, businesses, parts of businesses or shares in one or several companies in Austria or abroad, or*

*(b.c.) for an over-allotment option (greenshoe option), or*

*(b.d.) to round up fractional amounts,*

*and*

*(c) with the approval of the Supervisory Board, to determine the type of newly issued shares (bearer shares or registered shares), the issue price and the other terms of issue (authorized capital).*

*The Supervisory Board shall have the right to adopt any amendments to the Company's Articles of Association resulting from the resolution on authorized capital.”*



# Item 7 of the Agenda

## **7. Election of ten members of the Supervisory Board.**

# Item 7 of the Agenda

## Resolution proposed by the Supervisory Board

*“The following persons are elected Members of the Supervisory Board in the following orders:*

*Anna Maria D’Hulster*

*Ass.iur. Jutta Kath*

*Dr. Walter Rothensteiner*

*Dr. Christian Kuhn*

*Mag. Erwin Hameseder*

*Dr. Burkhard Gantenbein*

*Mag. Marie-Valerie Brunner*

*Dr. Markus Andréewitch*

*Dr. Elgar Fleisch*

*Mag. Martin Grill*

## Item 7 of the Agenda

*Pursuant to Art. 7 para. 2 of the Articles of Association, the proposed candidates are to be elected as of the end of the 20th Annual General Meeting for a term of office until the end of the Annual General Meeting resolving on the approval of the actions of the Supervisory Board for the fiscal year 2022. The previous number of ten Members of the Supervisory Board elected by the Annual General Meeting of the Company is to remain unchanged.”*

Think  
safer, better,  
longer living.



Thank you very much for your interest and your support!