AUSTRALIA & NEW ZEALAND BANKING GROUP LTD Form 6-K May 02, 2006

## SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

## FORM 6-K

#### REPORT OF FOREIGN ISSUER PURSUANT TO RULE 13A-16 OR 15D-16 OF THE SECURITIES EXCHANGE ACT OF 1934

For the Month of April 2006

# **Australia and New Zealand Banking Group Limited**

ACN 005 357 522

(Translation of registrant s name into English)

Level 6, 100 Queen Street Melbourne Victoria 3000 Australia

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F ý Form 40-F o

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g32 (b) under the Securities Exchange Act of 1934.

### Edgar Filing: AUSTRALIA & NEW ZEALAND BANKING GROUP LTD - Form 6-K

Yes O No ý

If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):

This Form 6-K may contain certain forward-looking statements, including statements regarding (i) economic and financial forecasts, (ii) anticipated implementation of certain control systems and programs, (iii) the expected outcomes of legal proceedings and (iv) strategic priorities. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control and which may cause actual results to differ materially from those expressed in the forward-looking statement contained in these forward-looking statements. For example, these forward-looking statements may be affected by movements in exchange rates and interest rates, general economic conditions, our ability to acquire or develop necessary technology, our ability to attract and retain qualified personnel, government regulation, the competitive environment and political and regulatory policies. There can be no assurance that actual outcomes will not differ materially from the forwardlooking statements contained in the Form 6-K.

## Edgar Filing: AUSTRALIA & NEW ZEALAND BANKING GROUP LTD - Form 6-K

| Si | gnati | ures |
|----|-------|------|
|    |       |      |

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Australia and New Zealand Banking Group Limited (Registrant)

By: /s/ John Priestley Company Secretary (Signature)\*

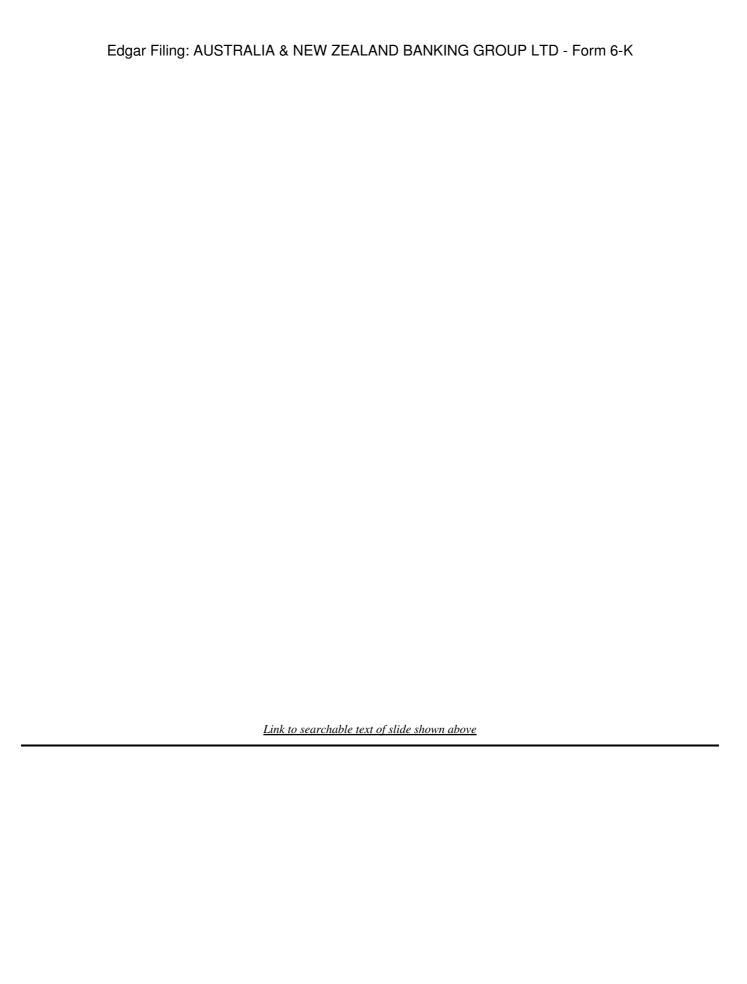
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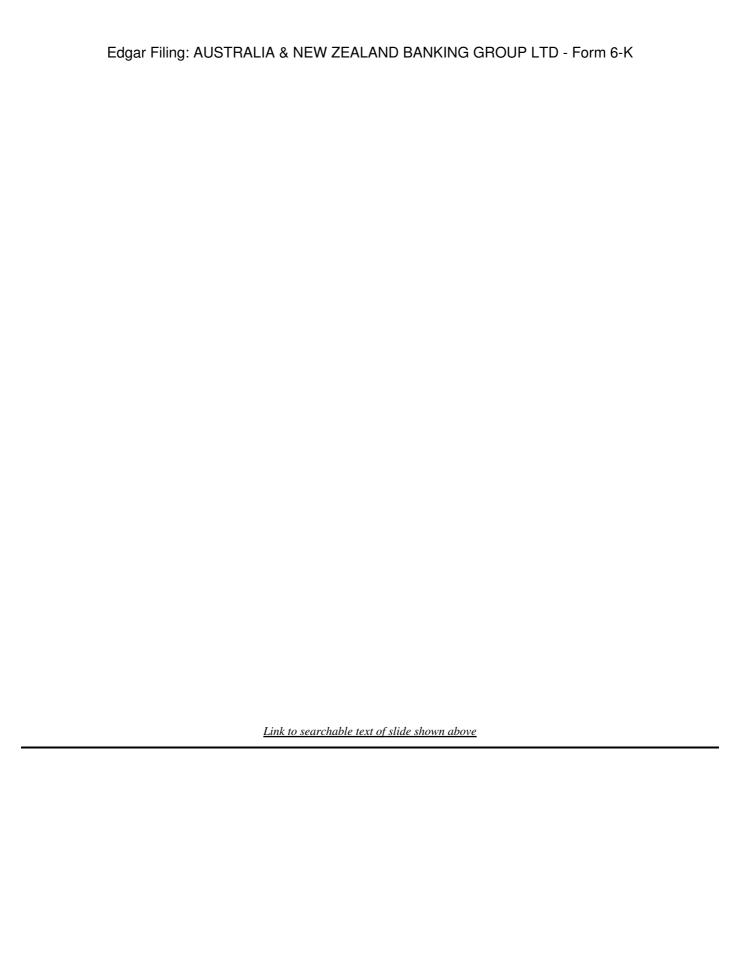
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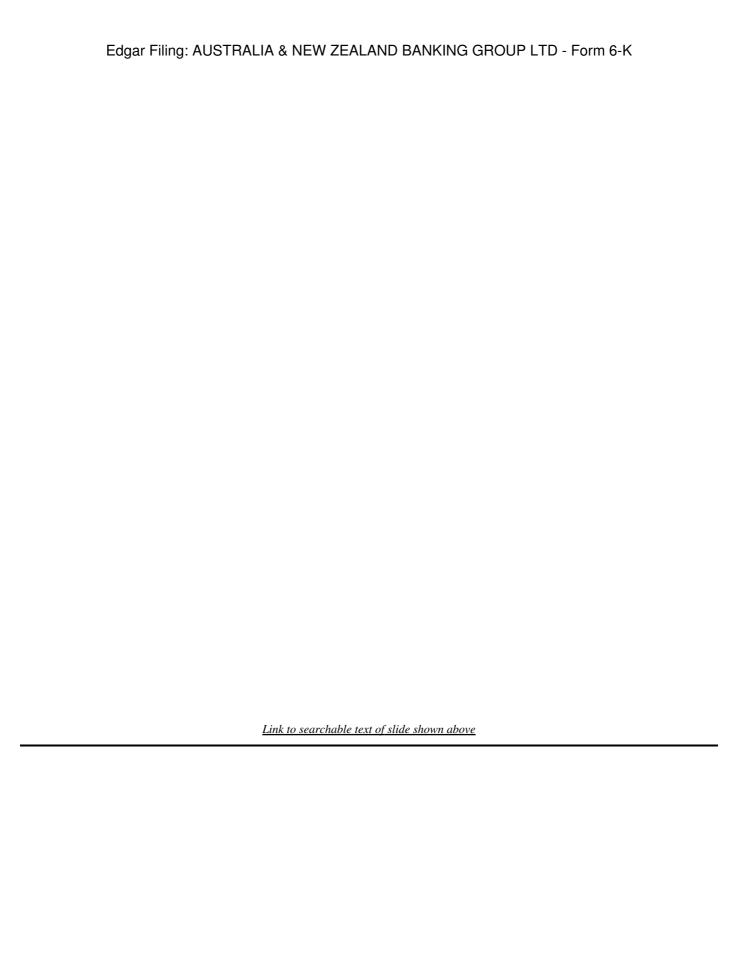
<sup>\*</sup> Print the name and title of the signing officer under his signature.





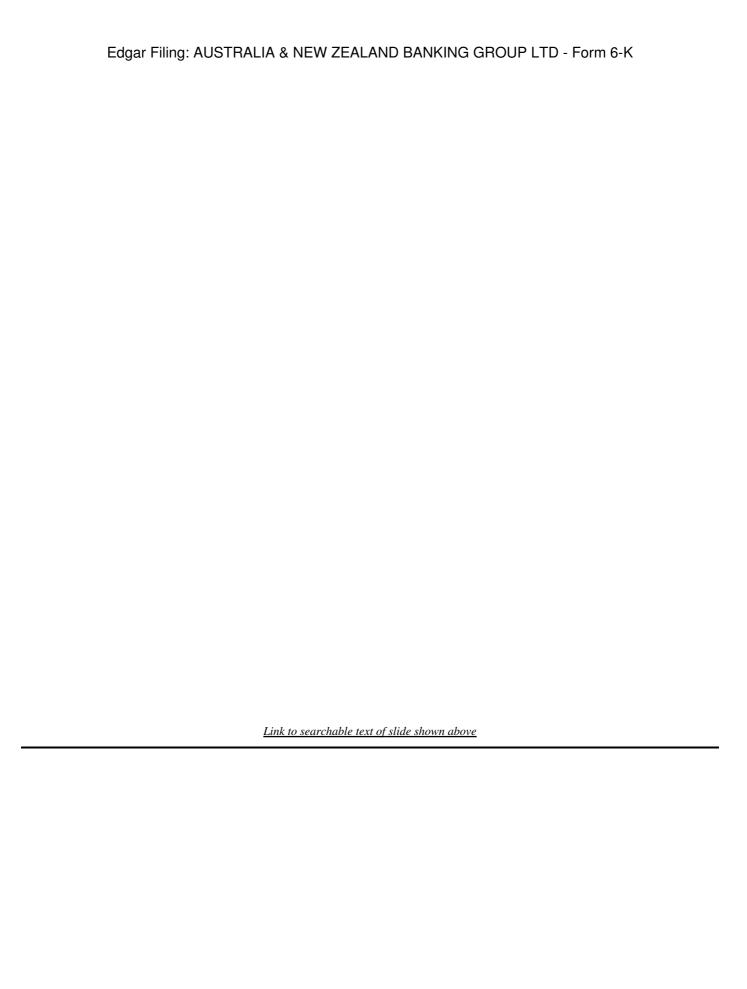




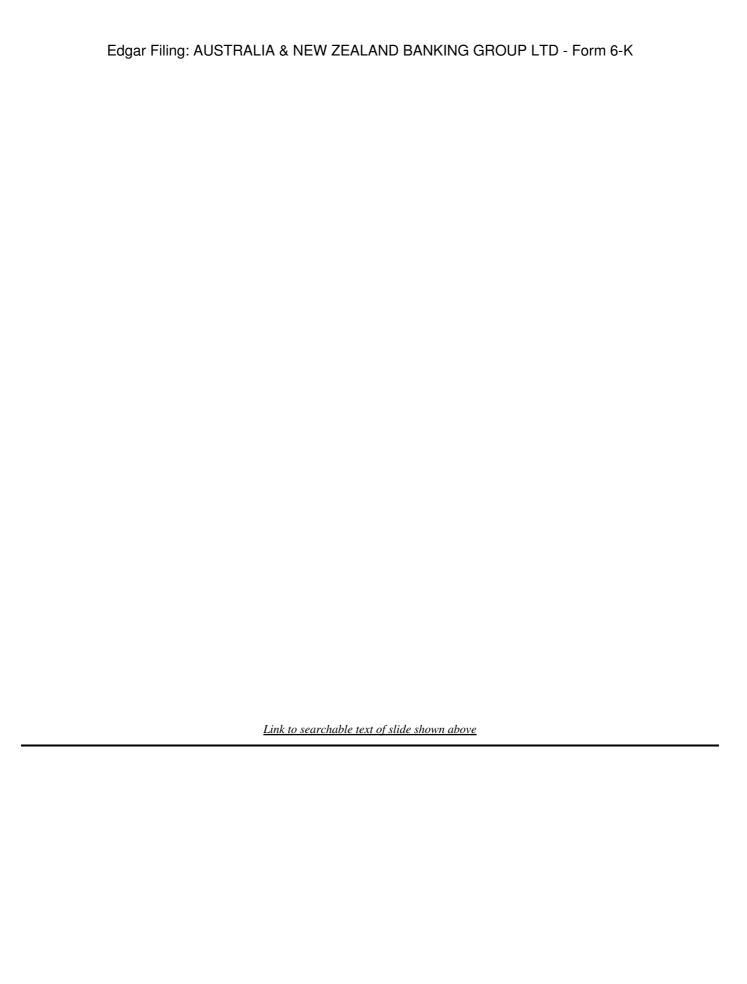


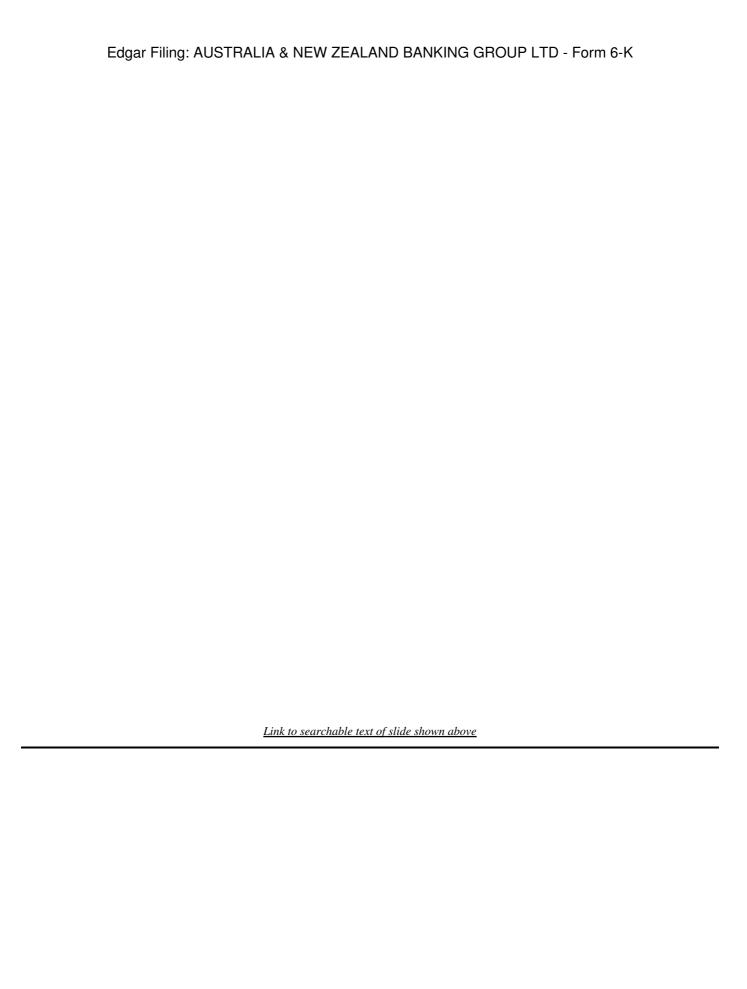




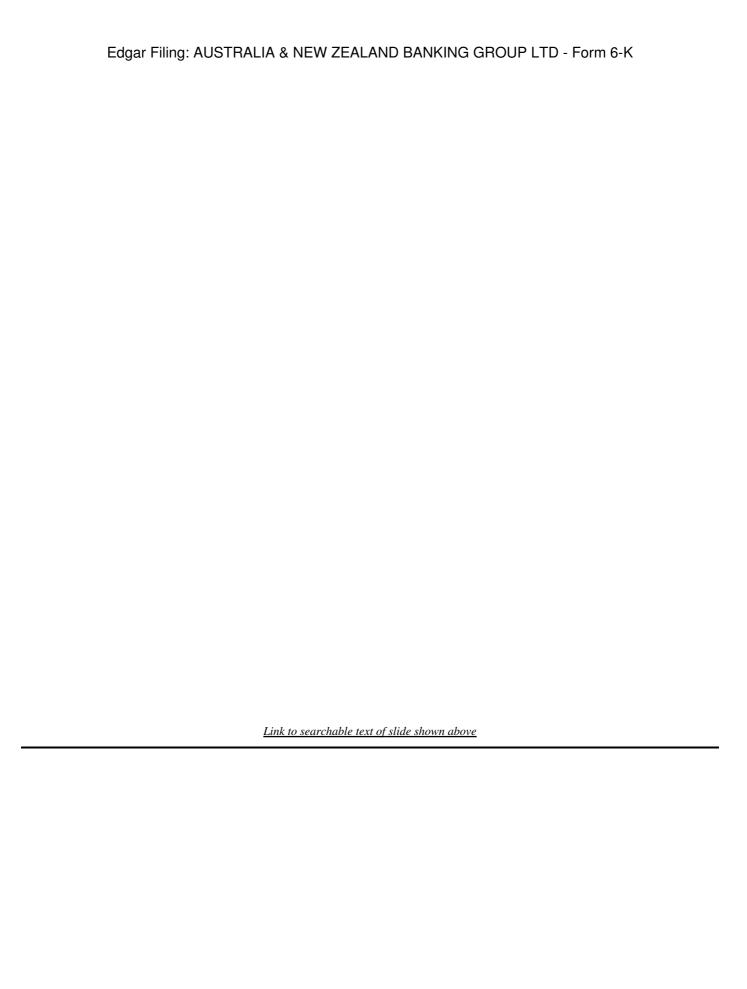






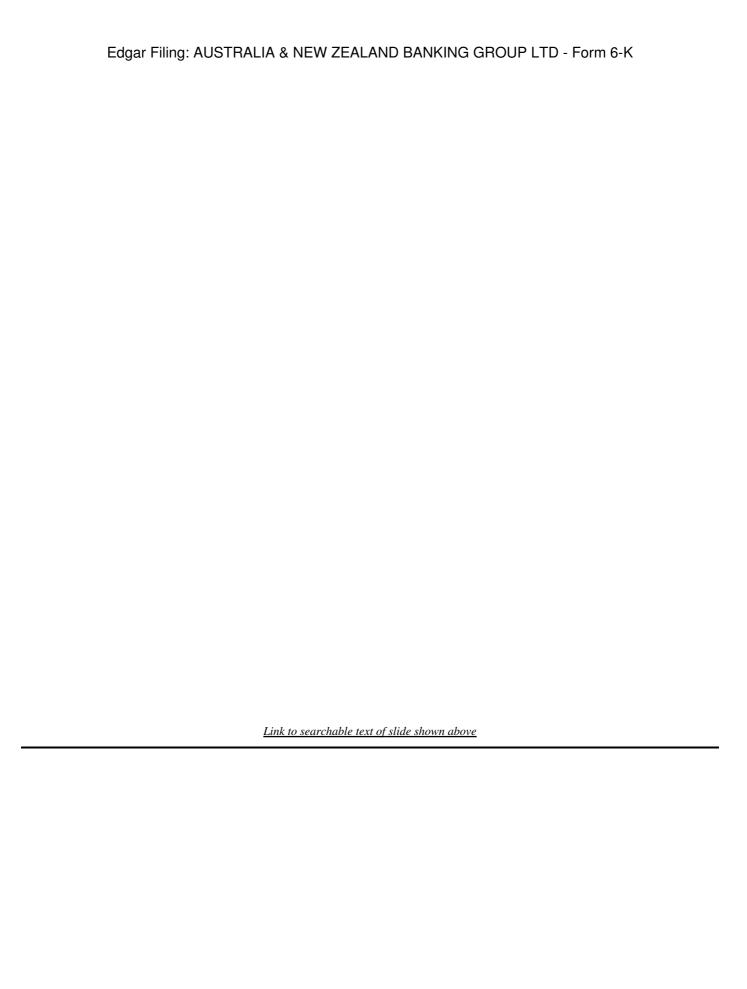




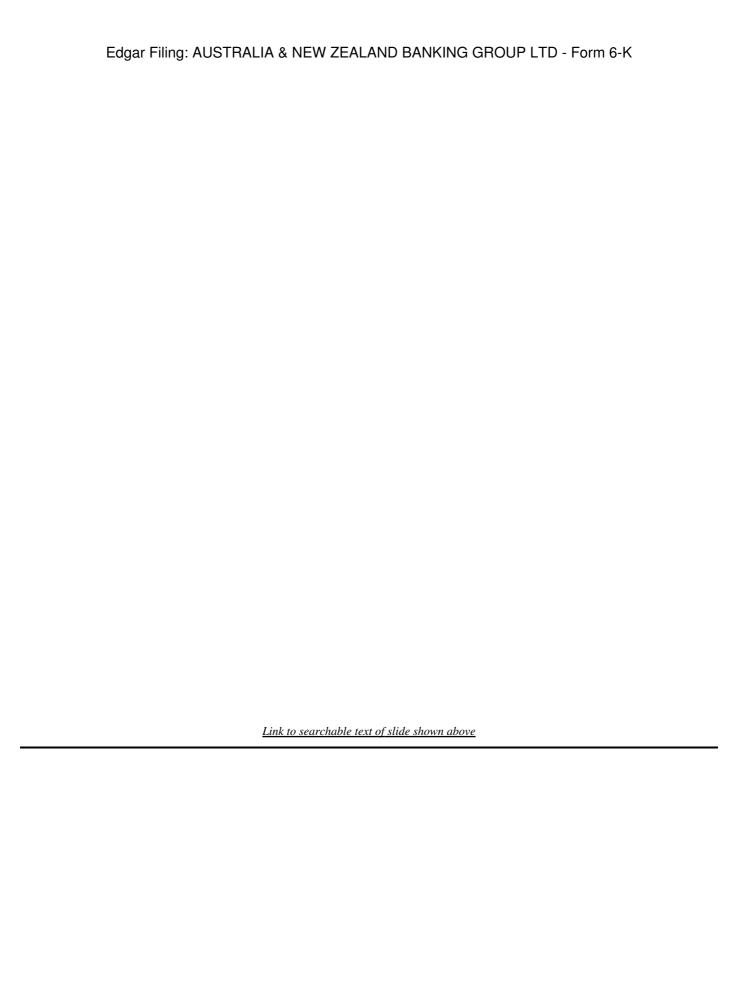


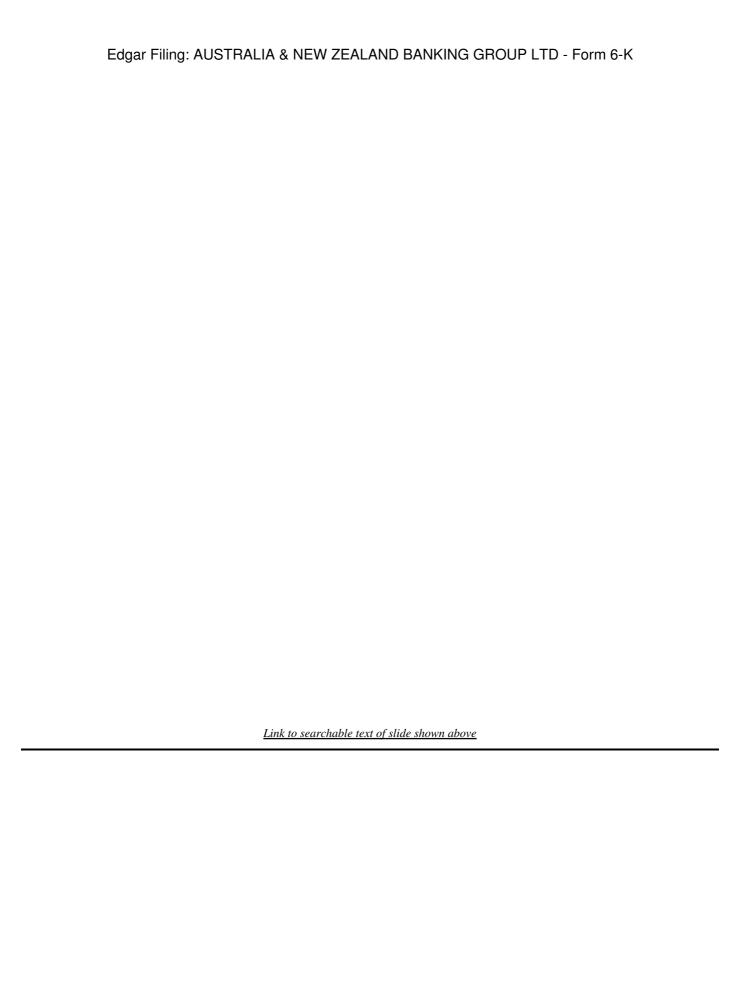


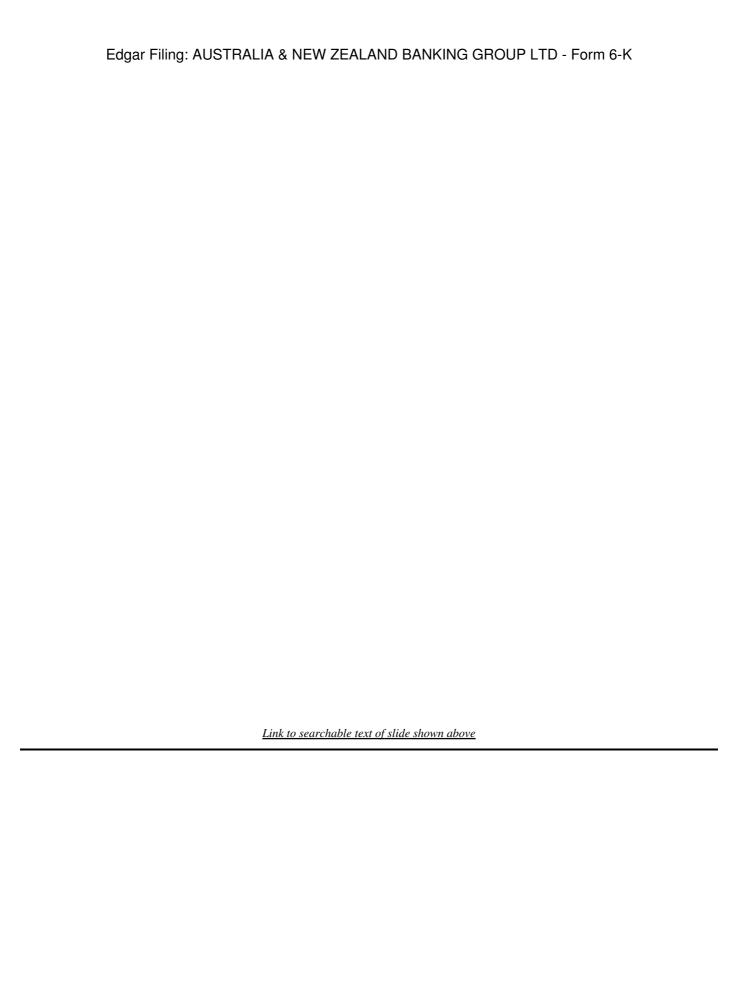




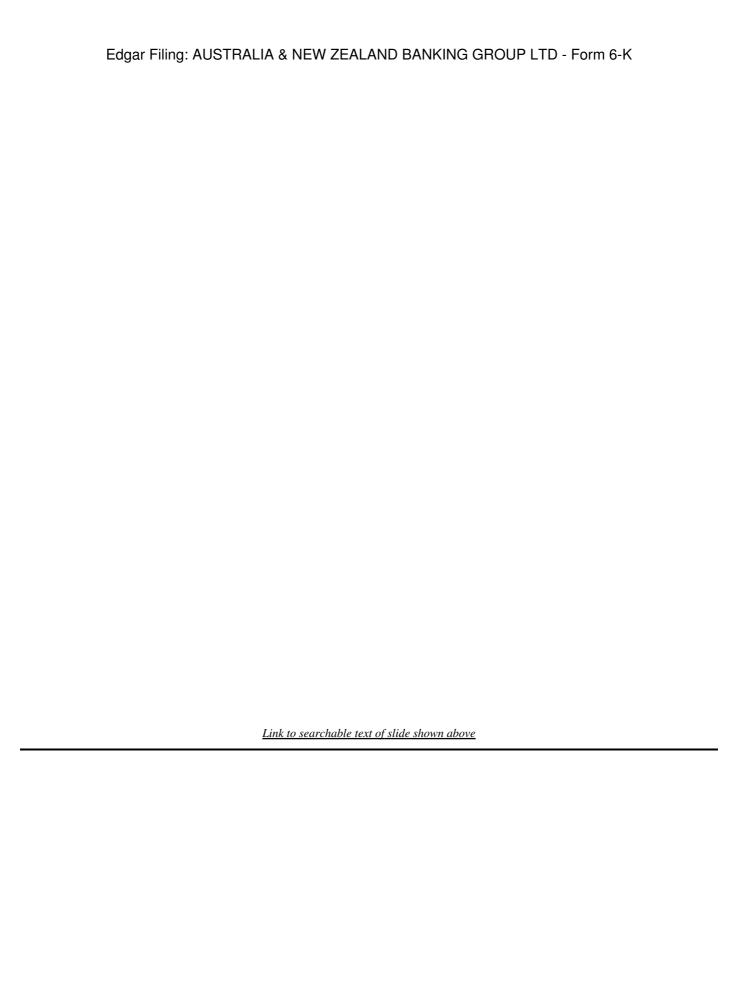




















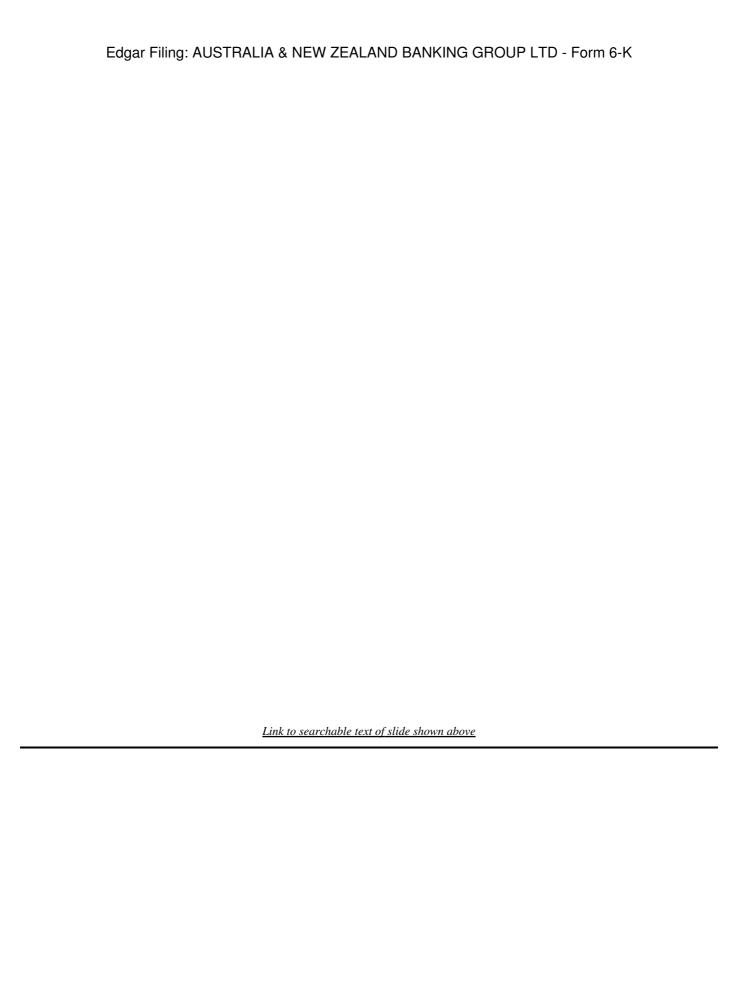




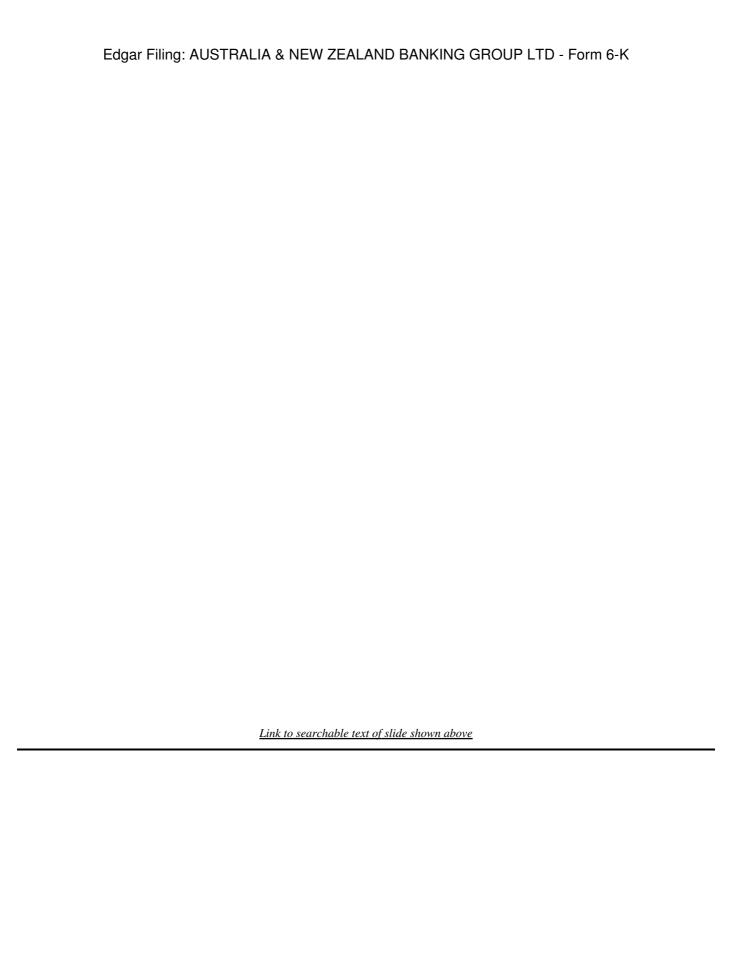








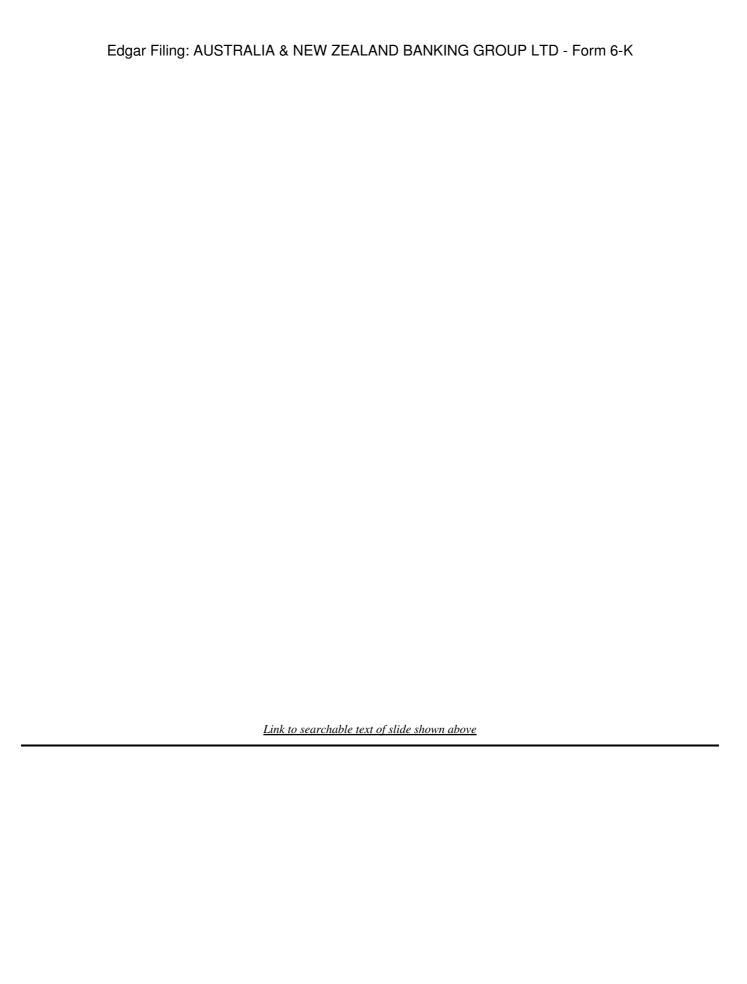




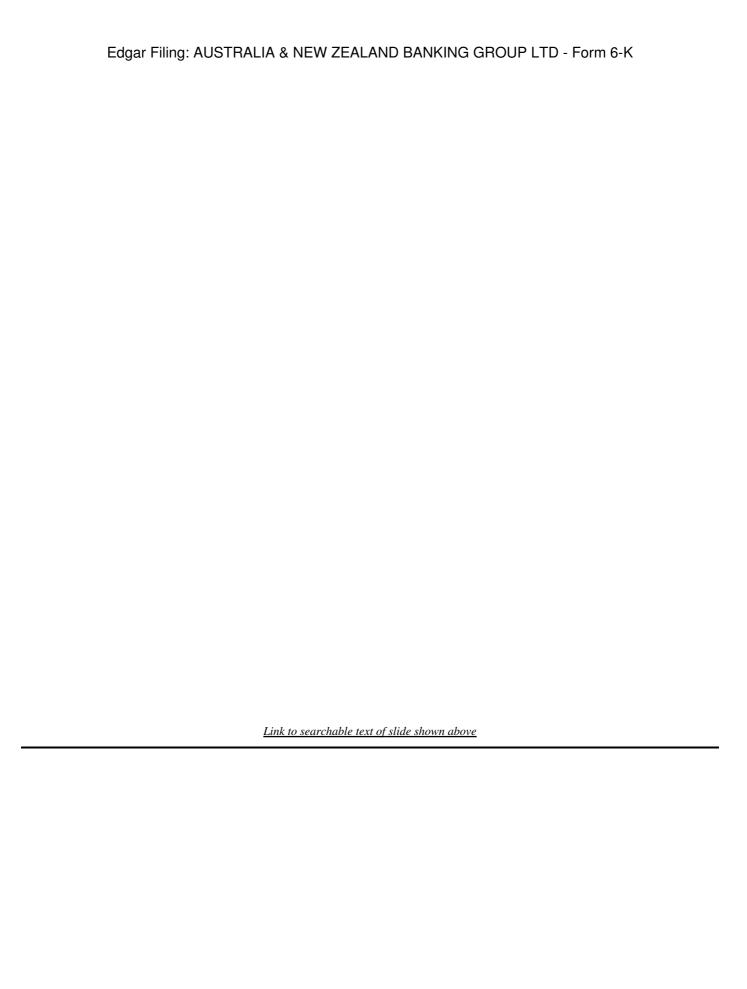


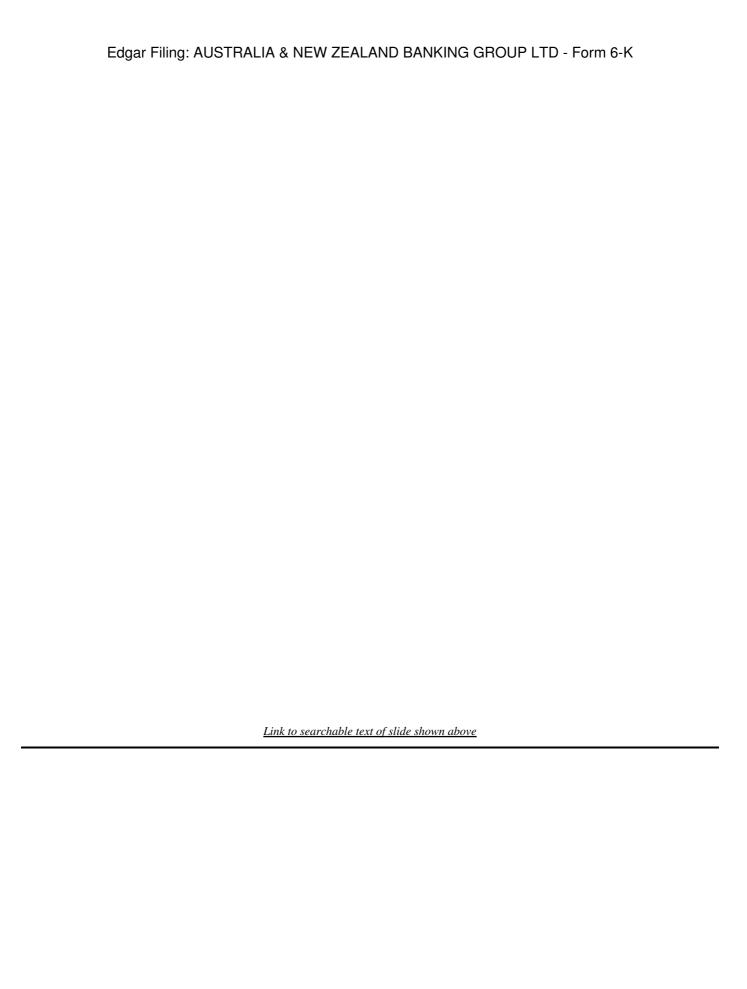


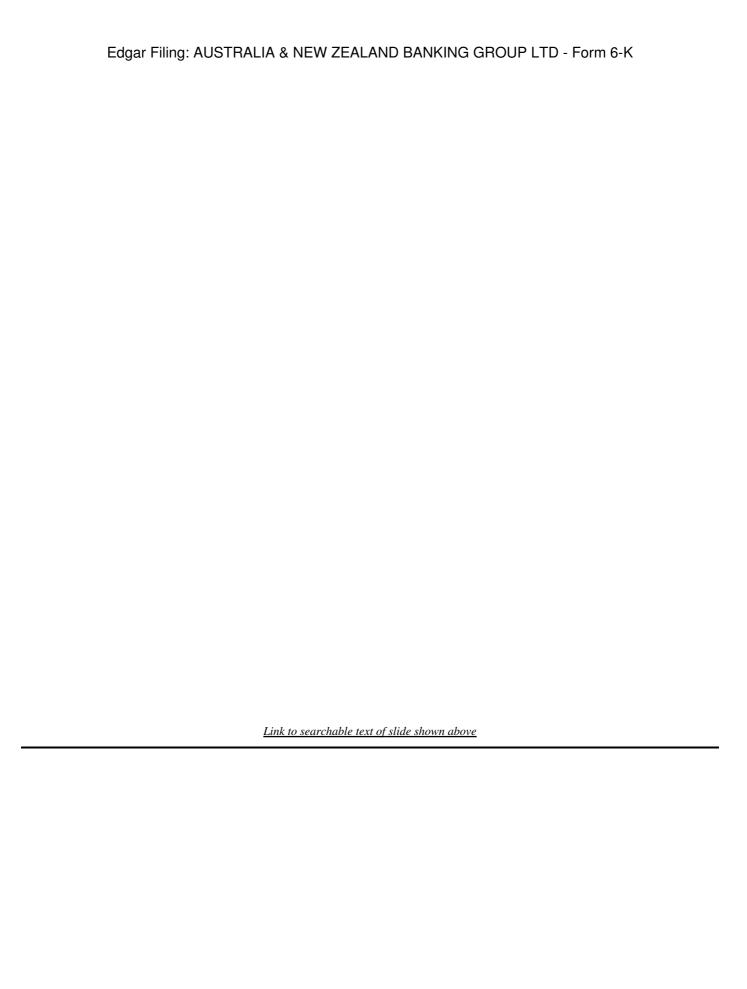


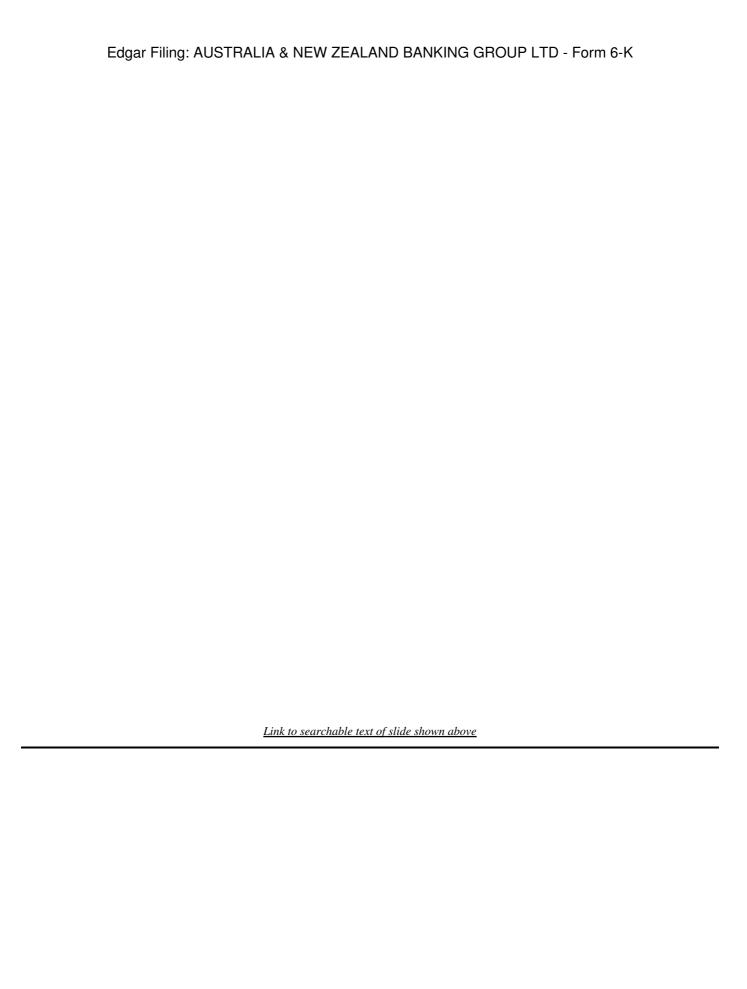




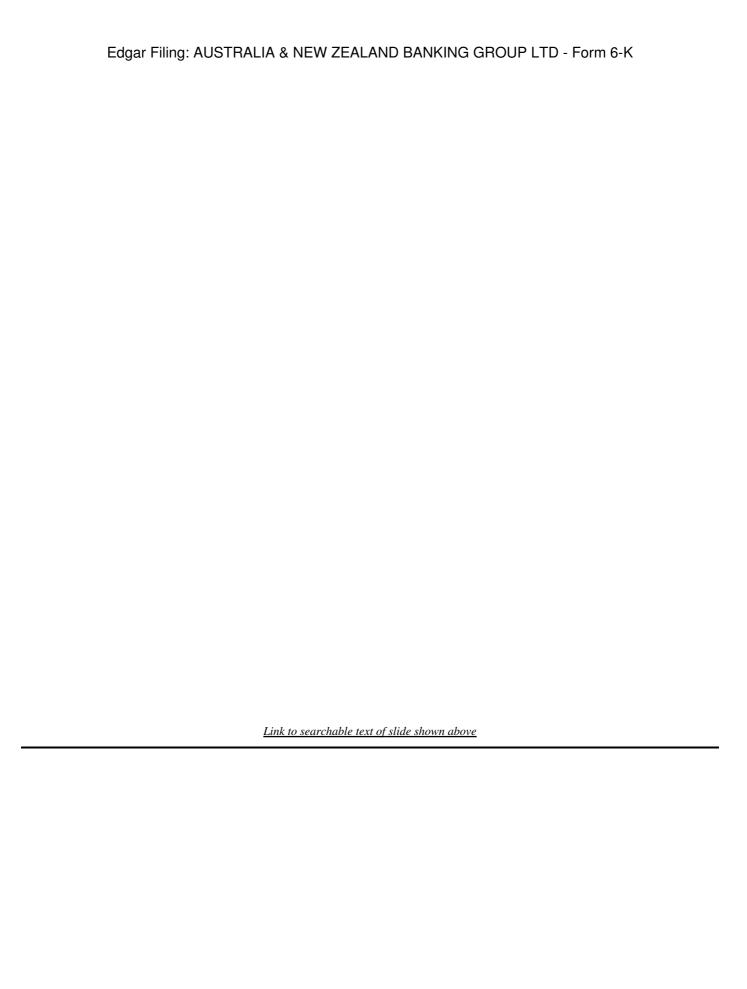




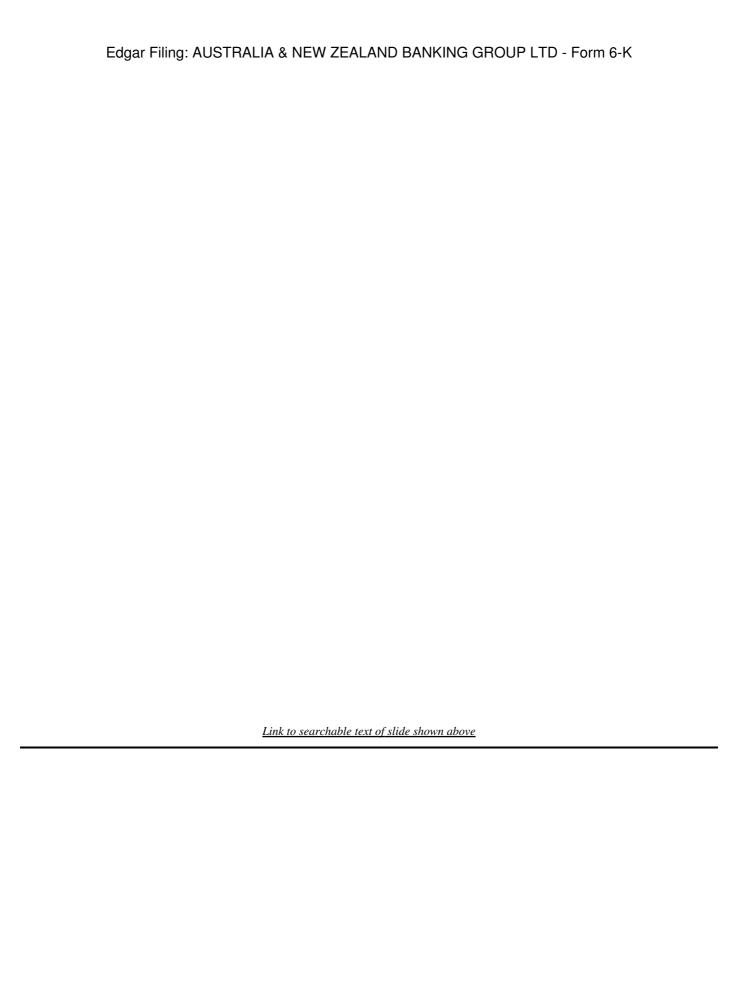


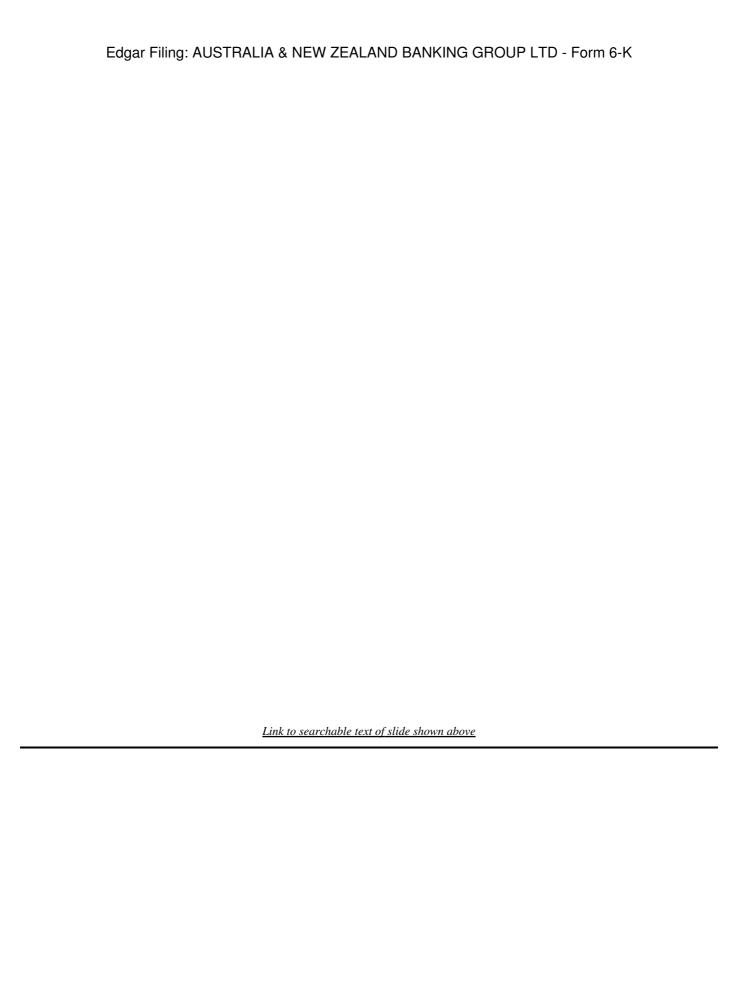




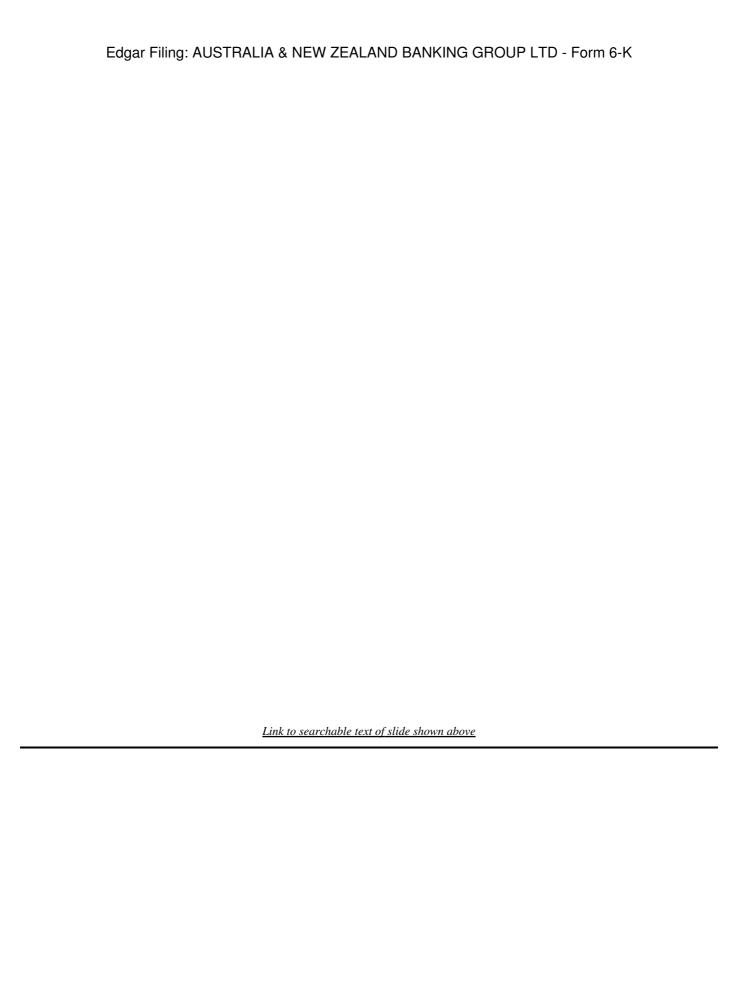


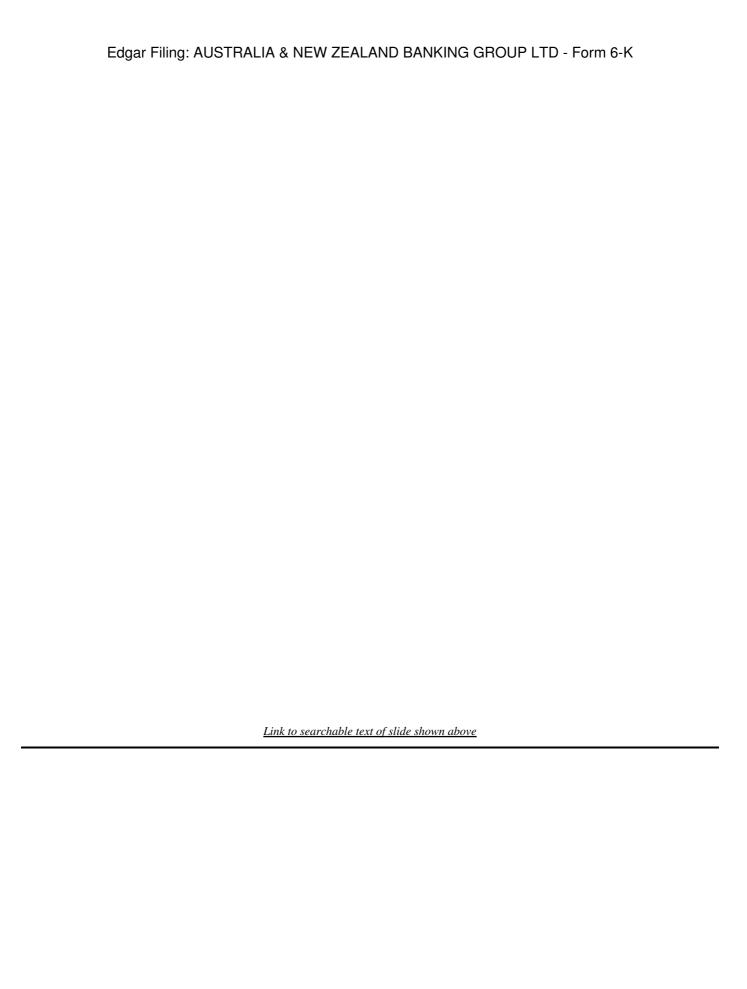


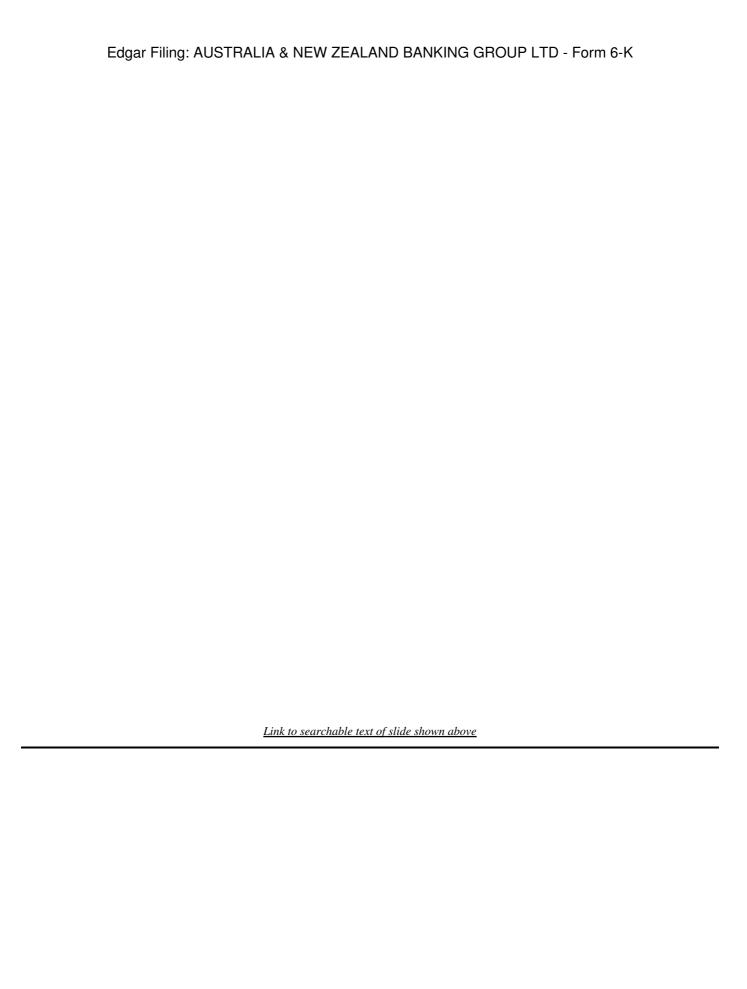








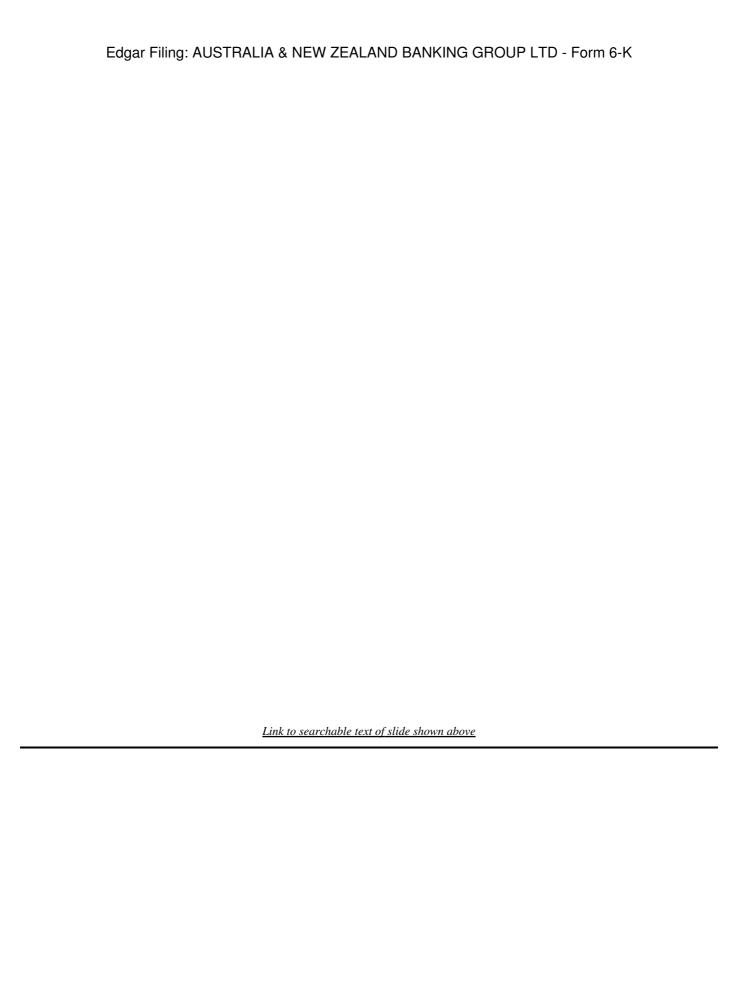


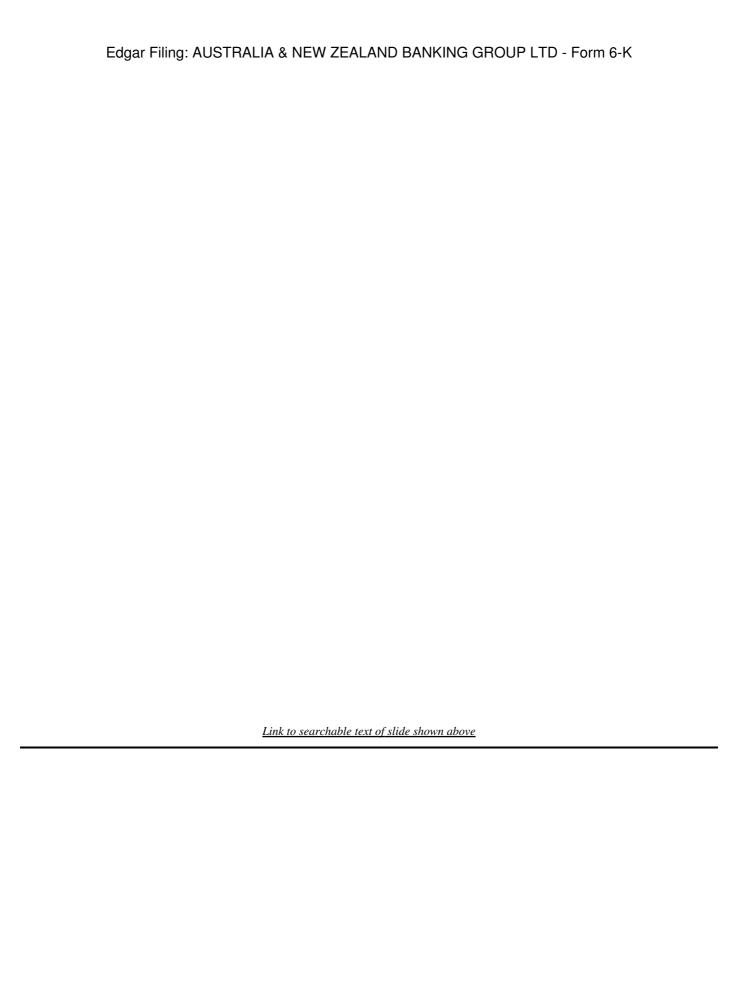


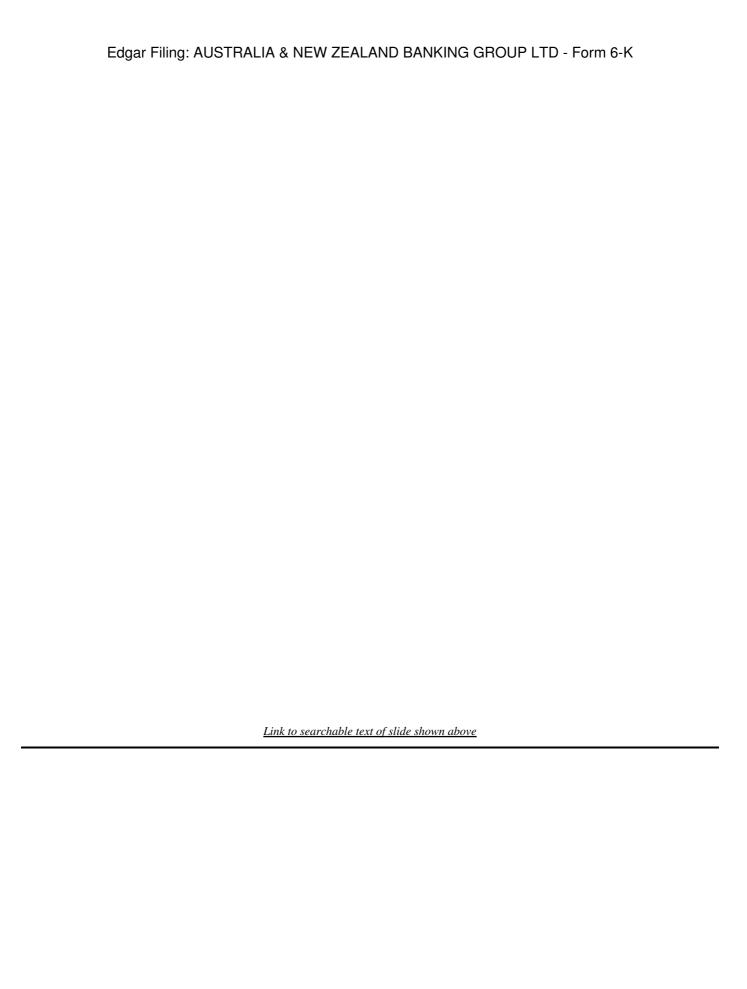


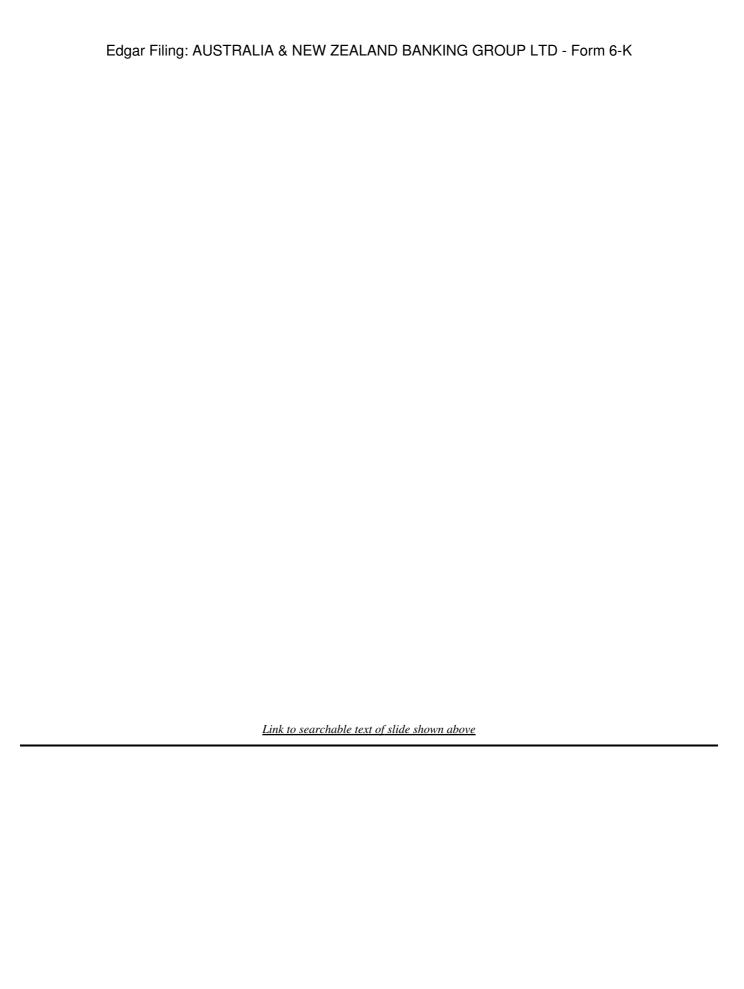














# Searchable text section of graphics shown above

| [GRAPHIC]   |   |
|-------------|---|
|             | 06  |
|             |   |
|             | 2006 Interim Results                            |
|             | Australia and New Zealand Banking Group Limited |
|             | 27 April 2006                                   |
|             | John McFarlane                                  |
|             |   |
|             | Chief Executive Officer                         |
| www.anz.com | [LOGO]  |
|             |   |

### A good first half

1H06 v 1H05 Statutory profit 16% Cash\* profit 10% Cash\* profit before provisions 10% Cash\* EPS 10% Dividend 10% 2006 guidance Revenue Growth\* 7-9% 8% Expense Growth\* 6% 5-7%

[LOGO]

<sup>\*</sup>adjusts headline numbers for AIFRS 2005 adjustments, significant items and incremental integration costs and fair value hedge gains/losses

| Strong performance from the major divisions                             |               |
|---|---------------|
| [CHART]   |               |
| * Does not include Asia institutional business which is reported within | Institutional |
|   | 3             |
|   | J             |

A clear strategy - advance domestically while developing long term growth options in Asia

Winning share in Australia

**Good earnings momentum** 

**Leading customer satisfaction** 

Leading staff engagement

**Investing for tomorrow** 

[GRAPHIC] **Build position in Australia** 

[GRAPHIC]
Benefit from NZ investment
Improved results from
New Zealand

[GRAPHIC]
Longer-term growth from Asia
Portfolio of low-risk Asian growth
investments, where we can add value

| A stronger foundation than ever for the future |  |  |  |  |
|--|--|--|--|--|
|  | Years of investment (branches, customers, people, technology, community) |  |  |  |
|  | Now engaged staff, satisfied customers, community respect,               |  |  |  |
|  | Specialisation strategy and unique culture key differentiators           |  |  |  |
|  | Growing in Australia, dominant in NZ, real Asian opportunity             |  |  |  |
|  | Reliable and consistent delivery and execution                           |  |  |  |

ANZ now a very different bank, for all stakeholders

| [GRAPHIC]   |   |
|-------------|---|
|             | 06  |
|             | 2006 Interim Results                            |
|             | Australia and New Zealand Banking Group Limited |
|             | 27 April 2006                                   |
|             | Peter Marriott                                  |
|             | Chief Financial Officer                         |
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|             |   |

#### Welcome to IFRS!

### 1 October 2004

IFRS applies, except AASB 139/132/4. AASB 139 the most significant of new standards for a bank

1 October 2005 AASB 139, 132 & 4 come into play

|  | Mar         | Sep         | Mar         |
|--|-------------|-------------|-------------|
|  | 2005        | 2005        | 2006        |
| Statutory IFRS Accounts 2005 not restated for AASB 139, 132, and 4   | <b>2005</b> | <b>2005</b> | <b>2006</b> |
|  | [GRAPHIC]   | [GRAPHIC]   | [GRAPHIC]   |
| Fully Comparable IFRS Accounts  We have applied all standards to  2005 to generate meaningful cash earnings comparatives | <b>2005</b> | <b>2005</b> | <b>2006</b> |
|  | [GRAPHIC]   | [GRAPHIC]   | [GRAPHIC]   |

### Lack of comparability HOH a real issue eg:

Change in margin 3 bp (statutory) 7 bp (fully comparable)

Other income growth -14% (statutory) 2% (fully comparable)

[LOGO]

Very strong headline growth; 10.4% underlying growth

[CHART]

#### Good underlying business momentum

Strong income growth, continued investment

(Cash Earnings)

[CHART]

**HOH Growth** 4.2% 2.3% 2.1% (31.1)% 12.4% **9.3%** 

Profit before Provisions 4.9%

| Solid volume growth offset by margin pressure, particularly in Corporate and Esanda |
|---|
| [CHART]   |
| @Continuing Businesses  |
| #NII includes tax equivalent gross-up   |
| ^excludes non core items & shareholder functions                                    |
| +growth in net loans & advances, including acceptances, fx adjusted                 |
|   |
| 10  |
|   |

Competitive impacts on overall margin moderating slightly\*

Lower competitive intensity in NZ, partly offset by increase in Australia

Includes 1.5bp impact from higher trading securities etc, which drove higher non-interest income

[CHART]

Competition reflected mainly in product migration

(competition impact on <u>Group</u> Margin 2H05 1H06)

[CHART]
Offset by 2bp benefit from basis risk

Total Mortgages margin has increased by 1bp

<sup>\*</sup> Competition impact in 2H05 was 5.4bp including impacts of product migration

#### Non Interest Income highly seasonal, but good momentum

| Item                    | pcp<br>growth | hoh<br>growth |
|-------------------------|---------------|---------------|
| Fee Income              | 8%            | flat          |
|                         |               |               |
| FX Earnings             | 3%            | 2%            |
|                         |               |               |
| Profit on Trading Secs. | large         | 56%           |
|                         |               |               |
| Other                   | 16%           | 7%            |
|                         |               |               |
| Total                   | 11%           | 2%            |

Non Interest Income is subject to seasonality, largely on fee line

(other income growth hoh\*)

[CHART]

<sup>\*</sup>Operating segments core OOI growth, 1H06 & 2H05 AIFRS, 1H05 & 2H04 AGAAP

#### Client flows driving increased Markets income, assisted by favourable conditions

#### Total Markets Revenue (\$m)

ANZ VaR remains significantly below peers (Ave period VaR 99% confidence level)

Looking at Trading Income in isolation is misleading, given interplay with NII and FX revenue

[CHART]

[CHART]

^NAB & WBC ave. for Sep-05 half, CBA ave. for Dec-05 half

| Re-opening the | Jaws | increasing the | gan between | revenue and | cost growth |
|----------------|------|----------------|-------------|-------------|-------------|
|                |      |                |             |             |             |

Revenue/Cost Jaws reopening

Revenue Growth v Cost Growth (hoh)\*

1.1% -2.2% -1.3% +0.1% +2.2%

[CHART]

Cost to Income reduced^ Impacted by IFRS restatements

[CHART]

Continuing to invest in frontline capabilities

(1H06 FTE growth)

Integration savings key driver. 64 frontline FTE added in the half

[CHART]

<sup>\*2</sup>H05 & 1H06 AIFRS, remainder AGAAP, Core revenue and expense growth, adjusted for NBNZ normalisation

<sup>^</sup>Adjusted for AIFRS 2005 adjustments and non core items

| Portfolio credit quality remains stro | Portfolio credit quality remains strong              |  |  |  |  |  |
|---------------------------------------|--|--|--|--|--|--|
|                                       | Increase in Non Accrual loans driven by two accounts |  |  |  |  |  |
|                                       | [CHART]  |  |  |  |  |  |
|                                       | Delinquencies remain low                             |  |  |  |  |  |
|                                       | (60+ day delinquencies)                              |  |  |  |  |  |
|                                       | [CHART]  |  |  |  |  |  |
|                                       | Individual Provisions                                |  |  |  |  |  |
|                                       | maintained at low levels                             |  |  |  |  |  |
|                                       | (Ind. Provisions / Net Lending Assets*)              |  |  |  |  |  |
|                                       | [CHART]  |  |  |  |  |  |
| *annualised                           |  |  |  |  |  |  |
|                                       |  |  |  |  |  |  |
|                                       | 15   |  |  |  |  |  |
|                                       |  |  |  |  |  |  |

### Collective Provision driven by a reduction in risk offset by lending growth

### Collective Provision Charge (\$m)

### [CHART]

| Key Drivers                     | 1H05   | 2H05   | 1H06  |
|---------------------------------|--|--|---|
| Portfolio growth & risk changes | 8%+ portfolio growth<br>and flat risk mix in<br>continuing business  | 10%+ portfolio<br>growth and flat risk<br>mix in continuing<br>business, except for<br>Cards | 11%+ portfolio<br>growth and flat risk<br>mix in continuing<br>business, except for<br>Cards & Esanda |
| Scenario impact                 | Introduction of Oil Provision due to increased volatility in oil price. Rundown of offshore risk provision | Increased Oil Provision due to spike in oil price. Rundown of offshore risk provision        | Oil Provision<br>reduction in line with<br>modelled emergence<br>pattern                              |
| Other                           | Reduction in risk as<br>legacy assets,<br>including offshore<br>energy exposures<br>matured or sold        | Continuing risk reduction as legacy assets matured or sold                                   | Final run-off of risk<br>associated with legacy<br>assets   |

+annualised

| Capital n | nanagement and other financial considerations  |
|-----------|--|
| Capital N | Management   |
|           | Capital management initiatives will generally be considered when ACE capital is above the target range         |
|           | In the short-term, ACE capital generation needs to cover:  |
|           | Balance Sheet impact of market share gains driving above peer RWA growth                                       |
|           | Asian acquisitions   |
|           | Deductions - eg capitalised software   |
|           | Lower DRP flow back than peers   |
|           | APRA s revised hybrid rules expected to allow access to cost effective non-innovative hybrid capital           |
| Revenue   | Hedging  |
| overval   | Current revenue hedging policy is to remain unhedged unless the currency is perceived to be significantly ued  |
| hedges    | Future foreign exchange hedging may be designated as a mixture of revenue (short term P&L) and capita (Equity) |

### Group outlook

| Item       | Outlook  | Drivers  |
|------------|--|--|
| Revenue    | Slightly above mid point of 7% - 9% medium term target range | Continued strong volume growth in both Aust & NZ, driving interest and fee income  Margin compression forecast to be slighter greater than long term trend |
| Expenses   | Low end of 5%-7% 2006 guidance                               | Ongoing investment particularly in Personal and increased people costs in Inst/Corp  Partly offset by continued efficiency gains across the Group          |
| Provisions | Difficult to be prescriptive - no immediate concerns         | Uncertain - dependant on actual losses, asset growth and change in risk profile, but more likely to increase   |
| Taxation   | Higher tax rate than FY05                                    | Increased tax rate due to continued run-off of structured transactions. Likely to be higher in 2 <sup>nd</sup> half  |
|            |  | 18   |

| PHIC]   | [GRAPHIC] |
|---|-----------|
| 06  |           |
| 2006 Interim Results                            |           |
| Australia and New Zealand Banking Group Limited |           |
| 27 April 2006                                   |           |
|   |           |
| John McFarlane                                  |           |
| Chief Executive Officer                         |           |

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[LOGO]

### A good first half

|                                |    | 1H06 v 1H05   |
|--------------------------------|----|---------------|
| Statutory profit               |    | 16%           |
| Cash* profit                   |    | 10%           |
| Cash* profit before provisions |    | 10%           |
| Cash* EPS                      |    | 10%           |
| Dividend                       |    | 10%           |
|                                |    | 2006 guidance |
| Revenue Growth*                | 8% | 7%-9%         |
|                                |    |               |
| Expense Growth*                | 6% | 5%-7%         |

<sup>\*</sup> adjusts headline numbers for AIFRS 2005 adjustments, significant items and incremental integration costs and fair value hedge gains/losses

| $\Gamma \subset D \wedge$ | (PHIC |
|---------------------------|-------|
|                           |       |
|                           |       |

06

#### 2006 Interim Results

Australia and New Zealand Banking Group Limited

27 April 2006

#### **Additional Information**

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**Profit & Cash EPS reconciliation** 

|                                 | 1H06 (\$m) | 2H05 (\$m) | 1H05 (\$m) | pcp change<br>(%) | hoh change<br>(%) |
|---------------------------------|------------|------------|------------|-------------------|-------------------|
| Income                          | 4,963      | 4,814      | 4,582      | 8.3               | 3.1               |
| Expenses                        | (2,185)    | (2,266)    | (2,152)    | (1.5)             | 3.6               |
| Profit before Provisions        | 2,778      | 2,548      | 2,430      | 14.3              | 9.0               |
| Provision for Credit Impairment | (224)      | (296)      | (284)      | 21.1              | 24.3              |
| Tax & OEI                       | (743)      | (632)      | (591)      | (25.7)            | (17.6)            |
| NPAT                            | 1,811      | 1,620      | 1,555      | 16.4              | 11.8              |
| AIFRS 2005 Adjustments          |            | (46)       | 15         |                   |                   |
| Non Core Items*                 | (67)       | 21         | 17         |                   |                   |
| Fair Value Hedging Gains/Losses | (13)       | (12)       | (19)       |                   |                   |
| Pref. Share Dividend            | (12)       | (12)       | (6)        |                   |                   |
| Adjusted Cash NPAT              | 1,719      | 1,571      | 1,562      | 10.1              | 9.4               |
| Average Shares                  | 1,828      | 1825       | 1823       |                   |                   |
| Basic Cash EPS (cents)          | 94.0       | 86.1       | 85.7       | 9.7               | 9.2               |

<sup>\*</sup>includes significant items & incremental integration costs

### Cash EPS comparison AGAAP v A-IFRS

| 12 months ended 30/09/05 (\$m)                                   | Reported<br>AGAAP | Goodwill amortisation | Share<br>based<br>payments | Fee<br>revenue | Credit loss provisioning | Derivative accounting incl. hedging(1) | Hybrid<br>financial<br>instruments | Other | AIFRS   |
|--|-------------------|-----------------------|----------------------------|----------------|--------------------------|--|------------------------------------|-------|---------|
| Net interest income  | 5,798             |                       |                            | 622            |                          |  | (66)                               | 17    | 6,371   |
| Other operating income   | 3,552             | 45                    |                            | (635)          |                          | 43                                     |                                    | (13)  | 2,992   |
| Operating expenses   | (4,515)           | 179                   | (80)                       |                |                          |  |                                    | (2)   | (4,418) |
| Provision for Credit Impairment                                  | (580)             |                       |                            |                | 15                       |  |                                    |       | (565)   |
| Income tax expense   | (1,234)           |                       | 17                         | 3              | (6)                      | (12)                                   |                                    | (1)   | (1,233) |
| Net profit attributable to minority interests                    | (3)               |                       |                            |                |                          |  |                                    |       | (3)     |
| Net profit after tax attributable to shareholders of the Company | 3,018             | 224                   | (63)                       | (10)           | 9                        | 31                                     | (66)                               | 1     | 3,144   |
| Goodwill amortisation  | 224               | (224)                 |                            |                |                          |  |                                    |       | 0       |
| Significant items  | 38                |                       |                            |                |                          |  |                                    |       | 38      |
| Derivatives revaluation  | 0                 |                       |                            |                |                          | (31)                                   |                                    |       | (31)    |
| Cash net profit after tax  | 3,280             |                       |                            |                |                          |  |                                    |       | 3,151   |
| Hybrid financial instruments                                     | (84)              |                       |                            |                |                          |  | 66                                 |       | (18)    |
| Cash earnings  | 3,196             |                       |                            |                |                          |  |                                    |       | 3,133   |
| Average shares (basic)   | 1,824             |                       |                            |                |                          |  |                                    |       | 1,824   |
| Cash EPS (cents per share)                                       | 175.2             |                       |                            |                |                          |  |                                    |       | 171.8   |

<sup>(1)</sup> This excludes the effect of applying bid or offer prices rather than mid prices and changes in the market value of counterparty risk included in the measurement of the fair value of derivatives

|     | •  |     |     |        |      | •     |          |         | 41         |
|-----|----|-----|-----|--------|------|-------|----------|---------|------------|
| IV  | เล | ınr | air | ารเกทร | driv | ving  | improved | revenue | growth     |
| Τ4. | щ, | JUL | ui  | DIVIL  | ull  | ,,,,, | mproveu  | revenue | 510 11 111 |

#### Divisional Revenue<sup>^</sup> Growth Matrix

#### [CHART]

2005 growth represents AGAAP Mar 05 v Mar 04, 2006 growth represents AIFRS Mar 06 v Mar 05

Good momentum in major divisions

**Personal** driven by strong FUM growth and stable margins

Good growth in Markets, Trade, C&SF driving Institutional

Solid volume growth & more favourable margin environment benefiting New Zealand

Good performance from Pacific and growth in Asian Cards earnings driving Asia Pacific

Solid volume growth offset by increased margin contraction impacting Corporate

**Esanda** impacted by reduced margins, continued restructuring of UDC and impact of oil price on residual values

<sup>^</sup>Continuing business, excludes significant items

<sup>\*</sup>New Zealand Businesses in NZ\$, normalised for NBNZ

#### Australian Geographic margin down 2bps

#### Competition key driver of margin decline

Includes benefit of TTS provision release, FX revenue hedge and reduced broker impact

#### [CHART]

#### Competition impacts across the portfolio

#### (competition impact on <u>Aust</u> margin hoh)

| Impact              | 1H06<br>(bps) | 2H05<br>(bps) |
|---------------------|---------------|---------------|
| Mortgages           | (0.9)         | (1.3)         |
| Inst. & Corp        | (1.1)         | (1.3)         |
| Esanda              | (0.6)         | (0.5)         |
| Card Product Mix    | (0.7)         | (0.3)         |
| Deposit Product Mix | (0.3)         | (0.4)         |
| Other               | (0.5)         | (0.2)         |
| Total               | (4.1)         | (4.0)         |
|                     |               |               |

#### Reduced competition offset by increased funding impact in NZ Geographic margin

#### Shift in funding mix offset by capital investment earnings

Transfer of capital from UK to NZ

#### [CHART]

#### Fixed rate mortgage competition abated in 1H06

#### (competition impact on $\underline{NZ}$ margin hoh)

| Impact                 | 1H06<br>(bps) | 2H05<br>(bps) |
|------------------------|---------------|---------------|
| Mortgage Product Mix   | (1.9)         | (3.3)         |
| Fixed Rate Competition | (0.1)         | (2.5)         |
| Inst. & Corp           | (0.2)         | (1.2)         |
| UDC                    | (1.1)         | (0.4)         |
| Deposit Product Mix    | (3.1)         | (2.5)         |
| Other (incl. Liab s)   | 1.3           | (0.4)         |
| Total                  | (5.1)         | (10.3)        |
|                        |               |               |

| ACE capital position relatively stable over the half   |  |  |  |
|--|--|--|--|
| ACE Capital conservatively managed during 1H06 awaiting final APRA rules   |  |  |  |
| [CHART]  |  |  |  |
| ANZ continues to generate sufficient organic capital to fund business growth and capital initiatives   |  |  |  |
| Commitment for Tianjin partnership included in 1H06 ACE calculation  |  |  |  |
| APRA recently announced deferral of net AIFRS deductions (deferred pensions liabilities, capitalised software, derivative hedge accounting) to Jan 2008 coinciding with expected BASEL II implementation |  |  |  |
| #Includes non-core earnings of 4bps  |  |  |  |
| 27   |  |  |  |
|  |  |  |  |

#### NZ revenue hedges partially unwound as NZ\$ weakens

#### A\$/NZ\$ weakened to long term average rate

#### [CHART]

#### **NZ**\$ Revenue Hedging

|  | Mar-06  | Sep-05  |
|--|---------|---------|
| Notional Principal (NZ\$b pre-tax)         | 2.91    | 4.35    |
| Deferred Market Value                      |         |         |
| (A\$m post-tax)                            | 143#    | 29      |
| Expected 2HO6 Benefit                      | 26      |         |
| Post 2006                                  | 117     |         |
| Ave. exchange rate of open position (spot) | ~ 1.095 | ~ 1.088 |

Current revenue hedging policy is to remain unhedged unless the currency is perceived to be significantly overvalued.

Post Sept 06, AIFRS requires revenue hedges to be MTM through P&L. ANZ will continue with its current hedging policy, however future hedging may be designated as a mixture of revenue (short term P&L) and capital hedges (Equity).

At Sept 06, realised & unrealised profits taken to retained earnings

During the half, NZ\$0.7b of hedges matured against 1H06 earnings (cost \$2m), and additional NZ\$0.7b of hedges unwound as NZ\$ weakened approaching longer term average (benefit locked in \$26m).

95% of 2H06 NZ earnings hedged at ~1.106.

<sup>#</sup>based on closing rate of 1.17

### \$350m on market share buyback completed in March 06

| Summary                  |         |
|--------------------------|---------|
| Total shares repurchased | 15.7m   |
| % of shares on issue     | 0.9%    |
| Capital consumption      | A\$350m |

[CHART]

| Trying to making your life easier!   | ILLUSTRATIVE |
|--|--------------|
| Revenue Growth   |              |
| [CHART]  |              |
| PBP Growth   |              |
| [CHART]  |              |
| Each 10% change in provisioning charge yoy equals 1.3% change in growth rate |              |
| Assumes slightly higher tax rate in second half.                             |              |
| 30   |              |

# **Credit Quality**

| Net Individual Provision charge | down | 8.5% |
|---------------------------------|------|------|
|---------------------------------|------|------|

Credit quality in New Zealand and Offshore continues to improve, with lower Net Individual Provisions.

Net Individual Provisions are up in Australia, due to the downgrade and provisioning of two Institutional accounts.

**Net Individual Provisions by Geography** 

**Net Individual Provisions By Size 1H06** 

[CHART]

[CHART]

| Group risk grade profile largely unchanged            |              |
|---|--------------|
| Group   | Outstandings |
|   | HART]        |
| *Excludes Kingfisher securitisation amount of \$1.5bn |              |
|   | 33           |

| Institutional risk grade profile continues to impro |
|---|
|---|

**Institutional Outstandings** 

[CHART]

#### Credit quality robust in Mortgages Australia

Dynamic LVR profile reflects strong migration into lower LVR buckets compared to time of origination

Strong LVR profile

[CHART]

Owner Occupied dominates the portfolio, while the uptake of Equity products has stabilised

Broker and Network 60+ day arrears are marginally higher at Mar-06 than at Sep-05 due to seasonality, but in line with Mar-05

**Network vs Brokers 60+ day Delinquencies** 

[CHART]

Portfolio by product Mortgages Australia (incl Origin)

[CHART]

#### Credit Cards: Risk Mix shift towards Proprietary Cards

The Consumer Cards portfolio has traditionally been weighted towards Loyalty however this balance is progressively changing due to strong Proprietary growth through competitive products and focused marketing campaigns, including the very successful Zero % balance transfer

Consumer Cards Outstandings (A\$b)

[CHART]

Proprietary products are higher risk than Loyalty products and while their arrears rate is higher, there is no deteriorating trend present in either product

Credit Cards Australia 60+Days arrears impacted by seasonality

[CHART]

Personal Loans Australia arrears improving following seasonal up-tick

[CHART]

| NZ consumer credit quality putting it in perspective   |  |
|--|--|
| NZ Home Loan arrears in line with same period last year  | NZ Credit Card arrears well down on same period last year      |
| [CHART]  | [CHART]  |
| Income growth likely to absorb higher repayment costs from refinancing at higher interest rates, even for those coming off best in market offers | Estimated Effective Rate on fixed borrowings across all tenors |
| [CHART]  | [CHART]  |
| Best 2yr rate on offer during price war was 6.89% by TSB   |  |
| Interest rate at time of refinancing   |  |
| * Based on 20 year loan period   | Sources: Reserve Bank; ANZ National Bank                       |
|  | 37   |

### Industry exposures Australia & New Zealand

| Health & Community Services | <b>Cultural &amp; Recreational Services</b> | Forestry & Fishing            |  |
|-----------------------------|---|-------------------------------|--|
| [CHART]                     | [CHART]                                     | [CHART]                       |  |
| Mining                      | Personal & Other Services                   | <b>Communication Services</b> |  |
| [CHART]                     | [CHART]                                     | [CHART]                       |  |
|                             |   |                               |  |
|                             | 38  |                               |  |

| Finance - Other                  | Transport & Storage             | Utilities    |
|----------------------------------|---------------------------------|--------------|
| [CHART]                          | [CHART]                         | [CHART]      |
| Finance Banks, Building Soc etc. | Accommodation, Clubs, Pubs etc. | Construction |
| [CHART]                          | [CHART]                         | [CHART]      |
|                                  |                                 |              |
|                                  | 39                              |              |

| Real Estate Operators & Dev. | Retail Trade    | Agriculture              |
|------------------------------|-----------------|--------------------------|
| [CHART]                      | [CHART]         | [CHART]                  |
| Manufacturing                | Wholesale Trade | <b>Business Services</b> |
| [CHART]                      | [CHART]         | [CHART]                  |
|                              |                 |                          |
|                              | 40              |                          |

# **Divisional Performance**

Personal: Record lead on customer satisfaction driving market share and share of wallet gains

Leading major bank customer satisfaction (Main Financial Institution\*)

[CHART]

Closing gap on number 2 market position (share of traditional banking products\*) Market Share Gap

[CHART]

Significantly increasing customer share of wallet (traditional banking products\*)

[CHART]

<sup>\*</sup>Source: Roy Morgan Research - Main Financial Institution, % Satisfied (Very or Fairly Satisfied), 6 monthly moving average

<sup>\*</sup>Source: Roy Morgan Research - Traditional Banking 12 monthly moving average

Personal: Convenience & Simplicity delivering for our staff and customers

Continuing to invest in distribution (# branches and ATMs)

[CHART]

Frontline staff engagement continues to improve (branch manager engagement)

[CHART]

Margins remain stable; some benefits from basis risk (bps)

[CHART]

Strong growth in Everyday Banking \* accounts in all states (# new accounts)

[CHART]

\*Everyday Banking incl. Transaction Accounts and Progress Saver, excl. Visa Debit

Mortgages: Good performance driven by solid FUM growth and favourable margin environment

Mortgage growth continues at solid rate (FUM A\$b excl securitised assets)

Balanced contribution from distribution network

(% flows)

[CHART]

[CHART]

ANZ Retail\* growing well above system, Origin run-off impacting total growth (APRA Oct 05 Feb-06)

1H06 margins# benefited from basis risk, partially offset by competition

[CHART]

[CHART]

<sup>\*</sup>Source APRA incl ADIs only. ANZ Retail includes all channels expect #Margin before broker commissions
Origin

| Ban | king | <b>Products:</b> | good | growth  | in all  | products | driving        | market    | share   | gains |
|-----|------|------------------|------|---------|---------|----------|----------------|-----------|---------|-------|
| Dun |      | i i ouucis.      | Soou | 5101111 | 111 411 | products | WII 1 1 1111 & | , mun net | Silui C | Summ  |

Account numbers continue to grow solidly

Majority of new accounts part of Everyday Banking package (% of new accounts)

[CHART]

[CHART]

Good FUM growth in all products (A\$b)

Solid growth in all Savings products (Savings a/c FUM A\$b)

[CHART]

[CHART]

\*includes Transaction and Progress Saver accounts, excl Visa Debit

Consumer Finance: Solid FUM growth, losses in line with long term trends

Increased low rate flows assisting FUM growth (\$m)

[CHART]

Proprietary and Low Rate income\*\* and loss margin stable (index Jan-05 Income = 100)

[CHART]

Growth in Low Rate cards moderating after strong launch (% growth of new accounts)

[CHART]

Income and loss margin steady for Loyalty products (index Jan-05 Income = 100)

[CHART]

<sup>\*</sup> Low Rate includes White Label \*\*excludes Annual Fees

## Investment & Insurance: Direct Businesses building momentum

**Direct Businesses** 

Strong Growth in all Direct Businesses (1H06 NPAT growth)

[CHART]

driven by solid FUM growth

[CHART]

**Indirect Businesses** 

One Answer & Employer Super driving INGA FUM growth (Mar-06 A\$b)

[CHART]

ANZ Financial Planners continue to perform well (% flows)

[CHART]

Institutional\*: Solid lending growth, driven by buoyant market; High market liquidity still impacting margins

Specialist product businesses continuing to perform well (1H06 NPAT growth)

[CHART]

Investment centred on growth business (FTE growth 1H06)

[CHART]

Strong market driven RWA growth (hoh RWA growth\*)

[CHART]

Reducing credit spreads continue to impact Institutional margins

[CHART]

<sup>\*</sup>continuing businesses

New Zealand: Good underlying momentum in both retail businesses

Strong underlying business momentum in both retail brands (NZ\$ profit before provisions\*)

[CHART]

NBNZ maintains customer satisfaction lead, ANZ improving#

[CHART]

Solid asset growth in both brands, good deposit growth in ANZ brand (1H06 FUM growth annualised (NZ\$))

[CHART]

Migration largely from Savings Accounts into ANZ Online Saver (Deposit FUM NZ\$m)

[CHART]

<sup>\*1</sup>H06 results adjusted for net Commerce Commission costs (NZ\$5m for each Bank) and costs of domestic systems relocation in ANZ (NZ\$5m)

<sup>#</sup> Source: ACNielsen© Consumer Finance Monitor; rolling 4 quarter average percentage of customers rating their main bank as Excellent or Very good in response to the question How would you rate your (main) provider of financial services on its overall service?

New Zealand: Institutional and Corporate performing well, Rural impacted by competition and seasonality

Strong growth in Institutional\* and Corporate;
Rural impacted by competition and
seasonality
(NZ\$ profit before provisions)

% 1H06 Inst. PBP

Institutional\*: Result driven by Markets performance given increased NZ\$ volatility and strong sales volumes (1H06 profit before provisions growth (NZ\$))

[CHART]

[CHART]

[CHART]

Corporate: Continued strong volume growth, credit quality remains sound

[CHART]

Rural: Ongoing solid FUM growth offset by margin contraction

[CHART]

<sup>\*</sup>Continuing Businesses

<sup>\*\*</sup>Specific Provisions pre AIFRS

Corporate: Solid FUM growth partially offset by increased competition

Strong Lending and Deposit growth in all business (average FUM growth)

Investment in Small Business paying dividends

**Net Lending Assets** 

**Deposits** 

All Key Customer Metrics improved\*

[CHART]

[CHART]

[CHART]

Private Equity pipeline continues to build

Increasing competition impacting Net Interest Margin

[CHART]

[CHART]

<sup>\*</sup>TNS Business Finance Monitor Mar-06 v Oct-04

| Esanda and UDC: impacted by high oil prices and structural changes in NZ business                        |  |  |  |  |  |
|--|--|--|--|--|--|
| Lending growth in Australia partly offset by decline in NZ   |  |  |  |  |  |
| Solid growth in Australia  |  |  |  |  |  |
| NZ book growth impacted by restructure   |  |  |  |  |  |
| Steps in place to stabilise NZ asset levels to return to growth in 2007                                  |  |  |  |  |  |
| New Business Margin continued to decline in 1H06   |  |  |  |  |  |
| Actions taken in 2 <sup>nd</sup> quarter have seen improvement in margin                                 |  |  |  |  |  |
| Net Lending Assets (\$bn) & New Business Margin (Indexed)  |  |  |  |  |  |
| [CHART]  |  |  |  |  |  |
| 1H06 result impacted by lower used vehicle prices  |  |  |  |  |  |
| Since January 2004 used vehicle prices in Australia have been declining due in part to rising oil prices |  |  |  |  |  |
| Lower used vehicle prices have impacted Esanda by:   |  |  |  |  |  |
| Higher trading losses on End of Lease vehicles   |  |  |  |  |  |

Lower value on realised security when accounts default impacting Credit Loss Provision

| Impact of oil price on used car valu | ues |
|--------------------------------------|-----|
|--------------------------------------|-----|

| [CHART]  |
|--|
| New strategy to revitalise the business and achieve growth |
| Sharpen and Simplify Finance Company focus                 |
| Improve sales channel coverage                             |
| Upgrade finance company products                           |
| Faster & more efficient processes                          |
| Improve execution capabilities                             |
| Dynamic energetic culture                                  |
| [LOGO]   |
| Source: ABS, Australian Automobile Association             |
| 52   |

Asia: Asian Network performing well, supported by Card JV s, Panin JV impacted by tough economic environment

**ANZ Network** 

Retail Partnerships

Growing revenues faster than expenses (1H06 v 1H05) Panin earnings impacted by difficult economic environment partly offset by provisioning

[CHART]

[CHART]

assisted by significant improvements in staff engagement

Solid growth in card numbers in both ANZ Panin and Metrobank partnerships

Total Asia Asian Network

[CHART] [CHART] [CHART]

Pacific: Solid FUM growth and customer acquisition continues to drive momentum

Strong NPAT growth

[CHART]

Profit growth driven by continued momentum in major markets (1H06 NPAT growth)

[CHART]

driven by continued solid lending growth despite deposit growth moderating in 1H06, following strong 2H05

[CHART]

Continued customer account growth across the region

[CHART]

| Strong progress on our Corporate Responsibility agenda   |
|--|
| 2005   |
| [CHART]  |
| Community Involvement No.3 value evident in ANZ s culture according to our staff (Profit and Customer Focus number 1 & 2 respectively) |
| 22% improvement in performance on 2005 Dow Jones Sustainability Index  |
| Member of FTSE4Good Global Index   |
| AA on Reputex Social Responsibility ratings  |
| Significant improvement on 2005 Corporate Responsibility Index   |
| Environmental management presents greatest opportunity for improvement   |
| Interim Corporate Responsibility Report released today   |
| 55   |
|  |

| Strong | progress on | our Cor | norate Res   | nonsibility | agenda  |
|--------|-------------|---------|--------------|-------------|---------|
| Strong | progress on | our cor | por are ites | Pombiomity  | ugciiuu |

### Putting our customers first

ANZ has the most satisfied retail customers of the four major banks and St George according to Roy Morgan research. Customer satisfaction continues to improve - from 76.6% in September 2005 to 78.2% in February 2006.

We have been managing and measuring our performance on each of the promises in our Customer Charter for five years now. The Charter was updated in November 2005 to include new responsible lending commitments and, since then, we have met or exceeded all but one of the revised performance indicators. Our monthly tracking reported three customer complaints about privacy, which have since been investigated and addressed.

We have opened 11 new branches and installed 160 new ATMs across Australia in the past six months. Our new branches are located in Thirroul and Scone, NSW; Clarkson, Livingston, Melville and Falcon Dawesville, WA; Diamond Creek and Wyndham Village, Victoria; Chancellor Park and Miami in Qld and Gungahlin, ACT.

#### Leading and inspiring our people

Employee engagement remains steady at 60%. Our engagement score remains the highest of all major corporations in Australia and ahead of the banking and financial services sector benchmark. Within these results, engagement in our Personal Division increased from 64 to 66%.

Our Breakout program has been in place for six years now as part of our long-term commitment to creating a values-driven culture. This year, a major focus for the program is involving our people who serve our customers. Almost 3,000 employees from our Personal Division have completed the Breakout to the Frontline program since its commencement, including 2,025 participants in the past six months. A further 150 additional workshops are scheduled throughout the remainder of the year

We achieved our goal to have 20% female representation in executive positions and completed our first organisation-wide Diversity survey.

Our Lost Time Injury Frequency Rate (LTIFR) has declined from 4.2 in October 2005 to 4 and employee turnover remains steady at 11.6%.

#### Earning community trust

We are expanding our Saver Plus financial literacy and matched savings program to include 18 sites nationally and 6,000 families over the next three years. The program will be implemented in partnership with The Smith Family, Brotherhood of St Laurence, Benevolent Society and Berry Street Victoria and six sites in Victoria, which will be delivered in partnership with the State Government.

More than 4,150 people have participated in our MoneyMinded financial education program through group workshops and one-to-one meetings with financial counsellors and community educators across Australia. We have also launched MoneyMinded on-line, a non-branded, interactive financial education website for our employees, customers and the community.

The MoneyBusiness financial literacy and inclusion program with Indigenous communities is in progress in six remote sites in the Northern Territory and Western Australia. This pilot program is being conducted in partnership with FaCSIA and community organisations such as Mission Australia (Katherine), Galiwinku Community Incorporated (Galiwinku), Geraldton Resource Centre (Geraldton), Kununurra Waringarri Aboriginal Corp (Kununnurra) and Centacare (Tennant Creek). Eighteen local staff have been appointed from within Indigenous communities to manage the program.

### Integrating environmental and social considerations into our business practices

We have developed and implemented our Environmental Management System, which will be independently verified by September 2006. A range of initiatives has commenced to assist in reducing our overall footprint including specific work at key commercial sites and branches to improve energy and operational efficiencies.

Our Sustainable Procurement Policy, Sustainable Clauses and the Sustainability Self-Assessment Tool have been integrated into the templates for all new tenders and new and existing contracts with key strategic suppliers.

Following the pilot phase of ANZ s environmental and social issues screening process, full implementation has been agreed and initiated across our Institutional & Corporate lending activities. At 31 March 2006, 25% of Institutional divisions new transactions and annual reviews have been screened, along with a complete assessment of both Institutional and Corporate s lending portfolios.

## Summary of forecasts Australia

|               | 2005 | 2006 | 2007 |
|---------------|------|------|------|
| GDP           | 2.3  | 2.8  | 3.8  |
| Inflation     | 2.6  | 3.0  | 2.9  |
| Unemployment  | 5.0  | 5.4  | 5.2  |
| Cash rate     | 5.5  | 5.5  | 5.75 |
| 10 year bonds | 5.4  | 5.4  | 5.3  |
| \$A/\$US      | 0.76 | 0.69 | 0.67 |
| Credit        | 13.4 | 12.4 | 10.2 |
| - Housing     | 13.3 | 12.6 | 11.3 |
| - Business    | 13.8 | 13.1 | 9.1  |
| - Other       | 12.8 | 8.2  | 7.6  |

All Forecasts for Sept bank year

## Summary of forecasts New Zealand

|                         | 2005 | 2006 | 2007 |
|-------------------------|------|------|------|
| GDP                     | 2.6  | 1.4  | 2.1  |
| Inflation               | 3.4  | 2.9  | 2.6  |
| Unemployment            | 3.7  | 3.9  | 4.3  |
| Cash rate               | 6.75 | 7.00 | 5.50 |
| 10 year bonds           | 5.7  | 6.0  | 6.0  |
| \$NZ/\$US               | 0.70 | 0.60 | 0.54 |
| Credit                  | 15.2 | 11.3 | 8.9  |
| - Housing               | 16.1 | 12.3 | 9.0  |
| - Business (incl rural) | 18.3 | 9.7  | 9.0  |
| - Other (personal)      | 7.5  | 7.0  | 7.2  |

All Forecasts for Sept bank year

The material in this presentation is general background information about the Bank s activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

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| HIGHLIGHTS   |                                    |  |  |  |  |  |  |
|--|------------------------------------|--|--|--|--|--|--|
| Media Release  |                                    |  |  |  |  |  |  |
| For Release: 27 April 2006   |                                    |  |  |  |  |  |  |
| AN   | ANZ interim profit \$1,811 million |  |  |  |  |  |  |
| All figures compared to March 2005 half year unless other  | erwise indicated                   |  |  |  |  |  |  |
| Profit after tax   |                                    |  |  |  |  |  |  |
| Statutory profit \$1,811 million<br>Cash* profit \$1,731 million<br>Cash* profit before provisions | up 16%<br>up 10%<br>up 10%         |  |  |  |  |  |  |
| Earnings per share   |                                    |  |  |  |  |  |  |
| EPS 98.4 cents<br>Cash* EPS 94.0 cents   | up 18%<br>up 10%                   |  |  |  |  |  |  |
| Dividend   |                                    |  |  |  |  |  |  |
| Interim dividend 56 cents  | up 10%                             |  |  |  |  |  |  |
| Ratios   |                                    |  |  |  |  |  |  |
| <b>Return on equity 20.9%</b> (18.3%)  |                                    |  |  |  |  |  |  |

Adjusted common equity ratio stable at 5.0%

### **Business comment**

Strong performance in Personal Banking, record lead in customer satisfaction

Good momentum in New Zealand and Institutional

Continued frontline investment with 1,231 additional FTE

Provision for credit impairment at cyclical low

**Growth and Transformation program on track** 

**Revenue\* growth 8%** (target range 7% - 9%)

Cost-Income\* ratio 45.8% (1.0% improvement)

<sup>\*</sup> Adjusted for AIFRS 2005 adjustments and non-core items (including significant items, ANZ National Bank incremental integration costs and AIFRS mark to market of certain hedge gains/losses)

| Australia and New Zealand Banking Group Limited (ANZ) today announced a record profit after tax of \$1,811 million for the half-year ended 31 March 2006, up 16%. The headline result included a number of one-off gains including the National Housing Bank (NHB) insurance settlement and, adjusting for these, cash* earnings per share were up 10%.                                      |
|--|
| The Interim Dividend was increased by 10% to 56 cents.   |
| ANZ Chief Executive Officer Mr John McFarlane said: This is a good result based on a strong underlying business performance.   |
| Revenue growth at 8% is the highest it has been in recent years and solidly within our target range of 7-9%. The cost to income ratio is down 1%, with expenses contained within our target range. Credit quality remains at its best level in more than a decade and at a cyclical low. While we remain vigilant to potential risks, we are yet to see any material credit issues emerging. |
| In recent years we set out to make ANZ a very different bank. Against the trend we invested to create a real difference that others would find hard to replicate.  |
| We began a journey to create a distinctive culture and we have achieved high levels of staff engagement. We added around 4,000 people to serve our customers while others were cutting staff. We opened and refurbished, and restaffed our branches while others were closing. We invested in Asia at a time the market considered it unfashionable.   |
| This has been the right agenda but it has been tougher than we anticipated. Only now is the difference starting to be tangible, and beginning to change the face of banking in Australia and New Zealand.  |
| This result is good progress but still leaves a great deal to be done. We need to work hard in the years ahead to build the momentum in our Personal, Institutional and New Zealand divisions, to improve our cost-income ratio and advance our strategic agenda. Continuing to make ANZ a very different bank remains the core of our agenda, Mr McFarlane said.                            |

### **Divisional Performance**

**Personal** continues to deliver very strong growth, with earnings up 16%. We continued our investment in future growth with the addition of 545 staff, 22 new branches, and 362 ATMs since the March 2005 half. All individual personal businesses recorded double-digit earnings growth, with Mortgages up 21% and Investment & Insurance Products up 18%. Personal also saw continued improvements in staff engagement and in customer satisfaction, where we now have a distinct lead over our peers.

Institutional grew 8% over the same period last year, adjusting for discontinued businesses exited to reduce risk. Institutional has invested in its businesses throughout the year, through the retention and recruitment of high quality staff, and has restructured its business model to recognise the changing requirements of our customer base. This has helped secure very high revenue growth of 12%. The performances of Trade and Transaction Services, Markets, Corporate and Structured Finance, and New Zealand were particularly strong.

<sup>\*</sup> Adjusted for AIFRS 2005 adjustments and non-core items (including significant items, ANZ National Bank incremental integration costs and AIFRS mark to market of certain hedge gains/losses)

New Zealand Businesses (which excludes Institutional) were up 14% on the same period last year in NZ dollar terms. On a full geographic basis New Zealand was up 16%. This was assisted by lower credit provision charges and, adjusting for this, profit before provisions was up 3% and up 5% on the previous half. The business is showing promising momentum, with robust credit growth and improved credit quality. Interest margin decline moderated and we are starting to see cost synergies flow from integration.

Corporate was up 16%, with improved credit quality offsetting the impact of increased competitive intensity. Lending and deposit growth were both up 11%. Expenses grew 8% from a 5% growth in staff numbers and the impact of annual salary increases, as we continued to invest in expanding our customer proposition. We expect expense growth to moderate in the second half, and income growth to improve as we generate returns from our earlier investment.

Asia Pacific was up 18%. Very strong growth in the Pacific and the network business in Asia were partly offset by lower equity accounted earnings in Panin Bank. Costs associated with developing our partnership business contributed to overall costs increasing 23%. Our Asian cards business had a 47% growth in earnings over the previous half. We advanced our strategic agenda in Asia, with the planned acquisition of a 19.9% stake in Tianjin City Commercial Bank. Discussions on other expansion options continued.

Esanda is receiving increased management attention and was the only division to have a disappointing half. Earnings were down 20% on the same period last year due to lower margins, the impact of higher petrol prices, higher credit losses from declining security values, and mark-to-market write-downs of residual asset values. UDC continues to be weak, although new management is focused on turning this around. Performance in the second half is expected to improve.

### Looking forward

Commenting on the outlook for ANZ, Mr McFarlane said: With a strong first half behind us and good momentum going into the second half, we are increasingly confident about the year as a whole. 2006 is expected to be a good year for ANZ.

We are now seeing returns from the investment we made in recent years and this is likely to result in revenue growth above the mid-point of our medium term 7-9% target range in 2006. Expense growth is under control and likely to be towards the bottom end of our 5-7% target range for the year. While the credit environment remains benign, we envisage a modest increase in credit costs in the second half from a very low base.

Over the past nine years, shareholders have seen good financial returns, and we are continuing to invest to underpin our future. Our agenda is to make ANZ a very different bank. This is now showing through in our relationships with our customers, our people, the community and our shareholders, Mr McFarlane said.

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Email: higgins@anz.com

| Australia and New Zealand   |
|---|
| Banking Group Limited   |
| ABN 11 005 357 522  |
| Consolidated Financial Report<br>Dividend Announcement and<br>Appendix 4D   |
| Half Year   |
| 31 March 2006   |
| This Financial Report on the consolidated Group contains the information required by Appendix 4D of the Australian Stock Exchange Listing Rules, should be read in conjunction with the September 2005 Concise Annual and Financial Reports, and is lodged with the Australian Stock Exchange under listing rule 4.2A |
|   |
|   |

#### RESULTS FOR ANNOUNCEMENT TO THE MARKET

APPENDIX 4D

Name of Company: Australia and New Zealand Banking Group Limited

ABN 11 005 357 522

### Report for the half year ended 31 March 2006

|   |                      | A\$million  |
|---|----------------------|-------------|
| Group operating revenue   | 8%* to               | 4,963       |
| Operating profit after tax attributable to shareholders   | 16%* to              | 1,811       |
| Proposed interim dividend per ordinary share, fully franked at $30\%$ tax rate  |                      | 56 cents    |
| 2005 interim dividend per ordinary share, fully franked at 30% tax rate   |                      | 51 cents    |
| Record date for the proposed interim dividend   |                      | 19 May 2006 |
| The proposed interim dividend will be payable to shareholders registered in the books of the Company at clo May 2006. Transfers must be lodged before 5:00 pm on that day to participate. | se of business on 19 |             |
| Payment date for the proposed interim dividend  |                      | 3 July 2006 |

<sup>\*</sup> Compared to March 2005

This Financial Report on the consolidated Group contains the information required by Appendix 4D of the Australian Stock Exchange Listing Rules, should be read in conjunction with the September 2005 Concise Annual and Financial Reports, and is lodged with the Australian Stock Exchange under listing rule 4.2A

### Highlights

All figures compared to March 2005 half year unless otherwise indicated

Profit after tax

Statutory profit \$1,811 million up 16%
Cash\* profit \$1,731 million up 10%
Cash\* profit before provisions up 10%

Earnings per share

EPS 98.4 cents up 18%

Cash\* EPS 94.0 cents up 10%

Dividend

Interim dividend 56 cents up 10%

Ratios

Return on equity 20.9% (18.3%) Adjusted common equity ratio stable at 5.0%

#### **Business comment**

Strong performance in Personal Banking, record lead in customer satisfaction

Good momentum in New Zealand and Institutional

Continued frontline investment with 1,231 additional FTE

Provision for credit impairment at cyclical low

**Growth and Transformation program on track** 

**Revenue\* growth 8%** (target range of 7% - 9%)

**Cost-Income\* ratio 45.8%** (1.0% improvement)

<sup>\*</sup> Adjusted for AIFRS 2005 adjustments and non-core items (including significant items, ANZ National Bank incremental integration costs and AIRFS mark to market of certain hedge gains /losses)

### AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED

ABN 11 005 357 522

## CONSOLIDATED FINANCIAL REPORT, DIVIDEND ANNOUNCEMENT and APPENDIX 4D

Half year ended 31 March 2006

| CONTENTS  | PAGE       |
|---|------------|
| HIGHLIGHTS  | 1          |
| FINANCIAL HIGHLIGHTS                                      | 5          |
| Net Profit  | 4          |
| Profit on a fully comparable AIFRS basis                  | 4          |
| Cash profit   | 4          |
| Earnings per share  | $\epsilon$ |
| Balance Sheet   | $\epsilon$ |
| Financial Ratios  |            |
| Net profit by business unit                               | Ģ          |
| CHIEF FINANCIAL OFFICER S REVIEW                          | 11         |
| March 2006 half year compared to September 2005 half year | 11         |
| March 2006 half year compared to March 2005 half year     | 12         |
| Non-core items  | 13         |
| AIFRS 2005 adjustments                                    | 13         |
| Summary of major AIFRS impacts                            | 14         |
| Income and expenses                                       | 10         |
| Earnings per share  | 22         |
| Dividends   | 23         |
| EVA Reconciliation  | 23         |
| Credit Risk   | 24         |
| Market Risk   | 27         |
| Balance Sheet   | 28         |
| Capital Management  | 30         |
| ANZ National Bank - Integration                           | 32         |
| ING Australia performance                                 | 33         |
| ING New Zealand joint venture                             | 35         |
| Deferred acquisition costs and deferred income            | 35         |
| Software capitalisation                                   | 30         |
| BUSINESS PERFORMANCE REVIEW                               | 37         |
| GEOGRAPHIC SEGMENT PERFORMANCE                            | 51         |
| FOUR YEAR SUMMARY BY HALF YEAR                            | 59         |
| CONSOLIDATED FINANCIAL STATEMENTS - TABLE OF CONTENTS     | 62         |
| DIRECTORS DECLARATION                                     | 110        |
| AUDITORS REVIEW REPORT AND INDEPENDENCE STATEMENT         | 112        |
| SUPPLEMENTARY INFORMATION - AVERAGE BALANCE SHEET         | 118        |
| DEFINITIONS   | 122        |

ALPHABETICAL INDEX 124

This Results Announcement has been prepared for Australia and New Zealand Banking Group Limited (the Company ) together with its subsidiaries which are variously described as ANZ , Group , ANZ Group , us , we or our .

All amounts are in Australian dollars unless otherwise stated. The Company has a formally constituted Audit Committee of the Board of Directors. This report was approved by resolution of a Committee of the Board of Directors on 27 April 2006.

When used in this Results Announcement the words estimate, project, intend, anticipate, believe, expect, should and similar expression relate to ANZ and its management, are intended to identify forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Such statements constitute forward-looking statements for the purposes of the United States Private Securities Litigation Reform Act of 1995. ANZ does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

#### HIGHLIGHTS

Media Release

For Release: 27 April 2006

#### ANZ interim profit \$1,811 million

All figures compared to March 2005 half year unless otherwise indicated

Profit after tax

Statutory profit \$1,811 million up 16%
Cash\* profit \$1,731 million up 10%
Cash\* profit before provisions up 10%

Earnings per share

EPS 98.4 cents up 18% Cash\* EPS 94.0 cents up 10%

Dividend

Interim dividend 56 cents up 10%

**Ratios** 

Return on equity 20.9% (18.3%) Adjusted common equity ratio stable at 5.0%

**Business comment** 

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**Growth and Transformation program on track** 

**Revenue\* growth 8%** (target range 7% - 9%)

**Cost-Income\* ratio 45.8%** (1.0% improvement)

\* Adjusted for AIFRS 2005 adjustments and non-core items (including significant items, ANZ National Bank incremental integration costs and AIFRS mark to market of certain hedge gains/losses)

| Australia and New Zealand Banking Group Limited (ANZ) today announced a record profit after tax of \$1,811 million for the half-year ended 31 March 2006, up 16%. The headline result included a number of one-off gains including the National Housing Bank (NHB) insurance settlement and, adjusting for these, cash* earnings per share were up 10%.                                      |
|--|
| The Interim Dividend was increased by 10% to 56 cents.   |
| ANZ Chief Executive Officer Mr John McFarlane said: This is a good result based on a strong underlying business performance.   |
| Revenue growth at 8% is the highest it has been in recent years and solidly within our target range of 7-9%. The cost to income ratio is down 1%, with expenses contained within our target range. Credit quality remains at its best level in more than a decade and at a cyclical low. While we remain vigilant to potential risks, we are yet to see any material credit issues emerging. |
| In recent years we set out to make ANZ a very different bank. Against the trend we invested to create a real difference that others would find hard to replicate.  |
| We began a journey to create a distinctive culture and we have achieved high levels of staff engagement. We added around 4,000 people to serve our customers while others were cutting staff. We opened and refurbished, and restaffed our branches while others were closing. We invested in Asia at a time the market considered it unfashionable.   |
| This has been the right agenda but it has been tougher than we anticipated. Only now is the difference starting to be tangible, and beginning to change the face of banking in Australia and New Zealand.  |
| This result is good progress but still leaves a great deal to be done. We need to work hard in the years ahead to build the momentum in our Personal, Institutional and New Zealand divisions, to improve our cost-income ratio and advance our strategic agenda. Continuing to make ANZ a very different bank remains the core of our agenda, Mr McFarlane said.                            |
| Divisional Performance   |

**Personal** continues to deliver very strong growth, with earnings up 16%. We continued our investment in future growth with the addition of 545 staff, 22 new branches, and 362 ATMs since the March 2005 half. All individual personal businesses recorded double-digit earnings growth, with Mortgages up 21% and Investment & Insurance Products up 18%. Personal also saw continued improvements in staff engagement and in customer satisfaction, where we now have a distinct lead over our peers.

Institutional grew 8% over the same period last year, adjusting for discontinued businesses exited to reduce risk. Institutional has invested in its businesses throughout the year, through the retention and recruitment of high quality staff, and has restructured its business model to recognise the changing requirements of our customer base. This has helped secure very high revenue growth of 12%. The performances of Trade and Transaction Services, Markets, Corporate and Structured Finance, and New Zealand were particularly strong.

<sup>\*</sup> Adjusted for AIFRS 2005 adjustments and non-core items (including significant items, ANZ National Bank incremental integration costs and AIFRS mark to market of certain hedge gains/losses)

New Zealand Businesses (which excludes Institutional) were up 14% on the same period last year in NZ dollar terms. On a full geographic basis New Zealand was up 16%. This was assisted by lower credit provision charges and, adjusting for this, profit before provisions was up 3% and up 5% on the previous half. The business is showing promising momentum, with robust credit growth and improved credit quality. Interest margin decline moderated and we are starting to see cost synergies flow from integration.

Corporate was up 16%, with improved credit quality offsetting the impact of increased competitive intensity. Lending and deposit growth were both up 11%. Expenses grew 8% from a 5% growth in staff numbers and the impact of annual salary increases, as we continued to invest in expanding our customer proposition. We expect expense growth to moderate in the second half, and income growth to improve as we generate returns from our earlier investment.

Asia Pacific was up 18%. Very strong growth in the Pacific and the network business in Asia were partly offset by lower equity accounted earnings in Panin Bank. Costs associated with developing our partnership business contributed to overall costs increasing 23%. Our Asian cards business had a 47% growth in earnings over the previous half. We advanced our strategic agenda in Asia, with the planned acquisition of a 19.9% stake in Tianjin City Commercial Bank. Discussions on other expansion options continued.

Esanda is receiving increased management attention and was the only division to have a disappointing half. Earnings were down 20% on the same period last year due to lower margins, the impact of higher petrol prices, higher credit losses from declining security values, and mark-to-market write-downs of residual asset values. UDC continues to be weak, although new management is focused on turning this around. Performance in the second half is expected to improve.

#### Looking forward

Commenting on the outlook for ANZ, Mr McFarlane said: With a strong first half behind us and good momentum going into the second half, we are increasingly confident about the year as a whole. 2006 is expected to be a good year for ANZ.

We are now seeing returns from the investment we made in recent years and this is likely to result in revenue growth above the mid-point of our medium term 7-9% target range in 2006. Expense growth is under control and likely to be towards the bottom end of our 5-7% target range for the year. While the credit environment remains benign, we envisage a modest increase in credit costs in the second half from a very low base.

Over the past nine years, shareholders have seen good financial returns, and we are continuing to invest to underpin our future. Our agenda is to make ANZ a very different bank. This is now showing through in our relationships with our customers, our people, the community and our shareholders, Mr McFarlane said.

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3

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4

#### FINANCIAL HIGHLIGHTS

### Net Profit

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 3,368                         | 2,953                         | 2,865                         | 14%                              | 18%                              |
| Other operating income                         | 1,595                         | 1,861                         | 1,717                         | -14%                             | -7%                              |
| Operating income                               | 4,963                         | 4,814                         | 4,582                         | 3%                               | 8%                               |
| Operating expenses                             | (2,185)                       | (2,266)                       | (2,152)                       | -4%                              | 2%                               |
| Profit before credit impairment and income tax | 2,778                         | 2,548                         | 2,430                         | 9%                               | 14%                              |
| Provision for credit impairment                | (224)                         | (296)                         | (284)                         | -24%                             | -21%                             |
| Profit before income tax                       | 2,554                         | 2,252                         | 2,146                         | 13%                              | 19%                              |
| Income tax expense                             | (742)                         | (630)                         | (590)                         | 18%                              | 26%                              |
| Minority interest                              | (1)                           | (2)                           | (1)                           | -50%                             | 0%                               |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |

### Profit on a fully comparable AIFRS basis

Net profit attributable to shareholders of the company has been amended as follows to arrive at profit on a fully comparable AIFRS basis.

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net profit attributable to shareholders of the        |                               |                               |                               |                                  |                                  |
| Company   | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |
| AIFRS adjustments to bring prior periods onto a fully |                               |                               |                               |                                  |                                  |
| comparable basis(1)                                   | N/A                           | (46)                          | 15                            | n/a                              | n/a                              |
| Profit on a fully comparable AIFRS basis(1)           | 1,811                         | 1,574                         | 1,570                         | 15%                              | 15%                              |

### Cash profit

Profit on a fully comparable AIFRS basis has been adjusted to exclude the following non-core items to arrive at cash profit. Throughout this document figures and ratios that are calculated on a cash basis have been shaded to distinguish them from figures calculated on a statutory AIFRS basis.

| Half   | Half   | Half   | Movt      | Movt      |
|--------|--------|--------|-----------|-----------|
| year   | year   | year   | Mar 06    | Mar 06    |
| Mar 06 | Sep 05 | Mar 05 | v. Sep 05 | v. Mar 05 |
| ¢M     | ¢м     | ¢M     | 0%        | 0%        |

| Profit on a fully comparable AIFRS basis(1)            | 1,811 | 1,574 | 1,570 | 15%   | 15%   |
|--|-------|-------|-------|-------|-------|
| Non-core items   |       |       |       |       |       |
| Significant items(2)                                   |       |       |       |       |       |
| Gain on sale of NBNZ Life                              |       | 14    |       | n/a   | n/a   |
| Settlement of NBNZ warranty claims                     | 14    |       |       | n/a   | n/a   |
| Settlement of NHB insurance claim                      | 79    |       |       | n/a   | n/a   |
| Total significant items(2)                             | 93    | 14    |       | large | n/a   |
| Fair value hedge gains/losses(3)                       | 13    | 12    | 19    | 8%    | -32%  |
| NBNZ incremental integration costs after $tax(2)$ ,(4) | (26)  | (35)  | (17)  | -26%  | 53%   |
| Total non-core items                                   | 80    | (9)   | 2     | large | large |
| Cash profit  | 1,731 | 1,583 | 1,568 | 9%    | 10%   |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by \$46 million (Mar 2005: \$15 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15), allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

- (3) In the March 2006 half ANZ has classified \$13 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair valueas a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$5 million (Sep 2005: \$5 million; Mar 2005: \$8 million))
- (4) In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). Tax on ANZ National Bank incremental integration costs is \$13 million (Sep 2005: \$18 million; Mar 2005: \$8 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base and assist analysis of the cost base following completion of the integration (refer page 13)

<sup>(2)</sup> In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the National Housing Bank (NHB) insurance matter and the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as significant items. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13)

### Analysis of Cash(1) profit by key line item:

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 3,368                         | 3,231                         | 3,140                         | 4%                               | 7%                               |
| Other operating income                         | 1,563                         | 1,528                         | 1,407                         | 2%                               | 11%                              |
| Operating income                               | 4,931                         | 4,759                         | 4,547                         | 4%                               | 8%                               |
| Operating expenses                             | (2,259)                       | (2,213)                       | (2,127)                       | 2%                               | 6%                               |
| Profit before credit impairment and income tax | 2,672                         | 2,546                         | 2,420                         | 5%                               | 10%                              |
| Provision for credit impairment                | (224)                         | (325)                         | (240)                         | -31%                             | -7%                              |
| Profit before income tax                       | 2,448                         | 2,221                         | 2,180                         | 10%                              | 12%                              |
| Income tax expense                             | (716)                         | (636)                         | (611)                         | 13%                              | 17%                              |
| Minority interest                              | (1)                           | (2)                           | (1)                           | -50%                             | 0%                               |
| Cash(1) profit                                 | 1.731                         | 1.583                         | 1.568                         | 9%                               | 10%                              |

#### Earnings per share

|   | Half<br>year<br>Mar 06 | Half<br>year<br>Sep 05 | Half<br>year<br>Mar 05 | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Earnings per ordinary share (cents)         |                        |                        |                        |                                  |                                  |
| Basic                                       | 98.4                   | 86.3                   | 83.2                   | 14%                              | 18%                              |
| Diluted                                     | 96.1                   | 84.3                   | 80.6                   | 14%                              | 19%                              |
| Cash(1) (basic adjusted for non-core items) | 94.0                   | 86.1                   | 85.7                   | 9%                               | 10%                              |

(1) ANZ has reduced the September 2005 profit after tax by \$46 million (Mar 2005: \$15 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15), allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the NHB insurance matter and the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as significant items. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13)

In the March 2006 half ANZ has classified \$13 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair value as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$5 million (Sep 2005: \$5 million; Mar 2005: \$8 million))

In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). Tax on ANZ National Bank incremental integration costs is \$13 million (Sep 2005: \$18 million; Mar 2005: \$8 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base and assist analysis of the cost base following completion of the integration (refer page 13)

#### **Balance Sheet**

|  | As at<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | As at<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Assets                                       |                        |                        |                        |                                  |                                  |
| Liquid assets                                | 13,870                 | 11,601                 | 8,856                  | 20%                              | 57%                              |
| Due from other financial institutions        | 8,336                  | 6,348                  | 6,428                  | 31%                              | 30%                              |
| Trading and available for sale assets        | 22,008                 | 16,327                 | 15,694                 | 35%                              | 40%                              |
| Net loans and advances including acceptances | 255,238                | 245,939                | 233,316                | 4%                               | 9%                               |
| Other  | 19,911                 | 17,889                 | 18,490                 | 11%                              | 8%                               |
| Total assets                                 | 319,363                | 298,104                | 282,784                | 7%                               | 13%                              |
| Liabilities                                  |                        |                        |                        |                                  |                                  |
| Due to other financial institutions          | 13,345                 | 12,027                 | 10,056                 | 11%                              | 33%                              |
| Deposits and other borrowings                | 196,850                | 190,322                | 185,177                | 3%                               | 6%                               |
| Liability for acceptances                    | 13,692                 | 13,449                 | 12,922                 | 2%                               | 6%                               |
| Bonds and notes                              | 46,923                 | 39,073                 | 32,321                 | 20%                              | 45%                              |
| Other  | 29,757                 | 23,695                 | 23,381                 | 26%                              | 27%                              |
| Total liabilities                            | 300,567                | 278,566                | 263,857                | 8%                               | 14%                              |
| Total shareholders equity                    | 18,796                 | 19,538                 | 18,927                 | -4%                              | -1%                              |

#### **Financial Ratios**

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M |
|---|-------------------------------|-------------------------------|-------------------------------|
| Net profit attributable to shareholders of the Company  | 1,811                         | 1,620                         | 1,555                         |
| Cash(1) profit  | 1,731                         | 1,583                         | 1,568                         |
| EVA TM (2)  | 1,013                         | 991                           | 920                           |
| Profitability ratios  |                               |                               |                               |
| Return on:  |                               |                               |                               |
| Average ordinary shareholders equity $(3)$ , $(4)$  | 20.9%                         | 18.3%                         | 18.3%                         |
| Average ordinary shareholders equity $(3)$ , $(4)$ (cash $(1)$ earnings basis)  | 20.0%                         | 19.0%                         | 19.0%                         |
| Average assets  | 1.15%                         | 1.10%                         | 1.14%                         |
| Average risk weighted assets(4)   | 1.60%                         | 1.50%                         | 1.54%                         |
| Average risk weighted assets(4) (cash(1) earnings basis)  | 1.53%                         | 1.47%                         | 1.55%                         |
| Total income(4)   | 14.5%                         | 14.1%                         | 15.0%                         |
| Net interest margin   | 2.29%                         | 2.26%                         | 2.36%                         |
| Net interest margin (cash(1) earnings basis)  | 2.29%                         | 2.36%                         | 2.46%                         |
| Profit per average FTE (\$)   | 58,202                        | 53,097                        | 53,161                        |
| Efficiency ratios   |                               |                               |                               |
| Operating expenses to operating income  | 44.0%                         | 47.1%                         | 47.0%                         |
| Operating expenses to average assets  | 1.39%                         | 1.54%                         | 1.57%                         |
| Operating expenses to operating income (cash(1) earnings basis)   | 45.8%                         | 46.5%                         | 46.8%                         |
| Operating expenses to average assets (cash(1) earnings basis)   | 1.44%                         | 1.50%                         | 1.55%                         |
| Credit impairment provisioning  |                               |                               |                               |
| Collective/general provision charge (\$M)   | 36                            | 90                            | 133                           |
| Individual/specific provision charge (\$M)  | 188                           | 206                           | 151                           |
| Total provision charge (\$M)  | 224                           | 296                           | 284                           |
| Total provision charge (on fully comparable AIFRS basis)  | 224                           | 325                           | 240                           |
| Collective provision charge (fully comparable AIFRS basis) Individual provision charge (fully comparable AIFRS basis) | 36<br>188                     | 119<br>206                    | 89<br>151                     |
| Ordinary share dividends (cents)  | 100                           | 200                           | 131                           |
| Interim - 100% franked (Mar 05: 100% franked)   | 56                            | n/a                           | 51                            |
| Final - 100% franked  | N/A                           | 59                            | n/a                           |
| Ordinary share dividend payout ratio(5)   | 56.9%                         | 68.4%                         | 61.3%                         |
| Cash(1) ordinary share dividend payout ratio(5)   | 59.6%                         | 68.6%                         | 59.5%                         |
| Preference share dividend   |                               |                               |                               |
| Dividend paid (\$M)(6)  | 12                            | 46                            | 38                            |
| Dividend paid (\$M)(7) (on fully comparable AIFRS basis)  | 12                            | 12                            | 6                             |

<sup>(1)</sup> Adjusted for AIFRS 2005 adjustments and non-core items. Refer footnote 1 page 6

<sup>(2)</sup>  $EVA^{TM}$  refers to Economic Value Added, a measure of shareholder value. See page 23 for a reconciliation of  $EVA^{TM}$  to reported net profit and a discussion of  $EVA^{TM}$  and an explanation of its usefulness as a performance measure

<sup>(3)</sup> Average ordinary shareholders equity excludes minority interest

- (4) Excludes preference share dividend
- (5) Dividend payout ratio is calculated using the proposed interim dividend as at 31 March 2006 and the 30 September 2005 and 31 March 2005 dividends
- (6) 2005 includes distributions on ANZ StEPS (Sep 2005: \$34 million; Mar 2005: \$32 million). Under AIFRS, distributions on ANZ StEPS are reported as interest expense in March 2006
- (7) Represents dividends paid on Euro Hybrid

7

|   | As at<br>Mar 06 | As at<br>Sep 05 | As at<br>Mar 05 | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar<br>05<br>% |
|---|-----------------|-----------------|-----------------|----------------------------------|-------------------------------------|
| Net Assets  |                 |                 |                 | 70                               | 70                                  |
| Net tangible assets(1) per ordinary share (\$)                                | 8.00            | 7.77            | 7.38            | 3%                               | 8%                                  |
| Net tangible assets(1) attributable to ordinary                               |                 |                 |                 |                                  |                                     |
| shareholders (\$M)  | 14,622          | 14,199          | 13,443          | 3%                               | 9%                                  |
| Total number of ordinary shares (M)   | 1,828.7         | 1,826.4         | 1,822.7         | 0%                               | 0%                                  |
| Carital adams on matic (ff.)  |                 |                 |                 |                                  |                                     |
| Capital adequacy ratio (%) Tier 1   | 6.8%            | 6.9%            | 7.0%            |                                  |                                     |
| Tier 2  | 4.0%            | 3.9%            | 3.6%            |                                  |                                     |
| Total capital ratio   | 10.4%           | 10.5%           | 10.3%           |                                  |                                     |
| Adjusted common equity ratio(2)   | 5.0%            | 5.1%            | 5.1%            |                                  |                                     |
|   |                 |                 |                 |                                  |                                     |
| Impaired assets   |                 |                 |                 |                                  |                                     |
| Collective/general provision (\$M)  | 1,903           | 2,167           | 2,080           | -12%                             | -9%                                 |
| Collective/general provision as a % of risk weighted                          | 0.83%           | 0.99%           | 0.99%           |                                  |                                     |
| assets  | 0.83%           | 0.99%           | 0.99%           |                                  |                                     |
| Collective/general provision(3) on fully                                      |                 |                 |                 |                                  |                                     |
| comparable AIFRS basis (\$M)  | 1,903           | 1,879           | 1,768           | 1%                               | 8%                                  |
| Collective/general provision(3) on fully comparable AIFRS basis as a% of risk |                 |                 |                 |                                  |                                     |
| weighted assets   | 0.83%           | 0.86%           | 0.84%           |                                  |                                     |
| Gross impaired loans (\$M)  | 726             | 642             | 640             | 13%                              | 13%                                 |
| Individual provisions on impaired loans(4) (\$M)                              | (305)           | (256)           | (314)           | 19%                              | -3%                                 |
| Net impaired loans  | 421             | 386             | 326             | 9%                               | 29%                                 |
| Individual provision(3) as a % of total impaired                              |                 |                 |                 |                                  |                                     |
| loans   | 42.0%           | 39.9%           | 49.1%           |                                  |                                     |
| Gross impaired loans as % of net advances                                     | 0.28%           | 0.26%           | 0.27%           |                                  |                                     |
| Net impaired loans as a % of net advances                                     | 0.16%           | 0.16%           | 0.14%           |                                  |                                     |
| Net impaired loans as a % of shareholders equity(5)                           | 2.2%            | 2.0%            | 1.7%            |                                  |                                     |
| Other information   |                 |                 |                 |                                  |                                     |
| Full time equivalent staff (FTEs)   | 31,063          | 30,976          | 29,832          | 0%                               | 4%                                  |
| Assets per FTE (\$M)  | 10.3            | 9.6             | 9.5             | 7%                               | 8%                                  |
| Market capitalisation of ordinary shares (\$M)                                | 48,461          | 43,834          | 37,584          | 11%                              | 29%                                 |

<sup>(1)</sup> Equals Shareholders equity less preference share capital, minority interest and unamortised intangibles

### (5) Includes minority interest

<sup>(2)</sup> Adjusted common equity is calculated as Tier 1 capital less preference shares at current rates and deductions from total capital. This measure is commonly used to assess the adequacy of common equity held. See page 30 for a reconciliation to Tier 1 capital

<sup>(3)</sup> Refer footnote 1 page 6

<sup>(4)</sup> Excludes individual provision on unproductive facilities

### Net profit by business unit

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net profit after income tax                    |                               |                               |                               |                                  |                                  |
| Personal Banking Australia                     | 542                           | 485                           | 468                           | 12%                              | 16%                              |
| Institutional                                  | 486                           | 461                           | 450                           | 5%                               | 8%                               |
| New Zealand Businesses                         | 335                           | 265                           | 295                           | 26%                              | 14%                              |
| Corporate Australia                            | 212                           | 194                           | 182                           | 9%                               | 16%                              |
| Esanda and UDC                                 | 53                            | 55                            | 66                            | -4%                              | -20%                             |
| Asia Pacific                                   | 46                            | 44                            | 39                            | 5%                               | 18%                              |
| Non-continuing businesses                      | 30                            | 63                            | 63                            | -52%                             | -52%                             |
| Group Centre                                   | 27                            | 16                            | 5                             | 69%                              | large                            |
| Cash(1) profit                                 | 1,731                         | 1,583                         | 1,568                         | 9%                               | 10%                              |
| AIFRS 2005 adjustments 1 and non-core items(1) | 80                            | 37                            | (13)                          | large                            | large                            |
| Net profit                                     | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |

<sup>(1)</sup> Refer footnote 1 page 6

### Net loans and advances including acceptances by business unit

|  | As at<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | As at<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Personal Banking Australia                   | 112,212                | 105,681                | 99,681                 | 6%                               | 13%                              |
| Institutional                                | 46,344                 | 43,404                 | 40,168                 | 7%                               | 15%                              |
| New Zealand Businesses(1)                    | 55,441                 | 55,152                 | 52,094                 | 1%                               | 6%                               |
| Corporate Australia                          | 23,941                 | 22,793                 | 21,655                 | 5%                               | 11%                              |
| Esanda and UDC                               | 14,365                 | 14,186                 | 13,749                 | 1%                               | 4%                               |
| Asia Pacific                                 | 2,069                  | 1,777                  | 1,615                  | 16%                              | 28%                              |
| Non-continuing businesses                    | 822                    | 1,584                  | 3,091                  | -48%                             | -73%                             |
| Group Centre                                 | 44                     | 35                     | 428                    | 26%                              | -90%                             |
|  | 255,238                | 244,612                | 232,481                | 4%                               | 10%                              |
| AIFRS 2005 adjustments(2)                    | N/A                    | 1,327                  | 835                    | n/a                              | n/a                              |
| Net loans and advances including acceptances | 255,238                | 245,939                | 233,316                | 4%                               | 9%                               |

<sup>(1)</sup> New Zealand businesses growth rates in NZD terms were 7% and 14% on September 2005 and March 2005 respectively

<sup>(2)</sup> Refer pages 13 to 15 for explanation of AIFRS 2005 adjustments

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|                               | As at<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | As at<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|-------------------------------|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Personal Banking Australia    | 46,261                 | 43,773                 | 41,750                 | 6%                               | 11%                              |
| Institutional                 | 36,205                 | 32,403                 | 31,886                 | 12%                              | 14%                              |
| New Zealand Businesses(1)     | 42,127                 | 46,078                 | 46,470                 | -9%                              | -9%                              |
| Corporate Australia           | 18,987                 | 18,091                 | 17,070                 | 5%                               | 11%                              |
| Esanda and UDC                | 13,409                 | 12,907                 | 12,167                 | 4%                               | 10%                              |
| Asia Pacific                  | 6,032                  | 5,602                  | 5,305                  | 8%                               | 14%                              |
| Other                         | 33,829                 | 31,367                 | 29,802                 | 8%                               | 14%                              |
| Non-continuing businesses     |                        | 36                     | 647                    | -100%                            | -100%                            |
|                               | 196,850                | 190,256                | 185,097                | 3%                               | 6%                               |
| AIFRS 2005 adjustments(2)     | N/A                    | 65                     | 81                     | n/a                              | n/a                              |
| Deposits and other borrowings | 196,850                | 190,322                | 185,177                | 3%                               | 6%                               |

<sup>(1)</sup> New Zealand businesses growth rates in NZD terms were -3% and -3% on September 2005 and March 2005 respectively

<sup>(2)</sup> Refer pages 13 to 15 for explanation of AIFRS 2005 adjustments

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10

#### CHIEF FINANCIAL OFFICER S REVIEW

#### March 2006 half year compared to September 2005 half year

ANZ recorded a profit after tax of \$1,811 million for the half year ended 31 March 2006, an increase of 12% over the September 2005 half year. After adjusting for AIFRS 2005 adjustments(1) and non-core items(1) referred to on pages 13 to 15, cash(1) profit increased 9% to \$1,731 million. Earnings per share increased 14.0% to 98.4 cents over the September 2005 half. After adjusting AIFRS 2005 adjustments and non-core items(1) Cash EPS increased 9.2% to 94.0 cents.

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |
| AIFRS 2005 Adjustments(1)                      | N/A                           | (46)                          | 15                            | n/a                              | n/a                              |
| Profit on a fully comparable AIFRS basis       | 1,811                         | 1,574                         | 1,570                         | 15%                              | 15%                              |
| Less: Non-core items(1)                        | (80)                          | 9                             | (2)                           | large                            | large                            |
| Cash(1) profit                                 | 1,731                         | 1,583                         | 1,568                         | 9%                               | 10%                              |

## Cash(1) profit

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 3,368                         | 3,231                         | 3,140                         | 4%                               | 7%                               |
| Other operating income                         | 1,563                         | 1,528                         | 1,407                         | 2%                               | 11%                              |
| Operating income                               | 4,931                         | 4,759                         | 4,547                         | 4%                               | 8%                               |
| Operating expenses                             | (2,259)                       | (2,213)                       | (2,127)                       | 2%                               | 6%                               |
| Profit before credit impairment and income tax | 2,672                         | 2,546                         | 2,420                         | 5%                               | 10%                              |
| Provision for credit impairment                | (224)                         | (325)                         | (240)                         | -31%                             | -7%                              |
| Profit before income tax                       | 2,448                         | 2,221                         | 2,180                         | 10%                              | 12%                              |
| Income tax expense                             | (716)                         | (636)                         | (611)                         | 13%                              | 17%                              |
| Minority interest                              | (1)                           | (2)                           | (1)                           | -50%                             | 0%                               |
| Cash(1) profit                                 | 1,731                         | 1,583                         | 1,568                         | 9%                               | 10%                              |

### **Profit growth**

Cash profit increased 9% to \$1,731 million. Core(1) revenue increased 4% with volume growth partly offset by reduced margins (-7 basis points). Operating expense growth was contained to 2%.

Cash profit in Australia increased 6% over the September 2005 half year with strong growth in Personal (12%) and Corporate (9%). Profit in Esanda reduced 9%.

Cash profit in New Zealand increased 31% (32% in NZD terms) with higher lending volumes, a strong performance in the Markets business in Institutional, lower provisions in Corporate Banking and increased earnings on additional equity capital. These increases were partly offset by reduced earnings in UDC and lower earnings in non-continuing businesses from certain structured finance transactions which have been exited. Profit in Asia Pacific increased 7%, driven by volume growth in Fiji, PNG and the Indonesian cards business being partly offset by lower earnings from PT Panin Bank.

Profit in the UK and US decreased driven by reduced profit in non-continuing businesses with the sale of the London headquartered project finance business in 2005 and repatriation of capital.

(1) ANZ has reduced the September 2005 profit after tax by \$46 million (Mar 2005: \$15 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer page 13), allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the NHB insurance matter and the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as significant items. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13)

In the March 2006 half ANZ has classified \$13 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on economic hedges as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$5 million (Sep 2005: \$5 million; Mar 2005: \$8 million))

In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). Tax on ANZ National Bank incremental integration costs is \$13 million (Sep 2005: \$18 million; Mar 2005: \$8 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base and assist analysis of the cost base following completion of the integration (refer page 13)

#### **Profit drivers**

Profit after tax increased 12% over the September 2005 half year. Cash(1) profit increased 9% over the September 2005 half. For a discussion of the impact of non-core items and AIFRS 2005 adjustments refer pages 13 to 15.

Significant influences on profit are shown below. Explanations are on cash profit adjusted for AIFRS 2005 adjustments and non-core items:

Net interest 14% - Adjusted for AIFRS 2005 adjustments and non-core items(1) 4%:

Net interest income was driven by growth of 6% in interest earning assets, particularly in Institutional (13%), Personal (6%) largely in Mortgages, New Zealand businesses (5%) and Asia Pacific (29%), and deposit growth in Personal (4%), Corporate (5%) and Asia Pacific (9%). Volume growth was partly offset by a 7 basis point decline in margin.

Other income 14% - Adjusted for AIFRS 2005 adjustments and non-core items(1) 2%:

Other income growth was driven by volume-related growth in fees and higher profit on trading securities with a strong March half result in New Zealand. These increases were partly offset by reduced foreign exchange income, lower equity accounted income in PT Panin and reduced income in Esanda largely from a reduction in residual values of leased vehicles. Other income is seasonally weaker in the September half.

Operating expenses 4% - Adjusted for AIFRS 2005 adjustments and non-core items(1) 2%:

Operating expenses increased slightly reflecting a 2% increase in average staff numbers, largely in Personal and Institutional, offset by reduced costs in the Group Centre.

Provision for credit impairment 24% - Adjusted for AIFRS 2005 adjustments and non-core items(1) 31%:

The reduction in Provision for credit impairment reflected the Group s strengthening risk profile. Individual provisions reduced \$18 million with a lower number of large single name losses and low levels of default in New Zealand. This was partly offset by the September 2005 half including several large write-backs and recoveries. Collective provisions reduced \$83 million, with a lower provision for oil price shock risk.

Income tax 18% - Adjusted for AIFRS 2005 adjustments and non-core items(1) 13%:

| The increase in tax exp  | pense is driven by gr | owth in profit befo | ore tax and a 0.6%   | increase in the e | effective tax rate t | following the ru | n-off of certain |
|--------------------------|-----------------------|---------------------|----------------------|-------------------|----------------------|------------------|------------------|
| structured financing tra | ansactions and highe  | er earnings in high | er tax rate jurisdic | tions.            |                      |                  |                  |

#### Exchange rates 1%

The depreciation of the AUD has resulted in a \$5 million increase in the contribution from earnings denominated in foreign currencies, principally New Zealand (net of profit on contracts put in place to hedge USD and NZD revenues). Whilst the average NZD exchange rate moved by only 1%, the closing rate had depreciated by 6% with a corresponding impact on the balance sheet.

### (1) Refer footnote 1 on page 11

#### March 2006 half year compared to March 2005 half year

The Group recorded a profit after tax of \$1,811 million for the half year ended 31 March 2006, an increase of 16% over the March 2005 half. Cash profit increased 10% over the March 2005 half.

Basic earnings per share increased 18% (15.2 cents) to 98.4 cents. Cash earnings per share (refer page 22) increased 10% (8.3 cents) to 94.0 cents.

Revenue increased 8%. After adjusting for AIFRS 2005 adjustments and non-core items, net interest increased 7% with a 14% increase in average interest earning asset volumes partly offset by a 17 basis point reduction in margin. Other operating income increased 11% with a strong performance in Institutional. Operating costs increased 6% driven by investment in staff principally in 2005.

After adjusting for AIFRS 2005 adjustments and non-core items, cash profit in Australia increased 9%, driven by 16% growth in Personal and 16% growth in Corporate. Cash profit in New Zealand increased 16% in NZD terms including 8% as a result of a lower credit impairment charge. Profit increased by 14% in New Zealand Businesses, 8% in Institutional and higher earnings on capital offset reduced profit in UDC and non-continuing businesses. Cash profit in the Asia Pacific geographies increased 26% with volume related growth and lower credit impairment provisioning. Other geographies reduced 10% reflecting the sale of the London headquartered project finance business in 2005.

#### Non-core items

ANZ has adjusted the income statement for non-core items, as outlined below, to assist readers in understanding the core business performance by removing the volatility in reported results created by one-off significant items, ANZ National Bank incremental integration costs which will not be incurred going forward, the timing differences in the recognition of fair value gains in profit on hedging contracts and the move to the Australian equivalents of International Financial Reporting Standards (AIFRS) which has resulted in different recognition criteria in the March 2006 half than used in the 2005 financial year.

### Non-core items in the profit and loss

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Significant items                            |                               |                               |                               |                                  |                                  |
| Gain on sale of NBNZ Life                    |                               | 14                            |                               | -100%                            | n/a                              |
| Settlement of NBNZ warranty claims           | 14                            |                               |                               | n/a                              | n/a                              |
| Settlement of NHB insurance claim            | 79                            |                               |                               | n/a                              | n/a                              |
| Total significant items                      | 93                            | 14                            |                               | large                            | n/a                              |
| Fair value hedge gains/losses                | 13                            | 12                            | 19                            | 8%                               | -32%                             |
| NBNZ incremental integration costs after tax | (26)                          | (35)                          | (17)                          | -26%                             | 53%                              |
| Non-core items                               | 80                            | (9)                           | 2                             | large                            | large                            |

### Significant items

Significant items in the profit and loss are those items that management believe do not form part of the core business by virtue of their magnitude and infrequent nature and, as such, should be removed from profit when analysing the core business performance. The following are considered significant items:

### Settlement of the NHB insurance claim (March 2006 half year)

During the March 2006 half ANZ settled its \$130 million claim with a number of reinsurers over the 1992 and 2002 National Housing Bank (NHB) matter. ANZ has reported the \$113 million (\$79 million after tax) cost recovery as a significant item in 2006. \$1 million was received in 2005 and not treated as significant as it was immaterial.

### Settlement of ANZ National Bank warranty claims (March 2006 half year)

As part of the purchase of the National Bank of New Zealand on 1 December 2003, Lloyds TSB provided ANZ with certain warranties. A claim was made under these warranties in relation to the accounting treatment in the Completion Accounts of the provision for retirement gratuities. As a result of the mediation of this claim, ANZ National Bank received in the March 2006 half \$14 million pre-tax revenue (\$14 million after tax) on final settlement of the claim.

Sale of NBNZ Life and Funds Management (September 2005 half year)

On 30 September 2005 ANZ National Bank sold NBNZ Life and Funds Management businesses into a joint venture with ING. Profit after tax on sale of \$14 million was recognised.

### **ANZ National Bank incremental integration costs**

Expenditure on the integration of ANZ National Bank includes both the reallocation of existing resources to integration and incremental integration costs. Incremental costs are those costs that will not recur once integration is complete and thus do not form part of the core ongoing cost base. During the March 2006 half year \$26 million after tax (Sep 2005 half: \$35 million; Mar 2005: \$17 million) or \$39 million before tax (Sep 2005 half: \$53 million; Mar 2005 half: \$25 million) of incremental integration costs were incurred. This program is now complete.

### Fair Value hedging gains

As at 1 October 2005, the Group has designated certain fair value hedges and financial liabilities as fair value through profit and loss. Any hedge ineffectiveness will result in volatility through the Income Statement. ANZ has separately reported the impact of volatility due to hedge ineffectiveness as a non-core item as the profit reported on hedge transactions will reverse over time and as such is not part of the core operating performance. During the March 2006 half year \$13 million (Sep 2005: \$12 million; Mar 2005: \$19 million) after tax or \$18 million (Sep 2005: \$17 million; Mar 2005: \$27 million) before tax profit has been reported as a non-core item.

#### AIFRS 2005 adjustments

The Group implemented accounting policies in accordance with AIFRS on 1 October 2004, except for those relating to financial instruments and insurance contracts, which were implemented on 1 October 2005. The 2005 comparatives for these standards have not been restated in the statutory accounts. To assist readers understand the core business performance on a comparable basis, ANZ has adjusted the 2005 figures to be comparable with the March 2006 half year result within the Chief Financial Officer s and Business Performance Reviews. The major adjustments are to the provision for credit impairment and recognition of fees as effective yield adjustments to net interest. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability and as there is no impact on cash. Ineffectiveness on these hedges was trivial on the March 2006 half year.

### **Summary of major AIFRS impacts**

The following table reconciles fully comparable AIFRS values with equivalents calculated under previous AGAAP.

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep<br>05<br>% | Movt<br>Mar 06<br>v. Mar<br>05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|-------------------------------------|-------------------------------------|
| Net interest income (previous AGAAP)                                    | 3,069                         | 2,945                         | 2,853                         | 4%                                  | 8%                                  |
| Fees recognised as an adjustment to yield(1)                            | 318                           | 313                           | 309                           | 2%                                  | 3%                                  |
| Reclassified hybrid financial instruments(2)                            | (33)                          | (34)                          | (32)                          | -3%                                 | 3%                                  |
| Securitisation and SPVs   | 16                            | 9                             | 12                            | 78%                                 | 33%                                 |
| Amortisation of StEPS issue costs                                       | (2)                           | (2)                           | (2)                           | 0%                                  | 0%                                  |
| Net interest income (fully comparable AIFRS basis)                      | 3,368                         | 3,231                         | 3,140                         | 4%                                  | 7%                                  |
| Other operating income (previous AGAAP)                                 | 1,872                         | 1,848                         | 1,704                         | 1%                                  | 10%                                 |
| Fees recognised as an adjustment to yield 1                             | (300)                         | (326)                         | (309)                         | -8%                                 | -3%                                 |
| Derivatives and hedging(3)  | 18                            | 17                            | 27                            | 6%                                  | -33%                                |
| Notional goodwill amortisation in joint ventures and associates(4)      | 22                            | 22                            | 23                            | 0%                                  | -4%                                 |
| Securitisation and SPVs   | (11)                          | (8)                           | (11)                          | 38%                                 | 0%                                  |
| Accounting for INGA   | (6)                           | 6                             | large                         | n/a                                 |                                     |
| Other operating income (fully comparable AIFRS basis)                   | 1,595                         | 1,559                         | 1,434                         | 2%                                  | 11%                                 |
| Operating income (previous AGAAP)                                       | 4,941                         | 4,793                         | 4,557                         | 3%                                  | 8%                                  |
| Total AIFRS income adjustments  | 22                            | (3)                           | 17                            | large                               | 29%                                 |
| Operating income (fully comparable AIFRS basis)                         | 4,963                         | 4,790                         | 4,574                         | 4%                                  | 9%                                  |
| Operating expenses (previous AGAAP)                                     | (2,233)                       | (2,315)                       | (2,200)                       | -4%                                 | 2%                                  |
| Goodwill amortisation(5)  | 90                            | 92                            | 87                            | -2%                                 | 3%                                  |
| Share based payments expense(6)   | (38)                          | (41)                          | (39)                          | -7%                                 | -3%                                 |
| Other   | (4)                           | (2)                           | 100%                          | n/a                                 |                                     |
| Operating expenses (fully comparable AIFRS basis)                       | (2,185)                       | (2,266)                       | (2,152)                       | -4%                                 | 2%                                  |
| Profit before credit impairment and income tax (previous                |                               |                               |                               |                                     |                                     |
| AGAAP)  | 2,708                         | 2,478                         | 2,357                         | 9%                                  | 15%                                 |
| Total AIFRS adjustments (net total of identified above)                 | 70                            | 46                            | 65                            | 52%                                 | 8%                                  |
| Profit before credit impairment and income tax                          | 2.779                         | 2.524                         | 2.422                         | 100                                 | 1.507                               |
| (fully comparable AIFRS basis)  | 2,778                         | 2,524                         | 2,422                         | 10%                                 | 15%                                 |
| Provision for credit impairment (previous AGAAP)                        | (334)                         | (296)                         | (284)                         | 13%                                 | 18%                                 |
| Movement in credit impairment provisioning7                             | 110                           | (29)                          | 44                            | large                               | large                               |
| Provision for credit impairment (fully comparable AIFRS basis)          | (224)                         | (325)                         | (240)                         | -31%                                | <b>-7</b> %                         |
| Profit before income tax (previous AGAAP)                               | 2,374                         | 2,182                         | 2,073                         | 9%                                  | 15%                                 |
| Total AIFRS profit before income tax adjustments                        | 180                           | 17                            | 109                           | large                               | 65%                                 |
| Profit before income tax (fully comparable AIFRS basis)                 | 2,554                         | 2,199                         | 2,182                         | 16%                                 | 17%                                 |
| Income tax expense and minority interest (previous AGAAP)               | (709)                         | (639)                         | (598)                         | 11%                                 | 19%                                 |
| Tax on AIFRS adjustments  | (34)                          | 14                            | (14)                          | large                               | large                               |
| Income tax expense and minority interest (fully comparable AIFRS basis) | (743)                         | (625)                         | (612)                         | 19%                                 | 21%                                 |

| Net profit (previous AGAAP)               | 1,665 | 1,543 | 1,475 | 8%    | 13% |
|---|-------|-------|-------|-------|-----|
| AIFRS net profit adjustments              | 146   | 31    | 95    | large | 54% |
| Net profit (fully comparable AIFRS basis) | 1,811 | 1,574 | 1,570 | 15%   | 15% |

- (1) Reclassification of fees and commissions against interest income and measured on the effective yield basis
- (2) Reclassification of interest expense on reclassification of ANZ StEPS from equity to debt
- (3) Measuring derivatives on a fair value basis and the reclassification of interest expense on non-hedged derivatives to other income
- (4) Reversal of notional goodwill amortisation reflected in the take-up of equity accounted earnings of associates and joint ventures
- (5) Reversal of goodwill amortisation, goodwill now subject to impairment testing
- (6) Share based payments expense recognised for the period covering all share based remuneration, including deferred shares and options
- (7) Restatement of credit loss provisions from an expected economic loss basis to an incurred basis

The following table reconciles comparative AIFRS (statutory) numbers with equivalent figures on a fully comparable AIFRS basis, including the impact of AASB 139.

|  | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M |
|--|-------------------------------|-------------------------------|
| Net interest income (statutory basis)  | 2,953                         | 2,865                         |
| Fees recognised as an adjustment to yield(1)   | 313                           | 309                           |
| Reclassified hybrid financial instruments(2)   | (34)                          | (32)                          |
| Other  | (1)                           | (2)                           |
| Net interest income (fully comparable AIFRS basis)   | 3,231                         | 3,140                         |
| Other operating income (statutory basis)   | 1,861                         | 1,717                         |
| Fees recognised as an adjustment to yield(1)   | (326)                         | (309)                         |
| Derivatives and hedging(3)   | 17                            | 27                            |
| Other  | 7                             | (1)                           |
| Other operating income (fully comparable AIFRS basis)  | 1,559                         | 1,434                         |
| Operating income (statutory basis)   | 4,814                         | 4,582                         |
| Total AIFRS income adjustments   | (24)                          | (8)                           |
| Operating income (fully comparable AIFRS basis)  | 4,790                         | 4,574                         |
| Operating expenses (statutory basis)   | (2,266)                       | (2,152)                       |
| Other  | (2.25)                        | (0.1.TA)                      |
| Operating expenses (fully comparable AIFRS basis)  | (2,266)                       | (2,152)                       |
| Profit before credit impairment and income tax   |                               |                               |
| (statutory basis)  | 2,548                         | 2,430                         |
| Total AIFRS adjustments (net total of identified above)  | (24)                          | (8)                           |
| Profit before credit impairment and income tax (fully comparable AIFRS basis)                    | 2,524                         | 2,422                         |
| Provision for credit impairment (statutory basis)  | (296)                         | (284)                         |
| Movement in credit impairment provisioning(4)  | (29)                          | 44                            |
| Provision for credit impairment (fully comparable  | (225)                         | (2.40)                        |
| AIFRS basis)   | (325)                         | (240)                         |
| Profit before income tax (statutory basis)   | 2,252                         | 2,146                         |
| Total AIFRS profit before income tax adjustments   | (53)                          | 36                            |
| Profit before income tax (fully comparable AIFRS basis)  | 2,199                         | 2,182                         |
| Income tax expense and minority interest (statutory  | (200)                         | ( <b>=</b> 04)                |
| basis) Tay on AIEDS adjustments  | ( <b>632</b> )                | (591)                         |
| Tax on AIFRS adjustments Income tax expense and minority interest (fully comparable AIFRS basis) | (625)                         | (21)<br>( <b>612</b> )        |
| meome was expense and minority interest (tuny comparable AIFAS vasis)                            | (023)                         | (012)                         |
| Net profit (statutory basis)   | 1,620                         | 1,555                         |
| AIFRS net profit adjustments   | (46)                          | 15                            |
| Net profit (fully comparable AIFRS basis)  | 1,574                         | 1,570                         |

<sup>(1)</sup> Reclassification of fees and commissions against interest income and measured on the effective yield basis

<sup>(2)</sup> Reclassification of interest expense on reclassification of ANZ StEPS from equity to debt

- (3) Measuring derivatives on a fair value basis and the reclassification of interest expense on non-hedged derivatives to other income
- (4) Restatement of credit loss provisions for an ELP basis under previous AGAAP

### Income and expenses

#### **Net Interest**

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep<br>05<br>% | Movt<br>Mar 06<br>v. Mar<br>05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|-------------------------------------|-------------------------------------|
| Net interest income (\$M)                          | 3,368                         | 2,953                         | 2,865                         | 14%                                 | 18%                                 |
| Average interest earning assets (\$M)              | 294,364                       | 261,414                       | 244,906                       | 13%                                 | 20%                                 |
| Net interest margin (%)                            | 2.29                          | 2.26                          | 2.36                          | 1%                                  | -3%                                 |
| Net interest income (adjusted for AIFRS 2005       |                               |                               |                               |                                     |                                     |
| adjustments(1))                                    | 3,368                         | 3,231                         | 3,140                         | 4%                                  | 7%                                  |
| Average interest earning assets(2) (\$M) (adjusted |                               |                               |                               |                                     |                                     |
| for AIFRS 2005 adjustments(1))                     | 294,364                       | 274,309                       | 257,606                       | 7%                                  | 14%                                 |
| Net interest margin (adjusted for AIFRS 2005       |                               |                               |                               |                                     |                                     |
| adjustments(1))                                    | 2.29                          | 2.36                          | 2.46                          | -3%                                 | -7%                                 |

<sup>(1)</sup> Refer footnote 1 on page 11

#### March 2006 half year compared to September 2005 half year

Net interest income at \$3,368 million was 14% (\$415 million) higher than the September 2005 half. After adjusting for non-core items and AIFRS 2005 adjustments, core net interest was 4% (\$137 million) higher than the September 2005 half.

#### Volume

Average interest earning assets increased 13%. After adjusting for AIFRS 2005 adjustments, interest earning assets increased 7%:

Average net advances grew by \$12.6 billion (5%). Growth in net advances in Australia was attributable to Personal Banking Australia (\$5.8 billion or 6% with \$4.7 billion in Mortgages or 5%) and Corporate Australia (\$1.4

<sup>(2)</sup> AIFRS 2005 adjustments include the reclassification of customers liability for acceptance from non-interest earning to interest earning (Sep 2005: \$13.3 billion; Mar 2005: \$13.1 billion) to be consistent with the classification of commercial bill fees as interest. Average balance sheets adjusted for AIFRS 2005 adjustments are included as Supplementary Information on pages 118 to 121

billion or 6%). New Zealand s average net advances increased by \$3.1 billion (5%) with exchange rate impacts (-\$0.3 billion). Average net advances grew by \$0.6 billion (7%) in Overseas Markets.

Other interest earning assets increased \$7.6 billion (23%), driven by higher levels of liquid assets, trading securities, available-for-sale assets and interbank lending.

Average deposits and other borrowings grew \$11.0 billion (6%) with growth in Treasury (\$2.3 billion or 13%) to fund asset growth, Personal Banking Australia (\$2.2 billion or 5%) and Corporate Australia (\$1.3 billion or 7%). Average deposits and other borrowings increased in New Zealand (\$0.8 billion or 1%) with exchange rate impacts (\$0.3 billion). Average deposits and other borrowings grew (\$4.5 billion or 23%) in Overseas Markets, with exchange rate impacts \$0.4 billion.

#### Margin

Net interest average margin increased by 3 basis points, however, core net interest margin adjusted for AIFRS 2005 adjustments reduced 7 basis points from the September 2005 half year:

### AIFRS 2005 adjustments (+10 basis points)

Changes predominantly reflect the inclusion of certain fees as net interest income, partially offset by interest expense on Hybrid securities, reported as debt instruments under AIFRS and inclusion of acceptances in average interest earning assets.

### Funding mix (-4 basis points)

Changes in the funding mix reduced the net interest margin due to substitution of wholesale funding for customer deposits (2 basis points) and a decrease in net non-interest bearing items (2 basis points).

#### Asset mix (-2 basis point)

Movements in the composition of assets in the portfolio negatively impacted the net interest margin by 2 basis points, reflecting an increase in the proportion of lower yielding non-lending liquid assets in Group Treasury and Institutional.

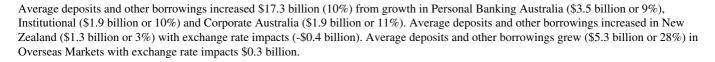
### Competition (-4 basis points)

Competitive pressures were most marked in Australian Mortgages (1 basis point), Corporate Australia and Institutional (1 basis point), plus migration of customers to lower yielding credit cards and New Zealand fixed rate mortgages (1 basis point) and high yielding deposits (1 basis point).

Wholesale rates (+2 basis points)

Wholesale rate movements benefited margins from lower basis risk in variable rate mortgages and credit cards plus increased earnings on the investment of capital and rate insensitive deposits (2 basis points), with minimal changes in Treasury mismatch earnings.

|                        | Other items (+1 basis point) include:  |
|------------------------|--|
| point)                 | a reduction in retail broker payments and higher earnings from foreign exchange revenue hedging (+1 basis  |
|                        | release of a provision relating to prior year income in Institutional (+2 basis points)  |
|                        | reduced effective yield fee income decreased margins (-1 basis point)  |
| business               | other impacts including decreases from change in interest not recognised on impaired loans, discontinued ses and cash flow impacts on derivatives (-1 basis point)   |
|                        | March 2006 half year compared to March 2005 half year  |
| Net intere             | est increased \$503 million (18%) over the March 2005 half, or \$228 million (7%) after adjusting for AIFRS 2005 adjustments.  |
| Volume                 |  |
| Average i              | nterest earning assets increased 20%. After adjusting for AIFRS 2005 adjustments, interest earning assets increased 14%:   |
| (\$3.3 bi<br>\$6.6 bil | Average net advances grew by \$25.3 billion (11%). Growth in net advances in Australia was attributable to l Banking Australia (\$12.0 billion or 12% with Mortgages contributing \$9.8 billion or 12%), Institutional llion or 11%) and Corporate Australia (\$2.2 billion or 10%). New Zealand s average net advances increased by lion (11%) with exchange rate impacts (-\$0.5 billion). Average net advances increased by \$0.1 billion (1%) in as Markets. |
| securitie              | Other interest earning assets increased \$11.6 billion (40%), driven by higher levels of liquid assets, trading es, available-for-sale assets and interbank lending.   |



Margin

Net interest average margin reduced by 7 basis points whilst core net interest margin adjusted for AIFRS 2005 adjustments reduced 17 basis points from the March 2005 half:

### AIFRS 2005 adjustments (+10 basis points)

Changes predominantly reflect the inclusion of certain fees as net interest income, partially offset by interest expense on Hybrid securities, reported as debt instruments under AIFRS and inclusion of acceptances in average interest earning assets.

Funding mix (-7 basis points)

Higher proportions of more expensive wholesale and customer liabilities (-4 basis points) within the portfolio and falling levels of net non-interest bearing interest items (-3 basis points).

Asset mix (-4 basis points)

Lower proportions of higher yielding assets in Asset Finance and Corporate and Structured Financing reduced margin by 2 basis points and an increase in the proportion of lower yielding non-lending liquid assets in Group Treasury and Institutional (2 basis points)

#### Competition (-10 basis points)

Competitive pressures reduced margins, with this impact arising mainly in Mortgages (Australian mortgages 2 basis points, New Zealand mortgages 1 basis points) and Institutional lending with slight margin reductions in Corporate Banking, Business Banking and Rural portfolios. In addition customer migration to lower yielding credit cards and New Zealand fixed rate mortgages reduced the net interest margin (-2 basis points), together with migration into high yielding customer deposits (-2 basis points).

Wholesale rates (+3 basis points)

Increased income on the investment of capital and rate insensitive deposits (+2 basis points) and less basis risk in variable rate mortgages and credit cards (+1 basis point).

Other items (+1 basis point) include:

Funding costs associated with unrealised trading gains increased as a result of movements in the AUD. This decrease in interest income is reflected in the net interest margin, however it is directly offset by an equivalent increase in trading income (-3 basis points)

Release of revenue relating to prior year income in Institutional (+2 basis points)

Benefit from mix impacts on discontinued businesses (+2 basis points)

#### **Other Operating Income**

|                               | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|-------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Other operating income        |                               |                               |                               |                                  |                                  |
| Total fee income              | 1,029                         | 1,027                         | 953                           | 0%                               | 8%                               |
| Foreign exchange earnings     | 227                           | 233                           | 221                           | -3%                              | 3%                               |
| Profit on trading instruments | 144                           | 93                            | 39                            | 55%                              | large                            |
| Other                         | 163                           | 176                           | 194                           | -7%                              | -16%                             |
| Core other operating income   | 1,563                         | 1,529                         | 1,407                         | 2%                               | 11%                              |
| AIFRS 2005 adjustments(1)     | N/A                           | 301                           | 283                           | n/a                              | n/a                              |
| Fair value hedging gains      | 18                            | 17                            | 27                            | 6%                               | -33%                             |
| Significant items(1)          | 14                            | 14                            |                               | 0%                               | n/a                              |
| Total other income            | 1,595                         | 1,861                         | 1,717                         | -14%                             | -7%                              |

<sup>(1)</sup> Refer footnote 1 on page 11

### March 2006 half year compared to September 2005 half year

Other operating income decreased \$266 million (14%). After adjusting for AIFRS 2005 adjustments and non-core items, core other operating income increased \$34 million (2%) (refer pages 13 to 15 for details). The following explanations are based on core other operating income:

Fee income increased \$2 million.

Lending fee income increased \$7 million (3%):

Personal Banking Australia increased \$5 million (7%) with a seasonal increase and higher volumes in Banking Products (\$3 million or 8%) with a higher number of transaction accounts and Mortgages increasing \$2 million (12%) driven by lending growth.

New Zealand increased \$5 million (15%).

Institutional decreased \$4 million (6%) with a \$7 million reduction in Corporate and Structured Financing due to large deals in the Structured Debt portfolio closing in the second half of 2005 offset by a \$4 million increase in Trade and Transaction Services as a result of an improved performance in Trade Finance.

Non-lending fee income decreased \$5 million (1%):

Institutional decreased \$18 million with Corporate and Structured Financing decreasing \$16 million related to a reduction in advisory and syndication fees and coming off a particularly strong September 2005 half.

Personal Banking Australia increased \$12 million (4%) with a \$7 million (12%) increase in Investment Insurance Products primarily due to increased volume in commissions from INGA as a result of strong market conditions and funds under management growth, and Banking Products increasing \$2 million (4%) related to the continuing strong growth in the transaction banking account base.

Foreign exchange earnings decreased \$6 million (3%) entirely in Institutional where lower foreign exchange swap and spot earnings were offset by increased profit on trading instruments (\$24 million, see below). In New Zealand, there was an increase of \$28 million in foreign exchange earnings driven by greater currency volatility in the first half of 2006.

Profit on trading instruments increased \$51 million with Institutional increasing \$35 million driven by strong growth in New Zealand associated with increased activity and positioning to take advantage of interest rate and currency volatility as well as the profit offsetting the foreign exchange loss referred to above. In addition the six months to September 2005 included the \$16 million cost from the hedge of capital investment earnings in INGA which ceased in October 2005.

Other operating income decreased \$13 million (7%):

Esanda and UDC decreased \$17 million due to a \$6 million impact from the fall in second-hand car prices and the inclusion of a \$7 million gain in the September 2005 half year resulting from the alignment of revenue recognition on leases in the New Zealand Fleet business with Group accounting policies.

Group Centre decreased \$14 million mainly due to the timing of recognition of gains in ANZ s share of INGA capital investment earnings with the move to available-for-sale classification (high level of realisation of gains in the September 2005 half).

Non-continuing businesses increased \$18 million as a result of a \$12 million gain from settlement of the sale warranties relating to the sale of the London headquartered project finance business and a \$4 million gain on sale of power assets.

Movements in average exchange rates over the September 2005 half year were immaterial.

18

### March 2006 half year compared to March 2005 half year

Other operating income decreased \$122 million (7%). Core other operating income increased \$156 million (11%) after excluding AIFRS 2005 adjustments and non-core items (refer pages 13 to 15 for details). The following explanations exclude AIFRS 2005 adjustments and non-core items:

Fee income increased \$76 million (8%).

Lending fee income increased \$18 million (9%). Institutional increased \$16 million of which \$9 million in Corporate and Structured Financing was largely in project financing fees and \$6 million was driven by Trade and Transaction Services reflecting an improvement in performance in Trade Finance.

Non-lending fee income increased \$58 million (8%):

Personal Banking Australia increased \$41 million (13%), of which \$17 million in Consumer Finance was driven by volume growth and cross sell initiatives. Investment & Insurance Products increased \$12 million due to an increase in income generated by financial planners. Banking Products increased \$7 million driven by increased account and transaction numbers.

New Zealand increased \$8 million (4%) driven by card fees and interchange fees from credit card purchases.

Asia Pacific increased \$5 million (21%) primarily due to increased card fees in Indonesia.

Corporate Australia increased \$5 million (13%), which included an increase in advisory fees and ANZ Online fee income.

Foreign exchange earnings increased \$6 million (3%). Trade and Transaction Services increased as a result of continued growth particularly from international payments revenue. There was also growth in Markets in New Zealand driven by positioning for currency volatility in the first half of 2006 and a \$10 million increase in the Pacific mainly due to growth in PNG assisted by major mining deals. This was offset by a reduction in Australia where reduced foreign exchange earnings on swap and spot positions were offset in profit on trading instruments.

Profit on trading instruments increased \$105 million:

Markets grew by \$89 million due primarily to strong growth in New Zealand (\$22 million) associated with increased activity and positioning to take advantage of interest rate and currency volatility and a \$28 million increase due to revenue growth underpinned by increased frontline staff and initiatives following the restructure in the first half of 2005. Increased profit on swap and spot foreign exchange contracts (\$24 million) offset the foreign exchange reduction referred to above. Total income in Markets increased \$58 million.

Group Centre also increased with the March 2005 half including a \$16 million cost as a result of the hedge of capital investment earnings in INGA. Hedging of capital investment earnings ceased in October 2005.

Other operating income decreased \$31 million (16%):

Group Centre decreased \$18 million due mainly to lower share of INGA capital investment earnings following the capital repatriation in 2005 and the timing of profit recognition on the available-for-sale accounting basis.

Esanda and UDC decreased \$13 million due largely to the impact of a fall in second-hand car prices.

Institutional reduced \$10 million with the March 2005 half including a \$10 million gain on sale of Sydney Futures Exchange shares.

Asia Pacific decreased \$7 million due to reduced equity accounted earnings from PT Panin Bank as the first half of 2006 has seen increased pressure on margins from interest rates, increased costs relating to the branch expansion project and reduced bond income.

Non-continuing Businesses increased \$11 million due to the gain from the settlement of warranties relating to the sale of the London headquartered project finance business as well as the gain on sale of power assets. This was offset by the \$4 million profit on sale of the London based headquartered project finance business in the first half of 2005.

Personal Banking Australia increased \$6 million with Mortgages increasing \$4 million as a result of increased insurance premiums driven by higher sales of LMI loans.

Movements in average exchange rates over the March 2005 half year were immaterial

#### **Expenses**

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Operating expenses                              |                               |                               |                               |                                  |                                  |
| Personnel expenses                              | 1,341                         | 1,286                         | 1,207                         | 4%                               | 11%                              |
| Premises expenses                               | 205                           | 197                           | 193                           | 4%                               | 6%                               |
| Computer expenses                               | 258                           | 281                           | 260                           | -8%                              | -1%                              |
| Other expenses                                  | 433                           | 427                           | 440                           | 1%                               | -2%                              |
| Restructuring costs                             | 22                            | 22                            | 27                            | 0%                               | -19%                             |
| Core operating expenses                         | 2,259                         | 2,213                         | 2,127                         | 2%                               | 6%                               |
| NBNZ incremental integration costs(1)           | 39                            | 53                            | 25                            | -26%                             | 56%                              |
| Significant items - settlement of NHB insurance |                               |                               |                               |                                  |                                  |
| claim   | (113)                         |                               |                               | n/a                              | n/a                              |
| Total operating expenses                        | 2,185                         | 2,266                         | 2,152                         | -4%                              | 2%                               |
| Total employees                                 | 31,063                        | 30,976                        | 29,832                        | 0%                               | 4%                               |

<sup>(1)</sup> These costs are personnel costs of \$22 million (Sep 2005 half: \$23 million; Mar 2005 half: \$13 million), computer costs of \$6 million (Sep 2005 half: \$15 million; Mar 2005 half: \$2 million), and other costs of \$11 million (Sep 2005 half: \$15 million; Mar 2005 half: \$10 million).

## March 2006 half year compared to September 2005 half year

Operating expenses decreased \$81 million (4%) over the September 2005 half year due largely to the \$113 million pre-tax settlement of the NHB insurance claim. After adjusting for non-core items, core operating expenses increased \$46 million (2%) (refer page 13 for details of non-core items). The following explanations exclude non-core items:

Personnel expenses increased \$55 million (4%) as a result of annual salary increases and growth in staff numbers; especially in the September 2005 half.

Premises costs increased \$8 million (4%) driven largely by rental expense reflecting additional space requirements.

Computer costs decreased \$23 million (8%). The reduction was mainly in Operations, Technology and Shared Services due to an \$11 million reduction in computer contractors resulting from the completion of business systems integration in New Zealand, a \$7 million reduction in depreciation principally as a result of asset write-downs in the second half of 2005 and assets fully depreciating. Lower software licence costs also contributed to the reduction (\$3 million).

Other expenses increased \$6 million with non-lending losses increasing \$14 million in Institutional and New Zealand (the latter including a NZD10 million Commerce Commission settlement impact and NZD5 million cost of operating relocated domestic systems as part of integration) offset by a \$6 million reduction in indirect taxes in Esanda.

Movements in average exchange rates over the September 2005 half year were immaterial.

### March 2006 half year compared to March 2005 half year

Operating expenses increased \$33 million (2%) or \$132 million (6%) adjusting for non-core items including the \$113 million pre-tax settlement of the NHB insurance claim and ANZ National Bank incremental integration costs (refer page 13 for details). The following explanations exclude non-core items:

Personnel costs were up \$134 million (11%) due to annual salary increases and a 4% increase in staff numbers mainly in the following business units:

Personal Banking Australia increased 6%. Retail Banking increased 5% due to frontline increases primarily as a result of new branch staffing and network initiatives. Consumer Finance increased by 5% following the introduction of the 24 hour call centre in April 2005, increased sales staffing and the introduction of the white-labelling capability.

Institutional increased 8% mainly due to a 15% increase in Trade and Transaction Services reflecting business expansion particularly in the Trade Finance and Custodian Services businesses.

Asia Pacific increased 10% related mainly to the formation of the ANZ Royal Bank joint venture in Cambodia and the broader partnership agenda as well as business growth and the launch of initiatives in the Pacific mainly in Amerika Samoa, Solomon Islands and PNG.

Premises costs increased \$12 million (6%) with a \$7 million increase in rental expense reflecting additional space requirements and a \$4 million rise in the cost of security services.

Computer costs decreased \$2 million (1%). A \$4 million decrease due to timing of software purchases was offset by a \$5 million increase in computer repairs.

Other expenses were \$7 million (2%) lower. This was due to a reduced charge for non-lending losses (\$4 million) as the first half of 2005 included a \$15 million charge for cheque conversion losses. This was offset by a NZD10 million increase in New Zealand in the first half of 2006 as a result of the Commerce Commission settlement. In addition, there was a \$4 million reduction in professional fees due to a decrease in AIFRS and Sarbanes Oxley project costs and a \$6 million decline in indirect taxes in Esanda. These were offset by increased travel costs of \$11 million.

Movements in exchange rates reduced cost growth by \$5 million.

## **Income Tax Expense**

|                                      | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--------------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Income tax expense on profit         | 742                           | 630                           | 590                           | 18%                              | 26%                              |
| Effective tax rate                   | 29.1%                         | 28.0%                         | 27.5%                         |                                  |                                  |
| Income tax expense on cash profit(1) | 716                           | 636                           | 611                           | 13%                              | 17%                              |
| Effective tax rate (cash profit(1))  | 29.2%                         | 28.6%                         | 28.0%                         |                                  |                                  |

<sup>(1)</sup> Refer footnote 1 on page 11

## March 2006 half year compared to September 2005 half year

The Group s income tax expense increased by \$112 million to \$742 million resulting in an effective tax rate of 29.1%, an increase of 1.1% from the September 2005 half year. The March 2006 half year included the settlement of an ANZ National Bank warranty claim, which was non-taxable, and the September 2005 half year included the non-taxability of profit on sale of NBNZ Life and Funds Management businesses.

Adjusted for AIFRS 2005 adjustment and non-core items, income tax expense increased by \$80 million resulting in an effective tax rate of 29.2% an increase of 0.6% from the September 2005 half year. This increase reflects the run-off of certain New Zealand and Australian structured financing transactions and proportionately higher earnings in higher tax rate jurisdictions, predominately New Zealand.

## March 2006 half year compared to March 2005 half year

The Group s effective tax rate for the March 2006 half year increased 1.6% from the March 2005 half year.

Adjusted for AIFRS 2005 adjustment and non-core items, the effective tax rate increased 1.2% from the March 2005 half year. This increase reflects the run-off of certain New Zealand and Australia structured financing transactions, lower equity accounted earnings from INGA and PT Panin Bank and proportionately higher earnings in higher tax rate jurisdictions, predominantly New Zealand. The March 2005 half year included the non-taxable profit on sale of Sydney Futures Exchange shares.

#### Earnings per share

|  | Half<br>year<br>Mar 06 | Half<br>year<br>Sep 05 | Half<br>year<br>Mar 05 | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05 |
|--|------------------------|------------------------|------------------------|----------------------------------|-----------------------------|
| Earnings per share(1) (cents)                                |                        |                        |                        |                                  |                             |
| Basic  | 98.4                   | 86.3                   | 83.2                   | 14%                              | 18%                         |
| Diluted  | 96.1                   | 84.3                   | 80.6                   | 14%                              | 19%                         |
|  |                        |                        |                        |                                  |                             |
| Cash earnings per share                                      |                        |                        |                        |                                  |                             |
| Net profit attributable to shareholders of the Company (\$M) | 1,811.0                | 1,620.0                | 1,555.0                | 12%                              | 16%                         |
| Less: non-core items included in profit after tax(2) (\$M)   | (80)                   | 9                      | (2)                    | large                            | large                       |
| AIFRS 2005 Adjustments(2) (\$M)                              | N/A                    | (46)                   | 15                     | n/a                              | n/a                         |
| Cash Profit (\$M)  | 1,731                  | 1,583                  | 1,568                  | 9%                               | 10%                         |
| Preference share adjustments(3) (\$M)                        | (12)                   | (12)                   | (6)                    | 0%                               | 100%                        |
| Earnings adjusted for non-core items and AIFRS 2005          |                        |                        |                        |                                  |                             |
| adjustments (\$M)  | 1,719                  | 1,571                  | 1,562                  | 9%                               | 10%                         |
| Weighted average number of ordinary shares (M)               | 1,828.4                | 1,824.7                | 1,822.7                | 0%                               | 0%                          |
| Cash earnings per share (cents)                              | 94.0                   | 86.1                   | 85.7                   | 9%                               | 10%                         |

<sup>(1)</sup> Refer Note 6 for full calculation

(3) The EPS calculation excludes the Euro preference shares

Earnings per share increased 14.0% (12.1 cents) to 98.4 cents on the September 2005 half. Cash EPS for the Group increased 9.2% or 7.9 cents on the September 2005 half. The main drivers of the increase in cash EPS on the September 2005 half are:

Growth in continuing business profit before provisions contributed 5.4%

Reduction in the continuing businesses provision charge contributed 6.5%

Partly offset by headwinds, including non-continuing businesses (2.5%) and the dilution by the issuance of shares (-0.2%)

Earnings per share increased 18.3% (15.2 cents) on the March 2005 half. Cash EPS for the Group increased 9.7% or 8.3 cents on the March 2005 half. The main drivers of the increase in cash EPS on the March 2005 half are:

<sup>(2)</sup> Refer page 11

| Growth | in cont | tinuing | business | profit before | provisions | contributed | 10.3% |
|--------|---------|---------|----------|---------------|------------|-------------|-------|
|        |         |         |          |               |            |             |       |

Reduction in the continuing businesses provision charge contributed 2.3%

Partly offset by headwinds, including non-continuing businesses (2.6%) and the dilution by the issuance of shares (0.3%)

#### **Dividends**

|  | Half<br>year<br>Mar 06 | Half<br>year<br>Sep 05 | Half<br>year<br>Mar 05 | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Dividend per ordinary share (cents)          |                        |                        |                        |                                  |                                  |
| Interim (fully franked)                      | 56                     | n/a                    | 51                     | n/a                              | 10%                              |
| Final (fully franked)                        | n/a                    | 59                     | n/a                    | n/a                              | n/a                              |
|  |                        |                        |                        |                                  |                                  |
| Ordinary share dividend payout ratio (%)     | 56.9%                  | 68.4%                  | 61.3%                  |                                  |                                  |
| Net profit after tax (\$M)                   | 1,811                  | 1,620                  | 1,555                  | 12%                              | 16%                              |
| Non-core items(1) and AIFRS 2005 adjustments |                        |                        |                        |                                  |                                  |
| (\$M)  | (80)                   | (37)                   | 13                     | large                            | large                            |
| Cash(1) profit (\$M)                         | 1,731                  | 1,583                  | 1,568                  | 9%                               | 10%                              |
| Dividend payout ratio of cash(1) profit (%)  | 59.6%                  | 68.6%                  | 59.5%                  | 13%                              | 0%                               |

# (1) Refer footnote 1 on page 11

The Directors propose that an interim dividend of 56 cents be paid on each ordinary share, up 5 cents (9.8%) on the 2005 interim dividend broadly in line with the growth in Cash EPS (adjusted for non-core items and AIFRS 2005 adjustments). The proposed interim dividend will be fully franked.

The Group has a dividend reinvestment plan and a bonus option plan. Participation in these plans is limited to 50,000 shares in each plan. Election notices for these plans must be received by 5.00 pm (AEST) on the record date, namely, 19 May 2006. It is proposed that the interim dividend will be payable on 3 July 2006. Dividends payable to shareholders with a registered address in Great Britain (including the Channel Islands and the Isle of Man) and New Zealand will be converted to their local currency at ANZ s daily forward exchange rate at the close of business on the record date for value on the payment date.

The Group expects current timing differences will generate future franking credits and therefore the Group expects it will be able to maintain full franking for the foreseeable future.

#### **EVA Reconciliation**

One measure of shareholder value is EVA<sup>TM</sup> (Economic Value Added) growth relative to prior periods. EVA<sup>TM</sup> for the half year ended 31 March 2006 at \$1,013 million was up \$22 million on the half year ended 30 September 2005, and up \$93 million on the March 2005 half.

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|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| EVATM  |                               |                               |                               |                                  |                                  |
| Net profit after tax                         | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |
| AIFRS 2005 adjustments and non-core items(1) | (80)                          | (37)                          | 13                            | large                            | large                            |
| Cash Profit                                  | 1,731                         | 1,583                         | 1,568                         | 9%                               | 10%                              |
| Credit cost adjustment                       | (74)                          | 22                            | (26)                          | large                            | large                            |
| Economic profit                              | 1,657                         | 1,605                         | 1,542                         | 3%                               | 7%                               |
| Imputation credits                           | 313                           | 308                           | 286                           | 2%                               | 9%                               |
| Adjusted economic profit                     | 1,970                         | 1,913                         | 1,828                         | 3%                               | 8%                               |
| Cost of ordinary capital                     | (945)                         | (910)                         | (902)                         | 4%                               | 5%                               |
| Cost of preference share capital             | (12)                          | (12)                          | (6)                           | 0%                               | 100%                             |
| EVA <sup>TM</sup>                            | 1,013                         | 991                           | 920                           | 2%                               | 10%                              |

<sup>(1)</sup> Refer footnote 1 on page 11

EVA<sup>TM</sup> is a measure of risk adjusted accounting profit used for evaluating business unit performance and is a key factor in determining the variable component of remuneration packages. It is based on operating profit after tax, adjusted for non-core items, credit costs, the cost of capital, and imputation credits (measured at 70% of Australian tax). Of these, the major component is the cost of capital, which is calculated on the risk adjusted or economic capital at a rate of 11%. At the Group level, total capital is used so the cost of capital reflects the full resources provided by shareholders. The credit cost adjustment replaces the credit provision charge with economic loss provision after tax at the rate applicable in the relevant geography.

At ANZ, economic capital is equity allocated according to a business unit—s inherent risk profile. It is allocated for several risk categories including: credit risk, operating risk, interest rate risk, basis risk, mismatch risk, investment risk, trading risk deferred acquisition costs risk and other risk. The methodology used to allocate capital to business units for risk is designed to help drive appropriate risk management and business strategies.

#### Credit Risk

#### Individual provision charge

The individual provision charge was \$188 million, down \$18 million over the September 2005 half. This reduction results from lower single name provisions, especially in New Zealand as well as Esanda and UDC, partially offset by two larger single name provisions in Institutional. This was a strong result given the September 2005 half benefited from large write-backs in non-continuing businesses, due to sales and realisations of non-performing Power assets.

|                                      | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--------------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Individual provision charge          |                               |                               |                               |                                  |                                  |
| Personal Banking Australia           | 86                            | 87                            | 60                            | -1%                              | 43%                              |
| Institutional                        | 38                            | 11                            | 12                            | large                            | large                            |
| New Zealand Businesses               | 6                             | 65                            | 26                            | -91%                             | -77%                             |
| Corporate Australia                  | 20                            | 18                            | 23                            | 11%                              | -13%                             |
| Esanda and UDC                       | 35                            | 48                            | 24                            | -27%                             | 46%                              |
| Asia Pacific                         | 6                             | 7                             | 17                            | -14%                             | -65%                             |
| Non-continuing businesses            | (3)                           | (30)                          | (11)                          | -90%                             | -73%                             |
| Individual provision charge          | 188                           | 206                           | 151                           | -9%                              | 25%                              |
| AIFRS 2005 adjustments(1)            | N/A                           |                               |                               | n/a                              | n/a                              |
| Individual/specific provision charge | 188                           | 206                           | 151                           | -9%                              | 25%                              |

#### Collective (general) provision charge

Collective (general) provision charges were \$36 million, down \$54 million over the September 2005 half or \$83 million on a comparable basis after AIFRS 2005 adjustments. The reduction over the half was largely driven by improved risk profiles in Institutional, Corporate and New Zealand, a benign credit environment, as well as a partial unwind across all business units of non-customer specific provisions held for oil price risk. Partially offsetting this was some increase for growth and the strategic risk mix change in Personal Banking Australia towards lower rate cards and declining secondhand car prices in Esanda. The increase in the September 2005 half was driven by growth and a \$68 million top up for non-customer specific oil price risk, partially offset by a modest improvement in the Group s overall profile.

|                                       | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---------------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Collective (general) provision charge |                               |                               |                               |                                  |                                  |
| Personal Banking Australia            | 31                            | 46                            | 43                            | -33%                             | -28%                             |
| Institutional                         | (5)                           | 19                            | 9                             | large                            | large                            |
| New Zealand Businesses                | (3)                           | 24                            | 26                            | large                            | large                            |
| Corporate Australia                   | 2                             | 28                            | 22                            | -93%                             | -91%                             |
| Esanda and UDC                        | 14                            | 19                            | 18                            | -26%                             | -22%                             |
| Asia Pacific                          | 2                             | 6                             | 4                             | -67%                             | -50%                             |
| Non-continuing businesses             | (5)                           | (23)                          | (33)                          | -78%                             | -85%                             |

| Collective provision charge           | 36  | 119  | 89  | -70% | -60% |
|---------------------------------------|-----|------|-----|------|------|
| AIFRS 2005 adjustments(1)             | N/A | (29) | 44  | n/a  | n/a  |
| Collective (general) provision charge | 36  | 90   | 133 | -60% | -73% |

(1) Refer footnote 1 on page 11

#### Collective (general) provision balance

The collective provision balance at 31 March 2006 was \$1,903 million (0.83% of risk weighted assets), a decrease of \$264 million from the general provision balance of \$2,167 million (0.99% of risk weighted assets) at 30 September 2005. This represents a surplus of \$237 million over the APRA minimum guideline. The reduction in balance results from the first time adoption of AIFRS on 1 October 2005.

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Provision for credit impairment charge      |                               |                               |                               |                                  |                                  |
| Personal Banking Australia                  | 117                           | 133                           | 103                           | -12%                             | 14%                              |
| Institutional                               | 33                            | 30                            | 21                            | 10%                              | 57%                              |
| New Zealand Businesses                      | 3                             | 89                            | 52                            | -97%                             | -94%                             |
| Corporate Australia                         | 22                            | 46                            | 45                            | -52%                             | -51%                             |
| Esanda and UDC                              | 49                            | 67                            | 42                            | -27%                             | 17%                              |
| Asia Pacific                                | 8                             | 13                            | 21                            | -38%                             | -62%                             |
| Non-continuing businesses                   | (8)                           | (53)                          | (44)                          | -85%                             | -82%                             |
| Core provision for credit impairment charge | 224                           | 325                           | 240                           | -31%                             | -7%                              |
| AIFRS 2005 adjustments(1)                   |                               | (29)                          | 44                            | -100%                            | -100%                            |
| Provision for credit impairment charge      | 224                           | 296                           | 284                           | -24%                             | -21%                             |

## (1) Refer footnote 1 page 11

#### **Economic loss provisions (ELP)**

With effect from 1 October 2005 the Group has adopted an incurred loss approach to credit loss provisioning as required by AASB 139: Financial Instruments: Recognition and Measurement . Prior to that date the Group had adopted an economic loss provisioning (ELP) methodology that recognised an expense for credit losses based on the expected long term loss ratio for each part of the loan portfolio.

Management believe that disclosure of ELP data will assist readers in determining the longer term expected loss rates on the lending portfolio as ELP removes the volatility in reported earnings created by the use of an incurred loss methodology. ANZ will continue to use the ELP methodology internally for economic value added (EVA) reporting and as another factor when determining the dividend payout ratio.

The Group economic loss provision charge (ELP) was \$334 million, an increase of \$38 million (13%) over the half year to September 2005. This increase was driven by growth and the strategically planned risk mix shift in Consumer Finance and slightly higher expected losses in Esanda due to a decrease in the realisable value of motor vehicles in default.

|                            | % of<br>Group Net<br>Advances | Half<br>year<br>Mar 06 | Half<br>year<br>Sep 05 | Half<br>year<br>Mar 05 |
|----------------------------|-------------------------------|------------------------|------------------------|------------------------|
| ELP rates by segment(1)    |                               |                        |                        |                        |
| Personal Banking Australia | 44%                           | 0.22%                  | 0.21%                  | 0.19%                  |
| Institutional              | 18%                           | 0.32%                  | 0.30%                  | 0.31%                  |
| New Zealand Businesses     | 22%                           | 0.17%                  | 0.17%                  | 0.18%                  |
| Corporate Australia        | 9%                            | 0.32%                  | 0.32%                  | 0.32%                  |
| Esanda and UDC             | 6%                            | 0.49%                  | 0.44%                  | 0.45%                  |
| Asia Pacific               | 1%                            | 1.58%                  | 1.38%                  | 1.40%                  |
| Non-continuing businesses  | 0%                            | 0.46%                  | 0.18%                  | 0.26%                  |
| Total                      | 100%                          | 0.26%                  | 0.25%                  | 0.26%                  |

**ELP charge (\$million)** 334 296 284

(1) ELP rate = Annualised economic loss provisioning divided by average net lending assets

25

#### Gross impaired loans

Gross impaired loans increased to \$726 million, up \$84 million from \$642 million as at 30 September 2005. This increase was largely driven by two new accounts in Institutional and a small increase in Mortgages. Offsetting this were strong realisations and a falling exchange rate in New Zealand, plus strong realisations in non-continuing businesses.

The default rate (new impaired loans/average gross lending assets) has increased 1 basis point since September 2005 half. This increase was also largely the result of higher new impaired loans in Institutional, offset by lower new impaired loans in New Zealand.

|                            | As at<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | As at<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|----------------------------|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Gross impaired loans       |                        |                        |                        |                                  |                                  |
| Personal Banking Australia | 57                     | 48                     | 37                     | 19%                              | 54%                              |
| Institutional              | 352                    | 189                    | 215                    | 86%                              | 64%                              |
| New Zealand Businesses     | 116                    | 162                    | 81                     | -28%                             | 43%                              |
| Corporate Australia        | 90                     | 85                     | 120                    | 6%                               | -25%                             |
| Esanda and UDC             | 82                     | 79                     | 78                     | 4%                               | 5%                               |
| Asia Pacific               | 21                     | 35                     | 36                     | -40%                             | -42%                             |
| Non-continuing businesses  | 8                      | 44                     | 73                     | -82%                             | -89%                             |
| Total gross impaired loans | 726                    | 642                    | 640                    | 13%                              | 13%                              |

# Net impaired loans

Net impaired loans are \$421 million (Sep 2005: \$386 million; Mar 2005: \$326 million) representing 2.2% of shareholders equity as at 31 March 2006 (Sep 2005: 2.0%; Mar 2005: 1.7%). The Group has an individual provision coverage ratio of 42%.

|                               | As at<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | As at<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|-------------------------------|------------------------|------------------------|------------------------|----------------------------------|----------------------------------|
| Net impaired loans            |                        |                        |                        |                                  |                                  |
| Personal Banking Australia    | 24                     | 19                     | 15                     | 26%                              | 60%                              |
| Institutional                 | 249                    | 123                    | 114                    | large                            | large                            |
| New Zealand Businesses        | 64                     | 101                    | 35                     | -37%                             | 83%                              |
| Corporate Australia           | 30                     | 38                     | 54                     | -21%                             | -44%                             |
| Esanda and UDC                | 39                     | 40                     | 43                     | -3%                              | -9%                              |
| Asia Pacific                  | 8                      | 21                     | 14                     | -62%                             | -43%                             |
| Non-continuing businesses     | 7                      | 45                     | 52                     | -84%                             | -87%                             |
| AIFRS 2005 adjustments        |                        | (1)                    | (1)                    | -100%                            | -100%                            |
| Total net impaired loans      | 421                    | 386                    | 326                    | 9%                               | 29%                              |
| Individual provision coverage | 42%                    | 40%                    | 49%                    |                                  |                                  |

#### Market Risk

Below are aggregate Value at Risk (VaR) exposures at 97.5% and 99% confidence levels covering both physical and derivatives trading positions for the Bank s principal trading centres. Figures are converted from USD at closing exchange rates.

## 97.5% confidence level 1 day holding period

|                                   | As at<br>Mar 06<br>\$M | High for<br>period<br>Mar 06<br>\$M | Low for<br>period<br>Mar 06<br>\$M | Ave for<br>period<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | High for period Sep 05(1) \$M | Low for period Sep 05(1) \$M | Ave for period Sep 05(1) \$M |
|-----------------------------------|------------------------|-------------------------------------|------------------------------------|------------------------------------|------------------------|-------------------------------|------------------------------|------------------------------|
| Value at risk at 97.5% confidence |                        |                                     |                                    |                                    |                        |                               |                              |                              |
| Foreign exchange                  | 1.1                    | 1.9                                 | 0.4                                | 0.9                                | 0.8                    | 1.7                           | 0.3                          | 1.0                          |
| Interest rate                     | 1.3                    | 2.3                                 | 0.5                                | 1.2                                | 1.2                    | 1.8                           | 0.2                          | 0.9                          |
| Credit Spread                     | 1.6                    | 1.7                                 | 0.8                                | 1.2                                | 0.8                    | 1.5                           | 0.6                          | 1.0                          |
| Diversification benefit           | (2.3)                  | n/a                                 | n/a                                | (1.5)                              | (1.2)                  | n/a                           | n/a                          | (1.2)                        |
| Total VaR                         | 1.7                    | 3.2                                 | 0.9                                | 1.8                                | 1.6                    | 2.7                           | 0.8                          | 1.7                          |

## 99% confidence level 1 day holding period

|                                 | As at<br>Mar 06<br>\$M | High for<br>period<br>Mar 06<br>\$M | Low for<br>period<br>Mar 06<br>\$M | Ave for<br>period<br>Mar 06<br>\$M | As at<br>Sep 05<br>\$M | High for<br>period<br>Sep 05(1)<br>\$M | Low for period Sep 05(1) \$M | Ave for period Sep 05(1) \$M |
|---------------------------------|------------------------|-------------------------------------|------------------------------------|------------------------------------|------------------------|--|------------------------------|------------------------------|
| Value at risk at 99% confidence |                        |                                     |                                    |                                    |                        |  |                              |                              |
| Foreign exchange                | 1.3                    | 2.2                                 | 0.3                                | 1.1                                | 0.9                    | 2.1                                    | 0.3                          | 1.1                          |
| Interest rate                   | 1.7                    | 2.6                                 | 0.5                                | 1.4                                | 1.7                    | 2.7                                    | 0.2                          | 1.3                          |
| Credit Spread                   | 2.9                    | 3.1                                 | 1.4                                | 2.3                                | 1.4                    | 2.4                                    | 1.0                          | 1.6                          |
| Diversification benefit         | (3.5)                  | n/a                                 | n/a                                | (2.3)                              | (1.8)                  | n/a                                    | n/a                          | (1.7)                        |
| Total VaR                       | 2.4                    | 4.0                                 | 1.2                                | 2.5                                | 2.2                    | 3.5                                    | 1.0                          | 2.3                          |

<sup>(1)</sup> Numbers are based on half year period

The table below shows all outstanding revenue hedges, interest income earned and fair value of these hedges.

## Revenue related cash flow hedges

31 March 2006

**30 September 2005(2)** 

|                       | Notional<br>Principal<br>Amount<br>\$M | Amount<br>taken to<br>Income<br>\$M | Unrealised Gains / (Losses) \$M | Notional<br>Principal<br>Amount<br>\$M | Amount<br>taken to<br>Income<br>\$M | Unrealised<br>Gains /<br>(Losses)<br>\$M |
|-----------------------|--|-------------------------------------|---------------------------------|--|-------------------------------------|--|
| USD Revenue Hedges    |  |                                     |                                 |  | 8                                   |  |
| NZD Revenue Hedges(1) | 3,776                                  | (3)                                 | 204                             | 3,957                                  | (16)                                | 41                                       |
| Total                 | 3,776                                  | (3)                                 | 204                             | 3,957                                  | (8)                                 | 41                                       |

<sup>(1)</sup> Notional principal amount for March 2006 is \$3,131 million purchased and \$645 million sold contracts from partial close out of hedge. The net open position is \$2,486 million. Revenue hedges are treated as cash flow hedges

# (2) Numbers are based on half year period

The Group uses a variety of derivative instruments to hedge against the adverse impact on future offshore revenue streams from exchange rate movements. As at 31 March 2006 ANZ had net \$2.5 billion (Sep 2005: \$4.0 billion; Mar 2005: \$3.9 billion) hedge contracts in place.

Movements in average exchange rates resulted in an increase of \$5 million in the Group s profit after tax (net of profit and loss on revenue hedges). Earnings from revenue hedges increased by \$5 million (before tax) from the September half. Hedge revenue is booked in the Group Centre as interest income.

#### **Balance Sheet**

Total assets increased by \$21.3 billion (7%) since 30 September 2005 to \$319.4 billion. Exchange rate movements accounted for a net reduction of \$3.6 billion consisting of a reduction of \$4.7 billion in New Zealand partly offset by a \$1.2 billion increase in Overseas Markets. Excluding the impact of exchange rate movements, total assets increased \$17.3 billion (9%) in Australia, \$8.3 billion (11%) in New Zealand, \$1.2 billion (12%) in Asia Pacific and \$0.2 billion (2%) in other geographies.

The explanations in the table below describe movements in the major asset classes.

Liquid assets 20% (Excl Exchange Rates 19%)

Liquid assets increased by \$2.3 billion to \$13.9 billion at 31 March 2006.

Australia increased \$1.1 billion mainly in Group Treasury. New Zealand increased \$0.7 billion, despite the weakening NZD, with increased liquidity held by Treasury. Overseas Markets increased \$0.5 billion due to a weakening AUD (+\$0.3 billion) and increased liquid assets in China and the Treasury operations in New York.

Due from other financial institutions 31% (Excl Exchange Rates 31%)

Due from other financial institutions increased by \$2.0 billion to \$8.3 billion at 31 March 2006 due largely to increase in volume of interbank lending, bank overdrafts, securities borrowing volumes in Institutional Australia and interbank lending in the Treasury operations in Singapore, New Zealand and the United States.

**Derivatives** 101% (Excl Exchange Rates 104%)

Derivative assets increased \$3.8 billion to \$7.5 billion at 31 March 2006 driven principally by increased volatility in exchange rates, notably the significant depreciation in the AUD and NZD during March 2006 and increased trading activity. Derivative liabilities increased 45%, also driven by exchange rates.

Trading securities 39% (Excl Exchange Rates 40%)

Trading securities volumes increased \$2.4 billion to \$8.7 billion at 31 March 2006 due largely to more active trading in Institutional in Australia (\$1.8 billion) and New Zealand (\$0.5 billion).

Available-for-sale assets 32% (Excl Exchange Rates 31%, excl Exchange Rates and AIFRS 2005 Adjustment 18%)

Available-for-sale assets include assets previously classified as investment securities and loans and advances and other assets that are available-for-sale. These assets are measured at fair value. Available-for-sale asset volumes increased \$3.2 billion to \$13.3 billion at 31 March 2006 due to the reclassification of \$1.1 billion assets from net loans and advances and other assets on 1 October 2005 on adoption of AIFRS and an increase in available-for-sale loans in Institutional Australia. Increased liquidity holdings in overseas markets have offset reduced levels of available-for-sale securities in New Zealand where a greater proportion of the liquidity portfolio were reported as trading securities.

Net loans and advances 4% (Excl Exchange Rates 5%)

Net loans and advances increased \$9.1 billion since September 2005 to \$241.5 billion. Excluding the impact of exchange rate movements (-\$3.2 billion) and the impact of adopting AIFRS (-\$1.3 billion resulting from changes in credit provisioning and the reclassification to available-for-sale), the increase was \$13.6 billion (6%).

Growth in Australia was 5% (\$8.6 billion). After adjusting 2005 to a fully comparable AIFRS basis growth was \$9.5 billion (6%) largely the result of increases in the following businesses:

Personal Banking Australia (6% or \$6.5 billion), predominantly in Mortgages (\$5.4 billion) as a result of growth in housing loans. Consumer Finance increased \$0.6 billion, reflecting the success of the low rate MasterCard product, and Regional Commercial and Agribusiness Products grew \$0.3 billion.

Institutional Australia (6% or \$1.5 billion) largely in Corporate and Structured Financing (\$0.9 billion) due to increased project finance and structured debt activity. Debt Products Group increased \$0.3 billion driven by increased demand for funding of mergers and acquisition activity, and volumes in Trade and Transaction Services increased \$0.2 billion as a result of growth in overdrafts.

Corporate Australia (5% or \$1.1 billion) largely in Business Banking (\$0.6 billion) driven by continued investment in frontline staff and process simplification, the industry specialisation approach to customers and a competitive customer service proposition, and Corporate banking (\$0.5 billion).

Esanda (3% or \$0.4 billion) with solid new business writings partly offset by the natural run-off of assets.

New Zealand reduced by \$0.2 billion; however, after excluding the impact of exchange rates and impact of adopting AIFRS, growth was \$3.7 billion, or 6%, with increases in National Bank Retail (\$1.1 billion), ANZ Retail (\$1.0 billion), Rural Banking (\$0.6 billion), Institutional (\$0.2

billion) and Corporate Banking (\$0.9 billion) partly offset by a \$0.3 billion reduction in non-continuing businesses. Overseas Markets grew by \$0.6 billion (7%). After excluding the impact of exchange rate movements and the impact of adopting AIFRS on 1 October 2005 growth was \$0.4 billion (5%) in Asia Pacific (\$0.2 billion) and the north west Institutional operations (\$0.2 billion).

Customer's liability for acceptance 2% (Excl Exchange Rates 2%)

Customer s liability for acceptance increased by \$0.2 billion to \$13.7 billion at 31 March 2006 with growth in Institutional Australia (\$0.1 billion) and Asia (\$0.1 billion).

All other assets 12% (Excl Exchange Rates 10%)

Other assets reduced \$1.7 billion due mainly to lower trade dated asset volumes in Institutional.

28

Total liabilities increased by \$22.0 billion (8%) from 30 September 2005. Exchange rate movements accounted for a net reduction of \$2.6 billion consisting of a \$4.1 billion reduction in New Zealand offset by a \$1.5 billion reduction in Overseas Markets.

The explanations in the table below describe movements in the major liability classes.

**Due to other financial institutions** 11% (Excl Exchange Rates 10%)

Due to other financial institutions increased \$1.3 billion to \$13.3 billion at 31 March 2006.

Volumes in Australia increased \$1.9 billion principally in the Markets business in Institutional with increased interbank repo activity. Excluding exchange rate movements New Zealand reduced \$0.6 billion largely in Structured Finance.

Deposits and other borrowings 3% (Excl Exchange Rates 5%)

Deposits and other borrowings increased \$6.5 billion to \$196.9 billion at 31 March 2006. Exchange rate movements reduced deposits and other borrowings by \$2.1 billion with a \$3.3 billion reduction in New Zealand partly offset by a \$1.2 billion reduction in Overseas Markets. Excluding exchange rate movements:

Australia increased \$2.7 billion (2%) largely as a result of increases in the following businesses:

Treasury funding reduced \$1.9 billion with a reduced requirement for short-term domestic funding with increased term debt issuance and higher offshore commercial paper funding.

Personal Banking Australia increased \$2.6 billion mainly due to growth in high yielding term deposit and cash management account products.

Institutional increased \$0.5 billion with increased funding in Markets, Corporate and Structured Financing and Debt Product group, partly offset by a slight reduction in corporate deposits in Trade and Transaction Services.

Corporate Australia increased \$0.9 billion, with strong growth across all segments.

Esanda increased \$0.6 billion to fund asset growth.

New Zealand increased \$1.5 billion (3%), largely in Institutional (\$2.7 billion), National Bank retail (\$0.6 billion) ANZ Retail (\$0.4 billion) and Corporate Banking (\$0.6 billion) partly offset in Treasury (-\$2.8 billion) with increased term funding allowing a reduction in shorter term commercial paper and certificate of deposit funding.

Overseas Markets increased by \$4.9 billion largely due to increased commercial paper issuance by ANZ Delaware (\$3.4 billion) and the requirement to fund balance sheet growth.

Payables and other liabilities 27% (Excl Exchange Rates 30%)

Payables and other liabilities increased \$2.1 billion (27%) to \$9.7 billion at 31 March 2006 with an increase in securities lending volumes in Institutional.

Derivatives 45% (Excl Exchange Rates 49%)

Derivative liabilities increased \$1.9 billion to \$6.1 billion at 31 March 2006. The increase is driven by increased volatility in exchange rates, principally the significant movement in the NZD during March and increased trading activities. The movement is consistent with the movement in Derivative assets

Bonds and Notes 20% (Excl Exchange Rates 14%)

Bonds and notes increased \$7.9 billion to \$46.9 billion at 31 March 2006. Excluding exchange rate movements, bonds and notes increased by \$5.5 billion in response to increased term funding requirements.

Loan Capital 22% (Excl Exchange Rates 18%)

Loan capital increased \$2.0 billion to \$11.1 billion at 31 March 2006 in response to term funding requirements and the reclassification of ANZ StEPS from equity to debt on adoption of AIFRS on 1 October 2005.

#### **Capital Management**

|            | As at<br>Mar 06 | As at<br>Sep 05 | As at<br>Mar 05 |
|------------|-----------------|-----------------|-----------------|
| Tier 1     | 6.8%            | 6.9%            | 7.0%            |
| Tier 2     | 4.0%            | 3.9%            | 3.6%            |
| Deductions | (0.4)%          | (0.3)%          | (0.3)%          |
| Total      | 10.4%           | 10.5%           | 10.3%           |
| ACE        | 5.0%            | 5.1%            | 5.1%            |
| RWA \$m    | 230,653         | 219,573         | 209,524         |

#### **ACE Ratio**

The ACE ratio at 5.0% remains at the upper end of the Group s targeted capital range. During the period, ACE ratio declined 9 basis points principally due to:

net profit excluding preference share dividends of \$1.8 billion (+82 basis points);

ordinary share dividend commitments of \$1.0 billion (-47 basis points);

buy-back of ordinary equity of \$146 million (-7 basis points) being offset by share issues of \$179 million (+8 basis points) through the Bonus Option Plan, Dividend Reinvestment Plan, option conversions and issues to staff;

increase in risk weighted assets, excluding the impact of exchange rate movements (-30 basis points);

increase in investment/profit retention in funds management businesses and associates (-12 basis points); and exchange rate movements and opening AIFRS adjustments had an immaterial impact.

#### **Hybrid Capital and Tier 1 Capital**

The Group raises hybrid capital to supplement the Group s ACE capital to further strengthen the Group s capital base and ensure compliance with APRA s prudential capital requirements, principally its Tier 1 capital requirements.

At 31 March 2006 the Group had three Hybrid Capital instruments on issue:

#### **Hybrid Capital details**

|                                  | ANZ StEPS       | <b>US Stapled Trust Security</b> | Euro Hybrid    |
|----------------------------------|-----------------|----------------------------------|----------------|
| Amount (in issue currency)       | \$1,000 million | USD1,100 million                 | 500 million    |
| Accounting classification        | Debt            | Debt                             | Equity         |
| Regulatory (APRA) classification | Tier 1          | Tier 1                           | Tier 1         |
| March 2006 balance               | \$1,000 million | \$1,536 million                  | \$871 million  |
| Interest rate                    | BBSW +1.00%     | Tranche 1 Coupon: 4.48%          | Euribor +0.66% |
|                                  |                 | Tranche 2 Coupon: 5.36%          |                |

On adoption of AIFRS on 1 October 2005 the ANZ StEPS issue was reclassified from equity to debt, however, it continues to be classified as Tier 1 capital for regulatory purposes.

#### **Buy-Back of Ordinary Equity**

The Group commenced an on-market buy-back of \$350 million of ordinary equity on 10 January 2005. The buy-back was completed 14 March 2006 with the Group repurchasing 15.7 million shares at an average cost of \$22.26 per share. Shares repurchased for the current half-year was 6.1 million shares at an average cost of \$24.02 per share, totalling \$146 million.

## Prudential Issues - APRA s proposals on AIFRS changes and Tier 1 hybrid capital

APRA has recently released several announcements concerning the development of the prudential capital standards that will be adopted on 1 July 2006 post the adoption of AIFRS. The final format and content of these standards are still subject to on-going discussions between APRA and the financial industry.

#### AIFRS and capital deductions

In November 2005, APRA issued draft prudential standards and guidance notes outlining the proposed prudential capital treatment of various adjustments arising from the adoption of AIFRS. This statement was supplemented in March 2006 with the issue of a statement dealing with Capitalised Software Costs. Based upon these statements and discussions to date with APRA, the issues that most affect ANZ are:

APRA introduced transition rules requiring ADIs to report their prudential capital ratios up until 1 July 2006 based upon AGAAP existing at 30 September 2005, unless otherwise agreed with APRA. ANZ has agreed alternative arrangements with APRA and is reporting capital ratios based upon its financial statements subject to reversing the impact of recognising deferred pension liabilities, deferred fee revenue and cash flow hedge accounting of derivatives. At 1 October 2005 the impact on ACE capital of the various AIFRS adjustments, net of the transitional rules, was a reduction of \$48 million.

## Effective 1 July 2006:

The transitional rules agreed with APRA will cease and a deduction for the pension liability (\$91 million as at 31 March 2006) will be required to be taken; and

Capitalised Software Costs are classified as an intangible asset under AIFRS and APRA has indicated that they be taken as a Tier 1 deduction. At 31 March 2006 ANZ had \$384 million of capitalised software costs (before tax).

APRA introduced further transitional rules in their April 2006 statement on Tier 1 Capital and Securitisation, where ADIs will calculate the impact of AIFRS on their capital base at 1 July 2006, and this amount, the IFRS transitional adjustment , will be added back to an ADIs capital base between 1 July 2006 and 1 January 2008. The IFRS transitional adjustment will effectively defer any adverse impact from adopting AIFRS accounting until introduction of BASEL II. ANZ is in discussion with APRA on this issue; based upon the items outlined above, ANZ would anticipate an add back to capital of approximately \$500 million as an IFRS transitional adjustment .

#### Tier 1 Capital and Securitisation

In April 2006, APRA issued draft prudential standards and guidance notes outlining what instruments and items will qualify for Tier 1 and Tier 2 capital, including sub-categories therein for hybrid Tier 1, Lower and Upper Tier 2. Material changes from the existing prudential standards are:

Introduction of a sub-category of Tier 1 capital being Fundamental Tier 1 which includes most components of shareholders equity, excluding hybrid Tier 1 instruments. This sub-category must be at least 75% of net Tier 1, which

effectively reduces the level of hybrid Tier 1 capital (Residual Tier 1) to 25% of net Tier 1 - previously it was 25% of Tier 1 before deductions.

Splitting hybrid Tier 1 into two sub-categories, Innovative and Non-Innovative Tier 1, with limits of 15% and 10% of net Tier 1 respectively. Transition rules will be available to ADI s up until January 2010 if the ADI is above these limits when first measured on 1 January 2008 based upon hybrid Tier 1 instruments on issue at 31 August 2005 (subject to certain conditions being met).

The Non-Innovative category is a new classification covering instruments that have the characteristics of non-cumulative, irredeemable preference shares without innovative capital features .

ANZ believes that its existing hybrid Tier 1 instruments will be classified as Innovative and as such ANZ expects that it will be applying for the transitional relief contemplated in the draft standard.

#### **ANZ National Bank - Integration**

The integration program that began in 2004 has been completed during the half. The key achievements in this half have been:

Transfer from Australia to New Zealand of the location and operation of ANZ Retail and related systems and functions to complete compliance with Reserve Bank of New Zealand (RBNZ) Conditions of Registration 13(i)

Completion of the successful migration to ANZ Group systems in Institutional, and Corporate Banking

Transition of all New Zealand processes and systems to Business-As-Usual management.

The integration objectives have been successfully achieved:

Business integration is complete. This has delivered integration of organisational and management structures, processes, systems, and premises for Institutional, Corporate Banking, Rural Banking, Retail Banking support functions, head office and central support functions which has facilitated:

establishing a common platform for future growth initiatives and further transformation of support services

growing our Institutional businesses under the ANZ brand

maintaining separately branded Retail and Corporate Banking businesses

strengthening our Rural banking business primarily under National Bank brand

merging and rationalising head office and support functions

aligning, to the extent possible, ANZ National and ANZ technology systems and functions.

Compliance with RBNZ Conditions of Registration 13(i) relating to location and operation of domestic systems in New Zealand. This delivered the transfer of ANZ Retail, HR/Payroll, and General Ledger systems to New Zealand, the augmentation of New Zealand-based IT support staff, and establishment of certain new New Zealand-based business functions

Customer satisfaction and retention targets have been achieved - revenue attrition relating to integration activities has continued to track favourably against estimates

Staff engagement has been achieved, and a single enterprise agreement has been established

Realisation of integration synergies has tracked in line with expectations.

Integration has successfully delivered a major program for ANZ National Bank:

30 workstreams comprising approximately 150 individual projects have progressed successfully in line with plans

Around 1300 system changes have been successfully implemented

At its peak over 600 staff were contributing to the program

126 property relocations were implemented

Project execution has been completed substantially by the ambitious target of December 2005, with the final major deliverables completed in February 2006.

The RBNZ finalised its Outsourcing Policy in January 2006. The Policy addresses the location and management of so called core functions requiring ANZ National Bank to maintain continuity of core functions - settlement, clearance, payment and risk position management - particularly in a stress or failure situation. Discussions continue with the RBNZ on outlining ANZ National Bank s approach to compliance with the Policy.

As the full impact of RBNZ requirements under the Conditions of Registration were clarified, the total cost of integration increased. The total cost of integration has been NZD239 million, in line with the estimate of NZD240 million advised in October 2005 and a modest increase on the original estimate of NZD220 million. Of this amount, approximately 5% has been met by a restructuring charge included in the calculation of goodwill; a further 10% relates to expenditure on equipment that has been capitalised and 22% relates to the cost of existing resources. Integration costs of NZD9 million were incurred in 2004, with the majority of integration costs of NZD139 million incurred in 2005. Expenditure of NZD51 million was incurred in this first half of 2006. These costs related primarily to systems and technology integration and non-branch expenses, with NZD46 million incurred in meeting RBNZ requirements, NZD19 million expenditure on integrating essential technology infrastructure and NZD174 million expenditure on the core business program of integration.

Revenue attrition relating to integration activities has continued to track favourably against expectations, with little attrition evident, and has stabilised at NZD34 million per annum. The cost synergies and revenue benefits, net of NZD12 million cost increase impact of RBNZ requirements, have increased to an estimated NZD120 million in 2007 (cost synergies NZD70 million and revenue synergies NZD50 million, with additional cost synergies identified.

## ING Australia performance

The results in the table below show the performance of INGA on a fully comparable AIFRS basis, other than the half year to March 2005 which adopts AIFRS from 1 January 2005 (i.e. commencement of INGA s financial year). In addition, the results have been restated to exclude net profits from the New Zealand business that INGA sold in September 2005; these are included in New Zealand Businesses.

|   | Note | Half<br>year<br>Mar 0 6<br>\$M | Half<br>year<br>Sep 0 5<br>\$M | Half<br>year<br>Mar 0 5<br>\$M | Movt<br>Mar 0 6<br>v . Sep<br>05<br>% | Movt<br>Mar 0 6<br>v . Mar<br>05<br>% |
|---|------|--------------------------------|--------------------------------|--------------------------------|---------------------------------------|---------------------------------------|
| Funds management income                               |      | 208                            | 191                            | 177                            | 9%                                    | 18%                                   |
| Life Risk Income                                      |      |                                |                                |                                |                                       |                                       |
| - planned margin                                      |      | 89                             | 85                             | 83                             | 5%                                    | 7%                                    |
| - experience variation                                | 1    | 33                             | 25                             | 27                             | 32%                                   | 22%                                   |
|   | -    | 122                            | 110                            | 110                            | 11%                                   | 11%                                   |
| Total Income  |      | 330                            | 301                            | 287                            | 10%                                   | 15%                                   |
| Funds management expenses                             |      | (136)                          | (125)                          | (128)                          | 9%                                    | 6%                                    |
| Life risk expenses                                    |      | (64)                           | (39)                           | (45)                           | 64%                                   | 42%                                   |
| Remediation Expenses                                  | 2    | (24)                           | (23)                           | (15)                           | 4%                                    | 60%                                   |
| Tax on operating profit                               | 3    | (18)                           | (32)                           | (15)                           | -44%                                  | 20%                                   |
| Operating profit after tax, before capital investment |      |                                |                                |                                |                                       |                                       |
| earnings  |      | 88                             | 82                             | 84                             | 7%                                    | 5%                                    |
| Capital investment earnings after tax                 |      | 28                             | 63                             | 70                             | -56%                                  | -60%                                  |
| Profit after tax                                      |      | 116                            | 145                            | 154                            | -20%                                  | -25%                                  |
| ANZ s Share of INGA earnings @ 49%                    |      | 57                             | 71                             | 76                             | -20%                                  | -25%                                  |
| ANZ s Share of INGA earnings @ 49%                    |      |                                |                                |                                |                                       |                                       |
| JV operating profit                                   |      | 43                             | 40                             | 41                             | 8%                                    | 5%                                    |
| JV capital investment earnings                        |      | 14                             | 31                             | 35                             | -55%                                  | -60%                                  |
|   |      | 57                             | 71                             | 76                             | -20%                                  | -25%                                  |
| ANZ capital Hedges                                    |      |                                | (10)                           | (11)                           |                                       |                                       |
| Net Funding   |      | 1                              |                                | 2                              |                                       |                                       |
| Net Return to ANZ                                     | 4    | 58                             | 61                             | 67                             | -5%                                   | -13%                                  |
| Performance measures                                  |      |                                |                                |                                |                                       |                                       |
| Carrying value of investment (\$M)                    | 5    | 1,407                          | 1,392                          | 1,404                          |                                       |                                       |
| ANZ return on investment                              | 5    | 8.1%                           | 10.2%                          | 10.8%                          |                                       |                                       |
| Available for Sale reserve (ANZ share) (\$M)          |      | 14                             | 8                              | 12                             |                                       |                                       |
| Value of new business                                 | 6    | 34                             | 33                             | 29                             |                                       |                                       |
| Cost to Income  | 7    | 60%                            | 58%                            | 59%                            |                                       |                                       |
| Funds management                                      |      |                                |                                |                                |                                       |                                       |
| Retail & mezzanine funds under management (c/bal      |      |                                |                                |                                |                                       |                                       |
| \$M)  |      | 33,731                         | 31,696                         | 29,390                         | 6%                                    | 15%                                   |
| Net retail & mezzanine flows (\$M)                    |      | 415                            | 216                            | 259                            | 92%                                   | 60%                                   |
| Life risk   |      | ~~~                            | 40.5                           |                                | 0.61                                  |                                       |
| Total in -force (\$M)                                 |      | 536                            | 496                            | 482                            | 8%                                    | 11%                                   |
| New premiums (\$M)                                    |      | 65                             | 62                             | 53                             | 5%                                    | 23%                                   |

|  |   |         | In    | Out-    | Other |         |
|--|---|---------|-------|---------|-------|---------|
| Funds management growth (Retail & mezzanine) |   | Mar 0 6 | flows | flows   | Flows | Sep 0 5 |
| OneAnswer                                    | 8 | 12,861  | 1,890 | (1,080) | 597   | 11,454  |
| Other Personal Investment                    |   | 9,381   | 247   | (837)   | 482   | 9,489   |
| Mezzanine                                    |   | 2,466   | 249   | (316)   | 108   | 2,426   |
| Employer Super                               |   | 9,023   | 837   | (574)   | 433   | 8,327   |
| Total  |   | 33,731  | 3,223 | (2,807) | 1,620 | 31,696  |

- (1) Experience gains or losses arise where actual outcomes differ from valuation methods and assumptions
- (2) Remediation expenses represent costs incurred in rectifying historical unit pricing errors and fully compensating customers
- (3) Transitional tax relief for life insurance companies discontinued with effect from 1 July 2005
- (4) On 30 September 2005 ING Australia sold its New Zealand based businesses to a joint venture between ING Group and ANZ National Bank (further details are contained on page 13). As a result, prior period profits relating to the sold operations (Sep 2005: \$4 million; Mar 2005: \$4 million) are now reflected in the ING NZ joint venture
- (5) ANZ adopts the equity method of accounting for its 49% interest in INGA. The carrying value of the investment in INGA has been tested for impairment by comparing the carrying value with the recoverable amount of INGA. The Group engaged Ernst & Young ABC Limited (EY ABC) to provide an independent valuation of INGA for 31 March 2006 assessment purposes (the recoverable amount). The independent economic valuation was based on a discounted cash flow approach, with allowance for the cost of capital. Based on the results of this valuation, no change is required to the carrying value of the investment in INGA
- (6) Value of new business represents the present value of future profits arising from the new business written over the periods less the present value of the cost of capital applying to that new business. Consistent value factors are applied across all reporting periods
- (7) Cost to Income ratio is management expenses (excluding Remediation Expenses) / Total Income
- (8) Other Flows includes investment income net of taxes, fees and charges

#### March 2006 half year compared to September 2005 half year

Highlights of the March 2006 half year included the launch of INGA s new retail risk product, OneCare and a marked improvement in net inflows of retail and mezzanine funds management products, up 92%. The increase was driven by strong inflows into INGA s flagship platform product, OneAnswer, and lower outflows across INGA s wealth management products. INGA also acquired majority ownership of Oasis Asset Management, a rapidly growing provider of badged platform products to non-aligned advisers.

Considerable progress was made in remediation of products and systems. This work is now separated from INGA s core business and is scheduled for completion by 31 December 2006.

INGA has maintained its market share rankings over the period. In Funds Management the improvement in net flows over the year has lifted INGA s ranking to 6th position as reported by Plan For Life. INGA maintained its 3rd place ranking in the employer super mastertrust segment as measured by DEXX&R. INGA s rankings in the life risk market for both new business (3rd) and Inforce premiums (4th) as measured by Plan for Life remained unchanged.

A core component of INGA s strategy is to grow the number of aligned advisers. Following the acquisition of the Synergy dealer group in December 2005 the total number of INGA aligned advisers grew to 1,093. According to the latest Money Management Survey, INGA would rank 4th in terms of number of advisers, up from 7th position in the previous half.

Profit after tax decreased by 20% on the September 2005 half year. Operating profit after tax was 7% higher, but more than offset by lower capital investment earnings. Significant factors affecting the result were:

Funds management income increased by 9% based on higher average funds under management underpinned by strong investment markets, and improved net flows in both personal investments and employer super businesses. The increased fee revenue driven by these factors was partly offset by reduced margins arising from higher commission payments.

Risk income increased by 11%. Operating margins relating to INGA s life risk business increased by 6% following better client retention and improved claims experience.

Funds management expenses increased by 9% due to higher spend on customer service. Life risk expenses increased due to costs incurred in developing the new OneCare product and other non-recurring items. Remediation expenses are at similar levels to the September 2005 half and should be completed by the end of the calendar year.

Tax on operating profit decreased 44% due to favourable prior period tax adjustments in the current half, partially offset by the loss of transitional tax relief for life companies from 1 July 2005.

Capital investment earnings after tax declined 56% from the strong September 2005 half due to lower average capital employed in the business together with lower average yields. In 2005, ANZ partially hedged against volatility in this income stream and, as a result, gains in capital investment earnings were partially offset by hedge losses. ANZ ceased hedging capital investment earnings from 1 October 2005.

#### Adviser Numbers

(by Dealer Group)

|                        | Mar 06 | Mar 05 | Mvmt  |
|------------------------|--------|--------|-------|
| ANZ Financial Planners | 348    | 305    | 14%   |
| Retire Invest          | 214    | 214    | 0%    |
| Tandem                 | 84     | 79     | 6%    |
| Millenium 3            | 446    | 350    | 27%   |
| ING Financial Planners | 21     | 2      | large |
| Other                  |        |        |       |
| Total                  | 1,113  | 950    | 17%   |

#### Sales by Channel

(12 months)

|                     | Retail Funds<br>Management<br>Mar 06 | Mar 05 | Life Insurance<br>Mar 06 | Mar 05 |
|---------------------|--------------------------------------|--------|--------------------------|--------|
| ANZ Bank            | 47%                                  | 50%    | 12%                      | 10%    |
| IFAs aligned to ING | 17%                                  | 18%    | 8%                       | 9%     |
| Direct              | 7%                                   | 7%     | 49%                      | 41%    |
| Other               | 29%                                  | 25%    | 31%                      | 39%    |
| Total               | 100%                                 | 100%   | 100%                     | 100%   |

#### March 2006 half year compared to March 2005 half year

Profit after tax decreased by 25% compared to the same period last year. Operating profit after tax was 5% higher, but more than offset by lower capital investment earnings. Significant factors impacting the result were:

Funds management income increased by 18% based on higher average funds under management underpinned by strong investment markets, and improved net flows.

Risk income increased by 11% due to ongoing favourable claims experience in the March 2006 half, supported by continued strong sales of life insurance products through the ANZ network and direct marketing initiatives.

Expenses increased due to higher spend on customer service in funds management together with additional costs associated with the new OneCare product and other non-recurring items in the life risk business. Remediation expenses increased by 60% as activity increased.

Tax on operating profit increased by 20% due to the loss of transitional tax relief for life companies from 1 July 2005, and was partially offset by lower favourable prior period tax adjustments booked in the current half.

#### ING New Zealand joint venture

In September 2005 ANZ National Bank Limited entered into a joint venture with ING Insurance International Limited (INGII). The joint venture, ING (NZ) Holdings Ltd (INGNZ), is 49% owned by ANZ National Bank Limited and 51% owned by INGII.

The Group adopts the equity method of accounting for its 49% interest in INGNZ. As at 31 March 2006, the equity accounted value was NZD156 million (Sep 2005: NZD145 million). The change since September 2005 reflects the equity accounted profit for the half year.

The carrying value is subject to a recoverable amount test to ensure that this does not exceed its recoverable amount at the reporting date. The Group obtained an independent valuation at 31 March 2006 to ensure the carrying value did not exceed the recoverable amount. The valuation supported the carrying value and accordingly no write-down was made.

In the March 2006 half INGNZ contributed NZD12 million in equity accounted earnings. This was a NZD3.1 million reduction on the September 2005 half in which a total of NZD15.2 million (Mar 2005: NZD14.1 million) was reported between INGA (Sep 2005: NZD4 million; Mar 2005: NZD4 million) and the New Zealand Businesses (Sep 2005: NZD11 million; Mar 2005: NZD10 million), prior to the establishment of the joint venture.

#### Deferred acquisition costs and deferred income

The Group recognises assets that represent deferred acquisition costs relating to the acquisition of interest earning assets, and liabilities that represent deferred income relating to income received in advance of services performed. Deferred acquisition costs - at 31 March 2006 the Group s assets included \$549 million (Sep 2005: \$524 million; Mar 2005: \$492 million) in relation to costs incurred in acquiring interest earning assets. During the half year, amortisation of \$138 million (Sep 2005 half: \$135 million; Mar 2005 half: \$123 million) was recognised as an adjustment to the yield earned on interest earning assets.

Deferred income - at 31 March 2006, the Group s liabilities included \$426 million (Sep 2005: \$92 million; Mar 2005: \$130 million) in relation to income received in advance. At March 2006, this includes \$5 million (Sep 2005: \$3 million; Mar 2005 \$4 million) deferred service type fees. These fees are deferred and will be amortised over the period of service under the AIFRS standard AASB 118: Revenue .

At March 2006, fee income of \$364 million that is integral to the yield of an originated financial instrument, net of any direct incremental costs, has been capitalised. This income is deferred and recognised against net loans and advances over the expected life of the financial instrument under the AIFRS standard AASB 139: Financial Instruments: Recognition and Measurement .

The balances of deferred acquisition costs and deferred income at period end were:

|                            | Deferred Acquisition Costs(1) |               |               |               | Deferred Income |               |
|----------------------------|-------------------------------|---------------|---------------|---------------|-----------------|---------------|
|                            | Mar 06<br>\$M                 | Sep 05<br>\$M | Mar 05<br>\$M | Mar 06<br>\$M | Sep 05<br>\$M   | Mar 05<br>\$M |
| Personal Banking Australia | 155                           | 153           | 151           | 90            | 32              | 24            |
| Esanda                     | 294                           | 284           | 260           | 52            |                 |               |
| New Zealand Businesses     | 67                            | 61            | 49            | 39            | 15              | 26            |
| Institutional              | 5                             | 6             | 10            | 162           | 27              | 30            |
| Other(2)                   | 28                            | 20            | 22            | 83            | 18              | 50            |
| Total                      | 549                           | 524           | 492           | 426           | 92              | 130           |

<sup>(1)</sup> Deferred acquisition costs largely include the amounts of brokerage capitalised and amortised in the three Business segments: Personal Banking Australia, Esanda and the New Zealand businesses. Deferred acquisition costs also include capitalised debt raising expenses

# (2) Includes Group Centre, Corporate Australia, INGA and Asia Pacific

Deferred acquisition costs analysis:

|                            | March                        | 2006                           | September 2005 half          |                                |  |
|----------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|--|
|                            | Amortisation<br>Costs<br>\$M | Capitalised<br>Costs(1)<br>\$M | Amortisation<br>Costs<br>\$M | Capitalised<br>Costs(1)<br>\$M |  |
| Personal Banking Australia | 34                           | 36                             | 31                           | 33                             |  |
| Esanda                     | 87                           | 97                             | 86                           | 110                            |  |
| New Zealand Businesses     | 13                           | 24                             | 13                           | 23                             |  |
| Institutional              | 1                            |                                | 2                            | (2)                            |  |
| Other(2)                   | 3                            | 11                             | 3                            | 3                              |  |
| Total                      | 138                          | 168                            | 135                          | 167                            |  |

<sup>(1)</sup> Costs capitalised during the half exclude brokerage trailer commissions paid, relating to the acquisition of mortgage assets

# (2) Includes Group Centre, Corporate Australia, INGA and Asia Pacific

### Software capitalisation

At March 2006, the Group s intangibles included \$384 million (Sep 2005: \$381 million; Mar 2005: \$401 million) in relation to costs incurred in acquiring and developing software. During the March 2006 half year, amortisation expense of \$56 million (Sep 2005 half: \$64 million; Mar 2005 half: \$57 million) was recognised.

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Balance at start of period             | 381                           | 401                           | 430                           | -5%                              | -11%                             |
| Software capitalised during the period | 60                            | 51                            | 45                            | 18%                              | 33%                              |
| Amortisation during the period         | (56)                          | (64)                          | (57)                          | -13%                             | -2%                              |
| Software written-off                   | (1)                           | (8)                           | (16)                          | -88%                             | -94%                             |
| Other                                  |                               | 1                             | (1)                           | -100%                            | -100%                            |
| Total software capitalisation          | 384                           | 381                           | 401                           | 1%                               | -4%                              |

#### **BUSINESS PERFORMANCE REVIEW**

#### Profit and Loss (including effect of movements in foreign currencies)

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net profit after income tax                  |                               |                               |                               |                                  |                                  |
| Personal Banking Australia                   | 542                           | 485                           | 468                           | 12%                              | 16%                              |
| Institutional                                | 486                           | 461                           | 450                           | 5%                               | 8%                               |
| New Zealand Businesses                       | 335                           | 265                           | 295                           | 26%                              | 14%                              |
| Corporate Australia                          | 212                           | 194                           | 182                           | 9%                               | 16%                              |
| Esanda and UDC                               | 53                            | 55                            | 66                            | -4%                              | -20%                             |
| Asia Pacific                                 | 46                            | 44                            | 39                            | 5%                               | 18%                              |
| Non-continuing businesses                    | 30                            | 63                            | 63                            | -52%                             | -52%                             |
| Group Centre                                 | 27                            | 16                            | 5                             | 69%                              | large                            |
| Cash(1) profit                               | 1,731                         | 1,583                         | 1,568                         | 9%                               | 10%                              |
| AIFRS 2005 adjustments and non-core items(1) | 80                            | 37                            | (13)                          | large                            | large                            |
| Net profit                                   | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |

Profit and Loss (prior period figures adjusted to remove the impact of exchange rate movements(2))

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net profit after income tax                     |                               |                               |                               |                                  |                                  |
| Personal Banking Australia                      | 542                           | 485                           | 468                           | 12%                              | 16%                              |
| Institutional                                   | 486                           | 461                           | 450                           | 5%                               | 8%                               |
| New Zealand Businesses                          | 335                           | 263                           | 293                           | 27%                              | 14%                              |
| Corporate Australia                             | 212                           | 194                           | 182                           | 9%                               | 16%                              |
| Esanda and UDC                                  | 53                            | 55                            | 65                            | -4%                              | -18%                             |
| Asia Pacific                                    | 46                            | 45                            | 40                            | 2%                               | 15%                              |
| Non-continuing businesses                       | 30                            | 62                            | 64                            | -52%                             | -53%                             |
| Group Centre                                    | 27                            | 23                            | 9                             | 17%                              | large                            |
| Net profit (adjusted for non-core items)(1),(2) | 1,731                         | 1,588                         | 1,571                         | 9%                               | 11%                              |
| AIFRS 2005 adjustments(1) and non-core          |                               |                               |                               |                                  |                                  |
| items(2)  | 80                            | 37                            | (13)                          | large                            | large                            |
| Net profit                                      | 1,811                         | 1,625                         | 1,558                         | 12%                              | 17%                              |
| FX impact on reported net profit(2)             |                               | (5)                           | (3)                           | -100%                            | -100%                            |
| Reported net profit                             | 1,811                         | 1,620                         | 1,555                         | 12%                              | 16%                              |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by \$46 million (Mar 2005: \$15 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15), allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on

the basis of impracticability. In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the NHB insurance matter and the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as significant items. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13). In the March 2006 half ANZ has classified \$13 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair value as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$5 million (Sep 2005: \$5 million; Mar 2005: \$8 million)). In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). Tax on ANZ National Bank incremental integration costs is \$13 million (Sep 2005: \$18 million; Mar 2005: \$8 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base and assist analysis of the cost base following completion of the integration (refer page 13)

(2) ANZ has removed the impact of exchange rate movements to provide readers with a better indication of the business unit performance in local currency terms. Retranslation is net of revenue hedge earnings

The Group from time to time modifies the organisation of its businesses to enhance the focus on delivery of specialised products or services to customers. Prior period numbers are adjusted for such organisational changes to allow comparability. The significant changes since 30 September 2005 have been:

Non-Continuing Business - The Non-Continuing Business comprising the London headquartered project finance and certain structured finance transactions that ANZ has exited as part of its de-risking strategy has been removed from Institutional and reported as a separate business unit.

Personal Banking - Within Personal banking Wealth Management has been renamed Investment Insurance Products.

There were also a number of minor restatements as a result of customer segmentation, changes to internal transfer pricing methodologies and the realignment of support functions.

ANZ has netted inter-business unit expenses and inter-business unit income and reported as an expense for business unit profitability purposes.

### Personal Banking Australia

Brian Hartzer

Rural Commercial and Agribusiness Products

**Investment Insurance Products** 

Consumer Finance

**Banking Products** 

Mortgages

Investment Insurance Pr Other (1)

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                               | 1,177                         | 1,122                         | 1,061                         | 5%                               | 11%                              |
| Other external operating income                   | 509                           | 483                           | 452                           | 5%                               | 13%                              |
| Operating income                                  | 1,686                         | 1,605                         | 1,513                         | 5%                               | 11%                              |
| External operating expenses                       | (726)                         | (705)                         | (677)                         | 3%                               | 7%                               |
| Net inter business unit expenses                  | (88)                          | (90)                          | (82)                          | -2%                              | 7%                               |
| Operating expenses                                | (814)                         | (795)                         | (759)                         | 2%                               | 7%                               |
| Profit before credit impairment and income tax    | 872                           | 810                           | 754                           | 8%                               | 16%                              |
| Provision for credit impairment                   | (117)                         | (133)                         | (103)                         | -12%                             | 14%                              |
| Profit before income tax                          | 755                           | 677                           | 651                           | 12%                              | 16%                              |
| Income tax expense and minority interest          | (213)                         | (192)                         | (183)                         | 11%                              | 16%                              |
| Net profit attributable to shareholders of the    |                               |                               |                               |                                  |                                  |
| Company   | 542                           | 485                           | 468                           | 12%                              | 16%                              |
|   |                               |                               |                               |                                  |                                  |
| Consisting of:                                    |                               |                               |                               |                                  |                                  |
| Rural Commercial and Agribusiness Products        | 55                            | 48                            | 49                            | 15%                              | 12%                              |
| Banking Products                                  | 138                           | 130                           | 123                           | 6%                               | 12%                              |
| Mortgages   | 177                           | 156                           | 146                           | 13%                              | 21%                              |
| Consumer Finance                                  | 115                           | 101                           | 103                           | 14%                              | 12%                              |
| Investment and Insurance Products                 | 60                            | 52                            | 51                            | 15%                              | 18%                              |
| Other(2)  | (3)                           | (2)                           | (4)                           | 50%                              | -25%                             |
| ` /   | 542                           | 485                           | 468                           | 12%                              | 16%                              |
|   |                               |                               |                               |                                  |                                  |
| Balance Sheet                                     |                               |                               |                               |                                  |                                  |
| Net loans & advances including acceptances        | 112,212                       | 105,681                       | 99,681                        | 6%                               | 13%                              |
| Other external assets                             | 2,196                         | 1,840                         | 1,979                         | 19%                              | 11%                              |
| External assets                                   | 114,408                       | 107,521                       | 101,660                       | 6%                               | 13%                              |
| Deposits and other borrowings                     | 46,261                        | 43,773                        | 41,750                        | 6%                               | 11%                              |
| Other external liabilities                        | 2,500                         | 2,268                         | 2,058                         | 10%                              | 21%                              |
| External liabilities                              | 48,761                        | 46,041                        | 43,808                        | 6%                               | 11%                              |
| Risk Weighted Assets                              | 62,184                        | 58,489                        | 54,897                        | 6%                               | 13%                              |
|   |                               |                               |                               |                                  |                                  |
| Ratios  |                               |                               |                               |                                  |                                  |
| Net interest margin                               | 2.16%                         | 2.16%                         | 2.19%                         |                                  |                                  |
| Return on assets                                  | 0.98%                         | 0.92%                         | 0.95%                         |                                  |                                  |
| Return on risk weighted assets                    | 1.81%                         | 1.69%                         | 1.77%                         |                                  |                                  |
| Operating expenses to operating income            | 48.3%                         | 49.5%                         | 50.2%                         |                                  |                                  |
| Operating expenses to average assets              | 1.47%                         | 1.52%                         | 1.54%                         |                                  |                                  |
| Individual provision charge                       | (86)                          | (87)                          | (60)                          |                                  |                                  |
| Individual provision charge as a % of average net |                               |                               |                               |                                  |                                  |
| advances  | 0.16%                         | 0.17%                         | 0.12%                         |                                  |                                  |
| Net impaired loans                                | 24                            | 19                            | 15                            | 26%                              | 60%                              |
|   |                               |                               |                               |                                  |                                  |

| Net impaired loans as a % of net advances | 0.02% | 0.02% | 0.02% |    |    |
|---|-------|-------|-------|----|----|
| Total employees                           | 9,799 | 9,616 | 9,254 | 2% | 6% |

<sup>(1) 2005</sup> figures include allocations to make them comparable with March 2006

38

<sup>(2)</sup> Other includes the branch network, whose costs are fully recovered from product business units, Private Banking and marketing and support costs

| Personal | Banking | Australia |
|----------|---------|-----------|
|          |         |           |

Brian Hartzer

#### March 2006 half year compared to September 2005 half year

Profit after tax increased 12%, underpinned by strong loan and deposit growth (balances increased 6% in both categories) while maintaining a disciplined approach to pricing. Overall returns on risk adjusted assets increased, with margin growth in higher risk products offsetting the expected rise in bad debt costs.

Balance sheet growth drove the double digit earnings growth in Mortgages and Consumer Finance, while Rural Commercial and Agribusiness benefited from an improved credit environment. Banking Products continued to grow the deposit book above system levels. Investment & Insurance Products experienced strong growth from financial planner sales and other direct investment businesses and benefited from a 7% increase in INGA income.

Significant aspects to the result were:

Overall net interest income increased 5%. Mortgages and Rural Commercial and Agribusiness Products net interest income grew 6% in line with balance sheet growth as margins were held. Consumer Finance net interest income increased 6% with strong balance sheet growth of 10% partly offset by margin decline driven by strong growth in the lower rate MasterCard product. Banking Products net interest income increased by 3% with good deposit growth of 6% being partly offset by ongoing migration into lower margin products within the portfolio.

Other operating income increased 5%. Mortgages grew other income 28%, while Consumer Finance was relatively flat. Banking Products grew other income by 5% from higher numbers of transaction accounts. Financial planning income was up 11% from higher sales volumes. The contribution from the INGA increased following strong funds management and life risk performances. The underlying momentum in this business remains sound as market conditions are favourable and the life business continues to experience low levels of claims.

Operating costs increased 2% as the footprint expanded with 11 new branches and 134 more ATMs. This contributed to a 5% increase in premises costs and a 5% increase in personnel costs, with the latter also affected by annual salary rises. Computer costs fell as the previous half included charges for branch software now amortised fully.

Credit costs reduced 12% overall as there was a \$16 million beneficial adjustment in collective provisions due to a revision to oil price risk. Despite strong balance sheet growth individual provisions were flat reflecting seasonally

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|---|
| lower March half year charges.  |
| March 2006 half year compared to March 2005 half year   |
| Profit after tax increased 16% with double digit profit growth recorded by all Personal businesses driven by a strong income performance.   |
| Operating income increased 11% driven by strong volume growth across all businesses partly offset by margin contraction as higher growth we experienced in lower margin business. Double digit income growth was achieved by Mortgages (14%), Consumer Finance (13%) and Investment & Insurance Products. Sound revenue growth was achieved in Banking Products revenues (8%) and Rural Commercial and Agribusiness (7%). All businesses benefited from the investment in staff through the continued expansion of the footprint. |
| Operating expenses increased 7%, resulting from higher numbers of front line staff to service increased business volumes and ongoing investment in the branch network.  |
| Credit impairment rose largely due to increases in overall lending volumes and the planned higher relative growth of Consumer Finance businesses, partly offset by a lower level of collective provisioning due to a revision to oil price risk.  |
|   |

### Institutional

Steve Targett

Client Relationship Group Trade and Transaction Services Markets Other (1) Corporate and Structured Financing

Debt Product Group

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05 | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|-----------------------------|----------------------------------|
| Net interest income                               | 568                           | 509                           | 544                           | 12%                         | 4%                               |
| Other external operating income                   | 590                           | 577                           | 493                           | 2%                          | 20%                              |
| Operating income                                  | 1,158                         | 1,086                         | 1,037                         | 7%                          | 12%                              |
| External operating expenses                       | (339)                         | (324)                         | (310)                         | 5%                          | 9%                               |
| Net inter business unit expenses                  | (90)                          | (78)                          | (72)                          | 15%                         | 25%                              |
| Operating expenses                                | (429)                         | (402)                         | (382)                         | 7%                          | 12%                              |
| Profit before credit impairment and income tax    | 729                           | 684                           | 655                           | 7%                          | 11%                              |
| Provision for credit impairment                   | (33)                          | (30)                          | (21)                          | 10%                         | 57%                              |
| Profit before income tax                          | 696                           | 654                           | 634                           | 6%                          | 10%                              |
| Income tax expense and minority interest          | (210)                         | (193)                         | (184)                         | 9%                          | 14%                              |
| Net profit attributable to shareholders of the    |                               |                               |                               |                             |                                  |
| Company   | 486                           | 461                           | 450                           | 5%                          | 8%                               |
| Consisting of:                                    |                               |                               |                               |                             |                                  |
| Trade & Transaction Services                      | 115                           | 104                           | 101                           | 11%                         | 14%                              |
| Markets   | 144                           | 128                           | 117                           | 13%                         | 23%                              |
| Corporate and Structured Financing                | 79                            | 66                            | 65                            | 20%                         | 22%                              |
| Debt Product Group                                | 199                           | 213                           | 218                           | -7%                         | -9%                              |
| Other(1)  | (51)                          | (50)                          | (51)                          | 2%                          |                                  |
|   | 486                           | 461                           | 450                           | 5%                          | 8%                               |
|   |                               |                               |                               |                             |                                  |
| Balance Sheet                                     |                               |                               |                               |                             |                                  |
| Net loans & advances including acceptances        | 46,344                        | 43,404                        | 40,168                        | 7%                          | 15%                              |
| Other external assets                             | 35,658                        | 26,439                        | 23,672                        | 35%                         | 51%                              |
| External assets                                   | 82,002                        | 69,843                        | 63,840                        | 17%                         | 28%                              |
| Deposits and other borrowings                     | 36,205                        | 32,403                        | 31,886                        | 12%                         | 14%                              |
| Other external liabilities                        | 31,389                        | 22,712                        | 20,660                        | 38%                         | 52%                              |
| External liabilities                              | 67,594                        | 55,115                        | 52,546                        | 23%                         | 29%                              |
| Risk Weighted Assets                              | 78,691                        | 72,429                        | 68,797                        | 9%                          | 14%                              |
|   |                               |                               |                               |                             |                                  |
| Ratios  |                               | . =0~                         |                               |                             |                                  |
| Net interest margin                               | 1.66%                         | 1.70%                         | 2.02%                         |                             |                                  |
| Return on assets                                  | 1.28%                         | 1.33%                         | 1.50%                         |                             |                                  |
| Return on risk weighted assets                    | 1.28%                         | 1.33%                         | 1.39%                         |                             |                                  |
| Operating expenses to operating income            | 37.0%                         | 37.0%                         | 36.8%                         |                             |                                  |
| Operating expenses to average assets              | 1.13%                         | 1.16%                         | 1.27%                         |                             |                                  |
| Individual provision charge                       | (38)                          | (11)                          | (12)                          | large                       | large                            |
| Individual provision charge as a % of average net | 0.15~                         | 0.05~                         | 0.06~                         |                             |                                  |
| advances  | 0.17%                         | 0.05%                         | 0.06%                         |                             |                                  |
| Net impaired loans                                | 249                           | 123                           | 114                           | large                       | large                            |
| Net impaired loans as a % of net advances         | 0.54%                         | 0.28%                         | 0.28%                         | •                           | 0.51                             |
| Total employees                                   | 3,092                         | 3,047                         | 2,864                         | 1%                          | 8%                               |

(1) Other includes Executive, Infrastructure and Client Relationship Group costs, not all of which are allocated to the Institutional businesses

40

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Steve Targett

#### March 2006 half year compared to September 2005 half year

Profit after tax increased by \$25 million (5%), as growth momentum established in the last half continued to strengthen. Strategic initiatives, aimed at tightening client focus and increasing solution driven sales, began to deliver improved results across the Institutional businesses this half.

Non-lending revenue increased reflecting the success of continuing efforts to move the mix of business from the debt product with disciplined use of capital and strong risk management. The Client Relationship Group actively leads the delivery of our client solutions.

Profit from Markets increased by 13% driven by a strong performance in New Zealand where currency and interest rate moves created favourable trading conditions, compared to the less volatile environment and softer corporate demand in the Australian market. Trade and Transaction Services increased 11% with high growth in the International Payments and Clearing Services business, strong offshore Trade Finance growth and the release of revenue that related to prior years. Corporate and Structured Financing profit increased 20% with a lower credit impairment charge resulting from the write-back of individual provisions during the half. Asset growth in the Debt Products Group was offset by competitive pressures and tighter credit spreads resulting in reduced margins and a 7% decrease in earnings. Credit quality remains sound

Significant factors affecting the result were:

Net interest income grew by \$59 million (12%). Trade and Transaction Services increased \$29 million including increased deposit volumes and the release of revenue that related to prior years, partly offset by reduced lending volumes in International Trade Finance. Markets increased \$11 million, Debt Products Group increased by \$7 million, with lending growth of 2% offset by tighter spreads and competition causing margin erosion and Corporate and Structured Financing increased \$12 million.

Overall loan volumes increased 7%, while deposit volumes increased 12%. Net interest margin decreased by 4 basis points.

Other operating income increased \$13 million (2%). Markets increased \$27 million (9%) on the back of a strong New Zealand result and Trade and Transaction Services increased \$5 million. Corporate and Structured Financing other operating income reduced \$13 million (14%), with strong contributions from structured finance and private equity offset by reduced advisory fees following the particularly strong September 2005 half. Other operating

income reduced by \$5 million in Debt Products Group, driven by competitive pricing pressure.

Operating expenses have increased by 7%, reflecting the investment being made in new growth initiatives and higher non-lending losses. Salary expenses increased 4%, and staff numbers increased by 1%. Institutional is building its staff capabilities to facilitate greater penetration of new business opportunities.

Provision for credit impairment increased by \$3 million. The individual provision charge was \$27 million higher, with two large new provisions in the half in Australia and New Zealand offset by recoveries. The collective provision charge reduced by \$24 million with a reduction in the provision held for oil price risk, the impact of the increase in individual provisions resulting from the down-grade of two large exposures to non-accrual and a stable risk profile on our lending assets. Net impaired loans have increased by \$126 million due largely to two corporate accounts in Australia and New Zealand.

#### March 2006 half year compared to March 2005 half year

Profit after tax increased by \$36 million (8%).

Operating income increased by 12%. Revenue in Trade and Transaction Services increased \$54 million on the back of stronger trade flows through Asia and the UK, increased International Payments foreign exchange revenue and the prior year income booked in the March 2006 half. Markets revenue increased \$58 million with stronger client and trading activities in Australia, New Zealand, the Pacific and Asia. Debt Products Group increased 1% with higher revenue and lending volume growth offset by margin contraction.

Operating expenses increased 12%. Staff costs were higher, due to investment in people, new capabilities and systems.

Provision for credit impairment increased \$12 million. Individual provisions increased reflecting the down-grade of two large accounts during the current half. Collective provision reduced reflecting the factors mentioned above.

### New Zealand Businesses(1)

Graham Hodges

ANZ Retail National Bank Retail Rural Banking Corporate Banking Central Support (including Treasury) Excludes Institutional, UDC, integration and central funding

|  | Half<br>year<br>Mar 06<br>NZD M | Half<br>year<br>Sep 05<br>NZD M | Half<br>year<br>Mar 05<br>NZD M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|---------------------------------|---------------------------------|---------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 811                             | 780                             | 774                             | 4%                               | 5%                               |
| Other external operating income                | 268                             | 270                             | 253                             | -1%                              | 6%                               |
| Operating income                               | 1,079                           | 1,050                           | 1,027                           | 3%                               | 5%                               |
| External operating expenses                    | (538)                           | (533)                           | (496)                           | 1%                               | 8%                               |
| Net inter business unit expenses               | 3                               | 2                               | (4)                             | 50%                              | large                            |
| Operating expenses                             | (535)                           | (531)                           | (500)                           | 1%                               | 7%                               |
| Profit before credit impairment and income tax | 544                             | 519                             | 527                             | 5%                               | 3%                               |
| Provision for credit impairment                | (3)                             | (97)                            | (56)                            | -97%                             | -95%                             |
| Profit before income tax                       | 541                             | 422                             | 471                             | 28%                              | 15%                              |
| Income tax expense and minority interest       | (175)                           | (134)                           | (151)                           | 31%                              | 16%                              |
| Net profit attributable to shareholders of the |                                 |                                 |                                 |                                  |                                  |
| Company (NZD)                                  | 366                             | 288                             | 320                             | 27%                              | 14%                              |
| Net profit attributable to shareholders of the |                                 |                                 |                                 |                                  |                                  |
| Company (AUD)                                  | 335                             | 265                             | 295                             | 26%                              | 14%                              |
|  |                                 |                                 |                                 |                                  |                                  |
| Consisting of:                                 |                                 |                                 |                                 |                                  |                                  |
| ANZ Retail                                     | 98                              | 92                              | 99                              | 7%                               | -1%                              |
| NBNZ Retail                                    | 128                             | 109                             | 110                             | 17%                              | 16%                              |
| Rural Banking                                  | 44                              | 43                              | 42                              | 2%                               | 5%                               |
| Corporate Banking                              | 79                              | 32                              | 53                              | large                            | 49%                              |
| Central Support                                | 17                              | 12                              | 16                              | 42%                              | 6%                               |
|  | 366                             | 288                             | 320                             | 27%                              | 14%                              |
| Balance Sheet                                  |                                 |                                 |                                 |                                  |                                  |
| Net loans & advances including acceptances     | 64,866                          | 60,656                          | 56,777                          | 7%                               | 14%                              |
| Other external assets                          | 6,120                           | 5,290                           | 4,156                           | 16%                              | 47%                              |
| External assets                                | 70,986                          | 65,946                          | 60,933                          | 8%                               | 16%                              |
| Deposits and other borrowings                  | 49,288                          | 50,676                          | 50,648                          | -3%                              | -3%                              |
| Other external liabilities                     | 10,265                          | 8,083                           | 5,308                           | 27%                              | 93%                              |
| External liabilities                           | 59,553                          | 58,759                          | 55,956                          | 1%                               | 6%                               |
| Risk Weighted Assets                           | 52,015                          | 48,098                          | 45,381                          | 8%                               | 15%                              |
|  |                                 |                                 |                                 |                                  |                                  |
| Ratios   |                                 |                                 |                                 |                                  |                                  |
| Net interest margin                            | 2.42%                           | 2.49%                           | 2.68%                           |                                  |                                  |
| Return on assets                               | 1.07%                           | 0.91%                           | 1.09%                           |                                  |                                  |
| Return on risk weighted assets                 | 1.47%                           | 1.27%                           | 1.46%                           |                                  |                                  |
| Operating expenses to operating income         | 49.6%                           | 50.6%                           | 48.7%                           |                                  |                                  |
| Operating expenses to average assets           | 1.57%                           | 1.67%                           | 1.71%                           |                                  |                                  |
| Individual provision charge                    | (7)                             | (70)                            | (28)                            | -90%                             | -75%                             |
|  | 0.02%                           | 0.24%                           | 0.10%                           |                                  |                                  |
|  |                                 |                                 |                                 |                                  |                                  |

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| Individual provision charge as a % of average net advances |       |       |       |      |     |
|--|-------|-------|-------|------|-----|
| Net impaired loans   | 75    | 111   | 38    | -32% | 97% |
| Net impaired loans as a % of net advances                  | 0.12% | 0.18% | 0.07% |      |     |
| Total employees  | 8,466 | 8,580 | 8,437 | -1%  | 0%  |

<sup>(1)</sup> For a reconciliation of the New Zealand Businesses results to the New Zealand Geographic results refer page 55

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|-----|------|------|-------|-------|
|     |      |      |       |       |

Graham Hodges

#### March 2006 half year compared to September 2005 half year

Profit after tax for the New Zealand Businesses increased NZD78 million (27%) over the September 2005 half, assisted by a NZD63 million after tax reduction in the Provision for credit impairment. Profit before provisions increased 5%.

ANZ Retail, National Bank Retail and Corporate Banking posted strong profit growth with increases of 7%, 17% and 147% respectively. Solid asset growth in these businesses was partly offset by lower net interest margins due to price competition, increased wholesale funding, and continued unfavourable product mix with switching from variable rate to fixed rate mortgages. Profit before provisions grew by 5% in National Bank Retail and 4% in Corporate Banking. Profit before provisions in ANZ Retail and Rural Banking was flat, reflecting the competitor-driven net interest margin reduction and a seasonally stronger second half in Rural Banking. The results of the Retail Banks also include the liability for costs and compensation to customers relating to a Commerce Commission action on disclosure of optional issuer fees (NZD10 million) and the cost of the operation of domestic systems relocated to New Zealand under the integration program (NZD5 million).

Key influences on the result include the following:

Net interest income increased 4% (NZD31 million). Lending volumes increased 7% in NZD terms with growth in National Bank Retail (5%), ANZ Retail (8%), Corporate Banking (11%) and Rural (6%). NZD deposit volumes increased 5% in customer businesses with solid deposit growth in Corporate Banking (14%) and ANZ Retail (4%), where the On-line Call product was particularly successful. Deposits and other borrowings in Treasury reduced with other sources of wholesale funding increased to fund asset growth across the New Zealand businesses.

Net interest margins have reduced 7 basis points impacted by competition and customer migration from variable rate to fixed rate mortgages, increased requirement for wholesale funding, changes in deposit mix with growth in lower margin call (including ANZ On-line Call ) and term deposit products. Lending margins in Rural decreased slightly reflecting competition. These factors were partially offset by slightly stronger deposit margins.

Other operating income reduced marginally. Other income in National Bank Retail increased 12% relating to transactional and credit card accounts. Other income in Corporate Banking reduced, mainly in fees, with these being lumpy and seasonal in nature. Fees in Rural Banking were flat as were fees in ANZ Retail. Treasury other income reduced \$2 million but was offset by an increase in net interest income.

Operating expenses increased 1%. Salary increases, a small increase in numbers of front-line staff, and the

cost of the Commerce Commission settlement (NZD10 million) were largely offset by a 6% reduction in the number of support staff and control of discretionary spend.

Provision for credit impairment reduced by NZD94 million. The collective provision reduced by NZD31 million, with increased lending volumes being offset by a lower provision for oil price risk, and an improved credit risk profile (an increased proportion of low risk residential and rural lending). The individual provision charge reduced by NZD63 million largely as a result of provisioning for two isolated corporate accounts and exposures to the apple and pear export industry in the preceding September half. Net impaired loans reduced NZD36 million as a result of the generally benign credit conditions.

#### March 2006 half year compared to March 2005 half year

Profit after tax increased 14%, with growth in National Bank Retail (16%), Rural Banking (5%), and Corporate Banking (49%). Profit in ANZ Retail was flat. Profit before provisions grew by 3% overall with growth in National Bank Retail (6%), Corporate Banking (8%) and Rural Banking (5%), partly offset by a reduction in ANZ Retail (-5%)

Net interest income increased 5%. Lending volumes increased 14% in NZD terms, with growth in all businesses, whilst deposits grew 8% in National Bank Retail and ANZ Retail. Interest margin has declined by 26 basis points reflecting the impact of competition, in particular the mortgage price war in the March 2005 half, product switching from variable rate to fixed rate mortgages, and a change in funding mix to higher rate deposit and wholesale products.

Other operating income increased 6%. Other income in National Bank Retail increased 20%, relating to transactional and credit card accounts. Other income in Corporate Banking reduced, mainly in fees, with these being lumpy in nature. Fees in Rural Banking and ANZ Retail also reduced slightly.

Operating expenses increased 7% with salary increases and a small increase in staff numbers reflecting an increased investment in frontline staff, and the NZD10 million cost associated with the Commerce Commission settlement and NZD5 million domestic system costs as discussed above.

Provision for credit impairment reduced NZD53 million. The individual provision charge reduced as a result of the provisioning for a number of isolated corporate accounts in the March 2005 half, and recoveries of previously provisioned corporate accounts in the current half. The collective provision charge reduced as a result of a lower provision for oil price risk, and an improved credit risk profile with lending growth mainly in low risk residential mortgages.

### Corporate Australia

Mark Paton

Corporate Banking Australia Business Banking Australia Small Business Banking

|  | Half<br>year<br>Mar 06<br>\$M         | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|---------------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                                      | 461                                   | 447                           | 432                           | 3%                               | 7%                               |
| Other external operating income                          | 83                                    | 80                            | 76                            | 4%                               | 9%                               |
| Operating income   | 544                                   | 527                           | 508                           | 3%                               | 7%                               |
| External operating expenses                              | (137)                                 | (123)                         | (124)                         | 11%                              | 10%                              |
| Net inter business unit expenses                         | (82)                                  | (80)                          | (79)                          | 3%                               | 4%                               |
| Operating expenses                                       | (219)                                 | (203)                         | (203)                         | 8%                               | 8%                               |
| Profit before credit impairment and income tax           | 325                                   | 324                           | 305                           | 0%                               | 7%                               |
| Provision for credit impairment                          | (22)                                  | (46)                          | (45)                          | -52%                             | -51%                             |
| Profit before income tax                                 | 303                                   | 278                           | 260                           | 9%                               | 17%                              |
| Income tax expense and minority interest                 | (91)                                  | (84)                          | (78)                          | 8%                               | 17%                              |
| Net profit attributable to shareholders of the           |                                       |                               |                               |                                  |                                  |
| Company  | 212                                   | 194                           | 182                           | 9%                               | 16%                              |
|  |                                       |                               |                               |                                  |                                  |
| Consisting of:   |                                       |                               |                               |                                  |                                  |
| Business Banking Australia                               | 103                                   | 92                            | 89                            | 12%                              | 16%                              |
| Corporate Banking Australia                              | 86                                    | 80                            | 72                            | 8%                               | 19%                              |
| Small Business Banking                                   | 23                                    | 22                            | 21                            | 5%                               | 10%                              |
|  | 212                                   | 194                           | 182                           | 9%                               | 16%                              |
|  |                                       |                               |                               |                                  |                                  |
| Balance Sheet  | 22.041                                | 22.702                        | 21.655                        | <b>5</b> 07                      | 1107                             |
| Net loans & advances including acceptances               | 23,941                                | 22,793                        | 21,655                        | 5%                               | 11%                              |
| Other external assets                                    | 130                                   | 109<br>22,902                 | 113                           | 19%<br>5%                        | 15%                              |
| External assets  | 24,071<br>18,987                      | 18,091                        | 21,768                        | 5%<br>5%                         | 11%                              |
| Deposits and other borrowings Other external liabilities | · · · · · · · · · · · · · · · · · · · |                               | 17,070                        | 3%<br>0%                         | 11%<br>5%                        |
|  | 6,822                                 | 6,822                         | 6,511                         |                                  | 5%<br>9%                         |
| External liabilities                                     | 25,809                                | 24,913                        | 23,581                        | 4%                               |                                  |
| Risk Weighted Assets                                     | 23,450                                | 22,301                        | 21,007                        | 5%                               | 12%                              |
| Ratios   |                                       |                               |                               |                                  |                                  |
| Net interest margin                                      | 3.60%                                 | 3.66%                         | 3.69%                         |                                  |                                  |
| Return on assets   | 1.66%                                 | 1.60%                         | 1.56%                         |                                  |                                  |
| Return on risk weighted assets                           | 1.82%                                 | 1.78%                         | 1.75%                         |                                  |                                  |
| Operating expenses to operating income                   | 40.3%                                 | 38.5%                         | 40.0%                         |                                  |                                  |
| Operating expenses to average assets                     | 1.72%                                 | 1.67%                         | 1.74%                         |                                  |                                  |
| Individual provision charge                              | (20)                                  | (18)                          | (23)                          | 11%                              | -13%                             |
| Net individual provision as a % of average net           | (20)                                  | (10)                          | (23)                          | 1170                             | 13 70                            |
| advances   | 0.17%                                 | 0.16%                         | 0.22%                         |                                  |                                  |
| Net impaired loans                                       | 30                                    | 38                            | 54                            | -21%                             | -44%                             |
| Net impaired loans as a % of net advances                | 0.12%                                 | 0.17%                         | 0.25%                         | 2170                             | . 170                            |
| Total employees  | 2,025                                 | 1,987                         | 1,924                         | 2%                               | 5%                               |
| 1 7  | ,                                     | ,                             | <i>y-</i>                     | _,_                              |                                  |

| stralia |
|---------|
|         |

Mark Paton

#### March 2006 half year compared to September 2005 half year

Profit after tax increased by 9%, driven by strong balance sheet growth and continued improvement in the credit quality of the lending portfolio, partially offset by the impact of competitive pressures on margins and fees. The business franchise remains strong with leading levels of customer satisfaction and low propensity to switch, as well as very high levels of employee engagement. The business model has been further enhanced by the ongoing expansion of the Wall Street to Main Street (WSTMS) proposition for the Corporate market, the newly created Small Business segment and our industry specialisation models. ANZ received the CFO Magazine Business Bank of the Year award for 2005.

Significant influences on the result were:

Net interest income increased 3% driven by growth in both average lending (6%) and average deposits (7%). The solid growth in average lending (Corporate Banking 7%, Business Banking 6% and Small Business Banking 16%) and average deposit volumes (Corporate Banking 7%, Business Banking 7% and Small Business Banking 10%) was the result of a continued focus on new customer acquisition as well as growth from existing customers. Key factors in achieving growth were ANZ s leading customer service proposition, continued investment in people and process simplification, as well as the industry and local market specialisation approach to customers.

The net interest margin declined by 6 basis points, largely driven by ongoing competitive pressures in the lending book, as well as some moderate compression of margins on the deposit portfolio.

Other external operating income increased 4%, largely from continued growth in the WSTMS proposition, including private equity exit profits, with marginal growth in other fees. The WSTMS proposition continues to grow our portfolio and future earnings potential, with 13 deals closing this half, bringing the total Corporate Private Equity portfolio value to over \$200 million.

Operating expenses increased 8% including:

the impact of an expense refund relating to prior periods in the September 2005 half year;

continued investment in front line staff (particularly in Small Business) and the WSTMS proposition and the creation of new Corporate Banking regions; and

higher branch costs as a result of our increased branch footprint.

After adjusting for these factors Operating expenses, including the impact of annual salary rises and on-going commitment to the Graduate program, were well managed at 2%.

The benefits of our on-going productivity agenda are reflected in the increase in revenue per average FTE. Productivity gains in back and middle office operations and shared service areas have been used to partially fund the on-going investment program. The cost to income ratio remains low at 40% in line with last half, allowing for the impact of the expense refund in September 2005.

Credit quality remains sound and the overall quality of our credit portfolio has improved over the period. This reflects the strong focus on risk management and compliance in both the Business Banking and Corporate Banking segments and the impact of the continued de-risking of our portfolio, as well as the strength of the economy and business confidence. Provision for credit impairment decreased by 52% and impaired loans as a percentage of net loans and advances decreased to 0.12% over the period.

#### March 2006 half year compared to March 2005 half year

Profit after tax increased 16%, with solid growth in all businesses. Net interest income increased 7% due to growth of 10% in average lending and 11% growth in average deposit volumes. Net interest margins declined 9 basis points due principally to competitive pressures. Other external operating income increased by 9% due to an increase in advisory and ANZ Online fee income. Operating costs increased by 8% mainly due to continued investment in frontline staff and salary increases. Provision for credit impairment decreased by 51% and net impaired loans as a percentage of net advances reduced by 52% reflecting the improvement in the quality of the credit portfolio.

#### **Esanda and UDC**

David Hisco

A leading provider of vehicle and equipment finance, rental services and fixed and at call investments. Operates in Australia as Esanda and Esanda FleetPartners and in New Zealand as UDC and Esanda FleetPartners

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 202                           | 207                           | 202                           | -2%                              |                                  |
| Other external operating income                | 25                            | 42                            | 37                            | -40%                             | -32%                             |
| Operating income                               | 227                           | 249                           | 239                           | -9%                              | -5%                              |
| External operating expenses                    | (84)                          | (82)                          | (82)                          | 2%                               | 2%                               |
| Net inter business unit expenses               | (18)                          | (18)                          | (20)                          | 0%                               | -10%                             |
| Operating expenses                             | (102)                         | (100)                         | (102)                         | 2%                               |                                  |
| Profit before credit impairment and income tax | 125                           | 149                           | 137                           | -16%                             | -9%                              |
| Provision for credit impairment                | (49)                          | (67)                          | (42)                          | -27%                             | 17%                              |
| Profit before income tax                       | 76                            | 82                            | 95                            | -7%                              | -20%                             |
| Income tax expense and minority interest       | (23)                          | (27)                          | (29)                          | -15%                             | -21%                             |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 53                            | 55                            | 66                            | -4%                              | -20%                             |
| Net interest margin                            | 2.65%                         | 2.79%                         | 2.82%                         |                                  |                                  |
| Operating expenses to operating income         | 44.9%                         | 40.2%                         | 42.7%                         |                                  |                                  |
| Individual provision charge                    | (35)                          | (48)                          | (24)                          | -27%                             | 46%                              |
| Net impaired loans                             | 39                            | 40                            | 43                            | -3%                              | -9%                              |
| Total employees                                | 1,335                         | 1,352                         | 1,349                         | -1%                              | -1%                              |

#### March 2006 half year compared to September 2005 half year

Profit after tax decreased by 4%. Profit growth in Australia of 9% was offset by a 31% profit reduction in New Zealand which was impacted by structural changes made last year and competitive pressure. Overall the Australian business continues to provide opportunities for future profit growth. A number of actions are underway in the New Zealand businesses to return to profitable growth.

Significant influences on the result were:

Net interest income declined 2%, with a 3% increase in lending volumes in Australia from solid new business writings offset by an 11% reduction in volumes in New Zealand. A 14 basis point decline in margins resulted from the run-off of higher yielding loans during the half which were replaced by lower margin new business. Pricing initiatives have been put in place to stabilise margins and grow revenue, the impact of which will flow through in the March 2007 half.

Other operating income decreased 40%, due to a \$6 million impact from a fall in second-hand car prices as well as the inclusion of a \$7 million gain in the September 2005 half year resulting from the alignment of revenue recognition on leases in the New Zealand Fleet business with Group accounting policies.

Operating expenses increased by 2% due to annual salary increases. These increases were partly offset by a \$6 million reduction in indirect taxes.

Provision for credit impairment decreased by 27% despite a 1% increase in lending volumes. Individual provision charge was lower compared to the 2005 half, largely associated with improvement in the commercial loan portfolio and the exited aircraft lease business (\$9 million) in 2005.

#### March 2006 half year compared to March 2005 half year

Profit after tax decreased by 20%. Net interest income was flat with a 5% increase in lending volumes offset by a 17 basis point margin reduction. Other operating income decreased 32% due to a \$10 million impact from the fall in second-hand car prices. Operating expenses were flat with an increase in personnel costs due to annual salary increases offset by a \$6 million reduction in indirect taxes. Provision for credit impairment increased 17% and individual provision charge increased \$11 million with an individual loss of \$5 million in the March 2006 half.

#### Asia Pacific

Bob Edgar

Provision of retail and corporate banking services in the Pacific Region and Asia, including ANZ s share of PT Panin Bank in Indonesia; this business excludes Institutional businesses, which are a matrix responsibility and included in Institutional business unit results. Geographic results are included on page 56

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 96                            | 89                            | 80                            | 8%                               | 20%                              |
| Other external operating income                | 71                            | 71                            | 70                            | 0%                               | 1%                               |
| Operating income                               | 167                           | 160                           | 150                           | 4%                               | 11%                              |
| External operating expenses                    | (103)                         | (93)                          | (83)                          | 11%                              | 24%                              |
| Net inter business unit expenses               | 1                             | 1                             |                               | 0%                               | n/a                              |
| Operating expenses                             | (102)                         | (92)                          | (83)                          | 11%                              | 23%                              |
| Profit before credit impairment and income tax | 65                            | 68                            | 67                            | -4%                              | -3%                              |
| Provision for credit impairment                | (8)                           | (13)                          | (21)                          | -38%                             | -62%                             |
| Profit before income tax                       | 57                            | 55                            | 46                            | 4%                               | 24%                              |
| Income tax expense and minority interest       | (11)                          | (11)                          | (7)                           | 0%                               | 57%                              |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 46                            | 44                            | 39                            | 5%                               | 18%                              |
| Operating expenses to operating income         | 61.1%                         | 57.5%                         | 55.3%                         |                                  |                                  |
| Individual provision charge                    | (6)                           | (7)                           | (17)                          | -14%                             | -65%                             |
| Net impaired loans                             | 8                             | 21                            | 14                            | -62%                             | -43%                             |
| Total employees                                | 2,248                         | 2,196                         | 2,040                         | 2%                               | 10%                              |

#### March 2006 half year compared to September 2005 half year

Profit after tax increased by 5%. Excluding the impact of exchange rate movements profit increased 1%. A strong result in the Pacific (up 23%) was partly offset by lower equity accounted earnings for PT Panin Bank.

Excluding exchange rate movements the main drivers of the results were:

Net interest income increased 7% driven by a 12% growth in lending volumes. Growth in lending was particularly strong in Fiji, Samoa and PNG.

Other external operating income reduced 4%. Fee growth of 7% largely in the Cards business in Indonesia was offset by lower equity accounting earnings for PT Panin Bank (\$4 million) and a reduction in foreign exchange income (\$2 million) from the particularly strong September 2005 half.

| Operating expenses increased 9% as a result of costs associated with building partner in        | relationships in China |
|---|------------------------|
| and Vietnam, the first full half of operating costs in Cambodia, and additional customer facing | staff in the Pacific.  |

Provision for credit impairment reduced by \$4 million. The individual provision charge reduced largely as a result of the write-back of provisioning in Fiji.

Income tax expense was flat.

#### March 2006 half year compared to March 2005 half year

Profit after tax increased 18%. Net interest increased 20% driven by 28% growth in lending volumes and a 14% growth in deposit volumes. Other operating income increased slightly with strong card and other fee growth and increased foreign exchange revenue being partly offset by reduced equity accounted income from PT Panin. Operating expenses increased 23% largely as a result of advancing the partnership business agenda in Asia and additional customer facing staff in the Pacific. The impact of exchange rate movements was less than 3%.

#### Non-continuing businesses

Steve Targett

Comprises the London headquartered project finance business, the run-off of New Zealand conduit transactions and certain structured finance transactions that ANZ has exited as part of its de-risking strategy

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 11                            | 36                            | 26                            | -69%                             | -58%                             |
| Other external operating income                | 18                            |                               | 7                             | n/a                              | large                            |
| Operating income                               | 29                            | 36                            | 33                            | -19%                             | -12%                             |
| External operating expenses                    |                               |                               | (6)                           | n/a                              | -100%                            |
| Net inter business unit expenses               | (1)                           | (8)                           | (10)                          | -88%                             | -90%                             |
| Operating expenses                             | (1)                           | (8)                           | (16)                          | -88%                             | -94%                             |
| Profit before credit impairment and income tax | 28                            | 28                            | 17                            | 0%                               | 65%                              |
| Provision for credit impairment                | 8                             | 53                            | 44                            | -85%                             | -82%                             |
| Profit before income tax                       | 36                            | 81                            | 61                            | -56%                             | -41%                             |
| Income tax expense and minority interest       | (6)                           | (18)                          | 2                             | -67%                             | large                            |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 30                            | 63                            | 63                            | -52%                             | -52%                             |
| Operating expenses to operating income         | 3.4%                          | 22.2%                         | 48.5%                         |                                  |                                  |
| Individual provision (charge) credit           | 3                             | 30                            | 11                            | -90%                             | -73%                             |
| Net impaired loans                             | 7                             | 45                            | 52                            | -84%                             | -87%                             |
| Total employees                                |                               | 5                             | 9                             | -100%                            | -100%                            |

#### March 2006 half year compared to September 2005 half year

Profit after tax reduced by \$33 million (52%). Significant factors affecting the result were:

Net interest income reduced by \$25 million reflecting a 48% (\$0.8 billion) reduction in lending volumes from the September 2005 half.

Other operating income of \$18 million largely represents a \$12 million release of provisions created on the sale of the London headquartered project finance business following the expiry of certain warranties provided to Standard Chartered Bank and a \$4 million gain on sale of power assets.

Operating expenses reduced by \$7 million, with the remaining expenses being legal and restructuring costs associated with the legacy balances in the London headquartered project finance business.

Provision for credit impairment credit decreased by \$45 million. The individual provision credit in the September 2005 half reflected the net recovery of \$30 million on legacy project finance assets. The remainder of the credit impairment credit, \$23 million credit in the collective provisions resulted from the significant reduction in risk as the legacy assets matured or were sold.

### March 2006 half year compared to March 2005 half year

Profit after tax reduced by \$33 million (52%). Operating income reduced by \$4 million, with reduced net interest income resulting from a \$2.3 billion reduction in lending volumes partly offset by an \$11 million increase in other operating income. The \$18 million other operating income in the current half was largely from the release of provisions created on the sale of the London headquartered project finance business, whilst the March 2005 half included \$4 million profit on the sale of those businesses.

Operating expenses reduced by \$15 million with the London headquartered project finance business being sold part way through the March 2005 half. Provision for credit impairment reduced by \$36 million. The March 2005 half included a net recovery of \$11 million in individual provisions and a \$33 million credit in the collective provision charge resulting from the significant reduction in risk as legacy assets matured or were sold through that half.

#### **Group Centre**

Group People Capital Group Risk Management Treasury Group Strategic Development Group Financial Management Operations, Technology and Shared Services

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 110                           | 104                           | 81                            | 6%                               | 36%                              |
| Other external operating income                | 22                            | 26                            | 39                            | -15%                             | -44%                             |
| Operating income                               | 132                           | 130                           | 120                           | 2%                               | 10%                              |
| External operating expenses                    | (377)                         | (395)                         | (387)                         | -5%                              | -3%                              |
| Net inter business unit expenses               | 275                           | 271                           | 266                           | 1%                               | 3%                               |
| Operating expenses                             | (102)                         | (124)                         | (121)                         | -18%                             | -16%                             |
| Profit before credit impairment and income tax | 30                            | 6                             | (1)                           | large                            | large                            |
| Provision for credit impairment                |                               |                               |                               | n/a                              | n/a                              |
| Profit before income tax                       | 30                            | 6                             | (1)                           | large                            | large                            |
| Income tax expense and minority interest       | (3)                           | 10                            | 6                             | large                            | large                            |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 27                            | 16                            | 5                             | 69%                              | large                            |
| Including:                                     |                               |                               |                               |                                  |                                  |
| Treasury                                       | 10                            | 10                            | 9                             | 0%                               | 11%                              |
| Total employees                                | 4,098                         | 4,023                         | 3,875                         | 2%                               | 6%                               |

#### March 2006 half year compared to September 2005 half year

The result for the Group Centre was \$27 million profit compared with \$16 million in the September 2005 half. Significant influences on the result were:

Movements in the average NZD exchange rate resulted in a \$9 million after tax increase in income on contracts put in place to hedge NZD denominated earnings. These gains were partly offset in New Zealand Businesses, and the New Zealand component of the Institutional and Esanda (UDC) businesses. The gains on the NZD contracts were partly offset by the maturity of contracts put in place to hedge USD revenues, which resulted in a decline of \$6 million after tax.

Other operating income decreased \$4 million with lower capital investment earnings (net of hedge costs) from INGA. Capital investment hedges were terminated in October 2005.

Operating expenses reduced \$22 million with lower non-incremental New Zealand businesses System Integration costs and other project costs.

Income tax expense increase reflects a tax benefit booked in the prior half in respect of issue costs for the 2 for 11 rights issue, and lower INGA non-taxable Capital investment earnings.

March 2006 half year compared to March 2005 half year

The half year profit of \$27 million was \$22 million higher than the March 2005 half. Revenue increased \$12 million with higher net interest offset by lower capital investment earnings (net of hedge earnings) in INGA following the payment of dividends. External operating expenses reduced 3% with the inclusion of provisioning for cheque conversion fraud in the March 2005 half.

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50

#### GEOGRAPHIC SEGMENT PERFORMANCE

#### Geographic performance

|  | Half<br>year<br>Mar 06<br>\$M   | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|---------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net profit attributable to shareholders of the |                                 |                               |                               |                                  |                                  |
| company  |                                 |                               |                               |                                  |                                  |
| Australia                                      | 1,196                           | 1,105                         | 1,043                         | 8%                               | 15%                              |
| New Zealand                                    | 422                             | 340                           | 355                           | 24%                              | 19%                              |
| Asia Pacific                                   | 110                             | 101                           | 84                            | 9%                               | 31%                              |
| Other  | 83                              | 74                            | 73                            | 12%                              | 14%                              |
|  | 1,811<br>Half<br>year<br>Mar 06 | 1,620  Half year              | 1,555  Half year Mar 05       | 12%<br>Movt<br>Mar 06            | 16%<br>Movt<br>Mar 06            |
|  | \$M                             | Sep 05<br>\$M                 | \$M                           | v. Sep 05<br>%                   | v. Mar 05<br>%                   |
| Cash(1) profit                                 |                                 |                               |                               |                                  |                                  |
| Cash(1) profit Australia                       |                                 |                               |                               |                                  |                                  |
| <del>-</del>                                   | \$M                             | \$M                           | \$M                           | $\sqrt[n]{e}$                    | %                                |
| Australia                                      | <b>\$M</b><br>1,108             | <b>\$M</b> 1,040              | <b>\$M</b><br>1,014           | %<br>7%                          | %<br>9%                          |
| Australia<br>New Zealand                       | \$M  1,108 434                  | \$M<br>1,040<br>331           | \$M<br>1,014<br>377           | %<br>7%<br>31%                   | %<br>9%<br>15%                   |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by \$46 million (Mar 2005: \$15 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15), allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the NHB insurance matter and the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as significant items. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13)

In the March 2006 half ANZ has classified \$13 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair value as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$5 million (Sep 2005: \$5 million; Mar 2005: \$8 million))

In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). Tax on ANZ National Bank incremental integration costs is \$13 million (Sep 2005: \$18 million; Mar 2005: \$8 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base and assist analysis of the cost base following completion of the integration (refer page 13)

#### Cash profit by segment

|                 |           | New     | Asia    | 0.1   |       |
|-----------------|-----------|---------|---------|-------|-------|
| March 2006 Half | Australia | Zealand | Pacific | Other | Total |
| Personal        | 542       | 208     | 48      |       | 798   |
| Institutional   | 287       | 110     | 57      | 61    | 515   |
| Corporate       | 212       | 126     | 12      |       | 350   |
| Esanda and UDC  | 41        | 12      |         |       | 53    |
| Other           | 26        | (22)    | (7)     | 18    | 15    |
|                 | 1,108     | 434     | 110     | 79    | 1,731 |

|                     |           | New     | Asia    |       |       |
|---------------------|-----------|---------|---------|-------|-------|
| September 2005 Half | Australia | Zealand | Pacific | Other | Total |
| Personal            | 485       | 197     | 38      |       | 720   |
| Institutional       | 299       | 102     | 57      | 66    | 524   |
| Corporate           | 194       | 72      | 16      |       | 282   |
| Esanda and UDC      | 38        | 17      |         |       | 55    |
| Other               | 24        | (57)    | (8)     | 43    | 2     |
|                     | 1,040     | 331     | 103     | 109   | 1,583 |

|                 |           | New     | Asia    |       |       |
|-----------------|-----------|---------|---------|-------|-------|
| March 2005 Half | Australia | Zealand | Pacific | Other | Total |
| Personal        | 468       | 203     | 29      |       | 700   |
| Institutional   | 299       | 112     | 49      | 53    | 513   |
| Corporate       | 182       | 92      | 21      |       | 295   |
| Esanda and UDC  | 50        | 16      |         |       | 66    |
| Other           | 15        | (46)    | (12)    | 37    | (6)   |
|                 | 1,014     | 377     | 87      | 90    | 1,568 |

#### Australia

|   | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|---|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                               | 2,291                         | 2,170                         | 2,092                         | 6%                               | 10%                              |
| Fee income  | 688                           | 689                           | 622                           | 0%                               | 11%                              |
| Other operating income                            | 264                           | 287                           | 279                           | -8%                              | -5%                              |
| Operating income                                  | 3,243                         | 3,146                         | 2,993                         | 3%                               | 8%                               |
| Operating expenses                                | (1,479)                       | (1,444)                       | (1,403)                       | 2%                               | 5%                               |
| Profit before credit impairment and income tax    | 1,764                         | 1,702                         | 1,590                         | 4%                               | 11%                              |
| Provision for credit impairment                   | (218)                         | (257)                         | (195)                         | -15%                             | 12%                              |
| Profit before income tax                          | 1,546                         | 1,445                         | 1,395                         | 7%                               | 11%                              |
| Income tax expense                                | (438)                         | (405)                         | (381)                         | 8%                               | 15%                              |
| Minority interest                                 |                               |                               |                               | n/a                              | n/a                              |
| Cash(1) profit                                    | 1,108                         | 1,040                         | 1,014                         | 7%                               | 9%                               |
| Non-core items(1) and AIFRS 2005                  |                               |                               |                               |                                  |                                  |
| adjustments                                       | 88                            | 65                            | 29                            | 35%                              | large                            |
| Net profit attributable to shareholders of the    |                               |                               |                               |                                  |                                  |
| company   | 1,196                         | 1,105                         | 1,043                         | 8%                               | 15%                              |
| Net interest average margin                       | 2.31%                         | 2.09%                         | 2.16%                         |                                  |                                  |
| Return on risk weighted assets                    | 1.59%                         | 1.54%                         | 1.56%                         |                                  |                                  |
| Operating expenses(1) to operating income         | 42.0%                         | 45.3%                         | 46.3%                         |                                  |                                  |
| Operating expenses(1) to average assets           | 1.29%                         | 1.46%                         | 1.53%                         |                                  |                                  |
| Core(1) net interest average margin               | 2.31%                         | 2.34%                         | 2.41%                         |                                  |                                  |
| Cash(1) return on risk weighted assets            | 1.47%                         | 1.45%                         | 1.51%                         |                                  |                                  |
| Operating expenses(1) to operating income         |                               |                               |                               |                                  |                                  |
| (adjusted for non-core items(1)                   | 45.6%                         | 45.9%                         | 46.9%                         |                                  |                                  |
| Operating expenses(1) to average assets           |                               |                               |                               |                                  |                                  |
| (adjusted for non-core items(1))                  | 1.40%                         | 1.46%                         | 1.53%                         |                                  |                                  |
| Individual provision charge                       | (169)                         | (151)                         | (101)                         | 12%                              | 67%                              |
| Individual provision charge as a % of average net |                               |                               |                               |                                  |                                  |
| advances  | 0.19%                         | 0.18%                         | 0.13%                         |                                  |                                  |
| Net impaired loans                                | 305                           | 200                           | 220                           | 53%                              | 39%                              |
| Net impaired loans as a % of net advances         | 0.17%                         | 0.12%                         | 0.13%                         |                                  |                                  |
| Total employees                                   | 18,221                        | 18,043                        | 17,389                        | 1%                               | 5%                               |
| Lending growth                                    | 5.1%                          | 5.5%                          | n/a                           |                                  |                                  |
| External assets                                   | 217,171                       | 199,903                       | 189,774                       | 9%                               | 14%                              |
| Risk weighted assets                              | 154,148                       | 145,132                       | 139,243                       | 6%                               | 11%                              |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by \$65 million (Mar 2005: \$29 million decrease) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15) allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the NHB insurance matter as a significant item. ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13)

In the March 2006 half ANZ has classified \$9 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair value as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$3 million (Sep 2005: \$5 million; Mar 2005: \$8 million))

#### March 2006 half year compared to September 2005 half year

Profit after tax increased by 8%. Cash profit increased 7% (refer pages 13 to 15 for an explanation of non-core items and AIFRS adjustments). Significant influences on cash profit were:

Net interest income increased by 6%. Average net advances increased 5%, driven by growth in Personal Banking Australia 6%, Corporate Australia 7% and Institutional 4%. Average deposit and other borrowing volumes increased 5%, driven by Personal Banking Australia 5%, Corporate Australia 7%, Group Treasury 13% and Esanda 7%. Net interest margin decreased 3 basis points with a change in the asset mix, increased volumes of wholesale funding and competitive pressures in the lending books of Mortgages, Institutional and Corporate Banking. Institutional Australia s margin increased as Trade and Transactional Services included the release of revenue that related to prior years and Market s net interest income increased \$22 million due to a reduction in funding costs associated with unrealised trading gains resulted in a higher proportion of revenue being booked as interest. Personal Banking Australia net interest margin was unchanged.

Fee income decreased by \$1 million. Personal Banking Australia increased 4% underpinned by growth in Mortgages, Banking Products, from higher numbers of transaction accounts, and financial planning fees were up from higher sales volumes. Institutional Australia decreased \$17 million mainly due to reduced advisory fees in Corporate and Structured Financing following the particularly strong September 2005 half.

Other operating income decreased \$23 million. Markets decreased \$22 million, offset by higher net interest income. Excluding this impact, other operating income decreased 2% due to a \$6 million impact from a fall in the value in second-hand car prices in Esanda and \$3 million lower contribution from INGA, net of capital hedges.

Operating expenses increased by 2% reflecting an increased investment in frontline staff and the footprint expansion, with 11 new branches and 134 more ATMs, annual salary increases, and higher non-lending losses in Institutional partly offset by lower computer expenses in Operations, Technology and Shared Services and Personal Banking Australia and a \$6 million reduction in indirect taxes in Esanda.

Provision for credit impairment decreased by 15% (\$39 million) driven by reduced provisions held for non-customer specific oil price risk. The impact of volume growth was partly offset by improved credit quality in most portfolios. The individual provision charge increased \$18 million with an increase in Institutional, due to two large new provisions, partly offset by a lower charge in Esanda largely associated with improvement in the commercial loan portfolio and the exited aircraft lease business in 2005.

Profit after tax increased 15%. After adjusting for the impact of non-core items and AIFRS 2005 Adjustments (refer pages 13 to 15), cash profit increased 9%; net interest income increased 10% as average net advances increased 12% and average deposits and other borrowings increased 10% partly offset by an 11 basis point margin contraction. Fee income increased 11% with growth in Personal Banking Australia (13%), Institutional (14%) and Corporate (10%). Operating expenses increased 5% reflecting the 5% increase in staff numbers and the ongoing investment in the branch network. Provision for credit impairment increased 12% as the individual provision charge increased \$68 million, due largely to recoveries in the March 2005 half, two large new provisions in Institutional and the planned risk mix shift in Personal Banking. Collective provision reduced largely as a result of the reduced provisions held for non-customer specific oil price risk.

#### **New Zealand**

|  | Half<br>year<br>Mar 06<br>NZD M | Half<br>year<br>Sep 05<br>NZD M | Half<br>year<br>Mar 05<br>NZD M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|---------------------------------|---------------------------------|---------------------------------|----------------------------------|----------------------------------|
| Net interest income  | 943                             | 893                             | 879                             | 6%                               | 7%                               |
| Fee income   | 281                             | 280                             | 273                             | 0%                               | 3%                               |
| Other operating income                                       | 136                             | 97                              | 81                              | 40%                              | 68%                              |
| Operating income   | 1,360                           | 1,270                           | 1,233                           | 7%                               | 10%                              |
| Operating expenses   | (644)                           | (642)                           | (592)                           | 0%                               | 9%                               |
| Profit before credit impairment and income tax               | 716                             | 628                             | 641                             | 14%                              | 12%                              |
| Provision for credit impairment                              | (14)                            | (106)                           | (50)                            | -87%                             | -72%                             |
| Profit before income tax                                     | 702                             | 522                             | 591                             | 34%                              | 19%                              |
| Income tax expense   | (227)                           | (162)                           | (182)                           | 40%                              | 25%                              |
| Minority interest  | (1)                             | (1)                             |                                 | 0%                               | n/a                              |
| Cash(1) profit   | 474                             | 359                             | 409                             | 32%                              | 16%                              |
| Non-core items(1) and AIFRS 2005                             |                                 |                                 |                                 |                                  |                                  |
| adjustments  | (13)                            | 11                              | (25)                            | large                            | -48%                             |
| Net profit attributable to shareholders of the company (NZD) | 461                             | 370                             | 384                             | 25%                              | 20%                              |
| Net profit attributable to shareholders of the               | 401                             | 370                             | 304                             | 23 /0                            | 20 /0                            |
| company (AUD)  | 422                             | 340                             | 355                             | 24%                              | 19%                              |
| Net interest average margin                                  | 2.32%                           | 2.29%                           | 2.43%                           | 2170                             | 1770                             |
| Return on risk weighted assets                               | 1.54%                           | 1.35%                           | 1.44%                           |                                  |                                  |
| Operating expenses(1) to operating income                    | 47.4%                           | 50.3%                           | 47.9%                           |                                  |                                  |
| Operating expenses(1) to average assets                      | 1.45%                           | 1.54%                           | 1.51%                           |                                  |                                  |
| Core(1) net interest average margin                          | 2.32%                           | 2.36%                           | 2.50%                           |                                  |                                  |
| Cash(1) return on risk weighted assets                       | 1.54%                           | 1.23%                           | 1.46%                           |                                  |                                  |
| Operating expenses(1) to operating income                    |                                 |                                 |                                 |                                  |                                  |
| (adjusted for non-core items(1))                             | 47.4%                           | 50.6%                           | 48.0%                           |                                  |                                  |
| Operating expenses(1) to average assets                      |                                 |                                 |                                 |                                  |                                  |
| (adjusted for non-core items(1))                             | 1.45%                           | 1.54%                           | 1.51%                           |                                  |                                  |
| Individual provision charge                                  | (23)                            | (84)                            | (32)                            | -73%                             | -28%                             |
| Individual provision charge as a % of average net            |                                 |                                 |                                 |                                  |                                  |
| advances   | 0.06%                           | 0.25%                           | 0.10%                           |                                  |                                  |
| Net impaired loans   | 119                             | 123                             | 46                              | -3%                              | large                            |
| Net impaired loans as a % of net advances                    | 0.16%                           | 0.18%                           | 0.07%                           |                                  | -                                |
| Total employees  | 9,239                           | 9,345                           | 9,177                           | -1%                              | 1%                               |
| Lending growth   | 6.1%                            | 6.5%                            | n/a                             |                                  |                                  |
| External assets  | 93,412                          | 86,497                          | 80,282                          | 8%                               | 16%                              |
| Risk weighted assets   | 65,218                          | 61,041                          | 58,280                          | 7%                               | 12%                              |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by NZD11 million (Mar 2005: NZD25 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15) allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

In the March 2006 half ANZ has classified the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as a significant item. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13)

In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base following completion of the integration (refer page 13)

### Reconciliation of Geographic result

|  | Half<br>year<br>Mar 06<br>NZD M | Half<br>year<br>Sep 05<br>NZD M | Half<br>year<br>Mar 05<br>NZD M | Movt<br>Mar 0 6<br>v. Sep<br>05<br>% | Movt<br>Mar 0 6<br>v. Mar<br>05<br>% |
|--|---------------------------------|---------------------------------|---------------------------------|--------------------------------------|--------------------------------------|
| NZ Business                                    |                                 |                                 |                                 |                                      |                                      |
| New Zealand Businesses                         | 366                             | 288                             | 320                             | 27%                                  | 14%                                  |
| UDC  | 13                              | 19                              | 18                              | -32%                                 | -28%                                 |
| NZ Institutional                               | 117                             | 92                              | 105                             | 27%                                  | 11%                                  |
| NZ shareholder functions                       | (25)                            | (58)                            | (49)                            | -57%                                 | -49%                                 |
| Non -continuing businesses                     | 3                               | 19                              | 16                              | -84%                                 | -81%                                 |
| New Zealand geography cash profit              | 474                             | 360                             | 410                             | 32%                                  | 16%                                  |
| AIFRS 2005 adjustments and non -core items (1) | (13)                            | 10                              | (26)                            | large                                | -50%                                 |
| Total New Zealand geography                    | 461                             | 370                             | 384                             | 25%                                  | 20%                                  |

<sup>(1)</sup> Refer footnote 1 on page 51

### March 2006 half year compared to September 2005 half year

Profit after tax increased by 25% in NZD terms. After adjusting for the impact of non-core items and AIFRS 2005 adjustments (refer pages 13 to 15), profit after tax increased 32% (NZD114 million) impacted by a NZD92 million (NZD62 million after tax) reduction in the Provision for credit impairment charge. Profit before provisions increased 14% after adjusting for the impact of AIFRS 2005 adjustments and non-core items.

Key influences on cash profit include:

Net interest income increased NZD50 million including an additional NZD39 million resulting from the replacement of intercompany debt with preference share capital as a result of amendments to thin capitalisation rules.

Lending volumes increased 6% in NZD terms with growth in New Zealand Businesses (7%) and Institutional (9%) offsetting reductions in UDC (-5%) and non-continuing business (-64%). Customer deposit volumes increased 5% in New Zealand businesses in NZD terms. Net interest margins declined 4 basis points despite a 9 basis point (approximately \$40 million) benefit from the additional capital. After adjusting for this, the 13 basis point reduction was as a result of the migration of customers from variable to fixed rate loans, higher funding costs from growth in wholesale debt and lower margin deposits, and margin reductions in Rural and UDC.

Fee income was flat with a 3% increase in New Zealand Businesses, offset by lower fees in Institutional with reduced activity in structured leasing, and in non-continuing businesses.

Other operating income was NZD39 million higher, largely due to the strong result in the markets business in Institutional. This was partly offset by a NZD10 million reduction in UDC, reflecting a one-off benefit (NZD7 million) in the September half s result from an accounting policy change.

Operating expenses were flat. The cost of the settlement with the Commerce Commission action over disclosure of optional issuer fees (NZD10 million), salary increases and a small increase in numbers of front-line staff were offset by a 6% reduction in the number of support staff and tight control over discretionary spend.

Provision for credit impairment reduced by NZD92 million. The collective provision reduced NZD31 million, with increased lending volumes being offset by a lower provision for oil price risk, and an improved credit risk profile (an increased proportion of low risk residential and rural lending). The individual provision charge reduced by NZD61 million largely as a result of provisioning for two isolated corporate accounts and exposures to the apple and pear export industry in the September half. Net impaired loans reduced NZD4 million as a result of the generally benign credit conditions.

### March 2006 half year compared to March 2005 half year

Profit after tax increased by 20% in NZD terms. After adjusting for the impact of AIFRS 2005 adjustments and non-core items (refer pages 13 to 15), cash profit increased 16% (NZD65 million) impacted by a NZD24 million after tax reduction in the Provision for credit impairment charge. Profit before provisions increased 12% after adjusting for the impact of non-core items. The following explanations exclude the impact of non-core items

Net interest income increased 7% including 3% as a result of the replacement of intercompany debt with capital as discussed above. Lending volumes increased 13% in NZD terms. Net interest margins have reduced 18 basis points, reflecting the impact of competition, in particular the mortgage price war in the March 2005 half, product switching from variable rate to fixed rate loans, and a change in funding mix to more expensive deposit and wholesale products.

Other operating income increased 68% largely due to the strong result in the markets business in Institutional.

Operating expenses increased 9% with salary increases, an increase in front line staff, and the cost of the Commerce Commission settlement (NZD10 million), partly offset by reduced support staff.

Provision for credit impairment reduced NZD36 million. The individual provision charge reduced as a result of provisioning for a number of isolated corporate accounts in the March 2005 half, and recoveries of previously

provisioned corporate accounts received in the current half. The collective provision charge reduced as a result of a lower provision for oil price risk and an improved credit risk profile, with lending growth mainly in lower risk residential mortgages.

Asia Pacific

Bob Edgar

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 143                           | 124                           | 107                           | 15%                              | 34%                              |
| Fee income                                     | 61                            | 58                            | 49                            | 5%                               | 24%                              |
| Other operating income                         | 84                            | 87                            | 79                            | -3%                              | 6%                               |
| Operating income                               | 288                           | 269                           | 235                           | 7%                               | 23%                              |
| Operating expenses                             | (137)                         | (125)                         | (114)                         | 10%                              | 20%                              |
| Profit before credit impairment and income tax | 151                           | 144                           | 121                           | 5%                               | 25%                              |
| Provision for credit impairment                | (7)                           | (12)                          | (12)                          | -42%                             | -42%                             |
| Profit before income tax                       | 144                           | 132                           | 109                           | 9%                               | 32%                              |
| Income tax expense                             | (33)                          | (29)                          | (20)                          | 14%                              | 65%                              |
| Minority interest                              | (1)                           |                               | (2)                           | n/a                              | -50%                             |
| Cash profit(1)                                 | 110                           | 103                           | 87                            | 7%                               | 26%                              |
| Non-core items(1) and AIFRS 2005               |                               |                               |                               |                                  |                                  |
| adjustments                                    |                               | (2)                           | (3)                           | -100%                            | -100%                            |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 110                           | 101                           | 84                            | 9%                               | 31%                              |
| Operating expenses(1) to operating income      | 47.6%                         | 45.9%                         | 48.3%                         |                                  |                                  |
| Core operating expenses(1) to operating        |                               |                               |                               |                                  |                                  |
| income(1)                                      | 47.6%                         | 46.1%                         | 48.5%                         |                                  |                                  |
| Individual provision charge                    | (2)                           | (9)                           | (15)                          | -78%                             | -87%                             |
| Net impaired loans                             | 8                             | 27                            | 21                            | -70%                             | -62%                             |
| Total employees                                | 2,456                         | 2,432                         | 2,275                         | 1%                               | 8%                               |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by \$2 million (Mar 2005: \$3 million) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15) allowing readers to see the impact on 2005 results for accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

### March 2006 half year compared to September 2005 half year

Profit after tax increased 9%. After adjusting for AIFRS 2005 adjustments (refer pages 13 to 15) profit after tax increased by 7%. The depreciation of the AUD increased profit growth by 2% (\$2 million).

After adjusting for non-core items and exchange rate movements:

Net interest increased 13% driven by improved Treasury performance in Singapore and growth in lending and deposit volumes. Growth in lending was particularly strong in Fiji, Samoa and PNG with significant deposit growth achieved in Asia Markets.

Fee income increased 3% due to higher Cards volumes in Indonesia.

Other external operating income reduced 3% largely as a result of reduced equity accounted earnings in PT Panin Bank (\$4 million). Foreign exchange revenue was flat with the strong September 2005 half.

Operating expenses increased 8% as a result of costs associated with building partner relationships in China and Vietnam, the first full half of operating costs in Cambodia and new product specialists in Asia and additional customer facing staff in the Pacific.

Provision for credit impairment reduced by \$5 million. The individual provision charge reduced largely as a result of the write-back of provisioning on accounts in Fiji and Singapore.

Income tax expense increase reflects increased profit.

### March 2006 half year compared to March 2005 half year

Profit after tax increased 31%. After adjusting for the impact of non-core items: profit increased 26%; operating income increased 23% with strong lending and deposit volume growth, higher Treasury earnings in Singapore, improved foreign exchange earnings and increased fee income. These were offset by lower equity accounted earnings from PT Panin Bank; operating expenses increased by 20% as investments were made to progress partnerships in Cambodia, China and Vietnam, together with the addition of specialist product skills in Asia and additional customer facing staff in the Pacific. The impact of exchange rate movements increased profits by 2%.

#### Other

Includes:

United Kingdom United States

Europe Middle East and South Asia

(including Bangalore)

|  | Half<br>year<br>Mar 06<br>\$M | Half<br>year<br>Sep 05<br>\$M | Half<br>year<br>Mar 05<br>\$M | Movt<br>Mar 06<br>v. Sep 05<br>% | Movt<br>Mar 06<br>v. Mar 05<br>% |
|--|-------------------------------|-------------------------------|-------------------------------|----------------------------------|----------------------------------|
| Net interest income                            | 69                            | 115                           | 129                           | -40%                             | -47%                             |
| Fee income                                     | 22                            | 21                            | 31                            | 5%                               | -29%                             |
| Other operating income                         | 64                            | 38                            | 22                            | 68%                              | large                            |
| Operating income                               | 155                           | 174                           | 182                           | -11%                             | -15%                             |
| Operating expenses                             | (54)                          | (55)                          | (62)                          | -2%                              | -13%                             |
| Profit before credit impairment and income tax | 101                           | 119                           | 120                           | -15%                             | -16%                             |
| Provision for credit impairment                | 15                            | 41                            | 14                            | -63%                             | 7%                               |
| Profit before income tax                       | 116                           | 160                           | 134                           | -28%                             | -13%                             |
| Income tax expense                             | (37)                          | (51)                          | (42)                          | -27%                             | -12%                             |
| Cash profit(1)                                 | 79                            | 109                           | 92                            | -28%                             | -14%                             |
| Non-core items and AIFRS 2005 adjustments      | 4                             | (35)                          | (19)                          | large                            | large                            |
| Net profit attributable to shareholders of the |                               |                               |                               |                                  |                                  |
| Company  | 83                            | 74                            | 73                            | 12%                              | 14%                              |
| Operating expenses to operating income         | 34.0%                         | 32.2%                         | 35.2%                         |                                  |                                  |
| Core operating expenses(1) to operating        |                               |                               |                               |                                  |                                  |
| income (1)                                     | 35.0%                         | 31.6%                         | 34.6%                         |                                  |                                  |
| Individual provision (charge) credit           | 4                             | 32                            | (5)                           | -88%                             | large                            |
| Net impaired loans                             | 6                             | 46                            | 43                            | -87%                             | -86%                             |
| Total employees                                | 1,082                         | 986                           | 913                           | 10%                              | 19%                              |

<sup>(1)</sup> ANZ has reduced the September 2005 profit after tax by \$35 million (Mar 2005: \$19 million decrease) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer pages 13 to 15) allowing readers to see the impact on 2005 results for accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability

In the March 2006 half ANZ has classified \$4 million after tax profit (Sep 2005: \$nil; Mar 2005 \$nil) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair value as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on Fair value hedge gains/losses \$2 million (Sep 2005: \$nil; Mar 2005: \$nil)

March 2006 half year compared to September 2005 half year

Profit after tax increased 12%. Cash profit reduced 28%. The impact of exchange rates was immaterial. Significant influences on the core result were:

Net interest income decreased 40% mainly due to reduced earnings on capital following a change in the New Zealand funding structure resulting in repayment of intragroup debt and a reduction in the non-continuing business.

Fee income increased 5%. Increases in lending fees in Corporate and Structured Financing and Trade and Transaction Services were offset by a reduction of \$5 million in other fees.

Other operating income increased \$26 million due largely to the profit on the sale of a power asset in the US and the settlement of warranties on the sale of the London headquartered project and structured finance business.

Operating expenses decreased 2%. The rise in staff numbers is attributable to increases in technology staff in India, however these costs were charged to other businesses.

The credit in Provision for credit impairment is due to the reduction in assets following the sale of the project and structured finance business and debt recoveries. The credit in the individual provisions charge reduced as a result of lower recoveries in the March 2006 half year. Net impaired loans reduced due to the realisation of a power exposure in the US.

### March 2006 half year compared to March 2005 half year

Profit after tax increased 14%. Cash profit decreased 14%. Core operating income decreased by 15% due largely to reduced earnings on capital, and lower asset volumes following the sale of the project and structured finance business offset by profit on the sale of a power asset in the US and the settlement of sale warranties. Operating expenses decreased 13% due to a reduction in personnel costs following the sale of the project and structured finance business. The credit to individual provisions is due to the recovery of bad debts previously provided for. Net impaired loans have reduced due to the sale of a power asset in the US.

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58

# FOUR YEAR SUMMARY BY HALF YEAR

|                               | Previous AGAAP1 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
|-------------------------------|-----------------|---------|----|----------|----|---------|----|----------|----|---------|----|---------|----|----------|----|---------|
|                               |                 | Aar 06  |    | Sep 05   | ]  | Mar 05  |    | Sep 04   | N  | Mar 04  |    | Sep 03  |    | Mar 03   |    | Sep 02  |
| Income Statement              |                 | \$ M    |    | \$ M     |    | \$ M    |    | \$ M     |    | \$ M    |    | \$ M    |    | \$ M     |    | \$ M    |
| Net interest income           |                 | 3,368   |    | 3,231    |    | 3,140   |    | 2,745    |    | 2,507   |    | 2,171   |    | 2,140    |    | 2,053   |
| Other operating income        |                 | 1,563   |    | 1,528    |    | 1,407   |    | 1,694    |    | 1,573   |    | 1,456   |    | 1,352    |    | 1,387   |
| Operating expense             |                 | (2,259) |    | (2,213)  |    | (2,127) |    | (2,103)  |    | (1,902) |    | (1,626) |    | (1,602)  |    | (1,575) |
| Provision for credit          |                 | (2,20)  |    | (2,213)  |    | (2,127) |    | (2,103)  |    | (1,702) |    | (1,020) |    | (1,002)  |    | (1,575) |
| impairment                    |                 | (224)   |    | (325)    |    | (240)   |    | (319)    |    | (313)   |    | (311)   |    | (303)    |    | (309)   |
| Profit before income tax      |                 | 2,448   |    | 2,221    |    | 2,180   |    | 2,017    |    | 1,865   |    | 1,690   |    | 1,587    |    | 1,556   |
| Income tax expense            |                 | (716)   |    | (636)    |    | (611)   |    | (597)    |    | (550)   |    | (482)   |    | (444)    |    | (453)   |
| Minority interest             |                 | (1)     |    | (2)      |    | (1)     |    | (1)      |    | (3)     |    | (1)     |    | (2)      |    | (1)     |
| Cash profit(2)                |                 | 1,731   |    | 1,583    |    | 1,568   |    | 1,419    |    | 1,312   |    | 1,207   |    | 1,141    |    | 1,102   |
|                               |                 |         |    |          |    | ,       |    |          |    |         |    | 1,207   |    | 1,141    |    | 1,102   |
| Non-core items(2)             |                 | 80      |    | 37       |    | (13)    |    | 84       |    | 170     |    |         |    |          |    |         |
| Net profit attributable to    |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| shareholders of the           |                 | 1,811   |    | 1,620    |    | 1,555   |    | 1,419    |    | 1,396   |    | 1 207   |    | 1,141    |    | 1 272   |
| Company<br>Release Sheet      |                 | 1,011   |    | 1,020    |    | 1,333   |    | 1,419    |    | 1,390   |    | 1,207   |    | 1,141    |    | 1,272   |
| Balance Sheet Assets          |                 | 319,363 |    | 298,104  |    | 282,784 |    | 259,345  |    | 247,288 |    | 195,591 |    | 190,518  |    | 183,105 |
| Net assets                    | •               | 18,796  |    | 19,538   |    | 18,927  |    | 17,925   |    | 16,748  |    | 13,787  |    | 12,485   |    | 11,465  |
| Ratios                        |                 | 10,790  |    | 19,330   |    | 10,927  |    | 17,923   |    | 10,740  |    | 13,707  |    | 12,403   |    | 11,403  |
| Return on average ordinary    |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
|                               |                 | 20.00   |    | 10.20    |    | 10.00   |    | 15.00    |    | 10.16   |    | 20.08   |    | 20.20    |    | 24.00   |
| equity(3)                     |                 | 20.99   |    | 18.3%    |    | 18.3%   |    | 17.3%    |    | 19.1%   |    | 20.9%   |    | 20.3%    |    | 24.8%   |
| Return on average assets      |                 | 1.29    |    | 1.1%     |    | 1.1%    |    | 1.1%     |    | 1.2%    |    | 1.2%    |    | 1.2%     |    | 1.4%    |
| Tier 1 capital ratio          |                 | 6.89    | 'o | 6.9%     | 1  | 7.0%    |    | 6.9%     |    | 7.0%    |    | 7.7%    |    | 7.7%     |    | 7.9%    |
| Operating expenses(4) to      |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| operating income              |                 | 44.09   | 6  | 47.1%    |    | 47.0%   |    | 45.8%    |    | 43.9%   |    | 44.6%   |    | 45.6%    |    | 43.3%   |
| Core operating expenses(4)    |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| to operating income           |                 | 45.89   | 6  | 46.5%    |    | 46.8%   |    | 45.5%    |    | 45.1%   |    | 44.6%   |    | 45.6%    |    | 45.5%   |
| Shareholder value -           |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| ordinary shares               |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| Total return to shareholders  |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| (share price movement plus    |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| dividends)                    |                 | 13.29   | 6  | 19.2%    |    | 11.3%   |    | 3.0%     |    | 13.6%   |    | 2.5%    |    | 4.1%     |    | 1.4%    |
| Market capitalisation         |                 | 48,461  |    | 43,834   |    | 37,584  |    | 34,586   |    | 34,284  |    | 27,314  |    | 27,135   |    | 26,544  |
| Dividend                      | 56              | 6 cents | 4  | 59 cents | 5  | 1 cents | 5  | 54 cents | 4  | 7 cents | 5  | 1 cents | 4  | 14 cents | 4  | 6 cents |
| Franked portion               |                 | 1009    | 6  | 100%     |    | 100%    |    | 100%     |    | 100%    |    | 100%    |    | 100%     |    | 100%    |
| Share price(5)                |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| - high                        | \$              | 26.70   | \$ | 24.45    | \$ | 22.02   | \$ | 19.44    | \$ | 19.40   | \$ | 18.45   | \$ | 18.19    | \$ | 19.70   |
| - low                         | \$              | 22.70   | \$ | 20.53    | \$ | 19.02   | \$ | 17.45    | \$ | 15.94   | \$ | 16.66   | \$ |          |    | 16.18   |
| - closing                     | \$              | 26.50   | \$ | 24.00    | \$ | 20.62   | \$ | 19.02    | \$ | 18.96   | \$ | 17.17   | \$ | 17.15    | \$ | 16.88   |
| Share information (per fully  |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| paid                          |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| ordinary share)               |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| Earnings per share - basic(5) |                 | 98.4    |    | 86.3     |    | 83.2    |    | 76.4c    |    | 76.8c   |    | 73.3c   |    | 69.1c    |    | 77.7c   |
| Dividend payout ratio         |                 | 56.99   | 6  | 68.4%    |    | 61.3%   |    | 71.0%    |    | 63.8%   |    | 67.0%   |    | 61.3%    |    | 57.0%   |
| Net tangible assets           | \$              |         | \$ | 7.77     |    | 7.38    |    | 7.51     | \$ | 6.94    | \$ | 7.49    | \$ | 7.32     | \$ | 6.58    |
| Number of fully paid          | Ψ               | 0.00    | Ψ  | ,.,,     | Ψ  | 7.50    | Ψ  | 7.31     | Ψ  | 0.71    | Ψ  | ,.1)    | Ψ  | 7.32     | Ψ  | 0.50    |
| ordinary shares on issue      |                 |         |    |          |    |         |    |          |    |         |    |         |    |          |    |         |
| (millions)                    |                 | 1,828.7 |    | 1,826.4  |    | 1,822.7 |    | 1,818.4  |    | 1,808.2 |    | 1,521.7 |    | 1,513.4  |    | 1,503.9 |
| Other information             |                 | _,020,7 |    | 1,020.1  |    | -,0-2.7 |    | 2,020.1  |    | -,000.2 |    | -,0-1.7 |    | 1,010.1  |    | -,000.7 |
| Permanent employees (FTE)     |                 | 29,617  |    | 29,471   |    | 28,388  |    | 27,383   |    | 26,585  |    | 21,586  |    | 21,218   |    | 21,380  |
|                               |                 |         |    | ,        |    | _0,500  |    | ,505     |    | _0,000  |    | _1,500  |    |          |    | _1,000  |

| Temporary employees (FTE) | 1,446   | 1,505   | 1,444   | 1,372   | 1,386   | 1,551   | 1,265   | 1,102   |
|---------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total employees           | 31,063  | 30,976  | 29,832  | 28,755  | 27,971  | 23,137  | 22,483  | 22,482  |
| Number of shareholders(6) | 273,503 | 263,467 | 255,655 | 252,072 | 245,173 | 223,545 | 210,512 | 198,716 |

<sup>(1)</sup> An explanation of the differences between accounting under current AGAAP (AIFRS) as opposed to previous AGAAP is set out on pages 13 to 15

- ANZ has reduced the September 2005 profit after tax by \$46 million (Mar 2005: \$15 million increase) to bring the result for that period to an AIFRS basis that is fully comparable with March 2006 figures (refer page 6), allowing readers to see the impact on 2005 results of accounting standards that have only been applied from 1 October 2005. No adjustment has been made to retrospectively designate derivatives hedging the Group s funding on the basis of impracticability. In the March 2006 half ANZ has classified the \$113 million (\$79 million after tax) settlement of the NHB insurance matter and the \$14 million after tax settlement of warranty claims on Lloyds TSB plc (tax on warranty settlement: \$nil) as significant items. In the September 2005 half ANZ classified \$14 million after tax profit on the sale of NBNZ life and funds management businesses as a significant item (tax on gain on sale of NBNZ life and funds management businesses: \$nil). ANZ excludes significant items to eliminate the distorting effect of one-off transactions on the results of its core business (refer page 13). In the March 2006 half ANZ has classified \$13 million after tax profit (Sep 2005: \$12 million; Mar 2005 \$19 million) on derivatives entered into to manage interest rate and foreign exchange risk on funding instruments, not designated as accounting hedges, ineffective portions of cash flow hedges, profit or loss on disposal of investment securities, and fair value movement in bonds and notes designated at fair value as a non-core item. ANZ excludes volatility associated with fair value movements on these transactions to provide a better indication of the core business performance (tax on hedge gains/losses \$5 million (Sep 2005: \$4 million; Mar 2005: \$8 million)). In the March 2006 half ANZ has incurred \$26 million after tax ANZ National Bank incremental integration costs (Sep 2005 half: \$35 million; Mar 2005 half: \$17 million). Tax on ANZ National Bank incremental integration costs is \$13 million (Sep 2005: \$18 million; Mar 2005: \$8 million). ANZ National Bank incremental integration costs are excluded to better reflect the core cost base and assist analysis of the cost base following completion of the integration (refer page 13)
- (3) Average ordinary shareholders equity excludes minority interest
- (4) Operating expenses excludes goodwill amortisation of \$nil (Sep 2005: \$nil; Mar 2005: \$nil; Sep 2004: \$83 million; Mar 2004: \$63 million; Sep 2003: \$9 million; Mar 2003: \$9 million; Sep 2002: \$10 million). Under AIFRS goodwill is not amortised and therefore was not recognised from the March 2005 period onwards
- (5) September 2003 and prior periods adjusted for the bonus element of the rights issue
- (6) Excludes employees whose only ANZ shares are held in trust under ANZ employee share schemes

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Australia and New Zealand Banking Group Limited

CONSOLIDATED CONDENSED FINANCIAL STATEMENTS AND OTHER DISCLOSURES

Half year ended

31 March 2006

# CONSOLIDATED FINANCIAL STATEMENTS - TABLE OF CONTENTS

| CONTENTS                             |   | PAGE |  |  |  |  |
|--------------------------------------|---|------|--|--|--|--|
| Directors Report                     |   | 63   |  |  |  |  |
| Consolidated Condens                 | sed Income Statement  | 64   |  |  |  |  |
| Consolidated Condensed Balance Sheet |   |      |  |  |  |  |
| Consolidated Condens                 | sed Statement of Recognised Income and Expense                    | 66   |  |  |  |  |
| Consolidated Condens                 | sed Cash flow statement   | 67   |  |  |  |  |
| Notes to Financial Sta               | tements   | 68   |  |  |  |  |
| 1.                                   | Significant Accounting policies                                   | 68   |  |  |  |  |
| 2.                                   | Income  | 74   |  |  |  |  |
| 3.                                   | Operating expenses  | 75   |  |  |  |  |
| 4.                                   | Income tax expense  | 76   |  |  |  |  |
| 5.                                   | Dividends   | 77   |  |  |  |  |
| 6.                                   | Earnings per share  | 78   |  |  |  |  |
| 7.                                   | Derivative financial instruments                                  | 79   |  |  |  |  |
| 8.                                   | Net loans and advances  | 81   |  |  |  |  |
| 9.                                   | Impaired financial assets   | 82   |  |  |  |  |
| 10.                                  | Provision for credit impairment                                   | 85   |  |  |  |  |
| 11.                                  | Loan capital  | 86   |  |  |  |  |
| 12.                                  | Share Capital   | 86   |  |  |  |  |
| 13.                                  | Shareholders Equity   | 87   |  |  |  |  |
| 14.                                  | Capital Management  | 89   |  |  |  |  |
| 15.                                  | Average balance sheet and related interest - statutory basis      | 91   |  |  |  |  |
| 16.                                  | Interest spreads and net interest average margins statutory basis | 94   |  |  |  |  |
| 17.                                  | Segment analysis  | 95   |  |  |  |  |
| 18.                                  | Contingent liabilities and contingent assets                      | 96   |  |  |  |  |
| 19.                                  | Note to the Cash Flow Statement                                   | 98   |  |  |  |  |
| 20.                                  |   |      |  |  |  |  |