

# 9M 2020 RESULTS PRESENTATION



Vienna, 26 November 2020



# 9M 2020 RESULTS CONFERENCE CALL

Presenting team and topics

## Speaker

- Liane Hirner, CFO – Presentation & Q&A
- Peter Höfinger, Member of the Board – Q&A

## Topics

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## HIGHLIGHTS

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FINANCIALS & INVESTMENTS

APPENDIX 1: SEGMENTS

APPENDIX 2: FINANCIALS

Please note: Rounding differences may occur when rounded amounts or percentages are added up.



# HIGHLIGHTS 9M 2020

Solid business performance in unprecedented times

## Gross written premiums

**€ 7,986.4mn**

**GWP up by 1.7% (+€135.2mn)**

- Strongest contribution by segments coming from Central Functions (+€95.8m), Austria (+€87.6mn) and Poland (+€54.9mn)
- Other property business increased by €192.3mn (+5.3%)

## Profit before taxes

**€ 266.3mn**

**PBT down by 29.2% (-€109.9mn)**

- Adjusted for goodwill impairments in the size of ~€118mn in Q2, PBT up by 2.1%
- Net profit decreased to €175.0mn (-22.7%)
- Earnings per share of €1.82

## Combined Ratio

**96.1%**

**Improved by 0.3%p due to decreased claims ratio**

- Claims ratio down to 64.2%
- Cost ratio up to 31.9%
- Positive development despite slight increase in cost ratio



# S&P RATING CONFIRMED IN NOVEMBER 2020

VIG remains best-rated company in the ATX

## Financial Risk Profile: Very Strong

- Excellent capitalization in 2019
- “VIG's prudent underwriting standards and earnings generation capabilities will enable it to sustain capital buffers at least at very strong levels over our forecasting period”

## Business Risk Profile: Strong

- “Market leading position in Austria and the Central and Eastern Europe (CEE) region“
- Strong market credentials:
  - Well-known brands
  - Diverse distribution capabilities
  - Broad geographic premium diversification

**STANDARD  
& POOR'S**

**VIG Rating A+ with stable outlook**

The full rating report is online available under [www.vig.com/rating](http://www.vig.com/rating)

HIGHLIGHTS

FINANCIALS & INVESTMENTS

APPENDIX 1: SEGMENTS

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Please note: The quarterly figures for net assets, financial position and results of operations are prepared in accordance with the International Financial Reporting Standards (IFRS).



# PROFIT DEVELOPMENT IMPACTED BY FINANCIAL RESULT DECREASE

9M 2020 Income statement

€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>7,986.4</b>	<b>7,851.2</b>	<b>1.7</b>
Net earned premiums	7,024.5	6,925.9	1.4
Financial result*	512.8	627.0	-18.2
Other income	137.7	134.1	2.7
<b>Total Income</b>	<b>7,675.0</b>	<b>7,687.0</b>	<b>-0.2</b>
Expenses for claims/benefits	-5,355.2	-5,368.4	-0.2
Acquisition and administrative expenses	-1,715.9	-1,689.4	1.6
Other expenses	-337.6	-253.1	33.4
<b>Total Expenses</b>	<b>-7,408.7</b>	<b>-7,310.9</b>	<b>1.3</b>
<b>Result before taxes</b>	<b>266.3</b>	<b>376.2</b>	<b>-29.2</b>
Tax expenses/income	-83.0	-80.7	2.8
<b>Result of the period</b>	<b>183.3</b>	<b>295.4</b>	<b>-37.9</b>
Non-controlling interests	-8.3	-68.9	-87.9
<b>Net profit after non-controlling interests</b>	<b>175.0</b>	<b>226.5</b>	<b>-22.7</b>
Claims Ratio	64.2%	65.6%	-1.4%p
Cost Ratio	31.9%	30.8%	1.2%p
<b>Combined Ratio</b>	<b>96.1%</b>	<b>96.4%</b>	<b>-0.3%p</b>

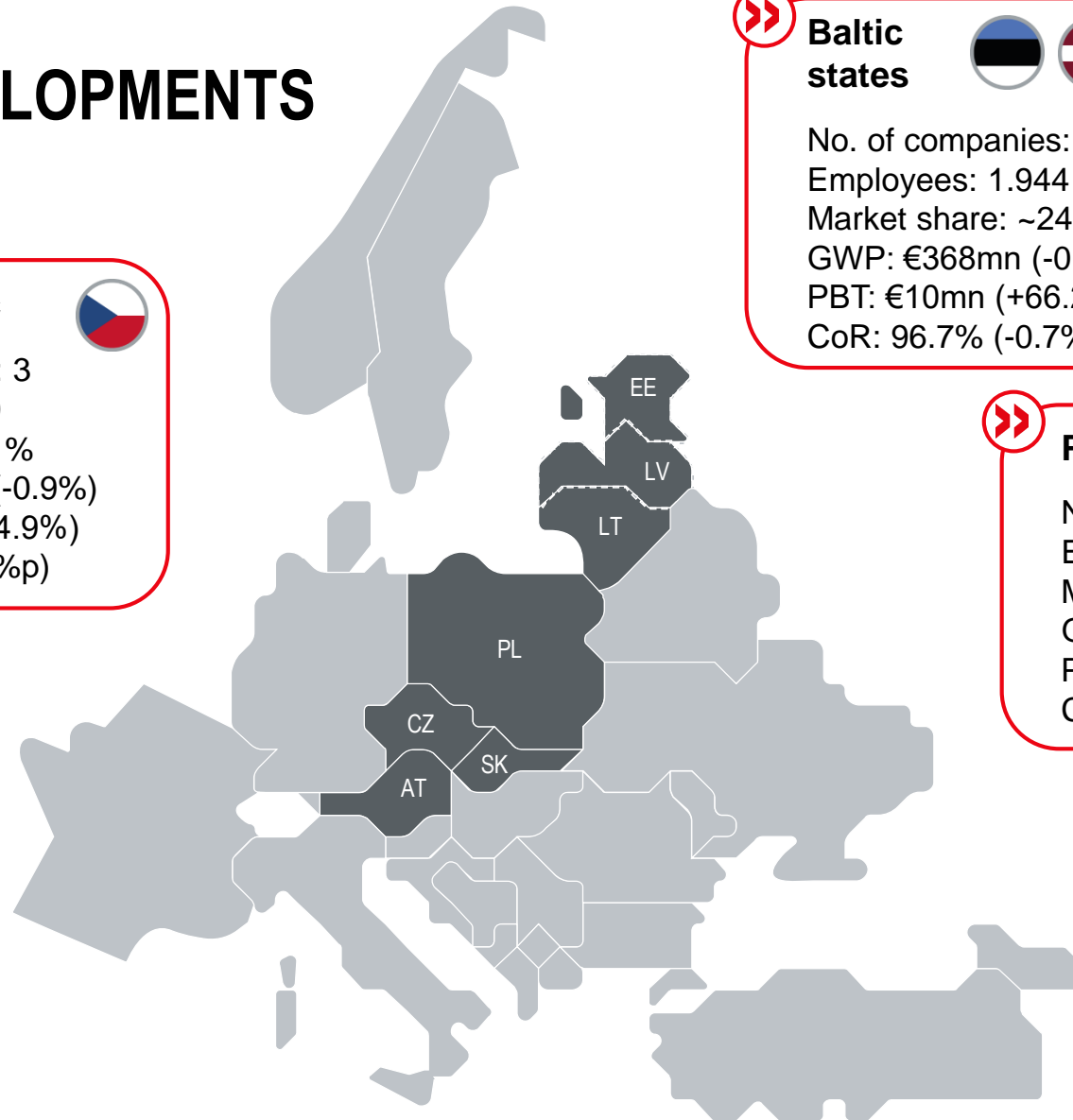
- Premium growth driven by other property (+€192.3mn) and health (+€9.3mn)
- Financial result (incl. at equity consolidated companies) down by €114.2mn mainly due to the changed consolidation method for the non-profit housing societies as well as capital market developments
- Other expenses increased due to goodwill impairment in Q2 2020 of ~€118mn for Bulgaria, Croatia and Georgia
- Result before taxes decreased by 29.2%
- Tax ratio of 31.2% (9M 2019: 21.5%) impacted by non-tax-deductible goodwill impairments


\* Thereof result from shares in at equity consolidated companies: -€5.2mn (9M 2019: €22.7mn)




# MAIN MARKET DEVELOPMENTS

Overview 9M 2020



**Czech Republic** 


No. of companies: 3  
 Employees: 4.889  
 Market share: ~31%  
 GWP: €1.297mn (-0.9%)  
 PBT: €153mn (+24.9%)  
 CoR: 93.0% (-1.8%p)

**Baltic states** 


No. of companies: 3  
 Employees: 1.944  
 Market share: ~24%  
 GWP: €368mn (-0.8%)  
 PBT: €10mn (+66.2%)  
 CoR: 96.7% (-0.7%p)

**Poland** 

No. of companies: 5  
 Employees: 2.450  
 Market share: ~8%  
 GWP: €889mn (+6.6%)  
 PBT: €35mn (-1.7%)  
 CoR: 95.5% (+0.2%p)

**Austria** 

No. of companies: 2  
 Employees: 5.077  
 Market share: ~23%  
 GWP: €3.194mn (+2.8%)  
 PBT: €123mn (-13.5%)  
 CoR: 95.0% (+0.9%p)

**Slovakia** 

No. of companies: 2  
 Employees: 1.707  
 Market share: ~31%  
 GWP: €558mn (-7.0%)  
 PBT: €38mn (+16.2%)  
 CoR: 90.6% (-7.4%p)

Data regarding employees and market share as of YE 2019; %-changes in comparison to 9M 2019



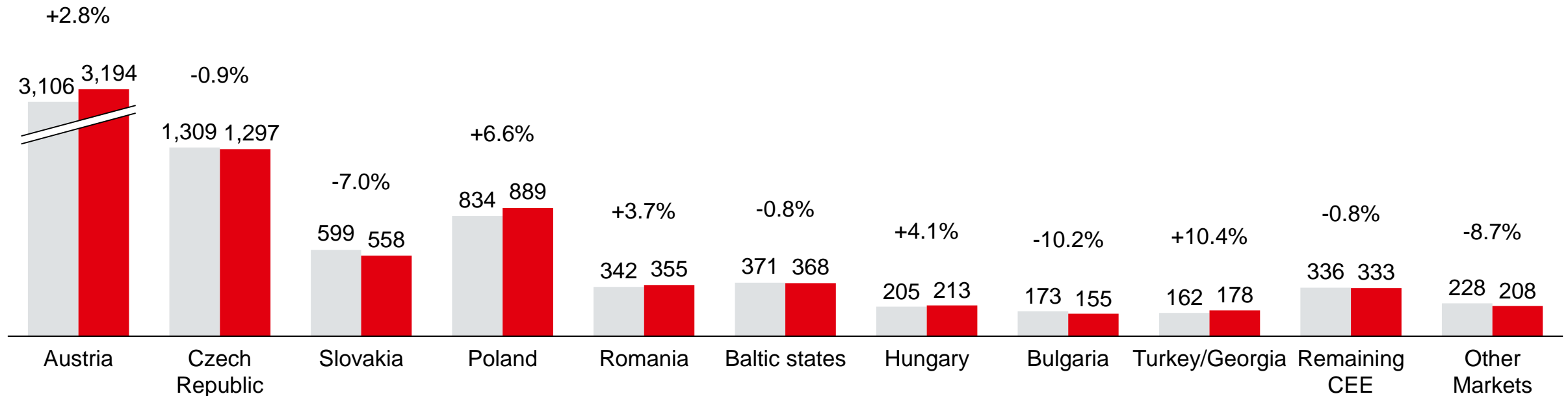


# OVERALL PREMIUM GROWTH OF 1.7%

## Overview by segments

### Gross written premiums (€mn; y-o-y change)

- Top line up by €135.2mn to €8.0bn despite declining life business
- Premium increases driven by growth in Central Functions (+€96mn), Austria (+€88mn) and Poland (+€55mn)
- Strong development in Other Property with +€192mn
- Growth rates impacted by FX in several markets (e.g. CZ+1.8%, HU +12.4%)



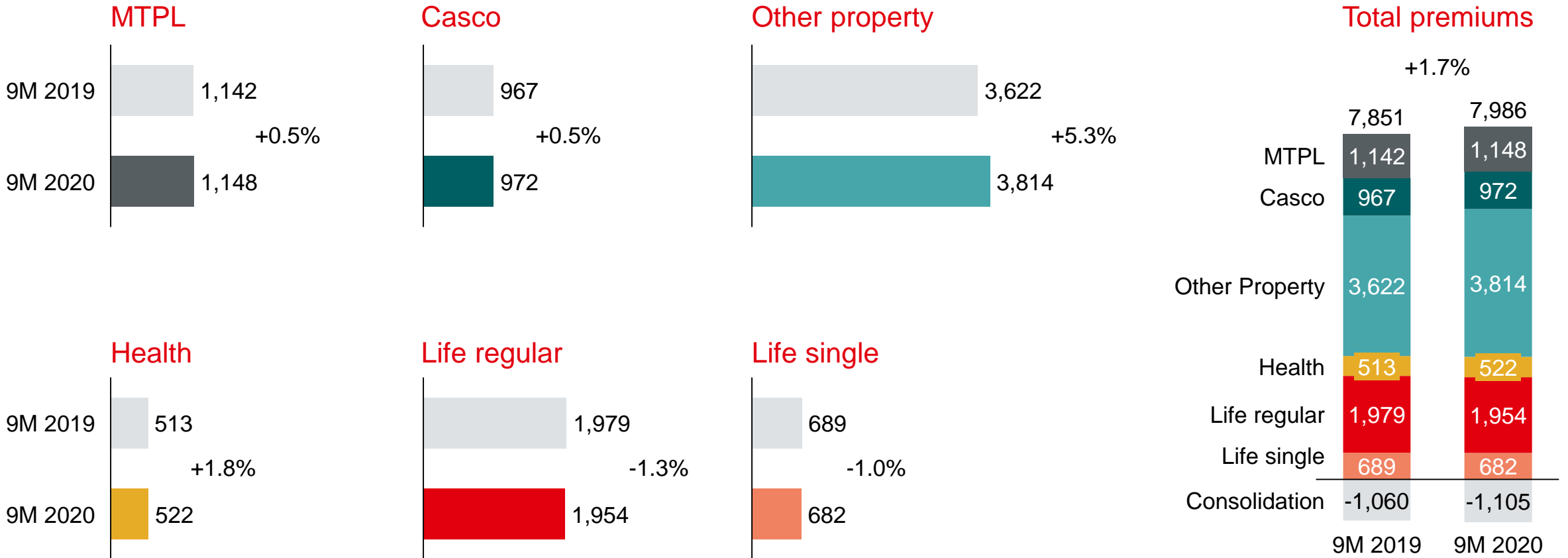
Central Functions €1,343.0mn (9M 2019: €1,247.2mn) +7.7%; Consolidation -€1,104.8mn (9M 2019: -€1,060.0mn) +4.2%

9M 2019 9M 2020



# PREMIUM GROWTH IN 9M 2020 SUPPORTED BY STRONG Q1

Gross written premiums by lines of business (€mn; y-o-y change); incl. Central Functions



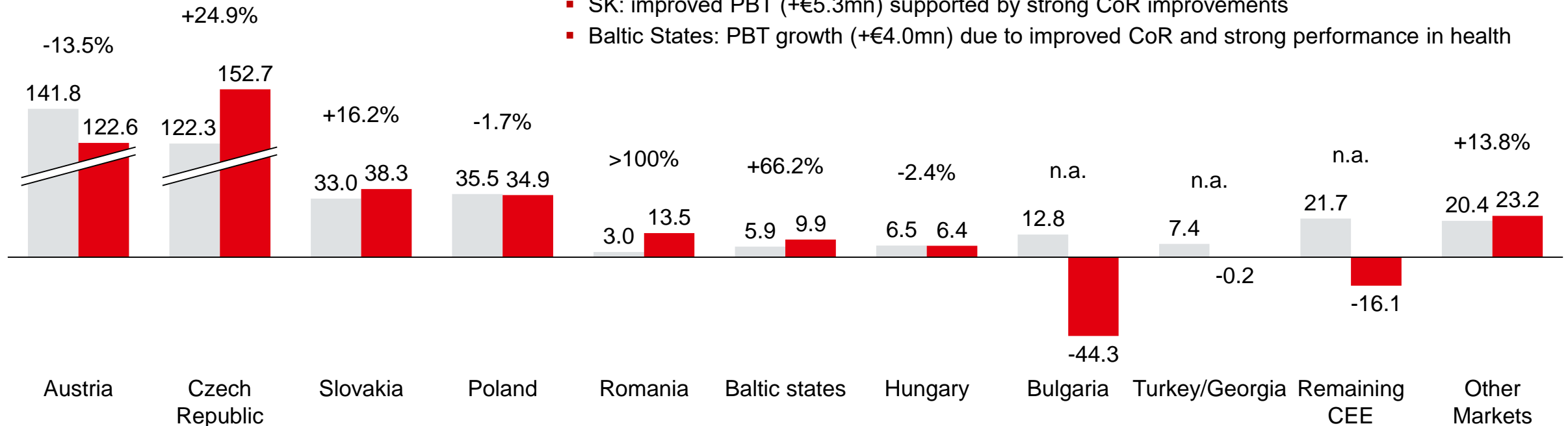


# GROUP PROFIT BEFORE TAXES OF €266.3MN DOWN BY 29.2%

Positive PBT development (+2.1%) excluding ~€118mn goodwill impairments in Q2 2020

## Result before taxes (€mn; y-o-y change)

- Adjusted for goodwill impairments, double-digit growth rates in Bulgaria, Turkey/Georgia and Remaining CEE
- AT: profit decrease of €19.2mn driven by lower financial result
- CZ: increased profit (+€30.4mn) attributable to better CoR in P&C and improved life result
- SK: improved PBT (+€5.3mn) supported by strong CoR improvements
- Baltic States: PBT growth (+€4.0mn) due to improved CoR and strong performance in health



Central Functions -€77.4mn (9M 2019: -€35.0mn) >100%; Consolidation €2.8mn (9M 2019: €0.9mn) >100%

9M 2019 9M 2020

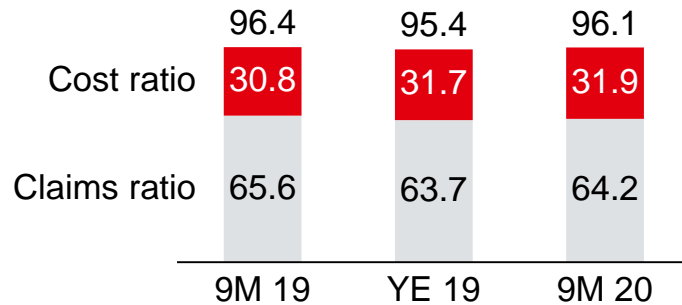


# COMBINED RATIO (P&C) AT 96.1%

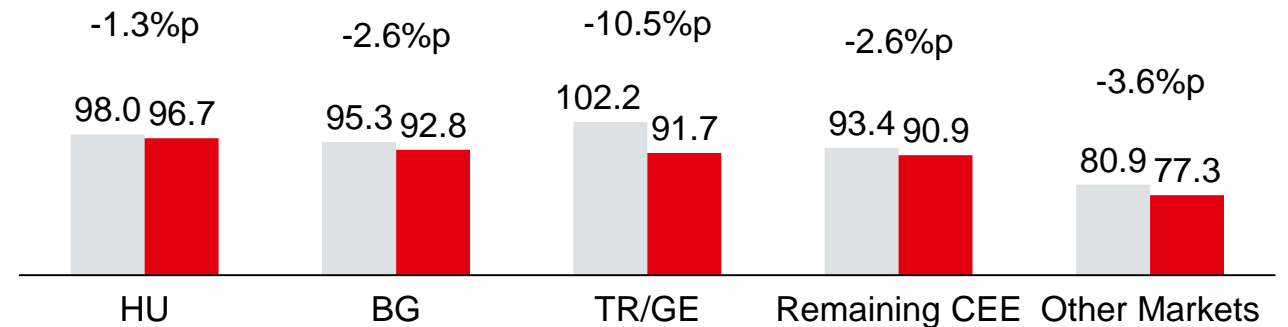
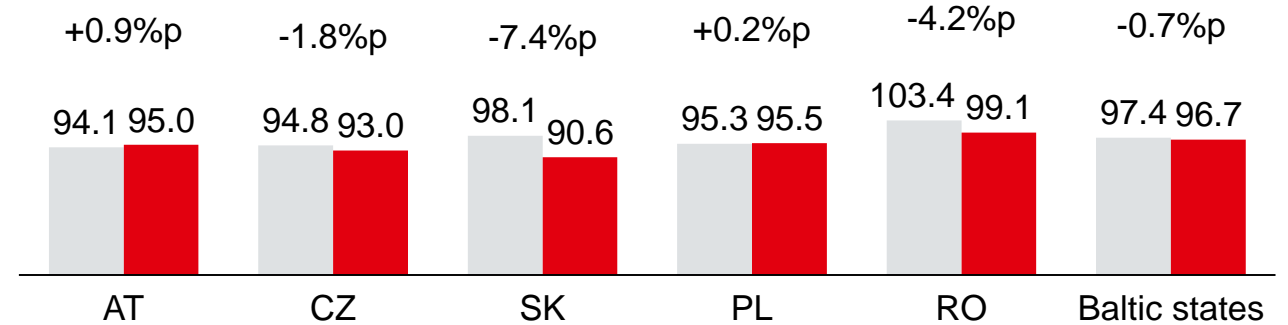
Improved CoR in all market segments, except for Austria and Poland

## P&C Combined Ratio development

- Claims ratio decrease compared to 9M 2019 impacted by better claims activity
- AT: Claims ratio up due to increased payments for large losses
- Strong CoR improvements e.g. in SK and TR/GR supported by lower claims frequency



## Overview by segments (y-o-y development net, %)



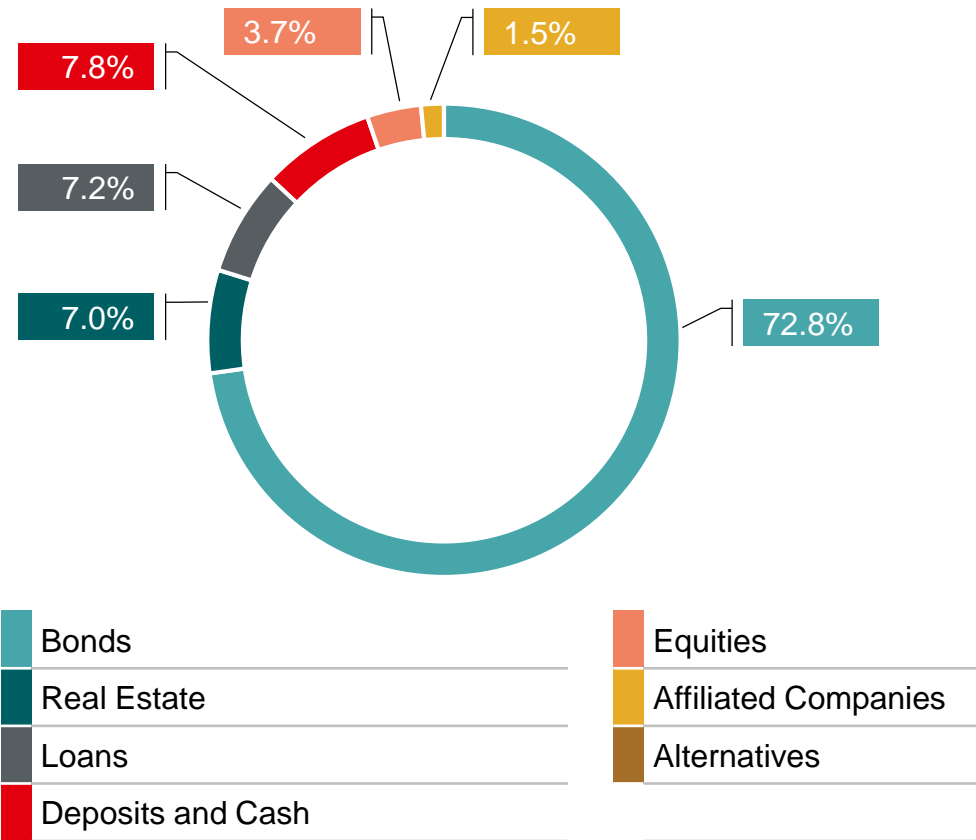
9M 2019 9M 2020



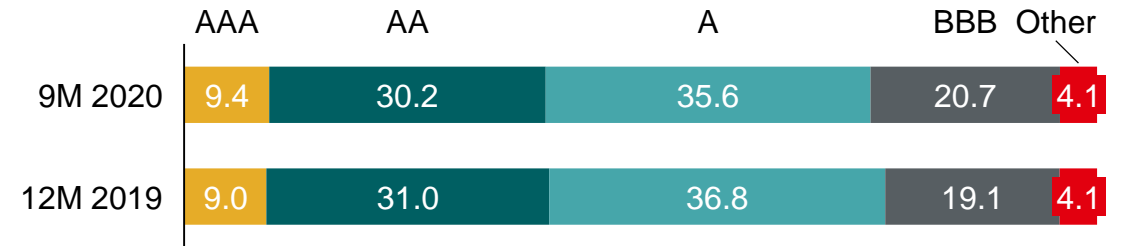
# INVESTMENT SPLIT AND BOND PORTFOLIO OVERVIEW

Overall investment strategy unchanged, certain industries to be reevaluated

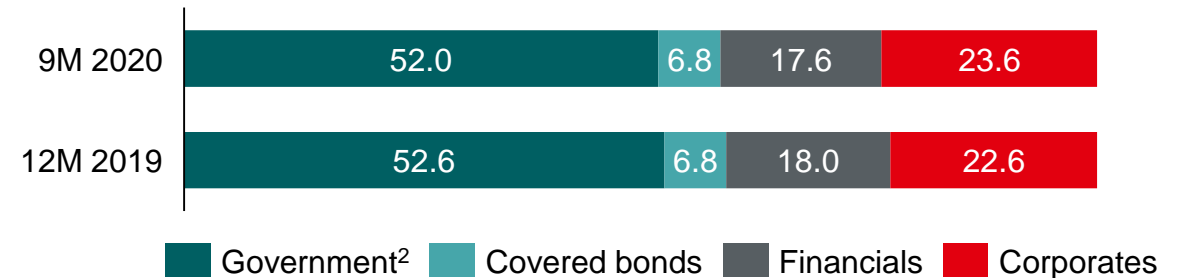
9M 2020: Total €36.1bn



Bond portfolio by rating<sup>1</sup> in %



Bond portfolio by issuer in %



1: Based on second-best rating 2: Government bonds also include bonds issued by supranational organisations, government agencies, federal or constituent states and municipalities

# FINANCIAL RESULT

Increased investment impairments in Q3 in accordance with longstanding impairment rules at VIG

€mn	9M 2020	9M 2019	+/- %
Current income	721,135	967,004	-25.4
Income from appreciations	13,306	24,899	-46.6
Income from the disposal of investments	157,525	57,139	>100
Other income	90,314	76,144	18.6
<b>Total Income</b>	<b>982,280</b>	<b>1,125,186</b>	<b>-12.7</b>
Depreciation of investments	-126,432	-146,388	-13.6
thereof impairment of investments	-63,225	-16,916	>100
Exchange rate changes	-25,276	-4,967	>100
Losses from the disposal of investments	-35,101	-17,136	>100
Interest expenses	-69,965	-90,387	-22.6
Other expenses	-207,502	-262,039	-20.8
<b>Total Expenses</b>	<b>-464,275</b>	<b>-520,916</b>	<b>-10.9</b>
<b>Total Financial Result excl. at equity</b>	<b>518,004</b>	<b>604,270</b>	<b>-14.3</b>
Result from shares in at equity consolidated companies	-5,195	22,723	n.a.

- Change of consolidation method of non-profit housing societies affects current income, depreciation of investments, interest and other expenses
  - In 9M 2019, overall contribution of non-profit housing societies of ~€67mn
- Income from disposal of investments up by €100.4mn due to higher realised gains on bonds and loans especially in Q2 2020
- Increased expenses driven by higher impairments of investments predominantly on equities (+€46.3mn), higher losses from disposal of investments (+€18.0mn) and FX effects (+€20.3mn)
- Result from shares in at equity consolidated companies impacted by impairment of a participation in the tourism and hospitality sector



# KEY MESSAGES AND OUTLOOK FY 2020

Economic uncertainties persist

- New business picked up again after lock-down measures got eased during summer
- Business model and digitalisation efforts proofed to be successful
- Macroeconomic developments and long-term consequences for the insurance business difficult to assess
- With the experience gained this year, management is optimistic to be able to handle the recurring challenges
- Strong capitalisation – Solvency Ratio at half-year level 2020 of 183%
- Managing Board of Vienna Insurance Group expects profit before taxes for the full year 2020 to be in a range of EUR 300 - 350 million, subject to unpredictable volatilities i.e. on capital markets
- VIG will stick to its dividend policy, foreseeing a distribution in the range of 30 to 50% of Group net profits

HIGHLIGHTS

FINANCIALS & INVESTMENTS

APPENDIX 1: SEGMENTS

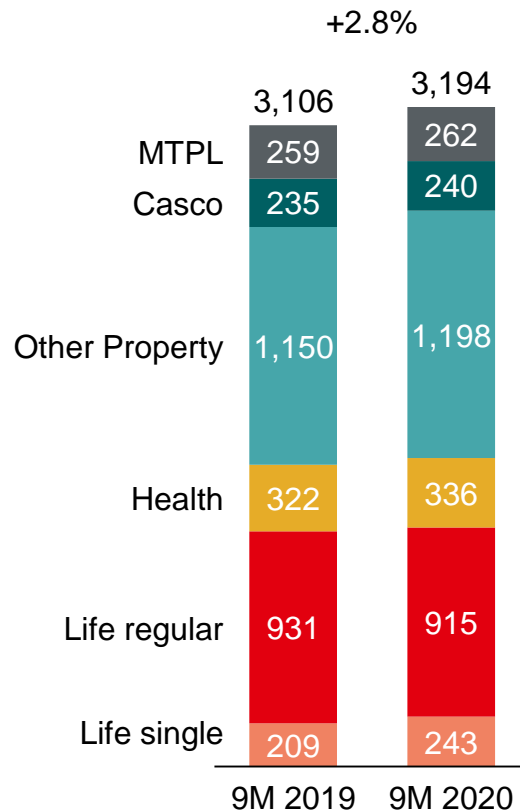
APPENDIX 2: FINANCIALS



# AUSTRIA

PBT decrease driven by lower financial result

## GWP development (€mn)



€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>3,193.8</b>	<b>3,106.2</b>	<b>2.8</b>
Net earned premiums	2,486.4	2,441.6	1.8
Financial result*	419.4	480.7	-12.7
Other income	15.4	28.2	-45.5
<b>Total income</b>	<b>2,921.2</b>	<b>2,950.5</b>	<b>-1.0</b>
Expenses for claims/benefits	-2,264.9	-2,287.0	-1.0
Acquisition and admin. expenses	-491.8	-498.7	-1.4
Other expenses	-41.8	-22.9	82.6
<b>Total expenses</b>	<b>-2,798.5</b>	<b>-2,808.6</b>	<b>-0.4</b>
Result before taxes	<b>122.6</b>	<b>141.8</b>	<b>-13.5</b>
Tax expenses/income	-17.4	-36.4	-52.2
<b>Result of the period</b>	<b>105.3</b>	<b>105.5</b>	<b>-0.2</b>
Claims Ratio	67.7%	66.0%	1.7%p
Cost Ratio	27.3%	28.1%	-0.8%p
<b>Combined Ratio</b>	<b>95.0%</b>	<b>94.1%</b>	<b>0.9%p</b>

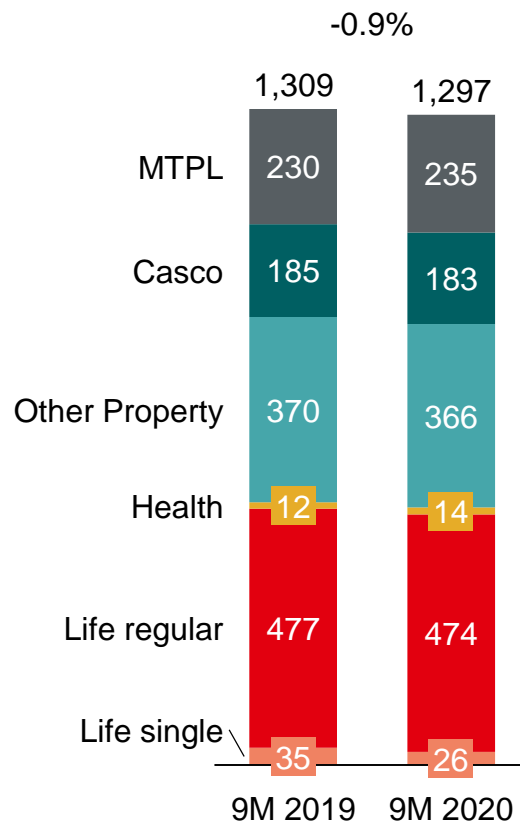
\* Incl. result from shares in at equity consolidated companies

- Premium growth of €87.6mn driven by other property (+€47.4mn), life single (+€33.4mn) and health (+€14.0mn)
- Financial result decreased by €61.3mn driven by impairments on equities and participations
- Result before taxes down by €19.2mn mainly due to decreased financial result and slightly increased CoR
- Claims ratio up due to increased payments for large claims

# CZECH REPUBLIC

Profit growth driven by improved CoR and better technical result in life

## GWP development (€mn)



€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>1,297.0</b>	<b>1,308.5</b>	<b>-0.9</b>
Net earned premiums	973.2	992.6	-2.0
Financial result*	53.6	53.8	-0.3
Other income	19.6	32.0	-38.9
<b>Total income</b>	<b>1,046.4</b>	<b>1,078.4</b>	<b>-3.0</b>
Expenses for claims/benefits	-612.5	-623.7	-1.8
Acquisition and admin. expenses	-246.5	-269.0	-8.4
Other expenses	-34.6	-63.5	-45.5
<b>Total expenses</b>	<b>-893.7</b>	<b>-956.2</b>	<b>-6.5</b>
Result before taxes	<b>152.7</b>	<b>122.3</b>	<b>24.9</b>
Tax expenses/income	-31.9	-26.0	22.8
<b>Result of the period</b>	<b>120.8</b>	<b>96.3</b>	<b>25.5</b>
Claims Ratio	61.7%	64.1%	-2.4%p
Cost Ratio	31.3%	30.7%	0.6%p
<b>Combined Ratio</b>	<b>93.0%</b>	<b>94.8%</b>	<b>-1.8%p</b>

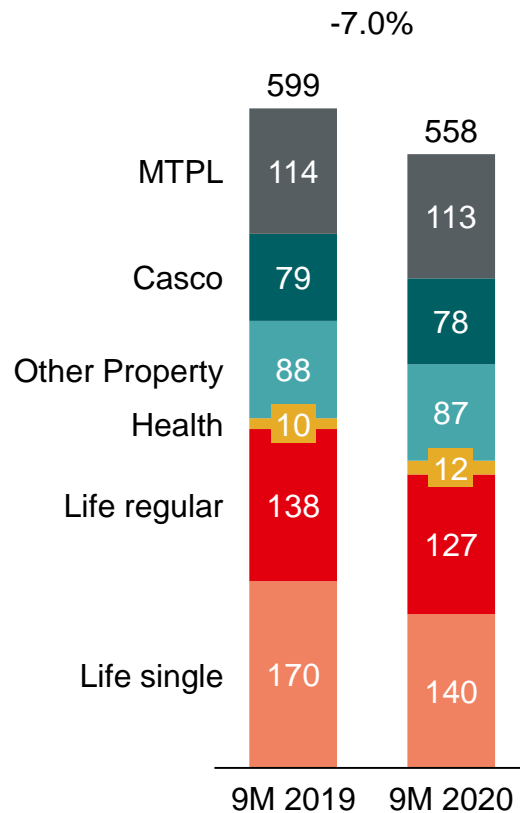
\* Incl. result from shares in at equity consolidated companies

- Slightly weaker premium development (-€11.5mn) due to FX-effects (+1.8% FX adjusted)
- Result before taxes up by €30.4mn due to improved CoR and better technical result in life
- CoR down to 93.0% driven by favourable claims activity in motor

# SLOVAKIA

Strong P&C development

GWP development (€mn)



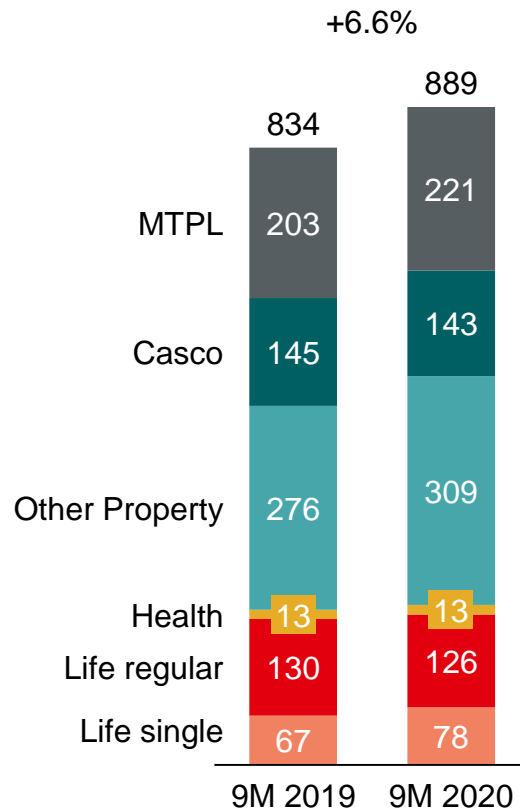
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>557.6</b>	<b>599.3</b>	<b>-7.0</b>
Net earned premiums	451.2	498.5	-9.5
Financial result	29.9	37.2	-19.8
Other income	3.1	19.8	-84.3
<b>Total income</b>	<b>484.2</b>	<b>555.6</b>	<b>-12.8</b>
Expenses for claims/benefits	-334.1	-405.1	-17.5
Acquisition and admin. expenses	-90.3	-99.2	-9.0
Other expenses	-21.6	-18.2	18.1
<b>Total expenses</b>	<b>-445.9</b>	<b>-522.6</b>	<b>-14.7</b>
Result before taxes	<b>38.3</b>	<b>33.0</b>	<b>16.2</b>
Tax expenses/income	-9.7	-10.2	-5.1
<b>Result of the period</b>	<b>28.6</b>	<b>22.8</b>	<b>25.7</b>
Claims Ratio	53.8%	68.7%	-14.9%p
Cost Ratio	36.8%	29.4%	7.5%p
<b>Combined Ratio</b>	<b>90.6%</b>	<b>98.1%</b>	<b>-7.4%p</b>

- Premium declines (-€41.7mn) mainly resulting from life business
- Result before taxes up by €5.3mn driven by strongly improved CoR
- CoR improvement of -7.4%p due to lower claims frequency in motor and other property (decreased number of large losses)

# POLAND

## Solid insurance business performance

### GWP development (€mn)



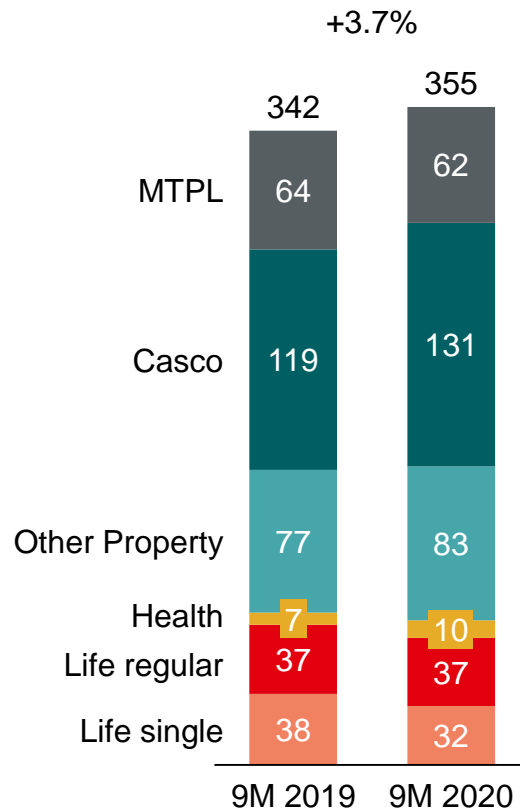
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>889.1</b>	<b>834.1</b>	<b>6.6</b>
Net earned premiums	689.7	652.3	5.7
Financial result	29.0	27.6	5.0
Other income	6.7	10.1	-33.4
<b>Total income</b>	<b>725.4</b>	<b>690.0</b>	<b>5.1</b>
Expenses for claims/benefits	-500.0	-464.0	7.8
Acquisition and admin. expenses	-158.9	-153.3	3.7
Other expenses	-31.7	-37.3	-14.9
<b>Total expenses</b>	<b>-690.6</b>	<b>-654.5</b>	<b>5.5</b>
Result before taxes	<b>34.9</b>	<b>35.5</b>	<b>-1.7</b>
Tax expenses/income	-7.5	-7.5	0.5
<b>Result of the period</b>	<b>27.3</b>	<b>28.0</b>	<b>-2.3</b>
Claims Ratio	64.7%	63.8%	0.9%p
Cost Ratio	30.8%	31.5%	-0.7%p
<b>Combined Ratio</b>	<b>95.5%</b>	<b>95.3%</b>	<b>0.2%p</b>

- Premium growth of €55.0mn driven mainly by other property (+€33.5mn) and MTPL (+€17.7mn)
- Result before taxes slightly down due to provision taken in connection with surrender fees for life policies
- Stable CoR at 95.5%

# ROMANIA

Improved motor business drives premium and profit growth

## GWP development (€mn)



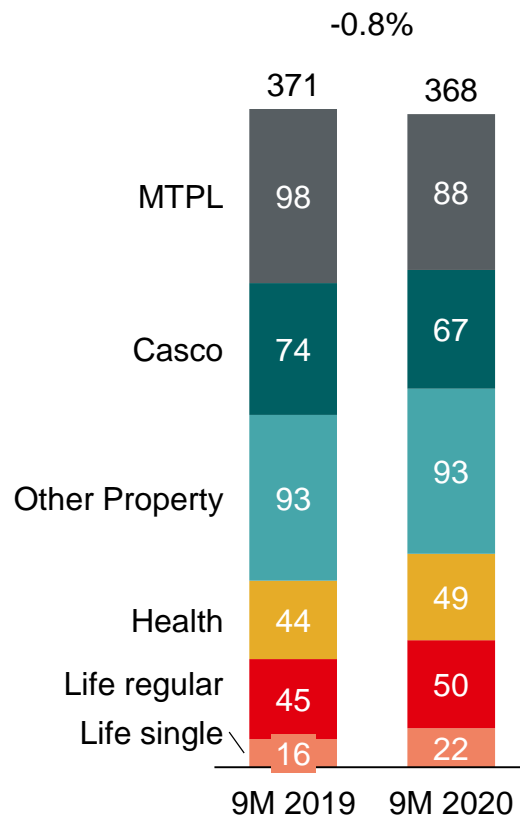
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>354.8</b>	<b>342.1</b>	<b>3.7</b>
Net earned premiums	274.3	260.2	5.4
Financial result	16.1	12.5	28.8
Other income	7.8	11.3	-31.0
<b>Total income</b>	<b>298.2</b>	<b>284.0</b>	<b>5.0</b>
Expenses for claims/benefits	-185.1	-184.7	0.2
Acquisition and admin. expenses	-83.5	-79.3	5.2
Other expenses	-16.1	-17.1	-5.8
<b>Total expenses</b>	<b>-284.7</b>	<b>-281.1</b>	<b>1.3</b>
Result before taxes	<b>13.5</b>	<b>3.0</b>	<b>&gt;100</b>
Tax expenses/income	-4.7	-3.2	48.9
<b>Result of the period</b>	<b>8.8</b>	<b>-0.2</b>	<b>n.a.</b>
Claims Ratio	63.2%	66.7%	-3.5%p
Cost Ratio	35.9%	36.7%	-0.7%p
<b>Combined Ratio</b>	<b>99.1%</b>	<b>103.4%</b>	<b>-4.2%p</b>

- Premium growth of +€12.7mn coming from casco (+€12.6mn), other property (+€6.0mn) and health (+€2.9mn)
- Result before taxes up by €10.5mn mainly supported by improved motor business
- CoR below 100% due to reduced cost and claims ratio supported by favourable claims activity

# BALTIC STATES

PBT growth based on CoR improvement and strong health business

## GWP development (€mn)



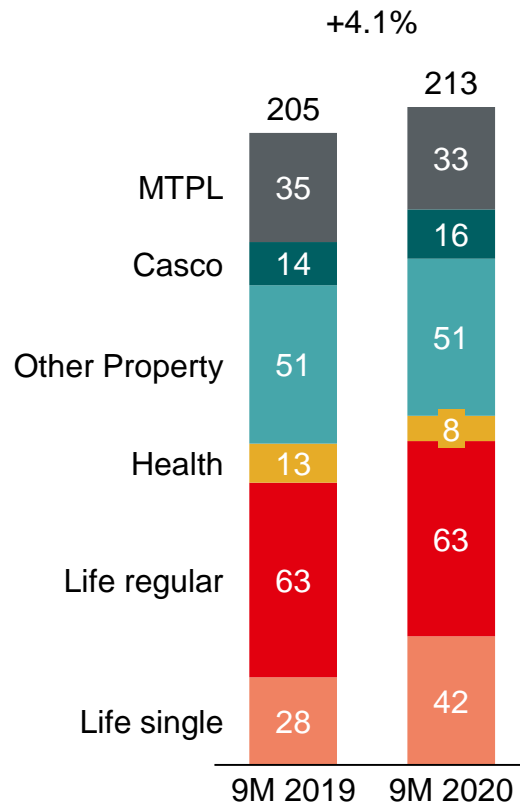
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>367.7</b>	<b>370.6</b>	<b>-0.8</b>
Net earned premiums	292.1	286.4	2.0
Financial result	5.0	7.6	-35.1
Other income	3.8	2.6	46.9
<b>Total income</b>	<b>300.8</b>	<b>296.6</b>	<b>1.4</b>
Expenses for claims/benefits	-204.4	-202.2	1.1
Acquisition and admin. expenses	-74.0	-75.0	-1.4
Other expenses	-12.6	-13.5	-6.3
<b>Total expenses</b>	<b>-291.0</b>	<b>-290.7</b>	<b>0.1</b>
Result before taxes	<b>9.9</b>	<b>5.9</b>	<b>66.2</b>
Tax expenses/income	-1.6	-1.1	43.9
<b>Result of the period</b>	<b>8.3</b>	<b>4.9</b>	<b>71.2</b>
Claims Ratio	62.9%	63.6%	-0.7%p
Cost Ratio	33.8%	33.8%	0.0%p
<b>Combined Ratio</b>	<b>96.7%</b>	<b>97.4%</b>	<b>-0.7%p</b>

- Slight premium decrease of €2.9mn; double-digit growth rates in life and health did not fully compensate for decreasing motor and other property business
- Profit increase of +€4.0mn related to improved CoR and strong health business
- CoR down to 96.7%; improved claims ratio due to fewer large claims in other property

# HUNGARY

FX adjusted PBT growth of ~5%

## GWP development (€mn)



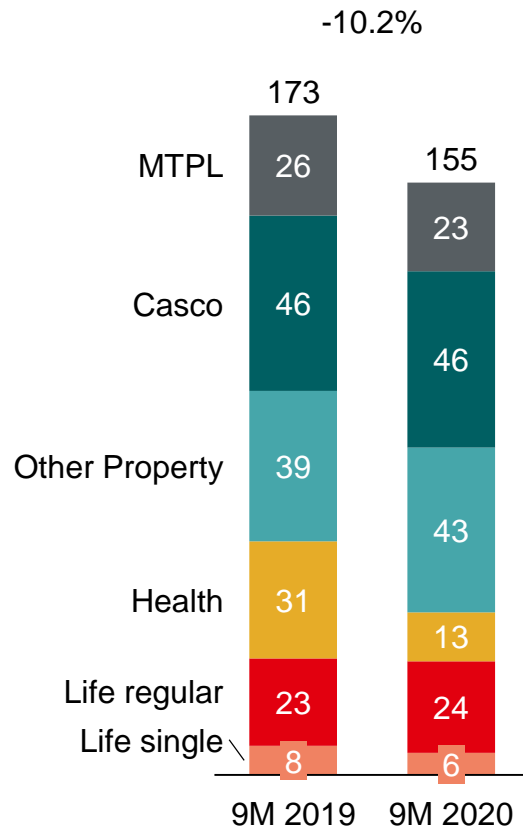
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>212.9</b>	<b>204.5</b>	<b>4.1</b>
Net earned premiums	160.3	147.2	8.9
Financial result	2.6	4.1	-36.4
Other income	7.7	6.5	19.0
<b>Total income</b>	<b>170.7</b>	<b>157.9</b>	<b>8.1</b>
Expenses for claims/benefits	-118.6	-108.4	9.4
Acquisition and admin. expenses	-28.7	-31.0	-7.4
Other expenses	-17.0	-11.9	42.4
<b>Total expenses</b>	<b>-164.3</b>	<b>-151.3</b>	<b>8.6</b>
Result before taxes	6.4	6.5	-2.4
Tax expenses/income	-1.7	-1.8	-4.8
<b>Result of the period</b>	<b>4.6</b>	<b>4.7</b>	<b>-1.5</b>
Claims Ratio	47.3%	56.0%	-8.7%p
Cost Ratio	49.4%	42.0%	7.4%p
<b>Combined Ratio</b>	<b>96.7%</b>	<b>98.0%</b>	<b>-1.3%p</b>

- Premium growth of €8.4mn with strongest contribution of life single premium business (+€13.2mn)
- Slightly negative profit development impacted by FX effects
- Considerable CoR improvement down to 96.7% due to reduced claims ratio

# BULGARIA

Goodwill impairment in Q2 2020 weighs on profits

## GWP development (€mn)



€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>155.0</b>	<b>172.6</b>	<b>-10.2</b>
Net earned premiums	111.1	104.6	6.2
Financial result	9.9	9.2	6.8
Other income	1.6	0.9	81.5
<b>Total income</b>	<b>122.6</b>	<b>114.7</b>	<b>6.9</b>
Expenses for claims/benefits	-61.9	-60.0	3.1
Acquisition and admin. expenses	-38.9	-36.5	6.5
Other expenses	-66.1	-5.4	>100
<b>Total expenses</b>	<b>-166.8</b>	<b>-101.9</b>	<b>63.7</b>
Result before taxes	<b>-44.3</b>	<b>12.8</b>	<b>n.a.</b>
Tax expenses/income	-2.0	-1.3	50.0
<b>Result of the period</b>	<b>-46.2</b>	<b>11.5</b>	<b>n.a.</b>
Claims Ratio	53.8%	55.1%	-1.2%p
Cost Ratio	38.9%	40.3%	-1.3%p
<b>Combined Ratio</b>	<b>92.8%</b>	<b>95.3%</b>	<b>-2.6%p</b>

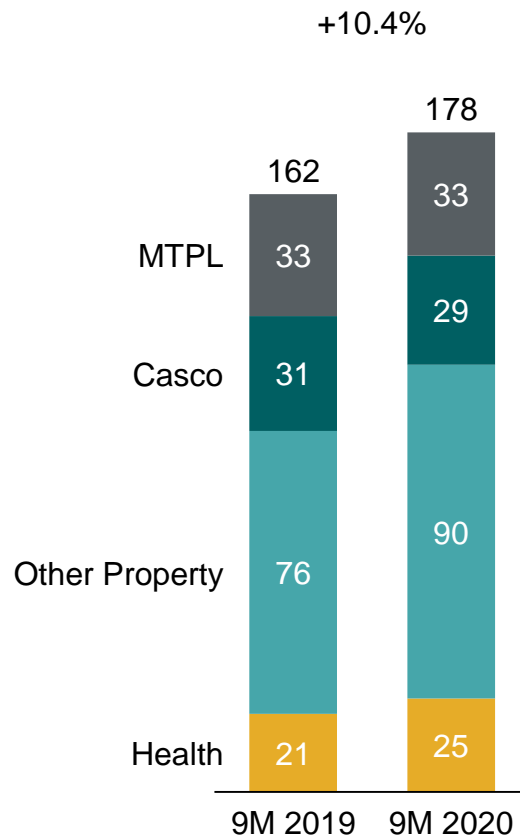
- Premium decrease of €17.6mn mainly due to decreased health (-€17.9mn) and MTPL business (-€3.0mn); other property business growing (+€3.7mn)
- Result before taxes down by €57.1mn driven by impairment of goodwill of €59.8mn in Q2 2020
- Favourable CoR development down to 92.8% supported by claims and cost ratio improvements



# TURKEY/GEORGIA

Goodwill impairment in Georgia in Q2 in the size of ~€13mn

## GWP development (€mn)



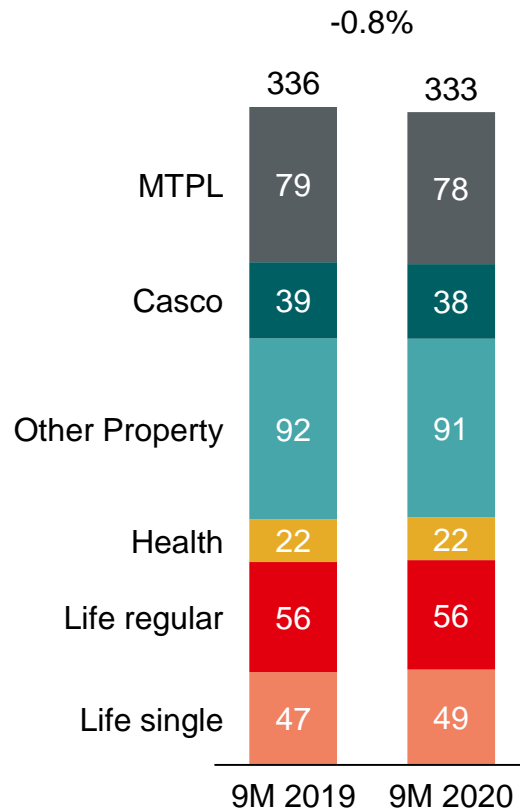
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>178.4</b>	<b>161.7</b>	<b>10.4</b>
Net earned premiums	87.8	82.5	6.4
Financial result	6.6	9.0	-26.7
Other income	8.8	4.8	83.2
<b>Total income</b>	<b>103.1</b>	<b>96.3</b>	<b>7.1</b>
Expenses for claims/benefits	-59.7	-64.8	-7.8
Acquisition and admin. expenses	-21.6	-20.6	4.9
Other expenses	-22.0	-3.5	>100
<b>Total expenses</b>	<b>-103.3</b>	<b>-88.9</b>	<b>16.3</b>
Result before taxes	<b>-0.2</b>	<b>7.4</b>	<b>n.a.</b>
Tax expenses/income	-3.5	-1.4	>100
<b>Result of the period</b>	<b>-3.7</b>	<b>6.0</b>	<b>n.a.</b>
Claims Ratio	65.5%	76.8%	-11.3%p
Cost Ratio	26.2%	25.4%	0.8%p
<b>Combined Ratio</b>	<b>91.7%</b>	<b>102.2%</b>	<b>-10.5%p</b>

- Premiums up by €16.7mn with other property growing by +€13.8mn and health by +€4.1mn; strong improvement in Turkey
- Result before taxes decrease of €7.6mn driven by Georgia due to the goodwill impairment of ~€13mn in Q2 2020
- CoR down to 91.7% based on favourable claims activity in motor in Turkey and a negative one-off in 9M 2019

# REMAINING CEE

Profit development impacted by goodwill impairment in Croatia in Q2 2020

## GWP development (€mn)



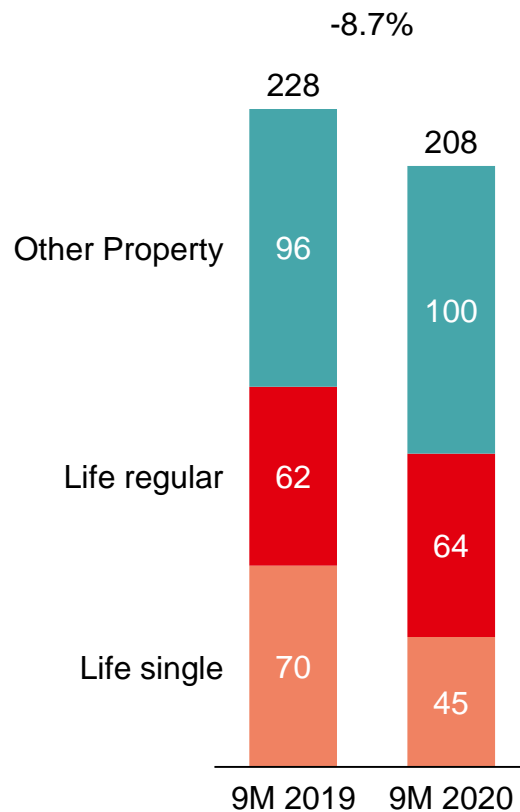
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>333.4</b>	<b>336.1</b>	<b>-0.8</b>
Net earned premiums	239.4	244.8	-2.2
Financial result	38.1	26.3	45.0
Other income	5.2	5.7	-8.7
<b>Total income</b>	<b>282.7</b>	<b>276.8</b>	<b>2.1</b>
Expenses for claims/benefits	-169.1	-164.6	2.7
Acquisition and admin. expenses	-73.2	-78.7	-6.9
Other expenses	-56.5	-11.8	>100
<b>Total expenses</b>	<b>-298.8</b>	<b>-255.1</b>	<b>17.1</b>
Result before taxes	<b>-16.1</b>	<b>21.7</b>	<b>n.a.</b>
Tax expenses/income	-4.8	-4.4	8.7
<b>Result of the period</b>	<b>-20.9</b>	<b>17.3</b>	<b>n.a.</b>
Claims Ratio	51.1%	52.2%	-1.2%p
Cost Ratio	39.8%	41.2%	-1.4%p
<b>Combined Ratio</b>	<b>90.9%</b>	<b>93.4%</b>	<b>-2.6%p</b>

- Remaining CEE: Albania (incl. Kosovo), Bosnia-Herzegovina, Croatia, Moldova, North Macedonia, Serbia and the Ukraine
- Mixed picture of premium development in remaining CEE markets; overall slight premium decrease of €2.7mn
- Negative result before taxes due to goodwill impairment of €45.0mn in Croatia in Q2 2020
- CoR down to 90.9% mainly driven by reduced claims frequency in the Ukraine, Serbia, Moldova and Kosovo

# OTHER MARKETS

Germany and Liechtenstein

GWP development (€mn)



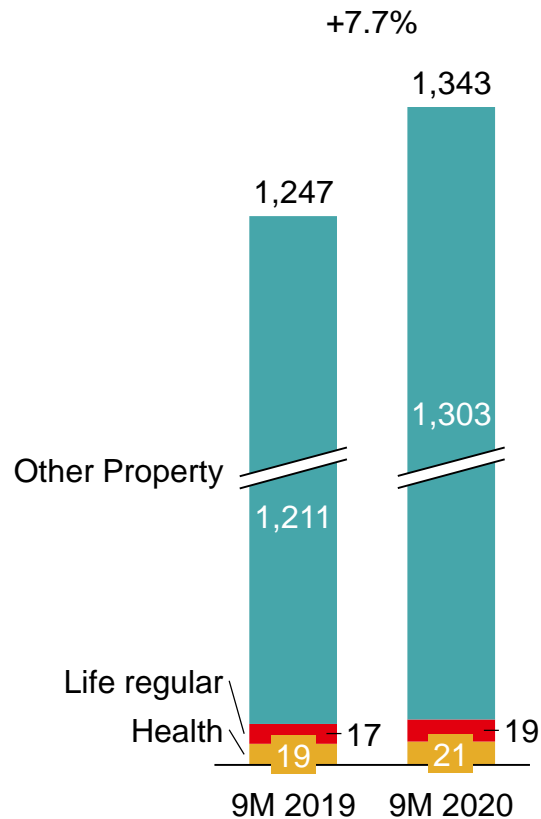
€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>208.5</b>	<b>228.2</b>	<b>-8.7</b>
Net earned premiums	173.2	193.8	-10.6
Financial result	12.4	14.3	-13.6
Other income	18.0	2.5	>100
<b>Total income</b>	<b>203.6</b>	<b>210.7</b>	<b>-3.4</b>
Expenses for claims/benefits	-138.7	-122.6	13.1
Acquisition and admin. expenses	-17.9	-19.5	-8.2
Other expenses	-23.8	-48.1	-50.6
<b>Total expenses</b>	<b>-180.4</b>	<b>-190.3</b>	<b>-5.2</b>
Result before taxes	<b>23.2</b>	<b>20.4</b>	<b>13.8</b>
Tax expenses/income	-6.2	-5.2	19.5
<b>Result of the period</b>	<b>17.0</b>	<b>15.2</b>	<b>11.8</b>
Claims Ratio	56.5%	59.1%	-2.6%p
Cost Ratio	20.7%	21.8%	-1.0%p
<b>Combined Ratio</b>	<b>77.3%</b>	<b>80.9%</b>	<b>-3.6%p</b>

- Premiums down by €19.7mn due to negative development in the life single premium business in Liechtenstein
- Result before taxes up by €2.8mn mainly due to the CoR improvement in Germany
- CoR down to 77.3% driven by a positive development in personal accident insurance in Germany

# CENTRAL FUNCTIONS

Lower financial result related to the consolidation change of the Austrian housing societies

## GWP development (€mn)



€mn	9M 2020	9M 2019	+/- %
<b>Gross premiums written</b>	<b>1,343.0</b>	<b>1,247.2</b>	<b>7.7</b>
Net earned premiums	1,073.7	1,018.6	5.4
Financial result*	-107.6	-52.3	>100
Other income	41.2	9.7	>100
<b>Total income</b>	<b>1,007.4</b>	<b>976.0</b>	<b>3.2</b>
Expenses for claims/benefits	-692.9	-681.2	1.7
Acquisition and admin. expenses	-381.3	-325.4	17.2
Other expenses	-10.6	-4.4	>100
<b>Total expenses</b>	<b>-1,084.8</b>	<b>-1,011.0</b>	<b>7.3</b>
Result before taxes	<b>-77.4</b>	<b>-35.0</b>	<b>&gt;100</b>
Tax expenses/income	8.0	17.7	-55.0
<b>Result of the period</b>	<b>-69.5</b>	<b>-17.4</b>	<b>&gt;100</b>
Claims Ratio	-	-	-
Cost Ratio	-	-	-
<b>Combined Ratio</b>	<b>-</b>	<b>-</b>	<b>-</b>

\* Incl. result from shares in at equity consolidated companies

- Central Functions include VIG Holding, VIG Re, Wiener Re, VIG Fund, the non-profit housing societies up to 31 July 2019, corporate IT service providers and intermediate holding companies
- Premium increase of €95.8mn driven by VIG Re and VIG Holding
- Decreased financial result (-€55.3mn) mainly due to missing contribution from the non-profit housing societies following the consolidation change
- Result before taxes impacted by precautionary measures taken in Q3

HIGHLIGHTS

FINANCIALS & INVESTMENTS

APPENDIX 1: SEGMENTS

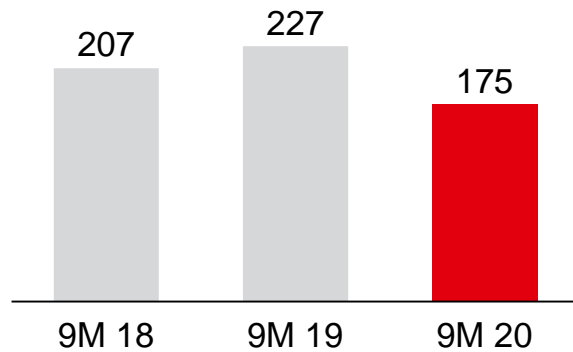
APPENDIX 2: FINANCIALS



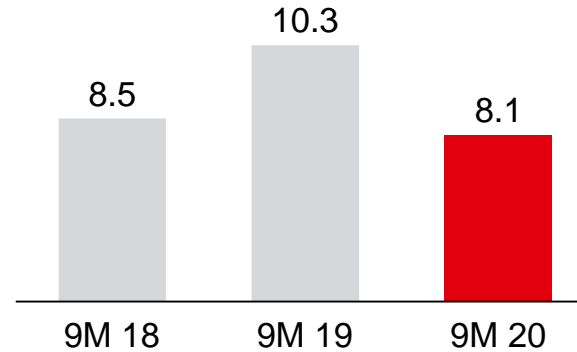
# 9M 2020 KEY FINANCIALS

Overview of KPIs

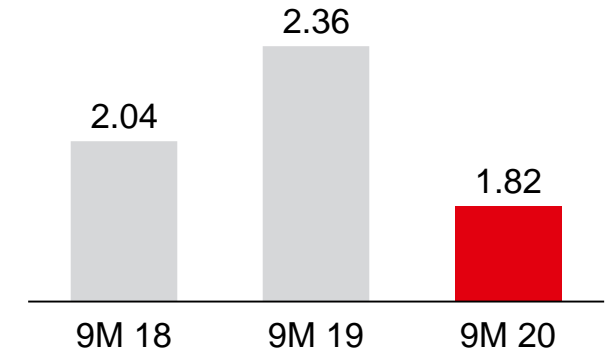
Net result for the period after taxes and non-controlling interest (€mn)



ROE before taxes and non-controlling interest (%)



EPS net of hybrid interest\* (€)



\* Based on Shareholders' equity excl. non-controlling interests, hybrid bonds and revaluation reserve



# 9M 2020 BALANCE SHEET

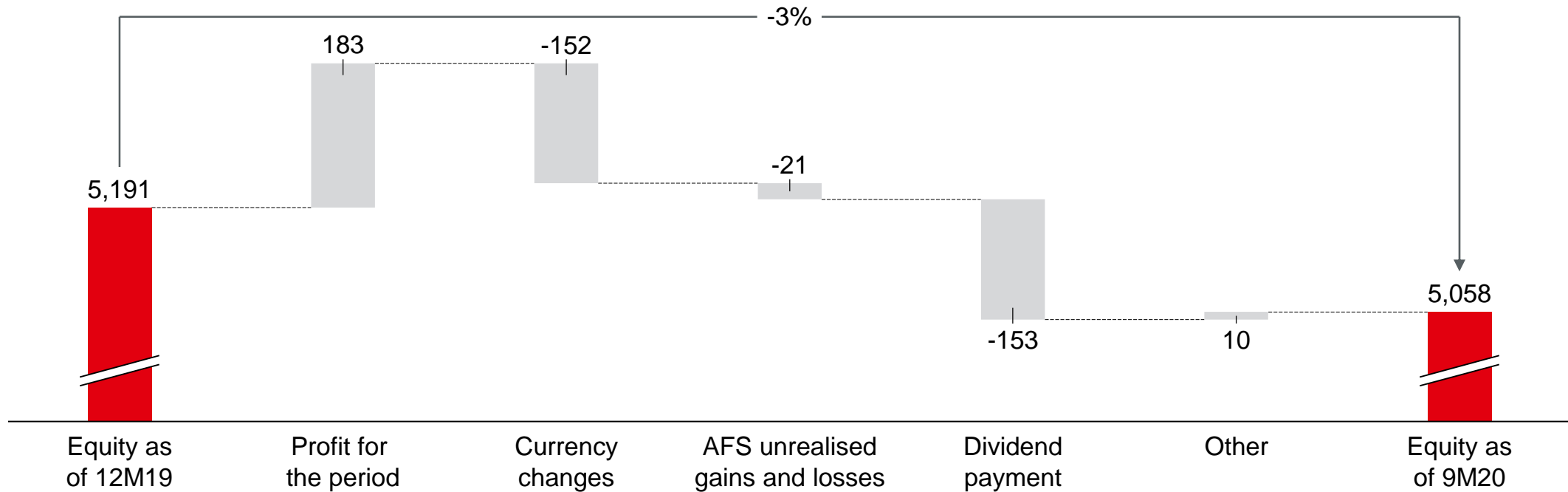
IFRS (€mn)

€mn	30.09.2020	31.12.2019	+/- %
Intangible assets (incl. Right-of-Use Assets)	1,952	2,137	-8.7
Investments	34,566	34,456	0.3
Unit- and index-linked investments	7,604	8,620	-11.8
Reinsurers' share in underwriting provisions	1,280	1,283	-0.3
Receivables	1,624	1,717	-5.5
Tax receivables and advance payments out of income tax	222	227	-2.3
Deferred tax assets	157	69	128.7
Other assets	356	392	-9.1
Cash and cash equivalents	1,575	1,443	9.1
<b>Total assets</b>	<b>49,336</b>	<b>50,345</b>	<b>-2.0</b>
Shareholders' equity	5,058	5,191	-2.5
thereof minorities (incl. non-profit housing societies)	130	117	11.2
Subordinated liabilities	1,463	1,465	-0.1
Underwriting provisions	32,016	31,886	0.4
Unit- and index-linked technical provisions	7,225	8,116	-11.0
Non-underwriting provisions	861	932	-7.6
Liabilities	2,005	2,095	-4.3
Tax liabilities out of income tax	312	251	24.5
Deferred tax liabilities	257	262	-1.8
Other liabilities	138	148	-7.1
<b>Total liabilities and equity</b>	<b>49,336</b>	<b>50,345</b>	<b>-2.0</b>

# EQUITY DEVELOPMENT

Dividend payout in Q3 2020

Change in consolidated Shareholders' Equity (€mn)







# 9M 2020 PREMIUMS BY BUSINESS LINES AND COUNTRY (I)

IFRS (€mn)

	MTPL			Casco			Other property		
	9M 2020	9M 2019	+/- %	9M 2020	9M 2019	+/- %	9M 2020	9M 2019	+/- %
Austria	262.1	259.0	1.2	240.2	235.1	2.2	1,197.5	1,150.1	4.1
Czech Republic	234.7	229.8	2.2	182.9	185.0	-1.2	365.7	369.9	-1.1
Slovakia	112.7	114.0	-1.1	78.2	79.0	-1.0	87.5	88.5	-1.1
Poland	221.1	203.4	8.7	142.7	145.3	-1.8	309.2	275.8	12.1
Romania	62.4	64.1	-2.6	131.4	118.8	10.6	83.0	77.0	7.8
Baltic states	87.7	97.9	-10.4	66.9	74.4	-10.1	92.9	93.3	-0.4
Hungary	33.2	35.3	-6.1	16.0	14.0	14.4	50.8	51.3	-0.9
Bulgaria	23.2	26.2	-11.5	46.1	45.9	0.5	43.1	39.4	9.5
Turkey/Georgia	33.4	33.0	1.2	29.5	31.0	-5.1	90.3	76.5	18.1
Georgia	1.3	1.9	-34.7	5.0	5.7	-12.3	10.3	10.0	3.6
Turkey	32.1	31.0	3.5	24.4	25.3	-3.4	80.0	66.5	20.2
Remaining CEE	77.6	79.3	-2.2	38.1	38.9	-2.0	91.2	92.4	-1.3
Albania incl. Kosovo	20.3	21.2	-4.3	1.6	1.7	-6.8	5.2	7.2	-27.7
Bosnia & Herzegovina	1.9	2.1	-9.7	1.3	1.1	18.8	7.5	8.6	-13.4
Croatia	11.8	9.1	29.0	5.5	4.2	31.9	26.8	25.1	6.7
North Macedonia	8.8	10.0	-11.5	1.4	1.5	-3.5	9.8	10.5	-6.1
Moldova	1.8	2.9	-39.8	1.6	2.0	-18.6	1.9	2.4	-19.9
Serbia	9.3	8.1	15.2	9.3	9.8	-4.8	25.2	25.3	-0.4
Ukraine	23.7	25.8	-8.3	17.4	18.8	-7.0	14.7	13.2	11.0
Other Markets	-	-	-	-	-	-	99.8	96.4	3.6
Germany	-	-	-	-	-	-	99.8	96.4	3.6
Liechtenstein	-	-	-	-	-	-	-	-	-



# 9M 2020 PREMIUMS BY BUSINESS LINES AND COUNTRY (II)

IFRS (€mn)

	Life regular			Life single			Health		
	9M 2020	9M 2019	+/- %	9M 2020	9M 2019	+/- %	9M 2020	9M 2019	+/- %
Austria	915.2	930.5	-1.7	242.8	209.4	15.9	336.1	322.1	4.4
Czech Republic	474.1	476.8	-0.6	25.9	34.7	-25.4	13.6	12.3	10.8
Slovakia	126.7	137.9	-8.1	140.0	169.9	-17.6	12.5	10.0	24.8
Poland	125.5	130.2	-3.6	77.8	66.9	16.3	12.8	12.6	2.0
Romania	36.7	37.2	-1.4	31.8	38.4	-17.0	9.5	6.6	43.7
Baltic states	49.5	44.9	10.1	22.1	16.0	38.4	48.5	44.1	10.1
Hungary	63.1	62.9	0.3	41.7	28.4	46.6	8.2	12.7	-35.1
Bulgaria	24.0	22.8	5.1	5.8	7.7	-24.6	12.8	30.7	-58.2
Turkey/Georgia	-	-	-	-	-	-	25.3	21.2	19.4
<i>Georgia</i>	-	-	-	-	-	-	21.1	16.8	25.1
<i>Turkey</i>	-	-	-	-	-	-	4.2	4.3	-2.7
Remaining CEE	55.9	56.3	-0.7	48.7	47.5	2.7	22.0	21.8	0.8
<i>Albania incl. Kosovo</i>	-	-	-	-	-	-	2.5	2.3	11.1
<i>Bosnia &amp; Herzegovina</i>	10.9	11.0	-0.8	2.5	3.9	-34.4	0.1	0.1	-10.1
<i>Croatia</i>	19.5	20.9	-6.4	37.2	37.2	-0.1	3.9	2.5	59.4
<i>North Macedonia</i>	-	-	-	-	-	-	0.1	0.1	-12.7
<i>Moldova</i>	-	-	-	-	-	-	0.3	0.7	-59.9
<i>Serbia</i>	23.6	22.7	4.1	8.9	6.3	41.9	4.7	4.2	13.5
<i>Ukraine</i>	1.8	1.7	4.8	0.1	0.1	11.3	10.3	12.0	-13.7
Other Markets	63.6	62.0	2.6	45.1	69.9	-35.5	-	-	-
<i>Germany</i>	57.9	56.0	3.4	13.1	12.3	6.9	-	-	-
<i>Liechtenstein</i>	5.7	6.0	-5.3	32.0	57.6	-44.5	-	-	-



# 9M 2020 COUNTRY OVERVIEW GWP / PBT / COMBINED RATIO

IFRS (€mn)

	GWP Total			Result before Taxes			Combined Ratio net (in %)		
	9M 2020	9M 2019	+/- %	9M 2020	9M 2019	+/- %	9M 2020	9M 2019	+/- %
Austria	3,193.8	3,106.2	2.8	122.6	141.8	-13.5	95.0%	94.1%	0.9
Czech Republic	1,297.0	1,308.5	-0.9	152.7	122.3	24.9	93.0%	94.8%	-1.8
Slovakia	557.6	599.3	-7.0	38.3	33.0	16.2	90.6%	98.1%	-7.4
Poland	889.1	834.1	6.6	34.9	35.5	-1.7	95.5%	95.3%	0.2
Romania	354.8	342.1	3.7	13.5	3.0	>100	99.1%	103.4%	-4.2
Baltic states	367.7	370.6	-0.8	9.9	5.9	66.2	96.7%	97.4%	-0.7
Hungary	212.9	204.5	4.1	6.4	6.5	-2.4	96.7%	98.0%	-1.3
Bulgaria	155.0	172.6	-10.2	-44.3	12.8	n.a.	92.8%	95.3%	-2.6
Turkey/Georgia	178.4	161.7	10.4	-0.2	7.4	n.a.	91.7%	102.2%	-10.5
Georgia	37.7	34.5	9.3	-11.9	1.5	n.a.	93.1%	74.9%	18.1
Turkey	140.7	127.2	10.7	11.7	5.9	96.2	91.5%	106.7%	-15.3
Remaining CEE	333.4	336.1	-0.8	-16.1	21.7	n.a.	90.9%	93.4%	-2.6
Albania incl. Kosovo	29.6	32.4	-8.6	2.7	1.6	72.0	89.4%	95.4%	-6.0
Bosnia & Herzegovina	24.2	26.9	-9.7	-0.2	0.0	>100	104.8%	105.7%	-0.9
Croatia	104.7	99.0	5.8	-39.0	7.1	n.a.	95.3%	93.9%	1.4
North Macedonia	20.1	22.0	-8.4	1.8	2.1	-13.6	88.1%	85.3%	2.8
Moldova	5.5	8.0	-30.4	0.4	0.1	>100	100.0%	105.1%	-5.1
Serbia	81.2	76.4	6.3	8.0	6.2	28.4	96.7%	89.7%	7.0
Ukraine	68.0	71.6	-5.0	10.1	4.7	>100	91.6%	93.5%	-1.9
Other Markets	208.5	228.2	-8.7	23.2	20.4	13.8	77.3%	80.9%	-3.6
Germany	170.8	164.6	3.8	22.9	20.9	9.3	77.3%	80.9%	-3.6
Liechtenstein	37.6	63.6	-40.8	0.3	-0.5	n.a.	0.0%	0.0%	0.0



# 3Q 2020 INCOME STATEMENT

IFRS (€mn)

€mn	3Q 2020	3Q 2019	+/- %
<b>Gross premiums written</b>	<b>2,409.0</b>	<b>2,404.5</b>	<b>0.2</b>
Net earned premiums	2,285.9	2,304.2	-0.8
Financial result*	124.8	203.8	-38.7
Other income	38.1	58.0	-34.3
<b>Total Income</b>	<b>2,448.8</b>	<b>2,565.9</b>	<b>-4.6</b>
Expenses for claims/benefits	-1,755.2	-1,829.2	-4.0
Acquisition and administrative expenses	-579.0	-556.9	4.0
Other expenses	-49.4	-60.7	-18.6
<b>Total Expenses</b>	<b>-2,383.6</b>	<b>-2,446.8</b>	<b>-2.6</b>
<b>Result before taxes</b>	<b>65.1</b>	<b>119.1</b>	<b>-45.3</b>
Tax expenses/income	-14.4	-11.6	24.1
<b>Result of the period</b>	<b>50.7</b>	<b>107.4</b>	<b>-52.8</b>
Non-controlling interests	-2.0	-31.9	-93.6
<b>Net profit after non-controlling interests</b>	<b>48.6</b>	<b>75.5</b>	<b>-35.6</b>
Claims Ratio	65.0%	67.1%	-2.1%
Cost Ratio	32.4%	29.4%	3.1%
<b>Combined Ratio</b>	<b>97.4%</b>	<b>96.4%</b>	<b>1.0%</b>

- Stable premium development despite COVID-19 on the level of Q3 2019
- Financial result Q3 2019 included €31mn from the non-profit housing societies; according to longstanding impairment rules at VIG, negative market developments had an impact in Q3
- Result before taxes down by €54mn driven by lower financial result
- CoR development in Q3 burdened by higher cost ratio

\* Thereof result from shares in at equity consolidated companies: -€3.7mn (3Q 2019: €8.7mn)

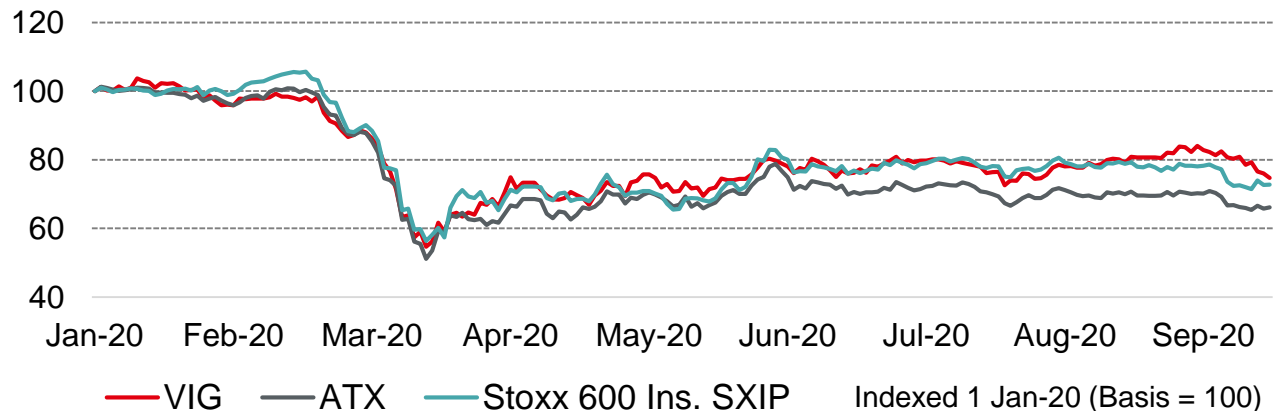
# VIG SHARE (I)

Number of common shares: 128,000,000 / ISIN: AT0000908504

## General information

Current listings	Ticker	Rating	Major Indices
Vienna	▪ Vienna Stock Exchange: VIG	Standard & Poor's:	ATX
Prague	▪ Bloomberg: VIG AV / VIG CP	A+, stable outlook	ATX Prime
	▪ Reuters: VIGR.VI / VIGR.PR		PX

## VIG compared to ATX and Stoxx Europe 600 Ins.



## Analyst recommendations (30 Sep 2020)

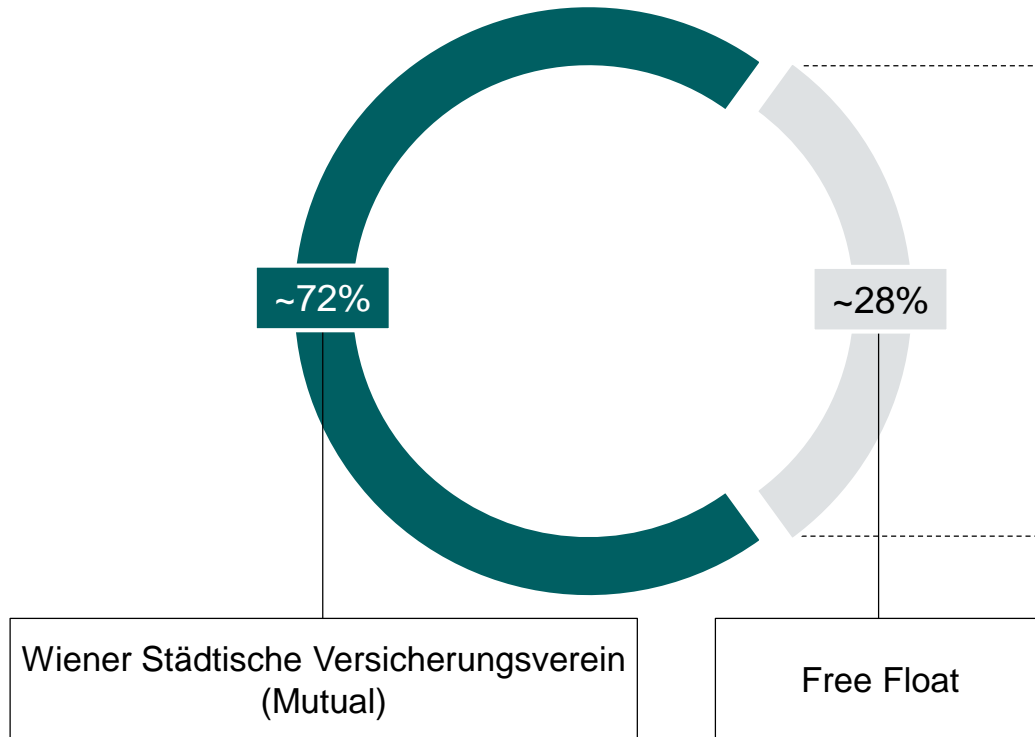


## Share price development 9M 2020

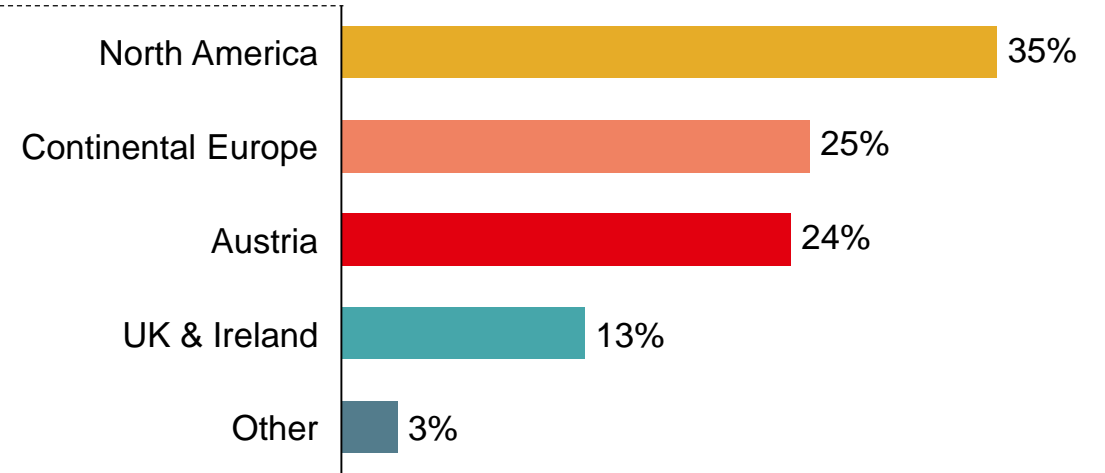
High	EUR	26.350
Low	EUR	13.900
Price as of 30 Sep.	EUR	18.980
Market cap.	EUR	2.43bn
Share performance (excl. dividends)	%	-25.3

# VIG SHARE (II)

## Shareholder structure



## Free float split by region<sup>1</sup>



1: Split of identified shares, May 2020 (Source: Investor Update)



Status: November 2020

WE ARE **NUMBER 1**  
IN AUSTRIA, CENTRAL AND EASTERN EUROPE.



# CONTACT DETAILS / FINANCIAL CALENDAR

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## **Financial calendar 2021\***

<b>Date</b>	<b>Event</b>
09 Mar. 2021	Preliminary results for the financial year 2020
15 Apr. 2021	Results and Annual Report for the year 2020
11 May 2021	Record date Annual General Meeting
19 May 2021	Results for the first quarter 2021
21 May 2021	Annual General Meeting
25 May 2021	Ex-dividend day
26 May 2021	Record date dividend
27 May 2021	Dividend payment day
18 Aug. 2021	Results for the first half-year 2021
18 Nov. 2021	Results for the first three quarters 2021

\* Preliminary planning



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