



ASX ANNOUNCEMENT

24 June 2009

SUNCORP WEALTH MANAGEMENT PRESENTATION

Suncorp group executive Geoff Summerhayes has updated the market about the progress of the Group's wealth management business, including an independent assessment of its embedded value and the decision to rename it 'Suncorp Life'.

During a presentation to the UBS Financial Services Conference in Sydney, Mr Summerhayes outlined a number of measures, including the capital position of the life companies and embedded value. These will be included in future financial reports to improve Suncorp Life's disclosure and transparency.

"These new reporting measures, particularly Suncorp Life's embedded value, will give all stakeholders greater visibility of the long term value inherent within this well positioned business," he said.

Suncorp Life's embedded value on a traditional valuation basis was independently assessed to be \$2.175 billion at 31 December 2008.

Mr Summerhayes also said the new business unit name 'Suncorp Life' recognised the business' strength, and strategic focus on life risk.

"Suncorp Life aspires to be a leading life insurance specialist with first tier scale and distribution in Australia, and to occupy the clear second position in New Zealand," he said.

"Our business strength lies in life risk and the new business unit name – Suncorp Life – sends a strong message to all stakeholders that our business model is aligned to our aspiration."

Mr Summerhayes' presentation to the UBS Financial Services Conference is attached.

ENDS

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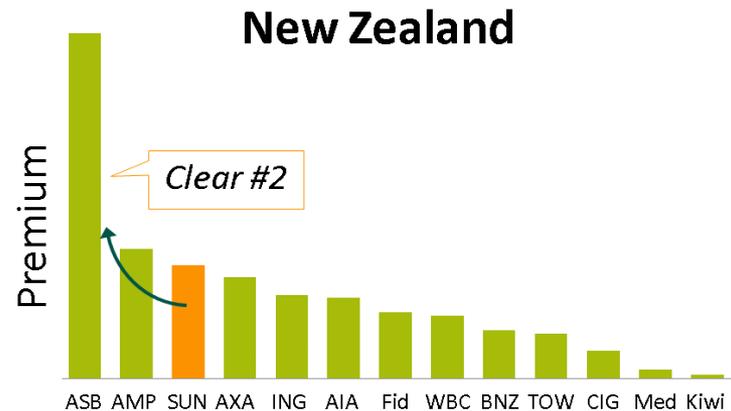
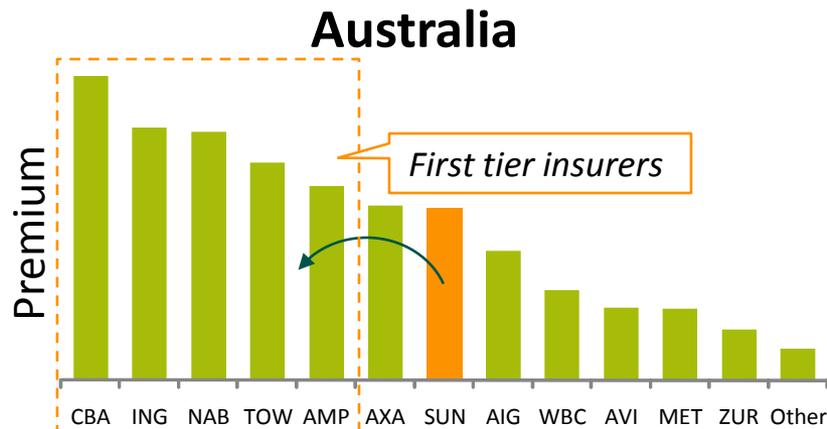
Suncorp Life

UBS Financial Services Conference

Geoff Summerhayes
Group Executive

24 June 2009

We aspire to be a leading life insurance specialist,
 with 'first tier' scale and distribution in Australia
 and the clear #2 position in New Zealand



- Overview of Suncorp Life
- Current operational opportunities
 - Distribution reach and capability
 - Retention
 - Simplification and cost control
- Performance
 - Profit
 - Capital management
 - Embedded value
- Q&A



- 175 years of Life Insurance heritage (Royal & Sun Alliance)
- Corporate Super
- Tyndall Investment Management



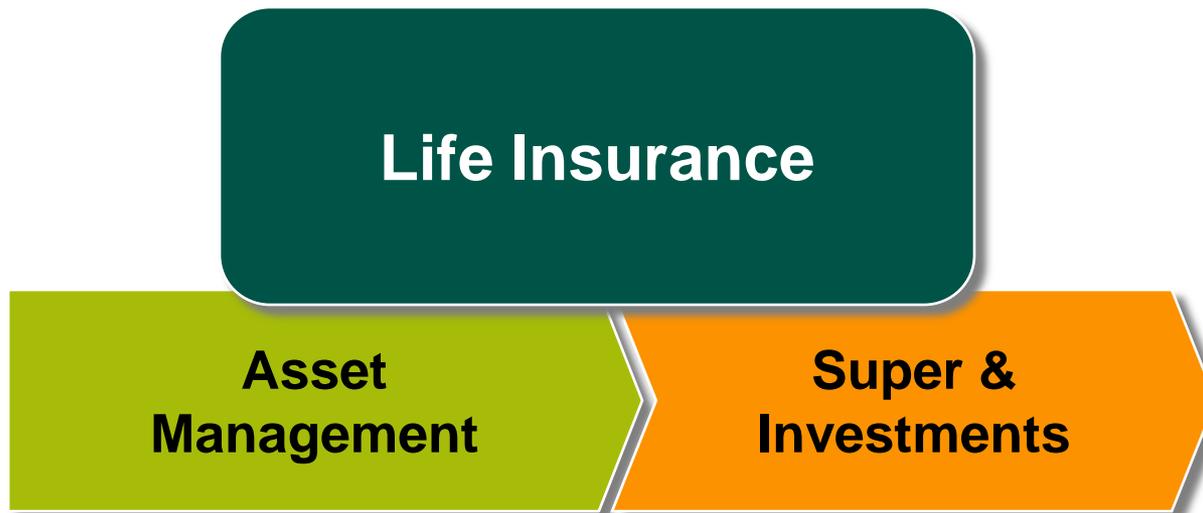
- 90 years of Life Insurance heritage (SGIO)
- Group Risk book
- Retail Super
- Suncorp Investment Management



Suncorp Life

- 7th largest Life Insurer in Australia (A\$612m in force premium at Dec08)
- 3rd in New Zealand (NZ\$121m in force premium at Dec08)
- 3,000 External Financial Advisers (EFAs), strong relationships with 1,700
- Highly rated products & services – Asteron Life Company of the Year
- 368 salaried or aligned advisers in Australia & New Zealand

Asset Management and Super & Investments are mutually reinforcing across the customer base and value chain.



A\$23.4bn of FUM

A\$8bn FUA

- GI: A\$10.8bn
- Life company: A\$6.7bn
- External: A\$5.9bn

Suncorp Life in the Group portfolio

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- Similar business processes and model to GI, and more stable earnings. Bottom line volatile due to discount rate adjustments
- Access to customer bases for Suncorp Life, particularly GI and the Bank... and enhanced customer relationships across Group due to multiple touch-points
- General insurer is corner-stone client (A\$10.8bn) for Suncorp Life asset management business
- Some scale economies and shared services

Banking Australia



General Insurance Australia



New Zealand



Wealth Management Australia



New Zealand



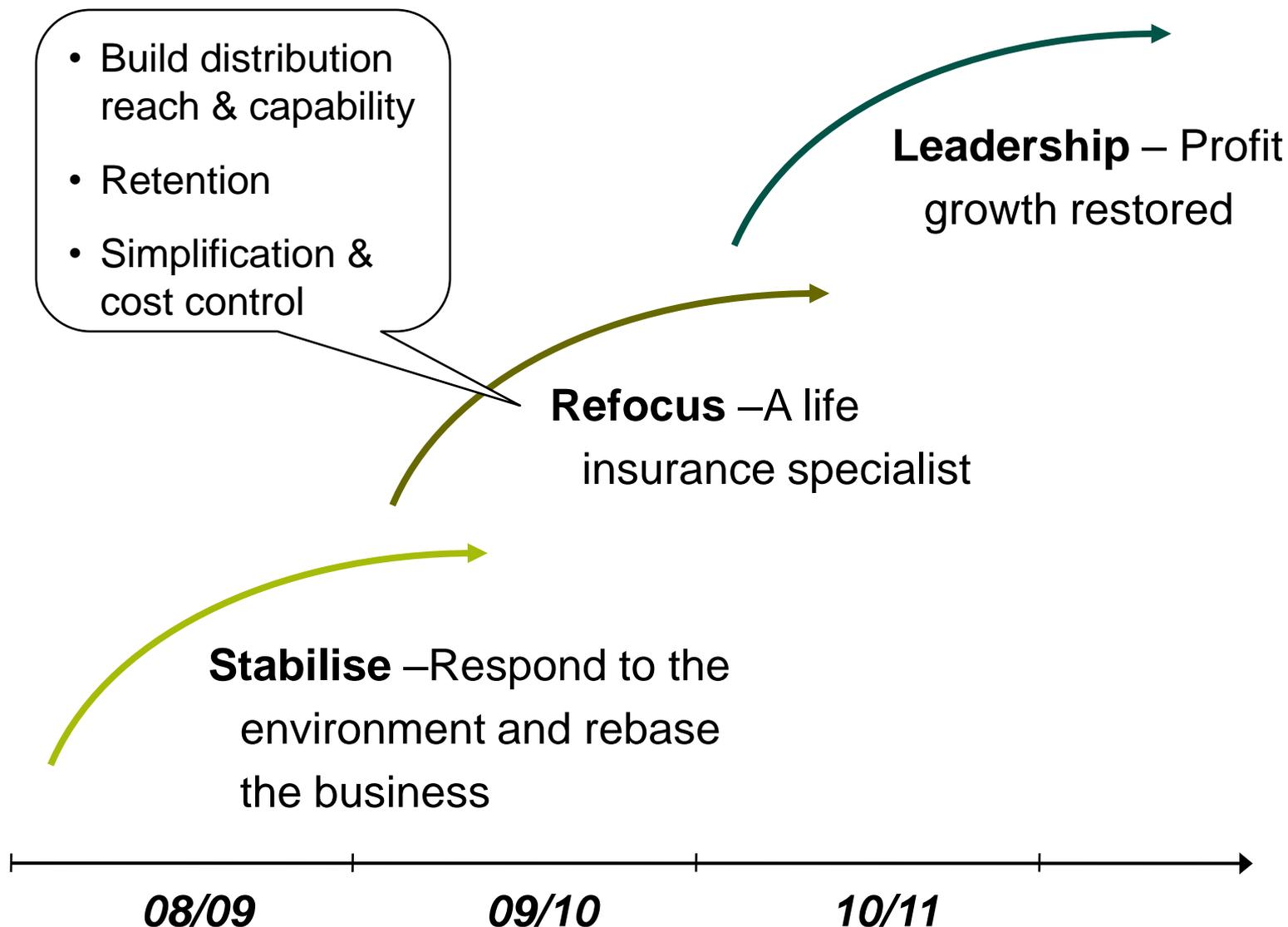
Life Insurance

- Cyclical trends & adviser preference for Life Insurance
- Regulatory & demographic factors support medium term growth
- Growing consumer awareness of under-insurance
- Australian industry growth projections of 13+% (DEXX&R Oct08)
- Attractive profit pools: Life Risk A\$1.0bn in Australia, A\$0.2bn in NZ

Asset Management

Super & Investments

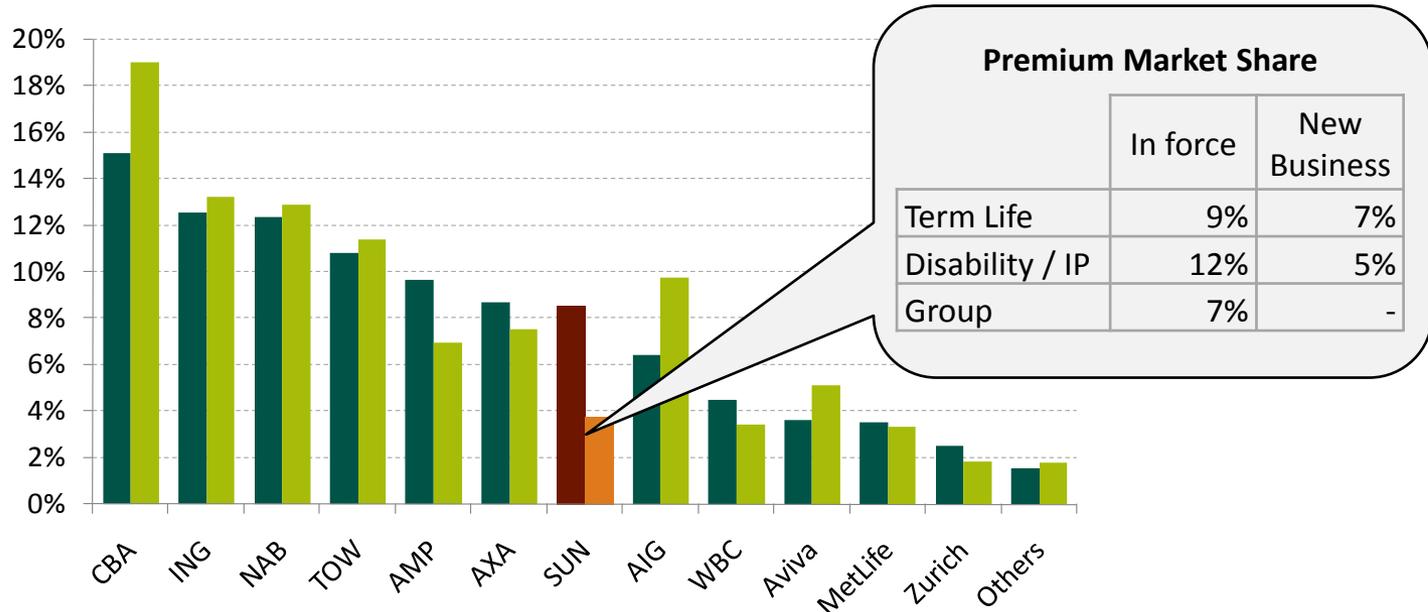
- Asset Management – projected managed funds growth >10% off GFC lows and driven by consolidation
- Super & Investments – industry growth projections of 10-12% supported by continuing mandatory contributions and aging population



Our distribution challenge

- Overall new business share below in force share
- Solid growth in Term, less in Disability and Group
- Our momentum is building in EFA market
- Opportunity to grow direct through GI customer base

Australian Total Risk Premium Share



Source: Plan For Life Dec08

■ In-force Premium ■ NB Premium

The Corporate Identity



Divisional Identify

Suncorp Life

Life Insurance Distribution Brands



Intermediaries & Group Risk

Direct Distribution Partners

Bank Customers



Complementary Business Brands



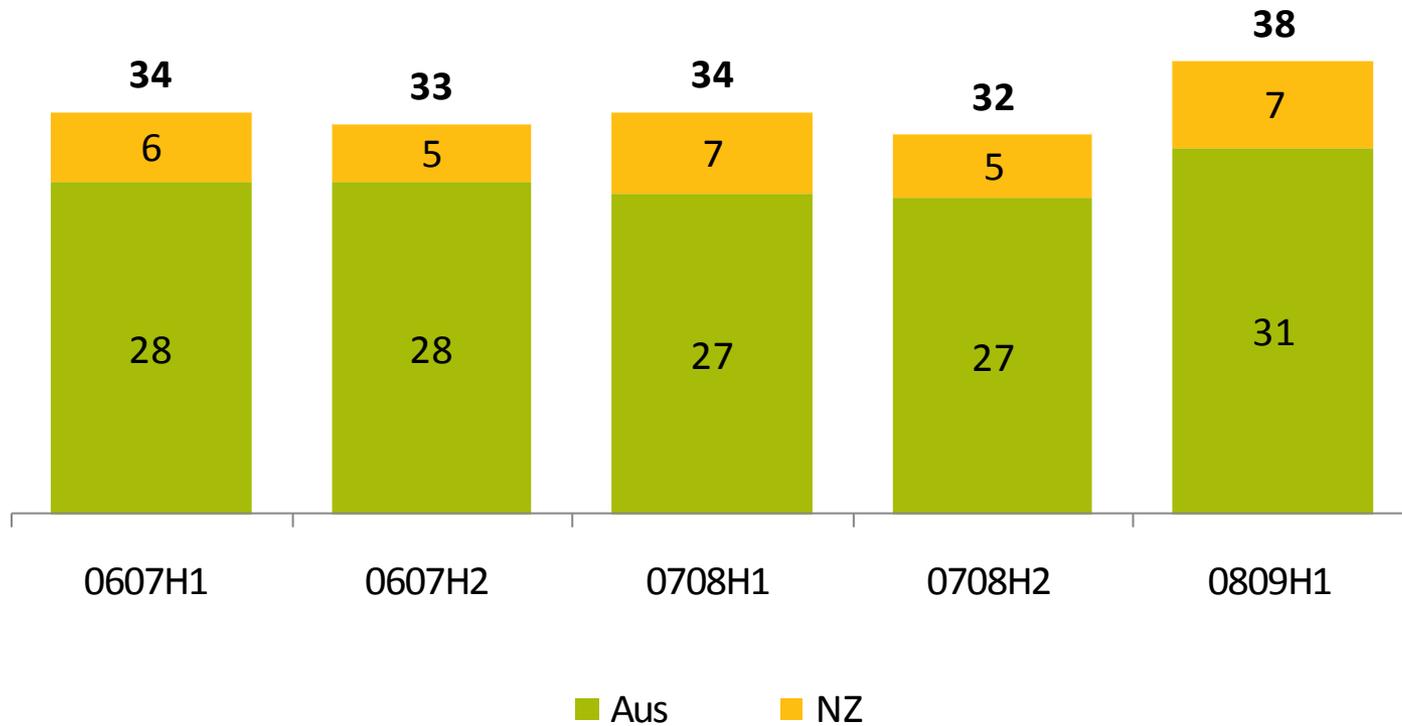
Asset Management

Super & Investments



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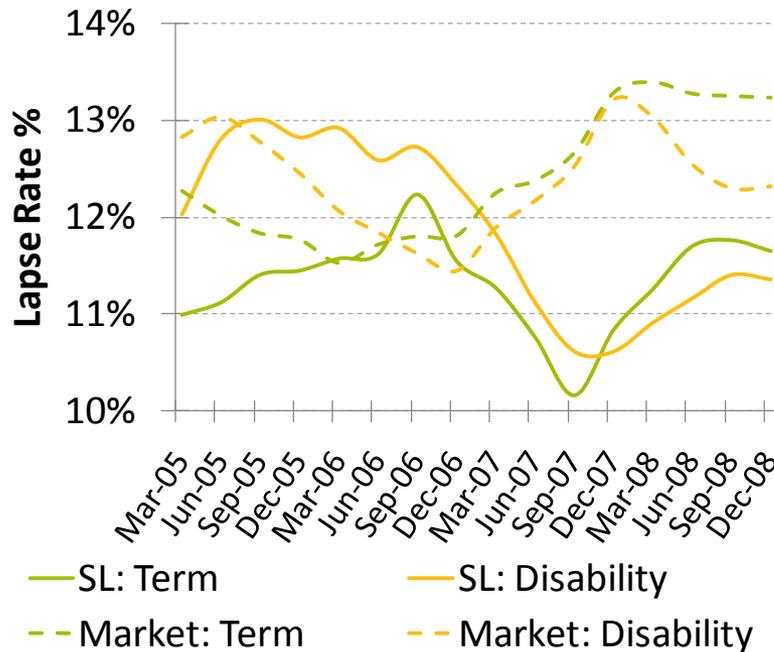
Individual Life Risk New Business Premium (A\$m)



A disciplined focus on retention

- Industry-wide lapse rate pressure
- Focus on protecting core portfolios through;
 - Adviser Engagement
 - National adviser roadshow
 - Targeted forum for top 100 life risk advisers in Australia
 - Similar activities in New Zealand, including improved adviser comms
 - Customer retention activity
 - Dedicated retention teams in Australia & New Zealand
 - ‘Customer care’ process
 - Upgraded MIS focused on retention
 - Sales force incentives adjusted
 - Product options in place and being developed

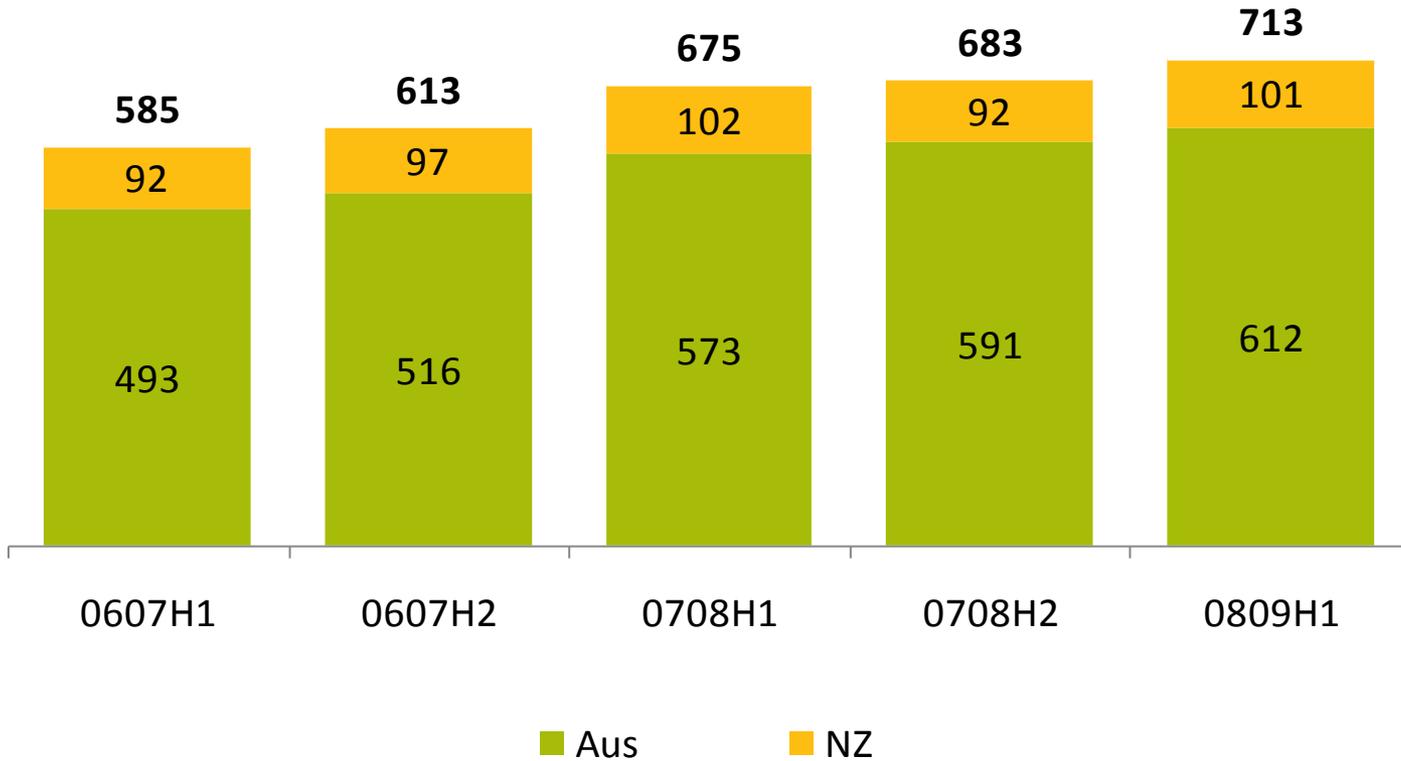
**Lapse Rates
Suncorp Life vs Market**



Source: Plan For Life Dec08

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Life Risk In force Premium (A\$m)



- Accelerated & expanded Suncorp / Promina integration
- Additional expense savings delivered across entire business
- Life Insurance
 - Automation of new business application process
 - Focus on trans-Tasman economies of scale and scope
- Super & Investments
 - WealthSmart product platform launched for new business, migration path for consolidation of all products and systems
- Expenses 4% lower half on half at Dec08. This trend is improving into 0809H2

	A\$m	0607H1	0607H2	0708H1	0708H2	0809H1
Underlying Profit		78	72	86	61	68
Market adjustments						
Annuities market adjustments				-1	-10	-34
Life Risk policy liability discount rate changes				-6	-4	126
Net investment income on shareholder assets *		60	31	24	-39	-26
		60	31	18	-53	67
Net profit after tax and minority interests		138	103	103	8	135

* Prior to 0708 annuities market adjustments were included in underlying profit, and life risk policy liability discount rate changes were included in investment income but were not separately disclosed

- Resilient underlying profitability
- Net profit in 0809H1 was dominated by movement in Life Risk policy liabilities due to discount rate changes (>300bp reduction). This is unwinding during 0809H2.

At 31/12/08

A\$m

Life Company Net Tangible Assets*	Net Regulatory Required Assets#	Excess Assets	Total Regulatory Required Assets	% Excess over Required Assets
1,441	950	491	7,323	6.7%

- Our capital management principles include;
 - Minimise capital requirement and volatility
 - Focus on underlying life risk operations
 - Practical immunisation
 - Risk appetite assessment
 - Consistency across life companies

* Net assets = share capital plus shareholder retained profits. Excludes non-Life company net assets.

Required assets for solvency less policy and other liabilities

Embedded value – Suncorp Life

Life & non-Life Companies Discounted Cash Flow Valuations

**Valuation at
31 Dec 08**

Net assets at
market value

**Net
Assets**

Adjusted
Net Worth

Prudential
Capital
(inc. Target
Surplus)

Embedded Value =
Adjusted Net Worth
plus the Present
Value of Free Cash
Flows projected to
arise from business
in force at the
valuation date

A\$2,175m

Product Profits
x Capitalisation
Factor

Goodwill

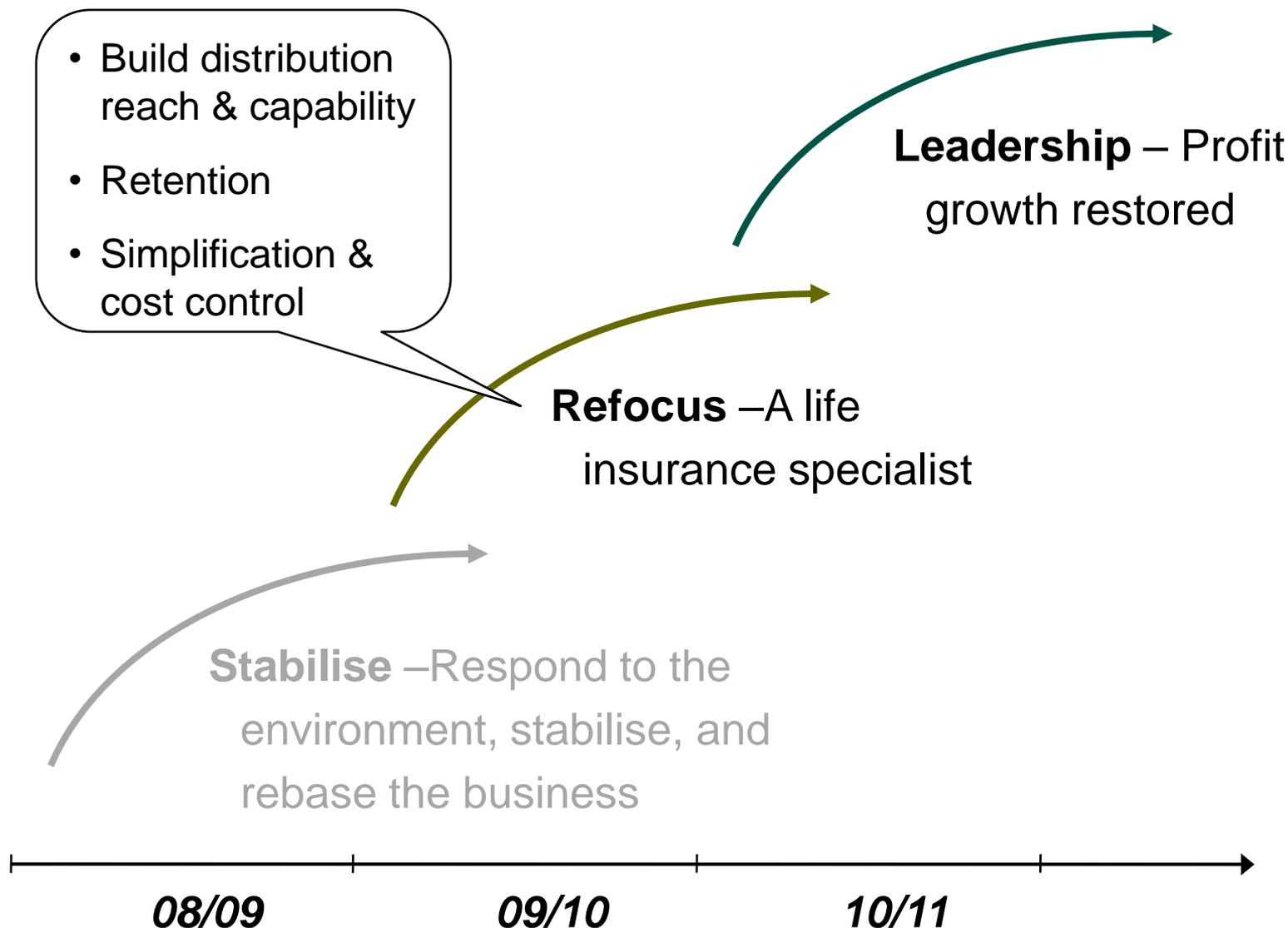
Value of
Profits Arising
from In Force
Business

Value of One
Year's Sales

A\$95m

Value of
New
Business

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This presentation contains general information which is current as at 24 June 2009.

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 Securities Exchange.

The information in this report is for general information only. To the extent that the information may constitute forward-looking statements, the information reflects Suncorp's current views at the date of this report and is subject to known and unknown risks and uncertainties, many of which are beyond Suncorp's control, which may cause actual results to differ materially from those expressed or implied. Suncorp undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date of this report (subject to stock exchange disclosure requirements).

The information is also not financial product advice. Investors should seek appropriate advice on their own objectives, financial situation and needs.

Appendix – Management Team

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Geoff Summerhayes

Group Executive
Suncorp Life



Peter Loosmore

CFO



David Carter

Advice Solutions



John Crosswell

Life Risk



Vicki Doyle

Super & Investments



Sean Carroll

Life Risk New Zealand



Brett Himbury

Asset Management

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