

Appendix 3Y

Change of Director's Interest Notice

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.

Introduced 30/09/01 Amended 01/01/11

Name of entity	IAG FINANCE (NEW ZEALAND) LIMITED
ABN	97 111 268 243

We (the entity) give ASX the following information under listing rule 3.19A.2 and as agent for the director for the purposes of section 205G of the Corporations Act.

Name of Director	PETER HARMER
Date of last notice	14 September 2018

Part 1 - Change of director's relevant interests in securities

In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

Direct or indirect interest	Direct
Nature of indirect interest (including registered holder) Note: Provide details of the circumstances giving rise to the relevant interest.	N/A
Date of change	19 October 2018
No. of securities held prior to change	1,204,274 IAG Ordinary Shares
Class	Ordinary
Number acquired	78,228
Number disposed	Nil
Value/Consideration Note: If consideration is non-cash, provide details and estimated valuation	\$548,567.35
No. of securities held after change	1,282,502 IAG Ordinary Shares
Nature of change Example: on-market trade, off-market trade, exercise of options, issue of securities under dividend reinvestment plan, participation in buy-back	Exercise of Executive Performance Rights

+ See chapter 19 for defined terms.

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Part 2 – Change of director's interests in contracts

Note: In the case of a company, interests which come within paragraph (ii) of the definition of "notifiable interest of a director" should be disclosed in this part.

Detail of contract	The IAG Share and Performance Award Rights Plan Trust Deed (Plan Trust Deed)
Nature of interest	Deferred Award Rights (DARs) and Executive Performance Rights (EPRs) granted by IAG Share Plan Nominee Pty Limited, the trustee of the DAR and EPR Plan Trust in accordance with the Plan Trust Deed
Name of registered holder (if issued securities)	N/A
Date of change	15 October 2018 (lapsed EPRs) 19 October 2018 (exercised EPRs)
No. and class of securities to which interest related prior to change Note: Details are only required for a contract in relation to which the interest has changed	44,050 Deferred Award Rights 1,155,850 Executive Performance Rights
Interest acquired	Nil
Interest disposed	30,422 Executive Performance Rights (lapsed) 78,228 Executive Performance Rights (exercised)
Value/Consideration Note: If consideration is non-cash, provide details and an estimated valuation	\$548,567.35
Interest after change	44,050 Deferred Award Rights 1,047,200 Executive Performance Rights

Part 3 – +Closed period

Were the interests in the securities or contracts detailed above traded during a +closed period where prior written clearance was required?	No
If so, was prior written clearance provided to allow the trade to proceed during this period?	N/A
If prior written clearance was provided, on what date was this provided?	N/A

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Introduced 30/09/01 Amended 01/01/11

Name of entity	IAG FINANCE (NEW ZEALAND) LIMITED
ABN	97 111 268 243

We (the entity) give ASX the following information under listing rule 3.19A.2 and as agent for the director for the purposes of section 205G of the Corporations Act.

Name of Director	NICHOLAS HAWKINS
Date of last notice	14 September 2018

Part 1 - Change of director's relevant interests in securities

In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

Direct or indirect interest	Direct
Nature of indirect interest (including registered holder) Note: Provide details of the circumstances giving rise to the relevant interest.	N/A
Date of change	19 October 2018
No. of securities held prior to change	335,800 IAG Ordinary Shares
Class	IAG Ordinary Shares
Number acquired	78,228
Number disposed	Nil
Value/Consideration Note: If consideration is non-cash, provide details and estimated valuation	\$548,567.35
No. of securities held after change	414,028 IAG Ordinary Shares
Nature of change Example: on-market trade, off-market trade, exercise of options, issue of securities under dividend reinvestment plan, participation in buy-back	Exercise of Executive Performance Rights

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Part 2 – Change of director's interests in contracts

Note: In the case of a company, interests which come within paragraph (ii) of the definition of "notifiable interest of a director" should be disclosed in this part.

Detail of contract	The Insurance Australia Group (IAG) Share and Performance Award Rights Plan Trust Deed (Plan Trust Deed).
Nature of interest	Deferred Award Rights (DARs) and Executive Performance Rights (EPRs) granted by IAG Share Plan Nominee Pty Limited, the trustee of the DAR and EPR Plan Trust in accordance with the Plan Trust Deed.
Name of registered holder (if issued securities)	N/A
Date of change	15 October 2018 (lapsed EPRs) 19 October 2018 (exercised EPRs)
No. and class of securities to which interest related prior to change Note: Details are only required for a contract in relation to which the interest has changed	24,900 Deferred Award Rights 729,550 Executive Performance Rights
Interest acquired	Nil
Interest disposed	30,422 Executive Performance Rights (lapsed) 78,228 Executive Performance Rights (exercised)
Value/Consideration Note: If consideration is non-cash, provide details and an estimated valuation	\$548,567.35
Interest after change	24,900 Deferred Award Rights 620,900 Executive Performance Rights

Part 3 – +Closed period

Were the interests in the securities or contracts detailed above traded during a +closed period where prior written clearance was required?	No
If so, was prior written clearance provided to allow the trade to proceed during this period?	N/A
If prior written clearance was provided, on what date was this provided?	N/A

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