## AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED <br> ACN 005357522 <br> CONSOLIDATED FINANCIAL STATEMENTS AND DIVIDEND ANNOUNCEMENT Half-Year Ended 31 March 2000

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All amounts are in Australian dollars unless otherwise stated. The information included in the Highlights, Financial Highlights and Chief Financial Officer's Review on pages 1 to 16 is based on the consolidated financial statements on pages 21 to 57, which have been subject to review by the Group's auditors, KPMG (refer page 58). The Company has a formally constituted Audit, Compliance \& Finance Committee of the Board of Directors.

## Australia and New Zealand Banking Group Limited <br> ACN 005357522

# Consolidated Financial Statements And Dividend Announcement 

Half-Year Ended 31 March 2000

## HIGHLIGHTS

- Operating profit after tax $\$ 817$ million up 14\% (March 1999: $\$ 716$ million)
- ANZ returns to full franking; interim dividend 29 cents per share, up 3 cents.
- Earnings per ordinary share up $10 \%$ to 49.3 cents, from 44.7 cents
- Asset growth of $10 \%$
- Return on ordinary shareholders' equity $17.8 \%$ (17.3\%)
- Interest margins down from $3.05 \%$ to $2.93 \%$ due to interest rate squeeze
- Non interest income up to $\$ 1,350$ million ( $\$ 1,157$ million)
- Cost income ratio down to $51.4 \%$ (55.2\%)
- Operating expenses steady at $\$ 1,663$ million ( $\$ 1,646$ million)
- Abnormal loss from tax rate adjustment offset by abnormal gains


## FINANCIAL HIGHLIGHTS

## PROFIT \& LOSS

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 00 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ |  |
| :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M |
| Net interest income | 1,875 | 1,841 | 1,814 |
| Other operating income | 1,350 | 1,220 | 1,157 |
| Net operating income | 3,225 | 3,061 | 2,971 |
| Operating expenses | $(1,663)$ | $(1,654)$ | $(1,646)$ |
| Operating profit before debt provisions | 1,562 | 1,407 | 1,325 |
| Provision for doubtful debts | (256) | (252) | (258) |
| Income tax expense | (488) | (389) | (347) |
| Outside equity interests | (1) | (2) | (4) |
| Operating profit after tax | 817 | 764 | 716 |


| BALANCE SHEET | As at <br> Mar 00 | As at <br> Sep 99 | As at <br> Mar 99 |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\$ \mathbf{M}$ |
| Assets |  |  |  |
| Liquid assets | $\mathbf{5 , 4 1 0}$ | 5,283 | 6,442 |
| Due from other financial institutions | $\mathbf{4 , 5 4 3}$ | 3,472 | 3,354 |
| Trading and investment securities | $\mathbf{9 , 2 8 0}$ | 8,954 | 8,668 |
| Net loans and advances including acceptances | $\mathbf{1 2 9 , 3 8 6}$ | 118,921 | 116,131 |
| Other | $\mathbf{1 8 , 3 3 9}$ | 16,171 | 17,822 |
| Total assets | $\mathbf{1 6 6 , 9 5 8}$ | 152,801 | 152,417 |
| Liabilities |  |  |  |
| Due to other financial institutions | $\mathbf{8 , 7 9 6}$ | 9,001 | 8,851 |
| Deposits and borrowings | $\mathbf{1 0 6 , 1 5 7}$ | 96,559 | 97,269 |
| Acceptances | $\mathbf{1 5 , 3 6 4}$ | 14,858 | 16,565 |
| Other | $\mathbf{2 6 , 9 7 9}$ | 22,954 | 20,498 |
| Total liabilities | $\mathbf{1 5 7 , 2 9 6}$ | 143,372 | 143,183 |
| Total shareholders' equity and outside equity interests | $\mathbf{9 , 6 6 2}$ | 9,429 | 9,234 |

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## FINANCIAL HIGHLIGHTS（continued）

## PERFORMANCE MEASUREMENTS

| 俋 |  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ |  |
| :---: | :---: | :---: | :---: |
| Profitability ratios |  |  |  |
| Return on： |  |  |  |
| Average ordinary shareholders＇equity ${ }^{1}$ | 17．8\％ | 17．1\％ | 17．3\％ |
| Average assets | 1．02\％ | 1．01\％ | 0．94\％ |
| Average risk weighted assets | 1．34\％ | 1．29\％ | 1．22\％ |
| Total income | 12．5\％ | 13．0\％ | 12．5\％ |
| Net interest average margin | 2．93\％ | 3．08\％ | 3．05\％ |
| Efficiency ratios ${ }^{2}$ |  |  |  |
| Operating expenses to net operating income | 51．4\％ | 53．9\％ | 55．2\％ |
| Operating expenses to average assets | 2．1\％ | 2．2\％ | 2．2\％ |
| Debt provisioning |  |  |  |
| Economic loss provisioning（\＄M） | 256 | 252 | 258 |
| Net specific provisions（\＄M） | 197 | 248 | 234 |
| Earnings per ordinary share（cents） |  |  |  |
| Earnings per ordinary share（basic） | 49.3 | 45.9 | 44.7 |
| Earnings per ordinary share（diluted） | 49.1 | 45.7 | 44.6 |
| Ordinary share dividends（cents） |  |  |  |
| Interim 2000－100\％franked at 34\％（legislation pending）：1999： $75 \%$ franked | 29 | n／a | 26 |
| Final 1999－80\％franked | n／a | 30 | n／a |
| Dividend payout ratio | 57．9\％ | 65．6\％ | 58．4\％ |
| Preference share dividend | 49 | 48 | 24 |

1 Ordinary shareholders＇equity excluding outside equity interests
2 Excludes goodwill amortisation

## FINANCIAL HIGHLIGHTS (continued)

ASSETS AND CAPITAL

|  |  |  | Movt | Movt |
| ---: | ---: | ---: | ---: | ---: |
| As at | As at | As at | Mar 00 | Mar 00 |
| Mar 00 | Sep 99 | Mar 99 | vep 99 | v Mar 99 |


| Total assets (\$M) | $\mathbf{1 6 6 , 9 5 8}$ | 152,801 | 152,417 | $9 \%$ | $10 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |
| Risk weighted assets $(\$ \mathbf{M})$ | $\mathbf{1 2 6 , 5 5 3}$ | 118,037 | 118,624 | $7 \%$ | $7 \%$ |


| Shareholders' equity ${ }^{\mathbf{1 , 2}} \mathbf{( \$ \mathbf { M } )}$ | $\mathbf{9 , 6 4 9}$ | 9,403 | 9,210 | $3 \%$ | $5 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total advances $(\$ M)$ | $\mathbf{1 3 2 , 3 0 7}$ | 122,453 | 119,418 | $8 \%$ | $11 \%$ |
| Specific provisions $(\$ M)$ | $\mathbf{( 8 9 6 )}$ | $(907)$ | $(908)$ | $-1 \%$ | $-1 \%$ |
| Net advances $(\$ \mathbf{M})$ | $\mathbf{1 3 1 , 4 1 1}$ | 121,546 | 118,510 | $8 \%$ | $11 \%$ |
| Net tangible assets per ordinary share (\$) | $\mathbf{5 . 4 2}$ | 5.21 | 5.09 | $4 \%$ | $6 \%$ |
| Net tangible assets attributable to ordinary |  |  |  |  |  |
| shareholders $(\$ M)$ | $\mathbf{8 , 3 1 3}$ | 8,149 | 7,906 | $2 \%$ | $5 \%$ |
| Total number of ordinary shares $(M)$ | $\mathbf{1 , 5 3 3}$ | 1,565 | 1,554 | $-2 \%$ | $-1 \%$ |

Capital adequacy ratio (\%)

| - Inner Tier 1 | $\mathbf{6 . 5 \%}$ | $6.9 \%$ | $6.7 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| - Tier 1 | $\mathbf{7 . 5 \%}$ | $7.9 \%$ | $7.7 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| - Total | $\mathbf{1 0 . 1 \%}$ | $10.7 \%$ | $10.9 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| General provision (\$M) | $\mathbf{1 , 4 3 6}$ | 1,395 | 1,421 | $3 \%$ | $1 \%$ |
| General provision as a \% of risk weighted assets | $\mathbf{1 . 1 \%}$ | $1.2 \%$ | $1.2 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Non-accrual loans (\$M) |  |  |  |  |  |
| Non-accrual loans | $\mathbf{1 , 4 2 5}$ | 1,543 | 1,719 | $-8 \%$ | $-17 \%$ |
| Specific provisions | $\mathbf{( 8 7 1 )}$ | $(886)$ | $(860)$ | $-2 \%$ | $1 \%$ |
| Net non-accrual loans | $\mathbf{5 5 4}$ | 657 | 859 | $-16 \%$ | $-36 \%$ |
| Specific provision as a \% of total non-accrual loans | $\mathbf{6 1 . 1 \%}$ | $57.4 \%$ | $50.0 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Net non-accrual loans as a \% of net advances | $\mathbf{0 . 4 \%}$ | $0.5 \%$ | $0.7 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Net non-accrual loans as a \% of shareholders' equity ${ }^{3}$ | $\mathbf{5 . 7 \%}$ | $7.0 \%$ | $9.3 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Other information |  |  |  |  |  |
| Full time equivalent staff | $\mathbf{2 8 , 9 4 0}$ | 30,171 | 30,979 | $-4 \%$ | $-7 \%$ |
| Market capitalisation of ordinary shares $(\$ M)$ | $\mathbf{1 5 , 9 4 8}$ | 16,045 | 17,797 | $-1 \%$ | $-10 \%$ |

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## CHIEF FINANCIAL OFFICER'S REVIEW

## Overview

Australia and New Zealand Banking Group Limited (ANZ) recorded an operating profit after tax of $\$ 817$ million for the six months ended 31 March 2000, compared to a result for the six months to September 1999 of $\$ 764$ million, and $\$ 716$ million for the previous March half year. Earnings per ordinary share were 49.3 cents, up $7 \%$ from 45.9 cents from the September half. The return on ordinary shareholders' equity was $17.8 \%$ (September 1999 half year was $17.1 \%$ ).

The cost income ratio reduced to $51.4 \%$ ( $52.4 \%$ excluding significant one off items) from $53.9 \%$ in the six months to September 1999, reflecting a continued emphasis on cost efficiency and income growth and is in line with our target of $53 \%$ for 2000.

Significant one off items impacting profit :

- gain on sale from investment in Colonial Limited following the announcement of its acquisition by Commonwealth Bank (\$33m)
- reversal of previous property decrement on revaluation of properties ( $\$ 30 \mathrm{~m}$ )
- restatement of deferred tax balances to reflect new company tax rate $(-\$ 64 \mathrm{~m})$

On 27 April 2000, the Group announced that an agreement had been entered into with Standard Chartered PLC, a United Kingdom registered bank, for the sale of ANZ Grindlays Limited and international Private Banking operations. Further details are included in the post balance date event note on page 55.

Net interest income increased $\$ 34$ million over the previous six months, with $7.7 \%$ growth in volumes being offset by reduced margins. The principal source of growth was mortgage lending in Australia and New Zealand which was offset by a $\$ 49$ million reduction in net interest margins on mortgages caused by competition and the delay in passing on the full impact of wholesale interest rate increases to retail customers.

Growth in fee income at $6 \%$ was strong and reflected higher activity levels in all business units. Other income was boosted by property revaluations and the sale of the strategic investment in Colonial Limited.

Other income also benefited from increased foreign exchange trading by customers, and e-Commerce revenues in Personal Financial Services.


Operating expenses remained constant, reflecting the success of the Group's continued focus on cost containment and improved operating efficiency.

Risk levels have continued to reduce across the Group. The Economic Loss Provision as a percentage of average net lending assets declined from $0.43 \%$ in September 1999 to $0.40 \%$ reflecting improved risk profiles across international and continuing growth in the mortgage portfolio. Non accrual loans reduced and net specific provisions fell $21 \%$ in the half from $\$ 248$ million to $\$ 197$ million. Notwithstanding a further $\$ 46$ million in specific provisions for Daewoo, overseas markets specific provisions were down $\$ 86$ million on the September 1999 half. Losses on personal loans in Personal Financial Services exceeded expectation leading to a $\$ 27$ million increase in specific provision in that division.

The Group's Tier 1 capital position reduced to $7.5 \%$ from $7.9 \%$ at September 1999 following the $\$ 509$ million share buyback but remains strong. The total capital adequacy ratio has reduced to $10.1 \%$ (down from $10.7 \%$ at September 1999).

The Group is being managed to maximise value for our shareholders. Internally, total return to shareholders is measured through EVA ${ }^{\mathrm{TM}}$ (Economic Value Added) a measure of economic profit. EVA ${ }^{\mathrm{TM}}$ is based on operating profits after tax adjusted for the cost of capital, the assessed value of imputation credits, and economic credit costs. EVA ${ }^{\text {TM }}$ for the six months ended 31 March 2000 was $\$ 474$ million up from $\$ 449$ million for the six months ended 30 September 1999 , using a cost of capital of $11 \%$ (a hurdle rate of $15 \%$ is used for internal purposes). This calculation excludes the effect of abnormal items.

The adoption of AASB1038 'Life Insurance Business' has resulted in the recognition of the $\$ 4$ billion of assets and liabilities in statutory funds. While there is no net profit and loss impact from the introduction of AASB 1038, the requirement to recognise life insurance income on a gross basis results in the recognition of an additional net $\$ 40$ million of income, offset by $\$ 5$ million of expenses and $\$ 35$ million of income tax expense. Comparatives have been restated.

## BUSINESS SEGMENT PERFORMANCE

ANZ manages its activities along the following lines of business: Personal Financial Services, Corporate Financial Services and International.

- Personal Financial Services comprises Personal Banking (including Private Banking), Cards and Funds Management operations in Australia and New Zealand
- Corporate Financial Services comprises Corporate \& Institutional Banking, Global Transaction Services, Asset Finance, Structured Finance, Foreign Exchange and Capital Markets operations in Australia, New Zealand and the mature markets of UK, Europe and Americas
- International comprises countries outside Australia and New Zealand, excluding the investment bank operations in the mature markets of UK, Europe and Americas
- each line of business has established a presence in e-Commerce, and is actively working to maximise customer benefits from use of alternative distribution channels. e-Commerce businesses are described on pages 11-12. Group includes the results of asset and liability management; earnings on central capital; costs relating to hedging capital positions and certain central costs. Segment results exclude abnormal items.

Operating profit after service transfer pricing (equity standardised) ${ }^{1}$
$\left.\begin{array}{lrrrrr}\text { Half } & \text { Half } & \text { Half } & \begin{array}{r}\text { Movt }\end{array} & \begin{array}{r}\text { Movt }\end{array} \\ \text { Mar 00 }\end{array}\right]$
${ }^{1}$ Refer definitions on page 61
Personal Financial Services contributed $\$ 368$ million (45\%) to the Group result. Continued strong growth in the mortgage lending and cards portfolios in Australia and New Zealand was offset by a reduction in lending margins following rises in wholesale interest rates. Fees rose in line with increased transaction levels, while continued focus on operating efficiencies kept costs flat.

Corporate Financial Services increased profits by $4 \%$ to $\$ 311$ million, and represents $38 \%$ of the Group's profit. The result reflects the growth in non-interest income and tight cost control.

The International network contributed $\$ 76$ million to the result, a $38 \%$ increase over the disappointing September half. This reflects the improved asset quality to reduce risk, increased interest and fee income, and reduced costs, but was constrained by write offs of some tax assets.

## BUSINESS SEGMENT－PERSONAL FINANCIAL SERVICES

| （ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 00 \\ \$ \mathbf{M} \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar 99 } \\ \$ M \end{array}$ |
| :---: | :---: | :---: | :---: |
| Net interest income | 963 | 961 | 914 |
| Fee income | 476 | 446 | 397 |
| Other operating income | 101 | 91 | 76 |
| Net operating income | 1，540 | 1，498 | 1，387 |
| Operating expenses | （873） | （863） | （921） |
| Operating profit before debt provisions | 667 | 635 | 466 |
| Provision for doubtful debts | （74） | （66） | （57） |
| Income tax expense | （225） | （211） | （151） |
| Operating profit after tax | 368 | 358 | 258 |
| Operating profit after tax |  |  |  |
| Personal Banking | 312 | 308 | 218 |
| Funds Management | 56 | 50 | 40 |
|  | 368 | 358 | 258 |
| Net interest average margin | 3．19\％ | 3．51\％ | 3．60\％ |
| Return on assets | 1．17\％ | 1．25\％ | 0．98\％ |
| Return on risk weighted assets | 2．14\％ | 2．25\％ | 1．73\％ |
| Operating expenses to net operating income | 56．5\％ | 57．4\％ | 66．2\％ |
| Operating expenses to average assets | 2．76\％ | 2．99\％ | 3．50\％ |
| Net specific provisions | 87 | 60 | 36 |
| Net specific provision as a \％of average net advances | 0．3\％ | 0．2\％ | 0．1\％ |
| Net non－accrual loans | 71 | 84 | 76 |
| Net non－accrual loans as a \％of net advances | 0．1\％ | 0．2\％ | 0．2\％ |
| Total employees | 12，485 | 12，926 | 13，112 |
| Total assets | 66，406 | 59，709 | 54，928 |

Personal Financial Services contributed $\$ 368 \mathrm{~m}(45 \%)$ to the Group＇s result．While the result was essentially flat on the September 1999 result，it consolidated the improvements made in the second half of 1999 and is up $43 \%$ on March 1999.

The key factors influencing revenue and costs in the March half result of Personal Financial Services were：
－good growth in fees and other income representing sustained increases in transaction volumes across the Division while net interest income remains flat due to continued margin contraction
－strong growth in mortgage lending（reflecting ANZ＇s rating as Home Loan Bank of the Year and the Canex five star rating on home loans）leading to increased market share
－lower margins on mortgage lending resulting from delays in repricing for the full cost of increased wholesale interest rates． Margin reduction reduced net interest income by $\$ 49$ million
－increased revenues from the sale of risk products
－expenses were held to a $1 \%$ increase，with a $3 \%$ reduction in staff numbers from 12,926 to 12,485 being more than offset by the personnel cost increase from the Enterprise Bargaining agreement and seasonally higher costs including advertising in the March half．The Group continues to implement efficiency initiatives，and to encourage its customers to use more cost effective distribution channels．

The increased economic loss provision charge reflects $12 \%$ growth in advances，mainly in mortgages，and an increase in loss rates in personal lending．Net specific provisions reflect increases in credit card volumes，and higher than expected losses from personal lending．Risk management procedures have been reviewed and are expected to result in reduced losses in future periods．

## BUSINESS SEGMENT - CORPORATE FINANCIAL SERVICES

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar 00 } \\ \$ \mathbf{M} \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \\ \$ M \end{array}$ |
| :---: | :---: | :---: | :---: |
| Net interest income | 503 | 498 | 490 |
| Fee income | 338 | 327 | 313 |
| Other operating income | 166 | 154 | 174 |
| Net operating income | 1,007 | 979 | 977 |
| Operating expenses | (466) | (464) | (489) |
| Operating profit before debt provisions | 541 | 515 | 488 |
| Provision for doubtful debts | (112) | (100) | (122) |
| Income tax expense | (118) | (115) | (100) |
| Operating profit after tax | 311 | 300 | 266 |
| Operating profit after tax |  |  |  |
| Corporate Relationships | 215 | 203 | 176 |
| Asset Finance | 46 | 44 | 38 |
| Foreign Exchange | 34 | 32 | 31 |
| Capital Markets | 16 | 21 | 21 |
|  | 311 | 300 | 266 |
| Net interest average margin | 1.84\% | 1.91\% | 1.72\% |
| Return on assets | 0.86\% | 0.84\% | 0.70\% |
| Return on risk weighted assets | 0.86\% | 0.83\% | 0.74\% |
| Operating expenses to net operating income | 46.2\% | 47.3\% | 49.9\% |
| Operating expenses to average assets | 1.29\% | 1.29\% | 1.29\% |
| Net specific provisions | 35 | 44 | 67 |
| Net specific provision as a \% of average net advances | 0.1\% | 0.1\% | 0.2\% |
| Net non-accrual loans | 249 | 338 | 524 |
| Net non-accrual loans as a \% of net advances | 0.4\% | 0.6\% | 0.9\% |
| Total employees | 4,571 | 4,880 | 5,014 |
| Total assets | 74,038 | 70,229 | 72,906 |

During the half, Corporate Financial Services profits increased $4 \%$ to $\$ 311$ million, which represents $38 \%$ of the Group's result.
The growth in Corporate Financial Services primarily reflects:

- strong growth in fee income through increased transaction fees following a review of pricing and cost structures
- increased foreign exchange option revenue with volatility in currency markets increasing customer activity
- growth in transaction fees associated with "ANZ OnLine", the PC based banking product for Corporate customers
- flat expenses with higher salary costs being offset by a $6 \%$ reduction in staff numbers
offset by:
- reducing margins in Asset Finance as higher margin business written in prior years rolled off and increased competitive pressures.

During the six months to 31 March 2000, a number of initiatives have been undertaken to improve the distribution of products to Institutional and Corporate customers. Corporate Financial Services has realigned its business into product and relationship management specialisations, Corporate and Institutional Banking has been restructured along industry lines, and customers have increased their use of electronic distribution channels including FX Online, ANZ OnLine and e-Gate.

## BUSINESS SEGMENT－INTERNATIONAL

$\left.\begin{array}{lrrr} & \begin{array}{c}\text { Half } \\ \text { year }\end{array} & \begin{array}{r}\text { Half } \\ \text { year } \\ \text { Sep } \mathbf{9 9}\end{array} & \begin{array}{r}\text { Half } \\ \text { Mear }\end{array} \\ \text { Man }\end{array}\right)$

The International business segment result is different from the Overseas Markets result included on page 16.
International business segment results are equity standardised and reflect management of the commercial International network，thus excluding the Investment Banking operations of the mature markets of UK，Europe and Americas，which are included in Corporate Financial Services．

The International network contributed $\$ 76$ million to the Group result，an increase of $38 \%$ over the poor September 1999 half－year，which was down $53 \%$ on the March 1999 half－year．
Key drivers of the result were：
－a reduction in Asian exposures over the last 12 months with a drive to improve credit quality，and a significant reduction in off－balance sheet risk across all regions leading to a reduction in expected loss factors
－increased fee revenue following a review of ANZ and competitor pricing，particularly in South Asia
－higher other operating income with the sale of ANZ Guernsey（ $\$ 10$ million profit before tax）
－increased foreign exchange and trading income in India from higher volumes and reducing interest rates
－a reduction in operating expenses，as a result of a decrease in staff numbers（down to 7,483 ）with voluntary retirement schemes in Pakistan and Jordan
－income tax expense has increased，as the Group re－assessed the probability of recovery of tax assets in certain countries．

The reduction in specific provisions demonstrates the improvement in the risk profile and the stabilisation of credit problems．The provision was dominated by $\$ 46$ million further provisioning on Daewoo．

## BUSINESS SEGMENT - E-COMMERCE

ANZ is intent on building swiftly a leading e-Commerce presence in financial services as use of the internet becomes increasingly pervasive. ANZ has made exciting progress with its Personal, Business and International e-Commerce initiatives over the last six months:

## Personal E-Commerce

As at 31 March 2000 ANZ had 204,000 registered users in Australia and 27,000 users in New Zealand (since increased to over 250,000 in aggregate). ANZ offers market leading functionality and on 3 April IMR Worldwide (a leading internet market research company) ranked ANZ the most visited bank web site in Australia. ANZ's customer uptake of internet banking has also been the highest of all the banks as shown below:

In addition to the principal services of account information, BPay, funds transfer, and various on-line product applications, enhancements delivered over the last six months include third party payments ("pay anyone" functionality), enhanced calculators and tools, on-line deposit applications, insurance quotes and managed investments (prices and downloadable prospectuses).

ANZ recently launched ANZ BizSite, an on-line web site creation service that enables both personal and business users to build and maintain a professional web site including the ability to receive on-line orders and make payments.

ANZ's strategic alliance with E*Trade, one of the pioneers


Source: ANZ analysis based on data provided by Ord Minnett \& Roy Morgan of on-line securities trading in the United States provides customers with the ability to conduct share trading and use a variety of investment and portfolio management tools. ANZ's customers share of new E *Trade registrations is in excess of $50 \%$ and their usage of E Trade and associated trading volumes are above forecast. This has helped strengthen $\mathrm{E}^{*}$ Trade's position as one of the two dominant on-line brokers in Australia.

ANZ has also developed an alliance with Free Net to provide customers with free and unrestricted internet access. This service is currently being piloted in Melbourne and Sydney and we expect to be able to extend it to all our customers later this year.

## Business E-Commerce

ANZ has a strong and established on-line business which is being web enabled. ANZ OnLine, our PC based electronic banking service for companies has over 15,000 installed base stations with over 60,000 users, and processes over four million payments per month. In addition, Esanda Online originates and processes $95 \%$ of Esanda's dealer and broker network loan contracts.

With business e-Commerce forecast to grow to $\$ 200$ billion in Australia by 2006, ANZ is well placed to build on this momentum and secure a leading market position via the following three elements:

1) Web Enabling Existing Products

Through internet enabling existing products our objective is to create a rich corporate banking portal that improves customer financial decision making and transacting. Initial offerings include the following:

- FX Online provides real-time pricing and execution of foreign exchange spot, forward, extension and nondeliverable transactions. It also provides a chat facility between the customer and dealer. For the six months to March, \$A1.3 billion in deals have been processed through FX Online. Building on these impressive statistics, the web based version of FX Online will be launched simultaneously to clients in Australia, New Zealand and the UK in May.
- ANZ has also established a New Issues Centre web site to provide certain institutional clients with interactive access to ANZ's bonds issue data. Allowing access to both current and historical data, the site also offers book-building functionality and was recently used for the Fairfax issue, which involved 12 institutional investors registering $\$ 150$ million worth of bonds.


## 2) Creating a New Range of e-Products

Our strategy is to build the most innovative range of financial e-products, including payment facilities and authentication services, to enable and enhance customer on-line trading. ANZ is well advanced with ANZ eGate, its Internet-based payments gateway, which is utilised by a number of customers involved in industries such as subscription services, e-tailing, wireless applications, and freeway operation and toll collection.

Recently, ANZ announced a $2.3 \%$ equity investment in global digital certificate entity Identrus - a strategic move that will provide ANZ with authentication and transaction assurance capabilities.

## 3) Turnkey On-line Enablement Solutions

We are particularly focused on providing turnkey on-line enablement solutions with complementary partners, where financial services integration and ANZ distribution add value. ANZ is currently exploring a number of joint venture opportunities as a means of protecting and developing existing/new revenue streams. With equity in strategic partners, ANZ has opportunities to participate in trading communities and procurement services, thereby facilitating and streamlining supply chain processes.

Via eAuto, ANZ is now a genuine contender for market leadership in the on-line automotive marketplace in Australia and New Zealand.

ANZ's proposed strategic investment in eisa supports our strategy to rapidly develop an e-Commerce presence and significantly enhance on-line distribution capabilities for ANZ financial products and services. Through this investment, ANZ will have certain exclusive rights to provide financial products to eisa's on-line customer base in Australia and New Zealand, with first rights on opportunities developed by eisa in Asia.

## e.Asia

In addition to the momentum gained in our domestic markets of Australia and New Zealand, ANZ is actively exploring e-Commerce initiatives to gain access to attractive new customers in key Asian markets. In less developed markets, we are exploring ways of building a broad presence by leveraging off the e-Commerce work we have already undertaken in Australia and New Zealand. In the more developed markets, we are reviewing more focused opportunities in cooperation with local equity partners.

| e-Commerce results ${ }^{1}$ | Half year March 2000 |  |  |
| :---: | :---: | :---: | :---: |
|  | Total income | Total expenses | Profit (loss) before tax |
|  | \$M | \$M | \$ M |
| Personal Financial Services | 14.9 | 18.3 | (3.4) |
| Corporate Financial Services | 18.0 | 14.6 | 3.4 |
|  | 32.9 | 32.9 | - |
| ings from non-consolidated investme | ot included | such as E*Tra |  |

## GEOGRAPHIC SEGMENT PERFORMANCE

|  | HalfyearMar 00$\$ M$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ |  |  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% | \$M | \% | \$M | \% |
| Operating profit after tax |  |  |  |  |  |  |
| Australia | 565 | 69\% | 560 | 73\% | 472 | 66\% |
| New Zealand | 116 | 14\% | 97 | 13\% | 101 | 14\% |
| Domestic Markets | 681 | 83\% | 657 | 86\% | 573 | 80\% |
| UK and Europe | 24 | 3\% | 17 | 2\% | 24 | 3\% |
| Asia | 15 | 2\% | 2 | 0\% | 17 | 2\% |
| Pacific | 22 | 3\% | 17 | $2 \%$ | 20 | 3\% |
| South Asia | 43 | 5\% | 27 | 4\% | 36 | 5\% |
| Americas | 25 | 3\% | 22 | 3\% | 28 | 4\% |
| Middle East | 7 | 1\% | 22 | 3\% | 18 | 3\% |
| Overseas Markets | 136 | 17\% | 107 | 14\% | 143 | 20\% |
|  | 817 | 100\% | 764 | 100\% | 716 | 100\% |
|  |  |  |  | As at | As at | As at |
|  |  |  |  | Mar 00 | Sep 99 | Mar 99 |
|  |  |  |  | \$M | \$M | \$M |
| Total assets |  |  |  |  |  |  |
| Australia |  |  |  | 116,352 | 107,551 | 103,186 |
| New Zealand |  |  |  | 21,542 | 19,730 | 19,364 |
| Domestic Markets |  |  |  | 137,894 | 127,281 | 122,550 |
| UK and Europe |  |  |  | 7,657 | 6,444 | 10,229 |
| Asia |  |  |  | 5,329 | 4,582 | 4,971 |
| Pacific |  |  |  | 1,112 | 1,040 | 1,160 |
| South Asia |  |  |  | 5,473 | 4,802 | 5,405 |
| Americas |  |  |  | 5,281 | 4,988 | 4,080 |
| Middle East |  |  |  | 4,212 | 3,664 | 4,022 |
| Overseas Markets |  |  |  | 29,064 | 25,520 | 29,867 |
|  |  |  |  | 166,958 | 152,801 | 152,417 |
| Risk weighted assets |  |  |  |  |  |  |
| Australia |  |  |  | 85,198 | 80,462 | 78,700 |
| New Zealand |  |  |  | 15,025 | 13,546 | 14,265 |
| Domestic Markets |  |  |  | 100,223 | 94,008 | 92,965 |
| UK and Europe |  |  |  | 7,199 | 6,733 | 7,205 |
| Asia |  |  |  | 4,556 | 4,203 | 4,634 |
| Pacific |  |  |  | 906 | 880 | 938 |
| South Asia |  |  |  | 4,461 | 3,919 | 4,034 |
| Americas |  |  |  | 5,364 | 4,786 | 5,027 |
| Middle East |  |  |  | 3,844 | 3,508 | 3,821 |
| Overseas Markets |  |  |  | 26,330 | 24,029 | 25,659 |
|  |  |  |  | 126,553 | 118,037 | 118,624 |

## GEOGRAPHIC SEGMENT－AUSTRALIA

$\left.\begin{array}{lrrr} & \begin{array}{r}\text { Half } \\ \text { year } \\ \text { Mar 00 }\end{array} & \begin{array}{r}\text { Half } \\ \text { Sear } \\ \text { Sep }\end{array} & \begin{array}{r}\text { Half } \\ \text {（ear }\end{array} \\ \text { Mar 99 }\end{array}\right\}$

Profit after tax in Australia was steady compared to the previous six months，following strong growth in the second half of 1999 （the result is $20 \%$ higher than the first half of 1999）．

The main influences on this result were：
－flat net interest income with the increased lending volumes（mortgages）offset by a contraction in margins due to：
－the lag in passing on the impact of higher interest rates to mortgage customers
－margin contraction in mortgages reducing net interest by $\$ 49$ million
－competitive pressures on margins in Esanda ；and
－a significant interest recovery in the September half year．
－good growth in non－lending fee income in Personal and Corporate Financial Services，due to volume growth and revised fee structures．
offset by
－higher personnel expenses with the EBA and annual salary increases，marketing costs，higher software amortisation and higher restructuring costs
－increased economic loss provision charge reflecting volume growth and an increase in loss rates on the non mortgage lending book in Personal Financial Services and central portfolio provisions．

| GEOGRAPHIC SEGMENT - NEW ZEALAND | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar 00 } \\ \$ \mathbf{M} \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | HalfyearMar 99$\$ M$ |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| Net interest income | 240 | 235 | 242 |
| Fee income | 133 | 127 | 113 |
| Other operating income | 30 | 33 | 38 |
| Net operating income | 403 | 395 | 393 |
| Operating expenses | (227) | (238) | (231) |
| Operating profit before debt provisions | 176 | 157 | 162 |
| Provision for doubtful debts | (18) | (18) | (23) |
| Income tax expense | (42) | (42) | (38) |
| Operating profit after income tax | 116 | 97 | 101 |
| Net interest average margin | 2.66\% | 2.73\% | 2.74\% |
| Return on ordinary book equity | 24.8\% | 22.7\% | 25.9\% |
| Return on risk weighted assets | 1.62\% | 1.41\% | 1.44\% |
| Operating expenses to net operating income | 56.1\% | 60.3\% | 58.5\% |
| Operating expenses to average assets | 2.25\% | 2.50\% | 2.35\% |
| Net specific provision | 18 | 12 | 6 |
| Net specific provision as a \% of average net advances | 0.2\% | 0.2\% | 0.1\% |
| Net non-accrual loans | 46 | 30 | 33 |
| Net non-accrual loans as a \% of net advances | 0.3\% | 0.2\% | 0.2\% |
| Total employees | 4,053 | 4,290 | 4,498 |
| Lending growth (including FX impact) | 14.5\% | (0.2\%) | 1.6\% |
| Lending growth (excluding FX impact) | 11.2\% | 6.4\% | 1.1\% |
| Total assets | 21,542 | 19,730 | 19,365 |
| $\underline{\text { Risk weighted assets }}$ | 15,025 | 13,546 | 14,265 |

New Zealand contributed $\$ 116$ million (14\%) to the Group result. This represented a $20 \%$ increase over the previous six months and reflects:

- strong lending volume growth, but net interest income has been constrained by competitive pressures on margins
- increased fee income from volume growth, new products and changes to fee structures
- an increase in structured financing activities
- lower operating costs, in particular personnel costs, reflecting the benefits of restructuring programs undertaken.

The operating cost to income ratio has reduced to $56.1 \%$ from $60.3 \%$ in the previous half year. Asset quality remains good.

## GEOGRAPHIC SEGMENT - OVERSEAS MARKETS

|  | Half <br> year <br> Mar 00 | Half <br> year <br> Sep 99 | Half <br> year <br> Mar 99 |
| :--- | ---: | ---: | ---: |
| \$M |  |  |  |

Overseas markets increased profit by $27 \%$ on the disappointing September half to $\$ 136$ million, but was flat compared with March 1999. The result reflects:

- improved asset quality in Asia and the Middle East
- increases in net interest and fees as a result of increased volumes
- lower operating costs reflecting the reduction in staff numbers and containment of other operating costs
- higher trading results in the UK and South Asia.
offset by
- reduced margins in Middle East and South Asia as credit quality improved and competitive pressures increased
- write off of tax assets in some countries.

The Group's aggregate Asian exposures in US dollar terms remains steady over September 1999 at USD 5.5 billion as increased trade finance offset reduced corporate exposures.

Gross non-accrual loans in Overseas Markets are $\$ 858$ million, down from $\$ 870$ million. Net specific provisions representing new and increased provisions less specific provision releases and recoveries totalled $\$ 77$ million for Overseas markets, including $\$ 51$ million booked in Asia dominated by $\$ 46$ million related to further provisioning on ANZ's Daewoo exposure.

The Asian non-accrual loan portfolio continues to be well provided with a coverage ratio of $68 \%$.

## FOUR YEAR SUMMARY BY HALF-YEAR

|  | Mar 00 <br> \$M | Sept 99 | $\text { Mar } 99$ | Sept 98 | $\text { Mar } 98$ | Sept 97 | $\text { Mar } 97$ <br> \$M | Sept 96 <br> \$M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit and loss |  |  |  |  |  |  |  |  |
| Net interest income | 1,875 | 1,841 | 1,814 | 1,774 | 1,773 | 1,719 | 1,718 | 1,682 |
| Other operating income | 1,350 | 1,220 | 1,157 | 971 | 1,128 | 1,110 | 1,000 | 947 |
| Operating expenses | $(1,663)$ | $(1,654)$ | $(1,646)$ | $(1,701)$ | $(1,737)$ | $(1,808)$ | $(1,694)$ | $(1,752)$ |
| Provision for doubtful debts | (256) | (252) | (258) | (250) | (237) | (203) | (197) | (61) |
| Operating profit | 1,306 | 1,155 | 1,067 | 794 | 927 | 818 | 827 | 816 |
| Income tax expense | (488) | (389) | (347) | (239) | (298) | (223) | (243) | (216) |
| Outside equity interests | (1) | (2) | (4) | (5) | (4) | (4) | (4) | (4) |
| Operating profit after tax before abnormals | 817 | 764 | 716 | 550 | 625 | 591 | 580 | 596 |
| Net abnormal (loss)profit | - | - | - | (69) | - | (116) | (31) | - |
| Operating profit after tax | 817 | 764 | 716 | 481 | 625 | 475 | 549 | 596 |
| Balance Sheet |  |  |  |  |  |  |  |  |
| Assets | 166,958 | 152,801 | 152,417 | 149,720 | 147,681 | 138,241 | 135,020 | 127,604 |
| Net Assets | 9,662 | 9,429 | 9,234 | 8,391 | 7,388 | 6,993 | 6,678 | 6,336 |
| Ratios (after abnormals) |  |  |  |  |  |  |  |  |
| Return on average ordinary equity | 17.8\% | 17.1\% | 17.3\% | 12.3\% | 17.1\% | 13.3\% | 16.6\% | 18.6\% |
| Return on average assets | 1.0\% | 1.0\% | 0.9\% | 0.6\% | 0.8\% | 0.7\% | 0.8\% | 1.0\% |
| Tier 1 capital ratio | 7.5\% | 7.9\% | 7.7\% | 7.2\% | 6.5\% | 6.6\% | 6.6\% | 6.7\% |
| Ratios (before abnormals) |  |  |  |  |  |  |  |  |
| Cost to income ${ }^{1}$ | 51.4\% | 53.9\% | 55.2\% | 62.0\% | 59.9\% | 63.9\% | 62.3\% | 66.6\% |
| Shareholder value - ordinary shares |  |  |  |  |  |  |  |  |
| Total return to shareholders |  |  |  |  |  |  |  |  |
| Market capitalisation | 15,948 | 16,045 | 17,797 | 13,885 | 15,385 | 17,017 | 12,084 | 10,687 |
| Dividend | 29.0c | 30.0c | 26.0c | 28.0c | 24.0 c | 26.0c | 22.0c | 24.0 c |
| Franked portion | 100\% | 75\% | 75\% | 60\% | 60\% | 100\% | 100\% | 100\% |
| Share price |  |  |  |  |  |  |  |  |
| - high | \$11.67 | \$12.45 | \$11.69 | \$11.88 | \$11.44 | \$11.58 | \$8.64 | \$7.28 |
| - low | \$9.71 | \$8.58 | \$8.58 | \$8.45 | \$9.09 | \$7.56 | \$7.10 | \$5.52 |
| - closing | \$10.40 | \$10.25 | \$11.45 | \$9.02 | \$10.10 | \$11.28 | \$8.08 | \$7.23 |
| Share information (per fully paid ordinary share) |  |  |  |  |  |  |  |  |
| Earnings per share - basic | 49.3c | 45.9c | 44.7c | 35.9c | 41.3 c | 39.4c | 39.1 c | 40.5c |
| Dividend payout ratio | 57.9\% | 65.6\% | 58.4\% | 78.4\% | 58.6\% | 66.3\% | 56.7\% | 59.6\% |
| Net tangible assets | \$5.42 | \$5.21 | \$5.09 | \$4.98 | \$4.81 | \$4.59 | \$4.42 | \$4.24 |
| Number of fully paid ordinary shares |  |  |  |  |  |  |  |  |
| Other information |  |  |  |  |  |  |  |  |
| Permanent employees (FTE's) | 27,703 | 28,744 | 29,648 | 30,827 | 34,695 | 35,926 | 37,807 | 39,721 |
| Temporary employees (FTE's) | 1,237 | 1,427 | 1,331 | 1,245 | 1,243 | 904 | 665 | n/a |
| Total employees | 28,940 | 30,171 | 30,979 | 32,072 | 35,938 | 36,830 | 38,472 | n/a |
| Number of shareholders | 223,803 | 214,151 | 184,183 | 151,564 | 138,056 | 132,450 | 134,484 | 121,847 |

${ }^{2}$ Excludes the impact of god ill

# AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED FINANCIAL STATEMENTS 

Half-Year Ended

31 March 2000

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## DIRECTORS' REPORT

The directors present their report on the consolidated accounts for the half-year ended 31 March 2000.

## Directors

The names of the directors of the Company who held office during and since the end of the half-year are:

Mr C B Goode - Chairman<br>Mr J McFarlane obe - Chief Executive Officer<br>Mr J C Dahlsen<br>Dr R S Deane<br>Mr J K Ellis<br>Ms M A Jackson<br>Dr B W Scott ao<br>Mr G K Toomey

## Result

The consolidated operating profit after income tax attributable to shareholders of the Company was $\$ 817$ million. Further details are contained in the Chief Financial Officer's Review on pages 5 to 16 and in the financial statements.

## Review of Operations

A review of the operations of the Group during the half-year and the results of those operations are contained in the Chief Financial Officer's Review on pages 5 to 16 and in the financial statements.

## Rounding of Amounts

The Company is a company of the kind referred to in the Australian Securities and Investments Commission class order 98/100 dated 10 July 1998 pursuant to section 341(1) of the Corporations Law. Consequently, amounts in this report and the accompanying financial statements have been rounded to the nearest million dollars except where otherwise indicated.

Signed in accordance with a resolution of the directors.

## Charles Goode

Chairman
1 May 2000

John McFarlane
Chief Executive Officer

PROFIT AND LOSS ACCOUNT

|  | Note | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar 00 } \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \\ \$ M \end{array}$ | $\begin{array}{rr} \text { Movt } & \text { Movt } \\ \text { Mar 00 } & \text { Mar 00 } \\ \text { v Sep 99 } 9 \text { Mar } 99 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | \% | \% |
| Total income | 2 | 6,126 | 5,518 | 5,543 | 11\% | 11\% |
| Interest income <br> Interest expense |  | $\begin{gathered} 4,776 \\ (2,901) \\ \hline \end{gathered}$ | $\begin{gathered} 4,298 \\ (2,457) \\ \hline \end{gathered}$ | $\begin{gathered} 4,386 \\ (2,572) \\ \hline \end{gathered}$ | $\begin{aligned} & 11 \% \\ & 18 \% \\ & \hline \end{aligned}$ | $\begin{array}{r}9 \% \\ 13 \% \\ \hline\end{array}$ |
| Net interest income <br> Other operating income | 2 | $\begin{aligned} & \mathbf{1 , 8 7 5} \\ & \mathbf{1 , 3 5 0} \\ & \hline \end{aligned}$ | $\begin{aligned} & 1,841 \\ & 1,220 \\ & \hline \end{aligned}$ | $\begin{array}{r} 1,814 \\ 1,157 \\ \hline \end{array}$ | $\begin{array}{r} 2 \% \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r}3 \% \\ 17 \% \\ \hline\end{array}$ |
| Total net operating income Operating expenses | 3 | $\begin{gathered} 3,225 \\ (\mathbf{1 , 6 6 3}) \\ \hline \end{gathered}$ | $\begin{array}{r} 3,061 \\ (1,654) \\ \hline \end{array}$ | $\begin{gathered} 2,971 \\ (1,646) \\ \hline \end{gathered}$ | $\begin{aligned} & 5 \% \\ & 1 \% \\ & \hline \end{aligned}$ | $9 \%$ <br> $1 \%$ |
| Operating profit before debt provision Provision for doubtful debts | 11 | $\begin{gathered} \mathbf{1 , 5 6 2} \\ (256) \end{gathered}$ | $\begin{gathered} 1,407 \\ (252) \end{gathered}$ | $\begin{gathered} 1,325 \\ (258) \end{gathered}$ | $\begin{array}{r} 11 \% \\ 2 \% \end{array}$ | $\begin{aligned} & 18 \% \\ & -1 \% \end{aligned}$ |
| Operating profit before tax |  | 1,306 | 1,155 | 1,067 | 13\% | 22\% |
| Income tax expense | 5 | (488) | (389) | (347) | 25\% | $41 \%$ |
| Operating profit after income tax Outside equity interests |  | $\begin{gathered} 818 \\ (1) \\ \hline \end{gathered}$ | $\begin{gathered} 766 \\ (2) \\ \hline \end{gathered}$ | $\begin{array}{r} 720 \\ (4) \\ \hline \end{array}$ | $\begin{array}{r} 7 \% \\ -50 \% \\ \hline \end{array}$ | $\begin{array}{r} 14 \% \\ -75 \% \\ \hline \end{array}$ |
| Operating profit after income tax attributable to members of the Company |  | 817 | 764 | 716 | 7\% | 14\% |
| Retained profits at start of period |  | 2,952 | 2,702 | 2,412 | 9\% | 22\% |
| Total available for appropriation Transfers (to)from reserves |  | $\begin{gathered} 3,769 \\ (28) \end{gathered}$ | $\begin{array}{r} 3,466 \\ (29) \end{array}$ | $\begin{gathered} 3,128 \\ (25) \end{gathered}$ | $\begin{gathered} 9 \% \\ -3 \% \end{gathered}$ | $20 \%$ $12 \%$ |
| Dividends provided for/paid - ordinary shares | 6 | (427) | (437) | (377) | -2\% | 13\% |
| Dividends paid - preference shares | 6 | (49) | (48) | (24) | 2\% | large |
| Retained profits at end of period |  | 3,265 | 2,952 | 2,702 | 11\% | 21\% |

The notes appearing on pages 25 to 57 form an integral part of these financial statements

## BALANCE SHEET

|  |  | As at <br> Mar 00 | As at Sep 99 | As at Mar 99 | $\begin{array}{r} \text { Movt } \\ \text { Mar } 00 \\ \text { v Sep } 99 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \mathrm{v} \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Note | \$M | \$M | \$M | \% | \% |
| Assets |  |  |  |  |  |  |
| Liquid assets |  | 5,410 | 5,283 | 6,442 | $2 \%$ | -16\% |
| Due from other financial institutions |  | 4,543 | 3,472 | 3,354 | 31\% | 35\% |
| Trading securities |  | 4,871 | 4,259 | 4,195 | 14\% | 16\% |
| Investment securities | 8 | 4,409 | 4,695 | 4,473 | -6\% | -1\% |
| Net loans and advances | 9 | 114,022 | 104,063 | 99,566 | 10\% | 15\% |
| Customers' liability for acceptances |  | 15,364 | 14,858 | 16,565 | 3\% | -7\% |
| Life insurance investment assets |  | 4,443 | 4,063 | 3,868 | 9\% | 15\% |
| Regulatory deposits |  | 608 | 616 | 1,366 | -1\% | -55\% |
| Shares in associates |  | 44 | 32 | 30 | 38\% | 47\% |
| Other assets |  | 11,760 | 10,036 | 11,031 | 17\% | 7\% |
| Premises and equipment |  | 1,484 | 1,424 | 1,527 | 4\% | -3\% |
| Total assets |  | 166,958 | 152,801 | 152,417 | 9\% | 10\% |
| Liabilities |  |  |  |  |  |  |
| Due to other financial institutions |  | 8,796 | 9,001 | 8,851 | -2\% | -1\% |
| Deposits and other borrowings |  | 106,157 | 96,559 | 97,269 | 10\% | 9\% |
| Liability for acceptances |  | 15,364 | 14,858 | 16,565 | 3\% | -7\% |
| Income tax liability |  | 1,021 | 1,051 | 975 | -3\% | 5\% |
| Creditors and other liabilities |  | 10,697 | 9,421 | 9,551 | 14\% | 12\% |
| Provisions |  | 979 | 1,010 | 923 | -3\% | 6\% |
| Life insurance policy liabilities |  | 3,978 | 3,795 | 3,629 | 5\% | 10\% |
| Bonds and notes |  | 6,910 | 4,456 | 1,952 | 55\% | large |
| Loan capital |  | 3,394 | 3,221 | 3,468 | 5\% | -2\% |
| Total liabilities |  | 157,296 | 143,372 | 143,183 | 10\% | 10\% |
| Net assets |  | 9,662 | 9,429 | 9,234 | 2\% | 5\% |
| Shareholders' equity |  |  |  |  |  |  |
| Ordinary share capital |  | 4,399 | 4,770 | 4,686 | -8\% | -6\% |
| Preference share capital |  | 1,232 | 1,145 | 1,190 | 8\% | 4\% |
| Reserves |  | 753 | 536 | 632 | 40\% | 19\% |
| Retained profits |  | 3,265 | 2,952 | 2,702 | 11\% | 21\% |
| Share capital and reserves attributable |  |  |  |  |  |  |
| Outside equity interests |  | 13 | 26 | 24 | -50\% | -46\% |
| Total shareholders' equity and outside equity interests |  | 9,662 | 9,429 | 9,234 | 2\% | 5\% |
| Derivative financial instruments | 17 |  |  |  |  |  |
| Contingent liabilities | 18 |  |  |  |  |  |

[^1]
## STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

|  | Half <br> year <br> Mar 00 <br> \$M | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | Half <br> year <br> Mar 99 \$M | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \text { v Sep } 99 \\ \% \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \text { v Mar 99 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Share capital |  |  |  |  |  |
| Balance at start of period | 5,915 | 5,876 | 5,226 | 1\% | 13\% |
| Ordinary share issues |  |  |  |  |  |
| Dividend reinvestment plan | 113 | 84 | 92 | 35\% | 23\% |
| Group employee share acquisition scheme | 20 | - | 4 | $\mathrm{n} / \mathrm{a}$ | large |
| Group share option scheme | 4 | - | 9 | $\mathrm{n} / \mathrm{a}$ | -56\% |
| Group share purchase scheme | \# | - | \# | $\mathrm{n} / \mathrm{a}$ | n/a |
| Share buyback | (509) | - | - | $\mathrm{n} / \mathrm{a}$ | n/a |
| Preference share issues | - | - | 578 | $\mathrm{n} / \mathrm{a}$ | n/a |
| Retranslation of preference share issues | 88 | (45) | (33) | $\mathrm{n} / \mathrm{a}$ | n/a |
| Total share capital | 5,631 | 5,915 | 5,876 | -5\% | -4\% |
| Foreign currency translation reserve |  |  |  |  |  |
| Balance at start of period | (152) | (27) | 63 | $\mathrm{n} / \mathrm{a}$ | n/a |
| Currency translation adjustments, net of hedges after tax | 158 | (125) | (90) | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
|  | 6 | (152) | (27) | $\mathrm{n} / \mathrm{a}$ | n/a |
| Asset revaluation reserve |  |  |  |  |  |
| Balance at start of period | - | - | - | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| $\underline{\text { Revaluation of properties }}$ | 31 | - | - | $\mathrm{n} / \mathrm{a}$ | n/a |
|  | 31 | - | - | $\mathrm{n} / \mathrm{a}$ | n/a |
| General reserve |  |  |  |  |  |
| Balance at start of period | 539 | 510 | 485 | 6\% | 11\% |
| Transfers from retained profits | 28 | 29 | 25 | -3\% | 12\% |
|  | 567 | 539 | 510 | 5\% | 11\% |
| Capital reserves | 149 | 149 | 149 | 0\% | 0\% |
| Total reserves | 753 | 536 | 632 | 40\% | 19\% |
| Retained profits |  |  |  |  |  |
| Balance at start of period | 2,952 | 2,702 | 2,412 | 9\% | 22\% |
| Operating profit after income tax |  |  |  |  |  |
| Total available for appropriation | 3,769 | 3,466 | 3,128 | 9\% | 20\% |
| Transfers to reserves | (28) | (29) | (25) | -3\% | 12\% |
| Dividends provided for or paid - ordinary shares | (427) | (437) | (377) | -2\% | 13\% |
| Dividends paid - preference shares | (49) | (48) | (24) | 2\% | large |
| Retained profits at end of period | 3,265 | 2,952 | 2,702 | 11\% | 21\% |

[^2]
## STATEMENT OF CASH FLOWS

|  | Note | Half year Mar 00 Inflows (Outflows) \$M | Half year Sep 99 Inflows (Outflows) $\$ \mathbf{M}$ | Half year Mar 99 Inflows (Outflows) $\$ \mathbf{M}$ |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Interest received |  | 4,432 | 4,368 | 4,311 |
| Dividends received |  | 91 | 81 | 76 |
| Fees and other income received |  | 1,237 | 1,007 | 1,082 |
| Interest paid |  | $(2,660)$ | $(2,432)$ | $(2,607)$ |
| Personnel expenses paid |  | (930) | (907) | (933) |
| Premises expenses paid |  | (139) | (139) | (143) |
| Other operating expenses paid |  | (519) | (433) | (544) |
| Income taxes paid |  |  |  |  |
| Australia |  | (265) | (98) | (205) |
| Overseas |  | (159) | (131) | (101) |
| Net decrease(increase) in trading securities |  | (574) | (158) | 1,600 |
| Net cash provided by operating activities | 19 | 514 | 1,158 | 2,536 |
| Cash flows from investing activities |  |  |  |  |
| Net decrease(increase) in |  |  |  |  |
| Due from other financial institutions |  | (229) | (61) | 677 |
| Regulatory deposits |  | 51 | 704 | 124 |
| Net loans and advances |  | $(8,740)$ | $(6,344)$ | $(6,592)$ |
| Investment securities |  |  |  |  |
| Purchases |  | $(2,459)$ | $(4,327)$ | $(4,613)$ |
| Proceeds from sale or maturity |  | 2,959 | 3,966 | 4,117 |
| Associates |  |  |  |  |
| Purchased (net of cash acquired) |  | - | (2) | - |
| Transferred from controlled entities (net of cash) |  | - | - | (94) |
| Premises and equipment |  |  |  |  |
| Purchases |  | (162) | (128) | (49) |
| Proceeds from sale |  | 53 | 134 | 8 |
| Other |  | (807) | 565 | $(1,175)$ |
| Net cash (used in) investing activities |  | $(9,334)$ | $(5,493)$ | $(7,597)$ |
| Cash flows from financing activities |  |  |  |  |
| Net (decrease)increase in |  |  |  |  |
| Due to other financial institutions |  | (656) | 442 | $(1,221)$ |
| Deposits and other borrowings |  | 7,741 | 959 | 4,243 |
| Creditors and other liabilities |  | (347) | 1,056 | (313) |
| Bonds and notes |  |  |  |  |
| Issue proceeds |  | 2,859 | 2,678 | 1,652 |
| Redemptions |  | (675) | (122) | (357) |
| Loan capital |  |  |  |  |
| Issue proceeds |  | 77 | - | - |
| Redemptions |  | (72) | (143) | (113) |
| (Decrease)increase in outside equity interests |  | (14) | 2 | (3) |
| Dividends paid |  | (388) | (335) | (336) |
| Share capital issues |  | - | 14 | 577 |
| Share buyback |  | (509) | - | - |
| Net cash provided by financing activities |  | 8,016 | 4,551 | 4,129 |
| Net cash provided by operating activities |  | 514 | 1,158 | 2,536 |
| Net cash (used in) investing activities |  | $(9,334)$ | $(5,493)$ | $(7,597)$ |
| Net cash provided by financing activities |  | 8,016 | 4,551 | 4,129 |
| Net (decrease)increase in cash and cash equivalents |  | (804) | 216 | (932) |
| Cash and cash equivalents at beginning of period |  | 6,634 | 7,307 | 8,981 |
| Foreign currency translation on opening balances |  | 867 | (889) | (742) |
| Cash and cash equivalents at end of period | 19 | 6,697 | 6,634 | 7,307 |

The notes appearing on pages 25 to 57 form an integral part of these financial statements

## NOTES TO THE FINANCIAL STATEMENTS

## 1. ACCOUNTING POLICIES

This report has been based on financial data which has been prepared in compliance with the accounting provisions of the Banking Act, the Corporations Law, applicable Australian Accounting Standards and Urgent Issues Group Consensus Views and should be read in conjunction with the September 1999 financial statements. Where necessary, amounts shown for previous periods have been reclassified to facilitate comparison.

The accounting policies have been consistently applied by entities in the Group and are consistent with those of the previous financial year except for the changes disclosed below.

## Property Revaluation

Valuations of premises are assessed annually by officers of the Group. All premises over a certain value are also subject to external valuation once every three years by independent valuers. Valuations are based on the open market value and assume that the premises concerned continue to be used in their existing manner by the Group.

The Group has revalued its class of assets 'Property' at director's valuation at 31 March 2000, based on independent valuations by Arthur Andersen (most Australian and Pacific properties) and Jones Lang LaSalle Advisory (other major International properties). The valuations estimated that the market value of properties exceeded book value by $\$ 61$ million. Consistent with Australian Accounting Standards, $\$ 30$ million of the revaluation surplus has been taken to profit and loss, to reverse a decrement previously taken to profit on revaluation of properties (1993), with the remaining $\$ 31$ million booked in the asset revaluation reserve.

## CHANGES IN ACCOUNTING POLICY

## Life Insurance Standard

The Group conducts life insurance business through ANZ Life Assurance Company Limited (ANZ Life). A new Accounting Standard AASB 1038 'Life Insurance Business', was applied from 1 October 1999. This standard requires the first time consolidation of approximately $\$ 4$ billion of assets and liabilities in the statutory funds of ANZ Life which relate to policyholders. Previously, only the Group's interest in the actuarially assessed surplus of ANZ Life's statutory funds, after allowing for increases in policyholder reserves determined under the margin on services methodology, together with the assets and liabilities of the shareholders funds of ANZ, were included. AASB 1038 requires all assets held by ANZ Life, including subsidiary companies, to be marked to market however this requirement, under the current structure has nil impact on the Group. AASB 1038 also requires the Group to consolidate income, expenses and the income tax expense relating to the statutory funds. This resulted in an increase to other income of $\$ 40$ million, an increase to other expenses of $\$ 5$ million and an increase of $\$ 35$ million in income tax expenses in the six months to March 2000. Payments between ANZ Life and other Group entities have been eliminated on consolidation. The net contribution from ANZ Life for the half year was $\$ 28$ million (Sep 99, $\$ 29$ million, Mar $99, \$ 25$ million). This net contribution was unaffected by the adoption of AASB 1038. Comparative figures have been restated.

## NOTES TO THE FINANCIAL STATEMENTS

## 2. INCOME

| INCOME | Half <br> year <br> Mar 00 | Half year Sep 99 | Half <br> year Mar 99 | $\begin{array}{r} \text { Movt } \\ \text { Mar } 00 \\ \text { v Sep } 99 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \mathbf{v} \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M | \% | \% |
| Interest income | 4,776 | 4,298 | 4,386 | 11\% | 9\% |
| Interest expense | $(2,901)$ | $(2,457)$ | $(2,572)$ | 18\% | 13\% |
| Net interest income | 1,875 | 1,841 | 1,814 | 2\% | 3\% |

## Interest Spread and net interest average margin

| Gross interest spread | $\mathbf{2 . 3 8}$ | 2.59 | 2.58 | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Interest foregone on impaired assets | $\mathbf{( 0 . 0 7 )}$ | $(0.07)$ | $(0.12)$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Net interest spread | $\mathbf{2 . 3 1}$ | 2.52 | 2.46 | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Interest attributable to net non-interest bearing items | $\mathbf{0 . 6 2}$ | 0.56 | 0.59 | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Net interest average margin | $\mathbf{2 . 9 3}$ | 3.08 | 3.05 | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Average interest earning assets $(\$ M)$ | $\mathbf{1 2 8 , 8 7 3}$ | 119,699 | 120,027 | $8 \%$ | $7 \%$ |

Net interest income increased 2\% since September 1999 with lending growth offsetting margin decline. Growth was principally in mortgage lending volumes in Australia and New Zealand (\$6 billion since September 1999), combined with increased lending in Corporate and Overseas Markets

The Group net interest margin reduced 15 basis points since September 1999 reflecting:

- competitive pressure on margins as wholesale interest rates rose ahead of cash rates
- volume growth in lower margin third party originated mortgages
- funding cost of equity holdings
- increased holding of liquid assets leading into the Year 2000 period



## NOTES TO THE FINANCIAL STATEMENTS

## 2. INCOME (continued)

|  |  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \mathbf{V} \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \mathbf{v} \text { Mar } 99 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 4,776 | 4,298 | 4,386 | 11\% | 9\% |

Other operating income
Fee income

| Lending | $\mathbf{3 6 6}$ | 346 | 333 | $6 \%$ | $10 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Other including commissions | $\mathbf{5 6 1}$ | 531 | 491 | $6 \%$ | $14 \%$ |
| Total fee income | $\mathbf{9 2 7}$ | 877 | 824 | $6 \%$ | $13 \%$ |
| Other income |  |  |  |  |  |
| Foreign exchange earnings | $\mathbf{1 6 9}$ | 160 | 180 | $6 \%$ | $-6 \%$ |
| Profit on trading instruments | $\mathbf{5 1}$ | 45 | 44 | $13 \%$ | $16 \%$ |
| Life insurance margin on services operating income | $\mathbf{9 8}$ | 100 | 74 | $-2 \%$ | $32 \%$ |
| Rental income | $\mathbf{4}$ | 5 | 5 | $-20 \%$ | $-20 \%$ |
| Profit on sale of premises | $\mathbf{3}$ | 19 | - | $-84 \%$ | $\mathrm{n} / \mathrm{a}$ |
| Profit on sale of strategic investment | $\mathbf{3 3}$ | - | - | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Dividend income from strategic investments | $\mathbf{9}$ | - | - | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Revaluation of properties | $\mathbf{3 0}$ | - | - | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Other | $\mathbf{2 6}$ | 14 | 30 | $86 \%$ | $-13 \%$ |
| Total other income | $\mathbf{4 2 3}$ | 343 | 333 | $23 \%$ | $27 \%$ |
| Total other operating income | $\mathbf{1 , 3 5 0}$ | 1,220 | 1,157 | $11 \%$ | $17 \%$ |
| Total income ${ }^{1}$ | $\mathbf{6 , 1 2 6}$ | 5,518 | 5,543 | $11 \%$ | $11 \%$ |

${ }^{7}$ Includes dividend income of $\$ 95$ m (Half-year Sep 99: \$81m, Half-year Mar 99: $\$ 76 m$ )

| Half | Half | Half | Movt | Movt |
| ---: | ---: | ---: | ---: | ---: |
| year | year | year | Mar 00 | Mar 00 |
| Mar 00 | Sep 99 | Mar 99 | vep 99 | v Mar 99 |
| $\$ M$ | $\$ M$ | $\$ M$ | $\%$ | $\%$ |

Life insurance margin on services operating income

| Premium and related revenue | $\mathbf{6 5 3}$ | 725 | 570 | $-10 \%$ | $15 \%$ |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Investment revenue | $\mathbf{2 3 1}$ | 57 | 165 | large | $40 \%$ |
| Claims expense | $\mathbf{( 5 3 1 )}$ | $(519)$ | $(413)$ | $2 \%$ | $29 \%$ |
| Insurance policy liabilities expense | $\mathbf{( 2 5 5 )}$ | $(163)$ | $(248)$ | $56 \%$ | $3 \%$ |
| Life insurance margin on services operating income | $\mathbf{9 8}$ | 100 | 74 | $-2 \%$ | $\mathbf{3 2 \%}$ |

## NOTES TO THE FINANCIAL STATEMENTS

## OTHER OPERATING INCOME

The $6 \%$ growth in other operating income (excluding the one-off income items reported as abnormal in note 4) since September 1999 reflects the success of the Group's objective to reduce reliance on net interest income and diversify income streams. Foreign exchange movements increased other income by $\$ 3$ million.

Lending fees were up $6 \%$ from September 1999, as a result of:

- increased volumes, and
- improved collection procedures and realignment of fee structures across businesses, in particular Personal Financial Services and Asset Based Finance.

Non-lending fees were also up 6\% over September 1999 as a result of:

- increased volumes and realignment of fee structures to better reflect the cost of providing services
- growth in "ANZ On Line", the PC based banking products for Corporate customers.

Other income increased by $23 \%$ over September 1999 due to:

- abnormal income associated with the revaluation of the property portfolio ( $\$ 30$ million) and the sale of the stake in Colonial Limited (\$33 million)
- foreign exchange income increased $6 \%$ since September 1999. Foreign exchange earnings are derived from customer trades, and increase in periods of currency volatility. The particularly strong earnings in March 1999 resulted from volatility of Asian currencies. In the last six months ANZ has had strong earnings from foreign currency options
- profit and loss on trading instruments also increased over September 1999 largely from operations in India in January 2000
- revenue from E*Trade and Free Net alliances
- the sale of ANZ Guernsey ( $\$ 10$ million)
- dividends from equity holdings


## NOTES TO THE FINANCIAL STATEMENTS

## 3. OPERATING EXPENSES

|  | Half <br> year <br> Mar 00 \$M | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | Half <br> year <br> Mar 99 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Mar } 00 \\ \text { v Sep } 99 \\ \% \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \text { v Mar 99 } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel |  |  |  |  |  |
| Employee taxes |  |  |  |  |  |
| Fringe benefits tax | 18 | 20 | 18 | -10\% | 0\% |
| Payroll tax | 36 | 31 | 32 | 16\% | 13\% |
| Pension fund | 51 | 49 | 46 | 4\% | 11\% |
| Provision for employee entitlements | 18 | 21 | 12 | -14\% | 50\% |
| Salaries and wages | 621 | 600 | 637 | 4\% | -3\% |
| Other | 149 | 151 | 115 | -1\% | 30\% |
| Total personnel expenses | 893 | 872 | 860 | 2\% | 4\% |
| Premises |  |  |  |  |  |
| Amortisation of leasehold improvements | 6 | 7 | 7 | -14\% | -14\% |
| Depreciation of buildings | 14 | 17 | 14 | -18\% | 0\% |
| Rent | 72 | 77 | 82 | -6\% | -12\% |
| Utilities and other outgoings | 53 | 51 | 51 | 4\% | 4\% |
| Other | 7 | 5 | 3 | 40\% | large |
| Total premises expenses | 152 | 157 | 157 | -3\% | -3\% |
| Computer |  |  |  |  |  |
| Computer contractors | 25 | 8 | 24 | large | 4\% |
| Data communications | 22 | 21 | 22 | 5\% | 0\% |
| Depreciation and amortisation | 46 | 46 | 48 | 0\% | -4\% |
| Rentals and repairs | 36 | 35 | 30 | 3\% | 20\% |
| Other | 43 | 48 | 62 | -10\% | -31\% |
| Total computer expenses | 172 | 158 | 186 | 9\% | -8\% |
| Other |  |  |  |  |  |
| Advertising and public relations | 48 | 37 | 47 | 30\% | 2\% |
| Audit fees | 2 | 1 | 2 | 100\% | 0\% |
| Depreciation of furniture and equipment | 22 | 23 | 23 | -4\% | -4\% |
| Freight and cartage | 13 | 14 | 15 | -7\% | -13\% |
| Goodwill amortisation | 5 | 5 | 5 | 0\% | 0\% |
| Loss on disposal of premises and equipment | 2 | 3 | 3 | -33\% | -33\% |
| Non-lending losses, frauds and forgeries | 20 | 36 | 17 | -44\% | 18\% |
| Postage | 22 | 23 | 21 | -4\% | 5\% |
| Professional fees | 66 | 79 | 51 | -16\% | 29\% |
| Stationery | 31 | 30 | 31 | 3\% | 0\% |
| Telephone | 40 | 44 | 46 | -9\% | -13\% |
| Travel | 39 | 40 | 37 | -3\% | 5\% |
| Other | 83 | 90 | 96 | -8\% | -14\% |
| Total other expenses | 393 | 425 | 394 | -8\% | 0\% |
| Restructuring | 53 | 42 | 49 | 26\% | 8\% |
| Total operating expenses | 1,663 | 1,654 | 1,646 | 1\% | 1\% |
| Employees (FTE) - Permanent | 27,703 | 28,744 | 29,648 | -4\% | -7\% |
| Employees (FTE) - Temporary | 1,237 | 1,427 | 1,331 | -13\% | -7\% |
| Total employees | 28,940 | 30,171 | 30,979 | -4\% | -7\% |

## NOTES TO THE FINANCIAL STATEMENTS

## 3. OPERATING EXPENSES (continued)

## Total operating expenses by geographic segmentation

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 00 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \mathbf{v} \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M | \% | \% |
| Australia | 1,114 | 1,071 | 1,096 | 4\% | 2\% |
| New Zealand | 227 | 238 | 231 | -5\% | -2\% |
| Overseas markets | 322 | 345 | 319 | -7\% | 1\% |
|  | 1,663 | 1,654 | 1,646 | 1\% | 1\% |

Operating expenses increased only marginally from September 1999 as the Group continues to contain costs by improved efficiencies and constant review of work practices whilst increasing investment in e-Commerce.

The increase in personnel costs ( $2 \%$ over September 1999) reflects the impact of increases under the Enterprise Bargaining Agreement and annual remuneration increases. This more than offset the reduction in the number of full time equivalent staff of 4\% since September 1999.

Premises costs were down $3 \%$ as the Group has continued to review its property requirements, to sell and lease back branches, and to exit surplus premises. The Group now leases $90 \%$ of its branch network.

Computer expenses were up 9\% on the September half year reflecting final Y2K expenses, software amortisation and continued investment in electronic distribution channels and products, to develop straight through processes and to web-enable its employees.

Overall, other expenses reduced $8 \%$ from September 1999. Within other expenses, advertising and public relations expenditure increased as advertising campaigns are traditionally weighted to the first half of the financial year, and ANZ has recently launched "Grow with ANZ" in Australia to promote the brand name.

Restructuring expenses increased by $\$ 11$ million over September 1999. The major areas of restructure were the Australian and New Zealand branch network, support areas in Personal Financial Services, and ANZ's operations in the Middle East.

Foreign exchange movements had no net effect on operating expenses.

## NOTES TO THE FINANCIAL STATEMENTS

## 4. ABNORMAL ITEMS

|  | Half <br> year <br> Mar 00 <br> \$M |  | Half <br> year <br> Mar 99 <br> \$M |
| :---: | :---: | :---: | :---: |
| Profit before tax |  |  |  |
| Revaluation of properties | 30 | - | - |
| Gain on sale of strategic investment | 33 | - | - |
|  | 63 | - | - |
| Income tax |  |  |  |
| Restatement of deferred tax balances | 64 | - | - |
| Total abnormal income tax | 64 | - | - |
| Abnormal loss after tax | (1) | - | - |

The Group has revalued its class of assets 'Property' at director's valuations, based on independent valuations by Arthur Andersen (most Australian and Pacific properties) and Jones Lang LaSalle Advisory (other major International properties). Consistent with Australian Accounting Standards, a $\$ 30$ million revaluation surplus has been taken to profit and loss, to reverse a decrement previously taken to profit on revaluation of properties. The remaining revaluation increment of $\$ 31$ million has been taken to asset revaluation reserve.

The Australian Government has announced a change in corporate tax rates. The Group's Australian tax rate will fall from $36 \%$ for the year ended 30 September 2000, to $34 \%$ for the 2001 year and $30 \%$ thereafter. Deferred tax balances have been restated at these rates.

During the March half year the Group sold its small stake in Colonial Limited, realising a gain of $\$ 33$ million.

## NOTES TO THE FINANCIAL STATEMENTS

## 5. INCOME TAX EXPENSE

Reconciliation of the prima facie income tax payable on operating profit and abnormal items with the income tax expense charged in the profit and loss account.

| Operating profit before income tax | Half year Mar 00 $\$ M$ 1,306 | Half year Sep 99 $\$ M$ 1,155 | Half year Mar 99 $\$ M$ 1,067 | Movt Mar 00 v Sep 99 $\%$ $13 \%$ | Movt <br> Mar 00 <br> $\mathbf{v}$ Mar 99 <br> $\%$ <br> $22 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Prima facie income tax at $36 \%$ | 470 | 416 | 384 | 13\% | 22\% |
| Tax effect of permanent differences |  |  |  |  |  |
| Impact of corporate tax rate change | 64 | - | - | n/a | n/a |
| Overseas tax rate differential | 3 | 5 | (3) | -40\% | n/a |
| Rebateable and non-assessable dividends | (35) | (28) | (27) | 25\% | 30\% |
| Other non-assessable income | (3) | (8) | (8) | -63\% | -63\% |
| Change in Life insurance accounting | 12 | 13 | 4 | -8\% | n/a |
| Application of available capital losses | (21) | (3) | - | n/a | n/a |
| Property revaluations | (11) | - |  | n/a | n/a |
| Other | 6 | (1) | 2 | n/a | n/a |
|  | 485 | 394 | 352 | 23\% | 38\% |
| Income tax under(over) provided in prior years | 3 | (5) | (5) | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Total income tax expense on operating profit | 488 | 389 | 347 | 25\% | 41\% |
| Australia | 339 | 287 | 228 | 18\% | 49\% |
| Overseas | 149 | 102 | 119 | 46\% | 25\% |
|  | 488 | 389 | 347 | 25\% | 41\% |
| Effective tax rate | 37.4\% | 33.7\% | 32.5\% | 11\% | 15\% |

The Group's effective tax rate increased $3.7 \%$ to $37.4 \%$ largely as a result of the recognition of a $\$ 64$ million income tax expense arising from the restatement of deferred tax balances for changes in the corporate tax rate to $34 \%$ from October 2000 and 30\% from October 2001.

## NOTES TO THE FINANCIAL STATEMENTS

## 6. DIVIDENDS

|  | Half year Mar 00 | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Dividend per ordinary share (cents) |  |  |  |
| Interim ${ }^{1}$ | 29 | n/a | 26 |
| Final ${ }^{2}$ | n/a | 30 | n/a |
| Ordinary share dividend (\$M) |  |  |  |
| Interim ${ }^{1}$ | 445 | n/a | 404 |
| Final ${ }^{2}$ | n/a | 470 | n/a |
| Bonus option plan | (18) | (33) | (27) |
| Total | 427 | 437 | 377 |
| Ordinary share dividend payout ratio (\%) | 57.9\% | 65.6\% | 58.4\% |

${ }^{1}$ The Mar 2000 interim dividend of 29 cents is fully franked at 34\% (legislation pending) (Mar 1999: 75\% franked)
${ }^{2}$ The Sep 1999 final dividend of 30 cents was $80 \%$ franked

The directors propose that an interim dividend of 29 cents per share be paid on each fully paid ordinary share. The dividend will be fully franked.

The proposed interim dividend will be payable on 3 July 2000 to shareholders registered in the books of the Company at close of business on 26 May 2000. Transfers must be lodged before 5.00 pm on that day to participate. Dividends payable to shareholders resident in the United Kingdom and New Zealand will be converted to local currency at ANZ's daily forward exchange rate on 26 May 2000.

The Company has issued $124,032,000$ preference shares, raising USD 775 million via Trust Securities issues. The Trust Securities carry an entitlement to a distribution of $8 \%$ (USD 400 million) or $8.08 \%$ (USD 375 million). The amounts are payable quarterly in arrears.

| Half | Half | Half |
| ---: | ---: | ---: |
| year | year | year |
| Mar 00 | Sep 99 | Mar 99 |

Preference share dividend

Dividend paid (\$M)

## NOTES TO THE FINANCIAL STATEMENTS

## 7. EARNINGS PER ORDINARY SHARE

| 侕 | Half <br> year Mar 00 | Half year Sep 99 | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Basic |  |  |  |
| Profit attributable to ordinary shareholders ${ }^{1}$ (\$M) | 768 | 716 | 692 |
| Weighted average number of shares (M) | 1,559 | 1,560 | 1,547 |
| Earnings per share - basic (cents) | 49.3 | 45.9 | 44.7 |
| Diluted |  |  |  |
| Adjustment to profit for interest on options (\$M) | 2 | 1 | 1 |
| Weighted average number of shares - diluted (M) | 1,570 | 1,569 | 1,553 |
| Earnings per share - diluted (cents) | 49.1 | 45.7 | 44.6 |

[^3]
## NOTES TO THE FINANCIAL STATEMENTS

## BALANCE SHEET

Total Group assets increased by $9 \%$ over
September 1999 ( $8 \%$ excluding foreign exchange impact).

Lending growth of 9\% was achieved through:

- Personal Financial Services growing by $11 \%$ including $\$ 5.6$ billion growth in mortgage lending
- growth in New Zealand structured finance of $\$ 0.6$ billion. Corporate growth in Australia was contained to $3 \%$
- international lending growing $14 \% \quad(8 \%$ excluding foreign exchange impact) with strong growth in the Middle East, South Asia, and Asia Pacific regions

A $\$ 1.1$ billion increase in interbank lending resulted largely from the strengthening liquidity in Australia and the United States.

The increase in Other Assets and Other Liabilities is largely as a result of the unrealised gains and losses on derivative instruments following increased
 customer activity with volatility in financial markets.

A $\$ 2.5$ billion increase in senior debt resulted from the issuance of Euro Medium Term Notes to improve the term structure of the funding profile.

Deposits and borrowings increased 10\%, largely in Australia.
Total shareholders' equity increased $2.5 \%$ with growth in retained earnings being largely offset by the $\$ 509$ million share buy back.

## NOTES TO THE FINANCIAL STATEMENTS

## 8. INVESTMENT SECURITIES

|  | As at | As at | As at |
| :--- | ---: | ---: | ---: |
|  | Mar 00 | Sep 99 | Mar 99 |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Total book value | $\mathbf{4 , 4 0 9}$ | 4,695 | 4,473 |
| Total market value |  |  |  |

## 9. NET LOANS AND ADVANCES

|  | As at <br> Mar 00 | $\begin{array}{r} \text { As at } \\ \text { Sep } 99 \end{array}$ |  |
| :---: | :---: | :---: | :---: |
|  |  |  | \$M |
| Australia |  |  |  |
| Term loans - housing | 36,155 | 31,684 | 28,431 |
| Term loans - non housing | 28,984 | 27,431 | 26,424 |
| Lease finance/hire purchase | 11,037 | 10,842 | 10,412 |
| Overdrafts | 2,640 | 2,776 | 2,670 |
| Other | 2,884 | 2,522 | 2,280 |
|  | 81,700 | 75,255 | 70,217 |
| Overseas |  |  |  |
| Term loans - housing | 9,494 | 8,449 | 8,218 |
| Term loans - non housing | 20,811 | 19,331 | 20,097 |
| Lease finance/hire purchase | 934 | 732 | 504 |
| Overdrafts | 2,829 | 2,448 | 2,742 |
| Other | 1,809 | 1,336 | 1,315 |
|  | 35,877 | 32,296 | 32,876 |
| Total gross loans and advances | 117,577 | 107,551 | 103,093 |
| Less : |  |  |  |
| Provisions for doubtful debts | $(2,332)$ | $(2,302)$ | $(2,329)$ |
| Income yet to mature | $(1,223)$ | $(1,186)$ | $(1,198)$ |
| Total net loans and advances | 114,022 | 104,063 | 99,566 |

## NOTES TO THE FINANCIAL STATEMENTS

## 10. IMPAIRED ASSETS

## Asset quality

The charge for doubtful debts was determined under economic loss provision principles (ELP) and represents the expected average annual loss on principal over the economic cycle for the lending portfolio. The ELP charge was $\$ 256$ million for the first half of 2000 , a small increase on the second half of 1999 , notwithstanding $7 \%$ growth in average net lending assets. There was a significant improvement in the risk profile, driven by improved asset quality in International, and growth in the mortgage book in Australia. The ELP charge as a percentage of average net lending assets reduced to 40 basis points from 43 basis points at September 1999.

Actual loss experience or net specific provisions during the half year totalled $\$ 197$ million, a reduction of $\$ 51$ million from the second half of 1999.

The half year net specific provisions by country of risk were:

- $\$ 54$ million on Asian exposures (Sep 1999: $\$ 53$ million). Of this, an additional $\$ 46$ million of provisions were taken for Daewoo
- $\quad \$ 23$ million on Middle East and South Asian exposures (Sep 1999: $\$ 83$ million)
- $\quad \$ 120$ million on Australia and New Zealand exposures (Sep 1999: $\$ 92$ million)

Net specific provision increases in Australia and New Zealand reflect an increase in credit card volumes, and higher than expected losses from personal lending. Risk management procedures have been reviewed and are expected to result in reduced losses in future periods.

At 31 March 2000, the general provision stood at $\$ 1,436$ million, a surplus of $\$ 492$ million over the tax effected $0.5 \%$ of risk weighted assets guidelines indicated by the Australian Prudential Regulation Authority.

## Non-accrual loans

Gross non-accrual loans have decreased to $\$ 1,425$ million. New non-accruals of $\$ 256$ million were booked in Australia and $\$ 101$ million in Asia, offset by realisations and write-offs also in Australia and Asia. New nonaccruals in Asia included $\$ 25$ million for Daewoo previously classified as an unproductive facility.

The Group remains well provided with a coverage ratio of $61 \%$. Net non-accruals are $\$ 554$ million (Sep 1999: $\$ 657$ million) and represent $5.7 \%$ of shareholders equity at March 2000.



## NOTES TO THE FINANCIAL STATEMENTS

10. IMPAIRED ASSETS (continued)

|  | As at <br> Mar 00 | As at <br> Sep 99 <br> $\mathbf{\$ 9}$ | As at <br> Mar 99 |
| :--- | ---: | ---: | ---: |
| $\mathbf{\$ M}$ |  |  |  |

Non-accrual loans

| Non-accrual loans | $\mathbf{1 , 4 2 5}$ | 1,543 | 1,719 |
| :--- | :---: | :---: | :---: |
| Specific provisions | $\mathbf{( 8 7 1 )}$ | $(886)$ | $(860)$ |
|  | $\mathbf{5 5 4}$ | 657 | 859 |

Before specific provisions

| Australia | $\mathbf{4 9 5}$ | 623 | 827 |
| :--- | ---: | ---: | ---: |
| New Zealand | $\mathbf{7 2}$ | 50 | 58 |
| Overseas markets | $\mathbf{8 5 8}$ | 870 | 834 |
| Total non-accrual loans | $\mathbf{1 , 4 2 5}$ | 1,543 | 1,719 |

After specific provisions

| Australia | $\mathbf{2 5 7}$ | 345 | 515 |
| :--- | ---: | ---: | ---: |
| New Zealand | $\mathbf{4 6}$ | 30 | 33 |
| Overseas markets | $\mathbf{2 5 1}$ | 282 | 311 |
| Total net non-accrual loans | $\mathbf{5 5 4}$ | 657 | 859 |

## NOTES TO THE FINANCIAL STATEMENTS

10. IMPAIRED ASSETS (continued)

|  | As at <br> Mar 00 | As at <br> Sep 99 <br> $\mathbf{\$ M}$ | As at <br> Mar 99 |
| :--- | ---: | ---: | ---: |
| $\mathbf{\$ M}$ |  |  |  |

Other real estate owned (OREO)

In the event of customer default, any loan security is held as mortgagee in possession and therefore the Group does not hold any other real estate owned assets.

## Unproductive facilities

| Australia | $\mathbf{2 6}$ | 43 | 34 |
| :--- | ---: | ---: | ---: |
| New Zealand | $\mathbf{1}$ | 1 | 1 |
| Overseas markets | $\mathbf{3 0}$ | 47 | 71 |
| Gross unproductive facilities | $\mathbf{5 7}$ | 91 | 106 |
| Specific provision $\boldsymbol{-}$ Unproductive facilities |  |  |  |
| Australia | $\mathbf{5}$ | 3 | 5 |
| New Zealand | - | - | - |
| Overseas markets | $\mathbf{2 0}$ | 18 | 43 |
| Specific provision | $\mathbf{2 5}$ | 21 | 48 |
| Net unproductive facilities | $\mathbf{3 2}$ | 70 | 58 |

## Accruing loans past due 90 days or more ${ }^{1}$

The following amounts are not classified as impaired assets and therefore are not included within the summary on page 38 .

| Australia | $\mathbf{2 2 1}$ | 245 | 248 |
| :--- | ---: | ---: | ---: |
| New Zealand | $\mathbf{3 6}$ | 32 | 35 |
| Overseas markets | $\mathbf{3 2}$ | 36 | 28 |
|  | $\mathbf{2 8 9}$ | 313 | 311 |

## NOTES TO THE FINANCIAL STATEMENTS

## 10. IMPAIRED ASSETS (continued)

Further analysis of non-accrual loans at 31 March 2000 and interest and/or other income received during the period is as follows:

| , | Gross balance outstanding | Specific provision | Interest and/or other income received |
| :---: | :---: | :---: | :---: |
| Non-accrual loans | \$M | \$M | \$M |
| Without provisions |  |  |  |
| Australia | 128 | - | 2 |
| New Zealand | 18 | - | - |
| Overseas markets | 58 | - | 1 |
|  | 204 | - | 3 |
| With provisions and no, or partial, performance ${ }^{1}$ |  |  |  |
| Australia | 335 | 222 | 11 |
| New Zealand | 42 | 22 | - |
| Overseas markets | 675 | 551 | 9 |
|  | 1,052 | 795 | 20 |
| With provisions and full performance ${ }^{1}$ |  |  |  |
| Australia | 32 | 16 | 1 |
| New Zealand | 12 | 4 | - |
| Overseas markets | 125 | 56 | 5 |
|  | 169 | 76 | 6 |
| Total non-accrual loans | 1,425 | 871 | 29 |

A loan's performance is assessed against its contractual repayment schedule
Interest and other income forgone on impaired assets
The following table shows the estimated amount of interest and other income forgone, net of interest recoveries, on average impaired assets during the period.
$\left.\begin{array}{lrrr} & \begin{array}{r}\text { Half } \\ \text { year } \\ \text { Mar 00 }\end{array} & \begin{array}{r}\text { Half } \\ \text { year } \\ \text { eep } \\ \mathbf{9 9}\end{array} & \begin{array}{r}\text { Half } \\ \text { year } \\ \text { Mar 99 }\end{array} \\ \mathbf{\$ M}\end{array}\right]$

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## NOTES TO THE FINANCIAL STATEMENTS

## 11. PROVISION FOR DOUBTFUL DEBTS

|  | Half <br> year <br> Mar 00 | Half <br> year <br> Sep <br> $\mathbf{9 9}$ | Half <br> year <br> Mar 99 |
| :--- | ---: | ---: | ---: |
| General provision | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Balance at start of period | $\mathbf{1 , 3 9 5}$ | 1,421 | 1,401 |
| Adjustment for exchange rate fluctuations | $\mathbf{( 1 8 )}$ | $(30)$ | $(4)$ |
| Charge to profit and loss | $\mathbf{2 5 6}$ | 252 | 258 |
| Transfer to specific provision | $\mathbf{( 2 1 5 )}$ | $(267)$ | $(248)$ |
| Recoveries | $\mathbf{1 8}$ | 19 | 14 |
|  | $\mathbf{1 , 4 3 6}$ | 1,395 | 1,421 |
| Specific provision | $\mathbf{9 0 7}$ | 908 | 819 |
| Balance at start of period | $\mathbf{4 9}$ | $(22)$ | $(23)$ |
| Adjustment for exchange rate fluctuations | $\mathbf{( 2 7 5 )}$ | $(246)$ | $(136)$ |
| Bad debts written off | $\mathbf{2 1 5}$ | 267 | 248 |
| Transfer from general provision | $\mathbf{8 9 6}$ | 907 | 908 |
|  | $\mathbf{2 , 3 3 2}$ | 2,302 | 2,329 |
| Total provisions for doubtful debts |  |  |  |



## NOTES TO THE FINANCIAL STATEMENTS

11. PROVISION FOR DOUBTFUL DEBTS (continued)

|  | As at <br> Mar 00 | $\begin{array}{r} \text { As at } \\ \text { Sep } 99 \end{array}$ | As at Mar 99 |
| :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M |
| Specific provision balance |  |  |  |
| Australia | 243 | 281 | 317 |
| New Zealand | 26 | 20 | 25 |
| Domestic markets | 269 | 301 | 342 |
| Overseas markets | 627 | 606 | 566 |
| Total specific provision | 896 | 907 | 908 |
| General provision | 1,436 | 1,395 | 1,421 |
| Total provisions for doubtful debts | 2,332 | 2,302 | 2,329 |
|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 00 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |
| Provision movement analysis | \$M | \$M | \$M |
| New and increased provisions |  |  |  |
| Australia | 145 | 143 | 110 |
| New Zealand | 21 | 20 | 12 |
| Asia | 63 | 80 | 70 |
| Other overseas markets | 35 | 96 | 115 |
|  | 264 | 339 | 307 |
| $\underline{\text { Provision releases }}$ | (49) | (72) | (59) |
|  | 215 | 267 | 248 |
| Recoveries of amounts previously written off | (18) | (19) | (14) |
| Net specific provisions | 197 | 248 | 234 |
| Net credit to general provision | 59 | 4 | 24 |
| Charge to profit and loss | 256 | 252 | 258 |

## NOTES TO THE FINANCIAL STATEMENTS

## 12. CAPITAL ADEQUACY

|  | $\begin{array}{r} \text { As at } \\ \text { Mar } 00 \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Mar } 99 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Mar 00 } \\ \text { v. Sep } 99 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qualifying capital | \$M | \$M | \$M | \% | \% |
| Tier 1 |  |  |  |  |  |
| Total shareholders' equity and outside equity interests ${ }^{1}$ | 9,631 | 9,429 | 9,234 | 2\% | 4\% |
| Less: net future income tax benefit | (26) | - | (28) | n/a | n/a |
| unamortised goodwill | (78) | (82) | (81) | 5\% | -4\% |
| investment in ANZ Lenders Mortgage Insurance | (18) | (18) | (18) | 0\% | 0\% |
| Shareholders' equity ${ }^{1,2}$ (\$M) | 9,509 | 9,329 | 9,107 | $2 \%$ | 4\% |

Tier 2

| Asset revaluation reserve | $\mathbf{3 1}$ | - | - | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Perpetual subordinated notes | $\mathbf{9 2 0}$ | 855 | 889 | $8 \%$ | $3 \%$ |
| General provision for doubtful debts ${ }^{2}$ | $\mathbf{9 6 2}$ | 851 | 873 | $13 \%$ | $10 \%$ |
|  | $\mathbf{1 , 9 1 3}$ | 1,706 | 1,762 | $12 \%$ | $9 \%$ |
| Subordinated notes ${ }^{3}$ | $\mathbf{2 , 2 1 7}$ | 2,211 | 2,352 | $0 \%$ | $-6 \%$ |
| Tier 2 capital | $\mathbf{4 , 1 3 0}$ | 3,917 | 4,114 | $5 \%$ | $0 \%$ |
| Deductions |  |  |  |  |  |
| Investment in Funds Management entities | $\mathbf{2 9 8}$ | 298 | 298 | $0 \%$ | $0 \%$ |
| Other | $\mathbf{6 0 9}$ | 286 | - | large | $\mathrm{n} / \mathrm{a}$ |
| Total deductions | $\mathbf{9 0 7}$ | 584 | 298 | $55 \%$ | large |
| Total qualifying capital | $\mathbf{1 2 , 7 3 2}$ | 12,662 | 12,923 | $1 \%$ | $-1 \%$ |


| Ratios (\%) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Tier 1 | $\mathbf{7 . 5 \%}$ | $7.9 \%$ | $7.7 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Tier 2 | $\mathbf{3 . 3 \%}$ | $3.3 \%$ | $3.5 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
|  | $\mathbf{1 0 . 8 \%}$ | $11.2 \%$ | $11.2 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Less: deductions | $\mathbf{( 0 . 7 \%})$ | $(0.5 \%)$ | $(0.3 \%)$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Total | $\mathbf{1 0 . 1 \%}$ | $10.7 \%$ | $10.9 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |
| Risk weighted assets | $\mathbf{1 2 6 , 5 5 3}$ | 118,037 | 118,624 | $7 \%$ | $7 \%$ |

1 Excluding asset revaluation reserve which is included within tier 2 capital
2 Excluding attributable future income tax benefit
3 For capital adequacy calculation purposes, subordinated note issues are reduced each year by $20 \%$ of the original amount during the last five years to maturity.

The Group's capital position continues to be strong.
Tier 1 ratios were managed downwards by the share buyback of $\$ 509$ million that was completed during the half year. General provision for doubtful debts increased following the reduction in specific provisions and the restatement of future income tax benefits for the change in tax rates. Other deductions from total capital comprise the Group's investments in St George Bank, Panin Bank, Indonesia along with associated company bank operations in Bahrain and Nepal.
The Australian Prudential Regulation Authority guideline ratio of qualifying capital to risk weighted assets is a minimum of $8 \%$, of which Tier 1 capital must be at least $4 \%$.


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## NOTES TO THE FINANCIAL STATEMENTS

## 13. SHARE CAPITAL AND OPTIONS

|  | As at | As at | As at |
| :---: | :---: | :---: | :---: |
|  | Mar 00 | Sep 99 | Mar 99 |
| Number of issued shares |  |  |  |
| Ordinary shares fully paid (listed) | 1,533,448,200 | 1,565,428,469 | 1,554,324,560 |
| Ordinary shares paid to 10 cents per share | 84,000 | 95,000 | 139,000 |
| Preference shares fully paid | 124,032,000 | 124,032,000 | 124,032,000 |
| Options | Latest date of conversion | Number | Conversion price |
| ANZ Group Share Option Scheme |  |  | \$ |
| On issue at 31 March 2000 | 30 January 2002 | 207,413 | 8.76 |
| Exercised during the half-year | - | 41,189 | 8.76 |
| Lapsed during the half-year | - | 755 | 8.76 |
| On issue at 31 March 2000 | 13 February 2002 | 33,291 | 8.76 |
| Exercised during the half-year | - - | 1,913 | 8.76 |
| On issue at 31 March 2000 | 23 March 2002 | 100,000 | 8.76 |
| On issue at 31 March 2000 | 1June 2002 | 650,000 | 8.76 |
| Exercised during the half-year | - | 150,000 | 8.76 |
| On issue at 31 March 2000 | 22 January 2003 | 130,914 | 11.45 |
| Lapsed during the half-year | - | 42,678 | - |
| On issue at 31 March 2000 | 1 October 2002 | 500,000 | 12.12 |
| On issue at 31 March 2000 | 1 October 2002 | 500,000 | 11.40 |
| On issue at 31 March 2000 | 21 January 2003 | - | 10.65 |
| Exercised during the half-year | - | 100,000 | 10.65 |
| On issue at 31 March 2000 | 21 January 2003 | - | 11.40 |
| Exercised during the half-year | - | 100,000 | 11.40 |
| On issue at 31 March 2000 | 17 February 2003 | 10,480 | 11.45 |
| On issue at 31 March 2000 | 23 February 2003 | 1,450,000 | 9.51 |
| On issue at 31 March 2000 | 21 June 2003 | 175,000 | 10.64 |
| On issue at 31 March 2000 | 30 July 2003 | 50,000 | 10.76 |
| On issue at 31 March 2000 | 1 October 2003 | 200,000 | 8.93 |
| On issue at 31 March 2000 | 27 October 2003 | 1,125,000 | 8.97 |
| On issue at 31 March 2000 | 10 December 2003 | 755,000 | 10.34 |
| On issue at 31 March 2000 | 27 January 2004 | 10,000 | 10.41 |
| On issue at 31 March 2000 | 23 February 2004 | 150,000 | 10.44 |
| On issue at 31 March 2000 | 24 March 2004 | 175,000 | 11.44 |
| On issue at 31 March 2000 | 1 June 2004 | 3,177,500 | 11.20 |
| On issue at 31 March 2000 | 6 June 2004 | 7,500 | 11.26 |
| On issue at 31 March 2000 | 4 July 2004 | 25,000 | 11.29 |
| On issue at 31 March 2000 | 11 July 2004 | 150,000 | 11.30 |
| On issue at 31 March 2000 | 26 October 2004 | 1,000,000 | 9.94 |
| Issued during the half-year | - | 1,000,000 | 9.94 |
| On issue at 31 March 2000 | 30 December 2004 | 750,000 | 11.49 |
| Issued during the half-year | - | 750,000 | 11.49 |
| On issue at 31 March 2000 | 30 January 2005 | 140,000 | 10.63 |
| Issued during the half-year | - | 140,000 | 10.63 |
| On issue at 31 March 2000 | 22 February 2007 | 1,386,000 | 10.11 |
| Issued during the half-year | - | 1,386,000 | 10.11 |
| On issue at 31 March 2000 | 7 March 2007 | 350,000 | 10.20 |
| Issued during the half-year | - | 350,000 | 10.20 |

## NOTES TO THE FINANCIAL STATEMENTS

## 14. AVERAGE BALANCE SHEET AND RELATED INTEREST

Averages used in the following tables are predominantly daily averages. Interest income figures are presented on a tax-equivalent basis. Non-accrual loans are included under the interest earning asset category, "Loans, advances and bills discounted". Intragroup interest earning assets and interest bearing liabilities are treated as external assets and liabilities for the geographic segments.

## HALF YEAR AVERAGE BALANCE SHEET

|  | Mar 2000 Half Year |  |  | Sep 1999 Half Year |  |  | Mar 1999 Half Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ave bal $\qquad$ <br> \$M | $\begin{array}{r} \text { Int } \\ \$ \mathbf{M} \end{array}$ | $\begin{gathered} \text { Rate } \\ \% \end{gathered}$ | Ave bal | $\begin{array}{r} \text { Int } \\ \$ \mathbf{M} \end{array}$ | $\begin{gathered} \text { Rate } \\ \% \end{gathered}$ | Ave bal \$M | $\begin{array}{r} \text { Int } \\ \$ M \end{array}$ | $\begin{gathered} \text { Rate } \\ \% \\ \hline \end{gathered}$ |
| Interest earning assets |  |  |  |  |  |  |  |  |  |
| Due from other financial institutions |  |  |  |  |  |  |  |  |  |
| Australia | 850 | 22 | 5.1\% | 1,182 | 24 | 4.1\% | 1,285 | 21 | 3.2\% |
| New Zealand | 332 | 8 | 4.7\% | 330 | 7 | 4.2\% | 757 | 14 | 3.6\% |
| Overseas markets | 2,098 | 70 | 6.7\% | 2,260 | 72 | 6.4\% | 2,698 | 89 | 6.6\% |
| Regulatory deposits with |  |  |  |  |  |  |  |  |  |
| Reserve Bank of Australia | - | - | - | 338 | - | - | 660 | - | - |
| Investments in public securities |  |  |  |  |  |  |  |  |  |
| Australia | 4,729 | 136 | 5.8\% | 4,938 | 117 | 4.7\% | 4,409 | 105 | 4.8\% |
| New Zealand | 1,115 | 28 | 5.1\% | 913 | 22 | 4.8\% | 1,101 | 25 | 4.6\% |
| Overseas markets | 2,318 | 119 | 10.3\% | 2,292 | 120 | 10.4\% | 2,862 | 150 | 10.6\% |
| Loans, advances and bills discounted |  |  |  |  |  |  |  |  |  |
| Australia | 77,855 | 2,810 | 7.2\% | 71,306 | 2,555 | 7.1\% | 66,818 | 2,415 | 7.2\% |
| New Zealand | 16,354 | 633 | 7.7\% | 15,329 | 569 | 7.4\% | 15,163 | 609 | 8.1\% |
| Overseas markets | 17,231 | 725 | 8.4\% | 16,233 | 666 | 8.2\% | 17,511 | 745 | 8.5\% |
| Other assets |  |  |  |  |  |  |  |  |  |
| Australia | 1,647 | 44 | 5.3\% | 1,657 | 38 | 4.6\% | 1,521 | 44 | 5.8\% |
| New Zealand | 970 | 40 | 8.2\% | 865 | 32 | 7.5\% | 1,050 | 43 | 8.2\% |
| Overseas markets | 3,374 | 153 | 9.1\% | 2,056 | 82 | 8.0\% | 4,192 | 136 | 6.5\% |
| Intragroup assets |  |  |  |  |  |  |  |  |  |
| Overseas markets | 9,210 | 214 | 4.7\% | 8.072 | 203 | 5.0\% | 6.363 | 185 | 5.8\% |
| Intragroup elimination | $\begin{array}{r} 138,083 \\ (9,210) \\ \hline \end{array}$ | $\begin{gathered} 5,002 \\ (214) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 127,771 \\ (8,072) \\ \hline \end{array}$ | $\begin{gathered} 4,507 \\ (203) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 126,390 \\ (6,363) \\ \hline \end{array}$ | $\begin{gathered} 4,581 \\ (185) \end{gathered}$ |  |
|  | 128,873 | 4,788 | 7.4\% | 119,699 | 4,304 | 7.2\% | 120,027 | 4,396 | 7.3\% |
| Non-interest earning assets |  |  |  |  |  |  |  |  |  |
| Acceptances |  |  |  |  |  |  |  |  |  |
| Australia | 14,897 |  |  | 15,978 |  |  | 16,025 |  |  |
| New Zealand | - |  |  | - |  |  | 100 |  |  |
| Overseas markets | 372 |  |  | 392 |  |  | 447 |  |  |
| Premises and equipment | 1,419 |  |  | 1,452 |  |  | 1,453 |  |  |
| Other assets | 16,906 |  |  | 15,066 |  |  | 16,682 |  |  |
| Provisions for doubtful debts |  |  |  |  |  |  |  |  |  |
| Australia | $(1,733)$ |  |  | $(1,684)$ |  |  | $(1,635)$ |  |  |
| New Zealand | (162) |  |  | (162) |  |  | (172) |  |  |
| Overseas markets | (416) |  |  | (443) |  |  | (429) |  |  |
| 31,283 |  |  |  | 30.599 |  |  | 32,471 |  |  |
| Totalassets | 160.156 |  |  | 150.298 |  |  | 152,498 |  |  |

## NOTES TO THE FINANCIAL STATEMENTS

## 14. AVERAGE BALANCE SHEET AND RELATED INTEREST (continued)

|  | Mar 2000 Half Year |  |  | Sep 1999 Half Year |  |  | Mar 1999 Half Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ M \end{aligned}$ | Rate <br> \% | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ \mathbf{M} \\ & \hline \end{aligned}$ | Rate \% | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ M \end{aligned}$ | Rate $\%$ |
| Interest bearing liabilities |  |  |  |  |  |  |  |  |  |
| Time deposits |  |  |  |  |  |  |  |  |  |
| Australia | 23,315 | 603 | 5.2\% | 21,525 | 512 | 4.7\% | 21,032 | 496 | 4.7\% |
| New Zealand | 7,943 | 208 | 5.2\% | 7,599 | 180 | 4.7\% | 8,428 | 226 | 5.4\% |
| Overseas markets | 15,424 | 458 | 5.9\% | 13,863 | 396 | 5.7\% | 15,195 | 476 | 6.3\% |
| Savings deposits |  |  |  |  |  |  |  |  |  |
| Australia | 9,153 | 111 | 2.4\% | 8,956 | 102 | 2.3\% | 9,007 | 100 | 2.2\% |
| New Zealand | 2,999 | 41 | 2.7\% | 3,246 | 43 | 2.6\% | 3,395 | 47 | 2.8\% |
| Overseas markets | 1,570 | 33 | 4.2\% | 1,626 | 42 | 5.2\% | 1,563 | 42 | 5.4\% |
| Other demand deposits |  |  |  |  |  |  |  |  |  |
| Australia | 16,128 | 324 | 4.0\% | 14,866 | 264 | 3.6\% | 14,331 | 258 | 3.6\% |
| New Zealand | 1,477 | 28 | 3.9\% | 1,621 | 29 | 3.6\% | 1,636 | 29 | 3.6\% |
| Overseas markets | 1,508 | 28 | 3.7\% | 1,543 | 29 | 3.7\% | 1,500 | 29 | 3.9\% |
| Due to other financial institutions |  |  |  |  |  |  |  |  |  |
| Australia | 226 | 7 | 5.8\% | 237 | 6 | 4.8\% | 314 | 6 | 3.9\% |
| New Zealand | 558 | 11 | 3.8\% | 683 | 13 | 3.7\% | 575 | 8 | 2.7\% |
| Overseas markets | 8,015 | 239 | 6.0\% | 7,016 | 196 | 5.6\% | 10,026 | 271 | 5.4\% |
| Commercial paper |  |  |  |  |  |  |  |  |  |
| Australia | 5,008 | 135 | 5.4\% | 4,236 | 103 | 4.9\% | 3,431 | 84 | 4.9\% |
| Overseas markets | 3,778 | 107 | 5.6\% | 3,401 | 84 | 4.9\% | 1,778 | 43 | 4.9\% |
| Borrowing corporations' debt |  |  |  |  |  |  |  |  |  |
| Australia | 5,867 | 161 | 5.5\% | 5,451 | 157 | 5.8\% | 5,348 | 160 | 6.0\% |
| New Zealand | 1,089 | 32 | 5.8\% | 1,068 | 30 | 5.6\% | 1,059 | 35 | 6.6\% |
| Loan capital, bonds and notes |  |  |  |  |  |  |  |  |  |
| Australia | 7,409 | 229 | 6.2\% | 5,622 | 156 | 5.6\% | 3,706 | 114 | 6.2\% |
| New Zealand | 311 | 11 | 7.0\% | 157 | 4 | 5.7\% | 163 | 5 | 5.6\% |
| Overseas markets | 241 | 8 | 6.5\% | 328 | 9 | 5.5\% | 431 | 13 | 6.1\% |
| Other liabilities ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Australia | 929 | 21 | n/a | 1,969 | 33 | n/a | 1,477 | 28 | $\mathrm{n} / \mathrm{a}$ |
| New Zealand | 132 | 68 | n/a | 132 | 37 | $\mathrm{n} / \mathrm{a}$ | 252 | 43 | $\mathrm{n} / \mathrm{a}$ |
| Overseas markets | 304 | 38 | n/a | 202 | 32 | n/a | 813 | 59 | $\mathrm{n} / \mathrm{a}$ |
| Intragroup Liabilities |  |  |  |  |  |  |  |  |  |
| Australia | 5,845 | 154 | 5.3\% | 5,824 | 147 | 5.0\% | 4,182 | 133 | 6.4\% |
| New Zealand | 3,365 | 60 | 3.6\% | 2,248 | 56 | 5.0\% | 2,181 | 52 | 4.8\% |
|  | 122,594 | 3,115 |  | 113,419 | 2,660 |  | 111,823 | 2,757 |  |
| Intragroup elimination | $(9,210)$ | (214) |  | $(8,072)$ | (203) |  | $(6,363)$ | (185) |  |
|  | 113,384 | 2,901 | 5.1\% | 105,347 | 2,457 | 4.7\% | 105,460 | 2,572 | 4.9\% |
| Non-interest bearing liabilities |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |
| Australia | 3,397 |  |  | 3,231 |  |  | 3,160 |  |  |
| New Zealand | 802 |  |  | 798 |  |  | 659 |  |  |
| Overseas markets | 1,414 |  |  | 1,410 |  |  | 1,543 |  |  |
| Acceptances |  |  |  |  |  |  |  |  |  |
| Australia | 14,897 |  |  | 15,978 |  |  | 16,025 |  |  |
| New Zealand | - |  |  | - |  |  | 100 |  |  |
| Overseas markets | 372 |  |  | 392 |  |  | 447 |  |  |
| Other liabilities | 16,073 |  |  | 13,609 |  |  | 16,037 |  |  |
|  | 36,955 |  |  | 35,418 |  |  | 37,971 |  |  |
| Total liabilities | 150,339 |  |  | 140,765 |  |  | 143,431 |  |  |

## NOTES TO THE FINANCIAL STATEMENTS

## 14. AVERAGE BALANCE SHEET AND RELATED INTEREST (continued)

| ( | Half <br> year <br> Mar 00 \$M | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \\ \$ M \end{array}$ |
| :---: | :---: | :---: | :---: |
| Total average assets |  |  |  |
| Australia | 112,115 | 105,825 | 99,850 |
| New Zealand | 20,093 | 18,969 | 19,661 |
| Overseas markets less intragroup elimination | $\begin{gathered} \mathbf{3 7 , 1 5 8} \\ (9,210) \end{gathered}$ | $\begin{aligned} & 33,576 \\ & (8,072) \\ & \hline \end{aligned}$ | $\begin{aligned} & 39,350 \\ & (6,363) \end{aligned}$ |
|  | 160,156 | 150,298 | 152,498 |
| \% of total average assets attributable |  |  |  |
| Total average liabilities |  |  |  |
| Australia | 105,397 | 98,317 | 92,182 |
| New Zealand | 19,156 | 18,118 | 18,877 |
| Overseas markets less intragroup elimination | $\begin{gathered} 34,996 \\ (9,210) \end{gathered}$ | $\begin{gathered} 32,402 \\ (8,072) \\ \hline \end{gathered}$ | $\begin{aligned} & 38,735 \\ & (6,363) \\ & \hline \end{aligned}$ |
|  | 150,339 | 140,765 | 143,431 |
| Total average shareholders' equity |  |  |  |
| Ordinary share capital | 8,644 | 8,389 | 8,037 |
| $\underline{\text { Preference share capital }}$ | 1,173 | 1,144 | 1,030 |
|  | 9,817 | 9,533 | 9,067 |
| Total average liabilities and <br> shareholders' equity $\mathbf{1 6 0 , 1 5 6} \quad 150,298 \quad 152,498$ |  |  |  |
| \% of total average liabilities attributable |  |  | 38.6\% |
| Average interest earning assets |  |  |  |
| Australia | 85,081 | 79,421 | 74,693 |
| New Zealand | 18,771 | 17,437 | 18,071 |
| Overseas markets <br> less intragroup elimination | $\begin{gathered} \mathbf{3 4 , 2 3 1} \\ (9,210) \\ \hline \end{gathered}$ | $\begin{aligned} & 30,913 \\ & (8,072) \\ & \hline \end{aligned}$ | $\begin{aligned} & 33,626 \\ & (6,363) \\ & \hline \end{aligned}$ |
|  | 128,873 | 119,699 | 120,027 |

## NOTES TO THE FINANCIAL STATEMENTS

## 15. INTEREST SPREADS AND NET INTEREST AVERAGE MARGINS

Intragroup interest earning assets and interest bearing liabilities are treated as external assets and liabilities for the geographic segments.

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 00 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | \% | \% | \% |
| Gross earnings rate ${ }^{1}$ |  |  |  |
| Australia | 7.08 | 6.87 | 6.94 |
| New Zealand | 7.56 | 7.21 | 7.67 |
| Overseas markets | 7.49 | 7.37 | 7.78 |
| Total Group | 7.43 | 7.17 | 7.35 |

Interest spread and net interest average margin may be analysed as follows:

## Australia

| Gross interest spread | $\mathbf{2 . 3 8}$ | 2.60 | 2.62 |
| :--- | :---: | :---: | :---: |
| Interest forgone on impaired assets | $\mathbf{( 0 . 0 2 )}$ | $(0.03)$ | $(0.08)$ |
| Net interest spread | $\mathbf{2 . 3 6}$ | 2.57 | 2.54 |
| Interest attributable to net non-interest bearing items | $\mathbf{0 . 6 2}$ | 0.58 | 0.69 |
| Net interest average margin - Australia | $\mathbf{2 . 9 8}$ | 3.15 | 3.23 |

## New Zealand

| Gross interest spread | $\mathbf{2 . 4 5}$ | 2.58 | 2.65 |
| :--- | :---: | :---: | :---: |
| Interest forgone on impaired assets | $\mathbf{( 0 . 0 3 )}$ | $(0.03)$ | $(0.03)$ |
| Net interest spread | $\mathbf{2 . 4 2}$ | 2.55 | 2.62 |
| Interest attributable to net non-interest bearing items | $\mathbf{0 . 2 4}$ | 0.18 | 0.12 |
| Net interest average margin - New Zealand | $\mathbf{2 . 6 6}$ | 2.73 | 2.74 |

## Overseas markets

| Gross interest spread | $\mathbf{1 . 7 7}$ | 1.94 | 2.04 |
| :--- | :---: | :---: | :---: |
| Interest forgone on impaired assets | $\mathbf{( 0 . 1 9 )}$ | $(0.19)$ | $(0.24)$ |
| Net interest spread | $\mathbf{1 . 5 8}$ | 1.75 | 1.80 |
| Interest attributable to net non-interest bearing items | $\mathbf{0 . 5 8}$ | 0.55 | 0.42 |
| Net interest average margin - Overseas markets | $\mathbf{2 . 1 6}$ | 2.30 | 2.22 |

## Group

| Gross interest spread | $\mathbf{2 . 3 8}$ | 2.59 | 2.58 |
| :--- | :---: | :---: | :---: |
| Interest forgone on impaired assets | $\mathbf{( 0 . 0 7 )}$ | $(0.07)$ | $(0.12)$ |
| Net interest spread | $\mathbf{2 . 3 1}$ | 2.52 | 2.46 |
| Interest attributable to net non-interest bearing items | $\mathbf{0 . 6 2}$ | 0.56 | 0.59 |
| Net interest average margin - Group | $\mathbf{2 . 9 3}$ | 3.08 | 3.05 |

Menu

## NOTES TO THE FINANCIAL STATEMENTS

## 16. SEGMENT ANALYSIS

The following analysis shows segment income, operating profit and total assets by industry segments.

## INDUSTRY

|  | Half <br> year <br> Mar 00 | Half <br> year <br> Sep 99 | Half <br> year <br> Mar 99 | Movt <br> Mar 00 <br> vep 99 | Movt <br> Mar 00 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| vMar 99 |  |  |  |  |  |


| Operating profit after tax (equity standardised) | $\mathbf{1}$ |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Personal Financial Services | $\mathbf{3 6 8}$ | 358 | 258 | $3 \%$ | $43 \%$ |
| Corporate Financial Services | $\mathbf{3 1 1}$ | 300 | 266 | $4 \%$ | $17 \%$ |
| International | $\mathbf{7 6}$ | 55 | 116 | $38 \%$ | $-34 \%$ |
| Group | $\mathbf{6 2}$ | 51 | 76 | $22 \%$ | $-18 \%$ |
|  | $\mathbf{8 1 7}$ | 764 | 716 | $7 \%$ | $14 \%$ |
|  |  |  |  |  |  |
|  | As at | As at | As at | Movt | Movt |
|  | Mar 00 | Sep 99 | Mar 99 | Mar 00 | Mar 00 |
| Total assets | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | v Sep 99 | v Mar 99 |
| Personal Financial Services | $\mathbf{6 6 , 4 0 6}$ | 59,709 | 54,928 | $11 \%$ | $21 \%$ |
| Corporate Financial Services | $\mathbf{7 4 , 0 3 8}$ | 70,229 | 72,906 | $5 \%$ | $2 \%$ |
| International | $\mathbf{1 6 , 8 8 4}$ | 15,011 | 16,622 | $12 \%$ | $2 \%$ |
| Group | $\mathbf{9 , 6 3 0}$ | 7,852 | 7,961 | $23 \%$ | $21 \%$ |
|  | $\mathbf{1 6 6 , 9 5 8}$ | 152,801 | 152,417 | $9 \%$ | $10 \%$ |

${ }^{1}$ Refer definitions on page 61

## NOTES TO THE FINANCIAL STATEMENTS

## 17. DERIVATIVE FINANCIAL INSTRUMENTS

## Derivatives

Derivative instruments are contracts whose value is derived from one or more underlying financial instruments or indices. They include swaps, forward rate agreements, futures, options and combinations of these instruments. The use of derivatives and their sale to customers as risk management products is an integral part of the Group's trading activities. Derivatives are also used to manage the Group's own exposure to fluctuations in exchange and interest rates as part of its asset and liability management activities. Derivatives are subject to the same types of credit and market risk as other financial instruments, and the Group manages these risks in a consistent manner.

The following table provides an overview of the Group's exchange rate and interest rate derivatives. It includes all contracts, both trading and other than trading.

|  | 31 March 2000 |  |  | 30 September 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Notional <br> Principal <br> Amount <br> \$M | Credit <br> Equivalent <br> Amount \$M | Fair Value \$M | Notional <br> Principal <br> Amount <br> \$M | Credit <br> Equivalent <br> Amount \$M | Fair Value \$M |
| Foreign exchange contracts |  |  |  |  |  |  |
| Spot and forward contracts | 185,507 | 4,205 | 188 | 159,229 | 3,091 | 24 |
| Swap agreements | 23,046 | 2,268 | 801 | 20,938 | 1,947 | 659 |
| Options purchased | 14,195 | 643 | 504 | 12,914 | 516 | 302 |
| Options sold ${ }^{1}$ | 14,473 | n/a | (352) | 14,497 | n/a | (360) |
| Other contracts | 4,802 | 337 | (36) | 5,201 | 313 | - |
|  | 242,023 | 7,453 | 1,105 | 212,779 | 5,867 | 625 |
| Interest rate contracts |  |  |  |  |  |  |
| Forward rate agreements | 75,641 | 53 | (1) | 84,114 | 59 | 2 |
| Swap agreements | 239,616 | 2,781 | (432) | 215,238 | 2,604 | (98) |
| Futures contracts ${ }^{2}$ | 56,249 | n/a | (5) | 74,545 | n/a | (27) |
| Options purchased | 5,824 | 43 | 29 | 5,131 | 42 | 25 |
| Options sold ${ }^{1}$ | 8,624 | n/a | (31) | 5,706 | n/a | (29) |
|  | 385,954 | 2,877 | (440) | 384,734 | 2,705 | (127) |
|  | 627,977 | 10,330 | 665 | 597,513 | 8,572 | 498 |

[^4]Notional principal amount is the face value of the contract and represents the volume of outstanding transactions. Credit equivalent amount is calculated in accordance with the APRA capital adequacy guidelines and combines the aggregate value of all contracts in a positive market position plus an allowance for the potential increase in value over the remaining term of the transaction. Fair value is the net position of contracts with positive market values and negative market values.

## NOTES TO THE FINANCIAL STATEMENTS

## Market Risk

The market risk of derivatives arises from the potential for changes in value due to movements in market rates and prices.
The value at risk is a statistical estimate of the maximum daily trading loss with a $97.5 \%$ confidence. Conversely there is a $2.5 \%$ probability of the trading loss exceeding the value at risk estimate. The Group has adopted the variance/covariance methodology as its standard for the calculation of value at risk. This methodology is based on historic estimates of the volatility and correlation of market rates and prices. Reflecting the nature of its trading activities, the Group monitors its value at risk by reference to close-to-close (overnight) risk levels.

The Group trades in numerous products and markets which operate under either a capital markets or foreign exchange business line. The types of risks that are taken include interest rate, foreign exchange, commodity and implied option volatility risk. Given the range of products and markets, market risk is well diversified.

Below are the Groups' aggregate value at risk figures covering both physical and derivatives trading positions for its principal trading centres.

|  | $\begin{array}{r} \text { As at } \\ \text { Mar 00 } \\ \$ \mathbf{M} \\ \hline \end{array}$ | $\begin{array}{r} \text { Max for } \\ \text { period } \\ \text { Mar } 00 \\ \$ M \end{array}$ | Min for period Mar 00 \$ M | $\begin{array}{r} \text { Avg for } \\ \text { period } \\ \text { Mar } 00 \\ \$ M \end{array}$ | As at <br> Sep 99 <br> \$ M | Max for period Sep 99 \$ M | Min for period Sep 99 \$M | Avg for period Sep 99 \$M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Value at risk at $97.5 \%$ confidence |  |  |  |  |  |  |  |  |
| Foreign exchange | 1.5 | 2.2 | 0.9 | 1.4 | 1.5 | 2.9 | 1.0 | 1.8 |
| Interest rate | 3.9 | 4.3 | 2.5 | 3.4 | 3.5 | 8.9 | 2.5 | 5.1 |
| Diversification benefit | (1.5) | - | - | (1.5) | (1.4) | - | - | (1.5) |
| Total VaR | 3.9 | - | - | 3.3 | 3.6 | - | - | 5.4 |

## HEDGING

In addition to customer and trading activities, the Group uses, inter alia, derivatives to manage the risk associated with its balance sheet and future revenue streams.

The table below shows the notional principal amount, credit equivalent amount and fair value of derivatives held by the Group, split between those entered into for customer-related and trading purposes and those entered into for other than trading purposes.

|  | 31 March 2000 |  |  | 30 September 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Notional Principal Amount \$ $\mathbf{M}$ | Credit Equiv. Amount \$M | $\underset{\text { Fair }}{\text { Falue }}$ <br> \$ M | Notional <br> Principal Amount \$M | Credit Equiv. Amount \$ M | Fair Value \$M |
| Foreign exchange contracts |  |  |  |  |  |  |
| Customer-related and trading purposes | 222,845 | 5,679 | 190 | 193,539 | 5,006 | 187 |
| Balance sheet hedging purposes | 19,178 | 1,774 | 915 | 19,240 | 861 | 438 |
|  | 242,023 | 7,453 | 1,105 | 212,779 | 5,867 | 625 |
| Interest rate contracts |  |  |  |  |  |  |
| Customer-related and trading purposes | 353,101 | 2,607 | (379) | 350,904 | 2,480 | (80) |
| Balance sheet hedging purposes | 32,853 | 270 | (61) | 33,830 | 225 | (47) |
|  | 385,954 | 2,877 | (440) | 384,734 | 2,705 | (127) |
| Total | 627,977 | 10,330 | 665 | 597,513 | 8,572 | 498 |

## NOTES TO THE FINANCIAL STATEMENTS

## 18. CONTINGENT LIABILITIES

## GENERAL

There are outstanding court proceedings, claims and possible claims against the Group, the aggregate amount of which cannot readily be quantified. Appropriate legal advice has been obtained and, in the light of such advice, provisions as deemed necessary have been made.

## India - National Housing Bank

In 1992 the branch of ANZ Grindlays Bank Ltd in India (the Bank) received a claim, aggregating approximately Indian Rupees 5.06 billion ( $\$ 191$ million at 31 March 2000 rates) from the National Housing Bank (NHB) in that country. The claim arose out of certain cheques drawn by NHB in favour of the Bank, the proceeds of which were credited into the account of one of the customers of the Bank.

On 29 March 1997, pursuant to an Arbitration Agreement entered into on 4 November 1992, the Arbitrators made an award on this dispute in favour of the Bank. NHB paid to the Bank the principal and interest due under the award (aggregating Indian Rupees 9.12 billion ( $\$ 344$ million at 31 March 2000 rates)). Subsequently, NHB had the award reviewed by the Special Court (Trial of Offences Relating to Transactions in Securities) at Mumbai, which on 4 February 1998 ordered that the award be set aside. ANZ has filed an appeal with the Supreme Court of India seeking that the Special Court's order be set aside.

As the matter is sub judice, comment by the parties is limited. The Group has from time to time during the course of this matter obtained legal advice from Senior Counsel. To date no provision has been made in respect to this claim.

## India - General

In addition to the claim by the National Housing Bank against the branch of ANZ Grindlays Bank Limited in India (the Bank), the Bank is aware of other circumstances arising in connection with practices engaged in by stockbrokers in India in the early 1990s which may give rise to possible claims against the Bank. The aggregate amount of these possible claims cannot be readily quantified.

## India - Foreign Exchange Regulation Act

In 1991, certain amounts were transferred from non-convertible Indian Rupee Accounts maintained with ANZ Grindlays Bank Ltd (the Bank) in India. In making these transactions it would appear that the provisions of the Foreign Exchange Regulation Act, 1973 were inadvertently not complied with. The Bank, on its own initiative, brought these transactions to the attention of the Reserve Bank of India.

The Indian authorities have served notices on the Bank and certain of its officers in India that could lead to prosecutions and possible penalties. The Bank has commenced proceedings in the courts contesting the validity of these notices. Pending the completion of these proceedings any adjudication in respect of the notices and any prosecution of Bank officers have been stayed. It may take many years before these proceedings are concluded. ANZ considers that the outcome will have no material adverse affect on the 31 March 2000 financial statements.

## Sale of ANZ Grindlays Bank

On completion of the sale of ANZ Grindlays Bank it is proposed to review all contingencies associated with the Grindlays businesses, and to make appropriate provisions in light of the cessation of, and indemnities provided in relation to, the businesses in various countries.

## NOTES TO THE FINANCIAL STATEMENTS

## 19. NOTES TO THE STATEMENT OF CASH FLOWS

|  | Half year Mar 00 Inflows (Outflows) | Half year Sep 99 Inflows (Outflows) | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \\ \text { Inflows } \\ \text { tflows) } \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M |
| Reconciliation of operating profit after income tax to net cash provided by operating activities |  |  |  |
| Operating profit after income tax | 817 | 764 | 716 |
| Adjustments to reconcile to net cash provided by operating activities |  |  |  |
| Provision for doubtful debts | 256 | 252 | 258 |
| Depreciation and amortisation | 93 | 98 | 97 |
| Provision for restructuring and other provisions | 89 | 148 | 124 |
| Payments from provisions | (124) | (126) | (164) |
| Provision for surplus lease space | 4 |  | 1 |
| (Profit)loss on property disposals | 2 | (16) | 3 |
| (Increase)Decrease in interest receivable | (310) | 61 | 17 |
| (Decrease)increase in interest payable | 241 | 25 | (35) |
| Decrease(increase) in trading securities | (574) | (158) | 1,600 |
| Decrease in net tax assets | 64 | 77 | 18 |
| Other | (44) | 33 | (99) |
| Net cash provided by operating activities | 514 | 1,158 | 2,536 |

## Reconciliation of cash and cash equivalents

Cash at the end of the period as shown in the
statement of cash flows is reconciled to the related items in the balance sheet as follows

| Liquid assets - less than 3 months | $\mathbf{3 , 5 3 0}$ | 4,243 | 5,035 |
| :--- | :--- | :--- | :--- |
| Due from other financial institutions - less than 3 months | $\mathbf{3 , 1 6 7}$ | 2,391 | 2,272 |
|  | $\mathbf{6 , 6 9 7}$ | 6,634 | 7,307 |

## Non-cash financing and investment activities

Share capital issues
Dividend reinvestment plan

## NOTES TO THE FINANCIAL STATEMENTS

## 20. US GAAP RECONCILIATION

The consolidated financial statements of the Group are prepared in accordance with Generally Accepted Accounting Principles applicable in Australia (Australian GAAP) which differ in some respects from Generally Accepted Accounting Principles in the United States (US GAAP).

The following are reconciliations of the operating profit after income tax, shareholders' equity and total assets, applying US GAAP instead of Australian GAAP.

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 00 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 99 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 99 \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | \$M | \$ M | \$M |
| Operating profit after income tax according to Australian GAAP | 817 | 764 | 716 |
| Items having the effect of increasing(decreasing) reported income: |  |  |  |
| Employee share issue | (23) | (3) | (20) |
| Reversal of profit on revaluation of properties | (30) | - | - |
| Depreciation charged on the difference between revaluation amount and historical cost of buildings | 1 | 1 | 1 |
| Difference in gain or loss on disposal of properties revalued under historical cost | 9 | 47 | - |
| Deferred profit on sale and leaseback transactions | (24) | (58) | - |
| Amortisation of sale and leaseback gain over lease term | 4 | - | - |
| Amortisation of goodwill | (18) | (18) | (18) |
| Pension expense adjustment | 5 | 2 | (3) |
| Net income according to US GAAP | 741 | 735 | 676 |
| Other comprehensive income |  |  |  |
| Currency translation adjustments, net of hedges after tax | 158 | (125) | (90) |
| Unrealised profit(loss) on available for sale securities | (12) | 7 | - |
| Total comprehensive income according to US GAAP | 887 | 617 | 586 |
| Shareholders' equity according to Australian GAAP ${ }^{1}$ | 9,649 | 9,403 | 9,210 |
| Elimination of gross asset revaluation reserves | (315) | (293) | (340) |
| Reversal of profit on revaluation of properties | (30) | - | - |
| Unrealised profit(loss) on available for sale securities | (12) | 7 | - |
| Adjustment to accumulated depreciation on buildings revalued | 42 | 41 | 40 |
| Restoration of previously deducted goodwill | 807 | 807 | 807 |
| Accumulated amortisation and write-off of goodwill | (562) | (544) | (526) |
| Profit on sale and leaseback transactions | (19) | (12) | - |
| Provision for dividend | 445 | 470 | 404 |
| Pension expense adjustment | 62 | 57 | 55 |
| Shareholders' equity according to US GAAP | 10,067 | 9,936 | 9,650 |
| Total assets according to Australian GAAP | 166,958 | 152,801 | 152,417 |
| Elimination of gross asset revaluation reserves | (315) | (293) | (340) |
| Unrealised profit(loss) on available for sale securities | (19) | 11 | - |
| Adjustment to accumulated depreciation on buildings revalued | 42 | 41 | 40 |
| Restoration of previously deducted goodwill | 807 | 807 | 807 |
| Accumulated amortisation and write-off of goodwill | (562) | (544) | (526) |
| Prepaid pension adjustment | 43 | 39 | 39 |
| Reclassification of deferred tax assets against deferred tax liabilities | (499) | (400) | (407) |
| Total assets according to US GAAP | 166,455 | 152,462 | 152,030 |

[^5]
## NOTES TO THE FINANCIAL STATEMENTS

## 21. EXCHANGE RATES

Major exchange rates used in translation of results of offshore controlled entities and branches into the Group accounts for each reporting period were as follows:

|  | Balance Sheet |  |  | Profit and Loss Average |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As at <br> Mar 00 | As at <br> Sep 99 | As at <br> Mar 99 | Half <br> year <br> Mar 00 | Half <br> year <br> Sep 99 | Half <br> year <br> Mar 99 |
|  |  |  |  |  |  |  |
| NZD/AUD | $\mathbf{1 . 2 2 3 9}$ | 1.2598 | 1.1814 | $\mathbf{1 . 2 6 2 3}$ | 1.2150 | 1.1812 |
| GBP/AUD | $\mathbf{0 . 3 8 0 8}$ | 0.3972 | 0.3900 | $\mathbf{0 . 3 9 3 9}$ | 0.4043 | 0.3800 |
| USD/AUD | $\mathbf{0 . 6 0 7 3}$ | 0.6533 | 0.6285 | $\mathbf{0 . 6 3 7 8}$ | 0.6484 | 0.6287 |

## 22. SIGNIFICANT EVENTS SINCE BALANCE DATE

On 27 April 2000, Australia and New Zealand Banking Group Limited (ANZ) announced it had agreed to sell its Grindlays businesses in the Middle East and South Asia, and associated Grindlays Private Banking business, to Standard Chartered PLC for $\$ 2.2$ billion in cash.

| Half year ended 31 Mar 00 | Sold <br> business | Remaining <br> business <br> $\mathbf{\$ M}$ | Total ANZ |
| :--- | :---: | :---: | :---: |
|  |  | $\mathbf{M}$ | $\mathbf{\$ M}$ |
| Net interest income | 212 | 1,663 | 1,875 |
| Other operating income | 124 | 1,226 | 1,350 |
| Net operating income | $\mathbf{3 3 6}$ | $\mathbf{2 , 8 8 9}$ | $\mathbf{3 , 2 2 5}$ |
| Operating expenses | $(163)$ | $(1,500)$ | $(1,663)$ |
| Operating profit before debt provisions | $\mathbf{1 7 3}$ | $\mathbf{1 , 3 8 9}$ | $\mathbf{1 , 5 6 2}$ |
| Provision for doubtful debts | $(34)$ | $(222)$ | $(256)$ |
| Income tax expense, Outside equity interests | $(60)$ | $(429)$ | $(489)$ |
| Operating profit after tax | $\mathbf{7 9}$ | $\mathbf{7 3 8}$ | $\mathbf{8 1 7}$ |

The results for the remaining business do not reflect interest earnings on sale proceeds.

| Contribution to profit of Grindlays operations sold | Half year <br> Mar 00 | Full year <br> Sep 99 |
| :--- | ---: | ---: |
|  | $\mathbf{\$ M}$ | $\$ \mathbf{M}$ |
| Net interest income |  |  |
| Other operating income | 212 | 404 |
| Net operating income | 124 | 221 |
| Operating expenses | $\mathbf{3 3 6}$ | $\mathbf{6 2 5}$ |
| Operating profit before debt provisions | $(163)$ | $(298)$ |
| Provision for doubtful debts | $\mathbf{1 7 3}$ | $\mathbf{3 2 7}$ |
| Income tax expense, Outside equity interests | $(34)$ | $(76)$ |
| Operating profit after tax | $(60)$ | $(102)$ |

## NOTES TO THE FINANCIAL STATEMENTS

## 22. SIGNIFICANT EVENTS SINCE BALANCE DATE (continued)

|  | As at <br> Pro forma Balance Sheet of operations sold <br>  <br> Assets |
| :--- | ---: |
| Liquid Assets | $\mathbf{3 1}$ |
| Due from other financial institutions | 559 |
| Trading and Investment Securities | 785 |
| Net Loans and Advances including acceptances | 1,630 |
| Other assets | 6,061 |
| Total External Assets | 1,209 |
| Net intragroup assets | $\mathbf{1 0 , 2 4 4}$ |
| Total Assets | 3,476 |
|  | $\mathbf{1 3 , 7 2 0}$ |
| Liabilities |  |
| Due to other financial institutions | 648 |
| Deposits and Borrowings | 11,258 |
| Acceptances | 196 |
| Other | 632 |
| Total Liabilities | $\mathbf{1 2 , 7 3 4}$ |
| TOTAL SHAREHOLDERS' EQUITY AND OUTSIDE EQUITY INTERESTS | $\mathbf{9 8 6}$ |
| ${ }^{1}$ Adjusted for dividends paid to parent entity and exclusive of provisions related to indemnities given by parent. |  |

Risk weighted assets of the Group represented by the sold business are $\mathbf{\$ 8} \mathbf{b i l l i o n .}$
The following table shows the impact of the sale on the Group's product exposures by country as set out on page 60.

| USD million | Total <br> ANZ <br> exposure | $\%$ of <br> total | Grindlays <br> total | $\%$ of <br> total | ANZ post <br> Grindlays <br> sale $^{1}$ | \% of <br> total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Total for countries externally rated A or better | 4,351 | $31 \%$ | 1,037 | $18 \%$ | 3,314 | $40 \%$ |
| Total for countries externally rated below A | 9,631 | $69 \%$ | 4,648 | $82 \%$ | 4,983 | $60 \%$ |
| Total all countries | 13,982 | $100 \%$ | 5,685 | $100 \%$ | 8,297 | $100 \%$ |

' Excludes indemnities and warranties

As part of the transaction, ANZ will provide Standard Chartered with indemnities on credit and litigation matters, including the National Housing Bank matter.

On completion, provision will be made for all potential claims under the indemnities together with costs arising and tax liabilities. This will include a reassessment, in light of circumstances at the time, in respect of all residual financial risks relating to Grindlays.

The impact of this transaction on ANZ's second half 2000 results will be dependent on the reassessment of provisions, but if full provisions for possible claims under indemnities were taken, along with other appropriate adjustments and taxes, the net impact is still estimated to be over $\$ 400$ million profit.

With the exception of this sale agreement, there have been no significant events since 31 March to the date of this report.

Menu

## DIRECTORS' DECLARATION

The directors of Australia and New Zealand Banking Group Limited declare that :
(i) the financial statements and notes of the consolidated entity set out on pages 21 to 56 comply with applicable Australian Accounting Standards and other mandatory professional reporting requirements; and
(ii) the financial statements and notes set out on pages 21 to 56 give a true and fair view of the financial position and performance of the consolidated entity; and
(iii) in the directors' opinion at the date of this declaration there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the directors.

CHARLES GOODE
JOHN MCFARLANE
CHAIRMAN
CHIEF EXECUTIVE OFFICER
1 MAY 2000

## INDEPENDENT REVIEW REPORT TO THE MEMBERS OF AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED

## Scope

We have reviewed the financial statements of Australia and New Zealand Banking Group Limited for the half-year ended 31 March 2000, consisting of the profit and loss account, balance sheet, statement of cash flows, accompanying notes and the directors' declaration set out on pages 21 to 57 . The financial statements include the consolidated financial statements of the consolidated entity comprising the company and the entities it controlled at the end of the half-year or from time to time during the half-year. The company's directors are responsible for the financial statements.

We have performed an independent review of the financial statements in order to state whether, on the basis of procedures described, anything has come to our attention that would indicate that the financial statements are not presented fairly in accordance with Accounting Standard AASB 1029 "Half-Year Accounts and Consolidated Accounts" and other mandatory professional reporting requirements and statutory requirements in Australia, so as to present a view which is consistent with our understanding of the consolidated entity's financial position, and performance as represented by the results of its operations and its cash flows, and in order for the company to lodge the financial statements with the Australian Securities and Investments Commission.

Our review has been conducted in accordance with Australian Auditing Standards applicable to review engagements. The review is limited primarily to inquiries of company personnel and analytical procedures applied to the financial data. Our review has not involved a study and evaluation of internal accounting controls, tests of accounting records or tests of responses to inquiries by obtaining corroborative evidence from inspection, observation or confirmation. The procedures do not provide all the evidence that would be required in an audit, thus the level of assurance provided is less than given in an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

## Statement

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial statements of Australia and New Zealand Banking Group Limited are not in accordance with:
(a) the Corporations Law, including:
(i) giving a true and fair view of the consolidated entity's financial position as at 31 March 2000 and of its performance for the half-year ended on that date; and
(ii) complying with Accounting Standard AASB 1029 "Half-Year Accounts and Consolidated Accounts" and the Corporations Regulations; and
(b) other mandatory professional reporting requirements.

KPMG
Chartered Accountants

PS Nash
Partner

1 May 2000

## SUPPLEMENTARY FINANCIAL INFORMATION

## COUNTRY EXPOSURES

The exposure definitions in the following tables are consistent with the ones used by Standard \& Poor's in their assessment of regional risk published in February 1998.

Both local currency and cross border exposures are included.
Trade finance is captured at $100 \%$ of face value.
Exposure to regional banks assumes the country of the parent and includes all foreign subsidiaries. For example, Japanese bank data includes UK subsidiaries of Japanese banks.

Treasury funded exposures includes predominantly bank Money Market lines and Certificates of Deposit.
Treasury unfunded exposure includes Foreign Exchange and Interest Rate contracts (forwards, options and swaps). The exposure is calculated using a conservative "Mark to market plus potential exposure" methodology. This methodology calculates the market value of a contract and adds a factor for the potential change in value from the valuation date to maturity.

Financial guarantees represents lending to entities outside of Asia (typically Australia) where there is relationship with the parent entity through a guarantee standby letter of credit.

Term lending is split into three categories: exposure to multinationals covers lending in countries to international or global companies, frequently involving Australian parents or joint venture partners, term lending in local currency which is principally franchise countries, and cross border term lending (mostly USD).

Project finance includes a mix of products and is net of Political Risk Insurance (PRI) cover provided by either a large Government Multi Lateral Agency or a large Global Private Insurance company.

Securities include traded debt instruments and are measured at assessed market value (mark-to-market).

## COUNTRY EXPOSURES（continued）

## PRODUCT DISCLOSURE BY SELECTED REGIONS

As at 31 March 2000 in USD millions（net exposures）

| Countries | CROSS BORDER RISK \＆LOCAL CURRENCY RISK |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Trade | Treasury <br> On B／Sht | Treasury Off B／Sht | $\begin{gathered} \text { Performance } \\ \text { Bonds } \end{gathered}$ | Financial Guarantees | Term Lending Multinationals | Term Lending XBR | Term Lending LCY | Underwriting \＆Project Risk ${ }^{2}$ | Investment <br> Securities ${ }^{3}$ | $\begin{aligned} & \text { Combined } \\ & \text { Total } \end{aligned}$ | Movement from Sep－99 increase （decrease） |
| China | 219 | 7 | 38 | 26 | 41 | 84 | 42 | － | 34 | 1 | 492 | （32） |
| HongKong | 71 | 11 | 14 | 49 | 28 | 25 | 176 | 111 | － | － | 485 | （110） |
| Indonesia | 59 | 29 | 1 | 6 | 8 | 30 | 70 | 17 | 75 | 8 | 303 | （63） |
| Japan | 51 |  | 448 | 356 | 407 | 96 | 186 | 20 | － | － | 1，564 | 63 |
| Laos |  |  |  |  | 1 |  | － |  | － | － | 1 | － |
| Macau | － |  | 2 |  | － | － | 32 |  | － | － | 34 | （14） |
| Malaysia | 9 |  | 1 |  | 58 | 14 | 4 | － | 28 | － | 14 | （24） |
| North Korea | － | － |  | － | － | － | 4 | － | － | 1 | 5 | 5 |
| Philippines | 60 | 87 | － | 10 | 4 | 16 | 60 | 9 | 23 | － | 269 | 55 |
| Singapore | 70 | 3 | 41 | 8 | 73 | 44 | 302 | 22 | － | － | 563 | 84 |
| South Korea | 766 | 132 | － | 46 | 15 | 12 | 62 | 8 | － | － | 1，041 | 20 |
| Taivan | 148 | 13 | 3 | 11 | 28 |  | 19 | 169 | － | － | 391 | （66） |
| Thaiand | $\gtrless^{2}$ | 29 | 2 |  | － |  | 16 |  | 9 |  | 79 | （8） |
| Vietnam | 98 | － | － | － | 5 | 15 | 32 | 55 |  |  | 205 | 9 |
| Total | \＃\＃ | 311 | 550 | 512 | 668 | 336 | 1，005 | 411 | 169 | 10 | 5，546 | （81） |
| SOUTH ASIA |  |  |  |  |  |  |  |  |  |  |  |  |
| Bangladesh | 121 | － | － | 30 | － | 26 | － | 272 | 16 | － | 465 | 51 |
| India | 558 | － | 59 | 548 | 91 | 186 | 79 | 1，301 | 169 | 16 | 3，007 | 387 |
| Nepal | 30 | － | － | 10 | － | － | － | 61 | － |  | 101 | （10） |
| Sit Lanka | 29 | － |  | 10 | － | 15 | 21 | 69 | － |  | 144 | （29） |
| Total | \＃\＃ | － | 59 | 598 | 91 | 227 | 100 | 1，703 | 185 | 16 | 3，717 | 399 |
| LATIN AMERICA |  |  |  |  |  |  |  |  |  |  |  |  |
| Argentina | 137 | 2 | 14 | － | － | － | 83 | － | 24 | － | 260 | （52） |
| Brazil | 272 | － | 4 | － | － | 161 | － | － | 1 | － | 438 | （56） |
| Chile | 7 | 25 | － | － | － | － | 76 | － | 25 | － | 133 | 5 |
| Mexico | 128 | － | － | － | － | － | 12 | － | 64 | － | 204 | （31） |
| Peru | － |  | － | － | － | － | － | － | 17 | － | 17 | 12 |
| Venezuela | 1 |  |  | － | － | － | 1 | － | 57 | － | 59 | 24 |
| Total | \＃\＃ | 27 | 18 | － | － | 161 | 172 | － | 188 | － | 1，111 | （98） |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| MIDDLE EAST |  |  |  |  |  |  |  |  |  |  |  |  |
| Mahrain | － | 13 | 2 | 2 | 60 | － | 15 | － | 5 | － | 97 | － |
| Egypt | 30 | － | － | － | － | － | － | － | － | － | 30 | 1 |
| Greere | 2 | － | 1 | 4 | 4 | 87 | 73 | 79 | － | － | 260 | （14） |
| Iran | 74 | － | － | － | － | － | － | － | － | － | 74 | 11 |
| Israel | 25 | 3 | 5 | 50 | 5 | － | 15 | 19 | － | － | 174 | 67 |
| JordarWest Bank | B | － | － | 12 | 2 | － | 40 | 142 | 1 | － | 215 | （4） |
| Kıwait | b | － | 2 | － | 21 | － |  | － | － | － | 39 | 13 |
| Lebanon | 1 | － | － | － | － | － | － | － | － | － | 1 | 1 |
| Oman | 2 | － | － | － | 1 | － | 35 | － | － | 2 | 40 | （15） |
| Pakistan | 183 | － | 8 | 93 | 25 | 11 | 49 | 349 | 19 | － | 737 | 33 |
| Qatar | 20 | 45 | － | 7 | 2 |  | 97 | 163 | 72 | － | 406 | （164） |
| Saudi ArabiaUAE | 6 | － | 3 | 2 | 22 | 7 | 134 |  | 192 | － | 359 | （20） |
|  | 387 | － | 11 | 24 | 2 | 74 | 180 | 308 | 187 | 1 | 1，174 | （119） |
| Total | \＃\＃ | 61 | 32 | 194 | 196 | 172 | 638 | 1，060 | 476 | 3 | 3，606 | （210） |
| EASTERN EUROPE |  |  |  |  |  |  |  |  |  |  |  |  |
| Russia | － | － | － | － | － | － | － | － | － | 2 | 2 | （17） |
| Total | － | － | － | － | － | － | － | － | － | 2 | 2 | （17） |

＇Securing regional lending in countries not detailed
${ }_{2}$ Less political risk insurance cover
2 Less political risk insurance cover
3 At market value

## DEFINITIONS

Corporate Financial Services comprises Corporate and Institutional Banking, Global Transaction Services, Asset Based Finance, Wholesale e-commerce and ANZ Investment Banking which includes structured finance, foreign exchange and capital markets operations in Australia, New Zealand and the mature markets of UK, Europe and Americas.

Economic loss provisioning (ELP) charge is determined based on the expected average annual loss of principal derived from the Group's risk management models.

Equity standardisation Economic Value Added (EVA ${ }^{\mathrm{TM}}$ ) principles are in use throughout the Group, whereby risk adjusted capital is allocated and charged against business units. Equity standardised profit is determined by eliminating the impact of earnings on each business unit's book capital and attributing earnings on the business unit's risk adjusted capital. This enhances comparability of business unit performance. Geographic results are not equity standardised.

## Geographic segmentation

UK and Europe includes France, Germany, Guernsey, Jersey, Switzerland and United Kingdom.
Asia includes Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Taiwan, Thailand, The People's Republic of China and Vietnam.
Pacific includes American Samoa, Cook Islands, Fiji, Papua New Guinea, Samoa, Solomon Islands, Tonga and
Vanuatu.
South Asia includes Bangladesh, India, Nepal and Sri Lanka.
Americas includes United States of America excluding American Samoa.
Middle East includes Bahrain, Greece, Iran, Israel, Jordan, Pakistan, Palestine, Qatar and United Arab Emirates.
Group comprises the results of asset and liability management; earnings on central capital; costs relating to hedging capital positions and certain central costs not recharged to business units.

Impaired assets are loans or other credit facilities where there is reasonable doubt about the collectability of interest, fees (past and future) or principal outstanding, or where concessional terms have been provided because of the financial difficulties of the customer.

International comprises the results of operations outside Australia and New Zealand for personal banking (including Private Banking), funds management, and corporate and institutional banking. It includes structured finance, foreign exchange and capital markets operations of other countries, except the mature markets of UK, Europe and Americas.

Net advances include gross loans and advances, acceptances and ANZ accepted bills held as part of trading securities less income yet to mature and specific provisions (for both as at and average volumes).

Net interest average margin is net interest income as a percentage of average interest earning assets. Nonassessable interest income is grossed up to the equivalent before tax amount for the purpose of these calculations.

Net interest spread is the average interest rate received on interest earning assets less the average interest rate paid on interest bearing liabilities. Non-assessable interest income is grossed up to the equivalent before tax amount for the purpose of these calculations.

Net non-interest bearing items, referred to in the analysis of interest spread and net interest average margin, includes shareholders' equity, provisions for doubtful debts, and deposits not bearing interest and other liabilities not bearing interest, offset by premises and equipment and other non-interest earning assets. Non-accrual loans are
included within interest bearing loans, advances and bills discounted.

Net specific provision is the transfer from the general provision to the specific provision (representing new and increased specific provisions less specific provision releases) less recoveries.

Operating expenses exclude charge for doubtful debts and abnormal items.
Overseas geographic segment includes the results from all operations outside Australia and New Zealand.
Personal Financial Services comprises Personal Banking (including Private Banking) and Funds Management operations in Australia and New Zealand.

Service Transfer Pricing is in use throughout the Group, whereby business and support units recover the cost of services provided to other units. There are some head office costs which are not recharged.

Total advances include gross loans and advances, acceptances and ANZ accepted bills held as part of trading securities less income yet to mature (for both as at and average volumes).

Unproductive facilities comprise standby letters of credit, bill endorsements, documentary letters of credit, guarantees to third parties, undrawn facilities to which the Group is irrevocably committed and market related exposures.

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[^0]:    ${ }^{1}$ Excludes outside equity interests
    ${ }^{2}$ Includes preference share capital of \$1,232 million (Sep 99: \$1,145 million)
    3 Includes outside equity interests

[^1]:    The notes appearing on pages 25 to 57 form an integral part of these financial statements

[^2]:    \# Amounts less than \$500,000

[^3]:    ${ }^{1}$ Excludes preference share dividend

[^4]:    ${ }^{\prime}$ Options sold have no credit exposures as they represent obligations rather than assets
    ${ }^{2}$ Credit equivalent amounts have not been included as there is minimal credit risk associated with exchange traded futures, where the clearing house is the counterparty

[^5]:    ${ }^{\prime}$ Excluding outside equity interests

