

VIENNA INSURANCE GROUP



German Corporate Conference

Frankfurt, 23 January 2019



VIG - THE LEADING INSURANCE GROUP IN AUSTRIA & CEE

Close to

200

years of experience

More than

50%

of premiums and profits coming from CEE

Since

1994

continous payout of dividends

Around

50

Group companies

More than

25,000

employees

Current market capitalization

~ € 2.7

billion

Represented in

25

markets

Solvency Ratio

222%

based on Partial Internal Model

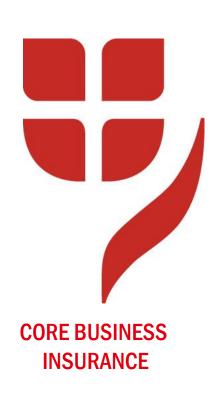
S&P Rating

A+

with stable outlook



MANAGEMENT PRINCIPLES



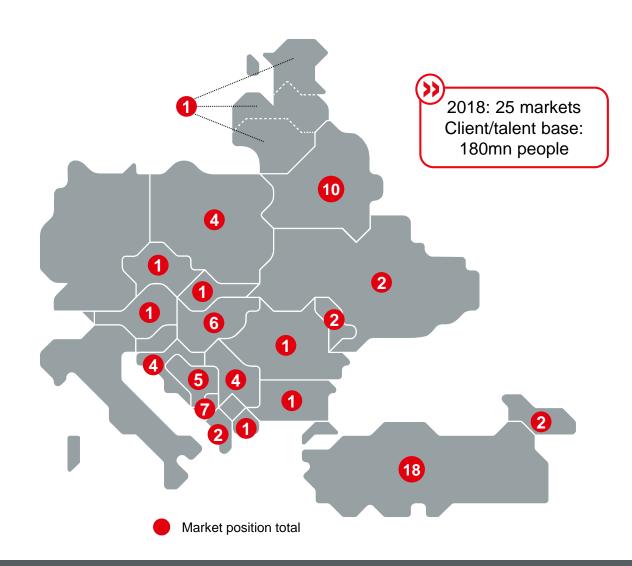
- 1 Local entrepreneurship
 - Knowledge of local needs and markets
 - Decentralised structures and efficient decision-making procedures
- 2 Multi-brand strategy
 - Around 50 brands in 25 countries
 - Utilisation of established local brands
- 3 Multi-channel distribution
 - Various distribution channels, including partnership with Erste Group
 - Strongly customer-oriented distribution
- 4 Conservative investment and reinsurance policy
 - Quality, peace of mind and sustainability are our priorities
 - Spreading risk by means of diversification

VIG IS BEST POSITIONED TO LEVERAGE ON THE POSITIVE MARKET DEVELOPMENT IN CEE



Excellent market shares throughout the region

Country	Mar	ket posit	ion	Market share total
Austria	1	1	1	23.6%
Czech Rep.	1	2	1	32.0%
Slovakia	1	2	1	33.4%
Poland	4	4	5	5.8%
Romania	1	1	2	25.2%
The Baltic	1	2	3	20.4%
Hungary	6	7	4	8.1%
Bulgaria	1	2	1	14.3%
	total	non-life	life	



Source: local authorities - data as of Q2 2018; SK and HU as of YE 2017

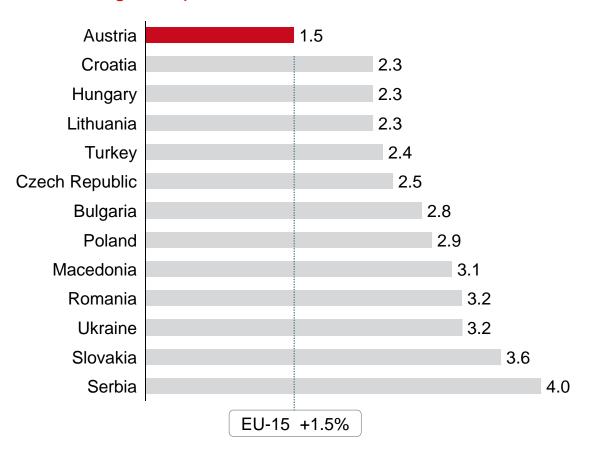
4 STRATEGY & AGENDA 2020 VIG I VIENNA INSURANCE GROUP

POSITIVE ECONOMIC ENVIRONMENT AND STRONG GROWTH POTENTIAL GOING FORWARD



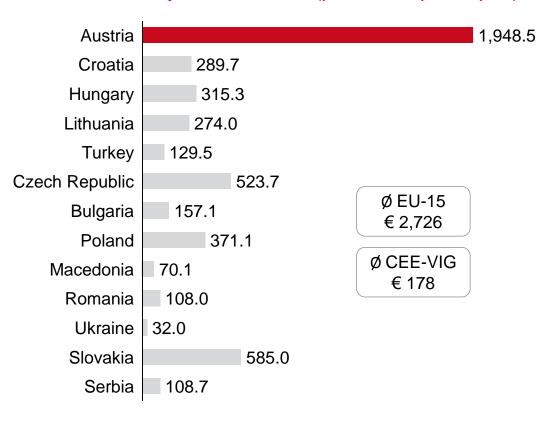
Annual insurance spending shows significant growth potential in the CEE region

Real GDP growth p.a. 2019-2023



Source: IMF, World Economic Outlook Database, October 2018

Insurance density 2017, in EUR (premiums per capita)



Source: Axco Global Statistics, BMI Fitch 9.10.2018

(Note: Data not directly comparable to previous presentations)

AGENDA 2020:



CREATING ADDED VALUE BY INCREASING OPERATING PERFORMANCE

Medium-term target: combined ratio sustainably at level of 95%

Optimisation of business model

- Shared Services
 - Creating cost benefits by merging back-office functions and companies
- Profit optimisation in motor
 Development of targeted measures focusing on

underwriting and risk selection

- Anti-fraud
 Group-wide initiative on fraud management supported by specialised VIG team
- Closed File Review
 Group-wide procedure for identifying and avoiding excessive claims payments

Ongoing activities

Mergers in AT, CZ, SK, HU and HR

VIG merged the former insurance operations acquired in 2008 from Erste Group Bank with local Group companies in AT, CZ, SK, HU and HR

Establishment of Group-wide active Foreign Claims Team

In order to decrease foreign claims payments, motor portfolios were reviewed in 2017 as a first step and a savings potential in foreign claims of ~€10mn per annum was identified

Increase in participating Group companies

After a successful pilot project in Poland in 2016, further roll-out to Romania, Bulgaria and Croatia in 2017

Specific VIG method for closed file review developed in 2017

Companies in Poland and in Lithuania effected closed file review and showed savings potential for claims expenses in a medium single-digit percentage range

6 STRATEGY & AGENDA 2020 VIG VIENNA INSURANCE GROUP

AGENDA 2020: SPECIFIC INITIATIVES TO CONTRIBUTE TO FUTURE SUCCESS



Main focus is on digital transformation of the Group

Ensuring future growth

- Use of growth potentials
 Intensify selected business areas → e.g. health insurance, reinsurance, cooperation with Erste Group
- Digitisation
 Development of a digital hub to support and coordinate activities within the Group
- Insurance of the future
 Trends, innovation, technical developments →
 medium to long-term adaptation of business model
- Assistance
 Assistance services companies already active in CZ,
 SK, PL, BG and RO → creating additional value

Ongoing activities

Focus on health insurance and expansion of reinsurance activities

Health premiums in the target markets of Poland, Romania, Hungary, Bulgaria and Turkey increased by 31.8% in 2017; VIG Re opened office in Frankfurt and Paris; focus on SME business unchanged.

VIG created a comprehensive "Digital Vision"

Measurable key parameters for 6 elements translate into a common understanding of what needs to be achieved to manage the digital transformation process in each individual company; VIG Xelerate: financial support for local companies

End of 2017 marks the beginning of a half-year programme for InsurTechs

Together with the Insurance Innovation Lab Leipzig and SpinLab VIG selected and supports start-ups – a.o. InsurTechs – to further develop new tools and ideas

Newly established assistance company in Romania in 2017

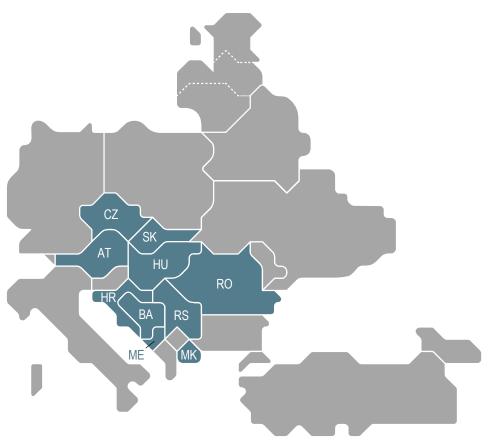
Apart from road assistance services, companies in CZ, SK, BG und PL also offer household, travel and legal assistance; further expansion of services planned

7 | STRATEGY & AGENDA 2020 VIG | VIENNA INSURANCE GROUP

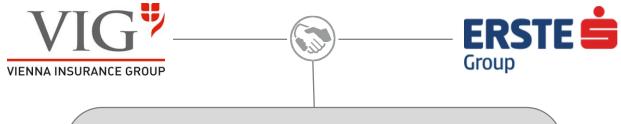


MUTUAL DISTRIBUTION AGREEMENT WITH ERSTE GROUP

Extension of strategic partnership ahead of schedule



Markets where Erste and VIG cooperate



2008: Start of mutual Distribution Agreement following the acquisition of the insurance operations of Erste

Extension & Intensification of existing agreement until 2033

Respective contract signed on 17 May 2018

In addition to life, the agreement now reflects the focus on non-life and health while also including digital sales

8 STRATEGY & AGENDA 2020 VIG VIENNA INSURANCE GROUP



STRATEGY & AGENDA 2020

RESULTS 9M 2018

APPENDIX



HIGHLIGHTS 9M 2018

VIG well on track to reach full-year targets 2018

Gross written premiums

€ 7,357.5mn

GWP up by 2.9% compared to 9M 2017

- Current premium business: +5.4%
- CEE premium growth: +4.4%
- Double-digit growth rates in the Baltics and in Hungary; Bulgaria and Remaining CEE each growing by more than 8%

Profit before taxes

€ 352.3mn

PBT increased by 6.4%

- CEE profit growth impacted by goodwill impairment in Romania in Q2 and precautions in Romania and Poland in Q3
- Solid PBT developments with double-digit growth rates in Austria, Hungary, Bulgaria and Remaining CEE

Combined Ratio

96.3%

Down from 97.3% in 9M 2017

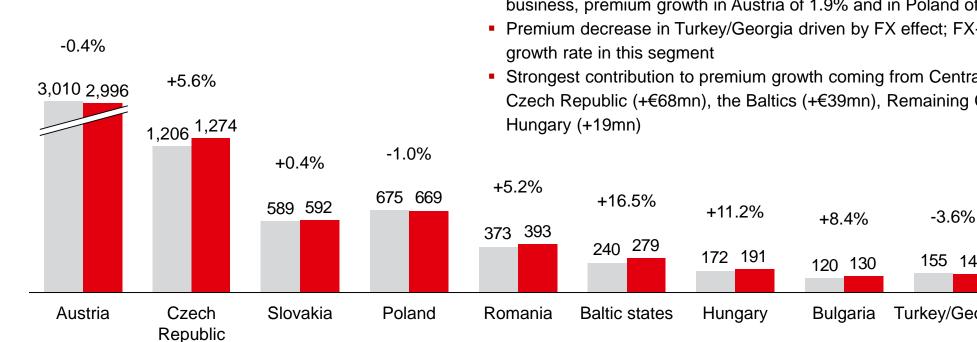
- Claims ratio improved to 65.4%
- Cost ratio slightly up to 30.9%
- CoR improvements in Austria, Czech Republic, Poland and Remaining CEE



GROSS WRITTEN PREMIUMS OF €7.4bn UP BY €205mn

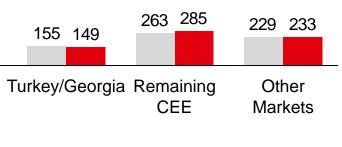
Overview by segments

Gross written premiums (€mn; y-o-y chg.)



 Premiums in Austria and Poland slightly lower y-o-y; adjusted for life single-premium business, premium growth in Austria of 1.9% and in Poland of 11.1%

- Premium decrease in Turkey/Georgia driven by FX effect; FX-adjusted double-digit
- Strongest contribution to premium growth coming from Central Functions (+€100mn), Czech Republic (+€68mn), the Baltics (+€39mn), Remaining CEE (+€22mn) and



+8.2%

Central Functions €1,168mn (9M 2017: €1,068mn) +9.4%; Consolidation -€1,001mn (9M 2017: -€947mn) +5.7%

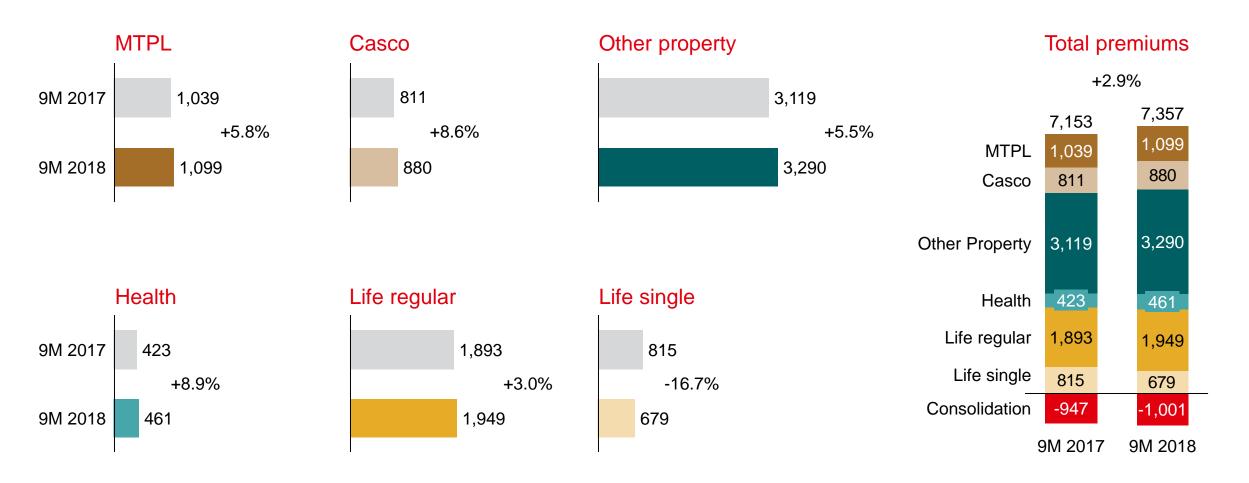
9M 2017 9M 2018

+1.8%

PREMIUM DEVELOPMENT AS EXPECTED – ALL BUSINESS LINES EXPERIENCE GROWTH, EXCEPT FOR LIFE SINGLE PREMIUM BUSINESS



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

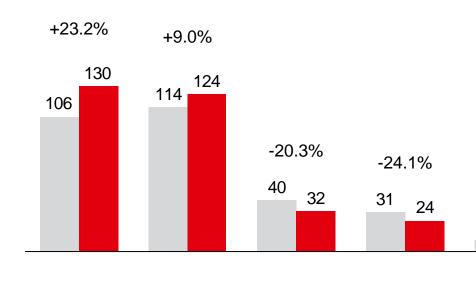




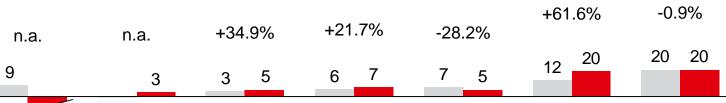
GROUP PROFIT BEFORE TAXES OF €352.3mn UP BY 6.4%

Overview by segments

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



- Profit growth in AT and CZ driven by CoR improvements and better financial results
- SK: profit decrease of €8.1mn due to higher cost ratio and reserve strengthening in Q1
- PL: provisions regarding surrender fees for unit- and index-linked life insurance products led to the profit decrease of €7.0mn
- RO: development impacted by goodwill impairment of €50.1mn in Q2, a reserve strengthening in motor in Q3 and a provision for a current, market-wide investigation of the Romanian Competition Council in Romania
- Strong development in Remaining CEE supported by all markets in this segment
- Decrease in Turkey/Georgia impacted by FX-effect



-1

Czech Slovakia Poland Republic

Romania

Baltic states

Hungary

Bulgaria

Turkey/Georgia Remaining CEE

Other Markets

Central Functions €55.5mn (9M 2017: -€15.2mn); Consolidation -€0.1mn (9M 2017: -€0.2mn)

9M 2017 9M 2018

Austria



VIG WITH SOLID RESULTS WELL ON TRACK TO REACH TARGETS FOR 2018

Executive summary

Highlights

Consolidation ongoing

- Mergers of local composite insurers with life insurance companies specialised in bank distribution completed in Austria,
 Slovakia, Hungary and Croatia in 2018; merger in Czech Republic completed beginning of 2019
- Acquisition of Seesam Insurance in the Baltic states and merger in Romania of AXA and BCR Life as well as merger of Compensa Life and Polisa Life in Poland completed; purchase agreement of Gothaer TU in Poland signed

S&P rating of VIG confirmed in August 2018: A+/stable outlook

Long-term partnership between Erste Group and VIG extended to 2033

Agenda 2020

- Initiatives (Closed File Review, Assistance services, among others) are implemented and further rolled-out
- Expansion of VIG Re according to plan branch office in France opened recently

Targets 2018

VIG confirms targets for 2018

- Gross written premiums: €9.5bn
- Profit before taxes: €450mn €470mn



STRATEGY & AGENDA 2020

RESULTS 9M 2018

APPENDIX



MANAGING BOARD AS OF 1 JULY 2018



Elisabeth Stadler, CEO



Franz Fuchs



Judit Havasi



Liane Hirner, CFO



Peter Höfinger



Peter Thirring

Mgmt. of the VIG Group, General Secretariat, Asset Management, Bancassurance, Sponsoring, HR, Treasury / Capital Markets, European Affairs, Communications & Marketing, Group Develop. & Strategy, Affiliated companies department Performance Management Motor insurance Planning & Controlling Legal department Group IT Data Management & Processes, Performance Management Personal insurance, Asset-Risk Management Finance & Accounting

Corporate and Large Customer Business, Vienna International Underwriters (VIU), Passive Reinsurance Group external income reinsurance

Responsibilities of the entire Managing Board: Enterprise Risk Management, Group Actuary, Group Compliance, Internal Audit, Investor Relations

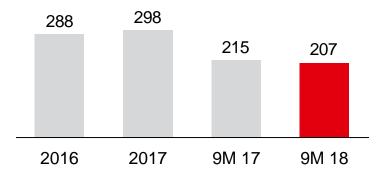
16 | APPENDIX VIG | VIENNA INSURANCE GROUP



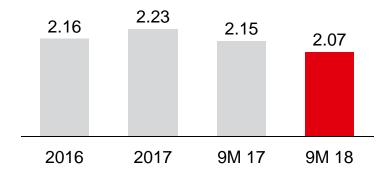
9M 2018 KEY FINANCIALS

Overview of KPIs

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

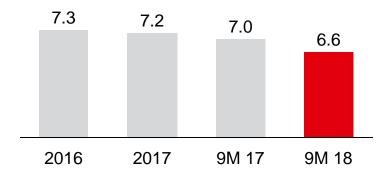


EPS net of hybrid interest¹ (€)

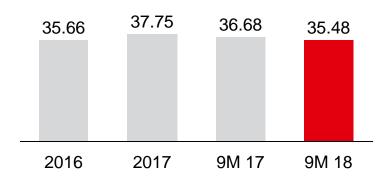


1: 9M 2017 and 9M 2018 annualised figures

ROE after tax and minorities¹ (%)



Book value per share (€)



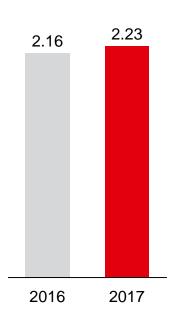


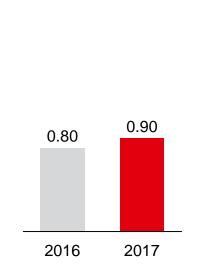
DIVIDEND PER SHARE AT €0.90 FOR THE BUSINESS YEAR 2017

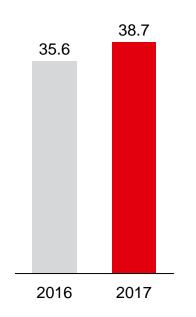
Earnings per share up 3.2%; payout ratio increased to 38.7%

EPS (€) Dividend per share (€) Payout ratio (%)









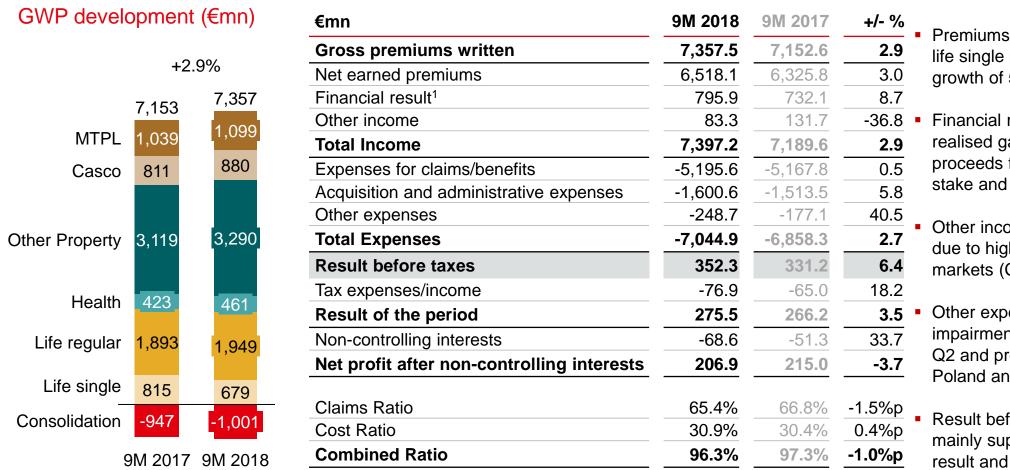
UNCHANGED DIVIDEND POLICY

- Distribution of at least 30% of Group net profits after minorities
- Dividend per share will track the profit development



STRONG OVERALL PERFORMANCE OF VIG

9M 2018 Income statement



- Premiums up by €205mn; adjusted for life single premium business premium growth of 5.4%
- Financial result up by €64mn driven by realised gains from investment funds, proceeds from the sale of s Immo stake and other real estate
- Other income down by €48mn mainly due to high FX impact from other markets (CHF) last year
- Other expenses include goodwill impairment of €50.1mn in Romania in Q2 and precautionary measures for Poland and Romania in Q3
- Result before taxes increased by 6.4% mainly supported by the financial result and the improved CoR

19 | APPENDIX VIG | VIENNA INSURANCE GROUP

^{1:} Incl. €42.0mn (9M 2017: €36.2mn) as result from shares in at equity consolidated companies



9M 2018 BALANCE SHEET

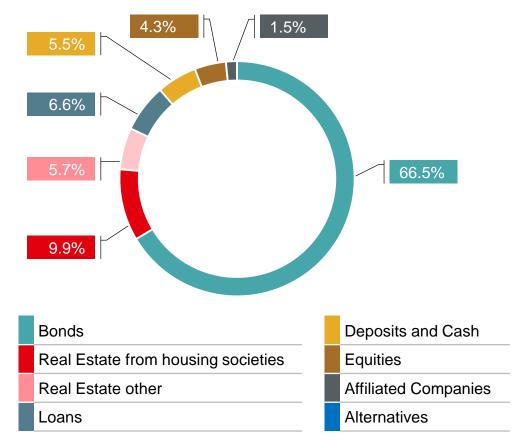
€mn	30.09.2018	31.12.2017	+/- %
Intangible assets	1,905	1,971	-3.3
Investments	36,530	35,933	1.7
Unit- and index-linked investments	8,743	9,061	-3.5
Reinsurers' share in underwriting provisions	1,081	1,066	1.4
Receivables	1,544	1,476	4.6
Tax receivables and advance payments out of income tax	277	239	15.5
Deferred tax assets	91	81	12.1
Other assets	408	389	4.8
Cash and cash equivalents	977	1,498	-34.8
Total assets	51,556	51,714	-0.3
Shareholders' equity	5,813	6,044	-3.8
thereof minorities (incl. non-profit housing societies)	1,272	1,212	4.9
Subordinated liabilities	1,459	1,459	0.0
Underwriting provisions	30,521	30,168	1.2
Unit- and index-linked technical provisions	8,340	8,613	-3.2
Non-underwriting provisions	794	794	0.0
Liabilities	4,015	4,032	-0.4
Tax liabilities out of income tax	221	202	9.5
Deferred tax liabilities	250	255	-1.9
Other liabilities	143	147	-2.7
Total liabilities and equity	51,556	51,714	-0.3



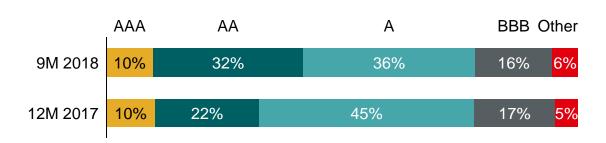
INVESTMENT SPLIT AND BOND PORTFOLIO OVERVIEW

Bond portfolio split by rating changed due to rating upgrade of CZ in Q3

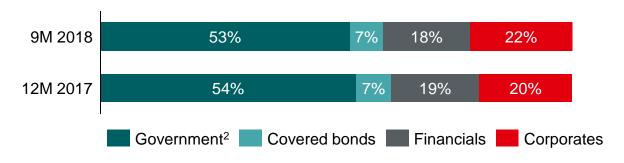
9M 2018: Total €37.5bn



Bond portfolio by rating¹



Bond portfolio by issuer



^{1:} Based on second-best rating 2: Government, government guaranteed, government agencies, municipalities and supranationals



9M 2018 PREMIUMS BY BUSINESS LINES AND COUNTRY (I)

		MTPL	
	9M 2018	9M 2017	+/- %
Austria	258.8	253.2	2.2
Czech Republic	219.4	208.8	5.1
Slovakia	114.2	108.9	4.9
Poland	155.4	133.8	16.2
Romania	129.9	128.0	1.5
Baltic states	83.3	74.3	12.1
Hungary	21.9	17.0	28.5
Bulgaria	17.2	15.6	10.1
Turkey/Georgia	28.7	32.7	-12.3
Georgia	1.5	0.6	>100
Turkey	27.1	32.1	-15.5
Remaining CEE	70.6	66.4	6.3
Albania incl. Kosovo	20.2	18.9	6.4
Bosnia & Herzegovina	2.7	3.6	-23.0
Croatia	9.0	10.4	-13.4
Macedonia	9.2	8.7	5.5
Moldova	2.8	2.9	- 5.5
Serbia	8.6	7.0	23.4
Ukraine	18.1	14.9	21.7
Other Markets	0.0	0.0	
Germany	0.0	0.0	
Liechtenstein	0.0	0.0	

	Casco	
9M 2018	9M 2017	+/- %
227.1	221.4	2.6
182.3	172.3	5.8
80.9	78.0	3.6
122.6	99.6	23.0
103.9	93.8	10.7
50.8	42.0	20.9
13.4	12.6	6.2
41.3	35.3	16.8
23.0	23.2	-0.8
4.3	5.2	-17.3
18.7	18.0	3.9
34.7	32.1	8.0
1.4	1.1	26.2
0.9	0.9	1.2
3.8	4.0	-4.4
1.5	1.5	0.9
2.2	2.2	-1.0
9.6	7.6	27.3
15.2	14.8	2.5
0.0	0.0	
0.0	0.0	
0.0	0.0	

Ot	her propert	ty
9M 2018	9M 2017	+/- %
1,080.0	1,056.5	2.2
365.2	343.6	6.3
87.0	85.0	2.3
179.4	158.8	13.0
71.8	69.4	3.5
57.8	49.4	17.2
43.8	44.2	-1.0
31.2	31.0	0.5
71.8	74.6	-3.7
9.9	9.1	8.2
61.9	65.5	- 5.4
72.8	79.0	-7.9
5.8	5.9	-3.0
7.3	5.6	29.9
21.2	15.1	40.8
10.0	9.8	1.9
1.7	1.7	-1.1
20.7	34.8	-40.4
6.1	6.0	0.9
91.8	86.8	5.8
91.8	86.8	5.8
0.0	0.0	



9M 2018 PREMIUMS BY BUSINESS LINES AND COUNTRY (II)

	Life regular		
	9M 2018	9M 2017	+/- %
Austria	937.1	932.4	0.5
Czech Republic	457.7	422.7	8.3
Slovakia	128.0	123.6	3.6
Poland	141.5	147.9	-4.3
Romania	35.1	31.1	12.6
Baltic states	39.8	35.7	11.7
Hungary	65.1	65.2	-0.2
Bulgaria	20.0	20.5	-2.7
Turkey/Georgia	0.0	0.0	
Georgia	0.0	0.0	
Turkey	0.0	0.0	
Remaining CEE	51.9	45.5	14.1
Albania incl. Kosovo	0.0	0.0	
Bosnia & Herzegovina	7.5	1.1	>100
Croatia	21.9	23.6	-7.3
Macedonia	0.0	0.0	
Moldova	0.0	0.0	
Serbia	21.1	19.5	8.2
Ukraine	1.4	1.3	7.3
Other Markets	59.3	55.6	6.6
Germany	53.0	50.0	5.9
Liechtenstein	6.3	5.6	12.5

	Life single			
9M 2018	9M 2017	+/- %		
179.8	244.5	-26.4		
39.4	49.1	-19.8		
173.7	186.7	-6.9		
60.1	127.6	-52.9		
44.3	45.3	-2.3		
14.2	11.0	28.6		
37.0	26.5	39.6		
7.3	6.9	5.7		
0.0	0.0			
0.0	0.0			
0.0	0.0			
41.6	31.2	33.3		
0.0	0.0			
1.1	1.1	-3.0		
36.3	23.2	56.5		
0.0	0.0			
0.0	0.0			
4.2	6.8	-38.4		
0.1	0.1	-29.1		
81.6	86.1	-5.2		
13.5	9.1	48.6		
68.1	77.0	-11.6		

	Health	
9M 2018	9M 2017	+/- %
313.5	301.7	3.9
10.4	9.9	5.4
7.9	6.9	14.2
9.8	7.5	30.1
8.0	5.7	40.4
33.3	27.3	21.9
10.0	6.3	59.0
12.7	10.2	24.8
25.6	24.3	5.6
21.2	21.2	0.3
4.4	3.1	41.9
13.0	8.8	46.9
2.1	1.9	13.3
0.1	0.0	>100
1.5	1.1	41.4
0.0	0.0	87.5
0.5	0.4	23.6
3.9	2.5	58.1
4.8	3.0	61.2
0.0	0.0	
0.0	0.0	
0.0	[][]	



9M 2018 COUNTRY OVERVIEW GWP / PBT / COMBINED RATIO

	GWP Total		
	9M 2018	9M 2017	+/- %
Austria	2,996.4	3,009.6	-0.4
Czech Republic	1,274.4	1,206.5	5.6
Slovakia	591.7	589.2	0.4
Poland	668.7	675.2	-1.0
Romania	392.9	373.4	5.2
Baltic states	279.2	239.7	16.5
Hungary	191.1	171.8	11.2
Bulgaria	129.6	119.6	8.4
Turkey/Georgia	149.1	154.7	-3.6
Georgia	36.9	36.1	2.4
Turkey	112.2	118.7	-5.5
Remaining CEE	284.6	263.1	8.2
Albania incl. Kosovo	29.5	27.9	5.7
Bosnia & Herzegovina	19.6	12.3	59.5
Croatia	93.7	77.3	21.2
Macedonia	20.7	20.0	3.5
<i>Moldova</i>	7.2	7.3	-1.5
Serbia	68.2	78.2	-12.8
Ukraine	45.7	40.2	13.8
Other Markets	232.7	228.5	1.8
Germany	158.3	145.9	8.5
Liechtenstein	74.4	82.6	-9.9

Resu	It before ta	xes
9M 2018	9M 2017	+/- %
130.2	105.7	23.2
123.8	113.7	9.0
31.8	39.9	-20.3
23.5	31.0	-24.1
-72.2	8.9	n.a.
3.1	-1.2	n.a.
4.7	3.5	34.9
7.0	5.7	21.7
4.9	6.9	-28.2
1.7	1.9	-15.2
3.3	4.9	-33.4
20.0	12.4	61.6
2.2	1.7	31.2
0.7	-0.4	n.a.
6.1	5.8	4.2
2.1	1.9	11.5
0.7	0.2	>100
5.0	<u>3.1</u> 0.1	60.1
3.2		>100
<u>20.1</u> 20.0	20.3	-0.9 -1.4
0.2	0.1	>100

Combined Ratio net			
9M 2018	9M 2017	+/- %p	
94.9%	97.0%	-2.1	
93.6%	96.8%	-3.1	
97.6%	95.8%	1.7	
93.5%	94.7%	-1.2	
106.4%	98.2%	8.2	
99.8%	102.2%	-2.4	
98.9%	99.2%	-0.3	
97.8%	97.1%	0.6	
100.8%	102.3%	-1.5	
74.0%	81.9%	-7.9	
105.7%	105.8%	-0.1	
95.6%	99.3%	-3.7	
90.6%	89.5%	1.1	
104.4%	106.6%	-2.2	
98.1%	99.3%	-1.1	
85.7%	85.1%	0.6	
93.4%	105.4%	-12.0	
97.1%	99.9%	-2.8	
97.4%	105.7%	-8.4 1.7	
<u>80.6%</u> 80.6%	78.9% 78.9%	1.7	
0.0%	0.0%	0.0	
0.070	0.070		



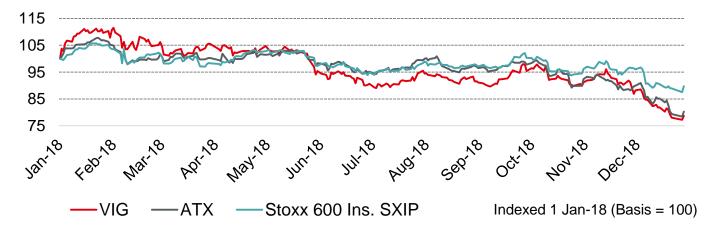
VIG SHARE (I)

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

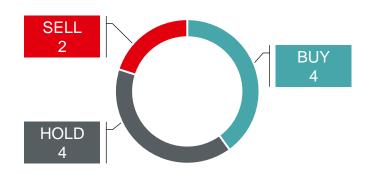
General information

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.



Current analyst recommendation split



Share price development 12M 2018

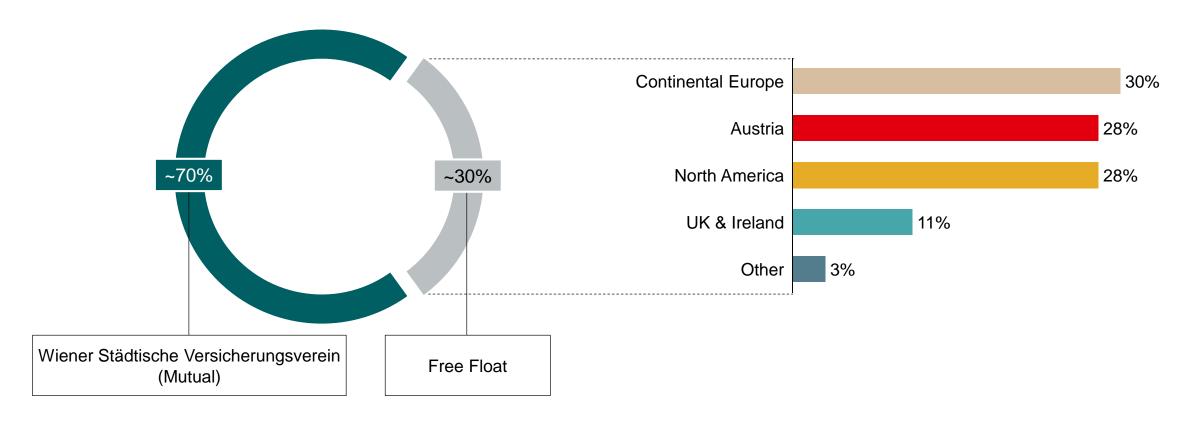
High	EUR	28.740
Low	EUR	19.900
Price as of 28 Dec.	EUR	20.280
Market cap.	EUR	2.60bn
Share performance (excl. dividends)	%	-21.3

25 | APPENDIX VIG | VIENNA INSURANCE GROUP



VIG SHARE (II)

Shareholder structure Free float split by region¹



¹ Split of identified shares, May 2018 (Source: CMi2i)

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КУПАЛА

VIENNA INSURANCE GROUP

GPIA VIENNA INSURANCE GROU

IRAOU

VIENNA INSURANCE GROUP

RAY SIGORTA

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October 2018 www.vig.com





















































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Financial calendar 2019*

Date	Event
21 Mar. 2019	Preliminary results for the financial year 2018
17 Apr. 2019	Results and Annual Report for the year 2018
14 May 2019	Record data Annual General Meeting
22 May 2019	Results for the first quarter 2019
24 May 2019	Annual General Meeting
27 May 2019	Ex-dividend-day
28 May 2019	Record date dividend
29 May 2019	Dividend payment day
27 Aug. 2019	Results for the first half-year 2019
27 Nov. 2019	Results for the first three quarters 2019

^{*} Preliminary planning

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