

ASX Announcement

16 February 2023

The Manager
Market Announcements Office
Australian Securities Exchange Ltd
Level 6, Exchange Centre
20 Bridge Street
Sydney NSW 2000

Trading Update and Upgrade to Full Year Guidance

AUB Group Limited (**AUB**) is pleased to provide an update on its trading performance for the half year ended 31 December 2022 (**1H23**) and upgraded guidance for the full year period ending 30 June 2023 (**FY23**).

Highlights include:

- AUB expects to report underlying net profit after tax (**UNPAT**) for 1H23 of AUD 46.7 million. This result is 8.5% above the mid-point of the 1H23 guidance range announced to the market on 12 December 2022.
- AUB now expects to deliver UNPAT for the Group (including Tysers) for FY23 in the range of AUD 112.9mn to \$121.4mn, up from the previous range AUD 107.5mn to 115.0mn announced to the market on 12 December 2022. This upgraded FY23 guidance represents growth of 52.5% to 64.0% vs FY22.
- The upgraded FY23 UNPAT guidance includes 1H23 results, 9 months of Tysers profit from 1 October 2022, and assumes continued strong premium rate rises for Australia and moderate but accelerating rate rises in New Zealand.

	AUD mn			% Growth vs PCP		
	1H23	2H23	FY23	1H23	2H23	FY23
Updated Guidance	46.7	66.2 - 74.7	112.9 - 121.4	52.4%	52.6% - 72.2%	52.5% - 64.0%
Previous Guidance (Dec 12)	41.5 - 44.5	66.0 - 70.5	107.5 - 115.0	35.5% - 45.3%	52.1% - 62.5%	45.2% - 55.4%

The strong performance of AUB in 1H23 has been driven by robust trading in November and December 2022, continued execution of strategic growth initiatives and Tysers performing ahead of expectations. We expect positive trading conditions to continue in 2H23.



This is a preliminary result and remains subject to audit review and finalisation. AUB plans to release its 1H23 results on Wednesday 22 February 2023.

The release of this announcement was authorised by the AUB Board.

For further information, contact Richard Bell, Chief Legal and Risk Officer, on +61 2 9935 2222 or richardb@aubgroup.com.au.

About AUB Group

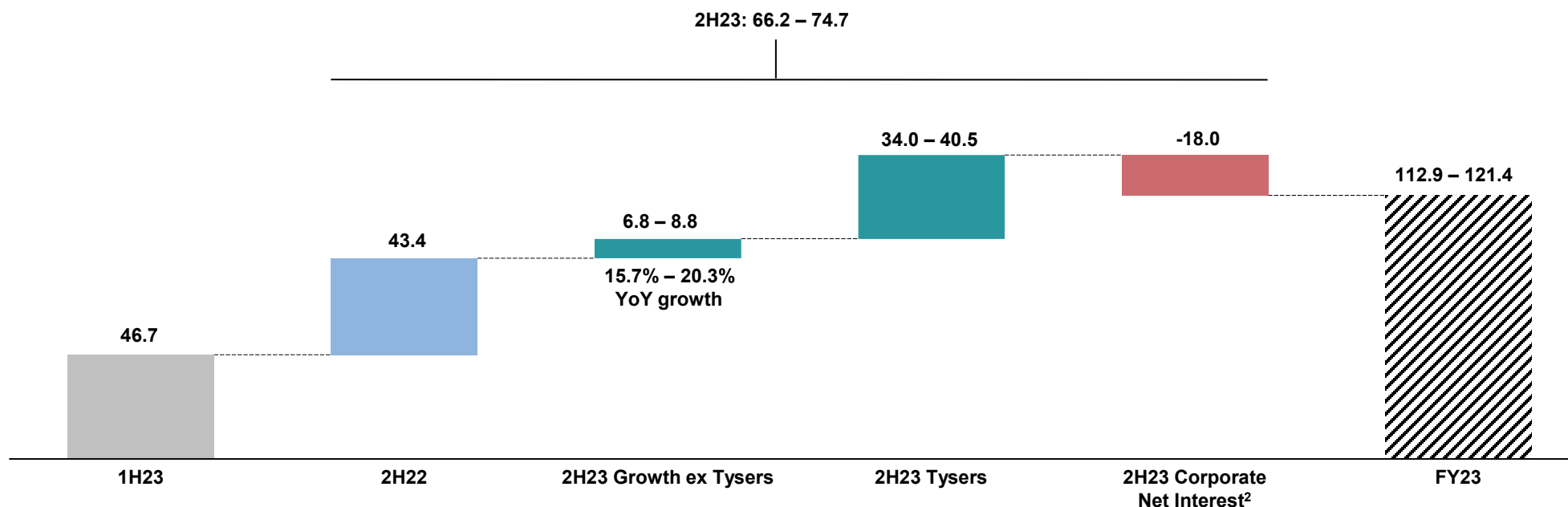
AUB Group Limited (ASX: AUB) is an ASX200 listed group of retail & wholesale insurance brokers and underwriting agencies operating in ~540 locations globally. Over 4,000 team members work with ~950,000 clients to place more than AUD 8bn in insurance premiums with local and foreign insurers.

AUB FY23 OUTLOOK

UNPAT guidance upgraded to AUD 112.9 – 121.4mn (from AUD 107.5 to 115.0mn) due to strong 1H trading. Tysers contribution ahead of expectations.



2H23 Underlying NPAT¹ Breakdown \$mn AUD



Notes and assumptions

- 1H23 figures reflect a preliminary result and remain subject to audit review and finalisation.
- Guidance for AUB includes 1H23 results and assumes continued strong premium rate rises for Australia and moderate but accelerating rate rises in New Zealand.
- Tysers' profit contribution and AUB Group debt cost are included from 1 October 2022.
- The impact of the PSC Retail JV is assumed from April 2023.
- FX Rates for the 6 months to 30 June 2023: GBP:AUD 1.76, GBP:USD 1.2081.
- Tax in the UK increases from 19% to 25% on 1 April 2023.

1. Underlying NPAT is used by management and the board to assess operational performance and excludes non-operational items, such as profits and losses on sale of equity interests, fair value adjustments to carrying values on ownership changes, changes to estimates or payments of deferred contingent consideration amounts, impairment adjustments and amortisation of intangible assets

2. Includes the draw-down of debt on 30 September 2022, attracting an average interest rate of 7.5% (BBSY + 4.5%) for the 3 months to 31 Dec'22 and 8.12% for the 6 months to 30 Jun'23. Includes arrangement, unused facility fees and interest earned on excess cash from the May'22 capital raising, with corporate debt fully repaid in May'22