

# UNIQA Insurance Group AG 1H 2013 IFRS Results Strong net profit on improved underwriting

27 August 2013 Andreas Brandstetter, CEO Hannes Bogner, CFO Kurt Svoboda, CRO





- 1. Highlights 1H 2013
- 2. Business performance
- 3. Investments
- 4. Conclusion and outlook

**Appendix: Additional information** 





- GWP increased by 7.4% yoy to €3,068m<sup>(a)</sup> due to significant growth in Austria, CEE and Italy
- Combined ratio (P&C) improved to 99.4% (1H2012: 100.7%) despite net impact of flood of €30m or 2.5% in the COR
- Net cost ratio decreased to 23.0% (1H 2012: 23.9%)
- Investment result of €409m including gain on sale of Hotel Group of €51m(1H 2012: €403m)
- Solid profit on ordinary activities of €197m (+85% yoy)
- Full impact of program to reduce minority interests visible in 1H 2013: consolidated profit increased by 163% to €151m
- UNIQA issued €350m of tier 2 capital to optimize its capital structure in July



# Solid operating profit on robust growth

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written(a)	3,068.1	2,856.4	7.4%
Premiums earned (retained)(a)	2,824.9	2,590.0	9.1%
APE (Life) gross	891.4	801.0	11.3%
Net investment income	408.9	403.4	1.3%
Insurance benefits	(2,008.9)	(1,897.3)	5.9%
Operating expenses	(730.9)	(710.8)	2.8%
Profit on ordinary activities	196.6	106.5	84.5%
Consolidated profit after minorities	150.6	57.3	162.7%
EPS	0.71	0.40	75.0%
Combined ratio P&C (net)	99.4%	100.7%	(1.3)ppt
Return on equity <sup>(b)</sup>	13.1%	12.0%	1.1ppt

<sup>(</sup>a) Including savings portion of premiums from unit- and index-linked life insurance

<sup>(</sup>b) RoE calculation for 1H 2013: consolidated net profit for the first half of the year 2013 plus consolidated net profit for the first half of the year 2013 adjusted for the gain on the disposal of the hotel group, all divided by average equity for the first half of the year 2013



# A clear long-term strategy

# Our target 2015 (embedded in UNIQA 2.0)

# Focus on our business as primary insurer in our two core markets Austria and CEE

**UNIQA Austria** 

Increase profitability through restructuring

**Raiffeisen Insurance** 

**Increase productivity** 

**UNIQA International** 

**Profitable growth in CEE** 

Risk and return profile

- Value-oriented management
- Strong and sustainable capital position
- Attractive dividend policy

PBT increase of up to ~€50m from 2012 to 2015

### Our long-term ambition

Leading primary insurer in Austria and CEE, with significantly improved efficiency and profitability

Double our number of clients from 7.5m in 2010 to 15m in 2020



### UNIQA 2.0: what have we achieved since mid-2011

#### Since the start of UNIQA 2.0 we have delivered on our promises

# Double number of clients

- We aim to raise our number of customers to 15m by 2020 (from 7.5m in 2010)
- 9.0m customers per 1H 2013

# Concentrate on core insurance business

- Concentration on stable market Austria and growth region CEE
- Sale of non-core participations (Mannheimer Group, Media participations, Hotels)

# Execute 4 priority programs

- UNIQA Austria: increasing profitability
- Raiffeisen Insurance Austria: increasing productivity
- UNIQA International: profitable growth in CEE
- Risk and return profile: value oriented management

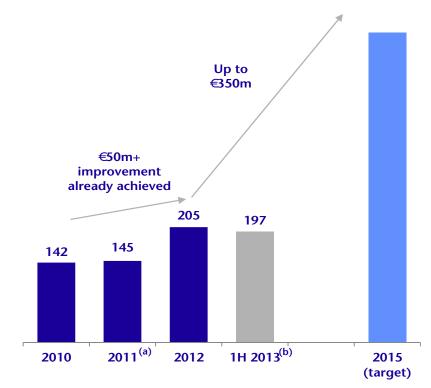
# Strengthen equity base

- Simplified corporate structure without significant minorities
- Preparation for possible Re-IPO

# Improve profit on ordinary activities

• €197m in 1H 2013 compared to €107m in 1H 2012

#### Development of profit on ordinary activities (€m)



- (a) Adjusted for one-off items
- (b) Including gain on sale of Hotel Group (€51m)

Note: 2011 and 2012 figures excluding Mannheimer Group (sold in June 2012)



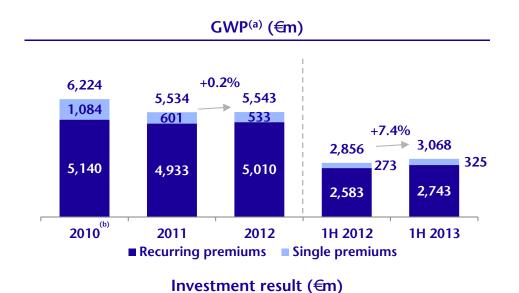


- 1. Highlights 1H 2013
- 2. Business performance
- 3. Investments
- 4. Conclusion and outlook

**Appendix: Additional information** 

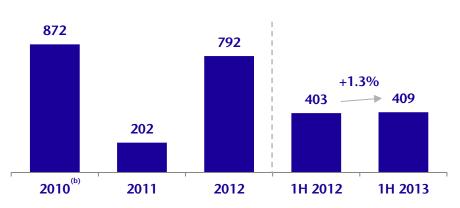


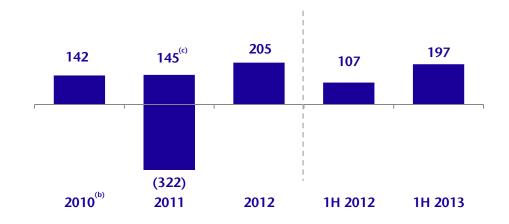
# Financial snapshot – 1H 2013





Earnings before tax (€m)





- (a) Including savings portion of premiums from unit- and index-linked life insurance
- (b) Figures include Mannheimer Group (sold in June 2012)
- (c) Adjusted for one-offs

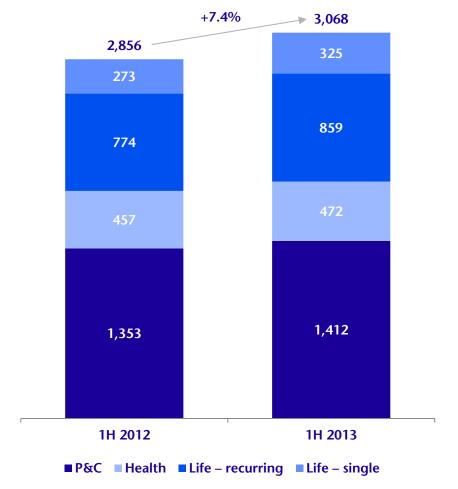


# Robust growth across all business lines

#### Highlights 1H 2013

- The premium volume written in property and casualty insurance grew by 4.4% yoy driven by all major business lines
- The premium volume written in health insurance increased by 3.4% yoy in line with the long term trend
- In life insurance, the premium volume written increased by 13.1% yoy
  - Recurring premiums increased by 11.0% yoy
  - Single premiums increased by 19.1% yoy driven by strong production in Italy
  - Continued strategy to focus on life insurance products that are more profitable in the long term and are at the same time optimised from a risk and capital perspective

#### Premiums by business line (€m)<sup>(a)</sup>



(a) Including savings portion of premiums from unit- and index-linked life insurance

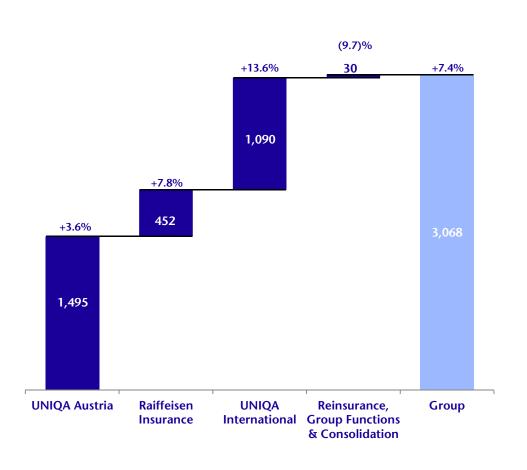


# All three major operating segments contributed to top line growth

#### Highlights 1H 2013

- Group premiums written increased by 7.4% yoy
- UNIQA Austria premiums written increased by 3.6% yoy
  - P&C premiums written increased to €743m by 3.6%
  - Health premiums written increased to €436m by 3.4%
  - Life premiums written increased to €317m by 3.8%
- Raiffeisen Insurance premiums written increased by 7.8% yoy
  - P&C premiums written increased to €74m by 8.5%
  - Life premiums written increased to €378m by 7.7%
- UNIQA International premiums written increased by 13.6% yoy
  - P&C premiums written increased to €571m by 5.5%
  - Health premiums written increased to €36m by 3.4%
  - Life premiums written increased to €483m by 25.9%

#### 1H 2013 Premiums by operating segment (€m)<sup>(a)</sup>



(a) Including savings portion of premiums from unit- and index-linked life insurance

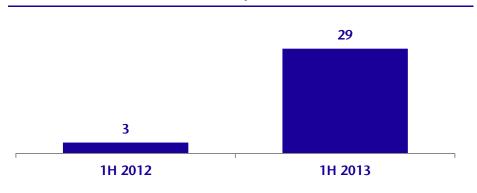


# **P&C:** Combined ratio improved to 99.4%

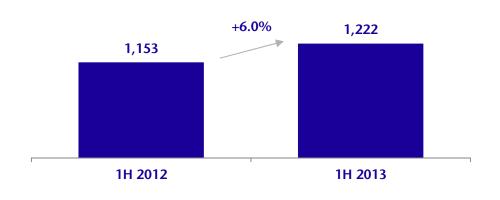
#### Highlights 1H 2013

- Premiums earned increased in all three operating segments UNIQA Austria, Raiffeisen Insurance and UNIQA International and across all major business lines
- Despite net impact of €30m due to the flood the net combined ratio decreased mainly on strict cost control and improved underwriting discipline in 1H 2013
- As a result of improved combined ratio and solid investment result profit on ordinary activities increased

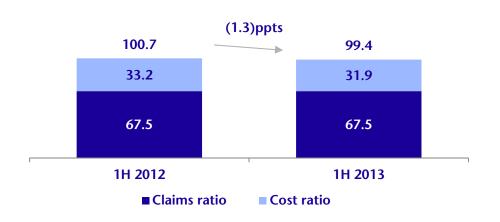
#### Profit on ordinary activities (€m)



#### Premiums earned (€m)



#### **Combined ratio (%)**



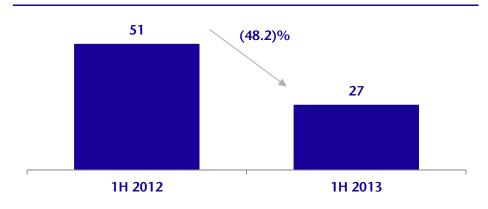


# Health: Operating profit decreased on lower investment result

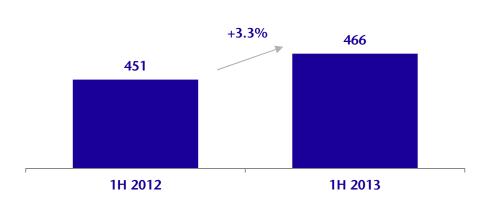
#### Highlights 1H 2013

- All major product lines contributed to increase of premiums earned by 3.3% yoy
- Claims ratio slightly increased but stayed well in line with longer term trend at around 85%
- Investment result decreased compared to strong 1H 2012 driven by lower realized capital gains

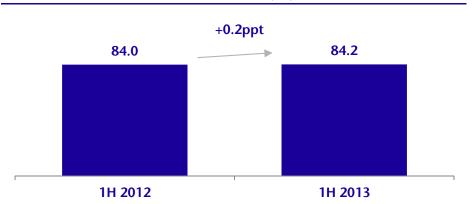
#### Profit on ordinary activities (€m)



#### Premiums earned (€m)



#### Claims ratio (%)





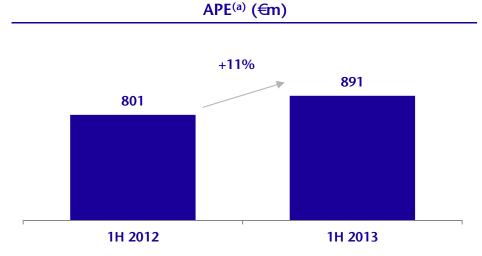
# Life: Strong 1H 2013 result

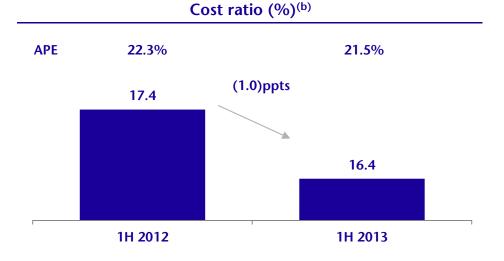
#### Highlights 1H 2013

- Premiums earned increased by 19.7% yoy due to strong growth of Life business in AT, IT, PL, HU and RU; double digit growth also based on APE
- Cost ratio improved as a result of increased premiums earned and positive impact of lower DAC amortization
- Significantly improved underwriting result and increased investment result including sale of Hotel Group resulted in strong profit on ordinary activities

# 141 +172% 52 1H 2012 1H 2013

Profit on ordinary activities (€m)





- a) Including fund- and index-linked life insurance (net)
- (b) Increase of estimated gross margin (EGM) and long term interest rates impacted amortization of deferred acquisition costs (DAC) and led to increased net benefits and decreased costs



# **P&C:** Segment P&L

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written	1,411.6	1,352.5	4.4%
Premiums earned (retained)	1,221.8	1,152.6	6.0%
Income from fees and commissions	8.2	7.1	14.1%
Net investment income	48.6	35.0	38.9%
Other income	15.2	18.7	(18.5)%
Insurance benefits (net)	(824.9)	(777.6)	6.1%
Operating expenses	(398.1)	(390.1)	2.0%
Other expenses	(32.2)	(32.6)	(1.0)%
Amortisation of goodwill	(1.3)	(1.3)	(0.2)%
Operating profit	37.3	11.9	214.5%
Financing costs	(8.8)	(8.8)	(0.2)%
Profit on ordinary activities	28.5	3.1	nm



# **Health: Segment P&L**

€m	1H 2013	1H 2012	▲%
Gross premiums written	472.1	456.8	3.4%
Premiums earned (retained)	465.8	450.9	3.3%
Income from fees and commissions	0.3	0.0	nm
Net investment income	25.9	51.3	(49.6)%
Other income	3.6	4.4	(16.6)%
Insurance benefits (net)	(392.3)	(387.0)	1.4%
Operating expenses	(73.2)	(65.1)	12.4%
Other expenses	(3.3)	(2.8)	17.6%
Amortisation of goodwill	0.0	0.0	nm
Operating profit	26.8	51.7	(48.1)%
Financing costs	(0.2)	(0.2)	(24.5)%
Profit on ordinary activities	26.7	51.5	(48.2)%



# Life: Segment P&L

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written	841.5	719.5	17.0%
Premiums earned (retained)	807.4	674.4	19.7%
Income from fees and commissions	6.3	14.0	(54.8)%
Net investment income	334.4	317.1	5.5%
Other income	10.9	4.7	130.1%
Insurance benefits (net)	(791.8)	(732.7)	8.1%
Operating expenses	(192.8)	(185.5)	4.0%
Other expenses	(27.8)	(28.8)	(3.8)%
Amortisation of goodwill	(2.2)	(4.6)	(51.8)%
Operating profit	144.5	58.6	146.6%
Financing costs	(3.1)	(6.6)	(53.2)%
Profit on ordinary activities	141.4	52.0	172.0%





#### Highlights 1H 2013

UNIQA Austria includes UNIQA Österreich Versicherungen AG, Salzburger Landes-Versicherung AG and 50% of Finance Life Lebensversicherung AG

- Premiums earned increased mainly as a result of Health business growing in line with long term trend and solid growth in P&C
- Despite net impact of flood, the net combined ratio in P&C remained relatively stable at 91.7% (1H 2012: 91.2%)
- Operating and other expenses increased yoy due to partly liquidating a provision for severance payments in 1H 2012
- Profit on ordinary activities decreased mainly due to such higher costs, increased claims related to the flood, and a lower investment result in 1H 2013

€m	1H 2013	1H 2012	▲%
Gross premiums written(a)	1,495	1,443	3.6%
Gross premiums written(b)	1,390	1,341	3.7%
Premiums earned (retained)	997	947	5.3%
Income from fees and commissions	90	93	(3.0)%
Net investment income	165	177	(6.9)%
Other income	3	2	nm
Insurance benefits (net)	(844)	(814)	3.7%
Operating expenses	(290)	(270)	7.3%
Other expenses	(24)	(21)	16.4%
Amortisation of goodwill	(1)	(1)	nm
Operating profit	97	114	(15.1)%
Financing costs	(4)	(4)	nm
Profit on ordinary activities	93	110	(15.6)%

<sup>(</sup>a) Including savings portion of premiums from unit- and index-linked life insurance

<sup>(</sup>b) Excluding savings portion of premiums from unit- and index-linked life insurance



### Raiffeisen Insurance

#### Highlights 1H 2013

Raiffeisen Insurance includes Raiffeisen Versicherung AG and 50% of Finance Life Lebensversicherung AG

- Premiums earned increased as a result of strong unit-and index linked business and increased sales efforts of local Raiffeisen banks
- Especially in the P&C business Raiffeisen Insurance outperformed the Austrian market
- Increase of estimated gross margin (EGM) and long term interest rates impacted amortization of deferred acquisition costs (DAC) and led to increased net benefits and decreased costs
- Net combined ratio (P&C) increased to 94.0% (1H 2012: 90.1%)
- Net investment result decreased due to low interest rate environment and lower realized capital gains
- Profit on ordinary activities increased despite lower investment result on improved underwriting result

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written(a)	452	419	7.8%
Gross premiums written(b)	347	317	9.6%
Premiums earned (retained)	296	264	12.1%
Income from fees and commissions	12	17	(32.8)%
Net investment income	125	163	(23.6)%
Other income	1	1	nm
Insurance benefits (net)	(311)	(322)	(3.3)%
Operating expenses	(61)	(74)	(17.2)%
Other expenses	(10)	(9)	11.9%
Amortisation of goodwill	(0)	(0)	nm
Operating profit	50	40	25.3%
Financing costs	0	(4)	nm
Profit on ordinary activities	50	36	37.5%

<sup>(</sup>a) Including savings portion of premiums from unit- and index-linked life insurance

<sup>(</sup>b) Excluding savings portion of premiums from unit- and index-linked life insurance



### **UNIQA International**

#### Highlights 1H 2013

UNIQA International includes UNIQA International AG, UNIQA International Beteiligungsverwaltung GmbH and operative direct insurance companies in 18 countries

- Gross premiums written: Growth above market in CEE (CE +8,6%, SEE +12,5%, EE +32,2%, RUS +62,0%)
- Continued growth in Italian Life business
- Solid growth in all major business lines P&C, Health and Life
- Unchanged net combined ratio (P&C) of 103.4% including the flood in 1H 2013
- Loss/benefit ratio slightly increased due to NatCat events and a major claim in Czech Republic
- Positive economies of scale lead to a decrease of the cost ratio from 31.1% in H1 2012 to 28.5% in H1 2013
- Net investment income decreased against a strong 1H 2013 result especially in Italy
- Profit on ordinary activities increased by 51% yoy on improved underwriting result

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written(a)	1,090	960	13.6%
Gross premiums written(b)	958	838	14.3%
Premiums earned (retained)	662	550	20.5%
Income from fees and commissions	72	69	3.7%
Net investment income	69	77	(11.1)%
Other income	12	12	0.6%
Insurance benefits (net)	(473)	(390)	21.2%
Operating expenses	(298)	(278)	7.3%
Other expenses	(29)	(27)	6.8%
Amortisation of goodwill	(2)	(5)	nm
Operating profit	13	8	50.5%
Financing costs	(0)	(0)	nm
Profit on ordinary activities	12	8	50.9%

<sup>(</sup>a) Including savings portion of premiums from unit- and index-linked life insurance

<sup>(</sup>b) Excluding savings portion of premiums from unit- and index-linked life insurance





#### Highlights 1H 2013

Reinsurance includes the reinsurance operation UNIQA Re in Switzerland and the reinsurance result of UNIQA Insurance Group AG

- In 1H 2013 a net impact of €23m is recognized in the Reinsurance segment due to the flood
- Profit on ordinary activities improved due to a strengthened underwriting result in the direct insurance operating segments

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written	668	750	(10.9)%
Premiums earned (retained)	542	578	(6.2)%
Income from fees and commissions	8	9	nm
Net investment income	11	(0)	nm
Other income	5	4	nm
Insurance benefits (net)	(387)	(408)	(5.1)%
Operating expenses	(172)	(198)	(12.9)%
Other expenses	(10)	(12)	(19.0)%
Amortisation of goodwill	0	0	nm
Operating profit	(3)	(27)	nm
Financing costs	0	0	nm
Profit on ordinary activities	(3)	(27)	nm



# **Group functions & Consolidation**

#### Highlights 1H 2013

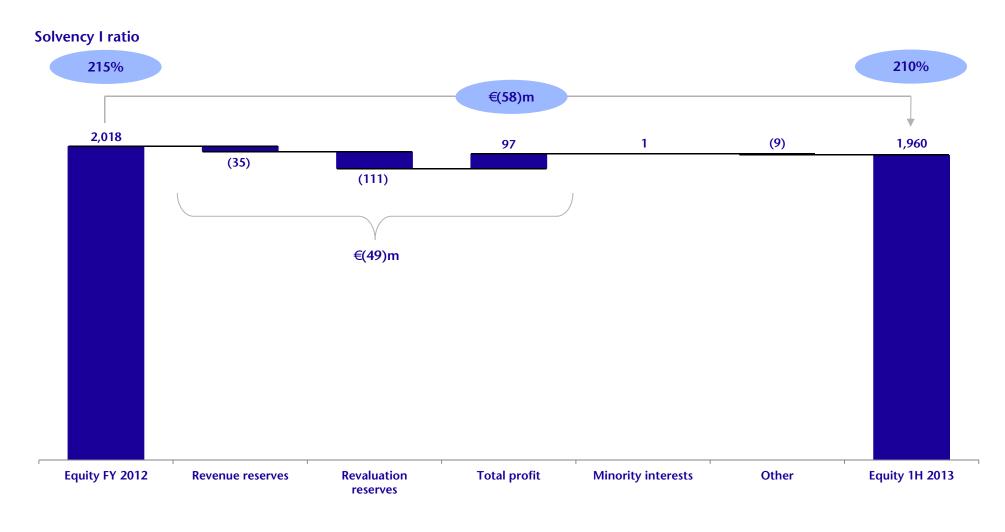
Group functions and Consolidation includes consolidation effects of intra-group reinsurance, the results of UNIQA Insurance Group AG (excluding reinsurance), all other holding and service companies and further consolidation effects

• Capital gain on sale of Hotel Group which led to a positive one-off of €51m

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written	(637)	(716)	(11.0)%
Premiums earned (retained)	(2)	(60)	nm
Income from fees and commissions	(167)	(167)	(0.1)%
Net investment income	39	(14)	nm
Other income	10	9	nm
Insurance benefits (net)	5	36	nm
Operating expenses	157	179	(12.1)%
Other expenses	9	4	nm
Amortisation of goodwill	0	(0)	nm
Operating profit	52	(13)	nm
Financing costs	(8)	(8)	nm
Profit on ordinary activities	44	(21)	nm



# **Equity position (including minority interest)**







- 1. Highlights 1H 2013
- 2. Business performance
- 3. Investments
- 4. Conclusion and outlook

**Appendix: Additional information** 

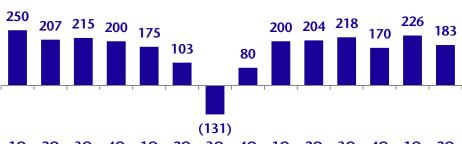


# **Investment activity**

#### Highlights 1H 2013

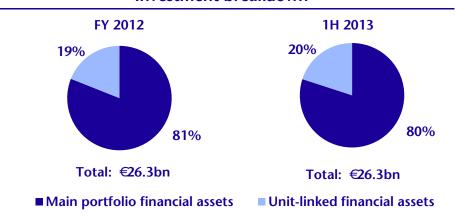
- The net investment income increased to €409m including gain on sale of Hotel Group (AHI) which led to a positive one-off of €51m
- The investment portfolio of the UNIQA Group was stable compared to 31 December 2012 and amounted to €26.3bn at 31 March 2013
- Continued de-risking:
  - Equities and alternatives decreased
  - High grade continued to increase as a percentage of total fixed income portfolio

#### Investment income (€m)



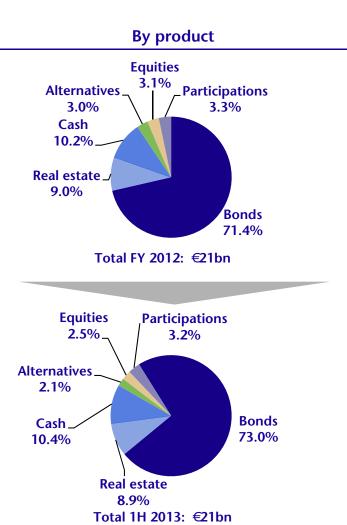
Note: Excluding unit-linked investment income Quarterly figures in 3Q 2011 and prior quarters include Mannheimer Group (sold in June 2012)

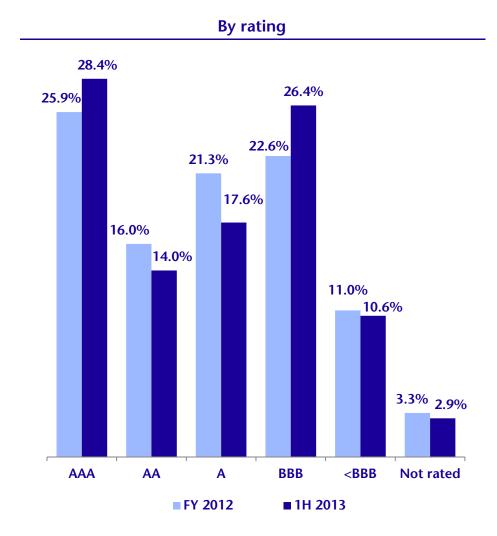
#### Investment breakdown





### **Investment allocation**

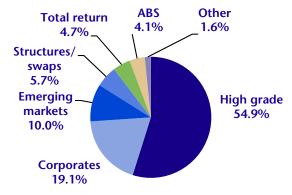




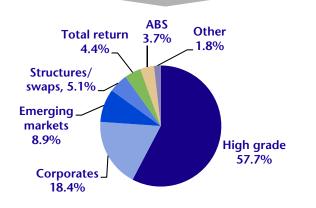


# Fixed income portfolio

#### **Overall composition**

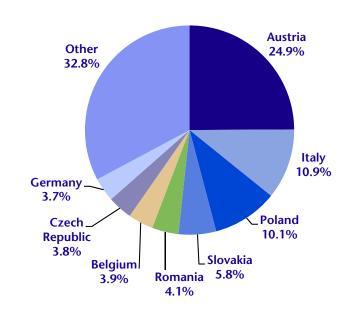


Total FY 2012: €14.9bn



Total 1H 2013: €15.1bn

#### **Government bonds**



Total 1H 2013: €6.5bn





- 1. Highlights 1H 2013
- 2. Business performance
- 3. Investments
- 4. Conclusion and outlook

**Appendix: Additional information** 

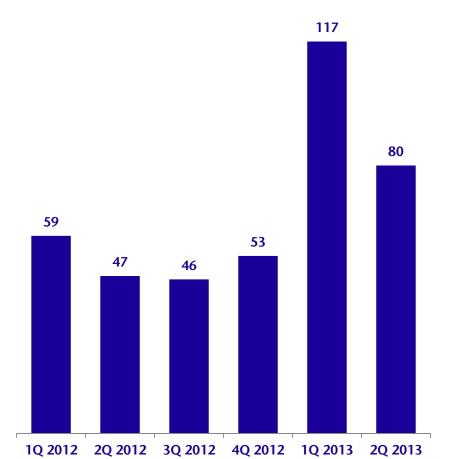




#### 1H 2013 summary

- UNIQA delivered profitable growth despite challenging market environment
- Combined ratio (P&C) improved to 99.4% despite flood
- Underwriting result improved across all business segments in 1H 2013
- Investment result including sale of Hotel Group slightly increased
- Low interest rate environment remains to be a challenge









- Somewhat improved economic outlook for the rest of 2013
- UNIQA 2.0 initiatives well on track
- Premium volume is targeted to grow ahead of market growth in our core markets.
- Focus on further improving cost efficiency and underwriting quality
- UNIQA right on track to improve profit on ordinary activities compared with 2012
  - -This assumes that the capital market environment will be stable, that economic development will continue to improve and that losses caused by natural disasters will remain within a normal range





- 1. Highlights 1H 2013
- 2. Business performance
- 3. Investments
- 4. Conclusion and outlook

**Appendix: Additional information** 



# **Income statement**

€m	1H 2013	1H 2012	<b>▲</b> %
Gross premiums written	2,725.2	2,528.8	7.8%
Premiums earned (retained)	2,495.0	2,277.9	9.5%
Income from fees and commissions	14.8	21.1	(29.9)%
Net investment income	408.9	403.4	1.3%
Other income	29.7	27.8	7.1%
Total income	2,948.4	2,730.3	8.0%
Insurance benefits	(2,008.9)	(1,897.3)	5.9%
Operating expenses	(664.1)	(640.7)	3.7%
Other expenses	(63.3)	(64.2)	(1.4)%
Amortisation of goodwill	(3.5)	(5.9)	(40.9)%
Total expenses	(2,739.8)	(2,608.1)	5.0%
Operating profit	208.6	122.1	70.8%
Financing costs	(12.0)	(15.6)	(23.0%)
Profit on ordinary activities	196.6	106.5	84.5%
Profit on discontinued operations post tax	0.0	(8.9)	nm
Taxes	(43.7)	(32.5)	34.3%
Net profit	152.9	82.9	84.4%
of which consolidated profit	150.6	57.3	162.7%
of which minority interests	2.3	25.5	(91.2)%



# **Balance sheet**

	Assets		
€m	1H 2013	FY 2012	<b>▲</b> %
Tangible assets	296.6	306.8	(3.3)%
Land and buildings held as financial investments	1,676.9	1,690.8	(0.8)%
Intangible assets	1,470.4	1,414.4	4.0%
Shares in associated companies	494.5	529.6	(6.6)%
Investments	17,673.9	17,866.2	(1.1)%
Investments held on account and at risk of life insurance policyholders	5,152.9	5,066.8	1.7%
Share of reinsurance in technical provisions	638.4	605.8	5.4%
Share of reinsurance in technical provisions held on account and at risk of life insurance policyholders	390.1	408.8	(4.6)%
Receivables including receivables under insurance business	995.7	936.2	6.4%
Receivables from income tax	57.3	54.6	5.1%
Deferred tax assets	126.6	133.5	(5.1)%
Liquid funds	1,087.2	960.1	13.2%
Assets from discontinued operations	0.0	63.7	nm
Total assets	30,060.5	30,037.2	0.1%

	Liabilities		
€m	1H 2013	FY 2012	<b>▲</b> %
Total equity	1,960.0	2,017.6	(2.9)%
Subordinated liabilities	450.0	450.0	0.0%
Technical provisions	19,899.1	19,790.9	0.5%
Technical provisions held on account and at risk of life insurance policyholders	5,061.1	4,983.0	1.6%
Financial liabilities	41.9	35.0	20.0%
Other provisions	857.2	915.6	(6.4)%
Payables and other liabilities	1,428.1	1,434.4	(0.4)%
%Liabilities from income tax	20.8	28.6	(27.2)%
Deferred tax liabilities	342.2	370.9	(7.7)%
Liabilities in disposal groups available for sale	0.0	11.2	nm
Total equity and liabilities	30,060.5	30,037.2	0.1%



# **Detailed breakdown of UNIQA International results**

	Premiums earned (retained)		Net investment income		Insurance benefits		Operating expenses		Profit on ordinary activities	
-	1H 2013	1H 2012	1H 2013	1H 2012	1H 2013	1H 2012	1H 2013	1H 2012	1H 2013	1H 2012
Administration	0.0	0.0	0.0	(0.2)	0.0	0.0	(13.1)	(14.2)	(14.3)	(14.7)
Western Europe (WE)	270.3	187.5	38.2	44.7	(252.2)	(169.0)	(50.0)	(49.6)	11.3	16.1
Central Europe (CE)	213.3	222.1	15.5	17.8	(120.5)	(140.9)	(130.3)	(126.9)	13.3	8.1
Eastern Europe (EE)	69.2	50.6	5.8	5.3	(37.1)	(28.1)	(49.1)	(36.8)	(4.7)	(2.7)
Southeastern Europe (SEE)	77.3	69.6	6.2	8.8	(45.1)	(40.6)	(43.4)	(41.2)	1.7	1.0
Russia (RU)	31.8	19.7	3.3	1.0	(17.8)	(11.3)	(12.1)	(9.1)	5.2	0.5
Total UNIQA International	662.0	549.6	68.8	77.4	(472.7)	(389.9)	(298.1)	(277.8)	12.5	8.3





			•			
•	On	VAR	CION	rates	ŧΩ	#
•	UH	V CI 3	ווטונ	lates	w	$\overline{}$

Region	_	30-Jun-13	31-Dec-12		
Swiss franc	CHF	1.2338	1.2072		
Czech koruna	CZK	25.9490	25.1510		
Hungarian forint	HUF	294.8500	292.3000		
Croatian kuna	HRK	7.4495	7.5575		
Polish zloty	PLN	4.3376	4.0740		
Bosnia-Herzegovina convertible mark	ВАМ	1.9558	1.9558		
Romanian leu	RON	4.4603	4.4445		
Bulgarian lev	BGN	1.9558	1.9558		
Ukrania hryvnia	UAH	10.6112	10.6208		
Serbian dinar	RSD	113.6030	112.3722		
Russian ruble	RUB	42.8450	40.3295		
Albanian lek	ALL	140.9600	140.1400		
Macedonian denar	MKD	61.3395	62.2353		

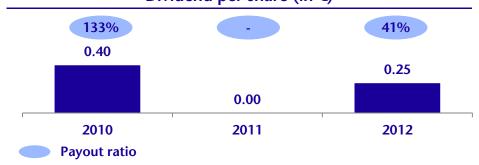


### **Shareholder information and contacts**

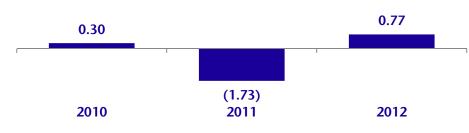
#### **General information**

- Listed since 1999 on the Vienna Stock Exchange
- 213.4m common shares
- ISIN: AT0000821103

#### Dividend per share (in €)



#### Earnings per share (in €)



Source: Company information

#### **Contact details**

**UNIQA Group** 

**Investor Relations** 

Michael Oplustil, Stefan Glinz

Address: Untere Donaustrasse 21, 1029 Wien

Tel.: (+43) 1 21175-3773

Fax.: (+43) 1 21175-793773

Email: investor.relations@uniqa.at



### **Disclaimer**

This presentation (the "Presentation"), and the information contained therein, is not directed to, or intended for viewing, release, distribution, publication or use by (directly or indirectly, in whole or in part), any person or entity that is a citizen of, or resident or located in, the United States, Australia, Canada or Japan or any jurisdiction where applicable laws prohibit its viewing, release, distribution, publication or use.

This Presentation is being provided for information purposes to selected recipients only and does not constitute or form part of, and should not be construed as an offer or invitation or recommendation to, purchase or sell or subscribe for, or any solicitation of any offer to purchase or subscribe for any securities in UNIQA Insurance Group AG, a stock corporation organized under Austrian law (the "Company"), in any jurisdiction. Neither the Presentation, nor any part of it nor anything contained or referred to in it, nor the fact of its distribution, should form the basis of or be relied on, in connection with, or act as an inducement in relation to, a decision to purchase or subscribe for or enter into any contract or make any other commitment whatsoever in relation to any such securities.

The contents of this Presentation and any information relating to the Company received (whether in written or oral form) are confidential and may not be copied, distributed, published or reproduced, directly or indirectly, in whole or in part, or disclosed or distributed by recipients to any other person.

The information contained in this Presentation has been provided by the Company and has not been verified independently. Unless otherwise stated, the Company is the source of information.

No reliance may be placed for any purpose whatsoever on the information or opinions contained in the Presentation or on its completeness, accuracy of fairness. No representation or warranty, express or implied, is made or given by or on behalf of the Company or any of its respective directors, officers, employees, agents or advisers as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation and no responsibility or liability is accepted by any of them for any such information or opinions. In particular, no representation or warranty is given as to the achievement or reasonableness of, and no reliance should be placed on any projections, targets, estimates or forecasts contained in this Presentation and nothing in this Presentation is or should be relied on as a promise or representation as to the future.

This Presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company, or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements.

All features in this Presentation are current at the time of publication but may be subject to change in the future. The Company disclaims any obligation to update or revise any statements, in particular forward-looking statements, to reflect future events or developments.

Statements contained in this Presentation regarding past events or performance should not be taken as a guarantee of future events or performance.

Prospective recipients should not treat the contents of this Presentation as advice relating to legal, taxation or investment matters, and are to make their own assessments concerning such matters and other consequences of a potential investment in the Company and its securities, including the merits of investing and related risks.

In receiving any information relating to the Company (whether in written or oral form), including information in this Presentation, you will be deemed to have represented and agreed for the benefit of the Company (i) that you will only use such information for the purposes of discussions with the Company, (ii) to hold such information in strict confidence and not to disclose it (or any discussions with the Company) to any person, except as may be required by law, regulation or court order, (iii) not to reproduce or distribute (in whole or in part, directly or indirectly) any such information, (iv) that you are permitted, in accordance with all applicable laws, to receive such information, and (v) that you are solely responsible for your own assessment of the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business.