

# UNIQA Group Austria Highlights 1st Half-Year 2008

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# **HIGHLIGHTS**

#### **EXCELLENT DEVELOPMENT IN TECHNICAL RESULT**

- Strong premium growth in the Group (+10.4%) and in Austria (+3.2%)
- Above-average growth (+60.0%) in Eastern and South Eastern Europe
- Level of internalisation at 37%
- Life insurance backed by bank assurance in Eastern and South Eastern Europe
- Gross combined ratio in P&C business decreased from 98.1% to 90.0%
- Under proportional increase in benefits and costs
- Group cost ratio (net) reduced from 22.7% to 21.8%
- Group benefit and loss ratio decreased from 75.6% to 65.2%



# **HIGHLIGHTS**

#### **NEGATIVE IMPACT OF CAPITAL MARKETS**

- Falling stock markets as a result of the global financial market crises
- Rise in interest rates and the spread increase in the area of the fixedincome portfolio
- Reduction of equity portion before the crash in January could not totally avoid the effects of the crisis
- Investment income significantly below 2007 level due to lower capital gains and higher impairments on equities

#### **PROFIT BEFORE TAX**

decreased from 135 mill. € (H1 2007) to 110 mill. €



# **OUTLOOK**

#### **OUTLOOK 2008**

Assuming that the capital market situation stabilises and there are no negative underwriting impacts,

we are expecting a profit on ordinary activities for the current financial year in the range of € 230 to € 250 million.

The lower limit of this range corresponds to the 2007 pre-tax profit of 340 mill. € less one-off-effects from the STRABAG deal in 2007.



# **OUTLOOK**

#### **OUTLOOK 2010**

However, due to the very good development of the technical results and the pleasing growth rate

and subject to an improvement in the capital market situation compared with 2007/08

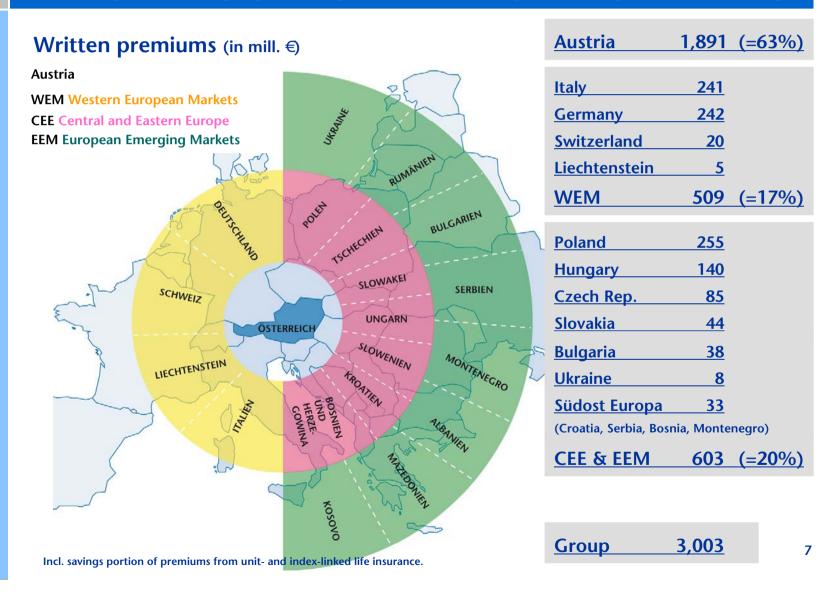
we see no reason to change the medium-term target for 2010 of 430 mill. €



## **KEY FIGURES** Written premiums (in mill. €) 3,003 +10.4% Benefits and costs (in mill. €) 2,353 + 2.2% Group cost ratio (throughout all business lines) 21.8% -0.9 %-points Group benefit and loss ratio (throughout all business lines) 65.2% -10.4 %-points **Gross combined ratio P&C** 90.0% -8.1%-points Net investment income (in mill. €) 195 -57.3% Pre-tax profit (in mill. €) 110 -18.5%



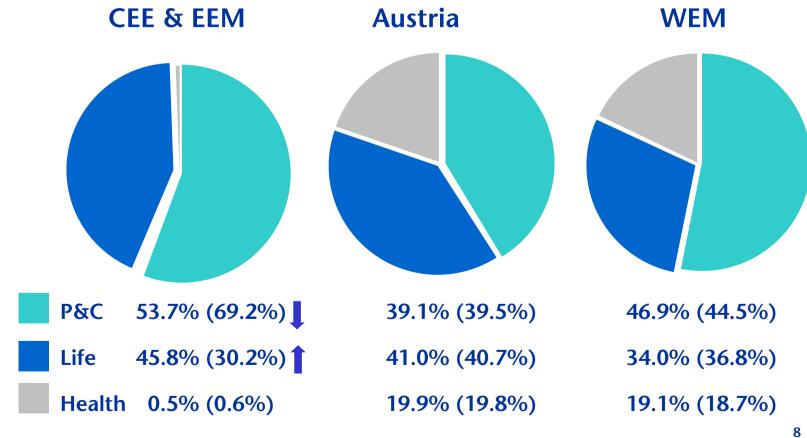
# STRATEGIC TARGET MARKETS IN EAST AND WEST





# **PREMIUM SPLIT**

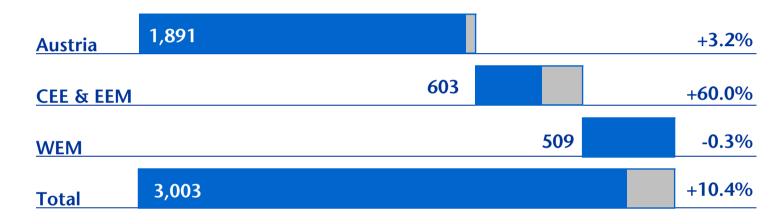
## Written premiums





# 60% PREMIUM GROWTH IN CEE & EEM

#### Written premiums (in mill. €)



CEE & EEM share of Group premiums : 20.1% (1-6/2007: 13.9%)

International share of Group premiums: 37.0% (1-6/2007: 32.6%)

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

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

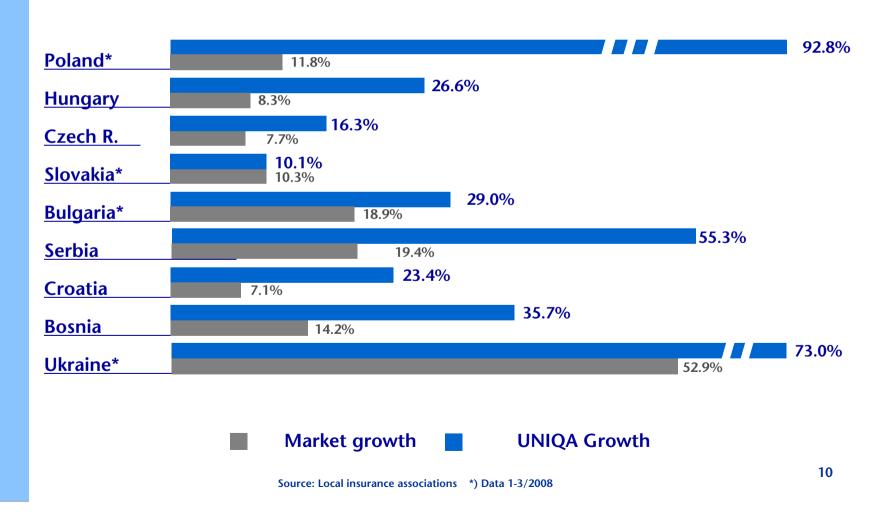
WEM:

Germany, Switzerland, Liechtenstein, Italy.



# PREMIUM GROWTH IN CEE & EEM

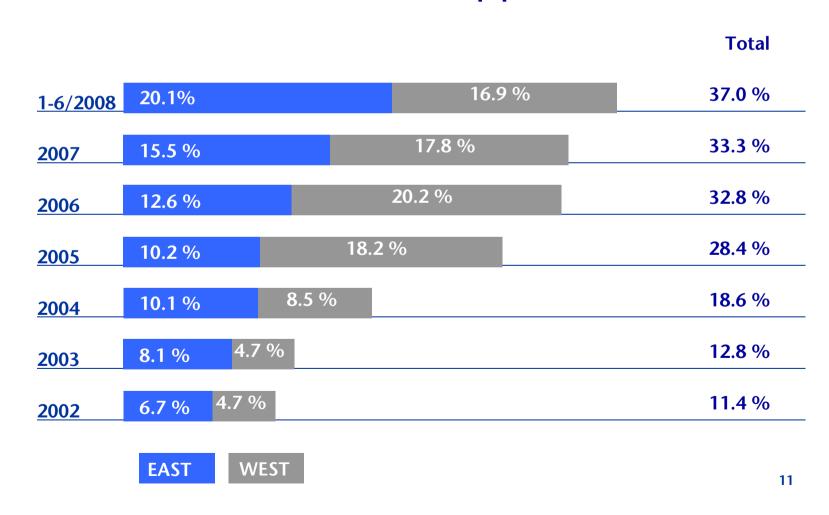
# UNIQA grows significantly faster than the market





# **DYNAMICE INTERNATIONALISATION**

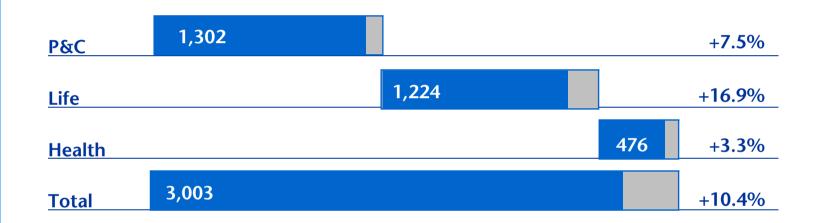
# **International share of Group premiums**





# PLUS 17% IN LIFE INSURANCE

## Written premiums (in mill. €)



#### **Insurance benefits**

P&C: 654 mill. € (+10.5%)

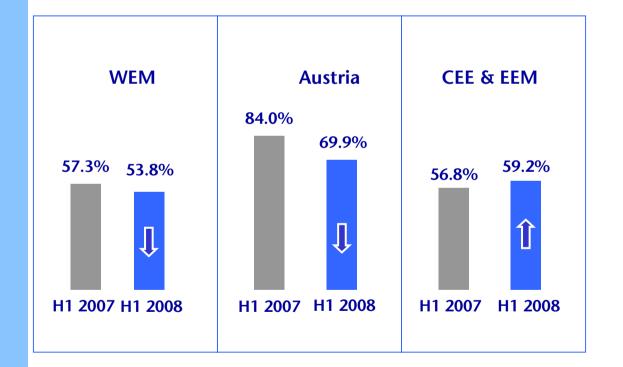
Life: 685 mill. € (-10.8%)

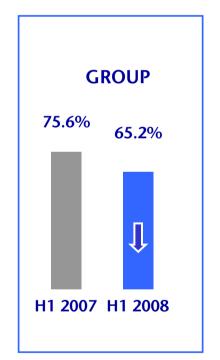
**Health:** 422 mill. € (+2.7%)

Total: 1.762 mill. € (-0.5%)



# **BENEFIT AND LOSS RATIO REDUCED BY 10%-POINTS**

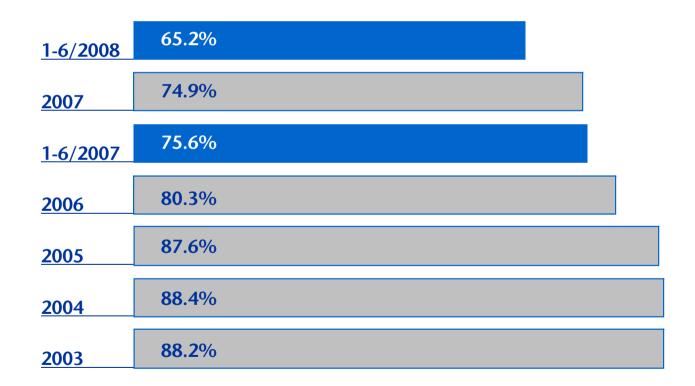






# BENEFIT AND LOSS RATIO MASSIVELY REDUCED

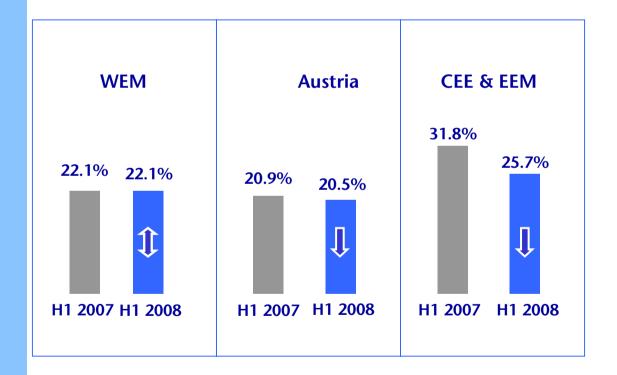
#### Benefit and loss ratio

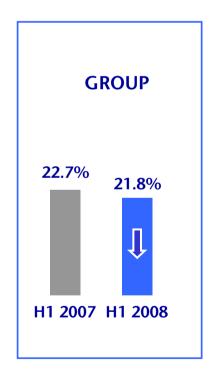




# **COST RATIO IMPROVED**

## Net cost ratio (throughout all business lines)

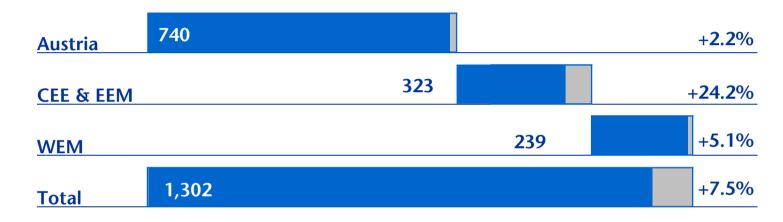






# P&C INSURANCE: PLUS 7.5%

## Written premiums (in mill. €)



Insurance benefits: 654 mill. € (+10.5%)

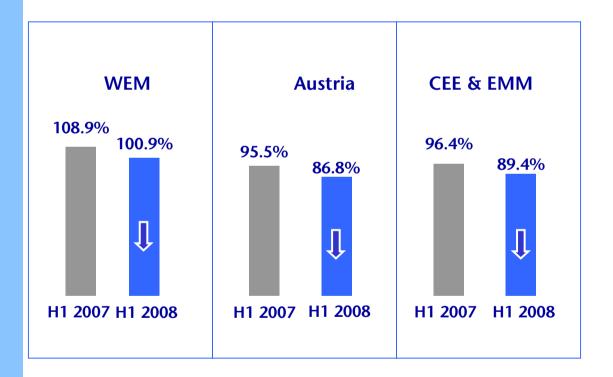
CEE & EEM share of Group premiums: 24,8% (1-6/2007: 21.5%)

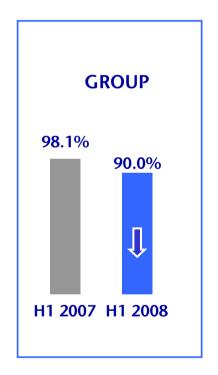
International share of Group premiums: 43,2% (1-6/2007: 40.2%)



# COMBINED RATIO SIGNIFICANTLY IMPROVED

#### **Gross combined ratio**

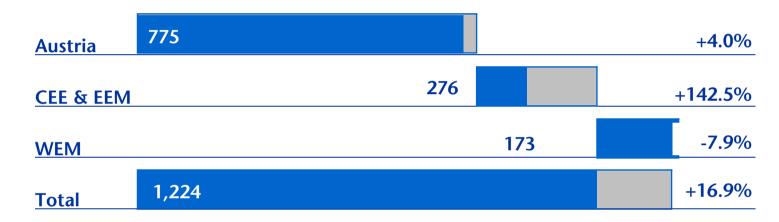






# LIFE INSURANCE IN CEE & EEM: +140%

#### Written premiums (in mill. €)



CEE & EEM share of Group premiums : 22.6% (1-6/2007: 10.9%)

International share of Group premiums: 36.7% (1-6/2007: 28.8%)



# **HEALTH: GOOD GROWTH IN AUSTRIA**

## Written premiums (in mill. €)



Insurance benefits: 422 mill. € (+27%)

International share of Group premiums: 21.1% (1-6/2007: 21.2%)



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# Thank you for your attention!