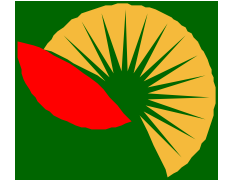




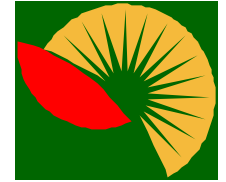
SUNCORP METWAY



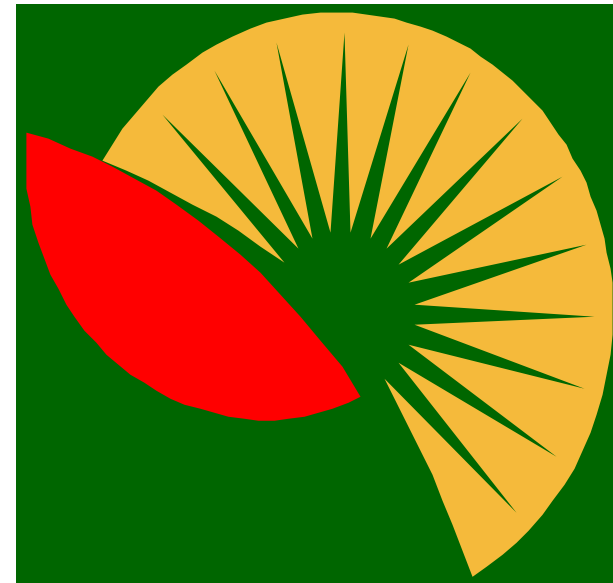
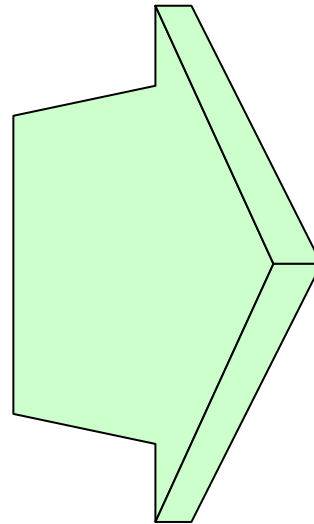
SUNCORP METWAY LTD
Steve Jones, MD & CEO

JB Were, Singapore
June 6, 2001

1996 Merger

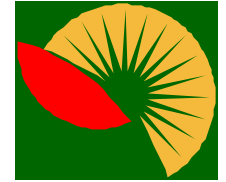


Metway
Bank



SUNCORP METWAY

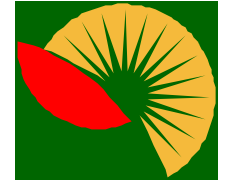
Stockmarket position



- **Market cap A\$6.2b, ranking 24***
- **Australian All Ords Index weighting: 0.83%***
- **MSCI (Australia) weighting: 0.89%**

*Includes EINs that convert to shares in Oct, 2001

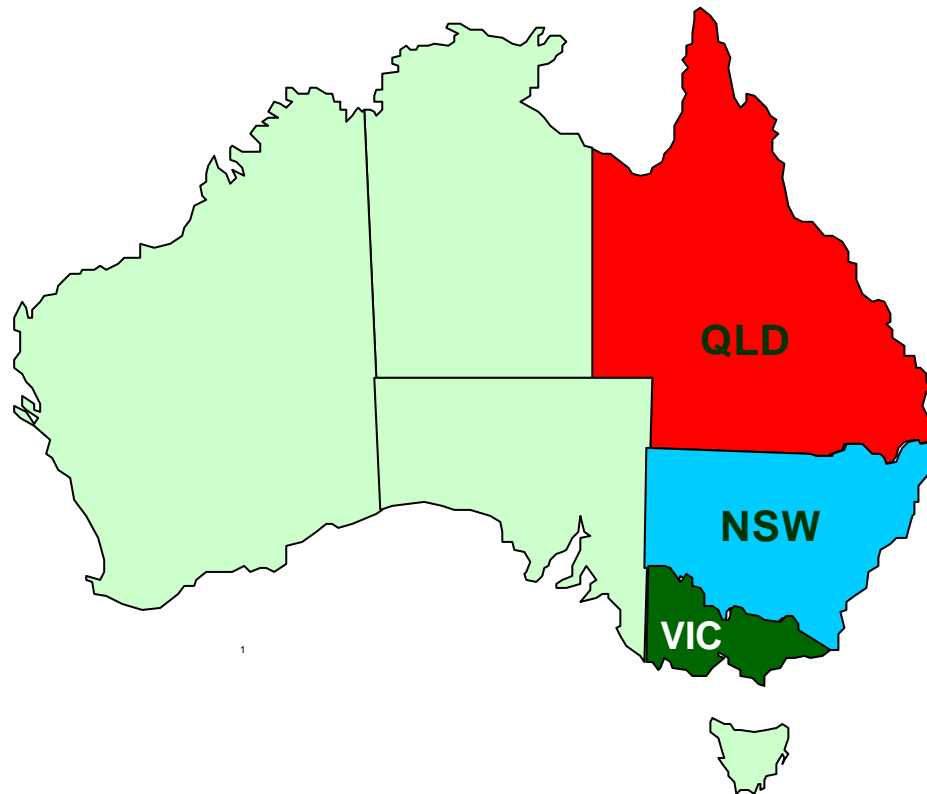
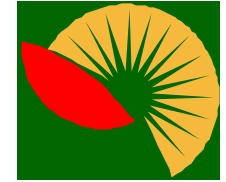
Allfinanz leader in Australia



- **6th largest bank**
- **7th largest insurance company**
- **Funds under management \$6.7 billion**
- **Total assets of \$27.7 billion***
- **Largest company in Qld**

*Including life insurance policyholders' interests

Geographic Coverage



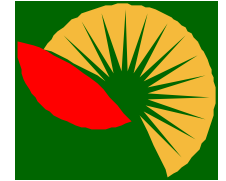
Qld share and rank

- Auto insurance 28%, 1st
- Home insurance 27%, 1st
- Third Party ins 55%, 1st
- Lending 17%, 3rd
- Agri-lending 25%, 2nd
- Deposits 20%, 1st

NSW and Victoria

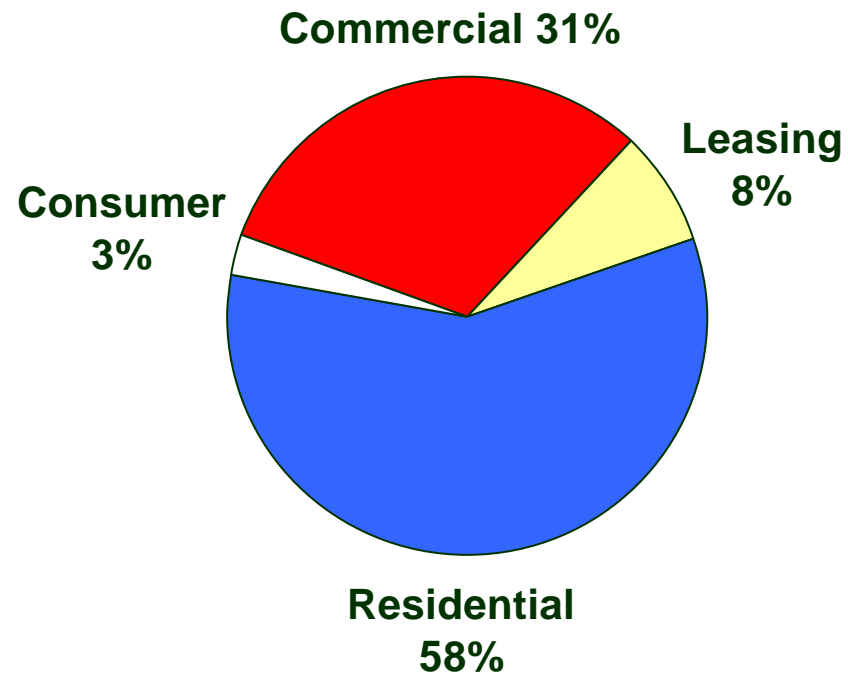
- Operations well established
- Interstate provided 37% of 99/00 lending

SML Business Mix

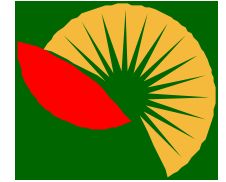


Bank Loans

\$18.68 billion

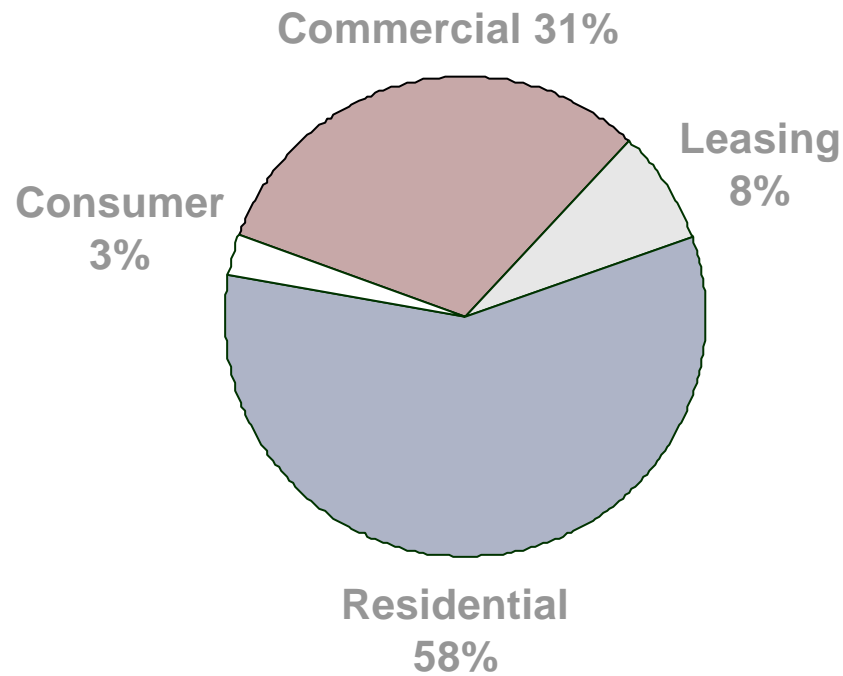


SML Business Mix



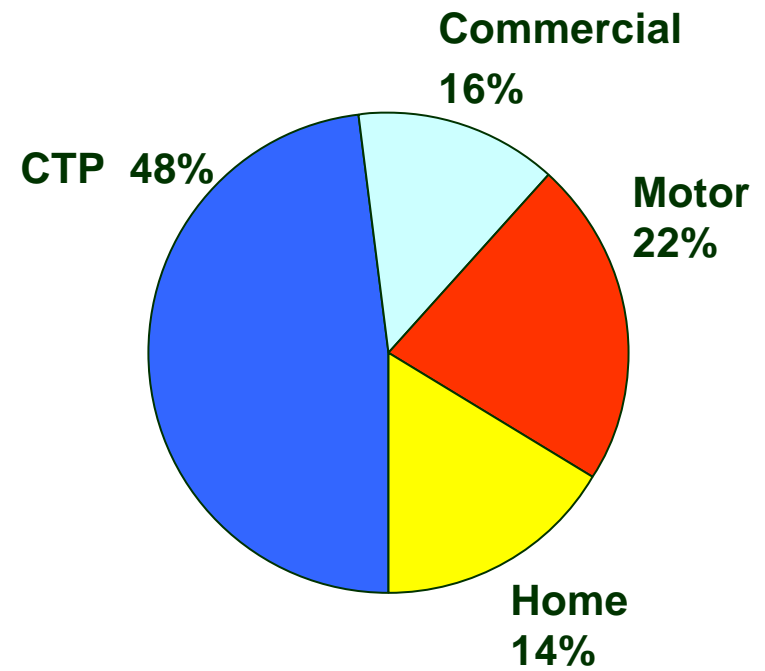
Bank Loans

\$18.68 billion

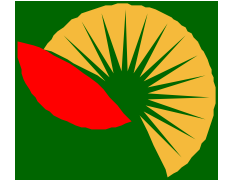


GI Premium

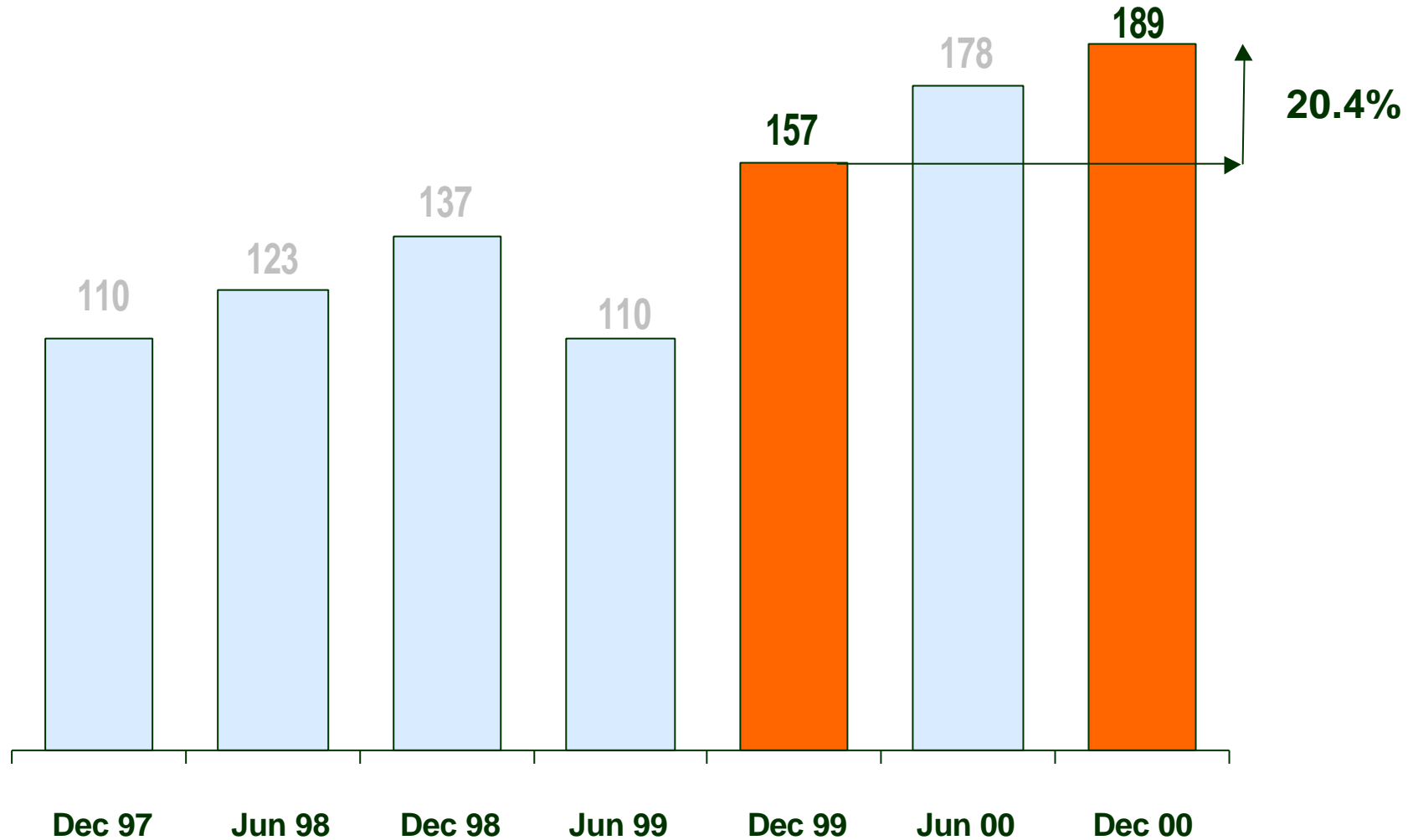
\$750 million



Profit performance

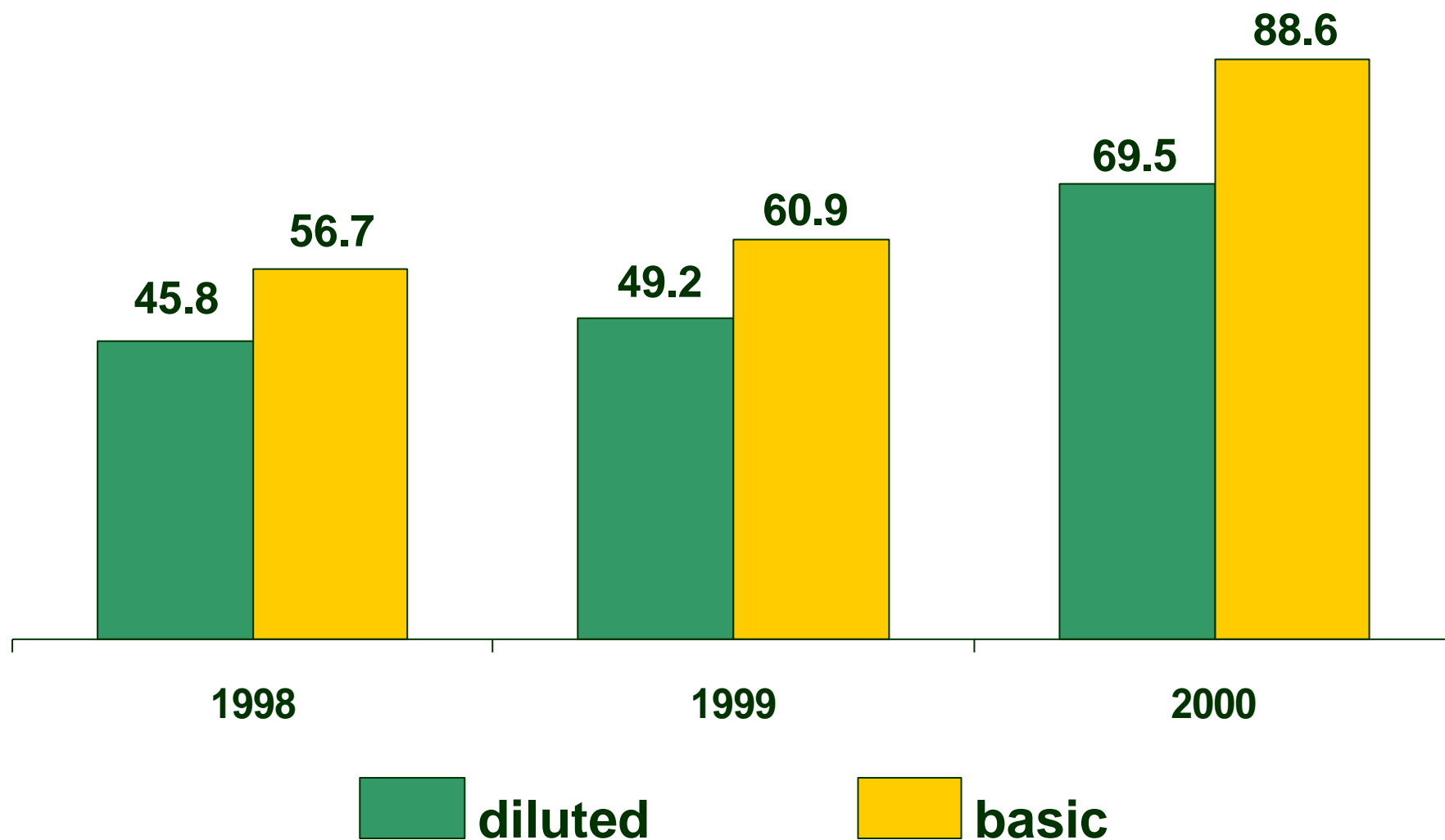
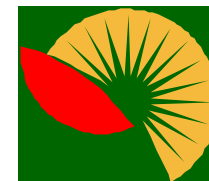


(\$millions)

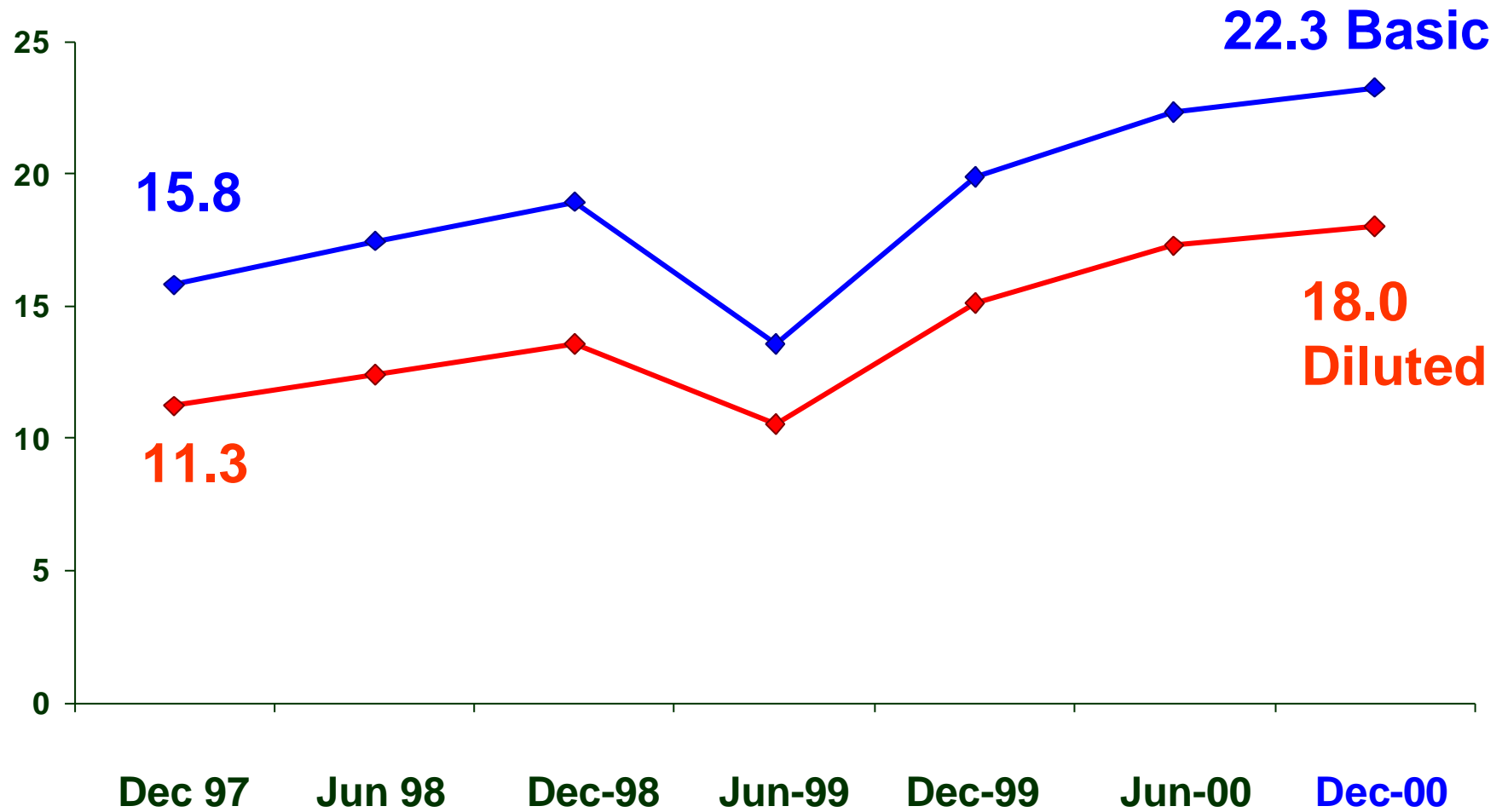
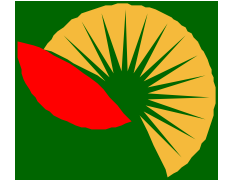


Earnings per share

(cents)

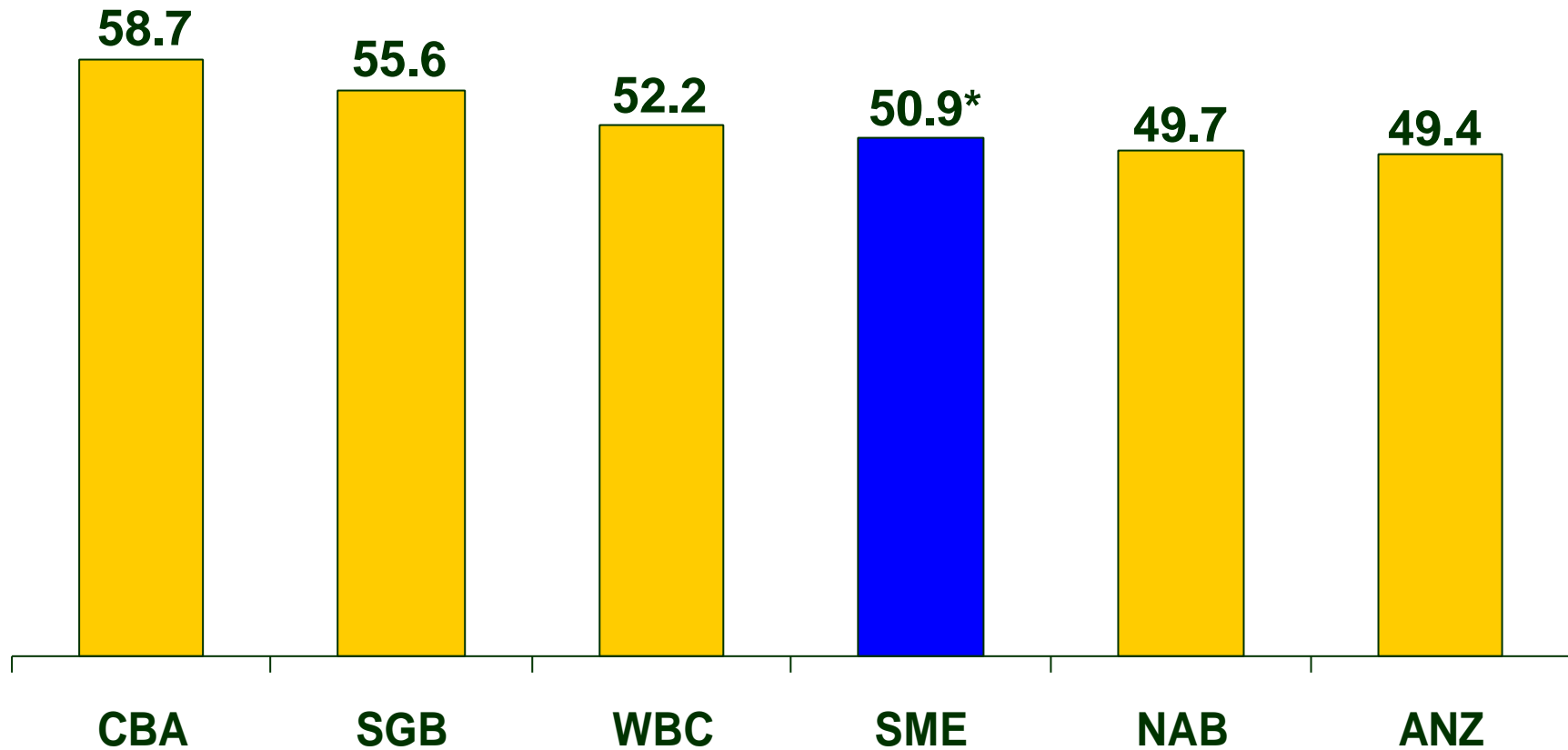
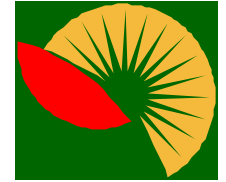


Return on equity (%)



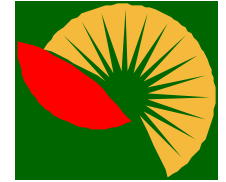
Excluding one-off expenses

Banking cost-to-income (%)

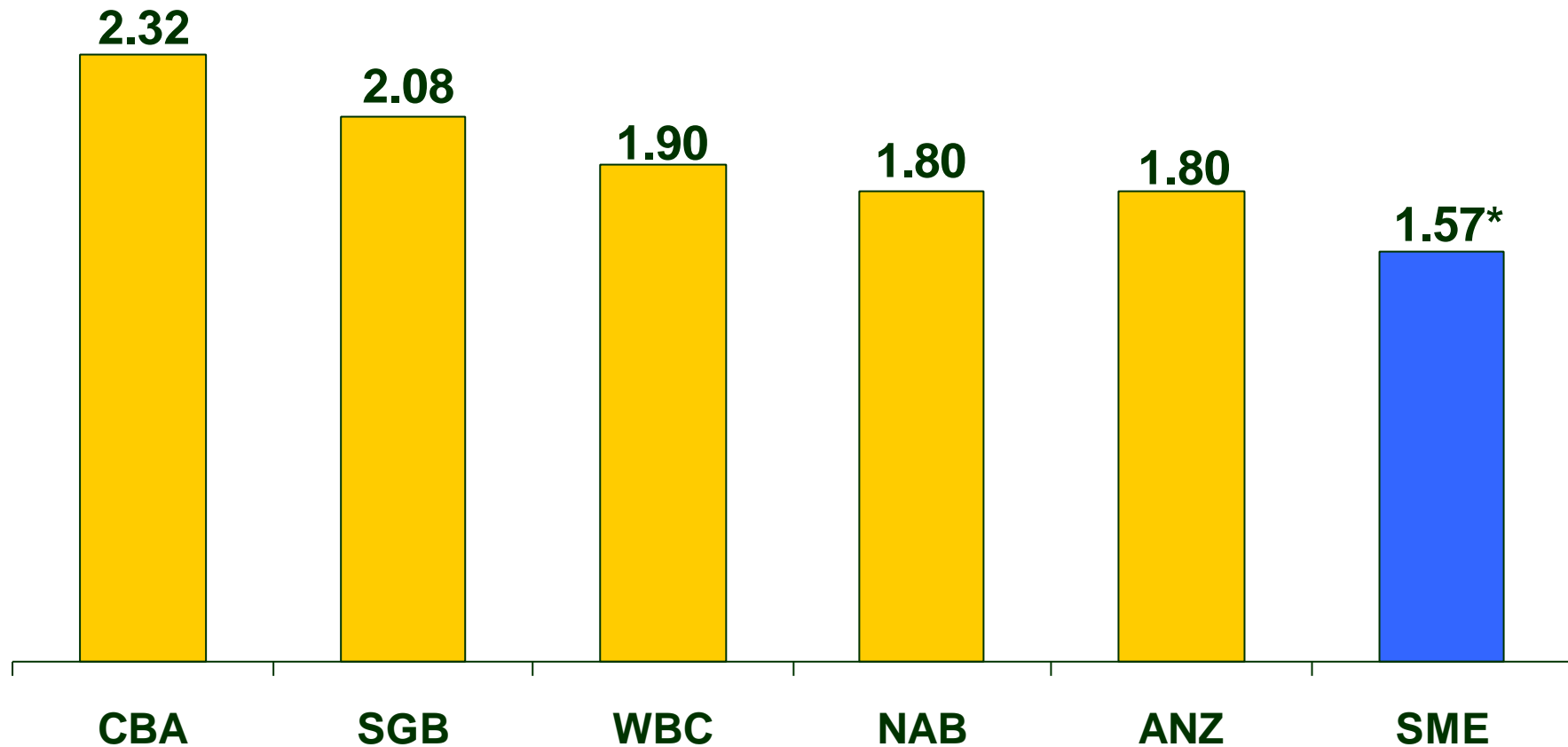


(Latest published accounts. SME figures are for banking only)

*Excluding one-off expenses and changes in accounting policies

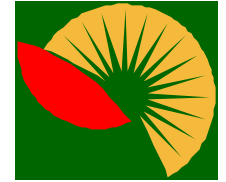


Banking cost-to-assets (%)

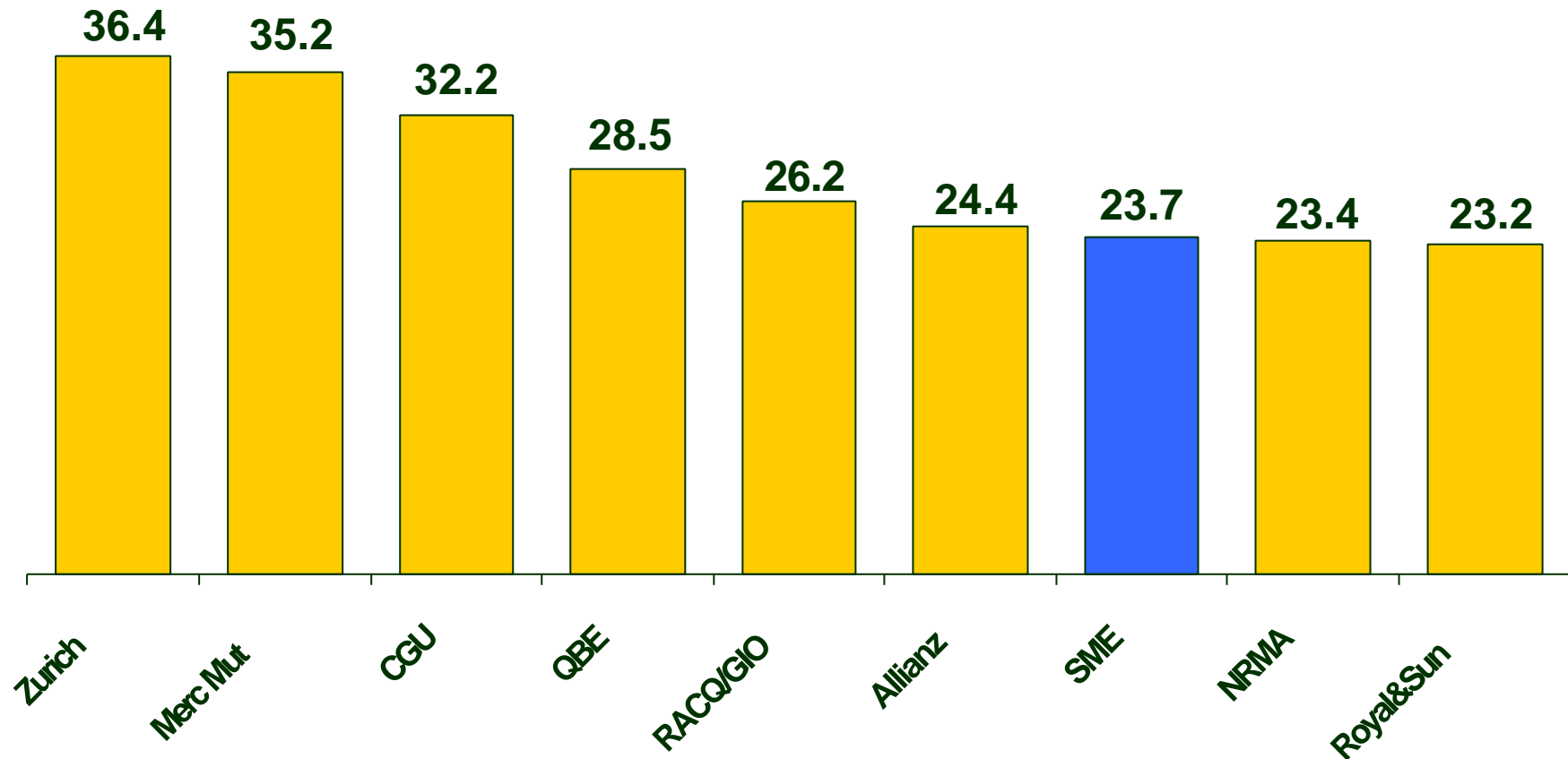


Latest published figures. SME figures are for banking only

*Excluding one-off expenses and changes in accounting policies

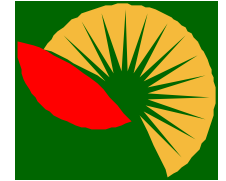


GI expense ratios (%)

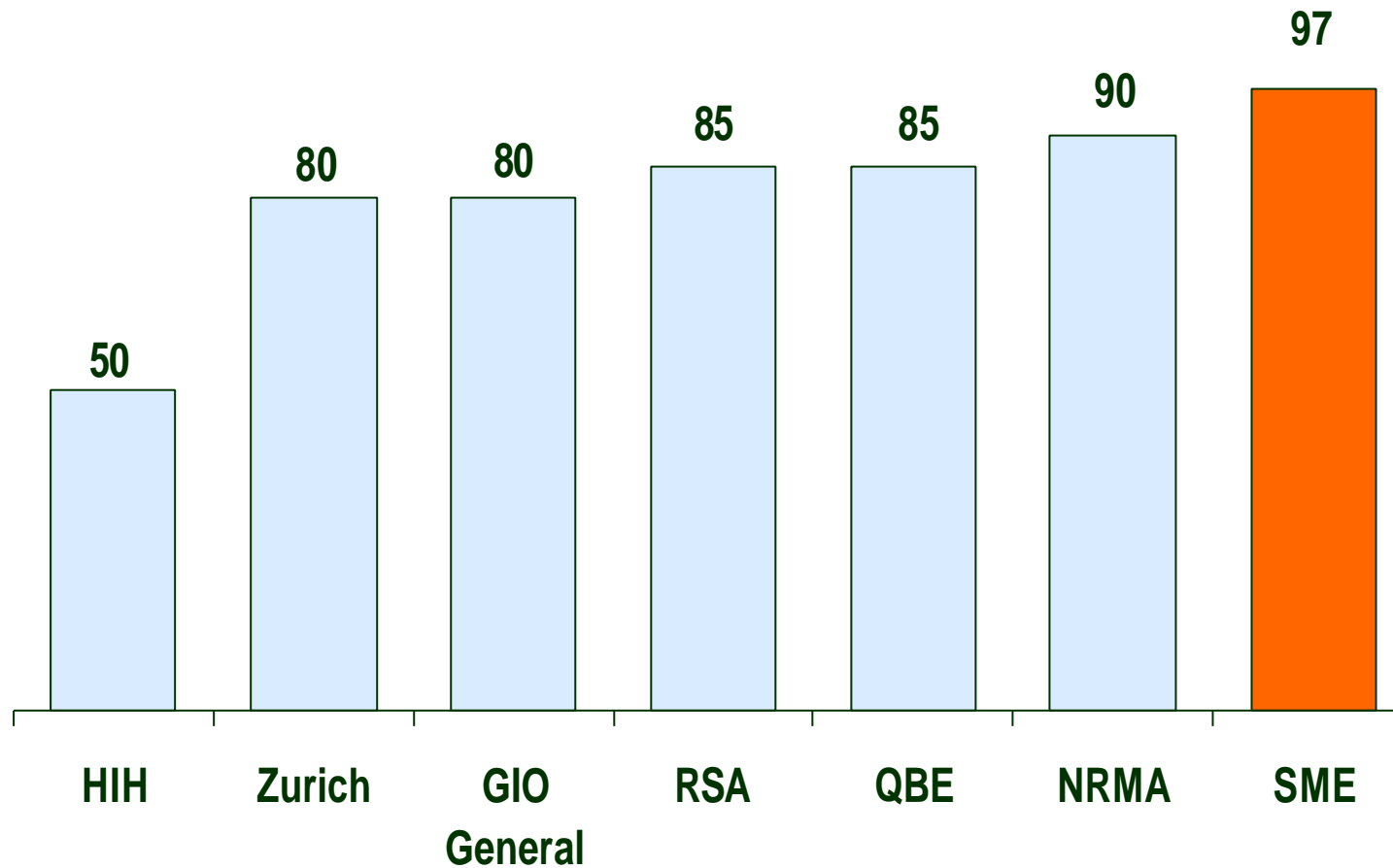


Source for competitors: KPMG Insurance Industry Survey 2000. Jun 99 figures.

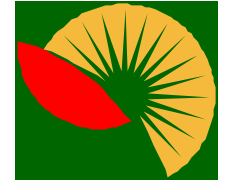
Confidence Interval



(% probability that provisions are sufficient)

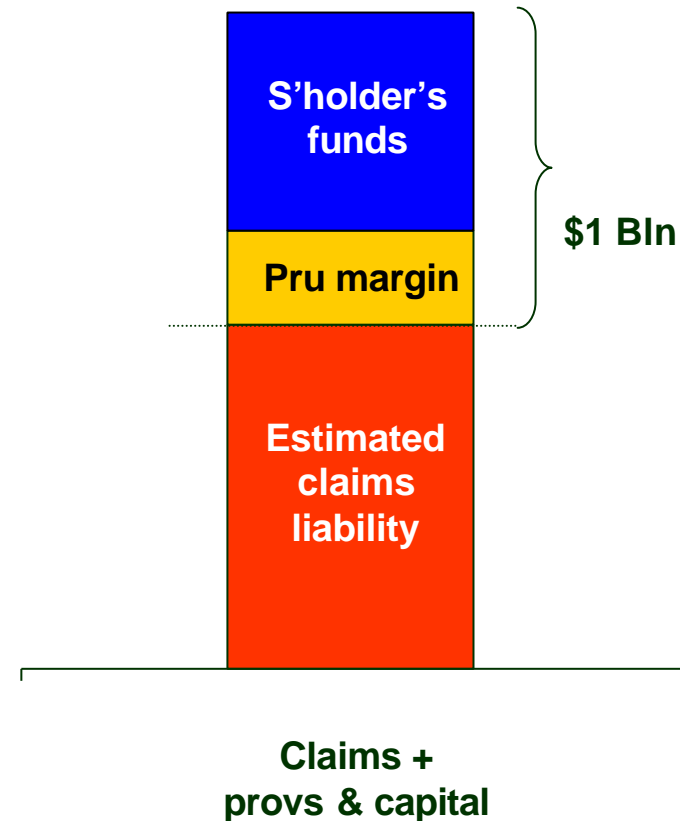


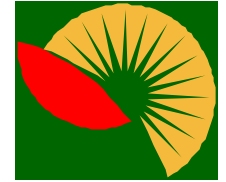
Source: Macquarie Bank



Balance sheet strength

- **Very strong reserves, conservative provisioning**
- **High solvency ratio in general insurance company (2.67 times APRA minimum)**
- **27% prudential margin**
- **10% capital adequacy ratio in bank**

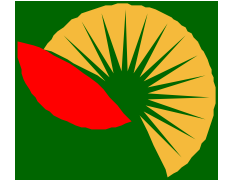




Goals Going Forward

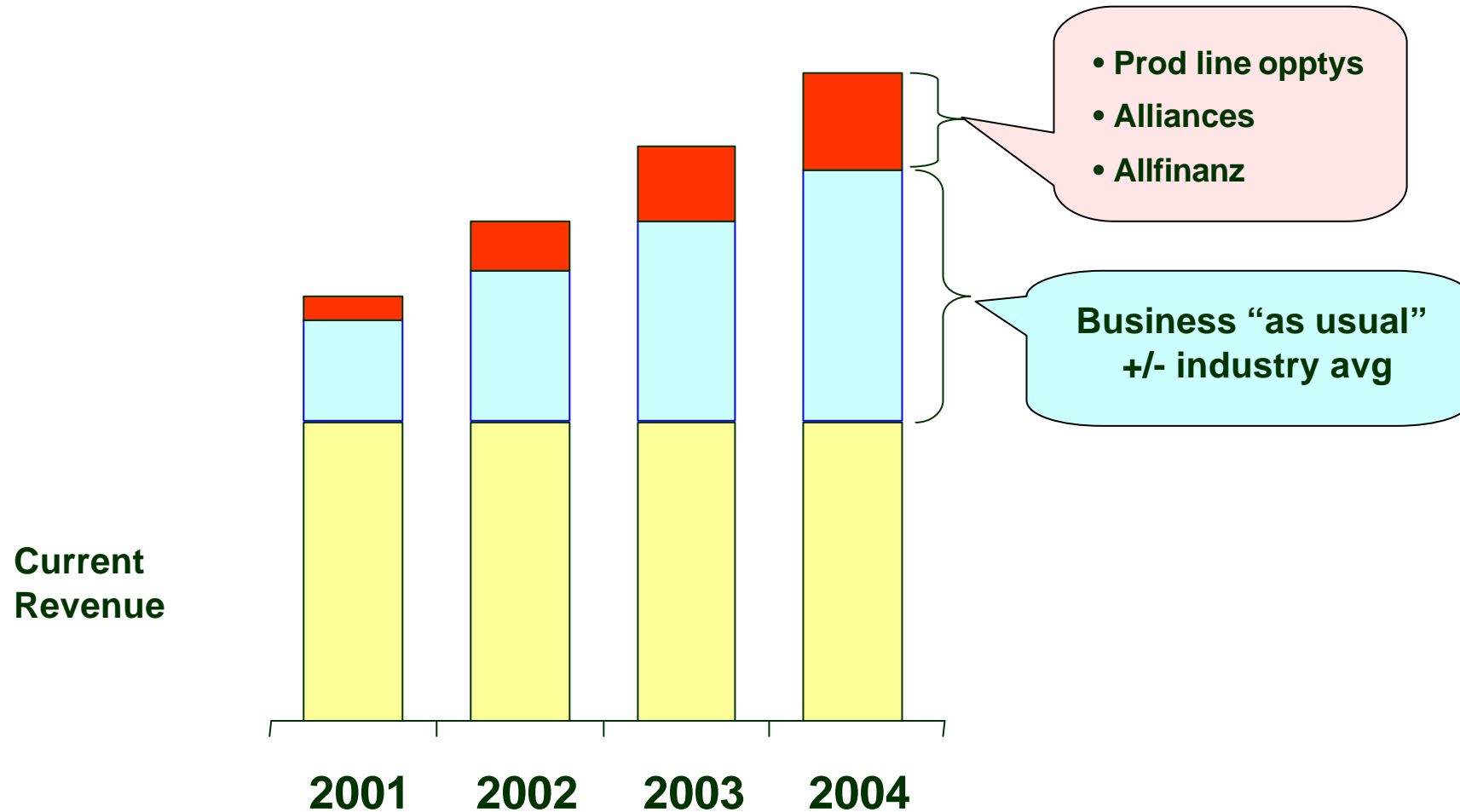
- Grow Revenue faster than industry
 - % will vary by line of business
- #1 in Customer Satisfaction in each LOB
 - killer initiatives & CVA
- Improve Productivity 5~10% p.a.
 - work outs, CI & Six Sigma
- World-Class Employee Satisfaction

ROE and EPS growth in top third of peers

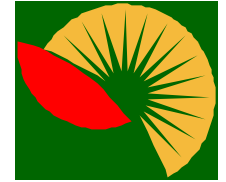


Three Avenues for Extra Growth

(Illustrative)



Is Allfinanz...

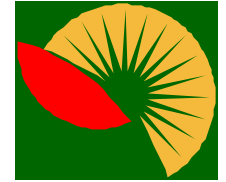


- **A value proposition to customers?**

or

- ✓ **A business strategy with competitive advantages**

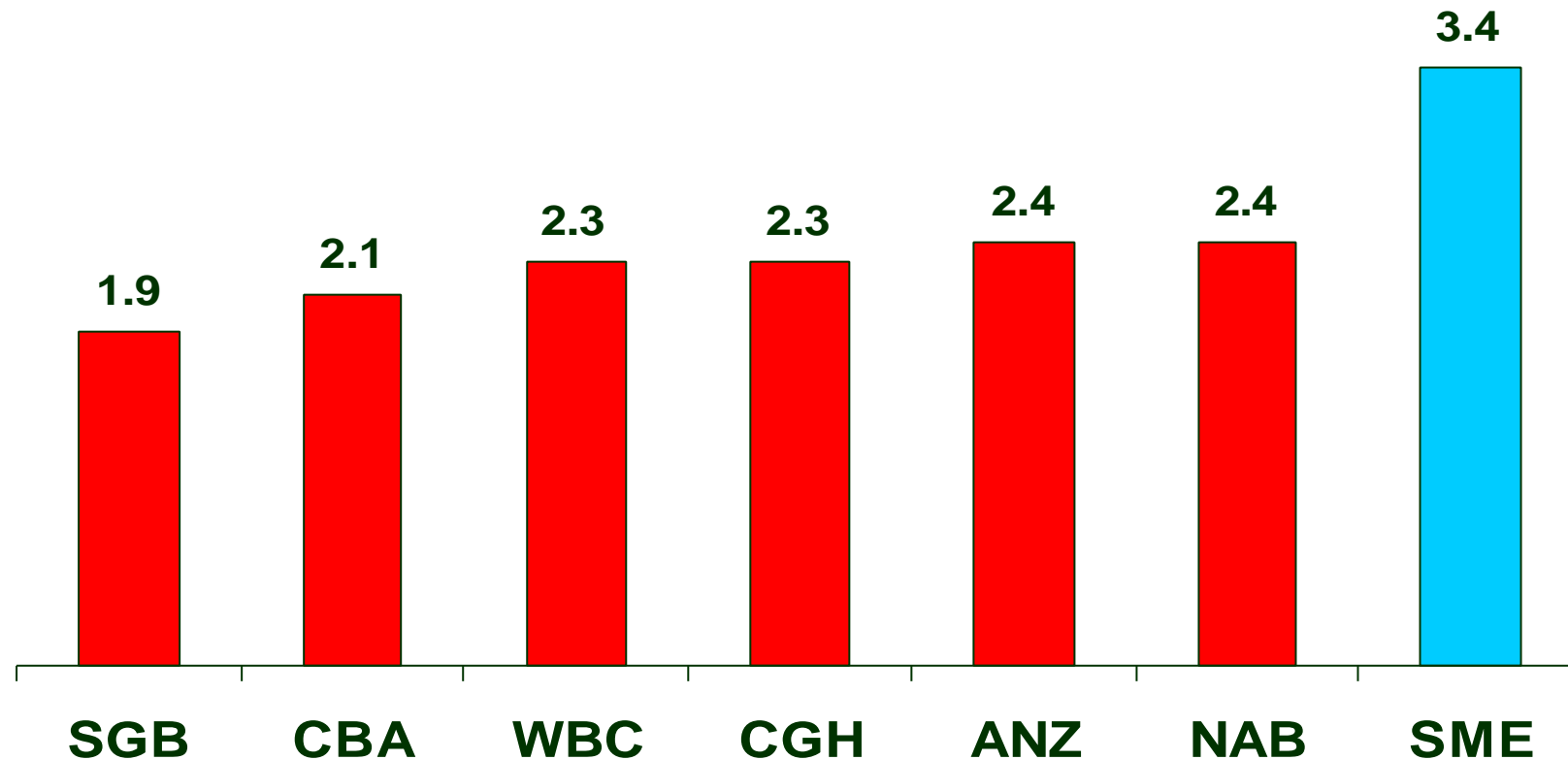
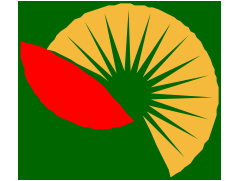
Allfinanz competitive advantage



- **Synergies in operations**
- **Lower cost of new sales**
- **Lower cost for ongoing service**
- **Higher customer retention**

Leader in Cross Selling

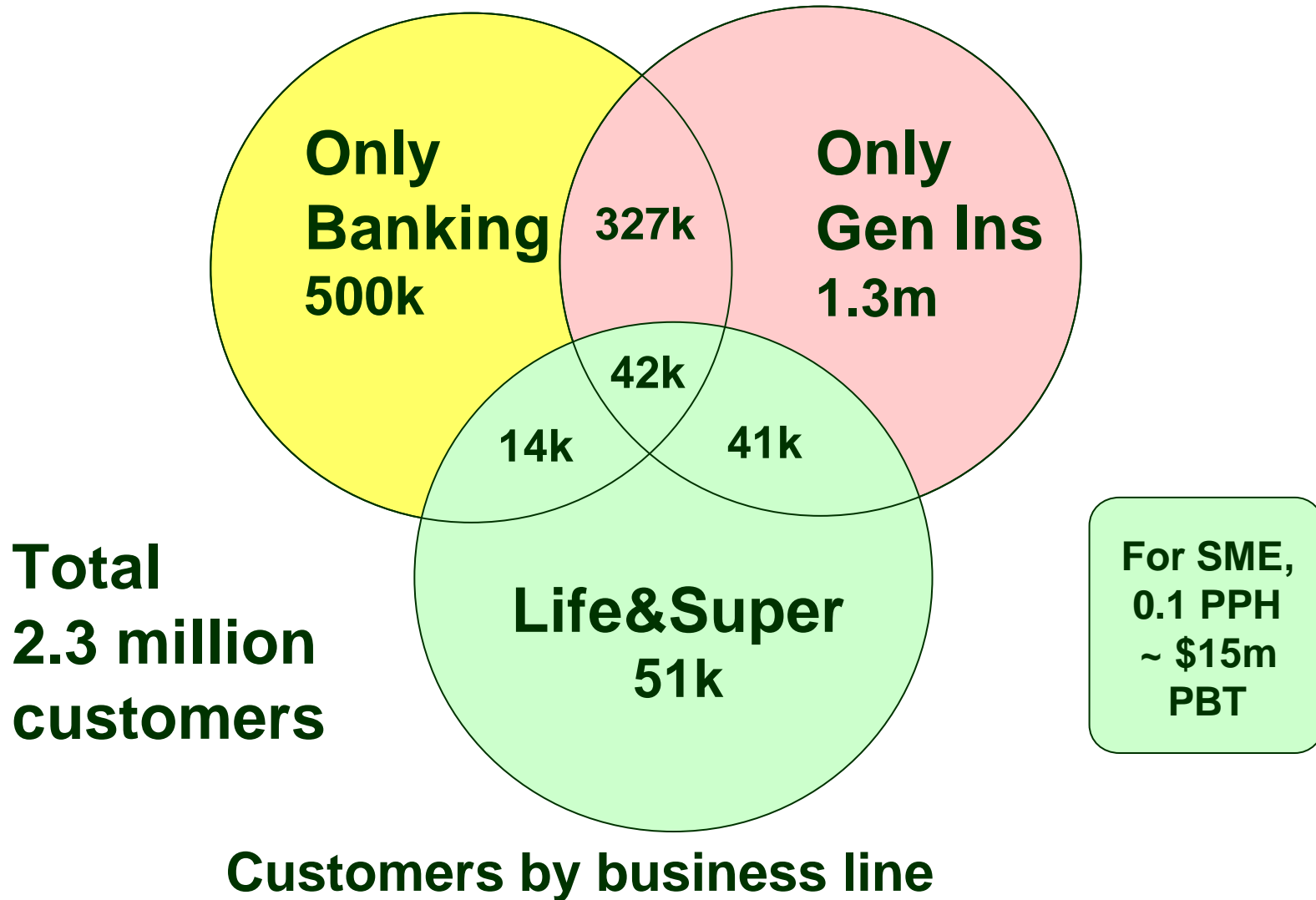
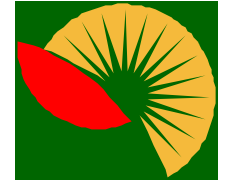
Products per “main bank” customer

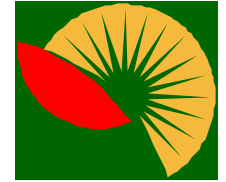


*SGB includes Advance, Bank SA; WBC includes Bank of Melb, Challenge, AGC; ANZ includes Town & Country, Esanda; CGH includes Colonial State Bank, First State Funds Management, Prudential, Legal & General, Trust Bank; CBA excludes CGH; NAB excludes MLC.

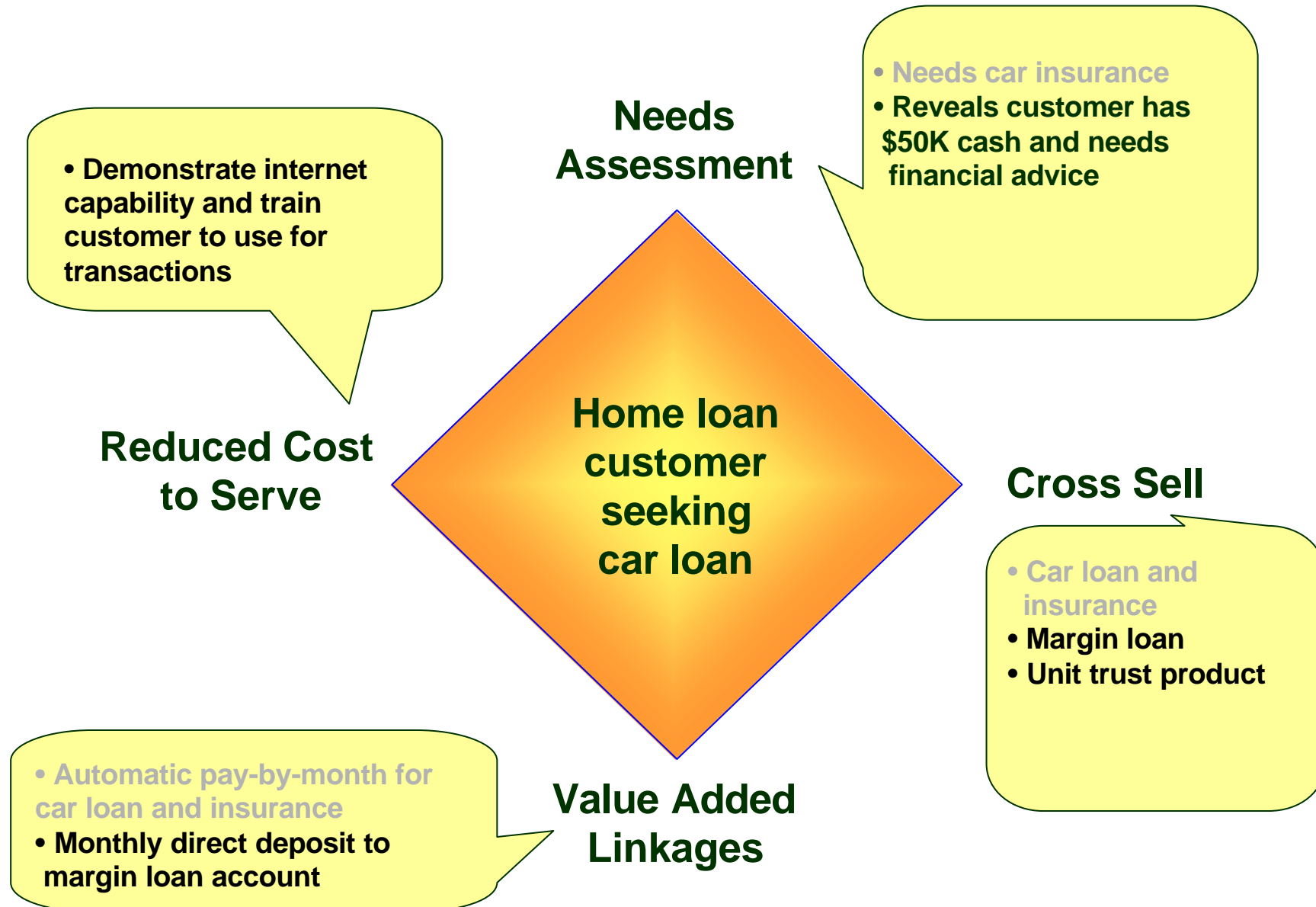
Roy Morgan Research

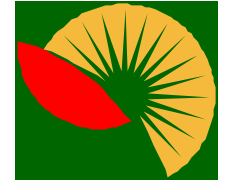
Cross-sell potential





Diamond Example



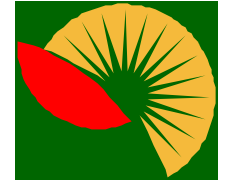


Goals Going Forward

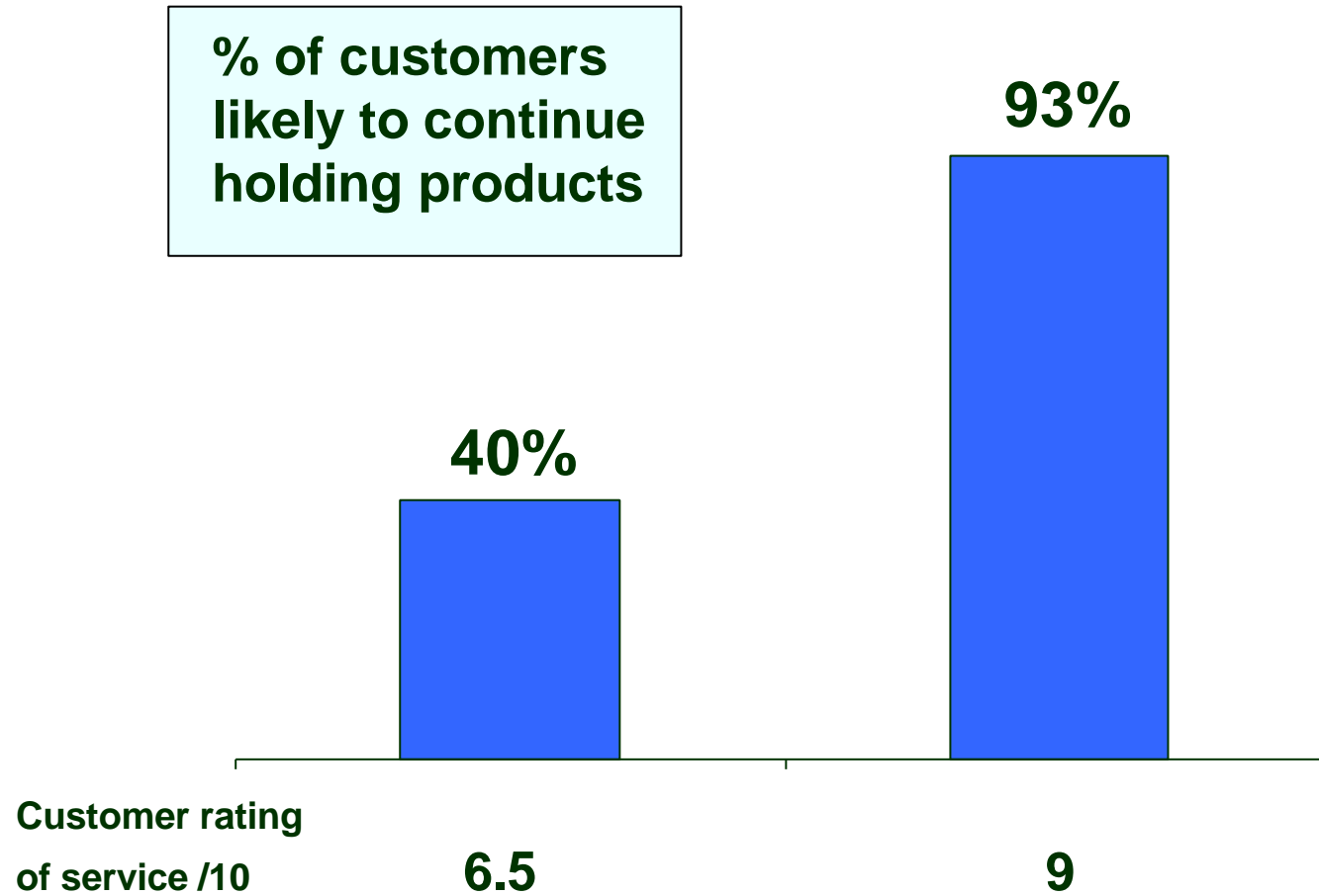
- Grow Revenue faster than industry
 - % will vary by line of business
- **#1 in Customer Satisfaction in each LOB**
 - killer initiatives & CVA
- Improve Productivity 5~10% p.a.
 - work outs, CI & Six Sigma
- World-Class Employee Satisfaction

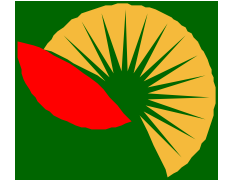
ROE and EPS growth in top third of peers

Customer satisfaction



Car Insurance example





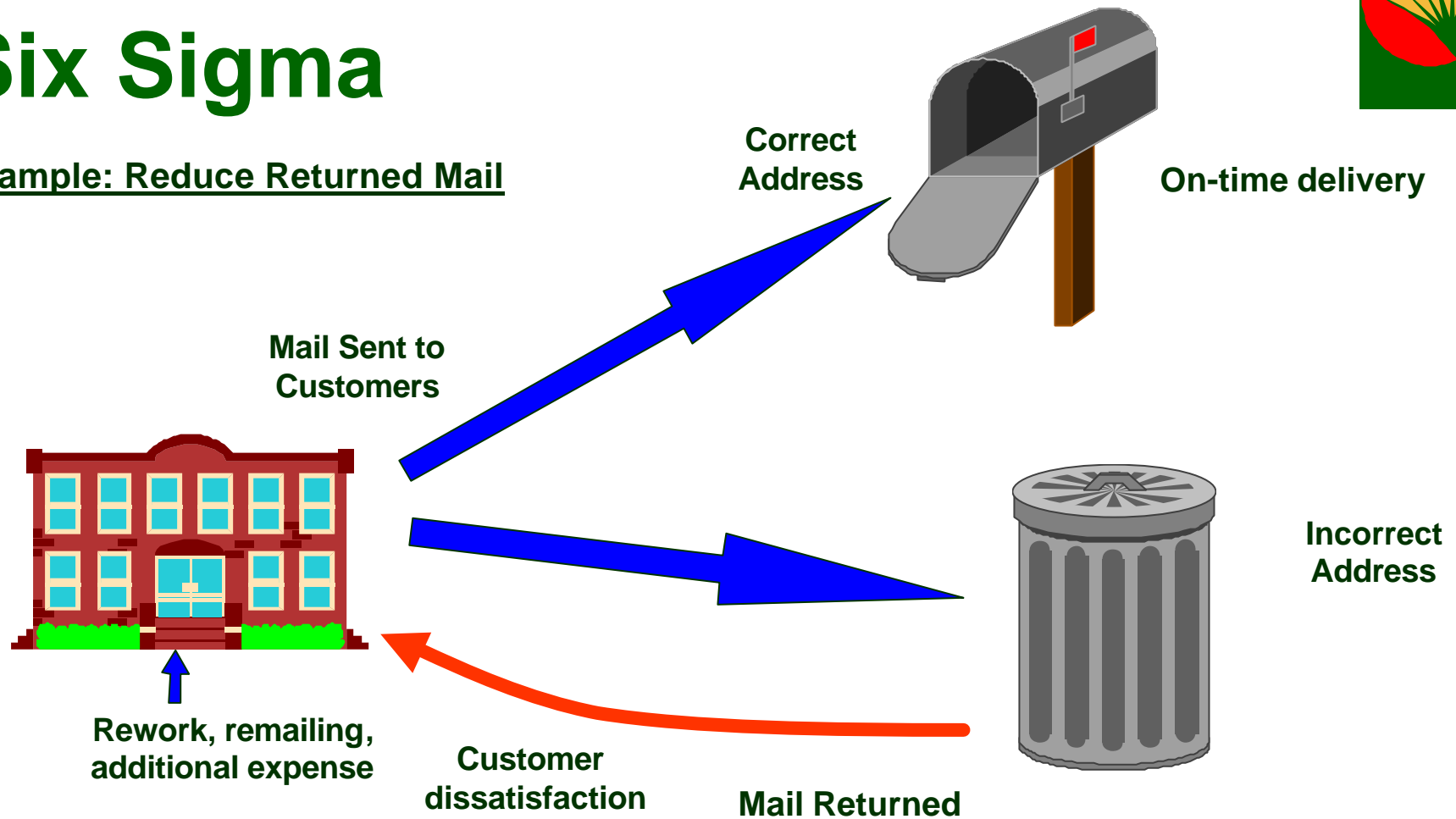
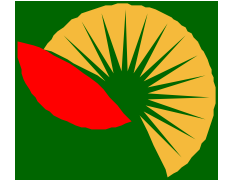
Goals Going Forward

- Grow Revenue faster than industry
 - % will vary by line of business
- #1 in Customer Satisfaction in each LOB
 - killer initiatives & CVA
- **Improve Productivity 5~10% p.a.**
 - work outs, CI & Six Sigma
- World-Class Employee Satisfaction

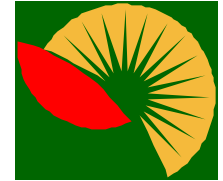
ROE and EPS growth in top third of peers

Six Sigma

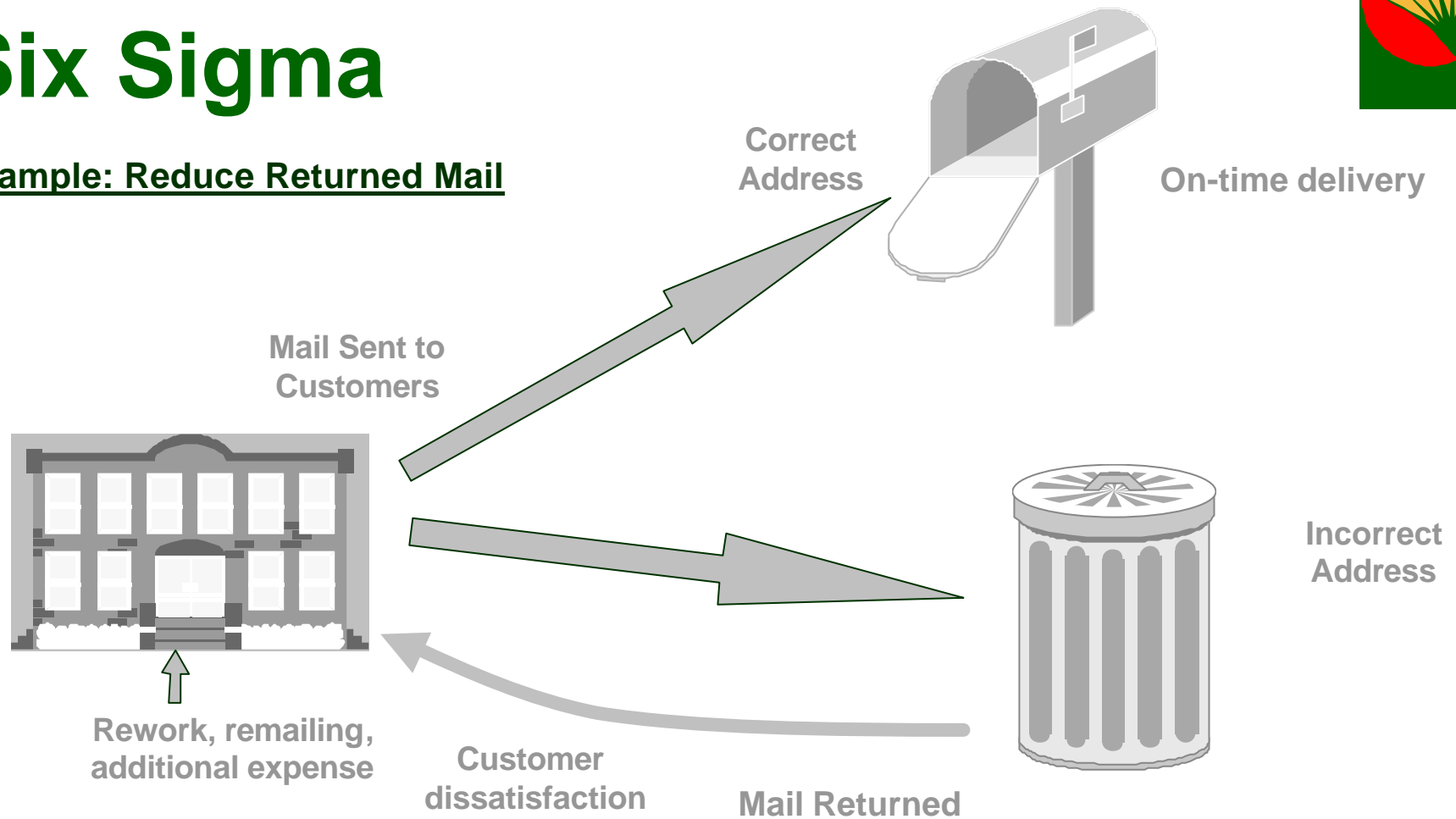
Example: Reduce Returned Mail



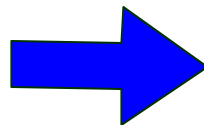
Six Sigma



Example: Reduce Returned Mail

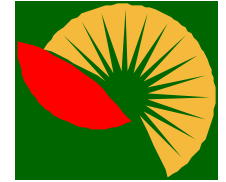


Six Sigma reduces defect rate by 70%



Produces savings of \$263K p.a.

- **Quantifiable bottom-line benefits ~ \$ 250 K p.a. per project**
- **Finite timeframe - 4 to 6 months per project**



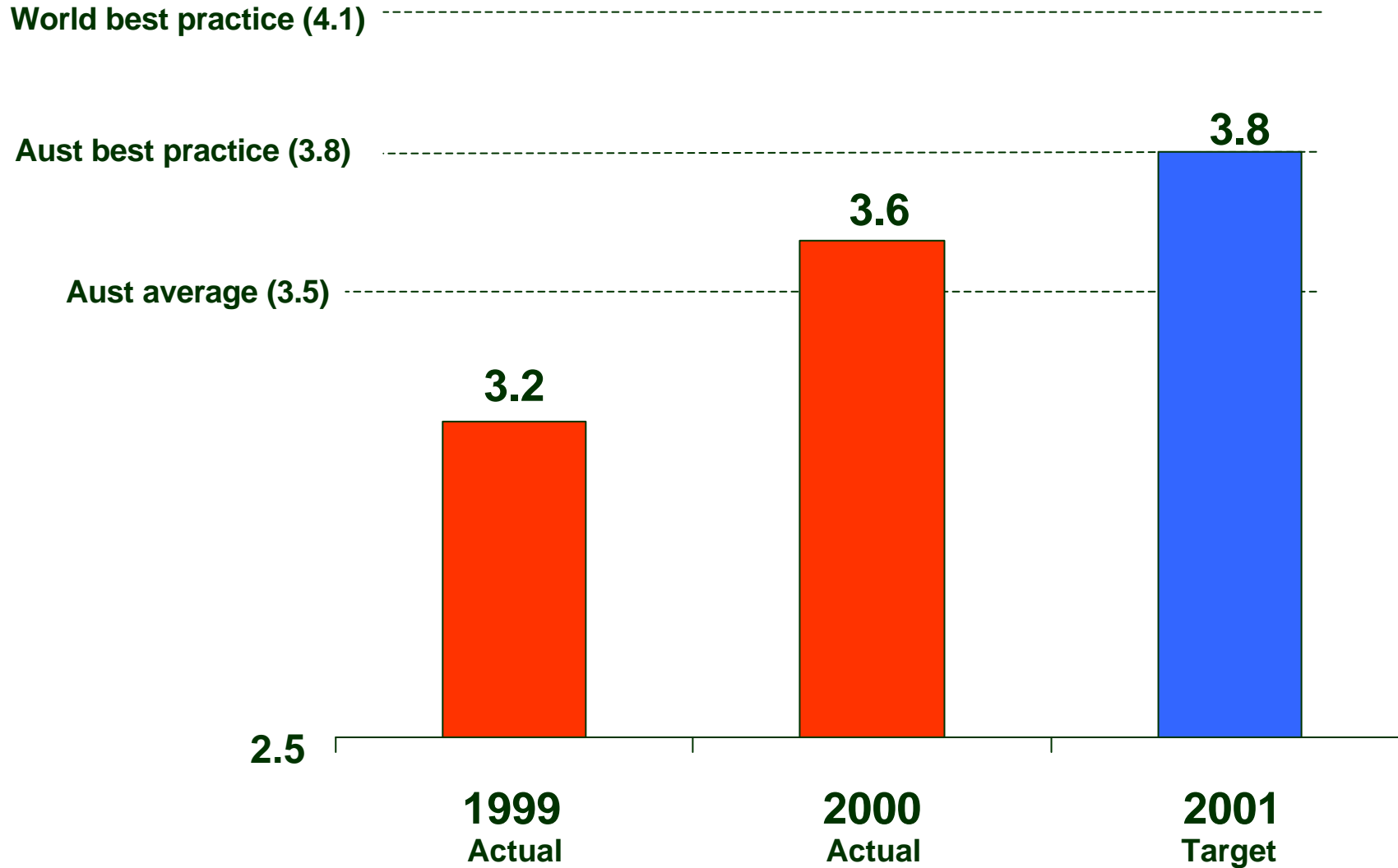
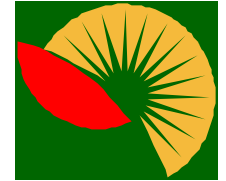
Goals Going Forward

- Grow Revenue faster than industry
 - % will vary by line of business
- #1 in Customer Satisfaction in each LOB
 - killer initiatives & CVA
- Improve Productivity 5~10% p.a.
 - work outs, CI & Six Sigma
- **World-Class Employee Satisfaction**

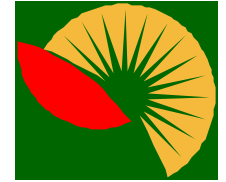
ROE and EPS growth in top third of peers

Employee Satisfaction

Survey results



In Closing



- **Successful merger has built a strong base**
- **Significant opportunities for ‘above system’ growth**
- **Key to strategies the execution, vs “the idea”**
- **Proven approaches from SME merger & industry being applied**