

Profit Announcement

For the Half Year Ended<br>30 December 2016

## ASX Appendix 4D

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

| Report for the half year ended 31 December 2016 | \$M |  |
| :--- | ---: | ---: |
| Revenue from ordinary activities | 22,607 | Up 3\% |
| Profit/(loss) from ordinary activities after tax attributable to Equity holders | 4,895 | Up $6 \%$ |
| Net profit/(loss) for the period attributable to Equity holders | 4,895 | Up $6 \%$ |
| Dividends (distributions) |  | 199 |
| Interim dividend - fully franked (cents per share) |  | 23 February 2017 |
| 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 2016 Annual Financial Report of the Commonwealth Bank of Australia and any public announcements made in the period by the Group in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.

| Important dates for shareholders |  |
| :--- | ---: |
| Half year results announcement | 15 February 2017 |
| Ex-dividend date | 22 February 2017 |
| Record date | 23 February 2017 |
| Interim dividend payment date | 4 April 2017 |

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# Media Release <br> CBA 1H17 Results 

For the half year ended 31 December $2016{ }^{1}$
Reported 15 February 2017

## Summary

- Statutory net profit after tax (NPAT) of $\$ 4,895$ million, up $6 \%{ }^{2}$
- Cash NPAT of $\$ 4,907$ million, up $2 \%$.
- Operating income of $\$ 13,126$ million, up $6 \%$.
- Interim dividend of $\$ 1.99$ per share, up 1 cent.
- Earnings per share (cash) of $\$ 2.86$, flat.
- Return on equity (cash) of $16.0 \%$.
- Common Equity Tier 1 capital ratio of $9.9 \%$ on an APRA basis, $15.4 \%$ on an internationally comparable basis.


## Financial snapshot

| Performance | Cash basis | Underlying cash basis ${ }^{3}$ | CEO Comment: Ian Narev |
| :---: | :---: | :---: | :---: |
| Total operating income (vs 1H16) | 6\% | 3\% | "We have maintained our commitment to our long term strategy. We have invested carefully but consistently over many years, leading to ongoing revenue and balance sheet growth, and continuous innovation for our |
| Operating expenses (vs 1 1 H 16 ) | 9\% | 1\% |  |
| Operating performance (vs 1H16) | 4\% | 4\% |  |
| Cost-to-income | 43.3\% | 41.5\% | customers. At the same time, our emphasis on |
| Loan impairment expense (vs 1H16) | 17 bpts - flat |  | productivity has ensured that expense growth is fit for the |
| Net interest margin (vs 1H16) | 2.11\% - down 4 bpts |  | times." |

## Managing for today's environment

- Income growth, combined with cost control, delivered "positive jaws" for the Group on an underlying basis. ${ }^{3}$
- Strong home lending and solid corporate lending, together with growth in deposits, underpinned income.
- Productivity measures delivered lower expenses, with the Group's cost-to-income ratio falling 60 basis points to $41.5 \%$ on an underlying basis.
- Margins were impacted by higher funding costs, with the Group's net interest margin down 4 basis points to $2.11 \%$.


## Positive jaws



[^0]
## More satisfied customers

## Retail customer satisfaction



Dec 06
Dec 16

As at 31 December 2016, the Group ranked:

- \#1 for retail customer satisfaction for 19 consecutive months (Roy Morgan Research Retail MFI Customer Satisfaction);
- \#1 or equal \#1 for small business customer satisfaction for 28 consecutive months and \#1 or equal \#1 for large corporates for 4 years (DBM); 4
- \#1 for online and mobile banking (CANSTAR);
- \#1 for wealth (Wealth Insights Platform Service Level Survey); and
- \#1 for International Financial Services (PT Bank Commonwealth Indonesia, MRI Standards for Customer Service Excellence).


## Deposit growth

- Customer satisfaction supported growth in deposits across the Group, with Group transaction balances up $18 \%$.
- Retail Banking Services achieved $30 \%$ growth in transaction deposits and a $16 \%$ increase in new transaction accounts (including offset accounts).
- Total customer deposits increased $8 \%$ to $\$ 541$ billion, and contributed $66 \%$ of total Group funding.

Group transaction balances
(\$m)


Dec 14
Dec 15
Dec 16

Includes non-interest bearing deposits

## Consistent dividends

Interim dividend
(cents per share)


The Group's performance supported the Board's aim of consistent dividends for shareholders.

- Interim dividend of $\$ 1.99$, fully franked, up 1 cent.
- Dividend payout ratio of $70 \%$ of cash NPAT.
- Ex-dividend date - 22 February 2017.
- Record Date - 23 February 2017.
- Interim dividend payment date - 4 April 2017.
- The dividend reinvestment plan (DRP) continues to apply with no discount, and the deadline for notifying participation in the DRP is 24 February 2017.

[^1]
## Capital

Common Equity Tier 1


Wholesale funding
Portfolio Tenor (years)


## Liquidity

\$bn


- Capital generated by earnings was offset primarily by APRA's requirement to hold an additional 80 basis points of capital for Australian residential mortgages (implemented 1 July 2016) and the 2016 full year dividend. CBA ranks near the top of the top quartile of international peer banks for CET1.
- The Group strengthened its funding position in the period, with the average tenor of long term wholesale funding increasing to 4.2 years.
- The Group's Liquidity Coverage Ratio (LCR) increased to $135 \%$ and the leverage ratio was $4.9 \%$ (APRA basis).


## Credit quality

Loan impairment expense
Group (basis points)


## Consumer arrears

90+ days

 Pro Forma

- Overall, loan impairment expense (LIE) remains low, at 17 basis points of gross loans and acceptances.
- Consumer LIE was flat at 18 basis points, while corporate LIE fell to 14 basis points from 20 basis points (both on the prior financial year).
- Personal loan arrears were seasonally lower, although still elevated in Western Australia.
- Home loan arrears continue at low levels, despite higher arrears in Western Australia.


## Delivering on our Vision

In the six months ended 31 December 2016, CBA continued to secure the financial wellbeing of people, businesses and communities by providing trusted services and funding community initiatives.

- \$109 billion in new lending to personal and business customers.
- 140,000 new home loans, including 15,000 for first home buyers.
- $\$ 3.5$ billion in new loans to 12,700 small businesses.
- $\$ 1.2$ billion in new lending to farmers and other rural customers.
- 1.5 million new deposit accounts.
- $\$ 132$ million of investment into the community through donations, volunteer time and support for local projects.



## Delivering innovation



## Digital banking

- TYME, CBA's wholly owned financial services technology company in South Africa, has developed a kiosk which can onboard new customers through biometric authentication in 4 minutes.
- The kiosks enable customers to transfer money and make payments, and can issue personalised debit cards.
- 685 kiosks have been installed in-store at Pick $n$ Pay, one of South Africa's largest retailers.
- 100,000 customers have enrolled since launch in May 2016.


## Outlook

## CEO Comment: Ian Narev

"The combination of geopolitical volatility and weak economic recovery in parts of the world means the risk of market volatility, and indeed economic shock, remains heightened. At the same time, recent trends in the Australian economy are more positive. Our job as a major financial institution is to maintain a focus on the long term, whilst ensuring that we can withstand nearer term shocks. Our contribution to Australia's economic growth must continue to be the combination of strength and innovation that has served Australia well through global volatility. So we will continue to manage our balance sheet, and our expenditure, conservatively. But we will also continue to invest confidently so we can play our part in the bright future that we see for Australia".

## Media

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## Key financial information

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
| Group performance summary ${ }^{(1)}$ | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Net interest income | 8,743 | 8,508 | 8,427 | 3 | 4 |
| Other banking income ${ }^{(2)}$ | 2,986 | 2,444 | 2,416 | 22 | 24 |
| Total banking income | 11,729 | 10,952 | 10,843 | 7 | 8 |
| Funds management income | 1,004 | 984 | 1.032 | 2 | (3) |
| Insurance income | 393 | 308 | 487 | 28 | (19) |
| Total operating income | 13,126 | 12,244 | 12,362 | 7 | 6 |
| Investment experience | 16 | 83 | 58 | (81) | (72) |
| Total income | 13,142 | 12,327 | 12,420 | 7 | 6 |
| Operating expenses ${ }^{(3)}$ | $(5,677)$ | $(5,224)$ | $(5,210)$ | 9 | 9 |
| Loan impairment expense | (599) | (692) | (564) | (13) | 6 |
| Net profit before tax | 6,866 | 6,411 | 6,646 | 7 | 3 |
| Net profit after tax ("cash basis") | 4,907 | 4,637 | 4,808 | 6 | 2 |
| Net profit after tax ("statutory basis") | 4,895 | 4,600 | 4,623 | 6 | 6 |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
| Cash net profit after tax, by division ${ }^{(1)}$ | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Retail Banking Services | 2,466 | 2,268 | 2,272 | 9 | 9 |
| Business and Private Banking | 791 | 748 | 774 | 6 | 2 |
| Institutional Banking and Markets | 683 | 568 | 622 | 20 | 10 |
| Wealth Management | 249 | 236 | 376 | 6 | (34) |
| New Zealand | 471 | 417 | 464 | 13 | 2 |
| Bankwest | 355 | 375 | 403 | (5) | (12) |
| IFS and Other | (108) | 25 | (103) | large | 5 |
| Shareholder ratios \& performance indicators ${ }^{(1)}$ | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs <br> Dec 15 \% |
| Earnings Per Share - "cash basis" - basic (cents) | 285.8 | 270.3 | 284.6 | 6 | - |
| Return on equity - "cash basis" (\%) | 16.0 | 15.6 | 17.3 | 40 bpts | (130) bpts |
| Return on average total assets - "cash basis" (\%) | 1.0 | 1.0 | 1.1 | - | (10) bpts |
| Dividends per share - fully franked (cents) | 199 | 222 | 198 | (10) | 1 |
| Dividend payout ratio - "cash basis" (\%) | 69.9 | 82.4 | 70.8 | large | (90) bpts |
| Average interest earning assets (\$M) ${ }^{(4)}$ | 823,058 | 800,379 | 780,921 | 3 | 5 |
| Funds Under Administration - average (\$M) | 150,134 | 145,299 | 144,751 | 3 | 4 |
| Assets Under Management - average (\$M) | 206,996 | 200,075 | 203,603 | 3 | 2 |
| Net interest margin (\%) | 2.11 | 2.14 | 2.15 | (3) bpts | (4) bpts |
| Operating expenses to total operating income (\%) ${ }^{(5)}$ | 43.3 | 42.7 | 42.1 | 60 bpts | 120 bpts |

[^2]
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## Group Performance Highlights

|  | Half Year Ended ${ }^{(1)}$ <br> ("statutory basis") |  | Half Year Ended ${ }^{(1)}$ <br> ("cash basis") |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Dec 16 vs Dec 15 \% |  |  |  | Dec 16 vs | Dec 16 vs |
|  | 31 Dec 16 |  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Jun 16 \% | Dec 15 \% |
| Net profit after tax (\$M) | 4,895 | 6 | 4,907 | 4,637 | 4,808 | 6 | 2 |
| Return on equity (\%) | 16.0 | (70)bpts | 16.0 | 15.6 | 17.3 | 40 bpts | (130)bpts |
| Earnings per share - basic (cents) | 285.3 | 4 | 285.8 | 270.3 | 284.6 | 6 | - |
| Dividends per share (cents) | 199 | 1 | 199 | 222 | 198 | (10) | 1 |

(1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.

## Financial Performance

The Group's net profit after tax ("statutory basis") for the half year ended 31 December 2016 increased 6\% on the prior comparative period to $\$ 4,895$ million.
Return on equity ("statutory basis") was $16.0 \%$ and Earnings per share ("statutory basis") was 285.3 cents, an increase of $4 \%$ on the prior comparative period.

The Management Discussion and Analysis discloses the net profit after tax on both a statutory and 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 certain items that introduce volatility and/or one-off distortions of the Group's current period performance. These items, such as hedging and IFRS volatility, are calculated consistently with the prior comparative period and prior half disclosures and do not discriminate between positive and negative adjustments. A list of items excluded from statutory profit is provided in the reconciliation of the Net profit after tax ("cash basis") on page 3 and described in greater detail on page 15.
The Group's vision is to excel at securing and enhancing the financial wellbeing of people, businesses and communities. The long-term strategies that the Group has pursued to achieve this vision have continued to deliver high levels of customer satisfaction across all businesses and another solid financial result.

Operating income increased, relative to both the prior comparative period and prior half, including a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
Operating expenses increased, including a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. Underlying expenses increased due to higher staff costs, partly offset by the incremental benefit generated from productivity initiatives.
Loan impairment expense increased, primarily due to higher provisioning levels in Bankwest and Retail Banking Services. Provisioning levels remain prudent and there has been no change to the economic overlay.
Net profit after tax ("cash basis") for the half year ended 31 December 2016 increased 2\% on the prior comparative period to $\$ 4,907$ million. Cash earnings per share was 285.8 cents per share, flat on the prior comparative period.

Return on equity ("cash basis") for the half year ended 31 December 2016 was 16.0\%, a decrease of 130 basis points on the prior comparative period.

## Capital

After allowing for the implementation of the APRA requirement to hold additional capital with respect to

Australian residential mortgages, effective from 1 July 2016, the Group continued to strengthen its capital position during the half year.
As at 31 December 2016, the Basel III Common Equity Tier 1 (CET1) ratio was $15.4 \%$ on an internationally comparable basis and $9.9 \%$ on an APRA basis.

Funding
The Group continued to maintain conservative Balance Sheet settings, with a considerable portion of the Group's lending growth funded by strong growth in customer deposits, which increased to $\$ 541$ billion, up $\$ 41$ billion on the prior comparative period.

## Dividends

The interim dividend declared was $\$ 1.99$ per share, an increase of 1 cent on the prior comparative period. This represents a dividend payout ratio ("cash basis") of 69.9\%.

The interim dividend payment will be fully franked and paid on 4 April 2017 to owners of ordinary shares at the close of business on 23 February 2017 (record date). Shares will be quoted ex-dividend on 22 February 2017.

## Outlook

Prospects for the Australian economy remain encouraging. Despite the disappointing GDP numbers for the third quarter last year, income growth is on a more positive trajectory. Increased global demand for commodities and some supply cutbacks have raised prices and improved Australia's terms of trade; the negative effects on spending and jobs from the multi-year reduction in mining investment are coming to an end; and the lower Australian dollar has enabled export sensitive industries to make more of a contribution to economic growth, alongside resources and construction.
These trends can broaden the base of Australia's economy, if supported by the right trade, investment, immigration, infrastructure and taxation policies. And they could also stimulate a more vibrant services sector that takes advantage of Australia's links with the high income growth region in Asia. So we remain positive about Australia's medium to long term growth prospects, and we have the confidence to continue to invest.

In the shorter term, however, the combination of geopolitical uncertainty and weak economic recovery in parts of the world means the risk of market volatility, and indeed economic shock, remains heightened. The strength of the Australian banking system over the past decade has been critical in insulating Australia from global shocks. Given on-going challenges, we will maintain appropriate capital and liquidity levels, funding strategies and credit origination and management standards. And while continuing to invest, we will also continue to manage expenditure carefully to reflect the lower growth environment.

| Group Performance Summary | Half Year Ended ${ }^{(1)}$ ("cash basis") |  |  |  |  | Half Year Ended ${ }^{(1)}$ ("statutory basis") |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $31 \text { Dec } 15$ | Dec 16 vs | Dec 16 vs | $31 \text { Dec } 16$ | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% | \$M | Dec 15 \% |
| Net interest income | 8,743 | 8,508 | 8,427 | 3 | 4 | 8,741 | 4 |
| Other banking income ${ }^{(2)}$ | 2,986 | 2,444 | 2,416 | 22 | 24 | 2,998 | 36 |
| Total banking income | 11,729 | 10,952 | 10,843 | 7 | 8 | 11,739 | 10 |
| Funds management income | 1,004 | 984 | 1,032 | 2 | (3) | 991 | (3) |
| Insurance income | 393 | 308 | 487 | 28 | (19) | 378 | (32) |
| Total operating income | 13,126 | 12,244 | 12,362 | 7 | 6 | 13,108 | 7 |
| Investment experience | 16 | 83 | 58 | (81) | (72) | - | - |
| Total income | 13,142 | 12,327 | 12,420 | 7 | 6 | 13,108 | 7 |
| Operating expenses ${ }^{(3)}$ | $(5,677)$ | $(5,224)$ | $(5,210)$ | 9 | 9 | $(5,679)$ | 8 |
| Loan impairment expense | (599) | (692) | (564) | (13) | 6 | (599) | 6 |
| Net profit before tax | 6,866 | 6,411 | 6,646 | 7 | 3 | 6,830 | 7 |
| Corporate tax expense ${ }^{(4)}$ | $(1,950)$ | $(1,765)$ | $(1,827)$ | 10 | 7 | $(1,926)$ | 9 |
| Non-controlling interests ${ }^{(5)}$ | (9) | (9) | (11) | - | (18) | (9) | (18) |
| Net profit after tax ("cash basis") | 4,907 | 4,637 | 4,808 | 6 | 2 | n/a | n/a |
| Hedging and IFRS volatility ${ }^{(6)}$ | 8 | (49) | (150) | large | large | n/a | $\mathrm{n} / \mathrm{a}$ |
| Other non-cash items ${ }^{(6)}$ | (20) | 12 | (35) | large | (43) | n/a | n/a |
| Net profit after tax ("statutory basis") | 4,895 | 4,600 | 4,623 | 6 | 6 | 4,895 | 6 |
| Represented by: ${ }^{(1)}$ |  |  |  |  |  |  |  |
| Retail Banking Services | 2,466 | 2,268 | 2,272 | 9 | 9 |  |  |
| Business and Private Banking | 791 | 748 | 774 | 6 | 2 |  |  |
| Institutional Banking and Markets | 683 | 568 | 622 | 20 | 10 |  |  |
| Wealth Management | 249 | 236 | 376 | 6 | (34) |  |  |
| New Zealand | 471 | 417 | 464 | 13 | 2 |  |  |
| Bankwest | 355 | 375 | 403 | (5) | (12) |  |  |
| IFS and Other | (108) | 25 | (103) | large | 5 |  |  |
| Net profit after tax ("cash basis") | 4,907 | 4,637 | 4,808 | 6 | 2 |  |  |
| Investment experience after tax | (9) | (56) | (44) | (84) | (80) |  |  |
| Net profit after tax ("underlying basis") | 4,898 | 4,581 | 4,764 | 7 | 3 |  |  |

(1) Comparative information has been restated to reflect refinements to the allocation of customer balances, revenue and expense methodology including updated transfer pricing allocations, and changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
(2) The current half includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
(3) The current half includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(4) For the purposes of presentation of Net profit after tax ("cash basis"), policyholder tax benefit/(expense) components of corporate tax expense are shown on a net basis (31 December 2016: $\$ 24$ million benefit; 30 June 2016: $\$ 92$ million expense; 31 December 2015: $\$ 9$ million expense).
(5) Non-controlling interests include preference dividends paid to holders of preference shares in ASB Capital Limited and ASB Capital No. 2 Limited.
(6) Refer to page 15 for details.

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

| Key Performance Indicators | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs <br> Dec 15 \% |
| Group |  |  |  |  |  |
| Statutory net profit after tax (\$M) | 4,895 | 4,600 | 4,623 | 6 | 6 |
| Cash net profit after tax (\$M) | 4,907 | 4,637 | 4,808 | 6 | 2 |
| Net interest margin (\%) | 2. 11 | 2. 14 | 2. 15 | (3) bpts | (4)bpts |
| Net interest margin excluding Treasury and Markets (\%) | 2. 08 | 2. 13 | 2. 13 | (5) bpts | (5)bpts |
| Average interest earning assets (\$M) ${ }^{(2)}$ | 823,058 | 800,379 | 780,921 | 3 | 5 |
| Average interest bearing liabilities (\$M) ${ }^{(2)}$ | 747,236 | 730,246 | 737,226 | 2 | 1 |
| Funds Under Administration (FUA) - average (\$M) | 150,134 | 145,299 | 144,751 | 3 | 4 |
| Assets Under Management (AUM) - average (\$M) | 206,996 | 200,075 | 203,603 | 3 | 2 |
| Average inforce premiums (\$M) | 3,475 | 3,417 | 3,386 | 2 | 3 |
| Operating expenses to total operating income (\%) ${ }^{(3)}$ | 43.3 | 42.7 | 42.1 | 60 bpts | 120 bpts |
| Effective corporate tax rate ("cash basis") (\%) | 28.4 | 27.5 | 27.5 | 90 bpts | 90 bpts |
| Retail Banking Services |  |  |  |  |  |
| Cash net profit after tax (\$M) | 2,466 | 2,268 | 2,272 | 9 | 9 |
| Operating expenses to total banking income (\%) | 30.8 | 31.9 | 32.3 | (110)bpts | (150)bpts |
| Business and Private Banking |  |  |  |  |  |
| Cash net profit after tax (\$M) | 791 | 748 | 774 | 6 | 2 |
| Operating expenses to total banking income (\%) | 39. 3 | 38. 8 | 38. 7 | 50 bpts | 60 bpts |
| Institutional Banking and Markets |  |  |  |  |  |
| Cash net profit after tax (\$M) | 683 | 568 | 622 | 20 | 10 |
| Operating expenses to total banking income (\%) | 36.7 | 38. 2 | 36.6 | (150)bpts | 10 bpts |
| Wealth Management |  |  |  |  |  |
| Cash net profit after tax (\$M) | 249 | 236 | 376 | 6 | (34) |
| FUA - average (\$M) | 138,146 | 134,292 | 134,352 | 3 | 3 |
| AUM - average (\$M) | 201,967 | 195,513 | 199,294 | 3 | 1 |
| Average inforce premiums (\$M) | 2,505 | 2,480 | 2,470 | 1 | 1 |
| Operating expenses to total operating income (\%) | 73.5 | 77.8 | 63.8 | (430) bpts | large |
| New Zealand |  |  |  |  |  |
| Cash net profit after tax (\$M) | 471 | 417 | 464 | 13 | 2 |
| FUA - average (\$M) | 11,988 | 11,007 | 10,399 | 9 | 15 |
| AUM - average (\$M) | 5,029 | 4,562 | 4,309 | 10 | 17 |
| Average inforce premiums (\$M) | 715 | 682 | 664 | 5 | 8 |
| Operating expenses to total operating income (\%) ${ }^{(4)}$ | 38.0 | 40.6 | 39. 2 | (260)bpts | (120)bpts |
| Bankwest |  |  |  |  |  |
| Cash net profit after tax (\$M) | 355 | 375 | 403 | (5) | (12) |
| Operating expenses to total banking income (\%) | 41. 3 | 41.5 | 41. 1 | (20)bpts | 20 bpts |
| Capital (Basel III) |  |  |  |  |  |
| Common Equity Tier 1 (Internationally Comparable) (\%) ${ }^{(5)}$ | 15. 4 | 14.4 | 14.3 | 100 bpts | 110 bpts |
| Common Equity Tier 1 (APRA) (\%) | 9.9 | 10.6 | 10. 2 | (70)bpts | (30)bpts |
| Leverage Ratio (Basel III) |  |  |  |  |  |
| Leverage Ratio (Internationally Comparable) (\%) ${ }^{(6)}$ | 5.5 | 5. 6 | 5. 6 | (10)bpts | (10)bpts |
| Leverage Ratio (APRA) (\%) | 4. 9 | 5. 0 | 5. 0 | (10)bpts | (10)bpts |

(1) Comparative information has been restated to reflect refinements to the allocation of customer balances, revenue and expense methodology including updated transfer pricing allocations, and changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
(2) Net of average mortgage offset balances.
(3) Excluding a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets, operating expenses to total operating income is $41.5 \%$ for the current period.
(4) Key financial metrics are calculated in New Zealand dollar terms.
(5) Analysis aligns with the 13 July 2015 APRA study titled "International capital comparison study".
(6) The Tier 1 Capital included in the calculation of the internationally comparable leverage ratio aligns with the 13 July 2015 APRA study titled "International capital comparison study", and includes Basel III non-compliant Tier 1 instruments that are currently subject to transitional rules.

| Shareholder Summary | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Dividends per share - fully franked (cents) | 199 | 222 | 198 | (10) | 1 |
| Dividend cover - "cash basis" (times) | 1. 4 | 1. 2 | 1. 4 | 17 | - |
| Earnings Per Share (EPS) (cents) ${ }^{(1)(2)}$ |  |  |  |  |  |
| Statutory basis - basic | 285.3 | 268. 4 | 273.9 | 6 | 4 |
| Cash basis - basic | 285.8 | 270.3 | 284.6 | 6 | - |
| Dividend payout ratio (\%) ${ }^{(1)(2)}$ |  |  |  |  |  |
| Statutory basis | 70.1 | 83.1 | 73.6 | large | (350)bpts |
| Cash basis | 69.9 | 82.4 | 70.8 | large | (90)bpts |
| Weighted average no. of shares ("statutory basis") - basic (M) ${ }^{(2)}$ (3) | 1,715 | 1,707 | 1,676 | - | 2 |
| Weighted average no. of shares ("cash basis") - basic (M) ${ }^{(2)}{ }^{(3)}$ | 1,717 | 1,709 | 1,678 | - | 2 |
| Return on equity - "statutory basis" (\%) ${ }^{(1)(2)}$ | 16.0 | 15.6 | 16.7 | 40 bpts | (70) bpts |
| Return on equity - "cash basis" (\%) ${ }^{(1)(2)}$ | 16.0 | 15.6 | 17.3 | 40 bpts | (130)bpts |

(1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1 .
(2) For definitions refer to Appendix 16.
(3) Diluted EPS and weighted average number of shares are disclosed in Appendix 13.

| Market Share ${ }^{(1)}$ | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \% | \% | \% | Jun 16 | Dec 15 |
| Home loans | 25.4 | 25.3 | 25.1 | 10 bpts | 30 bpts |
| Credit cards - RBA ${ }^{(2)}$ | 24.3 | 24.4 | 24.4 | (10)bpts | (10)bpts |
| Other household lending ${ }^{(3)}$ | 16.9 | 16. 8 | 16. 9 | 10 bpts | - |
| Household deposits | 29.0 | 29.2 | 29.3 | (20) bpts | (30) bpts |
| Business lending - RBA | 16.6 | 16.9 | 17.0 | (30)bpts | (40) bpts |
| Business lending - APRA | 18.6 | 18.7 | 18.7 | (10)bpts | (10)bpts |
| Business deposits - APRA | 19.8 | 20.2 | 20. 3 | (40)bpts | (50) bpts |
| Asset Finance | 12.7 | 12.9 | 13.1 | (20)bpts | (40)bpts |
| Equities trading | 4.0 | 4.7 | 5.6 | (70)bpts | (160)bpts |
| Australian Retail - administrator view ${ }^{(4)}$ | 15.5 | 15.6 | 15.5 | (10)bpts |  |
| FirstChoice Platform ${ }^{(4)}$ | 10.8 | 11.0 | 10.9 | (20)bpts | (10)bpts |
| Australia life insurance (total risk) ${ }^{(4)}$ | 11.2 | 11.4 | 11.6 | (20)bpts | (40) bpts |
| Australia life insurance (individual risk) ${ }^{(4)}$ | 10.3 | 10.7 | 11.0 | (40)bpts | (70)bpts |
| NZ home loans | 22.0 | 21.8 | 21.8 | 20 bpts | 20 bpts |
| NZ retail deposits | 21.1 | 21.0 | 20.9 | 10 bpts | 20 bpts |
| NZ business lending | 13.1 | 12. 4 | 11.9 | 70 bpts | 120 bpts |
| NZ retail FUA | 15.5 | 15. 4 | 15.8 | 10 bpts | (30) bpts |
| NZ annual inforce premiums | 28. 0 | 28.4 | 28.7 | (40) bpts | (70) bpts |

(1) Prior periods have been restated in line with market updates and comparatives have not been restated to include the impact of new market entrants in the current period.
(2) As at 30 November 2016.
(3) Other household lending market share includes personal loans, margin loans and other forms of lending to individuals.
(4) As at 30 September 2016.

| Credit Ratings | Long-term | Short-term | Outlook |
| :--- | ---: | ---: | ---: |
| Fitch Ratings | AA- | F1+ | Stable |
| Moody's Investors Service | Aa2 | $\mathrm{P}-1$ | Negative |
| S\&P Global Ratings | AA- | A-1+ | Negative |

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## Financial Performance and Business Review

December 2016 versus December 2015
The Group's net profit after tax ("cash basis") increased $2 \%$ on the prior comparative period to $\$ 4,907$ million.
Earnings per share ("cash basis") was in line with the prior comparative period at 285.8 cents per share and return on equity ("cash basis") decreased 130 basis points on the prior comparative period to $16.0 \%$.
The key components of the Group result were:

- Net interest income increased $4 \%$ to $\$ 8,743$ million, reflecting $5 \%$ growth in average interest earning assets, partly offset by a four basis point decrease in net interest margin. Net interest margin excluding Treasury and Markets decreased five basis points;
- Other banking income increased $24 \%$ to $\$ 2,986$ million, including a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc., a strong sales and trading performance in Markets, and strong growth in fees and commissions;
- Funds management income decreased $3 \%$ to $\$ 1,004$ million, including a $2 \%$ unfavourable impact from the higher Australian dollar. This reflects a 4\% increase in average Funds Under Administration (FUA) and a $2 \%$ increase in average Assets Under Management (AUM), offset by lower FUA margins;
- Insurance income decreased 19\% to \$393 million, with average inforce premium growth of $3 \%$ and fewer event claims, offset by an increase in income protection claims reserves resulting in loss recognition of $\$ 90$ million;
- Operating expenses increased $9 \%$ to $\$ 5,677$ million, including a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. Underlying expense growth of $1 \%$ was driven by higher staff costs, partly offset by the continued realisation of incremental benefits from productivity initiatives and the timing of investment spend; and
- Loan impairment expense increased 6\% to $\$ 599$ million, due to higher provisioning primarily in Bankwest and Retail Banking Services.


Total Operating Expenses


December 2016 versus June 2016
The Group's net profit after tax ("cash basis") increased 6\% on the prior half.
Earnings per share ("cash basis") increased 6\% on the prior half to 285.8 cents per share, and return on equity ("cash basis") increased 40 basis points to $16.0 \%$.
It should be noted when comparing current half financial performance to the prior half that there are two more calendar days, benefiting revenue in the current half. Key points of note in the result included the following:

- Net interest income increased 3\%, reflecting 3\% growth in average interest earning assets, partly offset by a three basis point decrease in net interest margin. Net interest margin excluding Treasury and Markets decreased five basis points;
- Other banking income increased $22 \%$, including a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and strong growth in fees and commissions;
- Funds management income increased 2\%, including a $2 \%$ unfavourable impact from the higher Australian dollar. This reflects a $3 \%$ increase in average FUA and average AUM, partly offset by lower FUA margins;
- Insurance income increased $28 \%$ due to average inforce premium growth of $2 \%$ and fewer event claims, partly offset by an increase in income protection claims reserves resulting in loss recognition of $\$ 90$ million, $\$ 25$ million higher than the prior half;
- Operating expenses increased 9\%, including a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets. Underlying expense growth of $1 \%$ was driven by higher staff costs, partly offset by the continued realisation of incremental benefits from productivity initiatives and the timing of investment spend; and
- Loan impairment expense decreased $13 \%$, reflecting lower levels of provisioning in Institutional Banking and Markets, Business and Private Banking and New Zealand, partly offset by increased provisioning in Bankwest.


## Net Interest Income

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Net interest income - "cash basis" | 8,743 | 8,508 | 8,427 | 3 | 4 |
| Average interest earning assets |  |  |  |  |  |
| Home loans ${ }^{(2)}$ | 430,408 | 414,749 | 404,644 | 4 | 6 |
| Consumer finance | 23,460 | 23,838 | 23,608 | (2) | (1) |
| Business and corporate loans | 220,519 | 215,027 | 207,726 | 3 | 6 |
| Total average lending interest earning assets | 674,387 | 653,614 | 635,978 | 3 | 6 |
| Non-lending interest earning assets | 148,671 | 146,765 | 144,943 | 1 | 3 |
| Total average interest earning assets | 823,058 | 800,379 | 780,921 | 3 | 5 |
| Net interest margin (\%) | 2. 11 | 2. 14 | 2. 15 | (3) bpts | (4)bpts |
| Net interest margin excluding Treasury and Markets (\%) | 2. 08 | 2. 13 | 2. 13 | (5) bpts | (5)bpts |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Net of average mortgage offset balances. Gross average home loans balance, excluding mortgage offset accounts is $\$ 463,811$ million (30 June 2016 : $\$ 443,497$ million; 31 December 2015: $\$ 429,639$ million).

## December 2016 versus December 2015

Net interest income increased $4 \%$ on the prior comparative period to $\$ 8,743$ million. The result was driven by growth in average interest earning assets of $5 \%$, partly offset by a four basis point decrease in net interest margin.

## Average Interest Earning Assets

Average interest earning assets increased $\$ 42$ billion on the prior comparative period to $\$ 823$ billion, driven by:

- Home loan average balances increased $\$ 25$ billion or $6 \%$ on the prior comparative period to $\$ 430$ billion. The growth in home loan balances was largely driven by domestic banking growth;
- Average balances for business and corporate lending increased $\$ 13$ billion or $6 \%$ on the prior comparative period to $\$ 221$ billion, driven by growth in institutional and business banking lending balances; and
- Average non-lending interest earning assets increased $\$ 4$ billion or $3 \%$ on the prior comparative period to $\$ 149$ billion primarily due to higher trading assets.


## Net Interest Margin

The Group's net interest margin decreased four basis points on the prior comparative period to $2.11 \%$. The key drivers of the movement were:
Asset Pricing: Increased margin of four basis points with the benefit of home loan repricing partly offset by the impact of competition on home and business lending.
Funding costs: Decreased margin of five basis points reflecting an increase in deposit costs of three basis points and an increase in wholesale funding costs.
Portfolio mix: Increased margin of one basis point reflecting a favourable change in funding mix from proportionally higher levels of transactions and savings deposits, partly offset by an unfavourable change in lending mix.
Basis risk: Basis risk arises from funding assets which are priced relative to the cash rate with liabilities priced relative to the bank bill swap rate. The margin decreased one basis point as a result of an increase in the spread between the cash rate and the bank bill swap rate during the half.

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

NIM movement since December $2015{ }^{(1)}$


- Group NIM excluding Treasury and Markets

Group NIM (Half Year Ended) ${ }^{(1)}$

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

## Net Interest Income (continued)

## December 2016 versus June 2016

Net interest income increased $3 \%$ on the prior half, with growth in average interest earning assets of $3 \%$, partly offset by a three basis point decrease in net interest margin.

## Average Interest Earning Assets

Average interest earning assets increased $\$ 23$ billion on the prior half to $\$ 823$ billion, driven by:

- Home loan average balances increased $\$ 16$ billion or $4 \%$ on the prior half, primarily driven by growth in the domestic banking business;
- Average balances for business and corporate lending increased $\$ 5$ billion or $3 \%$ on the prior half, driven by growth in business banking lending balances; and
- Average non-lending interest earning assets increased $\$ 2$ billion or $1 \%$ on the prior half.


## Net Interest Margin

The Group's net interest margin decreased three basis points on the prior half to $2.11 \%$. The key drivers were:
Asset pricing: Increased margin of three basis points, reflecting the impact of home loan repricing, partly offset by the impact of competition on home and business lending.
Funding costs: Decreased margin of five basis points, reflecting an increase in deposit costs of three basis points due to the lower cash rate and increased competition, and an increase in wholesale funding costs.
Portfolio mix: Decreased margin of one basis point reflecting an unfavourable change in lending mix from proportionally higher levels of home lending.

Capital and Other: Decreased margin of two basis points driven by the impact of the falling cash rate environment on free equity funding, and a lower contribution from New Zealand.
Treasury and Markets: Increased margin of two basis points driven by a higher contribution from Treasury.

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

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

## Other Banking Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | $\begin{gathered} \hline \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Dec } 15 \% \end{aligned}$ |
| Commissions | 1,254 | 1,064 | 1,151 | 18 | 9 |
| Lending fees | 533 | 503 | 507 | 6 | 5 |
| Trading income | 600 | 591 | 496 | 2 | 21 |
| Other income ${ }^{(1)}$ | 599 | 286 | 262 | large | large |
| Other banking income - "cash basis" ${ }^{(1)}$ | 2,986 | 2,444 | 2,416 | 22 | 24 |

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

December 2016 versus December 2015

Other banking income increased $24 \%$ on the prior comparative period to $\$ 2,986$ million, driven by:
Commissions increased $9 \%$ on the prior comparative period to $\$ 1,254$ million due to higher credit card income from higher purchases and lower loyalty costs, and increased merchant fee income;
Lending fees increased $5 \%$ on the prior comparative period to $\$ 533$ million, driven by higher business lending fee income;

Trading income increased $21 \%$ on the prior comparative period to $\$ 600$ million, driven by a strong sales and trading performance in Markets and a less unfavourable derivative valuation adjustment; and
Other income increased $\$ 337$ million on the prior comparative period to $\$ 599$ million, driven by a gain on sale of the Group's remaining investment in Visa Inc., partly offset by a higher realised loss on the hedge of New Zealand earnings.

Other Banking Income (continued)

Net Trading Income (\$M)


December 2016 versus June 2016
Other banking income increased $22 \%$ on the prior half to \$2,986 million, driven by:
Commissions increased $18 \%$ on the prior half due to higher credit card income from seasonally higher purchases, lower loyalty costs, and increased foreign exchange income;
Lending fees increased $6 \%$ on the prior half, driven by higher business lending fee income;
Trading income increased $2 \%$ on the prior half, driven by a strong trading performance in Markets, partly offset by lower sales and unfavourable derivative valuation adjustments; and
Other income increased $\$ 313$ million on the prior half driven by a gain on sale of the Group's remaining investment in Visa Inc. and increased structured asset finance income, partly offset by a higher realised loss on the hedge of New Zealand earnings.

## Funds Management Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $31 \text { Dec } 15$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Colonial First State (CFS) ${ }^{(1)}$ | 447 | 462 | 467 | (3) | (4) |
| CFS Global Asset Management (CFSGAM) | 425 | 405 | 437 | 5 | (3) |
| Comminsure | 61 | 60 | 60 | 2 | 2 |
| New Zealand | 45 | 40 | 40 | 13 | 13 |
| Other | 26 | 17 | 28 | 53 | (7) |
| Funds management income - "cash basis" | 1,004 | 984 | 1,032 | 2 | (3) |

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

December 2016 versus December 2015
Funds management income decreased $3 \%$ on the prior comparative period to $\$ 1,004$ million, driven by:

- A $4 \%$ increase in average FUA reflecting positive investment markets and net flows across the Australia and New Zealand businesses; and
- A $2 \%$ increase in average AUM driven by positive investment markets in Australia and New Zealand; offset by
- The impact of the higher Australian dollar;
- A decline in FUA margins as a result of provisioning for customer remediation costs in CFS; and
- A decline in AUM margins as a result of a change in asset mix in the Australian business.

December 2016 versus June 2016
Funds management income increased $2 \%$ on the prior half, driven by:

- A 3\% increase in average FUA reflecting solid investment market returns across the Australian and New Zealand businesses; and
- A $3 \%$ increase in average AUM as a result of positive investment markets across the Australia and New Zealand businesses and positive net flows in New Zealand; partly offset by
- The impact of the higher Australian dollar; and
- A decline in FUA margins due to provisioning for customer remediation costs in CFS.


## Insurance Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | Dec 16 vs Dec 15 \% |
| CommInsure | 220 | 172 | 330 | 28 | (33) |
| New Zealand | 139 | 115 | 127 | 21 | 9 |
| IFS | 26 | 22 | 24 | 18 | 8 |
| Other | 8 | (1) | 6 | large | 33 |
| Insurance income - "cash basis" | 393 | 308 | 487 | 28 | (19) |

December 2016 versus December 2015
Insurance income decreased 19\% on the prior comparative period to $\$ 393$ million, driven by:

- Fewer severe weather related event claims in CommInsure General Insurance; and
- A $3 \%$ increase in average inforce premiums to $\$ 3,475$ million across the Australia, New Zealand and IFS businesses; offset by
- An increase in Commlnsure income protection claims reserves resulting in loss recognition of $\$ 90$ million.

December 2016 versus June 2016
Insurance income increased $28 \%$ on the prior half, driven by:

- A $2 \%$ increase in average inforce premiums across the Australia and New Zealand businesses;
- An increase in New Zealand and IFS due to premium income growth; and
- Fewer severe weather related event claims in CommInsure General Insurance; partly offset by
- An increase in CommInsure income protection claims reserves resulting in loss recognition of $\$ 90$ million, $\$ 25$ million higher than the prior half.

Operating Expenses

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ \mathrm{~m} \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Staff expenses ${ }^{(1)}$ | 3,108 | 3,090 | 3,079 | 1 | 1 |
| Occupancy and equipment expenses | 568 | 575 | 559 | (1) | 2 |
| Information technology services expenses ${ }^{(2)}$ | 1,155 | 733 | 752 | 58 | 54 |
| Other expenses | 846 | 826 | 820 | 2 | 3 |
| Operating expenses - "cash basis" ${ }^{(2)}$ | 5,677 | 5,224 | 5,210 | 9 | 9 |
| Operating expenses to total operating income (\%) ${ }^{(1)}{ }^{(3)}$ | 43.3 | 42. 7 | 42.1 | 60 bpts | 120 bpts |
| Banking expenses to total operating income (\%) ${ }^{(3)}$ | 39.4 | 38.0 | 38.6 | 140 bpts | 80 bpts |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The current half includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(3) Excluding a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets, operating expenses to total operating income is $41.5 \%$ for the current period and banking expenses to total operating income is $37.4 \%$ for the current period.

December 2016 versus December 2015
Operating expenses increased $9 \%$ on the prior comparative period to $\$ 5,677$ million. Excluding the one-off impact of accelerated software amortisation, operating expenses increased 1\%. The key drivers were:
Staff expenses increased $1 \%$ to $\$ 3,108$ million, driven by salary increases, partly offset by a benefit from the higher Australian dollar and productivity initiatives;
Occupancy and equipment expenses increased $2 \%$ to $\$ 568$ million, primarily due to rental reviews and depreciation;
Information technology services expenses increased 54\% to $\$ 1,155$ million, primarily driven by the one-off expense for acceleration of amortisation on certain software assets. Underlying expenses increased $1 \%$ due to higher licensing and lease costs, partly offset by a reduction in investment spend;
Other expenses increased $3 \%$ to $\$ 846$ million, due to increased professional fees, partly offset by reduced marketing spend and customer loyalty costs; and
Group expense to income ratio increased 120 basis points on the prior comparative period, primarily driven by a gain on sale of the Group's remaining investment in Visa Inc. and the one-off expense for acceleration of amortisation on certain software assets. The underlying ratio was $41.5 \%$.

December 2016 versus June 2016
Operating expenses increased $9 \%$ on the prior half. Excluding the one-off impact of accelerated software amortisation, operating expenses increased $1 \%$. The key drivers were:
Staff expenses increased 1\%, driven by salary increases, partly offset by the benefit from the higher Australian dollar and productivity initiatives;
Occupancy and equipment expenses decreased 1\%, primarily due to reduced maintenance and investment spend, partly offset by rental reviews and higher depreciation;
Information technology services expenses increased 58\%, primarily driven by the one-off expense for acceleration of amortisation on certain software assets. Underlying expenses increased $4 \%$ due to higher software licencing, lease and amortisation costs, partly offset by a reduction in investment spend;
Other expenses increased $2 \%$, due to higher professional fees, partly offset by reduced marketing spend and nonlending losses; and
Group expense to income ratio increased 60 basis points on the prior half, primarily driven by a gain on sale of the Group's remaining investment in Visa Inc. and the one-off expense for acceleration of amortisation on certain software assets.

## Operating Expenses (continued)

Investment Spend

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | Dec 16 vs Dec 15 \% |
| Expensed investment spend ${ }^{(1)}$ | 277 | 305 | 299 | (9) | (7) |
| Capitalised investment spend | 323 | 387 | 382 | (17) | (15) |
| Investment spend | 600 | 692 | 681 | (13) | (12) |
| Comprising: |  |  |  |  |  |
| Productivity and growth | 316 | 346 | 355 | (9) | (11) |
| Risk and compliance | 219 | 262 | 243 | (16) | (10) |
| Branch refurbishment and other | 65 | 84 | 83 | (23) | (22) |
| Investment spend | 600 | 692 | 681 | (13) | (12) |

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

## December 2016 versus December 2015

The Group continues to invest to deliver on the strategic priorities of the business with $\$ 600$ million incurred in the half year to 31 December 2016, a decrease of $12 \%$ on the prior comparative period.
The decrease is due to significant progress made with branch transformations and the roll-out of refreshed ATMs, the completion of key phases of risk and compliance projects in the prior half, and the timing of spend on productivity and growth initiatives.
Spend on productivity and growth continues to focus on delivering further enhancements to the Group's sales management capabilities, digital channels, and customer data insights.

Significant spend on risk and compliance projects continues as systems are implemented to assist in satisfying new regulatory obligations, including Stronger Super and Common Reporting Standard requirements. In addition, the Group continues to invest in safeguarding information security to mitigate risks and provide greater stability for customers.
December 2016 versus June 2016
Investment spend decreased $13 \%$ on the prior half, largely due to the timing of spend on productivity and growth initiatives, completion of key phases of risk and compliance projects, and significant progress with the roll-out of refreshed ATMs.

## Loan Impairment Expense

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Retail Banking Services | 350 | 357 | 306 | (2) | 14 |
| Business and Private Banking | 64 | 106 | 70 | (40) | (9) |
| Institutional Banking and Markets | 44 | 112 | 140 | (61) | (69) |
| New Zealand | 47 | 83 | 37 | (43) | 27 |
| Bankwest | 43 | 6 | (16) | large | large |
| IFS and Other | 51 | 28 | 27 | 82 | 89 |
| Loan impairment expense - "cash basis" | 599 | 692 | 564 | (13) | 6 |

[^3]
## December 2016 versus December 2015

Loan impairment expense increased $6 \%$ on the prior comparative period to $\$ 599$ million. The increase was driven by:

- An increase in Retail Banking Services as a result of higher home loan and personal loan losses, predominantly in Western Australia;
- Lower home loan provision releases and higher growth in New Zealand lending portfolios;
- An increase in Bankwest due to slower run-off of the troublesome book, reduced write-backs and higher home loan losses, predominantly in Western Australia; and
- An increase in IFS as a result of losses in the PT Bank Commonwealth (PTBC) commercial lending portfolio; partly offset by
- Lower individual provisions in Business and Private Banking; and
- A reduction in Institutional Banking and Markets due to lower collective provisions and a higher level of writebacks.


## Loan Impairment Expense (continued)

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

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

December 2016 versus June 2016
Loan impairment expense decreased $13 \%$ on the prior half mainly driven by:

- Seasonally lower arrears in Retail Banking Services;
- Reduced individual provisions and a lower collective provision charge in Business and Private Banking;
- Fewer large individual provisions in Institutional Banking and Markets; and
- Lower provisioning in the New Zealand dairy sector and a seasonal decrease in unsecured retail provisioning; partly offset by
" Lower collective provision releases in the Bankwest business portfolio; and
- An increase in IFS as a result of losses in the PTBC commercial lending portfolio.


## Taxation Expense

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $31 \text { Dec } 16$ \$M | $30 \text { Jun } 16$ \$M | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \% \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Corporate tax expense (\$M) | 1,950 | 1,765 | 1,827 | 10 | 7 |
| Effective tax rate - "cash basis" (\%) | 28.4 | 27.5 | 27.5 | 90 bpts | 90 bpts |

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

December 2016 versus December 2015
Corporate tax expense for the half year ended 31 December 2016 increased 7\% on the prior comparative period representing a $28.4 \%$ effective tax rate. This increase is primarily as a result of lower tax benefits from offshore businesses.
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.

December 2016 versus June 2016
Corporate tax expense for the half year ended 31 December 2016 increased $10 \%$ on the prior half.

## Non-Cash Items Included in Statutory Profit

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | Dec 16 vs Dec 15 \% |
| Hedging and IFRS volatility | 8 | (49) | (150) | large | large |
| Bankwest non-cash items | (1) | (1) | (26) | - | (96) |
| Treasury shares valuation adjustment | (19) | 13 | (9) | large | large |
| Other non-cash items | (20) | 12 | (35) | large | (43) |
| Total non-cash items (after tax) | (12) | (37) | (185) | (68) | (94) |

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

Non-cash items are excluded from net profit after tax ("cash basis"), which is management's preferred measure of the Group's financial performance, as they tend to be nonrecurring in nature or are not considered representative of the Group's ongoing financial performance. The impact of these items on the Group's net profit after tax ("statutory basis") is outlined below and is treated consistently with prior comparative period and prior half disclosures. Refer to Appendix 12 for the detailed profit reconciliation.

## Hedging and IFRS volatility

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

- Cross currency interest rate swaps hedging foreign currency denominated debt issues; and
- Foreign exchange hedges relating to future New Zealand earnings.
Hedging and IFRS volatility also includes unrealised fair value gains or losses on the ineffective portion of economic hedges that qualify for hedge accounting under IFRS.
Fair value gains or losses on all of these economic hedges are excluded from cash profit, since the asymmetric recognition of the gains or losses does not affect the Group's performance over the life of the hedge. An $\$ 8$ million after tax gain was recognised in statutory profit for the half year ended 31 December 2016 (30 June 2016: \$49 million after tax loss; 31 December 2015: $\$ 150$ million after tax loss).


## Bankwest non-cash items

The acquisition of Bankwest resulted in the recognition of assets at fair value, representing certain financial instruments, core deposits, customer lists and brand name totalling $\$ 463$ million. The core deposits and customer lists have been amortising over their useful life, resulting in amortisation charges of $\$ 1$ million after tax in the half year ended 31 December 2016 (30 June 2016: \$1 million; 31 December 2015: \$26 million). As at 31 December 2015 the core deposits have been fully amortised.

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

## Treasury shares valuation adjustment

Under IFRS, Commonwealth Bank of Australia shares held by the Group in the managed funds and life insurance businesses are defined as treasury shares and are held at cost. Distributions, and realised and unrealised gains and losses were recognised in cash profit representing the underlying performance of the asset portfolio attributable to the wealth and life insurance businesses. These distributions, gains and losses are reversed as non-cash items for statutory reporting purposes. A $\$ 19$ million after tax loss was included in statutory profit in the half year ended 31 December 2016 (30 June 2016: \$13 million after tax gain; 31 December 2015: $\$ 9$ million after tax loss).

## Policyholder tax

Policyholder tax is included in the Wealth Management and New Zealand business results for statutory reporting purposes. In the half year ended 31 December 2016, a tax benefit of $\$ 24$ million (30 June 2016: $\$ 92$ million expense; 31 December 2015: \$9 million expense), increased funds management income of $\$ 17$ million (30 June 2016: $\$ 3$ million increase; 31 December 2015: $\$ 11$ million decrease) and a decrease in insurance income of $\$ 41$ million (30 June 2016: \$89 million increase; 31 December 2015: $\$ 20$ million increase) were recognised. The gross up of these items is excluded from cash profit, as they do not reflect the underlying performance of the business, which is measured on a net of policyholder tax basis.

## Investment experience

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

## Review of Group Assets and Liabilities

| Total Group Assets and Liabilities | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $31 \text { Dec } 16$ | $30 \text { Jun } 16$ | $31 \text { Dec } 15$ | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Interest earning assets |  |  |  |  |  |
| Home loans ${ }^{(1)}$ | 472,532 | 456,074 | 437,176 | 4 | 8 |
| Consumer finance | 23,895 | 23,862 | 24,012 | - | - |
| Business and corporate loans | 221,707 | 220,611 | 213,278 | - | 4 |
| Loans, bills discounted and other receivables ${ }^{(2)}$ | 718,134 | 700,547 | 674,466 | 3 | 6 |
| Non-lending interest earning assets | 159,767 | 137,838 | 138,499 | 16 | 15 |
| Total interest earning assets | 877,901 | 838,385 | 812,965 | 5 | 8 |
| Other assets ${ }^{(2)(3)}$ | 93,818 | 94,616 | 90,026 | (1) | 4 |
| Total assets | 971,719 | 933,001 | 902,991 | 4 | 8 |
| Interest bearing liabilities |  |  |  |  |  |
| Transaction deposits ${ }^{(4)(5)}$ | 93,641 | 89,780 | 97,327 | 4 | (4) |
| Savings deposits ${ }^{(4)}$ | 191,406 | 191,313 | 189,560 | - | 1 |
| Investment deposits | 211,711 | 197,085 | 195,814 | 7 | 8 |
| Other demand deposits | 67,652 | 71,293 | 60,861 | (5) | 11 |
| Total interest bearing deposits | 564,410 | 549,471 | 543,562 | 3 | 4 |
| Debt issues | 177,023 | 162,716 | 162,438 | 9 | 9 |
| Other interest bearing liabilities | 58,888 | 54,101 | 58,147 | 9 | 1 |
| Total interest bearing liabilities | 800,321 | 766,288 | 764,147 | 4 | 5 |
| Non-interest bearing transaction deposits | 39,786 | 37,000 | 15,652 | 8 | large |
| Other non-interest bearing liabilities ${ }^{(3)}$ (5) | 69,800 | 69,149 | 63,528 | 1 | 10 |
| Total liabilities | 909,907 | 872,437 | 843,327 | 4 | 8 |

(1) Gross of mortgage offset balances.
(2) Loans, bills discounted and other receivables exclude provisions for impairment which are included in Other assets.
(3) Comparative information has been restated to conform to presentation in the current period.
(4) Includes mortgage offset balances.
(5) During the prior half, following a change in terms, Interest bearing transaction deposits of $\$ 18,314$ million became Non-interest bearing and have been disclosed accordingly.

December 2016 versus December 2015
Asset growth of $\$ 69$ billion or $8 \%$ on the prior comparative period was driven by increased home lending, business and corporate lending, and higher liquid asset balances.
The Group continued to satisfy a significant portion of lending growth from customer deposits. Customer deposits represent 66\% of total funding (31 December 2015: 66\%).
Total assets and liabilities include a $1 \%$ decrease due to the higher Australian dollar.

## Home loans

Home loan balances increased $\$ 35$ billion to $\$ 473$ billion, reflecting an $8 \%$ increase on the prior comparative period, driven by growth in Retail Banking Services, New Zealand and Bankwest.

## Business and corporate loans

Business and corporate loans increased $\$ 8$ billion to $\$ 222$ billion, a $4 \%$ increase on the prior comparative period. This was driven by strong growth in business lending in Business and Private Banking and New Zealand.

## Non-lending interest earning assets

Non-lending interest earning assets increased $\$ 21$ billion to $\$ 160$ billion, reflecting a $15 \%$ increase on the prior comparative period. This includes a $3 \%$ decrease due to currency movements. The increase was driven by higher liquid asset balances held as a result of Balance Sheet growth and a reduction in Committed Liquidity Facility (CLF) effective 1 January 2017.

## Other assets

Other assets, including derivative assets, insurance assets and intangibles, increased $\$ 4$ billion to $\$ 94$ billion, a $4 \%$ increase on the prior comparative period, reflecting higher settlement account balances and higher derivative balances.

## Interest bearing deposits

Interest bearing deposits increased $\$ 21$ billion to $\$ 564$ billion, a $4 \%$ increase on the prior comparative period, driven by strong growth of $\$ 16$ billion in investment deposits and a $\$ 7$ billion increase in other demand deposits, partly offset by $\$ 18$ billion of interest bearing transaction deposits becoming non-interest bearing following a change in terms.

## Debt issues

Debt issues increased $\$ 15$ billion to $\$ 177$ billion, a $9 \%$ increase on the prior comparative period. While deposits satisfied the majority of the Group's funding requirements, strong access was maintained to both domestic and international wholesale debt markets.
Refer to page 26 for further information on debt programs and issuance for the half year ended 31 December 2016.

## Other interest bearing liabilities

Other interest bearing liabilities, including loan capital, liabilities at fair value through income statement and amounts due to other financial institutions, increased $\$ 1$ billion to $\$ 59$ billion, a $1 \%$ increase on the prior comparative period. This includes a $4 \%$ decrease due to currency movements.
Non-interest bearing transaction deposits
Non-interest bearing transaction deposits, including business and personal transaction accounts, increased $\$ 24$ billion to $\$ 40$ billion. This includes an $\$ 18$ billion increase following a change in terms in the prior half, with underlying growth remaining strong.

## Other non-interest bearing liabilities

Other non-interest bearing liabilities, including derivative liabilities and insurance policy liabilities, increased $\$ 6$ billion to $\$ 70$ billion, a $10 \%$ increase on the prior comparative period, reflecting higher settlement account balances and higher derivative liability balances.

## Review of Group Assets and Liabilities (continued)

December 2016 versus June 2016
Asset growth of $\$ 39$ billion or $4 \%$ on the prior half was driven by increased home lending and higher liquid asset balances.
Continued deposit growth allowed the Group to continue to satisfy a significant portion of its funding requirements through customer deposits. Customer deposits made up 66\% of total funding (30 June 2016: 66\%).

## Home loans

Home loan balances increased $\$ 16$ billion, a $4 \%$ increase on the prior half, reflecting growth in Retail Banking Services, New Zealand and Bankwest.
Business and corporate loans
Business and corporate loans increased $\$ 1$ billion on the prior half, reflecting growth in business lending in Business and Private Banking and New Zealand, partly offset by a reduction in institutional lending.
Non-lending interest earning assets
Non-lending interest earning assets increased $\$ 22$ billion, a $16 \%$ increase on the prior half. The increase was driven by higher liquid asset balances held as a result of Balance Sheet growth and a reduction in CLF effective 1 January 2017.

## Other assets

Other assets, including derivative assets, insurance assets and intangibles decreased $\$ 1$ billion, a $1 \%$ decrease on the prior half, reflecting lower trading and derivative asset balances.

## Interest bearing deposits

Interest bearing deposits increased $\$ 15$ billion, a 3\% increase on the prior half, reflecting strong growth in transaction and investment deposits.

## Debt issues

Debt issues increased $\$ 14$ billion, a $9 \%$ increase on the prior half.
Refer to page 26 for further information on debt programs and issuance for the half year ended 31 December 2016.

## Other interest bearing liabilities

Other interest bearing liabilities, including loan capital, liabilities at fair value through income statement and amounts due to other financial institutions, increased $\$ 5$ billion, a $9 \%$ increase on the prior half.

## Non-interest bearing transaction deposits

Non-interest bearing transaction deposits, including business and personal transaction accounts, increased $\$ 3$ billion, an $8 \%$ increase on the prior half, driven by growth in Retail Banking Services.

Other non-interest bearing liabilities
Other non-interest bearing liabilities, including derivative liabilities and insurance policy liabilities, increased $\$ 1$ billion, a $1 \%$ increase on the prior half.

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## Loan Impairment Provisions and Credit Quality

Provisions for Impairment

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Provisions for impairment losses |  |  |  |  |  |
| Collective provision | 2,807 | 2,818 | 2,801 | - | - |
| Individually assessed provisions | 1,017 | 944 | 909 | 8 | 12 |
| Total provisions for impairment losses | 3,824 | 3,762 | 3,710 | 2 | 3 |
| Less: Provision for Off Balance Sheet exposures | (35) | (44) | (47) | (20) | (26) |
| Total provisions for loan impairment | 3,789 | 3,718 | 3,663 | 2 | 3 |

## December 2016 versus December 2015

Total provisions for impairment losses increased $3 \%$ on the prior comparative period to $\$ 3,824$ million as at 31 December 2016. The movement in the level of provisioning reflects:

- An increase in consumer collective provisions from home loans and personal loans in Retail Banking Services;
- Higher consumer individually assessed provisions mainly due to home loan impairments in Western Australia; and
- An increase in commercial individually assessed provisions from Institutional Banking and Markets and International Financial Services (IFS); partly offset by
- Lower collective provisions in Bankwest due to model factor updates and troublesome book run-off; and
- Reduced management overlays, mainly due to model factor updates. Economic overlays remained unchanged on the prior year.

December 2016 versus June 2016
Total provisions for impairment losses increased 2\% on the prior half. The movement in the level of provisioning reflects:

- An increase in management overlays predominantly reflecting potential home loan losses in mining towns and Western Australia. Economic overlays remain unchanged;
- Higher commercial individually assessed provisions in Institutional Banking and Markets and IFS; and
- An increase in consumer individually assessed provisions primarily due to home loan impairments in Western Australia; partly offset by
- A reduction in commercial collective provisions, mainly due to model factor updates; and
- Reduced consumer collective provisions, predominantly from lower personal loan arrears in Retail Banking Services.



## Loan Impairment Provisions and Credit Quality (continued)

Credit Quality

| Credit Quality Metrics | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |  |  |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Gross loans and acceptances (GLAA) (\$M) | 719,250 | 701,730 | 675,728 | 2 | 6 |
| Risk weighted assets (RWA) (\$M) - Basel III | 436,481 | 394,667 | 392,662 | 11 | 11 |
| Credit RWA (\$M) - Basel III | 373,526 | 344,030 | 334,957 | 9 | 12 |
| Gross impaired assets (\$M) | 3,375 | 3,116 | 2,788 | 8 | 21 |
| Net impaired assets (\$M) | 2,193 | 1,989 | 1,756 | 10 | 25 |
| Provision Ratios |  |  |  |  |  |
| Collective provision as a \% of credit RWA - Basel III | 0.75 | 0. 82 | 0. 84 | (7)bpts | (9) bpts |
| Total provisions as a \% of credit RWA - Basel III | 1.02 | 1. 09 | 1. 11 | (7)bpts | (9)bpts |
| Total provisions for impaired assets as a \% of gross impaired assets | 35. 02 | 36. 17 | 37.02 | (115) bpts | (200) bpts |
| Total provisions for impairment losses as a \% of GLAAs | 0.53 | 0. 54 | 0. 55 | (1) bpt | (2)bpts |
| Asset Quality Ratios |  |  |  |  |  |
| Gross impaired assets as a \% of GLAAs | 0. 47 | 0. 44 | 0. 41 | 3 bpts | 6 bpts |
| Loans 90+ days past due but not impaired as a \% of GLAAs | 0.33 | 0. 33 | 0. 30 | - | 3 bpts |
| Loan impairment expense ("cash basis") annualised as a \% of average GLAAs | 0. 17 | 0. 20 | 0. 17 | (3)bpts | - |

## Provision Ratios

Provision coverage ratios remain prudent. The impaired asset portfolio remains well provisioned with provision coverage of 35.02\%.

## Asset Quality

Gross impaired assets have increased over the half while commercial troublesome assets have decreased.
The arrears for the home loan and credit card portfolios are relatively low, however personal loan arrears continue to be elevated driven primarily by Western Australia and Queensland.

## Retail Portfolios - Arrears Rates

Retail arrears across all products reduced during the current half reflecting seasonal trends.
Home loan arrears reduced over the prior half, with $30+$ days arrears decreasing from $1.21 \%$ to $1.12 \%$, and $90+$ days arrears reducing from $0.54 \%$ to $0.53 \%$. Unsecured retail arrears improved over the half with credit card $30+$ days arrears falling from $2.41 \%$ to $2.28 \%$, and $90+$ days arrears reducing from $0.99 \%$ to $0.88 \%$. Personal loan arrears also improved with $30+$ days arrears falling from $3.46 \%$ to $3.14 \%$ and $90+$ days arrears falling from $1.46 \%$ to $1.28 \%$.


## Troublesome and Impaired Assets

Commercial troublesome assets decreased $2 \%$ during the half to $\$ 3,420$ million.
Gross impaired assets increased $8 \%$ on the prior half to $\$ 3,375$ million. Gross impaired assets as a proportion of GLAAs of $0.47 \%$ was up on the prior half.

Troublesome and Impaired Assets (\$B)


[^4]
## Capital

Basel Regulatory Framework

## Background

The Basel Committee on Banking Supervision (BCBS) has implemented a set of capital, liquidity and funding reforms known as "Basel III". The objectives of the reforms are to increase the quality, consistency and transparency of capital, to enhance the risk coverage framework, and to reduce systemic and pro-cyclical risk. The major reforms are being implemented on a phased approach to 1 January 2019.
The capital reforms were implemented in Australia from 1 January 2013. APRA has adopted a more conservative approach than the minimum standards published by the BCBS and also adopted an accelerated timetable for implementation.

The APRA prudential standards require a minimum CET1 ratio of $4.5 \%$ effective from 1 January 2013. An additional CET1 capital conservation buffer of $3.5 \%$, inclusive of a Domestic Systemically Important Bank (DSIB) requirement of $1 \%$ and a countercyclical capital buffer (CCyB) ${ }^{(1)}$ of $0 \%$, was effective from 1 January 2016, bringing the CET1 requirement to at least $8 \%$.

## Financial System Inquiry

In December 2014, the Government released the final report of the Financial System Inquiry (FSI).

In July 2015, in connection with the FSI recommendations, APRA released the following:

- Information paper: "International capital comparison study" (APRA study), which endorsed the FSI recommendation that the capital of Australian ADIs should be unquestionably strong; and
- An announcement in relation to increases in the capital requirements under the IRB approach for Australian residential mortgages, effective from 1 July 2016, with the change aimed at increasing mortgage competition between the major banks and non-major banks.
In August 2016, APRA reaffirmed its aim to increase the average risk weight on Australian mortgages across all IRB banks to an average of at least $25 \%$. APRA has advised that both recalibration and modelling changes are likely to lead to some volatility in mortgage risk weights as these changes are finalised.
APRA is expected to consult further with the industry on the FSI recommendations during 2017.


## Internationally Comparable Capital Position

The Group's CET1 as measured on an internationally comparable basis was $15.4 \%$ as at 31 December 2016, placing it amongst the top quartile of international peer banks.
(1) In January 2017, APRA announced that the CCyB for Australian exposures will remain at 0\%. The Group has limited exposures to those offshore jurisdictions in which a CCyB in excess of $0 \%$ has been imposed.

International Peer Basel III CET1


Source: Morgan Stanley and CBA. Based on last reported CET1 ratios up to 9 February 2017 assuming Basel III capital reforms fully implemented. Peer group comprises listed commercial banks with total assets in excess of $\$ 750$ billion and which have disclosed fully implemented Basel III ratios or provided sufficient disclosure for a Morgan Stanley estimate.
(1) APRA Insight Issue Two "International capital comparison update" (4 July 2016)
(2) Domestic peer figures as at 30 September 2016.
(3) Deduction for accrued expected future dividends added back for comparability.

## Capital (continued)

## Capital Position

The Group's CET1 ratio as measured on an APRA basis was $9.9 \%$ at 31 December 2016, compared with $10.6 \%$ at 30 June 2016 and 10.2\% at 31 December 2015. The capital ratios were maintained well in excess of regulatory minimum capital adequacy requirements at all times throughout the half year ended 31 December 2016.

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

The Group's CET1 (APRA) ratio decreased 70 basis points for the half year ended 31 December 2016. After allowing for the implementation of the APRA requirement to hold additional capital of 80 basis points with respect to Australian residential mortgages, effective from 1 July 2016, the underlying increase in the Group's CET1 (APRA) ratio was 10 basis points on the prior half. This primarily reflected the impact of the capital generated from earnings, partly offset by the June 2016 final dividend (net of issuance of shares through the Dividend Reinvestment Plan (DRP)) and an increase in Risk Weighted Assets (RWA).
APRA re-accredited the use of the AIRB approach for the Bankwest non-retail portfolio, effective from 30 September 2016. This change had minimal impact on the Group's capital.

## Capital Initiatives

The following CET1 capital initiatives were undertaken during the half year ended 31 December 2016:

- The DRP in respect of the 2016 final dividend was satisfied by the issuance of $\$ 586$ million of ordinary shares, representing a participation rate of $15.4 \%$.
Further details of the Group's current regulatory capital position are included in Appendix 8.


## Pillar 3 Disclosures

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

## Other Regulatory Changes

## Basel Committee on Banking Supervision

The BCBS has issued a number of consultation documents associated with:

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

In addition, the BCBS completed a review of the trading book requirements in January 2016 with an effective implementation date of 1 January 2019. The review of Interest Rate Risk in the Banking Book (IRRBB) was completed in April 2016, with the BCBS concluding that there will be no requirement to include this risk in the regulatory capital calculation. However, additional disclosure requirements will be implemented from 1 January 2018.
APRA is expected to consult on the domestic application of all of the above changes following finalisation by the BCBS.

## Composition of Level 2 ADI Groups

In May 2014, APRA provided more clarity on the definition of the Level 2 Banking Group. Subsidiary intermediate holding companies are considered part of the Level 2 Group, regardless of the nature of any activity undertaken by their operating subsidiaries. As a result, capital benefits arising from the debt issued by the Colonial Group are being phased out. APRA granted transition arrangements on these changes, in line with the maturity profile of the debt.
From 31 December 2016, a number of intermediate holding companies within the Colonial Group are now consolidated into the Level 2 Banking Group. This change had minimal impact on the Group's capital.

## Conglomerate Groups

APRA is extending its prudential supervision framework to Conglomerate Groups that have material operations in more than one APRA regulated industry and/or have one or more material unregulated entities. In March 2016, APRA advised that it was deferring finalisation of the capital requirements with respect to conglomerates until after the completion of other domestic and international policy initiatives. APRA does not anticipate that consultation on the capital requirements will commence earlier than mid-2017. Non-capital related requirements, which include such items as governance, risk exposures and intra group exposures, will become effective on 1 July 2017.

## Dividends

## Interim Dividend for the Half Year Ended

31 December 2016
An interim dividend of $\$ 1.99$ per share has been declared, an increase of 1 cent on the prior comparative period. The dividend payout ratio ("cash basis") for the half year to 31 December 2016 was 69.9\%.
The interim dividend will be fully franked and will be paid on 4 April 2017 to owners of ordinary shares at the close of business on 23 February 2017 (record date). Shares will be quoted ex-dividend on 22 February 2017.

## Interim Dividend History (cents per share)

Dividend Reinvestment Plan (DRP)
The DRP will continue to be offered to shareholders, but no discount will be applied to shares allocated under the plan for the interim dividend.

Dividend Policy
The Group will seek to:

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


## Leverage Ratio

| Summary Group Leverage Ratio | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Tier 1 Capital (\$M) | 50,218 | 48,553 | 47,972 | 3 | 5 |
| Total Exposures (\$M) ${ }^{(1)}$ | 1,018,931 | 980,846 | 952,969 | 4 | 7 |
| Leverage Ratio (APRA) (\%) | 4.9 | 5. 0 | 5. 0 | (10)bpts | (10)bpts |
| Leverage Ratio (Internationally Comparable) (\%) ${ }^{(2)}$ | 5.5 | 5.6 | 5.6 | (10)bpts | (10)bpts |

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

The Group's leverage ratio, defined as Tier 1 Capital as a percentage of total exposures, was $4.9 \%$ at 31 December 2016 on an APRA basis and $5.5 \%$ on an internationally comparable basis.
There was a small decline in the ratio across the December 2016 half year with growth in exposures partly offset by an increase in capital levels.

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

## Liquidity

| Level 2 | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Liquidity Coverage Ratio (LCR) Liquid Assets |  |  |  |  |  |
| High Quality Liquid Assets (HQLA) ${ }^{(1)}$ | 96,244 | 75,147 | 73,657 | 28 | 31 |
| Committed Liquidity Facility (CLF) | 58,500 | 58,500 | 66,000 | - | (11) |
| Total LCR liquid assets | 154,744 | 133,647 | 139,657 | 16 | 11 |
| Net Cash Outflows (NCO) |  |  |  |  |  |
| Customer deposits | 71,418 | 70,139 | 67,137 | 2 | 6 |
| Wholesale funding ${ }^{(2)}$ | 24,705 | 19,406 | 25,316 | 27 | (2) |
| Other net cash outflows ${ }^{(3)}$ | 18,693 | 21,854 | 20,754 | (14) | (10) |
| Total NCO | 114,816 | 111,399 | 113,207 | 3 | 1 |
| Liquidity Coverage Ratio (\%) | 135 | 120 | 123 | large | large |
| LCR surplus | 39,928 | 22,248 | 26,450 | 79 | 51 |

(1) Includes all repo-eligible securities with the Reserve Bank of New Zealand. The Exchange Settlement Account (ESA) cash balance is netted down by the Reserve Bank of Australia open-repo of internal Residential Mortgage-Backed Securities (RMBS).
(2) Includes all interbank deposits that are included as short-term wholesale funding on page 85.
(3) Includes cash inflows.

## December 2016 versus December 2015

The Group holds high quality, well diversified liquid assets to meet Balance Sheet liquidity needs and internal and external regulatory requirements, such as APRA's Liquidity Coverage Ratio (LCR). At 31 December 2016, the Group's LCR was 135\%, up from 123\% on the prior comparative period.
High Quality Liquid Assets (HQLA) in the form of cash, deposits with central banks, Australian Commonwealth Government and Semi-Government securities increased $\$ 23$ billion to $\$ 96$ billion, as the group managed its liquidity position ahead of a reduction of $\$ 10$ billion in the RBA's Committed Liquidity Facility (CLF) effective 1 January 2017.
Liquid assets surplus to regulatory requirements increased to $\$ 40$ billion, with total liquid assets as at 31 December 2016 of $\$ 155$ billion, including the CLF.
Projected Net Cash Outflows (NCOs) increased $\$ 2$ billion on the prior comparative period to $\$ 115$ billion. Projected customer deposit cash outflows increased $\$ 4$ billion to $\$ 71$ billion reflecting the increase in customer deposit balances.

December 2016 versus June 2016
At 31 December 2016, the Group's LCR was $135 \%$, up from $120 \%$ on the prior half. LCR liquid assets of $\$ 155$ billion increased $\$ 21$ billion on the prior half, primarily due to an increase in projected net cash outflows in anticipation of a decrease in the CLF of $\$ 10$ billion on 1 January 2017.
Projected NCOs increased $\$ 3$ billion on the prior half, primarily due to an increase in wholesale funding maturing in the next 30 days. This includes elevated covered bond maturities on the five year anniversary of the program establishment.

## Pillar 3 Disclosures

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

## Funding

| Group Funding ${ }^{(1)}$ | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Customer deposits | 541,351 | 517,974 | 500,356 | 5 | 8 |
| Short-term wholesale funding ${ }^{(2)}$ | 116,186 | 110,714 | 108,783 | 5 | 7 |
| Long-term wholesale funding - less than or equal to one year residual maturity | 29,780 | 29,297 | 28,075 | 2 | 6 |
| Long-term wholesale funding - more than one year residual maturity ${ }^{(3)}$ | 126,062 | 118,121 | 113,332 | 7 | 11 |
| IFRS MTM and derivative FX revaluations | 1,489 | 4,149 | 2,488 | (64) | (40) |
| Total wholesale funding | 273,517 | 262,281 | 252,678 | 4 | 8 |
| Short-term collateral deposits ${ }^{(4)}$ | 9,813 | 8,323 | 9,942 | 18 | (1) |
| Total funding | 824,681 | 788,578 | 762,976 | 5 | 8 |

(1) Shareholders' Equity is excluded from this view of funding sources, other than the USD Trust Preferred Securities (redeemed March 2016), which are classified as other equity instruments in the statutory Balance Sheet.
(2) Short-term wholesale funding includes debt with an original maturity or call date of less than or equal to 12 months, and consists of certificates of deposit and bank acceptances, debt issued under the EMTN program and the domestic, Euro and US commercial paper programs of Commonwealth Bank of Australia and ASB. Short-term wholesale funding also includes deposits from banks and central banks as well as net repurchase agreements.
(3) Long-term wholesale funding includes debt with an original maturity or call date of greater than 12 months.
(4) Short-term collateral deposits includes net collateral received and the amount of internal RMBS pledged with the Reserve Bank to facilitate intra-day cash flows in the Exchange Settlement Account.

## December 2016 versus December 2015

## Customer Deposits

Customer deposits accounted for $66 \%$ of total funding at 31 December 2016, in line with the prior comparative period. Strong deposit growth has seen the Group satisfy a significant proportion of its funding requirements from retail, business and institutional customer deposits.

## Short-Term Wholesale Funding

Short-term wholesale funding accounted for $42 \%$ of total wholesale funding at 31 December 2016, a decrease of $1 \%$ on the prior comparative period. Short-term wholesale funding increased 7\%, partly driven by funding of higher High Quality Liquid Assets (HQLA). Within short-term funding, US commercial paper outstanding fell due to regulatory changes for US investors, while non-US issuance increased due to higher investor appetite.

## Long-Term Wholesale Funding

Long-term wholesale funding (including an adjustment for IFRS MTM and derivative FX revaluations) accounted for $58 \%$ of total wholesale funding at 31 December 2016, an increase of $1 \%$ on the prior comparative period.
During the period, the Group raised $\$ 43$ billion of long-term wholesale funding in multiple currencies including AUD, USD, EUR, and GBP. The cost of new long-term wholesale funding decreased compared to the prior comparative period.
Most issuance was in senior unsecured format, although the Group used its covered bond and RMBS programs to provide cost, tenor and diversification benefits. The Group also issued Basel III compliant Tier 2 capital deals in the Australian, Japanese and US markets.
The Weighted Average Maturity (WAM) of new long-term wholesale debt issued in the year to December 2016 was 5.4 years. The WAM of outstanding long-term wholesale debt with a residual maturity greater than 12 months was 4.2 years at 31 December 2016.

## Short-Term Collateral Deposits

Net collateral received remained flat on the prior comparative period.

December 2016 versus June 2016

## Customer Deposits

Customer deposits accounted for $66 \%$ of total funding at 31 December 2016, in line with the prior half. Strong deposit growth has seen the Group satisfy a significant proportion of its funding requirements from retail, business and institutional customer deposits.

## Short-Term Wholesale Funding

Short-term wholesale funding accounted for $42 \%$ of total wholesale funding at 31 December 2016, in line with the prior half. Short-term wholesale funding increased $5 \%$, partly driven by funding of higher HQLA. Within short-term funding, US commercial paper increased once investors became comfortable with regulatory changes, and non-US issuance increased due to higher investor appetite.

## Long-Term Wholesale Funding

Long-term wholesale funding (including an adjustment for IFRS MTM and derivative FX revaluations) accounted for $58 \%$ of total wholesale funding at 31 December 2016, in line with the prior half.
During the half, the Group raised $\$ 22$ billion of long-term wholesale funding. The cost of new long-term funding improved marginally on the prior half as markets shrugged off any potential negative sentiment associated with the US Presidential election result, a 25 basis points Federal Reserve rate rise, higher global bond yields, and Brexit.
The WAM of new long-term wholesale debt issued in the six months to December 2016 was 5.7 years.

## Short-Term Collateral Deposits

Net collateral received increased $\$ 1$ billion, largely due to the impact of the lower Australian dollar.

For further information on Funding risk, please refer to Appendix 6.
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|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Net interest income | 4,584 | 4,417 | 4,300 | 4 | 7 |
| Other banking income | 1,006 | 853 | 941 | 18 | 7 |
| Total banking income | 5,590 | 5,270 | 5,241 | 6 | 7 |
| Operating expenses | $(1,722)$ | $(1,679)$ | $(1,694)$ | 3 | 2 |
| Loan impairment expense | (350) | (357) | (306) | (2) | 14 |
| Net profit before tax | 3,518 | 3,234 | 3,241 | 9 | 9 |
| Corporate tax expense | $(1,052)$ | (966) | (969) | 9 | 9 |
| Cash net profit after tax | 2,466 | 2,268 | 2,272 | 9 | 9 |
| Income analysis |  |  |  |  |  |
| Net interest income |  |  |  |  |  |
| Home loans | 2,147 | 1,947 | 2,002 | 10 | 7 |
| Consumer finance ${ }^{(2)}$ | 1,004 | 1,024 | 1,007 | (2) | - |
| Retail deposits | 1,399 | 1,411 | 1,248 | (1) | 12 |
| Other ${ }^{(3)}$ | 34 | 35 | 43 | (3) | (21) |
| Total net interest income | 4,584 | 4,417 | 4,300 | 4 | 7 |
| Other banking income |  |  |  |  |  |
| Home loans | 110 | 106 | 115 | 4 | (4) |
| Consumer finance ${ }^{(2)}$ | 310 | 225 | 282 | 38 | 10 |
| Retail deposits | 287 | 251 | 260 | 14 | 10 |
| Distribution ${ }^{(4)}$ | 227 | 202 | 220 | 12 | 3 |
| Other ${ }^{(3)}$ | 72 | 69 | 64 | 4 | 13 |
| Total other banking income | 1,006 | 853 | 941 | 18 | 7 |
| Total banking income | 5,590 | 5,270 | 5,241 | 6 | 7 |


| Balance Sheet | As at ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | $\text { Jun } 16 \text { \% }$ | Dec 16 vs Dec 15 \% |
|  | \$M | \$M | \$M |  |  |
| Home loans ${ }^{(5)}$ | 325,794 | 313,682 | 301,177 | 4 | 8 |
| Consumer finance ${ }^{(2)}$ | 17,229 | 17,228 | 17,316 | - | (1) |
| Other interest earning assets | 3,042 | 2,870 | 2,891 | 6 | 5 |
| Total interest earning assets | 346,065 | 333,780 | 321,384 | 4 | 8 |
| Other assets | 1,406 | 852 | 788 | 65 | 78 |
| Total assets | 347,471 | 334,632 | 322,172 | 4 | 8 |
| Transaction deposits ${ }^{(6)(7)}$ | 23,013 | 18,084 | 32,655 | 27 | (30) |
| Savings deposits ${ }^{(6)}$ | 120,073 | 118,913 | 118,544 | 1 | 1 |
| Investment deposits and other | 76,676 | 73,111 | 74,038 | 5 | 4 |
| Total interest bearing deposits | 219,762 | 210,108 | 225,237 | 5 | (2) |
| Non-interest bearing transaction deposits ${ }^{(7)}$ | 27,241 | 25,338 | 6,093 | 8 | large |
| Other non-interest bearing liabilities | 2,685 | 3,078 | 2,354 | (13) | 14 |
| Total liabilities | 249,688 | 238,524 | 233,684 | 5 | 7 |


| Key Financial Metrics | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Performance indicators |  |  |  |  |  |
| Return on assets (\%) | 1. 4 | 1.4 | 1.4 | - | - |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0.20 | 0. 22 | 0. 19 | (2)bpts | 1 bpt |
| Operating expenses to total banking income (\%) | 30.8 | 31.9 | 32.3 | (110)bpts | (150)bpts |
| Other asset/liability information |  |  |  |  |  |
| Average interest earning assets (\$M) ${ }^{(8)}$ | 313,679 | 303,842 | 297,820 | 3 | 5 |
| Average interest bearing liabilities (\$M) ${ }^{(8)}$ | 189,004 | 191,516 | 201,967 | (1) | (6) |

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

## Financial Performance and Business Review

## December 2016 versus December 2015

Retail Banking Services cash net profit after tax for the half year ended 31 December 2016 was $\$ 2,466$ million, an increase of $9 \%$ on the prior comparative period. The result was driven by strong growth in total banking income, partly offset by higher expenses and increased loan impairment expense. As at December 2016, the Retail bank extended its lead in customer satisfaction over its peers ${ }^{(1)}$.

## Net Interest Income

Net interest income was $\$ 4,584$ million, an increase of $7 \%$ on the prior comparative period. This reflected strong balance growth in home lending and deposits, and improved net interest margin.
Balance Sheet growth included:

- Home loan growth of $8 \%$, reflecting above system growth; and
- Total deposit balance growth of 7\%, resulting from solid growth in transaction and investment accounts; partly offset by
- Consumer finance decrease of $1 \%$, broadly in line with system.
Net interest margin improved, reflecting:
- Higher home lending margin driven by pricing, partly offset by higher cash basis risk; and
- Increased deposit margins, in particular savings margins, partly offset by a reduction in the cash rate.


## Other Banking Income

Other banking income was $\$ 1,006$ million, an increase of $7 \%$ on the prior comparative period, reflecting:

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


## Operating Expenses

Operating expenses were $\$ 1,722$ million, an increase of $2 \%$ on the prior comparative period. The key drivers were higher staff costs, increased amortisation and ongoing investment in technology and digital capabilities, partly offset by the benefit of productivity savings.
The operating expense to total banking income ratio was $30.8 \%$, a decrease of 150 basis points on the prior comparative period.

## Loan Impairment Expense

Loan impairment expense was $\$ 350$ million, an increase of $14 \%$ on the prior comparative period. This result was driven by higher losses from home and personal loans, predominantly in Western Australia.

December 2016 versus June 2016
Cash net profit after tax increased $9 \%$ on the prior half. The result was driven by strong revenue growth and lower loan impairment expense, partly offset by higher expenses.

## Net Interest Income

Net interest income increased 4\% on the prior half, reflecting solid balance growth in home lending and deposits, partly offset by lower net interest margin.
Balance Sheet growth included:

- Home loan growth of $4 \%$, reflecting above system growth;
- Total deposit balance growth of 5\%, driven by growth in transaction and investment accounts; and
- Flat consumer finance balances, broadly in line with system.
Net interest margin decreased, reflecting continued competition in deposits and the impact of a cash rate reduction on deposits.

Other Banking Income
Other banking income increased $18 \%$ on the prior half, reflecting:

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


## Operating Expenses

Operating expenses increased $3 \%$ on the prior half, driven by higher staff costs and amortisation, and continued investment in technology and digital capabilities, partly offset by benefits from productivity initiatives.

The operating expense to total banking income ratio improved 110 basis points on the prior half.

## Loan Impairment Expense

Loan impairment expense decreased $2 \%$ on the prior half. This was driven by seasonally lower arrears, partly offset by the deterioration in Western Australia home and personal loans arrears.
(1) Roy Morgan Research. Retail Main Financial Institution (MFI) Customer Satisfaction, Australians 14+, \% "Very Satisfied" or "Fairly Satisfied" with relationship with that MFI. Six month rolling average to December 2016. Rank based on the major four Australian banks.

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Net interest income | 1,513 | 1,496 | 1,505 | 1 | 1 |
| Other banking income | 458 | 425 | 414 | 8 | 11 |
| Total banking income | 1,971 | 1,921 | 1,919 | 3 | 3 |
| Operating expenses | (775) | (746) | (742) | 4 | 4 |
| Loan impairment expense | (64) | (106) | (70) | (40) | (9) |
| Net profit before tax | 1,132 | 1,069 | 1,107 | 6 | 2 |
| Corporate tax expense | (341) | (321) | (333) | 6 | 2 |
| Cash net profit after tax | 791 | 748 | 774 | 6 | 2 |


| Income analysis |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income |  |  |  |  |  |
| Corporate Financial Services | 548 | 545 | 559 | 1 | (2) |
| Regional and Agribusiness | 282 | 272 | 274 | 4 | 3 |
| Business Banking SME | 452 | 450 | 448 | - | 1 |
| Private Bank | 153 | 154 | 150 | (1) | 2 |
| CommSec | 78 | 75 | 74 | 4 | 5 |
| Total net interest income | 1,513 | 1,496 | 1,505 | 1 | 1 |
| Other banking income |  |  |  |  |  |
| Corporate Financial Services | 179 | 153 | 153 | 17 | 17 |
| Regional and Agribusiness | 50 | 47 | 44 | 6 | 14 |
| Business Banking SME | 91 | 87 | 85 | 5 | 7 |
| Private Bank | 33 | 30 | 30 | 10 | 10 |
| CommSec | 105 | 108 | 102 | (3) | 3 |
| Total other banking income | 458 | 425 | 414 | 8 | 11 |
| Total banking income | 1,971 | 1,921 | 1,919 | 3 | 3 |
| Income by product |  |  |  |  |  |
| Business products | 1,158 | 1,115 | 1,128 | 4 | 3 |
| Retail products | 556 | 540 | 521 | 3 | 7 |
| Equities and Margin Lending | 155 | 166 | 163 | (7) | (5) |
| Markets | 69 | 68 | 70 | 1 | (1) |
| Other | 33 | 32 | 37 | 3 | (11) |
| Total banking income | 1,971 | 1,921 | 1,919 | 3 | 3 |


| Balance Sheet | As at ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Home loans ${ }^{(2)}$ | 32,661 | 31,987 | 30,748 | 2 | 6 |
| Consumer finance | 643 | 630 | 651 | 2 | (1) |
| Business loans ${ }^{(3)}$ | 68,249 | 65,446 | 62,692 | 4 | 9 |
| Margin loans | 2,575 | 2,697 | 2,821 | (5) | (9) |
| Total interest earning assets | 104,128 | 100,760 | 96,912 | 3 | 7 |
| Non-lending interest earning assets | 290 | 238 | 346 | 22 | (16) |
| Other assets ${ }^{(4)}$ | 136 | 454 | 318 | (70) | (57) |
| Total assets | 104,554 | 101,452 | 97,576 | 3 | 7 |
| Transaction deposits ${ }^{(3)(5)(6)}$ | 12,714 | 12,024 | 11,721 | 6 | 8 |
| Savings deposits ${ }^{(5)}$ | 32,409 | 30,812 | 29,657 | 5 | 9 |
| Investment deposits and other | 27,397 | 25,773 | 25,557 | 6 | 7 |
| Total interest bearing deposits | 72,520 | 68,609 | 66,935 | 6 | 8 |
| Non-interest bearing transaction deposits ${ }^{(6)}$ | 7,300 | 6,738 | 5,378 | 8 | 36 |
| Other non-interest bearing liabilities | 552 | 834 | 645 | (34) | (14) |
| Total liabilities | 80,372 | 76,181 | 72,958 | 6 | 10 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Gross of mortgage offset balances.
(3) Business loans include $\$ 248$ million of Cash Management Pooling Facilities (CMPF) (30 June 2016: $\$ 281$ million; 31 December 2015: $\$ 288$ million). Transaction Deposits include $\$ 808$ million of CMPF liabilities (30 June 2016: $\$ 778$ million; 31 December 2015: $\$ 678$ million). These balances are required to be grossed up under accounting standards, but are netted for the calculation of customer interest and risk weighted assets.
(4) Other assets include Intangible assets.
(5) Includes mortgage offset balances.
(6) During the prior half, following a change in terms, Interest bearing transaction deposits of $\$ 961$ million became Non-interest bearing and have been disclosed accordingly.

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Key Financial Metrics | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Performance indicators |  |  |  |  |  |
| Return on assets (\%) | 1.5 | 1.5 | 1. 6 | - | (10)bpts |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0. 12 | 0. 22 | 0. 14 | (10)bpts | (2)bpts |
| Operating expenses to total banking income (\%) | 39. 3 | 38. 8 | 38.7 | 50 bpts | 60 bpts |
| Other asset/liability information |  |  |  |  |  |
| Average interest earning assets (\$M) ${ }^{(2)}$ | 99,282 | 95,543 | 92,845 | 4 | 7 |
| Average interest bearing liabilities (\$M) ${ }^{(2)}$ | 68,450 | 65,271 | 63,279 | 5 | 8 |

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

## Financial Performance and Business Review

December 2016 versus December 2015
Business and Private Banking cash net profit after tax for the half year ended 31 December 2016 was $\$ 791$ million, an increase of $2 \%$ on the prior comparative period. The result was driven by growth in total banking income, and lower loan impairment expense, partly offset by higher expenses.

## Net Interest Income

Net interest income was $\$ 1,513$ million, an increase of $1 \%$ on the prior comparative period. This was driven by strong growth in business lending balances and deposits, partly offset by lower net interest margins.
Balance Sheet growth included:

- Deposit growth of $10 \%$, resulting from strong growth in savings accounts and term deposits;
- Business lending growth of $9 \%$, with growth across most industries. Geographically, the growth was driven by New South Wales and Victoria; and
- Home loan growth of $6 \%$, driven by growth in owner occupied loans.
Net interest margin decreased, reflecting lower business lending and deposit margins. Business lending margins were lower due to competitive pricing pressure, higher funding costs and a mix shift towards products with a higher relative proportion of fee income. Deposit margins were impacted by lower cash rates and increased term deposit competition, partly offset by repricing.


## Other Banking Income

Other banking income was $\$ 458$ million, an increase of $11 \%$ on the prior comparative period, reflecting:

- Higher business lending fee income; and
- Increased merchant income driven by the interchange rate reduction.


## Operating Expenses

Operating expenses were $\$ 775$ million, an increase of $4 \%$ on the prior comparative period, reflecting higher staff costs, investment in frontline and product development initiatives, partly offset by productivity savings.

## Loan Impairment Expense

Loan impairment expense was $\$ 64$ million, a decrease of $9 \%$ on the prior comparative period. The decrease was driven by lower individual provisions, partly offset by lower levels of write-backs.

December 2016 versus June 2016
Cash net profit after tax increased $6 \%$ on the prior half. The result was driven by growth in total banking income, and lower loan impairment expense, partly offset by higher expenses.

## Net Interest Income

Net interest income increased $1 \%$ on the prior half, reflecting solid lending and deposit balance growth, partly offset by lower net interest margins.
Balance Sheet growth included:

- Deposit growth of $6 \%$, reflecting continued strong growth in savings and term deposits;
- Business lending growth of 4\%; and
- Home loan growth of $2 \%$.

Net interest margin decreased due to lower deposit and business lending margins. Deposit margins were impacted by the low cash rate environment and increased term deposit competition. Business lending margins were lower due to a mix shift towards fee based products.

## Other Banking Income

Other banking income increased $8 \%$ on the prior half reflecting:

- Higher business lending fee income; and
- Increased merchant income.


## Operating Expenses

Operating expenses increased $4 \%$ on the prior half, driven by higher staff expenses, investment in frontline and product development initiatives, partly offset by productivity savings.

## Loan Impairment Expense

Loan impairment expense reduced $\$ 42$ million on the prior half, reflecting a decrease in individual provisions and lower collective provisions.

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Net interest income | 761 | 803 | 814 | (5) | (7) |
| Other banking income | 724 | 631 | 645 | 15 | 12 |
| Total banking income | 1,485 | 1,434 | 1,459 | 4 | 2 |
| Operating expenses | (545) | (548) | (534) | (1) | 2 |
| Loan impairment expense | (44) | (112) | (140) | (61) | (69) |
| Net profit before tax | 896 | 774 | 785 | 16 | 14 |
| Corporate tax expense | (213) | (206) | (163) | 3 | 31 |
| Cash net profit after tax | 683 | 568 | 622 | 20 | 10 |

## Income analysis

| Net interest income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional Banking | 692 | 697 | 744 | (1) | (7) |
| Markets | 69 | 106 | 70 | (35) | (1) |
| Total net interest income | 761 | 803 | 814 | (5) | (7) |
| Other banking income |  |  |  |  |  |
| Institutional Banking | 400 | 351 | 396 | 14 | 1 |
| Markets | 324 | 280 | 249 | 16 | 30 |
| Total other banking income | 724 | 631 | 645 | 15 | 12 |
| Total banking income | 1,485 | 1,434 | 1,459 | 4 | 2 |


| Income by product |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional products | 891 | 895 | 941 | - | (5) |
| Asset leasing | 158 | 122 | 165 | 30 | (4) |
| Markets | 419 | 393 | 383 | 7 | 9 |
| Other | 43 | 31 | 34 | 39 | 26 |
| Total banking income excluding derivative valuation adjustments | 1,511 | 1,441 | 1,523 | 5 | (1) |
| Derivative valuation adjustments | (26) | (7) | (64) | large | (59) |
| Total banking income | 1,485 | 1,434 | 1,459 | 4 | 2 |


| Balance Sheet | As at ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Interest earning lending assets ${ }^{(2)}$ | 109,755 | 112,432 | 109,863 | (2) | - |
| Non-lending interest earning assets | 29,152 | 27,594 | 29,466 | 6 | (1) |
| Other assets ${ }^{(3)}$ | 38,718 | 41,226 | 36,280 | (6) | 7 |
| Total assets | 177,625 | 181,252 | 175,609 | (2) | 1 |
| Transaction deposits ${ }^{(2)}$ | 40,136 | 41,382 | 36,481 | (3) | 10 |
| Savings deposits | 4,115 | 6,350 | 5,808 | (35) | (29) |
| Investment deposits | 45,457 | 39,371 | 40,392 | 15 | 13 |
| Certificates of deposit and other | 14,290 | 14,435 | 12,262 | (1) | 17 |
| Total interest bearing deposits | 103,998 | 101,538 | 94,943 | 2 | 10 |
| Due to other financial institutions | 15,477 | 15,610 | 16,391 | (1) | (6) |
| Debt issues and other ${ }^{(4)}$ | 8,458 | 9,064 | 8,058 | (7) | 5 |
| Non-interest bearing liabilities ${ }^{(3)}$ | 27,120 | 28,307 | 24,812 | (4) | 9 |
| Total liabilities | 155,053 | 154,519 | 144,204 | - | 8 |


| Key Financial Metrics | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Performance indicators |  |  |  |  |  |
| Return on assets (\%) | 0.8 | 0.6 | 0.7 | 20 bpts | 10 bpts |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0.08 | 0. 20 | 0.27 | (12)bpts | (19)bpts |
| Operating expenses to total banking income (\%) | 36.7 | 38.2 | 36. 6 | (150) bpts | 10 bpts |
| Other asset/liability information |  |  |  |  |  |
| Average interest earning assets (\$M) | 138,398 | 138,001 | 135,702 |  | 2 |
| Average interest bearing liabilities (\$M) | 124,377 | 120,257 | 120,162 | 3 | 4 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Interest earning lending assets include $\$ 20,036$ million of Cash Management Pooling Facilities (CMPF) (30 June 2016: $\$ 23,743$ million; 31 December 2015: $\$ 19,296$ million). Transaction Deposits include $\$ 25,744$ million of CMPF liabilities (30 June 2016: $\$ 29,319$ million; 31 December 2015: $\$ 25,611$ million). These balances are required to be grossed up under accounting standards, but are netted for the calculation of customer interest and risk weighted assets.
(3) Other assets include Intangible assets and Derivative assets. Non-interest bearing liabilities include Derivative liabilities.
(4) Debt issues and other includes Bank acceptances, Liabilities at fair value and Loan capital.

## Financial Performance and Business Review

## December 2016 versus December 2015

Institutional Banking and Markets cash net profit after tax for the half year ended 31 December 2016 was $\$ 683$ million, an increase of $10 \%$ on the prior comparative period. The result was driven by positive sales and trading revenue in Markets, lower losses from derivative valuation adjustments, and lower loan impairment expense.

## Net Interest Income

Net interest income was $\$ 761$ million, a decrease of $7 \%$ on the prior comparative period. The result was driven by lower margins, partly offset by balance growth.

Average balance growth included:

- Average deposit balance growth of $11 \%$, resulting from growth in transaction and investment deposits;
- A $2 \%$ increase in average lending balances, driven by growth in strategic focus industries of Financial Institutions and Infrastructure, partly offset by active management of the portfolio; and
- Average leasing balances up 2\%.

Net interest margin decreased, reflecting higher funding costs and continued competitive pressure on margins.

## Other Banking Income

Other banking income was $\$ 724$ million, an increase of $12 \%$ on the prior comparative period, reflecting:

- Strong Markets sales and trading performance, resulting in a $\$ 37$ million increase on the prior comparative period; and
- Unfavourable derivative valuation adjustments of \$26 million, compared to a $\$ 64$ million unfavourable adjustment in the prior comparative period.


## Operating Expenses

Operating expenses were $\$ 545$ million, an increase of $2 \%$ on the prior comparative period. The increase was driven by investment in technology and higher risk and compliance costs, partly offset by the ongoing realisation of productivity benefits.

## Loan Impairment Expense

Loan impairment expense was $\$ 44$ million, a decrease of $\$ 96$ million on the prior comparative period. The decrease was driven by lower collective provisions and a higher level of write-backs, partly offset by fewer recoveries.

## Corporate Tax Expense

The corporate tax expense was $\$ 213$ million. The effective tax rate of $23.8 \%$ was higher than the prior comparative period due to a higher proportion of profits earned domestically, where there is a higher corporate tax rate.

December 2016 versus June 2016
Cash net profit after tax increased $20 \%$ on the prior half. The result was driven by higher Markets and Asset Leasing revenue, lower operating expenses and lower loan impairment expense.

## Net Interest Income

Net interest income decreased $5 \%$ on the prior half, driven by lower average balance growth and lower margins.
Average balance movement included:

- Average deposit balance growth of 7\%; offset by
- Lower average lending balances of $3 \%$, driven by industry wide contraction in Australian and New Zealand corporate lending volumes and active management of the portfolio; and
- Lower average leasing balances of $1 \%$.

Net interest margin decreased, reflecting higher funding costs and strong competition for investment deposits.
Other Banking Income
Other banking income increased $15 \%$ on the prior half, due to:

- Strong trading revenues in Markets from fixed income and rates; and
- Timing of realised gains and losses on sale of assets in the structured asset finance portfolio.


## Operating Expenses

Operating expenses decreased $1 \%$ on the prior half, driven by ongoing realisation of productivity benefits.
The operating expense to total banking income ratio was $36.7 \%$, a decrease of 150 basis points on the prior half.

## Loan Impairment Expense

Loan impairment expense reduced $\$ 68$ million on the prior half reflecting fewer large individual provisions.

## Corporate Tax Expense

The effective tax rate was lower than the prior half due to a change in the mix of taxable earnings across domestic and offshore locations.

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Funds management income | 933 | 927 | 964 | 1 | (3) |
| Insurance income | 220 | 172 | 330 | 28 | (33) |
| Total operating income | 1,153 | 1,099 | 1,294 | 5 | (11) |
| Operating expenses | (847) | (855) | (826) | (1) | 3 |
| Net profit before tax | 306 | 244 | 468 | 25 | (35) |
| Corporate tax expense | (80) | (51) | (132) | 57 | (39) |
| Underlying profit after tax | 226 | 193 | 336 | 17 | (33) |
| Investment experience after tax | 23 | 43 | 40 | (47) | (43) |
| Cash net profit after tax | 249 | 236 | 376 | 6 | (34) |

## Represented by:

| CFS Global Asset Management | 125 | 99 | 125 | 26 | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Colonial First State ${ }^{(2)}$ | 92 | 115 | 115 | (20) | (20) |
| CommInsure | 106 | 83 | 191 | 28 | (45) |
| Other | (74) | (61) | (55) | 21 | 35 |
| Cash net profit after tax | 249 | 236 | 376 | 6 | (34) |


| Key Financial Metrics | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Performance indicators |  |  |  |  |  |
| Operating expenses to total operating income (\%) | 73.5 | 77.8 | 63.8 | (430)bpts | large |
| FUA - average (\$M) | 138,146 | 134,292 | 134,352 | 3 | 3 |
| FUA - spot (\$M) | 140,820 | 135,801 | 135,476 | 4 | 4 |
| AUM - average (\$M) ${ }^{(3)}$ | 201,967 | 195,513 | 199,294 | 3 | 1 |
| AUM - spot (\$M) ${ }^{(3)}$ | 203,223 | 199,735 | 195,248 | 2 | 4 |
| Annual Inforce Premiums - average (\$M) | 2,505 | 2,480 | 2,470 | 1 | 1 |
| Annual Inforce Premiums - spot (\$M) | 2,520 | 2,508 | 2,472 | - | 2 |


|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CFS <br> Global Asset Management |  |  | Colonial <br> First State ${ }^{(2)}$ |  |  | CommInsure |  |  | Other |  |  |
|  | Dec 16 | Jun 16 | Dec 15 | Dec 16 | Jun 16 | Dec 15 | Dec 16 | Jun 16 | Dec 15 | Dec 16 | Jun 16 | Dec 15 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Funds management income | 425 | 405 | 437 | 447 | 462 | 467 | 61 | 60 | 60 | - | - |  |
| Insurance income | - | - | - | - | - | - | 220 | 172 | 330 | - | - |  |
| Total operating income | 425 | 405 | 437 | 447 | 462 | 467 | 281 | 232 | 390 | - | - | - |
| Operating expenses | (258) | (287) | (285) | (323) | (302) | (307) | (161) | (177) | (162) | (105) | (89) | (72) |
| Net profit before tax | 167 | 118 | 152 | 124 | 160 | 160 | 120 | 55 | 228 | (105) | (89) | (72) |
| Corporate tax (expense)/benefit | (37) | (20) | (29) | (37) | (48) | (51) | (36) | (13) | (67) | 30 | 30 | 15 |
| Underlying profit after tax | 130 | 98 | 123 | 87 | 112 | 109 | 84 | 42 | 161 | (75) | (59) | (57) |
| Investment experience after tax | (5) | 1 | 2 | 5 | 3 | 6 | 22 | 41 | 30 | 1 | (2) | 2 |
| Cash net profit/(loss) after tax | 125 | 99 | 125 | 92 | 115 | 115 | 106 | 83 | 191 | (74) | (61) | (55) |

(1) Comparative information has been restated to conform to presentation in the current period
2) Colonial First State incorporates the results of all Financial Planning businesses.
(3) AUM excludes the Group's interest in the First State Cinda Fund Management Company Limited.

## Financial Performance and Business Review

## December 2016 versus December 2015

Wealth Management cash net profit after tax for the half year ended 31 December 2016 was $\$ 249$ million, a decrease of $34 \%$ on the prior comparative period. The result was driven by an $11 \%$ decrease in total operating income, higher operating expenses and lower investment experience. Insurance income was down $33 \%$, with strong growth in general insurance income offset by a significantly lower life insurance result.

## Funds Management Income

Funds management income was $\$ 933$ million, a decrease of $3 \%$ on the prior comparative period.
Average Assets Under Management (AUM) increased 1\% to $\$ 202$ billion, reflecting positive investment markets performance, partly offset by the impact of the higher Australian dollar. Investment performance in CFS GAM remained strong with $75 \%$ of assets outperforming their three year benchmark. Net flows in emerging market equities were impacted by macroeconomic factors, partly offset by positive flows in the infrastructure business. Demand for cash investments remained strong throughout the year.
AUM margins declined slightly reflecting a change in mix toward lower margin investments in a volatile economic environment.
Average Funds Under Administration (FUA) increased 3\% to $\$ 138$ billion. The FirstChoice and Custom Solutions platforms experienced continued growth in average FUA of $4 \%$ and $11 \%$ respectively, reflecting solid performance in investment markets and positive net flows in Custom Solutions.
FUA margins declined due to provisioning for Advice customer remediation costs while underlying platform margins remained stable.

## Insurance Income

Insurance income was $\$ 220$ million, a decrease of $33 \%$ on the prior comparative period.
General insurance income experienced strong growth as a result of fewer and less severe weather events and a $9 \%$ increase in inforce premiums due to higher renewals.
Wholesale life insurance income decreased slightly reflecting higher claims experience, partly offset by benefits from new business.

Retail life income decreased due to higher claims. In addition, an increase in income protection claims reserves resulted in loss recognition of $\$ 90$ million.

## Operating Expenses

Operating expenses were $\$ 847$ million, an increase of $3 \%$ on the prior comparative period. This was driven by increased investment spend, and higher compliance and remediation program costs, partly offset by the benefit of the higher Australian dollar.

## Investment Experience

Investment experience after tax decreased $43 \%$ as a result of lower returns from shareholder assets and non-recurring revaluation gains.

December 2016 versus June 2016
Cash net profit after tax increased $6 \%$ on the prior half driven by strong growth in insurance income and lower operating expenses, partly offset by lower investment experience.

## Funds Management Income

Funds management income increased 1\% on the prior half.
Average AUM increased 3\%, reflecting investment market performance, partly offset by the impact of the higher Australian dollar. AUM margins remained stable.
Average FUA increased $3 \%$ driven by positive investment market returns and positive net flows.
FUA margins declined due to provisioning for Advice customer remediation costs while platform margins remained stable.
Insurance Income
Insurance income increased 28\% on the prior half.
General insurance income increased as a result of fewer and less severe weather events and solid growth in inforce premiums due to higher renewals and new business sales.
Wholesale life results decreased slightly on the prior half due to higher claims, partly offset by new business sales.

Retail life income decreased on the prior half, driven by an increase in income protection claims reserves resulting in loss recognition of $\$ 90$ million, $\$ 25$ million higher than the prior half, partly offset by improved lump sum claims experience.

## Operating Expenses

Operating expenses decreased $1 \%$ on the prior half driven by effective cost management and the benefit of the higher Australian dollar, partly offset by higher compliance and remediation program costs.

Investment Experience
Investment experience decreased $47 \%$ on the prior half. The result reflected prior half benefits of annual economic assumption changes relating to the insurance business.

| Assets Under | Half Year Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 16 | Inflows | Outflows | Net Flows | Other ${ }^{(3)}$ | Dec 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
| Management (AUM) ${ }^{(2)}$ | \$M | \$M | \$M | \$M | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Australian equities | 27,240 | 7,434 | $(7,478)$ | (44) | 2,053 | 29,249 | 27,965 | 7 | 5 |
| Global equities | 90,900 | 9,764 | $(12,748)$ | $(2,984)$ | 2,158 | 90,074 | 89,755 | (1) | - |
| Fixed income ${ }^{(4)}$ | 74,670 | 26,932 | $(25,716)$ | 1,216 | 593 | 76,479 | 71,680 | 2 | 7 |
| Infrastructure | 6,925 | 1,567 | (765) | 802 | (306) | 7,421 | 5,848 | 7 | 27 |
| Total | 199,735 | 45,697 | $(46,707)$ | $(1,010)$ | 4,498 | 203,223 | 195,248 | 2 | 4 |


| Funds Under | Half Year Ended ${ }^{(1)}$ |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 16 | Inflows | Outflows | Net Flows | Other ${ }^{(3)}$ | Dec 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
| Administration (FUA) | \$M | \$M | \$M | \$M | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| FirstChoice | 75,694 | 6,936 | $(7,108)$ | (172) | 3,582 | 79,104 | 74,874 | 5 | 6 |
| Custom Solutions ${ }^{(5)}$ | 22,890 | 3,206 | $(2,193)$ | 1,013 | 1,294 | 25,197 | 22,276 | 10 | 13 |
| CFS Non-Platform | 15,054 | 4,196 | $(4,134)$ | 62 | 55 | 15,171 | 16,029 | 1 | (5) |
| CommInsure Investments | 12,272 | 224 | (835) | (611) | 206 | 11,867 | 12,580 | (3) | (6) |
| Other | 9,891 | 559 | (518) | 41 | (451) | 9,481 | 9,717 | (4) | (2) |
| Total | 135,801 | 15,121 | $(14,788)$ | 333 | 4,686 | 140,820 | 135,476 | 4 | 4 |

Half Year Ended

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

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|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { A\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { A\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { A\$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Net interest income | 833 | 786 | 795 | 6 | 5 |
| Other banking income ${ }^{(2)}$ | 140 | 141 | 147 | (1) | (5) |
| Total banking income | 973 | 927 | 942 | 5 | 3 |
| Funds management income | 45 | 40 | 40 | 13 | 13 |
| Insurance income | 139 | 115 | 127 | 21 | 9 |
| Total operating income | 1,157 | 1,082 | 1,109 | 7 | 4 |
| Operating expenses | (453) | (448) | (441) | 1 | 3 |
| Loan impairment expense | (47) | (83) | (37) | (43) | 27 |
| Net profit before tax | 657 | 551 | 631 | 19 | 4 |
| Corporate tax expense | (177) | (140) | (171) | 26 | 4 |
| Underlying profit after tax | 480 | 411 | 460 | 17 | 4 |
| Investment experience after tax | (9) | 6 | 4 | large | large |
| Cash net profit after tax | 471 | 417 | 464 | 13 | 2 |
|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { NZ\$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Net interest income | 876 | 851 | 868 | 3 | 1 |
| Other banking income | 181 | 172 | 174 | 5 | 4 |
| Total banking income | 1,057 | 1,023 | 1,042 | 3 | 1 |
| Funds management income | 47 | 44 | 43 | 7 | 9 |
| Insurance income | 146 | 124 | 140 | 18 | 4 |
| Total operating income | 1,250 | 1,191 | 1,225 | 5 | 2 |
| Operating expenses | (475) | (484) | (480) | (2) | (1) |
| Loan impairment expense | (49) | (89) | (41) | (45) | 20 |
| Net profit before tax | 726 | 618 | 704 | 17 | 3 |
| Corporate tax expense | (198) | (158) | (191) | 25 | 4 |
| Underlying profit after tax | 528 | 460 | 513 | 15 | 3 |
| Investment experience after tax | (9) | 7 | 4 | large | large |
| Cash net profit after tax | 519 | 467 | 517 | 11 | - |
| Represented by: |  |  |  |  |  |
| ASB | 507 | 437 | 477 | 16 | 6 |
| Sovereign | 44 | 51 | 54 | (14) | (19) |
| Other ${ }^{(3)}$ | (32) | (21) | (14) | 52 | large |
| Cash net profit after tax | 519 | 467 | 517 | 11 | - |


| Key Financial Metrics ${ }^{(4)}$ | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Operating expenses to total operating income (\%) | 38.0 | 40.6 | 39.2 | (260)bpts | (120)bpts |
| FUA - average ( NZ \$M) | 12,575 | 11,902 | 11,420 | 6 | 10 |
| FUA - spot (NZ\$M) | 12,586 | 12,063 | 11,731 | 4 | 7 |
| AUM - average ( $\mathrm{NZ} \mathrm{\$ M}$ ) ${ }^{(5)}$ | 5,276 | 4,932 | 4,752 | 7 | 11 |
| AUM - spot (NZ\$M) ${ }^{(5)}$ | 4,980 | 5,222 | 4,791 | (5) | 4 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Other banking income disclosed in AUD includes realised gains or losses associated with the hedge of the New Zealand operations.
(3) Other includes ASB and Sovereign funding entities and elimination entries between Sovereign and ASB.
(4) Key financial metrics are calculated in New Zealand dollar terms.
(5) AUM excludes NZD6,780 million spot balances managed by CFS Global Asset Management (30 June 2016: NZD5,918 million; 31 December 2015: NZD5,569 million). These are included in the AUM balances reported by CFS Global Asset Management.

## Financial Performance and Business Review

## December 2016 versus December 2015

New Zealand ${ }^{(1)}$ cash net profit after tax ${ }^{(2)}$ for the half year ended 31 December 2016 was NZD519 million, flat on the prior comparative period, driven by solid performance in ASB, offset by lower profit in Sovereign.

[^5]December 2016 versus June 2016
New Zealand cash net profit after tax increased $11 \%$ on the prior half. ASB's result increased $16 \%$ reflecting strong lending growth and a lower loan impairment expense, partly offset by a $14 \%$ decrease in Sovereign's profit reflecting lower investment returns.

| ASB | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { NZ\$M } \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Net interest income | 917 | 879 | 884 | 4 | 4 |
| Other banking income | 202 | 191 | 192 | 6 | 5 |
| Total banking income | 1,119 | 1,070 | 1,076 | 5 | 4 |
| Funds management income | 47 | 43 | 42 | 9 | 12 |
| Total operating income | 1,166 | 1,113 | 1,118 | 5 | 4 |
| Operating expenses | (414) | (415) | (414) | - | - |
| Loan impairment expense | (49) | (89) | (41) | (45) | 20 |
| Net profit before tax | 703 | 609 | 663 | 15 | 6 |
| Corporate tax expense | (196) | (172) | (186) | 14 | 5 |
| Cash net profit after tax | 507 | 437 | 477 | 16 | 6 |


| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { NZ\$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { NZ\$M } \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Dec } 15 \% \end{aligned}$ |
| Home loans | 50,248 | 47,784 | 45,662 | 5 | 10 |
| Business and rural lending | 23,991 | 22,588 | 21,310 | 6 | 13 |
| Other interest earning assets | 2,084 | 1,951 | 1,910 | 7 | 9 |
| Total lending interest earning assets | 76,323 | 72,323 | 68,882 | 6 | 11 |
| Non-lending interest earning assets | 8,644 | 7,130 | 6,413 | 21 | 35 |
| Other assets | 1,974 | 2,106 | 2,179 | (6) | (9) |
| Total assets | 86,941 | 81,559 | 77,474 | 7 | 12 |
| Customer deposits | 51,018 | 49,811 | 48,524 | 2 | 5 |
| Debt issues | 18,380 | 13,431 | 11,221 | 37 | 64 |
| Other interest bearing liabilities ${ }^{(2)}$ | 2,614 | 3,972 | 4,812 | (34) | (46) |
| Total interest bearing liabilities | 72,012 | 67,214 | 64,557 | 7 | 12 |
| Non-interest bearing liabilities | 6,378 | 6,192 | 5,473 | 3 | 17 |
| Total liabilities | 78,390 | 73,406 | 70,030 | 7 | 12 |


| Key Financial Metrics ${ }^{(3)}$ | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Dec } 15 \% \end{aligned}$ |
| Performance indicators |  |  |  |  |  |
| Return on assets (\%) | 1. 2 | 1. 1 | 1. 2 | 10 bpts | - |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0. 13 | 0. 25 | 0. 12 | (12)bpts | 1 bpt |
| Operating expenses to total operating income (\%) | 35.5 | 37.3 | 37.0 | (180)bpts | (150) bpts |
| Other asset/liability information |  |  |  |  |  |
| Average interest earning assets (NZ\$M) | 82,455 | 77,412 | 73,717 | 7 | 12 |
| Average interest bearing liabilities (NZ\$M) | 70,175 | 65,937 | 63,203 | 6 | 11 |
| FUA - average ( NZ \$M) | 12,575 | 11,902 | 11,420 | 6 | 10 |
| FUA - spot (NZ\$M) | 12,586 | 12,063 | 11,731 | 4 | 7 |
| AUM - average (NZ\$M) ${ }^{(4)}$ | 4,584 | 4,232 | 4,031 | 8 | 14 |
| AUM - spot (NZ\$M) ${ }^{(4)}$ | 4,325 | 4,523 | 4,051 | (4) | 7 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Other interest bearing liabilities includes NZD14 million due to Group companies (30 June 2016: NZD119 million; 31 December 2015: NZD1,498 million).
(3) Key financial metrics are calculated in New Zealand dollar terms.
(4) AUM excludes NZD5,336 million spot balances managed by CFS Global Asset Management (30 June 2016: NZD4,394 million; 31 December 2015: NZD4,109 million). These are included in the AUM balances reported by CFS Global Asset Management.

## Financial Performance and Business Review

## December 2016 versus December 2015

ASB cash net profit after tax for the half year ended 31 December 2016 was NZD507 million, an increase of 6\% on the prior comparative period. The result was driven by solid growth in total operating income, partly offset by increased loan impairment expense.

## Net Interest Income

Net interest income was NZD917 million, an increase of $4 \%$ on the prior comparative period. Strong volume growth was partly offset by continued margin pressure across key portfolios.
Balance Sheet growth included:

- Home loan growth of $10 \%$, above system, with continued customer preference for fixed rate borrowing;
- Business and rural loan growth of 13\%, above system, following continued investment in this business; and
- Customer deposit growth of 5\%, reflecting a slowing retail deposit market.
Net interest margin decreased, reflecting continued competitive pressure on lending and deposit margins, higher wholesale funding costs and higher net fixed rate loan prepayment expense.


## Other Banking and Funds Management Income

Other banking income was NZD202 million, an increase of $5 \%$ on the prior comparative period, driven by higher card fees, partly offset by lower insurance commissions and lending fees.
Funds management income was NZD47 million, an increase of $12 \%$ on the prior comparative period, due to strong net flows and performance in investment markets.

## Operating Expenses

Operating expenses were NZD414 million, flat on the prior comparative period with lower marketing and occupancy costs, and benefits from productivity initiatives, offset by ongoing investment in frontline, technology and digital capabilities.
The operating expense to total operating income ratio was $35.5 \%$, an improvement of 150 basis points reflecting a continued focus on productivity.

## Loan Impairment Expense

Loan impairment expense was NZD49 million, an increase of $20 \%$ on the prior comparative period, primarily due to lower home loan provision releases and continued growth across all lending portfolios.

December 2016 versus June 2016
Cash net profit after tax increased $16 \%$ on the prior half. This result was driven by operating income growth of $5 \%$ and a decrease in loan impairment expense.

## Net Interest Income

Net interest income increased $4 \%$ on the prior half reflecting strong lending growth and improved lending margins, partly offset by increased competitive pressure on retail deposits.
Balance Sheet growth included:

- Home loan growth of $5 \%$, continuing above system;
- Business and rural loan growth of $6 \%$, remaining above system; and
- Customer deposit growth of $2 \%$, reflecting a slowing retail deposit market.

Net interest margin decreased, reflecting pressure on deposit margins, higher wholesale funding costs, and higher net fixed rate loan prepayment expense, partly offset by an increase in lending margins.

## Other Banking and Funds Management Income

Other banking income increased $6 \%$ on the prior half, driven by higher card fees, partly offset by lower insurance commissions and lower Markets performance.
Funds management income increased 9\%, driven by continued solid net flows and market performance.

## Operating Expenses

Operating expenses were flat on the prior half, with lower operational losses and marketing costs, offset by higher staff costs following continued investment in frontline capability.
The operating expense to total operating income ratio improved 180 basis points on the prior half.

## Loan Impairment Expense

Loan impairment expense decreased NZD40 million on the prior half, due to lower dairy sector provisioning and a seasonal decrease in unsecured retail provisioning. This was partly offset by lower home loan provision releases.

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sovereign | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | 30 Jun 16 NZ\$M | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { NZ\$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Insurance income | 127 | 107 | 123 | 19 | 3 |
| Operating expenses | (62) | (70) | (65) | (11) | (5) |
| Net profit before tax | 65 | 37 | 58 | 76 | 12 |
| Corporate tax (expense)/benefit | (13) | 5 | (10) | large | 30 |
| Underlying profit after tax | 52 | 42 | 48 | 24 | 8 |
| Investment experience after tax | (8) | 9 | 6 | large | large |
| Cash net profit after tax | 44 | 51 | 54 | (14) | (19) |
| Represented by: |  |  |  |  |  |
| Planned profit margins | 47 | 48 | 45 | (2) | 4 |
| Experience variations | 5 | (6) | 3 | large | 67 |
| Operating margins | 52 | 42 | 48 | 24 | 8 |
| Investment experience after tax | (8) | 9 | 6 | large | large |
| Cash net profit after tax | 44 | 51 | 54 | (14) | (19) |


| Key Financial Metrics | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Performance indicators |  |  |  |  |  |
| Average inforce premiums - average (NZ\$M) | 750 | 737 | 727 | 2 | 3 |
| Annual inforce premiums - spot (NZ\$M) | 758 | 744 | 733 | 2 | 3 |


| Insurance Inforce | Half Year Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Jun 16 \$M | Sales \$M | Lapses Net Flows |  | Other 31 Dec 1631 Dec 15 |  |  | Dec 16 vs Dec 16 vs |  |
|  |  |  | \$M | \$M | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Life Insurance | 744 | 60 | (42) | 18 | (4) | 758 | 733 | 2 | 3 |
| Total | 744 | 60 | (42) | 18 | (4) | 758 | 733 | 2 | 3 |

## Financial Performance and Business Review

December 2016 versus December 2015
Sovereign cash net profit after tax for the half year ended 31 December 2016 was NZD44 million, a decrease of $19 \%$ on the prior comparative period. The result was driven by higher insurance income and lower operating expenses offset by lower investment experience.

## Insurance Income

Insurance income was NZD127 million, an increase of 3\% on the prior comparative period, driven by annual inforce premium growth, partly offset by higher claims expense.

## Operating Expenses

Operating expenses were NZD62 million, a decrease of $5 \%$ on the prior comparative period, driven by lower spend on technology.

## Investment Experience

Investment experience after tax was a loss of NZD8 million, a decrease of NZD14 million on the prior comparative period, driven by an increase in the average discount rate negatively impacting policyholder valuations.

December 2016 versus June 2016
Cash net profit after tax decreased $14 \%$ on the prior half, driven by higher insurance income and lower operating expenses offset by lower investment experience.

## Insurance Income

Insurance income increased $19 \%$ on the prior half, driven by annual inforce premium growth, partly offset by higher claims expense.

## Operating Expenses

Operating expenses decreased $11 \%$ on the prior half, driven by lower spend on technology and lower staff costs.

## Corporate Tax Expense

Corporate tax expense increased NZD18 million on the prior half due to timing differences in tax provisions.
Investment Experience
Investment experience after tax decreased NZD17 million from the prior half, driven by an increase in the average discount rate negatively impacting policyholder valuations.

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \% \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Net interest income | 819 | 814 | 843 | 1 | (3) |
| Other banking income | 121 | 110 | 107 | 10 | 13 |
| Total banking income | 940 | 924 | 950 | 2 | (1) |
| Operating expenses | (388) | (383) | (390) | 1 | (1) |
| Loan impairment (expense)/benefit | (43) | (6) | 16 | large | large |
| Net profit before tax | 509 | 535 | 576 | (5) | (12) |
| Corporate tax expense | (154) | (160) | (173) | (4) | (11) |
| Cash net profit after tax | 355 | 375 | 403 | (5) | (12) |


| Balance Sheet | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Home loans ${ }^{(2)}$ | 65,377 | 64,412 | 62,041 | 1 | 5 |
| Other interest earning lending assets | 17,996 | 18,184 | 17,832 | (1) | 1 |
| Total interest earning assets | 83,373 | 82,596 | 79,873 | 1 | 4 |
| Other assets | 232 | 284 | 219 | (18) | 6 |
| Total assets | 83,605 | 82,880 | 80,092 | 1 | 4 |
| Transaction deposits ${ }^{(3)}$ | 12,499 | 12,155 | 11,369 | 3 | 10 |
| Savings deposits | 9,802 | 10,569 | 11,017 | (7) | (11) |
| Investment deposits | 27,122 | 26,152 | 26,339 | 4 | 3 |
| Certificates of deposit and other | 35 | 37 | 45 | (5) | (22) |
| Total interest bearing deposits | 49,458 | 48,913 | 48,770 | 1 | 1 |
| Other interest bearing liabilities | 33 | 66 | 27 | (50) | 22 |
| Non-interest bearing transaction deposits | 1,703 | 1,565 | 1,525 | 9 | 12 |
| Other non-interest bearing liabilities | 491 | 556 | 515 | (12) | (5) |
| Total liabilities | 51,685 | 51,100 | 50,837 | 1 | 2 |


| Key Financial Metrics | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Performance indicators |  |  |  |  |  |
| Return on assets (\%) | 0. 8 | 0.9 | 1.0 | (10)bpts | (20)bpts |
| Impairment expense annualised as a \% of average GLAAs (\%) | 0. 10 | 0.01 | (0.04) | 9 bpts | 14 bpts |
| Operating expenses to total banking income (\%) | 41.3 | 41.5 | 41.1 | (20) bpts | 20 bpts |
| Other asset/liability information |  |  |  |  |  |
| Average interest earning assets (\$M) ${ }^{(4)}$ | 78,659 | 77,691 | 76,040 | 1 | 3 |
| Average interest bearing liabilities (\$M) ${ }^{(4)}$ | 45,619 | 45,748 | 45,018 | - | 1 |

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

## Financial Performance and Business Review

December 2016 versus December 2015
Bankwest cash net profit after tax for the half year ended 31 December 2016 was $\$ 355$ million, a decrease of $12 \%$ on the prior comparative period.
The result was driven by higher loan impairment expense and lower total banking income, partly offset by lower operating expenses.

## Net Interest Income

Net interest income was $\$ 819$ million, a decrease of $3 \%$ on the prior comparative period. The result was driven by balance growth in key product lines, offset by a reduction in net interest margin, particularly in transaction deposit accounts, as a result of the lower cash rate environment.
Balance Sheet growth included:

- Home loan growth of $5 \%$, reflecting a slowing Western Australian economy;
- Core business lending growth of 3\%;
- Growth of $10 \%$ in total transaction deposits, reflecting a continued focus on deepening customer relationships; and
- Growth of $3 \%$ in investment deposits; partly offset by
- A decrease of $11 \%$ in savings deposits due to both a focus on margins and customer preferences for term investment deposits; and
- A decrease in higher risk non-core business lending.

Net interest margin decreased on the prior comparative period due to lower lending margins resulting from competitive market pressures, and a reduction in transaction account margins due to the lower cash rate environment. This was partly offset by higher savings deposit margins.

## Other Banking Income

Other banking income was $\$ 121$ million, an increase of $13 \%$ on the prior comparative period, reflecting an increase in fee based package offerings and lower reward outlays for cards.

## Operating Expenses

Operating expenses were $\$ 388$ million, a decrease of $1 \%$ on the prior comparative period, reflecting a continued focus on productivity and disciplined expense management.

## Loan Impairment Expense

Loan impairment expense was $\$ 43$ million compared to $\$ 16$ million benefit in the prior comparative period. The increase was driven by continued, albeit slower, run-off of the troublesome book, reduced write-backs and higher home loans losses, predominantly in Western Australia. The quality of the business portfolio has been stable.

December 2016 versus June 2016
Cash net profit after tax decreased $5 \%$ on the prior half. The result was driven by higher loan impairment expense, partly offset by higher total banking income.

## Net Interest Income

Net interest income increased 1\% on the prior half reflecting balance growth across key products, partly offset by a lower net interest margin.
Balance Sheet growth included:

- Home loan growth of $1 \%$, reflecting continued challenging market conditions, particularly in Western Australia; and
- Continued growth of $4 \%$ in total transaction deposits; partly offset by
- Core business lending balances decrease of $1 \%$ due to competition and the slowing Western Australia economy; and
- A decrease of $7 \%$ in savings deposit balances resulting from repricing.
Net interest margin decreased on the prior half due to the lower cash rate impacting deposit margins, partly offset by higher lending margins.
Other Banking Income
Other banking income increased $10 \%$ on the prior half reflecting growth in business lending fees and income from risk management product sales.


## Operating Expenses

Operating expenses increased $1 \%$ on the prior half driven by targeted business investment, partly offset by continued disciplined expense management.

Loan Impairment Expense
Loan impairment expense increased $\$ 37$ million on the prior half, predominantly due to lower collective provision releases in the business portfolio.

|  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| IFS | 31 | 37 | 15 | (16) | large |
| Corporate Centre | (112) | (136) | (180) | (18) | (38) |
| Eliminations/Unallocated | (27) | 124 | 62 | large | large |
| Cash net (loss)/profit after tax | (108) | 25 | (103) | large | 5 |


| IFS ${ }^{(2)}$ | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
|  |  |  |  |  |  |
| Net interest income | 69 | 78 | 79 | (12) | (13) |
| Other banking income | 157 | 138 | 143 | 14 | 10 |
| Total banking income | 226 | 216 | 222 | 5 | 2 |
| Insurance income | 26 | 22 | 24 | 18 | 8 |
| Total operating income | 252 | 238 | 246 | 6 | 2 |
| Operating expenses | (168) | (184) | (198) | (9) | (15) |
| Loan impairment expense | (52) | (39) | (27) | 33 | 93 |
| Net profit before tax | 32 | 15 | 21 | large | 52 |
| Corporate tax (expense)/benefit | (4) | 4 | (9) | large | (56) |
| Non-controlling interests | (3) | (2) | (2) | 50 | 50 |
| Underlying profit after tax | 25 | 17 | 10 | 47 | large |
| Investment experience after tax | 6 | 20 | 5 | (70) | 20 |
| Cash net profit after tax | 31 | 37 | 15 | (16) | large |

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

## Financial Performance and Business Review

December 2016 versus December 2015
International Financial Services (IFS) cash net profit after tax for the half year ended 31 December 2016 was $\$ 31$ million, an increase of $\$ 16$ million on the prior comparative period. The result was driven by higher operating income and lower operating expenses, partly offset by higher loan impairment expense.
The economic environment across our markets remains challenging, and continued to adversely impact business volume growth and loan impairment expenses. The ongoing IFS strategic shift away from commercial lending has seen growth in the small-medium enterprises and consumer segment which now represents $88 \%$ of the portfolio, up from $67 \%$ in the prior comparative period.
The business has continued to invest in its digital capability, risk infrastructure and talent.

The total number of direct customers grew 5\% to over 505,000.

## Net Interest Income

Net interest income was $\$ 69$ million, a decrease of $13 \%$ on the prior comparative period. This reflected the wind-down of the non-strategic commercial segment, and funding costs associated with the South Africa expansion.

Net interest margin remained stable despite competitive pressure.

## Other Banking Income

Other banking income was $\$ 157$ million, an increase of $10 \%$ on the prior comparative period, including a $10 \%$ decrease from the higher Australian dollar. This reflected strong contributions from associates in China due to above system asset growth.

## Insurance Income

Insurance income in PT Commonwealth Life (PTCL) was $\$ 26$ million, an $8 \%$ increase on the prior comparative period. The result was driven by higher premiums and lower claims.

## Operating Expenses

Operating expenses were $\$ 168$ million, a decrease of $15 \%$ on comparative period, including a $3 \%$ benefit from the higher Australian dollar. This reflected disciplined cost control, partly offset by ongoing strategic investment in the business.

## Loan Impairment Expense

Loan impairment expense was $\$ 52$ million, an increase of $\$ 25$ million on the prior comparative period, driven by losses in the PT Bank Commonwealth (PTBC) commercial lending portfolio which is in run-off.

## December 2016 versus June 2016

Cash net profit after tax decreased $16 \%$ on the prior half. The result was driven by higher operating income and lower expenses, offset by higher loan impairment expense in PTBC.

## Net Interest Income

Net interest income decreased $12 \%$ on the prior half, reflecting lower commercial lending due to the wind-down of the non-strategic commercial segment, and funding costs associated with the South Africa expansion.

## Other Banking Income

Other banking income increased $14 \%$ on the prior half, including a $4 \%$ decrease from the higher Australian dollar. This reflected strong contributions from associates in China.
Insurance Income
Insurance income in PTCL increased 18\% on the prior half due to higher premiums, partly offset by higher claims.

## Operating Expenses

Operating expenses decreased $9 \%$ on the prior half. This reflected strong cost discipline and productivity benefits.

## Loan Impairment Expense

Loan impairment expense increased $\$ 13$ million on the prior half, driven by losses in the PTBC commercial lending portfolio which is in run-off.

## Investment Experience

Investment experience decreased $\$ 14$ million on the prior half driven by strong contributions from investment gains in China in the prior half.

| Corporate Centre ${ }^{(2)}$ | Haif Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | Dec 16 vs | Dec 16 vs |
|  | \$M | \$M | \$M | Jun 16 \% | Dec 15 \% |
| Net interest income | 179 | 121 | 88 | 48 | large |
| Other banking income | 60 | 84 | 53 | (29) | 13 |
| Total banking income | 239 | 205 | 141 | 17 | 70 |
| Operating expenses | (386) | (381) | (385) | 1 |  |
| Net loss before tax | (147) | (176) | (244) | (16) | (40) |
| Corporate tax benefit | 35 | 40 | 64 | (13) | (45) |
| Cash net loss after tax | (112) | (136) | (180) | (18) | (38) |

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

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


## December 2016 versus December 2015

Corporate Centre cash net loss after tax for the half year ended 31 December 2016 decreased $\$ 68$ million on the prior comparative period to a loss of $\$ 112$ million.
Total banking income increased $70 \%$ to $\$ 239$ million reflecting higher earnings from management of interest rate risk in the banking book.
Operating expenses were $\$ 386$ million, in line with the prior comparative period.

December 2016 versus June 2016
Cash net loss after tax decreased $\$ 24$ million on the prior half.
Total banking income increased $17 \%$ to $\$ 239$ million reflecting higher earnings from management of interest rate risk in the banking book.
Operating expenses increased $1 \%$ on the prior half driven by higher spend on technology.

| Eliminations/Unallocated ${ }^{(2)}$ | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Net interest income | (15) | (7) | 3 | large | large |
| Other banking income ${ }^{(3)}$ | 320 | 62 | (34) | large | large |
| Total banking income | 305 | 55 | (31) | large | large |
| Funds management income | 26 | 17 | 28 | 53 | (7) |
| Insurance income | 8 | (1) | 6 | large | 33 |
| Total operating income | 339 | 71 | 3 | large | large |
| Operating expenses ${ }^{(4)}$ | (393) | - | - | large | large |
| Loan impairment benefit | 1 | 11 | - | (91) | large |
| Net profit before tax | (53) | 82 | 3 | large | large |
| Corporate tax benefit | 43 | 63 | 72 | (32) | (40) |
| Non-controlling interests | (6) | (7) | (9) | (14) | (33) |
| Underlying profit after tax | (16) | 138 | 66 | large | large |
| Investment experience after tax | (11) | (14) | (4) | (21) | large |
| Cash net (loss)/profit after tax | (27) | 124 | 62 | large | large |

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

## December 2016 versus December 2015

Eliminations/Unallocated cash net profit after tax for the half year ended 31 December 2016 reduced $\$ 89$ million on the prior comparative period to a loss of $\$ 27$ million. This was primarily driven by a one-off expense for acceleration of amortisation on certain software assets, and the timing of recognition of unallocated revenue items and eliminations, partly offset by a gain on sale of the Group's remaining investment in Visa Inc.

## December 2016 versus June 2016

Cash net profit after tax reduced $\$ 151$ million on the prior half to a loss of $\$ 27$ million. This was primarily driven by the oneoff expense for acceleration of amortisation on certain software assets, and the timing of recognition of unallocated revenue items and eliminations, partly offset by a gain on sale of the Group's remaining investment in Visa Inc.

## Investment Experience

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

| Investment Experience | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | 30 Jun 16 \$M | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Wealth Management ${ }^{(1)}$ | 34 | 66 | 55 | (48) | (38) |
| New Zealand | (12) | 11 | 5 | large | large |
| IFS and Other ${ }^{(1)}$ | (6) | 6 | (2) | large | large |
| Investment experience before tax | 16 | 83 | 58 | (81) | (72) |
| Tax on Investment experience | (7) | (27) | (14) | (74) | (50) |
| Investment experience after tax | 9 | 56 | 44 | (84) | (80) |

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

## Shareholder Investment Asset Mix

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

|  | As at 31 December 2016 |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{A u s t r a l i a}^{(1)}$ | New Zealand | Asia | Total |
| Shareholder Investment Asset Mix (\%) | $\%$ | $\%$ | $\%$ |  |
| Equities | - | - | - |  |
| Fixed interest | 2 | 57 | 94 | 20 |
| Cash | 95 | 43 | 6 | 78 |
| Other | 3 | - | - | 2 |
| Total | 100 | 100 | 100 | 100 |


|  | As at 31 December 2016 |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: | :---: |
|  | Australia ${ }^{(1)}$ New Zealand |  |  |  |  | Asia | Total |
| Shareholder Investment Asset Mix (\$M) | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |  |  |
| Equities | 6 | 4 | - | 10 |  |  |  |
| Fixed interest | 41 | 432 | 292 | 765 |  |  |  |
| Cash | 2,607 | 325 | 19 | 2,951 |  |  |  |
| Other | 91 | - | - | 91 |  |  |  |
| Total | 2,745 | 761 | 311 | 3,817 |  |  |  |

[^6]This page has been intentionally left blank

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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 2016.

## Directors

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

| David Turner | Chairman, retired on 31 December 2016 |
| :--- | :--- |
| Catherine Livingstone | Director, Chairman since 1 January 2017 |
| lan Narev | Managing Director and Chief Executive Officer |
| Sir John Anderson | Director, retired on 9 November 2016 |
| Shirish Apte | Director |
| Sir David Higgins | Director |
| Launa Inman | Director |
| Brian Long | Director |
| Andrew Mohl | Director |
| Mary Padbury | Director |
| Wendy Stops | Director |
| Harrison Young | Director |

## Review and Results of Operations

The Group earned a consolidated statutory net profit after tax of $\$ 4,895$ million for the half year ended 31 December 2016, compared with $\$ 4,623$ million for the prior comparative period, an increase of $6 \%$. The result was driven by revenue growth.
The statutory net profit after tax from Retail Banking Services was $\$ 2,466$ million (December 2015: $\$ 2,272$ million) reflecting strong volume growth in home lending and deposits, and improved net interest margin.
The statutory net profit after tax from Business and Private Banking was $\$ 791$ million (December 2015: $\$ 774$ million), driven by strong growth in business lending balances and deposits and lower loan impairment expense, partly offset by lower margins and higher operating expenses.
The statutory net profit after tax from Institutional Banking and Markets was $\$ 683$ million (December 2015: $\$ 622$ million), driven by positive sales and trading revenue in Markets, lower losses from derivative valuation adjustments, and lower loan impairment expense, partly offset by higher operating expenses.
The statutory net profit after tax from Wealth Management was $\$ 230$ million (December 2015: $\$ 367$ million), reflecting lower funds management and insurance income, higher operating expenses and lower investment experience.
The statutory net profit after tax from New Zealand was $\$ 473$ million (December 2015: $\$ 355$ million), driven by a solid performance in ASB with strong growth in lending, partly offset by a lower profit in Sovereign and the foreign exchange hedge on earnings.
The statutory net profit after tax from Bankwest was $\$ 354$ million (December 2015: $\$ 377$ million), reflecting higher loan impairment expense and lower total banking income, partly offset by lower operating expenses.

Signed in accordance with a resolution of the Directors.

## Catherie Lhuirsotare

Catherine Livingstone AO
Chairman
14 February 2017

Additional analysis of operations for the financial year is set out in the Highlights and Group Performance Analysis sections.
The Board has received written statements from the Chief Executive Officer and Chief Financial Officer that the accompanying Financial Statements have been prepared in accordance with Australian Accounting Standards, Corporations Regulations 2001 and Corporations Act 2001.

## Rounding of Amounts

Unless otherwise indicated, the Group has rounded off amounts in this Directors' Report and the accompanying financial statements to the nearest million dollars in accordance with ASIC Corporations Instrument 2016/191.

## Auditor's Independence Declaration

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



Ian Narev
Managing Director and Chief Executive Officer
14 February 2017

## Consolidated Income Statement

For the half year ended 31 December 2016

|  | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Notes | 31 Dec 16 | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ |
|  |  | \$M |  |  |
| Interest income | 2 | 16,674 | 16,974 | 16,843 |
| Interest expense | 2 | $(7,933)$ | $(8,465)$ | $(8,417)$ |
| Net interest income |  | 8,741 | 8,509 | 8,426 |
| Other banking income |  | 2,998 | 2,372 | 2,204 |
| Net banking operating income |  | 11,739 | 10,881 | 10,630 |
| Funds management income |  | 1,157 | 1,129 | 1,186 |
| Investment revenue |  | 268 | 193 | 90 |
| Claims, policyholder liability and commission expense |  | (434) | (285) | (252) |
| Net funds management operating income |  | 991 | 1,037 | 1,024 |
| Premiums from insurance contracts |  | 1,510 | 1,458 | 1,463 |
| Investment (expense)/revenue |  | (14) | 337 | 130 |
| Claims, policyholder liability and commission expense from insurance contracts |  | $(1,118)$ | $(1,341)$ | $(1,041)$ |
| Net insurance operating income |  | 378 | 454 | 552 |
| Total net operating income before impairment and operating expenses |  | 13,108 | 12,372 | 12,206 |
| Loan impairment expense | 5 | (599) | (692) | (564) |
| Operating expenses ${ }^{(1)}$ | 2 | $(5,679)$ | $(5,226)$ | $(5,247)$ |
| Net profit before income tax |  | 6,830 | 6,454 | 6,395 |
| Corporate tax expense ${ }^{(1)}$ | 3 | $(1,950)$ | $(1,753)$ | $(1,752)$ |
| Policyholder tax benefit/(expense) | 3 | 24 | (92) | (9) |
| Net profit after income tax |  | 4,904 | 4,609 | 4,634 |
| Non-controlling interests |  | (9) | (9) | (11) |
| Net profit attributable to Equity holders of the Bank |  | 4,895 | 4,600 | 4,623 |

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

|  | Half Year Ended ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | Cents per Share |  |  |
| Earnings per share: |  |  |  |
| Basic | 285. 3 | 268.4 | 273. 9 |
| Diluted | 276.7 | 261.8 | 267.1 |

[^7]
## Consolidated Statement of Comprehensive Income

For the half year ended 31 December 2016

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { SM } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ |
| Net profit after income tax for the period ${ }^{(1)}$ | 4,904 | 4,609 | 4,634 |
| Other comprehensive income/(expense): |  |  |  |
| Items that may be reclassified subsequently to profit/(loss): |  |  |  |
| Foreign currency translation reserve net of tax | 83 | 2 | 381 |
| Gains and (losses) on cash flow hedging instruments net of tax | (520) | 336 | (126) |
| Losses on available-for-sale investments net of tax | (143) | (220) | (96) |
| Total of items that may be reclassified | (580) | 118 | 159 |
| Items that will not be reclassified to profit/(loss): |  |  |  |
| Actuarial gains and (losses) from defined benefit superannuation plans net of tax | 142 | (120) | 130 |
| Losses on liabilities at fair value due to changes in own credit risk net of tax | (2) | - | (1) |
| Revaluation of properties net of tax | - | 1 | - |
| Total of items that will not be reclassified | 140 | (119) | 129 |
| Other comprehensive income/(expense) net of income tax | (440) | (1) | 288 |
| Total comprehensive income for the period | 4,464 | 4,608 | 4,922 |
| Total comprehensive income for the period is attributable to: |  |  |  |
| Equity holders of the Bank | 4,455 | 4,599 | 4,911 |
| Non-controlling interests | 9 | 9 | 11 |
| Total comprehensive income net of income tax | 4,464 | 4,608 | 4,922 |

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

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | Cents per Share |  |  |
| Dividends per share attributable to shareholders of the Bank: |  |  |  |
| Ordinary shares | 199 | 222 | 198 |
| Trust preferred securities | - | 3,686 | 4,308 |

(1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.

## Consolidated Balance Sheet

As at 31 December 2016

| Assets | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Notes | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  |  | \$M | \$M | \$M |
| Cash and liquid assets |  | 44,709 | 23,372 | 31,587 |
| Receivables due from other financial institutions |  | 10,612 | 11,591 | 12,350 |
| Assets at fair value through Income Statement: |  |  |  |  |
| Trading |  | 34,199 | 34,067 | 27,140 |
| Insurance |  | 13,795 | 13,547 | 13,316 |
| Other |  | 803 | 1,480 | 1,488 |
| Derivative assets |  | 45,837 | 46,567 | 45,532 |
| Available-for-sale investments |  | 81,675 | 80,898 | 78,161 |
| Loans, bills discounted and other receivables | 4 | 712,905 | 695,398 | 669,163 |
| Bank acceptances of customers |  | 1,440 | 1,431 | 1,640 |
| Property, plant and equipment |  | 4,094 | 3,940 | 3,321 |
| Investments in associates and joint ventures |  | 2,842 | 2,776 | 2,673 |
| Intangible assets |  | 10,000 | 10,384 | 10,018 |
| Deferred tax assets ${ }^{(1)}$ |  | 782 | 389 | 436 |
| Other assets ${ }^{(1)}$ |  | 8,026 | 7,161 | 6,166 |
| Total assets |  | 971,719 | 933,001 | 902,991 |
| Liabilities |  |  |  |  |
| Deposits and other public borrowings | 6 | 606,091 | 588,045 | 560,498 |
| Payables due to other financial institutions |  | 34,031 | 28,771 | 35,053 |
| Liabilities at fair value through Income Statement |  | 8,404 | 10,292 | 9,011 |
| Derivative liabilities |  | 38,042 | 39,921 | 37,357 |
| Bank acceptances |  | 1,440 | 1,431 | 1,640 |
| Current tax liabilities |  | 1,012 | 1,022 | 559 |
| Deferred tax liabilities |  | 332 | 340 | 360 |
| Other provisions |  | 1,625 | 1,656 | 1,657 |
| Insurance policy liabilities |  | 12,388 | 12,636 | 12,611 |
| Debt issues |  | 175,583 | 161,284 | 160,798 |
| Managed funds units on issue |  | 2,362 | 1,606 | 1,326 |
| Bills payable and other liabilities ${ }^{(1)}$ |  | 11,600 | 9,889 | 8,058 |
|  |  | 892,910 | 856,893 | 828,928 |
| Loan capital |  | 16,997 | 15,544 | 14,399 |
| Total liabilities |  | 909,907 | 872,437 | 843,327 |
| Net assets |  | 61,812 | 60,564 | 59,664 |

## Shareholders' Equity

| Share capital: | 8 |  |  |
| :--- | ---: | ---: | ---: |
| $\quad$ Ordinary share capital | $\mathbf{3 4 , 4 5 5}$ | 33,845 | $\mathbf{3 3 , 2 5 2}$ |
| $\quad$ Other equity instruments | 8 | - | - |
| Reserves | 8 | $\mathbf{2 , 1 4 4}$ | 2,734 |
| Retained profits ${ }^{(1)}$ | 8 | 2,554 |  |
| Shareholders' Equity attributable to Equity holders of the Bank | $\mathbf{2 4 , 6 6 2}$ | 23,435 | $\mathbf{2 2 , 3 6 5}$ |
| Non-controlling interests | $\mathbf{6 1 , 2 6 1}$ | 60,014 | 59,110 |
| Total Shareholders' Equity | 8 | $\mathbf{5 5 1}$ | $\mathbf{5 5 0}$ |

[^8]The above Consolidated Balance Sheet should be read in conjunction with the accompanying notes.

## Consolidated Statement of Changes in Equity

For the half year ended 31 December 2016
$\left.\begin{array}{lrrrrrrr} \\ & & & & & \text { Shareholders' } \\ \text { Equity }\end{array}\right)$
(1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.

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

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

For the half year ended 31 December 2016

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Cash flows provided by/(used in) operating activities before changes in operating assets and liabilities | 3,008 | (501) | 9,580 |
| Changes in operating assets and liabilities arising from cash flow movements | $(9,836)$ | (427) | $(13,213)$ |
| Net cash used in operating activities | $(6,828)$ | (928) | $(3,633)$ |
| Net cash used in investing activities | (471) | $(1,222)$ | (810) |
| Dividends paid (excluding Dividend Reinvestment Plan) | $(3,216)$ | $(2,849)$ | $(2,978)$ |
| Redemption of other equity instruments (net of costs) | - | (939) | - |
| Proceeds from issuance of debt securities | 53,978 | 49,234 | 49,724 |
| Redemption of issued debt securities | $(37,765)$ | $(49,398)$ | $(48,342)$ |
| Proceeds from issue of shares (net of issue costs) | (6) | - | 5,022 |
| Other cash provided by financing activities | 1,814 | 757 | 1,389 |
| Net cash provided by/(used in) financing activities | 14,805 | $(3,195)$ | 4,815 |
| Net increase/(decrease) in cash and cash equivalents | 7,506 | $(5,345)$ | 372 |
| Effect of foreign exchange rates on cash and cash equivalents | 21 | (288) | 438 |
| Cash and cash equivalents at beginning of period | 14,447 | 20,080 | 19,270 |
| Cash and cash equivalents at end of period | 21,974 | 14,447 | 20,080 |

[^9]
## 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 2016, were approved and authorised for issue by the Board of Directors on 14 February 2017. The Directors have the power to amend and reissue the Financial Statements.
The Bank is a for-profit entity incorporated and domiciled in Australia. It is a company limited by shares that are publicly traded on the Australian Securities Exchange (ASX). The 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.

## Basis of Accounting

This Interim Financial Report for the half year ended 31 December 2016 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'. The Group is a for-profit entity for the purpose of preparing this report.
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 2016 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 under ASIC Corporations Instrument 2016/191.
For the purpose of this half year financial report, the half year has been treated as a discrete reporting period.
During the period, the Group changed its accounting policy in relation to the recognition of Global Asset Management longterm incentives provided to certain employees in Wealth Management. The new accounting policy expenses the longterm incentives when granted rather than over the vesting period per the previous accounting policy. The new policy more closely aligns the accounting with the economic substance of the arrangements. The change has been applied retrospectively and as at 30 June 2016 results in a reduction of $\$ 192$ million in retained earnings (31 December 2015: $\$ 183$ million), a reduction of $\$ 77$ million in total assets (31 December 2015: $\$ 84$ million) and an increase in total liabilities of $\$ 115$ million (31 December 2015: $\$ 99$ million).
Other than the above, 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 2016.

Where necessary, comparative information has been restated to conform to presentation in the current period. All changes have been footnoted throughout the financial statements.
No amendments to Australian Accounting Standards have been adopted during the period that have a material impact on the Group.

## Future Accounting Developments

AASB 9 'Financial Instruments' will replace AASB 139 'Financial Instruments: Recognition and Measurement' and introduces changes in three areas:

- Financial assets will be categorised according to a cash flow and business model test. The outcome of these tests will drive the measurement of financial assets at either amortised cost, fair value through profit or loss or fair value through other comprehensive income;
- Impairment of financial assets will be based on an expected loss rather than incurred loss model; and
- Simplifications to hedge accounting which more closely align with risk management activities.
AASB 9 is not mandatory until 1 July 2018 for the Group. The Group has commenced an implementation program.
AASB 15 'Revenue from Contracts with Customers' replaces AASB 118 'Revenue' and introduces a single model for the recognition of revenue based on the satisfaction of performance obligations. It does not apply to financial instruments. AASB 15 is not mandatory until 1 July 2018 for the Group.
AASB 16 'Leases' amends the accounting for leases and will replace AASB 117 'Leases'. Lessees will be required to bring both operating and finance leases on Balance Sheet as a right of use asset along with the associated lease liability. Interest expense will be recognised in profit or loss using the effective interest rate method, and the right of use asset will be depreciated. Lessor accounting remains largely unchanged. AASB 16 is not mandatory until 1 July 2019 for the Group.
The potential financial impacts of the above to the Group have not yet been determined. Other than the "own credit requirements" of AASB 9, which were early adopted from 1 January 2014, the Group does not intend to early adopt these standards.
Other amendments to existing standards that are not yet effective are not expected to result in significant changes to the Group's accounting policies.


## Note 2 Profit

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Interest Income |  |  |  |
| Loans and bills discounted | 15,446 | 15,506 | 15,460 |
| Other financial institutions | 59 | 91 | 46 |
| Cash and liquid assets | 118 | 162 | 129 |
| Assets at fair value through Income Statement | 230 | 279 | 297 |
| Available-for-sale investments | 821 | 936 | 911 |
| Total interest income | 16,674 | 16,974 | 16,843 |
| Interest Expense |  |  |  |
| Deposits | 5,274 | 5,680 | 6,005 |
| Other financial institutions | 126 | 146 | 131 |
| Liabilities at fair value through Income Statement | 67 | 107 | 104 |
| Debt issues | 2,145 | 2,230 | 1,895 |
| Loan capital | 321 | 302 | 282 |
| Total interest expense | 7,933 | 8,465 | 8,417 |
| Net interest income | 8,741 | 8,509 | 8,426 |
| Other Operating Income |  |  |  |
| Lending fees | 533 | 503 | 507 |
| Commissions | 1,254 | 1,064 | 1,151 |
| Trading income | 600 | 591 | 496 |
| Net gain/(loss) on non-trading financial instruments ${ }^{(1)(2)}$ | 374 | 95 | (122) |
| Net gain/(loss) on sale of property, plant and equipment | 7 | (15) | (6) |
| Net gain/(loss) from hedging ineffectiveness | 39 | (37) | (35) |
| Dividends - Other | 5 | 7 | 5 |
| Net funds management operating income ${ }^{(3)}$ | 991 | 1,037 | 1,024 |
| Insurance contracts income | 378 | 454 | 552 |
| Share of profit from associates and joint ventures net of impairment | 154 | 144 | 145 |
| Other ${ }^{(4)}$ | 32 | 20 | 63 |
| Total other operating income | 4,367 | 3,863 | 3,780 |
| Total net operating income before impairment and operating expenses | 13,108 | 12,372 | 12,206 |
| Impairment Expense |  |  |  |
| Loan impairment expense | 599 | 692 | 564 |
| Total impairment expense (Note 5) | 599 | 692 | 564 |

(1) Includes non-trading derivatives that are held for risk management purposes.
(2) The current half includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
(3) Includes net profit of $\$ 6$ million relating to First Gas Limited (30 June 2016: \$nil, 31 December 2015: \$nil).
4) Includes depreciation of $\$ 45$ million (30 June 2016: $\$ 55$ million; 31 December 2015: $\$ 52$ million), and impairment of $\$ 6$ million (30 June 2016 : $\$ 64$ million, 31 December 2015: $\$ 5$ million) in relation to assets held for lease by the Group

## Note 2 Profit (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Staff Expenses |  |  |  |
| Salaries and related on-costs ${ }^{(1)}$ | 2,826 | 2,831 | 2,826 |
| Share-based compensation | 61 | 52 | 50 |
| Superannuation | 221 | 207 | 203 |
| Total staff expenses | 3,108 | 3,090 | 3,079 |
| Occupancy and Equipment Expenses |  |  |  |
| Operating lease rentals | 330 | 329 | 321 |
| Depreciation of property, plant and equipment | 143 | 136 | 130 |
| Other occupancy expenses | 95 | 110 | 108 |
| Total occupancy and equipment expenses | 568 | 575 | 559 |
| Information Technology Services |  |  |  |
| Application, maintenance and development | 222 | 231 | 280 |
| Data processing | 105 | 98 | 99 |
| Desktop | 99 | 82 | 61 |
| Communications | 93 | 95 | 108 |
| Amortisation of software assets ${ }^{(2)}$ | 613 | 202 | 177 |
| Software write-offs | - | - | 1 |
| IT equipment depreciation | 23 | 25 | 26 |
| Total information technology services | 1,155 | 733 | 752 |
|  |  |  |  |
| Other Expenses |  |  |  |
| Postage and stationery | 97 | 96 | 96 |
| Transaction processing and market data | 98 | 84 | 95 |
| Fees and commissions: |  |  |  |
| Professional fees | 175 | 130 | 117 |
| Other | 43 | 46 | 47 |
| Advertising, marketing and loyalty | 197 | 232 | 259 |
| Amortisation of intangible assets (excluding software and merger related amortisation) | 7 | 7 | 7 |
| Non-lending losses | 54 | 63 | 40 |
| Other | 175 | 168 | 159 |
| Total other expenses | 846 | 826 | 820 |
| Total operating expenses | 5,677 | 5,224 | 5,210 |
| Investment and Restructuring |  |  |  |
| Merger related amortisation ${ }^{(3)}$ | 2 | 2 | 37 |
| Total investment and restructuring | 2 | 2 | 37 |
| Total operating expenses | 5,679 | 5,226 | 5,247 |
| Profit before income tax | 6,830 | 6,454 | 6,395 |
| Net hedging ineffectiveness comprises: |  |  |  |
| Gain/(loss) on fair value hedges: |  |  |  |
| Hedging instruments | 1,255 | (192) | (517) |
| Hedged items | $(1,223)$ | 164 | 478 |
| Gain/(loss) on cash flow and net investment hedge ineffectiveness | 7 | (9) | 4 |
| Net gain/(loss) from hedging ineffectiveness | 39 | (37) | (35) |

(1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.
(2) The current half includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(3) Merger related amortisation relates to Bankwest core deposits and customer lists.

## Note 3 Income Tax Expense

|  | Half Year Ended ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Profit before Income Tax | 6,830 | 6,454 | 6,395 |
| Prima facie income tax at $30 \%$ | 2,049 | 1,936 | 1,919 |
| Effect of amounts which are non-deductible/(assessable) in calculating taxable income: |  |  |  |
| Taxation offsets and other dividend adjustments | (6) | - | (4) |
| Tax adjustment referable to policyholder income | (17) | 65 | 6 |
| Tax losses not previously brought to account | (80) | (3) | (2) |
| Offshore tax rate differential | (36) | (35) | (44) |
| Offshore banking unit | (21) | (9) | (24) |
| Effect of changes in tax rates | 2 | 1 | - |
| Income tax under/(over) provided in previous years | 7 | (91) | (86) |
| Other ${ }^{(2)}$ | 28 | (19) | (4) |
| Total income tax expense | 1,926 | 1,845 | 1,761 |
| Corporate tax expense | 1,950 | 1,753 | 1,752 |
| Policyholder tax (benefit)/expense | (24) | 92 | 9 |
| Total income tax expense | 1,926 | 1,845 | 1,761 |
| Effective tax rate (\%) ${ }^{(3)}$ | 28.5 | 27.6 | 27.4 |

(1) Comparative information has been restated to conform to presentation in the current period
2) Primarily related to amounts in respect of the run-off of specialised financing transactions.
(3) Policyholder tax is excluded from both profit before income tax and tax expense for the purpose of calculating the Group's effective tax rate as it is not incurred directly by the Group.

## Note 4 Loans, Bills Discounted and Other Receivables

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ |
| Australia |  |  |  |
| Overdrafts | 22,813 | 26,857 | 22,066 |
| Home loans | 423,163 | 409,452 | 393,395 |
| Credit card outstandings | 12,280 | 12,122 | 12,243 |
| Lease financing | 4,305 | 4,412 | 4,414 |
| Bills discounted | 7,993 | 10,507 | 11,615 |
| Term loans and other lending | 146,526 | 140,784 | 138,365 |
| Total Australia | 617,080 | 604,134 | 582,098 |
| New Zealand |  |  |  |
| Overdrafts | 1,027 | 1,119 | 984 |
| Home loans | 48,347 | 45,640 | 42,834 |
| Credit card outstandings | 997 | 912 | 912 |
| Lease financing | 30 | 45 | 283 |
| Term loans and other lending | 26,207 | 24,696 | 23,196 |
| Total New Zealand | 76,608 | 72,412 | 68,209 |
| Other Overseas |  |  |  |
| Overdrafts | 473 | 473 | 480 |
| Home loans | 1,022 | 982 | 947 |
| Lease financing | 18 | 27 | 38 |
| Term loans and other lending | 22,609 | 22,271 | 22,316 |
| Total Other Overseas | 24,122 | 23,753 | 23,781 |
| Gross loans, bills discounted and other receivables | 717,810 | 700,299 | 674,088 |
| Less: |  |  |  |
| Provisions for Loan Impairment (Note 5): |  |  |  |
| Collective provision | $(2,782)$ | $(2,783)$ | $(2,763)$ |
| Individually assessed provisions | $(1,007)$ | (935) | (900) |
| Unearned income: |  |  |  |
| Term loans | (689) | (701) | (722) |
| Lease financing | (427) | (482) | (540) |
|  | $(4,905)$ | $(4,901)$ | $(4,925)$ |
| Net loans, bills discounted and other receivables | 712,905 | 695,398 | 669,163 |

## Note 5 Provisions for Impairment and Asset Quality

|  | As at 31 December 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans \$M | Other <br> Personal ${ }^{(1)}$ <br> \$M | Asset <br> Financing \$M | Other Commercial Industrial \$M | Total \$M |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 301,353 | 4,564 | 911 | 133,714 | 440,542 |
| Pass Grade | 151,134 | 14,661 | 7,595 | 73,096 | 246,486 |
| Weak | 8,533 | 3,210 | 235 | 1,937 | 13,915 |
| Total loans which were neither past due nor impaired | 461,020 | 22,435 | 8,741 | 208,747 | 700,943 |
| Loans which were past due but not impaired |  |  |  |  |  |
| Past due 1-29 days | 5,886 | 842 | 105 | 1,086 | 7,919 |
| Past due 30-59 days | 1,805 | 224 | 49 | 242 | 2,320 |
| Past due 60-89 days | 849 | 131 | 29 | 114 | 1,123 |
| Past due 90-179 days | 977 | 15 | 4 | 175 | 1,171 |
| Past due 180 days or more | 906 | 10 | 1 | 252 | 1,169 |
| Total loans past due but not impaired | 10,423 | 1,222 | 188 | 1,869 | 13,702 |


|  | As at 30 June 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans <br> \$M | Other Personal ${ }^{(1)}$ \$M | Asset <br> Financing <br> \$M | Other Commercial Industrial \$M | Total \$M |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 290,404 | 4,454 | 768 | 131,535 | 427,161 |
| Pass Grade | 142,180 | 15,628 | 7,468 | 73,852 | 239,128 |
| Weak | 10,189 | 3,669 | 257 | 1,475 | 15,590 |
| Total loans which were neither past due nor impaired | 442,773 | 23,751 | 8,493 | 206,862 | 681,879 |
| Loans which were past due but not impaired |  |  |  |  |  |
| Past due 1-29 days | 7,494 | 830 | 93 | 1,044 | 9,461 |
| Past due 30-59 days | 1,942 | 229 | 47 | 194 | 2,412 |
| Past due 60-89 days | 946 | 139 | 24 | 116 | 1,225 |
| Past due 90-179 days | 1,065 | 16 | 1 | 183 | 1,265 |
| Past due 180 days or more | 834 | 11 | 2 | 231 | 1,078 |
| Total loans past due but not impaired | 12,281 | 1,225 | 167 | 1,768 | 15,441 |


|  | As at 31 December 2015 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Home <br> Loans \$M | Other Personal \$M | Asset <br> Financing <br> \$M | Other Commercial Industrial \$M | Total \$M |
| Loans which were neither past due nor impaired |  |  |  |  |  |
| Investment Grade | 277,388 | 4,510 | 959 | 131,324 | 414,181 |
| Pass Grade | 137,203 | 14,617 | 8,312 | 67,014 | 227,146 |
| Weak | 9,938 | 3,403 | 243 | 1,822 | 15,406 |
| Total loans which were neither past due nor impaired | 424,529 | 22,530 | 9,514 | 200,160 | 656,733 |
| Loans which were past due but not impaired |  |  |  |  |  |
| Past due 1-29 days | 7,326 | 841 | 84 | 838 | 9,089 |
| Past due 30-59 days | 2,000 | 230 | 49 | 223 | 2,502 |
| Past due 60-89 days | 768 | 134 | 23 | 103 | 1,028 |
| Past due 90-179 days | 855 | 15 | 1 | 179 | 1,050 |
| Past due 180 days or more | 732 | 12 | 2 | 249 | 995 |
| Total loans past due but not impaired | 11,681 | 1,232 | 159 | 1,592 | 14,664 |

[^10]
## Note 5 Provisions for Impairment and Asset Quality (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Movement in gross impaired assets |  |  |  |
| Gross impaired assets - opening balance | 3,116 | 2,788 | 2,855 |
| New and increased | 1,194 | 1,302 | 1,068 |
| Balances written off | (584) | (698) | (630) |
| Returned to performing or repaid | (566) | (650) | (810) |
| Portfolio managed - new/increased/return to performing/repaid | 215 | 374 | 305 |
| Gross impaired assets - closing balance ${ }^{(1)}$ | 3,375 | 3,116 | 2,788 |

(1) Includes $\$ 3,165$ million of loans and advances and $\$ 210$ million of other financial assets ( 30 June 2016: $\$ 2,979$ million of loans and advances and $\$ 137$ million of other financial assets; 31 December 2015: $\$ 2,690$ million of loans and advances and $\$ 98$ million of other financial assets).

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | $31 \text { Dec } 16$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $31 \text { Dec } 15$ |
| Impaired assets by size of asset |  |  |  |
| Less than \$1 million | 1,300 | 1,293 | 1,280 |
| \$1 million to \$10 million | 948 | 876 | 876 |
| Greater than \$10 million | 1,127 | 947 | 632 |
| Gross impaired assets | 3,375 | 3,116 | 2,788 |
| Less total provisions for impaired assets ${ }^{(1)}$ | $(1,182)$ | $(1,127)$ | $(1,032)$ |
| Net impaired assets | 2,193 | 1,989 | 1,756 |

(1) Includes $\$ 1,017$ million of individually assessed provisions and $\$ 165$ million of collective provisions ( 30 June 2016: $\$ 944$ million of individually assessed provisions and $\$ 183$ million of collective provisions; 31 December 2015: $\$ 909$ million of individually assessed provisions and $\$ 123$ million of collective provisions).

## Provisioning Policy

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

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Provision for impairment losses |  |  |  |
| Collective provision |  |  |  |
| Opening balance | 2,818 | 2,801 | 2,762 |
| Net collective provision funding | 324 | 340 | 324 |
| Impairment losses written off | (443) | (431) | (415) |
| Impairment losses recovered | 107 | 105 | 120 |
| Other | 1 | 3 | 10 |
| Closing balance | 2,807 | 2,818 | 2,801 |
| Individually assessed provisions |  |  |  |
| Opening balance | 944 | 909 | 887 |
| Net new and increased individual provisioning | 370 | 454 | 334 |
| Write-back of provisions no longer required | (95) | (102) | (94) |
| Discount unwind to interest income | (16) | (14) | (13) |
| Impairment losses written off | (207) | (339) | (232) |
| Other | 21 | 36 | 27 |
| Closing balance | 1,017 | 944 | 909 |
| Total provisions for impairment losses | 3,824 | 3,762 | 3,710 |
| Less: Provision for Off Balance Sheet exposures | (35) | (44) | (47) |
| Total provisions for loan impairment | 3,789 | 3,718 | 3,663 |

Note 5 Provisions for Impairment and Asset Quality (continued)

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \% | \% | \% |
| Provision ratios |  |  |  |
| Total provisions for impaired assets as a \% of gross impaired assets | 35. 02 | 36. 17 | 37. 02 |
| Total provisions for impairment losses as a \% of gross loans and acceptances | 0.53 | 0.54 | 0.55 |
|  | Half Year Ended |  |  |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Loan impairment expense |  |  |  |
| Net collective provision funding | 324 | 340 | 324 |
| Net new and increased individual provisioning | 370 | 454 | 334 |
| Write-back of individually assessed provisions | (95) | (102) | (94) |
| Total loan impairment expense | 599 | 692 | 564 |

## Note 6 Deposits and Other Public Borrowings

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{gathered} 31 \text { Dec } 15 \\ \text { \$M } \end{gathered}$ |
| Australia |  |  |  |
| Certificates of deposit | 41,018 | 43,762 | 38,800 |
| Term deposits | 151,263 | 138,443 | 140,409 |
| On-demand and short-term deposits | 286,407 | 281,648 | 285,414 |
| Deposits not bearing interest | 37,833 | 35,164 | 13,699 |
| Securities sold under agreements to repurchase | 13,015 | 17,124 | 11,910 |
| Total Australia | 529,536 | 516,141 | 490,232 |
| New Zealand |  |  |  |
| Certificates of deposit | 2,521 | 2,779 | 2,210 |
| Term deposits | 24,560 | 22,060 | 21,694 |
| On-demand and short-term deposits | 23,082 | 23,752 | 22,750 |
| Deposits not bearing interest | 3,784 | 3,345 | 3,170 |
| Securities sold under agreements to repurchase | - | - | 29 |
| Total New Zealand | 53,947 | 51,936 | 49,853 |
| Other Overseas |  |  |  |
| Certificates of deposit | 9,343 | 6,319 | 6,962 |
| Term deposits | 10,694 | 10,009 | 10,967 |
| On-demand and short-term deposits | 2,507 | 3,575 | 2,417 |
| Deposits not bearing interest | 64 | 65 | 67 |
| Total Other Overseas | 22,608 | 19,968 | 20,413 |
| Total deposits and other public borrowings | 606,091 | 588,045 | 560,498 |

## Note 7 Financial Reporting by Segments

The principal activities of the Group are carried out in the business segments below. These segments are based on the distribution channels through which the customer relationship is being managed. During the half year, refinements have been made to the allocation of customer balances and associated revenue and expenses between business segments, including updated transfer pricing allocations. These changes have not impacted the Group's cash net profit, but have resulted in changes to the presentation of the Income Statement and the Balance Sheet of the Group and affected segments. There have also been changes to the recognition of Global Asset Management long-term incentives in Wealth Management, as set out in Note 1 Accounting Policies, which have had a minor impact on the Group's cash net profit.

|  | Half Year Ended 31 December 2016 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail Banking Services \$M | Business and Private Banking \$M | Institutional Banking and Markets \$M | Wealth Management \$M |  | Bankwest <br> \$M | IFS and Other \$M | Total \$M |
| Net interest income | 4,584 | 1,513 | 761 | - | 833 | 819 | 233 | 8,743 |
| Other banking income ${ }^{(1)}$ | 1,006 | 458 | 724 | - | 140 | 121 | 537 | 2,986 |
| Total banking income | 5,590 | 1,971 | 1,485 | - | 973 | 940 | 770 | 11,729 |
| Funds management income | - | - | - | 933 | 45 | - | 26 | 1,004 |
| Insurance income | - | - | - | 220 | 139 | - | 34 | 393 |
| Total operating income | 5,590 | 1,971 | 1,485 | 1,153 | 1,157 | 940 | 830 | 13,126 |
| Investment experience ${ }^{(2)}$ | - | - | - | 34 | (12) | - | (6) | 16 |
| Total income | 5,590 | 1,971 | 1,485 | 1,187 | 1,145 | 940 | 824 | 13,142 |
| Operating expenses ${ }^{(3)}$ | $(1,722)$ | (775) | (545) | (847) | (453) | (388) | (947) | $(5,677)$ |
| Loan impairment expense | (350) | (64) | (44) | - | (47) | (43) | (51) | (599) |
| Net profit before tax | 3,518 | 1,132 | 896 | 340 | 645 | 509 | (174) | 6,866 |
| Corporate tax (expense)/benefit | $(1,052)$ | (341) | (213) | (91) | (174) | (154) | 75 | $(1,950)$ |
| Non-controlling interests | - | - | - | - | - | - | (9) | (9) |
| Net profit after tax - "cash basis" ${ }^{(4)}$ | 2,466 | 791 | 683 | 249 | 471 | 355 | (108) | 4,907 |
| Hedging and IFRS volatility | - | - | - | - | 2 | - | 6 | 8 |
| Other non-cash items | - | - | - | (19) | - | (1) | - | (20) |
| Net profit after tax - "statutory basis" | 2,466 | 791 | 683 | 230 | 473 | 354 | (102) | 4,895 |
| Additional information |  |  |  |  |  |  |  |  |
| Amortisation and depreciation | (121) | (59) | (63) | (19) | (39) | (13) | (474) | (788) |
| Balance Sheet |  |  |  |  |  |  |  |  |
| Total assets | 347,471 | 104,554 | 177,625 | 21,862 | 86,085 | 83,605 | 150,517 | 971,719 |
| Total liabilities | 249,688 | 80,372 | 155,053 | 26,975 | 79,058 | 51,685 | 267,076 | 909,907 |

1) The current half includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
(2) Investment experience is presented on a pre-tax basis
(3) The current half includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
(4) This balance excludes non-cash items, including unrealised gains and losses relating to hedging and IFRS volatility ( $\$ 8$ million gain), Bankwest non-cash items ( $\$ 1$ million expense) and treasury shares valuation adjustment ( $\$ 19$ million expense).

Note 7 Financial Reporting by Segments (continued)

|  | Half Year Ended 31 December $2015{ }^{(1)}$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail <br> Banking <br> Services \$M | Business and <br> Private <br> Banking <br> \$M | Institutional Banking and Markets \$M | Wealth Management \$M |  | Bankwest \$M | IFS and <br> Other | Total \$M |
| Net interest income | 4,300 | 1,505 | 814 | - | 795 | 843 | 170 | 8,427 |
| Other banking income | 941 | 414 | 645 | - | 147 | 107 | 162 | 2,416 |
| Total banking income | 5,241 | 1,919 | 1,459 | - | 942 | 950 | 332 | 10,843 |
| Funds management income | - | - | - | 964 | 40 | - | 28 | 1,032 |
| Insurance income | - | - | - | 330 | 127 | - | 30 | 487 |
| Total operating income | 5,241 | 1,919 | 1,459 | 1,294 | 1,109 | 950 | 390 | 12,362 |
| Investment experience ${ }^{(2)}$ | - | - | - | 55 | 5 | - | (2) | 58 |
| Total income | 5,241 | 1,919 | 1,459 | 1,349 | 1,114 | 950 | 388 | 12,420 |
| Operating expenses | $(1,694)$ | (742) | (534) | (826) | (441) | (390) | (583) | $(5,210)$ |
| Loan impairment expense | (306) | (70) | (140) | - | (37) | 16 | (27) | (564) |
| Net profit before tax | 3,241 | 1,107 | 785 | 523 | 636 | 576 | (222) | 6,646 |
| Corporate tax (expense)/benefit | (969) | (333) | (163) | (147) | (172) | (173) | 130 | $(1,827)$ |
| Non-controlling interests | - | - | - | - | - | - | (11) | (11) |
| Net profit after tax - "cash basis" ${ }^{(3)}$ | 2,272 | 774 | 622 | 376 | 464 | 403 | (103) | 4,808 |
| Hedging and IFRS volatility | - | - | - | - | (109) | - | (41) | (150) |
| Other non-cash items | - | - | - | (9) | - | (26) | - | (35) |
| Net profit after tax - "statutory basis" | 2,272 | 774 | 622 | 367 | 355 | 377 | (144) | 4,623 |
| Additional information <br> Amortisation and depreciation | Additional information |  |  |  |  |  |  |  |
| Balance Sheet |  |  |  |  |  |  |  |  |
| Total assets | 322,172 | 97,576 | 175,609 | 19,670 | 75,066 | 80,092 | 132,806 | 902,991 |
| Total liabilities | 233,684 | 72,958 | 144,204 | 24,860 | 68,087 | 50,837 | 248,697 | 843,327 |

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

Note 7 Financial Reporting by Segments (continued)

| Geographical Information | Half Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 31 Dec 16 | 31 Dec 15 | 31 Dec 15 |
| Financial Performance and Position | \$M | \% | \$M | \% |
| Income |  |  |  |  |
| Australia ${ }^{(1)}$ | 18,851 | 83.4 | 18,184 | 83.0 |
| New Zealand | 2,554 | 11. 3 | 2,514 | 11.5 |
| Other locations ${ }^{(2)}$ | 1,202 | 5.3 | 1,218 | 5.5 |
| Total Income | 22,607 | 100.0 | 21,916 | 100.0 |
| Non-Current Assets |  |  |  |  |
| Australia | 15,557 | 91.8 | 14,689 | 91.7 |
| New Zealand | 1,047 | 6.2 | 1,017 | 6. 4 |
| Other locations ${ }^{(2)}$ | 332 | 2. 0 | 306 | 1.9 |
| Total non-current assets ${ }^{(3)}$ | 16,936 | 100.0 | 16,012 | 100.0 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Other locations include: United Kingdom, United States, Japan, Singapore, Malta, Hong Kong, Indonesia, China, India, Vietnam and South Africa.
(3) Non-current assets include Property, plant and equipment, Investments in associates and joint ventures, and Intangibles.

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

## Note 8 Shareholders' Equity

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Ordinary Share Capital |  |  |  |
| Shares on issue: |  |  |  |
| Opening balance | 34,129 | 33,577 | 27,898 |
| Issue of shares (net of issue costs) ${ }^{(1)}$ | (6) | - | 5,022 |
| Dividend reinvestment plan (net of issue costs) ${ }^{(2)}$ | 586 | 552 | 657 |
|  | 34,709 | 34,129 | 33,577 |
| Less treasury shares: |  |  |  |
| Opening balance | (284) | (325) | (279) |
| Purchase of treasury shares ${ }^{(3)}$ | (27) | (9) | (99) |
| Sale and vesting of treasury shares ${ }^{(3)}$ | 57 | 50 | 53 |
|  | (254) | (284) | (325) |
| Closing balance | 34,455 | 33,845 | 33,252 |
| Other Equity Instruments |  |  |  |
| Opening balance | - | 939 | 939 |
| Redemptions ${ }^{(4)}$ | - | (939) | - |
| Closing balance | - | - | 939 |
| Retained Profits |  |  |  |
| Opening balance ${ }^{(5)}$ | 23,435 | 22,365 | 21,340 |
| Actuarial gains and (losses) from defined benefit superannuation plans | 142 | (120) | 130 |
| Losses on liabilities at fair value due to changes in own credit risk | (2) | - | (1) |
| Realised gains and dividend income on treasury shares | 15 | 13 | 7 |
| Operating profit attributable to Equity holders of the Bank ${ }^{(5)}$ | 4,895 | 4,600 | 4,623 |
| Total available for appropriation | 28,485 | 26,858 | 26,099 |
| Net loss on sale/redemption of other equity ${ }^{(6)}$ | - | (10) | - |
| Transfers to general reserve | (21) | (19) | (101) |
| Transfers from asset revaluation reserve | 6 | 5 | 14 |
| Transfers to employee compensation reserve | - | - | (2) |
| Interim dividend - cash component | - | $(2,829)$ | - |
| Interim dividend - dividend reinvestment plan ${ }^{(2)}$ | - | (552) | - |
| Final dividend - cash component | $(3,222)$ | - | $(2,958)$ |
| Final dividend - dividend reinvestment plan ${ }^{(2)}$ | (586) | - | (655) |
| Other dividends ${ }^{(7)}$ | - | (18) | (32) |
| Closing balance | 24,662 | 23,435 | 22,365 |

(1) The Group undertook a capital raising through a rights issue to all eligible shareholders in the 2016 financial year. An accelerated institutional offer closed on 13 August 2015, while the retail entitlement offer closed on 8 September 2015, jointly raising $\$ 5,016$ million net of issue costs.
(2) The determined dividend includes an amount attributable to Dividend Reinvestment Plan (DRP) of $\$ 586$ million (final 2015/2016), $\$ 552$ million (interim 2015/2016) and $\$ 655$ million (final 2014/2015) with $\$ 586$ million, $\$ 552$ million and $\$ 657$ million ordinary shares being issued under plan rules, which include the carry forward of DRP balance from previous dividends.
(3) Relates to the movements in treasury shares held within Life Insurance Statutory Funds and the employee share scheme trust.
(4) Redemption of Trust Preferred Securities (TPS 2006) on 15 March 2016.
(5) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.
(6) Includes other equity instruments of non-controlling interests.
(7) Includes dividends relating to equity instruments on issue other than ordinary shares.

## Note 8 Shareholders' Equity (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Reserves |  |  |  |
| General Reserve |  |  |  |
| Opening balance | 939 | 920 | 819 |
| Appropriation from retained profits | 21 | 19 | 101 |
| Closing balance | 960 | 939 | 920 |
| Asset Revaluation Reserve |  |  |  |
| Opening balance | 173 | 177 | 191 |
| Revaluation of properties | - | 2 | - |
| Transfer to retained profits | (6) | (5) | (14) |
| Tax on revaluation of properties | - | (1) | - |
| Closing balance | 167 | 173 | 177 |
| Foreign Currency Translation Reserve |  |  |  |
| Opening balance | 739 | 737 | 356 |
| Currency translation adjustments of foreign operations | 69 | 11 | 378 |
| Currency translation of net investment hedge | 9 | (8) | (4) |
| Tax on translation adjustments | 5 | (1) | 7 |
| Closing balance | 822 | 739 | 737 |
| Cash Flow Hedge Reserve |  |  |  |
| Opening balance | 473 | 137 | 263 |
| Gains and (losses) on cash flow hedging instruments: |  |  |  |
| Recognised in other comprehensive income | $(1,031)$ | 249 | 1 |
| Transferred to Income Statement: |  |  |  |
| Interest income | (678) | (410) | (558) |
| Interest expense | 960 | 639 | 379 |
| Tax on cash flow hedging instruments | 229 | (142) | 52 |
| Closing balance | (47) | 473 | 137 |
| Employee Compensation Reserve |  |  |  |
| Opening balance | 132 | 85 | 122 |
| Current period movement | (25) | 47 | (37) |
| Closing balance | 107 | 132 | 85 |
| Available-for-sale Investments Reserve |  |  |  |
| Opening balance | 278 | 498 | 594 |
| Net gains and (losses) on revaluation of available-for-sale investments | 241 | (162) | (74) |
| Net gains and (losses) on available-for-sale investments transferred to Income Statement on disposal | (437) | (150) | (72) |
| Tax on available-for-sale investments | 53 | 92 | 50 |
| Closing balance | 135 | 278 | 498 |
| Total Reserves | 2,144 | 2,734 | 2,554 |
| Shareholders' Equity attributable to Equity holders of the Bank | 61,261 | 60,014 | 59,110 |
| Shareholders' Equity attributable to Non-controlling interests | 551 | 550 | 554 |
| Total Shareholders' Equity | 61,812 | 60,564 | 59,664 |

## Note 9 Disclosures about Fair Values

Financial assets and financial liabilities are measured on an ongoing basis either at fair value or amortised cost. AASB 134 'Interim Financial Reporting' requires the disclosure of the fair value of those financial instruments not already carried at fair value in the Balance Sheet and disclosures about fair value measurements.
Fair value is the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at measurement date.
(a) Fair Value Information for Financial Instruments not measured at Fair Value

The estimated fair value of the Group's financial instruments not measured at fair value as at 31 December 2016 are presented below. The disclosure does not cover assets or liabilities that are not considered to be financial instruments from an accounting perspective.

|  | 31 Dec 16 |  |  | 30 Jun 16 |
| :---: | :---: | :---: | :---: | :---: |
|  | Carrying value \$M | Fair value \$M | Carrying value \$M | Fair value \$M |
| Financial assets not measured at fair value on a recurring basis |  |  |  |  |
| Cash and liquid assets | 44,709 | 44,709 | 23,372 | 23,372 |
| Receivables due from other financial institutions | 10,612 | 10,612 | 11,591 | 11,591 |
| Loans and other receivables | 704,912 | 705,310 | 684,891 | 685,341 |
| Bank acceptances of customers | 1,440 | 1,440 | 1,431 | 1,431 |
| Other assets | 6,113 | 6,113 | 5,599 | 5,599 |
| Total financial assets | 767,786 | 768,184 | 726,884 | 727,334 |
| Financial liabilities not measured at fair value on a recurring basis |  |  |  |  |
| Deposits and other public borrowings | 606,091 | 606,420 | 588,045 | 588,405 |
| Payables due to other financial institutions | 34,031 | 34,031 | 28,771 | 28,771 |
| Bank acceptances | 1,440 | 1,440 | 1,431 | 1,431 |
| Debt issues | 175,583 | 176,246 | 161,284 | 161,049 |
| Managed funds units on issue | 2,362 | 2,362 | 1,606 | 1,606 |
| Bills payable and other liabilities ${ }^{(1)}$ | 9,322 | 9,322 | 7,613 | 7,613 |
| Loan capital | 16,997 | 17,233 | 15,544 | 15,101 |
| Total financial liabilities | 845,826 | 847,054 | 804,294 | 803,976 |

(1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.

The fair values disclosed above represent estimates of prices at which these instruments could be sold or transferred in an orderly transaction between market participants. However, many of the instruments lack an available trading market and it is the intention to hold to maturity. Thus it is possible that realised amounts may differ to amounts disclosed above.
Due to the wide range of valuation techniques and the numerous estimates that must be made, it may be difficult to make a reasonable comparison of the fair value information disclosed here, against that disclosed by other financial institutions.

## Note 9 Disclosures about Fair Values (continued)

(a) Fair Value Information for Financial Instruments not measured at Fair Value (continued)

For financial instruments not carried at fair value, an estimate of fair value has been derived as follows:

## Loans and Other Receivables

The carrying value of loans and other receivables is net of accumulated collective and individually assessed provisions for impairment. Customer creditworthiness is regularly reviewed in line with the Group's credit policies and, where necessary, pricing is adjusted in accordance with individual credit contracts.
For the majority of variable rate loans, excluding impaired loans, the carrying amount is considered a reasonable estimate of fair value. For institutional variable rate loans, the fair value is calculated using discounted cash flow models, with a discount rate reflecting market rates offered on similar loans to customers with similar creditworthiness. The fair value of impaired loans is calculated by discounting estimated future cash flows using the loan's market interest rate.
The fair value of fixed rate loans is calculated using discounted cash flow models, where the discount rate reflects market rates offered for loans of similar remaining maturities and creditworthiness of the customer.

## Deposits and Other Public Borrowings

Fair value of non-interest bearing, at call and variable rate deposits, and fixed rate deposits repricing within six months, approximate their carrying value as they are short-term in nature or payable on demand.
Fair value of term deposits are estimated using discounted cash flows, applying market rates offered for deposits of similar remaining maturities.

## Debt Issues and Loan Capital

The fair values are calculated using quoted market prices, where available. Where quoted market prices are not available, discounted cash flow and option pricing models are used. The discount rate applied reflects the terms of the instrument, the timing of the cash flows, and is adjusted for any change in the Group's applicable credit rating.

## Other Financial Assets and Liabilities

For all other financial assets and liabilities fair value approximates carrying value due to their short-term nature, frequent repricing and/or high credit rating.

## (b) Valuation Methodology for Financial Instruments carried at Fair Value

A significant number of financial instruments are carried on Balance Sheet at fair value.
The best evidence of fair value is a quoted market price in an active market. Therefore, where possible, fair value is based on quoted market prices. Where no quoted market price for an instrument is available, the fair value is based on present value estimates or other valuation techniques based on current market conditions. These valuation techniques rely on market observable inputs wherever possible, or in a limited number of instances, rely on inputs which are reasonable assumptions based on market conditions.

Determination of the fair value of Over-the-Counter (OTC) derivatives includes Credit Valuation Adjustments (CVA) for derivative assets to reflect the credit worthiness of the counterparty. Fair value of uncollateralised derivative assets and uncollateralised derivative liabilities incorporate Funding Valuation Adjustments (FVA) to reflect funding costs and benefits to the Group. These adjustments are applied after considering any relevant collateral or master netting arrangements.
The Group utilises various valuation techniques and applies a hierarchy for valuation inputs that maximise the use of observable market data, if available.

The tables below categorise financial assets and liabilities that are recognised and measured at fair value, and the valuation methodology according to the following hierarchy.

## Valuation Inputs

## Quoted Prices in Active Markets - Level 1

The valuation of Level 1 financial instruments are determined by reference to unadjusted quoted prices for identical assets or liabilities in active markets where the quoted price is readily available, and the price represents actual and regularly occurring market transactions on an arm's length basis.
An active market is one in which transactions occur with sufficient volume and frequency to provide pricing information on an ongoing basis.
Financial instruments included in this category are liquid government bonds, financial institution and corporate bonds, certificates of deposit, bank bills, listed equities and exchange traded derivatives.

Valuation Technique Using Observable Inputs - Level 2
Level 2 financial instruments are valued using inputs other than quoted prices as described for Level 1, but which are observable for the asset or liability, either directly or indirectly. The valuation techniques include the use of discounted cash flow analysis, option pricing models and other market accepted valuation models.
Financial instruments included in this category are commercial papers, mortgaged-backed securities and OTC derivatives including interest rate swaps, cross currency swaps and FX options.

## Valuation Technique Using Significant Unobservable Inputs - Level 3

The valuation of Level 3 financial instruments incorporates significant inputs for the asset or liability that are not based on observable market data (unobservable inputs). Unobservable inputs are those not readily available in an active market due to market illiquidity or complexity of the product. These inputs are generally derived and extrapolated from observable inputs to match the risk profile of the financial instrument, and are calibrated against current market assumptions, historic transactions and economic models, where available. These inputs may include the timing and amount of future cash flows, rates of estimated credit losses, discount rates and volatility.
Financial instruments included in this category for the Group are certain exotic OTC derivatives and certain asset-backed securities valued using unobservable inputs.

## Note 9 Disclosures about Fair Values (continued)

(c) Fair Value Hierarchy for Financial Assets and Liabilities measured at Fair Value

The classification in the fair value hierarchy of the Group's financial assets and liabilities measured at fair value is presented in the table below:

|  | Fair Value as at 31 December 2016 |  |  |  |  | Fair Value as at 30 June 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 <br> \$M | Level 2 \$M | Level 3 \$M | Total \$M | Level 1 \$M | Level 2 \$M | Level 3 \$M | Total \$M |
| Financial assets measured at fair value on a recurring basis |  |  |  |  |  |  |  |  |
| Assets at fair value through Income Statement: |  |  |  |  |  |  |  |  |
| Trading | 22,897 | 11,302 | - | 34,199 | 23,180 | 10,887 | - | 34,067 |
| Insurance | 3,630 | 10,093 | 72 | 13,795 | 4,014 | 9,533 | - | 13,547 |
| Other | 43 | 760 | - | 803 | 43 | 1,437 | - | 1,480 |
| Derivative assets | 304 | 45,444 | 89 | 45,837 | 16 | 46,491 | 60 | 46,567 |
| Available-for-sale investments | 72,393 | 9,055 | 227 | 81,675 | 71,244 | 9,353 | 301 | 80,898 |
| Bills Discounted ${ }^{(1)}$ | 7,993 | - | - | 7,993 | 10,507 | - | - | 10,507 |
| Total financial assets measured at fair value | 107,260 | 76,654 | 388 | 184,302 | 109,004 | 77,701 | 361 | 187,066 |
| Financial liabilities measured at fair value on a recurring basis |  |  |  |  |  |  |  |  |
| Liabilities at fair value through Income Statement | 2,153 | 6,251 | - | 8,404 | 2,749 | 7,543 | - | 10,292 |
| Derivative liabilities | 2 | 37,996 | 44 | 38,042 | 38 | 39,819 | 64 | 39,921 |
| Life investment contracts | - | 8,312 | - | 8,312 | - | 8,582 | - | 8,582 |
| Total financial liabilities measured at fair value | 2,155 | 52,559 | 44 | 54,758 | 2,787 | 55,944 | 64 | 58,795 |

(1) These balances are included within loans, bills discounted and other receivables on the face of the Balance Sheet.
(d) Analysis of Movements between Fair Value Hierarchy Levels

During the half year ended 31 December 2016 there have been no reclassifications of available-for-sale securities (30 June 2016: $\$ 547$ million from Level 2 to Level 1). There were insurance security reclassifications of $\$ 488$ million (30 June 2016: $\$ 628$ million) from Level 1 to Level 2. There were no trading security reclassifications (30 June 2016: \$nil) from Level 2 to Level 1. Transfers in and out of Levels are due to changes in the observability of the inputs. The table below summarises movements in Level 3 balances during the half year. Transfers have been reflected as if they had taken place at the end of the reporting period.

Level 3 Movement Analysis for the half year ended 31 December 2016

|  | Insurance Assets \$M | Derivative Assets \$M | Available for Sale Investments \$M | Derivative <br> Liabilities <br> \$M | $\begin{array}{r} \text { Total } \\ \mathbf{\$ M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at 1 July 2016 | - | 60 | 301 | (64) | 297 |
| Purchases |  |  | - | - |  |
| Sales/Settlements | - | 10 | (71) | 3 | (58) |
| Gains/(losses) in the period: |  |  |  |  |  |
| Recognised in the Income Statement | - | 16 | (1) | 17 | 32 |
| Recognised in the Statement of Comprehensive Income | - | - | (2) | - | (2) |
| Transfers in | 72 | 3 | - | - | 75 |
| Transfers out | - | - | - | - | - |
| As at 31 December 2016 | 72 | 89 | 227 | (44) | 344 |
| Gains/(losses) recognised in the Income Statement for financial instruments held as at 31 December 2016 | - | 16 | - | 17 | 33 |

The Group's exposure to financial instruments measured at fair value based in full or in part on non-market observable inputs is restricted to a small number of financial instruments, which comprise an insignificant component of the portfolios to which they belong. As such, the purchases, sales, as well as any change in the assumptions used to value the instruments to a reasonably possible alternative do not have a material effect on the portfolio balance of the Group's results.

## Note 10 Contingent Liabilities, Contingent Assets, Provisions and Commitments

Details of contingent liabilities, provisions and off Balance Sheet business are presented below. The face (contract) value represents the maximum potential amount that could be lost if the counterparty fails to meet its financial obligations. The credit equivalent amounts are a measure of potential loss to the Group in the event of non-performance by the counterparty. The credit commitments shown in the table below also constitute contingent assets. These commitments would be classified as loans and other assets in the Balance Sheet on the occurrence of the contingent event.

| Credit risk related instruments | Face Value |  | Group <br> Credit Equivalent |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 16 | 30 Jun 16 |
|  | \$M | \$M | \$M | \$M |
| Guarantees ${ }^{(1)}$ | 6,647 | 6,216 | 6,647 | 6,216 |
| Documentary letters of credit ${ }^{(2)}$ | 1,387 | 1,308 | 1,378 | 1,153 |
| Performance related contingents ${ }^{(3)}$ | 2,422 | 2,568 | 2,414 | 2,560 |
| Commitments to provide credit ${ }^{(4)}$ | 176,063 | 170,742 | 169,674 | 162,967 |
| Other commitments ${ }^{(5)}$ | 1,014 | 1,636 | 891 | 1,359 |
| Total credit risk related instruments | 187,533 | 182,470 | 181,004 | 174,255 |

(1) Guarantees are unconditional undertakings given to support the obligations of a customer to third parties.
(2) Documentary letters of credit are undertakings by the Group to pay or accept drafts drawn by a supplier of goods against presentation of documents in the event of payment default by a customer.
(3) Performance related contingents are undertakings that oblige the Group to pay third parties should a customer fail to fulfil a contractual non-monetary obligation.
(4) Commitments to provide credit include all obligations on the part of the Group to provide credit facilities. As facilities may expire without being drawn upon, the notional amounts do not necessarily reflect future cash requirements.
(5) Other commitments include underwriting facilities, commitments with certain drawdowns, standby letters of credit and bill endorsements.

There has been no material change in contingent liabilities since those disclosed in the Financial Statements for the year ended 30 June 2016.

## Advice Review Program

Certain remediation programs are being undertaken in the Group's advice business as follows:

- The Open Advice Review program for customers of Commonwealth Financial Planning Limited (CFPL) and Financial Wisdom Limited (FWL), who received advice between 1 September 2003 and 1 July 2012. Registrations for the program closed in July 2015. Customer file assessments are complete and remediation is ongoing. Promontory is expected to release its final independent review of advice assessed through the Open Advice Review program in March 2017.
- Variations to CFPL's and FWL's licence conditions agreed with ASIC in August 2014. The licensees are continuing to work with ASIC and the compliance expert to complete further reviews of customer files for 17 advisers identified by the compliance expert. The reviews will assess if the advice provided before 2012 was appropriate, and where required, customers will be remediated. The compliance expert confirmed in December 2016 that the licensees took appropriate action to contact more than 4,300 customers in 2015, respond to customers' request for information, and perform further reviews of their advice.
- A review of service delivery against past adviser service package offerings from 1 July 2007 to 30 June 2015. In instances where the Group's records do not show that customers who paid for the service package during this period received an annual review, customers are being refunded. Affected customers will be advised by June 2017 and refunds with interest have commenced.
The Group has provided for the cost of running these programs, together with anticipated remediation costs. Key assumptions in determining the remediation and program cost provisions include customer registrations and responses, remediation rates and amounts, case complexity and program design. These have been developed considering historical evidence, current information available and the exercise of judgement. As the nature of these estimates and assumptions are uncertain, the provisions may change. The Group considers that provisions held are adequate and represent our best estimate of the anticipated future costs.
The Group will re-evaluate the assumptions underpinning the provisions at each reporting date as more information becomes available.


## Note 11 Subsequent Events

The Directors have declared a fully franked interim dividend of 199 cents per share amounting to $\$ 3,429$ million.
The Bank expects the DRP for the interim dividend for the half year ended 31 December 2016 will be satisfied by the issue of shares of approximately $\$ 531$ million.
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.

The Directors of the Commonwealth Bank of Australia declare that in their opinion:
(a) the consolidated financial statements and notes for the half year ended on 31 December 2016, as set out on pages 51 to 72 , are in accordance with the Corporations Act 2001, including:
(i) complying with the Accounting Standards and any further requirements in the Corporations Regulations 2001; and
(ii) giving a true and fair view of the Group's financial position as at 31 December 2016 and its performance for the six months ended 31 December 2016; and
(b) there are reasonable grounds to believe that the Commonwealth Bank of Australia will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Directors.

## Catherine thirirsatore

Catherine Livingstone AO
Chairman
14 February 2017


Ian Narev
Managing Director and Chief Executive Officer
14 February 2017

## PWC

## 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 Commonwealth Bank of Australia (the Company), which comprises the consolidated balance sheet as at 31 December 2016, the consolidated income statement and consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half year ended on that date, selected explanatory notes and the directors' declaration for the consolidated entity. The consolidated entity comprises the Company and the entities it controlled during that half year.

## Directors' responsibility for the half year financial report

The directors of the Company are responsible for the preparation of the half year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal 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 Australian Auditing Standard on Review Engagements ASRE 2410 Review of a 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 half year 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 2016 and its performance for the half year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of Commonwealth Bank of Australia, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. 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 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 2016 and of its performance for the half year ended on that date;
b) complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.


PricewaterhouseCoopers


Marcus Laithwaite Sydney
Partner
14 February 2017

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## 1. Net Interest Margin

|  | Half Year Ended ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \% | \% | \% |
| Australia |  |  |  |
| Interest spread ${ }^{(2)}$ | 2. 01 | 2. 03 | 2. 11 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.21 | 0. 20 | 0. 13 |
| Net interest margin ${ }^{(4)}$ | 2. 22 | 2. 23 | 2. 24 |
| New Zealand |  |  |  |
| Interest spread ${ }^{(2)}$ | 1.66 | 1. 75 | 1. 86 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.34 | 0.35 | 0.38 |
| Net interest margin ${ }^{(4)}$ | 2.00 | 2. 10 | 2. 24 |
| Other Overseas |  |  |  |
| Interest spread ${ }^{(2)}$ | 0.57 | 0. 70 | 0.69 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.03 | 0.05 | 0.02 |
| Net interest margin ${ }^{(4)}$ | 0.60 | 0.75 | 0.71 |
| Total Group |  |  |  |
| Interest spread ${ }^{(2)}$ | 1.91 | 1. 94 | 2. 02 |
| Benefit of interest-free liabilities, provisions and equity ${ }^{(3)}$ | 0.20 | 0. 20 | 0. 13 |
| Net interest margin ${ }^{(4)}$ | 2. 11 | 2. 14 | 2. 15 |

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

## 2. Average Balances and Related Interest

The following tables list the major categories of interest earning assets and interest bearing liabilities of the Group together with the respective interest earned or paid and the average interest rate for each of the half years ended 31 December 2016, 30 June 2016 and 31 December 2015. Averages used were predominantly daily averages. Interest is accounted for based on product yield.
Where assets or liabilities are hedged, the interest amounts are shown net of the hedge, however individual items not separately hedged may be affected by movements in exchange rates.
The New Zealand and Other Overseas components comprise overseas branches of the Bank and overseas domiciled controlled entities.
Non-accrual loans are included in interest earning assets under Loans, bills discounted and other receivables.
The official cash rate in Australia decreased 25 basis points during the half year, while rates in New Zealand decreased 50 basis points during the half year.

| Interest Earning Assets | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  | Half Year Ended 31 Dec $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest |  | Avg Bal | Interest |  | Avg Bal | Interest |  |
|  | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Home loans ${ }^{(2)}$ | 430,408 | 9,541 | 4. 40 | 414,749 | 9,637 | 4. 67 | 404,644 | 9,646 | 4.74 |
| Consumer finance ${ }^{(3)}$ | 23,460 | 1,433 | 12. 12 | 23,838 | 1,464 | 12. 35 | 23,608 | 1,458 | 12. 28 |
| Business and corporate loans | 220,519 | 4,472 | 4.02 | 215,027 | 4,406 | 4. 12 | 207,726 | 4,355 | 4. 17 |
| Loans, bills discounted and other receivables | 674,387 | 15,446 | 4.54 | 653,614 | 15,507 | 4. 77 | 635,978 | 15,459 | 4. 84 |
| Cash and other liquid assets | 42,801 | 177 | 0.82 | 42,328 | 253 | 1. 20 | 45,838 | 175 | 0.76 |
| Assets at fair value through Income |  |  |  |  |  |  |  |  |  |
| Statement (excluding life insurance) | 25,252 | 230 | 1.81 | 24,246 | 279 | 2. 31 | 20,661 | 297 | 2. 86 |
| Available-for-sale investments | 80,618 | 823 | 2. 03 | 80,191 | 936 | 2. 35 | 78,444 | 911 | 2. 31 |
| Non-lending interest earning assets | 148,671 | 1,230 | 1. 64 | 146,765 | 1,468 | 2. 01 | 144,943 | 1,383 | 1.90 |
| Total interest earning assets ${ }^{(4)}$ | 823,058 | 16,676 | 4.02 | 800,379 | 16,975 | 4. 27 | 780,921 | 16,842 | 4. 29 |
| Non-interest earning assets | 134,122 |  |  | 123,061 |  |  | 128,358 |  |  |
| Total average assets | 957,180 |  |  | 923,440 |  |  | 909,279 |  |  |
| Interest BearingLiabilities | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  | Half Year Ended 31 Dec $15{ }^{(1)}$ |  |  |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
|  | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Transaction deposits ${ }^{(5)}$ | 68,620 | 266 | 0.77 | 68,664 | 303 | 0. 89 | 79,791 | 303 | 0. 76 |
| Savings deposits ${ }^{(5)}$ | 180,106 | 1,302 | 1. 43 | 180,815 | 1,578 | 1. 76 | 173,624 | 1,816 | 2. 08 |
| Investment deposits | 206,527 | 2,619 | 2.52 | 195,980 | 2,674 | 2. 74 | 196,068 | 2,747 | 2. 79 |
| Certificates of deposit and other | 68,717 | 1,087 | 3. 14 | 68,315 | 1,127 | 3. 32 | 64,646 | 1,137 | 3.50 |
| Total interest bearing deposits | 523,970 | 5,274 | 2.00 | 513,774 | 5,682 | 2. 22 | 514,129 | 6,003 | 2.32 |
| Payables due to other financial institutions | 30,182 | 126 | 0.83 | 32,390 | 146 | 0. 91 | 41,622 | 131 | 0.63 |
| Liabilities at fair value through Income Statement | 8,105 | 67 | 1. 64 | 7,583 | 107 | 2. 84 | 6,155 | 104 | 3.36 |
| Debt issues | 169,388 | 2,145 | 2.51 | 161,879 | 2,230 | 2. 77 | 162,155 | 1,895 | 2. 32 |
| Loan capital | 15,591 | 321 | 4.08 | 14,620 | 302 | 4. 15 | 13,165 | 282 | 4. 26 |
| Total interest bearing liabilities | 747,236 | 7,933 | 2. 11 | 730,246 | 8,467 | 2. 33 | 737,226 | 8,415 | 2. 27 |
| Non-interest bearing liabilities | 148,756 |  |  | 134,057 |  |  | 115,817 |  |  |
| Total average liabilities | 895,992 |  |  | 864,303 |  |  | 853,043 |  |  |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Net of average mortgage offset balances. Gross average home loans balance, excluding mortgage offset accounts is $\$ 463,811$ million (30 June 2016: $\$ 443,497$ million, 31 December 2015: $\$ 429,639$ million).
(3) Consumer finance includes personal loans, credit cards and margin loans.
(4) Used for calculating Net interest margin.
(5) Net of average mortgage offset balances.

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

|  | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  | Half Year Ended 31 Dec $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield | Avg Bal | Interest | Yield |
| Net Interest Margin | \$M | \$M | \% | \$M | \$M | \% | \$M | \$M | \% |
| Total interest earning assets | 823,058 | 16,676 | 4.02 | 800,379 | 16,975 | 4. 27 | 780,921 | 16,842 | 4. 29 |
| Total interest bearing liabilities | 747,236 | 7,933 | 2. 11 | 730,246 | 8,467 | 2. 33 | 737,226 | 8,415 | 2. 27 |
| Net interest income and interest spread |  | 8,743 | 1.91 |  | 8,508 | 1. 94 |  | 8,427 | 2. 02 |
| Benefit of free funds |  |  | 0.20 |  |  | 0. 20 |  |  | 0. 13 |
| Net interest margin |  |  | 2. 11 |  |  | 2. 14 |  |  | 2. 15 |


| Geographical Analysis of Key Categories | Half Year Ended 31 Dec 16 |  |  | Half Year Ended 30 Jun $16{ }^{(1)}$ |  |  | Half Year Ended 31 Dec $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% | Avg Bal <br> \$M | Interest \$M | Yield \% |
| Loans, Bills Discounted and Other Receivables |  |  |  |  |  |  |  |  |  |
| Australia | 576,123 | 13,218 | 4. 55 | 560,995 | 13,369 | 4. 79 | 547,493 | 13,251 | 4. 81 |
| New Zealand ${ }^{(2)}$ | 74,127 | 1,889 | 5.06 | 68,358 | 1,787 | 5. 26 | 64,496 | 1,874 | 5. 78 |
| Other Overseas ${ }^{(2)}$ | 24,137 | 339 | 2. 79 | 24,261 | 351 | 2. 91 | 23,989 | 334 | 2. 77 |
| Total | 674,387 | 15,446 | 4.54 | 653,614 | 15,507 | 4. 77 | 635,978 | 15,459 | 4. 84 |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |  |  |  |
| Australia | 104,530 | 1,045 | 1.98 | 102,338 | 1,197 | 2. 35 | 99,318 | 1,177 | 2. 36 |
| New Zealand ${ }^{(2)}$ | 7,659 | 85 | 2. 20 | 7,058 | 90 | 2. 56 | 6,392 | 101 | 3. 14 |
| Other Overseas ${ }^{(2)}$ | 36,482 | 100 | 0.54 | 37,369 | 181 | 0. 97 | 39,233 | 105 | 0. 53 |
| Total | 148,671 | 1,230 | 1.64 | 146,765 | 1,468 | 2. 01 | 144,943 | 1,383 | 1.90 |
| Total Interest Bearing Deposits |  |  |  |  |  |  |  |  |  |
| Australia | 451,960 | 4,385 | 1.92 | 446,216 | 4,829 | 2. 18 | 450,632 | 5,018 | 2. 21 |
| New Zealand ${ }^{(2)}$ | 49,188 | 716 | 2. 89 | 46,935 | 720 | 3. 08 | 45,819 | 828 | 3. 59 |
| Other Overseas ${ }^{(2)}$ | 22,822 | 173 | 1.50 | 20,623 | 133 | 1.30 | 17,678 | 157 | 1. 77 |
| Total | 523,970 | 5,274 | 2.00 | 513,774 | 5,682 | 2. 22 | 514,129 | 6,003 | 2. 32 |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |  |  |  |
| Australia | 164,546 | 2,007 | 2. 42 | 161,790 | 2,200 | 2. 73 | 167,733 | 1,905 | 2. 26 |
| New Zealand ${ }^{(2)}$ | 22,420 | 416 | 3. 68 | 17,828 | 347 | 3. 91 | 14,766 | 311 | 4. 19 |
| Other Overseas ${ }^{(2)}$ | 36,300 | 236 | 1. 29 | 36,854 | 238 | 1.30 | 40,598 | 196 | 0. 96 |
| Total | 223,266 | 2,659 | 2. 36 | 216,472 | 2,785 | 2. 59 | 223,097 | 2,412 | 2. 15 |

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

## 3. Interest Rate and Volume Analysis

| Interest Earning Assets ${ }^{(2)}$ | Half Year Ended Dec 16 vs Jun $16{ }^{(1)}$ |  |  | Half Year Ended Dec 16 vs Dec $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume |  |  |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Home loans | 355 | (451) | (96) | 593 | (698) | (105) |
| Consumer finance | (23) | (8) | (31) | (9) | (16) | (25) |
| Business and corporate loans | 112 | (46) | 66 | 264 | (147) | 117 |
| Loans, bills discounted and other receivables | 484 | (545) | (61) | 907 | (920) | (13) |
| Cash and other liquid assets | 2 | (78) | (76) | (12) | 14 | 2 |
| Assets at fair value through Income Statement (excluding life insurance) | 10 | (59) | (49) | 54 | (121) | (67) |
| Available-for-sale investments | 5 | (118) | (113) | 24 | (112) | (88) |
| Non-lending interest earning assets | 17 | (255) | (238) | 33 | (186) | (153) |
| Total interest earning assets | 470 | (769) | (299) | 881 | $(1,047)$ | (166) |


| Interest Bearing Liabilities ${ }^{(2)}$ | Half Year Ended Dec 16 vs Jun $16{ }^{(1)}$ |  |  | Half Year Ended Dec 16 vs Dec $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate | Total | Volume | Rate | Total |
|  | \$M | \$M | \$M | \$M | \$M | \$M |
| Transaction deposits | - | (37) | (37) | (43) | 6 | (37) |
| Savings deposits | (6) | (270) | (276) | 57 | (571) | (514) |
| Investment deposits | 139 | (194) | (55) | 140 | (268) | (128) |
| Certificates of deposit and other | 6 | (46) | (40) | 68 | (118) | (50) |
| Total interest bearing deposits | 108 | (516) | (408) | 107 | (836) | (729) |
| Payables due to other financial institutions | (10) | (10) | (20) | (42) | 37 | (5) |
| Liabilities at fair value through Income Statement | 6 | (46) | (40) | 25 | (62) | (37) |
| Debt issues | 99 | (184) | (85) | 88 | 162 | 250 |
| Loan capital | 20 | (1) | 19 | 51 | (12) | 39 |
| Total interest bearing liabilities | 189 | (723) | (534) | 110 | (592) | (482) |


|  | Half Year Ended ${ }^{(1)}$ |  |
| :---: | :---: | :---: |
|  | Dec 16 vs Jun 16 Increase/(Decrease) | Dec 16 vs Dec 15 Increase/(Decrease) |
| Change in Net Interest Income ${ }^{(3)}$ | \$M | \$M |
| Due to changes in average volume of interest earning assets | 243 | 451 |
| Due to changes in interest margin | (125) | (135) |
| Due to variation in time period | 117 | - |
| Change in net interest income | 235 | 316 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) The volume and rate variances for total interest earning assets and total interest bearing liabilities have been calculated separately (rather than being the sum of the individual categories).
(3) "Volume" reflects the change in net interest income over the period due to balance growth (assuming average rates were held constant), and "Rate" reflects the change due to movements in yield (assuming average volumes were held constant). "Variation in time periods" only applies to reporting periods of differing lengths (e.g. between half years).

## Appendices

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

| Geographical Analysis of Key Categories ${ }^{(2)}$ | Half Year Ended Dec 16 vs Jun $16{ }^{(1)}$ |  |  | Half Year Ended Dec 16 vs Dec $15{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume \$M | Rate \$M | Total \$M | Volume \$M | Rate \$M | Total \$M |
| Loans, Bills Discounted and Other Receivables |  |  |  |  |  |  |
| Australia | 354 | (505) | (151) | 675 | (708) | (33) |
| New Zealand | 149 | (47) | 102 | 263 | (248) | 15 |
| Other Overseas | (2) | (10) | (12) | 2 | 3 | 5 |
| Total | 484 | (545) | (61) | 907 | (920) | (13) |
| Non-Lending Interest Earning Assets |  |  |  |  |  |  |
| Australia | 24 | (176) | (152) | 57 | (189) | (132) |
| New Zealand | 7 | (12) | (5) | 17 | (33) | (16) |
| Other Overseas | (3) | (78) | (81) | (7) | 2 | (5) |
| Total | 17 | (255) | (238) | 33 | (186) | (153) |
| Total Interest Bearing Deposits |  |  |  |  |  |  |
| Australia | 59 | (503) | (444) | 14 | (647) | (633) |
| New Zealand | 34 | (38) | (4) | 55 | (167) | (112) |
| Other Overseas | 15 | 25 | 40 | 42 | (26) | 16 |
| Total | 108 | (516) | (408) | 107 | (836) | (729) |
| Other Interest Bearing Liabilities |  |  |  |  |  |  |
| Australia | 36 | (229) | (193) | (38) | 140 | 102 |
| New Zealand | 87 | (18) | 69 | 152 | (47) | 105 |
| Other Overseas | (4) | 2 | (2) | (24) | 64 | 40 |
| Total | 84 | (210) | (126) | 2 | 245 | 247 |

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

## 4. Other Banking Income

|  | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { \$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Lending fees | 533 | 503 | 507 | 6 | 5 |
| Commissions | 1,254 | 1,064 | 1,151 | 18 | 9 |
| Trading income | 600 | 591 | 496 | 2 | 21 |
| Net gain/(loss) on non-trading financial instruments ${ }^{(1)(2)}$ | 374 | 95 | (122) | large | large |
| Net gain/(loss) on sale of property, plant and equipment | 7 | (15) | (6) | large | large |
| Net gain/(loss) from hedging ineffectiveness | 39 | (37) | (35) | large | large |
| Dividends | 5 | 7 | 5 | (29) | - |
| Share of profit of associates and joint ventures net of impairment | 154 | 144 | 145 | 7 | 6 |
| Other | 32 | 20 | 63 | 60 | (49) |
| Total other banking income - "statutory basis" | 2,998 | 2,372 | 2,204 | 26 | 36 |

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

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

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1}$ Dec 16 | $\mathbf{3 0}$ Jun 16 | $\mathbf{3 1}$ Dec 15 |
| $\mathbf{\$ M}$ |  |  |  |
| Other banking income - "cash basis" | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |
| Revenue hedge of New Zealand operations - unrealised | $\mathbf{2 , 9 8 6}$ | 2,444 | 2,416 |
| Hedging and IFRS volatility | $\mathbf{( 2 )}$ | $(46)$ | $(151)$ |
| Other banking income - "statutory basis" | $\mathbf{1 4}$ | $(26)$ | $(61)$ |

## 5. CommInsure and Sovereign Sources of Profit

Wealth Management - CommInsure

| Sources of Profit from CommInsure | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { \$M } \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ \mathrm{M} \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ \mathrm{M} \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Life insurance operating margins: |  |  |  |  |  |
| Planned profit margins | 80 | 94 | 98 | (15) | (18) |
| Experience variations | (94) | (112) | - | (16) | large |
| Funds management operating margins | 38 | 41 | 37 | (7) | 3 |
| General insurance operating margins | 60 | 19 | 26 | large | large |
| Operating margins | 84 | 42 | 161 | large | (48) |
| Investment experience after tax | 22 | 41 | 30 | (46) | (27) |
| Cash net profit after tax | 106 | 83 | 191 | 28 | (45) |

New Zealand - Sovereign

| Sources of Profit from Sovereign | Half Year Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \text { NZ\$M } \end{array}$ | 30 Jun 16 <br> NZ\$M | $\begin{array}{r} 31 \text { Dec } 15 \\ \text { NZ\$M } \end{array}$ | Dec 16 vs Jun 16 \% | Dec 16 vs Dec 15 \% |
| Planned profit margins | 47 | 48 | 45 | (2) | 4 |
| Experience variations | 5 | (6) | 3 | large | 67 |
| Operating margins | 52 | 42 | 48 | 24 | 8 |
| Investment experience after tax | (8) | 9 | 6 | large | large |
| Cash net profit after tax | 44 | 51 | 54 | (14) | (19) |

## 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 operational risks.
The Group's approach to risk management including governance, management, material business risks, and policies and procedures are described in the Notes to the Financial Statements in the 30 June 2016 Annual Report of the Group. Further disclosures in respect of capital adequacy and risk are provided in the Group's annual Pillar 3 document.

## Credit Risk

The Group uses a portfolio approach for the management of its credit risk, of which a key element is a well-diversified portfolio. The Group uses various portfolio management tools to assist in diversifying the credit portfolio.
Below is a breakdown of the Group's committed exposure across industry, region and commercial credit quality.

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| By Industry ${ }^{(1)}$ | \% | \% | \% |
| Agriculture, forestry and fishing | 2. 0 | 1.9 | 1.8 |
| Banks | 6. 3 | 6. 8 | 7. 8 |
| Business services | 1. 3 | 1. 2 | 1.3 |
| Construction | 0.8 | 0.8 | 0. 8 |
| Consumer | 54.8 | 54.9 | 54.0 |
| Culture and recreational services | 0.7 | 0.7 | 0.7 |
| Energy | 1. 2 | 1. 1 | 1.1 |
| Finance - Other | 5.1 | 5. 2 | 5.1 |
| Health and community service | 0.7 | 0.7 | 0.7 |
| Manufacturing | 1.6 | 1.6 | 1. 8 |
| Mining | 1.4 | 1.5 | 1.8 |
| Property | 6.7 | 6. 6 | 6. 4 |
| Retail trade and wholesale trade | 2. 4 | 2. 4 | 2. 3 |
| Sovereign | 9.5 | 9. 0 | 8.7 |
| Transport and storage | 1.5 | 1.5 | 1.6 |
| Other | 4.0 | 4. 1 | 4.1 |
|  | 100.0 | 100.0 | 100.0 |


|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| By Region ${ }^{(1)}$ | \% | \% | \% |
| Australia | 76.4 | 76.7 | 75.4 |
| New Zealand | 9.7 | 9. 2 | 8. 8 |
| Europe | 5.8 | 5. 4 | 6. 4 |
| Americas | 4. 2 | 4. 5 | 5.1 |
| Asia | 3. 7 | 3. 8 | 4. 1 |
| Other | 0.2 | 0.4 | 0.2 |
|  | 100.0 | 100.0 | 100.0 |


|  | As at |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Commercial Portfolio Quality $^{(1)}$ | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| AAA/AA | $\%$ | $\%$ |  |
| A | $\mathbf{3 2 . 0}$ | 31.8 | 30.7 |
| BBB | $\mathbf{1 7 . 6}$ | 17.8 | 19.0 |
| Other | $\mathbf{1 9 . 1}$ | 19.1 | 20.1 |
|  | $\mathbf{3 1 . 3}$ | 31.3 | 30.2 |

[^11]As a measure of individually risk-rated commercial portfolio exposure (including finance and insurance), the Group has $68.7 \%$ (June 2016: 68.7\%; December 2015: 69.8\%) of commercial exposures at investment grade quality.

## 6. Integrated Risk Management (continued)

## Market Risk

Market risk in the Balance Sheet is discussed within Note 33 of the 2016 Annual Report.

## Value at Risk (VaR)

The Group uses Value at Risk (VaR) as one of the measures of Traded and Non-Traded Market Risk. VaR is a statistical measure of potential loss using historically observed market movements.
VaR is modelled at a $97.5 \%$ confidence level. A 1-day holding period is used for trading book positions. A 20-day holding period is used for Interest Rate Risk in the Banking Book, insurance business market risk and Non-traded equity risk.
Where VaR is deemed not to be an appropriate method of risk measurement other risk measures have been used, as specified by the heading or accompanying footnotes of the tables provided.

|  | Average Var |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| Traded Market Risk ${ }^{(1)}$ | \$M | \$M | \$M |
| Risk Type |  |  |  |
| Interest rate risk ${ }^{(2)}$ | 12. 0 | 9. 6 | 6. 3 |
| Foreign exchange risk | 2.3 | 1.9 | 2. 6 |
| Equities risk | 0.6 | 0.5 | 0.4 |
| Commodities risk | 2.7 | 2. 2 | 2. 1 |
| Credit spread risk | 3.6 | 3.1 | 2. 9 |
| Diversification benefit | (11.1) | (8. 2) | (8.4) |
| Total general market risk | 10.1 | 9. 1 | 5.9 |
| Undiversified risk | 2. 2 | 2. 3 | 2. 3 |
| ASB Bank | 0.2 | 0.1 | 0.2 |
| Total | 12.5 | 11.5 | 8.4 |

(1) Average $\operatorname{VaR}$ is at 1 day $97.5 \%$ confidence, and is calculated for each six month period.
(2) The increase in traded market risk average VaR relative to prior comparative periods was mainly driven by a conservative measurement approach for some longer term interest rates, particularly in currencies with negative or near zero rates. The approach has been reviewed and an enhanced methodology commenced in September 2016. While this methodology results in lower daily VaR, the average VaR across the current period is not fully reflective of this change.

|  | Average VaR ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
| Non-Traded VaR in Australian Life Insurance Business | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| (20 day 97.5\% confidence) | \$M | \$M | \$M |
| Shareholder funds ${ }^{(2)}$ | 1. 3 | 2. 1 | 5.7 |
| Guarantees (to Policyholders) ${ }^{(3)}$ | 21.6 | 21.7 | 17.0 |

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

## Non-Traded Equity

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


## 6. Integrated Risk Management (continued)

Interest Rate Risk in the Banking Book
Interest Rate Risk in the Banking Book is discussed within Note 33 of the 2016 Annual Report.
(a) Next 12 Months' Earnings

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

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

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

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

|  | Average Var ${ }^{(1)}$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| Non-Traded Interest Rate Risk (20 day 97.5\% confidence) | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ | $\mathbf{\$ M}$ |  |
| AUD Interest rate risk | $\mathbf{9 9 . 3}$ | 79.5 | 51.8 |  |
| NZD Interest rate risk ${ }^{(2)}$ | $\mathbf{4 . 7}$ | 3.3 | 3.8 |  |

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

## 6. Integrated Risk Management (continued)

## Funding Sources

The following table provides the funding sources for the Group including customer deposits, short-term and long-term wholesale funding. Shareholders' equity is excluded from this view of funding sources other than the USD Trust Preferred Securities which are classified as other equity instruments in the statutory Balance Sheet.

|  | As at |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 30 \text { Jun } 16 \\ \$ M \end{array}$ | $\begin{array}{r} 31 \text { Dec } 15 \\ \$ M \end{array}$ | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Transaction deposits | 93,641 | 89,780 | 97,327 | 4 | (4) |
| Savings deposits | 191,406 | 191,313 | 189,560 | - | 1 |
| Investment deposits | 211,711 | 197,085 | 195,814 | 7 | 8 |
| Other customer deposits ${ }^{(1)}$ | 44,593 | 39,796 | 17,655 | 12 | large |
| Total customer deposits | 541,351 | 517,974 | 500,356 | 5 | 8 |
| Wholesale funding |  |  |  |  |  |
| Short-term |  |  |  |  |  |
| Certificates of deposit ${ }^{(2)}$ | 44,100 | 43,702 | 37,438 | 1 | 18 |
| Euro commercial paper programme | 2,597 | 2,210 | 3,518 | 18 | (26) |
| US commercial paper programme | 32,013 | 28,395 | 37,919 | 13 | (16) |
| Euro medium-term note programme | 12,749 | 9,135 | 6,092 | 40 | large |
| Central Bank deposits | 20,626 | 17,826 | 18,120 | 16 | 14 |
| Other ${ }^{(3)}$ | 4,101 | 9,446 | 5,696 | (57) | (28) |
| Total short-term wholesale funding | 116,186 | 110,714 | 108,783 | 5 | 7 |
| Net collateral received | 5,728 | 4,009 | 5,642 | 43 | 2 |
| Internal RMBS sold under agreement to repurchase with RBA | 4,085 | 4,314 | 4,300 | (5) | (5) |
| Total short-term collateral deposits | 9,813 | 8,323 | 9,942 | 18 | (1) |
| Total long-term funding - less than or equal to one year residual maturity | 29,780 | 29,297 | 28,075 | 2 | 6 |
| Long-term - greater than one year residual maturity |  |  |  |  |  |
| Domestic debt program | 18,029 | 17,001 | 12,292 | 6 | 47 |
| Euro medium-term note programme | 26,160 | 25,272 | 23,199 | 4 | 13 |
| US medium-term note programme ${ }^{(4)}$ | 28,502 | 24,602 | 23,418 | 16 | 22 |
| Covered bond programme | 25,589 | 21,777 | 27,839 | 18 | (8) |
| Securitisation | 7,890 | 9,431 | 9,205 | (16) | (14) |
| Loan capital | 16,747 | 14,945 | 12,778 | 12 | 31 |
| Other | 3,145 | 5,093 | 4,601 | (38) | (32) |
| Total long-term funding - greater than one year residual maturity | 126,062 | 118,121 | 113,332 | 7 | 11 |
| IFRS MTM and derivative FX revaluations | 1,489 | 4,149 | 2,488 | (64) | (40) |
| Total funding | 824,681 | 788,578 | 762,976 | 5 | 8 |
| Reported as |  |  |  |  |  |
| Deposits and other public borrowings | 606,091 | 588,045 | 560,498 | 3 | 8 |
| Payables due to other financial institutions | 34,031 | 28,771 | 35,053 | 18 | (3) |
| Liabilities at fair value through Income Statement | 8,404 | 10,292 | 9,011 | (18) | (7) |
| Bank acceptances | 1,440 | 1,431 | 1,640 | 1 | (12) |
| Debt issues | 175,583 | 161,284 | 160,798 | 9 | 9 |
| Loan capital | 16,997 | 15,544 | 14,399 | 9 | 18 |
| Shareholders' equity - other equity instruments ${ }^{(5)}$ | - | - | 939 | - | large |
| Loans and other receivables - collateral posted | (520) | (720) | (502) | (28) | 4 |
| Receivables due from other financial institutions - collateral posted | $(6,263)$ | $(7,144)$ | $(7,352)$ | (12) | (15) |
| Securities purchased under agreements to resell | $(11,082)$ | $(8,925)$ | $(11,508)$ | 24 | (4) |
| Total Funding | 824,681 | 788,578 | 762,976 | 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 Bank acceptances.
(3) Includes net securities sold under agreement to repurchase and purchased under agreement to resell and interbank borrowings.
(4) Includes notes issued under the Bank's 3(a)(2) program.
(5) Redemption of Trust Preferred Securities (TPS 2006) on 15 March 2016.

## 6. Integrated Risk Management (continued)

## Liquidity and Funding Policies and Management

The Group recognises the critical nature of managing liquidity and funding risks to be able to meet financial obligations as they fall due in all market conditions.
The Group liquidity and funding framework comprises a Group liquidity risk policy and strategy, a risk appetite statement, liquidity risk tolerances, an annual funding strategy, and a Contingent Funding Plan (CFP). Group Treasury is responsible for managing liquidity risk under delegated authorities, subject to the oversight of an independent liquidity risk management function and of internal audit.
Australian Authorised Deposit-taking Institutions (ADIs) are subject to the Liquidity Coverage Ratio (LCR), implemented by the Australian Prudential Regulation Authority (APRA) in ADI Prudential Standard 210 (APS 210). The LCR requires locally-incorporated ADIs to maintain liquid assets to cover net cash outflows forecast to occur over a prescribed 30 day liquidity stress scenario. Cash flow assumptions and liquid assets in the LCR are defined in APS 210; liquid assets are defined as High Quality Liquid Assets (HQLA), and include cash and government and semi-government debt.
As a shortfall in HQLA exists in Australia relative to the aggregate LCR requirement, the Reserve Bank of Australia (RBA) has provided eligible ADIs with a Committed Liquidity Facility (CLF). Under the CLF, the RBA has committed to provide crisis funding secured against approved securities, up to an amount set annually by APRA, for each participating ADI.

Risk tolerances and active forecasting of the LCR ensure that the Group maintains a superior level of liquidity at all times relative to regulatory requirements. Group Treasury works to ensure that the Group is well placed to meet emerging regulation such as the Net Stable Funding Ratio, which is due to be implemented in 2018.
The Group's liquidity and funding policies also establish a framework that ensures the Group has:

- Predominantly customer deposit funding;
- Diverse and stable sources of wholesale funding;
- A buffer over the regulatory requirement of a $100 \%$ LCR;
- Short and long-term wholesale funding limits, which are reviewed regularly and are based on an assessment of the Group's capacity to borrow in the markets;
- Stress tests, covering a range of short-term and protracted idiosyncratic and market-wide stress scenarios, to identify potential sources of liquidity strain (including from contingent liquidity exposures) and possible contingent funding actions. The stress test results drive management discussions and decisions on appropriate buffers;
- A diversified liquid asset portfolio of high quality securities eligible for repurchase with central banks, managed within specific concentration limits, and designated as liquid assets under the LCR, including:
- HQLA such as cash, government and semigovernment bonds;
- ADI-issued securities, eligible securitisations and
covered bonds, and securities issued by supranationals, all of which are repo-eligible by the RBA under normal operations and in crisis under the CLF; and
- Internal securitisations, being assets securitised by the Group and retained on the Balance Sheet that can be used as collateral for crisis funding from the RBA under the CLF; and
- Specific foreign currency limits and policies that apply to offshore branches and subsidiaries, ensuring the holding of appropriate foreign currency liquid assets. Foreign currency liquid assets provide liquidity in addition to the domestic liquid asset portfolio.
The Group's key liquidity risk management measures include:
- An LCR model incorporating the APRA defined behaviour of cash flows in a prescribed liquidity crisis over 30 days. The model calculates the actual and forecast LCR, and is used to monitor the buffer over the regulatory requirement;
- A going concern model that is used to analyse and forecast funding needs over the medium-term;
- Supplementary stress tests used to validate management buffers contained in the liquidity and funding policies;
- Early warning indicators to identify the emergence of increased risk or vulnerabilities in the liquidity risk position or potential funding needs; and
- A detailed and robust CFP defining the approach to a liquidity shock on a location-specific and Group-wide basis, crisis management actions, roles and responsibilities, contingent sources of liquidity and funding, crisis reporting and operational guidelines. The CFP is tested and updated annually.
The Group's funding sources include:
- Its consumer retail funding base, covering a wide range of retail transaction accounts, investment accounts and retirement style accounts for individual consumers;
- Its small business and institutional deposit base;
- Its wholesale international and domestic funding programs that include its Australian dollar Negotiable Certificates of Deposit, Australian dollar bank bills, Asian Transferable Certificates of Deposit programme, Australian, US and Euro Commercial Paper programme, US Extendible Notes programme, Australian dollar Domestic Debt program, US Medium-Term Note programme, Euro Medium-Term Note programme, multijurisdiction Covered Bonds programme and its Medallion securitisation programme; and
- Other contingent funding sources including access to various central bank repurchase agreement facilities, including the CLF, providing the Group with the ability to borrow funds on a secured basis, even when normal markets are not available.


## 7. Counterparty and Other Credit Risk Exposures

## Securitisation Vehicles

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

## Asset-backed Securities

Asset-backed securities are debt securities where the cash flow is dependent on the performance of the assets assigned to the SPV, which may consist of residential mortgages, commercial mortgages or other types of receivables. The Group has acquired asset-backed securities primarily as part of its trading activities (classified as Trading assets), liquidity management (classified as Available-for-sale investments), or through investments in SPVs.
The primary source of repayment of the debt instruments is the cash flows from the underlying assets. Investors in the debt instruments have no recourse to the general assets of the sponsor (except in the case of covered bonds where investors have recourse to both the underlying pool and the sponsor for repayment of principal and interest). The majority of the Group's asset-backed securities portfolio consists of notes externally rated AAA that are carried at fair value on the Balance Sheet.
Special Purpose Vehicles
The Group invests in or establishes SPVs in the ordinary course of business, primarily to provide funding and financial services for its customers. These SPVs are consolidated in the Financial Statements whenever they meet the criteria of control as outlined in Note 36 to the Financial Statements of the 2016 Annual Report. The definition of control depends upon substance rather than form and accordingly, determination of the existence of control involves management judgement. The Group assesses, at inception and periodically, whether an SPV should be consolidated based on the power the Group has over relevant activities of the entity, and the significance of the Group's exposure to variable returns of the structured entity.

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

## Other Exposures

## Leveraged Finance

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

## Hedge Funds

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

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

## Appendices

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

## Securitisation and Covered Bond Vehicles

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

|  | Covered Bonds |  | Securitisation |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 16 | 30 Jun 16 |
|  | \$M | \$M | \$M | \$M |
| Carrying amount of transferred assets | 34,978 | 36,770 | 11,515 | 13,863 |
| Carrying amount of associated liabilities | 36,106 | 31,802 | 10,208 | 12,106 |
| Net position ${ }^{(1)}$ | $(1,128)$ | 4,968 | 1,307 | 1,757 |

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

## Asset-backed Securities

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

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

## Asset-backed Securities by Underlying Asset

|  | Trading Portfolio |  | AFS Portfolio ${ }^{(1)}$ |  | Other |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 16 | 30 Jun 16 | 31 Dec 16 | 30 Jun 16 | 31 Dec 16 | 30 Jun 16 |
|  | \$M | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Sub-prime | - | - | - | - | - | - | - | - |
| Non-conforming | - | - | 333 | 355 | - | - | 333 | 355 |
| Prime mortgages | 1 | 4 | 6,544 | 6,759 | - | - | 6,545 | 6,763 |
| Consumer Receivables | - | - | - | - | - | - | - | - |
| Other assets | - | - | 804 | 871 | - | - | 804 | 871 |
| Total | 1 | 4 | 7,681 | 7,985 | - | - | 7,682 | 7,989 |

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

## Asset-backed Securities by Credit Rating and Geography



## 8. Capital

The tables below show the APRA Basel III capital adequacy calculation at 31 December 2016 together with prior period comparatives.

|  | Half Year Ended |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Risk Weighted Capital Ratios | $\mathbf{3 1}$ Dec $\mathbf{1 6}$ | $\mathbf{3 0}$ Jun 16 | $\mathbf{3 1}$ Dec $\mathbf{1 5}$ |
| Common Equity Tier 1 | $\%$ | $\%$ | $\%$ |
| Tier 1 | $\mathbf{9 . 9}$ | 10.6 | 10.2 |
| Tier 2 | $\mathbf{1 1 . 5}$ | 12.3 | 12.2 |
| Total Capital | $\mathbf{2 . 2}$ | 2.0 | 1.9 |


|  |  | Half Year Ended |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{3 1}$ | $\mathbf{D e c} \mathbf{1 6}$ | $\mathbf{3 0}$ Jun |

(1) Represents shares held by the Group's life insurance operations ( $\$ 112$ million) and employee share scheme trusts ( $\$ 142$ million).
(2) Represents foreign currency translation reserve and available-for-sale investments reserve balances associated with the insurance and funds management entities, and those entities through which securitisation of the Group's assets are conducted. These entities are classified as nonconsolidated subsidiaries by APRA and are excluded from the Level 2 Regulatory Consolidated Banking Group.
(3) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.
(4) Cumulative current period profit and retained earnings adjustments for subsidiaries not consolidated for regulatory purposes.
(5) Non-controlling interests predominantly comprise ASB Perpetual Preference Shares of NZD550 million issued by a New Zealand subsidiary entity. These are non-redeemable and carry limited voting rights. These are classified as Additional Tier 1 Capital.

## 8. Capital (continued)

|  | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Common Equity Tier 1 regulatory adjustments |  |  |  |
| Goodwill ${ }^{(1)}$ | $(7,624)$ | $(7,603)$ | $(7,597)$ |
| Other intangibles (including software) ${ }^{(2)}$ | $(2,104)$ | $(2,313)$ | $(2,294)$ |
| Capitalised costs and deferred fees | (696) | (535) | (498) |
| Defined benefit superannuation plan surplus ${ }^{(3)}$ | (299) | (183) | (307) |
| General reserve for credit losses ${ }^{(4)}$ | (372) | (386) | (270) |
| Deferred tax asset | $(1,524)$ | $(1,443)$ | $(1,078)$ |
| Cash flow hedge reserve | 47 | (473) | (137) |
| Employee compensation reserve | (107) | (132) | (85) |
| Equity investments ${ }^{(5)}$ | $(2,741)$ | $(3,120)$ | $(3,263)$ |
| Equity investments in non-consolidated subsidiaries ${ }^{(1)(6)}$ | $(1,632)$ | $(1,458)$ | $(1,688)$ |
| Shortfall of provisions to expected losses ${ }^{(7)}$ | (220) | (314) | (245) |
| Gain due to changes in own credit risk on fair valued liabilities | (147) | (161) | (132) |
| Other | (114) | (112) | (207) |
| Common Equity Tier 1 regulatory adjustments | $(17,533)$ | $(18,233)$ | $(17,801)$ |
|  |  |  |  |
| Common Equity Tier 1 | 43,325 | 41,663 | 40,216 |
| Additional Tier 1 Capital |  |  |  |
| Basel III complying instruments ${ }^{(8)}$ | 6,450 | 6,450 | 5,000 |
| Basel III non-complying instruments net of transitional amortisation ${ }^{(9)}$ | 643 | 640 | 2,756 |
| Holding of Additional Tier 1 Capital ${ }^{(10)}$ | (200) | (200) | - |
| Additional Tier 1 Capital | 6,893 | 6,890 | 7,756 |
| Tier 1 Capital | 50,218 | 48,553 | 47,972 |
| Tier 2 Capital |  |  |  |
| Basel III complying instruments ${ }^{(11)}$ | 7,639 | 5,834 | 5,033 |
| Basel III non-complying instruments net of transitional amortisation ${ }^{(12)}$ | 1,580 | 1,934 | 2,141 |
| Holding of Tier 2 Capital | (34) | (25) | (19) |
| Prudential general reserve for credit losses ${ }^{(13)}$ | 188 | 181 | 178 |
| Total Tier 2 Capital | 9,373 | 7,924 | 7,333 |
| Total Capital | 59,591 | 56,477 | 55,305 |

(1) Goodwill excludes $\$ 256$ million which is included in equity investments in non-controlled subsidiaries.
(2) Other intangibles (including capitalised software costs), net of any associated deferred tax liability.
(3) In accordance with APRA regulations, the surplus in the Group's defined benefit superannuation fund, net of any deferred tax liability, must be deducted from Common Equity Tier 1.
(4) Adjustment to ensure the Group has sufficient provisions and capital to cover credit losses estimated to arise over the full life of individual facilities, as required by APRA Prudential Standard APS 220.
(5) Represents the Group's non-controlling interest in other entities.
6) Non-consolidated subsidiaries primarily represent the insurance and funds management companies operating in the Colonial Group. The adjustment at 31 December 2016 is net of $\$ 1,665$ million of Colonial non-recourse debt and subordinated notes that are subject to APRA approved transitional relief for regulatory capital purposes. Effective 31 December 2016 a number of intermediate holding companies within the Colonial Group were consolidated into the Level 2 Banking Group. The Group's insurance and funds management operating entities held $\$ 1,201$ million of capital in excess of minimal regulatory requirements at 31 December 2016.
(7) Regulatory Expected Loss (pre-tax) using stressed loss given default assumptions associated with the loan portfolio in excess of eligible credit provisions (pre-tax).
(8) As at 31 December 2016, comprises PERLS VIII $\$ 1,450$ million issued March 2016, PERLS VII $\$ 3,000$ million issued in October 2014 and PERLS VI $\$ 2,000$ million issued in October 2012.
(9) Represents APRA Basel III non-compliant Additional Tier 1 Capital Instruments that are eligible for Basel III transitional relief.
(10) Represents holdings of Additional Tier 1 capital instruments issued by the Colonial Mutual Life Assurance Society Limited.
(11) In the December 2016 half year, the Group issued a series of subordinated notes that are Basel III compliant Tier 2 Capital: USD750 million, NZD400 million (issued through ASB, the Group's New Zealand subsidiary) and three separate JPY notes totalling JPY40 billion.
(12) Includes both perpetual and term instruments subordinated to depositors and general creditors, having an original maturity of at least five years. APRA require these to be included as if they were unhedged. Term instruments are amortised $20 \%$ of the original amount during each of the last five years to maturity. These instruments are eligible for Basel III transitional relief.
(13) Represents the collective provision and general reserve for credit losses for exposures in the Group which are measured for capital purposes under the Standardised approach to credit risk.

## 8. Capital (continued)

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| Risk Weighted Assets | \$M | \$M | \$M |
| Credit Risk |  |  |  |
| Subject to Advanced IRB approach ${ }^{(1)}$ |  |  |  |
| Corporate ${ }^{(2)}$ | 79,392 | 71,682 | 73,555 |
| SME Corporate ${ }^{(2)}$ | 35,239 | 29,957 | 26,570 |
| SME Retail | 4,747 | 4,953 | 5,648 |
| SME Retail secured by residential mortgage | 2,812 | 2,813 | 2,830 |
| Sovereign | 6,742 | 6,622 | 6,516 |
| Bank | 13,481 | 13,098 | 13,336 |
| Residential mortgage ${ }^{(3)}$ | 115,647 | 83,758 | 79,511 |
| Qualifying revolving retail | 9,413 | 9,897 | 9,864 |
| Other retail | 14,970 | 15,102 | 15,104 |
| Total Risk Weighted Assets subject to Advanced IRB approach | 282,443 | 237,882 | 232,934 |
| Specialised lending exposures subject to slotting criteria | 60,504 | 56,795 | 54,885 |
| Subject to Standardised approach |  |  |  |
| Corporate ${ }^{(2)}$ | 1,128 | 10,982 | 10,284 |
| SME corporate ${ }^{(2)}$ | 596 | 4,133 | 4,571 |
| SME retail | 6,089 | 6,122 | 6,093 |
| Sovereign | 242 | 268 | 206 |
| Bank | 192 | 224 | 236 |
| Residential mortgage ${ }^{(2)}$ | 4,788 | 7,428 | 7,044 |
| Other retail | 2,776 | 2,750 | 2,744 |
| Other assets | 5,385 | 5,360 | 5,811 |
| Total Risk Weighted Assets subject to Standardised approach | 21,196 | 37,267 | 36,989 |
| Securitisation | 1,572 | 1,511 | 1,567 |
| Credit valuation adjustment | 6,332 | 8,273 | 7,686 |
| Central counterparties | 1,479 | 2,302 | 896 |
| Total Risk Weighted Assets for Credit Risk Exposures | 373,526 | 344,030 | 334,957 |
| Traded market risk | 5,707 | 9,439 | 7,451 |
| Interest rate risk in the banking book | 23,498 | 7,448 | 17,511 |
| Operational risk | 33,750 | 33,750 | 32,743 |
| Total Risk Weighted Assets | 436,481 | 394,667 | 392,662 |

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

## 9. Share Capital

| Shares on Issue | Half Year Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 Number | 30 Jun 16 <br> Number | 31 Dec 15 Number |
| Opening balance (excluding Treasury Shares deduction) | 1,715,142,177 | 1,707,544,714 | 1,627,592,713 |
| Issue of shares ${ }^{(1)}$ | - | - | 71,161,207 |
| Dividend reinvestment plan issue: |  |  |  |
| 2014/2015 Final dividend fully paid ordinary shares $\$ 74.75$ | - | - | 8,790,794 |
| 2015/2016 Interim dividend fully paid ordinary shares \$72.68 | - | 7,597,463 | - |
| 2015/2016 Final dividend fully paid ordinary shares \$72.95 | 8,036,332 | - | - |
| Closing balance (excluding Treasury Shares deduction) | 1,723,178,509 | 1,715,142,177 | 1,707,544,714 |
| Less: Treasury Shares ${ }^{(2)}$ | (3,421,776) | $(4,080,435)$ | $(4,578,698)$ |
| Closing balance | 1,719,756,733 | 1,711,061,742 | 1,702,966,016 |

(1) The Group undertook a capital raising through a rights issue to all eligible shareholders in the 2016 financial year. An accelerated institutional offer closed on 13 August 2015 resulting in the issue of 28,897,186 shares on 26 August 2015. The retail entitlement offer closed on 8 September 2015 resulting in the issue of 42,264,021 shares on 18 September 2015.
(2) 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, the amount of credits available at the $30 \%$ tax rate as at 31 December 2016 to frank dividends for subsequent financial years, is $\$ 537$ million (June 2016: $\$ 532$ million; December 2015: \$395 million). This figure is based on the franking accounts of the Bank at 31 December 2016, 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 2016.

## Dividends

The Directors have declared a fully franked interim dividend of 199 cents per share amounting to $\$ 3,429$ million. There is no foreign conduit income attributed to the final dividend. The dividend will be payable on 4 April 2017 to shareholders on the register at 5:00pm EST on 23 February 2017.

The Board determines the dividends per share based on net profit after tax ("cash basis") per share, having regard to a range of factors including:

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

Dividend Reinvestment Plan
Participation in the DRP is optional and offers ordinary shareholders in certain jurisdictions the opportunity to acquire fully paid ordinary shares instead of receiving the dividend in cash. Shares allocated under the DRP will rank equally with other ordinary shares already on issue.

## Record Date

The register closes for determination of dividend entitlement at $5: 00 \mathrm{pm}$ EST on 23 February 2017. The deadline for notifying participation in the DRP is $5: 00 \mathrm{pm}$ EST on 24 February 2017.

Ex-Dividend Date
The ex-dividend date is 22 February 2017.

## 10. Intangible Assets

|  | As at |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Goodwill |  |  |  |
| Purchased goodwill at cost | 7,880 | 7,925 | 7,597 |
| Closing balance | 7,880 | 7,925 | 7,597 |
| Computer Software Costs |  |  |  |
| Cost | 4,095 | 3,823 | 3,592 |
| Accumulated amortisation | $(2,198)$ | $(1,595)$ | $(1,409)$ |
| Closing balance | 1,897 | 2,228 | 2,183 |
| Core Deposits ${ }^{(1)}$ |  |  |  |
| Cost | 495 | 495 | 495 |
| Accumulated amortisation | (495) | (495) | (495) |
| Closing balance | - |  |  |
| Brand Names ${ }^{(2)}$ |  |  |  |
| Cost | 190 | 190 | 190 |
| Accumulated amortisation | (1) | (1) | (1) |
| Closing balance | 189 | 189 | 189 |
| Other Intangibles ${ }^{(3)}$ |  |  |  |
| Cost | 155 | 156 | 154 |
| Accumulated amortisation | (121) | (114) | (105) |
| Closing balance | 34 | 42 | 49 |
| Total intangible assets | 10,000 | 10,384 | 10,018 |

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

## 11. ASX Appendix 4D

## Cross Reference Index

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Details of entities over which control was gained and lost during the period (Rule 4.2A.3 Item No. 4)
The Group has gained control over Water Utilities Australia Pty Ltd on 23 December 2016.

Details of Associates and Joint Ventures (Rule 4.2A. 3 Item No. 7)

| As at 31 December 2016 | Ownership Interest Held (\%) |
| :--- | ---: |
| AHL Holdings Pty Limited ${ }^{(1)}$ | $80 \%$ |
| Aegis Correctional Partnership Pty Limited | $50 \%$ |
| Aegis Correctional Partnership Trust | $50 \%$ |
| Aegis Securitisation Nominees Pty Limited | $50 \%$ |
| Aegis Securitisation Trust | $50 \%$ |
| equigroup Holdings Pty Limited | $50 \%$ |
| First State Cinda Fund Management Co. Ltd. | $46 \%$ |
| BoComm Life Insurance Company Limited | $38 \%$ |
| Countplus Limited | $36 \%$ |
| Vipro Pty Limited | $33 \%$ |
| Cardlink Services Limited | $25 \%$ |
| Cash Services Australia Pty Limited | $25 \%$ |
| Paymark Limited ${ }^{(2)}$ | $25 \%$ |
| Qilu Bank Co., Ltd. | $20 \%$ |
| Vietnam International Commercial Joint Stock Bank | $20 \%$ |
| Payments NZ Limited | $19 \%$ |
| Bank of Hangzhou Co., Ltd. | $18 \%$ |
| Property Exchange Australia Ltd | $14 \%$ |
| First State European Diversified Infrastructure Fund FCP-SIF | $3 \%$ |

(1) The Group's $80 \%$ interest in AHL Holdings Pty Limited (trading as Aussie Home Loans) is jointly controlled as the key financial and operating decisions require unanimous consent of all directors.
(2) Formerly known as Electronic Transaction Services Limited.

## Foreign Entities (Rule 4.2A.3 Item No. 8)

Not applicable.
Independent auditor's review report subject to a modified opinion, emphasis of matter or other matter (Rule 4.2A.3 Item No. 9)
Not applicable.

## 12. Profit Reconciliation

|  | Half Year Ended 31 December 2016 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after tax "cash basis" | Hedging and IFRS volatility | Bankwest non-cash items | Treasury shares valuation adjustment | Policyholder tax | Investment experience | Net profit after tax "statutory basis" |
| Profit Reconciliation | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Group |  |  |  |  |  |  |  |
| Interest income | 16,676 | (2) | - | - | - | - | 16,674 |
| Interest expense | $(7,933)$ | - | - | - | - | - | $(7,933)$ |
| Net interest income | 8,743 | (2) | - | - | - | - | 8,741 |
| Other banking income | 2,986 | 12 | - | - | - | - | 2,998 |
| Total banking income | 11,729 | 10 | - | - | - | - | 11,739 |
| Funds management income | 1,004 | - | - | (20) | 17 | (10) | 991 |
| Insurance income | 393 | - | - | - | (41) | 26 | 378 |
| Total operating income | 13,126 | 10 | - | (20) | (24) | 16 | 13,108 |
| Investment experience | 16 | - | - | - | - | (16) | - |
| Total income | 13,142 | 10 | - | (20) | (24) | - | 13,108 |
| Operating expenses | $(5,677)$ | - | (2) | - | - | - | $(5,679)$ |
| Loan impairment expense | (599) | - | - | - | - | - | (599) |
| Net profit before tax | 6,866 | 10 | (2) | (20) | (24) | - | 6,830 |
| Corporate tax (expense)/benefit | $(1,950)$ | (2) | 1 | 1 | 24 | - | $(1,926)$ |
| Non-controlling interests | (9) | - | - | - | - | - | (9) |
| Net profit after tax | 4,907 | 8 | (1) | (19) | - | - | 4,895 |

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

## 12. Profit Reconciliation (continued)

|  | Half Year Ended 30 June $2016{ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit Reconciliation | Net profit after tax "cash basis" \$M | Hedging and IFRS volatility \$M | Bankwest non-cash items ${ }^{(2)}$ \$M | Treasury shares valuation adjustment \$M | Policyholder tax \$M | Investment experience \$M | Net profit after tax "statutory basis" \$M |
| Group |  |  |  |  |  |  |  |
| Interest income | 16,975 | (1) | - | - | - | - | 16,974 |
| Interest expense | $(8,467)$ | 2 | - | - | - | - | $(8,465)$ |
| Net interest income | 8,508 | 1 | - | - | - | - | 8,509 |
| Other banking income | 2,444 | (72) | - | - | - | - | 2,372 |
| Total banking income | 10,952 | (71) | - | - | - | - | 10,881 |
| Funds management income | 984 | - | - | 24 | 3 | 26 | 1,037 |
| Insurance income | 308 | - | - | - | 89 | 57 | 454 |
| Total operating income | 12,244 | (71) | - | 24 | 92 | 83 | 12,372 |
| Investment experience | 83 | - | - | - | - | (83) | - |
| Total income | 12,327 | (71) | - | 24 | 92 | - | 12,372 |
| Operating expenses | $(5,224)$ | - | (2) | - | - | - | $(5,226)$ |
| Loan impairment expense | (692) | - | - | - | - | - | (692) |
| Net profit before tax | 6,411 | (71) | (2) | 24 | 92 | - | 6,454 |
| Corporate tax (expense)/benefit | $(1,765)$ | 22 | 1 | (11) | (92) | - | $(1,845)$ |
| Non-controlling interests | (9) | - | - | - | - | - | (9) |
| Net profit after tax | 4,637 | (49) | (1) | 13 | - | - | 4,600 |

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

## 12. Profit Reconciliation (continued)

|  | Half Year Ended 31 December $2015{ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after tax "cash basis" | Hedging and IFRS volatility | Bankwest non-cash items ${ }^{(2)}$ | Treasury shares valuation adjustment | Policyholder tax | Investment experience | Net profit after tax "statutory basis" |
| Profit Reconciliation | \$M | \$M | \$M | \$M | \$M | \$M | \$M |
| Group |  |  |  |  |  |  |  |
| Interest income | 16,842 | 1 | - | - | - |  | 16,843 |
| Interest expense | $(8,415)$ | (2) | - | - | - | - | $(8,417)$ |
| Net interest income | 8,427 | (1) | - | - |  |  | 8,426 |
| Other banking income | 2,416 | (212) | - | - | - | - | 2,204 |
| Total banking income | 10,843 | (213) | - | - | - |  | 10,630 |
| Funds management income | 1,032 | - | - | (10) | (11) | 13 | 1,024 |
| Insurance income | 487 | - | - | - | 20 | 45 | 552 |
| Total operating income | 12,362 | (213) | - | (10) | 9 | 58 | 12,206 |
| Investment experience | 58 | - | - | - | - | (58) | - |
| Total income | 12,420 | (213) | - | (10) | 9 | - | 12,206 |
| Operating expenses | $(5,210)$ | - | (37) | - | - | - | $(5,247)$ |
| Loan impairment expense | (564) | - | - | - | - | - | (564) |
| Net profit before tax | 6,646 | (213) | (37) | (10) | 9 | - | 6,395 |
| Corporate tax (expense)/benefit | $(1,827)$ | 63 | 11 | 1 | (9) | - | $(1,761)$ |
| Non-controlling interests | (11) | - | - | - | - | - | (11) |
| Net profit after tax | 4,808 | (150) | (26) | (9) | - | - | 4,623 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Includes merger related amortisation through operating expenses of $\$ 37$ million, and an income tax benefit of $\$ 11$ million.

## 13. Analysis Template

| Profit Summary - Input Schedule | Half Year Ended ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Net interest income | 8,743 | 8,508 | 8,427 |
| Other banking income | 2,986 | 2,444 | 2,416 |
| Total banking income | 11,729 | 10,952 | 10,843 |
| Funds management income | 1,004 | 984 | 1,032 |
| Insurance income | 393 | 308 | 487 |
| Total operating income | 13,126 | 12,244 | 12,362 |
| Investment experience | 16 | 83 | 58 |
| Total income | 13,142 | 12,327 | 12,420 |
| Operating Expenses |  |  |  |
| Retail Banking Services | $(1,722)$ | $(1,679)$ | $(1,694)$ |
| Business and Private Banking | (775) | (746) | (742) |
| Institutional Banking and Markets | (545) | (548) | (534) |
| Wealth Management | (847) | (855) | (826) |
| New Zealand | (453) | (448) | (441) |
| Bankwest | (388) | (383) | (390) |
| IFS and Other | (947) | (565) | (583) |
| Total operating expenses | $(5,677)$ | $(5,224)$ | $(5,210)$ |
| Profit before loan impairment expense | 7,465 | 7,103 | 7,210 |
| Loan impairment expense | (599) | (692) | (564) |
| Net profit before income tax | 6,866 | 6,411 | 6,646 |
| Corporate tax expense | $(1,950)$ | $(1,765)$ | $(1,827)$ |
| Operating profit after tax | 4,916 | 4,646 | 4,819 |
| Non-controlling interests | (9) | (9) | (11) |
| Net profit after tax - "cash basis" | 4,907 | 4,637 | 4,808 |
| Treasury shares valuation adjustment (after tax) | (19) | 13 | (9) |
| Hedging and IFRS volatility (after tax) | 8 | (49) | (150) |
| Bankwest non-cash items (after tax) | (1) | (1) | (26) |
| Net profit after tax - "statutory basis" | 4,895 | 4,600 | 4,623 |
|  |  |  |  |
| Total Operating Income |  |  |  |
| Retail Banking Services | 5,590 | 5,270 | 5,241 |
| Business and Private Banking | 1,971 | 1,921 | 1,919 |
| Institutional Banking and Markets | 1,485 | 1,434 | 1,459 |
| Wealth Management | 1,153 | 1,099 | 1,294 |
| New Zealand | 1,157 | 1,082 | 1,109 |
| Bankwest | 940 | 924 | 950 |
| IFS and Other | 830 | 514 | 390 |

[^12]
## 13. Analysis Template (continued)

| Profit Summary - Input Schedule | Half Year Ended ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
|  | \$M | \$M | \$M |
| Other Data |  |  |  |
| Net interest income | 8,743 | 8,508 | 8,427 |
| Average interest earning assets | 823,058 | 800,379 | 780,921 |
| Average net assets ${ }^{(2)}$ | 61,188 | 60,113 | 56,235 |
| Average non-controlling interests ${ }^{(2)}$ | 551 | 552 | 558 |
| Average other equity instruments ${ }^{(2)}$ | - | 469 | 939 |
| Average treasury shares ${ }^{(2)}$ | (269) | (304) | (302) |
| Distributions - other equity instruments | - | 18 | 32 |
| Interest expense (after tax) - PERLS III | - | 6 | 10 |
| Interest expense (after tax) - PERLS VI | 42 | 44 | 45 |
| Interest expense (after tax) - PERLS VII | 36 | 38 | 38 |
| Interest expense (after tax) - PERLS VIII | 26 | 14 | - |
| Weighted average number of shares - statutory basic (M) | 1,715 | 1,707 | 1,676 |
| Weighted average number of shares - statutory diluted (M) | 1,806 | 1,789 | 1,753 |
| Weighted average number of shares - cash basic (M) | 1,717 | 1,709 | 1,678 |
| Weighted average number of shares - cash diluted (M) | 1,808 | 1,791 | 1,755 |
| Weighted average number of shares - PERLS III (M) | - | 8 | 14 |
| Weighted average number of shares - PERLS VI (M) | 27 | 25 | 24 |
| Weighted average number of shares - PERLS VII (M) | 41 | 37 | 36 |
| Weighted average number of shares - PERLS VIII (M) | 20 | 9 | - |
| Weighted average number of shares - Employee share plans (M) | 3 | 3 | 3 |
| Dividends per share (cents) - fully franked | 199 | 222 | 198 |
| No. of shares at end of period excluding Treasury shares deduction (M) | 1,723 | 1,715 | 1,708 |
| Funds Under Administration (FUA) - average | 150,134 | 145,299 | 144,751 |
| Assets Under Management (AUM) - average | 206,996 | 200,075 | 203,603 |
| Average inforce premiums | 3,475 | 3,417 | 3,386 |
| Net assets | 61,812 | 60,564 | 59,664 |
| Total intangible assets | 10,000 | 10,384 | 10,018 |
| Non-controlling interests | 551 | 550 | 554 |
| Other equity instruments | - | - | 939 |

(1) Comparative information has been restated to conform to presentation in the current period.
(2) Average of reporting period balances.

## 13. Analysis Template (continued)

|  | Half Year Ended ${ }^{(1)(2)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| Ratios - Output Summary | \$M | \$M | \$M |
| Earnings Per Share (EPS) |  |  |  |
| Net profit after tax - "cash basis" | 4,907 | 4,637 | 4,808 |
| Less distribution - other equity instruments | - | (18) | (32) |
| Adjusted profit for EPS calculation | 4,907 | 4,619 | 4,776 |
| Average number of shares (M) - "cash basis" | 1,717 | 1,709 | 1,678 |
| Earnings Per Share basic - "cash basis" (cents) | 285. 8 | 270.3 | 284.6 |
| Net profit after tax - "statutory basis" | 4,895 | 4,600 | 4,623 |
| Less distribution - other equity instruments | - | (18) | (32) |
| Adjusted profit for EPS calculation | 4,895 | 4,582 | 4,591 |
| Average number of shares ( M ) - "statutory basis" | 1,715 | 1,707 | 1,676 |
| Earnings Per Share basic - "statutory basis" (cents) | 285. 3 | 268.4 | 273.9 |
| Interest expense (after tax) - PERLS III | - | 6 | 10 |
| Interest expense (after tax) - PERLS VI | 42 | 44 | 45 |
| Interest expense (after tax) - PERLS VII | 36 | 38 | 38 |
| Interest expense (after tax) - PERLS VIII | 26 | 14 | - |
| Profit impact of assumed conversions (after tax) | 104 | 102 | 93 |
| Weighted average number of shares - PERLS III (M) | - | 8 | 14 |
| Weighted average number of shares - PERLS VI (M) | 27 | 25 | 24 |
| Weighted average number of shares - PERLS VII (M) | 41 | 37 | 36 |
| Weighted average number of shares - PERLS VIII (M) | 20 | 9 | - |
| Weighted average number of shares - Employee share plans (M) | 3 | 3 | 3 |
| Weighted average number of shares - dilutive securities (M) | 91 | 82 | 77 |
| Adjusted cash profit for EPS calculation | 4,907 | 4,619 | 4,776 |
| Add back profit impact of assumed conversions (after tax) | 104 | 102 | 93 |
| Adjusted diluted profit for EPS calculation | 5,011 | 4,721 | 4,869 |
| Average number of shares (M) - "cash basis" | 1,717 | 1,709 | 1,678 |
| Add back weighted average number of shares (M) | 91 | 82 | 77 |
| Diluted average number of shares (M) | 1,808 | 1,791 | 1,755 |
| Earnings Per Share diluted - "cash basis" (cents) | 277. 2 | 263.6 | 277.4 |
| Adjusted profit for EPS calculation | 4,895 | 4,582 | 4,591 |
| Add back profit impact of assumed conversions (after tax) | 104 | 102 | 93 |
| Adjusted diluted profit for EPS calculation | 4,999 | 4,684 | 4,684 |
| Average number of shares ( $M$ ) - "statutory basis" | 1,715 | 1,707 | 1,676 |
| Add back weighted average number of shares (M) | 91 | 82 | 77 |
| Diluted average number of shares (M) | 1,806 | 1,789 | 1,753 |
| Earnings Per Share diluted - "statutory basis" (cents) | 276. 7 | 261.8 | 267.1 |
| Dividends Per Share (DPS) |  |  |  |
| Dividends |  |  |  |
| Dividends per share (cents) - fully franked | 199 | 222 | 198 |
| No. of shares at end of period excluding Treasury shares deduction (M) | 1,723 | 1,715 | 1,708 |
| Total dividends | 3,429 | 3,808 | 3,381 |
| Dividend payout ratio - "cash basis" |  |  |  |
| Net profit after tax - "cash basis" | 4,907 | 4,637 | 4,808 |
| Net profit after tax - attributable to ordinary shareholders | 4,907 | 4,619 | 4,776 |
| Total dividends | 3,429 | 3,808 | 3,381 |
| Payout ratio - "cash basis" (\%) | 69.9 | 82.4 | 70. 8 |
| Dividend cover |  |  |  |
| Net profit after tax - attributable to ordinary shareholders | 4,907 | 4,619 | 4,776 |
| Total dividends | 3,429 | 3,808 | 3,381 |
| Dividend cover - "cash basis" (times) | 1.4 | 1.2 | 1.4 |

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

## 13. Analysis Template (continued)

|  | Half Year Ended ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 |
| Ratios - Output Summary | \$M | \$M | \$M |
| Return on Equity (ROE) |  |  |  |
| Return on Equity - "cash basis" |  |  |  |
| Average net assets | 61,188 | 60,113 | 56,235 |
| Less: |  |  |  |
| Average non-controlling interests | (551) | (552) | (558) |
| Average other equity instruments | - | (469) | (939) |
| Average equity | 60,637 | 59,092 | 54,738 |
| Add average treasury shares | 269 | 304 | 302 |
| Net average equity | 60,906 | 59,396 | 55,040 |
| Net profit after tax - "cash basis" | 4,907 | 4,637 | 4,808 |
| Less distribution - other equity instruments | - | (18) | (32) |
| Adjusted profit for ROE calculation | 4,907 | 4,619 | 4,776 |
| ROE - "cash basis" (\%) | 16.0 | 15. 6 | 17.3 |
| Return on Equity - "statutory basis" |  |  |  |
| Average net assets | 61,188 | 60,113 | 56,235 |
| Average non-controlling interests | (551) | (552) | (558) |
| Average other equity interests | - | (469) | (939) |
| Average equity | 60,637 | 59,092 | 54,738 |
| Net profit after tax - "statutory basis" | 4,895 | 4,600 | 4,623 |
| Less distribution - other equity instruments | - | (18) | (32) |
| Adjusted profit for ROE calculation | 4,895 | 4,582 | 4,591 |
| ROE - "statutory basis" (\%) | 16.0 | 15. 6 | 16.7 |
| Net Tangible Assets per share ${ }^{(2)}$ |  |  |  |
| Net assets | 61,812 | 60,564 | 59,664 |
| Less: |  |  |  |
| Intangible assets | $(10,000)$ | $(10,384)$ | $(10,018)$ |
| Non-controlling interests | (551) | (550) | (554) |
| Other equity instruments | - | - | (939) |
| Total net tangible assets | 51,261 | 49,630 | 48,153 |
| No. of shares at end of period excluding Treasury shares deduction (M) | 1,723 | 1,715 | 1,708 |
| Net Tangible Assets per share (\$) | 29.75 | 28.94 | 28.20 |

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

## 14. Summary

| Group |  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | $\begin{gathered} \text { Dec } 16 \text { vs } \\ \text { Jun } 16 \text { \% } \end{gathered}$ | Dec 16 vs Dec 15 \% |
| Net profit after tax - "cash basis" | \$M | 4,907 | 4,637 | 4,808 | 6 | 2 |
| Treasury shares valuation adjustment (after tax) | \$M | (19) | 13 | (9) | large | large |
| Hedging and IFRS volatility (after tax) | \$M | 8 | (49) | (150) | large | large |
| Bankwest non-cash items (after tax) | \$M | (1) | (1) | (26) | - | (96) |
| Net profit after tax - "statutory basis" | \$M | 4,895 | 4,600 | 4,623 | 6 | 6 |
| Earnings per share basic - "cash basis" | cents | 285.8 | 270.3 | 284.6 | 6 | - |
| Dividends per share (fully franked) | cents | 199 | 222 | 198 | (10) | 1 |
| Dividend payout ratio - "cash basis" | \% | 69.9 | 82.4 | 70.8 | large | (90)bpts |
| Common Equity Tier 1 (Internationally comparable) - Basel III ${ }^{(2)}$ | \% | 15.4 | 14.4 | 14.3 | 100 bpts | 110 bpts |
| Common Equity Tier 1 (APRA) - Basel III | \% | 9.9 | 10.6 | 10.2 | (70)bpts | (30)bpts |
| Leverage ratio (Internationally comparable) ${ }^{(3)}$ | \% | 5.5 | 5. 6 | 5. 6 | (10)bpts | (10)bpts |
| Leverage ratio (APRA) | \% | 4.9 | 5. 0 | 5. 0 | (10)bpts | (10)bpts |
| Number of full time equivalent staff | No. | 45,271 | 45,129 | 45,221 | - | - |
| Return on equity - "cash basis" | \% | 16.0 | 15.6 | 17.3 | 40 bpts | (130) bpts |
| Return on equity - "statutory basis" | \% | 16.0 | 15.6 | 16.7 | 40 bpts | (70)bpts |
| Weighted average no. of shares - "statutory basis" - basic | M | 1,715 | 1,707 | 1,676 |  | 2 |
| Net tangible assets per share | \$ | 29.75 | 28.94 | 28.20 | 3 | 5 |
| Net interest income - "cash basis" | \$M | 8,743 | 8,508 | 8,427 | 3 | 4 |
| Net interest margin | \% | 2. 11 | 2. 14 | 2. 15 | (3)bpts | (4) bpts |
| Net interest margin excluding Treasury and Markets | \% | 2. 08 | 2. 13 | 2. 13 | (5)bpts | (5)bpts |
| Other banking income - "cash basis" | \$M | 2,986 | 2,444 | 2,416 | 22 | 24 |
| Other banking income to total banking income - "cash basis" | \% | 25.5 | 22.3 | 22.3 | 320 bpts | 320 bpts |
| Operating expenses to total operating income - "cash basis" | \% | 43.3 | 42.7 | 42.1 | 60 bpts | 120 bpts |
| Average interest earning assets | \$M | 823,058 | 800,379 | 780,921 | 3 | 5 |
| Average interest bearing liabilities | \$M | 747,236 | 730,246 | 737,226 | 2 | 1 |
| Loan impairment expense - "cash basis" | \$M | 599 | 692 | 564 | (13) | 6 |
| Loan impairment expense - "cash basis" annualised as a $\%$ of average gross loans and acceptances | \% | 0. 17 | 0. 20 | 0. 17 | (3)bpts | - |
| Total provisions for impaired assets as a \% of gross impaired assets | \% | 35.02 | 36. 17 | 37. 02 | (115)bpts | (200) bpts |
| Risk weighted assets (APRA) - Basel III | \$M | 436,481 | 394,667 | 392,662 | 11 | 11 |
| Retail Banking Services |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 2,466 | 2,268 | 2,272 | 9 | 9 |
| Operating expenses to total banking income | \% | 30.8 | 31.9 | 32.3 | (110)bpts | (150) bpts |
| Effective tax rate - "cash basis" | \% | 29.9 | 29.9 | 29.9 | - | - |
| Business and Private Banking |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 791 | 748 | 774 | 6 | 2 |
| Operating expenses to total banking income | \% | 39.3 | 38.8 | 38.7 | 50 bpts | 60 bpts |
| Effective tax rate - "cash basis" | \% | 30.1 | 30.0 | 30.1 | 10 bpts | - |
| Institutional Banking and Markets |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 683 | 568 | 622 | 20 | 10 |
| Operating expenses to total banking income | \% | 36.7 | 38.2 | 36.6 | (150)bpts | 10 bpts |
| Effective tax rate - "cash basis" | \% | 23.8 | 26.6 | 20.8 | (280) bpts | 300 bpts |

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

## 14. Summary (continued)

|  |  | Half Year Ended ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 31 Dec 16 | 30 Jun 16 | 31 Dec 15 | $\begin{aligned} & \text { Dec } 16 \text { vs } \\ & \text { Jun } 16 \text { \% } \end{aligned}$ | Dec 16 vs Dec 15 \% |
| Wealth Management |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 249 | 236 | 376 | 6 | (34) |
| Underlying profit after tax | \$M | 226 | 193 | 336 | 17 | (33) |
| Investment experience after tax | \$M | 23 | 43 | 40 | (47) | (43) |
| FUA - average | \$M | 138,146 | 134,292 | 134,352 | 3 | 3 |
| FUA - spot | \$M | 140,820 | 135,801 | 135,476 | 4 | 4 |
| AUM - average | \$M | 201,967 | 195,513 | 199,294 | 3 | 1 |
| AUM - spot | \$M | 203,223 | 199,735 | 195,248 | 2 | 4 |
| Annual inforce premiums - average | \$M | 2,505 | 2,480 | 2,470 | 1 | 1 |
| Annual inforce premiums - spot | \$M | 2,520 | 2,508 | 2,472 | - | 2 |
| Operating expenses to total operating income | \% | 73.5 | 77.8 | 63.8 | (430) bpts | large |
| Effective tax rate - "cash basis" | \% | 26.8 | 23.9 | 28.1 | 290 bpts | (130)bpts |
| New Zealand |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 471 | 417 | 464 | 13 | 2 |
| Underlying profit after tax | \$M | 480 | 411 | 460 | 17 | 4 |
| FUA - average | \$M | 11,988 | 11,007 | 10,399 | 9 | 15 |
| FUA - spot | \$M | 12,110 | 11,522 | 11,004 | 5 | 10 |
| AUM - average | \$M | 5,029 | 4,562 | 4,309 | 10 | 17 |
| AUM - spot | \$M | 4,792 | 4,988 | 4,495 | (4) | 7 |
| Annual inforce premiums - average | \$M | 715 | 682 | 664 | 5 | 8 |
| Annual inforce premiums - spot | \$M | 729 | 710 | 688 | 3 | 6 |
| Operating expenses to total operating income ${ }^{(2)}$ | \% | 38.0 | 40.6 | 39. 2 | (260) bpts | (120)bpts |
| Effective tax rate - "cash basis" ${ }^{(2)}$ | \% | 27.3 | 25.9 | 27.2 | 140 bpts | 10 bpts |
| Bankwest |  |  |  |  |  |  |
| Cash net profit after tax | \$M | 355 | 375 | 403 | (5) | (12) |
| Operating expenses to total banking income | \% | 41. 3 | 41.5 | 41. 1 | (20)bpts | 20 bpts |
| Effective tax rate - "cash basis" | \% | 30.3 | 29. 9 | 30.0 | 40 bpts | 30 bpts |

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

## 15. Foreign Exchange Rates

|  |  | As at |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Exchange Rates Utilised $^{(1)}$ | Currency | 31 Dec 16 | 30 Jun 16 | $\mathbf{3 1}$ Dec 15 |
| AUD $1.00=$ | USD | $\mathbf{0 . 7 2 3 6}$ | 0.7431 | 0.7308 |
|  | EUR | $\mathbf{0 . 6 8 8 3}$ | 0.6689 | 0.6688 |
|  | GBP | $\mathbf{0 . 5 8 9 9}$ | 0.5534 | 0.4929 |
|  | NZD | $\mathbf{1 . 0 3 9 3}$ | 1.0470 | 1.0660 |
|  | JPY | $\mathbf{8 4 . 6 8 9 7}$ | 76.2441 | $\mathbf{8 8 . 0 0 5 1}$ |

(1) End of day, Sydney time.

## 16. Definitions

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


[^0]:    ${ }^{1}$ Unless otherwise indicated all comparisons are to the prior comparative period (pcp), the half year ended 31 December 2015.
    ${ }^{2}$ For an explanation of and reconciliation between statutory and cash NPAT, refer to pages 2, 3 and 15 of the Group's Profit Announcement for the half year ended 31 December 2016, available at commbank.com.au/shareholder.
    3 "Underlying basis" excludes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.

[^1]:    ${ }^{4}$ Small businesses are those with annual turnover up to $\$ 1$ million, large businesses are those with annual turnover of $\$ 50 \mathrm{~m}$ to less than $\$ 500 \mathrm{~m}$.

[^2]:    ${ }^{(1)}$ Comparative information has been restated to reflect refinements to the allocation of customer balances, revenue and expense methodology including updated transfer pricing allocations, and changes to the recognition of Global Asset Management long-term incentives in Wealth Management.
    ${ }^{(2)}$ The current half includes a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc.
    ${ }^{(3)}$ The current half includes a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets.
    ${ }^{(4)}$ Net of average mortgage offset balances.
    ${ }^{(5)}$ Excluding a $\$ 397$ million gain on sale of the Group's remaining investment in Visa Inc. and a $\$ 393$ million one-off expense for acceleration of amortisation on certain software assets, operating expenses to total operating income is $41.5 \%$ for the current period.

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

[^4]:    (1) Includes retail portfolios of Retail Banking Services, Bankwest and New Zealand.

[^5]:    (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.

[^6]:    (1) Includes Shareholders' funds in the CFS Global Asset Management, Colonial First State and CommInsure businesses.

[^7]:    1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1
[^8]:    (1) Comparative information has been restated to reflect the change in incentives accounting policy detailed in Note 1.

[^9]:    (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.

[^10]:    (1) Included in these balances are credit card facilities and other unsecured portfolio managed facilities up to 90 days past due. At 90 days past due all unsecured portfolio managed facilities are classified as impaired.

[^11]:    (1) Committed exposures by industry, region and commercial credit quality are disclosed on a gross basis (calculated before collateralisation).

[^12]:    (1) Comparative information has been restated to conform to presentation in the current period.

