

# Ten Year Summary

	2008 \$m	2007 \$m	2006 \$m	2005 \$m
<b>Financial Performance<sup>1</sup></b>				
Net interest income	7,850	7,302	6,943	6,371
Other operating income	3,645	3,720	3,146	2,935
Operating expenses	(5,444)	(4,953)	(4,605)	(4,340)
Profit before income tax, credit impairment and non-core items <sup>1</sup>	6,051	6,069	5,484	4,966
Provision for credit impairment	(1,948)	(522)	(407)	(565)
Income tax expense	(1,066)	(1,616)	(1,486)	(1,247)
Minority interest	(8)	(7)	(4)	(3)
Cash profit <sup>1</sup>	3,029	3,924	3,587	3,151
Non-core items <sup>1</sup>	290	256	101	24
<b>Profit attributable to shareholders of the Company</b>	<b>3,319</b>	<b>4,180</b>	<b>3,688</b>	<b>3,175</b>
<b>Financial Position</b>				
Assets <sup>2</sup>	471,024	392,773	334,640	300,885
Net Assets	26,552	22,048	19,906	19,538
Tier 1 capital ratio <sup>3</sup>	7.7%	6.7%	6.8%	6.9%
Return on average ordinary equity <sup>4,5</sup>	14.5%	20.9%	20.7%	18.3%
Return on average assets <sup>4</sup>	0.8%	1.2%	1.1%	1.1%
Cost to income ratio <sup>6</sup>	47.4%	44.9%	45.6%	46.6%
<b>Shareholder value – ordinary shares</b>				
Total return to shareholders (share price movement plus dividends)	-33.5%	15.6%	17.1%	32.6%
Market capitalisation	38,263	55,382	49,331	43,834
Dividend	136c	136c	125c	110c
Franked portion	100%	100%	100%	100%
Share price <sup>7</sup>				
– interim	100%	100%	100%	100%
– high	\$31.74	\$31.50	\$28.66	\$24.45
– low	\$15.07	\$25.75	\$22.70	\$19.02
– 30 Sep	\$18.75	\$29.70	\$26.86	\$24.00
<b>Share information</b>				
(per fully paid ordinary share)				
Earnings per share <sup>7</sup> – basic	170.4c	224.1c	200.0c	169.5c
Dividend payout ratio <sup>8</sup>	82.6%	60.9%	62.6%	65.0%
Net tangible assets per ordinary share <sup>9</sup>	\$10.72	\$9.36	\$8.53	\$7.77
No. of fully paid ordinary shares issued (millions)	2,040.7	1,864.7	1,836.6	1,826.4
Dividend Reinvestment Plan (DRP) issue price				
– interim	\$20.82	\$29.29	\$26.50	\$21.85
– final	–	\$27.33	\$28.25	\$23.85
<b>Other information</b>				
Points of representation <sup>10</sup>	1,346	1,327	1,265	1,223
No. of employees (full time equivalents)	36,925	34,353	32,256	30,976
No. of shareholders <sup>11</sup>	376,813	327,703	291,262	263,467

1 Cash profit excludes non-core items. Non-core items are disclosed separately in the income statement to remove volatility from the underlying business result, and include significant items, ANZ National Bank incremental integration costs and non-core income arising from the use of derivatives in economic hedges on fair value through profit and loss. Significant items are items that have a substantial impact on the profit after tax, or the earnings used in the earnings per share calculation. Significant items also do not arise in the normal course of business and are infrequent in nature. In addition, the 2005 result has been calculated on an IFRS basis that is comparable with 2006 with the net effect of these adjustments included in non-core items, allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005.

2 From 1999 to 2001, consolidated assets include the statutory funds of ANZ Life as required by an accounting standard. For the year 2004, consolidated assets include the statutory funds of NBNZ Life Insurance Limited. ANZ Life was sold in May 2002 and NBNZ Life Insurance was sold on 30 September 2005.

3 Calculated in accordance with Australian Prudential Regulation Authority requirements effective at the relevant date. Basel II has been applied from 1 January 2008.

4 Excludes minority interest. The 2005 ratio has been calculated on an IFRS basis that is comparable with that of 2006.

Previous AGAAP

2004 \$m	2003 \$m	2002 \$m	2001 \$m	2000 \$m	1999 \$m
5,252	4,311	4,018	3,833	3,801	3,655
3,267	2,808	2,796	2,573	2,583	2,377
(4,005)	(3,228)	(3,153)	(3,092)	(3,314)	(3,300)
4,514	3,891	3,661	3,314	3,070	2,732
(632)	(614)	(610)	(531)	(502)	(510)
(1,147)	(926)	(880)	(911)	(863)	(736)
(4)	(3)	(3)	(2)	(2)	(6)
2,731	2,348	2,168	1,870	1,703	1,480
84	–	154	–	44	–
2,815	2,348	2,322	1,870	1,747	1,480
259,345	195,591	183,105	185,493	172,467	152,801
17,925	13,787	11,465	10,551	9,807	9,429
6.9%	7.7%	7.9%	7.5%	7.4%	7.9%
19.1%	20.6%	21.6%	20.2%	19.3%	17.6%
1.2%	1.2%	1.3%	1.1%	1.1%	1.0%
45.3%	45.1%	46.0%	48.0%	51.7%	54.5%
17.0%	6.7%	15.3%	26.2%	36.3%	19.6%
34,586	27,314	26,544	23,783	20,002	16,045
101c	95c	85c	73c	64c	56c
100%	100%	100%	100%	100%	75%
100%	100%	100%	100%	100%	80%
\$19.44	\$18.45	\$19.70	\$16.71	\$12.87	\$12.11
\$15.94	\$15.01	\$15.23	\$12.63	\$9.18	\$8.12
\$19.02	\$17.17	\$16.88	\$15.28	\$12.70	\$9.80
153.1c	142.4c	141.4c	112.7c	102.5c	86.9c
67.5%	64.2%	57.8%	62.0%	59.1%	62.1%
\$7.51	\$7.49	\$6.58	\$5.96	\$5.49	\$5.21
1,818.4	1,521.7	1,503.9	1,488.3	1,506.2	1,565.4
\$17.84	\$18.48	\$19.24	\$15.05	\$11.62	\$10.95
\$19.95	\$16.61	\$18.32	\$18.33	\$14.45	\$11.50
1,190	1,019	1,018	1,056	1,087	1,147
28,755	23,137	22,482	22,501	23,134	30,171
252,072	223,545	198,716	181,667	179,829	179,945

5 For the periods 1999 to 2002, the return on average ordinary equity calculation accrues the dividend over the year. From 2003, dividends may no longer be accrued and are not included in the calculation of return on average ordinary equity.

6 Excludes non-core items. Periods prior to 2005 also exclude goodwill amortisation. The 2005 ratio has been calculated on an IFRS basis that is comparable with that of 2006.

7 Periods prior to 2004 adjusted for the bonus elements of the November 2003 Rights Issue.

8 From 2003, the dividend payout ratio includes the final dividend proposed but not provided for in accordance with changes to accounting standards effective from the September 2003 financial year.

9 Equals shareholders' equity less preference share capital, goodwill, software and other intangible assets divided by the number of ordinary shares. For periods prior to 2005, this equals shareholders' equity less preference share capital and unamortised goodwill divided by the number of ordinary shares.

10 Includes branches, offices, representative offices and agencies.

11 From 2000 onwards, the number of shareholders does not include the number of employees whose only shares are held by ANZEST Pty Ltd as the trustee for shares issued under the terms of any ANZ employee incentive plan.