



UNIQA Group

Group Embedded Value 2012

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- Disclosure of Group Embedded Value (GEV) results:
 - UNIQA discloses GEV results 2012 on the basis of the Market Consistent Embedded Value^{©(a)} (MCEV) principles
 - Includes MCEV using bottom-up, market consistent methodology for main Life and Health businesses
 - Split by the regions Austria, Italy and CEE
- Adjusted Net Asset Value (ANAV) for Property and Casualty, Life and Health businesses excluded from scope of MCEV on the basis of adjusted IFRS equity
- Independent review of methodology, assumptions and calculations for MCEV and calculations for GEV by B&W Deloitte GmbH

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- MCEV for conventional life businesses in Austria and Italy are based on stochastic cashflow projections using market consistent capital market scenarios. Projections allow for management actions (e.g. profit participation or asset allocation); single risk free deterministic projection for Austrian and Italian unit linked and health businesses
 - Explicit allowance for cost of guarantees and options
 - Assumed policyholder profit participation allows for local supervisory laws and contractual agreements
 - Explicit allowance for cost of residual non-hedgeable risk
 - Best estimate assumptions based on recent experience for expenses, mortality and lapses
- Single risk free deterministic projection for MCEV calculations in CEE Life businesses
 - Benchmarking to allow for cost of guarantees and options
 - Explicit allowance for cost of residual non-hedgeable risk

- GEV allows for consolidation adjustments and minority interests
- Goodwill and value of business in force (VBI) eliminated in respect of businesses included in the scope of the MCEV calculations
- MCEV defined as:
 - Free Surplus (FS),
 - plus* Required Capital (RC),
 - plus* Value of In-Force (VIF) determined as
 - Present Value of Future Profits (PVFP)
 - less* Time Value of Financial Options and Guarantees (FOG)
 - less* Frictional cost of Required Capital (FCRC)
 - less* Cost of Residual Non-Hedgeable Risks (CRNHR)
- GEV defined as:
 - Adjusted net asset value for Property and Casualty, Life and Health businesses excluded from scope of MCEV calculations
 - Plus MCEV

- GEV of € 2,898mn or +40%
- Return on Group Embedded Value (after minorities) of € 253 mn (+16.5%)
- Stable development of New Business Value at € 41 mn and a margin of 1.5% (2011: 1.6%), with an outstanding CEE NB-margin of 7.2% (2011: 7.0%)
- Initial positive effects of the new life strategy implemented as a part of the strategic UNIQA 2.0 programme; in particular the Group's ALM process led to:
 - reduction in FOG to € 386mn (2011: € 479), in a challenging environment and
 - lower interest sensitivity; -100bp leads to a change in MCEV of -18% (2011: -45%)

Summary of 2012 results before minority interest

GEV influenced by strong operating earnings



- GEV increased (before minority interest) by 40% to €2,898m
- Capital increase reflected in ANAV
- Strong operative development due to mortality and claims improvement in Austrian Life & Health have a positive impact on VIF which increases to €1,183m
- Decrease of FOG to €386m (-19%)

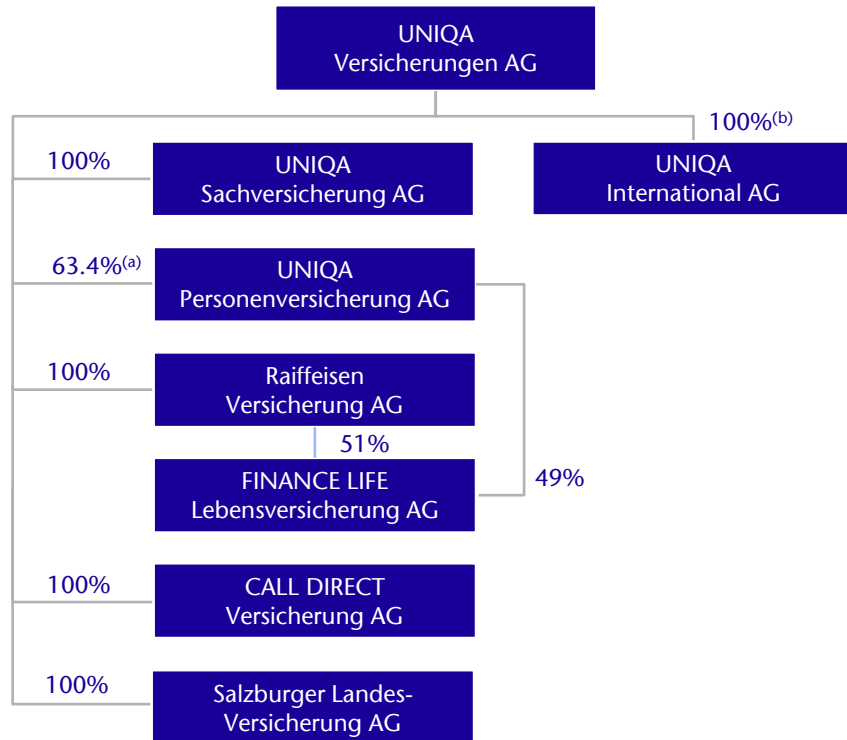
Group Embedded Value (before minorities, in € millions)

	Life & Health		Prop. And Casualty		Total		Change over period
	2012	2011	2012	2011	2012	2011	
Free surplus	359	194					
Required capital	516	510					
Adjusted net asset value	876	704	839	441	1,714	1,145	50%
Present value of future profits	1,758	1,599	na	na	1,758	1,599	10%
Cost of options and guarantees	(386)	(479)	na	na	(386)	(479)	(19)%
Frictional cost of required capital	(82)	(95)	na	na	(82)	(95)	(14)%
Cost of residual non-hedgeable risk	(107)	(107)	na	na	(107)	(107)	0%
Value of in-force business	1,183	918	na	na	1,183	918	29%
GEV/MCEV	2,059	1,622	839	441	2,898	2,063	40%

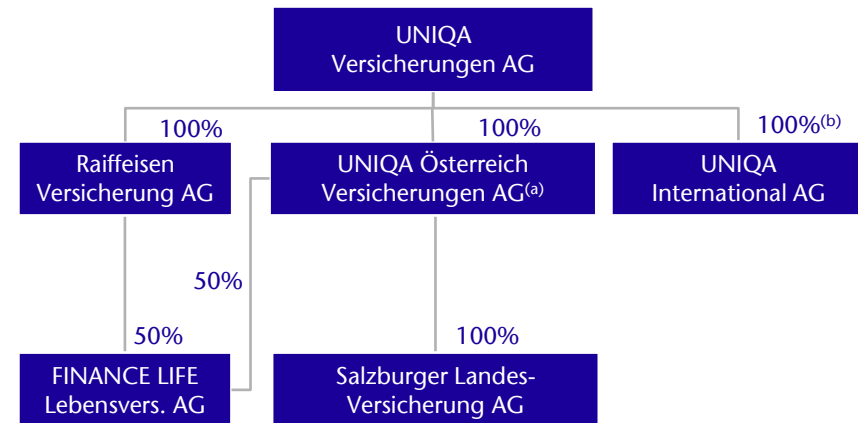
Minority interest

Significant reduction of minority interest in 2012

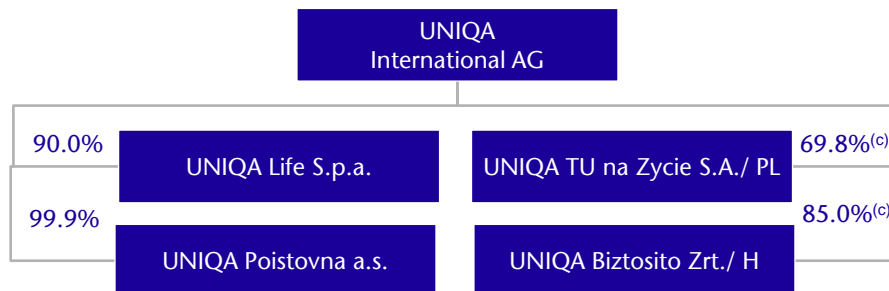
Structure before Autumn 2012



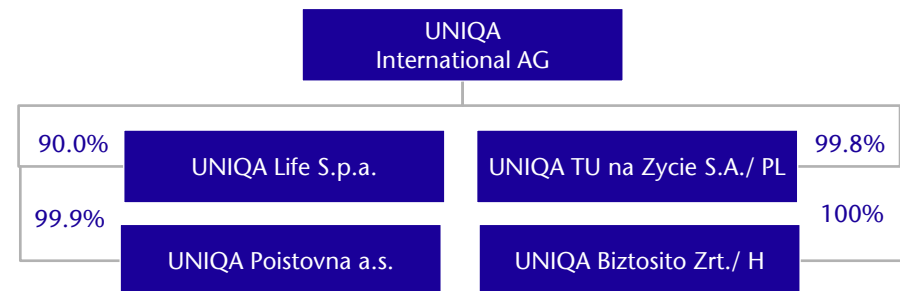
New structure (Autumn 2012)



Minority interest in int. subsidiaries 2011 (MCEV scope)



Minority interest in int. subsidiaries 2012 (MCEV scope)



(a) 36.6% Austria Privatstiftung and Collegialität Versicherung auf Gegenseitigkeit
 (b) 25% via Raiffeisen Versicherung AG
 (c) EBRD minority interest

(a) Former UNIQA Personenvers. AG, UNIQA Sachvers. AG and CALL DIRECT Versicherung AG
 (b) 25% via Raiffeisen Versicherung AG

Summary of 2012 results (after minority interest)

GEV influenced by strong operating earnings

- GEV increased (before minority interest) by 86% to €2,876m
- Restructuring results in neglectable minority interest as at year end 2012
- Strong operative development due to mortality and claims improvement in Austrian Life & Health have a positive impact on VIF which increases to €1,184m
- Decrease of FOG

Group embedded value (after minorities, in € millions)

	Life & Health		Prop. And Casualty		Total		Change over period
	2012	2011	2012	2011	2012	2011	
Free surplus	358	184					
Required capital	514	411					
Adjusted net asset value	872	596	820	365	1,692	961	76%
Present value of future profits	1,757	1,134	na	na	1,757	1,134	55%
Cost of options and guarantees	(385)	(398)	na	na	(385)	(398)	(3)%
Frictional cost of required capital	(82)	(76)	na	na	(82)	(76)	8%
Cost of residual non-hedgeable risk	(107)	(77)	na	na	(107)	(77)	38%
Value of in-force business	1,184	583	na	na	1,184	583	103%
GEV/MCEV	2,056	1,179	820	365	2,876	1,545	86%

Return on restated and adjusted GEV

Return on GEV (after minorities, € in millions)

	2012	2011
GEV as at 31 December previous year, reported	1,467	2,168
GEV as at 31 December previous year, restated	1,545	2,159
Opening Adjustments	(8)	(197)
GEV as at 31 December previous year, restated and adjusted	1,536	1,962
Return on GEV	253	(494)
as a %	16.5%	(25.2)%
GEV as at 31 December, before closing adjustments	1,789	1,467
Closing Adjustments	1,086	0
GEV as at 31 December	2,876	1,467

- Return on GEV is shown after minorities and calculated on the basis of the restated and adjusted GEV as at 31 December 2011 allowing for closing adjustments
- Closing adjustments allow for the capital increase and reduced minority interests
- Return is driven by strong operating earnings on Life & Health and minor negative operating performance from Property & Casualty

New business value

Stable development in a challenging environment



New business value (€ in millions)

	Before minorities			After minorities		
	2012	2011 ^(a)	Change	2012	2011 ^(a)	Change
Value of new business	41	41	(0.9)%	40	33	20.0%
Annual premium equivalent (APE)	244	265		240	228	
New business margin (as % APE)	16.6%	15.5%		16.7%	14.6%	
Present value of new business premiums (PVNBP)	2,636	2,587		2,602	2,193	
New business margin (% of PVNBP)	1.5%	1.6%		1.5%	1.5%	

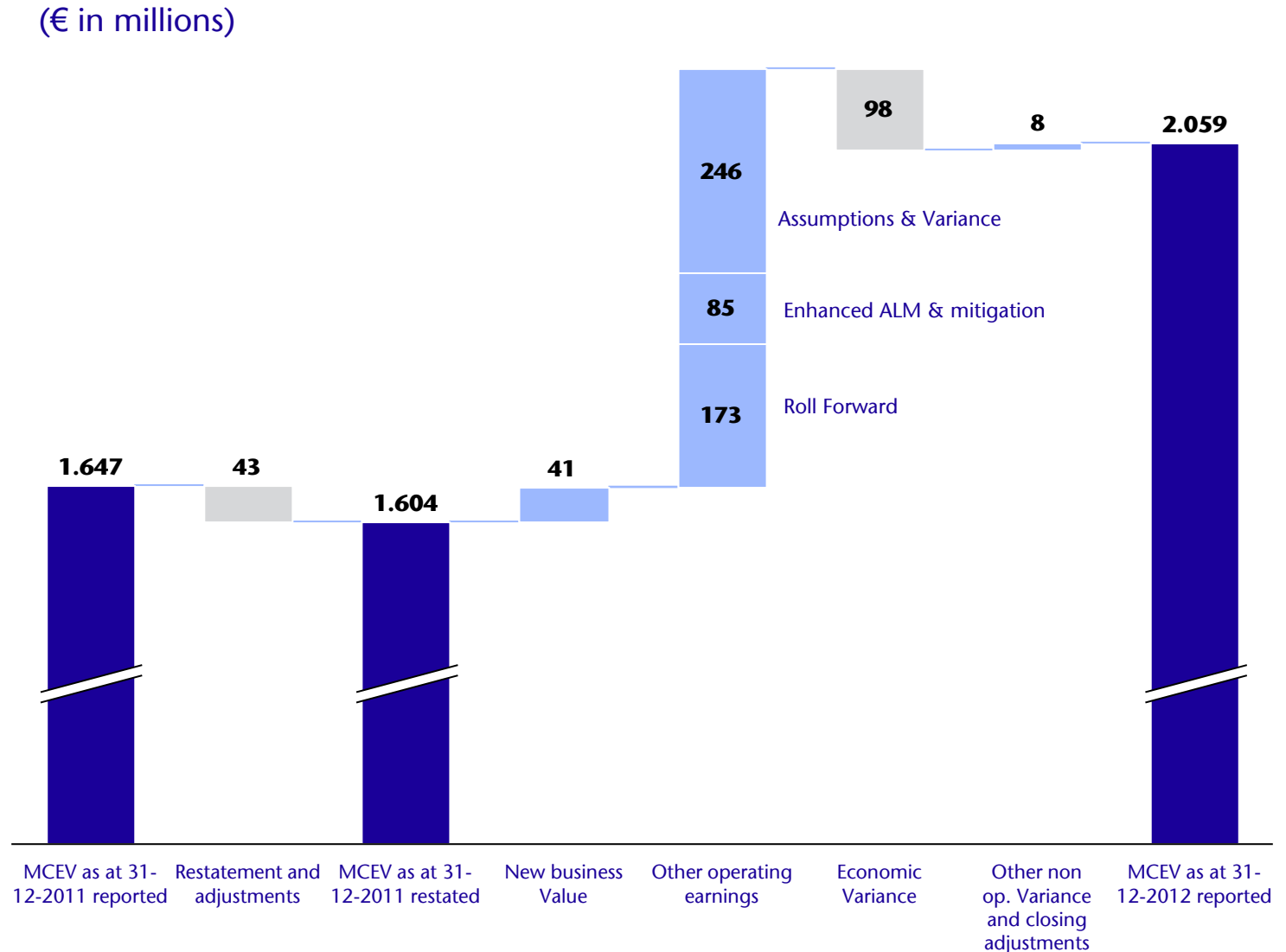
(a) Restated results for 2011

- UNIQA Group's NBV remained stable in 2012 at a level of €41m
- New business volumes (PVNBP) increased slightly in a challenging market environment for life insurance business
- New business margins vary by region and depend on the underlying business mix. Overall margins were stable, a result of changes in business mix negatively affecting the Austrian Life & Health business and higher margins in Italy and CEE region.

Analysis of change

Life and health before minority interest

- Changes to ESG, projection model and sale of Mannheimer lead to a restatement of minus €43m
- Ongoing positive development of operating earnings resulted in an increase of €504m
- Ongoing decrease in reference rates, reduced spreads and lower implied volatilities affected the GEV negatively by €98m



Economic assumptions 2012

- MCEV calculations use reference rates based on swap rates as at 31 December 2012 including a liquidity premium. The liquidity premium is derived from observable market data and based on the approach used for internal risk capital calculations
- The 2012 calibration of the economic scenarios is based on implied volatilities

Reference rates ^(a)	EUR		CZK		HUF		PLN	
	2012	2011	2012	2011	2012	2011	2012	2011
1 year	0.23%	1.31%	0.29%	0.93%	5.11%	7.81%	3.33%	4.77%
5 years	0.67%	1.63%	0.70%	1.59%	5.00%	7.65%	3.25%	4.70%
10 years	1.50%	2.33%	1.29%	2.13%	5.40%	7.84%	3.49%	4.86%
15 years	1.99%	2.64%	1.74%	2.45%	5.17%	7.51%	3.65%	4.59%
20 years	2.16%	2.65%	2.21%	2.56%	4.92%	6.99%	3.78%	4.26%
25 years	2.45%	2.70%	2.59%	2.58%	4.77%	6.52%	3.86%	4.07%

(a) Excluding liquidity premium

	Liquidity premium	
	EUR	CZ/HU/PL
Base premium – 100%	47bp	16p
Participating life business – 75%	35bp	12bp
Unit and index linked business – 0%	0bp	0bp
Health business – 50%	24bp	8bp

	Exchange rate		Tax rate	
	2012	2011	2012	2011
UNIQA Austria	-	-	25.00%	25.00%
UNIQA Italy	-	-	34.32%	34.40%
UNIQA CZ	25.15	25.79	19.00%	19.00%
UNIQA HU	292.30	314.58	19,00% + 2,3% ^(a)	19,00% + 2,3% ^(b)
UNIQA SK	-	-	19.00%	19.00%
UNIQA PL	4.07	4.46	19.00%	19.00%

(a) Municipal tax and innovation fee

(b) Including additional crisis tax

	Other economic assumptions	
	2012	2011
Interest rate volatility ^(a)	25.04%	27.24%
Equity volatility	26.05%	27.62%
Expense/medical inflation	2%/2%	2%/2% – 5%

(a) 10 to 10 implied swaption volatility

Sensitivities

Life and health before minority interests



(€ in millions)	Change in market consistent embedded value		Change in new business value	
Base value	2,059	100%	41	100%
EV change by economic factors				
Risk free yield curve -100bp	(373)	(18)%	(25)	(62)%
Risk free yield curve +100bp	291	14%	15	37%
Equity and property market values -10%	(165)	(8)%	0	0%
Equity and property implied volatilities +25%	(10)	(1)%	0	0%
Swaption implied volatilities +25%	(117)	(6)%	(12)	(29)%
EV change by non-economic factors				
Maintenance expenses -10%	67	3%	6	15%
Lapse rates -10%	28	1%	4	9%
Mortality for assurances -5%	28	1%	3	8%
Mortality for annuities -5%	(6)	(0)%	(0)	(1)%
Required capital equal to local solvency capital	15	1%	1	1%
Additional sensitivity				
Removal of liquidity premium	(200)	(10)%	(8)	(21)%

ANAV

Reconciliation of IRFS equity to ANAV



(€ in millions)	2012	2011
Consolidated IRFS equity	2,017.6	1,095.6
Goodwill and value of business in force for MCEV companies	(167.3)	(180.3)
Differences in valuation of assets and liabilities	(136.0)	136.1
Adjusted net asset value before minority interest	1,714.3	1,051.4
Minority interests	(22.3)	(184.0)
Adjusted net asset value after minority interest	1,692.0	867.4

- Goodwill and VBI are deducted in respect of the Life and Health businesses included in the scope of the MCEV calculations
- Differences in valuation of assets and liabilities include
 - unrealised gains on property assets and loans that are not shown at market values under IRFS
 - differences from equity holdings between IRFS balance sheet values and market values
- Minority interests are deducted to obtain the ANAV after minority interest.

Regional analysis

Results split by regions Austria, Italy and CEE



- Positive development of PVFP in all regions. Austria outstanding due to strong operative earnings
- Stable FOG in Italy and CEE, but positive enhancement in Austria due to the new life strategy, in particular the Group's ALM processes
- CEE shows stable profitable growth due to high new business margins

Embedded value 2012 by region (before minorities, € in millions)

	2012				2011 ^(a)			
	Austria	Italy	CEE	Total	Austria	Italy	CEE	Total
Free surplus	296	34	29	359	163	14	17	194
Required capital	426	58	32	516	430	52	28	510
Adjusted net asset value	722	92	61	876	593	66	45	704
Present value of future profits	1,584	38	136	1,758	1,466	18	115	1,599
Cost of options and guarantees	(336)	(47)	(4)	(386)	(421)	(53)	(5)	(479)
Frictional cost of required capital	(76)	(4)	(1)	(82)	(89)	(5)	(2)	(95)
Cost of residual non-hedgeable risk	(98)	(3)	(5)	(107)	(98)	(4)	(5)	(107)
Value of business in-force	1,075	(17)	125	1,183	858	(44)	104	918
Life and health MCEV	1,797	76	186	2,059	1,450	23	149	1,622
As a % of total Life MCEV	87.3%	3.7%	9.0%	100.0%	89.4%	1.4%	9.2%	100.0%

(a) Restated

Regional analysis

VNB split by regions Austria, Italy and CEE



Value of new business 2012 by region (before minorities, € in millions)

	2012				2011 ^(a)			
	Austria	Italy	CEE	Total	Austria	Italy	CEE	Total
Value of new business	10	7	24	41	18	(1)	24	41
Annual premium equivalent (APE)	126	62	56	244	158	56	51	265
New business margin (as % APE)	8.0%	10.5%	42.8%	16.6%	11.6%	(1.9)%	46.6%	15.5%
Present value of new business premiums (PVNBP)	1,780	523	333	2,636	1,801	448	338	2,587
New business margin (% of PVNBP)	0.6%	1.3%	7.2%	1.5%	1.0%	(0.2)%	7.0%	1.6%

(a) Restated

- Margins in Austrian Life & Health business decrease due to an unfavorable change in new business mix
- Recovery of profitability in Italian business driven by term insurance and lower guarantees in savings products. PVNBP increases by +16.7%.
- Outstanding CEE NB-margin of 7.2%, including Polish short term business on a restricted level.

Disclaimer

Cautionary statement regarding forward looking statements



- This presentation contains forward-looking statements
- Forward-looking statements involve inherent risks and uncertainties, and it might not be possible to achieve the predictions, forecasts, projections and other outcomes described or implied in forward-looking statements
- A number of important factors could cause results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in these forward-looking statements
- These forward-looking statements will not be updated except as required by applicable laws