## ANZ?

# Australia and New Zealand Banking Group Limited 

## Full Year

30 September 2009

## Consolidated Results <br> Dividend Announcement and <br> Appendix 4E

## Name of Company: Australia and New Zealand Banking Group Limited ABN 11005357522

| Report for the full year ended 30 September 2009 |  |  |
| :---: | :---: | :---: |
|  |  | A\$ million |
| Operating income | 仑 $12 \%$ * to | 13,610 |
| Net statutory profit attributable to shareholders | ת $11 \%$ * to | 2,943 |
| Underlying profit ${ }^{\wedge}$ | 仑 $10 \%$ * to | 3,772 |
| Proposed final dividend per ordinary share, fully franked at 30\% tax rate |  | 56 cents |
| Interim dividend per ordinary share, fully franked at 30\% tax rate |  | 46 cents |
| Record date for determining entitlements to the proposed final dividend |  | mber 2009 |
| Payment date for the proposed final dividend |  | mber 2009 |

* Compared to September 2008

Adjusted to reflect result for the ongoing business activities of the Group. Refer pages 13 to 15 of the ANZ Consolidated Results, Dividend Announcement and Appendix 4E for the full year 30 September 2009.

## CONSOLIDATED RESULTS, DIVIDEND ANNOUNCEMENT and APPENDIX 4E

Full year ended 30 September 2009
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# Media Release 

For Release: 29 October 2009

## ANZ 2009 Annual Result

Australia and New Zealand Banking Group Limited (ANZ) today announced an underlying profit for the year ended 30 September 2009 of $\$ 3,772$ million up $10 \%$ on the prior year.

Underlying profit reflects the net impact on statutory profit of $\$ 829$ million from one-off items, hedging timing differences and non-continuing businesses. Statutory profit decreased $11 \%$ to $\$ 2,943$ million. The final dividend of 56 cents per share fully franked is $25 \%$ lower than 2008, in line with guidance.

## Overview ${ }^{1}$

## Group - Strong underlying business performance

- Revenue up $17 \%$. Costs up $12 \%$ including costs associated with expansion in the Asia Pacific region, remediation and growth in Institutional and Group transformation.
- Underlying EPS decreased 4\%. A $16 \%$ increase in the weighted average number of shares coupled with reduced statutory profit led to a reduction in statutory EPS of $23 \%$.
- Net Interest Margin ${ }^{2}$ up 16 basis points with higher funding costs partially offsetting improvements in asset margins.
- Customer deposit growth up 14\%, net loans and advances flat (FX adjusted) with growth in the Retail book offset by a decrease in the Institutional book.


## Business Units - Good performance from Australia, strong growth in Asia Pacific, challenging conditions impact New Zealand, Institutional income up significantly

- Australia region profit up 13\% - strong contributions from Retail (up 13\%) and Institutional (up just over 100\%).
- The Asia Pacific, Europe \& America (APEA) region profit up 81\% - strong contributions from Asia Partnerships and Institutional.
- New Zealand region profit decreased 34\% - good contribution from Institutional, challenging economic conditions impacted margins in Retail and Commercial and drove higher provisions.
- Institutional division profit up $82 \%$ - income up $37 \%$ driven largely by Global Markets business.


## Credit - Strong provision coverage, growth in impaired loans slowing

- Total credit impairment charge up $46 \%$ to $\$ 3,056$ million. Increases across all regions but highest percentage growth in New Zealand.
- Collective provision coverage ratio ${ }^{3} 1.31 \%$. Total provisions coverage ratio $1.97 \%$.
- Gross impaired loans $\$ 4,392$ million; rate of growth slowed in the second half.
- Significant reduction in the credit charge related to the credit intermediation trades in the second half.

ANZ Chief Executive Officer Mike Smith said: "While 2009 has been the most difficult year in many decades for financial services around the world, ANZ has remained financially robust, with a clear growth strategy led by an experienced team of bankers. This has allowed us to deliver a strong result and a better outcome for shareholders and for customers.
"This result highlights the momentum we now have which is assisting us to deliver on the priorities we set for ANZ in December 2007. We've made good progress with the turnaround of Institutional, revenue is growing faster than costs, we are delivering excellent results in Asia and our largest franchise - Australia - is performing well.

[^0]"Importantly, we've been able to work from a position of strength to take advantage of strategic growth opportunities in our core geographies in Australia, New Zealand and Asia. In Wealth, we are moving to full ownership of ING Australia and ING New Zealand. And in Asia, we've agreed to acquire RBS businesses in six countries.
"In a year that started off only weeks after the collapse of Lehman Brothers, the high-water mark of the global financial crisis, we have continued to support our customers, delivered a good result for shareholders and made meaningful progress in delivering on our strategy to build a super regional bank," Mr Smith said.

## PERFORMANCE BY GEOGRAPHIC REGION

## Australia

The Australia region performed well producing a $13 \%$ increase in profit after tax (PAT) to $\$ 2,560$ million.
The standout performers were the Retail and Institutional businesses, with PAT growth of $13 \%$ and just over $100 \%$ respectively. Given the difficult year experienced by middle market and small business owners, Commercial produced a creditable result, with PAT up $2 \%$. Weaker equity markets heavily impacted the Wealth business with PAT down 85\%.

The Retail business grew revenue three times faster than costs. In the Institutional business very strong revenue growth (up 28\%) was reinvested in their rebuild and refocus program which is gaining significant traction. Deposit growth has been a feature this year with customer deposits up $16 \%$ to $\$ 153$ billion. Growth in net loans and advances in the Retail business of $10 \%$, largely in the mortgage business, was offset by a $20 \%$ decrease in Institutional loans and advances, reflecting a repositioning of the book, lower demand in line with the cycle and a repayment focus by clients.

Credit provision charges trended in line with expectations, up 23\% with Retail up 43\%, Commercial up 83\% and Institutional stabilising (up 4\%). While provisions grew in Retail, off a low base, the business' focus on responsible lending can be seen in leading 60 day delinquency trends in both the mortgages and credit card portfolios which are well contained.

ANZ's Australian Retail business had the largest increase in net customer numbers of any bank during the year and remains the highest rated of the major banks for customer satisfaction.

## Asia Pacific, Europe \& America (APEA)

Asia Pacific, Europe \& America (APEA) region PAT increased $81 \%$ to $\$ 699$ million, representing $18.5 \%$ of group earnings. Strong contributions from Partnerships and Institutional drove most of this growth. PAT from partnerships grew $78 \%$ to $\$ 331$ million, which includes some favourable reassessment of credit provisioning requirements.

An increase in total credit provisions to $\$ 276$ million was mainly due to changes to risk grades to reflect the changed economic conditions.

The Group has continued to invest significantly in the region, including deepening the Institutional business and advancing the Retail and Wealth platforms, continuing to build out branch networks in Indonesia, Vietnam and China complemented by the agreement to acquire certain RBS assets announced in August. There are now 8,555 staff in the Asia Pacific, Europe \& America region, excluding RBS, up from 6,769 a year ago, including a significant investment in front line staff.

New Zealand (all figures in this section are in NZD)
New Zealand's economic downturn has been more pronounced and protracted than that in Australia. The same challenging economic conditions that enabled a very strong result in the Global Markets trading and sales businesses also drove margin reduction resulting from deposit competition and slower system growth across the Retail, Commercial and Rural businesses. Profit before Provisions (PBP) increased 8\%, while an almost three-fold increase in credit provisions drove a $32 \%$ decrease in PAT.

An increase in credit provision charges to $\$ 889$ million was the result of general deterioration across the book with the largest increase in the Commercial business albeit from very low levels in 2008.

Margins across the Retail, Commercial and rural businesses experienced a significant contraction of 26 basis points impacted by intensified deposit competition, higher wholesale funding costs and higher costs from increased early mortgage payouts.

Customer deposits and lending growth were largely flat for the year, in line with the domestic economic conditions. Customer deposits increased in both the Retail and Institutional businesses while Commercial deposits declined with overall tightening of business cash flows.

Costs are being well managed, up 4\% for the year, with strong transformation savings coupled with investment in the business.

While up 30\% year on year, Institutional profit decreased half on half (down 48\%) primarily reflecting a return to more normal trading volumes in the Global Markets business.

## INSTITUTIONAL

Institutional division profit, across the geographic regions, was a highlight for the Group, up $82 \%$. Revenue rose $37 \%$ to finish the year just under $\$ 5$ billion, almost half of which came from the Global Markets business. The Institutional team leveraged their strong revenue growth to make investments in improved systems and processes and to grow frontline staff numbers. There are now 5,149 employees in the Institutional business up $9 \%$ on 2008, of which 936 are in the Asia Pacific, Europe \& Americas business.

Interest rate and general market volatility coupled with increased customer penetration drove a significant increase in both customer related and trading revenue within the Global Markets business, resulting in revenue growth of $77 \%$ to $\$ 2.2$ billion. Transaction Banking revenue grew $12 \%$ and Specialised Lending (including Relationship Lending) by $23 \%$.

Customer deposits grew 19\%, while reduced demand associated with the economic climate, some repositioning of the loan book and a repayments focus by clients accessing the equity markets drove an $18 \%$ decrease in Net Lending Assets.

Australian exposures in the property, securities lending and agribusiness sectors and a limited number of single name exposures were largely responsible for the $10 \%$ increase in the credit provision charge for the year.
Total provisions dropped $4 \%$ half on half and the rate of growth in non-performing loans slowed significantly in the second half.

## NON-CORE ITEMS

ANZ adjusts statutory profit for non-core items to calculate underlying profit. Separating out non-core items assists with analysis of the underlying trends in the business, as the items are related either to non-continuing businesses, economic hedging or significant items that sit outside the ongoing business activities of the Group. A reconciliation table is included on the last page of this announcement.

There was a net $\$ 829$ million in non-core items in 2009. The key items related to one-off provisions (New Zealand tax on conduit transactions, ANZ's share of the ING NZ investor settlement), organisational transformation costs (One ANZ), losses from non-continuing businesses (Credit Intermediation Trades and the Private Equity and Alternative Assets businesses) and amounts related to the accounting treatment of currency and interest rate hedge valuations which reverse as the instruments move towards maturity (Economic Hedging).

The credit risk adjustment charge on the Group's Structured Credit Intermediation Trades reduced $\$ 595$ million after tax in the second half as credit spreads tightened significantly, to be $\$ 69$ million after tax for the year.

## CREDIT ENVIRONMENT

While the credit cycle is playing out largely as expected and there are signs of stabilisation, particularly in Australia, ANZ believes it is prudent to maintain strong provision coverage levels. The collective provision as a proportion of Credit Risk Weighted Assets (CRWA) now sits at $1.31 \%$ while the total provision as a proportion of CRWA is now $1.97 \%$.

The total credit provision charge for the year was $\$ 3.06$ billion, up $46 \%$ for the year but only $13 \%$ in the second half. While the individual provision charge increased across all regions the collective provision was much lower than the prior year. The largest proportionate increase in provisions occurred in New Zealand.

The rate of growth in Gross Impaired Loans declined half on half with a total at 30 September of $\$ 4.4$ billion.

## CAPITAL AND FUNDING

ANZ took early and measured steps to manage its capital and funding programs throughout the global financial crisis. This included initiatives to strengthen the balance sheet, boost liquidity and the quantity and composition of capital, to stay ahead of changes in the cycle and to allow the Group to capitalise on opportunities that have and will arise.

ANZ's capital base has been progressively strengthened since late 2007 but most recently through the raising of $\$ 5.7$ billion of ordinary equity ${ }^{4}$. The Group's Tier 1 capital ratio was $10.6 \%$ at the end of September 2009 compared to $7.7 \%$ a year ago. Adjusting for the announced acquisitions of certain RBS assets in Asia and the ING Group's share of the ING Australia and ING New Zealand joint ventures, the pro-forma Tier 1 ratio reduces to $9.5 \%$.

Global liquidity conditions have improved over the year. Deposit growth has been strong with the proportion of total funding from customers increasing from $50 \%$ to $55 \%$. ANZ executed its full year term wholesale funding requirements well ahead of schedule raising a total of $\$ 25.8$ billion. A combination of stronger deposit growth and consistent term debt issuance has reduced the reliance on short term wholesale funding from $22 \%$ to $17 \%$.

## OUTLOOK

Mr Smith said: "The economic slow-down is continuing to play out much as we expected. In this phase, we have seen bad debts emerge from highly leveraged entities and more recently from the commercial sector and higher risk personal customers. We expect this will continue into 2010. However, given the resilience of the Australian economy, the stabilisation we are beginning to see in the New Zealand economy and the strength of the Asian economies, particularly China, we believe credit quality has now stabilised.
"It's prudent however to be cautious. The global economy is still facing many difficulties and the Australian economy remains fragile.
"For ANZ, we are also facing a number of headwinds in 2010. This includes the strength of the Australian dollar and a less favourable markets environment.
"I'm confident however we can maintain the performance momentum we now have in the Group and that we will continue to have opportunities to grow and to advance our super regional strategy in 2010 to deliver value for our shareholders."

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[^1]| Growth Rate |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
| Revenue | Expenses | PBP | Credit | NPAT |
| $17 \%$ | $12 \%$ | $20 \%$ | $46 \%$ | $10 \%$ |


| $\stackrel{0}{7}$ |  | $\left\lvert\, \begin{aligned} & \mathfrak{k} \\ & \frac{a}{2} \end{aligned}\right.$ | $\bigcirc$ |
| :---: | :---: | :---: | :---: |
| $\stackrel{\text { O}}{\stackrel{y}{4}}$ |  |  | $\stackrel{\text { ¢ }}{\substack{\text { - }}}$ |
| $\begin{gathered} \text { O} \\ \underset{\sim}{4} \end{gathered}$ |  | $\stackrel{Q}{\mathrm{~m}}$ | $\bigcirc$ |
| ஃ̊ | $\begin{aligned} & 3 \\ & 0 \\ & 0 \\ & 0 \end{aligned}$ | $\begin{aligned} & y \\ & y \\ & \underline{y} \\ & \vdots \\ & \dot{x} \\ & \hline \end{aligned}$ | \% |
| 육 |  |  | $\stackrel{\circ}{\circ}$ |

......

| Full Year 2008 |  |  |  |  |
| ---: | :---: | :---: | ---: | ---: |
| Revenue | Expenses | PBP | Credit | NPAT |
| $\mathbf{1 2 , 2 9 5}$ | $\mathbf{5 , 4 0 6}$ | $\mathbf{6 , 8 8 9}$ | $\mathbf{2 , 0 9 0}$ | $\mathbf{3 , 4 2 6}$ |
| - | - | - | - | - |
| - | - | - | - | - |
| - | - | - | - | - |
| $(127)$ | - | $(127)$ | - |  |
| $(156)$ | - | $(156)$ | $(156)$ | - |
| $(517)$ | 38 | $(555)$ | 14 | $(397)$ |
| 353 | - | 353 | - | 248 |
| - | 218 | $(218)$ | - | $(152)$ |
| - | 34 | $(34)$ | - | $(24)$ |
| - | - | - | - | 1 |
| 348 | - | 348 | - | 243 |
| $(37)$ | - | $(37)$ | - | $(26)$ |
| $\mathbf{1 2 , 1 5 9}$ | $\mathbf{5 , 6 9 6}$ | $\mathbf{6 , 4 6 3}$ | $\mathbf{1 , 9 4 8}$ | $\mathbf{3 , 3 1 9}$ |
|  | Half Year Mar 2009 |  |  |  |
| Revenue | Expenses | PBP | Credit | NPAT |
| $\mathbf{7 , 0 4 0}$ | $\mathbf{2 , 9 4 4}$ | $\mathbf{4 , 0 9 6}$ | $\mathbf{1 , 4 3 5}$ | $\mathbf{1 , 9 0 8}$ |
| - | - | - | - | - |
| - | 113 | $(113)$ | - | $(79)$ |
| $(138)$ | - | $(138)$ | - | $(97)$ |
| $(92)$ | - | $(92)$ | $(92)$ | - |
| $(926)$ | 9 | $(935)$ | 30 | $(778)$ |
| - | 24 | $(24)$ | - | $(17)$ |
| 656 | - | 656 | - | 461 |
| 27 | - | 27 | - | 19 |
| $\mathbf{6 , 5 6 7}$ | $\mathbf{3 , 0 9 0}$ | $\mathbf{3 , 4 7 7}$ | $\mathbf{1 , 3 7 3}$ | $\mathbf{1 , 4 1 7}$ |


| Full Year 2009 |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
| Revenue | Expenses | PBP | Credit | NPAT |
| $\mathbf{1 4 , 3 6 7}$ | $\mathbf{6 , 0 6 8}$ | $\mathbf{8 , 2 9 9}$ | $\mathbf{3 , 0 5 6}$ | $\mathbf{3 , 7 7 2}$ |
| - | - | - | - | $(196)$ |
| - | 118 | $(118)$ | - | $(83)$ |
| $(173)$ | - | $(173)$ | - | $(121)$ |
| - | - | - | - | - |
| $(82)$ | - | $(82)$ | $(82)$ | - |
| $(172)$ | 15 | $(187)$ | 31 | $(185)$ |
| - | - | - | - | - |
| - | 24 | $(24)$ | - | $(17)$ |
| - | - | - | - | - |
| - | - | - | - | - |
| $(360)$ | - | $(360)$ | - | $(248)$ |
| 30 | - | 30 | - | 21 |


| 13,610 | 6,225 | 7,385 | 3,005 | 2,943 |
| :--- | :--- | :--- | :--- | :--- |



Profit attributable to shareholders of the Company Profit attributable to shareholders of the Company
Underlying business performance
Tax on New Zealand Conduits
One ANZ restructuring costs
ANZ share of ING New Zealand investor settlement
Credit risk on impaired derivatives
Non-continuing businesses (including Credit intermediat
trades)
Organisational transformation costs
Economic hedging - fair value gains/losses
Revenue and net investment hedges
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trades)
Organisational transformation costs
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Revenue and net investment hedges
Profit attributable to shareholders of the Company
Underlying business performance Tax on New Zealand Conduits
One ANZ restructuring costs Structured transaction
ANZ share of ING New Zealand investor settlement
Credit risk on impaired derivatives

## Profit

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 4,986 | 4,822 | 3\% | 9,808 | 7,850 | 25\% |
| Other operating income ${ }^{1}$ | 2,057 | 1,745 | 18\% | 3,802 | 4,309 | -12\% |
| Operating income | 7,043 | 6,567 | 7\% | 13,610 | 12,159 | 12\% |
| Operating expenses | $(3,135)$ | $(3,090)$ | 1\% | $(6,225)$ | $(5,696)$ | 9\% |
| Profit before credit impairment and income tax | 3,908 | 3,477 | 12\% | 7,385 | 6,463 | 14\% |
| Provision for credit impairment | $(1,632)$ | $(1,373)$ | 19\% | $(3,005)$ | $(1,948)$ | 54\% |
| Profit before income tax | 2,276 | 2,104 | 8\% | 4,380 | 4,515 | -3\% |
| Income tax expense | (752) | (683) | 10\% | $(1,435)$ | $(1,188)$ | 21\% |
| Minority interest | 2 | (4) | large | (2) | (8) | -75\% |
| Profit attributable to shareholders of the Company | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |

1. Includes share of joint venture and associates profit

## Underlying profit

Profit has been adjusted to exclude non-core items to arrive at underlying profit, the result for the ongoing business activities of the Group. The principles set out in the Australian Institute of Company Directors' (AICD's) and the Financial Services Institute of Australasia's (Finsia's) joint recommendations "Principles for reporting of non-statutory profit information" have been adopted in determining underlying profit. These adjustments have been determined on a consistent basis with those made in the March 2009 half year. Throughout this document figures and ratios that are calculated on an 'underlying' basis have been shaded to distinguish them from figures calculated on a statutory basis.

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Statutory profit attributable to shareholders of the Company | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Adjust for the following gains/(losses) included in statutory profit (net of tax) ${ }^{\mathbf{1}}$ |  |  |  |  |  |  |
| Tax on New Zealand Conduits | (196) | - | n/a | (196) | - | n/a |
| Economic hedging - fair value gains/(losses) | (709) | 461 | large | (248) | 243 | large |
| Revenue and net investment hedges | 2 | 19 | -89\% | 21 | (26) | large |
| Gain on Visa shares | - | - | n/a | - | 248 | -100\% |
| Organisational transformation costs | - | (17) | -100\% | (17) | (152) | -89\% |
| Impairment of intangible - Origin Australia | - | - | n/a | - | (24) | -100\% |
| New Zealand tax rate change | - | - | n/a | - | 1 | -100\% |
| Cash profit ${ }^{2}$ | 2,429 | 954 | large | 3,383 | 3,029 | 12\% |
| One ANZ restructuring costs | (4) | (79) | -95\% | (83) | - | n/a |
| ANZ share of ING NZ investor settlement | (24) | (97) | -75\% | (121) | - | n/a |
| Non continuing businesses |  |  |  |  |  |  |
| Credit intermediation trades | 595 | (664) | large | (69) | (371) | -81\% |
| Other | (2) | (114) | -98\% | (116) | (26) | large |
| Underlying profit | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |

1. For detailed explanation of adjustments refer pages 13 to 15
2. As per market convention and using the definition adopted in prior periods

Underlying profit by key line item

| Net interest income | 4,988 | 4,822 | 3\% | 9,810 | 7,855 | 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other operating income ${ }^{1}$ | 2,339 | 2,218 | 5\% | 4,557 | 4,440 | 3\% |
| Operating income | 7,327 | 7,040 | 4\% | 14,367 | 12,295 | 17\% |
| Operating expenses | $(3,124)$ | $(2,944)$ | 6\% | $(6,068)$ | $(5,406)$ | 12\% |
| Profit before credit impairment and income tax | 4,203 | 4,096 | 3\% | 8,299 | 6,889 | 20\% |
| Provision for credit impairment ${ }^{1}$ | $(1,621)$ | $(1,435)$ | 13\% | $(3,056)$ | $(2,090)$ | 46\% |
| Profit before income tax | 2,582 | 2,661 | -3\% | 5,243 | 4,799 | 9\% |
| Income tax expense | (720) | (749) | -4\% | $(1,469)$ | $(1,365)$ | 8\% |
| Minority interest | 2 | (4) | large | (2) | (8) | -75\% |
| Profit attributable to shareholders of the Company | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |

[^2]
## Earnings per share

|  | Half year Sep 09 | Half year Mar 09 | Movt Sep 09 Mar 09 |  | Full year Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings per ordinary share (cents) |  |  |  |  |  |  |
| Basic | 64.8 | 66.3 | -2\% | 131.0 | 170.4 | -23\% |
| Diluted | 63.8 | 63.4 | 1\% | 129.6 | 162.2 | -20\% |
| Underlying ${ }^{1}$ | 79.2 | 89.7 | -12\% | 168.3 | 175.9 | -4\% |
| Cash (Basic adjusted for significant items and economic hedges) | 103.3 | 44.3 | large | 150.8 | 155.3 | -3\% |
| Number of fully paid ordinary shares on issue (M) | 2,504.5 | 2,158.1 | 16\% | 2,504.5 | 2,040.7 | 23\% |
| Weighted average number of ordinary shares (M) | 2,341.8 | 2,100.7 | 11\% | 2,221.6 | 1,921.1 | 16\% |
| Adjusted weighted average number of shares - diluted (M) | 2,467.2 | 2,315.4 | 7\% | 2,346.9 | 2,116.6 | 11\% |

1. Underlying Basic reflects adjustments between statutory profit and underlying profit. Refer pages 13 to 15 for an explanation of the adjustments

## Condensed balance sheet

|  | As at Sep 09 | As at Mar 09 | As at Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M | \% | \% |
| Assets |  |  |  |  |  |
| Liquid assets | 25,317 | 26,743 | 25,030 | -5\% | 1\% |
| Due from other financial institutions | 4,985 | 5,354 | 9,862 | -7\% | -49\% |
| Trading and available-for-sale assets | 47,566 | 37,494 | 32,657 | 27\% | 46\% |
| Derivative financial instruments | 37,404 | 57,445 | 36,941 | -35\% | 1\% |
| Net loans and advances including acceptances | 345,769 | 356,800 | 349,851 | -3\% | -1\% |
| Other | 15,946 | 18,962 | 15,952 | -16\% | 0\% |
| Total assets | 476,987 | 502,798 | 470,293 | -5\% | 1\% |
| Liabilities |  |  |  |  |  |
| Due to other financial institutions | 19,924 | 18,314 | 20,092 | 9\% | -1\% |
| Deposits and other borrowings | 294,370 | 293,598 | 283,966 | 0\% | 4\% |
| Derivative financial instruments | 36,516 | 49,439 | 31,927 | -26\% | 14\% |
| Liability for acceptances | 13,762 | 15,017 | 15,297 | -8\% | -10\% |
| Bonds and notes | 57,260 | 73,138 | 67,323 | -22\% | -15\% |
| Other | 22,726 | 24,925 | 25,136 | -9\% | -10\% |
| Total liabilities | 444,558 | 474,431 | 443,741 | -6\% | 0\% |
| Total equity | 32,429 | 28,367 | 26,552 | 14\% | 22\% |

## Financial ratios

|  |  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \$ \mathbf{\$ M} \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Profit attributable to shareholders of the Company | 1,526 | 1,417 | 2,943 | 3,319 |
| Underlying ${ }^{1}$ profit | 1,864 | 1,908 | 3,772 | 3,426 |

## Profitability ratios

Return on:

| Average ordinary shareholders' equity ${ }^{2}$ | $10.3 \%$ | $10.4 \%$ | $\mathbf{1 0 . 3 \%}$ | $14.5 \%$ |
| :--- | :--- | :--- | :---: | :---: |
| Average ordinary shareholders' equity ${ }^{2}$ (underlying ${ }^{1}$ profit basis) | $12.5 \%$ | $14.1 \%$ | $\mathbf{1 3 . 3} \%$ | $15.1 \%$ |
| Average assets | $0.63 \%$ | $0.54 \%$ | $\mathbf{0 . 5 8 \%}$ | $0.76 \%$ |
| Average assets (underlying ${ }^{1}$ profit basis) | $0.76 \%$ | $0.73 \%$ | $\mathbf{0 . 7 5 \%}$ | $0.79 \%$ |
| Total income | $11.2 \%$ | $8.5 \%$ | $\mathbf{9 . 7 \%}$ | $8.9 \%$ |
| Net interest margin | $2.37 \%$ | $2.22 \%$ | $\mathbf{2 . 2 9 \%}$ | $2.01 \%$ |
| Net interest margin (excluding cash flow on derivatives) | $2.33 \%$ | $2.15 \%$ | $\mathbf{2 . 2 4 \%}$ | $2.08 \%$ |
| Underlying profit per average FTE $(\$)$ | 48,710 | 51,584 | $\mathbf{1 0 0 , 8 2 1}$ | 96,730 |

## Efficiency ratios

| Operating expenses to operating income | $44.5 \%$ | $47.0 \%$ | $\mathbf{4 5 . 7 \%}$ | $46.8 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| Operating expenses to average assets | $1.29 \%$ | $1.18 \%$ | $\mathbf{1 . 2 3 \%}$ | $1.31 \%$ |
| Operating expenses to operating income (underlying $^{1}$ ) | $42.6 \%$ | $41.8 \%$ | $\mathbf{4 2 . 2} \%$ | $44.0 \%$ |
| Operating expenses to average assets (underlying $^{1}$ ) | $1.28 \%$ | $1.12 \%$ | $\mathbf{1 . 2 0 \%}$ | $1.24 \%$ |

## Credit impairment provisioning

| Collective provision charge | 331 | $(96)$ | $\mathbf{2 3 5}$ | 818 |
| :--- | ---: | ---: | ---: | ---: |
| Individual provision charge | 1,301 | 1,469 | $\mathbf{2 , 7 7 0}$ | 1,130 |
| Total provision charge | 1,632 | 1,373 | $\mathbf{3 , 0 0 5}$ | 1,948 |
| Individual provision charge ${ }^{4}$ as a \% of average net advances | $0.75 \%$ | $0.81 \%$ | $\mathbf{0 . 7 8 \%}$ | $0.31 \%$ |
| Total provision charge ${ }^{4}$ as a $\%$ of average net advances | $0.94 \%$ | $0.76 \%$ | $\mathbf{0 . 8 5 \%}$ | $0.56 \%$ |
| Underlying collective provision charge | 338 | $(96)$ | $\mathbf{2 4 2}$ | 818 |
| Underlying individual provision charge ${ }^{3}$ | 1,283 | 1,531 | $\mathbf{2 , 8 1 4}$ | 1,272 |
| Total underlying provision charge | 1,621 | 1,435 | $\mathbf{3 , 0 5 6}$ | 2,090 |
| Individual provision charge ${ }^{4}$ as a \% of average net advances | $0.74 \%$ | $0.85 \%$ | $\mathbf{0 . 7 9 \%}$ | $0.36 \%$ |
| Total provision charge ${ }^{4}$ as a \% of average net advances | $0.93 \%$ | $0.79 \%$ | $\mathbf{0 . 8 6 \%}$ | $0.61 \%$ |
| Credit risk on derivatives - credit intermediation trade related | $(759)$ | 812 | $\mathbf{5 3}$ | 531 |

## Ordinary share dividends (cents)

| Interim - 100\% franked (Mar 2008: $100 \%$ franked) | $\mathrm{n} / \mathrm{a}$ | 46 | $\mathbf{4 6}$ | 62 |
| :--- | ---: | ---: | ---: | ---: |
| Final - 100\% franked (Sep 2008: $100 \%$ franked) | 56 | $\mathrm{n} / \mathrm{a}$ | $\mathbf{5 6}$ | $\mathbf{7 4}$ |
| Ordinary share dividend payout ratio | $92.5 \%$ | $71.3 \%$ | $\mathbf{8 2 . 3 \%}$ | $82.7 \%$ |
| Underlying $^{1}$ ordinary share dividend payout ratio ${ }^{5}$ | $75.6 \%$ | $52.7 \%$ | $\mathbf{6 4 . 1 \%}$ | $80.1 \%$ |

## Preference share dividend (\$M)

Dividend paid ${ }^{6} \quad$| 9 | $24 \quad 33$ | 46 |
| :--- | :--- | :--- |

[^3]
## Financial ratios, cont'd

$\left.\begin{array}{lrrrr}\text { As at } & \begin{array}{r}\text { Ms at } \\ \text { Sep 09 }\end{array} & \begin{array}{r}\text { As at } \\ \text { Sep 09 }\end{array} \\ \text { Sep 09 }\end{array}\right)$

## Capital adequacy ratio (\%)

| Tier 1 | $\mathbf{1 0 . 6 \%}$ | $8.2 \%$ | $7.7 \%$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Tier 2 | $\mathbf{3 . 1 \%}$ | $2.8 \%$ | $3.4 \%$ |  |
| Total capital ratio | $\mathbf{1 3 . 7 \%}$ | $11.0 \%$ | $11.1 \%$ |  |
| Risk weighted assets $(\$ M)$ | $\mathbf{2 5 2 , 0 6 9}$ | $\mathbf{2 8 0 , 8 8 2}$ | $\mathbf{2 7 5 , 4 3 4}$ | $-10 \%$ |

## Impaired assets

| Collective provision (\$M) | 3,000 | 2,742 | 2,821 | 9\% | 6\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Collective provision as a \% of credit risk weighted assets | 1.31\% | 1.06\% | 1.13\% | 24\% | 16\% |
| Gross impaired loans ${ }^{2}$ (\$M) | 4,392 | 3,691 | 1,750 | 19\% | large |
| Individual provisions on impaired loans ${ }^{2}$ (\$M) | $(1,512)$ | $(1,332)$ | (646) | 14\% | large |
| Net impaired loans (\$M) | 2,880 | 2,359 | 1,104 | 22\% | large |
| Net impaired commitments and contingencies (\$M) ${ }^{3}$ | 516 | 441 | 48 | 17\% | large |
| Restructured items ${ }^{4}$ | 673 | 17 | 846 | large | -20\% |
| Individual provision as a \% of gross impaired loans ${ }^{2}$ | 34.4\% | 36.1\% | 36.9\% | -5\% | -7\% |
| Gross impaired loans as \% of net advances ${ }^{2}$ | 1.27\% | 1.03\% | 0.50\% | 23\% | large |
| Net impaired loans as a \% of net advances ${ }^{2}$ | 0.83\% | 0.66\% | 0.32\% | 26\% | large |
| Net impaired loans, commitments and contingencies as a \% of shareholders' equity ${ }^{5}$ | 10.5\% | 9.9\% | 4.4\% | 6\% | large |
| Other information |  |  |  |  |  |
| Full time equivalent staff (FTE) | 37,687 | 37,046 | 36,925 | 2\% | 2\% |
| Assets per FTE (\$M) | 12.7 | 13.6 | 12.7 | -7\% | 0\% |
| Market capitalisation of ordinary shares (\$M) | 61,085 | 33,990 | 38,263 | 80\% | 60\% |

1. Equals shareholders' equity less preference share capital, minority interest, unamortised goodwill and other intangibles
2. Excludes impaired commitments and contingencies
3. Net of individual provisions of $\$ 14$ million (Mar 2009: $\$ 9$ million; Sep 2008: $\$ 29$ million)
4. Restructured items are facilities in which the original contractual terms have been modified to provide for concessions of interest, or principal, or other payments due, or for an extension in maturity for a non-commercial period for reasons related to the financial difficulties of a customer, and are not considered impaired. Includes both on and off balance sheet exposures
5. Includes minority interest

## Segment analysis

ANZ is managed principally along the geographic regions of Australia, New Zealand and Asia Pacific, Europe \& America, and its global institutional client business. Within the divisional structure, Institutional Asia Pacific, Europe \& America is included in both Institutional and Asia Pacific, Europe \& America divisions, consistent with how this business is internally managed. Prior period results are consistently reported to ensure comparability.

Segment view (refer pages 39 to 64)

| Profit after tax by region | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 1,476 | 1,084 | 36\% | 2,560 | 2,267 | 13\% |
| Asia Pacific, Europe \& America | 285 | 414 | -31\% | 699 | 386 | 81\% |
| New Zealand | 103 | 410 | -75\% | 513 | 773 | -34\% |
| Underlying profit | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (338) | (491) | -31\% | (829) | (107) | large |
| Profit attributable to shareholders of the Company | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |

Profit before credit impairment and income tax by region

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Australia | 3,093 | 2,635 | $17 \%$ | $\mathbf{5 , 7 2 8}$ | 4,849 |
| Asia Pacific, Europe \& America | 477 | 638 | $-25 \%$ | $\mathbf{1 , 1 1 5}$ | 655 |
| New Zealand | 633 | 823 | $-23 \%$ | $\mathbf{1 , 4 5 6}$ | 1,385 |
| Underlying profit before credit impairment and income tax | 4,203 | 4,096 | $3 \%$ | $\mathbf{8 , 2 9 9}$ | 6,889 |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | $(295)$ | $(619)$ | $-52 \%$ | $\mathbf{( 9 1 4 )}$ | $\mathbf{( 4 2 6 )}$ |
| Profit before credit impairment and income tax | 3,908 | 3,477 | $12 \%$ | $\mathbf{7 , 3 8 5}$ | 6,463 |

[^4]| Net loans and advances including acceptances by region | As at Sep 09 | As at Mar 09 | As at Sep 08 | Movt <br> Sep 09 | Movt Sep 09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | v. Mar 09 | v. Sep 08 |
|  | \$M | \$M | \$M | \% | \% |
| Australia | 247,210 | 252,600 | 246,537 | -2\% | 0\% |
| Asia Pacific, Europe \& America | 18,952 | 22,583 | 21,331 | -16\% | -11\% |
| New Zealand | 79,607 | 81,617 | 81,983 | -2\% | -3\% |
| Net loans and advances including acceptances | 345,769 | 356,800 | 349,851 | -3\% | -1\% |


|  | As at Sep 09 | As at Mar 09 | As at Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Customer deposits by region | \$M | \$M | \$M | \% | \% |
| Australia | 153,481 | 147,464 | 132,665 | 4\% | 16\% |
| Asia Pacific, Europe \& America | 30,487 | 29,627 | 22,530 | 3\% | 35\% |
| New Zealand | 49,173 | 49,353 | 49,534 | 0\% | -1\% |
| Customer deposits | 233,141 | 226,444 | 204,729 | 3\% | 14\% |

Segment analysis, cont'd

Divisional view

| Profit after tax by business unit | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 1,083 | 938 | 15\% | 2,021 | 1,984 | 2\% |
| Asia Pacific, Europe \& America | 290 | 412 | -30\% | 702 | 433 | 62\% |
| Institutional | 652 | 749 | -13\% | 1,401 | 771 | 82\% |
| New Zealand Businesses | 47 | 263 | -82\% | 310 | 659 | -53\% |
| Group Centre | (49) | (162) | -70\% | (211) | (210) | 0\% |
| less: Institutional Asia Pacific, Europe \& America | (159) | (292) | -46\% | (451) | (211) | large |
| Underlying profit | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (338) | (491) | -31\% | (829) | (107) | large |
| Profit attributable to shareholders of the Company | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |

Profit before credit impairment and income tax by business unit

|  | 1,777 | $11 \%$ | $\mathbf{3 , 7 4 4}$ | 3,300 | $13 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Australia | 1,967 | 1,777 | $56 \%$ |  |  |
| Asia Pacific, Europe \& America | 474 | 644 | $-26 \%$ | $\mathbf{1 , 1 1 8}$ | 715 |
| Institutional | 1,590 | 1,775 | $-10 \%$ | $\mathbf{3 , 3 6 5}$ | 2,379 |
| New Zealand Businesses | 492 | 576 | $-15 \%$ | $\mathbf{1 , 0 6 8}$ | 1,212 |
| Group Centre | $(43)$ | $(199)$ | $-78 \%$ | $\mathbf{( 2 4 2 )}$ | $(292)$ |
| less: Institutional Asia Pacific, Europe \& America | $(277)$ | $(477)$ | $-42 \%$ | $\mathbf{( 7 5 4 )}$ | $(425)$ |
| Underlying profit before credit impairment and income tax | 4,203 | 4,096 | $3 \%$ | $\mathbf{8 , 2 9 9}$ | 6,889 |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | $(295)$ | $(619)$ | $-52 \%$ | $\mathbf{( 9 1 4 )}$ | $(426 \%$ |
| Profit before credit impairment and income tax | 3,908 | 3,477 | $12 \%$ | $\mathbf{7 , 3 8 5}$ | 6,463 |

[^5]
## Review of Group Results

ANZ recorded a profit after tax of $\$ 2,943$ million for the year ended 30 September 2009, a decrease of $\$ 376$ million (11\%) compared to the year ended 30 September 2008. Earnings per ordinary share decreased $23 \%$ to 131.0 cents reflecting the lower statutory profit and the dilutionary impact of a $16 \%$ increase in the weighted average number of ordinary shares from equity raisings. Compared to the March 2009 half, September 2009 half year profit increased $\$ 109$ million or $8 \%$ and earnings per share decreased $2 \%$.

This result includes a number of significant and non-recurring items which sit outside the ongoing business activities of the Group. Statutory profit has been adjusted to assist readers to understand the Group's underlying performance.

|  | Half year Sep 09 \$M | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 \$M | Full year Sep 08 $\$ M$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Statutory profit attributable to shareholders of the Company | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Adjust for the following gains/(losses) included in statutory profit (net of tax) |  |  |  |  |  |  |
| Tax on New Zealand Conduits | (196) | - | n/a | (196) | - | n/a |
| Economic hedging - fair value gains/(losses) | (709) | 461 | large | (248) | 243 | large |
| Revenue and net investment hedges | 2 | 19 | -89\% | 21 | (26) | large |
| Gain on Visa shares | - | - | n/a | - | 248 | -100\% |
| Organisational transformation costs | - | (17) | -100\% | (17) | (152) | -89\% |
| Impairment of intangible - Origin Australia | - | - | n/a | - | (24) | -100\% |
| New Zealand tax rate change | - | - | n/a | - | 1 | -100\% |
| Cash profit ${ }^{1}$ | 2,429 | 954 | large | 3,383 | 3,029 | 12\% |
| One ANZ restructuring costs | (4) | (79) | -95\% | (83) | - | n/a |
| ANZ share of ING NZ investor settlement | (24) | (97) | -75\% | (121) | - | n/a |
| Non continuing businesses |  |  |  |  |  |  |
| Credit intermediation trades | 595 | (664) | large | (69) | (371) | -81\% |
| Other | (2) | (114) | -98\% | (116) | (26) | large |
| Underlying profit | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |

[^6]Refer pages 98 to 99 within Supplementary Information for a detailed reconciliation of statutory profit to underlying profit.

## Explanation of adjustments between statutory profit and underlying profit

- Tax on New Zealand Conduits

The New Zealand Inland Revenue Department (IRD) is conducting an industry-wide review of the taxation treatment of a number of structured finance transactions. Similar transactions by other financial institutions in New Zealand have recently been brought before the courts with decisions in favour of the IRD. As a result, a further provision of $\$ 196$ million (NZD240 million) has been recognised net of indemnities provided by Lloyds Banking Group plc.

- Economic hedging - fair value gains/(losses) and mark-to-market adjustments on revenue hedges

The Group enters into economic hedges to manage its interest rate and foreign exchange risk. The application of AASB 139: Financial Instruments - Recognition and Measurement results in volatility within the Income Statement in relation to economic hedges as follows:

- approved classes of derivatives not designated in accounting hedge relationships but that are considered to be economic hedges, including hedges of NZD and USD revenue
- income/(loss) arising from the use of the fair value option (principally arising from the valuation of the 'own name' credit spread on debt issues designated at fair value), and
- ineffectiveness from designated accounting cash flow, fair value and net investment hedges.

ANZ separately reports the impact of volatility due to economic hedging as an adjustment to statutory profit, as the profit or loss resulting from the transactions outlined above will reverse over time to be matched with the profit or loss from the economically hedged item as part of underlying profit.

Funding swaps hedged by derivatives are foreign exchange rate swaps which are being used to convert the proceeds of foreign currency debt issuances into floating rate Australian Dollar and New Zealand Dollar debt ('funding swaps'). As these swaps do not qualify for hedge accounting movements in the fair values are recorded in the Income Statement. The main drivers of these fair values are currency basis spreads and the Australian Dollar and New Zealand Dollar fluctuation against other major funding currencies. The stabilisation of global financial markets has seen a normalisation of currency basis spreads. As expected, the large mark-to-market gain seen in the first half of the year of $\$ 377$ million on these funding swaps has largely reversed with a loss ( $\$ 426$ million in the September 2009 half) as funding and currency markets stabilised. On a life to date basis, the cumulative unrealised loss on the hedges was $\$ 8$ million (pre-tax) as at 30 September 2009.

## Explanation of adjustments between statutory profit and underlying profit, cont'd

In the case of volatility arising from the use of the fair value option or own debt hedged by derivatives, the mark-tomarket gain recorded in the March 2009 half and in prior periods on ANZ's own issued paper has more than reversed as credit spreads contracted to pre-Lehmans levels. On a life to date basis the cumulative unrealised loss on these contracts was $\$ 17$ million (pre-tax) as at 30 September 2009.

The decrease in the ineffective portion of cash flow and fair value hedges in the second half September 2009 of $\$ 58$ million (31 Mar 2009: $\$ 21$ million loss) largely relates to the valuation of floating legs of swaps.

| Impact on income statement | Half year Sep 09 \$M | Half year Mar 09 \$M | Full year Sep 09 \$M | Full year Sep 08 \$M |
| :---: | :---: | :---: | :---: | :---: |
| Timing differences where IFRS results in asymmetry between the hedge and hedged items |  |  |  |  |
| Funding swaps hedged by derivatives | (426) | 377 | (49) | 58 |
| Use of the fair value option on own debt hedged by derivatives | ( 529 ) | 299 | ( 230 ) | 193 |
| Revenue and net investment hedges | 3 | 27 | 30 | ( 37 ) |
| Ineffective portion of cash flow and fair value hedges | (58) | (21) | ( 79 ) | 97 |
| Profit before tax | ( 1,010) | 682 | ( 328 ) | 311 |
| Profit after tax | ( 707 ) | 480 | ( 227 ) | 217 |
| Cumulative pre-tax timing differences relating to economic hedging | As at Sep 09 \$M | As at Mar 09 \$M | As at Sep 08 \$M | As at Mar 08 \$M |
| Timing differences where IFRS results in asymmetry between the hedge and hedged items |  |  |  |  |
| Funding swaps hedged by derivatives | ( 8 ) | 418 | 41 | ( 50 ) |
| Use of the fair value option on own debt hedged by derivatives | (17) | 512 | 213 | 142 |
| Revenue and net investment hedges | 12 | 9 | ( 18 ) | 5 |
| Ineffective portion of cash flow and fair value hedges | 21 | 79 | 100 | 10 |
|  | 8 | 1,018 | 336 | 107 |

- Gain on Visa shares - 2008

ANZ acquired shares in Visa Inc. preceding the initial public offering in 2008, resulting in a gain of $\$ 353$ million ( $\$ 248$ million after tax) being the fair value of the shares issued to ANZ. Visa shares not sold into the initial public offering are held as an available-for-sale asset.

- Organisational transformation initiatives

ANZ continued an organisational transformation program which commenced in the September 2008 half, including process re-engineering and transitioning roles to Bangalore. In 2008, costs of $\$ 218$ million ( $\$ 152$ million after tax) were incurred relating to process re-engineering within Operations, Technology and Shared Services, an ATM write-off relating to a network upgrade and organisational transformation within our New Zealand business. In 2009, ANZ incurred costs of $\$ 24$ million ( $\$ 17$ million after tax) relating to the projects, including project team costs and associated travel. It is estimated benefits approaching $\$ 100$ million from these transformations have flowed through our results in 2009, with full annualised benefits approaching $\$ 130$ million by 2010 .

- Impairment of intangible - Origin Australia - 2008

In 2008 an expense of $\$ 34$ million ( $\$ 24$ million after tax) has been recognised on an Origin Australia intangible asset reflecting the winding back of the mortgage origination business.

- Impact of NZ tax rate change - 2008

In May 2007, the New Zealand Government announced a reduction in company tax rate from $33 \%$ to $30 \%$. For ANZ, this took effect from 1 October 2008 and resulted in an adjustment of $\$ 1$ million in 2008 in relation to restatement of net deferred tax asset balances.

- One ANZ restructuring costs

On 9 September 2008, ANZ announced a new business model and organisation structure to accelerate progress with its strategy to become a super regional bank, lift customer focus and drive performance improvement. The new structure became effective on 1 October 2008, with the new business model being progressively established. As a result, restructuring costs of $\$ 118$ million ( $\$ 83$ million after tax) were incurred. It is estimated benefits approaching $\$ 100$ million from these transformations have flowed through our results, predominantly in the second half of 2009, with full annualised benefits approaching $\$ 150$ million.

## Explanation of adjustments between statutory profit and underlying profit, cont'd

- ANZ share of ING NZ investor settlement (refer Note 15)

Trading in the ING Diversified Yield Fund and the ING Regular Income Fund ("the Funds") was suspended on 13 March 2008 due to deterioration in the liquidity and credit markets. These funds are managed by the joint venture partner (ING (NZ) Limited). Some of these funds were sold to ANZ National Bank customers. On 5 June 2009, ING (NZ) Limited made an offer to investors in the Funds. The offer closed on 13 July 2009. Investors holding approximately $99 \%$ of the funds accepted the offer to receive a payment of 60 cents per unit in the ING Diversified Yield Fund or 62 cents per unit in the ING Regular Income Fund, either (i) in cash, or (ii) by way of deposit in an on-call account with ANZ National, paying 8.30\% per annum fixed for up to five years.

Acceptance of this offer was conditional on investors waiving all claims. However, ANZ National Bank customers were offered an additional opportunity, for a limited period of time, to ask the ANZ National Bank customer complaints team (and, where still unsatisfied, the New Zealand Banking Ombudsman) to consider requests for additional compensation. The estimated cost to the Group of $\$ 173$ million ( $\$ 121$ million after tax) has been recognised as a reduction to Other operating income in the Income Statement. This includes $\$ 138$ million ( $\$ 97$ million after tax) in the March 2009 half and a further $\$ 35$ million ( $\$ 24$ million after tax) in the September 2009 half following the take up of the offer.

- Credit risk on impaired derivatives (nil profit after tax impact)

Reclassification of a reduction of $\$ 82$ million from other operating income to provision for credit impairment (2008 full year: $\$ 156$ million; Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million) in relation to credit valuation adjustments on defaulted and impaired derivative exposures.

- Structured transaction (nil profit after tax impact)

In 2008 the Group entered into a structured transaction which caused a reduction of $\$ 127$ million in other operating income offset by a similar reduction in income tax expense.

- Non Continuing Business

As part of the new business model for ANZ established in the first half, Institutional reviewed its existing business portfolio in light of its new strategic and business goals to determine the optimal structure for the division. As a result, new business has ceased in several product areas, including the Alternative Assets and Private Equity businesses. The Group's structured credit intermediation trades are also included within non continuing businesses. A summary of the impact of non continuing businesses follows:

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non continuing businesses | \$M | \$M | \% | \$M | \$M | \% |
| Net interest income | 1 | (1) | large | - | (5) | -100\% |
| Other operating income | 753 | (925) | large | (172) | (512) | -66\% |
| Operating income | 754 | (926) | large | (172) | (517) | -67\% |
| Operating expenses | (6) | (9) | -33\% | (15) | (38) | -61\% |
| Profit before credit impairment and income tax | 748 | (935) | large | (187) | (555) | -66\% |
| Provision for credit impairment | (1) | (30) | -97\% | (31) | (14) | large |
| Profit before income tax | 747 | (965) | large | (218) | (569) | -62\% |
| Income tax expense | (154) | 187 | large | 33 | 172 | -81\% |
| Profit/(Loss) | 593 | (778) | large | (185) | (397) | -53\% |

## Underlying profit

|  | Half <br> year <br> Sep 09 <br> \$M | Half <br> year <br> Mar 09 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 4,988 | 4,822 | 3\% | 9,810 | 7,855 | 25\% |
| Other operating income ${ }^{1,2}$ | 2,339 | 2,218 | 5\% | 4,557 | 4,440 | 3\% |
| Operating income | 7,327 | 7,040 | 4\% | 14,367 | 12,295 | 17\% |
| Operating expenses | $(3,124)$ | $(2,944)$ | 6\% | $(6,068)$ | $(5,406)$ | 12\% |
| Profit before credit impairment and income tax | 4,203 | 4,096 | 3\% | 8,299 | 6,889 | 20\% |
| Provision for credit impairment ${ }^{1}$ | $(1,621)$ | $(1,435)$ | 13\% | $(3,056)$ | $(2,090)$ | 46\% |
| Profit before income tax | 2,582 | 2,661 | -3\% | 5,243 | 4,799 | 9\% |
| Income tax expense ${ }^{2}$ | (720) | (749) | -4\% | $(1,469)$ | $(1,365)$ | 8\% |
| Minority interest | 2 | (4) | large | (2) | (8) | -75\% |
| Profit attributable to shareholders of the Company | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |

1. Credit valuation adjustments on defaulted or impaired exposures of $\$ 82$ million are reclassified as provision for credit impairment (2008 full year: $\$ 156$ million;

Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million)
2. In 2008 a structured transaction of $\$ 127$ million is reclassified from a reduction in other operating income to income tax expense

## - 2009 result

Underlying profit increased by $\$ 346$ million (10\%) to $\$ 3,772$ million for the full year ended 30 September 2009.
Operating income was up $17 \%$ with Institutional benefiting from volatility in global markets. Net interest income was up $25 \%$ with an increase in average interest earning assets of $9 \%$ and an increase in customer deposits of $14 \%$. Net interest margin (excluding cash flow on derivatives) increased 16 basis points reflecting the return to more normal levels and a repricing for risk.

Operating expenses grew $12 \%$ with the increases concentrated in our strategic growth area of Asia Pacific, Europe \& America. Within the Australia and New Zealand regions, Institutional drove the majority of the cost growth through an increase in frontline staff and remuneration costs associated with attracting and retaining staff. Cost growth in New Zealand was limited to only $1 \%$.
Provision for credit impairment increased $\$ 966$ million to $\$ 3,056$ million with the increase mainly across Australia and New Zealand reflecting the deteriorating economic conditions experienced in these regions.

## - Comparison with March 2009 half

Underlying profit decreased by $\$ 44$ million (2\%) to $\$ 1,864$ million for the half year ended 30 September 2009. Excluding exchange rate impacts, underlying profit was up $1 \%$.
Operating income growth of $4 \%$ reflected growth in net interest income following an increase in net interest margin (excluding cash flow on derivatives) of 18 basis points partly offset by a reduction in average interest earning assets of $3 \%$ and higher earnings from our Asian partnerships. Growth was also impacted $2 \%$ by a reversal of first half mark-tomarket gains on credit default swap contracts hedging credit risk in large institutional customers.

Operating expenses grew 6\% largely from increased remuneration costs, particularly in Institutional and increased project expenditure on transformation initiatives.

Provision for credit impairment increased $\$ 186$ million (13\%) with further deterioration in the New Zealand economy.

## Cash profit

The table below shows cash profit as per previous market convention and using definitions adopted in prior periods.

|  | Half year <br> Sep 09 <br> \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 4,989 | 4,821 | 3\% | 9,810 | 7,850 | 25\% |
| Other operating income | 3,067 | 1,063 | large | 4,130 | 3,645 | 13\% |
| Operating income | 8,056 | 5,884 | 37\% | 13,940 | 11,495 | 21\% |
| Operating expenses | $(3,135)$ | $(3,066)$ | 2\% | $(6,201)$ | $(5,444)$ | 14\% |
| Profit before credit impairment and income tax | 4,921 | 2,818 | 75\% | 7,739 | 6,051 | 28\% |
| Provision for credit impairment | $(1,632)$ | $(1,373)$ | 19\% | $(3,005)$ | $(1,948)$ | 54\% |
| Profit before income tax | 3,289 | 1,445 | large | 4,734 | 4,103 | 15\% |
| Income tax expense | (862) | (487) | 77\% | $(1,349)$ | $(1,066)$ | 27\% |
| Minority interest | 2 | (4) | large | (2) | (8) | -75\% |
| Cash profit | 2,429 | 954 | large | 3,383 | 3,029 | 12\% |

## Income and expenses

## Net Interest Income

$\left.\begin{array}{lrrrrr} & \text { Half } & \text { Half } & \text { Movt } & \text { Full } & \text { Full } \\ & \text { Movt } \\ & \text { year } & \text { year } & \text { Sep 09 } & \text { year } & \text { year } \\ \text { Sep 09 }\end{array}\right]$

Group (excluding cash flow on derivatives)

| Net interest income | 4,911 | 4,657 | $5 \%$ | $\mathbf{9 , 5 6 8}$ | 8,143 | $17 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Average interest earning assets | 419,867 | 435,103 | $-4 \%$ | $\mathbf{4 2 7 , 4 6 4}$ | 390,775 | $9 \%$ |
| Net interest margin (\%) | 2.33 | 2.15 | $8 \%$ | $\mathbf{2 . 2 4}$ | $\mathbf{2 . 0 8}$ | $\mathbf{7 \%}$ |

## - 2009 result

Net interest income at $\$ 9,808$ million was $25 \%$ ( $\$ 1,958$ million) higher than in the September 2008 year.

## Volume

Average interest earning assets increased $\$ 36.7$ billion (9\%):

- Net advances grew by $\$ 23.0$ billion ( $7 \%$ ). Australia region grew by $\$ 16.7$ billion ( $7 \%$ ), primarily in Mortgages ( $\$ 15.1$ billion) reflecting increased market share and customer demand, and Specialised Lending ( $\$ 1.4$ billion). New Zealand grew $\$ 1.8$ billion or $2 \%$, however excluding the impact of exchange rate movements growth was $\$ 3.9$ billion or $5 \%$, due mainly in the Rural, Retail and Commercial Banking businesses. Asia Pacific, Europe \& America region grew by $\$ 4.5$ billion or $26 \%$. Growth, excluding the impact of exchange rate movements, was $\$ 1.1$ billion, mainly in Asia reflecting the ongoing business expansion in the region.
- Other interest earning assets increased by $\$ 13.7$ billion or $22 \%$. Excluding the impact of exchange rate movements, growth was $\$ 8.0$ billion driven by increases in trading and available-for-sale assets ( $\$ 6.2$ billion), interbank lending ( $\$ 1.6$ billion) and higher liquid assets ( $\$ 1.5$ billion).

Average deposits and other borrowings increased $\$ 31.6$ billion (12\%):

- Customer deposits grew by $\$ 31.1$ billion (16\%). Australia region grew by $\$ 19.8$ billion (16\%) due primarily to an uplift in term deposits driven by competitive pricing and customer acquisition. New Zealand region grew by $\$ 0.6$ billion ( $1 \%$, or $\$ 1.9$ billion, $4 \%$ excluding the impact of exchange rate movements), largely in the Retail and Markets businesses. Asia Pacific, Europe \& America region grew by $\$ 10.7$ billion (57\% or $\$ 6.7$ billion, $29 \%$ excluding the impact of exchange rate movements), across all countries driven by deposit raising strategies and customer acquisitions.
- Wholesale funding increased by $\$ 0.5$ billion. Excluding the impact of exchange rate movements, wholesale funding decreased by $\$ 1.6$ billion or $2 \%$, driven mainly by a decrease in commercial paper as a result of the global credit market conditions and growth in customer deposits.

Loan capital and Bonds and notes increased by $\$ 1.1$ billion (1\%), in part due to the switch from shorter term wholesale funding.

## Margin

Net interest margin increased by 16 basis points to $2.29 \%$ after adjusting for the impact of funding benefits associated with unrealised trading gains and losses on derivatives ( +12 basis points, $\$ 524$ million directly offset in profit on trading instruments). The main drivers of improved margin performance were:

- Improved asset margin from repricing activities and rate adjustments (+45 basis points) which were required to offset higher funding costs and increased risk in the loan book as a result of the flow through effects of the global credit crisis. Higher funding costs came through as an increase in wholesale funding costs ( -6 basis points), lower margin on deposits ( -28 basis points) and lower interest on capital ( -7 basis points).
- Markets ( +5 basis points) continued to perform strongly in their balance sheet businesses ( +8 basis points) partly offset by the mix impact of Markets balance sheet on the Group ( -3 basis points).
- Additional capital raised during 2009, mainly through the share purchase and share placement plans, had a +4 basis points mix impact on margin.
- Other Asset and Funding mix changes ( +4 basis point) were as a result of a lower proportion of wholesale funding ( +7 basis points), favourable benefit from non interest bearing items ( -3 basis point). Asset mix impact was neutral.
- Other items ( -1 basis point) include New Zealand lower mortgage prepayment income ( -1 basis point) driven by the downward movement in New Zealand market rates, higher sub-debt premiums (-1 basis point) and other net impacts (+1 basis point).


## Income and expenses, cont'd

## Net Interest Income, cont'd

## - Comparison with March 2009 half

Net interest income at $\$ 4,986$ million for the September 2009 half was $3 \%$ ( $\$ 164$ million) higher than the March 2009 half.

## Volume

Average interest earning assets decreased $\$ 15.2$ billion (4\%):

- Net advances decreased by $\$ 11.7$ billion (3\%). Australia decreased by $\$ 3.3$ billion (1\%), primarily in Relationship \& Specialised Lending ( $\$ 8.2$ billion), reflecting corporate capital raisings during the second half used to repay bank debt as credit markets recovered. This was partly offset by an increase in Mortgages ( $\$ 5.7$ billion), due to strong customer demand and market growth. New Zealand decreased by $\$ 3.9$ billion or $5 \%$ however excluding the impact of exchange rate movements, decreased $\$ 1.1$ billion or $1 \%$, primarily from a reduction in Corporate Loans in Relationship \& Specialised Lending. Asia Pacific, Europe \& America region decreased by $\$ 4.5$ billion ( $18 \%$ or a decline of $\$ 0.7$ billion, $4 \%$ excluding exchange rate movements), primarily through reductions in the United Kingdom ( $\$ 0.8$ billion) and America ( $\$ 0.4$ billion), partially offset by growth in Asia ( $\$ 0.4$ billion).
- Other interest earning assets decreased by $\$ 3.5$ billion or $5 \%$. Excluding the impact of exchange rate movements, other interest earning assets increased by $\$ 1.0$ billion or $1 \%$, due primarily to an increase in trading and investment securities ( $\$ 6.5$ billion). This was partly offset by a reduction in liquid assets ( $\$ 3.0$ billion) and interbank lending ( $\$ 2.8$ billion), in part due to a decrease in cash held as collateral for derivatives.

Average deposits and other borrowings decreased $\$ 8.7$ billion (3\%):

- Customer deposits grew by $\$ 12.8$ billion (6\%). Australia grew by $\$ 7.9$ billion (5\%) as a result of competitive pricing and customer acquisition. New Zealand decreased by $\$ 0.7$ billion or $1 \%$ due to impact of exchange rate movements. Excluding the impact of exchange rate movements, deposits increased by $\$ 1.0$ billion or $2 \%$, mainly in the Retail businesses. Asia Pacific, Europe \& America region increased by $\$ 5.6$ billion ( $21 \%$ or $\$ 9.8$ billion, $44 \%$ excluding exchange rate movements), driven by deposit raising strategies and customer acquisitions.
- Wholesale funding decreased by $\$ 21.5$ billion ( $28 \%$, or $\$ 18.6$ billion, $25 \%$ excluding the impact of exchange rate movements), driven mainly by a decrease in commercial paper and certificate of deposits, following the growth in customer deposits and a switch from short-term to long-term funding.

Loan capital and Bonds and notes increased by $\$ 0.2$ billion.

## Margin

Net interest margin increased by 21 basis points to $2.37 \%$ after adjusting for the impact of funding costs associated with unrealised trading gains on derivatives ( -6 basis points, $-\$ 124$ million directly offset in Trading Income). The improved margin performance was driven by actions taken to recover higher funding costs incurred due to the global credit crisis and repricing for risk inherent in the loan book:

- Asset repricing had a +29 basis points impact partly offset by higher wholesale funding costs (-6 basis points), lower deposit margin ( -11 basis points) due to strong competition to attract customer deposits and lower returns on rate insensitive deposits, and lower interest on capital ( -6 basis points) in line with the declining rate environment.
- Markets (+8 basis points) margin contribution includes stronger results from the balance sheet businesses (+9 basis points) partly offset by the mix impact of Markets balance sheet on the Group ( -1 basis points).
- Additional capital raised during the second half of 2009, mainly through the share purchase and share placement plans, had a +4 basis points mix impact on margin.
- Other Asset and Funding mix changes (+6 basis points) were impacted by a reduction in the proportion of low margin wholesale funding ( +2 basis points), increase in non-interest bearing deposits and other non interest bearing items ( +2 basis points) and favourable Asset mix change ( +2 basis point).
- Other items (-3 basis points) include New Zealand lower mortgage prepayment income (-1 basis point) driven by a downward movement in New Zealand market rates and higher brokerage costs (-1 basis point). Net other impacts (-1 basis point).


## Income and expenses, cont'd

## Other Operating Income

|  | Half year Sep 09 \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fee income | 1,378 | 1,324 | 4\% | 2,702 | 2,622 | 3\% |
| Foreign exchange earnings | 393 | 539 | -27\% | 932 | 689 | 35\% |
| Profit on trading instruments | 222 | 90 | large | 312 | 506 | -38\% |
| Other | 346 | 265 | 31\% | 611 | 623 | -2\% |
| Underlying other operating income | 2,339 | 2,218 | 5\% | 4,557 | 4,440 | 3\% |
| Economic hedging - fair value gains/(losses) | $(1,013)$ | 655 | large | (358) | 348 | large |
| Revenue and net investment hedges | 3 | 27 | -89\% | 30 | (37) | large |
| Gain on Visa Shares | - | - | n/a | - | 353 | -100\% |
| ANZ share of ING NZ investor settlement | (35) | (138) | -75\% | (173) | - | n/a |
| Credit risk on impaired derivatives ${ }^{1}$ | 10 | (92) | large | (82) | (156) | -47\% |
| Structured transaction | - | - | n/a | - | (127) | -100\% |
| Non continuing businesses |  |  |  |  |  |  |
| Credit intermediation trades | 759 | (812) | large | (53) | (531) | -90\% |
| Other | (6) | (113) | -95\% | (119) | 19 | large |
| Other operating income | 2,057 | 1,745 | 18\% | 3,802 | 4,309 | -12\% |

## Composition of Global Markets Underlying income

| Net interest income | 445 | 493 | $-10 \%$ | $\mathbf{9 3 8}$ | 83 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| large |  |  |  |  |  |
| Foreign exchange earnings | 297 | 475 | $-37 \%$ | $\mathbf{7 7 2}$ | 526 |
| Profit on trading instruments | 292 | 33 | large | $\mathbf{3 2 5}$ | 493 |
| Fee and other income | 91 | 65 | $40 \%$ | $\mathbf{1 5 6}$ | 139 |
| Total Markets income | 1,125 | 1,066 | $6 \%$ | $\mathbf{2 , 1 9 1}$ | 1,241 |

[^7]
## - 2009 result

Other operating income decreased $\$ 507$ million (12\%). Excluding the adjustments between statutory profit and underlying profit (refer pages 13 to 15 ), underlying other operating income increased $\$ 117$ million (3\%).
The following movements relate to underlying other operating income:

- Fee income increased $\$ 80$ million (3\%):
- Lending fee income increased $\$ 169$ million ( $28 \%$ ) due mainly to the Institutional businesses across the regions. Australia increased $\$ 110$ million: Markets increased $\$ 36$ million with higher fees in the securitisation business, growth in volumes drove a $\$ 24$ million increase in Relationship Lending. Transaction Banking increased $\$ 11$ million and Consumer Cards and Unsecured Lending increased $\$ 9$ million primarily reflecting volume growth. Asia Pacific, Europe \& America increased $\$ 39$ million due to a $\$ 26$ million increase in North Asia driven mainly by Hong Kong and a $\$ 10$ million increase in South Asia due to pricing initiatives. New Zealand increased $\$ 20$ million primarily reflecting volume growth.
- Non-lending fee income decreased $\$ 89$ million (4\%). Australia decreased $\$ 102$ million with Investment \& Insurance Products decreasing $\$ 48$ million due to a decline in earnings as a result of the downturn in investment markets. Relationship Banking decreased $\$ 18$ million and Specialised Lending reduced $\$ 17$ million both driven by lower volumes. New Zealand decreased $\$ 21$ million, however excluding the impact of exchange rates, the decrease was $\$ 11$ million with a $\$ 9$ million reduction in Retail primarily as a result of lower transactional volumes. Asia Pacific, Europe \& America increased $\$ 34$ million as a result of growth in card fees driven by higher Indonesian volumes and an increase in Singapore due to volume growth in Specialised Lending.
- Foreign exchange earnings increased $\$ 243$ million (35\%). Australia increased $\$ 114$ million with a $\$ 134$ million increase in Markets as a result of volatility in global currency markets and higher sales volumes, an $\$ 18$ million increase in Transaction Banking driven by exchange rate market volatility offset by a $\$ 30$ million reduction in Group Centre as a result of lower revenue hedge gains. Asia Pacific, Europe \& America grew $\$ 103$ million with North Asia up $\$ 33$ million reflecting increased earnings in Taiwan and Korea, UK \& Europe increased $\$ 27$ million as a result of volatility in global currency markets and higher sales volumes, South Asia was $\$ 25$ million higher due to market volatility resulting in increased earnings in Indonesia, and Pacific was $\$ 12$ million higher due to increased earnings in Papua New Guinea. New Zealand increased $\$ 26$ million due to strong Institutional earnings.


## Income and expenses, cont'd

## Other Operating Income, cont'd

- Profit on trading instruments decreased $\$ 194$ million which included a $\$ 524$ million decrease in unrealised trading gains directly offset by an increase in net interest income. Excluding this offset, the Markets business has performed strongly, benefiting from increased volatility in the interest rate market and higher sales volumes.
- Other income decreased $\$ 12$ million (2\%).
- Asia Pacific, Europe \& America increased $\$ 123$ million with North Asia $\$ 170$ million higher principally as a result of higher equity accounted income from our investments in Shanghai Rural Commercial Bank (SRCB) and Bank of Tianjin (BoT). ANZ's equity accounted earnings benefited by approximately $\$ 95$ million from adjustments relating to an improved assessment of credit provisioning requirements. South Asia decreased $\$ 35$ million due to a $\$ 40$ million turnaround in the mark-to-market on Panin Warrants ( $\$ 14$ million loss in 2009 and a $\$ 26$ million gain in 2008), a $\$ 25$ million write-down of the investment in Saigon Securities Incorporation (SSI) and a non recurrence of a $\$ 17$ million mark-to-market gain on SSI options in 2008 offset by $\$ 47$ million higher equity accounted earnings from our investment in AMMB Holdings Berhad (AMMB) following the increase in ownership to 24\% from 19\%
- Australia decreased $\$ 141$ million with Group Centre $\$ 56$ million lower principally due to property sale profits booked in 2008. INGA earnings reduced $\$ 51$ million as a result of the downturn in investment markets. Markets decreased $\$ 31$ million due mainly to the deconsolidation of Stadium Australia during 2008.
- Movements in average exchange rates increased total other operating income by $\$ 42$ million.

Total Global Markets income is affected by mix impacts between the categories within other operating income and net interest income. Total Global Markets income increased $\$ 950$ million, including a $\$ 95$ million increase in other operating income, with strong sales, trading and balance sheet revenue generated in a volatile market.

## - Comparison with March 2009 half

Other operating income increased $\$ 312$ million (18\%) from the March 2009 half. Excluding the adjustments between statutory profit and underlying profit, underlying other operating income increased $\$ 121$ million (5\%).
The following movements relate to underlying other operating income:

- Fee income increased \$54 million (4\%)
- Lending fee income increased $\$ 42$ million (12\%):
- Australia increased $\$ 29$ million due mainly to pricing initiatives in Relationship Lending and Transaction Banking.
- Non-lending fee income increased $\$ 12$ million (1\%):
- Australia increased $\$ 30$ million (4\%). Specialised Lending grew $\$ 23$ million due mainly to higher termination fees. Markets increased $\$ 13$ million as a result of a strong performance from the Syndication business.
- Asia Pacific, Europe \& America decreased $\$ 9$ million (10\%). Pacific decreased $\$ 5$ million largely in Fiji.
- New Zealand decreased $\$ 9$ million, however excluding the impact of exchange rates, the decrease was $\$ 2$ million.
- Foreign exchange earnings decreased $\$ 146$ million. Asia Pacific, Europe \& America decreased $\$ 91$ million with Europe $\$ 30$ million lower as a result of reduced market volatility, South Asia reduced $\$ 22$ million due to lower earnings in Indonesia, North Asia was $\$ 18$ million lower reflecting reduced earnings in Hong Kong and Taiwan, and Pacific decreased $\$ 18$ million due to lower earnings in Papua New Guinea. Australia decreased $\$ 34$ million due to a $\$ 71$ million reduction in Markets as a result of lower market volatility and a $\$ 45$ million increase in Group Centre due to higher revenue hedge gains. New Zealand decreased $\$ 21$ million given lower market volatility.
- Profit on trading instruments increased $\$ 132$ million which included a $\$ 124$ million increase in unrealised trading gains directly offset by a decrease in net interest income. Balance Sheet Management decreased $\$ 128$ million due primarily to mark-to-market impacts of credit derivatives used to hedge existing customer exposures as a result of contracting spreads. Excluding these impacts, the Markets business has benefited from volatility in the interest rate market and higher sales volumes.
- Other income increased \$81 million (31\%):
- Asia Pacific, Europe \& America increased $\$ 54$ million with South Asia $\$ 103$ million higher due mainly to a $\$ 56$ million turnaround in the mark-to-market on Panin Warrants (Mar 2009 half: $\$ 35$ million loss; Sep 2009 half: $\$ 21$ million gain), a $\$ 25$ million write-down of the investment in SSI during the first half, $\$ 18$ million higher equity accounted earnings from our investment in AMMB and a $\$ 13$ million change in the mark-to-market on SSI options. North Asia decreased $\$ 47$ million due primarily to lower equity accounted earnings from SRCB of $\$ 58$ million partly offset by higher earnings from BoT of $\$ 11$ million. The impact of the improved assessment of credit provisioning in SRCB and BoT benefited the March half by $\$ 27$ million more than the September half.
- Australia increased $\$ 46$ million due to increased INGA earnings of $\$ 27$ million as a result of improved investment markets. Investment and Insurance Products increased $\$ 16$ million due to increased volumes in ETrade.
- New Zealand reduced $\$ 24$ million mainly as a result of the sale of 16 bank branches in the March 2009 half.
- Movements in average exchange rates decreased total other operating income $\$ 65$ million.

Total Global Markets income is affected by mix impacts between the categories within other operating income and net interest income. Total Global Markets income increased $\$ 59$ million.

## Income and expenses, cont'd

## Expenses

|  | Half year Sep 09 \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel expenses | 1,824 | 1,769 | 3\% | 3,593 | 3,244 | 11\% |
| Premises expenses | 275 | 281 | -2\% | 556 | 511 | 9\% |
| Computer expenses | 413 | 351 | 18\% | 764 | 607 | 26\% |
| Other expenses | 612 | 543 | 13\% | 1,155 | 1,044 | 11\% |
| Underlying operating expenses | 3,124 | 2,944 | 6\% | 6,068 | 5,406 | 12\% |
| Impairment of intangible - Origin Australia | - | - | n/a | - | 34 | -100\% |
| One ANZ restructuring costs | 5 | 113 | -96\% | 118 | - | n/a |
| Non continuing businesses |  |  |  |  |  |  |
| Other | 6 | 9 | -33\% | 15 | 38 | -61\% |
| Organisational transformation costs ${ }^{1}$ | - | 24 | -100\% | 24 | 218 | -89\% |
| Total operating expenses | 3,135 | 3,090 | 1\% | 6,225 | 5,696 | 9\% |
| Total employees | 37,687 | 37,046 | 2\% | 37,687 | 36,925 | 2\% |

1. Mar 2009 comprises personnel costs of $\$ 6$ million, computer costs of $\$ 3$ million and other costs of $\$ 15$ million (2008 comprises personnel costs of $\$ 172$ million, computer costs of $\$ 2$ million and other costs of $\$ 44$ million) (refer page 14)

## - 2009 result

Operating expenses increased $\$ 529$ million (9\%). Excluding the adjustments between statutory profit and underlying profit (refer pages 13 to 15), underlying operating expenses increased $\$ 662$ million (12\%). Across the Group, movements in exchange rates contributed $1 \%$ of the increase. Excluding this, around $35 \%$ of the dollar cost growth was attributable to Asia Pacific, Europe \& America (costs up 54\%) with substantial investment in expanding branch networks across the region, increased resources to drive the growth agenda. Within the Australia and New Zealand regions, Institutional drove the majority of the cost growth, up $19 \%$ and representing $32 \%$ of the Group's total cost growth through investment in the "Rebuild and Refocus" program and increased remuneration costs. Elsewhere in Australia, costs in the Australian division were up only 4\%, however there was an increase in centrally funded transformation projects and infrastructure investment in the Group Centre. Cost growth was limited to $1 \%$ (or $4 \%$ in NZD) in New Zealand region.
The following movements relate to underlying operating expenses:

- Personnel costs were up $\$ 349$ million ( $11 \%$ ) as a result of growth in remuneration costs associated with attracting and retaining talent and additional bankers and specialists to support growth. Increases in staff numbers were in Asia Pacific, Europe \& America with North Asia increasing 259 employees and South Asia up 568 employees due to continued growth in the business.
- Premises costs increased $\$ 45$ million ( $9 \%$ ), driven mainly by a $\$ 30$ million higher rental expense reflecting additional space requirements, the impact of the sale and leaseback program and market rental growth.
- Computer costs grew $\$ 157$ million ( $26 \%$ ), due to increased software purchased of $\$ 50$ million including higher licence costs and increasing technology initiatives, higher amortisation charges of $\$ 31$ million, a $\$ 24$ million increase in software written-off, a $\$ 15$ million increase on computer contractors, $\$ 11$ million increased rentals and repairs, $\$ 8$ million higher data communications costs and a $\$ 23$ million increase in other computer costs which include super regional network costs.
- Other expenses increased $\$ 111$ million (11\%). Professional fees grew $\$ 21$ million including an increase in Group Centre due to various project work. Advertising costs increased $\$ 13$ million due mainly to increased marketing costs in South Asia. Card processing costs increased $\$ 9$ million reflecting increased volumes. Stamp and other duties grew $\$ 8$ million due mainly to a $\$ 5$ million increase in Esanda. Loss on sale of furniture and fittings increased $\$ 8$ million, due to write-offs. Depreciation of furniture and fittings increased $\$ 6$ million, insurance costs grew $\$ 5$ million and telephone costs increased $\$ 5$ million. New Zealand other expenses increased $\$ 26$ million including the full half impact from the acquisition of a controlled entity during the second half of 2008. Travel costs reduced $\$ 22$ million due to increased focus on cost management.
- Movements in exchange rates increased costs $\$ 62$ million.


## Income and expenses, cont'd

## Expenses, cont'd

## - Comparison with March 2009 half

Operating expenses increased $\$ 45$ million (1\%) from the March 2009 half. Excluding the adjustments between statutory profit and underlying profit (refer pages 13 to 15 ), underlying operating expenses increased $\$ 180$ million ( $6 \%$ ).
Movements in exchange rates decreased costs by $3 \%$. Most cost growth in the second half was in the Australian region (up $10 \%$ ) with cost growth of $20 \%$ in Institutional driven by higher remuneration costs and investment in the "Rebuild and Refocus" program. Group Centre costs were up substantially reflecting costs associated with Group transformation programs and infrastructure investment. Asia Pacific, Europe \& America growth of $14 \%$ (foreign exchange adjusted) reflected continued investment in expanding distribution across the region and increased resources to support the growth agenda. Costs were flat in New Zealand.
The following movements relate to underlying operating expenses:

- Personnel expenses increased $\$ 55$ million (3\%) as a result of higher remuneration costs associated with attracting and retaining staff and a $2 \%$ increase in employee numbers in growth businesses. Increases in staff numbers were in Asia Pacific, Europe \& America with North Asia increasing 170 employees and South Asia up 163 employees due to continued growth in the business, partially offset by staff reductions due to the One ANZ restructure.
- Premises costs decreased $\$ 6$ million (2\%) with an $\$ 11$ million reduction in rental expense with small decreases spread throughout Asia Pacific, Europe \& America.
- Computer costs increased $\$ 62$ million (18\%), due to a $\$ 16$ million increase in other computer costs which include super regional network costs, a $\$ 14$ million increase in software purchased due to increasing technology initiatives, a $\$ 13$ million increase in software written-off and an $\$ 11$ million increase in computer contractors.
- Other expenses increased $\$ 69$ million (13\%). Professional fees increased $\$ 23$ million including an increase in Group Centre and Australia. Non lending losses increased $\$ 24$ million due to an increase in Australia. Advertising costs increased $\$ 13$ million due to seasonality of spend in Australia.
- Movements in exchange rates decreased costs $\$ 86$ million.


## Credit risk (including credit risk on derivatives)

## Provision for credit impairment charge

Total credit impairment charge relating to lending assets, commitments and debt securities classified as available-for-sale assets increased $\$ 1,057$ million from September 2008 to $\$ 3,005$ million. The underlying credit impairment charge increased $\$ 966$ million to $\$ 3,056$ million. The challenging economic environment, reducing business confidence and rising levels of commercial losses combined to put pressure on the provisioning levels. The individual provision charge increased across all regions partially offset by a decrease in collective provision charge, primarily as a result of a release of concentration risk provision taken up in 2008 as losses were crystallised, a lower economic cycle adjustment charge and reduced lending volumes.

|  |  | Half <br> year <br> Mar 09 <br> \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 981 | 1,072 | -8\% | 2,053 | 1,663 | 23\% |
| Asia Pacific, Europe \& America | 154 | 122 | 26\% | 276 | 176 | 57\% |
| New Zealand | 486 | 241 | large | 727 | 251 | large |
| Underlying provision for credit impairment charge | 1,621 | 1,435 | 13\% | 3,056 | 2,090 | 46\% |
| Non continuing businesses | 1 | 30 | -97\% | 31 | 14 | large |
| Credit risk on impaired derivatives ${ }^{1}$ | 10 | (92) | large | (82) | (156) | -47\% |
| Provision for credit impairment charge | 1,632 | 1,373 | 19\% | 3,005 | 1,948 | 54\% |

1. Credit valuation adjustments on defaulted or impaired exposures of $\$ 82$ million are reclassified as provision for credit impairment (2008 full year: $\$ 156$ million;
Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million). Refer page 15 Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million). Refer page 15

## Individual provision charge

Total individual provision charge increased $\$ 1,640$ million to $\$ 2,770$ million from September 2008.
The underlying individual provision charge increased $\$ 1,542$ million to $\$ 2,814$ million. The increase in Australia of $\$ 1,199$ million was driven by higher loss rates across all portfolios within the region, and rising levels of bankruptcies and commercial losses in line with higher business liquidations and lower realisable asset values as well as the large single provisions raised for customers within the Commercial Property, Finance and Brokering Services portfolios in Institutional Australia. The increase in New Zealand of $\$ 349$ million occurred across all segments as weaker global and local economic conditions impacted export, household incomes, consumer spending and business sectors. The Asia Pacific, Europe \& America increase of $\$ 72$ million was due to higher losses in South Asia, Indonesia Cards as well as commercial property downgrades in Cambodia and North Asia.

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> $\%$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Full year Sep 08 <br> \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 897 | 1,290 | -30\% | 2,187 | 988 | large |
| Asia Pacific, Europe \& America | 58 | 43 | 35\% | 101 | 29 | large |
| New Zealand | 328 | 178 | 84\% | 506 | 157 | large |
| Underlying individual provision charge for loans and advances | 1,283 | 1,511 | -15\% | 2,794 | 1,174 | large |
| Individual provision charge as a \% of average net advances | 0.74\% | 0.85\% |  | 0.79\% | 0.36\% |  |
| Impairment on AFS assets ${ }^{1}$ | - | 20 | -100\% | 20 | 98 | -80\% |
| Total underlying individual provision charge | 1,283 | 1,531 | -16\% | 2,814 | 1,272 | large |
| Non continuing businesses | 8 | 30 | -73\% | 38 | 14 | large |
| Credit risk on impaired derivatives | 10 | (92) | large | (82) | (156) | -47\% |
| Total individual provision charge | 1,301 | 1,469 | -11\% | 2,770 | 1,130 | large |

[^8]
## Credit risk (including credit risk on derivatives), cont'd

Individual provision charge, cont'd

|  |  |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ |  | Movt <br> Sep 09 <br> v. Sep 08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underlying new and increased provisions | \$M | \$M | \% | \$M | \$M | \% |
| Australia | 1,033 | 1,389 | -26\% | 2,422 | 1,142 | large |
| Asia Pacific, Europe \& America | 66 | 51 | 29\% | 117 | 42 | large |
| New Zealand | 356 | 190 | 87\% | 546 | 185 | large |
| New and increased provisions for loans and advances | 1,455 | 1,630 | -11\% | 3,085 | 1,369 | large |

## Underlying recoveries and writebacks

| Australia | $(136)$ | $(99)$ | $37 \%$ | $\mathbf{( 2 3 5 )}$ | $(154)$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Asia Pacific, Europe \& America | $(8)$ | $(8)$ | $0 \%$ | $\mathbf{( 1 6 )}$ | $(13)$ |
| New Zealand | $(28)$ | $(12)$ | large | $\mathbf{( 4 0 )}$ | $(28)$ |
| Recoveries and writebacks | $(172)$ | $(119)$ | $45 \%$ | $\mathbf{( 2 9 1 )}$ | $(195)$ |

## Collective provision charge

The collective provision charge decreased $\$ 583$ million during the year to $\$ 235$ million, with a decrease in Australia partially offset by increases in New Zealand and Asia Pacific, Europe \& America. The decrease in Australia was due mainly to lower institutional lending and concentration provision releases following defaults by a number of large customers within Institutional crystallising losses which were provided for in 2008. This was partly offset by increases within the Cards portfolio due to higher delinquencies and bankruptcies, and risk deterioration in Esanda and Investment and Insurance Products. The New Zealand charge increased $\$ 127$ million reflecting a rise in unsecured consumer delinquencies and a weakening risk profile across the portfolio. Unfavourable risk movements were also experienced in Asia Pacific, Europe \& America, particularly across Europe and America and this, coupled with refinements to methodology, resulted in increased charges of $\$ 106$ million.

The analysis of the collective provision charge by business unit and by source is set out below:

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Collective provision charge by source | \$M | \$M | \% | \$M | \$M | \% |
| Lending growth | (69) | 67 | large | (2) | 197 | large |
| Risk profile | 110 | 141 | -22\% | 251 | 200 | 26\% |
| Portfolio mix | (15) | 2 | large | (13) | (36) | -64\% |
| Economic cycle adjustment | 111 | (78) | large | 33 | 225 | -85\% |
| Concentration risk | 194 | (228) | large | (34) | 300 | large |
| Other ${ }^{1}$ | - | - | n/a | - | (68) | -100\% |
| Collective provision charge | 331 | (96) | large | 235 | 818 | -71\% |
| Underlying collective provision charge by region |  |  |  |  |  |  |
| Australia | 84 | (218) | large | (134) | 675 | large |
| Asia Pacific, Europe \& America | 96 | 59 | 63\% | 155 | 49 | large |
| New Zealand | 158 | 63 | large | 221 | 94 | large |
| Collective provision charge | 338 | (96) | large | 242 | 818 | -70\% |
| Non continuing businesses | (7) | - | n/a | (7) | - | n/a |
| Collective provision charge | 331 | (96) | large | 235 | 818 | -71\% |

[^9]
## Credit risk (including credit risk on derivatives), cont'd

## Expected loss

Management believe that disclosure of modelled expected loss data will assist in assessing the longer term expected loss rates on the lending portfolio as it removes the volatility in reported earnings created by the use of IFRS credit loss provisioning. The expected loss methodology is used internally for return on equity analysis and reporting. Expected loss was $\$ 1,627$ million, an increase of $\$ 65$ million over the September 2008 full year.

|  | \% of Group exposure at default | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ |  |
| :---: | :---: | :---: | :---: |
| Australia | 68\% | 0.32\% | 0.31\% |
| Asia Pacific, Europe \& America | 11\% | 0.36\% | 0.28\% |
| New Zealand | 21\% | 0.28\% | 0.25\% |
| Total | 100\% | 0.31\% | 0.29\% |
| Expected loss (\$million) |  | 1,627 | 1,562 |

## Credit risk loss/(gain) on derivatives

ANZ recognised an expense of $\$ 135$ million on credit risk on derivatives (comprising structured credit intermediation trades and impaired derivatives transacted with corporate customers) during the year ended 30 September 2009 (2008: $\$ 687$ million).

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | Half year <br> Mar 09 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit risk on derivatives | \$M | \$M | \% | \$M | \$M | \% |
| Credit intermediation trade related ${ }^{1}$ | (759) | 812 | large | 53 | 531 | -90\% |
| Credit risk on impaired derivatives | (10) | 92 | large | 82 | 156 | -47\% |
| Credit risk on derivatives | (769) | 904 | large | 135 | 687 | -80\% |

1. In 2009 ANZ partially hedged the foreign currency exposure relating to structured credit intermediation trades. Included in the charge is a $\$ 155$ million loss on foreign currency hedges (Sep 2009 half: $\$ 150$ million; Mar 2009 half: $\$ 5$ million)

## Structured credit intermediation trades

ANZ entered into a series of structured credit intermediation trades from 2004 to 2007. The underlying structures involve credit default swaps (CDS) over synthetic collateralised debt obligations (CDOs) (78\%), portfolios of external collateralised loan obligations (CLOs) (13\%) or specific bonds/floating rate notes (FRNs) ( $9 \%$ ) for the deals outstanding at 30 September 2009. ANZ sold protection using credit default swaps over these structures and then to mitigate risk purchased protection via credit default swaps over the same trades from eight US financial guarantors.

|  | As at Sep 09 | As at Mar 09 | As at Sep 08 |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Financial impacts on credit intermediation | \$M | \$M | \$M | \% | \% |
| Mark-to-market credit exposure | 1,010 | 3,268 | 1,693 | -69\% | -40\% |
| Risk weighted assets relating to financial guarantors | 3,572 | 5,335 | 2,238 | -33\% | 60\% |
| Credit risk adjustments (cumulative) | 584 | 1,343 | 531 | -57\% | 10\% |

As derivatives, both the sold protection and purchased protection are marked-to-market. Prior to the commencement of the global credit crisis, gains and losses were not significant and largely offset each other in income. At 30 September 2009, the value of the obligation under the sold protection is USD897 million, for which the purchased protection has provided only a partial offset as:

- one of the purchased protection counterparties has defaulted and many of the remaining were downgraded, and
- ANZ makes a credit valuation adjustment on the remaining counterparties reflective of changes to credit spreads.

The current charge includes $\$ 85$ million in realised losses relating to restructuring trades to reduce risks which were unhedged due to default by the purchased protection counterparty. It also includes net foreign exchange hedging losses.

The credit risk expense on structured credit derivatives is very volatile reflecting the impact of market movements in credit spreads and USD/AUD rates. It is likely there will continue to be substantial volatility in this market value.

Further information regarding the credit risk on derivatives is available on the ANZ website in the analysts' toolkit.

## Credit risk (including credit risk on derivatives), cont'd

## Gross impaired loans

Gross impaired loans at $\$ 4,392$ million represent a $\$ 2,642$ million increase over 30 September 2008, driven mainly by increases in Australia and New Zealand. The increase in Australia was predominantly across entities within the Institutional Relationships, Corporate Banking and Financial Institution portfolios, with the ten largest impaired loan customers representing $60 \%$ of the total Australia gross impaired loans balance. There was an increase in Australia division across most businesses, as deterioration in the economic environment resulted in higher levels of default, particularly within Esanda, Business Banking and Investment and Insurance Products. The New Zealand increase of $\$ 699$ million was driven primarily by customer downgrades in the small business, commercial, agribusiness segments and mortgages portfolios. Asia Pacific, Europe \& America increased slightly, driven by increases in Europe and America.

## Net impaired loans

Net impaired loans at $\$ 2,880$ million represent a $\$ 1,776$ million increase over 30 September 2008. The Group has an individual provision coverage ratio of $34 \%$.
$\left.\begin{array}{lrrrr}\text { Movt } \\ \text { Gross impaired loans } & \begin{array}{r}\text { As at } \\ \text { Sep 09 }\end{array} & \begin{array}{r}\text { As at } \\ \text { Mar 09 }\end{array} & \begin{array}{r}\text { As at } \\ \text { Sep 08 }\end{array} & \begin{array}{r}\text { Movt } \\ \text { Sep 09 }\end{array} \\ \text { Sep 09 }\end{array}\right)$

| Net impaired loans |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Australia | $\mathbf{2 , 1 8 4}$ | 1,906 | 819 | $15 \%$ |
| Asia Pacific, Europe \& America | $\mathbf{1 1 2}$ | 173 | 122 | $-35 \%$ |
| New Zealand | $\mathbf{5 8 4}$ | 280 | 163 | large |
| Total net impaired loans | $\mathbf{2 , 8 8 0}$ | 2,359 | 1,104 | $\mathbf{2 2 \%}$ |
| Individual provision coverage | $\mathbf{3 4 \%}$ | $36 \%$ | $37 \%$ | large |

Credit risk (including credit risk on derivatives), cont'd
Net impaired loans, cont'd

|  | Half year Sep 09 | Half year Mar 09 | Movt <br> Sep 09 <br> v. Mar 09 | Full year Sep 09 | Full year Sep 08 | Movt <br> Sep 09 <br> v. Sep 08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New and increased impaired loans | \$M | \$M | \% | \$M | \$M | \% |
| Australia | 1,723 | 2,762 | -38\% | 4,485 | 2,211 | large |
| Asia Pacific, Europe \& America | 127 | 129 | -2\% | 256 | 199 | 29\% |
| New Zealand | 970 | 422 | large | 1,392 | 379 | large |
| Total new and increased impaired loans | 2,820 | 3,313 | -15\% | 6,133 | 2,789 | large |
|  |  | As at Sep 09 | As at Mar 09 | As at Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| Restructured items ${ }^{1}$ |  | \$M | \$M | \$M | \% | \% |
| Australia |  | 298 | - | 846 | n/a | -65\% |
| Asia Pacific, Europe \& America |  | 374 | - | - | n/a | n/a |
| New Zealand |  | 1 | 17 | - | -94\% | n/a |
| Total restructured items |  | 673 | 17 | 846 | large | -20\% |

1. Restructured items are facilities in which the original contractual terms have been modified to provide for concessions of interest, or principal, or other payments due, or for an extension in maturity for a non-commercial period for reasons related to the financial difficulties of a customer, and are not considered impaired. Includes both on and off balance sheet exposures

|  | As at Sep 09 | As at Mar 09 | As at Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net impaired commitments and contingencies | \$M | \$M | \$M | \% | \% |
| Australia | 491 | 431 | 43 | 14\% | large |
| Asia Pacific, Europe \& America | - | - | - | n/a | n/a |
| New Zealand | 25 | 10 | 5 | large | large |
| Net impaired commitments and contingencies | 516 | 441 | 48 | 17\% | large |

## Income tax expense

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income tax expense charged in the income statement | 752 | 683 | 10\% | 1,435 | 1,188 | 21\% |
| Effective tax rate | 33.0\% | 32.5\% |  | 32.8\% | 26.3\% |  |
| Income tax expense on underlying profit ${ }^{1}$ | 720 | 749 | -4\% | 1,469 | 1,365 | 8\% |
| Effective tax rate (underlying profit ${ }^{1}$ ) | 27.9\% | 28.1\% |  | 28.0\% | 28.4\% |  |

1. Refer pages 13 to 15 for explanation of adjustments between statutory profit and underlying profit

## - 2009 result

The Group's effective tax rate was $32.8 \%$, up $6.5 \%$. The increase was due primarily to the New Zealand conduit tax provision, the impact of unrealised losses associated with the Offshore Banking Unit (OBU) and non-deductible mark-tomarket losses on fair valued investments related to associate entities. These increases were offset by higher equity accounted earnings and a lower overseas tax rate differential, mainly as a result of the reduced New Zealand tax rate. The underlying effective tax rate decreased 0.4\%.

## - Comparison with March 2009 half

The Group's effective tax rate increased by $0.5 \%$ due primarily to the New Zealand conduit tax provision, offset by the reduction in both unrealised losses associated with the OBU and non-deductible mark-to-market losses on fair valued investments related to associate entities. The underlying effective tax rate decreased $0.2 \%$.

## Earnings per share ${ }^{1}$ (cents)

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | Half year Mar 09 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | Full year Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Basic | 64.8 | 66.3 | -2\% | 131.0 | 170.4 | -23\% |
| Diluted | 63.8 | 63.4 | 1\% | 129.6 | 162.2 | -20\% |
| Underlying earnings per share |  |  |  |  |  |  |
| Profit attributable to shareholders of the Company (\$M) | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Less: Adjustments between statutory profit and underlying profit (\$M) | (338) | (491) | -31\% | (829) | (107) | large |
| Underlying profit (\$M) | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |
| Preference share dividend ${ }^{2}$ (\$M) | (9) | (24) | -63\% | (33) | (46) | -28\% |
| Underlying earnings (\$M) | 1,855 | 1,884 | -2\% | 3,739 | 3,380 | 11\% |
| Weighted average number of ordinary shares (M) | 2,341.8 | 2,100.7 | 11\% | 2,221.6 | 1,921.1 | 16\% |
| Underlying earnings per share (cents) | 79.2 | 89.7 | -12\% | 168.3 | 175.9 | -4\% |

1. Refer page 81 for full calculation
2. The earnings per share calculation excludes the Euro Hybrid preference shares

2009 full year basic earnings per share decreased by $23.1 \%$ ( 39.4 cents) to 131.0 cents over full year 2008. Underlying EPS for the Group decreased by $4.3 \%$ or 7.6 cents over full year 2008 . The main drivers of the decline in Underlying EPS on September 2008 were:

- an after tax increase in the credit impairment charge (20.3\%)
- dilution from an increase in the weighted average number of shares (15.0\%)
- partly offset by growth in profit before credit impairment (after tax), which contributed 31.0\%.

September 2009 half year basic earnings per share were down $2.3 \%$ ( 1.5 cents) on the March 2009 half. Underlying EPS for the Group decreased $11.7 \%$ or 10.5 cents on the March 2009 half. The main drivers of the decline in Underlying EPS on the March 2009 half were:

- an after tax increase in the credit impairment charge (7.2\%)
- dilution from an increase in the weighted average number of shares (10.1\%)
- partly offset by growth in profit before credit impairment (after tax), which contributed 5.6\%.


## Impact of exchange rate movements ${ }^{1}$

Presented below is an analysis of the impact of foreign exchange movements on the income statement, net of earnings from economic revenue hedges put in place to hedge NZD and USD revenue.

Movements in exchange rates have resulted in a $\$ 22$ million increase in underlying profit for the year, principally due to gains in translation from Asian Pacific currency earnings and USD earnings net of associated hedges, offset by losses in translation of NZD earnings net of associated revenue hedges which are booked in Australia as foreign exchange earnings. NZD earnings were translated at effective exchange rates of 1.1889 (2009) and 1.1470 (2008). USD earnings were translated at effective exchange rates of 0.7256 (2009) and 0.8945 (2008).

|  | Half Year Sep 2009 v. Half Year Mar 2009 |  |  | Full Year Sep 2009 v. Full Year Sep 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { FX } \\ \text { unadjusted } \\ \% \text { growth } \end{array}$ | $\begin{array}{r} \text { FX } \\ \text { adjusted } \\ \text { \% growth } \end{array}$ | FX Impact \$M | $\begin{array}{r} \text { FX } \\ \text { unadjusted } \\ \% \text { growth } \end{array}$ | $\begin{array}{r} \text { FX } \\ \text { adjusted } \\ \% \text { growth } \end{array}$ | FX Impact \$M |
| Net interest income | 4\% | 6\% | (116) | 25\% | 24\% | 68 |
| Other operating income | 5\% | 8\% | (65) | 3\% | 2\% | 42 |
| Operating income | 4\% | 7\% | (181) | 17\% | 16\% | 110 |
| Operating expenses | -6\% | -9\% | (86) | -12\% | -11\% | 62 |
| Profit before credit impairment and income tax | 3\% | 5\% | (95) | 21\% | 20\% | 48 |
| Provision for credit impairment | -13\% | -15\% | (26) | -46\% | -44\% | 28 |
| Profit before income tax | -3\% | 1\% | (69) | 9\% | 9\% | 20 |
| Income tax expense | 4\% | 3\% | (9) | -8\% | -8\% | (3) |
| Minority interest | large | large | - | 76\% | 78\% | 1 |
| Underlying profit | -3\% | 1\% | (60) | 10\% | 9\% | 22 |
| Adjustments between statutory profit and underlying profit ${ }^{2}$ | 31\% | 30\% | 4 | large | large | 3 |
| Profit | 8\% | 12\% | (56) | -11\% | -12\% | 25 |

1. ANZ has removed the impact of exchange rate movements to provide a better indication of the Group's performance in local currency terms. Retranslation is net of revenue hedges taken to income in cash profit, refer page 31
2. Refer pages 13 to 15 for explanation of adjustments

## Dividends

| Dividend per ordinary share (cents) | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | Full year Sep 08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interim (fully franked) | n/a | 46 | n/a | 46 | 62 | -26\% |
| Final (fully franked) | 56 | n/a | n/a | 56 | 74 | -24\% |
| Total |  |  |  | 102 | 136 | -25\% |
| Ordinary share dividend payout ratio ${ }^{\mathbf{1}}$ (\%) | 92.5\% | 71.3\% |  | 82.3\% | 82.7\% |  |
| Ordinary share dividends used in payout ratio ${ }^{1}(\$ \mathrm{M})$ | 1,403 | 993 | 41\% | 2,396 | 2,706 | -11\% |
| Profit after tax (\$M) | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Less: Adjustments between statutory profit and underlying profit (\$M) | (338) | (491) | -31\% | (829) | (107) | large |
| Underlying profit (\$M) | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |
| Ordinary share dividend payout ratio ${ }^{1}$ (underlying basis) | 75.6\% | 52.7\% |  | 64.1\% | 80.1\% |  |

1. Dividend payout ratio for the September 2009 half year and September 2009 full year calculated using proposed 2009 final dividend of $\$ 1,403$ million. The proposed 2009 final dividend of $\$ 1,403$ million is based on the number of ordinary shares on issue at 30 September 2009. Dividend payout ratios for the March 2009 half year and September 2008 full year calculated using actual dividend paid of $\$ 993$ million and $\$ 2,706$ million respectively
2. Refer pages 13 to 15 for explanation of adjustments

The Directors propose that a final dividend of 56 cents be paid on 18 December 2009 on each eligible ordinary share. The proposed 2009 final dividend will be fully franked for Australian tax purposes and brings the total dividends for 2009 to 102 cents.

ANZ has a Dividend Reinvestment Plan (DRP) and a Bonus Option Plan (BOP) that will operate in respect of the 2009 final dividend. For the 2009 final dividend, ANZ intends to provide shares under the DRP and BOP through the issue of new shares. The "Acquisition Price" to be used in determining the number of shares to be provided under the DRP and BOP will be calculated by reference to the arithmetic average of the daily volume weighted average sale price of fully paid ANZ ordinary shares sold on the ASX during the seven trading days commencing 13 November 2009 less a 1.5\% discount, and then rounded to the nearest whole cent. Shares provided under the DRP and BOP will rank equally in all respects with existing fully paid ANZ ordinary shares. Election notices from shareholders wanting to commence, cease or vary their participation in the DRP or BOP for the 2009 final dividend must be received by ANZ's Share Registrar by 5.00 pm (Melbourne time) on 11 November 2009. Subject to receiving effective contrary instructions from the shareholder, dividends payable to shareholders with a registered address in Great Britain (including the Channel Islands and the Isle of Man) or New Zealand will be converted to pounds sterling and New Zealand dollars respectively at ANZ's exchange rate at 5.00 pm (Melbourne time) on 13 November 2009.

## Market risk

## Traded Market Risk

Below are aggregate Value at Risk (VaR) exposures at $97.5 \%$ and $99 \%$ confidence levels covering both physical and derivatives trading positions for the Bank's principal trading centres. Figures are converted from USD at closing exchange rates. The VaR exposures do not include foreign exchange translation exposure on the mark-to-market for credit risk on structured credit derivatives as this is not a traded position.

- $\mathbf{9 7 . 5 \%}$ confidence level ( 1 day holding period)

|  | As at Sep 09 \$M | High for year Sep 09 \$M | Low for year <br> Sep 09 | Avg for year Sep 09 | As at Sep 08 | High for year Sep 08 | Low for year <br> Sep 08 | Avg for year Sep 08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Value at Risk at 97.5\% confidence |  |  |  |  |  |  |  |  |
| Foreign exchange | 3.5 | 4.6 | 0.9 | 2.0 | 2.4 | 2.4 | 0.4 | 0.8 |
| Interest rate | 9.6 | 10.8 | 2.4 | 6.6 | 2.8 | 3.6 | 1.2 | 1.9 |
| Credit Spread | 2.4 | 3.2 | 1.2 | 1.8 | 1.2 | 2.6 | 0.6 | 1.0 |
| Commodities | 1.2 | 4.3 | 0.6 | 1.4 | 1.3 | 1.5 | 0.4 | 1.0 |
| Diversification benefit | (7.1) | n/a | n/a | (4.4) | (3.6) | n/a | n/a | (2.2) |
| Total VaR | 9.6 | 13.2 | 3.6 | 7.4 | 4.1 | 4.7 | 1.4 | 2.5 |

- 99\% confidence level (1 day holding period)

|  |  | High for year Sep 09 \$M | Low for year Sep 09 \$M | Avg for year Sep 09 \$M | As at <br> Sep 08 <br> \$M | $\begin{array}{r} \text { High for } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | Low for year Sep 08 \$M | Avg for year Sep 08 \$M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Value at Risk at 99\% confidence |  |  |  |  |  |  |  |  |
| Foreign exchange | 4.8 | 7.0 | 1.3 | 3.2 | 3.2 | 3.2 | 0.5 | 1.2 |
| Interest rate | 19.0 | 19.5 | 3.7 | 10.6 | 5.0 | 5.4 | 1.3 | 2.7 |
| Credit Spread | 3.1 | 5.3 | 1.6 | 2.4 | 1.8 | 3.9 | 0.9 | 1.6 |
| Commodities | 1.7 | 8.0 | 0.8 | 2.3 | 2.0 | 2.3 | 0.6 | 1.4 |
| Diversification benefit | (10.8) | n/a | n/a | (6.7) | (6.1) | n/a | n/a | (3.4) |
| Total VaR | 17.8 | 25.9 | 4.5 | 11.8 | 5.9 | 8.2 | 1.7 | 3.5 |

## Non-Traded Interest Rate Risk

Non-traded interest rate risk relates to the potential adverse impact of changes in market interest rates on future net interest income. Interest rate risk is reported using various techniques including VaR and scenario analysis to a $1 \%$ rate shock.

## - 97.5\% confidence level ( 1 day holding period)

|  | As at Sep 09 \$M | High for year Sep 09 \$M | Low for year Sep 09 \$M | Avg for year Sep 09 \$M | As at Sep 08 \$M | High for year Sep 08 \$M | Low for year Sep 08 \$M | Avg for year Sep 08 \$M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Value at Risk at 97.5\% confidence |  |  |  |  |  |  |  |  |
| Australia | 18.3 | 20.7 | 12.5 | 17.6 | 11.7 | 11.7 | 5.6 | 8.3 |
| New Zealand | 9.3 | 9.3 | 2.8 | 6.0 | 3.4 | 3.4 | 1.8 | 2.7 |
| Overseas Markets | 6.4 | 7.9 | 3.3 | 6.0 | 3.1 | 3.6 | 1.7 | 2.7 |
| Diversification benefit | (8.0) | n/a | n/a | (5.7) | (2.8) | n/a | n/a | (2.9) |
| Total VaR | 26.0 | 27.1 | 13.8 | 23.9 | 15.4 | 15.4 | 7.9 | 10.8 |

- Impact of $\mathbf{1 \%}$ rate shock on the next 12 months' net interest income ${ }^{\mathbf{1}}$

|  | As at <br> Sep 09 | As at <br> Sep 08 |
| :--- | :--- | :---: |
| As at period end | $0.10 \%$ | $0.94 \%$ |
| Maximum exposure | $1.03 \%$ | $0.94 \%$ |
| Minimum exposure | $0.10 \%$ | $(0.55 \%)$ |
| Average exposure (in absolute terms) | $0.55 \%$ | $0.47 \%$ |

[^10]
## Market risk, cont'd

## Revenue related hedges

The Group uses derivative instruments to economically hedge against the adverse impact on future offshore revenue streams from exchange rate movements. Movements in average exchange rates, net of associated revenue hedges, resulted in a increase of $\$ 22$ million in the Group's underlying profit after tax for 2009 when compared to 2008 (Mar 2009 half: decrease $\$ 60$ million). This included the impact on earnings (underlying basis) from associated revenue hedges, which decreased by $\$ 30$ million (before tax) from 2008 (Mar 2009 half: an increase of $\$ 45$ million). Hedge revenue is booked in the Group Centre.

The Group has taken out economic hedges against New Zealand Dollar and United States Dollar revenue streams. New Zealand Dollar exposure is the most significant, covering the New Zealand geography (refer page 54) and the debt component of New Zealand Dollar intra-group funding of this business, which amounted to NZD1.77 billion at 30 September 2009. Details of revenue hedges are set out below.

| NZD Economic hedges | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | Full year Sep 09 <br> \$M | Fuli year Sep 08 $\$ M$ |
| :---: | :---: | :---: | :---: | :---: |
| Net open NZD position (notional principal) | 953 | 1,265 | 953 | 1,474 |
| Amount taken to income (pre tax) | 15 | 21 | 36 | 15 |
| Amount taken to income (pre tax underlying basis) | 9 | 10 | 19 | 42 |
| USD Economic hedges |  |  |  |  |
| Net open USD position (notional principal) | - | 175 | - | 69 |
| Amount taken to income (pre tax) | 20 | (14) | 6 | (4) |
| Amount taken to income (pre tax underlying basis) | 22 | (24) | (2) | 5 |

In the September 2009 year:

- NZD1 billion of economic hedges matured and a realised gain of $\$ 19$ million (pre-tax) was booked to the income statement.
- NZD1.2 billion of economic hedges are in place at a forward rate of approximately NZD1.19/AUD partially hedging 2010 and 2011 earnings.
- USDO. 2 billion of economic hedges matured and a realised loss of $\$ 2$ million (pre-tax) was booked to the income statement.
- An unrealised gain of $\$ 13$ million (pre-tax) on the outstanding NZD1.2 billion of economic hedges was booked to the income statement and has been treated as an adjustment to statutory profit as these are hedges of future years' NZD revenues.


## Balance sheet

Total assets increased by $\$ 6.7$ billion (1\%) from 30 September 2008 to $\$ 477.0$ billion at 30 September 2009. From 31 March 2009 to 30 September 2009 total assets decreased $\$ 25.8$ billion ( $5 \%$ ). Movements in exchange rates have resulted in a decrease of $\$ 6.7$ billion for the year ended 30 September 2009 and a decrease of $\$ 10.5$ billion since 31 March 2009.

|  | Half Year Sep 2009 v. Half Year Mar 2009 |  |  | Full Year Sep 2009 v. Full Year Sep 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FX | FX |  | FX | FX |  |
|  | unadjusted | adjusted | FX Impact | unadjusted | adjusted | FX Impact |
| Assets | \% growth | \% growth | \$M | \% growth | \% growth | \$M |
| Liquid assets | -5\% | 5\% | $(2,662)$ | 1\% | 6\% | $(1,176)$ |
| Due from other financial institutions | -7\% | 7\% | (692) | -49\% | -47\% | (489) |
| Trading and available-for-sale assets | 27\% | 30\% | $(1,022)$ | 46\% | 49\% | (628) |
| Derivative financial instruments | -35\% | -35\% | (343) | 1\% | 2\% | (409) |
| Net loans and advances including acceptances | -3\% | -2\% | $(5,348)$ | -1\% | 0\% | $(3,734)$ |
| Other | -16\% | -14\% | (405) | 0\% | 1\% | (229) |
| Total assets | -5\% | -3\% | $(10,472)$ | 1\% | 3\% | $(6,665)$ |

Excluding the impact of exchange rate movements, Australia increased $\$ 4.1$ billion (1\%), New Zealand increased $\$ 3.3$ billion (3\%) and Asia Pacific, Europe \& America increased $\$ 6.0$ billion (14\%) over the year ended 30 September 2009. The explanations below describe the major movements for the year ended 30 September 2009 and where material, movements from 31 March 2009 to 30 September 2009.

## Liquid assets $\uparrow \mathbf{1 \%}$ (Excl Exchange Rates $\hat{\imath} 6 \%$ )

Liquid assets increased $\$ 0.3$ billion to $\$ 25.3$ billion at 30 September 2009 (excluding the impact of exchange rates, increased $\$ 1.5$ billion or $6 \%$ ). Strong growth was evident in America (up $\$ 4.5$ billion) due primarily to an increase in Bills receivable and Singapore (up $\$ 2.2$ billion) within bank certificates of deposits where funds were redeployed from interbank placements for better yields. This was partially offset by reductions in the United Kingdom of $\$ 2.9$ billion, New Zealand of $\$ 1.4$ billion and Group Treasury of $\$ 0.9$ as a result of liquidity requirements.

## Due from other financial institutions $\sqrt{ } \mathbf{4 9 \%}$ (Excl Exchange Rates $\sqrt{ } \mathbf{4 7 \%}$ )

Due from other financial institutions decreased $\$ 4.9$ billion to $\$ 5.0$ billion at 30 September 2009 due mainly to a reduction in interbank lending volumes in Transaction Banking in Australia and Singapore.

Trading and available-for-sale assets $\uparrow \mathbf{4 6 \%}$ (Excl Exchange Rates $\uparrow 49 \%$ )
Trading and available-for-sale assets increased $\$ 14.9$ billion to $\$ 47.6$ billion at 30 September 2009, primarily in trading securities within the Markets business in Australia due to an increase in liquidity requirements. These securities are high quality paper.

## Derivative Financial Instruments $\uparrow \mathbf{1 \%}$ (Excl Exchange Rates $\uparrow 2 \%$ )

Derivative assets increased $\$ 0.5$ billion to $\$ 37.4$ billion at 30 September 2009 driven by volatility in the foreign exchange, interest rate and credit derivative markets. Derivative balances have decreased since 31 March 2009 following the appreciation of the AUD against other currencies during the second half of 2009.

## Net loans and advances including acceptances $\mathbb{\|} \mathbf{1 \%}$ (Excl Exchange Rates flat)

Net loans and advances including acceptances growth contracted slightly by $1 \%$ to $\$ 345.8$ billion at 30 September 2009. Excluding exchange rate movements, growth was flat.

- Australia grew by $\$ 0.7$ billion, with housing loans in Mortgages increasing by $\$ 12.7$ billion ( $10 \%$ ), partially offset by reduced lending in Institutional, primarily in Specialised Lending and Markets, of $\$ 12.1$ billion (20\%).
- New Zealand declined by $\$ 2.4$ billion or $3 \%$. Excluding the impact of exchange rates the contraction was smaller at $\$ 0.7$ billion (1\%), with growth in Rural Banking of $\$ 1.2$ billion ( $8 \%$ ) being offset by reductions in the Institutional business of $\$ 0.9$ billion (13\%) and Corporate \& Commercial Banking of $\$ 0.6$ billion (5\%).
- Asia Pacific, Europe \& America decreased $\$ 2.4$ billion (11\%). Excluding the impact of exchange rates, lending decreased by $\$ 0.4$ billion ( $2 \%$ ) as solid growth across both Asia of $\$ 0.9$ billion ( $9 \%$ ) and Pacific of $\$ 0.2$ billion (11\%) was offset by a reduction in the United Kingdom and America of $\$ 1.4$ billion (18\%).
Exchange rate movements have significantly impacted movements since 31 March 2009. Excluding exchange rate movements, net loans and advances including acceptances decreased by $\$ 5.5$ billion or $2 \%$, with growth of $\$ 4.8$ billion ( $4 \%$ ) in Mortgages Australia and continued solid momentum in Asia (up $\$ 1.9$ billion or $23 \%$ ) offset by loan pay downs in the Institutional business across all geographies.


## Balance sheet, cont'd

Total liabilities increased by $\$ 0.8$ billion (flat) from 30 September 2008 to $\$ 444.6$ billion at 30 September 2009. From 31 March 2009 to 30 September 2009 total liabilities decreased $\$ 29.9$ billion (6\%). Movements in exchange rates have resulted in a decrease of $\$ 5.7$ billion for the year ended 30 September 2009 and a decrease of $\$ 10.3$ billion since 31 March 2009.

|  | Half Year Sep 2009 v. Half Year Mar 2009 |  |  | Full Year Sep 2009 v. Full Year Sep 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FX | FX |  | FX | FX |  |
|  | unadjusted \% growth | adjusted \% growth | FX Impact \$M | unadjusted \% growth | adjusted \% growth | FX Impact \$M |
| Due to other financial institutions | 9\% | 22\% | $(1,910)$ | -1\% | 4\% | (895) |
| Deposits and other borrowings | 0\% | 3\% | $(9,004)$ | 4\% | 5\% | $(4,167)$ |
| Derivative financial instruments | -26\% | -28\% | 1,192 | 14\% | 15\% | (53) |
| Liability for acceptances | -8\% | -8\% | (78) | -10\% | -10\% | (58) |
| Bonds and notes ${ }^{1}$ | -22\% | -22\% | (155) | -15\% | -15\% | (318) |
| Other | -9\% | -7\% | (370) | -10\% | -9\% | (211) |
| Total liabilities | -6\% | -4\% | $(10,325)$ | 0\% | 1\% | $(5,702)$ |

1. Foreign exchange impact is calculated using the issuer's functional currency

Excluding the impact of exchange rate movements, Australia increased $\$ 4.5$ billion (2\%) and Asia Pacific, Europe \& America increased $\$ 6.2$ billion (14\%) partially offset by a reduction in New Zealand of $\$ 4.2$ billion (5\%) over the year ended 30 September 2009. The explanations below describe the major movements over the year ended 30 September 2009 and where material, movements from 31 March 2009 to 30 September 2009.

## Due to other financial institutions $\sqrt{ } \mathbf{1 \%}$ (Excl Exchange Rates $\uparrow 4 \%$ )

Due to other financial institutions decreased $\$ 0.1$ billion to $\$ 19.9$ billion at 30 September 2009. Excluding the impact of exchange rates, this liability increased $\$ 0.7$ billion or $4 \%$ primarily with reduced funding requirements from customers in Transaction Banking in Australia and New Zealand.

Deposits and other borrowings $\uparrow \mathbf{4 \%}$ (Excl Exchange Rates $\uparrow 5 \%$ )
Deposits and other borrowings increased $\$ 10.4$ billion to $\$ 294.4$ billion at 30 September 2009. Excluding the impact of exchange rate movements, deposits and other borrowing increased $\$ 14.6$ billion (5\%), driven by an increase in customer deposits of $\$ 29.4$ billion (14\%), partly offset by a decrease in wholesale funding of $\$ 14.8$ billion (19\%).

Australia increased $\$ 10.6$ billion (6\%) predominantly driven by the robust growth in retail deposits due to the enhanced safety of bank deposits following the Federal Government deposit guarantee. Growth was mainly in Deposits ( $\$ 15.5$ billion), Business Banking and Small Business Banking ( $\$ 3.1$ billion), Markets ( $\$ 2.6$ billion) and Transaction Banking ( $\$ 1.9$ billion) partly offset by decreases in Esanda of $\$ 9.1$ billion following the winding back of debentures and Group Treasury ( $\$ 5.4$ billion).

New Zealand Businesses decreased $\$ 5.9$ billion (9\%). Excluding the impact of exchange rates, the decrease was $\$ 4.5$ billion ( $7 \%$ ) driven by a reduction in commercial paper issued by Treasury.

Asia Pacific, Europe \& America increased $\$ 5.7$ billion (16\%). Excluding the impact of exchange rates, the increase was $\$ 8.5$ billion ( $26 \%$ ) primarily from Singapore through successful initiatives to raise deposit levels and additional certificates of deposit issued in the United Kingdom for funding requirements.
Exchange rate movements have heavily impacted growth since 31 March 2009. Excluding exchange rate movements, deposits and other borrowings increased $\$ 9.8$ billion (3\%) with growth in Australia of $\$ 1.8$ billion (1\%) and Asia Pacific, Europe \& America of $\$ 8.7$ billion ( $27 \%$ ) partly offset by a reduction in New Zealand of $\$ 0.7$ billion.

Derivative Financial Instruments $\uparrow \mathbf{1 4 \%}$ (Excl Exchange Rates $\uparrow 15 \%$ )
Derivative liabilities increased $\$ 4.6$ billion to $\$ 36.5$ billion at 30 September 2009. The increase was driven principally by volatility in foreign exchange, interest rate and credit derivative markets. Derivative balances have decreased since 31 March 2009 following the appreciation of the AUD against other currencies during the second half of 2009.

Bonds and notes $\sqrt{ } \mathbf{1 5 \%}$ (Excl Exchange Rates Flat)
Bonds and notes decreased $\$ 10.1$ billion to $\$ 57.3$ billion at 30 September 2009. The appreciation of AUD from 31 March 2009 resulted in the decrease in the value of bonds and notes when translated from the original currency to AUD at end of period rates (as opposed to the issuer's functional currency).

## Liquidity risk

Liquidity risk is the risk that the Group has insufficient capacity to fund increases in assets or is unable to meet its payment obligations as they fall due, including repaying depositors or maturing wholesale debt. The timing mismatch of cash flows and the related liquidity risk is inherent in all banking operations and is closely monitored by the Group.

Market liquidity improved during the second half as a result of the stabilisation of the global financial system. ANZ has continued to manage liquidity risks by maintaining a strong funding profile that is supported by a portfolio of liquid assets that provides coverage of offshore wholesale debt maturities for at least one year.

The management of the Group's liquidity and funding risk incorporates the following key components.

- Scenario Modelling

The Global financial crisis highlighted the importance of differentiating between: stressed and normal market conditions in a name-specific crisis; and the different behaviour that offshore and domestic wholesale funding markets can exhibit during market stress events. Scenario modelling stresses site and total bank cash flow projections against multiple 'survival horizons'. (A 'Survival Horizon' is the period that the Group is required to remain cash flow positive under a specific scenario or stress.) Scenarios modelled are either prudential requirements, i.e. a 'going-concern' scenario, or 'name crisis' scenario; or Board approved events including 'Name-specific' stresses and 'Funding market' events. Under these scenarios, customer and wholesale balance sheet asset/liability flows are stressed.

- Funding metrics

ANZ actively uses balance sheet disciplines to prudently manage funding requirements. The Group also employs funding metrics to ensure that an appropriate proportion of the Group's assets are funded by stable funding sources including core customer deposits, longer-dated wholesale debt (with a remaining term exceeding one year) and equity. ANZ's funding profile strengthened further during the financial year as a result of solid growth in customer deposits and the issuance of $\$ 25.8$ billion of term wholesale debt.
Customer deposits and other funding liabilities increased by $12 \%$ to $\$ 242.4$ billion at 30 September 2009 (55\% of total funding) from $\$ 215.6$ billion ( $50 \%$ of total funding) at 30 September 2008. As a result, the Group's proportional reliance on short term wholesale funding decreased to $17 \%$ from $22 \%$.

- Wholesale funding

ANZ maintained access to all major wholesale funding markets to meet its borrowing requirement in full. Benchmark term debt issues were executed in AUD, USD, JPY, EUR and CHF. Short-term wholesale funding markets continue to function effectively, both locally and offshore.
In aggregate during 2009 the Group raised $\$ 25.8$ billion of new term funding (greater than one year at the end of the financial year):

- The weighted average tenor of new term debt issuance was 3.9 years.
- The marginal cost of term funding has declined from the peaks established in early calendar 2009, however funding costs remain high by historical standards. The weighted average cost of new term debt issuance increased by 69 basis points in 2009 (including the cost of the Government Guarantee) as a result of market conditions.
ANZ continues to build and maintain strong, long-term relationships with wholesale debt investors. The Group's wholesale debt issuance program was supported by debt investor meetings held in Australia, New Zealand, United Kingdom, America, Europe, Asia and the Middle East.
ANZ also undertook the following actions to improve its funding capabilities, specifically:
- established a licensed banking branch in New Zealand in January 2009. The branch structure expands the range of funding options available to our New Zealand business; and
- transitioned Esanda Finance Corporation Limited (Esanda) from a wholly owned subsidiary towards a division of ANZ, including the launch of Esanda Term Deposits.
- Liquidity portfolio

The Group holds a diversified portfolio of cash and high-quality, highly-liquid securities that may be sold or pledged to provide same-day liquidity. This portfolio helps protect the Group's liquidity position by providing cash in a severely stressed environment. All assets held in this portfolio are securities eligible for repurchase, under agreements with the applicable central bank (repo eligible).
At 30 September 2009 the volume of eligible securities available, post any repurchase (i.e. "repo") discounts applied by the applicable central bank, was $\$ 60.2$ billion. In addition, the liquidity portfolio provided cover against over one year of offshore wholesale debt maturities.
The Liquidity portfolio is well diversified by counterparty, currency, and tenor. Under the liquidity policy framework securities purchased must be of a similar or better credit quality to ANZ's external long-term or short-term credit ratings and continue to be repo eligible. Currently securities issued by approximately 84 separate counterparties - comprising bank, government and agency issuers - are held in the portfolio.
Supplementing the prime liquid asset portfolio the Group holds additional cash and liquid asset balances. Our Markets business also holds secondary sources of liquidity in the form of highly liquid instruments in its trading portfolios. These other assets are not included in the prime liquidity portfolio outlined on the following page.

Liquidity risk, cont'd

|  | As at Sep 09 | As at Mar 09 | As at Sep 08 |
| :---: | :---: | :---: | :---: |
| Eligible securities (Market Values ${ }^{1}$ ) | AUD \$M | AUD \$M | AUD \$M |
| Australia | 18,694 | 21,750 | 12,899 |
| New Zealand | 8,771 | 7,376 | 6,620 |
| United States | 1,301 | 1,186 | 2,739 |
| United Kingdom | 2,939 | 3,469 | 4,157 |
| Asia | 1,984 | - | - |
| Internal RMBS (Australia) | 24,508 | 22,876 | 8,305 |
| Internal RMBS (New Zealand) | 1,954 | 3,444 | - |
| Total | 60,151 | 60,101 | 34,720 |


| $\begin{gathered} \text { Counterparty ci } \\ \text { Long term } \\ \text { counterparty } \\ \text { Credit Rating } \\ \hline \end{gathered}$ | t ratings <br> Market Value AUD \$M | No. of counterparties |
| :---: | :---: | :---: |
| AAA | 43,827 | 51 |
| AA+ | 3,043 | 4 |
| AA | 10,849 | 11 |
| AA- | 1,867 | 9 |
| A+ | 264 | 5 |
| A | 301 | 4 |
| Total | 60,151 | 84 |

1. Market value is post the repo discount applied by the applicable central bank
2. Where available, based on Standard \& Poor's long-term credit ratings

The following table shows the Group's funding composition.
$\left.\begin{array}{lrrrr} & \begin{array}{rl}\text { As at } \\ \text { Sep 09 }\end{array} & \begin{array}{r}\text { As at } \\ \text { Mar 09 }\end{array} & \begin{array}{r}\text { Movt } \\ \text { Sep 08 }\end{array} \\ \text { Sep 09 }\end{array}\right)$

[^11]
## Capital management

| As at |  |  |
| :--- | ---: | ---: |
| Core Tier $1^{1}$ | As at <br> Sep 09 | As at <br> Mar 09 |
| Tier 1 | $9.0 \%$ | $6.4 \%$ |
| Tier 2 | $10.6 \%$ | $8.2 \%$ |
| Total Capital | $3.1 \%$ | $7.7 \%$ |
| Target Core Tier 1 | $13.7 \%$ | $2.8 \%$ |
| Target Tier 1 | in excess of $6.0 \%$ | in excess of $6.0 \%$ |
| Risk Weighted Assets $\$ M$ | in excess of $7.5 \%$ in excess of $7.5 \%$ minimum $7.0 \%$ |  |

1. Core Tier 1 is Tier 1 excluding hybrid Tier 1 capital instruments

Further details of the components of capital and the capital adequacy calculation are set out on pages 101 to 103

The Basel II Accord principles took effect in Australia and New Zealand from 1 January 2008. For calculation of minimum capital requirements under Pillar 1 (Capital Requirements) of the Basel II Accord, ANZ has been accredited by Australian Prudential Regulation Authority (APRA) to use Advanced Internal Ratings Based (AIRB) methodology for credit risk weighted assets and Advanced Measurement Approach (AMA) for the operational risk weighted asset equivalent.

## Tier 1 Ratio (Basel II)

ANZ has adopted the Core Tier 1 capital ratio (Core Tier 1) and the Tier 1 capital ratio (Tier 1) as its principal capital management targets. ANZ has set operating target ranges of $6.0 \%$ to $6.5 \%$ and $7.5 \%$ to $8.0 \%$ respectively. Given difficult economic and financial markets conditions, ANZ has maintained a significant buffer against these target ratios and accordingly, both the Core Tier 1 and Tier 1 capital ratios are significantly higher than the stated target ranges.

The Tier 1 ratio at September 2009 of $10.56 \%$ represents an increase from September 2008 of 285 basis points. The key contributors to the increase were:

- additional ordinary share issuances of $\$ 5.7$ billion ( +207 basis points) used to strengthen the balance sheet through an institutional placement ( $\$ 2.5$ billion) in June 2009; a Share Purchase Plan issuance to existing shareholders ( $\$ 2.2$ billion) in July 2009, and an under write of the non-participation in the Dividend Reinvestment Plan (DRP) and Bonus Option Plan (BOP) for the final 2008 dividend ( $\$ 1.0$ billion) in December 2008
- statutory profit after preference share dividends of $\$ 2.9$ billion (+106 basis points) which included non-core and one-off items of $-\$ 0.8$ billion ( -30 basis points)
- ordinary share dividend commitments net of expected reinvestment through the DRP and BOP of $\$ 1.6$ billion ( -59 basis points)
- decrease in Risk Weighted Assets (RWA), excluding the impact of exchange rate movements was $\$ 19.2$ billion due to:
- portfolio decrease and mix (+36 basis points)
- risk migration incorporating growth in RWA and Expected Loss versus Eligible Provision shortfall (-34 basis points)
- portfolio data review (+52 basis points)
- lower non-credit risk RWA (+9 basis points)
- increase in investment/profit retention in funds management businesses, associates and commercial operations excluding the impact of exchange rate movements ( -14 basis points)
- changes in the prudential treatment of a number of items (+29 basis points), principally notional goodwill in associates and other equity investments changing from a Tier 1 capital deduction to a 50/50 deduction from Tier 1 and Tier 2 capital
- redemption of $\$ 600$ million of hybrid Tier 1 capital ( -22 basis points)
- other items (net -25 basis points) including impact of exchange rate movements ( -15 basis points) principally on hybrid Tier 1 instruments, movement in capitalised software expense ( -8 basis points), net deferred tax assets ( -8 basis points), pension deficit ( -5 basis points), lower mark-to-market of ANZ credit spread ( +6 basis points) and other deductions (+5 basis points).

In August 2009, ANZ announced its intention to purchase selected Asian assets from Royal Bank of Scotland. Based on the application of the Basel II standardised methodology for RWA and the transaction costs, the Tier 1 capital base would be reduced by approximately 34 basis points. These transactions are subject to regulatory approval in each jurisdiction and are expected to be completed progressively from late 2009.
In September 2009, ANZ announced its agreement with ING Group to acquire full ownership of its $51 \%$ share in the ANZ-ING wealth management and life insurance joint venture in Australia and New Zealand. Based upon a purchase price of $\$ 1,760$ million (including transaction costs), the reduction in Tier 1 capital would be approximately 76 basis points, or $\$ 1.9$ billion of Tier 1 capital, including the re-mix of capital deductions. The transaction is subject to regulatory approvals in Australia and New Zealand and is expected to be completed in the fourth quarter of 2009.

Had these transactions been completed prior to 30 September 2009, ANZ's pro-forma Tier 1 ratio would be $9.5 \%$ and the pro-forma Total Capital ratio would be $12.4 \%$.

## Capital management, cont'd

## Hybrid Capital and Tier 1 Capital

ANZ raises hybrid Tier 1 capital to further strengthen the Group's capital base and supplement its Core Tier 1 capital position, ensuring compliance with APRA's prudential capital requirements and meeting Group operating targets for Tier 1 . The total amount of qualifying hybrid capital is known as Residual Tier 1 capital which is limited to $25 \%$ of Tier 1 capital. Innovative Tier 1 capital, a sub category of Residual Tier 1 capital, is limited to $15 \%$ of Tier 1 capital. As at 30 September 2009, ANZ's hybrid usage and instrument details were as follows:

| Instrument | \$M | \% of Net <br> Tier 1 capital | Limit | Amount in issue currency | Accounting classification | Interest rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| UK Hybrid | 820 |  |  | £450 million | Debt | Coupon 6.540\% |
| ANZ Convertible Preference Shares | 1,081 |  |  | \$1,081 million | Debt | 90 day BBSW + 2.500\% (gross pay equivalent) |
| Non-innovative instruments | 1,901 |  |  |  |  |  |
| Euro Trust Securities | 871 |  |  | $€ 500$ million | Equity | Euribor (3 month) $+0.660 \%$ |
| US Stapled Trust Security | 1,251 |  |  | USD1,100 million | Debt | Tranche 1 (USD350 million) Coupon: 4.484\% |
|  |  |  |  |  |  | Tranche 2 (USD750 million) Coupon: 5.360\% |
| Innovative instruments | 2,122 | 8.0\% | 15\% |  |  |  |
| Residual Tier 1 capital | 4,023 | 15.1\% | 25\% |  |  |  |

## Deferred acquisition costs and deferred income

The Group recognises deferred acquisition costs relating to the acquisition of interest earning assets as assets. The Group also recognised deferred income that is integral to the yield of an originated financial instrument, net of any direct incremental costs. This income is deferred and recognised as net interest income over the expected life of the financial instrument under AASB 139: 'Financial Instruments: Recognition and Measurement'.

The balances of deferred acquisition costs and deferred income were:

|  | Deferred Acquisition Costs ${ }^{1}$ |  |  | Deferred Income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep 09 | Mar 09 | Sep 08 | Sep 09 | Mar 09 | Sep 08 |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Australia ${ }^{2}$ | 530 | 562 | 548 | 310 | 308 | 262 |
| New Zealand | 64 | 78 | 91 | 43 | 45 | 46 |
| Asia Pacific, Europe \& America | 3 | 3 | 3 | 38 | 50 | 43 |
| Total | 597 | 643 | 642 | 391 | 403 | 351 |

1. Deferred acquisition costs largely include the amounts of brokerage capitalised and amortised in the Business segments: Australia and New Zealand Businesses. Deferred acquisition costs also include capitalised debt raising expenses
2. Includes deferred acquisition costs of $\$ 288$ million for Esanda (Mar 2009: $\$ 311$ million: Sep 2008: $\$ 312$ million) and deferred income of $\$ 52$ million for Esanda (Mar 2009: \$51 million; Sep 2008: $\$ 51$ million)

Deferred acquisition costs analysis:

|  | Full Year Sep 2009 |  | Full Year Sep 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortisation Charge \$M | Capitalised Costs ${ }^{1}$ \$M | Amortisation Charge \$M | Capitalised Costs ${ }^{1}$ \$M |
| Australia ${ }^{2}$ | 326 | 308 | 283 | 334 |
| New Zealand Businesses | 46 | 19 | 48 | 36 |
| Asia Pacific, Europe \& America | 2 | 2 | 1 | 2 |
| Total | 374 | 329 | 332 | 372 |

1. Costs capitalised during the year exclude brokerage trailer commissions paid
2. Includes amortisation charge of $\$ 217$ million for Esanda including a $\$ 19$ million provision following a refinement of the amortisation methodology (Sep 2008: $\$ 195$ million) and capitalised costs of $\$ 193$ million for Esanda (Sep 2008: $\$ 208$ million)

## Software capitalisation

At 30 September 2009, the Group's intangibles included $\$ 849$ million in relation to costs incurred in acquiring and developing software. The growth reflects investment in core infrastructure such as our Cash Management Platform, Asia Banking systems, Retail Lending Automation and Money Laundering system. Details are set out in the table below:

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | Full year Sep 09 |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | \% | \$M | \$M | \% |
| Balance at start of period | 723 | 625 | 16\% | 625 | 462 | 35\% |
| Software capitalised during the period | 223 | 188 | 19\% | 411 | 286 | 44\% |
| Amortisation during the period | (77) | (83) | -7\% | (160) | (121) | 32\% |
| Software written-off | (20) | (7) | large | (27) | (2) | large |
| Total software capitalisation | 849 | 723 | 17\% | 849 | 625 | 36\% |

## Segment performance

| Profit | Half year Sep 09 \$M | Half year <br> Mar 09 <br> \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 1,416 | 668 | large | 2,084 | 2,107 | -1\% |
| Asia Pacific, Europe \& America | 301 | 399 | -25\% | 700 | 381 | 84\% |
| New Zealand | (191) | 350 | large | 159 | 831 | -81\% |
|  | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |


| Underlying Profit | Half year Sep 09 \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 1,476 | 1,084 | 36\% | 2,560 | 2,267 | 13\% |
| Asia Pacific, Europe \& America | 285 | 414 | -31\% | 699 | 386 | 81\% |
| New Zealand | 103 | 410 | -75\% | 513 | 773 | -34\% |
|  | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |

Income statement (prior period figures adjusted to remove the impact of exchange rate movements)

| Underlying profit | Half <br> year <br> Sep 09 <br> \$M | Half <br> year <br> Mar 09 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 \$M | Full year Sep 08 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 1,476 | 1,112 | 33\% | 2,560 | 2,246 | 14\% |
| Asia Pacific, Europe \& America | 285 | 340 | -16\% | 699 | 450 | 55\% |
| New Zealand | 103 | 396 | -74\% | 513 | 752 | -32\% |
| Underlying profit | 1,864 | 1,848 | 1\% | 3,772 | 3,448 | 9\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (338) | (487) | -31\% | (829) | (104) | large |
| Profit | 1,526 | 1,361 | 12\% | 2,943 | 3,344 | -12\% |
| FX impact on reported profit ${ }^{2}$ | - | 56 | -100\% | - | (25) | -100\% |
| Reported profit | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |


|  | Full Year Sep 2009 |  |  |  |  | ar Sep | 008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{3}$ | Credit ${ }^{4}$ | NPAT | Income | Expenses | PBP ${ }^{3}$ | Credit ${ }^{4}$ | NPAT |
| Australia | 9,762 | 4,034 | 5,728 | 2,053 | 2,560 | 14\% | 10\% | 18\% | 23\% | 13\% |
| Asia Pacific, Europe \& America | 1,967 | 852 | 1,115 | 276 | 699 | 63\% | 54\% | 70\% | 57\% | 81\% |
| New Zealand | 2,638 | 1,182 | 1,456 | 727 | 513 | 3\% | 1\% | 5\% | large | -34\% |
| Total | 14,367 | 6,068 | 8,299 | 3,056 | 3,772 | 17\% | 12\% | 20\% | 46\% | 10\% |
| New Zealand (NZD) | 3,231 | 1,448 | 1,783 | 889 | 628 | 6\% | 4\% | 8\% | large | -32\% |


|  | Comparison to Half Year Mar 2009 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{3}$ | Credit ${ }^{4}$ | NPAT | Income | Expenses | $\mathbf{P B P}^{3}$ | Credit ${ }^{4}$ | NPAT |
| Australia | 5,209 | 2,116 | 3,093 | 981 | 1,476 | 14\% | 10\% | 17\% | -8\% | 36\% |
| Asia Pacific, Europe \& America | 896 | 419 | 477 | 154 | 285 | -16\% | -3\% | -25\% | 26\% | -31\% |
| New Zealand | 1,222 | 589 | 633 | 486 | 103 | -14\% | -1\% | -23\% | large | -75\% |
| Total | 7,327 | 3,124 | 4,203 | 1,621 | 1,864 | 4\% | 6\% | 3\% | 13\% | -2\% |
| New Zealand (NZD) | 1,527 | 734 | 793 | 598 | 134 | -10\% | 3\% | -20\% | large | -73\% |

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|  | Half year Sep 09 \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 3,697 | 3,388 | 9\% | 7,085 | 5,677 | 25\% |
| Other external operating income | 1,512 | 1,165 | 30\% | 2,677 | 2,849 | -6\% |
| Operating income | 5,209 | 4,553 | 14\% | 9,762 | 8,526 | 14\% |
| Operating expenses | $(2,116)$ | $(1,918)$ | 10\% | $(4,034)$ | $(3,677)$ | 10\% |
| Profit before credit impairment and income tax | 3,093 | 2,635 | 17\% | 5,728 | 4,849 | 18\% |
| Provision for credit impairment | (981) | $(1,072)$ | -8\% | $(2,053)$ | $(1,663)$ | 23\% |
| Profit before income tax | 2,112 | 1,563 | 35\% | 3,675 | 3,186 | 15\% |
| Income tax expense | (637) | (476) | 34\% | $(1,113)$ | (917) | 21\% |
| Minority interest | 1 | (3) | large | (2) | (2) | 0\% |
| Underlying profit | 1,476 | 1,084 | 36\% | 2,560 | 2,267 | 13\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (60) | (416) | -86\% | (476) | (160) | large |
| Profit | 1,416 | 668 | large | 2,084 | 2,107 | -1\% |
| Consisting of: |  |  |  |  |  |  |
| Retail | 747 | 620 | 20\% | 1,367 | 1,213 | 13\% |
| Commercial | 329 | 302 | 9\% | 631 | 618 | 2\% |
| Wealth | 7 | 16 | -56\% | 23 | 153 | -85\% |
| Other | - | - | n/a | - | - | n/a |
| Australia Division | 1,083 | 938 | 15\% | 2,021 | 1,984 | 2\% |
| Institutional | 396 | 259 | 53\% | 655 | 325 | large |
| Group Centre | (3) | (113) | -97\% | (116) | (42) | large |
| Underlying profit | 1,476 | 1,084 | 36\% | 2,560 | 2,267 | 13\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (60) | (416) | -86\% | (476) | (160) | large |
| Profit | 1,416 | 668 | large | 2,084 | 2,107 | -1\% |


| Balance Sheet |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net loans \& advances including acceptances | 247,148 | 252,479 | -2\% | 247,148 | 246,387 | 0\% |
| Other external assets | 77,594 | 90,551 | -14\% | 77,594 | 74,152 | 5\% |
| External assets | 324,742 | 343,030 | -5\% | 324,742 | 320,539 | 1\% |
| Customer deposits | 153,481 | 147,464 | 4\% | 153,481 | 132,665 | 16\% |
| Other deposits and borrowings | 40,769 | 45,005 | -9\% | 40,769 | 50,975 | -20\% |
| Deposits and other borrowings | 194,250 | 192,469 | 1\% | 194,250 | 183,640 | 6\% |
| Other external liabilities | 118,338 | 142,181 | -17\% | 118,338 | 124,140 | -5\% |
| External liabilities | 312,588 | 334,650 | -7\% | 312,588 | 307,780 | 2\% |
| Risk weighted assets | 163,902 | 185,571 | -12\% | 163,902 | 180,273 | -9\% |
| Average net loans and advances including acceptances | 248,628 | 251,946 | -1\% | 250,283 | 233,643 | 7\% |
| Average deposits and other borrowings | 188,680 | 191,473 | -1\% | 190,072 | 170,732 | 11\% |

## Ratios

| Net interest average margin | 2.48\% | 2.28\% |  | 2.38\% | 2.09\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest average margin (excluding cashflow on derivatives) | 2.42\% | 2.20\% |  | 2.31\% | 2.13\% |  |
| Operating expenses to operating income | 40.6\% | 42.1\% |  | 41.3\% | 43.1\% |  |
| Operating expenses to average assets | 1.23\% | 1.06\% |  | 1.14\% | 1.22\% |  |
| Individual provision charge ${ }^{2}$ | 897 | 1,290 | -30\% | 2,187 | 988 | large |
| Individual provision charge ${ }^{2}$ as a \% of average net advances | 0.72\% | 1.03\% |  | 0.87\% | 0.42\% |  |
| Collective provision charge | 84 | (218) | large | (134) | 675 | large |
| Collective provision charge as a \% of average net advances | 0.07\% | -0.17\% |  | -0.05\% | 0.29\% |  |
| Net impaired loans | 2,171 | 1,889 | 15\% | 2,171 | 819 | large |
| Net impaired loans as a \% of net advances | 0.88\% | 0.75\% |  | 0.88\% | 0.33\% |  |
| Total employees | 20,231 | 19,877 | 2\% | 20,231 | 20,278 | 0\% |

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## Comparison to Full Year Sep 2008

|  | Full Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Retail | 4,060 | 1,669 | 2,391 | 437 | 1,367 | 12\% | 4\% | 17\% | 43\% | 13\% |
| Commercial | 2,084 | 799 | 1,285 | 380 | 631 | 13\% | 6\% | 17\% | 83\% | 2\% |
| Wealth | 347 | 279 | 68 | 67 | 23 | -21\% | 2\% | -59\% | large | -85\% |
| Other | 10 | 10 | - | - | - | -33\% | -29\% | -100\% | -100\% | n/a |
| Australia Division | 6,501 | 2,757 | 3,744 | 884 | 2,021 | 9\% | 4\% | 13\% | 71\% | 2\% |
| Institutional | 3,145 | 1,025 | 2,120 | 1,191 | 655 | 28\% | 21\% | 32\% | 4\% | large |
| Group Centre | 116 | 252 | (136) | (22) | (116) | -9\% | 34\% | large | n/a | large |
| Underlying Profit | 9,762 | 4,034 | 5,728 | 2,053 | 2,560 | 14\% | 10\% | 18\% | 23\% | 13\% |
| Adjustments b/t stat profit \& underlying profit | (540) | 139 | (679) | (44) | (476) | large | -46\% | 35\% | -75\% | large |
| Australia | 9,222 | 4,173 | 5,049 | 2,009 | 2,084 | 11\% | 6\% | 16\% | 35\% | -1\% |


|  | Comparison to Half Year Mar 2009 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Retail | 2,115 | 839 | 1,276 | 209 | 747 | 9\% | 1\% | 14\% | -8\% | 20\% |
| Commercial | 1,047 | 401 | 646 | 174 | 329 | 1\% | 1\% | 1\% | -16\% | 9\% |
| Wealth | 198 | 153 | 45 | 55 | 7 | 33\% | 21\% | 96\% | large | -56\% |
| Other | 4 | 4 | - | - | - | -33\% | -33\% | n/a | n/a | n/a |
| Australia Division | 3,364 | 1,397 | 1,967 | 438 | 1,083 | 7\% | 3\% | 11\% | -2\% | 15\% |
| Institutional | 1,681 | 559 | 1,122 | 565 | 396 | 15\% | 20\% | 12\% | -10\% | 53\% |
| Group Centre | 164 | 160 | 4 | (22) | (3) | large | 74\% | large | n/a | -97\% |
| Underlying Profit | 5,209 | 2,116 | 3,093 | 981 | 1,476 | 14\% | 10\% | 17\% | -8\% | 36\% |
| Adjustments b/t stat profit \& underlying profit | (158) | 13 | (171) | 15 | (60) | -59\% | -90\% | -66\% | large | -86\% |
| Australia | 5,051 | 2,129 | 2,922 | 996 | 1,416 | 21\% | 4\% | 37\% | -2\% | large |

1. PBP (profit before provisions) is profit before credit impairment and income tax
2. Credit impairment expense

| Individual provision charge | Half <br> year <br> Sep 09 <br> \$M | Half <br> year <br> Mar 09 <br> \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> $\%$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Full year Sep 08 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 204 | 181 | 13\% | 385 | 275 | 40\% |
| Deposits | 7 | 10 | -30\% | 17 | 14 | 21\% |
| Mortgages | 17 | 19 | -11\% | 36 | 19 | 89\% |
| Consumer Cards and Unsecured Lending | 165 | 147 | 12\% | 312 | 237 | 32\% |
| Other | 15 | 5 | large | 20 | 5 | large |
| Commercial | 171 | 146 | 17\% | 317 | 144 | large |
| Esanda | 79 | 80 | -1\% | 159 | 82 | 94\% |
| Regional Commercial Banking | 14 | 11 | 27\% | 25 | 10 | large |
| Business Banking | 46 | 32 | 44\% | 78 | 30 | large |
| Small Business Banking | 32 | 23 | 39\% | 55 | 22 | large |
| Wealth | 26 | 11 | large | 37 | 4 | large |
| Institutional | 496 | 952 | -48\% | 1,448 | 565 | large |
| Transaction Banking | 70 | 90 | -22\% | 160 | 111 | 44\% |
| Specialised Lending (including Relationship Lending) | 440 | 771 | -43\% | 1,211 | 236 | large |
| Global Markets | (14) | 91 | large | 77 | 126 | -39\% |
| Other | - | - | n/a | - | 92 | -100\% |
|  | 897 | 1,290 | -30\% | 2,187 | 988 | large |

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| Collective provision charge | Half year Sep 09 \$M | Half year <br> Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 5 | 47 | -89\% | 52 | 31 | 68\% |
| Deposits | - | 1 | -100\% | 1 | - | n/a |
| Mortgages | 15 | 2 | large | 17 | 3 | large |
| Consumer Cards and Unsecured Lending | (2) | 40 | large | 38 | 24 | 58\% |
| Other | (8) | 4 | large | (4) | 4 | large |
| Commercial | 3 | 60 | -95\% | 63 | 64 | -2\% |
| Esanda | 10 | 33 | -70\% | 43 | 1 | large |
| Regional Commercial Banking | 6 | 8 | -25\% | 14 | 15 | -7\% |
| Business Banking | (8) | 11 | large | 3 | 34 | -91\% |
| Small Business Banking | (5) | 8 | large | 3 | 14 | -79\% |
| Wealth | 29 | 1 | large | 30 | - | n/a |
| Institutional | 69 | (326) | large | (257) | 580 | large |
| Transaction Banking | 40 | (100) | large | (60) | 100 | large |
| Specialised Lending (including Relationship Lending) | 23 | (223) | large | (200) | 448 | large |
| Global Markets | 6 | (3) | large | 3 | 32 | -91\% |
| Group Centre | (22) | - | n/a | (22) | - | n/a |
|  | 84 | (218) | large | (134) | 675 | large |


| Net loans \& advances including acceptances | Half year Sep 09 \$M | Half <br> year <br> Mar 09 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 151,129 | 145,899 | 4\% | 151,129 | 137,772 | 10\% |
| Mortgages | 141,367 | 136,534 | 4\% | 141,367 | 128,691 | 10\% |
| Consumer Cards \& Unsecured Lending | 9,258 | 8,932 | 4\% | 9,258 | 8,658 | 7\% |
| Other | 504 | 433 | 16\% | 504 | 423 | 19\% |
| Commercial | 43,817 | 43,752 | 0\% | 43,817 | 43,798 | 0\% |
| Esanda | 14,716 | 14,820 | -1\% | 14,716 | 15,112 | -3\% |
| Regional Commercial Banking | 11,320 | 10,846 | 4\% | 11,320 | 10,776 | 5\% |
| Business Banking | 14,494 | 15,025 | -4\% | 14,494 | 15,147 | -4\% |
| Small Business Banking | 3,287 | 3,061 | 7\% | 3,287 | 2,763 | 19\% |
| Wealth | 2,810 | 2,603 | 8\% | 2,810 | 3,311 | -15\% |
| Institutional | 49,392 | 60,225 | -18\% | 49,392 | 61,506 | -20\% |
| Transaction Banking | 1,650 | 2,090 | -21\% | 1,650 | 2,580 | -36\% |
| Specialised Lending (including Relationship Lending) | 45,907 | 54,030 | -15\% | 45,907 | 53,745 | -15\% |
| Global Markets | 1,835 | 4,105 | -55\% | 1,835 | 5,181 | -65\% |
|  | 247,148 | 252,479 | -2\% | 247,148 | 246,387 | 0\% |


| Customer deposits | $\begin{array}{r} \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Mar } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 76,046 | 69,196 | 10\% | 76,046 | 59,405 | 28\% |
| Mortgages | 9,049 | 8,520 | 6\% | 9,049 | 7,996 | 13\% |
| Consumer Cards and Unsecured Lending | 350 | 305 | 15\% | 350 | 306 | 14\% |
| Deposits | 66,567 | 60,318 | 10\% | 66,567 | 51,051 | 30\% |
| Other | 80 | 53 | 51\% | 80 | 52 | 54\% |
| Commercial | 27,116 | 28,604 | -5\% | 27,116 | 29,566 | -8\% |
| Esanda | 2,041 | 6,051 | -66\% | 2,041 | 8,306 | -75\% |
| Regional Commercial Banking | 4,174 | 3,755 | 11\% | 4,174 | 3,502 | 19\% |
| Business Banking | 12,002 | 10,988 | 9\% | 12,002 | 10,862 | 10\% |
| Small Business Banking | 8,899 | 7,810 | 14\% | 8,899 | 6,896 | 29\% |
| Wealth | 1,348 | 1,175 | 15\% | 1,348 | 1,180 | 14\% |
| Institutional | 48,945 | 48,409 | 1\% | 48,945 | 42,270 | 16\% |
| Transaction Banking | 36,475 | 33,741 | 8\% | 36,475 | 32,470 | 12\% |
| Global Markets | 11,978 | 14,097 | -15\% | 11,978 | 9,338 | 28\% |
| Other | 492 | 571 | -14\% | 492 | 462 | 6\% |
| Group Centre | 26 | 80 | -68\% | 26 | 244 | -89\% |
|  | 153,481 | 147,464 | 4\% | 153,481 | 132,665 | 16\% |

## Australia division

Graham Hodges

|  | Half year Sep 09 \$M | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ |  |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 2,519 | 2,358 | 7\% | 4,877 | 4,244 | 15\% |
| Other external operating income | 845 | 779 | 8\% | 1,624 | 1,699 | -4\% |
| Operating income | 3,364 | 3,137 | 7\% | 6,501 | 5,943 | 9\% |
| Operating expenses | $(1,397)$ | $(1,360)$ | 3\% | $(2,757)$ | $(2,643)$ | 4\% |
| Profit before credit impairment and income tax | 1,967 | 1,777 | 11\% | 3,744 | 3,300 | 13\% |
| Provision for credit impairment | (438) | (446) | -2\% | (884) | (518) | 71\% |
| Profit before income tax | 1,529 | 1,331 | 15\% | 2,860 | 2,782 | 3\% |
| Income tax expense and minority interest | (446) | (393) | 13\% | (839) | (798) | 5\% |
| Underlying profit | 1,083 | 938 | 15\% | 2,021 | 1,984 | 2\% |
| Risk weighted assets | 74,248 | 77,195 | -4\% | 74,248 | 75,360 | -1\% |
| Average net loans \& advances including acceptances | 194,979 | 189,090 | 3\% | 192,042 | 175,112 | 10\% |
| Average deposits and other borrowings | 101,182 | 98,018 | 3\% | 99,605 | 88,649 | 12\% |
| Ratios |  |  |  |  |  |  |
| Net interest margin | 2.56\% | 2.48\% |  | 2.52\% | 2.40\% |  |
| Return on average assets | 1.08\% | 0.97\% |  | 1.03\% | 1.10\% |  |
| Operating expenses to operating income | 41.5\% | 43.4\% |  | 42.4\% | 44.5\% |  |
| Operating expenses to average assets | 1.40\% | 1.41\% |  | 1.40\% | 1.47\% |  |
| Individual provision charge | 400 | 339 | 18\% | 739 | 423 | 75\% |
| Individual provision charge as a \% of average net advances | 0.41\% | 0.36\% |  | 0.38\% | 0.24\% |  |
| Collective provision charge | 38 | 107 | -64\% | 145 | 95 | 53\% |
| Collective provision charge as a \% of average net advances | 0.04\% | 0.11\% |  | 0.08\% | 0.05\% |  |
| Net impaired loans | 424 | 292 | 45\% | 424 | 194 | large |
| Net impaired loans as a \% of net advances | 0.21\% | 0.15\% |  | 0.21\% | 0.10\% |  |
| Total employees | 14,306 | 14,373 | 0\% | 14,306 | 14,535 | -2\% |
| Net loans and advances including acceptances | 197,757 | 192,254 | 3\% | 197,757 | 184,880 | 7\% |
| Deposits and other borrowings | 104,876 | 100,927 | 4\% | 104,876 | 93,366 | 12\% |

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## 2009 result

Profit for Australia region decreased by $1 \%$. After adjusting statutory profit to reflect the ongoing business activities, underlying profit increased $13 \%$.
Significant influences on underlying profit were:

- Net interest income increased $25 \%$ driven by an increase in net interest margin of 29 basis points, while average net loans and advances grew by $7 \%$ and average deposits grew by $11 \%$. Higher funding benefits associated with unrealised trading gains (offset by a decrease in trading income) had an 11 basis point positive impact. Excluding this, margin improved by 18 basis points with higher margins in Australia division in Retail and Commercial reflecting repricing for risk and recouping higher funding costs and increased margins in Institutional Australia reflecting repricing on the corporate lending book and management of interest rate risk in Markets. Growth in balance sheet volume was driven by Australia division, with Retail customer deposits up $28 \%$ reflecting increased market share and net loans and advances up $10 \%$ in Mortgages.
- Other external operating income decreased 6\%. Excluding the offset to the derivative funding benefit in net interest income, other external operating income increased $5 \%$ driven by strong trading and sales revenues generated in a volatile market and favourable growth in Retail driven by fee revenue mainly in Deposits. This was partially offset by a decline in income in Wealth from lower investment and advisory income and a lower contribution from the INGA business (refer pages 46 to 47).
- Operating expenses increased $10 \%$ or $\$ 357$ million. Institutional Australia increased $21 \%$ or $\$ 178$ million due primarily to investment in frontline staff and systems, salary inflation and remuneration costs. Australia division increased $4 \%$ or $\$ 114$ million with increased volume growth related personnel in service delivery and collections areas, salary inflation, premises costs and investment in systems, partly offset by savings due to productivity, restructuring and offshoring activities. Increases of $\$ 61$ million within Group Centre include increased expenditure on transformation activity.
- Provision for credit impairment increased $\$ 390$ million ( $23 \%$ ). The individual provision charge increased by $\$ 1,199$ million driven by higher loss rates across all portfolios and increased bankruptcies, liquidations and a significant reduction in Retail resale options. In addition, Institutional Australia experienced several large single name provisions. The collective provision charge decreased by $\$ 809$ million with the release of collective provision provided in 2008 as actual losses crystallised and flowed through the 2009 individual provision charge within Institutional Australia, partly offset by increases within the Cards portfolio due to higher delinquencies and bankruptcies and Esanda and Wealth due to risk deterioration.


## Comparison with March 2009 half

Profit increased by $\$ 748$ million or $112 \%$. Underlying profit increased $36 \%$.
Net interest income increased $9 \%$ driven by a 20 basis point increase in net interest margin. Australia division net interest margin increased 8 basis points reflecting higher margins in Retail and Commercial reflecting repricing for risk and decisions to offset the cost of increasing deposit volumes, partly offset by lower margins in Deposits resulting from competitive pressure. Institutional Australia net interest margin increased on the back of repricing of the loan book. Average net loans and advances reduced by $1 \%$ overall, with growth in Australia division of 3\%, primarily in Mortgages, offset by a reduction in Institutional Australia of $15 \%$, mainly in Specialised Lending driven by equity raisings in capital markets and widespread deleveraging prompting pay down of loan balances.
Other external operating income increased $30 \%$ driven by an improved trading result in Markets Australia. In addition, Australia division increased $8 \%$ due mainly to the improved market conditions in the Wealth business that increased investment and advisory income and an improved contribution from the INGA business (refer pages 46 to 47 ). Growth in Mortgages drove strong fee revenue from higher account volumes and higher predetermination fee volumes in Esanda has been mostly offset by reduced fee income from the industry move to introduce ATM direct charging in March 2009.

Operating expenses increased $10 \%$. Institutional Australia increased by $20 \%$ due to investment in key initiatives, additional staff and remuneration costs. Australia division costs increased by $3 \%$ largely due to key projects and volume growth. Group Centre increased due to transformation costs.

Provision for credit impairment decreased $8 \%$. The individual provision charge decreased $\$ 393$ million with the high level of provisions incurred in the first half in Institutional Australia not repeated in the September 2009 half, partly offset by modest increases in individual provision charge observed across segments within Australia division. The collective provision charge increased $\$ 302$ million in the September 2009 half. This increase was driven principally by an allowance for the inherent concentration in higher risk sectors particularly structured investment vehicles including legacy custodial services, managed investment schemes and margin lending related activities with other Financial Institutions.

INGA
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|  | Half year Sep 09 \$M | Half <br> year <br> Mar 09 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Full year Sep 08 \$M |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wealth management income | 211 | 191 | 10\% | 402 | 497 | -19\% |
| Insurance income |  |  |  |  |  |  |
| - planned margin | 168 | 161 | 4\% | 329 | 303 | 9\% |
| - experience profit ${ }^{1}$ | (15) | 14 | large | (1) | 17 | large |
| - assumption changes ${ }^{1}$ | - | 19 | -100\% | 19 | 8 | large |
| Operating income | 364 | 385 | -5\% | 749 | 825 | -9\% |
| Wealth management expenses | (144) | (144) | 0\% | (288) | (303) | -5\% |
| Insurance expenses | (75) | (75) | 0\% | (150) | (157) | -4\% |
| Remediation expenses ${ }^{2}$ | (4) | (2) | 100\% | (6) | (8) | -25\% |
| Capitalised software write-offs | - | (25) | -100\% | (25) | - | n/a |
| Gross tax on operating profit | (41) | (43) | -5\% | (84) | (86) | -2\% |
| Profit after tax, before capital investment earnings | 100 | 96 | 4\% | 196 | 271 | -28\% |
| Capital investment earnings after tax ${ }^{3}$ | 2 | (50) | large | (48) | (18) | large |
| Profit after tax before minority interest | 102 | 46 | large | 148 | 253 | -42\% |
| Minority interest | - | 1 | -100\% | 1 | - | n/a |
| Profit | 102 | 47 | large | 149 | 253 | -41\% |
| ANZ share |  |  |  |  |  |  |
| ANZ share @ 49\% | 50 | 23 | large | 73 | 124 | -41\% |
| Net funding | (13) | (15) | -13\% | (28) | (29) | -3\% |
| Net return to ANZ | 37 | 8 | large | 45 | 95 | -53\% |
| Carrying value of investment ${ }^{4}$ | 1,649 | 1,619 | 2\% | 1,649 | 1,589 | 4\% |
| Annualised return on ANZ investment | 4.5\% | 1.0\% |  | 2.7\% | 6.0\% |  |
| Performance measures at 100\% |  |  |  |  |  |  |
| Value of new business ${ }^{5}$ | 60 | 52 | 15\% | 112 | 107 | 5\% |
| Cost to income ${ }^{6}$ | 60.2\% | 56.9\% |  | 58.5\% | 55.8\% |  |
| Wealth Management: (FUM) |  |  |  |  |  |  |
| Retail \& Mezzanine | 24,125 | 21,126 | 14\% | 24,125 | 26,726 | -10\% |
| Employer Super | 11,211 | 9,325 | 20\% | 11,211 | 10,490 | 7\% |
| Oasis | 5,383 | 3,574 | 51\% | 5,383 | 4,674 | 15\% |
| Wealth Management netflows | 1,820 | 248 | large | 2,068 | 886 | large |
| Insurance: (In-Force) |  |  |  |  |  |  |
| Group risk | 410 | 427 | -4\% | 410 | 374 | 10\% |
| Individual risk | 581 | 542 | 7\% | 581 | 501 | 16\% |
| New premiums | 121 | 123 | -2\% | 244 | 230 | 6\% |
|  |  | Sep 09 | In- | Out- | Other | Sep 08 |
| Wealth Management cashflows |  | \$M | flows | flows | flows ${ }^{7}$ | \$M |
| OneAnswer |  | 16,687 | 2,390 | $(2,182)$ | $(1,476)$ | 17,955 |
| Other Personal Investment |  | 5,950 | 313 | (790) | (308) | 6,735 |
| Mezzanine |  | 1,488 | 350 | (688) | (210) | 2,036 |
| Employer Super |  | 11,211 | 2,518 | (854) | (943) | 10,490 |
| Oasis |  | 5,383 | 1,645 | (634) | (304) | 4,676 |
| Total |  | 40,719 | 7,216 | $(5,148)$ | $(3,241)$ | 41,892 |

[^14]
## INGA

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## 2009 result

INGA showed resilience through the diversity of its operations in 2009. Continued investment market volatility in the wake of the global credit crisis served to adversely impact revenue in the form of both lower fee income from Wealth Management operations and lower capital investment earnings. However, Insurance operations performed strongly in a competitive market, showing solid growth.

Core expenses were well contained following the implementation of various initiatives including an external recruitment freeze, restructure of teams and general restraint on discretionary expenditure.
In Wealth Management, client funds under management (FUM) fell 3\% over the course of the year, attributable to weaker underlying investment asset prices, while net flows remained positive. The fall in the value of average client FUM balances adversely impacted fee income and consequently operating profit. INGA increased its FUM market share in a contracting market to $8.5 \%^{1}$. INGA retained its number 1 ranking amongst employer super providers (as rated by Heron Partnership) with its Corporate Super product for the 6th consecutive year.
The Insurance operations enjoyed a $6 \%$ growth in new business (despite the inclusion of significant group life one-offs in the prior year), while in-force premiums grew $13 \%$. The in-force premium growth was achieved across Group and Individual life business as well as consumer credit insurance.
Following the acquisition by MLC of Aviva Australia Holdings' wealth management and insurance operations, INGA ranks number 3 in the industry (previously number 2) for total in-force premiums, behind MLC and CBA respectively. INGA has nonetheless maintained a position of leadership in the life insurance industry, being named overall Risk Company of the Year at the 2008 Money Management / Dexx\&r Adviser Choice Risk Awards and 2009 AFR Smart Investor's Life Company of the Year for the 2nd successive year.

Capital investment earnings were significantly reduced due to mark-to-market losses incurred in meeting legacy closed book capital-guaranteed obligations. Other contributing factors were realised losses on the sale of equity and listed property trust components of shareholder capital incurred in the course of de-risking the portfolio, and lower yields on interest-bearing securities in the de-risked portfolio contributed to the decline in CIE. The majority of the decline was experienced in the March half.

As noted on page 96, on 25 September 2009, the Group announced it had reached agreement with ING Groep to acquire ING Groep's $51 \%$ shareholdings in the ANZ-ING wealth management and life insurance joint ventures in Australia and New Zealand for $\$ 1,760$ million, taking its ownership interest to $100 \%$. Completion is subject to various conditions, including regulatory approval, and is expected to occur during the fourth quarter of calendar 2009.

1. Source of market statistics: Plan For Life - June 2009

## Comparison with March 2009 half

Profit was $117 \%$ higher in the September 2009 half year, due primarily to the non-recurrence of most of the issues which adversely impacted capital investment earnings in the March half. Operating profit after tax was also higher, with Wealth Management operations achieving $10 \%$ income growth in a still cautious investor environment. Insurance income was lower due to an exceptional reserve release in the March half.

Wealth Management income was higher in the September half due to a partial recovery in the average value of funds under management, as positive investor sentiment towards platform investments and appetite for risk slowly began to return, despite the Federal Government's guarantee on bank deposits remaining in place.
Income from Insurance operations reflected normal seasonality in which first half earnings are traditionally stronger. In addition, reserves were strengthened based on recent adverse claims experience in the group life and group income protection books. Re-insurance costs were also higher in the September 2009 half (timing and repricing). The March half included a $\$ 19$ million release of reserves from the annual review of risk assumptions. In-force premium growth at $2 \%$ reflects the acquisition of a large group scheme ( $\$ 12$ million) in the March half, with nothing comparable in the September half.

Expenses were well contained when compared to income growth over the same period (after excluding the impact of experience variations in Insurance income).

Capital investment earnings were significantly higher in the September half as markets recovered, although still below normalised levels due to lower average yield on investment assets, interest rate change impacts on reserve revaluations and minor capital-guaranteed book mark-to-market adjustments. There were no further realised losses on the sale of equities and listed property trusts which were incurred in the course of de-risking the shareholder portfolio during the March half.

## Asia Pacific, Europe \& America region

Alex Thursby

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M |  | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 399 | 447 | -11\% | 846 | 473 | 79\% |
| Other external operating income | 497 | 624 | -20\% | 1,121 | 736 | 52\% |
| Operating income | 896 | 1,071 | -16\% | 1,967 | 1,209 | 63\% |
| Operating expenses | (419) | (433) | -3\% | (852) | (554) | 54\% |
| Profit before credit impairment and income tax | 477 | 638 | -25\% | 1,115 | 655 | 70\% |
| Provision for credit impairment | (154) | (122) | 26\% | (276) | (176) | 57\% |
| Profit before income tax | 323 | 516 | -37\% | 839 | 479 | 75\% |
| Income tax expense | (39) | (101) | -61\% | (140) | (87) | 61\% |
| Minority interest | 1 | (1) | large | - | (6) | -100\% |
| Underlying profit | 285 | 414 | -31\% | 699 | 386 | 81\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | 16 | (15) | large | 1 | (5) | large |
| Profit | 301 | 399 | -25\% | 700 | 381 | 84\% |
| Consisting of: |  |  |  |  |  |  |
| Retail | 10 | 8 | 25\% | 18 | 41 | -56\% |
| Asia Partnerships | 186 | 145 | 28\% | 331 | 186 | 78\% |
| Institutional | 159 | 292 | -46\% | 451 | 211 | large |
| Wealth | (1) | (5) | -80\% | (6) | 7 | large |
| Operations and Support | (64) | (28) | large | (92) | (12) | large |
| Asia Pacific, Europe \& America Division | 290 | 412 | -30\% | 702 | 433 | 62\% |
| Other | (5) | 2 | large | (3) | (47) | -94\% |
| Underlying profit | 285 | 414 | -31\% | 699 | 386 | 81\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | 16 | (15) | large | 1 | (5) | large |
| Profit | 301 | 399 | -25\% | 700 | 381 | 84\% |
| Geographic segments: |  |  |  |  |  |  |
| Asia | 180 | 198 | -9\% | 378 | 235 | 61\% |
| Pacific | 64 | 90 | -29\% | 154 | 133 | 16\% |
| Europe \& America | 41 | 126 | -67\% | 167 | 18 | large |
| Underlying profit | 285 | 414 | -31\% | 699 | 386 | 81\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | 16 | (15) | large | 1 | (5) | large |
| Profit | 301 | 399 | -25\% | 700 | 381 | 84\% |


| Balance Sheet | 18,952 | 22,622 | $-16 \%$ | $\mathbf{1 8 , 9 5 2}$ | 21,364 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net loans \& advances including acceptances | 31,448 | 30,050 | $-11 \%$ |  |  |
| Other external assets | 50,400 | 52,672 | $-4 \%$ | $\mathbf{5 0 , 4 0 0}$ | 48,868 |
| External assets | 30,487 | 29,627 | $3 \%$ | $\mathbf{3 0 , 4 8 7}$ | 22,530 |
| Customer deposits | 10,754 | 11,322 | $-5 \%$ | $\mathbf{1 0 , 7 5 4}$ | 13,028 |
| Other deposits and borrowings | 41,241 | 40,949 | $1 \%$ | $\mathbf{4 1 , 2 4}$ |  |
| Deposits and other borrowings | 8,370 | 8,937 | $-6 \%$ | $\mathbf{8 , 3 7 0}$ | 11,555 |
| Other external liabilities | 49,611 | 49,886 | $-1 \%$ | $\mathbf{4 9 , 6 1 1}$ | 47,113 |
| External liabilities | 33,259 | 40,063 | $-17 \%$ | 33,259 | 39,434 |
| Risk weighted assets | 19,832 | 24,310 | $-18 \%$ | $\mathbf{2 2 , 0 6 5}$ | 17,569 |
| Average net loans and advances including acceptances | 41,227 | 41,401 | $0 \%$ | $\mathbf{- 1 6 \%}$ |  |
| Average deposits and other borrowings |  | $\mathbf{4 1 , 3 1 4}$ | 28,366 | $46 \%$ |  |

## Ratios

| Net interest average margin | 1.70\% | 1.69\% |  | 1.70\% | 1.23\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest average margin (excluding cashflow on derivatives) | 1.72\% | 1.70\% |  | 1.71\% | 1.53\% |  |
| Operating expenses to operating income | 46.8\% | 40.4\% |  | 43.3\% | 45.8\% |  |
| Operating expenses to average assets | 1.53\% | 1.44\% |  | 1.48\% | 1.24\% |  |
| Individual provision ${ }^{2}$ charge | 58 | 63 | -8\% | 121 | 127 | -5\% |
| Individual provision ${ }^{3}$ charge as a \% of average net advances | 0.58\% | 0.35\% |  | 0.46\% | 0.17\% |  |
| Collective provision charge | 96 | 59 | 63\% | 155 | 49 | large |
| Collective provision charge as a \% of average net advances | 0.97\% | 0.49\% |  | 0.70\% | 0.28\% |  |
| Net impaired loans | 112 | 173 | -35\% | 112 | 122 | -8\% |
| Net impaired loans as a \% of net advances | 0.59\% | 0.76\% |  | 0.59\% | 0.57\% |  |
| Total employees | 8,555 | 7,610 | 12\% | 8,555 | 6,769 | 26\% |

[^15]Comparison to Full Year Sep 2008

|  | Comparison to Full Year Sep 2008 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Retail | 445 | 331 | 114 | 86 | 18 | 23\% | 29\% | 8\% | large | -56\% |
| Asia Partnerships | 347 | 10 | 337 | - | 331 | 74\% | 11\% | 77\% | n/a | 78\% |
| Institutional | 1,172 | 418 | 754 | 140 | 451 | 69\% | 56\% | 77\% | 11\% | large |
| Wealth | 57 | 57 | - | 7 | (6) | 43\% | large | -100\% | large | large |
| Operations \& Support | (12) | 75 | (87) | 19 | (92) | large | large | large | n/a | large |
| Asia Pacifc, Europe and America division | 2,009 | 891 | 1,118 | 252 | 702 | 54\% | 51\% | 56\% | 48\% | 62\% |
| Other | (42) | (39) | (3) | 24 | (3) | -56\% | 8\% | -95\% | large | -94\% |
| Underlying Profit | 1,967 | 852 | 1,115 | 276 | 699 | 63\% | 54\% | 70\% | 57\% | 81\% |
| Adjustments b/t stat profit \& underlying profit | (7) | (2) | (5) | (1) | 1 | large | 100\% | large | large | large |
| Profit | 1,960 | 850 | 1,110 | 275 | 700 | 59\% | 54\% | 63\% | 34\% | 84\% |

Comparison to Full Year Sep 2008

|  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Asia | 1,082 | 557 | 525 | 123 | 378 | 85\% | 93\% | 77\% | large | 61\% |
| Pacific | 419 | 169 | 250 | 32 | 154 | 17\% | 9\% | 23\% | 100\% | 16\% |
| Europe \& America | 466 | 126 | 340 | 121 | 167 | 75\% | 15\% | large | 7\% | large |
| Underlying Profit | 1,967 | 852 | 1,115 | 276 | 699 | 63\% | 54\% | 70\% | 57\% | 81\% |
| Adjustments b/t stat profit \& underlying profit | (7) | (2) | (5) | (1) | 1 | large | 100\% | large | large | large |
| Profit | 1,960 | 850 | 1,110 | 275 | 700 | 59\% | 54\% | 63\% | 34\% | 84\% |

1. PBP (profit before provisions) is profit before credit impairment and income tax
2. Credit impairment expense

|  | Comparison to Half Year Mar 2009 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Retail | 209 | 153 | 56 | 40 | 10 | -11\% | -14\% | -3\% | -13\% | 25\% |
| Asia Partnerships | 194 | 6 | 188 | - | 186 | 27\% | 50\% | 26\% | n/a | 28\% |
| Institutional | 488 | 211 | 277 | 69 | 159 | -29\% | 2\% | -42\% | -3\% | -46\% |
| Wealth | 28 | 27 | 1 | 2 | (1) | -3\% | -10\% | large | -60\% | -80\% |
| Operations \& Support | (6) | 42 | (48) | 19 | (64) | 0\% | 27\% | 23\% | n/a | large |
| Asia Pacifc, Europe and America division | 913 | 439 | 474 | 130 | 290 | -17\% | -3\% | -26\% | 7\% | -30\% |
| Other | (17) | (20) | 3 | 24 | (5) | -32\% | 5\% | large | n/a | large |
| Underlying Profit | 896 | 419 | 477 | 154 | 285 | -16\% | -3\% | -25\% | 26\% | -31\% |
| Adjustments b/t stat profit \& underlying profit | 20 | (1) | 21 | - | 16 | large | 0\% | large | -100\% | large |
| Profit | 916 | 418 | 498 | 154 | 301 | -12\% | -3\% | -19\% | 27\% | -25\% |


|  | Comparison to Half Year Mar 2009 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year Sep 2009 |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Asia | 543 | 290 | 253 | 73 | 180 | 1\% | 9\% | -7\% | 46\% | -9\% |
| Pacific | 184 | 76 | 108 | 17 | 64 | -22\% | -18\% | -24\% | 13\% | -29\% |
| Europe \& America | 169 | 53 | 116 | 64 | 41 | -43\% | -27\% | -48\% | 12\% | -67\% |
| Underlying Profit | 896 | 419 | 477 | 154 | 285 | -16\% | -3\% | -25\% | 26\% | -31\% |
| Adjustments b/t stat profit \& underlying profit | 20 | (1) | 21 | - | 16 | large | 0\% | large | -100\% | large |
| Profit | 916 | 418 | 498 | 154 | 301 | -12\% | -3\% | -19\% | 27\% | -25\% |

[^16]Asia Pacific, Europe \& America region
Alex Thursby

| Individual provision charge | Half <br> year <br> Sep 09 <br> \$M | Half <br> year <br> Mar 09 <br> \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 \$M | Full year Sep 08 \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 30 | 33 | -9\% | 63 | 34 | 85\% |
| Asia | 22 | 24 | -8\% | 46 | 22 | large |
| Pacific | 8 | 9 | -11\% | 17 | 12 | 42\% |
| Institutional | 26 | 29 | -10\% | 55 | 87 | -37\% |
| Transaction Banking | 13 | - | n/a | 13 | (3) | large |
| Specialised Lending (including Relationship Lending) | 15 | 6 | large | 21 | 23 | -9\% |
| Global Markets | (2) | 23 | large | 21 | 67 | -69\% |
| Wealth | 2 | 1 | 100\% | 3 | - | n/a |
| Other | - | - | n/a | - | 6 | -100\% |
|  | 58 | 63 | -8\% | 121 | 127 | -5\% |

Individual provision charge

|  |  |  |  | large |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Asia | 48 | 25 | $92 \%$ | 73 | 19 | 12 |
| Pacific | 9 | 9 | $0 \%$ | 18 | 50 |  |
| Europe \& America | 1 | 29 | $-97 \%$ | 30 | 96 | $-69 \%$ |
|  | $\mathbf{5 8}$ | $\mathbf{6 3}$ | $\mathbf{- 8 \%}$ | $\mathbf{1 2 1}$ | $\mathbf{1 2 7}$ | $\mathbf{- 5 \%}$ |

$\left.\begin{array}{lrrrrr} & \begin{array}{rl}\text { Half } \\ \text { year }\end{array} & \begin{array}{r}\text { Half } \\ \text { year }\end{array} & \begin{array}{r}\text { Movt } \\ \text { Sep 09 }\end{array} & \begin{array}{r}\text { Full } \\ \text { year }\end{array} & \begin{array}{r}\text { Full } \\ \text { year }\end{array} \\ \text { Sep 09 } \\ \text { Sep }\end{array}\right)$

| Collective provision charge |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Asia | 26 | 25 | $4 \%$ | 51 | 28 | $82 \%$ |
| Pacific | 8 | 6 | $33 \%$ | 14 | 4 | large |
| Europe \& America | 62 | 28 | large | 90 | 17 | large |
|  | $\mathbf{9 6}$ | $\mathbf{5 9}$ | $\mathbf{6 3 \%}$ | $\mathbf{1 5 5}$ | $\mathbf{4 9}$ | large |

Asia Pacific, Europe \& America region
Alex Thursby

| Net loans \& advances including acceptances | Half year Sep 09 \$M | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ |  |  | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 3,009 | 3,618 | -17\% | 3,009 | 3,113 | -3\% |
| Asia | 726 | 844 | -14\% | 726 | 719 | 1\% |
| Pacific | 2,283 | 2,774 | -18\% | 2,283 | 2,394 | -5\% |
| Institutional | 14,670 | 17,536 | -16\% | 14,670 | 16,938 | -13\% |
| Transaction Banking | 3,362 | 2,527 | 33\% | 3,362 | 3,991 | -16\% |
| Specialised Lending (including Relationship Lending) | 10,785 | 14,267 | -24\% | 10,785 | 12,616 | -15\% |
| Other | 523 | 742 | -30\% | 523 | 331 | 58\% |
| Wealth | 1,268 | 1,462 | -13\% | 1,268 | 1,308 | -3\% |
| Other | 5 | 6 | -17\% | 5 | 5 | 0\% |
|  | 18,952 | 22,622 | -16\% | 18,952 | 21,364 | -11\% |


| Net loans \& advances including acceptances |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Asia | 10,099 | 10,156 | $-1 \%$ | 10,099 | 10,087 |
| Pacific | 2,283 | 2,774 | $-18 \%$ | 2,283 | 2,394 |
| Europe \& America | 6,570 | 9,692 | $-32 \%$ | 6,570 | 8,883 |
|  | $\mathbf{1 8 , 9 5 2}$ | $\mathbf{2 2 , 6 2 2}$ | $\mathbf{- 1 6 \%}$ | $\mathbf{1 8 , 9 5 2}$ | $\mathbf{2 1 , 3 6 4}$ |


| Customer deposits | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ |  | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 5,620 | 6,059 | -7\% | 5,620 | 5,166 | 9\% |
| Asia | 2,240 | 2,055 | 9\% | 2,240 | 1,569 | 43\% |
| Pacific | 3,380 | 4,004 | -16\% | 3,380 | 3,597 | -6\% |
| Institutional | 21,435 | 19,716 | 9\% | 21,435 | 13,715 | 56\% |
| Transaction Banking | 7,608 | 4,242 | 79\% | 7,608 | 338 | large |
| Global Markets | 13,443 | 14,843 | -9\% | 13,443 | 12,329 | 9\% |
| Other | 384 | 631 | -39\% | 384 | 1,048 | -63\% |
| Wealth | 3,428 | 3,847 | -11\% | 3,428 | 3,644 | -6\% |
| Other | 4 | 5 | -20\% | 4 | 5 | -20\% |
|  | 30,487 | 29,627 | 3\% | 30,487 | 22,530 | 35\% |


| Customer deposits |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Asia | 18,084 | 15,897 | $14 \%$ | 18,084 | 12,129 |
| Pacific | 3,379 | 4,004 | $-16 \%$ | 3,379 | 3,597 |
| Europe \& America | 9,024 | 9,726 | $-7 \%$ | 9,024 | 6,804 |
|  | $\mathbf{3 0 , 4 8 7}$ | $\mathbf{2 9 , 6 2 7}$ | $\mathbf{3 \%}$ | $\mathbf{3 0 , 4 8 7}$ | $\mathbf{2 2 , 5 3 0}$ |

Asia Pacific, Europe \& America division
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|  |  |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 420 | 471 | -11\% | 891 | 570 | 56\% |
| Other external operating income | 493 | 625 | -21\% | 1,118 | 735 | 52\% |
| Operating income | 913 | 1,096 | -17\% | 2,009 | 1,305 | 54\% |
| Operating expenses | (439) | (452) | -3\% | (891) | (590) | 51\% |
| Profit before credit impairment and income tax | 474 | 644 | -26\% | 1,118 | 715 | 56\% |
| Provision for credit impairment | (130) | (122) | 7\% | (252) | (170) | 48\% |
| Profit before income tax | 344 | 522 | -34\% | 866 | 545 | 59\% |
| Income tax expense and minority interest | (54) | (110) | -51\% | (164) | (112) | 46\% |
| Underlying profit | 290 | 412 | -30\% | 702 | 433 | 62\% |
| Risk weighted assets | 32,976 | 39,374 | -16\% | 32,976 | 38,857 | -15\% |
| Average net loans \& advances including acceptances | 19,832 | 24,310 | -18\% | 22,065 | 17,564 | 26\% |
| Average deposits and other borrowings | 41,226 | 41,400 | 0\% | 41,313 | 28,365 | 46\% |

## Ratios

| Net interest margin | 1.90\% | 1.85\% |  | 1.87\% | 1.52\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average assets | 1.15\% | 1.43\% |  | 1.30\% | 1.02\% |  |
| Operating expenses to operating income | 48.1\% | 41.2\% |  | 44.4\% | 45.2\% |  |
| Operating expenses to average assets | 1.74\% | 1.57\% |  | 1.65\% | 1.39\% |  |
| Individual provision ${ }^{1}$ charge | 59 | 62 | -5\% | 121 | 122 | -1\% |
| Individual provision ${ }^{2}$ charge as a \% of average net advances | 0.59\% | 0.35\% |  | 0.46\% | 0.14\% |  |
| Collective provision charge | 71 | 60 | 18\% | 131 | 48 | large |
| Collective provision charge as a \% of average net advances | 0.71\% | 0.49\% |  | 0.59\% | 0.27\% |  |
| Net impaired loans | 112 | 172 | -35\% | 112 | 122 | -8\% |
| Net impaired loans as a \% of net advances | 0.59\% | 0.76\% |  | 0.59\% | 0.57\% |  |
| Total employees | 5,703 | 5,247 | 9\% | 5,703 | 4,718 | 21\% |
| Net loans and advances including acceptances | 18,951 | 22,622 | -16\% | 18,951 | 21,364 | -11\% |
| Deposits and other borrowings | 41,237 | 40,943 | 1\% | 41,237 | 35,552 | 16\% |

1. Includes impairment expense on available-for-sale assets of $\$ 20$ million (Sep 2008 full year: $\$ 98$ million; Sep 2009 half: $\$ n i l ;$ Mar 2009 half: $\$ 20$ million) and in September 2008 includes credit valuation adjustments on defaulted or impaired exposures of $\$ 29$ million reclassified from Other external operating income to provision for credit impairment.
2. For the purpose of this ratio the individual provision charge excludes impairment expense on available-for-sale assets

Asia Pacific, Europe \& America<br>Alex Thursby

## 2009 result

Profit grew $84 \%$ ( $55 \%$ excluding the exchange rate impacts) with strong growth in the Institutional business driven by the high currency volatility in the region particularly in the early part of the year. Continued investment in front office sales capability generated a significant increase in trade sales. Our Asia Partnerships also contributed significantly to the result driven by increased equity accounted earnings, particularly from Shanghai Rural Commercial Bank (SRCB) and Bank of Tianjin (BOT) in China and AMMB Holdings Berhad (AMMB) in Malaysia (including adjustments to ANZ's share of earnings from prior periods principally from an improved assessment of credit provisioning requirements), offsetting an impairment charge relating to the carrying value of our investment in Saigon Securities Incorporation (SSI) in Vietnam booked in the March 2009 half.

Operating expenses increased as a result of our continued investment in the key strategic markets of Indonesia, Vietnam and China as well as building our regions operating and support capabilities.

Key factors affecting the result were:

- Net interest income increased by 79\% (43\% excluding exchange rate impacts) due to significant increases in our Global Markets business. While net loans and advances were down $11 \%$ year on year as we de-risked our balance sheet, overall external assets were up $3 \%$ due primarily to increased Markets activities. Customer deposits grew a healthy $35 \%$ improving our deposits to loans ratio to $160 \%$. Margins increased by 47 basis points to 170 basis points.
- Other external operating income grew by $52 \%$ ( $40 \%$ excluding exchange rate impacts), of which more than half was contributed by equity accounted earnings from our Asia Partnerships which included benefit from reassessed credit provisioning requirements. Fee and other income were significantly higher in the Markets businesses leveraging off volatility in the currency markets.
- Operating expenses increased $54 \%$ ( $32 \%$ excluding exchange rate impacts) through a combination of new investments, and growth across the region in employee numbers. Employees increased by 1,786 as we continue to build core capability in the region and increase our operations and technology support staff in Bangalore.
- Provision for credit impairment increased by $57 \%$ ( $\$ 100$ million) due primarily to risk grade decreases and an additional $\$ 43$ million as a result of a refinement to the collective provision calculation in the September 2009 half. This additional charge has been held centrally within the region.


## Comparison with March 2009 half

While profit decreased by $25 \%$ in the September 2009 half it was $57 \%$ higher than the corresponding half in 2008. Exchange rates have unfavourably impacted the September 2009 half with the appreciation of the AUD against other currencies since 31 March 2009. Excluding the impact of exchange rates, profit decreased by $8 \%$. The first half of 2009 included significant additional earnings from the Institutional business caused by increased market volatility not repeated in the second half. The Asian Partnerships benefited from increased earnings compared to the March 2009 half which was impacted by an impairment charge on SSI. While the remaining Asian business remained flat over the second half, reduction in foreign exchange trading income in the Pacific and trade sales in Europe and America contributed to the decline half on half.

Operating expenses reduced by $3 \%$ however, excluding the exchange rate impacts, were up $14 \%$, reflecting continued investment in expanding distribution across the region and increased resources to support the growth agenda. Employees increased by 945 including an increase of 534 attributable to operations and technology support staff in Bangalore.

## New Zealand region

Jenny Fagg

| Table reflects NZD results for New Zealand region AUD results shown on page 57 |  |  | $\begin{array}{r} \text { Movt } \\ \text { Sep 09 } \\ \text { v. Mar } 09 \\ \% \end{array}$ |  | Full year Sep 08 <br> Sep 08 <br> NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep 09 } \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 1,114 | 1,188 | -6\% | 2,302 | 2,031 | 13\% |
| Other external operating income | 413 | 516 | -20\% | 929 | 1,018 | -9\% |
| Operating income | 1,527 | 1,704 | -10\% | 3,231 | 3,049 | 6\% |
| Operating expenses | (734) | (714) | 3\% | $(1,448)$ | $(1,398)$ | 4\% |
| Profit before credit impairment and income tax | 793 | 990 | -20\% | 1,783 | 1,651 | 8\% |
| Provision for credit impairment | (598) | (291) | large | (889) | (300) | large |
| Profit before income tax | 195 | 699 | -72\% | 894 | 1,351 | -34\% |
| Income tax expense | (61) | (205) | -70\% | (266) | (430) | -38\% |
| Underlying profit | 134 | 494 | -73\% | 628 | 921 | -32\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (361) | (73) | large | (434) | 69 | large |
| Profit/(Loss) | (227) | 421 | large | 194 | 990 | -80\% |
| Consisting of: |  |  |  |  |  |  |
| Retail | 72 | 168 | -57\% | 240 | 422 | -43\% |
| Commercial | (14) | 133 | large | 119 | 329 | -64\% |
| Wealth | 5 | 6 | -17\% | 11 | 29 | -62\% |
| Operations \& Support | - | 10 | -100\% | 10 | 6 | 67\% |
| New Zealand Businesses | 63 | 317 | -80\% | 380 | 786 | -52\% |
| Institutional | 124 | 238 | -48\% | 362 | 279 | 30\% |
| Other | (53) | (61) | -13\% | (114) | (144) | -21\% |
| Underlying profit | 134 | 494 | -73\% | 628 | 921 | -32\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (361) | (73) | large | (434) | 69 | large |
| Profit/(Loss) | (227) | 421 | large | 194 | 990 | -80\% |

## Balance Sheet

| Net loans \& advances including acceptances | 97,023 | 98,484 | $-1 \%$ | $\mathbf{9 7 , 0 2 3}$ | 97,836 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Other external assets | 26,464 | 30,248 | $-13 \%$ | $\mathbf{2 6 , 4 6 4}$ | 21,876 |
| External assets | 123,487 | 128,732 | $-4 \%$ | $\mathbf{1 2 3 , 4 8 7}$ | 119,712 |
| Customer deposits | 59,931 | 59,553 | $1 \%$ | $\mathbf{5 9 , 9 3 1}$ | 59,113 |
| Other deposits and borrowings | 11,829 | 13,066 | $-9 \%$ | $\mathbf{1 1 , 8 2 9}$ | 18,180 |
| Deposits and other borrowings | 71,760 | 72,619 | $-1 \%$ | $\mathbf{7 1 , 7 6 0}$ | 77,293 |
| Other external liabilities | 28,824 | 35,789 | $-19 \%$ | $\mathbf{2 8 , 8 2 4}$ | 28,671 |
| External liabilities | 100,584 | 108,408 | $-7 \%$ | $\mathbf{1 0 0 , 5 8 4}$ | 105,964 |
| Risk weighted assets | 66,922 | 66,668 | $0 \%$ | 66,922 | 66,504 |
| Average net loans and advances including acceptances | 96,754 | 97,991 | $\mathbf{- 1 \%}$ | $\mathbf{9 7 , 3 7 1}$ | 92,546 |
| Average deposits and other borrowings | 72,222 | 76,561 | $-6 \%$ | $\mathbf{7 4 , 3 8 6}$ | $\mathbf{7 3 , 1 6 5}$ |

## Ratios

| Net interest average margin | $2.03 \%$ | $2.14 \%$ | $\mathbf{2 . 0 9 \%}$ | $1.96 \%$ |
| :--- | :---: | :---: | :---: | :---: |
| Net interest average margin (excluding cashflow on derivatives) | $2.05 \%$ | $2.04 \%$ | $\mathbf{2 . 0 4 \%}$ | $\mathbf{2 . 0 4 \%}$ |
| Operating expenses to operating income | $48.1 \%$ | $41.9 \%$ | $\mathbf{4 4 . 8 \%}$ | $45.9 \%$ |
| Operating expenses to average assets | $1.15 \%$ | $1.09 \%$ | $\mathbf{1 . 1 2 \%}$ | $1.24 \%$ |
| Individual provision ${ }^{2}$ charge | 404 | 214 | $89 \%$ | $\mathbf{6 1 8}$ |
| Individual provision charge as a \% of average net advances | $0.83 \%$ | $0.44 \%$ | 188 | large |
| Collective provision charge | 194 | 77 | large | $\mathbf{0 . 6 3 \%}$ |
| Collective provision charge as a \% of average net advances | $0.40 \%$ | $0.16 \%$ | 112 | large |
| Net impaired loans | 711 | 337 | large | $\mathbf{0 . 2 8 \%}$ |
| Net impaired loans as a \% of net advances | $0.73 \%$ | $0.34 \%$ | $0.12 \%$ | 195 |
| Total employees | 8,879 | 9,028 | $-2 \%$ | $\mathbf{8 , 8 7 9}$ |

1. Refer pages 13 to 15 for explanation of adjustments. A reconciliation of statutory profit to underlying profit by geographical region is included within Supplementary Information at page 100
2. Includes credit valuation adjustments on defaulted or impaired exposures of NZD7 million (Sep 2008 full year: \$nil; Sep 2009 half: NZD6 million; Mar 2009 half: NZD1 million)

|  | Full Year Sep 2009 |  |  |  |  | ar Sep | 08 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Retail | 1,612 | 916 | 696 | 354 | 240 | -7\% | -1\% | -14\% | 99\% | -43\% |
| Commercial | 862 | 274 | 588 | 419 | 119 | 0\% | 2\% | -1\% | large | -64\% |
| Wealth | 55 | 41 | 14 | 5 | 11 | -26\% | 0\% | -58\% | n/a | -62\% |
| Operations \& Support | 26 | 16 | 10 | - | 10 | large | large | 0\% | n/a | 67\% |
| New Zealand Businesses | 2,555 | 1,247 | 1,308 | 778 | 380 | -4\% | 2\% | -9\% | large | -52\% |
| Institutional | 773 | 171 | 602 | 95 | 362 | 36\% | 10\% | 46\% | large | 30\% |
| Other | (97) | 30 | (127) | 16 | (114) | -49\% | 88\% | -38\% | n/a | -21\% |
| Underlying profit | 3,231 | 1,448 | 1,783 | 889 | 628 | 6\% | 4\% | 8\% | large | -32\% |
| Adjustments b/t stat profit \& underlying profit | (258) | 25 | (283) | (8) | (434) | large | -39\% | large | large | large |
| New Zealand | 2,973 | 1,473 | 1,500 | 881 | 194 | -6\% | 2\% | -12\% | large | -80\% |


|  | Half Year Sep 2009 |  |  |  |  | ear Mar | 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Growth Rate |  |  |  |  |
|  | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT | Income | Expenses | PBP ${ }^{1}$ | Credit ${ }^{2}$ | NPAT |
| Retail | 799 | 468 | 331 | 229 | 72 | -2\% | 4\% | -9\% | 83\% | -57\% |
| Commercial | 417 | 137 | 280 | 299 | (14) | -6\% | 0\% | -9\% | large | large |
| Wealth | 26 | 21 | 5 | 3 | 5 | -10\% | 5\% | -44\% | 50\% | -17\% |
| Operations \& Support | (2) | (1) | (1) | - | - | large | large | large | n/a | -100\% |
| New Zealand Businesses | 1,240 | 625 | 615 | 531 | 63 | -6\% | 0\% | -11\% | large | -80\% |
| Institutional | 330 | 88 | 242 | 70 | 124 | -26\% | 6\% | -33\% | large | -48\% |
| Other | (43) | 21 | (64) | (3) | (53) | -20\% | large | 2\% | large | -13\% |
| Underlying profit | 1,527 | 734 | 793 | 598 | 134 | -10\% | 3\% | -20\% | large | -73\% |
| Adjustments b/t stat profit \& underlying profit | (178) | - | (178) | (6) | (361) | large | -100\% | 70\% | large | large |
| New Zealand | 1,349 | 734 | 615 | 592 | (227) | -17\% | -1\% | -31\% | large | large |

1. PBP (profit before provisions) is profit before credit impairment and income tax
2. Credit impairment expense

| Individual provision charge | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \text { NZD M } \end{array}$ | Half year Mar 09 NZD M | Movt Sep 09 <br> v. Mar 09 <br> \% | Full year Sep 09 NZD M | Full year Sep 08 NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 186 | 106 | 75\% | 292 | 127 | large |
| Commercial | 165 | 104 | 59\% | 269 | 61 | large |
| Corporate \& Commercial Banking | 107 | 74 | 45\% | 181 | 43 | large |
| Rural Banking | 40 | 12 | large | 52 | 4 | large |
| Other | 18 | 18 | 0\% | 36 | 14 | large |
| Institutional | 50 | 2 | large | 52 | - | n/a |
| Transaction Banking | 45 | - | n/a | 45 | - | n/a |
| Global Markets | 5 | 2 | large | 7 | - | n/a |
| Wealth | 3 | 2 | 50\% | 5 | - | n/a |
|  | 404 | 214 | 89\% | 618 | 188 | large |

New Zealand region
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| Collective provision charge | Half <br> year <br> Sep 09 <br> NZD M | Half year <br> Mar 09 NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year <br> Sep 09 NZD M | Full year <br> Sep 08 NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 43 | 19 | large | 62 | 51 | 22\% |
| Commercial | 134 | 16 | large | 150 | 47 | large |
| Corporate \& Commercial Banking | 68 | 12 | large | 80 | 35 | large |
| Rural Banking | 69 | 1 | large | 70 | 4 | large |
| Other | (3) | 3 | large | - | 8 | -100\% |
| Institutional | 20 | 23 | -13\% | 43 | 14 | large |
| Transaction Banking | 10 | - | n/a | 10 | - | n/a |
| Global Markets | 2 | 1 | 100\% | 3 | 1 | large |
| Other | 8 | 22 | -64\% | 30 | 13 | large |
| Other | (3) | 19 | large | 16 | - | n/a |
|  | 194 | 77 | large | 271 | 112 | large |


| Net loans \& advances including acceptances | Half year Sep 09 NZD M | Half year Mar 09 NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 NZD M | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \text { NZD M } \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 52,443 | 52,688 | 0\% | 52,443 | 52,700 | 0\% |
| Commercial | 35,942 | 36,009 | 0\% | 35,942 | 35,458 | 1\% |
| Corporate \& Commercial Banking | 14,730 | 15,404 | -4\% | 14,730 | 15,506 | -5\% |
| Rural | 19,383 | 18,681 | 4\% | 19,383 | 17,950 | 8\% |
| Other | 1,829 | 1,924 | -5\% | 1,829 | 2,002 | -9\% |
| Institutional | 7,671 | 8,846 | -13\% | 7,671 | 8,795 | -13\% |
| Specialised Lending (including Relationship Lending) | 6,405 | 6,871 | -7\% | 6,405 | 7,339 | -13\% |
| Global Markets | 967 | 1,454 | -33\% | 967 | 710 | 36\% |
| Other | 299 | 521 | -43\% | 299 | 746 | -60\% |
| Wealth | 967 | 941 | 3\% | 967 | 883 | 10\% |
|  | 97,023 | 98,484 | -1\% | 97,023 | 97,836 | -1\% |


| Customer deposits | Half <br> year <br> Sep 09 <br> NZD M | Half year <br> Mar 09 <br> NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 NZD M | Full year Sep 08 NZD M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 33,661 | 33,836 | -1\% | 33,661 | 32,674 | 3\% |
| Commercial | 10,364 | 11,145 | -7\% | 10,364 | 11,466 | -10\% |
| Corporate \& Commercial Banking | 6,599 | 6,993 | -6\% | 6,599 | 7,065 | -7\% |
| Rural Banking | 2,228 | 2,450 | -9\% | 2,228 | 2,718 | -18\% |
| Other | 1,537 | 1,702 | -10\% | 1,537 | 1,683 | -9\% |
| Institutional | 11,144 | 10,241 | 9\% | 11,144 | 10,573 | 5\% |
| Transaction Banking | 5,479 | 5,735 | -4\% | 5,479 | 6,044 | -9\% |
| Global Markets | 5,665 | 4,506 | 26\% | 5,665 | 4,529 | 25\% |
| Wealth | 4,688 | 4,247 | 10\% | 4,688 | 4,315 | 9\% |
| Other | 74 | 84 | -12\% | 74 | 85 | -13\% |
|  | 59,931 | 59,553 | 1\% | 59,931 | 59,113 | 1\% |


| Table reflects AUD results for New Zealand region NZD results shown on page 54 | Half year Sep 09 $\$ M$ | Half year Mar 09 \$M | Movt Sep 09 <br> v. Mar 09 $\%$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ |  | Movt Sep 09 v. Sep 08 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 892 | 987 | -10\% | 1,879 | 1,705 | 10\% |
| Other external operating income | 330 | 429 | -23\% | 759 | 855 | -11\% |
| Operating income | 1,222 | 1,416 | -14\% | 2,638 | 2,560 | 3\% |
| Operating expenses | (589) | (593) | -1\% | $(1,182)$ | $(1,175)$ | 1\% |
| Profit before credit impairment and income tax | 633 | 823 | -23\% | 1,456 | 1,385 | 5\% |
| Provision for credit impairment | (486) | (241) | large | (727) | (251) | large |
| Profit before income tax | 147 | 582 | -75\% | 729 | 1,134 | -36\% |
| Income tax expense | (44) | (172) | -74\% | (216) | (361) | -40\% |
| Underlying profit | 103 | 410 | -75\% | 513 | 773 | -34\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (294) | (60) | large | (354) | 58 | large |
| Profit/(Loss) | (191) | 350 | large | 159 | 831 | -81\% |
| Consisting of: |  |  |  |  |  |  |
| Retail | 57 | 139 | -59\% | 196 | 354 | -45\% |
| Commercial | (13) | 110 | large | 97 | 276 | -65\% |
| Wealth | 3 | 6 | -50\% | 9 | 24 | -63\% |
| Operations \& Support | - | 8 | -100\% | 8 | 5 | 60\% |
| New Zealand Businesses | 47 | 263 | -82\% | 310 | 659 | -53\% |
| Institutional | 97 | 198 | -51\% | 295 | 235 | 26\% |
| Other | (41) | (51) | -20\% | (92) | (121) | -24\% |
| Underlying profit | 103 | 410 | -75\% | 513 | 773 | -34\% |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (294) | (60) | large | (354) | 58 | large |
| Profit/(Loss) | (191) | 350 | large | 159 | 831 | -81\% |
| Balance Sheet |  |  |  |  |  |  |
| Net loans \& advances including acceptances | 79,605 | 81,614 | -2\% | 79,605 | 81,981 | -3\% |
| Other external assets | 21,714 | 25,068 | -13\% | 21,714 | 18,330 | 18\% |
| External assets | 101,319 | 106,682 | -5\% | 101,319 | 100,311 | 1\% |
| Customer deposits | 49,173 | 49,353 | 0\% | 49,173 | 49,534 | -1\% |
| Other deposits and borrowings | 9,705 | 10,827 | -10\% | 9,705 | 15,233 | -36\% |
| Deposits and other borrowings | 58,878 | 60,180 | -2\% | 58,878 | 64,767 | -9\% |
| Other external liabilities | 23,650 | 29,659 | -20\% | 23,650 | 24,025 | -2\% |
| External liabilities | 82,528 | 89,839 | -8\% | 82,528 | 88,792 | -7\% |
| Risk weighted assets | 54,908 | 55,248 | -1\% | 54,908 | 55,727 | -1\% |
| Average net loans and advances including acceptances | 77,566 | 81,442 | -5\% | 79,499 | 77,652 | 2\% |
| Average deposits and other borrowings | 57,850 | 63,631 | -9\% | 60,733 | 61,391 | -1\% |
| Ratios |  |  |  |  |  |  |
| Net interest average margin | 2.03\% | 2.14\% |  | 2.09\% | 1.96\% |  |
| Net interest average margin (excluding cashflow on derivatives) | 2.05\% | 2.04\% |  | 2.04\% | 2.04\% |  |
| Operating expenses ${ }^{1}$ to operating income | 48.1\% | 41.9\% |  | 44.8\% | 45.9\% |  |
| Operating expenses ${ }^{1}$ to average assets | 1.15\% | 1.09\% |  | 1.12\% | 1.24\% |  |
| Individual provision ${ }^{2}$ charge | 328 | 178 | 84\% | 506 | 157 | large |
| Individual provision charge as a \% of average net advances | 0.84\% | 0.44\% |  | 0.64\% | 0.20\% |  |
| Collective provision charge | 158 | 63 | large | 221 | 94 | large |
| Collective provision charge as a \% of average net advances | 0.41\% | 0.16\% |  | 0.28\% | 0.12\% |  |
| Net impaired loans | 584 | 280 | large | 584 | 163 | large |
| Net impaired loans as a \% of net advances | 0.73\% | 0.34\% |  | 0.73\% | 0.20\% |  |
| Total employees | 8,879 | 9,028 | -2\% | 8,879 | 9,515 | -7\% |

[^17]
## New Zealand Businesses

Jenny Fagg

|  | Half year Sep 09 NZD M | Half year Mar 09 NZD M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \text { NZD M } \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \text { NZD M } \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 944 | 992 | -5\% | 1,936 | 2,060 | -6\% |
| Other external operating income | 296 | 323 | -8\% | 619 | 611 | 1\% |
| Operating income | 1,240 | 1,315 | -6\% | 2,555 | 2,671 | -4\% |
| Operating expenses | (625) | (622) | 0\% | $(1,247)$ | $(1,226)$ | 2\% |
| Profit before credit impairment and income tax | 615 | 693 | -11\% | 1,308 | 1,445 | -9\% |
| Provision for credit impairment | (531) | (247) | large | (778) | (286) | large |
| Profit before income tax | 84 | 446 | -81\% | 530 | 1,159 | -54\% |
| Income tax expense and minority interest | (21) | (129) | -84\% | (150) | (373) | -60\% |
| Underlying profit (NZD) | 63 | 317 | -80\% | 380 | 786 | -52\% |
| Risk weighted assets | 53,459 | 51,330 | 4\% | 53,459 | 51,075 | 5\% |
| Average net loans \& advances including acceptances | 89,508 | 89,448 | 0\% | 89,478 | 85,059 | 5\% |
| Average deposits and other borrowings | 55,828 | 59,690 | -6\% | 57,754 | 58,005 | 0\% |
| Ratios |  |  |  |  |  |  |
| Net interest margin | 2.08\% | 2.20\% |  | 2.14\% | 2.40\% |  |
| Return on average assets | 0.13\% | 0.69\% |  | 0.41\% | 0.90\% |  |
| Operating expenses to operating income | 50.4\% | 47.3\% |  | 48.8\% | 45.9\% |  |
| Operating expenses to average assets | 1.33\% | 1.35\% |  | 1.34\% | 1.41\% |  |
| Individual provision charge | 356 | 212 | 68\% | 568 | 187 | large |
| Individual provision charge as a \% of average net advances | 0.79\% | 0.48\% |  | 0.63\% | 0.22\% |  |
| Collective provision charge | 175 | 35 | large | 210 | 99 | large |
| Collective provision charge as a \% of average net advances | 0.39\% | 0.08\% |  | 0.23\% | 0.12\% |  |
| Net impaired loans | 672 | 334 | large | 672 | 191 | large |
| Net impaired loans as a \% of net advances | 0.75\% | 0.37\% |  | 0.75\% | 0.21\% |  |
| Total employees | 8,633 | 8,595 | 0\% | 8,633 | 8,996 | -4\% |
| Net loans and advances including acceptances | 89,352 | 89,647 | 0\% | 89,352 | 89,042 | 0\% |
| Deposits and other borrowings | 56,106 | 55,373 | 1\% | 56,106 | 61,108 | -8\% |

## 2009 result

The economic downturn in New Zealand has been more pronounced and protracted than that experienced in Australia. The banking environment has remained difficult throughout 2009, significantly impacting financial performance in the Retail, Commercial and Wealth businesses both in terms of revenue growth and provisioning. Global market volatility has, however, enabled a very strong result in the Institutional Markets business.
Profit decreased $80 \%$ impacted by negative adjustments between statutory profit and underlying profit of NZD194 million, principally tax provisioning on Conduits (refer page 13) and the ING investor settlement. After excluding adjustments to arrive at statutory profit, underlying profit reduced 32\%, largely driven by a NZD421 million after tax increase in credit impairment expense, with credit cycle impacts felt across all businesses. Operating Income in the New Zealand Businesses declined $4 \%$, with lending growth constrained by de-leveraging underway in the consumer and business sectors, and net interest margin contracting as a result of deposit competition. The Institutional business, however, delivered a $36 \%$ increase in revenue, with Markets taking advantage of opportunities presented by volatility during the first half.

- Net interest income increased $13 \%$, or by $2 \%$, after adjusting for a NZD226 million increase in net interest income from derivative and liquidity positions that was offset by a decrease in trading income. The result was driven by a strong contribution from positioning the balance sheet (mismatch earnings) and earnings on higher levels of retained capital, moderated by margin contraction of 26 basis points in our core Retail and Commercial businesses. Margin contraction reflected intensified competition for deposits driven by increased wholesale funding spreads, and the delay in passing these costs on due to the predominance of fixed rate mortgages in the lending book, as well as adverse break costs on mortgages as customers take advantage of falling interest rates.
- Excluding the change in composition of the derivative and liquidity result referred to above, other external operating income increased $14 \%$, largely reflecting a strong Markets result. Other income for NZ Businesses increased $1 \%$, assisted by the sale and leaseback of bank branches (NZD17 million). Retail fees were generally weak with a fall off in transactional volumes driven by lower consumer spend in a slowing economy.
- Operating expenses increased 4\%. Costs have been well managed, reflecting benefits from business transformation strategies that have been in place over the last year, as well as from strong control of discretionary expenditure. These have offset the increase in costs from the acquisition of a subsidiary as part of a debt restructure, higher remuneration costs in Institutional and higher business transformation costs.
- Provision for credit impairment charge increased NZD589 million as a result of credit cycle impacts across the businesses. The individual provision charge increased NZD430 million, reflecting an increase in loss rate from the relatively low level of 20 basis points in the 2008 year to 63 basis points in 2009. This was largely from general deterioration across the book, with the largest increase in the Commercial businesses, albeit from relatively low levels in 2008. An increase of NZD52 million in Institutional largely related to a single name exposure. The collective provision charge increased NZD159 million with largest increases in the Commercial businesses (NZD103 million) as a result of economic cycle risk adjustments booked in the second half. The total provision coverage (ratio of total provisions held to credit risk weighted assets) at September 2009 was strong at $2.12 \%$, up from $1.11 \%$ in 2008.


## Comparison with March 2009 half

Business conditions became increasingly difficult during 2009. This has driven a weaker result in the September 2009 half, with a loss of NZD227 million. After excluding adjustments between statutory profit and underlying profit, underlying profit declined $73 \%$, driven by Markets revenue normalising from the exceptional levels of the first half, the impact of intensified deposit competition on margins and continued pressure on credit quality.
Net interest income decreased 2\% after adjusting for a NZD51 million decrease in net interest income from derivative and liquidity positions that was offset by an increase in trading income. The result reflected net interest margin contraction in the New Zealand Businesses of 12 basis points, driven by higher wholesale funding costs, competition for customer deposits, and higher break costs on mortgages. This was partly offset by a strong result from positioning the balance sheet (mismatch earnings) and higher levels of retained capital.
Excluding the impact of the change in composition of the derivatives result, other external operating income declined $25 \%$. This mainly reflected performance in Markets, with the exceptional result in the March 2009 half not being matched in the second half. Retail fees were weaker as a result of the economic slow down, and the March 2009 half benefited from the sale of bank branches (NZD17 million).

Operating expenses increased $3 \%$, with costs well managed across all businesses. Cost growth reflects remuneration costs in Institutional and higher business transformation and technology costs which more than offset reduced costs due to staff reductions from business transformation.
Provision for credit impairment charge increased NZD307 million. The individual provision charge increased NZD190 million, with households and businesses continuing to face financial stress in the downturn. The charge in Institutional increased NZD48 million, largely from a single name exposure. The collective provision charge increased NZD117 million, mainly comprising economic cycle risk adjustments in the Commercial businesses to reflect the adverse outlook in the corporate and rural sectors of the economy.

## Institutional division

Shayne Elliott

Institutional division is included as a separate segment as it operates across all three regions offering specialist products and services within Transaction Banking, Specialised Lending and Global Markets to customers in Australia, New Zealand and Asia Pacific, Europe \& America. The results for Institutional are also reported in the applicable region, consistent with how this segment is internally managed.

|  | Half year Sep 09 \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Full year Sep 08 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 1,478 | 1,563 | -5\% | 3,041 | 1,823 | 67\% |
| Other external operating income | 953 | 954 | 0\% | 1,907 | 1,801 | 6\% |
| Operating income | 2,431 | 2,517 | -3\% | 4,948 | 3,624 | 37\% |
| Operating expenses | (841) | (742) | 13\% | $(1,583)$ | $(1,245)$ | 27\% |
| Profit before credit impairment and income tax | 1,590 | 1,775 | -10\% | 3,365 | 2,379 | 41\% |
| Provision for credit impairment | (690) | (718) | -4\% | $(1,408)$ | $(1,281)$ | 10\% |
| Profit before income tax | 900 | 1,057 | -15\% | 1,957 | 1,098 | 78\% |
| Income tax expense and minority interest | (248) | (308) | -19\% | (556) | (327) | 70\% |
| Underlying profit | 652 | 749 | -13\% | 1,401 | 771 | 82\% |
| Consisting of: |  |  |  |  |  |  |
| Transaction Banking | 68 | 268 | -75\% | 336 | 244 | 38\% |
| Specialised Lending (including Relationship Lending) | 224 | 96 | large | 320 | 371 | -14\% |
| Global Markets | 595 | 494 | 20\% | 1,089 | 409 | large |
| Balance Sheet Management | (60) | 40 | large | (20) | (59) | -66\% |
| Relationship \& Infrastructure | (175) | (149) | 17\% | (324) | (194) | 67\% |
| Underlying Profit | 652 | 749 | -13\% | 1,401 | 771 | 82\% |
| Geographic segments: |  |  |  |  |  |  |
| Australia | 396 | 259 | 53\% | 655 | 325 | large |
| New Zealand | 97 | 198 | -51\% | 295 | 235 | 26\% |
| Asia Pacific, Europe and America | 159 | 292 | -46\% | 451 | 211 | large |
| Underlying profit | 652 | 749 | -13\% | 1,401 | 771 | 82\% |
| Balance Sheet |  |  |  |  |  |  |
| Net loans \& advances including acceptances | 70,356 | 85,090 | -17\% | 70,356 | 85,814 | -18\% |
| Other external assets | 113,494 | 123,694 | -8\% | 113,494 | 101,528 | 12\% |
| External assets | 183,850 | 208,784 | -12\% | 183,850 | 187,342 | -2\% |
| Customer deposits | 77,380 | 76,610 | 1\% | 77,380 | 64,847 | 19\% |
| Other deposits and borrowings | 18,460 | 21,086 | -12\% | 18,460 | 21,713 | -15\% |
| Deposits and other borrowings | 95,840 | 97,696 | -2\% | 95,840 | 86,560 | 11\% |
| Other external liabilities | 66,563 | 79,803 | -17\% | 66,563 | 68,497 | -3\% |
| External liabilities | 162,403 | 177,499 | -9\% | 162,403 | 155,057 | 5\% |
| Risk weighted assets | 124,968 | 149,855 | -17\% | 124,968 | 145,978 | -14\% |
| Average net loans \& advances including acceptances | 74,597 | 89,093 | -16\% | 81,825 | 79,128 | 3\% |
| Average deposits and other borrowings | 96,557 | 94,994 | 2\% | 95,776 | 77,287 | 24\% |
| Ratios |  |  |  |  |  |  |
| Net interest margin | 2.12\% | 1.99\% |  | 2.05\% | 1.36\% |  |
| Net interest margin (excluding cashflow on derivatives) | 2.04\% | 1.78\% |  | 1.90\% | 1.58\% |  |
| Operating expenses to operating income | 34.6\% | 29.5\% |  | 32.0\% | 34.4\% |  |
| Operating expenses to average assets | 0.90\% | 0.65\% |  | 0.77\% | 0.76\% |  |
| Individual provision charge ${ }^{1}$ | 560 | 984 | -43\% | 1,544 | 653 | large |
| Individual provision charge ${ }^{2}$ as a \% of average net advances | 1.50\% | 2.17\% |  | 1.86\% | 0.70\% |  |
| Collective provision charge | 130 | (266) | large | (136) | 628 | large |
| Collective provision charge as a \% of average net advances | 0.35\% | (0.60\%) |  | (0.17\%) | 0.79\% |  |
| Net impaired loans | 1,852 | 1,738 | 7\% | 1,852 | 733 | large |
| Net impaired loans as a \% of net advances | 2.63\% | 2.04\% |  | 2.63\% | 0.85\% |  |
| Total employees | 5,149 | 4,876 | 6\% | 5,149 | 4,733 | 9\% |

[^18]Institutional<br>Shayne Elliott

## 2009 result

Institutional's underlying profit grew by $82 \%$, driven by strong revenue growth across all businesses.
The refocus on our global client segment propositions drove revenue in areas of core client demand. Interest rate and general market volatility and increased customer focus delivered Global Markets trading and sales revenue growth of $77 \%$. Transaction Banking revenue grew by $12 \%$ and Specialised Lending revenue grew by $23 \%$. Net lending assets fell by $18 \%$ during the year, where an increase in equity raisings in capital markets and a general response to the economic environment prompted the pay down of lending. Net interest margin (excluding cash flow on derivatives) increased by 32 basis points in response to widening credit spreads and repricing for risk. Customer deposits increased by $\$ 12.5$ billion during the year reflecting our focus on core client needs in a volatile environment while reducing reliance on wholesale borrowing. Expenses grew by $27 \%$ reflecting the investment in the "Rebuild and Refocus" program and building our client franchises particularly in Asia where employee numbers increased by 188 to support business growth in that region. In addition, remuneration costs increased associated with attracting experienced bankers and specialist staff.

Provision for credit impairment was up $10 \%$. Individual provisions of $\$ 1.5$ billion were predominantly in Australia in the first half, largely related to securities lending, property exposures, agribusiness and a limited number of corporate names. This was offset in part by a net release of collective provision of $\$ 136$ million, reflecting the release of some of the $\$ 300$ million concentration risk and economic cycle collective provision booked in the prior financial year for exposures to financial services and property sectors which crystallised during the first half, lower volumes and allowance for concentration risks at the end of the year. Net non performing loans grew to $\$ 1.8$ billion, although the rate of growth slowed significantly in the second half.

Significant factors affecting the result were as follows:

- Global Markets revenue increased $77 \%$ to $\$ 2.2$ billion with strong trading and sales revenues generated in a volatile market.
- Net interest margin increased by 69 basis points to $2.05 \%$. Excluding the impact of higher funding benefits associated with unrealised trading gains (offset by an equivalent decrease in trading income), net interest margin increased 32 basis points reflecting widening spreads and repricing for risk.
- Asia Pacific, Europe \& America revenue increased reflecting strategic investment in the region.
- New Zealand revenue growth was $33 \%$, despite poor local economic conditions. Revenue growth was driven mainly by Global Markets.


## Comparison with March 2009 half

Underlying profit for the half decreased $\$ 97$ million with revenue down by $3 \%$. Global Markets trading revenue, and Specialised Lending repricing continued the momentum from the first half. Transaction Banking was adversely impacted by competition on deposit margins and higher provisioning. Balance Sheet Management's result was lower due mainly to credit portfolio management which suffered losses of $\$ 70$ million on credit protection as credit spreads tightened during the September 2009 half compared to profits of $\$ 58$ million in the March 2009 half.

Overall, the provision for credit impairment charge was lower compared to first half with a decrease in the individual provisions offset by an increase in the collective provision including concentration risk adjustments.

Net interest margin increased 13 basis points off the back of repricing. Excluding the impact of cash flow on derivatives, margins improved to $2.04 \%$ from $1.78 \%$. Net lending assets decreased $17 \%$ driven by equity raisings in capital markets while customer deposits increased by $1 \%$.

The Division continued with investment in technology and people, with costs associated with the "Rebuild and Refocus" program and higher remuneration costs associated with retaining and attracting specialist staff.

## Institutional Asia Pacific, Europe \& America

Alex Thursby

The contribution from Institutional Asia Pacific, Europe \& America is included in both the Institutional results (pages 60 to 61 ) and the Asia Pacific, Europe \& America results (page 52). This is consistent with how this business is internally managed.
The following information is presented purely for reconciliation purposes.

|  | Half year Sep 09 \$M |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 \$M | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 258 | 287 | -10\% | 545 | 282 | 93\% |
| Other external operating income ${ }^{1}$ | 230 | 397 | -42\% | 627 | 411 | 53\% |
| Operating income | 488 | 684 | -29\% | 1,172 | 693 | 69\% |
| Operating expenses | (211) | (207) | 2\% | (418) | (268) | 56\% |
| Profit before credit impairment and income tax | 277 | 477 | -42\% | 754 | 425 | 77\% |
| Provision for credit impairment ${ }^{1}$ | (68) | (72) | -6\% | (140) | (126) | 11\% |
| Profit before income tax | 209 | 405 | -48\% | 614 | 299 | large |
| Income tax expense and minority interest | (50) | (113) | -56\% | (163) | (88) | 85\% |
| Underlying profit | 159 | 292 | -46\% | 451 | 211 | large |
| Consisting of: |  |  |  |  |  |  |
| Institutional Asia | 96 | 151 | -36\% | 247 | 110 | large |
| Institutional Pacific | 39 | 50 | -22\% | 89 | 80 | 11\% |
| Institutional Europe \& America | 24 | 91 | -74\% | 115 | 21 | large |
|  | 159 | 292 | -46\% | 451 | 211 | large |
| Balance Sheet |  |  |  |  |  |  |
| Net loans \& advances including acceptances | 14,669 | 17,536 | -16\% | 14,669 | 16,938 | -13\% |
| Other external assets | 28,146 | 25,089 | 12\% | 28,146 | 25,017 | 13\% |
| External assets | 42,815 | 42,625 | 0\% | 42,815 | 41,955 | 2\% |
| Customer deposits | 21,436 | 19,715 | 9\% | 21,436 | 13,715 | 56\% |
| Other deposits and borrowings | 10,696 | 11,215 | -5\% | 10,696 | 12,963 | -17\% |
| Deposits and other borrowings | 32,132 | 30,930 | 4\% | 32,132 | 26,678 | 20\% |
| Other external liabilities | 9,533 | 7,826 | 22\% | 9,533 | 12,541 | -24\% |
| External liabilities | 41,665 | 38,756 | 8\% | 41,665 | 39,219 | 6\% |
| Risk weighted assets | 27,671 | 32,712 | -15\% | 27,671 | 32,428 | -15\% |
| Total employees | 936 | 857 | 9\% | 936 | 806 | 16\% |

[^19]
## Group Centre ${ }^{1}$



1. Group Centre comprises Operations, Technology \& Shared Services, Group Human Resources, Group Risk Management, Group Treasury (includes the funding component of Treasury results, with the mismatch component being included in Institutional Division's Global Markets business), Group Strategy and Marketing, Corporate Affairs, Corporate Communications, Group Financial Management and Shareholder Functions

## 2009 results

The underlying loss of $\$ 211$ million was in line with the prior year with a number of offsetting factors impacting the result.

- Operating income improved $\$ 120$ million due primarily to higher capital earnings (up $\$ 196$ million) following the conversion of $\$ 1.0$ billion of ANZ StEPS to equity, the $\$ 2.5$ billion Institutional share placement, the $\$ 2.2$ billion retail share purchase plan, dividend reinvestment plans and underwriting of the 2008 final dividend. These were partly offset by increased capital allocated to the businesses and the impacts of reduced interest rates earned on the capital. Profits on the sale of properties of $\$ 54$ million in 2008 were not repeated in 2009 , profits on matured revenue hedges reduced by $\$ 30$ million and earnings from the central treasury function reduced by $\$ 20$ million.
- Operating expenses increased $\$ 70$ million in 2009 due mainly to higher project costs associated with ANZ's transformation programs, higher property costs, annual salary reviews, a write-down of software and lower cost recoveries by the Operations and Technology area.


## Comparison with March 2009 half

The underlying loss of $\$ 49$ million in the September 2009 half year reduced from a loss of $\$ 162$ million in the March 2009 half.

- Operating income improved $\$ 233$ million due primarily to higher capital earnings following the $\$ 2.5$ billion Institutional share placement, the $\$ 2.2$ billion retail share purchase plan, dividend reinvestment plans and a full half's impact from underwriting of the 2008 final dividend and reduced capital allocated to the businesses. These factors were partially offset by the impacts of reduced interest rates earned on the capital. Earnings on matured revenue hedges improved from a loss of $\$ 14$ million in the March half to a profit of $\$ 31$ million in the September half.
- Operating expenses increased $\$ 77$ million in the September 2009 half year due mainly to higher project costs associated with ANZ's transformation programs and a write-down of software.


## Global Customer review

| Underlying operating income | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | 3,159 | 3,009 | 5\% | 6,168 | 5,657 | 9\% |
| Australia | 2,115 | 1,945 | 9\% | 4,060 | 3,640 | 12\% |
| Asia Pacific, Europe \& America | 403 | 389 | 4\% | 792 | 561 | 41\% |
| New Zealand | 641 | 675 | -5\% | 1,316 | 1,456 | -10\% |
| Commercial | 1,381 | 1,407 | -2\% | 2,788 | 2,572 | 8\% |
| Australia | 1,047 | 1,037 | 1\% | 2,084 | 1,847 | 13\% |
| New Zealand | 334 | 370 | -10\% | 704 | 725 | -3\% |
| Institutional | 2,431 | 2,517 | -3\% | 4,948 | 3,624 | 37\% |
| Australia | 1,681 | 1,464 | 15\% | 3,145 | 2,456 | 28\% |
| Asia Pacific, Europe \& America | 488 | 684 | -29\% | 1,172 | 693 | 69\% |
| New Zealand | 262 | 369 | -29\% | 631 | 475 | 33\% |
| Group Centre, Wealth, Support and Operations | 356 | 107 | large | 463 | 442 | 5\% |
|  | 7,327 | 7,040 | 4\% | 14,367 | 12,295 | 17\% |

## Underlying profit

| Retail | 1,000 | 912 | 10\% | 1,912 | 1,793 | 7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 747 | 620 | 20\% | 1,367 | 1,213 | 13\% |
| Asia Pacific, Europe \& America | 196 | 153 | 28\% | 349 | 227 | 54\% |
| New Zealand | 57 | 139 | -59\% | 196 | 353 | -44\% |
| Commercial | 316 | 412 | -23\% | 728 | 894 | -19\% |
| Australia | 329 | 302 | 9\% | 631 | 618 | 2\% |
| New Zealand | (13) | 110 | large | 97 | 276 | -65\% |
| Institutional | 652 | 749 | -13\% | 1,401 | 771 | 82\% |
| Australia | 396 | 259 | 53\% | 655 | 325 | large |
| Asia Pacific, Europe \& America | 159 | 292 | -46\% | 451 | 211 | large |
| New Zealand | 97 | 198 | -51\% | 295 | 235 | 26\% |
| Group Centre, Wealth, Support and Operations | (104) | (165) | -37\% | (269) | (32) | large |
|  | 1,864 | 1,908 | -2\% | 3,772 | 3,426 | 10\% |

Net loans and advances and acceptances

| Retail | 197,164 | 193,190 | 2\% | 197,164 | 185,045 | 7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 151,128 | 145,901 | 4\% | 151,128 | 137,772 | 10\% |
| Asia Pacific | 3,008 | 3,618 | -17\% | 3,008 | 3,113 | -3\% |
| New Zealand | 43,028 | 43,671 | -1\% | 43,028 | 44,160 | -3\% |
| Commercial | 73,308 | 73,592 | 0\% | 73,308 | 73,509 | 0\% |
| Australia | 43,818 | 43,752 | 0\% | 43,818 | 43,797 | 0\% |
| New Zealand | 29,490 | 29,840 | -1\% | 29,490 | 29,712 | -1\% |
| Institutional | 70,355 | 85,092 | -17\% | 70,355 | 85,815 | -18\% |
| Australia | 49,392 | 60,225 | -18\% | 49,392 | 61,508 | -20\% |
| Asia Pacific, Europe \& America | 14,669 | 17,536 | -16\% | 14,669 | 16,938 | -13\% |
| New Zealand | 6,294 | 7,331 | -14\% | 6,294 | 7,369 | -15\% |
| Group Centre, Wealth, Support and Operations | 4,942 | 4,926 | 0\% | 4,942 | 5,482 | -10\% |
|  | 345,769 | 356,800 | -3\% | 345,769 | 349,851 | -1\% |


|  | $\begin{array}{r} \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Sep } 07 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Sep } 06 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Sep } 05 \\ \$ M \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |
| Net interest income | 9,810 | 7,855 | 7,302 | 6,943 | 6,371 |
| Other operating income | 4,557 | 4,440 | 3,765 | 3,146 | 2,935 |
| Operating expenses | $(6,068)$ | $(5,406)$ | $(4,953)$ | $(4,605)$ | $(4,340)$ |
| Provision for credit impairment | $(3,056)$ | $(2,090)$ | (567) | (407) | (565) |
| Profit before income tax | 5,243 | 4,799 | 5,547 | 5,077 | 4,401 |
| Income tax expense | $(1,469)$ | $(1,365)$ | $(1,616)$ | $(1,486)$ | $(1,247)$ |
| Minority interest | (2) | (8) | (7) | (4) | (3) |
| Underlying profit ${ }^{1}$ | 3,772 | 3,426 | 3,924 | 3,587 | 3,151 |
| Adjustments between statutory profit and underlying profit ${ }^{1}$ | (829) | (107) | 256 | 101 | 24 |
| Profit attributable to shareholders of the Company | 2,943 | 3,319 | 4,180 | 3,688 | 3,175 |

## Balance Sheet

| Assets | 476,987 | 470,293 | 392,773 | 334,640 | 300,885 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net assets | 32,429 | 26,552 | 22,048 | 19,906 | 19,538 |
| Ratios |  |  |  |  |  |
| Return on average ordinary equity ${ }^{2}$ | 10.3\% | 14.5\% | 20.9\% | 20.7\% | 18.3\% |
| Return on average assets | 0.6\% | 0.8\% | 1.2\% | 1.1\% | 1.1\% |
| Tier 1 capital ratio ${ }^{3}$ | 10.6\% | 7.7\% | 6.7\% | 6.8\% | 6.9\% |
| Total capital ratio ${ }^{3}$ | 13.7\% | 11.1\% | 10.1\% | 10.6\% | 10.5\% |
| Operating expenses to operating income | 45.7\% | 46.8\% | 43.7\% | 44.6\% | 47.0\% |
| Operating expenses to operating income (underlying) ${ }^{1}$ | 42.2\% | 44.0\% | 44.9\% | 45.6\% | 46.6\% |

## Shareholder value - ordinary shares

Total return to shareholders

| (share price movement plus dividends) | 40.3\% | -33.5\% | 15.6\% | 17.1\% | 32.6\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Market capitalisation | 61,085 | 38,263 | 55,382 | 49,331 | 43,834 |
| Dividend | 102 cents | 136 cents | 136 cents | 125 cents | 110 cents |
| Franked portion | 100\% | 100\% | 100\% | 100\% | 100\% |
| Share price |  |  |  |  |  |
| - high | \$24.99 | \$31.74 | \$31.50 | \$28.66 | \$24.45 |
| - Iow | \$11.83 | \$15.07 | \$25.75 | \$22.70 | \$19.02 |
| - closing | \$24.39 | \$18.75 | \$29.70 | \$26.86 | \$24.00 |
| Share information (per fully paid) |  |  |  |  |  |
| Earnings per share - basic | 131.0c | 170.4c | 224.1c | 200.0c | 169.5c |
| Dividend payout ratio | 82.3\% | 82.7\% | 60.9\% | 62.6\% | 65.0\% |
| Net tangible assets | \$11.02 | \$10.72 | \$9.36 | \$8.53 | \$7.77 |
| Number of fully paid ordinary shares (M) | 2,504.5 | 2,040.7 | 1,864.7 | 1,836.6 | 1,826.4 |
| Other information |  |  |  |  |  |
| Permanent employees (FTE) | 36,094 | 35,423 | 33,004 | 30,644 | 29,471 |
| Temporary employees (FTE) | 1,593 | 1,502 | 1,349 | 1,612 | 1,505 |
| Total employees (FTE) | 37,687 | 36,925 | 34,353 | 32,256 | 30,976 |
| Points of representation | 1,352 | 1,340 | 1,327 | 1,265 | 1,223 |
| Number of shareholders ${ }^{4}$ | 396,181 | 376,813 | 327,703 | 291,262 | 263,467 |

[^20]
# Australia and New Zealand Banking Group Limited 

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## Australia and New Zealand Banking Group Limited

|  | Note | Half year Sep 09 \$M |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 \$M |  | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total income | 3 | 13,563 | 16,445 | -18\% | 30,008 | 36,913 | -19\% |
| Interest income |  | 11,506 | 14,700 | -22\% | 26,206 | 32,604 | -20\% |
| Interest expense |  | $(6,520)$ | $(9,878)$ | -34\% | $(16,398)$ | $(24,754)$ | -34\% |
| Net interest income | 3 | 4,986 | 4,822 | 3\% | 9,808 | 7,850 | 25\% |
| Other operating income | 3 | 1,830 | 1,507 | 21\% | 3,337 | 3,948 | -15\% |
| Share of joint venture profit from ING Australia and ING New Zealand |  | 54 | 29 | 86\% | 83 | 143 | -42\% |
| Share of associates' profit |  | 173 | 209 | -17\% | 382 | 218 | 75\% |
| Operating income |  | 7,043 | 6,567 | 7\% | 13,610 | 12,159 | 12\% |
| Operating expenses | 4 | $(3,135)$ | $(3,090)$ | 1\% | $(6,225)$ | $(5,696)$ | 9\% |
| Profit before credit impairment and income tax |  | 3,908 | 3,477 | 12\% | 7,385 | 6,463 | 14\% |
| Provision for credit impairment | 10 | $(1,632)$ | $(1,373)$ | 19\% | $(3,005)$ | $(1,948)$ | 54\% |
| Profit before income tax |  | 2,276 | 2,104 | 8\% | 4,380 | 4,515 | -3\% |
| Income tax expense | 5 | (752) | (683) | 10\% | $(1,435)$ | $(1,188)$ | 21\% |
| Profit for the period |  | 1,524 | 1,421 | 7\% | 2,945 | 3,327 | -11\% |
| Comprising: |  |  |  |  |  |  |  |
| Profit attributable to minority interest |  | (2) | 4 | large | 2 | 8 | -75\% |
| Profit attributable to shareholders of the Company |  | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Earnings per ordinary share (cents) |  |  |  |  |  |  |  |
| Basic | 7 | 64.8 | 66.3 | -2\% | 131.0 | 170.4 | -23\% |
| Diluted | 7 | 63.8 | 63.4 | 1\% | 129.6 | 162.2 | -20\% |
| Dividend per ordinary share (cents) | 6 | 56.0 | 46.0 | 22\% | 102 | 136 | -25\% |

The notes appearing on pages 73 to 96 form an integral part of the Condensed Consolidated Financial Information and Other Disclosures

## Australia and New Zealand Banking Group Limited

|  |  | As at Sep 09 | As at Mar 09 | As at Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | Note | \$M | \$M | \$M | \% | \% |
| Liquid assets |  | 25,317 | 26,743 | 25,030 | -5\% | 1\% |
| Due from other financial institutions |  | 4,985 | 5,354 | 9,862 | -7\% | -49\% |
| Trading securities |  | 30,991 | 21,312 | 15,177 | 45\% | large |
| Derivative financial instruments |  | 37,404 | 57,445 | 36,941 | -35\% | 1\% |
| Current tax assets |  | 693 | 327 | 809 | large | -14\% |
| Available-for-sale assets |  | 16,575 | 16,182 | 17,480 | 2\% | -5\% |
| Net loans and advances | 8 | 332,007 | 341,783 | 334,554 | -3\% | -1\% |
| Customers' liability for acceptances |  | 13,762 | 15,017 | 15,297 | -8\% | -10\% |
| Shares in associates and joint venture entities |  | 4,565 | 4,712 | 4,375 | -3\% | 4\% |
| Deferred tax assets |  | 503 | 1,495 | 357 | -66\% | 41\% |
| Goodwill and other intangible assets ${ }^{1}$ |  | 3,896 | 3,816 | 3,741 | 2\% | 4\% |
| Other assets |  | 4,227 | 6,757 | 5,078 | -37\% | -17\% |
| Premises and equipment |  | 2,062 | 1,855 | 1,592 | 11\% | 30\% |
| Total assets |  | 476,987 | 502,798 | 470,293 | -5\% | 1\% |
| Liabilities |  |  |  |  |  |  |
| Due to other financial institutions |  | 19,924 | 18,314 | 20,092 | 9\% | -1\% |
| Deposits and other borrowings | 11 | 294,370 | 293,598 | 283,966 | 0\% | 4\% |
| Derivative financial instruments |  | 36,516 | 49,439 | 31,927 | -26\% | 14\% |
| Liability for acceptances |  | 13,762 | 15,017 | 15,297 | -8\% | -10\% |
| Current tax liabilities |  | 99 | 1,123 | 61 | -91\% | 62\% |
| Deferred tax liabilities |  | 111 | 173 | 149 | -36\% | -26\% |
| Payables and other liabilities |  | 7,775 | 7,710 | 9,443 | 1\% | -18\% |
| Provisions |  | 1,312 | 1,259 | 1,217 | 4\% | 8\% |
| Bonds and notes |  | 57,260 | 73,138 | 67,323 | -22\% | -15\% |
| Loan capital | 12 | 13,429 | 14,660 | 14,266 | -8\% | -6\% |
| Total liabilities |  | 444,558 | 474,431 | 443,741 | -6\% | 0\% |
| Net assets |  | 32,429 | 28,367 | 26,552 | 14\% | 22\% |
| Shareholders' equity |  |  |  |  |  |  |
| Ordinary share capital | 13,14 | 19,151 | 14,138 | 12,589 | 35\% | 52\% |
| Preference share capital | 13,14 | 871 | 871 | 871 | 0\% | 0\% |
| Reserves | 14 | $(1,787)$ | (334) | (742) | large | large |
| Retained earnings | 14 | 14,129 | 13,620 | 13,772 | 4\% | 3\% |
| Share capital and reserves attributable to shareholders of the Company |  | 32,364 | 28,295 | 26,490 | 14\% | 22\% |
| Minority interest |  | 65 | 72 | 62 | -10\% | 5\% |
| Total equity |  | 32,429 | 28,367 | 26,552 | 14\% | 22\% |

[^21]
## Australia and New Zealand Banking Group Limited

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \$ M \end{array}$ |  | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Items recognised directly in equity ${ }^{1}$ |  |  |  |  |  |  |
| Currency translation adjustments |  |  |  |  |  |  |
| Exchange differences taken to equity | $(1,352)$ | 443 | large | (909) | 393 | large |
| Available-for-sale assets |  |  |  |  |  |  |
| Valuation gain/(loss) taken to equity | 84 | (55) | large | 29 | (305) | large |
| Cumulative (gain)/loss transferred to the income statement | 5 | 13 | -62\% | 18 | 60 | -70\% |
| Transfer on step acquisition of associate | - | - | n/a | - | 60 | -100\% |
| Cash flow hedges |  |  |  |  |  |  |
| Valuation gain/(loss) taken to equity | (141) | 35 | large | (106) | (39) | large |
| Transferred to income statement for the period | (48) | (15) | large | (63) | (35) | 80\% |
| Actuarial gain/(loss) on defined benefit plans | (37) | (87) | -57\% | (124) | (79) | 57\% |
| Adjustment on step acquisition of associate | - | - | n/a | - | 1 | -100\% |
| Income/(expense) recognised directly in equity | $(1,489)$ | 334 | large | $(1,155)$ | 56 | large |
| Profit for the period | 1,524 | 1,421 | 7\% | 2,945 | 3,327 | -11\% |
| Total recognised income and expense for the period | 35 | 1,755 | -98\% | 1,790 | 3,383 | -47\% |
| Comprising: |  |  |  |  |  |  |
| Total recognised income and expense attributable to minority interest | (2) | 4 | large | 2 | 8 | -75\% |
| Total recognised income and expense attributable to shareholders of the company | 37 | 1,751 | -98\% | 1,788 | 3,375 | -47\% |

[^22]
## Australia and New Zealand Banking Group Limited

|  |  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \text { Inflows } \\ \text { (Outflows) } \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \text { Inflows } \\ \text { (Outflows) } \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \text { Inflows } \\ \text { (Outflows) } \end{array}$ | Full year Sep 08 Inflows utflows) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Note | \$M | \$M | \$M | \$M |
| Cash flows from operating activities |  |  |  |  |  |
| Interest received |  | 11,754 | 15,041 | 26,795 | 32,189 |
| Dividends received |  | 27 | 22 | 49 | 84 |
| Fee income received |  | 1,451 | 1,348 | 2,799 | 2,696 |
| Other income received |  | 669 | 295 | 964 | 692 |
| Interest paid |  | $(6,689)$ | $(10,665)$ | $(17,354)$ | $(24,186)$ |
| Personnel expenses paid |  | $(1,790)$ | $(1,862)$ | $(3,652)$ | $(3,156)$ |
| Premises expenses paid |  | (246) | (257) | (503) | (465) |
| Other operating expenses paid |  | (502) | (431) | (933) | $(1,284)$ |
| Net cash (paid)/received on derivatives |  | $(5,641)$ | $(2,113)$ | $(7,754)$ | $(1,628)$ |
| Income taxes (paid)/refunds received |  |  |  |  |  |
| Australia |  | $(1,083)$ | 232 | (851) | $(2,006)$ |
| Overseas |  | (146) | (293) | (439) | (464) |
| Goods and Services Tax paid |  | (22) | (7) | (29) | (10) |
| (Increase)/decrease in operating assets: |  |  |  |  |  |
| Liquid assets - greater than three months |  | 1,818 | 435 | 2,253 | $(4,692)$ |
| Due from other financial institutions - greater than three months |  | 4 | 1,398 | 1,402 | (739) |
| Trading securities |  | $(8,382)$ | $(7,589)$ | $(15,971)$ | 31 |
| Loans and advances |  | 3,853 | $(5,750)$ | $(1,897)$ | $(46,855)$ |
| Increase/(decrease) in operating liabilities |  |  |  |  |  |
| Deposits and other borrowings |  | 4,238 | 8,363 | 12,601 | 49,796 |
| Due to other financial institutions |  | 1,610 | $(1,778)$ | (168) | 976 |
| Payables and other liabilities |  | 760 | $(1,754)$ | (994) | $(1,189)$ |
| Net cash provided by/(used in) operating activities | 16(a) | 1,683 | $(5,365)$ | $(3,682)$ | (210) |
| Cash flows from investing activities |  |  |  |  |  |
| Net decrease/(increase) |  |  |  |  |  |
| Available-for-sale assets |  |  |  |  |  |
| Purchases |  | $(14,328)$ | $(16,652)$ | $(30,980)$ | $(30,228)$ |
| Proceeds from sale or maturity |  | 13,888 | 17,671 | 31,559 | 26,914 |
| Controlled entities and associates |  |  |  |  |  |
| Purchased (net of cash acquired) |  | (205) | (58) | (263) | (450) |
| Proceeds from sale (net of cash disposed) |  | 3 | 12 | 15 | 128 |
| Premises and equipment |  |  |  |  |  |
| Purchases |  | (330) | (379) | (709) | (559) |
| Proceeds from sale |  | - | 27 | 27 | 98 |
| Other assets |  | 286 | (336) | (50) | $(1,333)$ |
| Net cash provided by/(used in) investing activities |  | (686) | 285 | (401) | $(5,430)$ |
| Cash flows from financing activities |  |  |  |  |  |
| Net (decrease)/increase |  |  |  |  |  |
| Bonds and notes |  |  |  |  |  |
| Issue proceeds |  | 6,608 | 13,809 | 20,417 | 29,200 |
| Redemptions |  | $(10,656)$ | $(9,992)$ | $(20,648)$ | $(21,091)$ |
| Loan capital |  |  |  |  |  |
| Issue proceeds |  | 1,287 | - | 1,287 | 3,823 |
| Redemptions |  | $(1,330)$ | (14) | $(1,344)$ | $(1,975)$ |
| Net dividends paid |  | (673) | (24) | (697) | (46) |
| Share capital issues |  | 4,655 | 25 | 4,680 | 67 |
| Net cash provided by financing activities |  | (109) | 3,804 | 3,695 | 9,978 |
| Net cash provided by/(used in) operating activities |  | 1,683 | $(5,365)$ | $(3,682)$ | (210) |
| Net cash provided by/(used in) investing activities |  | (686) | 285 | (401) | $(5,430)$ |
| Net cash provided by financing activities |  | (109) | 3,804 | 3,695 | 9,978 |
| Net increase/(decrease) in cash and cash equivalents |  | 888 | $(1,276)$ | (388) | 4,338 |
| Cash and cash equivalents at beginning of period |  | 22,380 | 23,487 | 23,487 | 19,074 |
| Foreign currency translation |  | (463) | 169 | (294) | 75 |
| Cash and cash equivalents at end of period | 16(b) | 22,805 | 22,380 | 22,805 | 23,487 |

[^23]
## 1. Basis of preparation

The Condensed Consolidated Financial Information and Other Disclosures:

- should be read in conjunction with the ANZ Annual Report for the year ended 30 September 2009, when released, and any public announcements made by the Parent Entity and its controlled entities (the Group) for the year ended 30 September 2009 in accordance with the continuous disclosure obligations under the Corporations Act 2001 (as amended) and the ASX Listing Rules;
- does not include all notes of the type normally included in the annual financial report;
- are presented in Australian dollars unless otherwise stated; and
- was approved by the Board of Directors on 28 October, 2009.


## i) Statement of compliance

The Condensed Consolidated Financial Information and Other Disclosures have been prepared in accordance with the accounts provisions of the Banking Act 1959 (as amended), Australian Accounting Standards (AASs), Australian Accounting Standards Board (AASB), Interpretations, other authoritative pronouncements of the AASB and the Corporations Act 2001.
ii) Use of estimates and assumptions

The preparation of this financial information requires the use of management judgement, estimates and assumptions that affect reported amounts and the application of policies. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable. Actual results may differ from these estimates. Discussion of these critical accounting treatments, which include complex or subjective decisions or assessments, are covered in Note 2. Such estimates may require review in future periods.
iii) Basis of measurement

The financial information has been prepared in accordance with the historical cost basis except that the following assets and liabilities are stated at their fair value: derivative financial instruments, including in the case of fair value hedging the fair value of any applicable underlying exposure; assets treated as available-for-sale; financial instruments held for trading; assets and liabilities designated at fair value through profit and loss, and defined benefit plan assets and liabilities.
iv) Changes in Accounting Policy and early adoptions

The accounting policies adopted in the preparation of the Condensed Consolidated Financial Information are consistent with those adopted and disclosed in the ANZ Annual Report for the year ended 30 September 2008 with the following exceptions:

- AASB 8: Operating Segments has been early adopted by the Group for the 2009 financial year. AASB 8 replaces AASB 114: Segment Reporting and requires the use of a 'management approach' to segment reporting. Segment information is therefore presented on the same basis as that used for internal reporting purposes. Adoption of this standard and the restructure of the Group has resulted in a revision to the Group's reportable segments.
- AASB 2007-3: Amendments to Australian Accounting Standards arising from AASB 8 makes consequential amendments to various standards which arise as a result of the issuance of AASB 8. This standard is required to be applied when an entity applies AASB8 and as such this standard has also been early adopted in the current financial year.
- AASB 2008-10: Amendments to Australian Accounting Standards - Reclassification of Financial Assets resulted in amendments to AASB 139: Financial Instruments - Recognition and Measurement permitting reclassification of Financial Assets in certain limited circumstances. This standard also resulted in amendments to AASB 7: Financial Instruments - Disclosure. The Group has applied this standard from 1 October 2008 and reclassified $\$ 415$ million of available-for-sale financial assets to loans and advances as at 1 November 2008.
- Various AASB Interpretations became effective and thus applicable to the Group for the first time from 1 October 2008 with no material impact. These are as follows:
- AASB Interpretation 13 "Customer Loyalty Programs" which requires the deferral of revenue associated with such programs and the recognition over the redemption period. The Group offers such programs through many of its credit card arrangements, however, a thorough review of the underlying arrangements has not resulted in any material adjustment. This is predominantly due to the fact that ANZ acts as an agent in these relationships.
- AASB Interpretation 14 "AASB 119 - The Limit on a Defined Benefit Asset, Minimum funding Requirements and their interaction" which provides guidance on the amount of surplus that can be recognised as an asset by an employer sponsor of a defined benefit scheme. No adjustment is required as a result of this Interpretation.
- AASB Interpretation 16 "Hedges of a Net Investment in a Foreign Operation" clarifies certain aspects of hedge accounting for net investments in foreign operations. The Group's existing hedges are in compliance with the requirements thus no adjustment was required.
There has been no other change in accounting policy during the year.
v) Rounding

The Parent Entity is an entity of the kind referred to in Australian Securities and Investments Commission class order 98/100 dated 10 July 1998 (as amended). Consequently, amounts in the Condensed Consolidated Financial Information and Other Disclosures have been rounded to the nearest million dollars, except where otherwise indicated.

## 1. Basis of preparation, cont'd

vi) Comparatives

Certain amounts in the comparative information have been reclassified to conform to current financial statement presentations.
2. Critical estimates and judgements used in applying Accounting Policies

The Group prepares its consolidated financial information in accordance with policies which are based on Australian Accounting Standards (AAS), other authoritative accounting pronouncements of the Australian Accounting Standards Board (AASB), AASB Interpretations and the Corporations Act 2001. This involves the Group making estimates and assumptions that affect the reported amounts within the financial information. Estimates and judgements are continually evaluated and are based on historical factors, including expectations of future events that are believed to be reasonable under the circumstances. All material changes to accounting policies and estimates and the application of these policies and judgements are approved by the Audit Committee of the Board.

A brief explanation of critical estimates and judgements, and their impact on the Group, follows.

## Critical accounting estimates and assumptions

## - Provisions for credit impairment

The Group's accounting policy relating to measuring the impairment of loans and advances requires the Group to assess impairment at least at each reporting date. The credit provisions raised (individual and collective) represent management's best estimate of the losses incurred in the loan portfolio at balance date based on experienced judgement.
The collective provision is estimated on the basis of historical loss experience for assets with credit characteristics similar to those in the collective pool. The historical loss experience is adjusted based on current observable data and events and an assessment of the impact of model risk. The provision also takes into account the impact of large concentrated losses within the portfolio and the stage of the economic cycle.

The use of such judgements and reasonable estimates is considered by management to be an essential part of the process and does not impact on reliability.
Individual provisioning is applied when the full collectibility of a loan is identified as being doubtful.
Individual and collective provisioning is calculated using discounted expected future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are revised regularly to reduce any differences between loss estimates and actual loss experience.

## Critical judgements in applying the entity's accounting policies

## - Special purpose and off-balance sheet entities

The Group may invest in or establish special purpose entities (SPEs) to enable it to undertake specific types of transactions. The main types of these SPEs are securitisation vehicles, structured finance entities, and entities used to sell credit protection.

Where the Group has established SPEs which are controlled by the Group, they are consolidated in the Group's financial statements.

The Group does not consolidate SPEs that it does not control. As it can be complex to determine whether the Group has control of an SPE, the Group makes judgements about its exposure to the risks and rewards, as well as about its ability to make operational decisions for the SPE in question.
The table below summarises the main types of SPEs with which the Group is involved, the reason for their establishment, and the control factors associated with ANZ's interest in them. Although there may be some indicators of control, ANZ does not bear the majority of residual risks and rewards of the SPEs which are not consolidated.

| Type of SPE | Reason for establishment | Control factors |
| :--- | :--- | :--- |
| Securitisation vehicles | Securitisation is a financing technique <br> whereby assets are transferred to an SPE | ANZ may manage these securitisation vehicles, <br> service assets in the vehicle or provide liquidity or |
|  | which funds the purchase by issuing | other support. ANZ retains the risks associated with |
| securities. This enables ANZ (in the case | the provision of these services. For any SPE which is |  |
| where transferred assets originate within | not consolidated, credit and market risks associated |  |
|  | ANZ) or customers to increase diversity | with the underlying assets are not retained or <br> of funding sources. |
|  |  | assumed by ANZ except to the limited extent that |
| ANZ provides arm's length services and facilities. |  |  |

## 2. Critical estimates and judgements used in applying Accounting Policies, cont'd

| Type of SPE | Reason for establishment | Control factors |
| :--- | :--- | :--- |
| Structured finance <br> entities | These entities are set up to assist the <br> structuring of client financing. The <br> resulting lending arrangements are at <br> arms length and ANZ typically has limited <br> ongoing involvement with the entity. | ANZ may manage these vehicles, hold minor amounts <br> of capital, provide financing or provide derivatives. |
| Credit protection | The SPEs in this category are created to <br> allow ANZ to purchase credit protection. | ANZ may manage these vehicles. |

## - Significant joint ventures

The Group adopts the equity accounting method for its $49 \%$ interest in the joint ventures:

- ING Australia Limited (INGA); and
- ING (NZ) Holdings Limited (ING NZ).

As at 30 September 2009, the carrying amount of the Group's investment in INGA was $\$ 1,649$ million (Sep 2008: $\$ 1,589$ million; Mar 2009: $\$ 1,619$ million) and in ING NZ was $\$ 204$ million (Sep 2008: $\$ 178$ million; Mar 2009: $\$ 201$ million).

The carrying value of these investments is subject to an annual impairment test to ensure that their carrying value does not exceed their recoverable amount at balance sheet date. Any excess of carrying value over recoverable amount is taken to the income statement as an impairment write-down.
A valuation of the Group's investment in INGA and ING NZ, based on a value-in-use methodology, was performed as part of the planned acquisition of the remaining interest in these entities (refer Note 20). The review concluded that the estimated recoverable amount of the investments based on a discounted cash flow approach (which may differ from a fair value assessment) exceeded their carrying amount and accordingly no write-down was required. Changes in the assumptions upon which these valuations were based, together with changes in future cash flows, could materially impact the valuations undertaken.

## - Significant Associates

The carrying values of all significant investments in associates are subject to an annual recoverable amount test. This assessment involves ensuring that the investment's fair value less costs to sell or its value in use is greater than its carrying amount. Judgement is applied when determining the assumptions supporting these calculations. This exercise resulted in the recognition of an impairment charge of $\$ 25$ million in relation to the Group's investment in Saigon Securities Inc. (SSI), in the March 2009 half.
As at 30 September 2009, the Group reviewed all investments in associates against the following impairment indicators:

- actual financial performance against budgeted financial performance;
- any material unfavourable operational factors and regulatory factors;
- any material unfavourable economic outlook and market competitive factors;
- carrying value against market value (supported by third-party broker valuation where possible); and
- carrying value against market capitalisation (for listed investments).

Where appropriate, additional potential impairment indicators are reviewed which are more specific to the respective investment.

As at 30 September 2009 no impairment of associates was identified as a result of either the review of impairment indicators listed above or the recoverable amount test performed on longer term investments, beyond the March 2009 impairment charge in relation to SSI.

## - Available-for-sale assets

The accounting policy for impairment of available-for-sale financial assets requires the Group to assess whether there is objective evidence of impairment. This requires judgement when considering whether such evidence exists and if so, in reliably determining the impact of such events on the estimated cash flows of the asset.

## 2. Critical estimates and judgements used in applying Accounting Policies, cont'd

## - Financial Instruments at Fair Value

A significant portion of financial instruments are carried on the balance sheet at fair value.
The best evidence of fair value is a quoted price in an active market. Accordingly, wherever possible fair value is based on quoted market prices for the financial instrument. In the event that there is no active market for the instrument, fair values are based on present value estimates or other market accepted valuation techniques.
The majority of valuation techniques employ only observable market data, however, for certain financial instruments the fair value cannot be determined with reference to current market transactions or valuation techniques whose variables only include data from observable markets.
In respect of the valuation component where market observable data is not available, the fair value is determined using data derived and extrapolated from market data and tested against historic transactions and observed market trends. These valuations are based upon assumptions established by application of professional judgement to analyse the data available to support each assumption. Changing the assumptions changes the resulting estimate of fair value.

The valuation models incorporate the impact of factors that would influence the fair value determined by a market participant. Principal inputs used in the determination of fair value of financial instruments based on valuation techniques include data inputs such as statistical data on delinquency rates, foreclosure rates, actual losses, counterparty credit spreads, recovery rates, implied default probabilities, credit index tranche prices and correlation curves.

The majority of outstanding derivative positions are transacted over-the-counter and therefore need to be valued using valuation techniques. Included in the determination of the fair value of derivatives is a credit valuation adjustment to reflect the credit worthiness of the counterparty, representing the credit risk component of the overall fair value increment on a particular derivative asset. The total valuation adjustment is influenced by the mark-tomarket of the derivative trades and by movement in the current market cost of credit.

## - Goodwill

The carrying value of goodwill is reviewed at each balance date and is written-down, to the extent that it is no longer supported by probable future benefits.

Goodwill is allocated to cash-generating units (CGUs) for the purpose of impairment testing, which is undertaken at the lowest level at which goodwill is monitored for internal management reporting purposes. The CGUs for the Group have been revised during the year to align with the Group's new reportable segments (refer Note 1iv)
Impairment testing of purchased goodwill is performed annually, or more frequently when there is an indication that the goodwill may be impaired, by comparing the recoverable amount of the CGU with the current carrying amount of its net assets, including goodwill. Where the current carrying value is greater than recoverable amount, a charge for impairment of goodwill will be recognised in the income statement.

As at 30 September 2009, the balance of goodwill recorded as an asset in ANZ National Bank Limited was $\$ 2,657$ million (Sep 2008: $\$ 2,713$ million; Mar 2009: $\$ 2,683$ million). This represents the most significant component of the Group's goodwill balance.
In determining the recoverable amount of the CGU for testing of the goodwill in ANZ National Bank Limited, an independent valuation was obtained during the year based on a discounted cash flow approach. Changes in assumptions upon which the valuation is based together with changes in future cash flows, could materially impact the valuation obtained. The results of the independent valuation showed a value-in-use in excess of the current carrying amount of the CGU (including goodwill).
At 30 September 2009, impairment testing by management review was conducted for all material goodwill balances. This assessment involves applying judgement and reviews against the following indicators:

- Performance
- Operational and Regulatory factors
- Economic and industry factors

The assessment did not reveal any impairment indicators and accordingly no write-down was required.

## 3. Income

|  | Half year Sep 09 \$M | Half year Mar 09 \$M | Movt <br> Sep 09 <br> v. Mar 09 <br> \% |  | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 11,506 | 14,700 | -22\% | 26,206 | 32,604 | -20\% |
| Interest expense | $(6,520)$ | $(9,878)$ | -34\% | $(16,398)$ | $(24,754)$ | -34\% |
| Net interest income | 4,986 | 4,822 | 3\% | 9,808 | 7,850 | 25\% |


| i) Fee and commission income |  |  |  |  |  |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Lending fees | 403 | 361 | $12 \%$ | $\mathbf{7 6 4}$ | 595 | $\mathbf{2 8 \%}$ |
| Non-lending fees and commissions | 1,109 | 1,103 | $1 \%$ | $\mathbf{2 , 2 1 2}$ | 2,317 | $-5 \%$ |
| Total fee and commission income | 1,512 | 1,464 | $3 \%$ | $\mathbf{2 , 9 7 6}$ | $\mathbf{2 , 9 1 2}$ | $2 \%$ |
| Fee and commission expense ${ }^{1}$ | $(133)$ | $(136)$ | $-2 \%$ | $\mathbf{( 2 6 9 )}$ | $(256)$ | $5 \%$ |
| Net fee and commission income | 1,379 | 1,328 | $4 \%$ | $\mathbf{2 , 7 0 7}$ | 2,656 | $2 \%$ |


| ii) Other income |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foreign exchange earnings ${ }^{2}$ | 396 | 566 | -30\% | 962 | 708 | 36\% |
| Net gains from trading securities and derivatives | 220 | 83 | large | 303 | 310 | -2\% |
| Credit risk on derivatives ${ }^{3}$ | 769 | (904) | large | (135) | (687) | -80\% |
| Movement on financial instruments measured at fair value through profit \& loss ${ }^{4}$ | $(1,013)$ | 655 | large | (358) | 348 | large |
| Brokerage income | 46 | 30 | 53\% | 76 | 78 | -3\% |
| Gain on Visa shares ${ }^{5}$ | - | - | n/a | - | 281 | -100\% |
| Profit on sale of premises | - | 15 | -100\% | 15 | 57 | -74\% |
| Stadium Australia income ${ }^{6}$ | - | - | n/a | - | 19 | -100\% |
| ANZ share of ING NZ frozen funds investor settlement | (35) | (138) | -75\% | (173) | - | n/a |
| Write-down on assets in non continuing businesses | (7) | (105) | -93\% | (112) | (32) | large |
| Mark to market (loss)/gain on Panin warrants | 21 | (35) | large | (14) | 26 | large |
| Mark to market (loss)/gain on Saigon Securities Incorporation options | 6 | (7) | large | (1) | 17 | large |
| Write-down of investment in Saigon Securities Incorporation | - | (25) | -100\% | (25) | - | n/a |
| Private equity and infrastructure earnings | 1 | (2) | large | (1) | 49 | large |
| Other | 47 | 46 | 2\% | 93 | 118 | -21\% |
| Total other income | 451 | 179 | large | 630 | 1,292 | -51\% |
| Total other operating income | 1,830 | 1,507 | 21\% | 3,337 | 3,948 | -15\% |
| Share of joint venture and associates' profit ${ }^{7,8}$ | 227 | 238 | -5\% | 465 | 361 | 29\% |
| Total income | 13,563 | 16,445 | -18\% | 30,008 | 36,913 | -19\% |
| Profit before income tax as a \% of total income | 16.78\% | 12.79\% |  | 14.60\% | 12.23\% |  |

[^24]
## 4. Operating expenses

|  | Half year Sep 09 $\$ M$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 \$M | Full year Sep 08 \$M | Movt Sep 09 v. Sep 08 $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel |  |  |  |  |  |  |
| Employee entitlements and taxes | 118 | 124 | -5\% | 242 | 256 | -5\% |
| Salaries and wages | 1,109 | 1,129 | -2\% | 2,238 | 2,067 | 8\% |
| Superannuation costs - defined benefit plans | 8 | 2 | large | 10 | 5 | 100\% |
| Superannuation costs - defined contribution plans | 115 | 123 | -7\% | 238 | 208 | 14\% |
| Equity-settled share-based payments | 51 | 52 | -2\% | 103 | 84 | 23\% |
| Temporary staff | 78 | 77 | 1\% | 155 | 148 | 5\% |
| Other | 350 | 262 | 34\% | 612 | 493 | 24\% |
| Total personnel expenses | 1,829 | 1,769 | 3\% | 3,598 | 3,261 | 10\% |


| Premises |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Depreciation and amortisation | 29 | 27 | 7\% | 56 | 49 | 14\% |
| Rent | 162 | 173 | -6\% | 335 | 305 | 10\% |
| Utilities and other outgoings | 65 | 69 | -6\% | 134 | 136 | -1\% |
| Other | 19 | 15 | 27\% | 34 | 24 | 42\% |
| Total premises expenses | 275 | 284 | -3\% | 559 | 514 | 9\% |
| Computer |  |  |  |  |  |  |
| Computer contractors | 55 | 42 | 31\% | 97 | 76 | 28\% |
| Data communications | 37 | 40 | -8\% | 77 | 69 | 12\% |
| Depreciation and amortisation | 123 | 116 | 6\% | 239 | 208 | 15\% |
| Rentals and repairs | 48 | 44 | 9\% | 92 | 81 | 14\% |
| Software purchased | 98 | 83 | 18\% | 181 | 131 | 38\% |
| Software written-off | 20 | 6 | large | 26 | 2 | large |
| Other | 32 | 24 | 33\% | 56 | 42 | 33\% |
| Total computer expenses | 413 | 355 | 16\% | 768 | 609 | 26\% |

Other

| Advertising and public relations | 104 | 91 | 14\% | 195 | 182 | 7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Audit fees | 6 | 4 | 50\% | 10 | 9 | 11\% |
| Depreciation of furniture and equipment | 36 | 36 | 0\% | 72 | 66 | 9\% |
| Impairment of intangible - Origin Australia | - | - | n/a | - | 34 | -100\% |
| Freight and cartage | 34 | 30 | 13\% | 64 | 54 | 19\% |
| Non-lending losses, frauds and forgeries | 49 | 25 | 96\% | 74 | 72 | 3\% |
| Postage and stationery | 57 | 61 | -7\% | 118 | 122 | -3\% |
| Professional fees | 108 | 89 | 21\% | 197 | 185 | 6\% |
| Telephone | 32 | 31 | 3\% | 63 | 58 | 9\% |
| Travel | 71 | 78 | -9\% | 149 | 169 | -12\% |
| Other | 112 | 116 | -3\% | 228 | 180 | 27\% |
| Total other expenses | 609 | 561 | 9\% | 1,170 | 1,131 | 3\% |


| Restructuring |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Organisational transformation costs | - | - | $n / a$ | - | 131 | $-100 \%$ |
| One ANZ | 5 | 113 | $-96 \%$ | $\mathbf{1 1 8}$ | - | $n / a$ |
| Other | 4 | 8 | $-50 \%$ | $\mathbf{1 2}$ | 50 | $-76 \%$ |
| Total restructuring expenses | 9 | 121 | $-93 \%$ | $\mathbf{1 3 0}$ | 181 | $-28 \%$ |
| Operating expenses | 3,135 | 3,090 | $1 \%$ | $\mathbf{6 , 2 2 5}$ | 5,696 | $9 \%$ |

## 5. Income tax expense

| Reconciliation of the prima facie income tax expense on pre-tax profit with the income tax expense charged in the Income Statement | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 V $\$ \mathrm{M}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep 09 } \\ . \text { Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { Jep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit before income tax | 2,276 | 2,104 | 8\% | 4,380 | 4,515 | -3\% |
| Prima facie income tax expense at 30\% | 683 | 631 | 8\% | 1,314 | 1,355 | -3\% |
| Tax effect of permanent differences: |  |  |  |  |  |  |
| Overseas tax rate differential | (13) | (3) | large | (16) | 23 | large |
| Rebateable and non-assessable dividends | (3) | (5) | -40\% | (8) | (9) | -11\% |
| Profit from associates and joint venture entities | (70) | (71) | -1\% | (141) | (112) | 26\% |
| Restatement of deferred tax balances for announced New Zealand tax rate change | - | - | n/a | - | (1) | -100\% |
| Mark-to-market (gains)/losses on fair valued investments related to associated entities | (8) | 13 | large | 5 | (12) | large |
| Impairment of investment in associate company | - | 7 | -100\% | 7 | - | n/a |
| Offshore Banking Unit | (63) | 95 | large | 32 | (90) | large |
| New Zealand Conduits | 196 | - | n/a | 196 | - | n/a |
| Other ${ }^{1}$ | 30 | 16 | 88\% | 46 | 33 | 39\% |
|  | 752 | 683 | 10\% | 1,435 | 1,187 | 21\% |
| Income tax (over) provided in previous years | - | - | n/a | - | 1 | -100\% |
| Total income tax expense charged in the income statement | 752 | 683 | 10\% | 1,435 | 1,188 | 21\% |
| Australia | 511 | 446 | 15\% | 957 | 751 | 27\% |
| Overseas | 241 | 237 | 2\% | 478 | 437 | 9\% |
|  | 752 | 683 | 10\% | 1,435 | 1,188 | 21\% |
| Effective Tax Rate - Group | 33.0\% | 32.5\% |  | 32.8\% | 26.3\% |  |

[^25]
## 6. Dividends

## Ordinary Shares

|  | Half year Sep 09 | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \end{array}$ | Movt Sep 09 Mar 09 | Full year Sep 09 | Full year Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep 09 } \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dividend per ordinary share (cents) |  |  |  |  |  |  |
| Interim (fully franked) | n/a | 46 | n/a | 46 | 62 | -26\% |
| Final (fully franked) | 56 | $\mathrm{n} / \mathrm{a}$ | n/a | 56 | 74 | -24\% |
| Total |  |  |  | 102 | 136 | -25\% |
| Ordinary share dividend | \$M | \$M | \% | \$M | \$M | \% |
| Interim dividend | 993 | - | n/a | 993 | 1,192 | -17\% |
| Final dividend | - | 1,514 | n/a | 1,514 | 1,381 | 10\% |
| Bonus option plan adjustment | (17) | (38) | -55\% | (55) | (67) | -18\% |
| Total ${ }^{1}$ | 976 | 1,476 | -34\% | 2,452 | 2,506 | -2\% |
| Ordinary share dividend payout ratio ${ }^{2}$ (\%) | 92.5\% | 71.3\% |  | 82.3\% | 82.7\% |  |

1. Dividends recorded when paid
2. Dividend payout ratio calculated using proposed 2009 final dividend of $\$ 1,403$ million not included in the above table. The proposed 2009 final dividend of $\$ 1,403$ million is based on the number of ordinary shares on issue at 30 September 2009. Dividend payout ratios for the March 2009 half year and September 2008 full year calculated using actual dividend paid of $\$ 993$ million and $\$ 2,706$ million respectively

For the 2009 final dividend, a discount of $1.5 \%$ will be applied when calculating the "Acquisition Price" used in determining the number of shares to be provided under ANZ's Dividend Reinvestment Plan (DRP) and Bonus Option Plan (BOP), which shares will rank equally in all respects with existing fully paid ANZ ordinary shares. For further details, refer to the DRP and BOP terms and conditions. Election notices from shareholders wanting to commence, cease or vary their participation in the DRP or BOP for the 2009 final dividend must be received by ANZ's Share Registrar by 5.00 pm (Melbourne time) on 11 November 2009.

## Preference Shares

|  | Half year <br> Sep 09 <br> \$M | Half year Mar 09 \$M |  | Ful year Sep 09 <br> \$M | Full year Sep 08 \$M |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preference share dividend |  |  |  |  |  |  |
| Euro Trust Securities | 9 | 24 | -63\% | 33 | 46 | -28\% |
| Dividend per preference share |  |  |  |  |  |  |
| Euro Trust Securities | $€ 10.79$ | € 24.28 | -56\% | C 35.07 | $€ 55.31$ | -37\% |

## 7. Earnings per share

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of fully paid ordinary shares on issue (M) | 2,504.5 | 2,158.1 | 16\% | 2,504.5 | 2,040.7 | 23\% |
| Basic |  |  |  |  |  |  |
| Profit attributable to shareholders of the Company (\$M) | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Less Preference share dividends (\$M) | (9) | (24) | -63\% | (33) | (46) | -28\% |
| Profit excluding preference share dividends (\$M) | 1,517 | 1,393 | 9\% | 2,910 | 3,273 | -11\% |
| Weighted average number of ordinary shares (M) | 2,341.8 | 2,100.7 | 11\% | 2,221.6 | 1,921.1 | 16\% |
| Basic earnings per share (cents) | 64.8 | 66.3 | -2\% | 131.0 | 170.4 | -23\% |
| Diluted |  |  |  |  |  |  |
| Profit excluding preference share dividends (\$M) | 1,517 | 1,393 | 9\% | 2,910 | 3,273 | -11\% |
| Interest on US Trust securities ${ }^{1}$ (\$M) | 24 | 30 | -20\% | 54 | 41 | 32\% |
| Interest on ANZ StEPS ${ }^{2}$ (\$M) | - | - | n/a | - | 55 | -100\% |
| Interest on UK Hybrid securities ${ }^{3}$ (\$M) | - | - | n/a | - | 63 | -100\% |
| Interest on Convertible Preference Shares ${ }^{4}$ (\$M) | 22 | 30 | -27\% | 52 | - | $\mathrm{n} / \mathrm{a}$ |
| Interest on Convertible Notes ${ }^{5}$ (\$M) | 11 | 14 | -21\% | 25 | 1 | large |
| Profit attributable to shareholders of the Company excluding interest on US Trust securities, ANZ StEPS, UK Hybrid, Convertible Preference Shares and Convertible Perpetual Notes (\$M) | 1,574 | 1,467 | 7\% | 3,041 | 3,433 | -11\% |
| Weighted average number of shares on issue (M) | 2,341.8 | 2,100.7 | 11\% | 2,221.6 | 1,921.1 | 16\% |
| Weighted average number of convertible options (M) | 4.0 | 3.9 | 3\% | 3.8 | 6.7 | -43\% |
| Weighted average number of convertible US Trust securities at current market price ${ }^{1}(M)$ | 51.3 | 101.9 | -50\% | 51.3 | 73.4 | -30\% |
| Weighted average number of convertible ANZ StEPS ${ }^{2}$ securities (M) | - | - | n/a | - | 57.9 | -100\% |
| Weighted average number of convertible UK Hybrid ${ }^{3}$ securities (M) | - | - | n/a | - | 56.9 | -100\% |
| Weighted average number of convertible preference shares ${ }^{4}$ (M) | 45.5 | 70.4 | -35\% | 45.5 | 0.2 | large |
| Weighted average number of convertible notes ${ }^{5}$ (M) | 24.6 | 38.5 | -36\% | 24.7 | 0.4 | large |
| Adjusted weighted average number of shares - diluted (M) | 2,467.2 | 2,315.4 | 7\% | 2,346.9 | 2,116.6 | 11\% |
| Diluted earnings per share (cents) | 63.8 | 63.4 | 1\% | 129.6 | 162.2 | -20\% |

[^26]8. Net loans and advances

|  | Half year Sep 09 $\$ M$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 $\$ M$ | Full year Sep 08 $\$ M$ | Movt <br> Sep 09 <br> v. Sep 08 <br> $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia |  |  |  |  |  |  |
| Overdrafts | 6,447 | 6,288 | 3\% | 6,447 | 6,157 | 5\% |
| Credit card outstandings | 7,902 | 7,614 | 4\% | 7,902 | 7,412 | 7\% |
| Term loans - housing | 141,652 | 137,239 | 3\% | 141,652 | 128,809 | 10\% |
| Term loans - non-housing | 68,309 | 76,766 | -11\% | 68,309 | 79,149 | -14\% |
| Lease finance | 1,656 | 2,018 | -18\% | 1,656 | 1,772 | -7\% |
| Hire purchase | 10,390 | 10,520 | -1\% | 10,390 | 10,731 | -3\% |
| Other | 2,025 | 2,179 | -7\% | 2,025 | 2,234 | -9\% |
|  | 238,381 | 242,624 | -2\% | 238,381 | 236,264 | 1\% |

## New Zealand

| Overdrafts | 1,444 | 1,463 | $-1 \%$ | $\mathbf{1 , 4 4 4}$ | 1,636 | $-12 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Credit card outstandings | 1,151 | 1,184 | $-3 \%$ | $\mathbf{1 , 1 5 1}$ | 1,201 | $-4 \%$ |
| Term loans - housing | 44,689 | 45,573 | $-2 \%$ | $\mathbf{4 4 , 6 8 9}$ | 45,307 | $-1 \%$ |
| Term loans - non-housing | 32,657 | 33,368 | $-2 \%$ | $\mathbf{3 2 , 6 5 7}$ | 33,628 | $-3 \%$ |
| Lease finance | 184 | 201 | $-8 \%$ | $\mathbf{1 8 4}$ | 208 | $-12 \%$ |
| Hire purchase | 376 | 412 | $-9 \%$ | $\mathbf{3 7 6}$ | 443 | $-15 \%$ |
| Other | 352 | 357 | $-1 \%$ | $\mathbf{3 5 2}$ | 363 | $-3 \%$ |
|  | 80,853 | 82,558 | $-2 \%$ | $\mathbf{8 0 , 8 5 3}$ | 82,786 | $-2 \%$ |


| Overseas Markets |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Overdrafts | 456 | 549 | $-17 \%$ | $\mathbf{4 5 6}$ | 489 | $-7 \%$ |
| Credit card outstandings | 323 | 306 | $6 \%$ | $\mathbf{3 2 3}$ | 279 | $16 \%$ |
| Term loans - housing | 1,749 | 2,067 | $-15 \%$ | $\mathbf{1 , 7 4 9}$ | 1,710 | $2 \%$ |
| Term loans - non-housing | 15,946 | 18,959 | $-16 \%$ | $\mathbf{1 5 , 9 4 6}$ | 17,978 | $-11 \%$ |
| Lease finance | 224 | 291 | $-23 \%$ | $\mathbf{2 2 4}$ | 254 | $-12 \%$ |
| Other | 413 | 441 | $-6 \%$ | $\mathbf{4 1 3}$ | $\mathbf{2 9 0}$ | $42 \%$ |
|  | 19,111 | 22,613 | $-15 \%$ | $\mathbf{1 9 , 1 1 1}$ | 21,000 | $-9 \%$ |
| Total gross loans and advances | 338,345 | 347,795 | $-3 \%$ | $\mathbf{3 3 8 , 3 4 5}$ | 340,050 | $-1 \%$ |
| Provisions for credit impairment (refer note 10$)$ | $(4,526)$ | $(4,083)$ | $11 \%$ | $\mathbf{( 4 , 5 2 6 )}$ | $(3,496)$ | $29 \%$ |
| Less income yet to mature ${ }^{1}$ | $(2,372)$ | $(2,530)$ | $-6 \%$ | $\mathbf{( 2 , 3 7 2 )}$ | $(2,600)$ | $-9 \%$ |
| Capitalised brokerage/mortgage origination fees | 560 | 601 | $-7 \%$ | $\mathbf{5 6 0}$ | 600 | $-7 \%$ |
|  | $(6,338)$ | $(6,012)$ | $5 \%$ | $\mathbf{( 6 , 3 3 8 )}$ | $(5,496)$ | $15 \%$ |
| Total net loans and advances | 332,007 | 341,783 | $-3 \%$ | $\mathbf{3 3 2 , 0 0 7}$ | 334,554 | $-1 \%$ |

1. Includes fees and expenses capitalised and amortised using the effective interest method of $\$ 391$ million (Mar 2009 : $\$ 403$ million; Sep 2008 : $\$ 351$ million)

The following table shows gross loans and advances for New Zealand in NZD terms.

| New Zealand | Half year Sep 09 NZD M | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \text { NZD M } \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \text { NZD M } \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \text { NZD M } \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Overdrafts | 1,760 | 1,765 | 0\% | 1,760 | 1,953 | -10\% |
| Credit card outstandings | 1,402 | 1,429 | -2\% | 1,402 | 1,434 | -2\% |
| Term loans - housing | 54,466 | 54,992 | -1\% | 54,466 | 54,070 | 1\% |
| Term loans - non-housing | 39,802 | 40,265 | -1\% | 39,802 | 40,131 | -1\% |
| Lease finance | 224 | 243 | -8\% | 224 | 248 | -10\% |
| Hire purchase | 458 | 498 | -8\% | 458 | 529 | -13\% |
| Other | 431 | 431 | 0\% | 431 | 431 | 0\% |
|  | 98,543 | 99,623 | -1\% | 98,543 | 98,796 | 0\% |

## 8. Net loans and advances, cont'd

As a consequence of the turmoil in global financial markets, significant difficulty arises in determining appropriate fair value estimates by reference to quoted market prices for certain financial instruments reported at fair value on the balance sheet, increasing the subjectivity inherent in valuations. This has affected some mortgage backed securities held by the Group which were originally classified for financial reporting purposes as Available-For-Sale.

In November 2008, the Group reclassified these mortgage backed securities, issued in America, into loans and advances measured at amortised cost. The reclassification was applied only to securities that were no longer traded in an active market. It is the Group's intention to hold these assets for the foreseeable future in order to recover the initial investment through a stream of contractual repayments.

Below is an analysis of the impact on the financial position of ANZ:

|  | Fair value \$M | Carrying amount \$M | AFS revaluation reserve in equity \$M |
| :---: | :---: | :---: | :---: |
| Values on reclassification date | 415 | 415 | 233 |
| Exchange rate fluctuations | n/a | (89) | (49) |
| Impairment loss recognised in the year | - | - | (20) |
| Principal repayments | (61) | (61) | - |
| Amortisation to face value ${ }^{1}$ | n/a | 8 | (7) |
| Changes in fair value including exchange rate fluctuations | (138) | n/a | n/a |
| Closing balance at end of year | 216 | 273 | 157 |
| Impairment loss recognised in the year | - | 20 | - |

1. The weighted average effective interest rate for the reclassified assets approximates $1.3 \%$

## 9. Credit quality

## Maximum exposure to credit risk

For financial assets recognised on the balance sheet, the maximum exposure to credit risk is the carrying amount. In certain circumstances, there may be differences between the carrying amounts reported on the balance sheet and the amounts reported in the table below. Principally, these differences arise in respect of financial assets that are subject to risks other than credit risk, such as equity investments which are primarily subject to market risk, or bank notes and coins. For contingent exposures, the maximum exposure to credit risk is the maximum amount the Group would have to pay if the instrument is called upon. For undrawn facilities, the maximum exposure to credit risk is the full amount of the committed facilities.

The following table presents the maximum exposure to credit risk of on-balance sheet and off-balance sheet financial instruments before taking account of any collateral held or other credit enhancements.

|  | Reported |  | Excluded ${ }^{1}$ |  | Maximum exposure to credit risk |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 |
| Maximum exposure to credit risk | \$M | \$M | \$M | \$M | \$M | \$M |
| Liquid assets | 25,317 | 25,030 | 3,108 | 4,849 | 22,209 | 20,181 |
| Due from other financial institutions | 4,985 | 9,862 | - | - | 4,985 | 9,862 |
| Trading securities | 30,991 | 15,177 | - | 20 | 30,991 | 15,157 |
| Derivative financial instruments | 37,404 | 36,941 | - | - | 37,404 | 36,941 |
| Available-for-sale assets | 16,575 | 17,480 | 459 | 446 | 16,116 | 17,034 |
| Net loans, advances and acceptances | 345,769 | 349,851 | - | - | 345,769 | 349,851 |
| Other financial assets | 3,265 | 4,273 | - | - | 3,265 | 4,273 |
|  | 464,306 | 458,614 | 3,567 | 5,315 | 460,739 | 453,299 |
| Undrawn facilities | 106,644 | 111,265 | - | - | 106,644 | 111,265 |
| Contingent facilities | 25,218 | 30,006 | - | - | 25,218 | 30,006 |
|  | 131,862 | 141,271 | - | - | 131,862 | 141,271 |
| Total | 596,168 | 599,885 | 3,567 | 5,315 | 592,601 | 594,570 |

[^27]9. Credit quality, cont'd

Distribution of financial instruments by credit quality

|  | Neither past due nor impaired |  | Past due but not impaired |  | Restructured |  | Impaired |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Liquid assets | 22,209 | 20,181 | - | - | - | - | - | - | 22,209 | 20,181 |
| Due from financial institutions | 4,985 | 9,862 | - | - | - | - | - | - | 4,985 | 9,862 |
| Trading securities | 30,991 | 15,157 | - | - | - | - | - | - | 30,991 | 15,157 |
| Derivative financial instruments ${ }^{1}$ | 37,272 | 36,886 | - | - | 5 | 55 | 127 | - | 37,404 | 36,941 |
| Available-for-sale assets ${ }^{2}$ | 16,116 | 17,019 | - | - | - | - | - | 15 | 16,116 | 17,034 |
| Net loans, advances and acceptances | 330,340 | 334,484 | 10,369 | 12,884 | 668 | 733 | 4,392 | 1,750 | 345,769 | 349,851 |
| Other financial assets | 3,265 | 4,273 | - | - | - | - | - | - | 3,265 | 4,273 |
| Credit related commitments ${ }^{3}$ | 131,459 | 141,159 | - | - | - | 35 | 403 | 77 | 131,862 | 141,271 |
|  | 576,637 | 579,021 | 10,369 | 12,884 | 673 | 823 | 4,922 | 1,842 | 592,601 | 594,570 |

[^28]
## Credit quality of financial assets neither past due nor impaired

The credit quality of financial assets is managed by ANZ using internal ratings which aim to reflect the relative ability of counterparties to fulfil, on time, their credit-related obligations, and is based on their current probability of default.

|  | Strong credit ${ }^{1}$ profile |  | Satisfactory risk ${ }^{\mathbf{2}}$ |  | Sub-standard ${ }^{3}$ <br> but not past due or impaired |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 | As at Sep 09 | As at Sep 08 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Liquid assets | 21,631 | 18,526 | 368 | 1,496 | 210 | 159 | 22,209 | 20,181 |
| Due from financial institutions | 4,959 | 9,146 | 20 | 578 | 6 | 138 | 4,985 | 9,862 |
| Trading securities | 30,570 | 14,304 | 421 | 840 | - | 13 | 30,991 | 15,157 |
| Derivative financial instruments | 35,317 | 34,511 | 1,336 | 1,870 | 619 | 505 | 37,272 | 36,886 |
| Available-for-sale assets | 15,181 | 15,842 | 931 | 1,077 | 4 | 100 | 16,116 | 17,019 |
| Net loans, advances and acceptances | 229,712 | 235,911 | 82,045 | 85,250 | 18,583 | 13,323 | 330,340 | 334,484 |
| Other financial assets | 3,254 | 4,246 | 7 | 27 | 4 | - | 3,265 | 4,273 |
| Credit related commitments | 105,167 | 110,390 | 23,072 | 27,397 | 3,220 | 3,372 | 131,459 | 141,159 |
|  | 445,791 | 442,876 | 108,200 | 118,535 | 22,646 | 17,610 | 576,637 | 579,021 |

[^29]
## 9. Credit quality, cont'd

Credit quality of financial assets that are past due but not impaired

|  | As at 30 September 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ageing analysis of past due financial | $\begin{array}{r} 1-5 \\ \text { days } \end{array}$ | $\begin{aligned} & 6-29 \\ & \text { days } \end{aligned}$ | $\begin{array}{r} \text { 30-59 } \\ \text { days } \end{array}$ | $\begin{array}{r} \text { 60-89 } \\ \text { days } \end{array}$ | $\begin{aligned} & >90 \\ & \text { days } \end{aligned}$ | Total |
| instruments that are not impaired | \$M | \$M | \$M | \$M | \$M | \$M |
| Liquid assets | - | - | - | - | - | - |
| Due from financial institutions | - | - | - | - | - | - |
| Trading securities | - | - | - | - | - | - |
| Derivative financial instruments | - | - | - | - | - | - |
| Available-for-sale assets | - | - | - | - | - | - |
| Net loans, advances and acceptances | 2,143 | 4,518 | 1,425 | 686 | 1,597 | 10,369 |
| Other financial assets | - | - | - | - | - | - |
| Credit related commitments | - | - | - | - | - | - |
|  | 2,143 | 4,518 | 1,425 | 686 | 1,597 | 10,369 |


|  | As at 30 September 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ageing analysis of past due financial | $\begin{array}{r} 1-5 \\ \text { days } \end{array}$ | $\begin{aligned} & 6-29 \\ & \text { days } \end{aligned}$ | $\begin{array}{r} \text { 30-59 } \\ \text { days } \end{array}$ | $\begin{array}{r} \text { 60-89 } \\ \text { days } \end{array}$ | $\begin{aligned} & >90 \\ & \text { days } \end{aligned}$ | Total |
| instruments that are not impaired | \$M | \$M | \$M | \$M | \$M | \$M |
| Liquid assets | - | - | - | - | - | - |
| Due from financial institutions | - | - | - | - | - | - |
| Trading securities | - | - | - | - | - | - |
| Derivative financial instruments | - | - | - | - | - | - |
| Available-for-sale assets | - | - | - | - | - | - |
| Net loans, advances and acceptances | 3,096 | 6,120 | 1,504 | 1,104 | 1,060 | 12,884 |
| Other financial assets | - | - | - | - | - | - |
| Credit related commitments | - | - | - | - | - | - |
|  | 3,096 | 6,120 | 1,504 | 1,104 | 1,060 | 12,884 |

Ageing analysis of past due loans is used by the Group to measure and manage emerging credit risks. Financial assets that are past due but not impaired include those which are assessed, approved and managed on a portfolio basis within a centralised environment (for example credit cards and personal loans), those which can be held on a productive basis until they are 180 days past due and those which are managed on an individual basis.

A large portion of credit exposures is generally well secured, such as residential mortgages and other secured lending facilities. That is, the fair value of associated security is sufficient to ensure that ANZ will recover the entire amount owing over the life of the facility and there is reasonable assurance that collection efforts will result in payment of the amounts due in a timely manner.

## 9. Credit Quality, cont'd

## Credit quality of financial assets that are individually impaired

ANZ regularly reviews its portfolio and monitors adherence to contractual terms. When doubt arises as to the collectability of a credit facility, the financial instrument (or 'the facility') is classified and reported as individually impaired and an individual provision is allocated against it.

As described in the summary of significant accounting policies in the ANZ 2008 Annual Report, provisions are recorded using allowance accounts for financial instruments that are reported on the balance sheet at amortised cost. For instruments reported at fair value, impairment provisions are treated as part of overall change in fair value and directly reduce the reported carrying amounts.

|  | Individual provision <br> balances |
| :--- | ---: | ---: | ---: |
| As at |  |


|  | As at Sep 09 | As at Sep 08 |
| :---: | :---: | :---: |
| Impaired Assets and Restructured Items by size of loan | \$M | \$M |
| Less than \$5 million | 1,379 | 569 |
| \$5 million to \$10 million | 325 | 67 |
| \$10 million to \$100 million | 1,330 | 527 |
| Greater than \$100 million | 2,561 | 1,510 |
| Gross impaired assets ${ }^{1}$ | 5,595 | 2,673 |
| Less individually assessed provisions for impairment | $(1,526)$ | (675) |
| Net impaired assets | 4,069 | 1,998 |

[^30]10. Provision for credit impairment

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | Half year Mar 09 |  |  |  | Movt <br> Sep 09 <br> v. Sep 08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Collective provision | \$M | \$M | \% | \$M | \$M | \% |
| Balance at start of period | 2,742 | 2,821 | -3\% | 2,821 | 1,992 | 42\% |
| Charge/(Credit) to income statement | 331 | (96) | large | 235 | 818 | -71\% |
| Adjustment for exchange rate fluctuations | (73) | 17 | large | (56) | 11 | large |
| Total collective provision ${ }^{1}$ | 3,000 | 2,742 | 9\% | 3,000 | 2,821 | 6\% |
| Individual provision |  |  |  |  |  |  |
| Balance at start of period | 1,341 | 675 | 99\% | 675 | 270 | large |
| Charge to income statement for loans and advances | 1,301 | 1,449 | -10\% | 2,750 | 1,032 | large |
| Adjustment for exchange rate fluctuations | (16) | (6) | large | (22) | - | n/a |
| Discount unwind | (37) | (36) | 3\% | (73) | (28) | large |
| Bad debts written-off | $(1,106)$ | (783) | 41\% | $(1,889)$ | (699) | large |
| Recoveries of amounts previously written-off | 43 | 42 | 2\% | 85 | 100 | -15\% |
| Total individual provision | 1,526 | 1,341 | 14\% | 1,526 | 675 | large |
| Total provision for credit impairment | 4,526 | 4,083 | 11\% | 4,526 | 3,496 | 29\% |

[^31]|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision movement analysis | \$M | \$M | \% | \$M | \$M | \% |
| New and increased provisions |  |  |  |  |  |  |
| Australia | 1,055 | 1,332 | -21\% | 2,387 | 880 | large |
| New Zealand | 352 | 188 | 87\% | 540 | 187 | large |
| Overseas Markets | 68 | 50 | 36\% | 118 | 170 | -31\% |
|  | 1,475 | 1,570 | -6\% | 3,045 | 1,237 | large |
| Provision releases | (131) | (79) | 66\% | (210) | (105) | 100\% |
|  | 1,344 | 1,491 | -10\% | 2,835 | 1,132 | large |
| Recoveries of amounts previously written-off | (43) | (42) | 2\% | (85) | (100) | -15\% |
| Individual provision charge for loans and advances | 1,301 | 1,449 | -10\% | 2,750 | 1,032 | large |
| Impairment on available-for-sale assets | - | 20 | -100\% | 20 | 98 | -80\% |
| Charge/(Credit) to income statement | 331 | (96) | large | 235 | 818 | -71\% |
| Charge to Income Statement | 1,632 | 1,373 | 19\% | 3,005 | 1,948 | 54\% |


|  | As at Sep 09 | As at Mar 09 | As at Sep 08 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Individual provision balance | \$M | \$M | \$M | \% | \% |
| Australia | 1,060 | 1,072 | 516 | -1\% | large |
| New Zealand | 391 | 224 | 111 | 75\% | large |
| Domestic Markets | 1,451 | 1,296 | 627 | 12\% | large |
| Overseas Markets | 75 | 45 | 48 | 67\% | 56\% |
| Total individual provision | 1,526 | 1,341 | 675 | 14\% | large |

## 11. Deposits and other borrowings

Full
Movt
Mep 09

## 12. Loan capital

|  | Half year Sep 09 \$M | Half year <br> Mar 09 <br> \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Full year Sep 08 \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Innovative hybrid loan capital |  |  |  |  |  |  |
| US stapled trust security issue ${ }^{1}$ | 1,330 | 1,734 | -23\% | 1,330 | 1,376 | -3\% |
| Convertible Notes (ANZ CN) ${ }^{2}$ | - | 600 | -100\% | - | 600 | -100\% |
| Non-innovative hybrid loan capital |  |  |  |  |  |  |
| ANZ Convertible Preference Shares ${ }^{3}$ | 1,081 | 1,081 | 0\% | 1,081 | 1,081 | 0\% |
| UK Hybrid ${ }^{4}$ | 820 | 938 | -13\% | 820 | 1,014 | -19\% |
| Perpetual subordinated notes | 1,026 | 1,130 | -9\% | 1,026 | 1,075 | -5\% |
| Subordinated notes | 9,172 | 9,177 | 0\% | 9,172 | 9,120 | 1\% |
| Total Loan Capital | 13,429 | 14,660 | -8\% | 13,429 | 14,266 | -6\% |

1. Loan capital of USD1.1 billion is subordinated in right of payment to the claims of depositors and all other creditors of the parent entity and its controlled entities which have issued the notes. This instrument constitutes Tier 1 capital as defined by APRA for capital adequacy purposes
2. On 28 September 2009 ANZ redeemed the convertible perpetual notes (issued on 26 September 2008). These notes were convertible to a number of ordinary shares calculated at the market price of ANZ ordinary shares, plus $1 \%$ conversion premium shares if the instruments were not redeemed by ANZ. This instrument constituted Tier 1 capital as defined by APRA for capital adequacy purposes
3. Convertible preference shares (issued on 30 September 2008) convert to ordinary shares on the fifth anniversary of the issue date at the market price of ANZ ordinary shares less $2.5 \%$ (subject to certain conversion conditions). This instrument constitutes Tier 1 capital as defined by APRA for capital adequacy purposes
4. Loan capital of GBP450 million is subordinated in right of payment to the claims of depositors and all other creditors of the parent entity and its controlled entities which have issued the notes. This instrument constitutes Tier 1 capital as defined by APRA for capital adequacy purposes

## 13. Share capital

## Issued and quoted securities

| Ordinary shares | Number quoted | Issue price <br> per share | Amount paid <br> up per share |
| :--- | ---: | ---: | ---: |
| As at 30 September 2009 | $2,504,540,925$ |  |  |
| Issued during the year <br> Preference shares <br> As at 30 September 2009 <br> Euro Trust Securities ${ }^{1}$ | $463,884,441$ |  |  |

1. On 13 December 2004 the Group issued $€ 500$ million hybrid capital into the European market. The instruments consist of Floating Rate Non-cumulative
Trust Securities issued by ANZ Capital Trust III each representing a unit consisting of $€ 1,000$ principal amount of subordinated rate notes due 2053 issued
by ANZ Jackson Funding PLC stapled to a fully paid up preference share with a liquidation preference of $€ 1,000$ each, issued by Australia and New Zealand Banking Group Limited

|  | Half year Sep 09 | Half year Mar 09 | Full year Sep 09 | Full year Sep 08 |
| :---: | :---: | :---: | :---: | :---: |
| Profit ${ }^{1}$ as a \% of shareholders' equity |  |  |  |  |
| including preference shares at end of period (annualised) | 9.4\% | 10.0\% | 9.1\% | 12.5\% |

[^32]14. Shareholders' equity

|  | Half year Sep 09 \$M | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Full year Sep 08 \$M | Movt <br> Sep 09 <br> v. Sep 08 <br> $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Share capital |  |  |  |  |  |  |
| Balance at start of period | 15,009 | 13,460 | 12\% | 13,460 | 9,817 | 37\% |
| Ordinary share capital |  |  |  |  |  |  |
| Share placement | 4,661 | - | n/a | 4,661 | - | n/a |
| Dividend reinvestment plan ${ }^{1}$ | 293 | 1,495 | -80\% | 1,788 | 2,506 | -29\% |
| Group employee share acquisition scheme | 52 | 47 | 11\% | 99 | 80 | 24\% |
| Treasury shares ${ }^{2,3}$ | - | - | n/a | - | (10) | -100\% |
| Group share option scheme | 7 | 7 | 0\% | 14 | 67 | -79\% |
| Conversion of StEPS | - | - | n/a | - | 1,000 | -100\% |
| Total share capital | 20,022 | 15,009 | 33\% | 20,022 | 13,460 | 49\% |


| Foreign currency translation reserve <br> Balance at start of period <br> Currency translation adjustments <br> net of hedges after tax | $(373)$ | $(816)$ | $-54 \%$ | $\mathbf{( 8 1 6 )}$ | $(1,209)$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Total foreign currency translation reserve | $(1,352)$ | 443 | large | $\mathbf{( 9 0 9 )}$ | 393 |

## Share option reserve ${ }^{4}$

| Balance at start of period | 70 | 83 | $-16 \%$ | $\mathbf{8 3}$ | $\mathbf{7 0}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Share-based payments | 4 | 5 | $-20 \%$ | $\mathbf{9}$ | $19 \%$ |
| Transfer of options lapsed to retained earnings | $(5)$ | $(18)$ | $-72 \%$ | $\mathbf{( 2 3 )}$ | $(1)$ |
| Total share option reserve | 69 | 70 | $-1 \%$ | $\mathbf{6 9}$ | 83 |

[^33]
## 14. Shareholders' equity, cont'd

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Mar } 09 \end{array}$ | Movt Sep 09 Mar 09 | Full year Sep 09 | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | Movt Sep 09 <br> . Sep 08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | \% | \$M | \$M | \% |
| Available-for-sale revaluation reserve ${ }^{5}$ |  |  |  |  |  |  |
| Balance at start of period | (130) | (88) | 48\% | (88) | 97 | large |
| Valuation gain (loss) recognised after tax | 84 | (55) | large | 29 | (305) | large |
| Cumulative (gain) loss transferred to the income statement | 5 | 13 | -62\% | 18 | 60 | -70\% |
| Transfer on step acquisition of associate | - | - | n/a | - | 60 | -100\% |
| Total available-for-sale revaluation reserve | (41) | (130) | -68\% | (41) | (88) | -53\% |
| Hedging reserve ${ }^{6}$ |  |  |  |  |  |  |
| Balance at start of period | 99 | 79 | 25\% | 79 | 153 | -48\% |
| Gain (loss) recognised after tax | (141) | 35 | large | (106) | (39) | large |
| Transferred to income statement | (48) | (15) | large | (63) | (35) | 80\% |
| Total hedging reserve | (90) | 99 | large | (90) | 79 | large |
| Total reserves | $(1,787)$ | (334) | large | $(1,787)$ | (742) | large |
| Retained earnings |  |  |  |  |  |  |
| Balance at start of period | 13,620 | 13,772 | -1\% | 13,772 | 13,082 | 5\% |
| Profit attributable to shareholders of the Company | 1,526 | 1,417 | 8\% | 2,943 | 3,319 | -11\% |
| Adjustment on step acquisition of associate | - | - | n/a | - | 1 | -100\% |
| Transfer of options lapsed from share option reserve | 5 | 18 | -72\% | 23 | 1 | large |
| Total available for appropriation | 15,151 | 15,207 | 0\% | 16,738 | 16,403 | 2\% |
| Actuarial gain (loss) on defined benefit plans after tax ${ }^{7}$ | (37) | (87) | -57\% | (124) | (79) | 57\% |
| Ordinary share dividends paid | (976) | $(1,476)$ | -34\% | $(2,452)$ | $(2,506)$ | -2\% |
| Preference share dividends paid | (9) | (24) | -63\% | (33) | (46) | -28\% |
| Retained earnings at end of period | 14,129 | 13,620 | 4\% | 14,129 | 13,772 | 3\% |
| Share capital and reserves attributable to shareholders of the Company | 32,364 | 28,295 | 14\% | 32,364 | 26,490 | 22\% |
| Minority interest | 65 | 72 | -10\% | 65 | 62 | 5\% |
| Total equity | 32,429 | 28,367 | 14\% | 32,429 | 26,552 | 22\% |

[^34]
## 15. Contingent liabilities and contingent assets

## 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. In some instances we have not disclosed the estimated financial impact as this may prejudice the interests of the Group.

## - Securities Lending

ANZ had entered into Australian Master Securities Lending Agreements (AMSLAs) with Opes Prime and a related company. Under the AMSLAs, ANZ acquired shares in various companies listed on the Australian Stock Exchange. On 27 March 2008, ANZ appointed a receiver and manager to Opes Prime and related companies.
In August 2009, the Federal Court of Australia approved a scheme of arrangement which provides a commercial resolution of claims against ANZ and Merrill Lynch by Opes Prime creditors, the liquidators of Opes Prime, and the Australian Securities and Investments Commission. ANZ, Merrill Lynch and the receiver of Opes Prime contributed assets and cash totalling approximately $\$ 253$ million. Provision has been made for ANZ's share of the cost in these financial statements.
A US class action was commenced against ANZ and certain directors and executives in December 2008 on behalf of holders of ANZ's American Depositary Receipts (ADRs). The claim alleges that ANZ and the named individuals failed to disclose information regarding internal controls in ANZ's securities lending business and that this affected the value of the ADRs. The proceedings are at an early stage and are being defended.
ANZ had also entered into an AMSLA with Primebroker Securities Limited. On 4 July 2008, ANZ appointed a receiver and manager to Primebroker. On 31 August 2009, a court found that ANZ's appointment of the receiver to Primebroker was invalid. The receiver is appealing the decision. ANZ has joined in the appeal.
There are ongoing developments concerning the events surrounding ANZ's securities lending business which may continue for some time. There is a risk that further actions (court proceedings or regulatory actions) may be commenced against various parties, including ANZ. The potential impact or outcome of future claims (if any) cannot presently be ascertained. ANZ would review and defend any claim, as appropriate.

## - Contingent tax liability

The Australian Taxation Office (ATO) is reviewing the taxation treatment of certain transactions, including structured finance transactions, undertaken by the Group in the course of normal business activities. Some assessments have been received which are being challenged in the normal manner.

The New Zealand Inland Revenue Department ("IRD") is reviewing a number of structured finance transactions as part of an audit of the 2000 to 2005 tax years. A number of cases are before the courts and two decisions have been issued in the High Court, on 16 July 2009 and 7 October 2009, in favour of the IRD in respect of proceedings taken against other Banks.
The Group has a provision which covers its exposure to primary tax and interest (tax-effected), net of an amount receivable from Lloyds Banking Group plc ("Lloyds") reflecting an indemnity given by Lloyds under the agreement by which the Group acquired the NBNZ Holdings Limited Group.
All of these transactions have now either matured or been terminated.
Other audits and risk reviews are being undertaken by the ATO, the IRD and by revenue authorities in other jurisdictions, as part of normal revenue authority activity in those countries.

The Company has assessed these and other taxation claims arising in Australia, New Zealand and elsewhere, including seeking independent advice where appropriate, and considers that it holds appropriate provisions.

## - Interbank Deposit Agreement

ANZ has entered into an Interbank Deposit Agreement with the major banks in the payments system. This agreement is a payment system support facility certified by the Australian Prudential Regulation Authority, where the terms are such that if any bank is experiencing liquidity problems, the other participants are required to deposit equal amounts of up to $\$ 2$ billion for a period of 30 days. At the end of 30 days the deposit holder has the option to repay the deposit in cash or by way of assignment of mortgages to the value of the deposit.

## - Nominee activities

The Group will indemnify each customer of controlled entities engaged in nominee activities against loss suffered by reason of such entities failing to perform any obligation undertaken by them to a customer in accordance with the terms of the applicable agreement.

## 15. Contingent liabilities and contingent assets, cont'd

## - Clearing and Settlement Obligations

In accordance with the clearing and settlement arrangements set out:

- in the Australian Payments Clearing Association Limited Regulations for the Australian Paper Clearing System, the Bulk Electronic Clearing System, the Consumer Electronic Clearing System and the High Value Clearing System (HVCS), the Company has a commitment to comply with rules which could result in a bilateral exposure and loss in the event of a failure to settle by a member institution; and
- in the Austraclear System Regulations and the CLS Bank International Rules, the Company has a commitment to participate in loss-sharing arrangements in the event of a failure to settle by a member institution.
For HVCS and Austraclear, the obligation arises only in limited circumstances.


## - New Zealand Commerce Commission

In November 2006, the Commerce Commission brought proceedings under the Commerce Act 1986 against Visa, MasterCard and all New Zealand issuers of Visa and MasterCard credit cards, including ANZ National Bank Limited. The Commerce Commission alleges price fixing and substantially lessening competition in relation to the setting of credit card interchange fees and is seeking penalties and orders under the Commerce Act.

Subsequently, several major New Zealand retailers have issued proceedings against ANZ National Bank Limited and the other abovementioned defendants seeking unquantified damages, based on allegations similar to those contained in the Commerce Commission proceedings. ANZ National Bank Limited settled the claims with the Commission and the retailers without any admission of liability. Similar settlements were reached by the other parties. The proceedings against all parties were discontinued in October 2009.
In addition, ANZ is aware that the Commerce Commission is looking closely at credit contract fees under the Credit Contracts and Consumer Finance Act 2003 ("CCCFA"). In its 2008-2011 Statement of Intent the Commission stated that: "The Commission is turning more to litigation under the Credit Contracts and Consumer Finance Act to ensure credit contract fees are reasonable and disclosed. Currently the credit industry is not fully compliant with the legislation and taking more action through the courts will encourage better compliance and clarify any areas of the law that may be uncertain."
In particular ANZ is aware that the Commerce Commission is investigating the level of default fees charged on credit cards and the level of currency conversion charges on overseas transactions using credit cards under the CCCFA. The Commission is also investigating early repayment charges on fixed rate mortgages. At this stage the possible outcome of these investigations and any liability or impact on fees cannot be determined with any certainty.

## - ING New Zealand Funds

Trading in the ING Diversified Yield Fund and the ING Regular Income Fund ("the Funds") was suspended on 13 March 2008 due to deterioration in the liquidity and credit markets. These funds are managed by the joint venture partner (ING (NZ) Limited). Some of these funds were sold to ANZ National Bank customers.

On 5 June 2009, ING NZ AUT Investments Limited, a subsidiary of ING (NZ) Limited, made an offer to investors in the Funds. The offer closed on 13 July 2009. Investors holding approximately $99 \%$ of the funds accepted the offer to receive a payment of 60 cents per unit in the ING Diversified Yield Fund or 62 cents per unit in the ING Regular Income Fund, as applicable, either (i) in cash no later than 28 August 2009, or (ii) by way of deposit in an on-call account with ANZ National, paying 8.30\% per annum fixed for up to five years.

Acceptance of this offer was conditional on investors waiving all claims. However, ANZ National Bank customers were offered an additional opportunity, for a limited period of time, to ask the ANZ National Bank customer complaints team (and, where still unsatisfied, the New Zealand Banking Ombudsman) to consider requests for additional compensation.
The Group considers it has adequately provided for these obligations at this time. Allowance for the estimated cost of this offer is recognised as a reduction in "other operating income" in the income statement for the nine months ended 30 June 2009 with a corresponding provision in the balance sheet.

The ultimate cost to ANZ National Bank will depend on the final value of units in the Funds, any recoveries under insurance, the number of complaints and the results of any litigation and regulatory proceedings that may be brought in connection with the Funds or their sale. The Commerce Commission has sought information regarding the Funds and the sale of units in the Funds and is investigating this matter. At this stage it is not possible to predict the outcome of any investigation.

## 15. Contingent liabilities and contingent assets, cont'd

## - Sale of Grindlays businesses

On 31 July 2000, ANZ completed the sale to Standard Chartered Bank (SCB) of ANZ Grindlays Bank Limited and the private banking business of ANZ in the United Kingdom and Jersey, together with ANZ Grindlays (Jersey) Holdings Limited and its subsidiaries, for USD1.3 billion in cash. ANZ provided warranties and certain indemnities relating to those businesses and, where it was anticipated that payments would be likely under the warranties or indemnities, made provisions to cover the anticipated liability. The issues below have not impacted adversely the reported results. All settlements, penalties and costs have been covered within the provisions established at the time.

- FERA

In 1991 certain amounts were transferred from non-convertible Indian Rupee accounts maintained with Grindlays in India. These transactions may not have complied with the provisions of the Foreign Exchange Regulation Act, 1973. Grindlays, on its own initiative, brought these transactions to the attention of the Reserve Bank of India. The Indian authorities served notices on Grindlays and certain of its officers in India and civil penalties have been imposed which are the subject of appeals. Criminal prosecutions are pending and will be defended. The amounts in issue are not material.

- Tax Indemnity

ANZ provided an indemnity relating to tax liabilities of Grindlays (and its subsidiaries) and the Jersey Sub-Group to the extent to which such liabilities were not provided for in the Grindlays accounts as at 31 July 2000. Claims have been made under this indemnity, also with no material impact on the Group expected.

## Contingent assets

## - National Housing Bank

In 1992, Grindlays received a claim aggregating to approximately Indian Rupees 5.06 billion from the National Housing Bank (NHB) in India. The claim arose out of cheques drawn by NHB in favour of Grindlays, the proceeds of which were credited to the account of a Grindlays customer. Grindlays won an arbitration award in March 1997, under which NHB paid Grindlays an award of Indian Rupees 9.12 billion. NHB subsequently won an appeal to the Special Court of Mumbai, after which Grindlays filed an appeal with the Supreme Court of India. Grindlays paid the disputed money including interest into court. Ultimately, the parties settled the matter and agreed to share the monies paid into court which by then totalled Indian Rupees 16.45 billion (AUD 661 million at 19 January 2002 exchange rates), with Grindlays receiving Indian Rupees 6.20 billion (AUD 248 million at 19 January 2002 exchange rates) of the disputed monies. ANZ in turn received a payment of USD124 million (USD equivalent of the Indian Rupees received by Grindlays) from Standard Chartered Bank under the terms of an indemnity given in connection with the sale of Grindlays to Standard Chartered Bank.
ANZ recovered $\$ 114$ million in 2006 from its insurers in respect of the above.
In addition, $A N Z$ is entitled to share with NHB in the proceeds of any recovery from the estate of the customer whose account was credited with the cheques drawn from NHB. However, the Indian Taxation Department is claiming a statutory priority to all of the funds available for distribution to creditors of that customer. The Special Court passed an order in late 2007 scaling down the Income Taxation Department's priority, however, the order has been partially set aside on appeal by the Supreme Court of India. The matter has been remanded to the Special Court for redeliberation on certain issues.

## 16. Note to the Cash Flow Statement

(a) Reconciliation of profit after income tax to net cash provided by operating activities

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \text { Inflows } \\ \text { (Outflows) } \\ \$ M \end{array}$ | Half year Mar 09 Inflows (Outflows) $\$ \mathbf{M}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 09 \\ \text { Inflows } \\ \text { (Outflows) } \\ \$ M \end{array}$ | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \\ \text { Inflows } \\ \text { (Outflows) } \\ \$ M \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Profit after income tax | 1,526 | 1,417 | 2,943 | 3,319 |
| Adjustments to reconcile to net cash provided by operating activities |  |  |  |  |
| Provision for credit impairment | 1,632 | 1,373 | 3,005 | 1,948 |
| Credit risk on derivatives | (769) | 904 | 135 | 687 |
| Depreciation and amortisation | 191 | 184 | 375 | 330 |
| (Profit)/Loss on sale of businesses | - | 3 | 3 | (2) |
| Provision for employee entitlements, restructuring and other provisions | 267 | 408 | 675 | 584 |
| Payments from provisions | (202) | (369) | (571) | (402) |
| (Profit)/loss on sale of premises and equipment | 5 | (10) | (5) | (32) |
| (Profit)/loss on sale of available-for-sale securities | (5) | 4 | (1) | (361) |
| Amortisation of discounts/premiums included in interest income | (52) | (110) | (162) | (176) |
| Share based payments reserve | 4 | 5 | 9 | 14 |
| Net foreign exchange earnings | (396) | (566) | (962) | (708) |
| Net gains/losses on trading derivatives | (547) | 123 | (424) | (310) |
| Net derivatives/foreign exchange adjustment | 2,019 | (140) | 1,879 | (166) |
| (Increase)/decrease in operating assets: |  |  |  |  |
| Trading securities | $(8,382)$ | $(7,589)$ | (15,971) | 31 |
| Liquid assets - greater than three months | 1,818 | 435 | 2,253 | $(4,692)$ |
| Due from other banks - greater than three months | 4 | 1,398 | 1,402 | (739) |
| Loans and advances | 3,853 | $(5,750)$ | $(1,897)$ | $(46,855)$ |
| Net derivative financial instruments | $(5,641)$ | $(2,113)$ | $(7,754)$ | $(1,628)$ |
| Interest receivable | 278 | 444 | 722 | (248) |
| Accrued income | 72 | 20 | 92 | 40 |
| Net tax assets | (478) | 622 | 144 | $(1,282)$ |
| Increase/(decrease) in operating liabilities: |  |  |  |  |
| Deposits and other borrowings | 4,238 | 8,363 | 12,601 | 49,796 |
| Due to other financial institutions | 1,610 | $(1,778)$ | (168) | 976 |
| Payables and other liabilities | 760 | $(1,754)$ | (994) | $(1,189)$ |
| Interest payable | (260) | (855) | $(1,115)$ | 754 |
| Accrued expenses | 247 | 47 | 294 | 115 |
| Other | (109) | (81) | (190) | (14) |
| Net cash provided by/(used in) operating activities | 1,683 | $(5,365)$ | $(3,682)$ | (210) |

## (b) 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 three months | 18,393 | 17,673 | $\mathbf{1 8 , 3 9 3}$ | 15,645 |
| :--- | ---: | ---: | ---: | ---: |
| Due from other financial institutions - less than three months | 4,412 | 4,707 | $\mathbf{4 , 4 1 2}$ | $\mathbf{7 , 8 4 2}$ |
|  | 22,805 | 22,380 | $\mathbf{2 2 , 8 0 5}$ | 23,487 |

## Non-cash financing activities

Share capital issues

| Dividend reinvestment plan | 976 | $\mathbf{1 , 4 7 6}$ | $\mathbf{2 , 4 5 2}$ |
| :--- | :--- | :--- | :--- |
| $\mathbf{2 , 5 0 6}$ |  |  |  |

## 17. Changes in composition of the Group

## Acquisition of material controlled entities

There were no material controlled entities acquired during the year ended 30 September 2009 or 30 September 2008.

## Disposal of material controlled entities

There were no material controlled entities disposed of during the year ended 30 September 2009.
On 1 March 2008 the Group disposed of $46 \%$ of its investment in Diversified Infrastructure Trust (Stadium Australia). Due to the distribution of voting power to non-ANZ unit holders, ANZ no longer holds a controlling interest.

Refer Note 20 Significant events since balance date.
18. Associates, joint venture entities and investments

|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \\ \$ M \end{array}$ | Half year Mar 09 \$M | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Mar } 09 \\ \% \end{array}$ | Full year Sep 09 \$M |  | Movt <br> Sep 09 <br> v. Sep 08 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit after income tax | 227 | 238 | -5\% | 465 | 361 | 29\% |

Key contributions to profit ${ }^{1}$

|  | Contribution to Group profit |  |  |  | Ownership interest held by Group |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Half } \\ \text { year } \\ \text { Sep } 09 \end{array}$ |  | Full year Sep 09 | $\begin{array}{r} \text { Full } \\ \text { year } \\ \text { Sep } 08 \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Sep } 09 \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Mar } 09 \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Sep } 08 \end{array}$ |
| Associates | \$M | \$M | \$M | \$M | \% | \% | \% |
| P.T. Bank Pan Indonesia | 21 | 24 | 45 | 36 | 39 | 39 | 30 |
| Metrobank Card Corporation Inc | 4 | 4 | 8 | 9 | 40 | 40 | 40 |
| Bank of Tianjin | 56 | 45 | 101 | 20 | 20 | 20 | 20 |
| AMMB Holdings Berhad | 59 | 41 | 100 | 53 | 24 | 19 | 19 |
| Shanghai Rural Commercial Bank | 30 | 88 | 118 | 29 | 20 | 20 | 20 |
| Cards NZ Limited ${ }^{2}$ | 1 | 1 | 2 | 74 | 15 | 15 | 15 |
| Saigon Securities Inc. ${ }^{3}$ | 2 | 4 | 6 | - | 18 | 18 | 18 |
| Other associates | - | 2 | 2 | (3) | n/a | n/a | n/a |
| Joint ventures |  |  |  |  |  |  |  |
| ING Australia Limited | 50 | 23 | 73 | 124 | 49 | 49 | 49 |
| ING (NZ) Holdings Limited | 4 | 6 | 10 | 19 | 49 | 49 | 49 |

1. The results may differ from the published results of these entities due to the application of IFRS, Group Policies and acquisition adjustments. This amounted to $\$ 162$ million in 2009 (2008 full year: -\$4 million; Sep 2009 half; $\$ 60$ million; Mar 2009 half: $\$ 102$ million)
2. 2008: equity accounted gain arising from the allocation of shares in Visa Inc. through the Group's associate, Cards NZ Limited, on Visa shares in New Zealand
3. An associate from July 2008

## 19. Exchange rates

Major exchange rates used in translation of results of offshore controlled entities and branches and investments in Associates and joint venture entities were as follows:

|  | Balance sheet |  |  |  | Profit \& Loss Average |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

## 20. Significant events since balance date

On 25 September 2009, the Company announced it had reached agreement with ING Groep to acquire ING Groep's $51 \%$ shareholdings in the ANZ-ING wealth management and life insurance joint ventures in Australia and New Zealand for $\$ 1,760$ million, taking its ownership interest to $100 \%$. Completion is subject to various conditions, including regulatory approval, and is expected to occur during the fourth quarter of calendar 2009.

Once completed, the acquisition will result in the Group fully consolidating the assets, liabilities and operations of ING Australia Limited ("INGA") and ING (NZ) Holdings Limited ("INGNZ") and its subsidiary companies into the Group's results. At acquisition date, under the step acquisition provisions of AASB3R Business Combinations (Revised), the Group will remeasure its existing $49 \%$ interests which are accounted for under the equity method at acquisition date fair values and will recognise the resulting gain or loss in the income statement.
The 49\% interests in INGA and INGNZ were accounted for as joint venture entities at 30 September 2009 to which equity accounting is applied. These investments were assessed for impairment by comparing the carrying values to both the fair market value and the value in use, which is based on a discounted cash flow analysis. The investments were not considered impaired as the value in use for these associates exceeds the carrying value.

On 4 August 2009 the Company announced it had reached agreement with Royal Bank of Scotland Group plc to acquire selected businesses in Taiwan, Singapore, Indonesia ${ }^{1}$, Hong Kong, Phillipines and Vietnam. The purchase price is based on the fully recapitalised net tangible book value of these businesses plus a premium of USD50 million and whilst the ultimate purchase price is not determinable until completion it is estimated to amount to approximately USD550 million (AUD626 million). Each acquisition is subject to regulatory approval in the relevant jurisdictions, which is expected to occur from late 2009 through 2010. Accordingly these acquisitions will be progressively consolidated into the 2010 results including the impacts of acquisition accounting, integration and acquisition costs.

1. The Indonesian business will be acquired through ANZ's $85 \%$ owned subsidiary P.T. Bank Pan Indonesia

The directors of Australia and New Zealand Banking Group Limited confirm that the financial information and notes of the consolidated entity set out on pages 69 to 96 are in the process of being audited.


Charles B Goode
Chairman


Michael R P Smith
Director

Reconciliation of statutory profit to underlying profit

|  | Statutory profit | Adjustments between statutory profit and underlying profit |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Tax on New Zealand Conduits | Gain on Visa shares | Organisat'l transform'n costs | Impairment of intangible Origin Aust. | New Zealand restated tax balance | $\begin{gathered} \text { Economic } \\ \text { hedging - fair } \\ \text { value gains/ } \\ \text { losses } \end{gathered}$ | Revenue and investment hedges - MtM |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Net interest income | 9,808 | - | - | - | - | - | (2) | - |
| Other operating income | 3,802 | - | - | - | - | - | (358) | 30 |
| Operating income | 13,610 | - | - | - | - | - | (360) | 30 |
| Operating expenses | $(6,225)$ | - | - | (24) | - | - | - | - |
| Profit before credit impair't and tax | 7,385 | - | - | (24) | - | - | (360) | 30 |
| Provision for credit impairment | $(3,005)$ | - | - | - | - | - | - | - |
| Profit before income tax | 4,380 | - | - | (24) | - | - | (360) | 30 |
| Income tax expense | $(1,435)$ | (196) | - | 7 | - | - | 112 | (9) |
| Minority interest | (2) | - | - | - | - | - | - | - |
| Profit | 2,943 | (196) | - | (17) | - | - | (248) | 21 |


|  | Statutory profit | Adjustments between statutory profit and underlying profit |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Tax on New Zealand Conduits | Gain on Visa shares | Organisat'l transform'n costs | Impairment of intangible Origin Aust. | New Zealand restated tax balance | Economic hedging - fair value gains/ losses | Revenue and investment hedges - MtM |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Net interest income | 7,850 | - | - | - | - | - | - | - |
| Other operating income | 4,309 | - | 353 | - | - | - | 348 | (37) |
| Operating income | 12,159 | - | 353 | - | - | - | 348 | (37) |
| Operating expenses | $(5,696)$ | - | - | (218) | (34) | - | - | - |
| Profit before credit impair't and tax | 6,463 | - | 353 | (218) | (34) | - | 348 | (37) |
| Provision for credit impairment | $(1,948)$ | - | - | - | - | - | - | - |
| Profit before income tax | 4,515 | - | 353 | (218) | (34) | - | 348 | (37) |
| Income tax expense | $(1,188)$ | - | (105) | 66 | 10 | 1 | (105) | 11 |
| Minority interest | (8) | - | - | - | - | - | - | - |
| Profit | 3,319 | - | 248 | (152) | (24) | 1 | 243 | (26) |

September 2009

| Cash profit | Adjustments between statutory profit and underlying profit |  |  |  |  |  |  | Underlying profit |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | One ANZ restructing costs | ANZ share of ING NZ investor settlement | Non cont. business - Credit Intermed'n Trades | Non cont. business - Other | Structured transaction | Credit risk on impaired derivatives | Adjustments to statutory profits |  |
| \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| 9,810 | - | - | - | - | - | - | (2) | 9,810 |
| 4,130 | - | (173) | (53) | (119) | - | (82) | (755) | 4,557 |
| 13,940 | - | (173) | (53) | (119) | - | (82) | (757) | 14,367 |
| $(6,201)$ | (118) | - | - | (15) | - | - | (157) | $(6,068)$ |
| 7,739 | (118) | (173) | (53) | (134) | - | (82) | (914) | 8,299 |
| $(3,005)$ | - | - | - | (31) | - | 82 | 51 | $(3,056)$ |
| 4,734 | (118) | (173) | (53) | (165) | - | - | (863) | 5,243 |
| $(1,349)$ | 35 | 52 | (16) | 49 | - | - | 34 | $(1,469)$ |
| (2) | - | - | - | - | - | - | - | (2) |
| 3,383 | (83) | (121) | (69) | (116) | - | - | (829) | 3,772 |

## September 2008

Cash profit

| Adjustments between statutory profit and underlying profit |  |  |  |  |  |  | Underlying profit |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| One ANZ restructing costs | ANZ share of ING NZ investor settlement | Non cont. business - Credit Intermed'n Trades | Non cont. business - Other | Structured transaction | Credit risk on impaired derivatives | Adjustments to statutory profits |  |
| \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| - | - | - | (5) | - | - | (5) | 7,855 |
| - | - | (531) | 19 | (127) | (156) | (131) | 4,440 |
| - | - | (531) | 14 | (127) | (156) | (136) | 12,295 |
| - | - | - | (38) | - | - | (290) | $(5,406)$ |
| - | - | (531) | (24) | (127) | (156) | (426) | 6,889 |
| - | - | - | (14) | - | 156 | 142 | $(2,090)$ |
| - | - | (531) | (38) | (127) | - | (284) | 4,799 |
| - | - | 160 | 12 | 127 | - | 177 | $(1,365)$ |
| - | - | - | - | - | - | - | (8) |
| - | - | (371) | (26) | - | - | (107) | 3,426 |

Reconciliation of statutory profit to underlying profit by geography, cont'd

September 2009

|  | Group | Australia | Asia Pacific, Europe \& America | New Zealand |
| :---: | :---: | :---: | :---: | :---: |
| Statutory profit | 2,943 | 2,084 | 700 | 159 |
| Adjust for the following gains/(losses) included in statutory profit (net of tax) |  |  |  |  |
| Tax on New Zealand Conduits | (196) | - | - | (196) |
| Economic hedging - fair value gains/(losses) | (248) | (229) | - | (19) |
| Revenue and net investment hedges | 21 | 21 | - | - |
| Organisational transformation costs | (17) | (14) | 1 | (4) |
| Cash profit | 3,383 | 2,306 | 699 | 378 |
| One ANZ restructuring costs | (83) | (73) | - | (10) |
| ANZ share of ING NZ investor settlement | (121) | - | - | (121) |
| Non continuing businesses |  |  |  |  |
| Credit intermediation trades | (69) | (69) | - | - |
| Other | (116) | (112) | - | (4) |
| Underlying profit | 3,772 | 2,560 | 699 | 513 |

September 2008
$\left.\begin{array}{lccc} & & \begin{array}{c}\text { Asia Pacific, } \\ \text { Europe \& } \\ \text { America }\end{array} \\ \text { New Zealand } \\ \text { Nes }\end{array}\right)$

## Capital management

|  |  | As at Sep 09 | As at Mar 09 | As at Sep 08 | Movt <br> Sep 09 <br> v. Mar 09 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qualifying Capital |  | \$M | \$M | \$M | \% | \% |
| Tier 1 |  |  |  |  |  |  |
| Shareholders' equity and outside equity interests |  | 32,429 | 28,367 | 26,552 | 14\% | 22\% |
| Prudential adjustments to shareholders' equity | Table 1 | $(2,341)$ | $(2,468)$ | $(2,409)$ | -5\% | -3\% |
| Fundamental Tier 1 capital |  | 30,088 | 25,899 | 24,143 | 16\% | 25\% |
| Non-innovative Tier 1 capital instruments |  | 1,901 | 2,019 | 2,095 | -6\% | -9\% |
| Innovative Tier 1 capital instruments |  | 2,122 | 3,076 | 2,847 | -31\% | -25\% |
| Gross Tier 1 capital |  | 34,111 | 30,994 | 29,085 | 10\% | 17\% |
| Deductions | Table 2 | $(7,492)$ | $(8,051)$ | $(7,856)$ | -7\% | -5\% |
| Tier 1 capital |  | 26,619 | 22,943 | 21,229 | 16\% | 25\% |
| Tier 2 |  |  |  |  |  |  |
| Upper Tier 2 capital | Table 3 | 1,390 | 1,462 | 1,374 | -5\% | 1\% |
| Subordinated notes | Table 4 | 9,082 | 9,191 | 9,170 | -1\% | -1\% |
| Deductions | Table 2 | $(2,661)$ | $(2,604)$ | $(1,206)$ | 2\% | large |
| Tier 2 capital |  | 7,811 | 8,049 | 9,338 | -3\% | -16\% |


| Total qualifying capital |  | $\mathbf{3 4 , 4 3 0}$ | 30,992 | $\mathbf{3 0 , 5 6 7}$ | $11 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Capital adequacy ratios |  |  |  |  |  |
| Tier 1 |  | $\mathbf{1 0 . 6 \%}$ | $8.2 \%$ | $7.7 \%$ |  |
| Tier 2 |  | $\mathbf{3 . 1 \%}$ | $2.8 \%$ | $3.4 \%$ |  |
| Total |  | $\mathbf{1 3 . 7 \%}$ | $11.0 \%$ | $11.1 \%$ |  |
| Risk weighted assets | Table 5 | $\mathbf{2 5 2 , 0 6 9}$ | 280,882 | 275,434 | $-10 \%$ |

## Capital management, cont'd

|  | As at Sep 09 \$M | As at Mar 09 \$M | As at Sep 08 \$M | Movt Sep 09 v. Mar 09 | $\begin{array}{r} \text { Movt } \\ \text { Sep } 09 \\ \text { v. Sep } \\ 08 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Table 1: Prudential adjustments to shareholders' equity |  |  |  |  |  |
| Reclassification of preference share capital | (871) | (871) | (871) | 0\% | 0\% |
| Accumulated retained profits and reserves of insurance, funds management and securitisation entities and associates | $(1,010)$ | $(1,336)$ | (841) | -24\% | 20\% |
| Deferred fee revenue including fees deferred as part of loan yields | 391 | 403 | 351 | -3\% | 11\% |
| Hedging reserve | 90 | (99) | (78) | large | large |
| Available-for-sale reserve | 41 | 130 | 88 | -68\% | -53\% |
| Dividend not provided for | $(1,403)$ | (993) | $(1,511)$ | 41\% | -7\% |
| Accrual for Dividend Reinvestment Plans | 421 | 298 | 453 | 41\% | -7\% |
| Total | $(2,341)$ | $(2,468)$ | $(2,409)$ | -5\% | -3\% |

## Table 2: Deductions from Tier 1 capital

| Unamortised goodwill \& other intangibles |  | $(3,047)$ | $(3,093)$ | $(4,889)$ | -1\% | -38\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capitalised software |  | (849) | (723) | (625) | 17\% | 36\% |
| Capitalised expenses including loan and lease origination fees, capitalised securitisation establishment costs and costs associated with debt raisings |  | (602) | (643) | (642) | -6\% | -6\% |
| Applicable deferred tax assets (excluding the component relating to the general reserve for impairment of financial assets) |  | (325) | (524) | (92) | -38\% | large |
| Earnings not recognised for prudential purposes |  | - | - | (117) | n/a | -100\% |
| Mark-to-market impact of own credit spread |  | 12 | (358) | (149) | large | large |
| Negative Available-for-sale reserve |  | (20) | (106) | (136) | -81\% | -85\% |
| Sub-total |  | (4,831) | $(5,447)$ | $(6,650)$ | -11\% | -27\% |
| Deductions taken 50\% from Tier 1 and 50\% from Tier 2 | Gross | 50\% | 50\% |  |  |  |
| Investment in ANZ insurance subsidiaries | (321) | (161) | (141) | (65) | 14\% | large |
| Investment in funds management entities | (67) | (33) | (33) | (34) | 0\% | -3\% |
| Investment in joint ventures with ING in Australia and New Zealand | $(1,474)$ | (737) | (728) | (262) | 1\% | large |
| Investment in other Authorised Deposit Taking Institutions and overseas equivalents | (1,951) | (976) | (925) | (610) | 6\% | 60\% |
| Expected losses in excess of eligible provisions ${ }^{1}$ | $(1,012)$ | (506) | (508) | (167) | 0\% | large |
| Investment in other commercial operations | (72) | (36) | (36) | (36) | 0\% | 0\% |
| Other deductions | (424) | (212) | (233) | (32) | -9\% | large |
| Sub-total | $(5,321)$ | $(2,661)$ | $(2,604)$ | $(1,206)$ | 2\% | large |
| Total |  | $(7,492)$ | $(8,051)$ | $(7,856)$ | -7\% | -5\% |

## Table 3: Upper Tier 2 capital

| Eligible component of post acquisition earnings and reserves in associates and joint ventures | 269 | 271 | 248 | -1\% | 8\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Perpetual subordinated notes ${ }^{2}$ | 1,024 | 1,127 | 1,072 | -9\% | -4\% |
| General reserve for impairment of financial assets net of attributable deferred tax asset ${ }^{3}$ | 97 | 64 | 54 | 52\% | 80\% |
| Total | 1,390 | 1,462 | 1,374 | -5\% | 1\% |

## Table 4: Subordinated notes ${ }^{\mathbf{2}}$

For capital adequacy calculation purposes, subordinated note issues are reduced by $20 \%$ of the original amount over the last four years to maturity and are limited to $50 \%$ of Tier 1 capital.

[^35]Capital management, cont'd

|  | As at <br> Sep 09 | As at <br> Mar 09 | As at <br> Sep 08 | Movt <br> Sep 09 <br> $\mathbf{v . ~ M a r ~}$ |
| :--- | ---: | ---: | ---: | ---: |
| $\mathbf{S e p} \mathbf{0 9}$ |  |  |  |  |
| $\mathbf{v . S e p}$ |  |  |  |  |
| $\mathbf{0 .}$ |  |  |  |  |

Table 6: Credit risk weighted assets by Basel asset class
Subject to Advanced IRB approach

| Corporate | $\mathbf{1 1 6 , 1 5 3}$ | 136,559 | 127,365 | $-15 \%$ | $-9 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sovereign | $\mathbf{1 , 4 0 8}$ | 1,402 | 2,079 | $0 \%$ | $-32 \%$ |
| Bank | $\mathbf{5 , 5 9 2}$ | 10,374 | 12,624 | $-46 \%$ | $-56 \%$ |
| Residential Mortgage | $\mathbf{3 6 , 7 2 5}$ | 35,932 | 33,727 | $2 \%$ | $9 \%$ |
| Qualifying revolving retail (credit cards) | $\mathbf{6 , 8 5 2}$ | 8,900 | 8,703 | $-23 \%$ | $-21 \%$ |
| Other retail | $\mathbf{1 7 , 1 0 8}$ | 14,905 | 14,218 | $15 \%$ | $\mathbf{2 0 \%}$ |
| Credit risk weighted assets subject to Advanced IRB approach | $\mathbf{1 8 3 , 8 3 8}$ | 208,072 | 198,716 | $-12 \%$ | $-7 \%$ |
|  |  |  |  |  |  |
| Credit risk specialised lending exposures subject to slotting criteria | $\mathbf{2 4 , 2 7 2}$ | $\mathbf{2 5 , 3 6 2}$ | $\mathbf{3 0 , 2 5 0}$ | $-4 \%$ | $-20 \%$ |

Subject to Standardised approach

| Corporate | $\mathbf{1 3 , 5 3 1}$ | 15,594 | 12,980 | $-13 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Sovereign | - | - | - | $\mathrm{n} / \mathrm{a}$ |
| Bank | $\mathbf{1 3}$ | 21 | 21 | $-38 \%$ |
| Residential Mortgage | $\mathbf{4 1 1}$ | $-38 \%$ |  |  |
| Credit risk weighted assets subject to Standardised approach | $\mathbf{1 3 , 9 5 5}$ | 16,082 | 13,345 | $-13 \%$ |


|  |  | $\mathbf{2 , 6 5 8}$ | 3,364 | 4,271 | $-21 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Credit risk weighted assets relating to securitisation exposures | $\mathbf{1 , 9 1 4}$ | 1,707 | 1,146 | $12 \%$ | $67 \%$ |
| Credit risk weighted assets relating to equity exposures | $\mathbf{3 , 1 7 4}$ | 3,183 | 3,022 | $0 \%$ | $5 \%$ |
| Other assets | $\mathbf{2 2 9 , 8 1 1}$ | 257,770 | $\mathbf{2 5 0 , 7 5 0}$ | $-\mathbf{- 1 1 \%}$ | $-8 \%$ |
| Total credit risk weighted assets |  |  |  |  |  |


|  | Collective As at Sep 09 | rovision <br> As at <br> Sep 08 | Regul <br> Expecte <br> As at <br> Sep 09 | ory Loss As at Sep 08 |
| :---: | :---: | :---: | :---: | :---: |
| Table 7: Collective provision and Regulatory Expected loss by region | \$M | \$M | \$M | \$M |
| Australia | 2,001 | 2,149 | 3,291 | 2,327 |
| Asia Pacific, Europe \& America | 339 | 225 | 214 | 119 |
| New Zealand | 660 | 447 | 1,024 | 606 |
| Total | 3,000 | 2,821 | 4,529 | 3,052 |

## 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. Impaired loans are included under the interest earning asset category, 'loans and advances'. Intra-group interest earning assets and interest bearing liabilities are treated as external assets and liabilities for the geographic segments.

|  | Full year Sep 09 |  |  | Full year Sep 08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ \mathrm{M} \end{aligned}$ | Rate \% | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ \mathrm{M} \end{aligned}$ | Rate \% |
| Interest earning assets |  |  |  |  |  |  |
| Due from other financial institutions |  |  |  |  |  |  |
| Australia | 4,501 | 164 | 3.6\% | 3,002 | 193 | 6.4\% |
| New Zealand | 1,346 | 49 | 3.6\% | 1,390 | 92 | 6.6\% |
| Overseas Markets | 7,479 | 100 | 1.3\% | 6,171 | 250 | 4.1\% |
| Trading and available-for-sale assets |  |  |  |  |  |  |
| Australia | 27,831 | 1,243 | 4.5\% | 22,733 | 1,633 | 7.2\% |
| New Zealand | 2,973 | 166 | 5.6\% | 2,316 | 187 | 8.1\% |
| Overseas Markets | 7,379 | 258 | 3.5\% | 6,223 | 313 | 5.0\% |
| Loans and advances |  |  |  |  |  |  |
| Australia | 238,521 | 15,852 | 6.6\% | 220,367 | 18,884 | 8.6\% |
| New Zealand | 80,202 | 5,604 | 7.0\% | 78,103 | 7,491 | 9.6\% |
| Overseas Markets | 21,980 | 1,089 | 5.0\% | 17,299 | 1,042 | 6.0\% |
| Customers' liability for acceptances |  |  |  |  |  |  |
| Australia | 14,670 | 915 | 6.2\% | 15,397 | 1,347 | 8.7\% |
| Overseas Markets | 425 | 12 | 2.8\% | 463 | 23 | 5.0\% |
| Other assets |  |  |  |  |  |  |
| Australia | 3,828 | 236 | 6.2\% | 4,512 | 366 | 8.1\% |
| New Zealand | 5,472 | 287 | 5.2\% | 5,152 | 401 | 7.8\% |
| Overseas Markets | 10,857 | 231 | 2.1\% | 7,647 | 382 | 5.0\% |
| Intragroup assets |  |  |  |  |  |  |
| Australia | 8,323 | 329 | 4.0\% | 5,666 | 404 | 7.1\% |
| Overseas Markets | 1,727 | 68 | 3.9\% | 563 | 32 | 5.7\% |
|  | 437,514 | 26,603 |  | 397,004 | 33,040 |  |
| Intragroup elimination | $(10,050)$ | (397) |  | $(6,229)$ | (436) |  |
|  | 427,464 | 26,206 | 6.1\% | 390,775 | 32,604 | 8.3\% |
| Non-interest earning assets |  |  |  |  |  |  |
| Derivatives |  |  |  |  |  |  |
| Australia | 48,062 |  |  | 24,656 |  |  |
| New Zealand | 12,063 |  |  | 4,358 |  |  |
| Overseas Markets | 795 |  |  | 1,889 |  |  |
| Premises and equipment | 1,844 |  |  | 1,513 |  |  |
| Other assets | 19,303 |  |  | 15,136 |  |  |
| Provisions for credit impairment |  |  |  |  |  |  |
| Australia | $(2,826)$ |  |  | $(2,040)$ |  |  |
| New Zealand | (701) |  |  | (442) |  |  |
| Overseas Markets | (341) |  |  | (193) |  |  |
|  | 78,199 |  |  | 44,877 |  |  |
| Total average assets | 505,663 |  |  | 435,652 |  |  |

## Average balance sheet and related interest, cont'd

|  | Full year Sep 09 |  |  | Full year Sep 08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ M \end{aligned}$ | Rate \% | Ave bal \$M | $\begin{aligned} & \text { Int } \\ & \$ M \end{aligned}$ | Rate \% |
| Interest bearing liabilities |  |  |  |  |  |  |
| Time deposits |  |  |  |  |  |  |
| Australia | 87,556 | 4,308 | 4.9\% | 71,698 | 5,224 | 7.3\% |
| New Zealand | 30,498 | 1,695 | 5.6\% | 29,653 | 2,444 | 8.2\% |
| Overseas Markets | 37,258 | 640 | 1.7\% | 25,274 | 1,016 | 4.0\% |
| Savings deposits |  |  |  |  |  |  |
| Australia | 18,779 | 577 | 3.1\% | 18,062 | 778 | 4.3\% |
| New Zealand | 2,305 | 62 | 2.7\% | 1,819 | 60 | 3.3\% |
| Overseas Markets | 640 | 5 | 0.8\% | 584 | 8 | 1.4\% |
| Other demand deposits |  |  |  |  |  |  |
| Australia | 63,383 | 1,952 | 3.1\% | 54,900 | 3,193 | 5.8\% |
| New Zealand | 16,041 | 568 | 3.5\% | 15,720 | 1,063 | 6.8\% |
| Overseas Markets | 1,860 | 14 | 0.8\% | 1,273 | 19 | 1.5\% |
| Due to other financial institutions |  |  |  |  |  |  |
| Australia | 5,030 | 171 | 3.4\% | 6,234 | 412 | 6.6\% |
| New Zealand | 2,439 | 105 | 4.3\% | 1,746 | 106 | 6.1\% |
| Overseas Markets | 10,078 | 155 | 1.5\% | 10,804 | 447 | 4.1\% |
| Commercial paper |  |  |  |  |  |  |
| Australia | 7,709 | 393 | 5.1\% | 11,293 | 834 | 7.4\% |
| New Zealand | 7,263 | 337 | 4.6\% | 9,282 | 819 | 8.8\% |
| Borrowing corporations' debt |  |  |  |  |  |  |
| Australia | 5,663 | 381 | 6.7\% | 8,637 | 618 | 7.2\% |
| New Zealand | 1,371 | 91 | 6.6\% | 1,484 | 123 | 8.3\% |
| Liability for acceptances |  |  |  |  |  |  |
| Australia | 14,670 | 635 | 4.3\% | 15,397 | 1,160 | 7.5\% |
| Overseas Markets | 425 | 11 | 2.6\% | 463 | 23 | 5.0\% |
| Loan capital, bonds and notes |  |  |  |  |  |  |
| Australia | 65,343 | 3,221 | 4.9\% | 62,458 | 4,653 | 7.4\% |
| New Zealand | 12,668 | 710 | 5.6\% | 14,848 | 1,322 | 8.9\% |
| Overseas Markets | 717 | 44 | 6.2\% | 359 | 25 | 7.0\% |
| Other liabilities ${ }^{1}$ |  |  |  |  |  |  |
| Australia | 3,875 | 15 | n/a | 4,495 | 280 | n/a |
| New Zealand | 99 | 265 | n/a | 87 | 95 | n/a |
| Overseas Markets | 31 | 43 | n/a | 38 | 32 | n/a |
| Intragroup liabilities |  |  |  |  |  |  |
| New Zealand | 10,050 | 397 | 4.0\% | 6,229 | 436 | 7.0\% |
|  | 405,751 | 16,795 |  | 372,837 | 25,190 |  |
| Intragroup elimination | $(10,050)$ | (397) |  | $(6,229)$ | (436) |  |
|  | 395,701 | 16,398 | 4.1\% | 366,608 | 24,754 | 6.8\% |
| Non-interest bearing liabilities |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Australia | 4,951 |  |  | 4,787 |  |  |
| New Zealand | 3,253 |  |  | 3,432 |  |  |
| Overseas Markets | 1,540 |  |  | 1,200 |  |  |
| Derivatives |  |  |  |  |  |  |
| Australia | 50,399 |  |  | 22,841 |  |  |
| New Zealand | 11,958 |  |  | 3,542 |  |  |
| Overseas Markets | $(3,147)$ |  |  | (884) |  |  |
| Other liabilities | 11,944 |  |  | 10,603 |  |  |
|  | 80,898 |  |  | 45,521 |  |  |
| Total average liabilities | 476,599 |  |  | 412,129 |  |  |

[^36]
## Average balance sheet and related interest, cont'd



## Average balance sheet and related interest, cont'd

|  | Half year Sep 09 |  |  | Half year Mar 09 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ave bal | Int | Rate | Ave bal | Int | Rate |
|  | \$M | \$M | \% | \$M | \$M | \% |
| Interest bearing liabilities |  |  |  |  |  |  |
| Time deposits |  |  |  |  |  |  |
| Australia | 87,592 | 1,732 | 3.9\% | 87,520 | 2,577 | 5.9\% |
| New Zealand | 30,201 | 661 | 4.4\% | 30,797 | 1,034 | 6.7\% |
| Overseas Markets | 37,179 | 211 | 1.1\% | 37,338 | 428 | 2.3\% |
| Savings deposits |  |  |  |  |  |  |
| Australia | 18,552 | 257 | 2.8\% | 19,007 | 320 | 3.4\% |
| New Zealand | 2,325 | 24 | 2.1\% | 2,286 | 38 | 3.3\% |
| Overseas Markets | 589 | 3 | 1.0\% | 691 | 3 | 0.9\% |
| Other demand deposits |  |  |  |  |  |  |
| Australia | 66,513 | 849 | 2.5\% | 60,235 | 1,103 | 3.7\% |
| New Zealand | 15,479 | 194 | 2.5\% | 16,606 | 374 | 4.5\% |
| Overseas Markets | 1,956 | 7 | 0.7\% | 1,764 | 7 | 0.8\% |
| Due to other financial institutions |  |  |  |  |  |  |
| Australia | 5,109 | 64 | 2.5\% | 4,951 | 107 | 4.3\% |
| New Zealand | 2,292 | 43 | 3.7\% | 2,587 | 62 | 4.8\% |
| Overseas Markets | 9,578 | 30 | 0.6\% | 10,580 | 125 | 2.4\% |
| Commercial paper |  |  |  |  |  |  |
| Australia | 5,228 | 83 | 3.2\% | 10,205 | 310 | 6.1\% |
| New Zealand | 5,237 | 82 | 3.1\% | 9,301 | 254 | 5.5\% |
| Borrowing corporations' debt |  |  |  |  |  |  |
| Australia | 3,801 | 117 | 6.2\% | 7,536 | 264 | 7.0\% |
| New Zealand | 1,301 | 37 | 5.7\% | 1,441 | 53 | 7.4\% |
| Liability for acceptances |  |  |  |  |  |  |
| Australia | 14,699 | 269 | 3.7\% | 14,640 | 366 | 5.0\% |
| Overseas Markets | 323 | 2 | 1.2\% | 528 | 9 | 3.4\% |
| Loan capital, bonds and notes |  |  |  |  |  |  |
| Australia | 66,088 | 1,342 | 4.0\% | 64,593 | 1,880 | 5.8\% |
| New Zealand | 11,937 | 262 | 4.4\% | 13,404 | 448 | 6.7\% |
| Overseas Markets | 813 | 24 | 5.9\% | 621 | 21 | 6.8\% |
| Other liabilities ${ }^{1}$ |  |  |  |  |  |  |
| Australia | 3,331 | 14 | n/a | 4,422 | 1 | n/a |
| New Zealand | 85 | 193 | n/a | 112 | 71 | n/a |
| Overseas Markets | 45 | 20 | n/a | 17 | 23 | n/a |
| Intragroup liabilities |  |  |  |  |  |  |
| New Zealand | 11,477 | 198 | 3.4\% | 8,615 | 199 | 4.6\% |
|  | 401,730 | 6,718 |  | 409,797 | 10,077 |  |
| Intragroup elimination | $(11,477)$ | (198) |  | $(8,615)$ | (199) |  |
|  | 390,253 | 6,520 | 3.3\% | 401,182 | 9,878 | 4.9\% |
| Non-interest bearing liabilities |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Australia | 4,966 |  |  | 4,936 |  |  |
| New Zealand | 3,305 |  |  | 3,201 |  |  |
| Overseas Markets | 1,484 |  |  | 1,597 |  |  |
| Derivatives |  |  |  |  |  |  |
| Australia | 39,109 |  |  | 61,752 |  |  |
| New Zealand | 10,827 |  |  | 13,095 |  |  |
| Overseas Markets | $(5,633)$ |  |  | (648) |  |  |
| Other liabilities | 11,634 |  |  | 12,254 |  |  |
|  | 65,692 |  |  | 96,187 |  |  |
| Total average liabilities | 455,945 |  |  | 497,369 |  |  |

[^37]
## Average balance sheet and related interest, cont'd

|  | Half year Sep 09 \$M | Half <br> year <br> Mar 09 <br> \$M | Fuil year Sep 09 \$M | Fuli year Sep 08 \$M |
| :---: | :---: | :---: | :---: | :---: |
| Total average assets |  |  |  |  |
| Australia | 342,392 | 365,178 | 353,755 | 303,530 |
| New Zealand | 101,918 | 109,121 | 105,509 | 94,765 |
| Overseas Markets | 53,408 | 59,507 | 56,449 | 43,586 |
| less intragroup elimination | $(11,477)$ | $(8,615)$ | $(10,050)$ | $(6,229)$ |
|  | 486,241 | 525,191 | 505,663 | 435,652 |
| \% of total average assets attributable to overseas activities | 31.5\% | 31.9\% | 31.7\% | 31.6\% |
| Average interest earning assets |  |  |  |  |
| Australia | 297,036 | 298,315 | 297,674 | 271,677 |
| New Zealand | 87,561 | 92,439 | 89,993 | 86,961 |
| Overseas Markets | 46,747 | 52,964 | 49,847 | 38,366 |
| less intragroup elimination | $(11,477)$ | $(8,615)$ | $(10,050)$ | $(6,229)$ |
|  | 419,867 | 435,103 | 427,464 | 390,775 |

## Total average liabilities

| Australia | 323,297 | 349,214 | 336,219 | 288,656 |
| :--- | ---: | ---: | ---: | ---: |
| New Zealand | 95,849 | 102,945 | 99,387 | 89,022 |
| Overseas Markets | 48,276 | 53,825 | 51,043 | 40,680 |
| less intragroup elimination | $(11,477)$ | $(8,615)$ | $(10,050)$ | $(6,229)$ |
|  | 455,945 | 497,369 | 476,599 | 412,129 |
| \% of total average liabilities attributable to overseas activities | $29.1 \%$ | $29.8 \%$ | $29.5 \%$ | $30.0 \%$ |

## Total average shareholders' equity

| Ordinary share capital, reserves and retained earnings | 29,425 | 26,951 | 28,193 | 22,652 |
| :--- | ---: | ---: | ---: | ---: |
| Preference share capital | 871 | 871 | 871 |  |
|  | 30,296 | 27,822 | 29,064 | 23,523 |
| Total average liabilities and shareholders' equity | 486,241 | 525,191 | 505,663 | 435,652 |

## Average balance sheet and related interest, cont'd

## Gross earnings rate ${ }^{1}$

| Australia | 5.65 | 6.94 | 6.30 | 8.40 |
| :--- | :--- | :--- | :--- | :--- |
| New Zealand | 5.89 | 7.63 | 6.79 | 9.40 |
| Overseas Markets | 2.97 | 4.02 | 3.53 | 5.33 |
| Total Group | 5.47 | 6.78 | 6.13 | 8.34 |

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

## Australia

| Net interest spread | 2.17 | 1.85 | 2.01 | 1.63 |
| :--- | :--- | :--- | :--- | :--- |
| Interest attributable to net non-interest bearing items | 0.31 | 0.43 | 0.37 | 0.46 |
| Net interest margin - Australia | 2.48 | 2.28 | 2.38 | 2.09 |

## New Zealand

| Net interest spread | 1.68 | 1.67 | 1.68 | 1.40 |
| :--- | :--- | :--- | :--- | :--- |
| Interest attributable to net non-interest bearing items | 0.35 | 0.47 | 0.41 | 0.56 |
| Net interest margin - New Zealand | 2.03 | 2.14 | 2.09 | 1.96 |

## Overseas Markets

| Net interest spread | 1.80 | 1.63 | 1.74 | 1.27 |
| :--- | :---: | :---: | :---: | :---: |
| Interest attributable to net non-interest bearing items | $(0.10)$ | 0.06 | $(0.04)$ | $(0.04)$ |
| Net interest margin - Overseas Markets | 1.70 | 1.69 | 1.70 | 1.23 |

## Group

| Net interest spread | 2.13 | 1.84 | 1.98 | 1.59 |
| :--- | :--- | :--- | :--- | :--- |
| Interest attributable to net non-interest bearing items | 0.24 | 0.38 | 0.31 | 0.42 |
| Net interest margin | 2.37 | 2.22 | 2.29 | 2.01 |

[^38]
## 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 contracts, 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 foreign 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, interest rate, commodity and credit derivatives. It includes all contracts, both trading and hedging.
Notional principal amount is the face value of the contract and represents the volume of outstanding transactions. Fair value is the net position of contracts with positive market values and negative market values.

|  | As at 30 September 2009 |  |  | As at 30 September 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Notional Principal amount \$M | Total fair value |  | Notional Principal amount \$M | Total fair value |  |
|  |  | Assets <br> \$M | Liabilities \$M |  | Assets \$M | Liabilities \$M |
| Foreign exchange contracts |  |  |  |  |  |  |
| Spot and forward contracts | 204,830 | 5,658 | $(6,795)$ | 222,003 | 7,740 | $(7,956)$ |
| Swap agreements | 168,826 | 10,317 | $(13,427)$ | 205,894 | 16,667 | $(8,635)$ |
| Futures contracts | 281 | 19 | (28) | 134 | 72 | (17) |
| Options purchased | 7,067 | 569 | - | 8,929 | 899 | - |
| Options sold | 14,089 | - | (530) | 17,761 | - | (942) |
|  | 395,093 | 16,563 | $(20,780)$ | 454,721 | 25,378 | $(17,550)$ |
| Commodity Contracts |  |  |  |  |  |  |
| Derivative contracts | 23,195 | 1,196 | $(1,472)$ | 27,349 | 1,609 | $(1,692)$ |
| Interest rate contracts |  |  |  |  |  |  |
| Forward rate agreements | 75,358 | 10 | (21) | 150,302 | 33 | (32) |
| Swap agreements | 1,041,561 | 18,912 | $(18,413)$ | 1,087,769 | 10,837 | $(11,408)$ |
| Futures contracts | 105,435 | 1,492 | $(1,338)$ | 92,841 | 1,798 | $(1,705)$ |
| Options purchased | 12,468 | 188 | - | 23,156 | 225 | - |
| Options sold | 14,699 | - | (124) | 22,743 | - | (115) |
|  | 1,249,521 | 20,602 | $(19,896)$ | 1,376,811 | 12,893 | $(13,260)$ |
| Credit default swaps |  |  |  |  |  |  |
| Structured credit derivatives purchased ${ }^{1}$ | 11,303 | 704 | - | 12,455 | 1,212 | - |
| Other credit derivatives purchased ${ }^{2}$ | 13,071 | 271 | (14) | 14,414 | 201 | (32) |
| Total credit derivatives purchased | 24,374 | 975 | (14) | 26,869 | 1,413 | (32) |
| Structured credit derivatives sold ${ }^{1}$ | 12,454 | - | $(1,019)$ | 14,060 | - | $(1,704)$ |
| Other credit derivatives sold ${ }^{2}$ | 9,804 | 146 | (419) | 11,256 | 48 | (296) |
| Total credit derivatives sold | 22,258 | 146 | $(1,438)$ | 25,316 | 48 | $(2,000)$ |
|  | 46,632 | 1,121 | $(1,452)$ | 52,185 | 1,461 | $(2,032)$ |
| Collateral | - | $(2,078)$ | 7,084 | - | $(4,400)$ | 2,607 |
| Total | 1,714,441 | 37,404 | $(36,516)$ | 1,911,066 | 36,941 | $(31,927)$ |

[^39]AAS - Australian Accounting Standards

AASB - Australian Accounting Standards Board.
Cash profit represents profit adjusted for one-off significant items and non-core income arising from the use of derivatives in economic hedges and fair value through profit and loss. This measure of performance has been superseded by Underlying profit.

Collective provision is the Provision for Credit Losses that are inherent in the portfolio but not able to be individually identified; presently unidentified impaired assets. A collective provision may only be recognised when a loss event has already occurred. Losses expected as a result of future events, no matter how likely, are not recognised.

Customer deposits represent term deposits, other deposits bearing interest, deposits not bearing interest and borrowing corporations debt excluding collateralised loan obligation and securitisation vehicle funding.

Expected loss is determined based on the expected average annual loss of principal over the economic cycle for the current risk profile of the lending portfolio.

Equity standardisation 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.

IFRS - International Financial Reporting Standards
Impaired assets are those financial assets where doubt exists as to whether the full contractual amount will be received in a timely manner, or where concessional terms have been provided because of the financial difficulties of the customer. Financial Assets are impaired if there is objective evidence of impairment as a result of a loss event that occurred prior to the reporting date, and that loss event has had an impact, which can be reliably estimated, on the expected future cash flows of the individual asset or portfolio of assets.

Impaired commitments and contingencies comprises undrawn facilities and contingent facilities where the customer's status is defined as impaired.

Impaired loans comprises drawn facilities where the customer's status is defined as impaired.
Individual provision charge is the amount of expected credit losses on those financial instruments assessed for impairment on an individual basis (as opposed to on a collective basis). It takes into account expected cash flow over the lives of those financial instruments.

Liquid assets are cash and cash equivalent assets. Cash equivalent assets are highly liquid investments with short periods to maturity, are readily convertible to cash at ANZ's option and are subject to an insignificant risk of changes in value.

Net advances includes gross loans and advances and acceptances and capitalised brokerage/mortgage origination fees, less income yet to mature and allowances for credit on impairment.

Net inter business unit expenses (also known as Service Transfer Pricing) consists of the charges made between business units for the provision of support services. Both payments and receipts by business units are shown as net inter business unit expenses.

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

Net tangible assets equals share capital and reserves attributable to shareholders of the Group less preference share capital and unamortised intangible assets (including goodwill and software).

Operating expenses excludes the provision for impairment of loans and advances charge.

Operating income in business segments includes equity standardised net interest and other operating income.

Overseas includes the results of all operations outside Australia, except if New Zealand is separately identified.
Overseas Markets includes all operations outside of Australia and New Zealand. The Group's geographic segments are Australia, New Zealand, Asia Pacific, Europe \& America.

Return on asset ratios include net intra group assets.

Repo discount is a discount applicable on the repurchase by a central bank of an eligible security pursuant to a repurchase agreement.

Restructured items represents customer facilities which for reason of financial difficulty have been re-negotiated on terms which the Bank considers as uncommercial but necessary in the circumstances, and are not considered non-performing. Includes both on and off balance sheet exposures.

Revenue includes net interest income and other operating income.

## Segment review description:

The Group is managed along the geographic regions of Australia, New Zealand and Asia Pacific, Europe and America, and the matrix segment of its global institutional client business which is viewed as a separate segment but also impacts each region.

## Australia

The Australia region consists of Retail, Commercial, Institutional and Wealth segments together with the Group Centre.

## - Retail

- Retail Distribution operates the Australian branch network, Australian call centre, specialist businesses (including specialist mortgage sales staff, mortgage broking and franchisees, direct channels (Mortgage Direct and One Direct)) and distribution services.
- Retail Products is responsible for delivering a range of products including mortgages, cards, unsecured lending, transaction banking, savings and deposits:
- Mortgages provide housing finance to consumers in Australia for both owner occupied and investment purposes.
- Cards and Unsecured Lending provides consumer credit cards, ePayment products, personal loans and ATM facilities in Australia.
- Deposits provide transaction banking and savings products, such as term deposits and cash management accounts.


## - Commercial

- Esanda provides motor vehicle and equipment finance and investment products.
- Regional Commercial Banking provides a full range of banking services to personal customers and to small business and agribusiness customers in rural and regional Australia.
- Business Banking provides a full range of banking services, including risk management, to metropolitan based small to medium sized business clients with a turnover of up to A $\$ 50$ million.
- Small Business Banking Products provides a full range of banking services for metropolitan-based small businesses in Australia with unsecured loans up to A\$100,000.
- Institutional
- A full range of financial services to institutional customers within Australia along the product lines of Transaction Banking, Markets and Specialised Lending. Also includes Balance Sheet Management and Relationship and infrastructure. Refer detailed description of the Institutional business under the paragraph below entitled "Institutional".
- Wealth
- Private Bank specialises in assisting high net worth individuals and families to manage, grow and preserve their family assets.
- Investments and Insurance Products comprises Australia's Financial Planning, Margin Lending, Insurance distribution and Trustees businesses in addition to ETrade, an online broking business.
- ING Australia Limited ("INGA") is a joint venture between ANZBGL and the ING Group. ANZBGL owns $49 \%$ of INGA and receives proportional equity accounted earnings.


## - Group Centre

- Group Centre includes the Australian portion of Operations, Technology \& Shared Services, Treasury, Group Human Resources, Group Strategy, Group Financial Management, Group Risk Management and Group Items.


## Asia Pacific, Europe \& America

The Asia Pacific, Europe \& America region includes the following:

- Retail which provides retail and small business banking services to customers in the Asia Pacific region.
- Asia Partnerships which is a portfolio of strategic retail partnerships in Asia. This includes partnerships or joint venture investments in Indonesia with P.T. Panin Bank, in the Philippines with Metrobank, in Cambodia with the Royal Group, in China with Bank of Tianjin and Shanghai Rural Commercial Bank, in Malaysia with AMMB Holdings Berhad and in Vietnam with Sacombank and Saigon Securities Incorporation.
- Wealth which includes investment and insurance products and services across Asia Pacific and under the Private Bank banner assisting customers in the Asia Pacific region to manage, grow and preserve their assets.


## Segment review description, continued:

## Asia Pacific, Europe \& America, cont'd

- Executive \& Support which includes the central support functions for the division.
- Institutional Asia Pacific, Europe \& America matrix reports to the Asia Pacific, Europe \& America division and is referred to in the paragraph below entitled "Institutional".
- Bangalore which includes operations, technology and shared services support services across all geographic regions.

In August 2009, ANZ announced it had reached agreement with the Royal Bank of Scotland Group plc to acquire selected RBS businesses in Asia. The acquisition of each business is subject to regulatory approvals, including local prudential regulatory approval, with completion and integration into the Asia Pacific Europe and America Retail, Wealth and Institutional segments anticipated progressively from late-2009.

## New Zealand Businesses

New Zealand comprises three customer segments, Retail, Commercial and Institutional, a Wealth segment and an operations and support area which includes Treasury funding:

- Retail
- National Bank Retail, operating under the National Bank brand in New Zealand, provides a full range of banking services to personal and business banking customers.
- ANZ Retail, operating under the ANZ brand in New Zealand, provides a full range of banking services to personal and business banking customers.
- Commercial
- Corporate \& Commercial Banking incorporates the ANZBGL and ANZ National Bank brands and provides financial solutions through a relationship management model for medium-sized businesses with a turnover of up to NZ\$150 million.
- Rural Banking provides a full range of banking services to rural and agribusiness customers.
- UDC provides motor vehicle and equipment finance, operating leases and investment products.


## - Institutional

- A full range of financial services to institutional customers within New Zealand along the product lines of Transaction Banking, Markets and Specialised Lending. Also includes Balance Sheet Management and Relationship and infrastructure. Refer detailed description of the Institutional business under the paragraph below entitled "Institutional".
- Wealth
- Private Banking includes the private banking operations under the ANZBGL and ANZ National Bank brands and Bonus Bonds.
- ING New Zealand Limited ("INGNZ") is a joint venture between ANZBGL and ING. ANZBGL owns 49\% of INGNZ and receives proportional equity accounted earnings.
- Operations and Support includes the back-office processing, customer account maintenance, and central support areas including Treasury funding.


## Institutional

The Institutional division provides a full range of financial services to institutional customers in all geographies. Multinationals, institutions and corporates with sophisticated needs and multiple relationships are served globally. Institutional has a major presence in Australia and New Zealand and also has operations in Asia, Europe and the United States.

- Transaction Banking provides working capital solutions including lending and deposit products, cash transaction banking management, trade finance, international payments, securities lending, clearing and custodian services principally to institutional and corporate customers.
- Global Markets provides risk management services to corporate and institutional clients globally in relation to foreign exchange, interest rates, credit and commodities. This includes the business providing origination, underwriting, structuring and risk management services, advice and sale of credit and derivative products globally. Markets also manages the Group's interest rate risk position.
- Specialised Lending provides complex financing and advisory services, structured financial products, leasing, project finance, leveraged finance and infrastructure investment products to the Group's global client set.
- Balance Sheet Management manages the Institutional and Corporate balance sheets with a particular focus on credit quality, diversification and maximising risk adjusted returns.
- Relationship and infrastructure includes client relationship teams for global institutional customers and corporate customers in Australia, and central support functions.

Significant items are items that typically have a substantial impact on profit after tax, or the earnings used in the earnings per share calculation. Significant items also do not arise in the normal course of business and are infrequent in nature. Divestments are typically defined as significant items.

Underlying profit represents the directors' assessment of the profit for the ongoing business activities of the Group, and is based on guidelines published by the Australian Institute of Company Directors and the Financial Services Institute of Australasia. ANZ applies this guidance by adjusting statutory profit for material items that are not part of the normal ongoing operations of the Group including one-off gains and losses, gains and losses on the sale of businesses, non-continuing businesses, timing differences on economic hedges, and acquisition related costs.

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[^0]:    1. Numbers are provided on an underlying basis and all comparisons are year on year unless otherwise stated
    2. Excluding net interest income impact of cash flow on derivatives
    3. Collective provisions as a proportion of credit risk weighted assets (CRWA). Total provision coverage ratio is individual plus collective provisions as a proportion of CRWA
[^1]:    4. Institutional placement $\$ 2.5$ billion, Share Purchase Plan $\$ 2.2$ billion and final 2008 DRP underwrite
[^2]:    1. Credit valuation adjustments on defaulted or impaired exposures of $\$ 82$ million are reclassified as provision for credit impairment (Sep 2008 full year: $\$ 156$ million; Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million)
[^3]:    1. Adjusted to reflect result for the ongoing business activities of the Group. Refer pages 13 to 15 for explanation of adjustments
    2. Average ordinary shareholders' equity excludes minority interest and preference share dividend
    3. Includes credit valuation adjustments on defaulted or impaired exposures of $\$ 82$ million (Sep 2008 full year: $\$ 156$ million; Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million) impairment expense on available-for-sale assets of $\$ 20$ million (Sep 2008 full year: $\$ 98$ million; Sep 2009 half: $\$ n i l$; Mar 2009 half: $\$ 20$ million) and excludes non continuing businesses of $\$ 38$ million (Sep 2008 full year: $\$ 14$ million; Sep 2009 half: $\$ 8$ million; Mar 2009 half: $\$ 30$ million)
    4. For the purposes of this ratio the individual provision charge excludes impairment expense on available-for-sale assets
    5. Dividend payout ratio is calculated using the 31 March 2009 interim, 30 September 2008 final and the 31 March 2008 interim dividends and the proposed 30 September 2009 final dividend
    6. Represents dividends paid on Euro Trust Securities issued on 13 December 2004
[^4]:    1. Refer pages 13 to 15 for explanation of adjustments
[^5]:    1. Refer pages 13 to 15 for explanation of adjustments
[^6]:    1. As per market convention and using the definition adopted in prior periods
[^7]:    1. Reclassified to credit provisions on page 23
[^8]:    1. Impairment on AFS assets impacts on Asia Pacific, Europe \& America.
[^9]:    1. Other comprises scenario impact including the modelled unwind of the oil price shock (raised in 2005) to offset the emergence of related Individual and Collective provisions from these scenario impacts and the refinement of estimates including emergence periods
[^10]:    1. The impact is expressed as a percentage of net interest income. A positive result indicates that a rate increase is positive for net interest income. Conversely, a negative indicates a rate increase is negative for net interest income
[^11]:    1. Includes term deposits, other deposits excluding Collateralised Loan Obligation and securitisation deposits
    2. Includes interest accruals, payables and other liabilities, provisions and net tax provisions
    3. Includes net derivative balances, special purpose vehicles, other borrowings and preference share capital Euro hybrids
    4. Long term wholesale funding amounts are stated at original hedged exchange rates. Movements due to currency fluctuations in actual amounts borrowed are classified as short term wholesale funding
    5. Shareholders' equity excludes preference share capital
[^12]:    1. Adjusted to reflect result for the ongoing business activities of the Group. Refer pages 13 to 15 for explanation of adjustments. A reconciliation of statutory profit to underlying profit by geographical region is included within Supplementary Information at page 100
    2. ANZ has removed the impact of exchange rate movements to provide readers with a better indication of the business unit performance in local currency terms. Retranslation is net of revenue hedge earnings
    3. PBP (profit before provisions) is profit before credit impairment and income tax
    4. Credit impairment expense
[^13]:    1. Refer pages 13 to 15 for explanation of adjustments. A reconciliation of statutory profit to underlying profit by geographical region is included within Supplementary Information at page 100
    2. Includes credit valuation adjustments on defaulted or impaired exposures of $\$ 76$ million (Sep 2008 full year: $\$ 185$ million; Sep 2009 half: $\$ 15$ million reversal; Mar 2009 half: $\$ 91$ million)
[^14]:    1. Experience profit variations are gains or losses arising from actual experience differing from plan, primarily death and sickness. Assumption changes are gains or losses arising from a change in valuation methods and best estimate assumptions
    2. Remediation expenses represent costs incurred to correct operational deficiencies
    3. Capital investment earnings after tax includes mark-to-market gains/(losses) on shareholder investment assets, annuity and capital-guaranteed products, and interest on shareholder loans
    4. The carrying value of investment in INGA has been tested for impairment against the recoverable amount of INGA. INGA performed an actuarial assessment of the Economic Value (EV) of INGA as at 31 December 2008. The economic valuation was based on a discounted cash flow approach (which may differ from fair value). The Group engaged Ernst \& Young ABC Pty Limited to provide an independent review of the reasonableness of INGA's valuation (including reasonableness of methodologies, assumptions, calculations and the valuation results). The EV was in excess of the Group's carrying value
    5. Value of new business represents the present value of future profits arising from the new business written over the periods less the present value of the cost of capital applying to that new business. It does not include the value of any associated imputation credits. Note prior period comparatives are reported using a consistent discount rate to that applicable in the 2009 financial year
    6. Cost to income ratio is management expenses (excluding remediation expenses \& capitalised software write-offs) / total income
    7. Other Flows includes investment income net of taxes, fees and charges, distributions and timing
[^15]:    1. Refer pages 13 to 15 for explanation of adjustments. A reconciliation of statutory profit to underlying profit by geographical region is included at page 100
    2. Includes impairment expense on available-for-sale assets of $\$ 20$ million (Sep 2008 full year: $\$ 98$ million; Sep 2009 half: $\$ n i l ;$ Mar 2009 half: $\$ 20$ million)
    3. For the purposes of this ratio the individual provision charge excludes impairment expense on available-for-sale assets
[^16]:    1. PBP (contribution before provisions) is profit before credit impairment and income tax
    2. Credit impairment expense
[^17]:    1. Refer pages 13 to 15 for explanation of adjustments. A reconciliation of statutory profit to underlying profit by geographical region is included within Supplementary Information at page 100
    2. Includes credit valuation adjustments on defaulted or impaired exposures of $\$ 6$ million (Sep 2008 full year: $\$ n i l ;$ Sep 2009 half: $\$ 5$ million; Mar 2009 half: \$1 million)
[^18]:    1. Includes credit valuation adjustments on defaulted or impaired exposures of $\$ 82$ million (Sep 2008 full year: $\$ 156$ million; Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million) and impairment expense on available-for-sale assets of $\$ 20$ million (Sep 2008 full year: $\$ 98$ million; Sep 2009 half: $\$ n i l ;$ Mar 2009 half: \$20 million)
    2. For the purpose of this ratio the individual provision charge excludes impairment expense on available-for-sale assets
[^19]:    1. In September 2008, credit valuation adjustments on defaulted or impaired exposures of $\$ 29$ million have been reclassified as provision for credit impairment
[^20]:    1. For 2008 and 2009, adjusted to reflect result for the ongoing business activities of the Group. Refer pages 13 to 15 for explanation of adjustments. For 2005 to 2007, the income statement has been adjusted for one-off significant items and non-core income arising from the use of derivatives in economic hedges and fair value through profit and loss. This measure, known as Cash Profit, has been superseded by Underlying Profit.
    2. Average ordinary shareholders' equity excludes minority interest and preference share dividend
    3. Prior to March 2008, values were calculated using Basel I methodology
    4. Excludes employees whose only ANZ shares are held in trust under ANZ employee share schemes
[^21]:    1. Excludes notional goodwill in equity accounted entities

    The notes appearing on pages 73 to 96 form an integral part of the Condensed Consolidated Financial Information and Other Disclosures

[^22]:    1. These items are disclosed net of tax

    The notes appearing on pages 73 to 96 form an integral part of the Condensed Consolidated Financial Information and Other Disclosures

[^23]:    The notes appearing on pages 73 to 96 form an integral part of the Condensed Consolidated Financial Information and Other Disclosures

[^24]:    1. Includes interchange fees paid
    2. 2009 comprises underlying foreign exchange earnings $\$ 932$ million and $\$ 30$ million non-underlying revenue and net investment hedges volatility profit (2008 full year: $\$ 689$ million underlying and $\$ 19$ million non-underlying revenue; Sep 2009 half: $\$ 393$ million underlying and $\$ 3$ million non-underlying revenue; Mar 2009 half: $\$ 539$ million underlying and $\$ 27$ million non-underlying revenue)
    3. 2009 comprises credit intermediation trades $\$ 53$ million (2008 full year: $\$ 531$ million; Sep 2009 half: $\$ 759$ million credit; Mar 2009 half: $\$ 812$ million) and credit risk on impaired derivatives $\$ 82$ million (2008 full year: $\$ 156$ million; Sep 2009 half: $\$ 10$ million reversal; Mar 2009 half: $\$ 92$ million)
    4. Includes any fair value movements on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments not designated as accounting hedges, ineffective portions of cash flow hedges and fair value movement in bonds and notes designated at fair value
    5. Comprises gain arising from the allocation of shares in Visa Inc. measured at fair value. In addition, the Group has recognised a $\$ 72$ million gain through its associate, Cards NZ Limited, on that associate's allocation of Visa Inc. shares (see footnote 7 below), bringing the total benefit to the Group on the Visa Inc. share allocation in the half year to $\$ 353$ million
    6. Deconsolidated after March 2008
    7. 2008 includes a $\$ 72$ million equity accounted gain arising from the allocation of shares in Visa Inc. through the Group's associate, Cards NZ Limited, on Visa shares in New Zealand
    8. Refer note 18
[^25]:    1. 2008 includes $\$ 21$ million of Australian tax on the equity accounted profits of Cards NZ Limited relating to the gain on the allocation of shares in Visa Inc. which was not taxable in New Zealand
[^26]:    1. The US Stapled Trust securities issued on 27 November 2003 convert to ordinary shares in 2053 unless redeemed or bought back prior to that date. The US Stapled Trust Security issue can be de-stapled and the investor left with coupon paying preference shares at ANZ's discretion at any time, or at the investor's discretion under certain circumstances. AASB 133 requires that potential ordinary shares for which conversion to ordinary share capital is mandatory must be included in the calculation of diluted EPS. The inclusion of this issue in EPS increased the diluted number of shares by 51.3 million for the year ended 30 September 2009
    2. ANZ StEPS (issued on 23 September 2003) were converted to ordinary shares on 15 September 2008
    3. UK Hybrid (issued on 15 June 2007) is a GBP denominated stapled security that converts to ordinary shares on the fifth anniversary of the issue date at the market price of ANZ ordinary shares less 5\% (subject to certain conversion conditions). AASB 133 requires that potential ordinary shares for which conversion to ordinary share capital is mandatory must be considered in the calculation of diluted EPS. However, the conversion of this UK Hybrid does not have any dilutive impact in 2009 and therefore has been excluded. The historical comparative remains, as it did have a dilutive impact in 2008
    4. Convertible preference shares (issued on 30 September 2008) convert to ordinary shares on the fifth anniversary of the issue date at the market price of ANZ ordinary shares less $2.5 \%$ (subject to certain conversion conditions). AASB 133 requires that potential ordinary shares for which conversion to ordinary share capital is mandatory must be included in the calculation of diluted EPS. The inclusion of this issue in EPS increased the diluted number of shares by 45.5 million for the year ended 30 September 2009
    5. Convertible notes (issued on 26 September 2008) may be converted to a number of ordinary shares calculated at the market price of ANZ ordinary shares, plus $1 \%$ conversion premium shares if the instruments are not redeemed by ANZ. These were fully redeemed by ANZ for cash at face value on 28 September 2009
[^27]:    1. Includes bank notes and coins and cash at bank for liquid assets and equity instruments within trading securities and available-for-sale financial assets
[^28]:    1. Derivative assets, considered impaired, net of credit valuation adjustments
    2. Impaired available-for-sale debt security where the cumulative mark-to-market loss has been transferred from equity to the Income Statement
    3. Comprises undrawn facilities and customer contingent liabilities
[^29]:    1. Customers that have demonstrated superior stability in their operating and financial performance over the long-term, and whose debt servicing capacity is not significantly vulnerable to foreseeable events. This rating broadly corresponds to ratings "Aaa" to "Baa3" and "AAA" to "BBB-" of Moody's and Standard \& Poor respectively
    2. Customers that have consistently demonstrated sound operational and financial stability over the medium to long term, even though some may be susceptible to cyclical trends or variability in earnings. This rating broadly corresponds to ratings "Ba1" to "Ba3" and "BB+" to "BB-" of Moody's and Standard \& Poor respectively
    3. Customers that have demonstrated some operational and financial instability, with variability and uncertainty in profitability and liquidity projected to continue over the short and possibly medium term. This rating broadly corresponds to ratings "B1" to "Caa" and "B+" to "CCC" of Moody's and Standard \& Poor respectively
[^30]:    1. Includes $\$ 673$ million restructured items (Sep 2008: $\$ 846$ million)
[^31]:    1. The Collective Provision includes amounts for off-balance sheet credit exposures: $\$ 397$ million at 30 September 2009 (Mar 2009 : $\$ 322$ million; Sep 2008: $\$ 353$ million). The impact on the income statement for the year ended 30 September 2009 was a $\$ 25$ million charge (Sep 2008 full year: $\$ 86$ million charge; Sep 2009 half year: $\$ 59$ million charge; Mar 2009 half year: $\$ 34$ million release)
[^32]:    1. Profit attributable to shareholders
[^33]:    1. Includes $75,000,000$ ordinary shares issued at $\$ 13.95$ in March 2009 to UBS AG, Australia Branch in accordance with the dividend reinvestment plan underwriting agreement
    2. On-market purchase of shares for settlement of amounts due under share-based compensation plans
    3. As at 30 September 2009, there were 7,721,314 treasury shares outstanding (Mar 2009: 7,869,128; Sep 2008: 4,374,248)
    4. The share option reserve arises on the grant of share options to selected employees under the ANZ share option plan. Amounts are transferred out of the reserve and into share capital when the options are exercised
[^34]:    5. The available-for-sale revaluation reserve arises on the revaluation of available-for-sale financial assets. Where a revalued financial asset is sold, that portion of the reserve which relates to that financial asset is realised and recognised in the profit or loss. Where a revalued financial asset is impaired, that portion of the reserve which relates to that financial asset is recognised in the profit or loss
    6. The hedging reserve represents hedging gains and losses recognised on the effective portion of cash flow hedges. The cumulative deferred gain or loss on the hedge is recognised in the profit or loss when the hedged transaction impacts profit or loss, consistent with the applicable accounting policy
    7. ANZ has taken the option available under AASB 119 to recognise actuarial gains/losses on defined benefit superannuation plans directly in retained earnings
[^35]:    1. The gross deduction includes a collective provision component net of tax of $\$ 1,875$ million, other eligible provisions of $\$ 1,642$ million less an estimate for regulatory expected loss of $\$ 4,529$ million
    2. The fair value adjustment is excluded for prudential purposes as the prudential standard only permits inclusion of cash received and makes no allowance for hedging.
    3. Under Basel II, this consists of the surplus of the general reserve for impairment of financial assets net of tax and/or the provisions attributable to the standardised portfolio
[^36]:    1. Includes foreign exchange swap costs
[^37]:    1. Includes foreign exchange swap costs
[^38]:    1. Average interest rate received on interest earning assets
[^39]:    1. Refer pages 25
    2. The notional amounts comprise vanilla credit default swap transactions including credit indices such as Itraxx (Europe and Australia) and CDX. In the case of back-to-back deals, where a risk position from one counterparty is "closed out" with another counterparty, the notional amounts are not netted down in the above table. For example, ANZ may sell credit protection over a particular corporate bond (or reference asset) to a counterparty and simultaneously offset that credit exposure by buying credit protection over the same corporate bond (or reference asset) from another counterparty. Netting may only occur where there is an offsetting deal with the same counterparty. These credit default swap trades are transacted in conjunction with other financial instruments by reference to the traded market risk limit framework which includes VaR, name and rating specific concentration limits, sensitivity limits and stress testing limits. VaR disclosures are set out on page 30
