



# ***Suncorp-Metway Limited***

## ***2008 Half Year Results***

28 February 2008

Good morning, I'm Steve Johnston, General Manager for Communications, Investor and Government Relations at Suncorp.

Its my pleasure to welcome all those joining us here in Sydney at the Intercontinental Hotel and those joining us via the video links in to Melbourne and Brisbane. We will also have people joining us today via the web and audio casts.

Just one minor housekeeping matter: I would ask everyone to either turn off or mute their mobile phones during the presentation.

So without further delay let me hand over to John Mulcahy.



# Agenda

1. Introduction & Overview – John Mulcahy
2. Divisional performance – Chris Skilton
  - a. Banking
  - b. General Insurance
  - c. Wealth Management
3. Capital update – Chris Skilton
4. Integration update – John Mulcahy and Group Executives
5. Group outlook – John Mulcahy
6. Questions

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Thank you Steve and good morning Ladies and Gentlemen.

Let me start by running through the agenda for today's presentation.

As you are aware in addition to presenting our interim result we will also provide you with an update on the excellent progress we have made in integrating the Suncorp and Promina businesses.

This will mean the format for the presentation will differ somewhat from our previous results announcements.

In a moment I will provide a brief overview of both our result and the headline points from the integration.

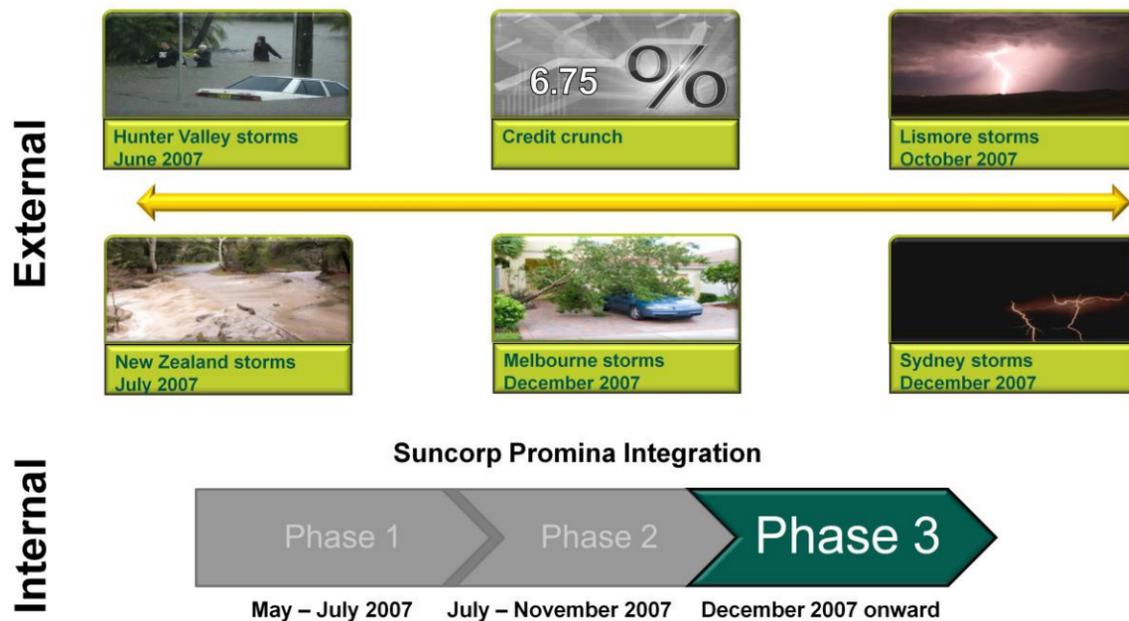
I will then hand over to Chris Skilton who will run through the divisional results in more detail and provide an update on our capital position. I will then come back and introduce a number of our Group Executives, who will provide additional colour around their integration accountabilities and the progress they have already made in achieving their targets.

I will then introduce Mark Blucher who as Head of Integration will update you around the governance measures that have been put in place to ensure our Integration targets are met.

I will then conclude the formal presentation by updating our full-year outlook.

Our full Group Executive team will then join me in taking questions on both the Interim result and integration.

But when we take these factors into account and lay on top of that the kick-off of integration I believe what is clearly a reduced headline result is offset to a considerable extent by the demonstrated strength of our underlying business performance and a realisation of the opportunity that lies ahead.



But before we begin a detailed discussion of the result I thought it important to briefly put the result in context.

The past six months have been extraordinarily challenging and demanding - perhaps the most challenging and demanding in Suncorp's history.

There have been a number of unique factors that have influenced our first half result.

As you are all aware serious economic and financial problems in the US have reduced the availability and increased the cost of funds accessed by Australian banks on global markets.

They have also been a factor in highly volatile equity markets.

Both these factors have had a direct effect on our latest result with the effects felt across all our businesses.

In addition, Australia and New Zealand have had one of the worst sequence of storms and other weather events in recent memory. No sooner had we begun mobilising our resources to respond to the Hunter Valley storms in June last year but we were hit with further storms in New Zealand, then in Lismore and south east Queensland, then in Melbourne culminating in western Sydney's major hail event in December.

Of course we have had further events in Mackay and Rockhampton during February.

I put these forward not as excuses but to assist you in understanding the broad financial and environmental context.

Clearly financial services companies need to be able to manage these factors.

The reason an insurance company exists is to take on risks that others cannot afford.

They should not complain about the problems associated with weather or other major events because it is the prospect of these events that provides the demand for their products. But when we take these factors into account and lay on top of that the kick-off of integration I believe what is clearly a reduced headline result is offset to a considerable extent by the demonstrated strength of our underlying business performance and a realisation of the opportunity that lies ahead.



## Performance overview

Half year, \$m

*Profit before tax and Promina acquisition items*

616

*Net profit after tax*

382

*Significant weather events*

*Volatility in global markets*

*Underlying business performed strongly*

*Integration has not distracted management*

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So first to the high level numbers.

And net profit after tax for the half year to December 2007 is \$382 million.

Profit before tax and with the Promina acquisition items removed is \$616 million, a reduction of 20% on the December 2006 half year.

Let me briefly run through the headline results in each of our businesses.



## Performance overview

Half year, \$m

*Banking*

307

*Strong result*

*Fundamentals sound*

*Balance sheet in good shape*

*Well secured loan book*

*General Insurance*

172

*Wealth management*

125

To the Bank first. and here the numbers are very satisfying with profit contribution before tax increasing by 6.2% to \$307 million for the half year.



# Performance overview

Half year, \$m

*Banking – profit before tax and bad debts* 323

*Strong result*

*Fundamentals sound*

*Balance sheet in good shape*

*Well secured loan book*

*General Insurance* 172

*Wealth management* 125

Profit before tax and bad debts increased by 9.9% to \$323 million which includes the impacts of increased funding costs flowing from the global credit crunch which we estimate has had a negative \$8 million impact on the half year.

The Bank has a very positive trajectory. It has built a strong lending platform with above system growth across the book.

It has a refreshed strategy – designed to further enhance its distribution capability – with an expanded branch network targeting growth corridors in the high growth states.

It has successfully rebuilt its pipeline for indirect sales with improved processing and broker relationship management.

It has new and effective sourcing arrangements with globally recognised partners assisting in driving down cost and improving capability.

But most importantly, in volatile times, the Bank's fundamentals remain very sound. Costs as a percentage of income are on par with the majors.

The balance sheet is in good shape, with a diversified funding base and liability duration again on par with the majors. Credit quality remains sound with a well secured loan book and low LVRs.



# Performance overview

Half year, \$m

*Banking*

307

*General Insurance*

172

*Weather events and investment market impacts*

*Home & motor growth*

*Growth in commercial*

*No customer attrition*

*Wealth management*

125

To general insurance now and here the effects of weather and investment markets are starkest with profit contribution of \$172 million down 75% on the prior corresponding period.

But driving below this to the underlying performance and it's clear that despite the multiple challenges there has been no loss of business momentum.

Premium growth particularly in the Home and Motor portfolios remains strong.

We have seen no customer attrition either as a result of premium increases to reflect experience or as a direct result of the integration.

Under Robert Belleville's stewardship the Brand portfolio has been re-aligned by both market segment and geography.

In Commercial the portfolio has not only returned to positive growth but with continued underwriting discipline continues to maintain its profitability.

And finally with a suite of integration initiatives underway the general insurer is not only poised to reap the synergy rewards but it will transform its capability setting a platform for sustainable future growth.



# Performance overview

Half year, \$m

*Banking*

307

*General Insurance*

172

*Wealth management*

125

*Strong operating performance*

*Healthy life and retail investment new business sales*

*Investment market impacts*

And finally to Wealth Management, where profit before tax is \$125 million.

On an underlying basis, total wealth management profit improved by 9% to \$85 million.

Again while overall results were negatively impacted by lower investment returns the underlying business performed strongly.

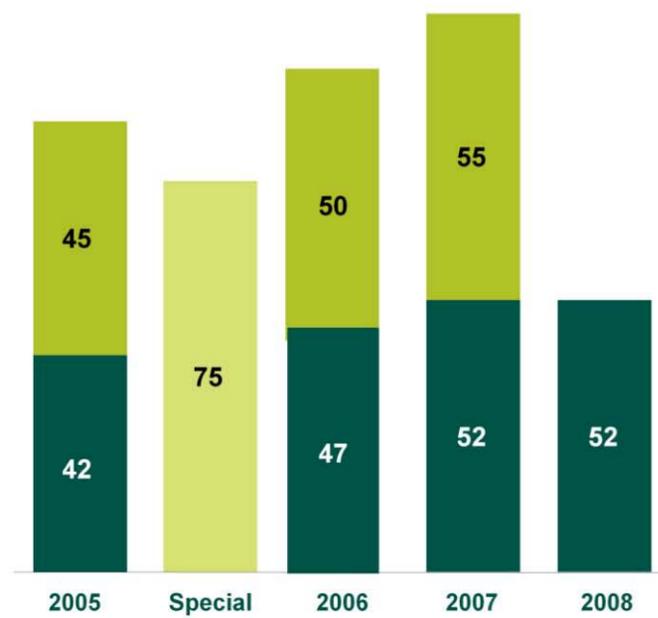
Funds management profit increased by 67.9% off the back of growth in funds under management and administration partially due to changes in superannuation laws.

New business flows were also impressive with Life Risk new business up over 22% and Retail investment new business up almost 41%.

Funds under management increased to \$27.1 billion and includes external mandate growth of 11%.

SLIDE

## Dividend – 52 cents / share

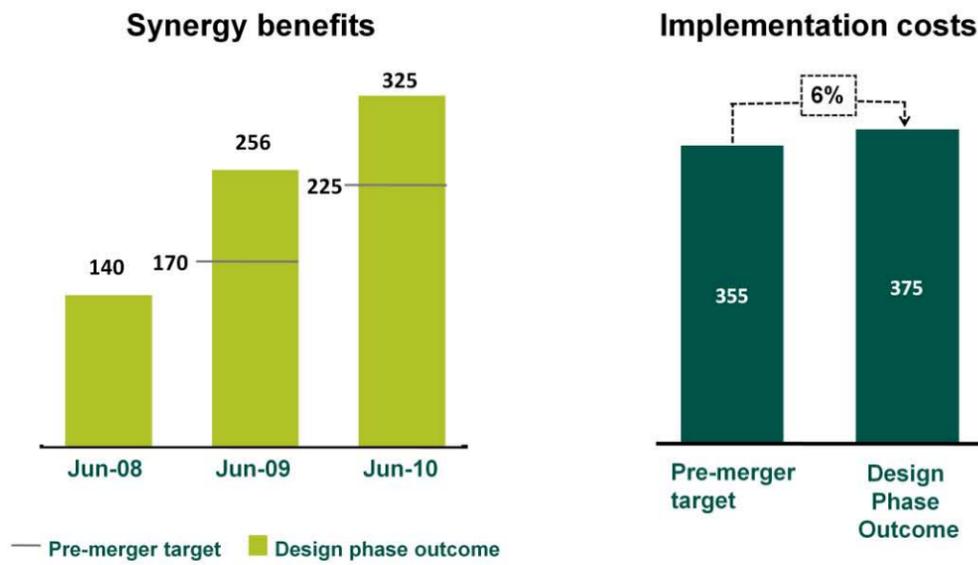


So, wrapping it all up...

the Board's continued confidence in the underlying strength of the business has allowed us to maintain a fully franked, interim ordinary dividend of 52 cents per share despite the impact of the events on first half earnings.

In order to provide us with additional capital flexibility and to ensure we can capitalise on the strong lending growth in the Bank we have taken the prudent measure of partially underwriting the interim dividend reinvestment plan.

\$m



Turning now to the high level integration numbers.

And as we announced on February 1 the economics that underpinned the merger have improved significantly with annualised synergies now \$325 million at a one-off implementation cost of \$375 million.

The original estimate of \$225 million of annualised synergies was founded on the analysis undertaken by Suncorp ahead of the transaction and subsequently confirmed through due diligence.

We embarked on this journey very confident that the level of synergies identified through this high level analysis were both realistic and achievable.

As a result of our revision not only are the benefits of the merger larger than previously anticipated but they are delivered sooner.

We now expect to deliver more by the end of June 2009 than we otherwise would have expected to deliver – in total at the end of June 2010.

I would also point out that the revised annual synergy target represents cost savings only.

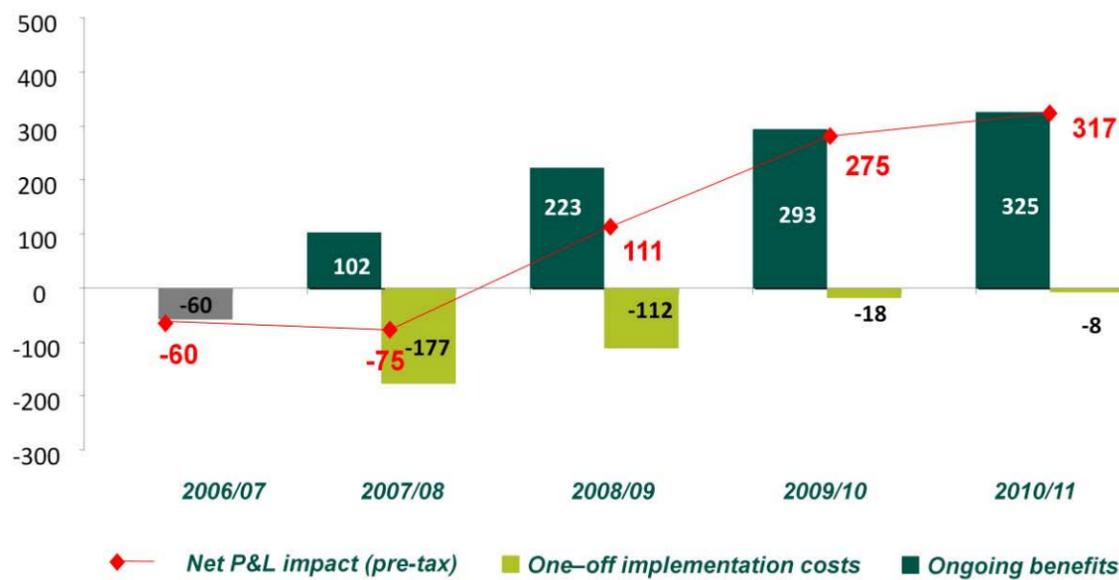
Later in the presentation I will detail some of the revenue synergy opportunities explored during the design Phase and other initiatives that will materially enhance the value to be realised from the merger.

**SLIDE**



## P&L benefits

### Integration costs and benefits – P&L view (\$m)



*Projected cash flow will be EPS accretive by Year 2. P&L view indicates ongoing benefits of \$325 million for \$375 million investment*

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This slide illustrates the timing profile of synergy benefits and one-off implementation costs and presents a P&L view of the portfolio.

In the analyst pack and as an attachment to this presentation we have also provided you with a detailed breakdown of how we anticipate the benefits will flow through to the P&L by line item.

We believe this level of disclosure is necessary in order for you to see clearly when and where the benefits of the merger will be realised over the course of the integration.

Now in respect of the detailed P&L – I would point out that these numbers are indicative only.

The actual benefits may vary from those outlined here. But importantly where these variations occur they will be identified and explained.

Similarly, some savings may be re-invested back into the business depending upon how the competitive landscape unfolds over the course of the integration.

Again, where this occurs it will be clearly identified and the nature of the reinvestment explained fully. To the major synergy themes now.

And we've taken a targeted approach to this Integration focusing on the areas of greatest opportunity.

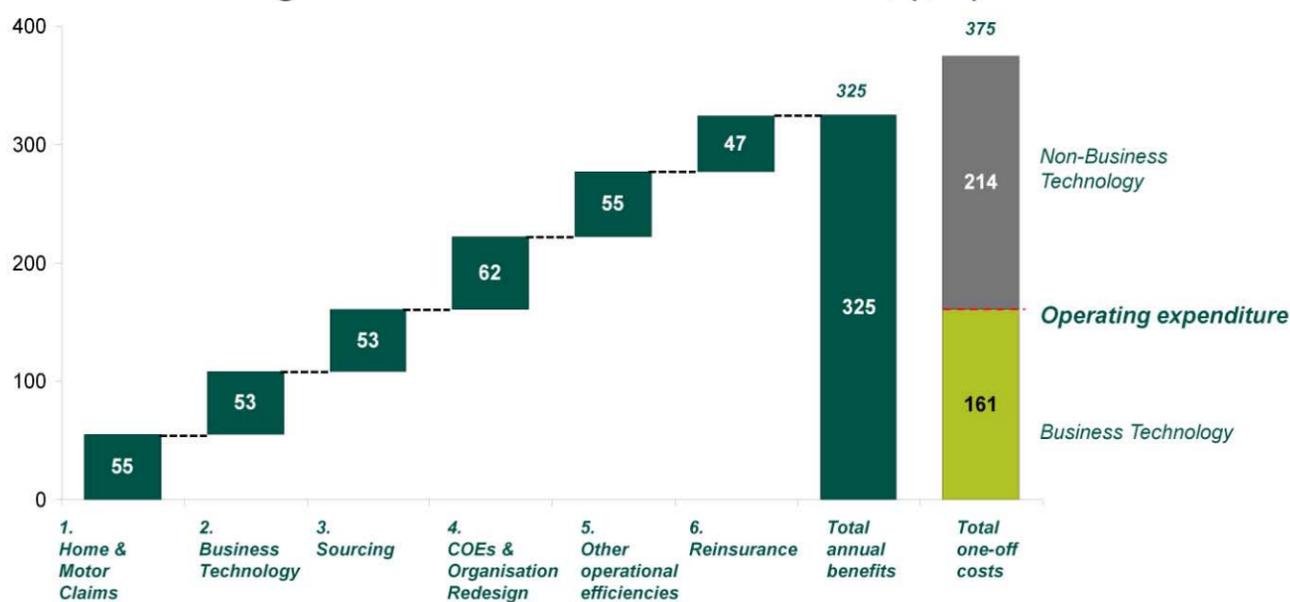
Broadly, there are three categories of benefit:

- Home and Motor claims (short tail)
- Opex reductions, and
- Reinsurance

Within each category each initiative has been prioritised based on Group strategic fit financial benefit and risk.

The Group Executive team has agreed the highest priority initiatives are those which are essential to the long-term business model and strategy and which have a lower risk profile.

Realised integration benefits and costs: FY09/10, (\$m)



To the major synergy themes now. And we've taken a targeted approach to this Integration focusing on the areas of greatest opportunity. Broadly, there are three categories of benefit: Home and Motor claims (short tail) Opex reductions, and Reinsurance

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### Starting with **Home and Motor claims**

the initiatives in this category are aimed at lowering costs providing improved customer services as well as leveraging the expertise of the combined group.

In an effort to provide you with the appropriate level of detail we have broken "Opex reductions" down further - into four categories.

These include:

- **Business Technology** – where we are using agile development teams to support the business and simplify the technology environment across the Group, through consolidation and reusable solutions which result in significant operational efficiencies.
- **Sourcing** – where we are aiming to consolidate Group spend to achieve unit cost improvements while leveraging central expertise around spend analysis and negotiation.
- **Centres of Excellence and Organisation Redesign** – where we aggregate specialist services and advice to the highest practicable level in the organisation which in turn will inform organisation redesign.
- Then we have **General Operational efficiencies** – which are about sharing best practice processes and removing duplication of expenditure.

Finally to **Reinsurance** and in September we advised that we had already realised \$41 million in annualised savings as a result of combining the Suncorp and Promina GI reinsurance programs.

We have further added to this benefit as we have now completed renegotiation of the reinsurance programs for both Wealth Management and Commercial Insurance.



## Integration summary

*Built from bottom up, top down review*

*Rigorous analysis and assessment*

*Processes and controls for quantifying synergy targets*

*Suncorp and Promina people working together*

*Supported by governance process*

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So before I hand over to Chris let me re-iterate with regards to Integration:

These numbers have been built from the bottom up and reviewed from the top down; They have been subject to rigorous analysis and assessment;

KPMG has confirmed that appropriate processes and controls have been applied for quantifying synergy targets

The numbers represent the efforts of Suncorp and Promina people working together in joint teams and;

They will be supported by a governance process that will ensure their complete and on time delivery.

So let me now hand over to Chris to run through the divisional results.

**SLIDE**

Thanks John and good morning.

As we have a lot of ground to cover today I am going to keep my comments at a relatively high level, focussing on the key drivers of the result, rather than each line item. Of course, all the detailed information and supporting commentary you need is in the analyst pack.



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## Profit overview

	Half year, \$m		
	Dec-06	Jun-07	Dec-07
Banking	289	280	307
General Insurance	383	452	172
Wealth Management	98	131	125
LJ Hooker	7	7	8
Other	-	19	(3)
Consolidation	(8)	(6)	7
<b>Profit before tax and Promina acquisition items</b>	<b>769</b>	<b>883</b>	<b>616</b>
<b>Amortisation of Promina acquisition items</b>	<b>-</b>	<b>(141)</b>	<b>(180)</b>
<b>Integration costs</b>	<b>-</b>	<b>(60)</b>	<b>(54)</b>
<b>Deferred acquisition cost adjustment on consolidation</b>	<b>-</b>	<b>119</b>	<b>108</b>
<b>Transaction costs</b>	<b>-</b>	<b>(17)</b>	<b>-</b>
<b>Alignment of outstanding claims valuations</b>	<b>-</b>	<b>(10)</b>	<b>-</b>
	<b>769</b>	<b>774</b>	<b>490</b>
Tax	(242)	(237)	(106)
Minority interests			(2)
<b>Net profit</b>	<b>527</b>	<b>537</b>	<b>382</b>

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As John has already mentioned Profit before tax and acquisition items was \$616 million.

As I did at the full year results in August I would like to draw your attention to the items that sit below the line that relate to the merger with Promina as they are material and obviously affect distributable profits.

Firstly there is the amortisation of intangible assets and you will recall at the full year we detailed the amortisation charges that would apply over the next 4 years, to enable you to build your models.

In 2008, the full year amortisation charge is expected to be \$360 million of which \$180 million is included in this half.

The next item is integration costs, and as John has already pointed out, the estimated full year cost in 07/08 is \$177 million of which \$54 million was incurred in this half.

And finally, to the deferred acquisition cost adjustment on consolidation which I went through in detail in August, and is explained again in the analyst pack. The DAC reversal in this result is \$108 million, with a further \$54 million to be booked in the second half making \$162 million for the year as a whole.

The remaining items, transaction costs and alignment of outstanding claims valuations are obviously no longer relevant to the current and future periods.



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So, moving to the divisional results and first to the Bank.



## Banking profit

### Half year, \$m

	Dec-07	Δ% Dec-06
Net Interest Income	484	6.6
Non Interest Income	84	12.0
<b>Total Income</b>	<b>568</b>	<b>7.4</b>
Operating Expenses	(245)	4.3
<b>Profit before Tax and Bad Debts</b>	<b>323</b>	<b>9.9</b>
Bad Debts	(16)	220%
<b>Contribution before Tax</b>	<b>307</b>	<b>6.2%</b>

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..which has delivered a very strong result, lifting profit before tax by 6.2% to \$307 million for the half.

Profit before tax and bad debts grew by 9.9%, in line with our full year guidance, and this is very pleasing given this included the additional funding costs, which we have estimated to be approximately \$8 million, flowing from the volatility on global credit markets.

Total revenue has benefited from continued strong lending growth across all portfolios, up by 7.4%.

Of this, net Interest income rose by 6.6% to \$484 million, and net fee income rose by an impressive 14.9% to \$77 million.

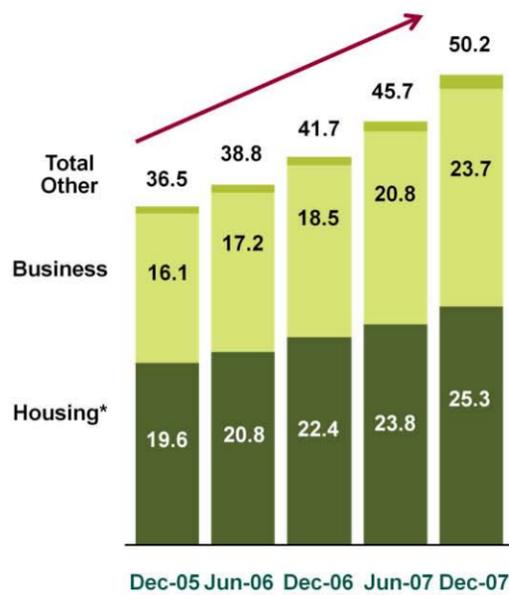
With revenue growth exceeding cost growth, which was 4.3%, we have seen a further improvement in the cost to income ratio to 43.1%, a ratio broadly in line with those of our major bank competitors and well ahead of most regional bank competitors.

Credit quality remains strong and the book well secured, despite an anticipated increase in non-performing loans.



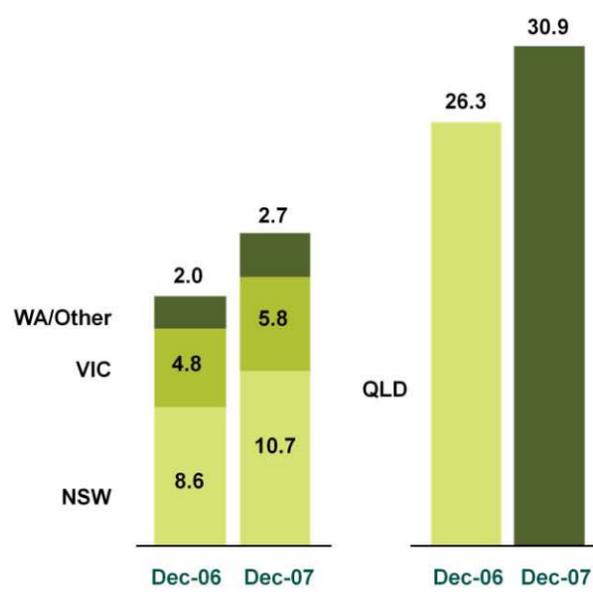
# Lending performance

Bank lending assets (half year, \$bn)



\* Home lending, including securitised assets

Receivables by state (half year, \$bn)\*\*



\*\* Including securitisation

If we look at lending, growth has generally been impressive, with housing, consumer and business loans all achieving improved growth rates over the corresponding half.

In the **Home** portfolio, growth in home lending receivables, including securitised assets, was 12.9%, comfortably ahead of market growth of 11.6% and consistent with our target of growing the home portfolio at, or slightly above, system rates.

In particular, home lending growth in Queensland remains strong with the Suncorp brand and direct distribution network contributing to an increase of 13.4% in our home state. Outside of Queensland, the portfolio has grown by 12.1%, in a large part due to the continued investment in improving the overall service proposition for the broker introduced channel.

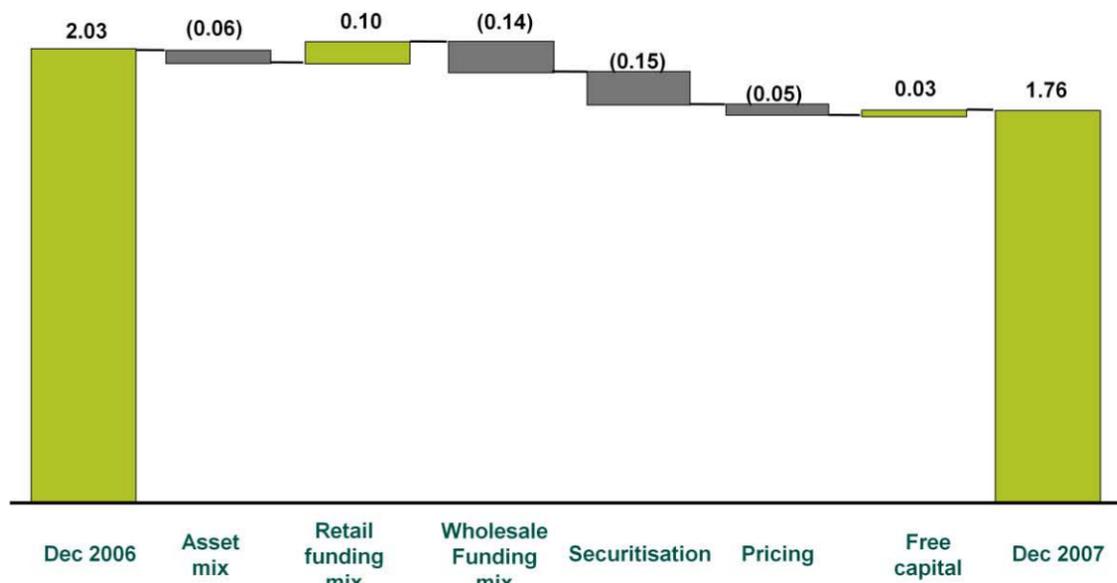
In **Business lending** the portfolio grew by 28.1% to almost \$24 billion on the back of a fairly buoyant corporate sector. The key dynamics here have been the continuing growth in the development finance portfolio where a particular focus on what we call the Corporate Development segment and the retirement and aged care facility sector has supported growth of 69.5%. The Corporate book has contributed growth of 61.6%.

In Agribusiness, growth of 10.8%, is a good result considering the drought and reflects an expansion of the portfolio outside of Queensland. With recent rainfall across much of eastern Australia there is renewed optimism for a late summer crop and a more buoyant agricultural sector in 2008.

**Consumer loans**, which includes personal loans, margin lending and credit card receivables grew by 32.6% to \$1.19 billion and is largely due to improved cross selling to existing retail bank customers.

Overall the bank's geographic footprint continues to expand beyond its home state, with 38% of the portfolio now located outside of Queensland.

## Net interest margin, %



To net interest margin and you can see that it has reduced by 27 basis points over the year to 1.76%.

The waterfall chart provides a summary of margin movements net of yield changes and assists in understanding the key factors contributing to the outcome.

The changing asset mix of the lending book contributed to a 6 basis point reduction in margin for the year. Of course, there are many dynamics at work here but the one I would pull out is the greater propensity for retail customers to take out lower margin fixed rate mortgages, rather than variable rate loans, in the current economic environment.

On the liability side there are broadly three volume factors at play. Firstly, above system growth in household deposits, has benefited margin by 10 basis points, despite the fact that much of it is in higher yielding products.

This has been offset by increased volumes of funding sourced from the wholesale market, particularly from short term sources where the cost differential relative to retail funds has increased over the year - and the full period impact of increasing volumes of securitisation from prior issuances. Together, these have driven a 29 basis point reduction in margin.

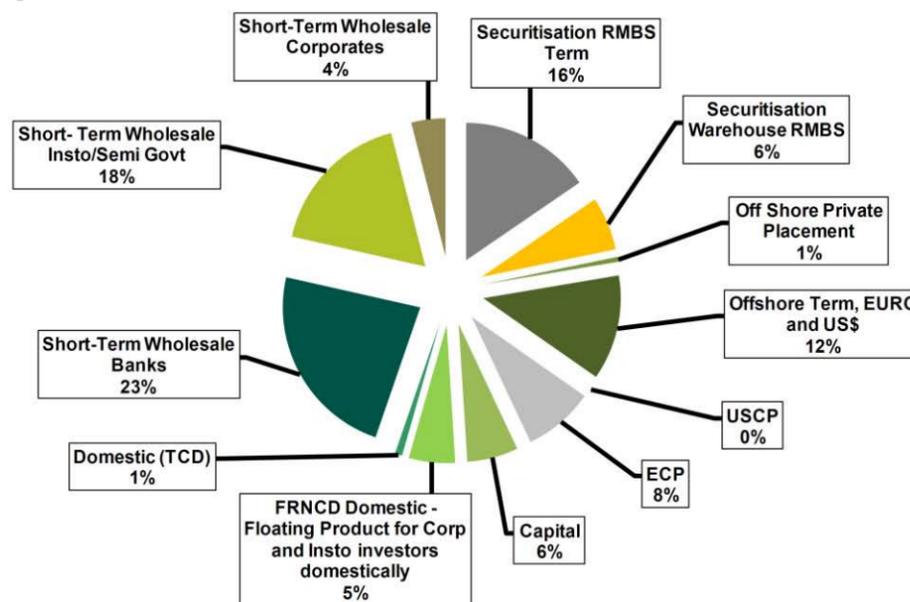
The pricing mix includes a wide range of impacts including the effects of the global credit crunch. While we were able to flow-through increased funding costs to business customers fairly quickly, as you are aware, we were unable to do this on the mortgage book until January, meaning we have absorbed these costs in margin. As mentioned earlier, on a dollar basis we estimate the first half impacts of the credit crunch, net of recovery through pricing, to be approximately \$8 million or 3 basis points.

And, finally, the impact of excess capital, following the subordinated debt issue in October 2007, generated an improvement in spreads of 3 basis points.

In terms of the next 6 months, I would see margin compression abating as the full impact of repricing of the asset base comes into effect. And indeed, this was evident in our January result with a margin of 1.75%. The next stress point for the industry will be whether or not it will pass on the increased cost of funds that will be associated with the inevitable need to enter the more expensive term debt markets in order to re-lengthen liability maturity profiles.

It would be our intent to do so and our focus in this environment is firmly on quality credits at appropriate pricing even if it results in lower volume growth rates.

## \$35bn portfolio December 2007



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With continued dislocation in credit markets likely throughout 2008, we will be focussed on maintaining funding diversity and liquidity

Total funding (excluding securitisation) grew by 27% to \$48bn at Dec 07 up from \$37.85bn in Dec 06. As a proportion, retail funding has fallen from 49.3% to 43.6% which highlights the importance of our diversified mix of wholesale funding sources and maturities – as shown in the pie chart on this slide.

In addition to a wide variety of domestic funding options available to Suncorp, we have also developed strong alliances with a diverse group of investors located in the major financial centres of Europe, Asia and the United States. This provides the capacity to issue a wide range of short-term and long-term investments to a global investor base.

I think this is best demonstrated by the subordinated debt issue of 325 million Pounds Stirling that we undertook in October 07. It was four times oversubscribed and further deepened the Stirling investor base developed by the insurance subordinated debt issue earlier in that year and was priced at a very competitive LIBOR + 90bp. Additionally we have established a US Commercial Paper facility which we are yet to tap.

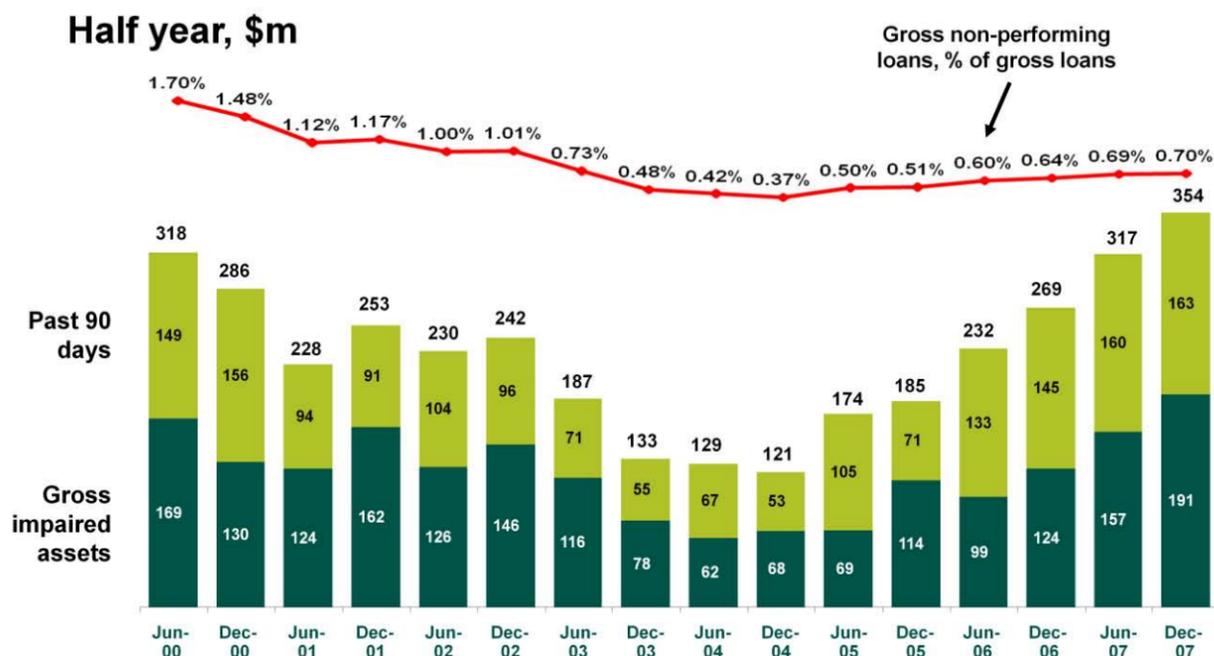
It's also worth remembering that in the previous 4 years, prior to the emergence of the credit crunch we had taken a strategic decision to gradually lengthen the maturity of our liability book to 0.5 years. Therefore going into this crisis we were conservatively positioned.

We are also in the fortunate position of not having any significant maturities in our wholesale funding during the first half of 2008, our first major term maturity of 500 million Euros being in October. This will allow us the opportunity of watching as term debt markets gradually open without being forced price-takers. That is not to say that we haven't been an issuer in the last three months. In fact we have made around \$600 million of private placements both domestically and in Asia since December, in the 12 month to 18 month maturity buckets, in order to take advantage of a temporary kink in the yield curve.

We will also be roadshowing these results in Europe in March and if there is an opportunity to issue at what we believe is an acceptable price we will do so.



# Credit quality



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Moving now to credit quality.

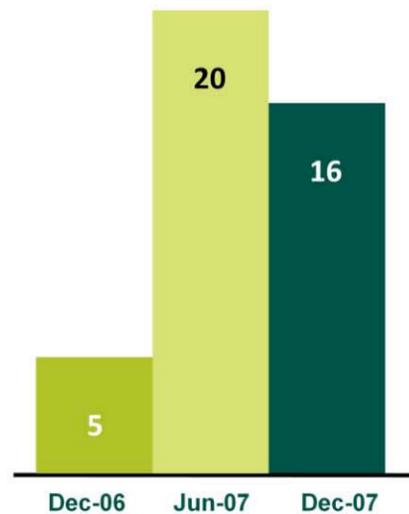
You can see that at 31 December, although there is a very slight upwards trend in non performing loans they remain at only 70 basis points of gross loans and advances. If you look at the slide you will note that while in absolute terms there has been growth in impaired assets from the extreme lows of December **04**, that growth has been more moderate when considered as a percentage of gross loans and advances.

Overall gross impaired assets represent just 0.38% of gross loans, advances and other receivables. Construction and development remains the largest contributor to the increase. During the half we undertook a comprehensive credit review of this portfolio and this confirmed that the major issues here were confined to the continuing tough residential markets in New South Wales. However, let me stress that we are comfortable that where necessary we are appropriately provisioned and I would personally consider that impaired assets of \$142 million against a portfolio of \$5.5 billion or 2.6% in this segment, at this stage of the credit cycle to be relatively benign.

Past 90 day due assets have increased slightly and represent 0.32% of gross loans, advances and receivables. Recent rate rise pressure on home mortgages has been the primary reason for this increase, although I should stress that they are still at relatively low levels compared with historic averages and remain well secured.

The loan book continues to have a significant proportion of its outstanding secured by hard assets such as property with low LVR's and we have every confidence in the quality of the book as a whole.

## Half year, \$m



- Revision to the collective provision for impairment
- Refinement of valuation methodology

Impairment losses were \$16 million for the six months to December 2007, an increase of \$11 million on the prior year.

I should mention however that losses have been positively impacted during the half by a \$16 million revision to the collective provision as the Bank continues to refine its valuation methodology. You will recall that we also booked a credit of \$11 million in the December 06 half. So the better comparison is probably \$32 million against \$16 million for the prior corresponding period

I'd like to specifically address our exposures to the entities that have recently been attracting a significant amount of market and media attention namely, Allco, MFS and Centro.

Firstly, we have no unsecured exposures to these entities and our security position in all cases is very robust and no provision is required.

In respect of Allco, we have approximately \$310 million in aircraft leaseings outstanding for planes operated by Qantas and Virgin Blue. We are secured both by a charge over the leasing income and the aircraft themselves. Therefore our actual exposure is to Qantas and Virgin Blue, rather than Allco, the arranger.

In addition we have lent approximately \$60 million to a joint venture 50% owned by Allco with a first charge over the special purpose vehicle that owns rail assets (engines and rolling stock) that are fully leased to third parties.

In relation to MFS we have an exposure of around \$140 million but this is secured against specific quality properties with robust valuations.

We have no lending exposure, whatsoever, to Centro.

In conclusion, while we do have a number of varied relationships, due to the quality of our security, we see no likelihood of any impairment risk.



## Suncorp banking extends gains

*Strong result*

*Increased funding costs absorbed*

*Excellent on-going control of expenses*

*Capitalised on significant growth opportunities*

*Disciplined credit practices*

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So to quickly sum up the bank result

We've seen strong lending growth across the portfolio,  
Excellent growth in total revenue,  
Despite margin contraction and a challenging external environment  
Continued tight control of expenses  
And  
Disciplined approach to credit



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Moving onto the general insurance result



## General Insurance consolidated profit

### Half year, \$m

Including discount rate adjustment and fire services levy

	Dec-07	Δ% Dec-06
<b>Gross Written Premium</b>	3,156	2.4
Net Earned Premium	2,945	3.0
Net Incurred Claims	(2,177)	21.7
Operating Expenses	(805)	2.9
Investment Income – Insurance Funds	188	(4.6)
<b>Insurance Trading Result</b>	<b>151</b>	<b>(68.9)</b>
Other income*	53	N/A
Investment Income – Shareholder Funds	28	(86.4)
<b>Contribution before tax &amp; capital funding</b>	<b>232</b>	<b>(68.9)</b>
Capital funding	(60)	30.4
<b>Contribution before tax</b>	<b>172</b>	<b>(75.4)</b>

\* Other income includes \$34m for managed schemes; \$12m joint venture income; \$7m profit sale of RACTI

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As flagged in our announcement of 1 February 2008, the general insurance trading ratio is 5.1% for the half. This equates to an insurance trading result of \$151 million.

The ITR is made up of a number of elements, these are:

Net earned premium – up 3.0%

Net incurred claims – up 21.7% and this includes the \$280 million in adverse weather events, which we had already flagged and a lower level of long tail releases - \$171 million in this half versus \$220 in the prior comparative period

Operating expenses – up by 2.9%

Due to increased commission costs offset by improved underwriting expense and includes \$8.7 million benefit from integration

Investment income on insurance funds – down 4.6%

Includes the mark to market negative impact of \$85 million, announced February offset by higher underlying yields in a rising interest rate environment.

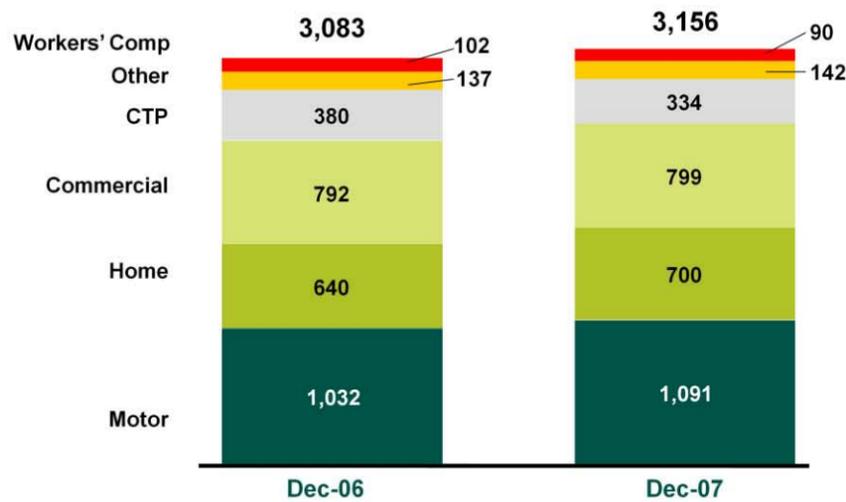
Taking into account other income totalling \$53 million, investment income on shareholder funds and capital funding charges, the general insurance contribution to profit before tax totals \$172 million for the half.



## Premium revenue by product

### Gross written premium (half year, \$m)

Including fire services levy



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Moving to a breakdown of Suncorp's GWP by major product lines

**Motor** insurance represents around 35% of Suncorp's GWP. The portfolio delivered above system premium growth of 5.7% for the half, with customer growth and pricing discipline being the key drivers. Importantly, customer retention has remained steady, indicating that customers have not been negatively affected by integration.

**Home**, which accounts for 21% of total GWP, was again the standout portfolio with above system growth of 9.4% over the corresponding period. In particular, all the mass market brands: AAMI, Suncorp and GIO performed well, reflecting premium increases and high customer retention. The Suncorp and GIO brands particularly are beginning to capitalise on our sophisticated pricing capability, allowing portfolio price optimisation and targeted risk selection. The integration plan will eventually see this methodology rolled out across the entire portfolio

In **Commercial** lines, which represents approximately 26% of the portfolio, total GWP increased marginally for the half. This was an excellent result in a soft market in which we maintained our adherence to technical pricing principles and continued to focus on customer service and retention.

**CTP**, premium decreased by 12.1% reflecting the impact of rate reductions. In Queensland especially, average premium rates reduced by around 7%, following the favourable claims experience emerging across the industry post tort law reforms, lowering income by approx. \$16 million. In New South Wales, GWP has been impacted by the full introduction of the Lifetime Care and Support scheme which has again lowered premiums by approximately 25%.

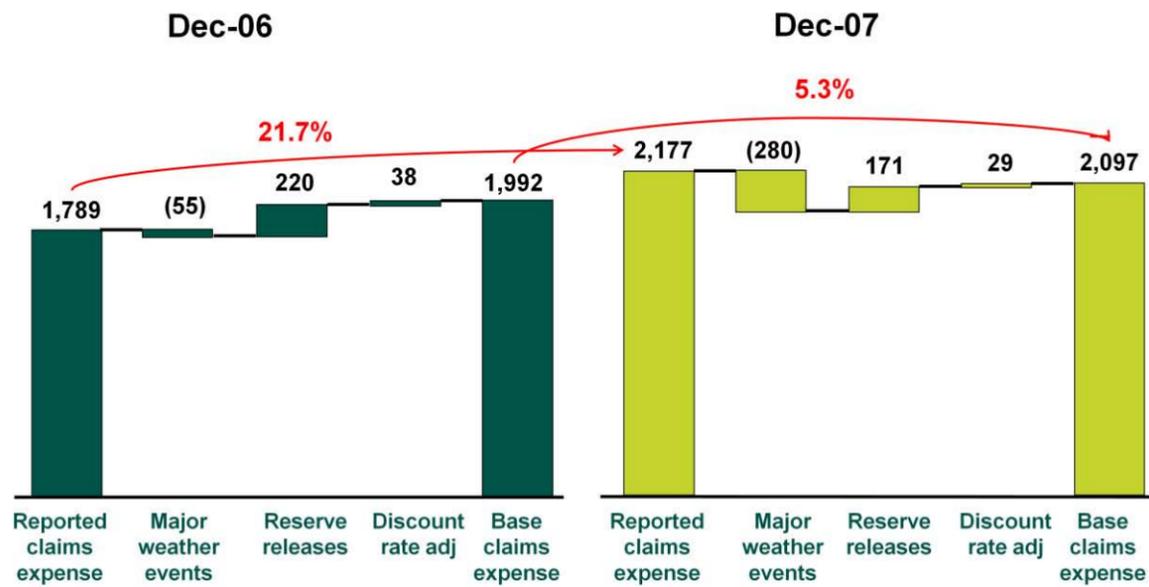
And, finally

**Workers Compensation**, representing just 2% of total GWP, decreased to \$90 million in the first half. However, included in GWP is the impact of prior year adjustments relating to 'cost adjusting' policies written over a number of years. Excluding this impact, premiums are only slightly below the corresponding period.



# Claims expense

Half year, \$m



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Net incurred claims for the year increased by 21.7% on the corresponding period. However, you need to delve deeper in order to get a true understanding of the underlying dynamic

Short tail claims expense increased by 25% predominantly due to the \$280 million of significant weather events in the half, exceeding our normal provision for weather of \$100 million per half.

In addition, outside of these events, the half has featured prolonged wet weather which has had the effect of increasing claims frequency, particularly in New South Wales where the majority of events have been located.

Commercial insurance has also experienced an increase in size and frequency of large losses, both weather and non-weather related.

Also included in this number is an increase in long tail claims by 10%. The increase is primarily attributable to a 22% decrease in the central estimate release from a December 2006 pro-forma number of \$220 million, to \$171 million.

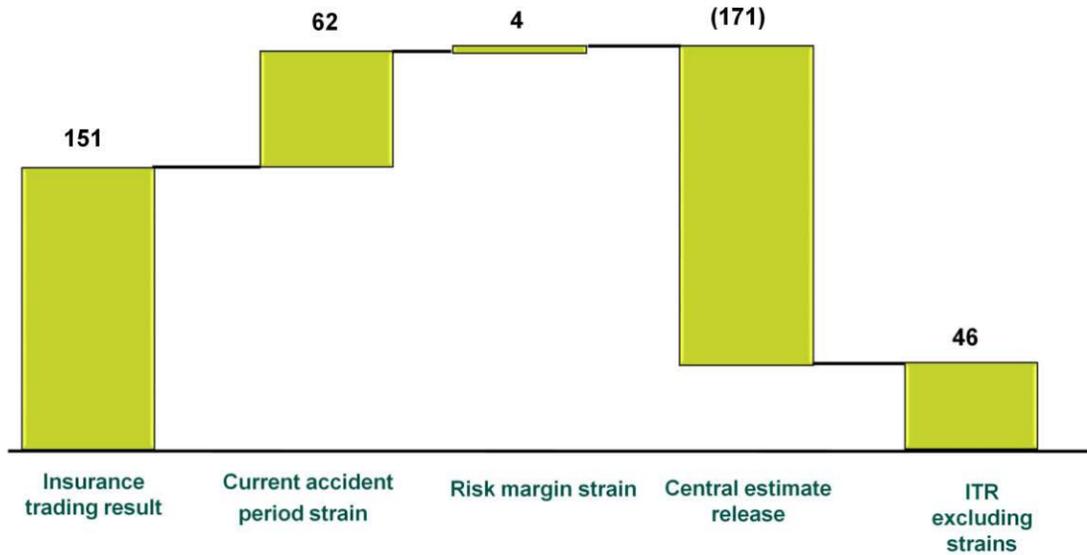
Then we have the impact of discount rate movements on claims for December 2007. Where there was a benefit of \$29m compared to benefit of \$38m in the prior comparative period.

So if you take just the major factors into account as we have on this slide and present a like for like comparison of December 07 with December 06 then you see that base claims expense has risen by only 5.3% over the year.



## Long tail claims expense

Half year, \$m



\* This graph is not drawn to scale and is indicative only

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Looking at the long tail claims expense in more detail and as you know there are a number of factors at play:

The first is Current accident period strain which occurs when you adopt a more conservative claims reserving basis than the premium pricing basis. That difference has resulted in a current accident period strain in the half of \$62m on a net central estimate basis

Net risk margin strain is the additional risk margin on the current accident period less the risk margin from claims settled during the year and prior period releases. This amounted to \$4 million in this half.

and finally, the quantum of the net central estimate release relies upon the increasing weight that actuaries have given to the observed claims experience post tort-law reform and as I said for this half that amounted to \$171 million.

Now...

It has been some time since we have had to discuss superimposed inflation.

Superimposed inflation is the allowance for claims costs inflating at a rate greater than the average weekly earnings index. We believe we are now beginning to see some evidence of superimposed inflation emerge in some classes of business, following several years of highly favourable claims experience post tort-law reform. As mentioned at previous presentations, should superimposed inflation not occur in any half year period it would result in releases of approximately \$70 million per half year – however this cannot necessarily be relied upon in the short to medium term.

In addition, central estimates are now getting much closer to current experience therefore the likelihood and quantum of future structural reserve releases is limited in the absence of any further sustained improvement in either frequency or claims cost, which we believe is unlikely.

However, before moving on, I wish to reiterate that Suncorp holds a level of sufficiency of approximately 94% on total claims reserves. Given the more recent observed claims experience, we are approaching a level of confidence in our ability to predict post-tort law claims costs. Therefore we anticipate moving our level of sufficiency to 90% over the coming periods. The exact pace and timing of this move however will depend upon the consistency of claims experiences, particularly in relation to larger, litigated claims.

This movement would release approximately \$220 million from the Group's total outstanding claims provisions.



## New Zealand profit contribution

### Half year, \$m

	Dec-07	Δ% Dec-06
<b>Gross Written Premium</b>	329	(4.1)
Net Earned Premium	302	4.1
Net Incurred Claims	(196)	11.4
Operating Expenses	(88)	0.0
Investment Income – Insurance Funds	10	(9.1)
<b>Insurance Trading Result</b>	<b>28</b>	<b>(24.3)</b>

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Within this result we have called out our New Zealand business for the first time. The business has reported an ITR of \$28 million for the half year to December 2007, equal to an ITR ratio of 9.3%

Here we see personal lines premiums increasing by nearly 10%, driven largely by rate increases. but the commercial lines premiums reducing by around 13%. The intermediated market in New Zealand continues to be challenging. Increases are being achieved in many segments notably – personal lines, rural, commercial, motor and small to medium commercial businesses. The corporate property and liability segments however, remain highly competitive, with on-going pressure on pricing. Competition is still very volatile with pockets of intense pricing activity impacting the market.

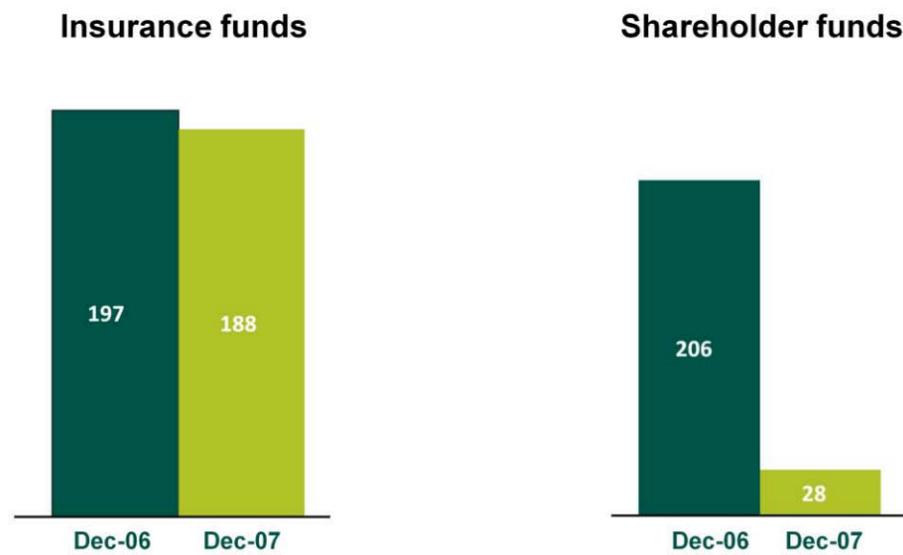
During the period pricing discipline has been maintained and retention rates have remained relatively high, which demonstrates the high regard that both the Vero and AA Insurance brands are held within that market.

The results are even more impressive when you consider that New Zealand suffered two significant events, namely the floods in July and the Gisborne earthquake which cost a combined A\$25 million.



# Investment income

Half year, \$m



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To investment income and on February 1 we identified the \$85m unrealised loss that resulted from the 'mark to market' impact of increased credit spreads on our fixed interest portfolio. I'll reiterate that we have no direct exposure to sub-prime markets in this portfolio and that there is no risk of default. These are semi-government bonds and high quality corporate paper that have had to be revalued as credit spreads have increased. As credit markets contract, or as the securities mature, that unrealised loss will reverse in P&L.

On the other hand the portfolio benefited from higher underlying yields in a rising interest rate environment and a revaluation of its direct property portfolio.

Additionally, the downturn in local and international equity markets obviously had a significant negative impact on shareholder's fund income.



## General Insurance positioned for growth

*Strong underlying business*

*Brands all performing well*

*No customer attrition as a result of integration*

*Extreme weather events reinforcing need to be properly insured*

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So, in summary for GI,

Despite this being one of the worst six month periods for the general insurance sector in recent times, due to event frequency and volatile investment markets

We have a strong underlying business which, when combined with the benefits of integration and a hardening premium market, has a very solid platform for future growth.



## Agenda

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5. Group outlook – John Mulcahy
6. Questions

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Now to wealth...



## Wealth Management consolidated profit

### Half year, \$m

	Dec-07	Δ% Dec-06
Life Risk	38	(24.0)
Funds Management	47	67.9
<b>Total Wealth Mgmt underlying profit</b>	<b>85</b>	<b>9.0</b>
Net investment income on s/holder assets	18	(70.0)
<b>Net profit after tax and minority interests</b>	<b>103</b>	<b>(25.4)</b>

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Net profit after tax and minorities for Suncorp's wealth management business was \$103 million. This was down 25.4% on the corresponding half but equalling the result of the June 07 half.

Total underlying profit which excludes the impact of investment income on shareholder assets improved by 9% to \$85 million.

This result is made up of excellent growth in profit of 67.9% in the funds management business, off-set by a decrease of 24% in the Life Risk profit and lower net investment income on shareholder funds, due to weaker investment market s.



## Wealth Management NPAT

Half year, \$m



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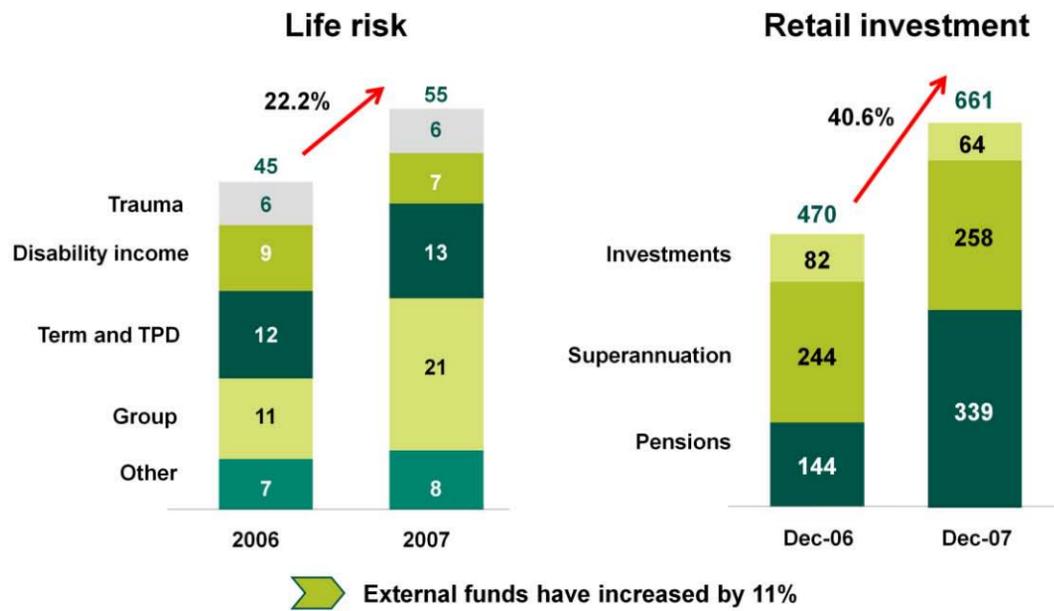
To quickly run through the key elements of the result.

Life Risk – down 24% to \$38 million due to growth in planned profit margins off-set by a decrease in experience profits from \$20 million to \$2 million. This shows that our experience is now closely matching our assumptions.

Fund Management has impressed with profit growth of 67.9%. This is attributable to increased fees due to growth in funds under administration, primarily due to changes in Australian superannuation legislation.

Weaker investment market performance impacted Net investment income on shareholder assets, with profits down 70% to \$18 million.

## Half year, \$m



Life Risk new business has increased by 22.2%, the third straight half of growth in new business, with growth in premiums for Group Life being the key driver.

Retail investment new business sales increased by an impressive 40.6% over the half. Changes in legislation drove extraordinary growth in pension sales (up 135.4%) as well as increasing superannuation rollovers for contributions up to \$1 million.

Unsurprisingly, given the focus on pension and superannuation other investment sales were down on the corresponding half.

Finally, funds under management grew by 3.5% to \$27.1 billion. This included an 11% increase in external funds, despite the departure of the Suncorp Investment Management Australian Equities team.



## Wealth Management gains

*Strong increase in underlying profit*

*Funds under management increase*

*Growth in funds under administration*

*Healthy new business in both life risk and investment sales*

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So, in summary for Wealth Management we have:

An increase in underlying profit for the half

Growth in funds under management

Healthy growth in new business sales across both the Life Risk and Funds Management portfolios



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Finally, to Capital



## Capital position

	30 Jun 2007	30 Jun Adjusted	31 Dec 2007	31 Dec Adjusted	Target
Bank Capital Adequacy ratio	9.86%	9.86%	10.84%	10.84%	10.0%-10.5%
Bank ACE	5.05%	5.05%	4.54%	4.54%	4.5%-5.0%
GI MCR Coverage	2.02x	1.66x	1.99x	1.63x	1.53x

**Dividend 52 cents per share fully franked**

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The table above sets out Suncorp's Capital ratios compared to their targets. As you can see we are comfortably ahead of our target bank capital adequacy and Group MCR coverage is slightly ahead of target, which should come as no surprise given we upstream surplus GI capital to the Bank. The pressure point is ACE which is only just above the low point of our target range.

At our 2007 full year results presentation in August I indicated that we would likely be in a position to consider our capital management options towards the end of this financial year. This was subject to a number of caveats:

Firstly, it relied on successful completion of the proposed restructuring of the general insurance group.

Secondly, we needed to complete our on-going discussions with the ratings agencies about the possibility of some relaxation of the Group's capital ratios taking into account the improved diversification post the merger.

and finally, any consideration of capital management needed to take account of the on-going needs of the business and the overall operating conditions, including any major weather events.

The half to December has seen our forecast capital position impacted by a number of factors.

Obviously there is the weather effect where \$180 million of claims events over and above Suncorp's budgeted \$100 million provision have materially decreased our expectation of internally generated capital.

Investment market turmoil has also negatively impacted internally generated capital in the general insurers through the negative mark-to-market impact on the technical reserve and shareholder fund portfolios.

The closure of access to the securitisation market, has been another factor, as this has been consistently used by the organisation since 1999 to recycle capital; and finally;

Higher than expected growth in the business banking loan book has increased the bank's organic capital requirements.

We are also conscious of the proposed regulatory changes announced by APRA in December, which if implemented would have a further impact on the general insurance industry's capital requirements. In particular they could negate any potential benefit from the proposed GI restructure. We are presently working through the proposed changes co-operatively with the industry and APRA and developing our response to minimise the impact on our capital position and we will keep you updated on this in future results announcements.

From a banking perspective, with the securitisation markets now closed, ongoing lending growth will need to be held on balance sheet. This, in turn, results in an ongoing demand for capital and we are, in the normal course of events continuing to consider options for Tier 1 and Tier 2 hybrid issues.

It is therefore very clear that given these issues there is no medium term prospect of a capital return. In fact in an uncertain environment our clear priority is to protect our capital position and to ensure that we can continue to fund growth in the business as well as absorb any further negative shocks.

That is why we decided to purchase additional buy-down reinsurance cover through to June



## Summary

*Underlying business very strong*

*Challenges of weather events and investment markets*

*Diverse and secure funding base*

*Further securing capital base*

*Placed to capitalise on integration*

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So, let me wrap up by saying:

This has been one of the most challenging periods I have experienced in 25 years in the finance sector. We have almost had a perfect storm (pardon the pun) with the combination of:

The credit crunch

The incidence of major weather events

Volatile investment markets

Despite this the underlying business remains strong. We have a robust balance sheet with a diversified funding base and quality assets and we have also strengthened our capital position.

In fact I would suggest that some benefit will eventually be reaped from this environment with general insurance premiums having to increase and greater discipline in pricing for risk returning to the banking sector.

So, with that I will hand back to John.



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### **BACK TO JOHN**

Thanks Chris,  
let me now return to integration  
and give you more detail around our program.

And I'll also let you hear from some of our Group Executives  
who are accountable for making it happen.

**SLIDE**



We are now almost one year in to what we expect will be a three year journey towards integration and we are well on our way towards realising the benefits of bringing together Suncorp and Promina.

Immediately following completion of the transaction we laid out a detailed plan which many of you are now familiar with, and which will see us achieve our Integration goals.

Our Integration plan has three phases with specific milestones attached to each phase.

So Phase 1 – the Settling In Phase and Phase 2 – the Design Phase are now complete.

Implementation Phase 3 has commenced.

Overall we expect the bulk of activity to be completed by the end of 2008/09 financial year and we have included as an Appendix to this presentation the timeline of activity across the six key themes of work.

**SLIDE**



# Integration will drive performance

## 1. A business model that reflects our customer-led strategy

- Delivering superior customer experience
- Aggregating for scale
- Leveraging shared capabilities and frameworks

## 2. Enhanced capabilities in customer-facing businesses and support infrastructure

- Through a suite of aligned and compelling customer propositions
- Through our people
- Through a transformed IT environment
- Through the creation of Centres of Excellence to leverage scale

## 3. Value for our shareholders

- \$325 million annual benefits for \$375 million one-off investment

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We now have a clear view of what we expect Integration will deliver.

There have been the obvious benefits which came with completing the transaction, such as:

strengthening our market position;  
expanding our distribution footprint;  
the opportunity to further diversify our revenue streams;  
and  
significantly increasing our size  
meaning we have more influence on product and capital markets.

But these benefits alone will not shift Suncorp to the next level of performance which is what Integration must do.

Therefore, this Integration must deliver:

- A robust business model that reflects our customer-led strategy.
- Enhanced capabilities to lift performance, expressed through:
  - first of all brands and customer propositions
  - then people
  - simplified, efficient and agile business technology
  - and the creation of Centres of Excellence.
- And finally, it must deliver value for our shareholders through realisation of actual financial synergies.

The implementation of the portfolio of Integration initiatives will support this delivery.

**SLIDE**



## Benefits beyond defined synergies

➤ *Financial impacts of these themes will be difficult to determine and have not been included in the numbers*

### 1. Pricing

– *Implement best practice and infrastructure to grow RIF and/or ITR*

### 2. Long tail claims

– *Exchange best practice processes in CTP*

– *Implement single claims technology*

### 3. Sales and service

– *Capture and share best practice*

– *Leverage technology*

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Before I hand over to each of the Group Executives to provide an overview of their themes of work, I want to take a moment to talk about the additional benefits which Suncorp will realise as a result of Integration but which are outside of those defined in our transaction economics.

Broadly, these benefits are harder to quantify or identify in the P&L within a two year period but are directly related to **capability enhancement**.

In the context of the Integration by adopting a 'best of both' approach to defining our portfolio of initiatives we've made sure that we're replicating best practice across our businesses.

This has obvious cost and efficiency advantages over a more "green fields" approach and also significantly reduces the level of implementation risk since we share people within the Group who have done it before.

As we successfully leverage these best practices and capabilities across the Group we can positively impact both our performance and our customer value proposition.

Pricing is a good example.

Suncorp does have a market leading capability in understanding core risk and margin using a sophisticated pricing model.

Promina on the other hand was very good at competitive analysis and pricing at the customer interface.

The combination we are building by integrating these capabilities and using them across our portfolio of different brands is very powerful.



# Agenda

## 1. Integration update - John Mulcahy and Group Executives

- a. Home and motor claims – Robert Belleville
- b. Business technology – Jeff Smith
- c. Operational efficiencies – Bernadette Inglis
- d. Reinsurance – Mark Milliner
- e. Governance – Mark Blucher

➤ *Enhance existing claims processes across the Group to deliver ongoing improvements in quality, cost and timeliness that exceed customer service expectations*

### **Motor claims**

- *Managing repair costs and service outcomes by:*
  - *Exchanging best practice processes/systems*
  - *Sharing IP and resources*
  - *Optimising efficiencies across the Group*
  - *Sharing infrastructure*
- *While aligning claims models to different customer value propositions and maintaining appropriate supplier relationships*

### **Home claims**

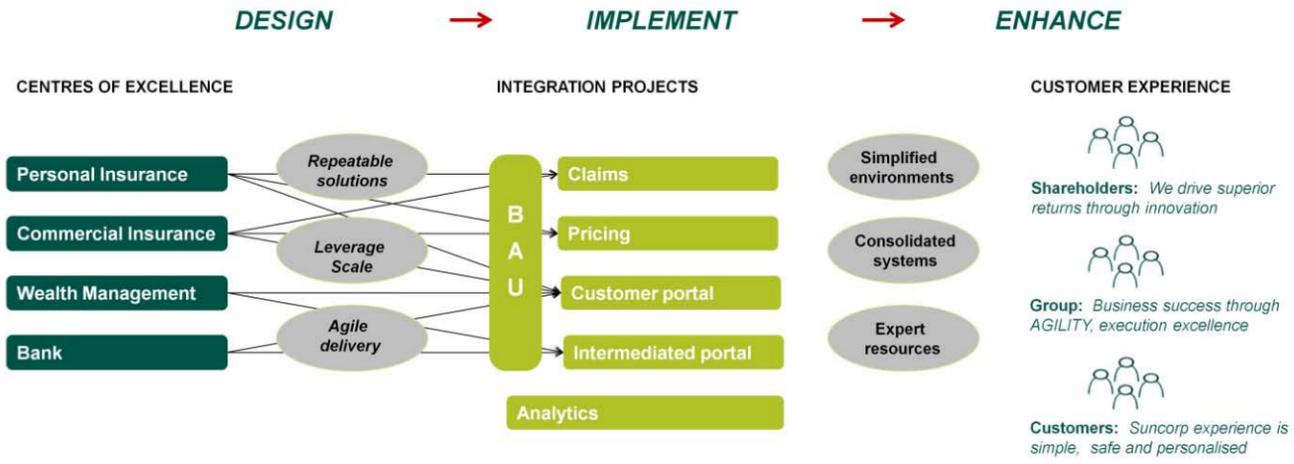
- *Buying power savings for home contents via centralised sourcing capability*
- *Sharing IP to achieve improved home building contract arrangements across the Group*



## Agenda

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➤ *A transformed IT environment*





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## C. Operational efficiencies in business units

### **Share best Practice processes**

- Lift processing productivity by implementing 'best of both' practices*
- Reduce attrition in contact centres and processing units*
- Implement a new project delivery and support model*

### **Remove duplication**

- Eliminate duplicated overhead*
- Reduce project spend*

➤ *Activities and initiatives identified to take advantage of increased scale and purchasing power*

### **Telecommunications Sourcing**

- *Renegotiation of telecommunication contracts to obtain best price and volume benefits will realise an estimated ongoing reduction in Group telecommunications costs*
- *Contract negotiation and execution complete; implementation underway*

### **Media expenditure**

- *Significant savings will be realised from 'free to air' TV media spend renegotiation.*
- *Responses from major networks received and being analysed; contract execution pending*

### **Brand optimisation**

- *In Personal Insurance we will realign advertising investment to take a market, group and customer view.*
- *In Commercial Insurance we will streamline the brand offerings to enhance market perception and better service target customer groups.*
- *Re-branding in some areas will support the optimisation of brand propositions while building our customers understanding of those brands.*

### Centres of Excellence

- Provides specialist advice across the Group
- Aggregated expertise with localised service
- Aligns work being undertaken by the Lines of Business to Group business model

### Organisation redesign

- Underpinned by Suncorp values
- Fair and equitable process
- Open, honest and timely communications
- Loss of talent minimised by sharing capability
- Disruption to people and customers minimised





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## D. Reinsurance

- Total benefit \$47 million per annum, made up of:
  - Combining the reinsurance programs of the two general insurance businesses identified a cost saving of \$41 million per annum
  - Wealth Management \$4 million per annum
  - Commercial Insurance \$2.4 million
- These synergies are independent of management decision to increase MER to \$200m and the additional cover from 1 January 2008



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- d. *Reinsurance – Mark Milliner*
- e. ***Governance – Mark Blucher***



# Rigorous approach to managing change



Communicating continuously and intensively



## Strong accountability structure

### Group Executives

**Accountable for delivering Integration outcomes while at the same time maintaining Business as Usual performance**

- Business Unit financial and operational targets achieved
- Integration governance within Business Units
- Integration principles adhered to in the implementation of initiatives
- Functional support provided to integration teams
- Delivering enhanced capabilities in line with Group and Business Unit business models

### GE Business Technology

**Accountable for delivering operational synergies and supporting Business Unit initiatives while significantly enhancing our IT capability**

- Implement single IT environment with simplified architecture and standardised employee skills
- Every dollar of IT implementation cost across the Group rigorously tracked
- Minimising implementation costs by combining related programs of work across multiple Business Units
- Delivering the agreed portfolio of IT initiatives on schedule and on budget

### GE Integration

**Accountable for process and achieving overall integration targets**

- Targets set
- Integration principles and overall governance model agreed
- Integration process agreed and deliverables set
- Integration resources and support provided
- Initiatives tracked and reported
- Linkages between Business Units identified and communicated



## Integration is on track

*We have planned well and adopted a robust process*

*Upgraded our original synergy benefits target by 44%*

*One off implementation costs up by just 6% on pre-merger estimate*

*On track to deliver our Integration goals*

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So I hope that has given you a greater insight into the program of integration work now underway and the drive and energy of the Executive Team in ensuring we meet the aggressive target we have set ourselves.

So in summary, with respect to Integration

We have planned well and adopted a robust process.

Our portfolio of initiatives has been through a rigorous and appropriate due diligence process assessed by KPMG.

We have exceeded our initial synergy benefits targets, while at the same time containing on-off implementation costs.

We have an engaged and accountable Senior Leadership team

And we are well positioned to deliver our Integration goals and ultimately create further shareholder value.

**SLIDE**



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So let me conclude with the Group outlook.



## Group outlook

*Banking – growth in profit before tax and bad debts*

*10% - 12%*

*Lending growth to remain strong*

*Full year impact of credit crunch on bank \$10m - \$15m pre tax*

*Guidance upgrade*

*General Insurance*

*Wealth management*

*Dividend*

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And at the Macro level  
we would expect that the RBA  
will continue to address inflationary pressures in the economy  
by further tightening monetary policy.

While this will inevitably moderate credit growth  
we expect our lending growth will remain strong  
as we execute our Retail and Business Banking strategies  
and further leverage our exposure  
to the fast growing Queensland and West Australian economies.

Like most commentators  
we expect credit markets will remain volatile in the short term  
with little likelihood of an immediate contraction in credit spreads.  
But, the hard work we have done over the past 4 years  
in strengthening our balance sheet  
and diversifying our funding sources,  
will serve us well in these challenging times.

Accordingly,  
we are confident that the full year impact of the credit crunch on our banking operations  
will be no greater than our October 2007 forecast  
of \$10 million to \$15 million pre tax.

So  
we are very confident about the prospects of our Bank  
and the way the team have managed through a very difficult time.

We are therefore confident to upgrade our banking guidance  
to reflect our expectation of growth in profit before tax and bad debts  
of between 10% and 12% for the full-year.

**SLIDE**

*Banking – growth in profit before tax and bad debts* *10% - 12%*

*General Insurance – full year ITR inc. \$90m integration benefits* *9% - 12%*

*Personal lines: premiums to increase*

*Commercial lines: cycle may be hardening*

*Central estimate releases affected for full year and beyond*

*ITR of 7.5% - 10.5% ex. \$90m integration benefits*

*Wealth management*

*Dividend*

In General Insurance,  
we will continue to drive growth  
by leveraging our portfolio of market leading brands.

In Personal Lines we expect premiums will increase.

This is the inevitable consequence  
of the recent incidence of major weather events  
as well as increased claims frequency due to generally wetter weather.

Now,  
the extent of premium rate increases will vary by product and geography  
as we take advantage of our enhanced pricing capability.

In commercial lines  
with price rises in some products  
there is evidence to support the view  
that the long awaited hardening may be upon us.

Here, we will remain disciplined  
and adhere to our technical pricing  
and look for opportunities to participate in a widening market.

Overall GWP growth will continue to be impacted  
by the effect of regulated price reductions in CTP insurance.

However, as evidence is emerging of increasing claims size in some long tail classes  
it is likely that premium rates may have bottomed  
and – following a period of consolidation –  
the next movement may be upwards.

The emergence of superimposed inflation in some long tail classes  
is also likely to affect the quantum of central estimate releases  
available for the full-year and beyond.

This will be mitigated to some extent  
as we are able to move our level of sufficiency closer to our target of 90%.

*Banking – growth in profit before tax and bad debts* 10% - 12%

*General Insurance – full year ITR inc. \$90m integration benefits* 9% - 12%

*Wealth management – underlying profit growth* >10%

*Growth in new business sales*

*Growth in funds under management*

*Dividend*

Our full year ITR outlook which we revised on February 1 now needs to be further revised to take account of the Mackay storms which we anticipate will cost \$100 million, net of reinsurance recoveries.

Taking this into account and assuming weather events in the second half remain within our normal provisioning we now expect our full year ITR to be in the 7.5% to 10.5% range excluding integration benefits.

When you include integration benefits of approximately \$90 million at the ITR line we would then expect our full-year reported ITR to be in the 9% to 12% range again with the weather proviso previously mentioned.

It is also important to point out that our MER now drops to \$50 million for a future major event excluding a cyclone or earthquake.

Beyond the ITR continued volatility on equity markets will have an impact on General Insurance and Life Insurance Shareholder Funds.

Further, we don't expect JV income to be as strong this year as it was in the year to June 2007 which benefited from favourable prior year releases and above average investment returns.

**SLIDE**

## Group outlook

*Banking – growth in profit before tax and bad debts* 10% - 12%

*General Insurance – full year ITR inc. \$90m integration benefits* 9% - 12%

*Wealth management – underlying profit growth* >10%

*Dividend* nominal growth

And finally

At the Group level

we continue to target absolute growth in dividends for the full-year.

However

given all the factors we have outlined today

and the fact that synergy realisation

will initially lag implementation costs

you should expect that annual dividend growth

for the year to June 2008 will be nominal.

**SLIDE**



## Agenda

1. Introduction & Overview – John Mulcahy
2. Divisional performance – Chris Skilton
  - a. Banking
  - b. General Insurance
  - c. Wealth Management
3. Capital update – Chris Skilton
4. Integration update – John Mulcahy and Group Executives
5. Group outlook – John Mulcahy
- 6. Questions**



So now

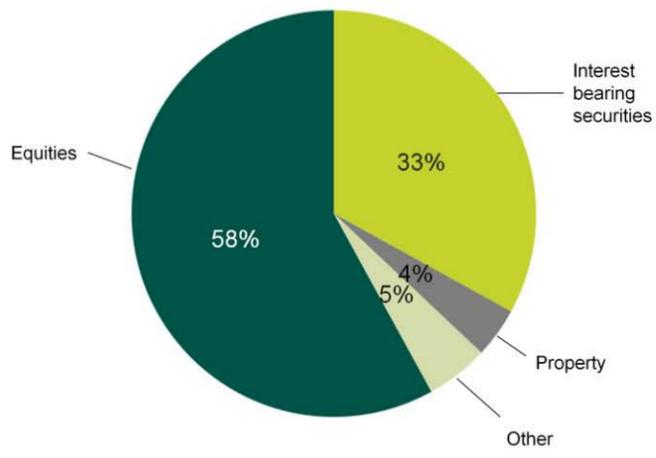
I will hand over to Steve  
to moderate questions.



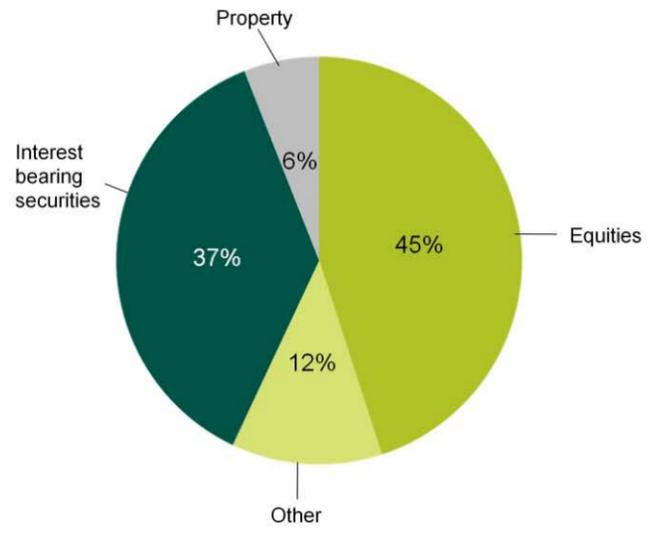
## Disclaimer

- This report contains general information which is current as at 28 February 2008.
- It is not a recommendation or advice in relation to Suncorp-Metway Limited or any product or service offered by the Suncorp Group.
- This report should be read in conjunction with all other information concerning Suncorp-Metway Limited filed with the Australian Stock Exchange. Any statements made concerning future performance, earnings or financial position are indicative only, based on current information. Future performance can be affected by various risks, unknown factors and matters beyond the control of the Suncorp Group.

**Statutory Funds**



**Shareholder Assets**





## Appendix 2: Allocation of investments

Half year, \$m

	Dec-07
<b>Statutory Funds*</b>	
Equities	5,470
Interest bearing securities	3,082
Property	405
Other	514
<b>Total Statutory Funds</b>	<b>9,471</b>
<b>Shareholder Assets**</b>	
Equities	229
Interest bearing securities	188
Property	33
Other	64
<b>Total Shareholder Assets</b>	<b>514</b>

\* Statutory Funds allocation includes shareholder net assets.

\*\* Includes all shareholder assets above policy liabilities in statutory funds, shareholder fund and WM entities

