# Announcement of Consolidated Financial Results 

## for the year ended 30 June 2009

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Suncorp-Metway Ltd and controlled entities Aens 6001831722

Investor Relations
Steve Johnston
Executive General Manager, Group Corporate Affairs \& Investor Relations
Telephone:
(07) 38355769

Fax:
(07) 38325139

Email:
steve.johnston@suncorp.com.au

Registered Office
Level 18
36 Wickham Terrace
Brisbane Qld 4000
Mailing address: GPO Box 1453, Brisbane Qld 4001
Telephone: (07) 38355355
Fax:
(07) 38361190

Internet:

## Announcement of results

for the year ended 30 June 2009

## Basis of preparation

The results use the Australian equivalents to International Financial Reporting Standards (AIFRS). All figures have been quoted in Australian dollars unless otherwise denoted and have been rounded to the nearest million.

## Change in accounting policy for defined benefit superannuation plans

The Group recognises all actuarial gains and losses arising from defined benefit plans directly in equity. In the consolidated financial statements for periods beginning before 1 July 2008, the Group recognised actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions in the Income Statement. This change in accounting policy has been made to enable the consolidated financial statements of the Group to be more comparable to industry peers and better represent the Group's underlying financial performance.

The change in accounting policy was applied retrospectively in accordance with Accounting Standards, and comparatives have been restated. The change in accounting policy had the following impact on these consolidated financial statements:

## CONSOLIDATED YEAR ENDED

 JUN-09 JUN-08 \$M \$M

There has been no impact on total recognised income and expense for the period, or on the Balance Sheet.

## Disclaimer

The information in this report is for general information only. To the extent that the information may constitute forwardlooking 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 forwardlooking 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.

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## Announcement of results

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## Suncorp-Metway Ltd Full Year Results 2009

## Summary

- All businesses impacted by unfavourable operating environments
- Net profit after tax (NPAT) of $\$ 348$ million, down $40 \%$
- Bank contribution before tax and bad debts of $\$ 781$ million, up $16.9 \%$
- Bad debt expense increases significantly to $\$ 710$ million
- Bank contribution before tax of $\$ 117$ million
- General Insurance trading result of $\$ 462$ million represented a margin of $7.7 \%$ on net earned premium
- General Insurance contribution before tax of $\$ 573$ million
- Life NPAT of $\$ 115$ million, up $3.6 \%$, including life risk underlying profit of $\$ 87$ million, up 13\%
- Cash earnings per share of 47.2 cents
- Final dividend at 20 cents per share fully franked
- Integration synergies and costs increased marginally


## Key strategic changes

- Capital boosted by $\$ 1$ billion raised following increase to internal targets
- Appointment of Chief Risk Officer
- Bank reduced industry and client concentrations by run-off of non-core portfolios
- Bank significantly lengthened balance sheet and increased liquidity
- General Insurance increased reinsurance protection with aggregate cover
- Wealth Management operation simplified and refocused as 'Suncorp Life'
- Reduced exposure to equity markets


## Review of consolidated operations

## Except where otherwise stated, all figures relate

 to the full year to 30 June 2009.
## Comparatives are for the full year ended 30 June 2008.

The 2009 financial year coincided with the most volatile period in Australian financial services history. While investment market volatility had been apparent since the emergence of sub-prime mortgage failures in the United States in 2007, the full impact of the global financial crisis emerged following the collapse of the US-based investment bank, Lehman Bros. in September 2008. What followed was an unprecedented dislocation of global credit markets - with access to short and long-tem debt effectively frozen. This, in turn, caused an immediate contraction of credit and a dramatic slowing in global demand. While conditions have begun to stabilise, the events of the past 18 months have fundamentally changed the financial services landscape - forcing traditional business models to be dramatically overhauled.

Each of Suncorp's three lines of business has been materially affected by the global financial crisis with the general insurer also dealing with an unprecedented series of major weather and natural hazard events. This has resulted in a significant reduction in Group profits, with reported net profit after tax (NPAT) at $\$ 348$ million for the year to June 2009, down $40 \%$ on the prior year. Irrespective of the effect of external factors on the result, the Board, management and all Suncorp people are conscious that this constitutes an extremely disappointing outcome for Suncorp shareholders.

However, the year has also seen the Group make significant progress in restructuring and reshaping each business to take account of the changed external environment. During the year, both Suncorp Bank and Suncorp Life completed comprehensive strategic reviews designed to achieve sustainable, low risk business models with a focus on the core franchise. The general insurer has continued to drive further cost efficiencies through integration and has de-risked its investment portfolios in response to continuing market volatility. At the Group level, significant enhancements have been made to risk frameworks, including the appointment of a Chief Risk Officer, while the overall capital position now sits well ahead of internal targets.

Recently the Group announced the appointment of a new Chief Executive Officer. Patrick Snowball is a highly experienced financial services executive with a background in insurance that includes an extensive career at Aviva plc, the worlds' fifth largest insurance group and the largest insurance services provider in the United Kingdom. Mr Snowball will commence on 1 September 2009.

The high level profit summary includes:

- Profit before tax and Promina acquisition items reduced by $20.5 \%$ to $\$ 799$ million.
- Cash earnings per share was 47.2 cents.
- The Board has resolved to pay a final dividend of 20 cents per share fully franked.


## Announcement of results

for the year ended 30 June 2009

## Operational outcomes

The major operational outcomes for the year were:
Banking, profit before tax, impairment losses and one-off items for the 2009 financial year was $\$ 781$ million, an increase of $16.9 \%$ over the prior year. As forecast, the tail winds that supported strong revenue growth in the first half have been replaced by the significant head winds associated with the lengthening of the Bank's balance sheet and increased funding costs.
Net interest income increased 8.4\% over the prior year, reflecting strong net interest margins and higher average receivables balances in the first half of the year. In the second half, net interest income was negatively impacted by slower lending growth and increased wholesale funding costs as the duration of the funding base was substantially lengthened.

During the year, the Bank implemented a strategic realignment of the portfolio to position the business for the new funding and risk environment. The Bank separated lending portfolios into core and non-core lines and is now focused on relationship-based lending and deposit gathering in the core business, while responsibly managing run-off of the non-core business.

Gross banking loans, advances and other receivables reduced $1.1 \%$ to $\$ 55.4$ billion, reflecting a period of conservative lending in core portfolios in the slower economic environment and the commencement of the run-down in non-core portfolios. Housing loan receivables (including securitised assets) grew $3.9 \%$ to $\$ 28.3$ billion, while consumer lending reduced by $29.3 \%$ to $\$ 610$ million as consumers reduced personal loan and margin lending balances in line with tighter economic conditions and volatile equity markets. Business lending receivables reduced by $5.6 \%$ to $\$ 25.5$ billion, with the non-core segments of Corporate and Lease Finance reducing considerably.

The Bank continued its strong focus on deposit gathering and, despite extreme volatility in financial markets and significant outflows in the first quarter, grew core retail deposits by $13.2 \%$ to $\$ 21.4$ billion. At 30 June 2009, the ratio of deposits to core lending was $64.1 \%$.

Suncorp raised $\$ 11$ billion of term debt during the 2009
financial year and lengthened the weighted average term of liabilities from 0.69 years at 30 June 2008 to 1.32 years. The Bank significantly reduced its reliance on short-term wholesale funding and increased liquid assets, with the liquidity ratio increasing from $12.5 \%$ at 30 June 2008 to $16.7 \%$ at 30 June 2009. The proportion of lending funded through short-term wholesale sources net of liquid assets has reduced from $27 \%$ to $8 \%$ over the year.

As foreshadowed in Suncorp's market update in February 2009, margins contracted over the second half of the 2009 financial year, reflecting increased wholesale funding costs resulting from further lengthening of the Bank's wholesale funding duration. Net interest margin for the 2009 financial year was $1.68 \%$, down 11 basis points on the prior year.
The Bank maintained a strong focus on efficiency and expense management during the year, with operating expenses reducing slightly, despite incurring a one-off cost of $\$ 25$ million in the first half through the consolidation of the Retail and Business Banking divisions into a single operation.

Bad debt expense for the 2009 financial year rose to $\$ 710$ million, equating to 128 basis points of gross loans, advances and other receivables.

The difficult economic conditions adversely impacted bad debt expenses for the year. The Group's specific provision increase included a $\$ 93$ million provision for Babcock \& Brown International as well as provisions for several large corporates, including Raptis Group Ltd, Sunleisure Pty Ltd and five large private companies that in aggregate represented 45\% of the individually assessed impairment charges for the year.

The Group increased its collective provision by $\$ 202$ million for the 2009 financial year. This included an economic overlay of $\$ 75$ million, taken in the first half of the year to reflect ongoing economic deterioration. The economic overlay was maintained at 30 June 2009.

As a result of the additional provisioning, the ratio of total impairment provisions (excluding the equity reserve for credit losses) to total loans has increased to 137 basis points, from 28 basis points at 30 June 2008. At 30 June 2009 impaired assets were $\$ 1,474$ million.

In General Insurance, pre-tax profit was $\$ 573$ million for the year. All brands have experienced solid premium growth as markets harden in both short and long-tail products.


The insurance trading result (ITR) was $\$ 462$ million, or $7.7 \%$ of net earned premium, reflecting the impact of natural hazards occurring during the year. The major natural hazard events together cost \$345 million net of reinsurance, well ahead of Suncorp's normal long run expectation for natural hazard events of $\$ 240$ million per year. Additionally, attritional natural hazards were $\$ 120$ million above normal long run expectations and additional reinsurance coverage was purchased costing around $\$ 30$ million.
Gross written premium increased by $6 \%$ on the prior year with strong premium growth in the home (9.2\%), personal motor (5.3\%), CTP (9.6\%) and commercial (5.2\%) portfolios. Premium increases introduced following reductions in investment returns and severe weather activity have not resulted in any significant increase in customer attrition, although some customers continue to respond to the slowing economy by raising their excesses.

In long-tail classes, central estimate releases were strong due to favourable experience and signs that superimposed inflation not seen at expected level. During the year, the central estimate releases from the outstanding claims provision were $\$ 382$ million but these were partially offset by current accident period and risk margins strains. Consistent with widespread forecasts for a slowing Australian economy in the coming years, in the first half Suncorp reduced its assumption for wage inflation to $4 \%$ from $4.5 \%$, resulting in a benefit of around $\$ 86$ million. This was the only cornerstone assumption change for the year and this and other assumptions are still considered to be conservative.

Investment returns on technical reserves have continued to be adversely affected by the mark to market impact of widening credit spreads. The Group has over $\$ 8$ billion in its technical reserves portfolio, where underlying investments are matched to the expected payouts in the outstanding claims provision. These are quality investments, largely semi-government and highly-rated corporate bonds that have no significant default risk; however, the economic mismatch from credit spread movements and other yield curve and duration movements reduced profitability by \$125 million.

The general insurance shareholders' funds, which eliminated exposure to equity investments during the first quarter of 2008/09, generated a return of $\$ 130$ million.

The Life business unit reported profit after tax of $\$ 115$ million, up $3.6 \%$ for the year to 30 June 2009. Underlying profit, which excludes annuities market adjustments, life risk policy liability discount rate changes and net investment income on shareholder assets, decreased $16.4 \%$ to $\$ 122$ million. Discount rates increased during the second half, following a dramatic decrease in the half year to 31 December, significantly reversing first half gains.

During the year to 30 June 2009, Suncorp Wealth Management changed its name to Suncorp Life. The past twelve months have been a period of operational stabilisation. The business model has been simplified in order to respond to the environment and rebase the business. Suncorp Life is focused on achieving its aspiration of becoming a leading life insurance specialist, with 'first tier' scale in Australia and New Zealand, and is concentrating on three key areas of distribiution, retention and cost management. This has resulted in solid and sustained profit growth for life risk.

Life risk underlying profit is $\$ 87$ million, up $13 \%$, reflecting in-force premium growth, positive experience and expense management. Life risk in-force premium rose $7.3 \%$ to $\$ 733$ million. Individual risk in-force premium grew at 8.2\% and Group risk in-force premium grew at $4.1 \%$. Individual life risk new business grew $10.6 \%$ to $\$ 73$ million. Group Life new business fell due to a one-off premium rate increase for a major client in the prior comparative period.

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In funds management, which includes the Superannuation \& Investments and Asset Management divisions, profit after tax for the full year was $\$ 35$ million, a decrease of $49.3 \%$. Funds under Management remained steady at $\$ 23.4$ billion.
Profits reduced due to a change in the mix in Funds under Management from equities to fixed interest and Funds under Administration dropping 17.9\% on the prior year, in line with market.


In June, Life released its traditional Embedded Value (EV) which was independently assessed as $\$ 2.175$ billion as at 31 December 2008. Life intends to provide updated EV as part of ongoing market disclosures.
Tight control of costs saw Life's operating expenses reduce by $8.6 \%$ to $\$ 338$ million through both reductions in discretionary expenditure and key investments in sustainable cost reduction such as the introduction of electronic ynderwriting and a new superannuation platform.

## Capital

During February 2009 the Group raised just over $\$ 1$ billion of equity, comprising:
an accelerated, non-renounceable institutional entitlement offer;
an institutional placement; and
a non-renounceable entitlement offer allowing shareholders to subscribe for 1 new share for every 5 existing ordinary shares at an issue price of $\$ 4.50$.
Following this raising, Suncorp's capital ratios are considered prudent and well above internal targets with a Tier 1 ratio of $11.31 \%$ and a capital adequacy ratio of $12.77 \%$.

## Integration

The Integration journey is now moving towards a conclusion having delivered the long-term strategic objectives of the merger through:

- implementation of the new business model without impacting on the customer experience;
- demonstration of enhanced capabilities in customer-facing businesses and support infrastructure; and
- value for shareholders through on-time realisation of synergies.


## The Plan

The Group has continued to follow the robust plan which was laid out following completion of the merger and has maintained its disciplined approach to governance and tracking.

| PHASE 1 <br> Settling in phase | PHASE 2 <br> Design phase | PHASE 3 <br> Implementation |
| :---: | :---: | :---: |
| $\begin{gathered} \text { May - July } \\ 2007 \end{gathered}$ | July - November 2007 | December 2007 onward |
| - Business model design | - Implementation of business model | - Implementation of prioritised initiatives |
| - Executive appointments | - Design of Integration | - Strong governance and oversight |
| - Formation of | itiatives | nergy benefits |
| Integration team | - Due diligence | realisation |

The Implementation Phase commenced in December 2007 and despite the distraction of unprecedented external events over the past 18 months, Suncorp has made excellent progress and is currently ahead of targets. Approximately $90 \%$ of the initiatives have now been implemented.

## Transaction economics



The diagram above provides an updated view of the timing profile of synergy benefits and one-off implementation costs.
For the 12 months to 30 June 2009, the P\&L synergy benefit was $\$ 271$ million, with Integration costs of $\$ 147$ million.
The projected full year 2009/10 results are in line with expectations and 2010/11 results have been amended, reflecting $\$ 20$ million of additional synergies. Implementation costs have increased to $\$ 395$ million from $\$ 375$ million primarily as a result of additional surplus lease costs following reduced demand for commercial property reducing the opportunities to sublet lease space.

The table below provides further detail about how the benefits and costs flow through to the P\&L over the life of the Integration.

|  | FULL YEAR <br> JUN-08 <br> SM | FULL YEAR <br> JUN <br> 09 | FULL YEAR <br> JUN-10 <br> SM | FULL YEAR <br> JUN-11 <br> SM |
| :--- | ---: | ---: | ---: | ---: |
| Banking |  |  |  |  |
| Operating Expenses | 6 | 23 | 28 | 28 |
| Banking Contribution Before Tax | 6 | 23 | 28 | 28 |
| General Insurance |  |  |  |  |
| Net Earned Premium | 41 | 41 | 41 | 41 |
| Net Incurred Claims | 13 | 56 | 72 | 73 |
| Operating Expenses | 39 | 127 | 149 | 167 |
| GI Contribution Before Tax | 93 | 224 | 262 | 281 |
| Life Contribution Before Tax | 5 | 24 | 34 | 36 |
| Net Profit Before Tax | 104 | 271 | 324 | 345 |
| Integration Costs | $(139)$ | $(147)$ | $(41)$ | $(8)$ |
| Income Tax | 11 | $(37)$ | $(85)$ | $(101)$ |
| Total Contribution | $(24)$ | 87 | 198 | 236 |

## Summary

Given the strong progress that has been made to date, the program will now be finalised at the end of September 2009, nine months sooner than expected.

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for the year ended 30 June 2009

## Outlook

The Group expects economic conditions to remain volatile for some time as investment markets look for signs of economic recovery. While the domestic economy has demonstrated healthy resilience over the past twelve months, the effects of the slowdown have been more severe in specific sectors such as commercial property and in certain geographies. To date, Government stimulus has supported economic growth meaning the full effects of the economic slowdown are yet to be fully experienced across the breadth of the economy. The key macro variables still remain: (1) the depth of the unemployment cycle; and (2) the timing and extent of any future tightening of monetary policy.

On 1 September, Suncorp welcomes the arrival of new chief executive officer, Patrick Snowball. An immediate priority will be for the new chief executive to acquaint himself fully with key operational and environmental issues. At the appropriate point the market will be fully updated in respect of this review, any actions that may be proposed and the impact of these initiatives on the Suncorp business. Accordingly, this outlook statement will focus only on the macro variables affecting each of the operational businesses.

Suncorp Bank, the key focus will remain on
Cimplementation of the current program of work which is designed to reshape the Bank, drive deposit growth and build momentum in core lending portfolios. The extent to which the non-core banking operations amortise will very much depend on the extent of refinancing opportunities available across the industry. The quantum of impairment losses expected in the year to June 2010 remains subject to many variables Including the extent of deterioration in the Australian economy and movements in commercial and residential property values. The advent of APS330 credit quality reporting provides the market with actual loan loss experience on a quarterly basis thereby allowing the market to evaluate more accurately impairment trends.

In General Insurance, the recent evidence of price hardening is likely to continue as all insurers rebuild profitability following significant claims events, increased reinsurance costs and reduced investment yields. In the Suncorp personal lines business significant work has been undertaken in refocusing the brand infrastructure, ensuring each brand has a clear market position and customer proposition. In commercial lines the business will continue to target profitable market segments and run off small, unprofitable portfolios. In regulated long-tail classes, the business will continue to work with Government agencies to ensure premium levels continue to be adjusted to reflect the impact of lower running yields on investment portfolios.

Suncorp Life aspires to be a 'tier one' life insurer in Australia and New Zealand. For the coming twelve months, Suncorp Life will focus on growing distribution capability and reach, retention of existing customers and continuing its program of simplification and cost control.

The Board has previously indicated that, for the 2009/10 year and beyond, it intends to target a dividend payout ratio of $50 \%$ to $60 \%$ of cash earnings. As with all dividend guidance this may vary depending on the capital requirements of the business, the general business and economic outlook and is subject to any necessary regulatory approval.

|  | FULL YEAR ENDED |  |  |
| :---: | :---: | :---: | :---: |
|  | JUN-09 | JUN-08 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
|  | \$M | \$M | \% |
| Contribution to profit by division for the year ended 30 June 2009 |  |  |  |
| Banking |  |  |  |
| Net interest income | 1,117 | 1,030 | 8.4 |
| Non-interest income | 202 | 178 | 13.5 |
| Total income | 1,319 | 1,208 | 9.2 |
| Operating expenses | (538) | (540) | (0.4) |
| Contribution before impairment losses, one-off items and tax | 781 | 668 | 16.9 |
| Impairment losses on loans and advances | (710) | (71) | large |
| One-off non-recurring items | 46 | 36 | 27.8 |
| Contribution before tax | 117 | 633 | (81.5) |
| General Insurance |  |  |  |
| Gross written premium | 6,815 | 6,430 | 6.0 |
| Net earned premium | 5,981 | 5,866 | 2.0 |
| Net incurred claims | $(4,610)$ | $(4,081)$ | 13.0 |
| Operating expenses | $(1,642)$ | $(1,633)$ | 0.6 |
| Investment income - insurance funds | 733 | 455 | 61.1 |
| Insurance trading result | 462 | 607 | (23.9) |
| Managed schemes net income | 19 | 47 | (59.6) |
| Joint venture and other income | 1 | 17 | (94.1) |
| Investment income - shareholder funds | 130 | (232) | (156.0) |
| Contribution before tax and capital funding | 612 | 439 | 39.4 |
| Capital funding | (39) | (132) | (70.5) |
| Contribution before tax | 573 | 307 | 86.6 |
|  |  |  |  |
| Contribution from Life before tax ${ }^{(1)}$ | 98 | 30 | 226.7 |
| Other ${ }^{(2)}$ |  |  |  |
| Contribution from LJ Hooker | 8 | 14 | (42.9) |
| Consolidation adjustments ${ }^{(3)}$ | 3 | 21 | (85.7) |
| Contribution before tax | 11 | 35 | (68.6) |
| Profit before tax and Promina acquisition items | 799 | 1,005 | (20.5) |
| Amortisation of Promina acquisition intangible assets | (245) | (361) | (32.1) |
| Deferred acquisition cost adjustment on consolidation ${ }^{(4)}$ | - | 161 | (100.0) |
| Integration costs | (147) | (139) | 5.8 |
|  | 407 | 666 | (38.9) |
| Income tax | (54) | (78) | (30.8) |
| Profit before minority interests | 353 | 588 | (40.0) |
| Minority interests | (5) | (5) | - |
| Net profit after minority interests | 348 | 583 | (40.3) |

${ }^{(1)}$ The Contribution from Life result is grossed up for income tax expense paid by the life insurance companies on behalf of policyholders in accordance with Australian Accounting Standards. As a consequence, the results presented here are not comparable across periods. In addition this result does not take into account minority interests.
${ }^{(2)}$ The 'Other' contribution for the year ended 30 June 2008 has been restated due to the change in accounting policy for defined benefit plans.
${ }^{(3)}$ Represents elimination of Group transactions including:

- Treasury shares - certain managed schemes controlled by Life entities own shares ('treasury shares') in Suncorp-Metway Ltd. These shares are recorded at fair value in the schemes' accounts and at cost at the Group level. The treasury share adjustment is $\$ 5$ million ( 30 June 2008 : $\$ 21$ million).
- Life deferred acquisition costs ('DAC') - within Suncorp Life DAC incorporates charges from other lines of business. From a Group viewpoint, these costs must be expensed as they are not incremental to the Group.
- Transactions between Banking and General Insurance, including profit or loss on the fair value movements of General Insurance. Banking securities held by General Insurance.
(4) On recognition of the fair value of Promina assets and liabilities, the deferred acquisition costs in Promina's balance sheet cannot be recognised as an asset Therefore the amortisation of DAC in Promina's books at the date of acquisition is reversed at the Group level.


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|  | HALF YEAR ENDED |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \\ \hline \end{array}$ | DEC-08 $\mathbf{S M}$ | JUN-08 SM | $\begin{array}{r} \text { DEC-07 } \\ \$ \mathrm{M} \\ \hline \end{array}$ |  |  |
| Contribution to profit by division for the year ended 30 June 2009 continued |  |  |  |  |  |  |
| Banking |  |  |  |  |  |  |
| Net interest income | 509 | 608 | 546 | 484 | (16.3) | (6.8) |
| Non-interest income | 68 | 134 | 94 | 84 | (49.3) | (27.7) |
| - Total income | 577 | 742 | 640 | 568 | (22.2) | (9.8) |
| $\square$ Operating expenses | (244) | (294) | (295) | (245) | (17.0) | (17.3) |
| Contribution before impairment losses, one-off items and tax | 333 | 448 | 345 | 323 | (25.7) | (3.5) |
| ) Impairment losses on loans and advances | (355) | (355) | (55) | (16) | - | large |
| One-off non-recurring items | 42 | 4 | 36 | - | large | 16.7 |
| Contribution before tax | 20 | 97 | 326 | 307 | (79.4) | (93.9) |
| General Insurance |  |  |  |  |  |  |
| Gross written premium | 3,472 | 3,343 | 3,274 | 3,156 | 3.9 | 6.0 |
| Net earned premium | 2,993 | 2,988 | 2,921 | 2,945 | 0.2 | 2.5 |
| Net incurred claims | $(1,855)$ | $(2,755)$ | $(1,904)$ | $(2,177)$ | (32.7) | (2.6) |
| $\square$ Operating expenses | (803) | (839) | (828) | (805) | (4.3) | (3.0) |
| ) Investment income - insurance funds | (31) | 764 | 267 | 188 | (104.1) | (111.6) |
| Insurance trading result | 304 | 158 | 456 | 151 | 92.4 | (33.3) |
| Managed schemes net income | 3 | 16 | 13 | 34 | (81.3) | (76.9) |
| $\checkmark$ Joint venture and other income | 11 | (10) | (2) | 19 | (210.0) | large |
| Investment income - shareholder funds | (24) | 154 | (260) | 28 | (115.6) | (90.8) |
| Contribution before tax and capital funding | 294 | 318 | 207 | 232 | (7.5) | 42.0 |
| $\square$ Capital funding | 26 | (65) | (72) | (60) | (140.0) | (136.1) |
| Contribution before tax | 320 | 253 | 135 | 172 | 26.5 | 137.0 |
| Contribution from Life before tax ${ }^{(1)}$ | (17) | 115 | (95) | 125 | (114.8) | (82.1) |
| Other ${ }^{(2)}$ |  |  |  |  |  |  |
| Contribution from LJ Hooker | 5 | 3 | 6 | 8 | 66.7 | (16.7) |
| Consolidation adjustments ${ }^{(3)}$ | (11) | 14 | 14 | 7 | (178.6) | (178.6) |
| Contribution before tax | (6) | 17 | 20 | 15 | (135.3) | (130.0) |
| Profit before tax and Promina acquisition items | 317 | 482 | 386 | 619 | (34.2) | (17.9) |
| Amortisation of Promina acquisition intangible assets | (123) | (122) | (181) | (180) | 0.8 | (32.0) |
| Deferred acquisition cost adjustment on consolidation ${ }^{(4)}$ | - | - | 53 | 108 | n/a | (100.0) |
| Integration costs | (62) | (85) | (85) | (54) | (27.1) | (27.1) |
| ) | 132 | 275 | 173 | 493 | (52.0) | (23.7) |
| Income tax | (38) | (16) | 29 | (107) | 137.5 | (231.0) |
| Profit before minority interests | 94 | 259 | 202 | 386 | (63.7) | (53.5) |
| Minority interests | (4) | (1) | (3) | (2) | 300.0 | 33.3 |
| Net profit after minority interests | 90 | 258 | 199 | 384 | (65.1) | (54.8) |

The Contribution from Life result is grossed up for income tax expense paid by the life insurance companies on behalf of policyholders in accordance with Australian Accounting Standards. As a consequence, the results presented here are not comparable across periods. In addition this result does not take into account minority interests.
${ }^{(2)}$ The 'Other' contribution for the year ended 30 June 2008 has been restated due to the change in accounting policy for defined benefit plans.
${ }^{(3)}$ Represents elimination of Group transactions including:

- Treasury shares - certain managed schemes controlled by Life entities own shares ('treasury shares') in Suncorp-Metway Ltd. These shares are recorded at fair value in the schemes' accounts and at cost at the Group level. The treasury share adjustment is nil ( 31 December 2008: $\$ 5$ million; 30 June 2008: $\$ 7$ million; 31 December 2007: $\$ 14$ million).
- Life deferred acquisition costs ('DAC') - within Suncorp Life DAC incorporates charges from other lines of business. From a Group viewpoint, these costs must be expensed as they are not incremental to the Group.
- Transactions between Banking and General Insurance, including profit or loss on the fair value movements of General Insurance. Banking securities held by General Insurance.
${ }^{(4)}$ On recognition of the fair value of Promina assets and liabilities, the deferred acquisition costs in Promina's balance sheet cannot be recognised as an asset. Therefore the amortisation of DAC in Promina's books at the date of acquisition is reversed at the Group level.

|  | JUN-09 <br> SM | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { vo DEC-08 } \\ \% \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance Sheet |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |
| Cash and cash equivalents | 2,356 | 1,295 | 1,003 | 1,237 | 81.9 | 134.9 |
| Receivables due from other banks | 118 | 68 | 263 | 4 | 73.5 | (55.1) |
| Trading securities | 6,694 | 8,336 | 5,685 | 7,842 | (19.7) | 17.7 |
| Derivatives | 552 | 960 | 532 | 263 | (42.5) | 3.8 |
| Investment securities | 20,330 | 18,687 | 19,149 | 20,305 | 8.8 | 6.2 |
| Loans, advances and other receivables | 56,753 | 57,194 | 57,343 | 51,860 | (0.8) | (1.0) |
| Reinsurance and other recoveries | 1,622 | 1,616 | 1,382 | 1,329 | 0.4 | 17.4 |
| Deferred insurance assets | 744 | 717 | 688 | 560 | 3.8 | 8.1 |
| Assets classified as held for sale | - | 56 | 151 | 151 | (100.0) | (100.0) |
| Investments in associates and joint ventures | 201 | 155 | 264 | 290 | 29.7 | (23.9) |
| Property, plant and equipment | 407 | 338 | 350 | 324 | 20.4 | 16.3 |
| Deferred tax assets | 260 | 94 | - | - | 176.6 | n/a |
| Investment property | 160 | 175 | 171 | 145 | (8.6) | (6.4) |
| Other assets | 430 | 632 | 643 | 431 | (32.0) | (33.1) |
| Goodwill and intangible assets | 6,836 | 6,971 | 7,098 | 7,278 | (1.9) | (3.7) |
| Total assets | 97,463 | 97,294 | 94,722 | 92,019 | 0.2 | 2.9 |
| Liabilities |  |  |  |  |  |  |
| Deposits and short-term borrowings | 37,866 | 46,538 | 43,147 | 41,055 | (18.6) | (12.2) |
| Derivatives | 1,556 | 214 | 921 | 263 | large | 68.9 |
| Payables due to other banks | 29 | 24 | 45 | 43 | 20.8 | (35.6) |
| Bank acceptances | 3 | 121 | 865 | 759 | (97.5) | (99.7) |
| Payables and other liabilities | 2,342 | 1,601 | 1,956 | 1,844 | 46.3 | 19.7 |
| Current tax liabilities | 154 | 5 | 9 | 9 | large | large |
| Employee benefit obligations | 251 | 305 | 250 | 185 | (17.7) | 0.4 |
| Unearned premium liabilities | 3,528 | 3,367 | 3,263 | 3,186 | 4.8 | 8.1 |
| Outstanding claims liabilities | 7,506 | 7,856 | 7,140 | 7,404 | (4.5) | 5.1 |
| Gross policy liabilities | 5,547 | 5,782 | 6,793 | 7,717 | (4.1) | (18.3) |
| Unvested policyowner benefits | 397 | 341 | 314 | 322 | 16.4 | 26.4 |
| Deferred tax liabilities | - | - | 182 | 378 | n/a | (100.0) |
| Managed funds units on issue | 506 | 527 | 813 | 1,248 | (4.0) | (37.8) |
| Securitisation liabilities | 5,711 | 6,593 | 6,409 | 7,566 | (13.4) | (10.9) |
| Debt issues | 15,661 | 8,034 | 6,748 | 4,585 | 94.9 | 132.1 |
| Total liabilities excluding loan capital | 81,057 | 81,308 | 78,855 | 76,564 | (0.3) | 2.8 |
| Loan capital |  |  |  |  |  |  |
| Subordinated notes | 2,312 | 2,824 | 2,638 | 2,926 | (18.1) | (12.4) |
| Preference shares | 865 | 863 | 863 | 144 | 0.2 | 0.2 |
| Total loan capital | 3,177 | 3,687 | 3,501 | 3,070 | (13.8) | (9.3) |
| Total liabilities | 84,234 | 84,995 | 82,356 | 79,634 | (0.9) | 2.3 |
| Net assets | 13,229 | 12,299 | 12,366 | 12,385 | 7.6 | 7.0 |
| Equity |  |  |  |  |  |  |
| Share capital | 12,425 | 11,307 | 10,799 | 10,467 | 9.9 | 15.1 |
| Reserves | (123) | (202) | 209 | 247 | (39.1) | (158.9) |
| Retained profits | 921 | 1,187 | 1,352 | 1,668 | (22.4) | (31.9) |
| Total parent entity interest | 13,223 | 12,292 | 12,360 | 12,382 | 7.6 | 7.0 |
| Minority interests | 6 | 7 | 6 | 3 | (14.3) | - |
| Total equity | 13,229 | 12,299 | 12,366 | 12,385 | 7.6 | 7.0 |

The consolidated Balance Sheet includes the assets and liabilities of the statutory funds of the Group's life insurance businesses which are subject to restrictions under the Life Insurance Act 1995.

## Announcement of results

for the year ended 30 June 2009

|  |  |  | Year end |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | JUN-09 | JUN-08 | JUN-09 |
|  |  |  |  | vs JUN-08 |
| Ratios and statistics for the year ended 30 June 2009 |  |  |  |  |
| Performance ratios |  |  |  |  |
| Earnings per share ${ }^{(1)}$ |  |  |  |  |
| Basic | (cents) | 31.6 | 60.2 | (47.5) |
| $\square$ Diluted | (cents) | 31.1 | 60.2 | (48.3) |
| Cash earnings per share ${ }^{(1)}$ |  |  |  |  |
| Basic | (cents) | 47.2 | 74.7 | (36.8) |
| Diluted | (cents) | 41.9 | 74.7 | (43.9) |
| Return on average shareholders' equity | (\%) | 2.7 | 4.7 | (42.6) |
| Cash return on average shareholders' equity | (\%) | 4.1 | 5.8 | (29.3) |
| Return on average total assets | (\%) | 0.36 | 0.65 | (44.6) |
| Insurance trading ratio | (\%) | 7.7 | 10.3 | (25.2) |
| Shareholder summary |  |  |  |  |
| Dividend per ordinary share | (cents) | 40.0 | 107.0 | (62.6) |
| Payout ratio | (\%) | 143.7 | 174.4 | (17.6) |
| Weighted average number of shares |  |  |  |  |
| $\square$ Basic | (million) | 1,100.5 | 967.9 | 13.7 |
| Diluted | (million) | 1,238.8 | 967.9 | 28.0 |
| Number of shares at end of period | (million) | 1,250.2 | 950.5 | 31.5 |
| Net tangible asset backing per share | (\$) | 5.11 | 5.54 | (7.8) |
| Share price at end of period | (\$) | 6.70 | 13.04 | (48.6) |
| Productivity |  |  |  |  |
| Banking cost to income ratio | (\%) | 40.8 | 44.7 | (8.7) |
| General Insurance expense ratio | (\%) | 27.4 | 27.9 | (1.8) |
| Financial position |  |  |  |  |
| Total assets | (\$ million) | 97,463 | 94,722 | 2.9 |
| Capital |  |  |  |  |
| Bank capital adequacy ratio - Total | (\%) | 12.77 | 10.44 | 22.3 |
| Bank capital adequacy ratio - Tier 1 | (\%) | 11.31 | 8.04 | 40.7 |
| Bank adjusted common equity ratio | (\%) | 6.25 | 4.95 | 26.3 |
| Bank adjusted total equity ratio | (\%) | 8.31 | 6.09 | 36.5 |
| General Insurance domestic minimum capital ratio coverage | (times) | 1.60 | 1.66 | (3.6) |

${ }^{(1)}$ Earnings per share and cash earnings per share have been restated due to the change in accounting policy for defined benefit superannuation plans.

## HALF YEAR ENDED

|  |  | JUN-09 | HALF YEAR ENDED |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | DEC-08 | JUN-08 | DEC-07 |  |  |
| Ratios and statistics for the year ended 30 June 2009 continued |  |  |  |  |  |  |  |
| Performance ratios |  |  |  |  |  |  |  |
| Earnings per share ${ }^{(1)}$ |  |  |  |  |  |  |  |
| Basic | (cents) |  | 7.6 | 25.3 | 20.4 | 40.0 | (70.0) | (62.7) |
| Diluted | (cents) | 7.6 | 24.7 | 20.4 | 40.0 | (69.2) | (62.7) |
| Cash earnings per share ${ }^{(1)}$ |  |  |  |  |  |  |  |
| Basic | (cents) | 14.9 | 33.7 | 29.6 | 45.2 | (55.8) | (49.7) |
| Diluted | (cents) | 14.9 | 30.3 | 29.6 | 45.2 | (50.8) | (49.7) |
| Return on average shareholders' equity | (\%) | 1.4 | 4.2 | 3.2 | 6.2 | (66.7) | (56.3) |
| Cash return on average shareholders' equity | (\%) | 2.7 | 5.5 | 4.6 | 7.0 | (50.9) | (41.3) |
| Return on average total assets | (\%) | 0.19 | 0.54 | 0.43 | 0.86 | (64.8) | (55.8) |
| Insurance trading ratio | (\%) | 10.2 | 5.3 | 15.6 | 5.1 | 92.5 | (34.6) |
| Shareholder summary |  |  |  |  |  |  |  |
| Dividend per ordinary share | (cents) | 20.0 | 20.0 | 55.0 | 52.0 | - | (63.6) |
| Payout ratio | (\%) | 277.8 | 78.0 | 262.7 | 125.3 | 256.2 | 5.7 |
| Weighted average number of shares |  |  |  |  |  |  |  |
| Basic | (million) | 1,184.5 | 1,017.9 | 975.8 | 960.1 | 16.4 | 21.4 |
| Diluted | (million) | 1,184.5 | 1,133.7 | 975.8 | 960.1 | 4.5 | 21.4 |
| Number of shares at end of period | (million) | 1,250.2 | 1,006.2 | 950.5 | 925.0 | 24.2 | 31.5 |
| Net tangible asset backing per share | (\$) | 5.11 | 5.29 | 5.54 | 5.52 | (3.4) | (7.8) |
| Share price at end of period | (\$) | 6.70 | 8.40 | 13.04 | 16.92 | (20.2) | (48.6) |
| Productivity |  |  |  |  |  |  |  |
| Banking cost to income ratio | (\%) | 42.3 | 39.6 | 46.1 | 43.1 | 6.8 | (8.2) |
| General Insurance expense ratio | (\%) | 26.8 | 28.0 | 28.3 | 27.3 | (4.3) | (5.3) |
| Financial position |  |  |  |  |  |  |  |
| Total assets | (\$ million) | 97,463 | 97,294 | 94,722 | 92,019 | 0.2 | 2.9 |
| Capital |  |  |  |  |  |  |  |
| Bank capital adequacy ratio - Total | (\%) | 12.77 | 10.67 | 10.44 | 10.84 | 19.7 | 22.3 |
| Bank capital adequacy ratio - Tier 1 | (\%) | 11.31 | 8.83 | 8.04 | 7.69 | 28.1 | 40.7 |
| Bank adjusted common equity ratio | (\%) | 6.25 | 3.97 | 4.95 | 5.45 | 57.4 | 26.3 |
| Bank adjusted total equity ratio | (\%) | 8.31 | 5.18 | 6.09 | 5.94 | 60.4 | 36.5 |
| General Insurance minimum capital ratio coverage | (times) | 1.60 | 1.73 | 1.66 | 1.97 | (7.5) | (3.6) |

${ }^{(1)}$ Earnings per share and cash earnings per share for the half years ended 31 December 2007 and 30 June 2008 have been restated due to the change in accounting policy for defined benefit superannuation plans.

Refer Appendix 6 for definitions.
Refer Appendix 7 for details of Earnings per share and Return on average shareholders' equity calculations.

## Announcement of results

for the year ended 30 June 2009

## Group Capital

Group capital is calculated in accordance with APRA guidelines. Regulatory capital will differ from statutory capital due to the inclusion of some liabilities such as preference shares and subordinated debt, and the deduction of intangible assets such as goodwill and software assets.

In response to the emerging risks associated with the Global Financial Crisis and the reduced internally generated capital, internal capital targets were revised upwards with particular emphasis on improving the quality of capital.


To increase capital to those new targets, the Group
has undertaken:
an institutional equity placement of $\$ 390$ million;
an institutional entitlements offer, which raised \$466 million; and
a retail entitlements offer which raised $\$ 189$ million.
In addition to raising new capital, the capital demand
has been managed by:
removing all equity exposures from the General
Insurance investment portfolios;
reducing equity exposures in the Life shareholder
funds; and
constraining the growth of the Bank's risk weighted exposures.
The strengthening of Tier 1 capital resulted in total capital surplus to our revised internal targets. This enabled
Suncorp to repurchase $\$ 405$ million of subordinated debt.
Profits generated from the repurchase further enhanced fundamental Tier 1 capital.

## Group capital position

The Group's capital policy is to hold capital surplus to operating requirements in the Bank, being the holding company of the Group.

At 30 June 2009, the Bank had a capital adequacy ratio of $12.77 \%$, above the revised range of $11.5 \%-12 \%$. The Tier 1 ratio was $11.31 \%$, well above the target range of $9 \%-9.5 \%$.

At 30 June 2009, the domestic general insurance group held capital at 1.60 times the Minimum Capital Requirement, above the target multiple of 1.55 .

The quality of the capital held by the general insurance group was improved by repurchasing subordinated debt, Tier 2 capital, and retaining fundamental Tier 1 capital.

## Group capital position continued

## Group capital table

The Group has three distinct business lines with different regulatory requirements for capital. The corporate structure of the Group has the Bank as the holding company for subsidiaries operating General Insurance, Life and other businesses. To assist in understanding the regulatory capital position within the Group the following table (including consolidation entries) demonstrates the distribution of capital.

|  | AS AT 30 JUNE 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | INSURANCE ${ }^{(4)}$ |  | LIFE | OTHER | CONSOLIDATION | TOTAL |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Tier 1 |  |  |  |  |  |  |
| Ordinary share capital | 12,584 | - | - | - | - | 12,584 |
| Subsidiary share capital (eliminated upon consolidation) | - | 3,052 | 718 | 17 | $(3,787)$ | - |
| Reserves | - | - | - | - | - | - |
| Retained profits ${ }^{(1)}$ | 859 | 355 | 785 | 69 | $(1,587)$ | 481 |
| Preference shares | 879 | - | - | - | - | 879 |
| Insurance liabilities in excess of liability valuation | - | 415 | - | - | - | 415 |
| Less goodwill, brands | $(7,818)$ | $(1,181)$ | - | - | 2,314 | $(6,685)$ |
| Less software assets | (66) | (9) | - | - | (79) | (154) |
| Less deductible capitalised expenses | (118) | - | - | - | - | (118) |
| Less deferred tax asset | (186) | (184) | - | - | 227 | (143) |
| Less other required deductions ${ }^{(2)}$ | (1) | (2) | - | - | - | (3) |
| Less tier 1 deductions for investments in subsidiaries, capital support | $(1,424)$ | - | - | - | 1,424 | - |
| Total tier 1 capital | 4,709 | 2,446 | 1,503 | 86 | $(1,488)$ | 7,256 |
| Tier 2 |  |  |  |  |  |  |
| APRA general reserve for credit losses | 392 | - | - | - | - | 392 |
| Asset revaluation reserves | 3 | - | - | - | - | 3 |
| Subordinated notes | 1,636 | 784 | - | - | (1) | 2,419 |
| Less tier 2 deductions for investments in subsidiaries, capital support | $(1,424)$ | - | - | - | 1,424 | - |
| Total tier 2 capital | 607 | 784 | - | - | 1,423 | 2,814 |
| Total capital base | 5,316 | 3,230 | 1,503 | 86 | (65) | 10,070 |
| Target capital base ${ }^{(3)}$ | 4,995 | 2,994 | 1,399 | 17 | - | 9,405 |
| Excess/(deficiency) | 321 | 236 | 104 | 69 | (65) | 665 |
| Target core capital base | 3,746 | 1,996 | 1,399 | 17 | (574) | 6,584 |
| Excess/(deficiency) core capital | 963 | 450 | 104 | 69 | (914) | 672 |

${ }^{(1)}$ For Banking and domestic General Insurance, this represents the APRA calculation of retained profits. New Zealand General Insurance retained profits are on a statutory basis. APRA requires accrual of expected dividends in the Bank and General Insurance current year profits. To allow for consistency across the Group, expected dividends are also included for Life and other businesses.
${ }^{(2)}$ Other required deductions includes surpluses in defined benefit funds and internal funding transactions of a capital nature.
${ }^{(3)}$ APRA requires regulated entities to have internal capital targets. For the Banking business the capital target is a capital adequacy ratio percentage. The target capital for the General Insurance business is based on a multiple of the various MCR components. The Life business capital target is an amalgamation of target capital for Statutory Funds, minimum capital required for Shareholder Funds and net tangible asset requirements for investment management entities. The target capital for entities within the Other businesses are based upon their actual capital base.
${ }^{(4)}$ The General Insurance group includes licensed entities regulated by APRA plus the New Zealand General Insurance operations. Other entities within the statutory General Insurance reporting group are included in the Other businesses in this table.

## Announcement of results

for the year ended 30 June 2009

|  | AS AT 30 JUNE 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | BANKING | GENERAL insurance | LIFE | OTHER | consolidAtion | TOTAL |
|  | \$M $\begin{array}{r}\text { INSURANCE } \\ \text { SM }\end{array}$ |  | \$M | \$M | \$M | \$M |
| Group capital position continued |  |  |  |  |  |  |
| Reconciliation of total capital base to net assets |  |  |  |  |  |  |
| Net assets | 13,246 | 3,746 | 1,502 | 26 | $(5,291)$ | 13,229 |
| Difference relating to APRA definition of retained profits | (4) | (936) | - | 60 | 434 | (446) |
| Equity items not eligible for inclusion in capital for APRA purposes |  |  |  |  |  |  |
| Reserves (Post AIFRS) | 257 | 594 | - | - | (524) | 327 |
| ) Minority interests | - | (24) | (1) | - | 25 | - |
| Additional items allowable for capital for APRA purposes |  |  |  |  |  |  |
| Preference shares | 879 | - | - | - | - | 879 |
| Subordinated notes | 1,636 | 784 | - | - | (1) | 2,419 |
| Technical provisions in excess of liability valuation | - | 415 | - | - | - | 415 |
| Holdings of own shares | 88 | - | - | - | 18 | 106 |
| Collective provision (partial) | 197 | - | - | - | - | 197 |
| Other items, adjustments | (1) | 27 | 2 | - | (36) | (8) |
| Deductions from capital for APRA purposes |  |  |  |  |  |  |
| Goodwill ${ }^{(2)}$, brands | $(7,818)$ | $(1,181)$ | - | - | 2,314 | $(6,685)$ |
| Software assets | (66) | (9) | - | - | (79) | (154) |
| Deductible capitalised expenses | (63) | - | - | - | - | (63) |
| $\square$ Deferred tax asset | (186) | (184) | - | - | 227 | (143) |
| Other assets excluded from regulatory capital | (1) | (2) | - | - | - | (3) |
| Funding of capital and guarantees by Bank holding company | $(2,848)$ | - | - | - | 2,848 | - |
| Total capital base | 5,316 | 3,230 | 1,503 | 86 | (65) | 10,070 |

Consolidation mainly represents the Bank's investments in non-banking subsidiaries and amortisation of goodwill.
(2) APRA requires the intangible component of the book value of investments in non-banking subsidiaries to be deducted from Tier 1 capital. As it relates to non-banking subsidiaries, it is not amortised at the Banking level. Amortisation and impairment testing occurs within General Insurance and when the entire Group is consolidated. The total intangible deduction from Group capital in the table above of $\$ 6,685$ million represents the total amortised balance of goodwill and brands etc for the Group.


|  | $\begin{array}{r} \text { JUNE-09 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \$ \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Banking capital adequacy |  |  |  |  |
| Consolidated banking capital |  |  |  |  |
| Tier 1 |  |  |  |  |
| Fundamental Tier 1 |  |  |  |  |
| Ordinary share capital | 12,584 | 11,411 | 10,882 | 10,562 |
| Reserves | - | - | 5 | 2 |
| Retained profits | 859 | 1,010 | 676 | 926 |
|  | 13,443 | 12,421 | 11,563 | 11,490 |
| Residual Tier 1 |  |  |  |  |
| Reset preference shares | 144 | 144 | 144 | 144 |
| Convertible preference shares | 735 | 735 | 735 | - |
| Residual Tier 1 transferred to Upper Tier 2 | - | - | (22) | - |
|  | 879 | 879 | 857 | 144 |
| Tier 1 deductions |  |  |  |  |
| Goodwill and other intangibles arising on acquisition | $(7,818)$ | $(7,816)$ | $(7,798)$ | $(7,744)$ |
| Software assets | (66) | (74) | (86) | (86) |
| Other intangible assets | (118) | (73) | (67) | (52) |
| Less excluded assets | - | - | - | - |
| Deferred tax asset | (186) | (259) | (22) | - |
| Other Tier 1 deductions | (1) | (3) | (2) | - |
| Tier 1 deductions for investments in subsidiaries, capital support | $(1,424)$ | $(1,258)$ | $(1,015)$ | (992) |
|  | $(9,613)$ | $(9,483)$ | $(8,990)$ | $(8,874)$ |
| Total tier 1 capital | 4,709 | 3,817 | 3,430 | 2,760 |

## Tier 2

| Upper Tier 2 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| APRA general reserve for credit losses | 392 | 198 | 197 | 177 |
| Perpetual subordinated notes | 170 | 170 | 170 | 170 |
| Asset revaluation reserves | 3 | - | - | - |
| Residual Tier 1 transferred to Upper Tier 2 | - | - | 22 | - |
|  | 565 | 368 | 389 | 347 |
| Lower Tier 2 |  |  |  |  |
| Subordinated notes | 1,466 | 1,684 | 1,649 | 1,777 |
| Lower Tier 2 deductions | - | - | - | - |
|  | 1,466 | 1,684 | 1,649 | 1,777 |
| Tier 2 Deductions |  |  |  |  |
| Tier 2 deductions for investments in subsidiaries, capital support | $(1,424)$ | $(1,257)$ | $(1,015)$ | (991) |
|  | $(1,424)$ | $(1,257)$ | $(1,015)$ | (991) |
| Total Tier 2 Capital | 607 | 795 | 1,023 | 1,133 |
| Capital base | 5,316 | 4,612 | 4,453 | 3,893 |
| Total assessed risk | 41,626 | 43,206 | 42,650 | 35,900 |
| Risk weighted capital ratio | 12.77\% | 10.67\% | 10.44\% | 10.84\% |
| Adjusted common equity (ACE) | 2,600 | 1,714 | 2,112 | 1,958 |
| ACE ratio | 6.25\% | 3.97\% | 4.95\% | 5.45\% |

## Announcement of results

for the year ended 30 June 2009

|  | JUNE-09 \$M | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Banking capital adequacy continued |  |  |  |  |
| Reconciliation of deduction for investments in subsidiaries |  |  |  |  |
| $\square$ Investment securities | 14,535 | 13,267 | 11,075 | 9,706 |
| $\square$ Less debt securities held in the banking book | $(3,932)$ | $(2,936)$ | $(1,254)$ | - |
| Add back investments in banking subsidiaries not included in regulatory consolidation | 37 | - | - | - |
| Less securities held by entities not consolidated for APRA purposes | (1) | (27) | (19) | (6) |
| Less intangible component deducted from Tier 1 capital - non-banking subsidiaries | $(7,796)$ | $(7,794)$ | $(7,777)$ | $(7,722)$ |
| Deduction for net tangible investment in subsidiaries | 2,843 | 2,510 | 2,025 | 1,978 |
| Capital support provided to subsidiaries | 5 | 5 | 5 | 5 |
| Capital deduction for investments in subsidiaries, capital support | 2,848 | 2,515 | 2,030 | 1,983 |
| 50\% deduction from Tier 1 capital | $(1,424)$ | $(1,258)$ | $(1,015)$ | (992) |
| 50\% deduction from Tier 2 capital | $(1,424)$ | $(1,257)$ | $(1,015)$ | (991) |
| Deductions for investments in subsidiaries, capital support | $(2,848)$ | $(2,515)$ | $(2,030)$ | $(1,983)$ |
| Retained profits movement |  |  |  |  |
| Retained profits opening for the half year | 1,010 | 676 | 926 | 1,046 |
| $\square$ Add Banking profit after tax for the half year | 9 | 23 | 168 | 199 |
| Less profit after tax of entities not consolidated for APRA purposes | - | (1) | (1) | 2 |
| Add/(less) APRA adjustments | (190) | 127 | (11) | (19) |
| $\square$ Less dividend expense/accrual | (251) | (203) | (526) | (484) |
| Add/(less) estimated change in dividend reinvestment plan | 17 | (60) | 10 | (6) |
| Add/(less) dividends from non-banking subsidiaries | 264 | 448 | 110 | 188 |
| Retained profits closing for the half year | 859 | 1,010 | 676 | 926 |

## Reconciliation of banking deduction for intangible assets to group intangible

 assets| Deduction for banking subsidiaries intangible assets | 22 | 22 | 21 | 22 |
| :--- | ---: | ---: | ---: | ---: |
| Deduction for non-banking entities intangible assets | 7,796 | 7,794 | 7,777 | 7,722 |
| Banking deduction for intangible assets | 7,818 | 7,816 | 7,798 | 7,744 |
| APRA adjustments | $(3)$ | - | - | 66 |
| Goodwill reflected in investments in associates | $(39)$ | $(39)$ | $(39)$ | $(39)$ |
| Amortisation of non-banking goodwill | $(1,014)$ | $(890)$ | $(763)$ | $(590)$ |
| Software assets ${ }^{(1)}$ | 66 | 74 | 86 | 86 |
| Intangible assets not deducted from capital | 8 | 10 | 8 | 11 |
| Group intangible assets | $\mathbf{6 , 8 3 6}$ | $\mathbf{6 , 9 7 1}$ | $\mathbf{7 , 0 9 0}$ | $\mathbf{7 , 2 7 8}$ |

This amount represents the Banking group capital deduction for software assets. Software assets held elsewhere in the Group are included in the capital deduction for goodwill, brands etc.

|  | CARRYING VALUE |  |  |  | AVERAGE | RISK WEIGHTED BALANCE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \$ \mathrm{M} \end{array}$ | WEIGHTS <br> \% | $\begin{array}{r} \text { JUN-09 } \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { \$M } \end{array}$ |
| Banking capital adequacy continued |  |  |  |  |  |  |  |  |  |
| Risk weighted assets |  |  |  |  |  |  |  |  |  |
| Cash items | 210 | 188 | 365 | 541 | 11\% | 23 | 3 | 35 | 2 |
| Claims on Australian and foreign governments | 1,169 | 1,613 | 260 | 63 | 0\% | 3 | 3 | 1 | - |
| Claims on central banks, international banking agencies, regional development banks, ADIs and overseas banks | 3,794 | 2,713 | 581 | 163 | 20\% | 759 | 548 | 119 | 33 |
| Claims secured against eligible residential mortgages | 24,664 | 26,153 | 23,162 | 19,678 | 40\% | 9,896 | 11,566 | 9,996 | 9,839 |
| Past due claims | 2,113 | 1,123 | 511 | - | 105\% | 2,213 | 1,534 | 696 | - |
| Other assets and claims | 23,524 | 23,587 | 26,175 | 23,273 | 98\% | 23,152 | 23,224 | 25,700 | 23,306 |
| Total Banking assets ${ }^{(1)}$ | 55,474 | 55,377 | 51,054 | 43,718 |  | 36,046 | 36,878 | 36,547 | 33,180 |


|  | NOTIONAL AMOUNT <br> JUN-09 \$M | CREDIT EQUIVALENT JUN-09 \$M | AVERAGE RISK WEIGHTS | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | RISK WEIGHTED BALANCE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | DEC-08 | JUN-08 | DEC-07 |
|  |  |  |  |  | \$M | SM | \$M |
| Off balance sheet positions |  |  |  |  |  |  |  |
| Guarantees entered into in the normal course of business | 349 | 210 | 90\% | 190 | 208 | 186 | 184 |
| Commitments to provide loans and advances | 7,389 | 2,104 | 75\% | 1,576 | 1,926 | 2,273 | 1,755 |
| Capital commitments | 45 | 45 | 100\% | 45 | 21 | 96 | 31 |
| Foreign exchange contracts | 21,996 | 557 | 28\% | 154 | 223 | 91 | 78 |
| Interest rate contracts | 64,173 | 503 | 47\% | 237 | 274 | 136 | 123 |
| Total off balance sheet positions | 93,952 | 3,419 |  | 2,202 | 2,652 | 2,782 | 2,171 |
| Market risk capital charge |  |  |  | 499 | 998 | 597 | 549 |
| Operational risk capital charge |  |  |  | 2,879 | 2,678 | 2,724 | - |
| Total risk weighted assets |  |  |  | 36,046 | 36,878 | 36,547 | 33,180 |
| Total assessed risk |  |  |  | 41,626 | 43,206 | 42,650 | 35,900 |
| Risk weighted capital ratios |  |  |  | \% | \% | \% | \% |
| Tier 1 |  |  |  | 11.31 | 8.83 | 8.04 | 7.69 |
| Tier 2 |  |  |  | 1.46 | 1.84 | 2.40 | 3.15 |
| Total risk weighted capital ratios |  |  |  | 12.77 | 10.67 | 10.44 | 10.84 |

[^0]
## Announcement of results

for the year ended 30 June 2009

## General Insurance Minimum Capital Ratio

The minimum capital requirement (MCR) for General Insurance is calculated by assessing the risks inherent in the business, which comprise:
the risk that the liability for outstanding claims is not sufficient to meet the obligations to policy holders arising from losses incurred up to the reporting date (outstanding claims risk);
the risk that the unearned premium liability is insufficient to meet the obligations to policy holders arising from losses incurred after the reporting date on existing policies (premium liabilities risk);

- the risk that the value of assets is diminished (investment risk); and

(1)the risk of a catastrophe giving rise to major claims losses up to the retention amount under existing reinsurance arrangements (catastrophe risk).

These risks are quantified to determine the minimum capital required under the APRA prudential standards. This requirement is compared with the capital held in the General Insurance companies. Any provisions for outstanding claims and insurance risk
th excess of the amount required to provide a level of sufficiency at $75 \%$ is classified as capital.

${ }^{(1)}$ Domestic GI Group - Suncorp General Insurance Consolidated Group (Australia only)
${ }^{(2)} \mathrm{GI}$ Group - Sum of MCR for the Domestic GI Group and Vero NZ
$)^{2}$


## Group credit ratings

The Group's credit ratings were impacted by the global financial volatility during the year to 30 June 2009.
In January 2009, Standard and Poor's reduced the long-term counterparty credit rating for the Bank to 'A' from 'A+' with a stable outlook. Other ratings were not impacted and the ratings for General Insurance and Life subsidiaries remained at 'A+' with a stable outlook. These ratings were affirmed in February following the capital raising.

In February 2009, Fitch Ratings affirmed the 'A+' rating for Suncorp-Metway Limited and Suncorp Metway Insurance Limited, however, due to deteriorating economic conditions, Suncorp-Metway Limited has been placed on 'negative outlook'.

In March 2009, Moody's lowered the long-term deposit and debt ratings of the Bank to 'A1' from 'Aa3' with a stable outlook. At the same time, Moody's confirmed the existing 'Aa3' insurance financial strength rating (IFSR) of Vero Insurance Limited and the 'A1' IFSR of Suncorp Metway Insurance Limited, but the outlook for these ratings has been changed to negative. SuncorpMetway Limited's short-term ratings were not part of the review and remain unchanged at Prime- 1 .

## Dividends

The final dividend of 20 cents per share is fully franked and due to be paid on 1 October 2009. The record date for determining entitlements to the dividends is 3 September 2009.

|  | half Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 | DEC-07 |
|  | SM | \$M | \$M | SM |
| Franking credits |  |  |  |  |
| Franking credits available for subsequent financial years based on a tax rate of $30 \%$ after proposed dividend | 523 | 407 | 442 | 478 |

## Announcement of results

for the year ended 30 June 2009

## Income tax



The Group's consolidated effective tax rate for the year ended 30 June 2009 was $13.3 \%$. The effective tax rate for the year continues to be significantly lower than the corporate tax rate due to the interaction of relatively large income tax adjustments with lower Group operating profits.
Income tax credits have arisen from:
an income tax credit of $\$ 7$ million arising from the Group's 2008 research and development claim;
the write back of a deferred tax liability of $\$ 9$ million for amortising identified intangibles associated with a Group joint venture interest which was disposed in the current interim reporting period. Deferred tax balances were established for these identified intangibles at the date of acquisition pursuant to AASB 112 Income Taxes;

- the statutory fund adjustment of $\$ 54$ million. Accounting standards require that the tax credit from a reduction in net market values of policyholder assets be recognised as part of the Group's income tax expense, whereas the net profit before tax of the Group includes a partially offsetting release of policyholder liabilities. Consequently, the tax credit is disproportionate relative to the net profit before tax. The reverse (a tax expense charge) is required in periods where the market values of policyholder assets increase; and
- The Group's decision to move its investment portfolios away from equities has resulted in a reduction in the receipt of tax exempt dividend income, increasing the effective tax rate.

Income tax expense has increased due to non-deductible distributions from Converting Preference Shares issued in June 2008 ( $\$ 15$ million) in addition to the non-deductible distributions from the remaining Reset Preference Shares ( $\$ 2$ million).

## Segment information - Banking

## Market and strategic overview

The past two years have seen a confluence of economic, funding and international events that have fundamentally changed the operating environment for banks, particularly regional banks.
The cost of raising funds in wholesale markets is considerably greater, and, while all banks are paying greater spreads for their funding, the difference between 'A' rated and 'AA' rated issuers has widened appreciably.
The Government deposit guarantee has been successful in providing reassurance to consumers, while the guarantee for wholesale funding has stabilised Australia's banking system and provided an injection of confidence. For ' $\mathrm{A}^{\prime}$ rated banks such as Suncorp, costs associated with utilising the wholesale guarantee have been significant and include a fee of 100 basis points paid to the Government. In addition, debt investors continue to look through the sovereign guarantee and differentiate pricing according to underlying credit rating. The combination of these two pricing elements results in a cost of term funding for ' A ' rated banks that is approximately 55 basis points higher than that for 'AA' rated banks. However during the year it was as much as 80 basis points higher.

This context of a significant change in the funding and risk environment prompted a fundamental review of the Bank's strategic direction. In the first half of the 2009 financial year, Suncorp announced that it would separate the banking business into core and non-core portfolios and proceed to run-off the non-core portfolios over time. The delineation of core and non-core was based upon the assessment of numerous criteria, including the cost of funding in each of the lending segments, the ability to attract deposit funding and the requirement to reduce concentration of risk and bad debt volatility.
Specialist teams have been appointed to work with customers in the non-core portfolio, to manage the run-off and ensure appropriate monitoring and management of credit exposures.
The Bank is focused on providing full relationship-based banking solutions for personal, agribusiness and commercial (SME) customers and continuing to grow the deposit base. It is targeting an increased level of retail funding to core loans which will deliver reduced dependence on wholesale debt markets. The composition of lending in the core portfolio will deliver a bank with substantially reduced volatility in both credit quality and earnings.

## Profit overview

Profit before tax, bad debts and one-off items increased by $16.9 \%$ to $\$ 781$ million, reflecting higher average asset balances and tight cost control throughout the year, in addition to particularly strong income growth in the first half of the year.
The Bank reported a contribution before tax of $\$ 117$ million, a decrease of $81.5 \%$ over the prior year. A sharp deterioration in economic conditions, falling property values and increased provisioning, including the establishment of an economic overlay to provisioning levels, resulted in a significant increase in impairment losses for the 2009 financial year.
Net interest income increased 8.4\% over the prior year. Higher average lending balances, repricing of the asset book and favourable yield curve movements produced a strong result for the first half. In the second half, net interest income was negatively impacted by higher wholesale funding costs as the Bank improved its funding mix through significantly lengthening the duration of its wholesale funding base. Substantial term funding issuance was undertaken in the second half to reduce refinancing risk in the non-core portfolio and move towards a 'match funded' position.
Net interest margin for the 2009 financial year was $1.68 \%$, down 11 basis points on the prior year, reflecting the impact of the risk mitigation activities to lengthen the Bank's duration of liabilities.

Operating expenses decreased by $0.4 \%$ on the prior year. The Bank completed a restructuring program during the year, combining the Retail and Business Banking operations into a single organisation. In the process the Bank incurred \$25 million in restructuring costs which were subsequently off set by focused cost-saving initiatives and realised ongoing benefits from the restructure. This resulted in the cost to income ratio improving to $40.8 \%$.
During the year the Bank benefited from one-off items including the sale of remaining Visa Inc shares of $\$ 4$ million and the profits from the redemption of subordinated debt instruments of $\$ 53$ million. These were in part offset by the \$11 million write-down of software implementation projects that were ceased following the decision to establish the non-core portfolio.

## Announcement of results

for the year ended 30 June 2009


Profit contribution - Banking
Net interest income

|  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\square$ Interest revenue | 4,702 | 4,659 | 0.9 | 2,009 | 2,693 | 2,533 | 2,126 | $(25.4)$ | $(20.7)$ |
| Interest expense | $(3,585)$ | $(3,629)$ | $(1.2)$ | $(1,500)$ | $(2,085)$ | $(1,987)$ | $(1,642)$ | $(28.1)$ | $(24.5)$ |
|  | 1,117 | 1,030 | 8.4 | 509 | 608 | 546 | 484 | $(16.3)$ | $(6.8)$ |
| Net banking fee income |  |  |  |  |  |  |  |  |  |
| Banking fee and commission revenue | 262 | 239 | 9.6 | 134 | 128 | 118 | 121 | 4.7 | 13.6 |
| Banking fee and commission expense | $(98)$ | $(91)$ | 7.7 | $(45)$ | $(53)$ | $(47)$ | $(44)$ | $(15.1)$ | $(4.3)$ |


| Other operating revenue |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net profit on financial instruments | 23 | 22 | 4.5 | (31) | 54 | 18 | 4 | (157.4) | (272.2) |
| Other income | 15 | 8 | 87.5 | 10 | 5 | 5 | 3 | 100.0 | 100.0 |
|  | 38 | 30 | 26.7 | (21) | 59 | 23 | 7 | (135.6) | (191.3) |
| Non-interest income | 202 | 178 | 13.5 | 68 | 134 | 94 | 84 | (49.3) | (27.7) |
| Jotal income from Banking activities | 1,319 | 1,208 | 9.2 | 577 | 742 | 640 | 568 | (22.2) | (9.8) |
| Operating expenses |  |  |  |  |  |  |  |  |  |
| Staff expenses | (307) | (339) | (9.4) | (133) | (174) | (179) | (160) | (23.6) | (25.7) |
| Equipment and occupancy expenses | (93) | (81) | 14.8 | (45) | (48) | (44) | (37) | (6.3) | 2.3 |
| Hardware, software and dataline expenses | (28) | (30) | (6.7) | (12) | (16) | (17) | (13) | (25.0) | (29.4) |
| - Advertising and promotion | (27) | (31) | (12.9) | (15) | (12) | (20) | (11) | 25.0 | (25.0) |
| $\square$ Office supplies, postage and printing | (23) | (22) | 4.5 | (10) | (13) | (12) | (10) | (23.1) | (16.7) |
| Other ${ }^{(1)}$ | (60) | (37) | 62.2 | (29) | (31) | (23) | (14) | (6.5) | 26.1 |
| ) | (538) | (540) | (0.4) | (244) | (294) | (295) | (245) | (17.0) | (17.3) |

Contribution to profit from Banking activities before impairment losses on loans and advances

| Impairment losses on loans and advances | (710) | (71) | large | (355) | (355) | (55) | (16) | - | large |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Contribution to profit before tax from normal business activities | 71 | 597 | (88.1) | (22) | 93 | 290 | 307 | (123.7) | (107.6) |
| One-off non-recurring items |  |  |  |  |  |  |  |  |  |
| Net profit from credit card portfolio sale | - | 20 | n/a | - | - | 20 | - | n/a | n/a |
| Net profit from sale and recognition of fair value of VISA Inc shares | 4 | 16 | (75.0) | - | 4 | 16 | - | n/a | n/a |
| Write-off of software implementation project | (11) | - | n/a | (11) | - | - | - | n/a | n/a |
| Net profits from redemption of subordinated debt | 53 | - | n/a | 53 | - | - | - | n/a | n/a |
| Contribution to profit before tax from Banking activities | 117 | 633 | (81.5) | 20 | 97 | 326 | 307 | (79.4) | (93.9) |
| Return on equity (\%) | 2.4 | 16.3 | (85.3) | 0.5 | 4.7 | 16.2 | 15.0 | (89.4) | (96.9) |

[^1]|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance sheet - Banking |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |
| Cash and liquid assets | 1,367 | 298 | 225 | 432 | 358.7 | large |
| Receivables due from other banks | 118 | 68 | 263 | 4 | 73.5 | (55.1) |
| Other financial assets |  |  |  |  |  |  |
| Trading securities | 6,694 | 8,336 | 5,685 | 7,842 | (19.7) | 17.7 |
| Derivatives | 478 | 960 | 532 | 263 | (50.2) | (10.1) |
| Investment securities ${ }^{(1)}$ | 14,535 | 13,267 | 11,075 | 9,706 | 9.6 | 31.2 |
| Bank acceptances from customers | 3 | 121 | 865 | 759 | (97.5) | (99.7) |
| Loans, advances and other receivables ${ }^{(2)}$ | 54,616 | 55,215 | 54,963 | 49,461 | (1.1) | (0.6) |
| Property, plant and equipment | 272 | 267 | 271 | 256 | 1.9 | 0.4 |
| Current tax assets | - | 24 | 34 | 3 | (100.0) | (100.0) |
| Deferred tax assets | 380 | 259 | 27 | - | 46.7 | large |
| Other assets ${ }^{(3)}$ | 856 | 1,522 | 944 | 556 | (43.8) | (9.3) |
| Intangible assets | 87 | 96 | 108 | 108 | (9.4) | (19.4) |
| Total assets | 79,406 | 80,433 | 74,992 | 69,390 | (1.3) | 5.9 |
| Liabilities |  |  |  |  |  |  |
| Deposits and short-term borrowings | 38,203 | 46,615 | 44,379 | 41,484 | (18.0) | (13.9) |
| Derivatives | 1,489 | 214 | 921 | 263 | large | 61.7 |
| Payables due to other banks | 29 | 24 | 45 | 43 | 20.8 | (35.6) |
| Bank acceptances | 3 | 121 | 865 | 759 | (97.5) | (99.7) |
| Payables and other liabilities ${ }^{(4)}$ | 1,204 | 1,715 | 979 | 641 | (29.8) | 23.0 |
| Current tax liabilities | 154 | - | - |  | n/a | n/a |
| Employee benefit obligations | 145 | 181 | 161 | 102 | (19.9) | (9.9) |
| Due to controlled entities | 291 | 69 | - | - | 321.7 | n/a |
| Deferred tax liabilities | - | - | - | 3 | n/a | n/a |
| Securitisation liabilities | 6,193 | 8,379 | 6,416 | 7,575 | (26.1) | (3.5) |
| Bonds, notes and long-term borrowings | 16,001 | 8,286 | 6,745 | 4,585 | 93.1 | 137.2 |
| Subordinated notes | 1,583 | 1,839 | 1,699 | 1,945 | (13.9) | (6.8) |
| Preference shares | 865 | 864 | 863 | 144 | 0.1 | 0.2 |
| Total liabilities | 66,160 | 68,307 | 63,073 | 57,544 | (3.1) | 4.9 |
| Net assets | 13,246 | 12,126 | 11,919 | 11,846 | 9.2 | 11.1 |

${ }^{(1)}$ Includes the Group investment in Promina of $\$ 7.9$ billion.
${ }^{(2)}$ Includes securitised home loan balances of $\$ 6.1$ billion (31 December $08 \$ 8.4$ billion: 30 June $08 \$ 6.4$ billion: 31 December $07 \$ 7.3$ billion).
${ }^{(3)}$ Other assets is mainly made up of accrued interest, prepayments and unrealised gains on derivative hedging positions.
${ }^{(4)}$ Includes unrealised losses on derivative hedging positions relating to cross currency swaps for offshore borrowings. Movements in the hedging positions are fully offset by movements in the underlying offshore borrowings.

|  | full year ended |  |  | half Year ended |  |  |  | JUN-09 | JUN-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 | vs DEC-08 | vs JUN-08 |
|  | \% | \% | \% | \% | \% | \% | \% | \% | \% |
| Banking ratios and statistics |  |  |  |  |  |  |  |  |  |
| Cost to income ratio | 40.8 | 44.7 | (8.7) | 42.3 | 39.6 | 46.1 | 43.1 | 6.8 | (8.2) |
| Cost to average total banking assets ratio | 0.70 | 0.79 | (11.4) | 0.63 | 0.76 | 0.84 | 0.74 | (17.1) | (25.0) |
| Capital adequacy ratio | 12.77 | 10.44 | 22.3 | 12.77 | 10.67 | 10.44 | 10.84 | 19.7 | 22.3 |
| Return on average risk weighted assets ratio | 0.23 | 1.34 | (82.8) | 0.08 | 0.37 | 1.32 | 1.36 | (78.4) | (93.9) |
| Net interest margin ${ }^{(1)}$ | 1.68 | 1.79 | (6.1) | 1.51 | 1.84 | 1.81 | 1.76 | (17.9) | (16.6) |
| Net interest spread | 1.38 | 1.43 | (3.5) | 1.25 | 1.53 | 1.44 | 1.43 | (18.3) | (13.2) |

[^2]
## Announcement of results

for the year ended 30 June 2009

|  | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { \$M } \end{array}$ | DEC-07 SM | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans, advances and other receivables <br> Housing loans <br> Securitised housing loans | 22,191 6,111 | $\begin{array}{r} 19,762 \\ 8,405 \end{array}$ | $\begin{array}{r} 20,876 \\ 6,371 \end{array}$ | $\begin{array}{r} 17,963 \\ 7,302 \end{array}$ | $\begin{array}{r} 12.3 \\ (27.3) \end{array}$ | 6.3 $(4.1)$ |
| $\square$ Total housing loans | 28,302 | 28,167 | 27,247 | 25,265 | 0.5 | 3.9 |
| Consumer loans | 610 | 694 | 863 | 1,185 | (12.1) | (29.3) |
| Retail loans | 28,912 | 28,861 | 28,110 | 26,450 | 0.2 | 2.9 |
| Commercial (SMEs) | 5,676 | 5,654 | 5,588 | 5,036 | 0.4 | 1.6 |
| Corporate | 3,153 | 3,626 | 3,828 | 3,267 | (13.0) | (17.6) |
| (7) Development finance | 6,055 | 6,089 | 5,915 | 5,000 | (0.6) | 2.4 |
| -1) Property investment | 5,288 | 5,271 | 5,573 | 4,566 | 0.3 | (5.1) |
| (1) Lease finance | 1,769 | 2,177 | 2,419 | 2,468 | (18.7) | (26.9) |
| Agribusiness | 3,506 | 3,547 | 3,645 | 3,379 | (1.2) | (3.8) |
| $\square$ Structured finance | 4 | 4 | 5 | 5 | - | (20.0) |
| Business loans | 25,451 | 26,368 | 26,973 | 23,721 | (3.5) | (5.6) |
| Total loans and advances | 54,363 | 55,229 | 55,083 | 50,171 | (1.6) | (1.3) |
| Other receivables ${ }^{(1)}$ | 1,015 | 588 | 899 | 168 | 72.6 | 12.9 |
| Gross banking loans, advances and other receivables | 55,378 | 55,817 | 55,982 | 50,339 | (0.8) | (1.1) |
| Provision for impairment | (759) | (481) | (154) | (119) | 57.8 | 392.9 |
| Loans, advances and other receivables | 54,619 | 55,336 | 55,828 | 50,220 | (1.3) | (2.2) |
| Risk weighted assets | 36,046 | 36,878 | 36,547 | 33,180 | (2.3) | (1.4) |
| Geographical breakdown - gross banking loans, advances and other receivables <br> Queensland | 33,160 | 33,301 | 34,110 | 30,974 | (0.4) | (2.8) |
| New South Wales | 12,425 | 12,301 | 12,082 | 10,794 | 1.0 | 2.8 |
| $\square$ Victoria | 6,856 | 6,940 | 6,701 | 5,815 | (1.2) | 2.3 |
| (1) Western Australia | 2,622 | 2,919 | 2,757 | 2,455 | (10.2) | (4.9) |
| South Australia and other | 315 | 356 | 332 | 301 | (11.5) | (5.1) |
| Outside of Queensland loans | 22,218 | 22,516 | 21,872 | 19,365 | (1.3) | 1.6 |
| Gross banking loans, advances and other receivables | 55,378 | 55,817 | 55,982 | 50,339 | (0.8) | (1.1) |

${ }^{(1)}$ Other receivables are made up primarily of trade finance and foreign exchange advances.
Gross banking loans, advances and other receivables reduced $1.1 \%$ to $\$ 55.4$ billion.
Lending conditions continued to deteriorate during the year to 30 June 2009, as volatility in financial markets, coupled with weaker economic conditions, resulted in conservative lending and general deleveraging across the economy. Recent government stimulus has provided limited support to consumer confidence and to first home buyers, however investors and businesses continue to remain cautious, deferring investment and spending decisions.
The Bank took a cautious approach to new lending in the uncertain economic environment and adjusted pricing where necessary to reflect increased funding costs. This had a particular impact on the indirect channel, with the Bank choosing not to aggressively pursue lending growth via intermediaries. In addition, volumes were impacted as the Bank ceased lending to new customers in the non-core portfolios.

|  | half Year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 SM | DEC-07 SM |  |  |
| Personal lending |  |  |  |  |  |  |
| Housing loans by State |  |  |  |  |  |  |
| Queensland | 17,953 | 17,602 | 17,119 | 15,916 | 2.0 | 4.9 |
| New South Wales | 5,251 | 5,285 | 5,046 | 4,625 | (0.6) | 4.1 |
| Victoria | 2,821 | 2,945 | 2,865 | 2,717 | (4.2) | (1.5) |
| Western Australia | 1,979 | 2,037 | 1,922 | 1,717 | (2.8) | 3.0 |
| South Australia | 211 | 215 | 213 | 212 | (1.9) | (0.9) |
| ACT | 59 | 53 | 53 | 53 | 11.3 | 11.3 |
| Tasmania | 28 | 30 | 29 | 25 | (6.7) | (3.4) |
| Outside of Queensland | 10,349 | 10,565 | 10,128 | 9,349 | (2.0) | 2.2 |
| Total | 28,302 | 28,167 | 27,247 | 25,265 | 0.5 | 3.9 |

## Housing lending

Home loan receivables, including securitised assets grew $3.9 \%$, below market growth of $8.2 \%$ (as measured by the Reserve Bank of Australia).
The Bank remained cautious in its approach to new housing lending during the year. Government stimulus created confidence in the lower end first home buyer market, while the market for investors and those looking to upgrade has remained weak, with customers choosing to pay down debt and reduce leverage.
During the year the Bank rebranded and positioned itself to concentrate on higher quality full personal relationship business. The Bank focused on its core market of Queensland and also on growing the direct distribution channel in Western Australia. During the year the Bank added seven branches, further enhancing its full personal relationship capability.
Lending volumes via the direct distribution channel were impacted by reduced levels of activity as the economy slowed. In the difficult funding environment the Bank chose not to pursue strong growth in lending volumes via the intermediary channel and has strategically positioned this avenue as one of variable volume in line with funding conditions.

|  | half Year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 | DEC-07 |  |  |
|  | \$M | \$M | \$M | \$M | \% | \% |
| Consumer loans by purpose |  |  |  |  |  |  |
| Personal loans | 376 | 397 | 390 | 370 | (5.3) | (3.6) |
| Overdrafts | 5 | 4 | 7 | 5 | 25.0 | (28.6) |
| Credit cards | 7 | 8 | 10 | 235 | (12.5) | (30.0) |
| Margin lending | 222 | 285 | 456 | 575 | (22.1) | (51.3) |
| Total | 610 | 694 | 863 | 1,185 | (12.1) | (29.3) |

## Consumer lending

Consumer lending decreased $29.3 \%$ over the year, to $\$ 610$ million.
Margin lending balances continued to reduce in line with volatility in equity markets, as consumers paid down margin lending facilities and reduced leverage to markets.
Personal loans decreased $3.6 \%$ as tighter economic conditions prompted consumers to reduce discretionary expenditure.

## Announcement of results

for the year ended 30 June 2009

## Business lending

A breakdown of business lending by state is shown below:

|  | half Year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 SM | DEC-07 |  |  |
|  | \$M | \$M | \$M | \$M | \% | \% |
| Business loans by State |  |  |  |  |  |  |
| Queensland | 13,631 | 14,470 | 15,280 | 13,791 | (5.8) | (10.8) |
| New South Wales | 7,143 | 6,982 | 6,949 | 6,061 | 2.3 | 2.8 |
| Victoria | 4,024 | 3,982 | 3,823 | 3,075 | 1.1 | 5.3 |
| Western Australia | 641 | 880 | 833 | 733 | (27.2) | (23.0) |
| South Australia and other | 12 | 54 | 88 | 61 | (77.8) | (86.4) |
| Outside of Queensland | 11,820 | 11,898 | 11,693 | 9,930 | (0.7) | 1.1 |
| Total | 25,451 | 26,368 | 26,973 | 23,721 | (3.5) | (5.6) |

## Business lending

Business lending decreased by 5.6\% during the 2009 financial year to $\$ 25.5$ billion as the Bank moderated lending growth in the core portfolio and commenced run-off of the non-core book.

## Core business portfolio

## Commercial (SME)

The Commercial (SME) portfolio grew $1.6 \%$ over the year.
As expected, the slowing economy saw small to medium businesses pay down borrowings and defer non-essential spending in an environment of weaker consumer and business confidence.

The Commercial (SME) segment is core to the Bank's strategy and complements the growth in the branch footprint. The
Bank remains committed to providing leading banking relationships in the small to medium commercial segment, particularly in Queensland, Western Australia and selected areas in New South Wales.

## Agribusiness

The Agribusiness portfolio declined 3.8\% over the year. Competition within this sector intensified during the year, with the business focusing on servicing the existing customer base and working with customers to optimise cash flows.

Agricultural seasonal conditions improved late in the year as rainfalls reverted to more normal patterns. After long periods of drought, favourable trading conditions have returned to many parts of the agribusiness sector, with lower fuel prices and higher crop and livestock returns.
The Agribusiness segment is core to the Bank's strategy and has historically provided steady growth and returns throughout the cycle. Credit quality in Agribusiness has been more resilient, than other business segments, to the deterioration in economic conditions. The Bank has a long history of working with customers in the Agribusiness segment, providing full relationship banking services to agribusiness throughout Queensland, New South Wales and Victoria.

## Business lending continued

## Non-core business portfolios

## Corporate lending

Lending in the Corporate segment is heavily reliant on wholesale funding and, in line with the strategic realignment, the Bank has deemed this segment to be part of its non-core portfolio.

The Bank established a separate team to work with customers to run-off the corporate portfolio. This has seen a reduction in corporate exposures of $17.6 \%$ during the year. The difficult economic conditions continue to limit opportunities to reduce non-core corporate lending, despite the Bank's exposures being strongly secured.

## Development finance

The Development Finance portfolio grew 2.4\% during the year, restricted to draw downs of existing in-progress facilities.

As expected, the Development Finance portfolio peaked in March 2009 and has started to decline in value as projects come to completion and asset stocks are sold.

The Development Finance segment is reliant on wholesale funding sources, provides little opportunity to grow deposits and therefore does not align with the Bank's revised strategy. The Bank will work with customers to manage run-off of this segment.

## Property investment

The Property investment portfolio contracted $5.1 \%$ as the Bank continued to selectively reduce its property market exposure. Despite some reduction in commercial property values, property accounts continue to remain well serviced, with low levels of vacancy and default rates.

Property investment includes assets such as shopping centres, commercial offices and industrial warehouses, and excludes construction projects which are classified as Development Finance.

Property investors took the opportunity to reduce debt and increase coverage levels during the period.

The Property investment segment is reliant on wholesale funding sources, provides little opportunity to grow deposits and therefore does not align with the Bank's revised strategy. The Bank will work with customers to manage run-off of this segment.

## Lease finance

In line with the Bank's strategic decision to reduce receivables balances in non-core lending segments, the Lease Finance portfolio reduced by $26.9 \%$ over the year in line with its natural amortising repayment profile.
Lease finance is largely transactional in nature, with little opportunity to grow deposits or client relationships, and therefore does not align with the Bank's revised strategy.

## Announcement of results

for the year ended 30 June 2009

|  | half year ended |  |  |  | JUN-09 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { \$M } \end{array}$ | JUN-08 \$M | $\begin{array}{r} \text { DEC-07 } \\ \text { \$M } \end{array}$ | vs DEC-08 |  |
| Funding and deposits |  |  |  |  |  |  |
| Retail funding |  |  |  |  |  |  |
| Australian retail deposits |  |  |  |  |  |  |
| - Transaction | 6,110 | 5,964 | 5,625 | 5,635 | 2.4 | 8.6 |
| Investment | 3,673 | 4,236 | 4,344 | 4,615 | (13.3) | (15.4) |
| Term | 11,635 | 10,409 | 8,945 | 7,280 | 11.8 | 30.1 |
| Core retail deposits | 21,418 | 20,609 | 18,914 | 17,530 | 3.9 | 13.2 |
| Retail treasury | 2,202 | 2,791 | 3,308 | 3,445 | (21.1) | (33.4) |
| Total retail funding | 23,620 | 23,400 | 22,222 | 20,975 | 0.9 | 6.3 |
| Wholesale funding |  |  |  |  |  |  |
| Senior wholesale funding | 16,531 | 26,225 | 19,827 | 17,889 | (37.0) | (16.6) |
| Subordinated notes | 699 | 701 | 681 | 681 | (0.3) | 2.6 |
| Preference shares | 144 | 144 | 144 | 144 | - | - |
| Convertible Preference Shares | 721 | 720 | 719 | - | 0.1 | 0.3 |
|  | 18,095 | 27,790 | 21,371 | 18,714 | (34.9) | (15.3) |
| Overseas funding sources ${ }^{(1)}$ |  |  |  |  |  |  |
| Commercial paper | 2,573 | 772 | 4,574 | 2,919 | 233.3 | (43.7) |
| Medium-term notes | 11,480 | 4,504 | 4,501 | 4,286 | 154.9 | 155.1 |
| Subordinated notes | 884 | 1,138 | 1,018 | 1,264 | (22.3) | (13.2) |
|  | 14,937 | 6,414 | 10,093 | 8,469 | 132.9 | 48.0 |
| Total wholesale funding | 33,032 | 34,204 | 31,464 | 27,183 | (3.4) | 5.0 |
| Total funding (excluding securitisation) | 56,652 | 57,604 | 53,686 | 48,158 | (1.7) | 5.5 |
| Securitised funding |  |  |  |  |  |  |
| Australian dollar wholesale ${ }^{(2)}$ | 4,644 | 6,680 | 4,590 | 5,300 | (30.5) | 1.2 |
| Foreign currency wholesale ${ }^{(1)}$ | 1,549 | 1,699 | 1,826 | 2,275 | (8.8) | (15.2) |
| Total securitised funding | 6,193 | 8,379 | 6,416 | 7,575 | (26.1) | (3.5) |
| Total funding (including securitisation) | 62,845 | 65,983 | 60,102 | 55,733 | (4.8) | 4.6 |
| Total funding is represented on the balance sheet by: <br> Deposits and short-term borrowings <br> 38,203 <br> 46,615 <br> 44,379 <br> 41,484 <br> (18.0) <br> (13.9) |  |  |  |  |  |  |
| Securitisation liabilities | 6,193 | 8,379 | 6,416 | 7,575 | (26.1) | (3.5) |
| Bonds, notes and long-term borrowings | 16,001 | 8,286 | 6,745 | 4,585 | 93.1 | 137.2 |
| Subordinated notes | 1,583 | 1,839 | 1,699 | 1,945 | (13.9) | (6.8) |
| Preference shares | 865 | 864 | 863 | 144 | 0.1 | 0.2 |
| Total | 62,845 | 65,983 | 60,102 | 55,733 | (4.8) | 4.6 |
| Retail funding as a percentage of total funding (excluding securitisation) ${ }^{(3)}$ | 42\% | 41\% | 41\% | 44\% | 2.4 | 2.4 |

[^3]Funding and deposits continued

## Retail funding

Core Retail deposits (net of treasury) increased 13.2\% over the prior year to $\$ 21.4$ billion.

The period has been one of extreme volatility in financial markets with the failure of a number of foreign banks and, during early September in particular, domestic investors shifting deposit funds from regional banks and credit unions to AA-rated banks.

The Government's deposit guarantee added a level of confidence in ADIs generally and the subsequent deposit growth more than replaced the outflows experienced in early September, with growth in retail deposits returning to more normal levels during the year.

The Bank continues to achieve growth in core transaction account balances through the acquisition of new customers, both in Queensland and interstate, and providing full service banking.
Customers reviewed their credit limits in response to changes to the Bank's credit ratings during the year. This resulted in retail treasury deposits reducing by 33.4\%.

## Wholesale funding

The Bank, like all global financial institutions, experienced a volatile year as credit markets, both short and long-term, froze following the collapse of Lehman Bros. in the second half of 2008. Despite this, the Group strengthened its funding position over the 2009 financial year.

Suncorp raised $\$ 11$ billion of government guarantee term debt over the year (and a further $\$ 2.7$ billion in RMBS issuance), well above the previously forecast $\$ 4$ billion to $\$ 4.5$ billion required to fund asset growth and satisfy term maturities for the year.

This has been utilised to reduce the dependence on shortterm markets.

As a result of these initiatives, the weighted average term of balance sheet liabilities (including securitisation) increased to 1.32 years at 30 June 2009, compared to 0.69 years at 30 June 2008. The ratio of short-term wholesale funding net of liquid assets, as a percentage of lending assets, decreased from $27 \%$ to $8 \%$ over the financial year.

In response to the increased liquidity risks created by the dislocation of credit markets, liquid assets (not including RMBS repo capacity) increased to $\$ 10.3$ billion at 30 June 2009 (a liquid asset ratio of $16.7 \%$ ) from $\$ 7.5$ billion at 30 June 2008 (a liquid asset ratio of 12.5\%).

In October 2008 the Bank privately placed $\$ 1.84$ billion of AAA-rated RMBS paper internally with four of the Group's General Insurance funds managed by Tyndall. As part of ongoing liquidity management, $\$ 1.1$ billion of this was repurchased by the Bank in June 2009. Both transactions were undertaken at arm's length on a fully commercial basis.
Over the year the Bank utilised the Government Guarantee to access new and existing investors to raise funds in the domestic, US, Japanese, UK and Swiss markets, in terms ranging from one to five years. The Bank will continue to seek opportunities to further strengthen the balance sheet in the future.

## Announcement of results

for the year ended 30 June 2009


Net interest income rose $8.4 \%$ over the prior year to $\$ 1,117$ million, driven by particularly strong performance in the first half, namely higher average lending balances, repricing of the asset book and favourable yield curve movements. Offsetting these factors were increasing wholesale funding costs as short-term funding was replaced by term funding issued over the course of the year.

Net interest margin for the year was $1.68 \%$, down 11 basis points over the prior year. The table illustrates the composition of the 11 basis point decrease:

## Change in net interest margin

\%



## Net interest income continued

As a consequence of the economic environment, the Bank maintained a conservative approach to managing liquidity, holding an average of $\$ 3$ billion in balances above the prior year. The increase in holdings reduced the margin by 5 basis points.
The Bank concentrated on de-risking its balance sheet funding mix through reducing reliance on short-term wholesale funding, further diversifying the wholesale funding base and lengthening the average term to maturity. These actions resulted in the Bank increasing the weighted average term of liabilities from 0.69 years at 30 June 2008 to 1.32 years at 30 June 2009. In doing so the Bank raised $\$ 11$ billion of term debt over the year, in excess of the $\$ 4$ billion to $\$ 4.5$ billion required to fund asset growth and maturities. The increased term funding has been applied toward eliminating the refinancing risk associated with the non-core portfolio.
The cost of raising funds in wholesale markets remained high throughout the year, as the spread between ' $\mathrm{A}^{\prime}$ rated and ' AA ' rated issuers widened following the dislocation of funding markets. While the government wholesale guarantee has provided stability to the Australian Banking system, the higher costs associated with accessing the guarantee for an 'A' rated bank such as Suncorp, in addition to the underlying cost differential to the major banks in raising term funding, has driven higher wholesale funding costs for the Bank. The impact of these higher costs, along with the Bank's strategy to access term funding under the Government guarantee to reduce the refinancing risk of the non-core portfolio, reduced the margin by 22 basis points when compared to the prior year.
Higher costs across wholesale funding markets, as well as increased competition in deposits, prompted the Bank to increase risk premiums on business lending products. In addition, the continued decoupling of retail home lending interest rates away from the official Reserve Bank cash rate allowed the Bank to recover some of the increased costs of wholesale funding. The repricing activities resulted in a positive impact to the margin of 9 basis points.
The additional $\$ 1$ billion of capital raised in February 2009 generated a 3 basis point benefit to net interest margin.
The net interest margin of $1.68 \%$ for the full year includes 6 basis points of benefit from the falling rate environment in the first half, and only a partial year's impact of the net increase in wholesale funding costs over and above the ability for the Bank to pass this on to its customers. The net interest margin for the second half of the year was stable at $1.51 \%$, reflecting a more normal yield curve environment, the full impact of increased wholesale funding costs and progressive product repricing over the period. The result for the last quarter, which was also $1.51 \%$, is split between the core and non-core portfolios in Appendix 3 .

## Net banking fee income

|  | full year ended |  |  |  | half Year ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \\ \hline \end{array}$ | JUN-09 vs JUN-08 \% | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| Net banking fee income |  |  |  |  |  |  |  |  |  |
| Lending fee revenue | 107 | 82 | 30.5 | 60 | 47 | 40 | 42 | 27.7 | 50.0 |
| Lending fee expense | (47) | (43) | 9.3 | (22) | (25) | (23) | (20) | (12.0) | (4.3) |
| Net lending fees | 60 | 39 | 53.8 | 38 | 22 | 17 | 22 | 72.7 | 123.5 |
| Transaction fees | 99 | 103 | (3.9) | 46 | 53 | 51 | 52 | (13.2) | (9.8) |
| Interchange fees | 5 | 6 | (16.7) | 5 | - | 3 | 3 | n/a | 66.7 |
|  | 164 | 148 | 10.8 | 89 | 75 | 71 | 77 | 18.7 | 25.4 |

Non-Interest income increased $10.8 \%$ on the prior year to $\$ 164$ million. After taking into account the reduction of fee income following the sale of the credit card portfolio, banking fee income rose $20.6 \%$ on the prior year.

## Other operating revenue

As part of its interest rate risk management activities, the Bank undertakes short dated hedging arrangements using derivative products that do not satisfy the technical requirements for hedge accounting. As a result, mark to market gains of $\$ 38$ million were recognised in the first half. As anticipated, these amounts reversed in the second half as the payments on the derivatives were received and recognised as interest income.

## Announcement of results

for the year ended 30 June 2009

## Operating expenses

|  | FULL YEAR ENDED |  | HALF YEAR ENDED |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| L |  |  | JUN-09 |  |  |  |  | JUN-09 | JUN-09 |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 | vs DEC-08 | vs JUN-08 |
|  | \$M | \$M | \% | \$M | \$M | \$M | \$M | \% | \% |
| Staff expenses | (307) | (339) | (9.4) | (133) | (174) | (179) | (160) | (23.6) | (25.7) |
| Equipment and occupancy expenses | (93) | (81) | 14.8 | (45) | (48) | (44) | (37) | (6.3) | 2.3 |
| Hardware, software and dataline expenses | (28) | (30) | (6.7) | (12) | (16) | (17) | (13) | (25.0) | (29.4) |
| Advertising and promotion | (27) | (31) | (12.9) | (15) | (12) | (20) | (11) | 25.0 | (25.0) |
| Office supplies, postage and printing | (23) | (22) | 4.5 | (10) | (13) | (12) | (10) | (23.1) | (16.7) |
| Other ${ }^{(1)}$ | (60) | (37) | 62.2 | (29) | (31) | (23) | (14) | (6.5) | 26.1 |
| ค | (538) | (540) | (0.4) | (244) | (294) | (295) | (245) | (17.0) | (17.3) |

Other operating expenses are made up primarily of financial, legal, motor vehicle, travel and accommodation expenses.
Operating expenses decreased $0.4 \%$ over the prior year.
Costs reduced over the prior year as the Bank benefited from reduced discretionary spending and the restructuring program undertaken during the first half. The restructure combined the Retail and Business banking divisions, resulting in efficiency gains through the streamlining of operations and removal of duplication. As a result of the restructure, the Bank incurred a restructuring charge of $\$ 25$ million during the first half.
Operating expenses in the second half benefited from the reversal of expense provisions relating to lower employment bonuses, a favourable outcome on GST recoveries and lower project spend in delivering the credit card migration project.
The favourable impact was approximately $\$ 20$ million.
The Bank is continuing to find efficiency gains and cost reductions through simplification of activities and removal of costs through the run down of the non-core portfolios.
During the second half of the year, the Bank discontinued a software implementation project which was no longer required following the decision to re-focus activities on the core portfolio. This resulted in a write down of $\$ 11$ million. This is reported in non-recurring items in the second half operating result.
The cost to income ratio for the year was $40.8 \%$, down from $44.7 \%$ for the prior year.

## impairment losses on loans and advances

Impairment losses for the year were $\$ 710$ million, equating to approximately 128 basis points of gross loans, advances and other receivables. The general deterioration of conditions across the economy, as well as the impact of several large single name exposures has driven the large increase. In response to continued deterioration of the domestic economy, the Bank took an economic overlay provision of $\$ 75$ million during the first half of the year.

|  | full year ended |  |  |  | half Year ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | JUN-08 SM |  | JUN-09 SM | DEC-08 SM | JUN-08 SM | DEC-07 SM | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | JUN-09 vs JUN-08 \% |
| Impairment losses on loans and advances |  |  |  |  |  |  |  |  |  |
| Collective provision for impairment | 202 | (15) | large | 31 | 171 | (2) | (13) | (81.9) | large |
| Specific provision for impairment | 453 | 57 | large | 279 | 174 | 42 | 15 | 60.3 | large |
| Bad debts written off | 57 | 33 | 72.7 | 46 | 11 | 17 | 16 | 318.2 | 170.6 |
| Bad debts recovered | (2) | (4) | (50.0) | (1) | (1) | (2) | (2) | - | (50.0) |
|  | 710 | 71 | large | 355 | 355 | 55 | 16 | - | large |

Impairment losses on loans and advances continued
Several large property and corporate exposures have materially impacted impairment losses. Falling property prices have also had an impact on the position, along with weaker economic conditions and a general lack of business confidence.

Impairment losses of $\$ 710$ million include individually assessed charges of $\$ 508$ million, predominantly through increased specific provisions and an increase of $\$ 202$ million in the collective provision, $\$ 75$ million of which related to an economic overlay.

Impairment charges for the core banking portfolio totalled $\$ 75$ million, equating to 20 basis points of core gross loans, advances and other receivables. The core lending segments of Personal and Agribusiness performed strongly given the economic environment, with low levels of impairments. Core Commercial (SME) experienced some deterioration during the course of the year, but overall credit quality remains sound and well within tolerance levels. Non-core portfolios have been severely impacted by the economic conditions, with impairment charges of $\$ 560$ million.

The Group's largest specific provision increase is a $\$ 93$ million provision for Babcock \& Brown International. Significant provisions were also raised for public entities Sunleisure Pty Ltd (associated with Octaviar) and Raptis Group Ltd, as well as five other large private groups. Provisions were raised largely as a result of the deterioration in the property market and slowing asset sales. These large single name exposures contributed 45\% of the individually assessed impairment charges for the year.

The Group increased its collective provision by $\$ 202$ million. This included $\$ 127$ million to reflect a general decline in credit quality and the economic overlay of $\$ 75$ million to reflect ongoing economic deterioration referrred to earlier.

## Announcement of results

for the year ended 30 June 2009

## Impaired assets

Total non-performing loans increased to $\$ 1.9$ billion. This represents $3.5 \%$ of gross loans, advances and other receivables. Gross individually impaired assets have increased to $\$ 1.5$ billion, representing $2.7 \%$ of gross loans, advances and other receivables.

Of the increase in gross impaired assets during the year, $\$ 707$ million related to eight single name exposures requiring specific impairment charges. Seven of those exposures have come from the Property portfolio, with one large syndicated corporate exposure.
At 30 June 2009, gross impaired assets in the core portfolio were $\$ 145$ million. Difficult trading conditions for commercial (SME) and agribusiness customers resulted in some small increases in non-performing loans and arrears levels. Notwithstanding, facilities remain well secured over physical property with low levels of expected loss.

Gross impaired assets in the non-core portfolio were $\$ 1.3$ billion. The softer property market and fewer investors resulted in impaired assets in the development finance and property sectors increasing to $\$ 807$ million and $\$ 196$ million respectively. In January 2009, the Bank established a dedicated intensive management unit with specialist property experience to assist in managing property and development exposures showing signs of distress. This team facilitates ongoing intensive account management across all segments to identify key sensitivity points and potential triggers for possible impairment.

All geographical regions have shown signs of stress, with the largest increases stemming from the New South Wales development finance portfolio. Slower sales rates and general property investment weakness across the New South Wales market have resulted in higher impaired asset balances and increased provisioning requirements.

|  | half year ended |  |  |  | JUN-09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | DEC-08 \$M | JUN-08 SM | DEC-07 SM | vs DEC-08 | vs JUN-08 |
| Impaired asset balances |  |  |  |  |  |  |
| Gross balances of individually impaired loans |  |  |  |  |  |  |
| with specific provisions set aside | 1,350 | 874 | 314 | 149 | 54.5 | large |
| without specific provisions set aside | 124 | 112 | 42 | 42 | 10.7 | 195.2 |
| Gross individually impaired assets | 1,474 | 986 | 356 | 191 | 49.5 | 314.0 |
| Specific provision for impairment | (477) | (230) | (74) | (37) | 107.4 | large |
| Net individually impaired assets | 997 | 756 | 282 | 154 | 31.9 | 253.5 |
| Size of gross individually impaired assets |  |  |  |  |  |  |
| Less than one million | 50 | 27 | 24 | 25 | 85.2 | 108.3 |
| Greater than one million but less than ten million | 301 | 187 | 123 | 85 | 61.0 | 144.7 |
| Greater than ten million | 1,123 | 772 | 209 | 81 | 45.5 | 437.3 |
|  | 1,474 | 986 | 356 | 191 | 49.5 | 314.0 |
| Past due loans not shown as impaired assets ${ }^{(1)}$ | 449 | 441 | 243 | 163 | 1.8 | 84.8 |
| Gross non-performing loans | 1,923 | 1,427 | 599 | 354 | 34.8 | 221.0 |
| Interest income on impaired assets recognised in the contribution to profit | 1 | 1 | 3 | 2 | 0.0 | (66.67) |
| Analysis of movements in gross individually impaired assets |  |  |  |  |  |  |
| Balance at the beginning of the half year | 986 | 356 | 191 | 157 | 177.0 | 416.2 |
| Recognition of new impaired assets and increases in previously |  |  |  |  |  | 173.0 |
| Impaired assets written off during the half year | (38) | (3) | (10) | (6) | large | 280.0 |
| Impaired assets which have been restated |  |  |  |  |  |  |
| Balance at the end of the half year | 1,474 | 986 | 356 | 191 | 49.5 | 314.0 |
|  | \% | \% | \% | \% |  |  |
| Gross individually impaired assets as a percentage of gross loans, advances and other receivables | 2.66 | 1.77 | 0.64 | 0.38 | 50.7 | 318.6 |
| Gross non-performing loans as a percentage of gross loans, advances and other receivables | 3.47 | 2.56 | 1.07 | 0.70 | 35.9 | 224.6 |
| Gross individually impaired assets as a percentage of impairment provisions and equity reserve for credit loss coverage | 142.00 | 186.69 | 93.05 | 60.14 | (23.9) | 52.7 |
| Impairment provisions and equity reserve for credit loss as a percentage of risk weighted assets | 2.88 | 1.43 | 1.05 | 0.96 | 101.0 | 175.0 |

[^4]
## Announcement of results

for the year ended 30 June 2009

Impaired assets continued
Industry breakdown is shown below based on the source of credit risk whereas the loans, advances and other receivables table on page 28 is based on the nature of the loan.
industry breakdown of impaired assets and specific provisions as at 30 June 2009 are as follows:

| - | Loans | PROVISIONED IMPAIRED ASSETS | $\begin{aligned} & \text { PRO- } \\ & \text { VISION } \end{aligned}$ | Loans | PROVISIONED IMPAIRED ASSETS | $\begin{aligned} & \text { PRO- } \\ & \text { VISION } \end{aligned}$ | Loans | PROVISIONED IMPAIRED ASSETS | $\begin{aligned} & \text { PRO- } \\ & \text { VISION } \end{aligned}$ | Loans | PROVISIONED IMPAIRED ASSETS | $\begin{aligned} & \text { PRO- } \\ & \text { VISION } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 71 | \$M | \$M | \$M | \$M | A SM | \$M | \$M | ASSETS SM | \$M | \$M | ASSETS SM | \$M |
| Agribusiness | 3,535 | 74 | 14 | 3,607 | 49 | 10 | 3,706 | 12 | 1 | 3,485 | 8 | 1 |
| Construction and development | 6,576 | 804 | 224 | 6,507 | 459 | 78 | 6,154 | 240 | 58 | 5,504 | 142 | 29 |
| $\square$ Financial services | 2,078 | - | - | 1,676 | - | - | 1,910 | - | - | 1,140 | - | - |
| Hospitality | 1,742 | 75 | 14 | 1,772 | 38 | - | 1,730 | 4 | 1 | 1,634 | 3 | 1 |
| Manufacturing | 904 | 20 | 8 | 966 | 5 | 4 | 928 | 2 | - | 856 | 3 | 1 |
| Professional services ${ }^{(1)}$ | 654 | 144 | 115 | 766 | 3 | - | 851 | 1 | - | 1,402 | 4 | - |
| Property investment | 7,423 | 269 | 69 | 7,714 | 236 | 25 | 7,515 | 64 | 5 | 5,726 | 7 | - |
| Real estate mortgage | 28,464 | 31 | 8 | 28,471 | 24 | 5 | 27,608 | 9 | 2 | 25,584 | 9 | 2 |
| Personal | 610 | - | - | 694 | - | - | 864 | - |  | 1,185 | 1 | - |
| $\square$ Government and public | 9 | - | - | 9 | - | - | 8 | - | - | 6 | - | - |
| Other commercial and industrial | 3,383 | 57 | 25 | 3,635 | 172 | 108 | 4,708 | 24 | 7 | 3,817 | 14 | 3 |
|  | 55,378 | 1,474 | 477 | 55,817 | 986 | 230 | 55,982 | 356 | 74 | 50,339 | 191 | 37 |

1) Includes exposure to Babcock \& Brown International.

|  | HALF YEAR ENDED |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \$ \mathrm{M} \end{array}$ | JUN-08 SM | DEC-07 \$M |  |  |
| Provision for impairment |  |  |  |  |  |  |
| Collective provision |  |  |  |  |  |  |
| Balance at the beginning of the period | 251 | 80 | 82 | 95 | 213.8 | 206.1 |
| Charge against contribution to profit | 31 | 171 | (2) | (13) | (81.9) | large |
| Balance at the end of the period | 282 | 251 | 80 | 82 | 12.4 | 252.5 |
| Specific provision |  |  |  |  |  |  |
| Balance at the beginning of the period | 230 | 74 | 37 | 25 | 210.8 | large |
| Charge against impairment losses | 279 | 174 | 42 | 15 | 60.3 | large |
| Charge against interest income | (32) | (18) | (5) | (3) | 77.8 | large |
| Balance at the end of the period | 477 | 230 | 74 | 37 | 107.4 | large |
| Total provision for impairment - Banking activities | 759 | 481 | 154 | 119 | 57.8 | 392.9 |
| Equity reserve for credit loss |  |  |  |  |  |  |
| Balance at the beginning of the period | 33 | 160 | 139 | 119 | (79.4) | (76.3) |
| Transfer (to)/from retained earnings | 162 | (127) | 21 | 20 | (227.6) | large |
| Balance at the end of the period | 195 | 33 | 160 | 139 | 490.9 | 21.9 |
| Pre-tax equivalent coverage | 279 | 47 | 229 | 199 | 493.6 | 21.8 |
| Total provision for impairment and equity reserve for credit loss coverage - Banking activities | 1,038 | 528 | 383 | 318 | 96.6 | 171.0 |
|  | \% | \% | \% | \% |  |  |
| Provision for impairment expressed as a percentage of gross impaired assets are as follows: |  |  |  |  |  |  |
| Collective provision | 19.1 | 25.5 | 22.5 | 42.9 |  |  |
| Specific provision | 32.4 | 23.3 | 20.8 | 19.4 |  |  |
| Total provision | 51.5 | 48.8 | 43.3 | 62.3 |  |  |
| Equity reserve for credit loss coverage | 18.9 | 4.8 | 64.2 | 104.0 |  |  |
| Total provision and equity reserve for credit loss coverage | 70.4 | 53.6 | 107.5 | 166.3 |  |  |

## Announcement of results

for the year ended 30 June 2009


Average banking assets and liabilities
Assets
interest earning assets

| $\square$ Trading securities | 10,319 | 599 | 5.80 | 7,238 | 525 | 7.25 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross loans, advances and other receivables | 55,551 | 4,055 | 7.30 | 49,303 | 4,078 | 8.27 |
| Other interest earning assets | 800 | 48 | 6.00 | 1,087 | 56 | 5.15 |
| Total interest earning assets | 66,670 | 4,702 | 7.05 | 57,628 | 4,659 | 8.08 |
| Non-interest earning assets |  |  |  |  |  |  |
| 7 Other assets | 10,668 |  |  | 10,761 |  |  |
| Total non-interest earning assets | 10,668 |  |  | 10,761 |  |  |
| Total assets | 77,338 |  |  | 68,389 |  |  |
| Liabilities |  |  |  |  |  |  |
| interest bearing liabilities |  |  |  |  |  |  |
| Deposits and short-term borrowings | 44,746 | 2,554 | 5.71 | 40,765 | 2,667 | 6.54 |
| Securitisation liabilities | 7,627 | 444 | 5.82 | 7,503 | 556 | 7.41 |
| $\square$ Bonds, notes and long-term borrowings | 8,980 | 471 | 5.24 | 5,116 | 312 | 6.10 |
| Subordinated notes ${ }^{(1)}$ | 1,107 | 68 | 6.14 | 1,101 | 87 | 7.90 |
| Preference shares ${ }^{(1)}$ | 810 | 48 | 5.93 | 115 | 7 | 6.09 |
| $\longrightarrow$ Total interest bearing liabilities | 63,270 | 3,585 | 5.67 | 54,600 | 3,629 | 6.65 |
| Non-interest bearing liabilities |  |  |  |  |  |  |
| Other liabilities | 1,853 |  |  | 1,968 |  |  |
| Total non-interest bearing liabilities | 1,853 |  |  | 1,968 |  |  |
| Total liabilities | 65,123 |  |  | 56,568 |  |  |
| (1) |  |  |  |  |  |  |
| Net assets | 12,215 |  |  | 11,821 |  |  |
| $\square$ |  |  |  |  |  |  |
| Analysis of interest margin and spread |  |  |  |  |  |  |
| D Interest earning assets | 66,670 | 4,702 | 7.05 | 57,628 | 4,659 | 8.08 |
| Interest bearing liabilities | 63,270 | 3,585 | 5.67 | 54,600 | 3,629 | 6.65 |
| Net interest spread |  |  | 1.38 |  |  | 1.43 |
| Net interest margin | 66,670 | 1,117 | 1.68 | 57,628 | 1,030 | 1.79 |

${ }^{(1)}$ Excludes the subordinated notes and preference shares notionally allocated to General Insurance as share of capital funding and the associated interest cost charged to General Insurance.

|  | half Year ended jun-09 |  |  | Half Year ended dec-08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | average | interest | average | average | interest | AVERAGE |
|  | BALANCE |  | RATE | balance |  | Rate |
|  | SM | SM | \% | SM | SM | \% |
| Average banking assets and liabilities continued |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |
| Interest earning assets |  |  |  |  |  |  |
| Trading securities | 11,518 | 260 | 4.55 | 9,140 | 339 | 7.36 |
| Gross loans, advances and other receivables | 55,670 | 1,729 | 6.26 | 55,433 | 2,326 | 8.32 |
| Other interest earning assets | 688 | 20 | 5.86 | 912 | 28 | 6.09 |
| Total interest earning assets | 67,876 | 2,009 | 5.97 | 65,485 | 2,693 | 8.16 |
| Non-interest earning assets |  |  |  |  |  |  |
| Other assets | 10,638 |  |  | 10,801 |  |  |
| Total non-interest earning assets | 10,638 |  |  | 10,801 |  |  |
| Total assets | 78,514 |  |  | 76,286 |  |  |
| Liabilities |  |  |  |  |  |  |
| Interest bearing liabilities |  |  |  |  |  |  |
| Deposits and short-term borrowings | 43,146 | 975 | 4.56 | 46,320 | 1,579 | 6.76 |
| Securitisation liabilities | 7,742 | 171 | 4.45 | 7,514 | 273 | 7.21 |
| Bonds, notes and long-term borrowings | 11,328 | 309 | 5.50 | 6,668 | 162 | 4.82 |
| Subordinated notes ${ }^{(1)}$ | 1,107 | 26 | 4.74 | 1,107 | 42 | 7.53 |
| Preference shares ${ }^{(1)}$ | 810 | 19 | 4.73 | 810 | 29 | 7.10 |
| Total interest bearing liabilities | 64,133 | 1,500 | 4.72 | 62,419 | 2,085 | 6.63 |
| Non-interest bearing liabilities |  |  |  |  |  |  |
| Other liabilities | 1,697 |  |  | 2,107 |  |  |
| Total non-interest bearing liabilities | 1,697 |  |  | 2,107 |  |  |
| Total liabilities | 65,830 |  |  | 64,526 |  |  |
| Net assets | 12,684 |  |  | 11,760 |  |  |
| Analysis of interest margin and spread |  |  |  |  |  |  |
| Interest earning assets | 67,876 | 2,009 | 5.97 | 65,485 | 2,693 | 8.16 |
| Interest bearing liabilities | 64,133 | 1,500 | 4.72 | 62,419 | 2,085 | 6.63 |
| Net interest spread |  |  | 1.25 |  |  | 1.53 |
| Net interest margin | 67,876 | 509 | 1.51 | 65,485 | 608 | 1.84 |

[^5]
## Announcement of results

for the year ended 30 June 2009

| HALF YEAR ENDED JUN-08 |  |  | HALF YEAR ENDED DEC-07 |  |  |
| ---: | :---: | :---: | ---: | ---: | ---: | ---: |
| AVERAGE | INTEREST | AVERAGE | AVERAGE | INTEREST | AVERAGE |
| BALANCE |  | RATE | BALANCE |  | RATE |
| \$M | $\$ M$ | $\%$ | $\$ M$ | $\$ M$ | $\%$ |

Average banking assets and liabilities continued
Assets
interest earning assets

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Trading securities | 7,721 | 294 | 7.66 | 6,760 | 231 | 6.78 |
| Gross loans, advances and other receivables | 51,868 | 2,213 | 8.58 | 46,788 | 1,865 | 7.91 |
| Other interest earning assets | 1,017 | 26 | 5.14 | 1,155 | 30 | 5.15 |
| Total interest earning assets | 60,606 | 2,533 | 8.40 | 54,703 | 2,126 | 7.71 |

Non-interest earning assets

| Other assets | 10,596 |  |  | 10,642 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D Total non-interest earning assets | 10,596 |  |  | 10,642 |  |  |
| Total assets | 71,202 |  |  | 65,345 |  |  |
| Liabilities |  |  |  |  |  |  |
| interest bearing liabilities |  |  |  |  |  |  |
| Deposits and short-term borrowings | 43,555 | 1,491 | 6.88 | 38,005 | 1,176 | 6.15 |
| Securitisation liabilities | 7,020 | 274 | 7.85 | 7,981 | 282 | 7.01 |
| $\square$ Bonds, notes and long-term borrowings | 5,443 | 167 | 6.17 | 4,796 | 145 | 5.83 |
| Subordinated notes (1) | 1,214 | 50 | 8.28 | 987 | 37 | 7.44 |
| (1) Preference shares ${ }^{(1)}$ | 156 | 5 | 6.45 | 75 | 2 | 5.29 |
| Total interest bearing liabilities | 57,388 | 1,987 | 6.96 | 51,844 | 1,642 | 6.28 |

## Non-interest bearing liabilities


${ }^{(1)}$ Excludes the subordinated notes and preference shares notionally allocated to General Insurance as share of capital funding and the associated interest cost charged to General Insurance.

## Changes in net interest income: volume and rate analysis

The tables below allocate changes in net interest income between changes in volume and changes in rate over three half years. Volume variances have been calculated by multiplying the average of the half years' average interest rates by the movement in average asset and liability balances. Rate variances have been calculated by multiplying the average asset and liability balances by the change in average interest rates, and includes any differences arising from different numbers of days in the periods.

|  | FULL YEAR JUN-09 <br> vs JUN-08 <br> CHANGES DUE TO: |  |  |
| :---: | :---: | :---: | :---: |
|  | volume | RATE | TOTAL |
|  | SM | SM | SM |
| Interest earning assets |  |  |  |
| Trading securities | 201 | (127) | 74 |
| Gross loans, advances and other receivables | 486 | (509) | (23) |
| Other interest earning assets | (16) | 8 | (8) |
| Change in interest income | 671 | (628) | 43 |
| Interest bearing liabilities |  |  |  |
| Deposits and short-term borrowings | 244 | (357) | (113) |
| Securitisation liabilities | 8 | (120) | (112) |
| Bonds, notes and long-term borrowings | 219 | (60) | 159 |
| Subordinated notes | - | (19) | (19) |
| Preference shares | 42 | (1) | 41 |
| Change in interest expense | 513 | (557) | (44) |
| Change in net interest income | 158 | (71) | 87 |


|  | HALF YEAR JUN-09 vs DEC-08 CHANGES DUE TO: |  |  | HALF YEAR DEC-08 <br> vs JUN-08 <br> CHANGES DUE TO: |  |  | HALF YEAR JUN-08 vs DEC-07 CHANGES DUE TO: |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | volume | RATE | tOTAL | volume | RATE SM | TOTAL | volume | RATE SM | total |
| Interest earning assets |  |  |  |  |  |  |  |  |  |
| Trading securities | 70 | (148) | (78) | 54 | (9) | 45 | 34 | 29 | 63 |
| Gross loans, advances and other receivables | 9 | (607) | (598) | 152 | (39) | 113 | 208 | 140 | 348 |
| Other interest earning assets | (7) | (1) | (8) | (3) | 5 | 2 | (4) | - | (4) |
| Change in interest income | 72 | (756) | (684) | 203 | (43) | 160 | 238 | 169 | 407 |
| Interest bearing liabilities |  |  |  |  |  |  |  |  |  |
| Deposits and short-term borrowings | (89) | (514) | (603) | 95 | (7) | 88 | 180 | 135 | 315 |
| Securitisation liabilities | 7 | (109) | (102) | 19 | (20) | (1) | (36) | 28 | (8) |
| Bonds, notes and long-term borrowings | 119 | 28 | 147 | 34 | (39) | (5) | 20 | 2 | 22 |
| Subordinated notes | - | (17) | (17) | (4) | (4) | (8) | 9 | 4 | 13 |
| Preference shares | - | (10) | (10) | 22 | 2 | 24 | 2 | 1 | 3 |
| Change in interest expense | 37 | (622) | (585) | 166 | (68) | 98 | 175 | 170 | 345 |
| Change in net interest income | 35 | (134) | (99) | 37 | 25 | 62 | 63 | (1) | 62 |

## Announcement of results

for the year ended 30 June 2009

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## Segment information - General Insurance

## Basis of preparation

## Note that all financial information in this section includes the impact of discount rate movements and shows fire service levies on a gross basis.

## Profit overview

General Insurance recorded a pre-tax profit of $\$ 573$ million for the year to 30 June 2009. The result featured the impacts of weather events, volatile fixed interest markets and strong reserve releases from long-tail classes.
The ITR was $\$ 462$ million, representing an insurance trading ratio of $7.7 \%$.

Major natural hazard events, net of catastrophe reinsurance, totalled $\$ 430$ million. A further $\$ 85$ million was recoverable under the aggregate reinsurance cover. The net cost of $\$ 345$ million is well above the Group's long run expectations for major natural hazard events of $\$ 240$ million. This impacted on the financial result and was further exacerbated by an additional $\$ 30$ million in reinsurance reinstatements and attritional natural hazard claims which were $\$ 120$ million above long run expectations.

Gross written premium increased $6 \%$ to $\$ 6.8$ billion as premium rates in home and motor classes were increased in response to weather event losses. The home and personal motor portfolios achieved growth of $9.2 \%$ and $5.3 \%$ respectively.

In CTP, premium rates increased in both Queensland and New South Wales resulting in an overall 9.6\% increase in premium income. Suncorp has retained its position as the leading provider of CTP insurance in Queensland.

Commercial insurance lines grew gross written premium (GWP) by $5.2 \%$ and, by adhering to technical pricing disciplines in an environment of falling investment yields, the Australian Commercial Insurance business, including Workers' Compensation, reported an insurance trading ratio of $8.6 \%$.

Net incurred claims increased $13 \%$ to $\$ 4.6$ billion, primarily due to the impact of falling discount rates and natural hazard events. Australian long-tail central estimate releases totalling $\$ 389$ million for the year have been offset by the current accident period strains of $\$ 80$ million. These releases have been due to continuing favourable claims experience relative to valuation and include the benefit of $\$ 86$ million which was recognised in the first half following a reduction in assumptions around wage inflation.

Total operating expenses increased by $0.6 \%$ to $\$ 1.6$ billion. Acquisition costs increased marginally, primarily due to an additional charge of $\$ 19$ million as a result of the liability adequacy test. Offsetting this was the benefits of integration which reduced underwriting expenses.

Investment income on insurance provisions increased to $\$ 733$ million, reflecting the reduction in discount rates but offset by the negative impact of credit spreads and yield curve twists causing an economic mismatch of $\$ 125$ million.

Investment returns on shareholder funds increased to $\$ 130$ million following the reduction in discount rates. During the first three months of the year, the General Insurance shareholders funds sold its equities exposures of approximately $\$ 1$ billion. The sell down was completed at an average ASX 200 index level of around 4,945.

Impacting on the bottom line profit result was a significant reduction in income from joint ventures and managed schemes, primarily due to weather events, lower performance bonuses and reduced investment income.

## Announcement of results

for the year ended 30 June 2009

|  | FULL YEAR ENDED |  | half Year ended |  |  |  |  | JUN-09vs DEC-08$\%$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | $\begin{array}{r} \text { JUN-08 } \\ \text { \$M } \end{array}$ | JUN-09 vs JUN-08 \% | JUN-09 SM | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \$ \mathrm{M} \\ \hline \end{array}$ |  |  |
| Profit contribution <br> - General Insurance |  |  |  |  |  |  |  |  |  |
| Gross written premium | 6,815 | 6,430 | 6.0 |  |  |  |  | 3.9 | 6.0 |
| Gross unearned premium movement | (273) | (123) | 122.0 | (182) | (91) | (108) | (15) | 100.0 | 68.5 |
| $\square$ Gross earned premium | 6,542 | 6,307 | 3.7 | 3,290 | 3,252 | 3,166 | 3,141 | 1.2 | 3.9 |
| Outwards reinsurance expense | (561) | (441) | 27.2 | (297) | (264) | (245) | (196) | 12.5 | 21.2 |
| Net earned premium | 5,981 | 5,866 | 2.0 | 2,993 | 2,988 | 2,921 | 2,945 | 0.2 | 2.5 |
| Net incurred claims <br> Claims expense <br> Reinsurance and other recoveries revenue |  |  |  |  |  |  |  |  |  |
|  | $(5,647)$ | $(5,090)$ | 10.9 | $(2,462)$ | $(3,185)$ | $(2,471)$ | $(2,619)$ | (22.7) | (0.4) |
|  | 1,037 | 1,009 | 2.8 | 607 | 430 | 567 | 442 | 41.2 | 7.1 |
|  | $(4,610)$ | $(4,081)$ | 13.0 | $(1,855)$ | $(2,755)$ | $(1,904)$ | $(2,177)$ | (32.7) | (2.6) |
| Total operating expenses |  |  |  |  |  |  |  |  |  |
| Acquisition expenses | $(1,079)$ | $(1,013)$ | 6.5 | (522) | (557) | (482) | (531) | (6.3) | 8.3 |
| Other underwriting expenses | (563) | (620) | (9.2) | (281) | (282) | (346) | (274) | (0.4) | (18.8) |
|  | $(1,642)$ | $(1,633)$ | 0.6 | (803) | (839) | (828) | (805) | (4.3) | (3.0) |
| Underwriting result | (271) | 152 | (278.3) | 335 | (606) | 189 | (37) | (155.3) | 77.2 |
| thvestment income - insurance funds | 733 | 455 | 61.1 | (31) | 764 | 267 | 188 | (104.1) | (111.6) |
| Insurance trading result | 462 | 607 | (23.9) | 304 | 158 | 456 | 151 | 92.4 | (33.3) |
| Managed schemes net contribution | 19 | 47 | (59.6) | 3 | 16 | 13 | 34 | (81.3) | (76.9) |
| joint venture and other income | 1 | 17 | (94.1) | 11 | (10) | (2) | 19 | (210.0) | large |
| General Insurance operational earnings | 482 | 671 | (28.2) | 318 | 164 | 467 | 204 | 93.9 | (31.9) |
| Investment income - shareholder funds | 130 | (232) | (156.0) | (24) | 154 | (260) | 28 | (115.6) | (90.8) |
| Contribution to profit from General Insurance activities before tax and capital funding | 612 | 439 | 39.4 | 294 | 318 | 207 | 232 | (7.5) | 42.0 |
| Capital funding ${ }^{(1)}$ | (39) | (132) |  | 26 |  | (72) | (60) |  |  |
| Contribution to profit from General insurance activities before tax | 573 | 307 | 86.6 | 320 | 253 | 135 | 172 | 26.5 | 137.0 |

[^6]
${ }^{(1)}$ Reconciling items such as timing differences and premium debtors arise between insurance liabilities and investment assets.

|  | FULL YEAR ENDED |  | half Year ended |  |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | JUN-08 | JUN-09 vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | $\begin{aligned} & \text { DEC-07 } \\ & \hline \end{aligned}$ |  |  |
| General Insurance ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 18.0 | 17.3 | 4.0 | 17.4 | 18.6 | 16.5 | 18.0 | (6.5) | 5.5 |
| Other underwriting expenses ratio | 9.4 | 10.6 | (11.3) | 9.4 | 9.4 | 11.8 | 9.3 | 0.0 | (20.3) |
| Total operating expenses ratio | 27.4 | 27.9 | (1.8) | 26.8 | 28.0 | 28.3 | 27.3 | (4.3) | (5.3) |
| Loss ratio | 77.1 | 69.6 | 10.8 | 62.0 | 92.2 | 65.2 | 73.9 | (32.8) | (4.9) |
| Combined operating ratio | 104.5 | 97.5 | 7.2 | 88.8 | 120.2 | 93.5 | 101.2 | (26.1) | (5.0) |
| Insurance trading ratio | 7.7 | 10.3 | (25.2) | 10.2 | 5.3 | 15.6 | 5.1 | 92.5 | (34.6) |

## Announcement of results

for the year ended 30 June 2009

## Gross written premium

|  | full year ended |  | half Year ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | vs JUN-08 <br> \% | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ | vs DEC-08 <br> \% | vs JUN-08 <br> \% |
| Gross written premium by product |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  |  |  |  |  |  |  |
| Motor | 2,206 | 2,086 | 5.8 | 1,127 | 1,079 | 1,056 | 1,030 | 4.4 | 6.7 |
| $\square$ Commercial | 1,385 | 1,285 | 7.8 | 683 | 702 | 653 | 632 | (2.7) | 4.6 |
| Home | 1,382 | 1,256 | 10.0 | 690 | 692 | 624 | 632 | (0.3) | 10.6 |
| Compulsory third party | 739 | 674 | 9.6 | 392 | 347 | 340 | 334 | 13.0 | 15.3 |
| Workers' compensation | 210 | 233 | (9.9) | 136 | 74 | 143 | 90 | 83.8 | (4.9) |
| Other | 276 | 244 | 13.1 | 158 | 118 | 135 | 109 | 33.9 | 17.0 |
|  | 6,198 | 5,778 | 7.3 | 3,186 | 3,012 | 2,951 | 2,827 | 5.8 | 8.0 |
| New Zealand |  |  |  |  |  |  |  |  |  |
| Motor | 117 | 120 | (2.5) | 57 | 60 | 59 | 61 | (5.0) | (3.4) |
| Commercial | 306 | 323 | (5.3) | 135 | 171 | 156 | 167 | (21.1) | (13.5) |
| Home | 137 | 135 | 1.5 | 68 | 69 | 67 | 68 | (1.4) | 1.5 |
| Other | 57 | 74 | (23.0) | 26 | 31 | 41 | 33 | (16.1) | (36.6) |
|  | 617 | 652 | (5.4) | 286 | 331 | 323 | 329 | (13.6) | (11.5) |
| Total |  |  |  |  |  |  |  |  |  |
| $\checkmark$ Motor | 2,323 | 2,206 | 5.3 | 1,184 | 1,139 | 1,115 | 1,091 | 4.0 | 6.2 |
| Commercial | 1,691 | 1,608 | 5.2 | 818 | 873 | 809 | 799 | (6.3) | 1.1 |
| Home | 1,519 | 1,391 | 9.2 | 758 | 761 | 691 | 700 | (0.4) | 9.7 |
| Compulsory third party | 739 | 674 | 9.6 | 392 | 347 | 340 | 334 | 13.0 | 15.3 |
| $\square$ Workers' compensation | 210 | 233 | (9.9) | 136 | 74 | 143 | 90 | 83.8 | (4.9) |
| Other | 333 | 318 | 4.7 | 184 | 149 | 176 | 142 | 23.5 | 4.5 |
| $)$ | 6,815 | 6,430 | 6.0 | 3,472 | 3,343 | 3,274 | 3,156 | 3.9 | 6.0 |



Gross written premium continued

## Motor

Motor insurance premium increased by 5.3\% to $\$ 2,323$ million. Growth in the second half accelerated to $6.2 \%$ on the prior corresponding period, with the direct channels experiencing significantly higher growth than indirect channels.

This growth is attributed to increases in average written premiums and overall unit growth.

Net written unit growth was 2.5\%, underpinned by stable customer renewal levels and solid new business growth.
Average written premium growth was in part offset by customer preferences opting for higher excess levels and the average vehicle sums being impacted by the recessionary economic climate and reduced new vehicle sales.

By brand GWP growth was highest in the key mass market brand AAMI (7\%), and strongly supported by our niche brands Apia (5\%) and Shannons (13\%).

## Commercial Insurance

The Commercial Insurance portfolio increased $5.2 \%$ to $\$ 1.7$ billion for the year to June 2009.

Despite difficult economic conditions and a competitive market, Australian Commercial Insurance GWP grew by 7.8\% for the full year. The strong sales result was due to strong growth in both broker and direct channels. Continuing high retention rates, and solid rate increases largely in the second half have been achieved in most products. The success in achieving greater penetration into the broker market (10\% growth in GWP) is particularly pleasing since this has been an area of focus. We have made substantial investments in making it easier for brokers to do business with us, such as new front end technology, and in our servicing capability. We have refreshed the Vero brand and established it as our broker brand for all business apart from Workers' Compensation. We are progessing well with the migration of business into the Vero brand, and have had negligible customer attrition to date.

Premium rates have increased in the majority of product lines, mostly in the second half of the year, to reflect the impact of lower interest rates on prospective insurance margins and higher large loss experience seen across the industry over the last 2 years.

We have successfully leveraged our new front end technology into the broker market and have consistently grown share in target occupations during the year.
The Packaged Business was particularly strong with market share steadily increasing. Commercial Motor saw strong retention across all brands and solid strike rates for new business.

Corporate business also performed well this year driven by excellent retention and new business growth despite slower economic conditions impacting new business opportunities in Construction and Engineering, Infrastructure business and Builders' Warranty. Growth was stronger during the first half of the year consistent with this.

## Home

Home insurance premium increased by $9.2 \%$ to $\$ 1,519$ million. Growth in the second half accelerated to $9.7 \%$ on the prior corresponding period. The direct channels experienced significantly higher growth than indirect channels.

This strong growth is largely attributable to increases in average premiums at $7.7 \%$, whilst also delivering $1.5 \%$ in net written unit growth. This result was consistent with Suncorp's stated objective for the 2009 financial year of delivering strong underlying margin growth in the portfolio, and was achieved despite a movement in some brands to higher excesses and, consequently, lower premiums as customers seek to manage affordability issues.

Growth in new business units was positive, while customer renewals remained resilient at over 90\% despite significant average premium increases.
By brand GWP growth was strong in all three of the key mass market brands of Suncorp (15\%), AAMI (11\%) and GIO (11\%). All other brands delivered premium growth.
The hardening rate cycle supported pricing increases, especially in the Queensland market, and is expected to continue next year as insurers seek to deliver profitable returns in zones at high risk of natural hazard losses and offset increases in the cost of reinsurance programmes.

## Announcement of results

for the year ended 30 June 2009

Gross written premium continued.

## Compulsory Third Party (CTP)

The CTP portfolio increased $9.6 \%$ to $\$ 739$ million for the year to 30 June 2009.

Following quarterly regulated price increases due to yield
curve pressures, Queensland average premiums were 13.7\%
higher than prior years and New South Wales average premiums were $10.8 \%$ higher.

Suncorp continues to be the leading CTP insurance provider in Queensland. Over the year there was a slight reduction in the risks in-force and correspondingly a marginal decline in market share. This was primarily due to some aggressive Competitor advertising and pricing campaigns early in the year that have now moderated. Additionally, new business continues to be impacted by the reduction in credit financing, decline in new vehicle sales, general economic slowdown and an increase in stamp duty.
In New South Wales, by utilising a two-brand strategy, primarily focused on attracting and retaining better risks, the Group is now the second largest CTP provider despite a slight reduction in risks in-force over the year.

## Workers' Compensation

Suncorp underwrites Workers' Compensation in Western Australia, ACT and Tasmania under the GIO brand. Additionally, the Group successfully entered the Northern Territory market on 30 June 2008 with full year GWP of just over $\$ 3$ million.

Workers' Compensation GWP declined by 9.9\% to \$210 million for the year to June 2009 as a result of lower new business levels and softening payrolls. GIO has been the first insurer to push up rates in this class stemming from the decline in interest rates during the first half of the year, and has declined to compete on unprofitable accounts.

All underwritten states operated in a competitive soft market cycle throughout the year, however price hardening has recently become evident in all underwritten states, particularly Western Australia, our largest market.

Renewals were strong with healthy rate increases in line with the recent increase in Western Australia Gazette rates. Average premiums were also impacted by the aggressive pricing strategies adopted by competitors.

## Other premium income

Other premium income includes travel insurance and Deposit Power which increased by $4.7 \%$ or $\$ 15$ million.
The major component of the travel portfolio is Cover-More travel insurance ( $\$ 215$ million), which will not be renewed in the next financial year as Suncorp have exited from its business partnership with Cover-More effective 1 July 2009.

## Reinsurance

## Outward reinsurance expense

Outward reinsurance expense for the year was $\$ 561$ million, an increase of $\$ 120$ million from 2008. The increase was due to the reduction in the Group's property catastrophe retention from $\$ 200$ million to $\$ 150$ million, the purchase of a property aggregate catastrophe reinsurance cover, which protected the Group against losses from multiple events below $\$ 150$ million, increased surplus and facultative reinsurance spend (on large corporate risks), and the cost of reinstatement and back-up covers post the Victorian bushfires. The combined cost of the reinstatement and back-up covers was around $\$ 30$ million.

## Reinsurance retentions for 2009/10

The Group has completed renewal of its main reinsurance programs at 1 July 2009. The strategy of the renewal was to:

- obtain a similar level of earnings protection as afforded in the expiring program from both single loss occurrences, and accumulations of losses; and
- purchase a single property catastrophe event limit equivalent to a 1 in 250 year exceedence probability determined on a multi-peril whole of portfolio basis.

A schematic of the property catastrophe programs is set out below:


The program is very similar to the 2008/09 program. Key features are:

- The main catastrophe program, represented by the green vertical towers, attaches at $\$ 200$ million with a limit of $\$ 6.05$ billion. The cover includes 1 prepaid reinstatement for the full limit, and a further (second) reinstatement for the first layer only. The second reinstatement cost is $100 \%$ of the premium for the layer. Although the maximum event retention is $\$ 200$ million, the "average" or expected event retention is circa $\$ 145$ million since Suncorp shares the deductible with its joint venture partners.


## Announcement of results

for the year ended 30 June 2009

- The aggregate program, represented by the blue shaded area, attaches once the aggregate deductible of $\$ 250$ million has been exhausted. Losses in excess of $\$ 10$ million per event are eligible to erode the aggregate deductible. The program provides $\$ 355$ million of cover. This is greater than the $\$ 300$ million in the 2008/09 program.

The main catastrophe and aggregate programs are designed to work in tandem to provide robust cover in poor event conditions. As the programs align to Suncorp's financial year, they will respond to provide earnings protection in financial years of poor claims experience. There is also no 'gap' in the cover, that is, the full amount of losses above $\$ 10$ million fully erode the aggregate deductible, and if they exceed $\$ 200$ million, are covered by the main catastrophe treaty. As an example, if a loss above $\$ 200$ million was to occur, $\$ 190$ million of the aggregate deductible would be eroded, with only another $\$ 60$ million left to erode before Suncorp's maximum net exposure for all catastrophe events falls to $\$ 10$ million per event.

The only material change in Suncorp's reinsurance program from the expiring program is the non-renewal of the $\$ 50$ million xs $\$ 150$ million main property catastrophe layer. This was not available at economic prices due to loss activity. Despite this, the level of protection afforded by the 2009/10 program is similar to that of the 2008/09 program. Although Suncorp is now exposed by up to a further $\$ 50$ million for the first catastrophe event, the aggregate program will kick in $\$ 50$ million earlier than previously and thus provide much greater second loss protection. For example, the reinsurance recoveries in 2008/09 would have been the same under the 2009/10 program as they were under the expiring program.

From 1 July 2009, the following retentions (before tax) will apply to the core general insurance business.

${ }^{(1)} \$ 200$ million is the maximum retention. The "expected" retention is $\$ 145$ million due to the sharing of the retention with joint ventures where they also incur losses arising from the same event. These classes are also protected by the property aggregate treaty. Once the $\$ 250$ million aggregate is eroded, the maximum event retention is $\$ 10$ million.
${ }^{(2)}$ Retention is $\$ 5$ million for the majority of occupations and industries.
The property catastrophe treaty is the largest element of the Group's reinsurance program, which covers home, motor and commercial property accounts against major catastrophes such as wind, storm, hail, bushfire and earthquake. The Group's joint venture partners participate in the treaty, allowing economies of scale and a degree of leverage in buying power.
Reinsurance security has been maintained for the 2010 financial year program, with over $88 \%$ of long-tail business and $80 \%$ short-tail business protected by reinsurers rated ' $\mathrm{A}+$ ' or better.

## Claims expense

## Short-tail claims expense

Short-tail claims have increased $2.6 \%$ to $\$ 3.4$ billion for the year ended 30 June 2009. The total cost of natural hazard events continued to be well in excess of the Group's allowance for major events of $\$ 240$ million per year. Major natural hazard events for the year were:

| DATE | EVENT | \$M |
| :--- | :--- | :---: |
| Jul 2008 | New Zealand | 15 |
| Sept 2008 | Ipswich | 20 |
| Oct 2008 | Gold Coast/Byron | 10 |
| Nov 2008 | South East Queensland | $135^{(1)}$ |
| Feb 2009 | Victorian bushfires | $150(1)$ |
| Feb 2009 | North Queensland floods | 15 |
| April 2009 | Coffs Harbour floods | 30 |
| May 2009 | East Coast storms | 55 |
|  | Total | $\mathbf{4 3 0}$ |

${ }^{(1)}$ Net of catastrophe reinsurance recoveries.
As a result of the decision to purchase an aggregate reinsurance policy during the 2008/09 year, around $\$ 85$ million was recovered, reducing the net cost of major natural hazard events to $\$ 345$ million.
Outside of these major natural hazard events, more volatile weather across eastern Australia contributed to an increase in natural hazard claims of around $\$ 120$ million above long run expectations.

## Long-tail claims expense

During the year, long-tail claims expenses increased by $59.3 \%$ to $\$ 1.2$ billion, primarily as a result of a reduction in discount rates increasing claims expense by $\$ 316$ million.
The valuation of outstanding claims at 30 June 2009 resulted in a full year central estimate release of $\$ 389$ million in respect of Australian long-tail business. The largest parts of this release come from the Group's CTP portfolios ( $\$ 244$ million) and, in the first half, a reduction in expected wage inflation ( $\$ 86$ million).
The CTP release came from a decision to place greater weight on the experience of recent years, with these claims being somewhat lower than previously assumed. The reduction in wage inflation reflected the deterioration in the state of the economy and lower prospective wage inflation expectations.
The following issues impact the central estimate reserves:

1. Current accident period strain occurs because the business adopts a more conservative claims reserving basis for purposes of preparing its financial statements than its premium pricing basis. In the full year to 30 June 2009, the current accident period strain was $\$ 80$ million, on a net central estimate basis.
2. Net risk margin strain is the additional risk margin provided on the current accident period referred to above, less the risk margin released from claims settled during the year as well as prior period releases and adjusted for the change in the yield curve. This was a net strain of just $\$ 2$ million for the year, reflecting the Group's unchanged approach to setting risk margins.
3. Superimposed inflation is the allowance for claims costs inflating at a rate greater than the average weekly earnings index. There continues to be some evidence of superimposed inflation emerging in some classes of business. If superimposed inflation were not to occur, this would result in a release of approximately $\$ 140$ million for the year.

## Risk margins

The Group has not significantly changed its approach to setting risk margins since 30 June 2008, with these remaining at approximately $18 \%$ of outstanding claim reserves and giving an approximate level of confidence of $90 \%$.

## Announcement of results

for the year ended 30 June 2009

## Outstanding claim provisions over time

This table shows the gross and net outstanding claim liabilities and their movement over time. The net outstanding claim Tlabilities are shown split between the net central estimate, the discount on net central estimate and the $\left(90^{\text {th }}\right.$ percentile, discounted) risk margin components. The net outstanding claims liabilities are also shown by major class of insurance business.

|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross outstanding claims liabilities | 7,369 | 7,729 | 7,094 | 7,272 | (4.7) | 3.9 |
| Reinsurance and other recoveries | $(1,310)$ | $(1,278)$ | $(1,213)$ | $(1,077)$ | 2.5 | 8.0 |
| 7 Net outstanding claims liabilities | 6,059 | 6,451 | 5,881 | 6,195 | (6.1) | 3.0 |
| Expected future claims payments and claims handling expenses | 6,096 | 6,175 | 6,197 | 6,480 | (1.3) | (1.6) |
| $\int$ Discount to present value | (965) | (726) | $(1,209)$ | $(1,476)$ | 32.9 | (20.2) |
| Risk margin | 928 | 1,002 | 893 | 1,191 | (7.4) | 3.9 |
| Net outstanding claims liabilities | 6,059 | 6,451 | 5,881 | 6,195 | (6.1) | 3.0 |
| Personal <br> Australia |  |  |  |  |  |  |
| $\square$ CTP | 2,971 | 3,189 | 2,936 | 3,028 | (6.8) | 1.2 |
| Short-tail and other | 705 | 780 | 723 | 841 | (9.6) | (2.5) |
| New Zealand | 50 | 50 | 46 | 52 | - | 8.7 |
| Commercial <br> Australia |  |  |  |  |  |  |
| $\square$ Liability and Workers' Compensation | 1,708 | 1,790 | 1,610 | 1,670 | (4.6) | 6.1 |
| Short-tail and other | 504 | 513 | 448 | 452 | (1.8) | 12.5 |
| New Zealand | 121 | 129 | 118 | 152 | (6.2) | 2.5 |
| Total | 6,059 | 6,451 | 5,881 | 6,195 | (6.1) | 3.0 |

## Outstanding claims provisions breakdown

This table shows the net outstanding claims reserves split between the net central estimate (discounted) and the risk margin $190^{\text {th }}$ percentile, discounted), broken down by class of business. It also shows the change in net central estimate by class of business valuations.

|  | ACTUAL | $\begin{aligned} & \text { NET CENTRAL } \\ & \text { ESTIMATE } \\ & \text { (DISCOUNTED) } \end{aligned}$ | $\begin{aligned} & \text { RISK MARGIN }\left(90^{\text {TH }}\right. \\ & \text { PERCENTIE, } \\ & \text { DISCOUNTED } \end{aligned}$ | CHANGE IN NET CENTRAL ESTIMATE |
| :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | SM | \$M |
| Personal |  |  |  |  |
| Australia |  |  |  |  |
| CTP | 2,971 | 2,564 | 407 | (244) |
| Short-tail and other | 705 | 640 | 65 | (3) |
| New Zealand | 50 | 45 | 5 | 3 |
| Commercial |  |  |  |  |
| Australia |  |  |  |  |
| Liability and Workers' Compensation | 1,708 | 1,359 | 349 | (145) |
| Short-tail and other | 504 | 428 | 76 | 10 |
| New Zealand | 121 | 95 | 26 | (3) |
| Total | 6,059 | 5,131 | 928 | (382) |

[^7]
## Claims development table

This table demonstrates that the claims development trends have been favourable in all accident years compared with the initial reserving estimates. This favourable outcome is largely a result of the general absence of superimposed inflation and the ongoing benefits from tort-law reforms, together with the Group's generally cautious reserving basis.

The first row shows the estimated undiscounted ultimate claims by accident year. Reading down the columns, each successive number shows the ultimate cost by accident year estimated one year later. For example, the current estimate of ultimate claims costs for the 2005 year ( $\$ 847$ million) is $28 \%$ lower than estimated at the end of the 2005 accident year ( $\$ 1,173$ million). The remainder of the table then reconciles the undiscounted long-tail reserves to the 30 June 2009 provisions booked.
This requires allowance for discounting, reserves for short-tail classes, claims handling expenses, risk margin etc.


## Consolidated

| Estimate of ultimate claims cost |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At end of accident year | 1,045 | 1,173 | 1,210 | 1,245 | 1,291 | 1,295 |  |
| One year later | 1,059 | 1,064 | 1,119 | 1,179 | 1,152 |  |  |
| Two years later | 924 | 938 | 1,038 | 1,074 |  |  |  |
| Three years later | 833 | 898 | 962 |  |  |  |  |
| Four years later | 762 | 847 |  |  |  |  |  |
| Five years later | 722 |  |  |  |  |  |  |
| Current estimate of cumulative claims cost | 722 | 847 | 962 | 1,074 | 1,152 | 1,295 |  |
| Cumulative payments | (551) | (560) | (467) | (329) | (174) | (64) |  |
| Outstanding claims - undiscounted 945 | 171 | 287 | 495 | 745 | 978 | 1,231 | 4,852 |
| Discount | (24) | (38) | (62) | (98) | (145) | (211) | (894) |
| Deferred premium | - | - | - | - | - | (10) | (10) |
| Outstanding claims - long-tail 629 | 147 | 249 | 433 | 647 | 833 | 1,010 | 3,948 |
| Outstanding claims - short-tail and other portfolios |  |  |  |  |  |  | 911 |
| Claims handling expense |  |  |  |  |  |  | 272 |
| Risk margin |  |  |  |  |  |  | 928 |
| Total net outstanding claims liabilities |  |  |  |  |  |  | 6,059 |
| Reinsurance and other recoveries on outstanding claims liabilities |  |  |  |  |  |  | 1,310 |
| Total gross outstanding claims |  |  |  |  |  |  | 7,369 |

## Operating expenses

Total Operating Expenses increased by $0.6 \%$ to $\$ 1,642$ million for the full year to 30 June 2009. As a result of premium growth, the Total Operating Expenses Ratio has reduced by $0.5 \%$ to $27.4 \%$ from $27.9 \%$.
Acquisition costs have increased $6.5 \%$ over the full year to $\$ 1,079$ million which includes a liability adequacy deficiency (LAT) adjustment of $\$ 19$ million. The LAT deficiency was principally the result of the reduction in risk free rates in the first half, which decreased prospective investment income and hence profit margins in business already written. Excluding the LAT deficiency of $\$ 19$ million in 2009 and the LAT efficiency benefit of $\$ 40$ million in 2008, acquisition costs increased marginally by $0.7 \%$. Commissions have increased marginally due to underlying growth in all portfolios except Workers' Compensation and Travel which have been impacted by the global financial crisis. The acquisition expenses ratio has increased to $18.0 \%$ from $17.3 \%$, however, excluding LAT impact it reduced to 17.7\% from 18.0\%.
Other underwriting expenses have decreased $9.2 \%$ to $\$ 563$ million from $\$ 620$ million. The reduction in expenses is a result of integration benefits and tight cost control, as well as reductions in full-time employees and bonus payments. These savings are partly offset in Vero New Zealand for costs incurred in developing and launching product distributed through ANZ National Bank. Other underwriting expense ratio has reduced by $1.2 \%$ to $9.4 \%$ from $10.6 \%$.

## Announcement of results

for the year ended 30 June 2009

## Managed schemes

Net profit from the managed scheme business was $\$ 19$ million, down from $\$ 47$ million in the prior year. Excluding the impact of prior period fee income ( $\$ 12$ million in June 2009 and $\$ 26 \mathrm{~m}$ in June 2008), underlying net profit has decreased to $\$ 7$ million from $\$ 21$ million. This is largely in New South Wales where fee income relating to the current period reduced by $\$ 7$ million ( $13.8 \%$ ). This is a result of a decrease in performance-based income partly caused by the economic slow down.

## Joint venture and other income

The Group participates in insurance joint ventures with motoring clubs in Queensland, South Australia and Tasmania. The 'joint venture and other income' contribution for the year to 30 June 2009 was a contribution of $\$ 1$ million, down from $\$ 17$ million in the prior year. This reduction is predominately due to lower investment returns and major weather events impacting results unfavourably, the largest being the November 2008 storms in South East Queensland.
On 23 July 2008, the Group announced the sale of its $50 \%$ share of the RAC Insurance (RACI) business in Western Australia. RACI contributed $\$ 5$ million to the joint venture for the full year to 30 June 2008 and $\$ 4$ million for the full year to 30 June 2009.

## Investment income on insurance funds

The Australian General Insurance Legal Entity restructure was completed in December 2008. The Australian GI Technical Reserve portfolios of SMIL, GIOG, AAMI and VIL are now managed against a uniform benchmark allocation of $60 \%$ credit, $5 \%$ inflation, $8 \%$ Government and $27 \%$ Semi-Government Bonds. The AAI portfolio is managed against an allocation of $62 \%$ Cash and $38 \%$ credit. The credit ratings of these investments are outlined on page 60.
The total investment income on technical reserves was $\$ 733$ million. This result comprises:

- Underlying yield income of $\$ 459$ million;

The mismatch against discount rate movements on claims of \$316 million;
An accounting mismatch of $\$ 83$ million representing additional assets not matched against interest rate sensitive liabilities; and An economic mismatch of negative $\$ 125$ million caused by credit spreads and other duration and yield curve movements.
The portfolio has been positively impacted on a mark to market basis by the falling forward rate yield curve and reductions in the Reserve Bank official rate, reversing six years of monetary policy tightening, to reduce the official cash rate to a low of 3\%. This positive impact has been offset somewhat by a decrease in yields.

## Investment income on shareholder funds

Investment income on shareholder funds increased to $\$ 130$ million following a loss of $\$ 232$ million in the prior year.
Domestic and international equities were sold in the quarter to 30 September 2008 to reduce the capital charge and the impact of financial market volatility. This portfolio transitioned to a benchmark weight of $95 \%$ fixed interest and $5 \%$ direct property portfolios.
This year's result has been impacted by $\$ 35$ million from the write down in valuations for the investment properties.
Income derived from cash and fixed interest was significant compared to full year June 2008 largely due to the reduction in interest rates over the first half, partially offset by increases in the second half.
Performance returns achieved on domestic and international equities, and the domestic fixed interest portfolios, are outlined below. The shareholder funds are managed in separate portfolios. To assist in presenting the combined performance of the funds, a simple weighted average return has been calculated. The consolidated returns presented may not be the same had the shareholder funds been held in, and measured as, a single portfolio.

## Shareholder fund performance



|  | half Year ended |  |  |  | JUN-09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | JUN-08 SM | DEC-07 SM | vs DEC-08 |  |
| Allocation of investments - General Insurance |  |  |  |  |  |  |
| Allocation of investments held against: Insurance funds |  |  |  |  |  |  |
| Cash and short-term deposits | 556 | 351 | 1,002 | 1,038 | 58.4 | (44.5) |
| Interest bearing securities | 7,463 | 7,810 | 6,625 | 6,588 | (4.4) | 12.6 |
| Australian equities | - | - | 2 | 7 | n/a | (100.0) |
| Property and other | 2 | 5 | 194 | 158 | (60.0) | (99.0) |
|  | 8,021 | 8,166 | 7,823 | 7,791 | (1.8) | 2.5 |
| Shareholders' Funds |  |  |  |  |  |  |
| Cash and short-term deposits | 209 | 304 | 583 | 248 | (31.3) | (64.2) |
| Interest bearing securities | 2,291 | 2,383 | 1,069 | 1,200 | (3.9) | 114.3 |
| Australian equities | - | - | 1,019 | 1,143 | n/a | (100.0) |
| Overseas equities ${ }^{(1)}$ | 56 | 52 | 183 | 141 | 7.7 | (69.4) |
| Property and other ${ }^{(2)}$ | 185 | 327 | 181 | 107 | (43.4) | 2.2 |
|  | 2,741 | 3,066 | 3,035 | 2,839 | (10.6) | (9.7) |

${ }^{(1)}$ Refers to investments held by the New Zealand entities.
${ }^{(2)}$ Legacy property holdings were transferred from the Insurance Funds to the Shareholder funds during the year following a review of the Insurance Funds' mandate.


The investment funds are managed by the Group's investment managers. The totals above are different to the cash and investment balances in the General Insurance balance sheet on page 49, because of the different classification of items such as operating cash and accrued interest. Reconciling items such as timing differences and premium debtors arise between insurance provisions and associated investment assets. The balance of the Shareholders' Funds shown above excludes non-investment market assets such as goodwill relating to the acquisition of GIO and the investments in joint ventures.

## Announcement of results

for the year ended 30 June 2009


Allocation of investment income - General Insurance

Investment income on insurance funds
Cash and short-term deposits

| Interest bearing securities | $(36)$ | 746 | 210 | 126 | $(104.8)$ | $(117.1)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Property and other | $(1)$ | 6 | 30 | 30 | $(116.7)$ | $(103.3)$ |
| Total | $\mathbf{( 3 1 )}$ | $\mathbf{7 6 4}$ | $\mathbf{2 6 7}$ | $\mathbf{1 8 8}$ | $\mathbf{( 1 0 4 . 1 )}$ | $\mathbf{( 1 1 1 . 6 )}$ |

## Investment income on Shareholder Funds

| (7) Cash and short-term deposits | 1 | 4 | 7 | 7 | (75.0) | (85.7) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest bearing securities | 5 | 136 | 20 | 10 | (96.3) | (75.0) |
| Australian equities | - | 10 | (241) | 20 | (100.0) | (100.0) |
| Overseas equities | - | 11 | (25) | (2) | (100.0) | (100.0) |
| Property | (32) | 4 | (12) | 2 | large | 166.7 |
| Other revenue | 2 | 3 | 8 | 7 | (33.3) | (75.0) |
| Other expenses | - | (14) | (17) | (16) | (100.0) | (100.0) |
| Total | (24) | 154 | (260) | 28 | (115.6) | (90.8) |
| OR- |  |  |  |  |  |  |
| Total investment income | (55) | 918 | 7 | 216 | (106.0) | (885.7) |

## Credit risk exposure - fixed interest investments

The General Insurance fixed interest portfolios are restricted to investment grade securities to ensure there is adequate capital protection of the assets under all market conditions.

| $(\Omega)$ | SUNCORP HALF YEAR ENDED |  |  |  | PROMINA HALF YEAR ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 | DEC-07 | JUN-09 | DEC-08 | JUN-08 | DEC-07 |
| AVERAGE | \% | \% | \% | \% | \% | \% | \% | \% |
| AAA | 54.3 | 62.0 | 52.3 | 48.7 | 48.9 | 65.0 | 54.1 | 64.3 |
| AA | 28.0 | 22.8 | 24.4 | 21.0 | 36.0 | 24.6 | 34.7 | 27.1 |
| A | 16.0 | 13.4 | 20.9 | 27.6 | 12.4 | 7.9 | 8.4 | 5.8 |
| BBB | 1.7 | 1.8 | 2.4 | 2.7 | 2.7 | 2.5 | 2.8 | 2.8 |
| $\square$ | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |


|  | FULL YEAR ENDED |  | HALF YEAR ENDED |  |  |  |  | JUN-09 | JUN-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | JUN-09 |  |  |  |  |  |  |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 | vs DEC-08 | vs JUN-08 |
|  | \$M | \$M | \% | \$M | \$M | \$M | \$M | \% | \% |
| Profit contribution |  |  |  |  |  |  |  |  |  |
| Gross written premium | 1,595 | 1,524 | 4.7 | 819 | 776 | 799 | 725 | 5.5 | 2.5 |
| Net earned premium | 1,280 | 1,257 | 1.8 | 645 | 635 | 630 | 627 | 1.6 | 2.4 |
| Net claims incurred | (952) | (594) | 60.3 | (301) | (651) | (289) | (305) | (53.8) | 4.2 |
| Acquisition expenses | (283) | (235) | 20.4 | (155) | (128) | (106) | (129) | 21.1 | 46.2 |
| Other underwriting expenses | (193) | (196) | (1.5) | (98) | (95) | (106) | (90) | 3.2 | (7.5) |
| Total operating expenses | (476) | (431) | 10.4 | (253) | (223) | (212) | (219) | 13.5 | 19.3 |
| Underwriting result | (148) | 232 | (163.8) | 91 | (239) | 129 | 103 | (138.1) | (29.5) |
| Investment income - insurance funds | 258 | 140 | 84.3 | (47) | 305 | 78 | 62 | (115.4) | (160.3) |
| Insurance trading result | 110 | 372 | (70.4) | 44 | 66 | 207 | 165 | (33.3) | (78.7) |
|  | \% | \% |  | \% | \% | \% | \% |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 22.1 | 18.7 | 18.2 | 24.0 | 20.2 | 16.8 | 20.6 | 18.8 | 42.9 |
| Other underwriting expenses ratio | 15.1 | 15.6 | (3.2) | 15.2 | 15.0 | 16.8 | 14.4 | 1.3 | (9.5) |
| Total operating expenses ratio | 37.2 | 34.3 | 8.5 | 39.2 | 35.2 | 33.6 | 35.0 | 11.4 | 16.7 |
| Loss ratio | 74.4 | 47.3 | 57.3 | 46.7 | 102.5 | 45.9 | 48.6 | (54.4) | 1.7 |
| Combined operating ratio | 111.6 | 81.6 | 36.8 | 85.9 | 137.7 | 79.5 | 83.6 | (37.6) | 8.1 |
| Insurance trading ratio | 8.6 | 29.6 | (70.9) | 6.8 | 10.4 | 32.9 | 26.3 | (34.6) | (79.3) |

## Market overview

The Australian commercial insurance market result continues to demonstrate signs of market hardening with premium increases of $5 \%$ to $10 \%$ depending upon the class. These increases are likely to continue as a result of increased frequency of large losses, lower investment yields and higher reinsurance costs.

Workers' Compensation underwritten markets are hardening as evidenced by the Scheme Actuary increasing the gazette rate by $10 \%$ rate increases in Western Australia. Average premium increases have been a more moderate $3 \%$. GIO will continue with the current strategy of careful risk selection to ensure Workers' Compensation business is of optimum quality.
Economic conditions continue to provide uncertainty around profitability levels, especially with respect to short-term investment earnings, however there are some initial signs of recovery.

## Insurance Trading Result (ITR)

Commercial lines reported an ITR of $\$ 110$ million for the full year, equal to an ITR ratio of $8.6 \%$. This result was achieved despite the economic conditions with a focus on key industries and geographical regions and a disciplined approach to underwriting. Key factors impacting on the reduction in the ITR from $29.6 \%$ to $8.6 \%$ were:

- A slight increase in full year net central estimate releases on long-tail outstanding claims. The current year releases were largely attributable to public liability and workers' compensation where actual claims payments experience continues to perform favourably to valuation assumptions.
- The Builders' Warranty book performed poorly during the year, incurring an ITR loss of $\$ 36$ million. A large component of this loss relates to the pre Scheme Reform (ie 2002) years.
- Continuation of higher frequency of large losses in commercial property and commercial motor.
- A negative impact arising from the movement in credit spreads and reduction in interest rates during the year.
- A negative liability adequacy test adjustment of \$19 million. This largely reflects higher expected future claims experience stemming from slower economic activity.
- The prior year results included one-off valuation releases from changes to risk margin diversification assumptions ( $\$ 36$ million) and level of sufficiency to $90 \%$ ( $\$ 115$ million).
The second half result was particularly impacted by lower yields following the sharp reduction in interest rates and an ITR loss of $\$ 18$ million in Builders' Warranty.


## Announcement of results

for the year ended 30 June 2009

|  | full year ended |  |  |  | half Year ended |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ | JUN-09 SM | DEC-08 SM | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| Profit contribution <br> - Personal Lines Australia |  |  |  |  |  |  |  |  |  |
| Net earned premium | 4,164 | 4,010 | 3.8 | 2,093 | 2,071 | 1,994 | 2,016 | 1.1 | 5.0 |
| Net claims incurred | $(3,321)$ | $(3,129)$ | 6.1 | $(1,408)$ | $(1,913)$ | $(1,453)$ | $(1,676)$ | (26.4) | (3.1) |
| Acquisition expenses | (670) | (649) | 3.2 | (301) | (369) | (310) | (339) | (18.4) | (2.9) |
| Other underwriting expenses | (315) | (369) | (14.6) | (161) | (154) | (210) | (159) | 4.5 | (23.3) |
| Total operating expenses | (985) | $(1,018)$ | (3.2) | (462) | (523) | (520) | (498) | (11.7) | (11.2) |
| Underwriting result | (142) | (137) | 3.6 | 223 | (365) | 21 | (158) | (161.1) | 961.9 |
| Investment income - insurance funds | 456 | 298 | 53.0 | 14 | 442 | 182 | 116 | (96.8) | (92.3) |
| Insurance trading result | 314 | 161 | 95.0 | 237 | 77 | 203 | (42) | 207.8 | 16.7 |
|  | \% | \% |  | \% | \% | \% | \% |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 16.1 | 16.2 | (0.6) | 14.4 | 17.8 | 15.5 | 16.8 | (19.1) | (7.1) |
| Other underwriting expenses ratio | 7.6 | 9.2 | (17.4) | 7.7 | 7.4 | 10.5 | 7.9 | 4.1 | (26.7) |
| Total operating expenses ratio | 23.7 | 25.4 | (6.7) | 22.1 | 25.2 | 26.0 | 24.7 | (12.3) | (15.0) |
| Loss ratio | 79.8 | 78.0 | 2.3 | 67.3 | 92.4 | 72.9 | 83.1 | (27.2) | (7.7) |
| Combined operating ratio | 103.5 | 103.4 | 0.1 | 89.4 | 117.6 | 98.9 | 107.8 | (24.0) | (9.6) |
| thsurance trading ratio | 7.5 | 4.0 | 87.5 | 11.3 | 3.7 | 10.2 | (2.1) | 205.4 | 10.8 |

## Market overview

Australian Personal Lines experienced a challenging year with continuing volatile weather events and the tragic
Victorian bushfires. Significant volatility in global financial markets also adversely impacted investment returns. Despite this, the underlying attractiveness of this market has been demonstrated by the recent emergence of new entrants.
Suncorp's response was to position the personal lines portfolio for future profitable growth by taking advantage of the hardening rate cycle by lifting average premiums and delivery on integration and other cost control initiatives.
In Queensland CTP, Suncorp is currently at the Regulator's ceiling price. The Regulator has raised the ceiling and floor premium bands for October 2009 for vehicle class 1 sedan and station wagon by $\$ 7$. In New South Wales CTP, industry prices increased during the year due to falling interest pressures. In July 2009 the headline rate was increased by approximately $6.5 \%$ or $\$ 25$.

## Insurance Trading Result (ITR)

The combination of natural hazards and the reduced investment income have led to a disappointing insurance trading result of $\$ 314$ million. This represents an ITR of $7.5 \%$, impacted by the following factors:

Higher average premium rates in the home and motor portfolios, whilst maintaining stable customer renewal levels and delivering positive unit growth. Home and motor continued to hold leading ( $>30 \%$ ) national market share positions.

Major natural hazard event costs (costing greater than $\$ 5$ million each), net of reinsurance, were around $\$ 125$ million greater than long run expectations.
An additional reinsurance reinstatement premium was required to be paid following the Victoria bushfire and Brisbane storm events resulting in an impact of $\$ 25$ million.

- Attritional natural hazard costs (costing less than $\$ 5$ million each) exceeded long run expected costs by approximately $\$ 100$ million for the year.
- The Cover-More travel insurance portfolio continued its poor performance in the second half of the year, delivering a full year loss of approximately \$35 million. This portfolio was placed into run-off from 1 July 2009.
- The CTP portfolio provided a full year central estimate release of $\$ 244$ million. This results from favourable claims experience and the adjustment to wage inflation and is significantly greater than the $\$ 114$ million in the prior year.
- Total operating expenses have reduced by around $\$ 33$ million, or $1.7 \%$ as an expense ratio, as a result of a disciplined focus on cost control and the benefits of integration synergies.

|  | FULL YEAR ENDED |  |  |  | HALF YEAR ENDED |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  | JUN-09 | JUN-08 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \$ \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \\ \hline \end{array}$ | JUN-09 vs JUN-08 \% |
|  | \$M | \$M |  |  |  |  |  |  |  |
| Profit contribution <br> - New Zealand |  |  |  |  |  |  |  |  |  |
| Gross written premium | 617 | 652 | (5.4) | 286 | 331 | 323 | 329 | (13.6) | (11.5) |
| Net earned premium | 538 | 599 | (10.2) | 255 | 283 | 297 | 302 | (9.9) | (14.1) |
| Net claims incurred | (337) | (358) | (5.9) | (146) | (191) | (162) | (196) | (23.6) | (9.9) |
| Acquisition expenses | (127) | (129) | (1.6) | (66) | (61) | (66) | (63) | 8.2 | 0.0 |
| Other underwriting expenses | (55) | (55) | 0.0 | (22) | (33) | (30) | (25) | (33.3) | (26.7) |
| Total operating expenses | (182) | (184) | (1.1) | (88) | (94) | (96) | (88) | (6.4) | (8.3) |
| Underwriting result | 19 | 57 | (66.7) | 21 | (2) | 39 | 18 | $(1,150.0)$ | (46.2) |
| Investment income - insurance funds | 19 | 17 | 11.8 | 2 | 17 | 7 | 10 | (88.2) | (71.4) |
| Insurance trading result | 38 | 74 | (48.6) | 23 | 15 | 46 | 28 | 53.3 | (50.0) |
|  | \% | \% |  | \% | \% | \% | \% |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 23.6 | 21.5 | 9.8 | 25.9 | 21.6 | 22.2 | 20.9 | 19.9 | 16.7 |
| Other underwriting expenses ratio | 10.2 | 9.2 | 10.9 | 8.6 | 11.7 | 10.1 | 8.3 | (26.5) | (14.9) |
| Total operating expenses ratio | 33.8 | 30.7 | 10.1 | 34.5 | 33.3 | 32.3 | 29.2 | 3.6 | 6.8 |
| Loss ratio | 62.6 | 59.8 | 4.7 | 57.3 | 67.5 | 54.5 | 64.9 | (15.1) | 5.1 |
| Combined operating ratio | 96.4 | 90.5 | 6.5 | 91.8 | 100.8 | 86.8 | 94.1 | (8.9) | 5.8 |
| Insurance trading ratio | 7.1 | 12.4 | (42.7) | 9.0 | 5.3 | 15.5 | 9.3 | 69.8 | (41.9) |


|  | FULL YEAR ENDED |  |  |  | HALF YEAR ENDED |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 |  |  |  | DEC-08 | JUN-08 | DEC-07 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ |  |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 |  |  |  |  |  |
|  | NZ\$M | NZ\$M | \% | NZ\$M | NZ\$M | NZ\$M | NZ\$M | \% | \% |
| NEW ZEALAND RESULTS EXPRESSED IN NZ\$ |  |  |  |  |  |  |  |  |  |
| Gross written premium | 773 | 760 | 1.7 | 378 | 395 | 380 | 380 | (4.3) | (0.5) |
| Net earned premium | 675 | 696 | (3.0) | 334 | 341 | 348 | 348 | (2.1) | (4.0) |
| Net claims incurred | (420) | (420) | 0.0 | (194) | (226) | (194) | (226) | (14.2) | 0.0 |
| Acquisition expenses | (160) | (151) | 6.0 | (87) | (73) | (78) | (73) | 19.2 | 11.5 |
| Other underwriting expenses | (68) | (65) | 4.6 | (30) | (38) | (35) | (30) | (21.1) | (14.3) |
| Total operating expenses | (228) | (216) | 5.6 | (117) | (111) | (113) | (103) | 5.4 | 3.5 |
| Underwriting result | 27 | 60 | (55.0) | 23 | 4 | 41 | 19 | 475.0 | (43.9) |
| Investment income - insurance funds | 25 | 24 | 4.2 | 4 | 21 | 12 | 12 | (81.0) | (66.7) |
| Insurance trading result | 52 | 84 | (38.1) | 27 | 25 | 53 | 31 | 8.0 | (49.1) |
|  | \% | \% |  | \% | \% | \% | \% |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 23.7 | 21.7 | 9.2 | 26.0 | 21.4 | 22.4 | 21.0 | 21.5 | 16.1 |
| Other underwriting expenses ratio | 10.1 | 9.3 | 8.6 | 9.0 | 11.1 | 10.1 | 8.6 | (18.9) | (10.9) |
| Total operating expenses ratio | 33.8 | 31.0 | 9.0 | 35.0 | 32.5 | 32.5 | 29.6 | 7.7 | 7.7 |
| Loss ratio | 62.2 | 60.3 | 3.2 | 58.1 | 66.3 | 55.7 | 64.9 | (12.4) | 4.3 |
| Combined operating ratio | 96.0 | 91.3 | 5.1 | 93.1 | 98.8 | 88.2 | 94.5 | (5.8) | 5.6 |
| Insurance trading ratio | 7.7 | 12.1 | (36.4) | 8.1 | 7.3 | 15.2 | 8.9 | 11.0 | (46.7) |

## Announcement of results

for the year ended 30 June 2009

## Market overview

The New Zealand operations produced a strong result for the full year to June 2009 despite a very competitive New Zealand market and the impact of the recession on the economy along with large weather events early in the year. In A\$ terms, GWP reduced by $5.4 \%$, however this is entirely due to the impact of the falling NZ\$, as in New Zealand dollar terms, GWP grew $1.7 \%$ reflecting continuing rate increases in both Commercial and Personal lines businesses. Offsetting overall growth were reductions in some classes including Warranty, Travel and Construction and Engineering which have all been impacted by the recession in New Zealand.

A new distribution arrangement with the ANZ National Bank commenced in March 2009 contributing NZ\$5 million to GWP. This is expected to increase to NZ\$35 million in 2009/10.

## Insurance Trading Result (ITR)

New Zealand reported an Insurance Trading Result of NZ\$52 million for the full year to June 2009, equal to an ITR ratio of $7.7 \%$. The main components impacting the ITR were:

Net Earned Premiums declined 3\% primarily due to increased reinsurance costs.

- The overall loss ratio has increased $1.9 \%$ due to reduced Net Earned Premiums and the July storm events. This was partially offset by reserve releases.


Overall total expense ratio is $33.8 \%$, up $2.8 \%$. This ratio was impacted by reduced Net Earned Premiums and set up costs for ANZ National Bank business partially offset by expense savings.

Investment income from insurance funds was $\$ 25$ million for the full year to June 2009 which is marginally higher than the prior year.

Announcement of results
for the year ended 30 June 2009

|  | FULL YEAR ENDED |  |  |  | HALF YEAR ENDED |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{gathered} \text { JUN-08 } \\ \text { SM } \end{gathered}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \$ \mathrm{~S} \end{array}$ | $\begin{gathered} \text { JUN-08 } \\ \text { SM } \end{gathered}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| Profit contribution by class of business - short-tail and long-tail <br> (includes New Zealand) |  |  |  |  |  |  |  |  |  |
| Short-tail |  |  |  |  |  |  |  |  | 6.4 |
| Net earned premium | 4,641 | 4,494 | 3.3 | 2,318 | 2,323 | 2,247 | 2,247 | (0.2) | 3.2 |
| Net claims incurred | $(3,420)$ | $(3,334)$ | 2.6 | $(1,718)$ | $(1,702)$ | $(1,602)$ | $(1,732)$ | 0.9 | 7.2 |
| Acquisition expenses | (853) | (835) | 2.2 | (425) | (428) | (420) | (415) | (0.7) | 1.2 |
| Other underwriting expenses | (458) | (465) | (1.5) | (222) | (236) | (258) | (207) | (5.9) | (14.0) |
| Total operating expenses | $(1,311)$ | $(1,300)$ | 0.8 | (647) | (664) | (678) | (622) | (2.6) | (4.6) |
| Underwriting result | (90) | (140) | (35.7) | (47) | (43) | (33) | (107) | 9.3 | 42.4 |
| Investment income - insurance funds | 122 | 139 | (12.2) | 32 | 90 | 81 | 58 | (64.4) | (60.5) |
| Insurance trading result | 32 | (1) | large | (15) | 47 | 48 | (49) | (131.9) | (131.3) |
|  | \% | \% |  | \% | \% | \% | \% |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 18.4 | 18.6 | (1.1) | 18.3 | 18.4 | 18.7 | 18.5 | (0.5) | (2.1) |
| Other underwriting expenses ratio | 9.9 | 10.3 | (3.9) | 9.6 | 10.2 | 11.5 | 9.2 | (5.9) | (16.5) |
| Total operating expenses ratio | 28.3 | 28.9 | (2.1) | 27.9 | 28.6 | 30.2 | 27.7 | (2.4) | (7.6) |
| Loss ratio | 73.7 | 74.2 | (0.7) | 74.1 | 73.3 | 71.3 | 77.1 | 1.1 | 3.9 |
| Combined operating ratio | 102.0 | 103.1 | (1.1) | 102.0 | 101.9 | 101.5 | 104.8 | 0.1 | 0.5 |
| Insurance trading ratio | 0.7 | 0.0 | n/a | (0.6) | 2.0 | 2.1 | (2.2) | (130.0) | (128.6) |


|  | FULL YEAR ENDED |  |  |  | half Year ended |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 SM | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | JUN-08 SM | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| Long-tail |  |  |  |  |  |  |  |  |  |
| Gross written premium | 1,463 | 1,413 | 3.5 | 773 | 690 | 737 | 676 | 12.0 | 4.9 |
| Net earned premium | 1,340 | 1,372 | (2.3) | 675 | 665 | 674 | 698 | 1.5 | 0.1 |
| Net claims incurred | $(1,190)$ | (747) | 59.3 | (137) | $(1,053)$ | (302) | (445) | (87.0) | (54.6) |
| Acquisition expenses | (226) | (178) | 27.0 | (97) | (129) | (62) | (116) | (24.8) | 56.5 |
| Other underwriting expenses | (105) | (155) | (32.3) | (59) | (46) | (88) | (67) | 28.3 | (33.0) |
| Total operating expenses | (331) | (333) | (0.6) | (156) | (175) | (150) | (183) | (10.9) | 4.0 |
| Underwriting result | (181) | 292 | (162.0) | 382 | (563) | 222 | 70 | (167.9) | 72.1 |
| Investment income - insurance funds | 611 | 316 | 93.4 | (63) | 674 | 186 | 130 | (109.3) | (133.9) |
| Insurance trading result | 430 | 608 | (29.3) | 319 | 111 | 408 | 200 | 187.4 | (21.8) |
|  | \% | \% |  | \% | \% | \% | \% |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |
| Acquisition expenses ratio | 16.9 | 13.0 | 30.0 | 14.4 | 19.4 | 9.2 | 16.6 | (25.8) | 56.5 |
| Other underwriting expenses ratio | 7.8 | 11.3 | (31.0) | 8.7 | 6.9 | 13.1 | 9.6 | 26.1 | (33.6) |
| Total operating expenses ratio | 24.7 | 24.3 | 1.6 | 23.1 | 26.3 | 22.3 | 26.2 | (12.2) | 3.6 |
| Loss ratio | 88.8 | 54.4 | 63.2 | 20.3 | 158.3 | 44.8 | 63.8 | (87.2) | (54.7) |
| Combined operating ratio | 113.5 | 78.7 | 44.2 | 43.4 | 184.6 | 67.1 | 90.0 | (76.5) | (35.3) |
| Insurance trading ratio | 32.1 | 44.3 | (27.5) | 47.3 | 16.7 | 60.5 | 28.7 | 183.2 | (21.8) |

## Announcement of results

for the year ended 30 June 2009

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## Segment information - Life

## Profit overview and strategy

Suncorp Life aspires to be a tier one life insurer in Australia and New Zealand.

Suncorp Life is a trans-Tasman life risk, superannuation and investment and asset management business. Products are distributed through intermediated adviser channels, both aligned and external, and through the Suncorp customer base.

The past twelve months have been a period of operational stabilisation. The business model has been simplified in order to respond to the environment and rebase the business.
Suncorp Life is focused on:

- growing distribution capability and reach;
- the retention of existing customers; and
- continuing its program of simplification and cost control.

Total underlying profit after tax was $\$ 122$ million, down $16.4 \%$ on the prior corresponding period. Net profit after tax and minority interests was $\$ 115$ million, up $3.6 \%$.
The Life Risk result was up 13\% year on year to $\$ 87$ million, driven by strategies implemented to take advantage of the current favourable environment for Life Risk business.

Planned profit margin release was up by $6 \%$, due to growth in in-force premiums. Other experience of $\$ 11$ million, primarily consists of Group Life business which is valued on an accumulation basis, hence there are no planned margins.

Asteron was named the AFA/Plan for Life 2008 Life Risk Company of the Year in Australia, while in New Zealand it has been recognised for products and services. The Lifeguard product suite has received 22 industry awards since launch in April 2007 - with 16 of those awarded in 2008 and 2009.

Funds Management (comprising Superannuation \& Investments and Asset Management) was down 49.3\% to $\$ 35$ million for the year as weaker investment markets reduced the value of assets on which fee income is earned.

Profits reduced due to a change in the mix in Funds under Management from equities to fixed interest and Funds under Administration dropping 17.9\% for the year, in line with the market.

The key asset management brand Tyndall consistently receives industry recognition for its fixed interest and Australian equities capabilities.

Market Adjustments had a $\$ 7$ million negative impact on the Life result. The impact of investment markets on shareholder assets and assets backing annuities was largely offset by discount rate changes on the value of life risk policy liabilities. In the six months to December 2008 a dramatic decrease in risk free rates led to a gain of $\$ 126$ million. In the second half to 30 June 2009 that effect was significantly reversed, resulting in a net $\$ 39$ million profit for the full year.
Operating expenses were down by $8.6 \%$ to $\$ 338$ million from $\$ 370$ million. During 2009, Life implemented a series of measures to reduce discretionary expenditure. Within the life risk business, efficiencies were achieved through the automation of business application processes and a focus on trans-Tasman economies of scale and scope. In funds management, along with other integration benefits, the launch of the WealthSmart superannuation platform sees the start of consolidation of existing products, systems and operations, reducing costs as a result.

## Announcement of results

for the year ended 30 June 2009

|  | FULL YEAR ENDED |  |  | HALF YEAR ENDED |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | JUN-08 | JUN-09 vs JUN-08 | JUN-09 | $\begin{array}{r} \text { DEC-08 } \\ \text { \$M } \end{array}$ | JUN-08 | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| Profit contribution - Life <br> Excluding Life Insurance policy owners' interests Life Risk |  |  |  |  |  |  |  |  |  |
| Planned profit margin release | 71 | 67 | 6.0 | 36 | 35 | 34 | 33 | 2.9 | 5.9 |
| Mortality experience | 4 | 7 | (42.9) | - | 4 | 5 | 2 | (100.0) | (100.0) |
| Morbidity experience | (1) | (1) | - | 2 | (3) | 2 | (3) | (166.7) | - |
| Other experience | 11 | 3 | 266.7 | 6 | 5 | - | 3 | 20.0 | n/a |
| Loss capitalisation | 2 | 1 | 100.0 | - | 2 | (2) | 3 | (100.0) | (100.0) |
| Life Risk <br> Funds management | 87 | 77 | 13.0 | 44 | 43 | 39 | 38 | 2.3 | 12.8 |
| Retail investment | 39 | 66 | (40.9) | 14 | 25 | 27 | 39 | (44.0) | (48.1) |
| Distribution | (12) | (10) | 20.0 | (7) | (5) | (10) | - | (40.0) | (30.0) |
| Asset management | 8 | 13 | (38.5) | 3 | 5 | 5 | 8 | (40.0) | (40.0) |
| Funds Management | 35 | 69 | (49.3) | 10 | 25 | 22 | 47 | (60.0) | (54.5) |
| Total Life underlying profit after tax | 122 | 146 | (16.4) | 54 | 68 | 61 | 85 | (20.6) | (11.5) |
| Market adjustments |  |  |  |  |  |  |  |  |  |
| Annuities market adjustments ${ }^{(1)}$ | (16) | (11) | 45.5 | 18 | (34) | (11) | - | (152.9) | (263.6) |
| Life Risk policy liability discount rate changes ${ }^{(2)}$ | 39 | (11) | large | (87) | 126 | (5) | (6) | (169.0) | large |
| Net investment income on shareholder assets ${ }^{(3)}$ | (30) | (13) | 130.8 | (5) | (25) | (37) | 24 | (80.0) | (86.5) |
| Market adjustments | (7) | (35) | (80.0) | (74) | 67 | (53) | 18 | (210.4) | 39.6 |
| Net profit after tax and minority interests | 115 | 111 | 3.6 | (20) | 135 | 8 | 103 | (114.8) | (350.0) |

${ }^{(1)}$ Over the 2008/09 year a decrease in risk free rates, used to discount future policy liabilities, increased the value of these liabilities. At the same time the value of assets invested to back policy liabilities, declined with investment markets. The combined effect was to produce a loss for the 2008/09 year.
${ }^{22}$ Risk free rates are used to discount Life Risk policy liabilities. Due to deferred acquisition costs there are net negative policy liabilities (an asset). Discount rates decreased dramatically during the first half of 2008/09 resulting in an increase in the value of this asset, producing a gain through the P\&L. This effect was reversed during the second half.
Adverse investment market performance led to a loss on investment income on shareholder assets over 2008/09.


| RECONCILIATION OF REPORTED PROFIT before tax to net profit after tax AND MINORITY INTERESTS | full year ended |  |  |  | half Year ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | JUN-09 |  |  |  |  | JUN-09 | JUN-09 |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 | vs DEC-08 | vs JUN-08 |
|  | SM | SM | \% | SM | SM | SM | SM | \% | \% |
| Reported profit contribution from Life before tax | 98 | 30 | 226.7 | (17) | 115 | (95) | 125 | (114.8) | (82.1) |
| Policyholder and shareholder income tax expense ${ }^{(1)}$ | 19 | 83 | (77.1) | (2) | 21 | 104 | (21) | (109.5) | (101.9) |
| Net profit after tax and before minority interests | 117 | 113 | 3.5 | (19) | 136 | 9 | 104 | (114.0) | (311.1) |
| Minority interests | (2) | (2) | - | (1) | (1) | (1) | (1) | - | - |
| Net profit after tax and minority interests | 115 | 111 | 3.6 | (20) | 135 | 8 | 103 | (114.8) | (350.0) |

(1) Income tax expense includes tax payable on behalf of Life insurance policyholders, mostly related to superannuation contributions and surcharge taxes.
The effective income tax rate does not resemble the corporate tax rate.

|  | FULL YEAR ENDED |  |  | half Year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \\ \% \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \\ \hline \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ |  | JUN-09 SM | $\begin{array}{r} \text { DEC-08 } \\ \mathrm{SM} \\ \hline \end{array}$ | JUN-08 SM | $\begin{array}{r} \text { DEC-07 } \\ \mathbf{S M} \\ \hline \end{array}$ |  |  |
| Shareholder investment income |  |  |  |  |  |  |  |  |  |
| Shareholder investment income on invested assets | (36) | (15) | 140.0 | (8) | (28) | (39) | 24 | (71.4) | (79.5) |
| Less Product expected included in underlying profit | 6 | 2 | 200.0 | 3 | 3 | 2 | - | - | 50.0 |
| Net investment income on shareholder assets | (30) | (13) | 130.8 | (5) | (25) | (37) | 24 | (80.0) | (86.5) |


|  | full year ended |  |  |  | half Year ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 |  |  |  | DEC-08 | JUN-08 | DEC-07 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 |  |  |  |  |  |
|  | \$M | \$M | \% | \$M | \$M | \$M | SM | \% | \% |
| Operating expenses |  |  |  |  |  |  |  |  |  |
| Total operating expenses ${ }^{(1)}$ | 338 | 370 | (8.6) | 166 | 172 | 189 | 181 | (3.5) | (12.2) |

[^8]
## Announcement of results

for the year ended 30 June 2009

|  | half year ended |  |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-08 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ | vs DEC-08 |  |
| Balance Sheet - Life |  |  |  |  |  |  |
| Policyholder assets |  |  |  |  |  |  |
| - Assets backing annuity policies | 143 | 164 | 134 | 146 | (12.8) | 6.7 |
| Assets backing participating policies | 2,491 | 2,750 | 3,081 | 3,339 | (9.4) | (19.1) |
| $\square$ Deferred tax assets | 54 | 75 | - | - | (28.0) | n/a |
| Other | 39 | 70 | 55 | 74 | (44.3) | (29.1) |
|  | 6,063 | 6,306 | 7,167 | 8,186 | (3.9) | (15.4) |
| Liabilities |  |  |  |  |  |  |
| Payables | 8 | 6 | 4 | 1 | 33.3 | 100.0 |
| Deferred tax liabilities | - | - | 11 | 109 | n/a | (100.0) |
| Policy liabilities | 5,658 | 5,958 | 6,837 | 7,754 | (5.0) | (17.2) |
| Unvested policyholder benefits (1) | 397 | 342 | 315 | 322 | 16.1 | 26.0 |
|  | 6,063 | 6,306 | 7,167 | 8,186 | (3.9) | (15.4) |
| Policyholder net assets |  | - | - | - |  |  |
| Shareholder assets |  |  |  |  |  |  |
| Invested assets | 1,153 | 1,084 | 1,094 | 1,132 | 6.4 | 5.4 |
| Deferred tax assets | 23 | 48 | 30 | - | (52.1) | (23.3) |
| Reinsurance ceded | 310 | 337 | 252 | 253 | (8.0) | 23.0 |
| Other | 304 | 282 | 358 | 309 | 7.8 | (15.1) |
|  | 1,790 | 1,751 | 1,734 | 1,694 | 2.2 | 3.2 |
| Liabilities |  |  |  |  |  |  |
| Payables | 260 | 284 | 314 | 226 | (8.5) | (17.2) |
| $\square$ Outstanding claims | 139 | 130 | 128 | 134 | 6.9 | 8.6 |
| Deferred tax liabilities | - | - | - | 23 | n/a | n/a |
| Policy liabilities | (111) | (176) | (45) | (37) | (36.9) | 146.7 |
|  | 288 | 238 | 397 | 346 | 21.0 | (27.5) |
| Shareholder net assets | 1,502 | 1,513 | 1,337 | 1,348 | (0.7) | 12.3 |
| Total Assets |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |
| Invested assets | 4,489 | 4,331 | 4,991 | 5,759 | 3.6 | (10.1) |
| Assets backing annuity policies | 143 | 164 | 134 | 146 | (12.8) | 6.7 |
| Assets backing participating policies | 2,491 | 2,750 | 3,081 | 3,339 | (9.4) | (19.1) |
| ) Deferred tax assets | 77 | 123 | 19 | - | (37.4) | 305.3 |
| Reinsurance ceded | 310 | 337 | 252 | 253 | (8.0) | 23.0 |
| Other | 343 | 352 | 413 | 383 | (2.6) | (16.9) |
|  | 7,853 | 8,057 | 8,890 | 9,880 | (2.5) | (11.7) |
| Liabilities |  |  |  |  |  |  |
| Payables | 268 | 289 | 318 | 227 | (7.3) | (15.7) |
| Outstanding claims | 139 | 130 | 128 | 134 | 6.9 | 8.6 |
| Deferred tax liabilities | - | - | - | 132 | n/a | n/a |
| Policy liabilities | 5,547 | 5,783 | 6,792 | 7,717 | (4.1) | (18.3) |
| $\square$ Unvested policyholder benefits ${ }^{(1)}$ | 397 | 342 | 315 | 322 | 16.1 | 26.0 |
|  | 6,351 | 6,544 | 7,553 | 8,532 | (2.9) | (15.9) |
| Total net assets | 1,502 | 1,513 | 1,337 | 1,348 | (0.7) | 12.3 |

[^9]|  | half year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| Invested shareholder assets ${ }^{(1)}$ |  |  |  |  |  |  |
| Cash | 246 | 205 | 186 | 194 | 20.0 | 32.3 |
| Fixed interest securities | 693 | 546 | 523 | 440 | 26.9 | 32.5 |
| Equities | 199 | 290 | 328 | 406 | (31.4) | (39.3) |
| Property | 11 | 39 | 56 | 74 | (71.8) | (80.4) |
| Other | 4 | 4 | 1 | 18 | - | 300.0 |
| Total invested shareholder assets | 1,153 | 1,084 | 1,094 | 1,132 | 6.4 | 5.4 |

${ }^{(1)}$ Excludes assets backing annuity and participating business
Life's invested shareholder assets are mixed across asset classes as shown. In response to market volatility Life took a defensive position in its investment holdings. Earnings to 30 June 2009 (page 69) were negative $\$ 30$ million.

## Life Risk - market environment

The challenging economic conditions continue in Australia, and New Zealand is in recession, however, the life risk markets in both countries remain attractive due to factors including Australian life industry growth projections and a growing recognition of under-insurance in Australia.

Within this environment, Suncorp Life is focused on growing its position to become a tier one life insurer in Australia and New Zealand.

Over the past twelve months, Life's focus on distribution, retention and cost control has resulted in boosting the resources and capability of its sales force and the release of an electronic underwriting application, 'Lifeguard EQ', to advisers.

In an environment of ongoing financial stress, the industry as a whole remains sensitive to claims experience and lapse rates. Life has been proactive in managing claims with discipline and in the protection of its in-force portfolio in order to ensure that lapse rates remain below the industry average. Steps taken include active adviser engagement and specific customer retention activity.

|  | half year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | $\begin{array}{r} \text { DEC-08 } \\ \text { SM } \end{array}$ | JUN-08 SM | $\begin{array}{r} \text { DEC-07 } \\ \text { SM } \end{array}$ |  |  |
| Life Risk annual premium ${ }^{(1)}$ |  |  |  |  |  |  |
| Life Risk In-force Premium |  |  |  |  |  |  |
| Term and TPD | 272 | 263 | 246 | 243 | 3.4 | 10.6 |
| Trauma | 106 | 101 | 93 | 90 | 5.0 | 14.0 |
| Disability income | 177 | 175 | 172 | 173 | 1.1 | 2.9 |
| Other | 24 | 24 | 24 | 25 | - | - |
| Total individual | 579 | 563 | 535 | 531 | 2.8 | 8.2 |
| Group | 154 | 150 | 148 | 144 | 2.7 | 4.1 |
| Total | 733 | 713 | 683 | 675 | 2.8 | 7.3 |

${ }^{(1)}$ Annual premiums reflect the balance at the end of the period, ie 30 June 2009
In-force premium rose $7.3 \%$ to $\$ 733$ million over the year to 30 June 2009. All categories improved, with Term and Trauma in-force premiums increasing by $10.6 \%$ and $14 \%$ respectively.

## Announcement of results

for the year ended 30 June 2009

|  | FULL YEAR ENDED |  |  |  | HALF YEAR ENDED |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 |  |  |  | DEC-08 | JUN-08 | DEC-07 | JUN-09 | JUN-09 |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 |  |  |  | vs DEC-08 | vs JUN-08 |
|  | \$M | \$M | \% | \$M | \$M | \$M | \$M | \% | \% |
| Life Risk |  |  |  |  |  |  |  |  |  |
| new business |  |  |  |  |  |  |  |  |  |
| $\square$ Term and TPD | 29 | 25 | 16.0 | 13 | 16 | 12 | 13 | (18.8) | 8.3 |
| - Trauma | 15 | 12 | 25.0 | 8 | 7 | 6 | 6 | 14.3 | 33.3 |
| Disability income | 15 | 13 | 15.4 | 8 | 7 | 6 | 7 | 14.3 | 33.3 |
| $\square$ Other | 14 | 16 | (12.5) | 6 | 8 | 8 | 8 | (25.0) | (25.0) |
| Total individual | 73 | 66 | 10.6 | 35 | 38 | 32 | 34 | (7.9) | 9.4 |
| Group | 8 | 44 | (81.8) | 4 | 4 | 23 | 21 | - | (82.6) |
| Total | 81 | 110 | (26.4) | 39 | 42 | 55 | 55 | (7.1) | (29.1) |

New business growth was up 10.6\%, excluding Group which was distorted by a one-off premium rate increase for a major client tast financial year.


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## Funds Management - market environment

Funds Management combines the results of Superannuation \& Investments and Asset Management. Market volatility in the twelve months to June 2009 resulted in reduced asset-based fee revenue because of the impact the investment market has on asset values and funds flows. The mandatory savings environment in Australia, however, ensures these markets remain attractive.

In response to reduced asset fees the business undertook significant expense management activities that partially mitigated the fee reductions and systematically addressed costs through the simplification of systems, products and operations in WealthSmart. This commences a process that will see costs driven out of the business over time.

In Australia, the economic climate has resulted in greater Federal Government attention on the more than $\$ 1$ trillion superannuation industry, resulting in a Government review ${ }^{(1)}$ into the sector. Life expects this review to have significant longer term effects on financial services providers and the industry as a whole. The launch of Life's simplified superannuation platform WealthSmart is an example of the proactive steps taken to address specific issues around the complexity of superannuation for customers. WealthSmart reduced investment options, provides easy online access and is supported by simplified information for customers, reducing the complexity of communications.

|  | FULL YEAR ENDED |  | JUN-09 HALF YEAR ENDED |  |  |  |  | JUN-09 | JUN-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 | vs DEC-08 | vs JUN-08 |
|  | \$M | \$M | \% | \$M | \$M | \$M | \$M | \% | \% |
| Retail investment |  |  |  |  |  |  |  |  |  |
| new business |  |  |  |  |  |  |  |  |  |
| Superannuation | 197 | 388 | (49.2) | 66 | 131 | 130 | 258 | (49.6) | (49.2) |
| Pensions | 163 | 466 | (65.0) | 51 | 112 | 127 | 339 | (54.5) | (59.8) |
| Investment | 30 | 100 | (70.0) | 12 | 18 | 36 | 64 | (33.3) | (66.7) |
| Total retail investment | 390 | 954 | (59.1) | 129 | 261 | 293 | 661 | (50.6) | (56.0) |

Total retail investment sales were $59.1 \%$ lower at $\$ 390$ million. All categories saw sales decrease. Generally negative sentiment due to volatility in the investment markets has been compounded by the attractiveness of bank deposits following the government bank deposit guarantee.
${ }^{(1)}$ Cooper Review into the governance, efficiency, structure and operation of Australia's superannuation industry (report due 30 June 2010)

## Announcement of results

for the year ended 30 June 2009

|  | half year ended |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { JUN-09 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { DEC-O8 } \\ \text { SM } \end{array}$ | $\begin{array}{r} \text { JUN-08 } \\ \text { SM } \end{array}$ | DEC-07 SM |  |  |
| Funds management position |  |  |  |  |  |  |
| Retail investment funds position |  |  |  |  |  |  |
| Funds under administration |  |  |  |  |  |  |
| Opening balance at start of period | 12,445 | 14,430 | 16,631 | 16,492 | (13.8) | (25.2) |
| Net inflows/(outflows) | (533) | (340) | (31) | (126) | 56.8 | large |
| Investment income and other | (61) | $(1,645)$ | $(2,170)$ | 265 | (96.3) | (97.2) |
| Balance at end of period | 11,851 | 12,445 | 14,430 | 16,631 | (4.8) | (17.9) |
| Funds under supervision |  |  |  |  |  |  |
| Opening balance at start of period | 29,786 | 27,502 | 31,796 | 31,793 | 8.3 | (6.3) |
| Investment income and other | 18,088 | 2,284 | $(4,294)$ | 3 | large | large |
| Balance at end of period | 47,874 | 29,786 | 27,502 | 31,796 | 60.7 | 74.1 |
|  |  |  |  |  |  |  |
| Funds under management |  |  |  |  |  |  |
| Opening balance at start of period | 23,408 | 24,183 | 27,111 | 27,026 | (3.2) | (13.7) |
| Net inflows/(outflows) | (559) | (141) | $(1,178)$ | (516) | 296.5 | (52.5) |
| Investment income and other | 536 | (634) | $(1,750)$ | 601 | (184.5) | (130.6) |
| Balance at end of period | 23,385 | 23,408 | 24,183 | 27,111 | (0.1) | (3.3) |

Since December 2008, funds under administration (FUA) have fallen $4.8 \%$ to $\$ 11.9$ billion or $17.9 \%$ year on year.
FUA predominantly comprises the Australian Superannuation and Investments (S\&I) business and New Zealand Guardian Trust. Funds under Supervision (FUS) have grown by $60.7 \%$ to $\$ 47.9$ billion since December 2008. This reflects New Zealand
Guardian Trust becoming trustee for a number of new bank securitisation structures.


Funds under management (FUM) have remained stable at $\$ 23.4$ billion since December 2008. New mandates and net inflows have seen external FUM increase $8.6 \%$ to $\$ 6.4$ billion.

## Appendix 1 - Consolidated income statement for the year ended 30 June 2009

This consolidated income statement presents revenue and expense categories that are reported for statutory purposes.

|  | full year ended |  | half Year ended |  |  |  |  | $\begin{array}{r} \text { JUN-09 } \\ \text { vs DEC-08 } \end{array}$ | JUN-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | JUN-09 |  |  |  |  |  |  |
|  | JUN-09 | JUN-08 | vs JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 |  |  |
|  | \$M | SM | \% | SM | \$M | \$M | \$M | \% | \% |
| Revenue |  |  |  |  |  |  |  |  |  |
| Banking interest revenue | 4,676 | 4,696 | (0.4) | 2,003 | 2,673 | 2,578 | 2,118 | (25.1) | (22.3) |
| Banking interest expense | $(3,506)$ | $(3,666)$ | (4.4) | $(1,456)$ | $(2,050)$ | $(2,032)$ | $(1,634)$ | (29.0) | (28.3) |
|  | 1,170 | 1,030 | 13.6 | 547 | 623 | 546 | 484 | (12.2) | 0.2 |
| Banking fee and commission revenue | 266 | 239 | 11.3 | 134 | 132 | 118 | 121 | 1.5 | 13.6 |
| Banking fee and commission expense | (98) | (90) | 8.9 | (45) | (53) | (46) | (44) | (15.1) | (2.2) |
| General insurance premium revenue ${ }^{(1)}$ | 6,548 | 6,316 | 3.7 | 3,292 | 3,256 | 3,175 | 3,141 | 1.1 | 3.7 |
| Life insurance premium revenue | 719 | 698 | 3.0 | 356 | 363 | 341 | 357 | (1.9) | 4.4 |
| Reinsurance and other recoveries revenue | 1,187 | 1,162 | 2.2 | 633 | 554 | 654 | 508 | 14.3 | (3.2) |
| General insurance investment revenue | 826 | 304 | 171.7 | (62) | 888 | 56 | 248 | (107.0) | (210.7) |
| Life insurance investment (loss)/ revenue | (698) | (843) | (17.2) | 2 | (700) | (961) | 118 | (100.3) | (100.2) |
| Other revenue ${ }^{(2)}$ | 665 | 595 | 11.8 | 355 | 310 | 291 | 304 | 14.5 | 22.0 |
|  | 10,585 | 9,411 | 12.5 | 5,212 | 5,373 | 4,174 | 5,237 | (3.0) | 24.8 |
| Expenses |  |  |  |  |  |  |  |  |  |
| Operating expenses ${ }^{(1)}$ | $(3,386)$ | $(3,346)$ | 1.2 | $(1,677)$ | $(1,709)$ | $(1,719)$ | $(1,627)$ | (1.9) | (2.4) |
| General insurance claims expense | $(5,638)$ | $(5,100)$ | 10.5 | $(2,411)$ | $(3,227)$ | $(2,486)$ | $(2,614)$ | (25.3) | (3.0) |
| Life insurance claims expense | (437) | (411) | 6.3 | (214) | (223) | (199) | (212) | (4.0) | 7.5 |
| Outwards reinsurance premium expense | (749) | (619) | 20.8 | (400) | (349) | (330) | (289) | 14.6 | 21.2 |
| Decrease/(increase) in net policy liabilities | 867 | 856 | 1.3 | (59) | 926 | 733 | 123 | (106.4) | (108.0) |
| Decrease/(increase) in unvested policy owner benefits | (83) | (74) | 12.2 | (56) | (27) | 6 | (80) | 107.4 | large |
| Outside beneficial interests | 74 | 173 | (57.2) | 144 | (70) | 151 | 22 | (305.7) | (4.6) |
| Non-banking interest expense | (113) | (164) | (31.1) | (59) | (54) | (101) | (63) | 9.3 | (41.6) |
|  | $(9,465)$ | $(8,685)$ | 9.0 | $(4,732)$ | $(4,733)$ | $(3,945)$ | $(4,740)$ | - | 19.9 |
| Share of profits/(losses) of associates and joint ventures | (3) | 11 | (127.3) | 7 | (10) | (1) | 12 | (170.0) | large |
| Profit before impairment losses on loans and advances | 1,117 | 737 | 51.6 | 487 | 630 | 228 | 509 | (22.7) | 113.6 |
| Impairment losses on loans and advances | (710) | (71) | large | (355) | (355) | (55) | (16) | - | large |
| Profit before tax | 407 | 666 | (38.9) | 132 | 275 | 173 | 493 | (52.0) | (23.7) |
| Income tax (expense)/benefit | (54) | (78) | (30.8) | (38) | (16) | 29 | (107) | 137.5 | (231.0) |
| Profit for the year | 353 | 588 | (40.0) | 94 | 259 | 202 | 386 | (63.7) | (53.5) |
| Attributable to: |  |  |  |  |  |  |  |  |  |
| Equity holders of the Company | 348 | 583 | (40.3) | 90 | 258 | 199 | 384 | (65.1) | (54.8) |
| Minority interests | 5 | 5 | - | 4 | 1 | 3 | 2 | 300.0 | 33.3 |
| Profit for the period | 353 | 588 | (40.0) | 94 | 259 | 202 | 386 | (63.7) | (53.5) |

[^10]
## Announcement of results

for the year ended 30 June 2009

Appendix 2 - Profit contribution - General Insurance excluding the impact of discount rate movements and excluding Fire Services Levies
For the year ended 30 June 2009


[^11]
## Appendix 3 - Core and non-core Banking

During the first half of the year, Suncorp detailed the steps it was taking to adapt the Bank in the environment of the global credit crisis and scarcity of funding. Key to this strategy was the categorisation of the lending portfolio into core and non-core components and this was based upon the analysis of numerous criteria, including:

- identification of portfolios where the widening spread differential to the AA-rated banks would make the cost of funding uneconomic in the new risk pricing environment;
- requirement to reduce exposure to large single name risks;
- requirement to reduce overall concentration of risk to property;
- identification of portfolios where the Bank has a strong customer value proposition;
- the degree to which portfolio segments could successfully attract deposits in line with lending growth;
- reducing bad debt expense volatility; and
- developing a strategy to ensure the funding mix was sustainable prior to the removal of the government guarantee.

Non-core portfolios are those that are largely transaction driven, with limited relationships, and while they may have delivered reasonable returns in the past are no longer viable given the new capital and funding dynamics. Accordingly, the Bank ceased lending to new customers in the noncore businesses of Corporate Banking, Corporate Property and intermediated Lease Finance and began working with existing customers to reduce exposures to these portfolios over time.

The core portfolios were defined as those in which Suncorp has a competitive advantage and a strong market position. These are Suncorp's traditional core businesses of Personal Customers, Commercial (SME) and Agribusiness.
At the time of the initial assessment, Suncorp retained a presence in traditional middle-market development finance and property investment on the basis that no new lending was occurring given market dynamics at the time. Contingency planning identified the possibility of needing to contract, or exit, the property business.

Ongoing analysis of the Bank's risk tolerance to earnings and capital volatility provided further clarity around the desired operating model for the Bank.

As a result of this analysis, the Bank made two refinements to its strategy during the year:

- Firstly, the decision was taken to move the remaining middle-market development finance and property investment exposures to non-core and run-off over time. The cyclical credit quality nature of these exposures, and associated earnings and capital volatility, was no longer consistent with a targeted core banking operation with lower absolute capital levels.
- Secondly, the Bank completed a detailed review of its industry and sector concentration limits within the Commercial portfolio in light of the Bank's revised risk appetite. As a result, the Bank has reclassified $\$ 1.5$ billion of Commercial assets as non-core.

These restructures to the portfolio create a better balance from an industry risk perspective, minimise earnings volatility from bad debt expenses and better position the core business to focus on growing existing customers and acquiring new customers that fit with the Bank's revised customer value proposition. No further material changes to the classification of core and non-core assets are anticipated.
The Loans, Advances and Other Receivables: core and noncore table on page 79 provides the breakdown of the total lending book into its core and non-core components as at 30 June 2009. This disclosure will form the basis upon which the Bank will report asset balances in future periods.

## Announcement of results

for the year ended 30 June 2009

Appendix 3 - Core and non-core Banking continued

## Basis of preparation

These tables represent an unaudited, indicative view of the relative performance of the core and non-core operations of Suncorp Banking for the quarter ended 30 June 2009. Whilst every effort has been made to ensure that the tables are as accurate as possible, necessary assumptions around the allocation of funding and expenses have been made. Accordingly, caution should be taken in using these tables to assess performance metrics on an annualised basis.

|  | Quarter ended |  |  |  | half year ended |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JUN-09 |  | MAR-09 | JUN-09 |
|  | CORE | NON-CORE | TOTAL | TOTAL | TOTAL |
|  | \$M | \$M | \$M | \$M | SM |

## Profit contribution - core and non-core Banking



Appendix 3 - Core and non-core Banking continued


## Announcement of results

for the year ended 30 June 2009

Appendix 3 - Core and non-core Banking continued


The funding table excludes the subordinated notes and preference shares notionally allocated to General Insurance as share of capital funding.

Appendix 3 - Core and non-core Banking continued

|  | AS AT JUN-09 |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { CORE } \\ \text { SM } \end{gathered}$ | $\begin{gathered} \text { NON-CORE } \\ \$ \mathrm{M} \end{gathered}$ | $\begin{gathered} \text { TOTAL } \\ \mathbf{\$ M} \end{gathered}$ |
| Impaired assets - core and non-core Banking |  |  |  |
| Gross balances of individually impaired loans |  |  |  |
| with specific provisions set aside | 100 | 1,250 | 1,350 |
| without specific provisions set aside | 45 | 79 | 124 |
| Gross individually impaired assets | 145 | 1,329 | 1,474 |
| Specific provision for impairment | (42) | (435) | (477) |
| Net individually impaired assets | 103 | 894 | 997 |
| Size of gross individually impaired assets |  |  |  |
| Less than one million | 22 | 28 | 50 |
| Greater than one million but less than ten million | 58 | 243 | 301 |
| Greater than ten million | 65 | 1,058 | 1,123 |
|  | 145 | 1,329 | 1,474 |
| Past due loans not shown as impaired assets ${ }^{(1)}$ | 249 | 200 | 449 |
| Gross non-performing loans | 394 | 1,529 | 1,923 |
| Interest income on impaired assets recognised in the contribution to profit | 1 | - | 1 |
|  | \% | \% | \% |
| Gross individually impaired assets as a percentage of gross loans, advances and other receivables | 0.38 | 7.58 | 2.66 |
| Gross non-performing loans as a percentage of gross loans, advances and other receivables | 1.04 | 8.72 | 3.47 |
| Gross individually impaired assets as a percentage of impairment provisions and general reserve for credit loss | 78.38 | 155.80 | 142.00 |
| Impairment provisions and equity reserve for credit loss as a percentage of risk weighted assets | 1.05 | 4.64 | 2.88 |

${ }^{(1)}$ Impaired assets do not include loans accruing interest which are in arrears 90 days or more where the loans are well secured. Interest revenue continues to be recognised in the contribution to profit.

|  | Quarter ended |  |  |  | half Year ENDED JUN-09 \$M |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { CORE } \\ \$ M \end{gathered}$ | $\begin{gathered} \text { JUN-09 } \\ \text { NON-CORE } \\ \text { SM } \end{gathered}$ | $\begin{gathered} \text { TOTAL } \\ \mathbf{S M} \end{gathered}$ | MAR-09 SM |  |
| Impairment losses on loans and advances - core and non-core Banking |  |  |  |  |  |
| Collective provision for impairment | 2 | (5) | (3) | 34 | 31 |
| Specific provision for impairment | 10 | 183 | 193 | 86 | 279 |
| Bad debts written off | 6 | 22 | 28 | 18 | 46 |
| Bad debts recovered | - | - | - | (1) | (1) |
| Total | 18 | 200 | 218 | 137 | 355 |

## Announcement of results

for the year ended 30 June 2009

Appendix 3 - Core and non-core Banking continued


## Appendix 4 - Life Embedded Value

Life's traditional Embedded Value (EV) was independently assessed as $\$ 2.175$ billion as at 31 December 2008 (released to the market on 24 June 2009). Life intends to provide updated EV as part of ongoing market disclosures.

Life includes the two Australian life companies (Asteron Life Ltd and Suncorp Life \& Superannuation Limited), the NZ life company (Asteron NZ Limited) and various other legal entities in the Suncorp Life Group of companies (as set out below).

Embedded Value is equivalent to the sum of the adjusted net worth and the net present value of all future cashflows distributable to the shareholder that are expected to arise from in-force business, together with the value of franking credits at 70\%. The Embedded Value differs from what is known as an Appraisal Value, as it does not consider the value of future new business that the company is expected to write.

The components of value are shown in the table below:

AS AT DEC-08
\$M

## Embedded Value

## EV Components

Adjusted Net Worth
Value of distributable profits $\quad 1,778$
Value of imputation credits
Value of in-force $\quad 2,052$
Traditional Embedded Value 2,175

Value of one year's new sales (VOYS)

Note that in relation to the above values:

- the components of value relate to Suncorp Life in its entirety;
- the risk discount rate was equal to 4\% above risk-free rate;
- imputation credits are included at $70 \%$ of their discounted value;
- adjusted net worth taken as net assets in excess of target surplus;
- value of in-force is the present value of distributable profits emerging (in excess of target surplus), together with value of associated franking credits; and
- value of one year's sales (VOYS) includes an allowance for the cost of prudential capital.


## Assumptions

|  | DEC-08 EV |  |
| :--- | :---: | :---: |
|  | AUST \% P.A. | NZ \% P.A. |
| EV Economic Assumptions |  |  |
| Investment return for underlying asset classes: |  |  |
| Risk free rate (at 10 years) | 4.0 | 4.7 |
| Cash | 4.4 | 5.0 |
| Fixed interest | 5.1 | 4.7 |
| Australian equities (incl allowance for | 7.1 | 9.2 |
| franking credits) | 7.1 | 8.2 |
| $\quad$ International equities | 6.6 | 7.2 |
| $\quad$ Property | 4.9 | 4.3 |
| Investment returns (net of tax) |  |  |
| Inflation | 3.0 | 2.5 |
| Benefit indexation | 3.0 | 2.5 |
| Expenses inflation | 8.0 | 8.7 |

The assumptions used for valuing in-force business and the value of one year's new business are based on long-term best estimate assumptions, as adopted by our independent assessor.

Maintenance unit costs were based on assumptions underlying the statement of 31 December profit results for Life. These expenses were projected with expense inflation for dollar-related expenses. The valuations do not assume any improvements in future unit costs from efficiency gains.

Discontinuance and claim (mortality and morbidity) assumptions are best estimate assumptions based on recent company experience and are consistent with those used for profit reporting.

The VOYS is based on the mix of business sold in the six months ending on 31 December 2008, with the total volume of sales developed by applying scaling factors to gross up to a full year's sales. The actual sales volumes in 2008/09 were materially the same as assumed in the quoted VOYS above.

New business includes new policies as well as voluntary increases (ie. benefit increases) to existing policies.

Embedded Value includes contractual increases (age and CPI) on retail business but excludes voluntary increases to existing retail policies.

## Announcement of results

for the year ended 30 June 2009

## Appendix 4 - Life Embedded Value continued

The Australian Life Companies are required to hold regulatory capital in excess of policy liabilities. In addition, they hold an additional amount of capital ('target surplus') based on internal requirements. Asteron Life Ltd New Zealand holds capital as prescribed in Professional Standard 5 (PS5), "Solvency Reserving for Life Insurance Business", issued by the New Zealand Society of Actuaries and an additional amount of target surplus is held within that company. In determining the economic values, the value of this capital is discounted based on the expected time it is required to be held prior to being available for distribution to shareholders.

The Life Embedded Value also includes the value of entities other than the life companies, including Suncorp Metway Investment Management Ltd, Tyndall Investment Management Ltd, Tyndall Investment Management New Zealand Ltd, Suncorp Portfolio Services Limited and New Zealand Guardian Trust Ltd, for which values were based on discounted cash flow projections. In addition, a number of smaller entities within the division were valued at net assets.

## Sensitivity Analysis

|  | AS AT DEC-08 \$M |
| :---: | :---: |
| EV Sensitivity Analysis |  |
| Base Embedded Value | 2,175 |
| Embedded Value Assuming: |  |
| Discount rate 1\% higher | 2,025 |
| Investment Returns 1\% higher | 2,299 |
| Discontinuance rates 10\% higher | 2,003 |
| Renewal Expenses 10\% higher | 2,043 |
| Claims 10\% higher ${ }^{(1)}$ | 1,979 |
| Base value of One Year's New Business | 95 |
| Value of One Year's New Business assuming: |  |
| Discount rate 1\% higher | 75 |
| Investment returns 1\% higher | 105 |
| Discontinuance rates 10\% higher | 71 |
| Renewal expenses 10\% higher | 89 |
| Claims 10\% higher ${ }^{(1)}$ | 65 |

${ }^{(1)}$ Claims decrements includes mortality, lump sum morbidity, disability income incidence and $10 \%$ worse for disability income recovery rates.

The table above set out the sensitivity of the Embedded Value and value of new business as at 31 December 2008 to changes in key economic and business assumptions. These sensitivities are indicative only as the variations caused by changes to assumptions are not always linear, symmetrical, or independent.

## Appendix 5 - Operating expenses

This table presents further details on the Group's expenses disclosed in the consolidated income statement in Appendix 1.

|  | FULL YeAR ENDED |  |  |  | half year ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | JUN-08 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ | JUN-09 | DEC-08 | JUN-08 | DEC-07 | JUN-09 vs DEC-08 | $\begin{array}{r} \text { JUN-09 } \\ \text { vs JUN-08 } \end{array}$ |
| Operating expenses |  |  |  |  |  |  |  |  |  |
| Staff expenses | 1,507 | 1,521 | (0.9) | 704 | 803 | 691 | 830 | (12.3) | 1.9 |
| Total staff expenses | 1,507 | 1,521 | (0.9) | 704 | 803 | 691 | 830 | (12.3) | 1.9 |
| Equipment and occupancy expenses |  |  |  |  |  |  |  |  |  |
| Depreciation: |  |  |  |  |  |  |  |  |  |
| Buildings | 1 | 1 | - | - | 1 | - | 1 | (100.0) | n/a |
| Plant, equipment and software | 73 | 67 | 9.0 | 34 | 39 | 39 | 28 | (12.8) | (12.8) |
| Leasehold improvements | 27 | 21 | 28.6 | 15 | 12 | 12 | 9 | 25.0 | 25.0 |
| Loss on disposal of property, plant and equipment | 3 | 7 | (57.1) | 2 | 1 | 6 | 1 | 100.0 | (66.7) |
| Operating lease rentals | 156 | 148 | 5.4 | 81 | 75 | 86 | 62 | 8.0 | (5.8) |
| Other | 39 | 34 | 14.7 | 17 | 22 | 18 | 16 | (22.7) | (5.6) |
| Total equipment and occupancy expenses | 299 | 278 | 7.6 | 149 | 150 | 161 | 117 | (0.7) | (7.5) |
| Other expenses |  |  |  |  |  |  |  |  |  |
| Hardware, software and dataline expenses | 110 | 126 | (12.7) | 61 | 49 | 79 | 47 | 24.5 | (22.8) |
| Advertising and promotion expenses | 172 | 195 | (11.8) | 89 | 83 | 108 | 87 | 7.2 | (17.6) |
| Office supplies, postage and printing | 102 | 90 | 13.3 | 53 | 49 | 33 | 57 | 8.2 | 60.6 |
| Amortisation: |  |  |  |  |  |  |  |  |  |
| Brand names | 24 | 24 | - | 12 | 12 | 12 | 12 | - | - |
| Consumer relationships | 129 | 237 | (45.6) | 65 | 64 | 119 | 118 | 1.6 | (45.4) |
| Outstanding claims liability intangible | 27 | 36 | (25.0) | 13 | 14 | 18 | 18 | (7.1) | (27.8) |
| Franchise agreements | 1 | 2 | (50.0) | (2) | 3 | 2 | - | (166.7) | (200.0) |
| Software | 109 | 86 | 26.7 | 65 | 44 | 39 | 47 | 47.7 | 66.7 |
| Acquisition costs - insurance activities | 513 | 396 | 29.5 | 243 | 270 | 306 | 90 | (10.0) | (20.6) |
| Financial expenses | 172 | 201 | (14.4) | 89 | 83 | 111 | 90 | 7.2 | (19.8) |
| Other | 221 | 154 | 43.5 | 136 | 85 | 40 | 114 | 60 | 240.0 |
| Total other expenses | 1,580 | 1,547 | 2.1 | 824 | 756 | 867 | 680 | 9.0 | (5.0) |
| Total operating expenses | 3,386 | 3,346 | 1.2 | 1,677 | 1,709 | 1,719 | 1,627 | (1.9) | (2.4) |

## Announcement of results

for the year ended 30 June 2009

## Appendix 6 - Definitions

| ADI | Authorised Deposit-taking Institutions |
| :--- | :--- |
| Adjusted common equity | Tier 1 equity less preference share capital less the tangible component of <br> investment in subsidiaries |
| Adjusted common equity ratio | Adjusted common equity divided by total assessed risk, as defined by APRA <br> common equity |
| Adjusted total equity | Adjusted total equity divided by total assessed risk, as defined by APRA |
| Bad debts to gross loans and advances | Impairment losses on loans and advances divided by gross banking loans, <br> advances and other receivables |
| Basis points (bps) | Ordinary shares on issue |
| Cash earnings per share | Adjusts the earnings per share ratio by adding back amortisation of Promina acquisition <br> intangible assets and deferred acquisition costs on consolidation after tax to profit |
| equity return on average shareholders' | Adjusts the return on average shareholders' equity by adding back Promina <br> acquisition items after tax to profit |
| Capital adequacy ratio | Capital base divided by total assessed risk, as defined by APRA |
| Combined operating ratio | The percentage of net premium that is used to meet the costs of all claims <br> incurred plus pay the costs of acquiring (including commission), writing and <br> servicing the General Insurance business |

Cost to average total Banking assets ratio Operating expenses of the Banking business divided by average total Banking assets as shown in the average Banking balance sheet. The ratio is annualised for half years
Cost to income ratio Operating expenses of the Banking business divided by total income from Banking activities
Deferred acquisition costs (DAC) The portion of acquisition costs not yet expensed on the basis that it can be reliably measured and it is probable that it will give rise to premium revenue that will be brought to account in subsequent financial years

|  | will be brought to account in subsequent financial years |
| :--- | :--- |
| Deposit to loan ratio | Total deposits divided by total loans and advances, excluding other receivables |
| Diluted shares | Diluted shares is based on the weighted number of ordinary shares adjusted for <br> potential ordinary shares that are dilutive in accordance with AASB 133 Earnings <br> per Share |

Earnings per share
Basic earnings per share is calculated by dividing profit after tax for the period by the weighted average number of ordinary shares of the Company outstanding during the period. Diluted earnings per share is calculated by dividing the profit after tax for the period adjusted consequential changes in income or expense associated with the dilutive potential ordinary shares divided by the weighted average number of diluted shares outstanding during the period

| Appendix 6 - Definitions continued |  |
| :--- | :--- |
| Effective tax rate | Income tax expense divided by operating profit before tax |
| Embedded value | Embedded value is equivalent to the sum of the adjusted net worth and the net <br> present value of all future cashflows distributable to the shareholder that are <br> expected to arise from in-force business, together with the value of franking credits |
|  | The percentage of the net premium that is used to pay all the costs of acquiring <br> (including commission), writing and servicing the General Insurance business |
| Expense ratio | The expense relating to the amount levied on policyholders by insurance <br> companies as part of premiums payable on policies with a fire risk component, <br> which is established to cover the corresponding fire brigade charge which the <br> company will eventually have to pay levies (FSL) |
| Funds where Asteron and New Zealand Guardian Trust receive a fee for the <br> administration of an asset portfolio |  |
| Funds under administration | Funds where Suncorp Investment Management or Tyndall has been appointed as <br> the investment manager for both internal Group funds and external funds |
| Funds under management | Funds where New Zealand Guardian Trust receives a fee for acting as a custodian <br> or for providing corporate trustee services |
| Funds under supervision | Commercial products consist of commercial motor, aviation, home owners' <br> warranty, marine, construction and engineering, property, liability, professional <br> indemity, tndustrial special risk, corporate property, motor dealers and workers' <br> compensation |
| Personal products consist of home, personal motor, compulsory third party, travel, <br> consumer credit, deposit power, loan protection, and rental bond |  |
| General Insurance - Personal | The General reserve for credit loss is classified as upper tier 2 capital and is the <br> sum of the collective provision net of related deferred tax asset balances and the <br> Equity reserve for Credit losses |
| General reserve for credit losses |  |
| Gross impaired assets plus past due loans |  |

## Announcement of results

for the year ended 30 June 2009

Appendix 6 - Definitions continued
Net interest income divided by average interest earning assets

Net interest income divided by average interest earning assets

|  | balances. The ratio is annualised for half years |
| :--- | :--- |
| Return on average total assets | Operating profit after tax divided by average total assets. Averages are based on <br> beginning and end of period balances. The ratio is annualised for half years |

Return on average shareholders' equity Operating profit after tax divided by adjusted average ordinary shareholders' equity. Averages are based on beginning and end of period balances. The ratio is annualised for half years
Return on equity - Banking Operating profit after tax at $30 \%$ divided by adjusted average shareholders' equity. The equity base is adjusted by deducting investment in non-banking subsidiaries and adding the notional reallocation to reflect the Bank's calculated share of Group subordinated debt and preference shares. Averages are based on beginning and end of period balances. The ratio is annualised for half years

Return on equity - General Insurance


Operating profit after tax at 30\% divided by adjusted average shareholders' equity. The equity base is adjusted by deducting outside equity interests and deducting the notional reallocation to reflect the General Insurer's calculated share of Group subordinated debt and preference shares. Averages are based on beginning and end of period balances. The ratio is annualised for half years
Return on equity - Life Operating profit after tax divided by average shareholders' equity. Averages are based on beginning and end of period balances. The ratio is annualised for half years
Risk weighted assets Total of the carrying value of each asset class multiplied by their assigned risk weighting, as defined by APRA
Total assessed risk
Risk weighted assets, off balance sheets positions and market risk capital charge

## Appendix 7 - Ratio calculations

|  | full year ended |  | half year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 |
|  | NO. OF SHARES | NO. Of SHARES | NO. OF SHARES | NO. Of SHARES | NO. OF SHARES | NO. OF SHARES |
| Earnings per share |  |  |  |  |  |  |
| Weighted average number of shares: |  |  |  |  |  |  |
| Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share |  |  |  |  |  |  |
| Effect of conversion of reset preference shares | 22,959,116 |  |  | 19,233,129 | - | - |
| Effect of conversion of convertible preference shares | 115,361,284 |  |  | 96,639,537 | - | - |
| Weighted average number of ordinary shares used as the denominator in calculating diluted earnings per share | 1,238,819,876 | 967,928,250 | 1,184,505,264 | 1,133,736,014 | 975,834,390 | 960,054,800 |
|  | FULL YeAR ENDED |  | half Year ended |  |  |  |
|  | JUN-09 | JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 |
| Numerator |  |  |  |  |  |  |
| Earnings | \$M | \$M | \$M | \$M | \$M | \$M |
| Earnings used in calculating basic earnings per share | 348 | 583 | 90 | 258 | 199 | 384 |
| Interest expense on reset preferences shares (net of tax) | 5 | - | - | 3 | - | - |
| Interest expense on convertible preferences shares (net of tax) | 32 | - | - | 19 | - | - |
| Earnings used in calculating diluted earnings per share | 385 | 583 | 90 | 280 | 199 | 384 |
|  | full year ended |  | half year ended |  |  |  |
|  | JUN-09 | JUN-08 | JUN-09 | DEC-08 | JUN-08 | DEC-07 |
|  | SM | \$M | \$M | SM | \$M | SM |
| Return on average shareholders' equity |  |  |  |  |  |  |
| Denominator |  |  |  |  |  |  |
| Adjusted average shareholders' equity |  |  |  |  |  |  |
| Opening total equity | 12,366 | 12,391 | 12,299 | 12,366 | 12,385 | 12,391 |
| Less minority interests | (6) | (1) | (7) | (6) | (3) | (1) |
| Opening adjusted equity | 12,360 | 12,390 | 12,292 | 12,360 | 12,382 | 12,390 |
| Closing total equity | 13,229 | 12,366 | 13,229 | 12,299 | 12,366 | 12,385 |
| Less minority interests | (6) | (6) | (6) | (7) | (6) | (3) |
| Closing adjusted equity | 13,223 | 12,360 | 13,223 | 12,292 | 12,360 | 12,382 |
| Average adjusted equity | 12,792 | 12,375 | 12,757 | 12,326 | 12,371 | 12,386 |

## Numerator

Earnings for return on average shareholders' equity is as per "earnings per share" information above.

## Announcement of results

for the year ended 30 June 2009

Appendix 7 - Ratio calculations continued
Group allocation of capital for diluted return on average shareholders' equity calculations
The following table reconciles the equity base per the balance sheet of each business line to the Group equity. In addition, it shows the adjustments made to the equity base for the purposes of the diluted return on equity calculations and the net profit which is the numerator for the calculation.

|  | AS AT 30 JUNE 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | BANKING | GENERAL INSURANCE | LIFE | OTHER | consolidAtion | TOTAL |
|  | \$M | \$M | SM | \$M | SM | \$M |
| Reconciliation of net profit after tax for diluted return on average shareholders' equity calculations |  |  |  |  |  |  |
| Profit before tax | 117 | 573 | 98 | 8 | (389) | 407 |
| Less tax expense | (48) | (157) | 19 | (3) | 135 | (54) |
| Net profit | 69 | 416 | 117 | 5 | (254) | 353 |

Reconciliation of average adjusted equity for diluted return on average shareholders' equity calculations
Opening adjusted equity June 2008

| Opening total equity | 11,919 | 3,011 | 838 | 406 | $(3,808)$ | 12,366 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjustment for investment in subsidiaries | $(9,821)$ | - | - | - | 9,821 | - |
| Notional reallocation of subordinated notes and preference shares ${ }^{(1)}$ | 793 | (793) | - | - | - | - |
| Adjusted opening equity | 2,891 | 2,218 | 838 | 406 | 6,013 | 12,366 |
| Closing adjusted equity June 2009 |  |  |  |  |  |  |
| Closing total equity | 13,246 | 3,773 | 1,502 | 26 | $(5,318)$ | 13,229 |
| Adjustment for investment in subsidiaries | $(10,603)$ | - | - | - | 10,603 | - |
| Notional reallocation of subordinated notes and preference shares ${ }^{(1)}$ | 793 | (793) | - | - | - | - |
| Adjusted closing equity | 3,436 | 2,980 | 1,502 | 26 | 5,285 | 13,229 |
| Adjusted average equity | 3,164 | 2,599 | 1,170 | 216 | 5,649 | 12,798 |
|  |  |  |  |  |  |  |
| $\square$ | \% | \% | \% | \% | \% | \% |
| Annualised diluted return on average shareholders' equity | 2.2 | 16.0 | 10.0 | 2.3 | (4.5) | 2.8 |


| June 2008 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subordinated notes and preference shares on issue | 2,561 | 940 | - | - | - | 3,501 |
| Add back currency revaluations and mark to market | 149 | 88 | - | - | - | 237 |
| Notional reallocation of subordinated notes and preference shares | (793) | 793 | - | - | - | - |
| Balance used for allocation of servicing charge | 1,917 | 1,821 | - | - | - | 3,738 |
| June 2009 |  |  |  |  |  |  |
| Opening balance subordinated notes and preference shares | 2,561 | 940 | - | - | - | 3,501 |
| Subordinated notes redeemed | (182) | (229) | - | - | - | (411) |
| Change in book value | 69 | 18 | - | - | - | 87 |
| Closing balance subordinated notes and preference shares | 2,448 | 729 | - | - | - | 3,177 |
| Add back currency revaluations and mark to market | 80 | 70 | - | - | - | 150 |
| Add back notes redeemed at end of year | 182 | 229 | - | - | - | 411 |
| Notional reallocation of subordinated notes | (793) | 793 | - | - | - | - |
| Balance used for calculation of capital funding | 1,917 | 1,821 | - | - | - | 3,738 |

[^12]|  | half Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | JUN-09 | DEC-08 | JUN-08 | DEC-07 |
| Appendix 8 - Details of share capital |  |  |  |  |
| Ordinary shares each fully paid |  |  |  |  |
| Number at the end of the period | 1,257,377,460 | 1,013,349,641 | 955,528,255 | 931,078,475 |
| Dividend declared for the period (cents per share) | 20 | 20 | 55 | 52 |
| Reset Preference shares (classified as liability) each fully paid |  |  |  |  |
| Number at the end of the period | 1,440,628 | 1,440,628 | 1,440,628 | 1,440,628 |
| Dividend declared for the period (\$ per share) ${ }^{(1)}$ | 2.51 | 2.55 | 2.53 | 2.55 |
| Convertible Preference shares (classified as liability) each fully paid |  |  |  |  |
| Number at the end of the period | 7,350,000 | 7,350,000 | 7,350,000 | - |
| Dividend declared for the period (\$ per share) ${ }^{(1)}$ | 2.44 | 3.85 | - | - |
| Non-participating shares fully paid |  |  |  |  |
| Number at the end of the period | - | - | 2,000 | 2,000 |

## Announcement of results

for the year ended 30 June 2009

## Appendix 9-2009/10 Key dates ${ }^{(1)}$

## Ordinary shares (SUN)

Ful! year results and final dividend announcement
Ex dividend date ${ }^{(2)}$
Record date
Dividend payment
Annual General Meeting
Half year results announcement
Ex dividend date ${ }^{(2)}$
Record date
Dividend payment
Full year results and final dividend announcement
25 August 2009
28 August 2009
3 September 2009
1 October 2009
28 October 2009
23 February 2010
26 February 2010
4 March 2010
1 April 2010
24 August 2010


Floating Rate Capital Notes (SUNHB)
Ex interest date ${ }^{(2)}$
Record date
Interest payment
Ex interest date ${ }^{(2)}$
Record date
Interest payment


Ex interest date ${ }^{(2)}$
Record date
Interest payment
Ex interest date ${ }^{(2)}$
Record date
interest payment
Reset Preference Shares (SUNPA)
Ex dividend date ${ }^{(2)}$
11 August 2009
17 August 2009
1 September 2009
10 November 2009
16 November 2009
1 December 2009
9 February 2010
15 February 2010
2 March 2010
11 May 2010
17 May 2010
2 June 2010

28 August 2009
3 September 2009
14 September 2009
26 February 2010
4 March 2010
15 March 2010

28 August 2009
3 September 2009
14 September 2009
26 November 2009
2 December 2009
14 December 2009
26 February 2010
4 March 2010
15 March 2010
2 June 2010
8 June 2010
15 June 2010


[^0]:    ${ }^{(1)}$ Total Banking assets differ from Banking segment assets due to the adoption of the APRA classification of intangible assets, deferred taxation, incorporation of the trading book in the market risk capital charge and general reserve for credit losses for capital adequacy purposes.

[^1]:    ${ }^{(1)}$ Other operating expenses are made up primarily of financial, legal, motor vehicle, travel and accommodation expenses.

[^2]:    ${ }^{(1)}$ Refer table on page 34 for analysis

[^3]:    ${ }^{(1)}$ Foreign currency borrowings are hedged back into Australian dollars.
    ${ }^{(2)}$ Some Australian dollar borrowings are held offshore.
    ${ }^{(3)}$ For the purposes of calculating the percentage of retail funding, securitised liabilities have been excluded given securitised assets are match funded with these liabilities.

[^4]:    ${ }^{(1)}$ Impaired assets do not include loans accruing interest which are in arrears 90 days or more where the loans are well secured. Interest revenue continues to be recognised in the contribution to profit.

[^5]:    ${ }^{(1)}$ Excludes the subordinated notes and preference shares notionally allocated to General Insurance as share of capital funding and the associated interest cost charged to General Insurance.

[^6]:    ${ }^{(1)}$ Includes interest expense on subordinated notes and preference shares allocated to General Insurance as described in Appendix 5 and $\$ 76$ million gain from buy back of subordinated debt.

[^7]:    ${ }^{(1)}$ This column is equal to the closing central estimate for outstanding claims, (before the impact of change in interest rates) incurred before the opening balance sheet date, less the opening net central estimate for outstanding claims, plus payments and claims handling expenses, less investment income earned on net central estimate. A negative sign implies that there has been a release from outstanding reserves.

[^8]:    ${ }^{(1)}$ Excludes integration implementation costs and includes allocated costs

[^9]:    ${ }^{(1)}$ consists of participating business policyholder retained profits

[^10]:    ${ }^{(1)}$ Net of General Insurance statutory fees and charges included in income and expenses in the Consolidated Interim Financial Report.
    ${ }^{(2)}$ Other operating revenue is primarily made up of Life profit, dividend revenue, property income, trust distributions and royalty income.

[^11]:    ${ }^{(1)}$ Net of Fire Service Levies (FSL) of $\$ 105$ million (31 December 2008: $\$ 114$ million, 30 June 2008: $\$ 93$ million; 31 December 2007: $\$ 96$ million).
    ${ }^{(2)}$ Net of certain statutory fees and charges included in income and expenses in the Interim Consolidated Financial Report.
    ${ }^{(3)}$ Includes interest expense on subordinated notes and preference shares allocated to General Insurance as described in Appendix 7.

[^12]:    ${ }^{(1)}$ The Group notionally allocates subordinated debt and preference shares classified as debt between Banking and General Insurance based on their relative shares of Group regulatory capital. This results in a notional allocation from the Bank to General Insurance as the Bank physically carries all preference shares and the subordinated debt of the Group except for $\$ 729$ million in General Insurance. The notional allocation adjusts the
    "free capital" of the business lines. The capital funding expense shown in General Insurance for the current half year reflects its calculated share of Group subordinated debt and preference shares.

