

SUNCORP 

Financial Results

For the year ended
30 June 2024

19 August 2024

SUNCORP GROUP LIMITED | ABN 66 145 290 124



ersonal use only

AAMI



ersonal use only

FY24 Overview

Steve Johnston

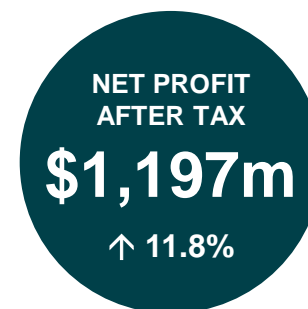
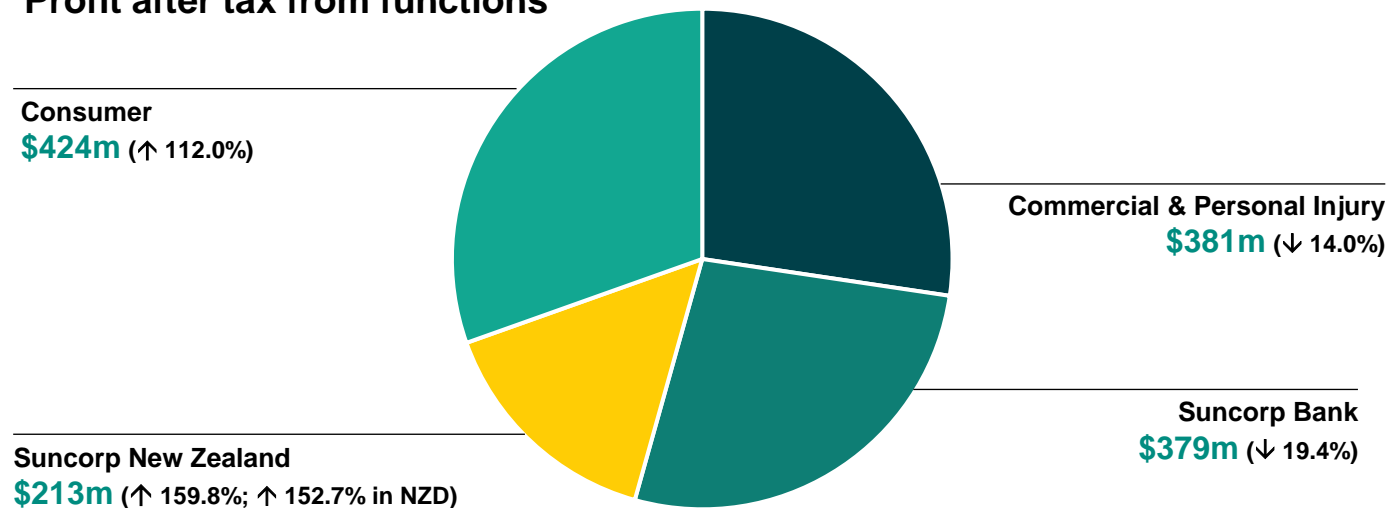
Group Chief Executive Officer

Group result

Strong growth and margin improvement

- Growth driven by unit growth and pricing
- Improved underlying margins
- Positive investment returns driven by yield environment
- Fully franked final ordinary dividend of 44 cents per share, representing a full year dividend payout ratio of 72% of cash earnings
- Strong balance sheet maintained with CET1 capital held at Group of \$203 million

Profit after tax from functions

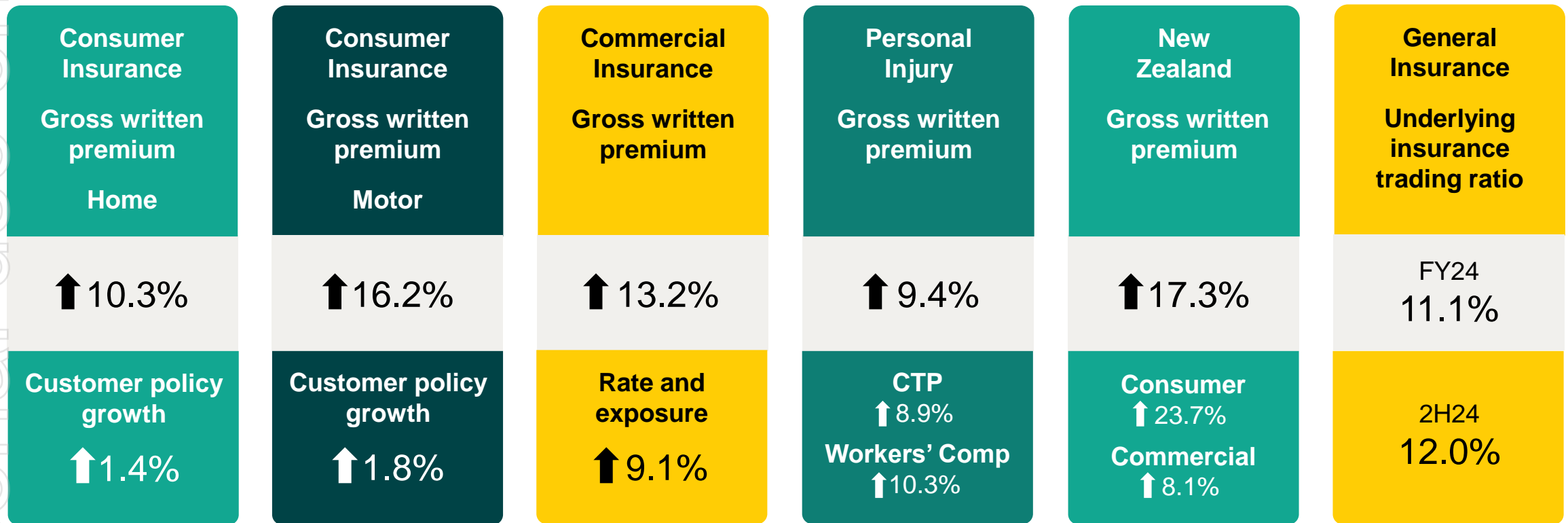


Note: All movements are relative to the prior corresponding period

Personal use only

Result snapshot

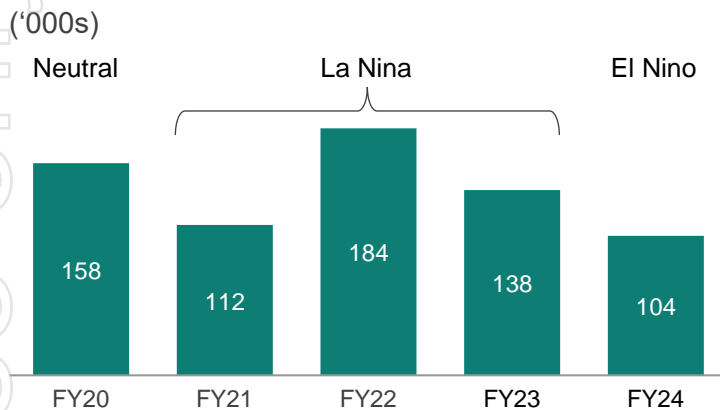
Strong top-line growth and underlying momentum across the Group



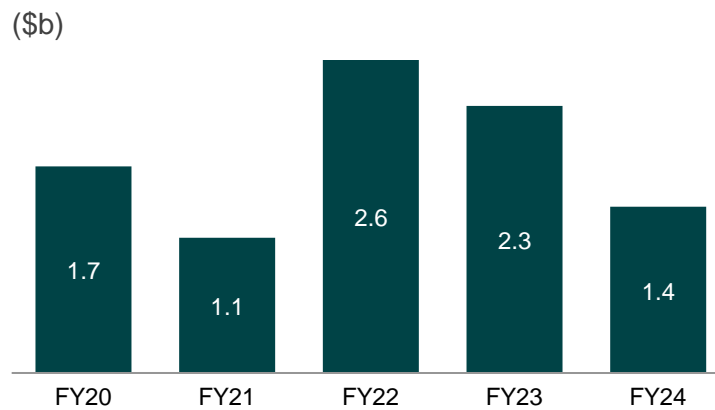
Note: All movements are FY24 relative to the prior corresponding period

Factors driving insurance pricing and profitability

NUMBER OF NATURAL HAZARD CLAIMS ('000s)



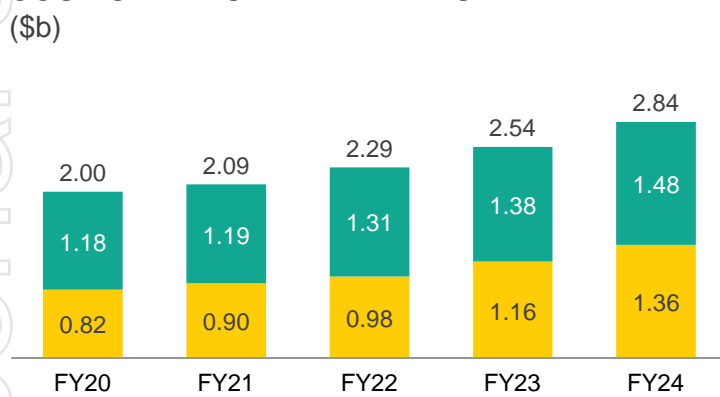
GROSS NATURAL HAZARD COSTS (\$b)



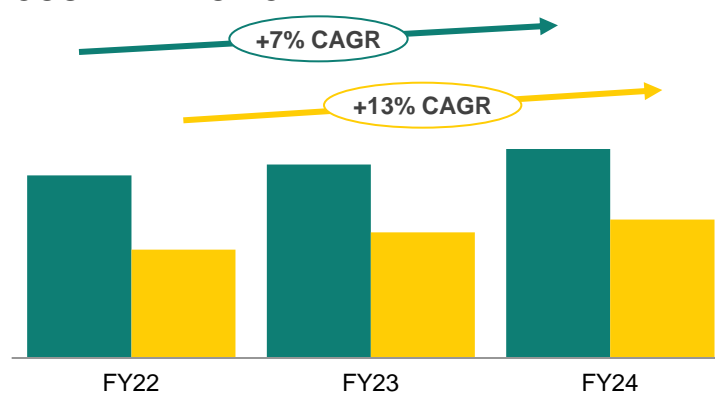
NOTES

- c.700,000 natural hazard claims over 5 years
- Gross natural hazard cost of c.\$9b over 5 years
- \$1b+ increase in natural hazard allowance and reinsurance costs from FY20 – FY25
- Average Australian Home insurance return on capital over FY19 – FY24 of 5%

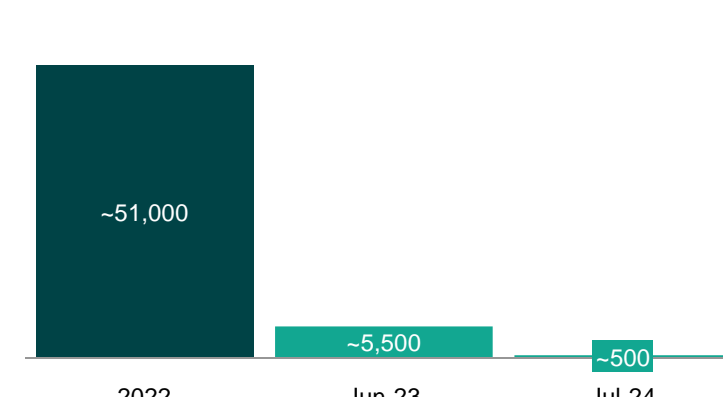
COST OF NATURAL HAZARDS (\$b)



COST PER POLICY



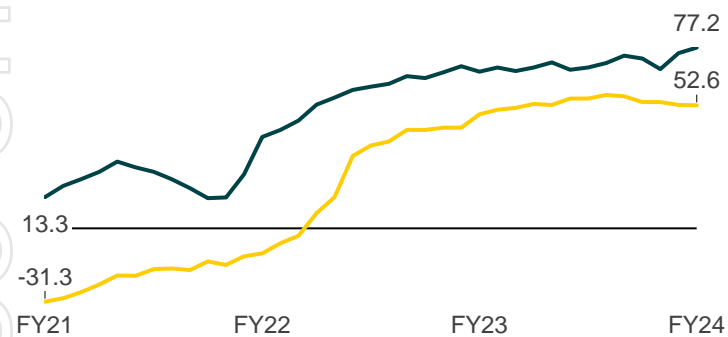
CLAIMS FROM 2022 MAJOR EVENTS¹



1. Relates to the four Insurance Council of Australia declared catastrophes in calendar year 2022

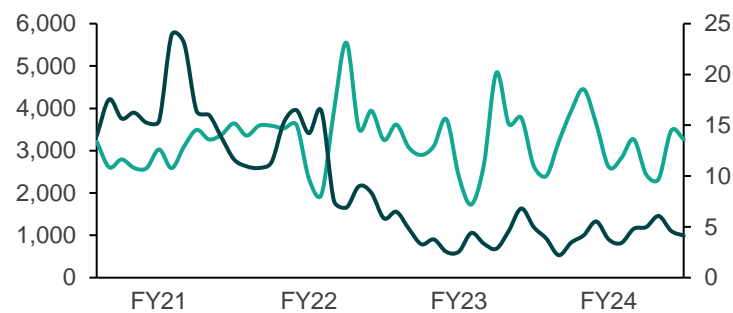
Suncorp Bank

NET PROMOTER SCORE



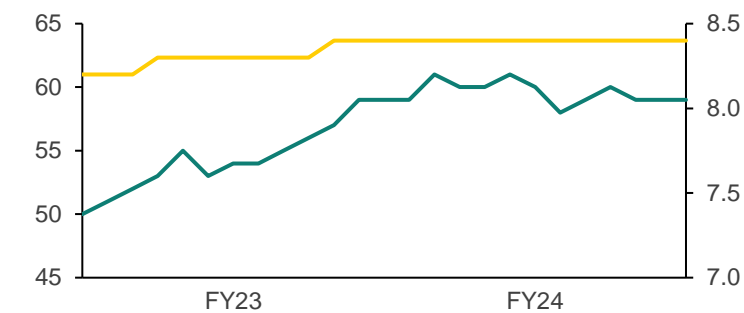
— Direct Home Lending Onboarding — Broker

HOME LENDING TURNAROUND TIMES¹
(# of applications, working days)



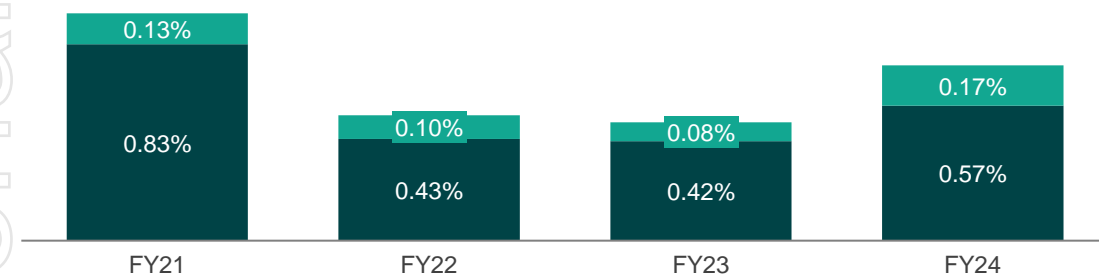
— Applications (LHS) — Turnaround time (RHS)

BANK EMPLOYEE ENGAGEMENT



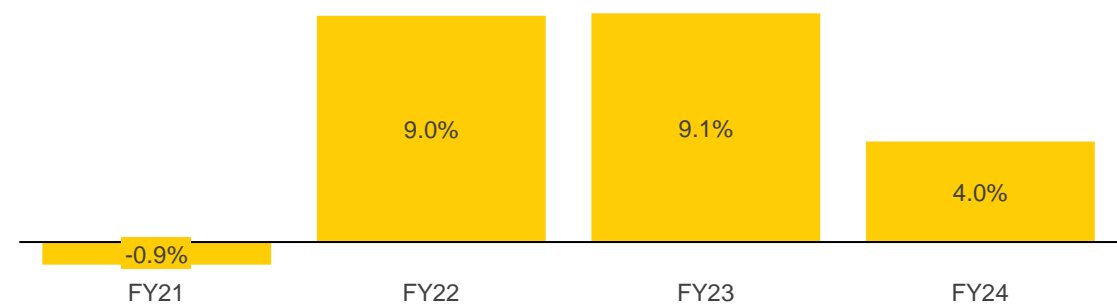
— Employee NPS (LHS) — Loop Score (RHS)

90+ DAYS PAST DUE (% of total GLA)



■ Business Lending ■ Home Lending

HOME LENDING GROWTH



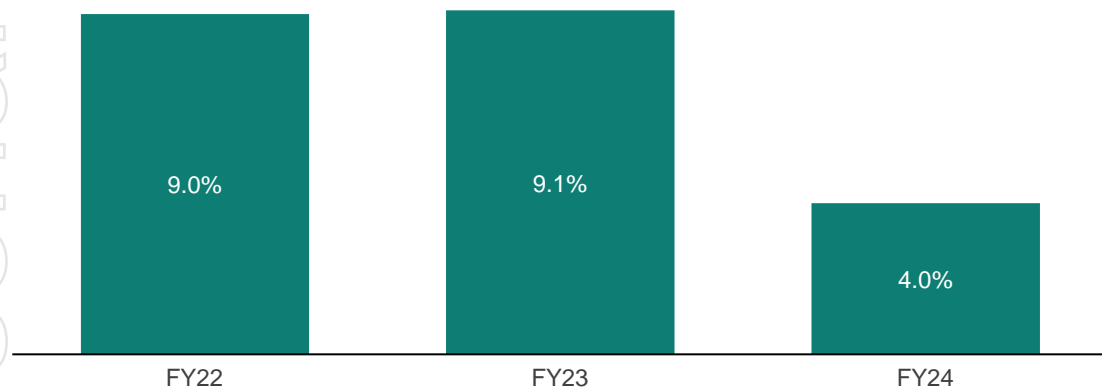
1. Source: Australian Finance Group Ltd and Suncorp data calculated as median working days from application to unconditional approval (excluding public holidays) for all home loan applications (including pre-approvals).

Suncorp Bank

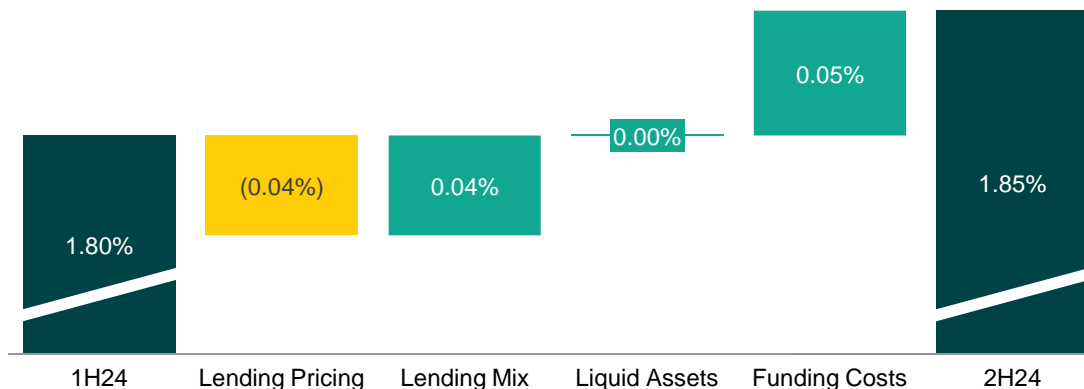
REPORTED PROFIT

	FY24 (\$m)	FY23 (\$m)	Change (%)
Net interest income	1,368	1,408	(2.8)
Other operating income	(10)	17	na
Operating expenses	(804)	(737)	(9.1)
Operating profit	554	688	(19.5)
Impairment release / (expense)	(13)	(17)	23.5
Income tax	(162)	(201)	19.4
Suncorp Bank profit after tax	379	470	(19.4)

HOME LENDING GROWTH



NET INTEREST MARGIN



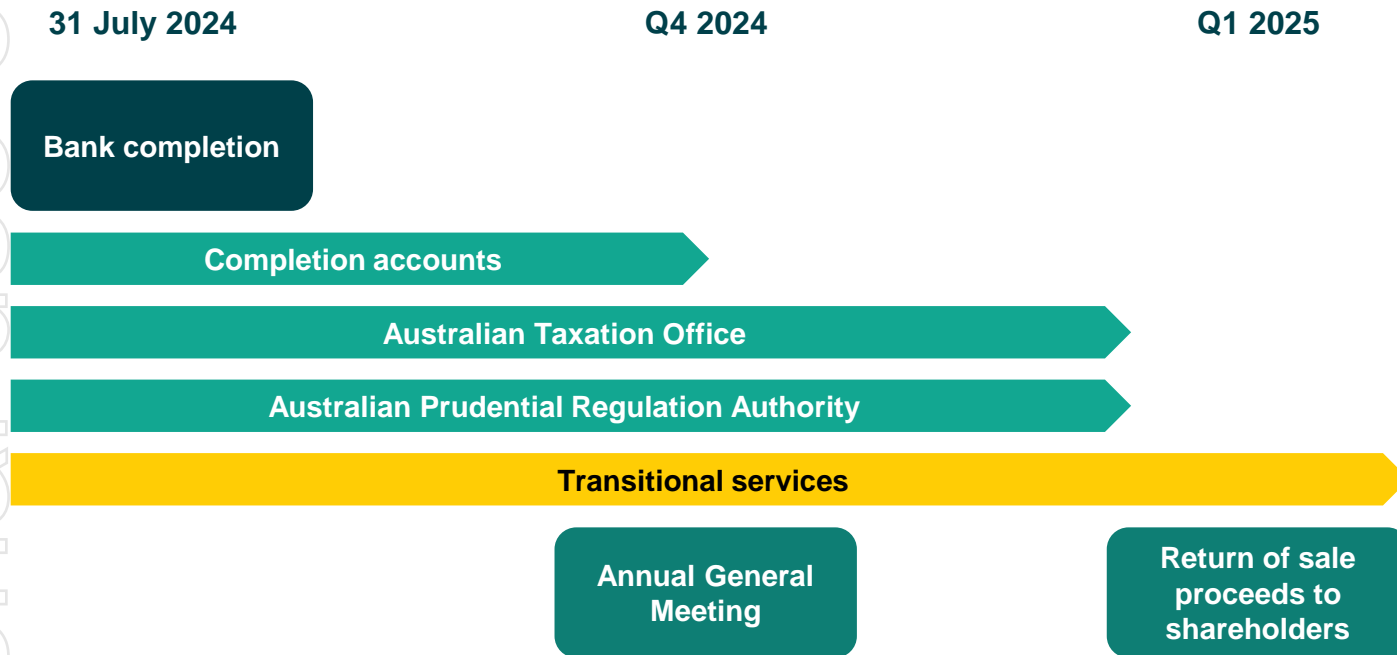
NOTES

- Profit impacted by competitive pressures on net interest margin and increased operating expenses
- NIM recovered to 1.85% during the second half driven by lower funding costs
- Continued growth in Home lending in a highly competitive market
- 90+ days past due Home loans increased by 19 basis points of the portfolio although continue to track below long term trends
- ECL up \$10 million largely from credit rating downgrades on a small number of business banking customers.

Personal use only

Bank sale completion

TIMELINE



NOTES

- Net proceeds materially unchanged at around \$4.1 billion
- Intention remains to return the majority to shareholders subject to the needs of the business, finalisation of completion accounts and necessary approvals
- Primarily a capital return with a pro rata share consolidation and a smaller fully franked special dividend, subject to approvals
- Transitional Service Agreement with ANZ extended to up to 5 years for some technology services, with most transitional services to be exited by the end of year two
- Licence Agreement in place to use Suncorp Bank brand
- Higher separation and transactions costs resulting from the extended time to completion
- The statutory profit on sale is estimated to be around \$235m

ersonal use only



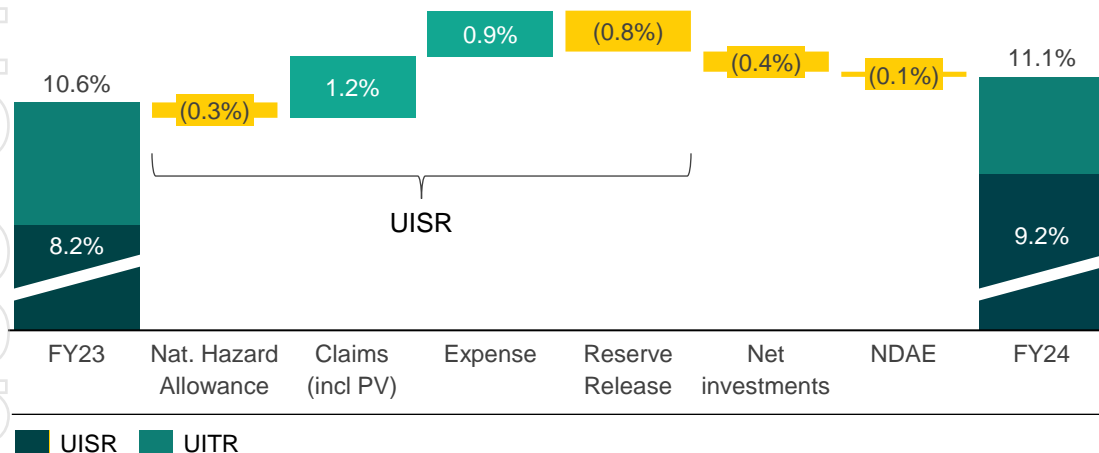
FY24 Financial Results

Photo: Rylie Batt, Brand Ambassador Paralympian

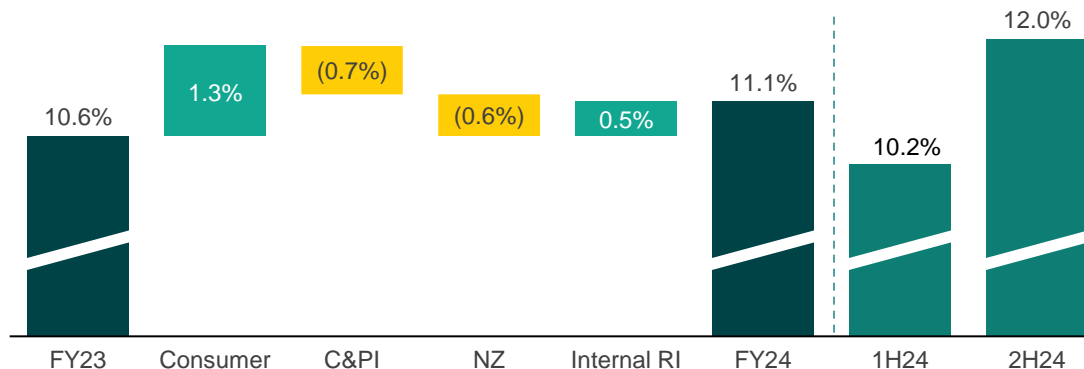
ersonal use only

General Insurance – underlying margin

UNDERLYING MARGIN DRIVER ANALYSIS



UITR CONTRIBUTION BY PORTFOLIO



FY25 MARGIN OUTLOOK VERSUS 2H24

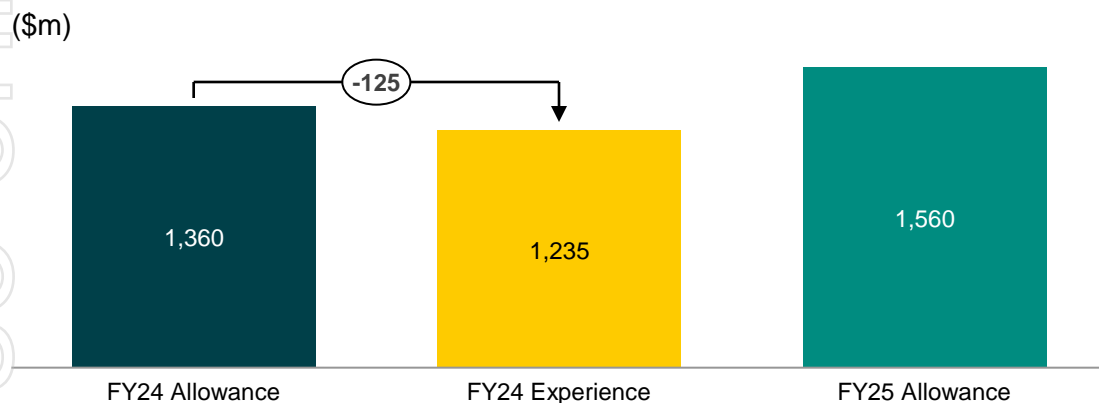
Driver	Outlook	Comments
Claims	Tailwind	Earned premium to outpace inflation
PV adjustment	Headwind	Moderating risk-free rate to reduce discounting
Net investments	Headwind	Lower inflation carry and manager alpha
Reserve releases	Headwind	Continued long-term moderation
Exp inc NDAE	Neutral	Investment in growth absorbed in margin
RI and NHA	Neutral	Lower RI cost offset by higher allowance
FY25 UITR	Towards the top of 10-12% target range	

RESILIENCE IN UNDERLYING MARGINS

<p>Robust natural hazard allowance</p> <p>↑ Over 100% since FY17</p>	<p>Less reliance on reserve releases</p> <p>↓ From 1.5% to 0.7%</p>	<p>Investment in growth</p> <p>↑ Absorbed in margin</p>	<p>Disciplined expense management</p> <p>↓ Opex ratio 13.9%</p>
---	--	--	--

General Insurance - natural hazards & reinsurance

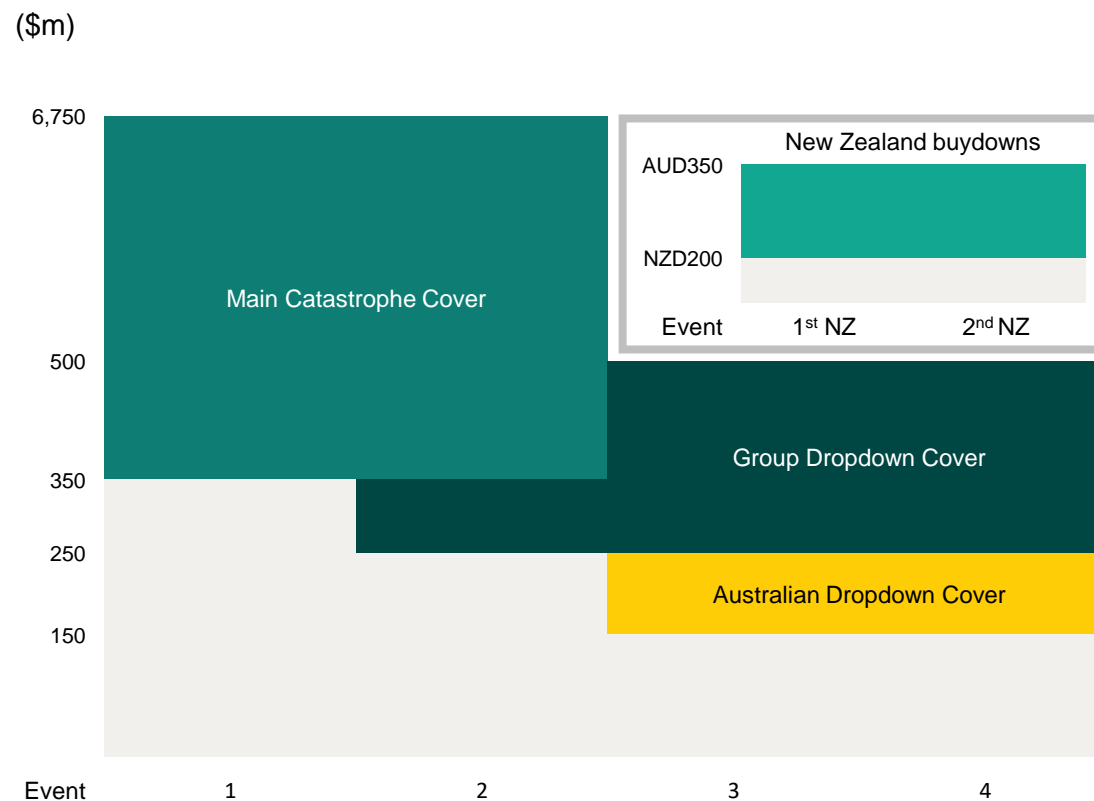
FY24 NATURAL HAZARDS VS ALLOWANCE



NOTES

- FY24 Natural hazards experience 9% below the allowance, with both Australia and New Zealand favourable
- FY25 reinsurance program in place with impact of portfolio growth and program structure (including removal of Queensland quota share), offset by improved reinsurance market conditions
- FY25 allowance of \$1,560 million reflects unit growth, continued inflationary pressures across the industry, and increased risk retention resulting from the RI program structure changes
- Suncorp will explore alternative reinsurance options as appropriate

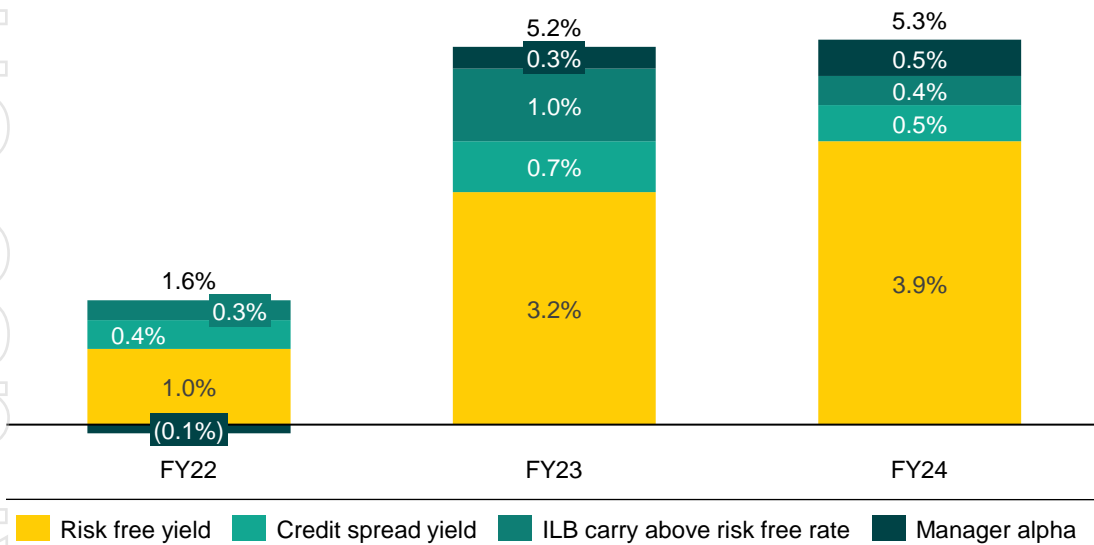
FY25 REINSURANCE PROGRAM



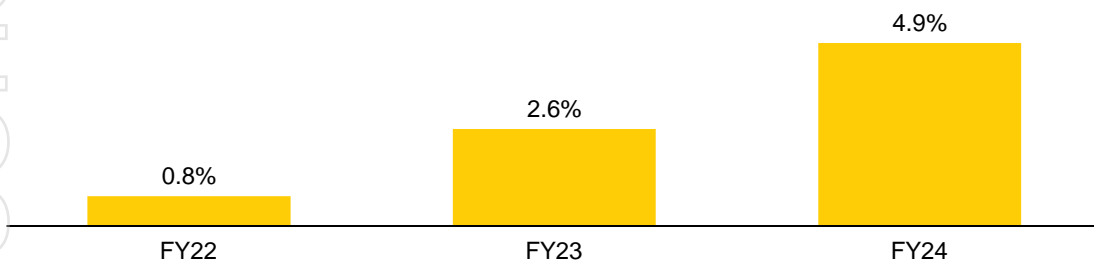
Personal use only

General Insurance – investment market impacts

UNDERLYING YIELD ON INSURANCE FUNDS (AUS)

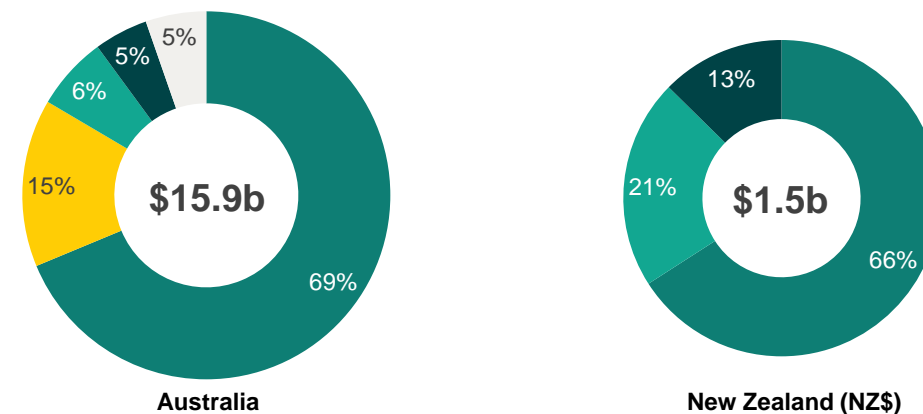


UNDERLYING YIELD ON INSURANCE FUNDS (NZ)



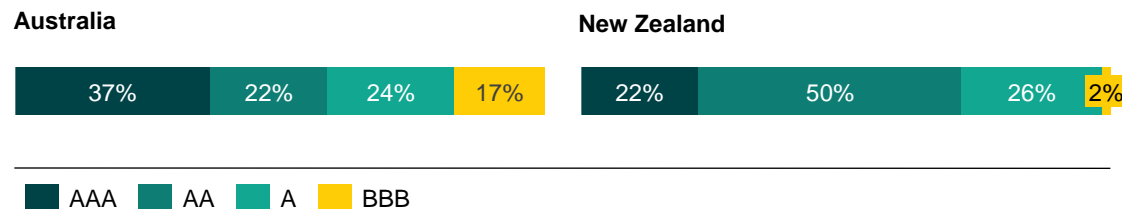
PORTFOLIO ASSET ALLOCATION

(% of total investment assets; June 2024)



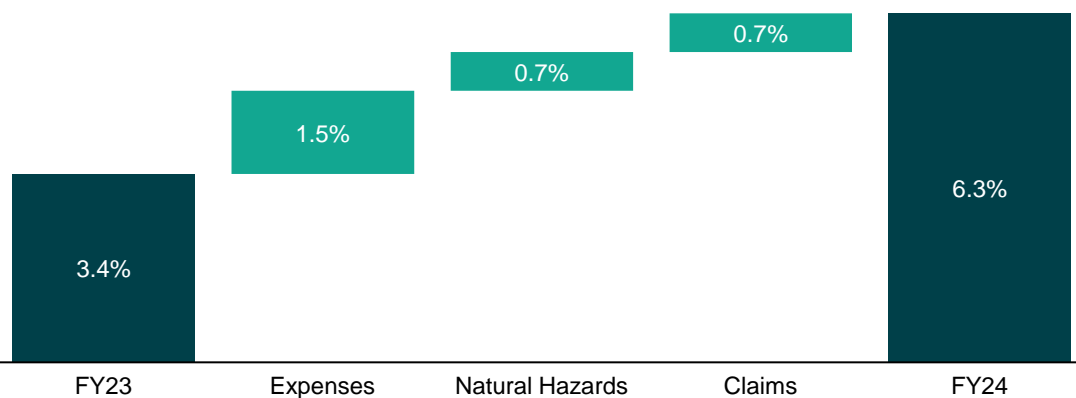
FIXED INCOME INVESTMENT GRADE

(% of total fixed interest; includes ILBs; June 2024)

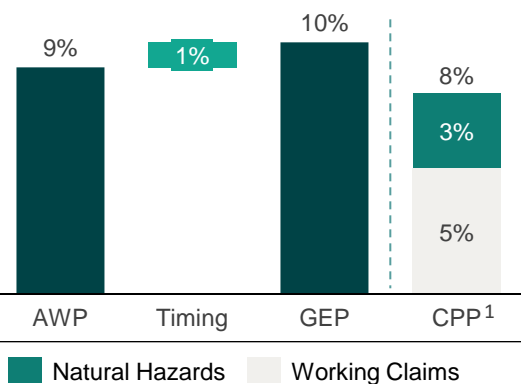


Consumer

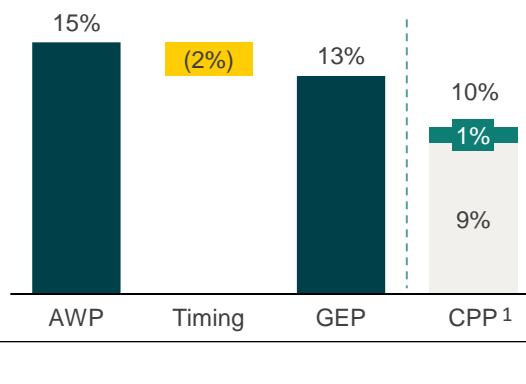
UISR WALK



HOME PREMIUM VS CPP

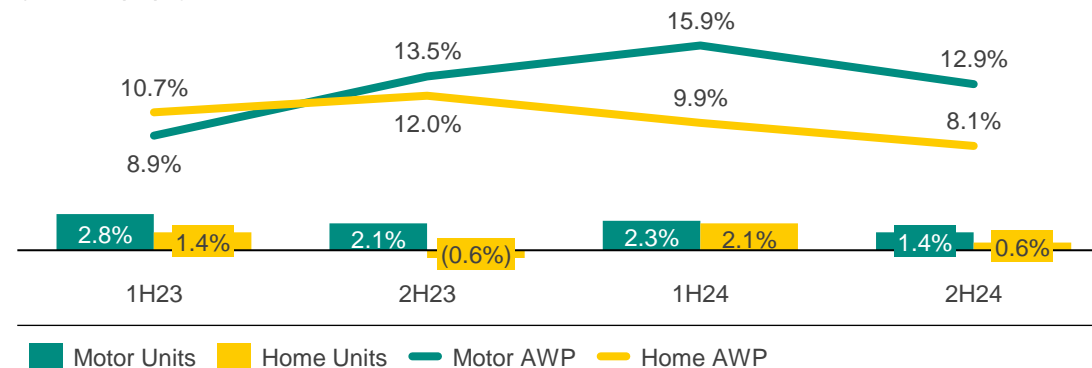


MOTOR PREMIUM VS CPP



HOME AND MOTOR PORTFOLIO GROWTH

(versus pcp²)



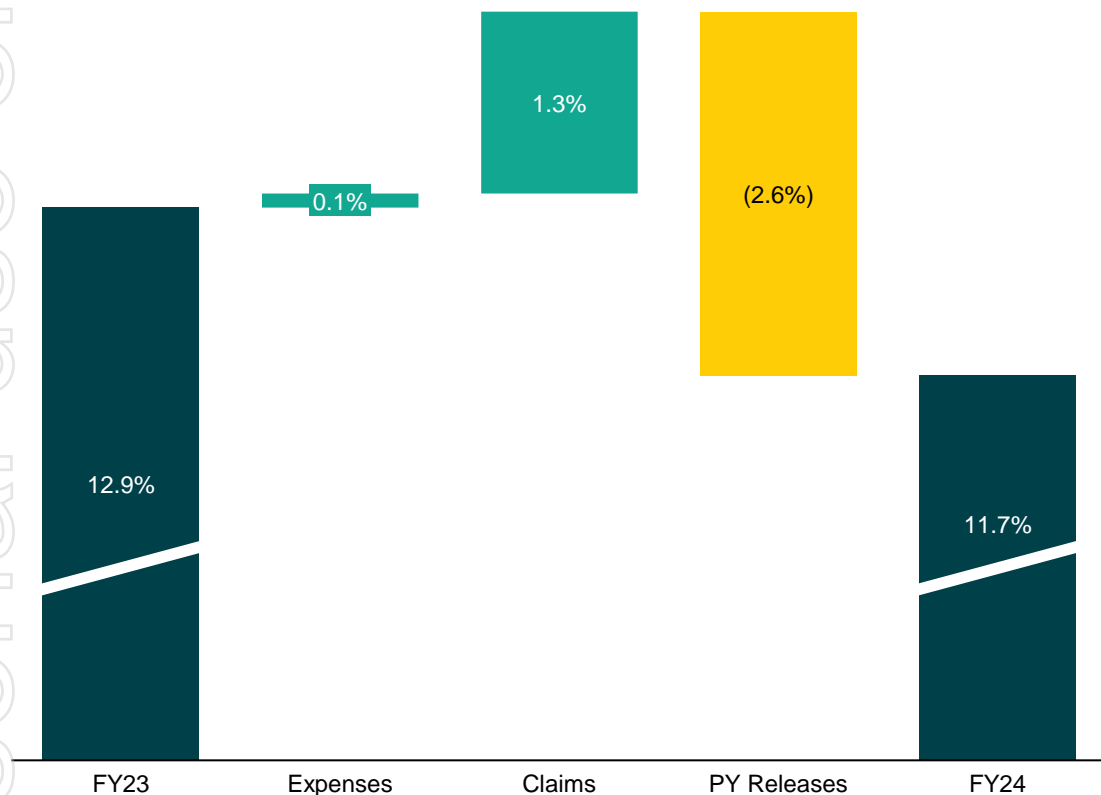
NOTES

- Double digit GWP growth across both Home and Motor
- Continued unit growth with strong new business
- Increase in digital sales and service transactions for mass brands
- Margin repair with discipline in cost management and price increases
- Changes to pricing, underwriting and vendor management in response to sticky inflation in Home related to higher water (Escape of Liquid) claim costs
- The entry into the Cyclone Reinsurance Pool has impacted AWP by approximately 3% over the course of the year

1. Excludes discounting, reserve releases and risk adjustment; Other factors that impact cost per policy such as expenses and reinsurance have an immaterial impact on FY24 inflation and are therefore not represented on the chart
 2. Normalised for portfolio exits for FY23, no impact for FY24

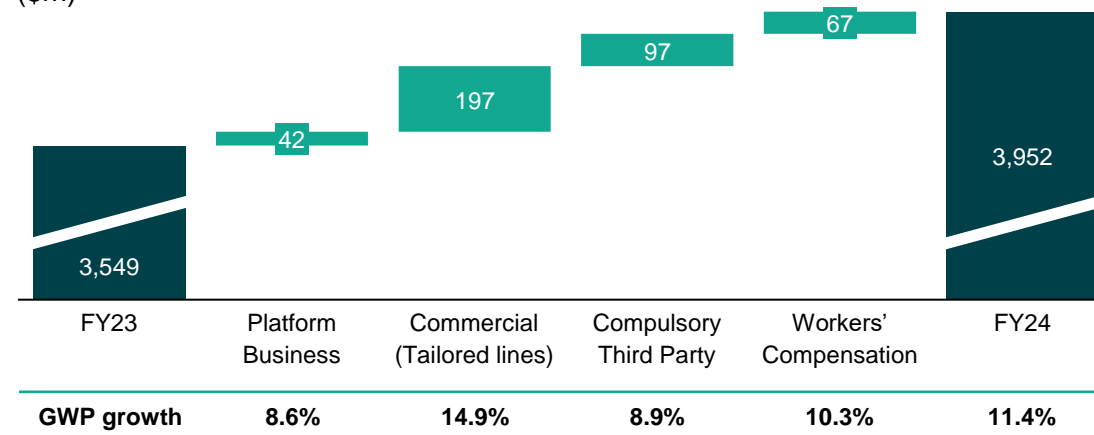
Commercial & Personal Injury

UISR WALK



GWP WALK

(\$m)



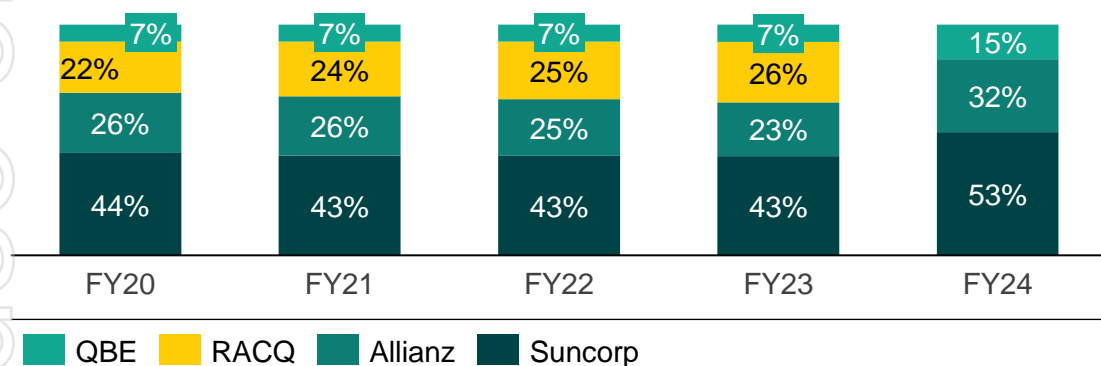
NOTES

- Strong topline growth, especially in Tailored Lines and Workers' Compensation
- Improvement in underlying claims ratio driven by Workers' Compensation and Platforms portfolio
- Underlying margin impacted by lower reserve release assumptions in CTP, driven by broad based superimposed inflation in Queensland

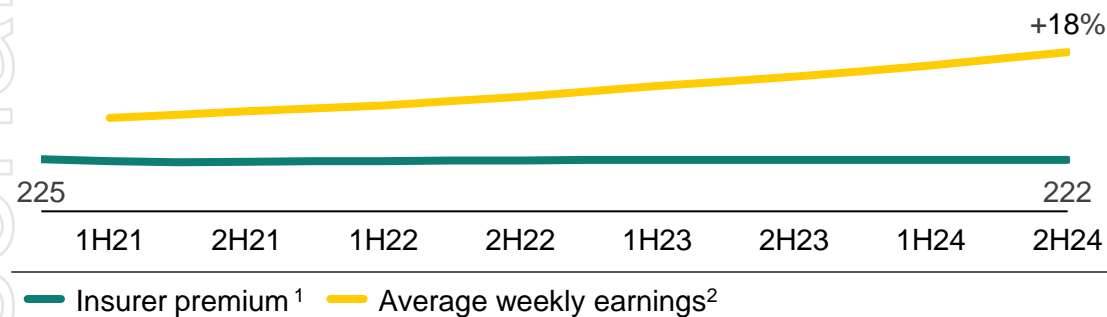
Personal use only

Queensland CTP

SUNCORP MARKET SHARE ¹
(rolling 3-month average at year end)

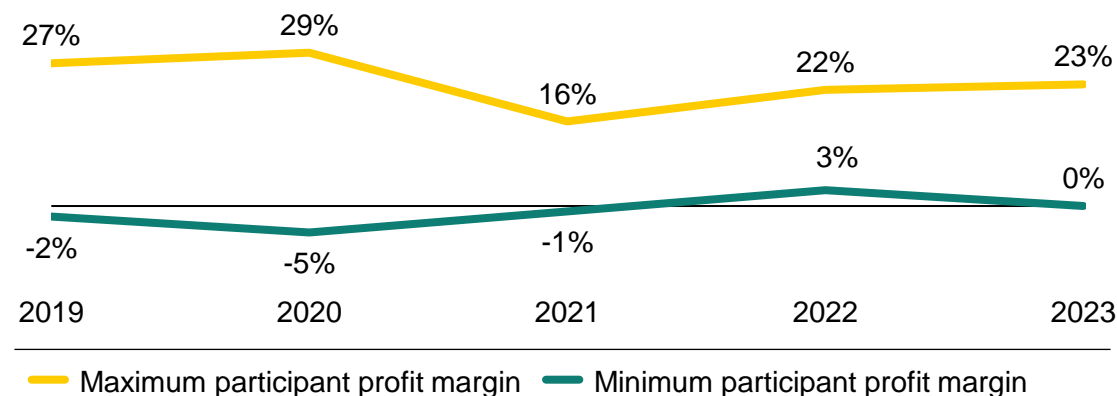


INSURER PREMIUM VERSUS AVERAGE WEEKLY EARNINGS



1. Motor Accident Insurance Commission; 2. Australian Bureau of Statistics

SCHEME PARTICIPANT PROFIT MARGIN ¹



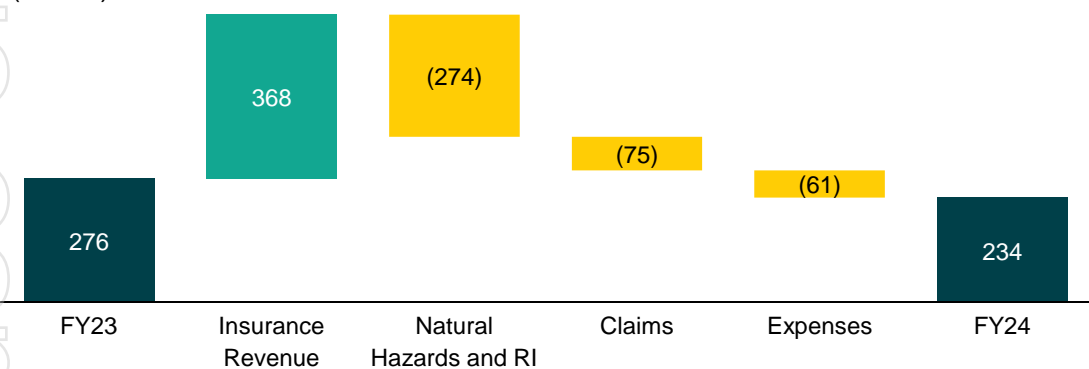
NOTES

- No new scheme entrant in over 20 years
- Number of scheme participants has reduced from five at the start of FY14 to three at the end of FY24 with NRMA exiting in January 2014 and RACQ exiting in Oct 2023
- Suncorp's Queensland CTP portfolio considered onerous since FY22 with Combined Operating Ratios over 110%

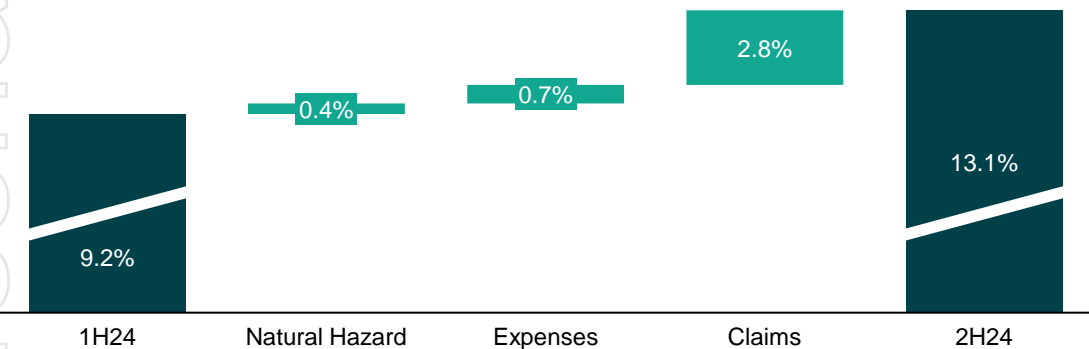
New Zealand

UNDERLYING INSURANCE SERVICES RESULT WALK

(NZ\$m)

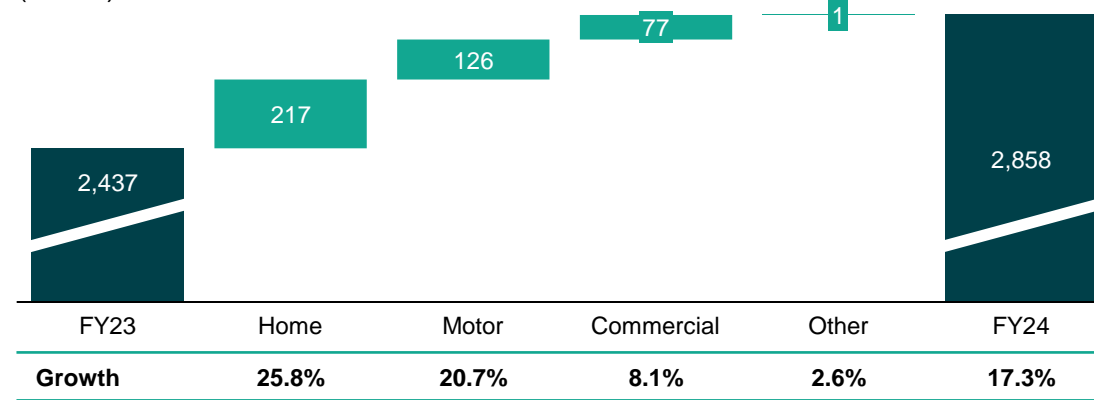


2H24 UISR % WALK



GWP WALK

(NZ\$m)



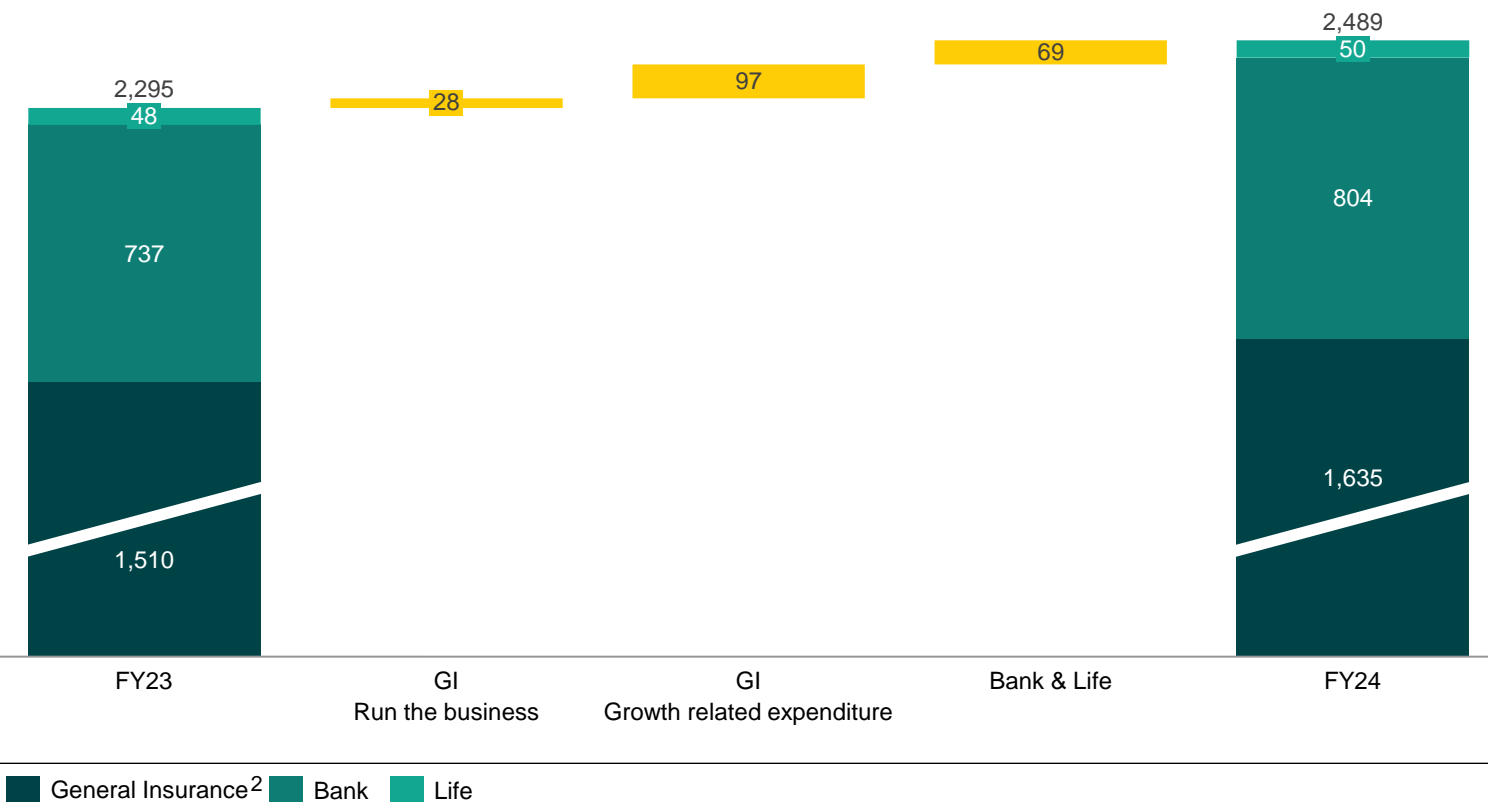
NOTES

- Strong growth, especially in Consumer, reflecting pricing increases in response to higher input costs and solid unit growth
- Underlying margin impacted by increases in reinsurance costs and higher natural hazard allowance
- Earn-through of pricing increases in response to higher input costs drove margin improvement in the second half
- Life sale net proceeds expected to be around A\$270m

Group operating expenses

GROUP OPERATING EXPENSES¹

(\$m; excluding restructuring, ESL and TEPL)



NOTES

- General Insurance operating expense ratio fell 0.8pp to 13.9% driven by disciplined management of run the business costs
- Increase in growth related expenditure driven by marketing, customer and broker connectivity improvements, digital transformation as well as core system and regulatory projects
- Increase in Bank costs driven by an uplift in technology costs, inflation in wages, and increased investment and regulatory spend

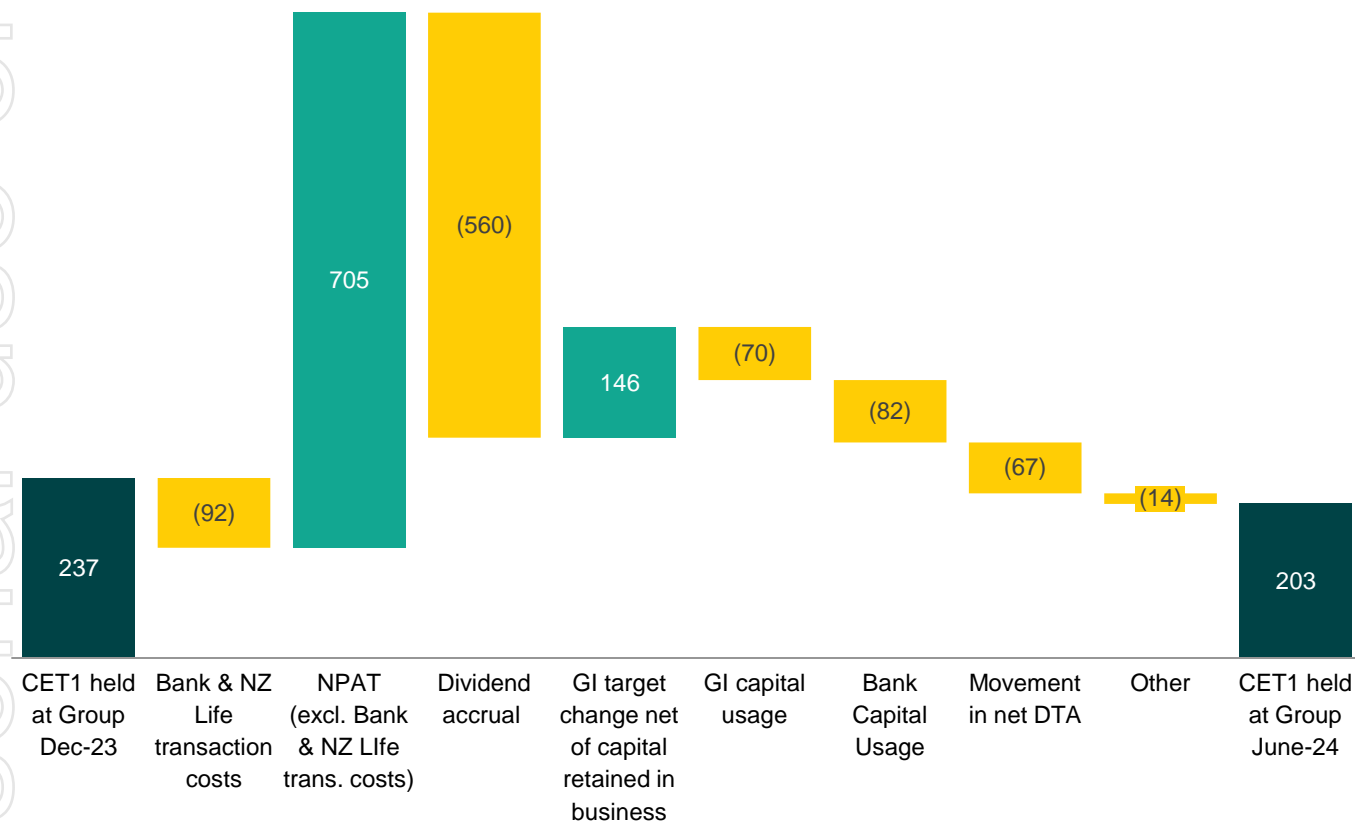
1. Commission expenses are now presented separately in the financial statements and are not included in this analysis
 2. Includes NDAE (FY23: \$40m; FY24: \$56m)

Personal use only

Group capital

COMMON EQUITY TIER 1 CAPITAL HELD AT GROUP

(\$m)



NOTES

- \$203m of CET1 capital held at Group
- Capital benefit from change to risk appetite at the GI holding company level partly offset by capital retained in the business
- GI capital usage largely driven by growth and inflation
- Bank capital usage driven by growth in the book
- 44 cps fully franked final dividend, with full year payout ratio at 72%
- Capital retained by the business will generate an appropriate return on capital in line with Group targets

1. Ex-dividend and announced capital management initiatives

Personal use only

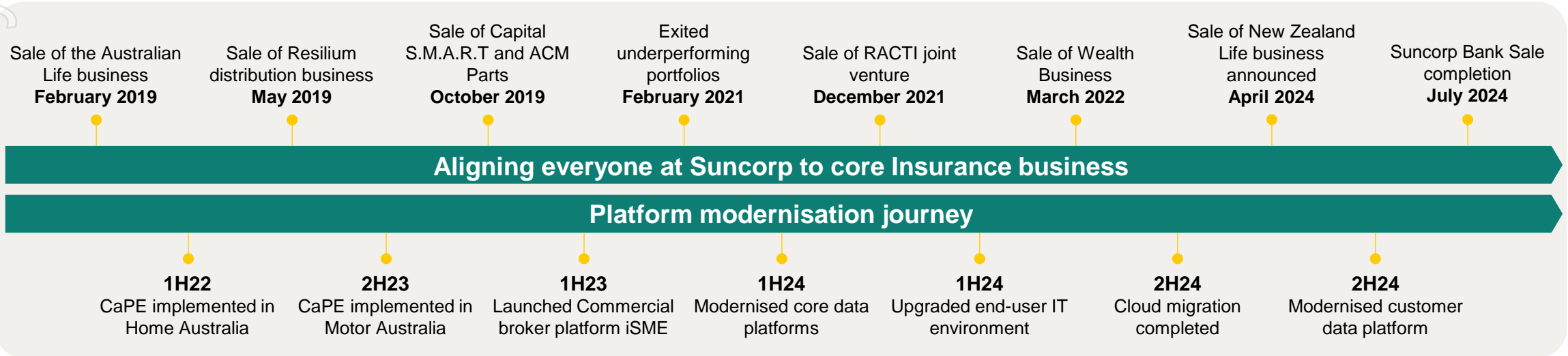


Strategy Update



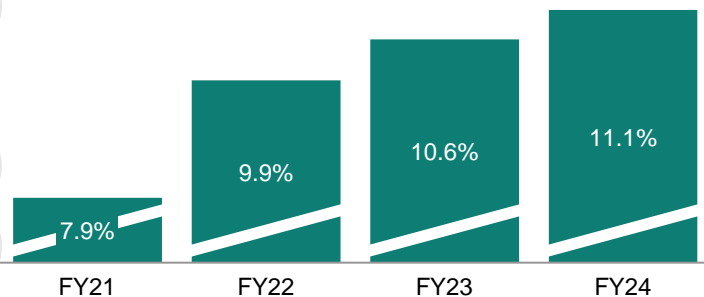
ersonal use only

Reshaping and simplifying



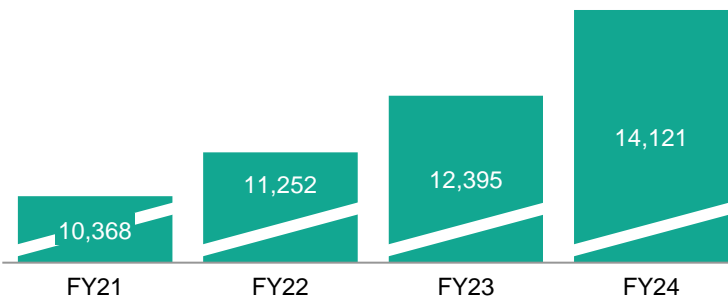
UNDERLYING INSURANCE TRADING RATIO

General Insurance¹

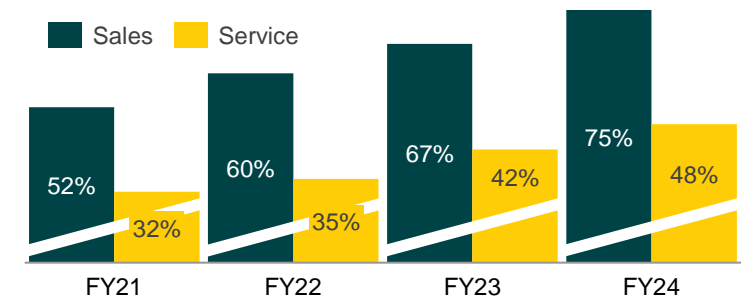


GROSS WRITTEN PREMIUM

General Insurance



DIGITAL SALES & SERVICE TRANSACTIONS²



1. UTR based on AASB1023 for FY21 and FY22 and on AASB17 for FY23 and FY24
 2. Covers Home & Motor products for mass brands only in Australia

FY25-27 priorities

PURPOSE

Building futures and protecting what matters

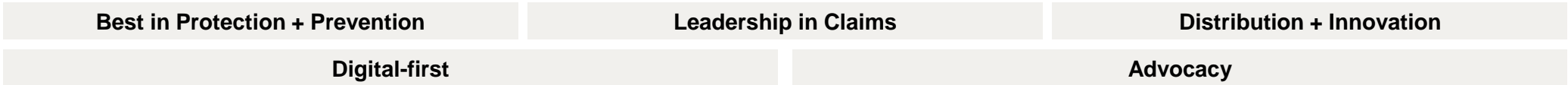
AMBITION

To be the leading trans-Tasman insurer

PORTFOLIOS



PRIORITIES



STRATEGIC ENABLERS



FOUNDATIONS



PEOPLE

Purpose-led, performance-driven, solving complex customer problems

Personal use only

Purpose driven, delivering strong outcomes for the long term



ersonal use only

Strategic Enablers

PLATFORM MODERNISATION

Pricing • Data • Policy Admin • Claims • Enterprise



Better customer propositions



Reduce complexity



Business agility



Enables innovation

OPERATIONAL TRANSFORMATION

Digitisation • Automation • Partnering • Artificial Intelligence • Best in class claims



Generative AI



Low risk use cases



Service excellence

Personal use only

Financial settings

Financial guiderails

UITR 10-12%

Capital targets

CET1 capital target
operating range 1.025-
1.325x PCA

Divisional guiderails

Margin and return targets set based on capital consumption and volatility of each portfolio

Investment proposition



A growing business



Strong risk adjusted returns



Consistent payout ratio at the mid-point of 60-80% range



Strong and well managed balance sheet with optimised reinsurance program and asset allocation strategy



Disciplined capital allocation and active capital management including systematic on-market buybacks

Personal use only

Divisional strategies

Personal use only

Division	Consumer		Commercial & Personal Injury		New Zealand	
Portfolio	Motor	Home	Commercial	Personal Injury	Intermediated	Direct
UITR Target (relative to Group target)	Maintain #1 market share	#2 to #1 market share	#4 to #2 market share	Australian public and private scheme leader	Growth through improved pricing & UW	Growth through digital experiences
	Below	Above	In-line	Above	Above	
Leading protection & prevention solutions	Best in class underwriting & pricing Develop and launch prevention solutions		Best in class underwriting & pricing B2B customer focused distribution		Transform Intermediated pricing, underwriting & portfolio management	
Industry leadership in claims	Excellent customer claims experience Leading cost efficiency		Best in class claims Digital CTP lodgment for Direct Customers		Digitise claims lodgement Automate simple claims settlement Expand repairer network capacity	
Customer distribution and innovation	Best in class brands and customer service Develop prevention capabilities		Platform broker connections New product & expand claims as a service		Boost broker and partner digital experiences Develop digital platform through new partnerships	
Simple, digital-first customer experiences	Simple, personalised, digital experiences Affordable insurance propositions through efficient operations		AI supported underwriting AI enabled digital experiences and claims processing		Develop a scalable operating platform Direct GI core policy system through Digital Insurer	
Leading industry voice on advocacy	Amplify four-point plan for a more resilient Australia Leading voice for safer, greener roads		Reform for QLD CTP scheme sustainability Efficient government schemes for better customer results		Climate adaption advocacy with central and local government	

ersonal use only



Outlook





FY25 Outlook

- GWP growth expected to be in the mid to high single digits as the reinsurance market stabilises and inflationary pressures ease slightly in some portfolios
- Underlying ITR towards the top of the 10 to 12% range supported by the continued earn through of elevated premium rates as inflation begins to moderate
- Investment income to moderate in-line with expectations for interest rates
- Prior year reserve releases in CTP expected to be around 0.4% of Group NIR with releases in other portfolios expected to be neutral
- Expense ratios expected to be broadly flat including the investment required to support strategic investments and continue to grow the business
- Sustainable return on equity above the through-the-cycle cost of equity

ersonal use only



Questions

Important disclaimer

This presentation contains general information which is current as at 19 August 2024. Information relating to Suncorp Bank financial results is current as at 31 July 2024. It is information given in summary form and does not purport to be complete.

It is not a recommendation or advice in relation to Suncorp Group Limited (Suncorp) or any product or service offered by Suncorp or any of its subsidiaries. It is not intended to be relied upon as advice to investors or potential investors, and does not take into account the investment objectives, financial situation or needs of any particular investor.

These factors should be considered, with or without professional advice, when deciding if an investment is appropriate.

This presentation should be read in conjunction with all other information concerning Suncorp filed with the Australian Securities Exchange (ASX).

The information in this presentation is for general information only. To the extent that the information is or is deemed to constitute forward-looking statements, the information reflects Suncorp's intent, belief or current expectations with respect to our business and operations, market conditions, results of operations and financial condition, capital adequacy, specific provisions and risk management practices at the date of this presentation. Such forward-looking statements are not guarantees of future performance and involve 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. There can be no assurance that actual outcomes will not differ materially from these forward-looking statements.

Suncorp undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation (subject to ASX disclosure and legislative requirements).

There are a number of other important factors which could cause actual results to differ materially from those set out in this presentation, including the risks and uncertainties associated with the Australian and global economic environments.

ersonal use only