

FIVE YEAR SUMMARY

	2014 \$m	2013 ² \$m	2012 \$m	2011 \$m	2010 \$m
Financial performance¹					
Net interest income	13,797	12,772	12,110	11,500	10,862
Other operating income	5,781	5,619	5,738	5,385	4,920
Operating expenses	(8,760)	(8,257)	(8,519)	(8,023)	(6,971)
Profit before credit impairment and income tax	10,818	10,134	9,329	8,862	8,811
Credit impairment charge	(989)	(1,197)	(1,258)	(1,220)	(1,820)
Income tax expense	(2,700)	(2,435)	(2,235)	(2,167)	(1,960)
Non-controlling interests	(12)	(10)	(6)	(8)	(6)
Cash/underlying profit ¹	7,117	6,492	5,830	5,467	5,025
Adjustments to arrive at statutory profit ¹	154	(182)	(169)	(112)	(524)
Profit attributable to shareholders of the Company	7,271	6,310	5,661	5,355	4,501
Financial position					
Assets	772,092	702,995	642,127	604,213	531,703
Net assets	49,284	45,603	41,220	37,954	34,155
Common Equity Tier 1 ³	8.8%	8.5%	8.0%	8.5%	8.0%
Common Equity Tier 1 – Internationally Comparable Basel 3 ⁴	12.7%	12.7%	11.6%	n/a	n/a
Return on average ordinary equity ⁵	15.8%	15.0%	14.6%	15.3%	13.9%
Return on average assets	1.0%	0.9%	0.9%	0.9%	0.9%
Cost to income ratio (cash/underlying) ¹	44.7%	44.9%	47.7%	47.5%	44.2%
Shareholder value – ordinary shares					
Total return to shareholders (share price movement plus dividends)	5.9%	31.5%	35.4%	(12.6%)	1.9%
Market capitalisation	85,235	84,450	67,255	51,319	60,614
Dividend	178c	164c	145c	140c	126c
Franked portion	– interim	100%	100%	100%	100%
	– final	100%	100%	100%	100%
Share price	– high	\$35.07	\$32.09	\$25.12	\$25.96
	– low	\$28.84	\$23.42	\$18.60	\$17.63
	– closing	\$30.92	\$30.78	\$24.75	\$19.52
Share information					
(per fully paid ordinary share)					
Earnings per share	267.1c	232.7c	213.4c	208.2c	178.9c
Dividend payout ratio	67.4%	71.4%	69.4%	68.6%	71.6%
Net tangible assets per ordinary share ⁶	\$14.65	\$13.48	\$12.22	\$11.44	\$10.38
No. of fully paid ordinary shares issued (millions)	2,756.6	2,743.7	2,717.4	2,629.0	2,559.7
Dividend Reinvestment Plan (DRP) issue price					
– interim	\$33.30	\$28.96	\$20.44	\$21.69	\$21.32
– final	–	\$31.83	\$23.64	\$19.09	\$22.60
Other information					
Points of representation ⁷	1,220	1,274	1,337	1,381	1,394
No. of employees (full time equivalents) ⁸	50,328	49,866	48,239	50,297	47,099
No. of shareholders ⁹	498,309	468,343	438,958	442,943	411,692

1 Since 1 October 2012, the Group has used cash profit as a measure of the result of the ongoing business activities of the Group enabling shareholders to assess Group and divisional performance against prior periods and against peer institutions. For 2012 - 2014 statutory profit has been adjusted for non-core items to arrive at cash profit. For 2010 and 2011 statutory profit has been adjusted for non-core items to arrive at underlying profit, which like cash profit, is a measure of the ongoing business performance of the Group but used somewhat different criteria for the adjusting items. Neither cash profit nor underlying profit are audited; however, the external auditor has informed the Audit Committee that the adjustments have been determined on a consistent basis across each period presented.

2 As set out in note 1 of the financial statements the Group adopted certain new Accounting Standards during the year and 2013 comparative information has been restated in line with the requirements of the standards.

3 Calculated in accordance with APRA Basel 3 requirements for 2012-2014. Comparatives for 2010-2011 are calculated on a Basel 2 basis.

4 Previously disclosed International Harmonised capital ratios (Internationally Harmonised Basel 3) have been replaced with Internationally Comparable capital ratios as per the methodology in the "Australian Bankers' Association: International comparability of capital ratios of Australia's major banks" (August 2014) report prepared by PwC Australia. The 2012 and 2013 ratios have been restated for the change in methodology to Internationally Comparable capital ratios.

5 Average ordinary equity excludes non-controlling interests and preference shares.

6 Equals shareholders' equity less preference share capital, goodwill, software and other intangible assets divided by the number of ordinary shares.

7 Includes branches, offices, representative offices and agencies.

8 During 2014 the Group migrated onto a single global HR platform. In doing so, the Group revised and standardised the measure of FTE and this resulted in an increase in FTE. Comparative information has been restated for 2013 only.

9 Excludes employees whose only ANZ shares are held in trust under ANZ employee share schemes.