



27th November 2014

The Manager
Company Announcements Platform
Australian Securities Exchange
Exchange Centre
20 Bridge Street
Sydney, NSW 2000

Dear Sir,

Attached is a copy of the prepared Chief Executive Officer's strategy presentation which will be delivered at 10.00am today.

Yours faithfully

A handwritten signature in blue ink, appearing to read 'S.S. Rouvray'.

S.S. Rouvray
Company Secretary
Austbrokers Holdings Limited

For further information, contact Steve Rouvray: (02) 9935 2201
0412 259 158

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STRATEGY UPDATE

November 27th 2014

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More than
\$2.5B
base premium



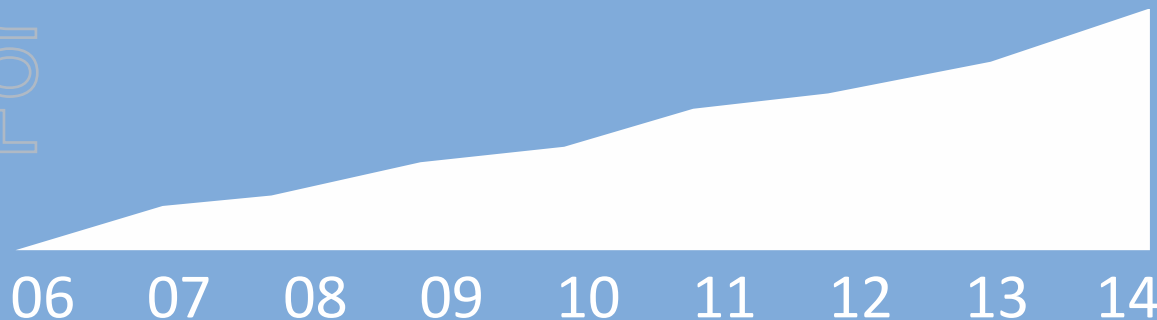
Largest
non-insurer
underwriting
group

450,000+
clients

Largest equity
based broking group

Largest
broking cluster
in NZ

9 YRS continuous double digit growth

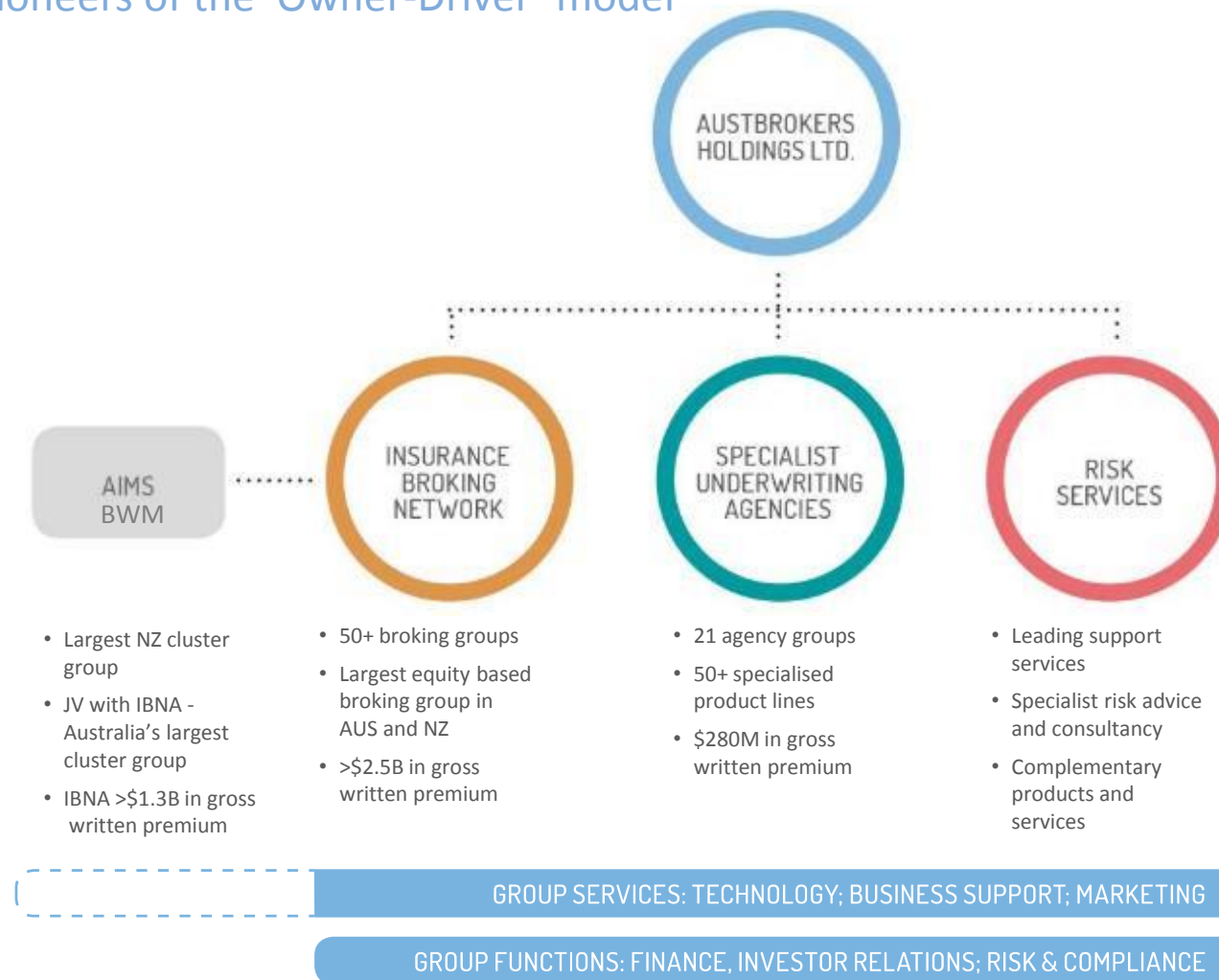


~30 YRS active
partnership experience

Staff **>2,700**

WHO WE ARE

- Australia and NZ's leading equity based insurance broking, underwriting agency and risk services group
- Pioneers of the 'Owner-Driver' model



AUB - GROUP STRATEGIC APPROACH

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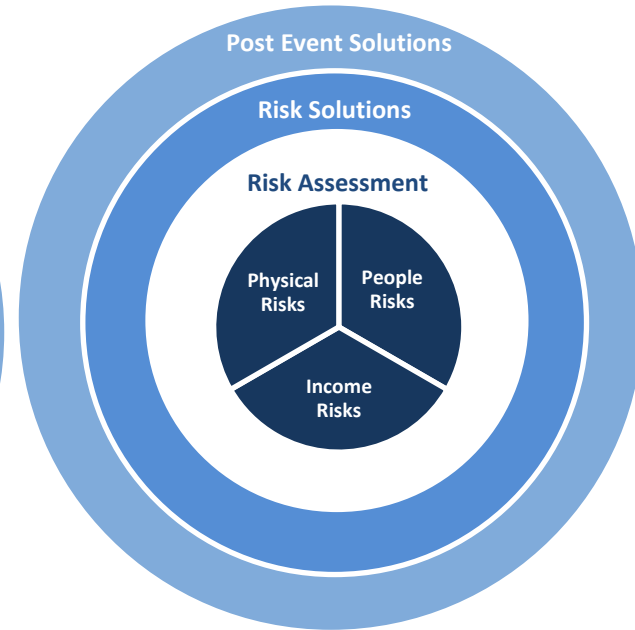
INSTITUTIONS – SERVICE PROVISION



BUSINESSES



INDIVIDUALS



AUB GROUP OPERATING MODEL

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**CLUSTER GROUP
AIMS JV (AUS)
BWM (NZ)**

- Product Wordings
- Product Remuneration
- Product Training
- Conference
- Insurer liaison

**BROKER & INTERMEDIARY
DISTRIBUTION**

- Existing Business Support/Growth
- New Partner Acquisition
- Bolt-on Acquisition

**UNDERWRITING
AGENCIES**

- Existing Business Support/Growth
- Facility Management Support
- New Agencies Development

RISK SERVICES

- Complementary 'Risk' Services
- Development of new Risk Areas

BUSINESS SERVICES & SUPPORT – Business Centre, Risk & Compliance, Support services

BUSINESS TECHNOLOGY – IT infrastructure, Data Centre, Business Solutions, Business Intelligence

OPERATING OFFICE – Project delivery & Change, Marketing Communications, AUB proposition delivery

INSURER & MARKET DEVELOPMENT – AUB:Insurer growth initiatives, New market initiatives, Hunter JV

FINANCE / INVESTOR RELATIONS / LEGAL

WE'RE FOCUSED ON DELIVERING OUR STRATEGY

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DRIVE VALUE FROM OUR CORE	ENABLE STRONG BUSINESSES	CAPTURE NEW OPPORTUNITIES
<ul style="list-style-type: none">• Winning in distribution and retaining clients• Be the market leader in specialist underwriting segments• Leading group services	<ul style="list-style-type: none">• Leverage technology capabilities• Drive business efficiencies• Product and service differentiation	<ul style="list-style-type: none">• Diversify portfolio and income streams• Enter new markets• Continue to invest in start-ups and acquisitions

BUILDING OUR FUTURE WITH CONFIDENCE

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- Clarity of vision and purpose
- Clarity of business model – ‘Owner-Driver’
- Clarity of operating model
- Clarity of group strategy
- Sustained, demonstrable performance
- Disciplined approach

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INSURANCE BROKING

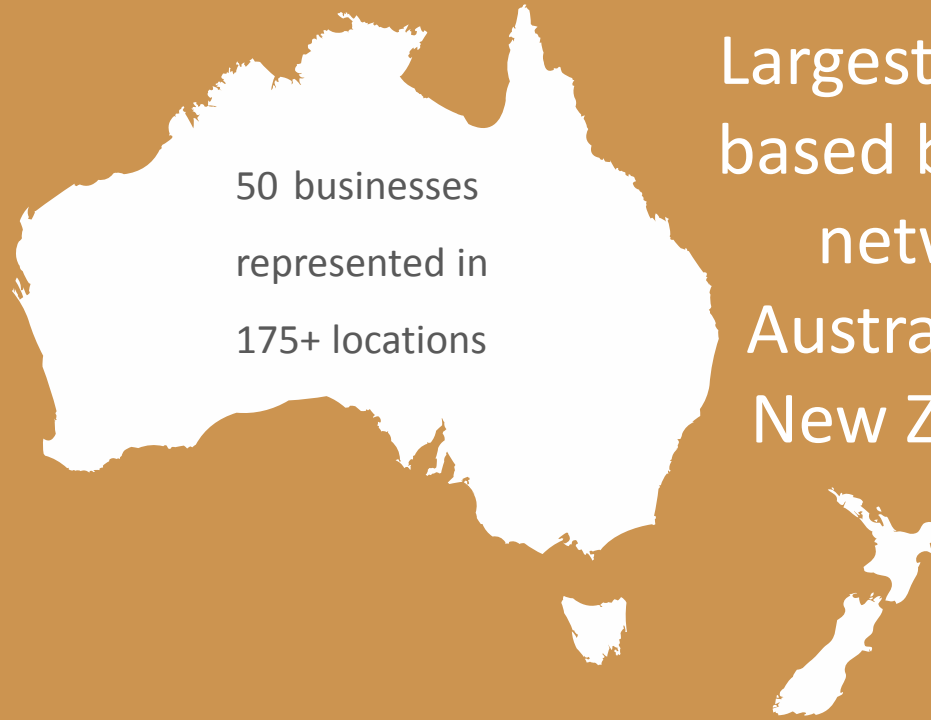
Fabian Pasquini



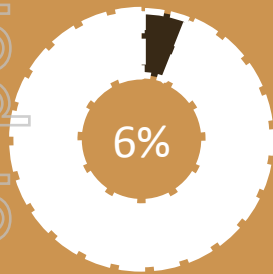
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More than
\$2.3B
base premium

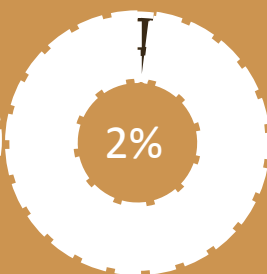
\$700M
Funds under
management



Largest equity
based broking
network in
Australia and
New Zealand



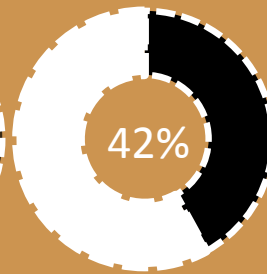
Wholly
owned



Minority
owned



Equal
owner



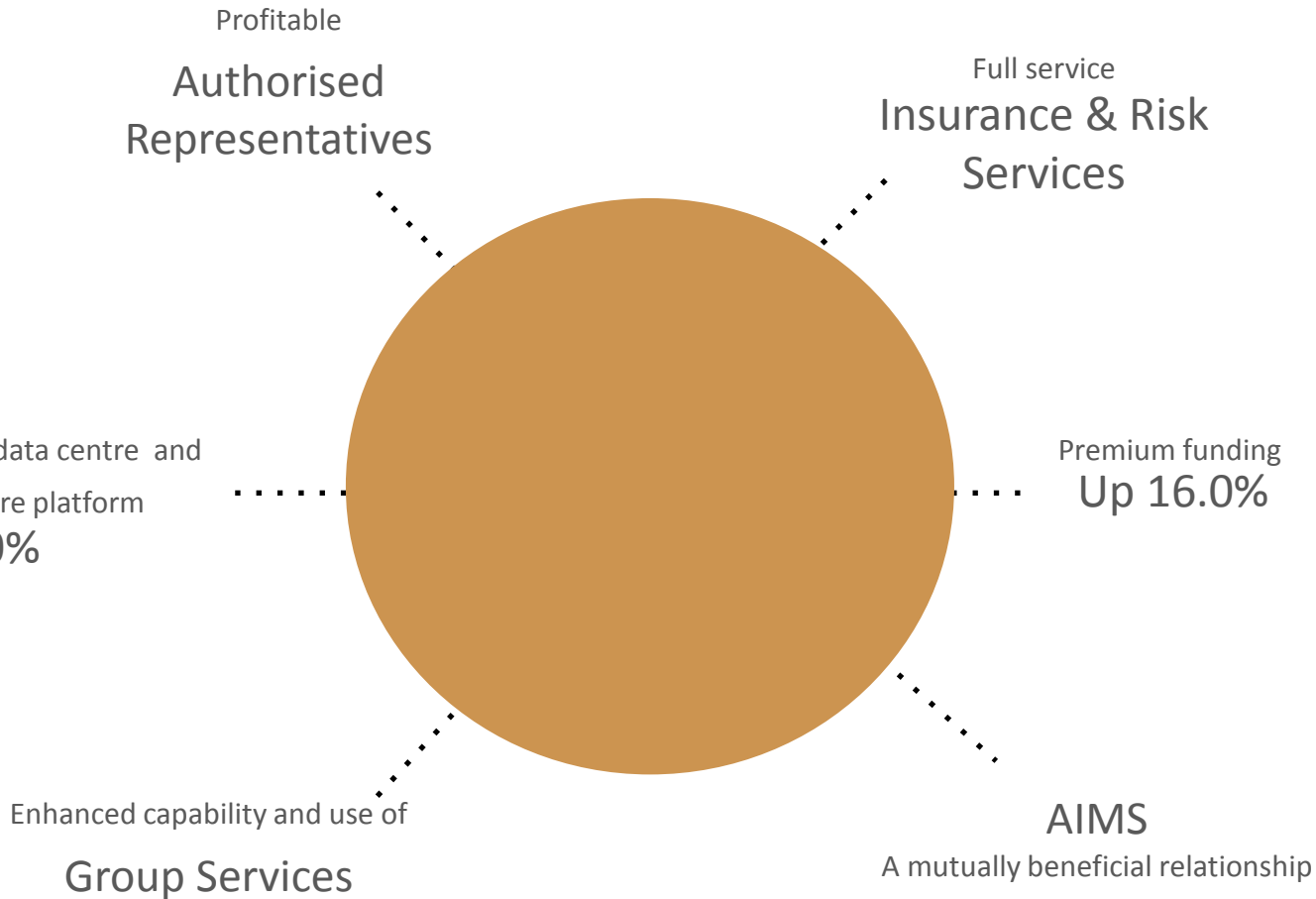
Majority
owned

450,000 clients

>2,700 staff

OUR GROWING DISTRIBUTION LANDSCAPE

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FOCUSED ON DELIVERING OUR STRATEGY

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DRIVE VALUE FROM OUR CORE	ENABLE STRONG BUSINESSES	CAPTURE NEW OPPORTUNITIES
<ul style="list-style-type: none">• Winning in distribution• Executing organic growth initiatives• End-to-end provider of insurance & risk services• Adding bench strength	<ul style="list-style-type: none">• Leverage technology capabilities• Drive efficiencies:<ul style="list-style-type: none">• Streamlined full policy administration• Automation of premium funding• Centralised data utilisation	<ul style="list-style-type: none">• Continue to invest in bolt ons for profitability• Opportunity management (CRM)• Soft market – capitalise on insurer appetite

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UNDERWRITING AGENCIES

Craig Patterson

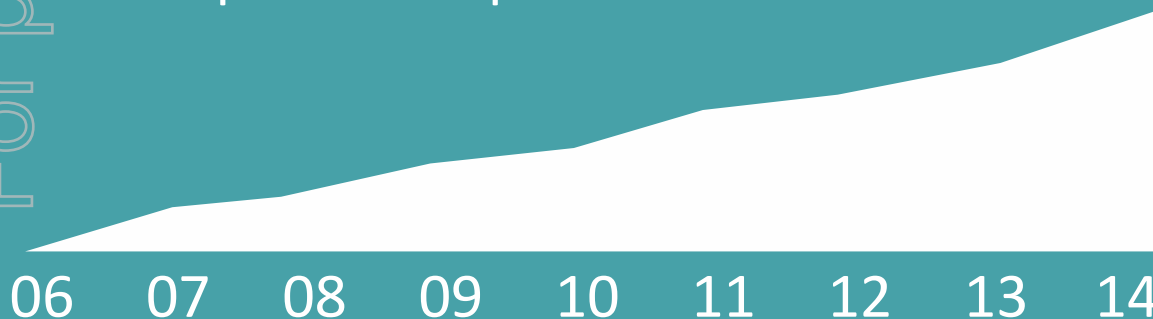
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More than
\$280M
Gross written
premium
(GWP)



Largest non
insurer
underwriting
group

50 specialised product lines



Business
leaders
have **>30** years industry
experience
(average)

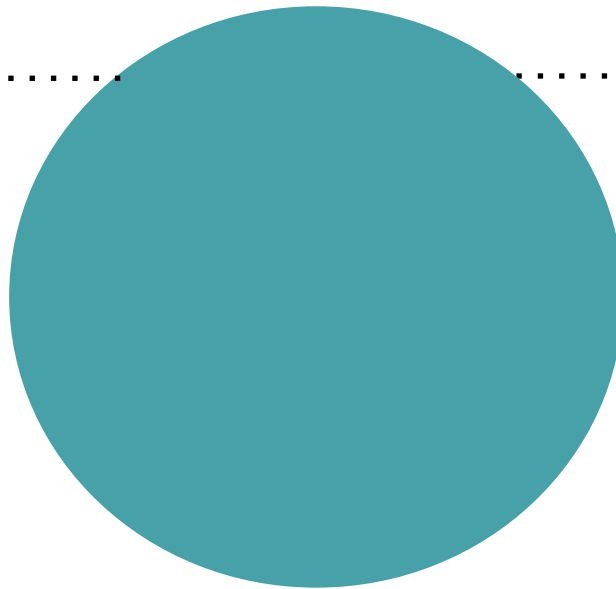
180 staff

OUR GROWING UNDERWRITING AGENCY LANDSCAPE

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Profitable Start Ups

- . Longitude (strata)
- . Latitude (SME)
 - Equipment Breakdown
 - Construction
 - Marine
 - Specialty Liability
- . New Surety
- . Austagencies PI
- . SURA Accident & Health / Travel
- . Aust Re (wholesale / binders)



Successful

Acquisitions/Integrations

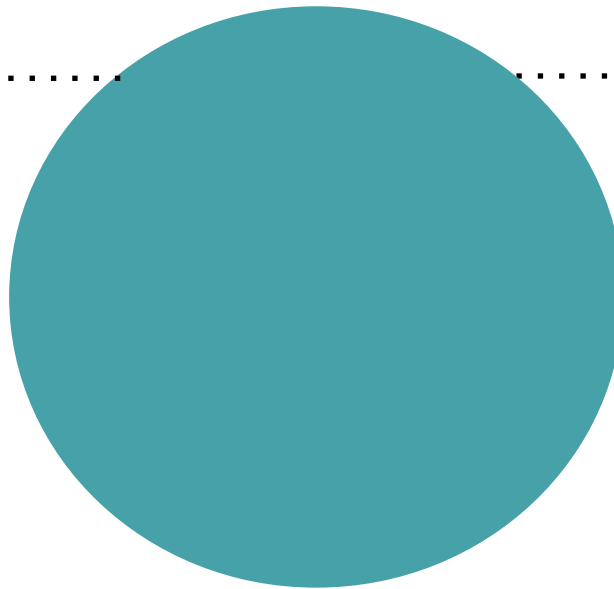
- . CEMAC / CPE
- . Cinesure / Latitude Film & TV and FIUA
- . Tasman (Professional Indemnity)
- . Guardian / Latitude Alpine & Dolphin (SURA Hospitality)
- . Lawsons (Labour Hire & Specialty Liability)
- . Mint Plus (SURA Professional Risks)
- . Celestial (SURA Hospitality) - Clubs
- . Mint Taxis
- . Mint Property & Casualty

OUR GROWING UNDERWRITING AGENCY LANDSCAPE

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Key Underwriting Talent

- Ian Faragher: 30+ years
- Jesse Borthwick: 30+ years
- Peter Curtis: 30+ years
- Jim Wiechman: 30+ years
- Matt Etheridge: 15+ years
- Scott Woolley: 20+ years
- Norm Verity: 40+ years
- Joe LoSurdo: 20+ years
- Dean Fiddes: 30+ years
- Graham Kingaby: 30+ years
- Roy Daly: 30+ years
- Paul Robertson: 30+ years
- Scott Newland: 30+ years
- Adel Dawood: 30+ years



Increasing Niche Leadership

Agency	Position
Australian Bus & Coach	1
Cinesure (Film & TV)	1
CEMAC (Plant & Equipment)	2
5 Star (Motor Dealers)	3
Longitude (Strata)	3
Millennium (Farm)	3

FOCUSED ON DELIVERING OUR STRATEGY

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DRIVE VALUE FROM OUR CORE	ENABLE STRONG BUSINESSES	CAPTURE NEW OPPORTUNITIES
<ul style="list-style-type: none">• Top 3 market position in chosen segments• Specialised product lines• Niche segments with higher barriers to entry• Underwriting driven	<ul style="list-style-type: none">• Employing the best underwriters• Building the best products• Drive efficiencies by leveraging technology capabilities (automation)	<ul style="list-style-type: none">• Continue to invest in start-ups for profitability• Incubator for insurers to develop product• Electronic product capability (B2B)

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RISK SERVICES

Sunil Vohra



Contributed 10% of overall
growth in first year

2 new
partners in
first year

Complementary
risk management solutions
for clients

Operationally effective with
>\$700K profit in
first year

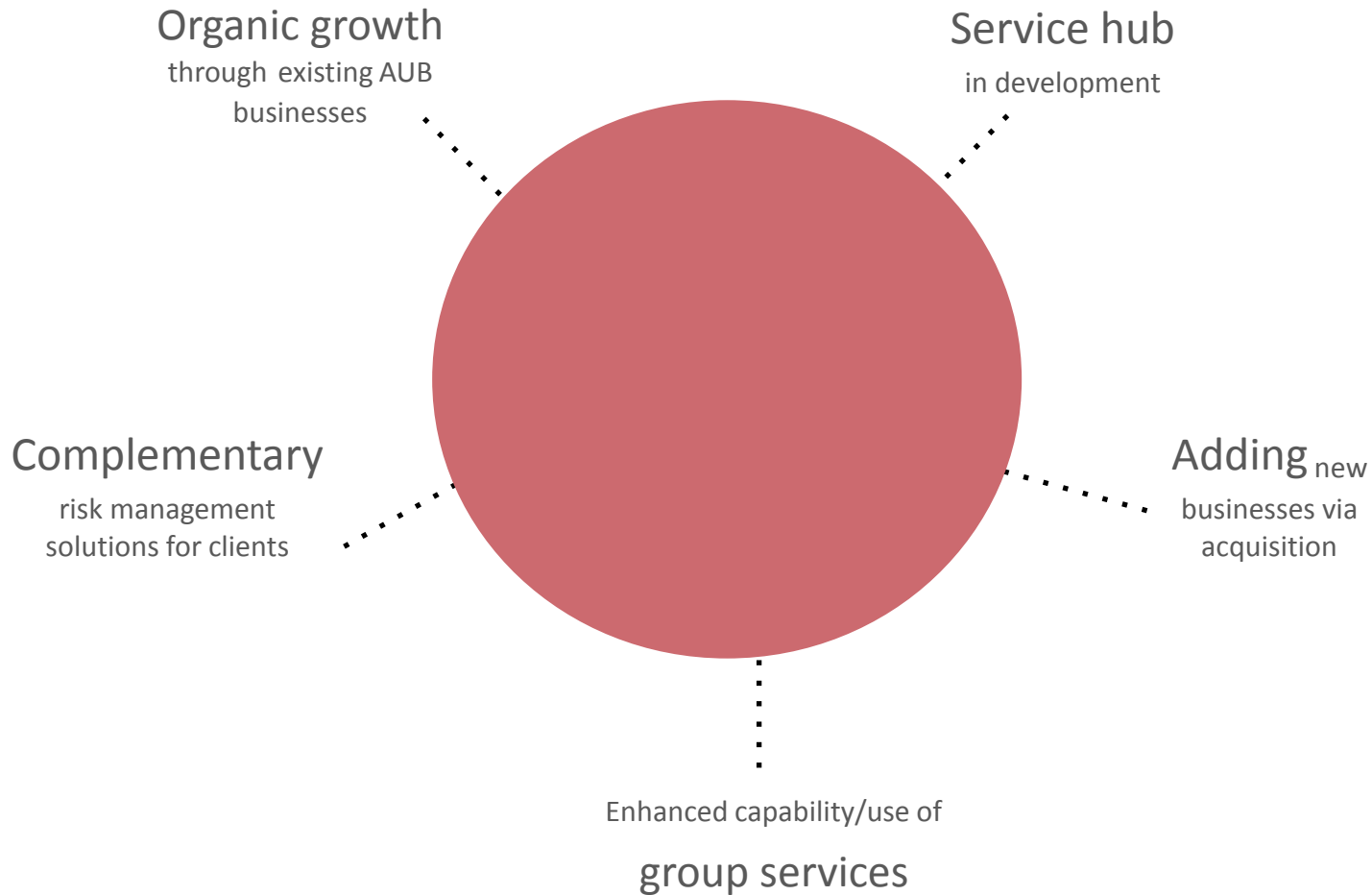
Significant
expertise subject
specialists and technical experts

Bunnings, DHL, Leighton Holdings

client examples

OUR GROWING RISK SERVICES LANDSCAPE

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FOCUSED ON DELIVERING OUR STRATEGY

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DRIVE VALUE FROM OUR CORE	ENABLE STRONG BUSINESSES	CAPTURE NEW OPPORTUNITIES
<ul style="list-style-type: none">• Complementary solutions for current distribution channel and clients• Open market	<ul style="list-style-type: none">• Break dependency of insurance rate cycle• Enables risk management services (pre and post event) with existing clients	<ul style="list-style-type: none">• Diversified income and profit stream• Execute new market segments

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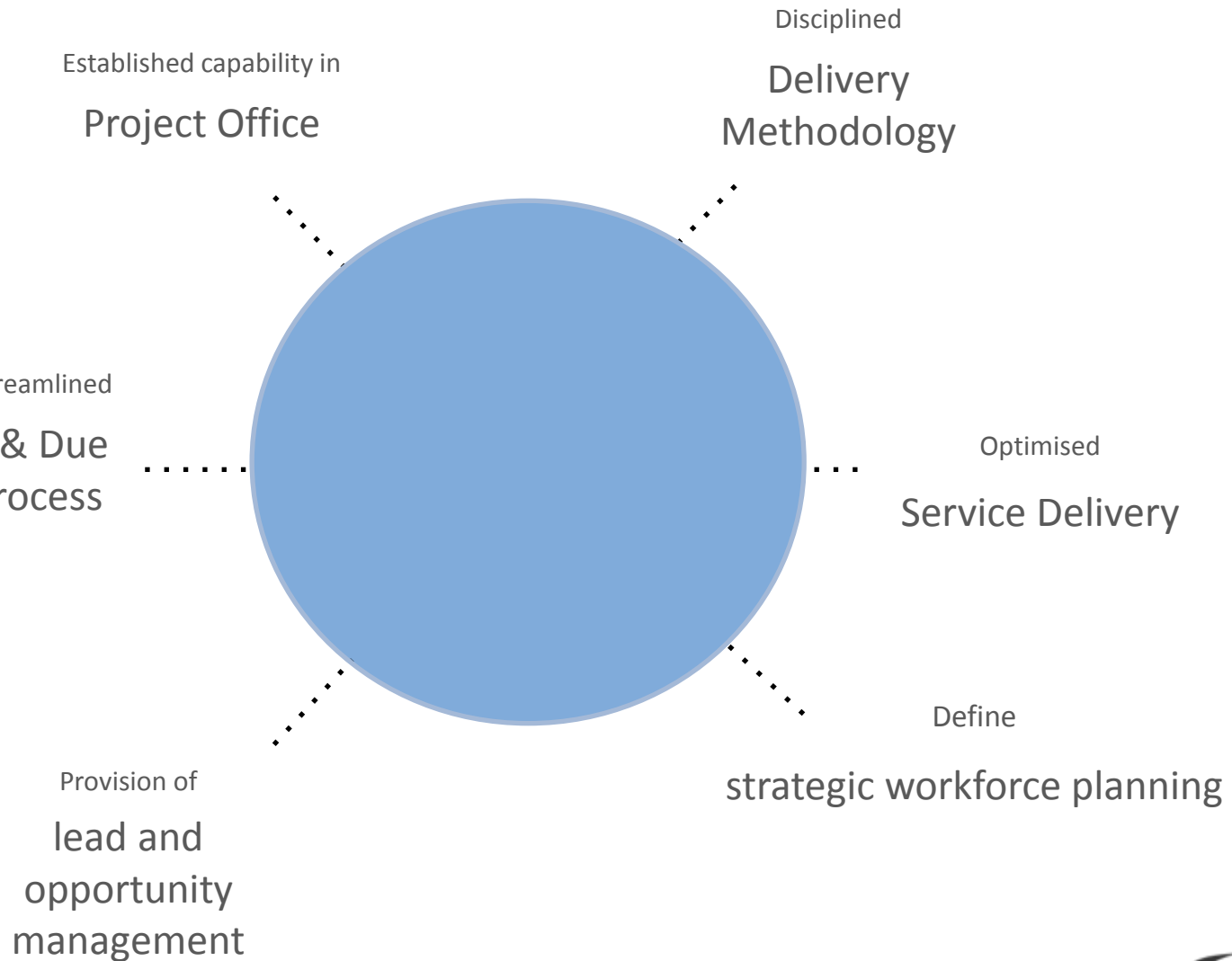


OPERATIONAL DELIVERY

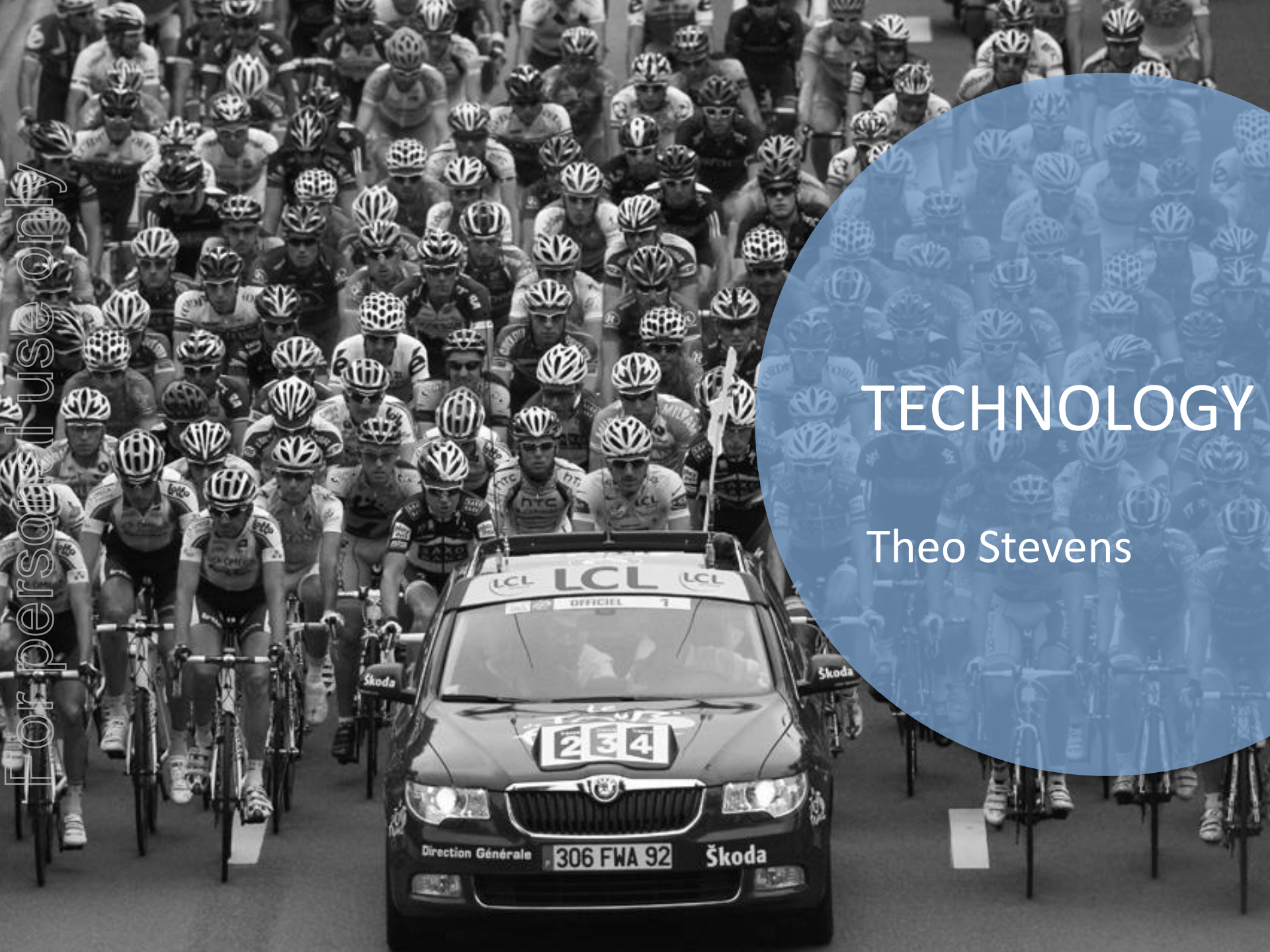
Sunil Vohra

OPTIMISE OPERATING MODEL & DELIVERY CAPABILITY

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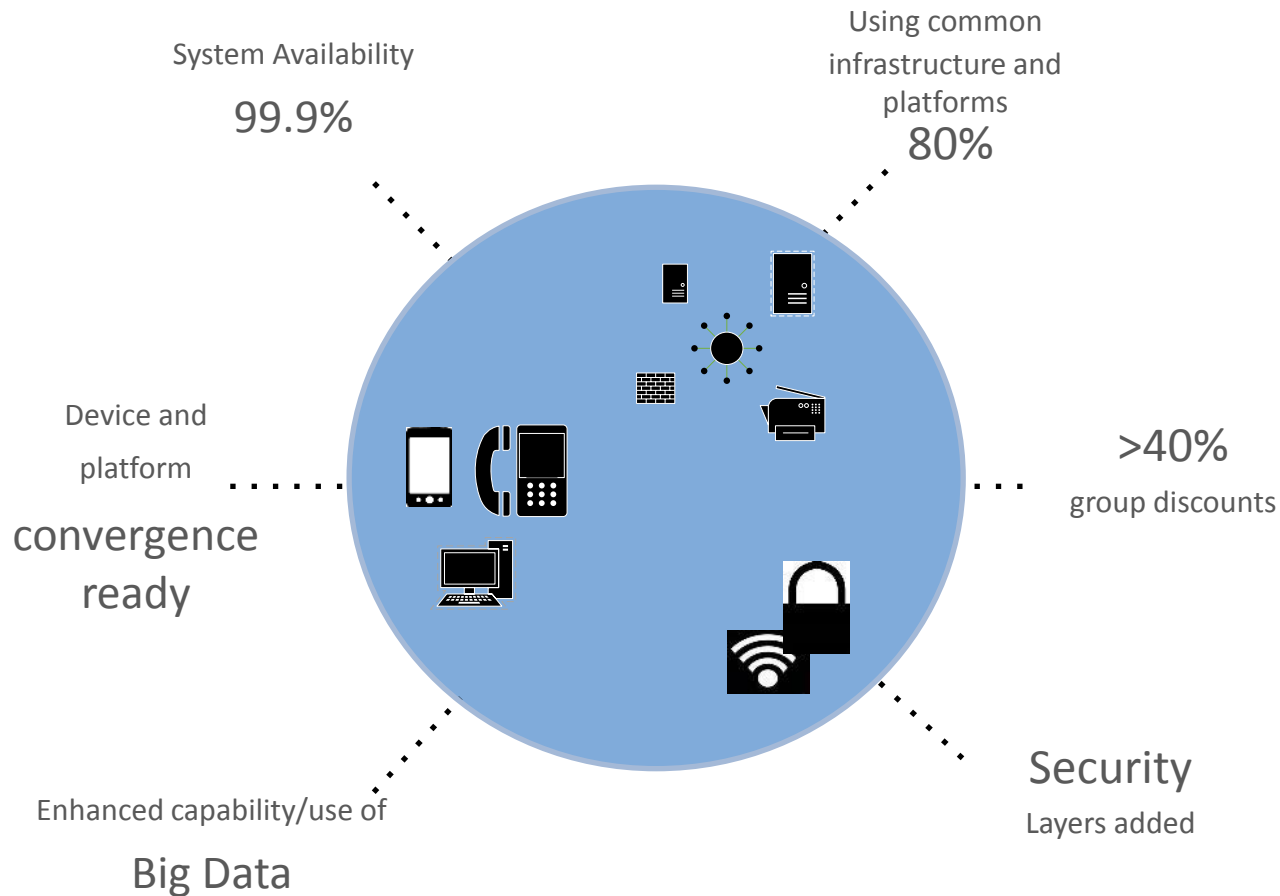
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TECHNOLOGY

Theo Stevens

LEADING TECHNOLOGY CAPABILITY



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FOCUSED ON DELIVERING OUR STRATEGY

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DRIVE VALUE FROM OUR CORE	ENABLE STRONG BUSINESSES	CAPTURE NEW OPPORTUNITIES
<ul style="list-style-type: none">• Maintain 99.9% system availability• Common infrastructure and platforms with:<ul style="list-style-type: none">• 100% of underwriting agencies• 80% of insurance broking	<ul style="list-style-type: none">• Automate antiquated services• Expand opportunity management system• Implement device agnostic platforms• Further streamline data analytics and insights to drive efficient behaviour	<ul style="list-style-type: none">• Architecture enables integration of future technology• Continue mobility capability - pervasive connectivity; integrated collaboration suites; workforce convergence• Incorporate client self service

This release may contain forward looking statements relating to future matters, which are subject to known and unknown risks, Uncertainties and other important factors which could cause the actual results, performance or achievements of Austbrokers and the Austbrokers Group to be materially different from those expressed in this announcement. Except as required by law and only to the extent so required, neither Austbrokers nor any other person warrants that these forward looking statements relating to future matters will occur.

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THANK YOU