

INSURANCE AUSTRALIA GROUP LIMITED



Company Overview

Insurance Australia Group Limited (“IAG”, ASX: IAG) is the largest general insurance group in Australia and New Zealand, providing insurance products and services to individuals, small businesses, and large commercial clients. The company underwrites a diversified portfolio of personal and commercial insurance products, including motor, home, business, workers’ compensation, and specialty lines.

IAG operates through leading insurance brands across Australia and New Zealand, including **NRMA Insurance, CGU, WFI, Swann Insurance, AMI, State, and Lumley**. The group benefits from strong brand recognition, scale advantages in pricing and claims management, and a large direct customer base.

IAG’s strategy focuses on disciplined underwriting, pricing adequacy, claims cost control, and capital resilience, alongside continued investment in digital platforms and customer experience. Reinsurance protection and catastrophe risk management are central to the group’s operating model.

IAG is **headquartered in Sydney, Australia**, and employs approximately **11,000 people** across Australia, New Zealand, and selected international operations.

In FY2025, IAG delivered materially improved profitability driven by premium rate increases, easing claims inflation, and favorable reserve development. Management reaffirmed its focus on sustainable returns, balance-sheet strength, and consistent shareholder distributions.

1. Top 5 Competitors

- **Suncorp Group** – diversified insurer with strong personal lines exposure.
- **QBE Insurance Group** – global P&C insurer with commercial and specialty focus.
- **Allianz Australia** – multinational insurer with personal and commercial operations.
- **Youi Group** – direct-to-consumer motor and home insurance specialist.
- **Zurich Australia** – commercial insurance and risk solutions provider.

INSURANCE AUSTRALIA GROUP LIMITED



2. Largest Institutional Shareholders

(Estimated from latest available institutional filings; percentages rounded.)

Shareholder	% Ownership	Shares (Millions)
Vanguard Group	~9.8%	~430M
BlackRock Group	~7.6%	~335M
State Street Corp.	~4.9%	~215M
AustralianSuper	~4.5%	~198M
Magellan Financial Group	~3.2%	~141M
IFM Investors	~2.9%	~128M
First Sentier Investors	~2.6%	~114M
UniSuper	~2.4%	~105M
HSBC Global Asset Management	~1.9%	~83M
Legal & General Investment Management	~1.7%	~75M

Top 10 Institutional Ownership: ~42–44%

Total Institutional Ownership: ~75%+

INSURANCE AUSTRALIA GROUP LIMITED



3. Management Team

- **Nick Hawkins** - Managing Director & Chief Executive Officer
- **Sebastian (Seb) Attia** - Chief Financial Officer
- **Mark Milliner** - Chief Insurance Officer
- **Amanda Wallace** - Chief Customer & Operations Officer
- **Helen Rowell** - Chair of the Board

Management continues to prioritize underwriting discipline, claims cost containment, reinsurance optimization, and digital simplification.

4. Revenue

FY2025 Results:

- **Gross Written Premium (GWP):** ~\$16.9 billion
- **Insurance Revenue:** ~\$13.5 billion
- **Insurance Margin:** Mid-teens, reflecting improved pricing and claims trends
- **Net Profit After Tax:** Strong rebound year-on-year

FY2024 Insurance Revenue: ~\$12.7 billion

FY2026 Revenue Outlook: Continued growth supported by premium increases, stable retention, and easing claims inflation.

Key revenue drivers include:

- Premium rate increases across personal and commercial lines
- Improved claims frequency and severity trends
- Strong customer retention across core brands
- Ongoing digital and operational efficiencies

5. Institutions with Buy Recommendations

Major research institutions maintaining **Buy / Overweight** ratings include:

- Macquarie - Outperform
- Morgan Stanley - Overweight
- UBS - Buy
- Goldman Sachs - Buy
- Citi - Buy

Analysts highlight IAG's improving underwriting margins, capital resilience, and leverage to a normalized claims environment.

INSURANCE AUSTRALIA GROUP LIMITED



6. Analyst Sentiment Summary

- **Consensus Rating:** Buy
- **Consensus Target Price Range:** ~\$11.00–\$12.80
- **Median Target:** ~\$11.80
- **High Estimate:** ~\$13.00
- **Low Estimate:** ~\$10.50

Analyst sentiment has improved materially following sustained premium increases, better catastrophe outcomes, and strengthened balance-sheet metrics.

BCG Target Price: AUD 12.00, reflecting normalized insurance margins, stable earnings outlook, and attractive dividend yield.

7. Insider Buying and Selling (Last 24 Months)

- Insider activity has been **limited and neutral**, with transactions largely related to executive remuneration and long-term incentive vesting.
- No pattern of sustained open-market insider buying or selling has been observed.
- Insider behavior is consistent with large-cap Australian financial services peers.