

AIRA ANNOUNCES 2017 BEST PRACTICE INVESTOR RELATIONS AWARDS WINNERS

24 November 2017 - The winners of the 2017 Australasian Investor Relations Awards were announced last night at the Annual AIRA Best Practice Investor Relations Awards & Gala Dinner. The Australasian Investor Relations Awards recognise listed entities that have excelled in Investor Relations over the year. Winners are determined based on voting from domestic and international equities analysts and portfolio managers.

AIRA CEO, Ian Matheson said, "These awards are part of AIRA's program to advance the awareness of best practice in investor relations in Australasia. Since the Australasian Investor Relations Association was formed we have seen improvements from year-to-year in the investor communication strategies of listed entities. These awards are an opportunity to recognise and acknowledge leaders in the investor relations field," said Matheson.

In addition to the listed entities awards AIRA's has four sell side awards, to recognise corporate access and sales teams that have enhanced the practice of investor relations across Australasian listed entities. These award winners were determined based on voting from investor relations professionals from listed-entities. The Award winners and the voting criteria are listed on the next pages.

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2017 BEST PRACTICE AWARDS CATEGORIES	2017 AWARD WINNERS
Chorus Call Award for Best Investor Relations by a Company in the S&P/ASX 50	ANZ Banking Group Limited (ANZ)
Designate Award for Best Investor Relations by a Company in the S&P/ASX Mid-Cap 50	Seek Limited (SEK)
First Advisers Award for Best Investor Relations by a Company in the ASX "Mid-Cap 100"	Nufarm Limited (NUF)
Market Eye Award for Best Investor Relations by a Company in the ASX "Mid-Cap 200"	Senex Energy Limited (SXY)
ASX Award for Best Investor Relations by a Company in the S&P/ASX Emerging Companies Index	3P Learning Limited (3PL)
Best Investor Relations by a New Zealand Company	Fisher & Paykel Healthcare Corporation (FPH)
iReport Award for Best Investor Day by an Australasian Company	Wesfarmers Limited (WES)
Nasdaq Award for Best Use of Technology for Communication by an Australasian Company	AGL Energy Limited (AGL)
KPMG Award for Best Corporate Reporting by an Australasian Company	Caltex Australia Limited (CTX)
BIG Review TV Award for Most Progress in Investor Relations by an Australasian Company	Z Energy Limited (ZEL)
Bank of New York Mellon Award for Best International Investor Relations by an Australasian Company	ANZ Banking Group Limited (ANZ)
Orient Capital Award for Best Overall Investor Relations by a Company in the S&P/ASX 200	ANZ Banking Group Limited (ANZ)
Best Domestic OR Offshore Equities Conference / Corporate Access Day	Macquarie Securities Australia Conference – Sydney (May)
Best Corporate Access by an Australasian Broker	Deutsche Bank AG
Best Overall Offshore Australasian Equities Sales Presence	Macquarie Securities Australia Limited
Listcorp Award for Best Australasian Retail Broker	Morgans

VOTING CRITERIA – AIRA BEST PRACTICE INVESTOR RELATIONS AWARDS

When voting on awards we have asked that the following criteria be taken into consideration:

Best IR by a Company Awards

- Accessibility of senior management
- Consistency of communication
- Transparency
- Diligence in communication.

such that the overall message of the company is communicated effectively and clearly and the market is kept fully informed of its progress and prospects.

Best Investor Day by an Australasian Company

- Access to senior management
- Disclosure and transparency
- Quality of information
- Accessibility and usability of information
- Event execution
- Honesty.

Best Use of Technology for Investor Communications

- Be the authoritative source of all information that investors seek
- Be up to date with information
- Make it easy for investors to find the information they want i.e. navigation, accessibility, usability
- Respect time poor investors
- Separate the information for investors from website information for other target audiences
- Provide information for all investors, not just current shareholders
- Offer electronic advices when key content changes
- Respond well to search engines
- Support all commonly used web browser technologies.

Best Corporate Reporting by an Australasian Company

- Does the company incorporate sustainability related information into mainstream investor communications
- Does the company align its ESG strategy to its business strategy
- Does the company provide appropriate information regarding data points, targets and indicators
- Does the company manage both risks and opportunities honestly
- Does the company ensure compliance with relevant standards or codes.

Most Progress in Investor Relations by an Australasian Company

Companies who, in the last twelve months, have significantly improved in areas such as:

- Accessibility of senior management
- Consistency of communication
- Transparency
- Diligence in communication.

such that the overall message of the company is communicated effectively and clearly and the market is kept fully informed of its progress and prospects.

Best Domestic OR Offshore Equities Conference / Corporate Access Day

When voting on this award we have asked that consideration be given to the following criteria:

- Organisation leading up to the conference
- Quality and breadth of meetings with institutions
- Quality of overall invitee list
- Logistics and organisation at the conference
- Venue rating
- Quality of activities at the conference.

Best Corporate Access by an Australasian Broker

When voting on this award we have asked that consideration be given to the following criteria:

- Breadth and quality of investor contacts and relationships
- Influence on key existing or targeted shareholder base
- Ability to manage / organise lunches, hosted functions, roadshows and conferences
- Quality of personnel, including knowledge of the company
- Corporate contact / feedback / responsiveness quality
- Investor visits to Australia – frequency/management of visits.

Best Overall Offshore Australasian Equities Sales Presence

When voting on this award we have asked that consideration be given to the following criteria:

- Breadth and quality of investor contacts and relationships
- Influence on key existing or targeted shareholder base
- Ability to manage / organise roadshows
- Quality of personnel on the desk, including knowledge of the company
- Corporate contact / feedback / responsiveness quality
- Consistency and support of analyst recommendation
- Investor visits to Australia – frequency/management of visits
- Importance of investor broking relationship in choice of broker.

Best Australasian Retail Broker

When voting on this award we have asked that consideration be given to the following criteria:

- Breadth and quality of retail contacts and relationships
- Influence on key existing or targeted shareholder base
- Quality of personnel on the desk, including knowledge of the company
- Corporate contact / feedback / responsiveness quality
- Consistency and support of analyst recommendation
- Importance of investor broking relationship in choice of broker.
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