

Australian Insurance

Do androids dream of electric sheep - BONUS EDITION

Key Points

- AI driven technology which will change the way customers purchase insurance has just launched in Australia.
- This technology will change the cost of customer acquisition, lifetime value of a customer, customer claiming patterns and reserving requirements.
- Australian Unity was the first Insurer to lean in. We understand another 10+ will follow next calendar year.

Throughout Oct '25, we released a five-part series on the potential influence of AI within the insurance sector. Our analysis noted that, while most stakeholders emphasised cost control and efficiency gains, distribution could experience comparable disruption. Since our last publication, Konkrd (pronounced “conquered”) has entered the Australian market as the nation’s first “Autonomous AI Digital Broker.” It commenced with health insurance, and intends to expand into 12 additional products including home, personal motor, and business insurance within three years.

The difference: AI agents interpret policy terms, benchmark products, and generate personalised advice. Operating across the entire market, they analyse customer requirements, automate administrative tasks, identify exclusions and waiting periods, and incorporate loyalty programs. Price is an outcome, not a goal, unlike aggregators historically.

Things to watch: 1) Loyalty bonuses can be used to cover excesses / out of pockets for claims which should assist customer affordability and retention; 2) "proactive bill watch" could change the lifetime value of a customer, reducing friction and laziness and decreasing customer retention, but also changing claiming trends over the life of a policy; and 3) early insurer adoption indicates a willingness to work with these technologies, which has not occurred previously in Australia.

Who is leaning in? Australian Unity was the first health insurer to partner with Konkrd. We expect another five insurers to join before the next price increase (Apr '26), with a further five anticipated late next calendar year. Looking towards other insurance products, early adopters in home and personal motor insurance could surprise investors when announced throughout CY26.

Outlook: Among the listed insurers under our coverage, IAG and SUN appear to have made the most progress in adapting to changing customer purchasing behaviours. However, they are not the ones investing the most time or capital in this area across their markets, underscoring that no business can afford complacency. For further insights, see Macquarie’s thought leadership on evolving purchasing behaviours:

- Consumer: [Agentic Commerce could change how we find products and make buying decisions](#) published 25 Nov '25.
- Insurance: [Do androids dream of electric sheep - Pt 5](#) published 22 Oct '25.

Insurance Australia



Andrew Buncombe, CFA



Harry Peng

Insurance Australia Group (IAG AU)	
Recommendation	Neutral
Price (CLOSE, 8 December '25)	\$7.82
Target Price	\$9.10
Valuation methodology	DCF
WACC (Beta 0.9x, ERP 5.6%, RFR 4.3%, TGR 4.3%)	9.3%
Suncorp Group Limited (SUN AU)	
Recommendation	Neutral
Price (CLOSE, 8 December '25)	\$16.96
Target Price	\$19.60
Valuation methodology	Sum of Parts
WACC (Beta 1.2x, ERP 5.5%, RFR 4.3%, TGR 4.3%)	11.0%
QBE Insurance (QBE AU)	
Recommendation	Outperform
Price (CLOSE, 8 December '25)	\$19.03
Target Price	\$23.90
Valuation methodology	DCF
WACC (Beta 1.1x, ERP 5.0%, RFR 4.3%, TGR 4.3%)	9.8%
Steadfast Group (SDF AU)	
Recommendation	Neutral
Price (CLOSE, 8 December '25)	\$5.03
Target Price	\$4.90
Valuation methodology	PER
PE basis (2-year average of 2-year forward PE relative to ASX100)	17.5x
Medibank Private (MPL AU)	
Recommendation	Neutral
Price (CLOSE, 8 December '25)	\$4.53
Target Price	\$4.70
Valuation methodology	DCF
WACC (Beta 1.10x, ERP 5.00%, RFR 4.20%, TGR 4.20%)	9.7%
NIB Holdings (NHF AU)	
Recommendation	Underperform
Price (CLOSE, 8 December '25)	\$6.70
Target Price	\$5.60
Valuation methodology	DCF
WACC (Beta 1.30x, ERP 5.26%, RFR 4.23%, TGR 4.23%)	11.1%

Source: FactSet, Macquarie Research, December 2025

The cost of distribution

- As noted in our report [Do androids dream of electric sheep - Pt 5](#) released on 22 Oct '25, AI is reshaping distribution pathways and customer acquisition. An example of this is Konkrd, which operates in Australia as a free digital broking platform for customers. It launched in Nov '25 with health insurance comparisons across all 38 brands and more than 4,200 policies, with plans to introduce home, pet, and travel insurance products in the Dec '26 half.
 - ⇒ See Appendix A for background on the Konkrd story.
- The Konkrd service forms part of a broader discussion on the potential disintermediation of intermediaries. Notably, search term pricing has weakened, and Google click volumes have declined significantly over the past three months. This trend carries both short- and long-term implications for insurance markets. In the near term, the cost of LLM usage is negligible, enabling first movers to materially reduce customer acquisition costs while accessing a growing market. Over time, as input costs for LLM development are reflected in pricing and passed on to users, the economics could reverse.
 - ⇒ See Appendix A for background on the current pricing models for SEO vs. GEO.

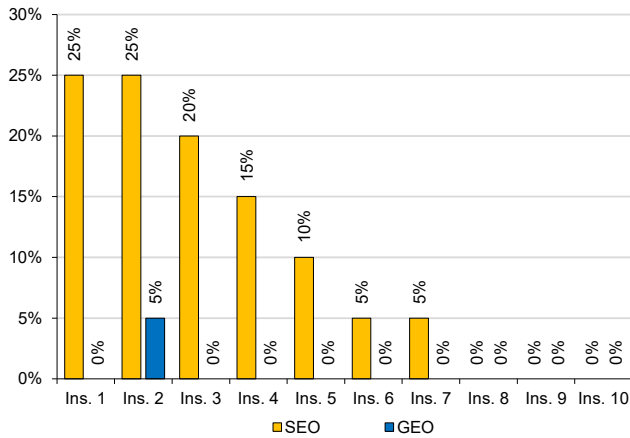
Figure 1 - Traditional and emerging AI search tools



Source: BCG, Macquarie Research, December 2025

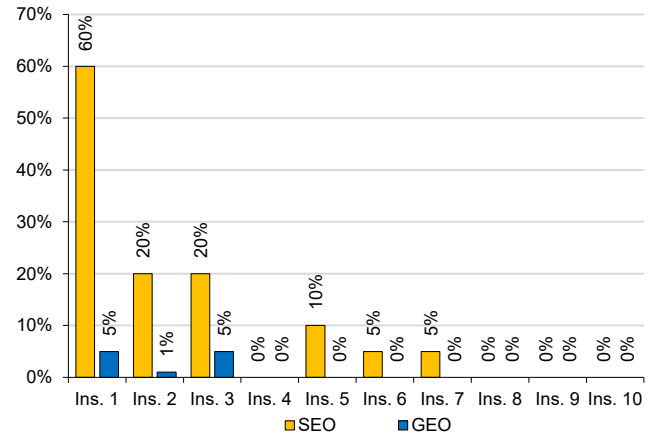
- We have surveyed the major Home and Personal Motor insurers in Australia to understand their spend on Search Engine Optimisation (SEO) vs. Generative Engine Optimisation (GEO). The range of responses could not have been more stark.
 - ⇒ **Marketing spend:** Optimising traditional web search (eg, Google) is an active part of insurers marketing spend for only half of Australian general insurers, while only one insurer has begun actively allocating part of their marketing budget to LLMs (eg, ChatGPT).
 - ⇒ **Technology spend:** SEO is an active part of insurers technology spend in only three cases, and these same three insurers are the only ones already allocating part of their technology budget to GEO.

Figure 2 - Portion of marketing spend - Australian Home and Personal Motor insurers



Source: Company data, Macquarie Research, December 2025

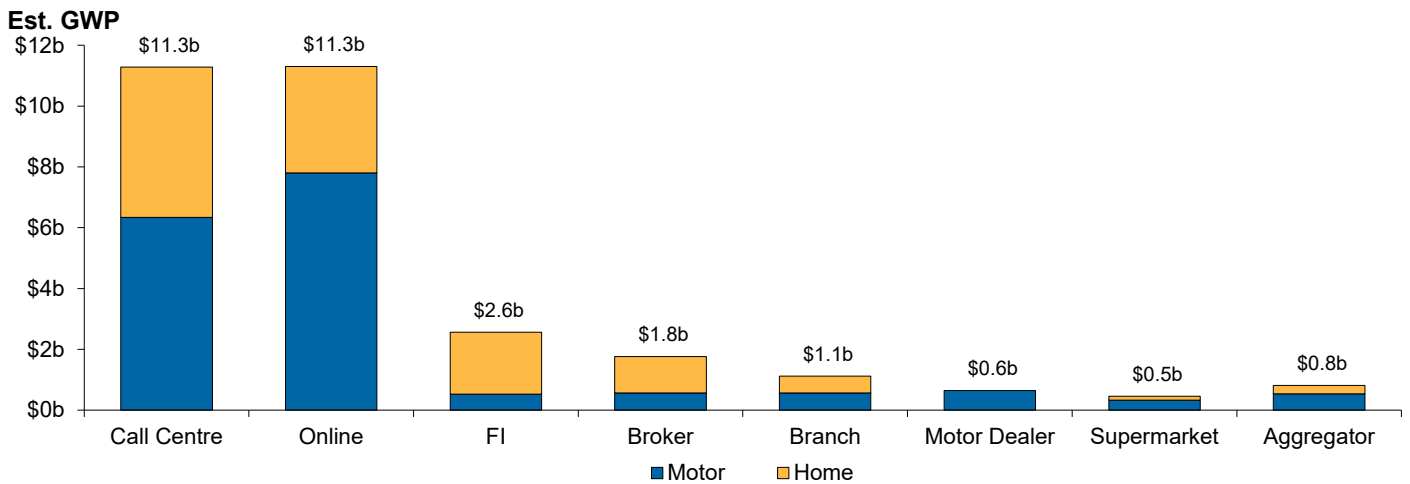
Figure 3 - Portion of tech spend - Australian Home and Personal Motor insurers



Source: Company data, Macquarie Research, December 2025

- We foresee the LLM channel threatening large portions of the current distribution channels, particularly Aggregator, Call Centre and Online. For background on the current distribution market see our report [Battlefront: Home and Motor FY25](#) published 21 Oct '25.

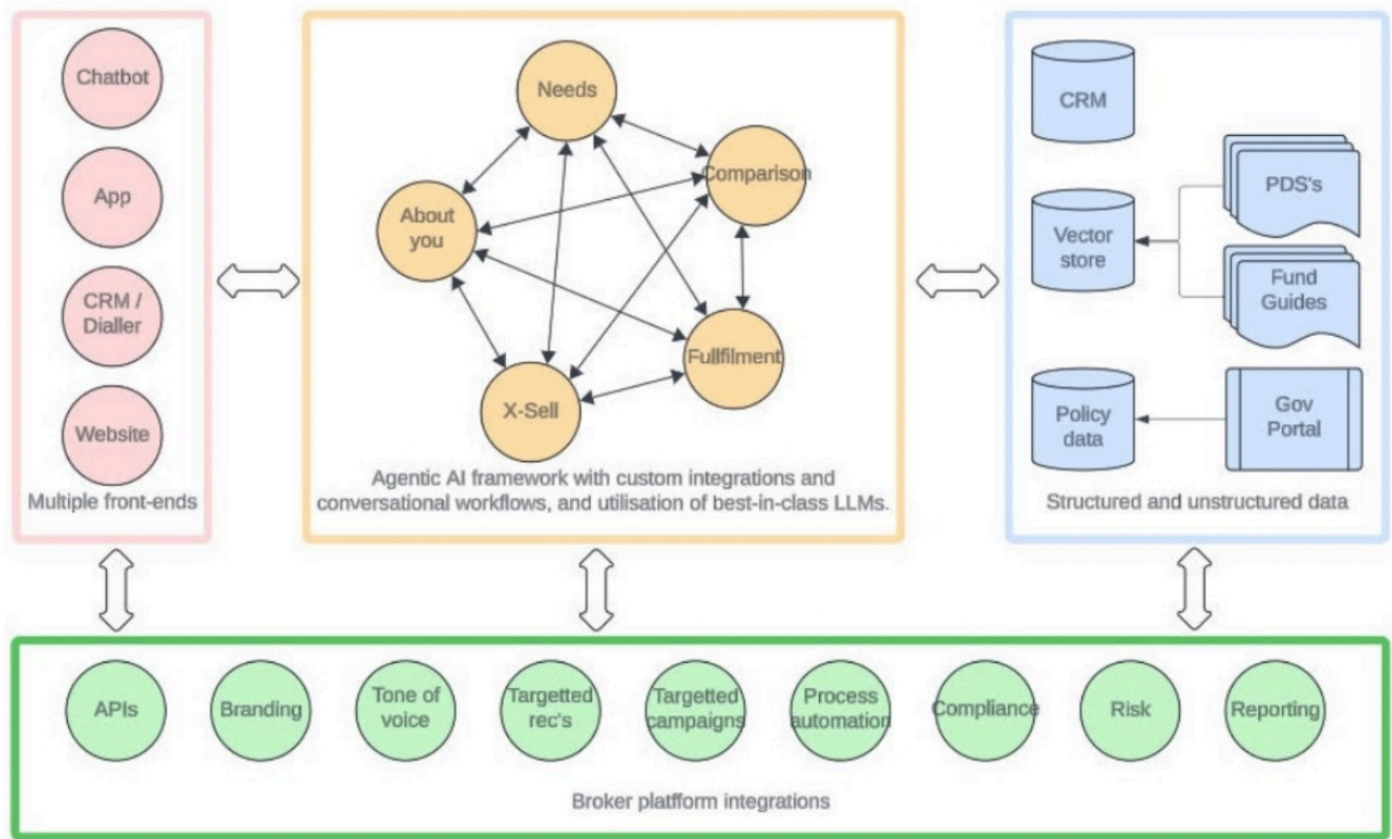
Figure 4 - Estimated GWP by distribution channel - FY25



Source: Company data, Macquarie Research, December 2025

Appendix A: The Konkrd story

- **Konkrd is an Australian-based digital brokerage platform** positioning itself as the first autonomous AI-powered "life admin" service, backed by only 19 employees across Australia and India. The platform is designed to:
 - ⇒ translate complex insurance policies into plain English, enhancing customer understanding;
 - ⇒ provide a centralised "Digital Policy Locker" which serves as a digital repository for managing various insurance products; and
 - ⇒ offerer online product comparisons for all providers in chosen markets.

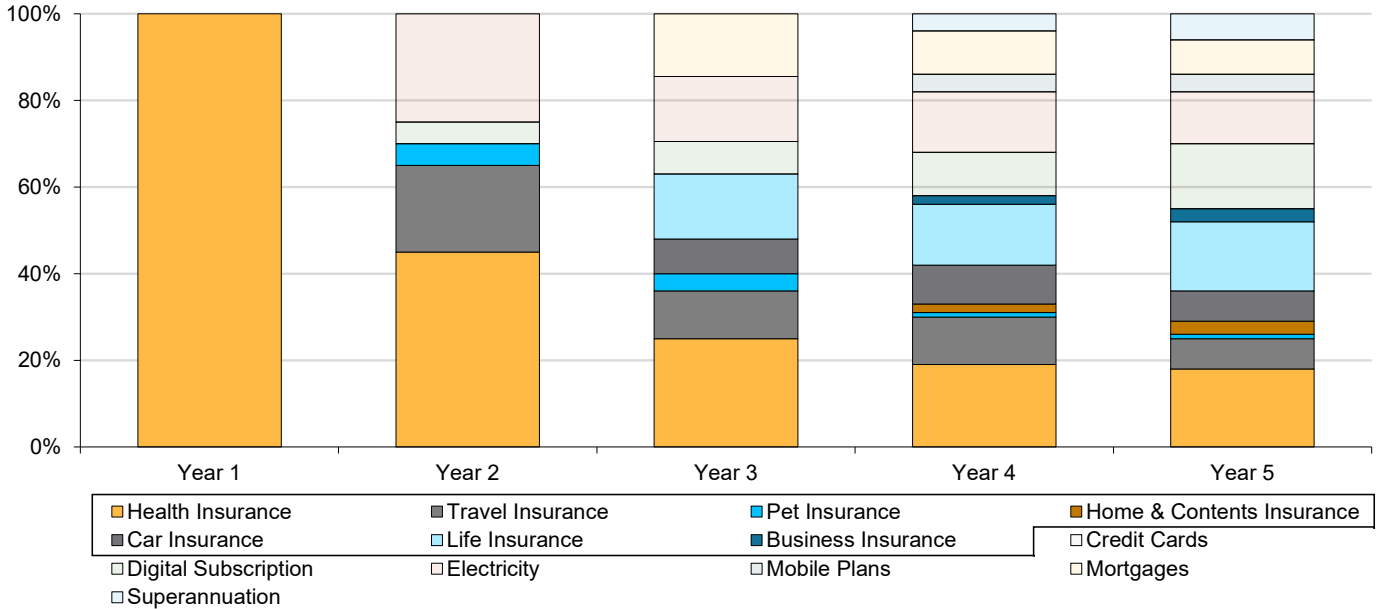
Figure 5 - Konkrd's solution: Autonomous AI Agents

Source: Company data, Macquarie Research, December 2025

- **This differs to traditional aggregators** (such as iSelect and Compare the Market) due to:
 - ⇒ independence: with no reliance on preferred providers;
 - ⇒ customer-centric design: emphasis on user control, transparency, and simplicity;
 - ⇒ security-first approach: strong focus on data privacy and user control over personal information; and
 - ⇒ scalability: while currently focused on health insurance, the platform is designed to expand into broader financial services.
- **Konkrd has recently raised money to scale.** After originally securing A\$500k in pre-seed funding, Konkrd raised a further A\$2m for a 10% equity stake at a pre-money valuation of A\$20m in late CY25. The funds are being used to accelerate development of other products, and customer acquisition. The business forecasts revenue to grow to ~A\$95m over five years (starting from launch in Nov '25), with margins of 40% to 65%.
- **Konkrd went live for the Australian Health Insurance market in Nov '25.** On day one, the platform had offerings for >4,000 PHI products across all 38 health funds. The rollout priority was originally:
 - ⇒ Year 1: Australia
 - Launch health insurance vertical [ACHIEVED]
 - Expand into travel, pet insurance and energy by end of Year 1
 - ⇒ Year 2-3: Rapid Product Delivery
 - Scale to life insurance, car insurance, home loans, credit cards.
 - Develop digital wallet subscriptions for recurring revenue.
 - ⇒ Year 3+: International expansion
 - Enter India, UK/EU and Canada, targeting high-demand and under-penetrated markets.

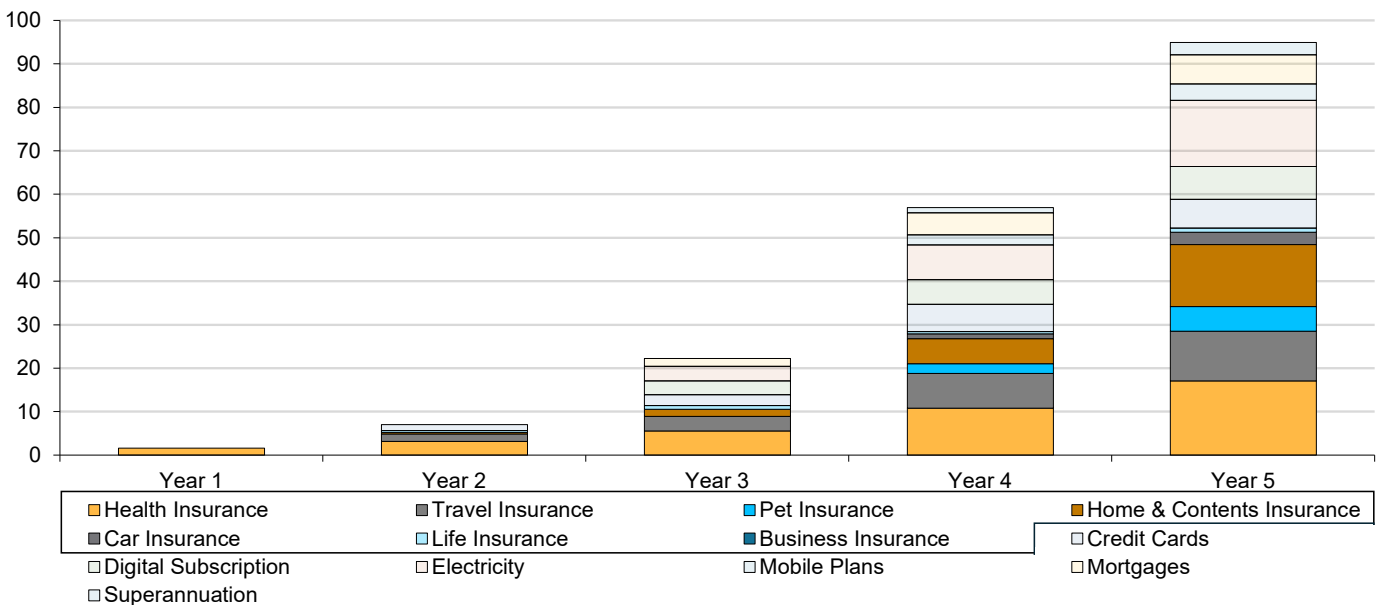
- We understand this has since changed, bringing forward the launch of Overseas Visitor Cover (as an extension of Health Insurance), followed by Energy & Telco launches in 1Q CY26. Travel, Pet, and Home & Contents are now planned for 2H CY26 once an AFSL is received.

Figure 6 - Konkrd Revenue Composition (%) - original company estimates



Source: Company data, Macquarie Research, December 2025

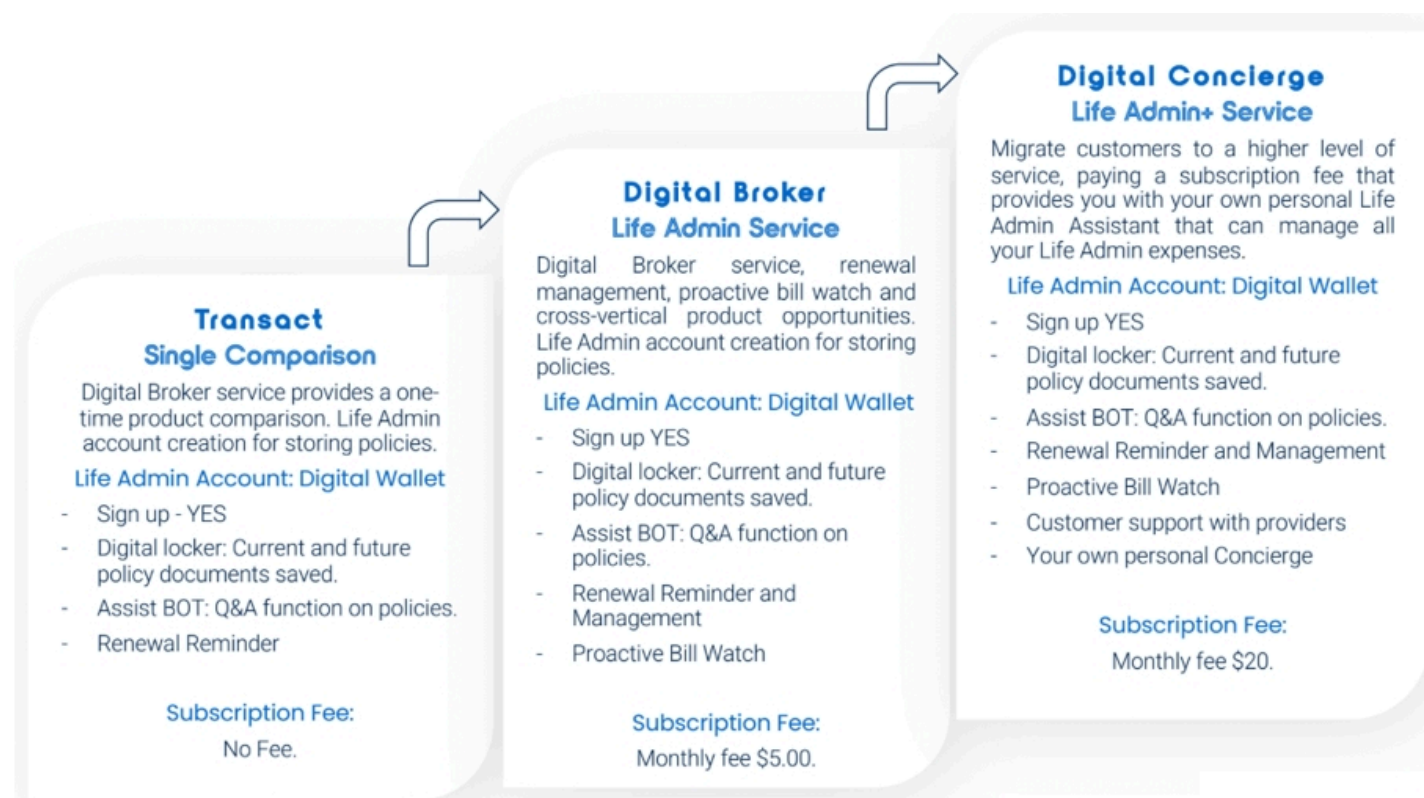
Figure 7 - Konkrd Revenue Composition (\$) - original company estimates



Source: Company data, Macquarie Research, December 2025

- **Konkrd's remuneration model is quite different to aggregator peers:**
 - ⇒ **For customers:**
 - The service is free on a one-off basis.
 - In year two, a subscription model for a digital broker will be offered. This will provide retention offers (such as the ability to cover claims out of pockets) and "proactive bill watch".
 - Later on, this will expand to a digital concierge incorporating personalised customer support and advice.
 - ⇒ **For providers:** Konkrd maintains an Approved Product List of offerings for which it receives referral fees or commissions from providers. We understand Konkrd is charging an:
 - upfront commission ~50% lower than iSelect and Compare the Market; and
 - renewal commissions (we understand no aggregators in Australia currently charge a renewal commission, which minimises the need for the platform to churn the customer to make money and should be better for the insurer).

Figure 8 - Konkrd Customer Service Model



Source: Konkrd, December 2025

Appendix B: Current pricing for SEO and GEO

- For background, current pricing mechanisms of SEO vs. GEO are presented below.
 - ⇒ Google Ads uses a pay-per-click auction system where advertisers bid a maximum cost-per-click for keywords. Rankings depend on bid size and Quality Score, which considers relevance, click-through likelihood, and landing page quality. Actual cost-per-click is usually below the max bid and is calculated using competitor bids and ad quality. Other pricing options include cost per thousand impressions (CPM) and cost per acquisition (CPA) bidding, particularly for display and video formats.
 - ⇒ Unlike traditional ad models, LLM pricing is usage-based and measured in tokens. Costs vary between input tokens and output tokens, with output generally attracting

a premium due to compute demands. Additional options include tiered pricing, batch discounts, fine-tuning charges, and enterprise contracts for dedicated resources.

- AdWords pricing is inherently variable, influenced by factors such as keyword competition and seasonal trends. In contrast, LLM pricing is more predictable, with costs easily modelled against expected token volumes.

Insurance Australia Group											Price:	\$ 7.82
Year ending June 30												
Underwriting Accounts		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E		
Gross Written Premium	A\$m	8,426	8,680	9,135	9,625	16,400	17,106	18,761	19,791	20,596		
Gross Earned Premium	A\$m	8,366	8,408	9,135	9,321	15,425	16,774	18,456	19,397	20,210		
Reinsurance Expense	A\$m	(3,436)	(3,354)	(3,658)	(3,731)	(6,181)	(6,790)	(7,388)	(7,761)	(8,086)		
Net Earned Premium	A\$m	4,930	5,054	5,477	5,591	9,244	9,984	11,068	11,636	12,125		
Net Claims Incurred	A\$m	(3,039)	(3,287)	(3,602)	(3,669)	(6,095)	(6,326)	(7,270)	(7,675)	(8,058)		
Commission expense	A\$m	(453)	(456)	(486)	(507)	(861)	(909)	(993)	(1,033)	(1,072)		
Underwriting expense	A\$m	(708)	(762)	(748)	(756)	(1,306)	(1,470)	(1,504)	(1,541)	(1,605)		
Underwriting Result	A\$m	730	549	642	659	982	1,279	1,301	1,387	1,389		
Investment income on technical reserves	A\$m	227	237	157	146	456	464	303	315	368		
Insurance Profit	A\$m	957	786	798	805	1,438	1,743	1,604	1,701	1,757		
Net corporate expenses	A\$m	200	70	-	-	(7)	270	-	-	-		
Interest	A\$m	(92)	(100)	(90)	(92)	(185)	(192)	(182)	(183)	(183)		
Profit/(loss) from fee based business	A\$m	(3)	(5)	(4)	(4)	(36)	(8)	(8)	(8)	(8)		
Investment income on shareholders funds	A\$m	217	186	150	139	286	403	288	281	310		
Profit Before Income Tax & Amort.	A\$m	1,279	937	854	849	1,496	2,216	1,703	1,791	1,876		
Income tax expense	A\$m	(381)	(297)	(235)	(233)	(458)	(678)	(468)	(492)	(515)		
Profit After Income Tax (before Amort.)	A\$m	898	640	619	615	1,038	1,538	1,235	1,299	1,361		
Non-controlling interests	A\$m	(118)	(58)	(98)	(63)	(135)	(176)	(161)	(166)	(170)		
Profit After Income Tax & NCI (before Amort.)	A\$m	780	582	521	552	903	1,362	1,073	1,133	1,190		
Amortisation & impairment	A\$m	(2)	(1)	(2)	(2)	(5)	(3)	(4)	(4)	(4)		
Reported profit	A\$m	778	581	519	550	898	1,359	1,069	1,129	1,186		
Cash profit	A\$m	640	533	521	552	905	1,173	1,073	1,133	1,190		
Other items		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E		
Reserve releases	A\$m	3	30	0	0	(58)	33	0	0	0		
Expected release	A\$m	0	0	0	0	0	0	0	0	0		
Reserve releases above/(below) allowance	A\$m	3	30	0	0	(58)	33	0	0	0		
Natural perils	A\$m	426	662	720	720	983	1,088	1,440	1,513	1,577		
Natural perils allowance	A\$m	641	642	720	720	1,098	1,283	1,440	1,513	1,577		
Perils (above)/below allowance	A\$m	215	(20)	0	0	115	195	0	0	0		
Credit spreads	A\$m	(8)	(18)	0	0	44	(26)	0	(0)	0		
Investment Fundamentals		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E		
EPS (Reported, Diluted)	cps	31.3	24.5	21.6	22.8	36.2	56.1	44.4	48.5	50.7		
EPS (Cash, Diluted)	cps	26.2	22.6	21.7	22.9	37.6	49.6	44.5	48.7	50.9		
EPS Growth (Reported, Diluted)	%	93.1	21.9	(31.0)	(7.1)	12.6	54.9	(20.9)	9.3	4.6		
EPS Growth (Cash, Diluted)	%	58.5	12.4	(17.2)	1.4	104.5	31.9	(10.2)	9.3	4.6		
PER (Reported)	x	12.5	15.9	18.1	17.2	21.6	13.9	17.6	16.1	15.4		
PER (Cash)	x	15.0	17.3	18.1	17.1	20.8	15.8	17.6	16.1	15.4		
DPS (incl. Specials)	cps	12.0	19.0	13.0	18.0	27.0	31.0	31.0	35.0	36.0		
Dividend yield	%	3.1	4.9	3.3	4.6	3.5	4.0	4.0	4.5	4.6		
Cash Earnings Payout	%	46	84	60	80	72	62	70	72	71		
Franking	%	60	40	70	70	45	50	70	70	70		
Effective tax rate	%	29.8	31.7	27.0	27.0	30.6	30.6	27.0	27.0	27.0		
EFPOWA	m	2,667	2,446	2,665	2,665	2,784	2,556	2,665	2,565	2,565		
P/NAB	x	2.64	2.52	2.80	2.69	2.78	2.52	2.69	2.51	2.37		
NAB ps	\$	2.97	3.10	2.79	2.91	2.81	3.10	2.91	3.11	3.30		
P/NTA	x	5.80	5.41	6.86	6.21	6.39	5.41	6.21	5.35	4.75		
NTA ps	\$	1.35	1.44	1.14	1.26	1.22	1.44	1.26	1.46	1.65		
ROE - reported	%	22.8	16.2	14.9	16.3	13.5	19.4	15.4	15.9	15.7		
ROE - cash	%	18.7	14.9	15.0	16.4	13.6	16.8	15.5	16.0	15.8		
Balance Sheet		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E		
Assets												
Cash	A\$m	860	703	703	703	631	703	703	703	703		
Investments	A\$m	12,617	13,504	12,979	13,291	12,905	13,504	13,291	13,939	14,621		
Goodwill + Intangibles	A\$m	3,828	3,912	3,910	3,908	3,758	3,912	3,908	3,904	3,900		
Other Assets	A\$m	7,864	8,190	8,686	9,238	8,323	8,190	9,238	10,303	11,396		
Total Assets	A\$m	25,169	26,309	26,278	27,140	25,617	26,309	27,140	28,849	30,619		
Liabilities												
Unearned Premiums	A\$m	13,423	13,846	14,538	15,120	13,919	13,846	15,120	16,354	17,688		
Corporate Debt	A\$m	2,497	2,556	2,556	2,556	2,499	2,556	2,556	2,556	2,556		
Other Liabilities	A\$m	1,793	2,121	2,121	2,121	2,082	2,121	2,121	2,121	2,121		
Total Liabilities	A\$m	17,713	18,523	19,215	19,797	18,500	18,523	19,797	21,031	22,365		
Net Assets	A\$m	7,456	7,786	7,062	7,343	7,117	7,786	7,343	7,819	8,254		
Outside Equity Interests	A\$m	442	457	457	457	457	457	457	457	457		
Shareholder's Equity	A\$m	7,014	7,329	6,605	6,886	6,660	7,329	6,886	7,362	7,797		
Valuation Summary												
PV of Distributable Cash Profit (DCP)						A\$m						
Terminal Value (post FY30)							4,389					
Franking Credits (DCF and excess balance FY30)							17,620					
Total DCF DCF valuation							22,008					
Shares on issue (Closing)												
Value per share							\$	9.00				
12m Share Price Target							\$	9.10				
									Recommendation			Neutral

Source: Company data, Macquarie Research, December 2025

Insurance Australia Group											7.82
Divisional GWP		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E	
Australia - Retail	A\$m	4,305	4,444	4,954	5,316	8,322	8,749	10,270	11,000	11,550	
Australia - Intermediated	A\$m	2,233	2,317	2,300	2,387	4,282	4,550	4,687	4,827	4,972	
New Zealand	A\$m	1,887	1,920	1,882	1,923	3,796	3,807	3,804	3,964	4,074	
Group	A\$m	8,426	8,680	9,135	9,625	16,400	17,106	18,761	19,791	20,596	
Divisional insurance trading result		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E	
Australia - Retail	A\$m	476	333	430	458	648	809	888	999	1,118	
Australia - Intermediated	A\$m	171	157	153	144	334	328	297	297	254	
New Zealand	A\$m	311	295	216	203	457	606	419	405	385	
Group	A\$m	957	786	798	805	1,438	1,743	1,604	1,701	1,757	
Divisional insurance margins (reported)		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E	
Australia - Retail	%	18.9	13.0	14.5	14.6	13.7	15.9	14.6	15.3	16.3	
Australia - Intermediated	%	12.9	11.6	10.9	10.6	13.4	12.2	10.8	10.5	8.7	
New Zealand	%	28.6	26.1	19.6	18.3	22.5	27.4	18.9	17.9	16.5	
Group	%	19.4	15.6	14.6	14.4	15.6	17.5	14.5	14.6	14.5	
Divisional insurance margins (underlying)		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E	
Australia - Retail	%	15.3	15.6	14.9	14.6	14.9	15.5	14.8	15.3	16.3	
Australia - Intermediated	%	11.4	11.5	10.9	10.6	11.7	11.5	10.8	10.5	8.7	
New Zealand	%	19.5	20.5	19.6	18.3	16.9	20.0	18.9	17.9	16.5	
Group	%	15.2	15.7	14.6	14.4	14.5	15.4	14.5	14.6	14.5	
Insurance Ratios		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E	
GWP Growth (CC)	%	6.8	3.9	8.1	10.5	11.2	5.3	9.3	5.3	4.1	
GWP Growth	%	6.0	2.7	8.4	10.9	11.3	4.3	9.7	5.5	4.1	
Cession Ratio	%	41.1	39.9	40.0	40.0	40.1	40.5	40.0	40.0	40.0	
NEP Growth	%	9.7	6.4	11.1	10.6	11.0	8.0	10.9	5.1	4.2	
Net Claims Ratio	%	61.6	65.0	65.8	65.6	65.9	63.4	65.7	66.0	66.5	
Net Expense Ratio	%	23.5	24.1	22.5	22.6	23.4	23.8	22.6	22.1	22.1	
Combined Ratio	%	85.2	89.1	88.3	88.2	89.4	87.2	88.2	88.1	88.5	
Reported Insurance Margin	%	19.4	15.6	14.6	14.4	15.6	17.5	14.5	14.6	14.5	
Reported Insurance Margin (ex. MTM)	%	19.8	14.2	15.5	15.6	13.6	17.0	15.6	15.6	15.3	
Underlying Insurance Margin	%	15.2	15.7	14.6	14.4	14.5	15.4	14.5	14.6	14.5	
Underlying technical reserve investment yield	%	5.6	5.3	4.1	3.8	5.8	5.4	3.9	3.9	4.4	
Total gross operating costs ex levies	A\$m	1,456	1,503	1,524	1,620	2,742	2,959	3,144	3,270	3,368	
Administration expense ex levies ratio	%	11.7	12.2	11.6	11.9	11.9	12.0	11.7	11.5	11.5	
Insurance ROE	%	28.0	21.9	22.9	23.9	21.6	24.9	22.6	23.9	23.2	
Cash ROE	%	18.7	14.9	15.0	16.4	13.6	16.8	15.5	16.0	15.8	
CET1	x	1.42	1.47	1.16	1.40	1.27	1.47	1.40	1.49	1.47	
PCA	x	2.40	2.43	1.97	2.19	2.23	2.43	2.19	2.31	2.27	
AUD:NZD	x	1.10	1.09	1.08	1.07	1.08	1.10	1.07	1.06	1.06	
Debt to Equity ratio	%	33.5	32.8	36.2	34.8	35.1	32.8	34.8	32.7	31.0	
Debt to total tangible capitalisation ratio	%	40.8	39.8	44.8	42.7	42.7	39.8	42.7	39.5	37.0	

Source: Company data, Macquarie Research, December 2025

Suncorp (SUN AU)											Price:	\$ 16.96
Year ended: 30 June												
Insurance		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E		
Gross written premium	A\$m	7,487	7,522	7,791	7,814	14,121	15,009	15,605	16,117	16,581		
Insurance revenue	A\$m	7,250	7,347	7,575	7,755	13,250	14,597	15,330	15,889	16,346		
Reinsurance premium	A\$m	(715)	(692)	(646)	(663)	(1,477)	(1,407)	(1,309)	(1,359)	(1,401)		
Net insurance revenue	A\$m	6,535	6,655	6,929	7,093	11,773	13,190	14,021	14,530	14,945		
Net incurred claims	A\$m	(4,440)	(4,811)	(4,971)	(4,986)	(8,520)	(9,251)	(9,957)	(10,299)	(10,654)		
Direct operating expenses	A\$m	(823)	(867)	(869)	(925)	(1,579)	(1,690)	(1,795)	(1,860)	(1,914)		
Commission expenses	A\$m	(349)	(355)	(359)	(366)	(672)	(704)	(725)	(747)	(768)		
Insurance service result	A\$m	923	622	730	815	1,002	1,545	1,545	1,623	1,609		
Investment income on insurance funds	A\$m	352	389	272	284	604	741	556	586	607		
Discount unwind and rate adj. on claims liabilities	A\$m	(201)	(260)	(164)	(165)	(312)	(461)	(329)	(329)	(329)		
Non-directly attributable expenses	A\$m	(32)	(29)	(33)	(34)	(56)	(61)	(67)	(49)	(49)		
Insurance trading result	A\$m	1,042	722	804	901	1,238	1,764	1,705	1,831	1,838		
Investment income on shareholder funds	A\$m	223	263	159	163	369	486	322	322	327		
Net financing costs	A\$m	(35)	(36)	(50)	(50)	-	(71)	(100)	(100)	(100)		
NCI (JVs)	A\$m	(28)	(22)	(20)	(20)	(32)	(50)	(40)	(40)	(40)		
Other profit (loss)	A\$m	(22)	(7)	(25)	(25)	(175)	(29)	(50)	(50)	(50)		
Profit before tax	A\$m	1,180	920	868	969	1,400	2,100	1,837	1,963	1,975		
Income tax	A\$m	(360)	(288)	(270)	(302)	(448)	(648)	(572)	(610)	(614)		
Other profit (loss) from discontinued operations (after tax)	A\$m	32	2	-	-	360	34	-	-	-		
Cash Earnings	A\$m	852	634	598	667	1,372	1,486	1,265	1,353	1,361		
Net profit (loss) on sale of divesting operations	A\$m	247	104	-	-	(161)	351	-	-	-		
Acquisition amortisation (after tax)	A\$m	(7)	(7)	(7)	(7)	(14)	(14)	(14)	(14)	(14)		
Reported NPAT	A\$m	1,092	731	591	660	1,197	1,823	1,251	1,339	1,347		
Valuation summary												
Consolidated Value	A\$m				19,736	Capital return					15.6%	
Shares	m				1,082	Dividend yield					4.9%	
Value per share					\$ 18.20	Total return					20.5%	
Share price target					\$ 19.60	Recommendation					Neutral	

Source: Company data, Macquarie Research, December 2025

Suncorp (SUN AU)		Price: 16.96								
Ratios: Financial		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Group										
EPS - Reported Basic	cps	101.7	66.8	54.7	61.4	111.0	168.5	116.1	125.7	127.0
EPS - Reported Diluted	cps	98.3	66.0	54.7	61.4	108.8	165.0	116.1	125.7	127.0
EPS - Cash Basic	cps	79.5	57.9	55.3	62.0	127.2	137.4	117.4	127.0	128.3
EPS - Cash Diluted	cps	77.5	57.5	55.3	62.0	123.8	135.6	117.4	127.0	128.3
FFOWA basic	m	1,081.5	1,082.0	1,077.7	1,066.7	1,078.8	1,081.8	1,072.1	1,054.2	1,049.5
FFOWA diluted	m	1,155.1	1,148.1	1,143.8	1,132.8	1,167.7	1,147.9	1,138.2	1,120.4	1,115.6
Ordinary DPS	cps	41.0	49.0	33.0	50.0	78.0	90.0	83.0	89.0	91.0
Special DPS	cps	22.0	0.0	0.0	0.0	0.0	22.0	0.0	0.0	0.0
Total DPS	cps	63.0	49.0	33.0	50.0	78.0	112.0	83.0	89.0	91.0
Payout Ratio (incl Special)	%	60.6%	84.9%	60.0%	80.0%	72.1%	70.8%	70.7%	70.1%	70.9%
Dividend Yield	%	7.4%	5.8%	3.9%	5.9%	4.6%	6.6%	4.9%	5.2%	5.4%
PER Adjusted Diluted	x	10.9	14.7	15.3	13.7	13.7	12.5	14.5	13.4	13.2
NTA per share	\$ps	7.56	5.33	5.28	5.43	6.79	5.33	5.05	4.96	5.34
P/NTA	x	2.24	3.18	3.21	3.13	2.50	3.18	3.36	3.42	3.18
Cash ROE	%	12.0%	10.8%	11.4%	12.7%	10.1%	11.5%	12.2%	13.5%	13.4%
Cash ROE (excl. GW)	%	17.4%	13.7%	21.1%	23.6%	15.5%	17.4%	23.0%	25.9%	25.5%
PCA	x	2.00	1.96	1.96	2.03	1.78	1.96	2.03	2.14	2.21
CET 1	x	1.36	1.34	1.41	1.49	1.35	1.34	1.49	1.59	1.68
AUD:NZD	x	1.10	1.09	1.10	1.07	1.08	1.10	1.08	1.06	1.06
Ratios: Divisional		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
General Insurance - Australia & New Zealand (Underlying)										
GWP growth	%	8.9%	3.8%	4.1%	3.9%	13.9%	6.3%	4.0%	3.3%	2.9%
GEP growth	%	12.0%	8.4%	4.5%	5.6%	13.4%	10.2%	5.0%	3.6%	2.9%
NEP growth	%	13.9%	10.3%	6.0%	6.6%	14.2%	12.1%	6.3%	3.6%	2.9%
Cession Ratio	%	9.8%	9.4%	8.5%	8.5%	11.1%	9.6%	8.5%	8.6%	8.6%
Commission expenses ratio	%	5.3%	5.3%	5.2%	5.2%	5.7%	5.3%	5.2%	5.1%	5.1%
Operating expenses ratio	%	12.5%	13.0%	12.5%	13.0%	13.3%	12.7%	12.8%	12.8%	12.8%
Total expenses ratio	%	17.8%	18.3%	17.7%	18.2%	19.0%	18.1%	18.0%	17.9%	17.9%
Net loss ratio	%	71.9%	71.0%	72.4%	71.3%	71.8%	71.5%	71.8%	71.8%	72.2%
Combined operating ratio	%	89.8%	89.3%	90.1%	89.5%	90.8%	89.5%	89.8%	89.8%	90.2%
Underlying insurance services ratio	%	10.2%	10.7%	9.9%	10.5%	9.2%	10.5%	10.2%	10.2%	9.8%
Reported insurance services ratio	%	14.1%	9.3%	10.5%	11.5%	8.5%	11.7%	11.0%	11.2%	10.8%
Net Yield	%	2.0%	1.7%	2.0%	2.0%	2.4%	1.9%	2.0%	2.0%	2.1%
Underlying insurance trading ratio	%	11.8%	12.0%	11.5%	12.0%	11.1%	11.9%	11.7%	11.9%	11.6%
Reserves above / (below) Allowance (% NEP)	%	-0.1%	0.1%	0.0%	0.0%	-1.7%	0.0%	0.0%	0.0%	0.0%
Hazards above / below Allowance (% NEP)	%	-4.2%	1.1%	-0.7%	-0.7%	-1.1%	-1.6%	-0.7%	-0.7%	-0.7%
Credit spreads (% NEP)	%	0.5%	0.0%	0.2%	0.0%	0.4%	0.3%	0.1%	0.0%	0.0%
General Insurance - AU Consumer (Underlying)										
GWP growth	%	10.2%	6.2%	6.0%	5.0%	13.8%	8.2%	5.5%	3.0%	3.0%
GEP growth	%	12.5%	9.6%	6.6%	7.2%	13.8%	11.0%	6.9%	4.1%	3.0%
NEP growth	%	14.5%	11.9%	7.9%	7.7%	16.5%	13.2%	7.8%	4.1%	3.0%
Cession Ratio	%	9.9%	9.2%	8.8%	8.8%	11.2%	9.5%	8.8%	8.8%	8.8%
Commission expenses ratio	%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%
Operating expenses ratio	%	13.2%	13.7%	13.2%	13.7%	14.3%	13.4%	13.5%	13.5%	13.5%
Total expenses ratio	%	13.8%	14.3%	13.8%	14.3%	15.0%	14.1%	14.1%	14.1%	14.1%
Net loss ratio	%	78.5%	77.4%	78.0%	76.0%	78.8%	77.9%	77.0%	76.0%	76.0%
Combined operating ratio	%	92.3%	91.7%	91.8%	90.3%	93.7%	92.0%	91.0%	90.0%	90.0%
Underlying insurance services ratio	%	7.7%	8.3%	8.2%	9.7%	6.3%	8.0%	9.0%	10.0%	10.0%
Reported insurance services ratio	%	13.1%	5.9%	9.2%	11.0%	5.9%	9.5%	10.1%	11.2%	11.2%
Net Yield	%	2.0%	1.8%	1.9%	1.8%	2.2%	1.9%	1.8%	1.8%	1.8%
Underlying insurance trading ratio	%	9.4%	9.8%	9.8%	11.3%	8.1%	9.6%	10.5%	11.5%	11.5%
General Insurance - AU Commercial (Underlying)										
GWP growth	%	9.7%	4.3%	4.3%	4.1%	11.4%	6.9%	4.2%	2.7%	2.7%
GEP growth	%	10.5%	8.4%	4.2%	5.4%	10.2%	9.4%	4.8%	3.4%	2.7%
NEP growth	%	11.1%	8.6%	5.5%	6.6%	11.1%	9.9%	6.1%	3.4%	2.7%
Cession Ratio	%	7.5%	7.3%	6.3%	6.3%	7.7%	7.4%	6.3%	6.3%	6.3%
Commission expenses ratio	%	8.5%	8.8%	8.5%	8.5%	9.0%	8.7%	8.5%	8.5%	8.5%
Operating expenses ratio	%	11.4%	11.4%	11.6%	11.6%	11.9%	11.4%	11.6%	11.6%	11.6%
Total expenses ratio	%	19.9%	20.2%	20.1%	20.1%	20.8%	20.1%	20.1%	20.1%	20.1%
Net loss ratio	%	72.1%	70.8%	73.0%	73.5%	67.4%	71.4%	73.3%	74.3%	75.3%
Combined operating ratio	%	92.1%	91.0%	93.1%	93.6%	88.3%	91.5%	93.4%	94.4%	95.4%
Underlying insurance services ratio	%	7.9%	9.0%	6.9%	6.4%	11.7%	8.5%	6.6%	5.6%	4.6%
Reported insurance services ratio	%	8.6%	8.4%	6.1%	6.4%	9.0%	8.5%	6.3%	5.6%	4.6%
Net Yield	%	2.3%	1.8%	2.7%	2.9%	3.0%	2.1%	2.8%	3.1%	3.4%
Underlying insurance trading ratio	%	10.0%	10.6%	9.4%	9.1%	14.5%	10.3%	9.2%	8.5%	7.8%
General Insurance - New Zealand (Underlying)										
GWP growth (NZD)	%	6.0%	-3.2%	-2.0%	-2.0%	17.3%	1.3%	-2.0%	3.0%	3.0%
GEP growth (NZD)	%	14.9%	6.2%	-1.3%	-1.4%	16.2%	10.4%	-1.4%	0.5%	3.0%
NEP growth (NZD)	%	20.5%	10.7%	0.8%	0.8%	6.4%	15.4%	0.8%	0.5%	3.0%
Cession Ratio (NZD)	%	17.1%	17.2%	15.3%	15.3%	20.8%	17.2%	15.3%	15.3%	15.3%
Commission expenses ratio (NZD)	%	15.1%	14.9%	15.0%	15.0%	16.6%	15.0%	15.0%	15.0%	15.0%
Operating expenses ratio (NZD)	%	12.6%	14.0%	12.6%	14.0%	13.5%	13.3%	13.3%	13.3%	13.3%
Total expenses ratio (NZD)	%	27.8%	29.0%	27.6%	29.0%	30.1%	28.4%	28.3%	28.3%	28.3%
Net loss ratio (NZD)	%	52.6%	52.3%	53.5%	52.5%	58.7%	52.4%	53.0%	54.5%	55.0%
Combined operating ratio (NZD)	%	80.3%	81.2%	81.1%	81.5%	88.8%	80.8%	81.3%	82.8%	83.3%
Underlying insurance services ratio (NZD)	%	19.7%	18.8%	18.9%	18.5%	11.2%	19.2%	18.7%	17.2%	16.7%
Reported insurance services ratio (NZD)	%	22.8%	18.1%	18.9%	18.5%	10.9%	20.4%	18.7%	17.2%	16.7%
Net Yield (NZD)	%	1.7%	1.3%	1.4%	0.8%	1.9%	1.5%	1.1%	0.8%	0.8%
Underlying insurance trading ratio (NZD)	%	19.8%	18.9%	18.6%	17.6%	12.0%	19.4%	18.1%	17.2%	16.7%
Group Balance Sheet		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Total Current Assets	A\$m	24,990	22,402	21,181	21,561	18,881	22,402	21,561	20,661	21,879
Loans and advances	A\$m	780	-	-	-	85,166	-	-	-	-
Goodwill and intangibles	A\$m	4,908	4,866	4,856	4,846	5,006	4,866	4,846	4,826	4,806
Other Assets	A\$m	2,526	2,896	4,008	3,723	2,657	2,896	3,323	4,057	3,261
Total Assets	A\$m	33,204	30,164	30,045	30,130	111,710	30,164	29,730	29,544	29,946
Deposits and ST borrowings	A\$m	595	-	-	-	79,614	-	-	-	-
Other Liabilities	A\$m	18,084	19,537	19,537	19,537	18,212	19,537	19,537	19,537	19,537
Total Liabilities	A\$m	18,679	19,537	19,537	19,537	97,826	19,537	19,537	19,537	19,537
Net Assets	A\$m	14,525	10,627	10,508	10,593	13,884	10,627	10,193	10,007	10,409

Source: Company data, Macquarie Research, December 2025

QBE Insurance Group											Price:		AU\$19.03	
Year ended: 31 December														
P&L - Management		1H24A	2H24A	1H25A	2H25E	1H26E	2H26E	FY23A	FY24A	FY25E	FY26E	FY27E		
Insurance revenue	\$M	10,438	11,340	10,875	11,736	11,522	12,353	20,825	21,778	22,611	23,875	25,135		
Insurance service expenses	\$M	(9,659)	(9,863)	(9,609)	(10,203)	(11,033)	(10,693)	(19,362)	(19,522)	(19,812)	(21,726)	(22,805)		
Reinsurance expenses	\$M	(1,926)	(2,045)	(2,061)	(2,090)	(2,112)	(2,282)	(4,226)	(3,971)	(4,151)	(4,394)	(4,608)		
Reinsurance income	\$M	1,777	1,405	1,523	1,400	2,500	1,400	3,747	3,182	2,923	3,900	3,900		
Insurance service result	\$M	630	837	728	843	877	778	984	1,467	1,571	1,654	1,622		
Other expenses	\$M	(142)	(169)	(130)	(145)	(145)	(145)	(250)	(311)	(275)	(290)	(290)		
Other income	\$M	37	41	41	50	50	50	62	78	91	100	100		
Insurance operating result	\$M	525	709	639	748	782	683	796	1,234	1,387	1,464	1,432		
Analysed as														
Gross written premium	\$M	13,051	9,344	13,820	9,793	14,754	10,297	21,748	22,395	23,613	25,051	26,276		
UEP	\$M	(2,613)	1,996	(2,945)	1,942	(3,233)	2,056	(923)	(617)	(1,003)	(1,177)	(1,142)		
Insurance revenue (GEP)	\$M	10,438	11,340	10,875	11,736	11,522	12,353	20,825	21,778	22,611	23,875	25,135		
Reinsurance expenses	\$M	(1,926)	(2,045)	(2,061)	(2,090)	(2,112)	(2,282)	(4,226)	(3,971)	(4,151)	(4,394)	(4,608)		
Net insurance revenue (NEP)	\$M	8,512	9,295	8,814	9,646	9,410	10,071	16,599	17,807	18,460	19,481	20,527		
Net claims expense	\$M	(5,466)	(5,783)	(5,535)	(5,911)	(5,796)	(6,252)	(10,805)	(11,249)	(11,446)	(12,049)	(12,788)		
Net commission	\$M	(1,500)	(1,653)	(1,574)	(1,787)	(1,683)	(1,866)	(3,044)	(3,153)	(3,361)	(3,549)	(3,738)		
Expenses and other income	\$M	(1,021)	(1,150)	(1,066)	(1,200)	(1,149)	(1,270)	(1,954)	(2,171)	(2,266)	(2,419)	(2,569)		
Insurance operating result	\$M	525	709	639	748	782	683	796	1,234	1,387	1,464	1,432		
Net insurance finance income	\$M	223	(81)	(132)	(72)	(27)	35	(60)	142	(204)	8	27		
Unrealised loss on fixed income securities	\$M	(231)	53	141	72	27	(35)	(5)	(178)	213	(8)	(27)		
Net investment (loss) income on policyholders' funds	\$M	468	464	509	558	467	517	886	932	1,067	985	1,050		
Insurance profit	\$M	985	1,145	1,157	1,307	1,249	1,200	1,617	2,130	2,464	2,449	2,482		
Net investment (loss) income on shareholders' funds	\$M	265	291	279	279	234	259	488	556	558	492	525		
Financing and other costs	\$M	(109)	(117)	(111)	(137)	(131)	(141)	(232)	(226)	(248)	(273)	(275)		
Gain on sale of entities and businesses	\$M	3	(1)	18	-	-	-	2	2	18	-	-		
Share of net loss of associates	\$M	(2)	(4)	(3)	(2)	(2)	(2)	(2)	(6)	(5)	(4)	(4)		
Restructuring and related expenses	\$M	(75)	(72)	-	-	-	-	(25)	(147)	-	-	-		
Amortisation and impairment of intangibles	\$M	(16)	(2)	(6)	(5)	(5)	(5)	(11)	(18)	(11)	(10)	(10)		
Profit before income tax	\$M	1,051	1,240	1,334	1,441	1,344	1,310	1,837	2,291	2,775	2,655	2,718		
Income tax expense	\$M	(245)	(259)	(308)	(332)	(336)	(328)	(473)	(504)	(640)	(664)	(680)		
Profit after income tax	\$M	806	981	1,026	1,110	1,008	983	1,364	1,787	2,136	1,991	2,039		
Non-controlling interests	\$M	(4)	(4)	(4)	(4)	(4)	(4)	(9)	(8)	(8)	(8)	(8)		
Net profit after income tax	\$M	802	977	1,022	1,106	1,004	979	1,355	1,779	2,128	1,983	2,031		
Adjusted net profit after tax	\$M	777	952	997	1,106	1,004	979	1,362	1,729	2,103	1,983	2,031		
Insurance Ratios		1H24A	2H24A	1H25A	2H25E	1H26E	2H26E	FY23A	FY24A	FY25E	FY26E	FY27E		
GWP Growth	%	1.9%	4.5%	5.9%	4.8%	8.8%	5.1%	8.8%	3.0%	5.4%	6.1%	4.9%		
GWP Growth (CC)	%	2.2%	3.9%	6.2%	3.5%	3.8%	3.6%	9.8%	2.9%	5.0%	4.2%	4.3%		
Cession Ratio	%	18.5%	18.0%	19.0%	17.8%	18.3%	18.5%	20.3%	18.2%	18.4%	18.4%	18.3%		
NEP Growth	%	6.7%	7.8%	3.5%	3.8%	6.8%	4.4%	10.0%	7.3%	3.7%	5.5%	5.4%		
Net Claims Ratio	%	64.2%	62.2%	62.8%	61.3%	61.6%	62.1%	65.1%	63.2%	62.0%	61.8%	62.3%		
Net Commission Expenses Ratio	%	17.6%	17.8%	17.9%	18.5%	17.9%	18.5%	18.3%	17.7%	18.2%	18.2%	18.2%		
Net Other U/W Expenses Ratio	%	12.0%	12.4%	12.1%	12.4%	12.2%	12.6%	11.8%	12.2%	12.3%	12.4%	12.5%		
Combined Operating Ratio	%	93.8%	92.4%	92.8%	92.2%	91.7%	93.2%	95.2%	93.1%	92.5%	92.5%	93.0%		
Prior accident year claims development	%	-3.3%	-1.5%	-4.1%	-3.7%	-4.3%	-2.0%	-0.6%	-2.4%	-3.9%	-3.1%	-3.3%		
Cat Actual	%	6.2%	5.6%	5.4%	4.5%	5.8%	6.1%	6.6%	5.9%	4.9%	6.0%	5.9%		
Cat Budget	%	7.2%	7.2%	6.2%	6.3%	5.8%	6.1%	7.1%	7.2%	6.3%	6.0%	5.9%		
Fixed income weighted yield (avg)	%	4.8%	4.5%	4.2%	4.0%	4.0%	4.0%	4.7%	4.6%	4.1%	4.0%	4.1%		
Net investment return	\$m	733	755	788	838	701	776	1,374	1,488	1,626	1,477	1,575		
PCA (pre-dividend)	x	1.77	1.86	1.85	1.90	1.86	1.88	1.82	1.86	1.90	1.88	1.87		
CET 1	x	1.22	1.31	1.34	1.41	1.39	1.42	1.23	1.31	1.41	1.42	1.44		

Source: Company data, Macquarie Research, December 2025

Investment Fundamentals		1H24A	2H24A	1H25A	2H25E	1H26E	2H26E	FY23A	FY24A	FY25E	FY26E	FY27E
EPS (Reported, Diluted)	US\$ps	51.5	62.7	65.5	72.5	65.9	64.4	87.0	114.2	138.3	130.7	133.9
EPS (Reported, Diluted)	AU\$ps	78.3	94.7	103.3	109.3	98.3	94.8	131.1	173.1	213.2	193.6	194.1
EPS (Adjusted, Diluted)	US\$ps	51.5	62.7	65.5	72.5	65.9	64.4	90.8	114.2	138.3	130.7	133.9
EPS (Adjusted, Diluted)	AU\$ps	78.3	94.7	103.3	109.3	98.3	94.8	136.8	173.1	213.2	193.6	194.1
PER (Reported)	x	12.2	10.1	9.2	8.7	9.7	10.1	14.5	11.0	8.9	9.8	9.8
PER (Adjusted)	x	12.2	10.1	9.2	8.7	9.7	10.1	13.9	11.0	8.9	9.8	9.8
DPS	AU\$ps	24	63	31	74	34	61	62	87	105	95	97
Dividend yield	%	2.5%	6.6%	3.3%	7.8%	3.6%	6.4%	3.2%	4.6%	5.5%	5.0%	5.1%
Franking	%	20.0%	20.0%	25.0%	20.0%	20.0%	20.0%	10.0%	20.0%	21.5%	20.0%	20.0%
Payout Ratio (Adj. Cash earnings)	%	30.7%	66.5%	30.0%	67.7%	34.6%	64.4%	45.3%	50.3%	49.2%	49.1%	50.0%
Effective tax rate	%	21.7%	22.3%	23.1%	23.0%	25.0%	25.0%	25.7%	22.0%	23.0%	25.0%	25.0%
Average AUD:USD	x	0.66	0.66	0.63	0.66	0.67	0.68	0.66	0.66	0.65	0.68	0.69
EFPOWA	m	1,498	1,504	1,508	1,510	1,510	1,504	1,490	1,501	1,508	1,504	1,503
NTA	US\$ps	5.4	5.8	5.8	6.4	6.5	7.1	5.3	5.8	6.4	7.1	7.7
P/NTA	x	5.3	4.9	5.1	4.5	4.3	4.0	5.4	5.0	4.6	4.0	3.6
BV	US\$ps	6.8	7.1	7.2	7.8	7.9	8.4	6.7	7.1	7.8	8.4	9.1
P/BV	x	4.3	4.0	4.2	3.7	3.6	3.3	4.3	4.0	3.8	3.3	3.0
ROA	%	4.1%	4.2%	4.5%	4.6%	4.0%	3.7%	3.3%	4.1%	4.6%	3.8%	3.6%
ROE (Cash Earnings)	%	16.9%	19.9%	19.2%	19.5%	16.9%	15.9%	15.9%	18.2%	19.5%	16.2%	15.4%
Gearing (debt to total capital)	%	21.4%	19.9%	25.2%	23.8%	23.5%	22.5%	21.8%	19.9%	23.8%	22.5%	21.2%
Balance Sheets (US\$m)		1H24A	2H24A	1H25A	2H25E	1H26E	2H26E	FY23A	FY24A	FY25E	FY26E	FY27E
Assets												
Cash and investments	\$M	30,465	30,586	33,957	35,100	35,437	36,190	30,064	30,586	35,100	36,190	37,363
Reinsurance contract assets	\$M	8,380	9,438	9,325	10,216	12,223	13,674	8,034	9,438	10,216	13,674	17,467
Intangibles	\$M	2,046	1,964	2,072	2,072	2,072	2,072	2,112	1,964	2,072	2,072	2,072
Other	\$M	1,741	1,858	1,925	1,925	1,925	1,925	1,898	1,858	1,925	1,925	1,925
Total Assets	\$M	42,632	43,846	47,279	49,313	51,658	53,860	42,108	43,846	49,313	53,860	58,827
Liabilities												
Insurance contract liabilities	\$M	27,827	28,735	30,745	31,907	34,065	35,564	27,490	28,735	31,907	35,564	39,493
Borrowings	\$M	2,779	2,664	3,679	3,679	3,679	3,679	2,798	2,664	3,679	3,679	3,679
Trade and other payables	\$M	690	363	754	754	754	754	432	363	754	754	754
Other Liabilities	\$M	1,156	1,353	1,203	1,203	1,203	1,203	1,358	1,353	1,203	1,203	1,203
Total Liabilities	\$M	32,452	33,115	36,381	37,543	39,701	41,200	32,078	33,115	37,543	41,200	45,129
Equity												
Contributed Equity	\$M	8,409	7,824	8,338	8,338	8,338	8,338	8,495	7,824	8,338	8,338	8,338
Capital notes	\$M	886	886	-	-	-	-	886	886	-	-	-
Retained profits	\$M	2,160	2,945	3,338	4,210	4,397	5,101	1,922	2,945	4,210	5,101	6,138
Other	\$M	(1,275)	(924)	(778)	(778)	(778)	(778)	(1,273)	(924)	(778)	(778)	(778)
Total equity	\$M	10,180	10,731	10,898	11,770	11,957	12,661	10,030	10,731	11,770	12,661	13,698

Source: Company data, Macquarie Research, December 2025

Steadfast Group Limited					Price		\$ 5.03			
<i>Financial Year: 30 June</i>										
P&L		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Fees & Commissions	A\$m	720.9	793.8	823.4	908.0	1,405.5	1,514.7	1,731.3	1,906.1	2,110.4
Other Revenue	A\$m	160.4	150.6	155.2	154.7	270.7	311.0	309.9	312.9	320.9
Revenue - Consolidated Entities	A\$m	881.3	944.4	978.5	1,062.7	1,676.2	1,825.7	2,041.2	2,219.0	2,431.3
Employment Expenses	A\$m	(309.9)	(312.9)	(347.3)	(357.4)	(568.4)	(622.8)	(704.6)	(804.5)	(926.0)
Occupancy Expenses	A\$m	(19.8)	(19.8)	(22.2)	(22.6)	(35.5)	(39.6)	(44.8)	(51.1)	(58.9)
Other Expenses	A\$m	(313.9)	(307.5)	(335.4)	(332.9)	(590.6)	(621.4)	(668.2)	(715.6)	(766.4)
Expenses - Consolidated Entities	A\$m	(643.6)	(640.2)	(704.8)	(712.9)	(1,194.5)	(1,283.8)	(1,417.7)	(1,571.2)	(1,751.3)
EBITA - Consolidated Entities	A\$m	237.7	304.2	273.7	349.8	481.7	541.9	623.5	647.8	680.0
Share of EBITA from Ass. and JV	A\$m	24.7	24.8	16.2	16.3	46.8	49.5	32.5	33.4	35.1
Underlying EBITA	A\$m	262.4	329.0	289.9	366.1	528.5	591.4	656.0	681.2	715.0
Net Financing Expenses	A\$m	(23.4)	(23.7)	(25.8)	(26.0)	(44.3)	(47.1)	(51.8)	(64.6)	(73.9)
Amort Exp - Consolidated entities	A\$m	(29.5)	(26.4)	(30.0)	(30.0)	(57.0)	(55.9)	(60.0)	(74.6)	(77.4)
Amort Exp - Associated	A\$m	(1.1)	(1.2)	(1.0)	(1.0)	(2.2)	(2.3)	(2.0)	(2.0)	(2.1)
Income Tax Expense	A\$m	(60.8)	(83.9)	(70.2)	(93.0)	(125.7)	(144.7)	(163.3)	(162.6)	(169.1)
Underlying NPAT	A\$m	147.6	193.8	162.9	216.1	299.3	341.4	379.0	377.4	392.5
NCI	A\$m	(19.5)	(26.4)	(27.4)	(32.4)	(47.1)	(45.9)	(59.8)	(60.4)	(62.8)
Net profit attributable to Shareholders	A\$m	128.1	167.4	135.5	183.7	252.2	295.5	319.2	317.0	329.7
Amort Exp - Consolidated entities	A\$m	25.4	22.9	24.0	24.0	48.0	48.3	48.0	62.6	65.1
Amort Exp - Associated	A\$m	1.1	1.3	1.0	1.0	2.2	2.4	2.0	2.0	2.1
Underlying NPATA	A\$m	154.6	191.6	160.5	208.7	302.4	346.2	369.2	381.6	396.9
Investment Fundamentals		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
EPS - Basic (NPAT)	cps	11.6	15.2	12.3	16.6	23.5	26.8	28.8	28.7	29.8
EPS - Basic (NPATA)	cps	14.0	17.4	14.5	18.9	28.1	31.4	33.4	34.5	35.9
EPS - Diluted (NPAT)	cps	11.6	15.2	12.2	16.6	23.4	26.7	28.8	28.6	29.8
EPS - Diluted (NPATA)	cps	14.0	17.3	14.5	18.8	28.1	31.3	33.3	34.4	35.8
EPS - Basic (NPAT) growth	%	14.0%	14.6%	5.7%	9.4%	16.1%	14.2%	7.7%	(0.7%)	4.0%
EPS - Basic (NPATA) growth	%	12.2%	11.2%	3.7%	8.5%	14.3%	11.6%	6.3%	3.4%	4.0%
EPS - Diluted (NPAT) growth	%	14.0%	14.6%	5.7%	9.4%	16.2%	14.2%	7.7%	(0.7%)	4.0%
EPS - Diluted (NPATA) growth	%	12.2%	11.2%	3.7%	8.5%	14.4%	11.6%	6.3%	3.4%	4.0%
PER (Diluted NPATA)	x	18.0	14.5	17.3	13.4	17.9	16.1	15.1	14.6	14.0
P/FCF	x	10.9	10.6	10.9	9.6	12.0	10.6	9.6	9.2	8.7
DPS	cps	7.8	11.7	8.4	12.6	17.1	19.5	21.0	21.0	22.0
Dividend Yield	%	1.6%	2.3%	1.7%	2.5%	3.4%	3.9%	4.2%	4.2%	4.4%
Payout Ratio	%	67.2%	77.1%	68.5%	75.9%	72.9%	72.8%	73.0%	73.0%	73.0%
Franking	%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Effective Tax Rate	%	29.0%	30.1%	30.0%	30.0%	29.4%	29.6%	30.0%	30.0%	30.0%
EFPOWA	#m	1,106.3	1,106.3	1,107.8	1,109.3	1,078.4	1,106.3	1,109.3	1,109.3	1,109.3
ROE	%	11.7%	15.2%	12.0%	14.5%	12.4%	13.1%	13.1%	11.1%	10.2%
EV / EBITDA	x	11.8	9.6	11.3	9.2	11.6	10.7	10.3	10.3	10.3
Gearing Ratio (incl. Premium Funding)	%	37.9%	37.1%	38.8%	35.8%	32.3%	37.1%	35.6%	33.5%	33.3%
Gearing Ratio (excl. Premium Funding)	%	24.8%	27.0%	27.4%	27.0%	20.2%	27.0%	26.8%	25.1%	25.7%
Interest Coverage	x	11.2	13.9	11.2	14.1	11.9	12.6	12.7	10.5	9.7
Operational Ratios		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Fees & Commissions growth	%	9.0%	6.6%	14.2%	14.4%	16.0%	7.8%	14.3%	10.1%	10.7%
Revenue growth	%	11.5%	6.6%	11.0%	12.5%	18.9%	8.9%	11.8%	8.7%	9.6%
Expense growth	%	10.2%	4.8%	11.4%	11.4%	17.4%	7.5%	10.4%	10.8%	11.5%
EBITA growth	%	14.6%	9.8%	10.5%	11.3%	22.7%	11.9%	10.9%	3.8%	5.0%
EBITA margin	%	29.8%	34.8%	29.6%	34.5%	31.5%	32.4%	32.1%	30.7%	29.4%
Underlying EBITA HoH weight	%	44.4%	55.6%	44.2%	55.8%	43.3%	44.4%	44.2%	44.1%	44.0%
Funding capacity (cash & available debt limits)	A\$m	479	663	506	338	591	663	338	92	(212)
Acquisition spend	A\$m	211	186	285	278	522	397	562	432	497
Equity Brokers										
- of GWP (100% aggregate)	%	56.8%	49.6%	58.2%	57.5%	50.0%	49.6%	57.5%	57.2%	55.4%
- of EBITA (SDF portion of equity owned only)	%	80.0%	81.0%	82.0%	83.0%	77.0%	81.0%	83.0%	85.0%	87.0%
ROC (for STIs)	%	na	na	na	na	12.35%	12.68%	13.32%	11.17%	10.23%
Executive remuneration targets	%	na	na	na	na	11.55% to 11.95% RoC	12.68% to 12.98% RoC	na	na	na
Balance Sheet		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Cash (incl. held on trust)	A\$m	1,490.6	1,602.3	1,612.0	1,556.4	1,326.4	1,602.3	1,556.4	1,438.1	1,402.6
Goodwill	A\$m	2,334.5	2,712.1	2,820.6	2,933.4	2,303.1	2,712.1	2,933.4	3,172.8	3,431.7
Intangibles	A\$m	380.3	461.0	455.6	468.5	387.1	461.0	468.5	483.5	510.0
Investments in associates & joint ventures	A\$m	247.4	172.2	436.6	703.6	238.2	172.2	703.6	1,114.6	1,590.6
Premium funding receivables	A\$m	831.3	800.0	856.2	824.0	775.6	800.0	824.0	848.7	874.2
Other Assets	A\$m	584.3	679.8	634.3	715.0	675.4	679.8	741.8	792.3	850.7
Total Assets	A\$m	5,868.4	6,427.4	6,815.4	7,200.9	5,705.8	6,427.4	7,227.7	7,850.0	8,659.8
Corporate and subsidiary borrowings	A\$m	805.5	958.2	1,052.9	1,148.5	639.1	958.2	1,148.5	1,198.8	1,402.8
Premium funding borrowings	A\$m	701.3	576.4	722.3	593.7	576.6	576.4	593.7	611.5	629.8
Premium funding payables	A\$m	182.3	245.6	187.8	253.0	188.6	245.6	253.0	260.6	268.4
Deferred consideration	A\$m	112.9	252.4	198.7	179.5	181.6	252.4	179.5	159.7	162.9
Other Liabilities	A\$m	1,581.4	1,767.0	1,835.2	1,884.2	1,551.7	1,767.0	1,884.2	1,997.7	2,103.6
Total Liabilities	A\$m	3,383.4	3,799.6	3,996.9	4,059.0	3,137.6	3,799.6	4,059.0	4,228.3	4,567.6
Net Assets	A\$m	2,485.0	2,627.8	2,818.5	3,141.9	2,568.2	2,627.8	3,168.7	3,621.7	4,092.2
NCI	A\$m	199.1	231.2	309.5	304.4	238.3	231.2	304.4	371.5	420.1

Source: Company data. Macquarie Research, December 2025

MedibankPrice: \$ **4.53**

Balance Date: June 30

Medibank Group		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Group revenue from external customers	A\$m	4,270.7	4,333.3	4,481.0	4,560.3	8,175.8	8,604.0	9,041.3	9,580.0	10,151.3
Health Insurance operating profit	A\$m	349.2	392.3	396.8	368.5	692.3	741.5	765.3	750.2	756.9
Medibank Health operating profit	A\$m	37.6	39.1	42.3	48.4	60.4	76.7	90.6	126.2	135.8
Segment Operating Profit	A\$m	386.8	431.4	439.1	416.8	752.7	818.2	855.9	876.4	892.8
Corporate overheads	A\$m	(26.7)	(29.1)	(27.0)	(30.0)	(52.9)	(55.8)	(57.0)	(58.7)	(60.5)
Group Operating Profit	A\$m	360.1	402.3	412.1	386.8	699.8	762.4	798.9	817.7	832.3
Net Investment income	A\$m	114.5	93.3	77.8	74.0	182.2	207.8	151.8	153.4	165.5
Other income/(expense)	A\$m	(8.0)	(10.9)	(7.4)	(7.4)	(19.7)	(18.9)	(14.8)	(14.8)	(14.8)
Cyber Costs	A\$m	(17.2)	(22.5)	(20.0)	(15.0)	(39.8)	(39.7)	(35.0)	(15.0)	-
Profit before tax before COVID-19	A\$m	449.4	462.2	462.5	438.4	822.5	911.6	900.9	941.3	983.0
Movement in COVID-19 reserve	A\$m	43.6	(226.4)	-	-	(110.8)	(182.8)	-	-	-
Profit before tax	A\$m	493.0	235.8	462.5	438.4	711.7	728.8	900.9	941.3	983.0
Income tax expense	A\$m	(148.9)	(70.6)	(138.8)	(131.5)	(215.3)	(219.5)	(270.3)	(282.4)	(294.9)
NCI	A\$m	(3.8)	(4.7)	(3.8)	(3.8)	(3.9)	(8.5)	(7.6)	(7.6)	(7.6)
NPAT - total operations	A\$m	340.3	160.5	320.0	303.1	492.5	500.8	623.0	651.3	680.5
Underlying NPAT	A\$m	298.7	320.0	320.0	303.1	570.4	618.7	623.0	651.3	680.5

Key ratios		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Financial ratios										
Reported EPS	cps	12.4	5.8	11.6	11.0	17.9	18.2	22.6	23.6	24.7
Underlying EPS	cps	10.8	11.6	11.6	11.0	20.7	22.5	22.6	23.6	24.7
EPS growth (underlying)	%	13.8%	3.9%	7.1%	-5.3%	14.1%	8.5%	0.7%	4.5%	4.5%
PER	x	18.3	38.9	19.5	20.6	25.3	24.9	20.0	19.2	18.3
DPS (ordinary)	cps	7.8	10.2	8.1	9.9	16.6	18.0	18.0	19.3	20.9
Dividend Yield (ordinary only)	%	3.4%	4.5%	3.6%	4.4%	3.7%	4.0%	4.0%	4.3%	4.6%
Dividend Payout Ratio (Underlying / ordinary)	%	71.9%	87.8%	70.0%	90.0%	80.1%	80.1%	79.6%	81.6%	84.6%
Franking	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ROE (Reported, closing equity)	%	28.5%	13.7%	25.3%	21.9%	21.4%	21.4%	22.5%	20.2%	18.6%
ROE (Underlying, closing equity)	%	25.1%	27.4%	25.3%	21.9%	24.7%	26.5%	22.5%	20.2%	18.6%
NTA (Reported)	cps	65.3	62.7	68.7	76.2	62.5	62.7	76.2	90.4	104.3
NTA (Underlying)	cps	69.3	66.7	72.8	80.3	66.7	66.7	80.3	94.6	108.5
Group ratios										
PHI capital (capital/12m fwd premiums) pre-div	%	14.1%	14.0%	14.2%	13.9%	14.1%	14.0%	13.9%	13.8%	13.8%
PCA Ratio	x	1.90	1.84	2.15	1.65	1.78	1.84	1.65	1.58	1.60
Medibank Health contribution to operating profit	%	9.7%	9.1%	9.6%	11.6%	8.0%	9.4%	10.6%	14.4%	15.2%
Revenue growth	%	6.1%	4.4%	4.9%	5.2%	4.7%	5.2%	5.1%	6.0%	6.0%
Effective Tax Rate (continuing)	%	30.2%	29.9%	30.0%	30.0%	30.3%	30.1%	30.0%	30.0%	30.0%
Gross Profit Margin	%	17.5%	19.2%	18.1%	18.2%	17.4%	18.4%	18.2%	18.0%	17.8%
Operating Profit Margin	%	8.4%	9.3%	9.2%	8.5%	8.6%	8.9%	8.8%	8.5%	8.2%
Reported NPAT growth	%	-0.8%	7.5%	-6.0%	88.8%	59.6%	1.7%	24.4%	4.5%	4.5%

Balance Sheet		FY25A	FY26E	FY27E	FY28E		
Cash and Equiv	A\$m	649	469	766	1,021		
Financial Assets	A\$m	3,063	3,186	3,255	3,417		
Receivables	A\$m	66	70	74	78		
Intangible assets	A\$m	500	560	620	680	Valuation	
Other	A\$m	423	958	1,113	1,214	Valuation as at today	12,287
Total Assets	A\$m	4,700	5,242	5,828	6,409	Number of shares	2,754
						Valuation	4.45
Payables	A\$m	206	216	227	240	Share price target (12m)	4.70
Claims Liabilities	A\$m	1,754	1,846	1,960	2,078		
Provisions and employee entitlements	A\$m	129	132	136	141	Capital return	3.8%
Other	A\$m	276	277	280	283	Dividend Yield	4.0%
Total Liabilities	A\$m	2,364	2,471	2,603	2,741	Total Return	7.8%
Net Assets	A\$m	2,336	2,771	3,225	3,668	Recommendation	Neutral

Source: Company data. Macquarie Research, December 2025

Divisional Results		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Health Insurance										
Premium revenue	A\$m	4,085.7	4,125.3	4,265.5	4,341.7	7,903.0	8,211.0	8,607.2	9,130.4	9,685.5
Claims	A\$m	(3,424.1)	(3,390.5)	(3,548.0)	(3,613.8)	(6,595.8)	(6,814.6)	(7,161.8)	(7,644.4)	(8,126.3)
Gross Profit	A\$m	661.6	734.8	717.5	727.9	1,307.2	1,396.4	1,445.4	1,486.0	1,559.1
Management Expenses	A\$m	(312.4)	(342.5)	(320.7)	(359.4)	(614.9)	(654.9)	(680.1)	(735.7)	(802.2)
Operating Profit	A\$m	349.2	392.3	396.8	368.5	692.3	741.5	765.3	750.2	756.9
Premium rate rise	%	3.3%	3.7%	4.0%	4.5%	3.1%	3.7%	4.5%	5.0%	5.0%
Premium growth	%	4.1%	3.7%	4.4%	5.2%	4.0%	3.9%	4.8%	6.1%	6.1%
Premium growth per policyholder	%	2.8%	2.5%	3.0%	3.5%	2.5%	2.5%	3.1%	4.1%	4.0%
Closing Policyholder Growth vs. pp	%	0.4%	1.0%	0.9%	1.1%	0.7%	1.4%	2.1%	1.6%	1.6%
PSEU growth vs. pcp	%	1.4%	1.5%	2.1%	2.1%	2.1%	1.5%	2.1%	1.6%	1.6%
Claims growth	%	3.5%	3.2%	3.6%	6.6%	3.4%	3.3%	5.1%	6.7%	6.3%
Gross Margin (reported)	%	16.2%	17.8%	16.8%	16.8%	16.5%	17.0%	16.8%	16.3%	16.1%
MER	%	7.6%	8.3%	7.5%	8.3%	7.8%	8.0%	7.9%	8.1%	8.3%
Operating Margin (reported)	%	8.5%	9.5%	9.3%	8.5%	8.8%	9.0%	8.9%	8.2%	7.8%
Operating Margin (underlying)	%	8.5%	9.5%	9.3%	8.5%	8.8%	9.0%	8.9%	8.2%	7.8%
Residents										
Premium revenue	A\$m	3,936.2	3,972.6	4,112.5	4,186.4	7,636.6	7,908.8	8,298.9	8,794.5	9,297.1
Claims	A\$m	(3,326.6)	(3,297.4)	(3,454.1)	(3,517.2)	(6,420.6)	(6,624.0)	(6,971.4)	(7,436.9)	(7,886.4)
Gross Profit	A\$m	609.6	675.2	658.4	669.1	1,216.0	1,284.8	1,327.5	1,357.6	1,410.7
Management Expenses	A\$m	(302.4)	(330.3)	(308.7)	(347.4)	(595.7)	(632.7)	(656.1)	(707.7)	(772.2)
Operating Profit	A\$m	307.2	344.9	349.7	321.7	620.3	652.1	671.4	649.8	638.5
Claims per policy unit growth vs. pcp	%	2.3%	2.2%	2.4%	4.3%	2.2%	2.2%	3.3%	3.7%	3.3%
Growth of average claims expense per policy unit	%	3.1%	2.9%	1.2%	1.3%	3.0%	2.9%	2.4%	3.6%	3.3%
Gross Margin (reported)	%	15.5%	17.0%	16.0%	16.0%	15.9%	16.2%	16.0%	15.4%	15.2%
MER	%	7.7%	8.3%	7.5%	8.3%	7.8%	8.0%	7.9%	8.0%	8.3%
Operating Margin (reported)	%	7.8%	8.7%	8.5%	7.7%	8.1%	8.2%	8.1%	7.4%	6.9%
Operating Margin (underlying)	%	7.8%	8.7%	8.5%	7.7%	8.1%	8.2%	8.1%	7.4%	6.9%
Non-residents										
Premium revenue	A\$m	149.5	152.7	153.0	155.3	266.4	302.2	308.3	335.9	388.4
Claims	A\$m	(97.5)	(93.1)	(93.8)	(96.6)	(175.2)	(190.6)	(190.4)	(207.5)	(240.0)
Gross Profit	A\$m	52.0	59.6	59.1	58.7	91.2	111.6	117.9	128.4	148.5
Management Expenses	A\$m	(10.0)	(12.2)	(12.0)	(12.0)	(19.2)	(22.2)	(24.0)	(28.0)	(30.0)
Operating Profit	A\$m	42.0	47.4	47.1	46.7	72.0	89.4	93.9	100.4	118.5
Gross Margin (reported)	%	34.8%	39.0%	38.7%	37.8%	34.2%	36.9%	38.2%	38.2%	38.2%
MER	%	6.7%	8.0%	7.8%	7.7%	7.2%	7.3%	7.8%	8.3%	7.7%
Operating Margin (reported)	%	28.1%	31.0%	30.8%	30.1%	27.0%	29.6%	30.5%	29.9%	30.5%
Operating Margin (underlying)	%	28.1%	31.0%	30.8%	30.1%	27.0%	29.6%	30.5%	29.9%	30.5%
Medibank Health										
Revenue (gross)	A\$m	228.4	256.8	269.4	273.2	360.1	485.2	542.7	562.1	582.3
Cost of Sales	A\$m	(97.3)	(111.4)	(120.6)	(116.6)	(155.7)	(208.7)	(237.3)	(213.3)	(215.5)
Gross Profit	A\$m	131.1	145.4	148.8	156.6	204.4	276.5	305.4	348.8	366.7
Management Expenses	A\$m	(90.9)	(101.4)	(103.5)	(105.2)	(140.2)	(192.3)	(208.7)	(216.6)	(224.9)
Operating Profit	A\$m	40.2	44.0	45.3	51.4	64.2	84.2	96.6	132.2	141.8
Share of profit/(loss) from other investments	A\$m	(2.6)	(4.9)	(3.0)	(3.0)	(3.8)	(7.5)	(6.0)	(6.0)	(6.0)
Total Profit	A\$m	37.6	39.1	42.3	48.4	60.4	76.7	90.6	126.2	135.8
Revenue growth	%	61.5%	17.4%	18.0%	6.4%	30.0%	34.7%	11.8%	3.6%	3.6%
Gross Margin	%	57.4%	56.6%	55.2%	57.3%	56.8%	57.0%	56.3%	62.1%	63.0%
MER	%	39.8%	39.5%	38.4%	38.5%	38.9%	39.6%	38.5%	38.5%	38.6%
Operating Margin	%	17.6%	17.1%	16.8%	18.8%	17.8%	17.4%	17.8%	23.5%	24.4%

Source: Company data. Macquarie Research, December 2025

nib holdings

Price: \$ 6.70

Balance Date: June 30

Group P&L (statutory)		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Insurance Revenue	A\$m	1,712.5	1,748.9	1,856.8	1,877.1	3,211.6	3,461.4	3,733.9	3,975.8	4,253.1
Insurance Service Costs - Incurred claims	A\$m	(1,370.9)	(1,369.3)	(1,478.0)	(1,481.2)	(2,487.2)	(2,740.2)	(2,959.1)	(3,158.7)	(3,377.0)
Insurance Service Costs - Other insurance service expenses	A\$m	(235.0)	(241.3)	(245.4)	(260.9)	(451.4)	(476.3)	(506.2)	(536.1)	(566.6)
Reinsurance Expense	A\$m	(16.3)	(15.8)	(16.7)	(16.5)	(32.1)	(32.1)	(33.2)	(36.4)	(39.4)
Reinsurance Income	A\$m	9.8	8.6	9.6	9.2	15.5	18.4	18.8	18.8	18.8
Underlying Insurance Service Result	A\$m	100.1	131.1	126.4	127.8	256.4	231.2	254.2	263.4	288.9
Other Underwriting Revenue	A\$m	2.4	2.2	2.2	2.2	4.7	4.6	4.4	4.4	4.4
Underlying Insurance Operating Result	A\$m	102.5	133.3	128.6	130.0	261.1	235.8	258.6	267.8	293.3
Other Income	A\$m	79.6	85.7	81.9	81.3	153.0	165.3	163.2	168.9	183.9
Other Expenses	A\$m	(75.6)	(86.2)	(77.0)	(75.7)	(152.8)	(161.8)	(152.6)	(153.7)	(166.5)
Share of Associates and JV	A\$m	(0.7)	0.6	0.6	0.6	(3.8)	(0.1)	1.2	1.2	1.2
Underlying Operating Profit	A\$m	105.8	133.4	134.1	136.2	257.5	239.2	270.3	284.2	311.9
Discontinued operations	A\$m	(1.9)	(4.8)	(4.2)	(3.9)	(8.1)	(6.7)	(8.1)	(9.1)	(9.2)
Amortisation of acquired intangibles	A\$m	(6.2)	(6.1)	(6.4)	(6.4)	(13.6)	(12.3)	(12.8)	(12.8)	(12.8)
One-off transaction and M&A costs	A\$m	(12.8)	(8.7)	(4.5)	(3.0)	(20.8)	(21.5)	(7.5)	-	-
Statutory Operating Profit	A\$m	84.9	113.8	119.0	122.9	215.0	198.7	241.9	262.3	289.9
Finance Income	A\$m	0.1	-	0.1	0.1	0.2	0.1	0.2	0.2	0.2
Finance Costs	A\$m	(9.4)	(9.2)	(9.3)	(9.3)	(17.5)	(18.6)	(18.6)	(18.6)	(18.6)
Investment Income	A\$m	42.4	39.1	29.2	29.3	63.9	81.5	58.5	64.5	76.4
Investment Expenses	A\$m	(1.3)	(1.2)	(1.3)	(1.3)	(2.6)	(2.5)	(2.6)	(2.6)	(2.6)
Profit Before Tax	A\$m	116.7	142.5	137.7	141.7	259.0	259.2	279.4	305.9	345.3
Income tax Expense	A\$m	(35.7)	(29.2)	(41.3)	(42.5)	(82.6)	(64.9)	(83.8)	(91.8)	(103.6)
Reported NPAT (continuing)	A\$m	81.0	113.3	96.4	99.2	176.4	194.3	195.6	214.1	241.7
Reported NPAT (discontinuing)	A\$m	-	4.3	-	-	5.2	4.3	-	-	-
Reported NPAT	A\$m	81.0	117.6	96.4	99.2	181.6	198.6	195.6	214.1	241.7

Investment Fundamentals		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
EPS (basic)	cps	16.7	24.4	20.2	20.9	38.3	41.1	41.2	44.8	50.3
EPS (diluted)	cps	16.7	24.4	20.2	20.9	38.3	41.1	41.2	44.8	50.3
EPS Growth (basic)	%	-21.0%	41.9%	21.3%	-14.3%	81.6%	7.2%	0.1%	8.9%	12.2%
PER (Adjusted)	x	9.7x	7.5x	8.3x	8.1x	8.5x	8.5x	8.2x	7.8x	7.0x
Total DPS	cps	13.0	16.0	12.0	15.0	29.0	29.0	27.0	29.0	33.0
Dividend Yield	%	3.9%	4.8%	3.6%	4.5%	4.3%	4.3%	4.0%	4.3%	4.9%
Dividend payout ratio (reported)	%	77.9%	65.5%	60.0%	70.0%	75.7%	70.6%	65.6%	64.7%	65.6%
EFPOWA	#m	485.6	486.4	487.5	488.2	484.2	486.1	487.8	489.4	491.0
P/BV	x	3.1	2.9	2.9	2.8	3.1	2.9	2.8	2.6	2.4
P/NTA	x	3.7	3.4	3.3	3.1	3.7	3.4	3.1	2.8	2.5
Gearing Ratio	%	20.8%	20.1%	19.7%	19.1%	20.4%	20.1%	19.1%	18.0%	16.8%
Effective Tax Rate	%	30.6%	20.5%	30.0%	30.0%	31.9%	25.0%	30.0%	30.0%	30.0%
PCA	x	1.88	1.89	1.83	1.85	1.90	1.89	1.85	1.80	1.76
ROA	%	7.7%	11.1%	9.0%	9.2%	9.0%	9.4%	9.1%	9.5%	9.8%
ROE	%	15.4%	21.9%	17.5%	17.6%	18.1%	18.6%	17.5%	17.8%	18.6%

Balance Sheet		FY25A	FY26E	FY27E	FY28E	
Assets						Sum of distributable cash profits
Cash & cash equivalents	A\$m	229	284	334	386	Terminal value
Intangibles	A\$m	156	123	94	65	Franking Credits
Other assets	A\$m	1,802	1,836	1,974	2,175	Total valuation
Total assets	A\$m	2,187	2,243	2,402	2,625	Shares on issue
Liabilities						Value per share
Borrowings	A\$m	277	277	277	277	Target price (12-month valuation)
Payables	A\$m	116	118	120	122	Capital Return
Lease Liabilities	A\$m	34	25	17	13	Dividend Yield
Other liabilities	A\$m	650	637	711	830	Total Return
Total liabilities	A\$m	1,076	1,057	1,124	1,241	Recommendation
						Underperform

Source: Company data. Macquarie Research, December 2025

arhi		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Insurance revenue	A\$m	1,405.7	1,426.9	1,522.9	1,539.9	2,640.3	2,832.6	3,062.8	3,293.8	3,553.0
Incurred Claims	A\$m	(1,159.9)	(1,160.0)	(1,255.7)	(1,263.1)	(2,130.2)	(2,319.9)	(2,518.8)	(2,719.7)	(2,933.7)
Underwriting Expenses	A\$m	(147.4)	(160.4)	(156.8)	(172.4)	(295.3)	(307.8)	(329.2)	(356.6)	(386.9)
Underlying Insurance Service Result	A\$m	98.4	106.5	110.4	104.4	214.8	204.9	214.9	217.6	232.4
Underlying Insurance Operating Result	A\$m	100.0	107.8	111.7	105.7	217.8	207.8	217.5	220.2	235.0
Underlying Operating Profit	A\$m	100.0	107.8	111.7	105.7	217.8	207.8	217.5	220.2	235.0
Premium revenue growth (pcp)	%	7.4%	7.2%	8.3%	7.9%	8.5%	7.3%	8.1%	7.5%	7.9%
Policyholder growth (pcp) - closing	%	3.3%	3.2%	3.1%	3.2%	2.5%	3.2%	3.2%	3.2%	3.2%
Policyholder growth (pcp) - average	%	2.9%	3.2%	3.2%	3.2%	3.6%	2.9%	3.2%	3.2%	3.2%
UOP growth	%	-21.4%	19.1%	11.7%	-1.9%	98.5%	-4.6%	4.6%	1.2%	6.7%
Gross Margin % - arhi	%	17.3%	18.5%	17.4%	17.8%	19.2%	18.0%	17.6%	17.2%	17.1%
MER % - arhi	%	10.3%	11.0%	10.1%	11.0%	11.0%	10.7%	10.6%	10.6%	10.6%
Net Margin % - arhi	%	7.0%	7.5%	7.3%	6.8%	8.2%	7.3%	7.0%	6.6%	6.5%
iihi		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Insurance revenue	A\$m	107.4	113.1	113.0	113.0	192.8	220.5	226.0	215.0	205.0
Incurred Claims	A\$m	(64.9)	(66.2)	(71.2)	(68.9)	(115.4)	(131.1)	(140.1)	(133.4)	(131.3)
Underwriting Expenses	A\$m	(30.9)	(29.9)	(30.1)	(30.3)	(55.2)	(60.8)	(60.4)	(59.5)	(54.6)
Underlying Insurance Service Result	A\$m	11.6	17.0	11.7	13.8	22.2	28.6	25.5	22.1	19.1
Underlying Insurance Operating Result	A\$m	12.5	17.8	12.6	14.7	23.9	30.3	27.3	23.9	20.9
Underlying Operating Profit	A\$m	12.9	17.6	12.6	14.7	24.8	30.5	27.3	23.9	20.9
Premium revenue growth (pcp)	%	14.6%	14.1%	5.2%	-0.1%	19.0%	14.4%	2.5%	-4.9%	-4.7%
UOP growth	%	11.2%	33.3%	-2.4%	-16.4%	11.2%	23.0%	-10.5%	-12.4%	-12.6%
Gross Margin % - IIHI	%	39.2%	40.8%	36.5%	38.6%	39.8%	40.0%	37.6%	37.5%	35.4%
MER % - IIHI	%	27.7%	24.8%	25.5%	25.6%	27.6%	26.2%	25.6%	26.5%	25.4%
Net Margin % - IIHI	%	11.5%	16.0%	11.0%	13.0%	12.3%	13.8%	12.0%	11.0%	10.0%
nzhi		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Insurance revenue	A\$m	195.7	205.7	217.0	221.1	371.2	401.4	438.1	460.2	488.2
Incurred Claims	A\$m	(144.7)	(142.2)	(149.7)	(148.2)	(239.1)	(286.9)	(297.9)	(303.7)	(310.0)
Underwriting Expenses	A\$m	(61.0)	(56.4)	(63.3)	(63.4)	(113.0)	(117.4)	(126.7)	(133.1)	(141.1)
Underlying Insurance Service Result	A\$m	(10.0)	7.1	3.9	9.6	19.1	(2.9)	13.5	23.4	37.1
Underlying Insurance Operating Result	A\$m	(10.1)	7.2	3.9	9.6	19.1	(2.9)	13.5	23.4	37.1
Underlying Operating Profit	A\$m	(10.1)	7.2	3.9	9.6	19.3	(2.9)	13.5	23.4	37.1
Premium revenue growth (pcp)	%	6.9%	9.4%	10.9%	7.5%	10.2%	8.1%	9.1%	5.0%	6.1%
Policyholder growth (pcp) - closing	%	0.0%	-2.0%	0.0%	0.0%	3.1%	-2.0%	0.0%	2.0%	2.0%
Policyholder growth (pcp) - average	%	1.5%	-1.0%	-1.0%	0.0%	4.2%	0.3%	-0.7%	1.0%	2.0%
Underlying Operating Result growth	%	-190.2%	-11.1%	-139.0%	32.6%	-35.9%	-115.0%	-565.2%	73.8%	58.2%
Gross Margin % - nzhi	%	26.1%	31.0%	31.0%	33.0%	35.2%	28.6%	32.0%	34.0%	36.5%
MER % - nzhi	%	31.4%	27.5%	29.2%	28.6%	30.0%	29.4%	28.9%	28.9%	28.9%
Net Margin % - nzhi	%	-5.2%	3.5%	1.8%	4.4%	5.2%	-0.7%	3.1%	5.1%	7.7%
Travel		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Other Income	A\$m	44.0	44.1	43.6	43.0	87.0	88.1	86.6	87.9	89.2
Acquisition costs	A\$m	(20.4)	(20.1)	(20.1)	(19.8)	(34.7)	(40.5)	(39.8)	(39.5)	(40.1)
Operating expenses	A\$m	(21.8)	(19.7)	(19.6)	(19.3)	(44.5)	(41.5)	(39.0)	(39.5)	(40.1)
Underlying Operating Profit	A\$m	1.9	4.8	4.2	3.9	8.1	6.7	8.1	9.1	9.2
Net Margin	%	50.5%	55.3%	55.0%	55.0%	48.9%	52.9%	55.0%	55.0%	55.0%
Thrive (NDIS)		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Fee income	A\$m	27.0	30.1	26.4	25.4	51.3	57.1	51.8	51.6	55.1
Operating Expenses	A\$m	(18.6)	(21.6)	(19.3)	(18.6)	(36.0)	(40.2)	(37.8)	(37.7)	(40.2)
Underlying Operating Profit	A\$m	8.4	8.5	7.1	6.9	15.3	16.9	14.0	13.9	14.9
Services (Honeysuckle + Midnight Health)		1H25A	2H25A	1H26E	2H26E	FY24A	FY25A	FY26E	FY27E	FY28E
Other Income	A\$m	7.2	10.2	10.7	11.7	8.8	17.4	22.4	27.1	37.2
Other expenses	A\$m	(9.7)	(13.5)	(12.0)	(12.0)	(22.8)	(23.2)	(24.0)	(25.0)	(34.0)
Share of Associates and JV	A\$m	(0.7)	0.6	0.6	0.6	(3.8)	(0.1)	1.2	1.2	1.2
Underlying Operating Profit	A\$m	(3.2)	(2.7)	(0.7)	0.3	(17.8)	(5.9)	(0.4)	3.3	4.4

Source: Company data. Macquarie Research, December 2025

- For risks to our investment thesis for IAG:
 - ⇒ **In the short term:** more frequent catastrophes, higher reinsurance costs and higher for longer claims inflation.
 - ⇒ **In the long term:** any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.
- For risks to our investment thesis for SUN:
 - ⇒ **In the short term:** positive and negative volatility in Hazard experience and claims inflation.
 - ⇒ **In the long term:** any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.
- For risks to our investment thesis for QBE:
 - ⇒ **In the short term:** changes to bond yields; global catastrophes; movements in the global premium rate environment.
 - ⇒ **In the long term:** Any inability to compete successfully in their markets may harm the business. This could be a result of many factors, which may include geographic mix and the introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.
- For risks to our investment thesis for SDF:
 - ⇒ **In the short term:** Lower-for-longer premium rate rises and lack of accretion from acquisitions.
 - ⇒ **In the long term:** Any inability to compete successfully in their markets may harm the business. This could be a result of many factors, which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.
- For risks to our investment theses for MPL:
 - ⇒ **In the short term :** broader affordability concerns across PHI, faster claims catch-up than expected.
 - ⇒ **In the long term:** any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

- For risks to our investment thesis for NHF:
 - ⇒ **In the short term** : variation in the pace of claims catch-up post COVID-19, pace of policyholder growth, and cost management.
 - ⇒ **In the long term**: any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

Analysts

Andrew Buncombe, CFA

61 437 411 512

andrew.buncombe@macquarie.com

Macquarie Securities (Australia) Limited

Harry Peng

+61 415 185 130

harry.peng@macquarie.com

Macquarie Securities (Australia) Limited

Important Disclosures

Recommendation definitions	Volatility index definition	Financial definitions
<p>Macquarie – Asia and USA Outperform – expected return >10% Neutral – expected return from -10% to +10% Underperform – expected return <-10%</p> <p>Macquarie – Australia/New Zealand Outperform – expected return >10% Neutral – expected return from 0% to 10% Underperform – expected return <0%</p> <p>During periods of share price volatility, recommendations and target prices may occasionally and temporarily be inconsistent with the above definitions.</p> <p>Recommendations – 12 months 12-month target – Expected share price in 12 months Valuation – The company's estimated fair value share price based on the disclosed valuation methodology Note: Quant recommendations may differ from Fundamental Analyst recommendations</p>	<p>This is calculated from the volatility of historical price movements.</p> <p>Very high – highest risk – Stock should be expected to move up or down 60–100% in a year – investors should be aware this stock is highly speculative.</p> <p>High – stock should be expected to move up or down at least 40–60% in a year – investors should be aware this stock could be speculative.</p> <p>Medium – stock should be expected to move up or down at least 25–40% in a year.</p> <p>Low – stock should be expected to move up or down at least 15–25% in a year. * Applicable to select stocks in Asia/Australia/NZ</p> <p>Note: expected return is reflective of a Medium Volatility stock and should be assumed to adjust proportionately with volatility risk</p>	<p>All "Adjusted" data items have had the following adjustments made: Added back: goodwill amortisation, provision for catastrophe reserves, IFRS derivatives & hedging, IFRS impairments & IFRS interest expense Excluded: non recurring items, asset revals, property revals, appraisal value uplift, preference dividends & minority interests</p> <p>EPS = adjusted net profit / efpowa* ROA = adjusted ebit / average total assets ROA Banks/Insurance = adjusted net profit / average total assets ROE = adjusted net profit / average shareholders funds Gross cashflow = adjusted net profit + depreciation *equivalent fully paid ordinary weighted average number of shares</p> <p>All Reported numbers for Australian/NZ listed stocks are modelled under IFRS (International Financial Reporting Standards).</p>

Recommendation proportions for quarter ending 30 Sept 2025

	AU/NZ	Asia	USA	
Outperform	51.96%	67.82%	67.16%	(for global coverage by Macquarie, 1.45% of stocks followed are investment banking clients)
Neutral	38.79%	18.36%	32.84%	(for global coverage by Macquarie, 1.75% of stocks followed are investment banking clients)
Underperform	9.25%	13.83%	0.00%	(for global coverage by Macquarie, 0.00% of stocks followed are investment banking clients)

Company-Specific Disclosures

A reference to "Macquarie" is a reference to the entity within the Macquarie Group of companies (comprising Macquarie Group Limited and its worldwide affiliates and subsidiaries) that is relevant to this disclosure. Important disclosure information regarding the subject companies covered in this report is available publicly at www.macquarie.com/research/disclosures. Clients receiving this report can additionally access previous recommendations (from the year prior to publication of this report) issued by this report's author at <https://www.macquarieinsights.com>.

TO THE EXTENT THAT ANY COMPANY MENTIONED IN THIS COMMUNICATION IS A COMPANY LISTED IN THE ANNEX TO EXECUTIVE ORDER 14032 OF JUNE 3, 2021 FROM THE PRESIDENT OF THE UNITED STATES OF AMERICA ("EO14032") OR IN THE OFAC NON-SDN CHINESE MILITARY-INDUSTRIAL COMPLEX COMPANIES LIST AS UPDATED FROM TIME TO TIME AND YOU ARE A "UNITED STATES PERSON" AS DEFINED UNDER EO14032, YOU ARE REMINDED THAT YOU MAY BE PREVENTED BY EO14032 FROM TRADING THE SECURITIES OF SUCH A COMPANY.

Sensitivity analysis:

Clients receiving this report can request access to a model which allows for further in-depth analysis of the assumptions used, and recommendations made, by the author relating to the subject companies covered. Contact <https://www.macquarieinsights.com/contacts> for access requests.

Analyst Certification

We hereby certify that all the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities. The views were reached independently, without any attempt of influence from anyone outside of Macquarie's Research business. Any and all opinions expressed have a reasonable basis, which are the result of the exercise of due care and skill. We confirm we (the authors), our team, and our associates do not hold securities in our sector of coverage, except for holdings disclosed to Research Compliance where we have received approval to hold temporarily until we are able to dispose of the holdings, and confirm the presence of disclosure language on this research which relates to this personal holding. To the best of our knowledge, we are not in receipt of, nor have included in this report, information considered to be inside information at the time of publication. We also certify that no part of our compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report. We acknowledge that the Analysts responsible for preparing this report receive compensation from Macquarie that is based upon various factors including Macquarie Group Ltd.'s overall revenues, a portion of which are generated by Macquarie Group's Investment Banking activities.

General disclaimers:

Other than Macquarie Bank Limited ABN 46 008 583 542 ("MBL"), any Macquarie Group entity noted is not an authorized deposit-taking institution for the purposes of the Banking Act 1959 (Commonwealth of Australia), and that entity's obligations do not represent deposits or other liabilities of MBL. Any investments are subject to investment risk including possible delays in repayment and loss of income and principal invested. MBL does not guarantee or otherwise provide assurance in respect of the obligations of that entity. This research has been prepared for the general use of the wholesale clients of the Macquarie Group and must not be copied, either in whole or in part, or distributed to any other person. You are permitted to store, display, analyze, modify, reformat, and print the information made available to you in the research only for your own use. You may not resell or reverse engineer this information to calculate or develop any index for disclosure and/or marketing or create any other derivative works or commercial product(s), data or offering(s) without the express written consent of the Macquarie Group. You are not permitted to publish, transmit, or otherwise

reproduce this information, in whole or in part, in any format to any third party without the express written consent of the Macquarie Group. This foregoing restriction includes, without limitation, using, extracting, downloading or retrieving this information, in whole or in part, to train or finetune a machine learning or artificial intelligence system, or to provide or reproduce this information, in whole or in part, as a data source, prompt or input to any such system. If you are not the intended recipient you must not use or disclose the information in this research in any way. If you received it in error, please tell us immediately by return e-mail and delete the document. We do not guarantee the integrity of any e-mails or attached files and are not responsible for any changes made to them by any other person. MGL has established and implemented a conflicts policy at group level (which may be revised and updated from time to time) (the "Conflicts Policy") pursuant to regulatory requirements which sets out how we must seek to identify and manage all material conflicts of interest. Nothing in this research shall be construed as a solicitation to buy or sell any security or product, or to engage in or refrain from engaging in any transaction. In preparing this research, we did not take into account your investment objectives, financial situation or particular needs. Macquarie salespeople, traders and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions which are contrary to the opinions expressed in this research. Macquarie Research produces a variety of research products including, but not limited to, fundamental analysis, macro-economic analysis, quantitative analysis, and trade ideas. Recommendations contained in one type of research product may differ from recommendations contained in other types of research, whether as a result of differing time horizons, methodologies, or otherwise. Before making an investment decision on the basis of this research, you need to consider, with or without the assistance of an adviser, whether the advice is appropriate in light of your particular investment needs, objectives and financial circumstances. There are risks involved in securities trading. The price of securities can and does fluctuate, and an individual security may even become valueless. International investors are reminded of the additional risks inherent in international investments, such as currency fluctuations and international stock market or economic conditions, which may adversely affect the value of the investment. This research is based on information obtained from sources believed to be reliable but we do not make any representation or warranty that it is accurate, complete or up to date. We accept no obligation to correct or update the information or opinions in it. Opinions expressed are subject to change without notice. No member of the Macquarie Group accepts any liability whatsoever for any direct, indirect, consequential or other loss arising from any use of this research and/or further communication in relation to this research. Clients should contact analysts at, and execute transactions through, a Macquarie Group entity in their home jurisdiction unless governing law permits otherwise. The date and timestamp for above share price and market cap is the closed price of the price date. #CLOSE is the final price at which the security is traded in the relevant exchange on the date indicated. Members of the Macro Strategy team are Sales & Trading personnel who provide desk commentary that is not a product of the Macquarie Research department or subject to FINRA Rule 2241 or any other regulation regarding independence in the provision of equity research.

MSCI disclaimers:

Where this report contains any MSCI sourced information, such information is the exclusive property of MSCI Inc. (MSCI). Without the prior written permission of MSCI, this information and any other MSCI intellectual property may not be reproduced, disseminated or used to create any financial products, including any indices. This information is provided on an "as is" basis. The user assumes the entire risk of any use made of this information. MSCI, its affiliates and any third party involved in, or related to, computing or compiling the information hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of this information. Without limiting any of the foregoing, in no event shall MSCI, any of its affiliates or any third party involved in, or related to, computing or compiling the information have any liability for any damages of any kind. MSCI and the MSCI indexes are services marks of MSCI and its affiliates.

Country-specific disclaimers:

Australia: In Australia, research is issued and distributed by Macquarie Securities (Australia) Ltd (AFSL No. 238947), a participating organization of the Australian Securities Exchange. Macquarie Securities (Australia) Limited staff involved with the preparation of research have regular interaction with companies they cover. Additionally, Macquarie Group Limited does and seeks to do business with companies covered by Macquarie Research. There are robust information barriers in place to protect the independence of Macquarie Research's product. However, recipients of Macquarie Research should be aware of this potential conflict of interest. **New Zealand:** In New Zealand, research is issued and distributed by Macquarie Securities (NZ) Ltd, a NZX Firm. **United Kingdom and the EEA:** In the United Kingdom and the European Economic Area, research is distributed by Macquarie Capital (Europe) Ltd, which is authorised and regulated by the Financial Conduct Authority (No. 193905). Hong Kong & **Mainland China:** In Hong Kong, research is issued and distributed by Macquarie Capital Limited, which is licensed and regulated by the Securities and Futures Commission. Only non-A share research is distributed into Mainland China by Macquarie Capital Limited. **Japan:** In Japan, research is issued and distributed by Macquarie Capital Securities (Japan) Limited (Tokyo Branch), the Financial Instruments Business Operator, registered with the Financial Services Agency (Registration number: Kanto Financial Bureau (FIBO) No. 231), the member of the Tokyo Stock Exchange, Inc., Osaka Exchange, Inc. and the member of Japan Securities Dealers Association. Its Designated Dispute Resolution Institution is Financial Instruments Mediation Assistance Center ("FINMAC"). **Indonesia:** In Indonesia, research is issued and distributed by PT Macquarie Sekuritas Indonesia, a licensed securities company and regulated by Financial Services Authority (Otoritas Jasa Keuangan) and is a member of the Indonesia Stock Exchange. The securities discussed in this report may not be suitable for all investors. **Malaysia:** In Malaysia, research is issued and distributed by Macquarie Capital Securities (Malaysia) Sdn. Bhd. (Company registration number: 199801007342 (463469-W)) which is a Participating Organisation of Bursa Malaysia Berhad and a holder of Capital Markets Services License issued by the Securities Commission. Macquarie may be an Issuer of Structured Warrants on securities mentioned in this report. **Taiwan:** In Taiwan, research is issued and distributed by Macquarie Capital Limited, Taiwan Securities Branch, which is licensed and regulated by the Financial Supervisory Commission. No portion of the report may be reproduced or quoted by the press or any other person without authorisation from Macquarie. Nothing in this research shall be construed as a solicitation to buy or sell any security or product. The recipient of this report shall not engage in any activities which may give rise to potential conflicts of interest to the report. Research Associate(s) in this report who are registered as Clerks only assist in the preparation of research and are not engaged in writing the research. Macquarie may be in past one year or now being an Issuer of Structured Warrants on securities mentioned in this report. **Thailand:** In Thailand, research is produced, issued and distributed by Macquarie Securities (Thailand) Ltd. Macquarie Securities (Thailand) Ltd. is a licensed securities company that is authorized by the Ministry of Finance, regulated by the Securities and Exchange Commission of Thailand and is an exchange member of the Stock Exchange of Thailand. The Thai Institute of Directors Association has disclosed the Corporate Governance Report of Thai Listed Companies made pursuant to the policy of the Securities and Exchange Commission of Thailand. Macquarie Securities (Thailand) Ltd does not endorse the result of the Corporate Governance Report of Thai Listed Companies but this Report can be accessed at: <http://www.thai-iod.com/en/publications.asp?type=4>. Macquarie Securities (Thailand) Limited may be an issuer of derivative warrants on the securities mentioned in this report. **South Korea:** In South Korea, unless otherwise stated, research is prepared, issued and distributed by Macquarie Securities Korea Limited, which is regulated by the Financial Supervisory Services. Information on analysts in MSKL is disclosed at <http://dis.kofia.or.kr/websquare/index.jsp?w2xPath=/wg/fundMgr/DISFundMgrAnalystStut.xml&divisionId=MDISO3002001000000&serviceld=SDISO3002001000>. **Singapore:** In Singapore, research is issued and distributed by Macquarie Capital Securities (Singapore) Pte Ltd (Company Registration Number: 198702912C), a Capital Markets Services license holder under the Securities and Futures Act to deal in securities and provide custodial services in Singapore. Pursuant to the Financial Advisers (Amendment) Regulations 2005, Macquarie Capital Securities (Singapore) Pte Ltd is exempt from complying with sections 34, 36 and 45 of the Financial Advisers Act. All Singapore-based recipients of research produced by Macquarie Capital (USA) Inc. represent and warrant that they are institutional investors as defined in the Securities and Futures Act. Singapore recipients should contact Macquarie Capital Securities (Singapore) Pte Ltd at +65 6601 0888 for matters arising from, or in connection with, this report. **United States:** In the United States, research is issued and distributed by Macquarie Capital (USA) Inc., which is a registered broker-dealer and member of FINRA. Macquarie Capital (USA) Inc. accepts responsibility for the content of each research report prepared by one of its non-US affiliates when the research report is distributed in the United States by Macquarie Capital (USA) Inc. Macquarie Capital (USA) Inc.'s affiliate's analysts are not registered as research analysts with FINRA, may not be associated persons of Macquarie Capital (USA) Inc., and therefore may not be subject to FINRA rule restrictions on communications with a subject company, public appearances, and trading securities held by a research analyst account. Information regarding futures is provided for reference purposes only and is not a solicitation for purchases or sales of futures. Any persons receiving this report directly from Macquarie Capital (USA) Inc. and wishing to effect a transaction in any security described herein should do so with Macquarie Capital (USA) Inc. Important disclosure information regarding the subject companies covered in this report is available at www.macquarie.com/research/disclosures, or contact your registered representative at 1-888-MAC-STOCK, or write to the Supervisory Analysts, Research Department, Macquarie Capital (USA) Inc, 660 Fifth Ave, 13th Floor, New York, NY 10103. **Canada:** In Canada, research is distributed by Macquarie Capital Markets Canada Ltd., a (i) member of the Investment Industry Regulatory Organization of Canada (IIROC) and the Canadian Investor Protection Fund, and (ii) participating organisation of the Toronto Stock Exchange, TSX Venture Exchange & Montréal Exchange. Important disclosure information regarding the subject companies covered in this report is available at www.macquarie.com/research/disclosures. IIROC Rule 3400 Disclosures can be obtained by writing to Macquarie Capital Markets Canada Ltd., 181 Bay St. Suite 3100, Toronto, ON M5J2T3. **India:** In India, research is issued and distributed by Macquarie Capital Securities (India) Pvt. Ltd. (CIN:

U65920MH1995PTC090696), 92, Level 9, 2 North Avenue, Maker Maxity, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051, India, which is a SEBI registered Research Analyst having registration no. INH000000545. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. Any reference to the securities quoted in example in the report are only for illustration and are not recommendatory. During the past 12 months, Macquarie Group Limited or one of its affiliates may have provided securities services to companies mentioned in this report for which it received compensation for Broking services. Macquarie Group Limited together with its affiliates may have a beneficial interest in the debt securities of the companies mentioned in this report. This report may have been prepared with assistance of Artificial Intelligence ("AI") tools to the extent it is permitted under Macquarie's governance policy and standards for use of AI, but the content of the report has been drafted, reviewed and validated by the author(s) of the report.

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.

© Macquarie Group