

2011 FULL YEAR RESULTS INVESTOR PRESENTATION

MONDAY 22 AUGUST 2011

Mark Fitzgibbon
Chief Executive Officer & Managing Director

Michelle McPherson
Chief Financial Officer & Deputy CEO

nib holdings



Agenda

1. Results overview
2. Segmented results & key metrics
3. Balance sheet & capital management
4. Strategy & outlook



1. Results overview

Mark Fitzgibbon
Chief Executive Officer & Managing Director

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Group highlights

	FY10	FY11	Change	
Net policyholder growth Health Insurance Business (HIB)	5.9%	6.0%	↑	0.1%
Consolidated Premium Revenue	\$901.4m	\$1,007.8m	↑	11.8%
Net underwriting profit ¹	\$47.1m	\$61.5m	↑	30.7%
Net Investment income	\$44.5m	\$32.1m	↓	(27.7)%
NPAT	\$61.5m	\$65.5m	↑	6.4%
ROE	16.3%	16.5%	↑	0.2%
EPS	12.4 cps	13.7 cps	↑	10.5%
Full dividend	7.0 cps (2 cps interim, 5 cps final) (7 cps ordinary)	13.0 cps (4 cps interim, 9 cps final) (8 cps ordinary, 5 cps special)	↑	85.7%
Operating cash flow	\$66.2m	\$88.3m	↑	33.4%

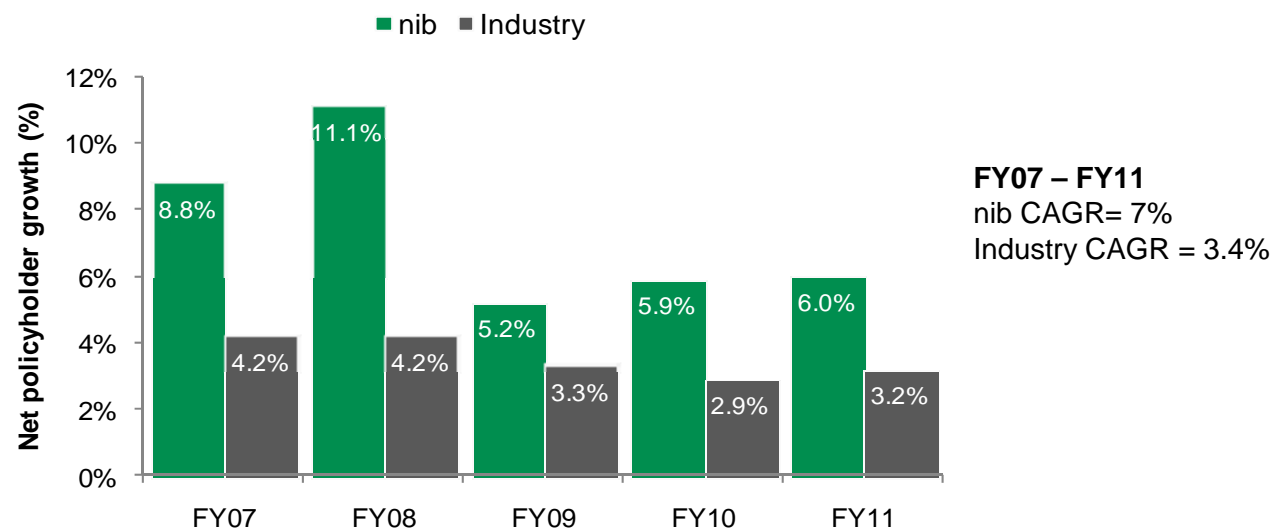
Capital management

- Capital Return approved by shareholders at 5 July 2011 General Meeting
Approximately \$75m (\$0.1607 per share) distributed to shareholders on 21 July 2011
- FY11 Final Special dividend of 5 cps (equating to \$23.3 million)

¹ FY11 includes favourable \$2.2m head office revaluation.

Some items in this presentation rounded up/down for presentation purposes

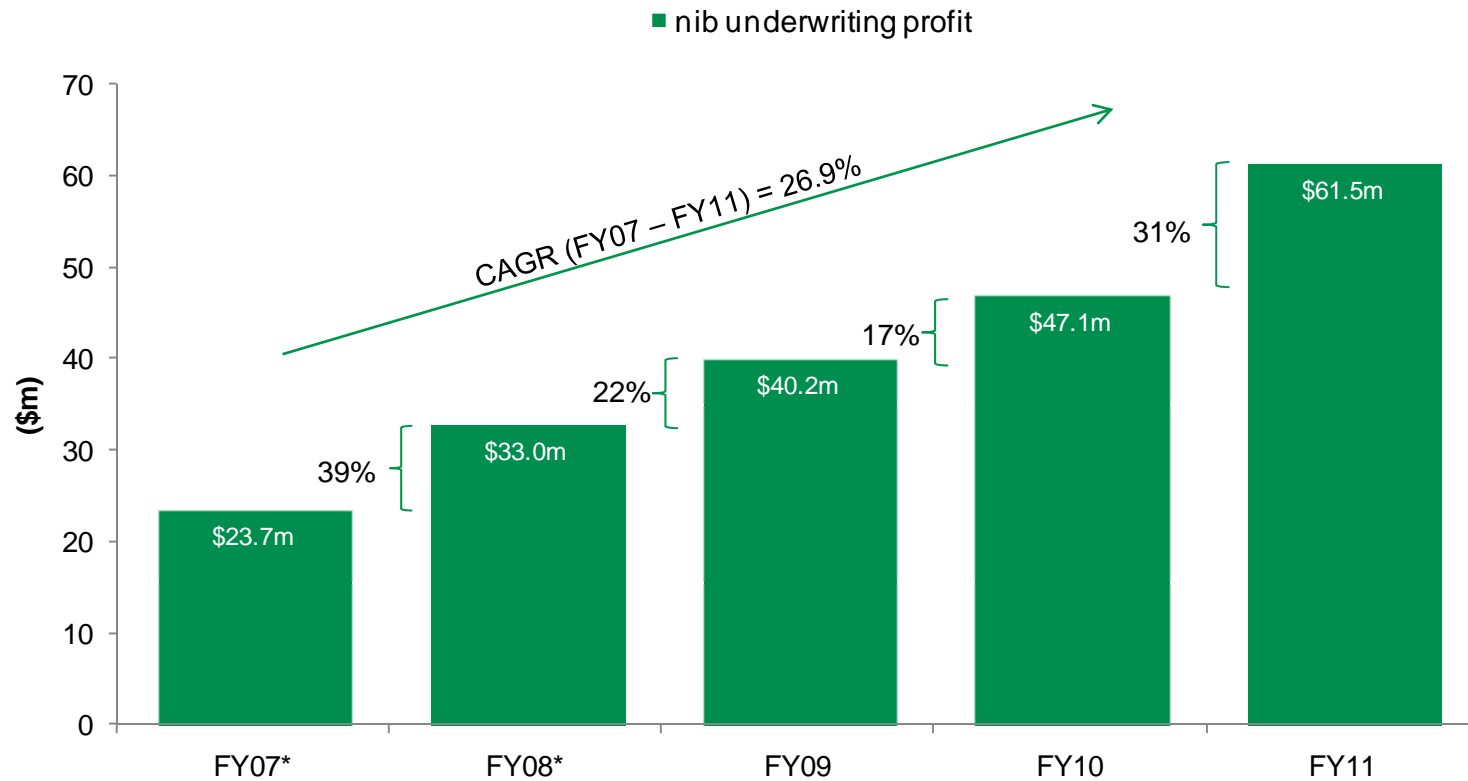
Policyholder growth - HIB



	NSW/ACT	VIC	QLD	WA	NT	TAS	SA	TOTAL
FY11								
Net new policyholders	10,178	7,484	3,619	2,463	71	118	311	24,244
Net policyholder growth	3.5%	12.2%	8.6%	42.6%	12.5%	10.5%	4.8%	6.0%
FY10								
Net new policyholders	9,375	6,961	4,717	1,109	95	74	310	22,641
Net policyholder growth	3.3%	12.8%	12.6%	23.7%	20.0%	7.0%	5.0%	5.9%

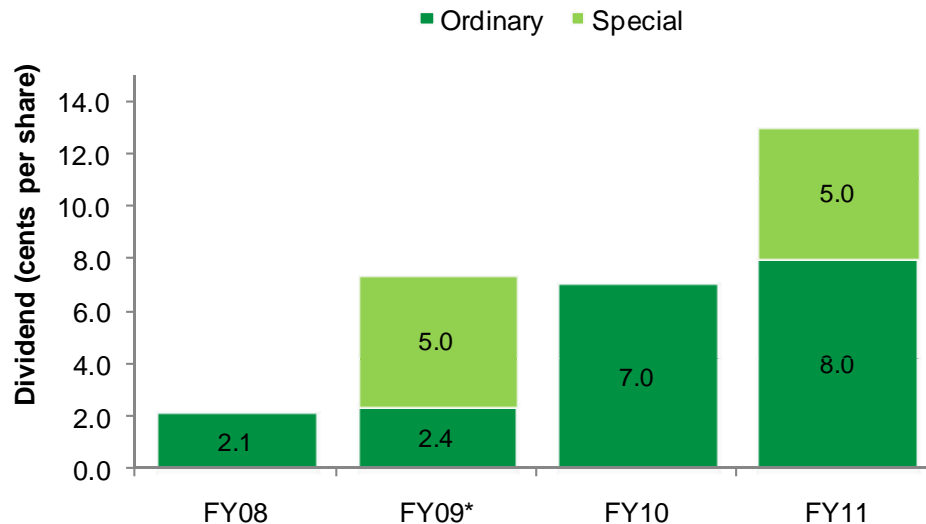
Source: nib/PHIAC data as at June 2011

Track record of double digit underlying earnings growth



* Result was normalised to remove the impact of costs associated with nib's demutualisation and listing, and "notional" tax

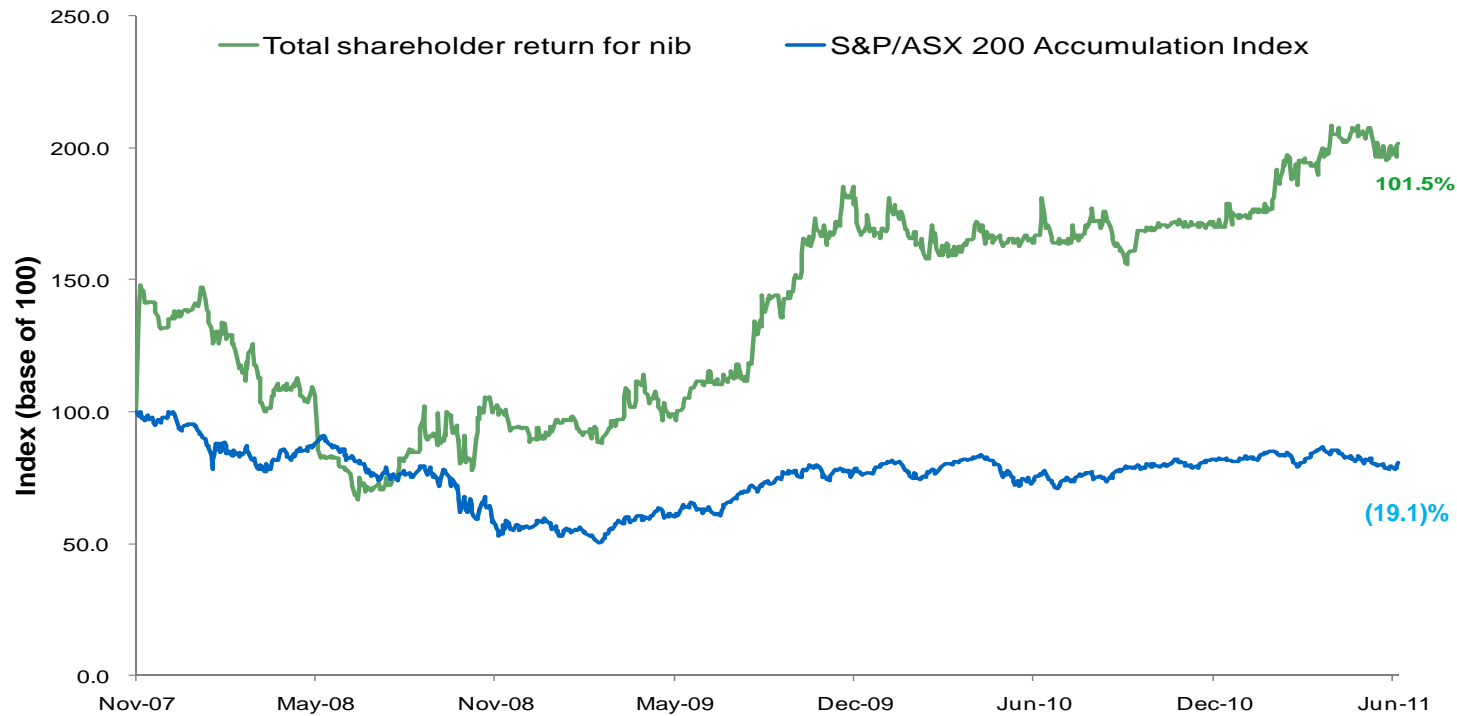
Dividend



*Estimated ordinary to special dividend breakdown for FY09

- Final dividend of 9 cps fully franked (\$42m)
- Full year dividend of 13 cps (8 cps ordinary dividend, 5cps special dividend), reflects payout ratio of 92.7% of FY11 NPAT
- Ordinary full year dividend of 8 cps represents payout ratio of 57%
- Dividend policy will continue to reflect a payout of fully franked dividends between 50%-60% of full year NPAT
- Potential for future special dividends

nib delivering strong shareholder returns



Source: Iress, J.P. Morgan.
Share price appreciation plus reinvestment of dividends

- Since commencement of buy back (August 2008) approximately 24.1m shares purchased and cancelled

2. Segmented results & key performance metrics

Michelle McPherson
Chief Financial Officer & Deputy CEO

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Policyholder metrics – Health Insurance Business (HIB)

	FY10	FY11		%
Total policyholders	406,929	431,173	↑	6.0
- net policyholder growth (%)	5.9	6.0	↑	0.1
Net new policyholders	22,641	24,244	↑	7.0
Total sales	56,762	61,031	↑	7.5
- Sales rate (%)	14.8	15.0	↑	0.2
- Sales new to category (%)	62.2	65.0	↑	2.8
- Sales “under 40” (%)	77.4	77.6	↑	0.2
- Sales online (%)	33.1	33.9	↑	0.8
- Sales outside NSW/ACT (%)	42.7	43.9	↑	1.2
Total lapses	34,122	36,787	↑	7.8
- Lapse rate (%)	8.9	9.0	↑	0.1

- Net policyholder growth of 6.0% almost double industry growth of 3.2%
- Key sales metrics all up on prior year
- Unfavourable lapse rate trend a key area of focus with a number of initiatives aimed at reversing trend underway or planned

Key metrics - HIB

(\$m)	FY10	FY11		\$m Fav/(Unfav)	% Fav/(Unfav)
Premium revenue	901.4	991.3	↑	89.9	10.0
- % of total Gross Written Premium (GWP)	100%	98.3%	↓	na	(1.7)
Claims (excluding Risk Equalisation)	(658.0)	(708.2)	↑	(50.2)	(7.6)
Risk Equalisation	(109.9)	(132.7)	↑	(22.8)	(20.8)
Gross underwriting result	133.5	150.4	↑	16.9	12.7
- Gross margin (%)	14.8	15.2	↑	-	0.4
Management expenses	(86.4)	(90.6)	↑	(4.2)	(4.8)
- MER (%)	9.6	9.2	↓	-	0.4
Net underwriting profit	47.1	59.8	↑	12.7	27.0
- Net margin (%)	5.2	6.0	↑	-	0.8

- Premium revenue increase driven by rate increases (1 April 2010: 5.95% and 1 April 2011: 6.19%) and net policyholder growth
- FY11 claims includes \$4.4m benefit from reduction of outstanding claims provision at 30 June 2010
- FY11 management expense includes \$2.2m benefit from reversal of head office impairment charges

Key metrics- International Workers Business (IWB)

(\$m)	9 mths to 30 June 2011
Premium revenue	16.0
- % of total GWP	1.6
Claims	(7.6)
Gross underwriting result	8.4
- Gross margin (%)	52.3
Management expenses	(5.6)
- MER (%)	35.0
Net underwriting profit	2.8
- Net margin (%)	17.3
Total policyholders (number)	13,899
Total sales (number)	6,871
Total lapses (number)	4,888

- IWB only 9 month result, following IMAN acquisition 1 October 2010
- EPS accretive year one
- Price increase of 9.74% average across all products effective 1 April 2011
- Integration of IMAN health insurance administration and claims processing activities into nib head office centralised functions to be effective by November 2011, realising further cost synergies
- Significantly higher sales and lapse rates than HIB, as policies commence and expire in line with international workers visa conditions
- 9 month net policyholder growth rate was 16.6%

Key metrics – International Students Business (ISB)

(\$,000)	FY11
Premium revenue	550
- % of total GWP	0.0
Claims	(241)
Gross underwriting result	309
- Gross margin (%)	56.1
Management expenses	(1,360)
- MER (%)	247.4
Net underwriting profit/(loss)	(1,051)
- Net margin (%)	(191.3)
Total policyholders (number)	1,432
Total sales (number)	1,551
Total lapses (number)	197

- ISB in early stages of establishment, only entered market in January 2010
- Success to date targeting alternative distributions channels - current relationships include UAE, Kuwait and Malaysia
- Underwriting loss of \$1.1m is a consequence of building capability

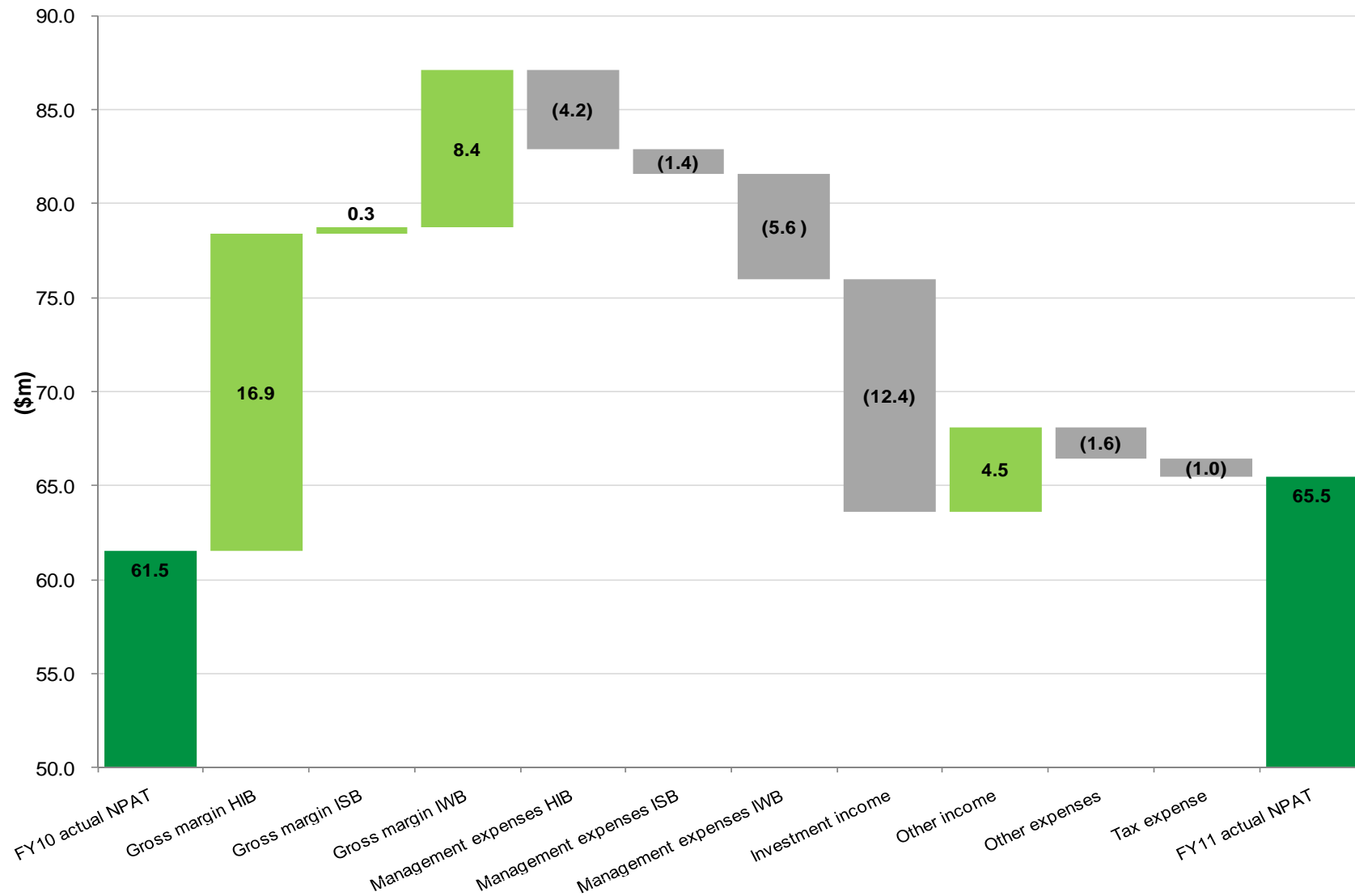
Gross profit drivers FY11 v FY10



- Policyholder growth and changing product mix contributed \$11.8m of a total \$16.9m increase in HIB gross margin
- IWB and ISB gross profit nil for FY10 with IWB \$8.4m and ISB \$0.3m being actual FY11 result

* Refer Slide 32 for consolidated result with break up of HIB, ISB and IWB

NPAT summary of movement FY11 v FY10



Detailed management expenses

(\$m)	Employment	Marketing (Direct)	Marketing (Commissions)	IT	Occupancy	Other	FY11 Total	FY10 Total	Change (FY10 – FY11)	FY11 MER (%)	FY10 MER (%)
HIB	40.2	21.0	5.3	6.5	3.9	13.6	90.6	86.4	4.2	9.2	9.6
ISB	0.9	0.1	0.2	0.0	0.0	0.2	1.4	0.0	1.4	247.4	0.0
IWB	2.7	0.2	0.0	0.8	0.2	1.7	5.6	0.0	5.6	35.0	0.0
Total	43.8	21.3	5.5	7.3	4.1	15.5	97.6	86.4	11.2	9.7	9.6

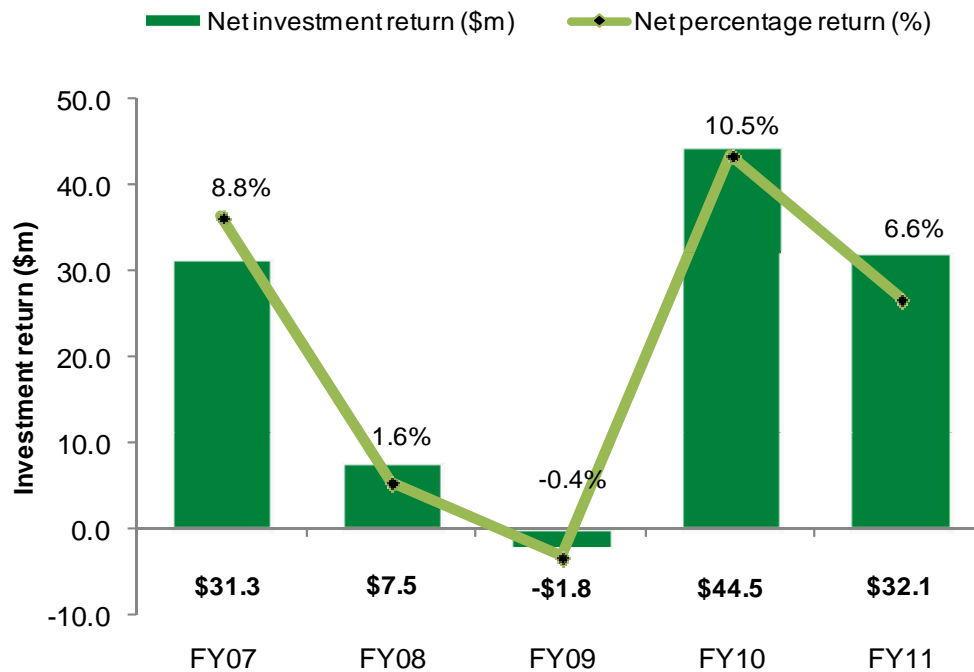
- Group management expenses of \$97.6m up \$11.2m on FY11 due to HIB (\$4.2m), ISB (\$1.4m) and IWB (\$5.6m).
- HIB MER of 9.2% lowest since listing in 2007:
 - Employment costs up \$3.2m on FY10 due to further investment in IT and bringing hospital contracting in house, offset by automation of claims and policyholder administration
 - HIB marketing costs up \$1.6m and marketing commission up \$1.6m on FY10 reflecting expansion of organic growth strategy and entry into WA market
 - Occupancy costs down \$3.8m on FY10 primarily due to \$2.2m reversal of impairment charges (FY10: \$1.0m impairment) for nib HOB
 - Other costs up \$1.2m on FY10 reflect the automation of claims and policyholder administration offset by exiting AHSA (\$0.8m)
- ISB management expenses reflects investment to establish business capability
- IWB management expenses for 9 months post IMAN acquisition (1 October 2010) and includes amortisation of customer contracts and software (\$1.7m)

Other income and expenses

(\$m)	FY10	FY11		\$m Fav/(Unfav)	% Fav/(Unfav)
Other income					
Life & funeral insurance commission	0.2	0.5	↑	0.4	191.5
Travel and other commission	0.3	0.4	↑	0.2	54.0
Rental income	0.1	0.4	↑	0.3	261.3
Other	0.7	0.9	↑	0.2	28.6
Unclaimed dividends from Unverified Policyholders Trust (one –off)	0.0	3.5	↑	3.5	-
Total other income	1.3	5.7	↑	4.5	345.4
Other expenses					
Share registry – ongoing	1.5	1.4	↓	0.1	6.7
Share registry – one off	1.3	0.4	↓	0.9	70.9
M&A (GMHBA in FY11)	0.6	0.9	↑	(0.3)	(53.9)
M&A - IMAN acquisition	0.0	2.2	↑	(2.2)	-
Other	2.5	2.6	↑	(0.1)	(4.0)
Total other expenses	5.9	7.5	↑	(1.6)	(26.8)

- FY11 one off items significantly impacted other income and expenses

Investment return



- Greater stability in investment result relative to historic performance due to transition in 1H11 to new investment portfolio
- Consolidated defensive/growth split of 86.5%/13.5% reflects 80%/20% (FY10 69%/31%) defensive/growth for investments required to support internal prudential target (1.3x) and 100% defensive for balance of capital
- Actual return for the first six weeks of FY12 was 0.6%

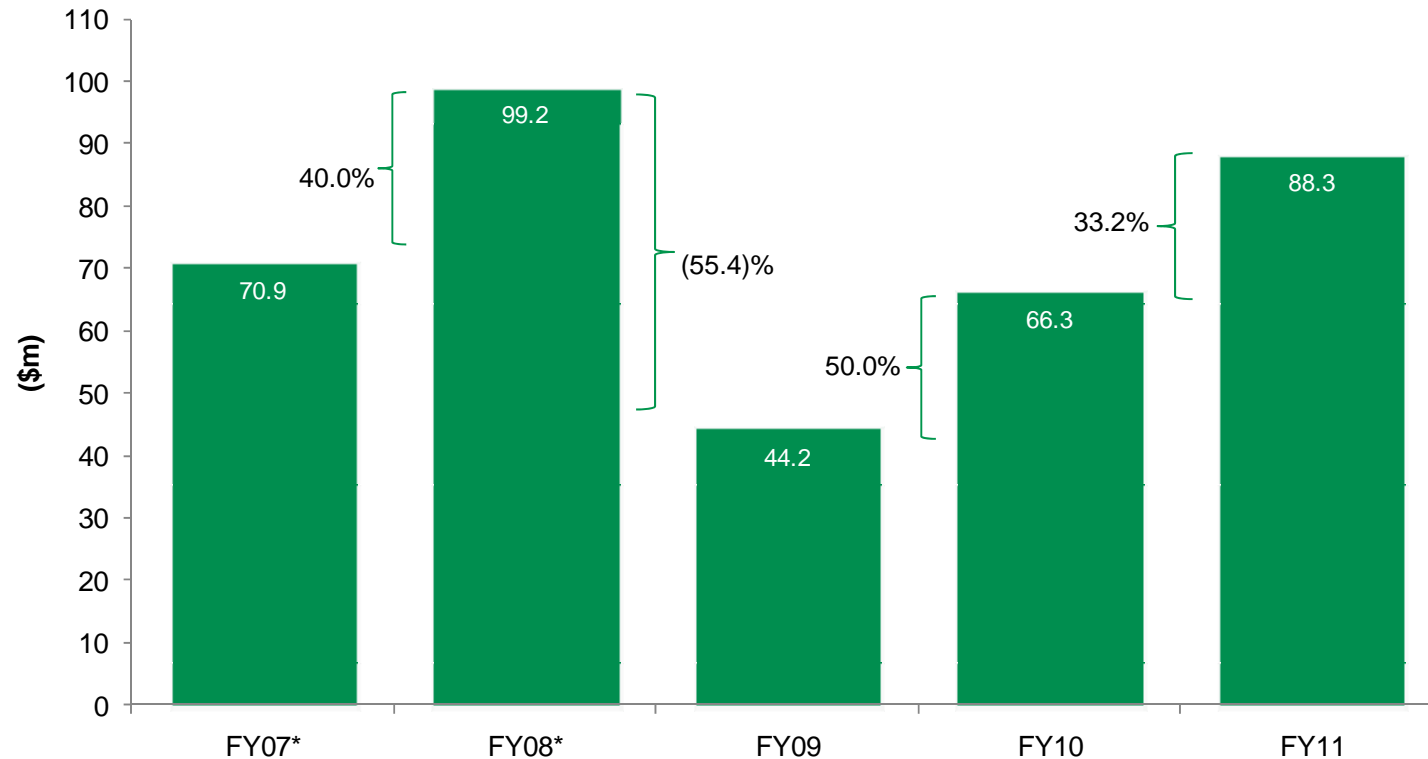
* Refer slide 35 for investment asset allocation

3. Balance sheet & capital management

Michelle McPherson
Chief Financial Officer & Deputy CEO



Operating cash flows remain strong



Drop in FY09 reflects:

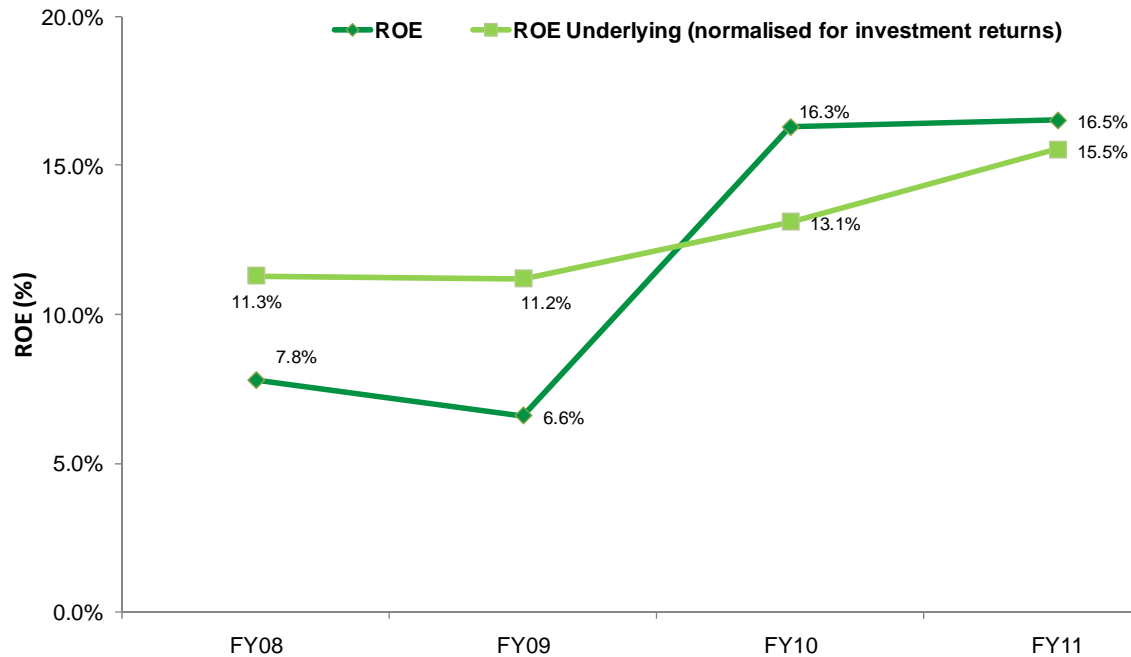
- Impact of investment performance
- Timing of investment distributions
- First income tax payments occurred during FY09 following nib becoming subject to income tax from time of demutualisation.

* Result was normalised to remove the impact of costs associated with nib's demutualisation and listing

Surplus capital position

	FY10 (\$m)	FY11 (\$m)
Opening surplus capital position above 1.4x (Capital/Risk Multiple of 2.35x)	131.6	144.5
Board's revision to capital adequacy target from 1.4x at 30 June 2010 to 1.3x at 31 December 2010	-	29.3
On-market share buy back	(0.8)	(2.0)
Interim dividend	(9.9)	(18.7)
Allowance for ordinary dividend component of final dividend (payable in September)	(24.8)	(18.7)
Allowance for special dividend component of final dividend (payable in September)	0.0	(23.3)
Acquisition of IMAN business	-	(26.0)
Changes in forecast, liabilities and capital adequacy reserve	(13.1)	(12.6)
Profit after tax	61.5	65.5
Closing surplus capital position above 1.3x (Capital/Risk Multiple of 2.00x) (FY10 1.4x or Capital/Risk Multiple of 2.35x)	144.5	138.0
Capital Return (distributed 21 July 2011, equating to \$0.1607 per nib share)	-	(75.0)
Closing surplus capital position post capital return above 1.3x (Capital/Risk Multiple of 2.00x)(FY10 1.4x or Capital/Risk Multiple of 2.35x)	144.5	63.0

Ongoing capital management initiatives



- Capital management initiatives to date have further enhanced ROE, these include:
 - On market share buy back resulting in purchase and cancellation of 24.1 million shares equating to \$20.7m
 - Payment of special dividends totalling \$48.2m (FY09 full year dividend: \$24.8m, FY11 full year dividend: \$23.3m)
- ROE going forward to be enhanced by FY11 special dividend and \$75m Capital Return, as not reflected in FY11 ROE. Potential for second capital return in 2012 – amount to be dependent on extent of surplus capital and investment prospects such as M&A

4. Strategy & outlook

Mark Fitzgibbon
Chief Executive Officer & Managing Director

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Market outlook & issues

- System growth (predicted at 3% for FY12)
- Means testing of 30% private health insurance rebate
- Claims utilisation and cost inflation, including Risk Equalisation
- National Health and Hospital “Reform”
- Industry consolidation/globalisation
- Possible sale of Medibank Private

Business strategy

- Ongoing organic growth with focus on <40 years of age but with additional investment in:
 - Corporate market (in conjunction with IWB)
 - Western Australia
 - Seniors segment
- International workers/students global cover
- Further operational and IT efficiencies, including additional automation and outsourcing
- Capital management including M&A*

** General disclosure on M&A - nib pursued a demutualisation and listing on ASX in 2007 to be better placed to participate in the consolidation and modernisation of the private health insurance industry. From time to time nib has discussions with domestic and international industry participants on a range of matters, including possible joint strategic initiatives. These discussions will continue to occur in order to grow shareholder value and the market will be informed of any material matters in accordance with our responsibilities with respect to continuous disclosure.*

FY12 business outlook & guidance

- Net HIB policyholder growth of 5% - 6%
- Consolidated net pre-tax underwriting profit of \$65m - \$70m
- Investment return in line with
 - Regulatory capital (80/20 defensive/growth) - target for portfolio UBS bank bill index plus 1%
 - Surplus capital - UBS bank bill index
- Continued interest in M&A opportunities
- Prospects of further capital return

Summary

- FY11 was very strong with record results achieved across key metrics
 - Policyholder revenue reached \$1bn for the first time
 - Underwriting margin up 31% to \$61.5m
 - HIB net policyholder growth of 6%, beat industry which grew by 3.2%
 - Integration of IMAN, with further cost synergies to be realised through additional back office integration in FY12
 - Success targeting alternative ISB distribution channels
- FY12 outlook positive
 - Underlying fundamentals of PHI still attractive with system growth predicted at 3%
 - nib to continue to grow faster than system (FY12 HIB net policyholder growth of 5% - 6%)
 - Determination to build international businesses and earnings
 - Consolidated underwriting margin to sit within target range of 5% - 6%
 - ROE of ~20% with potential for upside

Q & A

**YOUR QUESTIONS
ANSWERED**

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APPENDIX

nib holdings



nib policyholder & other data

nib	FY07	FY08	FY09	FY10	FY11
Total policyholders	328,784	365,389	384,288	407,007	446,504
- Total Policyholders (HIB)	328,784	365,389	384,288	406,929	431,173
- Total Policyholders (ISB)	-	-	-	78	1,432
- Total policyholders (IWB)	-	-	-	-	13,899
Retail Centres (across Australia) ¹	32	25	21	18	20
Employees (FTEs)	506	478	458	470	572[#]
HIB					
Net policyholder growth	8.8%	11.1%	5.2%	5.9%	6.0%
Market share	6.6%	7.0%	7.1%	7.3%	7.5%
Persons covered	681,013	732,930	761,753	797,144	839,282
Average age of hospital persons covered (yrs)	36.1	36.0	36.1	36.1	35.9
Total policyholders "under 40"	140,084	166,963	179,019	193,261	208,082
- Growth in "under 40" segment	14.4%	19.2%	7.2%	8.0%	7.7%
Total hospital persons "20-39"	188,155	218,445	231,136	246,316	262,981
- Growth in hospital persons "20-39"	12.4%	16.1%	5.8%	6.6%	6.8%
- Market share	8.7%	9.5%	9.8%	10.2%	10.6%

¹ Includes nib Retail and Sales Centres, excludes mobile sales kiosks
[#] Increase in FTEs includes international students and workers businesses
Source: nib /PHIAC data as at June 2011

PHI industry policyholder data

	FY07	FY08	FY09	FY10	FY11
Total Policyholders	5,008,329	5,219,567	5,390,739	5,549,338	5,727,566
- Policyholder growth	4.2%	4.2%	3.3%	2.9%	3.2%
Persons Covered	10,561,848	10,942,616	11,257,885	11,561,299	11,901,915
Average Age of Hospital Persons (yrs)	39.9	39.8	40.0	40.1	40.2
Total Hospital Persons "20-39"	2,159,587	2,309,302	2,359,022	2,407,852	2,477,256
- Growth in Hospital persons "20-39"	5.5%	6.9%	2.2%	2.1%	2.9%

Source: PHIAC data as at June 2011

All figures exclude international students and international workers, unless otherwise stated

Detailed income statement

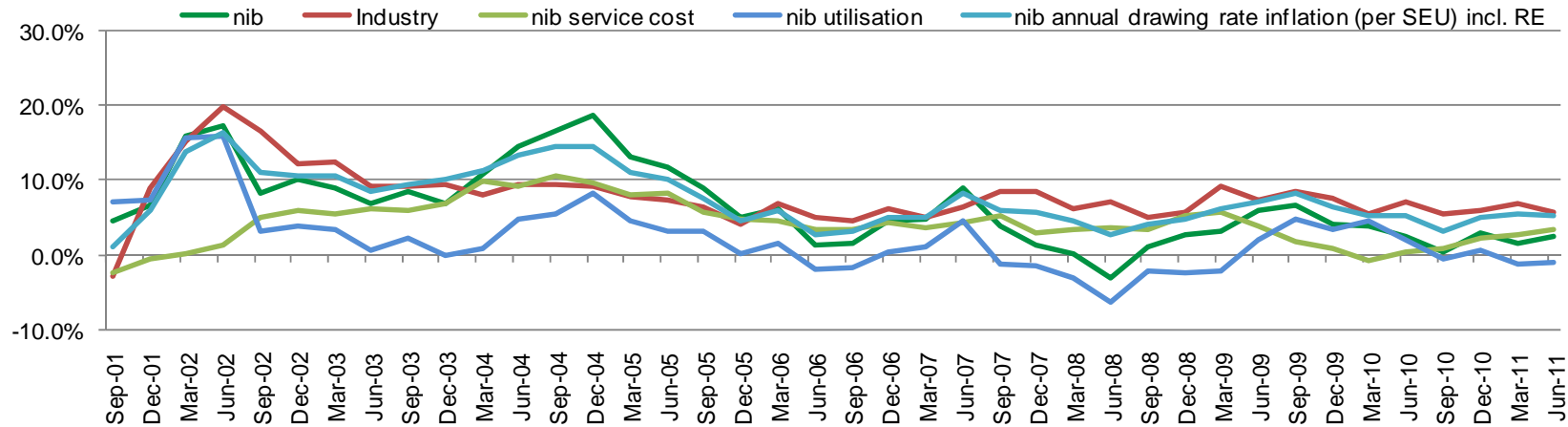
(\$m)	FY07	FY08	FY09	FY10	FY11	Change	
						(\$m)	%
Premium revenue	666.0	758.2	829.5	901.4	1,007.8	106.5	11.8
- Premium revenue (HIB)	666.0	758.2	829.5	901.4	991.3	89.9	10.0
- Premium revenue (ISB)	-	-	-	-	0.5	0.5	-
- Premium revenue (IWB)	-	-	-	-	16.0	16.0	-
Claims expense	(503.4)	(551.3)	(599.9)	(636.0)	(693.1)	(57.1)	9.0
- Hospital benefits paid	(336.7)	(357.7)	(400.4)	(428.5)	(461.6)	(33.1)	7.7
- Ancillary benefits paid	(169.9)	(188.1)	(204.9)	(204.3)	(222.2)	(17.9)	8.8
- OSC provision movement	3.2	(5.5)	5.4	(3.2)	(1.5)	1.6	(51.8)
- <i>ISB benefits paid</i>	-	-	-	-	(0.2)	(0.2)	-
- <i>IWB benefits paid</i>	-	-	-	-	(7.6)	(7.6)	-
Risk equalisation levy	(50.1)	(75.8)	(86.4)	(109.9)	(132.7)	(22.8)	20.8
- OSC Risk Equalisation margin	(1.9)	(2.7)	0.6	(2.9)	(0.7)	2.2	(77.2)
- Gross deficit	110.3	117.5	137.1	147.9	160.3	12.4	8.4
- Calculated deficit	(158.5)	(190.6)	(224.1)	(254.9)	(292.3)	(37.5)	14.7
State levies	(17.6)	(19.9)	(21.2)	(22.0)	(22.9)	(0.8)	3.8
Net claims incurred	(571.1)	(647.0)	(707.5)	(767.9)	(848.7)	(80.9)	10.5
Gross underwriting result	94.9	111.2	122.0	133.5	159.1	25.6	19.2
- Gross underwriting result (HIB)	94.9	111.2	122.0	133.5	150.4	16.9	12.7
- Gross underwriting result (ISB)	-	-	-	-	0.3	0.3	-
- Gross underwriting result (IWB)	-	-	-	-	8.4	8.4	-
Management expenses	(71.2)	(78.2)	(81.8)	(86.4)	(97.6)	(11.1)	12.9
- Management expenses (HIB)	(71.2)	(78.2)	(81.8)	(86.4)	(90.6)	(4.2)	4.8
- Management expenses (ISB)	-	-	-	-	(1.4)	(1.4)	-
- Management expenses (IWB)	-	-	-	-	(5.6)	(5.6)	-
Net underwriting result	23.7	33.0	40.2	47.1	61.5	14.4	30.7
- Net underwriting result (HIB)	23.7	33.0	40.2	47.1	59.8	12.7	27.0
- Net underwriting result (ISB)	-	-	-	-	(1.1)	(1.1)	-
- Net underwriting result (IWB)	-	-	-	-	2.8	2.8	-

Detailed management expenses

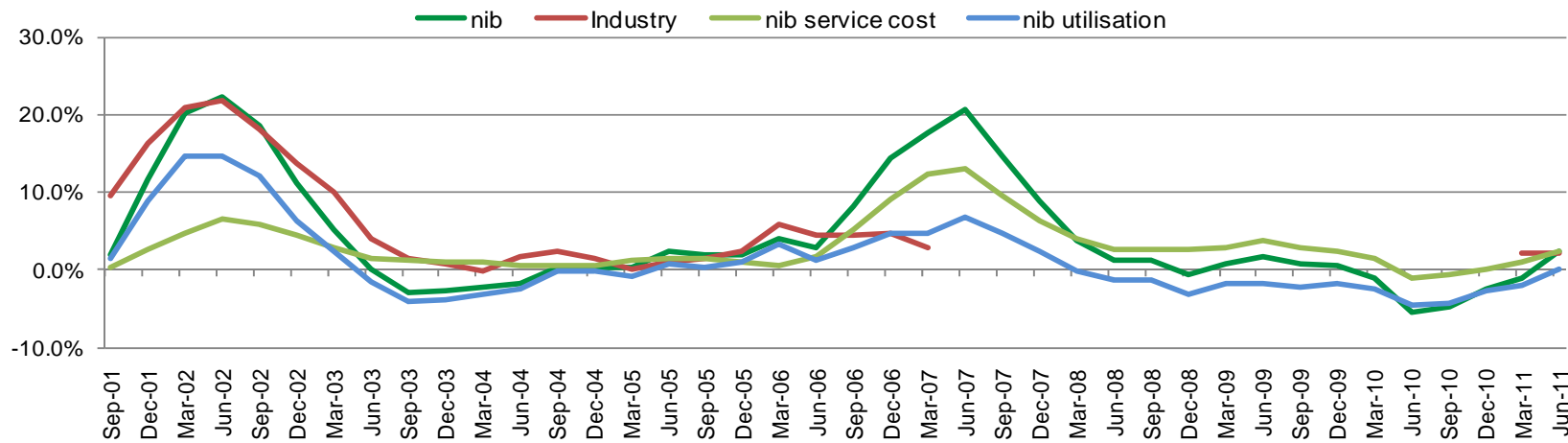
(\$m)	Employment	Marketing (Direct)	Marketing (Commissions)	IT	Occupancy	Other	Total Management Expenses	Total MER (%)
HIB								
FY07	37.1	11.9	1.9	5.1	4.9	10.3	71.2	10.7
FY08	36.2	16.9	2.0	5.6	4.6	12.9	78.2	10.3
FY09	35.7	17.2	2.1	5.7	8.7	12.4	81.8	9.9
FY10	37.0	19.4	3.7	6.2	7.7	12.4	86.4	9.6
FY11	40.3	21.0	5.3	6.5	3.9	13.6	90.6	9.2
ISB								
FY11	0.9	0.1	0.2	0.0	0.0	0.2	1.4	247.4
IWB								
FY11	2.7	0.2	0.0	0.8	0.2	1.7	5.6	35.0

Claims expense

Hospital claims inflation



Ancillary claims inflation



Note: industry data from April 2007 – March 2011 is not comparable due to change in the way ancillary products were determined by PHIAC Source: PHIAC

All figures exclude international students and international workers, unless otherwise stated

Investments

- Capital Return of approximately \$75m distributed to shareholders on 21 July 2011 sourced from cash
- nib transitioned to MLC products as its investment asset consultant (fully effective October 2010)
- Below table provides investment return for 12 months to 30 June 2011 (noting returns may not be for entire period due to transition) and investment allocation as at 30 June 2011
- All surplus capital above internal prudential requirement (1.3x) is held in 100% cash

Total Investment Portfolio		
	Net return (\$m) 12 months to 30 June 2011	Allocation (%) At 30 June 2011
Cash	10.4	42.6
All maturity debt	1.1	2.4
Short maturity debt	11.4	35.8
Receivable	1.4	5.6
O/S fixed interest	1.9	0.0
Defensive	26.2	86.5
Australian shares	2.4	3.5
Global shares – hedged	0.9	0.0
Global shares – unhedged	1.4	2.8
Listed infrastructure	1.2	0.0
Direct property	(0.1)	6.8
Property trusts	0.1	0.2
Unlisted security	0.0	0.3
Growth	5.9	13.5
TOTAL	32.1	100.0

Financial results – underlying results

Underlying results split out investment income between:

- Normalised investment income for FY11– calculated on the basis of a 5.2%* (FY10: 5.5%*) assumed return over average investment assets for the period
- Investment experience – difference between actual and underlying Investment income

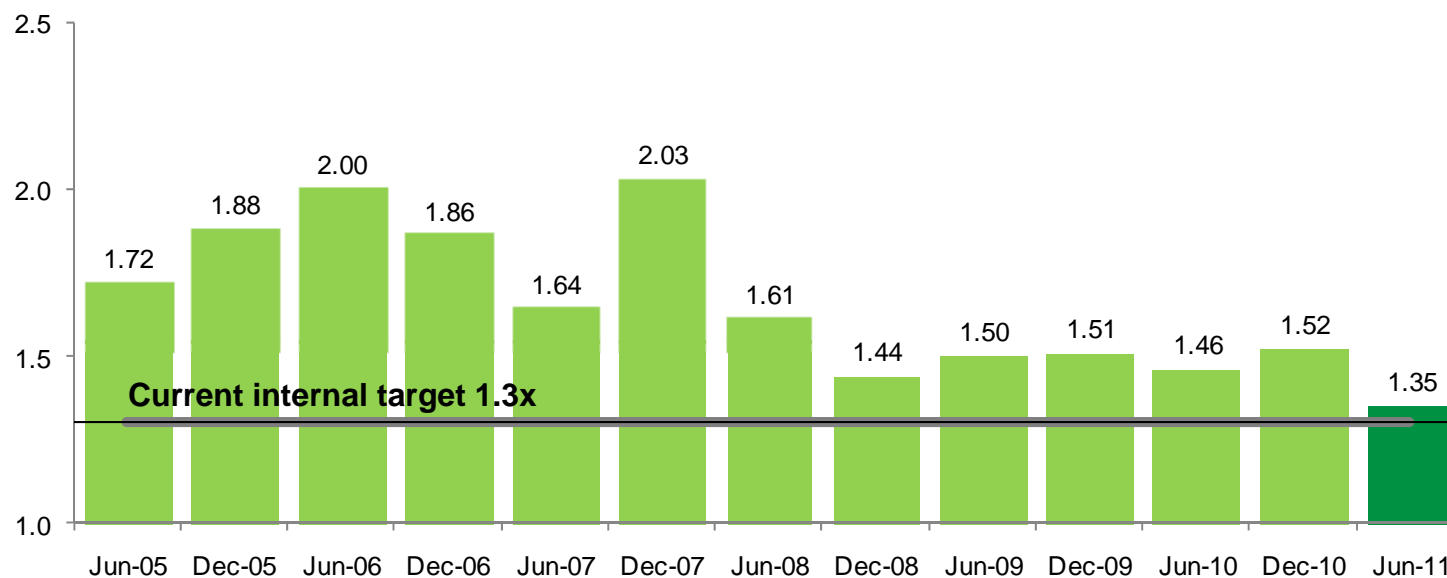
Normalised earnings (\$m)	FY10	FY11	Change (%)
Premium revenue	901.4	1,007.8	11.8
Claims expense	(636.0)	(693.1)	9.0
Risk Equalisation Levy	(109.9)	(132.7)	20.8
State levies	(22.0)	(22.9)	3.8
Net claims incurred	(767.9)	(848.7)	10.5
Gross underwriting result	133.5	159.1	19.2
Management expenses	(86.4)	(97.6)	12.9
Net underwriting result	47.1	61.5	30.7
Normalised Investment income ¹	25.0	25.7	3.0
Other income	1.3	5.7	345.4
Other expenses	(5.8)	(7.5)	27.8
Underlying profit before tax	67.5	85.5	26.7
Tax	(19.6)	(24.5)	25.2
Underlying profit after tax	47.9	61.0	27.3
Inv experience (after tax)	13.6	4.5	(67.1)
Profit after tax	61.5	65.5	6.4

Performance indicators – normalised (%)	FY10	FY11
Gross margin	14.8	15.8
Management expense ratio	9.6	9.7
Net margin	5.2	6.1
Underlying investment return	5.5	5.2
EPS (cps)	12.4	13.7
EPS – underlying (cps)	9.7	12.7
ROE ⁽²⁾	16.3	16.5
ROE – underlying ⁽²⁾	13.1	15.5

(1) Net of fees. (2) Rolling 12 months, using average shareholder equity

* 10 year Government bond rate

Capital adequacy

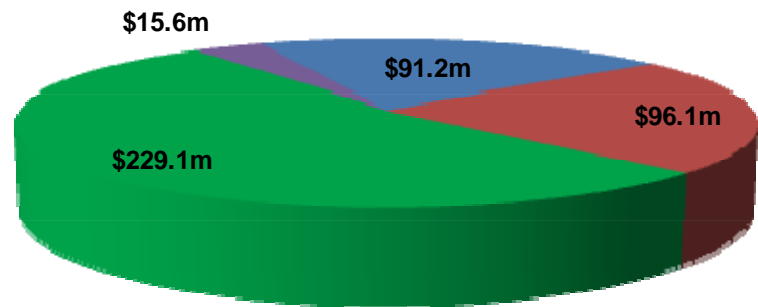


- nib Board revised capital adequacy target from 1.4x (or a Capital/Risk Multiple of 2.35x) at 30 June 2010 to 1.3x (or a Capital/Risk Multiple of 2.00x) at 31 December 2010
- Capital at 30 June 2011 of 1.35x (capital/risk multiple 2.22x) above target (1.3x) in light of seasonality in liabilities

Regulatory capital requirements

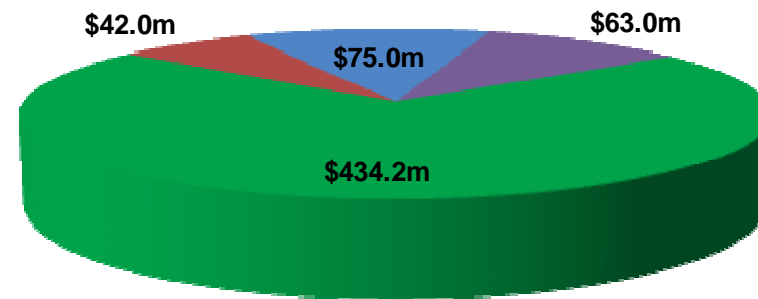
\$63m of surplus capital above internal target (1.3x) after allowing for final dividend and Capital Return (distributed 21 July 2011)

**Health Fund capital
(at 30 June 2011)**



- Cap ad reserve
- Health fund liabilities
- Capital to reach internal target
- Seasonal variance

**Group capital allocation
(at 30 June 2011)**



- Health fund capital required
- Capital return
- Final dividend
- Holdings surplus capital

Disclaimer

The material in this presentation is a summary of the results of nib holdings limited (nib) for the 12 months ended 30 June 2011 and an update on nib's activities and is current at the date of preparation, 22 August 2011. Further details are provided in the Company's half year accounts and results announcement released on 22 August 2011.

No representation, express or implied, is made as to the fairness, accuracy, completeness or correctness of information contained in this presentation, including the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in the presentation ("forward-looking statements"). Such forward-looking statements are by their nature subject to significant uncertainties and contingencies and are based on a number of estimates and assumptions that are subject to change (and in many cases are outside the control of nib and its Directors) which may cause the actual results or performance of nib to be materially different from any future results or performance expressed or implied by such forward-looking statements.

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The financial information disclosed has been prepared on a statutory and pro forma basis, which is consistent with the financial information provided in the Listing Prospectus. Due care and consideration should be undertaken when considering and analysing nib's financial performance. All references to dollars are to Australian Dollars unless otherwise stated.

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This presentation should be read in conjunction with other publicly available material. Further information including historical results and a description of the activities of nib is available on our website, www.nib.com.au/shareholders.

2011 FULL YEAR RESULTS INVESTOR PRESENTATION

MONDAY 22 AUGUST 2011

Mark Fitzgibbon
Chief Executive Officer & Managing Director

Michelle McPherson
Chief Financial Officer & Deputy CEO

nib holdings

