

# Five Year Summary

	2011 \$m	2010 \$m	2009 \$m	2008 \$m	2007 \$m	
<b>Financial performance<sup>1</sup></b>						
Net interest income	11,481	10,862	9,890	7,855	7,302	
Other operating income	5,331	4,920	4,477	4,440	3,720	
Operating expenses	(7,718)	(6,971)	(6,068)	(5,406)	(4,953)	
Profit before income tax, credit impairment and non-core items <sup>1</sup>	9,094	8,811	8,299	6,889	6,069	
Provision for credit impairment	(1,211)	(1,820)	(3,056)	(2,090)	(522)	
Income tax expense	(2,222)	(1,960)	(1,469)	(1,365)	(1,616)	
Non-controlling interest	(9)	(6)	(2)	(8)	(7)	
Underlying profit <sup>1</sup>	5,652	5,025	3,772	3,426	3,924	
Adjustments between statutory profit and underlying profit <sup>1</sup>	(297)	(524)	(829)	(107)	256	
<b>Profit attributable to shareholders of the Company</b>	<b>5,355</b>	<b>4,501</b>	<b>2,943</b>	<b>3,319</b>	<b>4,180</b>	
<b>Financial position</b>						
Assets <sup>2</sup>	594,488	531,703	476,987	470,293	392,773	
Net assets	37,954	34,155	32,429	26,552	22,048	
Tier 1 capital ratio <sup>3</sup>	10.9%	10.1%	10.6%	7.7%	6.7%	
Return on average ordinary equity <sup>4</sup>	15.3%	13.9%	10.3%	14.5%	20.9%	
Return on average assets <sup>4</sup>	1.0%	0.9%	0.6%	0.8%	1.2%	
Cost to income ratio <sup>1</sup>	45.9%	44.2%	42.2%	44.0%	44.9%	
<b>Shareholder value – ordinary shares</b>						
Total return to shareholders (share price movement plus dividends)	-12.6%	1.9%	40.3%	-33.5%	15.6%	
Market capitalisation	51,319	60,614	61,085	38,263	55,382	
Dividend	140 cents	126 cents	102 cents	136 cents	136 cents	
Franked portion	– interim – final	100% 100%	100% 100%	100% 100%	100% 100%	
Share price	– high – low – 30 September	\$25.96 \$17.63 \$19.52	\$26.23 \$19.95 \$23.68	\$24.99 \$11.83 \$24.39	\$31.74 \$15.07 \$18.75	\$31.50 \$25.75 \$29.70
<b>Share information</b>						
(per fully paid ordinary share)						
Earnings per share	208.2c	178.9c	131.0c	170.4c	224.1c	
Dividend payout ratio	68.5%	71.6%	82.3%	82.6%	60.9%	
Net tangible assets per ordinary share <sup>5</sup>	\$11.44	\$10.38	\$11.02	\$10.72	\$9.36	
No. of fully paid ordinary shares issued (millions)	2,629.0	2,559.7	2,504.5	2,040.7	1,864.7	
Dividend Reinvestment Plan (DRP) issue price	– interim – final	\$21.69 –	\$21.32 \$22.60	\$15.16 \$21.75	\$20.82 \$13.58	\$29.29 \$27.33
<b>Other information</b>						
Points of representation <sup>6</sup>	1,381	1,394	1,352	1,346	1,327	
No. of employees (full time equivalents)	48,938	47,099	37,687	36,925	34,353	
No. of shareholders <sup>7</sup>	442,943	411,692	396,181	376,813	327,703	

<sup>1</sup> Adjusted for material items that are not part of the normal ongoing operations of the Group including one-off gains and losses, gains and losses on the sale of businesses, non-continuing business, timing differences on economic hedges, and acquisition related costs. Prior to 2010 these were adjustments to arrive at cash profit in accordance with market convention.

<sup>2</sup> In 2010, consolidated assets included assets from OnePath (formerly INGA), OnePath NZ (formerly ING NZ), Landmark and RBS acquired during the financial year.

<sup>3</sup> Calculated in accordance with Australian Prudential Regulation Authority requirements effective at the relevant date. Basel II has been applied from 1 January 2008.

<sup>4</sup> Excludes minority interest.

<sup>5</sup> Equals shareholders' equity less preference share capital, goodwill, software and other intangible assets divided by the number of ordinary shares.

<sup>6</sup> Includes branches, offices, representative offices and agencies.

<sup>7</sup> Excludes employees whose only ANZ shares are held in trust under ANZ employee share schemes.