
FINANCIAL RESULTS FULL YEAR ENDED 30 JUNE 2015

21 AUGUST 2015

Mike Wilkins, Managing Director and Chief Executive Officer

Nick Hawkins, Chief Financial Officer

IMPORTANT INFORMATION

This presentation contains general information in summary form which is current as at 21 August 2015. It presents financial information on both a statutory basis (prepared in accordance with Australian Accounting Standards which comply with International Financial Reporting Standards (IFRS)) and non-IFRS basis.

This presentation is not a recommendation or advice in relation to Insurance Australia Group Limited (IAG) or any product or service offered by IAG's subsidiaries and does not take into account the financial situation, investment objectives or particular needs of any person. It is not intended to be relied upon as advice to investors or potential investors, and does not contain all information relevant or necessary for an investment decision. No recommendation is made as to how investors should make an investment decision. Investors must rely on their own examination of IAG, including the merits and risks involved, and should consult with their own professional advisers in connection with any acquisition of securities. This presentation should be read in conjunction with IAG's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange which are also available at www.iag.com.au.

No representation or warranty, express or implied, is made as to the currency, accuracy, adequacy, completeness or reliability of any statements, estimates or opinions, or the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects or returns contained in, or implied by, this presentation. To the maximum extent permitted by law, IAG, its subsidiaries and their respective directors, officers, employees, agents and advisers disclaim all liability and responsibility for any direct or indirect loss, costs or damage which may be suffered by any recipient through use of or reliance on anything contained in, implied by or omitted from this presentation.

To the extent that certain statements contained in this presentation may constitute "forward-looking statements" or statements about "future matters", the information reflects IAG's intent, belief or expectations at the date of this presentation. Any forward-looking statements, including projections, guidance on future revenues, earnings and estimates, are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Forward-looking statements involve known and unknown risks, uncertainties, assumptions, contingencies and other factors (many of which are beyond the control of IAG and its directors, officers, employees, agents and advisers) that may cause IAG's actual results, performance or achievements to differ materially from any future results, performance or achievements predicted, expressed or implied by these forward-looking statements. Subject to any legal or regulatory obligations, IAG disclaims any obligation or undertaking to release any updates or revisions to the information in this presentation to reflect any change in expectations or assumptions.

Any forward-looking statements, opinions and estimates in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Neither IAG, nor any other person, gives any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur and IAG assumes no obligation to update such information. In addition, past performance is no guarantee or indication of future performance.

This presentation is not, and does not constitute, an invitation, solicitation, recommendation or offer to issue or sell securities or other financial products in any jurisdiction. This presentation may not be reproduced or published, in whole or in part, for any purpose without the prior written permission of IAG.

Local currencies have been used where possible. Prevailing exchange rates have been used to convert local currency amounts into Australian dollars, where appropriate.

All references starting with "1H" refer to the six months ended 31 December, being the first half of IAG's financial year. For example, "1H15" refers to the six months ended 31 December 2014. All references starting with "2H" refer to the six months ended 30 June, being the second half of IAG's financial year. For example, "2H15" refers to the six months ended 30 June 2015. All references starting with "FY" refer to the financial year ended 30 June. For example, "FY15" refers to the year ended 30 June 2015.

Mike Wilkins, Managing Director & Chief Executive Officer

HIGHLIGHTS

YEAR OF SOUND PERFORMANCE AND KEY STRATEGIC INITIATIVES

SOUND OPERATING PERFORMANCE

- GWP growth of 17%, driven by first-time inclusion of former Wesfarmers business
- Underlying margin in excess of 13% despite tougher commercial market conditions

WESFARMERS INTEGRATION PROGRESSING TO PLAN

- Integration of former Wesfarmers business and move to new Australian operating model progressing to plan
- Pre-tax benefits run rate of ~\$80m exiting FY15

BERKSHIRE HATHAWAY STRATEGIC RELATIONSHIP

- Leverages complementary capabilities in Australia and New Zealand
- Reduced volatility of future earnings via 20% quota share
- Enhanced capital flexibility and diversification

STEADY FY16 OUTLOOK

- Relatively flat GWP growth
- Stable underlying insurance margin expectations

FINANCIAL SUMMARY

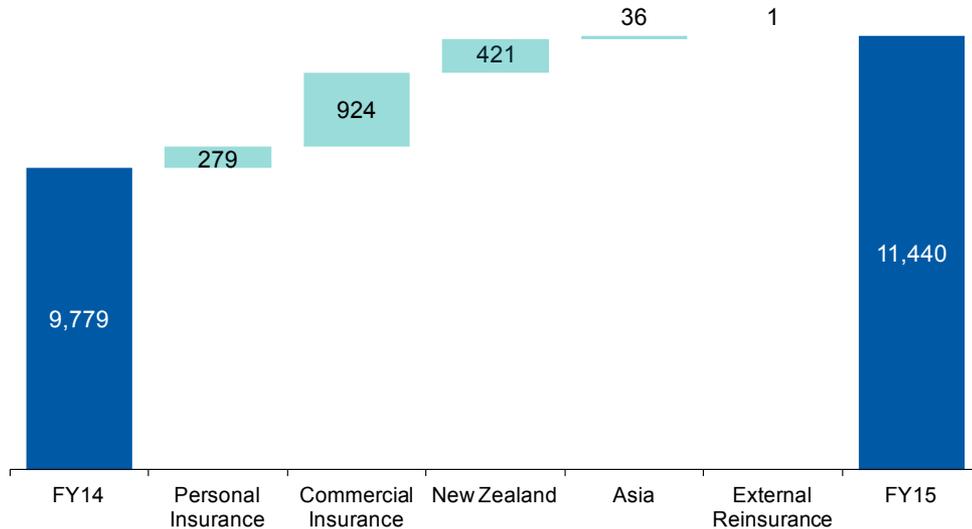
CASH ROE IN EXCESS OF LONG TERM TARGET

	FY14	FY15	CHANGE
GWP (\$M)	9,779	11,440	 17.0%
NET EARNED PREMIUM (\$M)	8,644	10,329	 19.5%
INSURANCE PROFIT (\$M)	1,579	1,103	 30.1%
UNDERLYING MARGIN (%)	14.2	13.1	 110bps
REPORTED MARGIN (%)	18.3	10.7	 760bps
NET PROFIT AFTER TAX (\$M)	1,233	728	 41.0%
CASH EARNINGS (\$M)	1,306	987	 24.4%
DIVIDEND (CPS)	39.0	29.0	 25.6%
CASH ROE (%)	23.0	15.3	 770bps
PCA MULTIPLE	1.72	1.70	 2bps

FY15 GROSS WRITTEN PREMIUM

STRONG GROWTH DRIVEN BY WESFARMERS ACQUISITION

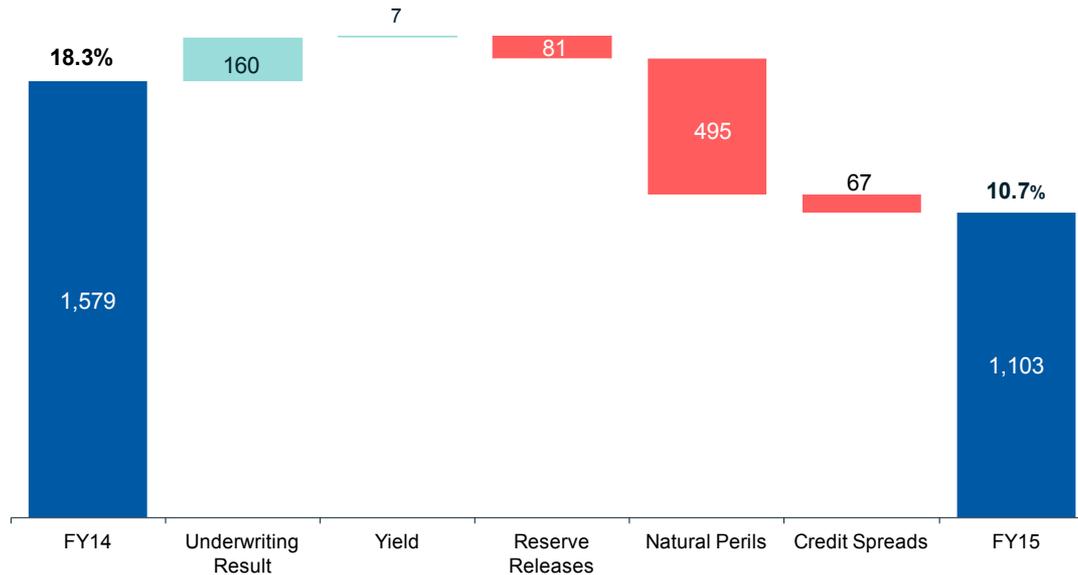
GROSS WRITTEN PREMIUM GROWTH



- Overall growth of 17.0%, relatively consistent across the year
- First-time consolidation of former Wesfarmers business
 - Across three main divisions
 - Attrition remained at upper end of expectations
- Like-for-like GWP relatively flat
 - Solid volume performance in key segments (motor, SME)
 - Limited personal lines rate movements, in low inflationary environment
 - Tougher commercial market conditions
 - Underwriting discipline maintained

FY15 REPORTED INSURANCE MARGIN LOWER OUTCOME FOLLOWING SEVERE PERIL ACTIVITY

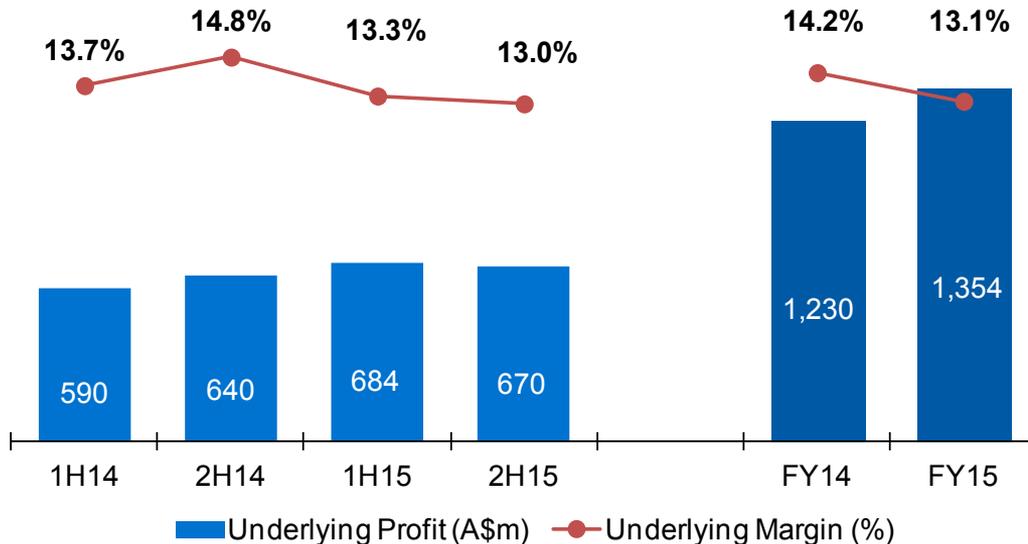
REPORTED INSURANCE MARGIN - FY14 VS FY15



- Higher underlying underwriting result reflects first-time contribution from former Wesfarmers business
- Insurance profit influenced by severe peril outcome
 - Net cost of \$1.048bn, vs \$700m allowance
 - Heightened 2H15 activity, including TC Marcia and east coast low
 - FY15-specific cover (\$150m excess \$700m) fully exhausted
- Lower reserve releases after net earthquake strengthening of ~NZ\$150m
 - February 2011 event above NZ\$4bn

FY15 UNDERLYING MARGIN DELIVERING ON LONG TERM TARGET

UNDERLYING INSURANCE PROFIT / MARGIN



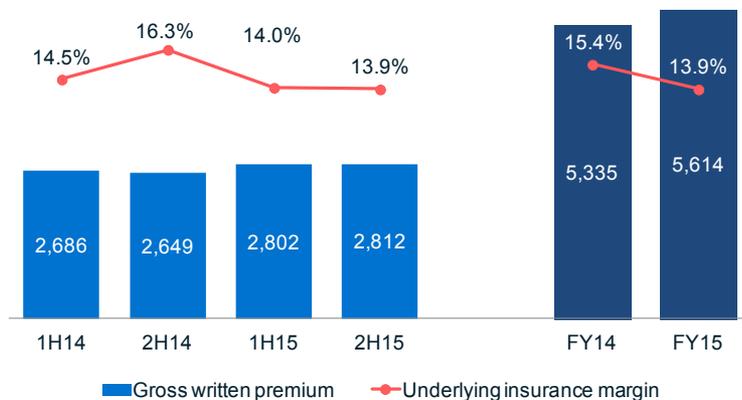
- Underlying margin of 13.1% delivers on 15% cash ROE target
- Slightly lower outcome incorporates combination of:
 - Inclusion of lower margin Wesfarmers business
 - Modest realisation of integration / restructuring benefits (mainly reinsurance)
 - Impact of tougher commercial market conditions
- 2H15 underlying insurance profit consistent with 1H15

PERSONAL INSURANCE

PERFORMING WELL IN LOW GROWTH ENVIRONMENT

KEY METRICS	FY14	FY15	Change
Gross written premium (\$m)	5,335	5,614	+5.2%
Insurance result (\$m)	1,016	788	-22.4%
Underlying margin (%)	15.4	13.9	-150bps
Reported margin (%)	21.4	15.9	-550bps

GWP (\$M) / UNDERLYING INSURANCE MARGIN (%)



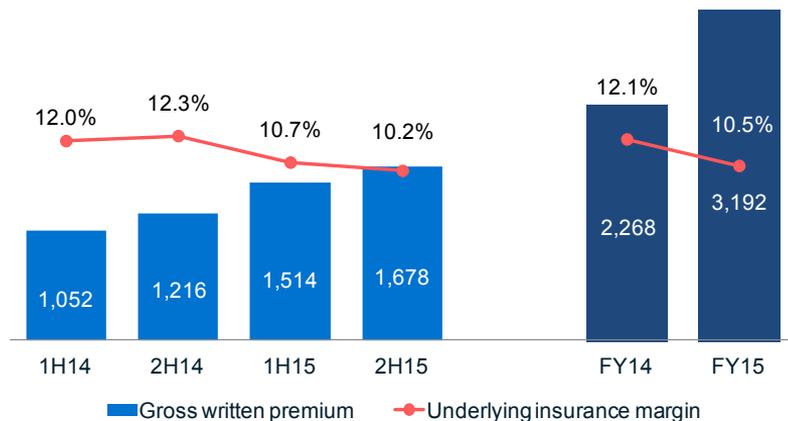
- GWP growth of 5.2%, embracing:
 - First input from former Wesfarmers volumes
 - Relative absence of cost pressures
 - Sound volume growth from motor
 - Strong growth from Coles business, off a small base
 - Lower CTP – Queensland exit, competition in ACT
- Strong underlying profitability – inclusion of lower margin Wesfarmers volumes
- Lower reported margin reflects higher natural perils impact, partially offset by higher CTP releases
- Growing NSW CTP pressures – frequency and legal representation
- Strong performance and market position to be maintained, on full suite of personal lines offerings

COMMERCIAL INSURANCE

SOUND PERFORMANCE IN SOFTER MARKET

KEY METRICS	FY14	FY15	CHANGE
Gross written premium (\$m)	2,268	3,192	+40.7%
Insurance result (\$m)	371	93	-74.9%
Underlying margin (%)	12.1	10.5	-160bps
Reported margin (%)	18.3	3.0	-1530bps

GWP (\$M) / UNDERLYING INSURANCE MARGIN (%)

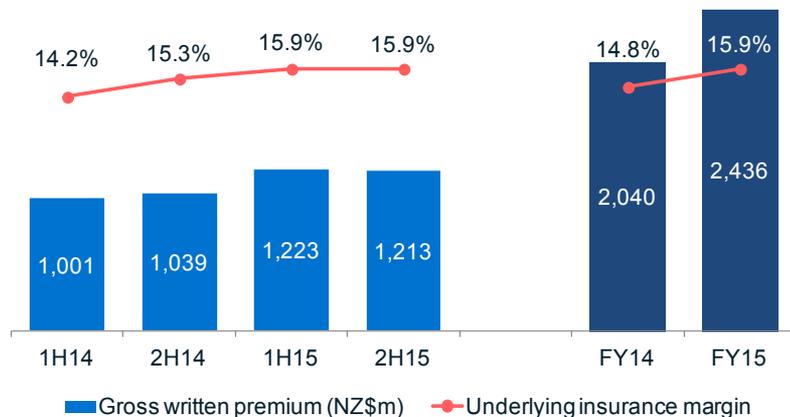


- GWP growth of over 40%, driven by first-time inclusion of former Wesfarmers business
- Softer commercial market conditions
 - Modest contraction in like-for-like GWP
 - Volumes in SME remained strong
- Underlying double digit margin sustained
 - Inclusion of lower margin former Wesfarmers business
 - Modest integration benefits, in line with plan
 - Underwriting disciplines maintained
- Low reported margin reflects severe peril incidence and lower reserve releases
- Challenging market conditions in FY16 to be offset by further integration / new operating model benefits

NEW ZEALAND STRONG UNDERLYING PERFORMANCE MAINTAINED

KEY METRICS	FY14	FY15	CHANGE
Gross written premium (\$m)	1,846	2,267	+22.8%
Insurance result (\$m)	180	216	+20.0%
Underlying margin (%)	14.8	15.9	+110bps
Reported margin (%)	11.5	10.8	-70bps

GWP (NZ\$m) / UNDERLYING INSURANCE MARGIN (%)



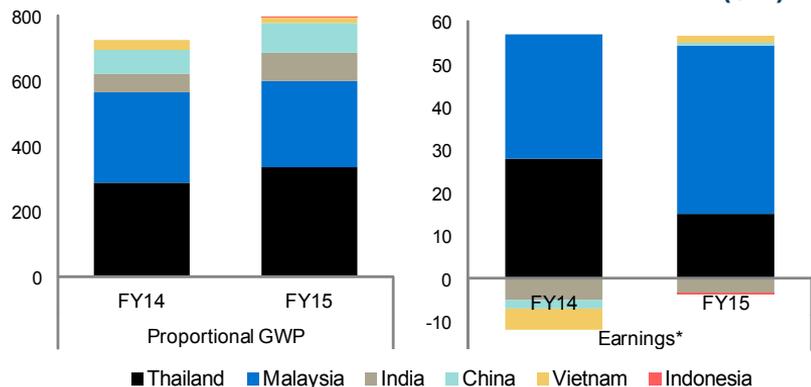
- Local currency GWP growth of over 19%, driven by addition of Lumley Insurance
 - Reported growth of ~23% after favourable FX effect
- Like-for-like GWP down slightly
 - Softer commercial market conditions
 - Solid growth in direct personal lines
- Strong underlying operating performance
- Reported margin of 10.8% includes ~NZ\$150m earthquake-related reserve strengthening
 - February 2011 event above reinsurance cover
 - Primarily driven by EQC claims
 - NZ\$4.5bn of claims settled, 78% by number
- Expected maintenance of strong underlying performance in competitive environment

ASIA

IMPROVED CONTRIBUTION

KEY METRICS (\$m)	FY14	FY15	CHANGE
Gross GWP pool	1,475	1,669	+13.2%
Proportional GWP	725	794	+9.5%
Total divisional result	14	21	+50.0%
Group investment	832	893	+7.3%

FINANCIAL CONTRIBUTION BY COUNTRY (\$M)



* Before regional support and development costs

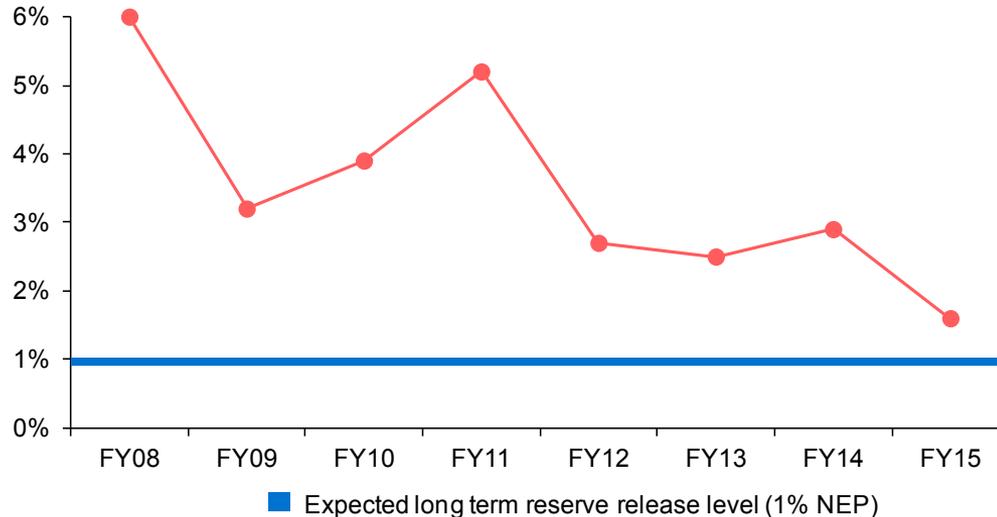
- Proportional GWP growth of 9.5%
 - Resumption of growth in Thailand
 - Continued strong growth in India
 - Participation in gross pool of nearly \$1.7bn
- Improved earnings contribution
 - Established businesses (Thailand, Malaysia) continuing to perform well
 - Developing businesses (India, China, Vietnam, Indonesia) collectively close to breakeven
- Small presence established in Indonesia
- \$60m writedown of investment in China
 - Investigating opportunities to gain national presence
- Further operational progress expected in FY16

Nick Hawkins, Chief Financial Officer

RESERVE RELEASES

CTP RELEASES OFFSET BY EARTHQUAKE STRENGTHENING

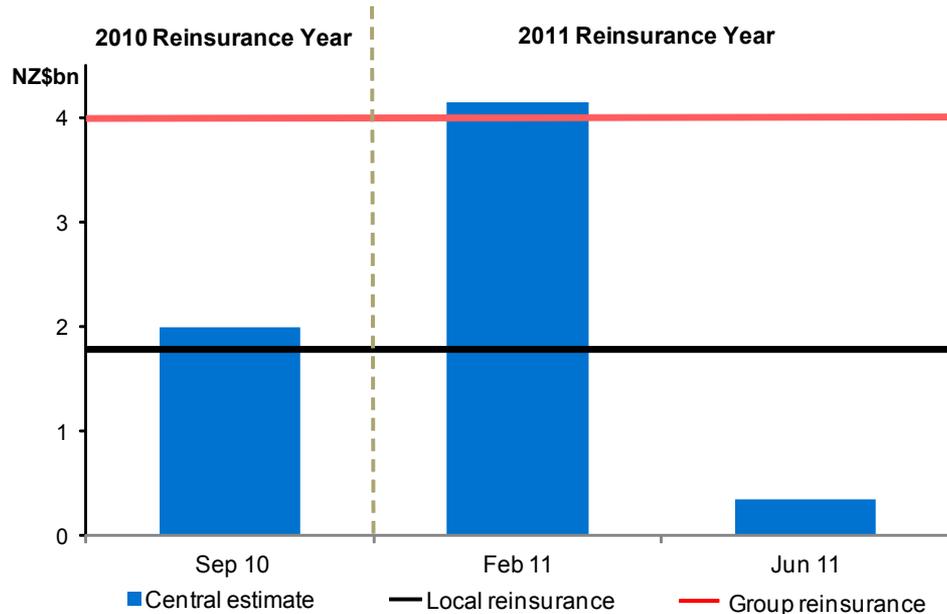
GROUP RESERVE RELEASES (% NEP)



- Lower FY15 net reserve releases of \$167m (FY14: \$248m)
 - Equivalent to 1.6% of NEP (FY14: 2.9%)
 - Higher than expected releases from Australian long tail classes, notably CTP
 - New Zealand earthquake strengthening in 2H15, above reinsurance cover
- Reserve release expectation of at least 1% of NEP for FY16
- Long term expectation remains recurring reserve releases of 1% of NEP

NEW ZEALAND EARTHQUAKE RESERVING ON RISK FOR FEBRUARY 2011 EVENT

FY11 CANTERBURY EARTHQUAKE EVENTS

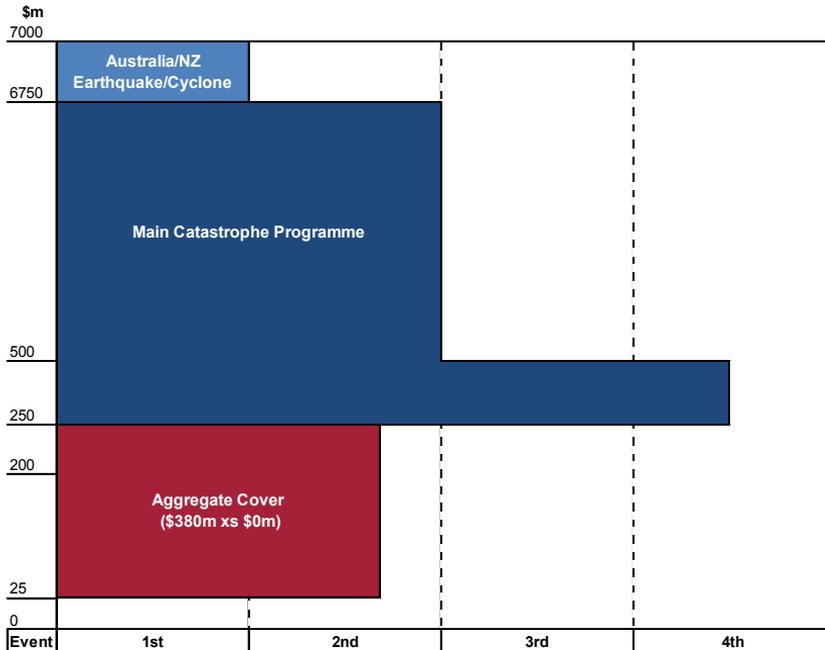


- NZ\$950m gross reserve strengthening at end of 1H15, primarily driven by:
 - Further household claims above EQC NZ\$100,000 limit
 - Increased forecast repair and rebuild costs
 - Series of adverse court judgements
- Further strengthening at 2H15
 - February 2011 event now above NZ\$4bn reinsurance cover
- Lower effective tax rate, driven by recoveries falling to Singapore-based captive

CATASTROPHE REINSURANCE

STRONG POSITION ENTERING 1H16

2015 CATASTROPHE PROGRAMME – AT 30 JUNE

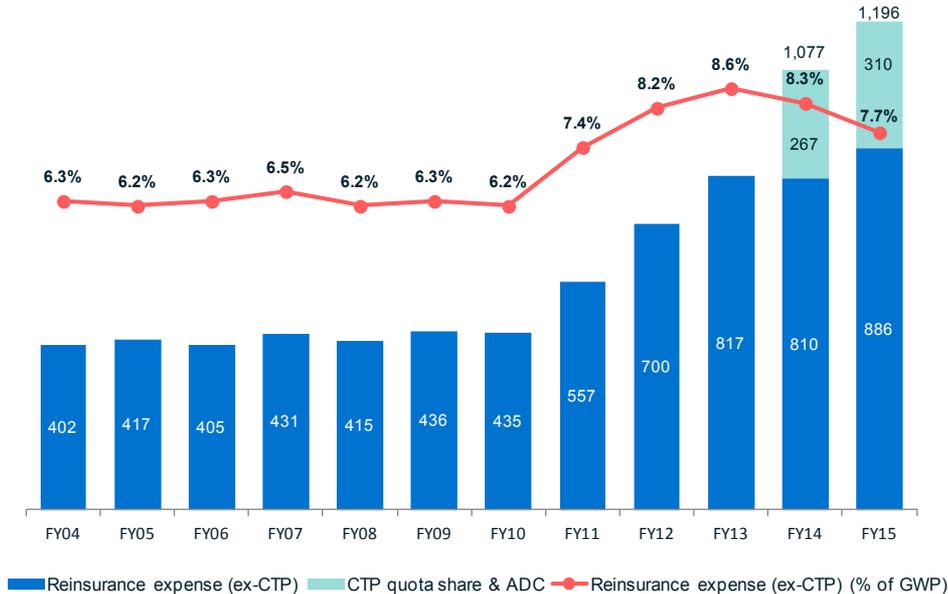


- Group maximum event retention (MER) of \$25m at 30 June 2015
 - Reduces to \$20m, after Berkshire Hathaway quota share effect
- Very strong position in 1H16 owing to status of aggregate cover
 - Deductible fully eroded
 - \$380m of protection available (pre-quota share)
- Additional FY16 natural perils cover of \$80m excess \$680m
- Strong counter-party risk profile
 - 89% 'A+' or better

REINSURANCE EXPENSE

WESFARMERS-RELATED SYNERGIES REALISED

REINSURANCE EXPENSE

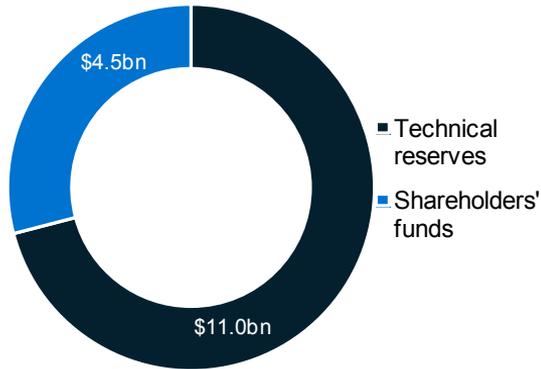


- Higher reinsurance expense from net effect of:
 - Inclusion of former Wesfarmers business
 - Realisation of related synergies from 1 January 2015 catastrophe renewal
 - One-off CTP adverse development cover (ADC) impact
 - Favourable catastrophe renewal rates
- Reinsurance expense ratio (ex-CTP) down to 7.7% of GWP (7.2% in 2H15)
- Stabilisation of market conditions expected over coming year

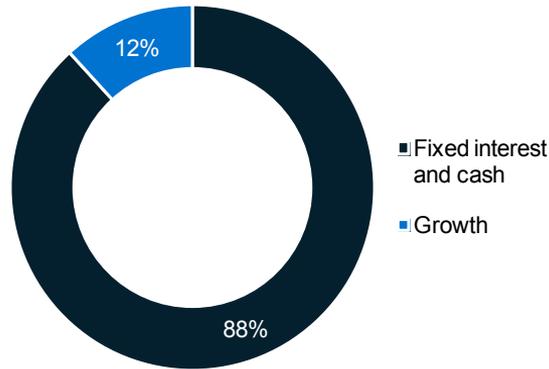
INVESTMENT PORTFOLIO

CONSERVATIVE MIX AND HIGH CREDIT QUALITY

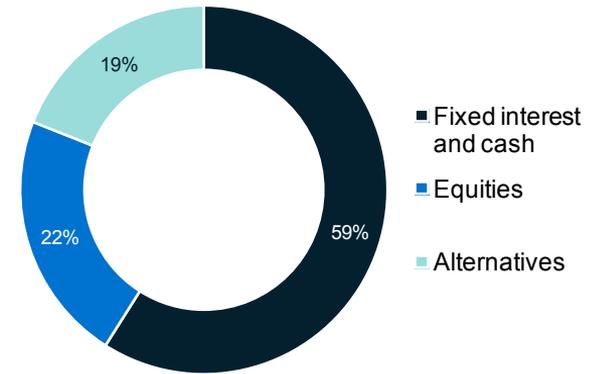
TOTAL INVESTMENTS \$15.5BN



GROUP ASSET ALLOCATION



SHAREHOLDERS' FUNDS



- Two distinct pools and strategies:
 - Technical reserves (backing insurance liabilities) 100% fixed interest and cash
 - Shareholders' funds a mix of growth assets and fixed interest

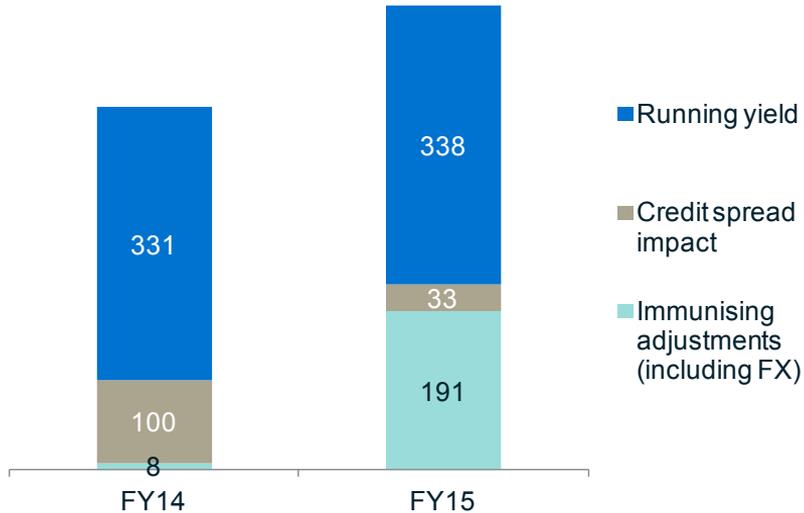
- Overall investment allocation remains conservatively positioned
- Strong credit quality – 81% of fixed interest and cash 'AA' or higher

- Growth assets weighting of 41% (1H15: 36%)
- Includes \$0.5bn from equity placement to Berkshire Hathaway

INVESTMENT RETURNS

MORE MODEST LOCAL EQUITY MARKET RETURN

TECHNICAL RESERVES INCOME (\$M)



TECHNICAL RESERVES RETURNS

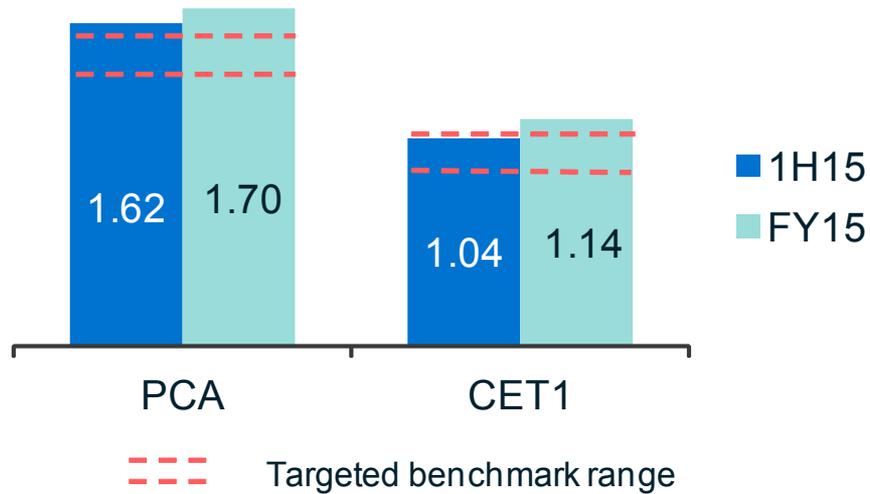
- Increased return of \$562m (FY14: \$439m)
 - Unrealised capital gain of \$167m (FY14: \$56m)
 - Lower credit spread benefit, with modest widening in 2H15
 - Favourable FX effect of \$24m, mainly on earthquake reinsurance recoveries
 - Slightly lower average running yield
 - 3-4 year duration aligned to insurance liabilities

SHAREHOLDERS' FUNDS RETURNS

- Lower income of \$223m (FY14: \$396m)
 - More modest Australian equity market return
 - Stronger performances from international equities and alternative investments
 - Lower average funds

REGULATORY CAPITAL STRONG POSITION MAINTAINED

PCA / CET1 MULTIPLES

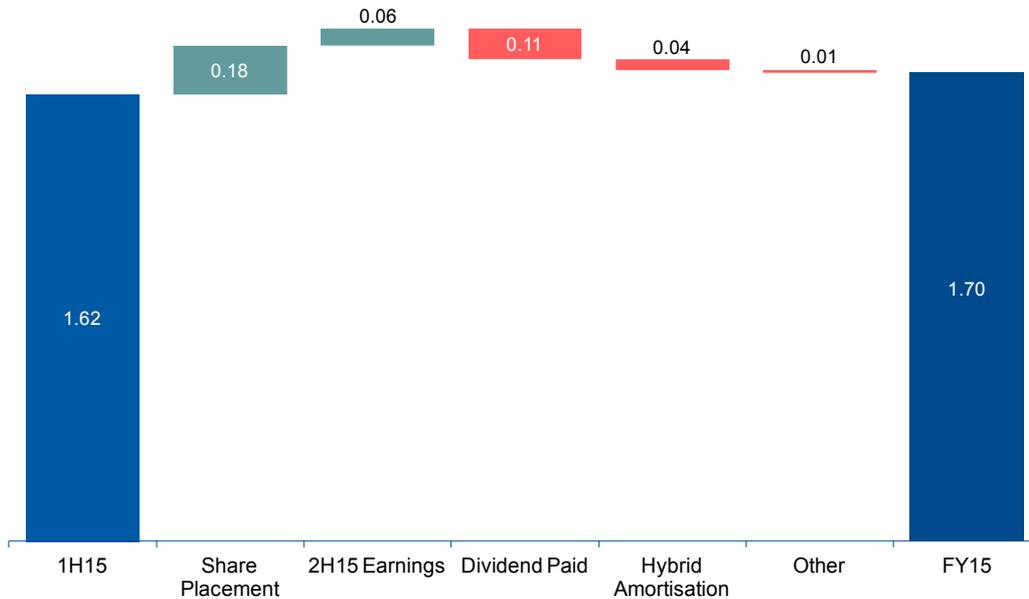


- Strong capital position, above long term benchmarks:
 - PCA target multiple 1.4-1.6
 - CET1 target multiple 0.9-1.1
- Post-dividend multiples within target ranges:
 - PCA 1.56
 - CET1 1.00

REGULATORY CAPITAL

SIGNIFICANT QUOTA SHARE BENEFIT IN FY16

PCA MOVEMENT SINCE 31 DECEMBER 2014

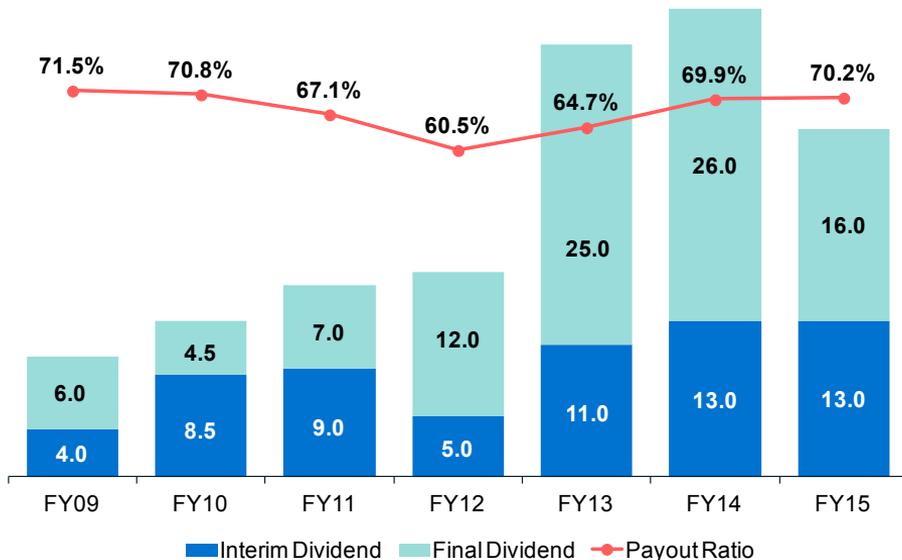


- Modest net effect of Berkshire Hathaway quota share to date, from:
 - Lower insurance risk charge
 - Reduction of excess technical provisions
- Significant benefit expected in FY16
 - Reduced reinsurance cover effect
- Short to medium term positive influences:
 - Utilisation of earthquake-related tax losses
 - Progressive debt / hybrid refinancing
 - Strong reinsurance protection in 1H16

DIVIDEND

FULL YEAR CASH PAYOUT RATIO OF ~70%

DIVIDEND HISTORY



- Payout policy remains 50-70% of full year cash earnings
- FY15 cash earnings of \$987m, after adjustment for:
 - Increased amortisation of \$90m, owing to Wesfarmers-related intangibles
 - \$60m impairment of investment in Bohai Insurance
 - \$109m of post-tax restructuring costs from Wesfarmers integration and new operating model
- Fully franked final dividend of 16 cents
 - Full year payout of 29 cents (FY14: 39¢)
 - Equivalent to 70.2% of FY15 cash earnings
- Post-dividend capacity to fully frank further distributions of over \$870m (~36¢ per share)

Mike Wilkins, Managing Director & Chief Executive Officer

STRATEGIC PRIORITIES

ASIAN GROWTH OPPORTUNITY, IAG LABS

OUR STRATEGY

To deliver great customer experiences by leveraging our market leadership to create value for our customers, people, partners, shareholders and the community

OUR LONG TERM FINANCIAL TARGETS

ROE \geq 1.5 x WACC

Top quartile TSR

OUR STRATEGIC PRIORITIES

Maintain market leading position in personal and commercial insurance in Australia and New Zealand

Grow Asian footprint and its earnings contribution

Accelerate digital transformation

Create deeper customer insights and an agile response

FY16 GUIDANCE

STRONG PROFITABILITY EXPECTED TO BE MAINTAINED

FY16 GUIDANCE

GWP growth	Relatively flat
Reported insurance margin	14.0-16.0%

- Low growth environment, including continuation of soft commercial market conditions
- Offsetting further realisation of Wesfarmers integration / new operating model benefits
- Favourable reported margin effect from quota share of >200bps
- Underlying profitability similar to FY15

FY16 ASSUMPTIONS

- Net losses from natural perils of \$600m (after allowance for the quota share effect)
- Reserve releases of at least 1% of NEP
- No material movement in foreign exchange rates or investment markets

We help make your world a safer place

AUSTRALIA



SGIO



RACV¹



swann insurance



coles Insurance²

NEW ZEALAND

STATE



Lumley Insurance

ASIA



ASURANSI PAROLAMAS⁸

100% owned unless indicated.

1 IAG's short tail personal insurance products are distributed in Victoria under the RACV brand, via a distribution relationship and underwriting joint venture with RACV. These products are distributed by RACV and manufactured by Insurance Manufacturers of Australia Pty Limited (IMA), which is 70% owned by IAG and 30% by RACV.

2 IAG owns 100% of WFI Insurance Ltd (WFI), the underwriter of general insurance products under the Coles Insurance brand. These products are distributed by Coles under an authorised representative agreement with WFI.

3 IAG holds a 98.6% beneficial interest in Safety Insurance, based in Thailand, which trades under the Safety and NZI brands.

4 IAG owns 49% of the general insurance arm of Malaysian-based AmBank Group, AmGeneral Holdings Berhad (AmGeneral), which trades under the AmAssurance and Kurnia brands.

5 IAG owns 26% of SBI General Insurance Company, a joint venture with State Bank of India.

6 IAG owns 20% of Bohai Property Insurance Company Ltd, based in China.

7 IAG owns 63.17% of AAA Assurance Corporation, based in Vietnam.

8 IAG owns 80% of PT Asuransi Parolamas, based in Indonesia.

All ownership percentages are as at 30 June 2015.

APPENDIX - GROUP RESULTS

	1H14	2H14	1H15	2H15	FY14	FY15
	A\$m	A\$m	A\$m	A\$m	A\$m	A\$m
GROUP RESULTS						
Gross written premium	4,786	4,993	5,603	5,837	9,779	11,440
Gross earned premium	4,885	4,836	5,805	5,720	9,721	11,525
Reinsurance expense	(565)	(512)	(651)	(545)	(1,077)	(1,196)
Net earned premium	4,320	4,324	5,154	5,175	8,644	10,329
Net claims expense	(2,508)	(2,693)	(3,481)	(3,460)	(5,201)	(6,941)
Commission expense	(400)	(411)	(518)	(516)	(811)	(1,034)
Underwriting expense	(741)	(751)	(889)	(924)	(1,492)	(1,813)
Underwriting profit	671	469	266	275	1,140	541
Investment income on technical reserves	87	352	427	135	439	562
Insurance profit	758	821	693	410	1,579	1,103
Net corporate expense	(1)	(67)	(44)	(111)	(68)	(155)
Interest	(47)	(51)	(52)	(55)	(98)	(107)
Profit from fee based business	12	-	10	9	12	19
Share of profit/(loss) from associates	(3)	5	9	7	2	16
Investment income on shareholders' funds	233	163	137	86	396	223
Profit before income tax and amortisation	952	871	753	346	1,823	1,099
Income tax expense	(266)	(206)	(68)	(51)	(472)	(119)
Profit after income tax (before amortisation)	686	665	685	295	1,351	980
Non-controlling interests	(34)	(63)	(63)	(39)	(97)	(102)
Profit after income tax and non-controlling interests (before amortisation)	652	602	622	256	1,254	878
Amortisation and impairment	(10)	(11)	(43)	(107)	(21)	(150)
Profit attributable to IAG shareholders	642	591	579	149	1,233	728

APPENDIX - GROUP RATIOS & KEY METRICS

Insurance Ratios	1H14	2H14	1H15	2H15	FY14	FY15
Loss ratio	58.1%	62.3%	67.5%	66.9%	60.2%	67.2%
Immunised loss ratio	60.9%	59.3%	63.7%	67.0%	60.1%	65.3%
Expense ratio	26.5%	26.9%	27.3%	27.9%	26.7%	27.6%
Commission ratio	9.3%	9.5%	10.1%	10.0%	9.4%	10.0%
Administration ratio	17.2%	17.4%	17.2%	17.9%	17.3%	17.6%
Combined ratio	84.6%	89.2%	94.8%	94.8%	86.9%	94.8%
Immunised combined ratio	87.4%	86.2%	91.0%	94.9%	86.8%	92.9%
Insurance margin	17.5%	19.0%	13.4%	7.9%	18.3%	10.7%

Key Financial Metrics	1H14	2H14	1H15	2H15	FY14	FY15
Reported ROE (average equity) (% pa)	26.4%	18.5%	17.6%	4.6%	21.7%	11.3%
Cash ROE (average equity) (% pa)	26.8%	20.4%	19.8%	10.3%	23.0%	15.3%
Basic EPS (cents)	30.88	25.48	24.87	6.38	56.09	31.22
Diluted EPS (cents)	29.56	24.32	24.08	6.51	53.62	30.45
Cash EPS (cents)	31.41	28.16	28.05	14.30	59.41	42.33
DPS (cents)	13.00	26.00	13.00	16.00	39.00	29.00
Probability of adequacy	90%	90%	90%	90%	90%	90%
NTA backing per ordinary share (\$)	1.78	1.27	1.28	1.34	1.27	1.34
PCA multiple	2.31	1.72	1.62	1.70	1.72	1.70

APPENDIX – DIVISIONAL PERFORMANCE

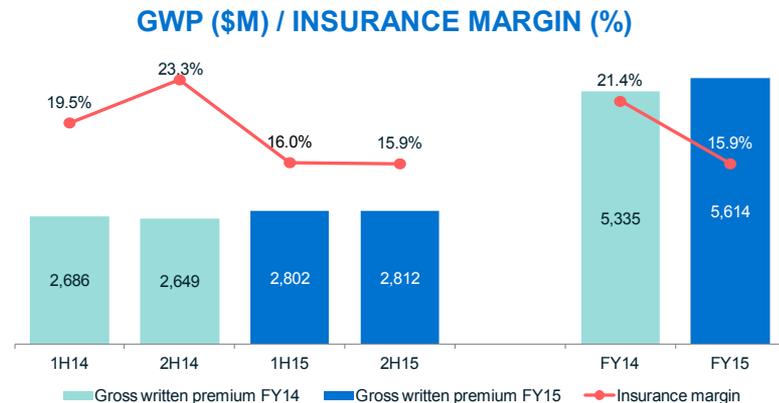
DIVISION	FY14				FY15			
	GWP		INSURANCE MARGIN		GWP		INSURANCE MARGIN	
	Reported	Growth	Reported	Underlying	Reported	Growth	Reported	Underlying
	A\$m	%	%	%	A\$m	%	%	%
Personal Insurance	5,335	n/a ¹	21.4	15.4	5,614	5.2	15.9	13.9
Commercial Insurance	2,268	n/a ¹	18.3	12.1	3,192	40.7	3.0	10.5
New Zealand	1,846	17.2	11.5	14.8	2,267	22.8	10.8	15.9
Asia	317	7.5	nm	nm	353	11.4	nm	nm
Corporate & Other	13	nm	nm	nm	14	nm	nm	nm
Total Group	9,779	3.0	18.3	14.2	11,440	17.0	10.7	13.1

¹Comparative GWP figures unavailable following move to new Australian reporting structure on 1 July 2014.

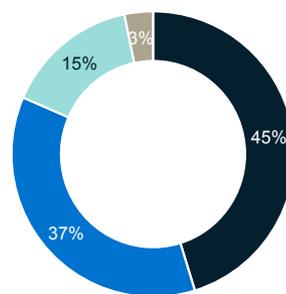
APPENDIX – PERSONAL INSURANCE

PERSONAL INSURANCE RESULTS	1H14	2H14	1H15	2H15	FY14	FY15
	\$m	\$m	\$m	\$m	\$m	\$m
Gross written premium	2,686	2,649	2,802	2,812	5,335	5,614
Gross earned premium	2,732	2,663	2,814	2,780	5,395	5,594
Reinsurance expense	(334)	(303)	(365)	(279)	(637)	(644)
Net earned premium	2,398	2,360	2,449	2,501	4,758	4,950
Net claims expense	(1,527)	(1,525)	(1,755)	(1,628)	(3,052)	(3,383)
Commission expense	(123)	(127)	(129)	(132)	(250)	(261)
Underwriting expense	(364)	(379)	(388)	(413)	(743)	(801)
Underwriting profit	384	329	177	328	713	505
Investment income on technical reserves	83	220	214	69	303	283
Insurance profit	467	549	391	397	1,016	788

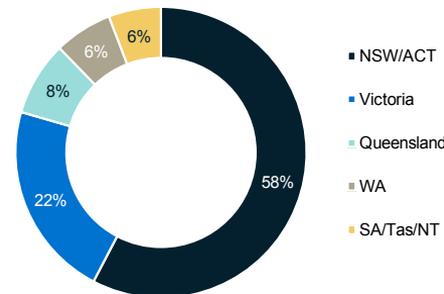
Insurance Ratios	1H14	2H14	1H15	2H15	FY14	FY15
Loss ratio	63.7%	64.6%	71.7%	65.1%	64.1%	68.3%
Immunised loss ratio	65.3%	61.8%	68.0%	65.3%	63.5%	66.6%
Expense ratio	20.3%	21.5%	21.1%	21.8%	20.9%	21.5%
Commission ratio	5.1%	5.4%	5.3%	5.3%	5.3%	5.3%
Administration ratio	15.2%	16.1%	15.8%	16.5%	15.6%	16.2%
Combined ratio	84.0%	86.1%	92.8%	86.9%	85.0%	89.8%
Immunised combined ratio	85.6%	83.3%	89.1%	87.1%	84.4%	88.1%
Insurance margin	19.5%	23.3%	16.0%	15.9%	21.4%	15.9%



FY15 GWP BY CLASS



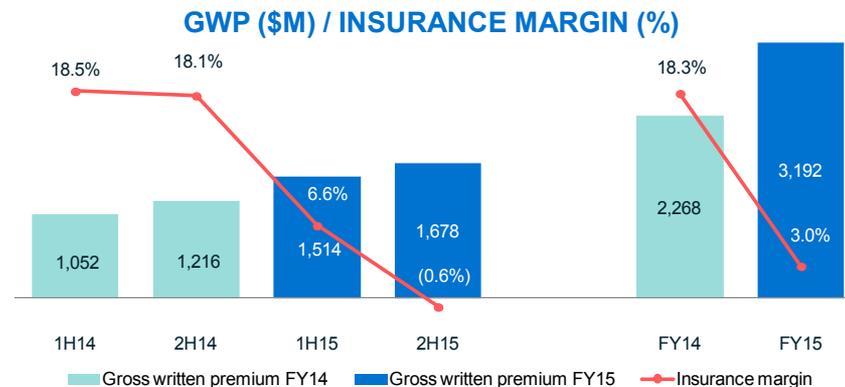
FY15 GWP BY STATE



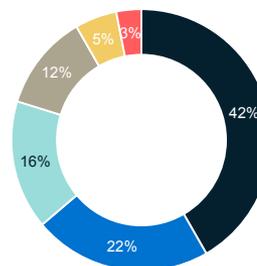
APPENDIX – COMMERCIAL INSURANCE

COMMERCIAL INSURANCE RESULTS	1H14	2H14	1H15	2H15	FY14	FY15
	\$m	\$m	\$m	\$m	\$m	\$m
Gross written premium	1,052	1,216	1,514	1,678	2,268	3,192
Gross earned premium	1,099	1,076	1,673	1,594	2,175	3,267
Reinsurance expense	(70)	(75)	(122)	(90)	(145)	(212)
Net earned premium	1,029	1,001	1,551	1,504	2,030	3,055
Net claims expense	(506)	(587)	(1,099)	(1,024)	(1,093)	(2,123)
Commission expense	(157)	(157)	(229)	(221)	(314)	(450)
Underwriting expense	(210)	(202)	(301)	(291)	(412)	(592)
Underwriting profit/(loss)	156	55	(78)	(32)	211	(110)
Investment income on technical reserves	34	126	180	23	160	203
Insurance profit/(loss)	190	181	102	(9)	371	93
Profit/(loss) from fee based business	11	(2)	9	7	9	16
Total divisional result	201	179	111	(2)	380	109

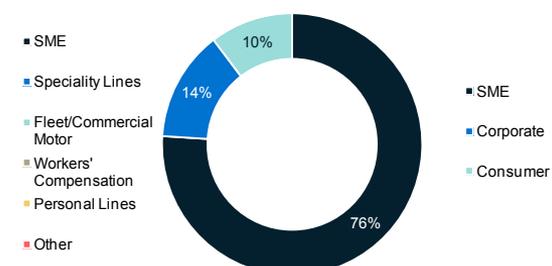
Insurance Ratios	1H14	2H14	1H15	2H15	FY14	FY15
Loss ratio	49.2%	58.6%	70.9%	68.1%	53.8%	69.5%
Immunised loss ratio	52.9%	51.4%	64.3%	69.8%	52.2%	67.0%
Expense ratio	35.7%	35.9%	34.2%	34.0%	35.8%	34.1%
Commission ratio	15.3%	15.7%	14.8%	14.7%	15.5%	14.7%
Administration ratio	20.4%	20.2%	19.4%	19.3%	20.3%	19.4%
Combined ratio	84.9%	94.5%	105.1%	102.1%	89.6%	103.6%
Immunised combined ratio	88.6%	87.3%	98.5%	103.8%	88.0%	101.1%
Insurance margin	18.5%	18.1%	6.6%	(0.6%)	18.3%	3.0%



FY15 GWP BY CLASS



FY15 GWP BY SEGMENT

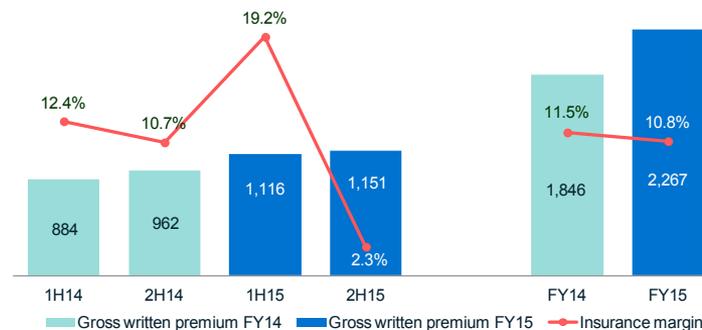


APPENDIX – NEW ZEALAND

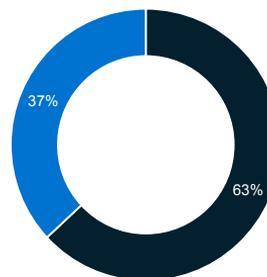
	1H14	2H14	1H15	2H15	FY14	FY15
	\$m	\$m	\$m	\$m	\$m	\$m
NEW ZEALAND RESULTS						
Gross written premium	884	962	1,116	1,151	1,846	2,267
Gross earned premium	880	936	1,148	1,151	1,816	2,299
Reinsurance expense	(140)	(117)	(143)	(151)	(257)	(294)
Net earned premium	740	819	1,005	1,000	1,559	2,005
Net claims expense	(387)	(505)	(538)	(701)	(892)	(1,239)
Commission expense	(82)	(86)	(121)	(121)	(168)	(242)
Underwriting expense	(147)	(146)	(178)	(192)	(293)	(370)
Underwriting profit/(loss)	124	82	168	(14)	206	154
Investment income on technical reserves	(32)	6	25	37	(26)	62
Insurance profit	92	88	193	23	180	216
Profit from fee based business	1	2	2	2	3	4
Total divisional result	93	90	195	25	183	220

Insurance Ratios	1H14	2H14	1H15	2H15	FY14	FY15
Loss ratio	52.3%	61.7%	53.5%	70.1%	57.2%	61.8%
Immunised loss ratio	58.5%	62.4%	53.4%	68.0%	60.5%	60.7%
Expense ratio	31.0%	28.3%	29.7%	31.3%	29.6%	30.6%
Commission ratio	11.1%	10.5%	12.0%	12.1%	10.8%	12.1%
Administration ratio	19.9%	17.8%	17.7%	19.2%	18.8%	18.5%
Combined ratio	83.3%	90.0%	83.2%	101.4%	86.8%	92.4%
Immunised combined ratio	89.5%	90.7%	83.1%	99.3%	90.1%	91.3%
Insurance margin	12.4%	10.7%	19.2%	2.3%	11.5%	10.8%

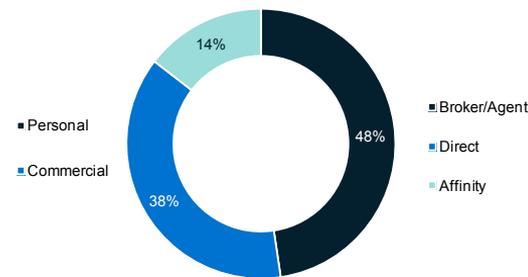
GWP (\$M) / INSURANCE MARGIN (%)



FY15 GWP BY CLASS



FY15 GWP BY CHANNEL



APPENDIX – ASIA

	1H14	2H14	1H15	2H15	FY14	FY15
	\$m	\$m	\$m	\$m	\$m	\$m
ASIA RESULTS						
Gross written premium	154	163	164	189	317	353
Gross earned premium	167	155	163	187	322	350
Reinsurance expense	(18)	(16)	(19)	(22)	(34)	(41)
Net earned premium	149	139	144	165	288	309
Net claims expense	(84)	(76)	(84)	(106)	(160)	(190)
Commission expense	(37)	(39)	(37)	(41)	(76)	(78)
Underwriting expense	(20)	(23)	(22)	(27)	(43)	(49)
Underwriting profit/(loss)	8	1	1	(9)	9	(8)
Investment income on technical reserves	2	1	7	6	3	13
Insurance profit/(loss)	10	2	8	(3)	12	5
Share of profit/(loss) from associates	(3)	5	9	7	2	16
Total divisional result	7	7	17	4	14	21

IAG ASIA GWP FY15 - PROPORTIONAL BASIS

