Determined to offer strength*in uncertain times.

Determined to be better than we have ever been.

Determined to focus on service and on service and on service.

## Profit Announcement

For the half year ended 31 December 2007

## ASX Appendix 4D

Results for announcement to the market ${ }^{(1)}$

| Report for the half year ended 31 December 2007 | \$M |
| :---: | :---: |
| Revenues from ordinary activities | \$17,655 Up 8\% |
| Profit/(loss) from ordinary activities after tax attributable to Equity holders | \$2,371 Up 8\% |
| Net profit/(loss) for the period attributable to Equity holders | \$2,371 Up 8\% |
| Dividends (distributions) |  |
| Interim Dividend - fully franked (cents per share) | 113 |
| Record date for determining entitlements to the dividend | 22 February 2008 |

(1) Rule 4.2C. 3

Refer to Appendix 13 ASX Appendix 4D on page 65, for disclosures required under ASX Listing Rules.

This report should be read in conjunction with the 30 June 2007 Annual Financial Report of the Group and any public announcements made in the period by the Group in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.

| Important Dates for Shareholders |  |
| :--- | ---: |
| Interim Result and Interim Dividend Announcement | 13 February 2008 |
| Ex-dividend Date | 18 February 2008 |
| Record Date | 22 February 2008 |
| Interim Dividend Payment Date | 2 April 2008 |
| Full Year Results Announcement | 13 August 2008 |
| Ex-dividend Date | 18 August 2008 |
| Record Date | 22 August 2008 |
| Final Dividend Payment Date | 1 October 2008 |
| Annual General Meeting | 13 November 2008 |

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Except where otherwise stated, all figures relate to the half year ended 31 December 2007. The term "prior comparative period" refers to the half year ended 31 December 2006, while the term "prior half" refers to the half year ended 30 June 2007.
Highlights ..... 2
Group Performance Highlights ..... 2
Group Performance Summary ..... 3
Shareholder Summary ..... 3
Balance Sheet Summary ..... 4
Key Performance Indicators ..... 5
Credit Ratings ..... 5
Group Performance Analysis ..... 6
Financial Performance and Business Review ..... 6
Total Group Assets and Liabilities ..... 9
Retail Banking Services ..... 10
Financial Performance and Business Review ..... 10
Premium Business Services ..... 12
Financial Performance and Business Review ..... 12
Wealth Management ..... 14
Financial Performance and Business Review ..... 14
Sources of Profit from Insurance Activities ..... 15
Funds Under Administration ..... 17
Annual Inforce Premiums ..... 18
International Financial Services ..... 20
Financial Performance and Business Review ..... 20
Sources of Profit from Insurance Activities ..... 22
Funds Under Administration ..... 22
Annual Inforce Premiums ..... 22
Other ..... 23
Shareholder Investment Returns ..... 24
Directors' Report ..... 25
Financial Statements ..... 27
Consolidated Income Statement ..... 28
Consolidated Balance Sheet ..... 29
Consolidated Statement of Recognised Income and Expense ..... 30
Consolidated Statement of Cash Flows ..... 31
Notes to the Financial Statements ..... 33
Directors' Declaration ..... 47
Independent Auditor's Review Report ..... 48
Appendices ..... 49

## Group Performance Highlights

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
| Net Profit after | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| Income Tax | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ |
| Statutory basis | $\mathbf{2 , 3 7 1}$ | 2,279 | 2,191 |
| Cash basis | $\mathbf{2 , 3 8 5}$ | 2,231 | 2,296 |

The Group's net profit after tax ("statutory basis") for the half year was $\$ 2,371$ million which represents an increase of $8 \%$ on the prior comparative period. The Group's net profit after tax ("cash basis") for the half year ended 31 December 2007 was $\$ 2,385$ million, which represents an increase of $7 \%$ on the prior half, and $4 \%$ on the prior comparative period. Excluding the impact of recent market volatility (represented by Shareholder investment returns and $\$ 100$ million pre-tax of extra funding costs), the Group's underlying profit increased by 11\% on the prior half and $9 \%$ on the prior comparative period.
The volatility in global credit markets has had a significant impact on the Group during the current period. This caused a widening of the spread between the official cash rate and the 90day bank bill rate, together with a higher cost of debt in the wholesale markets. As a result the Group has incurred approximately $\$ 100$ million of extra funding costs (\$70 million after tax) during the half year. In addition, loan impairment expenses increased $\$ 138$ million on the prior comparative period, reflecting risk downgrades in the corporate segment and some large specific provisions.
The Group has delivered a solid business result in a difficult environment, supported by strong growth across both lending and deposit balances and the outstanding performance of the Wealth Management operations. The financial performance of the Group was underpinned by:

- Growth in Banking income of $5 \%$ on the prior comparative period, following strong growth in average interest earning assets of $15 \%$ to $\$ 352$ billion;
- Growth in Average Funds Under Administration of $21 \%$ on the prior comparative period to $\$ 191$ billion, underpinned by strong retail and wholesale inflows;
- Growth in average inforce insurance premiums of $16 \%$ on the prior comparative period reflecting strong sales volumes and progress on cross-sell initiatives;
- Continued improvement in credit quality across consumer portfolios offset by an increase in Corporate provisioning levels; and
- Operating expense growth of $7 \%$ on the prior comparative period. Continued productivity gains and realisation of other cost savings have enabled increased investment in the business to support productivity and growth initiatives.
Cash earnings per share increased $6 \%$ on the prior half and $2 \%$ on the prior comparative period to 180.7 cents per share. The Group's Return on Equity ("cash basis") has decreased 20 basis points on the prior half and has decreased 180 basis points on the prior comparative period, reflecting, in part, higher capital levels in the period leading up to Basel II.

The Group's cash net profit after tax definition now excludes unrealised accounting gains and losses on derivatives used for hedging purposes. This change was made to more closely reflect emerging market practice.
Other performance highlights during the period relating to the strategic priorities of the Group included:

- The launch of the Group's new "Determined to be different" brand marketing campaign;
- Retail customer satisfaction levels at a 10 year high (source: Roy Morgan Research) ${ }^{(1)}$ and recorded retail customer complaints down $20 \%$ on the prior comparative period;
- Institutional Banking recognised as the industry leader, receiving the highest satisfaction rating in the most recent East \& Partners bi-annual survey;
- Continued expansion in Business Banking operations, with the opening of four new Business Banking centres during the half year, adding to the existing eight centres opened during the previous financial year; and
- Colonial First State named the 2007 "Super Star" platform for the fourth year in a row (source: FundData).


## Basel II Transition

On 10 December 2007, APRA granted advanced accreditation status to the Group for the measurement of regulatory capital under the Basel II framework.

This approval was effective from 1 January 2008 and will result in an increase in the Group's Tier One and Total Capital ratios as disclosed on page 5.

## Dividends

The interim dividend for the year is $\$ 1.13$ per share, an increase of 6 cents or $6 \%$ on the prior comparative period, representing a dividend payout ratio ("cash basis") for the half year of $63.0 \%$.
The interim dividend payment will be fully franked and will be paid on 2 April 2008 to owners of ordinary shares at the close of business on 22 February 2008 ("record date"). Shares will be quoted ex-dividend on 18 February 2008.
The Group issued $\$ 709$ million of shares to satisfy shareholder participation in the Dividend Reinvestment Plan ("DRP") in respect of the final dividend for 2006/07. In respect of the current interim dividend, shares to be allocated to participants under the DRP will be provided by an on-market purchase, to a maximum value of $\$ 550$ million. Any DRP allocation in excess of this limit will be satisfied by the issuance of new shares.

## Outlook

The increased volatility in global financial markets which characterised the first half of the Group's financial year is expected to continue until at least the end of the current calendar year as the full impacts of the sub-prime crisis flow through the market.

For the Australian economy this is likely to mean that wholesale funding costs will remain above levels experienced in the 2007 financial year and inflation will continue to be a concern. This is expected to lead to further upward pressure on interest rates.
The underlying economy maintained a good level of growth during the first half of the 2008 financial year. Despite continuing volatility in global markets, the outlook for the Australian economy remains positive, with credit growth likely to continue close to present rates during the 2008 calendar year with the fundamentals favouring business credit growth over that of households.

With a strong capital position, a diversified funding and asset profile, banking and wealth businesses which are generating solid profit growth and an ongoing commitment to reinvest for the future, the Group is well positioned. While it is difficult to forecast peer performance because of market volatility and its varying impacts, the Group believes that it should continue to deliver EPS growth which meets or exceeds the average of its peers.
(1) Refer to appendix 17 Definitions: Customer satisfaction - external survey

| Group Performance Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | Dec 07 vs <br> Dec 06 \% |
| Net interest income | 3,899 | 3,551 | 3,485 | 10 | 12 |
| Other banking income | 1,541 | 1,609 | 1,712 | (4) | (10) |
| Total banking income | 5,440 | 5,160 | 5,197 | 5 | 5 |
| Funds management income | 1,141 | 981 | 893 | 16 | 28 |
| Insurance income | 393 | 435 | 382 | (10) | 3 |
| Total operating income | 6,974 | 6,576 | 6,472 | 6 | 8 |
| Shareholder investment returns | 42 | 64 | 85 | (34) | (51) |
| Total income | 7,016 | 6,640 | 6,557 | 6 | 7 |
| Operating expenses | 3,378 | 3,283 | 3,144 | 3 | 7 |
| Loan impairment expense | 333 | 239 | 195 | 39 | 71 |
| Net profit before income tax | 3,305 | 3,118 | 3,218 | 6 | 3 |
| Corporate tax expense ${ }^{(1)}$ | 905 | 873 | 909 | 4 | - |
| Minority interests ${ }^{(2)}$ | 15 | 14 | 13 | 7 | 15 |
| Net profit after income tax ("cash basis") | 2,385 | 2,231 | 2,296 | 7 | 4 |
| Defined benefit superannuation plan (expense)/income | (4) | 1 | 4 | large | large |
| Treasury shares valuation adjustment | (13) | (37) | (38) | (65) | (66) |
| Hedging and AIFRS volatility | 3 | 84 | (71) | (96) | large |
| Net profit after income tax ("statutory basis") | 2,371 | 2,279 | 2,191 | 4 | 8 |
| Represented by: ${ }^{(3)}$ |  |  |  |  |  |
| Retail Banking Services | 949 | 885 | 881 | 7 | 8 |
| Premium Business Services | 724 | 721 | 724 | - | - |
| Wealth Management | 380 | 328 | 299 | 16 | 27 |
| International Financial Services | 296 | 245 | 233 | 21 | 27 |
| Other | 36 | 52 | 159 | (31) | (77) |
| Net profit after income tax ("cash basis") | 2,385 | 2,231 | 2,296 | 7 | 4 |
| Shareholder investment returns after tax | (28) | (35) | (61) | (20) | (54) |
| Net profit after income tax ("underlying basis") | 2,357 | 2,196 | 2,235 | 7 | 5 |

(1) For purposes of presentation, Policyholder tax benefit and Policyholder tax expense components of Corporate tax expense are shown on a net basis (31 December 2007: \$36 million, 30 June 2007: \$128 million, and 31 December 2006: $\$ 138$ million).
(2) Minority interests includes preference dividends paid to holders of preference shares in ASB Capital.
(3) During the current period the presentation of the segments of the Group has been changed. Prior periods have been restated on a consistent basis.

| Shareholder Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | Dec 07 vs <br> Dec 06 \% |
| Dividend per share - fully franked (cents) | 113 | 149 | 107 | (24) | 6 |
| Dividend cover - cash (times) | 1.6 | 1. 1 | 1. 6 | n/a | n/a |
| Earnings per share (cents) ${ }^{(1)}$ |  |  |  |  |  |
| Statutory - basic | 180.4 | 175. 1 | 169.6 | 3 | 6 |
| Cash basis - basic | 180.7 | 170.4 | 176. 6 | 6 | 2 |
| Dividend payout ratio (\%) |  |  |  |  |  |
| Statutory basis | 63.4 | 86.1 | 63.8 | large | (40)bpts |
| Cash basis | 63.0 | 88.0 | 60.8 | large | 220bpts |
| Weighted avg no. of shares - statutory basic (M) ${ }^{(1)}$ | 1,300 | 1,286 | 1,276 | 1 | 2 |
| Weighted avg no. of shares - cash basic (M) ${ }^{(1)(2)}$ | 1,306 | 1,293 | 1,284 | 1 | 2 |
| Return on equity - cash (\%) | 20.8 | 21.0 | 22.6 | (20)bpts | (180)bpts |

(1) For definitions refer to appendix 17, page 74.
(2) Fully diluted EPS and weighted average number of shares (fully diluted) are disclosed in appendix 14, page 69.

Highlights continued

| Balance Sheet Summary | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \hline \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | Dec 07 vs Dec 06 \% |
| Lending assets ${ }^{(1)}$ | 332,577 | 304,100 | 286,814 | 9 | 16 |
| Total assets | 454,549 | 425,139 | 397,261 | 7 | 14 |
| Total liabilities | 428,911 | 400,695 | 374,774 | 7 | 14 |
| Shareholders' Equity | 25,638 | 24,444 | 22,487 | 5 | 14 |
| Assets held and Funds Under Administration (FUA) |  |  |  |  |  |
| On Balance Sheet: |  |  |  |  |  |
| Banking assets | 427,580 | 397,093 | 367,250 | 8 | 16 |
| Insurance Funds Under Administration | 18,940 | 19,814 | 21,040 | (4) | (10) |
| Other insurance and internal funds management assets | 8,029 | 8,232 | 8,971 | (2) | (11) |
|  | 454,549 | 425,139 | 397,261 | 7 | 14 |
| Off Balance Sheet: |  |  |  |  |  |
| Funds Under Administration | 188,762 | 157,257 | 146,622 | 20 | 29 |
| Total assets held and FUA | 643,311 | 582,396 | 543,883 | 10 | 18 |

(1) Lending assets comprise Loans, advances, and other receivables (gross of provisions for impairment and excluding securitisation and unearned income) and Bank acceptances of customers.

| Key Performance Indicators | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { Dec } 06 \% \end{aligned}$ |
| Group |  |  |  |  |  |
| Underlying profit after tax (\$M) | 2,357 | 2,196 | 2,235 | 7 | 5 |
| Net interest margin (\%) | 2. 17 | 2. 16 | 2. 22 | 1bpts | (5)bpts |
| Average interest earning assets (\$M) ${ }^{(1)}$ | 352,107 | 325,380 | 306,868 | 8 | 15 |
| Average interest bearing liabilities (\$M) ${ }^{(1)}$ | 330,004 | 303,171 | 286,548 | 9 | 15 |
| Funds management income to average FUA (\%) | 1. 19 | 1. 16 | 1. 12 | 3bpts | 7bpts |
| FUA - average (\$M) | 191,447 | 171,264 | 158,010 | 12 | 21 |
| Insurance operating income to average inforce premiums (\%) | 54.1 | 64.0 | 60.7 | (15) | (11) |
| Average inforce premiums (\$M) | 1,444 | 1,370 | 1,248 | 5 | 16 |
| Expense to operating income (\%) | 48.4 | 49.9 | 48.6 | (3) | - |
| Effective corporate tax rate (\%) | 27.4 | 28. 0 | 28. 2 | (2) | (3) |
| Retail Banking Services |  |  |  |  |  |
| Cash net profit after tax (\$M) | 949 | 885 | 881 | 7 | 8 |
| Expense to income (\%) | 45. 8 | 46. 6 | 46.6 | (2) | (2) |
| Premium Business Services |  |  |  |  |  |
| Cash net profit after tax (\$M) | 724 | 721 | 724 | - | - |
| Expense to income (\%) | 43.4 | 46. 8 | 44.5 | (7) | (2) |
| Wealth Management |  |  |  |  |  |
| Underlying profit after tax (\$M) | 372 | 303 | 245 | 23 | 52 |
| FUA - average (\$M) | 183,548 | 163,543 | 151,621 | 12 | 21 |
| Average inforce premiums (\$M) | 1,058 | 1,005 | 921 | 5 | 15 |
| Funds management income to average FUA (\%) | 1. 21 | 1. 18 | 1. 14 | 3 | 6 |
| Insurance operating income to average inforce premiums (\%) | 51.3 | 61.4 | 57.5 | (16) | (11) |
| Operating expense to net operating income (\%) | 54.3 | 58.4 | 61.3 | (7) | (11) |
| International Financial Services |  |  |  |  |  |
| Underlying profit after tax (\$M) | 276 | 235 | 226 | 17 | 22 |
| FUA - average (\$M) | 7,899 | 7,721 | 6,389 | 2 | 24 |
| Average inforce premiums (\$M) | 386 | 365 | 327 | 6 | 18 |
| Funds management income to average FUA (\%) | 0.55 | 0.65 | 0.65 | (15) | (15) |
| Insurance operating income to average inforce premiums (\%) | 61.8 | 71. 3 | 69.8 | (13) | (11) |
| Expense to income (\%) | 53.6 | 55.1 | 54.8 | (3) | (2) |
| Capital Adequacy - 31 December 2007 |  |  |  |  |  |
| Tier One (\%) | 7.27 | 7. 14 | 7. 06 | 13bpts | 21bpts |
| Total (\%) | 9. 67 | 9. 76 | 9. 78 | (9) bpts | (11)bpts |
| Adjusted Common Equity (\%) | 4. 62 | 4. 79 | 4. 70 | (17)bpts | (8)bpts |

Capital Adequacy - 1 January 2008 (Basel II pro forma) ${ }^{(2)}$

| Tier One (\%) | 7.35 |
| :--- | ---: |
| Total (\%) | 11.06 |
| Adjusted Common Equity (\%) | 4.62 |

(1) Average interest earning assets and average interest bearing liabilities have been adjusted to remove the impact of securitisation. Refer to Average Balances and Related Interest Page 51.
(2) The 1 January 2008 ratios are calculated using the Basel II capital adequacy regulations. The existing Basel I ACE ratio is shown above pending Standard \& Poor's guidance on the Basel II impact on the Bank's ACE capital.

| Credit Ratings | Long-term | Short-term | Affirmed |
| :--- | ---: | ---: | ---: |
| Fitch Ratings | AA | F1+ | Dec 07 |
| Moody's Investor Services | Aa1 | P-1 | Dec 07 |
| Standard \& Poor's | AA | A-1+ | Dec 07 |

The Group continues to maintain a strong capital position which is reflected in its credit ratings. Additional information regarding the Group's capital is disclosed in appendix 8, pages 57 to 59.

## Group Performance Analysis

## Financial Performance and Business Review

The half year cash net profit after tax of $\$ 2,385$ million for the Group increased $7 \%$ on the prior half and $4 \%$ on the prior comparative period.

The performance during the half year was driven by:

- Strong improvement in business lending volumes, up 23\% since December 2006 to $\$ 104$ billion;
- Significant domestic deposit volume growth of $25 \%$ since December 2006 to $\$ 202$ billion;
- Continued gains in home loan market share translating into balance growth of $13 \%$ on the prior comparative period to \$188 billion;
- Underlying net interest margin contraction of four basis points over the half year;
- Productivity improvements and other cost savings financing additional investment in front line staff;
- Increased Funds under administration of $24 \%$ on the prior comparative period to $\$ 208$ billion. FirstChoice flows remained solid over the period capturing further market share gains;
- Growth in CommInsure inforce premiums to $\$ 1,094$ million representing an increase of $11 \%$ on the prior comparative period, reflecting strong sales volumes and progress of the Wealth Management cross-sell initiative; partly offset by
- Impact of recent volatility in global credit markets which has caused funding costs to increase and some deterioration in credit quality in the corporate sector.
More comprehensive disclosure of performance highlights by key business segments is contained on pages 10-23.


## Net Interest Income

Net interest income increased by $12 \%$ on the prior comparative period to $\$ 3,899$ million. The growth was driven by a strong increase in average interest earning assets of $15 \%$ offset by a 10 basis point reduction in underlying net interest margin over the 12 month period.

## Average Interest Earning Assets <br>  <br> $\square$ Non-Lending Interest Earning Assets (Excl Bank Accept) $\square$ Lending Interest Earning Assets

Average interest earning assets increased by $\$ 27$ billion on the prior half to $\$ 352$ billion, reflecting a $\$ 23$ billion increase in average lending interest earning assets and a $\$ 4$ billion increase in average non-lending interest earning assets.
Home lending growth continued to be the largest contributor to the increase in average interest earning assets, resulting from consistent market share gains during the period. Average home loan balances excluding the impact of securitisation increased by 9\% since 30 June 2007 and 12\% since 31 December 2006.

Personal Lending average balances have increased by $7 \%$ since 30 June 2007 and 15\% since 31 December 2006, driven by strong growth in margin lending.

Average balances for Business and Corporate lending have increased 8\% since 30 June 2007 and 18\% since 31 December 2006 reflecting robust growth, particularly in Institutional Banking.

## Net Interest Margin

Underlying net interest margin decreased four basis points on the prior half. Headline net interest margin includes the favourable impact of reclassification of net swap costs under AIFRS (offset within Other banking income). Underlying margins decreased due to:

Incremental Funding Costs: The lack of liquidity in global credit markets resulted in an increase in the cash to bill rate spread and higher wholesale funding costs. This led to three basis points of margin compression in the period (net of the retail deposit benefit), as well as additional costs on derivatives used to hedge short-dated interest rate exposures, which are recognised within Other banking income.

Asset Pricing \& Mix: Changes within the home loan and credit card portfolios resulted in two basis points margin decline (excluding the impact of market liquidity issues). This was due to adverse portfolio mix changes within both of these portfolios. Portfolio mix changes include both compression due to growth in both packaged and fixed rate home lending as well as "Yellow" credit card growth. Business lending margins remained stable overall, with improving product margins on some products being offset by the corresponding adverse mix impact of growth in the institutional lending portfolio.

Lending mix: Higher margin business lending has grown faster than lower margin home lending, resulting in a one basis point increase in margin.

NIM movement since June 2007


The above net interest margin has been protected from a further three basis point deterioration by hedging of short-dated interest rate exposures which led to incremental costs of $\$ 50$ million in Other banking income.

Additional information, including the average balances, is set out on pages 51 to 52 .

## Group Performance Analysis continued

## Other Banking Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
|  | $\$ M$ | $\$ M$ | $\$ M$ |
| Commissions | $\mathbf{9 0 8}$ | 870 | 859 |
| Lending fees | $\mathbf{4 6 9}$ | 479 | 417 |
| Trading income | $\mathbf{2 0 0}$ | 249 | 306 |
| Other income | $\mathbf{1 2 8}$ | 89 | 159 |
|  | $\mathbf{1 , 7 0 5}$ | 1,687 | 1,741 |
| AIFRS reclassification of |  |  |  |
| net swap costs ${ }^{(1)}$ | $\mathbf{( 1 6 4 )}$ | $(78)$ | $(29)$ |
| Other banking income | $\mathbf{1 , 5 4 1}$ | $\mathbf{1 , 6 0 9}$ | $\mathbf{1 , 7 1 2}$ |

(1) Refer to appendix 5 , Other banking income, page 54 for further details

$\square$ Commissions $\square$ Lending Fees $\square$ Trading Income $\square$ Other

## Funds Management Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
|  | $\$ M$ | $\$ M$ | $\$ M$ |
| CFS GAM | $\mathbf{5 0 1}$ | 408 | 351 |
| Colonial First State | $\mathbf{4 8 8}$ | 444 | 400 |
| CommInsure \& Other | $\mathbf{1 3 0}$ | 104 | 121 |
| Sovereign \& Other | $\mathbf{2 2}$ | 25 | 21 |
| Funds management |  |  |  |
| income | $\mathbf{1 , 1 4 1}$ | 981 | 893 |

Funds management income increased by $28 \%$ on the prior comparative period to $\$ 1,141$ million. The growth was driven by average funds under administration (FUA) increasing by $21 \%$ on the prior comparative period to $\$ 191$ billion. Funds management income to average FUA grew from $1.12 \%$ to 1.19\%, an increase of 7 basis points since 31 December 2006.

Insurance Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
|  | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ |
| CommInsure \& Other | $\mathbf{2 7 3}$ | 306 | 267 |
| Sovereign \& Other | $\mathbf{1 2 0}$ | 129 | 115 |
| Insurance income | $\mathbf{3 9 3}$ | 435 | 382 |

Insurance income increased by 3\% on the prior comparative period to $\$ 393$ million. The current half result is a combination of growth in average inforce premiums of $16 \%$ offset by adverse claims experience arising from the recent NSW and Victoria storms.

Factors impacting Other banking income were:

- Commissions: increased by $6 \%$ on the prior comparative period to $\$ 908$ million, principally driven by volume-led increases in home lending package fees and continued strong brokerage commissions within CommSec;
- Lending fees: increased by $12 \%$ on the prior comparative period to $\$ 469$ million. The growth is principally due to higher business and corporate fees due to increased lending volumes;
- Trading income: decreased $35 \%$ on the prior comparative period to $\$ 200$ million due to additional costs of $\$ 50$ million related to derivatives used to hedge short-dated interest rate exposures; and
- Other income: decreased $\$ 31$ million on the prior comparative period. The prior comparative period included \$79 million due to the sale of the Group's share in Greater Energy Alliance Corporation Pty Limited ("Loy Yang"). Excluding Loy Yang, Other income increased by $\$ 48$ million on the prior comparative period due to realised gains on the economic hedge of revenue from the New Zealand operations; accrued income on a prior period tax refund and other volume-driven increases in other income items.


## Group Performance Analysis continued

## Operating Expenses

Group operating expenses increased by $7 \%$ on the prior comparative period to $\$ 3,378$ million. Operating expenses were impacted by:

- Increased salary costs reflecting a competitive domestic labour market together with additional front line staff in key businesses;
- The introduction in the prior half of competitive remuneration schemes in the Global Asset Management business to attract and retain high quality talent;
- A one-off GST refund received in the current period (\$64 million) which has been used to fund $\$ 62$ million of additional projects to support the Group's strategic initiatives;
- Continued productivity gains achieved through process reengineering and realisation of cost savings; and
- Increased volume related expenses attributable to strong growth across both lending assets and funds under administration.


## Group Expense to Income Ratio

The expense to income ratio improved from $48.6 \%$ in the prior comparative period to $48.4 \%$ in the current half. The current half includes the benefit of the GST refund which was reinvested in projects supporting the Group's strategic priorities.

## Productivity



## Loan Impairment Expense

The total charge for loan impairment for the half year was \$333 million, which represents 20 basis points of average loans and acceptances on an annualised basis. This expense is $\$ 138$ million higher than the prior comparative period, reflecting increased levels of collective and specific provisioning for the corporate segment.

Gross impaired assets were $\$ 562$ million as at 31 December 2007, compared with \$421 million at 30 June 2007.

Total provisions for impairment as a percentage of gross impaired assets was $246 \%$.

## Taxation Expense

The corporate tax charge for the half year was $\$ 905$ million, an effective tax rate of $27.4 \%$. The effective tax rate is lower compared to the prior half rate of $28.0 \%$, primarily due to higher levels of concessionally taxed dividends received.

## Provisions for Impairment Losses

Total provisions for impairment losses at 31 December 2007 were $\$ 1,380$ million. The current level reflects:

- The continued high quality of the home lending portfolio;
- Continued improvement in the unsecured retail lending portfolio; and
- Some softening in the corporate portfolios.

Risk Weighted Assets on Balance Sheet (\$M)
\$M


Loan Impairment Expense to
Average Gross Loans and Acceptances


# Group Performance Analysis continued 



| Asset Quality | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \\ & \hline \end{aligned}$ | Dec 07 vs Dec 06 \% |
| Gross loans and acceptances (\$M) | 347,682 | 321,653 | 299,085 | 8 | 16 |
| Risk weighted assets (\$M) | 272,609 | 245,347 | 234,569 | 11 | 16 |
| Gross impaired assets (\$M) | 562 | 421 | 338 | 33 | 66 |
| Net impaired assets (\$M) | 294 | 222 | 167 | 32 | 76 |
| Collective provision as a \% of risk weighted assets | 0.40 | 0. 42 | 0. 44 | (2)bpts | (4)bpts |
| Collective provision as a \% of gross loans and acceptances | 0.31 | 0. 32 | 0. 35 | (1) bpt | (4)bpts |
| Individually assessed provisions for impairment as a \% of gross impaired assets ${ }^{(4)}$ | 33. 6 | 23. 8 | 23. 4 | 41 | 44 |
| Loan impairment expense as a \% of average risk weighted assets annualised ${ }^{(5)}$ | 0. 26 | 0. 20 | 0. 17 | 6bpts | 9bpts |
| Loan impairment expense as a \% of average gross loans and acceptances annualised | 0.20 | 0. 16 | 0. 13 | 4bpts | 7bpts |

(1) Other assets include Bank acceptances of customers, derivative assets, provisions for loan impairment, securitisation assets, insurance assets and intangibles.
(2) Non-interest bearing liabilities include derivative liabilities and insurance policy liabilities.
(3) Included in Other provisions.
(4) Bulk portfolio provisions of $\$ 79$ million at 31 December 2007 ( $\$ 99$ million at 30 June 2007 and $\$ 92$ million at 31 December 2006) to cover unsecured personal loans and credit card lending have been deducted from individually assessed provisions to calculate this ratio. These provisions are deducted due to the exclusion of the related assets from gross impaired assets. The related asset amounts are instead included in the 90 days or more past due disclosure.
(5) Average of opening and closing balances.

## Retail Banking Services

## Financial Performance and Business Review

Retail Banking Services continued its good performance over the half year ended 31 December 2007 with cash net profit after tax increasing by $8 \%$ on the prior comparative period. The result was underpinned by solid revenue growth in a competitive business environment, good expense management and continuing sound credit quality.

## Business Review

Over the period, the business has maintained its solid momentum. There has been a continuation of improvements in a range of customer service and people engagement measures, including:

- Customer satisfaction levels at a ten year high, improving from $66.5 \%$ to $70.5 \%$ since December 2006 (Source: Roy Morgan Research) ${ }^{(1)}$. Additionally, above average customer satisfaction scores were achieved through an internal customer satisfaction survey ${ }^{(2)}$ at newly designed branches; and
- Retail customer complaints reduced by $20 \%$, while Group wide customer compliments have increased by $35 \%$ since December 2006.
In addition volume growth has been strong with market share increasing for home loans, deposits and personal loans.

A number of key initiatives have contributed to the achievement of these outcomes. Highlights included:

- The introduction of a new network operating model which has had a positive influence on sales volumes through ensuring that there are greater lending capabilities in every branch;
- The commencement of Sunday trading at sixteen of the busiest branches and extended Saturday trading hours;
- Implementation of improved branch performance measurement which facilitates greater sales focus, including cross sell, by front line staff;
- The introduction of a new branch design in eight locations, with further expansion planned. The new design incorporates a modern, open plan layout with a number of features more conducive to effective customer service and sales;
- Improvements and continued investment in IT platform stability and key platform upgrades, including NetBank and a new Credit Card platform;
- Continued focus on processing efficiencies, including improvements in loan processing times, and the national rollout of a new efficiency program;
- Needs analysis sales and service training programs continue to be rolled out to the front line, with over 7,100 'Masters' being accredited so far;
- Ongoing improvements and recognition of the product range, highlighted by the awarding of five star ratings to a number of these products (Source: Cannex); and
- Improved online banking functionality which provides customers with faster access to account details, and aligns with the Group's approach to sustainability by reducing paper waste.


## Home Loans

Home loan revenue increased by $4 \%$ on the prior comparative period to $\$ 714$ million. This result was supported by balance growth of $14 \%$, which was above market, and included nine consecutive months of market share gains leading up to December 2007. This was partially offset by lower margins due to mix changes including a higher proportion of package and fixed rate lending and increased funding costs. Fee revenue
growth was strong, up $23 \%$ on the prior comparative period, underpinned by package fee income and volume related growth.

## Consumer Finance

Consumer Finance income growth was down $2 \%$ on the prior comparative period. The focus on profitable growth has seen steady growth in credit card balances and continued improvement in credit quality with declining arrears rates over the period. Key leading indicators including the number of new accounts opened have been encouraging.

Personal loans have performed well with steady volume growth, and sound credit quality including a decline in arrears rates.

## Retail Deposits

Deposit revenue increased $6 \%$ on the prior comparative period, driven by strong balance growth of $12 \%$, stable margins in a competitive environment, partly offset by the flow-on impact of the pensioner savings deeming rate increase in April 2007.
During the year over $30 \%$ of market balance growth was captured, which translated into increased market share (Source: APRA). Good inflows have been recorded in a range of products, including Transaction Accounts, NetBank Saver and Term Deposits. Margins have been stable reflecting effective management of portfolio mix changes.

## Operating expenses

Expenses increased by $2 \%$ on the prior comparative period, reflecting salary increases from 1 July 2007, increased investment spend and higher occupancy costs. Offsetting this has been the continuing realisation of IT savings and productivity gains, resulting in an improved expense to income ratio.

## Loan Impairment

Total Loan Impairment Expenses decreased by 14\% on the prior comparative period to $\$ 141$ million. This has been achieved whilst average interest earning assets increased by $12 \%$. Credit card arrears and loss rates trended downwards. Personal loans credit quality continues to improve as the new scorecard delivers better quality and higher business volumes. Home loan arrears rates have improved, and losses remain at historically low levels.
(1) Refer to appendix 17 Definitions: External customer satisfaction for more details.
(2) Refer to appendix 17 Definitions: Internal customer satisfaction for more details.

| Market Share Percentage ${ }^{(1)}$ | 31/12/07 | 30/06/07 | 31/12/06 |
| :---: | :---: | :---: | :---: |
| Home loans | 18.8 | 18.5 | 18.4 |
| Credit cards ${ }^{(2)}{ }^{(3)}$ | 18.6 | 18.8 | 19.3 |
| Personal lending (other household lending) ${ }^{(4)}$ | 16.7 | 16. 4 | 16. 4 |
| Household deposits ${ }^{(5)}$ | 28.9 | 29.0 | 28.8 |
| Retail deposits ${ }^{(5)}$ | 22.0 | 21.6 | 21.9 |

(1) For market share definitions refer to appendix 18, page 75.
(2) As at 30 November 2007.
(3) The prior half comparatives have been restated.
(4) Personal lending market share includes personal loans and margin loans.
(5) In accordance with APRA guidelines these measures include some products relating to both the Retail and the Corporate segment.

## Retail Banking Services continued

|  | Half Year Ended 31 December 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Consumer Finance \$M | Retail Deposits \$M | Distribution \$M | Total \$M |
| Net interest income | 645 | 374 | 1,124 | - | 2,143 |
| Other banking income | 69 | 157 | 338 | 53 | 617 |
| Total banking income | 714 | 531 | 1,462 | 53 | 2,760 |
| Operating expenses |  |  |  |  | 1,263 |
| Loan impairment expense |  |  |  |  | 141 |
| Net profit before tax |  |  |  |  | 1,356 |
| Corporate tax expense |  |  |  |  | 407 |
| Cash net profit after tax |  |  |  |  | 949 |


|  | Half Year Ended 30 J une 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans $\$ \mathrm{M}$ | Consumer Finance \$M | Retail Deposits \$M | Distribution $\$ M$ | Total \$M |
| Net interest income | 637 | 374 | 1,028 |  | 2,039 |
| Other banking income | 56 | 223 | 340 | 53 | 672 |
| Total banking income | 693 | 597 | 1,368 | 53 | 2,711 |
| Operating expenses |  |  |  |  | 1,262 |
| Loan impairment expense |  |  |  |  | 185 |
| Net profit before tax |  |  |  |  | 1,264 |
| Corporate tax expense |  |  |  |  | 379 |
| Cash net profit after tax |  |  |  |  | 885 |


|  | Half Year Ended 31 December 2006 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | Consumer |  |  |
| Retail |  |  |  |  |


| Major Balance Sheet Items (gross of impairment) | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | Dec 07 vs <br> Dec 06 \% |
| Home loans (including securitisation) | 171,353 | 160,318 | 149,919 | 7 | 14 |
| Consumer finance ${ }^{(1)}$ | 11,027 | 10,810 | 10,602 | 2 | 4 |
| Total assets - Retail Banking Services products | 182,380 | 171,128 | 160,521 | 7 | 14 |
| Home loans (net of securitisation) | 158,176 | 144,685 | 139,165 | 9 | 14 |
| Transaction deposits | 19,470 | 18,980 | 18,323 | 3 | 6 |
| Savings deposits | 42,475 | 39,349 | 37,898 | 8 | 12 |
| Investment and other deposits | 44,230 | 38,779 | 37,741 | 14 | 17 |
| Deposits not bearing interest | 2,543 | 2,599 | 2,930 | (2) | (13) |
| Total liabilities - Retail Banking Services products | 108,718 | 99,707 | 96,892 | 9 | 12 |

(1) Consumer Finance includes personal loans and credit cards.

## Premium Business Services

Financial Performance and Business Review During the half year to 31 December 2007, Premium Business Services showed signs of significant improvement in underlying business performance. Double digit revenue growth was underpinned by stable margins and a significant lift in business volumes, which led to gains in both business lending and business deposit market share. Efficiency gains were also made during the period resulting in a reduction in the overall cost to income ratio.

Despite this strong underlying business performance, cash net profit after tax was impacted by higher loan impairment expense, driven by a change in the Group's assessment of portfolio risk as well as some rating downgrades in the segment. The growth in the loan impairment expense led to cash net profit after tax of $\$ 724$ million representing a flat result on both prior half and the prior comparative period. The prior comparative period contained a $\$ 55$ million after tax profit on the sale of the Group's share in Greater Energy Alliance Corporation Pty Limited ("Loy Yang").

Revenue growth during the period was strong across all business segments, with growth of $10 \%$ on the prior half and $12 \%$ on the prior comparative period. Excluding Loy Yang revenue increased $17 \%$ on the prior comparative period. Revenue growth across the segments was the result of the investment made as part of the Group's strategic focus on Business Banking as well as significant volume growth and stable margins through both the Institutional Banking and Private Client Services segments.

## Institutional Banking

Institutional Banking services large institutional clients through a relationship management model supported by teams of industry and product specialists. The Group was recognised as the leader in Institutional Banking, receiving the highest satisfaction rating in East \& Partners most recent bi-annual survey of Australia's top 500 listed companies. Income has increased by $22 \%$ on the prior comparative period (excluding the impact of Loy Yang) reflecting the strong balance growth and stable margins achieved during the period.

## Private Client Services

Private Client Services provides both private banking services to high net worth individuals and direct trading and margin lending through CommSec. Private Client Services has maintained its strong growth during the period with revenue growth of $38 \%$ on the prior comparative period due to strong volume growth and increasing margins. Marginally slower growth of $15 \%$ on the prior half was the result of seasonal factors leading up to 30 June 2007. On 27 November 2007 CommSec acquired IWL providing enhanced wholesale broking capabilities and a larger retail client base. CommSec continues to benefit from high trading volumes within the Australian Equities market. In addition, the Private Bank opened three new offices on the East Coast during the period.

## Corporate Financial Services

Corporate Financial Services provides relationship management and specialised banking services to larger business banking customers. Income has increased by 8\% on the prior half and $7 \%$ on the prior comparative period. This strong level of growth is due to additional investment in front line staff and distribution capability. During the current period four new business banking centres were opened across NSW, SA and VIC adding to the eight new centres opened during the 2007 financial year. The Group's new transaction banking platform for business,

CommBiz, continued to grow with over 20,000 customers now using the platform.

## Agribusiness

Agribusiness provides services to regional customers whose primary income is generated from agricultural production. Agribusiness income has increased 15\% on the prior half and $13 \%$ on the prior comparative period. Income growth was underpinned by a strong focus on providing a service to top tier clients with specific structured solutions and providing customer service via the 24 hour hotline 'Agriline' based in Wagga Wagga.

## Local Business Banking

Local Business Banking provides small to medium businesses with a relationship manager and 24 hour access to a business banking specialist. Investment in Local Business Banking has resulted in a turnaround in performance during the half. The progressive re-introduction of Business Bankers covering more than 700 branches and the 24 hour, 7 day remote customer service centre have led to an uplift in lending activity and income growth of $6 \%$ on the prior comparative period.

## Operating Expenses

Operating expenses of $\$ 883$ million represented an increase of $2 \%$ on the prior half and $10 \%$ over the prior comparative period. This increase was driven by continued investment in business banking, including an increase in the number of front line employees, and the opening of new business banking centres.

## Loan Impairment Expense

The loan impairment expense for the half year was $\$ 175$ million, which is significantly higher than prior periods. This was the result of increases in both the collective and the specific provisions. Increases to the collective provision related to portfolio growth and an increase in the Group's assessment of portfolio risk as well as some rating downgrades in the segment.

## Market Share

Business lending market share to non-financial corporations, as measured by APRA, increased 6 basis points since 30 June 2007 to $12.5 \%$ while business lending market share as measured by the RBA has increased 12 basis points since 30 June 2007 to $12.9 \%$. Despite gaining market share, lending balances were impacted by a decline in asset finance balances reflecting the significant tightening of credit standards for sales through third party originators.
Business deposit market share of non-financial corporations, as measured by APRA, has increased by 73 basis points since 30 June 2007 to 13.7\%.

| Market Share Percentage $^{\mathbf{( 1 )}}$ | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| :--- | ---: | ---: | ---: |
| Business lending - APRA | $\mathbf{1 2 . 5}$ | 12.4 | 12.5 |
| Business lending - RBA | $\left({ }^{(2)}\right.$ | $\mathbf{1 2 . 9}$ | 12.7 |
| Business deposits - APRA | $\mathbf{1 3 . 7}$ | 12.9 |  |
| Equities trading (CommSec) $^{(2)}$ | $\mathbf{6 . 4}$ | 4.3 | 12.0 |

[^0]
## Premium Business Services continued

|  | Half Year Ended 31 December 2007 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Private Client Services \$M | Corporate Financial Services \$M | Agri <br> business <br> \$M | Local Business Banking \$M | Eliminations \$M | Total \$M |
| Net interest income | 469 | 121 | 354 | 53 | 99 | - | 1,096 |
| Other banking income | 422 | 193 | 232 | 40 | 72 | (22) | 937 |
| Total banking income | 891 | 314 | 586 | 93 | 171 | (22) | 2,033 |
| Operating expenses |  |  |  |  |  |  | 883 |
| Loan impairment expense |  |  |  |  |  |  | 175 |
| Net profit before tax |  |  |  |  |  |  | 975 |
| Corporate tax expense |  |  |  |  |  |  | 251 |
| Cash net profit after tax |  |  |  |  |  |  | 724 |


|  | Half Year Ended 30 J une 2007 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Private Client Services \$M | Corporate Financial Services \$M | business <br> \$M | Local <br> Business <br> Banking <br> \$M | Eliminations \$M | Total \$M |
| Net interest income | 417 | 100 | 324 | 49 | 87 | - | 977 |
| Other banking income | 400 | 173 | 217 | 32 | 66 | (21) | 867 |
| Total banking income | 817 | 273 | 541 | 81 | 153 | (21) | 1,844 |
| Operating expenses |  |  |  |  |  |  | 863 |
| Loan impairment expense |  |  |  |  |  |  | 55 |
| Net profit before tax |  |  |  |  |  |  | 926 |
| Corporate tax expense |  |  |  |  |  |  | 205 |
| Cash net profit after tax |  |  |  |  |  |  | 721 |


|  | Half Year Ended 31 December 2006 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Private Client Services \$M | Corporate Financial Services \$M | Agri business \$M | Local <br> Business <br> Banking <br> \$M | Eliminations $\$ M$ | Total \$M |
| Net interest income | 374 | 88 | 331 | 51 | 89 | - | 933 |
| Other banking income | 435 | 139 | 218 | 31 | 73 | (19) | 877 |
| Total banking income | 809 | 227 | 549 | 82 | 162 | (19) | 1,810 |
| Operating expenses |  |  |  |  |  |  | 806 |
| Loan impairment expense |  |  |  |  |  |  | 20 |
| Net profit before tax |  |  |  |  |  |  | 984 |
| Corporate tax expense |  |  |  |  |  |  | 260 |
| Cash net profit after tax |  |  |  |  |  |  | 724 |


|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Major Balance Sheet Items (gross of impairment) | 31/12/07 | 30/06/07 | $31 / 12 / 06$ | Dec 07 vs | $\text { Dec } 07 \text { vs }$ |
| Interest earning lending assets | 94,186 | 82,266 | 75,526 | 14 | 25 |
| Bank acceptances of customers | 19,805 | 18,721 | 18,395 | 6 | 8 |
| Non-lending interest earning assets | 21,917 | 25,245 | 25,035 | (13) | (12) |
| Margin loans | 8,721 | 8,070 | 6,542 | 8 | 33 |
| Other assets ${ }^{(1)}$ | 17,306 | 11,869 | 10,653 | 46 | 62 |
| Total assets | 161,935 | 146,171 | 136,151 | 11 | 19 |
| Transaction deposits | 22,643 | 21,578 | 16,648 | 5 | 36 |
| Other demand deposits | 7,634 | 4,658 | 4,449 | 64 | 72 |
| Deposits not bearing interest | 3,785 | 4,244 | 3,686 | (11) | 3 |
| Certificates of deposits and other | 29,741 | 28,522 | 25,748 | 4 | 16 |
| Due to other financial institutions | 16,971 | 13,837 | 11,975 | 23 | 42 |
| Liabilities at fair value through Income Statement | 2,555 | 3,965 | 3,783 | (36) | (32) |
| Debt issues | 25,011 | 37,861 | 22,046 | (34) | 13 |
| Loan Capital | 714 | 254 | 310 | large | large |
| Other non-interest bearing liabilities ${ }^{(1)}$ | 45,349 | 44,582 | 37,299 | 2 | 22 |
| Total liabilities | 154,403 | 159,501 | 125,944 | (3) | 23 |

[^1]
## Financial Performance and Business Review

Underlying profit after tax for the Wealth Management business increased by $52 \%$ on the prior comparative period to $\$ 372$ million reflecting continued strong revenue growth across the business.

Half year cash net profit after tax ("cash basis") increased 27\% on the prior comparative period.
Wealth Management Funds Under Administration increased by $24 \%$ on the prior comparative period to $\$ 200$ billion. The growth in funds under administration was driven by net flows and investment performance.
Net funds flows for the half year ended 31 December 2007 were $\$ 25.2$ billion.
The drivers of these strong net funds flows for the half were:

- Continued strong flows into the FirstChoice platform; and
- Solid institutional flows generated by the CFS Global Asset Management business with Wholesale inflows and Cash balances increasing as a result of short-term cash mandates from Institutional investors.

Investment markets have been positive despite volatility in the period. Investment performance has been solid with $71 \%$ of funds outperforming benchmark on a three year basis.
CommInsure Inforce premiums increased by $11 \%$ on the prior comparative period to $\$ 1,094$ million reflecting strong sales volumes and progress of the Wealth Management cross-sell initiative.

## Net Operating Income

Net operating income increased by $22 \%$ on the prior comparative period to $\$ 1,126$ million. Underpinning this half year result was growth in funds management revenue driven by an increase in average funds under administration and higher margins.
Margins increased due to growth in higher margin asset classes more than offsetting the general trend toward lower margin platform offerings.
Inforce premiums and planned margins contributed strongly to Insurance income. The result was adversely impacted by the recent storms in New South Wales and Victoria and a return to normalised Life claims experience.

## CFS Global Asset Management (CFS GAM)

CFS Global Asset Management provides asset management services to wholesale and institutional investors. Underlying profit after tax increased by $47 \%$ on the prior comparative period reflecting the global expansion and diversification of the business. Included in operating income is a gain from the partial sell down of an interest in AWG. The gain represents a small increment over holding costs. To date, $32 \%$ of AWG has been sold down.

Funds under management increased $28 \%$ on the prior comparative period to $\$ 164$ billion. The growth in funds under management was driven by strong wholesale flows and shortterm cash mandates from institutional investors.

Key developments include:

- Led a consortium which acquired United Utilities Electricity Limited ("UUE"), an infrastructure company which comprises an electricity distribution network in the north of England. The sale of these assets into funds continues;
- A new Asia Pacific Equity Leaders Fund was launched to market and we commenced incubation of a new World exUS Equity Fund during the half. These form part of the US Commingled Fund range;
- CFS Retail Property Trust was a member of a consortium that acquired the Myer Melbourne site on Bourke and Lonsdale streets for $\$ 605$ million. The consortium intends to undertake an approximate $\$ 500$ million redevelopment of the site over a five year period;
- Global Listed Infrastructure capability launched in the UK;
- Incubation commenced for a new Asian Bond capability, which is available to Australian institutional investors; and
- First State Media Group acquired the music publishing assets of Wind-up Entertainment Inc, one of the largest independently owned and operated record labels in the US.


## Colonial First State

Colonial First State provides product packaging, administration, distribution and advice to retail customers. Underlying profit after tax increased by $58 \%$ on the prior comparative period.
Net revenue benefited from strong inflows as investors took advantage of superannuation legislation changes in June 2007. Subsequent strong flows and tight expense control also contributed to the result.

FirstChoice flows remained strong in the market with $\$ 3.5$ billion in net flows for the half year ended 31 December 2007. With over $\$ 42$ billion in funds under administration, FirstChoice has experienced a growth rate of $36 \%$ in the last 12 months.
Key developments include:

- FirstChoice rated Australia's most widely used platform by Independent Financial Advisers (Source: ASSIRT/Wealth Insights);
- Australian retail investors gained exclusive access to Generation Global Sustainability Fund through the FirstChoice platform;
- CFS was named the 2007 "Super Star" platform in FundData's annual awards for the fourth year in a row;
- FirstChoice Employer Super now has over $\$ 4$ billion in funds under management and was rated the highest for overall satisfaction by Australian medium-sized businesses in the recent Cameron Research Group Survey (June 2007); and
- Commonwealth financial planner numbers increased by 38 on the prior comparative period.


## Comminsure

CommInsure is a domestic provider of life and general insurance. Underlying profit after tax for the business decreased $10 \%$ on the prior comparative period.
The increase on the prior half reflects growth in planned margins offset by less favourable claims experience, while the fall compared to the prior comparative period reflects general insurance claims associated with the recent NSW and Victoria storms.
Key developments include:

- Strong Personal Life sales up $24 \%$ on the prior comparative period;
- CommInsure was awarded the Life Insurance Company of the Year for 2007 by the Australia and New Zealand Institute of Insurance and Finance Awards;
- General Insurance new business sales increased by 30\% on the prior comparative period through a significant improvement in cross-sell rates and the deployment of Branch Insurance representatives into the remaining regions of the retail bank branch network; and
- The improvement in General Insurance sales can also be attributed to the launch of a new motor insurance product and an upgrade of the home insurance product providing greater coverage and flexibility.


## Wealth Management continued

|  | Half Year Ended 31 December $2007{ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Colonial |  |  |  |  |
|  | CFS GAM | First State | CommInsure | Other | Total |
|  | \$M | \$M | \$M | \$M | \$M |
| Funds management income | 501 | 488 | 132 | (2) | 1,119 |
| Insurance income | - | - | 275 | (2) | 273 |
| Total operating income | 501 | 488 | 407 | (4) | 1,392 |
| Volume expense | 70 | 110 | 86 | - | 266 |
| Net operating income | 431 | 378 | 321 | (4) | 1,126 |
| Operating expense | 191 | 211 | 156 | 53 | 611 |
| Net profit before tax | 240 | 167 | 165 | (57) | 515 |
| Corporate tax expense | 68 | 50 | 49 | (24) | 143 |
| Underlying profit after tax | 172 | 117 | 116 | (33) | 372 |
| Shareholder investment returns after tax | (4) | 6 | 32 | (26) | 8 |
| Cash net profit after tax | 168 | 123 | 148 | (59) | 380 |


|  | Half Year Ended 30 J une 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Colonial |  |  |  |  |
|  | CFS GAM | First State | CommInsure | Other | Total |
|  | \$M | \$M | \$M | \$M | \$M |
| Funds management income | 408 | 444 | 100 | 4 | 956 |
| Insurance income | - | - | 308 | (2) | 306 |
| Total operating income | 408 | 444 | 408 | 2 | 1,262 |
| Volume expense | 52 | 90 | 81 | (3) | 220 |
| Net operating income | 356 | 354 | 327 | 5 | 1,042 |
| Operating expense | 170 | 211 | 172 | 56 | 609 |
| Net profit before tax | 186 | 143 | 155 | (51) | 433 |
| Corporate tax expense | 60 | 42 | 49 | (21) | 130 |
| Underlying profit after tax | 126 | 101 | 106 | (30) | 303 |
| Shareholder investment returns after tax | 10 | (14) | 38 | (9) | 25 |
| Cash net profit after tax | 136 | 87 | 144 | (39) | 328 |


|  | Half Year Ended 31 December 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { CFS GAM } \\ \$ M \end{array}$ | Colonial First State \$M | CommInsure \$M | Other \$M | Total \$M |
| Funds management income | 351 | 400 | 129 | (8) | 872 |
| Insurance income | - | - | 265 | 2 | 267 |
| Total operating income | 351 | 400 | 394 | (6) | 1,139 |
| Volume expense | 46 | 94 | 74 | 3 | 217 |
| Net operating income | 305 | 306 | 320 | (9) | 922 |
| Operating expense | 140 | 196 | 144 | 85 | 565 |
| Net profit before tax | 165 | 110 | 176 | (94) | 357 |
| Corporate tax expense | 48 | 36 | 47 | (19) | 112 |
| Underlying profit after tax | 117 | 74 | 129 | (75) | 245 |
| Shareholder investment returns after tax | 5 | (19) | 65 | 3 | 54 |
| Cash net profit after tax | 122 | 55 | 194 | (72) | 299 |


| Sources of Profit from Insurance Activities | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | $\begin{aligned} & \text { Dec } 07 \mathrm{vs} \\ & \text { Dec } 06 \% \end{aligned}$ |
| The Margin on Services profit from ordinary activates after income tax is represented by: |  |  |  |  |  |
| Planned profit margins | 62 | 59 | 51 | 5 | 22 |
| Experience variations | (10) | 30 | 7 | large | large |
| General insurance operating margins | (11) | 3 | 10 | large | large |
| Operating margins | 41 | 92 | 68 | (55) | (40) |
| Shareholder investment returns after tax | 17 | 27 | 47 | (37) | (64) |
| Cash net profit after tax | 58 | 119 | 115 | (51) | (50) |

(1) Additional segmental information has been provided for this segment in line with the historic level of market disclosure.

## Wealth Management continued

## Operating Expenses

Total operating expenses of $\$ 611$ million increased by $8 \%$ on the prior comparative period.
The key drivers of expense growth on the prior comparative period include:

- Product development across the three businesses;
- Investment in the international expansion of the Global Asset Management business;
- Competitive remuneration schemes in the asset management business to attract and retain high quality talent; and
- Increased spend on strategic projects including Wealth Management cross-selling initiatives, investment on system migration and simplification to further reduce the number of insurance systems used and reduce ongoing costs.


## Taxation

The effective corporate tax rate on underlying profit for the half year was $27.8 \%$ compared with $31.4 \%$ for the prior comparative period. The prior year was impacted by one-off permanent tax differences.

| Funds Under Management (FUM) ${ }^{(1)}$ | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \\ \hline \end{array}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | Dec 07 vs <br> Dec 06 \% |
| Australian equities | 29,618 | 31,199 | 29,312 | (5) | 1 |
| Global equities | 40,945 | 33,709 | 30,994 | 21 | 32 |
| Cash and fixed interest | 66,694 | 48,927 | 45,056 | 36 | 48 |
| Property and alternative investments | 27,102 | 25,850 | 22,950 | 5 | 18 |
| Total | 164,359 | 139,685 | 128,312 | 18 | 28 |

(1) FUM does not include the Group's interests in the China Joint Venture, AWG plc or UUE Limited.

|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ | Dec 07 vs | Dec 07 vs |
| Funds Under Administration (FUA) | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | J un $07 \%$ | Dec $06 \%$ |
| Funds under administration - average | $\mathbf{1 8 3 , 5 4 8}$ | 163,543 | 151,621 | 12 | 21 |
| Funds under administration - spot | $\mathbf{1 9 9 , 8 3 4}$ | 168,810 | 160,744 | 18 | 24 |
| Funds under management - average | $\mathbf{1 5 2 , 0 2 2}$ | 133,998 | 123,497 | 13 | 23 |
| Funds under management - spot | $\mathbf{1 6 4 , 3 5 9}$ | 139,685 | 128,312 | 18 | 28 |
| Retail Net funds flows (Australian Retail) | $\mathbf{1 , 1 0 7}$ | 3,253 | $\mathbf{7 4 4}$ | $(66)$ | 49 |

## Market Share

In the latest Plan for Life market share statistics, the Group ranked $1^{\text {st }}$ in total Australian retail market share at $14.2 \%$. FirstChoice increased its share of the Platform market to 9.4\%.

|  |  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| :--- | ---: | ---: | ---: | ---: |
| Market Share Percentage ${ }^{(1)}$ | $\%$ | $\%$ | $\%$ |  |
| Australian Retail - administrator view ${ }^{(2)(3)}$ | $\mathbf{1 4 . 2}$ | 14.1 | 15.3 |  |
| FirstChoice Platform $^{(2)}{ }^{(3)}$ | $\mathbf{9 . 4}$ | 9.0 | 8.1 |  |

(1) For market share definitions refer to appendix 18 , page 76 .
(2) Prior period comparatives have been restated.
(3) As at 30 September 2007

# Wealth Management continued 



| Funds Under Administration | Half Year Ended 30 J une 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance <br> 31/12/06 <br> \$M | Inflows \$M | Outflows $\$ M$ | Net flows \$M | Investment Income \& Other ${ }^{(5)}$ \$M | Closing Balance 30/06/07 \$M |
| FirstChoice | 31,588 | 10,913 | $(4,693)$ | 6,220 | 1,737 | 39,545 |
| Cash management | 3,453 | 1,038 | $(1,442)$ | (404) | 81 | 3,130 |
| Legacy products ${ }^{(1)}$ | 34,976 | 1,634 | $(4,388)$ | $(2,754)$ | 1,839 | 34,061 |
| Retail Products ${ }^{(2)}$ | 70,017 | 13,585 | $(10,523)$ | 3,062 | 3,657 | 76,736 |
| Other retail ${ }^{(3)}$ | 1,242 | 330 | (139) | 191 | 144 | 1,577 |
| Australian retail | 71,259 | 13,915 | $(10,662)$ | 3,253 | 3,801 | 78,313 |
| Wholesale | 32,892 | 7,288 | $(5,507)$ | 1,781 | (204) | 34,469 |
| Property | 13,538 | 450 | (551) | (101) | 1,406 | 14,843 |
| Avanteos | 11,189 | 1,459 | $(7,516)$ | $(6,057)$ | 743 | 5,875 |
| Other ${ }^{(4)}$ | 3,697 | 81 | (336) | (255) | 193 | 3,635 |
| Domestically sourced | 132,575 | 23,193 | $(24,572)$ | $(1,379)$ | 5,939 | 137,135 |
| Internationally sourced | 28,169 | 6,561 | $(6,236)$ | 325 | 3,181 | 31,675 |
| Total Wealth Management | 160,744 | 29,754 | $(30,808)$ | $(1,054)$ | 9,120 | 168,810 |


| Funds Under Administration | Half Year Ended 31 December 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance 30/06/06 \$M | Inflows \$M | Outflows \$M | Net flows \$M | Investment Income \& Other (5) \$M | Closing Balance 31/12/06 \$M |
| FirstChoice | 26,177 | 6,278 | $(3,302)$ | 2,976 | 2,435 | 31,588 |
| Cash management | 3,690 | 1,028 | $(1,309)$ | (281) | 44 | 3,453 |
| Legacy products ${ }^{(1)}$ | 34,669 | 1,123 | $(3,038)$ | $(1,915)$ | 2,222 | 34,976 |
| Retail Products ${ }^{(2)}$ | 64,536 | 8,429 | $(7,649)$ | 780 | 4,701 | 70,017 |
| Other retail ${ }^{(3)}$ | 886 | 82 | (118) | (36) | 392 | 1,242 |
| Australian retail | 65,422 | 8,511 | $(7,767)$ | 744 | 5,093 | 71,259 |
| Wholesale | 29,815 | 5,614 | $(4,530)$ | 1,084 | 1,993 | 32,892 |
| Property | 13,909 | 564 | $(1,860)$ | $(1,296)$ | 925 | 13,538 |
| Avanteos | 9,198 | 1,144 | (450) | 694 | 1,297 | 11,189 |
| Other ${ }^{(4)}$ | 3,708 | 55 | (272) | (217) | 206 | 3,697 |
| Domestically sourced | 122,052 | 15,888 | $(14,879)$ | 1,009 | 9,514 | 132,575 |
| Internationally sourced | 23,596 | 6,143 | $(5,638)$ | 505 | 4,068 | 28,169 |
| Total Wealth Management | 145,648 | 22,031 | $(20,517)$ | 1,514 | 13,582 | 160,744 |

(1) Includes stand alone retail and legacy retail products.
(2) Retail products (excluding Avanteos) align to Plan for Life market release.
(3) Includes listed equity trusts and regular premium plans. These retail products are not reported in market share data
(4) Includes life company assets sourced from retail investors but not attributable to a funds management product (e.g. premiums from risk products). These amounts do not appear in retail market share data.
(5) Includes foreign exchange gains and losses from translation of international sourced business.

| Annual Inforce Premiums ${ }^{(1)}$ | Half Year Ended 31 December 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance 30/06/07 <br> \$M | Sales/New Balances \$M | Lapses \$M | Other ${ }^{(2)}$ <br> Movements <br> \$M | Closing Balance 31/12/07 \$M |
| General insurance | 184 | 39 | (20) | - | 203 |
| Personal life | 530 | 73 | (35) | - | 568 |
| Wholesale life | 308 | 31 | (16) | - | 323 |
| Total | 1,022 | 143 | (71) | - | 1,094 |


| Annual Inforce Premiums ${ }^{(1)}$ | Half Year Ended 30 J une 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance 31/12/06 <br> \$M | Sales/New Balances \$M | Lapses \$M | $\begin{array}{r} \text { Other }{ }^{(2)} \\ \text { Movements } \\ \$ \mathrm{M} \end{array}$ | Closing <br> Balance <br> 30/06/07 <br> \$M |
| General insurance | 179 | 26 | (21) | - | 184 |
| Personal life | 504 | 69 | (43) | - | 530 |
| Wholesale life | 305 | 53 | (49) | (1) | 308 |
| Total | 988 | 148 | (113) | (1) | 1,022 |


|  | Half Year Ended 31 December 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance 30/06/06 \$M | Sales/New Balances \$M | Lapses $\$ \mathrm{M}$ | Other ${ }^{(2)}$ <br> Movements <br> \$M | Closing <br> Balance 31/12/06 <br> \$M |
| General insurance | 169 | 30 | (20) | - | 179 |
| Personal life | 486 | 59 | (41) | - | 504 |
| Wholesale life | 199 | 123 | (15) | (2) | 305 |
| Total | 854 | 212 | (76) | (2) | 988 |

(1) Inforce premium relates to risk business. Savings products are disclosed within Funds Management.
(2) Includes foreign exchange movements.

| Market Share Percentage - Annual Inforce Premiums $^{(1)}$ | $31 / 12 / 07$ | $30 / 06 / 07$ | 31/12/06 |
| :--- | ---: | ---: | ---: |
| Australia (total risk) $^{(2)(3)}$ | $\mathbf{1 4 . 1}$ | 14.2 | 14.3 |
| Australia (individual risk) ${ }^{(2)(3)}$ | $\mathbf{1 2 . 7}$ | 12.7 | 12.7 |

(1) For market share definitions refer to appendix 18, page 76
(2) As at 30 September 2007
(3) Prior period comparative has been restated.

## Market Share

Market share for Individual Life Insurance remained steady in a growing market. CommInsure continues to maintain the No. 1 ranking for Total Life Insurance.

(1) As at 30 September 2007.

## Australian Inforce Premium Growth (\$M)



Financial Performance and Business Review International Financial Services incorporates the Group's retail, business/commercial and rural banking operations in New Zealand, Indonesia, China and Fiji. It also includes life insurance operations in each of these countries.
Cash net profit after tax for the half year was $\$ 296^{(1)}$ million, an increase of $27 \%$ over the prior comparative period. The half year result included $\$ 12$ million of pre-tax realised gains from the currency hedge of the New Zealand operations (December 2006: nil). Excluding this gain, profit growth was $23 \%$ on the prior comparative period.

## ASB Bank

ASB Bank cash net profit after tax for the half year was $\$ 216$ million. Excluding the impact of realised gains and losses on the hedge of New Zealand operations, profit increased $15 \%$ on the prior comparative period. The major drivers of this growth were:

- Home loan balances increased by $12 \%$ on the prior comparative period resulting in stable market share of 23.1\%. Retail deposits have increased to NZD \$26.2 billion or $7 \%$ since 30 June 2007 and market share has increased 60 basis points on prior comparative period;
- Net interest margin was stable over the half year representing an improving trend compared with prior periods;
- Expansion of the ASB service capability across New Zealand with seven new branches opened since 31 December 2006; and
- Continued sound credit quality.


## Sovereign Insurance

The life insurance operations in New Zealand operate predominantly under the Sovereign brand.
Sovereign's cash net profit after tax was $\$ 43$ million for the half year ended 31 December 2007, a decrease of $17 \%$ on the prior half and an increase of $5 \%$ on the prior comparative period. The main drivers of this result were:

- A deterioration in death, medical and disability claims experience;
- Market leading growth in new business sales with Sovereign capturing $33.9 \%$ of New Business sales market share for September 2007; and
- A continuation of positive investment returns.


## Other Asia Pacific Business

## The highlights in this region during the half year included:

- Indonesia: Completion of the acquisition of Bank Arta Niaga Kencana (ANK) on 26 July 2007. The legal merger of Bank ANK with PT Bank Commonwealth was completed in December 2007. Bank ANK added 25 branches to the existing retail branch network in the Surabaya region. The business also opened six new branches and rebranded in the market to Commonwealth Bank (previously PT Bank Commonwealth);
- Indonesia: Acquisition of an additional $30 \%$ interest held by the Group's joint venture partner in PT Astra Life Insurance business bringing the Group's shareholding to $80 \%$. The combined business was re-branded PT Commonwealth Life. PT Commonwealth Life has 51 branches operating in 16 Indonesian cities. The business provides personal accident, hospitalisation, and critical illness cover as well as education and savings products. Commonwealth Life ensured it stayed firmly placed as a leading insurance company in Indonesia after being awarded the highest rating available by "Info

Bank" industry magazine. Ratings are given based on a company's financial performance;

- Vietnam: A licence to operate a branch in Ho Chi Minh City was granted in January 2008;
- China: Continued strong growth in profits of the investments in Jinan ( $11 \%$ holding) and Hangzhou ( $19.9 \%$ holding) City Commercial Banks. The Group also continued to implement its Capability Transfer Program at both Jinan and Hangzhou City Commercial Banks; and
- Fiji lending balances were stable at $\$ 373$ million. Margins improved during the half year following an easing of liquidity restrictions which arose during the political crisis last year. Deposits have grown by $18 \%$ since 30 June 2007 to $\$ 501$ million.


## Market Share

Housing market share in New Zealand was in line with December 2006 at $23.1 \%$ despite intense competition in this market.

Retail deposit market share in New Zealand was 21.3\%, up from 20.7\% at 31 December 2006.

| Market Share Percentage $^{(\mathbf{2})}$ | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| :--- | ---: | ---: | ---: |
| NZ lending for housing $^{(3)}$ | $\mathbf{2 3 . 1}$ | 23.1 | 23.1 |
| NZ retail deposits $^{(3)}$ | $\mathbf{2 1 . 3}$ | 21.2 | 20.7 |
| NZ retail FUM |  |  |  |
|  |  |  |  |

(1) Represents Group Management view for the product segment rather than statutory view.
(2) For market share definitions refer to appendix 18 , page 76 .
(3) The prior period comparative has been restated.

Market Share Percentage

| Annual Inforce Premiums $^{(\mathbf{1})}$ | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| :--- | ---: | ---: | ---: |
| New Zealand | $\mathbf{3 1 . 8}$ | 31.8 | 31.5 |

(1) For market share definitions refer to appendix 18, Page 76.

The market share of inforce premiums at 30 September 2007 was $31.8 \%$, unchanged from 30 June 2007.

|  | Half Year Ended 31 December $2007{ }^{(1)}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { ASB } \\ \$ \mathrm{M} \end{gathered}$ | Sovereign \$ $M$ | Other \$M | Total \$M |
| Net interest income | 400 | - | 42 | 442 |
| Other banking income | 156 | - | 27 | 183 |
| Total banking income | 556 | - | 69 | 625 |
| Funds management income | - | 24 | (2) | 22 |
| Insurance income | - | 106 | 14 | 120 |
| Total operating income | 556 | 130 | 81 | 767 |
| Operating expenses | 252 | 97 | 62 | 411 |
| Loan impairment expense | 6 | - | 6 | 12 |
| Net profit before tax | 298 | 33 | 13 | 344 |
| Corporate tax expense | 82 | (2) | (13) | 67 |
| Minority interests | - | - | 1 | 1 |
| Underlying profit after tax | 216 | 35 | 25 | 276 |
| Shareholder investment returns after tax | - | 8 | 12 | 20 |
| Cash net profit after tax | 216 | 43 | 37 | 296 |


|  | Half Year Ended 30 J une 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \$ M \end{array}$ | Sovereign \$M | Other \$M | Total \$M |
| Net interest income | 372 | - | 18 | 390 |
| Other banking income | 118 | - | 20 | 138 |
| Total banking income | 490 | - | 38 | 528 |
| Funds management income | - | 25 | - | 25 |
| Insurance income | - | 116 | 13 | 129 |
| Total operating income | 490 | 141 | 51 | 682 |
| Operating expenses | 230 | 92 | 54 | 376 |
| Loan impairment expense | 12 | - | 2 | 14 |
| Net profit before tax | 248 | 49 | (5) | 292 |
| Corporate tax expense | 71 | 5 | (19) | 57 |
| Underlying profit after tax | 177 | 44 | 14 | 235 |
| Shareholder investment returns after tax | - | 8 | 2 | 10 |
| Cash net profit after tax | 177 | 52 | 16 | 245 |


|  | Half Year Ended 31 December 2006 |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | ASB | Sovereign | Other |

(1) Additional segmental information has been provided for this segment in line with the historic level of market disclosure.

## International Financial Services continued

| Major Balance Sheet Items (gross of impairment) | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathrm{M} \end{array}$ | 30/06/07 | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \end{array}$ | $\text { Dec } 07 \text { vs }$ $\text { I un } 07 \%$ | Dec 07 vs Dec $06 \%$ |
| Home lending | 29,723 | 28,581 | 25,530 | 4 | 16 |
| Assets at fair value through Income Statement | 7,333 | 4,921 | 6,518 | 49 | 13 |
| Other lending assets | 11,088 | 11,333 | 11,279 | (2) | (2) |
| Non-lending interest earning assets | 1,803 | 3,102 | 420 | (42) | large |
| Other assets | 4,428 | 4,654 | 4,075 | (5) | 9 |
| Total assets | 54,375 | 52,591 | 47,822 | 3 | 14 |
| Debt issues | 377 | 935 | 180 | (60) | large |
| Deposits ${ }^{(1)}$ | 23,971 | 23,094 | 21,038 | 4 | 14 |
| Liabilities at fair value through Income Statement | 20,820 | 15,203 | 14,204 | 37 | 47 |
| Other liabilities | 4,340 | 4,569 | 3,981 | (5) | 9 |
| Total liabilities | 49,508 | 43,801 | 39,403 | 13 | 26 |

## Balance Sheet

| Assets |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ASB Bank | 49,434 | 47,688 | 43,255 | 4 | 14 |
| Other | 4,941 | 4,903 | 4,567 | 1 | 8 |
| Total assets | 54,375 | 52,591 | 47,822 | 3 | 14 |
| Liabilities |  |  |  |  |  |
| ASB Bank | 45,542 | 39,112 | 35,473 | 16 | 28 |
| Other | 3,966 | 4,689 | 3,930 | (15) | 1 |
| Total liabilities | 49,508 | 43,801 | 39,403 | 13 | 26 |

[^2]| Sources of Profit from Insurance Activities | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| The Margin on Service profit from ordinary activities after income tax is represented by: |  |  |  |
| Planned profit margin | 38 | 38 | 37 |
| Experience variations | 1 | 12 | 6 |
| Operating margins | 39 | 50 | 43 |
| Shareholder investment returns after tax | 32 | 13 | 11 |
| Cash net profit after tax | 71 | 63 | 54 |


|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
| New Zealand - Funds Under Administration | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| Opening balance | $\$ M$ | $\$ M$ | 5,865 |
| Inflows | $\mathbf{8 , 2 6 1}$ | 6,918 | 1,179 |
| Outflows | $\mathbf{1 , 0 5 0}$ | 1,742 | $(617)$ |
| Net Flows | $\mathbf{( 1 , 0 6 8 )}$ | $(1,001)$ | $\mathbf{5}$ |
| Investment income and Other | $\mathbf{( 1 8 )}$ | 741 | $\mathbf{5 6 2}$ |
| Closing balance | $\mathbf{( 3 7 5 )}$ | $\mathbf{6 0 2}$ | $\mathbf{4 9 1}$ |


|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
| New Zealand - Annual Inforce Premiums | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| Opening balance | $\$ M$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ |
| Sales/New Business | $\mathbf{3 7 9}$ | 352 | 302 |
| Lapses | $\mathbf{2 9}$ | 27 | 28 |
| Other movements | $\mathbf{( 5 )}$ | $(7)$ | $(7)$ |
| Closing balance | $\mathbf{( 1 1 )}$ | $\mathbf{7}$ | $\mathbf{2 9}$ |

## Other

|  | Half Year Ended 31 December 2007 |  |  |
| :--- | ---: | ---: | ---: |
|  | Corporate | Eliminations/ |  |
|  | Centre | Unallocated |  |
| Total |  |  |  |
|  | $\$ M$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ |
| Net interest income $^{(1)}$ | 142 | $(88)$ | 54 |
| Other banking income ${ }^{(1)}$ | $(48)$ | 16 | $(32)$ |
| Total operating income | 94 | $(72)$ | 22 |
| Operating expenses | $(56)$ | - | $(56)$ |
| Loan impairment expense | - | 5 | 5 |
| Underlying profit before tax | 150 | $(77)$ | 73 |
| Corporate tax expense | 46 | $(23)$ | 23 |
| Minority interests | - | 14 | 14 |
| Cash net profit after tax | 104 | $(68)$ |  |


|  | Half Year Ended 30 J une 2007 |  |  |
| :---: | :---: | :---: | :---: |
|  | Corporate Centre \$M | Eliminations/ Unallocated \$M | Total \$M |
| Net interest income ${ }^{(1)}$ | 145 | (78) | 67 |
| Other banking income ${ }^{(1)}$ | 25 | (15) | 10 |
| Total operating income | 170 | (93) | 77 |
| Operating expenses | (47) | - | (47) |
| Loan impairment expense | - | (15) | (15) |
| Underlying profit before tax | 217 | (78) | 139 |
| Corporate tax expense | 96 | (23) | 73 |
| Minority interests | - | 14 | 14 |
| Cash net profit after tax | 121 | (69) | 52 |


|  | Half Year Ended 31 December 2006 |  |  |
| :---: | :---: | :---: | :---: |
|  | Corporate Centre \$M | Eliminations/ Unallocated \$M | Total \$M |
| Net interest income ${ }^{(1)}$ | 132 | (10) | 122 |
| Other banking income ${ }^{(1)}$ | 74 | 2 | 76 |
| Total operating income | 206 | (8) | 198 |
| Operating expenses | (47) | - | (47) |
| Loan impairment expense | - | 5 | 5 |
| Underlying profit before tax | 253 | (13) | 240 |
| Corporate tax expense | 72 | (4) | 68 |
| Minority interests | - | 13 | 13 |
| Cash net profit after tax | 181 | (22) | 159 |

(1) Excludes the impact of reclassification of net swap costs from Net interest income to Other banking income related to certain economic hedges which do not qualify for AIFRS hedge accounting (December 2007: \$164 million; June 2007: \$78 million; December 2006: $\$ 29$ million)

## Financial Performance

Corporate Centre includes the results of unallocated group support functions such as Investor Relations, Group Strategy, Secretariat and Treasury, together with centralised project spend. Cash net profit after tax has decreased $\$ 77$ million on the prior comparative period due largely to the impact of additional funding costs which were absorbed in Treasury during the current half year.

Eliminations/Unallocated includes intra-group elimination entries arising on consolidation, centrally raised provisions and other unallocated intra-group revenue and expenses. Cash net profit after tax has decreased $\$ 46$ million on the prior comparative period due to a reduction in the interest accrued on intra-group lending balances and a change in the methodology relating to the apportionment of deferred tax assets across the Group. As these changes occurred during 2007, the result is flat on the prior half.

## Shareholder Investment Returns

|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Shareholder Investment Returns | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ | Dec 07 vs | Dec 07 vs |
| Wealth Management | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | J un $07 \%$ | Dec $06 \%$ |
| International Financial Services | $\mathbf{1 8}$ | 53 | 76 | $(66)$ | $(76)$ |
| Shareholder investment returns before tax | $\mathbf{2 4}$ | 11 | 9 | large | large |
| Corporate tax expense | $\mathbf{4 2}$ | 64 | 85 | $(34)$ | $(51)$ |
| Shareholder investment returns after tax | $\mathbf{1 4}$ | 29 | 24 | $(52)$ | $(42)$ |

Shareholder investment returns of $\$ 42$ million before tax was impacted by market volatility, primarily in the property sector.

| Shareholder Investment Asset Mix (\%) | As at 31 December 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Australia \% | New Zealand \% | Asia $\%$ | Total \% |
| Local equities | 1 | - | - | 1 |
| International equities | - | 1 | 11 | 1 |
| Property | 28 | - | 32 | 22 |
| Sub-total | 29 | 1 | 43 | 24 |
| Fixed interest | 25 | 50 | 55 | 32 |
| Cash | 46 | 49 | 2 | 44 |
| Sub-total | 71 | 99 | 57 | 76 |
| Total | 100 | 100 | 100 | 100 |


| Shareholder Investment Asset Mix (\$M) | As at 31 December 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Australia | New Zealand | Asia | Total |
|  | \$M | \$M | \$M | \$M |
| Local equities | 11 | 1 | - | 12 |
| International equities | 1 | 5 | 10 | 16 |
| Property | 369 | 1 | 28 | 398 |
| Sub-total | 381 | 7 | 38 | 426 |
| Fixed interest | 332 | 223 | 48 | 603 |
| Cash | 592 | 216 | 2 | 810 |
| Sub-total | 924 | 439 | 50 | 1,413 |
| Total | 1,305 | 446 | 88 | 1,839 |

The Directors submit their report for the half year ended 31 December 2007.

## Directors

The names of the Directors holding office during the half year ended 31 December 2007 and until the date of this report were:

| J M Schubert | Chairman |
| :--- | :--- |
| R J Norris | Managing Director and Chief Executive Officer |
| Sir J A Anderson KBE | Director |
| R J Clair AO | Director |
| C R Galbraith AM | Director |
| J S Hemstritch | Director |
| S C H Kay | Director |
| W G Kent AO | Director (Retired 7 November 2007) |
| F D Ryan | Director |
| F J Swan | Director (Retired 7 November 2007) |
| D J Turner | Director |
| H H Young | Director |

## Review and Results of Operations

Commonwealth Bank recorded a statutory net profit after tax of $\$ 2,371$ million for the half year ended 31 December 2007, compared with $\$ 2,191$ million for the prior comparative period, an increase of $8 \%$. The increase was principally due to strong growth in banking income resulting from lending asset growth, as well as continued strong performance within the Wealth Management businesses.

The cash net profit after tax from Retail Banking Services of $\$ 949$ million (December 2006: \$881 million) reflects continued growth in home loans and retail deposits together with improving credit quality across the personal lending portfolio.
The cash net profit after tax from Premium Business Services of \$724 million (December 2006: \$724 million) reflects strong improvements in business lending volumes, offset by increased investment in business banking and an increase in loan impairment expense.
The cash net profit after tax from Wealth Management of \$380 million (December 2006: \$299 million) reflects the outstanding performance of both the CFS Global Asset Management and Colonial First State businesses.
The cash net profit after tax from International Financial Services of $\$ 296$ million (December 2006: $\$ 233$ million) reflects solid growth in ASB, increasing market share in retail deposits whilst maintaining its market share position in home lending.

In accordance with the ASX Principles of Good Corporate Governance and Best Practice Recommendations, the Chief Executive Officer and the Chief Financial Officer have provided the Board with a written statement that the accompanying Financial Report represents a true and fair view, in all material respects, of the Group's financial position as at 31 December 2007 and performance for the half year ended 31 December 2007, in accordance with relevant accounting standards.

Signed in accordance with a resolution of the Directors.


J M Schubert
Chairman

We have obtained the following independence declaration from the Group's auditors, PricewaterhouseCoopers.

## PRICEWATERHOUSECOPPERS ©



R J Norris
Managing Director and Chief Executive Officer

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Consolidated Income Statement ..... 28
Consolidated Balance Sheet ..... 29
Consolidated Statement of Recognised Income and Expense ..... 30
Consolidated Statement of Cash Flows ..... 31
Notes to the Financial Statements ..... 33
Note 1 Accounting Policies ..... 33
Note 2 Income from Ordinary Activities ..... 34
Note 3 Operating Expenses ..... 35
Note 4 Income Tax Expense ..... 36
Note 5 Loans, Advances and Other Receivables ..... 37
Note 6 Provisions for Impairment and Asset Quality ..... 38
Note 7 Deposits and Other Public Borrowings ..... 39
Note $8 \quad$ Financial Reporting by Segments ..... 40
Note 9 Detailed Consolidated Statement of Changes in Equity ..... 42
Note 10 Notes to the Statement of Cash Flows ..... 44
Note 11 Assets Held for Sale ..... 46
Note 12 Events after the end of the Financial Period ..... 46
Note 13 Contingent Liabilities ..... 46
Note 14 Acquisitions of Business Interests ..... 46

Financial Statements continued

Consolidated Income Statement
For the half year ended 31 December 2007

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Note | 31/12/07 | $\begin{array}{r} 30 / 06 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ M \\ \hline \end{array}$ |
|  |  | \$M |  |  |
| Interest income | 2 | 13,781 | 12,297 | 11,565 |
| Interest expense |  | 9,882 | 8,746 | 8,080 |
| Net interest income |  | 3,899 | 3,551 | 3,485 |
| Other operating income |  | 1,545 | 1,729 | 1,612 |
| Net banking operating income |  | 5,444 | 5,280 | 5,097 |
| Funds management income | 2 | 1,138 | 966 | 905 |
| Investment revenue |  | 320 | 928 | 1,192 |
| Claims and policyholder liability expense |  | (305) | (858) | $(1,162)$ |
| Net funds management operating income |  | 1,153 | 1,036 | 935 |
| Premiums from insurance contracts | 2 | 661 | 540 | 577 |
| Investment revenue |  | 210 | 385 | 473 |
| Claims and policyholder liability expense from insurance contracts |  | (424) | (391) | (541) |
| Insurance margin on services operating income |  | 447 | 534 | 509 |
| Total net operating income |  | 7,044 | 6,850 | 6,541 |
| Loan impairment expense |  | 333 | 239 | 195 |
| Operating expenses | 3 | 3,378 | 3,283 | 3,144 |
| Defined benefit superannuation plan (expense)/income |  | (6) | 3 | 5 |
| Net profit before income tax |  | 3,327 | 3,331 | 3,207 |
| Corporate tax expense | 4 | 905 | 910 | 865 |
| Policyholder tax expense | 4 | 36 | 128 | 138 |
| Net profit after income tax |  | 2,386 | 2,293 | 2,204 |
| Minority interests |  | (15) | (14) | (13) |
| Net profit attributable to Equity holders of the Bank |  | 2,371 | 2,279 | 2,191 |


|  | 31/12/07 | 30/06/07 | 31/12/06 |
| :---: | :---: | :---: | :---: |
|  | Cents per share |  |  |
| Earnings per share: |  |  |  |
| Statutory basic | 180.4 | 175. 1 | 169.6 |
| Statutory diluted | 177.7 | 172. 5 | 166. 0 |
| Dividends per share attributable to shareholders of the Bank: |  |  |  |
| Ordinary shares | 113 | 149 | 107 |
| Trust preferred securities (TPS) - issued 8 March 2006 | 3,566 | 3,835 | 3,986 |


|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ \mathrm{M} \end{array}$ | $31 / 12 / 06$ |
| :---: | :---: | :---: | :---: |
| Net profit after income tax comprises: |  |  |  |
| Net profit after income tax ("underlying basis") | 2,357 | 2,196 | 2,235 |
| Shareholder investment returns (after tax) | 28 | 35 | 61 |
| Net profit after income tax ("cash basis") | 2,385 | 2,231 | 2,296 |
| Defined benefit superannuation plan (expense)/income | (4) | 1 | 4 |
| Treasury shares valuation adjustment | (13) | (37) | (38) |
| Hedging and AIFRS volatility | 3 | 84 | (71) |
| Net profit after income tax ("statutory basis") | 2,371 | 2,279 | 2,191 |

Consolidated Balance Sheet
As at 31 December 2007

|  | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 31/12/07 | 30/06/07 | 31/12/06 |
| Assets | Note | \$M | \$M | \$M |
| Cash and liquid assets |  | 6,951 | 10,108 | 9,139 |
| Receivables due from other financial institutions |  | 7,779 | 5,495 | 5,686 |
| Assets at fair value through Income Statement: |  |  |  |  |
| Trading |  | 22,321 | 21,469 | 18,887 |
| Insurance |  | 21,926 | 23,519 | 24,520 |
| Other |  | 5,540 | 4,073 | 3,305 |
| Derivative assets |  | 15,583 | 12,743 | 10,519 |
| Available-for-sale investments |  | 10,518 | 9,672 | 11,434 |
| Assets held for sale | 11 | 1,258 | 1,374 | 1,270 |
| Loans, advances and other receivables | 5 | 324,597 | 299,779 | 277,962 |
| Bank acceptances of customers |  | 19,805 | 18,721 | 18,395 |
| Investment property |  | - | - | 273 |
| Property, plant and equipment |  | 1,490 | 1,436 | 1,325 |
| Investment in associates |  | 872 | 836 | 216 |
| Intangible assets |  | 8,213 | 7,835 | 7,846 |
| Deferred tax assets |  | 736 | 922 | 638 |
| Other assets |  | 6,960 | 7,157 | 5,846 |
| Total assets |  | 454,549 | 425,139 | 397,261 |
|  |  | As at |  |  |
| Liabilities |  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | Note | \$M | \$M | \$M |
| Deposits and other public borrowings | 7 | 234,476 | 203,382 | 188,819 |
| Payables due to other financial institutions |  | 17,972 | 14,386 | 12,432 |
| Liabilities at fair value through Income Statement |  | 19,535 | 19,431 | 17,986 |
| Derivative liabilities |  | 15,507 | 16,680 | 13,238 |
| Bank acceptances |  | 19,805 | 18,721 | 18,395 |
| Current tax liabilities |  | 584 | 882 | 685 |
| Deferred tax liabilities |  | 1,364 | 1,576 | 1,384 |
| Other provisions |  | 875 | 878 | 826 |
| Insurance policy liabilities |  | 20,671 | 21,613 | 22,729 |
| Debt issues |  | 79,372 | 85,490 | 82,561 |
| Managed funds units on issue |  | 185 | 310 | 438 |
| Bills payable and other liabilities |  | 6,453 | 7,346 | 5,379 |
|  |  | 416,799 | 390,695 | 364,872 |
| Loan capital |  | 12,112 | 10,000 | 9,902 |
| Total liabilities |  | 428,911 | 400,695 | 374,774 |
| Net assets |  | 25,638 | 24,444 | 22,487 |


| Shareholders' Equity | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 |  | 30/06/07 | 31/12/06 |
|  | Note | \$M | \$M | \$M |
| Share capital: |  |  |  |  |
| Ordinary share capital | 9 | 15,356 | 14,483 | 13,920 |
| Other equity instruments | 9 | 939 | 939 | 939 |
| Reserves | 9 | 1,673 | 2,143 | 1,979 |
| Retained profits | 9 | 7,159 | 6,367 | 5,141 |
| Shareholders' equity attributable to Equity holders of the Bank |  | 25,127 | 23,932 | 21,979 |
| Minority interests: |  |  |  |  |
| Controlled entities |  | 511 | 512 | 508 |
| Total Shareholders' equity |  | 25,638 | 24,444 | 22,487 |

Financial Statements continued

Consolidated Statement of Recognised Income and Expense
For the half year ended 31 December 2007

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $31 / 12 / 07$ | 30/06/07 | $31 / 12 / 06$ |
| Actuarial gains and losses from defined benefit superannuation plans | 40 | 265 | 149 |
| Gains and losses on cash flow hedging instruments: |  |  |  |
| Recognised in equity | 413 | 223 | 206 |
| Transferred to the Income Statement | (362) | 146 | (26) |
| Gains and losses on available-for-sale investments: |  |  |  |
| Recognised in equity | (68) | 65 | (37) |
| Transferred to the Income Statement on disposal | - | (132) | (6) |
| Revaluation of properties | - | 79 | - |
| Exchange differences on translation of foreign operations | (105) | (43) | 97 |
| Income tax on items transferred directly to/from equity: |  |  |  |
| FCTR | 4 | (3) | (10) |
| Available-for-sale investments revaluation reserve | 31 | (6) | 16 |
| Revaluation of properties | 1 | (23) | - |
| Cash flow hedge reserve | (14) | (111) | (57) |
| Net income recognised directly in equity | (60) | 460 | 332 |
| Profit for the period | 2,386 | 2,293 | 2,204 |
| Total net income recognised for the period | 2,326 | 2,753 | 2,536 |
| Attributable to: |  |  |  |
| Equity holders of the Bank | 2,311 | 2,739 | 2,523 |
| Minority interests | 15 | 14 | 13 |
| Total net income recognised for the period | 2,326 | 2,753 | 2,536 |


| For the half year ended 31 December 2007 | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | Note | \$M | \$M | \$M |
| Cash flows from operating activities |  |  |  |  |
| Interest received |  | 13,456 | 11,960 | 11,163 |
| Interest paid |  | $(9,125)$ | $(8,621)$ | $(7,784)$ |
| Other operating income received |  | 2,460 | 2,482 | 2,145 |
| Expenses paid |  | $(3,366)$ | $(2,782)$ | $(2,917)$ |
| Income taxes paid |  | $(1,218)$ | $(1,259)$ | (683) |
| Net (increase) in assets at fair value through Income Statement (excluding life insurance) |  | $(5,136)$ | (214) | $(1,501)$ |
| Life insurance: |  |  |  |  |
| Investment income |  | 403 | 1,331 | 965 |
| Premiums received ${ }^{(2)}$ |  | 1,174 | 1,288 | 1,143 |
| Policy payments ${ }^{(2)}$ |  | $(2,144)$ | $(3,258)$ | $(2,088)$ |
| Net increase in liabilities at fair value through Income Statement (excluding life insurance) |  | 626 | 1,612 | 4,110 |
| Cash flows from operating activities before changes in operating assets and liabilities |  | $(2,870)$ | 2,539 | 4,553 |
| Changes in operating assets and liabilities arising from cash flow movements |  |  |  |  |
| Movement in available-for-sale investments: |  |  |  |  |
| Purchases |  | $(18,756)$ | $(9,661)$ | $(12,553)$ |
| Proceeds from sale |  | 168 | 674 | 806 |
| Proceeds at or close to maturity |  | 17,511 | 9,904 | 11,235 |
| Lodgement of deposits with regulatory authorities |  | (27) |  | (8) |
| Net (increase) in loans, advances and other receivables |  | $(25,819)$ | $(21,470)$ | $(16,415)$ |
| Net (increase)/decrease in receivables due from other financial institutions not at call |  | $(3,666)$ | 2,543 | $(1,710)$ |
| Net decrease/(increase) in securities purchased under agreements to resell |  | 1,310 | (402) | $(1,245)$ |
| Life insurance business: |  |  |  |  |
| Purchase of insurance assets at fair value through Income Statement |  | $(5,608)$ | $(2,833)$ | $(5,643)$ |
| Proceeds from sale/maturity of insurance assets at fair value through Income Statement |  | 6,707 | 3,062 | 5,780 |
| Net increase in deposits and other public borrowings |  | 32,090 | 13,361 | 13,000 |
| Net proceeds from issuance of debt securities |  | $(7,899)$ | 3,469 | 2,847 |
| Net increase/(decrease) in payables due to other financial institutions not at call |  | 3,227 | $(1,048)$ | 2,913 |
| Net (decrease)/increase in securities sold under agreements to repurchase |  | (8) | 862 | 1,081 |
| Changes in operating assets and liabilities arising from cash flow movements |  | (770) | $(1,539)$ | 88 |
| Net cash (used in)/provided by operating activities | 10 (a) | $(3,640)$ | 1,000 | 4,641 |
| Cash flows from investing activities |  |  |  |  |
| Payment for acquisition of entities and management rights | 10 (e) | (241) | (4) | (3) |
| Net proceeds from disposal of other entities |  | - | 16 | - |
| Dividends received |  | 1 | 2 | 1 |
| Proceeds from sale of property, plant and equipment |  | 5 | 48 | 5 |
| Purchases of property, plant and equipment |  | (187) | (196) | (118) |
| Payment for acquisition of investments in associates/joint ventures |  | - | - | (6) |
| Sales and (purchases) of assets held for sale |  | 115 | 167 | $(1,258)$ |
| Purchases of intangible assets |  | (71) | (62) | (68) |
| Net (increase) in other assets |  | (162) | (486) | (314) |
| Net cash (used in) investing activities |  | (540) | (515) | $(1,761)$ |

(1) It should be noted that the Group does not use this accounting Statement of Cash Flows in the internal management of its liquidity positions.
(2) Represents gross premiums and policy payments before spliting between policyholders and shareholders.

Financial Statements continued

| Consolidated Statement of Cash Flows ${ }^{(1)}$ (continued) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| For the half year ended 31 December 2007 | Half Year Ended |  |  |  |
|  |  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | Note | \$M | \$M | \$M |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from issue of shares (net of costs) |  | 3 | 6 | 13 |
| Dividends paid (excluding Dividend Reinvestment Plan) |  | $(1,252)$ | (888) | $(1,396)$ |
| Net movement in other liabilities |  | (94) | 620 | (401) |
| Net sale of treasury shares |  | 21 | 21 | 34 |
| Issue of loan capital |  | 2,113 | 354 | 1,615 |
| Redemption of loan capital |  | - | - | $(1,069)$ |
| Other |  | (320) | (295) | 67 |
| Net cash provided byl(used in) financing activities |  | 471 | (182) | $(1,137)$ |
| Net (decrease)/increase in cash and cash equivalents |  | $(3,709)$ | 303 | 1,743 |
| Cash and cash equivalents at beginning of period |  | 4,084 | 3,781 | 2,038 |
| Cash and cash equivalents at end of period | 10 (b) | 375 | 4,084 | 3,781 |

[^3]
## Note 1 Accounting Policies

## General Information

The Financial Statements of the Commonwealth Bank of Australia (the 'Bank') and the Bank and its subsidiaries (the 'Group') for the half year ended 31 December 2007, were approved and authorised for issue by the Board of Directors on 13 February 2008.

The Group is incorporated and domiciled in Australia. It is a company limited by shares that are publicly traded on the Australian Stock Exchange. The address of its registered office is Level 7, 48 Martin Place, Sydney NSW 1155, Australia.

The Group is one of Australia's leading providers of integrated financial services including retail, business and institutional banking, superannuation, life insurance, general insurance, funds management, broking services and finance company activities. The principal activities of the Commonwealth Bank Group during the financial period were:

## (i) Retail Banking Services

The Group provides retail banking services within Australia including housing loans, credit cards, personal loans, savings and cheque accounts, and demand and term deposits.

## (ii) Premium Business Services

The Group offers commercial products within Australia including business loans, equipment and trade finance, and rural and agribusiness products and provides private banking services to high net worth individuals and direct trading and margin lending through CommSec. This segment also has wholesale banking operations in London, New York, Singapore, Hong Kong and Malta.

## (iii) Wealth Management

The Wealth Management segment conducts Australian funds management business comprising wholesale and retail investment, superannuation and retirement funds. Investments are across all major asset classes including Australian and international shares, property, fixed interest and cash. This segment also has funds management businesses in the United Kingdom and Asia.
The Wealth Management segment also provides Australian term insurance, disability insurance, annuities, master trusts, investment products and general insurance.
(iv) International Financial Services

The Group has full service banking operations in New Zealand, Fiji and Indonesia. The Group also has wholesale banking operations in Indonesia, regions of China and Tokyo. The Group's International Financial Services segment also conducts Life Insurance operations in New Zealand, where it has the leading market share, as well as Asia and the Pacific, and conducts Funds Management business in New Zealand.

## (a) Bases of accounting

This general purpose financial report for the half year reporting period ended 31 December 2007 has been prepared in accordance with the requirements of the Corporations Act 2001, AASB 134 Interim Financial Reporting and in compliance with IAS 34 Interim Financial Reporting.

This half year financial report complies with current Australian Accounting Standards which consist of Australian equivalents to International Financial Reporting Standards (AIFRS) and also with International Financial Reporting Standards (IFRS)
as issued by the International Accounting Standards Board (IASB).

This half year Financial Report does not include all notes of the type normally included within the Annual Financial Report and therefore cannot be expected to provide as full an understanding of the financial position and financial performance of the Group as that given by the Annual Financial Report.
As a result, this report should be read in conjunction with the 30 June 2007 Annual Financial Report of the Group and any public announcements made in the period by the Group in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.
The amounts contained in this Financial Report and the Financial Statements are presented in Australian Dollars and have been rounded to the nearest million dollars unless otherwise stated, under the option available to the company under ASIC Class Order 98/100 (as amended by ASIC Class Order 04/667).
For the purpose of this half year Financial Report, the half year has been treated as a discrete reporting period.
The accounting policies followed in this half year Financial Report are the same as those applied in the 30 June 2007 Annual Financial Report, with the following exceptions:

- The Group decided to early adopt AASB Interpretation 13 Customer Loyalty Programmes on 1 July 2007. Upon transition this resulted in a reduction to retained earnings of \$5 million and replacement of the Group's provision for future expenses in relation to its credit card loyalty programmes with an equivalent amount of deferred income. Income in relation to the credit and loyalty program will be recognised in subsequent periods when the cost of loyalty points is expensed; and
- The Group elected to early adopt AASB 8 Operating Segments on 1 July 2007. This has resulted in changes to the presentation of the Group's segment reporting.
On 1 July 2007 the Group adopted the disclosure requirements of AASB 7 Financial Instruments: Disclosures. This new standard has no impact on the recognition, measurement or presentation of financial instruments, so does not impact the Group's financial position or results. It requires disclosures about the significance of financial instruments to the Group's financial position and results, and the nature and extent of credit, market and liquidity risks arising from financial instruments, including how they are managed. This standard resulted in limited additional disclosures for the half year ended 31 December 2007.

Notes to the Financial Statements continued

Note 2 Income from Ordinary Activities

|  | Half Y ear Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Banking |  |  |  |
| Interest income | 13,781 | 12,297 | 11,565 |
| Fees and commissions | 1,377 | 1,349 | 1,276 |
| Trading income | 200 | 249 | 306 |
| Net (losses) and gains on disposal of available-for-sale investments | (1) | 58 | 82 |
| Net gains on other non-trading instruments | - | 7 | - |
| Net hedging ineffectiveness | (14) | 44 | (14) |
| Net (losses) and gains on other financial instruments: |  |  |  |
| Fair value through Income Statement | 12 | 36 | 1 |
| Non-trading derivatives | (146) | (61) | (116) |
| Dividends | 1 | 2 | 1 |
| Net (losses) on sale of property, plant and equipment | (7) | (11) | (4) |
| Other income | 123 | 56 | 80 |
|  | 15,326 | 14,026 | 13,177 |

Funds Management, Investment contract and Insurance contract revenue

| Funds management and investment contract income including premiums | $\mathbf{1 , 1 3 8}$ | 966 | 905 |
| :--- | ---: | ---: | ---: |
| Insurance contract premiums and related income | $\mathbf{6 6 1}$ | 540 | 577 |
| Investment income | $\mathbf{5 3 0}$ | $\mathbf{1 , 3 1 3}$ | $\mathbf{1 , 6 6 5}$ |
|  | $\mathbf{2 , 3 2 9}$ | 2,819 | 3,147 |
| Total income from ordinary activities | $\mathbf{1 7 , 6 5 5}$ | $\mathbf{1 6 , 8 4 5}$ | $\mathbf{1 6 , 3 2 4}$ |

Note 3 Operating Expenses

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Staff expenses |  |  |  |
| Salaries and wages | 1,505 | 1,406 | 1,340 |
| Share-based compensation | 49 | 33 | 56 |
| Superannuation contributions | 4 | 4 | 4 |
| Provisions for employee entitlements | 46 | 29 | 32 |
| Payroll tax | 85 | 65 | 74 |
| Fringe benefits tax | 16 | 18 | 16 |
| Other staff expenses | 75 | 87 | 65 |
| Total staff expenses | 1,780 | 1,642 | 1,587 |
|  |  |  |  |
| Occupancy and equipment expenses |  |  |  |
| Operating lease rentals | 200 | 188 | 179 |
| Depreciation: |  |  |  |
| Buildings | 13 | 11 | 11 |
| Leasehold improvements | 30 | 29 | 30 |
| Equipment | 41 | 39 | 34 |
| Operating lease assets | 9 | 9 | 13 |
| Repairs and maintenance | 36 | 39 | 32 |
| Other | 44 | 38 | 36 |
| Total occupancy and equipment expenses | 373 | 353 | 335 |
| Information technology services |  |  |  |
| Application maintenance and development | 121 | 174 | 130 |
| Data processing | 100 | 96 | 110 |
| Desktop | 56 | 60 | 59 |
| Communications | 82 | 83 | 85 |
| Amortisation of software assets | 42 | 32 | 30 |
| IT equipment depreciation | 15 | 11 | 13 |
| Total information technology services | 416 | 456 | 427 |
|  |  |  |  |
| Other expenses |  |  |  |
| Postage | 59 | 53 | 56 |
| Stationery | 49 | 51 | 53 |
| Fees and commissions: |  |  |  |
| Fees payable on trust and other fiduciary activities | 274 | 214 | 188 |
| Other | 116 | 161 | 128 |
| Advertising, marketing and loyalty | 160 | 178 | 148 |
| Amortisation of other intangible assets (excluding software) | 4 | 4 | 4 |
| Non-lending losses | 32 | 40 | 57 |
| Other | 115 | 131 | 161 |
| Total other expenses | 809 | 832 | 795 |
| Total operating expenses | 3,378 | 3,283 | 3,144 |

Notes to the Financial Statements continued

## Note 4 Income Tax Expense

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Profit from ordinary activities before income tax |  |  |  |
| Retail Banking Services | 1,356 | 1,264 | 1,258 |
| Premium Business Services | 973 | 924 | 981 |
| Wealth Management | 540 | 573 | 517 |
| International Financial Services | 404 | 389 | 289 |
| Other | 54 | 181 | 162 |
| Operating profit before tax | 3,327 | 3,331 | 3,207 |
| Prima facie income tax at 30\% |  |  |  |
| Retail Banking Services | 407 | 379 | 378 |
| Premium Business Services | 292 | 277 | 294 |
| Wealth Management Services | 162 | 172 | 155 |
| International Financial Services | 121 | 117 | 87 |
| Other | 16 | 54 | 49 |
|  | 998 | 999 | 963 |

Tax effect of non-deductible expenses/non-assessable income in determining taxable profit:

| Current period |  |  |  |
| :---: | :---: | :---: | :---: |
| Taxation offsets and other dividend adjustments | (42) | (28) | (27) |
| Tax adjustment referable to policyholder income | 26 | 90 | 96 |
| Tax losses recognised | - | (20) | (4) |
| Difference in overseas and offshore banking unit tax rates | (27) | (21) | (22) |
| Other | 3 | 48 | (13) |
|  | (40) | 69 | 30 |
| Prior periods |  |  |  |
| Other | (17) | (30) | 10 |
| Total income tax expense | 941 | 1,038 | 1,003 |
| Income tax attributable to profit from ordinary activities |  |  |  |
| Retail Banking Services | 407 | 379 | 377 |
| Premium Business Services | 250 | 204 | 259 |
| Wealth Management | 153 | 156 | 119 |
| International Financial Services | 77 | 84 | 66 |
| Other | 18 | 87 | 44 |
| Corporate tax expense | 905 | 910 | 865 |
| Policyholder tax expense | 36 | 128 | 138 |
| Total income tax expense | 941 | 1,038 | 1,003 |
| Effective tax rate | \% | \% | \% |
| Total - corporate | 27.5 | 28.4 | 28.2 |
| Retail Banking Services - corporate | 30.0 | 30.0 | 30.0 |
| Premium Business Services - corporate | 25.7 | 22.1 | 26.4 |
| Wealth Management - corporate | 29.4 | 34.9 | 31.3 |
| International Financial Services - corporate | 19.8 | 21.7 | 22.9 |

Note 5 Loans, Advances and Other Receivables

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Overdrafts | 2,773 | 2,902 | 2,272 |
| Housing loans (including securitisation) | 170,838 | 161,406 | 150,834 |
| Credit card outstandings | 7,370 | 7,185 | 7,071 |
| Lease financing | 3,839 | 4,532 | 4,617 |
| Bills discounted | 3,713 | 3,640 | 3,303 |
| Term loans | 82,579 | 68,577 | 62,613 |
| Other lending | 675 | 1,339 | 386 |
| Other securities | 5 | 11 | 4 |
| Total Australia | 271,792 | 249,592 | 231,100 |
|  |  |  |  |
| Overseas |  |  |  |
| Overdrafts | 775 | 1,605 | 2,064 |
| Housing loans | 30,616 | 28,931 | 25,887 |
| Credit card outstandings | 594 | 533 | 518 |
| Lease financing | 508 | 531 | 329 |
| Bills discounted | - | 33 | 24 |
| Term loans | 21,905 | 20,027 | 19,020 |
| Redeemable preference share financing | 1,194 | 1,194 | 1,194 |
| Other lending | 51 | 183 | 74 |
| Other securities | 442 | 303 | 480 |
| Total Overseas | 56,085 | 53,340 | 49,590 |
| Gross loans, advances and other receivables | 327,877 | 302,932 | 280,690 |

Less:

| Provisions for impairment: |  |  |  |
| :---: | :---: | :---: | :---: |
| Collective provision | $(1,084)$ | $(1,034)$ | $(1,040)$ |
| Individually assessed provisions | (268) | (199) | (171) |
| Unearned income: |  |  |  |
| Term loans | (978) | (941) | (931) |
| Lease financing | (950) | (979) | (586) |
|  | $(3,280)$ | $(3,153)$ | $(2,728)$ |
| Net loans, advances and other receivables | 324,597 | 299,779 | 277,962 |

Note 6 Provisions for Impairment and Asset Quality

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Provisions for Impairment Losses |  |  |  |
| Collective provision |  |  |  |
| Opening balance | 1,034 | 1,040 | 1,046 |
| Total loan impairment expense | 333 | 239 | 195 |
| Net transfer (to)/from individually assessed provisions | (291) | (268) | (239) |
| Transfer (to)/from other credit provisions | (5) | (5) | 5 |
| Impairment losses recovered | 40 | 48 | 55 |
| Adjustments for foreign exchange movements and other items | (3) | 4 | 5 |
|  | 1,108 | 1,058 | 1,067 |
| Impairment losses written off | (24) | (24) | (27) |
| Closing balance | 1,084 | 1,034 | 1,040 |
| Individually assessed provisions |  |  |  |
| Opening balance | 199 | 171 | 171 |
| Charge against profit and loss for: |  |  |  |
| New and increased provisioning | 301 | 274 | 249 |
| Less write-back of provisions no longer required | (10) | (6) | (10) |
| Net transfer | 291 | 268 | 239 |
| Discount unwind to interest income | (4) | (3) | (3) |
| Adjustments for foreign exchange movements and other items | (1) | (1) | (4) |
| Impairment losses | (217) | (236) | (232) |
| Closing balance | 268 | 199 | 171 |
| Total provisions for loan impairment | 1,352 | 1,233 | 1,211 |
| Other credit provisions ${ }^{(1)}$ | 28 | 23 | 19 |
| Total provisions for impairment losses | 1,380 | 1,256 | 1,230 |

(1) Included in Other Provisions.

## Provisioning Policy

Provisions for impairment are maintained at an amount adequate to cover incurred credit related losses.
The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and then individually or collectively for financial assets that are not individually significant. If there is objective evidence of impairment, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the expected future cash flows discounted at the financial asset's original effective interest rate.

|  |  | As at |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| $\%$ | $\%$ |  |  |  |
| Provision Ratios |  |  |  |  |
| Collective provisions as a \% of gross loans and acceptances | $\mathbf{0 . 3 1}$ | 0.32 | 0.35 |  |
| Collective provisions as a \% of risk weighted assets | $\mathbf{0 . 4 0}$ | 0.42 | 0.44 |  |
| Individually assessed provisions for impairment as a \% of gross impaired assets ${ }^{(1)}$ | $\mathbf{3 3 . 6}$ | 23.8 | 23.4 |  |
| Total provisions for impairment losses as a \% of gross impaired assets | $\mathbf{2 4 5 . 6}$ | $\mathbf{2 9 8 . 3}$ | $\mathbf{3 6 3 . 9}$ |  |

(1) Bulk portfolio provisions of $\$ 79$ million at 31 December 2007 ( $\$ 99$ million at 30 June 2007 and $\$ 92$ million at 31 December 2006) to cover unsecured personal loans and credit card lending have been deducted from individually assessed provisions to calculate this ratio. These provisions are deducted due to the exclusion of the related assets from gross impaired assets. The related asset amounts are instead included in the 90 days or more past due disclosure

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Total Impaired Assets |  |  |  |
| Gross non-accruals | 562 | 421 | 338 |
| Less individually assessed provisions for impairment | (268) | (199) | (171) |
| Total net impaired assets | 294 | 222 | 167 |
| Net Impaired Assets by Geographical Segment |  |  |  |
| Australia | 266 | 213 | 159 |
| Overseas | 28 | 9 | 8 |
| Total net impaired assets | 294 | 222 | 167 |

## Notes to the Financial Statements continued

Note 6 Provisions for Impairment and Asset Quality (continued)

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  |  | $31 / 12 / 07$ | $30 / 06 / 07$ |


|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  |  | $31 / 12 / 07$ | $30 / 06 / 07$ |

The following amounts comprising loans less than $\$ 250,000$ are reported in accordance with regulatory returns to APRA. They are not classified as impaired assets and therefore not included within the above impaired asset summary.

|  | As at |  |  |
| :--- | ---: | ---: | ---: |
|  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| \$M |  |  |  |
| Loans Accruing but Past Due 90 Days or More (consumer portfolio) |  |  |  |
| Housing loans | $\mathbf{1 7 6}$ | 198 | 161 |
| Other loans | $\mathbf{1 3 2}$ | 144 | 133 |
| Total | $\mathbf{3 0 8}$ | $\mathbf{3 4 2}$ | $\mathbf{2 9 4}$ |

Note 7 Deposits and Other Public Borrowings

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Certificates of deposit | 37,292 | 20,165 | 20,590 |
| Term deposits | 58,023 | 50,888 | 46,004 |
| On demand and short term deposits | 98,414 | 93,994 | 85,691 |
| Deposits not bearing interest | 6,328 | 6,662 | 6,617 |
| Securities sold under agreements to repurchase | 2,433 | 3,323 | 2,478 |
| Total Australia | 202,490 | 175,032 | 161,380 |
|  |  |  |  |
| Overseas |  |  |  |
| Certificates of deposit | 3,250 | 903 | 2,414 |
| Term deposits | 16,895 | 16,416 | 14,987 |
| On demand and short term deposits | 9,235 | 9,183 | 8,351 |
| Deposits not bearing interest | 1,693 | 1,818 | 1,672 |
| Securities sold under agreements to repurchase | 913 | 30 | 15 |
| Total Overseas | 31,986 | 28,350 | 27,439 |
| Total deposits and other public borrowings | 234,476 | 203,382 | 188,819 |

## Notes to the Financial Statements continued

## Note 8 Financial Reporting by Segments

This note sets out segment reporting in accordance with statutory reporting requirements. Refer to the business analysis at the front of this report for detailed Income Statements by segment.


Note 8 Financial Reporting by Segments (continued)
Half Year Ended 31 December 2006

| Business Segment Information | Haf Year Ended 31 December 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | International |  |  |  |
|  | Banking | Business | Wealth | Financial |  |  |
|  | Services | Services | Management | Services | Other | Total |
| Income Statement | \$M | \$M | \$M | \$M | \$M | \$M |
| Interest income | 5,847 | 3,456 | - | 1,619 | 643 | 11,565 |
| Insurance premium and related revenue | - | - | 409 | 160 | 8 | 577 |
| Other income | 619 | 877 | 2,413 | 311 | (38) | 4,182 |
| Total revenue | 6,466 | 4,333 | 2,822 | 2,090 | 613 | 16,324 |
| Equity accounted earnings | - | 1 | 1 | 21 | 2 | 25 |
| Revenue from external customers | 6,463 | 4,207 | 2,817 | 2,035 | 777 | 16,299 |
| Revenue from other operating segments | 3 | 125 | 4 | 34 | (166) | - |
| Interest expense | 1,818 | 2,456 | 12 | 1,232 | 2,562 | 8,080 |
| Segment result before income tax | 1,258 | 981 | 517 | 289 | 162 | 3,207 |
| Income tax expense | (377) | (259) | (256) | (67) | (44) | $(1,003)$ |
| Segment result after income tax | 881 | 722 | 261 | 222 | 118 | 2,204 |
| Minority interests | - | - | - | - | (13) | (13) |
| Segment result after income tax and minority interests | 881 | 722 | 261 | 222 | 105 | 2,191 |
| Net profit attributable to Equity holders of the Bank | 881 | 722 | 261 | 222 | 105 | 2,191 |
| Non-Cash Expenses |  |  |  |  |  |  |
| Intangible asset amortisation | 7 | 17 | - | 4 | 6 | 34 |
| Loan impairment expense | 164 | 20 | - | 6 | 5 | 195 |
| Depreciation | 10 | 17 | 2 | 20 | 52 | 101 |
| Defined benefit superannuation plan (income)/expense | - | 3 | - | - | (8) | (5) |
| Other | 13 | 7 | 4 | 2 | 6 | 32 |
| Balance Sheet |  |  |  |  |  |  |
| Total assets | 162,521 | 136,151 | 27,433 | 47,822 | 23,334 | 397,261 |
| Acquisition of property, plant \& equipment, intangibles and other non-current assets | 9 | 57 | 6 | 45 | 75 | 192 |
| Investments in associates | - | 3 | 69 | 130 | 14 | 216 |
| Total liabilities | 98,236 | 125,944 | 23,467 | 39,403 | 87,724 | 374,774 |

## Notes to the Financial Statements continued

Note 8 Financial Reporting by Segments (continued)

| Geographical Information | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 |  | 1/12/06 |  |
| Financial Performance | \$M | \% | \$M | \% |
| Revenue |  |  |  |  |
| Australia | 13,884 | 78.6 | 13,117 | 80.3 |
| New Zealand | 2,432 | 13.8 | 2,151 | 13. 2 |
| Other locations ${ }^{(1)}$ | 1,339 | 7.6 | 1,056 | 6. 5 |
|  | 17,655 | 100.0 | 16,324 | 100.0 |
| Non-Current Assets |  |  |  |  |
| Australia | 9,865 | 88.6 | 8,931 | 88.0 |
| New Zealand | 984 | 8.8 | 949 | 9.4 |
| Other locations ${ }^{(1)}$ | 291 | 2.6 | 262 | 2. 6 |
|  | 11,140 | 100.0 | 10,142 | 100.0 |

(1) Other locations were: United Kingdom, United States of America, Japan, Singapore, Malta, Hong Kong, Grand Cayman, Fiji, Indonesia, China and Vietnam.

The geographical information represents the locations in which the transaction was booked.

Note 9 Detailed Consolidated Statement of Changes in Equity

|  |  | Half Year Ended |  |
| :--- | ---: | ---: | ---: |
|  |  | $31 / 12 / 07$ | $30 / 06 / 07$ |

(1) Relates to movements in treasury shares held within life insurance statutory funds and the employee share scheme trust.

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

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Reserves |  |  |  |
| General Reserve |  |  |  |
| Opening balance | 1,167 | 1,220 | 1,221 |
| Appropriation from/(to) retained profits | 10 | (53) | (1) |
| Closing balance | 1,177 | 1,167 | 1,220 |
| Capital Reserve |  |  |  |
| Opening balance | 287 | 286 | 285 |
| Reversal of revaluation surplus on sale of property | 5 | 1 | 1 |
| Closing balance | 292 | 287 | 286 |
| Asset Revaluation Reserve |  |  |  |
| Opening balance | 185 | 130 | 131 |
| Revaluation of properties | - | 79 | - |
| Transfers on sale of properties | (5) | (1) | (1) |
| Tax on revaluation of properties | 1 | (23) | - |
| Closing balance | 181 | 185 | 130 |
| Foreign Currency Translation Reserve |  |  |  |
| Opening balance | (200) | (154) | (241) |
| Currency translation adjustments of foreign operations | (105) | (43) | 97 |
| Tax on translation adjustments | 4 | (3) | (10) |
| Closing balance | (301) | (200) | (154) |
| Cash Flow Hedge Reserve |  |  |  |
| Opening balance | 440 | 182 | 59 |
| Gains and (losses) on cash flow hedging instruments: |  |  |  |
| Recognised in equity | 413 | 223 | 206 |
| Transferred to the Income Statement | (362) | 146 | (26) |
| Tax on cash flow hedging instruments | (14) | (111) | (57) |
| Closing balance | 477 | 440 | 182 |
| Employee Compensation Reserve |  |  |  |
| Opening balance | (51) | (73) | 34 |
| Current period movement | (30) | 22 | (107) |
| Closing balance | (81) | (51) | (73) |
| General Reserve for Credit Losses |  |  |  |
| Opening balance | 350 | 350 | 350 |
| Appropriation to retained profits | (350) | - | - |
| Closing balance | - | 350 | 350 |
| Available-for-Sale Investments Reserve |  |  |  |
| Opening balance | (35) | 38 | 65 |
| Net gains and (losses) on available-for-sale investments | (68) | 65 | (37) |
| Net gains and (losses) on available-for-sale investments transferred to the Income |  |  |  |
| Statement on disposal | - | (132) | (6) |
| Tax on available-for-sale investments | 31 | (6) | 16 |
| Closing balance | (72) | (35) | 38 |
| Total Reserves | 1,673 | 2,143 | 1,979 |
| Shareholders' equity attributable to Equity holders of the Bank | 25,127 | 23,932 | 21,979 |
| Shareholders' equity attributable to Minority Interests | 511 | 512 | 508 |
| Total Shareholders' Equity | 25,638 | 24,444 | 22,487 |

## Notes to the Financial Statements continued

## Note 10 Notes to the Statement of Cash Flows

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

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Net profit after income tax | 2,386 | 2,293 | 2,204 |
| (Increase)/decrease in interest receivable | (277) | (357) | (388) |
| Increase/(decrease) in interest payable | 649 | 72 | 290 |
| Net (increase)/decrease in assets at fair value through Income Statement (excluding life insurance) | $(2,889)$ | $(3,175)$ | $(4,097)$ |
| Net (increase)/decrease in derivative assets | $(2,841)$ | $(2,223)$ | (845) |
| Net loss/(gain) on sale of property plant and equipment | 9 | 12 | 4 |
| Loan impairment expense | 333 | 239 | 195 |
| Depreciation and amortisation | 154 | 135 | 135 |
| (Decrease)/increase in liabilities at fair value through Income Statement (excluding life insurance) | (1) | 2,492 | 4,198 |
| Increase/(decrease) in derivative liabilities | 343 | 3,442 | 2,418 |
| (Decrease)/increase in other provisions | (3) | 51 | 6 |
| (Decrease)/increase in income taxes payable | (248) | 37 | 260 |
| (Decrease)/increase in deferred income taxes payable | (211) | 127 | 48 |
| Decrease/(increase) in deferred tax assets | 186 | (283) | 11 |
| Increase/(decrease) in accrued fees/reimbursements receivable | (41) | 11 | (174) |
| Increase/(decrease) in accrued fees and other items payable | (700) | 277 | 109 |
| Net Increase/(decrease) in life insurance contract policy liabilities | 183 | $(1,134)$ | (326) |
| Increase in cash flow hedge reserve | 52 | 367 | 180 |
| Changes in operating assets and liabilities arising from cash flow movements | (770) | $(1,539)$ | 88 |
| Other | 46 | 156 | 325 |
| Net cash (used in)/ provided by operating activities | $(3,640)$ | 1,000 | 4,641 |

## (b) Reconciliation of Cash

For the purposes of the Statement of Cash Flows, cash includes cash, money at short call, at call deposits with other financial institutions and settlement account balances with other banks.

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| Notes, coins and cash at bank | $\$ M$ | $\$ \mathrm{M}$ | $\mathbf{\$ M}$ |
| Other short term liquid assets | $\mathbf{3 , 3 9 9}$ | 4,557 | 2,559 |
| Receivables due from other financial institutions - at call ${ }^{(1)}$ | $\mathbf{7 0 9}$ | 967 | 864 |
| Payables due to other financial institutions - at call $^{(1)}$ | $\mathbf{2 , 6 7 0}$ | 4,607 | 3,504 |
| Cash and cash equivalents at end of half year | $\mathbf{6 , 4 0 3 )}$ | $(6,047)$ | $(3,146)$ |

(1) At call includes receivables and payables due from and to financial institutions within three months.

## (c) Disposal of Controlled Entities

There were no disposals of controlled entities during the current period, prior half or prior comparative period.

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

| (d) Non-cash financing and investing activities | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Shares issued under the Dividend Reinvestment Plan | 709 | 518 | 300 |
| (e) Acquisition of controlled entities | Half Year Ended |  |  |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Fair value of assets acquired: |  |  |  |
| Goodwill | 299 | - | 3 |
| Other intangibles | 64 | - | - |
| Other assets | 397 | - | - |
| Bills payable and other liabilities | (354) | - | - |
| Minority interests | - | 4 | - |
| Consideration paid | 406 | 4 | 3 |
| Less: Cash and cash equivalents acquired | (24) | - | - |
| Net consideration paid | 382 | 4 | 3 |
| Less: Non-cash consideration | (141) | - | - |
| Net cash outflow on acquisition | 241 | 4 | 3 |

[^4]
## Notes to the Financial Statements continued

## Note 11 Assets Held for Sale

The Group holds an $\$ 832$ million stake in Anglian Water Group plc, held through preference shares and eurobonds that are classified as Assets Held for Sale, which are being sold into Australian and European based infrastructure funds within the next 12 months. Interest revenue on the eurobonds is accrued, while dividend revenue on the preference shares is recognised when declared.

During the half year ended 31 December 2007 the Group acquired an equity stake of $\$ 614$ million in United Utilities Electricity Limited of which \$200 million was sold prior to 31 December 2007. The Group retains a stake of \$414 million at 31 December 2007.

The remaining Assets held for sale relate to various items of property, plant and equipment.

Note 12 Events after the end of the Financial Period

## Dividends

The Directors have declared a fully franked dividend of 113 cents per share - amounting to $\$ 1,487$ million for the half year ended 31 December 2007. In respect of the current interim dividend, shares to be allocated to participants under the DRP will be provided by an on-market purchase, to a maximum value of $\$ 550$ million. Any DRP allocation in excess of this limit will be satisfied by the issuance of new shares.

The Directors are not aware of any other matter or circumstance that has occurred since the end of the half year that has significantly affected or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in subsequent financial years.

## Note 13 Contingent Liabilities

There have been no material changes in contingent liabilities since those disclosed in the Financial Statements for the year ended 30 June 2007. Refer to Note 42 in the 2007 Annual Report.

## Note 14 Acquisitions of Business Interests

On 26 July 2007 the Group completed the acquisition of Arta Niaga Kencana (ANK) Bank in Indonesia. In December 2007 the legal merger of ANK Bank with PT Commonwealth Bank was completed.

On 27 November 2007 the Group completed the acquisition of IWL Limited, an online broking business, for total consideration of $\$ 366$ million. The completion of the valuation of the acquired assets and liabilities will take place during the second half of the current financial year.

## Directors' Declaration

In accordance with a resolution of the Directors of the Commonwealth Bank of Australia we state that in the opinion of the Directors:
(a) The half year consolidated financial statements and notes as set out on pages 28 to 46 are in accordance with the Corporations Act 2001 and:
(i) give a true and fair view of the financial position of the consolidated entity as at 31 December 2007 and the performance for the half year ended on that date; and
(ii) comply with Accounting Standard AASB 134: Interim Financial Reporting; and
(b) There are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Directors.


J M Schubert
Chairman


R J Norris
Managing Director and Chief Executive Officer

Dated: 13 February 2008

## INDEPENDENT AUDITOR'S REVIEW REPORT to the members of Commonwealth Bank of Australia

## Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of the Commonwealth Bank of Australia (the company), which comprises the balance sheet as at 31 December 2007, and the income statement, statement of recognised income and expense and cash flow statement for the half-year ended on that date, other selected explanatory notes and the directors' declaration for the Commonwealth Bank of Australia Group (the consolidated entity) included on pages 28 to 47. The consolidated entity comprises both the Commonwealth Bank of Australia (the company) and the entities it controlled during that half-year.

## Directors' Responsibility for the Half-Year Financial Report

The directors of the company are responsible for the preparation and fair presentation of the half-year financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Act 2001. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the half-year financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

## Auditor's Responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of an Interim Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the consolidated entity's financial position as at 31 December 2007 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of Commonwealth Bank of Australia, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. It also includes reading the other information included with the financial report to determine whether it contains any material inconsistencies with the financial report. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

For further explanation of a review, visit our website http:/www.pwc.com/au/financialstatementaudit.
While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our review was not designed to provide assurance on internal controls.
Our review did not involve an analysis of the prudence of business decisions made by directors or management.
This review report relates to the financial report of the Commonwealth Bank of Australia (the company) for the half-year ended 31 December 2007 included on the Commonwealth Bank of Australia's web site. The company's directors are responsible for the integrity of the Commonwealth Bank of Australia's web site. We have not been engaged to report on the integrity of this web site. The review report refers only to the financial report identified above. It does not provide an opinion on any other information which may have been hyperlinked to/from the financial report. If users of this report are concerned with the inherent risks arising from electronic data communications they are advised to refer to the hard copy of the reviewed financial report to confirm the information included in the reviewed financial report presented on this web site.

## Independence

In conducting our review, we have complied with the independence requirements of the Corporations Act 2001.

## Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of the Commonwealth Bank of Australia is not in accordance with the Corporations Act 2001 including:
(a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2007 and of its performance for the half-year ended on that date; and
(b) complying with Accounting Standard AASB 134 Interim Financial Reporting and Corporations Regulations 2001.

## Pricunaterhouecoopers



Rahoul Chowdry
Sydney
Partner
13 February 2008

## Appendices

1 Net Interest Income ..... 50
2 Net Interest Margin ..... 50
3 Average Balances and Related Interest ..... 51
4 Interest Rate and Volume Analysis ..... 53
5 Other Banking Operating Income ..... 54
6 Operating Expenses ..... 54
7 Integrated Risk Management ..... 55
8 Capital Adequacy ..... 57
9 Share Capital ..... 60
10 Life Insurance Business ..... 61
11 Intangible Assets ..... 63
12 ASB Bank Group - Statutory View ..... 64
13 ASX Appendix 4D ..... 65
14 Analysis Template ..... 67
15 Summary ..... 72
16 Foreign Exchange Rates ..... 73
17 Definitions ..... 74
18 Market Share Definitions ..... 75

## Appendices

1. Net Interest Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ M \end{array}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { Dec } 06 \% \end{aligned}$ |
| Interest Income ${ }^{(1)}$ |  |  |  |  |  |
| Loans | 11,967 | 10,734 | 9,977 | 11 | 20 |
| Other financial institutions | 277 | 202 | 241 | 37 | 15 |
| Cash and liquid assets | 243 | 272 | 211 | (11) | 15 |
| Assets at fair value through Income Statement | 919 | 742 | 753 | 24 | 22 |
| Available-for-sale investments | 375 | 347 | 383 | 8 | (2) |
| Total interest income | 13,781 | 12,297 | 11,565 | 12 | 19 |
| Interest Expense ${ }^{(1)}$ |  |  |  |  |  |
| Deposits | 5,529 | 4,690 | 4,305 | 18 | 28 |
| Other financial institutions | 492 | 341 | 333 | 44 | 48 |
| Liabilities at fair value through Income Statement | 671 | 725 | 565 | (7) | 19 |
| Debt issues | 2,812 | 2,698 | 2,605 | 4 | 8 |
| Loan capital | 378 | 292 | 272 | 29 | 39 |
| Total interest expense | 9,882 | 8,746 | 8,080 | 13 | 22 |
| Net interest income | 3,899 | 3,551 | 3,485 | 10 | 12 |

(1) During the current period, certain interest amounts have been reclassified between categories. Prior periods have been restated on a consistent basis.

## 2. Net Interest Margin

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \% | \% | \% |
| Australia |  |  |  |
| Interest spread ${ }^{(1)}$ | 1. 96 | 1. 99 | 2. 08 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(2)}$ | 0.32 | 0. 28 | 0. 26 |
| Net interest margin ${ }^{(3)}$ | 2. 28 | 2. 27 | 2. 34 |
| Overseas |  |  |  |
| Interest spread ${ }^{(1)}$ | 1. 14 | 0. 94 | 0. 91 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(2)}$ | 0.49 | 0.66 | 0.69 |
| Net interest margin ${ }^{(3)}$ | 1.63 | 1. 60 | 1. 60 |
| Total Bank |  |  |  |
| Interest spread ${ }^{(1)}$ | 1. 81 | 1. 79 | 1. 86 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(2)}$ | 0.36 | 0.37 | 0. 36 |
| Net interest margin ${ }^{(3)}$ | 2. 17 | 2. 16 | 2. 22 |

(1) Difference between the average interest rate earned and the average interest rate paid on funds.
(2) A portion of the Group's interest earning assets are funded by interest free liabilities and Shareholders' Equity. The benefit to the Group of these interest free funds is the amount it would cost to replace them at the average cost of funds.
(3) Net interest income divided by average interest earning assets for the half year, annualised.

## 3. Average Balances and Related Interest

The following table lists the major categories of interest earning assets and interest bearing liabilities of the Group together with the respective interest earned or paid and the average interest rate for each of the half years ending 31 December 2007, 30 June 2007 and 31 December 2006. Averages used were predominantly daily averages. Interest is accounted for based on product yield, while all trading gains and losses are disclosed as trading income within other banking income.

Where assets or liabilities are hedged, the interest amounts are shown net of the hedge.

The overseas component comprises overseas branches of the Bank and overseas domiciled controlled entities.

The official cash rate in Australia increased by 50 basis points during the half year while rates in New Zealand increased by 25 basis points.

## Average Balances

| Interest Earning Assets | Half Year Ended 31/12/07 |  |  | Half Y ear Ended 30/06/07 |  |  | Half Year Ended 31/12/06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Avg Bal } \\ \$ M \end{array}$ | Income \$M | Yield \% | $\begin{array}{r} \text { Avg Bal } \\ \$ \mathrm{M} \end{array}$ | Income \$M | $\begin{array}{r} \text { Yield } \\ \% \end{array}$ | $\begin{array}{r} \text { Avg Bal } \\ \$ \mathrm{M} \end{array}$ | Income \$M | Yield \% |
| Home loans excluding securitisation | 179,603 | 6,787 | 7.52 | 165,434 | 5,976 | 7. 28 | 160,395 | 5,695 | 7.04 |
| Personal ${ }^{(1)(2)}$ | 20,130 | 1,115 | 11. 02 | 18,862 | 1,022 | 10. 93 | 17,574 | 972 | 10. 97 |
| Business and corporate ${ }^{(2)(3)}$ | 96,254 | 3,508 | 7.25 | 89,228 | 3,166 | 7. 16 | 81,675 | 2,871 | 6. 97 |
| Loans, advances and other receivables | 295,987 | 11,410 | 7.67 | 273,524 | 10,164 | 7. 49 | 259,644 | 9,538 | 7. 29 |
| Cash and other liquid assets ${ }^{(2)}$ | 16,821 | 520 | 6. 15 | 16,679 | 474 | 5. 73 | 15,186 | 452 | 5. 90 |
| Assets at fair value through Income Statement (ex life insurance) ${ }^{(2)}$ | 27,061 | 919 | 6. 76 | 23,003 | 742 | 6. 50 | 20,455 | 753 | 7. 30 |
| Available-for-sale investments ${ }^{(2)}$ | 12,238 | 375 | 6. 10 | 12,174 | 347 | 5. 75 | 11,583 | 383 | 6. 56 |
| Non-lending interest earning assets | 56,120 | 1,814 | 6. 43 | 51,856 | 1,563 | 6. 08 | 47,224 | 1,588 | 6. 67 |
| Total interest earning assets (excluding securitisation) ${ }^{(4)}$ | 352,107 | 13,224 | 7. 47 | 325,380 | 11,727 | 7. 27 | 306,868 | 11,126 | 7. 19 |
| Securitisation home loan assets | 14,405 | 557 | 7. 69 | 15,069 | 570 | 7. 63 | 11,647 | 439 | 7. 48 |
| Non-interest earning assets | 75,805 |  |  | 66,672 |  |  | 67,555 |  |  |
| Total average assets | 442,317 |  |  | 407,121 |  |  | 386,070 |  |  |


| Interest Bearing Liabilities |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal \$M | Expense $\$ M$ | Yield | Avg Bal \$M | Expense <br> \$M | Yield \% | $\begin{array}{r} \text { Avg Bal } \\ \$ M \end{array}$ | Expense $\$ M$ | Yield |
| Transaction deposits | 41,421 | 734 | 3. 52 | 37,204 | 593 | 3. 21 | 34,798 | 456 | 2. 60 |
| Savings deposits | 51,635 | 1,271 | 4. 90 | 48,551 | 1,107 | 4. 60 | 45,454 | 982 | 4. 29 |
| Investment deposits ${ }^{(2)}$ | 81,140 | 2,664 | 6.53 | 75,513 | 2,308 | 6. 16 | 71,155 | 2,161 | 6. 02 |
| Certificates of deposits and other ${ }^{(2)}$ (3) | 36,226 | 860 | 4. 72 | 26,098 | 682 | 5. 27 | 22,825 | 706 | 6. 14 |
| Total interest bearing deposits | 210,422 | 5,529 | 5. 23 | 187,366 | 4,690 | 5. 05 | 174,232 | 4,305 | 4.90 |
| Payables due to other financial <br>  |  |  |  |  |  |  |  |  |  |
| Liabilities at fair value through Income |  |  |  |  |  |  |  |  |  |
| Debt issues ${ }^{(2)(3)}$ | 70,342 | 2,316 | 6. 55 | 72,361 | 2,190 | 6. 10 | 74,382 | 2,219 | 5. 92 |
| Loan capital ${ }^{(2)(3)}$ | 12,874 | 378 | 5. 84 | 10,499 | 292 | 5. 61 | 10,033 | 272 | 5. 38 |
| Total interest bearing liabilities | 330,004 | 9,386 | 5. 66 | 303,171 | 8,238 | 5. 48 | 286,548 | 7,694 | 5. 33 |
| Securitisation debt issues | 15,083 | 496 | 6. 54 | 15,954 | 508 | 6. 42 | 11,802 | 386 | 6. 49 |
| Non-interest bearing liabilities | 72,189 |  |  | 64,596 |  |  | 65,594 |  |  |
| Total average liabilities | 417,276 |  |  | 383,721 |  |  | 363,944 |  |  |

(1) Personal includes personal loans, credit cards, and margin loans.
(2) During the current period, certain balances and associated interest amounts were re-classified to ensure consistent classification of amounts across all of the Group's businesses. Prior periods have been restated on a consistent basis.
(3) Comparisons between reporting periods are impacted by the re-classification of net swap interest from Net Interest income to Other banking income related to certain economic hedges which do not qualify for AIFRS hedge accounting.
(4) Used for calculating net interest margin.

## Appendices

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

|  | Half Y ear Ended 31/12/07 |  |  | Half Y ear Ended 30/06/07 |  |  | Half Y ear Ended 31/12/06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Margin | Avg Bal <br> \$M | Income \$M | Yield <br> \% | $\begin{array}{r} \text { Avg Bal } \\ \$ M \end{array}$ | Income \$M | Yield \% | $\begin{array}{r} \text { Avg Bal } \\ \$ M \end{array}$ | Income \$M | Yield \% |
| Total interest earning assets excluding securitisation | 352,107 | 13,224 | 7. 47 | 325,380 | 11,727 | 7. 27 | 306,868 | 11,126 | 7. 19 |
| Total interest bearing liabilities excluding securitisation | 330,004 | 9,386 | 5. 66 | 303,171 | 8,238 | 5. 48 | 286,548 | 7,694 | 5. 33 |
| Net interest income \& interest spread (excluding securitisation) |  | 3,838 | 1. 81 |  | 3,489 | 1. 79 |  | 3,432 | 1. 86 |
| Benefit of free funds |  |  | 0.36 |  |  | 0.37 |  |  | 0.36 |
| Net interest margin |  |  | 2. 17 |  |  | 2. 16 |  |  | 2. 22 |

## Geographical Analysis of Key Categories


(1) During the current period, certain balances and associated interest amounts were re-classified to ensure consistent classification of amounts across all of the Group's businesses. Prior periods have been restated on a consistent basis.

The overseas component comprises overseas branches of the Bank and overseas domiciled controlled entities. Overseas intragroup borrowings have been adjusted into the interest spread and margin calculations to more appropriately reflect the overseas cost of funds. Non-accrual loans were included in interest earning assets under Loans, advances and other receivables.
In calculating net interest margin, assets, liabilities, interest income and interest expense related to securitisation has been excluded, to more accurately reflect the Bank's underlying net margin.

## Appendices

## 4. Interest Rate and Volume Analysis

| Interest Earning Assets | Half Year Ended Dec 07 vs J un 07 |  |  | Half Year Ended Dec 07 vs Dec 06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Home loans | 524 | 287 | 811 | 704 | 388 | 1,092 |
| Personal | 69 | 24 | 93 | 141 | 2 | 143 |
| Business and corporate | 253 | 89 | 342 | 522 | 115 | 637 |
| Loans, advances and other receivables | 850 | 396 | 1,246 | 1,368 | 504 | 1,872 |
| Cash and other liquid assets | 4 | 42 | 46 | 50 | 18 | 68 |
| Assets at fair value through Income Statement (excluding life insurance) | 134 | 43 | 177 | 234 | (68) | 166 |
| Available-for-sale investments | 2 | 26 | 28 | 21 | (29) | (8) |
| Non-lending interest earning assets | 133 | 118 | 251 | 293 | (67) | 226 |
| Total interest earning assets | 984 | 513 | 1,497 | 1,670 | 428 | 2,098 |
| Securitisation home loan assets | (25) | 12 | (13) | 105 | 13 | 118 |


|  | Half Year Ended Dec 07 vs J un 07 |  |  | Half Year Ended Dec 07 vs Dec 06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Bearing Liabilities | Volume \$ $M$ | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Transaction deposits | 71 | 70 | 141 | 102 | 176 | 278 |
| Savings deposits | 73 | 91 | 164 | 143 | 146 | 289 |
| Investment deposits | 178 | 178 | 356 | 316 | 187 | 503 |
| Certificates of deposits and other | 253 | (75) | 178 | 366 | (212) | 154 |
| Total interest bearing deposits | 591 | 248 | 839 | 923 | 301 | 1,224 |
| Payable due to other financial institutions | 146 | 5 | 151 | 167 | (8) | 159 |
| Liabilities at fair value through Income Statement | (72) | 18 | (54) | 86 | 20 | 106 |
| Debt issues | (64) | 190 | 126 | (127) | 224 | 97 |
| Loan capital | 68 | 18 | 86 | 80 | 26 | 106 |
| Total interest bearing liabilities | 746 | 402 | 1,148 | 1,201 | 491 | 1,692 |
| Securitised debt issues | (28) | 16 | (12) | 108 | 2 | 110 |


| Change in Net Interest Income (excluding securitisation) | Half Year Ended |  |
| :---: | :---: | :---: |
|  | Dec 07 vs J un 07 Increase/(Decrease) | Dec 07 vs Dec 06 Increase/(Decrease) |
|  | \$M | \$M |
| Due to changes in average volume of interest earning assets | 291 | 500 |
| Due to changes in interest margin | - | (94) |
| Due to variation in time period | 58 | - |
| Change in net interest income | 349 | 406 |


|  | Half Year Ended Dec 07 vs J un 07 |  |  | Half Year Ended Dec 07 vs Dec 06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Geographical analysis of key categories | Volume \$M | Rate \$M | Total \$M | Volume SM | Rate \$M | Total \$M |
| Loans, Advances and Other Receivables |  |  |  |  |  |  |
| Australia | 761 | 303 | 1,064 | 1,101 | 381 | 1,482 |
| Overseas | 87 | 95 | 182 | 268 | 122 | 390 |
| Total | 850 | 396 | 1,246 | 1,368 | 504 | 1,872 |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |
| Australia | 105 | 37 | 142 | 235 | (135) | 100 |
| Overseas | 26 | 83 | 109 | 59 | 67 | 126 |
| Total | 133 | 118 | 251 | 293 | (67) | 226 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |
| Australia | 540 | 153 | 693 | 813 | 245 | 1,058 |
| Overseas | 41 | 105 | 146 | 96 | 70 | 166 |
| Total | 591 | 248 | 839 | 923 | 301 | 1,224 |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |
| Australia | 48 | 188 | 236 | 26 | 229 | 255 |
| Overseas | 70 | 3 | 73 | 196 | 17 | 213 |
| Total | 119 | 190 | 309 | 227 | 241 | 468 |

These volume and rate analyses are for half year periods. The calculations are based on balances over the half year. The volume and rate variances for total interest earning assets and liabilities have been calculated separately (rather than being the sum of the individual categories).

## Appendices

## 5. Other Banking Operating Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ M \end{array}$ | Dec 07 vs $\text { J un } 07 \%$ | Dec 07 vs <br> Dec 06 \% |
| Loan service fees: |  |  |  |  |  |
| From financial assets | 439 | 471 | 402 | (7) | 9 |
| Other | 30 | 8 | 15 | large | large |
| Commissions and other fees: |  |  |  |  |  |
| From financial liabilities | 320 | 316 | 343 | 1 | (7) |
| Other | 588 | 554 | 516 | 6 | 14 |
| Trading income | 200 | 249 | 306 | (20) | (35) |
| Net (losses) and gains on disposal of available-for-sale investments | (1) | 58 | 82 | large | large |
| Net gains on other non-trading instruments | - | 7 | - | large | - |
| Dividends | 1 | 2 | 1 | (50) | - |
| Net (losses) on sale of property, plant and equipment | (7) | (11) | (4) | 36 | (75) |
| Other income | 123 | 56 | 80 | large | 45 |
|  | 1,693 | 1,710 | 1,741 | (1) | (3) |
| Net hedging ineffectiveness | (14) | 44 | (14) | large | - |
| Net (losses) and gains on other financial instruments: |  |  |  |  |  |
| Fair value through Income Statement | 12 | 36 | 1 | (67) | large |
| Non-trading derivatives | (146) | (61) | (116) | large | (26) |
| Total other banking operating income | 1,545 | 1,729 | 1,612 | (11) | (4) |

## Loss on other financial instruments - Hedging and AIFRS volatility

The table below sets out various accounting impacts arising from the application of "AASB 139 Financial Instruments: Recognition and Measurement" to the Group's derivative hedging activities.

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Reclassification of swap interest to Other banking income ${ }^{(1)}$ | 164 | 78 | 29 |
| Net Interest income | 164 | 78 | 29 |
| Reclassification of swap interest from Net interest income ${ }^{(1)}$ | (164) | (78) | (29) |
| Other banking income ("cash basis") | (164) | (78) | (29) |
| Revenue hedge of New Zealand operations - unrealised | 11 | 26 | (35) |
| Hedging and AIFRS volatility | (7) | 119 | 1 |
| One off AIFRS hedging mismatches | - | (25) | (66) |
| Other banking income ("statutory basis") | (160) | 42 | (129) |

(1) Relates to the impact of the reclassification of net swap costs from Net interest income to Other banking income related to certain economic hedges which do not qualify for AIFRS hedge accounting.
6. Operating Expenses

|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Expenses by Segment | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ | Dec 07 vs | Dec 07 vs |
| Operating expenses | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | J un $07 \%$ | Dec $06 \%$ |
| Retail Banking Services |  |  |  |  |  |
| Premium Business Services | $\mathbf{1 , 2 6 3}$ | 1,262 | 1,239 | - |  |
| Wealth Management | $\mathbf{8 8 3}$ | 863 | 806 | 2 | 10 |
| International Financial Services | $\mathbf{8 7 7}$ | 829 | 782 | 6 | 12 |
| Other | $\mathbf{4 1 1}$ | 376 | 364 | 9 | 13 |
| Total | $\mathbf{( 5 6 )}$ | $(47)$ | $(47)$ | $(19)$ | $(19)$ |


|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Expenses by Category | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ | Dec 07 vs | Dec 07 vs |
| Staff | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | $\$ \mathrm{M}$ | J un $07 \%$ | Dec $06 \%$ |
| Occupancy and equipment | $\mathbf{1 , 7 8 0}$ | 1,642 | 1,587 | 8 | 12 |
| Information technology services | $\mathbf{3 7 3}$ | 353 | 335 | 6 | 11 |
| Other | $\mathbf{4 1 6}$ | 456 | 427 | $(9)$ | $(3)$ |
| Total | $\mathbf{8 0 9}$ | 832 | 795 | $(3)$ | 2 |

## Capitalisation of Computer Software Costs

Capitalised computer software costs (net of amortisation) totalled \$316 million as at 31 December 2007 (June 2007: \$297 million and December 2006: $\$ 267$ million). Expenditure in the half year principally comprised development of customer focussed systems.

## Appendices

## 7. Integrated Risk Management (Excludes Insurance and Funds Management)

The major categories of risk actively managed by the Group include credit risk, liquidity and funding risk, market risk and other operational and compliance risks. The 2007 Annual Report "Integrated Risk Management" section on pages 29 to 32, details the major risks managed by a diversified financial institution.

## Credit Risk

The Group uses a portfolio approach for the management of its credit risk. A key element is a well diversified portfolio. The Group uses various portfolio management tools to assist in diversifying the credit portfolio.

Below is a breakdown of the Group's committed exposure across industry, region and commercial credit quality.

| By Industry | 31/12/07 | 30/06/07 | 31/12/06 |
| :---: | :---: | :---: | :---: |
|  | \% | \% | \% |
| Agriculture, forestry and fishing | 2. 2 | 2. 3 | 2. 4 |
| Business services | 0.8 | 0.8 | 0.9 |
| Construction | 0.9 | 1.0 | 1. 0 |
| Culture and recreational services | 1. 0 | 1. 1 | 1. 0 |
| Energy | 1.8 | 1. 4 | 1. 6 |
| Finance - Banks | 11.5 | 13.8 | 12. 5 |
| Finance - Other | 9. 5 | 10.6 | 9. 5 |
| Government administration and defence | 3.3 | 1.5 | 1. 9 |
| Health and community service | 1. 0 | 1. 1 | 0. 8 |
| Manufacturing | 2.9 | 3.1 | 3.1 |
| Mining | 1. 4 | 1. 2 | 1. 4 |
| Property | 6.9 | 6. 0 | 6. 2 |
| Retail trade and wholesale trade | 2. 8 | 2. 6 | 2.5 |
| Transport and storage | 1. 7 | 1. 7 | 1. 6 |
| Other | 5.4 | 5. 9 | 6. 2 |
| Consumer | 46.9 | 45.9 | 47.4 |
|  | 100.0 | 100. 0 | 100.0 |

The bulk of the Group's committed exposures are concentrated in Australia and New Zealand.


As a measure of individually risk rated commercial portfolio exposure (including finance and insurance), the Group has $67 \%$ of commercial exposures at investment grade quality.

## Appendices

## 7. Integrated Risk Management (continued)

## Interest Rate Risk

Interest rate risk in the balance sheet is discussed within Note 43 of the 2007 Annual Report.

## Next 12 months' Earnings

The potential impact on net interest earnings of a 1\% parallel rate shock and the expected change in price of assets and liabilities held for purposes other than trading is as follows:

| Interest Rate Risk | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| :--- | ---: | ---: | ---: |
| (expressed as a \% of expected next 12 months' earnings) | $\%$ | $\%$ |  |
| Average monthly exposure |  |  |  |
| High month exposure | $\mathbf{0 . 9}$ | 1.3 | 1.2 |
| Low month exposure | $\mathbf{1 . 8}$ | 2.2 | 2.2 |

## Value at Risk (VaR)

VaR within Financial Markets Trading is discussed in the 2007 Annual Report "Integrated Risk Management" section on page 30. The following table provides a summary of VaR by type.
In the June 2007 half year, the Group implemented a new methodology for the measurement of credit spread VaR. The new methodology now captures the diversification benefit between credit spread risk and other risk types. Credit spread risk prior to 30 June 2007 is reported within undiversified risk.

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  | December |  | $\begin{array}{r} \text { December } \\ 2006 \end{array}$ |
|  | 2007 | J une 2007 |  |
|  | Half Year | Half Year | Half Y ear |
| Average VaR expressed based on 97.5\% confidence | \$M | \$M | \$M |
| Group |  |  |  |
| Interest rate risk | 3.92 | 3. 61 | 3. 08 |
| Exchange rate risk | 0.99 | 0.78 | 0.54 |
| Implied volatility risk | 0.86 | 0.69 | 0.57 |
| Equities risk | 0.35 | 0. 15 | 0. 14 |
| Commodities risk | 0.74 | 0. 65 | 0. 71 |
| Credit spread risk | 4.00 | 4. 22 | - |
| Diversification benefit | (4.80) | (4.17) | (1. 73) |
| Total general market risk | 6.06 | 5.93 | 3. 31 |
| Undiversified risk | 2. 33 | 1. 60 | 6. 75 |
| ASB Bank | 0.73 | 0.45 | 0. 27 |
| Total | 9.12 | 7.98 | 10.33 |

The $97.5 \%$ confidence interval is used internally by management for operational monitoring of traded market risk. The $99.0 \%$ confidence interval is shown to enable external comparison.

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  | December |  | $\begin{array}{r} \text { December } \\ 2006 \end{array}$ |
|  | 2007 | J une 2007 |  |
|  | Half Year | Half Year | Half Year |
| Average VaR expressed based on 99.0\% confidence | \$M | \$M | \$M |
| Group |  |  |  |
| Interest rate risk | 4.94 | 4. 60 | 4. 07 |
| Exchange rate risk | 1. 27 | 0.95 | 0. 72 |
| Implied volatility risk | 1. 11 | 0.88 | 0.74 |
| Equities risk | 0.45 | 0. 19 | 0. 18 |
| Commodities risk | 0.91 | 0. 81 | 0. 93 |
| Credit spread risk | 5. 63 | 6. 19 | - |
| Diversification benefit | (6. 46) | (6.24) | (2.38) |
| Total general market risk | 7.85 | 7.38 | 4. 26 |
| Undiversified risk | 2. 68 | 1. 72 | 7.93 |
| ASB Bank | 0.93 | 0.55 | 0.34 |
| Total | 11.46 | 9. 65 | 12. 53 |

Appendices

| 8. Capital Adequacy | 31/12/07 | 30/06/07 | 31/12/06 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| Risk Weighted Capital Ratios | \% | \% | \% |
| Tier One | 7.27 | 7. 14 | 7. 06 |
| Tier Two | 3. 19 | 3. 41 | 3. 49 |
| Less deductions | (0.79) | (0.79) | (0.77) |
| Capital Base | 9.67 | 9. 76 | 9.78 |
| Adjusted Common Equity ${ }^{(1)}$ | 4. 62 | 4. 79 | 4. 70 |
|  |  |  |  |
| Regulatory Capital | 31/12/07 | 30/06/07 | 31/12/06 |
| Tier One Capital |  |  |  |
| Fundamental Tier One Capital |  |  |  |
| Total Shareholders' Equity ${ }^{(2)}$ | 25,638 | 24,444 | 22,487 |
| Adjustments to Total Shareholders' Equity: |  |  |  |
| Expected dividend ${ }^{(3)}$ | $(1,487)$ | $(1,939)$ | $(1,380)$ |
| Estimated reinvestment under Dividend Reinvestment Plan ${ }^{(4)}$ | (1, | 485 | 248 |
| Treasury shares | 235 | 255 | 294 |
| Cash flow hedge reserve | (477) | (440) | (182) |
| General reserve for credit losses (after tax) ${ }^{(5)}$ | - | (350) | (350) |
| Employee compensation reserve | 81 | 51 | 73 |
| Asset revaluation reserve | (181) | (185) | (130) |
| Available-for-sale investments reserve | 72 | 35 | (38) |
| Foreign currency translation reserve related to non-consolidated subsidiaries | (13) | (8) | (25) |
| Deferred fees | 54 | 97 | 123 |
| Retained earnings ${ }^{(6)}$ | 752 | 752 | 752 |
| Trust Preferred Securities $2006{ }^{(7)}$ | (939) | (939) | (939) |
| Other | (39) | (34) | 17 |
| Total Fundamental Tier One Capital | 23,696 | 22,224 | 20,950 |
|  |  |  |  |
| Residual Tier One Capital |  |  |  |
| Innovative Tier One Capital |  |  |  |
| Irredeemable non-cumulative preference shares ${ }^{(8)}$ | 3,451 | 3,474 | 3,522 |
| Eligible loan capital | 236 | 245 | 263 |
| Total Innovative Capital | 3,687 | 3,719 | 3,785 |
| Non-Innovative Residual Tier One Capital ${ }^{(9)}$ | 1,443 | - | - |
| Total Residual Tier One Capital | 5,130 | 3,719 | 3,785 |
| Tier One Capital Deductions |  |  |  |
| Goodwill ${ }^{(10)}$ | $(8,030)$ | $(7,632)$ | $(7,579)$ |
| Capitalised expenses | (100) | (136) | (100) |
| Capitalised computer software costs | (316) | (297) | (267) |
| Equity investments in other companies ${ }^{(11)}$ | (870) | (700) | (820) |
| Defined benefit superannuation plan surplus ${ }^{(12)}$ | $(1,314)$ | $(1,270)$ | $(1,018)$ |
| Deferred tax | (27) | (37) | (39) |
| Transitional Tier One capital relief on adoption of AIFRS ${ }^{(13)}$ | 1,641 | 1,641 | 1,641 |
| Total Tier One Deductions | $(9,016)$ | $(8,431)$ | $(8,182)$ |
| Total Tier One Capital | 19,810 | 17,512 | 16,553 |

(1) Adjusted Common Equity ("ACE") is one measure considered by Standard \& Poor's in evaluating the Group's credit rating. The ACE ratio has been calculated on a consistent basis with Standard \& Poor's methodology at 31 December 2007.
(2) Represents Total Shareholders' Equity as disclosed in the Group's Consolidated Balance Sheet.
(3) Represents expected dividends required to be deducted from current period earnings.
(4) Based on reinvestment experience related to the Bank's Dividend Reinvestment Plan and approved by APRA. In respect of the current interim dividend shares to be allocated to participants under the DRP will be provided by on-market purchase, up to a maximum value of $\$ 550$ million. Any DRP allocation in access of this limit will be satisfied by the issuance of new shares.
(5) General reserve for credit losses of \$350m (after tax) was transferred to retained earnings during the half year to 31 December 2007.
(6) Represents the write-down in retained earnings upon adoption of AIFRS within the non-consolidated subsidiaries.
(7) Trust Preferred Securities 2006 issued March 2006 USD\$700 million. These instruments qualify as Tier One Innovative Capital of the Bank.
(8) APRA approved Innovative Tier One capital instruments (Perls II and III and Trust Preferred Securities 2003 and 2006).
(9) Perpetual Exchangeable Resaleable Listed Securities (Perls IV) of $\$ 1,465$ million (less costs) issued by the Group in July 2007 and approved by APRA as Tier One Non-Innovative Capital instruments.
(10) Represents total Goodwill and other intangibles (excluding capitalised computer software costs) which is required to be deducted from Tier One Capital.
(11) Represents the Group's non-controlling interest in major infrastructure assets.
(12) In accordance with APRA regulations, the surplus (net of tax) in the Bank's defined benefit superannuation fund which is included in shareholders' equity, must be deducted from Tier One capital.
(13) APRA has granted transitional relief for Tier One and Two capital on adoption of AIFRS, which expires 1 January 2008.

## Appendices

## 8. Capital Adequacy (continued)

| Regulatory | 31/12/07 | 30/06/07 | 31/12/06 |
| :---: | :---: | :---: | :---: |
|  | Tier Two Capital |  |  |  |
|  |  |  |  |  |
| Upper Tier Two Capital |  |  |  |
| Collective provision for impairment losses | 1,084 | 1,034 | 1,040 |
| Other credit provisions ${ }^{(1)}$ | 28 | 23 | 19 |
| Fair value credit adjustments ${ }^{(1)}$ | 22 | 24 | 31 |
| General reserve for credit losses (pre-tax equivalent) ${ }^{(1)}$ | - | 500 | 500 |
| Prudential general reserve for credit losses ${ }^{(1)}$ | 1,134 | 1,581 | 1,590 |
| Future income tax benefit related to prudential general reserve for credit losses | (340) | (474) | (477) |
| Asset revaluation reserve ${ }^{(2)}$ | 81 | 83 | 59 |
| Upper Tier Two note and bond issues | 203 | 191 | 212 |
| Other | 45 | 34 | 22 |
| Total Upper Tier Two Capital | 1,123 | 1,415 | 1,406 |
| Lower Tier Two Capital |  |  |  |
| Lower Tier Two note and bond issues ${ }^{(3)(4)}$ | 7,532 | 6,922 | 6,780 |
| Holding of Own Lower Tier Two Capital | (45) | (46) | (84) |
| Transitional Tier Two capital relief on adoption of AIFRS ${ }^{(5)}$ | 74 | 74 | 74 |
| Total Lower Tier Two capital | 7,561 | 6,950 | 6,770 |
| Total Tier Two Capital | 8,684 | 8,365 | 8,176 |
| Total Capital before deductions | 28,494 | 25,877 | 24,729 |
| Total Capital before deductions |  |  |  |
| Investment in non-consolidated subsidiaries (net of intangible component deducted from Tier |  |  |  |
|  |  |  |  |  |  |  |  |
| Shareholders' net tangible assets in life and funds management businesses | $(1,839)$ | $(1,946)$ | $(2,068)$ |
| Reverse effect of transition to AIFRS | (592) | (592) | (592) |
| Capital in other non-consolidated subsidiaries | (562) | (836) | (456) |
| Less: non-recourse debt | 1,701 | 2,265 | 2,133 |
| Funds Management Securities ${ }^{(6)}$ | 700 | 700 | 700 |
|  |  | (409) | (283) |
| Value of acquired inforce business ${ }^{(7)}$ | $(1,339)$ | $(1,339)$ | $(1,339)$ |
|  | $(1,931)$ | $(1,748)$ | $(1,622)$ |
| Other deductions | (189) | (178) | (166) |
| Total Capital | 26,374 | 23,951 | 22,941 |

(1) Prior to 1 July 2006 APRA required a minimum ratio of $0.5 \%$ (after tax) of risk weighted assets which comprised the collective provision for impairment losses and the General Reserve for Credit Losses. From 1 July 2006 there is no longer a minimum regulatory requirement. The Prudential General Reserve for Credit Losses is comprised of the collective provision for loan impairment, other credit provisions and fair value credit adjustments. The general reserve for credit losses within shareholders' equity has been transferred back to Retained Earnings during the December 2007 half year period.
(2) From 1 July 2006 APRA allows only $45 \%$ of the asset revaluation reserve to be included in Tier Two capital.
(3) APRA requires these Lower Tier Two note and bond issues to be included as if they were unhedged.
(4) For regulatory capital purposes, Lower Tier Two note and bond issues are amortised by $20 \%$ of the original amount during each of the last five years to maturity.
(5) APRA has granted transitional relief for Tier One and Two capital on adoption of AIFRS, which expires 1 January 2008.
(6) Funds Management Securities issued September 2006.
(7) Value of acquired inforce business (excess of market value over net assets), which was transferred to Goodwill upon adoption of AIFRS.

|  | 31/12/07 | 30/06/07 | 31/12/06 |
| :---: | :---: | :---: | :---: |
| Adjusted Common Equity ${ }^{(1)}$ | \$M | \$M | \$M |
| Tier One capital | 19,810 | 17,512 | 16,553 |
| Add: |  |  |  |
| Deferred Income Tax | 27 | 37 | 39 |
| Equity investments in other companies ${ }^{(2)}$ | 870 | 700 | 820 |
| Deduct: |  |  |  |
| Innovative Tier One Capital | $(3,687)$ | $(3,719)$ | $(3,785)$ |
| Non-Innovative Tier One Capital | $(1,443)$ | - | - |
| Minority interest (net of minority interest component deducted from Tier One capital) | (511) | (512) | (508) |
| Investment in non-consolidated subsidiaries (net of intangible component deducted from Tier One capital) | (592) | (409) | (283) |
| Other deductions | (189) | (178) | (166) |
| Impact upon adoption of AIFRS ${ }^{(3)}$ | $(1,641)$ | $(1,641)$ | $(1,641)$ |
| Total Adjusted Common Equity | 12,644 | 11,790 | 11,029 |

(1) Adjusted Common Equity ("ACE") is one measure considered by Standard \& Poor's in evaluating the Bank's credit rating. The ACE ratio has been calculated on a consistent basis with Standard \& Poor's methodology at 31 December 2007.
(2) Represents the Bank's non-controlling interest in major infrastructure assets.
(3) Standards and Poor's calculation of ACE Capital did not allow for any relief upon adoption of AIFRS.

## 8. Capital Adequacy (continued)

|  | Face Value |  |  | Risk Weights | Risk Weighted Balance |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M | \% | \$M | \$M | \$M |
| Risk Weighted Assets |  |  |  |  |  |  |  |
| On balance sheet assets |  |  |  |  |  |  |  |
| Cash, claims on Reserve Bank of Australia, short term claims on Australian Commonwealth and State |  |  |  |  |  |  |  |
| Government and Territories, and other zero-weighted assets | 30,277 | 27,844 | 29,442 | - | - | - | - |
| Claims on OECD banks and local governments | 18,607 | 15,903 | 14,227 | 20 | 3,721 | 3,181 | 2,845 |
| Advances secured by residential property | 194,850 | 174,435 | 170,377 | 50 | 97,425 | 87,217 | 85,189 |
| All other assets | 142,206 | 129,247 | 122,858 | 100 | 142,206 | 129,247 | 122,858 |
| Total on balance sheet assets - credit risk | 385,940 | 347,429 | 336,904 |  | 243,352 | 219,645 | 210,892 |
| Total off balance sheet exposures - credit risk |  |  |  |  | 24,883 | 21,579 | 20,032 |
| Risk weighted assets - market risk |  |  |  |  | 4,374 | 4,123 | 3,645 |
| Total risk weighted assets ${ }^{(1)}$ |  |  |  |  | 272,609 | 245,347 | 234,569 |

(1) In calculating risk weighted assets in accordance with Standard and Poor's agreed methodology, the equity investment in other companies (December 2007: \$0.9 billion, June 2007: $\$ 0.7$ billion, December 2006: $\$ 0.8$ billion) is required to be added to regulatory risk weighted assets as this amount is not deducted from ACE Capital. On an unrelated transaction, in December 2006 an amount of $\$ 0.8$ billion was required to be deducted from risk weighted assets in calculation of the ACE Capital ratio due to a difference in treatment between Standard and Poor's and APRA on the treatment of set-off arrangements where they are recognised from a legal and accounting perspective. The risk weighted asset balance as used for the purposes of the ACE Capital ratio for December 2007 is $\$ 273,478$ million (June 2007: $\$ 246,047$ million, December 2006: $\$ 234,569$ million).

## Active Capital Management

The Group maintains a strong capital position and actively manages its capital to balance the requirements of various stakeholders (regulators, rating agencies and Shareholders). This is achieved by optimising the mix of capital while maintaining adequate capital ratios.
The Tier One Capital ratio increased from $7.14 \%$ to $7.27 \%$ during the half year to 31 December 2007 reflecting the issue of non-innovative Tier One Capital instruments and continued profit growth (net of dividend) partially offset by the strong growth in Risk Weighted Assets. Total Capital Ratio decreased from $9.76 \%$ at 30 June 2007 to $9.67 \%$ at 31 December 2007.
Risk Weighted Assets increased to $\$ 273$ billion at 31 December 2007 due to strong growth in lending assets particularly in the business/corporate sector. The Group's credit rating remained unchanged during the half year.

## Adjusted Common Equity

The Adjusted Common Equity ("ACE") ratio at 31 December 2007 is $4.62 \%$, within the approved target range of $4 \%$ to $4.75 \%$.

## Significant Capital Transactions

The following significant initiatives were undertaken to actively manage the Group's capital:

## Tier One Capital

- Issue of $\$ 1,465$ million ( $\$ 1,443$ million net of issue costs) Perpetual Exchangeable Resaleable Listed Securities (PERLS IV) in July 2007 which qualify as Non-Innovative Residual Tier One Capital;
- Issue of $\$ 709$ million shares in October 2007 to satisfy the Dividend Reinvestment Plan ("DRP") in respect of the final dividend for 2006/07; and
- In respect of the current interim dividend, shares to be allocated to participants under the DRP will be provided by an on-market purchase, to a maximum value of $\$ 550$ million. Any DRP allocation in excess of this limit will be satisfied by the issuance of new shares.


## Tier Two Capital

- Issue of the equivalent of $\$ 664$ million of Lower Tier Two Capital.


## Deductions from Total Capital

During the half year an increase in deductions for investment in non-consolidated subsidiaries primarily reflects the higher level of net tangible assets within the Colonial Group of companies, which incorporates the life insurance and funds management businesses.

## Life \& Funds Management Activities

The Group's insurance and funds management companies held an aggregate estimated $\$ 625$ million excess over regulatory capital requirements at 31 December 2007 (30 June 2007: $\$ 738$ million, 31 December 2006: \$911 million).

## Regulatory Changes

## Basel II

In December 2007 APRA granted advanced Basel II accreditation to the Group. The accreditation also included the fully owned New Zealand subsidiary, ASB Bank Limited which was separately accredited by the Reserve Bank of New Zealand.

The work undertaken to achieve the advanced accreditation provides the Group with increased sophistication in risk measurement and management thereby significantly increasing flexibility in decision making and capital management. The Group is continuing to work with APRA to finalise this approach.

From a capital management perspective, advanced accreditation resulted in an increase in the Group's Tier One and Total Capital ratios on 1 January 2008. Tier One increased to $7.35 \%$ and Total Capital to $11.06 \%$, primarily driven by the reduction in risk weighted assets.

The Group does not anticipate any material change in its capital management approach until such time as the full implications of the new arrangements are finalised with APRA and other regulatory authorities.

## Appendices

## 9. Share Capital

| Ordinary Share Capital | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Opening balance (excluding Treasury Shares deduction) | 14,738 | 14,214 | 13,901 |
| Dividend reinvestment plan: Final Dividend prior year | 709 | - | 300 |
| Dividend reinvestment plan: Interim Dividend | - | 518 | - |
| Share issue - IWL acquisition | 141 | - | - |
| Exercise of executive options | 3 | 6 | 13 |
| Closing balance (excluding Treasury Shares deduction) | 15,591 | 14,738 | 14,214 |
| Less Treasury Shares | (235) | (255) | (294) |
| Closing balance | 15,356 | 14,483 | 13,920 |



## Terms and Conditions of Ordinary Share Capital

Ordinary shares have the right to receive dividends as declared and in the event of winding up the Bank, to participating in the proceeds from sale of surplus assets in proportion to the number of and amounts paid up on shares held.

A shareholder has one vote on a show of hands and one vote for each fully paid share on a poll. A shareholder may be present at a general meeting in person or by proxy or attorney, and if a body corporate, it may also authorise a representative.

## Dividend Franking Account

After fully franking the interim dividend to be paid for the half year ended 31 December 2007, the amount of credits available as at 31 December 2007 to frank dividends for subsequent financial years is $\$ 781$ million (June 2007: $\$ 559$ million). This figure is based on the combined franking accounts of the Bank at 31 December 2007, which have been adjusted for franking credits that will arise from the payment of income tax payable on profits for the half year ended 31 December 2007, franking debits that will arise from the payment of dividends proposed for the year and franking credits that the Bank may be prevented from distributing in subsequent financial periods. The Bank expects that future tax payments will generate sufficient franking credits for it to be able to fully frank future dividend payments. These calculations have been based on the taxation law as at 31 December 2007.

## Dividends

The Directors have declared a fully franked interim dividend of 113 cents per share amounting to $\$ 1,487$ million. The dividend will be payable on 2 April 2008 to shareholders on the register at 5pm on 22 February 2008. Dividends per share are based on net profit after tax ("cash basis") per share, having regard to a range of factors including:

- Current and expected rates of business growth and the mix of business;
- Capital needs to support economic, regulatory and credit ratings requirements;
- The rate of return on assets; and
- Investments and/or divestments to support business development.


## Dividend Reinvestment Plan

In respect of the current interim dividend, shares to be allocated to participants under the DRP will be provided by an on-market purchase, to a maximum value of $\$ 550$ million. Any DRP allocation in excess of this limit will be satisfied by the issuance of new shares.

## Record Date

The register closes for determination of dividend entitlement and for participation in the DRP at 5:00pm on 22 February 2008 at Link Market Services Limited, Locked Bag A14, Sydney South, NSW 1235.

## Ex-Dividend Date

The ex-dividend date is 18 February 2008.

## Appendices

## 10. Life Insurance Business

## Life Insurance contract liabilities

Appropriately qualified actuaries have been appointed in respect of each life insurance business and they have reviewed and satisfied themselves as to the accuracy of the policy liabilities included in the Financial Report, including compliance with the regulations of the Life Insurance Act ("Life Act") 1995 where appropriate. Details are set out in the various statutory returns of these life insurance entities.

## Life Investment contract liabilities

Investment contracts include both unit linked contracts and term certain annuities. They consist of a financial instrument and an investment management services element, both of which are measured at fair value. For unit linked contracts, the resulting liability to policyholders is closely linked to the performance and value of the assets (after tax) that support those liabilities. The fair value of such liabilities is the same as the fair value of those assets, after allowing for tax.

|  |  | As at |  |
| :--- | ---: | ---: | ---: |
| Components of Policy Liabilities | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| Future policy benefits ${ }^{(1)}$ | $\mathbf{\$ M}$ | $\$ \mathrm{M}$ | $\mathbf{\$ M}$ |
| Future bonuses | $\mathbf{2 2 , 8 1 7}$ | 23,569 | 24,666 |
| Future expenses | $\mathbf{1 , 3 2 7}$ | 1,304 | 1,197 |
| Future profit margins | $\mathbf{2 , 3 1 6}$ | 2,120 | 1,997 |
| Future charges for acquisition expenses | $\mathbf{1 , 5 9 0}$ | 1,490 | 1,517 |
| Balance of future premiums | $\mathbf{( 5 7 6 )}$ | $(438)$ | $(442)$ |
| Provisions for bonuses not allocated to participating policyholders | $\mathbf{( 6 , 9 1 3 )}$ | $(6,544)$ | $(6,290)$ |
| Total policy liabilities | $\mathbf{1 1 0}$ | $\mathbf{1 1 2}$ | $\mathbf{8 4}$ |

[^5]
## Taxation

Taxation has been allowed for in the determination of policy liabilities in accordance with the relevant legislation applicable in each market.

## Actuarial Methods and Assumptions

Insurance contract policy liabilities have been calculated in accordance with AASB 1038 "Life Insurance Contracts" and the Margin on Services ("MoS") methodology as set out in Prudential Standard LPS 1.04 - Valuation of Policy Liabilities issued by Australian Prudential Regulation Authority. The principal methods and profit carriers used for particular product groups were as follows:

| Product Type | Method | Profit Carrier |
| :--- | :--- | :--- |
| Individual |  |  |
| Conventional | Projection | Bonuses or expected claim payments |
| Investment account | Projection | Bonuses or funds under management |
| Lump sum risk | Projection | Premiums/Expected claim payment |
| Income stream risk | Projection | Expected claim payments |
| Lifetime annuities | Projection | Annuity payments |
| Group |  |  |
| Investment account | Projection | Bonuses or funds under management |
| Lump sum risk | Accumulation/Projection | Expected claim payments |
| Income stream risk | Accumulation/Projection | Expected claim payments |

The "Projection Method" measures the present values of estimated future policy cash flows to calculate policy liabilities. The policy cash flows incorporate investment income, premiums, expenses, redemptions and benefit payments.
Bonuses are amounts added, at the discretion of the life insurer, to the benefits currently payable under Participating Business. Bonuses may take a number of forms including reversionary bonuses, interest credits and terminal bonuses (payable on the termination of the policy).

## Actuarial assumptions

Set out on page 62 is a summary of the material assumptions used in the calculation of policy liabilities.

## Discount rates

Discount rates are used to discount future cash flows in the determination of policy liabilities. Where insurance contract benefits are linked to the performance of the underlying assets, the discount rates are based on the expected earnings rate on the assets held (Traditional and Investment Account contracts). For all other insurance contracts, the discount rates are based on risk free rates of return. Allowance is made for taxation where relevant and for the nature and term of the liabilities. The following table shows the applicable rates for the major classes of business in Australia and New Zealand. The changes relate to changes in long term earnings rates and asset mix.

## Appendices

## 10. Life Insurance Business (continued)

| Class of Business - Australia ${ }^{(\mathbf{1})}$ | December 2007 <br> Rate Range $\%$ | June 2007 <br> Rate Range $\%$ |
| :--- | ---: | ---: |
| Traditional - ordinary business (after tax) | $4.43-6.64$ | $4.38-6.34$ |
| Traditional - superannuation business (after tax) | $5.38-8.12$ | $5.32-7.75$ |
| Annuity - term and lifetime (exempt from tax) | $6.49-7.73$ | $6.52-7.09$ |
| Term insurance - (before tax) | $6.24-6.88$ | $6.25-6.46$ |
| Income protection - (before tax) | $6.24-6.88$ | $6.25-6.46$ |
| Investment account - ordinary (after tax) | $4.70-5.26$ | 4.55 |
| Investment account - superannuation (after tax) | $5.72-6.41$ | 5.53 |
| Investment account - annuities (exempt from tax) | $6.66-7.40$ | 6.46 |

(1) For New Zealand, investment earning rates assumed were $4.3 \%$ to $6.6 \%$ net of tax.

## Bonuses

The valuation assumes that the long-term supportable bonuses will be paid, which is in line with company bonus philosophy. There have been no significant changes to these assumptions.

## Maintenance expenses

The maintenance expenses are based on an internal analysis of experience and are assumed to increase in line with inflation each year. The expenses are expected to be sufficient to cover the cost of servicing the business in the coming year, after adjusting for one-off expenses. For Australian Participating Business, expenses continue on the previous charging basis with adjustments for actual experience and are assumed to increase in line with inflation each year.

## Investment management expenses

Investment management expense assumptions vary by asset classes and are based on the recently negotiated investment fees as set out in Fund Management Arrangements. There has been no significant change to overall investment fees.

## Inflation

The inflation assumption is consistent with the investment earning assumptions. The inflation assumption was increased from $2.75 \%$ to $3 \%$ at 31 December 2007.

## Benefit indexation

The indexation rates are based on an analysis of past experience and estimated long term inflation and vary by business and product type. There have been no significant changes to these assumptions.

## Taxation

The taxation basis and rates assumed vary by market and product type. There has been no significant change to the taxation basis.

## Voluntary discontinuance

Discontinuance rates are based on recent company experience and vary by market, product, age and duration inforce. There have been no significant changes to these assumptions.

## Surrender values

Current surrender value bases are assumed to apply in the future. There have been no significant changes to these assumptions.

## Mortality and morbidity

Rates vary by sex, age, product type and smoker status. Rates are based on standard mortality tables applicable to each market (e.g. IA95-97 in Australia for retail risk, IM/IF80 for annuities), adjusted for recent company experience where appropriate. There have been no significant changes to these assumptions.

## Solvency

Australian life insurers:
Australian life insurers are required to hold prudential reserves in excess of policy liabilities. These reserves are required to support solvency requirements and provide protection against adverse experience. Prudential Standard LPS 2.04 Solvency Standard ("LPS 2.04") prescribes a minimum solvency requirement and the minimum level of assets required to be held in each insurance fund. All controlled Australian insurance entities complied with the solvency requirements of LPS 2.04.

## Overseas life insurers:

Overseas insurance subsidiaries are required to hold reserves in excess of policy liabilities in accordance with local Acts and prudential rules. Each of the overseas subsidiaries complied with local requirements.

## Managed assets \& fiduciary activities

Arrangements are in place to ensure that asset management and other fiduciary activities of controlled entities are independent of the insurance funds and other activities of the Group.

## Disaggregated information

Life Insurance business is conducted through a number of life insurance entities in Australia and overseas. Under the Australian Life Insurance Act 1995, life insurance business is conducted within one or more separate statutory funds, which are separated from the shareholders' funds. The financial statements of Australian life insurers, which are lodged annually with the relevant Australian regulators, show all major components of the financial statements disaggregated between the various life insurance statutory funds and their shareholders' funds, as well as between investment linked business and noninvestment linked business.

## Appendices

## 11. Intangible Assets

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Total Intangible Assets |  |  |  |
| Goodwill | 7,462 | 7,163 | 7,203 |
| Computer software costs | 316 | 297 | 267 |
| Management fee rights | 311 | 311 | 311 |
| Other | 124 | 64 | 65 |
| Total intangible assets | 8,213 | 7,835 | 7,846 |
|  |  |  |  |
| Goodwill |  |  |  |
| Purchased goodwill - Colonial | 6,705 | 6,705 | 6,705 |
| Purchased goodwill - other | 757 | 458 | 498 |
| Total goodwill | 7,462 | 7,163 | 7,203 |
|  |  |  |  |
| Computer Software Costs |  |  |  |
| Cost | 481 | 420 | 353 |
| Accumulated amortisation | (165) | (123) | (86) |
| Total computer software costs | 316 | 297 | 267 |
|  |  |  |  |
| Management Fee Rights |  |  |  |
| Cost | 311 | 311 | 311 |
| Total management fee rights | 311 | 311 | 311 |
|  |  |  |  |
| Other |  |  |  |
| Cost | 162 | 85 | 82 |
| Accumulated amortisation | (38) | (21) | (17) |
| Total other | 124 | 64 | 65 |


|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Goodwill (reconciliation) |  |  |  |
| Opening balance | 7,163 | 7,203 | 7,200 |
| Additions | 299 | - | 3 |
| Impairment | - | (40) | - |
| Closing balance | 7,462 | 7,163 | 7,203 |
|  |  |  |  |
| Computer Software Costs (reconciliation) |  |  |  |
| Opening balance | 297 | 267 | 229 |
| Additions: |  |  |  |
| From acquisitions | 11 | 20 | - |
| From internal development | 50 | 42 | 68 |
| Amortisation | (42) | (32) | (30) |
| Closing balance | 316 | 297 | 267 |
|  |  |  |  |
| Management Fee Rights (reconciliation) |  |  |  |
| Opening balance | 311 | 311 | 311 |
| Closing balance | 311 | 311 | 311 |
|  |  |  |  |
| Other (reconciliation) |  |  |  |
| Opening balance | 64 | 65 | 69 |
| Additions: |  |  |  |
| From acquisitions | 64 | 3 | - |
| Amortisation | (4) | (4) | (4) |
| Closing balance | 124 | 64 | 65 |

## Appendices

## 12. ASB Bank Group - Statutory View

| Income Statement ${ }^{(1)}$ | Year |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \text { NZDM } \end{array}$ | $\begin{array}{r} \text { 30/06/07 } \\ \text { NZDM } \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \text { NZDM } \end{array}$ | 31/12/07 | $\begin{array}{r} 30 / 06 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \end{array}$ |
| Interest income | 2,223 | 1,981 | 1,835 | 1,925 | 1,766 | 1,577 |
| Interest expense | 1,729 | 1,528 | 1,398 | 1,497 | 1,362 | 1,201 |
| Net interest earnings | 494 | 453 | 437 | 428 | 404 | 376 |
| Other income | 189 | 230 | 190 | 164 | 205 | 163 |
| Total operating income | 683 | 683 | 627 | 592 | 609 | 539 |
| Loan impairment expense | 5 | 14 | 4 | 5 | 12 | 3 |
| Total operating income after loan impairment expense | 678 | 669 | 623 | 587 | 597 | 536 |
| Total operating expense | 296 | 266 | 267 | 257 | 238 | 230 |
| Salaries and other staff expense | 175 | 162 | 152 | 152 | 146 | 131 |
| Building occupancy and equipment expense | 49 | 45 | 46 | 42 | 40 | 40 |
| Information technology expense | 26 | 25 | 25 | 23 | 22 | 21 |
| Other expenses | 46 | 34 | 44 | 40 | 30 | 38 |
| Net surplus before taxation | 382 | 403 | 356 | 330 | 359 | 306 |
| Taxation | 115 | 121 | 106 | 99 | 108 | 91 |
| Net surplus after taxation | 267 | 282 | 250 | 231 | 251 | 215 |


| Balance Sheet ${ }^{(2)}$ | As at |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \text { NZDM } \end{array}$ | $\begin{aligned} & 30 / 06 / 07 \\ & \text { NTD } \end{aligned}$ | $\begin{array}{r} 31 / 12 / 06 \\ \text { NZDM } \end{array}$ | $\begin{array}{r} 31 / 12 / 07 \\ \$ M \end{array}$ | 30/06/07 | $\begin{array}{r} 31 / 12 / 06 \\ \hline M \end{array}$ |
| Assets |  |  |  |  |  |  |
| Cash and liquid assets | 1,412 | 3,013 | 1,838 | 1,245 | 2,734 | 1,640 |
| Due from other banks | 660 | 1,126 | 669 | 582 | 1,022 | 597 |
| Money market advances | 3,351 | 2,264 | 1,688 | 2,955 | 2,054 | 1,506 |
| Securities at fair value through Income Statement | 4,485 | 2,437 | 3,389 | 3,955 | 2,211 | 3,024 |
| Derivative assets | 880 | 761 | 376 | 776 | 691 | 336 |
| Advances to customers | 44,926 | 42,856 | 40,274 | 39,619 | 38,889 | 35,939 |
| Property, plant and equipment | 151 | 159 | 149 | 133 | 144 | 133 |
| Intangible assets | 49 | 36 | 30 | 43 | 33 | 27 |
| Other assets | 261 | 241 | 198 | 230 | 219 | 177 |
| Total assets | 56,175 | 52,893 | 48,611 | 49,538 | 47,997 | 43,379 |
| Total interest earning and discount bearing assets | 54,651 | 51,658 | 47,719 | 48,193 | 46,877 | 42,582 |
| Liabilities |  |  |  |  |  |  |
| Money and market deposits | 18,593 | 17,334 | 16,245 | 16,396 | 15,730 | 14,496 |
| Derivative liabilities | 805 | 984 | 765 | 710 | 893 | 683 |
| Deposits from customers | 26,240 | 24,523 | 22,849 | 23,139 | 22,253 | 20,389 |
| Due to other banks | 5,745 | 5,935 | 5,112 | 5,066 | 5,386 | 4,562 |
| Other liabilities | 469 | 412 | 356 | 414 | 373 | 318 |
| Deferred taxation liabilities | 106 | 134 | 49 | 93 | 122 | 44 |
| Current tax liability | 19 | - | 44 | 17 | - | 39 |
| Subordinated debt | 823 | 451 | 199 | 726 | 409 | 178 |
| Total liabilities | 52,800 | 49,773 | 45,619 | 46,561 | 45,166 | 40,709 |
| Shareholders' Equity |  |  |  |  |  |  |
| Contributed capital - ordinary shareholder | 1,563 | 1,563 | 1,013 | 1,378 | 1,418 | 904 |
| Asset revaluation reserve | 27 | 27 | 23 | 24 | 25 | 21 |
| Cash flow hedge reserves | 256 | 251 | 119 | 226 | 228 | 106 |
| Accumulated surplus | 979 | 729 | 1,287 | 863 | 661 | 1,148 |
| Ordinary shareholders' equity | 2,825 | 2,570 | 2,442 | 2,491 | 2,332 | 2,179 |
| Contributed capital - perpetual preference shareholders | 550 | 550 | 550 | 485 | 499 | 491 |
| Total shareholders' equity | 3,375 | 3,120 | 2,992 | 2,976 | 2,831 | 2,670 |
| Total liabilities and shareholders' equity | 56,175 | 52,893 | 48,611 | 49,537 | 47,997 | 43,379 |
| Total interest and discount bearing liabilities | 49,485 | 46,277 | 42,543 | 43,638 | 41,994 | 37,964 |

(1) The Income Statement has been translated at AUD 1.00= NZD 1.1547 for the half year ended 31 December 2007 (AUD 1.00= NZD 1.121 for the half year ended 30 June 2007 and AUD 1.00= NZD 1.1637 for the half year ended 31 December 2006),
(2) Refer to appendix 16 for rates at which the Balance Sheet has been translated.

## Appendices

## 13. ASX Appendix 4D

Cross Reference Index ..... Page
Results for Announcement to the Market (4D Item 2) Inside front cover
Dividends (4D Item 5) ..... 60
Dividend dates (4D Item 5) Inside front cover
Dividend Reinvestment Plan (4D Item 6) ..... 60
Net tangible assets per security (4D Item 3) ..... 71
Commentary on Results (4D Item 2.6) ..... 2

## Compliance Statement

This interim report for the half year ended 31 December 2007 is prepared in accordance with the ASX listing rules. It should be read in conjunction with any announcements to the market made by the Group during the year.

The preliminary report has been prepared in accordance with Accounting Standards in Australia.
The Financial Statements of the Group have not been audited.

John Hatton
Company Secretary
13 February 2008

## Appendices

13. ASX Appendix 4D (continued)

| Details of entities over which control was lost during the half year (Item 4) | Date control lost | Ownership Interest <br> Held (\%) |
| :--- | ---: | ---: |
| Lighthouse Trust | 15 November 2007 | $100 \%$ |

## Details of associates and joint ventures (Item 7)

| As at 31 December 2007 | Ownership Interest Held (\%) |
| :--- | ---: |
| Acadian Asset Management (Australia) Limited | $50 \%$ |
| CMG CH China Funds Management Limited | $50 \%$ |
| Cyberlynx Procurement Services Pty Limited | $50 \%$ |
| Equigroup Pty Limited | $50 \%$ |
| Equion Health (Barts) Limited | $50 \%$ |
| First State Media (Ireland) Limited | $50 \%$ |
| Five D Holdings Pty Limited | $50 \%$ |
| Forth Valley Investment Company Limited | $50 \%$ |
| China Life CMG Life Assurance Company Limited | $49 \%$ |
| First State Cinda Fund Management Company Limited | $46 \%$ |
| Healthcare Support (Newcastle) Limited | $40 \%$ |
| AMTD Group Company Limited | $30 \%$ |
| 452 Capital Pty Limited | $30 \%$ |
| Hangzhou City Commercial Bank Co. Limited | $19.9 \%$ |
| Commonwealth Property Office Fund | $9.8 \%$ |
| CFS Retail Property Trust | $9.7 \%$ |

## Any other significant information

There is no other significant information other than as disclosed in note 12.

## Post Balance Date Events

There have been no significant events occurring since the balance sheet date other than as disclosed in note 12 .

## Foreign Entities (Item 8)

Not Applicable.

## Appendices

## 14. Analysis Template

| Profit Summary - Input Schedule | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 / 06 / 07 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 / 12 / 06 \\ \$ \mathrm{M} \end{array}$ | Page <br> References |
| Income - Cash Basis |  |  |  |  |
| Net interest income | 3,899 | 3,551 | 3,485 | Page 3 |
| Other banking operating income | 1,541 | 1,609 | 1,712 | Page 3 |
| Total banking Income | 5,440 | 5,160 | 5,197 | Page 3 |
| Funds management income | 1,141 | 981 | 893 | Page 3 |
| Insurance income | 393 | 435 | 382 | Page 3 |
| Operating income | 6,974 | 6,576 | 6,472 | Page 3 |
| Shareholder investment returns | 42 | 64 | 85 | Page 24 |
| Total income | 7,016 | 6,640 | 6,557 | Page 3 |
| Expenses - Cash Basis |  |  |  |  |
| Retail Banking Services | 1,263 | 1,262 | 1,239 | Page 11 |
| Premium Business Services | 883 | 863 | 806 | Page 13 |
| Wealth Management - operating expenses | 611 | 609 | 565 | Page 15 |
| Wealth Management - volume expenses | 266 | 220 | 217 | Page 15 |
| International Financial Services | 411 | 376 | 364 | Page 21 |
| Other | (56) | (47) | (47) | Page 23 |
| Total operating expenses | 3,378 | 3,283 | 3,144 | Page 3 |
| Profit before loan impairment expense | 3,638 | 3,357 | 3,413 | - |
| Loan impairment expense | 333 | 239 | 195 | Page 3 |
| Profit before income tax | 3,305 | 3,118 | 3,218 | Page 3 |
| Corporate tax expense | 905 | 873 | 909 | Page 3 |
| Operating profit after tax | 2,400 | 2,245 | 2,309 | - |
| Minority interest | 15 | 14 | 13 | Page 3 |
| Net profit after tax - cash basis | 2,385 | 2,231 | 2,296 | Page 3 |
| Defined benefit superannuation plan (expense)/income | (4) | 1 | 4 | Page 3 |
| Treasury shares valuation adjustment | (13) | (37) | (38) | Page 3 |
| Hedging and AIFRS volatility | 3 | 84 | (71) | Page 3 |
| Net profit after tax - statutory basis | 2,371 | 2,279 | 2,191 | Page 3 |
| Investment return on Shareholder funds | 42 | 64 | 85 | Page 24 |
| Tax expense on shareholder investment returns | 14 | 29 | 24 | Page 24 |
| Shareholder investment returns - after tax | 28 | 35 | 61 | Page 24 |
| Net profit after tax - underlying basis | 2,357 | 2,196 | 2,235 | Page 28 |
| Total Operating Income |  |  |  |  |
| Retail Banking Services | 2,760 | 2,711 | 2,661 | Page 11 |
| Premium Business Services | 2,033 | 1,844 | 1,810 | Page 13 |
| Wealth Management (net of volume expenses) | 1,126 | 1,042 | 922 | Page 15 |
| International Financial Services | 767 | 682 | 664 | Page 21 |

## Appendices

## 14. Analysis Template (continued)

| Profit Summary - Input Schedule | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 | Page |
| Other Data |  |  |  |  |
| Net interest income (excluding securitisation) | 3,838 | 3,489 | 3,432 | Page 52 |
| Average interest earning assets | 352,107 | 325,380 | 306,868 | Page 52 |
| Average net assets ${ }^{(1)}$ | 25,041 | 23,465 | 21,915 | Page 29 |
| Average minority interest ${ }^{(1)}$ | 512 | 510 | 508 | Page 29 |
| Average preference shares \& other equity instruments ${ }^{(1)}$ | 939 | 939 | 939 | Page 29 |
| Average treasury shares ${ }^{(1)}$ | (245) | (274) | (345) | Page 60 |
| Average defined benefit superannuation plan net surplus ${ }^{(1)}$ | 1,267 | 1,111 | 896 | - |
| Distributions - other equity instruments | 25 | 27 | 28 | - |
| Interest expense (after tax) - Perls II | 14 | 12 | 13 | - |
| Interest expense (after tax) - Perls III | 33 | 31 | 29 | - |
| Interest expense (after tax) - Perls IV | 26 | - | - | - |
| Interest expense (after tax) - TPS | 12 | 12 | 14 | - |
| Interest expense (after tax) - Convertible notes | 21 | 20 | 19 | - |
| Weighted average number of shares - statutory basic | 1,300 | 1,286 | 1,276 | Page 3 |
| Weighted average number of shares - fully diluted - statutory | 1,380 | 1,349 | 1,348 | - |
| Weighted average number of shares - cash and underlying | 1,306 | 1,293 | 1,284 | Page 3 |
| Weighted average number of shares - fully diluted - cash and underlying | 1,386 | 1,355 | 1,357 | - |
| Weighted average number of shares - Perls II | 12 | 13 | 15 | - |
| Weighted average number of shares - Perls III | 19 | 21 | 24 | - |
| Weighted average number of shares - Perls IV | 23 | - | - | - |
| Weighted average number of shares - TPS | 10 | 11 | 14 | - |
| Weighted average number of shares - Convertible notes | 16 | 17 | 19 | - |
| Weighted average number of shares - Executive options | - | - | 1 | - |
| Dividends per share (cents) | 113 | 149 | 107 | Page 3 |
| No. of shares at end of period (excluding treasury shares deduction) (M) | 1,316 | 1,301 | 1,290 | Page 60 |
| Average funds under administration | 191,447 | 171,264 | 158,010 | Page 5 |
| Average inforce premiums | 1,444 | 1,370 | 1,248 | Page 5 |
| Net assets | 25,638 | 24,444 | 22,487 | Page 29 |
| Total intangible assets | 8,213 | 7,835 | 7,846 | Page 29 |
| Minority interests | 511 | 512 | 508 | Page 29 |
| Other equity instruments | 939 | 939 | 939 | Page 29 |
| Tier One Capital | 19,810 | 17,512 | 16,553 | Page 57 |
| Deferred income tax | 27 | 37 | 39 | Page 57 |
| Equity investments in other companies | 870 | 700 | 820 | Page 57 |
| Innovative Tier One capital | 3,687 | 3,719 | 3,785 | Page 57 |
| Non-Innovative Tier One capital | 1,443 | - | - | Page 57 |
| Minority interests (net of minority interest component deducted from Tier One Capital) | 511 | 512 | 508 | Page 58 |
| Investment in non-consolidated subsidiaries (net of Intangible component deducted from Tier One Capital) | 592 | 409 | 283 | Page 58 |
| Other deductions | 189 | 178 | 166 | Page 58 |
| Transitional Tier One Capital relief granted on adoption of AIFRS | 1,641 | 1,641 | 1,641 | Page 58 |
| Risk weighted assets used for ACE ratio | 273,478 | 246,047 | 234,569 | Page 59 |

[^6]
## Appendices

## 14. Analysis Template (continued)



## Appendices

## 14. Analysis Template (continued)

| Ratios - Output Summary | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| DPS |  |  |  |
| Dividends |  |  |  |
| Dividends per share (cents) | 113 | 149 | 107 |
| No of shares at end of period (M) | 1,316 | 1,301 | 1,290 |
| Total dividends | 1,487 | 1,939 | 1,380 |
| Dividend payout ratio - cash basis |  |  |  |
| Net profit after tax - cash basis | 2,385 | 2,231 | 2,296 |
| NPAT - available for distribution to ordinary shareholders | 2,360 | 2,204 | 2,268 |
| Total dividends | 1,487 | 1,939 | 1,380 |
| Payout ratio - cash basis (\%) | 63.0 | 88.0 | 60.8 |
| Dividend cover |  |  |  |
| NPAT - available for distribution to ordinary shareholders | 2,360 | 2,204 | 2,268 |
| Total dividends | 1,487 | 1,939 | 1,380 |
| Dividend cover - cash basis | 1. 6 | 1. 1 | 1. 6 |
| ROE |  |  |  |
| Return on equity - cash basis |  |  |  |
| Average net assets | 25,041 | 23,465 | 21,915 |
| Less: |  |  |  |
| Average minority interests | (512) | (510) | (508) |
| Average preference shares | (939) | (939) | (939) |
| Average equity | 23,590 | 22,016 | 20,468 |
| Add average treasury shares | 245 | 274 | 345 |
| Less average defined benefit superannuation plan net surplus | $(1,267)$ | $(1,111)$ | (896) |
| Net average equity | 22,568 | 21,179 | 19,917 |
| NPAT ("cash basis") | 2,385 | 2,231 | 2,296 |
| Less distributions - other equity instruments | 25 | 27 | 28 |
| Adjusted profit for ROE calculation | 2,360 | 2,204 | 2,268 |
| Return on equity - cash basis (\%) | 20.8 | 21. 0 | 22. 6 |
| Return on equity - underlying basis |  |  |  |
| Average net assets | 25,041 | 23,465 | 21,915 |
| Average minority interests | (512) | (510) | (508) |
| Average preference shares | (939) | (939) | (939) |
| Average equity | 23,590 | 22,016 | 20,468 |
| Add average treasury shares | 245 | 274 | 345 |
| Less average defined benefit superannuation plan net surplus | $(1,267)$ | $(1,111)$ | (896) |
| Net average equity | 22,568 | 21,179 | 19,917 |
| NPAT ("underlying basis") | 2,357 | 2,196 | 2,235 |
| Less distribution other equity instruments | 25 | 27 | 28 |
| Adjusted profit for ROE calculation | 2,332 | 2,169 | 2,207 |
| Return on equity - underlying basis (\%) | 20.6 | 20.7 | 22.0 |
| NIM |  |  |  |
| Net interest income (excluding securitisation) | 3,838 | 3,489 | 3,432 |
| Average interest earning assets (excluding securitisation) | 352,107 | 325,380 | 306,868 |
| NIM (\% pa) | 2. 17 | 2. 16 | 2. 22 |

## Appendices

| Ratios - Output Summary | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/07 | 30/06/07 | 31/12/06 |
|  | \$M | \$M | \$M |
| Productivity |  |  |  |
| Group expense to income ratio |  |  |  |
| Expenses | 3,378 | 3,283 | 3,144 |
| Total operating income | 6,974 | 6,576 | 6,472 |
| Expense to Income | 48.4 | 49.9 | 48.6 |
| Retail Banking Services expense to income ratio |  |  |  |
| Total expenses | 1,263 | 1,262 | 1,239 |
| Total operating income | 2,760 | 2,711 | 2,661 |
| Expense to income | 45.8 | 46.6 | 46.6 |
| Premium Business Services expense to income ratio |  |  |  |
| Total expenses | 883 | 863 | 806 |
| Total operating income | 2,033 | 1,844 | 1,810 |
| Expense to income | 43.4 | 46.8 | 44.5 |
| Wealth Management expense to income ratio |  |  |  |
| Operating expenses | 611 | 609 | 565 |
| Net operating income | 1,126 | 1,042 | 922 |
| Operating Expense to net operating income | 54.3 | 58.4 | 61.3 |
| International Financial Services expense to income ratio |  |  |  |
| Total expenses | 411 | 376 | 364 |
| Total operating income | 767 | 682 | 664 |
| Expense to income | 53.6 | 55.1 | 54.8 |
| Net Tangible Assets (NTA) per share |  |  |  |
| Net assets | 25,638 | 24,444 | 22,487 |
| Less: |  |  |  |
| Intangible assets | $(8,213)$ | $(7,835)$ | $(7,846)$ |
| Minority interests | (511) | (512) | (508) |
| Other equity instruments | (939) | (939) | (939) |
| Total net tangible assets | 15,975 | 15,158 | 13,194 |
| No of shares at end of period (M) | 1,316 | 1,301 | 1,290 |
| Net tangible assets (NTA) per share (\$) | 12. 14 | 11.65 | 10. 23 |
| ACE ratio |  |  |  |
| Tier One capital | 19,810 | 17,512 | 16,553 |
| Add: |  |  |  |
| Deferred income tax | 27 | 37 | 39 |
| Equity investments in other companies | 870 | 700 | 820 |
| Deduct: |  |  |  |
| Innovative Tier One capital | $(3,687)$ | $(3,719)$ | $(3,785)$ |
| Non-innovative Tier One capital | $(1,443)$ | - | - |
| Minority Interest (net of minority interest component deducted from Tier One capital) | (511) | (512) | (508) |
| Investment in non-consolidated subsidiaries (net of intangible component deducted from Tier One capital) | (592) | (409) | (283) |
| Other deductions | (189) | (178) | (166) |
| Impact upon adoption of AIFRS | $(1,641)$ | $(1,641)$ | $(1,641)$ |
| Total Adjusted Common Equity | 12,644 | 11,790 | 11,029 |
| Risk weighted assets as used to calculate ACE ratio | 273,478 | 246,047 | 234,569 |
| ACE ratio (\%) | 4. 62 | 4. 79 | 4. 70 |

## Appendices

## 15. Summary

| Group | Page |  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 31/12/07 | 30/06/07 | 31/12/06 | $\begin{aligned} & \text { Dec } 07 \text { vs } \\ & \text { J un } 07 \% \end{aligned}$ | Dec 07 vs Dec 06 \% |
| Net profit after tax - underlying basis | \$M | 28 | 2,357 | 2,196 | 2,235 | 7 | 5 |
| Net profit after tax - cash basis | \$M | 3 | 2,385 | 2,231 | 2,296 | 7 | 4 |
| Defined benefit superannuation plan income/(expense) - after tax | \$M | 3 | (4) | 1 | 4 | large | large |
| Treasury shares valuation adjustment after tax | \$M | 3 | (13) | (37) | (38) | (65) | (66) |
| Hedging and AIFRS volatility | \$M | 3 | 3 | 84 | (71) | (96) | large |
| Net profit after tax - statutory | \$M | 3 | 2,371 | 2,279 | 2,191 | 4 | 8 |
| Earnings per share - cash basis - basic (cents) | cents | 3 | 180.7 | 170. 4 | 176.6 | 6 | 2 |
| Dividends per share | cents | 3 | 113 | 149 | 107 | (24) | 6 |
| Dividend pay-out ratio - cash basis | \% | 3 | 63.0 | 88.0 | 60.8 | large | 220bpts |
| Tier One Capital | \% | 57 | 7. 27 | 7. 14 | 7.06 | 13bpts | 21bpts |
| Total capital | \% | 57 | 9.67 | 9. 76 | 9. 78 | (9)bpts | (11)bpts |
| Adjusted common equity | \% | 57 | 4.62 | 4. 79 | 4.70 | (17)bpts | (8)bpts |
| Number of full time equivalent staff | No. | - | 38,452 | 37,873 | 37,216 | 2 | 3 |
| Return on equity - cash | \% | 3 | 20.8 | 21.0 | 22. 6 | (20)bpts | (180)bpts |
| Return on equity - underlying | \% | 70 | 20.6 | 20.7 | 22.0 | (10)bpts | (140)bpts |
| Weighted average number of shares statutory | M | 3 | 1,300 | 1,286 | 1,276 | 1 | 2 |
| Net tangible assets per share | \$ | 71 | 12. 14 | 11. 65 | 10. 23 | 4 | 19 |
| Net Interest Income | \$M | 3 | 3,899 | 3,551 | 3,485 | 10 | 12 |
| Net Interest Margin | \% | 5 | 2. 17 | 2. 16 | 2. 22 | 1bpts | (5)bpts |
| Other banking income ("cash basis") | \$M | 3 | 1,541 | 1,609 | 1,712 | (4) | (10) |
| Other banking income/total banking income | \% | - | 28.3 | 31.2 | 32.9 | (290)bpts | (460)bpts |
| Expense to income | \% | 5 | 48.4 | 49.9 | 48. 6 | (3) | - |
| Average interest earning assets | \$M | 5 | 352,107 | 325,380 | 306,868 | 8 | 15 |
| Average interest earning liabilities | \$M | 5 | 330,004 | 303,171 | 286,548 | 9 | 15 |
| Loan impairment expense | \$M | 3 | 333 | 239 | 195 | (39) | (71) |
| Loan impairment expense to average risk weighted assets (annualised) | \% | 9 | 0.26 | 0. 20 | 0.17 | 6bpts | 9bpts |
| Total provisions for impairment losses to gross impaired assets | \% | 38 | 245.6 | 298.3 | 363. 9 | large | large |
| Individually assessed provisions for impairment to Gross Impaired Assets | \% | 38 | 33.6 | 23. 8 | 23. 4 | 41 | 44 |
| Risk weighted assets | \$M | 59 | 272,609 | 245,347 | 234,569 | 11 | 16 |


| Retail Banking Services |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Cash net profit after tax | $\$ M$ | 5 | 949 | 885 | 881 | 7 | 8 |
| Expense to income | $\%$ | 5 | 45.8 | 46.6 | 46.6 | (2) | $(2)$ |


| Premium Business Services | $\mathbf{\$ M}$ | 5 | 724 | 721 | 724 | - |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Cash net profit after tax | $\%$ | 5 | 43.4 | 46.8 | 44.5 | $(7)$ |
| Expense to income |  |  |  |  |  |  |


| Cash net profit after tax | \$M | 15 | 380 | 328 | 299 | 16 | 27 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underlying profit after tax | \$M | 15 | 372 | 303 | 245 | 23 | 52 |
| Shareholder investment returns | \$M | 24 | 18 | 53 | 76 | (66) | (76) |
| FUA - average | \$M | 16 | 183,548 | 163,543 | 151,621 | 12 | 21 |
| FUA - spot |  | 16 | 199,834 | 168,810 | 160,744 | 18 | 24 |
| Net funds flow | \$M | 17 | 25,171 | $(1,054)$ | 1,514 | large | large |
| Average inforce premiums | \$M | 5 | 1,058 | 1,005 | 921 | 5 | 15 |
| Inforce premiums - spot | \$M | 18 | 1,094 | 1,022 | 988 | 7 | 11 |
| Funds management income to average FUA | \% | 5 | 1. 21 | 1. 18 | 1. 14 | 3 | 6 |
| Insurance operating income to average inforce premiums | \% | 5 | 51. 3 | 61. 4 | 57.5 | (16) | (11) |
| Operating expense to net operating income | \% | 5 | 54.3 | 58.4 | 61.3 | (7) | (11) |


| Underlying profit after tax | \$M | 5 | 276 | 235 | 226 | 17 | 22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FUA - average | \$M | 5 | 7,899 | 7,721 | 6,389 | 2 | 24 |
| FUA - spot | \$M | 22 | 7,868 | 8,261 | 6,918 | (5) | 14 |
| Average inforce premiums | \$M | 5 | 386 | 365 | 327 | 6 | 18 |
| Inforce premiums - spot | \$M | 22 | 392 | 379 | 352 | 3 | 11 |
| Funds management income to average FUA | \% | 5 | 0. 55 | 0. 65 | 0. 65 | (15) | (15) |
| Insurance operating income to average inforce premiums | \% | 5 | 61.8 | 71.3 | 69.8 | (13) | (11) |
| Expense to income | \% | 5 | 53.6 | 55.1 | 54.8 | (3) | (2) |

## Appendices

16. Foreign Exchange Rates

| Exchange Rates Utilised |  | As at |  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |
|  |  |  | $31 / 12 / 07$ | $30 / 06 / 07$ | $31 / 12 / 06$ |
| AUD 1. $00=$ | USD | $\mathbf{0 . 8 8 1 5}$ | 0.8497 | 0.7913 |  |
|  | GBP | $\mathbf{0 . 4 4 1 2}$ | 0.4241 | 0.4027 |  |
|  | JPY | $\mathbf{9 8 . 7 4 8}$ | 104.889 | 94.024 |  |
|  | NZD | $\mathbf{1 . 1 3 4}$ | 1.102 | 1.121 |  |
|  | HKD | $\mathbf{6 . 8 7 8}$ | 6.6426 | 6.151 |  |
|  | EUR | $\mathbf{0 . 5 9 8 0}$ | 0.6319 | 0.6007 |  |

## Appendices

## 17. Definitions

| Term | Description |
| :---: | :---: |
| Customer satisfaction - external survey | This represents the Roy Morgan Research six monthly Main Financial Institutions (MFI) survey (targeting customers aged 14+).The measure is the percentage of customers who respond as either very or fairly satisfied (70.5\%). The result from July to December 2007 of 70. 5\% represents the highest rate in ten years. |
| Customer satisfaction - internal survey | Internal customer satisfaction surveys are conducted by Roy Morgan Research on behalf of Commonwealth Bank of Australia |
| Dividend payout ratio | Dividends paid on ordinary shares divided by earnings (earnings are net of dividends on other equity instruments). |
| DRP | Dividend reinvestment plan. |
| DRP participation | The percentage of total issued capital participating in the dividend reinvestment plan. |
| Earnings per share | Calculated in accordance with AASB 133: Earnings per Share. |
| Expense to income ratio | Represents operating expenses as a percentage of total operating revenue. |
| International Financial Services | International Financial Services includes the Banking, Funds Management and Insurance businesses operating in New Zealand, Fiji, Indonesia, China, India and Vietnam excluding the international business of Premium Business Services in New Zealand. |
| Net profit after tax ("Cash basis") | Represents profit after tax and minority interests, before defined benefit superannuation plan income/expense, treasury shares valuation adjustment and unrealised gains and losses related to hedging and AIFRS volatility. |
| Net profit after tax ("Statutory Basis") | Represents profit after tax, minority interests, defined benefit superannuation plan income/expense, treasury shares valuation adjustment and unrealised gains and losses related to hedging and AIFRS volatility. This is equivalent to the statutory item "Net profit attributable to Equity holders of the Bank". |
| Net profit after tax ("Underlying Basis") | Represents net profit after tax ("cash basis") excluding shareholder investment returns. |
| Net tangible assets per share | Net assets excluding intangible assets, minority interests, preference shares and other equity instruments divided by ordinary shares on issue at the end of the period. |
| Operating expense to net operating income ratio | Represents operating expenses (excluding volume expenses) as a percentage of total operating income less volume expenses |
| Overseas | Represents amounts booked in branches and controlled entities outside Australia. |
| Premium Business Services | Premium Business Services provides specialised banking services to relationship managed business and Agribusiness customers, private banking to high net worth individuals and margin lending and trading through CommSec. In addition commission is received for the distribution of retail banking products through the Premium Business network. |
| Retail Banking Services | Retail Banking Services includes both the manufacturing of home loan, consumer finance and retail deposit products and the sales and servicing of all Retail bank customers. In addition commission is received for the distribution of business and wealth management products through the retail distribution network. |
| Return on average shareholders' equity Cash basis | Based on cash net profit after tax and minority interests applied to average shareholders equity, excluding minority interests. |
| Return on average shareholders' equity Statutory basis | Based on net profit after tax ("statutory basis") applied to average shareholders' equity, excluding minority interests and other equity instruments. |
| Staff numbers | Staff numbers include all permanent full time staff, part time staff equivalents and external contractors employed by 3rd party agencies. |
| Wealth Management | Wealth Management includes the Global Asset Management, Platform Administration and Life and General Insurance businesses of the Australian operations including an allocation of Group support costs. |
| Weighted average number of shares ("Cash basic") | Includes an adjustment to deduct from ordinary shares only those "Treasury Shares" related to the investment in the Bank's shares held by the employee share scheme trust. |
| Weighted average number of shares ("Statutory basic") | Includes an adjustment to exclude "Treasury Shares" related to investments in the Bank's shares held by both the life insurance statutory funds and by the employee share scheme trust. |

## Appendices

## 18. Market Share Definitions

| Retail Banking Services |  |
| :---: | :---: |
| Home Loans | Total Household Loans (APRA) - MISA (Pre Sep 04) + Securitised Assets (APRA) + Homepath. Total Housing Loans (incl securitisations) (from RBA which includes NBFI's unlike APRA). ${ }^{(1)}$ |
| Credit Cards | CBA Total Credit Card Lending (APRA). |
|  | Total Credit Cards with Interest Free + Total Credit Cards without Interest Free (from RBA which includes NBFI's unlike APRA). ${ }^{(1)}$ |
| Personal Lending (Other Household Lending) | CBA Term Personal Lending + Margin Lending net balances + Personal Leasing + Revolving credit |
|  | Total Market Term Personal Lending + Margin Lending + Personal Leasing + Revolving credit from APRA |
| Household Deposits | CBA Household Deposits (as reported to APRA) - MISA (Pre Sep 04) |
|  | Total Bank Household Deposits (from APRA monthly banking statistics) |
| Retail Deposits | CBA Current Deposits + Term (excl CD's) + Other (All as reported to RBA) |
|  | Total RBA: Current Deposits with banks + Term (excl CD's) + Other with banks (from RBA monthly bulletin statistics) ${ }^{(1)}$ |

## Premium Business Services

Business Lending \begin{tabular}{l}
Loans and advances to residents that are recorded on the domestic books of CBA within the non-financial corporations <br>
(APRA)

$\quad$

sector, where this sector comprises private trading corporations, private unincorporated businesses and commonwealth, <br>
state, territory and local government non-financial corporations (as per lending balances submitted to APRA in ARF 320.0) <br>
Total loans and advances to the non-financial corporations sector for all licensed banks that submit to APRA
\end{tabular}

| Business Lending |
| :--- |
| (RBA) | | CBA business lending and credit (specific 'business lending' categories in lodged APRA returns - 320.0, 320.1 and 320.4) |
| :--- |
| Total of business lending and credit to the private non-financial sector by all financial intermediaries (sourced from RBA table |
| Lending \& Credit Aggregates which is in turn sourced from specific 'business lending' categories in lodged APRA returns - |
| 320.0, 320.1 and 320.4) (includes bills on issue and securitised business loans). ${ }^{(1)}$ |


| Business Deposits |
| :--- |
| (APRA) | | Total transaction and non-transaction account deposit balances recorded on the domestic books of CBA from residents |
| :--- |
| within the non-financial corporations sector, where this sector comprises private trading corporations, private unincorporated |
| businesses and commonwealth, state, territory and local government non-financial corporations (as per deposit balances |
| submitted to APRA in ARF 320.0) |


| Total transaction and non-transaction deposit balances from the non-financial corporations sector for all licensed banks that |
| :--- |
| submit to APRA |

Equities Trading 12 months rolling average of total value of CommSee equities trades
(CommSec) 12 months rolling average of total value of equities market trades as measured by ASX SEATS
(1) The RBA restates the total of all financial intermediaries retrospectively when required. This may be due to a change in definition, the inclusion of a new participant or correction of errors in prior returns. CBA restates its market share where the RBA total has changed based on current balances less implied percentage growth rates now reported by the RBA for previous months.

## Appendices

## 18. Market Share Definitions

## Wealth Management

| Australian Retail | Total funds in CBA Wealth Management retail investment products (including WM products badged by other parties) |
| :---: | :---: |
|  | Total funds in retail investment products market (from Plan for Life) |
| FirstChoice | Total funds in FirstChoice platform |
| Platform | Total funds in platform/masterfund market (from Plan for Life) |
| Australia | Total risk inforce premium of all CBA Group Australian life insurance companies |
| (Total Risk) | Total risk inforce premium for all Australian life insurance companies (from Plan for Life) |
| Australia | (Individual lump sum + individual risk income) inforce premium of all CBA Group Australian life insurance companies |
| (Individual Risk) | Individual risk inforce premium for all Australian life insurance companies (from Plan for Life) |
| International Financial Services |  |
| New Zealand LendingAll ASB residential mortgages to personal customers for housing purposes (including off balance sheet) |  |
| for housing | Total New Zealand residential mortgages to personal customers for housing purposes (from New Zealand Reserve Bank) |
| New Zealand Deposits | All New Zealand dollar retail deposits on ASB Balance Sheet |
|  | Total New Zealand dollar deposits of all New Zealand registered banks (from New Zealand Reserve Bank) |
| New Zealand Retail FUM | Total ASB + Sovereign |
|  | Total Market net Retail Funds under Management (from Fund Source Research Limited) |
| New Zealand Inforce | Total Sovereign excluding health (inforce annual premium income + new business - exits - other) |
| Premiums | Total inforce premium for New Zealand (from ISI statistics) |


[^0]:    (1) For market share definitions refer to appendix 18, page 75 .
    (2) Prior comparative period has been restated.

[^1]:    (1) Other assets include intangible assets and derivative assets, and Other non-interest bearing liabilities include derivative liabilities.

[^2]:    (1) International Financial Services exclude deposits held in other overseas countries (31 December 2007: $\$ 8$ billion, 30 June 2007: $\$ 5$ billion, and 31 December 2006: $\$ 6$ billion)

[^3]:    (1) It should be noted that the Group does not use this accounting Statement of Cash Flows in the internal management of its liquidity positions.

[^4]:    (f) Financing Facilities

    Standby funding lines are immaterial.

[^5]:    (1) Including bonuses credited to policyholders in prior years.

[^6]:    (1) Average of reporting period balances

