UNIQA Group
Group Embedded Value 2013

10 April 2014

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- Disclosure of Group Embedded Value (GEV) results:
  - UNIQA discloses GEV results 2013 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 (including Russia)

- 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

Introduction
Methodology

- 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
  - Internal benchmarking to allow for cost of guarantees and options based on stochastic models
  - 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

Highlights

Figures presented after minority interest

- GEV of € 4,217mn or +45%
- Return on Group Embedded Value of € 658mn (+23.2%)
- Extended Scope of MCEV calculations by Raiffeisen Life Insurance Russia
- Improvement of New Business Value to € 58mn and a margin of 2.2% (2012: 1.5%), with an outstanding CEE (including Russia) NB-margin of 5.8% (2012: 6.9%)
- 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 together with the main impact of higher interest level and lower interest rate volatility to:
  - reduction in FOG to € 217mn (2012: € 393), in a challenging environment and
  - lower interest sensitivity; -100bp leads to a change in MCEV of -10% (2012: -18%)

Summary of 2013 results after minority interest

GEV influenced by strong operating earnings

- GEV increased (after minority interest) by 45% to €4,217m
- Successful Re-IPO in 2013 led to an increase in ANAV
- Strong operative development due to expenses improvement for Austrian Life & Health and increasing new business value have a positive impact on VIF which increases to €1,703m
- Decrease of FOG to €217m (-45%)

Group Embedded Value (after minorities, in € millions)

	Life & Health		Prop. And Casualty		Total		Change over period
	2013	2012	2013	2012	2013	2012	
Free surplus	334	359					
Required capital	652	518					
Adjusted net asset value	**986**	**877**	**1,529**	**804**	**2,515**	**1,681**	**50%**
Present value of future profits	2,120	1,810	n/a	n/a	2,120	1,810	17%
Cost of options and guarantees	(217)	(393)	n/a	n/a	(217)	(393)	(45)%
Frictional cost of required capital	(81)	(79)	n/a	n/a	(81)	(79)	2%
Cost of residual non-hedgeable risk	(119)	(120)	n/a	n/a	(119)	(120)	0%
Value of in-force business	**1,703**	**1,218**	**n/a**	**n/a**	**1,703**	**1,218**	**40%**
GEV/MCEV	**2,689**	**2,096**	**1,529**	**804**	**4,217**	**2,900**	**45%**

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Return on restated and adjusted GEV

Return on GEV (after minorities, € in millions)

	2013	2012
GEV as at 31 December previous year, reported	2,876	1,467
GEV as at 31 December previous year, restated	2,900	1,545
Opening Adjustments	(65)	(8)
GEV as at 31 December previous year, restated and adjusted	**2,834**	**1,536**
Return on GEV	658	253
as a %	23.2%	16.5%
GEV as at 31 December, before closing adjustments	**3,492**	**1,789**
Closing Adjustments	725	1,086
GEV as at 31 December	**4,217**	**2,876**

- Return on GEV is shown after minorities and calculated on the basis of the restated and adjusted GEV as at 31 December 2012
- Closing adjustments allow for the capital increase
- Return is driven by operating earnings on Life & Health and strong decrease of FOG for Austrian Life business

New business value

Improvement in a challenging environment

New business value (€ in millions)

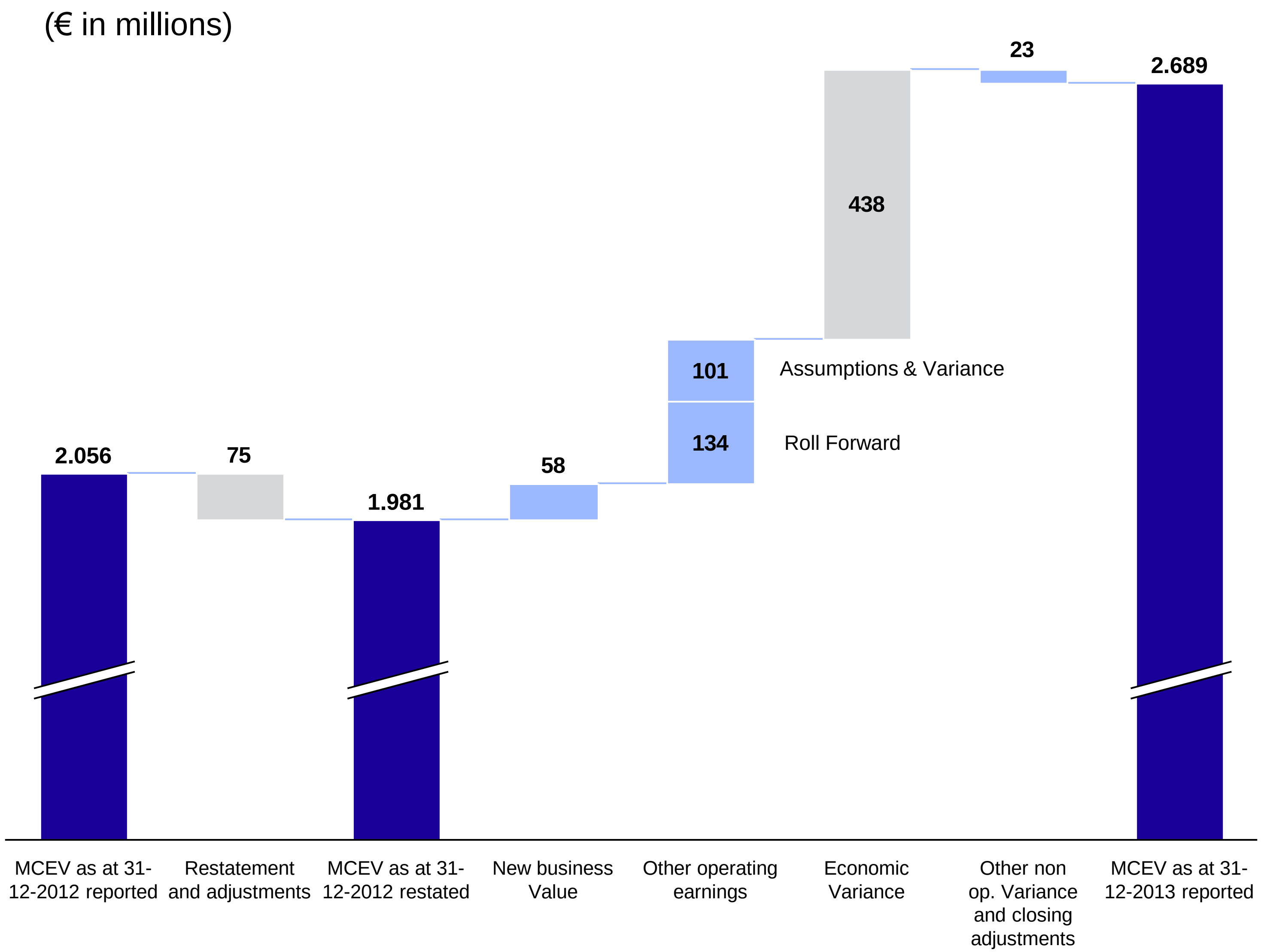
	Before minorities			After minorities		
	2013	**2012[(a)]**	**Change**	**2013**	**2012[(a)]**	**Change**
Value of new business	**61**	**43**	**40.2%**	**58**	**41**	**39.7%**
Annual premium equivalent (APE)	267	260		257	252	
New business margin (as % APE)	22,8%	16,7%		22,5%	16,4%	
Present value of new business premiums (PVNBP)	2.700	2.737		2.638	2.682	
New business margin (% of PVNBP)	2,3%	1,6%		2,2%	1,5%	

(a) Restated results for 2012

- UNIQA Group's NBV improved in 2013 to a level of €61m
- Positive impact of expanded scope by Raiffeisen Life Insurance Russia
- New business volumes (PVNBP) decreased slightly in a challenging market environment for life insurance business because of higher interest rates for discounting (small increase in APE)
- New business margins vary by region and depend on the underlying business mix. Overall margins increased due to higher interest rates and lower interest rate volatility and because of improvement of expense situation for Austrian Life&Health business

Analysis of change
Life and health after minority interest

- Restatement and opening adjustments mainly include extension of scope by Raiffeisen Life Russia and capital and dividend flows
- Ongoing positive development of operating earnings resulted in an increase of €235m
- Increase in reference rates and lower implied volatilities influenced the GEV positively by €438m



Economic assumptions 2013

- MCEV calculations use reference rates based on swap rates as at 31 December 2013 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 2013 calibration of the economic scenarios is based on implied volatilities

Reference rates[a]	EUR		CZK		HUF		PLN		RUB	
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
1 year	0.30%	0.23%	0.26%	0.29%	2.89%	5.11%	2.65%	3.33%	6.87%	7.29%
5 years	1.16%	0.67%	1.17%	0.70%	4.04%	5.00%	3.63%	3.25%	7.13%	7.33%
10 years	2.12%	1.50%	2.02%	1.29%	5.31%	5.40%	4.20%	3.49%	7.71%	8.00%
15 years	2.61%	1.99%	2.52%	1.74%	5.36%	5.17%	4.32%	3.65%	8.35%	8.01%
20 years	2.75%	2.16%	2.82%	2.21%	5.05%	4.92%	4.35%	3.78%	8.60%	7.53%
25 years	2.84%	2.45%	3.04%	2.59%	4.87%	4.77%	4.35%	3.86%	8.39%	7.08%

(a) Excluding liquidity premium

Liquidity premium in bp	EUR	CZ/HU/PL	RUB
Base premium – 100%	39	14	0
Participating life business – 65%	25	9	0
Unit and index linked business – 0%	0	0	
Health business – 65%	25		

	Exchange rate		Tax rate	
	2013	2012	2013	2012
UNIQA Austria	–	–	25.00%	25.00%
UNIQA Italy	–	–	34.32%	34.32%
UNIQA CZ	27.43	25.15	19.00%	19.00%
UNIQA HU	297.04	292.30	19,00% + 2,3%[a]	19,00% + 2,3%[a]
UNIQA SK	-	-	22.00%	19.00%
UNIQA PL	4.15	4.07	19.00%	19.00%
Raiffeisen Russia	45.32	40.33	20.00%	20.00%

(a) Muncipal tax and innovation fee

Other economic assumptions (EUR)

	2013	2012[a]
Interest rate volatility[b]	23.07%	24.93%
Equity volatility[c]	20.5%	25.98%
Expense/medical inflation	2%/2%	2%/2%

(a) after restatement
(b) 10 to 10 implied swaption volatility
(c) 10 years

Sensitivities

Life and health after minority interests

(€ in millions)	Change in market consistent embedded value		Change in new business value	
Base value	**2,689**	**100%**	**58**	**100%**
EV change by economic factors				
Risk free yield curve -100bp	(271)	(10)%	(15)	(26)%
Risk free yield curve +100bp	134	5%	9	16%
Equity and property market values -10%	(136)	(5)%	0	0%
Equity and property implied volatilities +25%	(6)	0%	(1)	(1)%
Swaption implied volatilities +25%	(135)	(5)%	(15)	(26)%
EV change by non-economic factors				
Maintenance expenses -10%	60	2%	6	10%
Lapse rates -10%	47	2%	6	11%
Mortality for assurances -5%	36	1%	3	5%
Mortality for annuities -5%	(4)	0%	0	0%
Required capital equal to local solvency capital	15	1%	0	1%
Additional sensitivity				
Removal of liquidity premium	(154)	(6)%	(7)	(13)%

ANAV

Reconciliation of IRFS equity to ANAV

(€ in millions)	2013	2012[a]
Consolidated IFRS equity	**2,789.9**	**2,017.6**
Goodwill and value of business in force for MCEV companies	(162.3)	(167.3)
Differences in valuation of assets and liabilities	(93,1)	(148.2)
Adjusted net asset value before minority interest	**2,534,6**	**1,702.1**
Minority interests	(20,0)	(20.9)
Adjusted net asset value after minority interest	**2,514,6**	**1,681.2**

(a) Restated results for 2012

- 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 IFRS
  - differences from equity holdings between IFRS 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 improvement on expenses and positive effects caused by increasing interest rates
- Strong improvement in FOG because of increased interest rates and lower interest rate volatility
- CEE shows stable profitable growth due to high new business margins

Embedded value 2013 by region (after minorities, € in millions)

	2013				2012[(a)]			
	Austria	Italy	CEE	Total	Austria	Italy	CEE	Total
Free surplus	264	33	38	334	296	34	30	359
Required capital	551	63	37	652	426	55	37	518
Adjusted net asset value	**815**	**96**	**75**	**986**	**722**	**89**	**67**	**877**
Present value of future profits	1,894	79	147	2,120	1,635	35	140	1,810
Cost of options and guarantees	-168	-43	-6	-217	-336	-50	-7	-393
Frictional cost of required capital	-75	-5	-2	-81	-74	-4	-2	-79
Cost of residual non-hedgeable risk	-110	-4	-5	-119	-110	-3	-6	-120
Value of business in-force	**1,541**	**27**	**134**	**1,703**	**1,115**	**-22**	**126**	**1,218**
Life and health MCEV	**2,356**	**123**	**210**	**2,689**	**1,836**	**66**	**193**	**2,096**
As a % of total Life MCEV	87.6%	4.6%	7.8%	100.0%	87.6%	3.2%	9.2%	100.0%

(a) Restated

Regional analysis
VNB split by regions Austria, Italy and CEE

Value of new business 2013 by region (after minorities, € in millions)

	2013				2012[a]			
	Austria	Italy	CEE	Total	Austria	Italy	CEE	Total
Value of new business	**32**	**4**	**22**	**58**	**11**	**3**	**27**	**41**
Annual premium equivalent (APE)	118	70	70	**257**	126	58	68	**252**
New business margin (as % APE)	27.1%	5.7%	31.6%	**22.5%**	8.7%	5.6%	40.2%	**16.4%**
Present value of new business premiums (PVNBP)	1,653	603	382	**2,638**	1,797	490	394	**2,682**
New business margin (% of PVNBP)	1.9%	0.7%	5.8%	**2.2%**	0.6%	0.7%	6.9%	**1.5%**

(a) Restated

- Margins in Austrian Life & Health business increase mainly due to favourable economic variance
- Stable new business margin in Italy
- Outstanding CEE NB-margin of 5.8%, strongly driven by UNIQA CZ and Raiffeisen Life Insurance Russia. Decrease in NB-margin compared to last year because of less favourable regional mix within CEE region.

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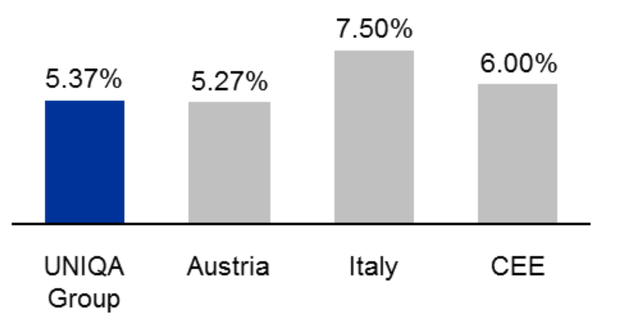
Key figures

Implied Discount Rate / Internal Rate of Return / Free Surplus Generation

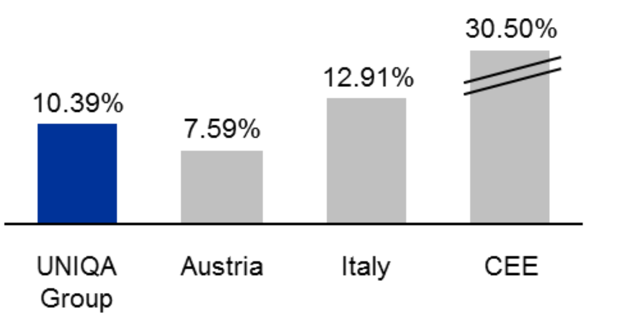
Implied Discount Rate 2013

in %, based on inforce business



Internal Rate of Return 2013

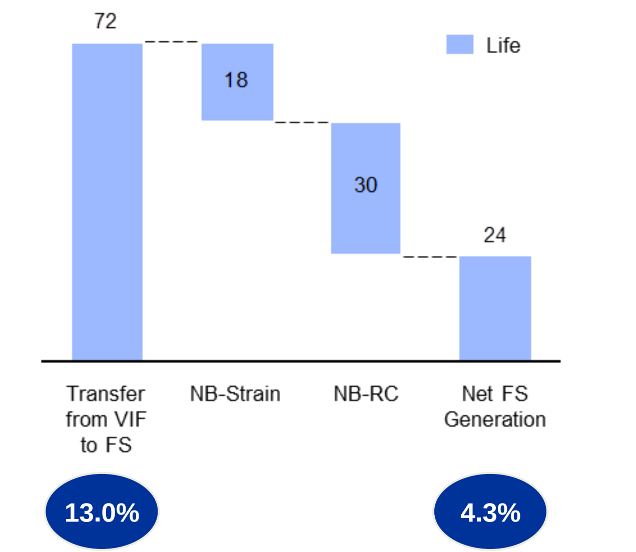
in %, based on new business



- Compared to 2012:
  - Group IDR reduces due to lower FOG
  - Group IRR increases because of improved profitability of new business

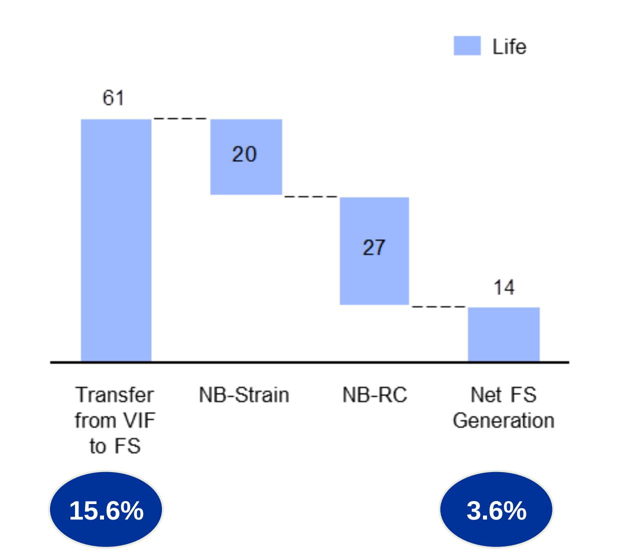
Free Surplus Generation 2013 (Life)

in EUR mn, and as a % of opening MCEV



Free Surplus Generation 2012 (Life)

in EUR mn, and as a % of opening MCEV



- Free Surplus Generation:
  - Operative improvements strengthen free surplus
  - Improvement of net free surplus generation in Life (from 3.6% to 4.3%)

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