

UNIQA Group Austria Highlights 1st to 3rd Quarter 2011

Andreas Brandstetter, CEO

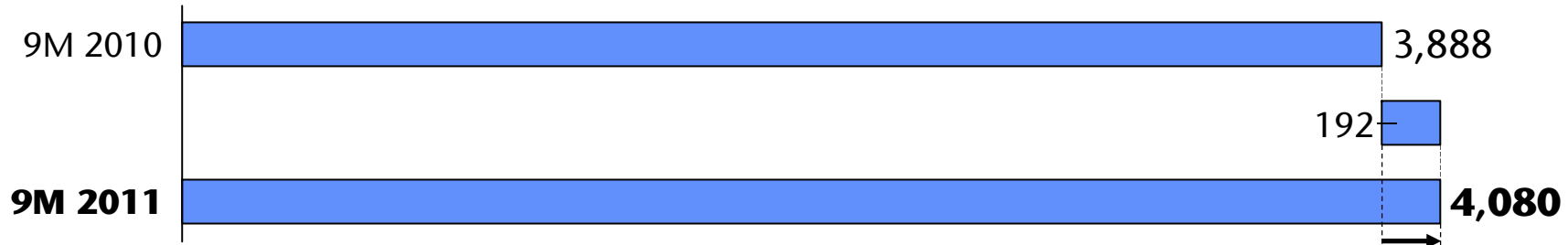
Hannes Bogner, CFO

Conference Call

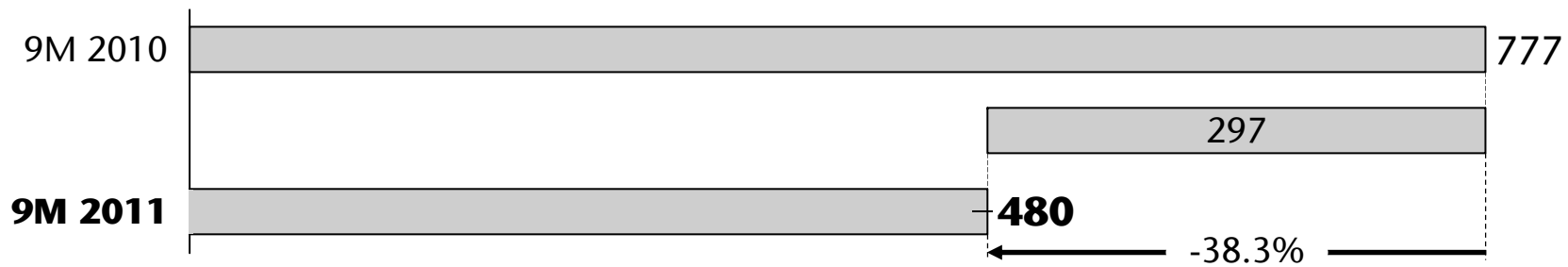
November 25, 2011

- Developments in operative core business continue to be pleasing.
- Good growth of recurring premiums (+4.9%) in all regions – continuing strong increase in Eastern Europe (+10.3%).
- Single premium business decreased by 38.3%.
- Claims and benefits ratio down across all insurance lines by 5.5 p.p. to 71.1%.
- Combined ratio (net) down by 4.3 p.p. to 101.5% despite one-off effects due to the repositioning of the UNIQA Group. Combined ratio (before reinsurance) was below the 100% mark amounting to 98.6%.
- Net investment income fell by 78.2% to €147 million due to the write-downs of Greek debt securities (€318 million).
- Profit/loss on ordinary activities* at €–181 million due to the write-downs of Greek government bonds.
- Consolidated profit/loss (after tax and minorities) amounted to €–120 million. Earnings per share were at €–0.84 after three quarters of 2011.

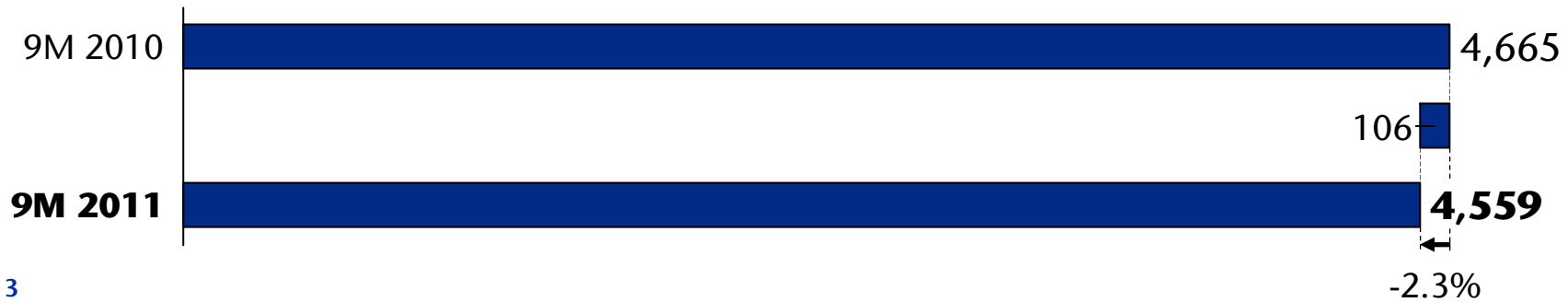
Recurring gross written premiums (in € million)

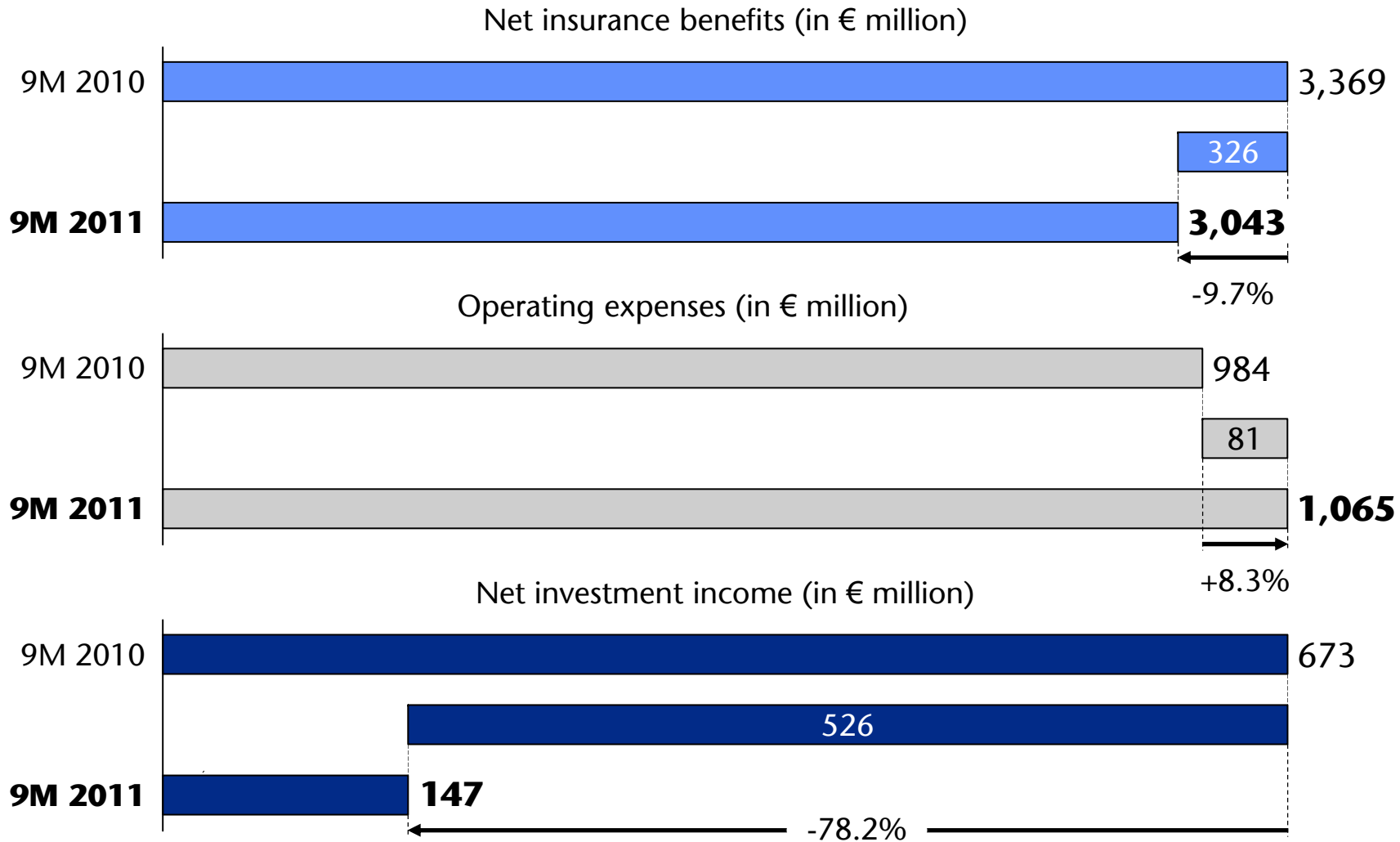


Single premiums (in € million)

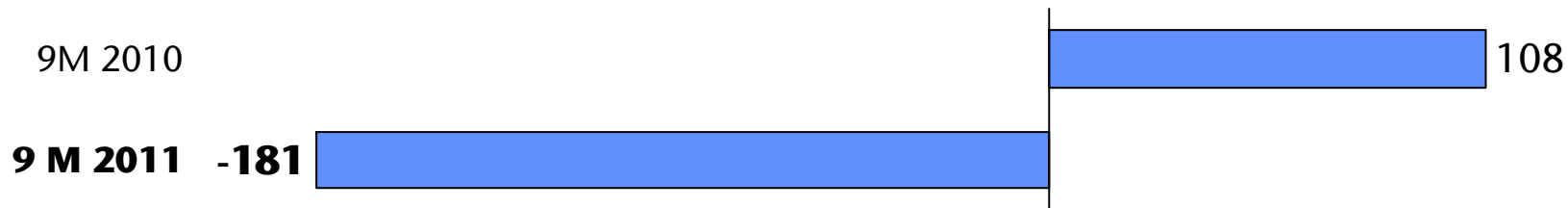


Total gross written premiums (in € million)

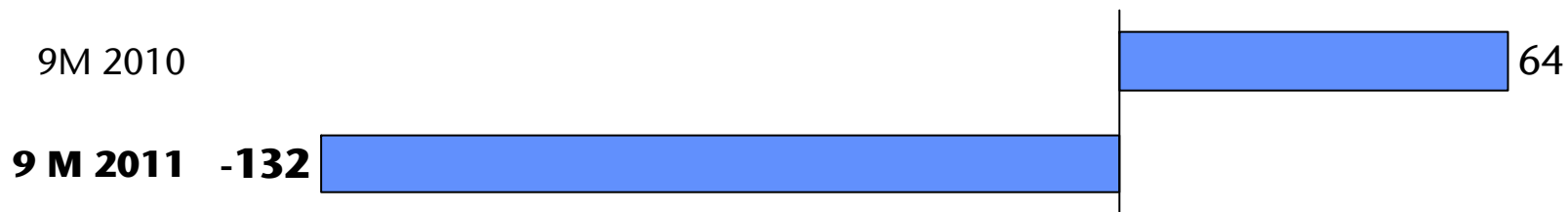




Profit/loss before taxes* (in € million)



Net profit/loss (in € million)



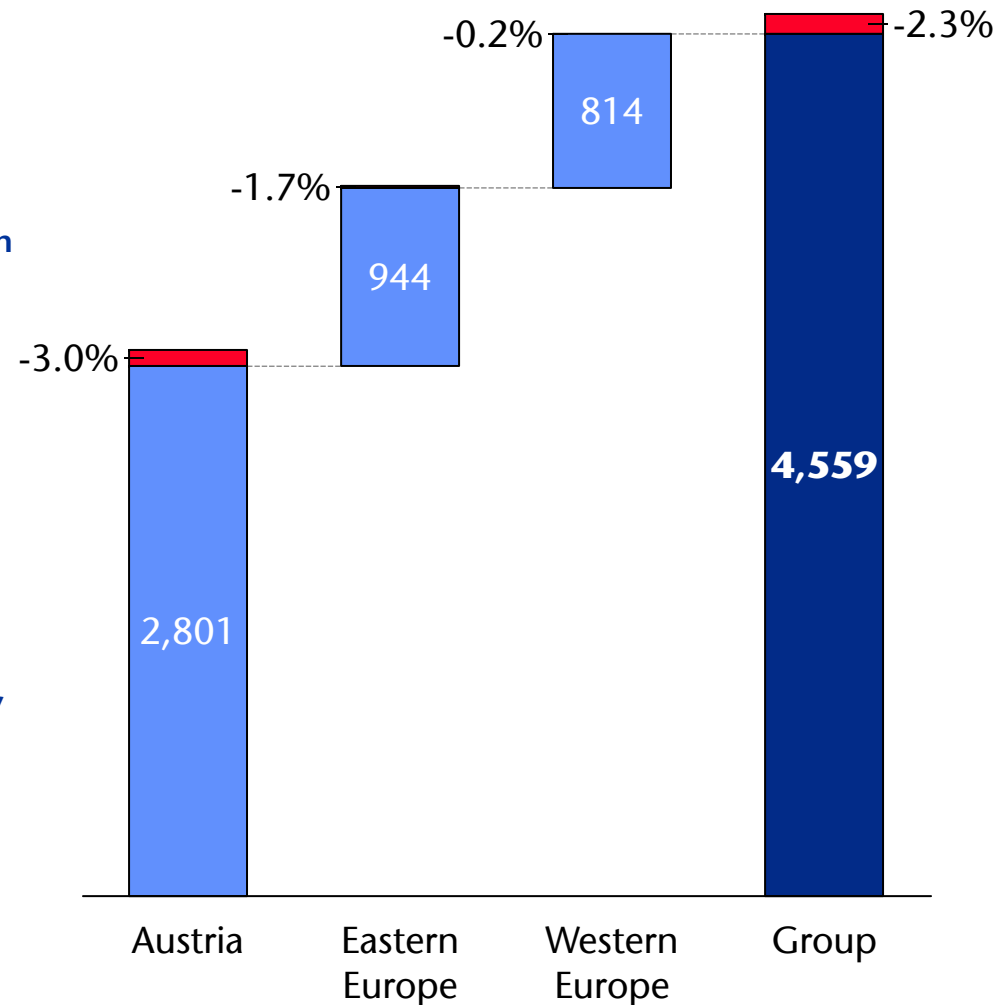
Consolidated profit/loss (in € million)



Premium Growth – Regions

- Gross written premiums decreased by 2.3% to €4,559 million (1–9/2010: €4,665 million).
- Premiums in the product areas with recurring premiums increased by a very pleasing 4.9% to €4,080 million (1–9/2010: €3,888 million). In Austria, recurring premiums climbed by 2.7% to €2,694 million. Recurring premiums in Eastern Europe grew by 10.3% to €826 million, recurring premiums in Western Europe increased by 8.7% to €560 million.
- Single premiums declined by 38.3% to €480 million (1–9/2010: €777 million). In Austria, single premiums sank by 59.6% to €107 million. Single premiums in Eastern Europe fell by 44.1% to €118 million, and in Western Europe by 15.4% to €254 million.
- Premiums earned (according to IFRS) grew by 0.5% to €3,853 million (1–9/2010: €3,834 million).
- The international portion of the business was at 38.6% in the first three quarters of 2011 (Eastern Europe contributed 20.7%, Western Europe 17.9%).

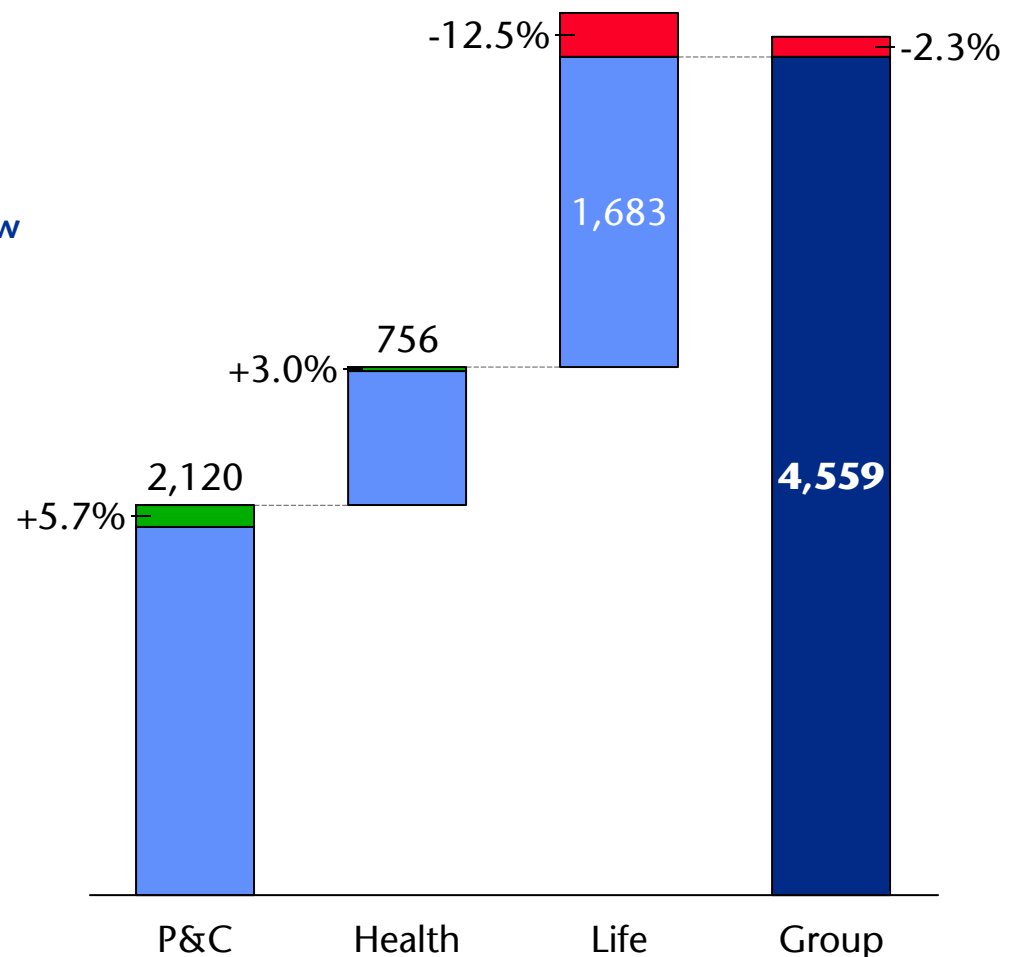
Group written premiums (in € million)



Premium Growth – Business Segments

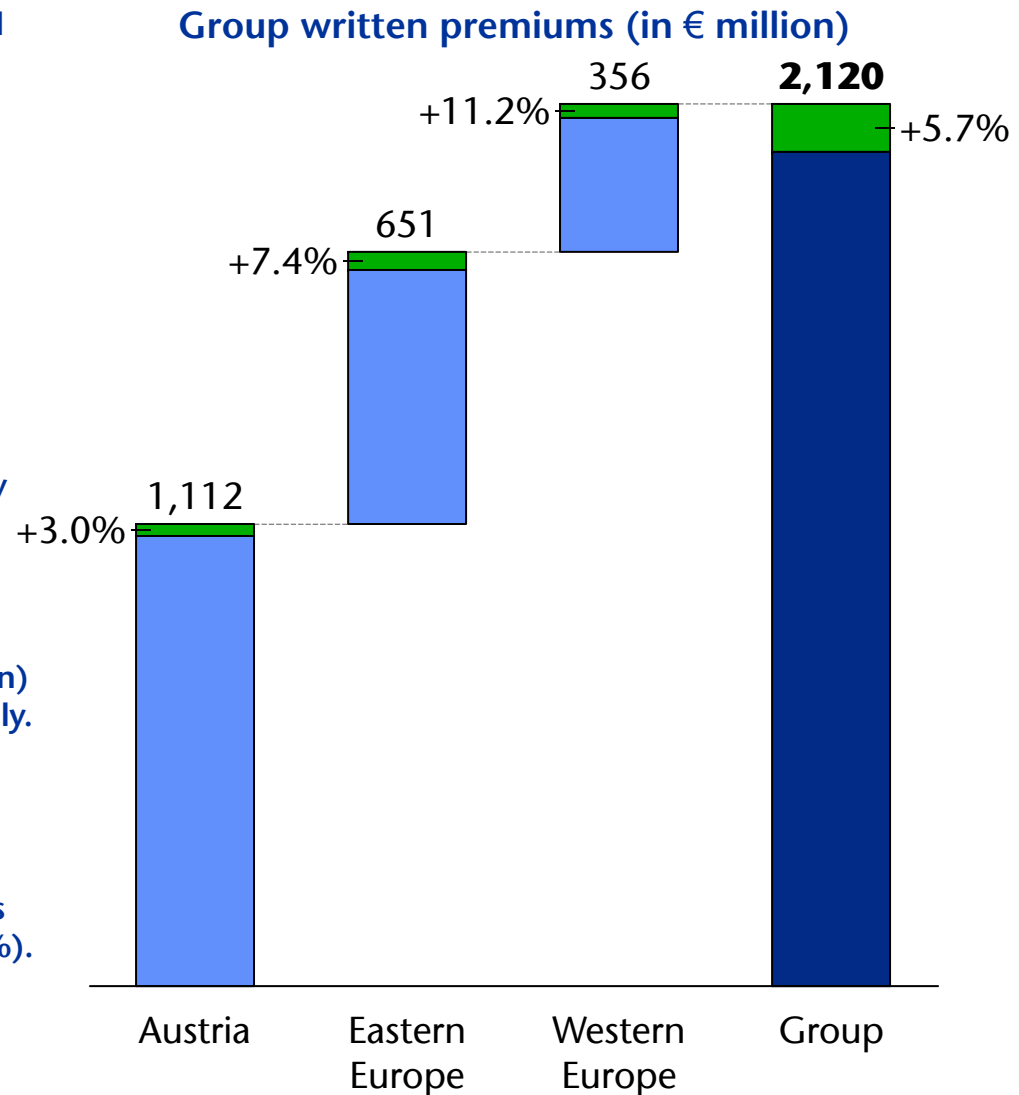
- The premium volume written in property and casualty insurance grew by 5.7% to €2,120 million (1–9/2010: €2,006 million). Premiums earned (according to IFRS) increased by 6.0% to €1,927 million (1–9/2010: € 1,817 million).
- Premiums written in health insurance grew by 3.0% to €756 million (1–9/2010: €734 million). Premiums earned (according to IFRS) increased by 2.7% to €747 million (1–9/2010: €727 million).
- In the life insurance segment, the premiums written including the savings portion from the premiums of the unit- and index-linked life insurance decreased by 12.5% due to the drop in single premiums to €1,683 million (1–9/2010: €1,925 million). Premiums earned (according to IFRS) were lower by 8.6% at €1,178 million (1–9/2010: €1,289 million).

Group written premiums (in € million)

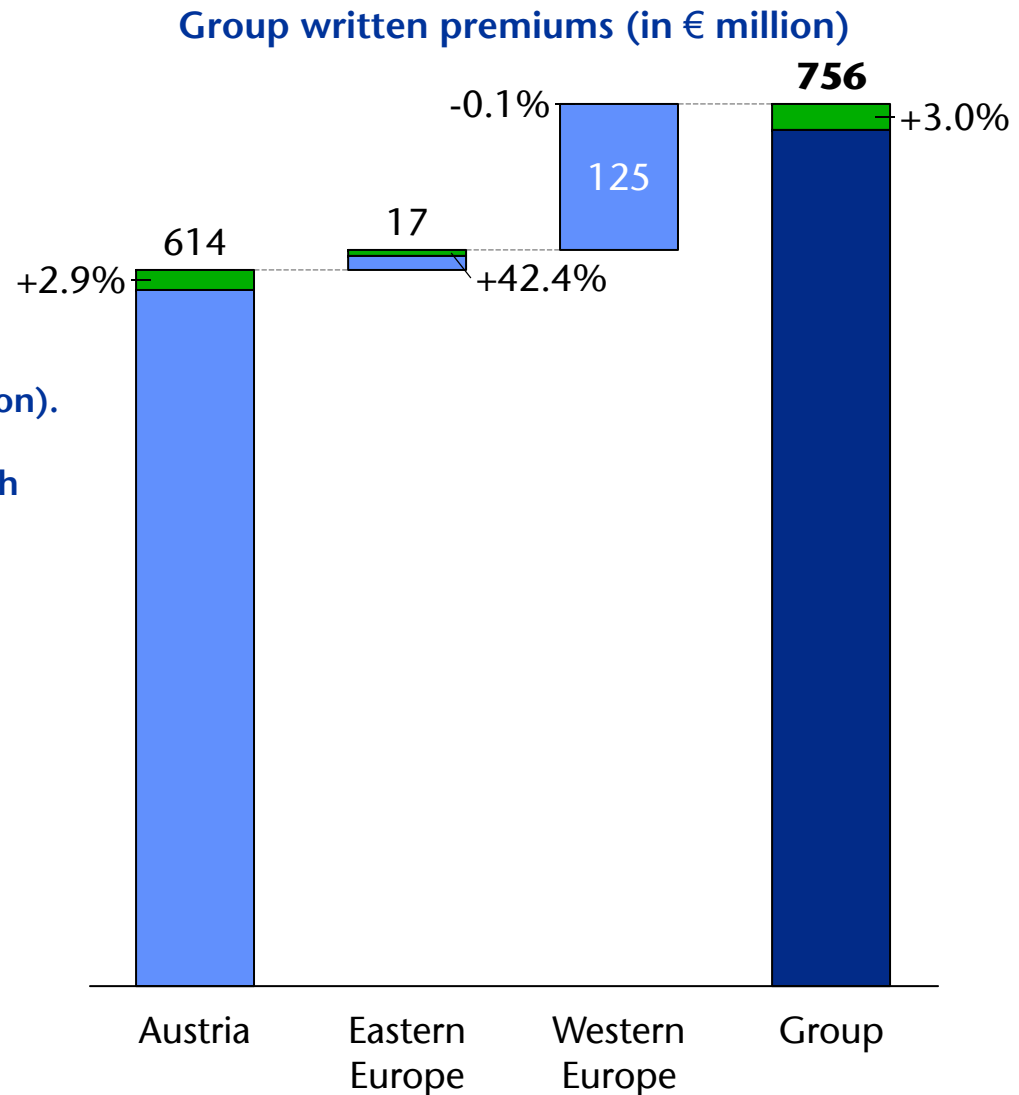


Property and Casualty Insurance

- The premium volume written in property and casualty insurance grew by 5.7% to €2,120 million (1–9/2010: €2,006 million).
- Premiums in Austria grew by 3.0% to €1,112 million (1–9/2010: €1,079 million).
- In Eastern Europe premiums grew by 7.4% to €651 million (1–9/2010: €607 million). Particularly strong growth was shown in Bosnia and Herzegovina, Bulgaria, Croatia, Poland, Serbia, the Czech Republic and the Ukraine. The Eastern European region already contributed 30.7% (1–9/2010: 30.2%) to total Group premiums in the P&C business.
- In Western Europe, premiums increased by 11.2% to €356 million (1–9/2010: €320 million) due to the strong growth in Germany and Italy. The share of the Western European business therefore increased to 16.8% (1–9/2010: 16.0%).
- The international portion in the P&C business went up to a total of 47.5% (1–9/2010: 46.2%).

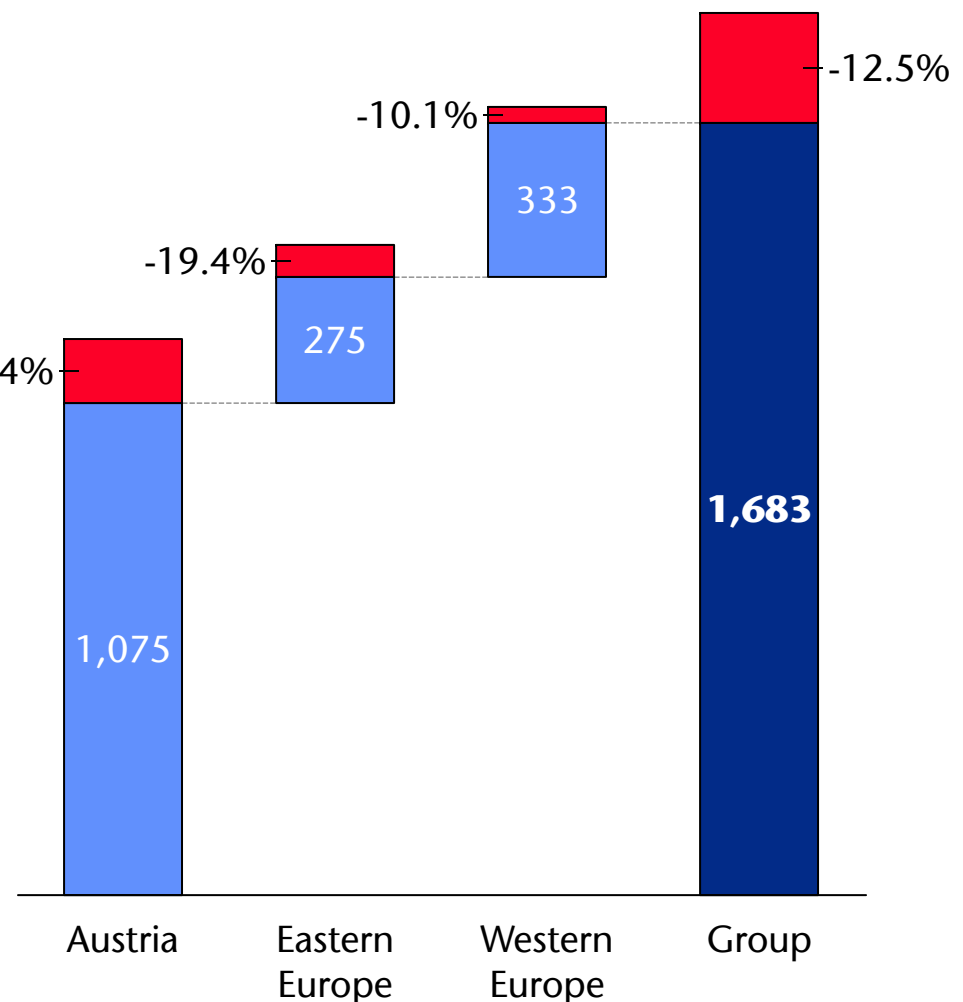


- The premium volume written in health insurance grew by 3.0% to €756 million (1–9/2010: €734 million).
- In Austria, the premium volume grew by 2.9% to €614 million (1–9/2010: €597 million).
- In Eastern Europe premiums increased by 42.4% to €17 million (1–9/2010: €12 million).
- In Western Europe, premiums in the health insurance segment fell slightly by 0.1% to €125 million (1–9/2010: €125 million).
- The international portion in the health insurance segment amounted to 18.8% (1–9/2010: 18.7%). Western Europe contributed 16.5%, Eastern Europe 2.3%.



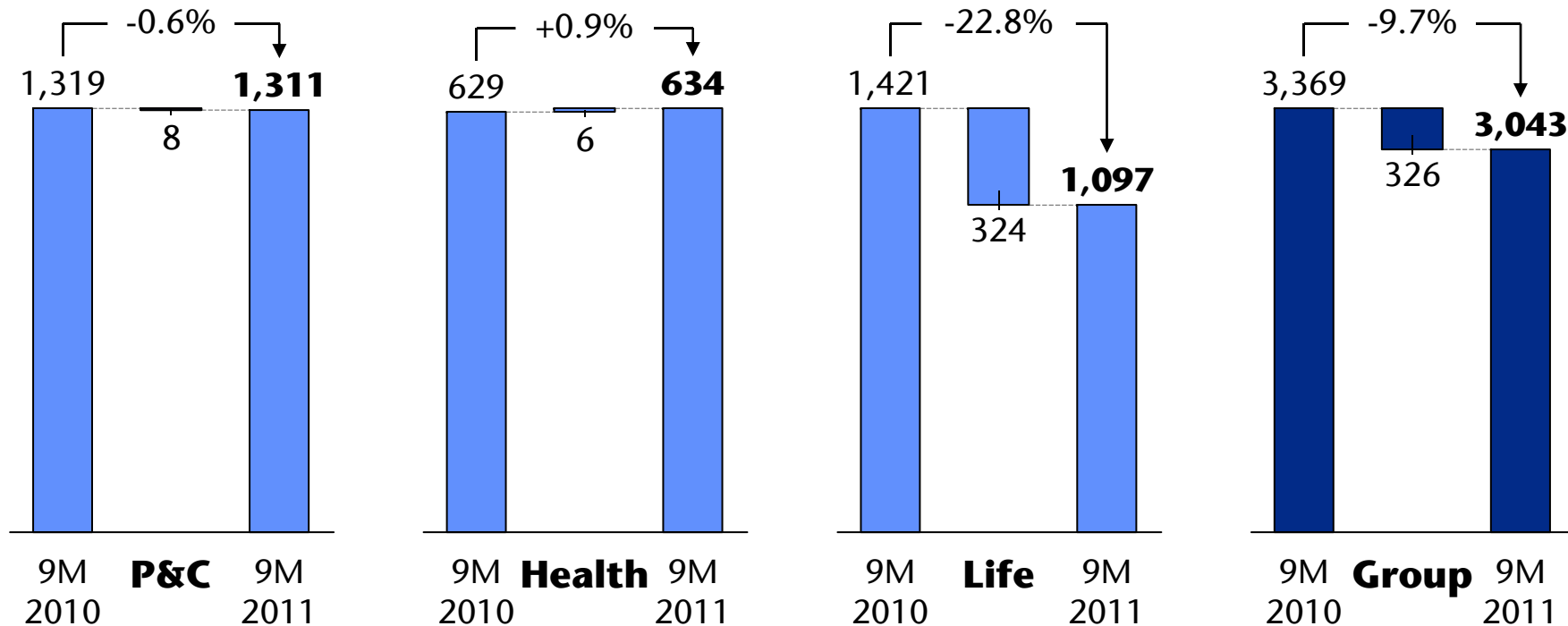
- The written premiums in life insurance declined due to the drop in single premiums by 12.5% to €1,683 million (1-9/2010: €1,925 million).
- However, the recurring premium volume continued to show a very positive trend, increasing by 4.9% to €1,204 million (1-9/2010: €1,147 million). Single premiums fell by 38.3% to €480 million (1-9/2010: €777 million).
- Premium volume in Austria fell by 11.4% to €1,075 million (1-9/2010: €1,213 million). Recurring premiums increased by 2.1% to €968 million. Single premiums sank by 59.6% to €107 million.
- In Western Europe, premiums decreased by 10.1% to €333 million (1-9/2010: €370 million) due to a decline in single premiums by 15.4%. Recurring premium business, however, recorded a positive development with an increase of 12.8% to €79 million.
- Premiums in Eastern Europe declined by 19.4% to €275 million (1-9/2010: €341 million). On the other hand recurring premiums grew strongly by 21.1% to €157 million (1-9/2010: €130 million). Single premiums sank due to the decrease of the business in Poland by 44.1% to €118 million.
- The international portion in the life insurance segment amounted to a total of 36.1% (1-9/2010: 37.0%). Eastern Europe contributed 16.4%, Western Europe 19.8%.

Group written premiums (in € million)



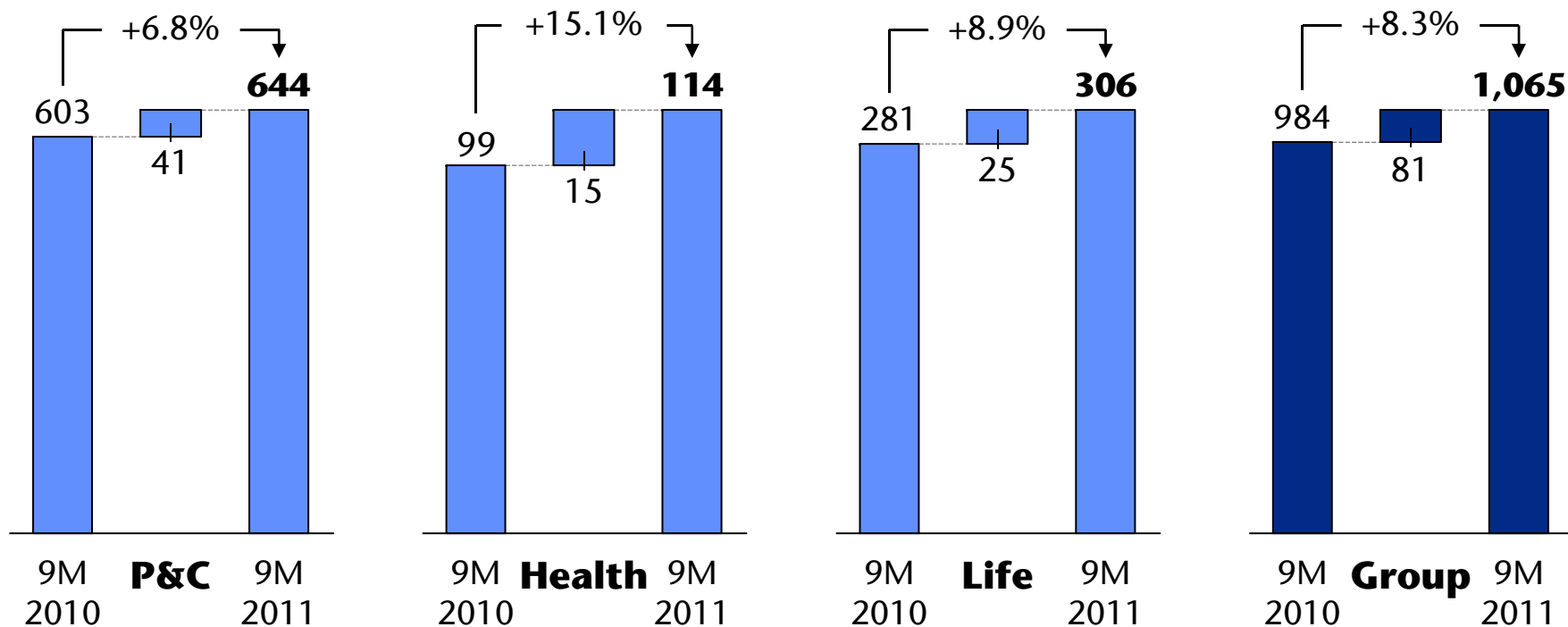
Development of Insurance Benefits

- The total amount of retained insurance benefits decreased by 9.7% to €3,043 million.
- The loss ratio (net of reinsurance) in property and casualty insurance was reduced by 4.6 p.p. to 68.0% (1–9/2010: 72.6%).
- The benefits ratio in the health insurance business was reduced to 84.9% (1–9/2010: 86.4%).
- The benefits ratio in life insurance was at 93.1% (1–9/2010: 110.2%) – in line with the lower investment income and the decreased single premium business.
- The claims and benefits ratio declined across all insurance segments by 5.5 p.p. to 71.1% (1–9/2010: 76.6%).



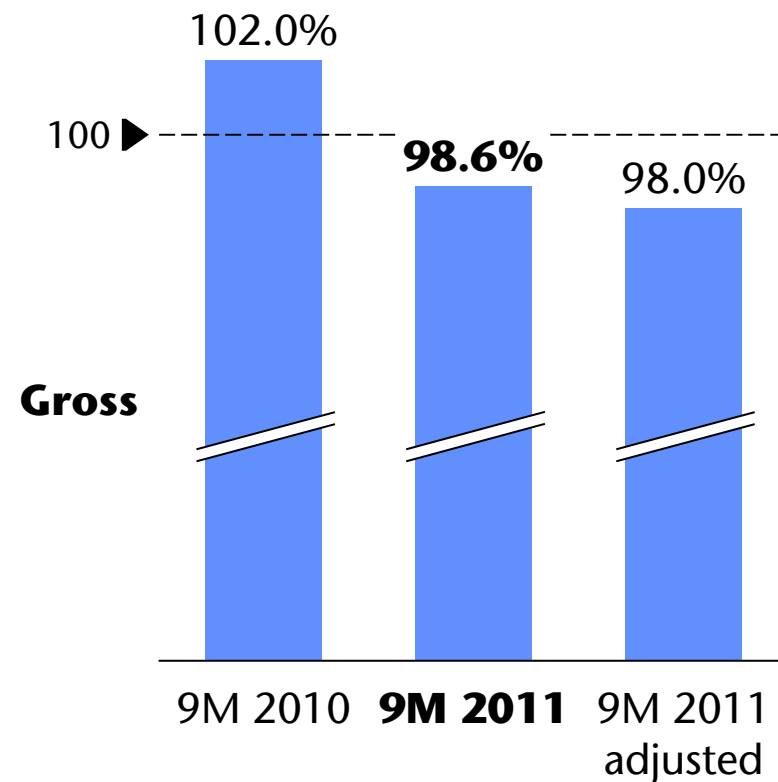
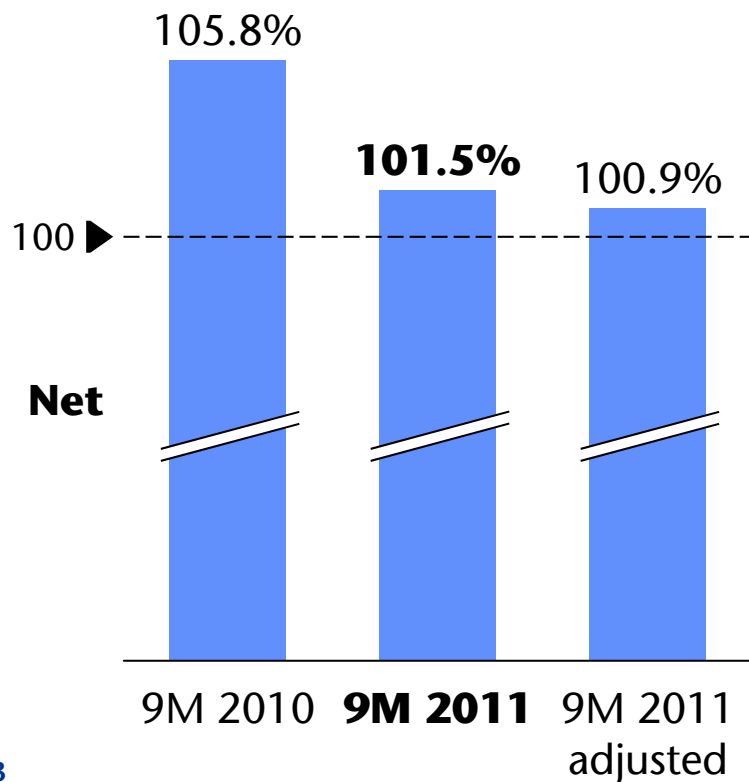
Development of Operating Expenses

- Total operating expenses (net of reinsurance commissions received) increased by 8.3% to €1,065 million due to climbing social capital expenses and one-time expenses associated with the Group's repositioning. Acquisition expenses grew in accordance with new business volume by 5.4% to €730 million (1-9/2010: €692 million). Other operating expenses grew by 14.9% to €335 million (1-9/2010: €291 million).
- As a result the Group cost ratio increased from 22.4% to 24.9% in the first three quarters of 2011.
- Without taking into consideration the one-off effects the Group cost ratio was at 24.1%.



Development of Combined Ratio (P&C)

- The net combined ratio (net of reinsurance) declined from 105.8% to 101.5% despite one-time expenses associated with the UNIQA Group's repositioning.
- The gross combined ratio was reduced from 102.0% to 98.6%.
- Without taking into consideration the one-off cost effects the net combined ratio was at 100.9%.



Investments in the PIIGS nations

- UNIQA has written down €318 million of Greek government bonds to their fair value.
- Irish, Italian, Portuguese and Spanish debt securities have not been written down due to the fact that there is no evidence at this time that the backflow of future cash flow associated with these debt instruments are endangered on a long-term perspective.

Issuer	Remaining term of 1–10 years € million	Remaining term of 11–20 years € million	Remaining term of more than 20 years € million	Current market value 30.9.2011 € million	Acquisition costs 30.9.2011 € million
Spain	51	21	82	154	174
Greece	60	86	29	174	476
Ireland	166	130	0	296	346
Italy	564	65	198	827	930
Portugal	6	58	0	64	102
Total	846	360	308	1.515	2.029

The positive trend in the core operational business continued in the 3rd quarter of 2011 and can also be expected for the end of the current year.

However, the special expenditures for the new strategic repositioning of the UNIQA Group and the write-downs of the Greek government bonds will weigh heavily on the profit/loss on ordinary activities this year.

For this reason, and assuming that there are no claims due to natural disasters and no further negative developments on the capital markets, the profit/loss on ordinary activities is expected in a range of between € –250 and –300 million.

- The UNIQA Group is planning to sell all its shares in the German Mannheimer AG Holding to the insurance group “Die Continentale”. A fundamental agreement regarding the sale was signed on 23 November 2011.
- According to this agreement, UNIQA will sell 57,833,320 registered shares (91.7% of the share capital) in the publicly listed Mannheimer AG Holding to “Die Continentale” (pending the necessary regulatory approvals).
- The sale of the investment in Mannheimer is fully in line with the strategic repositioning plans for the UNIQA Group.
- The Mannheimer Group currently consists of the Mannheimer AG Holding and three operational insurance subsidiaries: Mannheimer Versicherung AG (property insurance), Mannheimer Krankenversicherung AG (health insurance) and mamax Lebensversicherung AG (life insurance). The Group’s premium volume written reached €411.9 million in 2010.

Thank you for your attention!