
IFS Offshore Life Insurance Operations

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Disclaimer

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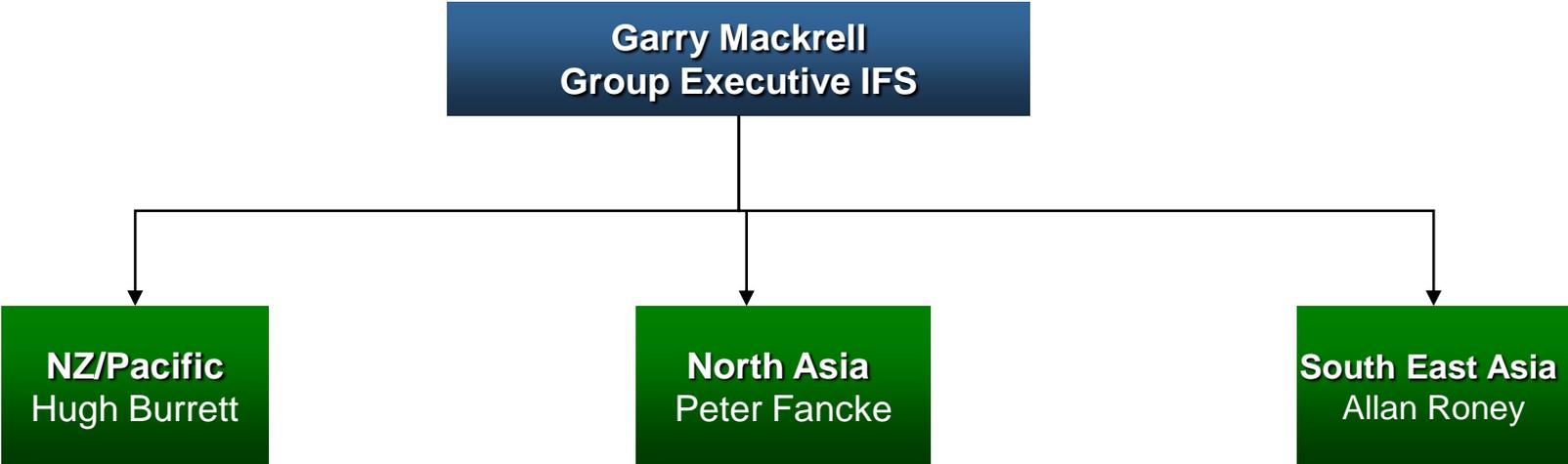
Speaker's Notes

- Speaker's notes for these presentations are attached below each slide.
- To access them, you may need to save the slides in PowerPoint and view/print in "notes view."

Agenda

- 1 Overview of IFS
- 2 Why Are We In Asia ?
- 3 New Zealand Life Insurance
- 4 Hong Kong Life Insurance
- 5 Other Offshore Life Insurance Operations

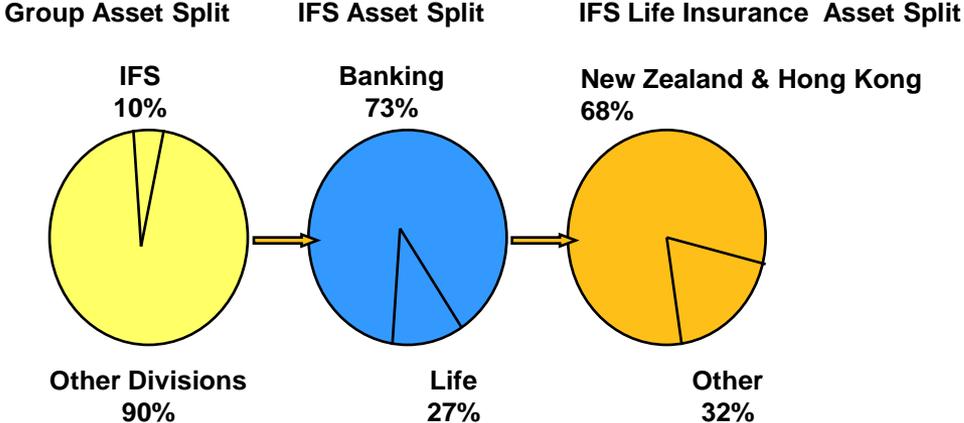
Overview of IFS



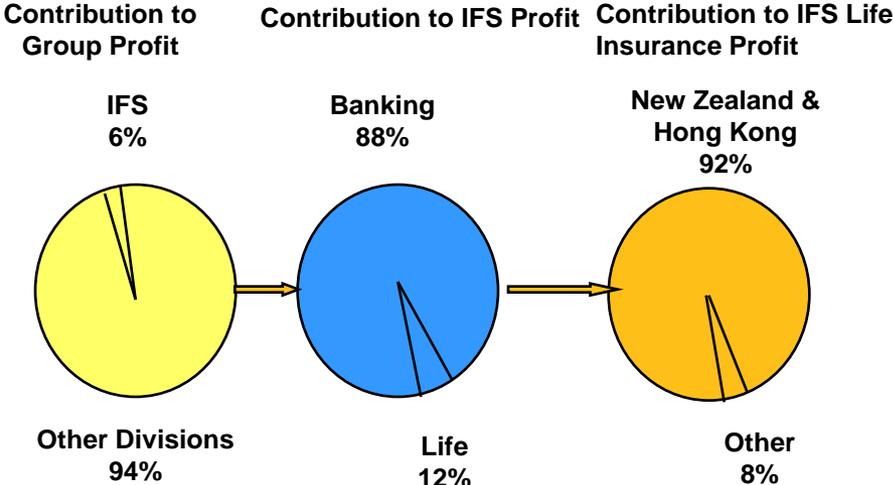
	New Zealand & Pacific	North Asia	South East Asia
Life	Sovereign Group Ltd Colonial Fiji Life Limited	CMG Asia Limited (Hong Kong) China Life CMG Life Insurance Co Ltd - 49% Bao Minh CMG Life Insurance Co Ltd (Vietnam) - 50%	PT Astra CMG Life - 50% EON CMG Life Assurance Berhad (Malaysia) - 40% CMG Life Insurance Co Inc (Philippines)
Banking	ASB Bank Ltd National Bank of Fiji - 51%		PT Commonwealth Bank (99%)

Size of IFS Operations (as at Dec 01)

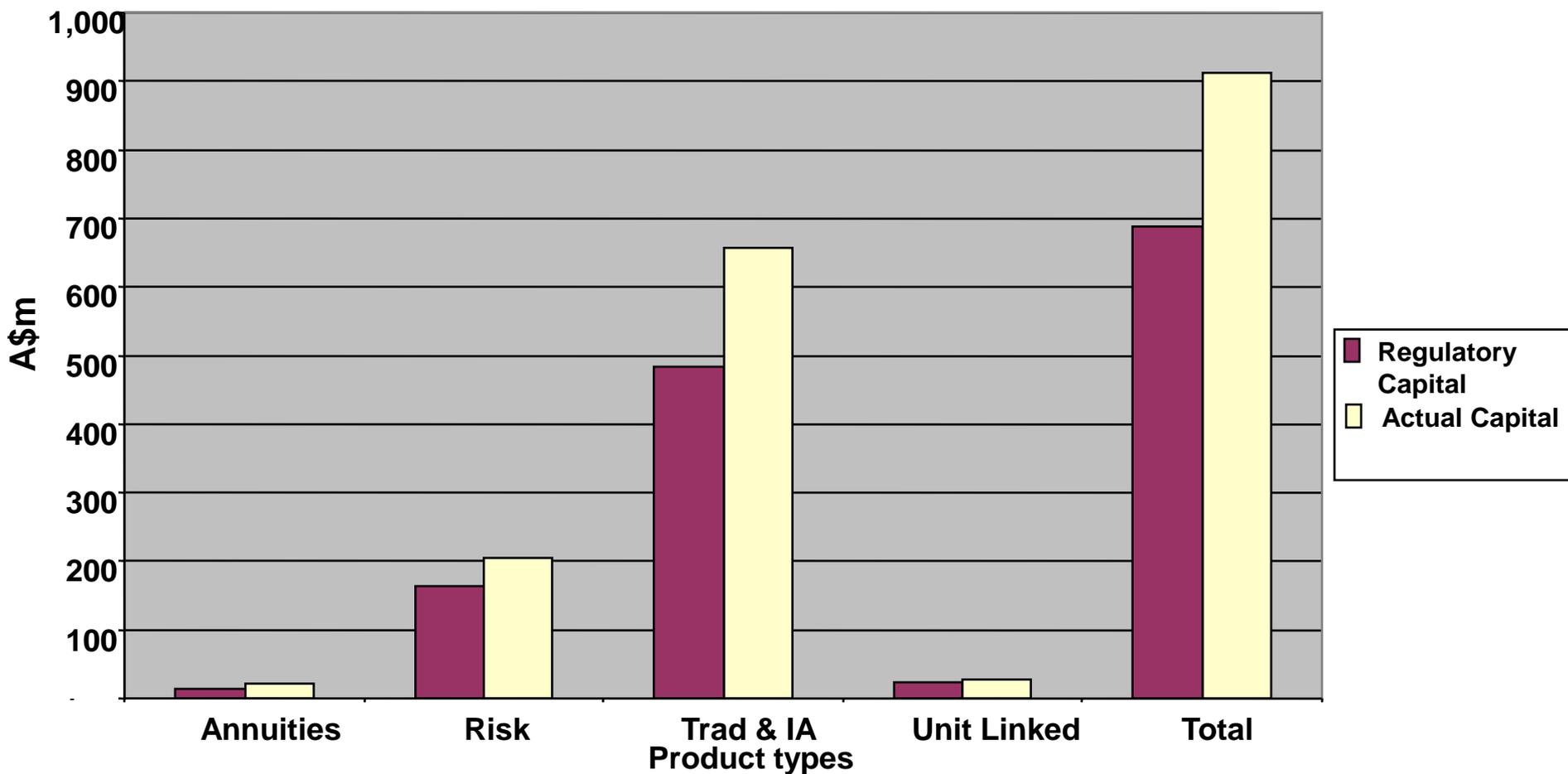
(a) Assets



(b) Profitability



Offshore Life Companies Capital on Australian capital adequacy basis



Why are we in Asia?

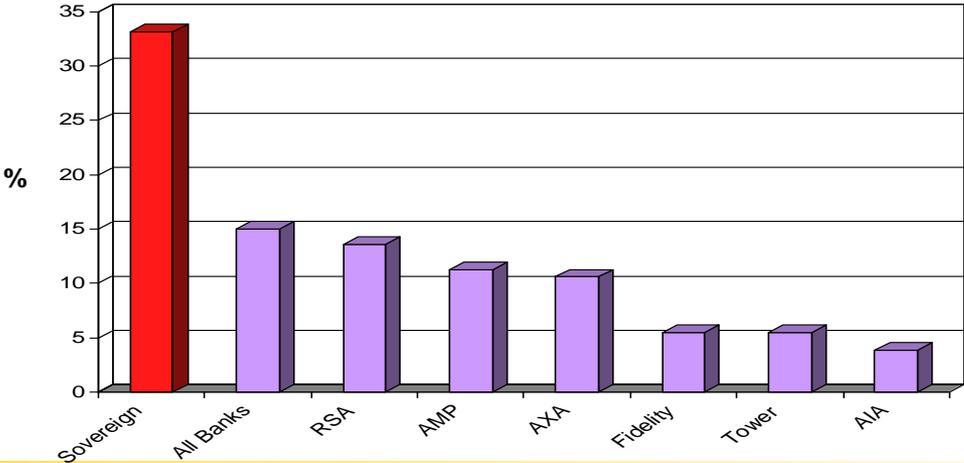
- Inherited life businesses from Colonial
- Divest businesses not aligned to strategic interest
- Continually review strategic importance of all operations
- Pursue opportunities in North Asia (Greater China)
- Growth v Volatility = Long Term Option Value



New Zealand Life Insurance

Company Name: Sovereign Group Limited
Ownership: 100% by CBA
Sovereign commenced in 1988; listed 1998
ASB Group Ltd acquired Sovereign in December 1998
Integration of Colonial completed 2001

Market Position: Market Leader
Product Types: Traditional, unit linked, risk, pensions, health, mortgages
Number of staff: 800
Other comments: Strong broker service and brand recognition. Increasing ASB cross sales.
Market Share:



New Zealand Business Model

Market Shares: Retail/Commercial Banking 17%; Investments 15%; Insurance 34%

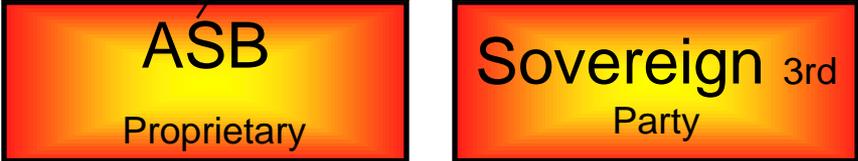
Product
Platforms



Bank/
Middle
Office



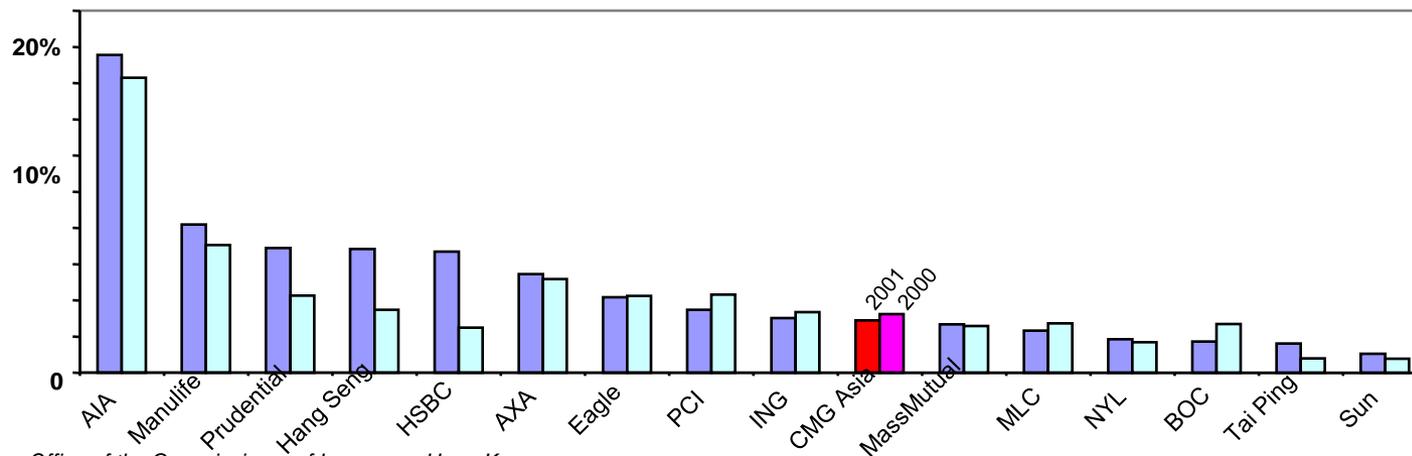
Distribution



Hong Kong Life Insurance

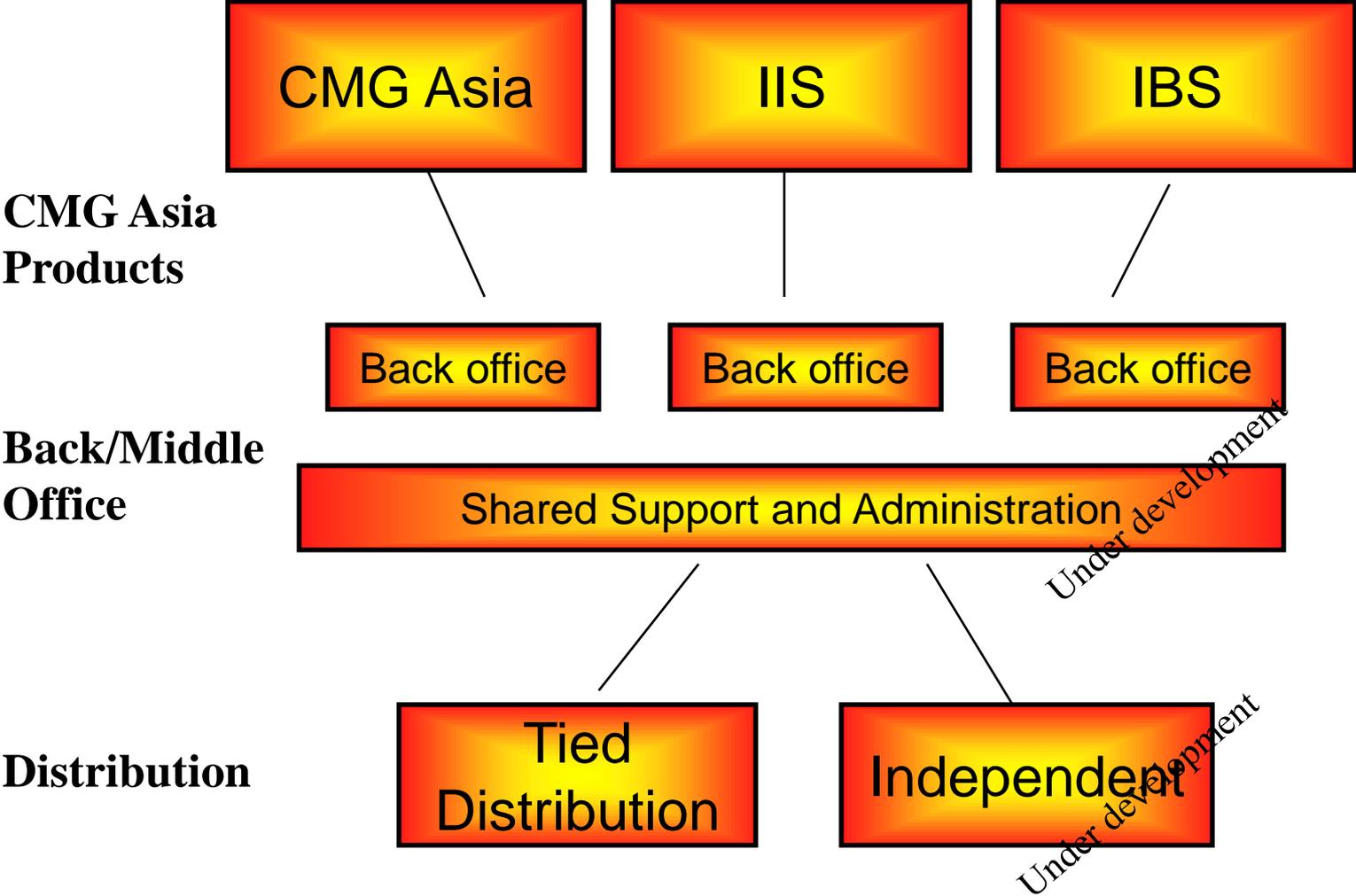
Company Name:	CMG Asia Limited
Ownership:	100% by CBA
Year Established:	Commenced operations in 1990.
Market Position:	Middle ranked player
Product Types:	Traditional, unit linked, risk, pensions, pension administration (PRT)
Number of staff:	400
Other comments:	Niche brand - Tied agency distribution. Regional support for China, Vietnam

Market Share - 2000 and 2001



Source: Office of the Commissioner of Insurance, Hong Kong

Evolving Hong Kong Business Model



Other Offshore Business

- China Life CMG Life Insurance Co Ltd (JV; China)
- Bao Ming CMG Life Insurance Co Ltd (JV; Vietnam)
- CMG Life Insurance Co Ltd Philippines
- PT Astra CMG Life (JV; Indonesia)
- Colonial Fiji Life Limited (Fiji)
- EON CMG Life Assurance Berhad (JV; Malaysia)



Summary

- Relative size of offshore life businesses
- Migrating from capital intensive products
- ASB / Sovereign opportunities
- Hong Kong regional base for North Asia potential
- Asia - Longer term option value



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