

## Commonwealth Bank

Commonwealth Bank of Australia
ACN 123123124

## Profit Announcement For the year ended 30 June 1998

Results have been subject to an independent audit by the external auditors.
Released 12 August 1998

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Performance Summary

|  | Half Year Ended |  |  |  | Full Year Ended |  | 30/06/98 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 | vs 30/06/97 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \% |

Profit and Loss - Summary
Operating profit after tax before abnormal items
Income
Operating Revenue
Interest income
Interest expense
Net interest income
Other operating income
Total operating income

## Expenses

Staff expenses
Occupancy and equipment expenses
Information technology services
Other expenses
Total operating expenses
Underlying profit*
Charge for bad and doubtful debts
Goodwill amortisation
Operating profit before abnormal items and income tax

Abnormal expense

## Operating profit before income tax

Income tax expense (credit)
Operating profit
Abnormal items
Total income tax expense (credit)

## Operating profit after income tax

Outside equity interests
Operating profit after income tax attributable to members of the chief entity

Contributions to profit
Banking
Australia
New Zealand (ASB Bank)
Other countries*
Life insurance and funds management
Finance
Profit on operations
Goodwill amortisation
Outside equity interests

Abnormal expense (after income tax)
Operating profit after income tax and abnormal items

| 632 | 619 | 604 | 602 | 1,251 | 1,206 | 4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,809 | 4,681 | 4,669 | 4,844 | 9,490 | 9,513 | (0) |
| 3,799 | 3,806 | 3,878 | 4,111 | 7,605 | 7,989 | (5) |
| 2,092 | 2,116 | 2,205 | 2,392 | 4,208 | 4,597 | (8) |
| 1,707 | 1,690 | 1,673 | 1,719 | 3,397 | 3,392 | 0 |
| 1,010 | 875 | 791 | 733 | 1,885 | 1,524 | 24 |
| 2,717 | 2,565 | 2,464 | 2,452 | 5,282 | 4,916 | 7 |
| 787 | 835 | 843 | 820 | 1,622 | 1,663 | (2) |
| 228 | 245 | 284 | 263 | 473 | 547 | (14) |
| 283 | 193 | 130 | 125 | 476 | 255 | 87 |
| 261 | 259 | 251 | 243 | 520 | 494 | 5 |
| 1,559 | 1,532 | 1,508 | 1,451 | 3,091 | 2,959 | 4 |
| 1,158 | 1,033 | 956 | 1,001 | 2,191 | 1,957 | 12 |
| (144) | (89) | (55) | (43) | (233) | (98) | large |
| (23) | (23) | (22) | (21) | (46) | (43) | 7 |
| 991 | 921 | 879 | 937 | 1,912 | 1,816 | 5 |


| 544 | 26 | 200 | - | 570 | 200 | large |
| ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| 447 | 895 | $\mathbf{6 7 9}$ | $\mathbf{9 3 7}$ | $\mathbf{1 , 3 4 2}$ | $\mathbf{1 , 6 1 6}$ | $\mathbf{( 1 7 )}$ |


| 350 | 291 | 263 | 325 | 641 | 588 | 9 <br> $(400)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $(9)$ | $(72)$ | - | $(409)$ | $(72)$ | large |  |
| $\mathbf{( 5 0 )}$ | $\mathbf{2 8 2}$ | $\mathbf{1 9 1}$ | $\mathbf{3 2 5}$ | $\mathbf{2 3 2}$ | $\mathbf{5 1 6}$ | $\mathbf{( 5 5 )}$ |
| $\mathbf{4 9 7}$ | $\mathbf{6 1 3}$ | $\mathbf{4 8 8}$ | $\mathbf{6 1 2}$ | $\mathbf{1 , 1 1 0}$ | $\mathbf{1 , 1 0 0}$ | $\mathbf{1}$ |
| $(9)$ | $(11)$ | $(12)$ | $(10)$ | $(20)$ | $(22)$ | $(9)$ |


| 488 | 602 | 476 | 602 | 1,090 | 1,078 | 1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| 566 | 530 | 492 | 536 | 1,096 | 1,028 | 7 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 49 | 49 | 48 | 37 | 98 | 85 | 15 |
| $(37)$ | 7 | 21 | - | $(30)$ | 21 | large |
| 56 | 31 | 43 | 32 | 87 | 75 | 16 |
| 30 | 36 | 34 | 28 | 66 | 62 | 6 |
| 664 | 653 | 638 | 633 | 1,317 | 1,271 | 4 |
| $(23)$ | $(23)$ | $(22)$ | $(21)$ | $(46)$ | $(43)$ | 7 |
| $(9)$ | $(11)$ | $(12)$ | $(10)$ | $(20)$ | $(22)$ | $(9)$ |
| $\mathbf{6 3 2}$ | $\mathbf{6 1 9}$ | $\mathbf{6 0 4}$ | $\mathbf{6 0 2}$ | $\mathbf{1 , 2 5 1}$ | $\mathbf{1 , 2 0 6}$ | $\mathbf{4}$ |
| $(144)$ | $(17)$ | $(128)$ | - | $(161)$ | $(128)$ | 26 |
|  |  |  |  |  |  |  |
| $\mathbf{4 8 8}$ | $\mathbf{6 0 2}$ | $\mathbf{4 7 6}$ | $\mathbf{6 0 2}$ | $\mathbf{1 , 0 9 0}$ | $\mathbf{1 , 0 7 8}$ | $\mathbf{1}$ |

[^0]Performance Summary (Continued)

| As at | Half Year Ended |  |  |  | Full Year Ended |  | $\begin{gathered} 30 / 06 / 98 \\ \text { vs } 30 / 06 / 97 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 |  |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \% |
| Balance Sheet - Summary |  |  |  |  |  |  |  |
| Loans, advances and other receivables | 89,816 | 85,317 | 81,632 | 76,729 | 89,816 | 81,632 | 10 |
| Total Assets | 130,544 | 126,007 | 120,103 | 114,399 | 130,544 | 120,103 | 9 |
| Deposits and other public borrowings | 83,886 | 81,321 | 77,880 | 73,502 | 83,886 | 77,880 | 8 |
| Total Liabilities | 120,659 | 116,327 | 110,278 | 104,875 | 120,659 | 110,278 | 9 |
| Shareholders' Equity | 6,889 | 6,752 | 7,024 | 6,781 | 6,889 | 7,024 | (2) |
| Risk weighted assets | 94,431 | 90,718 | 86,468 | 81,956 | 94,431 | 86,468 | 9 |
| Net non accrual loans | 545 | 479 | 556 | 607 | 545 | 556 | (2) |
| Average interest earning assets | 102,423 | 101,910 | 98,929 | 93,442 | 102,165 | 96,163 | 6 |
| Average interest bearing liabilities | 92,747 | 90,572 | 87,221 | 83,402 | 91,650 | 85,296 | 7 |
| Assets (on balance sheet) |  |  |  |  |  |  |  |
| Australia | 110,120 | 105,370 | 101,202 | 97,412 | 110,120 | 101,202 | 9 |
| New Zealand | 10,846 | 10,661 | 9,994 | 8,952 | 10,846 | 9,994 | 9 |
| Other | 9,578 | 9,976 | 8,907 | 8,035 | 9,578 | 8,907 | 8 |
| Total Assets * | 130,544 | 126,007 | 120,103 | 114,399 | 130,544 | 120,103 | 9 |

## Shareholder Summary



## REVIEW OF OPERATIONS

(All comparatives are with the year ended 30 June 1997 unless otherwise stated.)

## Highlights

Commonwealth Bank reported an operating profit of $\$ 1,251$ million, before abnormal items, up $4 \%$ for the year ended 30 June 1998. Operating profit after abnormal items was $\$ 1,090$ million. Comparable with the corresponding period last year, this result represents a satisfactory outcome in the current competitive environment.

As announced to the market on 31 July 1998, abnormal restructuring costs of $\$ 200$ million before tax ( $\$ 128$ million after tax) have been charged to profit and loss in the year ended 30 June 1998.

The components of the restructuring charge include the transition to EDS Australia and other outsourcing arrangements, further rationalisation of processing and administration functions, implementation of the new organisational structure and reconfiguration of delivery systems.

With effect from 1 January 1998 the Commonwealth Bank Group has adopted dynamic provisioning in estimating the provision for bad and doubtful debts. This statistical technique takes into account historical loss experience and current economic factors to assess the provisioning requirement over the term to maturity of existing credit portfolios.

Initial adoption of dynamic provisioning has resulted in an abnormal expense for bad and doubtful debts of $\$ 370$ million in respect of the general provision being charged to profit and loss in the year ended 30 June 1998. Subsequent requirements for specific provisions will be funded via the general provision. The general provision for bad and doubtful debts has been tax effected as at 1 January 1998, with an abnormal credit to tax expense of $\$ 337$ million booked to profit and loss in the year ended 30 June 1998.

A final dividend of 58 cents per share fully franked will be paid on 30 September 1998, bringing the dividend for the 1997/98 financial year to 104 cents per share ( 102 cents per share in 1996/97). The final dividend has been determined having regard to operating profit before abnormal items. The ratio of dividends per share to earnings per share before abnormal items on this basis is $77.3 \%$ compared with $77.6 \%$ in 1996/97. The Directors consider this appropriate having regard to the Bank's strong capital position and the nature of the abnormal expense.

Return on equity before abnormal items increased from 18.16\% to $18.48 \%$ ( $16.10 \%$ after abnormals). Earnings per share before abnormal items were 134.5 cents, up $2 \%$ ( 117.2 cents per share after abnormals).

Total assets increased by $9 \%$ to $\$ 130,544$ million. Risk weighted assets increased by $9 \%$ to $\$ 94,431$ million. Net tangible assets per share was $\$ 6.70$ compared with $\$ 6.74$ at 30 June 1997.

The risk weighted capital ratio as at 30 June 1998 was $10.49 \%$, with a Tier 1 ratio of $8.07 \%$.
The 1997/98 full year result was made up of :

| Net interest income | $\$ 3,397$ million | Steady | $0 \%$ |
| :--- | ---: | ---: | ---: |
| Other operating income | $\$ 1,885$ million | Up | $24 \%$ |
| Operating expenses | $\$ 3,091$ million | Up | $4 \%$ |
| Bad debt charge | $\$ 233$ million | Up | $\$ 135 \mathrm{~m}$ |
| Income tax expense before abnormals | $\$ 641$ million | Up | $9 \%$ |

The result reflects:

- increased lending volumes, up $10 \%$ to $\$ 92,575$ million, reflecting increases in housing loans, term loans and credit card lending, in part offsetting the fall in Group interest margin, down 20 basis points since June 1997.
- higher fee income attributed to greater activity in lending particularly in the home loan market; new transaction fees; increased credit card income due to increased market activity and an increase in the number of card holders and card merchants; new business in stockbroking and fleet management; increased trading income due to improved trading conditions in foreign exchange markets and increase in life insurance and funds management.
- cost containment with improvement in the cost to income ratio to $58.5 \%$ (down from $60.2 \%$ at 30 June 1997)
- effective tax rate of $33.5 \%$ (compared with $32.4 \%$ for June 1997).

In July 1998, the Bank entered into a strategic alliance with Woolworths which will provide customers with increased accessibility and flexibility for their financial services needs.

## Business Unit Performance Highlights

## Customer Service Division

- The Commonwealth Bank has over 90,000 customer service points including :
- 1,218 branches, down from 1,334
- 4,015 agencies, including 3,769 in Australia Post Offices
- 2,501 ATMs, up 9\%
- 83,038 EFTPOS terminals, up 31\% (65,770 COMM2000 EFTPOS terminals)
- Ratio of electronic to over the counter transactions increased from 70:30 at 30 June 1997 to 72:28 at 30 June 1998.
- Average number of ATM transactions processed per day is up $5 \%$ for the year.
- Almost $50 \%$ increase in the number of calls answered by the 132221 telephone line, with 1.1 million calls being answered per week, with the majority using the automated service. Increase in the number of telephone password holders to 1.9 million, up over $50 \%$ since June 1997.
- During the period over 3,000 home loans and a significant number of new transaction and saving accounts were opened over the phone using the 132224 telephone number.
- NetBank now has over 37,000 registered clients, with 2,500 new applications being received per month.
- The Bank's Internet site receives over 4.5 million hits per month.
- Mobile Bankers now account for more than $24 \%$ of all home loan approvals, with total business approved increasing by $6.3 \%$ on the same period last year.


## Banking and Financial Services

## Personal Customers

- Commonwealth Bank now has over 7.5 million customers.
- The Bank's market share of home loan outstandings has remained steady at 20.46\% at May 1998 (RBA All Lenders). Market share of approvals for the year to May 1998 is $18.5 \%$.
- As at June 1998, $51 \%$ of new owner occupied home lending is at a fixed rate (compared with $7 \%$ as at June 1997).
- Gross investment home loan approvals up $50 \%$ on the same period last year.
- Largest issuer of credit cards, with over 2.25 million accounts as at 30 June 1998 (up 5\%). Outstanding balances up 22\% to $\$ 2.2$ billion. Over 480,000 credit card holders are members of the Bank's True Awards Loyalty Program.
- Significant growth in personal loan funded approvals up $8 \%$ over the period, due to strong demand for motor vehicles and growth in the volume of personal loans used for share investment purposes. Total funded approvals of $\$ 1.0$ billion.
- $5.4 \%$ growth in retail funding portfolio, with approximately 150,000 new deposit product accounts opened each month. Market share of total retail deposits grew from $24.7 \%$ at June 1997 to $25.0 \%$ as at May 1998 (ABA).
- Introduction of revised transaction fees in November 1997 has contributed to a $24 \%$ decrease (year on year) in the number of over the counter withdrawals on these accounts.


## Commonwealth Connect Insurance Limited

- Over 440,000 building and contents risks as at 30 June 1998.
- More than $2 / 3$ of new business is generated through the branch network.
- Premium income up $23 \%$ on the same period last year.
- Introduction of "Contents Only" insurance policy.


## Financial Services

- Number of customers up $13.4 \%$ in the 12 months
- Commonwealth Financial Services is the $4^{\text {th }}$ largest fund manager and the $2^{\text {nd }}$ largest retail fund manager in Australia. During the year ended 30 June 1998 retail funds under management increased by $19 \%$ to $\$ 12.8$ billion. Total funds under management decreased as anticipated by $5 \%$ to $\$ 22.0$ billion reflecting withdrawals of certain wholesale portfolios.
- $31 \%$ increase in net sales of retail managed funds.
- Strong growth in funds under management. Total sales up $65 \%$ to $\$ 4.0$ billion.
- Cash Management Trust funds under management grew to almost $\$ 2$ billion at June 1998. Unit Trust funds under management (excluding Cash Management Trust) increased 86\% to \$1.6 billion at June 1998.
- Commonwealth Life Limited is the $5^{\text {th }}$ largest life insurance company in Australia and is the leading rollover and personal superannuation manager as well as the leading allocated pension fund provider. Annual life insurance premiums have grown by $21 \%$ over the year.
- Over 570 investment advisers are now available to meet the investment needs of clients. In 1997/98 gross sales of $\$ 5.7$ billion in managed products, life products, superannuation and other investment products were achieved.


## Business Customers

- Approximately 475,000 relationships with small to medium sized enterprises (SME) are serviced through the branch network and 103 Business Banking Centres.
- Commercial lending approvals to small and middle market clients were up $9.5 \%$. Total commercial assets of $\$ 25.2$ billion as at 30 June 1998.
- Bрау $\boldsymbol{T M}^{(1)}$, the interbank electronic billing system was successfully launched in November 1997 (and available on 13 2221), with over 200 billers now on the system.
- The Rural Fixed Rate Term Advance product, launched in September 1997, has been very successful, with over $\$ 70.2$ million in outstanding balances.
- Equipment Finance business recorded another strong year of growth with new business fundings rising by $19 \%$ over the year. Over the year lease finance grew by $20 \%$, whilst hire purchase increased by $18 \%$.
- The Commonwealth Bank Business Card has continued to be popular with small businesses as an easily accessible and flexible electronic alternative to traditional overdrafts and transaction products.
- Integration of CBFC Fleet Lease Administration and Fleetcare with Leaseway (service now available on 13 1998).


## Institutional Banking

- Revenue from Institutional Banking is up $16 \%$ on the same period last year, with non-interest revenue representing $65 \%$ of total revenue. A key contributor was the financial markets business up almost $41 \%$ on last year as well as recognition of significant gains in the value of securities.
- The increasing range of sophisticated interest rate and foreign exchange risk management products purchased by a wide range of Bank clients was a major contributor to the increased revenues. Foreign Exchange trading was also an important factor in increased Financial Markets revenue.
- Corporate Finance in 1997/98 continued to compete successfully in the competitive infrastructure/privatisation market with successful bids for Southern Hydro and Envestra.
- Outstanding year for property financing, with over $\$ 1.5$ billion in financings arranged.
- Successful launch of our first mortgage backed securities issue for $\$ 277$ million in November 1997.
- The first phase of the Real Time Gross Settlement system was implemented in December 1997, with the establishment of a new centralised Payments Centre.
- The Commonwealth Diversified Share Fund, the Bank's first listed index share fund, was launched on 5 June 1998 with over 6,400 investors. The Fund provides investors with a diversified exposure to the Australian share market. The Bank now offers instalment warrants over the Fund allowing investors to leverage their investment.
- Awarded Euromoney Bank of Year for Australia.


## Commonwealth Securities Limited - Share Direct (www.comsec.com.au)

- Strong acceptance of the new $\$ 29$ discounted brokerage charge for trade orders placed over the Internet, with revenue almost doubling, up 89\% on the same period last year.
- Number of clients doubled to 206,000 . $65 \%$ of the business is generated over the phone, with the remaining $35 \%$ by Internet.
- Over 21,000 phone calls per week to the 131519 phone number, with more than 7,200 share trades executed per week over the phone.
- Largest Internet stockbroking service in Australia, with over 14,000 clients accessing the site per day and a further 6,500 new clients joining per month. Over 900 trades executed per day. Average of 4 million hits to the site per month.
- Client Advisory Service established in March 1998, with 12 trained securities advisers and one equity research analyst.
- Played a successful role in both the Telstra and AMP floats, processing over 3,800 trades on 15 June 1998, the day of the AMP listing.


## Technology Operations and Property

## Year 2000

- The Year 2000 programme is on target and the Bank expects substantially all applications to be fully compliant by 31 December 1998. The remaining applications will be compliant in the first half of 1999.
- Allocated budget of $\$ 115$ million over three years (FY 1997 to $F Y 1999$ ), with $\$ 47.5$ million spent to date.
- The Bank is a member of the Interbank Working Group which is developing the Test Strategies, together with the Australian Payment Clearing Association, to ensure the financial payment systems are Year 2000 ready.
(1) Registered to BPAY Pty Ltd ACN 079137518


## Strategic Technology Partnership

- Contract worth $\$ 5$ billion to outsource the Bank's IT services and the management of its telecommunications to EDS Australia was signed on 10 October 1997.
- A $\$ 240$ million investment was made to take up $35 \%$ equity in EDS Australia.
- Approximately 1,400 staff transitioned to EDS Australia from the Bank.
- The transition phase has gone smoothly. Continuity of operations and service levels have been successfully maintained and improved.
- EDS is now working with the Bank to identify strategic opportunities in line with the Bank's strategic plan.


## Property

- Commonwealth Property created during the year ended 30 June 1998 integrating the Bank's corporate real estate group and property investment group.
- The Corporate Real Estate Portfolio consists of both owned and leased property. The value of owned property is more than $\$ 1.2$ billion.
- The combined property funds managed on behalf of investors is valued at more than $\$ 2.7$ billion.
- The group is the 3rd largest property fund manager in Australia, based on the value of assets managed.
- The corporate property sale and leaseback program continued during the period, reducing the internal property portfolio by $8 \%$ in value. The proportion of branches currently owned is $35 \%$, compared with $65 \%$ leased (by number).


## Banking Operations

- Loan Processing Centres achieved a $21 \%$ unit cost improvement.
- Operations Processing Centres reduced from 23 sites at 30 June 1997 to 15 sites at 30 June 1998. Two of these sites are small item processing units only. Staff productivity, measured by the number of accounts managed per FTE, improved by almost 13\%.
- Consolidation of central sites continued, with 2 Loan Processing Centres closed earlier this year, leaving 5 sites throughout Australia.
- Outsourcing of Supply Services completed in December 1997. Organisational restructuring, incorporating Card Operations, Staff Services, Financial Service Processing Centres and Fraud and Security into the Banking Operations division, was completed during the financial year.


## New Zealand

## ASB Bank Limited

- Achieved a record after tax operating profit of NZ\$107.9 million, up $17 \%$ on the previous year.
- Interest margin down from $2.75 \%$ to $2.65 \%$, reflecting the intense competition within the banking industry and the entry of non banks into the home mortgage market.
- Total deposits up $18 \%$ to NZ\$12.1 billion, with customer deposits up $21 \%$ to NZ\$10.4 billion.
- Home mortgage lending up $16 \%$ to NZ\$7.4 billion.
- BankDirect launched in October 1997, offering home loans and transactional banking via the Internet and telephone. Supermarket banking in association with Woolworths (New Zealand) launched during the year.


## Asset Quality

- Overall credit quality remains sound. Gross impaired assets in Australia declined over the year by $25 \%$ (reduction $\$ 215$ million), however, this was offset by an increase in impaired assets overseas of $\$ 235$ million, primarily relating to Asia (refer below). Signs are beginning to emerge of a deterioration in the credit cycle.
- Dynamic provisioning, together with tax effecting the general provision, was implemented in the second half. As a result, General Provision to Risk Weighted Assets increased from 0.79\% to 1.14\%.
- Specific provision coverage of impaired assets increased from $32 \%$ to $34 \%$ during the second half, reflecting increased provision coverage for Asia. Total provision coverage of impaired assets at $164 \%$ is consistent with best industry practice.


## Asian Exposures

- Asia continues to experience major financial difficulties, with Indonesia the most severely affected country.
- Exposures to Asia have reduced by $12 \%$ in the second half to $\$ 5.9$ billion, which represents $4.2 \%$ of total credit risk.
- Approximately $70 \%$ of the Bank's Asian exposures relate to counterparties rated investment grade equivalent or better. Almost $60 \%$ of total exposures relate to financial institutions.
- Exposures to Indonesia, Thailand and Korea, the countries most affected, have reduced by $27 \%$ in the second half and represent approximately $21 \%$ of Asian credit risk.
- Impaired assets have increased due to breaches in financial covenants, principally in Indonesia. Few monetary defaults have occurred. Strong specific provisioning coverage for Asian impaired assets.


## Outlook

The combination of weaker Asian economies and a slowdown in the US economy is expected to induce weaker growth in Australia. Demand for credit is expected to weaken, which, together with continuing pressure on margins, will constrain growth of net interest earnings.

Non-interest income should continue to grow, although financial markets trading conditions are not expected to be as strong during 1998/99.

Earnings growth will therefore be dependent on significant containment of costs and continuation of low inflation, low interest rates and continued stability of economic and business conditions to maintain bad debt expense within expectations.

Accordingly the Directors expect modest growth in earnings and continuation of the dividend payout ratio during 1998/99. Management of capital will be dependent on the availability and cost of various investment opportunities.

## Changes in State of Affairs

On 12 November 1997 the Bank announced a reorganisation of its core business functions to drive growth through more effective organisation of marketing, product development and delivery of financial services. The previous business units of Personal Banking, Business Banking and Commonwealth Financial Services were re-organised into two new divisions. The Bank's various distribution arms have been brought together to form Customer Service Division. The specialist areas of marketing, customer segmentation and product development have become Banking and Financial Services Division.

Effective 26 September 1997 the Bank entered a long term outsourcing/joint venture partnership with EDS which is a key initiative aimed at reducing longer term technology costs and to generally assist with the development of business applications.

The Bank's shareholders' equity was reduced by $\$ 651$ million on 29 December 1997 pursuant to the buy back of 38.1 million shares.

There were no other significant changes in the state of affairs of the Economic Entity during the year ended 30 June 1998.

Profit and Loss Statement

|  | Page <br> No. <br> Ref. | Half Year Ended |  |  |  | Full Year Ended |  | 30/06/98 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 3/06/97 | vs 30/06/97 |
|  |  | \$M | \$M | \$M | \$M | \$M | \$M | \% |
| Operating Revenue |  | 4,809 | 4,681 | 4,669 | 4,844 | 9,490 | 9,513 | (0) |
| Interest income | 11 | 3,799 | 3,806 | 3,878 | 4,111 | 7,605 | 7,989 | (5) |
| Interest expense | 11 | 2,092 | 2,116 | 2,205 | 2,392 | 4,208 | 4,597 | (8) |
| Net interest income | 11 | 1,707 | 1,690 | 1,673 | 1,719 | 3,397 | 3,392 | 0 |
| Other operating income | 14 | 1,010 | 875 | 791 | 733 | 1,885 | 1,524 | 24 |
| Total operating income |  | 2,717 | 2,565 | 2,464 | 2,452 | 5,282 | 4,916 | 7 |
| Charge for bad and doubtful debts | 25 | 144 | 89 | 55 | 43 | 233 | 98 | large |
| Total operating income after charge for bad and doubtful debts |  | 2,573 | 2,476 | 2,409 | 2,409 | 5,049 | 4,818 | 5 |
| Staff expenses | 16 | 787 | 835 | 843 | 820 | 1,622 | 1,663 | (2) |
| Occupancy and equipment expenses | 16 | 228 | 245 | 284 | 263 | 473 | 547 | (14) |
| Information technology services | 16 | 283 | 193 | 130 | 125 | 476 | 255 | 87 |
| Other expenses | 16 | 261 | 259 | 251 | 243 | 520 | 494 | 5 |
| Total operating expenses | 16 | 1,559 | 1,532 | 1,508 | 1,451 | 3,091 | 2,959 | 4 |
| Operating profit before goodwill amortisation, abnormal items and income tax |  | 1,014 | 944 | 901 | 958 | 1,958 | 1,859 | 5 |
| Goodwill amortisation |  | 23 | 23 | 22 | 21 | 46 | 43 | 7 |
| Operating profit before abnormal items and income tax |  | 991 | 921 | 879 | 937 | 1,912 | 1,816 | 5 |
| Abnormal expense | 13 | 544 | 26 | 200 | - | 570 | 200 | large |
| Operating profit including abnormal items before income tax |  | 447 | 895 | 679 | 937 | 1,342 | 1,616 | (17) |
| Income tax expense (credit) |  |  |  |  |  |  |  |  |
| Operating profit |  | 350 | 291 | 263 | 325 | 641 | 588 | 9 |
| Abnormal items | 13 | (400) | (9) | (72) | - | (409) | (72) | large |
| Total income tax expense (credit) | 18 | (50) | 282 | 191 | 325 | 232 | 516 | (55) |
| Operating profit after income tax |  | 497 | 613 | 488 | 612 | 1,110 | 1,100 | 1 |
| Outside equity interests |  | 9 | 11 | 12 | 10 | 20 | 22 | (9) |
| Operating profit after income tax attributable to members of the chief entity |  | 488 | 602 | 476 | 602 | 1,090 | 1,078 | 1 |
| Retained profits at the beginning of the period |  | 694 | 908 | 1,017 | 794 | 908 | 794 | 14 |
| Buy back | 45 | - | (384) | - | - | (384) | - |  |
| Adjustment on adoption of new ISC Rules |  | - | - | (11) | - | - | (11) | large |
| Transfers from reserves |  | 170 | - | 10 | 64 | 170 | 74 | large |
| Total available for appropriation |  | 1,352 | 1,126 | 1,492 | 1,460 | 1,784 | 1,935 | (8) |
| Transfers to reserves |  | 62 | 12 | 54 | 32 | 74 | 86 | (14) |
| Dividends (fully franked) |  |  |  |  |  |  |  |  |
| Transfer to dividend reinvestment plan reserve |  | 214 | 189 | 239 | 180 | 403 | 419 | (4) |
| Provided for payment in cash or paid |  | 321 | 231 | 291 | 231 | 552 | 522 | 6 |
| Dividends provided for, reserved or paid |  | 535 | 420 | 530 | 411 | 955 | 941 | 1 |
| Retained profits at the end of the period |  | 755 | 694 | 908 | 1,017 | 755 | 908 | (17) |

## Net Interest Income

|  | Half Year Ended |  |  |  | Full Year Ended |  | 30/06/98 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 | vs 30/06/97 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \% |
| Interest Income |  |  |  |  |  |  |  |
| Loans | 3,319 | 3,269 | 3,313 | 3,481 | 6,588 | 6,794 | (3) |
| Other financial institutions | 115 | 126 | 134 | 152 | 241 | 286 | (16) |
| Liquid assets | 19 | 69 | 38 | 103 | 88 | 141 | (38) |
| Trading securities | 121 | 92 | 66 | 42 | 213 | 108 | 97 |
| Investment securities | 202 | 207 | 292 | 299 | 409 | 591 | (31) |
| Dividends on redeemable preference shares | 28 | 31 | 27 | 20 | 59 | 47 | 26 |
| Statutory deposits | - | - | 4 | 7 | - | 11 | large |
| Other | (5) | 12 | 4 | 7 | 7 | 11 | (36) |
| Total Interest Income | 3,799 | 3,806 | 3,878 | 4,111 | 7,605 | 7,989 | (5) |
| Interest Expense |  |  |  |  |  |  |  |
| Deposits | 1,563 | 1,563 | 1,641 | 1,829 | 3,126 | 3,470 | (10) |
| Public borrowings by borrowing corporations | 102 | 115 | 97 | 93 | 217 | 190 | 14 |
| Other financial institutions | 115 | 103 | 109 | 117 | 218 | 226 | (4) |
| Short term debt issues | 138 | 155 | 162 | 129 | 293 | 291 | 1 |
| Long term debt issues | 86 | 97 | 105 | 129 | 183 | 234 | (22) |
| Loan capital | 84 | 82 | 81 | 89 | 166 | 170 | (2) |
| Other | 4 | 1 | 10 | 6 | 5 | 16 | (69) |
| Total Interest Expense | 2,092 | 2,116 | 2,205 | 2,392 | 4,208 | 4,597 | (8) |
| Net Interest Income | 1,707 | 1,690 | 1,673 | 1,719 | 3,397 | 3,392 | 0 |

## Net Interest Income

30/06/98-30/06/97 (steady)
30/06/98-31/12/97 (up 1\%)
Net interest income remained at the prior year level due to increases of $\$ 6$ billion in average interest earning assets ( $+\$ 279 \mathrm{~m}$ income effect) fully offset by a lower net interest margin (-\$274m).

ASB has reclassified NZ\$1.5 billion of investment securities to trading securities to more appropriately reflect their treasury assets. The effect is A\$102 million classified in trading securities interest income for the 1997/98 year (A\$46 million in the first half).

## Margins and Spreads

Interest spread represents the difference between the average interest rate earned and the average interest rate paid on funds. Interest margin represents net interest income as a percentage of average interest earning assets.
The calculations for Australia and Overseas include intragroup cross border loans/borrowings and associated interest.
Comparatives have been adjusted to include these calculations


## Australia

Interest spread adjusted for interest forgone on non accrual and restructured loans loans

| 3.31 | 3.13 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $(0.04)$ | $(0.05)$ | 3.19 <br> $(0.07)$ | 3.42 <br> $(0.06)$ | 3.22 <br> $(0.04)$ | 3.30 <br> $(0.07)$ |
|  |  |  |  |  |  |
|  | 3.08 | 3.12 | 3.36 | 3.18 | 3.23 |
| 0.38 | 0.49 | 0.63 | 0.64 | 0.43 | 0.64 |
|  |  |  |  |  |  |
| 3.65 | 3.57 | 3.75 | 4.00 | 3.61 | 3.87 |

## Overseas

Interest spread adjusted for interest forgone on non accrual and restructured loans
Interest forgone on non accrual and restructured loans

Interest Spread
Benefit of net free liabilities, provisions and equity

## Overseas Interest Margin

| $\begin{gathered} 1.47 \\ (0.06) \end{gathered}$ | $\begin{gathered} 1.42 \\ (0.01) \end{gathered}$ | $\begin{gathered} 1.32 \\ (0.02) \end{gathered}$ | $\begin{gathered} 1.50 \\ (0.01) \end{gathered}$ | $\begin{gathered} 1.44 \\ (0.04) \end{gathered}$ | $\begin{gathered} 1.41 \\ (0.02) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1.41 | 1.41 | 1.30 | 1.49 | 1.40 | 1.39 |
| 0.59 | 0.53 | 0.35 | 0.37 | 0.57 | 0.36 |
| 2.00 | 1.94 | 1.65 | 1.86 | 1.97 | 1.75 |

## Group

Interest spread adjusted for interest forgone on non accrual and restructured loans Interest forgone on non accrual and restructured loans

| 2.97 | 2.81 | 2.86 | 3.09 | 2.89 | 2.98 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $(0.04)$ | $(0.04)$ | $(0.06)$ | $(0.05)$ | $(0.04)$ | $(0.06)$ |
|  |  |  |  |  |  |
|  | 2.77 | 2.80 | 3.04 | 2.85 | 2.92 |
| 0.43 | 0.52 | 0.61 | 0.61 | 0.48 | 0.61 |
|  |  | 3.29 | 3.41 | 3.65 | 3.33 |
| 3.36 |  |  |  |  | 3.53 |

The difference in margins and spreads between the Australian and Overseas operations reflects the significantly different nature of the businesses.

## Group Interest Margin

30/06/98-30/06/97 (down 20 basis points, 6\%)
30/06/98-31/12/97 (up 7 basis points, 2\%)
The Group net interest margin for the year to June 1998 was $3.33 \%$ down from $3.53 \%$ for the year to June 1997.
The interest margin reduction results from increased competition in lending, primarily home loans in the first half of the year.
The margin for the second half of the financial year stabilised as lower domestic lending rates were offset by reduced time deposit interest as the effect of the lower interest rate environment filtered through. In addition, customer preference for saving and demand accounts has lowered the overall interest cost.

## Abnormal Items

|  | $\begin{array}{r} 30 / 06 / 98 \\ \$ M \end{array}$ | $\begin{array}{r} \text { Half Y } \\ 31 / 12 / 97 \\ \$ M \end{array}$ | ear Ended 30/06/97 \$M | $\begin{array}{r} 31 / 12 / 96 \\ \$ M \end{array}$ | Full Year Ended 30/06/98 30/06/97 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Abnormal expense items: |  |  |  |  |  |  |
| Restructuring costs | 174 | 26 | - | - | 200 | - |
| General provision charge for bad and doubtful debts | 370 | - | - | - | 370 | - |
| Write down of computer equipment | - | - | 200 | - | - | 200 |
| Total Abnormal Items Before Tax | 544 | 26 | 200 | - | 570 | 200 |
| Abnormal tax expense (credit) items: |  |  |  |  |  |  |
| Restructuring costs | (63) | (9) | - | - | (72) | - |
| Tax effecting general provision | (337) | - | - | - | (337) | - |
| Write down of computer equipment | - | - | (72) | - | - | (72) |
| Total abnormal income tax expense (credit) | (400) | (9) | (72) | - | (409) | (72) |
| Total Abnormal Items After Tax | 144 | 17 | 128 | - | 161 | 128 |

## Restructuring Costs

Restructuring costs of \$200 million (\$128 million after tax) has been charged to profit and loss in the year ended 30 June 1998.
The components of this abnormal restructuring charge include the transition to EDS (Australia) and other outsourcing arrangements, further rationalisation of processing and administration functions, implementation of the new organisational structure and reconfiguration of delivery systems. Each of these programmes has associated costs, principally in the areas of redundancy and property.

## General Provision Charge for Bad and Doubtful Debts

With effect from 1 January 1998 the Economic entity has refined the methodology used to estimate the provisions for impairment by adopting a statistically based technique referred to as Dynamic Provisioning. This takes into account historical loss experience and current economic factors to assess the provisioning requirement over the term to maturity of the existing credit portfolios. Initial adoption of this technique resulted in an abnormal expense for bad and doubtful debts of $\$ 370$ million in respect of the general provision which has been charged to profit and loss in the year ended 30 June 1998.

Subsequent requirements for specific provisions will be funded via the general provision. Accordingly, it is appropriate to tax effect the general provision (refer below).

## Tax Effecting General Provision for Bad and Doubtful Debts

The general provision for bad and doubtful debts has been tax effected as at 1 January 1998. This reflects the adoption of a balance sheet risk based dynamic provisioning methodology which satisfies the recognition requirement that utilisation of the provision be assured beyond reasonable doubt.

An abnormal credit to tax expense of $\$ 337$ million has been booked to profit and loss in the year ended 30 June 1998.

## Other Operating Income

|  | Half Year Ended |  |  |  | Full Year Ended |  | 30/06/98 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 | vs 30/06/97 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \% |
| Lending fees | 242 | 246 | 233 | 214 | 488 | 447 | 9 |
| Commission and other fees | 387 | 327 | 290 | 278 | 714 | 568 | 26 |
| Trading income |  |  |  |  |  |  |  |
| Foreign exchange earnings | 77 | 84 | 36 | 34 | 161 | 70 | large |
| Trading securities | 25 | 10 | 30 | 27 | 35 | 57 | (39) |
| Other financial instruments (incl derivatives) | 26 | 21 | 24 | 23 | 47 | 47 | 0 |
| Dividends | 16 | 2 | 12 | 6 | 18 | 18 | 0 |
| Net gain (loss) on investment securities | 66 | 35 | 6 | (2) | 101 | 4 | large |
| Net profit on sale of property, plant and equipment | 14 | 20 | 21 | 23 | 34 | 44 | (23) |
| Life insurance and funds management | 113 | 92 | 109 | 88 | 205 | 197 | 4 |
| General insurance premium income | 41 | 38 | 34 | 30 | 79 | 64 | 23 |
| Less general insurance claims | (23) | (23) | (22) | (22) | (46) | (44) | 4 |
| Other | 26 | 23 | 18 | 34 | 49 | 52 | (6) |
| Total Other Operating Income | 1,010 | 875 | 791 | 733 | 1,885 | 1,524 | 24 |

## Other Operating Income

30/06/98-30/06/97 (up 24\%)
30/06/98-31/12/97 (up 15\%)
Total other operating income has increased by $24 \%$ to $\$ 1,885$ million from $\$ 1,524$ million in the previous year and increased by $15 \%$ to $\$ 1,010$ million from $\$ 875$ million in the June 1998 half.
This increase is largely due to higher fee income, improved trading income and gains on investment securities.

## Lending Fees

30/06/98-30/06/97(up 9\%)
30/06/98-31/12/97 (down 2\%)
The increase in lending fees is due to fee recovery improving over the previous year's highly competitive market conditions, the introduction of new fees on a range of products and greater activity in lending particularly in the home loan market. Fees from bills continued to decline due to customer preference for other forms of finance.

## Commission and Other Fees

30/06/98-30/06/97 (up 26\%)
30/06/98-31/12/97 (up 18\%)
The increase in commission and other fees is due to changes made to fees charged and the introduction of new fees on customer accounts. Card fees have increased significantly due to higher numbers of and activity by card holders and card merchants. New businesses in stock broking and fleet management also increased their contribution to fee income growth

## Trading Income

30/06/98-30/06/97 (up 40\%)
30/06/98-31/12/97 (up 11\%)
The increase in trading income was due to increased volatility in foreign exchange and interest rate markets, and higher levels of customer business.

## Other Operating Income (Continued)

Net Gain (Loss) on Investment Securities
30/06/98-30/06/97 (large)
30/06/98-31/12/97 (up 89\%)
The increase in the net gain (loss) on investment securities includes gains and losses on infrastructure assets and gains on sales of prescribed investments following the decision by the Australian Reserve Bank to reduce the Prime Asset Requirement (PAR) holdings of the banks from $6 \%$ to $3 \%$ of Australian denominated assets, partially offset by write downs in other investments.

## Life Insurance Surplus and Funds Management Fees

30/06/98-30/06/97 (up 4\%)
30/06/98-31/12/97 (up 23\%)
The increase in life insurance and funds management is $7 \%$ after allowing for one-off items, which included earnings from an investment subsidiary of Commonwealth Life Limited in the prior year which has now been wound down.

Operating Expenses

|  | Half Year Ended |  |  |  | Full Year Ended |  | 30/06/98 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 | vs 30/06/97 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \% |
| Staff Expenses |  |  |  |  |  |  |  |
| Salaries and wages | 689 | 723 | 710 | 676 | 1,412 | 1,386 | 2 |
| Superannuation contributions | - | 1 | (2) | 4 | 1 | 2 | (50) |
| Provision for staff leave benefits | 15 | 10 | 31 | 26 | 25 | 57 | (56) |
| Provisions for other employee entitlements | (3) | 3 | (3) | - | - | (3) | large |
| Payroll tax | 39 | 44 | 42 | 44 | 83 | 86 | (3) |
| Fringe benefits tax | 18 | 24 | 32 | 38 | 42 | 70 | (40) |
| Other staff expenses | 29 | 30 | 33 | 32 | 59 | 65 | (9) |
| Total Staff Expenses | 787 | 835 | 843 | 820 | 1,622 | 1,663 | (2) |
| Occupancy and Equipment Expenses |  |  |  |  |  |  |  |
| Operating lease rentals | 72 | 69 | 79 | 54 | 141 | 133 | 6 |
| Depreciation |  |  |  |  |  |  |  |
| Buildings | 31 | 31 | 26 | 35 | 62 | 61 | 2 |
| Leasehold improvements | 12 | 10 | 6 | 10 | 22 | 16 | 38 |
| Equipment | 40 | 63 | 81 | 79 | 103 | 160 | (36) |
| Repairs and maintenance | 29 | 40 | 57 | 47 | 69 | 104 | (34) |
| Other | 44 | 32 | 35 | 38 | 76 | 73 | 4 |
| Total Building Occupancy Expenses | 228 | 245 | 284 | 263 | 473 | 547 | (14) |
| Information Technology Services |  |  |  |  |  |  |  |
| Projects and development | 94 | 105 | ( 74 | ( 78 | 199 | (152 | (large |
| Data processing | 46 | 23 | ( | ( | 69 | ( | ( |
| Desktop | 65 | 22 | ( | ( | 87 | ( | $($ |
| Communications | 78 | 43 | 56 | 47 | 121 | 103 | 17 |
| Total Information Technology Services | 283 | 193 | 130 | 125 | 476 | 255 | * |
| Other Expenses |  |  |  |  |  |  |  |
| Postage | 37 | 38 | 37 | 35 | 75 | 72 | 4 |
| Stationery | 30 | 23 | 29 | 28 | 53 | 57 | (7) |
| Fees and commissions | 94 | 74 | 67 | 60 | 168 | 127 | 32 |
| Non lending losses | (4) | 4 | (13) | 17 | - | 4 | large |
| Other | 104 | 120 | 131 | 103 | 224 | 234 | (4) |
| Total Other Expenses | 261 | 259 | 251 | 243 | 520 | 494 | 5 |
| Total Operating Expenses | 1,559 | 1,532 | 1,508 | 1,451 | 3,091 | 2,959 | 4 |

## Operating Expenses

30/06/98-30/06/97 (up 4\%)
30/06/98-31/12/97 (up 2\%)
Total operating expenses (excluding amortisation of goodwill) for the year were $\$ 3,091 \mathrm{~m}$ as compared with $\$ 2,959 \mathrm{~m}$ in the prior year. The ratio of total operating expenses to total operating income decreased to $58.5 \%$ from $60.2 \%$ in the year and to $57.4 \%$ in the June 1998 half from $59.7 \%$ in the December 1997 half principally due to the growth in other operating income outstripping costs.

The Bank outsourced most of its information technology functions to EDSA in October 1997. This changed the mix of operating expenses and has required a change in categorisation of expenses to more appropriately reflect expenditure into the future.
Line by line comparison with prior periods is less meaningful in some instances.
Further in accordance with revised International Accounting Standard IAS1, Presentation of Financial Statements certain income and expenses items have been presented on a net basis. The principal items involved are the netting of rental income against operating lease rentals and general insurance claims paid shown as a deduction from general insurance premium income. There is no effect on profit and loss. Prior period comparatives have been adjusted accordingly.

## Staff Expenses

30/06/98-30/06/97 (down 2\%)
30/06/98-31/12/97 (down 6\%)
The decrease in staff expenses is largely due to reductions in staff numbers. Full Time Equivalents have reduced by 2,800 ( $8 \%$ ) to 30,743 during the year mainly in the Technology, Operations and Property division with 1,400 staff transferring to EDSA following the outsourcing of information technology. Further reductions were associated with other outsourcing and continuing rationalisations of back office functions and delivery systems.

## Operating Expenses (Continued)

Other expense decreases such as fringe benefits tax (which followed a reduction in the statutory interest rate) were offset by the effect of the EBA and the continued change in the mix of staff toward a higher skill base.

## Occupancy and Equipment Expenses

30/06/98-30/06/97 (down 14\%)
30/06/98-31/12/97 (down 7\%)
The decrease in occupancy and equipment expenses is in depreciation and repairs and maintenance costs on equipment following the sale of the Bank's computer and communications equipment to EDSA as part of outsourcing of the information technology function to EDSA. This was offset by an increase in operating lease rental from the continuing property sale and leaseback programme. During the year 216 properties were sold for a total consideration of $\$ 156 \mathrm{~m}$, realising a net gain of $\$ 31 \mathrm{~m}$. This sale and leaseback programme will continue in the 1998/99 financial year.

## Information Technology Services

30/06/98 - 30/06/97 (up 87\%)
30/06/98-31/12/97 (up 47\%)

* Comparison with prior periods is not meaningful.

The outsourcing of most of the Bank's information technology functions in October 1997 has increased costs in the information technology services category which are offset in all other expense categories. The scope of work performed by EDSA has remained similar with that performed by the Bank's information technology division prior to outsourcing, with savings realised over what the Bank expected to spend had outsourcing not proceeded.

## Other Expenses

30/06/98-30/06/97 (up 5\%)
30/06/98-31/12/97 (up 1\%)
The increase in other expenses is largely due to increases in fees and commissions which are offset by higher income. These include card scheme participation costs from higher card activity and valuation costs from higher lending activity.
Full Year Ended
30/06/97
SM

## Assets

Future Income Tax Benefits
Australia
Overseas

Total Income Tax Assets

## Liabilities

Australia
Provision for income tax
Provision for deferred income tax

Total Australia

| 215 | 128 | 166 | 179 |
| ---: | ---: | ---: | :--- |
| 883 | 889 | 755 | 696 |
|  |  |  |  |
| 1,098 | 1,017 | 921 | 875 |

## Overseas <br> Provision for income tax <br> Provision for deferred income tax

Total Overseas
Total Income Tax Liabilities

| 1 | 13 | 4 | 10 |
| ---: | ---: | ---: | ---: |
| - | - | - | - |
| 1 | 13 | 4 | 10 |
| $\mathbf{1 , 0 9 9}$ | $\mathbf{1 , 0 3 0}$ | $\mathbf{9 2 5}$ | $\mathbf{8 8 5}$ |

Refer page 47 for details of Dividend Franking Account.

## Capital Expenditure



## Total Capital Expenditure

30/06/98-30/06/97 (down 56\%)
30/06/98-31/12/97 (up 5\%)
The decline in equipment expenditure reflects the outsourcing of the Bank's information technology functions to EDSA in October 1997. Under the terms of the outsourcing agreement, EDSA purchases all capital items to provide the outsourced service contract to the Bank.

## Staff Numbers and Productivity

| As at | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 |
| :---: | :---: | :---: | :---: | :---: |
| Full time staff | 28,034 | 29,068 | 30,566 | 31,362 |
| Part time staff | 6,968 | 7,227 | 7,364 | 7,727 |
| Full Time Equivalent Staff |  |  |  |  |
| Australia | 27,993 | 29,220 | 30,943 | 31,841 |
| New Zealand | 2,502 | 2,381 | 2,345 | 2,321 |
| Other Overseas | 248 | 257 | 255 | 275 |
| Total Full Time Equivalent Staff | 30,743 | 31,858 | 33,543 | 34,437 |
| Total operating income per full time equivalent employee (\$) for half year | 88,378 | 80,514 | 73,458 | 71,202 |
| Staff expense/Total operating income (\%) for half year | 28.97 | 32.55 | 34.21 | 33.44 |

Full time equivalent staff numbers have been weighted for the lower cost per employee of staff on extended leave, eg maternity leave, unpaid sick leave, career break. Comparatives have been similarly adjusted.

## Total Staff Numbers (FTE)

30/06/98-30/06/97 (down 8\%)
30/06/98-31/12/97 (down 3\%)
The decrease in staff numbers of 2,800 over the previous June 1997 period is due to 1,400 staff who joined EDSA following outsourcing of the Bank's information technology function in October 1997 and the continuing rationalisation of operations.

## Balance Sheet



## Loans, Advances and Other Receivables

| As at | 30/06/98 |  |  |  | $30 / 06 / 98$ vs 30/06/97 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31/12/97 | 30/06/97 | 31/12/96 | vs 30/06/97 |
|  | \$M | \$M | \$M | \$M | \% |
| Australia |  |  |  |  |  |
| Overdrafts | 2,841 | 2,429 | 2,707 | 2,376 | 5 |
| Housing loans | 41,137 | 38,798 | 37,400 | 35,439 | 10 |
| Credit card outstandings | 2,218 | 2,045 | 1,823 | 1,796 | 22 |
| Lease financing | 3,594 | 3,309 | 3,032 | 2,905 | 19 |
| Bills discounted | 916 | 555 | 1,025 | 629 | (11) |
| Term loans | 25,676 | 24,341 | 22,939 | 21,757 | 12 |
| Redeemable preference share financing | 740 | 790 | 775 | 793 | (5) |
| Equity participation in leveraged leases | 1,615 | 1,386 | 1,455 | 1,484 | 11 |
| Other lending | 1,290 | 1,273 | 1,565 | 2,029 | (18) |
| Total Australia | 80,027 | 74,926 | 72,721 | 69,208 | 10 |
| Overseas |  |  |  |  |  |
| Overdrafts | 519 | 387 | 379 | 319 | 37 |
| Housing loans | 6,273 | 6,384 | 5,983 | 5,406 | 5 |
| Credit card outstandings | 134 | 139 | 123 | 111 | 9 |
| Lease financing | 60 | 63 | 28 | 50 | large |
| Bills discounted | 4 | 9 | 124 | 138 | (97) |
| Term loans | 5,189 | 5,129 | 3,977 | 3,520 | 30 |
| Redeemable preference share financing | 369 | 458 | 367 | 17 | 1 |
| Other lending | - | - | 88 | 100 | large |
| Total Overseas | 12,548 | 12,569 | 11,069 | 9,661 | 13 |
| Gross Loans, Advances and Other Receivables | 92,575 | 87,495 | 83,790 | 78,869 | 10 |
| Deduct |  |  |  |  |  |
| Provisions for impairment |  |  |  |  |  |
| General provision | $(1,076)$ | (716) | (690) | (643) | 56 |
| Specific provision against loans and advances | (279) | (221) | (241) | (281) | 16 |
| Unearned income |  |  |  |  |  |
| Term loans | (425) | (415) | (400) | (367) | 6 |
| Lease financing | (473) | (469) | (442) | (445) | 7 |
| Leveraged leases | (295) | (166) | (177) | (190) | 67 |
| Interest reserved | (102) | (99) | (109) | (110) | (6) |
| Unearned tax remissions on leveraged leases | (109) | (92) | (99) | (104) | 10 |
|  | $(2,759)$ | $(2,178)$ | $(2,158)$ | $(2,140)$ | 28 |
| Net Loans, Advances and Other Receivables | 89,816 | 85,317 | 81,632 | 76,729 | 10 |

## Gross Loans, Advances and Other Receivables: Australia

30/06/98-30/06/97 (up 10\%)
30/06/98-31/12/97 (up 7\%)
The Bank has consolidated its position as the leading home loan lender growing the portfolio by $\$ 3.7$ billion, particularly in investment home loans which grew by over $\$ 2.0$ billion.
Other growth areas were term loans, where both variable and fixed rate lending grew strongly as interest rates fell and remained at low levels.
Card lending grew $22 \%$ in line with market trend of higher card usage underpinned by loyalty programs such as True Awards.

## Gross Loans, Advances and Other Receivables: Overseas

30/06/98-30/06/97 (up 13\%)
30/06/98-31/12/97 (steady)
The increase in overseas lending is primarily attributable to ASB Bank in New Zealand which experienced strong growth in term loans ( $23 \%$ ) and home loans ( $16 \%$ ) before exchange rate variation.

## Asset Quality

## Ratios

| As at | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 |
| :---: | :---: | :---: | :---: | :---: |
|  | \% | \% | \% | \% |
| Impaired Assets Ratio |  |  |  |  |
| Gross impaired assets (net of interest reserved)/Credit risk | 0.60 | 0.53 | 0.63 | 0.75 |
| Loss Rates |  |  |  |  |
| Net charge to profit and loss/Credit risk (annualised) | 0.21 | 0.13 | 0.09 | 0.07 |
| Net charge to profit and loss/Risk weighted assets (annualised) | 0.30 | 0.20 | 0.13 | 0.10 |
| Coverage Ratios |  |  |  |  |
| Specific provisions for impairment/Gross impaired assets (net of interest reserved) | 33.86 | 31.57 | 30.24 | 32.25 |
| Total provisions for impairment/Gross impaired assets ${ }^{(1)}$ (net of interest reserved) | 164.44 | 133.86 | 116.81 | 104.02 |
| Net Impaired Assets as \% of |  |  |  |  |
| Risk weighted assets | 0.58 | 0.53 | 0.64 | 0.74 |
| Total shareholders' equity | 7.91 | 7.09 | 7.92 | 8.95 |
| General Provision Ratio |  |  |  |  |
| General Provision as \% of Risk Weighted Assets ${ }^{(1)}$ | 1.14 | 0.79 | 0.79 | 0.78 |

${ }^{(1)}$ New general provisioning methodology adopted as from 1 January 1998, with the general provision being tax effected from this date.

## Credit Risk

Credit losses arise primarily from loans but also from other credit instruments such as bank acceptances, contingent liabilities, financial instruments and investments and assets acquired through security enforcement. Credit risk is the potential for loss arising from these credit instruments.

The Group's credit risk portfolio is:

|  | $\begin{array}{r} 30 / 06 / 98 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 97 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 97 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 96 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 98 \\ \text { vs } 30 / 06 / 97 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Credit Risk | 140,215 | 134,215 | 128,196 | 120,526 | 9 |
| Less: Unearned income | $(1,193)$ | $(1,050)$ | $(1,019)$ | $(1,002)$ | 17 |
| Credit Risk | 139,022 | 133,165 | 127,177 | 119,524 | 9 |

## Credit Portfolio

| As at |  |  |  |  | $30 / 06 / 98$vs $30 / 06 / 97$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 |  |
|  | \$M | \$M | \$M | \$M | \% |
| Credit Portfolio Segments |  |  |  |  |  |
| Statistically managed * | 50,264 | 48,188 | 46,795 | 43,620 | 7 |
| Risk rated managed* | 88,758 | 84,977 | 80,382 | 75,904 | 10 |
| Credit Risk | 139,022 | 133,165 | 127,177 | 119,524 | 9 |

* See Definitions (p 48)


## Impaired Assets

## Migration

This table shows the migration of impaired assets and the impact on the specific provision for impairment and interest reserved accounts.

| Half Year Ended | Impaired Assets |  |  |  | Specific Provisions and Interest Reserved |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 0/06/97 | 31/12/96 | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Opening balance | 799 | 906 | 1,006 | 1,185 | 320 | 350 | 399 | 441 |
| New and increased impaired assets | 414 | 275 | 278 | 209 |  |  |  |  |
| Provisioning and interest reservation of new and impaired assets |  |  |  |  | 162 | 101 | 90 | 68 |
| Additional provisioning and interest reservation of existing impaired assets |  |  |  |  | 38 | 30 | 30 | 46 |
| Returned to performing or repaid | (180) | (273) | (279) | (297) |  |  |  |  |
| Full write offs to provisions and interest reserved | (85) | (74) | (70) | (61) | (85) | (74) | (70) | (61) |
| Partial write offs to provisions and interest reserved | (22) | (35) | (29) | (30) | (22) | (35) | (29) | (30) |
| Write backs of provisions and interest reserved |  |  |  |  | (32) | (52) | (70) | (65) |
| Closing balance | 926 | 799 | 906 | 1,006 | 381 | 320 | 350 | 399 |

Balances of Impaired Assets

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| As at |  |  |  |

## Income Received and Forgone on Impaired Assets

Interest is only taken to profit on non accrual loans when received in cash. Interest entitlement on non accrual loans that is not received represents income forgone.

| Half Year Ended |  |  |  |  | $\begin{array}{r} 30 / 06 / 98 \\ \text { vs } 30 / 06 / 97 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M |  | $\begin{array}{r} 30 / 06 / 97 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 96 \\ \$ M \end{array}$ |  |
| Impaired Assets |  |  |  |  |  |
| Income received |  |  |  |  |  |
| Current period | 10 | 4 | 16 | 5 | (38) |
| Prior period | 6 | 14 | 9 | 25 | (33) |
| Total income received | 16 | 18 | 25 | 30 | (36) |
| Income forgone | 22 | 19 | 31 | 24 | (29) |

## Loans Accruing But Past Due 90 Days or More

Loans accruing but past due 90 days or more in the statistically managed segment, which are well secured, are not classified as impaired assets.

| Half Year Ended | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | $\begin{array}{r} 30 / 06 / 98 \\ \text { vs } 30 / 06 / 97 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M | \$M | \% |
| Loans accruing but past due 90 days or more |  |  |  |  |  |
| Housing Loans | 249 | 239 | 267 | 297 | (7) |
| Other | 41 | 36 | 37 | 27 | 11 |
| Total | 290 | 275 | 304 | 324 | (5) |

## Bad and Doubtful Debts

## Charge for Bad and Doubtful Debts

Provisions for credit losses are maintained at an amount adequate to cover anticipated credit losses.
Specific provisions for impairment are funded so that the carrying amount of the loan does not exceed the expected cash flows. General provisions for bad and doubtful debts are maintained to cover non identified possible losses and latent risks inherent in the overall credit portfolio. With effect from 1 January 1998 the general provision is assessed using the methodology known as "Dynamic Provisioning". This statistical technique takes into account historical loss experience and current economic factors to assess the provision requirement over the term to maturity of the existing credit portfolios.
Bad debts previously specifically provided for are written off against the related specific provisions, while bad debts not provided for are written off through the general provision.
The amounts required to bring the provisions for impairment to their assessed levels are taken to profit and loss, as follows:-

|  | Half Year Ended |  |  |  | Full Year Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Total charge for bad and doubtful debts | 144 | 89 | 55 | 43 | 233 | 98 |
| The charge is required for |  |  |  |  |  |  |
| Specific provisioning |  |  |  |  |  |  |
| New and increased provisioning | 175 | 105 | 78 | 74 | 280 | 152 |
| Less provisions no longer required (write backs) | (20) | (37) | (55) | (35) | (57) | (90) |
| Net specific provisioning | 155 | 68 | 23 | 39 | 223 | 62 |
| Provided from general provision | (155) | - | - | - | (155) | - |
| Charge to specific provision | - | 68 | 23 | 39 | 68 | 62 |
| General provisioning |  |  |  |  |  |  |
| Direct write offs | 21 | 21 | 23 | 18 | 42 | 41 |
| Recoveries of amounts previously written off | (22) | (26) | (37) | (43) | (48) | (80) |
| Movement in assessed level | (10) | 26 | 46 | 29 | 16 | 75 |
| Fund specific provision | 155 | - | - | - | 155 | - |
| Charge to general provision | 144 | 21 | 32 | 4 | 165 | 36 |
| Total charge for bad and doubtful debts | 144 | 89 | 55 | 43 | 233 | 98 |

## Provisions for Impairment

| As at | $\begin{gathered} 30 / 06 / 98 \\ \$ M \end{gathered}$ |  | $\begin{gathered} 31 / 12 / 97 \\ \$ M \end{gathered}$ |  | $\begin{gathered} 30 / 06 / 97 \\ \$ M \end{gathered}$ |  | $\begin{gathered} 31 / 12 / 96 \\ \$ M \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Specific | General | Specific | General | Specific | General | Specific | General |
| Movements in Provisions |  |  |  |  |  |  |  |  |
| Opening balance | 221 | 716 | 241 | 690 | 289 | 643 | 318 | 613 |
| Plus abnormal charge |  | 370 |  |  |  |  |  |  |
| New and increased provisioning |  |  | 105 |  | 78 |  | 74 |  |
| Write backs |  |  | (37) |  | (55) |  | (35) |  |
| Charge to profit and loss |  | 144 | 68 | 21 | 23 | 32 | 39 | 4 |
| Transfer from general provision | 155 | (155) |  |  |  |  |  |  |
| Direct write offs |  | (21) |  | (21) |  | (23) |  | (18) |
| Recoveries |  | 22 |  | 26 |  | 37 |  | 43 |
| Movement in assessed level |  | (10) |  | 26 |  | 46 |  | 29 |
| Bad debts written off | (91) |  | (88) |  | (77) |  | (68) |  |
| Exchange rate adjustment and other items | (6) | - | - | - | 6 | 1 | - | 1 |
| Closing Balance | 279 | 1,076 | 221 | 716 | 241 | 690 | 289 | 643 |

## Asian Exposures as at 30 JUNE 1998

The Bank's credit risk exposure to Asian countries is set out below.

| Country | CUSTOMER TYPE |  |  |  |  | $\begin{array}{r} 30 / 06 / 98 \\ \text { Total } \\ \text { Exposure } \end{array}$ | $\begin{array}{r} 31 / 12 / 97 \\ \text { Total } \\ \text { Exposure } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Finance | Corporate/ Multinational | Government | Project <br> Finance | APL/NZPL |  |  |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| China | 115 | 110 | - | - | - | 225 | n/a |
| Hong Kong | 263 | 525 | 29 | - | 162 | 979 | n/a |
|  | 378 | 635 | 29 | - | 162 | 1,204 | 1,298 |
| Japan | 2,065 | 509 | - | - | - | 2,574 | 2,839 |
| Malaysia | 8 | 69 | - | - | 1 | 78 | 163 |
| Singapore | 581 | 104 | 5 | - | 59 | 749 | 658 |
| Taiwan | 12 | 33 | - | - | - | 45 | 89 |
| Other | 7 | 6 | - | - | - | 13 | - |
|  | 2,673 | 721 | 5 | - | 60 | 3,459 | 3,749 |
| Indonesia | 87 | 256 | 54 | 142 | 79 | 618 | 702 |
| South Korea | 272 | 98 | - | - | - | 370 | 740 |
| Thailand | 27 | 209 | 18 | - | - | 254 | 256 |
|  | 386 | 563 | 72 | 142 | 79 | 1,242 | 1,698 |
| Total Exposure | 3,437 | 1,919 | 106 | 142 | 301 | 5,905 | 6,745 |



See Definitions over page.

Asian Exposures (Continued)

| Country | PRODUCT CATEGORY |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Trade Finance | Lending Booked Outside Asia | Other Commercial Lending | APL/NZPL | Treasury/ Securities | 30/06/98 <br> Total Exposure | 31/12/97 <br> Total <br> Exposure |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| China | 74 | 55 | 67 | - | 29 | 225 | n/a |
| Hong Kong | 4 | 280 | 300 | 162 | 233 | 979 | n/a |
|  | 78 | 335 | 367 | 162 | 262 | 1,204 | 1,298 |
| Japan | 163 | 402 | 384 | - | 1,625 | 2,574 | 2,839 |
| Malaysia | - | 7 | 8 | 1 | 62 | 78 | 163 |
| Singapore | - | 36 | 391 | 59 | 263 | 749 | 658 |
| Taiwan | 12 | - | 33 | - | - | 45 | 89 |
| Other | - | - | 10 | - | 3 | 13 | - |
|  | 175 | 445 | 826 | 60 | 1,953 | 3,459 | 3,749 |
| Indonesia | - | - | 539 | 79 | - | 618 | 702 |
| South Korea | 138 | - | 164 | - | 68 | 370 | 740 |
| Thailand | 2 | 4 | 221 | - | 27 | 254 | 256 |
|  | 140 | 4 | 924 | 79 | 95 | 1,242 | 1,698 |
| Total Exposure | 393 | 784 | 2,117 | 301 | 2,310 | 5,905 | 6,745 |

Total Exposure - The maximum of the limit or balance utilised for committed facilities, whichever is highest, and the balance utilised for uncommitted facilities. For derivative facilities, balances are reported based on the RBA 'original exposure' method.

Project Finance - Long term lending for large scale projects (such as mining, infrastructure) where repayment is primarily reliant on the cash flow from the project for repayment.

On Balance Sheet Outstandings - The balances of facilities utilised as reported on the balance sheet.
Undrawn Commitments - The excess of limits over utilisations for committed facilities. Further drawdowns are subject to compliance by the borrower with facility conditions.

Off Balance Sheet Outstandings - The balances of off balance sheet facilities utilised (excluding derivatives).
Pre Settlement Risk - The balance of derivative exposures (on RBA 'original exposure' basis).
Lending Booked outside Asia - Indirect exposures booked outside Asia where there is a relationship with the parent entity (such as through a letter of awareness / letter of comfort).

APL / NZPL - These are facilities to persons supported primarily by residential property in Australia and New Zealand.
Other - Countries with total exposure of less than $\$ 10$ million.
Trade Finance - Trade related documentary letters of credit and other trade products.
31 December 1997 Exposure Disclosure - The exposure balance reported in the 31 December 1997 Profit Announcement of $\$ 5,222$ million has been revised following general agreement among the major banks on definitions and disclosure requirements. The revised exposure balance of $\$ 6,745$ million now includes undrawn commitments and lending booked outside Asia, as well as those facilities supported primarily by residential property in Australia and New Zealand.
$\mathrm{n} / \mathrm{a}$ - not available.

## Deposits and Other Public Borrowings

| As at |  |  |  |  | 30/06/98 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 \$M | $\begin{array}{r} 31 / 12 / 97 \\ \$ M \end{array}$ | 30/06/97 | 31/12/96 | vs $30 / 06 / 97$ |
| Australia |  |  |  |  |  |
| Certificates of deposit | 2,156 | 673 | 1,700 | 1,556 | 27 |
| Term deposits | 21,679 | 22,085 | 22,415 | 23,309 | (3) |
| On demand and short term deposits | 39,997 | 37,936 | 35,535 | 32,813 | 13 |
| Deposits not bearing interest | 3,936 | 4,831 | 3,929 | 3,886 | 0 |
| Public borrowings | 3,183 | 3,065 | 2,924 | 2,559 | 9 |
| Securities sold under agreements to repurchase | 662 | 859 | 714 | 439 | (7) |
| Other | 7 | 6 | 8 | 8 | (13) |
| Total Australia | 71,620 | 69,455 | 67,225 | 64,570 | 7 |
| Overseas |  |  |  |  |  |
| Certificates of deposit | 2,938 | 2,578 | 2,076 | 967 | 42 |
| Term deposits | 6,201 | 6,016 | 5,255 | 4,945 | 18 |
| On demand and short term deposits | 3,057 | 3,232 | 3,219 | 2,968 | (5) |
| Deposits not bearing interest | 70 | 40 | 105 | 52 | (33) |
| Total Overseas | 12,266 | 11,866 | 10,655 | 8,932 | 15 |
| Total Deposits and Other Public Borrowings | 83,886 | 81,321 | 77,880 | 73,502 | 8 |

## Deposits and Other Public Borrowings: Australia

30/06/98-30/06/97 (up 7\%)
30/06/98-31/12/97 (up 3\%)
The deposit mix changed over the year to June 1998 with customer preference for "on demand" accounts in anticipation of investment opportunities (such as share floats) in the low interest rate environment. Similarly term deposits have declined due to the lower margin between these rates and those offered on demand accounts.

## Deposits and Other Public Borrowings: Overseas

30/06/98-30/06/97 (up 15\%)
30/06/98-31/12/97 (up 3\%)
ASB Bank in New Zealand funded much of their asset growth through term deposits and New Zealand Treasury deposits in a higher and more volatile interest rate environment.

## Average Balance Sheet Yearly Figures

| Year Ended | Average Balance \$M | 30/06/98 Interest \$M | Average Rate \% | Average Balance \$M | 30/06/97 Interest <br> \$M | Average Rate \% | Average Balance \$M | 30/06/96 Interest \$M | Average Rate \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AVERAGE ASSETS AND INTEREST INCOME |  |  |  |  |  |  |  |  |  |
| Interest Earning Assets |  |  |  |  |  |  |  |  |  |
| Receivables due from other financial institutions |  |  |  |  |  |  |  |  |  |
| Australia | 1,882 | 106 | 5.6 | 2,361 | 135 | 5.7 | 1,621 | 94 | 5.8 |
| Overseas | 1,977 | 135 | 6.8 | 2,747 | 151 | 5.5 | 3,354 | 183 | 5.5 |
| Deposits with regulatory authorities |  |  |  |  |  |  |  |  |  |
| Australia | 809 | - | - | 756 | 11 | 1.5 | 690 | 17 | 2.5 |
| Investment/trading and other securities |  |  |  |  |  |  |  |  |  |
| Australia | 6,225 | 352 | 5.7 | 8,782 | 537 | 6.1 | 9,044 | 641 | 7.1 |
| Overseas | 5,528 | 358 | 6.5 | 4,493 | 303 | 6.7 | 3,571 | 256 | 7.2 |
| Loans, advances and other receivables |  |  |  |  |  |  |  |  |  |
| Australia | 73,797 | 5,542 | 7.5 | 67,292 | 5,959 | 8.9 | 58,304 | 5,741 | 9.8 |
| Overseas | 11,947 | 1,105 | 9.2 | 9,732 | 882 | 9.1 | 8,186 | 770 | 9.4 |
| Other interest earning assets | - | 7 | n/a | - | 11 | n/a | - | 14 | n/a |
| Intragroup loans |  |  |  |  |  |  |  |  |  |
| Australia | 713 | 43 | 6.0 | 739 | 46 | 6.2 | 1,025 | 59 | 5.8 |
| Average interest earning assets and |  |  |  |  |  |  |  |  |  |
| Intragroup eliminations | (713) | (43) | n/a | (739) | (46) | n/a | $(1,025)$ | (59) | n/a |
| Total average interest earning assets and interest income | 102,165 | 7,605 | 7.4 | 96,163 | 7,989 | 8.3 | 84,770 | 7,716 | 9.1 |
| Non Interest Earning Assets |  |  |  |  |  |  |  |  |  |
| Bank acceptances |  |  |  |  |  |  |  |  |  |
| Australia | 9,660 |  |  | 9,825 |  |  | 10,692 |  |  |
| Overseas | 34 |  |  | 55 |  |  | 42 |  |  |
| Property, plant and equipment |  |  |  |  |  |  |  |  |  |
| Australia | 1,625 |  |  | 2,188 |  |  | 2,422 |  |  |
| Overseas | 209 |  |  | 235 |  |  | 227 |  |  |
| Other assets |  |  |  |  |  |  |  |  |  |
| Australia | 8,883 |  |  | 5,646 |  |  | 4,730 |  |  |
| Overseas | 2,015 |  |  | 1,267 |  |  | 1,278 |  |  |
| Provisions for bad and doubtful debts |  |  |  |  |  |  |  |  |  |
| Australia | (950) |  |  | (938) |  |  | (994) |  |  |
| Overseas | (86) |  |  | (83) |  |  | (62) |  |  |
| Total average non interest earning assets | 21,390 |  |  | 18,195 |  |  | 18,335 |  |  |
| Total Average Assets | 123,555 |  |  | 114,358 |  |  | 103,105 |  |  |
| Percentage of total average assets applicable to overseas operations | 17.5\% |  |  | 16.1\% |  |  | 16.1\% |  |  |

## Average Balance Sheet (Continued)

| Year Ended | 30/06/98 |  |  | 30/06/97 |  |  | 30/06/96 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Average Rate | Average Balance | Interest | Average Rate | Average Balance | Interest | Average Rate |
|  | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M |  |

## AVERAGE LIABILITIES AND INTEREST EXPENSE

Interest Bearing Liabilities and Loan Capital

| Time deposits |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Australia | 23,336 | 1,263 | 5.4 | 24,341 | 1,600 | 6.6 | 21,180 | 1,509 | 7.1 |
| Overseas | 8,300 | 718 | 8.7 | 6,487 | 529 | 8.2 | 5,939 | 477 | 8.0 |
| Saving deposits |  |  |  |  |  |  |  |  |  |
| Australia | 22,970 | 403 | 1.8 | 21,106 | 538 | 2.5 | 20,346 | 641 | 3.2 |
| Overseas | 1,680 | 104 | 6.2 | 1,696 | 103 | 6.1 | 1,483 | 95 | 6.4 |
| Other demand deposits |  |  |  |  |  |  |  |  |  |
| Australia | 15,522 | 614 | 4.0 | 13,016 | 674 | 5.2 | 12,301 | 714 | 5.8 |
| Overseas | 1,375 | 24 | 1.7 | 1,321 | 26 | 2.0 | 752 | 23 | 3.1 |
| Public borrowings by borrowing corporations |  |  |  |  |  |  |  |  |  |
| Australia | 3,062 | 217 | 7.1 | 2,587 | 190 | 7.3 | 2,291 | 177 | 7.7 |
| Payables due to other financial institutions |  |  |  |  |  |  |  |  |  |
| Australia | 481 | 17 | 3.5 | 221 | 7 | 3.2 | 230 | 9 | 3.9 |
| Overseas | 3,175 | 201 | 6.3 | 3,463 | 219 | 6.3 | 2,904 | 179 | 6.2 |
| Short term borrowings |  |  |  |  |  |  |  |  |  |
| Australia | 3,640 | 220 | 6.0 | 3,445 | 215 | 6.2 | 1,740 | 121 | 7.0 |
| Overseas | 1,656 | 73 | 4.4 | 1,354 | 76 | 5.6 | 1,447 | 75 | 5.2 |
| Long term borrowings |  |  |  |  |  |  |  |  |  |
| Australia | 2,631 | 133 | 5.1 | 2,524 | 191 | 7.6 | 1,531 | 145 | 9.5 |
| Overseas | 874 | 50 | 5.7 | 968 | 43 | 4.4 | 795 | 29 | 3.6 |
| Loan capital |  |  |  |  |  |  |  |  |  |
| Australia | 2,891 | 166 | 5.7 | 2,752 | 170 | 6.2 | 1,894 | 123 | 6.5 |
| Other interest bearing liabilities | 57 | 5 | 8.8 | 15 | 16 | n/a | 46 | 2 | n/a |
| Intragroup borrowings |  |  |  |  |  |  |  |  |  |
| Overseas | 713 | 43 | 6.0 | 739 | 46 | 6.2 | 1,025 | 59 | 5.8 |
| Average interest bearing liabilities and loan capital and interest expense including intragroup | 92,363 | 4,251 | 4.6 | 86,035 | 4,643 | 5.4 | 75,904 | 4,378 | 5.8 |
| Intragroup eliminations | (713) | (43) | n/a | (739) | (46) | n/a | $(1,025)$ | (59) | n/a |
| Total average interest bearing liabilities and loan capital and interest expense | 91,650 | 4,208 | 4.6 | 85,296 | 4,597 | 5.4 | 74,879 | 4,319 | 5.8 |

## Average Balance Sheet (Continued)

| Year Ended | 30/06/98 |  |  | 30/06/97 |  |  | 30/06/96 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance |  | Rate | Balance |  | Rate | Balance |  | Rate |
|  | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Non Interest Bearing Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits not bearing interest |  |  |  |  |  |  |  |  |  |
| Australia | 3,738 |  |  | 3,566 |  |  | 3,604 |  |  |
| Overseas | 58 |  |  | 53 |  |  | 76 |  |  |
| Liability on acceptances |  |  |  |  |  |  |  |  |  |
| Australia | 9,660 |  |  | 9,825 |  |  | 10,692 |  |  |
| Overseas | 34 |  |  | 55 |  |  | 42 |  |  |
| Other liabilities |  |  |  |  |  |  |  |  |  |
| Australia | 9,377 |  |  | 7,504 |  |  | 5,726 |  |  |
| Overseas | 1,990 |  |  | 1,438 |  |  | 1,245 |  |  |
| Total average non interest bearing liabilities | 24,857 |  |  | 22,441 |  |  | 21,385 |  |  |
| Total average liabilities and loan capital | 116,507 |  |  | 107,737 |  |  | 96,264 |  |  |
| Shareholders' equity | 7,048 |  |  | 6,621 |  |  | 6,841 |  |  |
| Total average liabilities, loan capital and shareholders' equity | 123,555 |  |  | 114,358 |  |  | 103,105 |  |  |
| Percentage of total average liabilities applicable to overseas operations | 16.5\% |  |  | 15.6\% |  |  | 15.3\% |  |  |

These Average Balance Sheets are for full year periods. The averages are calculated on balances over the full year. The calculated values for the full year tal 80 e are not the same as the calculated values for the half year to 30 June.

Overseas Intragroup borrowings have been adjusted into the interest spread and margin calculations to more accurately reflect the overseas costs of funds.

## Interest Rate and Volume Analysis of Full Year Results

|  | 30/06/98 vs 30/06/97 Changes due to |  |  | 30/06/97 vs 30/06/96 Changes due to |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Interest Earning Assets |  |  |  |  |  |  |
| Receivables due from other financial institutions |  |  |  |  |  |  |
| Australia | (27) | (2) | (29) | 42 | (1) | 41 |
| Overseas | (48) | 32 | (16) | (33) | 1 | (32) |
| Deposits with regulatory authorities |  |  |  |  |  |  |
| Australia | 1 | (12) | (11) | 2 | (8) | (6) |
| Investment/trading and other securities |  |  |  |  |  |  |
| Australia | (148) | (37) | (185) | (18) | (86) | (104) |
| Overseas | 65 | (10) | 55 | 63 | (16) | 47 |
| Loans, advances and other receivables |  |  |  |  |  |  |
| Australia | 544 | (961) | (417) | 831 | (613) | 218 |
| Overseas | 205 | 18 | 223 | 141 | (29) | 112 |
| Other interest earning assets | n/a | (4) | (4) | $\mathrm{n} / \mathrm{a}$ | (3) | (3) |
| Intragroup Loans |  |  |  |  |  |  |
| Australia | (2) | (1) | (3) | (17) | 4 | (13) |
| Change in interest income including intragroup | 590 | (977) | (387) | 1,011 | (751) | 260 |
| Intragroup eliminations | 2 | 1 | 3 | 17 | (4) | 13 |
| Change in Interest Income | 592 | (976) | (384) | 1,028 | (755) | 273 |
| Interest Bearing Liabilities and Loan Capital |  |  |  |  |  |  |
| Time deposits |  |  |  |  |  |  |
| Australia | (64) | (273) | (337) | (214) | 123 | (91) |
| Overseas | 155 | 34 | 189 | (45) | (7) | (52) |
| Savings deposits |  |  |  |  |  |  |
| Australia | 43 | (178) | (135) | (23) | 126 | 103 |
| Overseas | (1) | 2 | 1 | (13) | 5 | (8) |
| Other demand deposits |  |  |  |  |  | - |
| Australia | 116 | (176) | (60) | (40) | 80 | 40 |
| Overseas | 1 | (3) | (2) | (13) | 10 | (3) |
| Public borrowings by borrowing corporations |  |  |  |  |  |  |
| Australia | 34 | (7) | 27 | (22) | 9 | (13) |
| Payables due to other financial institutions |  |  |  |  |  |  |
| Australia | 9 | 1 | 10 | - | 2 | 2 |
| Overseas | (19) | 1 | (18) | (35) | (5) | (40) |
| Short term borrowings |  |  |  |  |  |  |
| Australia | 12 | (7) | 5 | (108) | 14 | (94) |
| Overseas | 15 | (18) | (3) | 5 | (6) | (1) |
| Long term borrowings |  |  |  |  |  |  |
| Australia | 8 | (66) | (58) | (80) | 34 | (46) |
| Overseas | (4) | 11 | 7 | (7) | (7) | (14) |
| Loan capital |  |  |  |  |  |  |
| Australia | 8 | (12) | (4) | (53) | 6 | (47) |
| Other interest bearing liabilities | n/a | (11) | (11) | n/a | (14) | (14) |
| Intragroup borrowings |  |  |  |  |  |  |
| Overseas | (2) | (1) | (3) | 17 | (4) | 13 |
| Change in interest expense including intragroup | 311 | (703) | (392) | (631) | 366 | (265) |
| Intragroup eliminations | 2 | 1 | 3 | (17) | 4 | (13) |
| Change in Interest Expense | 313 | (702) | (389) | (648) | 370 | (278) |
| Change in Net Interest Income | 279 | (274) | 5 | 380 | (385) | (5) |

[^1]
## Average Balance Sheet Half Yearly Figures



Average Balance Sheet (Continued)

| Half Year Ended | 30/06/98 |  |  | 31/12/97 |  |  | 30/06/97 |  |  | 31/12/96 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance | Interest | Average Rate | Average Balance | Interest | Average Rate | Average Balance | Interest | Average Rate | Average Balance | Interest | Average Rate |
|  | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| AVERAGE LIABILITIES AND INTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Bearing Liabilities and Loan Capital |  |  |  |  |  |  |  |  |  |  |  |  |
| Time deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 23,205 | 599 | 5.2 | 23,465 | 664 | 5.6 | 24,352 | 791 | 6.6 | 24,330 | 809 | 6.6 |
| Overseas | 8,503 | 403 | 9.6 | 8,100 | 315 | 7.7 | 6,497 | 254 | 7.9 | 6,477 | 275 | 8.4 |
| Saving deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 23,267 | 195 | 1.7 | 22,678 | 208 | 1.8 | 22,413 | 242 | 2.2 | 19,820 | 296 | 3.0 |
| Overseas | 1,532 | 51 | 6.7 | 1,826 | 53 | 5.8 | 1,790 | 49 | 5.5 | 1,604 | 54 | 6.7 |
| Other demand deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 16,149 | 305 | 3.8 | 14,905 | 309 | 4.1 | 12,565 | 294 | 4.7 | 13,460 | 380 | 5.6 |
| Overseas | 1,402 | 10 | 1.4 | 1,348 | 14 | 2.1 | 1,782 | 11 | 1.2 | 868 | 15 | 3.4 |
| Public Borrowings by borrowing corporations |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 3,100 | 102 | 6.6 | 3,025 | 115 | 7.5 | 2,709 | 97 | 7.2 | 2,467 | 93 | 7.5 |
| Payables due to other financial institutions |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 642 | 13 | 4.1 | 323 | 4 | 2.5 | 245 | 4 | 3.3 | 197 | 3 | 3.0 |
| Overseas | 3,186 | 102 | 6.5 | 3,164 | 99 | 6.2 | 3,356 | 105 | 6.3 | 3,568 | 114 | 6.3 |
| Short term borrowings |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 3,683 | 107 | 5.9 | 3,598 | 113 | 6.2 | 3,899 | 122 | 6.3 | 2,998 | 93 | 6.2 |
| Overseas | 1,854 | 31 | 3.4 | 1,461 | 42 | 5.7 | 1,344 | 40 | 6.0 | 1,364 | 36 | 5.2 |
| Long term borrowings |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 2,545 | 62 | 4.9 | 2,716 | 71 | 5.2 | 2,608 | 82 | 6.3 | 2,441 | 109 | 8.9 |
| Overseas | 634 | 24 | 7.6 | 1,110 | 26 | 4.6 | 913 | 23 | 5.1 | 1,022 | 20 | 3.9 |
| Loan capital |  |  |  |  |  |  |  |  |  |  |  |  |
| Australia | 2,940 | 84 | 5.8 | 2,843 | 82 | 5.7 | 2,753 | 81 | 5.9 | 2,751 | 89 | 6.4 |
| Other interest bearing liabilities | 105 | 4 | 7.7 | 10 | 1 | $\mathrm{n} / \mathrm{a}$ | (5) | 10 | $\mathrm{n} / \mathrm{a}$ | 35 | 6 | n/a |
| Intragroup borrowings |  |  |  |  |  |  |  |  |  |  |  |  |
| Overseas | 776 | 23 | 6.0 | 653 | 20 | 6.1 | 636 | 22 | 7.0 | 841 | 24 | 5.7 |
| Average interest bearing liabilities and loan capital and interest expense including intragroup | $\begin{array}{r} 93,523 \\ (776) \end{array}$ | $2,115$ | $4.6$ | $91,225$ | $2,136$ | $4.6$ | $87,857$ | $\begin{array}{r} 2,227 \\ (20) \end{array}$ | 5.1 | $84,243$ | 2,416 | 5.7 |
| Intragroup eliminations | (776) | (23) | n/a | (653) | (20) | n/a | (636) | (22) | n/a | (841) | (24) | n/a |
| Total average interest bearing liabilities and loan capital and interest expense | 92,747 | 2,092 | 4.5 | 90,572 | 2,116 | 4.6 | 87,221 | 2,205 | 5.1 | 83,402 | 2,392 | 5.7 |

## Average Balance Sheet (Continued)

Half Year Ended

Deposits not bearing Liabilitie

| Australia | 3,874 | 3,604 | 3,584 | 3,548 |
| :---: | :---: | :---: | :---: | :---: |
| Overseas | 68 | 48 | 56 | 50 |
| Liability on acceptances |  |  |  |  |
| Australia | 9,848 | 9,475 | 9,626 | 10,021 |
| Overseas | 25 | 43 | 49 | 61 |
| Other liabilities |  |  |  |  |
| Australia | 8,968 | 9,779 | 8,201 | 6,818 |
| Overseas | 2,112 | 1,870 | 1,528 | 1,349 |
| Total average non interest bearing liabilities | 24,895 | 24,819 | 23,044 | 21,847 |
| Total average liabilities and loan capital | 117,642 | 115,391 | 110,265 | 105,249 |
| Shareholders' equity | 6,905 | 7,189 | 6,792 | 6,453 |
| Total average liabilities, loan capital and shareholders' equity | 124,547 | 122,580 | 117,057 | 111,702 |

## Percentage of total average liabilities

 applicable to overseas operations|  | 30/06/98 |  |  | 31/12/97 |
| :---: | :---: | :---: | :---: | :---: |
| Average | Interest | Average | Average | Interest |
| Balance |  | Rate | Balance |  |
| \$M | \$M | \% | \$M | \$M |

30/06/97
31/12/96
Interest Average Average Interest Average M \$M

| Average Interest Average |  |
| :--- | ---: |
| Balance | Rate |

Deposits not bearing interest
Austraia
Liability on acceptances
Australia


43
49
61
Other liabilities
Australia

Total average non interest bearing liabilities

Total average liabilities and loan capital Shareholders' equity
Total average liabilities, loan capital and shareholders' equity
$16.5 \% \quad 16.4 \% \quad 15.7 \% \quad 15.6 \% ~(1)$
 the calculated values for the full year to 30 June.

Overseas Intragroup borrowings have been adjusted into the interest spread and margin calculations to more accurately reflect the overseas costs of funds.

## Interest Rate and Volume Analysis of Half Year Results

|  | $30 / 06 / 98$ vs $30 / 06 / 97$ Changes due to |  |  | $30 / 06 / 98$ vs $31 / 12 / 97$ Changes due to |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Interest Earning Assets |  |  |  |  |  |  |
| Receivables due from other financial institutions |  |  |  |  |  |  |
| Australia | (17) | (2) | (19) | (9) | (1) | (10) |
| Overseas | (20) | 20 | - | (11) | 10 | (1) |
| Deposits with regulatory authorities |  |  |  |  |  |  |
| Australia | - | (4) | (4) | - | - | - |
| Investment/trading and other securities |  |  |  |  |  |  |
| Australia | (123) | 17 | (106) | (72) | 20 | (52) |
| Overseas | 30 | 22 | 52 | 3 | 23 | 26 |
| Loans, advances and other receivables |  |  |  |  |  |  |
| Australia | 234 | (381) | (147) | 112 | (142) | (30) |
| Overseas | 95 | 59 | 154 | 24 | 53 | 77 |
| Other interest earning assets | n/a | (9) | (9) | n/a | (17) | (17) |
| Intragroup loans |  |  |  |  |  |  |
| Australia | 4 | (3) | 1 | 4 | (1) | 3 |
| Change in interest income including intragroup | 203 | (281) | (78) | 51 | (55) | (4) |
| Intragroup eliminations | (4) | 3 | (1) | (4) | 1 | (3) |
| Change in Interest Income | 199 | (278) | (79) | 47 | (54) | (7) |
| Interest Bearing Liabilities and Loan Capital |  |  |  |  |  |  |
| Time deposits |  |  |  |  |  |  |
| Australia | (36) | (156) | (192) | (7) | (58) | (65) |
| Overseas | 88 | 61 | 149 | 16 | 72 | 88 |
| Savings deposits |  |  |  |  |  |  |
| Australia | 9 | (56) | (47) | 5 | (18) | (13) |
| Overseas | (8) | 10 | 2 | (9) | 7 | (2) |
| Other demand deposits |  |  |  |  |  |  |
| Australia | 74 | (63) | 11 | 25 | (29) | (4) |
| Overseas | (3) | 2 | (1) | 1 | (5) | (4) |
| Public borrowings by borrowing corporations |  |  |  |  |  |  |
| Australia | 13 | (8) | 5 | 3 | (16) | (13) |
| Payables due to other financial institutions |  |  |  |  |  |  |
| Australia | 8 | 1 | 9 | 5 | 4 | 9 |
| Overseas | (5) | 2 | (3) | 1 | 2 | 3 |
| Short term borrowings |  |  |  |  |  |  |
| Australia | (7) | (8) | (15) | 3 | (9) | (6) |
| Overseas | 12 | (21) | (9) | 9 | (20) | (11) |
| Long term borrowings |  |  |  |  |  |  |
| Australia | (2) | (18) | (20) | (4) | (5) | (9) |
| Overseas | (8) | 9 | 1 | (14) | 12 | (2) |
| Loan capital |  |  |  |  |  |  |
| Australia | 5 | (2) | 3 | 3 | (1) | 2 |
| Other interest bearing liabilities | n/a | (6) | (6) | n/a | 3 | 3 |
| Intragroup borrowings |  |  |  |  |  |  |
| Overseas | 4 | (3) | 1 | 4 | (1) | 3 |
| Change in interest expense including intragroup | 144 | (256) | (112) | 41 | (62) | (21) |
| Intragroup eliminations | (4) | 3 | (1) | (4) | 1 | (3) |
| Change in Interest Expense | 140 | (253) | (113) | 37 | (61) | (24) |
| Change in Net Interest Income | 59 | (25) | 34 | 10 | 7 | 17 |

These Volume and Rate Analyses are for half year periods. The calculations are based on balances over the half year. The calculated values for the half year to 30 June are not the same as the calculated values for the full year to 30 June.

Overseas Intragroup borrowings have been adjusted into the interest spread and margin calculations to more accurately reflect the overseas costs of funds.

## Derivatives

Derivatives are financial contracts whose value depends on the values of one or more underlying assets, reference rates or indices. Derivatives include foreign exchange forward transactions, interest rate and currency swaps, forward interest rate agreements and option contracts and can be denominated in Australian dalls or a foreign currency.

| As at | Face Value |  |  |  | Credit Equivalent |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $30 / 06 / 98$ | $31 / 12 / 97$ | 30/06/97 | 31/12/96 | $30 / 06 / 98$ | 31/12/97 | 30/06/97 | 31/12/96 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Exchange Rate Related Contracts |  |  |  |  |  |  |  |  |
| Forwards |  |  |  |  |  |  |  |  |
| Trading | 119,979 | 133,428 | 126,294 | 120,906 | 5,880 | 6,560 | 3,045 | 2,793 |
| Other than trading | - | 231 | - | - | - | 35 | - | - |
| Total forwards | 119,979 | 133,659 | 126,294 | 120,906 | 5,880 | 6,595 | 3,045 | 2,793 |
| Swaps |  |  |  |  |  |  |  |  |
| Trading | 11,940 | 9,426 | 8,040 | 8,095 | 775 | 763 | 720 | 1,617 |
| Other than trading | 5,231 | 5,335 | 4,533 | 3,842 | 1,146 | 939 | 554 | 312 |
| Total swaps | 17,171 | 14,761 | 12,573 | 11,937 | 1,921 | 1,702 | 1,274 | 1,929 |
| Futures |  |  |  |  |  |  |  |  |
| Trading | 84 | 87 | 98 | 4 | - | - | - | - |
| Other than trading | - | - | - | - | - | - | - | - |
| Total futures | 84 | 87 | 98 | 4 | - | - | - | - |
| Options purchased and sold |  |  |  |  |  |  |  |  |
| Trading | 35,272 | 21,703 | 16,058 | 9,772 | 824 | 602 | 242 | 98 |
| Other than trading | - | - | - | - | - | - | - | - |
| Total options purchased and sold | 35,272 | 21,703 | 16,058 | 9,772 | 824 | 602 | 242 | 98 |
| Total Exchange Rate Related Contracts | 172,506 | 170,210 | 155,023 | 142,619 | 8,625 | 8,899 | 4,561 | 4,820 |
| Interest Rate Related Contracts |  |  |  |  |  |  |  |  |
| Forwards |  |  |  |  |  |  |  |  |
| Trading | 11,739 | 8,935 | 14,950 | 10,958 | 4 | 4 | 11 | 9 |
| Other than trading | 2,586 | 270 | 2,037 | 1,194 | - | - | 3 | - |
| Total forwards | 14,325 | 9,205 | 16,987 | 12,152 | 4 | 4 | 14 | 9 |
| Swaps |  |  |  |  |  |  |  |  |
| Trading | 37,849 | 30,761 | 24,961 | 24,197 | 1,005 | 841 | 701 | 629 |
| Other than trading | 30,128 | 27,980 | 25,799 | 19,940 | 608 | 543 | 483 | 375 |
| Total swaps | 67,977 | 58,741 | 50,760 | 44,137 | 1,613 | 1,384 | 1,184 | 1,004 |
| Futures |  |  |  |  |  |  |  |  |
| Trading | 39,410 | 41,196 | 53,001 | 71,035 | - | - | - | - |
| Other than trading | 726 | 76 | 134 | 577 | - | - | - | - |
| Total futures | 40,136 | 41,272 | 53,135 | 71,612 | - | - | - | - |
| Options purchased and sold |  |  |  |  |  |  |  |  |
| Trading | 7,030 | 5,081 | 5,675 | 6,008 | 51 | 45 | 52 | 40 |
| Other than trading | 65 | 612 | 313 | 62 | 65 | - | - | - |
| Total options purchased and sold | 7,095 | 5,693 | 5,988 | 6,070 | 116 | 45 | 52 | 40 |
| Total Interest Rate Related Contracts | 129,533 | 114,911 | 126,870 | 133,971 | 1,733 | 1,433 | 1,250 | 1,053 |

## Equity Risk Related Contracts

Swaps
Other than trading
Options purchased and sold Other than trading

Total Equity Risk Related Contracts
Total Derivatives Exposures

| - | 359 | 376 | - | - | 8 | 9 | - |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 449 | 187 | 182 | 183 | 10 | - | - | - |
| 449 | 546 | 558 | 183 | 10 | 8 | 9 | - |
| 302,488 | 285,667 | 282,451 | 276,773 | 10,368 | 10,340 | 5,820 | 5,873 |

Contingent Liabilities

| As at | Face Value |  |  |  | Credit Equivalent |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Credit Risk Related Instruments |  |  |  |  |  |  |  |  |
| Guarantees | 1,878 | 1,506 | 1,522 | 1,763 | 1,878 | 1,506 | 1,522 | 1,763 |
| Standby letters of credit | 396 | 861 | 808 | 448 | 396 | 861 | 808 | 448 |
| Bill endorsements | 455 | 520 | 525 | 561 | 455 | 520 | 525 | 561 |
| Documentary letters of credit | 474 | 424 | 423 | 461 | 95 | 85 | 85 | 92 |
| Performance related contingents | 1,120 | 1,108 | 957 | 906 | 560 | 554 | 478 | 453 |
| Commitments to provide credit | 22,693 | 20,439 | 19,346 | 17,218 | 8,069 | 6,786 | 6,851 | 5,330 |
| Other commitments | 975 | 1,938 | 1,993 | 1,498 | 945 | 1,885 | 1,939 | 1,433 |
| Total Credit Risk Related Instruments | 27,991 | 26,796 | 25,574 | 22,855 | 12,398 | 12,197 | 12,208 | 10,080 |

## Accounting Standards and Practices

## Accounting Policies

The financial data in this announcement has been drawn from audited accounts that have been maintained to ensure compliance with applicable Accounting Standards. The accounting policies applied are consistent with those of the previous year except for the adoption of equity accounting.

## Changes in Accounting Policy

## Equity Accounting

The Economic Entity has elected to adopt equity accounting in terms of AASB 1016: Accounting for Investments in Associates for the year ended 30 June 1998. Investments in associates are carried at cost plus the Economic Entity's share of post-acquisition profit or loss. The Economic Entity's share of profit or loss of associates is included in the Profit and Loss Statement. ASC Class Order no 97/798 dated 5 June 1997 permits the adoption of equity accounting.

As a result of the change in accounting policy, the effect on profit after tax for the year ended 30 June 1998 is a $\$ 2$ million net loss. The carrying value of investments in associates included in the balance sheet is $\$ 276$ million. There was no transitional adjustment to retained profits as the amount was not material.

## Income and Expenses

Further in accordance with revised International Accounting Standard IAS1, Presentation of Financial Statements certain income and expense items have been presented on a net basis. The principal items involved are the netting of rental income against operating lease rentals and general insurance claims paid shown as a deduction from general insurance premium income. There is no effect on profit and loss.

## Accounting Practices

## Risk Management

The major categories of risk actively managed by the Bank include credit risk, liquidity and funding risk, market risk and other operational risks. Refer to the 1997 Annual Report, Note 38 on pages $88-93$ explains the management of market risk.

Interest Rate Risk in the Balance Sheet is discussed within Note 38 of the 1997 Annual Report, updated information to 30 June 1998 is as follows:

Next 12 months' Earnings
Over the year to 30June 1998 the potential change to the next 12 months' net interest earnings based on a $1 \%$ parallel rate shock and the expected change in price of assets and liabilities held for purposes other than trading is as follows:
(expressed as a \% of expected next 12 months' earnings)
\(\left.$$
\begin{array}{rr}\mathbf{1 9 9 8} \\
\%\end{array}
$$ \begin{array}{r}\mathbf{1 9 9 7} <br>

\%\end{array}\right]\)| 1.5 |
| ---: |
| 2.8 |
| 3.4 |
| 2.3 |

Economic Value
The figures in the following table represent the net present value of the expected change in future earnings in all future periods for the remaining term of existing assets and liabilities, where repricing dates do not match, held for purposes other than trading.

|  | $\mathbf{1 9 9 8}$ | $\mathbf{1 9 9 7}$ |
| :--- | ---: | ---: |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Exposures as at 30 June | 78 | 18 |
| Average monthly exposure | 25 | 46 |
| High month exposure | 78 | 72 |
| Low month exposure | 7 | 8 |

Foreign Exchange Risk in the Balance Sheet is discussed within Note 38, updated information to 30 June 1998 is:
An adverse movement of $10 \%$ in the applicable AUD foreign exchange rate would cause the Bank's capital ratio to deteriorate by less than $0.3 \%$ (1997: less than $0.2 \%$ )

Value at risk (VAR) within Financial Markets Trading is discussed within Note 38 of the 1997 Annual Report, updated information to 30 June 1998 is:

|  | Correlated |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Average VaR During June 1998 Half | $\begin{gathered} \hline \text { Actual VaR } \\ \text { as at } \\ 30 \text { June } 1998 \end{gathered}$ | $\begin{gathered} \text { Actual VaR } \\ \text { as at } \\ 31 \text { Dec } 1997 \end{gathered}$ | $\begin{gathered} \hline \text { Actual VaR } \\ \text { as at } \\ 30 \text { June } 1997 \end{gathered}$ |
| Interest rate risk | \$M | \$M | \$M | \$M |
| Exchange rate risk | N/A | N/A | N/A | N/A |
| Total | 3 | 3 | 4 | 3 |


|  | Uncorrelated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Maximum VaR During |  | $\underset{\text { During }}{\text { Minimum VaR }}$ |  | Average VaR During |  |
|  | Dec 1997 | June 1997 | Dec 1997 | June 1997 | Dec 1997 | June 1997 |
|  | Half | Year | Half | Year | Half | Year |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Interest rate risk | 12 | 15 | 4 | 7 | 9 | 10 |
| Exchange rate risk | 8 | 12 | 3 | 3 | 5 | 6 |
| Total | N/A | N/A | N/A | N/A | 14 | 16 |

Daily calculation of VAR on a correlated basis commenced on 2 January 1998.

## Capital Adequacy

| As at | $\begin{array}{r} 30 / 06 / 98 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 97 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 97 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 96 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 98 \\ \text { vs } 30 / 06 / 97 \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Tier One Capital |  |  |  |  |  |
| Total shareholders' equity | 6,889 | 6,752 | 7,024 | 6,781 |  |
| Eligible loan capital | 1,306 | 1,224 | 1,073 | 1,004 |  |
| Total shareholders' equity and loan capital | 8,195 | 7,976 | 8,097 | 7,785 | (1) |
| Goodwill | (531) | (552) | (574) | (582) |  |
| Preference shares | (47) | (52) | (55) | (53) |  |
| Total Tier One Capital | 7,617 | 7,372 | 7,468 | 7,150 | (2) |
| Tier Two Capital |  |  |  |  |  |
| General provisions for bad and doubtful debts | 1,076 | 716 | 690 | 643 |  |
| FITB related to general provision | (337) | - | - | - |  |
| Dated note and bond issues | 1,885 | 1,848 | 1,702 | 1,645 |  |
| Preference shares | 42 | 45 | 45 | 44 |  |
| Total Tier Two Capital | 2,666 | 2,609 | 2,437 | 2,332 | (9) |
| Total Tier One and Tier Two Capital | 10,283 | 9,981 | 9,905 | 9,482 | (4) |
| Deductions | (381) | (390) | (487) | (517) |  |
| Total Regulatory Capital | 9,902 | 9,591 | 9,418 | 8,965 | (5) |
| Tier One Capital less Eligible loan capital | 6,311 | 6,148 | 6,395 | 6,146 | 1 |
| Risk Weighted Capital Ratios | \% | \% | \% | \% |  |
| Tier One | 8.07 | 8.12 | 8.64 | 8.72 |  |
| Tier Two | 2.82 | 2.88 | 2.82 | 2.85 |  |
| Deductions | (0.40) | (0.43) | (0.57) | (0.63) |  |
| Total | 10.49 | 10.57 | 10.89 | 10.94 |  |

## Buy Back

The Bank's shareholders' equity was reduced by $\$ 651$ million on 29December 1997 pursuant to the buy back of 38.1 million shares.

## Government Guarantee

In conjunction with the Government's sale of its remaining shareholding, transitional arrangements were implemented which provide that:

- all demand and term deposits will be guaranteed for a period of three years from 19 July 1996, with term deposits outstanding at the end of that three year period being guaranteed until maturity; and
- all other amounts payable under a contract that was entered into before, or under an instrument executed, issued, endorsed or accepted by the Bank and outstanding at 19 July 1996, will be guaranteed until their maturity.


## Credit Ratings

## Debt issues not guaranteed by the Commonwealth of Australia

|  | Short Term | Long Term |
| :--- | :---: | :---: |
| Standard \& Poor's Corporation | $\mathrm{A}-1+$ | $\mathrm{AA}-$ |
| Moody's Investors Service, Inc. | $\mathrm{P}-1$ | $\mathrm{Aa3}$ |
| Fitch IBCA Limited | $\mathrm{A}-1+$ | $\mathrm{AA}-$ |
| Moody's Bank Financial Strength Rating: | B |  |

Financial Reporting by Segments


## GEOGRAPHICAL SEGMENTS

Revenue

| Australia | 7,718 | 81.4 | 8,088 | 85.0 | (5) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| New Zealand | 1,115 | 11.7 | 977 | 10.3 | 14 |
| Other countries * | 657 | 6.9 | 448 | 4.7 | 47 |
|  |  |  |  |  | $\mathbf{1 0 0 . 0}$ |

Operating profit before income tax
Australia

| 1,221 | 91.0 | 1,454 | 90.0 | $(16)$ |
| ---: | ---: | ---: | ---: | ---: |
| 148 | 11.0 | 128 | 7.9 | 16 |
| $(27)$ | $(2.0)$ | 34 | 2.1 | large |
|  |  |  |  |  |
| $\mathbf{1 , 3 4 2}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 , 6 1 6}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{( 1 7 )}$ |

Operating profit after income tax
and outside equity interests
Australia
New Zealand
Other countries *

| 1,044 | 95.8 | 990 | 91.9 | 5 |
| ---: | ---: | ---: | ---: | ---: |
| 73 | 6.7 | 63 | 5.8 | 16 |
| $(27)$ | $(2.5)$ | 25 | 2.3 | large |
|  |  |  |  |  |
| $\mathbf{1 , 0 9 0}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 , 0 7 8}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1}$ |

## Assets

Australia
New Zealand
Other countries *

| 110,120 | 84.4 | 101,202 | 84.3 | 9 |
| ---: | ---: | ---: | ---: | ---: |
| 10,846 | 8.3 | 9,994 | 8.3 | 9 |
| 9,578 | 7.3 | 8,907 | 7.4 | 8 |
|  |  |  |  |  |
| $\mathbf{1 3 0 , 5 4 4}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 2 0 , 1 0 3}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{9}$ |

* See Definitions (p48)


## Exchange Rate Conversions

| At |  | $\mathbf{3 0 / 0 6 / 9 8}$ | $\mathbf{3 1 / 1 2 / 9 7}$ | $\mathbf{3 0 / 0 6 / 9 7}$ | $\mathbf{3 1 / 1 2 / 9 6}$ |
| :--- | :--- | ---: | ---: | ---: | ---: |
|  | AUD1.00 $=$ | USD |  |  |  |
|  | GBP | .6128 | .6540 | .7457 | .7968 |
|  | JPY | .3675 | .3945 | .4482 | .4712 |
|  | NZD | 86.3201 | 84.9906 | 85.2464 | 92.5983 |
|  | HKD | 1.1930 | 1.1236 | 1.0992 | 1.1267 |
|  | DEM | 4.7486 | 5.0667 | 5.7777 | 6.1629 |
|  | CHF | 1.1091 | 1.1702 | 1.2954 | 1.2384 |
|  | INR | .9337 | .9513 | 1.0846 | 1.0747 |
|  |  | 8000 | 4500 | 1890 | n/a |

Financial Reporting by Segments (Continued)

|  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $30 / 06 / 98$ |  | $30 / 06 / 97$ |  | vs $30 / 06 / 98$ <br> $30 / 06 / 97$ |
| $\$ M$ | $\%$ | $\$ M$ | $\%$ | $\%$ |

## INDUSTRY SEGMENTS

## Revenue

Banking
Life insurance and funds management Finance

| 8,767 | 92.4 | 8,897 | 93.5 | $(1)$ |
| ---: | ---: | ---: | ---: | ---: |
| 214 | 2.3 | 202 | 2.1 | 6 |
| 509 | 5.3 | 414 | 4.4 | 23 |
|  |  |  |  |  |
| $\mathbf{9 , 4 9 0}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{9 , 5 1 3}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{( 0 )}$ |

Operating profit before income tax Banking
Life insurance and funds management Finance

| 1,158 | 86.3 | 1,443 | 89.3 | (20) |
| ---: | ---: | ---: | ---: | :---: |
| 81 | 6.0 | 74 | 4.6 | 9 |
| 103 | 7.7 | 99 | 6.1 | 4 |
|  |  |  |  |  |
| $\mathbf{1 , 3 4 2}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 , 6 1 6}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{( 1 7 )}$ |

Operating profit after income tax and outside equity interests
Banking
Life insurance and funds management Finance

| 940 | 86.2 | 941 | 87.2 | $(0)$ |
| ---: | ---: | ---: | ---: | ---: |
| 84 | 7.7 | 75 | 7.0 | 12 |
| 66 | 6.1 | 62 | 5.8 | 6 |
|  |  |  |  |  |
| $\mathbf{1 , 0 9 0}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 , 0 7 8}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1}$ |

## Assets

Banking
Life insurance and funds management Finance

| 124,765 | 95.6 | 115,368 | 96.1 | 8 |
| ---: | ---: | ---: | ---: | ---: |
| 427 | 0.3 | 359 | 0.3 | 19 |
| 5,352 | 4.1 | 4,376 | 3.6 | 22 |
|  |  |  |  |  |
| $\mathbf{1 3 0 , 5 4 4}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 2 0 , 1 0 3}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{9}$ |

## Statement of Cash Flows

|  | Half Year Ended |  |  |  | Full Year Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 | 30/06/98 | 30/06/97 |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Cash flows from operating activities |  |  |  |  |  |  |
| Interest received | 3,858 | 3,699 | 4,038 | 4,016 | 7,557 | 8,054 |
| Dividends received | 16 | 2 | 12 | 6 | 18 | 18 |
| Interest paid | $(2,101)$ | $(1,964)$ | $(1,989)$ | $(2,353)$ | $(4,065)$ | $(4,342)$ |
| Other operating income received | 475 | 729 | 649 | 659 | 1,204 | 1,308 |
| Staff expenses paid | (856) | (849) | (829) | (785) | $(1,705)$ | $(1,614)$ |
| Occupancy and equipment expenses paid | (153) | (136) | (174) | (136) | (289) | (310) |
| Information technology services expenses paid | (294) | (209) | (125) | (126) | (503) | (251) |
| Other expenses paid | (241) | (227) | (85) | (314) | (468) | (399) |
| Income taxes paid | (109) | (107) | (240) | (389) | (216) | (629) |
| Net decrease (increase) in trading securities | (359) | (287) | $(1,400)$ | 1,956 | (646) | 556 |
| Net cash (used in) provided by operating activities | 236 | 651 | (143) | 2,534 | 887 | 2,391 |
| Cash flows from investing activities |  |  |  |  |  |  |
| Payments for acquisition of entities | - | - | (10) | (56) | - | (66) |
| Net movement in investment securities |  |  |  |  |  |  |
| Purchases | $(4,607)$ | $(3,898)$ | $(2,909)$ | $(5,978)$ | $(8,505)$ | $(8,887)$ |
| Proceeds from sale | 61 | 1,726 | 465 | 707 | 1,787 | 1,172 |
| Proceeds at or close to maturity | 4,529 | 4,152 | 2,036 | 4,977 | 8,681 | 7,013 |
| Lodgment of deposits with regulatory authorities | (25) | (10) | (29) | (57) | (35) | (86) |
| Net increase in loans, advances and other receivables | $(5,847)$ | $(4,035)$ | $(5,018)$ | $(6,335)$ | $(9,882)$ | $(11,353)$ |
| Proceeds from sale of property, plant and equipment | 104 | 92 | 89 | 218 | 196 | 307 |
| Purchase of property, plant and equipment | (38) | (40) | (101) | (79) | (78) | (180) |
| Net decrease in receivables due from other financial institutions not at call | 651 | 158 | 198 | 552 | 809 | 750 |
| Net decrease in securities purchased under agreements to resell | 278 | 69 | 222 | 419 | 347 | 641 |
| Net decrease (increase) in other assets | 473 | 702 | (259) | (173) | 1,175 | (432) |
| Net cash used in investing activities | $(4,421)$ | $(1,084)$ | $(5,316)$ | $(5,805)$ | $(5,505)$ | $(11,121)$ |
| Cash flows from financing activities |  |  |  |  |  |  |
| Buy back of shares | - | (651) | - | $(1,001)$ | (651) | $(1,001)$ |
| Proceeds from issue of shares | 2 | 3 | 3 | 9 | 5 | 12 |
| Net increase in deposits and other borrowings | 3,207 | 3,476 | 3,892 | 3,000 | 6,683 | 6,892 |
| Proceeds from long term debt issues | 1,232 | 123 | 625 | 789 | 1,355 | 1,414 |
| Repayment of long term debt issues | $(1,179)$ | (51) | (240) | (59) | $(1,230)$ | (299) |
| Net movement in short term debt issues | 2,515 | $(3,485)$ | 473 | 1,432 | (970) | 1,905 |
| Dividends paid | (241) | (261) | (203) | (249) | (502) | (452) |
| Payments from provisions | 30 | (40) | (25) | (34) | (10) | (59) |
| Net (decrease) increase in payables due to other financial institutions not at call | (631) | (238) | 342 | (17) | (869) | 325 |
| Net (decrease) increase in securities sold under agreements to repurchase | (197) | 145 | 275 | $(1,058)$ | (52) | (783) |
| Other | (164) | (332) | 14 | (221) | (496) | (207) |
| Net cash (used in) provided by financing activities | 4,574 | $(1,311)$ | 5,156 | 2,591 | 3,263 | 7,747 |
| Net increase (decrease) in cash and cash equivalents | 389 | $(1,744)$ | (303) | (680) | $(1,355)$ | (983) |
| Cash and cash equivalents at beginning of period | 1,574 | 3,318 | 3,621 | 4,301 | 3,318 | 4,301 |
| Cash and cash equivalents at end of period | 1,963 | 1,574 | 3,318 | 3,621 | 1,963 | 3,318 |

Reconciliation of Operating Profit After Income Tax to Net Cash Provided by Operating Activities

| Full Year Ended |  |  |  |  |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
|  |  | Half Year Ended |  |  |  |

## Reconciliation of Cash

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

| As at | $\mathbf{3 0 / 0 6 / 9 8}$ | $\mathbf{3 1 / 1 2 / 9 7}$ | $\mathbf{3 0 / 0 6 / 9 7}$ | $\mathbf{3 1 / 1 2 / 9 6}$ |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
|  |  |  |  |  |
| Notes, coin and cash at bankers | 951 | 901 | 1,091 | $\mathbf{1 , 4 1 5}$ |
| Other short term liquid assets | 247 | 337 | 241 | 310 |
| Receivables due from other financial institutions - at call | 2,925 | 2,369 | 3,502 | 3,765 |
| Payables due to other financial institutions - at call | $(2,160)$ | $(2,033)$ | $(1,516)$ | $(1,869)$ |
|  |  |  |  |  |
| Cash and cash equivalents at end of period | $\mathbf{1 , 9 6 3}$ | $\mathbf{1 , 5 7 4}$ | $\mathbf{3 , 3 1 8}$ | $\mathbf{3 , 6 2 1}$ |

## Non Cash Financing and Investing Activities

Shares issued under the Dividend Reinvestment Plan \$452 million (1997: \$426 million) and Employee Share Acquisition Plan \$28 million (1997: \$28 million).

Share Capital

| Ordinary Shares |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Issue | Category of Securities | Number Issued | Par Value Cents | Paid up Value Cents |
| Opening Balance 1/7/97 | Ordinary shares | 930,177,235 | 200 | 200 |
| Buy back | Ordinary shares | $(38,093,483)$ | 200 | 200 |
| DRP 1996/97 final dividend | Ordinary shares | 18,511,049 | 200 | 200 |
| DRP 1997/98 interim dividend | Ordinary shares | 10,093,343 | 200 | 200 |
| Employee Share Acquisition Plan Issues | Ordinary shares | 1,640,530 | 200 | 200 |
| Employee Share Subscription Plan Issues | Ordinary shares | 329,600 | 200 | 200 |
| Closing Balance 30/6/98 | Ordinary shares | 922,658,274 | 200 | 200 |

## Buy Back

The Bank's shareholders' equity was reduced by $\$ 651$ million on 29 December 1997 pursuant to the buy back of 38.1 million shares. The price per share paid by the Bank for the buy back shares was $\$ 17.08$ calculated in accordance with the buy back offer. In accordance with a compromise reached with the Australian Tax Office $\$ 2$ per share of the consideration for each share bought back has been charged to paid up capital (\$76 million) and $\$ 5$ per share against share premium account ( $\$ 191$ million). The balance of $\$ 10.08$ per share is deemed to be a fully franked dividend and charged to retained earnings ( $\$ 384$ million).

## Employee Share Acquisition Plan

An Employee Share Acquisition Plan was approved by shareholders for a 3 year period at the Annual General Meeting on 8 October 1996. The grant each year to each eligible employee represents approximately $\$ 1,000$ of free shares.

## Employee Share Subscription Plan

An Employee Share Subscription Plan was approved by shareholders for a 3 year period at the Annual General Meeting on 8 October 1996.

The Employee Share Subscription Plan provides employees of the Bank with the opportunity to purchase ordinary shares at a $5 \%$ discount to the market price of the shares at the offer date, subject to a one year restriction on the disposal of the shares. At the Board's discretion up to 300 shares per annum can be acquired by employees who have had at least one year's continuous service, excluding casual and overseas resident employees. The opportunity to acquire the shares is available twice a year within a period commencing two days and expiring thirty days after the Bank's half yearly and annual results are announced.

## Executive Option Plan

An Executive Option Plan was approved by shareholders for a 3 year period at the Annual General Meeting on 8 October 1996. A total of $2,100,000$ options were issued on 16 December 1996 to 25 participating eligible executives, with an exercise price of $\$ 11.85$ per share and exercise period from 13 November 1999 to 12 November 2001. The exercise price of $\$ 11.85$ per share was the Market Value (as defined in the Plan Rules) at the Grant Date being 12 November 1996. Market Value is defined as the weighted average of the prices at which shares were traded on the ASX during the one week period before the Grant Date. The market price at the date of issue of the options was $\$ 11.93$ per share.

A total of $2,875,000$ options were issued on 11 December 1997 to 27 participating eligible executives, with an exercise price of $\$ 15.53$ per share and exercise period from 4 November 2000 to 3 November 2002. The exercise price of $\$ 15.53$ per share was the Market Value (as defined in the Plan Rules) at the Grant Date being 3 November 1997 which will be adjusted by the premium formula (based on the time value of money component of the value of the options) as at the date of vesting. The market price at date of issue of the options was $\$ 16.85$ per share.

300,000 options, from all grants to date, have been forfeited as at 30 June 1998.

## Share Capital (Continued)

## Executive Option Plan (Continued)

Eligible executives must hold a minimum number of shares as determined by the Board before they are permitted to take up any options. The minimum holding must be maintained during the five year life of the options. The options cannot be exercised before each respective exercise period and the ability to exercise is conditional on the Bank achieving a prescribed performance hurdle. To reach the performance hurdle, the Bank's Total Shareholder Return (broadly, growth in share price plus dividends reinvested) over a minimum three year period, must equal or exceed the index of Total Shareholder Return achieved by the companies represented in the ASX's 'Banks and Finance Accumulation Index', excluding the Bank. If the performance hurdle is not reached after three years, the options may nevertheless be exercisable only if the hurdle is subsequently reached within the remaining life of the options. The plan is limited to no more than 50 executives. The option plan does not grant rights to the option holders tparticipate in a shareissue of any other body corporate.

## Shareholder Value

| Half Year Ended | 30/06/98 | 31/12/97 | 30/06/97 | 31/12/96 |
| :---: | :---: | :---: | :---: | :---: |
| Dividend per share (cents) fully franked | 58 | 46 | 57 | 45 |
| Earnings per share (cents)* |  |  |  |  |
| before abnormal items | 68.7 | 65.8 | 65.5 | 66.0 |
| after abnormal items | 53.2 | 64.0 | 51.5 | 66.0 |
| Return on average shareholders' equity (\%) * |  |  |  |  |
| before abnormal items | 19.00 | 17.62 | 17.78 | 18.46 |
| after abnormal items | 14.66 | 17.14 | 14.14 | 18.46 |
| Net Tangible Assets (\$M) | 6,358 | 6,200 | 6,450 | 6,199 |
| Dividend amount paid/payable (\$M) | 535 | 420 | 530 | 411 |
| Dividend cover (times) |  |  |  |  |
| before abnormal items | 1.2 | 1.5 | 1.1 | 1.5 |
| after abnormal items | 0.9 | 1.4 | 0.9 | 1.5 |
| Dividend payout ratio (\%) * |  |  |  |  |
| before abnormal items | 84.4 | 69.9 | 87.0 | 68.2 |
| after abnormal items | 109.0 | 71.9 | 110.6 | 68.2 |
| Share prices for half year (\$): |  |  |  |  |
| Ordinary |  |  |  |  |
| Trading high | 19.66 | 17.76 | 16.00 | 12.16 |
| Trading low | 13.70 | 13.70 | 11.98 | 9.93 |
| End (closing price) | 18.84 | 17.60 | 16.00 | 12.04 |
| IRs ${ }^{(1)}$ |  |  |  |  |
| Trading high | - | 13.10 | 11.65 | 7.96 |
| Trading low | - | 8.80 | 5.76 | 5.93 |
| End (closing price) ${ }^{(2)}$ | - | 10.51 | 11.65 | 7.83 |
| Number of shareholders and IRs holders ${ }^{(2)}$ | 419,926 | 425,404 | 426,229 | 410,920 |

* See Definitions (p48)
${ }^{(1)}$ IRs (Instalment Receipts) evidenced ownership of the beneficial interest in an ordinary share, including dividend entitlements. The IRs were listed on the Australian Stock Exchange on 15 July 1996 under the trading symbol CMG and delisted on 28 October 1997. The trading high and low prices for the IRs were for the period 15 July 1996 to 28 October 1997. The second and finalinstalment of $\$ 4.45$ on the IRs was payable to the Commonwealth Instalment Receipt Trustee on 14 November 1997.
${ }^{(2)}$ Last day of trading for Instalment Receipts was 28 October 1997.


## Dividend Franking Account

The amount of franking credits available for subsequent financial years stands at $\$ 474$ million. This figure represents the extent to which future dividends could be fully franked at $36 \%$, and is based on the Bank's franking account at 30 June 1998, which has been adjusted for franking credits that will arise from the payment of income tax payable on profits of the year ended 30June 1998, a franking debit for the dividend component of the December 1997 share buy back, franking debits that will arise from the payment of dividends proposed for the half year and franking credits that the Bank may be prevented from distributing in subsequent financial periods including $\$ 25$ million as a result of a compromise with the Australian Tax Office in respect of the buy back.

The Dividend Reinvestment Plan continues.
Dividend History

| Half Year Ended | Cents Per Share | Half Year Payout Ratio * | Full Year Payout Ratio * | DRP <br> Price \$ | DRP <br> Participation Rate * |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 31 December 1991 | 20 | 66.9\% | - | 6.64 | 57.7\% |
| 30 June 1992 | 20 | 92.6\% | 77.7\% | 5.62 | 57.7\% |
| 31 December 1992 | 20 | 71.9\% | - | 7.56 | 52.5\% |
| 30 June 1993 | 22 | 92.1\% | 81.2\% | 8.86 | 56.9\% |
| 31 December 1993 | 24 | 67.6\% | - | 7.81 | 56.2\% |
| 30 June 1994 | 36 | 87.0\% | 78.0\% | 6.93 | 53.7\% |
| 31 December 1994 | 36 | 72.4\% | - | 8.92 | 49.7\% |
| 30 June 1995 | 46 | 81.1\% | 77.1\% | 9.86 | 51.8\% |
| 31 December 1995 | 38 | 67.1\% | - | 9.96 | 48.6\% |
| 30 June 1996 | 52 | 88.3\% | 77.9\% | 10.64 | 46.5\% |
| 31 December 1996 | 45 | 68.2\% | - | 12.51 | 51.2\% |
| 30 June 1997 | 57 | 110.6\% | 86.8\% | 14.55 | 50.5\% |
| 31 December 1997 (on shares post buy back) | 46 | 70.2\% | - | 18.06 | 43.0\% |
| 30 June 1998 | 58 | 109.0\% | 88.7\% |  |  |

* See Definitions (p48)


## Record Date

The register closes for determination of dividend entitlement and for participation in the Dividend Reinvestment Planf00 pm on 25 August 1998 at Coopers \& Lybrand Securities Registration Services, Locked Bag A14, Sydney South, 1232.

## Ex-Dividend Date

The ex dividend date is 17 August 1998.

## Definitions

| Item | Page Ref. | Description |
| :---: | :---: | :---: |
| Dividend payout ratio | 4, 46, 47 | Dividends per share divided by earnings per share. |
| DRP Participation Rate | 47 | The percentage of total issued capital participating in the Dividend Reinvestment Plan. |
| Earnings per share | 4, 46 | Calculated in accordance with AASB 1027: Earnings per Share. |
| Other countries | 3, 41 | United Kingdom, United States of America, Japan, Singapore, Hong Kong, Grand Cayman, Netherlands Antilles and Papua New Guinea. |
| Return on average shareholders' equity | 4, 46 | Based on operating profit after tax and outside equity interests. Averages are based on beginning and end of period balances except where average equity has been weighted for the effect of the buy back on 29/12/97 by \$651 million. |
| Return on average total assets | 4 | Based on operating profit after tax and outside equity interests. Averages are based on beginning and end of half year balances. |
| Risk rated managed | 23 | The segment of the credit portfolio not statistically managed (see below). Management of this segment is based on the credit risk rating system. |
| Statistically managed | 23 | The segment of the credit portfolio managed on a statistical basis comprising selected products where individual account balances are less than \$250,000. |
| Total assets | 4 | Includes the gross amount of trading derivative contract revaluations. |
| Underlying Profit | 3 | Represents operating profit before tax, charge for bad and doubtful debts, goodwill amortisation and abnormal items. |

## Group Financial Information for US Investors

The Commonwealth Bank of Australia filed a registration statement on Form 20-F in the United States with the Securities and Exchange Commission to register its ordinary shares under the Securities Exchange Act of 1934. This registration became effective on 26 February 1997 and will provide the Bank with access to the US public capital markets.

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

The following are significant adjustments between net profit, shareholders' equity and consolidated balance sheet disclosed in these accounts and which would be reported in accordance with US GAAP.

| Year Ended | $\begin{array}{r} 30 / 06 / 98 \\ \text { A\$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 97 \\ \text { A\$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 96 \\ \text { A\$M } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Consolidated Statement of Profit and Loss |  |  |  |
| Net profit reported under Australian GAAP | 1,090 | 1,078 | 1,119 |
| Restatement of deferred tax balances resulting from change in tax rate | - | - | 16 |
| Tax effect of increase in general provision for bad and doubtful debts | (248) | 28 | 50 |
| Employee share compensation | (1) | (57) | - |
| Unrealised net gain on available for sale securities | (65) | - | - |
| Pension expense adjustment | 20 | 44 | 45 |
| Adjustment on adoption of new ISC Rules | - | (11) | - |
| Net Income according to US GAAP | 796 | 1,082 | 1,230 |
| Basic and Diluted Earnings per share according to US GAAP (cents) | 85.6 | 118.0 | 127.0 |
| As at | 30/06/98 | 30/06/97 | 30/06/96 |
|  | A\$M | A\$M | A\$M |
| Shareholders' Equity |  |  |  |
| Shareholders' equity reported under Australian GAAP, excluding |  |  |  |
| Tax effect of foreign currency translation reserve | (15) | (20) | (10) |
| Reinstatement of the deferred tax asset relating to general provision for bad and doubtful debts at year end | - | 248 | 221 |
| Provision for final cash dividend | 321 | 291 | 301 |
| Unrealised net gain on available for sale securities | 198 | 24 | 9 |
| Prepaid pension cost | 648 | 616 | 548 |
| Tax effect of prepaid pension cost | (233) | (222) | (197) |
| Shareholders' Equity according to US GAAP | 7,631 | 7,783 | 8,062 |
| As at | 30/06/98 | 30/06/97 | 30/06/96 |
|  | A\$M | A\$M | A\$M |
| Consolidated Balance Sheet |  |  |  |
| Total assets reported under Australian GAAP | 130,544 | 120,103 | 109,285 |
| Reinstatement of the deferred tax asset relating to general provision for bad and doubtful debts at year end | - | 248 | 221 |
| Assets relating to life insurance statutory funds | 7,959 | 7,249 | 6,307 |
| Unrealised net gain on available for sale securities | 309 | 37 | 14 |
| Prepaid pension cost | 648 | 616 | 548 |
| Total Assets according to US GAAP | 139,460 | 128,253 | 116,375 |


[^0]:    * See Definitions (p 48)

[^1]:    These Volume and Rate Analyses are for full year periods. The calculations are based on balances over the full year. The calculated values for the full year to 30 June are not the same as the calculated values for the half year to 30 June.
    Overseas Intragroup borrowings have been adjusted into the interest spread and margin calculations to more accurately reflect the overseas costs of funds.

