

# FIVE YEAR FINANCIAL SUMMARY

	2016	2015	2014	2013	2012 <sup>(a)</sup>
	\$m	\$m	\$m	\$m	\$m
Gross written premium	<b>11,367</b>	11,440	9,779	9,498	8,495
Premium revenue	<b>11,411</b>	11,525	9,721	9,135	8,046
Outwards reinsurance premium expense	<b>(3,183)</b>	(1,196)	(1,077)	(817)	(700)
Net premium revenue	<b>8,228</b>	10,329	8,644	8,318	7,346
Net claims expense	<b>(5,397)</b>	(6,941)	(5,201)	(4,982)	(5,421)
Underwriting expenses	<b>(2,116)</b>	(2,847)	(2,303)	(2,178)	(1,994)
Underwriting profit/(loss) <sup>(b)</sup>	<b>715</b>	541	1,140	1,158	(69)
Net investment income on assets backing insurance liabilities	<b>463</b>	562	439	270	914
Management reported insurance profit <sup>(b)</sup>	<b>1,178</b>	1,103	1,579	1,428	845
Net investment income from shareholders' funds	<b>97</b>	223	396	347	89
Other income	<b>204</b>	187	199	175	164
Share of net profit/(loss) of associates <sup>(c)</sup>	<b>17</b>	6	(8)	(29)	(13)
Finance costs	<b>(99)</b>	(107)	(98)	(95)	(97)
Corporate and administration expenses <sup>(d)</sup>	<b>(423)</b>	(383)	(255)	(208)	(205)
Amortisation expense and impairment charges of acquired intangible assets and goodwill	<b>(54)</b>	(80)	(11)	(25)	(20)
Profit before income tax	<b>920</b>	949	1,802	1,593	763
Income tax expense	<b>(218)</b>	(119)	(472)	(424)	(177)
Profit after tax from continuing operations	<b>702</b>	830	1,330	1,169	586
(Loss) after tax from discontinued operation	-	-	-	(287)	(321)
Net profit attributable to non-controlling interests	<b>(77)</b>	(102)	(97)	(106)	(58)
Net profit attributable to IAG shareholders	<b>625</b>	728	1,233	776	207
Ordinary shareholders' equity (\$ million)	<b>6,563</b>	6,817	6,568	4,786	4,343
Total assets (\$ million) <sup>(e)</sup>	<b>30,030</b>	31,402	29,748	24,859	25,132
<b>KEY RATIOS</b>					
Gross written premium growth	<b>(0.6)%</b>	17.0 %	3.0 %	11.8 %	n/a
Loss ratio <sup>(f)</sup>	<b>65.6 %</b>	67.2 %	60.2 %	59.9 %	73.8 %
Expense ratio <sup>(g)</sup>	<b>25.7 %</b>	27.6 %	26.7 %	26.2 %	27.1 %
Combined ratio <sup>(h)</sup>	<b>91.3 %</b>	94.8 %	86.9 %	86.1 %	100.9 %
Insurance margin <sup>(i)</sup>	<b>14.3 %</b>	10.7 %	18.3 %	17.2 %	11.5 %
<b>SHARE INFORMATION</b>					
Dividends per ordinary share - fully franked (cents)	<b>36.00</b>	29.00	39.00	36.00	17.00
Basic earnings per ordinary share (cents)	<b>25.79</b>	31.22	56.09	37.57	10.01
Diluted earnings per ordinary share (cents)	<b>25.34</b>	30.45	53.62	36.44	9.96
Ordinary share price at 30 June (\$) (ASX: IAG)	<b>5.45</b>	5.58	5.84	5.44	3.48
Convertible preference share price at 30 June (\$) (ASX: IAGPC)	<b>101.50</b>	101.60	106.44	101.88	98.10
Reset exchangeable securities price at 30 June (\$) (ASX: IANG)	<b>100.00</b>	103.10	107.00	102.80	99.30
Issued ordinary shares (million)	<b>2,431</b>	2,431	2,341	2,079	2,079
Issued convertible preference shares (million)	<b>4</b>	4	4	4	4
Market capitalisation (ordinary shares) at 30 June (\$ million)	<b>13,249</b>	13,565	13,671	11,310	7,235
Net tangible asset backing per ordinary share (\$) <sup>(e)</sup>	<b>1.30</b>	1.34	1.27	1.38	1.20

(a) The financial information for 2012 has been re-presented to reflect the treatment of the United Kingdom business as a discontinued operation.

(b) A reconciliation between the statutory results to five year financial summary presentation is outlined in the Operating and Financial Review section of the Directors' Report.

(c) Share of net profit/(loss) of associates includes regional support and development costs.

(d) Includes a \$198 million impairment of capitalised software for 2016 and a \$60 million impairment of the investment in Bohai Insurance for 2015.

(e) The financial information for 2014 has been restated to reflect the fair value adjustments to the net assets acquired in respect of the former Wesfarmers business in 2014.

(f) The loss ratio refers to the net claims expense as a percentage of net premium revenue.

(g) The expense ratio refers to underwriting expenses as a percentage of net premium revenue.

(h) The combined ratio refers to the sum of the loss ratio and expense ratio.

(i) Insurance margin is a ratio of insurance profit over net premium revenue.