

# FACT SHEET



## TOWER Australia at a glance February 2010

### TOWER AUSTRALIA IS A NON-BANK, INDEPENDENT, MULTI-CHANNEL LIFE INSURANCE SPECIALIST



### SUCCESSFUL AND SUSTAINABLE BUSINESS

Broad distribution footprint through Advice, Workplace/Group and Direct to customer channels

Specialist life insurance company with leading competitive propositions in each of its core markets

A diverse and expert workforce and a goal to be the employer of choice in the life insurance industry

Strategy to achieve market leadership with the interests of customers and partners at the forefront

- delivering valued products and services
- strong business partnering and innovative technology
- ensuring people can easily obtain life insurance cover that best suits their needs

### KEY FACTS

MANAGING DIRECTOR **Jim Minto**

SHAREHOLDERS **39,000**

STOCK EXCHANGE LISTING **ASX**

ASX CODE **TAL**

SHARES ON ISSUE **364 million**

EMPLOYEES **1,000**

WEBSITE **[www.toweraustralia.com.au](http://www.toweraustralia.com.au)**

## AMBITION AND VALUES

TOWER Australia's ambition is to make life solutions a well understood and valued part of peoples' lives. Five core values underpin this ambition:

### COLLABORATION

working as a team internally and with the world around us

### ACCOUNTABILITY

taking ownership for what we do and why we do it

### INNOVATION

encouraging and rewarding new ideas and fresh ways of doing things

### RESPECT

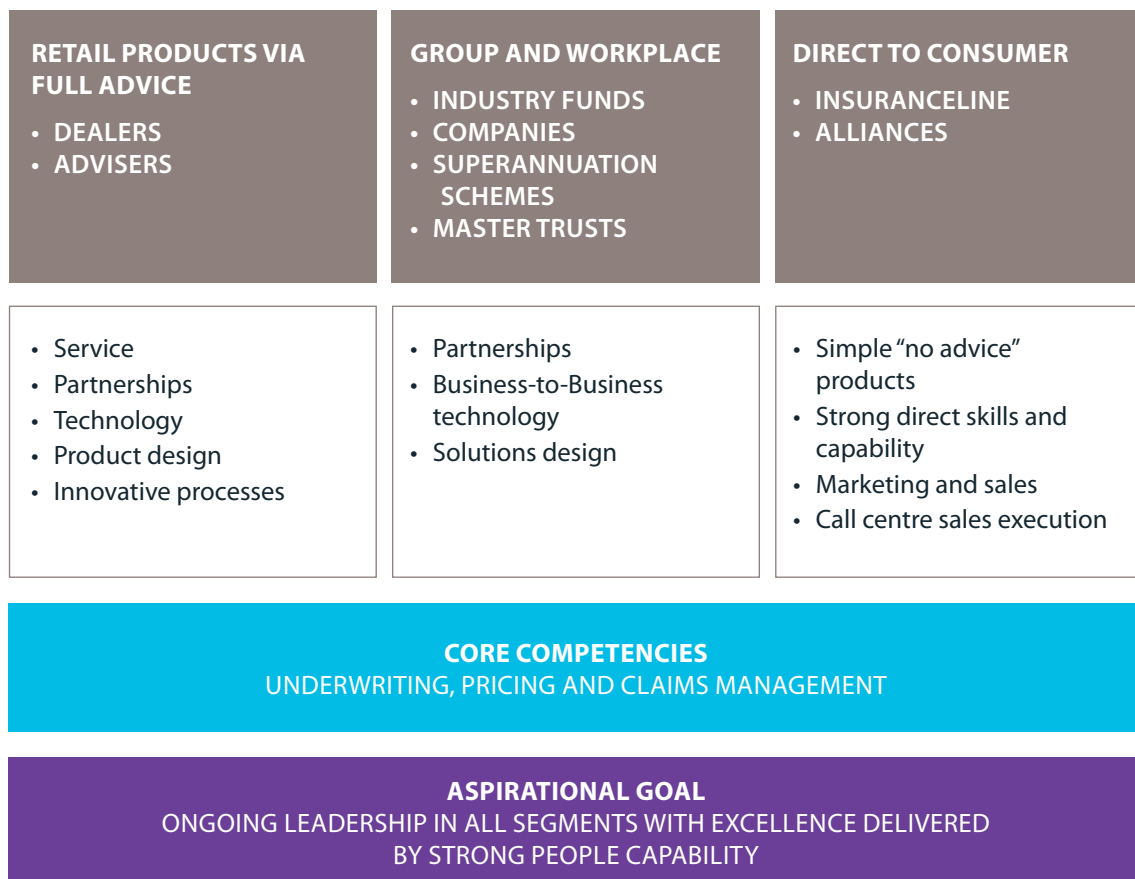
putting the needs of people first and sharing views openly and honestly

### SIMPLICITY

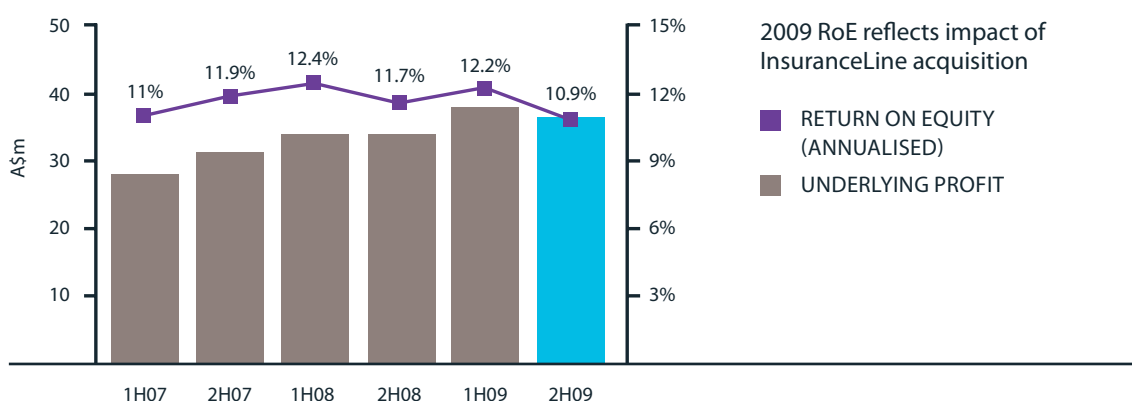
making it simple and saying it how it is

## OUR BUSINESS AND PURPOSE

TOWER Australia is committed to ensuring people can obtain the life insurance cover that best suits their needs, quickly and easily.



## FINANCIAL PERFORMANCE – UNDERLYING PROFIT



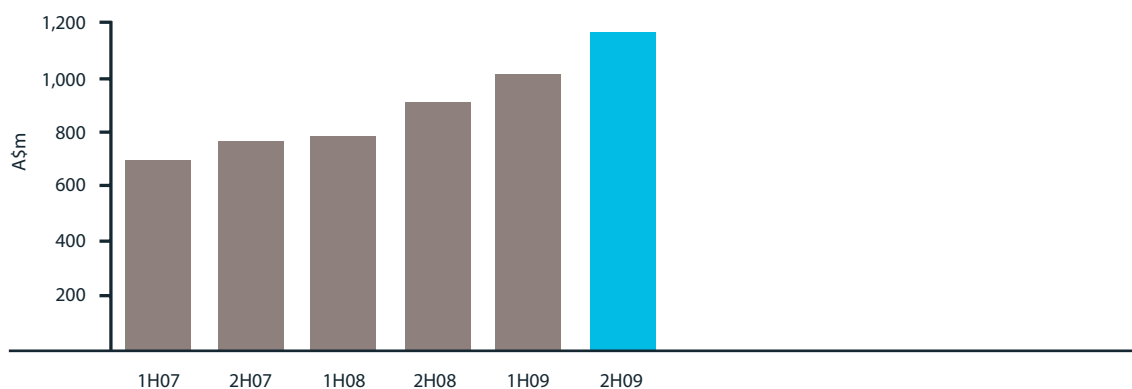
## SUMMARY FINANCIAL INFORMATION

	Year ended 30 Sep 2007	Year ended 30 Sep 2008	Year ended 30 Sep 2009	Change Sep 09 v Sep 08
Inforce Premium	\$664.4m	\$749.1m	<b>\$783.8m</b>	+5%
Reported Net Profit after Tax	\$40.7m	\$68.7m	<b>\$46.4m</b>	-32%
Underlying Net Profit after Tax <sup>(1)</sup>	\$56.6m	\$67.9m	<b>\$74.5m</b>	+10%
Shareholder Equity	\$534.5m	\$599.5m	<b>\$680.1m</b>	+13%
Shares on Issue	334.2m	337.5m	<b>361.1m</b>	+7%
Underlying Earnings per Share	17.8 cents	20.2 cents	<b>20.7 cents</b>	+2%
Underlying Return on Equity (annualised)	10.4%	12.0%	<b>11.6%</b>	-3%
Gearing (Debt/(Debt+Equity))	15.7%	14.4%	<b>22.3%</b>	+56%
Embedded Value (Life Company)	\$760.7m	\$900.9m <sup>(2)</sup>	<b>\$1,169.0m<sup>(2)</sup></b>	+30%
Value of One Year's New Business	\$44.5m	\$62.3m <sup>(2)</sup>	<b>\$95.9m<sup>(2)</sup></b>	+54%
Dividend per share	4.0c	4.5c	<b>5.25c</b>	+17%

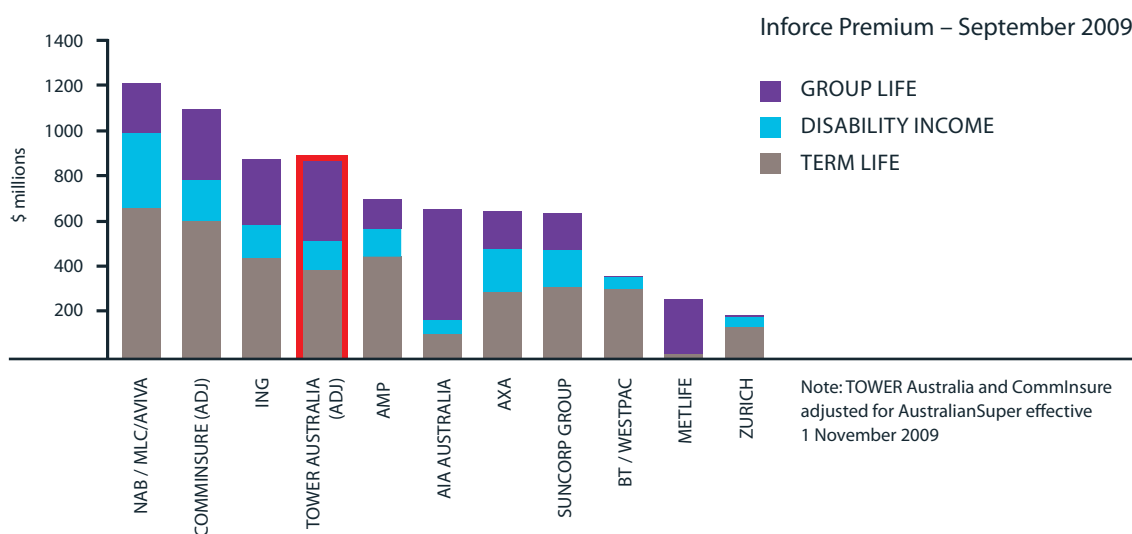
(1) Reported net profit after tax adjusted for non cash items and normalised investment income

(2) Adjusted for acquisition of InsuranceLine

## FINANCIAL PERFORMANCE – EMBEDDED VALUE

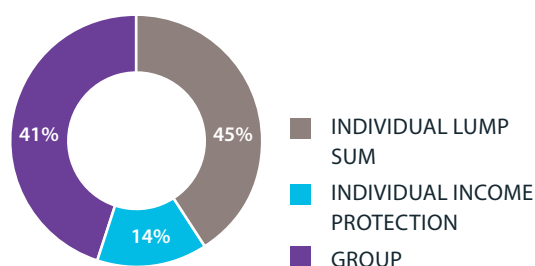


## COMPETITIVE POSITION – 4TH LARGEST, 11% MARKET SHARE

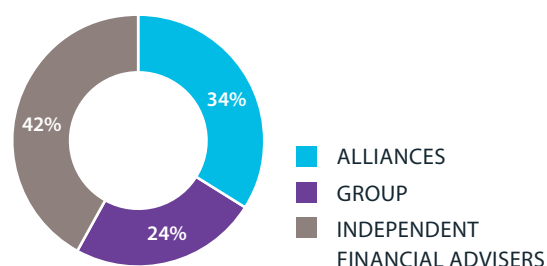


## DIVERSIFIED PRODUCT AND CHANNEL MIX – 31 DECEMBER 2009

### INFORCE PREMIUM BY PRODUCT



### NEW BUSINESS BY CHANNEL



## LATEST AWARDS

2009 Australian Banking & Finance Magazine Insurance Awards

**Best Life Insurance Company**



2009 SuperReview Magazine Insurance Award  
**Group Life Insurer of the Year**



## TOWER AUSTRALIA INVESTOR INFORMATION

Enquiries regarding TOWER Australia's operating and financial performance:

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Share Registry enquiries:

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