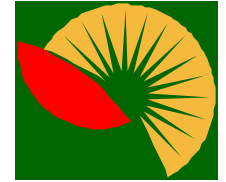


SUNCORP METWAY LTD

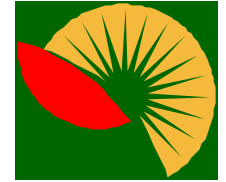
Salomon Smith Barney Conference

6 March 2002

Highlights

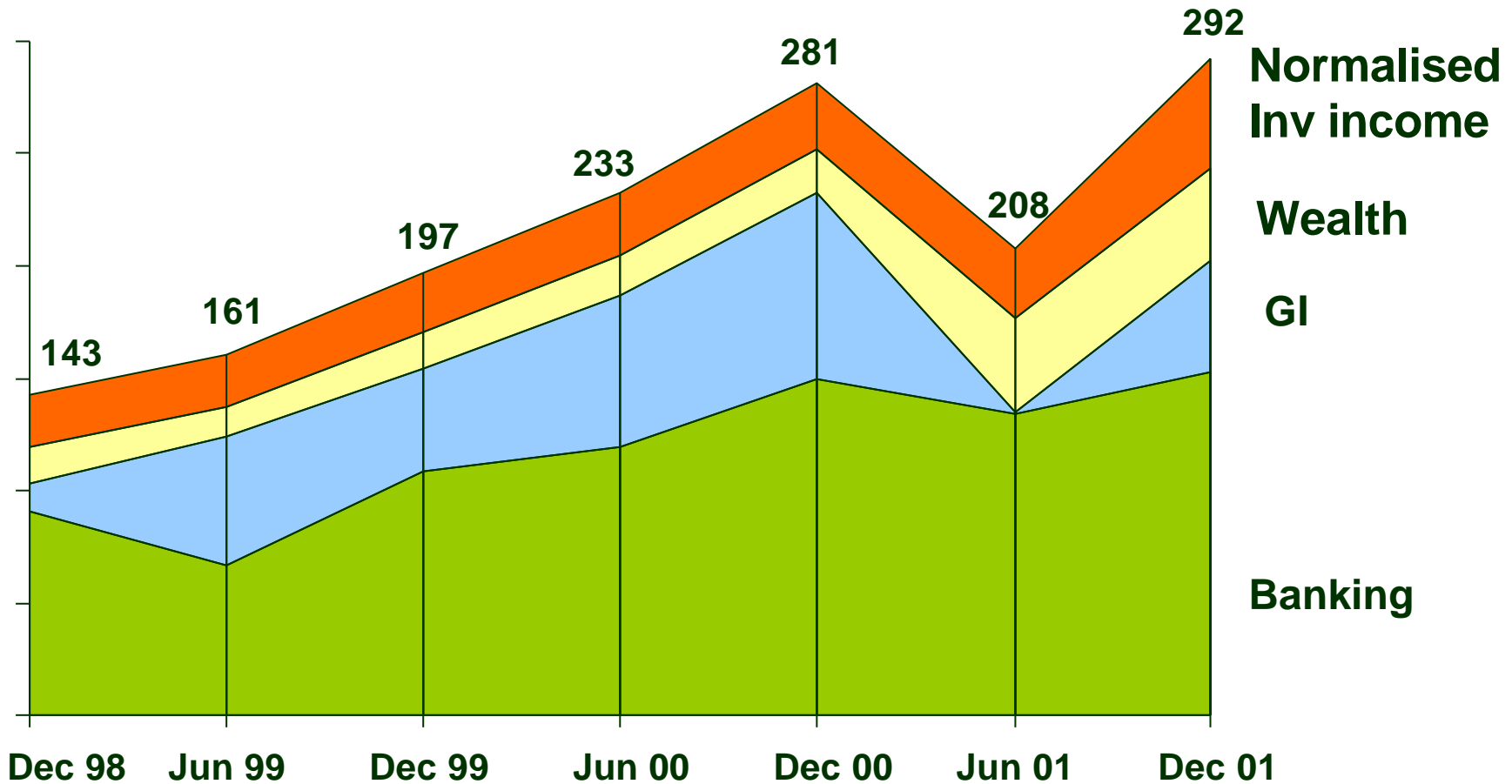


- **NPAT of \$154 million, down due to GIO goodwill and investment returns**
- **Satisfactory underlying profit**
- **GIO integration proceeding to plan, \$36 million of \$240 million in synergies already achieved**
- **Good sales growth across all business lines**
- **Cost efficiency maintained**
- **Interim dividend increased 1 cent to 25 cents**
- **JV acquisitions completed in January**



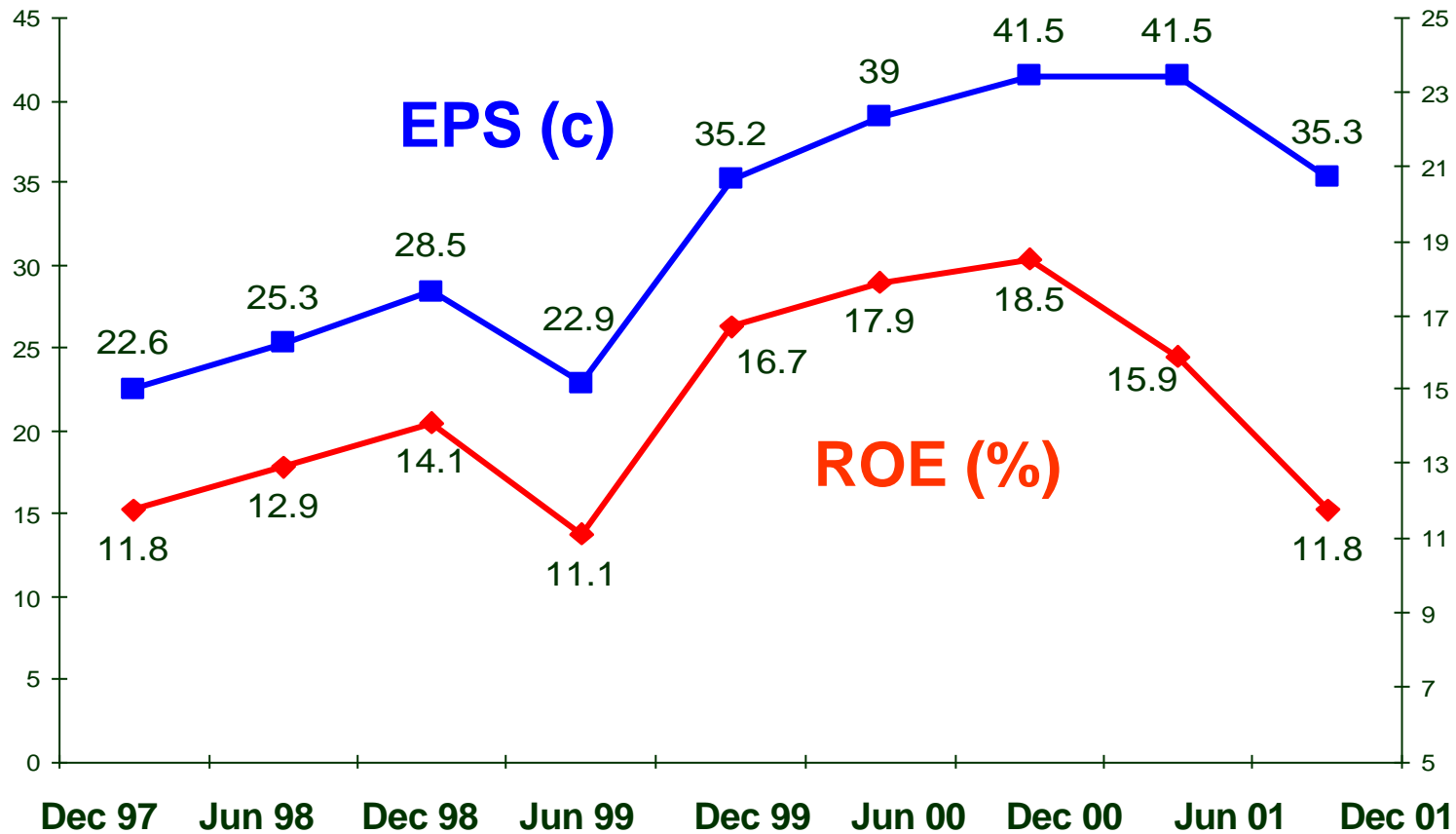
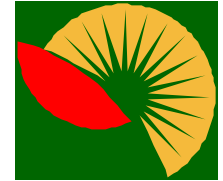
Normalised profit*

(\$millions)



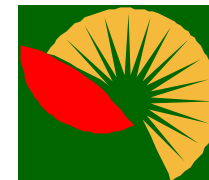
*Profit before tax and goodwill, excluding investment returns on GI shareholders fund
Includes normalised investment return on shareholders funds at 8.5%

Cash EPS & ROE*

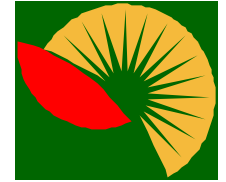


*Earnings before goodwill and Wealth Management embedded value adjustment

Transformation Timeline

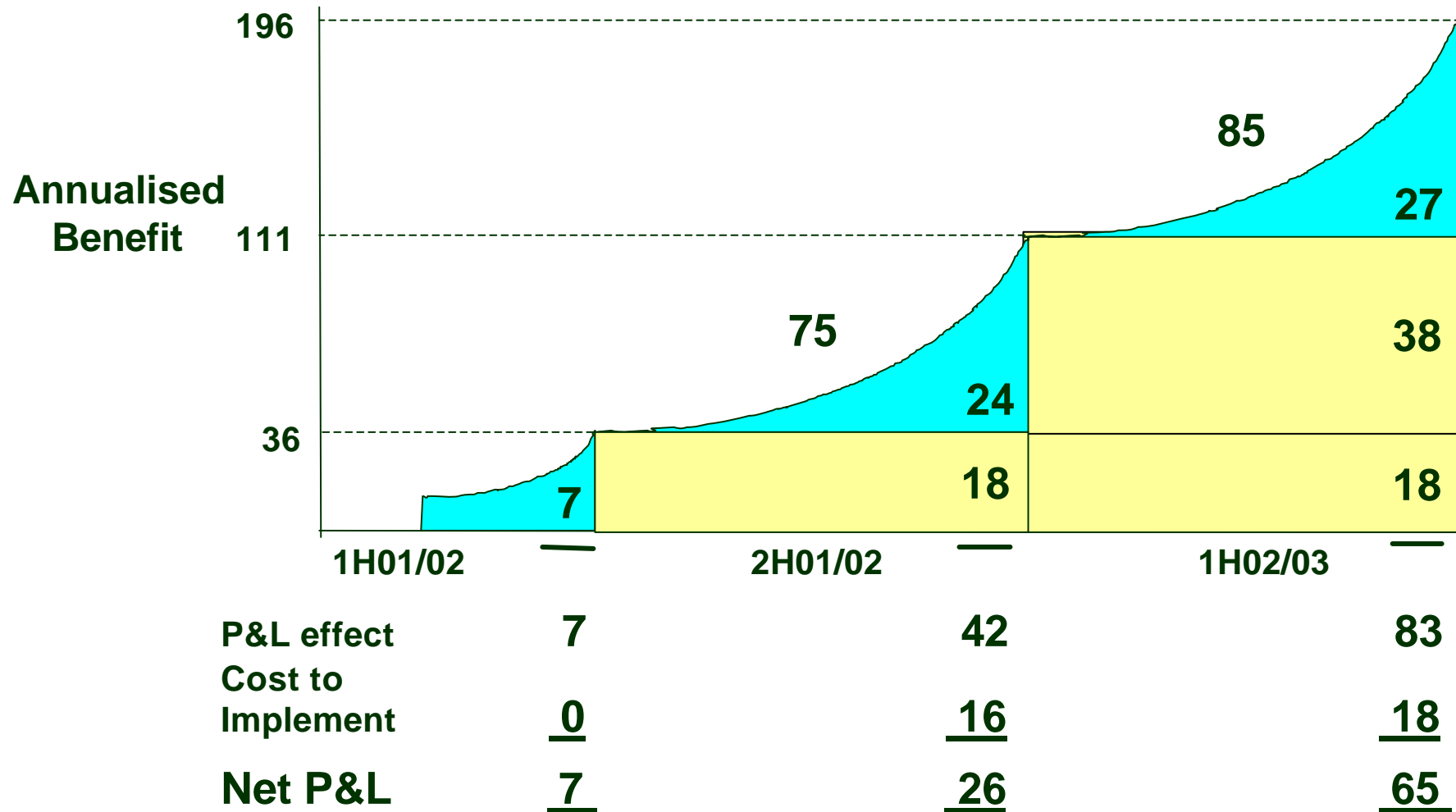


Schedule of Changes	FY 01/02		FY 02/03		TOTAL
	H1	H2	H1	H2	
\$M					
Revenue	0	10	10	15	35
Claims Costs	0	15	15	0	30
Operating Costs	36	50	60	29	175
	36	75	85	44	240
Implementation costs					
Expensed (0-3 yrs)	0	16	18	26	60
Capitalised in Goodwill	7	40	32	21	100
	7	56	50	47	160

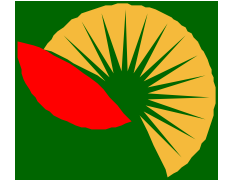


Transformation P&L impact

(\$millions)



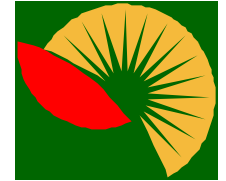
Synergies in Context



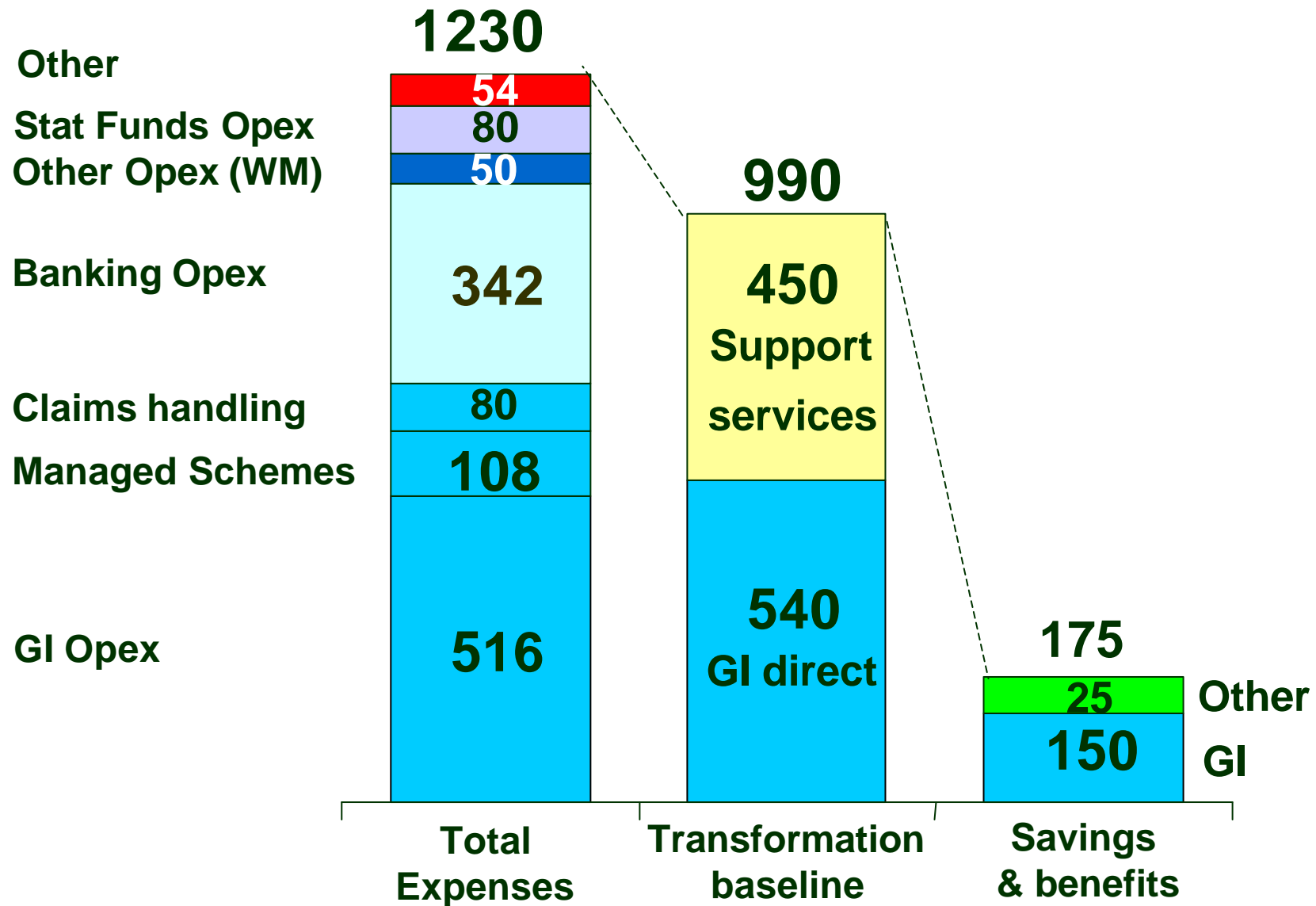
\$Millions

	Projected Base	Projected Improvements	%	Source
Operating Costs*	990	175	18	Rationalisation, scale and process re-engineering
Claims	1320	30	2.2	Purchasing, recoveries and leakage
Revenue	1950	35	1.8	Price Increases over market movement (X-sell not included)
*Includes GI costs and group support areas, eg. IT Finance, Services				

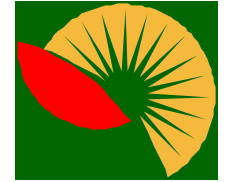
Transformation cost baseline



(\$ Millions)



Transformation changes



Examples of Ideas Implemented in 1H

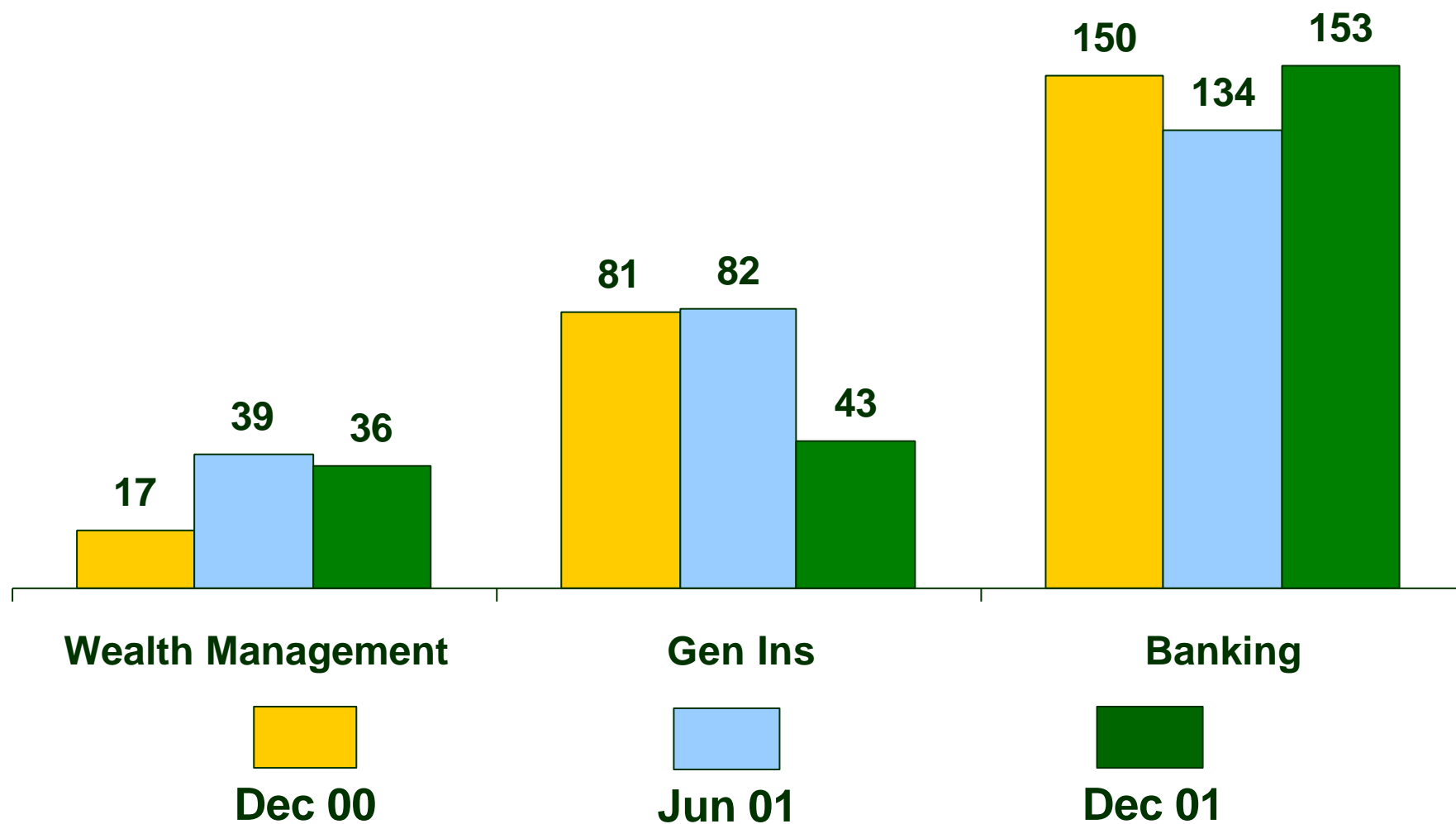
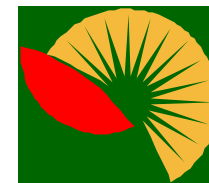
- Re-negotiation of Group Telecoms contract
- Insource GIO Investment management
- Insource HR and payroll
- Insource facilities management & procurement
- Senior management rationalisation

Ideas Scheduled for 2H

- Combine high level management structures
- Combine support areas: Marketing, Finance, HR, IT, Actuarial
- Insource Mainframe/Midrange systems and management
- Centralise WA, SA, Tas Claims to Melbourne
- Groupwide staff policies (cars, telecommunications etc)

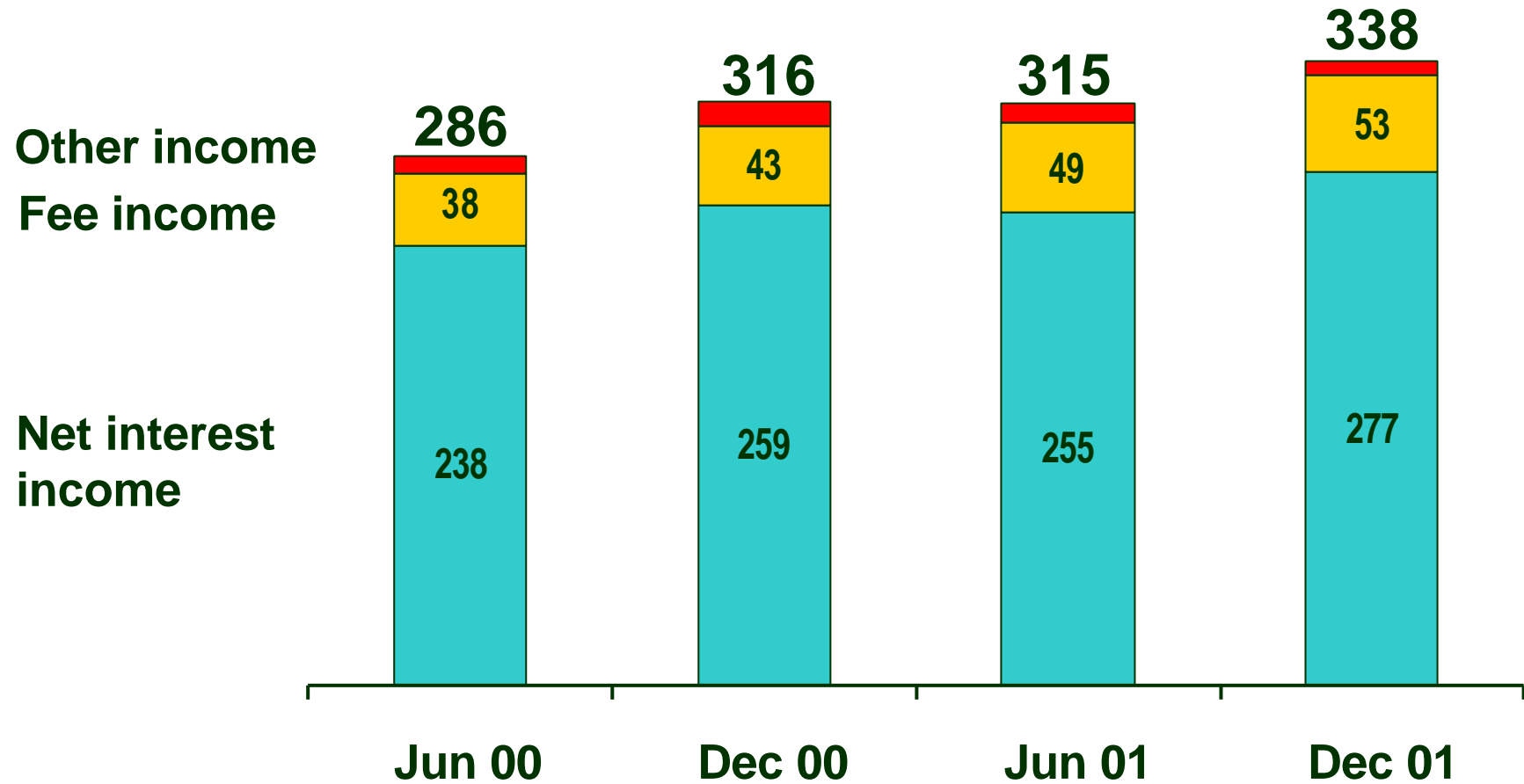
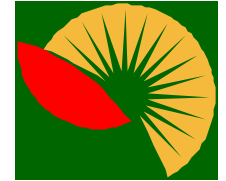
Profit by division

Before goodwill and tax (\$m)

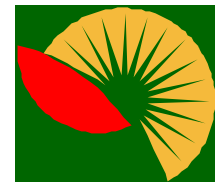


Banking income

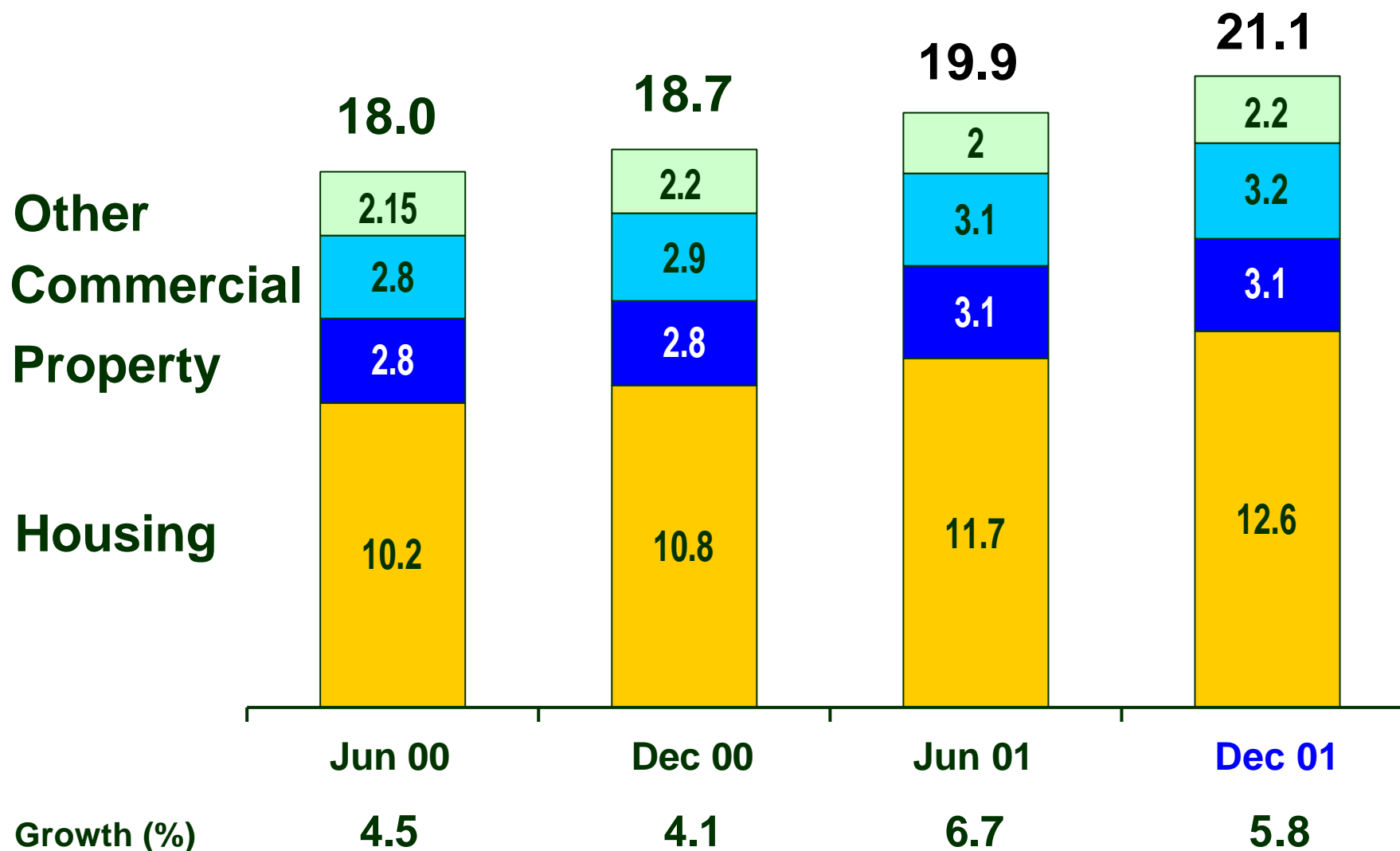
(\$millions)



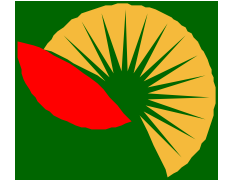
Loan portfolio mix and growth



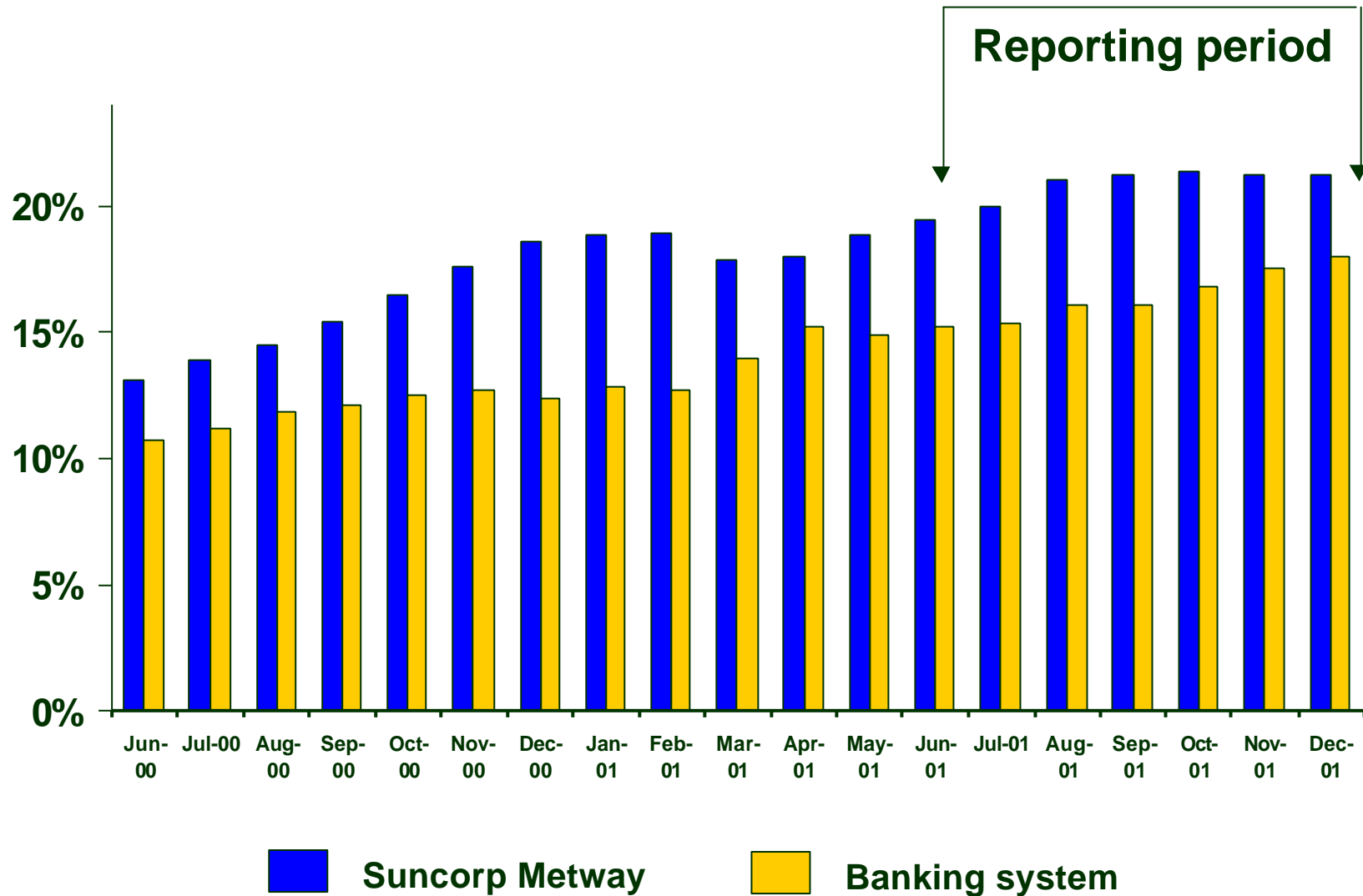
(\$billions)



O/Occupied housing growth

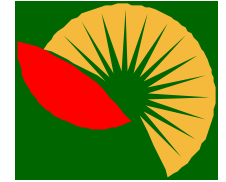


(Annual growth in assets %)

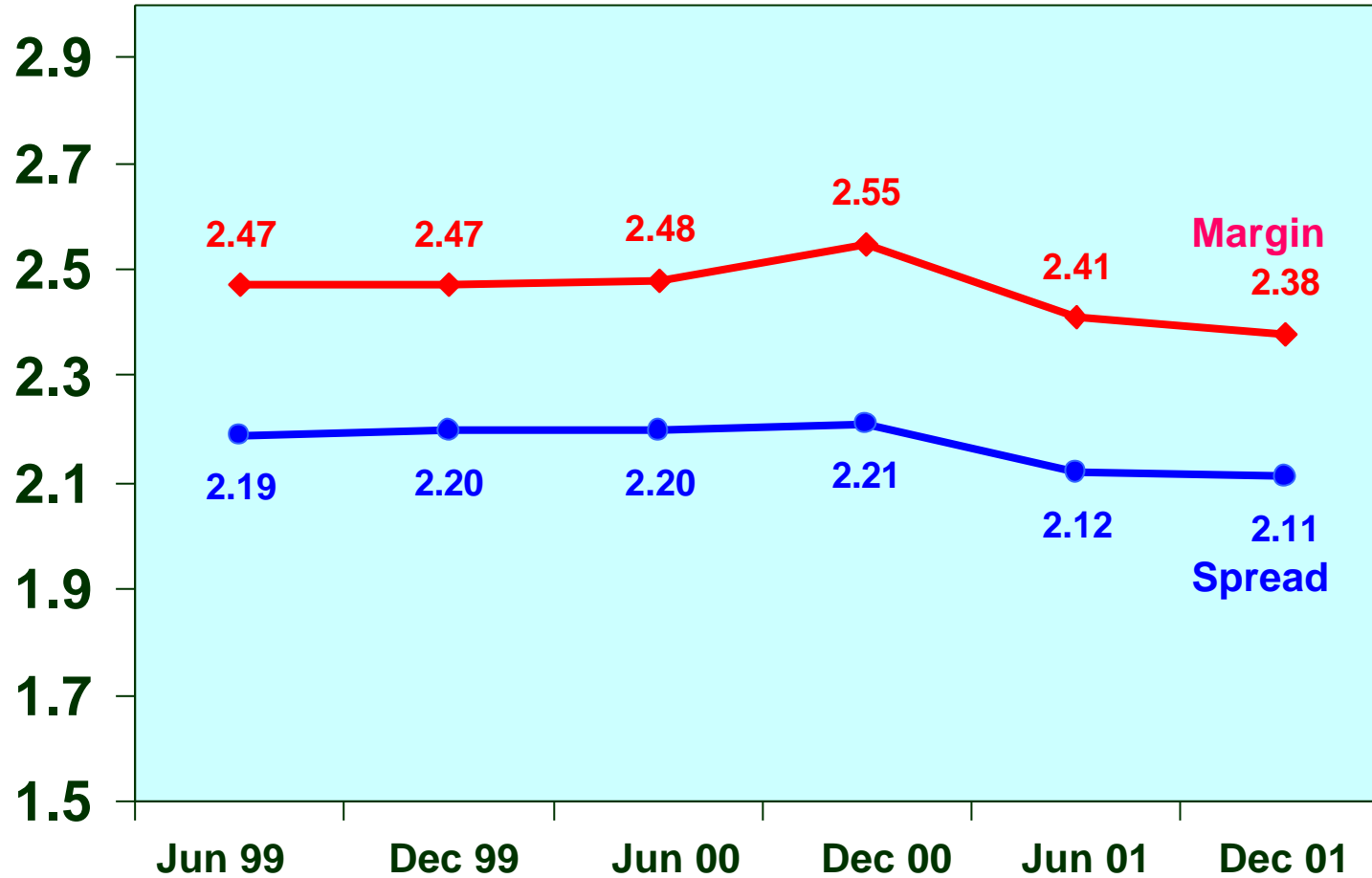


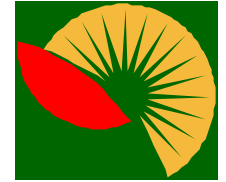
Source: APRA

Net interest margin and spread



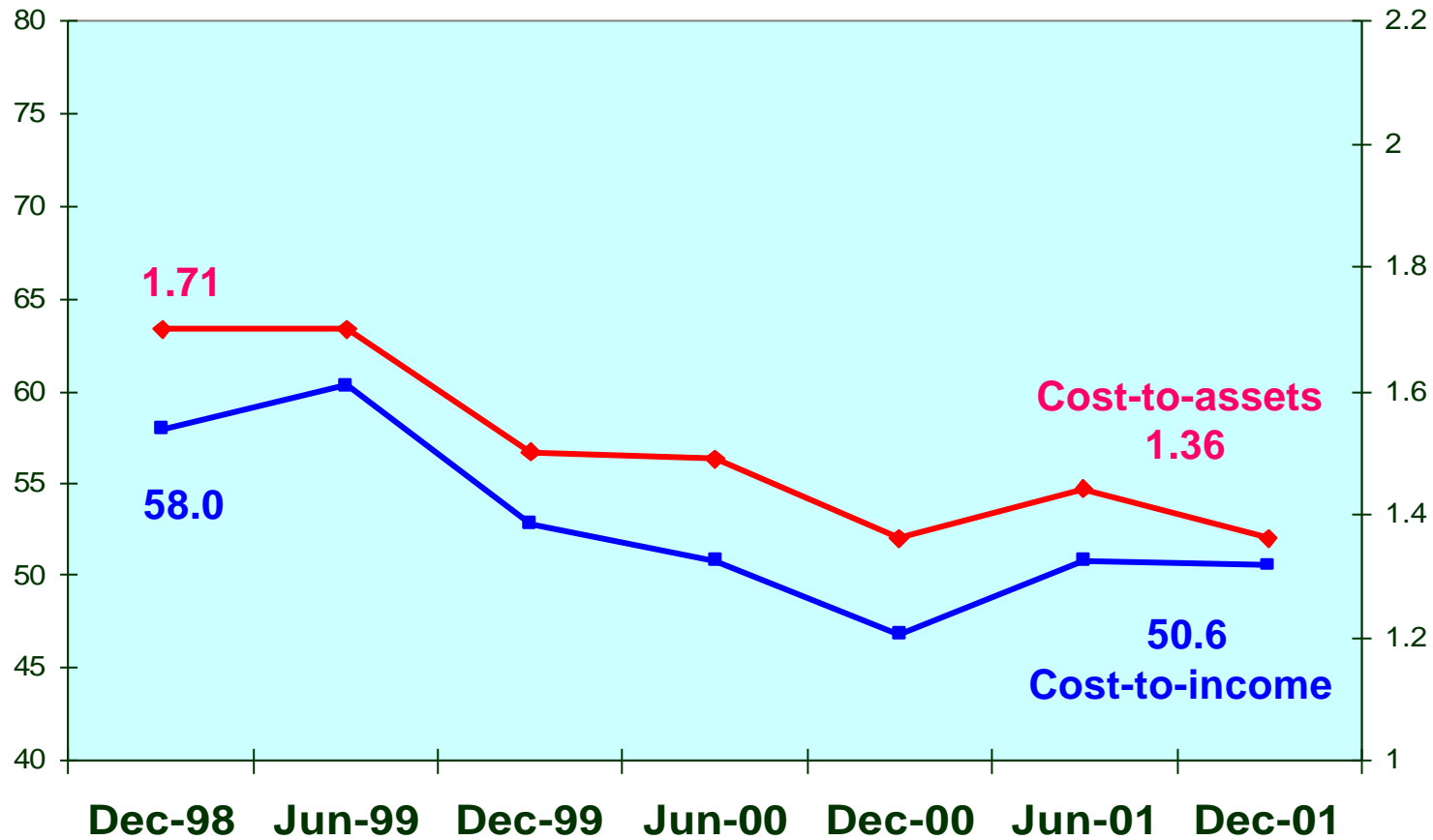
(%)



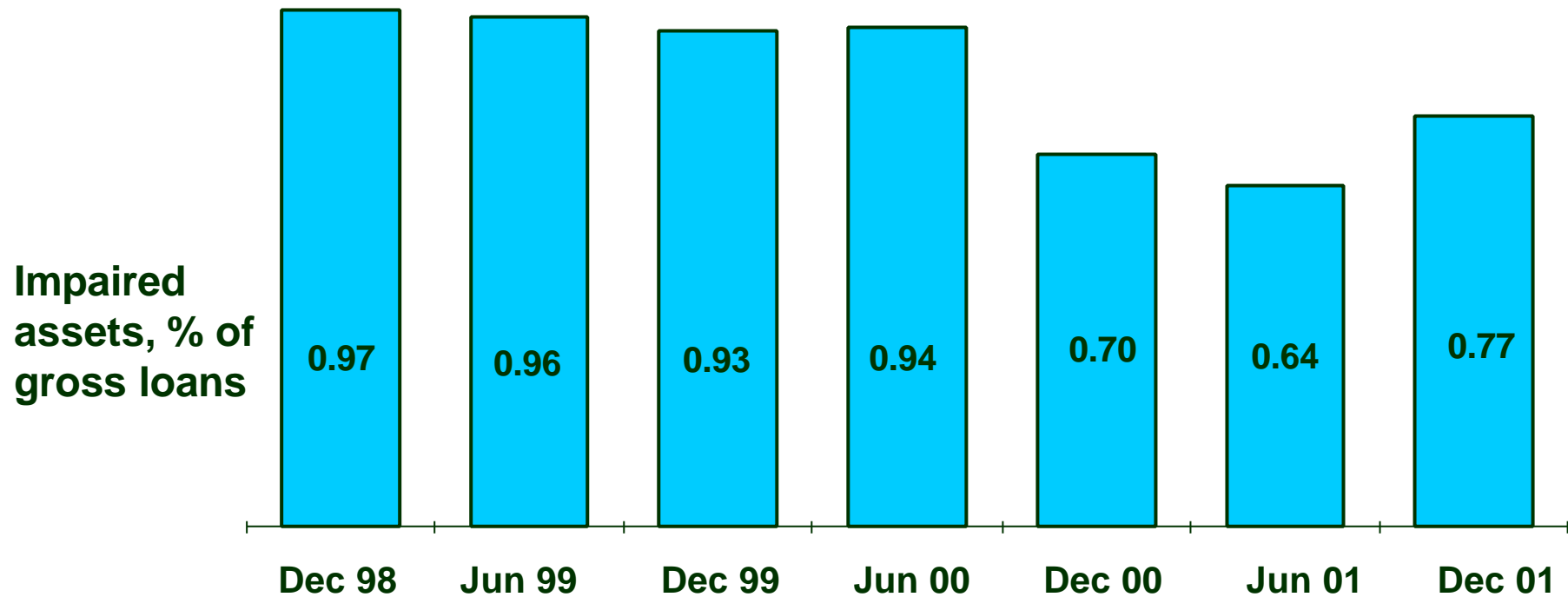
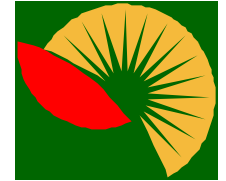


Banking expense ratios

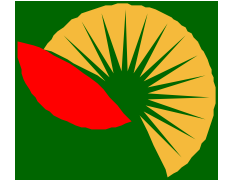
(%)



Asset quality

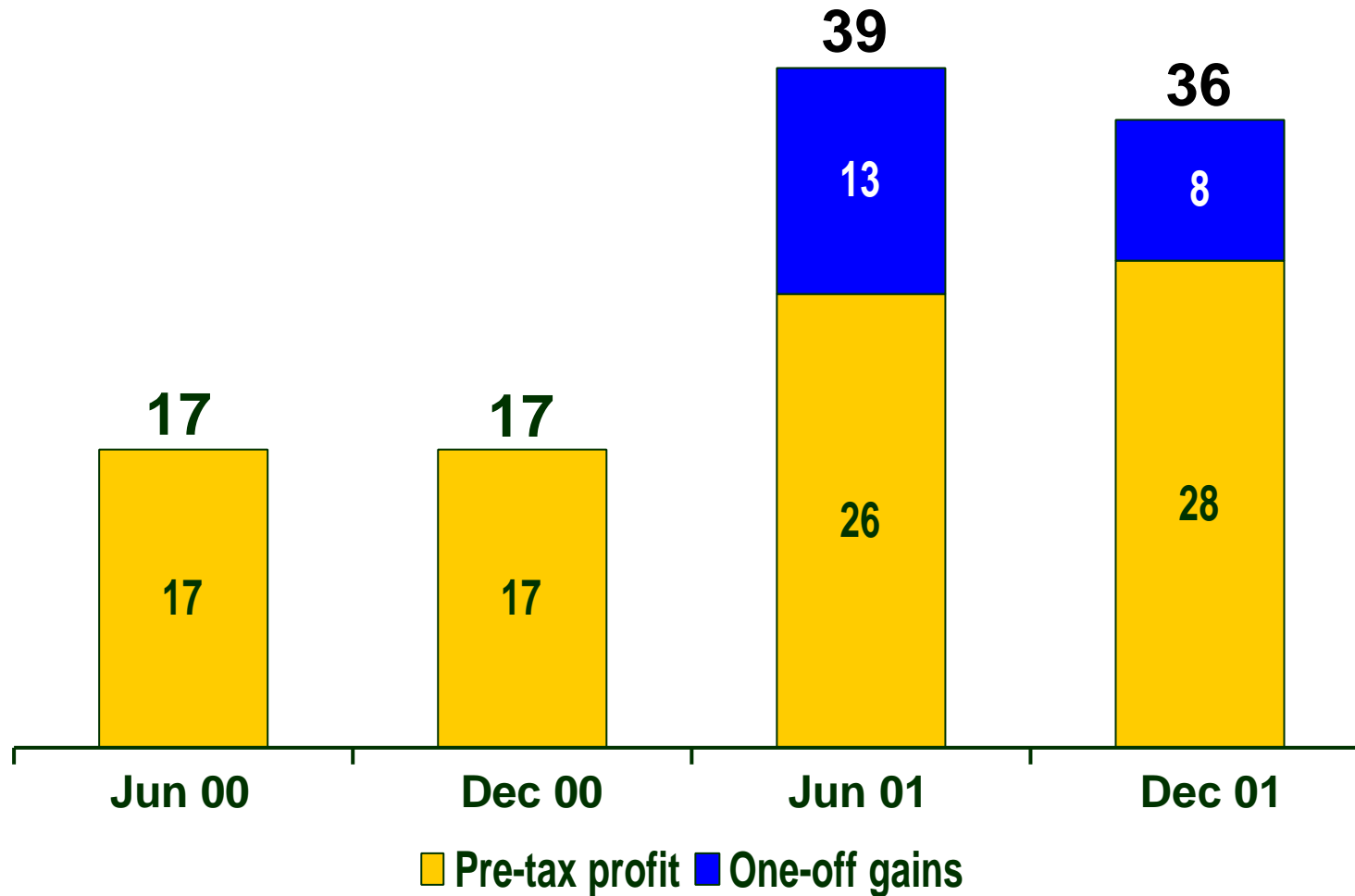


	Dec 98	Jun 99	Dec 99	Jun 00	Dec 00	Jun 01	Dec 01
Non-accrual Loans, net \$m	92	102	107	125	86	81	121
Gen Prov (% of RWA)	0.56	0.55	0.54	0.55	0.62	0.59	0.56

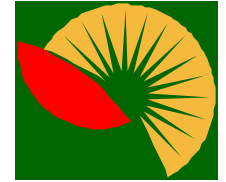


Wealth Management profit

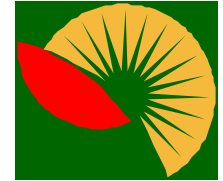
(\$millions)



General Insurance highlights

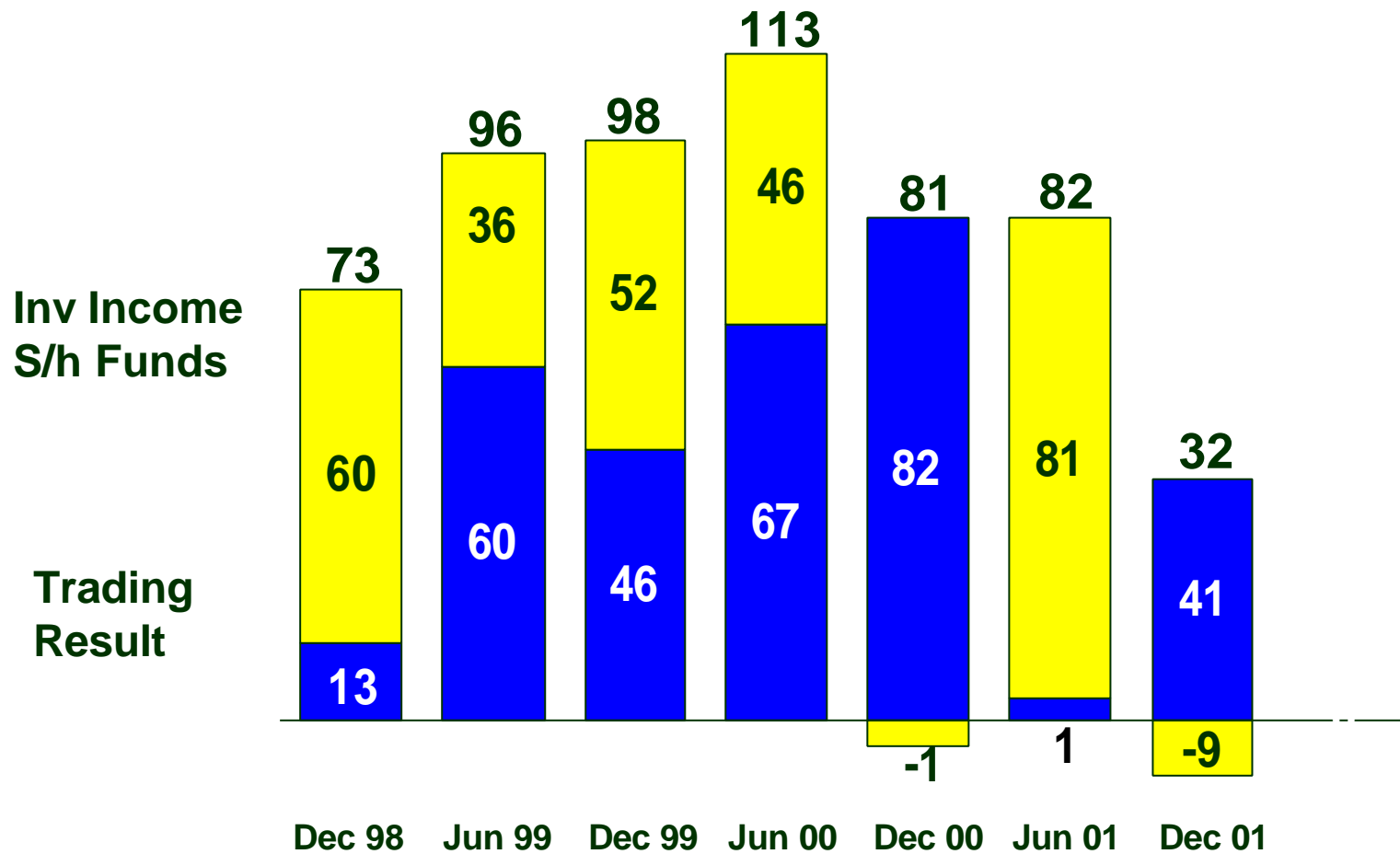


- **GIO integration on track to achieve stated synergies**
- **ITR of 10.2% in SUN business, ex-GIO**
- **Investment returns affected by Sept 11**
- **Rates hardening across classes**
- **Risks in force increased**
- **Provisioning strengthened**

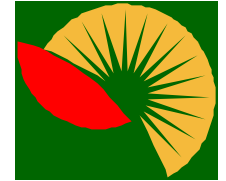


GI pre-tax profit - excl GIO

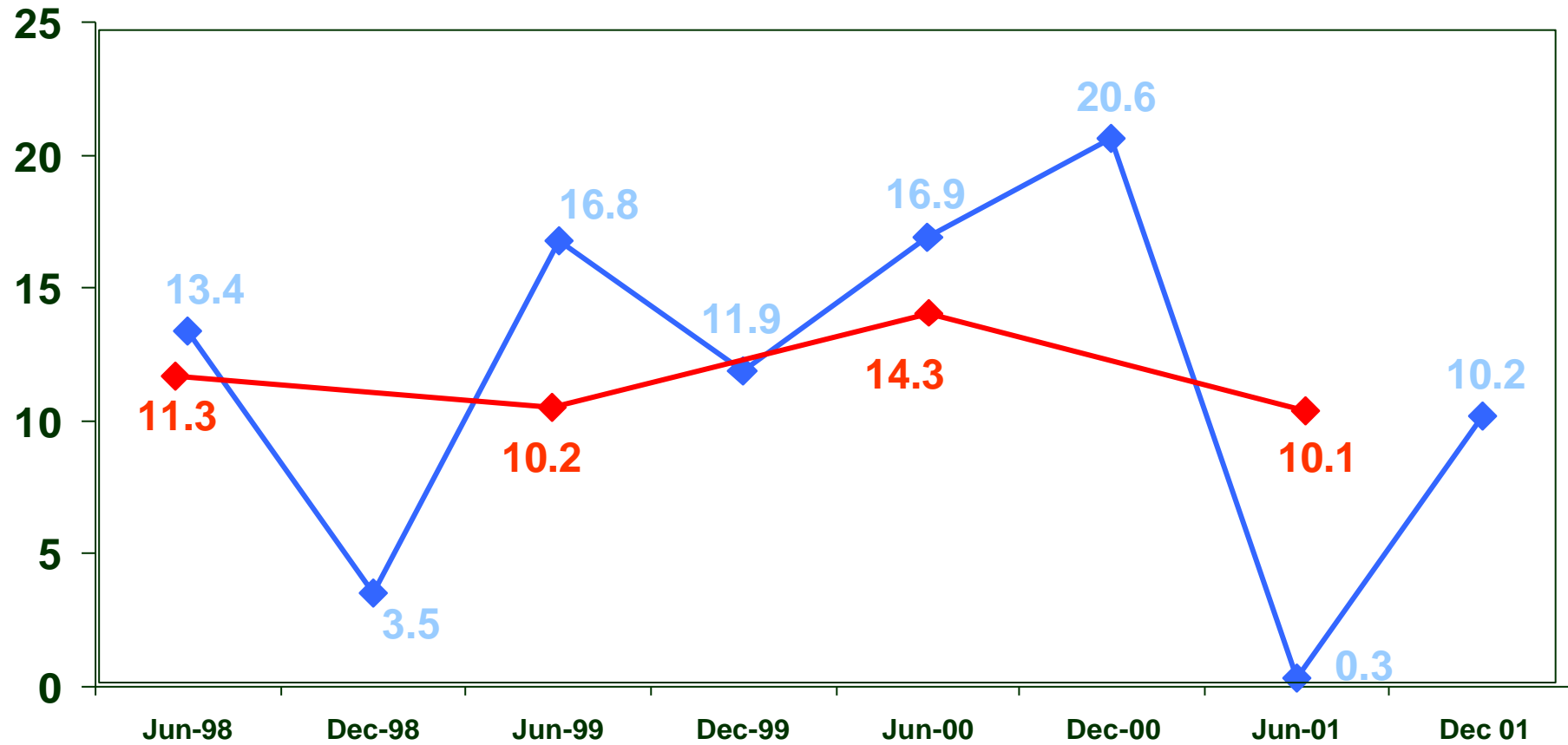
(\$millions)

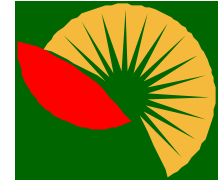


ITR volatility



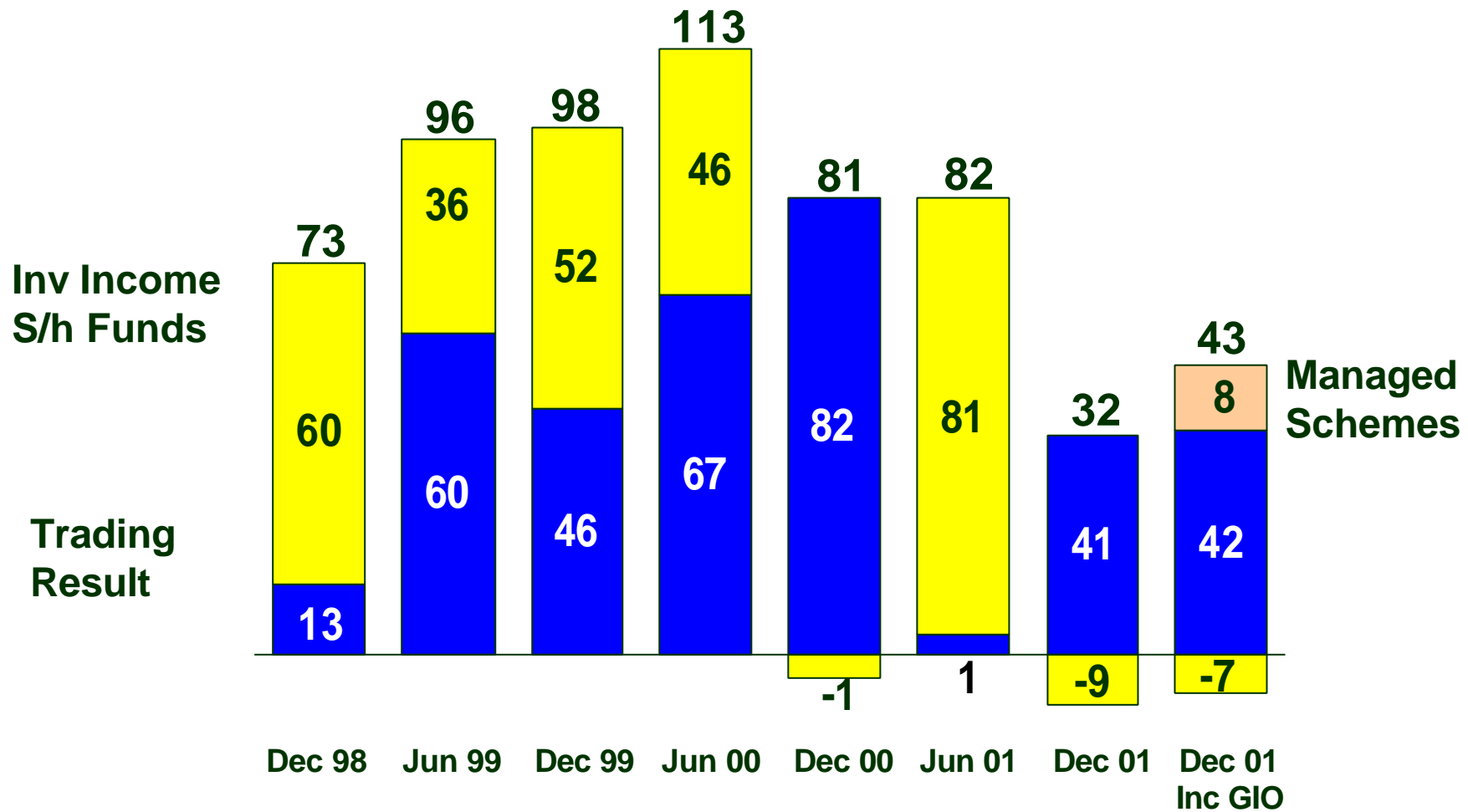
Half yearly ITR (%)



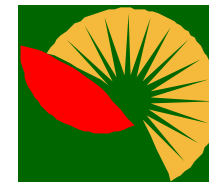


GI pre-tax profit - inc GIO

(\$millions)



GIO Proforma Profit & Loss



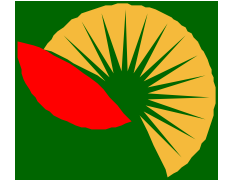
(\$ Millions)	December Year End 2000
Gross Written Premium	1,090
Net Earned Premium (NEP)	950
Underwriting Result (1)	(47)
Investment Income on Technical Reserves	85
Insurance Trading Result (ITR)	38
Investment Income on Shareholder Capital	43
Tax on Investment Income	(21)
Profit/(Loss) After Tax	59
NPAT of Managed Funds/SIS	17
Net Profit After Tax (2)	76

Source: AMP/GIO

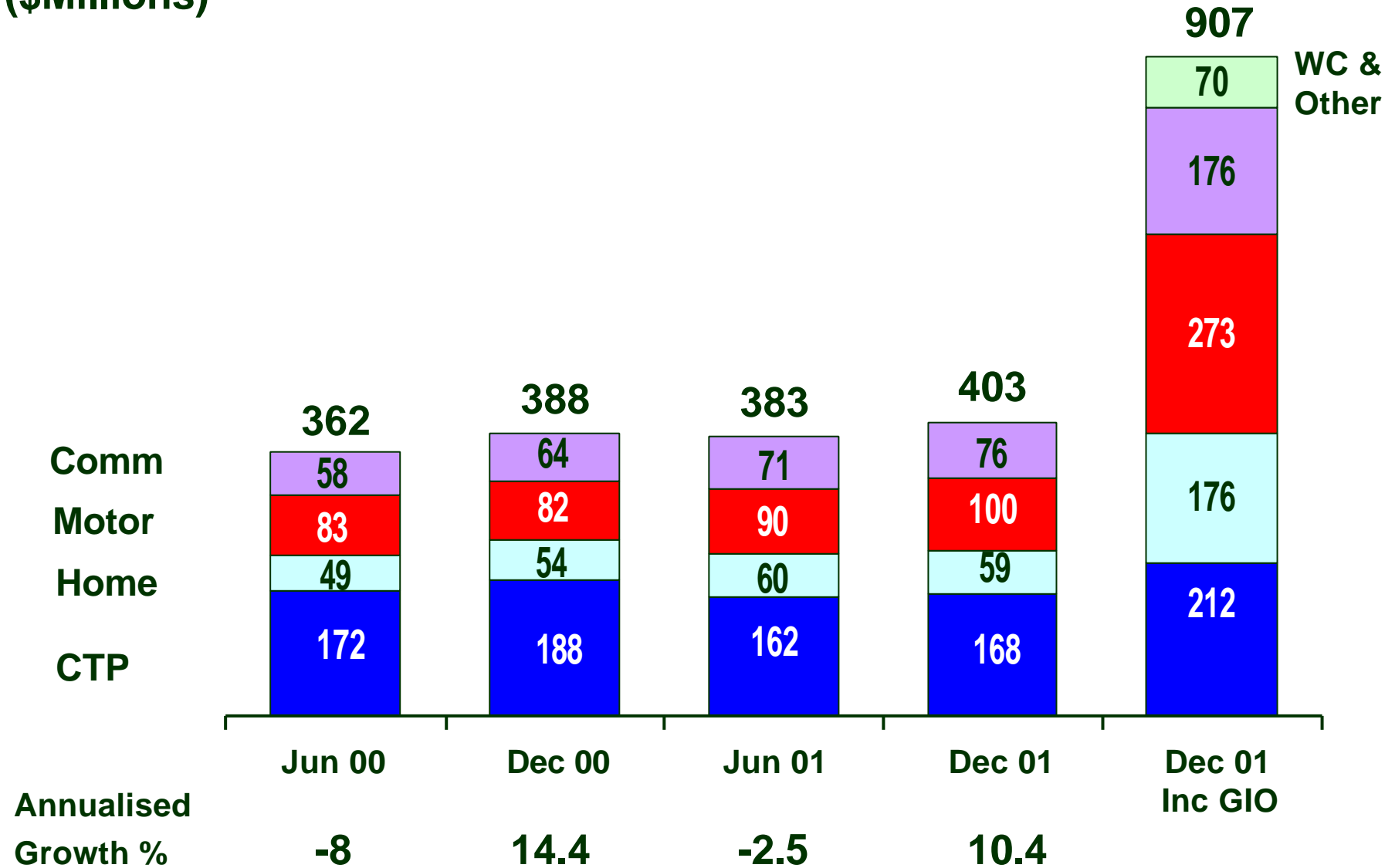
(1) Net claims expense and operating expenses not shown separately as AMP's allocation of certain items is not comparable with that of SUN.

(2) Excludes JVs and one-off costs.

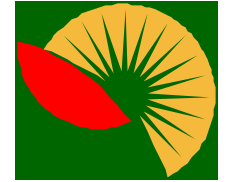
GI Premium Revenue



(\$Millions)



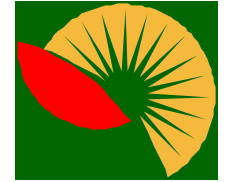
Group Outlook in Perspective



(Outlook per 11 December presentation)

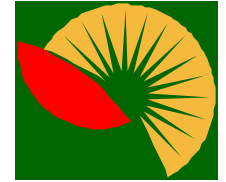
- Banking volumes slowing, but remaining healthy ✓
- Margins maintained in first half, but downward pressure in second half ✓
- Sound credit quality. Bad debts consistent with last year ✓
- Increase in Wealth Management contribution (excluding one-off benefit last year of \$13m) ✓
- GI margin (excl GIO) at lower end of long term range of between 10-14%. Greater consistency between halves than last year, subject to satisfactory claims experience ✓
- GI premium rates hardening. ✓
- Goodwill charge increased to \$60m from \$10m currently ✓
- ROE dilution until GIO synergy benefits realised ✓
- GIO synergy benefits beginning to emerge in second half of the year. Full impact in 2003/04. ✓

Strategic Focus



- **Realisation of GIO synergies**
- **Allfinanz - GIO Branches and Customer Base**
- **One Card**
- **Performance and productivity metrics to support organic growth**
- **Continue to scan for acquisition opportunities**

Outlook



- **Continued good sales growth across all divisions**
- **GIO integration to deliver significant cost savings and benefits**
- **Credit quality to remain strong**
- **Underlying profit expected to improve at full year, subject to claims experience**