# ASX Media Release 

For the Half Year ended 31 December 2009

## COMMONWEALTH BANK OF AUSTRALIA PROFIT ANNOUNCEMENT FOR HALF YEAR ENDED 31 DECEMBER 2009

Sydney 29 January 2010: The Commonwealth Bank of Australia (the Group) is scheduled to release its results for the half year ended 31 December 2009 on Wednesday 10 February 2010.

As part of its ongoing commitment to improved disclosure and increased transparency the Group is providing pro forma disclosures for the Bankwest and St Andrew's businesses for the half year ended 31 December 2008.

Pro forma comparatives are disclosed to facilitate a like-for-like comparison of the Group's financial performance for the half years ended 31 December 2009, 30 June 2009 and 31 December 2008.

Pro forma comparatives for the half year ended 30 June 2009 have not been provided as Bankwest and St Andrew's were part of the Group throughout this period. Similarly, pro forma balance sheets as at 30 June 2009 and 31 December 2008 are also not provided.

In addition, in line with changes in management responsibility, the business formerly described as "International Financial Services" has been divided into South Pacific, comprising ASB, Sovereign and the Fiji business up until the date of disposal, and Asian business which will be reported within the Other segment. Segmental reporting in the Profit Announcement (and in supporting materials) will be realigned to be consistent with this new business structure.

To assist investors understanding these changes, the Group has restated existing financial information for the half years ended 30 June 2009 and 31 December 2008 so that they are consistent with the new segment information which will be released on 10 February.

Copies of these historical figures, tabulated in a manner which is consistent with the Profit Announcement are attached to the release.

ENDS

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| Shareholder Summary | Half Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pro forma |  |  |  |  | $\begin{array}{r} \hline \text { As reported } \\ 31 / 12 / 08 \end{array}$ |
|  | 31/12/09 | 30/06/09 | 31/12/08 | Dec 09 vs Jun 09 \% | Dec 09 vs Dec 08 \% |  |
| Dividends per share - fully franked (cents) |  | 115 | n/a |  |  | 113 |
| Dividend cover - cash (times) |  | 1.4 | n/a |  |  | 1.2 |
| Earnings per share (cents) |  |  |  |  |  |  |
| Statutory - basic |  | 142. 2 | n/a |  |  | 188.4 |
| Cash basis - basic |  | 158.5 | 135. 4 |  |  | 146.3 |
| Dividend payout ratio (\%) |  |  |  |  |  |  |
| Statutory basis |  | 82.4 | n/a |  |  | 65.3 |
| Cash basis |  | 73.7 | n/a |  |  | 83.6 |
| Weighted average no. of shares - statutory basic (M) |  | 1,490 | n/a |  |  | 1,352 |
| Weighted average no. of shares - cash basic (M) |  | 1,495 | 1,389 |  |  | 1,358 |
| Return on equity - cash (\%) |  | 16.3 | 13.5 |  |  | 15.0 |

Highlights continued

| Key Performance IndicatorsGroup | Half Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/09 | 30/06/09 | Pro forma 31/12/08 | $\begin{array}{r} \text { Dec } 09 \text { vs } \\ \text { Jun } 09 \\ \% \end{array}$ | Dec 09 vs Dec 08 \% | reported 31/12/08 |
| Group |  |  |  |  |  |  |
| Underlying profit after tax (\$M) |  | 2,466 | 2,035 |  |  | 2,145 |
| Net interest margin (\%) |  | 2. 16 | 1. 99 |  |  | 2. 04 |
| Average interest earning assets (\$M) |  | 526,512 | 496,555 |  |  | 436,722 |
| Average interest bearing liabilities (\$M) |  | 496,742 | 467,479 |  |  | 410,880 |
| Funds management income to average FUA (\%) |  | 0.98 | 1. 12 |  |  | 1. 11 |
| Funds Under Administration (FUA) - average (\$M) |  | 167,107 | 180,103 |  |  | 179,371 |
| Insurance income to average inforce premiums (\%) |  | 50. 3 | 50.9 |  |  | 50.2 |
| Average inforce premiums (\$M) |  | 1,916 | 1,766 |  |  | 1,708 |
| Operating expenses to total operating income (\%) |  | 46.5 | 46.3 |  |  | 44.3 |
| Effective corporate tax rate (\%) |  | 27.4 | 23. 8 |  |  | 24.1 |
| Retail Banking Services |  |  |  |  |  |  |
| Cash net profit after tax (\$M) |  | 988 | 1,119 |  |  | 1,119 |
| Operating expenses to total banking income (\%) |  | 43. 4 | 42.4 |  |  | 42. 4 |
| Business and Private Banking |  |  |  |  |  |  |
| Cash net profit after tax (\$M) |  | 363 | 373 |  |  | 373 |
| Operating expenses to total banking income (\%) |  | 48. 6 | 49. 1 |  |  | 49. 1 |
| Institutional Banking and Markets |  |  |  |  |  |  |
| Cash net profit after tax (\$M) |  | 334 | (168) |  |  | (168) |
| Operating expenses to total banking income (\%) |  | 29.5 | 26.9 |  |  | 26. 9 |
| Wealth Management |  |  |  |  |  |  |
| Underlying profit after tax (\$M) |  | 186 | 328 |  |  | 328 |
| FUA - average (\$M) |  | 161,080 | 173,733 |  |  | 173,001 |
| Average inforce premiums (\$M) |  | 1,500 | 1,372 |  |  | 1,314 |
| Funds management income to average FUA (\%) |  | 0.96 | 1. 11 |  |  | 1. 11 |
| Insurance income to average inforce premiums (\%) |  | 44. 2 | 47.4 |  |  | 46. 3 |
| Operating expenses to net operating income (\%) |  | 68.9 | 57.3 |  |  | 56.3 |
| South Pacific |  |  |  |  |  |  |
| Underlying profit after tax (\$M) |  | 181 | 259 |  |  | 259 |
| FUA - average (\$M) |  | 6,027 | 6,370 |  |  | 6,370 |
| Average inforce premiums (\$M) |  | 416 | 394 |  |  | 394 |
| Funds management income to average FUA (\%) |  | 0. 77 | 0.81 |  |  | 0. 81 |
| Insurance income to average inforce premiums (\%) |  | 59. 6 | 50.9 |  |  | 50. 9 |
| Operating expenses to total operating income (\%) |  | 43. 7 | 49. 8 |  |  | 49.8 |
| Bankwest |  |  |  |  |  |  |
| Cash net profit after tax (\$M) |  | 113 | (110) |  |  | - |
| Operating expenses to total banking income (\%) |  | 63.6 | 69.5 |  |  | - |
| Capital Adequacy |  |  |  |  |  |  |
| Tier One (\%) |  | 8. 07 | n/a |  |  | 8. 75 |
| Total (\%) |  | 10. 42 | n/a |  |  | 11.39 |

# Group Performance Analysis 



Funds Management Income

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 09 \\ \text { \$M } \end{array}$ | Pro forma |  | $\begin{array}{r} \text { As } \\ \text { reported } \\ 31 / 12 / 08 \end{array}$ |
|  |  |  |  |  |
|  |  | 30/06/09 | 31/12/08 |  |
|  |  | \$M | \$M | \$M |
| CFS GAM |  | 331 | 442 | 442 |
| Colonial First State |  | 336 | 376 | 367 |
| Comminsure and |  |  |  |  |
| Other |  | 102 | 158 | 157 |
| ASB and Other |  | 39 | 39 | 39 |
| Funds management |  | 808 | 1,015 | 1,005 |

Insurance Income


## Group Performance Analysis continued

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/09 | 30/06/09 | 31/12/08 | $\text { Dec } 09 \text { vs }$ | $\text { Dec } 09 \text { vs }$ |
| Total Group Assets \& Liabilities | \$M | \$M | \$M | Jun 09 \% | Dec 08 \% |
| Interest earning assets |  |  |  |  |  |
| Home loans including securitisation |  | 292,206 | 265,694 |  |  |
| Less: securitisation |  | $(12,568)$ | $(14,769)$ |  |  |
| Home loans excluding securitisation |  | 279,638 | 250,925 |  |  |
| Personal |  | 19,260 | 19,303 |  |  |
| Business and corporate |  | 160,089 | 164,901 |  |  |
| Loans, bills discounted and other receivables |  | 458,987 | 435,129 |  |  |
| Provisions for loan impairment |  | $(4,924)$ | $(3,578)$ |  |  |
| Net loans, bills discounted and other receivables |  | 454,063 | 431,551 |  |  |
| Non-lending interest earning assets |  | 72,688 | 74,391 |  |  |
| Total interest earning assets |  | 531,675 | 509,520 |  |  |
| Other assets |  | 88,697 | 109,241 |  |  |
| Total assets |  | 620,372 | 618,761 |  |  |
| Interest bearing liabilities |  |  |  |  |  |
| Transaction deposits |  | 66,599 | 67,392 |  |  |
| Saving deposits |  | 77,496 | 69,508 |  |  |
| Investment deposits |  | 139,395 | 139,748 |  |  |
| Other demand deposits |  | 76,615 | 64,091 |  |  |
| Total interest bearing deposits |  | 360,105 | 340,739 |  |  |
| Deposits not bearing interest |  | 8,616 | 9,445 |  |  |
| Deposits and other public borrowings |  | 368,721 | 350,184 |  |  |
| Debt issues |  | 88,814 | 86,676 |  |  |
| Other interest bearing liabilities |  | 43,744 | 51,859 |  |  |
| Total interest bearing liabilities |  | 492,663 | 479,274 |  |  |
| Securitisation debt issues |  | 13,005 | 15,723 |  |  |
| Non-interest bearing liabilities |  | 83,262 | 93,777 |  |  |
| Total liabilities |  | 588,930 | 588,774 |  |  |
| Provisions for impairment losses |  |  |  |  |  |
| Collective provision |  | 3,225 | 2,474 |  |  |
| Individually assessed provisions |  | 1,729 | 1,134 |  |  |
| Total provisions for impairment losses |  | 4,954 | 3,608 |  |  |
| Less off balance sheet provisions |  | (30) | (30) |  |  |
| Total provisions for loan impairment |  | 4,924 | 3,578 |  |  |

## Business and Private Banking

|  | Half Year Ended 30 June 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate <br> Financial <br> Services \$M | Regional \& Agribusiness \$M | Local <br> Business <br> Banking \$M | Private Bank \$M |  <br> Margin <br> Lending \$M | Other \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| Net interest income | 272 | 111 | 197 | 55 | 101 | 41 | 777 |
| Other banking income | 206 | 62 | 124 | 53 | 98 | 8 | 551 |
| Total banking income | 478 | 173 | 321 | 108 | 199 | 49 | 1,328 |
| Operating expenses |  |  |  |  |  |  | (645) |
| Impairment expense |  |  |  |  |  |  | (189) |
| Net profit before tax |  |  |  |  |  |  | 494 |
| Corporate tax expense |  |  |  |  |  |  | (131) |
| Cash net profit after tax |  |  |  |  |  |  | 363 |


|  | Half Year Ended 31 December 2008 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate <br> Financial <br> Services \$M |  <br> Agri- <br> business <br> \$M | Local <br> Business <br> Banking <br> \$M | Private Bank \$M |  <br> Margin <br> Lending <br> \$M | $\begin{array}{r} \text { Other } \\ \text { \$M } \end{array}$ | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| Net interest income | 273 | 109 | 186 | 52 | 93 | 35 | 748 |
| Other banking income | 179 | 56 | 114 | 56 | 120 | 4 | 529 |
| Total banking income | 452 | 165 | 300 | 108 | 213 | 39 | 1,277 |
| Operating expenses |  |  |  |  |  |  | (627) |
| Impairment expense |  |  |  |  |  |  | (120) |
| Net profit before tax |  |  |  |  |  |  | 530 |
| Corporate tax expense |  |  |  |  |  |  | (157) |
| Cash net profit after tax |  |  |  |  |  |  | 373 |

## Institutional Banking and Markets

|  | Half Year Ended 30 June 2009 |  |  |
| :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Markets \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| Net interest income | 571 | 192 | 763 |
| Other banking income | 218 | 259 | 477 |
| Total banking income | 789 | 451 | 1,240 |
| Operating expenses |  |  | (366) |
| Impairment expense |  |  | (512) |
| Net profit before tax |  |  | 362 |
| Corporate tax expense |  |  | (28) |
| Cash net profit after tax |  |  | 334 |


|  | Half Year Ended 31 December 2008 |  |  |
| :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Markets \$M | Total $\mathbf{\$ M}$ |
| Net interest income | 491 | 199 | 690 |
| Other banking income | 317 | 155 | 472 |
| Total banking income | 808 | 354 | 1,162 |
| Operating expenses |  |  | (313) |
| Impairment expense |  |  | $(1,196)$ |
| Net profit before tax |  |  | (347) |
| Corporate tax expense |  |  | 179 |
| Cash net profit after tax |  |  | (168) |



## Wealth Manangement

|  | Half Year Ended 30 June 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Colonial |  |  | Other | Total |
|  | CFS GAM | First State | Comminsure |  |  |
|  | \$M | \$M | \$M | \$M | \$M |
| Funds management income | 331 | 336 | 101 | 1 | 769 |
| Insurance income | - | - | 329 | - | 329 |
| Total operating income | 331 | 336 | 430 | 1 | 1,098 |
| Volume expenses | (60) | (73) | (101) | - | (234) |
| Net operating income | 271 | 263 | 329 | 1 | 864 |
| Operating expenses | (173) | (211) | (143) | (68) | (595) |
| Net profit before tax | 98 | 52 | 186 | (67) | 269 |
| Corporate tax expense | (31) | (15) | (53) | 16 | (83) |
| Underlying profit after tax | 67 | 37 | 133 | (51) | 186 |
| Investment experience after tax | (62) | (6) | (11) | 4 | (75) |
| Cash net profit after tax | 5 | 31 | 122 | (47) | 111 |

Half Year Ended 31 December 2008 (Pro forma)

|  | Colonial |  |  | Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  | CFS GAM | First State | CommInsure |  |  |
|  | \$M | \$M | \$M | \$M | \$M |
| Funds management income | 442 | 376 | 159 | (1) | 976 |
| Insurance income | - | - | 328 | - | 328 |
| Total operating income | 442 | 376 | 487 | (1) | 1,304 |
| Volume expenses | (74) | (81) | (94) | - | (249) |
| Net operating income | 368 | 295 | 393 | (1) | 1,055 |
| Operating expenses | (180) | (224) | (140) | (61) | (605) |
| Net profit before tax | 188 | 71 | 253 | (62) | 450 |
| Corporate tax expense | (48) | (21) | (67) | 14 | (122) |
| Underlying profit after tax | 140 | 50 | 186 | (48) | 328 |
| Investment experience after tax | (52) | 5 | (117) | 14 | (150) |
| Cash net profit after tax | 88 | 55 | 69 | (34) | 178 |



| Sources of Profit from CommInsure | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 09 \\ \text { \$M } \end{array}$ | 30/06/09 \$M | Pro forma 31/12/08 \$M | $\begin{aligned} & \text { Dec } 09 \text { vs } \\ & \text { Jun } 09 \text { \% } \end{aligned}$ | Dec 09 vs Dec 08 \% |
| Life insurance operating margins |  |  |  |  |  |
| Planned profit margins |  | 79 | 80 |  |  |
| Experience variations |  | 4 | 10 |  |  |
| Funds management operating margins |  | 56 | 98 |  |  |
| General insurance operating margins |  | (6) | (2) |  |  |
| Operating margins |  | 133 | 186 |  |  |
| Investment experience after tax |  | (11) | (117) |  |  |
| Cash net profit after tax |  | 122 | 69 |  |  |

Wealth Management continued

|  | Half Year Ended 30 June 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening Balance 31/12/08 | Sales/New Business | Lapses | Other <br> Movements | Closing <br> Balance 30/06/09 |
| Annual Inforce Premiums | SM | \$M | \$M | \$M | \$M |
| Retail life | 713 | 121 | (69) | - | 765 |
| Wholesale life | 403 | 45 | (13) | - | 435 |
| General insurance | 324 | 64 | (28) | - | 360 |
| Total | 1,440 | 230 | (110) | - | 1,560 |


|  | Half Year Ended 31 December 2008 (Pro forma) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Opening |  | Closing |  |  |
|  | Balance | Sales/New | Other | Balance |  |
| Annual Inforce Premiums | $\mathbf{3 0 / 0 6 / 0 8}$ | Business | Lapses | Movements | $\mathbf{3 1 / 1 2 / 0 8}$ |
| Retail life | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Wholesale life | 658 | 118 | $(63)$ | - | 713 |
| General insurance | 366 | 58 | $(21)$ | - | 403 |
| Total | 279 | 72 | $(27)$ | - |  |


|  | Half Year Ended 30 June 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 31/12/08 | Inflows | Outflows | Net Flows | Investment Income \& Other | Closing <br> Balance <br> 30/06/09 |
| Funds Under Adminstration | \$M | \$M | \$M | \$M | \$M | \$M |
| FirstChoice | 33,172 | 5,314 | $(3,812)$ | 1,502 | 1,281 | 35,955 |
| Custom Solutions | 5,727 | 945 | $(1,601)$ | (656) | 270 | 5,341 |
| Standalone (including Legacy) | 25,565 | 2,172 | $(3,275)$ | $(1,103)$ | 488 | 24,950 |
| Retail products | 64,464 | 8,431 | $(8,688)$ | (257) | 2,039 | 66,246 |
| Other retail | 1,252 | 25 | (117) | (92) | (6) | 1,154 |
| Australian retail | 65,716 | 8,456 | $(8,805)$ | (349) | 2,033 | 67,400 |
| Wholesale | 39,663 | 15,344 | $(10,351)$ | 4,993 | 436 | 45,092 |
| Property | 20,442 | 564 | $(1,405)$ | (841) | (879) | 18,722 |
| Other | 3,308 | 49 | (83) | (34) | (38) | 3,236 |
| Domestically sourced | 129,129 | 24,413 | $(20,644)$ | 3,769 | 1,552 | 134,450 |
| Internationally sourced | 29,638 | 5,842 | $(3,986)$ | 1,856 | 3,266 | 34,760 |
| Total Wealth Management | 158,767 | 30,255 | $(24,630)$ | 5,625 | 4,818 | 169,210 |


|  | Half Year Ended 31 December 2008 (Proforma) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 30/06/08 | Inflows | Outflows | Net Flows | Investment Income \& Other | Closing <br> Balance 31/12/08 |
| Funds Under Adminstration | \$M | \$M | \$M | \$M | \$M | \$M |
| FirstChoice | 38,707 | 5,548 | $(4,805)$ | 743 | $(6,278)$ | 33,172 |
| Custom Solutions | 6,257 | 1,231 | (564) | 667 | $(1,197)$ | 5,727 |
| Standalone (including Legacy) | 30,774 | 2,514 | $(4,814)$ | $(2,300)$ | $(2,909)$ | 25,565 |
| Retail products | 75,738 | 9,293 | $(10,183)$ | (890) | $(10,384)$ | 64,464 |
| Other retail | 1,366 | 29 | (91) | (62) | (52) | 1,252 |
| Australian retail | 77,104 | 9,322 | $(10,274)$ | (952) | $(10,436)$ | 65,716 |
| Wholesale | 52,376 | 6,113 | $(16,738)$ | $(10,625)$ | $(2,088)$ | 39,663 |
| Property | 20,210 | 717 | (931) | (214) | 446 | 20,442 |
| Other | 3,248 | 459 | (82) | 377 | (317) | 3,308 |
| Domestically sourced | 152,938 | 16,611 | $(28,025)$ | $(11,414)$ | $(12,395)$ | 129,129 |
| Internationally sourced | 32,730 | 3,746 | $(4,742)$ | (996) | $(2,096)$ | 29,638 |
| Total Wealth Management | 185,668 | 20,357 | $(32,767)$ | $(12,410)$ | $(14,491)$ | 158,767 |

## South Pacific

|  | Half Year Ended 30 June 2009 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  | $\mathbf{A S B}$ | Sovereign | Other | Subtotal | Fiji |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Net interest income | 361 | - | 4 | 365 | 15 | 380 |
| Other banking income | 206 | - | - | 206 | $(5)$ | 201 |
| Total banking income | 567 | - | 4 | 571 | 10 | 581 |
| Funds management income | 25 | - | $(2)$ | 23 | - | 23 |
| Insurance income | - | 123 | $(8)$ | 115 | 8 | 123 |
| Total operating income | 592 | 123 | $(6)$ | 709 | 18 | 727 |
| Operating expenses | $(237)$ | $(80)$ | 16 | $(301)$ | $(17)$ | $(318)$ |
| Impairment expense | $(136)$ | - | $(1)$ | $(137)$ | $(2)$ | $(139)$ |
| Net profit before tax | 219 | 43 | 9 | 271 | $(1)$ | 270 |
| Corporate tax expense | $(93)$ | 6 | 2 | $(85)$ | $(4)$ | $(89)$ |
| Underlying profit after tax | 126 | 49 | 11 | 186 | $(5)$ | 181 |
| Investment experience after tax | - | - | $(7)$ | $(7)$ | $(1)$ | $(8)$ |
| Cash net profit after tax | 126 | 49 | 4 | 179 | $(6)$ | 173 |


|  | Half Year Ended 31 December 2008 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{A S B}$ | Sovereign | Other | Subtotal | Fiji | Total |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Net interest income | 376 | - | 15 | 391 | 18 | 409 |
| Other banking income | 212 | - | $(14)$ | 198 | 5 | 203 |
| Total banking income | 588 | - | 1 | 589 | 23 | 612 |
| Funds management income | 28 | - | $(2)$ | 26 | - | 26 |
| Insurance income | - | 96 | $(4)$ | 92 | 9 | 101 |
| Total operating income | 616 | 96 | $(5)$ | 707 | 32 | 739 |
| Operating expenses | $(283)$ | $(84)$ | 19 | $(348)$ | $(20)$ | $(368)$ |
| Impairment expense | $(57)$ | - | - | $(57)$ | $(2)$ | $(59)$ |
| Net profit before tax | 276 | 12 | 14 | 302 | 10 | 312 |
| Corporate tax expense | $(70)$ | 18 | 2 | $(50)$ | $(3)$ | $(53)$ |
| Underlying profit after tax | 206 | 30 | 16 | 252 | 7 | 259 |
| Investment experience after tax | - | 18 | $(11)$ | 7 | 1 | 8 |
| Cash net profit after tax | 206 | 48 | 5 | 259 | 8 | 267 |

## South Pacific continued

| Sources of Profit from Insurance Activities | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 09 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 09 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 08 \\ \$ M \end{array}$ | Dec 09 vs Jun 09 \% | Dec 09 vs Dec 08 \% |
| The Margin on Services profit from ordinary activities after income tax is represented by: |  |  |  |  |  |
| Planned profit margins |  | 35 | 35 |  |  |
| Experience variations |  | 14 | (5) |  |  |
| Operating margins |  | 49 | 30 |  |  |
| Investment experience after tax |  | - | 18 |  |  |
| Cash net profit after tax |  | 49 | 48 |  |  |



|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 09 \\ \text { \$M } \end{array}$ | 30/06/09 \$M | Pro forma 31/12/08 \$M |
| Net interest income |  | 591 | 530 |
| Other banking income |  | 168 | 83 |
| Total banking income |  | 759 | 613 |
| Operating expenses |  | (483) | (426) |
| Impairment expense |  | (113) | (344) |
| Net profit before tax |  | 163 | (157) |
| Corporate tax expense |  | (50) | 47 |
| Cash net profit after tax |  | 113 | (110) |


|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/09 | 30/06/09 | 31/12/08 | Dec 09 vs | Dec 09 vs |
| Major Balance Sheet Items | \$M | \$M | \$M | Jun 09 \% | Dec 08 \% |
| Home lending (including securitisation) |  | 35,048 | 33,685 |  |  |
| Other lending assets |  | 26,366 | 25,009 |  |  |
| Assets at fair value through Income Statement |  | 48 | 5,776 |  |  |
| Other assets |  | 6,865 | 1,726 |  |  |
| Total assets |  | 68,327 | 66,196 |  |  |
| Transaction deposits |  | 4,803 | 4,843 |  |  |
| Savings deposits |  | 8,708 | 7,546 |  |  |
| Investment deposits |  | 24,639 | 23,919 |  |  |
| Certificates of deposit and other |  | 157 | 524 |  |  |
| Debt issues |  | 4,903 | 5,221 |  |  |
| Due to other financial institutions |  | 19,119 | 18,138 |  |  |
| Other liabilities |  | 2,059 | 2,324 |  |  |
| Total liabilities |  | 64,388 | 62,515 |  |  |

## Other (including Asia)

|  | Half Year Ended 30 June 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Corporate Eliminations/ |  |  |  |
|  | Asia \$M | Centre \$M | Unallocated \$M | Total \$M |
| Net interest income | 37 | 461 | (7) | 491 |
| Other banking income | 58 | 127 | (93) | 92 |
| Total banking income | 95 | 588 | (100) | 583 |
| Funds management income | - | - | 16 | 16 |
| Insurance income | 19 | - | 7 | 26 |
| Total operating income | 114 | 588 | (77) | 625 |
| Operating expenses | (82) | (61) | - | (143) |
| Impairment expense | (3) | - | (23) | (26) |
| Net profit before tax | 29 | 527 | (100) | 456 |
| Corporate tax expense | (10) | (153) | 22 | (141) |
| Non controlling interests | (2) | - | (12) | (14) |
| Underlying profit after tax | 17 | 374 | (90) | 301 |
| Investment experience after tax | 2 | - | 17 | 19 |
| Cash net profit after tax | 19 | 374 | (73) | 320 |


|  | Half Year Ended 31 December 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Corporate Eliminations/ |  |  |  |
|  | Asia | Centre | Unallocated | Total |
|  | \$M | \$M | \$M | \$M |
| Net interest income | 22 | 249 | (134) | 137 |
| Other banking income | 44 | 103 | 60 | 207 |
| Total banking income | 66 | 352 | (74) | 344 |
| Funds management income | - | - | 13 | 13 |
| Insurance income | 18 | - | 6 | 24 |
| Total operating income | 84 | 352 | (55) | 381 |
| Operating expenses | (75) | 6 | - | (69) |
| Impairment expense | (1) | - | 6 | 5 |
| Net profit before tax | 8 | 358 | (49) | 317 |
| Corporate tax expense | 3 | (84) | 14 | (67) |
| Non controlling interests | (1) | - | (15) | (16) |
| Underlying profit after tax | 10 | 274 | (50) | 234 |
| Investment experience after tax | 1 | - | 12 | 13 |
| Cash net profit after tax | 11 | 274 | (38) | 247 |

## Note 6 Provisions for Impairment and Asset Quality

|  | As at 30 June 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Housing Loans \$M | Other Personal \$M | Asset <br> Financing \$M | Other Commercial Industrial \$M | Total \$M |
| Loans which were neither Past Due nor Impaired |  |  |  |  |  |
| Investment Grade | 166,675 | 2,190 | 974 | 77,329 | 247,168 |
| Pass Grade | 107,983 | 9,969 | 7,057 | 65,742 | 190,751 |
| Weak | 8,100 | 2,271 | 78 | 7,603 | 18,052 |
| Total loans which were neither Past Due nor Impaired | 282,758 | 14,430 | 8,109 | 150,674 | 455,971 |
| Loans which were Past Due but not Impaired |  |  |  |  |  |
| Past due 1-29 days | 4,657 | 898 | 281 | 1,860 | 7,696 |
| Past due 30-59 days | 1,637 | 215 | 70 | 222 | 2,144 |
| Past due 60-89 days | 837 | 118 | 41 | 146 | 1,142 |
| Past due 90-179 days | 955 | 175 | 38 | 222 | 1,390 |
| Past due 180 days or more | 864 | 63 | 20 | 272 | 1,219 |
| Total loans past due but not impaired | 8,950 | 1,469 | 450 | 2,722 | 13,591 |


|  | As at 31 December 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Housing Loans \$M | Other Personal \$M | Asset Financing \$M | Other <br> Commercial Industrial \$M | Total \$M |
|  |  |  |  |  |  |
| Loans which were neither Past Due nor Impaired |  |  |  |  |  |
| Investment Grade | 184,803 | 2,576 | - | 84,296 | 271,675 |
| Pass Grade | 63,488 | 12,900 | 7,555 | 62,466 | 146,409 |
| Weak | 8,965 | 2,068 | 50 | 7,113 | 18,196 |
| Total loans which were neither Past Due nor Impaired | 257,256 | 17,544 | 7,605 | 153,875 | 436,280 |
| Loans which were Past Due but not Impaired |  |  |  |  |  |
| Past due 1-29 days | 4,561 | 868 | 349 | 2,256 | 8,034 |
| Past due 30-59 days | 1,680 | 345 | 78 | 313 | 2,416 |
| Past due 60-89 days | 613 | 185 | 44 | 116 | 958 |
| Past due 90-179 days | 675 | 152 | 29 | 213 | 1,069 |
| Past due 180 days or more | 518 | 20 | 17 | 110 | 665 |
| Total loans past due but not impaired | 8,047 | 1,570 | 517 | 3,008 | 13,142 |

## Appendices

## 1. Net Interest Income

|  | Half Year Ended |  |  |  |  | As reported <br> 31/12/08 \$M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 31/12/09 } \\ \text { \$M } \end{gathered}$ | 30/06/09 \$M | Pro forma 31/12/08 \$M | $\begin{gathered} \hline \text { Dec } 09 \text { vs } \\ \text { Jun } 09 \\ \% \\ \hline \end{gathered}$ | Dec 09 vs Dec 08 \% |  |
| Interest Income |  |  |  |  |  |  |
| Loans and bills discounted |  | 13,862 | 16,884 |  |  | 14,576 |
| Other financial institutions |  | 131 | 303 |  |  | 303 |
| Cash and liquid assets |  | 226 | 322 |  |  | 284 |
| Assets at fair value through Income Statement |  | 389 | 1,030 |  |  | 847 |
| Available-for-sale investments |  | 449 | 451 |  |  | 452 |
| Total interest income |  | 15,057 | 18,990 |  |  | 16,462 |
| Deposits |  | 6,578 | 8,806 |  |  | 7,638 |
| Other financial institutions |  | 106 | 964 |  |  | 403 |
| Liabilities at fair value through Income Statement |  | 472 | 549 |  |  | 549 |
| Debt issues |  | 1,869 | 3,110 |  |  | 2,898 |
| Loan capital |  | 274 | 488 |  |  | 431 |
| Total interest expense |  | 9,299 | 13,917 |  |  | 11,919 |
| Net interest income |  | 5,758 | 5,073 |  |  | 4,543 |

## 2. Net Interest Margin

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/09 | 30/06/09 | Pro forma 31/12/08 | $\begin{array}{r} \text { As reported } \\ 31 / 12 / 08 \end{array}$ |
|  | \% | \% | \% | \% |
| Australia |  |  |  |  |
| Interest spread |  | 2. 04 | 1. 71 | 1. 79 |
| Benefit of interest-free liabilities, provisions and equity |  | 0. 17 | 0.28 | 0. 27 |
| Net interest margin |  | 2. 21 | 1.99 | 2. 06 |
| Overseas |  |  |  |  |
| Interest spread |  | 1. 32 | 1. 33 | 1. 33 |
| Benefit of interest-free liabilities, provisions and equity |  | 0. 32 | 0. 48 | 0. 48 |
| Net interest margin |  | 1.64 | 1. 81 | 1. 81 |
| Total Group |  |  |  |  |
| Interest spread |  | 1. 95 | 1. 66 | 1. 72 |
| Benefit of interest-free liabilities, provisions and equity |  | 0. 21 | 0.33 | 0.32 |
| Net interest margin |  | 2. 16 | 1.99 | 2. 04 |

## Appendices

## 3. Average Balances and Related Interest - pro forma

## Average Balances

|  | Half Year Ended 31/12/09 |  |  | Half Year Ended 30/06/09 |  |  | Half Year Ended 31/12/08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Earning Assets | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal \$M | Interest \$M | Yield \% | Avg Bal \$M | Interest \$M | Yield \% |
| Home loans excluding securitisation |  |  |  | 262,999 | 7,724 | 5. 92 | 240,806 | 9,341 | 7. 69 |
| Personal |  |  |  | 19,284 | 1,131 | 11. 83 | 21,094 | 1,305 | 12. 27 |
| Business and corporate |  |  |  | 163,689 | 4,673 | 5. 76 | 156,915 | 5,624 | 7. 11 |
| Loans, bills discounted and other receivables |  |  |  | 445,972 | 13,528 | 6. 12 | 418,815 | 16,270 | 7.71 |
| Cash and liquid assets |  |  |  | 35,578 | 357 | 2. 02 | 28,819 | 625 | 4. 30 |
| Assets at fair value through Income Statement (excluding life insurance) |  |  |  | 23,951 | 389 | 3. 28 | 33,120 | 1,030 | 6. 17 |
| Available-for-sale investments |  |  |  | 21,011 | 449 | 4. 31 | 15,801 | 451 | 5. 66 |
| Non-lending interest earning assets |  |  |  | 80,540 | 1,195 | 2. 99 | 77,740 | 2,106 | 5. 37 |
| Total interest earning assets (excluding securitisation) |  |  |  | 526,512 | 14,723 | 5. 64 | 496,555 | 18,376 | 7. 34 |
| Securitisation home loan assets |  |  |  | 13,767 | 320 | 4. 69 | 15,982 | 614 | 7. 62 |
| Non-interest earning assets |  |  |  | 97,585 |  |  | 91,473 |  |  |
| Total average assets |  |  |  | 637,864 |  |  | 604,010 |  |  |


| Interest Bearing | Half Year Ended 31/12/09 |  |  | Half Year Ended 30/06/09 |  |  | Half Year Ended 31/12/08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
| Liabilities | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Transaction deposits |  |  |  | 65,663 | 470 | 1. 44 | 63,953 | 846 | 2. 62 |
| Saving deposits |  |  |  | 72,815 | 992 | 2. 75 | 65,501 | 1,596 | 4. 83 |
| Investment deposits |  |  |  | 143,248 | 3,336 | 4. 70 | 135,516 | 4,715 | 6. 90 |
| Certificates of deposit and other |  |  |  | 77,526 | 1,919 | 4. 99 | 51,563 | 1,649 | 6. 34 |
| Total interest bearing deposits |  |  |  | 359,252 | 6,717 | 3. 77 | 316,533 | 8,806 | 5. 52 |
| Payables due to other financial institutions |  |  |  | 16,960 | 106 | 1. 26 | 37,097 | 964 | 5. 15 |
| Liabilities at fair value through Income Statement |  |  |  | 18,368 | 472 | 5. 18 | 16,499 | 549 | 6. 60 |
| Debt issues |  |  |  | 89,558 | 1,523 | 3. 43 | 82,360 | 2,580 | 6. 21 |
| Loan capital |  |  |  | 12,604 | 278 | 4. 45 | 14,990 | 488 | 6. 46 |
| Total interest bearing liabilities |  |  |  | 496,742 | 9,096 | 3. 69 | 467,479 | 13,387 | 5. 68 |
| Securitisation debt issues |  |  |  | 14,507 | 304 | 4. 23 | 16,249 | 530 | 6. 47 |
| Non-interest bearing liabilities |  |  |  | 96,281 |  |  | 88,296 |  |  |
| Total average liabilities |  |  |  | 607,530 |  |  | 572,024 |  |  |

## Appendices

3. Average Balances and Related Interest - pro forma (continued)

|  | Half Year Ended 31/12/09 |  |  | Half Year Ended 30/06/09 |  |  | Half Year Ended 31/12/08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Margin | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% |
| Total interest earning assets excluding securitisation |  |  |  | 526,512 | 14,723 | 5. 64 | 496,555 | 18,376 | 7. 34 |
| Total interest bearing liabilities excluding securitisation |  |  |  | 496,742 | 9,096 | 3. 69 | 467,479 | 13,387 | 5. 68 |

Net interest income and

| interest spread (excluding |  |  |
| :--- | ---: | ---: |
| securitisation) | 5,627 | 1.95 |
| Benefit of free funds | 0.21 | 4,989 |
| Net interest margin | 2.16 | 0.33 |

Geographical Analysis of Key Categories

|  | Half Year Ended 31/12/09 |  |  | Half Year Ended 30/06/09 |  |  | Half Year Ended 31/12/08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% |
| Loans, Bills Discounted and Other Receivables |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 384,716 | 11,508 | 6. 03 | 356,970 | 13,706 | 7. 62 |
| Overseas |  |  |  | 61,256 | 2,020 | 6. 65 | 61,845 | 2,564 | 8. 22 |
| Total |  |  |  | 445,972 | 13,528 | 6. 12 | 418,815 | 16,270 | 7.71 |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 51,655 | 848 | 3. 31 | 49,347 | 1,476 | 5. 93 |
| Overseas |  |  |  | 28,885 | 347 | 2. 42 | 28,393 | 630 | 4. 40 |
| Total |  |  |  | 80,540 | 1,195 | 2. 99 | 77,740 | 2,106 | 5.37 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 317,457 | 5,804 | 3. 69 | 276,855 | 7,592 | 5. 44 |
| Overseas |  |  |  | 41,795 | 913 | 4. 41 | 39,678 | 1,214 | 6. 07 |
| Total |  |  |  | 359,252 | 6,717 | 3. 77 | 316,533 | 8,806 | 5. 52 |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |  |  |  |
| Australia |  |  |  | 84,901 | 1,732 | 4. 11 | 99,781 | 3,398 | 6. 76 |
| Overseas |  |  |  | 52,589 | 647 | 2. 48 | 51,165 | 1,183 | 4.59 |
| Total |  |  |  | 137,490 | 2,379 | 3. 49 | 150,946 | 4,581 | 6. 02 |

Appendices

## 7. Operating Expenses

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 09 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 09 \\ \text { \$M } \end{array}$ | Pro forma 31/12/08 \$M | As reported <br> 31/12/08 <br> \$M |
| Staff expenses |  |  |  |  |
| Salaries and wages |  | 1,831 | 1,775 | 1,574 |
| Share-based compensation |  | 62 | 84 | 63 |
| Superannuation contributions |  | 36 | 23 | 8 |
| Defined benefit superannuation plan expense |  | - | - | - |
| Provisions for employee entitlements |  | 22 | 74 | 66 |
| Payroll tax |  | 95 | 102 | 93 |
| Fringe benefits tax |  | 19 | 18 | 17 |
| Other staff expenses |  | 34 | 77 | 60 |
| Total staff expenses |  | 2,099 | 2,153 | 1,881 |
| Occupancy and equipment expenses |  |  |  |  |
| Operating lease rentals |  | 265 | 254 | 223 |
| Depreciation: |  |  |  |  |
| Buildings |  | 15 | 20 | 14 |
| Leasehold improvements |  | 45 | 43 | 40 |
| Equipment |  | 47 | 45 | 42 |
| Operating lease assets |  | 21 | 16 | 16 |
| Repairs and maintenance |  | 42 | 39 | 38 |
| Other |  | 66 | 46 | 36 |
| Total occupancy and equipment expenses |  | 501 | 463 | 409 |
| Information technology services |  |  |  |  |
| Application maintenance and development |  | 105 | 84 | 62 |
| Data processing |  | 104 | 99 | 98 |
| Desktop |  | 73 | 70 | 68 |
| Communications |  | 100 | 86 | 79 |
| Amortisation of software assets |  | 73 | 59 | 49 |
| IT equipment depreciation |  | 38 | 30 | 24 |
| Total information technology services |  | 493 | 428 | 380 |
| Other expenses |  |  |  |  |
| Postage |  | 64 | 64 | 57 |
| Stationery |  | 49 | 54 | 51 |
| Fees and commissions: |  |  |  |  |
| Fees payable on trust and other fiduciary activities |  | 226 | 227 | 227 |
| Other |  | 196 | 183 | 163 |
| Advertising, marketing and loyalty |  | 298 | 201 | 177 |
| Amortisation of intangible assets (excluding software and merger related amortisation) |  | 9 | 8 | 8 |
| Non-lending losses |  | 49 | 41 | 37 |
| Other |  | 230 | 186 | 161 |
| Total other expenses |  | 1,121 | 964 | 881 |
| Total expenses ("cash basis") |  | 4,214 | 4,008 | 3,551 |
| Defined benefit superannuation plan (income)/expense |  | (4) | $\mathrm{n} / \mathrm{a}$ | 18 |
| Investment and restructuring |  |  |  |  |
| Integration expenses |  | 112 | $\mathrm{n} / \mathrm{a}$ | - |
| Merger related amortisation |  | 37 | n/a | - |
| One-off expenses |  | 32 | $\mathrm{n} / \mathrm{a}$ | - |
| Total investment and restructuring |  | 181 | n/a | - |
| Total operating expenses |  | 4,391 | $\mathrm{n} / \mathrm{a}$ | 3,569 |

## Appendices

7. Operating Expenses (continued)

