



Creating community value



Annual General Meeting

28 October 2015





Glenn Barnes

Chairman

175 years



Australian Unity celebrates
its **175th birthday**



Glenn Barnes

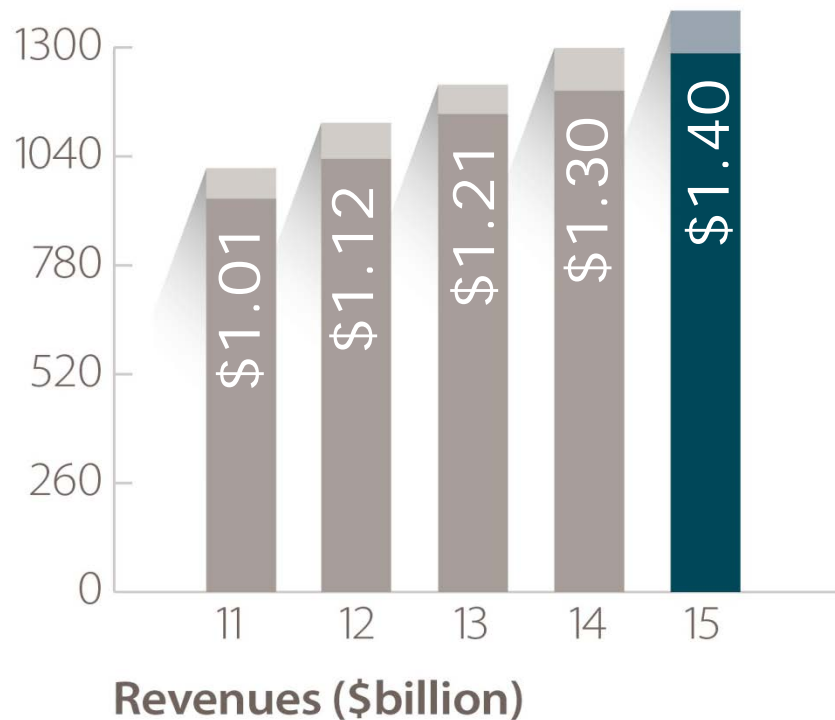
Chairman



Rohan Mead

Group Managing Director
and CEO

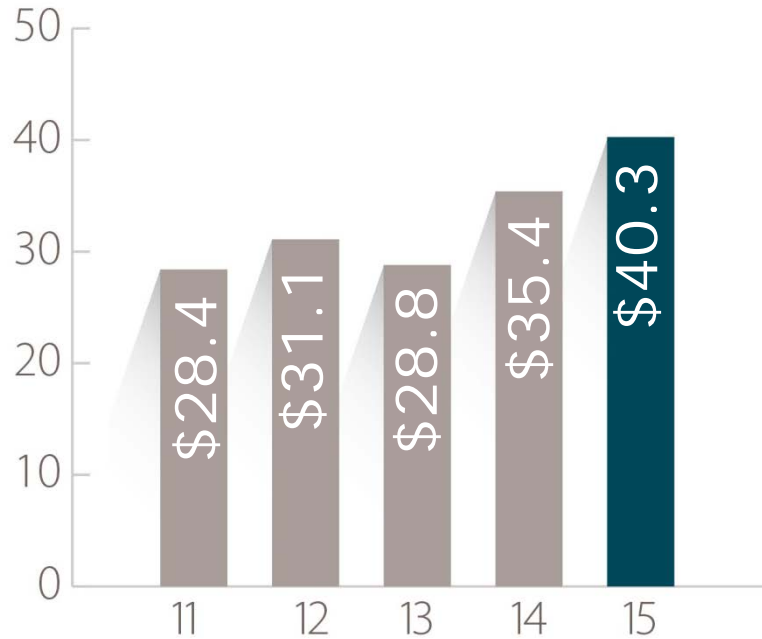
Our revenues



\$1.40b

Revenues: comprise revenue and other income receipts (shown as the bottom section of the bar chart) as show in the statement of comprehensive income in the annual report plus life investment contract premium receipts (shown as the top section of the bar chart). The latter receipts are recorded as movements in benefit fund policy liabilities in the balance sheet and not through the statement of comprehensive income.

Our operating earnings



Operating earnings (\$million)

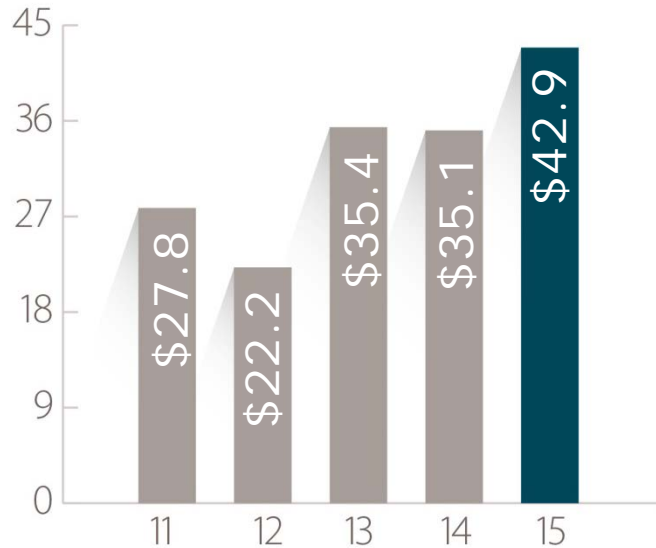
\$40.3m

Operating earnings: profit before tax attributable to members of Australian Unity less investment income, borrowing costs exclusive of accommodation bond interest reclassification and discontinued operations and business acquisition costs.

Investment income

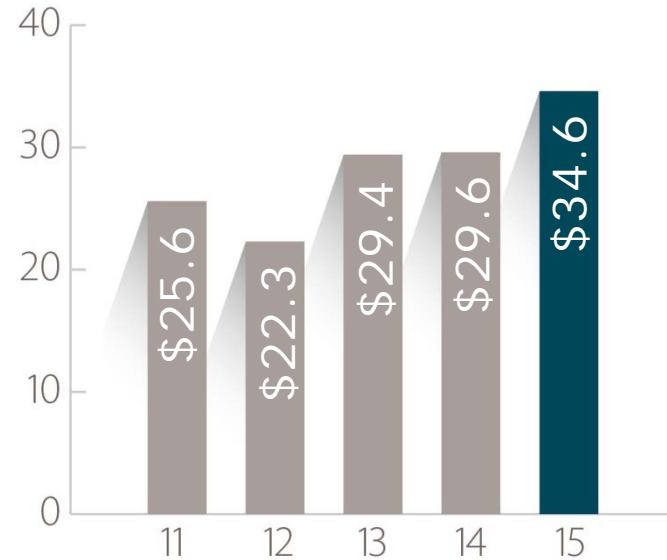


Our financial position



Profit before tax (\$million)

\$42.9m



Profit after tax (\$million)

\$34.6m

Business growth



- **\$42 million** invested in growth of key business areas including a number of strategic acquisitions

Business Council of Australia and the Australian Unity health forum



- A forum on **health reform** that aims to start a new conversation about **innovation** in the health sector.

Industry influence

- Australian Unity senior executives are engaged on boards and committees of **12 major industry bodies**
- Engaging policymakers on **aged care funding models, retirement savings, and corporate model structures**



Home Care Service of NSW

- Provides in-home care services to more than **50,000 clients** across NSW
- Provides specialist care to the **Aboriginal community**
- **4,000** staff



Flinders Australia Limited



- Provides **trust and estate administration** services
- Operates in Melbourne, Adelaide and Sydney



Healthcare

Healthcare results

Total segment
revenues
\$828.3m



5.0%

Adjusted EBITDA*
2014-2015
\$56.2m



2013-2014
\$43.6m

*Adjusted Earnings Before Interest, Tax, Depreciation and Amortisation (Adjusted EBITDA)

Healthcare highlights

- Joined 14 other not-for-profit and mutual health funds to launch Members Own Health Funds
- Achieved a strong growth rate of almost 4% in our corporate health fund—GU Health
- Acquired Physio Connect, which provides physiotherapy services to aged care facilities across Victoria and NSW



A snapshot of mental health in Australia



3 Million

In any one year, around 1 million Australian adults have depression, and over 2 million have anxiety.



45% of all Australians will experience a mental health problem over the course of their lives; 1 in 5 will do so in any given year.



70%

80%

75% of mental health problems first appear before the age of 25, yet more than 70% of young women and 80% of young men who need help and support don't get it.



\$6.29 Billion

Poor mental health in young people costs Australia at least \$6.29 billion per annum, including \$1.3 billion in direct health costs and \$1.2 billion in unemployment and disability payments.

Source: Australian Bureau of Statistics (2008) 2007 National Survey of Mental Health and Wellbeing: Summary of Results



Retirement Living

Retirement Living results

Total segment
revenues
\$106.8m



19.7%

Adjusted EBITDA*
2014-2015
\$23.9m



2013-2014
\$21.3m

*Adjusted Earnings Before Interest, Tax, Depreciation and Amortisation (Adjusted EBITDA)

Retirement Living highlights

- Almost doubled the revenue of its Home Care operations, due to small acquisitions and organic growth



Developments



The Residences at Rathdowne Place, Carlton

Artist's impression of Campbell Place, Glen Waverley



Peninsula Grange Aged Care, Mornington





Investments

Investments results

Total segment
revenues
\$107.2m



3.9%

Adjusted EBITDA*

2014-2015
\$14.8m



2013-2014
\$13.8m

*Adjusted Earnings Before Interest, Tax, Depreciation and Amortisation (Adjusted EBITDA)

Investments highlights

- Funds under management, administration and advice grew 1.65 percent to \$8.65 billion
- Big Sky Building Society increased its loans by 10.7 percent compared to 8.0 percent for the broader sector.
- Achieved a capital raising for the new Retirement Village Development Fund
- Expanded its presence in the mortgage fund market with the acquisition of Owenlaw Trust Limited



Artist's impression of Rathdowne Place, The Residences



Personal Financial Services

Personal Financial Services results

Total segment
revenues
\$56.9m



42.7%

Adjusted EBITDA*

2014-2015
\$3.9m



2013-2014
\$2.3m

*Adjusted Earnings Before Interest, Tax, Depreciation and Amortisation (Adjusted EBITDA)

Personal Financial Services highlights

- Funds under advice increased 70.2 percent to \$5.9 billion
- Acquired Premium Wealth Management and Waratah Insurance Brokers, and on 1 July 2015, completed the acquisition of Flinders Australia Limited





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Thank you

Please join us for refreshments