## Profit <br> Announcement

For the full year ended 30 June 2017


## ASX Appendix 4E

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

| Report for the year ended $\mathbf{3 0}$ June 2017 | \$M |  |
| :--- | ---: | ---: |
| Revenue from ordinary activities | 44,949 | Up 1\% |
| Profit/(loss) from ordinary activities after tax attributable to Equity holders | 9,928 | Up 8\% |
| Net profit/(loss) for the period attributable to Equity holders | 9,928 | Up 8\% |
| Dividends (distributions) |  | 230 |
| Final dividend - fully franked (cents per share) | 199 |  |
| Interim dividend - fully franked (cents per share) | 17 August 2017 |  |
| Record date for determining entitlements to the dividend |  |  |

(1) Rule 4.3A.

This preliminary final report is provided to the ASX under Rule 4.3A. Refer to Appendix 18 ASX Appendix 4E for disclosures required under ASX Listing Rules.
This report should be read in conjunction with the 30 June 2017 Annual Financial Report of the Commonwealth Bank of Australia and any public announcements made in the period by the Group in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.

Important dates for shareholders

| Full year results announcement | 9 August 2017 |
| :--- | ---: |
| Ex-dividend date | 16 August 2017 |
| Record date | 17 August 2017 |
| Last Date to change participation in DRP | 18 August 2017 |
| Final dividend payment date | 29 September 2017 |
|  |  |
| 2018 interim results date | 7 February 2018 |

## For further information contact:

## Investor Relations

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All figures relate to the full year ended 30 June 2017 and comparative information to the full year ended 30 June 2016 unless stated otherwise. The term "prior year" refers to the full year ended 30 June 2016, while the term "prior half" refers to the half year ended 31 December 2016.

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# Media Release CBA FY17 Results 

## For the full year ended 30 June $2017^{1}$

Reported 9 August 2017

## Commonwealth Bank delivers for Australia

## CEO Comment: Ian Narev

"Commonwealth Bank's performance this year has again contributed to the financial wellbeing of our customers, shareholders, our people and the Australian economy. This is the result of our consistent focus on customer satisfaction, innovation and financial strength."

- Served 16.6 million customers
- Employed 51,800 people, including 41,600 in Australia
- Returned $75 \%$ of profits to $800,000+$ shareholders, with almost $80 \%$ of shareholders based in Australia
- Invested $25 \%$ of profits back into the business for growth
- Provided $\$ 197$ billion in new lending, including 330,000 home loans
- Helped 1.8 million customers invest for the future
- $\$ 3.9$ billion tax expense, Australia's largest taxpayer


## Financial summary

| Performance | FY17 | FY17 v FY16 | Returns and strength | FY17 | FY16 |
| :--- | :---: | :---: | :--- | :--- | :--- |
| Statutory NPAT ${ }^{2}$ | $\$ 9,928 \mathrm{~m}$ | $7.6 \%$ | Dividend per share |  | $\$ 4.29$ |

## Strong operating performance

## Positive jaws

FY17 v FY16 underlying basis ${ }^{3}$


- Operating income increased by $3.8 \%$, ahead of operating expense growth of $2.4 \%$, delivering positive jaws on an underlying basis. ${ }^{3}$
- Banking income grew $4.3 \%$ due to volume growth in home lending, business lending and deposits. ${ }^{3}$ Insurance income fell $1.1 \%$ due to loss recognition of $\$ 143$ million.
- Invested almost $\$ 1.3$ billion whilst maintaining underlying expense growth to $2.4 \%{ }^{3}$
- Higher wholesale funding costs and increased competition in home and business lending more than offset asset repricing, resulting in a 3 basis point decline in the net interest margin to $2.11 \%$.

[^0]
## Sound credit quality

## Loan impairment expense

Group (basis points)


FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17 Pro Forma

- Loan impairment expense (LIE) remained low, at 15 basis points of gross loans and acceptances. Consumer LIE was flat at 18 basis points, while corporate LIE fell to 8 basis points from 20 basis points.
- Personal loan arrears were elevated in Western Australia and credit card arrears were seasonally higher in 2H17.
- Home loan arrears remained at low levels, despite higher arrears in Western Australia.
- Home lending growth is within regulatory benchmarks.


## Capital, funding and liquidity

## Consumer arrears



Jun 14 Dec 14 Jun 15 Dec 15 Jun 16 Dec 16 Jun 17


- The Group's Common Equity Tier 1 (CET1) ratio was $10.1 \%$ on an APRA basis, and $15.6 \%$ on an internationally comparable basis, maintaining CBA's position in the top quartile of international peer banks for CET1.
- Our strong organic capital generation and commitment to financial strength, give us confidence that we will meet APRA's 'unquestionably strong' CET1 ratio average benchmark of 10.5\% or more by 1 January 2020.
- Customer deposits contributed $67 \%$ of total funding and the Net Stable Funding Ratio (NSFR) was $107 \%$.
- The average tenor of the wholesale funding portfolio was 4.1 years and the average tenor of new issuance was 5.2 years.
- Liquid assets increased from $\$ 134$ billion in 2016 to $\$ 142$ billion, and the Liquidity Coverage Ratio was $129 \%$.
- The Leverage Ratio was $5.1 \%$ on an APRA basis and $5.8 \%$ on an internationally comparable basis.


## Returning profits to shareholders

## Full year dividend

(cents per share)


- The strength of CBA's financial performance has supported the Board's aim of stable dividends for shareholders.
- CBA dividends are paid to more than 800,000 shareholders and to millions more through their super funds. A final dividend of $\$ 2.30$ per share was determined, delivering a full year dividend of $\$ 4.29$ (fully franked).
- $75 \%$ of cash NPAT is being returned to shareholders.
- The ex-dividend date is 16 August, the Record Date is 17 August and dividends will be paid on 29 September.
- A discount of $1.5 \%$ will apply to the market price of shares issued under the dividend reinvestment plan (DRP) for the final dividend. The deadline for notifying participation in the DRP is 18 August.


## Setting new customer service goals

- Since January 2013, we have been first or equal first more than $80 \%$ of the time in retail customer satisfaction.
- As at 30 June 2017, we were number one for retail and internet customer satisfaction and equal first for business. ${ }^{4}$
- Given the extent and consistency of our performance, we have decided to set more ambitious targets. Starting this financial year, the Net Promoter Score (NPS) will become the primary metric by which we assess customer satisfaction and our overarching goal is to be number one in NPS for all customer segments.
- We believe that alignment around this ambitious goal will drive future performance for customers and shareholders.

Retail customer satisfaction


## Strategic corporate actions

- We are committed to securing and enhancing the financial wellbeing of people, businesses and communities, and the provision of insurance products to our customers remains core to that vision. CommInsure and Sovereign are strong businesses with scale, expertise, competitive products and access to attractive distribution channels.

We are in discussions with third parties in relation to their potential interest in our life insurance businesses in Australia and New Zealand. The outcome of those discussions is uncertain. While the discussions may lead to the divestment of those businesses, we will also consider a full range of alternatives, including retaining the businesses, reinsurance arrangements or other strategic options.

- On 4 August 2017, John Symond exercised his put option which will require us to acquire the remaining 20\% interest in Aussie Home Loans (AHL). The purchase price will be determined in accordance with the terms agreed in 2012 and the purchase consideration will be paid in the issue of CBA shares. We will consolidate AHL from completion of the acquisition which is currently expected to be in late August 2017.

[^1]
## Delivering great customer experience across channels

- A strategic priority in FY17 was to enhance the home loan experience for customers by better integrating our branch, online and mobile channels.
- Customers' needs and preferences were gathered through smarter use of data and better conversations across all channels.
- Using this information to serve customers better has resulted in more customers choosing to take out a mortgage through our proprietary channels.

Proprietary \% of total flows


* Market as at Mar 17

Helping customers through technology


Spend Tracker


Savings
Jar


Savings
Challenge

- CommBank research on financial wellbeing shows one in three Australian households would struggle to access \$500 in an emergency, and more than a third of Australians are spending more than they earn each month.
- To help our customers better manage their finances we have developed new features in the CommBank app that can help improve financial wellbeing at scale.
- Spend Tracker helps improve everyday spending habits.
- Savings Jar helps customers save for times of need.
- Savings Challenge encourages customers to save for goals and tracks their progress.


## Outlook

## CEO Comment: Ian Narev

"Headline indicators show that the Australian economy remains sound overall, albeit variable. However many households are concerned about job security, wages and the cost of living. Cyclical investment in mining and construction has underpinned our economy for some time. The next wave of more broad-based business investment that we need to secure jobs and lift wages is important. Business balance sheets have the capacity, and we have a strong banking system. But global caution remains high due to geopolitical change and less expansionist monetary policy. So all of us need to focus on working together to create an environment where businesses continue to invest to create rewarding jobs.

For our part, we will continue to strengthen our balance sheet to ensure that we can support our customers through a variety of economic scenarios. We will also maintain our focus on our long term sources of competitive advantage in our customer base and in technology, while accelerating the focus on productivity that we need to remain competitive for the long term, and listening more to our community to strengthen trust. And above all, we will continue to invest in our people, who are the most critical determinant of long term success."

## Media

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For more information
commbank.com.au/results

## Key financial information



Cash net profit after tax, by division ${ }^{(1)}$

| Retail Banking Services | 4,964 | 4,540 | 9 | 2,498 | 2,466 | 1 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Business and Private Banking | 1,639 | 1,522 | 8 | 848 | 791 | 7 |
| Institutional Banking and Markets | 1,306 | 1,190 | 10 | 623 | 683 | $(9)$ |
| Wealth Management | 553 | 612 | $(10)$ | 304 | 249 | 22 |
| New Zealand | 973 | 881 | 10 | 502 | 471 | 7 |
| Bankwest | 702 | 778 | $(10)$ | 347 | 355 | $(2)$ |
| IFS and Other | $(256)$ | $(78)$ | large | $(148)$ | $(108)$ | 37 |

Shareholder ratios \& performance indicators

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Earnings Per Share - "cash basis" - basic (cents) ${ }^{(1)}$ | 574.4 | 554.8 | 4 | 288.5 | 285.8 | 1 |
| Return on equity - "cash basis" (\%) ${ }^{(1)}$ | 16.0 | 16.5 | (50)bpts | 16.1 | 16.0 | 10 bpts |
| Return on average total assets - "cash basis" (\%) ${ }^{(1)}$ | 1.0 | 1.0 | - | 1.0 | 1.0 | - |
| Dividends per share - fully franked (cents) | 429 | 420 | 2 | 230 | 199 | 16 |
| Dividend payout ratio - "cash basis" (\%) ${ }^{(1)}$ | 75.0 | 76.5 | $(150)$ bpts | 80.0 | 69.9 | large |
| Average interest earning assets (\$M) ${ }^{(4)}$ | 834,741 | 790,596 | 6 | 846,619 | 823,058 | 3 |
| Funds Under Administration - average (\$M) ${ }^{(1)}$ | 152,999 | 144,913 | 6 | 155,855 | 150,134 | 4 |
| Assets Under Management - average (\$M) | 210,929 | 202,000 | 4 | 214,446 | 206,996 | 4 |
| Net interest margin (\%) | 2.11 | 2.14 | $(3)$ bpts | 2.11 | 2.11 | - |
| Operating expenses to total operating income (\%) ${ }^{(5)}$ | 42.7 | 42.4 | 30 bpts | 42.1 | 43.3 | $(120)$ bpts |

[^2]This page has been intentionally left blank

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## Group Performance Highlights

|  | Full Year Ended ("statutory basis") |  | Full Year Ended <br> ("cash basis") |  |  | Half Year Ended ("cash basis") |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  Jun 17 vs <br> 30 Jun 17 Jun 16 \% |  | Jun 17 vs |  |  | 30 Jun 17 | 31 Dec 16 | Jun 17 vs Dec 16 \% |
|  |  |  | 30 Jun 17 | 30 Jun 16 | Jun 16 \% |  |  |  |
| Net profit after tax (\$M) | 9,928 | 8 | 9,881 | 9,445 | 5 | 4,974 | 4,907 | 1 |
| Return on equity (\%) | 16.1 | (10)bpts | 16.0 | 16.5 | (50) bpts | 16.1 | 16.0 | 10 bpts |
| Earnings per share - basic (cents) | 577.6 | 7 | 574.4 | 554.8 | 4 | 288.5 | 285.8 | 1 |
| Dividends per share (cents) | 429 | 2 | 429 | 420 | 2 | 230 | 199 | 16 |

(1) Comparative information has been restated to conform to presentation in the current period.

## Financial Performance

The Group's net profit after tax ("statutory basis") for the year ended 30 June 2017 increased $8 \%$ on the prior year to \$9,928 million.

Return on equity ("statutory basis") was $16.1 \%$ and Earnings per share ("statutory basis") was 577.6 cents, an increase of $7 \%$ on the prior year.
The Management Discussion and Analysis discloses the net profit after tax on both a statutory and cash basis. The statutory basis is prepared and audited in accordance with the Corporations Act 2001 and the Australian Accounting Standards, which comply with International Financial Reporting Standards (IFRS). The cash basis is used by management to present a clear view of the Group's underlying operating results, excluding certain items that introduce volatility and/or one-off distortions of the Group's current period performance. These items, such as hedging and IFRS volatility, are calculated consistently with the prior year and prior half disclosures and do not discriminate between positive and negative adjustments. A list of items excluded from statutory profit is provided in the reconciliation of the Net profit after tax ("cash basis") on page 3 and described in greater detail on page 15.
The Group's vision is to excel at securing and enhancing the financial wellbeing of people, businesses and communities. The long-term strategies that the Group has pursued to achieve this vision have continued to deliver high levels of customer satisfaction across all businesses and another solid financial result.
Operating income increased, relative to the prior year, including a $\$ 397$ million one-off gain on sale of the Group's remaining investment in Visa Inc. On an underlying basis, banking operating income growth was strong, partly offset by lower insurance income.
Operating expenses increased, including a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. Underlying expenses increased due to higher staff and technology costs, partly offset by the incremental benefits generated from productivity initiatives.
Loan impairment expense decreased, primarily due to lower provisioning in Institutional Banking and Markets and Business and Private Banking, partly offset by Bankwest. Provisioning levels remain prudent and there has been no change to the economic overlay.
Net profit after tax ("cash basis") for the year ended 30 June 2017 increased 5\% on the prior year to $\$ 9,881$ million. Cash earnings per share increased 4\% to 574.4 cents per share.

Return on equity ("cash basis") for the year ended 30 June 2017 was $16.0 \%$, a decrease of 50 basis points on the prior year.

## Capital

After allowing for the APRA requirement to hold additional capital with respect to Australian residential mortgages, the Group continued to strengthen its capital position during the year.
As at 30 June 2017, the Basel III Common Equity Tier 1 (CET1) ratio was $15.6 \%$ on an internationally comparable basis and $10.1 \%$ on an APRA basis.
Details on unquestionably strong capital ratios as detailed in APRA's information paper released in July 2017 are provided on page 22.

## Funding

The Group continued to maintain conservative Balance Sheet settings, with a considerable portion of the Group's lending growth funded by growth in customer deposits, which increased to $\$ 561$ billion as at 30 June 2017, up $\$ 43$ billion on the prior year.

## Dividends

The final dividend declared was $\$ 2.30$ per share, bringing the total dividend for the year ended 30 June 2017 to $\$ 4.29$ per share, an increase of 9 cents or $2 \%$ on the prior year. This represents a dividend payout ratio ("cash basis") of $75 \%$.
The final dividend payment will be fully franked and paid on 29 September 2017 to owners of ordinary shares at the close of business on 17 August 2017 (record date). Shares will be quoted ex-dividend on 16 August 2017.

## Outlook

Headline indicators show that the Australian economy remains sound overall, albeit variable. However many households are concerned about job security, wages and the cost of living. Cyclical investment in mining and construction has underpinned our economy for some time. The next wave of more broad-based business investment that we need to secure jobs and lift wages is important. Business balance sheets have the capacity, and we have a strong banking system. But global caution remains high due to geopolitical change and less expansionist monetary policy. So all of us need to focus on working together to create an environment where businesses continue to invest to create rewarding jobs.
For our part, we will continue to strengthen our balance sheet to ensure that we can support our customers through a variety of economic scenarios. We will also maintain our focus on our long term sources of competitive advantage in our customer base and in technology, while accelerating the focus on productivity that we need to remain competitive for the long term, and listening more to our community to strengthen trust. And above all, we will continue to invest in our people, who are the most critical determinant of long term success.

| Group Performance | Full Year Ended ("cash basis") |  |  | Half Year Ended ("cash basis") |  |  | Full Year Ended ("statutory basis") |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | Jun 17 vs | 30 Jun 17 | 31 Dec 16 | Jun 17 vs | 30 Jun 17 | Jun 17 vs |
| Summary | \$M | \$M | Jun 16 \% | \$M | \$M | Dec 16 \% | \$M | Jun 16 \% |
| Net interest income | 17,600 | 16,935 | 4 | 8,857 | 8,743 | 1 | 17,600 | 4 |
| Other banking income ${ }^{(2)}$ | 5,520 | 4,860 | 14 | 2,534 | 2,986 | (15) | 5,626 | 23 |
| Total banking income | 23,120 | 21,795 | 6 | 11,391 | 11,729 | (3) | 23,226 | 8 |
| Funds management income | 2,034 | 2,016 | 1 | 1,030 | 1,004 | 3 | 2,051 | - |
| Insurance income | 786 | 795 | (1) | 393 | 393 | - | 844 | (16) |
| Total operating income | 25,940 | 24,606 | 5 | 12,814 | 13,126 | (2) | 26,121 | 6 |
| Investment experience | 65 | 141 | (54) | 49 | 16 | large | n/a | n/a |
| Total income | 26,005 | 24,747 | 5 | 12,863 | 13,142 | (2) | 26,121 | 6 |
| Operating expenses ${ }^{(3)}$ | $(11,078)$ | $(10,434)$ | 6 | $(5,401)$ | $(5,677)$ | (5) | $(11,082)$ | 6 |
| Loan impairment expense | $(1,095)$ | $(1,256)$ | (13) | (496) | (599) | (17) | $(1,095)$ | (13) |
| Net profit before tax | 13,832 | 13,057 | 6 | 6,966 | 6,866 | 1 | 13,944 | 9 |
| Corporate tax expense ${ }^{(4)}$ | $(3,927)$ | $(3,592)$ | 9 | $(1,977)$ | $(1,950)$ | 1 | $(3,992)$ | 11 |
| Non-controlling interests ${ }^{(5)}$ | (24) | (20) | 20 | (15) | (9) | 67 | (24) | 20 |
| Net profit after tax ("cash basis") | 9,881 | 9,445 | 5 | 4,974 | 4,907 | 1 | n/a | $\mathrm{n} / \mathrm{a}$ |
| Hedging and IFRS volatility ${ }^{(6)}$ | 73 | (199) | large | 65 | 8 | large | n/a | n/a |
| Other non-cash items ${ }^{(6)}$ | (26) | (23) | 13 | (6) | (20) | (70) | n/a | $\mathrm{n} / \mathrm{a}$ |
| Net profit after tax ("statutory basis") | 9,928 | 9,223 | 8 | 5,033 | 4,895 | 3 | 9,928 | 8 |
| Represented by: ${ }^{(1)}$ |  |  |  |  |  |  |  |  |
| Retail Banking Services | 4,964 | 4,540 | 9 | 2,498 | 2,466 | 1 |  |  |
| Business and Private Banking | 1,639 | 1,522 | 8 | 848 | 791 | 7 |  |  |
| Institutional Banking and Markets | 1,306 | 1,190 | 10 | 623 | 683 | (9) |  |  |
| Wealth Management | 553 | 612 | (10) | 304 | 249 | 22 |  |  |
| New Zealand | 973 | 881 | 10 | 502 | 471 | 7 |  |  |
| Bankwest | 702 | 778 | (10) | 347 | 355 | (2) |  |  |
| IFS and Other | (256) | (78) | large | (148) | (108) | 37 |  |  |
| Net profit after tax ("cash basis") | 9,881 | 9,445 | 5 | 4,974 | 4,907 | 1 |  |  |
| Investment experience after tax | (44) | (100) | (56) | (35) | (9) | large |  |  |
| Net profit after tax ("underlying basis") | 9,837 | 9,345 | 5 | 4,939 | 4,898 | 1 |  |  |

(1) Comparative information has been restated to reflect refinements to the allocation of customer balances, revenue and expense methodology including updated transfer pricing allocations, and changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
(2) The half year ended 31 December 2016 includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
3) The half year ended 31 December 2016 includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(4) For the purposes of presentation of Net profit after tax ("cash basis"), policyholder tax benefit/(expense) components of corporate tax expense are shown on a net basis ( 30 June 2017: $\$ 32$ million expense and 30 June 2016: $\$ 101$ million expense, and for the half years ended 30 June 2017 : $\$ 56$ million expense and 31 December 2016: $\$ 24$ million benefit).
(5) Non-controlling interests include preference dividends paid to holders of preference shares in ASB Capital Limited and ASB Capital No. 2 Limited.
(6) Refer to page 15 for details.

Group Return on Equity


[^3]| Key Performance Indicators | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | 30 Jun 17 | 31 Dec 16 | Jun 17 vs Dec 16 \% |
|  |  |  |  |  |  |  |
| Group |  |  |  |  |  |  |
| Statutory net profit after tax (\$M) | 9,928 | 9,223 | 8 | 5,033 | 4,895 | 3 |
| Cash net profit after tax (\$M) | 9,881 | 9,445 | 5 | 4,974 | 4,907 | 1 |
| Net interest margin (\%) | 2.11 | 2. 14 | (3) bpts | 2. 11 | 2. 11 | - |
| Net interest margin excluding Treasury and Markets (\%) | 2. 09 | 2. 13 | (4)bpts | 2. 10 | 2. 08 | 2 bpts |
| Average interest earning assets (\$M) ${ }^{(2)}$ | 834,741 | 790,596 | 6 | 846,619 | 823,058 | 3 |
| Average interest bearing liabilities (\$M) ${ }^{(2)(3)}$ | 755,612 | 733,754 | 3 | 764,126 | 747,236 | 2 |
| Funds Under Administration (FUA) - average (\$M) | 152,999 | 144,913 | 6 | 155,855 | 150,134 | 4 |
| Assets Under Management (AUM) - average (\$M) | 210,929 | 202,000 | 4 | 214,446 | 206,996 | 4 |
| Average inforce premiums (\$M) | 3,434 | 3,401 | 1 | 3,402 | 3,475 | (2) |
| Operating expenses to total operating income (\%) ${ }^{(4)(5)}$ | 42.7 | 42.4 | 30 bpts | 42.1 | 43.3 | (120)bpts |
| Effective corporate tax rate ("cash basis") (\%) | 28.4 | 27.5 | 90 bpts | 28.4 | 28.4 | - |
| Profit after capital charge (PACC) (\$M) ${ }^{(6)}$ | 6,525 | 6,187 | 5 | 3,270 | 3,255 | - |
| Retail Banking Services |  |  |  |  |  |  |
| Cash net profit after tax (\$M) | 4,964 | 4,540 | 9 | 2,498 | 2,466 | 1 |
| Operating expenses to total banking income (\%) ${ }^{(5)}$ | 30.8 | 32.1 | (130) bpts | 30.7 | 30.8 | (10)bpts |
| Business and Private Banking |  |  |  |  |  |  |
| Cash net profit after tax (\$M) | 1,639 | 1,522 | 8 | 848 | 791 | 7 |
| Operating expenses to total banking income (\%) ${ }^{(5)}$ | 39.1 | 38.8 | 30 bpts | 38.8 | 39. 3 | (50)bpts |
| Institutional Banking and Markets |  |  |  |  |  |  |
| Cash net profit after tax (\$M) | 1,306 | 1,190 | 10 | 623 | 683 | (9) |
| Operating expenses to total banking income (\%) ${ }^{(5)}$ | 37.6 | 37.4 | 20 bpts | 38.5 | 36.7 | 180 bpts |
| Wealth Management |  |  |  |  |  |  |
| Cash net profit after tax (\$M) | 553 | 612 | (10) | 304 | 249 | 22 |
| FUA - average (\$M) | 141,005 | 134,233 | 5 | 143,838 | 138,146 | 4 |
| AUM - average (\$M) | 205,910 | 197,569 | 4 | 209,469 | 201,967 | 4 |
| Average inforce premiums (\$M) | 2,465 | 2,474 | - | 2,432 | 2,505 | (3) |
| Operating expenses to total operating income (\%) ${ }^{(5)}$ | 70.9 | 70.2 | 70 bpts | 68.4 | 73.5 | large |
| New Zealand |  |  |  |  |  |  |
| Cash net profit after tax (\$M) | 973 | 881 | 10 | 502 | 471 | 7 |
| FUA - average (\$M) | 11,994 | 10,680 | 12 | 12,017 | 11,988 | - |
| AUM - average (\$M) | 5,019 | 4,431 | 13 | 4,977 | 5,029 | (1) |
| Average inforce premiums (\$M) | 715 | 672 | 6 | 716 | 715 | - |
| Operating expenses to total operating income (\%) ${ }^{(5)(7)}$ | 38.4 | 39.9 | (150)bpts | 38.7 | 38. 0 | 70 bpts |
| Bankwest |  |  |  |  |  |  |
| Cash net profit after tax (\$M) | 702 | 778 | (10) | 347 | 355 | (2) |
| Operating expenses to total banking income (\%) ${ }^{(5)}$ | 42. 1 | 41.2 | 90 bpts | 42.9 | 41.3 | 160 bpts |
| Capital (Basel III) |  |  |  |  |  |  |
| Common Equity Tier 1 (Internationally Comparable) (\%) ${ }^{(8)}$ | 15. 6 | 14.4 | 120 bpts | 15. 6 | 15.4 | 20 bpts |
| Common Equity Tier 1 (APRA) (\%) | 10. 1 | 10.6 | (50)bpts | 10. 1 | 9. 9 | 20 bpts |
| Leverage Ratio (Basel III) |  |  |  |  |  |  |
| Leverage Ratio (Internationally Comparable) (\%) ${ }^{(9)}$ | 5. 8 | 5. 6 | 20 bpts | 5. 8 | 5. 5 | 30 bpts |
| Leverage Ratio (APRA) (\%) | 5.1 | 5. 0 | 10 bpts | 5. 1 | 4. 9 | 20 bpts |

(1) Comparative information has been restated to reflect refinements to the allocation of customer balances, revenue and expense methodology including updated transfer pricing allocations, and changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
(2) Net of average mortgage offset balances.
(3) During the prior year, following a change in terms, Interest bearing transaction deposits of $\$ 18,314$ million became Non-interest bearing and have been disclosed accordingly.
(4) The Group result includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. On an underlying basis the Operating expenses to total operating income is $41.8 \%$ for the full year ended 30 June 2017 and 41.5\% for the half year ended 31 December 2016.
(5) Presented on a "cash basis".
(6) The Group uses PACC, a risk-adjusted measure, as a key measure of financial performance. It takes into account the profit achieved, the risk to capital that was taken to achieve it, and other adjustments.
(7) Key financial metrics are calculated in New Zealand dollar terms.
(8) Analysis aligns with the 13 July 2015 APRA study titled "International capital comparison study".
(9) The Tier 1 Capital included in the calculation of the internationally comparable leverage ratio aligns with the 13 July 2015 APRA study titled "International capital comparison study", and includes Basel III non-compliant Tier 1 instruments that are currently subject to transitional rules.

| Shareholder Summary | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 17 vs |  |  |  |  | Jun 17 vs <br> Dec 16 \% |
|  | 30 Jun 17 | 30 Jun 16 | Jun 16 \% | 30 Jun 17 | 31 Dec 16 |  |
| Dividends per share - fully franked (cents) | 429 | 420 | 2 | 230 | 199 | 16 |
| Dividend cover - "cash basis" (times) | 1. 3 | 1.3 | - | 1. 3 | 1. 4 | (7) |
| Earnings Per Share (EPS) (cents) ${ }^{(1)(2)}$ |  |  |  |  |  |  |
| Statutory basis - basic | 577.6 | 542. 3 | 7 | 292. 2 | 285. 3 | 2 |
| Cash basis - basic | 574.4 | 554.8 | 4 | 288.5 | 285. 8 | 1 |
| Dividend payout ratio (\%) ${ }^{(1)(2)}$ |  |  |  |  |  |  |
| Statutory basis | 74.6 | 78.4 | (380) bpts | 79.0 | 70. 1 | large |
| Cash basis | 75.0 | 76.5 | (150)bpts | 80.0 | 69.9 | large |
| Weighted average no. of shares ("statutory basis") - basic (M) ${ }^{(2)(3)}$ | 1,719 | 1,692 | 2 | 1,723 | 1,715 | - |
| Weighted average no. of shares ("cash basis") - basic (M) ${ }^{(2)(3)}$ | 1,720 | 1,693 | 2 | 1,724 | 1,717 | - |
| Return on equity - "statutory basis" (\%) ${ }^{(1)(2)}$ | 16.1 | 16.2 | (10)bpts | 16.3 | 16.0 | 30 bpts |
| Return on equity - "cash basis" (\%) ${ }^{(1)}{ }^{(2)}$ | 16.0 | 16.5 | (50)bpts | 16.1 | 16.0 | 10 bpts |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) For definitions refer to Appendix 24.
(3) Diluted EPS and weighted average number of shares are disclosed in Appendix 21.

| Market Share ${ }^{(1)(2)}$ | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 | Jun 17 vs | Jun 17 vs |
|  | \% | \% | \% | Dec 16 | Jun 16 |
| Home loans | 25.2 | 25.4 | 25.3 | (20)bpts | (10)bpts |
| Credit cards - RBA ${ }^{(3)}$ | 24.3 | 24.4 | 24.4 | (10)bpts | (10)bpts |
| Other household lending ${ }^{(4)}$ | 17.0 | 16.9 | 16. 8 | 10 bpts | 20 bpts |
| Household deposits | 28.8 | 29.0 | 29. 2 | (20)bpts | (40)bpts |
| Business lending - RBA | 16.5 | 16.6 | 16.9 | (10)bpts | (40)bpts |
| Business lending - APRA | 18.6 | 18.6 | 18.8 | - | (20)bpts |
| Business deposits - APRA | 20.3 | 19.8 | 20.2 | 50 bpts | 10 bpts |
| Asset Finance | 12.5 | 12.7 | 12. 9 | (20)bpts | (40)bpts |
| Equities trading | 3. 9 | 4. 0 | 4. 7 | (10)bpts | (80)bpts |
| Australian Retail - administrator view ${ }^{(5)}$ | 15.6 | 15.5 | 15.6 | 10 bpts | - |
| FirstChoice Platform ${ }^{(5)}$ | 10.8 | 10.8 | 11.0 | - | (20) bpts |
| Australia life insurance (total risk) ${ }^{(5)}$ | 10.6 | 11.1 | 11.4 | (50)bpts | (80)bpts |
| Australia life insurance (individual risk) ${ }^{(5)}$ | 10.1 | 10.2 | 10.7 | (10)bpts | (60) bpts |
| NZ home loans ${ }^{(6)}$ | 21.7 | n/a | n/a | n/a | n/a |
| NZ customer deposits ${ }^{(6)}$ | 17.8 | n/a | n/a | n/a | n/a |
| NZ business lending ${ }^{(6)}$ | 14.4 | n/a | n/a | n/a | n/a |
| NZ retail FUA | 15.3 | 15.5 | 15. 4 | (20)bpts | (10)bpts |
| NZ annual inforce premiums ${ }^{(5)}$ | 27.9 | 28.0 | 28.4 | (10)bpts | (50)bpts |

(1) Prior periods have been restated in line with market updates and comparatives have not been restated to include the impact of new market entrants in the current period.
(2) For market share source references refer to Appendix 24.
(3) As at 31 May 2017
(4) Other household lending market share includes personal loans, margin loans and other forms of lending to individuals.
(5) As at 31 March 2017.
(6) RBNZ published data collection has changed based on a new collection template implemented with all NZ banks. The RBNZ has not republished the equivalent metrics on a restated basis for June 2016. The restated December 2016 metrics will be presented in December 2017 allowing for comparatives on a twelve month basis.

| Credit Ratings | Long-term | Short-term | Outlook |
| :--- | ---: | ---: | ---: |
| Fitch Ratings | AA- | F1+ | Stable |
| Moody's Investors Service | Aa3 | P-1 | Stable |
| S\&P Global Ratings | AA- | A-1+ | Negative |

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## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

The Group's net profit after tax ("cash basis") increased 5\% on the prior year to $\$ 9,881$ million.
Earnings per share ("cash basis") increased $4 \%$ on the prior year to 574.4 cents per share and return on equity ("cash basis") decreased 50 basis points on the prior year to $16.0 \%$.
The key components of the Group result were:

- Net interest income increased $4 \%$ to $\$ 17,600$ million, reflecting $6 \%$ growth in average interest earning assets, partly offset by a three basis point decrease in net interest margin. Net interest margin excluding Treasury and Markets decreased four basis points to $2.09 \%$;
- Other banking income increased $14 \%$ to $\$ 5,520$ million, including a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. Underlying income increased $5 \%$ driven by strong growth in fees and commissions;
- Funds management income increased $1 \%$ to $\$ 2,034$ million, including a $3 \%$ unfavourable impact from the higher Australian dollar. This reflects a $6 \%$ increase in average Funds Under Administration (FUA) and a 4\% increase in average Assets Under Management (AUM), partly offset by lower FUA and AUM margins;
- Insurance income decreased $1 \%$ to $\$ 786$ million with higher claims resulting in loss recognition of $\$ 143$ million, $\$ 78$ million higher than the prior year, partly offset by $1 \%$ growth in average inforce premiums;
- Operating expenses increased $6 \%$ to $\$ 11,078$ million, including a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. Underlying expense growth of $2 \%$ was driven by increases in staff, technology and investment spend, partly offset by the continued realisation of incremental benefits from productivity initiatives; and
- Loan impairment expense decreased $13 \%$ to $\$ 1,095$ million, due to lower provisioning primarily in Institutional Banking and Markets and Business and Private Banking, partly offset by an increase in Bankwest.


## Total Operating Income



Total Operating Expenses


Half Year Ended June 2017 versus December 2016
The Group's net profit after tax ("cash basis") increased 1\% on the prior half.
Earnings per share ("cash basis") increased $1 \%$ on the prior half to 288.5 cents per share, and return on equity ("cash basis") increased 10 basis points on the prior half to $16.1 \%$.
It should be noted when comparing current half financial performance to the prior half that there are three fewer calendar days, impacting revenue in the current half. Key points of note in the result included the following:

- Net interest income increased 1\%, reflecting 3\% growth in average interest earning assets, with net interest margin remaining flat. Net interest margin excluding Treasury and Markets increased two basis points;
- Other banking income decreased 15\%, including a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. in the prior half. Underlying income decreased $2 \%$ driven by lower trading income;
- Funds management income increased $3 \%$, reflecting a 4\% increase in both average FUA and AUM;
- Insurance income was flat, with lower wholesale life claims and loss recognition of $\$ 53$ million, $\$ 37$ million lower than the prior half, offset by higher weather event claims and a $2 \%$ decrease in average inforce premiums;
- Operating expenses decreased $5 \%$, including a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets in the prior half. Underlying expense growth of $2 \%$ was driven by investment spend and staff costs, partly offset by the continued realisation of incremental benefits from productivity initiatives; and
- Loan impairment expense decreased $17 \%$ due to lower provisioning in Business and Private Banking, New Zealand and Institutional Banking and Markets.


## Total Operating Income



Total Operating Expenses

(1) Represents a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
(2) Excludes investment spend. Movements will not agree to the table on page 12.
(3) Technology excludes a $\$ 393$ million one-off expense for accelerated amortisation on certain software assets which has been presented as a separate category.
(4) Other includes occupancy and equipment expense movement and other expense movement.

## Net Interest Income

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ |
| Net interest income - "cash basis" | 17,600 | 16,935 | 4 | 8,857 | 8,743 | 1 |
| Average interest earning assets |  |  |  |  |  |  |
| Home loans ${ }^{(2)}$ | 435,448 | 409,669 | 6 | 440,572 | 430,408 | 2 |
| Consumer Finance | 23,518 | 23,722 | (1) | 23,577 | 23,460 | - |
| Business and corporate loans | 221,188 | 211,356 | 5 | 221,868 | 220,519 | 1 |
| Total average lending interest earning assets | 680,154 | 644,747 | 5 | 686,017 | 674,387 | 2 |
| Non-lending interest earning assets | 154,587 | 145,849 | 6 | 160,602 | 148,671 | 8 |
| Total average interest earning assets | 834,741 | 790,596 | 6 | 846,619 | 823,058 | 3 |
| Net interest margin (\%) | 2.11 | 2. 14 | (3)bpts | 2. 11 | 2. 11 | - |
| Net interest margin excluding Treasury and Markets (\%) | 2. 09 | 2. 13 | (4) bpts | 2. 10 | 2. 08 | 2 bpts |

(1) Comparative information has been reclassified to conform to presentation in the current period.
(2) Net of average mortgage offset balances. Gross average home loans balance, excluding mortgage offset accounts is $\$ 470,773$ million for the full year ended 30 June 2017 ( $\$ 436,530$ million for the full year ended 30 June 2016), $\$ 477,851$ million for the half year ended 30 June 2017 ( $\$ 463,811$ million for the half year ended 31 December 2016).

## Year Ended June 2017 versus June 2016

Net interest income increased $4 \%$ on the prior year to $\$ 17,600$ million. The result was driven by growth in average interest earning assets of $6 \%$, partly offset by a three basis point decrease in net interest margin.

## Average Interest Earning Assets

Average interest earning assets increased $\$ 44$ billion on the prior year to $\$ 835$ billion, driven by:

- Home loan average balances increased $\$ 26$ billion or $6 \%$ on the prior year to $\$ 435$ billion. The growth in home loan balances was largely driven by domestic banking growth;
- Average balances for business and corporate loans increased $\$ 10$ billion or $5 \%$ on the prior year to $\$ 221$ billion, driven by growth in business banking lending balances; and
- Average non-lending interest earning assets increased $\$ 8$ billion or $6 \%$ on the prior year to $\$ 155$ billion due to higher liquid assets as a result of a reduction in the Committed Liquidity Facility (CLF).


## Net Interest Margin

The Group's net interest margin decreased three basis points on the prior year to $2.11 \%$. The key drivers of the movement were:
Asset pricing: Increased margin of five basis points with the benefit from home loan repricing, partly offset by the impact of competition on home and business lending.
Funding costs: Decreased margin of four basis points reflecting an increase in wholesale funding costs due to lengthening the mix and tenor of wholesale funding to assist the Group in preparing for the Net Stable Funding Ratio which applies from 1 January 2018. Deposit costs were flat with the negative impact from the lower cash rate, offset by repricing.
Portfolio mix: Flat with favourable change in funding mix from proportionally higher levels of transaction deposits, offset by unfavourable change in lending mix.
Basis risk: Basis risk arises from funding assets which are priced relative to the cash rate with liabilities priced relative to the bank bill swap rate. The impact on margin was flat as a result of minimal change in the spread between the cash rate and the bank bill swap rate during the year.

Capital and Other: Decreased margin of five basis points driven by the impact of the falling cash rate environment on free equity funding and a two basis point reduction in the contribution from New Zealand, partly offset by the positive impact from higher capital.

Treasury and Markets: Increased margin of one basis point driven by a higher contribution from Treasury and Markets, partly offset by increased holdings of liquid assets.

NIM movement since June $2016{ }^{(1)}$

(1) Comparative information has been restated to conform to presentation in the current period.

## Net Interest Income (continued)

Half Year Ended June 2017 versus December 2016
Net interest income increased $1 \%$ on the prior half, with growth in average interest earning assets of $3 \%$, partly offset by three fewer calendar days than the prior half. Net interest margin remained flat at $2.11 \%$.

## Average Interest Earning Assets

Average interest earning assets increased $\$ 24$ billion on the prior half to $\$ 847$ billion, driven by:

- Home loan average balances increased $\$ 10$ billion or $2 \%$ on the prior half to $\$ 441$ billion, primarily driven by growth in the domestic banking business;
- Average balances for business and corporate loans increased $\$ 2$ billion or $1 \%$ on the prior half to \$222 billion; and
- Average non-lending interest earning assets increased $\$ 12$ billion or $8 \%$ on the prior half, primarily due to higher cash and liquid assets.


## Net Interest Margin

The Group's net interest margin was flat on the prior half at 2.11\%. The key drivers were:

Asset pricing: Decreased margin of one basis point, reflecting the impact of competition on business lending.
Funding costs: Increased margin of three basis points, reflecting the benefit from deposit repricing.
Portfolio mix: Increased margin of one basis point reflecting a favourable change in funding mix from proportionally higher levels of transaction deposits.
Basis risk: Basis risk arises from funding assets which are priced relative to the cash rate with liabilities priced relative to the bank bill swap rate. The margin increased one basis point as a result of a decrease in the spread between the cash rate and the bank bill swap rate during the half.

Capital and Other: Decreased margin of two basis points driven by the impact of the falling cash rate environment on free equity funding, and a one basis point reduction in the contribution from New Zealand.
Treasury and Markets: Decreased margin of two basis points driven by increased holdings of liquid assets, partly offset by a higher contribution from Treasury and Markets.

NIM movement since December 2016


Other Banking Income

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \hline \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \% \end{aligned}$ |
| Commissions | 2,482 | 2,215 | 12 | 1,228 | 1,254 | (2) |
| Lending fees | 1,078 | 1,010 | 7 | 545 | 533 | 2 |
| Trading income | 1,149 | 1,087 | 6 | 549 | 600 | (9) |
| Other income ${ }^{(1)}$ | 811 | 548 | 48 | 212 | 599 | (65) |
| Other banking income - "cash basis" ${ }^{(1)}$ | 5,520 | 4,860 | 14 | 2,534 | 2,986 | (15) |

(1) The half year ended 31 December 2016 includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.

## Year Ended June 2017 versus June 2016

Other banking income increased 14\% on the prior year to $\$ 5,520$ million. Excluding the one-off impact of a gain on sale of the Group's remaining investment in Visa Inc. in the prior half, other banking income increased 5\%. The key drivers were:
Commissions increased $12 \%$ on the prior year to $\$ 2,482$ million due to higher consumer finance income driven by higher purchases and lower loyalty costs, and volume driven deposit fee income;
Lending fees increased $7 \%$ on the prior year to $\$ 1,078$ million with volume driven growth, partly offset by lower Institutional fees due to competitive pressures;

Trading income increased $6 \%$ on the prior year to $\$ 1,149$ million driven by favourable derivative valuation adjustments, partly offset by lower Markets sales; and
Other income increased $48 \%$ on the prior year to $\$ 811$ million, driven by a gain on sale of the Group's remaining investment in Visa Inc., partly offset by a higher realised loss on the hedge of New Zealand earnings.

Other Banking Income (continued)
Net Trading Income (\$M)


Half Year Ended June 2017 versus December 2016
Other banking income decreased $15 \%$ on the prior half. Excluding the one-off impact of a gain on sale of the Group's remaining investment in Visa Inc. in the prior half, other banking income decreased $2 \%$. The key drivers were:
Commissions decreased $2 \%$ on the prior half driven by lower consumer finance income reflecting seasonally lower purchases, higher loyalty costs and lower foreign exchange income;
Lending fees increased $2 \%$ on the prior half with volume driven growth in business lending, partly offset by lower Institutional fees due to competitive pressures;
Trading income decreased $9 \%$ on the prior half due to lower Markets sales and trading performance from lower volatility, partly offset by favourable derivative valuation adjustments; and
Other income decreased $65 \%$ on the prior half mainly driven by a gain on sale of the Group's remaining investment in Visa Inc.

Funds Management Income

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{gathered} \hline \text { Jun } 17 \text { vs } \\ \hline \text { Jun } 16 \text { \% } \end{gathered}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ |
| Colonial First State (CFS) ${ }^{(1)}$ | 928 | 929 | - | 481 | 447 | 8 |
| CFS Global Asset Management (CFSGAM) | 837 | 842 | (1) | 412 | 425 | (3) |
| Commlnsure | 121 | 120 | 1 | 60 | 61 | (2) |
| New Zealand | 92 | 80 | 15 | 47 | 45 | 4 |
| Other | 56 | 45 | 24 | 30 | 26 | 15 |
| Funds management income - "cash basis" | 2,034 | 2,016 | 1 | 1,030 | 1,004 | 3 |

(1) Colonial First State incorporates the results of all Wealth Management Financial Planning businesses.

Year Ended June 2017 versus June 2016
Funds management income increased $1 \%$ on the prior year to \$2,034 million, driven by:

- A 6\% increase in average FUA reflecting strong investment markets across the Australian and New Zealand businesses and positive net flows in Australia; and
- A $4 \%$ increase in average AUM as a result of positive net flows and strong investment markets in the Australian and New Zealand businesses; partly offset by
- A 3\% unfavourable impact from the higher Australian dollar;
- A decline in FUA margins as a result of increased customer remediation costs in CFS Advice; and
- A decline in AUM margins as a result of a change in investment mix in the Australian business.


## Half Year Ended June 2017 versus December 2016

Funds management income increased $3 \%$ on the prior half, driven by:

- A $4 \%$ increase in average FUA reflecting positive net flows and strong investment markets in CFS;
- A $4 \%$ increase in average AUM reflecting strong investment markets and positive net flows in the Australian business; and
- An improvement in FUA margins due to a decrease in customer remediation costs in CFS Advice.


## Insurance Income

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ |
| CommInsure | 438 | 502 | (13) | 218 | 220 | (1) |
| New Zealand | 278 | 242 | 15 | 139 | 139 | - |
| IFS | 50 | 46 | 9 | 24 | 26 | (8) |
| Other | 20 | 5 | large | 12 | 8 | 50 |
| Insurance income - "cash basis" | 786 | 795 | (1) | 393 | 393 | - |

Year Ended June 2017 versus June 2016
Insurance income decreased 1\% on the prior year to $\$ 786$ million, driven by:

- CommInsure Retail life income declined due to higher claims resulting in loss recognition of $\$ 143$ million in income protection during the year, an increase of $\$ 78$ million on the prior year; partly offset by
- Higher premiums in New Zealand and IFS;
- Lower claims in IFS and CommInsure Wholesale life; and
- A $1 \%$ increase in average inforce premiums.

Half Year Ended June 2017 versus December 2016
Insurance income was flat on the prior half, driven by:

- Improved CommInsure Wholesale life results due to lower claims;
- Improved CommInsure Retail life income as the loss recognition of $\$ 53$ million was $\$ 37$ million lower than the prior half; offset by
- Lower General Insurance income due to higher weather related event claims in the current half; and
- A $2 \%$ decrease in average inforce premiums.


## Operating Expenses

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Staff expenses ${ }^{(1)}$ | 6,268 | 6,169 | 2 | 3,160 | 3,108 | 2 |
| Occupancy and equipment expenses | 1,139 | 1,134 | - | 571 | 568 | 1 |
| Information technology services expenses ${ }^{(2)}$ | 1,941 | 1,485 | 31 | 786 | 1,155 | (32) |
| Other expenses | 1,730 | 1,646 | 5 | 884 | 846 | 4 |
| Operating expenses - "cash basis" ${ }^{(2)}$ | 11,078 | 10,434 | 6 | 5,401 | 5,677 | (5) |
| Operating expenses to total operating income (\%) ${ }^{(1)(3)}$ | 42.7 | 42.4 | 30 bpts | 42.1 | 43.3 | (120)bpts |
| Banking expenses to total banking income (\%) ${ }^{(3)}$ | 39.4 | 38.2 | 120 bpts | 39.4 | 39. 4 | - |

(1) Comparative information has been restated to conform to presentation in the current period.
2) The half year ended 31 December 2016 includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(3) The Group result includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. On an underlying basis the Operating expenses to total operating income is $41.8 \%$ for the full year ended 30 June 2017 and $41.5 \%$ for the half year ended 31 December 2016, Banking expenses to total banking income is $38.4 \%$ for the full year ended 30 June 2017 and 37.4\% for the half year ended 31 December 2016.

## Year Ended June 2017 versus June 2016

Operating expenses increased $6 \%$ on the prior year to $\$ 11,078$ million. Excluding the one-off impact of accelerated software amortisation, operating expenses increased $2 \%$. The key drivers were:
Staff expenses increased $2 \%$ to $\$ 6,268$ million driven by salary increases and employee entitlements, partly offset by productivity initiatives;
Occupancy and equipment expenses were flat at $\$ 1,139$ million, due to increased rental reviews and depreciation, offset by lower relocation feasibility costs;
Information technology services expenses increased 31\% to $\$ 1,941$ million, primarily driven by a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. Underlying expenses increased 4\% due to higher licensing expenses, lease costs and investment spend;
Other expenses increased $5 \%$ to $\$ 1,730$ million, due to higher professional fees, partly offset by reduced marketing costs;
Group expense to income ratio increased 30 basis points on the prior year to $42.7 \%$, primarily driven by a gain on sale of the Group's remaining investment in Visa Inc. and the one-off expense for acceleration of amortisation on certain software assets. The underlying ratio was $41.8 \%$, a reduction of 60 basis points.

Half Year Ended June 2017 versus December 2016
Operating expenses decreased $5 \%$ on the prior half. Excluding the one-off impact of accelerated amortisation in the prior half, operating expenses increased $2 \%$. The key drivers were:
Staff expenses increased $2 \%$, driven by employee entitlements, partly offset by productivity initiatives;
Occupancy and equipment expenses increased 1\%, primarily due to depreciation;
Information technology services expenses decreased $32 \%$, driven by the one-off expense for acceleration of amortisation on certain software assets. Underlying expenses increased $3 \%$ due to an increase in investment spend;
Other expenses increased $4 \%$, due to marketing and investment spend, partly offset by lower transaction processing and market data costs;
Group expense to income ratio improved 120 basis points on the prior half to $42.1 \%$, primarily driven by a gain on sale of the Group's remaining investment in Visa Inc. and the oneoff expense for acceleration of amortisation on certain software assets. The underlying ratio was also $42.1 \%$, an increase of 60 basis points.

## Operating Expenses (continued)

## Investment Spend

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | Jun 17 vs Dec 16 \% |
| Expensed investment spend ${ }^{(1)}$ | 650 | 604 | 8 | 373 | 277 | 35 |
| Capitalised investment spend | 629 | 769 | (18) | 306 | 323 | (5) |
| Investment spend | 1,279 | 1,373 | (7) | 679 | 600 | 13 |
| Comprising: |  |  |  |  |  |  |
| Productivity and growth | 681 | 701 | (3) | 365 | 316 | 16 |
| Risk and compliance | 470 | 505 | (7) | 251 | 219 | 15 |
| Branch refurbishment and other | 128 | 167 | (23) | 63 | 65 | (3) |
| Investment spend | 1,279 | 1,373 | (7) | 679 | 600 | 13 |

(1) Included within the Operating Expenses disclosure on page 12.

## Year Ended June 2017 versus June 2016

The Group continued to invest to deliver on the strategic priorities of the business with $\$ 1,279$ million incurred in the full year to 30 June 2017, a decrease of $7 \%$ on the prior year.
The decrease is due to timing, and the completion of key phases of risk and compliance projects in the prior year (including Future of Financial Advice (FOFA)), significant progress made with branch transformation, the roll-out of refreshed ATMs in the prior year, and the timing of spend on productivity and growth initiatives.

Spend on productivity and growth continued to focus on delivering further enhancements to the Group's sales management capabilities, digital channels and customer data insights.
Significant spend on risk and compliance projects has continued as systems are implemented to assist in satisfying new regulatory obligations, including Stronger Super and Common Reporting Standard requirements. In addition, the Group continues to invest in safeguarding information security to mitigate risks and provide greater stability for customers.

## Loan Impairment Expense

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \% \end{aligned}$ |
| Retail Banking Services | 699 | 663 | 5 | 349 | 350 | - |
| Business and Private Banking | 74 | 176 | (58) | 10 | 64 | (84) |
| Institutional Banking and Markets | 64 | 252 | (75) | 20 | 44 | (55) |
| New Zealand | 65 | 120 | (46) | 18 | 47 | (62) |
| Bankwest | 89 | (10) | large | 46 | 43 | 7 |
| IFS and Other | 104 | 55 | 89 | 53 | 51 | 4 |
| Loan impairment expense - "cash basis" | 1,095 | 1,256 | (13) | 496 | 599 | (17) |

(1) Comparative information has been restated to conform to presentation in the current period.

## Year Ended June 2017 versus June 2016

Loan impairment expense decreased $13 \%$ on the prior year to $\$ 1,095$ million. Loan impairment expense annualised as a percentage of Gross Loans and Acceptances (GLAAs) decreased 4 basis points to 15 basis points. The decrease was driven by:

- Reduced individual provisions and lower collective provisions in Business and Private Banking;
- Lower collective provisions and fewer large individual provisions in Institutional Banking and Markets; and
- Lower collective provisioning in the New Zealand dairy sector; partly offset by
- An increase in Retail Banking Services as a result of higher arrears and losses for home loans and consumer finance, predominantly in Western Australia and Queensland; and
- An increase in Bankwest due to slower run-off of the business troublesome book and higher home loan losses, predominantly in Western Australia.

Loan Impairment Expense (continued)
Half Year Loan Impairment Expense (Annualised) as a $\%$ of Average GLAAs (bpts)

(1) 16 basis points, including the Bell group write-back (non-cash item)

Half Year Ended June 2017 versus December 2016
Loan impairment expense decreased $17 \%$ on the prior half mainly driven by:

- Seasonally higher consumer finance arrears offset by lower home loan losses in Retail Banking Services;
- Lower collective provisions in Business and Private Banking;
- Reduced individual provisions in Institutional Banking and Markets;
- Lower provisioning primarily in the New Zealand dairy sector; partly offset by
- A small increase in business lending losses in Bankwest, partly offset by lower home loan losses.


## Taxation Expense

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \% \end{aligned}$ |
| Corporate tax expense (\$M) | 3,927 | 3,592 | 9 | 1,977 | 1,950 | 1 |
| Effective tax rate - "cash basis" (\%) | 28.4 | 27.5 | 90 bpts | 28.4 | 28.4 | - |

## Year Ended June 2017 versus June 2016

Corporate tax expense for the year ended 30 June 2017 increased $9 \%$ on the prior year representing a $28.4 \%$ effective tax rate. This increase is primarily as a result of a change in business mix, including the run-off of specialised financing transactions.
The effective tax rate is below the Australian company tax rate of $30 \%$ primarily as a result of the profit earned by the offshore banking unit and offshore jurisdictions that have lower corporate tax rates.

Half Year Ended June 2017 versus December 2016
Corporate tax expense for the half year ended 30 June 2017 was flat on the prior half representing a $28.4 \%$ effective tax rate.

## Non-Cash Items Included in Statutory Profit

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Hedging and IFRS volatility | 73 | (199) | large | 65 | 8 | large |
| Bankwest non-cash items | (3) | (27) | (89) | (2) | (1) | large |
| Treasury shares valuation adjustment | (23) | 4 | large | (4) | (19) | (79) |
| Other non-cash items | (26) | (23) | 13 | (6) | (20) | (70) |
| Total non-cash items (after tax) | 47 | (222) | large | 59 | (12) | large |

(1) Comparative information has been restated to conform to presentation in the current period.

Non-cash items are excluded from net profit after tax ("cash basis"), which is management's preferred measure of the Group's financial performance, as they tend to be non-recurring in nature or are not considered representative of the Group's ongoing financial performance. The impact of these items on the Group's net profit after tax ("statutory basis") is outlined below and treated consistently with prior comparative period and prior half disclosures. Refer to Appendix 19 for the detailed profit reconciliation.

## Hedging and IFRS volatility

Hedging and IFRS volatility includes unrealised fair value gains or losses on economic hedges that do not qualify for hedge accounting under IFRS, including:

- Cross currency interest rate swaps hedging foreign currency denominated debt issues; and
- Foreign exchange hedges relating to future New Zealand earnings.
Hedging and IFRS volatility also includes unrealised fair value gains or losses on the ineffective portion of economic hedges that qualify for hedge accounting under IFRS.
Fair value gains or losses on all of these economic hedges are excluded from cash profit, since the asymmetric recognition of the gains or losses does not affect the Group's performance over the life of the hedge. A $\$ 73$ million after tax gain was recognised in statutory profit for the year ended 30 June 2017 (30 June 2016: \$199 million after tax loss).


## Bankwest non-cash items

The acquisition of Bankwest resulted in the recognition of assets at fair value, representing certain financial instruments, core deposits, customer lists and brand name totalling $\$ 463$ million. The core deposits and customer lists have been amortising over their useful life, resulting in amortisation charges of \$3 million after tax in the year ended 30 June 2017 (30 June 2016: $\$ 27$ million). As at 31 December 2015 the core deposits have been fully amortised.

These items were not recognised in cash profit as they were not representative of the Group's expected ongoing financial performance.
Treasury shares valuation adjustment
Under IFRS, Commonwealth Bank of Australia shares held by the Group in the managed funds and life insurance businesses are defined as treasury shares and are held at cost. Distributions, realised and unrealised gains and losses were recognised in cash profit representing the underlying performance of the asset portfolio attributable to the wealth and life insurance businesses. These distributions, gains and losses are reversed as non-cash items for statutory reporting purposes. A $\$ 23$ million after tax loss was included in statutory profit in the year ended 30 June 2017 (30 June 2016: \$4 million after tax gain).

## Policyholder tax

Policyholder tax is included in the Wealth Management and New Zealand business results for statutory reporting purposes. In the year ended 30 June 2017, tax expense of $\$ 32$ million (30 June 2016: \$101 million), funds management income of $\$ 30$ million ( 30 June 2016: $\$ 8$ million loss) and insurance income of $\$ 2$ million (30 June 2016: $\$ 109$ million) were recognised. The gross up of these items is excluded from cash profit, as they do not reflect the underlying performance of the business, which is measured on a net of policyholder tax basis.

## Investment experience

Investment experience primarily includes the returns on shareholder capital invested in the wealth management and insurance businesses, as well as the volatility generated through the annuity portfolio held by the Group's Wealth Management division. This item is classified separately within cash profit.

## Review of Group Assets and Liabilities

| Total Group Assets and Liabilities | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ |
| Interest earning assets |  |  |  |  |  |
| Home loans ${ }^{(1)}$ | 485,857 | 472,532 | 456,074 | 3 | 7 |
| Consumer finance | 23,577 | 23,895 | 23,862 | (1) | (1) |
| Business and corporate loans | 226,484 | 221,707 | 220,611 | 2 | 3 |
| Loans, bills discounted and other receivables ${ }^{(2)}$ | 735,918 | 718,134 | 700,547 | 2 | 5 |
| Non-lending interest earning assets | 163,665 | 159,767 | 137,838 | 2 | 19 |
| Total interest earning assets | 899,583 | 877,901 | 838,385 | 2 | 7 |
| Other assets ${ }^{(2)}{ }^{(3)}$ | 76,791 | 93,818 | 94,616 | (18) | (19) |
| Total assets | 976,374 | 971,719 | 933,001 | - | 5 |
| Interest bearing liabilities |  |  |  |  |  |
| Transaction deposits ${ }^{(4)}$ | 98,884 | 93,641 | 89,780 | 6 | 10 |
| Savings deposits ${ }^{(4)}$ | 191,245 | 191,406 | 191,313 | - | - |
| Investment deposits | 220,530 | 211,711 | 197,085 | 4 | 12 |
| Other demand deposits | 70,313 | 67,652 | 71,293 | 4 | (1) |
| Total interest bearing deposits | 580,972 | 564,410 | 549,471 | 3 | 6 |
| Debt issues | 168,034 | 177,023 | 162,716 | (5) | 3 |
| Other interest bearing liabilities | 57,531 | 58,888 | 54,101 | (2) | 6 |
| Total interest bearing liabilities | 806,537 | 800,321 | 766,288 | 1 | 5 |
| Non-interest bearing transaction deposits | 44,032 | 39,786 | 37,000 | 11 | 19 |
| Other non-interest bearing liabilities ${ }^{(3)}$ | 62,089 | 69,800 | 69,149 | (11) | (10) |
| Total liabilities | 912,658 | 909,907 | 872,437 | - | 5 |

(1) Gross of mortgage offset balances.
(2) Loans, bills discounted and other receivables exclude provisions for impairment which are included in Other assets.
(3) Comparative information has been restated to conform to presentation in the current period.
(4) Includes mortgage offset balances.

## Year Ended June 2017 versus June 2016

Asset growth of $\$ 43$ billion or $5 \%$ on the prior year was driven by increased home lending, business and corporate lending, and higher liquid asset balances.

The Group continued to satisfy a significant portion of lending growth from customer deposits. Customer deposits represent 67\% of total funding (30 June 2016: 66\%).

## Home loans

Home loan balances increased $\$ 30$ billion to $\$ 486$ billion, reflecting a $7 \%$ increase on the prior year, driven by strong growth in Retail Banking Services, New Zealand and Bankwest.

## Consumer finance

Consumer finance, which includes personal loans, credit cards and margin lending decreased $1 \%$ on the prior year to $\$ 24$ billion, broadly in line with system.

## Business and corporate loans

Business and corporate loans increased $\$ 6$ billion to $\$ 226$ billion, a 3\% increase on the prior year. This was driven by strong growth in business lending in Business and Private Banking and New Zealand, partly offset by institutional lending due to active portfolio management.

## Non-lending interest earning assets

Non-lending interest earning assets increased $\$ 26$ billion to $\$ 164$ billion, reflecting a 19\% increase on the prior year. The increase was driven by higher liquid asset balances held as a result of Balance Sheet growth and a reduction in Committed Liquidity Facility (CLF) effective 1 January 2017.

## Other assets

Other assets, including derivative assets, insurance assets and intangibles, decreased $\$ 18$ billion to $\$ 77$ billion, a $19 \%$ decrease on the prior year, reflecting lower derivative asset balances impacted by the higher Australian dollar.

## Interest bearing deposits

Interest bearing deposits increased $\$ 32$ billion to $\$ 581$ billion, a $6 \%$ increase on the prior year. This was driven by strong growth of $\$ 23$ billion in investment deposits and a $\$ 9$ billion increase in transaction deposits.

## Debt issues

Debt issues increased $\$ 5$ billion to $\$ 168$ billion, a $3 \%$ increase on the prior year. While deposits satisfied the majority of the Group's funding requirements, strong access was maintained to both domestic and international wholesale debt markets.

Refer to page 26 for further information on debt programs and issuance for the year ended 30 June 2017.

## Other interest bearing liabilities

Other interest bearing liabilities, including loan capital, liabilities at fair value through income statement and amounts due to other financial institutions, increased $\$ 3$ billion to $\$ 58$ billion, a 6\% increase on the prior year.

Non-interest bearing transaction deposits
Non-interest bearing transaction deposits, including business and personal transaction accounts, increased $\$ 7$ billion to $\$ 44$ billion, driven by strong growth in Retail Banking Services.

## Other non-interest bearing liabilities

Other non-interest bearing liabilities, including derivative liabilities and insurance policy liabilities, decreased $\$ 7$ billion to $\$ 62$ billion, a $10 \%$ decrease on the prior year, reflecting lower derivative liability balances impacted by the higher Australian dollar.

## Review of Group Assets and Liabilities (continued)

## Half Year Ended June 2017 versus December 2016

Asset growth was flat on the prior half, with increases in home lending and business and corporate lending offset by a decrease in other assets, reflecting lower derivative asset balances.
Continued deposit growth allowed the Group to continue to satisfy a significant portion of its funding requirements through customer deposits. Customer deposits made up 67\% of total funding (31 December 2016: 66\%).

## Home loans

Home loan balances increased $\$ 13$ billion, a $3 \%$ increase on the prior half, reflecting solid growth in Retail Banking Services, Bankwest and Business and Private Banking.

## Consumer finance

Consumer finance, which includes personal loans, credit cards and margin lending, decreased $1 \%$ on the prior half, broadly in line with system.

## Business and corporate loans

Business and corporate loans increased $\$ 5$ billion, a $2 \%$ increase on the prior half, driven by growth in business and institutional lending balances. This includes a $1 \%$ decrease due to the higher Australian dollar.

## Non-lending interest earning assets

Non-lending interest earning assets increased $\$ 4$ billion, a $2 \%$ increase on the prior half, driven by higher liquid asset balances.

## Other assets

Other assets, including derivative assets, insurance assets and intangibles, decreased $\$ 17$ billion, an $18 \%$ decrease on the prior half, reflecting lower derivative asset balances impacted by the higher Australian dollar.

## Interest bearing deposits

Interest bearing deposits increased $\$ 17$ billion, a 3\% increase on the prior half, reflecting growth in investment and transaction deposits.

## Debt issues

Debt issues decreased $\$ 9$ billion, a $5 \%$ decrease on the prior half.
Refer to page 26 for further information on debt programs and issuance for the half year ended 30 June 2017.
Other interest bearing liabilities
Other interest bearing liabilities, including loan capital, liabilities at fair value through income statement and amounts due to other financial institutions, decreased $\$ 1$ billion, a $2 \%$ decrease on the prior half.

Non-interest bearing transaction deposits
Non-interest bearing transaction deposits, including business and personal transaction accounts, increased $\$ 4$ billion, an $11 \%$ increase on the prior half, driven by strong growth in Retail Banking Services.
Other non-interest bearing liabilities
Other non-interest bearing liabilities, including derivative liabilities and insurance policy liabilities, decreased $\$ 8$ billion, an $11 \%$ decrease on the prior half, reflecting lower derivative liability balances impacted by the higher Australian dollar.

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## Loan Impairment Provisions and Credit Quality

Provisions for Impairment

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ |
| Provisions for impairment losses |  |  |  |  |  |
| Collective provision | 2,747 | 2,807 | 2,818 | (2) | (3) |
| Individually assessed provisions | 980 | 1,017 | 944 | (4) | 4 |
| Total provisions for impairment losses | 3,727 | 3,824 | 3,762 | (3) | (1) |
| Less: Provision for Off Balance Sheet exposures | (34) | (35) | (44) | (3) | (23) |
| Total provisions for loan impairment | 3,693 | 3,789 | 3,718 | (3) | (1) |

Year Ended June 2017 versus June 2016
Total provisions for impairment losses decreased $1 \%$ on the prior year to $\$ 3,727$ million. The movement in the level of provisioning reflects:

- Lower commercial collective provisions, mainly in Institutional Banking and Markets; and
- A reduction in Bankwest individually assessed provisions; partly offset by
- An increase in consumer collective provisions in home loans and credit cards in Retail Banking Services;
- Higher consumer individually assessed provisions predominantly due to home loan impairments in Western Australia; and
- Economic overlays remain unchanged on the prior year.

Half Year Ended June 2017 versus December 2016
Total provisions for impairment losses decreased 3\% on the prior half. The movement in the level of provisioning reflects:

- Reduction in management overlays, mainly due to model factor updates. Economic overlays remain unchanged;
- Lower commercial collective provisions, predominantly due to model factor updates and improving dairy sector in New Zealand; and
- A reduction in commercial individually assessed provisions in Institutional Banking and Markets; partly offset by
- An increase in consumer collective provisioning in Retail Banking Services, predominantly due to higher home loan provisions and seasonally higher consumer finance arrears; and
- Higher consumer individually assessed provisions primarily due to home loan impairments in Western Australia.


Individually Assessed Provisions (\$M)

| 944 | 1,017 | 980 |
| :---: | :---: | :---: |
| 209 | 212 | 198 |
| 169 | 195 | 211 |
| 566 | 610 | 571 |
| Jun 16 | Dec 16 | Jun 17 |

## Loan Impairment Provisions and Credit Quality (continued)

## Credit Quality

| Credit Quality Metrics | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 17 vs |  |  |  |  | Jun 17 vs |
|  | 30 Jun 17 | 30 Jun 16 | Jun 16 \% | 30 Jun 17 | 31 Dec 16 | Dec 16 \% |
| Gross loans and acceptances (GLAA) (\$M) | 737,002 | 701,730 | 5 | 737,002 | 719,250 | 2 |
| Risk weighted assets (RWA) (\$M) - Basel III | 437,063 | 394,667 | 11 | 437,063 | 436,481 | - |
| Credit RWA (\$M) - Basel III | 377,259 | 344,030 | 10 | 377,259 | 373,526 | 1 |
| Gross impaired assets (\$M) | 3,187 | 3,116 | 2 | 3,187 | 3,375 | (6) |
| Net impaired assets (\$M) | 2,038 | 1,989 | 2 | 2,038 | 2,193 | (7) |
| Provision Ratios |  |  |  |  |  |  |
| Collective provision as a \% of credit RWA - Basel III | 0.73 | 0. 82 | (9)bpts | 0. 73 | 0. 75 | (2)bpts |
| Total provisions as a \% of credit RWA - Basel III | 0. 99 | 1. 09 | (10)bpts | 0.99 | 1. 02 | (3)bpts |
| Total provisions for impaired assets as a \% of gross impaired assets | 36. 05 | 36. 17 | (12)bpts | 36. 05 | 35. 02 | 103 bpts |
| Total provisions for impairment losses as a \% of GLAAs | 0.51 | 0. 54 | (3)bpts | 0.51 | 0. 53 | (2)bpts |
| Asset Quality Ratios |  |  |  |  |  |  |
| Gross impaired assets as a \% of GLAAs | 0. 43 | 0. 44 | (1) bpt | 0. 43 | 0. 47 | (4) bpts |
| Loans 90+ days past due but not impaired as a \% of GLAAs | 0. 36 | 0. 33 | 3 bpts | 0.36 | 0. 33 | 3 bpts |
| Loan impairment expense ("cash basis") annualised as a \% of average GLAAs | 0.15 | 0. 19 | (4)bpts | 0.14 | 0. 17 | (3)bpts |

## Provision Ratios

Provision coverage ratios remain prudent. The impaired asset portfolio remains well provisioned with provision coverage of 36.05\%.

## Asset Quality

The asset quality ratios show improvement in the quality of the book with the level of commercial troublesome and impaired assets reducing over the half. The arrears for the home loan and credit card portfolios remain relatively low, however personal loan arrears continues to be elevated, primarily in Western Australia.

## Retail Portfolios - Arrears Rates

Home loan arrears increased over the year, with $30+$ day arrears increasing from $1.21 \%$ to $1.22 \%$, and $90+$ day arrears increasing from $0.54 \%$ to $0.60 \%$. Personal loan arrears improved over the year with $30+$ day arrears falling from $3.46 \%$ to $3.35 \%$, and $90+$ day arrears reducing from $1.46 \%$ to $1.41 \%$. Credit card arrears deteriorated with $30+$ day arrears increasing from $2.41 \%$ to $2.52 \%$, and $90+$ day arrears increasing from $0.99 \%$ to $1.03 \%$.

(1) Includes retail portfolios of Retail Banking Services, Bankwest and New Zealand.

90+ Days Arrears Ratios (\%) ${ }^{(1)}$


## Troublesome and Impaired Assets

Commercial troublesome assets decreased 5\% during the year to $\$ 3,313$ million.
Gross impaired assets increased $2 \%$ on the prior year to $\$ 3,187$ million. Gross impaired assets as a proportion of GLAAs of $0.43 \%$ decreased one basis point on the prior year.

Troublesome and Impaired Assets (\$B)


## Capital

## Regulatory Capital Framework

## Background

The Basel Committee on Banking Supervision (BCBS) has implemented a set of capital, liquidity and funding reforms known as "Basel III". The objectives of the reforms are to increase the quality, consistency and transparency of capital, to enhance the risk coverage framework, and to reduce systemic and pro-cyclical risk. The major reforms are being implemented on a phased approach to 1 January 2019.
The capital reforms were implemented in Australia from 1 January 2013. APRA has adopted a more conservative approach than the minimum standards published by the BCBS and also adopted an accelerated timetable for implementation.
The APRA prudential standards require a minimum CET1 ratio of $4.5 \%$ effective from 1 January 2013. An additional CET1 capital conservation buffer of $3.5 \%$, inclusive of a Domestic Systemically Important Bank (DSIB) requirement of $1 \%$ and a countercyclical capital buffer (CCyB) ${ }^{(1)}$ of $0 \%$, (effective from 1 January 2016), bringing the CET1 requirement to at least $8 \%$.

## Unquestionably Strong Capital Ratios

In December 2014, the Government released the Financial Systems Inquiry's final report. In response to the final report, APRA undertook the following actions:

- Increased the capital requirements under the Advanced Internal Ratings Based (AIRB) approach for Australian residential mortgages to an average of at least $25 \%$ risk-weighting (effective from 1 July 2016) with the change aimed at increasing mortgage competition between the major banks and non-major banks; and
- Released an information paper in July 2017 in relation to establishing the quantum of additional capital required for the Australian banking sector to have capital ratios that are unquestionably strong.
APRA's expectation in relation to the concept of unquestionably strong is that the Australian major banks will operate with a CET1 ratio average benchmark of $10.5 \%$ or more by 1 January 2020.
APRA expects to release a discussion paper in 2017 covering:
- Proposed revisions to the regulatory capital framework required to support unquestionably strong capital ratios;
- Domestic application of the various BCBS reforms;
- Additional measures to address structural concentration of Australian residential mortgages; and
- Improving transparency and international comparability of capital ratios.
Following the discussion paper, APRA expects to release revised draft prudential standards in late 2018, with the release of the final standards in 2019 and implementation by 1 January 2021.


## Internationally Comparable Capital Position

The Group's CET1 as measured on an internationally comparable basis was $15.6 \%$ as at 30 June 2017, placing it amongst the top quartile of international peer banks.
(1) In January 2017, APRA announced that the CCyB for Australian exposures will remain at $0 \%$. The Group has limited exposures to those offshore jurisdictions in which a CСуВ in excess of $0 \%$ has been imposed.

## International Peer Basel III CET1



Source: Morgan Stanley and CBA. Based on last reported CET1 ratios up to 3 August 2017 assuming Basel III capital reforms fully implemented.
Peer group comprises listed commercial banks with total assets in excess of $\$ 750$ billion and which have disclosed fully implemented Basel III ratios or provided sufficient disclosure for a Morgan Stanley estimate.
(1) APRA has estimated that the $75 \%$ percentile is likely to be in the order of 14 per cent as at end December 2016. APRA Information Paper "Strengthening banking system resilience - establishing unquestionably strong capital ratios" (19 July 2017).
(2) Domestic peer figures as at 31 March 2017.
(3) Deduction for accrued expected future dividends added back for comparability.

## Capital (continued)

Capital Position
The Group's CET1 ratio as measured on an APRA basis was $10.1 \%$ at 30 June 2017, compared with $9.9 \%$ at 31 December 2016 and $10.6 \%$ at 30 June 2016. The capital ratios were maintained well in excess of regulatory minimum requirements at all times throughout the year.

(1) Analysis aligns with the APRA study titled "International capital comparison study" (13 July 2015).

The Group's CET1 (APRA) ratio increased 20 basis points for the half year ended 30 June 2017. After allowing for further increases in capital requirements with respect to Australian residential mortgages, the underlying increase was 54 basis points on the prior half. This primarily reflected the impact of capital generated from earnings and prudent balance sheet management leading to lower risk weighted assets, partly offset by the December 2016 interim dividend (net of issuance of shares through the Dividend Reinvestment Plan (DRP)) and the maturity of a further $\$ 1$ billion of Colonial debt.

The decrease in the Group's CET1 ratio across the June 2017 full year was driven by the APRA requirement to hold additional capital with respect to Australian residential mortgages, partly offset by continued sustained organic capital generation.
APRA re-accredited the use of the AIRB approach for the Bankwest non-retail portfolio, effective from 30 September 2016. This change had minimal impact on the Group's capital.

## Capital Initiatives

The following significant CET1 capital initiatives were undertaken during the year:

- The DRP in respect of the 2016 final dividend was satisfied by the issuance of $\$ 586$ million of ordinary shares, representing a participation rate of $15.4 \%$; and
- The DRP in respect of the 2017 interim dividend was satisfied by the issuance of $\$ 558$ million of ordinary shares, representing a participation rate of $16.3 \%$.
Further details on the Group's current regulatory capital position are included in Appendix 16.


## Pillar 3 Disclosures

Details on the market disclosures required under Pillar 3 in accordance with prudential standard APS 330 "Public Disclosure", are provided on the Group's website at:
www.commbank.com.au/about-us/investors/shareholders.

## Other Regulatory Changes

## Basel Committee on Banking Supervision

The BCBS has issued a number of consultation documents on:

- Design of a framework for the application of capital floors based on standardised approaches;
- Revisions to the standardised approach for credit risk;
- Implementation of constraints on the use of internal credit risk models; and
- Revisions to operational risk.

In addition, the BCBS completed a review of the trading book requirements in January 2016 with an effective implementation date of 1 January 2019. The review of Interest Rate Risk in the Banking Book (IRRBB) was completed in April 2016, with the BCBS concluding that there will be no requirement to include this risk in the regulatory capital calculation. However, additional disclosure requirements will be implemented from 1 January 2018.
In March 2017, APRA advised that finalisation of the trading book requirements for Australian regulatory purposes is not expected until early 2020, with implementation 12 months after the regulations have been finalised.
Following finalisation by the BCBS, APRA is expected to incorporate these issues with the implementation of the revised regulatory capital framework by 2021.

## Composition of Level 2 ADI Groups

In May 2014, APRA provided more clarity on the definition of the Level 2 Banking Group. Subsidiary intermediate holding companies are considered part of the Level 2 Group, regardless of the nature of any activity undertaken by their operating subsidiaries. As a result, capital benefits arising from the debt issued by the Colonial Group are being phased out. As at 30 June 2017 there is $\$ 665$ million in debt still subject to transitional relief, all of which matures in the next 12 months.
A number of intermediate holding companies within the Colonial Group were consolidated into the Level 2 Banking Group from 31 December 2016. This change had minimal impact on the Group's capital.

## Conglomerate Groups

APRA is extending its prudential supervision framework to Conglomerate Groups that have material operations in more than one APRA regulated industry and/or have one or more material unregulated entities. In March 2016, APRA advised that it was deferring finalisation of the capital requirements with respect to conglomerates until after the completion of other domestic and international policy initiatives. Non-capital related requirements, which include such items as governance, risk exposures and intra group exposures, are effective from 1 July 2017 and have no impact on the Group's capital.

## Dividends

Final Dividend for the Year Ended 30 June 2017
The final dividend declared was $\$ 2.30$ per share, bringing the total dividend for the year ended 30 June 2017 to $\$ 4.29$ per share, an increase of 9 cents or $2 \%$ on the prior year. This represents a dividend payout ratio ("cash basis") of $75 \%$.
The final dividend will be fully franked and will be paid on 29 September 2017 to owners of ordinary shares at the close of business on 17 August 2017 (record date). Shares will be quoted ex-dividend on 16 August 2017.

## Full Year Dividend History (cents per share)


(1) Comparative information has been restated to conform to presentation in the current period.

## Dividend Reinvestment Plan (DRP)

The DRP will continue to be offered to shareholders and this period a $1.5 \%$ discount will be applied to shares allocated under the plan for the final dividend. Eligibility requirements for participation in the DRP are detailed on page 92.

## Dividend Policy

The Group will seek to:

- Pay cash dividends at strong and sustainable levels;
- Target a full year payout ratio of $70 \%$ to $80 \%$; and
- Maximise the use of its franking account by paying fully franked dividends.


## Leverage Ratio

| Summary Group Leverage Ratio | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 | Jun 17 vs Dec 16 \% | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ |
| Tier 1 Capital (\$M) | 52,684 | 50,218 | 48,553 | 5 | 9 |
| Total Exposures (\$M) ${ }^{(1)}$ | 1,027,958 | 1,018,931 | 980,846 | 1 | 5 |
| Leverage Ratio (APRA) (\%) | 5.1 | 4.9 | 5. 0 | 20 bpts | 10 bpts |
| Leverage Ratio (Internationally Comparable) (\%) ${ }^{(2)}$ | 5.8 | 5.5 | 5.6 | 30 bpts | 20 bpts |

(1) Total exposures is the sum of on Balance Sheet exposures, derivatives, Securities Financing Transactions (SFTs), and off Balance Sheet exposures, net of any Tier 1 regulatory deductions, as outlined in APS 110 "Capital Adequacy".
(2) The Tier 1 Capital included in the calculation of the internationally comparable leverage ratio aligns with the 13 July 2015 APRA study titled "International capital comparison study", and includes Basel III non-compliant Tier 1 instruments that are currently subject to transitional rules.

The Group's leverage ratio, defined as Tier 1 Capital as a percentage of total exposures, was $5.1 \%$ at 30 June 2017 on an APRA basis and $5.8 \%$ on an internationally comparable basis.
The ratio increased across both the June 2017 half and full year, reflecting an increase in capital levels, partly offset by growth in exposures.

The BCBS has advised that the leverage ratio will migrate to a Pillar 1 minimum capital requirement of $3 \%$ from 1 January 2018. The BCBS will confirm the final calibration in 2017.

## Liquidity

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Level 2 | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | Jun 17 vs <br> Dec 16 \% | Jun 17 vs Jun 16 \% |
| Liquidity Coverage Ratio (LCR) Liquid Assets |  |  |  |  |  |
| High Quality Liquid Assets (HQLA) ${ }^{(1)}$ | 93,402 | 96,244 | 75,147 | (3) | 24 |
| Committed Liquidity Facility (CLF) | 48,300 | 58,500 | 58,500 | (17) | (17) |
| Total LCR liquid assets | 141,702 | 154,744 | 133,647 | (8) | 6 |
| Net Cash Outflows (NCO) |  |  |  |  |  |
| Customer deposits | 77,298 | 71,418 | 70,139 | 8 | 10 |
| Wholesale funding ${ }^{(2)}$ | 17,579 | 24,705 | 19,406 | (29) | (9) |
| Other net cash outflows ${ }^{(3)}$ | 15,271 | 18,693 | 21,854 | (18) | (30) |
| Total NCO | 110,148 | 114,816 | 111,399 | (4) | (1) |
| Liquidity Coverage Ratio (\%) | 129 | 135 | 120 | large | large |
| LCR surplus | 31,554 | 39,928 | 22,248 | (21) | 42 |

(1) Includes all repo-eligible securities with the Reserve Bank of New Zealand. The Exchange Settlement Account (ESA) cash balance is netted down by the Reserve Bank of Australia open-repo of internal Residential Mortgage-Backed Securities (RMBS).
(2) Includes all interbank deposits that are included as short-term wholesale funding on page 84.
(3) Includes cash inflows.

## June 2017 versus June 2016

The Group holds high quality, well diversified liquid assets to meet Balance Sheet liquidity needs and internal and external regulatory requirements, such as APRA's Liquidity Coverage Ratio (LCR). At 30 June 2017, the Group's LCR was 129\%, up from 120\% as at 30 June 2016.
High Quality Liquid Assets (HQLA) in the form of cash, deposits with central banks, Australian Commonwealth Government and Semi-Government securities increased $\$ 18$ billion to $\$ 93$ billion, as the group managed its liquidity position ahead of a reduction in the RBA's Committed Liquidity Facility (CLF) effective 1 January 2017.
Liquid assets surplus to regulatory requirements increased to $\$ 32$ billion, with total liquid assets as at 30 June 2017 of $\$ 142$ billion, including the CLF.
Total modelled Net Cash Outflows (NCOs) decreased slightly on the prior year. Modelled customer deposit NCOs increased $\$ 7$ billion to $\$ 77$ billion. Modelled wholesale funding NCOs decreased $\$ 2$ billion to $\$ 18$ billion as a result of lower debt maturities in the next 30 days. Other modelled NCOs decreased $\$ 7$ billion to $\$ 15$ billion due to lower liquidity needs related to derivative exposures and other collateral requirements.

## June 2017 versus December 2016

At 30 June 2017, the Group's LCR was $129 \%$, down from $135 \%$ on the prior half. LCR liquid assets of $\$ 142$ billion decreased $\$ 13$ billion on the prior half, primarily due to a decrease in the CLF.
Total modelled NCOs decreased $\$ 5$ billion in the current half, driven by a reduction in wholesale funding. Covered bond maturities were elevated in the prior half due to the five year anniversary of the program establishment. An increase in modelled customer deposit NCOs of $\$ 6$ billion was partly offset by lower other modelled NCOs primarily due to higher cash inflows.

For further information on the Group's liquidity management please see Note 34 of the Annual Report.

## Funding

| Group Funding ${ }^{(1)}$ | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 |  | Jun 17 vs | Jun 17 vs |
|  | \$M | \$M | \$M | Dec 16 \% | Jun 16 \% |
| Customer deposits | 560,918 | 541,351 | 517,974 | 4 | 8 |
| Short-term wholesale funding ${ }^{(2)}$ | 106,815 | 116,186 | 110,714 | (8) | (4) |
| Long-term wholesale funding - less than or equal to one year residual maturity | 25,330 | 29,780 | 29,297 | (15) | (14) |
| Long-term wholesale funding - more than one year residual maturity ${ }^{(3)}$ | 131,950 | 126,062 | 118,121 | 5 | 12 |
| IFRS MTM and derivative FX revaluations | 1,150 | 1,489 | 4,149 | (23) | (72) |
| Total wholesale funding | 265,245 | 273,517 | 262,281 | (3) | 1 |
| Short-term collateral deposits ${ }^{(4)}$ | 6,135 | 9,813 | 8,323 | (37) | (26) |
| Total funding | 832,298 | 824,681 | 788,578 | 1 | 6 |

(1) Shareholders' Equity is excluded from this view of funding sources.
(2) Short-term wholesale funding includes debt with an original maturity or call date of less than or equal to 12 months, and consists of certificates of deposit and bank acceptances, debt issued under the EMTN program and the domestic, Euro and US commercial paper programs of Commonwealth Bank of Australia and ASB. Short-term wholesale funding also includes deposits from banks and central banks as well as net repurchase agreements.
(3) Long-term wholesale funding includes debt with an original maturity or call date of greater than 12 months.
(4) Short-term collateral deposits includes net collateral received and the amount of internal RMBS pledged with the Reserve Bank to facilitate intra-day cash flows in the ESA.

June 2017 versus June 2016

## Customer Deposits

Customer deposits accounted for $67 \%$ of total funding at 30 June 2017, compared to $66 \%$ in the prior year. Strong deposit growth has seen the Group satisfy a significant proportion of its funding requirements from retail, business and institutional customer deposits.

## Short-Term Wholesale Funding

Short-term wholesale funding accounted for $40 \%$ of total wholesale funding at 30 June 2017, compared to $42 \%$ in the prior year. Short-term wholesale funding decreased $4 \%$ given strong customer funding growth and long term wholesale funding.

## Long-Term Wholesale Funding

Long-term wholesale funding (including an adjustment for IFRS MTM and derivative FX revaluations) accounted for $60 \%$ of total wholesale funding at 30 June 2017, compared to $58 \%$ in the prior year.
During the period, the Group raised $\$ 43$ billion of long-term wholesale funding in multiple currencies including AUD, USD, EUR and GBP. The cost of new long-term wholesale funding decreased compared to the prior year given favourable global credit market conditions.
Most issuance was in senior unsecured format, although the Group used its covered bond and RMBS programs to provide cost, tenor and diversification benefits. The Group also issued Basel III compliant Tier 2 capital deals in the Japanese, US and Hong Kong markets.
The Weighted Average Maturity (WAM) of new long-term wholesale debt issued in the year to June 2017 was 5.2 years. The WAM of outstanding long-term wholesale debt with a residual maturity greater than 12 months was 4.1 years at 30 June 2017.
Improvement in the mix and tenor of funding has assisted the Group in preparing for the Net Stable Funding Ratio which applies from 1 January 2018.

## Short-Term Collateral Deposits

Net collateral received decreased $\$ 2$ billion largely due to the impact of the stronger Australian dollar.

June 2017 versus December 2016

## Customer Deposits

Customer deposits accounted for $67 \%$ of total funding at 30 June 2017, in line with the prior half. Strong deposit growth has seen the Group satisfy a significant proportion of its funding requirements from retail, business and institutional customer deposits.

## Short-Term Wholesale Funding

Short-term wholesale funding accounted for $40 \%$ of total wholesale funding at 30 June 2017, compared to $42 \%$ in the prior half. Short-term wholesale funding decreased $8 \%$ given strong customer funding growth and long term wholesale funding.

## Long-Term Wholesale Funding

Long-term wholesale funding (including an adjustment for IFRS MTM and derivative FX revaluations) accounted for $60 \%$ of total wholesale funding at 30 June 2017, compared to $58 \%$ in the prior half.
During the half, the Group raised $\$ 22$ billion of long-term wholesale funding. The cost of new long-term funding improved marginally on the prior half as markets shrugged off any potential negative sentiment associated with geopolitical developments, unwinding of monetary stimulus and higher global bond yields.
The WAM of new long-term wholesale debt issued in the six months to June 2017 was 4.5 years.
Improvement in the mix and tenor of funding has assisted the Group in preparing for the Net Stable Funding Ratio which applies from 1 January 2018.

## Short-Term Collateral Deposits

Net collateral received decreased $\$ 4$ billion, largely due to the impact of the stronger Australian dollar.

For further information on Funding risk, please refer to Appendix 14.

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## Section 5 - Divisional Performance

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|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \% \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \% \end{aligned}$ |
| Net interest income | 9,225 | 8,717 | 6 | 4,641 | 4,584 | 1 |
| Other banking income | 2,000 | 1,794 | 11 | 994 | 1,006 | (1) |
| Total banking income | 11,225 | 10,511 | 7 | 5,635 | 5,590 | 1 |
| Operating expenses | $(3,452)$ | $(3,373)$ | 2 | $(1,730)$ | $(1,722)$ | - |
| Loan impairment expense | (699) | (663) | 5 | (349) | (350) | - |
| Net profit before tax | 7,074 | 6,475 | 9 | 3,556 | 3,518 | 1 |
| Corporate tax expense | $(2,110)$ | $(1,935)$ | 9 | $(1,058)$ | $(1,052)$ | 1 |
| Cash net profit after tax | 4,964 | 4,540 | 9 | 2,498 | 2,466 | 1 |


| Net interest income |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home loans | 4,298 | 3,949 | 9 | 2,151 | 2,147 | - |
| Consumer finance ${ }^{(2)}$ | 1,996 | 2,031 | (2) | 992 | 1,004 | (1) |
| Retail deposits | 2,863 | 2,659 | 8 | 1,464 | 1,399 | 5 |
| Other ${ }^{(3)}$ | 68 | 78 | (13) | 34 | 34 | - |
| Total net interest income | 9,225 | 8,717 | 6 | 4,641 | 4,584 | 1 |
| Other banking income |  |  |  |  |  |  |
| Home loans | 218 | 221 | (1) | 108 | 110 | (2) |
| Consumer finance ${ }^{(2)}$ | 612 | 507 | 21 | 302 | 310 | (3) |
| Retail deposits | 586 | 511 | 15 | 299 | 287 | 4 |
| Distribution ${ }^{(4)}$ | 442 | 422 | 5 | 215 | 227 | (5) |
| Other ${ }^{(3)}$ | 142 | 133 | 7 | 70 | 72 | (3) |
| Total other banking income | 2,000 | 1,794 | 11 | 994 | 1,006 | (1) |
| Total banking income | 11,225 | 10,511 | 7 | 5,635 | 5,590 | 1 |


| Balance Sheet | As at ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | Jun 17 vs <br> Dec 16 \% | $\text { Jun } 17 \text { vs }$ $\text { Jun } 16 \text { \% }$ |
| Home loans ${ }^{(5)}$ | 335,222 | 325,794 | 313,682 | 3 | 7 |
| Consumer finance ${ }^{(2)}$ | 17,141 | 17,229 | 17,228 | (1) | (1) |
| Other interest earning assets | 3,173 | 3,042 | 2,870 | 4 | 11 |
| Total interest earning assets | 355,536 | 346,065 | 333,780 | 3 | 7 |
| Other assets | 967 | 1,406 | 852 | (31) | 13 |
| Total assets | 356,503 | 347,471 | 334,632 | 3 | 7 |
| Transaction deposits ${ }^{(6)}$ | 24,364 | 23,013 | 18,084 | 6 | 35 |
| Savings deposits ${ }^{(6)}$ | 116,706 | 120,073 | 118,913 | (3) | (2) |
| Investment deposits and other | 77,063 | 76,676 | 73,111 | 1 | 5 |
| Total interest bearing deposits | 218,133 | 219,762 | 210,108 | (1) | 4 |
| Non-interest bearing transaction deposits | 30,782 | 27,241 | 25,338 | 13 | 21 |
| Other non-interest bearing liabilities | 3,858 | 2,685 | 3,078 | 44 | 25 |
| Total liabilities | 252,773 | 249,688 | 238,524 | 1 | 6 |


|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Key Financial Metrics | 30 Jun 17 | 30 Jun 16 | Jun 17 vs Jun 16 \% | 30 Jun 17 | 31 Dec 16 | Jun 17 vs Dec 16 \% |
| Performance indicators |  |  |  |  |  |  |
| Return on assets (\%) | 1. 4 | 1. 4 | - | 1. 4 | 1. 4 | - |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0. 20 | 0. 21 | (1) bpt | 0. 20 | 0. 20 | - |
| Operating expenses to total banking income (\%) | 30.8 | 32. 1 | (130) bpts | 30.7 | 30.8 | (10)bpts |
| Other asset/liability information |  |  |  |  |  |  |
| Average interest earning assets (\$M) ${ }^{(7)}$ | 317,778 | 300,815 | 6 | 321,946 | 313,679 | 3 |
| Average interest bearing liabilities (\$M) ${ }^{(7)(8)}$ | 189,714 | 196,770 | (4) | 190,437 | 189,004 | 1 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Consumer finance includes personal loans and credit cards.
(3) Other includes asset finance, merchants and business lending.
(4) Distribution includes income associated with the sale of foreign exchange products, and commissions received from the distribution of wealth management products through the retail network.
(5) Gross of mortgage offset balances.
(6) Includes mortgage offset balances.
(7) Net of average mortgage offset balances.
(8) In the prior year, following a change in terms, Interest bearing transaction deposits of $\$ 17,353$ million became Non-interest bearing and have been disclosed accordingly.

## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

Retail Banking Services cash net profit after tax for the full year ended 30 June 2017 was \$4,964 million, an increase of $9 \%$ on the prior year. The result was driven by strong growth in total banking income, partly offset by higher expenses and increased loan impairment expense. As at June 2017, the Retail bank ranked number one in customer satisfaction amongst its peers ${ }^{(1)}$.

## Net Interest Income

Net interest income was $\$ 9,225$ million, an increase of $6 \%$ on the prior year. This reflected strong balance growth in home lending and deposits, and stable net interest margin.

Balance Sheet growth included:

- Home loan growth of 7\%; and
- Total deposit balance growth of 6\%, resulting from strong growth in transaction and investment accounts; partly offset by
- Consumer finance balance decrease of $1 \%$, broadly in line with system.

Net interest margin was stable, reflecting:

- Strong competition in home loans and investment deposits;
- Higher funding costs; and
- Unfavourable portfolio mix; offset by
- Pricing changes in home loans and deposits.


## Other Banking Income

Other banking income was $\$ 2,000$ million, an increase of $11 \%$ on the prior year, reflecting:

- Higher consumer finance income, driven by higher purchases, lower loyalty costs, and increased foreign exchange income;
- An increase in deposit fee income from higher transaction volumes; and
- Higher distribution income resulting from increased foreign exchange transactions.


## Operating Expenses

Operating expenses were $\$ 3,452$ million, an increase of $2 \%$ on the prior year. The key drivers were higher staff costs, increased volume-related expenses and ongoing investment in technology and digital capabilities, partly offset by the benefit of productivity savings.
The operating expense to total banking income ratio was $30.8 \%$, a decrease of 130 basis points on the prior year.

## Loan Impairment Expense

Loan impairment expense was $\$ 699$ million, an increase of $5 \%$ on the prior year. The increase was driven by higher arrears and losses for home loans and consumer finance, predominantly in Western Australia and Queensland.

## Half Year Ended June 2017 versus December 2016

Cash net profit after tax for the half year ended 30 June 2017 was $\$ 2,498$ million, an increase of $1 \%$ on the prior half. The result was driven by higher total banking income, and flat operating and loan impairment expenses.

Net Interest Income
Net interest income increased $1 \%$ on the prior half, reflecting solid balance growth in home lending and deposits, and higher net interest margin, partly offset by three fewer calendar days than the prior half.
Balance Sheet growth included:

- Home loan growth of 3\%; and
- Total deposit balance growth of $1 \%$, with strong growth in transaction accounts; partly offset by
- Consumer finance balance decrease of $1 \%$, broadly in line with system.
Net interest margin improved, reflecting higher deposit margin and stable lending margin, partly offset by unfavourable portfolio mix.

Other Banking Income
Other banking income decreased $1 \%$ on the prior half, reflecting:

- Lower consumer finance income, driven by seasonally lower purchases and higher loyalty costs; and
- Lower distribution income, driven by decreased foreign exchange transactions; partly offset by
- Higher deposit fee income from higher transaction volumes.


## Operating Expenses

Operating expenses were flat on the prior half, with lower amortisation, seasonally lower volume-related expenses, and benefits from productivity initiatives, offset by continued investment in technology and digital capabilities
The operating expense to total banking income ratio was $30.7 \%$, a decrease of 10 basis points on the prior half.

## Loan Impairment Expense

Loan impairment expense was flat on the prior half, with higher consumer finance arrears due to expected seasonal trends, offset by lower home loan losses.
(1) Roy Morgan Research, Retail Main Financial Institution (MFI) Customer Satisfaction, Australians 14+, \% "Very Satisfied" or "Fairly Satisfied" with relationship with that MFI. Six month rolling average to June 2017. Rank based on the major four Australian banks.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \% \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ |
| Net interest income | 3,044 | 3,001 | 1 | 1,531 | 1,513 | 1 |
| Other banking income | 925 | 839 | 10 | 467 | 458 | 2 |
| Total banking income | 3,969 | 3,840 | 3 | 1,998 | 1,971 | 1 |
| Operating expenses | $(1,551)$ | $(1,488)$ | 4 | (776) | (775) | - |
| Loan impairment expense | (74) | (176) | (58) | (10) | (64) | (84) |
| Net profit before tax | 2,344 | 2,176 | 8 | 1,212 | 1,132 | 7 |
| Corporate tax expense | (705) | (654) | 8 | (364) | (341) | 7 |
| Cash net profit after tax | 1,639 | 1,522 | 8 | 848 | 791 | 7 |


| Income analysis |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income |  |  |  |  |  |  |
| Corporate Financial Services | 1,093 | 1,107 | (1) | 545 | 548 | (1) |
| Business Banking SME | 912 | 899 | 1 | 459 | 453 | 1 |
| Regional and Agribusiness | 562 | 544 | 3 | 281 | 281 | - |
| Private Bank | 317 | 303 | 5 | 164 | 153 | 7 |
| CommSec | 160 | 148 | 8 | 82 | 78 | 5 |
| Total net interest income | 3,044 | 3,001 | 1 | 1,531 | 1,513 | 1 |
| Other banking income |  |  |  |  |  |  |
| Corporate Financial Services | 368 | 305 | 21 | 187 | 181 | 3 |
| Business Banking SME | 182 | 172 | 6 | 91 | 91 | - |
| Regional and Agribusiness | 100 | 91 | 10 | 51 | 49 | 4 |
| Private Bank | 67 | 61 | 10 | 34 | 33 | 3 |
| CommSec | 208 | 210 | (1) | 104 | 104 | - |
| Total other banking income | 925 | 839 | 10 | 467 | 458 | 2 |
| Total banking income | 3,969 | 3,840 | 3 | 1,998 | 1,971 | 1 |
| Income by product |  |  |  |  |  |  |
| Business products | 2,329 | 2,243 | 4 | 1,171 | 1,158 | 1 |
| Retail products | 1,143 | 1,061 | 8 | 587 | 556 | 6 |
| Equities and Margin Lending | 308 | 329 | (6) | 153 | 155 | (1) |
| Markets | 131 | 138 | (5) | 62 | 69 | (10) |
| Other | 58 | 69 | (16) | 25 | 33 | (24) |
| Total banking income | 3,969 | 3,840 | 3 | 1,998 | 1,971 | 1 |


| Balance Sheet | As at ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $30 \text { Jun } 17$ | $31 \text { Dec } 16$ | 30 Jun 16 | Jun 17 vs | Jun 17 vs |
|  |  |  | \$19 |  |  |
| Home loans ${ }^{(2)}$ | 33,686 | 32,661 | 31,987 | 3 | 5 |
| Consumer finance | 603 | 643 | 630 | (6) | (4) |
| Business loans ${ }^{(3)}$ | 69,356 | 68,249 | 65,446 | 2 | 6 |
| Margin loans | 2,556 | 2,575 | 2,697 | (1) | (5) |
| Total interest earning assets | 106,201 | 104,128 | 100,760 | 2 | 5 |
| Non-lending interest earning assets | 286 | 290 | 238 | (1) | 20 |
| Other assets ${ }^{(4)}$ | 485 | 136 | 454 | large | 7 |
| Total assets | 106,972 | 104,554 | 101,452 | 2 | 5 |
| Transaction deposits ${ }^{(3)(5)}$ | 14,535 | 12,714 | 12,024 | 14 | 21 |
| Savings deposits ${ }^{(5)}$ | 33,504 | 32,409 | 30,812 | 3 | 9 |
| Investment deposits and other | 27,000 | 27,397 | 25,773 | (1) | 5 |
| Total interest bearing deposits | 75,039 | 72,520 | 68,609 | 3 | 9 |
| Non-interest bearing transaction deposits | 7,592 | 7,300 | 6,738 | 4 | 13 |
| Other non-interest bearing liabilities | 868 | 552 | 834 | 57 | 4 |
| Total liabilities | 83,499 | 80,372 | 76,181 | 4 | 10 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Gross of mortgage offset balances.
(3) Business loans include $\$ 301$ million of Cash Management Pooling Facilities (CMPF) (31 December 2016: $\$ 248$ million; 30 June 2016 : $\$ 281$ million). Transaction Deposits include $\$ 916$ million of CMPF liabilities (31 December 2016: $\$ 808$ million; 30 June 2016: $\$ 778$ million). These balances are required to be grossed up under accounting standards, but are netted for the calculation of customer interest and risk weighted assets.
(4) Other assets include Intangible assets.
(5) Includes mortgage offset balances.

| Key Financial Metrics | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 17 vs |  |  | 30 Jun 17 | 31 Dec 16 | Jun 17 vs Dec 16 \% |
|  | 30 Jun 17 | 30 Jun 16 | Jun 16 \% |  |  |  |
| Performance indicators |  |  |  |  |  |  |
| Return on assets (\%) | 1. 5 | 1.5 | - | 1. 6 | 1.5 | 10 bpts |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0.07 | 0. 18 | (11) bpts | 0.02 | 0. 12 | (10)bpts |
| Operating expenses to total banking income (\%) | 39.1 | 38.8 | 30 bpts | 38.8 | 39. 3 | (50)bpts |
| Other asset/liability information |  |  |  |  |  |  |
| Average interest earning assets (\$M) ${ }^{(2)}$ | 100,008 | 94,187 | 6 | 100,746 | 99,282 | 1 |
| Average interest bearing liabilities (\$M) ${ }^{(2)(3)}$ | 69,854 | 64,270 | 9 | 71,283 | 68,450 | 4 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Net of average mortgage offset balances.
(3) In the prior year, following a change in terms, Interest bearing transaction deposits of $\$ 961$ million became Non-interest bearing and have been disclosed accordingly.

## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

Business and Private Banking cash net profit after tax for the full year ended 30 June 2017 was $\$ 1,639$ million, an increase of $8 \%$ on the prior year. The result was driven by growth in total banking income and lower loan impairment expense, partly offset by higher expenses.

## Net Interest Income

Net interest income was $\$ 3,044$ million, an increase of $1 \%$ on the prior year. This was driven by strong balance growth, partly offset by lower net interest margins.
Balance Sheet growth included:

- Deposit growth of $10 \%$, reflecting strong demand for transaction and saving deposits;
- Business lending growth of 6\%, with growth diversified across target industries; and
- Home loan growth of $5 \%$, driven by growth in owner occupied loans.
Net interest margin decreased, reflecting lower business lending margins due to competitive pricing pressure and a mix shift towards products with a higher relative proportion of fee income.


## Other Banking Income

Other banking income was $\$ 925$ million, an increase of $10 \%$ on the prior year, reflecting:

- Higher business lending fee income; partly offset by
- Lower income from the sale of foreign exchange risk management products.


## Operating Expenses

Operating expenses were $\$ 1,551$ million, an increase of $4 \%$ on the prior year, reflecting investment in frontline staff and product development initiatives.

## Loan Impairment Expense

Loan impairment expense was $\$ 74$ million, a decrease of $\$ 102$ million on the prior year. The decrease was driven by lower individual and collective provisions, partly offset by a lower level of write-backs.
Loan impairment expense as a percentage of average gross loans and acceptances decreased by 11 basis points to 7 basis points.

Half Year Ended June 2017 versus December 2016
Cash net profit after tax for the half year ended 30 June 2017 was $\$ 848$ million, an increase of $7 \%$ on the prior half. The result was driven by growth in total banking income and a lower loan impairment expense.

## Net Interest Income

Net interest income increased $1 \%$ on the prior half, reflecting higher margins and subdued balance growth, partly offset by three fewer calendar days than the prior half.
Balance Sheet growth included:

- Deposit growth of 4\%, reflecting demand for transaction and saving deposits;
- Home loan growth of 3\%; and
- Business lending growth of $2 \%$.

Net interest margin increased due to higher margins on deposits and home lending, partly offset by continued decrease in business lending margins due to diversification, competitive pricing pressure and a mix shift towards feebased products.

Other Banking Income
Other banking income increased $2 \%$ on the prior half reflecting:

- Higher business lending fee income; partly offset by
- Lower income from the sale of interest rate risk management products.


## Operating Expenses

Operating expenses remained flat on the prior half, driven by investment in frontline staff and product development initiatives, offset by lower amortisation.
Loan Impairment Expense
Loan impairment expense was $\$ 10$ million, a reduction of $\$ 54$ million on the prior half reflecting lower collective provisions.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \% \end{aligned}$ |
| Net interest income | 1,507 | 1,617 | (7) | 746 | 761 | (2) |
| Other banking income | 1,347 | 1,276 | 6 | 623 | 724 | (14) |
| Total banking income | 2,854 | 2,893 | (1) | 1,369 | 1,485 | (8) |
| Operating expenses | $(1,072)$ | $(1,082)$ | (1) | (527) | (545) | (3) |
| Loan impairment expense | (64) | (252) | (75) | (20) | (44) | (55) |
| Net profit before tax | 1,718 | 1,559 | 10 | 822 | 896 | (8) |
| Corporate tax expense | (412) | (369) | 12 | (199) | (213) | (7) |
| Cash net profit after tax | 1,306 | 1,190 | 10 | 623 | 683 | (9) |

$\frac{\text { Income analysis }}{\text { Net interest incom }}$

| Net interest income |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional Banking | 1,384 | 1,441 | (4) | 692 | 692 | - |
| Markets | 123 | 176 | (30) | 54 | 69 | (22) |
| Total net interest income | 1,507 | 1,617 | (7) | 746 | 761 | (2) |
| Other banking income |  |  |  |  |  |  |
| Institutional Banking | 745 | 747 | - | 345 | 400 | (14) |
| Markets | 602 | 529 | 14 | 278 | 324 | (14) |
| Total other banking income | 1,347 | 1,276 | 6 | 623 | 724 | (14) |
| Total banking income | 2,854 | 2,893 | (1) | 1,369 | 1,485 | (8) |
| Income by product |  |  |  |  |  |  |
| Institutional products | 1,770 | 1,836 | (4) | 879 | 891 | (1) |
| Asset leasing | 284 | 287 | (1) | 126 | 158 | (20) |
| Markets | 720 | 776 | (7) | 301 | 419 | (28) |
| Other | 75 | 65 | 15 | 32 | 43 | (26) |
| Total banking income excluding derivative valuation adjustments | 2,849 | 2,964 | (4) | 1,338 |  | (11) |
| Derivative valuation adjustments | 5 | (71) | large | 31 | (26) | large |
| Total banking income | 2,854 | 2,893 | (1) | 1,369 | 1,485 | (8) |


| Balance Sheet | As at ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 | Jun 17 vs | $\text { Jun } 17 \text { vs }$ |
|  | \$M | \$M | \$M | Dec 16 \% | Jun 16 \% |
| Interest earning lending assets ${ }^{(2)}$ | 111,809 | 109,755 | 112,432 | 2 | (1) |
| Non-lending interest earning assets | 31,349 | 29,152 | 27,594 | 8 | 14 |
| Other assets ${ }^{(3)}$ | 30,076 | 38,718 | 41,226 | (22) | (27) |
| Total assets | 173,234 | 177,625 | 181,252 | (2) | (4) |
| Transaction deposits ${ }^{(2)}$ | 42,293 | 40,136 | 41,382 | 5 | 2 |
| Savings deposits | 7,371 | 4,115 | 6,350 | 79 | 16 |
| Investment deposits | 49,639 | 45,457 | 39,371 | 9 | 26 |
| Certificates of deposit and other | 15,070 | 14,290 | 14,435 | 5 | 4 |
| Total interest bearing deposits | 114,373 | 103,998 | 101,538 | 10 | 13 |
| Due to other financial institutions | 16,669 | 15,477 | 15,610 | 8 | 7 |
| Debt issues and other ${ }^{(4)}$ | 9,358 | 8,458 | 9,064 | 11 | 3 |
| Non-interest bearing liabilities ${ }^{(3)}$ | 21,407 | 27,120 | 28,307 | (21) | (24) |
| Total liabilities | 161,807 | 155,053 | 154,519 | 4 | 5 |


|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Key Financial Metrics | 30 Jun 17 | 30 Jun 16 | Jun 17 vs Jun 16 \% | 30 Jun 17 | 31 Dec 16 | Jun 17 vs <br> Dec 16 \% |
| Performance indicators |  |  |  |  |  |  |
| Return on assets (\%) | 0.7 | 0.7 | - | 0.7 | 0.8 | (10)bpts |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0.06 | 0. 23 | (17)bpts | 0.04 | 0.08 | (4)bpts |
| Operating expenses to total banking income (\%) | 37.6 | 37.4 | 20 bpts | 38.5 | 36.7 | 180 bpts |
| Other asset/liability information |  |  |  |  |  |  |
| Average interest earning assets (\$M) | 138,788 | 136,845 | 1 | 139,183 | 138,398 | 1 |
| Average interest bearing liabilities (\$M) | 129,443 | 120,209 | 8 | 134,593 | 124,377 | 8 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Interest earning lending assets include $\$ 21,260$ million of Cash Management Pooling Facilities (CMPF) (31 Dec 2016: $\$ 20,036$ million; 30 June 2016: $\$ 23,743$ million). Transaction Deposits include $\$ 26,818$ million of CMPF liabilities (31 Dec 2016: $\$ 25,744$ million; 30 June 2016: $\$ 29,319$ million). These balances are required to be grossed up under accounting standards, but are netted for the calculation of customer interest and risk weighted assets.
(3) Other assets include Intangible assets and Derivative assets. Non-interest bearing liabilities include Derivative liabilities.
(4) Debt issues and other includes Bank acceptances and Liabilities at fair value.

## Financial Performance and Business Review

Year Ended June 2017 versus June 2016
Institutional Banking and Markets cash net profit after tax for the full year ended 30 June 2017 was $\$ 1,306$ million, an increase of $10 \%$ on the prior year. The result was driven by strong growth in deposit volumes, active management of the lending portfolio, lower losses from derivative valuation adjustments, and lower loan impairment expense.

## Net Interest Income

Net interest income was $\$ 1,507$ million, a decrease of $7 \%$ on the prior year. This was driven by lower lending margins, partly offset by strong growth in average deposit volumes.
Average balance growth included:

- Flat average lending balances; and
- $22 \%$ growth in average transaction deposit volumes excluding pooling facilities, and $22 \%$ growth in average investment deposit volumes.
Net interest margin decreased, reflecting:
- Lower lending margins driven by competition; partly offset by
- Favourable portfolio mix from higher deposit balances.

Other Banking Income
Other banking income was $\$ 1,347$ million, an increase of $6 \%$ on the prior year, reflecting:

- Favourable derivative valuation adjustments of $\$ 5$ million, compared to a $\$ 71$ million unfavourable adjustment in the prior year; partly offset by
- Lower lending fee income due to competitive pressures;
- Weaker Markets sales performance due to lower volatility in the second half; and
- Timing of realised gains and losses on sale of assets.


## Operating Expenses

Operating expenses were $\$ 1,072$ million, a decrease of $1 \%$ on the prior year, driven by ongoing realisation of productivity benefits, partly offset by higher risk and compliance costs.

## Loan Impairment Expense

Loan impairment expense was $\$ 64$ million, a decrease of $\$ 188$ million on the prior year. The decrease was driven by lower collective provisions and fewer large individual provisions.
Loan impairment expense as a percentage of average gross loans and acceptances decreased by 17 basis points to 6 basis points.

## Corporate Tax Expense

The corporate tax expense was $\$ 412$ million. The effective tax rate of $24.0 \%$ was largely in line with the prior year.

Half Year Ended June 2017 versus December 2016
Cash net profit after tax for the half year ended 30 June 2017 was $\$ 623$ million, a decrease of $9 \%$ on the prior half. The result was driven by lower Institutional Banking fee revenue and lower Markets revenue, partly offset by lower operating expenses and lower loan impairment expense.

## Net Interest Income

Net interest income decreased $2 \%$ on the prior half, reflecting lower margins, partly offset by higher average lending and deposit balances.
Average balance growth included:

- $2 \%$ growth in average lending balances; and
- Higher average deposit balances, particularly in transaction and investment deposits.
Net interest margin decreased, reflecting:
- Lower leasing margins and Markets performance; partly offset by
- Active management of lending portfolio.

Other Banking Income
Other banking income decreased $14 \%$ on the prior half, reflecting:

- Weaker Markets sales and trading performance, particularly in Fixed Income \& Rates; and
- Lower lending fees in Institutional Banking; partly offset by
- Favourable derivative valuation adjustments of $\$ 31$ million, compared to unfavourable adjustments of $\$ 26$ million in the prior half.


## Operating Expenses

Operating expenses decreased $3 \%$ on the prior half. The decrease was driven by the ongoing realisation of productivity benefits, and lower amortisation.

Loan Impairment Expense
Loan impairment expense was $\$ 20$ million, a decrease of $\$ 24$ million on the prior half reflecting lower individual provisions.

Corporate Tax Expense
The corporate tax expense was $\$ 199$ million. The effective tax rate of $24.2 \%$ was largely in line with the prior half.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Funds management income | 1,894 | 1,891 | - | 961 | 933 | 3 |
| Insurance income | 438 | 502 | (13) | 218 | 220 | (1) |
| Total operating income | 2,332 | 2,393 | (3) | 1,179 | 1,153 | 2 |
| Operating expenses | $(1,653)$ | $(1,681)$ | (2) | (806) | (847) | (5) |
| Net profit before tax | 679 | 712 | (5) | 373 | 306 | 22 |
| Corporate tax expense | (176) | (183) | (4) | (96) | (80) | 20 |
| Underlying profit after tax | 503 | 529 | (5) | 277 | 226 | 23 |
| Investment experience after tax | 54 | 83 | (35) | 31 | 23 | 35 |
| Non-controlling interests ${ }^{(2)}$ | (4) | - | large | (4) | - | large |
| Cash net profit after tax | 553 | 612 | (10) | 304 | 249 | 22 |
| Represented by: |  |  |  |  |  |  |
| CFS Global Asset Management | 229 | 224 | 2 | 104 | 125 | (17) |
| Colonial First State ${ }^{(3)}$ | 191 | 230 | (17) | 99 | 92 | 8 |
| CommInsure | 202 | 274 | (26) | 96 | 106 | (9) |
| Other | (69) | (116) | (41) | 5 | (74) | large |
| Cash net profit after tax | 553 | 612 | (10) | 304 | 249 | 22 |


| Key Financial Metrics | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | Jun 17 vs Jun 16 \% | 30 Jun 17 | 31 Dec 16 | Jun 17 vs Dec 16 \% |
|  |  |  |  |  |  |  |
| Performance indicators |  |  |  |  |  |  |
| Operating expenses to total operating income (\%) | 70.9 | 70. 2 | 70 bpts | 68.4 | 73.5 | large |
| FUA - average (\$M) | 141,005 | 134,233 | 5 | 143,838 | 138,146 | 4 |
| FUA - spot (\$M) | 146,778 | 135,801 | 8 | 146,778 | 140,820 | 4 |
| AUM - average (\$M) ${ }^{(4)}$ | 205,910 | 197,569 | 4 | 209,469 | 201,967 | 4 |
| AUM - spot (\$M) ${ }^{(4)}$ | 219,427 | 199,735 | 10 | 219,427 | 203,223 | 8 |
| Annual Inforce Premiums - average (\$M) | 2,465 | 2,474 | - | 2,432 | 2,505 | (3) |
| Annual Inforce Premiums - spot (\$M) | 2,352 | 2,508 | (6) | 2,352 | 2,520 | (7) |


|  | Full Year Ended ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CFS <br> Global Asset Management |  |  | Colonial <br> First State ${ }^{(3)}$ |  |  | CommInsure |  |  | Other |  |  |
|  | Jun 17 <br> \$M | $\begin{gathered} \text { Jun } 16 \\ \$ M \end{gathered}$ | Jun 17 vs Jun 16 \% | Jun 17 <br> \$M | Jun 16 <br> \$M | Jun 17 vs Jun 16 \% | $\text { Jun } 17$ \$M | Jun 16 <br> \$M | Jun 17 vs Jun 16 \% | $\begin{array}{r} \text { Jun } 17 \\ \$ M \end{array}$ | Jun 16 <br> \$M | Jun 17 vs Jun 16 \% |
| Funds management income | 837 | 842 | (1) | 928 | 929 | - | 121 | 120 | 1 | 8 | - | large |
| Insurance income | - | - | - | - | - | - | 438 | 502 | (13) | - | - | - |
| Total operating income | 837 | 842 | (1) | 928 | 929 | - | 559 | 622 | (10) | 8 | - | large |
| Operating expenses | (521) | (572) | (9) | (668) | (609) | 10 | (323) | (339) | (5) | (141) | (161) | (12) |
| Net profit before tax | 316 | 270 | 17 | 260 | 320 | (19) | 236 | 283 | (17) | (133) | (161) | (17) |
| Corporate tax (expense)/benefit | (81) | (49) | 65 | (78) | (99) | (21) | (71) | (80) | (11) | 54 | 45 | 20 |
| Underlying profit after tax | 235 | 221 | 6 | 182 | 221 | (18) | 165 | 203 | (19) | (79) | (116) | (32) |
| Investment experience after tax | (6) | 3 | large | 9 | 9 | - | 41 | 71 | (42) | 10 | - | large |
| Non-controlling interests ${ }^{(2)}$ | - | - | - | - | - | - | (4) | - | large | - | - | - |
| Cash net profit/(loss) after tax | 229 | 224 | 2 | 191 | 230 | (17) | 202 | 274 | (26) | (69) | (116) | (41) |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Relates to net profit attributable to non-controlling interests in a partly held infrastructure business.
(3) Colonial First State incorporates the results of all Wealth Management financial planning businesses.
(4) AUM excludes the Group's interest in the First State Cinda Fund Management Company Limited.

## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

Wealth Management cash net profit after tax for the full year ended 30 June 2017 was $\$ 553$ million, a decrease of $10 \%$ on the prior year. The result was driven by lower insurance income and lower investment experience, partly offset by lower operating expenses. Insurance income declined 13\%, with growth in general insurance offset by a lower income protection result in life insurance.

## Funds Management Income

Funds management income was $\$ 1,894$ million, flat on the prior year.
Average Assets Under Management (AUM) increased 4\% to $\$ 206$ billion reflecting strong investment markets, partly offset by the impact of the higher Australian dollar. Investment performance remained strong with $78 \%$ of CFS GAM assets outperforming their three year benchmark. Emerging market equities were impacted by higher net outflows with offsetting strong inflows into fixed income investments. The infrastructure business continued to grow, driven by the acquisition of new investments. AUM margins declined over the year due to continued investment mix shift to lower margin products.
Average Funds Under Administration (FUA) increased 5\% to $\$ 141$ billion. The FirstChoice and CFSWrap platforms experienced continued growth in average FUA of $6 \%$ and $14 \%$ respectively, reflecting positive net flows and solid investment markets. CFSWrap experienced positive net flows as a result of new clients and superannuation legislation changes. FUA margins declined as a result of increased provisioning for Advice customer remediation costs, while platform margins declined with a trend towards lower margin products.

## Insurance Income

Insurance income was $\$ 438$ million, a $13 \%$ decrease on the prior year. Wholesale life insurance income increased reflecting lower claims and the benefit from member growth, partly offset by the loss of some schemes resulting in a decrease in inforce premiums.
Retail life income decreased significantly due to higher claims resulting in loss recognition of $\$ 143$ million in income protection during the year, an increase of $\$ 78$ million on the prior year. Lower sales further contributed to the result.
General insurance income increased $9 \%$ on the prior year due to growth in inforce premiums reflecting higher renewals, partly offset by higher weather event claims.

## Operating Expenses

Operating expenses were $\$ 1,653$ million, a decrease of $2 \%$ on the prior year. This was driven by ongoing productivity initiatives, one-off provision releases and the favourable impact of the higher Australian dollar, partly offset by investment in technology and remediation program costs.

## Investment Experience

Investment experience after tax decreased 35\%, driven by a favourable impact in the prior year from annual economic assumption changes relating to the insurance business.

## Half Year Ended June 2017 versus December 2016

Cash net profit after tax for the half year ended 30 June 2017 was $\$ 304$ million, an increase of $22 \%$ on the prior half. The result was driven by growth in funds management income, lower operating expenses and higher investment experience, partly offset by a $1 \%$ decline in insurance income.

## Funds Management Income

Funds management income increased $3 \%$ on the prior half.
Average AUM increased 4\%, reflecting strong investment markets, positive net flows mainly in the infrastructure business and fixed income investments, partly offset by the impact of the higher Australian dollar. AUM margins continued to decline due to investment mix shift to lower margin products.
Average FUA increased $4 \%$ on the prior half driven by continued positive net flows in FirstChoice and CFSWrap platforms supported by strong investment markets. FUA margins improved on the prior half due to lower Advice customer remediation costs, partly offset by a decline in platform margins.
Insurance Income
Insurance income decreased $1 \%$ on the prior half due to significantly lower general insurance income, partly offset by a stronger life insurance result.
Wholesale life results improved on the prior half due to claims experience.
Retail life income improved as the loss recognition on income protection of $\$ 53$ million was $\$ 37$ million lower than the prior half. Lapse rates have remained flat through the half.
General insurance income declined significantly as a result of higher weather event claims in the half. Inforce premiums grew $2 \%$ on the prior half.

## Operating Expenses

Operating expenses decreased $5 \%$ reflecting continued focus on productivity, one-off provision releases and the higher Australian dollar, partly offset by higher remediation program costs.

## Investment Experience

Investment experience after tax increased 35\% on the prior half due to higher returns on shareholder investments, partly offset by changes to annual economic assumptions relating to the insurance business.

| Assets Under | Full Year Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 16 | Inflows | Outflows | Net Flows | Other ${ }^{(2)}$ | 0 Jun 17 | 1 Dec 16 | Jun 17 vs | Jun 17 vs |
| Management (AUM) ${ }^{(1)}$ | \$M | \$M | \$M | \$M | \$M | \$M | \$M | Jun 16 \% | Dec 16 \% |
| Australian equities | 27,240 | 9,866 | $(9,911)$ | (45) | 2,837 | 30,032 | 29,249 | 10 | 3 |
| Global equities | 90,900 | 18,277 | $(23,928)$ | $(5,651)$ | 9,339 | 94,588 | 90,074 | 4 | 5 |
| Fixed income ${ }^{(3)}$ | 74,670 | 58,426 | $(48,498)$ | 9,928 | 1,943 | 86,541 | 76,479 | 16 | 13 |
| Infrastructure | 6,925 | 2,012 | (806) | 1,206 | 135 | 8,266 | 7,421 | 19 | 11 |
| Total | 199,735 | 88,581 | $(83,143)$ | 5,438 | 14,254 | 219,427 | 203,223 | 10 | 8 |


| Funds Under | Full Year Ended ${ }^{(4)}$ |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 16 | Inflows | Outflows | Net Flows | Other ${ }^{(2)}$ | 0 Jun 17 | 31 Dec 16 | Jun 17 vs | Jun 17 vs |
| Administration (FUA) | \$M | \$M | \$M | \$M | \$M | \$M | \$M | Jun 16 \% | Dec 16 \% |
| FirstChoice | 75,694 | 16,234 | $(15,409)$ | 825 | 5,863 | 82,382 | 79,104 | 9 | 4 |
| CFSWrap ${ }^{(5)}$ | 22,890 | 8,333 | $(5,684)$ | 2,649 | 2,208 | 27,747 | 25,197 | 21 | 10 |
| CFS Non-Platform | 15,054 | 8,752 | $(8,227)$ | 525 | 172 | 15,751 | 15,171 | 5 | 4 |
| CommInsure Investments | 12,272 | 533 | $(1,944)$ | $(1,411)$ | 470 | 11,331 | 11,867 | (8) | (5) |
| Other | 9,891 | 1,417 | $(1,290)$ | 127 | (451) | 9,567 | 9,481 | (3) | 1 |
| Total | 135,801 | 35,269 | $(32,554)$ | 2,715 | 8,262 | 146,778 | 140,820 | 8 | 4 |


| Insurance Inforce | Full Year Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 16 | Sales | Lapses | Net Flows | Other | 30 Jun 17 | 31 Dec 16 | Jun 17 vs | Jun 17 vs |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | Jun 16 \% | Dec 16 \% |
| Life Insurance | 1,773 | 226 | (430) | (204) | - | 1,569 | 1,752 | (12) | (10) |
| General Insurance | 735 | 145 | (97) | 48 | - | 783 | 768 | 7 | 2 |
| Total | 2,508 | 371 | (527) | (156) | - | 2,352 | 2,520 | (6) | (7) |

(1) AUM excludes the Group's interest in the First State Cinda Fund Management Company Limited.
(2) Includes investment income and foreign exchange gains and losses from translation of internationally sourced business.
(3) Fixed income includes short-term investments and global credit.
(4) Comparative information has been restated to conform to presentation in the current period.
(5) CFSWrap, formerly Custom Solutions, includes FirstWrap product.

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|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { A\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { A\$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { A\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { A\$M } \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Net interest income | 1,654 | 1,581 | 5 | 821 | 833 | (1) |
| Other banking income ${ }^{(2)}$ | 290 | 288 | 1 | 150 | 140 | 7 |
| Total banking income | 1,944 | 1,869 | 4 | 971 | 973 |  |
| Funds management income | 92 | 80 | 15 | 47 | 45 | 4 |
| Insurance income | 278 | 242 | 15 | 139 | 139 | - |
| Total operating income | 2,314 | 2,191 | 6 | 1,157 | 1,157 |  |
| Operating expenses | (909) | (889) | 2 | (456) | (453) | 1 |
| Loan impairment expense | (65) | (120) | (46) | (18) | (47) | (62) |
| Net profit before tax | 1,340 | 1,182 | 13 | 683 | 657 | 4 |
| Corporate tax expense | (361) | (311) | 16 | (184) | (177) | 4 |
| Underlying profit after tax | 979 | 871 | 12 | 499 | 480 | 4 |
| Investment experience after tax | (6) | 10 | large | 3 | (9) | large |
| Cash net profit after tax | 973 | 881 | 10 | 502 | 471 | 7 |


|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { NZ\$M } \end{array}$ | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | Jun 17 vs Dec 16 \% |
| Net interest income | 1,750 | 1,719 | 2 | 874 | 876 | - |
| Other banking income | 362 | 346 | 5 | 181 | 181 | - |
| Total banking income | 2,112 | 2,065 | 2 | 1,055 | 1,057 | - |
| Funds management income | 97 | 87 | 11 | 50 | 47 | 6 |
| Insurance income | 294 | 264 | 11 | 148 | 146 | 1 |
| Total operating income | 2,503 | 2,416 | 4 | 1,253 | 1,250 | - |
| Operating expenses | (960) | (964) | - | (485) | (475) | 2 |
| Loan impairment expense | (69) | (130) | (47) | (20) | (49) | (59) |
| Net profit before tax | 1,474 | 1,322 | 11 | 748 | 726 | 3 |
| Corporate tax expense | (399) | (349) | 14 | (201) | (198) | 2 |
| Underlying profit after tax | 1,075 | 973 | 10 | 547 | 528 | 4 |
| Investment experience after tax | (6) | 11 | large | 3 | (9) | large |
| Cash net profit after tax | 1,069 | 984 | 9 | 550 | 519 | 6 |
| Represented by: |  |  |  |  |  |  |
| ASB | 1,033 | 914 | 13 | 526 | 507 | 4 |
| Sovereign | 102 | 105 | (3) | 58 | 44 | 32 |
| Other ${ }^{(3)}$ | (66) | (35) | 89 | (34) | (32) | 6 |
| Cash net profit after tax | 1,069 | 984 | 9 | 550 | 519 | 6 |


| Key Financial Metrics ${ }^{(4)}$ | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | Jun 17 vs Jun 16 \% | 30 Jun 17 | 31 Dec 16 | Jun 17 vs <br> Dec 16 \% |
| Operating expenses to total operating income (\%) | 38.4 | 39.9 | (150)bpts | 38.7 | 38.0 | 70 bpts |
| FUA - average (NZ\$M) | 12,665 | 11,632 | 9 | 12,743 | 12,575 | 1 |
| FUA - spot (NZ\$M) | 12,826 | 12,063 | 6 | 12,826 | 12,586 | 2 |
| AUM - average ( $\mathrm{NZ} \mathrm{\$ M}$ ) ${ }^{(5)}$ | 5,300 | 4,825 | 10 | 5,279 | 5,276 | - |
| AUM - spot (NZ\$M) ${ }^{(5)}$ | 5,575 | 5,222 | 7 | 5,575 | 4,980 | 12 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Other banking income disclosed in AUD includes realised gains or losses associated with the hedge of the New Zealand operations.
(3) Other includes ASB funding entities and elimination entries between New Zealand segment entities.
(4) Key financial metrics are calculated in New Zealand dollar terms.
(5) AUM excludes NZD7,212 million spot balances managed by CFS Global Asset Management (31 December 2016: NZD6,780 million: 30 June 2016: NZD5,918 million). These are included in the AUM balances reported by CFS Global Asset Management.

## Financial Performance and Business Review

Year Ended June 2017 versus June 2016
New Zealand ${ }^{(1)}$ cash net profit after tax ${ }^{(2)}$ for the full year ended 30 June 2017 was NZD1,069 million, an increase of $9 \%$ on the prior year, driven by a strong performance from ASB, partly offset by lower profit in Sovereign.
(1) The New Zealand result incorporates ASB Bank and Sovereign Insurance businesses. The CBA New Zealand Branch results relating to the Institutional Banking and Markets business in New Zealand are not included.
(2) Includes allocated capital charges and other CBA costs.

Half Year Ended June 2017 versus December 2016
New Zealand cash net profit after tax increased 6\% on the prior half. ASB's result increased $4 \%$ primarily reflecting a lower loan impairment expense, while Sovereign's profit increased $32 \%$ reflecting higher investment experience.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASB | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | 30 Jun 16 NZ\$M | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | Jun 17 vs Dec 16 \% |
| Net interest income | 1,837 | 1,763 | 4 | 920 | 917 | - |
| Other banking income | 404 | 383 | 5 | 202 | 202 | - |
| Total banking income | 2,241 | 2,146 | 4 | 1,122 | 1,119 | - |
| Funds management income | 97 | 85 | 14 | 50 | 47 | 6 |
| Total operating income | 2,338 | 2,231 | 5 | 1,172 | 1,166 | 1 |
| Operating expenses | (836) | (829) | 1 | (422) | (414) | 2 |
| Loan impairment expense | (69) | (130) | (47) | (20) | (49) | (59) |
| Net profit before tax | 1,433 | 1,272 | 13 | 730 | 703 | 4 |
| Corporate tax expense | (400) | (358) | 12 | (204) | (196) | 4 |
| Cash net profit after tax | 1,033 | 914 | 13 | 526 | 507 | 4 |
|  |  |  |  |  |  |  |
|  | 30 Jun 17 | 31 Dec 16 |  | un 16 | Jun 17 vs | Jun 17 vs |
| Balance Sheet |  | NZ\$M |  |  | Dec 16 \% | Jun 16 \% |
| Home loans | 51,128 | 50,248 |  | 47,784 | 2 | 7 |
| Business and rural lending | 25,133 | 23,991 |  | 22,588 | 5 | 11 |
| Other interest earning assets | 2,087 | 2,084 |  | 1,951 | - | 7 |
| Total lending interest earning assets | 78,348 | 76,323 |  | 72,323 | 3 | 8 |
| Non-lending interest earning assets | 8,662 | 8,644 |  | 7,130 | - | 21 |
| Other assets | 1,572 | 1,974 |  | 2,106 | (20) | (25) |
| Total assets | 88,582 | 86,941 |  | 81,559 | 2 | 9 |
| Customer deposits | 52,795 | 51,018 |  | 49,811 | 3 | 6 |
| Debt issues | 18,073 | 18,380 |  | 13,431 | (2) | 35 |
| Other interest bearing liabilities ${ }^{(2)}$ | 2,716 | 2,614 |  | 3,972 | 4 | (32) |
| Total interest bearing liabilities | 73,584 | 72,012 |  | 67,214 | 2 | 9 |
| Non-interest bearing liabilities | 6,248 | 6,378 |  | 6,192 | (2) | 1 |
| Total liabilities | 79,832 | 78,390 |  | 73,406 | 2 | 9 |


(1) Comparative information has been restated to conform to presentation in the current period.
(2) Other interest bearing liabilities includes NZD33 million due to Group companies (31 December 2016: NZD14 million; 30 June 2016: NZD119 million).
(3) Key financial metrics are calculated in New Zealand dollar terms.
(4) AUM excludes NZD5,776 million spot balances managed by CFS Global Asset Management (31 December 2016: NZD5,336 million: 30 June 2016: NZD4,394 million). These are included in the AUM balances reported by CFS Global Asset Management.

## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

ASB cash net profit after tax for the full year ended 30 June 2017 was NZD1,033 million, an increase of $13 \%$ on the prior year. The result was driven by operating income growth of $5 \%$ and a lower loan impairment expense.

## Net Interest Income

Net interest income was NZD1,837 million, an increase of 4\% on the prior year. Strong volume growth was partly offset by continued margin pressure.
Balance Sheet growth included:

- Home loan growth of $7 \%$, with continued customer preference for fixed rate borrowing;
- Business and rural loan growth of $11 \%$, which remained above system following continued investment; and
- Growth in customer deposits of $6 \%$, with strong demand in a slowing retail deposit market.
Net interest margin decreased, reflecting higher wholesale funding costs and higher net fixed rate loan prepayment expense, partly offset by an increase in lending margins.


## Other Banking and Funds Management Income

Other banking income was NZD404 million, an increase of $5 \%$ on the prior year, primarily driven by higher card income.
Funds management income was NZD97 million, an increase of $14 \%$ on the prior year, due to strong net flows and a solid performance in investment markets.

## Operating Expenses

Operating expenses were NZD836 million, an increase of $1 \%$ on the prior year. This increase was driven by higher staff costs, continued investment in frontline and technology capabilities, partly offset by benefits from productivity initiatives.

The operating expense to total operating income ratio for ASB was $35.8 \%$, an improvement of 140 basis points, reflecting a continued focus on productivity.

## Loan Impairment Expense

Loan impairment expense was NZD69 million, a decrease of $47 \%$ on the prior year, primarily due to lower collective provisions in the dairy portfolio, partly offset by higher collective provision expense in the home loan portfolio.

## Half Year Ended June 2017 versus December 2016

Cash net profit after tax for the half year ended 30 June 2017 was NZD526 million, an increase of $4 \%$ on the prior half. This result was driven by a decrease in loan impairment expense.
Net Interest Income
Net interest income was flat on the prior half with improved lending portfolio margin and solid volume growth, offset by three fewer calendar days than the prior half and higher wholesale funding costs.
Balance Sheet growth included:

- Home loan growth of $2 \%$;
- Business and rural loans growth of $5 \%$, with growth remaining above system; and
- Customer deposit growth of $3 \%$.

Net interest margin decreased, reflecting higher funding costs and increased net fixed rate loan prepayment expense, partly offset by an increase in lending margins.
Other Banking and Funds Management Income
Other banking income remained flat on the prior half, with higher insurance commissions, offset by lower card income and service fees.

Funds management income increased 6\%, mainly due to net inflows and performance of the ASB KiwiSaver scheme.

## Operating Expenses

Operating expenses increased $2 \%$ on the prior half, with an increase in staff and marketing costs, partly offset by benefits from productivity initiatives.
The operating expense to total operating income ratio for ASB was $36.0 \%$, an increase of 50 basis points.

## Loan Impairment Expense

Loan impairment expense was NZD20 million, a decrease of $59 \%$ on the prior half, primarily due to lower collective provisions in the dairy portfolio, partly offset by higher home loan collective provision expense.

| Sovereign | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \hline \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ |
| Insurance income | 252 | 230 | 10 | 125 | 127 | (2) |
| Operating expenses | (124) | (135) | (8) | (62) | (62) | - |
| Net profit before tax | 128 | 95 | 35 | 63 | 65 | (3) |
| Corporate tax (expense)/benefit | (23) | (5) | large | (10) | (13) | (23) |
| Underlying profit after tax | 105 | 90 | 17 | 53 | 52 | 2 |
| Investment experience after tax | (3) | 15 | large | 5 | (8) | large |
| Cash net profit after tax | 102 | 105 | (3) | 58 | 44 | 32 |
| Represented by: |  |  |  |  |  |  |
| Planned profit margins | 92 | 93 | (1) | 45 | 47 | (4) |
| Experience variations | 13 | (3) | large | 8 | 5 | 60 |
| Operating margins | 105 | 90 | 17 | 53 | 52 | 2 |
| Investment experience after tax | (3) | 15 | large | 5 | (8) | large |
| Cash net profit after tax | 102 | 105 | (3) | 58 | 44 | 32 |


| Key Financial Metrics | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | Jun 17 vs |  | 31 Dec 16 | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \text { \% } \end{aligned}$ |
|  |  |  | Jun 16 \% | 30 Jun 17 |  |  |
| Performance indicators |  |  |  |  |  |  |
| Average inforce premiums - average ( $\mathrm{NZ} \$ \mathrm{M}$ ) | 755 | 732 | 3 | 759 | 750 | 1 |
| Annual inforce premiums - spot (NZ\$M) | 757 | 744 | 2 | 757 | 758 | - |



## Financial Performance and Business Review

Year Ended June 2017 versus June 2016
Sovereign cash net profit after tax for the full year ended 30 June 2017 was NZD102 million, a decrease of $3 \%$ on the prior year. The result was driven by lower investment experience, partly offset by higher insurance income and lower operating expenses.

## Insurance Income

Insurance income was NZD252 million, an increase of 10\% on the prior year, driven by annual inforce premium growth, partly offset by higher claims expense.

## Operating Expenses

Operating expenses were NZD124 million, a decrease of 8\% on the prior year, driven by lower marketing costs, professional fees, and timing of technology spend.

## Corporate Tax Expense

Corporate tax expense was NZD23 million, an increase from the prior year, primarily due to timing differences in tax provisions.

## Investment Experience

Investment experience after tax was a loss of NZD3 million, a decrease of NZD18 million from the prior year, driven by an increase in discount rates negatively impacting policyholder valuations.

Half Year Ended June 2017 versus December 2016
Cash net profit after tax for the half year ended 30 June 2017 was NZD58 million, an increase of $32 \%$ on the prior half. The result was driven by higher investment experience, partly offset by lower insurance income.

## Insurance Income

Insurance income decreased $2 \%$ on the prior half, driven by unfavourable changes to the valuation of policyholder liabilities, partly offset by lower claims expense.

## Investment Experience

Investment experience after tax was NZD5 million, an increase of NZD13 million from the prior half, driven by a decrease in discount rates positively impacting policyholder valuations.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Net interest income | 1,644 | 1,657 | (1) | 825 | 819 | 1 |
| Other banking income | 243 | 217 | 12 | 122 | 121 | 1 |
| Total banking income | 1,887 | 1,874 | 1 | 947 | 940 | 1 |
| Operating expenses | (794) | (773) | 3 | (406) | (388) | 5 |
| Loan impairment (expense)/benefit | (89) | 10 | large | (46) | (43) | 7 |
| Net profit before tax | 1,004 | 1,111 | (10) | 495 | 509 | (3) |
| Corporate tax expense | (302) | (333) | (9) | (148) | (154) | (4) |
| Cash net profit after tax | 702 | 778 | (10) | 347 | 355 | (2) |


| Balance Sheet | As |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs Dec 16 \% | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ |
| Home loans ${ }^{(2)}$ | 67,913 | 65,377 | 64,412 | 4 | 5 |
| Other interest earning lending assets | 17,998 | 17,996 | 18,184 | - | (1) |
| Total interest earning assets | 85,911 | 83,373 | 82,596 | 3 | 4 |
| Other assets | 255 | 232 | 284 | 10 | (10) |
| Total assets | 86,166 | 83,605 | 82,880 | 3 | 4 |
| Transaction deposits ${ }^{(3)}$ | 12,450 | 12,499 | 12,155 | - | 2 |
| Savings deposits | 9,383 | 9,802 | 10,569 | (4) | (11) |
| Investment deposits | 32,120 | 27,122 | 26,152 | 18 | 23 |
| Certificates of deposit and other | 42 | 35 | 37 | 20 | 14 |
| Total interest bearing deposits | 53,995 | 49,458 | 48,913 | 9 | 10 |
| Other interest bearing liabilities | 69 | 33 | 66 | large | 5 |
| Non-interest bearing transaction deposits | 1,939 | 1,703 | 1,565 | 14 | 24 |
| Other non-interest bearing liabilities | 688 | 491 | 556 | 40 | 24 |
| Total liabilities | 56,691 | 51,685 | 51,100 | 10 | 11 |


| Key Financial Metrics | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 17 vs |  |  |  |  | Jun 17 vs |
|  | 30 Jun 17 | 30 Jun 16 | Jun 16 \% | 30 Jun 17 | 31 Dec 16 | Dec 16 \% |
| Performance indicators |  |  |  |  |  |  |
| Return on assets (\%) | 0.8 | 0.9 | (10) bpts | 0.8 | 0.8 | - |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0.11 | (0.01) | 12 bpts | 0.11 | 0. 10 | 1 bpt |
| Operating expenses to total banking income (\%) | 42. 1 | 41.2 | 90 bpts | 42. 9 | 41.3 | 160 bpts |
| Other asset/liability information |  |  |  |  |  |  |
| Average interest earning assets (\$M) ${ }^{(4)}$ | 79,384 | 76,860 | 3 | 80,121 | 78,659 | 2 |
| Average interest bearing liabilities (\$M) ${ }^{(4)}$ | 46,980 | 45,380 | 4 | 48,364 | 45,619 | 6 |

(1) Comparative information has been restated to conform to presentation in the current period
(2) Gross of mortgage offset balances.
(3) Includes mortgage offset balances.
(4) Net of average mortgage offset balances.

## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

Bankwest cash net profit after tax for the full year ended 30 June 2017 was $\$ 702$ million, a decrease of $10 \%$ on the prior year. The result was driven by a higher loan impairment expense and a one-off cost for the integration of Bankwest's east coast business banking operation into Business and Private Banking, partly offset by higher total banking income. Excluding the one-off integration costs, underlying cash net profit after tax decreased 7\%.

## Net Interest Income

Net interest income was $\$ 1,644$ million, a decrease of $1 \%$ on the prior year. The result was driven by a reduction in net interest margins for business lending and investment deposit accounts due to competitive pressures, partly offset by volume growth in home lending and higher margins on home lending and savings products.
Balance Sheet growth included:

- Home loan growth of $5 \%$, lower than system, reflecting the Western Australian economy lagging national growth rates;
- Total deposit balance growth of $11 \%$, resulting from strong growth in transaction and investment accounts; partly offset by
- Flat growth in business lending also reflecting the weak Western Australia economy; and
- An 11\% decrease in savings deposits reflecting competition and customer preferences for investment deposits.
Net interest margin decreased due to competitive pressures in business lending, partly offset by higher margins on home lending and savings products.


## Other Banking Income

Other banking income was \$243 million, an increase of $12 \%$ on the prior year. The result was driven by an increase in home loan package fees, business lending fees and higher credit card scheme fees.

## Operating Expenses

Operating expenses were $\$ 794$ million, an increase of $3 \%$ on the prior year, driven by the one-off cost for the integration of Bankwest's east coast business banking operation into Business and Private Banking. Excluding this, underlying operating expenses decreased $1 \%$. This reflects a continued focus on productivity and disciplined expense management, partly offset by inflation.

## Loan Impairment Expense

Loan impairment was an expense of $\$ 89$ million compared to a $\$ 10$ million benefit in the prior year. This was driven by slower run-off of the business troublesome portfolio, and higher home loan losses, predominantly in Western Australia.

## Half Year Ended June 2017 versus December 2016

Bankwest cash net profit after tax for the half year ended 30 June 2017 was $\$ 347$ million, a decrease of $2 \%$ on the prior half. The result was driven by a one-off cost for integrating Bankwest's east coast business banking operation into Business and Private Banking and higher loan impairment expense, partly offset by higher total banking income. Excluding the one-off integration costs, underlying cash net profit after tax increased $3 \%$.

Net Interest Income
Net interest income increased 1\%, reflecting volume growth and higher margins in home lending, partly offset by three fewer calendar days than the prior half.
Balance Sheet growth included:

- Home loan growth of $4 \%$, slightly above system, reflecting east coast growth, partly offset by lagging growth rates in the Western Australian economy;
- Total deposit balance growth of $9 \%$, resulting from strong growth in investment accounts; partly offset by
- A decrease of $4 \%$ in savings deposits reflecting competition and customer preferences for investment deposits.
Net interest margin remained flat with higher home lending margins offset by lower deposit margins due to competitive pressures.


## Other Banking Income

Other banking income increased $1 \%$, driven by higher home loan package fees.

## Operating Expenses

Operating expenses increased 5\%, driven by the one-off cost for integrating Bankwest's east coast business banking operation into Business and Private Banking. Excluding this, underlying operating expenses decreased $2 \%$ reflecting a continued focus on productivity combined with disciplined expense management.

## Loan Impairment Expense

Loan impairment expense of $\$ 46$ million, an increase of $7 \%$ on the prior half. This reflects an increase in business lending losses, partly offset by reduced home loan losses.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \% \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Dec } 16 \% \end{aligned}$ |
| IFS | 93 | 52 | 79 | 62 | 31 | large |
| Corporate Centre | (272) | (316) | (14) | (160) | (112) | 43 |
| Eliminations/Unallocated | (77) | 186 | large | (50) | (27) | 85 |
| Cash net profit/(loss) after tax | (256) | (78) | large | (148) | (108) | 37 |


|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IFS ${ }^{(2)}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ M \end{array}$ | $\begin{gathered} 30 \text { Jun } 16 \\ \text { \$M } \end{gathered}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{gathered} 31 \text { Dec } 16 \\ \text { \$M } \end{gathered}$ | Jun 17 vs <br> Dec 16 \% |
| Net interest income | 133 | 157 | (15) | 64 | 69 | (7) |
| Other banking income | 297 | 281 | 6 | 140 | 157 | (11) |
| Total banking income | 430 | 438 | (2) | 204 | 226 | (10) |
| Insurance income | 50 | 46 | 9 | 24 | 26 | (8) |
| Total operating income | 480 | 484 | (1) | 228 | 252 | (10) |
| Operating expenses | (333) | (382) | (13) | (165) | (168) | (2) |
| Loan impairment expense | (64) | (66) | (3) | (12) | (52) | (77) |
| Net profit before tax | 83 | 36 | large | 51 | 32 | 59 |
| Corporate tax expense | (4) | (5) | (20) | - | (4) | large |
| Non-controlling interests | (8) | (4) | large | (5) | (3) | 67 |
| Underlying profit after tax | 71 | 27 | large | 46 | 25 | 84 |
| Investment experience after tax | 22 | 25 | (12) | 16 | 6 | large |
| Cash net profit after tax | 93 | 52 | 79 | 62 | 31 | large |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) International Financial Services incorporates the Asian retail and business banking operations (Indonesia, China, Vietnam, and India), associate investments in China and Vietnam, the life insurance operations in Indonesia and a financial services technology business in South Africa. It does not include the Business and Private Banking, Institutional Banking and Markets and Colonial First State Global Asset Management businesses in Asia.

## Financial Performance and Business Review

## Year Ended June 2017 versus June 2016

International Financial Services (IFS) cash net profit after tax for the full year ended 30 June 2017 was $\$ 93$ million, an increase of $79 \%$ on the prior year, including a $35 \%$ decrease from the higher Australian dollar. The result was driven by lower operating expenses and a one-off tax benefit, partly offset by lower operating income.
The uncertain geo-political environment and challenging economic conditions across our markets continued to adversely impact business volume momentum. IFS has continued to grow its small-medium enterprises and consumer segment, while winding down the non-strategic commercial segment. The strategic segment represents $93 \%$ of the portfolio, up from $75 \%$ on the prior year.
The total number of direct customers grew 3\% to over 511,000. On 27 July 2017, the Bank entered into an agreement to transfer CBA's County Bank ownership in China to Qilu Bank, subject to regulatory approvals.

## Net Interest Income

Net interest income was $\$ 133$ million, a decrease of $15 \%$ on the prior year. This reflected the wind-down of the non-strategic commercial lending portfolio which is down 71\% to $\$ 121$ million, and funding costs associated with the South Africa expansion.
Net interest margin remained stable despite competitive pressures.

## Other Banking Income

Other banking income was $\$ 297$ million, an increase of $6 \%$ on the prior year, including an $8 \%$ decrease from the higher Australian dollar. This reflected strong contributions from associates in China due to above system asset growth.

## Insurance Income

Insurance income in PT Commonwealth Life (PTCL) was $\$ 50$ million, a $9 \%$ increase on the prior year. The result was driven by net premium growth and lower claims.

## Operating Expenses

Operating expenses were $\$ 333$ million, a decrease of $13 \%$ on the prior year, including a $2 \%$ benefit from the higher Australian dollar. This reflected disciplined IFS-wide cost management which created capacity to support ongoing strategic investment in the business.

## Loan Impairment Expense

Loan impairment expense was $\$ 64$ million, a decrease of $3 \%$ on the prior year. PT Bank Commonwealth (PTBC) continues to take management action to run-off the commercial lending portfolio.

## Investment Experience

Investment experience after tax was $\$ 22$ million, a decrease of $12 \%$ on the prior year, due to a stronger contribution from investments in the prior year.

## Half Year Ended June 2017 versus December 2016

Cash net profit after tax for the half year ended 30 June 2017 increased $\$ 31$ million on the prior half. The result was driven by lower loan impairment expense and a one-off tax benefit, partly offset by lower operating income.

## Net Interest Income

Net interest income decreased $7 \%$ on the prior half, reflecting the wind-down of the non-strategic commercial lending portfolio by $\$ 75$ million, and funding costs associated with the South Africa expansion.

## Other Banking Income

Other banking income decreased $11 \%$ on the prior half, reflecting lower contributions from associates in China.

## Insurance Income

Insurance income in PTCL decreased $8 \%$ on the prior half due to lower investment income.

## Operating Expenses

Operating expenses decreased $2 \%$ on the prior half, driven by continued disciplined cost management, partly offset by targeted investment in digital banking capability.

## Loan Impairment Expense

Loan impairment expense decreased $77 \%$ on the prior half, driven by lower losses in the PTBC commercial lending portfolio, which is in run-off.

## Investment Experience

Investment experience after tax increased $\$ 10$ million on the prior half, driven by strong contributions from investments in China.

| Corporate Centre ${ }^{(2)}$ | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{gathered} 30 \text { Jun } 16 \\ \text { \$M } \end{gathered}$ | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ M \end{array}$ | $\begin{gathered} 31 \text { Dec } 16 \\ \text { \$M } \end{gathered}$ | Jun 17 vs <br> Dec 16 \% |
| Net interest income | 411 | 209 | 97 | 232 | 179 | 30 |
| Other banking income | 123 | 137 | (10) | 63 | 60 | 5 |
| Total banking income | 534 | 346 | 54 | 295 | 239 | 23 |
| Operating expenses | (921) | (766) | 20 | (535) | (386) | 39 |
| Net loss before tax | (387) | (420) | (8) | (240) | (147) | 63 |
| Corporate tax benefit | 115 | 104 | 11 | 80 | 35 | large |
| Cash net loss after tax | (272) | (316) | (14) | (160) | (112) | 43 |

1) Comparative information has been restated to conform to presentation in the current period.
(2) Corporate Centre includes the results of unallocated Group support functions such as Investor Relations, Group Strategy, Marketing, Secretariat and Treasury.
Treasury is primarily focused on the management of the Group's interest rate risk, funding and liquidity requirements, and management of the Group's capital.
The Treasury function includes:

- Portfolio Management: manages the interest rate risk of the Group's non-traded Balance Sheet using transfer pricing to consolidate risk into Treasury and hedging the residual mismatch between assets and liabilities using swaps, futures and options;
- Group Funding \& Liquidity: manages the Group's long-term and short-term wholesale funding requirements and the Group's prudential liquidity requirements; and
- Capital and Regulatory Strategy: manages the Group's capital requirements.


## Year Ended June 2017 versus June 2016

Corporate Centre cash net loss after tax for the full year ended 30 June 2017 reduced $\$ 44$ million on the prior year to a loss of $\$ 272$ million.
Total banking income increased $54 \%$ to $\$ 534$ million, reflecting higher Treasury income from management of interest rate risk and increased capital.
Operating expenses were $\$ 921$ million, an increase of $20 \%$ on the prior year, driven by higher corporate technology costs, professional fees, timing of employee entitlements and investment spend. Significant corporate technology and investment spend initiatives include:

* Safeguarding information security to mitigate risks;
- Common Reporting Standard requirements; and
- Anti-Money Laundering.

Half Year Ended June 2017 versus December 2016
Cash net loss after tax for the half year ended 30 June 2017 increased $\$ 48$ million on the prior half to a loss of $\$ 160$ million.

Total banking income increased 23\%, reflecting higher Treasury income from management of interest rate risk and increased capital.
Operating expenses increased $39 \%$, driven by higher corporate technology costs, professional fees, timing of employee entitlements, and investment spend including Common Reporting Standard requirements.

| Eliminations/Unallocated ${ }^{(2)}$ | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ M \end{array}$ | 30 Jun 16 \$M | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | Jun 17 vs Dec 16 \% |
| Net interest income | (18) | (4) | large | (3) | (15) | (80) |
| Other banking income ${ }^{(3)}$ | 295 | 28 | large | (25) | 320 | large |
| Total banking income | 277 | 24 | large | (28) | 305 | large |
| Funds management income | 48 | 45 | 7 | 22 | 26 | (15) |
| Insurance income | 20 | 5 | large | 12 | 8 | 50 |
| Total operating income | 345 | 74 | large | 6 | 339 | (98) |
| Operating expenses ${ }^{(4)}$ | (393) | - | large | - | (393) | large |
| Loan impairment (expense)/benefit | (40) | 11 | large | (41) | 1 | large |
| Net profit before tax | (88) | 85 | large | (35) | (53) | (34) |
| Corporate tax benefit | 49 | 135 | (64) | 6 | 43 | (86) |
| Non-controlling interests | (12) | (16) | (25) | (6) | (6) | - |
| Underlying profit after tax | (51) | 204 | large | (35) | (16) | large |
| Investment experience after tax | (26) | (18) | 44 | (15) | (11) | 36 |
| Cash net (loss)/profit after tax | (77) | 186 | large | (50) | (27) | 85 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Group wide Eliminations/Unallocated includes intra-group elimination entries arising on consolidation, centrally raised provisions and other unallocated revenue and expenses.
(3) The half year ended 31 December 2016 includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
(4) The half year ended 31 December 2016 includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.

## Year Ended June 2017 versus June 2016

Eliminations/Unallocated cash net loss after tax for the full year ended 30 June 2017 was $\$ 77$ million, a decrease of $\$ 263$ million on the prior year. This was primarily driven by a one-off expense for acceleration of amortisation on certain software assets, an increase in the centrally held loan impairment provisions, and the timing of recognition of unallocated revenue items and eliminations, partly offset by a gain on sale of the Group's remaining investment in Visa Inc.

## Half Year Ended June 2017 versus December 2016

Cash net loss after tax was $\$ 50$ million, an increase of $\$ 23$ million on the prior half. This was primarily driven by an increase in the centrally held loan impairment provisions, a gain on sale of the Group's remaining investment in Visa Inc., and the timing of recognition of unallocated revenue items and eliminations, partly offset by a one-off expense for acceleration of amortisation on certain software assets.

## Investment Experience

Investment experience includes net returns from shareholder investments held within Wealth Management, and within the New Zealand and Indonesian life insurance businesses.

| Investment Experience | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{gathered} 31 \text { Dec } 16 \\ \$ M \end{gathered}$ | Jun 17 vs <br> Dec 16 \% |
| Wealth Management ${ }^{(1)}$ | 79 | 121 | (35) | 45 | 34 | 32 |
| New Zealand | (7) | 16 | large | 5 | (12) | large |
| IFS and Other ${ }^{(1)}$ | (7) | 4 | large | (1) | (6) | (83) |
| Investment experience before tax | 65 | 141 | (54) | 49 | 16 | large |
| Tax on Investment experience | (21) | (41) | (49) | (14) | (7) | large |
| Investment experience after tax | 44 | 100 | (56) | 35 | 9 | large |

(1) Comparative information has been restated to conform to presentation in the current period.

## Shareholder Investment Asset Mix

The net tangible assets by investment asset class shown below represent shareholder investments held within Wealth Management, and within the New Zealand and Indonesian life insurance businesses.

| Shareholder Investment Asset Mix (\%) | As at 30 June 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Australia ${ }^{(1)}$ New Zealand |  | Asia | Total |
|  | \% | \% | \% | \% |
| Equities | - | - | - | - |
| Fixed interest | 1 | 58 | 92 | 19 |
| Cash | 95 | 42 | 8 | 78 |
| Other | 4 | - | - | 3 |
| Total | 100 | 100 | 100 | 100 |


| Shareholder Investment Asset Mix (\$M) | As at 30 June 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Australia ${ }^{(1)}$ | New Zealand | Asia | Total |
|  | \$M | \$M | \$M | \$M |
| Equities | 5 | 3 | - | 8 |
| Fixed interest | 16 | 423 | 282 | 721 |
| Cash | 2,609 | 306 | 23 | 2,938 |
| Other | 121 | - | - | 121 |
| Total | 2,751 | 732 | 305 | 3,788 |

[^4]This page has been intentionally left blank

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## Consolidated Income Statement

For the year ended 30 June 2017


The above Consolidated Income Statement should be read in conjunction with the accompanying appendices.

|  | Full Year Ended ${ }^{(1)}$ |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | $\begin{aligned} & 30 \text { Jun } 16 \\ & \text { Cents pe } \end{aligned}$ | $30 \text { Jun } 17$ | 31 Dec 16 |
| Earnings per share: |  |  |  |  |
| Basic | 577.6 | 542.3 | 292.2 | 285.3 |
| Diluted | 559.1 | 529.2 | 283.4 | 276.7 |

[^5]
## Consolidated Statement of Comprehensive Income

For the year ended 30 June 2017

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ |
| Net profit after income tax for the period ${ }^{(1)}$ | 9,952 | 9,243 | 5,048 | 4,904 |
| Other comprehensive income/(expense): |  |  |  |  |
| Items that may be reclassified subsequently to profit/(loss): |  |  |  |  |
| Foreign currency translation reserve net of tax | (282) | 383 | (365) | 83 |
| Gains and (losses) on cash flow hedging instruments net of tax | (580) | 210 | (60) | (520) |
| Gains and (losses) on available-for-sale investments net of tax | (52) | (316) | 91 | (143) |
| Total of items that may be reclassified | (914) | 277 | (334) | (580) |
| Items that will not be reclassified to profit/(loss): |  |  |  |  |
| Actuarial gains from defined benefit superannuation plans net of tax | 175 | 10 | 33 | 142 |
| Losses on liabilities at fair value due to changes in own credit risk net of tax | (3) | (1) | (1) | (2) |
| Revaluation of properties net of tax | 23 | 1 | 23 | - |
| Total of items that will not be reclassified | 195 | 10 | 55 | 140 |
| Other comprehensive income/(expense) net of income tax | (719) | 287 | (279) | (440) |
| Total comprehensive income for the period | 9,233 | 9,530 | 4,769 | 4,464 |
| Total comprehensive income for the period is attributable to: |  |  |  |  |
| Equity holders of the Bank | 9,209 | 9,510 | 4,754 | 4,455 |
| Non-controlling interests | 24 | 20 | 15 | 9 |
| Total comprehensive income net of income tax | 9,233 | 9,530 | 4,769 | 4,464 |

(1) Comparative information has been restated to conform to presentation in the current period.

The above Consolidated Statement of Comprehensive Income should be read in conjunction with the accompanying appendices.

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 <br> Cents | 30 Jun 17 <br> Share | 31 Dec 16 |
| Dividends per share attributable to shareholders of the Bank: |  |  |  |  |
| Ordinary shares | 429 | 420 | 230 | 199 |
| Trust preferred securities | - | 7,994 | - | - |

## Consolidated Balance Sheet

As at 30 June 2017


## Liabilities

| Deposits and other public borrowings | 12 | 626,655 | 606,091 | 588,045 |
| :---: | :---: | :---: | :---: | :---: |
| Payables due to other financial institutions |  | 28,432 | 34,031 | 28,771 |
| Liabilities at fair value through Income Statement |  | 10,392 | 8,404 | 10,292 |
| Derivative liabilities |  | 30,330 | 38,042 | 39,921 |
| Bank acceptances |  | 463 | 1,440 | 1,431 |
| Current tax liabilities |  | 1,450 | 1,012 | 1,022 |
| Deferred tax liabilities |  | 332 | 332 | 340 |
| Other provisions |  | 1,780 | 1,625 | 1,656 |
| Insurance policy liabilities |  | 12,018 | 12,388 | 12,636 |
| Debt issues |  | 167,571 | 175,583 | 161,284 |
| Managed funds units on issue |  | 2,577 | 2,362 | 1,606 |
| Bills payable and other liabilities ${ }^{(1)}$ |  | 11,932 | 11,600 | 9,889 |
|  |  | 893,932 | 892,910 | 856,893 |
| Loan capital |  | 18,726 | 16,997 | 15,544 |
| Total liabilities |  | 912,658 | 909,907 | 872,437 |
| Net assets |  | 63,716 | 61,812 | 60,564 |

## Shareholders' Equity

| Ordinary share capital | $\mathbf{1 7}$ | $\mathbf{3 4 , 9 7 1}$ | 34,455 | 33,845 |
| :--- | :--- | ---: | ---: | ---: |
| Reserves | 17 | $\mathbf{1 , 8 6 9}$ | 2,144 | 2,734 |
| Retained profits ${ }^{(1)}$ | 17 | $\mathbf{2 6 , 3 3 0}$ | 24,662 | $\mathbf{2 3 , 4 3 5}$ |
| Shareholders' Equity attributable to Equity holders of the Bank |  | $\mathbf{6 3 , 1 7 0}$ | 61,261 | 60,014 |
| Non-controlling interests | $\mathbf{1 7}$ | $\mathbf{5 4 6}$ | 551 | 550 |
| Total Shareholders' Equity | $\mathbf{6 3 , 7 1 6}$ | 61,812 | 60,564 |  |

(1) Comparative information has been restated to conform to presentation in the current period.

The above Consolidated Balance Sheet should be read in conjunction with the accompanying appendices.

## Consolidated Statement of Changes in Equity

For the year ended 30 June 2017

|  | Ordinary share capital \$M |  | Shareholders' |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Other equity instruments \$M | $\begin{array}{r} \text { Reserves } \\ \mathbf{\$ M} \end{array}$ | Retained profits \$M | Equity attributable to Equity holders of the Bank \$M | Noncontrolling interests \$M | Total Shareholders' Equity \$M |
| As at 31 December $2015{ }^{(1)}$ | 33,252 | 939 | 2,554 | 22,365 | 59,110 | 554 | 59,664 |
| Net profit after income tax ${ }^{(1)}$ |  | - | - | 4,600 | 4,600 | 9 | 4,609 |
| Net other comprehensive income | - | - | 119 | (120) | (1) | - | (1) |
| Total comprehensive income for the period | - | - | 119 | 4,480 | 4,599 | 9 | 4,608 |
| Transactions with Equity holders in their capacity as Equity holders: |  |  |  |  |  |  |  |
| Dividends paid on ordinary shares | - | - | - | $(3,381)$ | $(3,381)$ | - | $(3,381)$ |
| Dividends paid on other equity instruments | - | - | - | (18) | (18) | - | (18) |
| Dividend reinvestment plan (net of issue costs) | 552 | - | - | - | 552 | - | 552 |
| Issue of shares (net of issue costs) | - | - | - | - | - | - | - |
| Share-based payments | - | - | 47 | - | 47 | - | 47 |
| Purchase of treasury shares | (9) | - | - | - | (9) | - | (9) |
| Sale and vesting of treasury shares | 50 | - | - | - | 50 | - | 50 |
| Redemptions | - | (939) | - | ${ }^{-}$ | (939) | - | (939) |
| Other changes | - | - | 14 | (11) | 3 | (13) | (10) |
| As at 30 June 2016 | 33,845 | - | 2,734 | 23,435 | 60,014 | 550 | 60,564 |
| Net profit after income tax | - | - | - | 4,895 | 4,895 | 9 | 4,904 |
| Net other comprehensive income | - | - | (580) | 140 | (440) | - | (440) |
| Total comprehensive income for the period | - | - | (580) | 5,035 | 4,455 | 9 | 4,464 |
| Transactions with Equity holders in their capacity as Equity holders: |  |  |  |  |  |  |  |
| Dividends paid on ordinary shares | - | - | - | $(3,808)$ | $(3,808)$ | - | $(3,808)$ |
| Dividends paid on other equity instruments | - | - | - | - | - | - | - |
| Dividend reinvestment plan (net of issue costs) | 586 | - | - | - | 586 | - | 586 |
| Issue of shares (net of issue costs) | (6) | - | - | - | (6) | - | (6) |
| Share-based payments | - | - | (25) | - | (25) | - | (25) |
| Purchase of treasury shares | (27) | - | - | - | (27) | - | (27) |
| Sale and vesting of treasury shares | 57 | - | - | - | 57 | - | 57 |
| Redemptions | - | - | - | - | - | - | - |
| Other changes | - | - | 15 | - | 15 | (8) | 7 |
| As at 31 December 2016 | 34,455 | - | 2,144 | 24,662 | 61,261 | 551 | 61,812 |
| Net profit after income tax | - | - | - | 5,033 | 5,033 | 15 | 5,048 |
| Net other comprehensive income | - | - | (311) | 32 | (279) | - | (279) |
| Total comprehensive income for the period | - | - | (311) | 5,065 | 4,754 | 15 | 4,769 |
| Transactions with Equity holders in their capacity as Equity holders: |  |  |  |  |  |  |  |
| Dividends paid on ordinary shares | - | - | - | $(3,429)$ | $(3,429)$ | - | $(3,429)$ |
| Dividends paid on other equity instruments | - | - | - | - | - | - | - |
| Dividend reinvestment plan (net of issue costs) | 557 | - | - | - | 557 | - | 557 |
| Issue of shares (net of issue costs) | - | - | - | - | - | - | - |
| Share-based payments | - | - | 57 | - | 57 | - | 57 |
| Purchase of treasury shares | (65) | - | - | - | (65) | - | (65) |
| Sale and vesting of treasury shares | 24 | - | - | - | 24 | - | 24 |
| Redemptions | - | - | - | - | - | - | - |
| Other changes | - | - | (21) | 32 | 11 | (20) | (9) |
| As at 30 June 2017 | 34,971 | - | 1,869 | 26,330 | 63,170 | 546 | 63,716 |

(1) Comparative information has been restated to conform to presentation in the current period.

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying appendices.

## Consolidated Statement of Cash Flows ${ }^{(1)}$

For the year ended 30 June 2017

|  | Full Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | Appendix | 30 Jun 17 | 30 Jun 16 |
|  |  | \$M | \$M |
| Cash flows from operating activities |  |  |  |
| Interest received |  | 33,536 | 34,047 |
| Interest paid |  | $(15,006)$ | $(16,285)$ |
| Other operating income received |  | 5,556 | 5,688 |
| Expenses paid |  | $(9,763)$ | $(9,981)$ |
| Income taxes paid |  | $(3,976)$ | $(3,071)$ |
| Net inflows/(outflows) from assets at fair value through Income Statement (excluding life insurance) |  | 4,220 | $(2,642)$ |
| Net inflows/(outflows) from liabilities at fair value through Income Statement: Insurance: |  |  |  |
| Investment income |  | 186 | (362) |
| Premiums received ${ }^{(2)}$ |  | 3,366 | 3,114 |
| Policy payments and commission expense ${ }^{(2)}$ |  | $(3,854)$ | $(3,301)$ |
| Other liabilities at fair value through Income Statement |  | 156 | 1,872 |
| Cash flows from operating activities before changes in operating assets and liabilities |  | 14,421 | 9,079 |
| Changes in operating assets and liabilities arising from cash flow movements |  |  |  |
| Movement in available-for-sale investments: |  |  |  |
| Purchases |  | $(54,608)$ | $(50,233)$ |
| Proceeds |  | 49,392 | 46,150 |
| Net increase in loans, bills discounted and other receivables |  | $(38,744)$ | $(52,825)$ |
| Net decrease/(increase) in receivables due from other financial institutions and regulatory authorities |  | 1,100 | 803 |
| Net (increase)/decrease in securities purchased under agreements to resell |  | $(13,993)$ | 4,574 |
| Insurance business: |  |  |  |
| Purchase of insurance assets at fair value through Income Statement |  | $(1,789)$ | $(2,020)$ |
| Proceeds from sale/maturity of insurance assets at fair value through Income Statement |  | 3,152 | 4,276 |
| Net increase in other assets |  | (174) | (108) |
| Net increase in deposits and other public borrowings |  | 39,821 | 37,783 |
| Net increase/(decrease) in payables due to other financial institutions |  | 666 | $(6,323)$ |
| Net (increase)/decrease in securities sold under agreements to repurchase |  | (853) | 4,148 |
| Net increase in other liabilities |  | 802 | 135 |
| Changes in operating assets and liabilities arising from cash flow movements |  | $(15,228)$ | $(13,640)$ |
| Net cash used in operating activities | 20 (a) | (807) | $(4,561)$ |
| Cash flows from investing activities |  |  |  |
| Payments for acquisition of controlled entities | 20 (d) | (31) | (857) |
| Net proceeds from disposal of entities and businesses (net of cash disposals) |  | 1 | 110 |
| Dividends received |  | 94 | 78 |
| Proceeds from sale of property, plant and equipment |  | 381 | 405 |
| Purchases of property, plant and equipment |  | (602) | $(1,259)$ |
| Payments for acquisitions of investments in associates/joint ventures |  | (25) | - |
| Net purchase of intangible assets |  | (495) | (509) |
| Net cash used in investing activities |  | (677) | $(2,032)$ |

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

## Consolidated Statement of Cash Flows ${ }^{\text {(1) }}$ (continued)

For the year ended 30 June 2017

|  | Full Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | Appendix | 30 Jun 17 | 30 Jun 16 |
|  |  | \$M | \$M |
| Cash flows from financing activities |  |  |  |
| Dividends paid (excluding Dividend Reinvestment Plan) |  | $(6,084)$ | $(5,827)$ |
| Redemption of other equity instruments (net of costs) |  | - | (939) |
| Proceeds from issuance of debt securities |  | 94,560 | 98,958 |
| Redemption of issued debt securities |  | $(81,758)$ | $(97,740)$ |
| Purchase of treasury shares |  | (92) | (108) |
| Sale of treasury shares |  | 34 | 50 |
| Issue of loan capital |  | 3,757 | 3,949 |
| Redemption of loan capital |  | - | $(1,678)$ |
| Proceeds from issuance of shares (net of issue costs) |  | (6) | 5,022 |
| Other |  | 61 | (67) |
| Net cash provided by financing activities |  | 10,472 | 1,620 |
|  |  |  |  |
| Net increase/(decrease) in cash and cash equivalents |  | 8,988 | $(4,973)$ |
| Effect of foreign exchange rates on cash and cash equivalents |  | (318) | 150 |
| Cash and cash equivalents at beginning of year |  | 14,447 | 19,270 |
| Cash and cash equivalents at end of year | 20 (b) | 23,117 | 14,447 |

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

The above Consolidated Statement of Cash Flows should be read in conjunction with the accompanying appendices.

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## 1. Net Interest Income

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{gathered} \hline \text { Jun } 17 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Interest Income |  |  |  |  |  |  |
| Loans and bills discounted | 30,723 | 30,966 | (1) | 15,277 | 15,446 | (1) |
| Other financial institutions | 152 | 137 | 11 | 93 | 59 | 58 |
| Cash and liquid assets | 321 | 291 | 10 | 203 | 118 | 72 |
| Assets at fair value through Income Statement | 490 | 576 | (15) | 260 | 230 | 13 |
| Available-for-sale investments | 1,607 | 1,847 | (13) | 786 | 821 | (4) |
| Total interest income - "statutory basis" | 33,293 | 33,817 | (2) | 16,619 | 16,674 | - |
| Interest Expense |  |  |  |  |  |  |
| Deposits | 10,453 | 11,685 | (11) | 5,179 | 5,274 | (2) |
| Other financial institutions | 300 | 277 | 8 | 174 | 126 | 38 |
| Liabilities at fair value through Income Statement | 102 | 211 | (52) | 35 | 67 | (48) |
| Debt issues | 4,159 | 4,125 | 1 | 2,014 | 2,145 | (6) |
| Loan capital | 679 | 584 | 16 | 358 | 321 | 12 |
| Total interest expense - "statutory basis" | 15,693 | 16,882 | (7) | 7,760 | 7,933 | (2) |
| Net interest income - "statutory basis" | 17,600 | 16,935 | 4 | 8,859 | 8,741 | 1 |

(1) Comparative information has been restated to conform to presentation in the current period.

Net Interest Income - Reconciliation of Cash to Statutory Basis
The table below sets out the accounting impacts arising from the application of Australian Accounting Standard 139 "Financial Instruments: Recognition and Measurement" to the Group's derivative hedging activities and other non-cash items.

|  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | $\text { Jun } 17 \text { vs }$ | 30 Jun 17 | $31 \text { Dec } 16$ | $\text { Jun } 17 \text { vs }$ |
|  | \$M | \$M | Jun 16 \% | \$M | \$M | Dec 16 \% |
| Total interest income - "cash basis" | 33,293 | 33,817 | (2) | 16,617 | 16,676 | - |
| Hedging and IFRS volatility | - | - | - | 2 | (2) | large |
| Total interest income - "statutory basis" | 33,293 | 33,817 | (2) | 16,619 | 16,674 | - |
| Total interest expense - "cash basis" | 15,693 | 16,882 | (7) | 7,760 | 7,933 | (2) |
| Hedging and IFRS volatility | - | - | - | - | - | - |
| Total interest expense - "statutory basis" | 15,693 | 16,882 | (7) | 7,760 | 7,933 | (2) |

[^6]
## 2. Net Interest Margin

|  | Full Year Ended ${ }^{(1)}$ |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
|  | \% | \% | \% | \% |
| Australia |  |  |  |  |
| Interest spread ${ }^{(2)}$ | 2. 00 | 2. 08 | 2. 04 | 2. 01 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.21 | 0. 15 | 0.21 | 0.21 |
| Net interest margin ${ }^{(4)}$ | 2.21 | 2. 23 | 2.25 | 2. 22 |
| New Zealand |  |  |  |  |
| Interest spread ${ }^{(2)}$ | 1. 64 | 1. 81 | 1. 63 | 1. 66 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.33 | 0.36 | 0.32 | 0.34 |
| Net interest margin ${ }^{(4)}$ | 1.97 | 2. 17 | 1.95 | 2. 00 |
| Other Overseas |  |  |  |  |
| Interest spread ${ }^{(2)}$ | 0. 58 | 0. 70 | 0. 60 | 0.57 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.04 | 0.03 | 0.04 | 0.03 |
| Net interest margin ${ }^{(4)}$ | 0.62 | 0.73 | 0.64 | 0.60 |
| Total Group |  |  |  |  |
| Interest spread ${ }^{(2)}$ | 1. 91 | 1. 98 | 1. 91 | 1. 91 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0. 20 | 0. 16 | 0.20 | 0.20 |
| Net interest margin ${ }^{(4)}$ | 2.11 | 2. 14 | 2.11 | 2.11 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Difference between the average interest rate earned and the average interest rate paid on funds.
(3) A portion of the Group's interest earning assets is funded by net interest-free liabilities and Shareholders' Equity. The benefit to the Group of these interest-free funds is the amount it would cost to replace them at the average cost of funds.
(4) Net interest income divided by average interest earning assets for the year or the half year annualised.

## 3. Average Balances and Related Interest

The following tables list the major categories of interest earning assets and interest bearing liabilities of the Group together with the respective interest earned or paid and the average interest rate for the years ended 30 June 2017 and 30 June 2016, as well as half years ended 30 June 2017, 31 December 2016 and 30 June 2016. Averages used were predominantly daily averages. Interest is accounted for based on product yield.

Where assets or liabilities are hedged, the interest amounts are shown net of the hedge, however individual items not separately hedged may be affected by movements in exchange rates.
The New Zealand and Other Overseas components comprise overseas branches of the Bank and overseas domiciled controlled entities.

Non-accrual loans are included in interest earning assets under Loans, bills discounted and other receivables.
The official cash rate in Australia decreased 25 basis points, while rates in New Zealand decreased 50 basis points during the year.

| Interest Earning Assets | Full Year Ended 30 Jun 17 |  |  | Full Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Avg Bal } \\ \mathbf{S M} \end{array}$ | Interest \$M | $\begin{array}{r} \text { Yield } \\ \% \end{array}$ | $\begin{array}{r} \text { Avg Bal } \\ \mathbf{S M} \end{array}$ | Interest \$M | $\begin{array}{r} \text { Yield } \\ \% \end{array}$ |
| Home loans ${ }^{(2)}$ | 435,448 | 19,000 | 4. 36 | 409,669 | 19,283 | 4. 71 |
| Consumer Finance ${ }^{(3)}$ | 23,518 | 2,857 | 12. 15 | 23,722 | 2,922 | 12. 32 |
| Business and corporate loans | 221,188 | 8,866 | 4.01 | 211,356 | 8,761 | 4. 15 |
| Loans, bills discounted and other receivables | 680,154 | 30,723 | 4.52 | 644,747 | 30,966 | 4. 80 |
| Cash and other liquid assets | 48,476 | 473 | 0.98 | 44,092 | 428 | 0. 97 |
| Assets at fair value through Income Statement (excluding life insurance) | 25,626 | 490 | 1.91 | 22,444 | 576 | 2. 57 |
| Available-for-sale investments | 80,485 | 1,607 | 2. 00 | 79,313 | 1,847 | 2. 33 |
| Non-lending interest earning assets | 154,587 | 2,570 | 1.66 | 145,849 | 2,851 | 1.95 |
| Total interest earning assets ${ }^{(4)}$ | 834,741 | 33,293 | 3.99 | 790,596 | 33,817 | 4. 28 |
| Non-interest earning assets ${ }^{(2)}$ | 137,648 |  |  | 125,724 |  |  |
| Total average assets | 972,389 |  |  | 916,320 |  |  |


| Interest Bearing Liabilities | Full Year Ended 30 Jun 17 |  |  | Full Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal \$M | Interest \$M | Yield \% | Avg Bal \$M | Interest \$M | Yield \% |
| Transaction deposits ${ }^{(5)(6)}$ | 69,831 | 547 | 0. 78 | 74,258 | 606 | 0. 82 |
| Savings deposits ${ }^{(5)}$ | 180,192 | 2,415 | 1. 34 | 177,200 | 3,394 | 1. 92 |
| Investment deposits | 212,143 | 5,302 | 2. 50 | 196,024 | 5,421 | 2. 77 |
| Certificates of deposit and other | 68,984 | 2,189 | 3. 17 | 66,470 | 2,264 | 3. 41 |
| Total interest bearing deposits | 531,150 | 10,453 | 1. 97 | 513,952 | 11,685 | 2. 27 |
| Payables due to other financial institutions | 30,333 | 300 | 0.99 | 37,031 | 277 | 0. 75 |
| Liabilities at fair value through Income Statement | 8,516 | 102 | 1. 20 | 6,865 | 211 | 3. 07 |
| Debt issues | 168,921 | 4,159 | 2. 46 | 162,017 | 4,125 | 2. 55 |
| Loan capital | 16,692 | 679 | 4. 07 | 13,889 | 584 | 4. 20 |
| Total interest bearing liabilities | 755,612 | 15,693 | 2.08 | 733,754 | 16,882 | 2. 30 |
| Non-interest bearing liabilities ${ }^{(5)(6)}$ | 154,746 |  |  | 124,887 |  |  |
| Total average liabilities | 910,358 |  |  | 858,641 |  |  |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Net of average mortgage offset balances that were reclassified as Non-interest earning assets. Gross average home loans balance, excluding mortgage offset accounts is $\$ 470,773$ million (30 June 2016: $\$ 436,530$ million).
(3) Consumer finance includes personal loans, credit cards and margin loans.
(4) Used for calculating Net interest margin.
(5) Deposits exclude average mortgage offset balances that were reclassified as Non-interest bearing liabilities.
(6) In the prior year, following a change in terms, Interest bearing transaction deposits of $\$ 18,314$ million became Non-interest bearing and have been disclosed accordingly.

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

| Net Interest Margin | Full Year Ended 30 Jun 17 |  |  | Full Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
|  | \$M | \$M | \% | \$M | \$M | \% |
| Total interest earning assets | 834,741 | 33,293 | 3.99 | 790,596 | 33,817 | 4. 28 |
| Total interest bearing liabilities | 755,612 | 15,693 | 2.08 | 733,754 | 16,882 | 2. 30 |
| Net interest income and interest spread |  | 17,600 | 1.91 |  | 16,935 | 1.98 |
| Benefit of free funds |  |  | 0.20 |  |  | 0.16 |
| Net interest margin |  |  | 2.11 |  |  | 2. 14 |


| Geographical Analysis of Key Categories | Full Year Ended 30 Jun 17 |  |  | Full Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
|  | \$M | \$M | \% | \$M | \$M | \% |
| Loans, Bills Discounted and Other Receivables |  |  |  |  |  |  |
| Australia | 581,093 | 26,267 | 4. 52 | 554,206 | 26,620 | 4. 80 |
| New Zealand ${ }^{(2)}$ | 74,802 | 3,747 | 5.01 | 66,417 | 3,661 | 5.51 |
| Other Overseas ${ }^{(2)}$ | 24,259 | 709 | 2. 92 | 24,124 | 685 | 2. 84 |
| Total | 680,154 | 30,723 | 4.52 | 644,747 | 30,966 | 4.80 |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |
| Australia | 108,346 | 2,171 | 2. 00 | 100,820 | 2,374 | 2. 35 |
| New Zealand ${ }^{(2)}$ | 7,676 | 162 | 2. 11 | 6,723 | 191 | 2. 84 |
| Other Overseas ${ }^{(2)}$ | 38,565 | 237 | 0.61 | 38,306 | 286 | 0.75 |
| Total | 154,587 | 2,570 | 1.66 | 145,849 | 2,851 | 1.95 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |
| Australia | 458,399 | 8,626 | 1. 88 | 448,435 | 9,847 | 2. 20 |
| New Zealand ${ }^{(2)}$ | 49,777 | 1,451 | 2. 92 | 46,374 | 1,548 | 3. 34 |
| Other Overseas ${ }^{(2)}$ | 22,974 | 376 | 1. 64 | 19,143 | 290 | 1.51 |
| Total | 531,150 | 10,453 | 1.97 | 513,952 | 11,685 | 2. 27 |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |
| Australia | 165,999 | 3,991 | 2. 40 | 164,778 | 4,105 | 2. 49 |
| New Zealand ${ }^{(2)}$ | 23,080 | 802 | 3.47 | 16,288 | 658 | 4. 04 |
| Other Overseas ${ }^{(2)}$ | 35,383 | 447 | 1. 26 | 38,736 | 434 | 1. 12 |
| Total | 224,462 | 5,240 | 2. 33 | 219,802 | 5,197 | 2. 36 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The New Zealand and Other Overseas components comprise overseas branches of the Group and overseas domiciled controlled entities. Overseas intragroup borrowings have been adjusted into the interest spread and margin calculations to more appropriately reflect the overseas cost of funds. Nonaccrual loans were included in Interest earning assets under Loans, bills discounted and other receivables.

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

| Interest EarningAssets | Half Year Ended 30 Jun 17 |  |  | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
|  | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Home loans ${ }^{(2)}$ | 440,572 | 9,459 | 4. 33 | 430,408 | 9,541 | 4. 40 | 414,749 | 9,637 | 4. 67 |
| Consumer Finance ${ }^{(3)}$ | 23,577 | 1,424 | 12. 18 | 23,460 | 1,433 | 12. 12 | 23,838 | 1,464 | 12. 35 |
| Business and corporate loans | 221,868 | 4,394 | 3. 99 | 220,519 | 4,472 | 4. 02 | 215,027 | 4,406 | 4. 12 |
| Loans, bills discounted and other receivables | 686,017 | 15,277 | 4. 49 | 674,387 | 15,446 | 4. 54 | 653,614 | 15,507 | 4. 77 |
| Cash and other liquid assets | 54,246 | 296 | 1. 10 | 42,801 | 177 | 0. 82 | 42,328 | 253 | 1. 20 |
| Assets at fair value through Income |  |  |  |  |  |  |  |  |  |
| Statement (excluding life insurance) | 26,006 | 260 | 2. 02 | 25,252 | 230 | 1. 81 | 24,246 | 279 | 2. 31 |
| Available-for-sale investments | 80,350 | 784 | 1. 97 | 80,618 | 823 | 2. 03 | 80,191 | 936 | 2. 35 |
| Non-lending interest earning assets | 160,602 | 1,340 | 1. 68 | 148,671 | 1,230 | 1. 64 | 146,765 | 1,468 | 2. 01 |
| Total interest earning assets ${ }^{(4)}$ | 846,619 | 16,617 | 3. 96 | 823,058 | 16,676 | 4. 02 | 800,379 | 16,975 | 4.27 |
| Non-interest earning assets ${ }^{(2)}$ | 141,233 |  |  | 134,122 |  |  | 123,061 |  |  |
| Total average assets | 987,852 |  |  | 957,180 |  |  | 923,440 |  |  |


| Interest Bearing | Half Year Ended 30 Jun 17 |  |  | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{\text {(1) }}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
| Liabilities | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Transaction deposits ${ }^{(5)(6)}$ | 71,061 | 281 | 0.80 | 68,620 | 266 | 0. 77 | 68,664 | 303 | 0. 89 |
| Savings deposits ${ }^{(5)}$ | 180,279 | 1,113 | 1. 24 | 180,106 | 1,302 | 1. 43 | 180,815 | 1,578 | 1. 76 |
| Investment deposits | 217,852 | 2,683 | 2. 48 | 206,527 | 2,619 | 2. 52 | 195,980 | 2,674 | 2. 74 |
| Certificates of deposit and other | 69,256 | 1,102 | 3. 21 | 68,717 | 1,087 | 3. 14 | 68,315 | 1,127 | 3. 32 |
| Total interest bearing deposits | 538,448 | 5,179 | 1. 94 | 523,970 | 5,274 | 2. 00 | 513,774 | 5,682 | 2. 22 |
| Payables due to other financial institutions | 30,487 | 174 | 1. 15 | 30,182 | 126 | 0. 83 | 32,390 | 146 | 0. 91 |
| Liabilities at fair value through Income Statement | 8,934 | 35 | 0. 79 | 8,105 | 67 | 1. 64 | 7,583 | 107 | 2. 84 |
| Debt issues | 168,446 | 2,014 | 2. 41 | 169,388 | 2,145 | 2. 51 | 161,879 | 2,230 | 2. 77 |
| Loan capital | 17,811 | 358 | 4. 05 | 15,591 | 321 | 4. 08 | 14,620 | 302 | 4. 15 |
| Total interest bearing liabilities | 764,126 | 7,760 | 2. 05 | 747,236 | 7,933 | 2. 11 | 730,246 | 8,467 | 2. 33 |
| Non-interest bearing liabilities ${ }^{(5)(6)}$ | 160,838 |  |  | 148,756 |  |  | 134,057 |  |  |
| Total average liabilities | 924,964 |  |  | 895,992 |  |  | 864,303 |  |  |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Net of average mortgage offset balances that were reclassified as Non-interest earning assets. Gross average home loans balance, excluding mortgage offset accounts is $\$ 477,851$ million ( 31 December 2016: $\$ 463,811$ million, 30 June 2016: $\$ 443,497$ million).
(3) Consumer finance includes personal loans, credit cards and margin loans.
(4) Used for calculating Net interest margin.
(5) Deposits exclude average mortgage offset balances that were reclassified as Non-interest bearing liabilities.
(6) In the prior year, following a change in terms, Interest bearing transaction deposits of $\$ 18,314$ million became Non-interest bearing and have been disclosed accordingly.

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

|  | Half Year Ended 30 Jun 17 |  |  | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
| Net Interest Margin | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Total interest earning assets | 846,619 | 16,617 | 3.96 | 823,058 | 16,676 | 4. 02 | 800,379 | 16,975 | 4. 27 |
| Total interest bearing liabilities | 764,126 | 7,760 | 2. 05 | 747,236 | 7,933 | 2. 11 | 730,246 | 8,467 | 2. 33 |
| Net interest income and interest spread |  | 8,857 | 1.91 |  | 8,743 | 1. 91 |  | 8,508 | 1. 94 |
| Benefit of free funds |  |  | 0.20 |  |  | 0.20 |  |  | 0. 20 |
| Net interest margin |  |  | 2.11 |  |  | 2. 11 |  |  | 2. 14 |


| Geographical Analysis of Key Categories | Half Year Ended 30 Jun 17 |  |  | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% |
| Loans, Bills Discounted and Other Receivables |  |  |  |  |  |  |  |  |  |
| Australia | 586,145 | 13,049 | 4. 49 | 576,123 | 13,218 | 4. 55 | 560,995 | 13,369 | 4. 79 |
| New Zealand ${ }^{(2)}$ | 75,488 | 1,858 | 4. 96 | 74,127 | 1,889 | 5. 06 | 68,358 | 1,787 | 5. 26 |
| Other Overseas ${ }^{(2)}$ | 24,384 | 370 | 3.06 | 24,137 | 339 | 2. 79 | 24,261 | 351 | 2. 91 |
| Total | 686,017 | 15,277 | 4. 49 | 674,387 | 15,446 | 4.54 | 653,614 | 15,507 | 4.77 |

Non-Lending Interest
Earning Assets

|  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Earning Assets | $\mathbf{1 1 2 , \mathbf { 2 2 6 }}$ | $\mathbf{1 , 1 2 6}$ | $\mathbf{2 . 0 2}$ | 104,530 | 1,045 | 1.98 | 102,338 | 1,197 | 2.35 |
| Australia | $\mathbf{7 , 6 9 3}$ | $\mathbf{7 7}$ | $\mathbf{2 . 0 2}$ | 7,659 | 85 | 2.20 | 7,058 | 90 | 2.56 |
| New Zealand $^{(2)}$ | $\mathbf{4 0 , 6 8 3}$ | $\mathbf{1 3 7}$ | $\mathbf{0 . 6 8}$ | 36,482 | 100 | 0.54 | 37,369 | 181 | 0.97 |
| Other Overseas $^{(2)}$ | $\mathbf{1 6 0 , 6 0 2}$ | $\mathbf{1 , 3 4 0}$ | $\mathbf{1 . 6 8}$ | 148,671 | 1,230 | 1.64 | 146,765 | 1,468 | 2.01 |
| Total |  |  |  |  |  |  |  |  |  |

Total Interest Bearing

|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Deposits |  |  |  |  |  |  |  |  |
| Australia | $\mathbf{4 6 4 , 9 4 4}$ | $\mathbf{4 , 2 4 1}$ | $\mathbf{1 . 8 4}$ | 451,960 | 4,385 | 1.92 | 446,216 | 4,829 |
| New Zealand ${ }^{(2)}$ | $\mathbf{5 0 , 3 7 5}$ | $\mathbf{7 3 5}$ | $\mathbf{2 . 9 4}$ | 49,188 | 716 | 2.89 | 46,935 | $\mathbf{7 2 0}$ |
| Other Overseas $^{(2)}$ | $\mathbf{2 3 , 1 2 9}$ | $\mathbf{2 0 3}$ | $\mathbf{1 . 7 7}$ | 22,822 | 173 | 1.50 | 20,623 | 133 |
| Total | $\mathbf{5 3 8 , 4 4 8}$ | $\mathbf{5 , 1 7 9}$ | $\mathbf{1 . 9 4}$ | 523,970 | 5,274 | 2.00 | 513,774 | 5,682 |

Other Interest Bearing
Liabilities

|  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Australia | $\mathbf{1 6 7 , 4 7 8}$ | $\mathbf{1 , 9 8 4}$ | $\mathbf{2 . 3 9}$ | 164,546 | 2,007 | 2.42 | 161,790 | 2,200 | 2.73 |
| New Zealand $^{(2)}$ | $\mathbf{2 3 , 7 5 0}$ | $\mathbf{3 8 6}$ | $\mathbf{3 . 2 8}$ | 22,420 | 416 | 3.68 | 17,828 | 347 | 3.91 |
| Other Overseas ${ }^{(2)}$ | $\mathbf{3 4 , 4 5 0}$ | $\mathbf{2 1 1}$ | $\mathbf{1 . 2 4}$ | 36,300 | 236 | 1.29 | 36,854 | 238 | 1.30 |
| Total | $\mathbf{2 2 5 , 6 7 8}$ | $\mathbf{2 , 5 8 1}$ | $\mathbf{2 . 3 1}$ | 223,266 | 2,659 | 2.36 | 216,472 | 2,785 | 2.59 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The New Zealand and Other Overseas components comprise overseas branches of the Group and overseas domiciled controlled entities. Overseas intragroup borrowings have been adjusted into the interest spread and margin calculations to more appropriately reflect the overseas cost of funds. Nonaccrual loans were included in Interest earning assets under Loans, bills discounted and other receivables.

## 4. Interest Rate and Volume Analysis

The following tables show the movement in interest income and expense due to changes in volume and interest rates. Volume variances reflect the change in interest from the prior year due to movement in the average balance. Rate variance reflects the change in interest from the prior year due to changes in interest rates.

| Interest Earning Assets ${ }^{(2)}$ | Full Year Ended Jun 17 vs Jun $16{ }^{(1)}$ |  |  | Full Year Ended Jun 16 vs Jun $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Home loans | 1,169 | $(1,452)$ | (283) | 926 | $(1,206)$ | (280) |
| Consumer Finance | (25) | (40) | (65) | 30 | 5 | 35 |
| Business and corporate loans | 401 | (296) | 105 | 925 | $(1,191)$ | (266) |
| Loans, bills discounted and other receivables | 1,650 | $(1,893)$ | (243) | 2,008 | $(2,519)$ | (511) |
| Cash and other liquid assets | 43 | 2 | 45 | 27 | 60 | 87 |
| Assets at fair value through Income Statement (excluding life insurance) | 71 | (157) | (86) | 11 | 47 | 58 |
| Available-for-sale investments | 25 | (265) | (240) | 271 | (237) | 34 |
| Non-lending interest earning assets | 158 | (439) | (281) | 285 | (106) | 179 |
| Total interest earning assets | 1,824 | $(2,348)$ | (524) | 2,427 | $(2,759)$ | (332) |


| Interest Bearing Liabilities ${ }^{(2)}$ | Full Year Ended Jun 17 vs Jun $16{ }^{(1)}$ |  |  | Full Year Ended Jun 16 vs Jun $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Transaction deposits | (35) | (24) | (59) | 27 | (30) | (3) |
| Savings deposits | 49 | $(1,028)$ | (979) | 534 | (917) | (383) |
| Investment deposits | 424 | (543) | (119) | (113) | (771) | (884) |
| Certificates of deposit and other | 83 | (158) | (75) | 31 | (12) | 19 |
| Total interest bearing deposits | 365 | $(1,597)$ | $(1,232)$ | 606 | $(1,857)$ | $(1,251)$ |
| Payables due to other financial institutions | (58) | 81 | 23 | 39 | 18 | 57 |
| Liabilities at fair value through Income Statement | 35 | (144) | (109) | (7) | (4) | (11) |
| Debt issues | 173 | (139) | 34 | 222 | (469) | (247) |
| Loan capital | 116 | (21) | 95 | 111 | (99) | 12 |
| Total interest bearing liabilities | 478 | $(1,667)$ | $(1,189)$ | 998 | $(2,438)$ | $(1,440)$ |


|  | Full Year Ended ${ }^{(1)}$ |  |
| :--- | ---: | ---: |
|  | Jun 17 vs Jun 16 | Jun 16 vs Jun 15 <br> Increase/(Decrease) |
| Change in Net Interest Income ${ }^{(3)}$ | $\mathbf{S n c r e a s e / ( D e c r e a s e )}$ | $\mathbf{\$ M}$ |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The volume and rate variances for Total interest earning assets and Total interest bearing liabilities have been calculated separately (rather than being the sum of the individual categories).
(3) "Volume" reflects the change in net interest income over the period due to balance growth (assuming the average of the rates across the two periods), and "Rate" reflects the change due to movements in yield (assuming the average of the volumes across the two periods).
4. Interest Rate and Volume Analysis (continued)

| Geographical Analysis of Key | Full Year Ended Jun 17 vs Jun $16{ }^{(1)}$ |  |  | Full Year Ended Jun 16 vs Jun $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume | Rate |  |
| Categories ${ }^{(2)}$ | \$M | \$M | \$M | \$M | \$M | \$M |
| Loans, Bills Discounted and Other |  |  |  |  |  |  |
| Receivables |  |  |  |  |  |  |
| Australia | 1,253 | $(1,606)$ | (353) | 1,588 | $(2,086)$ | (498) |
| New Zealand | 441 | (355) | 86 | 272 | (342) | (70) |
| Other Overseas | 4 | 20 | 24 | 108 | (51) | 57 |
| Total | 1,650 | $(1,893)$ | (243) | 2,008 | $(2,519)$ | (511) |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |
| Australia | 164 | (367) | (203) | 313 | (188) | 125 |
| New Zealand | 24 | (53) | (29) | 8 | (63) | (55) |
| Other Overseas | 2 | (51) | (49) | 8 | 101 | 109 |
| Total | 158 | (439) | (281) | 285 | (106) | 179 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |
| Australia | 203 | $(1,424)$ | $(1,221)$ | 447 | $(1,861)$ | $(1,414)$ |
| New Zealand | 106 | (203) | (97) | 151 | (168) | (17) |
| Other Overseas | 60 | 26 | 86 | 19 | 161 | 180 |
| Total | 365 | $(1,597)$ | $(1,232)$ | 606 | $(1,857)$ | $(1,251)$ |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |
| Australia | 30 | (144) | (114) | 245 | (511) | (266) |
| New Zealand | 255 | (111) | 144 | 74 | (153) | (79) |
| Other Overseas | (40) | 53 | 13 | 47 | 109 | 156 |
| Total | 109 | (66) | 43 | 394 | (583) | (189) |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The volume and rate variances for Loans, bills discounted and other receivables, Non-lending interest earning assets, Total interest bearing deposits and Other interest bearing liabilities have been calculated separately (rather than being the sum of the individual categories).

## Appendices

## 4. Interest Rate and Volume Analysis (continued)

| Interest Earning Assets ${ }^{(2)}$ | Half Year Ended Jun 17 vs Dec 16 |  |  | Half Year Ended Jun 17 vs Jun $16{ }^{\text {(1) }}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume |  | Total |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Home loans | 222 | (304) | (82) | 577 | (755) | (178) |
| Consumer Finance | 7 | (16) | (9) | (16) | (24) | (40) |
| Business and corporate loans | 27 | (105) | (78) | 138 | (150) | (12) |
| Loans, bills discounted and other receivables | 263 | (432) | (169) | 745 | (975) | (230) |
| Cash and other liquid assets | 55 | 64 | 119 | 68 | (25) | 43 |
| Assets at fair value through Income Statement (excluding life insurance) | 7 | 23 | 30 | 19 | (38) | (19) |
| Available-for-sale investments | (3) | (36) | (39) | 2 | (154) | (152) |
| Non-lending interest earning assets | 99 | 11 | 110 | 127 | (255) | (128) |
| Total interest earning assets | 470 | (529) | (59) | 944 | $(1,302)$ | (358) |


|  | Half Year Ended Jun $\mathbf{1 7} \mathbf{v s}$ Dec $\mathbf{1 6}$ | Half Year Ended Jun 17 vs Jun 16 ${ }^{(1)}$ |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
| Interest Bearing Liabilities ${ }^{(2)}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Transaction deposits | 10 | 5 | 15 | 10 | $(32)$ | $(22)$ |
| Savings deposits | 1 | $(190)$ | $(189)$ | $(4)$ | $(461)$ | $(465)$ |
| Investment deposits | 142 | $(78)$ | 64 | 284 | $(275)$ | 9 |
| Certificates of deposit and other | 9 | 6 | 15 | 15 | $(40)$ | $(25)$ |
| Total interest bearing deposits | 142 | $(237)$ | $(95)$ | 255 | $(758)$ | $(503)$ |
| Payables due to other financial institutions | 2 | 46 | 48 | $(10)$ | 38 | 28 |
| Liabilities at fair value through Income Statement | 5 | $(37)$ | $(32)$ | 12 | $(84)$ | $(72)$ |
| Debt issues | $(12)$ | $(119)$ | $(131)$ | 84 | $(300)$ | $(216)$ |
| Loan capital | 45 | $(8)$ | 37 | 65 | $(9)$ | 56 |
| Total interest bearing liabilities | 175 | $(348)$ | $(173)$ | 368 | $(1,075)$ | $(707)$ |


| Change in Net Interest Income ${ }^{(3)}$ | Half Year Ended ${ }^{(1)}$ |  |
| :---: | :---: | :---: |
|  | Jun 17 vs Dec 16 Increase/(Decrease) | Jun 17 vs Jun 16 Increase/(Decrease) |
|  | \$M | \$M |
| Due to changes in average volume of interest earning assets | 246 | 486 |
| Due to changes in interest margin | 10 | (91) |
| Due to variation in time periods | (142) | (46) |
| Change in net interest income | 114 | 349 |

(1) Comparative information has been restated to conform to presentation in the current period
(2) The volume and rate variances for Total interest earning assets and Total interest bearing liabilities have been calculated separately (rather than being the sum of the individual categories).
(3) "Volume" reflects the change in net interest income over the period due to balance growth (assuming the average of the rates across the two periods), and "Rate" reflects the change due to movements in yield (assuming the average of the volumes across the two periods)

## 4. Interest Rate and Volume Analysis (continued)

| Geographical analysis of key categories ${ }^{(2)}$ | Half Year Ended Jun 17 vs Dec 16 |  |  | Half Year Ended Jun 17 vs Jun $16{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume <br> \$M | Rate \$M | Total <br> \$M | Volume <br> \$M | Rate \$M | Total <br> \$M |
| Loans, Bills Discounted and Other |  |  |  |  |  |  |
| Receivables |  |  |  |  |  |  |
| Australia | 227 | (396) | (169) | 580 | (900) | (320) |
| New Zealand | 34 | (65) | (31) | 181 | (110) | 71 |
| Other Overseas | 4 | 27 | 31 | 2 | 17 | 19 |
| Total | 263 | (432) | (169) | 745 | (975) | (230) |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |
| Australia | 77 | 4 | 81 | 107 | (178) | (71) |
| New Zealand | - | (8) | (8) | 7 | (20) | (13) |
| Other Overseas | 13 | 24 | 37 | 14 | (58) | (44) |
| Total | 99 | 11 | 110 | 127 | (255) | (128) |
| Total Interest Bearing Deposits |  |  |  |  |  |  |
| Australia | 122 | (266) | (144) | 187 | (775) | (588) |
| New Zealand | 17 | 2 | 19 | 51 | (36) | 15 |
| Other Overseas | 3 | 27 | 30 | 19 | 51 | 70 |
| Total | 142 | (237) | (95) | 255 | (758) | (503) |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |
| Australia | 35 | (58) | (23) | 72 | (288) | (216) |
| New Zealand | 23 | (53) | (30) | 106 | (67) | 39 |
| Other Overseas | (12) | (13) | (25) | (15) | (12) | (27) |
| Total | 28 | (106) | (78) | 112 | (316) | (204) |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The volume and rate variances for Loans, bills discounted and other receivables, Non-lending interest earning assets, Total interest bearing deposits and Other interest bearing liabilities have been calculated separately (rather than being the sum of the individual categories).

## Appendices

## 5. Other Banking Income

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | Jun 17 vs | 30 Jun 17 | 31 Dec 16 | Jun 17 vs |
|  | \$M | \$M | Jun 16 \% | \$M | \$M | Dec 16 \% |
| Lending fees | 1,078 | 1,010 | 7 | 545 | 533 | 2 |
| Commissions | 2,482 | 2,215 | 12 | 1,228 | 1,254 | (2) |
| Trading income | 1,149 | 1,087 | 6 | 549 | 600 | (9) |
| Net gain/(loss) on non-trading financial instruments ${ }^{(1)(2)}$ | 433 | (27) | large | 59 | 374 | (84) |
| Net gain/(loss) on sale of property, plant and equipment | 6 | (21) | large | (1) | 7 | large |
| Net gain/(loss) from hedging ineffectiveness | 62 | (72) | large | 23 | 39 | (41) |
| Dividends | 10 | 12 | (17) | 5 | 5 | - |
| Share of profit of associates and joint ventures net of impairment | 292 | 289 | 1 | 138 | 154 | (10) |
| Other | 114 | 83 | 37 | 82 | 32 | large |
| Total other banking income - "statutory basis" | 5,626 | 4,576 | 23 | 2,628 | 2,998 | (12) |

(1) Inclusive of non-trading derivatives that are held for risk management purposes.
(2) The half year ended 31 December 2016 includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.

Other Banking Income - Reconciliation of Cash and Statutory Basis
The table below sets out various accounting impacts arising from the application of AASB 139 "Financial Instruments: Recognition and Measurement" to the Group's derivative hedging activities and other non-cash items.

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | Jun 17 vs Dec 16 \% |
| Other banking income - "cash basis" | 5,520 | 4,860 | 14 | 2,534 | 2,986 | (15) |
| Revenue hedge of New Zealand operations unrealised | 35 | (197) | large | 37 | (2) | large |
| Hedging and IFRS volatility | 71 | (87) | large | 57 | 14 | large |
| Other banking income - "statutory basis" | 5,626 | 4,576 | 23 | 2,628 | 2,998 | (12) |

## 6. CommInsure and Sovereign Sources of Profit

Wealth Management - CommInsure

| Sources of Profit from Commlnsure | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{aligned} & \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Life insurance operating margins: |  |  |  |  |  |  |
| Planned profit margins | 164 | 192 | (15) | 84 | 80 | 5 |
| Experience variations | (130) | (112) | 16 | (36) | (94) | (62) |
| Funds management operating margins | 75 | 78 | (4) | 37 | 38 | (3) |
| General insurance operating margins | 56 | 45 | 24 | (4) | 60 | large |
| Operating margins | 165 | 203 | (19) | 81 | 84 | (4) |
| Investment experience after tax | 41 | 71 | (42) | 19 | 22 | (14) |
| Non-controlling interests | (4) | - | large | (4) | - | large |
| Cash net profit after tax | 202 | 274 | (26) | 96 | 106 | (9) |

New Zealand - Sovereign

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sources of Profit from Sovereign | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | 30 Jun 16 <br> NZ\$M | Jun 17 vs Jun 16 \% | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Planned profit margins | 92 | 93 | (1) | 45 | 47 | (4) |
| Experience variations | 13 | (3) | large | 8 | 5 | 60 |
| Operating margins | 105 | 90 | 17 | 53 | 52 | 2 |
| Investment experience after tax | (3) | 15 | large | 5 | (8) | large |
| Cash net profit after tax | 102 | 105 | (3) | 58 | 44 | 32 |

## 7. Operating Expenses

|  | Full Year Ended |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{gathered} \text { Jun } 17 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{~m} \end{array}$ | Jun 17 vs <br> Dec 16 \% |
| Staff Expenses |  |  |  |  |  |  |
| Salaries and related on-costs ${ }^{(1)}$ | 5,652 | 5,657 | - | 2,826 | 2,826 | - |
| Share-based compensation | 122 | 102 | 20 | 61 | 61 | - |
| Superannuation | 494 | 410 | 20 | 273 | 221 | 24 |
| Total staff expenses | 6,268 | 6,169 | 2 | 3,160 | 3,108 | 2 |
| Occupancy and Equipment Expenses |  |  |  |  |  |  |
| Operating lease rentals | 661 | 650 | 2 | 331 | 330 | - |
| Depreciation of property, plant and equipment | 288 | 266 | 8 | 145 | 143 | 1 |
| Other occupancy expenses | 190 | 218 | (13) | 95 | 95 | - |
| Total occupancy and equipment expenses | 1,139 | 1,134 | - | 571 | 568 | 1 |
| Information Technology Services |  |  |  |  |  |  |
| Application maintenance and development | 512 | 511 | - | 290 | 222 | 31 |
| Data processing | 210 | 197 | 7 | 105 | 105 | - |
| Desktop | 188 | 143 | 31 | 89 | 99 | (10) |
| Communications | 193 | 203 | (5) | 100 | 93 | 8 |
| Amortisation of software assets ${ }^{(2)}$ | 779 | 379 | large | 166 | 613 | (73) |
| Software write-offs | 6 | 1 | large | 6 | - | large |
| IT equipment depreciation | 53 | 51 | 4 | 30 | 23 | 30 |
| Total information technology services | 1,941 | 1,485 | 31 | 786 | 1,155 | (32) |
| Other Expenses |  |  |  |  |  |  |
| Postage and stationery | 187 | 192 | (3) | 90 | 97 | (7) |
| Transaction processing and market data | 186 | 179 | 4 | 88 | 98 | (10) |
| Fees and commissions: |  |  |  |  |  |  |
| Professional fees | 404 | 247 | 64 | 229 | 175 | 31 |
| Other | 76 | 93 | (18) | 33 | 43 | (23) |
| Advertising, marketing and loyalty | 437 | 491 | (11) | 240 | 197 | 22 |
| Amortisation of intangible assets (excluding software and merger related amortisation) | 11 | 14 | (21) | 4 | 7 | (43) |
| Non-lending losses | 125 | 103 | 21 | 71 | 54 | 31 |
| Other | 304 | 327 | (7) | 129 | 175 | (26) |
| Total other expenses | 1,730 | 1,646 | 5 | 884 | 846 | 4 |
| Total operating expenses - "cash basis" | 11,078 | 10,434 | 6 | 5,401 | 5,677 | (5) |
| Investment and Restructuring |  |  |  |  |  |  |
| Merger related amortisation ${ }^{(3)}$ | 4 | 39 | (90) | 2 | 2 | - |
| Total investment and restructuring | 4 | 39 | (90) | 2 | 2 | - |
| Total operating expenses - "statutory basis" | 11,082 | 10,473 | 6 | 5,403 | 5,679 | (5) |

(1) Comparative information has been restated to reflect the changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
(2) The half year ended 31 December 2016 includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(3) Merger related amortisation relates to Bankwest core deposits and customer lists.

## 8. Income Tax Expense

|  | Full Year Ended ${ }^{(1)}$ |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
|  | \$M | \$M | \$M | \$M |
| Profit before Income Tax | 13,944 | 12,849 | 7,114 | 6,830 |
| Prima facie income tax at $30 \%$ | 4,183 | 3,855 | 2,134 | 2,049 |
| Effect of amounts which are non-deductible/(assessable) in calculating taxable income: |  |  |  |  |
| Taxation offsets and other dividend adjustments | (11) | (4) | (5) | (6) |
| Tax adjustment referable to policyholder income | 22 | 71 | 39 | (17) |
| Tax losses not previously brought to account | (56) | (5) | 24 | (80) |
| Offshore tax rate differential | (76) | (79) | (40) | (36) |
| Offshore banking unit | (42) | (33) | (21) | (21) |
| Effect of changes in tax rates | 4 | 1 | 2 | 2 |
| Income tax (over)/under provided in previous years | (66) | (177) | (73) | 7 |
| Other | 34 | (23) | 6 | 28 |
| Total income tax expense | 3,992 | 3,606 | 2,066 | 1,926 |
|  |  |  |  |  |
| Corporate tax expense | 3,960 | 3,505 | 2,010 | 1,950 |
| Policyholder tax expense/benefit | 32 | 101 | 56 | (24) |
| Total income tax expense | 3,992 | 3,606 | 2,066 | 1,926 |
| Effective Tax Rate (\%) ${ }^{(2)}$ | 28.5 | 27.5 | 28.5 | 28.5 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Policyholder tax is excluded from both profit before income tax and tax expense for the purpose of calculating the Group's effective tax rate as it is not incurred directly by the Group.

## 9. Loans, Bills Discounted and Other Receivables

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | $31 \text { Dec } 16$ | 30 Jun 16 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Overdrafts | 24,385 | 22,813 | 26,857 |
| Home loans | 436,184 | 423,163 | 409,452 |
| Credit card outstandings | 12,073 | 12,280 | 12,122 |
| Lease financing | 4,302 | 4,305 | 4,412 |
| Bills discounted | 7,486 | 7,993 | 10,507 |
| Term loans and other lending | 149,506 | 146,526 | 140,784 |
| Total Australia | 633,936 | 617,080 | 604,134 |
| New Zealand |  |  |  |
| Overdrafts | 1,091 | 1,027 | 1,119 |
| Home loans | 48,724 | 48,347 | 45,640 |
| Credit card outstandings | 960 | 997 | 912 |
| Lease financing | 28 | 30 | 45 |
| Term loans and other lending | 26,912 | 26,207 | 24,696 |
| Total New Zealand | 77,715 | 76,608 | 72,412 |
| Other Overseas |  |  |  |
| Overdrafts | 454 | 473 | 473 |
| Home loans | 949 | 1,022 | 982 |
| Lease financing | 8 | 18 | 27 |
| Term loans and other lending | 23,477 | 22,609 | 22,271 |
| Total Other Overseas | 24,888 | 24,122 | 23,753 |
| Gross loans, bills discounted and other receivables | 736,539 | 717,810 | 700,299 |
| Less: |  |  |  |
| Provisions for Loan Impairment: |  |  |  |
| Collective provision | $(2,722)$ | $(2,782)$ | $(2,783)$ |
| Individually assessed provisions | (971) | $(1,007)$ | (935) |
| Unearned income: |  |  |  |
| Term loans | (681) | (689) | (701) |
| Lease financing | (403) | (427) | (482) |
|  | $(4,777)$ | $(4,905)$ | $(4,901)$ |
| Net loans, bills discounted and other receivables | 731,762 | 712,905 | 695,398 |

## Appendices

## 10. Provisions for Impairment and Asset Quality

Financial assets that are neither past due nor impaired have been segmented into investment, pass and weak classifications.
This segmentation of loans in retail and risk-rated portfolios is based on the mapping of a customer's internally assessed Probability of Default (PD) to Standard and Poor's ratings, reflecting a client's ability to meet their credit obligations. In particular, retail PD pools have been aligned to the Group's PD grades, which are consistent with rating agency views of credit quality segmentation. Investment grade is representative of lower assessed default probabilities with other classifications reflecting progressively higher default risk. No consideration is given to Loss Given Default (LGD), the impact of any recoveries or the potential benefit of mortgage insurance.
Segmentation of financial assets other than loans is based on external credit ratings of the counterparties and issuers of financial instruments held by the Group.

|  | As at 30 June 2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans \$M | Other <br> Personal \$M | Asset <br> Financing <br> \$M | Other Commercial Industrial $\mathbf{\$ M}$ | Total \$M |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 311,666 | 4,249 | 310 | 101,103 | 417,328 |
| Pass Grade | 152,565 | 15,718 | 7,610 | 109,121 | 285,014 |
| Weak | 8,725 | 3,416 | 164 | 3,670 | 15,975 |
| Total loans which were neither past due nor impaired | 472,956 | 23,383 | 8,084 | 213,894 | 718,317 |
| Loans which were past due but not impaired |  |  |  |  |  |
| Past due 1-29 days | 6,627 | 831 | 87 | 1,402 | 8,947 |
| Past due 30-59 days | 1,860 | 225 | 61 | 160 | 2,306 |
| Past due 60-89 days | 975 | 136 | 25 | 119 | 1,255 |
| Past due 90-179 days | 1,177 | 16 | 2 | 156 | 1,351 |
| Past due 180 days or more | 1,066 | 9 | - | 243 | 1,318 |
| Total loans past due but not impaired | 11,705 | 1,217 | 175 | 2,080 | 15,177 |


|  | As at 30 June 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans \$M | Other <br> Personal \$M | Asset <br> Financing \$M | OtherCommercialIndustrial$\mathbf{\$ M}$ | Total \$M |
|  |  |  |  |  |  |
| Loans which were neither past due nor impaired ${ }^{(2)}$ |  |  |  |  |  |
| Investment Grade | 290,404 | 4,454 | 307 | 100,510 | 395,675 |
| Pass Grade | 142,180 | 15,628 | 7,128 | 103,950 | 268,886 |
| Weak | 10,189 | 3,669 | 198 | 3,262 | 17,318 |
| Total loans which were neither past due nor impaired | 442,773 | 23,751 | 7,633 | 207,722 | 681,879 |
| Loans which were past due but not impaired |  |  |  |  |  |
| Past due 1-29 days | 7,494 | 830 | 93 | 1,044 | 9,461 |
| Past due 30-59 days | 1,942 | 229 | 47 | 194 | 2,412 |
| Past due 60-89 days | 946 | 139 | 24 | 116 | 1,225 |
| Past due 90-179 days | 1,065 | 16 | 1 | 183 | 1,265 |
| Past due 180 days or more | 834 | 11 | 2 | 231 | 1,078 |
| Total loans past due but not impaired | 12,281 | 1,225 | 167 | 1,768 | 15,441 |

(1) Included in these balances are credit card facilities and other unsecured portfolio managed facilities up to 90 days past due. At 90 days past due all unsecured portfolio managed facilities are classified as impaired.
(2) Following enhancements to methodology in the current period, there was a change to the categorisation of credit exposures by credit grade for loans which were neither past due nor impaired. Comparative information was restated to conform to presentation in the current period.

## 10. Provisions for Impairment and Asset Quality (continued)

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $30 \text { Jun } 17$ | $30 \text { Jun } 16$ | 30 Jun 17 | $31 \text { Dec } 16$ |
| Movement in gross impaired assets |  |  |  |  |
| Gross impaired assets - opening balance | 3,116 | 2,855 | 3,375 | 3,116 |
| New and increased | 2,164 | 2,370 | 970 | 1,194 |
| Balances written off | $(1,225)$ | $(1,328)$ | (641) | (584) |
| Returned to performing or repaid | $(1,637)$ | $(1,460)$ | $(1,071)$ | (566) |
| Portfolio managed - new/increased/return to performing/repaid | 769 | 679 | 554 | 215 |
| Gross impaired assets - closing balance ${ }^{(1)}$ | 3,187 | 3,116 | 3,187 | 3,375 |

(1) Includes $\$ 3,045$ million of loans and advances and $\$ 142$ million of other financial assets ( 31 December 2016: $\$ 3,165$ million of loans and advances and $\$ 210$ million of other financial assets; 30 June 2016: $\$ 2,979$ million of loans and advances and $\$ 137$ million of other financial assets).

|  | As at |
| :--- | ---: |
|  | $\mathbf{3 0}$ Jun $\mathbf{1 7}$ |
| $\mathbf{\$ M}$ | $\mathbf{3 0}$ Jun $\mathbf{1 6}$ |
| $\mathbf{\$ M}$ |  |
| Impaired assets by size of asset |  |
| Less than $\$ 1$ million | $\mathbf{1 , 4 5 2}$ |
| \$1 million to $\$ 10$ million | $\mathbf{9 2 6}$ |
| Greater than $\$ 10$ million | $\mathbf{8}$ |
| Gross impaired assets | $\mathbf{8 0 9}$ |
| Less total provisions for impaired assets ${ }^{(1)}$ | $\mathbf{3 , 1 8 7}$ |
| Net impaired assets | $\mathbf{( 1 , 1 4 9 )}$ |

(1) Includes $\$ 980$ million of individually assessed provisions and $\$ 169$ million of collective provisions (30 June 2016: $\$ 944$ million of individually assessed provisions and $\$ 183$ million of collective provisions).

## Appendices

## 10. Provisions for Impairment and Asset Quality (continued)

## Provisioning Policy

Provisions for impairment are maintained at an amount adequate to cover incurred credit related losses.
For loans and other receivables, the Group assesses at each Balance Sheet date whether there is any objective evidence of impairment. Individually assessed provisions are made against financial assets that are individually significant, or which have been individually assessed as impaired. All loans and other receivables that do not have an individually assessed provision are assessed collectively for impairment. If there is objective evidence of impairment, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the expected future cash flows (excluding future credit losses that have not been incurred), discounted at the financial asset's original effective interest rate. Short-term balances are not discounted.

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $30 \text { Jun } 17$ | $30 \text { Jun } 16$ | $30 \text { Jun } 17$ | $31 \text { Dec } 16$ |
|  |  |  |  | \$M |
| Provision for impairment losses |  |  |  |  |
| Collective provision |  |  |  |  |
| Opening balance | 2,818 | 2,762 | 2,807 | 2,818 |
| Net collective provision funding | 617 | 664 | 293 | 324 |
| Impairment losses written off | (894) | (846) | (451) | (443) |
| Impairment losses recovered | 210 | 225 | 103 | 107 |
| Other | (4) | 13 | (5) | 1 |
| Closing balance | 2,747 | 2,818 | 2,747 | 2,807 |
| Individually assessed provisions |  |  |  |  |
| Opening balance | 944 | 887 | 1,017 | 944 |
| Net new and increased individual provisioning | 670 | 788 | 300 | 370 |
| Write-back of provisions no longer required | (192) | (196) | (97) | (95) |
| Discount unwind to interest income | (31) | (27) | (15) | (16) |
| Impairment losses written off | (454) | (571) | (247) | (207) |
| Other | 43 | 63 | 22 | 21 |
| Closing balance | 980 | 944 | 980 | 1,017 |
| Total provisions for impairment losses | 3,727 | 3,762 | 3,727 | 3,824 |
| Less: Provision for Off Balance Sheet exposures | (34) | (44) | (34) | (35) |
| Total provisions for loan impairment | 3,693 | 3,718 | 3,693 | 3,789 |


|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
|  | \% | \% | \% | \% |
| Provision ratios |  |  |  |  |
| Total provisions for impaired assets as a \% of gross impaired assets | 36. 05 | 36. 17 | 36. 05 | 35. 02 |
| Total provisions for impairment losses as a \% of gross loans and acceptances | 0.51 | 0.54 | 0.51 | 0.53 |


|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
|  | \$M | \$M | \$M | \$M |
| Loan impairment expense |  |  |  |  |
| Net collective provisioning funding | 617 | 664 | 293 | 324 |
| Net new and increased individual provisioning | 670 | 788 | 300 | 370 |
| Write-back of individually assessed provisions | (192) | (196) | (97) | (95) |
| Total loan impairment expense | 1,095 | 1,256 | 496 | 599 |

## 11. Intangible Assets

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
|  | \$M | \$M | \$M |
| Goodwill |  |  |  |
| Purchased goodwill at cost | 7,872 | 7,880 | 7,925 |
| Closing balance | 7,872 | 7,880 | 7,925 |
| Computer Software Costs |  |  |  |
| Cost | 4,329 | 4,095 | 3,823 |
| Accumulated amortisation | $(2,395)$ | $(2,198)$ | $(1,595)$ |
| Closing balance | 1,934 | 1,897 | 2,228 |
| Core Deposits ${ }^{(1)}$ |  |  |  |
| Cost | 495 | 495 | 495 |
| Accumulated amortisation | (495) | (495) | (495) |
| Closing balance | - | - | - |
| Brand Names ${ }^{(2)}$ |  |  |  |
| Cost | 190 | 190 | 190 |
| Accumulated amortisation | (1) | (1) | (1) |
| Closing balance | 189 | 189 | 189 |
| Other Intangibles ${ }^{(3)}$ |  |  |  |
| Cost | 154 | 155 | 156 |
| Accumulated amortisation | (125) | (121) | (114) |
| Closing balance | 29 | 34 | 42 |
| Total Intangible assets | 10,024 | 10,000 | 10,384 |

(1) Core deposits represent the value of the Bankwest deposit base compared to the avoided cost of alternative funding sources such as securitisation and wholesale funding. This asset was acquired on 19 December 2008 with a useful life of seven years based on the weighted average attrition rates of the Bankwest deposit portfolio. It was fully amortised during the 2016 financial year.
(2) Brand names predominantly represent the value of royalty costs foregone by the Group through acquiring the Bankwest brand name. The royalty costs that would have been incurred by an entity using the Bankwest brand name are based on an annual percentage of income generated by Bankwest. The Bankwest brand name has an indefinite useful life as there is no foreseeable limit to the period over which the brand name is expected to generate cash flows. It is not subject to amortisation, but is subject to annual impairment testing. No impairment was required as a result of this test. The balance also includes Count Financial Limited brand name ( $\$ 4$ million) that is amortised over the estimated useful life of 20 years.
(3) Other intangibles include the value of credit card relationships acquired from Bankwest and Count franchise relationships. This value represents future net income generated from the relationships that existed at Balance Sheet date. The assets have a useful life of 10 years based on the attrition rates of customers.

## 12. Deposits and Other Public Borrowings

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Certificates of deposit | 39,854 | 41,018 | 43,762 |
| Term deposits | 158,453 | 151,263 | 138,443 |
| On-demand and short-term deposits | 293,579 | 286,407 | 281,648 |
| Deposits not bearing interest | 41,787 | 37,833 | 35,164 |
| Securities sold under agreements to repurchase | 16,175 | 13,015 | 17,124 |
| Total Australia | 549,848 | 529,536 | 516,141 |
| New Zealand |  |  |  |
| Certificates of deposit | 2,409 | 2,521 | 2,779 |
| Term deposits | 27,396 | 24,560 | 22,060 |
| On-demand and short-term deposits | 21,530 | 23,082 | 23,752 |
| Deposits not bearing interest | 3,847 | 3,784 | 3,345 |
| Total New Zealand | 55,182 | 53,947 | 51,936 |
| Other Overseas |  |  |  |
| Certificates of deposit | 10,087 | 9,343 | 6,319 |
| Term deposits | 8,912 | 10,694 | 10,009 |
| On-demand and short-term deposits | 2,482 | 2,507 | 3,575 |
| Deposits not bearing interest | 49 | 64 | 65 |
| Securities sold under agreements to repurchase | 95 | - | - |
| Total Other Overseas | 21,625 | 22,608 | 19,968 |
| Total deposits and other public borrowings | 626,655 | 606,091 | 588,045 |

## 13. Financial Reporting by Segments

|  | Full Year Ended 30 June 2017 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail <br> Banking <br> Services <br> \$M | Business and <br> Private <br> Banking <br> \$M | Institutional Banking and Markets \$M | Wealth Management \$M | Zealand | Bankwest \$M | IFS and Other \$M | Total \$M |
| Net interest income | 9,225 | 3,044 | 1,507 | - | 1,654 | 1,644 | 526 | 17,600 |
| Other banking income ${ }^{(1)}$ | 2,000 | 925 | 1,347 | - | 290 | 243 | 715 | 5,520 |
| Total banking income | 11,225 | 3,969 | 2,854 | - | 1,944 | 1,887 | 1,241 | 23,120 |
| Funds management income | - | - | - | 1,894 | 92 | - | 48 | 2,034 |
| Insurance income | - | - | - | 438 | 278 | - | 70 | 786 |
| Total operating income | 11,225 | 3,969 | 2,854 | 2,332 | 2,314 | 1,887 | 1,359 | 25,940 |
| Investment experience ${ }^{(2)}$ | - | - | - | 79 | (7) | - | (7) | 65 |
| Total income | 11,225 | 3,969 | 2,854 | 2,411 | 2,307 | 1,887 | 1,352 | 26,005 |
| Operating expenses ${ }^{(3)}$ | $(3,452)$ | $(1,551)$ | $(1,072)$ | $(1,653)$ | (909) | (794) | $(1,647)$ | $(11,078)$ |
| Loan impairment expense | (699) | (74) | (64) | - | (65) | (89) | (104) | $(1,095)$ |
| Net profit before tax | 7,074 | 2,344 | 1,718 | 758 | 1,333 | 1,004 | (399) | 13,832 |
| Corporate tax (expense)/benefit | $(2,110)$ | (705) | (412) | (201) | (360) | (302) | 163 | $(3,927)$ |
| Non-controlling interests | - | - | - | (4) | - | - | (20) | (24) |
| Net profit after tax - "cash basis" ${ }^{(4)}$ | 4,964 | 1,639 | 1,306 | 553 | 973 | 702 | (256) | 9,881 |
| Hedging and IFRS volatility | - | - | - | - | 27 | - | 46 | 73 |
| Other non-cash items | - | - | - | (23) | - | (3) | - | (26) |
| Net profit after tax - "statutory basis" | 4,964 | 1,639 | 1,306 | 530 | 1,000 | 699 | (210) | 9,928 |
| Additional information |  |  |  |  |  |  |  |  |
| Balance Sheet |  |  |  |  |  |  |  |  |
| Total assets | 356,503 | 106,972 | 173,234 | 22,014 | 86,784 | 86,166 | 144,701 | 976,374 |
| Total liabilities | 252,773 | 83,499 | 161,807 | 27,455 | 80,625 | 56,691 | 249,808 | 912,658 |

(1) The current year includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
(2) Investment experience is presented on a pre-tax basis.
(3) The current year includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.


## 13. Financial Reporting by Segments (continued)

|  | Full Year Ended 30 June $2016{ }^{(1)}$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail <br> Banking <br> Services <br> \$M | Business and <br> Private <br> Banking <br> \$M | Institutional <br> Banking and Markets \$M | Wealth Management \$M | New <br> Zealand \$M | Bankwest \$M | IFS and Other \$M | Total \$M |
| Net interest income | 8,717 | 3,001 | 1,617 |  | 1,581 | 1,657 | 362 | 16,935 |
| Other banking income | 1,794 | 839 | 1,276 | - | 288 | 217 | 446 | 4,860 |
| Total banking income | 10,511 | 3,840 | 2,893 | - | 1,869 | 1,874 | 808 | 21,795 |
| Funds management income | - | - | - | 1,891 | 80 | - | 45 | 2,016 |
| Insurance income | - | - | - | 502 | 242 | - | 51 | 795 |
| Total operating income | 10,511 | 3,840 | 2,893 | 2,393 | 2,191 | 1,874 | 904 | 24,606 |
| Investment experience ${ }^{(2)}$ | - | - | - | 121 | 16 | - | 4 | 141 |
| Total income | 10,511 | 3,840 | 2,893 | 2,514 | 2,207 | 1,874 | 908 | 24,747 |
| Operating expenses | $(3,373)$ | $(1,488)$ | $(1,082)$ | $(1,681)$ | (889) | (773) | $(1,148)$ | $(10,434)$ |
| Loan impairment expense | (663) | (176) | (252) | - | (120) | 10 | (55) | $(1,256)$ |
| Net profit before tax | 6,475 | 2,176 | 1,559 | 833 | 1,198 | 1,111 | (295) | 13,057 |
| Corporate tax (expense)/benefit | $(1,935)$ | (654) | (369) | (221) | (317) | (333) | 237 | $(3,592)$ |
| Non-controlling interests | - | - | - | - | - | - | (20) | (20) |
| Net profit after tax - "cash basis" ${ }^{(3)}$ | 4,540 | 1,522 | 1,190 | 612 | 881 | 778 | (78) | 9,445 |
| Hedging and IFRS volatility | - | - | - | - | (139) | - | (60) | (199) |
| Other non-cash items | - | - | - | 4 | - | (27) | - | (23) |
| Net profit after tax - "statutory basis" | 4,540 | 1,522 | 1,190 | 616 | 742 | 751 | (138) | 9,223 |
| Additional information |  |  |  |  |  |  |  |  |
| Amortisation and depreciation | (214) | (112) | (87) | (39) | (77) | (60) | (160) | (749) |
| Balance Sheet |  |  |  |  |  |  |  |  |
| Total assets | 334,632 | 101,452 | 181,252 | 21,003 | 80,386 | 82,880 | 131,396 | 933,001 |
| Total liabilities | 238,524 | 76,181 | 154,519 | 26,234 | 73,831 | 51,100 | 252,048 | 872,437 |

 long-term incentives in Wealth Management
(2) Investment experience is presented on a pre-tax basis.


## 13. Financial Reporting by Segments (continued)

|  | Half Year Ended 30 June 2017 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail Banking Services \$M | Business and <br> Private <br> Banking \$M | Institutional Banking and Markets \$M | Wealth Management \$M | Zealand \$M | Bankwest \$M | IFS and Other \$M | Total \$M |
| Net interest income | 4,641 | 1,531 | 746 | - | 821 | 825 | 293 | 8,857 |
| Other banking income | 994 | 467 | 623 | - | 150 | 122 | 178 | 2,534 |
| Total banking income | 5,635 | 1,998 | 1,369 | - | 971 | 947 | 471 | 11,391 |
| Funds management income | - | - | - | 961 | 47 | - | 22 | 1,030 |
| Insurance income | - | - | - | 218 | 139 | - | 36 | 393 |
| Total operating income | 5,635 | 1,998 | 1,369 | 1,179 | 1,157 | 947 | 529 | 12,814 |
| Investment experience ${ }^{(1)}$ | - | - | - | 45 | 5 | - | (1) | 49 |
| Total income | 5,635 | 1,998 | 1,369 | 1,224 | 1,162 | 947 | 528 | 12,863 |
| Operating expenses | $(1,730)$ | (776) | (527) | (806) | (456) | (406) | (700) | $(5,401)$ |
| Loan impairment expense | (349) | (10) | (20) | - | (18) | (46) | (53) | (496) |
| Net profit before tax | 3,556 | 1,212 | 822 | 418 | 688 | 495 | (225) | 6,966 |
| Corporate tax (expense)/benefit | $(1,058)$ | (364) | (199) | (110) | (186) | (148) | 88 | $(1,977)$ |
| Non-controlling interests | - | - | - | (4) | - | - | (11) | (15) |
| Net profit after tax - "cash basis" ${ }^{(2)}$ | 2,498 | 848 | 623 | 304 | 502 | 347 | (148) | 4,974 |
| Hedging and IFRS volatility | - | - | - | - | 25 | - | 40 | 65 |
| Other non-cash items | - | - | - | (4) | - | (2) | - | (6) |
| Net profit after tax - "statutory basis" | 2,498 | 848 | 623 | 300 | 527 | 345 | (108) | 5,033 |
| Additional information |  |  |  |  |  |  |  |  |
| Amortisation and depreciation | (99) | (55) | (46) | (19) | (42) | (14) | (72) | (347) |
| Balance Sheet |  |  |  |  |  |  |  |  |
| Total assets | 356,503 | 106,972 | 173,234 | 22,014 | 86,784 | 86,166 | 144,701 | 976,374 |
| Total liabilities | 252,773 | 83,499 | 161,807 | 27,455 | 80,625 | 56,691 | 249,808 | 912,658 |

(1) Investment experience is presented on a pre-tax basis.

13. Financial Reporting by Segments (continued)

| Geographical Information | Full Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 17 | 30 Jun 16 | 30 Jun 16 |
| Financial Performance and Position | \$M | \% | \$M | \% |
| Income |  |  |  |  |
| Australia | 37,304 | 83.0 | 36,721 | 82.7 |
| New Zealand | 5,099 | 11.3 | 5,015 | 11.3 |
| Other locations ${ }^{(1)}$ | 2,546 | 5.7 | 2,643 | 6. 0 |
| Total income | 44,949 | 100.0 | 44,379 | 100.0 |
| Non-Current Assets |  |  |  |  |
| Australia | 15,301 | 91.8 | 15,687 | 91.7 |
| New Zealand | 1,045 | 6.2 | 1,087 | 6. 4 |
| Other locations ${ }^{(1)}$ | 329 | 2. 0 | 326 | 1.9 |
| Total non-current assets ${ }^{(2)}$ | 16,675 | 100.0 | 17,100 | 100.0 |

(1) Other locations include: United Kingdom, United States, Japan, Singapore, Malta, Hong Kong, Indonesia, China, India, Vietnam and South Africa.
(2) Non-current assets include Property, plant and equipment, Investments in associates and joint ventures, and Intangibles.

The geographical segment represents the location in which the transaction was recognised.

## 14. Integrated Risk Management

The major categories of risk actively managed by the Group include credit risk, market risk, liquidity and funding risk, and operational risks.
The Group's approach to risk management including governance, management, material business risks, and policies and procedures are described in the Notes to the Financial Statements in the 30 June 2017 Annual Report of the Group. Further disclosures in respect of capital adequacy and risk are provided in the Group's annual Pillar 3 document.

## Credit Risk

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

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

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
| By Industry ${ }^{(1)}$ | \% | \% | \% |
| Agriculture, forestry and fishing | 2. 0 | 2. 0 | 1.9 |
| Banks | 6. 1 | 6. 3 | 6. 8 |
| Business services | 1. 3 | 1.3 | 1.2 |
| Construction | 0.8 | 0.8 | 0.8 |
| Consumer | 55.4 | 54.8 | 54.9 |
| Culture and recreational services | 0.7 | 0.7 | 0.7 |
| Energy | 1. 1 | 1. 2 | 1. 1 |
| Finance - Other | 5.0 | 5.1 | 5. 2 |
| Health and community service | 0.7 | 0.7 | 0.7 |
| Manufacturing | 1.6 | 1.6 | 1.6 |
| Mining | 1. 4 | 1. 4 | 1.5 |
| Property | 6.5 | 6. 7 | 6. 6 |
| Retail trade and wholesale trade | 2. 2 | 2. 4 | 2. 4 |
| Sovereign | 9.7 | 9. 5 | 9. 0 |
| Transport and storage | 1.5 | 1.5 | 1.5 |
| Other | 4. 0 | 4. 0 | 4. 1 |
|  | 100.0 | 100.0 | 100.0 |


|  | As at |  |  |
| :--- | ---: | ---: | ---: | ---: |
| By Region ${ }^{(1)}$ | $\mathbf{3 0}$ Jun $\mathbf{1 7}$ | $\mathbf{3 1}$ Dec $\mathbf{1 6}$ | $\mathbf{3 0}$ Jun $\mathbf{1 6}$ |
| Australia | $\mathbf{\%}$ | $\mathbf{\%}$ |  |
| New Zealand | $\mathbf{7 6 . 9}$ | 76.4 | 76.7 |
| Europe | $\mathbf{9 . 7}$ | 9.7 | 9.2 |
| Americas | $\mathbf{5 . 5}$ | 5.8 | 5.4 |
| Asia | $\mathbf{4 . 2}$ | 4.2 | 4.5 |
| Other | $\mathbf{3 . 5}$ | 3.7 | 3.8 |
|  | $\mathbf{0 . 2}$ | 0.2 | 0.4 |


|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
| Commercial Portfolio Quality ${ }^{(1)}$ | \% | \% | \% |
| AAA/AA | 32.8 | 32.0 | 31.8 |
| A | 17.4 | 17.6 | 17.8 |
| BBB | 19.0 | 19.1 | 19.1 |
| Other | 30.8 | 31.3 | 31.3 |
|  | 100.0 | 100.0 | 100.0 |

[^7]As a measure of individually risk-rated commercial portfolio exposure (including finance and insurance), the Group has $69.2 \%$ (December 2016: 68.7\%; June 2016: 68.7\%) of commercial exposures at investment grade quality.

## 14. Integrated Risk Management (continued)

## Market Risk

Market risk in the Balance Sheet is discussed within Note 33 of the 2017 Annual Report.

## Value at Risk (VaR)

The Group uses Value-at-Risk (VaR) as one of the measures of Traded and Non-Traded market risk. VaR is a statistical measure of potential loss using historically observed market movements.
VaR is modelled at a $97.5 \%$ confidence level. A 1-day holding period is used for trading book positions. A 20-day holding period is used for Interest Rate Risk in the Banking Book, insurance business market risk and Non-traded equity risk.

Where VaR is deemed not to be an appropriate method of risk measurement other risk measures have been used, as specified by the heading or accompanying footnotes of the tables provided.

|  | Average VaR |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| Traded Market Risk ${ }^{(1)}$ | \$M | \$M | \$M | \$M |
| Risk Type |  |  |  |  |
| Interest rate risk ${ }^{(2)}$ | 6.0 | 12. 0 | 9. 6 | 6. 3 |
| Foreign exchange risk | 1.3 | 2. 3 | 1. 9 | 2. 6 |
| Equities risk | 0.4 | 0.6 | 0.5 | 0. 4 |
| Commodities risk | 3.2 | 2. 7 | 2. 2 | 2. 1 |
| Credit spread risk | 3.0 | 3.6 | 3. 1 | 2. 9 |
| Diversification benefit | (7.7) | (11. 1) | (8. 2) | (8.4) |
| Total general market risk | 6.2 | 10.1 | 9.1 | 5.9 |
| Undiversified risk | 2.2 | 2. 2 | 2. 3 | 2. 3 |
| ASB | 0.2 | 0.2 | 0.1 | 0.2 |
| Total | 8.6 | 12.5 | 11.5 | 8.4 |

(1) Average $\operatorname{VaR}$ is at 1 day $97.5 \%$ confidence, and is calculated for each six month period.
(2) For the balance as at 30 June 2017, the decrease in traded market risk VaR was mainly driven by an enhanced internal model methodology for the treatment of some longer term interest rates, particularly in currencies with negative or near zero rates, which commenced in September 2016.

|  | Average VaR ${ }^{(1)}$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non-Traded VaR in Australian Life Insurance | $\mathbf{3 0}$ Jun 17 | $\mathbf{3 1}$ Dec 16 | $\mathbf{3 0}$ Jun 16 | $\mathbf{3 1}$ Dec $\mathbf{1 5}$ |
| Business (20 day 97.5\% confidence) | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Shareholder funds $^{(2)}$ | $\mathbf{1 . 3}$ | 1.3 | 2.1 | 5.7 |
| Guarantees (to Policyholders) $^{(3)}$ | $\mathbf{2 3 . 1}$ | 21.6 | 21.7 | 17.0 |

(1) For the half year ended.
(2) VaR in relation to the investment of Shareholder Funds.
(3) VaR in relation to product portfolios where the Group has a guaranteed liability to policyholders (e.g. annuities where we receive a lump sum payment and guarantee to pay a series of future payments).

## Non-Traded Equity

Non-traded equity includes all equity instruments outside the trading portfolio with the exception of the Group's structural and strategic holdings.

## Non-Traded Equity Risk VaR

(20 day 97.5\% confidence)

| As at |  |  |  |
| ---: | ---: | ---: | ---: |
| 30 Jun 17 | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| $\mathbf{2 6 . 0}$ | 26.9 | 34.0 | 43.5 |

14. Integrated Risk Management (continued)

Interest Rate Risk in the Banking Book
Interest Rate Risk in the Banking Book is discussed within Note 33 of the 2017 Annual Report.
(a) Next 12 Months' Earnings

The potential unfavourable change to the Group's net interest earnings based on 100 basis point parallel rate shock is as follows:

|  |  | $\mathbf{3 0}$ Jun 17 | $\mathbf{3 1} \mathbf{D e c} \mathbf{1 6}$ | $\mathbf{3 0}$ Jun 16 | $\mathbf{3 1}$ Dec $\mathbf{1 5}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net Interest Earnings at Risk ${ }^{(1)}$ |  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Average monthly exposure | AUD | $\mathbf{2 8 4 . 6}$ | 284.9 | 307.6 | 324.6 |
|  | NZD | $\mathbf{2 3 . 0}$ | 27.9 | 31.0 | 29.5 |
| High month exposure | AUD | $\mathbf{3 5 2 . 3}$ | 309.7 | 338.5 | 408.7 |
|  | NZD | $\mathbf{3 1 . 9}$ | 33.5 | 38.9 | 37.7 |
| Low month exposure | AUD | $\mathbf{2 4 8 . 9}$ | 260.7 | 286.5 | 227.1 |
|  | NZD | $\mathbf{1 7 . 4}$ | 21.4 | 16.5 | 23.9 |

(1) For the half year ended. NZD amounts are presented in NZD.
(b) Economic Value

A 20 day $97.5 \%$ VaR measure is used to capture the economic impact of adverse changes in interest rates on all banking book assets and liabilities.

|  | Average VaR ${ }^{(1)}$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non-Traded Interest Rate Risk | $\mathbf{3 0}$ Jun $\mathbf{1 7}$ | $\mathbf{3 1}$ Dec $\mathbf{1 6}$ | $\mathbf{3 0}$ Jun $\mathbf{1 6}$ | $\mathbf{3 1}$ Dec 15 |
| (20 day 97.5\% confidence) | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| AUD Interest rate risk | $\mathbf{9 2 . 9}$ | 99.3 | 79.5 | 51.8 |
| NZD Interest rate risk ${ }^{(2)}$ | $\mathbf{4 . 4}$ | 4.7 | 3.3 | 3.8 |

(1) For the half year ended. NZD amounts are presented in NZD.
(2) Relates specifically to ASB data as at month end.

## Appendices

## 14. Integrated Risk Management (continued)

## Funding Sources

The following table provides the funding sources for the Group including customer deposits, short-term and long-term wholesale funding. Shareholders' Equity is excluded from this view of funding sources.

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | Jun 17 vs <br> Dec 16 \% | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ |
| Transaction deposits | 98,884 | 93,641 | 89,780 | 6 | 10 |
| Savings deposits | 191,245 | 191,406 | 191,313 | - | - |
| Investment deposits | 220,530 | 211,711 | 197,085 | 4 | 12 |
| Other customer deposits ${ }^{(1)}$ | 50,259 | 44,593 | 39,796 | 13 | 26 |
| Total customer deposits | 560,918 | 541,351 | 517,974 | 4 | 8 |
| Wholesale funding |  |  |  |  |  |
| Short-term |  |  |  |  |  |
| Certificates of deposit ${ }^{(2)}$ | 43,584 | 44,100 | 43,702 | (1) | - |
| Euro commercial paper programme | 536 | 2,597 | 2,210 | (79) | (76) |
| US commercial paper programme | 28,652 | 32,013 | 28,395 | (10) | 1 |
| Euro medium-term note programme | 10,320 | 12,749 | 9,135 | (19) | 13 |
| Central Bank deposits | 21,125 | 20,626 | 17,826 | 2 | 19 |
| Other ${ }^{(3)}$ | 2,598 | 4,101 | 9,446 | (37) | (72) |
| Total short-term wholesale funding | 106,815 | 116,186 | 110,714 | (8) | (4) |
| Net collateral received | 974 | 5,728 | 4,009 | (83) | (76) |
| Internal RMBS sold under agreement to repurchase with RBA | 5,161 | 4,085 | 4,314 | 26 | 20 |
| Total short-term collateral deposits | 6,135 | 9,813 | 8,323 | (37) | (26) |
| Total long-term funding - less than or equal to one year residual maturity | 25,330 | 29,780 | 29,297 | (15) | (14) |
| Long-term - greater than one year residual maturity |  |  |  |  |  |
| Domestic debt program | 18,666 | 18,029 | 17,001 | 4 | 10 |
| Euro medium-term note programme | 25,770 | 26,160 | 25,272 | (1) | 2 |
| US medium-term note programme ${ }^{(4)}$ | 28,472 | 28,502 | 24,602 | - | 16 |
| Covered bond programme | 26,572 | 25,589 | 21,777 | 4 | 22 |
| Securitisation | 10,725 | 7,890 | 9,431 | 36 | 14 |
| Loan capital | 18,040 | 16,747 | 14,945 | 8 | 21 |
| Other | 3,705 | 3,145 | 5,093 | 18 | (27) |
| Total long-term funding - greater than one year residual maturity | 131,950 | 126,062 | 118,121 | 5 | 12 |
| IFRS MTM and derivative FX revaluations | 1,150 | 1,489 | 4,149 | (23) | (72) |
| Total funding | 832,298 | 824,681 | 788,578 | 1 | 6 |
| Reported as |  |  |  |  |  |
| Deposits and other public borrowings | 626,655 | 606,091 | 588,045 | 3 | 7 |
| Payables due to other financial institutions | 28,432 | 34,031 | 28,771 | (16) | (1) |
| Liabilities at fair value through Income Statement | 10,392 | 8,404 | 10,292 | 24 | 1 |
| Bank acceptances | 463 | 1,440 | 1,431 | (68) | (68) |
| Debt issues | 167,571 | 175,583 | 161,284 | (5) | 4 |
| Loan capital | 18,726 | 16,997 | 15,544 | 10 | 20 |
| Loans and other receivables - collateral posted | (968) | (520) | (720) | 86 | 34 |
| Receivables due from other financial institutions - collateral posted | $(5,338)$ | $(6,263)$ | $(7,144)$ | (15) | (25) |
| Securities purchased under agreements to resell | $(13,635)$ | $(11,082)$ | $(8,925)$ | 23 | 53 |
| Total funding | 832,298 | 824,681 | 788,578 | 1 | 6 |

(1) Other customer deposits primarily consist of non-interest bearing deposits and deposits held at fair value through the Income Statement.
(2) Includes Bank acceptances.
(3) Includes net securities sold under agreement to repurchase and purchased under agreement to resell and interbank borrowings.
(4) Includes notes issued under the Bank's 3(a)(2) program.

## 15. Counterparty and Other Credit Risk Exposures

## Securitisation Vehicles

Reason for establishment - The Group conducts an asset securitisation program that transfers assets to a Special Purpose Vehicle (SPV) and issues asset-backed securities to investors. The Group securitises modest amounts of residential home loans to issue residential mortgage-backed securities and covered bonds to diversify the Group's wholesale funding.
Control factors - The Group manages these securitisation vehicles, services assets in the SPV, provides hedging and provides other facilities such as liquidity facilities. The Group retains the risks associated with the provision of these services. The Group is also entitled to any residual income from the SPVs after all payments due to investors and costs of the program have been met.

## Asset-backed Securities

Asset-backed securities are debt securities where the cash flow is dependent on the performance of the assets assigned to the SPV, which may consist of residential mortgages, commercial mortgages or other types of receivables. The Group has acquired asset-backed securities primarily as part of its trading activities (classified as Trading assets), liquidity management (classified as Available-for-sale investments), or through investments in SPVs.
The primary source of repayment of the debt instruments is the cash flow from the underlying assets. Investors in the debt instruments have no recourse to the general assets of the sponsor (except in the case of covered bonds where investors have recourse to both the underlying pool and the sponsor for repayment of principal and interest). The majority of the Group's asset-backed securities portfolio consists of notes externally rated AAA that are carried at fair value on the Balance Sheet.

## Special Purpose Vehicles

The Group invests in or establishes SPVs in the ordinary course of business, primarily to provide funding and financial services for its customers. These SPVs are consolidated in the Financial Statements whenever they meet the criteria of control as outlined in Note 36 to the Financial Statements of the 2017 Annual Report. The definition of control depends upon substance rather than form and accordingly, determination of the existence of control involves management judgement. The Group assesses, at inception and periodically, whether a SPV should be consolidated based on the power the Group has over relevant activities of the entity, and the significance of the Group's exposure to variable returns of the structured entity.

The lending and investment arrangements are entered into under the Group's approved lending criteria and are subject to appropriate credit approval processes. The assets arising from these financing activities are generally included in Receivables due from other financial institutions, Available-for-sale investments or Loans, bills discounted and other receivables. Exposures in the form of guarantees or undrawn credit lines are included within contingent liabilities and credit related commitments.
Control factors - The Group may manage these vehicles, hold minor amounts of capital, provide financing or transact derivatives with these entities. These entities are generally consolidated by the Group.

## Other Exposures

## Leveraged Finance

The Group provides debt financing to companies acquired or owned by private equity firms which can be highly leveraged. The businesses are primarily domiciled in Australia and New Zealand with stable and established earnings and the ability to reduce borrowing levels.
The Group's exposure is well diversified across industries and private equity sponsors. All highly leveraged debt facilities provided are senior with first ranking security over the cash flows and assets of the businesses.

## Hedge Funds

There were no material movements in exposures to hedge funds since 30 June 2016 and these exposures are not considered to be material.

Collateralised Debt Obligations (CDOs) and Credit Linked Notes
The Group has no material direct or indirect exposure to CDOs or credit linked notes.

## Appendices

## 15. Counterparty and Other Credit Risk Exposures (continued)

## Securitisation Vehicles

An analysis of the assets of, and exposures to, consolidated securitisation and covered bond vehicles which the Group has established or manages is outlined in the tables below.

|  | Covered Bonds |  | Securitisation |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 |
|  | \$M | \$M | \$M | \$M |
| Carrying amount of transferred assets | 31,796 | 36,770 | 15,108 | 13,863 |
| Carrying amount of associated liabilities | 28,984 | 31,802 | 13,771 | 12,106 |
| Net position ${ }^{(1)}$ | 2,812 | 4,968 | 1,337 | 1,757 |

(1) Net position on covered bonds excludes hedging derivatives and cash received

## Asset-backed Securities

An analysis of the exposure to non-Group originated asset-backed securities and related facilities is outlined in the tables below.

|  | Carrying Amount |
| :--- | ---: |
|  | $\mathbf{3 0}$ Jun $\mathbf{1 7}$ |
| $\mathbf{3 0}$ Jun $\mathbf{1 6}$ |  |
| Summary of Asset-backed Securities | $\mathbf{\$ M}$ |
| Commercial mortgage-backed securities | $\mathbf{\$ M}$ |
| Residential mortgage-backed securities | $\mathbf{7 6}$ |
| Other asset-backed securities | $\mathbf{6 , 8 3 0}$ |
| Total | $\mathbf{6 2 4}$ |

## Asset-backed Securities by Underlying Asset

|  | Trading Portfolio |  | AFS Portfolio ${ }^{(1)}$ |  | Other |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | $30 \text { Jun } 16$ | $30 \text { Jun } 17$ | $30 \text { Jun } 16$ | $30 \text { Jun } 17$ | $30 \text { Jun } 16$ | $30 \text { Jun } 17$ | 30 Jun 16 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Sub-prime | - | - | - | - | - | - | - | - |
| Non-conforming | - | - | 351 | 355 | - | - | 351 | 355 |
| Prime mortgages | 10 | 4 | 6,469 | 6,759 | - | - | 6,479 | 6,763 |
| Consumer receivables | - | - | - | - | - | - | - | - |
| Other assets | - | - | 700 | 871 | - | - | 700 | 871 |
| Total | 10 | 4 | 7,520 | 7,985 | - | - | 7,530 | 7,989 |

(1) Available-for-sale investments (AFS).

## Asset-backed Securities by Credit Rating and Geography

|  | AAA \& AA |  | A |  | BBB |  | BB and below including not rated |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Australia | 7,484 | 7,922 | 1 | 5 | 3 | 3 | 13 | 24 | 7,501 | 7,954 |
| UK | - | - | 29 | 35 | - | - | - | - | 29 | 35 |
| Total | 7,484 | 7,922 | 30 | 40 | 3 | 3 | 13 | 24 | 7,530 | 7,989 |


|  | Funded Commitments |  | Unfunded Commitments |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 30 Jun 16 |
| Warehousing Financing Facilities | \$M | \$M | \$M | \$M | \$M | \$M |
| Australia | 3,544 | 3,664 | 1,696 | 1,408 | 5,240 | 5,072 |
| New Zealand | 387 | 362 | 1,147 | 121 | 1,534 | 483 |
| UK | 232 | 11 | 71 | 260 | 303 | 271 |
| Total | 4,163 | 4,037 | 2,914 | 1,789 | 7,077 | 5,826 |

## 16. Capital

The tables below show the APRA Basel III capital adequacy calculation at 30 June 2017 together with prior period comparatives.

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
| Risk Weighted Capital Ratios | \% | \% | \% |
| Common Equity Tier 1 | 10. 1 | 9.9 | 10. 6 |
| Tier 1 | 12. 1 | 11.5 | 12. 3 |
| Tier 2 | 2. 1 | 2. 2 | 2. 0 |
| Total Capital | 14. 2 | 13.7 | 14.3 |
|  |  |  |  |
|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
|  | \$M | \$M | \$M |
| Ordinary Share Capital and Treasury Shares |  |  |  |
| Ordinary Share Capital | 34,971 | 34,455 | 33,845 |
| Treasury Shares ${ }^{(1)}$ | 295 | 254 | 284 |
| Ordinary Share Capital and Treasury Shares | 35,266 | 34,709 | 34,129 |
| Reserves |  |  |  |
| Reserves | 1,869 | 2,144 | 2,734 |
| Reserves related to non-consolidated subsidiaries ${ }^{(2)}$ | (81) | (152) | (143) |
| Total Reserves | 1,788 | 1,992 | 2,591 |
| Retained Earnings and Current Period Profits ${ }^{(3)}$ |  |  |  |
| Retained earnings and current period profits | 26,330 | 24,662 | 23,435 |
| Retained earnings adjustment from non-consolidated subsidiaries ${ }^{(4)}$ | (537) | (505) | (259) |
| Net Retained Earnings | 25,793 | 24,157 | 23,176 |
| Non-controlling interests |  |  |  |
| Non-controlling interests ${ }^{(5)}$ | 546 | 551 | 550 |
| Less ASB perpetual preference shares | (505) | (505) | (505) |
| Less other non-controlling interests not eligible for inclusion in regulatory capital | (41) | (46) | (45) |
| Non-controlling interests | - | - | - |
| Common Equity Tier 1 Capital before regulatory adjustments | 62,847 | 60,858 | 59,896 |

(1) Represents shares held by the Group's life insurance operations (\$96 million) and employee share scheme trusts (\$199 million).
(2) Represents equity reserve balances associated with the insurance and funds management entities, and those entities through which securitisation of the Group's assets are conducted. These entities are classified as non-consolidated subsidiaries by APRA and are excluded from the Level 2 Regulatory Consolidated Banking Group.
(3) Comparative information has been restated to conform to presentation in the current period.
(4) Cumulative current period profit and retained earnings adjustments for subsidiaries not consolidated for regulatory purposes.
(5) Non-controlling interests predominantly comprise ASB Perpetual Preference Shares of NZD550 million issued by a New Zealand subsidiary entity. These are non-redeemable and carry limited voting rights. These are classified as Additional Tier 1 Capital.

## 16. Capital (continued)

|  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
| :---: | :---: | :---: | :---: |
|  | \$M | \$M | \$M |
| Common Equity Tier 1 regulatory adjustments |  |  |  |
| Goodwill ${ }^{(1)}$ | $(7,620)$ | $(7,624)$ | $(7,603)$ |
| Other intangibles (including software) ${ }^{(2)}$ | $(2,144)$ | $(2,104)$ | $(2,313)$ |
| Capitalised costs and deferred fees | (707) | (696) | (535) |
| Defined benefit superannuation plan surplus ${ }^{(3)}$ | (298) | (299) | (183) |
| General reserve for credit losses ${ }^{(4)}$ | (412) | (372) | (386) |
| Deferred tax asset | $(1,683)$ | $(1,524)$ | $(1,443)$ |
| Cash flow hedge reserve | 107 | 47 | (473) |
| Employee compensation reserve | (164) | (107) | (132) |
| Equity investments ${ }^{(5)}$ | $(2,626)$ | $(2,741)$ | $(3,120)$ |
| Equity investments in non-consolidated subsidiaries ${ }^{(1)(6)}$ | $(2,673)$ | $(1,632)$ | $(1,458)$ |
| Shortfall of provisions to expected losses ${ }^{(7)}$ | (218) | (220) | (314) |
| Gain due to changes in own credit risk on fair valued liabilities | (128) | (147) | (161) |
| Other | (122) | (114) | (112) |
| Common Equity Tier 1 regulatory adjustments | $(18,688)$ | $(17,533)$ | $(18,233)$ |
|  |  |  |  |
| Common Equity Tier 1 | 44,159 | 43,325 | 41,663 |
|  |  |  |  |
| Additional Tier 1 Capital |  |  |  |
| Basel III complying instruments ${ }^{(8)}$ | 8,090 | 6,450 | 6,450 |
| Basel III non-complying instruments net of transitional amortisation ${ }^{(9)}$ | 635 | 643 | 640 |
| Holding of Additional Tier 1 Capital ${ }^{(10)}$ | (200) | (200) | (200) |
| Additional Tier 1 Capital | 8,525 | 6,893 | 6,890 |
| Tier 1 Capital | 52,684 | 50,218 | 48,553 |
| Tier 2 Capital |  |  |  |
| Basel III complying instruments ${ }^{(11)}$ | 7,744 | 7,639 | 5,834 |
| Basel III non-complying instruments net of transitional amortisation ${ }^{(12)}$ | 1,495 | 1,580 | 1,934 |
| Holding of Tier 2 Capital | (29) | (34) | (25) |
| Prudential general reserve for credit losses ${ }^{(13)}$ | 182 | 188 | 181 |
| Total Tier 2 Capital | 9,392 | 9,373 | 7,924 |
| Total Capital | 62,076 | 59,591 | 56,477 |

(1) Goodwill excludes $\$ 252$ million which is included in equity investments in non-consolidated subsidiaries.
(2) Other intangibles (including capitalised software costs), net of any associated deferred tax liability.
(3) In accordance with APRA regulations, the surplus in the Group's defined benefit superannuation fund, net of any deferred tax liability, must be deducted from Common Equity Tier 1.
(4) Adjustment to ensure the Group has sufficient provisions and capital to cover credit losses estimated to arise over the full life of individual facilities, as required by APRA Prudential Standard APS 220.
(5) Represents the Group's non-controlling interests in other entities.
(6) Non-consolidated subsidiaries primarily represent the insurance and funds management companies operating within the Colonial Group. The adjustment at 30 June 2017 is net of $\$ 665$ million of Colonial non-recourse debt and subordinated notes that are subject to APRA approved transitional relief for regulatory capital purposes. Effective 31 December 2016 a number of intermediate holding companies within the Colonial Group were consolidated into the Level 2 Banking Group. The Group's insurance and fund management companies held $\$ 1,322$ million of capital in excess of minimum regulatory requirements at 30 June 2017.
(7) Regulatory Expected Loss (pre-tax) using stressed loss given default assumptions associated with the loan portfolio in excess of eligible credit provisions (pre-tax).
(8) As at 30 June 2017, comprises PERLS IX $\$ 1,640$ million issued March 2017, PERLS VIII $\$ 1,450$ million issued March 2016 , PERLS VII $\$ 3,000$ million issued in October 2014 and PERLS VI \$2,000 million issued in October 2012.
(9) Represents APRA Basel III non-compliant Additional Tier 1 Capital Instruments that are eligible for Basel III transitional relief.
(10) Represents holdings of Additional Tier 1 capital instruments issued by the Colonial Mutual Life Assurance Society Limited
(11) In the June 17 half year, the Group issued JPY13.3 billion and HKD608 million (December 16 half year issued: USD750 million, NZD400 million (issued through ASB, the Group's New Zealand subsidiary) and three separate JPY notes totalling JPY40 billion)
(12) Includes both perpetual and term instruments subordinated to depositors and general creditors, having an original maturity of at least five years. APRA require these to be included as if they were unhedged. Term instruments are amortised $20 \%$ of the original amount during each of the last five years to maturity. These instruments are eligible for Basel III transitional relief.
(13) Represents the collective provision and general reserve for credit losses for exposures in the Group which are measured for capital purposes under the Standardised approach to credit risk.

## 16. Capital (continued)


(1) Pursuant to APRA requirements, RWA amounts derived from AIRB risk weight functions have been multiplied by a scaling factor of 1.06 . Comparatives have been restated to conform to presentation in the current period.
(2) APRA has re-accredited the use of the AIRB approach for the Bankwest non-retail portfolio, effective 30 September 2016.
(3) Includes APRA requirements to increase the average risk weight applied to Australian residential mortgages using the AIRB approach (30 June 2017: $\$ 15.0$ billion, 31 December 2016: $\$ 32.0$ billion).

## Risk Weighted Assets

Total Group RWA increased $\$ 0.6$ billion or $0.1 \%$ on the prior half to $\$ 437.1$ billion.

## Credit Risk RWA

After allowing for an increase in risk weighted assets of $\$ 15.0$ billion to meet APRA requirements for Australian residential mortgages, there was a decrease of $\$ 11.3$ billion on the prior half. This was primarily due to:

- Refresh of credit risk estimates across non-retail portfolios;
- Improved credit quality across most non-retail portfolios;
- Foreign currency movements; and
- Reduction of exposure across corporate portfolios.

These decreases were partly offset by:

- A seasonal increase in retail arrears; and
- An increase in RWA for New Zealand residential mortgages due to changes in prudential requirements.


## Traded Market Risk RWA

Traded market risk RWA decreased by $\$ 1.1$ billion or $18.5 \%$. The decrease resulted from reduced risk exposures measured under the Internal Model Approach and improved efficiency in capital management.
Interest Rate Risk in the Banking Book (IRRBB) RWA
IRRBB RWA decreased $\$ 2.1$ billion or $8.9 \%$. This is a result of interest rate risk management activity and model enhancements offset by increased structural hedging.

## Operational Risk RWA

Operational Risk RWA remained unchanged over the prior half, representing the regulatory minimum threshold.

## Appendices

## 17. Shareholders' Equity

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $30 \text { Jun } 17$ | $30 \text { Jun } 16$ | $30 \text { Jun } 17$ | 31 Dec 16 |
|  | \$M | \$M | \$M | \$M |
| Ordinary Share Capital |  |  |  |  |
| Shares on issue: |  |  |  |  |
| Opening balance | 34,129 | 27,898 | 34,709 | 34,129 |
| Issue of shares (net of issue costs) | (6) | 5,022 | - | (6) |
| Dividend reinvestment plan (net of issue costs) ${ }^{(1)}$ | 1,143 | 1,209 | 557 | 586 |
|  | 35,266 | 34,129 | 35,266 | 34,709 |
| Less treasury shares: |  |  |  |  |
| Opening balance | (284) | (279) | (254) | (284) |
| Purchase of treasury shares ${ }^{(2)}$ | (92) | (108) | (65) | (27) |
| Sale and vesting of treasury shares ${ }^{(2)}$ | 81 | 103 | 24 | 57 |
|  | (295) | (284) | (295) | (254) |
| Closing balance | 34,971 | 33,845 | 34,971 | 34,455 |
| Other Equity Instruments |  |  |  |  |
| Opening balance | - | 939 | - | - |
| Redemptions ${ }^{(3)}$ | - | (939) | - | - |
| Closing balance | - | - | - | - |
| Retained Profits |  |  |  |  |
| Opening balance ${ }^{(4)}$ | 23,435 | 21,340 | 24,662 | 23,435 |
| Actuarial gains from defined benefit superannuation plans | 175 | 10 | 33 | 142 |
| Losses on liabilities at fair value due to changes in own credit risk | (3) | (1) | (1) | (2) |
| Realised gains and dividend income on treasury shares | 26 | 20 | 11 | 15 |
| Operating profit attributable to Equity holders of the Bank ${ }^{(4)}$ | 9,928 | 9,223 | 5,033 | 4,895 |
| Total available for appropriation | 33,561 | 30,592 | 29,738 | 28,485 |
| Net loss on sale/redemption of other equity ${ }^{(5)}$ | - | (10) | - | - |
| Transfers from/(to) general reserve | 33 | (120) | 54 | (21) |
| Transfers from asset revaluation reserve | (27) | 19 | (33) | 6 |
| Transfers to employee compensation reserve | - | (2) | - | - |
| Interim dividend - cash component | $(2,871)$ | $(2,829)$ | $(2,871)$ | - |
| Interim dividend - dividend reinvestment plan ${ }^{(1)}$ | (558) | (552) | (558) | - |
| Final dividend - cash component | $(3,222)$ | $(2,958)$ | - | $(3,222)$ |
| Final dividend - dividend reinvestment plan ${ }^{(1)}$ | (586) | (655) | - | (586) |
| Other dividends | - | (50) | - | - |
| Closing balance | 26,330 | 23,435 | 26,330 | 24,662 |

[^8]17. Shareholders' Equity (continued)

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $30 \text { Jun } 17$ | 30 Jun 16 | $30 \text { Jun } 17$ | $31 \text { Dec } 16$ |
|  | \$M | \$M | \$M | \$M |
| Reserves |  |  |  |  |
| General Reserve |  |  |  |  |
| Opening balance | 939 | 819 | 960 | 939 |
| Appropriation (to)/from retained profits | (33) | 120 | (54) | 21 |
| Closing balance | 906 | 939 | 906 | 960 |
| Asset Revaluation Reserve |  |  |  |  |
| Opening balance | 173 | 191 | 167 | 173 |
| Revaluation of properties | 32 | 2 | 32 | - |
| Transfer to retained profits | 27 | (19) | 33 | (6) |
| Tax on revaluation of properties | (9) | (1) | (9) | - |
| Closing balance | 223 | 173 | 223 | 167 |
| Foreign Currency Translation Reserve |  |  |  |  |
| Opening balance | 739 | 356 | 822 | 739 |
| Currency translation adjustments of foreign operations | (315) | 389 | (384) | 69 |
| Currency translation on net investment hedge | 14 | (12) | 5 | 9 |
| Tax on translation adjustments | 19 | 6 | 14 | 5 |
| Closing balance | 457 | 739 | 457 | 822 |
| Cash Flow Hedge Reserve |  |  |  |  |
| Opening balance | 473 | 263 | (47) | 473 |
| Gains and losses on cash flow hedging instruments: |  |  |  |  |
| Recognised in other comprehensive income | $(1,282)$ | 250 | (251) | $(1,031)$ |
| Transferred to Income Statement: |  |  |  |  |
| Interest income | $(1,241)$ | (968) | (563) | (678) |
| Interest expense | 1,684 | 1,018 | 724 | 960 |
| Tax on cash flow hedging instruments | 259 | (90) | 30 | 229 |
| Closing balance | (107) | 473 | (107) | (47) |
| Employee Compensation Reserve |  |  |  |  |
| Opening balance | 132 | 122 | 107 | 132 |
| Current period movement | 32 | 10 | 57 | (25) |
| Closing balance | 164 | 132 | 164 | 107 |
| Available-for-sale Investments Reserve |  |  |  |  |
| Opening balance | 278 | 594 | 135 | 278 |
| Net gains and (losses) on revaluation of available-for-sale investments | 414 | (236) | 173 | 241 |
| Net (gains) and losses on available-for-sale investments transferred to Income Statement on disposal | (464) | (222) | (27) | (437) |
| Tax on available-for-sale investments | (2) | 142 | (55) | 53 |
| Closing balance | 226 | 278 | 226 | 135 |
| Total Reserves | 1,869 | 2,734 | 1,869 | 2,144 |
| Shareholders' Equity attributable to Equity holders of the Bank | 63,170 | 60,014 | 63,170 | 61,261 |
| Shareholders' Equity attributable to Non-controlling interests | 546 | 550 | 546 | 551 |
| Total Shareholders' Equity | 63,716 | 60,564 | 63,716 | 61,812 |

## 17. Shareholders' Equity (continued)

|  | Full Year Ended |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| Shares on Issue | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { Number } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { Number } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 17 \\ \text { Number } \end{array}$ | $31 \text { Dec } 16$ <br> Number |
| Opening balance (excluding Treasury Shares deduction) | 1,715,142,177 | 1,627,592,713 | 1,723,178,509 | 1,715,142,177 |
| Issue of shares | - | 71,161,207 | - |  |
| Dividend reinvestment plan issues: |  |  |  |  |
| 2014/2015 Final dividend fully paid ordinary shares $\$ 74.75$ | - | 8,790,794 | - | - |
| 2015/2016 Interim dividend fully paid ordinary shares \$72.68 | - | 7,597,463 | - | - |
| 2015/2016 Final dividend fully paid ordinary shares \$72.95 | 8,036,332 | - | - | 8,036,332 |
| 2016/2017 Interim dividend fully paid ordinary shares \$83.21 | 6,689,652 | - | 6,689,652 | - |
| Closing balance (excluding Treasury Shares deduction) | 1,729,868,161 | 1,715,142,177 | 1,729,868,161 | 1,723,178,509 |
| Less: Treasury Shares ${ }^{(1)}$ | $(3,854,763)$ | $(4,080,435)$ | $(3,854,763)$ | (3,421,776) |
| Closing balance | 1,726,013,398 | 1,711,061,742 | 1,726,013,398 | 1,719,756,733 |

(1) Relates to Treasury shares held within the Life Insurance statutory funds and the employees share scheme trusts.

## Dividend Franking Account

After fully franking the final dividend to be paid for the year, the amount of credits available at the $30 \%$ tax rate as at 30 June 2017 to frank dividends for subsequent financial years, is $\$ 1,067$ million (December 2016: $\$ 537$ million; June 2016: $\$ 532$ million). This figure is based on the franking accounts of the Bank at 30 June 2017, adjusted for franking credits that will arise from the payment of income tax payable on profits for the year, franking debits that will arise from the payment of dividends proposed, and franking credits that the Bank may be prevented from distributing in subsequent financial periods.
The Bank expects that future tax payments will generate sufficient franking credits for the Bank to be able to continue to fully frank future dividend payments. These calculations have been based on the taxation law as at 30 June 2017.

## Dividends

The Directors have declared a fully franked final dividend of 230 cents per share amounting to $\$ 3,979$ million. There is no foreign conduit income attributed to the final dividend. The dividend will be payable on 29 September 2017 to shareholders on the register at $5: 00 \mathrm{pm}$ AEST on 17 August 2017.
The Board determines the dividends per share-based on net profit after tax ("cash basis") per share, having regard to a range of factors including:

- Current and expected rates of business growth and the mix of business;
- Capital needs to support economic, regulatory and credit ratings requirements;
- Investments and/or divestments to support business development;
- Competitors comparison and market expectations; and
- Earnings per share growth.


## Dividend Reinvestment Plan

The Group has a Dividend Reinvestment Plan (DRP) that is available to shareholders in Australia and certain other jurisdictions. Shareholders can elect to participate to acquire fully paid ordinary shares instead of receiving a cash dividend payment. The DRP generally allocates shares for the equivalent dividend based on the average of the daily volume weighted average price of all shares sold during the ten trading days commencing on the second trading day following the relevant record date. Shares issued under the DRP rank equally with ordinary shares on issue. The DRP participation rate for the distributions for the half year ended 31 December 2016 was $16.3 \%$ and $15.4 \%$ for the full year ended 30 June 2016 (based on issued capital) with no discounts applied.

## Record Date

The register closes for determination of dividend entitlement at $5: 00 \mathrm{pm}$ AEST on 17 August 2017. The deadline for notifying participation in the DRP is $5: 00 \mathrm{pm}$ AEST on 18 August 2017.

## Ex-Dividend Date

The ex-dividend date is 16 August 2017.

## 18. ASX Appendix 4E

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Details of Associates and Joint Ventures (Rule 4.3A Item No. 11)

| As at $\mathbf{3 0}$ June $\mathbf{2 0 1 7}$ | Ownership Interest Held (\%) |
| :--- | ---: |
| AHL Holdings Pty Limited ${ }^{(1)}$ | $80 \%$ |
| Aegis Correctional Partnership Pty Limited | $50 \%$ |
| Aegis Correctional Partnership Trust | $50 \%$ |
| Aegis Securitisation Nominees Pty Limited | $50 \%$ |
| Aegis Securitisation Trust | $50 \%$ |
| equigroup Holdings Pty Limited | $50 \%$ |
| First State Cinda Fund Management Co. Ltd. | $46 \%$ |
| BoCommLife Insurance Company Limited | $38 \%$ |
| Countplus Limited | $36 \%$ |
| Vipro Pty Limited | $33 \%$ |
| Cardlink Services Limited | $25 \%$ |
| Paymark Limited ${ }^{(2)}$ | $25 \%$ |
| Qilu Bank Co., Ltd. ${ }^{(3)}$ | $20 \%$ |
| Vietnam International Commercial Joint Stock Bank | $20 \%$ |
| Payments NZ Limited | $19 \%$ |
| A.C.N 619 102 608 Pty Ltd. ${ }^{(4)}$ | $19 \%$ |
| Bank of Hangzhou Co., Ltd. ${ }^{(3)}$ | $18 \%$ |
| Property Exchange Australia Ltd | $13 \%$ |
| First State European Diversified Infrastructure Fund FCP-SIF | $3 \%$ |
| First State European Diversified Infrastructure Fund II | $3 \%$ |

(1) The Group's $80 \%$ interest in AHL Holdings Pty Limited (trading as Aussie Home Loans) is jointly controlled as the key financial and operating decisions require the unanimous consent of all directors.
(2) Formerly known as Electronic Transaction Services Limited.
(3) Ownership interest held refers to ordinary shares.
(4) This associate operates in quantum computing in partnership with the University of New South Wales.

## Appendices

## 18. ASX Appendix 4E (continued)

## Other Significant Information (Rule 4.3A Item No. 12)

The Bank expects the DRP for the final dividend for the year ended 30 June 2017 will be satisfied by the issue of shares of approximately $\$ 1.4$ billion.

## AUSTRAC Civil Proceedings

On 3 August 2017, Australian Transaction Reports and Analysis Centre (AUSTRAC) commenced civil penalty proceedings against CBA. CBA takes the allegations made by AUSTRAC very seriously and will file a defence in relation to this matter, which will take significant time to prepare. The actual outcome in this matter will be determined by a Court in accordance with established legal principles.
The AUSTRAC statement of claim relates to alleged past and ongoing contraventions of four provisions of the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (Cth). To the extent that contraventions may be established, a Court will ordinarily take into account a range of factors in setting penalties. One factor is the extent to which any contraventions arise from a single course of conduct. For example, AUSTRAC alleges that approximately 53,000 threshold transaction reports were lodged late. Late lodgement carries a penalty of up to $\$ 18$ million. However, these alleged contraventions could be considered to arise from a single course of conduct to the extent that they emanated from the same systems error. Ultimately, a Court will seek to ensure that, overall, any civil penalties are just and appropriate and do not exceed what is proper having regard to the totality of established contraventions. Under the Act, the only mechanism available to AUSTRAC to secure a pecuniary penalty from CBA is by taking court action.
What we can say about these proceedings is limited until they have run their course. CBA is reviewing the allegations in the 580 page statement of claim and at this time it is not possible to reliably estimate the possible financial effect on the Group. It is not appropriate to disclose any detailed information about the subject matter of the claims as court proceedings are on foot and such information would be highly likely to be prejudicial to our position.

## Aussie Home Loan Acquisition

On 4 August 2017, John Symond exercised his put option, which will require the Group to acquire a $20 \%$ interest in AHL. The purchase price for the remaining $20 \%$ interest will be determined in accordance with the terms agreed in 2012 . The purchase consideration will be paid in the issue of CBA shares. The Group will consolidate AHL from completion of the acquisition which is currently expected to be in late August 2017.

## Strategic Corporate Actions

We are committed to securing and enhancing the financial wellbeing of people, businesses and communities, and the provision of insurance products to our customers remains core to that vision. CommInsure and Sovereign are strong businesses with scale, expertise, competitive products and access to attractive distribution channels. We are in discussions with third parties in relation to their potential interest in our life insurance businesses in Australia and New Zealand. The outcome of those discussions is uncertain. While the discussions may lead to the divestment of those businesses, we will also consider a full range of alternatives, including retaining the businesses, reinsurance arrangements or other strategic options.

## Foreign Entities (Rule 4.3A Item No. 13)

Not Applicable.

## Compliance Statement

This preliminary final report for the year ended 30 June 2017 is prepared in accordance with the ASX listing rules. It should be read in conjunction with any announcements to the market made by the Group during the year.
The preliminary final report has been prepared in accordance with Accounting Standards in Australia.
PricewaterhouseCoopers has audited the financial statements contained within the Commonwealth Bank of Australia Annual Report and has issued an unmodified audit report. The Annual Report is currently being finalised in publishable form and will be available, including a copy of the PricewaterhouseCoopers report, on 14 August 2017. This preliminary final report has not been subject to audit by PricewaterhouseCoopers. The preceding financial information contained in the Financial Statements section of this preliminary final report includes financial information extracted from the audited financial statements together with financial information that has not been audited.


Taryn Morton
Company Secretary
8 August 2017

## 19. Profit Reconciliation

|  | Full Year Ended 30 June 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit Reconciliation | Net profit after tax "cash basis" \$M | Hedging and IFRS volatility \$M | Bankwest non-cash items ${ }^{(1)}$ \$M | Treasury shares valuation adjustment \$M | Policyholder <br> tax <br> \$M | Investment experience \$M | Net profit after tax "statutory basis" \$M |
| Group |  |  |  |  |  |  |  |
| Interest income | 33,293 | - | - | - | - | - | 33,293 |
| Interest expense | $(15,693)$ | - | - | - | - | - | $(15,693)$ |
| Net interest income | 17,600 | - | - | - | - | - | 17,600 |
| Other banking income | 5,520 | 106 | - | - | - | - | 5,626 |
| Total banking income | 23,120 | 106 | - | - | - | - | 23,226 |
| Funds management income | 2,034 | - | - | (22) | 30 | 9 | 2,051 |
| Insurance income | 786 | - | - | - | 2 | 56 | 844 |
| Total operating income | 25,940 | 106 | - | (22) | 32 | 65 | 26,121 |
| Investment experience | 65 | - | - | - | - | (65) | - |
| Total income | 26,005 | 106 | - | (22) | 32 | - | 26,121 |
| Operating expenses | $(11,078)$ | - | (4) | - | - | - | $(11,082)$ |
| Loan impairment expense | $(1,095)$ | - | - | - | - | - | $(1,095)$ |
| Net profit before tax | 13,832 | 106 | (4) | (22) | 32 | - | 13,944 |
| Corporate tax (expense)/benefit | $(3,927)$ | (33) | 1 | (1) | (32) | - | $(3,992)$ |
| Non-controlling interests | (24) | - | - | - | - | - | (24) |
| Net profit after tax | 9,881 | 73 | (3) | (23) | - | - | 9,928 |

(1) Includes merger related amortisation through operating expenses of $\$ 4$ million, and an income tax benefit of $\$ 1$ million.

## 19. Profit Reconciliation (continued)

|  | Full Year Ended 30 June $2016{ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after tax "cash basis" \$M | Hedging and IFRS volatility \$M | Bankwest non-cash items ${ }^{(2)}$ \$M | Treasury shares valuation adjustment \$M | Policyholder <br> tax <br> \$M | Investment experience \$M | Net profit after tax "statutory basis" \$M |
| Group |  |  |  |  |  |  |  |
| Interest income | 33,817 | - | - | - | - | - | 33,817 |
| Interest expense | $(16,882)$ | - | - | - | - | - | $(16,882)$ |
| Net interest income | 16,935 | - | - | - | - | - | 16,935 |
| Other banking income | 4,860 | (284) | - | - | - | - | 4,576 |
| Total banking income | 21,795 | (284) | - | - |  | - | 21,511 |
| Funds management income | 2,016 | - | - | 14 | (8) | 39 | 2,061 |
| Insurance income | 795 | - | - | - | 109 | 102 | 1,006 |
| Total operating income | 24,606 | (284) | - | 14 | 101 | 141 | 24,578 |
| Investment experience | 141 | - | - | - | - | (141) | - |
| Total income | 24,747 | (284) | - | 14 | 101 | - | 24,578 |
| Operating expenses | $(10,434)$ | - | (39) | - | - | - | $(10,473)$ |
| Loan impairment expense | $(1,256)$ | - | - | - | - | - | $(1,256)$ |
| Net profit before tax | 13,057 | (284) | (39) | 14 | 101 | - | 12,849 |
| Corporate tax (expense)/benefit | $(3,592)$ | 85 | 12 | (10) | (101) | - | $(3,606)$ |
| Non-controlling interests | (20) | - | - | - | - | - | (20) |
| Net profit after tax | 9,445 | (199) | (27) | 4 | - | - | 9,223 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Includes merger related amortisation through operating expenses of $\$ 39$ million, and an income tax benefit of $\$ 12$ million.

## 19. Profit Reconciliation (continued)

|  | Half Year Ended 30 June 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after tax "cash basis" | Hedging <br> and IFRS <br> volatility | Bankwest non-cash items ${ }^{(1)}$ | Treasury <br> shares <br> valuation adjustment | Policyholder tax | Investment experience | Net profit after tax "statutory basis" |
| Profit Reconciliation | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Group |  |  |  |  |  |  |  |
| Interest income | 16,617 | 2 | - | - | - | - | 16,619 |
| Interest expense | $(7,760)$ | - | - | - | - | - | $(7,760)$ |
| Net interest income | 8,857 | 2 | - | - | - | - | 8,859 |
| Other banking income | 2,534 | 94 | - | - | - | - | 2,628 |
| Total banking income | 11,391 | 96 | - | - | - | - | 11,487 |
| Funds management income | 1,030 | - | - | (2) | 13 | 19 | 1,060 |
| Insurance income | 393 | - | - | - | 43 | 30 | 466 |
| Total operating income | 12,814 | 96 | - | (2) | 56 | 49 | 13,013 |
| Investment experience | 49 | - | - | - | - | (49) | - |
| Total income | 12,863 | 96 | - | (2) | 56 | - | 13,013 |
| Operating expenses | $(5,401)$ | - | (2) | - | - | - | $(5,403)$ |
| Loan impairment expense | (496) | - | - | - | - | - | (496) |
| Net profit before tax | 6,966 | 96 | (2) | (2) | 56 | - | 7,114 |
| Corporate tax (expense)/benefit | $(1,977)$ | (31) | - | (2) | (56) | - | $(2,066)$ |
| Non-controlling interests | (15) | - | - | - | - | - | (15) |
| Net profit after tax | 4,974 | 65 | (2) | (4) | - | - | 5,033 |

(1) Includes merger related amortisation through operating expenses of $\$ 2$ million, and an income tax benefit of $\$$ nil.

## 20. Notes to the Statement of Cash Flows

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

|  | Full Year Ended |  |
| :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 |
|  | \$M | \$M |
| Net profit after income tax ${ }^{(1)}$ | 9,952 | 9,243 |
| Increase in interest receivable | (14) | (148) |
| Decrease in interest payable | (26) | (312) |
| Net decrease/(increase) in assets at fair value through Income Statement (excluding life insurance) | 2,788 | $(8,538)$ |
| Net gain on sale of controlled entities and associates | (2) | - |
| Net movement in derivative assets/liabilities | (492) | 5,988 |
| Net (gain)/loss on sale of property, plant and equipment | (6) | 21 |
| Equity accounting profit | (292) | (289) |
| Loan impairment expense | 1,095 | 1,256 |
| Depreciation and amortisation (including asset write downs) | 1,229 | 857 |
| Increase in liabilities at fair value through Income Statement (excluding life insurance) | 121 | 1,651 |
| Increase/(decrease) in other provisions | 114 | (78) |
| Increase in income taxes payable | 603 | 486 |
| Decrease in deferred tax liabilities | (14) | (162) |
| (Increase)/decrease in deferred tax assets ${ }^{(1)}$ | (573) | 66 |
| (Increase)/decrease in accrued fees/reimbursements receivable | (238) | 137 |
| Increase/(decrease) in accrued fees and other items payable ${ }^{(1)}$ | 18 | (150) |
| Decrease in life insurance contract policy liabilities | $(1,240)$ | (991) |
| Cash flow hedge ineffectiveness | (20) | 5 |
| Loss/(gains) on changes in fair value of hedged items | 799 | (642) |
| Changes in operating assets and liabilities arising from cash flow movements | $(15,228)$ | $(13,640)$ |
| Other ${ }^{(1)}$ | 619 | 679 |
| Net cash used in operating activities | (807) | $(4,561)$ |

(1) Comparative information has been restated to conform to presentation in the current period.
(b) Reconciliation of Cash

For the purposes of the Statement of Cash Flows, cash includes cash and money at short call.

|  | As at |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 0}$ Jun $\mathbf{1 7}$ | $\mathbf{3 0}$ Jun $\mathbf{1 6}$ |
| Notes, coins and cash at banks | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Other short term liquid assets | $\mathbf{1 4 , 6 3 5}$ | 12,103 |
| Cash and cash equivalents at end of year | $\mathbf{8 , 4 8 2}$ | 2,344 |

(c) Non-Cash Financing and Investing Activities

|  | Full Year Ended |  |
| :--- | ---: | ---: |
|  | $\mathbf{3 0}$ Jun $\mathbf{1 7}$ | $\mathbf{3 0}$ Jun $\mathbf{1 6}$ |
| $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |
| Shares issued under the Dividend Reinvestment Plan ${ }^{(1)}$ | $\mathbf{1 , 1 4 3}$ | 1,209 |

(1) No part of the Dividend Reinvestment Plan paid out in the 2017 financial year was satisfied through the on-market purchase and transfer of shares to participating shareholders (June 2016: \$nil million).

## 20. Notes to the Statement of Cash Flows (continued)

(d) Acquisition of Controlled Entities

On 2 December 2016, 100\% of the contributed equity of Water Utilities Australia Limited was purchased for $\$ 32$ million. On 20 April 2016, 100\% of the contributed equity of Vector Gas Limited was purchased for NZD952.5 million and renamed to First Gas Limited (FGL). The acquisitions occurred via the Global Diversified Infrastructure Fund (GDIF), which is partly owned by the Group's life insurance business.
The investment in GDIF is used to back life insurance policy liabilities, the majority of which are investment-linked contracts where the returns to policyholders are linked to GDIF's overall returns. Notwithstanding this, GDIF and consequently FGL, have been consolidated due to the overall equity ownership in GDIF.
FGL is the owner and operator of gas transmission and distribution networks within New Zealand.
The Group acquired $100 \%$ of the issued share capital of the TYME Group and gained control on 26 January 2015. TYME is a South African based global leader in designing, building and operating digital banking systems. This acquisition will support the Group in growing into emerging markets, as well as provide capability to enhance innovation in our core markets.
The fair value of the identifiable assets acquired and liabilities assumed at the acquisition date are as follows:

|  | Full Year Ended |  |
| :---: | :---: | :---: |
|  | $30 \text { Jun } 17^{(1)}$ | $30 \text { Jun } 16^{(2)}$ |
|  | \$M | \$M |
| Net identifiable assets at fair value | 16 | 553 |
| Add: Goodwill | 16 | 304 |
| Purchase consideration transferred | 32 | 857 |
| Less: Cash and cash equivalents acquired | (1) | - |
|  | 31 | 857 |
| Less: Contingent consideration | - | - |
| Net cash outflow on acquisition | 31 | 857 |

(1) As the purchase price allocation is ongoing, the provisional fair value of net identifiable assets has been disclosed in accordance with Australian Accounting Standards.
(2) In the current financial year, upon completion of purchase price allocation, net identifiable assets at fair value for FGL has been revised to $\$ 605$ million and goodwill to $\$ 252$ million, from provisional amounts disclosed in the prior year.

## Appendices

## 21. Analysis Template



[^9]
## 21. Analysis Template (continued)

|  | Full Year Ended ${ }^{(1)}$ |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
| Profit Summary - Input Schedule | \$M | \$M | \$M | \$M |
| Other Data |  |  |  |  |
| Net interest income | 17,600 | 16,935 | 8,857 | 8,743 |
| Average interest earning assets | 834,741 | 790,596 | 846,619 | 823,058 |
| Average net assets ${ }^{(2)}$ | 62,031 | 57,678 | 62,764 | 61,188 |
| Average non-controlling interests ${ }^{(2)}$ | 549 | 555 | 549 | 551 |
| Average other equity instruments ${ }^{(2)}$ | - | 626 | - | - |
| Average treasury shares ${ }^{(2)}$ | (277) | (296) | (274) | (269) |
| Distributions - other equity instruments | - | 50 | - | - |
| Interest expense (after tax) - PERLS III | - | 16 | - | - |
| Interest expense (after tax) - PERLS VI | 83 | 89 | 41 | 42 |
| Interest expense (after tax) - PERLS VII | 71 | 76 | 35 | 36 |
| Interest expense (after tax) - PERLS VIII | 52 | 14 | 26 | 26 |
| Interest expense (after tax) - PERLS IX | 12 | - | 12 | - |
| Weighted average number of shares - statutory basic (M) | 1,719 | 1,692 | 1,723 | 1,715 |
| Weighted average number of shares - statutory diluted (M) | 1,815 | 1,771 | 1,816 | 1,806 |
| Weighted average number of shares - cash basic (M) | 1,720 | 1,693 | 1,724 | 1,717 |
| Weighted average number of shares - cash diluted (M) | 1,816 | 1,772 | 1,817 | 1,808 |
| Weighted average number of shares - PERLS III (M) | - | 11 | - | - |
| Weighted average number of shares - PERLS VI (M) | 27 | 24 | 25 | 27 |
| Weighted average number of shares - PERLS VII (M) | 41 | 37 | 37 | 41 |
| Weighted average number of shares - PERLS VIII (M) | 20 | 4 | 18 | 20 |
| Weighted average number of shares - PERLS IX (M) | 5 | - | 10 | - |
| Weighted average number of shares - Employee share plans (M) | 3 | 3 | 3 | 3 |
| Dividends per share (cents) - fully franked | 429 | 420 | 230 | 199 |
| No. of shares at end of period excluding Treasury shares deduction (M) | 1,730 | 1,715 | 1,730 | 1,723 |
| Funds Under Administration (FUA) - average | 152,999 | 144,913 | 155,855 | 150,134 |
| Assets Under Management (AUM) - average | 210,929 | 202,000 | 214,446 | 206,996 |
| Average inforce premiums | 3,434 | 3,401 | 3,402 | 3,475 |
| Net assets | 63,716 | 60,564 | 63,716 | 61,812 |
| Total intangible assets | 10,024 | 10,384 | 10,024 | 10,000 |
| Non-controlling interests | 546 | 550 | 546 | 551 |

[^10]
## 21. Analysis Template (continued)

|  | Full Year Ended ${ }^{(1)(2)}$ |  | Half Year Ended ${ }^{(2)}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
| Ratios - Output Summary | \$M | \$M | \$M | \$M |
| Earnings Per Share (EPS) |  |  |  |  |
| Net profit after tax - "cash basis" | 9,881 | 9,445 | 4,974 | 4,907 |
| Less distribution - other equity instruments | - | (50) | - | - |
| Adjusted profit for EPS calculation | 9,881 | 9,395 | 4,974 | 4,907 |
| Average number of shares (M) - "cash basis" | 1,720 | 1,693 | 1,724 | 1,717 |
| Earnings Per Share basic - "cash basis" (cents) | 574.4 | 554.8 | 288.5 | 285.8 |
| Net profit after tax - "statutory basis" | 9,928 | 9,223 | 5,033 | 4,895 |
| Less distribution - other equity instruments | - | (50) | - |  |
| Adjusted profit for EPS calculation | 9,928 | 9,173 | 5,033 | 4,895 |
| Average number of shares (M) - "statutory basis" | 1,719 | 1,692 | 1,723 | 1,715 |
| Earnings Per Share basic - "statutory basis" (cents) | 577.6 | 542.3 | 292.2 | 285.3 |
| Interest expense (after tax) - PERLS III | - | 16 | - |  |
| Interest expense (after tax) - PERLS VI | 83 | 89 | 41 | 42 |
| Interest expense (after tax) - PERLS VII | 71 | 76 | 35 | 36 |
| Interest expense (after tax) - PERLS VIII | 52 | 14 | 26 | 26 |
| Interest expense (after tax) - PERLS IX | 12 | - | 12 | - |
| Profit impact of assumed conversions (after tax) | 218 | 195 | 114 | 104 |
| Weighted average number of shares - PERLS III (M) | - | 11 | - |  |
| Weighted average number of shares - PERLS VI (M) | 27 | 24 | 25 | 27 |
| Weighted average number of shares - PERLS VII (M) | 41 | 37 | 37 | 41 |
| Weighted average number of shares - PERLS VIII (M) | 20 | 4 | 18 | 20 |
| Weighted average number of shares - PERLS IX (M) | 5 | - | 10 |  |
| Weighted average number of shares - Employee share plans (M) | 3 | 3 | 3 | 3 |
| Weighted average number of shares - dilutive securities (M) | 96 | 79 | 93 | 91 |
| Adjusted cash profit for EPS calculation | 9,881 | 9,395 | 4,974 | 4,907 |
| Add back profit impact of assumed conversions (after tax) | 218 | 195 | 114 | 104 |
| Adjusted diluted profit for EPS calculation | 10,099 | 9,590 | 5,088 | 5,011 |
| Average number of shares (M) - "cash basis" | 1,720 | 1,693 | 1,724 | 1,717 |
| Add back weighted average number of shares (M) | 96 | 79 | 93 | 91 |
| Diluted average number of shares (M) | 1,816 | 1,772 | 1,817 | 1,808 |
| Earnings Per Share diluted - "cash basis" (cents) | 556.1 | 541.2 | 279.9 | 277.2 |
| Adjusted statutory profit for EPS calculation | 9,928 | 9,173 | 5,033 | 4,895 |
| Add back profit impact of assumed conversions (after tax) | 218 | 195 | 114 | 104 |
| Adjusted diluted profit for EPS calculation | 10,146 | 9,368 | 5,147 | 4,999 |
| Average number of shares ( $M$ ) - "statutory basis" | 1,719 | 1,692 | 1,723 | 1,715 |
| Add back weighted average number of shares (M) | 96 | 79 | 93 | 91 |
| Diluted average number of shares (M) | 1,815 | 1,771 | 1,816 | 1,806 |
| Earnings Per Share diluted - "statutory basis" (cents) | 559.1 | 529.2 | 283.4 | 276.7 |
| Dividends Per Share (DPS) |  |  |  |  |
|  |  |  |  |  |
| Dividends per share (cents) - fully franked | 429 | 420 | 230 | 199 |
| No. of shares at end of period excluding Treasury shares deduction (M) | 1,730 | 1,715 | 1,730 | 1,723 |
| Total dividends | 7,408 | 7,189 | 3,979 | 3,429 |
| Dividend payout ratio - "cash basis" |  |  |  |  |
| Net profit after tax - "cash basis" | 9,881 | 9,445 | 4,974 | 4,907 |
| Net profit after tax - attributable to ordinary shareholders | 9,881 | 9,395 | 4,974 | 4,907 |
| Total dividends | 7,408 | 7,189 | 3,979 | 3,429 |
| Payout ratio - "cash basis" (\%) | 75.0 | 76.5 | 80.0 | 69. 9 |
| Dividend cover |  |  |  |  |
| Net profit after tax - attributable to ordinary shareholders | 9,881 | 9,395 | 4,974 | 4,907 |
| Total dividends | 7,408 | 7,189 | 3,979 | 3,429 |
| Dividend cover - "cash basis" (times) | 1. 3 | 1.3 | 1. 3 | 1.4 |

(1) Comparative information has been restated to conform to presentation in the current period.
2) Calculations are based on actual numbers prior to rounding to the nearest million.

## 21. Analysis Template (continued)

|  | Full Year Ended ${ }^{(1)}$ |  | Half Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 17 | 30 Jun 16 | 30 Jun 17 | 31 Dec 16 |
| Ratios - Output Summary | \$M | \$M | \$M | \$M |
| Return on Equity (ROE) |  |  |  |  |
| Return on Equity - "cash basis" |  |  |  |  |
| Average net assets | 62,031 | 57,678 | 62,764 | 61,188 |
| Less: |  |  |  |  |
| Average non-controlling interests | (549) | (555) | (549) | (551) |
| Average other equity instruments | - | (626) | - | - |
| Average equity | 61,482 | 56,497 | 62,215 | 60,637 |
| Add average treasury shares | 277 | 296 | 274 | 269 |
| Net average equity | 61,759 | 56,793 | 62,489 | 60,906 |
| Net profit after tax - "cash basis" | 9,881 | 9,445 | 4,974 | 4,907 |
| Less distribution - other equity instruments | - | (50) | - | - |
| Adjusted profit for ROE calculation | 9,881 | 9,395 | 4,974 | 4,907 |
| ROE - "cash basis" (\%) | 16.0 | 16.5 | 16.1 | 16. 0 |
| Return on Equity - "statutory basis" |  |  |  |  |
| Average net assets | 62,031 | 57,678 | 62,764 | 61,188 |
| Average non-controlling interests | (549) | (555) | (549) | (551) |
| Average other equity interests | - | (626) | - | - |
| Average equity | 61,482 | 56,497 | 62,215 | 60,637 |
| Net profit after tax - "statutory basis" | 9,928 | 9,223 | 5,033 | 4,895 |
| Less distribution - other equity instruments | - | (50) | - | - |
| Adjusted profit for ROE calculation | 9,928 | 9,173 | 5,033 | 4,895 |
| ROE - "statutory basis" (\%) | 16.1 | 16.2 | 16. 3 | 16.0 |
| Net Tangible Assets per share ${ }^{(2)}$ |  |  |  |  |
| Net assets | 63,716 | 60,564 | 63,716 | 61,812 |
| Less: |  |  |  |  |
| Intangible assets | $(10,024)$ | $(10,384)$ | $(10,024)$ | $(10,000)$ |
| Non-controlling interests | (546) | (550) | (546) | (551) |
| Total net tangible assets | 53,146 | 49,630 | 53,146 | 51,261 |
| No. of shares at end of period excluding Treasury shares deduction (M) | 1,730 | 1,715 | 1,730 | 1,723 |
| Net Tangible Assets per share (\$) | 30.72 | 28. 94 | 30.72 | 29.75 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Calculations are based on actual numbers prior to rounding to the nearest million.

## 22. Summary

| Group |  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30 Jun 17 | 30 Jun 16 | Jun 17 vs |  | 31 Dec 16 | Jun 17 vs Dec 16 \% |
|  |  |  |  | Jun 16 \% | 30 Jun 17 |  |  |
| Net profit after tax - "cash basis" | \$M | 9,881 | 9,445 | 5 | 4,974 | 4,907 | 1 |
| Treasury shares valuation adjustment (after tax) | \$M | (23) | 4 | large | (4) | (19) | (79) |
| Hedging and IFRS volatility (after tax) | \$M | 73 | (199) | large | 65 | 8 | large |
| Bankwest non-cash items (after tax) | \$M | (3) | (27) | (89) | (2) | (1) | large |
| Net profit after tax - "statutory basis" | \$M | 9,928 | 9,223 | 8 | 5,033 | 4,895 | 3 |
| Earnings per share basic - "cash basis" | cents | 574.4 | 554.8 | 4 | 288.5 | 285.8 | 1 |
| Dividends per share (fully franked) | cents | 429 | 420 | 2 | 230 | 199 | 16 |
| Dividend payout ratio - "cash basis" | \% | 75.0 | 76.5 | (150)bpts | 80.0 | 69.9 | large |
| Common Equity Tier 1 (Internationally Comparable) Basel III ${ }^{(2)}$ |  | 15. 6 | 14.4 | 120 bpts | 15. 6 | 15. 4 | 20 bpts |
| Common Equity Tier 1 (APRA) - Basel III | \% | 10.1 | 10. 6 | (50)bpts | 10.1 | 9. 9 | 20 bpts |
| Leverage ratio (Internationally Comparable) ${ }^{(3)}$ | \% | 5.8 | 5. 6 | 20 bpts | 5.8 | 5. 5 | 30 bpts |
| Leverage ratio (APRA) | \% | 5. 1 | 5. 0 | 10 bpts | 5.1 | 4. 9 | 20 bpts |
| Number of full time equivalent staff | No. | 45,614 | 45,129 | 1 | 45,614 | 45,271 | 1 |
| Return on equity - "cash basis" | \% | 16.0 | 16.5 | (50)bpts | 16.1 | 16.0 | 10 bpts |
| Return on equity - "statutory basis" | \% | 16. 1 | 16.2 | (10)bpts | 16. 3 | 16.0 | 30 bpts |
| Weighted average no. of shares - "statutory basis" basic | M | 1,719 | 1,692 | 2 | 1,723 | 1,715 | - |
| Net tangible assets per share | \$ | 30.72 | 28. 94 | 6 | 30.72 | 29.75 | 3 |
| Net interest income - "cash basis" | \$M | 17,600 | 16,935 | 4 | 8,857 | 8,743 | 1 |
| Net interest margin | \% | 2. 11 | 2. 14 | (3)bpts | 2. 11 | 2. 11 | - |
| Net interest margin excluding Treasury and Markets | \% | 2. 09 | 2. 13 | (4)bpts | 2. 10 | 2. 08 | 2 bpts |
| Other banking income - "cash basis" | \$M | 5,520 | 4,860 | 14 | 2,534 | 2,986 | (15) |
| Other banking income to total banking income - "cash basis" | \% | 23.9 | 22. 3 | 160 bpts | 22.2 | 25.5 | (330) bpts |
| Operating expenses to total operating income - "cash basis" | \% | 42.7 | 42. 4 | 30 bpts | 42.1 | 43. 3 | (120)bpts |
| Average interest earning assets | \$M | 834,741 | 790,596 | 6 | 846,619 | 823,058 | 3 |
| Average interest bearing liabilities | \$M | 755,612 | 733,754 | 3 | 764,126 | 747,236 | 2 |
| Loan impairment expense - "cash basis" | \$M | 1,095 | 1,256 | (13) | 496 | 599 | (17) |
| Loan impairment expense - "cash basis" annualised as a \% of average gross loans and acceptances | \% | 0.15 | 0. 19 | (4)bpts | 0. 14 | 0. 17 | (3)bpts |
| Total provisions for impaired assets as a \% of gross impaired assets | \% | 36. 05 | 36. 17 | (12)bpts | 36. 05 | 35. 02 | 103 bpts |
| Risk weighted assets (APRA) - Basel III | \$M | 437,063 | 394,667 | 11 | 437,063 | 436,481 | - |
| Retail Banking Services |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 4,964 | 4,540 | 9 | 2,498 | 2,466 | 1 |
| Operating expenses to total banking income | \% | 30.8 | 32.1 | (130)bpts | 30.7 | 30.8 | (10)bpts |
| Effective tax rate - "cash basis" | \% | 29.8 | 29.9 | (10)bpts | 29.8 | 29.9 | (10)bpts |
| Business and Private Banking |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 1,639 | 1,522 | 8 | 848 | 791 | 7 |
| Operating expenses to total banking income | \% | 39.1 | 38. 8 | 30 bpts | 38.8 | 39.3 | (50)bpts |
| Effective tax rate - "cash basis" | \% | 30.1 | 30.1 | - | 30.0 | 30. 1 | (10)bpts |
| Institutional Banking and Markets |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 1,306 | 1,190 | 10 | 623 | 683 | (9) |
| Operating expenses to total banking income | \% | 37.6 | 37.4 | 20 bpts | 38.5 | 36.7 | 180 bpts |
| Effective tax rate - "cash basis" | \% | 24.0 | 23.7 | 30 bpts | 24.2 | 23.8 | 40 bpts |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Analysis aligns with the 13 July 2015 APRA study titled "International capital comparison study".
(3) The Tier 1 Capital included in the calculation of the internationally comparable leverage ratio aligns with the 13 July 2015 APRA study titled "International capital comparison study" and includes Basel III non-compliant Tier 1 instruments that are currently subject to transitional rules.

## 22. Summary (continued)

|  |  | Full Year Ended ${ }^{(1)}$ |  |  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30 Jun 17 | 30 Jun 16 | $\begin{aligned} & \hline \text { Jun } 17 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | 30 Jun 17 | 31 Dec 16 | Jun 17 vs <br> Dec 16 \% |
| Wealth Management |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 553 | 612 | (10) | 304 | 249 | 22 |
| Underlying profit after tax | \$M | 503 | 529 | (5) | 277 | 226 | 23 |
| Investment experience after tax | \$M | 54 | 83 | (35) | 31 | 23 | 35 |
| FUA - average | \$M | 141,005 | 134,233 | 5 | 143,838 | 138,146 | 4 |
| FUA - spot | \$M | 146,778 | 135,801 | 8 | 146,778 | 140,820 | 4 |
| AUM - average | \$M | 205,910 | 197,569 | 4 | 209,469 | 201,967 | 4 |
| AUM - spot | \$M | 219,427 | 199,735 | 10 | 219,427 | 203,223 | 8 |
| Annual inforce premiums - average | \$M | 2,465 | 2,474 | - | 2,432 | 2,505 | (3) |
| Annual inforce premiums - spot | \$M | 2,352 | 2,508 | (6) | 2,352 | 2,520 | (7) |
| Operating expenses to total operating income | \% | 70.9 | 70.2 | 70 bpts | 68.4 | 73.5 | large |
| Effective tax rate - "cash basis" | \% | 26.5 | 26.5 | - | 26.3 | 26. 8 | (50)bpts |
| New Zealand |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 973 | 881 | 10 | 502 | 471 | 7 |
| Underlying profit after tax | \$M | 979 | 871 | 12 | 499 | 480 | 4 |
| FUA - average | \$M | 11,994 | 10,680 | 12 | 12,017 | 11,988 | - |
| FUA - spot | \$M | 12,223 | 11,522 | 6 | 12,223 | 12,110 | 1 |
| AUM - average | \$M | 5,019 | 4,431 | 13 | 4,977 | 5,029 | (1) |
| AUM - spot | \$M | 5,313 | 4,988 | 7 | 5,313 | 4,792 | 11 |
| Annual inforce premiums - average | \$M | 715 | 672 | 6 | 716 | 715 | - |
| Annual inforce premiums - spot | \$M | 721 | 710 | 2 | 721 | 729 | (1) |
| Operating expenses to total operating income ${ }^{(2)}$ | \% | 38.4 | 39.9 | (150) bpts | 38.7 | 38.0 | 70 bpts |
| Effective tax rate - "cash basis" ${ }^{(2)}$ | \% | 27.1 | 26. 6 | 50 bpts | 27.0 | 27.3 | (30)bpts |
| Bankwest |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 702 | 778 | (10) | 347 | 355 | (2) |
| Operating expenses to total banking income | \% | 42.1 | 41.2 | 90 bpts | 42.9 | 41.3 | 160 bpts |
| Effective tax rate - "cash basis" | \% | 30.1 | 30.0 | 10 bpts | 29.9 | 30.3 | (40)bpts |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Key financial metrics are calculated in New Zealand dollar terms.

## 23. Foreign Exchange Rates

| Exchange Rates Utilised ${ }^{(1)}$ | Currency | As at |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 30 Jun 17 | 31 Dec 16 | 30 Jun 16 |
| AUD $1.00=$ | USD | 0.7684 | 0.7236 | 0.7431 |
|  | EUR | 0. 6720 | 0. 6883 | 0. 6689 |
|  | GBP | 0.5903 | 0. 5899 | 0. 5534 |
|  | NZD | 1. 0493 | 1. 0393 | 1. 0470 |
|  | JPY | 86.1110 | 84.6897 | 76. 2441 |

(1) End of day, Sydney time.

## 24. Definitions

The definitions of terms used throughout this Profit Announcement, including market share definitions, can be found on: www.commbank.com.au/about-us/shareholders/financial-information/results.html.


[^0]:    ${ }^{1}$ Unless otherwise indicated all comparisons are to the prior full year ended 30 June 2016.
    ${ }^{2}$ For an explanation of and reconciliation between statutory and cash NPAT, refer to pages 2, 3 and 15 of the Group's Profit Announcement for the full year ended 30 June 2017, available at commbank.com.au/shareholder.
    3 "Underlying basis" excludes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.

[^1]:    ${ }^{4}$ Roy Morgan Research Retail Main Financial Institution Customer Satisfaction; DBM Business Financial Services Monitor.

[^2]:    ${ }^{(1)}$ Comparative information has been restated to reflect refinements to the allocation of customer balances, revenue and expense methodology including updated transfer pricing allocations, and changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
    ${ }^{(2)}$ The half year ended 31 December 2016 includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
    ${ }^{(3)}$ The half year ended 31 December 2016 includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
    ${ }^{(4)}$ Net of average mortgage offset balances.
    ${ }^{(5)}$ Excluding a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets, operating expenses to total operating income is $41.8 \%$ for the full year ended 30 June 2017.

[^3]:    (1) Comparative information has been restated to conform to presentation in the current period

[^4]:    (1) Includes Shareholders' funds in the CFS Global Asset Management, Colonial First State and CommInsure businesses.

[^5]:    (1) Comparative information has been restated to conform to presentation in the current period.

[^6]:    (1) Comparative information has been restated to conform to presentation in the current period.

[^7]:    (1) Committed exposures by industry, region and commercial credit quality are disclosed on a gross basis (calculated before collateralisation).

[^8]:    (1) The determined dividend includes an amount attributable to Dividend Reinvestment Plan (DRP) of $\$ 558$ million (interim 2016/2017), $\$ 586$ million (final 2015/2016), $\$ 552$ million (interim 2015/2016) and $\$ 655$ million (final 2014/2015) with $\$ 557$ million, $\$ 586$ million, $\$ 552$ million and $\$ 657$ million ordinary shares being issued under plan rules, which include the carry forward of DRP balance from previous dividends.
    (2) Relates to the movement in treasury shares held within Life Insurance Statutory Funds and the employee share scheme trust
    (3) Redemption of Trust Preferred Securities (TPS 2006) on 15 March 2016.
    (4) Comparative information has been restated to conform to presentation in the current period
    (5) Includes other equity instruments and non-controlling interests.

[^9]:    1) Comparative information has been restated to conform to presentation in the current period
[^10]:    (1) Comparative information has been restated to conform to presentation in the current period.
    (2) The simple average of closing reporting period balances.

