

ASX Announcement

26 August 2025

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

FY25 Results – Performance Overview

Please find attached for immediate release in relation to AUB Group Limited (AUB) the following document:

- FY25 Performance Overview.

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

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About AUB Group

AUB Group Limited (ASX: AUB) is an ASX200 listed group comprising insurance brokers and underwriting agencies operating in ~579 locations. Over ~6,000 team members work with our ~1,200,000 clients to place more than \$11bn in insurance premiums with local and foreign insurers.

FY25 Performance Overview

Summary

- Underlying NPAT¹ of AUD 200.2mn (FY24: AUD 171.0mn).
- Underlying earnings per share of 171.75 cents (FY24: 156.78 cents).
- Reported Net Profit After Tax of AUD 180.1mn (FY24: AUD 137.1mn).
- Fully franked final dividend of 66.0 cents per share (FY24: 59.0 cps).
- Total FY25 Dividend 91.0 cents per share, an increase of 15.2% compared to FY24.
- FY26 Underlying NPAT guidance in the range of AUD 215.0mn – AUD 227.0mn, representing growth of 7.4% - 13.4% over FY25.

AUB Group CEO and Managing Director, Michael Emmett, said: “FY25 was a pivotal year for AUB Group, marked by solid financial results, international expansion, and operational progress across all divisions. Our ability to deliver results in a complex and evolving environment reflects the depth of talent across our organisation and the strength of our operating model. The Group enters FY26 with a clear focus on disciplined execution, strategic investment, and continued optimisation across the portfolio.

I want to acknowledge the trust our clients place in us to protect their businesses, the dedication of our teams who continue to drive performance and innovation, and the support of our partners who share in our ambition.”

Highlights by operating division

Australian Broking

- Pre-tax profit for the period increased by 12.8% to AUD 135.6m (FY24: AUD 120.2m).
- These increases were driven by organic and bolt-on acquisition growth.
- Organic drivers included:
 - Average commission and fee income per client increased 9.3%.
 - Increased Commercial Lines premiums.

International

- Pre-tax profit for the period increased 7.6% to AUD 104.1mn (FY24: AUD 96.8mn).
- Tysers contingent consideration agreed February 2025 - earn-out period revenue was 95% of the maximum.

¹ Underlying Net Profit After Tax is the key measure used by management and the board to assess and review business performance. Underlying NPAT is after non-controlling interests and excludes the cost of amortisation of customer and servicing contracts, fair value adjustments on consolidation or deconsolidation, impairment charges, movements in contingent consideration, the impacts of a reduction in interest in associates and disposals of controlled entities, and the costs associated with strategic change programs, arranging debt and acquisition related costs.

Agencies

- Pre-tax profit for the period increased by 30.0% to AUD 72.0mn (FY24: AUD 55.4mn).
- Strong organic growth in gross written premium (GWP) across most agencies complemented by the acquisition of Pacific Indemnity.
- EBIT margin of 44.2% up 160bps from FY24 (excluding profit commissions from both periods up 300bps).

New Zealand Broking

- Pre-tax profit for the period increased by 2.2% to AUD 23.2mn (FY24: AUD 22.7mn).
- Average commission and fee income per client increased 7.6%.
- EBIT Margin of 34.4% down 210bps from FY24, impacted by future growth initiatives.

BizCover

- Pre-tax profit for the period increased by 26.8% to AUD 19.1mn (FY24: AUD 15.1mn).
- Continued revenue growth and margin expansion from operating leverage, with initiatives ongoing to enhance products, the insurer panel and sources of new business.
- EBIT Margin of 45.8% up 380bps from FY24.

Capital Management

- Leverage ratio of 1.97x at 30 June 2025.
- At 30 June 2025, AUB Group had accessible cash and undrawn debt facilities of AUD 375.0mn.

Dividends

- Fully franked final dividend of 66.0 cents per share (FY24: 59.0 cps).
- The final dividend is payable on 10 October 2025 to shareholders on the register at 5:00pm on 9 September 2025 (record date).
- The Dividend Reinvestment Plan (DRP) remains suspended.

Guidance

- FY26 Underlying NPAT in the range of AUD 215.0mn – AUD 227.0mn, representing growth of 7.4% - 13.4% over FY25.
- In estimating FY26 Underlying NPAT, AUB Group has assumed the following:
 - Acquisition Growth includes known investments with a high probability of completion and the incremental impact of acquisitions made in FY25;
 - Renewal periods and income split to perform in line with historical experience at the midpoint of guidance (41% / 59% 1H/2H split);
 - FX rates used for 12 months to 30 June 2026: GBP:AUD 2.0800, GBP:USD 1.3325;
 - FX Sensitivity: a + / -1% change in AUD against USD, impacts FY26 UNPAT and EPS at the midpoint of guidance by c. - / + 0.3%;
 - USD:GBP hedging program in place for ~55% of USD operational flows for the 12 months to 30 June 2026;
 - Central Bank cash rates: Australia 3.60% 1 Sep'25 – 31 Dec'25, 3.35% 2H26; UK 4.25% 1H26, 4.00% 2H26; NZ 3.25% FY26.