Marketing and Communications

Sydney NSW 1155
www.commbank.com.au

## ASX Announcement

30 January 2009

## 2009 Interim Profit Announcement Template

Commonwealth Bank of Australia ("the Group") provides a template for the 2009 Interim Profit Announcement including details of minor restatements to segment information and enhanced Financial Statement disclosures.

The Group is pleased to disclose the template for its 2009 Interim Profit Announcement including a full set of financial comparatives. The template includes:

1. Changes to the presentation of segment information to reflect minor refinements to overhead and balance sheet allocation methodologies;
2. Details of the enhancements made to Financial Statement disclosures; and
3. Financial comparative tables for the 2009 Interim Profit Announcement.

The financial comparatives template for the Group's 2009 Interim results is also available in Excel format on the website at:
www.commbank.com.au/shareholder/results

The Group is scheduled to announce its interim results on 11 February 2009. In addition to the interim results release, an excel template populated with 2009 interim results and comparatives will be published on the website.

Warwick Bryan
Executive General Manager Investor Relations
0293785979
warwick.bryan@cba.com.au

## 2009 Interim Profit Announcement Template

## 1. Changes to the presentation of segment information

During the current half the Group has made a number of minor refinements to the presentation of segment results. This is due to the following improvements in the segment allocation methodology:

- Reclassification of previously unallocated balance sheet items, including income tax assets and liabilities, to the appropriate revenue-generating business units, together with the associated transfer pricing adjustments;
- Improvements to the recharging of costs between revenue-generating business units to better reflect the results of cross-selling; and
- Refinement to the overhead allocation methodology between group support functions and revenue-generating business units.
The impact of these changes to each segment's key Income Statement line items and reported cash net profit after tax for the prior halves is set out below:

|  | Half Year Ended 30 June 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail Banking Services \$M | Premium <br> Business <br> Services <br> \$M | Wealth Management \$M | International <br> Financial <br> Services <br> \$M | Other \$M | Group \$M |
| Cash NPAT - as published | 955 | 756 | 351 | 293 | (7) | 2,348 |
| Restatements: |  |  |  |  |  |  |
| Increase/(Decrease) in Operating income | 39 | (47) | (24) | (2) | 34 | - |
| (Increase)/Decrease in Operating expenses | (63) | 85 | 43 | 1 | (66) | - |
| Increase/(Decrease) in Investment experience | - | - | (31) | - | 31 | - |
| (Increase)/Decrease in Corporate tax expense | 5 | (9) | 4 | - | - | - |
| Cash NPAT - as restated | 936 | 785 | 343 | 292 | (8) | 2,348 |


|  | Half Year Ended 31 December 2007 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

## 2. Enhanced Financial Statement Disclosures

|  | Change | Reason for Change | Reference |
| :---: | :---: | :---: | :---: |
| 2.1 | Basel II Disclosures | The Group adopted APRA's "Basel II" capital adequacy rules effective 1 January 2008. Capital adequacy disclosures in the 2009 Interim Profit Announcement will be on a Basel II basis, consistent with the 30 June 2008 Annual Report. | Note 6: Provisions for Impairment and Asset Quality Appendix 9: Capital Adequacy |
| 2.2 | Counterparty and Other Credit Risk Exposures | In accordance with recommendations from the Financial Stability Forum, the Group's 2009 Interim Announcement will provide additional disclosure on the Group's exposure to Special Purpose Entities (SPEs) - used for securitisation and structured finance purposes; asset backed securities and related facilities; leveraged finance; hedge funds; collateralised debt obligations; credit linked notes; and financial instrument insurance. | Appendix 8: Counterparty and Other Credit Risk Exposures |
| 2.3 | Presentation of Impairment Ratios | In order to align the Group's disclosures to actual practice, the classification of portfolio loan impairment provisions covering unsecured personal loans and credit card lending has been amended. These amounts, also known as "bulk provisions", have been reclassified from the individually assessed provisions to the collective provision. This has resulted in minor changes to the presentation of net impaired assets and provision coverage ratios. | Note 6: Provisions for Impairment and Asset Quality |
| 2.4 | Reconciliations | The Group has included an individual line item reconciliation, which sets out the adjustments required to reconcile the cash basis and statutory basis Income Statements. | Appendix 15: Profit Reconciliation |
| 2.5 | Investment Experience | The Income Statement line item previously referred to as "Shareholder investment returns" has been renamed "Investment experience" to align with the terminology applied by wealth management industry peers. |  |
| 2.6 | BankWest | The following disclosures specifically relating to the Group's acquisition of Bank of Western Australia Ltd and St Andrew's Australia Pty Ltd will appear in the Group's 2009 Interim Announcement, released on 11 February 2009: <br> - BankWest segment MD\&A commentary and provisional balance sheet; <br> - Consolidated Income statement: Provisional estimate of the gain on acquisition; <br> - Note 6: Provisional estimate of the impact of BankWest impairment provisions and asset quality disclosures; <br> - Note 8: Segment reporting - new BankWest segment (provisional balance sheet only); <br> - Note 10: Provisional impact of acquistion disclosed within Note to the CashFlow statements; <br> - Note 14: Acquisition of controlled entities; and also in the following appendices; <br> - Appendix 9: Capital Adequacy; <br> - Appendix 12: Intangible Assets; <br> - Appendix 15: Profit Reconciliation; and <br> - Appendix 16: Consolidated Balance Sheet Impact of BankWest and St Andrew's Acquisition |  |
| The Group's acquisition of Bank of Western Australia Ltd and St Andrew's Australia Pty Ltd occurred on 19 December 2008. For 31 December 2008 half year reporting purposes, a provisional estimate will be made of the carrying value of the assets and liabilities acquired, the purchase price and the resulting gain on acquisition recognised within the Income Statement. No earnings from the acquired entities will be recognised within the Income Statement for the half year ended 31 December 2008. Comprehensive fair valuation procedures will then be completed during the second half of the current financial year, including an assessment of the value of intangible assets (e.g. brand and core deposit intangibles) acquired. The Financial Statements for the year ended 30 June 2009 will therefore include material retrospective adjustments to the provisional estimates recognised in the Financial Statements for the half year ended 31 December 2008. This approach has been adopted in accordance with the requirements of AASB 3: Business Combinations. |  |  |  |

## 3. Financial Comparatives Tables for the 2009 Interim Profit Announcement

| Group Performance Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs $\text { Dec } 07 \text { \% }$ |
| Net interest income |  | 4,008 | 3,899 |  |  |
| Other banking income |  | 1,771 | 1,541 |  |  |
| Total banking income |  | 5,779 | 5,440 |  |  |
| Funds management income |  | 1,166 | 1,141 |  |  |
| Insurance income |  | 439 | 393 |  |  |
| Total operating income |  | 7,384 | 6,974 |  |  |
| Investment experience |  | (59) | 42 |  |  |
| Total income |  | 7,325 | 7,016 |  |  |
| Operating expenses |  | 3,643 | 3,378 |  |  |
| Impairment expenses |  | 597 | 333 |  |  |
| Net profit before income tax |  | 3,085 | 3,305 |  |  |
| Corporate tax expense |  | 721 | 905 |  |  |
| Minority interests |  | 16 | 15 |  |  |
| Net profit after income tax ("cash basis") |  | 2,348 | 2,385 |  |  |
| Provisional gain on acquisition of controlled entities |  | - | - |  |  |
| Gain on Visa Initial Public Offering |  | 295 | - |  |  |
| Investment and restructuring |  | (264) | - |  |  |
| Defined benefit superannuation plan income/(expense) |  | 13 | (4) |  |  |
| Treasury shares valuation adjustment |  | 73 | (13) |  |  |
| Hedging and AIFRS volatility |  | (45) | 3 |  |  |
| Net profit after income tax ("statutory basis") |  | 2,420 | 2,371 |  |  |


| Represented by: |  |  |
| :--- | ---: | ---: |
| Retail Banking Services | 936 | 975 |
| Premium Business Services | 785 | 707 |
| Wealth Management | 343 | 394 |
| International Financial Services | 292 | 289 |
| Other | $(8)$ | 20 |
| Net profit after income tax ("cash basis") | 2,348 | 2,385 |
| Investment experience after tax | 41 | $(28)$ |
| Net profit after income tax ("underlying basis") | 2,389 | 2,357 |


| Shareholder Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \\ \hline \end{gathered}$ | Dec 08 vs Dec 07 \% |
| Dividends per share - fully franked (cents) |  | 153 | 113 |  |  |
| Dividend cover - cash (times) |  | 1. 1 | 1.6 |  |  |
| Earnings per share (cents) |  |  |  |  |  |
| Statutory - basic |  | 182. 6 | 180. 4 |  |  |
| Cash - basic |  | 176. 2 | 180.7 |  |  |
| Dividend payout ratio (\%) |  |  |  |  |  |
| Statutory basis |  | 84.6 | 63.4 |  |  |
| Cash basis |  | 87.3 | 63.0 |  |  |
| Weighted average no. of shares - statutory basic (M) |  | 1,314 | 1,300 |  |  |
| Weighted average no. of shares - cash basic (M) |  | 1,319 | 1,306 |  |  |
| Return on equity - cash (\%) |  | 19.9 | 20.8 |  |  |


| Balance Sheet Summary | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 \$M | $\begin{array}{r} \text { 31/12/07 } \\ \$ M \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \end{gathered}$ | Dec 08 vs Dec 07 \% |
| Lending assets |  | 369,597 | 351,208 |  |  |
| Total assets |  | 487,572 | 472,664 |  |  |
| Total liabilities |  | 461,435 | 447,026 |  |  |
| Shareholders' Equity |  | 26,137 | 25,638 |  |  |
| Assets held and Funds Under Administration (FUA) |  |  |  |  |  |
| On Balance Sheet: |  |  |  |  |  |
| Banking assets |  | 461,944 | 445,695 |  |  |
| Insurance Funds Under Administration |  | 17,345 | 18,940 |  |  |
| Other insurance and internal funds management assets |  | 8,283 | 8,029 |  |  |
|  |  | 487,572 | 472,664 |  |  |
| Off Balance Sheet: |  |  |  |  |  |
| Funds Under Administration |  | 173,960 | 188,762 |  |  |
| Total assets held and FUA |  | 661,532 | 661,426 |  |  |

## Group Performance Analysis

|  |  | Half Year Ended |  |
| :--- | ---: | ---: | ---: |
| Key Performance Indicators | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ | $\mathbf{3 1 / 1 2 / 0 7}$ | | Dec 08 vs |
| :---: |
| Jun 08 \% |$\quad$| Dec 08 vs |
| :---: |
| Dec 07 \% |

## Other Banking Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Commissions |  | 919 | 908 |
| Lending fees |  | 507 | 469 |
| Trading income |  | 346 | 200 |
| Other income |  | 100 | 128 |
|  | 1,872 | 1,705 |  |
| AIFRS reclassification of |  |  |  |
| net swap costs |  | $1,771)$ | 1,541 |
| Other banking income |  |  |  |

Funds Management Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| CFS GAM |  | 567 | 501 |
| Colonial First State |  | 408 | 476 |
| CommInsure \& Other |  | 152 | 129 |
| ASB, Other \& |  | 39 | 35 |
| Eliminations/Unallocated |  |  |  |
| Funds management |  | 1,166 | 1,141 |

Insurance Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2} / \mathbf{0 8}$ <br> $\mathbf{\$ M}$ | $\mathbf{3 0 / 0 6 / 0 8}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |
| Comminsure \& Other |  | 296 | 261 |
| Sovereign, Other \& |  |  |  |
| Eliminations/Unallocated |  | 143 | 132 |
| Insurance income |  | 439 | 393 |

## Group Performance Analysis continued

| Total Group Assets \& Liabilities | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} \text { 30/06/08 } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { 31/12/07 } \\ \text { SM } \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs Dec 07 \% |
| Interest earning assets |  |  |  |  |  |
| Home loans including securitisation |  | 215,743 | 203,885 |  |  |
| Less: securitisation |  | $(11,676)$ | $(13,177)$ |  |  |
| Home loans excluding securitisation |  | 204,067 | 190,708 |  |  |
| Personal |  | 20,265 | 20,838 |  |  |
| Business and corporate |  | 126,987 | 119,857 |  |  |
| Loans, advances and other receivables |  | 351,319 | 331,403 |  |  |
| Provisions for loan impairment |  | $(1,713)$ | $(1,352)$ |  |  |
| Net loans, advances and other receivables |  | 349,606 | 330,051 |  |  |
| Non-lending interest earning assets |  | 49,385 | 51,065 |  |  |
| Total interest earning assets |  | 400,704 | 382,468 |  |  |
| Other assets |  | 86,868 | 90,196 |  |  |
| Total assets |  | 487,572 | 472,664 |  |  |
| Interest bearing liabilities |  |  |  |  |  |
| Transaction deposits |  | 59,917 | 60,210 |  |  |
| Savings deposits |  | 53,420 | 54,659 |  |  |
| Investment deposits |  | 98,745 | 84,328 |  |  |
| Other demand deposits |  | 44,014 | 45,889 |  |  |
| Total interest bearing deposits |  | 256,096 | 245,086 |  |  |
| Deposits not bearing interest |  | 7,610 | 8,021 |  |  |
| Deposits and other public borrowings |  | 263,706 | 253,107 |  |  |
| Debt issues |  | 73,785 | 65,699 |  |  |
| Other interest bearing liabilities |  | 44,756 | 49,597 |  |  |
| Total interest bearing liabilities |  | 374,637 | 360,382 |  |  |
| Securitisation debt issues |  | 12,032 | 13,673 |  |  |
| Non-interest bearing liabilities |  | 74,766 | 72,971 |  |  |
| Total liabilities |  | 461,435 | 447,026 |  |  |
| Provisions for impairment losses |  |  |  |  |  |
| Collective provision |  | 1,466 | 1,191 |  |  |
| Individually assessed provisions |  | 279 | 189 |  |  |
| Total provisions for impairment losses |  | 1,745 | 1,380 |  |  |
| Less: off balance sheet provisions |  | 32 | 28 |  |  |
| Total provisions for loan impairment |  | 1,713 | 1,352 |  |  |


| Asset Quality | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \\ \hline \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Dec } 08 \text { vs } \\ & \text { Dec } 07 \% \\ & \hline \end{aligned}$ |
| Gross loans and acceptances (\$M) |  | 383,502 | 366,313 |  |  |
| Risk weighted assets - Basel II (\$M) |  | 205,501 | 198,228 |  |  |
| Gross impaired assets (\$M) |  | 683 | 562 |  |  |
| Net impaired assets (\$M) |  | 404 | 373 |  |  |
| Collective provision as a \% of RWA - Basel II |  | 0. 71 | 0. 60 |  |  |
| Collective provision as a \% of credit risk weighted assets - Basel II |  | 0. 78 | 0. 65 |  |  |
| Collective provision as a \% of gross loans and acceptances |  | 0. 38 | 0. 33 |  |  |
| Individually assessed provisions for impairment as a \% of gross impaired assets |  | 40. 8 | 33. 6 |  |  |
| Loan impairment expense annualised as a \% of average risk weighted assets - Basel I |  | - | 0. 40 |  |  |
| Loan impairment expense annualised as a \% of average risk weighted assets - Basel II |  | 0. 59 | - |  |  |
| Loan impairment expense as a \% of average gross loans and acceptances annualised |  | 0. 32 | 0. 19 |  |  |

Retail Banking Services

|  | Half Year Ended 31 December 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Consumer Finance \$M | Retail Deposits \$M | Distribution \$M | Total \$M |
| Net interest income |  |  |  |  |  |
| Other banking income |  |  |  |  |  |
| Total banking income |  |  |  |  |  |
| Operating expenses |  |  |  |  |  |
| Impairment expense |  |  |  |  |  |
| Net profit before tax |  |  |  |  |  |
| Corporate tax expense |  |  |  |  |  |
| Cash net profit after tax |  |  |  |  |  |


|  | Half Year Ended 30 June 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Consumer Finance \$M | Retail Deposits \$M | Distribution \$M | Total \$M |
| Net interest income | 527 | 403 | 1,258 | - | 2,188 |
| Other banking income | 70 | 181 | 351 | 86 | 688 |
| Total banking income | 597 | 584 | 1,609 | 86 | 2,876 |
| Operating expenses |  |  |  |  | 1,349 |
| Impairment expense |  |  |  |  | 190 |
| Net profit before tax |  |  |  |  | 1,337 |
| Corporate tax expense |  |  |  |  | 401 |
| Cash net profit after tax |  |  |  |  | 936 |


|  | Half Year Ended 31 December 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Consumer Finance \$M | Retail Deposits \$M | Distribution \$M | Total \$M |
| Net interest income | 651 | 376 | 1,123 | - | 2,150 |
| Other banking income | 71 | 165 | 328 | 87 | 651 |
| Total banking income | 722 | 541 | 1,451 | 87 | 2,801 |
| Operating expenses |  |  |  |  | 1,270 |
| Impairment expense |  |  |  |  | 141 |
| Net profit before tax |  |  |  |  | 1,390 |
| Corporate tax expense |  |  |  |  | 415 |
| Cash net profit after tax |  |  |  |  | 975 |


|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Major Balance Sheet Items (gross of impairment) | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \end{gathered}$ | $\begin{aligned} & \text { Dec } 08 \text { vs } \\ & \text { Dec } 07 \% \\ & \hline \end{aligned}$ |
| Home loans (including securitisation) |  | 186,942 | 173,784 |  |  |
| Consumer finance |  | 11,428 | 11,027 |  |  |
| Total assets - Retail Banking Services products |  | 198,370 | 184,811 |  |  |
| Home loans (net of securitisation) |  | 175,266 | 160,607 |  |  |
| Transaction deposits |  | 18,267 | 19,470 |  |  |
| Savings deposits |  | 44,261 | 44,906 |  |  |
| Investment and other deposits |  | 55,388 | 44,230 |  |  |
| Deposits not bearing interest |  | 2,305 | 2,543 |  |  |
| Total liabilities - Retail Banking Services products |  | 120,221 | 111,149 |  |  |

## Premium Business Services

|  | Half Year Ended 31 December 2008 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Private Client Services \$M | Corporate <br> Financial <br> Services \$M | Agri <br> business <br> \$M | Local <br> Business <br> Banking \$M | Eliminations \$M | Total \$M |
| Net interest income |  |  |  |  |  |  |  |
| Other banking income |  |  |  |  |  |  |  |
| Total banking income |  |  |  |  |  |  |  |
| Operating expenses |  |  |  |  |  |  |  |
| Impairment expense |  |  |  |  |  |  |  |
| Net profit before tax |  |  |  |  |  |  |  |
| Corporate tax expense |  |  |  |  |  |  |  |
| Cash net profit after tax |  |  |  |  |  |  |  |


|  | Half Year Ended 30 June 2008 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Private Client Services \$M | Corporate Financial Services \$M | Agri business \$M | Local <br> Business Banking \$M | Eliminations \$M | Total $\mathbf{\$ M}$ |
| Net interest income | 531 | 119 | 267 | 97 | 147 | - | 1,161 |
| Other banking income | 426 | 196 | 202 | 54 | 120 | (8) | 990 |
| Total banking income | 957 | 315 | 469 | 151 | 267 | (8) | 2,151 |
| Operating expenses |  |  |  |  |  |  | 947 |
| Impairment expense |  |  |  |  |  |  | 251 |
| Net profit before tax |  |  |  |  |  |  | 953 |
| Corporate tax expense |  |  |  |  |  |  | 168 |
| Cash net profit after tax |  |  |  |  |  |  | 785 |


|  | Half Year Ended 31 December 2007 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |


| Major Balance Sheet Items (gross of impairment) | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs <br> Dec 07 \% |
| Interest earning lending assets |  | 113,828 | 110,386 |  |  |
| Bank acceptances of customers |  | 18,278 | 19,805 |  |  |
| Non-lending interest earning assets |  | 18,705 | 21,917 |  |  |
| Margin loans |  | 7,817 | 8,721 |  |  |
| Other assets |  | 14,902 | 17,511 |  |  |
| Total assets |  | 173,530 | 178,340 |  |  |
| Transaction deposits |  | 39,791 | 38,843 |  |  |
| Other demand deposits |  | 5,602 | 7,634 |  |  |
| Deposits not bearing interest |  | 3,839 | 3,785 |  |  |
| Certificates of deposits and other |  | 33,922 | 29,741 |  |  |
| Due to other financial institutions |  | 16,659 | 16,971 |  |  |
| Liabilities at fair value through Income Statement |  | 1,914 | 2,555 |  |  |
| Debt issues |  | 25,438 | 25,011 |  |  |
| Loan Capital |  | 581 | 714 |  |  |
| Other non-interest bearing liabilities |  | 38,763 | 45,483 |  |  |
| Total liabilities |  | 166,509 | 170,737 |  |  |


|  | Half Year Ended 31 December 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | CFS GAM \$M | Colonial First State \$M | Comminsure \$M | Other \$M | Total \$M |
| Funds management income Insurance income |  |  |  |  |  |
| Total operating income <br> Volume expenses |  |  |  |  |  |
| Net operating income Operating expenses |  |  |  |  |  |
| Net profit before tax Corporate tax expense |  |  |  |  |  |
| Underlying profit after tax Investment experience after tax |  |  |  |  |  |
| Cash net profit after tax |  |  |  |  |  |


|  | Half Year Ended 30 June 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | CFS GAM $\mathbf{\$ M}$ | Colonial First State \$M | Comminsure \$M | Other \$M | Total \$M |
| Funds management income | 567 | 408 | 148 | 4 | 1,127 |
| Insurance income | - | - | 294 | 2 | 296 |
| Total operating income | 567 | 408 | 442 | 6 | 1,423 |
| Volume expenses | 83 | 95 | 84 | - | 262 |
| Net operating income | 484 | 313 | 358 | 6 | 1,161 |
| Operating expenses | 178 | 205 | 170 | 72 | 625 |
| Net profit before tax | 306 | 108 | 188 | (66) | 536 |
| Corporate tax expense | 68 | 34 | 54 | (17) | 139 |
| Underlying profit after tax | 238 | 74 | 134 | (49) | 397 |
| Investment experience after tax | 3 | 7 | (49) | (15) | (54) |
| Cash net profit after tax | 241 | 81 | 85 | (64) | 343 |


|  | Half Year Ended 31 December 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | CFS GAM $\mathbf{\$ M}$ | Colonial First State \$M | Comminsure \$M | Other \$M | Total \$M |
| Funds management income | 501 | 476 | 131 | (2) | 1,106 |
| Insurance income | - | - | 263 | (2) | 261 |
| Total operating income | 501 | 476 | 394 | (4) | 1,367 |
| Volume expenses | 70 | 97 | 79 | - | 246 |
| Net operating income | 431 | 379 | 315 | (4) | 1,121 |
| Operating expenses | 191 | 211 | 151 | 25 | 578 |
| Net profit before tax | 240 | 168 | 164 | (29) | 543 |
| Corporate tax expense | 68 | 50 | 49 | (16) | 151 |
| Underlying profit after tax | 172 | 118 | 115 | (13) | 392 |
| Investment experience after tax | - | 7 | 11 | (16) | 2 |
| Cash net profit after tax | 172 | 125 | 126 | (29) | 394 |


| Funds Under Management (FUM) | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 <br> \$M | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathbf{M} \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs <br> Dec 07 \% |
| Australian equities |  | 23,502 | 29,618 |  |  |
| Global equities |  | 35,589 | 40,945 |  |  |
| Cash and fixed interest |  | 66,729 | 66,694 |  |  |
| Property and alternative investments |  | 27,120 | 27,102 |  |  |
| Total |  | 152,940 | 164,359 |  |  |


| Funds Under Administration (FUA) | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \end{gathered}$ | $\begin{aligned} & \text { Dec } 08 \text { vs } \\ & \text { Dec } 07 \% \end{aligned}$ |
| Funds under administration - average |  | 191,721 | 183,548 |  |  |
| Funds under administration - spot |  | 184,970 | 199,834 |  |  |
| Funds under management - average |  | 158,650 | 152,022 |  |  |
| Funds under management - spot |  | 152,940 | 164,359 |  |  |
| Retail Net funds flows (Australian Retail) |  | 279 | 1,609 |  |  |


| Sources of Profit from Insurance Activities | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \end{gathered}$ | $\begin{gathered} \hline \text { Dec } 08 \mathrm{vs} \\ \text { Dec } 07 \% \end{gathered}$ |
| The Margin on Services profit from ordinary activities after income tax is represented by: |  |  |  |  |  |
| Planned profit margins |  | 74 | 71 |  |  |
| Experience variations |  | 11 | 1 |  |  |
| Funds management operating margins |  | 61 | 56 |  |  |
| General insurance operating margins |  | (12) | (13) |  |  |
| Operating margins |  | 134 | 115 |  |  |
| Investment experience after tax |  | (49) | 11 |  |  |
| Cash net profit after tax |  | 85 | 126 |  |  |


|  | Half Year Ended 31 December 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Annual Inforce Premiums | Opening Balance 30/06/08 \$M | Sales/New Balances \$M | Lapses \$M | Other Movements \$M | Closing Balance 31/12/08 \$M |
| General insurance |  |  |  |  |  |
| Retail life |  |  |  |  |  |
| Wholesale life |  |  |  |  |  |
| Total |  |  |  |  |  |


| Annual Inforce Premiums | Half Year Ended 30 June 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance <br> 31/12/07 <br> \$M | Sales/New Balances \$M | Lapses \$M | Other Movements \$M | Closing Balance 30/06/08 \$M |
| General insurance | 203 | 74 | (19) | 21 | 279 |
| Retail life | 568 | 83 | (46) | - | 605 |
| Wholesale life | 323 | 60 | (17) | - | 366 |
| Total | 1,094 | 217 | (82) | 21 | 1,250 |


| Annual Inforce Premiums | Half Year Ended 31 December 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance 30/06/07 | Sales/New Balances SM | Lapses <br> \$M | Other Movements SM | Closing <br> Balance <br> 31/12/07 <br> \$M |
| General insurance | 184 | 39 | (20) | - | 203 |
| Retail life | 530 | 73 | (35) | - | 568 |
| Wholesale life | 308 | 31 | (16) | - | 323 |
| Total | 1,022 | 143 | (71) | - | 1,094 |

## Wealth Management continued

|  | Half Year Ended 31 December 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Funds Under Administration | Opening Balance 30/06/08 \$M | Inflows \$M | Outflows \$M | Net flows \$M | Investment Income \& Other \$M | Closing Balance 31/12/08 \$M |
| FirstChoice |  |  |  |  |  |  |
| Avanteos |  |  |  |  |  |  |
| Cash management |  |  |  |  |  |  |
| Legacy products |  |  |  |  |  |  |
| Retail products |  |  |  |  |  |  |
| Other retail |  |  |  |  |  |  |
| Australian retail |  |  |  |  |  |  |
| Wholesale |  |  |  |  |  |  |
| Property |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |
| Domestically sourced |  |  |  |  |  |  |
| Internationally sourced |  |  |  |  |  |  |
| Total Wealth Management |  |  |  |  |  |  |


| Funds Under Administration | Half Year Ended 30 June 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance <br> 31/12/07 <br> \$M | Inflows \$M | Outflows \$M | Net flows \$M | Investment Income \& Other \$M | Closing <br> Balance <br> 30/06/08 <br> \$M |
| FirstChoice | 42,814 | 6,613 | $(5,208)$ | 1,405 | $(5,512)$ | 38,707 |
| Avanteos | 6,278 | 1,281 | (497) | 784 | (805) | 6,257 |
| Cash management | 2,947 | 751 | $(1,200)$ | (449) | 78 | 2,576 |
| Legacy products | 32,133 | 1,155 | $(2,571)$ | $(1,416)$ | $(3,217)$ | 27,500 |
| Retail Products | 84,172 | 9,800 | $(9,476)$ | 324 | $(9,456)$ | 75,040 |
| Other retail | 1,340 | 75 | (120) | (45) | 71 | 1,366 |
| Australian retail | 85,512 | 9,875 | $(9,596)$ | 279 | $(9,385)$ | 76,406 |
| Wholesale | 54,746 | 9,827 | $(9,776)$ | 51 | $(2,421)$ | 52,376 |
| Property | 18,551 | 1,575 | (690) | 885 | 774 | 20,210 |
| Other | 3,528 | 95 | (97) | (2) | (278) | 3,248 |
| Domestically sourced | 162,337 | 21,372 | $(20,159)$ | 1,213 | $(11,310)$ | 152,240 |
| Internationally sourced | 37,497 | 7,610 | $(5,380)$ | 2,230 | $(6,997)$ | 32,730 |
| Total Wealth Management | 199,834 | 28,982 | $(25,539)$ | 3,443 | $(18,307)$ | 184,970 |


|  | Half Year Ended 31 December 2007 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

## International Financial Services

|  | Half Year Ended 31 December 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \mathbf{\$ M} \end{array}$ | Sovereign \$M | Other \$M | Total \$M |
| Net interest income |  |  |  |  |
| Other banking income |  |  |  |  |
| Total banking income |  |  |  |  |
| Funds management income |  |  |  |  |
| Insurance income |  |  |  |  |
| Total operating income |  |  |  |  |
| Operating expenses |  |  |  |  |
| Impairment expense |  |  |  |  |
| Net profit before tax |  |  |  |  |
| Corporate tax expense |  |  |  |  |
| Minority interests |  |  |  |  |
| Underlying profit after tax |  |  |  |  |
| Investment experience after tax |  |  |  |  |
| Cash net profit after tax |  |  |  |  |


|  | Half Year Ended 30 June 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \text { \$M } \end{array}$ | Sovereign \$M | Other \$M | Total \$M |
| Net interest income | 402 | - | 69 | 471 |
| Other banking income | 160 | - | 40 | 200 |
| Total banking income | 562 | - | 109 | 671 |
| Funds management income | 28 | - | (2) | 26 |
| Insurance income | - | 107 | 25 | 132 |
| Total operating income | 590 | 107 | 132 | 829 |
| Operating expenses | 260 | 75 | 78 | 413 |
| Impairment expense | 28 | - | 3 | 31 |
| Net profit before tax | 302 | 32 | 51 | 385 |
| Corporate tax expense | 99 | (4) | 3 | 98 |
| Minority interests | - | - | 1 | 1 |
| Underlying profit after tax | 203 | 36 | 47 | 286 |
| Investment experience after tax | - | 17 | (11) | 6 |
| Cash net profit after tax | 203 | 53 | 36 | 292 |


|  | Half Year Ended 31 December 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \mathbf{\$ M} \\ \hline \end{array}$ | Sovereign \$M | Other \$M | Total \$M |
| Net interest income | 382 | - | 51 | 433 |
| Other banking income | 157 | - | 26 | 183 |
| Total banking income | 539 | - | 77 | 616 |
| Funds management income | 29 | - | (7) | 22 |
| Insurance income | - | 108 | 12 | 120 |
| Total operating income | 568 | 108 | 82 | 758 |
| Operating expenses | 282 | 75 | 54 | 411 |
| Impairment expense | 6 | - | 6 | 12 |
| Net profit before tax | 280 | 33 | 22 | 335 |
| Corporate tax expense | 77 | (2) | (10) | 65 |
| Minority interests | - | - | 1 | 1 |
| Underlying profit after tax | 203 | 35 | 31 | 269 |
| Investment experience after tax | - | 8 | 12 | 20 |
| Cash net profit after tax | 203 | 43 | 43 | 289 |


| Major Balance Sheet Items (gross of impairment) | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \mathbf{S M} \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { SM } \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs Dec 07 \% |
| Home lending |  | 28,347 | 29,723 |  |  |
| Assets at fair value through Income Statement |  | 5,186 | 7,333 |  |  |
| Other lending assets |  | 12,328 | 11,088 |  |  |
| Non-lending interest earning assets |  | 1,654 | 1,803 |  |  |
| Other assets |  | 4,119 | 4,428 |  |  |
| Total assets |  | 51,634 | 54,375 |  |  |
| Debt issues |  | 3,556 | 2,473 |  |  |
| Deposits |  | 22,810 | 23,971 |  |  |
| Liabilities at fair value through Income Statement |  | 12,592 | 18,724 |  |  |
| Other liabilities |  | 3,792 | 4,340 |  |  |
| Total liabilities |  | 42,750 | 49,508 |  |  |

## Balance Sheet

| Assets |  |  |
| :--- | ---: | ---: |
| ASB Bank | 46,958 | 49,434 |
| Other | 4,676 | 4,941 |
| Total assets | 51,634 | 54,375 |
|  |  |  |
| Liabilities |  |  |
| ASB Bank | 39,231 | 45,542 |
| Other | 3,519 | 3,966 |
| Total liabilities | 42,750 | 49,508 |


|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
| Sources of Profit from Insurance Activities | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |  |
| $\mathbf{S M}$ | $\mathbf{S M}$ | 31/12/07 <br> SM |  |
| The Margin on Services profit from ordinary activities after |  |  |  |
| income tax is represented by: |  |  |  |
| Planned profit margin |  | 38 | 38 |
| Experience variations | 10 | 1 |  |
| Operating margins | 48 | 39 |  |
| Investment experience after tax |  | 9 | 32 |
| Cash net profit after tax |  | 57 | 71 |


|  | Half $\mathbf{Y e a r}$ Ended |  |  |
| :--- | ---: | ---: | ---: |
|  |  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| New Zealand - Funds Under Administration | $\mathbf{3 1 / 1 / 2 / 0 7}$ |  |  |
| SM | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |
| Opening balance |  | 7,868 | 8,261 |
| Inflows |  | 1,332 | 1,050 |
| Outflows |  | $(1,837)$ | $(1,068)$ |
| Net Flows | $(505)$ | $(18)$ |  |
| Investment income and Other |  | $(1,028)$ | $(375)$ |
| Closing balance | 6,335 | 7,868 |  |


|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
| New Zealand - Annual Inforce Premiums | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
| Opening balance | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Sales/New Business | 392 | 379 |  |
| Lapses | 25 | 29 |  |
| Other movements | $(9)$ | $(5)$ |  |
| Closing balance | $(37)$ | $(11)$ |  |

## BankWest

|  | As at <br> Major Balance Sheet Items (gross of impairment) |
| :--- | ---: |
| Home lending | $\mathbf{3 1 / 1 2 / 0 8}$ |
| Other lending assets |  |
| Assets at fair value through Income Statement |  |
| Other assets |  |
| Total assets |  |
| Deposits |  |
| Debt Issues |  |
| Due to other financial institutions |  |
| Other liabilities | Total liabilities |

Half Year Ended 31 December 2008
Corporate Eliminations/
Centre Unallocated Total \$M \$M \$M

Net interest income
Other banking income
Total banking income
Funds management income
Insurance income
Total operating income
Operating expenses
Impairment expense
Net profit before tax
Corporate tax expense
Minority interests
Underlying profit after tax
Investment experience after tax
Cash net profit after tax

|  | Half Year Ended 30 June 2008 |  |  |
| :---: | :---: | :---: | :---: |
|  | Corporate Centre \$M | Eliminations/ Unallocated \$M | Total \$M |
| Net interest income | 157 | (70) | 87 |
| Other banking income | 36 | (42) | (6) |
| Total banking income | 193 | (112) | 81 |
| Funds management income | - | 13 | 13 |
| Insurance income | - | 11 | 11 |
| Total operating income | 193 | (88) | 105 |
| Operating expenses | 47 | - | 47 |
| Impairment expense | - | 125 | 125 |
| Net profit before tax | 146 | (213) | (67) |
| Corporate tax expense | 46 | (113) | (67) |
| Minority interests | - | 15 | 15 |
| Underlying profit after tax | 100 | (115) | (15) |
| Investment experience after tax | - | 7 | 7 |
| Cash net profit after tax | 100 | (108) | (8) |


|  | Half Year Ended 31 December 2007 |  |  |
| :---: | :---: | :---: | :---: |
|  | Corporate Centre \$M | Eliminations/ Unallocated \$M | Total \$M |
| Net interest income | 131 | (66) | 65 |
| Other banking income | (48) | 20 | (28) |
| Total banking income | 83 | (46) | 37 |
| Funds management income |  | 13 | 13 |
| Insurance income | - | 12 | 12 |
| Total operating income | 83 | (21) | 62 |
| Operating expenses | 17 | - | 17 |
| Impairment expense | - | 5 | 5 |
| Net profit before tax | 66 | (26) | 40 |
| Corporate tax expense | 28 | (16) | 12 |
| Minority interests | - | 14 | 14 |
| Underlying profit after tax | 38 | (24) | 14 |
| Investment experience after tax | - | 6 | 6 |
| Cash net profit after tax | 38 | (18) | 20 |

## Investment Experience

| Investment Experience | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs Dec 07 \% |
| Wealth Management |  | (77) | 3 |  |  |
| International Financial Services |  | , | 24 |  |  |
| Eliminations |  | 17 | 15 |  |  |
| Investment experience before tax |  | (59) | 42 |  |  |
| Corporate tax expense |  | (18) | 14 |  |  |
| Investment experience after tax |  | (41) | 28 |  |  |

## Consolidated Income Statement

For the half year ended 31 December 2008

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 |  | $\begin{array}{r} 30 / 06 / 08 \\ \$ \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \\ \hline \end{array}$ |
|  | Note | \$M |  |  |
| Interest income | 2 |  | 15,453 | 13,781 |
| Interest expense |  |  | 11,445 | 9,882 |
| Net interest income |  |  | 4,008 | 3,899 |
| Other operating income |  |  | 2,014 | 1,545 |
| Net banking operating income |  |  | 6,022 | 5,444 |
| Funds management income | 2 |  | 1,231 | 1,138 |
| Investment revenue |  |  | (845) | 320 |
| Claims and policyholder liability expense |  |  | 824 | (305) |
| Net funds management operating income |  |  | 1,210 | 1,153 |
| Premiums from insurance contracts | 2 |  | 712 | 661 |
| Investment revenue |  |  | (237) | 210 |
| Claims and policyholder liability expense from insurance contracts |  |  | (182) | (424) |
| Insurance margin on services operating income |  |  | 293 | 447 |
| Total net operating income |  |  | 7,525 | 7,044 |
| Provisional gain on acquisition of controlled entities |  |  | - | - |
| Impairment expense | 6 |  | 597 | 333 |
| Operating expenses | 3 |  | 4,020 | 3,378 |
| Defined benefit superannuation plan (expense)/income |  |  | 20 | (6) |
| Net profit before income tax |  |  | 2,928 | 3,327 |
| Corporate tax expense | 4 |  | 643 | 905 |
| Policyholder tax expense/(benefit) | 4 |  | (151) | 36 |
| Net profit after income tax |  |  | 2,436 | 2,386 |
| Minority interests |  |  | (16) | (15) |
| Net profit attributable to Equity holders of the Bank |  |  | 2,420 | 2,371 |


|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 |
|  | Cents per share |  |  |
| Earnings per share: |  |  |  |
| Statutory basic |  | 182. 6 | 180.4 |
| Statutory diluted |  | 175. 6 | 177.7 |
| Dividends per share attributable to shareholders of the Bank: |  |  |  |
| Ordinary shares |  | 153 | 113 |
| Trust preferred securities (TPS) - issued 8 March 2006 |  | 3,284 | 3,566 |

Financial Statements continued

## Consolidated Balance Sheet

As at 31 December 2008


| Liabilities | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 |  | 30/06/08 | 31/12/07 |
|  | Note | \$M | \$M | \$M |
| Deposits and other public borrowings | 7 |  | 263,706 | 253,107 |
| Payables due to other financial institutions |  |  | 17,672 | 17,972 |
| Liabilities at fair value through Income Statement |  |  | 15,526 | 17,439 |
| Derivative liabilities |  |  | 19,541 | 15,507 |
| Bank acceptances |  |  | 18,278 | 19,805 |
| Current tax liabilities |  |  | 768 | 584 |
| Deferred tax liabilities |  |  | 266 | 848 |
| Other provisions |  |  | 1,174 | 875 |
| Insurance policy liabilities |  |  | 18,495 | 20,671 |
| Debt issues |  |  | 85,817 | 81,468 |
| Managed funds units on issue |  |  | 1,109 | 185 |
| Bills payable and other liabilities |  |  | 7,524 | 6,453 |
|  |  |  | 449,876 | 434,914 |
| Loan capital |  |  | 11,559 | 12,112 |
| Total liabilities |  |  | 461,435 | 447,026 |
| Net assets |  |  | 26,137 | 25,638 |


| Shareholders' Equity | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 |  | 30/06/08 | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ |
|  | Note | \$M | \$M |  |
| Share capital: |  |  |  |  |
| Ordinary share capital | 9 |  | 15,727 | 15,356 |
| Other equity instruments | 9 |  | 939 | 939 |
| Reserves | 9 |  | 1,206 | 1,673 |
| Retained profits | 9 |  | 7,747 | 7,159 |
| Shareholders' equity attributable to Equity holders of the Bank |  |  | 25,619 | 25,127 |
| Minority interests: |  |  |  |  |
| Controlled entities |  |  | 518 | 511 |
| Total Shareholders' equity |  |  | 26,137 | 25,638 |

## Consolidated Statement of Recognised Income and Expense

For the half year ended 31 December 2008

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathbf{\$ M} \end{array}$ |
| Actuarial gains and losses from defined benefit superannuation plans |  | (280) | 40 |
| Gains and losses on cash flow hedging instruments: |  |  |  |
| Recognised in equity |  | 9 | 413 |
| Transferred to the Income Statement |  | (211) | (362) |
| Gains and losses on available-for-sale investments: |  |  |  |
| Recognised in equity |  | 330 | (68) |
| Transferred to the Income Statement on disposal |  | (312) | - |
| Revaluation of properties |  | 20 | - |
| Exchange differences on translation of foreign operations |  | (543) | (105) |
| Income tax on items transferred directly to/from equity: |  |  |  |
| Foreign Currency Translation Reserve |  | 49 | 4 |
| Available-for-sale investments revaluation reserve |  | 13 | 31 |
| Revaluation of properties |  | (5) | 1 |
| Cash flow hedge reserve |  | 66 | (14) |
| Net income/(expense) recognised directly in equity |  | (864) | (60) |
| Profit for the period |  | 2,436 | 2,386 |
| Total net income recognised for the period |  | 1,572 | 2,326 |
| Attributable to: |  |  |  |
| Equity holders of the Bank |  | 1,556 | 2,311 |
| Minority interests |  | 16 | 15 |
| Total net income recognised for the period |  | 1,572 | 2,326 |

Financial Statements continued

## Consolidated Statement of Cash Flows

| For the half year ended 31 December 2008 | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 |  | 30/06/08 | 31/12/07 |
|  | Note | \$M | \$M | \$M |
| Cash flows from operating activities |  |  |  |  |
| Interest received |  |  | 16,008 | 13,456 |
| Interest paid |  |  | $(11,661)$ | $(9,125)$ |
| Other operating income received |  |  | 2,854 | 2,460 |
| Expenses paid |  |  | $(3,516)$ | $(3,366)$ |
| Income taxes paid |  |  | (687) | $(1,218)$ |
| Net (increase)/decrease in assets at fair value through Income Statement (excluding life insurance) |  |  | 4,146 | $(5,136)$ |
| Net increase/(decrease) in liabilities at fair value through Income Statement |  |  |  |  |
| Life insurance: |  |  |  |  |
| Investment income |  |  | 106 | 403 |
| Premiums received |  |  | 1,130 | 1,174 |
| Policy payments |  |  | $(1,645)$ | $(2,144)$ |
| Other liabilities at fair value through Income Statement |  |  | 184 | 626 |
| Cash flows from operating activities before changes in operating assets and liabilities |  |  | 6,919 | $(2,870)$ |
| Changes in operating assets and liabilities arising from cash flow movements |  |  |  |  |
| Movement in available-for-sale investments: |  |  |  |  |
| Purchases |  |  | $(16,357)$ | $(18,756)$ |
| Proceeds from sale |  |  | 442 | 168 |
| Proceeds at or close to maturity |  |  | 14,463 | 17,511 |
| Lodgement of deposits with regulatory authorities |  |  | 40 | (27) |
| Net (increase) in loans, advances and other receivables |  |  | $(25,751)$ | $(25,819)$ |
| Net (increase)/decrease in receivables due from other financial institutions not at call |  |  | 1,045 | $(3,666)$ |
| Net decrease/(increase) in securities purchased under agreements to resell |  |  | (676) | 1,310 |
| Life insurance business: |  |  |  |  |
| Purchase of insurance assets at fair value through Income Statement |  |  | $(3,111)$ | $(5,608)$ |
| Proceeds from sale/maturity of insurance assets at fair value through Income Statement |  |  | 4,452 | 6,707 |
| Net increase in deposits and other public borrowings |  |  | 17,513 | 32,090 |
| Net proceeds from issuance of debt securities |  |  | 3,083 | $(7,899)$ |
| Net increase/(decrease) in payables due to other financial institutions not at call |  |  | 1,259 | 3,227 |
| Net (decrease)/increase in securities sold under agreements to repurchase |  |  | $(1,756)$ | (8) |
| Changes in operating assets and liabilities arising from cash flow movements |  |  | $(5,354)$ | (770) |
| Net cash (used in)/provided by operating activities | 10 (a) |  | 1,565 | $(3,640)$ |
| Cash flows from investing activities |  |  |  |  |
| Payment for acquisition of controlled entities | 10 (e) |  | - | (241) |
| Proceeds from disposal of controlled entities |  |  | 2 | - |
| Dividends received |  |  | 38 | 1 |
| Proceeds from sale of property, plant and equipment |  |  | 9 | 5 |
| Purchases of property, plant and equipment |  |  | (295) | (187) |
| Payment for acquisition of investments in associates/joint ventures |  |  | - | - |
| Sales and (purchases) of assets held for sale |  |  | 651 | 115 |
| Purchases of intangible assets |  |  | (155) | (71) |
| Net (increase)/decrease in other assets |  |  | 138 | (162) |
| Net cash (used in)/provided by investing activities |  |  | 388 | (540) |

Consolidated Statement of Cash Flows (continued)

| For the half year ended 31 December 2008 | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 |  | 30/06/08 | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ |
|  | Note | \$M | \$M |  |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from issue of shares (net of costs) |  |  | - | 3 |
| Dividends paid (excluding Dividend Reinvestment Plan) |  |  | $(1,099)$ | $(1,252)$ |
| Net movement in other liabilities |  |  | 647 | (94) |
| Net (purchase)/sale of treasury shares |  |  | (30) | 21 |
| Issue of loan capital |  |  | - | 2,091 |
| Redemption of loan capital |  |  | (7) | - |
| Other |  |  | 426 | (298) |
| Net cash provided by/(used in) financing activities |  |  | (63) | 471 |
| Net (decrease)/increase in cash and cash equivalents |  |  | 1,890 | $(3,709)$ |
| Cash and cash equivalents at beginning of period |  |  | 375 | 4,084 |
| Cash and cash equivalents at end of period | 10 (b) |  | 2,265 | 375 |

Notes to the Financial Statements

## Note 2 Income from Ordinary Activities

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 |
|  | \$M | \$M | \$M |
| Banking |  |  |  |
| Interest income |  | 15,453 | 13,781 |
| Fees and commissions |  | 1,426 | 1,377 |
| Trading income |  | 346 | 200 |
| Net gains/(losses) on disposal of available-for-sale investments |  | 310 | (1) |
| Net losses on disposal of non-trading instruments |  | (1) |  |
| Net hedging ineffectiveness |  | (44) | (14) |
| Net (losses)/gains on other financial instruments: |  |  |  |
| Fair value through Income Statement |  | (21) | 12 |
| Reclassification of net interest on swaps |  | (101) | (164) |
| Non-trading derivatives |  | 19 | 18 |
| Dividends |  | 38 | 1 |
| Net (losses) on sale of property, plant and equipment |  | (8) | (7) |
| Other income |  | 50 | 123 |
|  |  | 17,467 | 15,326 |


| Funds Management, Investment contract and Insurance contract revenue |  |  |
| :--- | ---: | ---: |
| Funds management and investment contract income including premiums | 1,231 | 1,138 |
| Insurance contract premiums and related income | 712 | 661 |
| Funds management claims and policy holder liability revenue | 824 | - |
| Investment income | - | 530 |
| Total income from ordinary activities | 2,767 | 2,329 |

## Note 3 Operating Expenses

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { 31/12/08 } \\ \$ M \end{array}$ | 30/06/08 \$M | 31/12/07 |
| Staff expenses |  |  |  |
| Salaries and wages |  | 1,592 | 1,505 |
| Share-based compensation |  | 57 | 49 |
| Superannuation contributions |  | 10 | 4 |
| Provisions for employee entitlements |  | 44 | 46 |
| Payroll tax |  | 77 | 85 |
| Fringe benefits tax |  | 16 | 16 |
| Other staff expenses |  | 85 | 75 |
| Total staff expenses |  | 1,881 | 1,780 |
| Occupancy and equipment expenses |  |  |  |
| Operating lease rentals |  | 203 | 200 |
| Depreciation: |  |  |  |
| Buildings |  | 14 | 13 |
| Leasehold improvements |  | 33 | 30 |
| Equipment |  | 43 | 41 |
| Operating lease assets |  | 11 | 9 |
| Repairs and maintenance |  | 45 | 36 |
| Other |  | 45 | 44 |
| Total occupancy and equipment expenses |  | 394 | 373 |
| Information technology services |  |  |  |
| Application maintenance and development |  | 103 | 121 |
| Data processing |  | 95 | 100 |
| Desktop |  | 58 | 56 |
| Communications |  | 92 | 82 |
| Amortisation of software assets |  | 46 | 42 |
| IT equipment depreciation |  | 16 | 15 |
| Total information technology services |  | 410 | 416 |
| Other expenses |  |  |  |
| Postage |  | 60 | 59 |
| Stationery |  | 49 | 49 |
| Fees and commissions: |  |  |  |
| Fees payable on trust and other fiduciary activities |  | 281 | 257 |
| Other |  | 147 | 133 |
| Advertising, marketing and loyalty |  | 188 | 160 |
| Amortisation of other intangible assets (excluding software) |  | 11 | 4 |
| Non-lending losses |  | 46 | 32 |
| Other |  | 176 | 115 |
| Total other expenses |  | 958 | 809 |
| Investment and restructuring |  |  |  |
| Write-down of leasehold improvements |  | 18 | - |
| Write-down of software |  | 77 | - |
| Other provisions |  | 282 | - |
| Total investment and restructuring |  | 377 | - |
| Total operating expenses |  | 4,020 | 3,378 |

Notes to the Financial Statements continued

## Note 4 Income Tax Expense

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 \$M | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ |
| Profit from ordinary activities before Income Tax |  |  |  |
| Retail Banking Services |  | 1,297 | 1,390 |
| Premium Business Services |  | 930 | 953 |
| Wealth Management |  | 431 | 560 |
| International Financial Services |  | 372 | 395 |
| Other |  | (102) | 29 |
| Net profit before income tax |  | 2,928 | 3,327 |
| Prima Facie Income Tax at 30\% |  |  |  |
| Retail Banking Services |  | 389 | 417 |
| Premium Business Services |  | 279 | 286 |
| Wealth Management |  | 129 | 168 |
| International Financial Services |  | 112 | 119 |
| Other |  | (30) | 8 |
|  |  | 879 | 998 |
| Tax effect of non-deductible expenses/non-assessable income in determining taxable profit: |  |  |  |
| Current period |  |  |  |
| Taxation offsets and other dividend adjustments |  | (23) | (42) |
| Tax adjustment referable to policyholder income |  | (107) | 26 |
| Tax losses recognised |  | (89) | - |
| Difference in overseas tax rates |  | (17) | (18) |
| Offshore banking unit |  | (7) | (9) |
| Other |  | (39) | 3 |
|  |  | (282) | (40) |
| Prior periods |  |  |  |
| Other |  | (105) | (17) |
| Total income tax expense |  | 492 | 941 |
| Income Tax Attributable to Profit from Ordinary Activities |  |  |  |
| Retail Banking Services |  | 390 | 415 |
| Premium Business Services |  | 161 | 247 |
| Wealth Management |  | 159 | 159 |
| International Financial Services |  | 93 | 75 |
| Other |  | (160) | 9 |
| Corporate tax expense |  | 643 | 905 |
| Policyholder tax expense |  | (151) | 36 |
| Total income tax expense |  | 492 | 941 |
| Effective Tax Rate |  | \% | \% |
| Total - corporate |  | 20.9 | 27.5 |
| Retail Banking Services - corporate |  | 30. 1 | 29.9 |
| Premium Business Services - corporate |  | 17.3 | 25. 9 |
| Wealth Management - corporate |  | 27.6 | 29.5 |
| International Financial Services - corporate |  | 24.5 | 19.7 |

## Note 5 Loans, Advances and Other Receivables

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 SM | $\begin{array}{r} \text { 31/12/07 } \\ \text { \$M } \end{array}$ |
| Australia |  |  |  |
| Overdrafts |  | 20,047 | 18,973 |
| Housing loans (including securitisation) |  | 186,926 | 173,269 |
| Credit card outstandings |  | 7,555 | 7,370 |
| Lease financing |  | 4,239 | 3,839 |
| Bills discounted |  | 5,868 | 3,713 |
| Term loans |  | 83,431 | 82,579 |
| Other lending |  | 1,076 | 675 |
| Other securities |  | 13 | 5 |
| Total Australia |  | 309,155 | 290,423 |
| Overseas |  |  |  |
| Overdrafts |  | 716 | 775 |
| Housing loans |  | 28,817 | 30,616 |
| Credit card outstandings |  | 538 | 594 |
| Lease financing |  | 563 | 508 |
| Term loans |  | 23,916 | 21,905 |
| Redeemable preference share financing |  | 1,194 | 1,194 |
| Other lending |  | 25 | 51 |
| Other securities |  | 300 | 442 |
| Total Overseas |  | 56,069 | 56,085 |
| Gross loans, advances and other receivables |  | 365,224 | 346,508 |


| Less: |  |
| :--- | ---: |
| Provisions for loan impairment: | $(1,434)$ |
| Collective provision | $(279)$ |
| Individually assessed provisions | $(1,163)$ |
| Unearned income: | $(189)$ |
| Term loans | $(1,047)$ |
| Lease financing | $(3,92)$ |
| Net loans, advances and other receivables | $361,282)$ |

Notes to the Financial Statements continued

Note 6 Provisions for Impairment and Asset Quality

|  | As at 31 December 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Housing Loans \$M | Other Personal \$M | Asset Financing \$M | Other Commercial Industrial \$M | Total \$M |
| Loans and Advances which were neither Past Due nor Impaired <br> Investment Grade <br> Pass Grade <br> Weak |  |  |  |  |  |
| Total loans and advances which were neither past due nor impaired |  |  |  |  |  |
| Loans and Advances which were Past Due but not Impaired <br> Past due 1-29 days <br> Past due 30-59 days <br> Past due 60-89 days <br> Past due 90-179 days <br> Past due 180 days or more |  |  |  |  |  |
| Total loans and advances past due but not impaired |  |  |  |  |  |


|  | As at 30 June 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Housing Loans \$M | Other Personal \$M | Asset Financing \$M | Other Commercial Industrial \$M | Total \$M |
| Loans and Advances which were neither Past Due nor Impaired |  |  |  |  |  |
| Investment Grade | 156,110 | 2,631 | - | 70,886 | 229,627 |
| Pass Grade | 47,432 | 13,764 | 8,028 | 45,996 | 115,220 |
| Weak | 6,017 | 2,200 | - | 2,532 | 10,749 |
| Total loans and advances which were neither past due nor impaired | 209,559 | 18,595 | 8,028 | 119,414 | 355,596 |
| Loans and Advances which were Past Due but not Impaired |  |  |  |  |  |
| Past due 1-29 days | 3,676 | 746 | 233 | 1,087 | 5,742 |
| Past due 30-59 days | 1,034 | 192 | 77 | 146 | 1,449 |
| Past due 60-89 days | 433 | 90 | 27 | 92 | 642 |
| Past due 90-179 days | 497 | 109 | 21 | 73 | 700 |
| Past due 180 days or more | 349 | 15 | 1 | 47 | 412 |
| Total loans and advances past due but not impaired | 5,989 | 1,152 | 359 | 1,445 | 8,945 |


|  |  | As at 31 December 2007 |
| :--- | ---: | ---: | ---: | ---: | ---: |

## Note 6 Provisions for Impairment and Asset Quality (continued)

|  | Half Year Ended |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| $\mathbf{\$ M}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |  |
| Movement in Impaired Asset Balances |  |  |
| Gross impaired assets - opening balance |  |  |
| New and increased | 562 | 4. |
| Acquisitions | 538 | 566 |
| Balances written off | - | - |
| Returned to performing or repaid | $(246)$ | $(224)$ |
| Gross impaired assets - closing balance | $(171)$ | $(201)$ |


|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { SM } \end{array}$ | 30/06/08 | 31/12/07 |
| Impaired Assets by Size of Loan |  |  |  |
| Less than \$1 million |  | 228 | 205 |
| \$1 million to \$10 million |  | 199 | 143 |
| Greater than \$10 million |  | 256 | 214 |
| Gross impaired assets |  | 683 | 562 |
| Less individually assessed provisions for impairment |  | (279) | (189) |
| Total net impaired assets |  | 404 | 373 |


|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 7 |
|  | \% | \% | \% |
| Asset Quality Ratios |  |  |  |
| Gross impaired assets as a percentage of gross loans and acceptances |  | 0. 18 | 0. 15 |
| Loans and advances 90 or more days past due but not impaired as a ratio of gross loans and acceptances |  | 0. 29 | 0. 23 |

## Notes to the Financial Statements continued

Note 6 Provisions for Impairment and Asset Quality (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 2008 \\ \text { \$M } \end{array}$ | 30/06/08 \$M | 31/12/07 \$M |
| Provisions for impairment losses |  |  |  |
| Collective provision |  |  |  |
| Opening balance |  | 1,191 | 1,156 |
| Acquisitions |  | - | - |
| Collective provision funding |  | 437 | 190 |
| Impairment losses written off |  | (189) | (192) |
| Impairment losses recovered |  | 37 | 40 |
| Adjustments for foreign exchange movements and other items |  | (10) | (3) |
| Closing balance |  | 1,466 | 1,191 |
| Individually assessed provisions |  |  |  |
| Opening balance |  | 189 | 100 |
| Acquisitions |  | - | - |
| New and increased provisioning |  | 183 | 153 |
| Write-back of provisions no longer required |  | (23) | (10) |
| Discount unwind to interest income |  | (5) | (4) |
| Adjustments for foreign exchange movements and other items |  | 8 | (1) |
| Impairment losses written off |  | (73) | (49) |
| Closing balance |  | 279 | 189 |
| Total provisions for impairment losses |  | 1,745 | 1,380 |
| Less: Off balance sheet provisions |  | (32) | (28) |
| Total provisions for loan impairment |  | 1,713 | 1,352 |
|  |  |  |  |
|  | 31/12/2008 | 30/06/08 | 31/12/07 |
|  | \% | \% | \% |
| Provision Ratios |  |  |  |
| Collective provision as a \% of gross loans and acceptances |  | 0.38 | 0.33 |
| Collective provision as a \% of risk weighted assets - Basel II |  | 0.71 | 0. 60 |
| Individually assessed provisions as a \% of gross impaired assets |  | 40.8 | 33.6 |
| Total provisions for impairment losses as a \% of gross impaired assets |  | 255.5 | 245.6 |
| Total provisions for impairment losses as a \% of gross loans and acceptances |  | 0. 46 | 0. 38 |


|  |  | Half Year Ended |
| :--- | ---: | ---: |
| Impairment Expense | $\mathbf{3 1 / 1 2 / 2 0 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| Loan Impairment Expense | $\mathbf{\$ M}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
| Collective provision funding |  |  |
| New individually assessed provisions |  |  |
| Write-back of individually assessed provisions |  |  |
| Total loan impairment expense | 183 |  |
| Available-for-sale impairment expense | $(23)$ | 190 |
| Total impairment expense | 597 | $(10)$ |

## Note 7 Deposits and Other Public Borrowings

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Certificates of deposit |  | 36,981 | 37,292 |
| Term deposits |  | 71,637 | 58,023 |
| On demand and short term deposits |  | 117,712 | 117,045 |
| Deposits not bearing interest |  | 6,142 | 6,328 |
| Securities sold under agreements to repurchase |  | 1,462 | 2,433 |
| Total Australia |  | 233,934 | 221,121 |
|  |  |  |  |
| Overseas |  |  |  |
| Certificates of deposit |  | 4,139 | 3,250 |
| Term deposits |  | 15,687 | 16,895 |
| On demand and short term deposits |  | 8,351 | 9,235 |
| Deposits not bearing interest |  | 1,468 | 1,693 |
| Securities sold under agreements to repurchase |  | 127 | 913 |
| Total Overseas |  | 29,772 | 31,986 |
| Total deposits and other public borrowings |  | 263,706 | 253,107 |

Notes to the Financial Statements continued

## Note 8 Financial Reporting by Segments

| Business Segment Information Income Statement | Half Year Ended 31 December 2008 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail Banking Services \$M | Premium <br> Business <br> Services <br> \$M | Wealth Management \$M | ernational Financial Services \$M | BankWest \$M | Other \$M | Total \$M |
| Interest income <br> Insurance premium and related revenue |  |  |  |  |  |  |  |
| Other income |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |

Equity accounted earnings
Revenue from external customers
Revenue from other operating
segments
Interest expense

Segment result before income tax
Income tax expense
Segment result after income tax
Minority interests
Segment result after income tax
and minority interests
Less: Non-Cash items
Net profit after tax ("cash basis")
Non-Cash Expenses
Intangible asset amortisation
Impairment expense
Depreciation
Defined benefit superannuation
plan expense
Investment and restructuring
Other

## Balance Sheet

Total assets
Acquisition of property, plant \&
equipment, intangibles and other
non-current assets
Investments in associates
Total liabilities

| Business Segment Information | Half Year Ended 31 December 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail Banking Services \$M | Premium <br> Business <br> Services \$M | Wealth Management \$M | International Financial Services \$M | Other \$M | Total \$M |
| Interest income | 6,834 | 4,462 | - | 1,969 | 516 | 13,781 |
| Insurance premium and related revenue | - | - | 470 | 191 | - | 661 |
| Other income | 651 | 899 | 1,530 | 308 | (175) | 3,213 |
| Total revenue | 7,485 | 5,361 | 2,000 | 2,468 | 341 | 17,655 |
| Equity accounted earnings | - | - | 32 | 10 | 1 | 43 |
| Revenue from external customers | 7,434 | 5,000 | 1,999 | 2,457 | 722 | 17,612 |
| Revenue from other operating segments | 51 | 361 | (31) | 1 | (382) | - |
| Interest expense | 2,369 | 3,294 | 44 | 1,489 | 2,686 | 9,882 |
| Segment result before income tax Income tax expense | $\begin{gathered} 1,390 \\ (415) \end{gathered}$ | $\begin{gathered} 953 \\ (247) \\ \hline \end{gathered}$ | $\begin{gathered} 560 \\ (179) \\ \hline \end{gathered}$ | $\begin{gathered} 395 \\ (91) \\ \hline \end{gathered}$ | $29$ (9) | $\begin{array}{r} 3,327 \\ (941) \end{array}$ |
| Segment result after income tax | 975 | 706 | 381 | 304 | 20 | 2,386 |
| Minority interests | - | - | - | (1) | (14) | (15) |
| Segment result after income tax and minority interests | 975 | 706 | 381 | 303 | 6 | 2,371 |
| Less: Non-Cash items | - | (1) | (13) | 14 | (14) | (14) |
| Net profit after tax ("cash basis") | 975 | 707 | 394 | 289 | 20 | 2,385 |
| Non-Cash Expenses |  |  |  |  |  |  |
| Intangible asset amortisation | 9 | 23 | - | 6 | 8 | 46 |
| Impairment expense | 141 | 175 | - | 12 | 5 | 333 |
| Depreciation | 9 | 18 | 2 | 20 | 59 | 108 |
| Defined benefit superannuation plan expense | - | 2 | - | - | 4 | 6 |
| Investment and restructuring |  |  |  |  |  |  |
| Other | 14 | 8 | 6 | 4 | 14 | 46 |
| Balance Sheet |  |  |  |  |  |  |
| Total assets | 186,666 | 178,340 | 26,025 | 54,375 | 27,258 | 472,664 |
| Acquisition of property, plant \& equipment, intangibles and other non-current assets | 8 | 370 | 5 | 38 | 129 | 550 |
| Investments in associates | - | 1 | 717 | 153 | 1 | 872 |
| Total liabilities | 112,756 | 170,737 | 22,304 | 49,508 | 91,721 | 447,026 |

Notes to the Financial Statements continued

Note 8 Financial Reporting by Segments (continued)

| Geographical Segments | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 | 31/12/07 |  |  |
| Financial Performance | \$M | \% | \$M | \% |
| Revenue |  |  |  |  |
| Australia |  |  | 13,884 | 78.6 |
| New Zealand |  |  | 2,432 | 13.8 |
| Other countries |  |  | 1,339 | 7.6 |
|  |  |  | 17,655 | 100.0 |
| Non-current assets |  |  |  |  |
| Australia |  |  | 9,865 | 88.6 |
| New Zealand |  |  | 984 | 8. 8 |
| Other countries |  |  | 291 | 2. 6 |
|  |  |  | 11,140 | 100. 0 |

## Note 9 Detailed Consolidated Statement of Changes in Equity

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 \$M | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ |
| Equity Reconciliations |  |  |  |
| Ordinary Share Capital |  |  |  |
| Opening balance |  | 15,356 | 14,483 |
| Issue of shares |  |  | 141 |
| Dividend reinvestment plan |  | 400 | 709 |
| Exercise of executive options under employee share ownership schemes |  | - | 3 |
| (Purchase)/sale and vesting of treasury shares |  | (29) | 20 |
| Closing balance |  | 15,727 | 15,356 |
|  |  |  |  |
| Other Equity Instruments |  |  |  |
| Closing balance |  | 939 | 939 |
|  |  |  |  |
| Retained Profits |  |  |  |
| Opening balance |  | 7,159 | 6,367 |
| Loyalty program adjustment |  | - | (5) |
| Restated opening balance |  | 7,159 | 6,362 |
| Actuarial (losses)/gains from defined benefit superannuation plans |  | (280) | 40 |
| Realised gains and dividend income on treasury shares held within the Group's life |  |  |  |
| Transfers from general reserve for credit losses |  | - | 350 |
| Operating profit attributable to Equity holders of the Bank |  | 2,420 | 2,371 |
| Total available for appropriation |  | 9,316 | 9,132 |
| Transfers (to)/from general reserve |  | (75) | (10) |
| Interim dividend - cash component |  | $(1,087)$ | - |
| Interim dividend - dividend reinvestment plan |  | (400) | - |
| Final dividend - cash component |  | - | $(1,229)$ |
| Final dividend - dividend reinvestment plan |  | - | (709) |
| Other dividends |  | (7) | (25) |
| Closing balance |  | 7,747 | 7,159 |

Note 9 Detailed Consolidated Statement of Changes in Equity (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { SM } \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { SM } \end{array}$ |
| Reserves |  |  |  |
| General Reserve |  |  |  |
| Opening balance |  | 1,177 | 1,167 |
| Appropriation from/(to) retained profits |  | 75 | 10 |
| Closing balance |  | 1,252 | 1,177 |
| Capital Reserve |  |  |  |
| Opening balance |  | 292 | 287 |
| Reversal of revaluation surplus on sale of property |  | 1 | 5 |
| Closing balance |  | 293 | 292 |
| Asset Revaluation Reserve |  |  |  |
| Opening balance |  | 181 | 185 |
| Revaluation of properties |  | 20 | - |
| Transfers on sale of properties |  | (1) | (5) |
| Tax on revaluation of properties |  | (5) | 1 |
| Closing balance |  | 195 | 181 |
| Foreign Currency Translation Reserve |  |  |  |
| Opening balance |  | (301) | (200) |
| Currency translation adjustments of foreign operations |  | (506) | (49) |
| Currency translation on net investment hedge |  | (37) | (56) |
| Tax on translation adjustments |  | 36 | (13) |
| Tax on investment hedge movement |  | 13 | 17 |
| Closing balance |  | (795) | (301) |
| Cash Flow Hedge Reserve |  |  |  |
| Opening balance |  | 477 | 440 |
| Gains/(losses) on cash flow hedging instruments: |  |  |  |
| Recognised in equity |  | 9 | 413 |
| Transferred to the Income Statement |  |  |  |
| Interest income |  | 21 | 67 |
| Interest expense |  | (232) | (429) |
| Tax on cash flow hedging instruments |  | 66 | (14) |
| Closing balance |  | 341 | 477 |
| Employee Compensation Reserve |  |  |  |
| Opening balance |  | (81) | (51) |
| Current period movement |  | 42 | (30) |
| Closing balance |  | (39) | (81) |
| General Reserve for Credit Losses |  |  |  |
| Opening balance |  | - | 350 |
| Appropriation to retained profits |  | - | (350) |
| Closing balance |  | - | - |
| Available-for-Sale Investments Reserve |  |  |  |
| Opening balance |  | (72) | (35) |
| Net gains and (losses) on available-for-sale investments |  | 330 | (68) |
| Net gains and (losses) on available-for-sale investments transferred to the Income |  |  |  |
| Statement on disposal |  | (312) | - |
| Tax on available-for-sale investments |  | 13 | 31 |
| Closing balance |  | (41) | (72) |
| Total Reserves |  | 1,206 | 1,673 |
| Shareholders' equity attributable to Equity holders of the Bank |  | 25,619 | 25,127 |
| Shareholders' equity attributable to Minority Interests |  | 518 | 511 |
| Total Shareholders' Equity |  | 26,137 | 25,638 |

## Notes to the Financial Statements continued

## Note 10 Notes to the Statement of Cash Flows

(a) Reconciliation of Net Profit after Income Tax to Net Cash provided by/(used in) Operating Activities

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 \$M | 31/12/07 \$M |
| Net profit after income tax |  | 2,436 | 2,386 |
| Net (Increase)/decrease in interest receivable |  | 464 | (277) |
| Increase/(decrease) in interest payable |  | (200) | 649 |
| Net (increase)/decrease in assets at fair value through Income Statement (excluding life insurance) |  | 3,085 | $(2,889)$ |
| Net (gain)/loss on sale of investments |  | (1) |  |
| Net (increase)/decrease in derivative assets |  | $(2,618)$ | $(2,841)$ |
| Net loss/(gain) on sale of property plant and equipment |  | 6 | 9 |
| Net (gain)/loss on sale of Visa Intial Public Offering |  | (127) | - |
| Equity accounting profit |  | (28) | (11) |
| Provisional gain on acquisition of controlled entities |  | - | - |
| Loan impairment expense |  | 597 | 333 |
| Depreciation and amortisation (including asset write downs) |  | 269 | 154 |
| (Decrease)/increase in liabilities at fair value through Income Statement (excluding life insurance) |  | (883) | (1) |
| Increase/(decrease) in derivative liabilities |  | 4,279 | 343 |
| (Decrease)/increase in other provisions |  | 299 | (3) |
| (Decrease)/increase in income taxes payable |  | 277 | (248) |
| (Decrease)/increase in deferred income taxes payable |  | (432) | (211) |
| Decrease/(increase) in deferred tax assets |  | (8) | 186 |
| Increase/(decrease) in accrued fees/reimbursements receivable |  | (112) | (41) |
| Increase/(decrease) in accrued fees and other items payable |  | 125 | (700) |
| Net Increase/(decrease) in life insurance contract policy liabilities |  | 1 | 183 |
| Increase in cash flow hedge reserve |  | (202) | 52 |
| Changes in operating assets and liabilities arising from cash flow movements |  | $(5,354)$ | (770) |
| Other |  | (308) | 57 |
| Net cash (used in)/ provided by operating activities |  | 1,565 | $(3,640)$ |

(b) Reconciliation of Cash

|  | Half Year Ended |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| $\mathbf{S M}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |  |
| $\mathbf{S M}$ |  |  |
| Notes, coins and cash at bank | 2,476 |  |
| Other short term liquid assets | 1,309 | 3,399 |
| Receivables due from other financial institutions - at call | 3,357 |  |
| Payables due to other financial institutions - at call | 2,670 |  |
| Cash and cash equivalents at end of half year | $(4,877)$ | $(6,403)$ |

(c) Disposal of Controlled Entities

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/2008 | 30/06/2008 | 31/12/2007 |
|  | \$M | \$M | \$M |
| Other assets |  | 1 | - |
| Profit on sale |  | 1 | - |
| Net cash inflow on disposal |  | 2 | - |

## Note 10 Notes to the Statement of Cash Flows (continued)

(d) Non-cash financing and investing activities

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 |
|  | \$M | \$M | \$M |
| Shares issued under the Dividend Reinvestment Plan |  | 400 | 709 |

(e) Acquisition of controlled entities

|  |  | As at time of acquisition |
| :--- | ---: | ---: | ---: | ---: |

## Note 11 Assets Held for Sale

## Note 12 Events after the end of the Financial Period

## Note 13 Contingent Liabilities

## Notes to the Financial Statements continued

## Note 14 Acquisition of Controlled Entities

Details of net assets acquired and the discount arising on acquisition are as follows:
Purchase consideration

Cash paid
Direct costs relating to the acquisition
Total purchase consideration
Provisional fair value of net identifiable assets acquired (see below)
Less: preference share replacement
Provisional gain on acquisition

## Cash and liquid assets

Receivables due from other financial institutions
Assets at fair value through Income Statement:
Trading
Insurance
Other
Derivative assets
Available-for-sale investments
Loans, advances and other receivables
Property, plant and equipment
Intangible assets
Deferred tax assets
Other assets
Total assets
Deposits and other public borrowings
Payables due to other financial institutions
Liabilities at fair value through Income Statement
Derivative liabilities
Current tax liabilities
Deferred tax liabilities
Other provisions
Insurance policy liabilities
Debt issues
Managed fund units on issue
Bills payable and other liabilities
Loan capital

## Total liabilities

Net assets
Outflow of cash to acquire business, net of cash acquired:
Cash consideration
Direct costs relating to acquisition
Cash and cash equivalents in subsidiaries acquired
Cash outflow on acquisition

## Appendices

## 1. Net Interest Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \\ \hline \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \text { \% } \end{gathered}$ | Dec 08 vs Dec 07 \% |
| Interest Income |  |  |  |  |  |
| Loans |  | 13,631 | 11,967 |  |  |
| Other financial institutions |  | 197 | 277 |  |  |
| Cash and liquid assets |  | 230 | 243 |  |  |
| Assets at fair value through Income Statement |  | 1,014 | 919 |  |  |
| Available-for-sale investments |  | 381 | 375 |  |  |
| Total interest income |  | 15,453 | 13,781 |  |  |
| Interest Expense |  |  |  |  |  |
| Deposits |  | 6,864 | 5,529 |  |  |
| Other financial institutions |  | 497 | 492 |  |  |
| Liabilities at fair value through Income Statement |  | 536 | 593 |  |  |
| Debt issues |  | 3,134 | 2,890 |  |  |
| Loan capital |  | 414 | 378 |  |  |
| Total interest expense |  | 11,445 | 9,882 |  |  |
| Net interest income |  | 4,008 | 3,899 |  |  |

## 2. Net Interest Margin

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 |
|  | \% | \% | \% |
| Australia |  |  |  |
| Interest spread |  | 1. 72 | 1. 86 |
| Benefit of interest-free liabilities, provisions and equity |  | 0.27 | 0. 27 |
| Net interest margin |  | 1. 99 | 2. 13 |
| Overseas |  |  |  |
| Interest spread |  | 1. 08 | 1. 14 |
| Benefit of interest-free liabilities, provisions and equity |  | 0.65 | 0.49 |
| Net interest margin |  | 1. 73 | 1. 63 |
| Total Bank |  |  |  |
| Interest spread |  | 1. 62 | 1. 74 |
| Benefit of interest-free liabilities, provisions and equity |  | 0.36 | 0.32 |
| Net interest margin |  | 1. 98 | 2. 06 |

## Appendices

## 3. Average Balances and Related Interest

| Interest Earning Assets | Half Year Ended 31/12/08 |  |  | Half Year Ended 30/06/08 |  |  | Half Year Ended 31/12/07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Avg Bal } \\ \$ \mathbf{~} \end{array}$ | Income \$M | Yield \% | Avg Bal | Income \$M | Yield \% | Avg Bal \$M | Income \$M | Yield \% |
| Home loans excluding securitisation |  |  |  | 197,771 | 7,767 | 7. 90 | 182,095 | 6,787 | 7. 41 |
| Personal |  |  |  | 20,655 | 1,204 | 11. 72 | 20,130 | 1,115 | 11.02 |
| Business and corporate |  |  |  | 122,669 | 4,129 | 6. 77 | 112,474 | 3,508 | 6. 20 |
| Loans, advances and other receivables |  |  |  | 341,095 | 13,100 | 7. 72 | 314,699 | 11,410 | 7. 21 |
| Cash and other liquid assets |  |  |  | 17,450 | 427 | 4. 92 | 16,821 | 520 | 6. 15 |
| Assets at fair value through Income |  |  |  |  |  |  |  |  |  |
| Statement (ex life insurance) |  |  |  | 29,973 | 1,014 | 6. 80 | 27,061 | 919 | 6. 76 |
| Available-for-sale investments |  |  |  | 12,160 | 381 | 6. 30 | 12,238 | 375 | 6. 10 |
| Non-lending interest earning assets |  |  |  | 59,583 | 1,822 | 6. 15 | 56,120 | 1,814 | 6. 43 |
| Total interest earning assets (excluding securitisation) |  |  |  | 400,678 | 14,922 | 7. 49 | 370,819 | 13,224 | 7. 09 |
| Securitisation home loan assets |  |  |  | 12,438 | 531 | 8. 59 | 14,405 | 557 | 7. 69 |
| Non-interest earning assets |  |  |  | 77,492 |  |  | 75,805 |  |  |
| Total average assets |  |  |  | 490,608 |  |  | 461,029 |  |  |


|  | Half Year Ended 31/12/08 |  |  | Half Year Ended 30/06/08 |  |  | Half Year Ended 31/12/07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Bearing Liabilities | Avg Bal \$M | Expense \$M | Yield \% | Avg Bal \$M | Expense \$M | Yield \% | Avg Bal \$M | Expense \$M | Yield \% |
| Transaction deposits |  |  |  | 59,813 | 853 | 2. 87 | 57,641 | 734 | 2. 53 |
| Savings deposits |  |  |  | 54,988 | 1,322 | 4. 83 | 54,127 | 1,271 | 4. 67 |
| Investment deposits |  |  |  | 93,902 | 3,344 | 7. 16 | 81,140 | 2,664 | 6. 53 |
| Certificates of deposits and other |  |  |  | 44,128 | 1,345 | 6. 13 | 36,226 | 860 | 4. 72 |
| Total interest bearing deposits |  |  |  | 252,831 | 6,864 | 5. 46 | 229,134 | 5,529 | 4. 80 |
| Payables due to other financial institutions |  |  |  | 20,732 | 497 | 4. 82 | 18,094 | 492 | 5. 41 |
| Liabilities at fair value through Income |  |  |  |  |  |  |  |  |  |
| Statement |  |  |  | 14,331 | 536 | 7. 52 | 15,696 | 593 | 7. 51 |
| Debt issues |  |  |  | 75,836 | 2,662 | 7. 06 | 72,918 | 2,394 | 6. 53 |
| Loan capital |  |  |  | 12,200 | 414 | 6. 82 | 12,874 | 378 | 5. 84 |
| Total interest bearing liabilities |  |  |  | 375,930 | 10,973 | 5. 87 | 348,716 | 9,386 | 5. 35 |
| Securitisation debt issues |  |  |  | 12,915 | 472 | 7. 35 | 15,083 | 496 | 6. 54 |
| Non-interest bearing liabilities |  |  |  | 75,988 |  |  | 72,189 |  |  |
| Total average liabilities |  |  |  | 464,833 |  |  | 435,988 |  |  |

## Appendices

## 3. Average Balances and Related Interest (continued)

|  | Half Year Ended 31/12/08 |  |  | Half Year Ended 30/06/08 |  |  | Half Year Ended 31/12/07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Margin | Avg Bal <br> \$M | Income \$M | Yield \% | Avg Bal <br> \$M | Income \$M | Yield \% | Avg Bal <br> \$M | Income \$M | Yield \% |
| Total interest earning assets excluding securitisation |  |  |  | 400,678 | 14,922 | 7. 49 | 370,819 | 13,224 | 7. 09 |
| Total interest bearing liabilities excluding securitisation |  |  |  | 375,930 | 10,973 | 5. 87 | 348,716 | 9,386 | 5. 35 |
| Net interest income \& interest spread (excluding securitisation) |  |  |  |  | 3,949 | 1. 62 |  | 3,838 | 1. 74 |
| Benefit of free funds |  |  |  |  |  | 0.36 |  |  | 0.32 |
| Net interest margin |  |  |  |  |  | 1. 98 |  |  | 2. 06 |

## Geographical Analysis of Key Categories

|  | Half Year Ended 31/12/08 |  |  | Half Year Ended 30/06/08 |  |  | Half Year Ended 31/12/07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans, Advances and Other Receivables | Avg Bal <br> \$M | Income \$M | $\begin{array}{r} \text { Yield } \\ \% \end{array}$ | Avg Bal <br> \$M | Income \$M | $\begin{array}{r} \text { Yield } \\ \% \end{array}$ | $\begin{array}{r} \text { Avg Bal } \\ \mathbf{\$ M} \\ \hline \end{array}$ | Income \$M | Yield \% |
| Australia |  |  |  | 285,251 | 10,766 | 7.59 | 261,129 | 9,281 | 7. 07 |
| Overseas |  |  |  | 55,844 | 2,334 | 8. 40 | 53,570 | 2,129 | 7. 91 |
| Total |  |  |  | 341,095 | 13,100 | 7. 72 | 314,699 | 11,410 | 7.21 |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 36,874 | 1,220 | 6. 65 | 34,857 | 1,077 | 6. 15 |
| Overseas |  |  |  | 22,709 | 602 | 5. 33 | 21,263 | 737 | 6. 89 |
| Total |  |  |  | 59,583 | 1,822 | 6. 15 | 56,120 | 1,814 | 6. 43 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 220,459 | 5,806 | 5. 30 | 200,239 | 4,594 | 4. 56 |
| Overseas |  |  |  | 32,372 | 1,058 | 6. 57 | 28,895 | 935 | 6. 44 |
| Total |  |  |  | 252,831 | 6,864 | 5. 46 | 229,134 | 5,529 | 4. 80 |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 76,778 | 2,846 | 7. 45 | 73,426 | 2,441 | 6. 61 |
| Overseas |  |  |  | 46,321 | 1,263 | 5. 48 | 46,156 | 1,416 | 6. 10 |
| Total |  |  |  | 123,099 | 4,109 | 6. 71 | 119,582 | 3,857 | 6. 42 |

## Appendices

## 4. Interest Rate and Volume Analysis

|  | Half Year Ended Dec 08 vs Jun 08 |  |  | Half Year Ended Dec 08 vs Dec 07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Earning Assets | Volume <br> \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Home loans |  |  |  |  |  |  |
| Personal |  |  |  |  |  |  |
| Business and corporate |  |  |  |  |  |  |
| Loans, advances and other receivables |  |  |  |  |  |  |

Cash and other liquid assets
Assets at fair value through Income Statement
(excluding life insurance)
Available-for-sale investments
Non-lending interest earning assets
Total interest earning assets
Securitisation home loan assets

|  | Half Year Ended Dec 08 vs Jun 08 |  |  | Half Year Ended Dec 08 vs Dec 07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Bearing Liabilities | Volume \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Transaction deposits |  |  |  |  |  |  |
| Savings deposits |  |  |  |  |  |  |
| Investment deposits |  |  |  |  |  |  |
| Certificates of deposits and other |  |  |  |  |  |  |
| Total interest bearing deposits |  |  |  |  |  |  |

Payable due to other financial institutions
Liabilities at fair value through Income Statement
Debt issues
Loan capital
Total interest bearing liabilities
Securitised debt issues

|  | Half Year Ended |  |
| :---: | :---: | :---: |
| Change in Net Interest Income (excluding securitisation) | Dec 08 vs Jun 08 Increase/(Decrease) | Dec 08 vs Dec 07 Increase/(Decrease) |
| Due to changes in average volume of interest earning assets |  |  |
| Due to changes in interest margin |  |  |
| Due to variation in time period |  |  |
| Change in net interest income |  |  |



## Non-Lending Interest Earning Assets

Australia
Overseas
Total
Total Interest Bearing Deposits
Australia
Overseas
Total
Other Interest Bearing Liabilities
Australia
Overseas
Total

## Appendices

## 5. Other Operating Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { 31/12/07 } \\ \text { \$M } \\ \hline \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \end{gathered}$ | Dec 08 vs Dec 07 \% |
| Loan service fees: |  |  |  |  |  |
| From financial assets |  | 494 | 439 |  |  |
| Other |  | 13 | 30 |  |  |
| Commissions and other fees: |  |  |  |  |  |
| From financial liabilities |  | 246 | 261 |  |  |
| Other |  | 673 | 647 |  |  |
| Trading income |  | 346 | 200 |  |  |
| Net gains/(losses) on disposal of available-for-sale |  |  |  |  |  |
| Net (loss)/gains on disposal of other non-trading instruments |  | (1) | - |  |  |
| Dividends |  | 38 | 1 |  |  |
| Net (losses) on sale of property, plant and equipment |  | (8) | (7) |  |  |
| Other income |  | 50 | 123 |  |  |
|  |  | 2,161 | 1,693 |  |  |
| Net hedging ineffectiveness |  | (44) | (14) |  |  |
| Net (losses)/gains on other financial instruments: |  |  |  |  |  |
| Fair value through Income Statement |  | (21) | 12 |  |  |
| Derivative yield reclassification |  | (101) | (164) |  |  |
| Non-trading derivatives |  | 19 | 18 |  |  |
| Total other operating income |  | 2,014 | 1,545 |  |  |


| Other banking income - reconciliation of cash and statutory basis |  | Half Year Ended |
| :--- | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| $\mathbf{\$ M}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |  |
| Other banking income ("cash basis") | $\mathbf{\$ M}$ |  |
| Gain on Visa Initial Public Offering | 1,771 | 1,541 |
| Revenue hedge of New Zealand operations - unrealised | 308 | - |
| Hedging and AIFRS volatility excluding tax | 14 | 11 |
| Other banking income ("statutory basis") | $(79)$ | $(7)$ |

## Appendices

## 6. Operating Expenses

| Expenses by Segment | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \text { \$M } \\ \hline \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | $\begin{gathered} \text { Dec } 08 \text { vs } \\ \text { Jun } 08 \% \end{gathered}$ | $\begin{aligned} & \text { Dec } 08 \text { vs } \\ & \text { Dec } 07 \% \end{aligned}$ |
| Operating expenses |  |  |  |  |  |
| Retail Banking Services |  | 1,349 | 1,270 |  |  |
| Premium Business Services |  | 947 | 856 |  |  |
| Wealth Management |  | 887 | 824 |  |  |
| International Financial Services |  | 413 | 411 |  |  |
| Other |  | 47 | 17 |  |  |
|  |  | 3,643 | 3,378 |  |  |
| Investment and restructuring |  | 377 | - |  |  |
| Total |  | 4,020 | 3,378 |  |  |


| Expenses by Category | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | Dec 08 vs Jun 08 \% | Dec 08 vs <br> Dec 07 \% |
| Staff |  | 1,881 | 1,780 |  |  |
| Occupancy and equipment |  | 394 | 373 |  |  |
| Information technology services |  | 410 | 416 |  |  |
| Other |  | 958 | 809 |  |  |
|  |  | 3,643 | 3,378 |  |  |
| Investment and restructuring |  | 377 | - |  |  |
| Total |  | 4,020 | 3,378 |  |  |

## Appendices

7. Integrated Risk Management (excludes Funds Management and Insurance)


## Appendices

7. Integrated Risk Management (continued)
$\left.\begin{array}{l|rrr} & \begin{array}{rl}\text { Average VaR } \\ \text { Dec }\end{array} & \begin{array}{r}\text { Average VaR } \\ \text { June }\end{array} & \begin{array}{r}\text { Average VaR } \\ \text { Dec }\end{array} \\ \mathbf{2 0 0 8} \\ \mathbf{2 0 0 7} \\ \mathbf{S M}\end{array}\right)$

| Non Traded Insurance Market Risk VaR (20 day 97.5\% confidence) | Average VaR Dec 2008 $\$ M$ | Average VaR June 2008 $\$ \mathbf{M}$ | Average VaR Dec $\mathbf{2 0 0 7}$ $\mathbf{\$ M}$ |
| :---: | :---: | :---: | :---: |
| Total insurance business |  | 41.6 | 37.8 |
| Non Traded R |  | $\begin{aligned} & \text { June } \\ & 2008 \end{aligned}$ | $\begin{array}{r} \text { Dec } \\ 2007 \end{array}$ |
|  | \$M | \$M | \$M |


| Non Traded Equity Price Risk |  | 10\% change in book value Dec <br> 2008 \$M | 10\% change in book value June 2008 \$M | 10\% change in book value Dec 2007 \$M |
| :---: | :---: | :---: | :---: | :---: |
| Business development activities |  |  | 161.0 | 227.0 |
| Net Interest Earnings at Risk |  | Dec 2008 \$M | June 2008 \$M | Dec 2007 \$M |
| Average monthly exposure | $\begin{aligned} & \text { AUD } \\ & \text { NZ } \end{aligned}$ |  | $\begin{array}{r} 28.1 \\ 15.6 \\ \hline \end{array}$ | 45.0 6.9 |
| High month exposure | $\begin{aligned} & \text { AUD } \\ & \text { NZ } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 70.0 \\ & 24.3 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 57.5 \\ & 12.9 \\ & \hline \end{aligned}$ |
| Low month exposure | $\begin{aligned} & \text { AUD } \\ & \mathrm{NZ} \end{aligned}$ |  | 0. 4 3. 9 | $\begin{array}{r}29.0 \\ 3.1 \\ \hline\end{array}$ |


| Non-Traded Interest Rate VaR (20 day 97.5\% confidence) | Average VaR Dec 2008 \$M | Average VaR June 2008 \$M | Average VaR Dec 2007 \$M |
| :---: | :---: | :---: | :---: |
| AUD Interest rate risk |  | 123. 6 | 65.8 |
| NZD Interest rate risk |  | 3. 8 | 4. 2 |

## Appendices

## 8. Counterparty and Other Credit Risk Exposures

## Securitisation vehicles

Below is an analysis of the assets of , and exposures to, consolidated securitisation vehicles which the Group has established or manages.


## Appendices

## 8. Counterparty and Other Credit Risk Exposures (continued)

## Asset-backed Securities

Below is an analysis of the exposure to non-Group originated asset-backed securities and related facilities.

|  | Carrying amount <br>  <br> Summary of asset-backed securities |
| :--- | ---: |
| Commercial mortgage backed securities | $\mathbf{3 1 / 1 2 / 0 8}$ |
| Residential mortgage backed securities | $\mathbf{\$ M}$ |
| Other asset-backed securities | $\mathbf{\$ M}$ |
| Total | 56 |

Asset-backed securities by underlying asset

|  | Trading portfolio |  | AFS portfolio |  | Other |  | 31/12/08 | Total 30/06/08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 |  |  |  |  |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Sub-prime |  | - |  | - |  | - |  | - |
| Non-conforming (Alt-A) |  | 5 |  | 23 |  | - |  | 28 |
| Prime mortgages |  | 754 |  | 1,417 |  | 1,137 |  | 3,308 |
| Other assets |  | - |  | 58 |  | - |  | 58 |
| Total |  | 759 |  | 1,498 |  | 1,137 |  | 3,394 |

Asset-backed securities by credit rating and geography



## Appendices

## 8. Counterparty and Other Credit Risk Exposures (continued)

## Leveraged finance

The tables below provide an analysis of the credit exposures arising from providing leverage finance. This excludes all public company acquisition finance because it does not expose the Group to the same level of risk.

Exposure by industry

|  | Funded exposure $\begin{array}{r}\text { Unfunded } \\ \text { commitments }\end{array}$ |  |  |  | Total gross exposure |  | Individual provision |  | Net Exposure |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Retail |  | 187 |  | 36 |  | 223 |  | - |  | 223 |
| Manufacturing |  | 183 |  | 32 |  | 215 |  | - |  | 215 |
| Media |  | 141 |  | 31 |  | 172 |  | - |  | 172 |
| Healthcare |  | 115 |  | 4 |  | 119 |  | - |  | 119 |
| Equipment Hire |  | 85 |  | 31 |  | 116 |  | - |  | 116 |
| Financial |  |  |  |  |  |  |  |  |  |  |
| Services |  | 54 |  | 8 |  | 62 |  | - |  | 62 |
| Other |  | 117 |  | 31 |  | 148 |  | - |  | 148 |
| Total |  | 882 |  | 173 |  | 1,055 |  | - |  | 1,055 |

Exposure by geography

|  | Funded exposure |  | Unfunded commitments |  | Total gross exposure |  | Individual provision |  | Net Exposure |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 | 31/12/08 | 30/06/08 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Australia |  | 758 |  | 141 |  | 899 |  | - |  | 899 |
| New Zealand |  | 124 |  | 32 |  | 156 |  | - |  | 156 |
| Total |  | 882 |  | 173 |  | 1,055 |  | - |  | 1,055 |


|  | As at |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| $\mathbf{M o v e m e n t s ~ i n ~ i n d i v i d u a l ~ p r o v i s i o n ~}$ | $\mathbf{\$ M}$ |  |
| Opening balance | - |  |
| Impairment expense | - |  |
| Exposures written off | - |  |
| Total individual provision | - |  |

## Appendices

## 9. Capital Adequacy

| Risk Weighted Capital Ratios | Basel II | Basel II | Basel II |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 | 30/06/08 | 31/12/07 |
|  | \% | \% | \% |
| Tier One |  | 8. 17 | 8. 17 |
| Tier Two |  | 3. 41 | 3. 91 |
| Capital Base |  | 11.58 | 12. 08 |


| Regulatory Capital |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { 31/12/08 } \\ \$ M \end{array}$ | 30/06/08 | 31/12/07 |
| Tier One Capital |  |  |  |
| Fundamental Tier One Capital |  |  |  |
| Total shareholders' equity |  | 26,137 | 25,638 |
| Adjustments to total shareholders' equity: |  |  |  |
| Provisional gain on acquisition recognised on consolidation of BankWest |  | - | - |
| Expected dividend |  | $(2,029)$ | $(1,487)$ |
| Estimated reinvestment under Dividend Reinvestment Plan |  | 609 | 400 |
| Treasury shares |  | 264 | 235 |
| Cash flow hedge reserve |  | (341) | (477) |
| Employee compensation reserve |  | 39 | 81 |
| Asset revaluation reserve |  | (195) | (181) |
| Available-for-sale investments reserve |  | 41 | 72 |
| Foreign currency translation reserve related to non-consolidated subsidiaries |  | 39 | (13) |
| Deferred fees |  | 2 | 54 |
| Retained earnings |  | 752 | 752 |
| Trust Preferred Securities 2006 |  | (939) | (939) |
| Minority Interests |  | (505) | (505) |
| Other |  | (67) | (40) |
| Total Fundamental Tier One Capital |  | 23,807 | 23,590 |


| Residual Tier One Capital |  |  |
| :--- | ---: | ---: |
| Innovative Tier One Capital |  |  |
| Irredeemable non-cumulative preference shares | 3,396 | 505 |
| Minority Interests | 209 | 504 |
| Eligible loan capital | 4,110 | 4,192 |
| Total Innovative Capital | 1,443 |  |
| Non-Innovative Residual Tier One Capital | $(1,359)$ | 1,443 |
| Less residual capital in excess of prescribed limits transferred to Upper Tier Two Capital | 4,194 | $4,592)$ |
| Total Residual Tier One Capital | 4,043 |  |

## Appendices

9. Capital Adequacy (continued)

|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Tier One Capital Deductions - 100\% |  |  |  |
| Goodwill |  | $(8,010)$ | $(8,030)$ |
| Capitalised expenses |  | (110) | (100) |
| Capitalised computer software costs |  | (353) | (316) |
| Defined benefit superannuation plan surplus |  | $(1,075)$ | $(1,314)$ |
| Deferred tax |  | (38) | (27) |
|  |  | $(9,586)$ | $(9,787)$ |
| Tier One Capital Deductions - 50\% |  |  |  |
| Equity investments in other companies and trusts |  | (561) | (723) |
| Equity investments in non-consolidated subsidiaries (net of intangibles) |  | (376) | (296) |
| Investment in BankWest |  | - | - |
| Expected impairment loss (before tax) in excess of eligible credit provisions (net of deferred tax) |  | (587) | (536) |
| Other deductions |  | (100) | (95) |
|  |  | $(1,624)$ | $(1,650)$ |
| Total Tier One Deductions |  | $(11,210)$ | $(11,437)$ |
| Total Tier One Capital |  | 16,791 | 16,196 |

## Appendices

| 9. Capital Adequacy (continued) |  |  |  |
| :---: | :---: | :---: | :---: |
| Regulatory Capital | $\begin{array}{r} 31 / 12 / 08 \\ \text { SM } \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathbf{S} \end{array}$ |
| Tier Two Capital |  |  |  |
| Upper Tier Two Capital |  |  |  |
| Residual capital in excess of prescribed limits transferred from Tier One Capital |  | 1,359 | 1,592 |
| Asset revaluation reserve |  | 88 | 81 |
| Upper Tier Two note and bond issues |  | 196 | 203 |
| Other |  | 57 | 45 |
| Total Upper Tier Two Capital |  | 1,700 | 1,921 |
| Lower Tier Two Capital |  |  |  |
| Lower Tier Two note and bond issues |  | 6,977 | 7,532 |
| Holding of Own Lower Tier Two Capital |  | (40) | (45) |
| Total Lower Tier Two capital |  | 6,937 | 7,487 |
| Tier Two Capital Deductions |  |  |  |
| 50\% Deductions from Tier Two Capital |  | $(1,624)$ | $(1,650)$ |
| Total Tier Two Capital |  | 7,013 | 7,758 |
| Total Capital |  | 23,804 | 23,954 |

## Appendices

9. Capital Adequacy (continued)


## Appendices

## 10. Share Capital

|  |  | Half Year Ended |
| :--- | ---: | ---: |
| Ordinary Share Capital | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| Opening balance (excluding Treasury Shares deduction) | $\mathbf{\$ M}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
| Dividend reinvestment plan: Final dividend prior year |  | $\mathbf{\$ M}$ |
| Dividend reinvestment plan: Interim dividend |  | 15,591 |
| Issue of shares | - | 700 |
| Exercise of executive options | - | - |
| Closing balance (excluding Treasury Shares deduction) | - | 141 |
| Less Treasury Shares |  | $-15,991$ |
| Closing balance | $(264)$ | 15,591 |


| Shares on Issue | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/08 <br> Number | 30/06/08 Number | 31/12/07 <br> Number |
| Opening balance (excluding Treasury Shares deduction) |  | 1,315,962,276 | 1,300,583,376 |
| Dividend reinvestment plan issue: |  |  |  |
| 2006/2007 Final dividend fully paid ordinary shares at \$54.80 |  | - | 12,938,969 |
| 2007/2008 Interim dividend fully paid ordinary shares at \$39.44 |  | 10,156,101 |  |
| 2007/2008 Final dividend fully paid ordinary shares \$42.41 |  | - | - |
| Issue of shares |  | - | 2,327,431 |
| Exercise under executive option plan |  | 12,500 | 112,500 |
| Closing balance (excluding Treasury Shares deduction) |  | 1,326,130,877 | 1,315,962,276 |
| Less Treasury Shares |  | $(7,988,013)$ | $(6,991,385)$ |
| Closing balance |  | 1,318,142,864 | 1,308,970,891 |

## Appendices

## 11. Life Insurance Business

|  |  | As at |
| :--- | ---: | ---: |
| Components of Policy Liabilities | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| Future policy benefits | $\mathbf{\$ M}$ | $\mathbf{3 1 / 1 2 / 0 7}$ |
| Future bonuses | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Future expenses | 1,525 | $\mathbf{2 2 , 8 1 7}$ |
| Future shareholder profit margins | 1,182 | 1,327 |
| Future shareholder tax on profit margins | 2,510 | 2,316 |
| Future charges for acquisition expenses | 1,669 | 1,590 |
| Balance of future premiums | 291 | 251 |
| Provisions for bonuses not allocated to participating policyholders | $(601)$ | $(576)$ |
| Total net policy liabilities | $(8,330)$ | $(7,164)$ |

## Appendices

## 12. Intangible Assets

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ |
| Total Intangible Assets |  |  |  |
| Goodwill |  | 7,484 | 7,462 |
| Computer software costs |  | 353 | 316 |
| Management fee rights |  | 311 | 311 |
| Other |  | 110 | 124 |
| Total intangible assets |  | 8,258 | 8,213 |
| Goodwill |  |  |  |
| Purchased goodwill - Colonial |  | 6,705 | 6,705 |
| Purchased goodwill - other |  | 779 | 757 |
| Total goodwill |  | 7,484 | 7,462 |
| Computer Software Costs |  |  |  |
| Cost |  | 629 | 481 |
| Accumulated amortisation |  | (199) | (165) |
| Accumulated write-offs |  | (77) | - |
| Total computer software costs |  | 353 | 316 |
| Management Fee Rights |  |  |  |
| Cost |  | 311 | 311 |
| Total management fee rights |  | 311 | 311 |
| Other |  |  |  |
| Cost |  | 159 | 162 |
| Accumulated amortisation |  | (49) | (38) |
| Total other |  | 110 | 124 |


|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ |
| Goodwill (reconciliation) |  |  |  |
| Opening balance |  | 7,462 | 7,163 |
| Additions |  | 24 | 299 |
| Disposals |  | (2) | - |
| Closing balance |  | 7,484 | 7,462 |
| Computer Software Costs (reconciliation) |  |  |  |
| Opening balance |  | 316 | 297 |
| Additions: |  |  |  |
| From acquisitions |  | 79 | 11 |
| From internal development |  | 81 | 50 |
| Amortisation |  | (46) | (42) |
| Impairment |  | (77) | - |
| Closing balance |  | 353 | 316 |
| Management Fee Rights (reconciliation) |  |  |  |
| Opening balance |  | 311 | 311 |
| Closing balance |  | 311 | 311 |
| Other (reconciliation) |  |  |  |
| Opening balance |  | 124 | 64 |
| Additions: |  |  |  |
| From acquisitions |  | - | 64 |
| Disposals |  | (3) | - |
| Amortisation |  | (11) | (4) |
| Closing balance |  | 110 | 124 |

Appendices

## 13. ASB Bank Group - Statutory View

| Income Statement | Half Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { 31/12/08 } \\ \text { NZDM } \end{array}$ | 30/06/08 NZDM | $\begin{array}{r} \text { 31/12/07 } \\ \text { NZDM } \end{array}$ | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ |
| Interest income |  | 2,424 | 2,223 |  | 2,039 | 1,925 |
| Interest expense |  | 1,917 | 1,729 |  | 1,613 | 1,497 |
| Net interest earnings |  | 507 | 494 |  | 426 | 428 |
| Other income |  | 175 | 189 |  | 146 | 164 |
| Total operating income |  | 682 | 683 |  | 572 | 592 |
| Impairment expense |  | 35 | 5 |  | 29 | 5 |
| Total operating income after loan impairment expense |  | 647 | 678 |  | 543 | 587 |
| Total operating expense |  | 292 | 296 |  | 244 | 257 |
| Salaries and other staff expense |  | 171 | 175 |  | 143 | 152 |
| Building occupancy and equipment expense |  | 52 | 49 |  | 44 | 42 |
| Information technology expense |  | 28 | 26 |  | 23 | 23 |
| Other expenses |  | 41 | 46 |  | 34 | 40 |
| Net surplus before taxation |  | 355 | 382 |  | 299 | 330 |
| Taxation |  | 107 | 115 |  | 90 | 99 |
| Net surplus after taxation |  | 248 | 267 |  | 209 | 231 |


| Balance Sheet | As at |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { NZDM } \end{array}$ | 30/06/08 NZDM | $\begin{array}{r} \text { 31/12/07 } \\ \text { NZDM } \end{array}$ | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ |
| Assets |  |  |  |  |  |  |
| Cash and liquid assets |  | 1,155 | 1,412 |  | 914 | 1,245 |
| Due from other banks |  | 710 | 660 |  | 562 | 582 |
| Money market advances |  | 1,223 | 3,351 |  | 968 | 2,955 |
| Securities at fair value through Income Statement |  | 4,962 | 4,485 |  | 3,928 | 3,955 |
| Derivative assets |  | 952 | 880 |  | 754 | 776 |
| Advances to customers |  | 49,835 | 44,926 |  | 39,456 | 39,619 |
| Property, plant and equipment |  | 159 | 151 |  | 126 | 133 |
| Intangible assets |  | 56 | 49 |  | 44 | 43 |
| Current taxation assets |  | - | - |  | - | - |
| Deferred taxation assets |  | 26 | - |  | 21 | - |
| Other assets |  | 272 | 261 |  | 215 | 230 |
| Total assets |  | 59,350 | 56,175 |  | 46,988 | 49,538 |
| Total interest earning and discount bearing assets |  | 57,765 | 54,651 |  | 45,733 | 48,193 |
| Liabilities |  |  |  |  |  |  |
| Money and market deposits |  | 20,545 | 18,593 |  | 16,266 | 16,396 |
| Derivative liabilities |  | 744 | 805 |  | 589 | 710 |
| Deposits from customers |  | 27,789 | 26,240 |  | 22,001 | 23,139 |
| Due to other banks |  | 5,627 | 5,745 |  | 4,455 | 5,066 |
| Other liabilities |  | 591 | 469 |  | 468 | 415 |
| Deferred taxation liabilities |  | - | 106 |  | - | 93 |
| Current tax liability |  | 26 | 19 |  | 21 | 17 |
| Subordinated debt |  | 829 | 823 |  | 656 | 726 |
| Total liabilities |  | 56,151 | 52,800 |  | 44,456 | 46,562 |
| Shareholders' Equity |  |  |  |  |  |  |
| Contributed capital - ordinary shareholder |  | 1,973 | 1,563 |  | 1,562 | 1,378 |
| Asset revaluation reserve |  | 29 | 27 |  | 23 | 24 |
| Available for sale reserve |  | 19 | - |  | 15 | - |
| Cash flow hedge reserves |  | 27 | 256 |  | 21 | 226 |
| Foreign currency translation reserve |  | - | - |  | - | - |
| Accumulated surplus |  | 601 | 979 |  | 476 | 863 |
| Ordinary shareholders' equity |  | 2,649 | 2,825 |  | 2,097 | 2,491 |
| Contributed capital - perpetual preference shareholders |  | 550 | 550 |  | 435 | 485 |
| Total shareholders' equity |  | 3,199 | 3,375 |  | 2,532 | 2,976 |
| Total liabilities and shareholders' equity |  | 59,350 | 56,175 |  | 46,988 | 49,538 |
| Total interest and discount bearing liabilities |  | 52,938 | 49,485 |  | 41,911 | 43,638 |

## 14. ASX Appendix 4D

No tables

## Appendices

## 15. Profit Reconciliation

| Half Year Ended 31 December 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after tax "cash basis" | Provisional gain on acquisition of controlled entities | Defined benefit superannuation plan income / expense | Treasury shares valuation adjustment | Hedging and AIFRS volatility | Policyholder tax | Investment experience | Net profit after tax "statutory basis" |
| Group | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Net Interest Income |  |  |  |  |  |  |  |  |
| Other Banking Income |  |  |  |  |  |  |  |  |
| Total Banking Income | - | - | - | - | - | - | - | - |
| Funds Management Income |  |  |  |  |  |  |  |  |
| Insurance Income |  |  |  |  |  |  |  |  |
| Total Operating Income | - | - | - | - | - | - | - | - |
| Provisional gain on acquisition of controlled entities |  |  |  |  |  |  |  |  |
| Operating Expenses <br> Impairment |  |  |  |  |  |  |  |  |
| Net profit before tax | - | - | - | - | - | - | - | - |
| Tax expense |  |  |  |  |  |  |  |  |
| Minority Interests |  |  |  |  |  |  |  |  |
| Underlying profit after tax | - | - | - | - | - | - | - | - |
| Investment experience after tax |  |  |  |  |  |  |  |  |
| Net profit after tax | - | - | - | - | - | - | - | - |

## Appendices

## 15. Profit Reconciliation

|  | Half Year Ended 30 June 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after tax "cash basis" | Gain on Visa Initial Public Offering | Investment and restructuring | Defined benefit superannuation plan income / expense | Treasury shares valuation adjustment | Hedging and AIFRS volatility | Policyholder tax | Investment experience | Net profit after tax "statutory basis" |
| Group | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Net interest income | 4,008 | - | - - | - | - | - | - |  | 4,008 |
| Other banking income | 1,771 | 308 | - | - | - | (65) | - | - | 2,014 |
| Total banking income | 5,779 | 308 | - | - | - | (65) | - | - | 6,022 |
| Funds management income | 1,166 | - | - | - | 108 | - | (94) | 30 | 1,210 |
| Insurance income | 439 | - | - | - | - | - | (57) | (89) | 293 |
| Total operating income | 7,384 | 308 | - | - | 108 | (65) | (151) | (59) | 7,525 |
| Operating expenses | 3,643 | - | 377 | (20) | - | - | - | - | 4,000 |
| Impairment expenses | 597 | - | - | - | - | - | - | - | 597 |
| Net profit before tax | 3,144 | 308 | (377) | 20 | 108 | (65) | (151) | (59) | 2,928 |
| Tax expense | 739 | 13 | (113) | 7 | 35 | (20) | (151) | (18) | 492 |
| Minority interests | 16 | - | - | - | - | - | - | - | 16 |
| Underlying profit after tax | 2,389 | 295 | (264) | 13 | 73 | (45) | - | (41) | 2,420 |
| Investment experience after tax | (41) | - | - | - | - | - | - | 41 | - |
| Net profit after tax | 2,348 | 295 | (264) | 13 | 73 | (45) | - | - | 2,420 |

## Appendices

## 15. Profit Reconciliation

| Half Year Ended 31 December 2007 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net profit after tax "cash basis" | Defined benefit superannuation plan income / expense | Treasury shares valuation adjustment | Hedging and AIFRS volatility | Policyholder tax | Investment experience | Net profit after tax "statutory basis" |
| \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| 3,899 | - | - | - | - | - | 3,899 |
| 1,541 | - | - | 4 | - | - | 1,545 |
| 5,440 | - | - | 4 | - | - | 5,444 |
| 1,141 | - | (12) | - | 16 | 8 | 1,153 |
| 393 | - | - | - | 20 | 34 | 447 |
| 6,974 | - | (12) | 4 | 36 | 42 | 7,044 |
| 3,378 | 6 | - | - | - | - | 3,384 |
| 333 | - | - | - | - | - | 333 |
| 3,263 | (6) | (12) | 4 | 36 | 42 | 3,327 |
| 891 | (2) | 1 | 1 | 36 | 14 | 941 |
| 15 | - | - |  | - | - | 15 |
| 2,357 | (4) | (13) | 3 | - | 28 | 2,371 |


| Investment experience after tax | 28 | - | - |  |  | 8) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net profit after tax | 2,385 | (4) | (13) | 3 | - |  | 2,371 |

## Appendices

## 16. Consolidated Balance Sheet Impact of BankWest and St Andrew's Acquisition

|  | As at 31 December 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pre-acquisition Commonwealth |  |  |  | mmonwealth |
|  | Bank Group | BankWest | St Andrews | Eliminations | Bank Group |
| Consolidated Balance Sheet | \$M | \$M | \$M | \$M | \$M |
| Cash and liquid assets |  |  |  |  |  |
| Receivables due from other financial institutions |  |  |  |  |  |
| Assets at fair value through Income Statement: |  |  |  |  |  |
| Trading |  |  |  |  |  |
| Insurance |  |  |  |  |  |
| Other |  |  |  |  |  |
| Derivative assets |  |  |  |  |  |
| Available-for-sale investments |  |  |  |  |  |
| Loans, advances and other receivables |  |  |  |  |  |
| Bank acceptances of customers |  |  |  |  |  |
| Property, plant and equipment |  |  |  |  |  |
| Investment in associates |  |  |  |  |  |
| Intangible assets |  |  |  |  |  |
| Deferred tax assets |  |  |  |  |  |
| Shares in and loans to controlled entities |  |  |  |  |  |
| Other assets |  |  |  |  |  |
| Assets held for sale |  |  |  |  |  |
| Total assets |  |  |  |  |  |

Deposits and other public borrowings
Payables due to other financial institutions
Liabilities at fair value through Income Statement
Derivative liabilities
Bank acceptances
Current tax liabilities
Deferred tax liabilities
Other provisions
Insurance policy liabilities
Debt issues
Managed fund units on issue
Bills payable and other liabilities
Loan capital
Total liabilities
Net assets
Share capital:
Ordinary share capital
Other equity instruments
Reserves
Retained profits
Shareholders' equity attributable to Equity holders
of the Bank
Minority interests:
Controlled entities
Total Shareholders' equity

## Appendices

## 17. Analysis Template

| Profit Summary - Input Schedule | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | Page <br> References |
| Income - Cash Basis |  |  |  |  |
| Net interest income |  | 4,008 | 3,899 |  |
| Other banking operating income |  | 1,771 | 1,541 |  |
| Total banking income |  | 5,779 | 5,440 |  |
| Funds management income |  | 1,166 | 1,141 |  |
| Insurance income |  | 439 | 393 |  |
| Operating income |  | 7,384 | 6,974 |  |
| Investment experience |  | (59) | 42 |  |
| Total income |  | 7,325 | 7,016 |  |
| Expenses - Cash Basis |  |  |  |  |
| Retail Banking Services |  | 1,349 | 1,270 |  |
| Premium Business Services |  | 947 | 856 |  |
| Wealth Management - operating expenses |  | 625 | 578 |  |
| Wealth Management - volume expenses |  | 262 | 246 |  |
| International Financial Services |  | 413 | 411 |  |
| Other |  | 47 | 17 |  |
| Total operating expenses |  | 3,643 | 3,378 |  |
| Profit before loan impairment expense |  | 3,682 | 3,638 |  |
| Impairment expense |  | 597 | 333 |  |
| Profit before income tax |  | 3,085 | 3,305 |  |
| Corporate tax expense |  | 721 | 905 |  |
| Operating profit after tax |  | 2,364 | 2,400 |  |
| Minority interest |  | 16 | 15 |  |
| Net profit after tax - cash basis |  | 2,348 | 2,385 |  |
| Provisional gain on acquisition of controlled entities |  | - | - |  |
| Gain on Visa Initial Public Offering |  | 295 | - |  |
| Investment and restructuring |  | (264) | - |  |
| Defined benefit superannuation plan income/(expense) |  | 13 | (4) |  |
| Treasury shares valuation adjustment |  | 73 | (13) |  |
| Hedging and AIFRS volatility |  | (45) | 3 |  |
| Net profit after tax - statutory basis |  | 2,420 | 2,371 |  |
| Investment experience |  | (59) | 42 |  |
| Tax expense on Investment experience |  | (18) | 14 |  |
| Investment experience - after tax |  | (41) | 28 |  |
| Net profit after tax - underlying basis |  | 2,389 | 2,357 |  |
| Total Operating Income |  |  |  |  |
| Retail Banking Services |  | 2,876 | 2,801 |  |
| Premium Business Services |  | 2,151 | 1,986 |  |
| Wealth Management (net of volume expenses) |  | 1,161 | 1,121 |  |
| International Financial Services |  | 829 | 758 |  |

17. Analysis Template (continued)

| Profit Summary - Input Schedule | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | 30/06/08 \$M | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ | Page <br> References |
| Other Data |  |  |  |  |
| Net interest income (excluding securitisation) |  | 3,949 | 3,838 |  |
| Average interest earning assets |  | 400,678 | 370,819 |  |
| Average net assets |  | 25,888 | 25,041 |  |
| Average minority interest |  | 515 | 512 |  |
| Average preference shares \& other equity instruments |  | 939 | 939 |  |
| Average treasury shares |  | (250) | (245) |  |
| Average defined benefit superannuation plan net surplus |  | 1,154 | 1,267 |  |
| Distributions - other equity instruments |  | 23 | 25 |  |
| Interest expense (after tax) - Perls II |  | 16 | 14 |  |
| Interest expense (after tax) - Perls III |  | 35 | 33 |  |
| Interest expense (after tax) - Perls IV |  | 32 | 26 |  |
| Interest expense (after tax) - TPS |  | 13 | 12 |  |
| Interest expense (after tax) - Convertible notes |  | 20 | 21 |  |
| Weighted average number of shares - statutory basic |  | 1,314 | 1,300 |  |
| Weighted average number of shares - fully diluted - statutory |  | 1,431 | 1,380 |  |
| Weighted average number of shares - cash and underlying |  | 1,319 | 1,306 |  |
| Weighted average number of shares - fully diluted - cash and underlying |  | 1,437 | 1,386 |  |
| Weighted average number of shares - Perls II |  | 18 | 12 |  |
| Weighted average number of shares - Perls III |  | 28 | 19 |  |
| Weighted average number of shares - Perls IV |  | 36 | 23 |  |
| Weighted average number of shares - TPS |  | 13 | 10 |  |
| Weighted average number of shares - Convertible notes |  | 23 | 16 |  |
| Weighted average number of shares - Executive options |  | - | - |  |
| Dividends per share (cents) |  | 153 | 113 |  |
| No. of shares at end of period |  | 1,326 | 1,316 |  |
| Average funds under administration |  | 198,801 | 191,447 |  |
| Average inforce premiums |  | 1,554 | 1,444 |  |
| Net assets |  | 26,137 | 25,638 |  |
| Total intangible assets |  | 8,258 | 8,213 |  |
| Minority interests |  | 518 | 511 |  |
| Other equity instruments |  | 939 | 939 |  |

## Appendices

## 17. Analysis Template (continued)

| Ratios - Output Summary | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \\ \hline \end{array}$ | 30/06/08 \$M | $\begin{array}{r} \text { 31/12/07 } \\ \$ M \end{array}$ |
| EPS |  |  |  |
| Net profit after tax - cash basis |  | 2,348 | 2,385 |
| Less distribution - other equity instruments |  | 23 | 25 |
| Adjusted profit for EPS calculation |  | 2,325 | 2,360 |
| Average number of shares (M) |  | 1,319 | 1,306 |
| Earnings per share - cash basis |  | 176. 2 | 180.7 |

Earnings per share - dilutions

| Interest expense (after tax) - Perls II | 16 |
| :--- | :--- |


| Interest expense (after tax) - Perls III | 35 |
| :--- | :--- |


| Interest expense (after tax) - Perls IV | 32 |
| :--- | :--- |


| Interest expense (after tax) - TPS | 13 | 12 |
| :--- | :---: | :---: |
| Interest expense (after tax) - Convertible notes | 20 |  |


| Profit impact of assumed conversions (after tax) | 116 |
| :--- | :--- |


| Weighted average number of shares - Perls II (M) | 18 | 12 |
| :---: | :---: | :---: |
| Weighted average number of shares - Perls III (M) | 28 | 19 |
| Weighted average number of shares - Perls IV (M) | 36 | 23 |
| Weighted average number of shares - TPS (M) | 13 | 10 |
| Weighted average number of shares - Convertible Notes (M) | 23 | 16 |
| Weighted average number of shares - dilutive securities (M) | 118 | 80 |
| Adjusted cash profit for EPS calculation | 2,325 | 2,360 |
| Add back profit impact of assumed conversions (after tax) (M) | 116 | 106 |
| Adjusted diluted profit for EPS calculation | 2,441 | 2,466 |
| Average number of shares (M) | 1,319 | 1,306 |
| Add back weighted average number of shares (M) | 118 | 80 |
| Diluted average number of shares (M) | 1,437 | 1,386 |
| EPS diluted - cash basis (cents) | 169.9 | 177.9 |
| Net profit after tax - underlying | 2,389 | 2,357 |
| Less distributions - other equity instruments | 23 | 25 |
| Adjusted profit for EPS calculation | 2,366 | 2,332 |
| Average number of shares (M) | 1,319 | 1,306 |
| Earnings per share - underlying basis (cents) | 179.5 | 178.4 |

## Appendices

## 17. Analysis Template (continued)

| Ratios - Output Summary | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 08 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \text { \$M } \end{array}$ |
| DPS |  |  |  |
| Dividends |  |  |  |
| Dividends per share (cents) |  | 153 | 113 |
| No of shares at end of period (M) |  | 1,326 | 1,316 |
| Total dividends |  | 2,029 | 1,487 |
| Dividend payout ratio - cash basis |  |  |  |
| Net profit after tax - cash basis |  | 2,348 | 2,385 |
| NPAT - available for distribution to ordinary shareholders |  | 2,325 | 2,360 |
| Total dividends |  | 2,029 | 1,487 |
| Payout ratio - cash basis (\%) |  | 87.3 | 63.0 |
| Dividend cover |  |  |  |
| NPAT - available for distribution to ordinary shareholders |  | 2,325 | 2,360 |
| Total dividends |  | 2,029 | 1,487 |
| Dividend cover - cash basis |  | 1. 1 | 1.6 |
| ROE |  |  |  |
| Return on equity - cash basis |  |  |  |
| Average net assets |  | 25,888 | 25,041 |
| Less: |  |  |  |
| Average minority interests |  | (515) | (512) |
| Average preference shares |  | (939) | (939) |
| Average equity |  | 24,434 | 23,590 |
| Add average treasury shares |  | 250 | 245 |
| Less average defined benefit superannuation plan net surplus |  | $(1,154)$ | $(1,267)$ |
| Net average equity |  | 23,530 | 22,568 |
| NPAT ("cash basis") |  | 2,348 | 2,385 |
| Less distributions - other equity instruments |  | 23 | 25 |
| Adjusted profit for ROE calculation |  | 2,325 | 2,360 |
| Return on equity - cash basis (\%) |  | 19.9 | 20.8 |
| Return on equity - underlying basis |  |  |  |
| Average net assets |  | 25,888 | 25,041 |
| Average minority interests |  | (515) | (512) |
| Average preference shares |  | (939) | (939) |
| Average equity |  | 24,434 | 23,590 |
| Add average treasury shares |  | 250 | 245 |
| Less average defined benefit superannuation plan net surplus |  | $(1,154)$ | $(1,267)$ |
| Net average equity |  | 23,530 | 22,568 |
| NPAT ("underlying basis") |  | 2,389 | 2,357 |
| Less distribution other equity instruments |  | 23 | 25 |
| Adjusted profit for ROE calculation |  | 2,366 | 2,332 |
| Return on equity - underlying basis (\%) |  | 20.2 | 20.6 |
| NIM |  |  |  |
| Net interest income (excluding securitisation) |  | 3,949 | 3,838 |
| Average interest earning assets (excluding securitisation) |  | 400,678 | 370,819 |
| NIM (\% pa) |  | 1. 98 | 2. 06 |

## Appendices

## 17. Analysis Template (continued)

| Ratios - Output Summary | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 08 \\ \text { SM } \end{array}$ | 30/06/08 | 31/12/07 |
| Productivity |  |  |  |
| Group operating expense to total operating income ratio |  |  |  |
| Operating Expenses |  | 3,643 | 3,378 |
| Total operating income |  | 7,384 | 6,974 |
| Operating expense to total operating income (\%) |  | 49.3 | 48.4 |
| Retail Banking Services expense to income ratio |  |  |  |
| Operating expenses |  | 1,349 | 1,270 |
| Total banking income |  | 2,876 | 2,801 |
| Operating expenses to total operating income (\%) |  | 46.9 | 45.3 |
| Premium Business Services operating expense to total banking income ratio |  |  |  |
| Operating expenses |  | 947 | 856 |
| Total banking income |  | 2,151 | 1,986 |
| Operating expenses to total operating income (\%) |  | 44.0 | 43.1 |
| Wealth Management operating expenses to net operating income ratio |  |  |  |
| Operating expenses |  | 625 | 578 |
| Net operating income |  | 1,161 | 1,121 |
| Operating Expense to net operating income |  | 53.8 | 51.6 |
| International Financial Services operating expense to total operating income ratio |  |  |  |
| Operating expenses |  | 413 | 411 |
| Total operating income |  | 829 | 758 |
| Operating expenses to net operating income (\%) |  | 49.8 | 54.2 |
| Net Tangible Assets (NTA) per share |  |  |  |
| Net assets |  | 26,137 | 25,638 |
| Less: |  |  |  |
| Intangible assets |  | $(8,258)$ | $(8,213)$ |
| Minority interests |  | (518) | (511) |
| Other equity instruments |  | (939) | (939) |
| Total net tangible assets |  | 16,422 | 15,975 |
| No of shares at end of period (M) |  | 1,326 | 1,316 |
| Net tangible assets (NTA) per share (\$) |  | 12. 38 | 12. 14 |

Appendices
18. Summary

| Group |  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31/12/08 | 30/06/08 | 31/12/07 | Dec 08 vs Jun 08\% | Dec 08 vs Dec 07 \% |
| Net profit after tax - underlying basis | \$M |  | 2,389 | 2,357 |  |  |
| Net profit after tax - cash basis | \$M |  | 2,348 | 2,385 |  |  |
| Provisional gain on acquisition of controlled entities | \$M |  | - | - |  |  |
| Gain on Visa Initial Public Offering | \$M |  | 295 | - |  |  |
| Investment and restructuring - after tax | \$M |  | (264) | - |  |  |
| Defined benefit superannuation plan income/(expense) - after tax | \$M |  | 13 | (4) |  |  |
| Treasury shares valuation adjustment - |  |  |  |  |  |  |
| Hedging and AIFRS volatility | \$M |  | (45) | 3 |  |  |
| Net profit after tax - statutory | \$M |  | 2,420 | 2,371 |  |  |
| Earnings per share - cash basis - basic | cents |  | 176. 2 | 180.7 |  |  |
| Dividends per share | cents |  | 153 | 113 |  |  |
| Dividend pay-out ratio - cash basis | \% |  | 87.3 | 63.0 |  |  |
| Tier One Capital - Basel II | \% |  | 8. 17 | 8. 17 |  |  |
| Total capital - Basel II | \% |  | 11.58 | 12. 08 |  |  |
| Number of full time equivalent staff | No. |  | 39,621 | 38,452 |  |  |
| Return on equity - cash | \% |  | 19.9 | 20.8 |  |  |
| Return on equity - underlying | \% |  | 20.2 | 20.6 |  |  |
| Weighted average number of shares - statutory | M |  | 1,314 | 1,300 |  |  |
| Net tangible assets per share | \$ |  | 12. 38 | 12. 14 |  |  |
| Net Interest Income | \$M |  | 4,008 | 3,899 |  |  |
| Net Interest Margin | \% |  | 1. 98 | 2. 06 |  |  |
| Other banking income ("cash basis") | \$M |  | 1,771 | 1,541 |  |  |
| Other banking income/total banking income | \% |  | 30.6 | 28.3 |  |  |
| Operating expense to total operating income | \% |  | 49. 3 | 48.4 |  |  |
| Average interest earning assets | \$M |  | 400,678 | 370,819 |  |  |
| Average interest earning liabilities | \$M |  | 375,930 | 348,716 |  |  |
| Impairment expense | \$M |  | 597 | 333 |  |  |
| Loan impairment expense to average risk weighted assets - Basel II | \% |  | 0. 59 | - |  |  |
| Total provisions for impairment losses to gross impaired assets | \% |  | 255.5 | 245. 6 |  |  |
| Individually assessed provisions for impairment to gross impaired assets | \% |  | 40. 8 | 33.6 |  |  |
| Risk weighted assets | \$M |  | 205,501 | 198,228 |  |  |
| Retail Banking Services |  |  |  |  |  |  |
| Cash net profit after tax | \$M |  | 936 | 975 |  |  |
| Operating expense to total banking income | \% |  | 46.9 | 45.3 |  |  |
| Premium Business Services |  |  |  |  |  |  |
| Cash net profit after tax | \$M |  | 785 | 707 |  |  |
| Operating expenses to total banking income | \% |  | 44.0 | 43.1 |  |  |
| Wealth Management |  |  |  |  |  |  |
| Cash net profit after tax | \$M |  | 343 | 394 |  |  |
| Underlying profit after tax | \$M |  | 397 | 392 |  |  |
| Investment experience | \$M |  | (77) | 3 |  |  |
| FUA - average | \$M |  | 191,721 | 183,548 |  |  |
| FUA - spot | \$M |  | 184,970 | 199,834 |  |  |
| Net funds flow | \$M |  | 3,443 | 25,171 |  |  |
| Average inforce premiums | \$M |  | 1,172 | 1,058 |  |  |
| Inforce premiums - spot | \$M |  | 1,250 | 1,094 |  |  |
| Funds management income to average FUA | \% |  | 1. 18 | 1. 20 |  |  |
| Insurance income to average inforce premiums | \% |  | 50.8 | 49.1 |  |  |
| Operating expense to net operating income | \% |  | 53.8 | 51.6 |  |  |
| International Financial Services |  |  |  |  |  |  |
| Underlying profit after tax | \$M |  | 286 | 269 |  |  |
| FUA - average | \$M |  | 7,080 | 7,899 |  |  |
| FUA - spot | \$M |  | 6,335 | 7,868 |  |  |
| Average inforce premiums | \$M |  | 382 | 386 |  |  |
| Inforce premiums - spot | \$M |  | 371 | 392 |  |  |
| Funds management income to average FUA | \% |  | 0. 74 | 0.55 |  |  |
| Insurance income to average inforce premiums | \% |  | 69.5 | 61.8 |  |  |
| Operating expense to net operating income | \% |  | 49.8 | 54.2 |  |  |

## Appendices

19. Foreign Exchange Rates

| Exchange Rates Utilised |  | As at |  |
| :--- | :--- | ---: | ---: |
| As at | USD | $\mathbf{3 1 / 1 2 / 0 8}$ | $\mathbf{3 0 / 0 6 / 0 8}$ |
| AUD $1.00=$ | GBP | 0.9656 | $\mathbf{3 1 / 1 2 / 0 7}$ |
|  | JPY | 0.8815 |  |
|  | NZD | 102.070 | 0.4412 |
|  | HKD | 1.263 | 1.134 |
|  | EUR | 7.5323 | 6.878 |
|  | CAD | 0.6113 | 0.5980 |
|  | CHF | 0.9734 | 0.8619 |
|  | ILS | 0.9821 | 0.9903 |
|  | SGD | 3.2298 | 3.3922 |
|  |  | 1.3145 | 1.2698 |

