180 YEARS | Australian Unity Real Wellbeing

ASX Announcement

7 September 2021

Australian Unity Limited – Full Year Investor Update

Please find **attached** Australian Unity Limited's Investor Update relating to the financial results for the year ended 30 June 2021.

-end-

This announcement has been authorised for distribution to the ASX by:

The Board of Australian Unity Limited

T: + 61 3 8682 6819

If securityholders or other interested parties require further information please contact:

Michael Moore

General Manager – Public Affairs & Communications

T: 1300 408 776

E: media@australianunity.com.au

ASX code:
AYU

Securities on Issue:
AYUPA – 1,200,000
AYUHC – 1,150,192
AYUHD – 2,070,000

Issuer:
Australian Unity Limited
ACN 087 648 888

Enquiries:
Australian Unity Registry
1300 554 474

Contact details:
Australian Unity Limited
271 Spring Street
Melbourne VIC 3000
Tel: 13 29 39

The listing of Australian Unity Securities on the ASX does not affect Australian Unity Limited's status as a mutual organisation

180 YEARS | Australian Unity Real Wellbeing

Australian Unity Limited

Investor update

Financial results for the year ended 30 June 2021

180 YEARS | Australian Unity Real Wellbeing

Australian Unity Limited is pleased to invite you to our investor presentation teleconference for the year ended 30 June 2021

If you are unable to attend, you are welcome to email any queries you may have to:

tisteer@australianunity.com.au

We will endeavour to respond to your queries by email or during the teleconference.

Date
Wednesday 8 September 2021

Time
9:30am to 10:30am AEST

To access the teleconference participants must register in advance via the link below:

https://apac.directeventreg.com/registration/event/9864689

Once registered, each participant will be provided with dial in numbers, an event passcode and a participant PIN.

Please dial in 10 minutes prior to the scheduled start of the event.

Important information

This notice relates to all information provided as a part of this presentation including, without limitation, these slides, associated presentations and any oral presentations by the representatives of Australian Unity Limited ACN 087 648 888 (**AUL**) or its officers, directors, employees, agents, advisers or consultants made in connection with or arising out of this presentation (**Information**).

This presentation has been prepared by AUL.

The Information is intended for discussion purposes only and for no other purpose. The Information is provided to parties on the basis that they are persons to whom an invitation or offer of securities would not require disclosure under section 708 of the Corporations Act 2001 (Cth).

The Information is not financial product advice and reliance should not be placed on the Information or opinions contained therein.

The Information does not take into consideration the investment objectives, financial situation or particular needs of any particular investor.

AUL makes no representation or warranty, express or implied, as to the fairness, accuracy, completeness, correctness or reliability of the statements, estimates, opinions, conclusions and other information contained in the Information.

To the maximum extent permitted by law, AUL, its related bodies corporate and each of its respective officers, directors, employees, agents, advisers or consultants accept no responsibility for the Information including, but not limited to, forward looking information or projections and disclaim any and all liability whatsoever for any loss or damage, however so arising, from any use or reliance on the Information.

The Information is not and does not form an offer, or part of an offer or invitation, to subscribe for or purchase securities. Investors must make their own independent assessment of AUL and its related entities and undertake such additional enquiries as they deem necessary or appropriate for their own investment purposes. Past performance is no indication or guarantee of future performance.

You should be aware that any forecast, projection or other forward looking statement in the Information is subject to inherent risks, uncertainties and factors beyond AUL's control. Those risks and uncertainties include factors and risks specific to the business of AUL and its related entities as well as general economic conditions and may cause actual results, performance or achievements to be materially different from those expressed or implied by those statements.

1. Overview and Group highlights
2. Business results
3. Summary and outlook

Rohan Mead
Group Managing Director
and CEO

Darren Mann
Group Executive Finance & Strategy
and Chief Financial Officer

Beverly Smith
Executive General Manager
Residential Communities,
Independent & Assisted Living

Overview and Group highlights

Overview of Australian Unity

180 YEARS | Australian Unity Real Wellbeing

Mutual with a commitment to members, customers and community

- Established in 1840, a member-owned company with 400,000 members and more than 700,000 customers
- Diversified but thematically-linked portfolio of health, wealth and care businesses that provides member, customer and community value and is supportive of personal and community wellbeing

People & safety

We know that supporting the real wellbeing of our people means they can better support our members and customers.

Safety

- Strong incident reporting culture with a significant improvement in incidents reported compared to same time last year. This contributed to improved return to work rates
- Commenced Self Insurance license in NSW on 1 July 2020 supporting human centred care and support for injured workers resulting in a material reduction in 'lost days' due to injury

Wellbeing

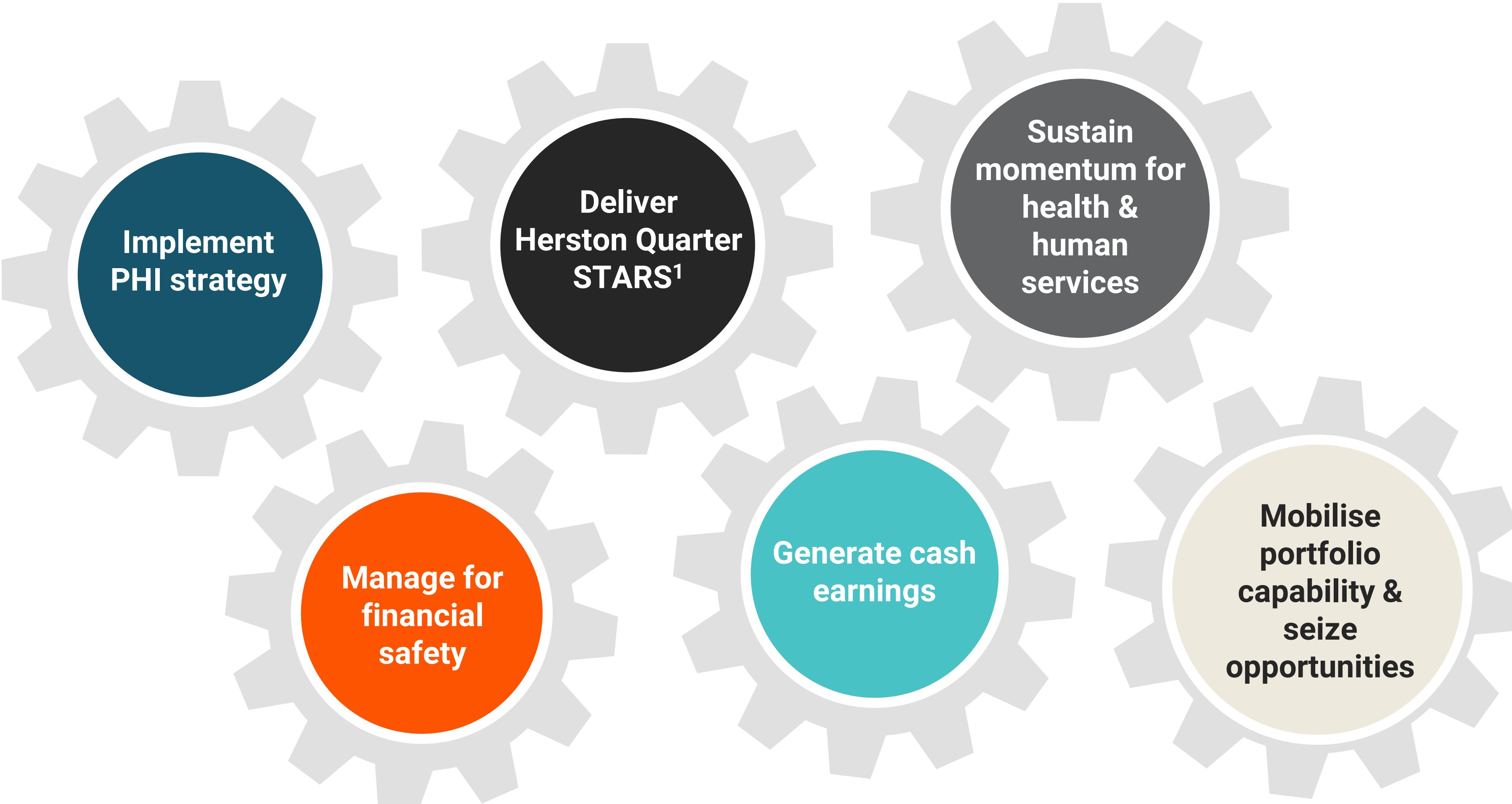
- 90% of eligible employees took two days' paid wellbeing leave (>4,300 days)- which supported their wellbeing in a way that mattered most to them
- Launched our 'Your Wellbeing Matters' program to provide a range of wellbeing support, including webinar sessions about self care, wellness activities and remote working assessments
- The October 2020 employee People Pulse survey saw 72% of employees rate *wellbeing* as the number one activity the company is doing well. Group eNPS[1] increased by 7 points
- Launched additional mental health supports to employees through Remedy MindStep® and Healing Minds

The COVID-19 pandemic contributed to proactive management of new and emerging risks, particularly in the areas of wellbeing, remote working and COVID-19 safe work plans across all business operations.

Continued to deliver key initiatives under our Safer Me program aimed at maturing our safety culture; implementing an online and mobile accessible safety portal 'Donesafe', developing a comprehensive safe work system, proactively managing hazards, reducing injuries, supporting injured employees back to work and differentiating Australian Unity as a great place to work.

[1]Employee net promoter score

FY2021 Strategic priorities



[1]Surgical, Treatment and Rehabilitation Service (STARS) public hospital at the Herston Quarter health precinct.

FY2021 Operational review

180 YEARS | Australian Unity Real Wellbeing

Advancing strategic ambitions

- Further progressed strategy of building a commercially sustainable portfolio of businesses that provides member, customer and community value and fosters personal and community wellbeing
- Delivered a sound financial result despite COVID-19 adverse impacts and challenges
- Continued positive impact of improvements in the Home Care Services business; developing improved and sustainable patient and outcome-focused healthcare services; ongoing advancement of the social infrastructure agenda, including the major milestone of practical completion and commercial acceptance of the Surgical, Treatment and Rehabilitation Service (STARS) public hospital at the $1.1 billion Herston Quarter health precinct in Brisbane
- Undertook Australia's first Mutual Capital Instrument (MCI) issue, raising $120 million
    - The Board has determined a final fully franked dividend of $2.5068 per mutual capital instrument to be paid on 15 October 2021[1]
- Retired remaining $71.3 million of Series B Australian Unity Bonds when they matured in December 2020

COVID-19

- Continued impact of COVID-19 included the implementation of extraordinary measures to seek to protect aged care residents, home care customers and the employees who support them; the provision of hardship relief for health insurance and banking customers; and the effect of tightened economic circumstances
- Responded by maintaining, and where possible improving, levels of service and responsiveness to the needs of members and customers, while pursuing efficiency measures to mitigate risks and curtail expenditures. Also focused on the welfare and impact on employees. In line with claims savings due to the impact of the pandemic, further premium relief of approximately $6 million will be delivered in the 2022 financial year
- Group's overall results affected—with impacts including the deferment of private health insurance premium increases; client cancellations and interruptions to regular home care, disability, dental and health care servicing; some additional government funding receipts; reduced lending and property services activity fees; increased cost of additional personal protective equipment (PPE) and related consumables and cost containment undertaken in response to these pandemic effects

[1]The financial effect of this dividend has not been brought to account in the financial statements for the full year ended 30 June 2021 and will be recognised in subsequent financial reports.

Measuring Community & Social Value

180 YEARS | Australian Unity Real Wellbeing

Impact report

- Australian Unity will publish its inaugural impact report in October 2021
- The report will detail our Environmental, Social & Governance (ESG) risks and impact
- It will include measurement of the value created under our Community & Social Value (CSV) outcomes framework
- The process to calculate value is underway with Social Ventures Australia
- We have focused our strategy and reporting on six priority outcomes

Priority outcomes

Lifelong wellness

1. Better access to healthcare
2. Improved health outcomes

Economic empowerment

3. Building financial resilience
4. Opportunities through employment

Strong communities

5. Leading social innovation
6. Supporting living in place

FY2021 financial summary

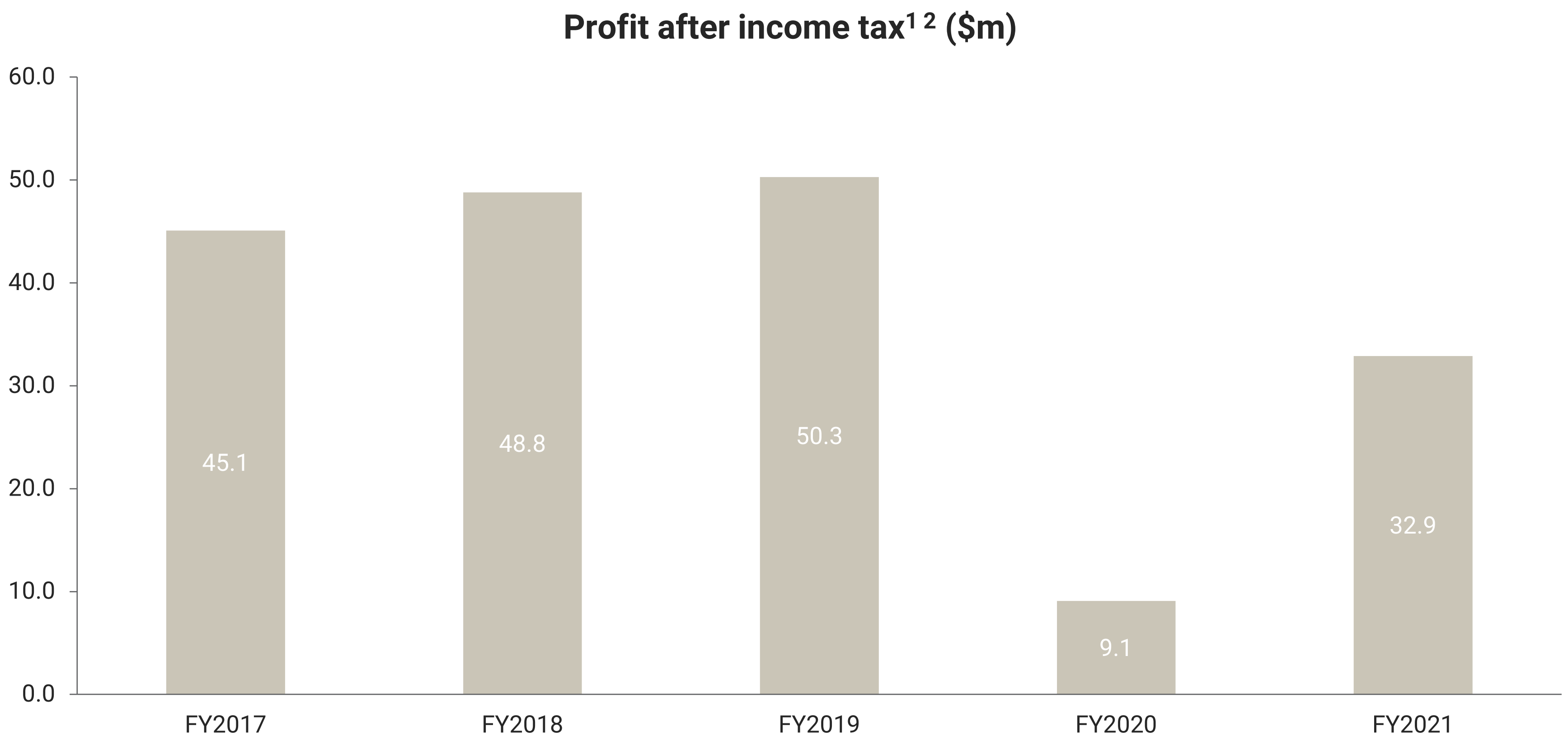
180 YEARS | Australian Unity Real Wellbeing

Key financial statistics	FY2021	FY2020[1]	Change
Revenue and other income ($m)	1,706.1	1,400.9	305.2
Total expenses, excluding financing costs ($m)	1,586.6	1,378.4	208.2
Profit after tax ($m)	32.9	9.1	23.8
Operating earnings ($m)	52.1	30.3	21.8
Total MCI dividend in relation to FY21 ($m)[2]	4.8		
Payout ratio in relation to FY21 (total MCI dividend / profit after tax) (%)	14.7%		

[1] Comparative information has been restated following adjustments made to prior year financial statements. Further information about the nature and impact of the restatement is included in the 2021 Annual Report at Note 21(c).
[2] Consists of actual MCI dividend paid in April 2021 and dividend determined to be paid in October 2021. The financial effect of the dividend determined to be paid in October 2021 has not been brought to account in the financial statements for the full year ended 30 June 2021 and will be recognised in subsequent financial reports.

FY2021 key metrics

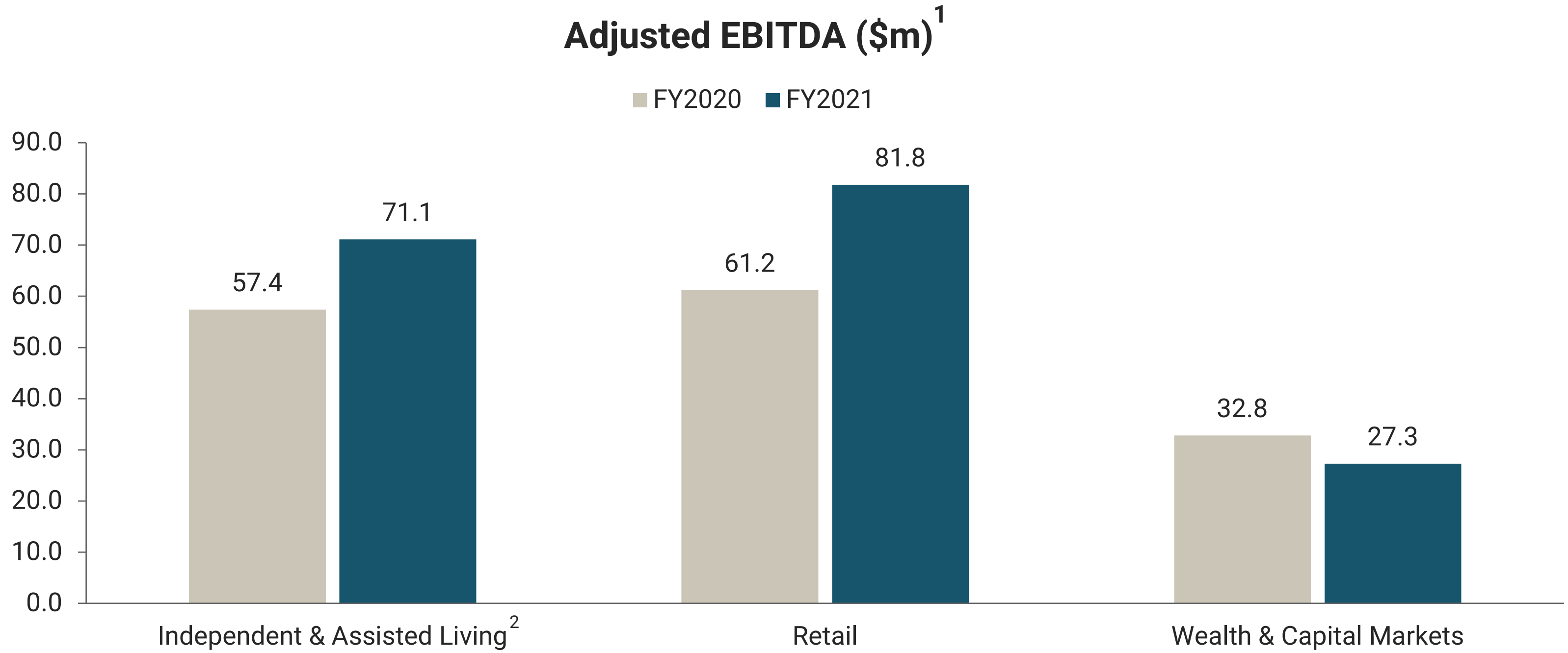
180 YEARS | Australian Unity Real Wellbeing



[1] Included in the FY2018 result was a profit from discontinued operations of $66.9m from the divestment of the Group's corporate health insurance subsidiary, Grand United Corporate Health Limited (GUCH) completed 31 October 2017.
[2] Comparative information has been restated following adjustments made to prior year financial statements. Further information about the nature and impact of the restatement is included in the 2021 Annual Report at Note 21(c).

FY2021 segment earnings growth

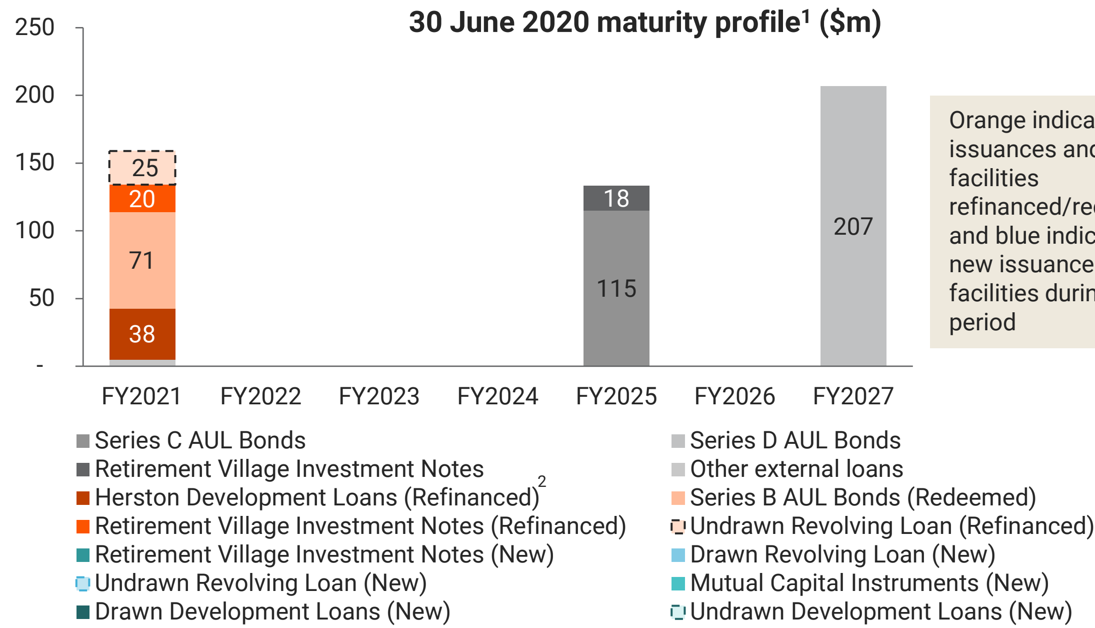
180 YEARS | Australian Unity Real Wellbeing



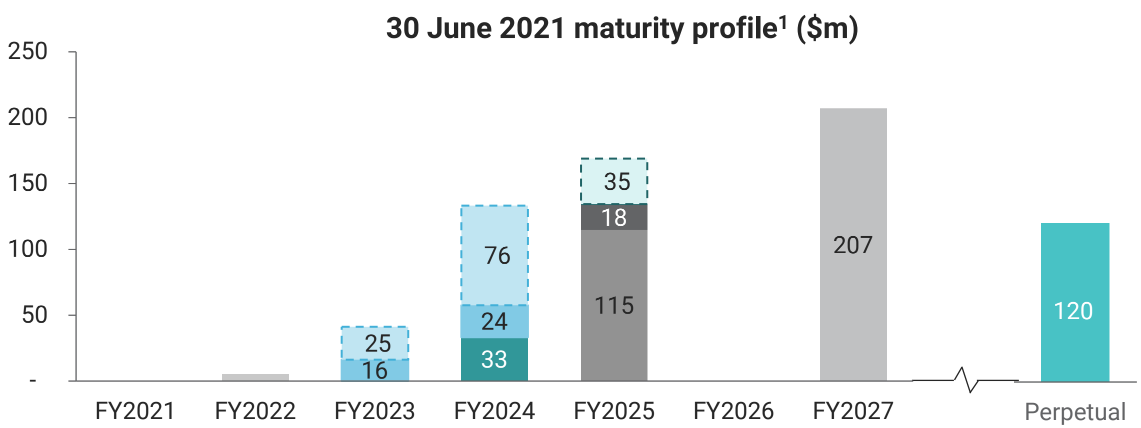
[1] Adjusted EBITDA: the measure the Group uses in assessing the operating performance of its business segments. This measurement basis excludes the effects of tax, depreciation and amortisation, interest expense and investment income. It also excludes material non-recurring expenditure and shared services costs.
[2] Comparative information has been restated following adjustments made to prior year financial statements. Further information about the nature and impact of the restatement is included in the 2021 Annual Report at Note 21(c).

Building balance sheet flexibility and resilience

180 YEARS | Australian Unity Real Wellbeing



Orange indicates issuances and facilities refinanced/redeemed and blue indicates new issuances / facilities during the period



Continued to build flexibility into the balance sheet, positioning for strategic opportunities to be realised. Key activities during FY2021 included:

- extension of existing corporate bank facility
- execution of a further $120m of corporate bank facilities and $35m of on balance sheet development debt
- issuance of an additional $33.2m in Retirement Village Investment Notes
- redemption of AUL's remaining $71.3m Series B Bonds
- Australia's first issuance of Mutual Capital Instruments raising a total of $120m

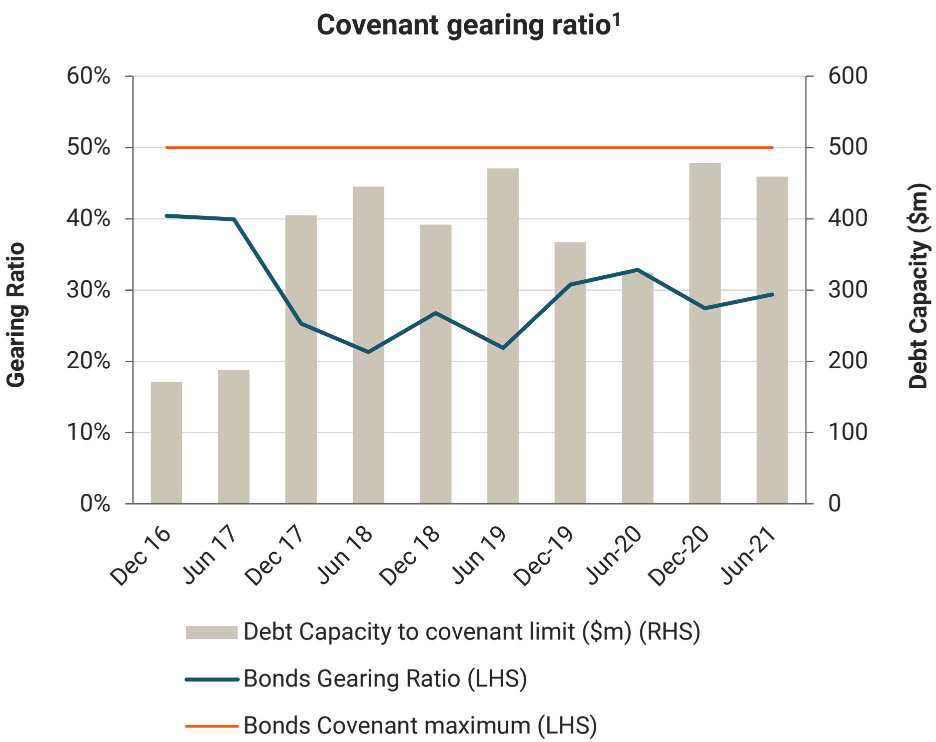
Activity post 30 June 2021:

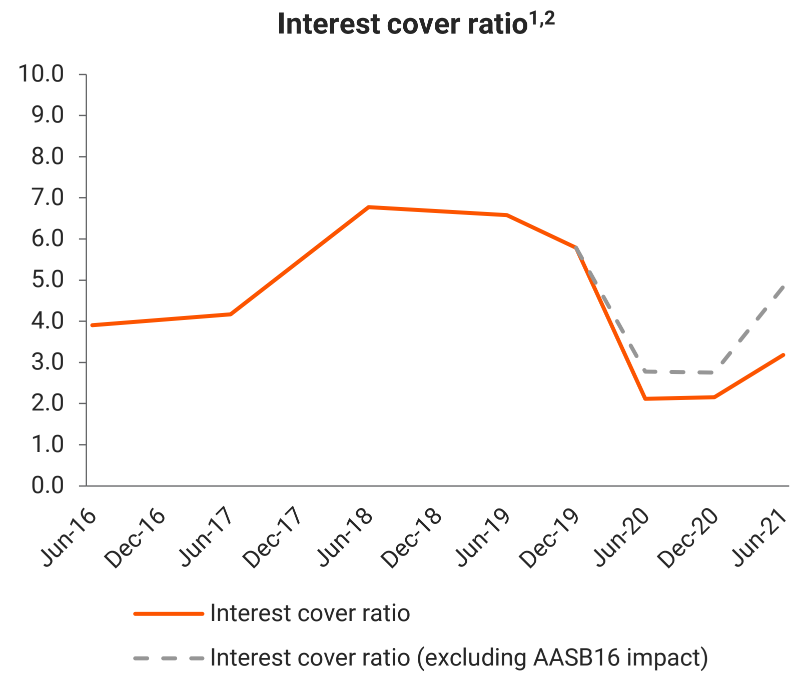
- Acquisition of Greengate residential communities portfolio
- AUHPT Premium Cash Offer
- $25m additional group bank debt raised

[1] Funding maturity profile shows consolidated interest bearing liabilities as at 30 June 2020 and 30 June 2021 that contribute to the Covenant Gearing Ratio debt (excluding Authorised Deposit-Taking Institution (ADI) borrowings) and Australian Unity Limited's Mutual Capital Instruments, which contribute towards gearing ratio equity.
[2] Loan facilities from a related entity for the development of the Herston Quarter health precinct in Brisbane, Queensland.

Gearing analysis and interest cover

180 YEARS | Australian Unity Real Wellbeing





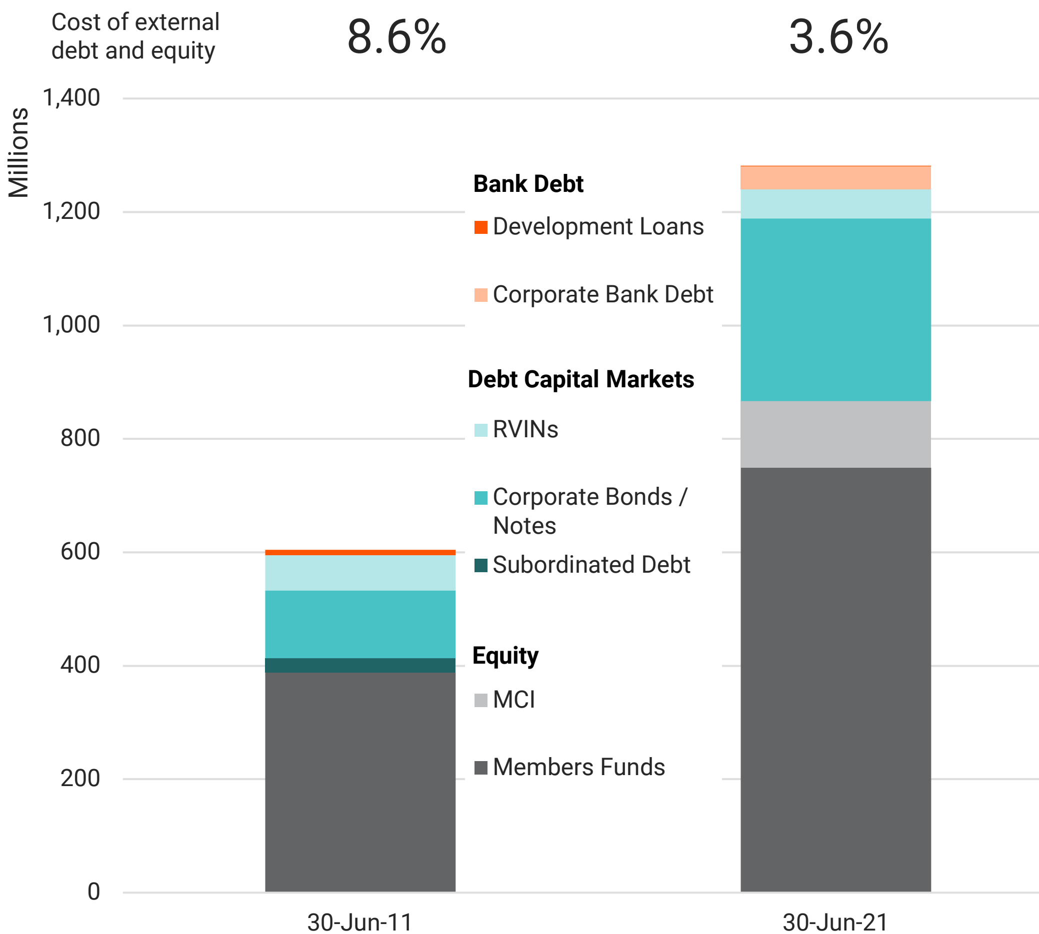
Ratios at 30 June 2021

- Covenant gearing ratio 29% based on covenant gearing calculations. The AUL MCI issuance contributes towards equity in the calculation, increasing debt capacity under the covenant.
- Interest cover ratio 3.18 times, including the impact of AASB16 Leasing. Excluding the impact of AASB16 the interest cover ratio is 4.84 times.

[1] Comparative information for June 2020 has been restated following adjustments made to prior year financial statements.
[2] Interest cover ratio is not a debt covenant and is included for illustrative purposes, the value is calculated on a rolling 12-month basis.

Evolution of funding over a decade

The group's funding sources have continued to evolve since the issue of Australian Unity Limited's first listed debt in FY2011.



Bank Debt

- support from the banking group remains strong
- increase to corporate liquidity facilities
- continued utilisation of development loans, at reduced all-in rates

Debt Capital Markets

- increase in listed AUL debt from $120 million to $322 million
- decrease in AUL listed debt margin from 3.55% to 2.10% while increasing tenor from 5 to an average of 6.3 years

Equity

- approximate $360m increase in Members' Funds at CAGR of 6.8%
- issued Australia's first Mutual Capital Instrument contributing $120m to group equity. Instruments are traded on the ASX and have annual dividend of 5% plus franking credits

Funds

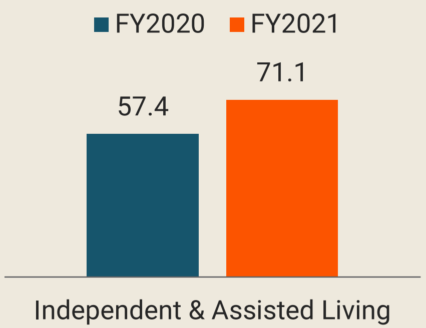
- total funds managed by the Group increased from $11.9 billion to $27.9 billion

Independent & Assisted Living

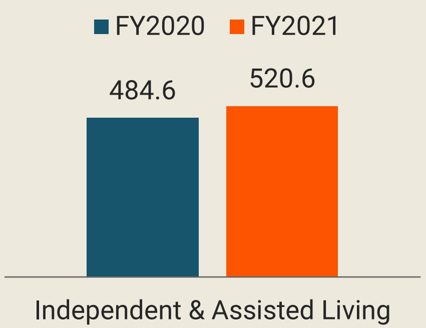
Independent & Assisted Living (IAL)

180 YEARS | Australian Unity Real Wellbeing

Adjusted EBITDA ($m)[1]



Segment Revenue ($m)[1]



- Improved operating model driving customer-centred continuum of care across the home care, residential care and Remedy Healthcare businesses
- Total segment revenue increase of 7.4% to $520.6m compared to prior corresponding period (PCP)—despite significant disruption as a result of the COVID-19 pandemic
- Adjusted EBITDA of $71.1m represented an increase of 23.9%, or $13.7m on the PCP

[1] Comparative information has been restated following adjustments made to prior year financial statements.

IAL highlights

180 YEARS

Australian Unity Real Wellbeing

Home Care Services (HCS)

- EBITDA increase of $10.7m[1] to $29.4m from improvement initiatives and significantly reduced non care worker travel, offsetting cost increases associated with COVID-19 related Personal Protective Equipment (PPE)
- Approx. 3m hours of care delivered to 38,000+ customers by 3,021 care workers
- Total Home Care Packages (HCP) under management reached 8,824, an increase of 1,850 on the prior year
- Aboriginal Home Care business unit delivered approx. 240,000 hours of care to 2,400+ clients by 196 care workers

Residential Communities

- Owned and operated 21 retirement communities across Victoria and NSW, comprising 2,496 independent living units (30 June 2020: 2,496)
- Occupancy levels across portfolio's mature retirement villages remained high at over 94%
- Owns and operates seven aged care facilities in Victoria and NSW, incorporating 786 aged care beds (30 June 2020: 786)
- Mature aged care portfolio continued to achieve top-quartile occupancy at above 95%
- Restricted and contained any COVID-19 outbreaks in facilities

Remedy Healthcare

- Increased revenue by 44.2% to $41.0m, driven predominantly by Allied Health Services (30 June 2020: $28.4m)
- Delivered 410,000+ episodes of care across 14 treatment programs
- Despite COVID-19, delivered more than 6,900 'hospital substitution' programs—an increase of 53.1% on the PCP

Dental

- Six dental clinics operating in Victoria
- Industry significantly impacted by COVID-19 restrictions, forcing clinics to cease operating for an extended period, except for permitted emergency dental treatment
- Patient visits declined by 8.3% to 41,187 due to Victorian government restrictions on non-essential dental services (30 June 2020: 44,915)

Development pipeline

- Continued to progress development pipeline including the redevelopment of the 120 bed Walmsley Residential Aged Care Facility in Kilsyth, Victoria, and a vertically integrated residential aged care and assisted living development in South Melbourne, Victoria comprising 84 aged care beds and 71 assisted living apartments programmed to be completed mid-late 2022

[1] Comparative information has been restated following adjustments made to prior year financial statements.

IAL outlook

- Continue to orientate the business around the needs of customers and key stakeholders in their health and wellbeing—families, primary carers, communities and government agencies

- Continue HCS strong results through growth in HCPs, increased service hours per customer, safety management, ongoing cost saving initiatives as well as growth in its frontline workforce to meet ongoing increases in customer demand

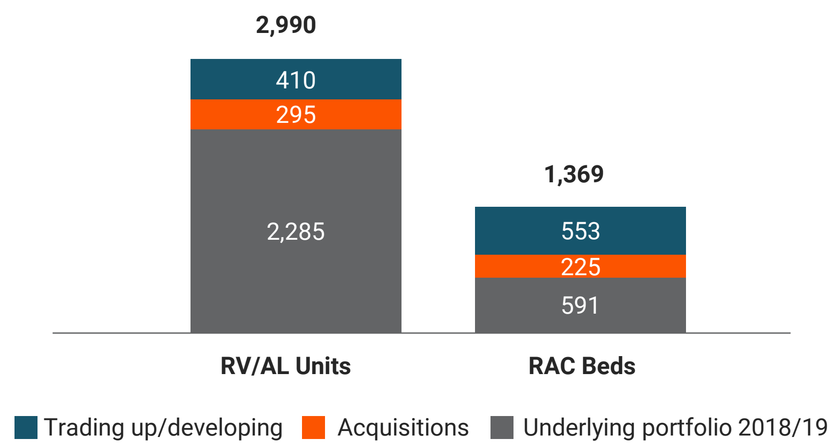
- Pandemic is expected to continue to present significant ongoing challenges and disruption throughout the next financial year. Notwithstanding, the business is well positioned and has proven its ability to continue to deliver essential services to its customers and keep them safe

IAL focus on scale

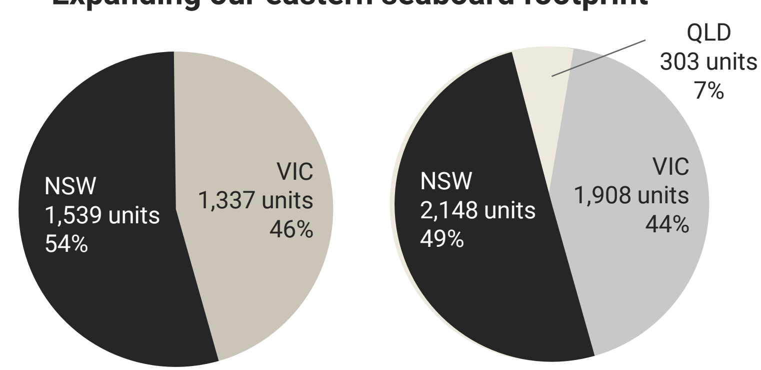
Focus on scale in co-located retirement and aged care precincts: 30% ILU increase, 130% RAC bed increase delivered or underway since FY2019

- Australian Unity is delivering diversified expansion through:
  - Greenfield/Precinct Development: The Grace RV, Drummond Place RV, Racecourse and Sienna Grange RACF, Auchenflower precinct, Lane Cove precinct
  - Asset Redevelopment/Repurposing: 114 Albert Rd RACF & ALA, Walmsley RACF
  - Targeted Acquisition: Hunters Hill RV, Greengate precincts
- During this period Australian Unity has made a gross investment of over $700m[1] in these growth initiatives
- The Greengate acquisition, completed 7 July 2021, delivers immediate scale – 253 ILU and 225 RAC beds – and is uniquely optimised to our strategic criteria:
  - Fully contemporary – opened 2015-2018
  - Purpose-built, integrated RV and RAC
  - Metro Sydney and Metro Brisbane
  - High occupancy, strong performing sites
  - High RAD payers and residential standard
  - Adaptable for ‘small household’

Portfolio growth since 2018/19



Expanding our eastern seaboard footprint



[1] Financed via group capital and retained profits, development capital and resident funding

‘Small household’ model

180 YEARS | Australian Unity Real Wellbeing

We are one of Australia’s leading ‘small household’ aged care providers with ten years’ experience in the design, build and operation of this model

- The Aged Care Royal Commission (Feb 2021) recommended the ‘small household’ model as the best and most appropriate residential aged care accommodation for older people
  - **Recommendation 45:** Improving the design of aged care accommodation by publishing a comprehensive set of *National Aged Care Design Principles and Guidelines* which embody ‘small household’ models
  - **Recommendation 46:** Capital grants for ‘small household’ models of accommodation from Jan-22; increased to $1b p.a. by 2023-24, indexed for inflation thereafter
  - **Recommendation 142**: To the extent RADs are phased out post-2025, the subsequent regime will be designed to assist/incentivise ‘small household’ providers
- We are uniquely positioned to deliver this model which we call **Better Together®**
  - Sector leading inhouse architects and designers of ‘small household’ models of accommodation for assisted living, aged care and dementia
  - Refined ‘small household’ operating model including dedicated household rosters, continuity and consistency of staffing with 73% on permanent contracts, already delivering new requirement of an average exceeding 200 minutes of care staff time per resident per day portfolio-wide
  - Healthy Ageing Precincts comprising co-located retirement and aged care offers customers a continuum of care and accommodation options to enable ageing in place. High levels of customer engagement and advocacy with ~96% occupancy (StewartBrown industry average of 92.5% for mature homes)

Delivering C&SV in Residential Communities

180 YEARS | Australian Unity Real Wellbeing

Lifelong wellness

- Better access to healthcare
- Improved health outcomes

- Enabling the population to age well by investing in the design, development and operations of co-located retirement and small household aged care communities for over a decade
- 82% of our Aged Care customers are Better Together® residents. Research[1] has shown this model can improve the quality of life for residents and improved clinical outcomes

Economic empowerment

- Building financial resilience
- Opportunities through employment

- Targeting 85% permanent employment, consistent rosters, and ongoing professional development
- Accommodation pricing below median house price to support equity release options

Strong communities

- Leading social innovation
- Supporting living in place

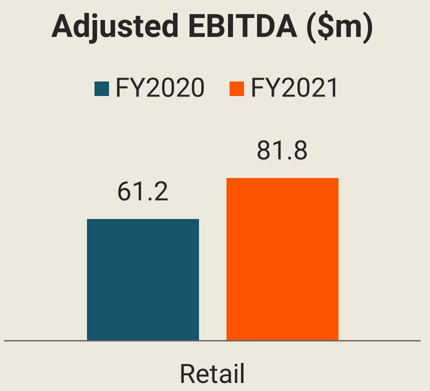
- Social model of ageing-in-place comprising households filled with 100% of residents living in high quality facilities with natural light, views of nature, fresh air, community connection and meaningful engagement

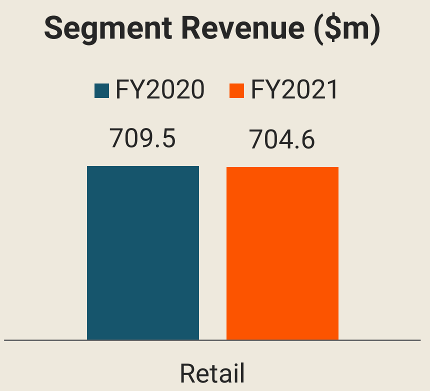
[1] Dyer S *et al.* Clustered domestic model of residential care is associated with better consumer rated quality of care. *International Journal for Quality in Health Care*, 2018, 1–7

Retail

Retail

180 YEARS | Australian Unity Real Wellbeing





- Delivered a strong financial result despite the significant challenges and disruption presented by the COVID-19 pandemic
- Adjusted EBITDA of $81.8 million—33.6% higher than the PCP
- While revenue marginally decreased, saw growth in the number of private health insurance (PHI) policyholders of 1.7% (excluding overseas visitor cover policyholders), postponed the April 2020 premium increase to October 2020 and April 2021 premium increase was the lowest premium rate increase in 20 years
- $18m of COVID-19 support measures, with a further ~$6m in premium relief in FY22
- Lower claims expenses incurred (with COVID-19 related claims catch-up slower than expected) resulting in deferred claims liability increasing from $37.6m to $51.3m
- Total operating expenses down 3.9% to $622.8m

Figures at 30 June 2021, unless otherwise noted

Retail highlights

180 YEARS | Australian Unity Real Wellbeing

Australian Unity Health Limited Private health insurance (PHI)

- Growth in PHI policyholders, up 1.7% to 174,827
- PHI policy sales up 35.8% and attrition down 21.1%
- Overseas visitor cover impacted by government border closures, with policyholders decreasing 33.6%
- Delayed April 2020 premium rate increase to October 2020
- April 2021 lowest average AUHL increase in 20 years (average increase of 1.99%—below sector average of 2.74%)
- Continued momentum in digitisation to support direct sales and customer self service
- Deferred Claims Liability* (DCL) increased from $37.6m to $51.3m principally due to restrictions on elective surgery and ancillary services in Victoria

Deferred Claims Liability	$m
DCL as at 30 June 2021	51.3
Increase in provision during the period	27.5
Unwind of provision during the period	(14.3)
Movement in other components	0.5
DCL as at 30 June 2020	37.6

* The Deferred Claims Liability is an additional provision held as a result of surgeries and other health services being restricted during the COVID-19 measures

Australian Unity Bank Limited

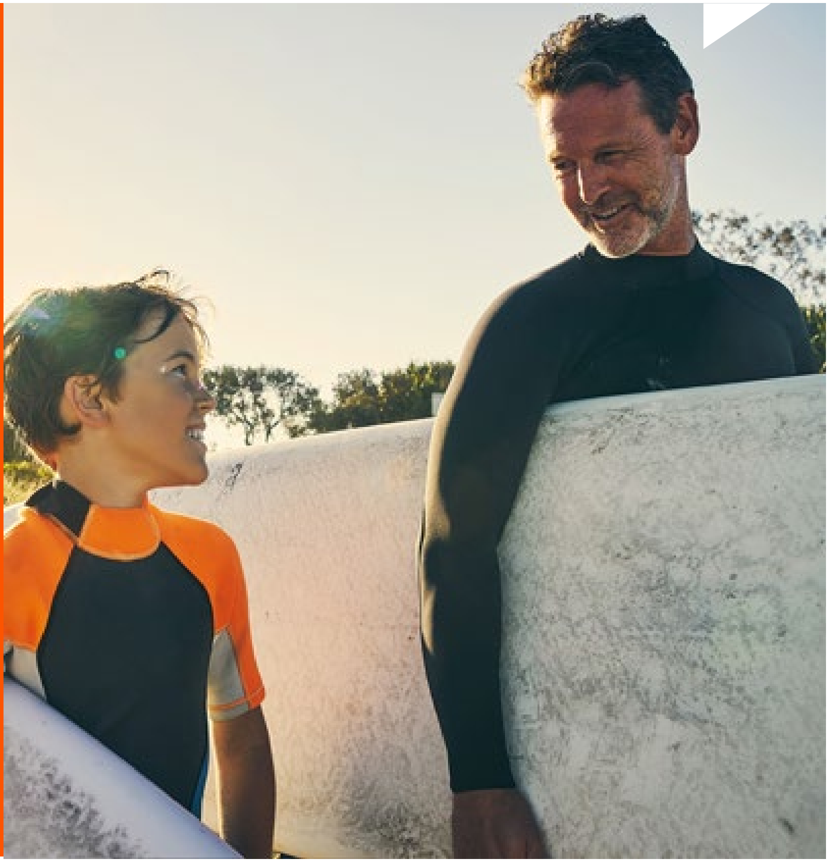
- ~26,000 customers, with total assets growing by $16.9m to $1.15b (30 June 2020: $1.13b)
- Expected Credit Loss provision on loans decreased by $3.1m to $13.3m (30 June 2020: $16.4m)
- Average loan book of $915.9m was $67.7m, or 8.0% above the previous year
- Continued focus on delivering quality products and services, with emphasis on digital delivery
- Despite COVID-19 challenges, Gross Loan Portfolio decreased marginally by $9.6m to $918.7m (30 June 2020: $928.1m)
- Implemented the Kookaburra Securitisation Program, a self-securitisation structure acting as a contingent liquidity support capability with 94% of notes rated as 'AAA' and providing further access to the RBA's Term Funding Facility
- Issuer Credit Rating by Standard & Poor's remained stable at 'BBB+'

Figures at 30 June 2021, unless otherwise noted

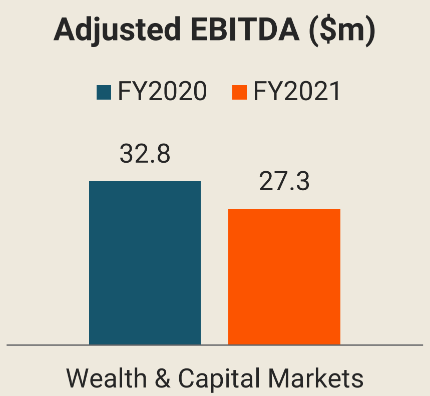
Retail outlook

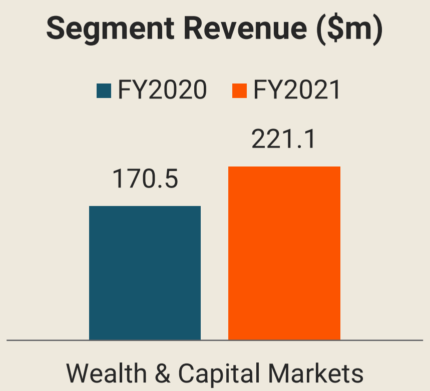
- Outlook remains cautiously positive, notwithstanding known impacts and ongoing uncertainties flowing from COVID-19 on healthcare and the economy
- Anticipate that most health insurance claims deferred due to restrictions on healthcare services during the pandemic will catch up
- Securitisation program introduced in the year under review will support the bank’s growth agenda and allow the bank to continue to grow at above sector rates
- The extension of the banking business's funding sources through securitisation, expansion of its distribution footprint and strengthened general insurance offering together with an improved health insurance customer value proposition are all key elements to Retail’s business development strategy
- Focusing on developing packages of banking and insurance products; innovative solutions to tackling health and housing affordability; and customer-centered digital platforms that assist the coordination of essential financial and health insurance related services

Wealth & Capital Markets



Wealth & Capital Markets (W&CM)





- 29.7% increase in total segment revenue to $221.1m, reflecting the ongoing impact of the pandemic in suppressing growth across most business lines, offset by a positive performance in the Property business, and higher revenues from recoverable development costs on the Herston Quarter project
- Adjusted EBITDA decreased by 16.8% to $27.3m
- Aggregate value of assets under management and administration of $27.89b (2020: $22.94b)

Figures at 30 June 2021, unless otherwise noted

W&CM highlights

180 YEARS | Australian Unity Real Wellbeing

Investments

- FUMA of $10.46b (2020: $8.22b), with positive net flows from retail, middle and institutional markets and strong investment performance across key product areas
- Launched Future of Healthcare Fund and grew the Green Bond Fund to $178.0m
- Group's investment portfolio of $937.0m (2020: $811.7m), including capital stable and highly liquid insurance reserves
- Weighted average investment returns of the Group's investment portfolio of 1.8% for the year reflected resilient performance across a diverse array of investment activities in a challenging environment

Property

- Assets under management increased to $4.10b (2020: $3.52b)
- Multi-year development pipeline at $1.25b (2020: $1.29b)
- Lending and debt facilities on behalf of investors of $1.57b (2020: $1.37b)
- Achieved major milestone at $1.1b Herston Quarter precinct, with practical completion and commercial acceptance of the Surgical, Treatment and Rehabilitation Service (STARS) public hospital
- Healthcare Property Trust (HPT) increased FUM to $2.64b (2020: $2.20b) and posted a total return of 28.1% (wholesale units) for the year
- NorthWest/GIC consortium withdrew proposal to acquire 100% of HPT units
- Specialist Disability Accommodation Fund settled 31 dwellings and has 8 parcels of land for development, with a combined value of completed and dwellings committed or under construction totalling $118.1m
- Diversified Property Fund posted a return of 19.6%

Life & Super

- Funds under management and administration of $2.51b (2020: $2.27b)
- Sales reached $207.4m (2020: $217.5m)—a significant outcome in an extremely low interest rate environment and during the pandemic
- Continued growth in the direct-to-consumer market, with the 10Invest Investment Bond and launched the co-branded Platinum Investment Bond with Platinum Asset Management
- Continued leading position in pre-paid funeral market with FUM of $714.2m (2020: $736.2m) across 90,000+ clients

Advice

- 171 advisers (2020: 176)
- FUA growth to $9.36b (2020: $7.14b), and personal life insurance premiums in-force up to $74.6m (2020: $69.0m)
- Revenue increased 8.4% to $65.4m (2020: $60.4m)
- Separately managed (SMA) investment accounts constructed by the Advice business grew in FUM to $716.5m (2020: $391.8m)

Trustees

- Established pipeline of estates, trusts and protected persons opportunities enabled continued inflows of new clients and associated revenue—with a notable uplift in this pipeline in the second half of the year
- Funds under management grew by 6.5%
- Increased size of will bank nationally, with a healthy percentage of executor, trustee and enduring power of attorney appointments in estate plans written enhancing its latent value

Figures at 30 June 2021, unless otherwise noted

W&CM outlook

180 YEARS | Australian Unity Real Wellbeing

- Period ahead should continue to provide opportunities to offer customers valuable investment opportunities and to deliver increased community and social value
- Expansion of funding to the childcare property sector is an example of the value that Australian Unity can bring to supporting Australian families
- Opportunities are being actively pursued to further the Group's ambitions in becoming a significant force in health and wellbeing precincts, building on the experience at Herston Quarter
- Well positioned to benefit from collective impact of the rising need for better-planned wealth accumulation, challenges and opportunities presented by an ageing population, the changing regulatory landscape and community expectations

10 year growth strategy

180 YEARS | Australian Unity Real Wellbeing

Financial

Combination of organic and inorganic growth, targeting $100m NPAT

Members

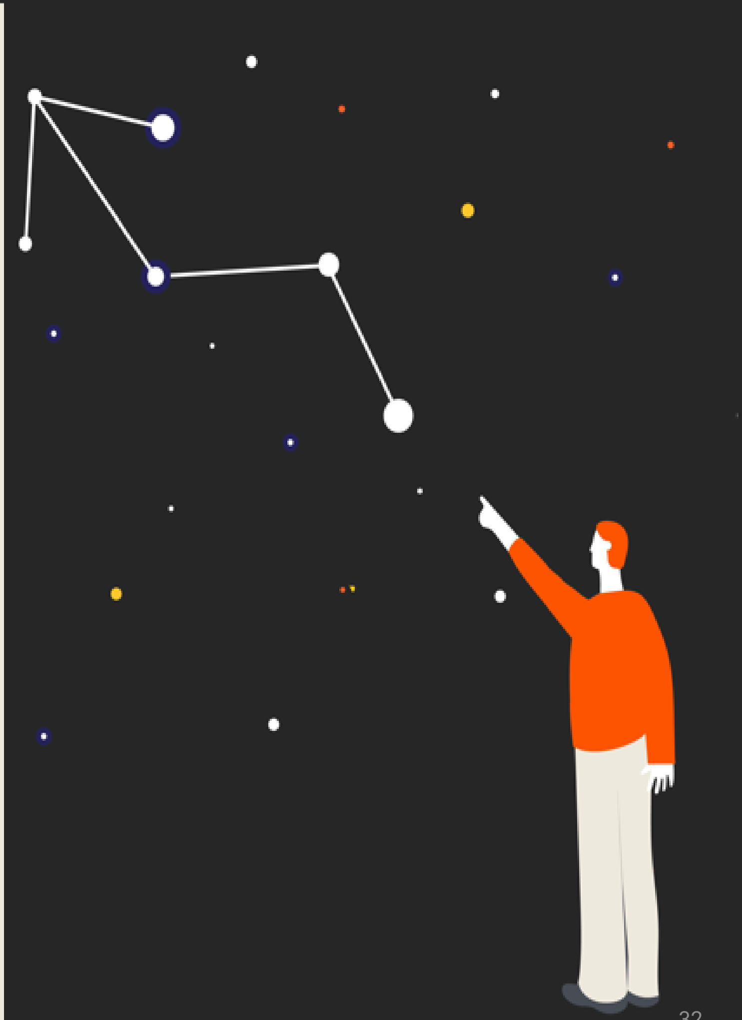
Focus on building relationship with members to drive product uptake, as well as attracting new members

Employees

Growth driven on level of portfolio growth in Human Services businesses

Reach

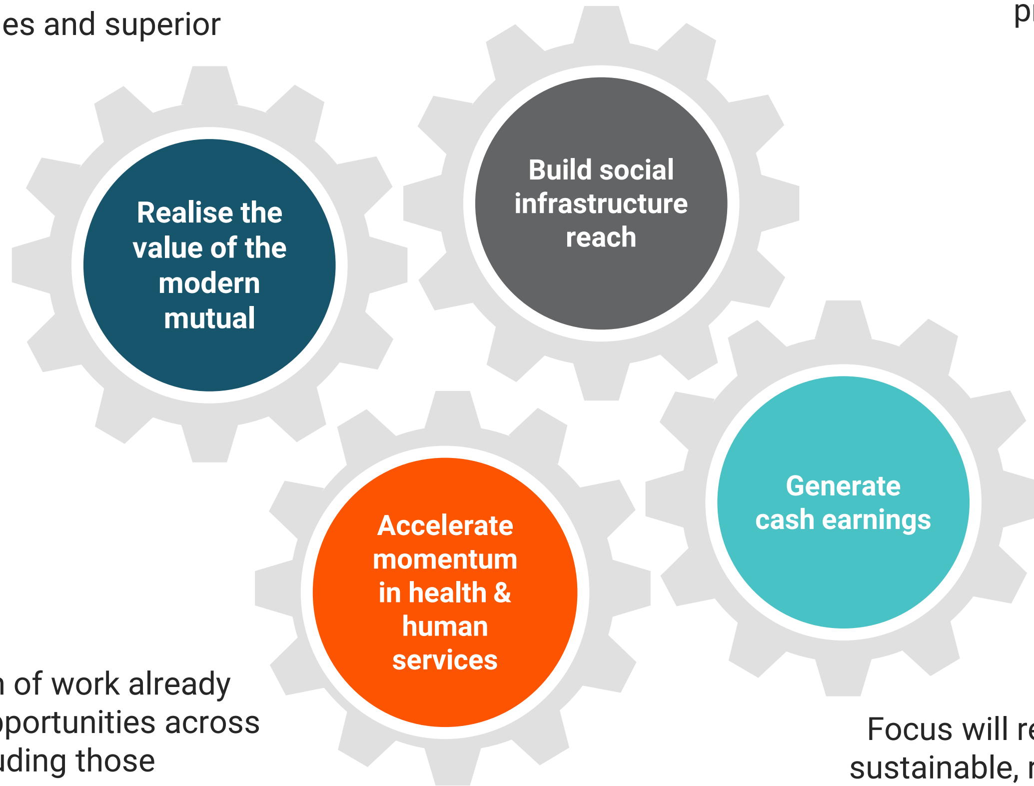
Important element of being a socially focused mutual



FY2022 priorities

Realise the value of the modern mutual
Create the building blocks to form deeper relationships with members, based on improving wellbeing outcomes and superior interaction with the Group

Build social infrastructure reach
Continuing to realise and extend our presence within the Social Infrastructure realm



Accelerate momentum in health and human services
Continuation of the program of work already underway to leverage the opportunities across the Continuum of Care, including those anticipated from the Royal Commission

Generate cash earnings
Focus will remain on maximising the sustainable, repeatable cash earnings of the group

180 YEARS

Australian Unity

Real Wellbeing