## FIVE YEAR FINANCIAL SUMMARY

| Year | Gross written premium | Premium revenue | Outward reinsurance premium expense | Net premium revenue | Net claims expense | Underwriting expenses | Underwriting profit/(loss) | Net investment income on assets backing insurance liabilities | Insurance profit/(loss) | Net claims expense | Underwriting expenses | Amortisation expense and impairment charges of acquired intangible assets and goodwill | Net profit/(loss) | Net profit attributable to equity holders of Insurance Australia Group Limited | Ordinary equity holders' equity ($ million) | Total assets ($ million) | PREMIUM GROWTH | Key Ratios | SHARE INFORMATION |
|------|-----------------------|-----------------|-------------------------------------|---------------------|-------------------|---------------------|-------------------------|-----------------------------|------------------------|-----------------|-----------------|-----------------------------|--------------------|-----------------------------------------------------------------|------------------------------------------------|-----------------|-----------------|-----------------|-------------------|------------------|
|      | $m                    | $m              | $m                                  | $m                  | $m                | (b) $m             | $m                      | $m                         | $m                     | $m              | $m              | (c) $m                              | $m                  | (a) The financial information for the 2008 year has been reclassified to provide comparable figures for the segment reporting adopted in 2009. This includes reallocation of corporate expenses and reinsurance to the operating divisions. All financial information prior to 2008 was prepared under IAG’s previous classification. (b) This included an unrealised gain/(loss) on embedded derivatives of ($96 million) for 2010, $27 million for 2009 and $69 million for 2008. (c) This included impairment charges for acquired identifiable intangible assets and goodwill of $150 million for 2011, $87 million for 2010, $18 million for 2009 and $342 million for 2008. (d) Insurance margin is a ratio of insurance profit over net premium revenue. |
| 2011 | 8,050                 | 7,858           | (620)                               | 7,238              | (5,089)           | (1,978)            | 171                     | 489                        | 660                    | 264             | (8)             | (170)                              | (109)              | 338                                                             | 250                        | 22,923          | 3.4 %           | 70.3 %         | 16.00                     | 7.01 |
| 2010 | 7,782                 | 7,621           | (556)                               | 7,065              | (5,072)           | (2,054)            | (61)                     | 554                        | 493                    | 256             | 3               | (113)                              | (65)                | 338                                                             | 91                          | 20,442          | 71.8 %           | 27.3 %         | 13.00                     | 7.00 |
| 2009 | 7,842                 | 7,718           | (485)                               | 7,233              | (5,370)           | (1,228)            | (265)                     | 780                        | 515                    | 403             | 8               | (65)                              | (3)                | 338                                                             | 181                         | 19,360          | 74.2 %           | 29.1 %         | 10.00                     | 7.00 |
| 2008 | 7,793                 | 7,765           | (470)                               | 7,295              | (5,155)           | (1,180)            | (40)                     | 432                        | 392                    | 487             | (3)             | -                  | (101)              | 338                                                             | 240                         | 19,380          | 70.7 %           | 29.4 %         | 22.50                     | 7.10 |
| 2007 | 7,381                 | 7,207           | (464)                               | 6,743              | (4,474)           | (454)              | 407                     | 407                        | 767                    | 463             | 5               | -                  | (55)               | 338                                                             | 552                         | 21,637          | 66.4 %           | 29.9 %         | 29.50                     | 11.40 |

### KEY RATIOS

- **Loss ratio**: 70.3 %
- **Expense ratio**: 27.3 %
- **Combined ratio**: 97.6 %
- **Insurance margin**: 9.1 %

### SHARE INFORMATION

- **Dividends per ordinary share - fully franked (cents)**: 16.00
- **Basic earnings per ordinary share (cents)**: 12.08
- **Ordinary share price at 30 June ($) (ASX: IAG)**: 3.40
- **Reset preference share price at 30 June ($) (ASX: IAGPA)**: 101.01
- **Reset exchangeable securities price at 30 June ($) (ASX: IANG)**: 103.00
- **Issued ordinary shares (million shares)**: 2,079
- **Issued reset preference shares (million shares)**: 4
- **Market capitalisation (ordinary shares) at 30 June ($) (ASX: IAGPA)**: 7,069
- **Net tangible asset backing per ordinary share ($)**: 1.23

### PREMIUM GROWTH

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