## Profit Announcement

FOR THE HALF YEAR ENDED 31 DECEMBER 2011

## ASX Appendix 4D

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

| Report for the half year ended 31 December 2011 | \$M |  |
| :--- | ---: | ---: |
| Revenue from ordinary activities | 23,723 | Up 3\% |
| Profit from ordinary activities after tax attributable to Equity holders | 3,624 | Up 19\% |
| Net profit for the period attributable to Equity holders | 3,624 | Up 19\% |
| Dividends |  | 137 |
| Interim Dividend - fully franked (cents per share) |  | 24 February 2012 |
| Record date for determining entitlements to the dividend |  |  |

(1) Rule 4.2A.3

This half year report is provided to the ASX under Rule 4.2A. Refer to Appendix 11 ASX Appendix 4D for disclosures required under ASX Listing Rules.

This report should be read in conjunction with the 30 June 2011 Annual Financial Report of the Group and any public announcements made in the period by the Group in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.

## Important dates for shareholders

| Ex-dividend Date | 20 February 2012 |
| :--- | ---: |
| Record Date | 24 February 2012 |
| Interim Dividend Payment Date | 5 April 2012 |

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## Group Performance Highlights

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
| Net Profit after | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0} / \mathbf{0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Income Tax | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Statutory basis | $\mathbf{3 , 6 2 4}$ | 3,342 | 3,052 |
| Cash basis | $\mathbf{3 , 5 7 6}$ | 3,500 | 3,335 |

The Group's net profit after tax ("statutory basis") for the half year ended 31 December 2011 was \$3,624 million, up $19 \%$ on the prior comparative period.
Return on equity ("statutory basis") was $19.6 \%$ and Earnings per share ("statutory basis") was 230.8 cents, up $17 \%$ on the prior comparative period.
The Management Discussion and Analysis discloses the net profit after tax on both a "statutory basis" and a "cash basis". The statutory basis is prepared and reviewed 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 a number of items that introduce volatility and/or oneoff distortions of the Group's current period performance. These items, such as hedging and IFRS volatility, are calculated consistently period to period 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 10.
The Group has maintained its momentum, achieving another solid financial result in a challenging environment, characterised by low levels of credit growth, strong competition and elevated funding costs, as the domestic economy continues to be impacted by ongoing global uncertainty emanating principally from the European sovereign debt crisis.
The combination of a well managed, diversified business model, strong balance sheet and stable financial platform has assisted the Group to navigate both the global uncertainty and market volatility, and maintain profitable growth and sustainable shareholder returns.
Operating income growth reflected low system credit growth and difficult trading conditions for both the Wealth and Markets businesses. Lending and deposit competition remained intense, while wholesale funding costs increased significantly as a result of recent market turbulence.

Operating expenses have been managed prudently, with a continued focus on driving further efficiencies from productivity initiatives and effective execution of the Core Banking Modernisation initiative, allowing for investment in the business to continue.
Loan impairment expense continued to decrease reflecting the gradual improvement in credit quality. However, some of the Group's customers are finding the current economic environment increasingly challenging. As a result, the Group has maintained a conservative approach to provisioning with economic overlays unchanged since 30 June 2011.
Net profit after tax ("cash basis") for the half year ended 31 December 2011 was $\$ 3,576$ million, an increase of $7 \%$ on the prior comparative period. Cash earnings per share increased $6 \%$ to 227.2 cents per share.
Return on Equity ("cash basis") for the half year ended 31 December 2011 was $19.2 \%$, in line with the prior comparative period, reflecting increased profitability whilst maintaining a strong capital position.

## Capital and Funding

The Group maintained a strong capital position with a Tier One capital ratio as at 31 December 2011 of $9.90 \%$.
Despite recent funding market disruptions caused by the European sovereign debt crisis, the Group remains well funded, enabling the provision of ongoing support to customers. However, wholesale and deposit funding remains expensive and continues to place pressure on the Group's net interest margin.

Strong deposit growth, coupled with subdued system credit growth, has seen the Group satisfy a significant proportion of its funding requirements from domestic deposits. Customer deposits made up $62 \%$ of the Group's total funding source at 31 December 2011, up from $60 \%$ in the prior comparative period. Customer deposits increased $\$ 35$ billion to $\$ 370$ billion.
Recent initiatives by global regulators have helped to clarify future capital and liquidity requirements for the Australian banking industry. The G-20 and Basel III initiatives regarding capital are manageable within the specified timeframes, but will inevitably increase the cost of doing business.
In addition, the Reserve Bank of Australia announced it would provide a Committed Liquidity Facility from 1 January 2015. This will enable the Group to access a pre-specified amount of liquidity by entering into repurchase agreements on a broad range of eligible securities. The specific application of these requirements to each bank is the subject of ongoing discussions with APRA.
During the period, Australian bank regulations were amended to allow Australian banks to issue covered bonds as a source of funding. Covered bonds are expected to become a significant contributor to the Group's funding in the future as this product becomes established in various markets.

## Dividends

The interim dividend declared was $\$ 1.37$ per share, up $4 \%$ on the prior comparative period. The dividend payout ratio ("cash basis") for the half year to 31 December 2011 was $60.9 \%$.
The interim dividend payment will be fully franked and will be paid on 5 April 2012 to owners of ordinary shares at the close of business on 24 February 2012 ("record date"). Shares will be quoted ex-dividend on 20 February 2012.

## Outlook

The outlook for the global economy remains unpredictable and the Group plans to retain its existing conservative business settings. Positive signs of economic recovery are welcomed, but it is recognised that in times of uncertainty, banks must remain cautious.
The fundamentals of the Australian economy remain strong and the Group has great confidence in the prospects for this economy. However, in the absence of sustained recovery in offshore economies, particularly Europe, businesses and consumers will remain cautious, and the current trend of weak credit growth, asset allocation towards cash, and volatile markets will continue in Australia. Until clear signs of that sustained recovery are seen, average funding costs will continue to rise.

The Group remains confident in its future and its ability to support its customers and the broader Australian economy, despite the challenges presented by the current environment. Over the first hundred years, the Group has built a diversified and sustainable business model which, in combination with its strong financial position, places it in an excellent position to continue to excel in customer service, deliver superior returns to shareholders and provide fulfilling jobs for its people.

|  |  |  |  |  | If Year End |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31/12/11 | 30/06/11 | 31/12/10 | $\begin{array}{r} \text { Dec } 11 \text { vs } \\ \text { Jun } 11 \end{array}$ | $\begin{array}{r} \text { Dec } 11 \text { vs } \\ \text { Dec } 10 \end{array}$ | $\begin{array}{r} \text { Statutory } \\ \text { result } \\ 31 / 12 / 11 \end{array}$ | $\begin{array}{r} \text { Dec } 11 \text { vs } \\ \text { Dec } 10 \end{array}$ |
|  | Group Performance Summary | \$M | \$M | \$M | \% | \% | \$M | \% |
|  | Net interest income | 6,551 | 6,488 | 6,170 | 1 | 6 | 6,537 | 7 |
|  | Other banking income | 2,020 | 1,924 | 2,059 | 5 | (2) | 2,172 | 22 |
|  | Total banking income | 8,571 | 8,412 | 8,229 | 2 | 4 | 8,709 | 10 |
|  | Funds management income | 977 | 1,024 | 1,017 | (5) | (4) | 957 | (5) |
|  | Insurance income | 501 | 398 | 458 | 26 | 9 | 622 | 6 |
|  | Total operating income | 10,049 | 9,834 | 9,704 | 2 | 4 | 10,288 | 8 |
| $\square$ | Investment experience | 56 | 86 | 35 | (35) | 60 | n/a | n/a |
|  | Total income | 10,105 | 9,920 | 9,739 | 2 | 4 | 10,288 | 8 |
|  | Operating expenses | $(4,602)$ | $(4,483)$ | $(4,408)$ | 3 | 4 | $(4,682)$ | 5 |
| ) | Loan impairment expense | (545) | (558) | (722) | (2) | (25) | (545) | (25) |
|  | Net profit before income tax | 4,958 | 4,879 | 4,609 | 2 | 8 | 5,061 | 17 |
|  | Corporate tax expense ${ }^{(1)}$ | $(1,373)$ | $(1,372)$ | $(1,265)$ | - | 9 | $(1,428)$ | 13 |
|  | Non controlling interests ${ }^{(2)}$ | (9) | (7) | (9) | 29 | - | (9) | - |
|  | Net profit after tax ("cash basis") | 3,576 | 3,500 | 3,335 | 2 | 7 | n/a | n/a |
|  | Hedging and IFRS volatility | 115 | (49) | (216) | large | large | n/a | n/a |
|  | Other non-cash items ${ }^{(3)}$ | (67) | (109) | (67) | (39) | - | n/a | n/a |
|  | Net profit after tax ("statutory basis") | 3,624 | 3,342 | 3,052 | 8 | 19 | 3,624 | 19 |
|  | Represented by: |  |  |  |  |  |  |  |
|  | Retail Banking Services ${ }^{(4)}$ | 1,439 | 1,457 | 1,397 | (1) | 3 |  |  |
|  | Business and Private Banking ${ }^{(4)}$ | 551 | 528 | 502 | 4 | 10 |  |  |
| $\square$ | Institutional Banking and Markets | 547 | 506 | 498 | 8 | 10 |  |  |
|  | Wealth Management | 272 | 283 | 359 | (4) | (24) |  |  |
|  | New Zealand | 258 | 236 | 234 | 9 | 10 |  |  |
|  | Bankwest | 268 | 239 | 224 | 12 | 20 |  |  |
| $\square$ | Other | 241 | 251 | 121 | (4) | 99 |  |  |
|  | Net profit after income tax ("cash basis") | 3,576 | 3,500 | 3,335 | 2 | 7 |  |  |
|  | Investment experience - after tax | (36) | (52) | (29) | (31) | 24 |  |  |
| $\square$ | Net profit after tax ("underlying basis") | 3,540 | 3,448 | 3,306 | 3 | 7 |  |  |

(1) For purposes of presentation, Policyholder tax expense components of Corporate tax expense are shown on a net basis ( 31 December 2011 : $\$ 40$ million; 30 June 2011: \$66 million; 31 December 2010: \$100 million).
(2) Non-controlling interests include preference dividends paid to holders of preference shares in ASB Capital Limited and ASB Capital No. 2 Limited.
(3) Refer to Appendix 12 for details.
(4) Comparatives have been restated for the impact of business resegmentation.


Group Return on Assets


Highlights continued

| Shareholder Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | $\begin{aligned} & \text { Dec } 11 \text { vs } \\ & \text { Jun } 11 \text { \% } \end{aligned}$ | Dec 11 vs Dec 10 \% |
| Dividends per share - fully franked (cents) | 137 | 188 | 132 | (27) | 4 |
| Dividend cover - cash (times) | 1.6 | 1. 2 | 1.6 | 33 | - |
| Earnings per share ${ }^{(1)}$ |  |  |  |  |  |
| Statutory basis - basic (cents) | 230.8 | 214.7 | 196.5 | 7 | 17 |
| Cash basis - basic (cents) | 227.2 | 224.4 | 214.3 | 1 | 6 |
| Dividend payout ratio (\%) ${ }^{(1)}$ |  |  |  |  |  |
| Statutory basis | 60.1 | 88. 2 | 67.5 | large | large |
| Cash basis | 60.9 | 84.2 | 61.7 | large | (80)bpts |
| Weighted average no. of shares ("statutory basis") - basic (M) ${ }^{(1)}$ | 1,561 | 1,547 | 1,542 | 1 | 1 |
| Weighted average no. of shares ("cash basis") - basic (M) ${ }^{(1)}{ }^{(2)}$ | 1,564 | 1,551 | 1,546 | 1 | 1 |
| Return on equity ("cash basis") (\%) ${ }^{(1)}$ | 19.2 | 20.0 | 19.2 | (80)bpts | - |
| Return on equity ("statutory basis") (\%) ${ }^{(1)}$ | 19.6 | 19.2 | 17.7 | 40 bpts | 190 bpts |

(1) For definitions refer to Appendix 16.
(2) Diluted EPS and weighted average number of shares are disclosed in Appendix 13.


| Credit Ratings | Long-term | Short-term | Outlook |
| :--- | ---: | ---: | ---: |
| Fitch Ratings ${ }^{(1)}$ | AA | $\mathrm{F} 1+$ | $\mathrm{n} / \mathrm{a}$ |
| Moody's Investor Services | Aa2 | $\mathrm{P}-1$ | Stable |
| Standard \& Poor's ${ }^{(2)}$ | AA- | $\mathrm{A}-1+$ |  |

(1) On 30 January 2012, Fitch Ratings placed the long term credit ratings of the Bank and the other three major Australian banks on Ratings Watch Negative as part of a broader assessment of the ratings of the largest and most highly rated banking institutions in the world.
(2) On 1 December 2011, Standard \& Poor's downgraded the long-term credit ratings of the Bank along with the other three major Australian banks.

| Market Share Percentage ${ }^{(1)}$ | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \% | \% | \% |
| Home loans ${ }^{(2)}$ | 25.9 | 25. 8 | 26.0 |
| Credit cards ${ }^{(2)(3)}$ | 23.1 | 22. 9 | 22.7 |
| Personal lending (APRA Other Household) ${ }^{(2)}{ }^{(4)}$ | 14.6 | 14.8 | 14.7 |
| Household deposits | 29. 4 | 30.0 | 30.5 |
| Retail deposits ${ }^{(2)}{ }^{(5)}$ | 26.4 | 26.9 | 26.6 |
| Business Lending - APRA ${ }^{(2)}$ | 17.5 | 17.9 | 18.4 |
| Business Lending - RBA ${ }^{(2)}$ | 16.9 | 16. 6 | 16.9 |
| Business Deposits - APRA ${ }^{(2)}$ | 20.9 | 21. 4 | 21. 1 |
| Asset Finance ${ }^{(2)}$ | 13.7 | 13.9 | 14.0 |
| Equities trading | 5.8 | 5.9 | 5.7 |
| Australian Retail - administrator view ${ }^{(2)(6)}$ | 14.8 | 15.1 | 15.0 |
| FirstChoice Platform ${ }^{(2)(6)}$ | 11.4 | 11.5 | 11.2 |
| Australia (total risk) ${ }^{(2)}(6)$ | 12. 2 | 12.5 | 12.5 |
| Australia (individual risk) ${ }^{(2)}$ (6) | 13.3 | 13.4 | 13.4 |
| NZ Lending for housing ${ }^{(2)}$ | 22.0 | 22.1 | 22.4 |
| NZ Retail Deposits | 21.2 | 21. 4 | 21.2 |
| NZ Lending to business ${ }^{(2)}$ | 9. 3 | 9. 2 | 9.2 |
| NZ Retail FUM ${ }^{(2)}$ | 15.1 | 14.4 | 14.7 |
| NZ Annual inforce premiums ${ }^{(2)}$ | 30.2 | 30.1 | 30.5 |

(1) For market share definitions refer to Appendix 17.
(2) Prior periods have been restated in line with market updates.
(3) As at 30 November 2011.
(4) Personal lending market share includes personal loans and margin loans.
(5) In accordance with RBA guidelines, these measures include some products relating to both the Retail and Corporate segments.
(6) As at 30 September 2011.

Highlights continued


| Key Performance Indicators | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs Jun 11 \% | Dec 11 vs Dec 10 \% |
| Group |  |  |  |  |  |
| Cash net profit after tax (\$M) | 3,576 | 3,500 | 3,335 | 2 | 7 |
| Net interest margin (\%) | 2. 15 | 2. 25 | 2. 12 | (10)bpts | 3 bpts |
| Average interest earning assets (\$M) ${ }^{(1)}$ | 601,244 | 578,982 | 573,800 | 4 | 5 |
| Average interest bearing liabilities (\$M) ${ }^{(1)}$ | 564,743 | 540,772 | 536,948 | 4 | 5 |
| Funds management income to average FUA (\%) | 1.00 | 1. 04 | 1. 04 | (4)bpts | (4)bpts |
| Funds Under Administration (FUA) - average (\$M) | 194,421 | 198,851 | 194,011 | (2) | - |
| Insurance income to average inforce premiums (\%) | 45.7 | 39. 2 | 44.9 | large | 80 bpts |
| Average inforce premiums (\$M) | 2,180 | 2,050 | 2,022 | 6 | 8 |
| Operating expenses to total operating income (\%) | 45.8 | 45.6 | 45.4 | 20 bpts | 40 bpts |
| Effective corporate tax rate - cash (\%) | 27.7 | 28. 1 | 27.4 | (40) bpts | 30 bpts |
| Retail Banking Services ${ }^{(2)}$ |  |  |  |  |  |
| Cash net profit after tax (\$M) | 1,439 | 1,457 | 1,397 | (1) | 3 |
| Operating expenses to total banking income (\%) | 38. 3 | 38. 5 | 38.7 | (20)bpts | (40)bpts |
| Business and Private Banking ${ }^{(2)}$ |  |  |  |  |  |
| Cash net profit after tax (\$M) | 551 | 528 | 502 | 4 | 10 |
| Operating expenses to total banking income (\%) | 42. 9 | 44.5 | 43. 4 | (160) bpts | (50)bpts |
| Institutional Banking and Markets |  |  |  |  |  |
| Cash net profit after tax (\$M) | 547 | 506 | 498 | 8 | 10 |
| Operating expenses to total banking income (\%) | 36.5 | 34.2 | 32. 9 | 230 bpts | 360 bpts |
| Wealth Management |  |  |  |  |  |
| Cash net profit after tax (\$M) | 272 | 283 | 359 | (4) | (24) |
| FUA - average (\$M) | 186,266 | 191,252 | 186,849 | (3) |  |
| Average inforce premiums (\$M) | 1,724 | 1,608 | 1,580 | 7 | 9 |
| Funds management income to average FUA (\%) | 1.01 | 1.05 | 1.04 | (4)bpts | (3) bpts |
| Insurance income to average inforce premiums (\%) | 42.0 | 35.7 | 42.7 | large | (70)bpts |
| Operating expenses to net operating income (\%) ${ }^{(3)}$ | 66.9 | 65.6 | 57.7 | 130 bpts | large |
| New Zealand |  |  |  |  |  |
| Cash net profit after tax (\$M) | 258 | 236 | 234 | 9 | 10 |
| FUA - average (\$M) | 8,155 | 7,599 | 7,162 | 7 | 14 |
| Average inforce premiums (\$M) | 456 | 442 | 442 | 3 | 3 |
| Funds management income to average FUA (\%) | 0.51 | 0.53 | 0.55 | (2)bpts | (4) bpts |
| Insurance income to average inforce premiums (\%) | 50.6 | 47.9 | 47.6 | 270 bpts | 300 bpts |
| Operating expenses to total operating income (\%) | 50.1 | 51.3 | 51.0 | (120)bpts | (90)bpts |
| Bankwest |  |  |  |  |  |
| Cash net profit after tax (\$M) | 268 | 239 | 224 | 12 | 20 |
| Operating expenses to total banking income (\%) | 50.5 | 52.3 | 53.7 | (180) bpts | (320) bpts |
| Capital Adequacy |  |  |  |  |  |
| Common Equity (\%) | 7.67 | 7. 66 | 7. 35 | 1 bpt | 32 bpts |
| Tier One (\%) | 9.90 | 10. 01 | 9. 71 | (11) bpts | 19 bpts |
| Total Capital (\%) | 11. 11 | 11.70 | 11.50 | (59)bpts | (39)bpts |

[^0]
# Group Performance Analysis 

## Financial Performance and Business Review

The Group's net profit after tax ("cash basis") for the half year ended 31 December 2011 was $\$ 3,576$ million, which represented a $7 \%$ increase on the prior comparative period.
Earnings per share ("cash basis") increased 6\% on the prior comparative period to 227.2 cents per share, whilst Return on equity ("cash basis") was in line with the prior comparative period at 19.2\%.
This solid financial result has been achieved in challenging economic conditions impacted by ongoing global uncertainty and market volatility. The result reflects the Group's continued operating momentum and strong financial platform, notwithstanding the low credit growth environment and the impact of increased wholesale and deposit funding costs. Key points of note in the result included the following:

- Net interest income increased 6\% to $\$ 6,551$ million, reflecting a three basis point increase in net interest margin and 5\% growth in average interest earning assets;
- Other banking income declined $2 \%$ to $\$ 2,020$ million, with lower Markets trading income, including an unfavourable counterparty fair value adjustment, and lower Treasury earnings, partly offset by higher foreign exchange and bills income;
- Funds management income decreased $4 \%$ to $\$ 977$ million, impacted by a $3 \%$ decrease in average funds under management (FUM) and a shift in portfolio mix towards cash and fixed interest investments reflecting cautious investor sentiment;
- Insurance income increased $9 \%$ to $\$ 501$ million due to $8 \%$ average inforce premium growth, favourable claims experience in the New Zealand life insurance business and lower working claims experience in the general insurance business;
- Operating expenses increased $4 \%$ to $\$ 4,602$ million, driven by inflation-related salary increases, property transition costs related to the new Sydney CBD office premises and higher compliance costs. This was partly offset by the continued focus on productivity initiatives delivering operational efficiencies; and
- Loan impairment expense decreased $25 \%$ to $\$ 545$ million, reflecting the gradual improvement in asset quality, with economic overlays unchanged since 30 June 2011.

The Group's net profit after tax ("cash basis") for the half year ended 31 December 2011 increased $2 \%$ on the prior half, reflecting 4\% growth in average interest earning assets and higher insurance income from favourable claims experience and inforce premium growth. This was partly offset by a decrease in Group net interest margin, due to higher wholesale and deposit funding costs, together with lower funds management and Markets income which was impacted by the challenging economic conditions.
More comprehensive disclosure of performance highlights by key business segments is contained on pages 14-32.

## Net Interest Income

Net interest income increased by $6 \%$ on the prior comparative period to $\$ 6,551$ million. This was a result of growth in average interest earning assets of $5 \%$ together with a three basis point improvement in net interest margin to 2.15\%.
Net interest income increased by $1 \%$ on the prior half driven by average interest earning assets growth of $4 \%$, partly offset by a ten basis point decline in net interest margin.

## Average Interest Earning Assets

Average interest earning assets increased by $\$ 27$ billion on the prior comparative period to $\$ 601$ billion, reflecting a $\$ 14$ billion increase in average lending interest earning assets and a \$13 billion increase in average non-lending interest earning assets.

Home loan average balances, excluding the impact of securitisation, increased by $\$ 12$ billion or $4 \%$ since 31 December 2010 to $\$ 328$ billion.
Average balances for business and corporate lending increased by $\$ 1$ billion since 31 December 2010 to $\$ 153$ billion, largely due to growth in Business and Private Banking, partly offset by a reduction in higher risk exposures in Bankwest.

Average non-lending interest earning assets increased \$13 billion since 31 December 2010 due to higher levels of liquid assets driven by prudent business settings and balance sheet growth.

## Average Interest Earning Assets (\$M)



## Net Interest Margin

The Group's net interest margin decreased ten basis points compared to the prior half to $2.15 \%$. The Australian contribution to Group net interest margin (which excludes the IFRS reclassification and New Zealand) decreased seven basis points. The key drivers were:
Asset pricing and mix: Increase in margin of five basis points, reflecting improved new business pricing on fixed-rate home loans and risk based pricing within the business lending portfolio.
Funding costs: Decrease in margin of ten basis points reflecting the continued pressure of increased wholesale funding costs and ongoing competition for deposits.
Treasury and other: Decrease of two basis points, mainly driven by holding higher levels of non-lending interest earning assets.

## Group Performance Analysis continued

NIM movement since June 2011


New Zealand's contribution to the Group's net interest margin increased one basis point. This reflected the continued shift in portfolio mix as customers switched from fixed to variable rate home loans and improved margins on investment deposit accounts.

## Group NIM (Half Year Ended)



Other Banking Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Commissions | $\mathbf{1 , 0 0 9}$ | 961 | 985 |
| Lending fees | $\mathbf{7 3 5}$ | 760 | 707 |
| Trading income | $\mathbf{2 4 1}$ | 291 | 426 |
| Other income | $\mathbf{2 1 6}$ | 183 | 168 |
|  | $\mathbf{2 , 2 0 1}$ | 2,195 | 2,286 |
| IFRS reclassification of net |  |  |  |
| swap costs ${ }^{(1)}$ | $\mathbf{( 1 8 1 )}$ | $(271)$ | $(227)$ |
| Other banking income | $\mathbf{2 , 0 2 0}$ | $\mathbf{1 , 9 2 4}$ | 2,059 |

Excluding the impact of the IFRS reclassification of net swap costs, other banking income decreased $4 \%$ on the prior comparative period to $\$ 2,201$ million.
(1) The reclassification from Net interest income to Other banking income relates to certain economic hedges which do not qualify for IFRS hedge accounting. The IFRS reclassification of net swap costs decreased $20 \%$ compared to the prior comparative period to $\$ 181$ million, reflecting a higher proportion of swaps in effective hedge accounting relationships in the current half.

Factors impacting other banking income were:

- Commissions: increased $2 \%$ on the prior comparative period to $\$ 1,009$ million. This was driven by solid foreign exchange volumes and home loan packaging fees, partly offset by lower brokerage income reflecting subdued market trading conditions;
- Lending fees: increased $4 \%$ on the prior comparative period to $\$ 735$ million. This included higher commercial bill income due to improved new business margins and balance growth. This was partly offset by lower income following the abolition of home loan switching and deferred establishment fees;
- Trading income: decreased $43 \%$ on the prior comparative period to $\$ 241$ million. This was due to lower Treasury earnings together with the Markets business being impacted by difficult trading conditions as well as unfavourable counterparty fair value adjustments from widening credit spreads and the decreasing interest rate environment; and
- Other income: increased $29 \%$ on the prior comparative period to $\$ 216$ million mainly due to gains on asset sales, and an increase in leasing fee income.
Excluding the impact of the IFRS reclassification of net swap costs, other banking income was up slightly on the prior half. This reflected gains on asset sales, offset by lower brokerage and Markets earnings.

Funds Management Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| CFSGAM | $\mathbf{4 4 8}$ | 458 | 449 |
| Colonial First State | $\mathbf{4 1 4}$ | 434 | 426 |
| CommInsure | $\mathbf{8 3}$ | 101 | 107 |
| New Zealand and Other | $\mathbf{3 2}$ | 31 | 35 |
| Funds management |  |  |  |
| income | $\mathbf{9 7 7}$ | 1,024 | 1,017 |

Funds management income decreased $4 \%$ on the prior comparative period to $\$ 977$ million driven by:

- A $3 \%$ decrease in average funds under management (FUM) to $\$ 145$ billion, impacted by declining equity markets;
- A higher proportion of funds invested into lower margin cash and fixed interest investments due to recent market uncertainty;
- The continued run-off in the CommInsure closed investment portfolios; partly offset by
- Solid investment performance, notwithstanding the difficult market conditions.
Internationally sourced fund flows were solid and FirstChoice and FirstWrap continued to attract above system net flows, supported by strong performance across adviser channels, in particular financial planners leveraging the extensive retail branch network.
Funds management income to average funds under administration (FUA) margin decreased by four basis points to $1.00 \%$, impacted by the shift in business mix to lower margin products which is reflective of cautious investor sentiment.
Funds management income decreased 5\% compared to the prior half with average FUM down 4\%.


# Group Performance Analysis continued 

Insurance Income

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| CommInsure | $\mathbf{3 6 4}$ | 285 | 340 |
| New Zealand and Other | $\mathbf{1 3 7}$ | 113 | 118 |
| Insurance income | $\mathbf{5 0 1}$ | 398 | 458 |

Insurance income increased by $9 \%$ on the prior comparative period to $\$ 501$ million driven by:

- Average inforce premiums increased by $8 \%$ to $\$ 2,180$ million;
- Improved life insurance claims experience in New Zealand; and
- Favourable general insurance working claims experience. Insurance income increased $26 \%$ compared to the prior half driven by favourable claims experience and a $6 \%$ increase in average inforce premiums.


## Operating Expenses

Operating expenses increased $4 \%$ on the prior comparative period to $\$ 4,602$ million. The key drivers were:

- Staff expenses: increased by $3 \%$ to $\$ 2,478$ million, driven by inflation-related salary increases and higher staff numbers;
- Occupancy and Equipment expenses: increased by $8 \%$ to $\$ 521$ million, largely impacted by the transition to the new office premises at Darling Quarter in the Sydney CBD and inflation-related rent reviews;
- Information Technology Services expenses: increased by $3 \%$ to $\$ 581$ million, including higher communication expenses due to a new telephony platform, and increased software amortisation driven by the Core Banking Modernisation initiative;
- Other expenses: increased by $8 \%$ to $\$ 1,022$ million, impacted by higher compliance costs, credit card rewards programme expenses and the Centenary year community support programme.
Operating expenses increased $3 \%$ compared to the prior half driven by inflation-related salary increases, investment in staff, and the impact of higher compliance expenses. This was partly offset by continued focus on productivity initiatives.


## Group Expense to Income Ratio

The Group expense to income ratio increased by 40 basis points over the prior comparative period to $45.8 \%$. The Banking expense to income improved 90 basis points on the prior comparative period to $40.6 \%$, benefitting from a continued focus on technology and operating efficiencies.


## Loan Impairment Expense

Loan impairment expense for the half year ended 31 December 2011 was $\$ 545$ million, representing 21 basis points of average gross loans and acceptances. Loan impairment expense decreased $25 \%$ on the prior comparative period. Key drivers were:

- A significant reduction in the Institutional Banking and Markets loan impairment expense with the nonrecurrence of single name exposures; and
- The non-recurrence of the Queensland flood provisions recognised in the prior comparative period; partly offset by
- Higher loan impairment expense in Retail Banking Services, where the prior comparative period benefitted from an improvement in unsecured arrears rates. In addition, individual provisions for home loans increased, driven by the difficult economic circumstances for some home owners.

Half Year Impairment Expense (annualised) as a \% of Average Gross Loans and Acceptances


## Provisions for Loan Impairment

The Group maintains a prudent and conservative approach to provisioning, with total provisions for impairment losses of $\$ 5,081$ million as at 31 December 2011, which is a $2 \%$ reduction compared to 30 June 2011. The current level of provisioning reflects:

- Reduced Commercial individually assessed provisions as the work out of a number of large impaired assets is completed;
- A reduction of Bankwest collective provisions as preacquisition troublesome loans continue to run-off; partly offset by
- Higher provisions in the Consumer portfolios, consistent with the difficult economic environment.
- Economic overlays remain unchanged from 30 June 2011.


## Group Performance Analysis continued

Collective Provisions (\$m)
Individual Provisions (\$m)


## Taxation Expense

The corporate tax expense was $\$ 1,373$ million, representing an effective tax rate of $27.7 \%$.

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.

## Non-cash items included in statutory profit

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 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") are outlined below and are treated consistently with prior period disclosures.

## 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 $\$ 115$ million after tax gain was recognised in statutory profit for the half year ended 31 December 2011 (30 June 2011: $\$ 49$ million loss; 31 December 2010: \$216 million loss).


## Bankwest non-cash items

Merger related amortisation: The acquisition of Bankwest resulted in the recognition of fair value adjustments on certain financial instruments, core deposits and brand name intangible assets that will be amortised over their useful lives. A $\$ 35$ million after tax expense was recognised in the half year ended 31 December 2011 ( 30 June 2011: $\$ 46$ million expense; 31 December 2010: $\$ 35$ million expense).
Integration expenses: The integration of the Bankwest business into the Group was completed as of 30 June 2011. There were no expenses incurred during the current half ( 30 June 2011: $\$ 53$ million; 31 December 2010: $\$ 13$ million).

These costs were not recognised in cash profit as they were not representative of the Group's expected ongoing financial performance.

## Count Financial Limited acquisition costs

During the period the Group acquired $100 \%$ of the issued share capital of Count Financial Limited (Count), an independent, accountant-based financial advice business. As part of the acquisition, the Group incurred retention, advisory and other costs totalling $\$ 33$ million after tax. These items are not recognised in cash profit as they are not representative of the Group's expected ongoing financial performance.

## Gains/losses on disposal of controlled entities/investments

There were no non-cash gains/losses relating to disposals included in the statutory profit for the current half (30 June 2011: \$nil; 31 December 2010: $\$ 7$ million after tax loss representing the loss on sale of the St Andrew's insurance business).

## Treasury shares valuation adjustment

Under IFRS, CBA shares held by the Group in the managed funds and life insurance businesses are defined as treasury shares and are held at cost. Unrealised gains or losses are recognised in cash profit representing the underlying performance of the asset portfolio attributable to the wealth and life insurance businesses. These unrealised gains or losses are reversed as a non-cash item for statutory reporting purposes. A $\$ 1$ million after tax loss was included in cash profit in the half year ended 31 December 2011 ( 30 June 2011: $\$ 10$ million gain; 31 December 2010: $\$ 12$ million gain).

## Policyholder tax

Policyholder tax is included in the Wealth Management business results for statutory reporting purposes. In the half year ended 31 December 2011, tax expense of $\$ 40$ million (30 June 2011: $\$ 66$ million tax expense; 31 December 2010: $\$ 100$ million tax expense), funds management loss of $\$ 33$ million ( 30 June 2011: $\$ 8$ million income; 31 December 2010: $\$ 54$ million income) and insurance income of $\$ 73$ million ( 30 June 2011: $\$ 58$ million income; 31 December 2010: $\$ 46$ million income) was recognised. The gross up of these items are 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.

## Group Performance Analysis continued

## Core Banking Modernisation

During the period, the Group invested $\$ 188$ million on the Core Banking Modernisation (CBM) initiative which continues to make significant progress. Highlights over the half included:

- Launch of business deposits and savings account functionality which enables accounts to be opened on the new platform;
- Successful migration of over one million business deposit and transaction accounts onto the new platform allowing these customers to enjoy the benefits of real time banking; and
- Implementation of SAP Business Partner as the Group's new core customer information store, providing the Group with streamlined customer centric processes.
In the second half of the financial year completion of the migration of business deposit accounts to the new platform will take place as well as the commencement of the business lending phase.


## Credit Quality

The credit quality of the retail and corporate portfolios remains sound.

Retail arrears reduced over the half, in line with seasonal trends.

Home loan arrears reduced over the half, with 30+ day arrears decreasing from $2.08 \%$ to $1.93 \%$ and $90+$ day arrears reducing from $1.17 \%$ to $1.03 \%$. Although arrears have decreased, the home loan portfolio experienced an increase in individually assessed provisions and impaired assets during the half. This reflected the impact of the difficult economic environment with some home loan customers finding it difficult to service their repayments.
Unsecured retail arrears also improved over the half with credit card $30+$ days arrears falling from $2.99 \%$ to $2.66 \%$ and $90+$ days arrears reducing from $1.20 \%$ to $1.09 \%$. In addition, personal loan arrears improved with $30+$ day arrears falling from $3.07 \%$ to $2.63 \%$ and $90+$ days arrears falling from $1.26 \%$ to $1.08 \%$.
The Group's ratings migration on the risk rated portfolio was stable during the half with upgrades in line with downgrades. Commercial troublesome assets reduced by $8 \%$ during the half to $\$ 6$ billion.
Gross impaired assets were $\$ 4,692$ million as at 31 December 2011, 11\% lower than 30 June 2011. Gross impaired assets as a proportion of gross loans and acceptances of $0.88 \%$ reduced 14 basis points when compared to 30 June 2011. The impaired asset portfolio remains well provisioned with provision coverage of $44.69 \%$.

Loans 90 days past due but not impaired have reduced to $0.59 \%$ of gross loans and acceptances, from $0.73 \%$ at 30 June 2011.

| Other Credit Quality Metrics | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs Jun 11 \% | Dec 11 vs Dec 10 \% |
| Gross loans and acceptances (\$M) | 530,899 | 518,075 | 509,779 | 2 | 4 |
| Risk weighted assets (RWA) (\$M) | 297,705 | 281,711 | 285,563 | 6 | 4 |
| Credit risk weighted assets (\$M) | 258,446 | 246,742 | 244,608 | 5 | 6 |
| Gross impaired assets (\$M) | 4,692 | 5,297 | 5,184 | (11) | (9) |
| Net impaired assets (\$M) | 2,595 | 3,172 | 3,015 | (18) | (14) |
| Collective provision as a \% of credit risk weighted assets | 1. 15 | 1. 23 | 1. 36 | (8)bpts | (21)bpts |
| Total provision as a \% of credit risk weighted assets | 1. 97 | 2. 09 | 2. 25 | (12)bpts | (28)bpts |
| Individually assessed provisions for impairment as a \% of gross impaired assets | 44. 69 | 40. 12 | 41. 84 | 457 bpts | 285 bpts |
| Impairment expense annualised as a \% of average gross loans and acceptances | 0.21 | 0. 22 | 0. 28 | (1)bpt | (7)bpts |

## Group Performance Analysis continued

## Review of Group Assets and Liabilities

Asset growth of $\$ 52$ billion or $8 \%$ over the prior comparative period, was mainly driven by growth in home lending, business and corporate lending balances and non-lending interest earning assets, primarily due to higher liquid asset holdings.

Strong deposit growth, coupled with subdued credit growth, has seen the Group satisfy a significant proportion of its funding requirements from deposits. Customer deposits now represent 62\% of total funding (30 June 2011: 61\%; 31 December 2010: 60\%).

## Home loans excluding securitisation

Home loans, excluding securitisation, experienced steady growth with balances increasing $\$ 15$ billion to $\$ 333$ billion, a $5 \%$ increase on the prior comparative period. This outcome was impacted by low system credit growth and intense price competition. The Group has maintained its competitive position through profitable growth and product innovation, targeted discounting and a focus on customer service.

## Personal loans

Personal loans, including credit cards, margin lending and other personal loans, increased $1 \%$ over the prior comparative period to $\$ 21$ billion. Solid growth in credit card balances and personal loans as a result of successful campaigns and product innovation, including the launch of the Diamond Awards credit card, were partly offset by a decline in margin lending balances due to continued conservative investor sentiment.

## Business and corporate loans

Business and corporate loans increased $\$ 5$ billion to $\$ 154$ billion, a 3\% increase on the prior comparative period. This was driven by improved momentum in institutional lending balances, together with solid lending growth in Business and Private Banking. This was partially offset by a reduction in higher risk exposures in Bankwest.

## Non-lending interest earning assets

Non-lending interest earning assets increased $\$ 19$ billion to $\$ 103$ billion, a $23 \%$ increase on the prior comparative period. This was primarily due to an increase in liquid assets due to prudent business settings and balance sheet growth.

## Other assets

Other assets, including bank acceptances of customers, derivative assets, provisions for impairments, securitisation assets, insurance assets and intangibles, increased $\$ 13$ billion to $\$ 91$ billion, a $17 \%$ increase on the prior comparative period. This was impacted by higher derivative asset balances as a result of volatility in foreign exchange and interest rate markets.

## Interest bearing deposits

Interest bearing deposits increased $\$ 36$ billion to $\$ 422$ billion, a $9 \%$ increase on the prior comparative period.
Targeted campaigns in a highly competitive market and customer preference for more stable investments resulted in growth of $\$ 20$ billion in investment deposits, $\$ 10$ billion in transaction accounts, and a $\$ 7$ billion increase in savings deposits.
Other demand deposits decreased $2 \%$ compared to the prior comparative period. This was mainly driven by lower certificates of deposits being replaced by growth in customer deposits.

## Debt issues

Debt issues have increased $\$ 5$ billion to $\$ 110$ billion, a $5 \%$ increase on the prior comparative period.
Refer to Appendix 6 for further information on debt programmes and issuance for the half year ended 31 December 2011.

## Non-interest bearing liabilities

Non-interest bearing liabilities, including derivative liabilities, insurance policy liabilities and bank acceptances, increased \$7 billion to $\$ 84$ billion, a $9 \%$ increase on the prior comparative period. This was driven predominantly by foreign exchange volatility impacting derivative liabilities hedging term debt.

## Group Performance Analysis continued

| Total Group Assets \& Liabilities | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs | Dec 11 vs |
|  | \$M | \$M | \$M | Jun 11 \% | Dec 10 \% |
| Interest earning assets |  |  |  |  |  |
| Home loans including securitisation | 343,100 | 335,841 | 327,704 | 2 | 5 |
| Less: securitisation | $(10,455)$ | $(11,296)$ | $(9,583)$ | (7) | 9 |
| Home loans excluding securitisation | 332,645 | 324,545 | 318,121 | 2 | 5 |
| Personal | 20,907 | 20,943 | 20,665 | - | 1 |
| Business and corporate | 154,161 | 148,420 | 148,984 | 4 | 3 |
| Loans, bills discounted and other receivables ${ }^{(1)}$ | 507,713 | 493,908 | 487,770 | 3 | 4 |
| Non-lending interest earning assets | 103,008 | 88,142 | 83,633 | 17 | 23 |
| Total interest earning assets | 610,721 | 582,050 | 571,403 | 5 | 7 |
| Other assets | 91,265 | 85,849 | 78,239 | 6 | 17 |
| Total assets | 701,986 | 667,899 | 649,642 | 5 | 8 |
| Interest bearing liabilities |  |  |  |  |  |
| Transaction deposits | 82,186 | 79,466 | 72,150 | 3 | 14 |
| Savings deposits | 89,194 | 81,680 | 81,798 | 9 | 9 |
| Investment deposits | 188,917 | 176,100 | 168,770 | 7 | 12 |
| Other demand deposits | 62,052 | 54,613 | 63,361 | 14 | (2) |
| Total interest bearing deposits | 422,349 | 391,859 | 386,079 | 8 | 9 |
| Debt issues | 109,820 | 108,421 | 105,086 | 1 | 5 |
| Other interest bearing liabilities | 37,844 | 37,950 | 37,678 | - | - |
| Total interest bearing liabilities | 570,013 | 538,230 | 528,843 | 6 | 8 |
| Securitisation debt issues | 9,487 | 10,231 | 8,523 | (7) | 11 |
| Non-interest bearing liabilities | 83,611 | 82,151 | 76,927 | 2 | 9 |
| Total liabilities | 663,111 | 630,612 | 614,293 | 5 | 8 |
| Provisions for impairment losses |  |  |  |  |  |
| Collective provision | 2,984 | 3,043 | 3,327 | (2) | (10) |
| Individually assessed provisions | 2,097 | 2,125 | 2,169 | (1) | (3) |
| Total provisions for impairment losses | 5,081 | 5,168 | 5,496 | (2) | (8) |
| Less: Off balance sheet provisions | (21) | (21) | (25) | - | (16) |
| Total provisions for loan impairment | 5,060 | 5,147 | 5,471 | (2) | (8) |

[^1]
## Retail Banking Services

## Financial Performance and Business Review

Retail Banking Services cash net profit after tax for the half year ended 31 December 2011 was \$1,439 million, which represented an increase of $3 \%$ on the prior comparative period. The result was driven by modest volume growth and an ongoing focus on cost efficiency, partially offset by an increase in loan impairment expense.

Cash net profit after tax decreased 1\% compared to the prior half, due primarily to home loan margin contraction following a sharp rise in wholesale funding costs as a result of market volatility, particularly over the last four months of the calendar year.

## Banking income

Net interest income was $\$ 3,189$ million, an increase of $7 \%$ on the prior comparative period, driven by strong volume growth across Retail Deposit and Consumer Finance products. Home Lending growth was relatively subdued in a low credit growth environment.
Other Banking Income increased $5 \%$ to $\$ 705$ million due to the strong performance of credit cards and foreign exchange sales. This was partly offset by a decline in Home Lending fees together with a continued shift in deposit mix towards fee free accounts.
Net interest income decreased $1 \%$ compared to the prior half as average home loan volume growth of $2 \%$ was more than offset by the escalation in wholesale funding costs.
Other banking income increased $10 \%$ compared to the prior half primarily due to higher credit card interchange fees benefitting from new product launches and seasonally higher spend.

## Home Loans

Home Loans income for the half year ended 31 December 2011 was $\$ 1,470$ million, a $7 \%$ increase on the prior comparative period. Average volume growth was $3 \%$ in a period of subdued market activity with competition remaining strong. Net interest margin improved slightly with the continued roll-off of fixed rate loans written at historically low margins. This was partly offset by an increase in funding costs. Other banking income decreased $8 \%$, due primarily to the removal of re-financing fees from March 2011.

Home Loans income decreased 4\% compared to the prior half due to lower net interest margin as wholesale funding costs continued to rise, driven by the recent market volatility. Volume growth of $2 \%$ was broadly in line with system, with the improved momentum reflecting solid growth in new business funding.

## Consumer Finance

Consumer Finance income for the half year ended 31 December 2011 was $\$ 914$ million, an increase of $9 \%$ on the prior comparative period. Volume growth was solid in both the credit cards and personal loans portfolios, driven by successful campaigns and product innovation. Personal loans margin improved through risk based pricing strategies, with credit cards margin benefitting from an increased proportion of interest earning balances during the half.
Other banking income increased $8 \%$, primarily reflecting the penetration of Amex companion cards and the successful launch of the Diamond Awards card.

## Retail Deposits

Retail Deposit income for the half year ended 31 December 2011 was $\$ 1,334$ million, an increase of $2 \%$ on the prior comparative period. This result was driven by strong average balance growth of $9 \%$, the bulk of which came in lower margin term deposit and online saver products. Deposit margins
decreased over the period, impacted by this continued portfolio shift, and intense competition in this market.
Other banking income decreased $2 \%$ due to an increased proportion of customers with fee free transaction and savings accounts.
Distribution ${ }^{(1)}$
Distribution income increased $18 \%$ on the prior comparative period to $\$ 176$ million. This was driven by strong demand for foreign currency, and a continued increase in cross-sell of products. Average products per customer increased to 2.74, which remains the highest of the major banks ${ }^{(2)}$.

## Operating Expenses

Operating expenses for the half year were $\$ 1,490$ million, up $5 \%$ on the prior comparative period, primarily driven by staff and property inflationary pressures, continued investment in the Core Banking Modernisation initiative and an increase in credit card loyalty redemptions. These increases were partially offset by improved efficiency in front line and back office processes, with investment in capability and streamlining of activities increasing productivity and resulting in improved service measures. This has resulted in customer satisfaction, during the half, reaching its highest level in 15 years ${ }^{(3)}$, with all retail channels performing strongly.
Operating expenses were relatively flat compared to the prior half due to productivity gains and continued tight management of discretionary spend, offsetting inflationary expense increases.
The expense to income ratio was $38.3 \%$, down 40 basis points against the prior comparative period.
Continued cost discipline throughout the half has allowed for ongoing investment in strategic projects such as developing award winning online and mobile banking services ${ }^{(4)}$. This included the release of CommBank Kaching ${ }^{\text {(TM) }}$, one of the most comprehensive smartphone payments application on offer by any banking institution.

## Loan Impairment Expense

Loan impairment expense for the half year ended 31 December 2011 was $\$ 365$ million, an increase of $44 \%$ on the prior comparative period.
Unsecured product arrears fell significantly in the prior comparative period, leading to reductions in collective provisioning and lower loan impairment expense. Whilst arrears rates trended down during the early part of the current half, the rate of decline, and therefore the impact, was not as pronounced.
Additionally, during the half, higher relative volume growth in the unsecured portfolio led to increases in collective provisioning and, consistent with the difficult economic environment, increases in individually assessed provisions were experienced in the secured portfolio.
(1) Distribution includes income associated with the sale of foreign exchange products, and commissions received from the distribution of business banking and wealth management products through the retail network.
(2) Roy Morgan Research, Australians 14+, Average Banking and Finance products held at the bank per Banking and Finance customers, 6 months to December 2011. Major Banks include the CBA, Westpac, NAB and ANZ
(3) Roy Morgan Research. Australians 14+, CBA MFI Satisfaction score, 6 months to December 2011.
(4) Australian Interactive Media Industry Association Awards - "Best Online Bank" and "Best Mobile Banking".

|  | Half Year Ended 31 December 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer |  | Retail |  | Total |
|  | Home Loans | Finance ${ }^{(1)}$ | Deposits | Distribution |  |
|  | \$M | \$M | \$M | \$M | \$M |
| Net interest income | 1,372 | 680 | 1,137 | - | 3,189 |
| Other banking income | 98 | 234 | 197 | 176 | 705 |
| Total banking income | 1,470 | 914 | 1,334 | 176 | 3,894 |
| Operating expenses |  |  |  |  | $(1,490)$ |
| Loan impairment expense |  |  |  |  | (365) |
| Net profit before tax |  |  |  |  | 2,039 |
| Corporate tax expense |  |  |  |  | (600) |
| Cash net profit after tax |  |  |  |  | 1,439 |


|  | Half Year Ended 30 June $2011{ }^{(2)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Consumer Finance ${ }^{(1)}$ \$M | Retail Deposits \$M | Distribution \$M | $\begin{array}{r} \text { Total } \\ \text { \$M } \end{array}$ |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Net interest income | 1,441 | 660 | 1,115 | - | 3,216 |
| Other banking income | 92 | 206 | 187 | 156 | 641 |
| Total banking income | 1,533 | 866 | 1,302 | 156 | 3,857 |
| Operating expenses |  |  |  |  | $(1,486)$ |
| Loan impairment expense |  |  |  |  | (305) |
| Net profit before tax |  |  |  |  | 2,066 |
| Corporate tax expense |  |  |  |  | (609) |
| Cash net profit after tax |  |  |  |  | 1,457 |


|  | Half Year Ended 31 December $2010{ }^{(2)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Consumer <br> Finance \$M | Retail Deposits \$M | Distribution \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| Net interest income | 1,265 | 621 | 1,107 | - | 2,993 |
| Other banking income | 106 | 216 | 200 | 149 | 671 |
| Total banking income | 1,371 | 837 | 1,307 | 149 | 3,664 |
| Operating expenses |  |  |  |  | $(1,417)$ |
| Loan impairment expense |  |  |  |  | (253) |
| Net profit before tax |  |  |  |  | 1,994 |
| Corporate tax expense |  |  |  |  | (597) |
| Cash net profit after tax |  |  |  |  | 1,397 |


| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs | Dec 11 vs |
|  | \$M | \$M | \$M | Jun 11 \% | Dec 10 \% |
| Home loans (including securitisation) | 265,244 | 260,583 | 255,484 | 2 | 4 |
| Consumer finance | 14,672 | 13,989 | 13,504 | 5 | 9 |
| Other assets | 37 | 201 | 243 | (82) | (85) |
| Total assets | 279,953 | 274,773 | 269,231 | 2 | 4 |
| Home loans (net of securitisation) | 257,966 | 252,438 | 249,466 | 2 | 3 |
| Transaction deposits | 19,507 | 19,357 | 19,060 | 1 | 2 |
| Savings deposits | 63,709 | 59,127 | 60,519 | 8 | 5 |
| Investments and other deposits | 90,176 | 83,951 | 78,558 | 7 | 15 |
| Deposits not bearing interest | 3,244 | 3,057 | 2,984 | 6 | 9 |
| Other liabilities | 2,418 | 2,926 | 2,307 | (17) | 5 |
| Total liabilities | 179,054 | 168,418 | 163,428 | 6 | 10 |

(1) Consumer Finance includes personal loans and credit cards.
(2) Comparatives have been restated for the impact of business resegmentation.

## Business and Private Banking

## Financial Performance and Business Review

Business and Private Banking achieved a cash net profit after tax of $\$ 551$ million for the half year ended 31 December 2011, which represented a $10 \%$ increase on the prior comparative period. The major drivers of this result were strong growth in business banking income, continued disciplined expense management and lower impairment expense, reflecting the sound quality of the portfolio. This was partly offset by a subdued Equities and Margin Lending result given the challenging economic environment.

Compared to the prior half, cash net profit after tax increased 4\%. Volumes experienced modest growth while net interest margin was impacted by increased wholesale funding costs. The Equities and Margin Lending result continued to be affected by difficult economic conditions. Expenses continued to be managed tightly, decreasing relative to the prior half due to the benefit of productivity initiatives, and loan impairment expense also decreased.

## Banking Income

Net interest income of $\$ 852$ million was flat compared to the prior comparative period. This reflected solid growth in deposit and lending balances however margin lending balances decreased $21 \%$. Net interest margin decreased compared to the prior comparative period as a result of increasing wholesale funding costs and intense competition for deposits.

Other banking income of $\$ 720$ million increased $10 \%$ on the prior comparative period due to improved new business margins in commercial bills and increased sales of interest rate and commodity hedging products. This was partly offset by a decrease in merchant acquiring income due to structural changes in the industry and a change in consumer preferences. Equities trading volumes were also lower than the prior comparative period whilst yields were stronger.

## Corporate Financial Services

Corporate Financial Services income increased 15\% on the prior comparative period to $\$ 561$ million. Lending balances increased $11 \%$ which reflected continued customer demand for market rate linked products such as commercial bills with some resulting increases in new business margins.
Deposit balances increased $12 \%$ on the prior comparative period whilst margins were impacted by strong competition for deposits and customer demand for higher yield products. In addition, income from the sale of interest rate risk management related products increased 79\%.

## Regional and Agribusiness Banking

Regional and Agribusiness Banking income increased 12\% on the prior comparative period to $\$ 247$ million. Deposit balances increased $15 \%$, however margins were impacted by strong competitive pricing and customer demand for higher yield products.
Lending balances increased $2 \%$ and income from the sale of interest rate and commodity hedging products increased $43 \%$ on the prior comparative period.

## Local Business Banking

Local Business Banking income increased $8 \%$ on the prior comparative period to $\$ 421$ million. The result was driven by an increase of $15 \%$ in deposit balances, despite a competitive market environment.

Lending balances increased $4 \%$ with higher new business margins providing further benefits. This was partly offset by lower income from merchant acquiring activities which decreased $16 \%$ on the prior comparative period.

## Private Bank

Private Bank income increased 5\% on the prior comparative period to $\$ 128$ million. Home lending balances increased $7 \%$ and margins improved on the prior comparative period. Funds under advice increased $24 \%$ in addition to benefitting from higher new business advice based fees.

Deposit balance growth of $5 \%$ was partly offset by a decrease in margins due to customer demand for higher yield products.

## Equities and Margin Lending

Equities and Margin Lending income decreased 8\% on the prior comparative period to $\$ 189$ million. This reflected a $13 \%$ decrease in equities trading volumes, however market share increased. Margin lending balances decreased $21 \%$, while deposit balances benefitted from investor caution, increasing $14 \%$. Despite lower trading volumes, yields increased, with a higher average value per trade undertaken.

## Operating Expenses

Operating expenses of $\$ 675$ million were $3 \%$ higher compared to the prior comparative period. Salary related costs increased due to higher average staff numbers and inflationary related salary increases. Staff numbers were higher due to investments in product and technology capabilities and strategic projects, such as the implementation of the Core Banking Modernisation initiative and introduction of Everyday Settlement for merchant customers. Volume related expenses also increased due to strong sales of risk management related products. This was partly offset by the benefits from productivity initiatives, including call centre consolidation, and the wind-down of the receivables finance business.

Compared to the prior half, operating expenses decreased $1 \%$. Lower average staff numbers and other costs benefitted from productivity initiatives implemented in the first half of the year.

## Loan Impairment Expense

Loan impairment expense of \$110 million decreased $19 \%$ on the prior comparative period reflecting the underlying quality of the lending portfolio.

Loan impairment expense as a percentage of average gross loans and acceptances decreased by eight basis points over the prior comparative period to 27 basis points.

## Business and Private Banking continued

|  | Half Year Ended 31 December 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate <br> Financial Services \$M | Regional \& Agribusiness \$M | Local <br> Business <br> Banking <br> \$M | Private Bank \$M |  <br> Margin <br> Lending <br> \$M | Other \$M | $\begin{array}{r} \text { Total } \\ \$ \mathrm{M} \end{array}$ |
| Net interest income | 231 | 142 | 281 | 91 | 84 | 23 | 852 |
| Other banking income | 330 | 105 | 140 | 37 | 105 | 3 | 720 |
| Total banking income | 561 | 247 | 421 | 128 | 189 | 26 | 1,572 |
| Operating expenses |  |  |  |  |  |  | (675) |
| Loan impairment expense |  |  |  |  |  |  | (110) |
| Net profit before tax |  |  |  |  |  |  | 787 |
| Corporate tax expense |  |  |  |  |  |  | (236) |
| Cash net profit after tax |  |  |  |  |  |  | 551 |
|  | Half Year Ended 30 June $2011{ }^{(1)}$ |  |  |  |  |  |  |
|  | Corporate <br> Financial <br> Services \$M | Regional \& Agribusiness \$M | Local <br> Business <br> Banking <br> \$M | Private Bank \$M |  <br> Margin <br> Lending <br> \$M | Other \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| Net interest income | 231 | 139 | 269 | 94 | 87 | 16 | 836 |
| Other banking income | 276 | 89 | 133 | 35 | 120 | 44 | 697 |
| Total banking income | 507 | 228 | 402 | 129 | 207 | 60 | 1,533 |
| Operating expenses |  |  |  |  |  |  | (682) |
| Loan impairment expense |  |  |  |  |  |  | (126) |
| Net profit before tax |  |  |  |  |  |  | 725 |
| Corporate tax expense |  |  |  |  |  |  | (197) |
| Cash net profit after tax |  |  |  |  |  |  | 528 |


|  | Half Year Ended 31 December $2010{ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate <br> Financial <br> Services <br> \$M | Regional \& Agribusiness \$M | Local <br> Business <br> Banking <br> \$M | Private Bank \$M |  <br> Margin <br> Lending <br> \$M | Other \$M | Total \$M |
| Net interest income | 238 | 136 | 264 | 86 | 91 | 36 | 851 |
| Other banking income | 251 | 84 | 126 | 36 | 114 | 44 | 655 |
| Total banking income | 489 | 220 | 390 | 122 | 205 | 80 | 1,506 |
| Operating expenses |  |  |  |  |  |  | (653) |
| Loan impairment expense |  |  |  |  |  |  | (135) |
| Net profit before tax |  |  |  |  |  |  | 718 |
| Corporate tax expense |  |  |  |  |  |  | (216) |
| Cash net profit after tax |  |  |  |  |  |  | 502 |


| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $31 / 12 / 11$ | $\begin{array}{r} 30 / 06 / 11 \\ \$ M \end{array}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Dec } 11 \text { vs } \\ & \text { Jun } 11 \text { \% } \end{aligned}$ | Dec 11 vs Dec 10 \% |
|  |  |  |  |  |  |
| Interest earning lending assets (excluding margin loans) | 68,288 | 67,737 | 63,559 | 1 | 7 |
| Bank acceptances of customers | 9,928 | 9,808 | 9,149 | 1 | 9 |
| Non-lending interest earning assets | 462 | 480 | 473 | (4) | (2) |
| Margin loans | 3,546 | 4,213 | 4,489 | (16) | (21) |
| Other assets ${ }^{(2)}$ | 261 | 690 | 235 | (62) | 11 |
| Total assets | 82,485 | 82,928 | 77,905 | (1) | 6 |
| Transaction deposits | 51,382 | 49,309 | 43,461 | 4 | 18 |
| Savings deposits | 5,888 | 5,720 | 5,164 | 3 | 14 |
| Investments deposits | 41,846 | 41,650 | 38,684 | - | 8 |
| Certificates of deposit and other | 60 | 57 | 171 | 5 | (65) |
| Due to other financial institutions | 449 | 403 | 366 | 11 | 23 |
| Other non-interest bearing liabilities ${ }^{(2)}$ | 15,711 | 16,149 | 14,580 | (3) | 8 |
| Total liabilities ${ }^{(3)}$ | 115,336 | 113,288 | 102,426 | 2 | 13 |

(1) Comparatives have been restated for the impact of business resegmentation.
(2) Other assets include intangible assets, and Other non-interest bearing liabilities include bank acceptances.
(3) Includes deposits relating to Institutional Banking and Markets as well as Business and Private Banking customers.

## Institutional Banking and Markets

## Financial Performance and Business Review

Institutional Banking and Markets achieved a cash net profit after tax of $\$ 547$ million for the half year ended 31 December 2011, which represented a $10 \%$ increase on the prior comparative period. The result was driven by improved momentum in lending balances, transactional banking deposit volume growth, higher lending margins and lower loan impairment expense. This was partly offset by the lower performance in the trading book.

Cash net profit after tax increased $8 \%$ on the prior half. The result was driven by growth in lending balances, higher deposit margins and lower loan impairment expense. This was partly offset by lower leasing and trading income.

## Banking Income

Net interest income increased $6 \%$ on the prior comparative period to $\$ 688$ million. This increase was driven by higher lending margins and growth in lending assets, underscored by an improvement in underlying customer activity.

Other banking income was $\$ 476$ million, a decrease of $22 \%$ on the prior comparative period, impacted by a weaker performance in the trading book, particularly in the first quarter, and the unfavourable impact of counterparty fair value adjustments. This was partly offset by an increase in lending and leasing fees, and strong growth in customer flows in the Markets business.

## Institutional Banking

Net interest income increased $4 \%$ on the prior comparative period to $\$ 567$ million due to higher Institutional Lending margins. Additionally, deposit volumes increased $9 \%$, driven by a strong focus on new and existing Transaction Banking clients.

The business also experienced strong momentum in loan balance growth with Institutional Banking balances increasing 9\% since 30 June 2011. Balance growth in Institutional Lending was generated from a diverse range of industries, with particular success in the investment grade commercial property and the natural resources sectors.
Other banking income increased $14 \%$ on the prior comparative period to $\$ 392$ million, driven by an increase in fee income from lending activity, including strong progress in the asset leasing business. In addition, the Equity and Advisory Solutions Group benefitted from a gain on the sale of an equity investment in a UK hospital Public Private Partnership (PPP) transaction, in addition to advisory fees arising from other domestic PPP transactions.

## Markets

Net interest income increased $15 \%$ on the prior comparative period to $\$ 121$ million, primarily due to a change in product mix towards higher yielding assets in the domestic business and offshore branches.
Other banking income decreased $68 \%$ on the prior comparative period to $\$ 84$ million, due to the adverse market conditions arising from the downgrade of the US sovereign credit rating and ongoing European sovereign debt concerns. In addition, the decrease in income was impacted by unfavourable counterparty fair value adjustments, primarily as a result of the falling interest rate environment and widening credit spreads.

The weaker trading outcome was partly offset by a strong performance in sales of Markets products, particularly in interest rates and foreign exchange hedging.

## Operating Expenses

Operating expenses increased $2 \%$ on the prior comparative period to $\$ 425$ million. The increase included higher depreciation expenses relating to growth in the asset leasing business, partly offset by lower staff costs, including lower incentives.
The business continued to invest in a number of focussed areas, including the renewal of the Group's foreign exchange platform, which has contributed to a $33 \%$ increase in foreign exchange volumes compared to the prior comparative period. The investment in the Institutional Equities business has also been maintained as a key enabler of the strategy to deliver Total Capital Solutions to our clients.

## Loan Impairment Expense

Loan impairment expense of $\$ 33$ million was $83 \%$ lower than the prior comparative period, driven by a significant decrease in individually assessed provisions. The overall credit rating of the Institutional portfolio has remained stable.

## Corporate Tax Expense

The corporate tax expense for the half year ended 31 December 2011 was $\$ 159$ million. The effective tax rate of $23 \%$ benefitted from profit generated in offshore jurisdictions that have lower corporate tax rates and has remained relatively stable compared to the prior comparative period and prior half.

## Institutional Banking and Markets continued

|  | Half Year Ended 31 December 2011 |  |  |
| :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Markets \$M | Total \$M |
| Net interest income | 567 | 121 | 688 |
| Other banking income | 392 | 84 | 476 |
| Total banking income | 959 | 205 | 1,164 |
| Operating expenses |  |  | (425) |
| Loan impairment expense |  |  | (33) |
| Net profit before tax |  |  | 706 |
| Corporate tax expense |  |  | (159) |
| Cash net profit after tax |  |  | 547 |


|  | Half Year Ended 30 June 2011 |  |  |
| :---: | :---: | :---: | :---: |
|  | Institutional Banking \$M | Markets \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| Net interest income | 528 | 115 | 643 |
| Other banking income | 410 | 154 | 564 |
| Total banking income | 938 | 269 | 1,207 |
| Operating expenses |  |  | (413) |
| Loan impairment expense |  |  | (131) |
| Net profit before tax |  |  | 663 |
| Corporate tax expense |  |  | (157) |
| Cash net profit after tax |  |  | 506 |

Half Year Ended 31 December 2010

|  | Half Year Ended 31 December |  |  |
| :---: | :---: | :---: | :---: |
|  | Institutional <br> Banking \$M | Markets \$M | Total \$M |
| Net interest income | 545 | 105 | 650 |
| Other banking income | 345 | 265 | 610 |
| Total banking income | 890 | 370 | 1,260 |
| Operating expenses |  |  | (415) |
| Loan impairment expense |  |  | (193) |
| Net profit before tax |  |  | 652 |
| Corporate tax expense |  |  | (154) |
| Cash net profit after tax |  |  | 498 |


| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs | Dec 11 vs |
|  | \$M | \$M | \$M | Jun 11 \% | Dec 10 \% |
| Interest earning lending assets | 52,263 | 48,097 | 51,414 | 9 | 2 |
| Bank acceptances of customers | 804 | 925 | 996 | (13) | (19) |
| Non-lending interest earning assets | 33,614 | 32,664 | 34,953 | 3 | (4) |
| Other assets ${ }^{(1)(2)}$ | 34,474 | 30,342 | 26,779 | 14 | 29 |
| Total assets | 121,155 | 112,028 | 114,142 | 8 | 6 |
| Certificates of deposit and other | 11,297 | 8,241 | 14,421 | 37 | (22) |
| Investments deposits | 10,177 | 6,982 | 8,064 | 46 | 26 |
| Due to other financial institutions | 14,060 | 13,457 | 11,684 | 4 | 20 |
| Liabilities at fair value through Income Statement | 5,245 | 4,234 | 3,891 | 24 | 35 |
| Debt issues | 2,021 | 3,490 | 1,475 | (42) | 37 |
| Loan capital | 556 | 544 | 555 | 2 | - |
| Other non-interest bearing liabilities ${ }^{(1)}$ | 29,619 | 26,683 | 25,526 | 11 | 16 |
| Total liabilities | 72,975 | 63,631 | 65,616 | 15 | 11 |

[^2]
## Financial Performance and Business Review

Cash profit after tax for the half year ended 31 December 2011 was $\$ 272$ million, which represented a $24 \%$ decrease on the prior comparative period. The result was impacted by deteriorating global investment markets, which offset a solid insurance performance due to strong inforce premium growth and stable claims experience.
Funds under Administration as at 31 December 2011 were $\$ 184$ billion, representing a $4 \%$ decrease on the prior comparative period. While market conditions continued to impact fund flows, FirstChoice and FirstWrap achieved an above market share of net flows over 12 months in a challenging retail domestic market.
Cash net profit after tax decreased $4 \%$ on the prior half, reflecting softer investment markets and higher compliance costs.

## CFS Global Asset Management (CFSGAM)

Underlying profit after tax of $\$ 123$ million decreased $13 \%$ on the prior comparative period, reflecting lower Funds under Management (FUM) and increased investment spend to support global growth initiatives.
FUM as at 31 December 2011 were $\$ 142$ billion, down $7 \%$ on the prior comparative period, mainly driven by declining equity markets. The fall in FUM compares favourably to a $15 \%$ decline in the S\&P/ASX 200 and a $20 \%$ reduction in the MSCI Emerging Markets ${ }^{(1)}$ indices over the same period. This was supported by strong investment performance with $61 \%, 76 \%$ and $70 \%$ of funds outperforming benchmark over one, three and five year periods respectively.
An uncertain global environment resulted in increasing fund flows into lower margin cash and fixed interest products. However, FUM margins improved due to strong overall investment performance. CFSGAM continued to invest in diversifying its geographic and asset class base with $54 \%$ of revenue sourced from non-Australian markets. This includes the establishment of a London based Emerging Markets Debt team, as well as expansion of global distribution capabilities with new offices in Europe and the Americas.
Cash net profit after tax of \$128 million represented a decrease of $17 \%$ on the prior comparative period.
Cash net profit after tax increased $2 \%$ on the prior half.

## Colonial First State (CFS)

Underlying profit after tax of $\$ 32$ million decreased $59 \%$ on the prior comparative period. This result was impacted by a combination of several unfavourable factors during the half which included, softer FUA growth due to challenging market conditions, a customer mix shift towards lower margin products and increased costs of compliance, including a recent Enforceable Undertaking with the Australian Securities and Investment Commission (ASIC). The business continued to invest in growing its distribution capabilities by expanding its adviser network, which included the acquisition of Count Financial Limited (Count). The acquisition increased the number of advisers to around 1,800, ranking CFS second by total number of advisers nationally ${ }^{(2)}$.
FirstChoice and Custom Solutions platforms performed well with strong net flows of $\$ 1.6$ billion for the half year ended 31 December 2011, boosted by a solid performance across adviser channels, in particular financial planners leveraging the extensive retail branch network.
FirstChoice retained its number one ranking as the largest flagship platform as at 30 September $2011^{(3)}$ with a market share of $11.4 \%$ and achieving $19 \%$ of market net flows for the year to September 2011.
Cash net profit after tax of \$40 million represented a decrease of $48 \%$ on the prior comparative period. Cash net profit after tax decreased $39 \%$ on the prior half.

## CommInsure

Underlying profit after tax of \$140 million decreased 8\% on the prior comparative period. The result reflects a solid performance in all insurance portfolios, with insurance margins remaining stable and insurance income up $8 \%$, offset by the run-off of the closed investment portfolios.
Retail Life Insurance performance was solid with increased sales generated by the retail branch network driving $11 \%$ growth in inforce premiums to $\$ 781$ million. Claims experience was mixed with favourable experience in consumer credit insurance and continuing adverse experience in disability products.
The Wholesale Life Insurance business generated strong volume growth. Unfavourable industry fund claims experience offset positive Masterfund experience.
General Insurance benefitted from strong volume growth of 10\% and improved working claims.
The funds management business, which is largely closed to new business, experienced a fall in profit consistent with long term run-off expectations and market conditions.
Cash net profit after tax of $\$ 151$ million represented a decrease of $12 \%$ on the prior comparative period. This result reflects the impact of investment markets on shareholder funds.
Cash net profit after tax was up 13\% on the prior half.

## Operating Expenses

Total operating expenses for the half year were $\$ 680$ million, up $10 \%$ on the prior comparative period. Expense growth is attributable to inflation-related staff increases and strategic investment in offshore growth, complementing the expansion of domestic distribution capabilities. Growth was predominately in advice distribution staff, and in the expansion of fund management operations, both domestically and in Europe, the UK, the Americas and across Asia.
Expense management continued to be a major focus for all businesses, applying process excellence principles to improve processes and drive efficiencies. The current half also had increased investment in technology infrastructure and information technology spend.
The business also continued to invest in managing risk and preparing for changes in the regulatory environment.
Compared to the prior half, total operating expenses increased 3\%.

## Investment Experience

Investment Experience after tax was $\$ 23$ million, a reduction of $23 \%$ on the prior comparative period, representing the return on shareholder capital invested in the business and unrealised mark to market revaluations on the Guaranteed Annuity portfolio, which has been impacted by falling interest rates and widening credit spreads.
Compared to the prior half, Investment Experience after tax reduced $26 \%$.
(1) MSCI Emerging Markets Index (AUD).
(2) September 2011 Rainmaker.
(3) September 2011 Plan for Life quarterly release.

Wealth Management continued

Half Year Ended 31 December 2011

|  | Colonial |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | CFSGAM | First State CommInsure | Other | Total |  |
|  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Funds management income | 448 | 414 | 83 | - | 945 |
| Insurance income | - | - | 366 | $(2)$ | 364 |
| Total operating income | 448 | 414 | 449 | $(2)$ | 1,309 |
| Volume expenses | $(69)$ | $(118)$ | $(106)$ | 1 | $(292)$ |
| Net operating income | 379 | 296 | 343 | $(1)$ | 1,017 |
| Operating expenses | $(224)$ | $(251)$ | $(143)$ | $(62)$ | $(680)$ |
| Net profit before tax | 155 | 45 | 200 | $(63)$ | 337 |
| Corporate tax expense | $(32)$ | $(13)$ | $(60)$ | 17 | $(88)$ |
| Underlying profit after tax | 123 | 32 | 140 | $(46)$ | 249 |
| Investment experience after tax | 5 | 8 | 11 | $(1)$ | 23 |
| Cash net profit after tax | 128 | 40 | 151 | $(47)$ | 272 |


|  | Half Year Ended 30 June 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Colonial |  |  | Other \$M | Total \$M |
|  | CFSGAM | First State | CommInsure |  |  |
|  | \$M | \$M | \$M |  |  |
| Funds management income | 458 | 434 | 101 | - | 993 |
| Insurance income | - | - | 285 | - | 285 |
| Total operating income | 458 | 434 | 386 | - | 1,278 |
| Volume expenses | (80) | (87) | (103) | (1) | (271) |
| Net operating income | 378 | 347 | 283 | (1) | 1,007 |
| Operating expenses | (201) | (259) | (140) | (61) | (661) |
| Net profit before tax | 177 | 88 | 143 | (62) | 346 |
| Corporate tax expense | (44) | (26) | (42) | 18 | (94) |
| Underlying profit after tax | 133 | 62 | 101 | (44) | 252 |
| Investment experience after tax | (7) | 4 | 33 | 1 | 31 |
| Cash net profit after tax | 126 | 66 | 134 | (43) | 283 |


|  | Half Year Ended 31 December 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Colonial |  |  | Other \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
|  | CFSGAM | First State | CommInsure |  |  |
|  | \$M | \$M | \$M |  |  |
| Funds management income | 449 | 426 | 108 | (1) | 982 |
| Insurance income | - | - | 340 | - | 340 |
| Total operating income | 449 | 426 | 448 | (1) | 1,322 |
| Volume expenses | (71) | (84) | (96) | 1 | (250) |
| Net operating income | 378 | 342 | 352 | - | 1,072 |
| Operating expenses | (190) | (230) | (136) | (63) | (619) |
| Net profit before tax | 188 | 112 | 216 | (63) | 453 |
| Corporate tax expense | (46) | (33) | (63) | 18 | (124) |
| Underlying profit after tax | 142 | 79 | 153 | (45) | 329 |
| Investment experience after tax | 13 | (2) | 18 | 1 | 30 |
| Cash net profit after tax | 155 | 77 | 171 | (44) | 359 |

## Wealth Management continued

| Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs | Dec 11 vs |
|  | \$M | \$M | \$M | Jun 11 \% | Dec 10 \% |
| Funds under administration - average ${ }^{(1)}$ | 186,266 | 191,252 | 186,849 | (3) | - |
| Funds under administration - spot ${ }^{(1)}$ | 184,045 | 188,511 | 191,454 | (2) | (4) |
| Funds under management - average ${ }^{(1)}$ | 145,385 | 151,411 | 149,723 | (4) | (3) |
| Funds under management - spot ${ }^{(1)}$ | 141,930 | 148,639 | 152,791 | (5) | (7) |
| Retail Net funds flows (Australian Retail) | (509) | 317 | (666) | large | (24) |


| Funds Under Management (FUM) ${ }^{(1)}$ | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs | Dec 11 vs |
|  | \$M | \$M | \$M | Jun 11 \% | Dec 10 \% |
| Australian equities | 18,391 | 22,336 | 23,716 | (18) | (22) |
| Global equities | 47,955 | 50,860 | 52,831 | (6) | (9) |
| Cash and fixed interest | 51,849 | 50,946 | 52,097 | 2 | - |
| Property and Infrastructure ${ }^{(2)}$ | 23,735 | 24,497 | 24,147 | (3) | (2) |
| Total | 141,930 | 148,639 | 152,791 | (5) | (7) |


|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ | Dec 11 vs | Dec $\mathbf{1 1} \mathbf{~ v s ~}$ |
| Sources of Profit from CommInsure | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | Jun $\mathbf{1 1} \%$ | Dec $\mathbf{1 0} \%$ |
| Life insurance operating margins |  |  |  |  |  |
| $\quad$ Planned profit margins | $\mathbf{8 1}$ | 86 | 78 | $(6)$ | 4 |
| Experience variations | $\mathbf{4})$ | $(40)$ | 4 | $(90)$ | large |
| Funds management operating margins | $\mathbf{4 5}$ | 53 | 59 | $(15)$ | $(24)$ |
| General insurance operating margins | $\mathbf{1 8}$ | 2 | 12 | large | 50 |
| Operating margins | $\mathbf{1 4 0}$ | 101 | 153 | 39 | $(8)$ |
| Investment experience after tax | $\mathbf{1 1}$ | 33 | 18 | $(67)$ | $(39)$ |
| Cash net profit after tax | $\mathbf{1 5 1}$ | 134 | 171 | 13 | $(12)$ |


|  | Half Year Ended 31 December 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 30/06/11 | Sales/New Business | Lapses | Other | Closing <br> Balance <br> 31/12/11 |
| Annual Inforce Premiums - Risk Business | \$M | \$M | \$M | \$M | \$M |
| Retail life ${ }^{(3)}$ | 743 | 108 | (70) |  | 781 |
| Wholesale life ${ }^{(3)}$ | 461 | 133 | (36) | - | 558 |
| General insurance | 436 | 58 | (26) | - | 468 |
| Total | 1,640 | 299 | (132) | - | 1,807 |


| Annual Inforce Premiums - Risk Business | Half Year Ended 30 June 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 31/12/10 | Sales/New Business | Lapses | Other | Closing <br> Balance <br> 30/06/11 |
|  | \$M | \$M | \$M | \$M | \$M |
| Retail life ${ }^{(3)}$ | 706 | 91 | (54) | - | 743 |
| Wholesale life ${ }^{(3)}$ | 445 | 53 | (37) | - | 461 |
| General insurance | 424 | 49 | (37) | - | 436 |
| Total | 1,575 | 193 | (128) | - | 1,640 |


|  | Half Year Ended 31 December 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Annual Inforce Premiums - Risk Business | Opening <br> Balance <br> 30/06/10 <br> \$M | Sales/New Business \$M | Lapses \$M | Other \$M | Closing <br> Balance <br> 31/12/10 <br> \$M |
| Retail life ${ }^{(3)}$ | 677 | 87 | (58) | - | 706 |
| Wholesale life ${ }^{(3)}$ | 428 | 44 | (27) | - | 445 |
| General insurance | 408 | 51 | (35) | - | 424 |
| Sub-total | 1,513 | 182 | (120) | - | 1,575 |
| St Andrew's Insurance ${ }^{(4)}$ | 71 | - | - | (71) | - |
| Total | 1,584 | 182 | (120) | (71) | 1,575 |

[^3]
# Wealth Management continued 

|  | Half Year Ended 31 December 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 30/06/11 | Inflows | Outflows | Net Flows | Investment Income \& Other ${ }^{(6)}$ | Closing <br> Balance 31/12/11 |
| Funds Under Administration | \$M | \$M | \$M | \$M | \$M | \$M |
| FirstChoice | 49,118 | 7,144 | $(6,202)$ | 942 | $(2,521)$ | 47,539 |
| Custom Solutions ${ }^{(1)}$ | 7,436 | 2,116 | $(1,409)$ | 707 | (233) | 7,910 |
| Standalone (including Legacy) ${ }^{(2)}$ | 20,640 | 1,336 | $(3,436)$ | $(2,100)$ | (782) | 17,758 |
| Retail products ${ }^{(3)}$ | 77,194 | 10,596 | $(11,047)$ | (451) | $(3,536)$ | 73,207 |
| Other retail ${ }^{(4)}$ | 1,105 | 16 | (74) | (58) | (29) | 1,018 |
| Australian retail | 78,299 | 10,612 | $(11,121)$ | (509) | $(3,565)$ | 74,225 |
| Wholesale | 39,624 | 12,937 | $(11,392)$ | 1,545 | (509) | 40,660 |
| Property | 18,908 | 183 | (138) | 45 | 73 | 19,026 |
| Other ${ }^{(5)}$ | 3,083 | 15 | (79) | (64) | 236 | 3,255 |
| Domestically sourced | 139,914 | 23,747 | $(22,730)$ | 1,017 | $(3,765)$ | 137,166 |
| Internationally sourced | 48,597 | 4,989 | $(3,758)$ | 1,231 | $(2,949)$ | 46,879 |
| Total Wealth Management | 188,511 | 28,736 | $(26,488)$ | 2,248 | $(6,714)$ | 184,045 |


|  | Half Year Ended 30 June 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 31/12/10 | Inflows | Outflows | Net Flows | Investment Income \& Other ${ }^{(6)}$ | Closing <br> Balance <br> 30/06/11 |
| Funds Under Administration | \$M | \$M | \$M | \$M | \$M | \$M |
| FirstChoice | 47,729 | 6,969 | $(5,589)$ | 1,380 | 9 | 49,118 |
| Custom Solutions ${ }^{(1)}$ | 6,887 | 1,404 | (807) | 597 | (48) | 7,436 |
| Standalone (including Legacy) ${ }^{(2)}$ | 22,224 | 1,749 | $(3,358)$ | $(1,609)$ | 25 | 20,640 |
| Retail products ${ }^{(3)}$ | 76,840 | 10,122 | $(9,754)$ | 368 | (14) | 77,194 |
| Other retail ${ }^{(4)}$ | 1,155 | 20 | (71) | (51) | 1 | 1,105 |
| Australian retail | 77,995 | 10,142 | $(9,825)$ | 317 | (13) | 78,299 |
| Wholesale | 41,183 | 10,617 | $(13,026)$ | $(2,409)$ | 850 | 39,624 |
| Property | 18,523 | 188 | (63) | 125 | 260 | 18,908 |
| Other ${ }^{(5)}$ | 3,243 | 17 | (74) | (57) | (103) | 3,083 |
| Domestically sourced | 140,944 | 20,964 | $(22,988)$ | $(2,024)$ | 994 | 139,914 |
| Internationally sourced | 50,510 | 4,827 | $(5,690)$ | (863) | $(1,050)$ | 48,597 |
| Total Wealth Management | 191,454 | 25,791 | $(28,678)$ | $(2,887)$ | (56) | 188,511 |


|  | Half Year Ended 31 December 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Opening <br> Balance <br> 30/06/10 | Inflows | Outflows | Net Flows | Investment Income \& Other ${ }^{(6)}$ | Closing <br> Balance <br> 31/12/10 |
| Funds Under Administration | \$M | \$M | \$M | \$M | \$M | \$M |
| FirstChoice | 43,640 | 6,721 | $(5,605)$ | 1,116 | 2,973 | 47,729 |
| Custom Solutions ${ }^{(1)}$ | 6,114 | 1,092 | (792) | 300 | 473 | 6,887 |
| Standalone (including Legacy) ${ }^{(2)}$ | 22,942 | 1,840 | $(3,852)$ | $(2,012)$ | 1,294 | 22,224 |
| Retail products ${ }^{(3)}$ | 72,696 | 9,653 | $(10,249)$ | (596) | 4,740 | 76,840 |
| Other retail ${ }^{(4)}$ | 1,153 | 19 | (89) | (70) | 72 | 1,155 |
| Australian retail | 73,849 | 9,672 | $(10,338)$ | (666) | 4,812 | 77,995 |
| Wholesale | 41,050 | 8,041 | $(10,043)$ | $(2,002)$ | 2,135 | 41,183 |
| Property | 17,167 | 1,760 | (289) | 1,471 | (115) | 18,523 |
| Other ${ }^{(5)}$ | 3,033 | 16 | (82) | (66) | 276 | 3,243 |
| Domestically sourced | 135,099 | 19,489 | $(20,752)$ | $(1,263)$ | 7,108 | 140,944 |
| Internationally sourced | 44,515 | 8,030 | $(3,772)$ | 4,258 | 1,737 | 50,510 |
| Total Wealth Management | 179,614 | 27,519 | $(24,524)$ | 2,995 | 8,845 | 191,454 |

(1) Custom Solutions includes the FirstWrap product.
(2) Includes cash management trusts.
(3) Retail Funds that align to Plan for Life market share releases.
(4) Includes regular premium plans. These retail products are not reported in market share data.
(5) Includes life company assets sourced from retail investors but not attributable to a funds management product.
(6) Includes foreign exchange gains and losses from translation of internationally sourced business.

## Financial Performance and Business Review

New Zealand ${ }^{(1)}$ cash net profit after tax ${ }^{(2)}$ for the half year ended 31 December 2011 was NZ\$336 million, which represented an increase of $15 \%$ on the prior comparative period. The result was driven by a strong performance from ASB Bank with margins benefitting from a continued shift in portfolio mix towards variable rate loans and lower loan impairment expenses reflecting improved asset quality. Sovereign's underlying performance was also strong with a continuation of favourable claims experience and significant growth in new business. Sovereign's cash net profit after tax has been adversely impacted by falling New Zealand Government bond rates which resulted in unfavourable policy valuation adjustments.
Cash net profit after tax ${ }^{(2)}$ increased $14 \%$ compared to the prior half driven by margin improvement, disciplined expense management, improved asset quality and the impact of the Christchurch earthquakes on the prior half.

## ASB Bank

ASB Bank cash net profit after tax ${ }^{(2)}$ for the half year ended 31 December 2011 was NZ $\$ 302$ million, up $23 \%$ on the prior comparative period.
Cash net profit after tax ${ }^{(2)}$ was up $17 \%$ over the prior half, reflecting margin improvement, lower operating expenses and the impact of the Christchurch earthquakes on the prior half.

## Banking Income

Net interest income was NZ\$602 million, an increase of $12 \%$ on the prior comparative period, driven principally by a continued shift by customers to variable rate loans. Lower deposit margins and increased Cash and Liquid Assets, driven by uncertainty in the offshore funding markets as a result of the European sovereign debt crisis, also impacted the net interest margin. Volume growth in customer deposits was solid, with lending growth subdued in a low credit growth environment.
Other banking income for the half year ended 31 December 2011 was NZ\$161 million, down $10 \%$ on the prior comparative period. This included lower transaction account and credit card interchange fees, partly offset by a focus on cross-sell which has seen insurance commission income increase over the prior comparative period.

## Home loans

Home loans continued to benefit from the shift from fixed rate to variable rate loans. The proportion of the portfolio which was variable rate in nature at 31 December 2011 was $63 \%$ ( 30 June 2011: 59\%; 31 December 2010: 48\%). Additionally, net interest margin has benefitted from portfolio repricing initiatives.
Home loan balances of NZ\$37 billion remained flat in a low credit growth environment.

## Business loans

Business loans also benefitted from customers increasingly shifting from fixed to variable rate loans. The proportion of the portfolio which was variable rate in nature at 31 December 2011 was 87\% (30 June 2011: 86\%; 31 December 2010: 82\%). Additionally, net interest margin has benefitted from portfolio repricing initiatives.
Business loans were down $3 \%$ on the prior comparative period to $\$ 14$ billion.

Customer deposits
Customer deposit margins remained under pressure due to continued intense market competition. This was particularly prevalent over the last quarter of the calendar year, as global uncertainties compounded, resulting in a deterioration of new business margins during that period. In addition, Customer deposit margins have been impacted by a mix shift in the portfolio as customers continue to move towards higher yielding products.
Customer deposit balances increased $9 \%$ on the prior comparative period to $\mathrm{NZ} \$ 37$ billion.

## Operating Expenses

Operating expenses for the half year ended 31 December 2011 were $\mathrm{NZ} \$ 355$ million, flat on the prior comparative period. Disciplined cost management and productivity improvements were offset by staff and property inflation driven expenses. The continued investment in strategic initiatives to benefit and support customers has delivered efficiency improvements. The expense to income ratio for the Bank was $45.1 \%$, down 270 basis points on the prior comparative period.

## Loan Impairment Expense

Loan impairment expense for the half year ended 31 December 2011 was NZ $\$ 14$ million, a decrease of $61 \%$ on the prior comparative period. The key driver of the decrease was in the business lending portfolio where the rural portfolio, mainly dairy farming, delivered the greatest improvement. In the retail sector, there has also been a decrease in unsecured delinquencies and home loan write-offs. Arrears rates were relatively stable over the half, with slight improvements in the 90+ day home loan and credit card arrears rates.

## Sovereign

Cash net profit after tax ${ }^{(2)}$ for the half year ended 31 December 2011 was NZ $\$ 39$ million, a decrease of $13 \%$ on the prior comparative period. The result was driven by the unfavourable impact of falling New Zealand Government bond rates on policy liability valuations. Excluding this impact, underlying profit after tax increased 11\%, driven by favourable claims experience and solid growth in inforce premiums.
Cash net profit after tax ${ }^{(2)}$ was down $5 \%$ on the prior half, again due to the impact of falling New Zealand Government bond rates on policy liability valuations. Excluding this impact, underlying profit after tax was up 8\%.

## Insurance Income

Insurance income of $\mathrm{NZ} \$ 140$ million was up $7 \%$ on the prior comparative period with favourable claims experience and inforce premium growth of $6 \%$. Inforce premium growth was driven by a strong increase in new business and improvements in lapse rates.

## Operating Expenses

Operating expenses of $\mathrm{NZ} \$ 113$ million were up $2 \%$ on the prior comparative period. This was driven by increased renewal commission expense due to growth in inforce premiums. Other expenses were flat compared to the prior half with increased salary costs offset by productivity improvements.
(1) The New Zealand result incorporates ASB Bank and Sovereign Insurance businesses. The CBA 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 31 December 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \text { NZ\$M } \end{array}$ | Sovereign NZ\$M | Other ${ }^{(1)}$ NZ\$M | Total NZ\$M | Total A\$M |
| Net interest income | 602 |  | (8) | 594 | 463 |
| Other banking income ${ }^{(2)}$ | 161 | - | (17) | 144 | 108 |
| Total banking income | 763 |  | (25) | 738 | 571 |
| Funds management income | 24 | - | 3 | 27 | 21 |
| Insurance income | - | 140 | 10 | 150 | 116 |
| Total operating income | 787 | 140 | (12) | 915 | 708 |
| Operating expenses | (355) | (113) | 12 | (456) | (355) |
| Loan impairment expense | (14) | - | - | (14) | (11) |
| Net profit before tax | 418 | 27 | - | 445 | 342 |
| Corporate tax expense | (116) | 13 | - | (103) | (79) |
| Underlying profit after tax | 302 | 40 | - | 342 | 263 |
| Investment experience after tax | - | (1) | (5) | (6) | (5) |
| Cash net profit after tax | 302 | 39 | (5) | 336 | 258 |


|  | Half Year Ended 30 June 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \text { NZ\$M } \end{array}$ | Sovereign NZ\$M | $\begin{gathered} \text { Other }^{(1)} \\ \text { NZ\$M } \end{gathered}$ | $\begin{aligned} & \text { Total } \\ & \text { NZ\$M } \end{aligned}$ | Total A\$M |
| Net interest income | 569 | - | (12) | 557 | 421 |
| Other banking income ${ }^{(2)}$ | 189 | - | (17) | 172 | 148 |
| Total banking income | 758 | - | (29) | 729 | 569 |
| Funds management income | 27 | - | (1) | 26 | 20 |
| Insurance income | - | 126 | 15 | 141 | 105 |
| Total operating income | 785 | 126 | (15) | 896 | 694 |
| Operating expenses | (378) | (107) | 13 | (472) | (356) |
| Loan impairment expense | (36) | - | - | (36) | (26) |
| Net profit before tax | 371 | 19 | (2) | 388 | 312 |
| Corporate tax expense | (113) | 18 | - | (95) | (77) |
| Underlying profit after tax | 258 | 37 | (2) | 293 | 235 |
| Investment experience after tax | - | 4 | (2) | 2 | 1 |
| Cash net profit after tax | 258 | 41 | (4) | 295 | 236 |


|  | Half Year Ended 31 December 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { ASB } \\ \text { NZ\$M } \end{array}$ | Sovereign NZ\$M | $\begin{gathered} \text { Other }^{(1)} \\ \text { NZ\$M } \end{gathered}$ | $\begin{gathered} \text { Total } \\ \text { NZ\$M } \end{gathered}$ | Total A\$M |
| Net interest income | 538 | - | 2 | 540 | 419 |
| Other banking income ${ }^{(2)}$ | 178 | - | (13) | 165 | 138 |
| Total banking income | 716 | - | (11) | 705 | 557 |
| Funds management income | 27 | - | (1) | 26 | 20 |
| Insurance income | - | 131 | 4 | 135 | 106 |
| Total operating income | 743 | 131 | (8) | 866 | 683 |
| Operating expenses | (355) | (111) | 19 | (447) | (348) |
| Loan impairment expense | (36) | - | - | (36) | (28) |
| Net profit before tax | 352 | 20 | 11 | 383 | 307 |
| Corporate tax expense | (106) | 16 | - | (90) | (73) |
| Underlying profit after tax | 246 | 36 | 11 | 293 | 234 |
| Investment experience after tax | - | 9 | (9) | - | - |
| Cash net profit after tax | 246 | 45 | 2 | 293 | 234 |

(1) Other includes ASB and Sovereign funding entities and elimination entries between Sovereign and ASB.
(2) Total Other banking income disclosed in AUD includes realised gains or losses associated with the hedge of the New Zealand operations.

## New Zealand continued

| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { 31/12/11 } \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} \text { 30/06/11 } \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { NZ\$M } \end{array}$ | Dec 11 vs Jun 11 \% | Dec 11 vs Dec 10 \% |
| Home lending | 37,382 | 37,444 | 37,508 | - | - |
| Assets at fair value through Income Statement | 2,560 | 4,165 | 4,232 | (39) | (40) |
| Other lending assets | 15,332 | 15,148 | 15,740 | 1 | (3) |
| Non-lending interest earning assets | 7,336 | 4,003 | 3,665 | 83 | large |
| Other assets | 5,100 | 4,597 | 4,714 | 11 | 8 |
| Total assets | 67,710 | 65,357 | 65,859 | 4 | 3 |
| Customer deposits ${ }^{(1)(3)}$ | 36,552 | 35,117 | 33,445 | 4 | 9 |
| Debt issues | 6,654 | 6,910 | 5,680 | (4) | 17 |
| Other interest bearing liabilities ${ }^{(2)(3)}$ | 12,893 | 11,484 | 15,194 | 12 | (15) |
| Non-interest bearing liabilities ${ }^{(3)}$ | 6,439 | 6,673 | 6,525 | (4) | (1) |
| Total liabilities | 62,538 | 60,184 | 60,844 | 4 | 3 |
| Assets |  |  |  |  |  |
| ASB Bank | 65,451 | 63,050 | 63,496 | 4 | 3 |
| Other | 2,259 | 2,307 | 2,363 | (2) | (4) |
| Total assets | 67,710 | 65,357 | 65,859 | 4 | 3 |
| Liabilities |  |  |  |  |  |
| ASB Bank | 61,430 | 59,103 | 59,686 | 4 | 3 |
| Other | 1,108 | 1,081 | 1,158 | 2 | (4) |
| Total liabilities | 62,538 | 60,184 | 60,844 | 4 | 3 |


| Sources of Profit from Insurance Activities | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 11 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 11 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { NZ\$M } \end{array}$ | Dec 11 vs Jun 11 \% | Dec 11 vs Dec 10 \% |
| The Margin on Services profit from ordinary activities after income tax is represented by: |  |  |  |  |  |
| Planned profit margins | 30 | 29 | 29 | 3 | 3 |
| Experience variations | 10 | 8 | 7 | 25 | 43 |
| Operating margins | 40 | 37 | 36 | 8 | 11 |
| Investment experience after tax | (1) | 4 | 9 | large | large |
| Cash net profit after tax | 39 | 41 | 45 | (5) | (13) |


|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| New Zealand - Funds Under | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ | Dec 11 vs | Dec $\mathbf{1 1} \mathbf{~ v s ~}$ |
| Administration | $\mathbf{N Z \$ M}$ | $\mathbf{N Z \$ M}$ | $\mathbf{N Z \$ M}$ | Jun $\mathbf{1 1} \%$ | Dec $\mathbf{1 0} \%$ |
| Opening balance | $\mathbf{1 0 , 4 0 7}$ | 9,580 | 8,771 | 9 | 19 |
| Inflows | $\mathbf{1 , 1 6 3}$ | 1,151 | 1,377 | $(16)$ |  |
| Outflows | $\mathbf{( 7 5 2 )}$ | $(439)$ | $(1,090)$ | 71 | $(31)$ |
| Net Flows | $\mathbf{4 1 1}$ | 712 | 287 | $(42)$ | 43 |
| Investment income \& other | $\mathbf{( 1 3 9 )}$ | 115 | 522 | large | large |
| Closing balance | $\mathbf{1 0 , 6 7 9}$ | 10,407 | 9,580 | 3 | 11 |


|  | New Zealand - Annual Inforce Premiums | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} 31 / 12 / 11 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 11 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { NZ\$M } \end{array}$ | Dec 11 vs <br> Jun 11 \% | Dec 11 vs <br> Dec 10 \% |
|  | Opening balance | 584 | 570 | 554 | 2 | 5 |
|  | Sales/New business | 50 | 42 | 45 | 19 | 11 |
|  | Lapses | (29) | (27) | (28) | 7 | 4 |
|  | Other movements | (1) | (1) | (1) | - | - |
|  | Closing balance | 604 | 584 | 570 | 3 | 6 |

(1) Customer deposits including all interest bearing deposits carried at amortised cost or as liabilities at fair value through Income Statement.
(2) Includes $\mathrm{NZ} \$ 6.3$ billion due to Group companies (30 June 2011: $\mathrm{NZ} \$ 6.3$ billion; 31 December 2010: $\mathrm{NZ} \$ 6.3$ billion).
(3) Comparatives have been restated to conform with presentation in the current period


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## Bankwest

## Financial Performance and Business Review

Bankwest cash net profit after tax for the half year ended 31 December 2011 was $\$ 268$ million, up $20 \%$ from the prior comparative period. The improved performance was driven by a $7 \%$ increase in banking income, continued cost discipline as well as lower loan impairment expense.
Cash net profit after tax increased $12 \%$ compared to the prior half. Higher home loan balances, lower operating expenses and ioan impairment expense were partially offset by lower lending and deposit margins.

## Banking Income

Net interest income of $\$ 748$ million increased $10 \%$ compared to the prior comparative period. This was mainly supported by improved net interest margin and above system volume growth in home loans.

Other banking income of $\$ 103$ million decreased $13 \%$ compared to the prior comparative period due to lower Retail Banking fee income and the impact of counterparty fair value adjustments.

Compared to the prior half, net interest income increased $1 \%$, impacted by lower lending margins due to increased funding costs and strong competition for deposits. This was offset by strong home loan growth, up $7 \%$.

## Home loans

Home loan balances increased to $\$ 49$ billion, up $13 \%$ on the prior comparative period and well above system growth. This result was driven by product innovation, targeted marketing campaigns and the maturing of the East Coast branch network. Home loan pricing has been maintained at competitive levels, without price matching to industry lows.

Home loan margins improved compared to the prior comparative period with customers moving from expiring discounted introductory loans into higher yield products. Compared to the prior half, home loan margins decreased, impacted by the escalation in wholesale funding costs.

## Business loans

Business loan balances decreased to $\$ 21$ billion, down $7 \%$ on the prior comparative period due to a reduction in higher risk exposures. Lending margins were broadly in line with the prior comparative period.

## Customer Deposits

Retail deposit balances increased to $\$ 17$ billion, up $12 \%$ on the prior comparative period, due to higher online and term deposit balances. This was driven by a more competitive pricing position which resulted in slightly lower margins.


Business deposit balances increased $2 \%$ compared to the prior comparative period, to $\$ 28$ billion. Margins improved due to both pricing and improved product mix.

## Operating Expenses

Operating expenses of $\$ 430$ million were relatively flat on the prior comparative period. Increased home loan volume related expenses, occupancy expenses on new East Coast branches and a new IT data centre were offset by continued productivity gains from business wide efficiency initiatives. These initiatives included a new call centre model that directs customers to specialists in local branches, significantly reducing call time, and investment in IT systems and operating model improvements.
Operating expenses decreased by $2 \%$ compared to the prior half due to continued operational efficiencies, partially offset by inflationary pressures on staff expenses.

The expense to income ratio of $50.5 \%$ continued to improve, down 320 basis points compared to the prior comparative period, reflecting a strong focus on expense management.

## Loan Impairment Expense

Loan impairment expense of $\$ 38$ million was $22 \%$ lower than the prior comparative period.
The improved quality of the business loan book is due to the strategic focus on Straightforward Banking, offering easy to understand lending products to the SME sector. Troublesome, impaired and watchlist loans decreased compared to 30 June 2011.

Home loan arrears decreased compared to the prior comparative period due to a continued focus on the collections process. Credit card arrears increased due to the economic environment, while personal loan arrears decreased slightly.

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 11 \\ \$ M \end{array}$ | $\begin{array}{r} 30 / 06 / 11 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Dec } 11 \text { vs } \\ & \text { Jun } 11 \text { \% } \end{aligned}$ | Dec 11 vs Dec 10 \% |
| Net interest income | 748 | 741 | 679 | 1 | 10 |
| Other banking income | 103 | 102 | 118 | 1 | (13) |
| Total banking income | 851 | 843 | 797 | 1 | 7 |
| Operating expenses | (430) | (441) | (428) | (2) | - |
| Loan impairment expense | (38) | (60) | (49) | (37) | (22) |
| Net profit before tax | 383 | 342 | 320 | 12 | 20 |
| Corporate tax expense | (115) | (103) | (96) | 12 | 20 |
| Cash net profit after tax | 268 | 239 | 224 | 12 | 20 |


| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs | Dec 11 vs |
|  | \$M | \$M | \$M | Jun 11 \% | Dec 10 \% |
| Home lending (including securitisation) | 48,668 | 45,673 | 43,070 | 7 | 13 |
| Other lending assets | 22,479 | 22,722 | 23,956 | (1) | (6) |
| Other assets | 8,895 | 8,433 | 8,813 | 5 | 1 |
| Total assets | 80,042 | 76,828 | 75,839 | 4 | 6 |
| Transaction deposits | 8,596 | 8,731 | 8,034 | (2) | 7 |
| Savings deposits | 7,718 | 7,033 | 7,189 | 10 | 7 |
| Investments deposits | 28,892 | 26,956 | 27,766 | 7 | 4 |
| Certificates of deposit and other | 282 | 59 | 25 | large | large |
| Debt issues | 9,588 | 9,064 | 8,637 | 6 | 11 |
| Due to other financial institutions ${ }^{(1)}$ | 16,272 | 16,644 | 15,682 | (2) | 4 |
| Other liabilities | 2,972 | 3,068 | 3,647 | (3) | (19) |
| Total liabilities | 74,320 | 71,555 | 70,980 | 4 | 5 |

[^4]
## Other

## Financial Performance and Business Review

## IFS Asia

International Financial Services Asia (IFS Asia) incorporates the Asian retail and SME banking operations (Indonesia, China, Vietnam and India), investments in Chinese and Vietnamese retail banks, the joint venture Chinese life insurance business and the life insurance operations in Indonesia. It does not include the Business and Private Banking, Institutional Banking and Markets and Colonial First State Global Asset Management businesses in Asia.

IFS Asia cash net profit after tax for the half year ended 31 December 2011 was $\$ 37$ million, an increase of $42 \%$ over the prior comparative period. The result was characterised by strong contributions from the Indonesian businesses and the Bank of Hangzhou.

IFS Asia cash net profit after tax for the half year ended 31 December 2011 was up $37 \%$ compared to the prior half driven by similar themes.

## Banking Income

Net interest income increased 20\% over the prior comparative period to $\$ 48$ million driven by strong lending growth and higher margins in Indonesia. PT Bank Commonwealth lending balances increased 64\% during the half, and are now in excess of $\$ 1$ billion. The consumer, commercial and SME portfolio balance growth amounted to $210 \%, 104 \%$ and $52 \%$ respectively. Proprietary customer numbers were also up $23 \%$ over the prior comparative period.

The three China County Banks, opened in the previous financial year, are performing well. While still a number of years away from achieving critical mass, the China County Banks average balance sheet growth surpassed $50 \%$ each month since operations commenced.

Other banking income increased $17 \%$ to $\$ 70$ million driven by strong wealth management, bancassurance and treasury income from the Indonesian retail business together with a 43\% increase in the equity accounted profit contribution from the Bank of Hangzhou. This was partially offset by a lower contribution to earnings from Qilu Bank as a result of the ongoing impact of a prior year fraud incident.

## Insurance Income

Insurance income increased $36 \%$ to $\$ 34$ million, reflecting improved sales volumes across all channels.

## Operating Expenses

Operating expenses were up $11 \%$ to $\$ 105$ million, largely due to increased staff numbers, technology and marketing costs supporting growth in the Indonesian lending and insurance businesses.

## Corporate Centre

Corporate Centre includes the results of unallocated Group support functions such as Investor Relations, Group Strategy, Secretariat and Treasury.

Treasury is primarily focussed 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:

- Asset \& Liability 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;
- Liquidity Operations: manages the Group's short term wholesale funding and prudential liquidity requirements;
- Group Funding: manages the Group's long term wholesale funding requirements; and
- Capital Management: manages the Group's capital requirements.
Corporate Centre cash net profit after tax for the half year ended 31 December 2011 was $\$ 174$ million, a $9 \%$ decrease on the prior comparative period.
Total Banking income was $\$ 384$ million, down $14 \%$ on the prior comparative period due to:
- Lower Asset and Liability Management earnings from the impact of the recent market volatility on the mark to market portfolios; and
- Reduced Capital Management earnings from the lower interest rate environment.


## Group wide Eliminations/Unallocated

Group wide Eliminations/Unallocated includes intra-group elimination entries arising on consolidation, centrally raised provisions and other unallocated revenue and expenses.
Group wide Eliminations/Unallocated cash net profit after tax for the half year ended 31 December 2011 was $\$ 30$ million, a $\$ 127$ million increase compared to the prior comparative period. This was primarily driven by centrally held loan impairment provisions recognised in the prior comparative period.

\left.|  | Half Year Ended 31 December 2011 |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | Corporate Eliminations |
| Centre |  |  |
| Unallocated |  |  |$\right)$


|  | Half Year Ended 30 June 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Corporate Eliminations ${ }^{(2)} \\|$ |  |  |  |
|  | IFS Asia | Centre | Unallocated | Total |
|  | \$M | \$M | \$M | \$M |
| Net interest income ${ }^{(1)}$ | 40 | 351 | (31) | 360 |
| Other banking income ${ }^{(1)}$ | 64 | 14 | (35) | 43 |
| Total banking income | 104 | 365 | (66) | 403 |
| Funds management income | (1) | - | 12 | 11 |
| Insurance income | 22 | - | (14) | 8 |
| Total operating income | 125 | 365 | (68) | 422 |
| Operating expenses | (89) | (84) | - | (173) |
| Loan impairment expense | (8) | - | 98 | 90 |
| Net profit before tax | 28 | 281 | 30 | 339 |
| Corporate tax expense | (2) | (70) | (29) | (101) |
| Non-controlling interests | - | - | (7) | (7) |
| Underlying profit after tax | 26 | 211 | (6) | 231 |
| Investment experience after tax | 1 | - | 19 | 20 |
| Cash net profit after tax | 27 | 211 | 13 | 251 |


|  | Half Year Ended 31 December 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Corporate Eliminations ${ }^{(2)}$ |  |  |  |
|  | IFS Asia | Centre | Unallocated | Total |
|  | \$M | \$M | \$M | \$M |
| Net interest income ${ }^{(1)}$ | 40 | 367 | (56) | 351 |
| Other banking income ${ }^{(1)}$ | 60 | 80 | (46) | 94 |
| Total banking income | 100 | 447 | (102) | 445 |
| Funds management income | 1 | - | 14 | 15 |
| Insurance income | 25 | - | (13) | 12 |
| Total operating income | 126 | 447 | (101) | 472 |
| Operating expenses | (95) | (183) | - | (278) |
| Loan impairment expense | (2) | - | (62) | (64) |
| Net profit before tax | 29 | 264 | (163) | 130 |
| Corporate tax expense | (3) | (72) | 76 | 1 |
| Non-controlling interests | (2) | - | (7) | (9) |
| Underlying profit after tax | 24 | 192 | (94) | 122 |
| Investment experience after tax | 2 | - | (3) | (1) |
| Cash net profit after tax | 26 | 192 | (97) | 121 |

(1) Excludes the impact of the reclassification of net swap costs from Net interest income to Other banking income related to certain economic hedges which do not qualify for IFRS hedge accounting (December 2011: $\$ 181$ million; June 2011: $\$ 271$ million; December 2010: $\$ 227$ million).
(2) Represents Group wide eliminations.

## Investment Experience

|  | Half Year Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Investment Experience | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ | Dec 11 vs | Dec $\mathbf{1 1} \mathbf{v s}$ |
| Wealth Management | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | Jun 11 $\%$ | Dec $\mathbf{1 0} \%$ |
| New Zealand | $\mathbf{3 3}$ | 52 | 31 | $(37)$ | 6 |
| Other | $\mathbf{( 6 )}$ | 1 | - | large | large |
| Investment experience before tax | $\mathbf{2 9}$ | 33 | 4 | $(12)$ | large |
| Corporate tax expense | $\mathbf{5 6}$ | 86 | 35 | $(35)$ | 60 |
| Investment experience after tax | $\mathbf{( 2 0 )}$ | $(34)$ | $(6)$ | $(41)$ | large |


|  | As at 31 December 2011 ${ }^{(1)}$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Australia | New Zealand | Asia | Total |
| Shareholder Investment Asset Mix (\%) | $\%$ | $\%$ | $\%$ | $\%$ |
| Local equities | - | - | - | - |
| International equities | - | - | - | - |
| Property | 11 | - | - | 9 |
| Sub-total | 11 | - | 73 | 34 |
| Fixed interest | 25 | 62 | 27 | 57 |
| Cash | 64 | 38 | 100 | 91 |
| Sub-total | 89 | 100 | 100 | 100 |
| Total | 100 | 100 |  |  |


|  | As at 31 December 2011 ${ }^{(1)}$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | Australia | New Zealand | Asia |
| Shareholder Investment Asset Mix (\$M) | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Local equities | 10 | 2 | - | 12 |
| International equities | - | - | - | 2 |
| Property | 230 | - | - | 240 |
| Sub-total | 240 | 4 | 70 | 933 |
| Fixed interest | 513 | 350 | 1,555 |  |
| Cash | 1,311 | 218 | 26 | 2,488 |
| Sub-total | 1,824 | 568 | 96 | 2,732 |
| Total | 2,064 | 572 | 96 |  |

(1) Includes Shareholder's funds in the CFS Global Asset Management, Colonial First State and CommInsure businesses.

The Directors of the Commonwealth Bank of Australia submit their report together with the financial statements of the Commonwealth Bank of Australia and its controlled entities (collectively referred to as "the Group") for the half year ended 31 December 2011.

## Directors

The names of the Directors holding office during and since the end of the half year were:

| D J Turner | Chairman |
| :--- | :--- |
| R J Norris KNZM | Managing Director and Chief Executive Officer (Resigned effective 30 November 2011) |
| I Narev | Managing Director and Chief Executive Officer (Appointed effective 1 December 2011) |
| J A Anderson KBE | Director |
| C R Galbraith AM | Director |
| J S Hemstritch | Director |
| L K Inman | Director |
| S C H Kay | Director |
| B J Long | Director |
| A M Mohl | Director |
| F D Ryan AO | Director |
| H H Young | Director |

## Review and Results of Operations

Commonweath Bank of Australia earned a consolidated statutory net profit after tax of $\$ 3,624$ million for the half year ended 31 December 2011, compared with $\$ 3,052$ million for the prior comparative period, an increase of $19 \%$. The result was principally supported by solid volume growth in a low credit growth environment, improved net interest margin and portfolio credit quality.

The statutory net profit after tax from Retail Banking Services was $\$ 1,439$ million (December 2010: $\$ 1,397$ million) reflecting modest volume growth together with an increase in net interest margin. This was partly offset by higher loan impairment expense with some of the Group's customers finding conditions challenging.

The statutory net profit after tax from Business and Private Banking was $\$ 551$ million (December 2010: $\$ 502$ million), driven by strong business banking income growth and a reduction in loan impairment expense, which reflected the quality of the portfolio. This was partly offset by lower brokerage revenue due to subdued market trading conditions.
The statutory net profit after tax from Institutional Banking and Markets was $\$ 547$ million (December 2010: $\$ 498$ million), driven by improved lending momentum, higher margins and lower loan impairment expense. This was partly offset by lower Markets income due to the challenging market conditions.
The statutory net profit after tax from Wealth Management was $\$ 240$ million (December 2010: $\$ 335$ million), which reflected deteriorating global investment markets. This offset a solid insurance performance, supported by strong inforce premium growth and stable claims experience.
The statutory net profit after tax from New Zealand was \$286 million (December 2010: $\$ 236$ million), driven by improved net interest margin together with a solid insurance result due to improved claims experience and growth in new business.

Signed in accordance with a resolution of the Directors.


D J Turner
Chairman
15 February 2012

The statutory net profit after tax from Bankwest was $\$ 220$ million (December 2010: $\$ 148$ million). This result reflected lower impairment expense together with strong home loan growth and improved net interest margin.

The Chief Executive Officer and the Chief Financial Officer have provided the Board with a written statement that the accompanying financial statements and notes are in accordance with the Corporations Act 2001, they represent a true and fair view, in all material respects, of the Group's financial position as at 31 December 2011 and of its performance for the half year ended on that date and also that they are prepared in accordance with relevant accounting standards and any further requirements in the Corporations Act 2001.
We have obtained the following independence declaration from the Group's auditors, PricewaterhouseCoopers.

Auditor's Independence Declaration
Aslead auditor for the review of the Commonweat Bank of Australia for the half-year ended 31 December 2011, I declare that to the best of my knowledge and belief, there have been:
no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
b) no contraventions of any applicable code of professional conduct in relation to thereview.

This declaration is in respect of the Commonwealth Bank of Australia and the entities it controlled during the period.

Rlnowary
Rahoul Chowdry
Partne
${ }_{15}$ February 2012
PricewaterhouseCoopers
PricewaterhouseCoopers, ABN 52 780433757
Darling Park Tower 2, 201 Sussex Street, GPO BOX 2650, SYDNEY NSW 1171
T: +612 8266 oooo, F: +61 28266 9999, www.pwc.com.au


I Narev
Managing Director and Chief Executive Officer
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## Consolidated Income Statements

For the half year ended 31 December 2011

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Notes | 31/12/11 | 30/06/11 | 31/12/10 |
|  |  | \$M | \$M | \$M |
| Interest income | 2 | 19,235 | 18,834 | 18,470 |
| Interest expense |  | $(12,698)$ | $(12,356)$ | $(12,341)$ |
| Net interest income |  | 6,537 | 6,478 | 6,129 |
| Other banking income |  | 2,172 | 1,850 | 1,780 |
| Net banking operating income |  | 8,709 | 8,328 | 7,909 |
| Funds management income |  | 981 | 1,030 | 966 |
| Investment (expense)/revenue |  | (135) | 224 | 630 |
| Claims and policyholder liability revenue/(expense) |  | 111 | (223) | (585) |
| Net funds management operating income |  | 957 | 1,031 | 1,011 |
| Premiums from insurance contracts |  | 1,006 | 942 | 942 |
| Investment revenue |  | 218 | 240 | 307 |
| Claims and policyholder liability expense from insurance contracts |  | (602) | (650) | (663) |
| Net insurance operating income |  | 622 | 532 | 586 |
| Total net operating income |  | 10,288 | 9,891 | 9,506 |
| Loan impairment expense | 6 | (545) | (558) | (722) |
| Operating expenses | 3 | $(4,682)$ | $(4,598)$ | $(4,462)$ |
| Net profit before income tax |  | 5,061 | 4,735 | 4,322 |
| Corporate tax expense | 4 | $(1,388)$ | $(1,320)$ | $(1,161)$ |
| Policyholder tax expense | 4 | (40) | (66) | (100) |
| Net profit after income tax |  | 3,633 | 3,349 | 3,061 |
| Non-controlling interests |  | (9) | (7) | (9) |
| Net profit attributable to Equity holders of the Bank |  | 3,624 | 3,342 | 3,052 |


|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | Cents per Share |  |  |
| Earnings per share: |  |  |  |
| Basic | 230.8 | 214. 7 | 196. 5 |
| Diluted | 222.1 | 206. 1 | 189. 1 |

The above Consolidated Income Statements should be read in conjunction with the accompanying notes.

## Financial Statements continued

## Consolidated Statements of Comprehensive Income

For the half year ended 31 December 2011

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Profit from ordinary activities after income tax for the period | 3,633 | 3,349 | 3,061 |
| Other comprehensive income/(expense): |  |  |  |
| Actuarial gains and losses from defined benefit superannuation plans | (420) | (181) | 92 |
| Gains and losses on cash flow hedging instruments: |  |  |  |
| Recognised in equity | 710 | (391) | (363) |
| Transferred to Income Statement | 193 | 516 | 253 |
| Gains and losses on available-for-sale investments: |  |  |  |
| Recognised in equity | (410) | 320 | (196) |
| Transferred to Income Statement on disposal | (53) | (3) | (21) |
| Revaluation of properties | 4 | 9 | (3) |
| Foreign currency translation reserve | 11 | (60) | (486) |
| Income tax on items transferred directly to/from equity: |  |  |  |
| Foreign currency translation reserve | (8) | 7 | 9 |
| Available-for-sale investments revaluation reserve | 135 | (94) | 66 |
| Revaluation of properties | - | (2) | 2 |
| Cash flow hedge reserve | (267) | (37) | 37 |
| Other comprehensive income/(expense) net of income tax | (105) | 84 | (610) |
| Total comprehensive income for the period | 3,528 | 3,433 | 2,451 |
| Total comprehensive income for the period is attributable to: |  |  |  |
| Equity holders of the Bank | 3,519 | 3,426 | 2,442 |
| Non-controlling interests | 9 | 7 | 9 |
| Total comprehensive income for the period | 3,528 | 3,433 | 2,451 |

The above Consolidated Statements of Comprehensive Income should be read in conjunction with the accompanying notes.

## Consolidated Balance Sheets

As at 31 December 2011

|  | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Notes | 31/12/11 | 30/06/11 | 31/12/10 |
| Assets |  | \$M | \$M | \$M |
| Cash and liquid assets |  | 19,220 | 13,241 | 14,362 |
| Receivables due from other financial institutions |  | 8,428 | 10,393 | 12,771 |
| Assets at fair value through Income Statement: |  |  |  |  |
| Trading |  | 16,512 | 20,469 | 20,240 |
| Insurance |  | 14,410 | 14,998 | 15,205 |
| Other |  | 1,227 | 824 | 358 |
| Derivative assets |  | 37,191 | 30,317 | 25,988 |
| Available-for-sale investments |  | 59,971 | 45,171 | 38,029 |
| Loans, bills discounted and other receivables | 5 | 513,108 | 500,057 | 491,882 |
| Bank acceptances of customers |  | 10,732 | 10,734 | 10,146 |
| Property, plant and equipment |  | 2,448 | 2,366 | 2,268 |
| Investment in associates |  | 1,863 | 1,712 | 1,683 |
| Intangible assets |  | 10,026 | 9,603 | 9,482 |
| Deferred tax assets |  | 1,471 | 1,300 | 1,334 |
| Other assets |  | 5,345 | 6,681 | 5,855 |
|  |  | 701,952 | 667,866 | 649,603 |
| Assets held for sale |  | 34 | 33 | 39 |
| Total assets |  | 701,986 | 667,899 | 649,642 |

## Liabilities

| Deposits and other public borrowings | 7 | 431,827 | 401,147 | 395,345 |
| :---: | :---: | :---: | :---: | :---: |
| Payables due to other financial institutions |  | 17,424 | 15,899 | 13,242 |
| Liabilities at fair value through Income Statement |  | 9,986 | 10,491 | 12,578 |
| Derivative liabilities |  | 38,212 | 33,976 | 32,092 |
| Bank acceptances |  | 10,732 | 10,734 | 10,146 |
| Current tax liabilities |  | 1,428 | 1,222 | 971 |
| Deferred tax liabilities |  | 394 | 301 | 249 |
| Other provisions |  | 1,255 | 1,277 | 1,194 |
| Insurance policy liabilities |  | 12,881 | 13,652 | 14,099 |
| Debt issues |  | 119,307 | 118,652 | 113,609 |
| Managed funds units on issue |  | 1,028 | 1,048 | 851 |
| Bills payable and other liabilities |  | 8,204 | 10,652 | 8,056 |
|  |  | 652,678 | 619,051 | 602,432 |
| Loan capital |  | 10,433 | 11,561 | 11,861 |
| Total liabilities |  | 663,111 | 630,612 | 614,293 |
| Net assets |  | 38,875 | 37,287 | 35,349 |

## Shareholders' Equity

| Share capital: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Ordinary share capital | 9 | 24,651 | 23,602 | 23,083 |
| Other equity instruments | 9 | 939 | 939 | 939 |
| Reserves | 9 | 829 | 392 | 269 |
| Retained profits | 9 | 11,928 | 11,826 | 10,534 |
| Shareholders' equity attributable to Equity holders of the Bank |  | 38,347 | 36,759 | 34,825 |
| Non-controlling interests | 9 | 528 | 528 | 524 |
| Total Shareholders' equity |  | 38,875 | 37,287 | 35,349 |

The above Consolidated Balance Sheets should be read in conjunction with the accompanying notes.

## Financial Statements continued

## Consolidated Statements of Changes in Equity

For the half year ended 31 December 2011

|  | Ordinary <br> share <br> capital <br> \$M | Other equity instruments \$M | $\left.\left.\begin{array}{rrr}\text { Shareholders' } \\ \text { equity }\end{array}\right\} \begin{array}{r}\text { attributable } \\ \text { to Equity }\end{array}\right\}$ |  |  | Noncontrolling interests \$M | Total <br> Shareholders' equity \$M |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| As at 30 June 2010 | 23,081 | 939 | 1,089 | 9,938 | 35,047 | 523 | 35,570 |
| Total comprehensive income for the period | - | - | (702) | 3,144 | 2,442 | 9 | 2,451 |
| Transactions with equity holders in their capacity as equity holders: |  |  |  |  |  |  |  |
| Dividends paid ${ }^{(1)}$ | - | - | - | $(2,650)$ | $(2,650)$ | - | $(2,650)$ |
| Other equity movements: |  |  |  |  |  |  |  |
| Share based payments | 6 | - | (25) | - | (19) | - | (19) |
| Sale/(purchase) and vesting of treasury shares | (3) | - | - | - | (3) | - | (3) |
| Other changes | (1) | - | (93) | 102 | 8 | (8) | - |
| As at 31 December 2010 | 23,083 | 939 | 269 | 10,534 | 34,825 | 524 | 35,349 |
| Total comprehensive income for the period | - | - | 265 | 3,161 | 3,426 | 7 | 3,433 |
| Transactions with equity holders in their capacity as equity holders: |  |  |  |  |  |  |  |
| Dividends paid | - | - | - | $(2,057)$ | $(2,057)$ | - | $(2,057)$ |
| Dividend reinvestment plan (net of issue costs) | 511 | - | - | - | 511 | - | 511 |
| Other equity movements: |  |  |  |  |  |  |  |
| Share based payments | - | - | 35 | - | 35 | - | 35 |
| (Purchase)/sale and vesting of treasury shares | 7 | - | - | - | 7 | - | 7 |
| Other changes | 1 | - | (177) | 188 | 12 | (3) | 9 |
| As at 30 June 2011 | 23,602 | 939 | 392 | 11,826 | 36,759 | 528 | 37,287 |
| Total comprehensive income for the period | - | - | 315 | 3,204 | 3,519 | 9 | 3,528 |
| Transactions with equity holders in their capacity as equity holders: |  |  |  |  |  |  |  |
| Dividends paid | - | - | - | $(2,945)$ | $(2,945)$ | - | $(2,945)$ |
| Dividend reinvestment plan (net of issue costs) | 832 | - | - | - | 832 | - | 832 |
| Other equity movements: |  |  |  |  |  |  |  |
| Share based payments | - | - | (40) | - | (40) | - | (40) |
| Issue of shares | 237 | - | - | - | 237 | - | 237 |
| (Purchase)/sale and vesting of treasury shares | (22) | - | - | - | (22) | - | (22) |
| Other changes | 2 | - | 162 | (157) | 7 | (9) | (2) |
| As at 31 December 2011 | 24,651 | 939 | 829 | 11,928 | 38,347 | 528 | 38,875 |

(1) The dividend reinvestment plan in respect of the final dividend for 2009/10 was satisfied in full through the on market purchase and transfer of $\$ 679$ million of shares to participating shareholders.

The above Consolidated Statements of Changes in Equity should be read in conjunction with the accompanying notes.

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | Cents per Share |  |  |
| Dividends per share attributable to shareholders of the Bank: |  |  |  |
| Ordinary shares | 137 | 188 | 132 |
| Trust preferred securities (TPS) - issued 15 March 2006 | 2,946 | 2,912 | 3,108 |

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

For the half year ended 31 December 2011

|  |  | Half Year Ended |  |
| :--- | ---: | ---: | ---: |
|  |  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ |

Changes in operating assets and liabilities arising from cash flow movements
Movement in available-for-sale investments:

| Purchases | $(42,101)$ | $(32,709)$ | $(30,024)$ |
| :---: | :---: | :---: | :---: |
| Proceeds from sale | 4,555 | (383) | 4,823 |
| Proceeds at or close to maturity | 23,754 | 26,441 | 18,976 |
| Net change in deposits with regulatory authorities | (12) | (48) | (24) |
| Net increase in loans, bills discounted and other receivables | $(14,014)$ | $(9,587)$ | $(1,902)$ |
| Net decrease/(increase) in receivables due from other financial institutions not at call | 1,237 | (409) | 1,524 |
| Net (increase)/decrease in securities purchased under agreements to resell | (668) | 938 | $(3,772)$ |
| Life insurance business: |  |  |  |
| Purchase of insurance assets at fair value through Income Statement | $(2,425)$ | $(1,583)$ | $(2,518)$ |
| Proceeds from sale/maturity of insurance assets at fair value through Income Statement | 2,992 | 2,017 | 3,897 |
| Net (increase)/decrease in other assets | (175) | 53 | 148 |
| Net increase in deposits and other public borrowings | 32,141 | 8,313 | 23,580 |
| Net (decrease)/increase in payables due to other financial institutions not at call | $(1,472)$ | 2,750 | 2,362 |
| Net decrease in securities sold under agreements to repurchase | (365) | (423) | $(1,275)$ |
| Net decrease in other liabilities | (320) | (131) | (444) |

Changes in operating assets and liabilities arising from cash flow

| movements |  | 3,127 | $(4,761)$ | 15,351 |
| :---: | :---: | :---: | :---: | :---: |
| Net cash provided by/(used in) operating activities | 10 (a) | 8,518 | (798) | 18,465 |
| Cash flows from investing activities |  |  |  |  |
| Net proceeds from disposal of controlled entities | 10 (c) | - | - | 19 |
| Payments for acquisition of controlled entities | 10 (e) | (125) | - | - |
| Net proceeds from disposal of entities and businesses (net of cash disposals) |  | 12 | 15 | - |
| Dividends received |  | 24 | (1) | 27 |
| Proceeds from sale of property, plant and equipment |  | 15 | 17 | 10 |
| Purchases of property, plant and equipment |  | (267) | (270) | (173) |
| Payments for acquisitions of investments in associates/joint ventures |  | (65) | (4) | (160) |
| Purchase of intangible assets |  | (278) | (299) | (234) |
| (Purchase)/sale of assets held for sale |  | (1) | 5 | 7 |
| Net cash used in investing activities |  | (685) | (537) | (504) |

(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.

## Financial Statements continued

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

For the half year ended 31 December 2011

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 |  | 30/06/11 | 31/12/10 |
|  | Notes | \$M | \$M | \$M |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from the issue of shares (net of issue costs) |  | 2 | 1 | 5 |
| Dividends paid (excluding Dividend Reinvestment Plan) |  | $(2,099)$ | $(1,543)$ | $(2,645)$ |
| Net (payments)/proceeds from issuance of debt securities |  | $(2,573)$ | 13 | $(8,334)$ |
| Net (purchase)/sale of treasury shares |  | (62) | 7 | (3) |
| Redemption of loan capital |  | $(1,271)$ | (274) | (790) |
| Other |  | 7 | 16 | (68) |
| Net cash used in financing activities |  | $(5,996)$ | $(1,780)$ | $(11,835)$ |
| Net increase/(decrease) in cash and cash equivalents |  | 1,837 | $(3,115)$ | 6,126 |
| Cash and cash equivalents at beginning of period |  | 7,928 | 11,043 | 4,917 |
| Cash and cash equivalents at end of period ${ }^{(2)}$ | 10 (b) | 9,765 | 7,928 | 11,043 |

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

The above Consolidated Statements of Cash Flows should be read in conjunction with the accompanying notes.

## Note 1 Accounting Policies

## General Information

The Financial Statements of the Commonwealth Bank of Australia (the "Bank") and its subsidiaries (the "Group") for the half year ended 31 December 2011, were approved and authorised for issue by the Board of Directors on 15 February 2012.

The Bank is incorporated and domiciled in Australia. It is a company limited by shares that are publicly traded on the Australian Securities Exchange ("ASX"). The address of its registered office is Ground Floor, Tower 1, 201 Sussex Street, Sydney NSW 2000, Australia.

There have been no significant changes in the nature of the principal activities of the Group during the half year.

## (a) Bases of accounting

This general purpose financial report for the half year ended 31 December 2011 has been prepared in accordance with the requirements of the "Corporations Act 2001" and "AASB 134 Interim Financial Reporting" which ensures compliance with "IAS 34 Interim Financial Reporting".

This half year financial report does not include all notes of the type normally included within an Annual Financial Report and therefore cannot be expected to provide as full an understanding of the financial position and financial performance of the Group as that given by the Annual Financial Report.

As a result, this report should be read in conjunction with the 30 June 2011 Annual Financial Report of the Group and any public announcements made in the period by the Group in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.

The amounts contained in this Financial Report and the Financial Statements are presented in Australian Dollars and rounded to the nearest million dollars unless otherwise stated, under the option available to the company under ASIC Class Order 98/100 (as amended by ASIC Class Order 04/667).

For the purpose of this half year financial report, the half year has been treated as a discrete reporting period.

The accounting policies and methods of computation adopted in the preparation of the half year financial report are consistent with those adopted and disclosed in the Annual Financial Report for the year ended 30 June 2011. Certain comparatives have been restated for consistency in presentation at 31 December 2011. The affected comparatives are footnoted and are not considered to have a material impact.

The following amendments to Australian Accounting Standards have been adopted during the period but do not have a material impact on the Group:

- AASB 124 'Related Party Disclosures' and AASB 200912 'Amendments to Australian Accounting Standards';
- AASB 2010-4 'Further Amendments to Australian Accounting Standards arising from the Annual Improvements Project';
- AASB 2010-5 'Amendments to Australian Accounting Standards';
- AASB 2010-6 'Amendments to Australian Accounting Standards - Disclosures on Transfers of Financial Assets';
- AASB 2011-1 'Amendments to Australian Accounting Standards arising from the Trans-Tasman Convergence Project'; and
- AASB 1054 'Australian Additional Disclosures'.


## Notes to the Financial Statements continued

## Note 2 Income from Ordinary Activities

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Banking |  |  |  |
| Interest income | 19,235 | 18,834 | 18,470 |
| Fees and commissions | 1,744 | 1,721 | 1,692 |
| Trading income | 241 | 291 | 426 |
| Net gain on disposal of available-for-sale investments recognised in Income Statement | 53 | 3 | 21 |
| Net gain/(loss) on other non-fair valued financial instruments | 1 | 10 | (14) |
| Net hedging ineffectiveness | 63 | 68 | (64) |
| Net gain/(loss) on other fair valued financial instruments: |  |  |  |
| Fair value through Income Statement | 47 | 2 | (4) |
| Reclassification of net interest on swaps ${ }^{(1)}$ | (181) | (271) | (227) |
| Non-trading derivatives | 62 | (115) | (186) |
| Dividends | 2 | 3 | 2 |
| Net gain/(loss) on sale of property, plant and equipment | (2) | (8) | 2 |
| Other income | 142 | 146 | 132 |
|  | 21,407 | 20,684 | 20,250 |
| Funds Management, Investment Contract and Insurance Contract Revenue |  |  |  |
| Funds management and investment contract income including premiums | 981 | 1,030 | 966 |
| Insurance contract premiums and related income | 1,006 | 942 | 942 |
| Funds management claims and policyholder liability revenue | 111 | - | - |
| Investment income | 218 | 464 | 937 |
|  | 2,316 | 2,436 | 2,845 |
| Total income | 23,723 | 23,120 | 23,095 |

(1) Relates to certain economic hedges which do not qualify for IFRS hedge accounting.

## Note 3 Operating Expenses ${ }^{(1)}$

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Staff Expenses |  |  |  |
| Salaries and wages | 2,079 | 1,991 | 2,024 |
| Share-based compensation | 90 | 75 | 81 |
| Superannuation - defined contribution plans | 16 | 30 | 18 |
| Superannuation - defined benefit plan | 80 | 53 | 84 |
| Provisions for employee entitlements | 56 | 63 | 57 |
| Payroll tax | 109 | 105 | 108 |
| Fringe benefits tax | 18 | 19 | 19 |
| Other staff expenses | 30 | 34 | 26 |
| Total staff expenses | 2,478 | 2,370 | 2,417 |
| Occupancy and Equipment Expenses |  |  |  |
| Operating lease rentals | 289 | 273 | 259 |
| Depreciation: |  |  |  |
| Buildings | 17 | 17 | 18 |
| Leasehold improvements | 56 | 53 | 50 |
| Equipment | 36 | 40 | 42 |
| Operating lease assets | 23 | 22 | 20 |
| Repairs and maintenance | 45 | 45 | 42 |
| Other | 55 | 61 | 51 |
| Total occupancy and equipment expenses | 521 | 511 | 482 |
| Information Technology Services |  |  |  |
| Application maintenance and development | 150 | 172 | 152 |
| Data processing | 119 | 138 | 129 |
| Desktop | 64 | 55 | 65 |
| Communications | 117 | 124 | 97 |
| Amortisation of software assets | 93 | 102 | 81 |
| IT equipment depreciation | 38 | 39 | 39 |
| Total information technology services | 581 | 630 | 563 |
| Other Expenses |  |  |  |
| Postage | 57 | 55 | 57 |
| Stationery | 41 | 45 | 39 |
| Fees and commissions: |  |  |  |
| Fees payable on trust and other fiduciary activities | 273 | 277 | 260 |
| Other | 188 | 170 | 148 |
| Advertising, marketing and loyalty | 230 | 275 | 182 |
| Amortisation of intangible assets (excluding software and merger related amortisation) | 8 | 8 | 8 |
| Non-lending losses | 38 | 51 | 32 |
| Other | 187 | 91 | 220 |
| Total other expenses | 1,022 | 972 | 946 |
| Investment and Restructuring |  |  |  |
| Integration expenses ${ }^{(2)}$ | 43 | 76 | 18 |
| Merger related amortisation ${ }^{(3)}$ | 37 | 39 | 36 |
| Total investment and restructuring | 80 | 115 | 54 |
| Total operating expenses | 4,682 | 4,598 | 4,462 |

(1) Certain comparative information has been restated to conform to presentation in the current period.
(2) The current half comprises expenses related to the Count Financial Limited acquisition. The prior periods comprise expenses related to the Bankwest Integration. (3) Merger related amortisation relates to Bankwest core deposits and customer lists.

## Notes to the Financial Statements continued

## Note 4 Income Tax Expense

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Profit before Income Tax | 5,061 | 4,735 | 4,322 |
| Prima facie income tax at $30 \%$ | 1,518 | 1,420 | 1,297 |
| Effect of amounts which are non deductible/(assessable) in calculating taxable income: |  |  |  |
| Taxation offsets and other dividend adjustments | (3) | (5) | (2) |
| Tax adjustment referable to policyholder income | 28 | 46 | 70 |
| Tax losses not previously brought to account | (14) | (1) | (5) |
| Offshore tax rate differential | (32) | (27) | (28) |
| Offshore banking unit | (17) | (3) | (14) |
| Investment allowance | - |  | (2) |
| Effect of changes in tax rates | - | 3 | - |
| Income tax under/(over) provided in prior year | (15) | (1) | (70) |
| Other | (37) | (46) | 15 |
| Total income tax expense | 1,428 | 1,386 | 1,261 |
| Corporate tax expense | 1,388 | 1,320 | 1,161 |
| Policyholder tax expense/(benefit) | 40 | 66 | 100 |
| Total income tax expense | 1,428 | 1,386 | 1,261 |
| Effective Tax Rate | \% | \% | \% |
| Total - corporate | 27.6 | 28.3 | 27.5 |
| Retail Banking Services - corporate | 29.4 | 29. 5 | 29. 9 |
| Business and Private Banking - corporate ${ }^{(3)}$ | 30.0 | 27.2 | 30.1 |
| Institutional Banking and Markets - corporate ${ }^{(3)}$ | 22.5 | 23.7 | 23. 6 |
| Wealth Management - corporate | 27.7 | 29. 6 | 26. 9 |
| New Zealand - corporate ${ }^{(1)}$ | 23.9 | 24.0 | 23.9 |
| Bankwest - corporate ${ }^{(2)}$ | 29.9 | 34.8 | 34.5 |

[^5]
## Note 5 Loans, Bills Discounted and Other Receivables

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Overdrafts | 21,671 | 21,930 | 17,725 |
| Home loans (including securitisation) | 313,940 | 306,250 | 298,513 |
| Credit card outstandings | 11,088 | 10,798 | 10,624 |
| Lease financing | 4,428 | 4,404 | 4,674 |
| Bills discounted | 15,322 | 14,820 | 15,297 |
| Term loans | 100,315 | 96,097 | 99,066 |
| Other lending | 1,004 | 1,310 | 1,627 |
| Other securities | 5 | 4 | 558 |
| Total Australia | 467,773 | 455,613 | 448,084 |
| New Zealand |  |  |  |
| Overdrafts | 448 | 502 | 544 |
| Home loans | 28,434 | 28,927 | 28,491 |
| Credit card outstandings | 590 | 572 | 582 |
| Lease financing | 378 | 388 | 416 |
| Term loans | 13,493 | 13,460 | 13,955 |
| Total New Zealand | 43,343 | 43,849 | 43,988 |
| Other Overseas |  |  |  |
| Overdrafts | 159 | 127 | 103 |
| Home loans | 726 | 664 | 700 |
| Lease financing | 103 | 80 | 75 |
| Term loans | 8,058 | 7,008 | 6,663 |
| Other lending | 5 | - | 20 |
| Total Other Overseas | 9,051 | 7,879 | 7,561 |
| Gross loans, bills discounted and other receivables | 520,167 | 507,341 | 499,633 |
| Less: |  |  |  |
| Provisions for Loan Impairment: |  |  |  |
| Collective provision | $(2,963)$ | $(3,022)$ | $(3,302)$ |
| Individually assessed provisions | $(2,097)$ | $(2,125)$ | $(2,169)$ |
| Unearned income: |  |  |  |
| Term loans | $(1,136)$ | $(1,153)$ | $(1,183)$ |
| Lease financing | (863) | (984) | $(1,097)$ |
|  | $(7,059)$ | $(7,284)$ | $(7,751)$ |
| Net loans, bills discounted and other receivables | 513,108 | 500,057 | 491,882 |

## Notes to the Financial Statements continued

## Note 6 Provisions for Impairment and Asset Quality

|  | As at 31 December 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans <br> \$M | Other <br> Personal \$M | Asset <br> Financing <br> \$M | Other <br> Commercial <br> Industrial \$M | Total \$M |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 211,162 | 3,926 | 582 | 86,971 | 302,641 |
| Pass Grade | 107,962 | 13,018 | 7,873 | 51,040 | 179,893 |
| Weak | 13,133 | 2,560 | 126 | 4,184 | 20,003 |
| Total loans which were neither past due nor impaired | 332,257 | 19,504 | 8,581 | 142,195 | 502,537 |
| Loans which were past due but not impaired ${ }^{(1)}$ |  |  |  |  |  |
| Past due 1-29 days | 4,403 | 731 | 132 | 1,062 | 6,328 |
| Past due 30-59 days | 1,961 | 185 | 46 | 208 | 2,400 |
| Past due 60-89 days | 992 | 109 | 25 | 130 | 1,256 |
| Past due 90-179 days | 1,197 | 192 | 4 | 122 | 1,515 |
| Past due 180 days or more | 1,328 | 47 | 4 | 243 | 1,622 |
| Total loans past due but not impaired | 9,881 | 1,264 | 211 | 1,765 | 13,121 |


|  | As at 30 June 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans \$M | Other Personal \$M | Asset <br> Financing <br> \$M | OtherCommercialIndustrial$\mathbf{\$ M}$ | Total \$M |
|  |  |  |  |  |  |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 197,257 | 3,054 | 781 | 83,558 | 284,650 |
| Pass Grade | 114,903 | 11,807 | 8,373 | 48,554 | 183,637 |
| Weak | 12,158 | 1,809 | 170 | 5,440 | 19,577 |
| Total loans which were neither past due nor impaired | 324,318 | 16,670 | 9,324 | 137,552 | 487,864 |
| Loans which were past due but not impaired ${ }^{(1)}$ |  |  |  |  |  |
| Past due 1-29 days | 4,575 | 749 | 87 | 1,419 | 6,830 |
| Past due 30-59 days | 1,952 | 193 | 29 | 226 | 2,400 |
| Past due 60-89 days | 1,045 | 121 | 18 | 155 | 1,339 |
| Past due 90-179 days | 1,494 | 204 | 25 | 193 | 1,916 |
| Past due 180 days or more | 1,553 | 28 | 17 | 244 | 1,842 |
| Total loans past due but not impaired | 10,619 | 1,295 | 176 | 2,237 | 14,327 |


|  | As at 31 December 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home Loans \$M | Other Personal \$M | Asset <br> Financing <br> \$M | Other <br> Commercial Industrial \$M | Total \$M |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 193,996 | 3,236 | 567 | 75,291 | 273,090 |
| Pass Grade | 115,708 | 13,153 | 7,528 | 53,463 | 189,852 |
| Weak | 7,560 | 3,054 | 115 | 7,534 | 18,263 |
| Total loans which were neither past due nor impaired | 317,264 | 19,443 | 8,210 | 136,288 | 481,205 |
| Loans which were past due but not impaired ${ }^{(1)}$ |  |  |  |  |  |
| Past due 1-29 days | 4,329 | 774 | 107 | 1,378 | 6,588 |
| Past due 30-59 days | 1,865 | 194 | 44 | 246 | 2,349 |
| Past due 60-89 days | 892 | 110 | 13 | 168 | 1,183 |
| Past due 90-179 days | 1,219 | 168 | 9 | 271 | 1,667 |
| Past due 180 days or more | 1,343 | 23 | 12 | 179 | 1,557 |
| Total loans past due but not impaired | 9,648 | 1,269 | 185 | 2,242 | 13,344 |

(1) Included in these balances are credit card facilities and other unsecured portfolio managed facilities up to 180 days past due. If they are not written off at this time they are classified as impaired.

Note 6 Provisions for Impairment and Asset Quality (continued)

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Movement in Impaired Asset Balances | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Gross impaired assets - opening balance | $\mathbf{5 , 2 9 7}$ | 5,184 | 5,216 |
| New and increased | $\mathbf{1 , 8 0 1}$ | 2,500 | 2,119 |
| Balances written off | $\mathbf{( 9 2 9 )}$ | $(1,048)$ | $(750)$ |
| Returned to performing or repaid | $\mathbf{( 1 , 4 7 7 )}$ | $(1,339)$ | $(1,401)$ |
| Gross impaired assets - closing balance ${ }^{(1)}$ | $\mathbf{4 , 6 9 2}$ | 5,297 | 5,184 |

(1) Includes $\$ 4,509$ million of loans and advances and $\$ 183$ million of other financial assets (30 June 2011: $\$ 5,150$ million of loans and advances and $\$ 147$ million of other financial assets; 31 December 2010: \$5,084 million of loans and advances and $\$ 100$ million of other financial assets).

|  |  | As at |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Impaired Assets by Size of Asset | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Less than $\$ 1$ million | $\mathbf{8 4 7}$ |  |  |
| \$1 million to $\$ 10$ million | $\mathbf{1 , 5 8 9}$ | 1,544 | 1,577 |
| Greater than $\$ 10$ million | $\mathbf{2 , 2 5 6}$ | $\mathbf{2 , 9 6 5}$ | 2,872 |
| Gross impaired assets | $\mathbf{4 , 6 9 2}$ | 5,297 | 5,184 |
| Less individually assessed provisions for impairment | $\mathbf{( 2 , 0 9 7 )}$ | $(2,125)$ | $(2,169)$ |
| Net impaired assets | $\mathbf{2 , 5 9 5}$ | 3,172 | 3,015 |


|  | As at |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |  |
| Asset Quality Ratios |  |  | $\%$ |  |
| Gross impaired assets as a percentage of gross loans and acceptances | $\mathbf{0 . 8 8}$ | 1.02 | 1.02 |  |
| Loans 90 or more days past due but not impaired as a percentage of gross loans and acceptances | $\mathbf{0 . 5 9}$ | 0.73 | 0.63 |  |

## Notes to the Financial Statements continued

Note 6 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 receivables the Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and then individually or collectively for financial assets that are not individually significant. If there is objective evidence of impairment, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the expected future cash flows discounted at the financial asset's original effective interest rate. Short term balances are not discounted.

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Provision for impairment losses |  |  |  |
| Collective provision |  |  |  |
| Opening balance | 3,043 | 3,327 | 3,461 |
| Net collective provision funding | 201 | (102) | 147 |
| Impairment losses written off | (356) | (320) | (326) |
| Impairment losses recovered | 101 | 152 | 54 |
| Other | (5) | (14) | (9) |
| Closing balance | 2,984 | 3,043 | 3,327 |
| Individually assessed provisions |  |  |  |
| Opening balance | 2,125 | 2,169 | 1,992 |
| Net new and increased individual provisioning | 540 | 889 | 713 |
| Net write-back of provisions no longer required | (196) | (229) | (138) |
| Discount unwind to interest income | (63) | (68) | (79) |
| Other | 178 | 191 | 183 |
| Impairment losses written off | (487) | (827) | (502) |
| Closing balance | 2,097 | 2,125 | 2,169 |
| Total provisions for impairment losses | 5,081 | 5,168 | 5,496 |
| Less: Off balance sheet provisions | (21) | (21) | (25) |
| Total provisions for loan impairment | 5,060 | 5,147 | 5,471 |


|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Provision Ratios | $\%$ |  |  |
| Collective provision as a \% of credit risk weighted assets | $\mathbf{1 . 1 5}$ | 1.23 | 1.36 |
| Total provision as a \% of credit risk weighted assets | $\mathbf{1 . 9 7}$ | 2.09 | 2.25 |
| Individually assessed provisions for impairment as a \% of gross impaired assets | $\mathbf{4 4 . 6 9}$ | 40.12 | 41.84 |
| Total provisions for impairment losses as a \% of gross loans and acceptances | $\mathbf{0 . 9 6}$ | 1.00 | 1.08 |


|  |  | Half Year Ended |  |
| :--- | :--- | :---: | :---: |
|  |  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ |

## Note 7 Deposits and Other Public Borrowings

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Australia |  |  |  |
| Certificates of deposit | 50,093 | 45,544 | 48,296 |
| Term deposits | 148,135 | 137,192 | 133,546 |
| On demand and short term deposits | 175,519 | 169,190 | 158,925 |
| Deposits not bearing interest | 7,757 | 7,630 | 7,707 |
| Securities sold under agreements to repurchase | 3,600 | 3,696 | 4,485 |
| Total Australia | 385,104 | 363,252 | 352,959 |
| New Zealand |  |  |  |
| Certificates of deposit | 255 | 355 | 421 |
| Term deposits | 16,531 | 15,940 | 15,058 |
| On demand and short term deposits | 10,735 | 8,083 | 7,923 |
| Deposits not bearing interest | 1,648 | 1,565 | 1,555 |
| Securities sold under agreements to repurchase | 80 | 262 | - |
| Total New Zealand | 29,249 | 26,205 | 24,957 |
| Other Overseas |  |  |  |
| Certificates of deposit | 7,419 | 4,345 | 9,109 |
| Term deposits | 9,027 | 6,364 | 7,490 |
| On demand and short term deposits | 938 | 783 | 826 |
| Deposits not bearing interest | 74 | 93 | 4 |
| Securities sold under agreements to repurchase | 16 | 105 | - |
| Total Other Overseas | 17,474 | 11,690 | 17,429 |
| Total deposits and other public borrowings | 431,827 | 401,147 | 395,345 |


Note 8 Financial Reporting by Segments (continued)


## Note 8 Financial Reporting by Segments (continued)

| Geographical Information | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 31/12/11 | 31/12/10 | 31/12/10 |
| Financial Performance \& Position | \$M | \% | \$M | \% |
| Revenue |  |  |  |  |
| Australia | 20,963 | 88.3 | 20,193 | 87.4 |
| New Zealand | 1,913 | 8. 1 | 2,003 | 8.7 |
| Other locations ${ }^{(1)}$ | 847 | 3.6 | 899 | 3.9 |
| Total Revenue | 23,723 | 100.0 | 23,095 | 100.0 |
| Non-Current Assets |  |  |  |  |
| Australia | 13,311 | 92.9 | 12,485 | 92.9 |
| New Zealand | 853 | 5.9 | 823 | 6. 1 |
| Other locations ${ }^{(1)}$ | 173 | 1.2 | 125 | 1.0 |
| Total non-current assets | 14,337 | 100.0 | 13,433 | 100.0 |

(1) Other locations include: United Kingdom, United States, Japan, Singapore, Malta, Hong Kong, Indonesia, China, Vietnam and India.

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

## Note 9 Shareholders' Equity

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Ordinary Share Capital |  |  |  |
| Opening balance | 23,602 | 23,083 | 23,081 |
| Issue of shares | 237 | - | - |
| Dividend reinvestment plan (net of issue costs) ${ }^{(4)}$ | 832 | 511 |  |
| Exercise of executive options under employee share ownership schemes | 2 | 1 | 5 |
| Sale/(purchase) and vesting of treasury shares ${ }^{(1)}$ | (22) | 7 | (3) |
| Closing balance | 24,651 | 23,602 | 23,083 |
| Other Equity Instruments |  |  |  |
| Opening balance | 939 | 939 | 939 |
| Closing balance | 939 | 939 | 939 |
| Retained Profits |  |  |  |
| Opening balance | 11,826 | 10,534 | 9,938 |
| Actuarial (losses)/gains from defined benefit superannuation plans | (420) | (181) | 92 |
| Realised gains and dividend income on treasury shares | 6 | 11 | 9 |
| Operating profit attributable to Equity holders of the Bank | 3,624 | 3,342 | 3,052 |
| Total available for appropriation | 15,036 | 13,706 | 13,091 |
| Transfers from/(to) general reserve | (162) | 177 | 93 |
| Transfers from employee compensation reserve | (1) | - | - |
| Interim dividend - cash component | - | $(1,532)$ | - |
| $\square$ Interim dividend - dividend reinvestment plan ${ }^{(4)}$ | - | (513) | - |
| Final dividend - cash component | $(2,098)$ | - | $(2,633)$ |
| Final dividend - dividend reinvestment plan ${ }^{(2)}$ | (832) | - | - |
| Other dividends ${ }^{(3)}$ | (15) | (12) | (17) |
| Closing balance | 11,928 | 11,826 | 10,534 |

(1) Relates to movements in treasury shares held within life insurance statutory funds and the employee share scheme trust.
(2) The DRP in respect of the 2010 final dividend was satisfied in full by an on market purchase and transfer of shares to participating shareholders.
(3) Dividends relating to equity instruments on issue other than ordinary shares.
(4) The 2010/2011 interim dividend includes an amount attributable to the DRP of $\$ 513$ million, with $\$ 511$ million issued in ordinary shares due to rounding under the plan rules.

Note 9 Shareholders' Equity (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Reserves |  |  |  |
| General Reserve |  |  |  |
| Opening balance | 978 | 1,155 | 1,248 |
| Appropriation (to)/from retained profits | 162 | (177) | (93) |
| Closing balance | 1,140 | 978 | 1,155 |
| Capital Reserve |  |  |  |
| Opening balance | 328 | 323 | 319 |
| Revaluation surplus on sale of property | 4 | 5 | 4 |
| Closing balance | 332 | 328 | 323 |
| Asset Revaluation Reserve |  |  |  |
| Opening balance | 191 | 189 | 194 |
| Revaluation of properties | 4 | 9 | (3) |
| Transfers on sale of properties | (4) | (5) | (4) |
| Tax on revaluation of properties | - | (2) | 2 |
| Closing balance | 191 | 191 | 189 |
| Foreign Currency Translation Reserve |  |  |  |
| Opening balance | $(1,083)$ | $(1,030)$ | (553) |
| Currency translation adjustments of foreign operations | 7 | (65) | (494) |
| Currency translation on net investment hedge | 4 | 5 | 8 |
| Tax on translation adjustments | (8) | 7 | 9 |
| Closing balance | $(1,080)$ | $(1,083)$ | $(1,030)$ |
| Cash Flow Hedge Reserve |  |  |  |
| Opening balance | (402) | (490) | (417) |
| Gains and losses on cash flow hedging instruments: |  |  |  |
| Recognised in equity | 710 | (391) | (363) |
| Transferred to Income Statement: |  |  |  |
| Interest income | (24) | (84) | 43 |
| Interest expense | 217 | 600 | 210 |
| Tax on cash flow hedging instruments | (267) | (37) | 37 |
| Closing balance | 234 | (402) | (490) |
| Employee Compensation Reserve |  |  |  |
| Opening balance | 135 | 100 | 125 |
| Current period movement | (40) | 35 | (25) |
| Closing balance | 95 | 135 | 100 |
| Available-for-Sale Investments Reserve |  |  |  |
| Opening balance | 245 | 22 | 173 |
| Net gains and losses on revaluation of available-for-sale investments | (410) | 320 | (196) |
| Net gains and losses on available-for-sale investments transferred to |  |  |  |
| Income Statement on disposal | (53) | (3) | (21) |
| Tax on available-for-sale investments | 135 | (94) | 66 |
| Closing balance | (83) | 245 | 22 |
| Total reserves | 829 | 392 | 269 |
| Shareholders' equity attributable to Equity holders of the Bank | 38,347 | 36,759 | 34,825 |
| Shareholders' equity attributable to non-controlling interests | 528 | 528 | 524 |
| Total Shareholders' equity | 38,875 | 37,287 | 35,349 |

## Notes to the Financial Statements continued

## Note 10 Notes to the Statements of Cash Flows

(a) Reconciliation of Net Profit after Income Tax to Net Cash provided by/(used in) Operating Activities ${ }^{(1)}$

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Net profit after income tax | 3,633 | 3,349 | 3,061 |
| Increase in interest receivable | (116) | (62) | (162) |
| (Decrease)/increase in interest payable | (79) | 339 | 137 |
| Net decrease in assets at fair value through Income Statement (excluding life insurance) | 3,067 | 287 | 2,410 |
| Net (gain)/loss on sale of controlled entities and associates | (12) | (14) | 7 |
| Net loss/(gain) on sale of investments | - | 1 | (2) |
| Net (increase)/decrease in derivative assets | $(5,075)$ | $(5,925)$ | 1,701 |
| Net loss/(gain) on sale of property, plant and equipment | 2 | 8 | (2) |
| Equity accounting profit | (61) | (73) | (68) |
| Loan impairment expense | 642 | 558 | 722 |
| Depreciation and amortisation (including asset write downs) | 308 | 320 | 294 |
| Decrease in liabilities at fair value through Income Statement (excluding life insurance) | (572) | $(2,087)$ | $(2,764)$ |
| Increase/(decrease) in derivative liabilities | 4,853 | 6,087 | $(1,444)$ |
| (Decrease)/increase in other provisions | (27) | 64 | 16 |
| Increase in income taxes payable | 130 | 70 | 35 |
| Increase in deferred tax liabilities | 208 | 52 | 28 |
| (Increase)/decrease in deferred tax assets | (85) | 33 | (63) |
| (Increase)/decrease in accrued fees/reimbursements receivable | (4) | 38 | (39) |
| (Decrease)/increase in accrued fees and other items payable | (315) | 469 | (568) |
| Net (decrease)/increase in life insurance contract policy liabilities | (684) | 288 | 547 |
| (Decrease)/increase in cash flow hedge reserve | (38) | 88 | (73) |
| Decrease in fair value hedged items | (209) | (11) | (416) |
| Changes in operating assets and liabilities arising from cash flow movements | 3,127 | $(4,761)$ | 15,351 |
| Other | (175) | 84 | (243) |
| Net cash provided by/(used in) operating activities | 8,518 | (798) | 18,465 |

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

## (b) Reconciliation of Cash

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

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Notes, coins and cash at banks | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Other short term liquid assets | $\mathbf{1 0 , 9 8 5}$ | 5,424 | 6,361 |
| Receivables due from other financial institutions - at call $^{(1)}$ | $\mathbf{1 , 0 5 2}$ | 1,301 | 547 |
| ${\text { Payables due to other financial institutions }- \text { at call }^{(1)}}^{\text {( }}$ ( | $\mathbf{5 , 8 4 1}$ | 7,261 | 8,950 |
| Cash and cash equivalents at end of period | $\mathbf{( 8 , 1 1 3 )}$ | $(6,058)$ | $(4,815)$ |

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

(c) Disposal of Controlled Entities - Fair value of asset disposal

The Group disposed of certain St Andrew's operations effective 1 July 2010.

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Net assets | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| (Loss)/gain on sale (excluding realised foreign exchange losses and other related costs) | - | - | 60 |
| Cash consideration received | - | - | $(10)$ |
| Less cash and cash equivalents disposed | - | 50 |  |
| Net cash inflow/(outflow) on disposal | - | - | $(31)$ |

## Notes to the Financial Statements continued

## Note 10 Notes to the Statements of Cash Flows (continued)

(d) Non-Cash Financing and Investing Activities

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| SM | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |
| Shares issued under the Dividend Reinvestment Plan ${ }^{(1)}$ | $\mathbf{8 3 2}$ | 511 | - |

(1) The dividend reinvestment plan in respect of the final dividend for 2010 was satisfied in full by an on market purchase and transfer of $\$ 679$ million of shares to participating shareholders.

## (e) Acquisition of controlled entities

The Group gained control of Count Financial Limited (Count) on 29 November 2011. The Group subsequently acquired $100 \%$ of the issued share capital on 9 December 2011. Count is an independent, accountant-based financial advice business. This acquisition will support the Group in growing its distribution capabilities through the expansion of its adviser network.

The provisional fair value of the identifiable assets acquired and liabilities assumed at the acquisition date are as follows:

|  | Fair Value at acquisition \$M |
| :---: | :---: |
| Cash and cash equivalents | 10 |
| Trade receivables | 7 |
| Investments in associates | 55 |
| Available-for-sale investments | 36 |
| Identifiable intangible assets | 55 |
| Other assets | 10 |
| Payables | (5) |
| Borrowings | (12) |
| Current tax liabilities | (2) |
| Deferred tax liabilities | (11) |
| Net identifiable assets at fair value | 143 |
| Add: Goodwill | 229 |
| Purchase consideration transferred | 372 |
| Less: Cash and cash equivalents acquired | (10) |
|  | 362 |
| Less: Non-cash consideration | (237) |
| Net cash outflow on acquisition | 125 |

Details of equity instruments issued as part of business combinations
Number of equity instruments issued
Fair value of equity issued (\$m)
Count contributed revenues of $\$ 12$ million and a loss of $\$ 3$ million to the Group for the period from 29 November 2011 to 31 December 2011. If the acquisition had occurred on 1 July 2011, the revenue for the half year ended 31 December 2011 would have been $\$ 63$ million and the profit would have been $\$ 2$ million (31 December 2010: $\$ 47$ million profit, includes a one-off gain from the partial sale of Countplus Limited).

The goodwill recognised above is attributable to the expected synergies and other benefits arising from integrating the assets and activities of Count with the Group. None of the goodwill is expected to be deductible for income tax purposes.

The fair value and gross contractual amount of trade receivables is $\$ 7$ million. At acquisition date, all trade receivables were expected to be collected in full.

Advisory related acquisition costs of $\$ 8$ million are included as other expenses in the income statement and are part of operating cash flows in the statement of cash flows.

## Notes to the Financial Statements continued

## Note 11 Events Subsequent to Balance Date

The Group is not aware of any further matters or circumstances that have occurred since the end of the period that have significantly affected or will significantly affect the operations of the Group, the results of those operations or the state of affairs of the Group in subsequent financial years.

## Note 12 Contingent Liabilities

## Contingent Liabilities

Other than as outlined below, there has been no material change in contingent liabilities since those disclosed in the Financial Statements for the year ended 30 June 2011. Refer to Note 36 of the 2011 Annual Report.

## Storm Financial

The Australian Securities and Investments Commission (ASIC) has commenced legal proceedings against the Bank in relation to Storm Financial, a Queensland-based financial planning firm that collapsed and went into receivership in March 2009. However no damages have been claimed at this stage and no estimate can be made. In addition, class action proceedings have been commenced against the Group in relation to Storm Financial. At this stage the damages sought on behalf of class members have not been quantified.
The Group has established a resolution scheme for clients of Storm Financial who borrowed money from the Group. The resolution scheme is in the process of finalising individual claims on a case by case basis. The Group believes that appropriate provisions are held to cover the outcomes and costs of the scheme and any exposures arising from the class action referred to above.

## Exception Fee Class Action

In May 2011, Maurice Blackburn announced that it intended to sue 12 Australian banks, including the Commonwealth Bank of Australia and Bankwest, with respect to exception fees. On 16 December 2011 proceedings were issued against the Commonwealth Bank of Australia; to date no proceedings have been issued against Bankwest. The financial impact cannot be reliably measured at this stage, however it is not anticipated to have a material impact on the Group.

In accordance with a resolution of the Directors of the Commonwealth Bank of Australia we declare that in the opinion of the Directors:
(a) The half year consolidated financial statements and notes as set out on pages 34 to 56 are in accordance with the Corporations Act 2001 and:
(i) give a true and fair view of the financial position of the consolidated entity as at 31 December 2011 and of its performance for the half year ended on that date; and
(ii) comply with the Accounting Standards and any further requirements in the Corporations Regulations 2001; and
(b) There are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Directors.


D J Turner
Chairman


I Narev
Managing Director and Chief Executive Officer

Dated: 15 February 2012

## Independent auditor's review report to the members of Commonwealth Bank of Australia

## Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of the Commonwealth Bank of Australia, which comprises the consolidated balance sheet as at 31 December 2011, the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the half-year ended on that date, selected explanatory notes and the directors' declaration for the Group (the consolidated entity). The consolidated entity comprises both the Commonwealth Bank of Australia and the entities it controlled during that halfyear.

## Directors' responsibility for the half-year financial report

The directors of the Commonwealth Bank of Australia are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Act 2001 and for such control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of an Interim Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the consolidated entity's financial position as at 31 December 2011 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of the Commonwealth Bank of Australia, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

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

## Independence

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

## Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of the Commonwealth Bank of Australia is not in accordance with the Corporations Act 2001 including:
(a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2011 and of its performance for the half-year ended on that date; and
(b) complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

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## Appendices

## 1. Net Interest Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 31/12/11 } \\ \text { \$M } \end{gathered}$ | $\begin{gathered} 30 / 06 / 11 \\ \text { \$M } \end{gathered}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { \$M } \end{array}$ | $\begin{gathered} \hline \text { Dec } 11 \text { vs } \\ \text { Jun } 11 \text { \% } \end{gathered}$ | Dec 11 vs Dec 10 \% |
| Interest Income |  |  |  |  |  |
| Loans and bills discounted | 17,382 | 17,212 | 16,980 | 1 | 2 |
| Other financial institutions | 54 | 33 | 59 | 64 | (8) |
| Cash and liquid assets | 172 | 157 | 134 | 10 | 28 |
| Assets at fair value through Income Statement | 409 | 415 | 462 | (1) | (11) |
| Available-for-sale investments | 1,218 | 1,017 | 835 | 20 | 46 |
| Total interest income ("statutory basis") | 19,235 | 18,834 | 18,470 | 2 | 4 |
| Interest Expense |  |  |  |  |  |
| Deposits | 9,048 | 8,918 | 8,429 | 1 | 7 |
| Other financial institutions | 99 | 104 | 118 | (5) | (16) |
| Liabilities at fair value through Income Statement | 249 | 245 | 345 | 2 | (28) |
| Debt issues | 3,000 | 2,765 | 3,126 | 8 | (4) |
| Loan capital | 302 | 324 | 323 | (7) | (7) |
| Total interest expense ("statutory basis") | 12,698 | 12,356 | 12,341 | 3 | 3 |
| Net interest income ("statutory basis") | 6,537 | 6,478 | 6,129 | 1 | 7 |

## Net Interest Income - reconciliation of cash to statutory basis

The table below sets out the 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.

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 31/12/11 } \\ \text { \$M } \end{gathered}$ | $\begin{array}{r} 30 / 06 / 11 \\ \$ M \end{array}$ | $\begin{gathered} 31 / 12 / 10 \\ \text { \$M } \end{gathered}$ | $\begin{aligned} & \text { Dec } 11 \text { vs } \\ & \text { Jun } 11 \text { \% } \end{aligned}$ | Dec 11 vs Dec 10 \% |
| Total interest income ("cash basis") | 19,253 | 18,847 | 18,483 | 2 | 4 |
| Fair value adjustment interest income | (13) | (13) | (13) | - | - |
| Hedging and IFRS volatility | (5) | - | - | large | large |
| Total interest income ("statutory basis") | 19,235 | 18,834 | 18,470 | 2 | 4 |
| Total interest expense ("cash basis") | 12,702 | 12,359 | 12,313 | 3 | 3 |
| Hedging and IFRS volatility | (4) | (3) | 28 | 33 | large |
| Total interest expense ("statutory basis") | 12,698 | 12,356 | 12,341 | 3 | 3 |

## 2. Net Interest Margin

|  | Half Year Ended |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ |
| $\mathbf{\%}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |  |
| $\%$ |  |  |

(1) Difference between the average interest rate earned and the average interest rate paid on funds.
(2) A portion of the Group's interest earning assets are funded by 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.
(3) Net interest income divided by average interest earning assets for the half year annualised.

## 3. Average Balances and Related Interest

The following table lists the major categories of interest earning assets and interest bearing liabilities of the Group together with the respective interest earned or paid and the average interest rate for each of the half years ending 31 December 2011, 30 June 2011 and 31 December 2010. Averages used were predominantly daily averages. Interest is accounted for based on product yield, while all trading gains and losses are disclosed as trading income within Other banking income.

Where assets or liabilities are hedged, the interest amounts are shown net of the hedge, however individual items not separately hedged may be affected by movements in exchange rates.

The New Zealand and Other Overseas components comprises 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 by 50 basis points during the half year, while rates in New Zealand were unchanged.

## Average Balances

|  | Half Year Ended 31/12/11 |  |  | Half Year Ended 30/06/11 |  |  | Half Year Ended 31/12/10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Earning Assets | Avg Bal \$M | Interest \$M | Yield \% | Avg Bal \$M | Interest \$M | Yield \% | Avg Bal \$M | Interest \$M | Yield \% |
| Home loans excluding securitisation | 328,475 | 11,194 | 6. 78 | 320,505 | 10,959 | 6. 90 | 316,002 | 10,695 | 6. 71 |
| Personal ${ }^{(1)}$ | 20,709 | 1,348 | 12. 95 | 21,009 | 1,348 | 12. 94 | 20,342 | 1,279 | 12. 47 |
| Business and corporate ${ }^{(2)}$ | 152,606 | 4,521 | 5. 89 | 148,925 | 4,618 | 6. 25 | 151,654 | 4,745 | 6. 21 |
| Loans, bills discounted and other receivables | 501,790 | 17,063 | 6. 76 | 490,439 | 16,925 | 6. 96 | 487,998 | 16,719 | 6. 80 |
| Cash and liquid assets | 27,437 | 226 | 1. 64 | 25,832 | 190 | 1. 48 | 27,240 | 193 | 1. 41 |
| Assets at fair value through Income Statement (excluding life insurance) | 20,864 | 409 | 3. 90 | 20,475 | 415 | 4. 09 | 22,819 | 462 | 4. 02 |
| Available-for-sale investments | 51,153 | 1,218 | 4. 74 | 42,236 | 1,017 | 4. 86 | 35,743 | 835 | 4. 63 |
| Non-lending interest earning assets | 99,454 | 1,853 | 3. 71 | 88,543 | 1,622 | 3. 69 | 85,802 | 1,490 | 3. 44 |
| Total interest earning assets (excluding securitisation) ${ }^{(3)}$ | 601,244 | 18,916 | 6. 26 | 578,982 | 18,547 | 6. 46 | 573,800 | 18,209 | 6. 30 |
| Securitisation home loan assets | 10,770 | 337 | 6. 22 | 10,087 | 300 | 6. 00 | 9,330 | 274 | 5. 83 |
| Non-interest earning assets | 87,496 |  |  | 79,853 |  |  | 68,303 |  |  |
| Total average assets | 699,510 |  |  | 668,922 |  |  | 651,433 |  |  |


| Interest Bearing | Half Year Ended 31/12/11 |  |  | Half Year Ended 30/06/11 |  |  | Half Year Ended 31/12/10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
| Liabilities | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Transaction deposits | 79,937 | 860 | 2. 14 | 75,047 | 841 | 2. 26 | 72,461 | 792 | 2. 17 |
| Saving deposits | 86,308 | 1,696 | 3.91 | 81,670 | 1,607 | 3. 97 | 79,591 | 1,551 | 3. 87 |
| Investment deposits | 183,909 | 4,850 | 5. 25 | 175,815 | 4,701 | 5. 39 | 166,743 | 4,305 | 5. 12 |
| Certificates of deposit and other ${ }^{(2)}$ | 63,267 | 1,642 | 5. 16 | 60,391 | 1,770 | 5. 91 | 60,138 | 1,781 | 5. 87 |
| Total interest bearing deposits | 413,421 | 9,048 | 4. 35 | 392,923 | 8,919 | 4. 58 | 378,933 | 8,429 | 4. 41 |
| Payables due to other financial institutions | 17,517 | 99 | 1. 12 | 15,124 | 104 | 1.39 | 14,232 | 118 | 1. 64 |
| Liabilities at fair value through Income Statement ${ }^{(2)}$ | 10,562 | 249 | 4. 69 | 11,191 | 245 | 4. 41 | 15,285 | 345 | 4. 48 |
| Debt issues ${ }^{(2)}$ | 111,628 | 2,703 | 4. 82 | 109,735 | 2,491 | 4.58 | 115,558 | 2,850 | 4. 89 |
| Loan capital ${ }^{(2)}$ | 11,615 | 306 | 5. 24 | 11,799 | 327 | 5. 59 | 12,940 | 327 | 5. 01 |
| Total interest bearing liabilities | 564,743 | 12,405 | 4. 37 | 540,772 | 12,086 | 4. 51 | 536,948 | 12,069 | 4. 46 |
| Securitisation debt issues | 9,865 | 297 | 5. 99 | 9,081 | 273 | 6. 06 | 8,761 | 244 | 5. 52 |
| Non-interest bearing liabilities | 88,303 |  |  | 82,401 |  |  | 70,247 |  |  |
| Total average liabilities | 662,911 |  |  | 632,254 |  |  | 615,956 |  |  |

[^6]
## Appendices

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



## Geographical Analysis of Key Categories

|  | Half Year Ended 31/12/11 |  |  | Half Year Ended 30/06/11 |  |  | Half Year Ended 31/12/10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 448,791 | 15,526 | 6. 88 | 439,292 | 15,414 | 7. 08 | 434,721 | 15,079 | 6. 88 |
| New Zealand | 44,156 | 1,367 | 6. 16 | 43,109 | 1,357 | 6. 35 | 45,343 | 1,480 | 6. 47 |
| Other overseas | 8,843 | 170 | 3.82 | 8,038 | 154 | 3. 86 | 7,934 | 160 | 4.00 |
| Total | 501,790 | 17,063 | 6.76 | 490,439 | 16,925 | 6. 96 | 487,998 | 16,719 | 6.80 |

Non-Lending Interest
Earning Assets

| Australia | $\mathbf{6 8 , 7 6 7}$ | $\mathbf{1 , 6 4 8}$ | $\mathbf{4 . 7 7}$ | 60,665 | 1,437 | 4.78 | 57,952 | 1,294 | 4.43 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| New Zealand | $\mathbf{7 , 4 0 3}$ | $\mathbf{1 1 4}$ | $\mathbf{3 . 0 6}$ | 6,699 | 103 | 3.10 | 6,792 | 115 | 3.36 |
| Other overseas | $\mathbf{2 3 , 2 8 4}$ | $\mathbf{9 1}$ | $\mathbf{0 . 7 8}$ | 21,179 | 82 | 0.78 | 21,058 | 81 | 0.76 |
| Total | $\mathbf{9 9 , 4 5 4}$ | $\mathbf{1 , 8 5 3}$ | $\mathbf{3 . 7 1}$ | 88,543 | 1,622 | 3.69 | 85,802 | 1,490 | 3.44 |

Total Interest Bearing

| Deposits |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Australia | $\mathbf{3 6 8 , 5 2 5}$ | $\mathbf{8 , 3 5 9}$ | $\mathbf{4 . 5 1}$ | 351,272 | 8,252 | 4.74 | 336,703 | 7,691 | 4.53 |
| New Zealand | $\mathbf{2 7 , 0 6 6}$ | $\mathbf{5 8 1}$ | $\mathbf{4 . 2 7}$ | 23,758 | 554 | 4.70 | 23,560 | 621 | 5.23 |
| Other overseas | $\mathbf{1 7 , 8 3 0}$ | $\mathbf{1 0 8}$ | $\mathbf{1 . 2 0}$ | 17,893 | 113 | 1.27 | 18,670 | 117 | 1.24 |
| Total | $\mathbf{4 1 3 , 4 2 1}$ | $\mathbf{9 , 0 4 8}$ | $\mathbf{4 . 3 5}$ | 392,923 | 8,919 | 4.58 | 378,933 | 8,429 | 4.41 |

Other Interest Bearing

| Australia | 119,321 | 3,084 | 5. 14 | 117,666 | 2,820 | 4. 83 | 127,658 | 3,229 | 5. 02 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New Zealand | 13,484 | 230 | 3. 39 | 15,987 | 317 | 4. 00 | 16,089 | 350 | 4. 32 |
| Other overseas | 18,517 | 43 | 0.46 | 14,196 | 30 | 0. 43 | 14,268 | 61 | 0. 85 |
| Total | 151,322 | 3,357 | 4.41 | 147,849 | 3,167 | 4.32 | 158,015 | 3,640 | 4.57 |

The New Zealand and Other Overseas components comprises 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. Non-accrual loans were included in interest earning assets under Loans, bills discounted and other receivables.

In calculating net interest margin, assets, liabilities, interest income and interest expense related to securitisation vehicles have been excluded. This has been done to more accurately reflect the Group's underlying net interest margin.

## Appendices

## 4. Interest Rate and Volume Analysis

| Interest Earning Assets | Half Year Ended Dec 11 vs Jun 11 |  |  | Half Year Ended Dec 11 vs Dec 10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Home loans excluding securitisation | 272 | (37) | 235 | 423 | 76 | 499 |
| Personal | (20) | 20 | - | 23 | 46 | 69 |
| Business and corporate | 112 | (209) | (97) | 29 | (253) | (224) |
| Loans, bills discounted and other receivables | 388 | (250) | 138 | 471 | (127) | 344 |
| Cash and liquid assets | 13 | 23 | 36 | 2 | 31 | 33 |
| Assets at fair value through Income Statement (excluding life insurance) | 8 | (14) | (6) | (39) | (14) | (53) |
| Available-for-sale investments | 213 | (12) | 201 | 363 | 20 | 383 |
| Non-lending interest earning assets | 201 | 30 | 231 | 245 | 118 | 363 |
| Total interest earning assets | 706 | (337) | 369 | 867 | (160) | 707 |
| Securitisation home loan assets | 22 | 15 | 37 | 44 | 19 | 63 |


|  | Half Year Ended Dec 11 vs Jun 11 |  | Half | Year Ended Dec 11 vs Dec $\mathbf{1 0}$ |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
| Interest Bearing Liabilities | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Transaction deposits | 53 | $(34)$ | 19 | 81 | $(13)$ | 68 |
| Saving deposits | 91 | $(2)$ | 89 | 131 | 14 | 145 |
| Investment deposits | 215 | $(66)$ | 149 | 448 | 97 | 545 |
| Certificates of deposit and other | 79 | $(207)$ | $(128)$ | 87 | $(226)$ | $(139)$ |
| Total interest bearing deposits | 456 | $(327)$ | 129 | 761 | $(142)$ | 619 |
| Payables due to other financial institutions | 15 | $(20)$ | $(5)$ | 23 | $(42)$ | $(19)$ |
| Liabilities at fair value through Income Statement | $(14)$ | 18 | 4 | $(109)$ | 13 | $(96)$ |
| Debt issues | 44 | 168 | 212 | $(96)$ | $(51)$ | $(147)$ |
| Loan capital | $(5)$ | $(16)$ | $(21)$ | $(34)$ | 13 | $(21)$ |
| Total interest bearing liabilities | 532 | $(213)$ | 319 | 618 | $(282)$ | 336 |
| Securitisation debt issues | 23 | 1 | 24 | 32 | 21 | 53 |

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).

|  | Half Year Ended |  |
| :--- | ---: | ---: |
|  | Dec 11 vs Jun 11 <br> Increase/(Decrease) | Dec 11 vs Dec 10 <br> Increase/(Decrease) |
| Change in Net Interest Income | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |

"Volume" reflects the change in net interest income over the period due to balance growth (assuming rates were held constant), and "Rate" reflects the change due to movements in yield (assuming volumes were held constant). "Variation in time periods" only applies to reporting periods of differing lengths (e.g. between half years).

## Appendices

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

| Geographical analysis of key categories | Half Year Ended Dec 11 vs Jun 11 |  |  | Half Year Ended Dec 11 vs Dec 10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total <br> \$M |
| Loans, Bills Discounted and Other Receivables |  |  |  |  |  |  |
| Australia | 331 | (219) | 112 | 488 | (41) | 447 |
| New Zealand | 32 | (22) | 10 | (38) | (75) | (113) |
| Other overseas | 15 | 1 | 16 | 17 | (7) | 10 |
| Total | 388 | (250) | 138 | 471 | (127) | 344 |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |
| Australia | 192 | 19 | 211 | 249 | 105 | 354 |
| New Zealand | 11 | - | 11 | 10 | (11) | (1) |
| Other overseas | 9 | - | 9 | 9 | 1 | 10 |
| Total | 201 | 30 | 231 | 245 | 118 | 363 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |
| Australia | 397 | (290) | 107 | 724 | (56) | 668 |
| New Zealand | 74 | (47) | 27 | 84 | (124) | (40) |
| Other overseas | - | (5) | (5) | (5) | (4) | (9) |
| Total | 456 | (327) | 129 | 761 | (142) | 619 |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |
| Australia | 42 | 222 | 264 | (213) | 68 | (145) |
| New Zealand | (46) | (41) | (87) | (51) | (69) | (120) |
| Other overseas | 10 | 3 | 13 | 14 | (32) | (18) |
| Total | 76 | 114 | 190 | (151) | (132) | (283) |

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).

## Appendices

## 5. Other Banking Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 / 12 / 11 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 / 06 / 11 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 / 12 / 10 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Dec } 11 \text { vs } \\ & \text { Jun } 11 \text { \% } \end{aligned}$ | Dec 11 vs Dec 10 \% |
| Lending fees | 735 | 760 | 707 | (3) | 4 |
| Commissions | 1,009 | 961 | 985 | 5 | 2 |
| Trading income | 241 | 291 | 426 | (17) | (43) |
| Net gains on disposal of available-for-sale investments | 53 | 3 | 21 | large | large |
| Net gains/(losses) on disposal of other non-fair valued financial instruments | 1 | 10 | (14) | (90) | large |
| Dividends | 2 | 3 | 2 | (33) | - |
| Net gains/(losses) on sale of property, plant and equipment | (2) | (8) | 2 | (75) | large |
| Net hedging ineffectiveness | 63 | 68 | (64) | (7) | large |
| Net gains/(losses) on other fair valued financial instruments: |  |  |  |  |  |
| Fair value through Income Statement | 47 | 2 | (4) | large | large |
| Reclassification of net interest on swaps ${ }^{(1)}$ | (181) | (271) | (227) | (33) | (20) |
| Non-trading derivatives | 62 | (115) | (186) | large | large |
| Other | 142 | 146 | 132 | (3) | 8 |
| Total other banking income | 2,172 | 1,850 | 1,780 | 17 | 22 |

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

## 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.

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Other banking income ("cash basis") | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Revenue hedge of New Zealand operations - unrealised | $\mathbf{2 , 0 2 0}$ | 1,924 | 2,059 |
| Gains/(losses) on disposal of controlled entities/investments | $\mathbf{1 8}$ | $(15)$ | 13 |
| Hedging and IFRS volatility | - | - | $(7)$ |
| Other banking income ("statutory basis") | $\mathbf{1 3 4}$ | $(59)$ | $(285)$ |

## Appendices

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

The major categories of risk actively managed by the Group include credit risk, market risk, liquidity and funding risk and other operational risks.

The Group's approach to risk management including governance, management, appetite, policies and procedures are described in the Risk Management section of the 30 June 2011 Annual Report of the Group.

Additionally, further disclosures in respect of capital adequacy and risk are provided in the Group's 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 porffolio. 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.

|  | 31/12/11 | 30/06/11 | 31/12/10 |
| :---: | :---: | :---: | :---: |
| By Industry ${ }^{(1)}$ | \% | \% | \% |
| Agriculture, forestry and fishing | 2. 1 | 2. 2 | 2. 3 |
| Banks | 10.9 | 11.6 | 10.8 |
| Business services | 0.9 | 0.9 | 1.0 |
| Construction | 1.0 | 1.0 | 1.0 |
| Consumer | 52.7 | 53.1 | 54. 9 |
| Culture and recreational services | 0.9 | 0.7 | 0. 8 |
| Energy | 1. 0 | 1.0 | 1. 1 |
| Finance - Other | 3.7 | 3.6 | 3. 9 |
| Health and community service | 0.7 | 0.8 | 0. 8 |
| Manufacturing | 2. 0 | 2. 0 | 2. 1 |
| Mining | 1. 0 | 0. 8 | 0. 8 |
| Property | 6. 3 | 6. 3 | 6. 7 |
| Retail trade and wholesale trade | 2. 6 | 2. 4 | 2. 5 |
| Sovereign | 7.9 | 7.3 | 4. 9 |
| Transport and storage | 1.5 | 1. 4 | 1. 4 |
| Other | 4. 8 | 4.9 | 5.0 |
|  | 100.0 | 100.0 | 100.0 |


|  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| :--- | ---: | ---: | ---: | ---: |
| By Region $^{(1)}$ | $\mathbf{\%}$ | $\mathbf{\%}$ |  |
| Australia | $\mathbf{8 0 . 8}$ | 80.0 | 80.6 |
| New Zealand | $\mathbf{8 . 1}$ | 8.3 | 8.8 |
| Europe | $\mathbf{4 . 6}$ | 6.0 | 5.2 |
| Americas | $\mathbf{4 . 1}$ | 3.5 | 2.9 |
| Asia | $\mathbf{2 . 3}$ | 2.1 | 2.4 |
| Other | $\mathbf{0 . 1}$ | 0.1 | 0.1 |
|  | $\mathbf{1 0 0 . 0}$ | 100.0 | 100.0 |


| Commercial Portfolio Quality ${ }^{(1)}$ | 31/12/11 | 30/06/11 | 31/12/10 |
| :---: | :---: | :---: | :---: |
|  | \% | \% | \% |
| AAA/AA | 34 | 33 | 29 |
| A | 17 | 17 | 18 |
| BBB | 16 | 15 | 15 |
| Other | 33 | 35 | 38 |
|  | 100 | 100 | 100 |

(1) Committed exposures by industry, region and commercial credit quality is disclosed on a gross basis (calculated before collateralisation).

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

Included in the Group's European exposures is $\$ 1,550$ million of exposure to Spain, Ireland, Italy and Greece. The exposure comprises $\$ 246$ million Italian sovereign, $\$ 385$ million Italian and Spanish banks (primarily short term deposits) and $\$ 919$ million of predominantly Irish and Spanish corporate counterparties (primarily secured by residential and other security). The Group has less than $\$ 25$ million of corporate exposure to Greece and an insignificant exposure to Portugal.

## 6. Integrated Risk Management (continued)

## Liquidity and Funding Policies and Management

## The Group's liquidity and funding policies provide that:

- Balance sheet assets that cannot be liquidated quickly are funded with deposits or term borrowings that meet minimum maturity requirements with appropriate liquidity buffers;
- Short and long term wholesale funding limits are established and reviewed regularly based on surveys and analysis of market capacity;
- At least a prescribed minimum level of assets are retained in highly liquid form;
- This level of liquid assets complies with crisis scenario assumptions related to "worst case" wholesale and retail market conditions; is adequate to meet known funding obligations over certain timeframes and allocated across Australian dollar and foreign currency denominated securities in accordance with specific calculations;
- Certain levels of liquid assets are held to provide for the risk of the Group's committed but undrawn lending obligations being drawn by customers, as calculated based on draw down estimates and forecasts;
- The Group maintains certain levels of liquid assets categories within its domestic liquid assets portfolio. The first category includes negotiable certificates of deposit of Australian banks, bank bills, Commonwealth of Australia Government and Australian state and semi-government bonds and supra-national bonds. All securities are eligible for repurchase by the Reserve Bank of Australia (RBA) at any time. The second category is AAA and A-1+ rated Australian residential mortgage backed securities that meet certain minimum requirements; and
- Offshore branches and subsidiaries adhere to liquidity policies and hold appropriate foreign currency liquid assets as required. All securities are eligible for repurchase by the relevant local central bank at any time.
The Group's key funding tools include:
- Its consumer retail funding base, which includes a wide range of retail transaction accounts, investment accounts and retirement style accounts for individual consumers;
- Its small business and institutional deposit base; and
- Its wholesale international and domestic funding programmes which include its: Australian dollar Negotiable Certificates of Deposit; Australian dollar bank bills; Asian Transferable Certificates of Deposit programme; Australian, U.S. and Euro Commercial Paper programmes; Bankwest Euro Commercial Paper Programme; U.S. Extendible Notes programme; Australian dollar Domestic Debt programme; U.S. Medium Term Note Programme; Euro Medium Term Note programme, multi jurisdiction Covered Bonds programme and its Medallion and Swan securitisation programmes.
The Group's key liquidity tools include:
- A liquidity management model similar to a "maturity ladder" or "liquidity gap analysis", that allows forecasting of liquidity needs on a daily basis;
- An additional liquidity management model that implements the agreed prudential liquidity policies. This model is calibrated with a series of "worst case" liquidity crisis scenarios, incorporating both systemic and "name" crisis assumptions, such that the Group will have sufficient liquid assets available to ensure it meets all of its obligations as and when they fall due;
- Central bank repurchase agreement facilities which provide the Group with the ability to borrow funds on a secured
basis, even when normal funding markets are unavailable;
- The Group's various short term funding programmes which are supplemented by the Interbank Deposit Agreement between the four major Australian banks. This agreement is similar to a standby liquidity facility that allows the Group to access funding in various crisis circumstances.


## Recent Market Environment

Wholesale funding market conditions deteriorated notably in the current half. The recent funding market disruptions, caused by the European sovereign debt crisis, resulted in higher borrowing rates for financial institutions, similar to those levels experienced at the end of 2008. The Group has not been immune to the widening interest rate spreads. However, the Group was still able to meet its funding needs during the half with strong access to offshore short term wholesale markets and the domestic wholesale market. The Group has managed its portfolio to avoid concentrations such as dependence on single sources of funding, by type or by investor, and has continued to maintain a diversified funding base and significant funding capacity in the domestic and global unsecured and secured debt markets.
Standard and Poor's (S\&P) lowered the senior unsecured rating of CBA from AA to AA- on 1 December 2011. The change followed a review of ratings methodology by S\&P, which saw the ratings for all Australian major banks lowered by one notch with similar downgrades for many banks outside Australia. CBA's short term rating was unchanged at $\mathrm{A}-1+$ and the long term rating of AA- means CBA remains one of a limited number of banks in the ' $A A$ ' ratings category.
In October 2011, the Australian Government passed legislation to allow Australian banks to issue covered bonds. CBA has established programme documentation to undertake such issuance and issued its first covered bonds in January 2012. Covered bonds are expected to provide access to a wider investor base, at a more efficient cost and with longer tenors than would otherwise be available compared with issuing unsecured debt.
On 16 November 2011, APRA released draft "Prudential Standard APS 210 Liquidity" and a Discussion Paper on "Implementing Basel III Liquidity reforms in Australia". The Discussion Paper outlined the framework for the introduction of a Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR) by 2015 and 2018 respectively. The introduction of the LCR and NSFR will require the Group to hold a higher level of liquid assets and make greater use of long term funding. APRA is seeking comments on the proposed liquidity standard in early 2012 and a final version of the standard is expected in mid 2012. In addition, the Reserve Bank of Australia announced it would provide a Committed Liquidity Facility from 1 January 2015. This will enable the Group to access a pre-specified amount of liquidity by entering into repurchase agreements on a broad range of eligible securities. The specific application of these requirements to each bank is the subject of ongoing discussions with APRA.
Details of the Group's regulatory capital position and capital management activities are disclosed in Appendix 8.

## 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 other than the USD trust preferred securities, which are classified as other equity instruments in the statutory balance sheet.

## Appendices

6. Integrated Risk Management (continued)

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 31/12/11 } \\ \text { \$M } \end{gathered}$ | $\begin{gathered} \text { 30/06/11 } \\ \$ M \end{gathered}$ | $\begin{gathered} 31 / 12 / 10 \\ \text { \$M } \end{gathered}$ | $\begin{aligned} & \text { Dec } 11 \text { vs } \\ & \text { Jun } 11 \text { \% } \end{aligned}$ | Dec 11 vs Dec 10 \% |
| Transaction deposits | 82,186 | 79,466 | 72,150 | 3 | 14 |
| Savings deposits | 89,194 | 81,680 | 81,798 | 9 | 9 |
| Investment deposits | 188,917 | 176,100 | 168,770 | 7 | 12 |
| Other customer deposits ${ }^{(1)}$ | 10,167 | 11,975 | 13,221 | (15) | (23) |
| Total customer deposits | 370,464 | 349,221 | 335,939 | 6 | 10 |
| Wholesale funding |  |  |  |  |  |
| Short term |  |  |  |  |  |
| Certificates of deposit | 35,678 | 30,608 | 38,009 | 17 | (6) |
| Bank acceptances | 10,732 | 10,475 | 9,206 | 2 | 17 |
| ECP commercial paper programme | 8,629 | 9,867 | 6,928 | (13) | 25 |
| US commercial paper programme | 33,001 | 28,614 | 25,618 | 15 | 29 |
| Securities sold under agreements to repurchase | 3,696 | 4,062 | 4,485 | (9) | (18) |
| Other ${ }^{(2)}$ | 23,298 | 21,292 | 18,507 | 9 | 26 |
| Total short term funding | 115,034 | 104,918 | 102,753 | 10 | 12 |
| Total long term funding - less than one year residual maturity ${ }^{(3)}$ | 32,391 | 28,674 | 29,310 | 13 | 11 |
| Long term - greater than one year residual maturity ${ }^{(3)}$ |  |  |  |  |  |
| Transferable certificates of deposit ${ }^{(4)}$ | 19,580 | 15,901 | 16,540 | 23 | 18 |
| Euro medium term note programme | 26,213 | 28,910 | 29,006 | (9) | (10) |
| US medium term note programme | 23,622 | 28,658 | 29,929 | (18) | (21) |
| Other debt issues ${ }^{(5)}$ | 4,956 | 6,170 | 7,500 | (20) | (34) |
| Securitisation | 6,901 | 7,490 | 6,304 | (8) | 9 |
| Loan capital | 7,481 | 9,519 | 10,039 | (21) | (25) |
| Other | 981 | 974 | 994 | 1 | (1) |
| Total long term funding - greater than one year residual maturity | 89,734 | 97,622 | 100,312 | (8) | (11) |
| IFRS MTM and derivative FX revaluations | $(6,975)$ | $(11,012)$ | $(10,594)$ | (37) | (34) |
| Total wholesale funding | 230,184 | 220,202 | 221,781 | 5 | 4 |
| Total funding | 600,648 | 569,423 | 557,720 | 5 | 8 |
| Reported as |  |  |  |  |  |
| Deposits and other public borrowings | 431,827 | 401,147 | 395,345 | 8 | 9 |
| Payables due to other financial institutions | 17,424 | 15,899 | 13,242 | 10 | 32 |
| Liabilities at fair value through income statement | 9,986 | 10,491 | 12,578 | (5) | (21) |
| Bank acceptances | 10,732 | 10,734 | 10,146 | - | 6 |
| Debt issues | 119,307 | 118,652 | 113,609 | 1 | 5 |
| Loan capital | 10,433 | 11,561 | 11,861 | (10) | (12) |
| Share capital - other equity interests | 939 | 939 | 939 | - | - |
| Total funding | 600,648 | 569,423 | 557,720 | 5 | 8 |

(1) Other customer deposits primarily consist of non-interest bearing deposits and deposits held at fair value through the income statement.
(2) Includes short sales, due to other financial institutions, debt issues with original maturity/call date less than one year.
(3) Residual maturity of long term wholesale funding included in Debt issues, Loan capital and Share capital - other equity instruments, is the earlier of the next call date or final maturity.
(4) Includes long term domestic debt programme (included within certificates of deposit, refer to Note 7).
(5) Includes debt included in liabilities at fair value through income statement.

Customer deposits accounted for $62 \%$ of total funding at 31 December 2011, compared to $60 \%$ in the prior comparative period. Strong deposit growth has seen the Group satisfy a significant proportion of its funding requirements from customer deposits. The remaining $38 \%$ of total funding comprised various wholesale debt issuance. The Group's total wholesale funding was $\$ 230$ billion at 31 December 2011, a $4 \%$ increase over the prior comparative period.
Short term wholesale funding includes debt with an original maturity or call date of less than 12 months, and consists of Certificates of deposit and Bank acceptances, debt issued under Euro and US Commercial paper programmes by CBA, Bankwest and ASB.

Despite the difficult market conditions, the Group maintained excellent access and pricing in short term wholesale markets with short term wholesale funding accounting for $50 \%$ of total wholesale funding at 31 December 2011 (30 June 2011: 48\%; 31 December 2010: 46\%).
In the half, the Group issued two benchmark long term wholesale transactions in AUD and one in JPY. Bankwest also raised $\$ 500$ million through the issuance of a Swan RMBS.
The Group continued to issue cost effective private placements and domestic bonds rather than more expensive offshore benchmark transactions. The weighted average maturity (WAM) of new long term wholesale debt issued in the December 2011 half year was four years. The WAM of outstanding long term wholesale debt remained at 3.6 years at 31 December 2011.

## 6. Integrated Risk Management (continued)

## Market Risk

Market risk in the Balance Sheet is discussed within Note 40 of the 2011 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 measures potential loss using historically observed market volatility and correlation between different markets.

VaR is modelled at a $97.5 \%$ confidence level over a 1 day holding period for Trading Book positions and over a 20 day holding period for Banking Book interest rate risk and insurance business market 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 |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
| Traded Market Risk ${ }^{(1)}$ | \$M | \$M | \$M |
| Risk Type |  |  |  |
| Interest rate risk | 2. 9 | 5.1 | 5. 9 |
| Exchange rate risk | 0.9 | 1.9 | 1. 8 |
| Implied volatility risk | 2. 2 | 2. 0 | 1.9 |
| Equities risk | 2. 1 | 1.2 | 1.5 |
| Commodities risk | 1. 3 | 1.3 | 1. 1 |
| Credit spread risk | 3. 2 | 2.7 | 3.8 |
| Diversification benefit | (6.5) | (7.6) | (8. 5) |
| Total general market risk | 6. 1 | 6. 6 | 7.5 |
| Undiversified risk | 3.5 | 3. 2 | 3.5 |
| ASB Bank | 2. 5 | 1.3 | 1. 8 |
| Bankwest | 0.1 | 0.1 | 0.1 |
| Total | 12. 2 | 11.2 | 12.9 |

[^7]
## Appendices

## 6. Integrated Risk Management (continued)

|  | Average VaR |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Non-Traded VaR in Australian Life Insurance Business | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |  |
| (20 day 97.5\% confidence) | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |
| Shareholder funds ${ }^{(1)}$ | $\mathbf{2 6 . 1}$ | 28.1 | 26.4 |  |
| Guarantees (to Policyholders) $^{(2)}$ | $\mathbf{3 5 . 4}$ | 35.6 | 51.7 |  |

(1) VaR in relation to the investment of Shareholder Funds.
(2) VaR in relation to product portfolios where the Group has a guaranteed liability to policyholders.
(3) Half year ended

## Non-Traded Equity

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

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{c\|} \hline \text { VaR } \\ 31 / 12 / 11 \end{array}$ | $\begin{array}{c\|} \hline \text { VaR } \\ 30 / 06 / 11 \end{array}$ | $\begin{gathered} \hline \text { VaR } \\ 31 / 12 / 10 \end{gathered}$ |
| Non-Traded Equity Price Risk VaR (20 day 97.5\% confidence) | \$M | \$M | \$M |
| VaR | 99.0 | 67.0 | 95.5 |

## Interest Rate Risk in the Banking Book

Interest rate risk in the banking book is discussed within Note 40 of the 2011 Annual Report.
(a) Next 12 months' Earnings

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

|  |  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net Interest Earnings at Risk ${ }^{(1)}$ |  | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Average monthly exposure | AUD | $\mathbf{2 1 1 . 8}$ | 168.4 | 157.5 |
|  | NZD | $\mathbf{2 7 . 0}$ | 12.3 | 6.3 |
| High month exposure | AUD | $\mathbf{2 8 4 . 3}$ | 241.2 | 209.6 |
|  | NZD | $\mathbf{3 2 . 5}$ | 26.1 | 7.9 |
| Low month exposure | AUD | $\mathbf{1 5 4 . 0}$ | 74.3 | 76.1 |
|  | NZD | $\mathbf{1 8 . 0}$ | 1.1 | 2.5 |

(1) Half year ended.
(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 ${ }^{(3)}$ |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Non-Traded Interest Rate Risk $^{(1)}$ | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| AUD Interest rate risk | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| NZD Interest rate risk ${ }^{(2)}$ | $\mathbf{1 4 2 . 7}$ | 116.4 | 136.6 |

(1) VaR is at 20 day $97.5 \%$ confidence.
(2) Relates specifically to ASB data as at month end.
(3) Half year ended.


## 7. Counterparty and Other Credit Risk Exposures

## Special purpose and off-balance sheet entities

The Group invests in or establishes special purpose entities (SPEs) in the ordinary course of business, primarily to provide funding and financial services for its customers. These SPEs are consolidated in the Financial Statements if they meet the criteria of control as outlined in Note 1 to the Financial Statements of the 2011 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 whether an SPE should be consolidated based on whether the majority of risks and rewards in the entity pass to the Group.

Some of the SPEs with which the Group is involved are detailed below, including the reason for their establishment and the control factors associated with the Group's interest in them. The Group does not bear the majority of residual risks and rewards of the SPEs which are not consolidated.

## Securitisation vehicles

- Reason for establishment - Securitisation is a financing technique whereby assets are transferred to an SPE, which funds the purchase of assets by issuing securities to investors. The Group has a policy of funding diversification and assets may be securitised to provide greater diversification of the Group's funding sources.
- Control factors - The Group may manage these securitisation vehicles, service assets in the vehicle, provide hedging, or provide 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 SPEs after all payments due to investors and costs of the programme have been met.


## Structured finance entities

- Reason for establishment - These entities are established to assist the Group's Structured Finance function with the structuring of client or group financing. The resulting 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.


## Asset-backed securities

Asset-backed securities are debt instruments based on pools of assets 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 SPEs.

The primary source of repayment of the debt instruments is the cash flows from the underlying assets. Investors in the debt instruments have no recourse to the general assets of the issuer. The majority of the Group's asset-backed securities portfolio consists of notes rated at least AA- that are carried at fair value on the Balance Sheet.

## Leveraged finance

The Group provides debt financing to companies acquired by private equity firms. These acquisitions are typically highly leveraged. Target businesses are those with operations 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 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 2011 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.

## Lenders mortgage insurance

Lenders mortgage insurance is provided by Genworth Financial Mortgage Insurance Pty Ltd and QBE Lenders Mortgage Insurance Ltd. The annualised expected loss claim, representing the total value of claims that would be due from these providers to the Group, on the basis of current market conditions, is approximately $\$ 66$ million from Genworth and $\$ 6$ million from QBE.

## Monoline insurers

The underlying debt instruments that have been wrapped by monoline insurers are predominantly Australian domiciled and have stand-alone ratings ranging from BBB- to A . As at 31 December 2011 the Group had $\$ 179$ million in exposures to these instruments (June 2011: $\$ 159$ million).

## Appendices

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

## Securitisation vehicles

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

|  | Australia <br> 31/12/11 <br> 30/06/11 |  | New Zealand |  | 31/12/11 | $\begin{aligned} \text { Total } \\ 30 / 06 / 11 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 31/12/11 | 30/06/11 |  |  |
| Total securitisation assets | \$M | \$M | \$M | \$M | \$M | \$M |
| Residential mortgages ${ }^{(1)}$ | 40,953 | 41,385 | 2,887 | 2,964 | 43,840 | 44,349 |
| Residential mortgages - Group originated | 10,455 | 11,296 | - | - | 10,455 | 11,296 |
| Other | - | - | 232 | 204 | 232 | 204 |
| Total securitisation assets of SPEs | 51,408 | 52,681 | 3,119 | 3,168 | 54,527 | 55,849 |


|  | 31/12/11 | $\begin{array}{r} \text { Funded } \\ 30 / 06 / 11 \end{array}$ | 31/12/11 | Unfunded 30/06/11 | 31/12/11 | $\begin{array}{r\|} \hline \text { Total } \\ \text { 30/06/11 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Exposure to securitisation | \$M | \$M | \$M | \$M | \$M | \$M |
| Residential mortgage backed securities held for potential repurchase with central banks | 43,087 | 43,662 | - | - | 43,087 | 43,662 |
| Other residential mortgage backed securities | 1,948 | 2,125 | - | - | 1,948 | 2,125 |
| Other derivatives ${ }^{(2)}$ | 1,343 | 1,478 | - | - | 1,343 | 1,478 |
| Liquidity support facilities | 170 | 163 | 795 | 809 | 965 | 972 |
| Other facilities | 898 | 898 | 38 | 63 | 936 | 961 |
| Total exposure to securitisation SPEs | 47,446 | 48,326 | 833 | 872 | 48,279 | 49,198 |

(1) Group originated residential mortgages which back securities held for potential repurchase with central banks.
(2) Derivatives are measured on the basis of Potential Credit Exposure (PCE), a credit risk measurement of maximum risk over the term of the transaction or current fair value where PCE is not available.

## Appendices

7. Counterparty and Other Credit Risk Exposures (continued)

## Asset-backed securities

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

|  | Carrying Amount |  |
| :--- | ---: | ---: |
| Summary of asset-backed securities | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ |
| Commercial mortgage backed securities | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Residential mortgage backed securities | $\mathbf{3 1}$ | $\mathbf{7 1}$ |
| Total | $\mathbf{3 , 7 8 1}$ | 2,702 |

Asset-backed securities by underlying asset

|  | Trading portfolio |  | AFS portfolio ${ }^{(1)}$ |  | Other |  |  | $\begin{array}{r\|} \hline \text { Total } \\ 30 / 06 / 11 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 |  |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Sub-prime | - | - | - | - | - | - | - | - |
| Non-conforming (Alt-A) | 1 | 1 | 2 | 6 | - | - | 3 | 7 |
| Prime mortgages | 36 | 54 | 3,573 | 2,414 | 169 | 227 | 3,778 | 2,695 |
| Other assets | - | - | 31 | 71 | - | - | 31 | 71 |
| Total | 37 | 55 | 3,606 | 2,491 | 169 | 227 | 3,812 | 2,773 |

Asset-backed securities by credit rating and geography

|  | AAA \& AA |  |  |  |  | BB and below |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | A |  |  |  |  |  |  |
|  | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | $\begin{array}{r} 31 / 12 / 11 \\ \$ M \end{array}$ | $\begin{array}{r} \text { BBB } \\ \text { 30/06/11 } \\ \text { \$M } \end{array}$ | 31/12/11 | 30/06/11 | 31/12/11 | $\begin{array}{r} \text { Total } \\ \text { 30/06/11 } \\ \text { \$M } \end{array}$ |
|  | \$M | \$M | \$M | \$M |  |  | \$M | \$M | \$M |  |
| Australia | 3,543 | 2,479 | 35 | 24 | 9 | 12 | 25 | - | 3,612 | 2,515 |
| New Zealand | - | - | - | - | - | - | - | - | - | - |
| Europe | - | - | - | - | - | - | 169 | 227 | 169 | 227 |
| UK | - | - | 31 | 31 | - | - | - | - | 31 | 31 |
| Total | 3,543 | 2,479 | 66 | 55 | 9 | 12 | 194 | 227 | 3,812 | 2,773 |


|  | Funded Commitments |  | Unfunded Commitments |  | 31/12/11 | $\begin{array}{r\|} \hline \text { Total } \\ \hline 30 / 06 / 11 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 |  |  |
| Warehousing financing facilities | \$M | \$M | \$M | \$M | \$M | \$M |
| Australia | 4,396 | 2,980 | 1,227 | 1,627 | 5,623 | 4,607 |
| New Zealand | 713 | 517 | 44 | 43 | 757 | 560 |
| Europe | 318 | 320 | - | - | 318 | 320 |
| Total | 5,427 | 3,817 | 1,271 | 1,670 | 6,698 | 5,487 |


| Commercial paper standby liquidity facilities ${ }^{(2)}$ | Funded Commitments |  | Unfunded Commitments |  | 31/12/11 | $\begin{array}{r} \text { Total } \\ 30 / 06 / 11 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 |  |  |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Standby liquidity facilities | 24 | - | 200 | 300 | 224 | 300 |

[^8]
## Appendices

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

## Leveraged finance

The tables below are an analysis of the credit exposures arising from providing leverage finance to entities acquired by private equity firms.

## Exposure by industry ${ }^{(1)(2)}$

|  | Funded exposure $\begin{gathered}\text { Unfunded } \\ \text { commitments }\end{gathered}$ |  |  |  | Total gross exposure |  | Individual provision |  | Net exposure |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Retail | 184 | 181 | 35 | 29 | 219 | 210 | (42) | - | 177 | 210 |
| Manufacturing | 240 | 206 | 34 | 23 | 274 | 229 | (18) | (18) | 256 | 211 |
| Media | 38 | 154 | 2 | 13 | 40 | 167 | - | - | 40 | 167 |
| Healthcare | 122 | 136 | 15 | 21 | 137 | 157 | - | - | 137 | 157 |
| Equipment hire | 87 | 80 | 15 | - | 102 | 80 | - | - | 102 | 80 |
| Financial services | 87 | 28 | 4 | 5 | 91 | 33 | - | - | 91 | 33 |
| Other | 223 | 175 | 21 | 25 | 244 | 200 | - | - | 244 | 200 |
| Total | 981 | 960 | 126 | 116 | 1,107 | 1,076 | (60) | (18) | 1,047 | 1,058 |

Exposure by geography ${ }^{(1)(2)}$

|  | Funded exposure $\begin{array}{r}\text { Unfunded } \\ \text { commitments }\end{array}$ |  |  |  | Total gross |  | Individual provision |  | Net exposure |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 | 31/12/11 | 30/06/11 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Australia | 880 | 813 | 118 | 102 | 998 | 915 | (60) | (18) | 938 | 897 |
| New Zealand | 101 | 147 | 8 | 14 | 109 | 161 | - | - | 109 | 161 |
| Total | 981 | 960 | 126 | 116 | 1,107 | 1,076 | (60) | (18) | 1,047 | 1,058 |


|  | As at |  |  |
| :--- | ---: | ---: | ---: |
| Movements in individual provisions $^{(2)}$ | $\mathbf{3 1 / 1 2 / 1 1}$ | 30/06/11 |  |
| Opening balance | $\mathbf{S M}$ | $\mathbf{5 M}$ |  |
| Impairment expense | $\mathbf{1 8}$ | 18 |  |
| Total individual provisions | 42 | -60 | -18 |

(1) Excludes derivative exposures of $\$ 119$ million (June 2011: $\$ 105$ million).
(2) Certain comparative information has been restated to conform to presentation in the current period.

## 8. Capital Adequacy

|  |  | As at |  |
| :--- | ---: | ---: | ---: | ---: |
| Risk Weighted Capital Ratios | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| Common Equity ${ }^{(1)}$ | $\mathbf{\%}$ | $\mathbf{\%}$ | $\mathbf{\%}$ |
| Tier One | $\mathbf{7 . 6 7}$ | 7.66 | 7.35 |
| Tier Two | $\mathbf{9 . 9 0}$ | 10.01 | 9.71 |
| Total Capital | $\mathbf{1 . 2 1}$ | 1.69 | 1.79 |


|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
| Regulatory Capital | \$M | \$M | \$M |
| Ordinary Share Capital | 24,651 | 23,602 | 23,083 |
| Treasury shares ${ }^{(2)}$ | 316 | 294 | 301 |
| Ordinary Share Capital and Treasury Shares | 24,967 | 23,896 | 23,384 |
| Other Equity Instruments | 939 | 939 | 939 |
| Trust Preferred Securities $2006{ }^{(3)}$ | (939) | (939) | (939) |
| Total Other Equity Instruments | - | - | - |
| Reserves ${ }^{(4)}$ | 829 | 392 | 269 |
| Cash flow hedge reserve | (234) | 402 | 490 |
| Employee compensation reserve | (95) | (135) | (100) |
| Asset revaluation reserve | (191) | (191) | (189) |
| Available-for-sale investments reserve ${ }^{(5)}$ | - | (245) | (22) |
| Foreign currency translation reserve related to non-consolidated subsidiaries | 153 | 149 | 118 |
| Total Reserves | 462 | 372 | 566 |
| Retained Earnings and current period profits | 11,928 | 11,826 | 10,534 |
| Expected dividend ${ }^{(6)}$ | $(2,166)$ | $(2,930)$ | $(2,045)$ |
| Estimated reinvestment under Dividend Reinvestment Plan ${ }^{(7)}$ | 542 | 733 | 511 |
| Retained earnings adjustment for non-consolidated subsidiaries ${ }^{(8)}$ | 35 | 227 | 230 |
| Other | (178) | (189) | (63) |
| Net Retained Earnings | 10,161 | 9,667 | 9,167 |
| Non-controlling Interest ${ }^{(9)}$ | 528 | 528 | 524 |
| ASB Perpetual Preference Shares ${ }^{(9)}$ | (505) | (505) | (505) |
| Non-controlling interests less ASB Perpetual Preference Shares | 23 | 23 | 19 |
| Total Fundamental Tier One Capital | 35,613 | 33,958 | 33,136 |

(1) Represents Fundamental Tier One Capital net of Tier One deductions.
(2) Represents shares held by the Group's life insurance operations and employee share scheme trusts.
(3) Trust Preferred Securities 2006 issued 15 March 2006 of USD700 million. These instruments qualify as Tier One Innovative Capital of the Group.
(4) The Group's general reserve, capital reserve and foreign currency translation reserve (excluding balances related to non consolidated subsidiaries) qualify as Fundamental Tier One Capital.
(5) As at 31 December 2011 the Available-for-sale reserve had a deficit balance of $\$ 83$ million, resulting in the requirement to recognise this deficit in the regulatory capital calculations.
(6) Represents expected dividends required to be deducted from current period earnings.
(7) Dividend Reinvestment Plan (DRP) in respect of the December 2011 interim dividend is to be satisfied through the issue of shares, with the assumed reinvestment rate based on reinvestment experience as approved by APRA. The DRP in respect of both the June 2011 final and December 2010 interim dividend was satisfied in full by the issue of shares.
(8) Represents cumulative current year profit and retained earnings adjustment for subsidiaries not consolidated for regulatory purposes. This includes adjustments to the extent to which retained earnings from non-consolidated subsidiaries have not been repatriated to the Bank in dividends (December 2011: $\$ 717$ million; June 2011: $\$ 525$ million; December 2010: $\$ 522$ million). The retention of these profits are used to fund the future growth of these operations. This has been offset by the one-off write back adjustments upon adoption of IFRS of $\$ 752$ million.
(9) Non-controlling interest classified as Tier One Innovative Capital under Basel II regulations. Comprised predominantly of ASB Perpetual Preference Shares of NZ $\$ 550$ million issued by New Zealand subsidiary entities. These shares are non-redeemable and carry limited voting rights.

## Appendices

## 8. Capital Adequacy (continued)

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
| Regulatory Capital | \$M | \$M | \$M |
| Tier One Capital Deductions - 100\% |  |  |  |
| Goodwill and other intangibles (excluding software) ${ }^{(1)}$ | $(8,546)$ | $(8,306)$ | $(8,382)$ |
| Capitalised expenses | (240) | (252) | (242) |
| Capitalised computer software costs | $(1,480)$ | $(1,297)$ | $(1,100)$ |
| Defined benefit superannuation plan surplus ${ }^{(2)}$ | - | (53) | (255) |
| General reserve for credit losses top up ${ }^{(3)}$ | (183) | (132) | (106) |
| Deferred tax | (383) | (287) | (47) |
| Tier One Capital Deductions - 100\% | $(10,832)$ | $(10,327)$ | $(10,132)$ |
| Tier One Capital Deductions - 50\% ${ }^{(4)}$ |  |  |  |
| Equity investments in other companies and trusts ${ }^{(5)}$ | (287) | (317) | (328) |
| Equity investments in non-consolidated subsidiaries (net of intangibles) ${ }^{(6)}$ | (594) | (526) | (539) |
| Expected impairment losses (before tax) in excess of eligible credit provisions (net of deferred tax) ${ }^{(7)}$ | (646) | (817) | (748) |
| Other deductions | (417) | (396) | (390) |
| Tier One Capital Deductions - 50\% | $(1,944)$ | $(2,056)$ | $(2,005)$ |
| Total Tier One Capital Deductions | $(12,776)$ | $(12,383)$ | $(12,137)$ |
| Fundamental Tier One Capital After Deductions | 22,837 | 21,575 | 20,999 |
| Residual Tier One Capital Innovative Tier One Capital |  |  |  |
| Non-cumulative preference shares ${ }^{(8)}$ | 2,626 | 2,598 | 2,626 |
| Non-controlling interests ${ }^{(9)}$ | 505 | 505 | 505 |
| Eligible loan capital | 98 | 128 | 198 |
| Total Innovative Tier One Capital | 3,229 | 3,231 | 3,329 |
| Non-Innovative Residual Tier One Capital ${ }^{(10)}$ | 3,407 | 3,407 | 3,407 |
| Total Residual Tier One Capital | 6,636 | 6,638 | 6,736 |
| Total Tier One Capital | 29,473 | 28,213 | 27,735 |

(1) Represents total Goodwill and other intangibles (excluding capitalised computer software costs) which is required to be deducted from Tier One Capital.
(2) In accordance with APRA regulations, when the Bank's defined benefit superannuation fund is in surplus it is required to be deducted from Tier One Capital.
(3) Capital deduction at 31 December 2011 of $\$ 183$ million after tax (30 June 2011: $\$ 132$ million; 31 December 2010: $\$ 106$ million) to ensure the Group has sufficient provisions and capital to cover credit losses estimated to arise over the full life of the individual facilities, as required by APS 220 .
(4) Represents $50 \%$ Tier One and $50 \%$ Tier Two Capital deductions under Basel II.
(5) Represents the Group's non-controlling interest in other companies and unit trusts.
(6) Represents the net equity within the non-consolidated subsidiaries (primarily the Colonial Group) which is deducted $50 \%$ from Tier One and $50 \%$ from Tier Two Capital. This deduction is net of $\$ 1,880$ million in Non-Recourse Debt issued by Colonial Finance Limited (June 2011: $\$ 1,452$ million; December 2010: $\$ 1,446$ million) and the Colonial Hybrid Issue $\$ 350$ million (June 2011: $\$ 700$ million; December 2010: $\$ 700$ million). In November $2011 \$ 350$ million of the Colonial Hybrid issue was redeemed.
(7) Regulatory Expected Loss (pre tax) using stressed loss given default assumptions associated with the loan portfolio in excess of eligible credit provisions (collective provision and general reserve for credit losses net of tax and individually assessed provision pre tax) are deducted $50 \%$ from both Tier One and Tier Two Capital.
(8) APRA approved Innovative Tier One Capital instruments (PERLS III and Trust Preferred Securities 2003 and 2006).
(9) Non-controlling interest classified as Tier One Innovative Capital under Basel II regulations. Comprised predominantly of ASB Perpetual Preference Shares of NZ\$550 million issued by New Zealand subsidiary entities. These shares are non-redeemable and carry limited voting rights.
(10) Comprises PERLS IV \$1,465 million (less costs) issued by the Bank in July 2007 and PERLS V \$2,000 million (less costs) issued by the Bank in October 2009. These have been approved by APRA as Tier One Non-Innovative Capital instruments.

## Appendices

8. Capital Adequacy (continued)

(1) Represents the after tax collective provisions and general reserve for credit losses of banking entities in the Group (including Bankwest) which operate under the Basel II Standardised methodology.
(2) APRA allows only $45 \%$ of asset revaluation reserve to be included in Tier Two Capital
(3) APRA requires these Lower Tier Two note and bond issues to be included as if they were unhedged.
(4) For regulatory capital purposes, Lower Tier Two note and bond issues are amortised by $20 \%$ of the original amount during each of the last five years to maturity. (5) Represents 50\% Tier One and 50\% Tier Two Capital deductions under Basel II rules.

## Appendices

## 8. Capital Adequacy (continued)

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
| Risk Weighted Assets | \$M | \$M | \$M |
| Credit Risk |  |  |  |
| Subject to Advanced IRB approach |  |  |  |
| Corporate | 45,983 | 39,180 | 40,129 |
| SME Corporate | 22,155 | 22,471 | 22,071 |
| SME Retail | 4,486 | 4,435 | 4,896 |
| Sovereign | 3,201 | 2,517 | 2,557 |
| Bank | 7,925 | 7,216 | 6,686 |
| Residential mortgage | 53,844 | 55,709 | 56,412 |
| Qualifying revolving retail | 6,491 | 6,398 | 6,761 |
| Other retail | 8,116 | 7,253 | 6,398 |
| Impact of the regulatory scaling factor ${ }^{(1)}$ | 9,132 | 8,711 | 8,755 |
| Total risk weighted assets subject to Advanced IRB approach | 161,333 | 153,890 | 154,665 |
| Specialised lending exposures subject to slotting criteria | 36,915 | 35,990 | 34,339 |
| Subject to Standardised approach |  |  |  |
| Corporate | 9,950 | 8,048 | 8,040 |
| SME Corporate | 6,803 | 7,389 | 7,597 |
| SME Retail | 4,230 | 4,461 | 4,377 |
| Sovereign | 308 | 103 | 99 |
| Bank | 1,303 | 1,238 | 1,583 |
| Residential mortgage | 24,660 | 23,515 | 22,605 |
| Other retail | 2,627 | 2,574 | 2,510 |
| Other assets | 5,215 | 4,751 | 4,619 |
| Total risk weighted assets subject to standardised approach | 55,096 | 52,079 | 51,430 |
| Securitisation | 2,695 | 2,670 | 1,894 |
| Equity exposures | 2,407 | 2,113 | 2,280 |
| Total risk weighted assets for credit risk exposures | 258,446 | 246,742 | 244,608 |
| Traded market risk | 3,105 | 3,162 | 3,873 |
| Interest rate risk in the banking book (IRRBB) | 11,525 | 9,699 | 17,033 |
| Operational risk | 24,629 | 22,108 | 20,049 |
| Total risk weighted assets ${ }^{(2)}$ | 297,705 | 281,711 | 285,563 |

(1) APRA requires risk weighted assets amounts that are derived from IRB risk weight functions be multiplied by a factor of 1.06 .
(2) Risk Weighted Assets (RWA) include the consolidation of Bankwest which operates under the Basel II Standardised methodology.

## Capital Management

The Group maintains a strong capital position with the capital ratios well in excess of APRA minimum capital adequacy requirements (Prudential Capital Ratio (PCR)) and the Board Approved minimum levels at all times throughout the half year ended 31 December 2011.

The Group's Common Equity, Tier One Capital and Total Capital ratios (which include ASB Bank and Bankwest) as at 31 December 2011 were $7.67 \%, 9.90 \%$ and $11.11 \%$ respectively.

The Group's Common Equity and Tier One Capital ratios remained relatively stable during the half year, with the capital generated from earnings (net of dividend and Dividend Reinvestment Plan (DRP)) offset by increases in Risk Weighted Assets (RWA) and the actuarial losses from the defined benefit superannuation fund recognised in equity.
The Group's Total Capital ratio decreased 59 basis points over the prior half to $11.11 \%$, driven by both the movement in Tier One Capital and the planned redemption of a number of lower Tier Two Debt instruments.

RWA were $\$ 298$ billion at 31 December 2011, an increase of $\$ 16$ billion since 30 June 2011 primarily driven by higher Credit RWA. Credit RWA increased by $\$ 12$ billion, driven by higher liquid assets and lending volume growth.

The Group's Common Equity, Tier One and Total Capital ratios as at 31 December 2011 under the Financial Services Authority (the UK regulator) method of calculating regulatory capital as a percentage of RWA were $10.6 \%, 13.2 \%$ and $14.1 \%$ respectively. This has been provided for comparative purposes as the Group is not regulated by the Financial Services Authority.

## Capital Initiatives

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

## Tier One Capital

- The allocation of $\$ 832$ million of ordinary shares in order to satisfy the Dividend Reinvestment Plan (DRP) in respect of the final dividend for the 2010/2011 financial year, representing a participation rate of $28.4 \%$; and
- The issue of $\$ 237$ million of ordinary shares associated with the acquisition of Count Financial Limited.


## 8. Capital Adequacy (continued)

## Tier Two Capital

- Redemption of four separate subordinated Lower Tier Two debt issues totalling $\$ 1,361$ million.


## Banking Regulatory Framework

The Group, excluding Bankwest, operates under Basel II advanced status which resulted in the advanced internal ratings based (AIRB) approach for credit risk and the advanced measurement approach (AMA) for operational risk being adopted in the calculation of RWA effective from 1 January 2008. IRRBB was incorporated into the calculation of RWA from 1 July 2008. The agreed methodology for measuring market risk for traded assets remained unchanged from Basel I.
Bankwest's operations are included in the Group's Capital requirements. However, Bankwest operates as a stand-alone Bank under Basel II standardised status and is separately regulated by APRA. There is a programme to extend the Group's advanced accreditation to determine regulatory capital for Bankwest. Once Basel III reforms are implemented, Bankwest will be required to report a common equity ratio.
ASB's operations are included in the Group's Capital requirements. However, ASB operates as a stand-alone Bank under Basel II advanced status and is subject to regulation by the Reserve Bank of New Zealand (RBNZ). The RBNZ applies a similar methodology to APRA in calculating regulatory capital requirements. Once Basel III reforms are implemented, ASB will be required to report a common equity ratio.

## Insurance and Funds Management Business

The Group's insurance and funds management businesses held $\$ 1,108$ million of assets in excess of regulatory solvency requirements at 31 December 2011 (30 June 2011: \$1,014 million; 31 December 2010: $\$ 1,147$ million). In addition, these companies held assets in excess of regulatory capital requirements as at 31 December 2011.

## Regulatory Changes

There are a number of regulatory changes in progress that will impact the measurement of capital for the Group in regards to Banking, General and Life Insurance and Conglomerate Groups.

## Banking - Basel Committee Changes

On 16 December 2010 the Basel Committee on Banking Supervision (BCBS) published details of its main banking reforms to strengthen global capital and liquidity regulations with the aim of promoting a more resilient banking sector.
The "Basel III: A global regulatory framework for more resilient banks and banking systems" reforms are designed to increase the quality, consistency and transparency of capital, to enhance the risk coverage framework, and to reduce systemic and procyclical risks.

The regulations increase the common equity minimum requirement from $2 \%$ to $4.5 \%$. They introduce a capital conservation buffer of $2.5 \%$, taking the minimum common equity requirement to $7 \%$. Tier One and Total Capital minimum requirements (inclusive of the capital conservation buffer) increase to $8.5 \%$ and $10.5 \%$ respectively. The reforms also introduce a minimum leverage ratio of Tier One Capital to total exposures of $3 \%$.

The reforms are phased in from 1 January 2013 to 1 January 2019.

## Banking - APRA Changes

On 6 September 2011, APRA released their Discussion Paper on "Implementing Basel III capital reforms in Australia". APRA proposes to adopt a more conservative approach than the minimum standards published by the BCBS, and adopting an accelerated timetable for implementation.
The BCBS and APRA continue to conduct several Quantitative Impact Studies (QIS) to assess the impact of the proposed changes. APRA are expected to release draft prudential standards in early 2012.
Basel II enhancements announced in July 2009, relating to securitisation and market risk will be implemented from 1 January 2012.

## General and Life Insurers

APRA commenced a review of general and life insurance capital standards in May 2010 with the release of a discussion paper titled "Review of capital standards for general insurers and life insurers". Since that time APRA has released a number of technical papers, a response paper and conducted two QIS's. In December 2011 APRA released a second response paper and a number of draft prudential standards. Final prudential standards are expected to be released by APRA during 2012.
The RBNZ issued final solvency standards for life insurance operations in August 2011.

## Supervision of Conglomerate Groups

APRA released a discussion paper titled "Supervision of Conglomerate Groups" in March 2010. APRA is seeking to extend its current 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. The aims of the Level 3 proposals are to ensure that a Conglomerate Group holds adequate capital to protect the APRA regulated entities from potential contagion and other risks within the group.
A QIS to assess the impact of the proposed changes was completed in February 2011. Draft capital standards are expected in 2012.

## Pillar 3 Disclosures

Full details on the market disclosures required under Pillar 3, per prudential standard APS 330 "Public Disclosure of Prudential Information", are provided on the Group's website.

## Appendices

## 9. Share Capital

| Shares on Issue | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 <br> Number | 30/06/11 <br> Number | 31/12/10 <br> Number |
| Opening balance (excluding Treasury Shares deduction) | 1,558,637,244 | 1,548,907,074 | 1,548,737,374 |
| Issue of shares ${ }^{(1)}$ | 5,042,949 | - |  |
| Dividend reinvestment plan issue: ${ }^{(2)}$ |  |  |  |
| 2010/2011 Interim dividend fully paid ordinary shares \$52.92 | - | 9,682,670 | - |
| 2010/2011 Final dividend fully paid ordinary shares \$47.48 | 17,524,300 | - | - |
| Exercise of executive option plan | 76,100 | 47,500 | 169,700 |
| Closing balance (excluding Treasury Shares deduction) | 1,581,280,593 | 1,558,637,244 | 1,548,907,074 |
| Less: Treasury Shares ${ }^{(3)}$ | $(6,774,861)$ | $(6,363,549)$ | $(6,619,596)$ |
| Closing balance | 1,574,505,732 | 1,552,273,695 | 1,542,287,478 |

(1) The Group acquired $100 \%$ of the issued share capital of Count Financial Limited during the period for purchase consideration of $\$ 372$ million. This was part funded through the issue of $5,042,949$ CBA ordinary shares.
(2) The DRP in respect of the 2009/2010 final dividend was satisfied in full through the on market purchase and transfer of $13,123,121$ shares to participating shareholders.
(3) Relates to Treasury shares held within the life insurance statutory funds and the employees share scheme trust.

## Dividend Franking Account

After fully franking the interim dividend to be paid for the half year ended 31 December 2011, the amount of credits available at the $30 \%$ tax rate to frank dividends for subsequent financial years, is $\$ 435$ million (June 2011: $\$ 510$ million; December 2010: $\$ 642$ million). This figure is based on the franking accounts of the Bank at 31 December 2011, adjusted for franking credits that will arise from the payment of income tax payable on profits for the half 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 31 December 2011.

## Dividends

The Directors have declared a fully franked interim dividend of 137 cents per share amounting to $\$ 2,166$ million. There is no foreign conduit income attributed to the final dividend. The dividend will be payable on 5 April 2012 to shareholders on the register at 5:00pm EST on 24 February 2012.

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;
- $\quad$ 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 Bank expects to issue around $\$ 542$ million of ordinary shares in respect of the Dividend Reinvestment Plan for the interim dividend for the half year ended 31 December 2011.

## Record Date

The register closes for determination of dividend entitlement and for participation in the DRP at 5:00pm EST on 24 February 2012 at Link Market Services Limited, Locked Bag A14, Sydney South, NSW 1235.

## Ex-Dividend Date

The ex-dividend date is 20 February 2012.

## Appendices

## 10. Intangible Assets

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
|  | \$M | \$M | \$M |
| Intangible Assets |  |  |  |
| Goodwill | 7,624 | 7,399 | 7,430 |
| Computer software costs | 1,480 | 1,297 | 1,100 |
| Core deposits ${ }^{(1)}$ | 282 | 317 | 353 |
| Management fee rights ${ }^{(2)}$ | 316 | 311 | 311 |
| Brand name ${ }^{(3)}$ | 190 | 186 | 186 |
| Other ${ }^{(4)}$ | 134 | 93 | 102 |
| Total intangible assets | 10,026 | 9,603 | 9,482 |
| Goodwill |  |  |  |
| Purchased goodwill | 7,624 | 7,399 | 7,430 |
| Accumulated impairment | - | - | - |
| Total goodwill | 7,624 | 7,399 | 7,430 |
| Computer Software Costs |  |  |  |
| Cost | 2,182 | 1,895 | 1,758 |
| Accumulated amortisation | (698) | (598) | (619) |
| Accumulated impairment | (4) | - | (39) |
| Total computer software costs | 1,480 | 1,297 | 1,100 |
| Core Deposits ${ }^{(1)}$ |  |  |  |
| Cost | 495 | 495 | 495 |
| Accumulated amortisation | (213) | (178) | (142) |
| Total core deposits | 282 | 317 | 353 |
| Management Fee Rights ${ }^{(2)}$ |  |  |  |
| Cost | 316 | 311 | 311 |
| Total management fee rights | 316 | 311 | 311 |
| Brand Name ${ }^{(3)}$ |  |  |  |
| Cost | 190 | 186 | 186 |
| Total brand name | 190 | 186 | 186 |
| Other ${ }^{(4)}$ |  |  |  |
| Cost | 253 | 203 | 202 |
| Accumulated amortisation | (119) | (110) | (100) |
| Total other | 134 | 93 | 102 |

(1) Core deposits represents the value of the Bankwest deposit base compared to the avoided cost of alternative funding sources such as securitisation and wholesale funding. This asset has a useful life of seven years based on the weighted average attrition rates of the Bankwest deposit portfolio.
(2) Management fee rights have an indefinite useful life under the contractual terms of the management agreements and are subject to an annual impairment. No impairment was required as a result of this assessment.
(3) 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. This asset has an indefinite useful life, so is not subject to amortisation.
(4) Other includes the value of credit card relationships acquired from Bankwest. This value represents future net income generated from the relationships that existed at Balance Sheet date. The asset has a useful life of ten years based on the attrition rates of the Bankwest credit cardholders.

## Appendices

## 11. ASX Appendix 4D

| Cross Reference Index | Page |
| :--- | ---: |
| Details of reporting period and previous period (Rule 4.2A.3 Item No. 1) | Inside front cover |
| Results for Announcement to the Market (Rule 4.2A.3 Item No. 2) | Inside front cover |
| Dividends (Rule 4.2A.3 Item No. 5) | 80 |
| Dividend dates (Rule 4.2A.3 Item No. 5) | Inside front cover |
| Dividend Reinvestment Plan (Rule 4.2A.3 Item No. 6) | 80 |
| Net tangible assets per security (Rule 4.2A.3 Item No. 3) | 91 |
| Commentary on Results (Rule 4.2A.3 Item No. 2.6) | 2 |

## Compliance Statement

This interim report for the half year ended 31 December 2011 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 period.

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


[^9]Company Secretary
15 February 2012
11. ASX Appendix 4D (continued)

Details of entities over which control was gained during the half year (Rule 4.2A.3 Item No. 4)
Ownership Interest
Held (\%)

Details of associates and joint ventures (Rule 4.2A. 3 Item No. 7)
As at 31 December $2011 \quad$ Ownership interest held (\%)
Acadian Asset Management (Australia) Limited $\quad 50 \%$

Aegis Correctional Partnership Trust $\quad 50 \%$
Aegis Securitisation Trust $\quad 50 \%$
Aegis Correctional Partnership Pty Ltd $\quad 50 \%$
Aegis Securitisation Nominees Pty Ltd $\quad 50 \%$
Aspire Schools Financing (Qld) Pty Limited $50 \%$
Aspire Schools Holdings (Qld) Pty Limited $\quad 50 \%$
Equigroup Pty Limited $\quad 50 \%$
Pinnacle Education SA Holding Company Pty Ltd ${ }^{(1)} \quad 50 \%$
Sentinel Partnership Pty Ltd 50\%
First State Cinda Fund Management Company Limited $46 \%$
BoCommLife Insurance Company Limited $38 \%$
Countplus Limited $38 \%$
Aussie Home Loans Pty Limited $\quad 33 \%$
International Private Equity Real Estate Fund $\quad 33 \%$
Vipro Pty Ltd $33 \%$
452 Capital Pty Limited $\quad 30 \%$
First State European Diversified Investment Fund 30\%
Cardlink Services Limited 25\%
Cash Services Australia Pty Limited $\quad 25 \%$
Paymark Limited ${ }^{(2)} \quad 25 \%$
Bank of Hangzhou Co. Ltd. $20 \%$
Qilu Bank Co., Ltd. $20 \%$
Vietnam International Commercial Joint Stock Bank 20\%
Payments NZ Limited $\quad 19 \%$
Interchange and Settlement Limited 12\%
CFS Retail Property Trust 8\%
Commonwealth Property Office Fund $6 \%$
(1) Formally known as CIPL SA Schools Pty Limited.
(2) Formerly known as Electronic Transaction Services Limited.

## Other significant information

There is no other significant information other than as disclosed in Note 11.

## Post Balance Date Events

There have been no significant events occurring since the balance sheet date other than as disclosed in Note 11.
Foreign Entities (Rule 4.2A.3 Item No. 8)
Not applicable.

(1) Includes merger related amorisation through net interest income of $\$ 13$ million; merger related amortisation through operating expenses of $\$ 37$ million; and income tax benefit of $\$ 15$ million.
12. Profit Reconciliation (continued)
Net profit Hedging and Bankwest Treasury Policyholder Investment Net profit experience after tax after tax

"statutory basis" "statutory basis $\begin{array}{r}\text { \$M } \\ \hline 6,478 \\ 1,850 \\ \hline 8,328 \\ 1,031 \\ 532 \\ \hline 9,891 \\ - \\ \hline 9,891 \\ (4,598) \\ (558) \\ \hline 4,735 \\ (1,386) \\ (7) \\ \hline 3,342\end{array}$ | $(7)$ | $(49)$ | $(99)$ | - | - | 3,342 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 3,500 |  |  |  |  |  |

(1) Includes merger related amortisation through net interest income of $\$ 13$ million; merger related amortisation through operating expenses of $\$ 39$ million; integration expenses of $\$ 76$ million; and income tax benefit of $\$ 29$ million.
12. Profit Reconciliation (continued)
(1) Includes merger related amortisation through net interest income $\$ 13$ million; merger related amortisation through operating expense of $\$ 36$ million; integration expenses of $\$ 18$ million; and income tax benefit of $\$ 19$ million.

## Appendices

## 13. Analysis Template

| Profit Summary - Input Schedule | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 |  | Page |
|  | \$M | \$M | \$M | References |
| Net interest income | 6,551 | 6,488 | 6,170 | Page 3 |
| Other banking income | 2,020 | 1,924 | 2,059 | Page 3 |
| Total banking income | 8,571 | 8,412 | 8,229 | Page 3 |
| Funds management income | 977 | 1,024 | 1,017 | Page 3 |
| Insurance income | 501 | 398 | 458 | Page 3 |
| Total operating income | 10,049 | 9,834 | 9,704 | Page 3 |
| Investment experience | 56 | 86 | 35 | Page 3 |
| Total income | 10,105 | 9,920 | 9,739 | Page 3 |
| Operating Expense |  |  |  |  |
| Retail Banking Services | $(1,490)$ | $(1,486)$ | $(1,417)$ | Page 15 |
| Business and Private Banking | (675) | (682) | (653) | Page 17 |
| Institutional Banking and Markets | (425) | (413) | (415) | Page 19 |
| Wealth Management - operating expenses | (680) | (661) | (619) | Page 21 |
| Wealth Management - volume expenses | (292) | (271) | (250) | Page 21 |
| New Zealand | (355) | (356) | (348) | Page 25 |
| Bankwest | (430) | (441) | (428) | Page 29 |
| Other | (255) | (173) | (278) | Page 31 |
| Total operating expenses | $(4,602)$ | $(4,483)$ | $(4,408)$ | Page 3 |
| Profit before loan impairment expense | 5,503 | 5,437 | 5,331 |  |
| Loan impairment expense | (545) | (558) | (722) | Page 3 |
| Net profit before income tax | 4,958 | 4,879 | 4,609 | Page 3 |
| Corporate tax expense | $(1,373)$ | $(1,372)$ | $(1,265)$ | Page 3 |
| Operating profit after tax | 3,585 | 3,507 | 3,344 |  |
| Non-controlling interests | (9) | (7) | (9) | Page 3 |
| Net profit after tax - ("cash basis") | 3,576 | 3,500 | 3,335 | Page 3 |
| Treasury shares valuation adjustment (after tax) | 1 | (10) | (12) | Page 84 |
| Hedging and IFRS volatility (after tax) | 115 | (49) | (216) | Page 3 |
| Loss on disposal of controlled entities/investments (after tax) | - | - | (7) | Page 86 |
| Bankwest non-cash items (after tax) | (35) | (99) | (48) | Page 84 |
| Count Financial acquisition costs (after tax) | (33) | - | - | Page 84 |
| Net profit after tax - ("statutory basis") | 3,624 | 3,342 | 3,052 | Page 3 |
| Total Operating Income |  |  |  |  |
| Retail Banking Services | 3,894 | 3,857 | 3,664 | Page 15 |
| Business and Private Banking | 1,572 | 1,533 | 1,506 | Page 17 |
| Institutional Banking and Markets | 1,164 | 1,207 | 1,260 | Page 19 |
| Wealth Management (net of volume expenses) | 1,017 | 1,007 | 1,072 | Page 21 |
| New Zealand | 708 | 694 | 683 | Page 25 |
| Bankwest | 851 | 843 | 797 | Page 29 |
| Other | 551 | 422 | 472 | Page 31 |

## Appendices

## 13. Analysis Template (continued)



[^10]
## Appendices

13. Analysis Template (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
| Ratios - Output Summary | \$M | \$M | \$M |
| EPS |  |  |  |
| Net profit after tax - ("cash basis") | 3,576 | 3,500 | 3,335 |
| Less distribution - other equity instruments | (20) | (20) | (22) |
| Adjusted profit for EPS calculation | 3,556 | 3,480 | 3,313 |
| Average number of shares (M) | 1,564 | 1,551 | 1,546 |
| Earnings per share - cash basis (cents) ${ }^{(1)}$ | 227.2 | 224.4 | 214.3 |
| Interest expense (after tax) - Perls III | 25 | 25 | 25 |
| Interest expense (after tax) - Perls IV | 23 | 23 | 23 |
| Interest expense (after tax) - Perls V | 45 | 44 | 43 |
| Interest expense (after tax) - TPS | 11 | 10 | 12 |
| Interest expense (after tax) - Convertible notes | - | 13 | 17 |
| Profit impact of assumed conversions (after tax) | 104 | 115 | 120 |
|  |  |  |  |
| Weighted average number of shares - Perls III (M) | 24 | 24 | 24 |
| Weighted average number of shares - Perls IV (M) | 30 | 29 | 29 |
| Weighted average number of shares - Perls V (M) | 41 | 40 | 40 |
| Weighted average number of shares - TPS (M) | 12 | 11 | 11 |
| Weighted average number of shares - Convertible Notes (M) | - | 15 | 18 |
| Weighted average number of shares - Executive Options (M) | 1 | 2 | 1 |
| Weighted average number of shares - dilutive securities (M) | 108 | 121 | 123 |
| Adjusted cash profit for EPS calculation | 3,556 | 3,480 | 3,313 |
| Add back profit impact of assumed conversions (after tax) | 104 | 115 | 120 |
| Adjusted diluted profit for EPS calculation | 3,660 | 3,595 | 3,433 |
| Average number of shares (M) | 1,564 | 1,551 | 1,546 |
| Add back weighted average number of shares (M) | 108 | 121 | 123 |
| Diluted average number of shares (M) | 1,672 | 1,672 | 1,669 |
| Earnings per share diluted - cash basis (cents) ${ }^{(1)}$ | 218.7 | 215.1 | 205.7 |
| Net profit after tax - ("statutory basis") | 3,624 | 3,342 | 3,052 |
| Less distribution - other equity instruments | (20) | (20) | (22) |
| Adjusted profit for EPS calculation | 3,604 | 3,322 | 3,030 |
| Average number of shares ( M ) | 1,561 | 1,547 | 1,542 |
| Earnings per share - statutory basis (cents) ${ }^{(1)}$ | 230.8 | 214.7 | 196.5 |

(1) EPS calculations based on NPAT, interest expense, distributions and number of shares prior to rounding to the nearest million.

## Appendices

13. Analysis Template (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31/12/11 | 30/06/11 | 31/12/10 |
| Ratios - Output Summary | \$M | \$M | \$M |
| DPS |  |  |  |
| Dividends |  |  |  |
| Dividends per share (cents) | 137 | 188 | 132 |
| No of shares at end of period (M) | 1,581 | 1,559 | 1,549 |
| Total dividends | 2,166 | 2,930 | 2,045 |
| Dividend payout ratio - cash basis |  |  |  |
| Net profit after tax - ("cash basis") | 3,576 | 3,500 | 3,335 |
| NPAT - available for distribution to ordinary shareholders | 3,556 | 3,480 | 3,313 |
| Total dividends | 2,166 | 2,930 | 2,045 |
| Payout ratio - cash basis (\%) | 60.9 | 84.2 | 61.7 |
| Dividend cover |  |  |  |
| NPAT - available for distribution to ordinary shareholders | 3,556 | 3,480 | 3,313 |
| Total dividends | 2,166 | 2,930 | 2,045 |
| Dividend cover - cash basis (times) | 1.6 | 1.2 | 1.6 |

ROE
Return on equity - cash basis

| Average net assets | 38,081 | 36,318 | 35,460 |
| :---: | :---: | :---: | :---: |
| Less: |  |  |  |
| Average non-controlling interests | (528) | (526) | (524) |
| Average other equity instruments | (939) | (939) | (939) |
| Average equity | 36,614 | 34,853 | 33,997 |
| Add average treasury shares | 306 | 298 | 300 |
| Net average equity | 36,920 | 35,151 | 34,297 |
| Net profit after tax - cash basis | 3,576 | 3,500 | 3,335 |
| Less distribution - other equity instruments | (20) | (20) | (22) |
| Adjusted profit for ROE calculation | 3,556 | 3,480 | 3,313 |
| Return on equity - cash basis (\%) | 19.2 | 20.0 | 19. 2 |
| Return on equity - statutory basis |  |  |  |
| Average net assets | 38,081 | 36,318 | 35,460 |
| Average non-controlling interests | (528) | (526) | (524) |
| Average other equity interests | (939) | (939) | (939) |
| Average equity | 36,614 | 34,853 | 33,997 |
| Net profit after tax - statutory basis | 3,624 | 3,342 | 3,052 |
| Less distribution other equity instruments | (20) | (20) | (22) |
| Adjusted profit for ROE calculation | 3,604 | 3,322 | 3,030 |
| Return on equity - statutory basis (\%) | 19.6 | 19.2 | 17.7 |

## NIM

| Net interest income (excluding securitisation) | $\mathbf{6 , 5 1 1}$ | 6,461 | 6,140 |
| :--- | ---: | ---: | ---: |
| Average interest earning assets (excluding securitisation) | $\mathbf{6 0 1 , 2 4 4}$ | 578,982 | 573,800 |
| NIM (\%pa) | $\mathbf{2 . 1 5}$ | 2.25 | 2.12 |

## Appendices

13. Analysis Template (continued)


## Appendices

## 14. Summary

| Group | Page |  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs Jun 11 \% | Dec 11 vs Dec 10 \% |
| Net profit after tax ("cash basis") | \$M | 3 | 3,576 | 3,500 | 3,335 | 2 | 7 |
| Treasury shares valuation adjustment (after tax) | \$M | 84 | 1 | (10) | (12) | large | large |
| Hedging and IFRS volatility (after tax) | \$M | 3 | 115 | (49) | (216) | large | large |
| Loss on disposal of controlled entities/investments (after tax) | \$M | 86 | - | - | (7) | - | (100) |
| Bankwest non-cash items (after tax) | \$M | 84 | (35) | (99) | (48) | (65) | (27) |
| Count Financial acquisition costs (after tax) | \$M | 84 | (33) | - | - | large | large |
| Net profit after tax ("statutory basis") | \$M | 3 | 3,624 | 3,342 | 3,052 | 8 | 19 |
| Earnings per share ("cash basis") - basic | cents | 4 | 227.2 | 224.4 | 214.3 | 1 | 6 |
| Dividends per share (fully franked) | cents | 4 | 137 | 188 | 132 | (27) | 4 |
| Dividend pay-out ratio ("cash basis") | \% | 4 | 60.9 | 84.2 | 61.7 | large | (80)bpts |
| Common Equity | \% | 6 | 7. 67 | 7. 66 | 7. 35 | 1 bpt | 32 bpts |
| Tier One Capital | \% | 6 | 9. 90 | 10. 01 | 9. 71 | (11)bpts | 19 bpts |
| Total Capital | \% | 6 | 11. 11 | 11.70 | 11.50 | (59)bpts | (39)bpts |
| Number of full time equivalent staff | No. |  | 45,810 | 46,060 | 45,025 | (1) | 2 |
| Return on equity ("cash basis") | \% | 4 | 19. 2 | 20.0 | 19. 2 | (80)bpts | - |
| Return on equity ("statutory basis") | \% | 4 | 19.6 | 19. 2 | 17.7 | 40 bpts | 190 bpts |
| Weighted average no. of shares ("statutory basis") - basic | M | 4 | 1,561 | 1,547 | 1,542 | 1 | 1 |
| Net tangible assets per share | \$ | 91 | 17. 32 | 16. 82 | 15. 75 | 3 | 10 |
| Net interest income | \$M | 3 | 6,551 | 6,488 | 6,170 | 1 | 6 |
| Net interest margin | \% | 6 | 2. 15 | 2. 25 | 2. 12 | (10)bpts | 3 bpts |
| Other banking income ("cash basis") | \$M | 3 | 2,020 | 1,924 | 2,059 | 5 | (2) |
| Other banking income/total banking income | \% |  | 23.6 | 22.9 | 25.0 | 70 bpts | (140) bpts |
| Operating expense to total operating income | \% | 6 | 45.8 | 45.6 | 45.4 | 20 bpts | 40 bpts |
| Average interest earning assets | \$M | 6 | 601,244 | 578,982 | 573,800 | 4 | 5 |
| Average interest bearing liabilities | \$M | 6 | 564,743 | 540,772 | 536,948 | 4 | 5 |
| Loan impairment expense | \$M | 3 | 545 | 558 | 722 | (2) | (25) |
| Impairment expense annualised as a \% of average gross loans and acceptances | \% | 11 | 0.21 | 0. 22 | 0. 28 | (1) bpt | (7)bpts |
| Individually assessed provisions for impairment as a \% of gross impaired assets | \% | 11 | 44.69 | 40. 12 | 41.84 | 457 bpts | 285 bpts |
| Risk weighted assets | \$M | 11 | 297,705 | 281,711 | 285,563 | 6 | 4 |
| Retail Banking Services |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 6 | 1,439 | 1,457 | 1,397 | (1) | 3 |
| Operating expense to total banking income | \% | 6 | 38.3 | 38.5 | 38.7 | (20)bpts | (40)bpts |
| Business and Private Banking |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 6 | 551 | 528 | 502 | 4 | 10 |
| Operating expense to total banking income | \% | 6 | 42.9 | 44.5 | 43.4 | (160) bpts | (50)bpts |
| Institutional Banking and Markets |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 6 | 547 | 506 | 498 | 8 | 10 |
| Operating expense to total banking income | \% | 6 | 36.5 | 34.2 | 32.9 | 230 bpts | 360 bpts |

## Appendices

14. Summary (continued)

|  | Page |  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 31/12/11 | 30/06/11 | 31/12/10 | Dec 11 vs Jun 11 \% | Dec 11 vs <br> Dec 10 \% |
| Wealth Management |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 6 | 272 | 283 | 359 | (4) | (24) |
| Underlying profit after tax | \$M | 21 | 249 | 252 | 329 | (1) | (24) |
| Investment experience after tax | \$M | 21 | 23 | 31 | 30 | (26) | (23) |
| Funds Under Administration - (average) | \$M | 6 | 186,266 | 191,252 | 186,849 | (3) |  |
| Funds Under Administration - (spot) | \$M | 22 | 184,045 | 188,511 | 191,454 | (2) | (4) |
| Net funds flows | \$M | 23 | 2,248 | $(2,887)$ | 2,995 | large | (25) |
| Average inforce premiums | \$M | 6 | 1,724 | 1,608 | 1,580 | 7 | 9 |
| Annual Inforce premiums - (spot) | \$M | 22 | 1,807 | 1,640 | 1,575 | 10 | 15 |
| Funds management income to average FUA | \% | 6 | 1.01 | 1. 05 | 1. 04 | (4)bpts | (3)bpts |
| Insurance income to average inforce premiums | \% | 6 | 42.0 | 35.7 | 42. 7 | large | (70)bpts |
| Operating expense to net operating income | \% | 6 | 66.9 | 65.6 | 57.7 | 130 bpts | large |
| New Zealand |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 6 | 258 | 236 | 234 | 9 | 10 |
| Underlying profit after tax | \$M | 25 | 263 | 235 | 234 | 12 | 12 |
| Funds Under Administration - (average) | \$M | 6 | 8,155 | 7,599 | 7,162 | 7 | 14 |
| Funds Under Administration - (spot) | \$M |  | 8,123 | 8,040 | 7,277 | 1 | 12 |
| Average inforce premiums | \$M | 6 | 456 | 442 | 442 | 3 | 3 |
| Annual Inforce premiums - (spot) | \$M |  | 460 | 451 | 433 | 2 | 6 |
| Funds management income to average FUA | \% | 6 | 0.51 | 0.53 | 0.55 | (2)bpts | (4) bpts |
| Insurance income to average inforce premiums | \% | 6 | 50.6 | 47.9 | 47.6 | 270 bpts | 300 bpts |
| Operating expense to total operating income | \% | 6 | 50.1 | 51.3 | 51.0 | (120)bpts | (90)bpts |
| Bankwest |  |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 6 | 268 | 239 | 224 | 12 | 20 |
| Operating expense to total banking income | \% | 6 | 50.5 | 52.3 | 53.7 | (180)bpts | (320) bpts |

## 15. Foreign Exchange Rates

| Exchange Rates Utilised |  | As at |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  |  | $\mathbf{3 1 / 1 2 / 1 1}$ | $\mathbf{3 0 / 0 6 / 1 1}$ | $\mathbf{3 1 / 1 2 / 1 0}$ |
| AUD $1.00=$ | USD | $\mathbf{1 . 0 1 5 9}$ | 1.0740 | 1.0170 |
|  | EUR | $\mathbf{0 . 7 8 5 5}$ | 0.7410 | 0.7648 |
|  | GBP | $\mathbf{0 . 6 5 9 1}$ | 0.6677 | 0.6587 |
|  | JPY | $\mathbf{7 8 . 7 6 6 4}$ | 86.3984 | 82.8878 |

## Appendices

## 16. Definitions

Term Description
$\left.\begin{array}{ll}\text { Bankwest } & \begin{array}{l}\text { Bankwest is a full service bank active in all domestic market segments, with lending diversified } \\ \text { between the business, rural, housing and personal markets, including a full range of deposit } \\ \text { products. Bankwest also provides specialist services in international banking and project finance. }\end{array} \\ \text { Business and Private Banking } & \begin{array}{l}\text { Business and Private Banking provides specialised banking services to relationship managed } \\ \text { business and Agribusiness customers, private banking to high net worth individuals and margin } \\ \text { lending and trading through CommSec. In addition commission is received for the distribution of } \\ \text { retail banking products through the Business and Private Banking network. }\end{array} \\ \text { Corporate Centre and Group wide } & \begin{array}{l}\text { Corpore Centre includes the results of unallocated Group support functions such as Investor } \\ \text { Relations, Group Strategy, Secretariat and Treasury. Group wide Eliminations/Unallocated } \\ \text { includes intra-group elimination entries arising on consolidation, centrally raised provisions and } \\ \text { other unallocated revenue and expenses. }\end{array} \\ \text { Eliminations/Unallocated } & \begin{array}{l}\text { This represents satisfaction with Main Financial Institution (MFI) based on the relationship with } \\ \text { the financial institution as measured by Roy Morgan Research. The figures are six months rolling }\end{array} \\ \text { averages and are based on respondents aged 14+. The measure is the percentage of } \\ \text { customers who answered as being either "very satisfied" or "fairly satisfied" with their MFI. }\end{array}\right\}$

IFS Asia incorporates the Asian retail and SME banking operations (Indonesia, China, Vietnam and India), investments in Chinese and Vietnamese retail banks, the joint venture life insurance business and life insurance operations in Indonesia. It does not include the Business and Private Banking, Institutional Banking and Markets and Colonial First State Global Asset Management businesses in Asia.

Represents net profit after tax and non-controlling interests before Bankwest non-cash items, the gain/loss on disposal of controlled entities/investments, treasury shares valuation adjustment, Count Financial acquisition costs and unrealised gains and losses related to hedging and IFRS volatility. This is Management's preferred measure of the Group's financial performance

Represents net profit after tax and non-controlling interests, Bankwest non-cash items, the gain/loss on disposal of controlled entities/investments, treasury shares valuation adjustment, Count Financial acquisition costs and unrealised gains and losses related to hedging and IFRS volatility. This is equivalent to the statutory item "Net profit attributable to Equity holders of the Bank".

Represents net profit after tax ("cash basis") excluding investment experience.
Net profit after tax ("Underlying basis")
Net tangible assets per share

New Zealand

Operating expense to
net operating income ratio
Other Overseas

## Appendices

16. Definitions (continued)

| Term | Description |
| :---: | :---: |
| Retail Banking Services | Retail Banking Services includes both the manufacturing of home loan, consumer finance and retail deposit products and the sales and servicing of all Retail bank customers. In addition commission is received for the distribution of business and wealth management products through the retail distribution network. |
| Return on average shareholders' equity Cash basis | Based on cash net profit after tax and non-controlling interests less other equity instruments' distributions applied to average shareholders' equity, excluding non-controlling interests, other equity instruments and treasury shares. |
| Return on average shareholders' equity Statutory basis | Based on net profit after tax ("statutory basis") less other equity instruments' distributions applied to average shareholders' equity, excluding non-controlling interests and other equity instruments. |
| Staff numbers | Staff numbers include the full time equivalent number of all permanent full time staff, part time staff equivalents and external contractors employed by third party agencies. |
| Wealth Management | Wealth Management includes the Global Asset Management (including operations in Asia), Platform Administration and Life and General Insurance businesses of the Australian operations. |
| Weighted average number of shares ("Cash basic") | Includes an adjustment to exclude "Treasury Shares" related to investment in the Bank's shares held by the employee share scheme trust. |
| Weighted average number of shares ("Statutory basic") | Includes an adjustment to exclude "Treasury Shares" related to investments in the Bank's shares held by both the life insurance statutory funds and by the employee share scheme trust. |

## Appendices

## 17. Market Share Definitions

## Retail Banking Services

| Home Loans | CBA Total Housing Loans (APRA) + CBA Securitised Housing Loans (APRA) + Homepath Balance <br> Total Housing Loans (incl securitisations) (from RBA which includes NBFI's unlike APRA) |
| :--- | :--- |
| Credit Cards | CBA Personal Credit Card Lending (APRA) <br> Credit Cards excluding those issued to Business with Interest Free + without Interest Free <br> (from RBA which includes NBFI's unlike APRA) |
| Personal Lending <br> (Other Household <br> Lending) | CBA Term Personal Lending + 88\% of Margin Lending balances + Personal Leasing + Revolving credit |
| Other Loans to Households (APRA) |  |
| Household Deposits | Total transaction and investment account deposit balances recorded on the domestic books of CBA from individual <br> Australian residents excluding self-managed superannuation funds (as per APRA definitions) <br> Total Bank Household Deposits (from APRA monthly banking statistics) |
| Retail Deposits | CBA Deposits from Residents excluding those by Banks, other ADIs and Governments and also excluding FX AUD <br> equivalent |
| Total RBA: Current Deposits with banks + Term (excl CD's) + Other with banks (from RBA monthly bulletin statistics) |  |

## Business Market Share

Business Lending Loans to residents that are recorded on the domestic books of CBA within the non-financial corporation's sector, where this sector comprises private trading corporations, private unincorporated businesses and commonwealth, state, territory and local government non-financial corporation's (as per lending balances submitted to APRA in ARF 320.0)
Total loans to the non-financial corporation's sector for all licensed banks that submit to APRA

CBA and CBFC (subsidiary) business lending and credit (specific 'business lending' categories in lodged APRA returns ARF 320.0 Statement of Financial Position Domestic Book, ARF 320.1 Debt Securities Held and ARF 320.4 Accepted and

## Business Lending

(RBA) Endorsed Bills)
Total of business lending and credit to the private non-financial sector by all financial intermediaries (sourced from RBA table Lending \& Credit Aggregates which is in turn sourced from specific 'business lending' categories in lodged APRA returns 320.0, 320.1 and 320.4) (includes bills on issue and securitised business loans)

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

Equities Trading
Twelve months rolling average of total value of equities trades
Twelve months rolling average of total value of equities market trades as measured by ASX

## Wealth Management

| Australian Retail | Total funds in CBA Wealth Management retail investment products (including WM products badged by other parties) |
| :---: | :---: |
|  | Total funds in retail investment products market (from Plan for Life) |
| FirstChoice | Total funds in FirstChoice platform |
| Platform | Total funds in platform/masterfund market (from Plan for Life) |
| Australia | Total risk inforce premium of all CBA Group Australian life insurance companies |
| (Total Life Insurance Risk) | Total risk inforce premium for all Australian life insurance companies (from Plan for Life) |
| Australia (Individual Life | (Individual lump sum + individual risk income) inforce premium of all CBA Group Australian life insurance companies |
| Insurance Risk) | Individual risk inforce premium for all Australian life insurance companies (from Plan for Life) |

[^11]
## Appendices

## 17. Market Share Definitions (continued)



| New Zealand |  |
| :--- | :--- |
| Lending for housing | All ASB residential mortgages to personal customers for housing purposes (including off balance sheet) |
|  | Total New Zealand residential mortgages to personal customers for housing purposes (from New Zealand Reserve Bank) |
|  | All New Zealand dollar claims on ASB Balance Sheet excluding agriculture, Finance, Insurance, Government, Household and |
|  | Lon-Resident sector loans |

The RBA and APRA restate the total of all financial intermediaries retrospectively when required. This may be due to a change in definition, the inclusion of a new participant or correction of errors in prior returns


[^0]:    (1) Average interest earning assets and average interest bearing liabilities have been adjusted to remove the impact of securitisation. Refer to Average Balances and Related Interest in Appendix 3.
    (2) Comparatives have been restated for the impact of business resegmentation.
    (3) Net operating income represents total operating income less volume expenses.

[^1]:    (1) Excludes provisions for impairment which are included in Other Assets.

[^2]:    (1) Other assets include intangible assets and derivative assets, and Other non-interest bearing liabilities include derivative liabilities.
    (2) Comparatives have been restated for the impact of business resegmentation with Group Treasury.

[^3]:    (1) FUM \& FUA do not include the Group's interest in the China Cinda JV.
    (2) This asset class includes wholesale and listed property trusts as well as indirect listed property securities funds which are traded through the ASX.
    (3) Comparatives have been realigned with Management's view.
    (4) St Andrew's Insurance business was sold effective 1 July 2010.

[^4]:    (1) Includes amounts due to Group companies (31 December 2011: $\$ 16.2$ billion; 30 June 2011: $\$ 16.5$ billion; 31 December 2010: $\$ 15.7$ billion).

[^5]:    (1) The New Zealand corporate tax rate reduced from $30 \%$ to $28 \%$ for tax years starting on or after 1 April 2011. This change was effective for the Group from 1 July 2011.
    (2) Comparative effective tax rates have been adjusted for the reallocation of central capital charges to Bankwest.
    (3) Comparative effective tax rates have been adjusted for the impact of business resegmentation.

[^6]:    (1) Personal includes personal loans, credit cards, and margin loans.
    (2) Comparisons between reporting periods are impacted by the reclassification of net swap interest from Net interest income to Other banking income related to certain economic hedges which do not qualify for IFRS hedge accounting.
    (3) Used for calculating net interest margin.

[^7]:    (1) Average VaR is at 1 day $97.5 \%$ confidence, and is calculated for each six month period.

[^8]:    (1) Available-for-sale investments (AFS).
    (2) Facilities provided to companies with operations in Australia and New Zealand.

[^9]:    John Baton

[^10]:    (1) Average of reporting period balances.

[^11]:    The RBA and APRA restate the total of all financial intermediaries retrospectively when required. This may be due to a change in definition, the inclusion of a new participant or correction of errors in prior returns.

